



KONICA MINOLTA

# WE SHAPE THE FUTURE OF DIGITAL PRINTING

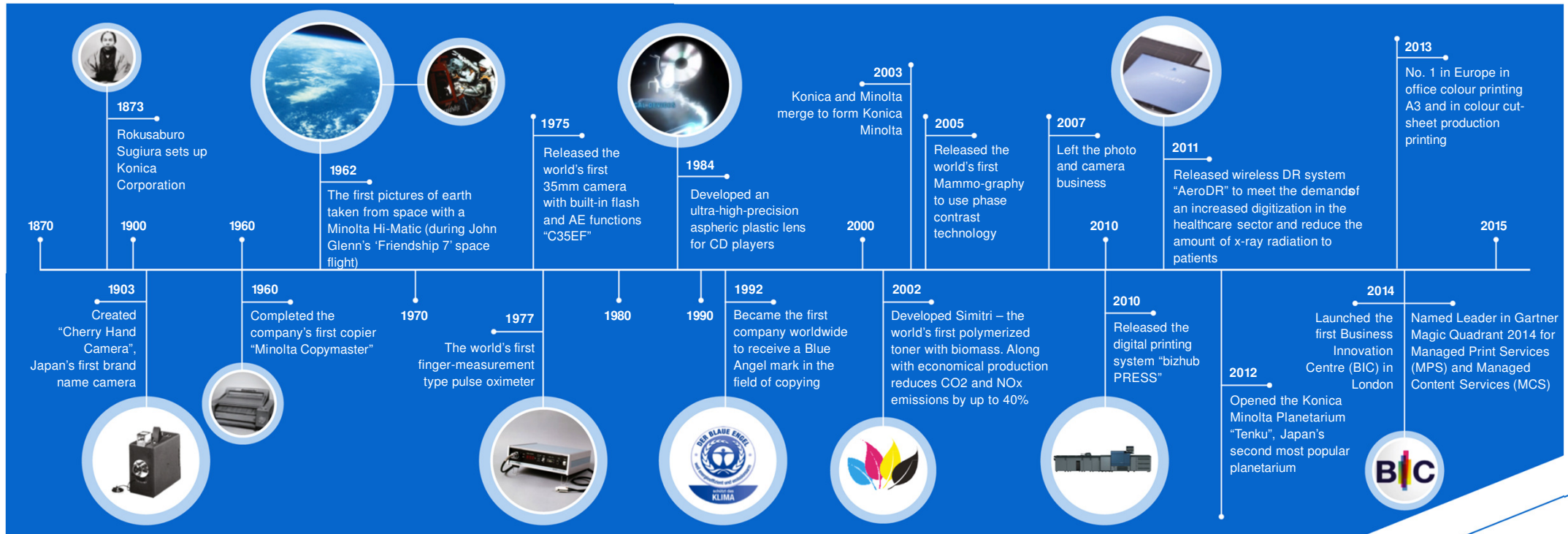
✦ Bojan Zupančič  
PP sales manager for Slovenia and Croatia



# KONICA MINOLTA – A 140 YEAR OLD START UP DEDICATED TO INNOVATION



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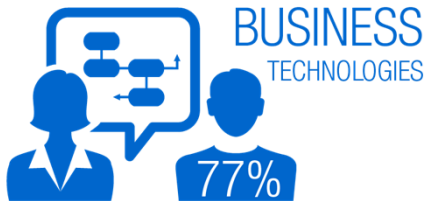
# KONICA MINOLTA MUCH MORE THAN YOU'D EXPECT



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## Business technologies

- European #1 in production printing, A3 office colour devices and inkjet textile printing
- 3,500+ customers optimize their processes with Konica Minolta's MPS



## Healthcare

- Worldwide 1st digital X-ray mammography device to apply phase contrast technology
- Japanese #1 in cassette-type digital radiography systems



## Industrial

- #1 in pick up lenses for Blu-Ray, DVD and CD players
- #2 in TAC films in display screens (e.g. mobile devices, TVs)
- #1 in colour measurement devices for TV displays



## Other

- One of four suppliers for planetariums worldwide
- "Tenku" planetarium is #2 in Japan by visitors





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## OFFICE OF THE FUTURE

- ▀ Konica Minolta sets new standards for the office of the future:
  - High-barrier films for flexible smartphones and tablets
  - OLEDs allow flexible, electronic papers
  - Project box with multi-touch user interface to enhance interactivity between colleagues working remotely





