



Westchester
Publishing Services

&



SERVING THE BOOK
COMMUNITY FOR
150 YEARS

Present



Excellence
Delivered.

Publishing Now '22: Driving Business Forward

#publishingnow22

March 22, 2022



Your hosts for today's webinar



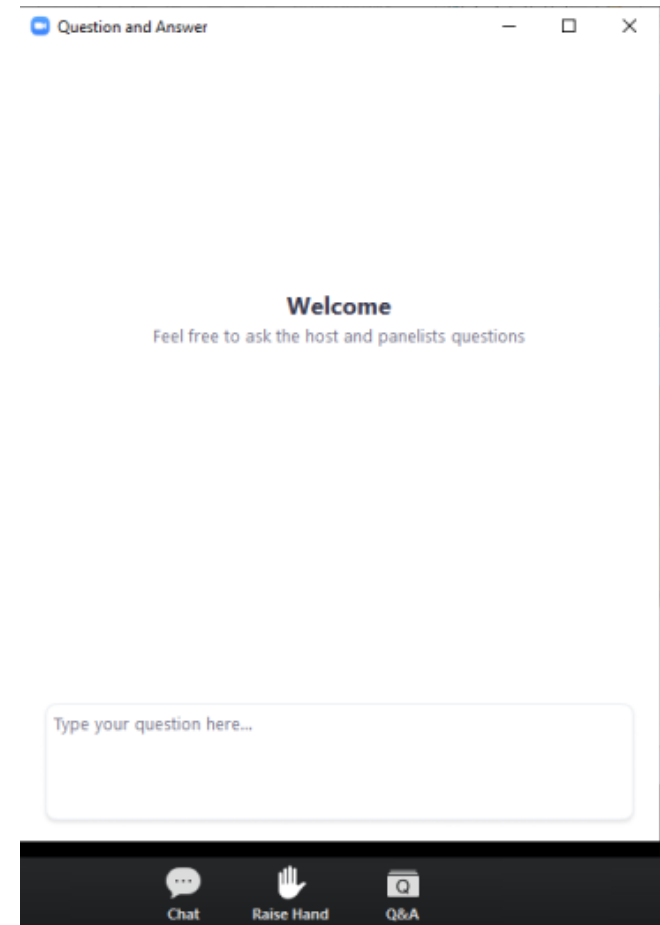
Tyler M. Carey – Chief Revenue Officer,
Westchester Publishing Services



Jim Milliot – Vice President & Editorial Director,
Publishers Weekly

Before we get started

- Your microphones will be muted during the webinar
- Please enter your questions at any time during the presentation in the lower portion of the Q&A box that you can access from your control bar.



Westchester Overview

- US Employee-Owned Company, Founded in 1969
- Global offices in US, UK, and India
- More than 400 publishers around the world use Westchester's high-quality Editorial, Production, and Digital Conversion Services on over 10,000 publications annually
- The Westchester Education Services division provides services as far upstream as Content Development for Educational Content Providers and EdTech Companies





What Factors Will Drive the Publishing Industry This Year?





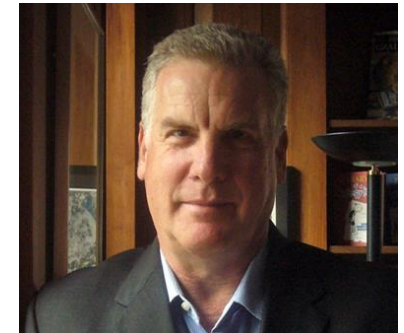
Your Panelists

Lorraine Shanley, President,
MPI (Market Partners
International)



Jessica Ryan, Editorial
Production Manager, Books &
Journals, Duke University Press

Jim Fetherston, President &
CEO, Worzalla



Michael Jacobs, President &
CEO, ABRAMS Books

Publishers' 2020-2021 Sales



PUBLISHERS' SALES BY CATEGORY 2020–2021

(\$ in millions)

CATEGORY	2020	2021	CHANGE
Adult Books	\$5,458.4	\$6,079.5	11.4%
Children's/YA Books	\$2,427.6	\$2,740.5	12.9%
Religious Presses	\$633.8	\$705.1	11.2%
Professional Books	\$366.8	\$381.9	4.1%
K–12 Instructional Materials	\$1,669.7	\$2,247.5	34.6%
Higher Ed Course Materials	\$3,062.1	\$3,138.0	2.5%
University Presses	\$61.3	\$68.7	12.2%
Other	\$60.0	\$49.9	-16.9%
Total	\$13,739.7	\$15,411.2	12.2%

