

Introducing Ingram Content Group



The World is Reading

INGRAM
CONTENT GROUP

What Makes Ingram Different?

Books — printed ones, digital ones, in all their formats and the technology that keeps them moving across the globe — are our passion and what we at Ingram Content Group have worked to perfect for more than 50 years.

As a global wholesaler we offer a wide range of services to sell your print books, ebooks, and audiobooks to thousands of retailers and libraries around the world.



Supply Chain Management

Manage variable demand efficiently with a combination of distribution services, wholesale, and Print-on-Demand (POD)



Global Availability

Make your books available to more than 40,000 booksellers and libraries around the world



Multi-Format Focus

Ingram supplies print, audio, and ebooks to readers in all major markets



How Publishers Use Ingram



Reduce waste and free up cashflow by only printing when orders are placed



Supply and sell into global markets that are difficult to reach



Keep their full catalog "in print" by selling digitally & via POD, earning revenue from titles new and old

Publishers can also place print orders directly from our own POD facilities in the US, UK, Australia, & the UAE to efficiently fulfill local demand.



Some notable retail channels in each market include:

US

Amazon.com
Barnes & Noble
Target
Bookshop.org

UK

Amazon.co.uk
Blackwell's
Book Depository
Waterstones
World of Books

Middle East

Magrudy's
Zoom Book
Kinokuniya
Pan World

Australia & New Zealand

Amazon.com.au
Booktopia
Dymocks
Fishpond
The Nile

Ingram By the Numbers

+338 million



Metadata & content distributions made to our network of business partners

- ePub
- E-PDF
- Print PDF
- Audiobooks
- Metadata Files

4



The number of different currencies we sell to retailers in

- US Dollars
- Euros
- GBP
- Australian Dollars

40,000+



Retailers & libraries Ingram supplies with print, audio, and ebooks globally

3,000+



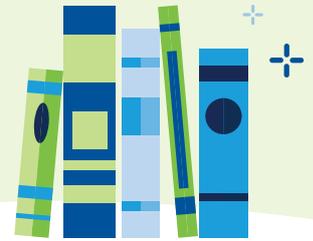
Publishers who use CoreSource to manage & distribute their digital assets

25



Locations around the world where Ingram has a physical footprint, including 5 POD printing facilities and 9 Global Connect POD providers

How Ingram Supplies the Global Book Market



Ingram has relationships with over 40,000 retailers and libraries around the world. With strong availability messaging and quick delivery, demand for Ingram-supplied titles is growing, helping you sell more books.

Ingram supplies retailers & libraries from 3 different sources:



Books sold through our full-service distribution brands



Wholesale stocked books at our US & UK warehouses



Books available via POD or digital distribution

INGRAM | Publisher Services UK
CONTENT GROUP

INGRAM | Wholesale Services
CONTENT GROUP

INGRAM | CoreSource[®]

INGRAM | Lightning Source[®]
CONTENT GROUP

IngramSpark[®]



Global Connect®

Titles available for POD via Ingram’s Lightning Source or IngramSpark services can also reach readers directly in a growing number of markets around the world via Global Connect. Global Connect offers unparalleled distribution to a global network of retailers by working with digital printers in countries worldwide. Distribution hubs in each country combine POD technology with long established retailer relationships to efficiently reach readers in their local markets.



These are some of the most notable retail channels Global Connect reaches:

Brazil	China	India	Japan	Europe	South Korea
Amazon.com.br	JD.com	Amazon.in	DNP	Ad Libris	Aladin
Submarino	Dang Dang	Flipkart	Amazon.co.jp	Amazon.eu	Coupang
Estante Virtual	WeChat		Maruzen	IBS.it	Kyobo
				Saxo	Yes24
				CEGAL	

To find out more, please visit www.ingramcontent.com/globalconnect

Other Ingram Services

Ebook & Audiobook Distribution

CoreSource: One Simple, Secure Platform

Eliminate contract negotiation, consolidate reporting, automate file & metadata distributions, and expand your global reach with our managed Digital Sales program. Get more out of your distribution and access leading ebook and audiobook channel partners.

Streamlined Digital Distribution

Ingram’s CoreSource platform manages all your ebook and audiobook distributions to ensure your content is up-to-date, available, and optimized for sale. Use CoreSource to monitor, analyze, and optimize your digital performance with:

- Simplified metadata and file distributions & updates
- Dynamic digital sales reporting to spot trends & opportunities
- Customizable reporting with iQ

Expand Your Digital Content’s Reach

Simplify your workflow while reaching Ingram’s global network of **nearly 500 distribution partners** including retail bookstores, libraries, and educational institutions, as well as a variety of Ingram platforms

- Lightning Source: Worldwide print-on-demand services
- iPage: Online ordering for booksellers and libraries
- Previews: Market books online

To find out more, please visit:

www.ingramcontent.com/publishers/digital-sales-distribution

Sales Enhancement Tools



Marketing Insights

Understand consumer demand and engagement – for all of your titles, every day. Learn how your titles are trending across online retail and social channels, including Amazon Buy Box insights, and unlock opportunities for frontlist and backlist revenue growth.



Convert Unrealized Title Sales

Identify the hidden gems in your backlist



Save Time on Data Analysis

Easily spot your titles' daily correlations, trends, and performance



Prioritize Your Marketing Actions

Focus your marketing efforts on the most impactful titles



Expand Book Marketing Reach

Take advantage of new opportunities for continued sales growth



Metadata Enhancement

Take the time-consuming task of optimizing book data off your to-do list with expert analysis and improvement of key metadata points

To find out more, please visit:

www.ingramcontent.com/marketing-insights

Previews

Instantly generate digital book previews to host, share, and drive book sales.



Improve Conversion of Views to Sales

- Engage readers with a sneak-peek
- Drive sales from any online platform
- Collect data on consumer engagement



Drive Book Sales

- Include links to retailers of choice
- Analyze click-through activity



Capture Consumer Emails

- Share previews in exchange for emails
- Offer e-book sample downloads
- Schedule ebook giveaways



Book an appointment with an Ingram expert today!



To find out more, please visit: www.aer.io/digital-previews

Get in Touch

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 twitter.com/ingramcontent