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## INDUSTRIAL PRODUCTION

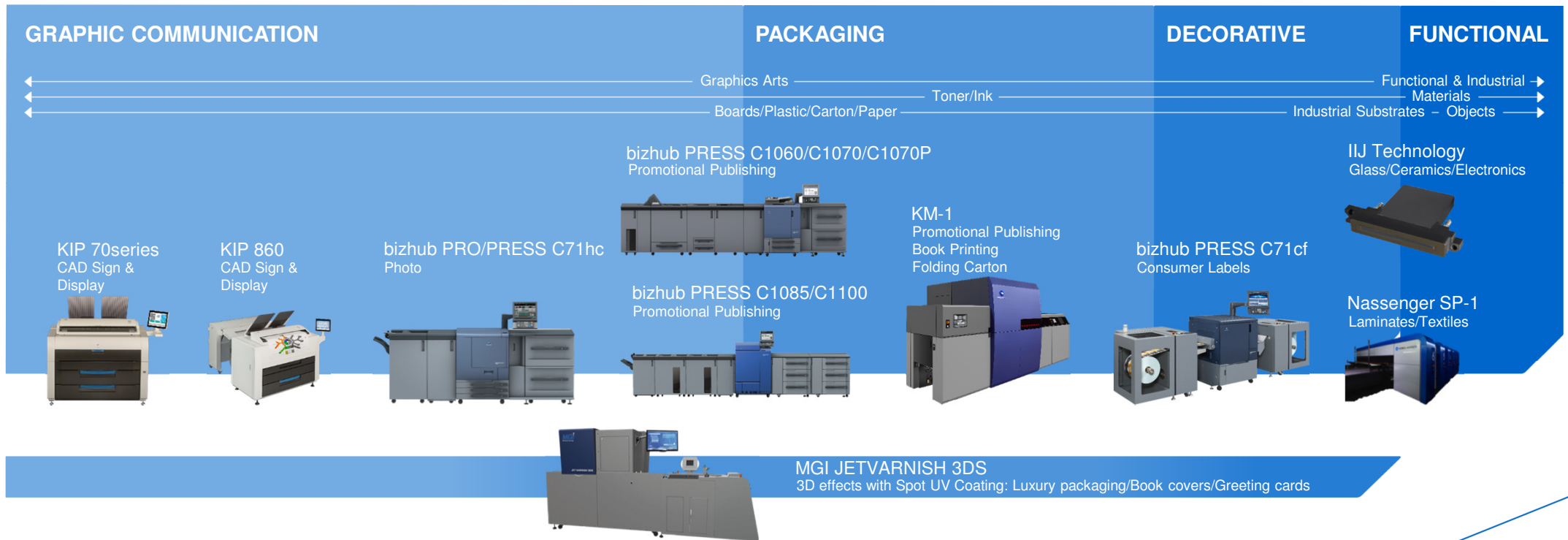
- ▀ **Konica Minolta contributes to the various needs of industrial production:**
  - Colour measurement solutions for automobile industry
  - Optical measuring instruments for quality control of lighting devices
  - Functional films for windows ensure energy efficiency
  - Mirror films to be used in renewable energy constructions to reflect and concentrate sunlight



# FROM GRAPHIC COMMUNICATION TO INDUSTRIAL PRINTING WORLD IS BECOMING MORE AND MORE DIGITAL



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# BIZHUB PRESS C71CF

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Giving Shape to Ideas





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***“WHAT HAPPENED IN THE COMMERCIAL PRINTING  
SEGMENT YEARS AGO, IS HAPPENING TODAY IN  
THE LABEL INDUSTRY: VOLUMES ARE SHIFTING  
FROM CONVENTIONAL TO DIGITAL.”***