SOURCE: ASSOCIATION OF AMERICAN PUBLISHERS, STATSHOT



Publishers' 2020-2021 Sales

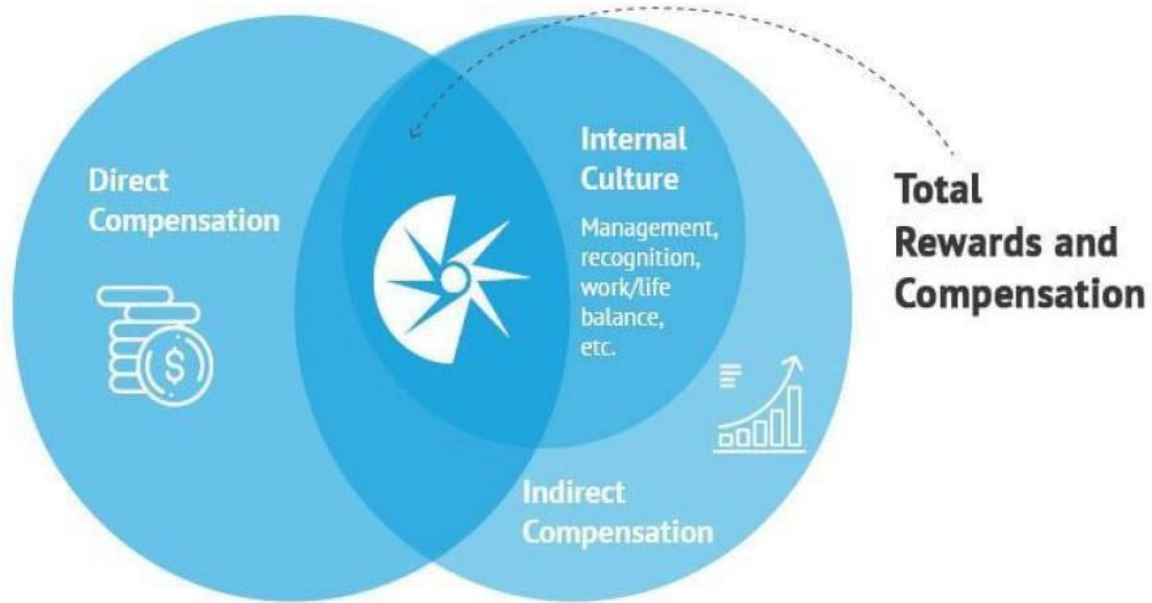
Higher Costs Hurt Earnings Gains at HarperCollins

Earnings in HarperCollins' second quarter ended December 31, 2021, rose 3% over a year ago, while sales increased 13%. The lower profits increase was due in part “to the increase in manufacturing and freight costs exacerbated by supply chain pressures,” parent company News Corp said.

Source: PW Daily, February 4, 2022



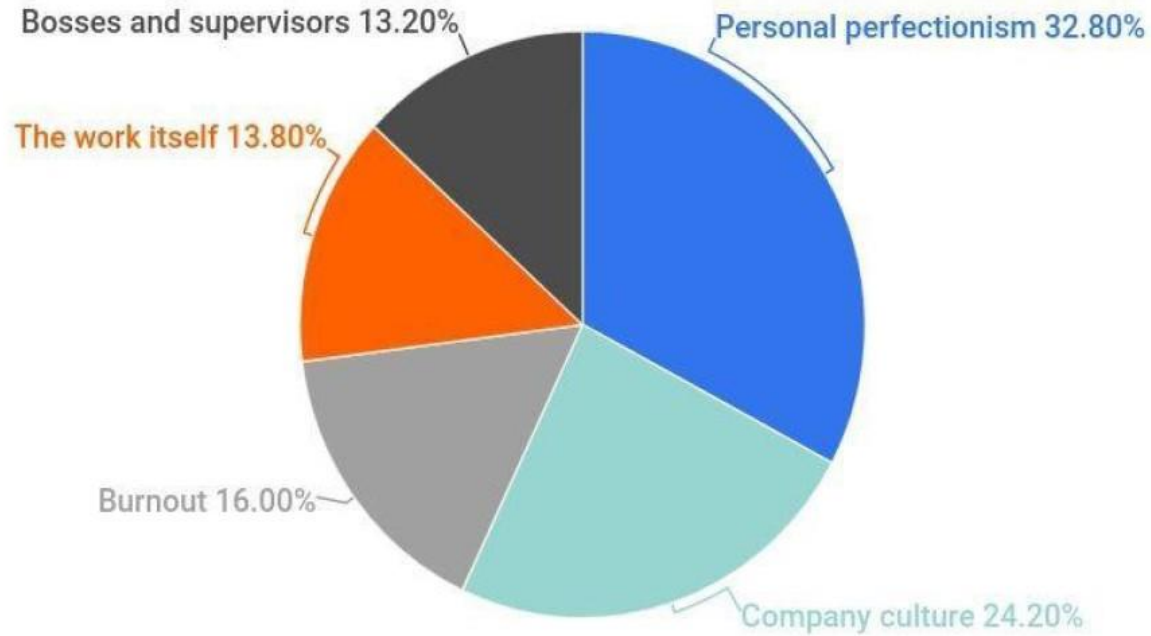
Weighing Work / Life / Livelihood Options



Work / Direct Compensation / Benefits / Indirect Compensation



BIGGEST BARRIERS TO WORK-LIFE BALANCE



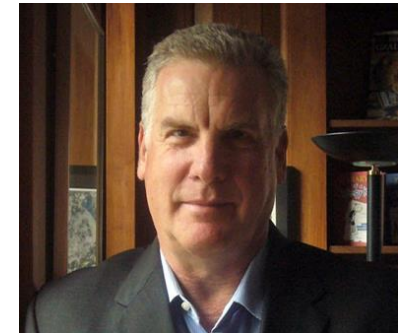
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Q&A



Microphones
will remain
muted

We will
address
previously
submitted
questions first

Enter your
questions in
the Q&A
panel and
we'll get to as
many as we
can

If we don't
answer your
question in the
time remaining,
we will contact
you directly
after the
webinar

You will receive
a copy of the
presentation
along with
answers to the
questions
covered in the
session



Thank You

We hope today's discussion was informative.

Publishers Weekly will be writing a summary article in the coming weeks that we look forward to sharing with you.

Westchester Publishing Services is here to help our clients and colleagues in the publishing industry identify solutions that resolve your editorial and workflow challenges.

Please email questions and comments to:
tyler.carey@westchesterpubsvcs.com

Thank You

To help us continue to deliver useful information, please share your feedback by completing the short survey that will appear on your screen when the webinar concludes.

You can also access the survey using this link:

<https://www.surveymonkey.com/r/PN22webinar>