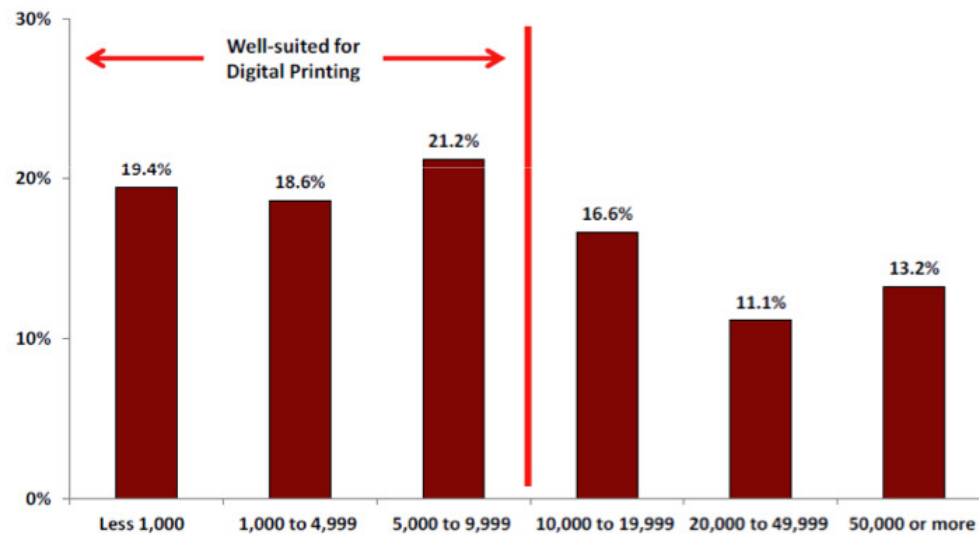






- About 60% job is less than 10,000
- Customers are looking for short run solution

Figure 2: Average Run Length on Conventional Label Presses



Source: *What Do Converters Want?*; InfoTrends, 2012



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## SOME SPECS ABOUT THE ENGINE...

<b>Prints per month</b>	
<b>Peak volume ( QZone )</b>	73,500m / month
<b>Average volume</b>	24,000m / month
<b>Operation condition</b>	
<b>Standard Mode</b>	210m per job
<b>Coverage</b>	CMYK 15% each
<b>MPBF (Mean Prints Between Failure)</b>	20,000m
<b>MPBJ (Mean Prints Between Jam)</b>	2,100m
<b>Print speed</b>	
<b>High</b>	18.9m / min
<b>Mid</b>	13.5m / min
<b>Low</b>	9.45m / min
<b>Resolution</b>	
<b>Print</b>	1,200 x 1,200 dpi
<b>Bit</b>	8 bit
<b>Gradation</b>	256





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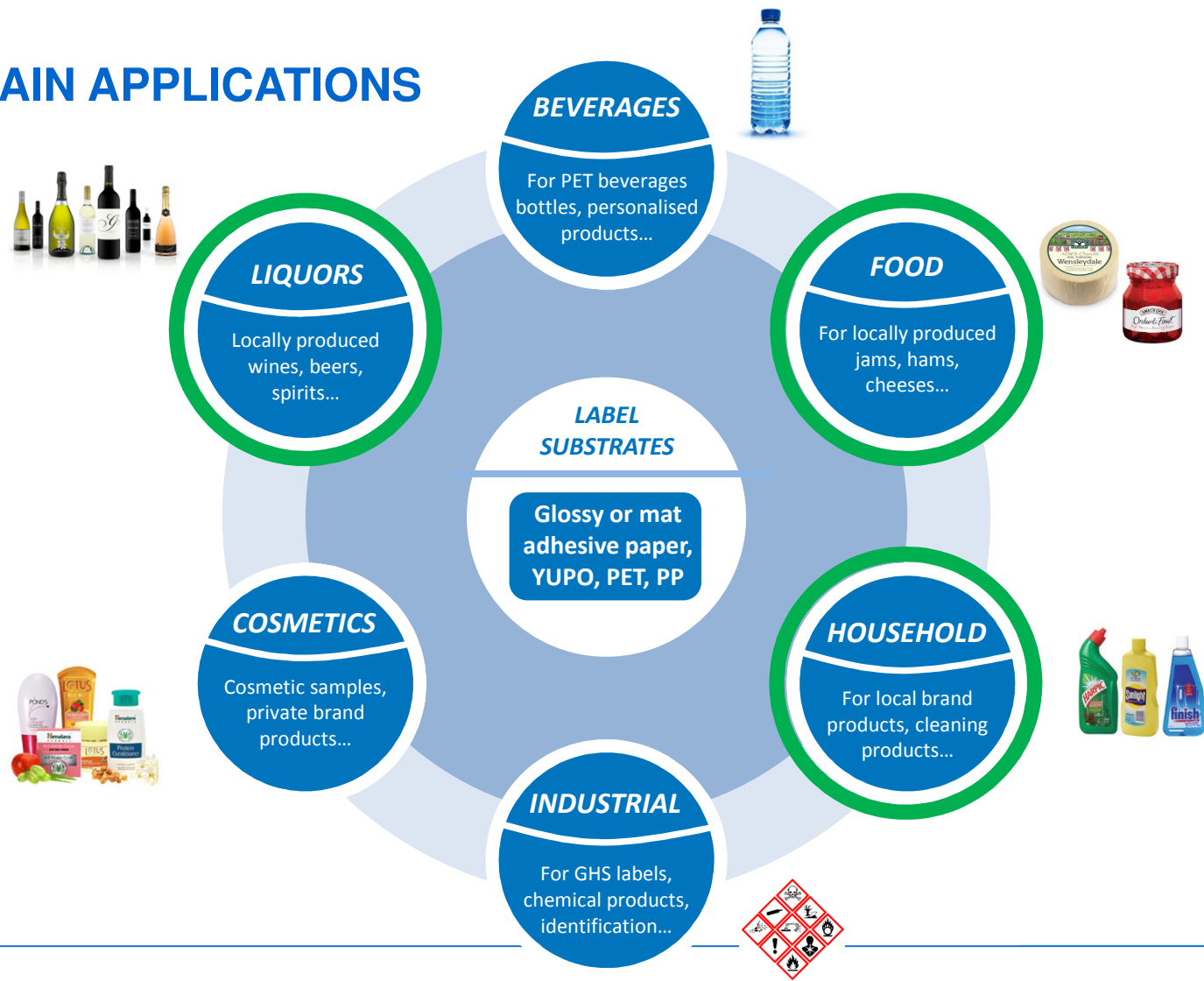
## SOME SPECS ABOUT THE ENGINE...

Media handling	
<b>Non tack</b>	
<b>Plain Paper</b>	81 – 176gsm
<b>Tack</b>	Peeling paper only. Total thickness: 250µm or less
<b>Paper</b>	
<b>Plain</b>	136 – 256gsm
<b>Gloss coated</b>	136 – 256gsm
<b>Matte coated</b>	136 – 256gsm
<b>Film</b>	
<b>Synthetic ( YUPO *2 )</b>	136 – 176gsm *1
<b>PP</b>	136 – 176gsm *1
<b>PET (stretched type)</b>	136 – 176gsm *1
	*1 - Acrylic glue only.
	*2 – YUPO is a registered trade mark of Yupo Corporation
<b>Size</b>	330 mm width fixed
<b>Missing Image</b>	Max. 320mm
	(maximum image quality-guaranteed width: 297mm)

# MAIN APPLICATIONS



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## RECOMMENDED PAPERS

VENDOR	NAME	TYPE	WEIGHT
Arconvert	TINTORETTO GESSO/SH-6020 Plus/CB80	Tack Plain Textured Paper	173
Arconvert	TINTORETTO GESSO ULTRA WS/SH-6020 Plus/CB80	Tack Plain Textured Paper	193
Arconvert	POLAR WHITE ULTRA WS/SH-6020 Plus/CB62	Tack Plain Paper	170
Arconvert	TINTORETTO IVORY/SH-6020 PLUS/CB80	Tack Plain Textured Paper	173
Arconvert	TINTORETTO IDP GESSO/SH-6020 PLUS/CB80	Tack Plain Textured Paper	173
Arconvert	COATED SNOW MATT/SH-6020 PLUS/CB80	Tack Coated Matte	168
Arconvert	LAI COROLLA IVORY/SH-6020 PLUS/CB80	Tack Plain Textured Paper	158
Arconvert	TINTORETTO CRYSTAL SALT/SH-6020 PLUS/CB80	Tack Plain Textured Paper	173
Arconvert	CONSTELATION JADE RASTER/SH-6020 PLUS/CB80	Tack Coated (Pearlescent)	168
Arconvert	SUPERMATT 90/SH-6020 PLUS/CB80	Tack Coated Matte	168
Arconvert	ACQUERELLO BIANCO Ultra WS/SH-6020 PLUS/CB80	Tack Plain Textured Paper	188





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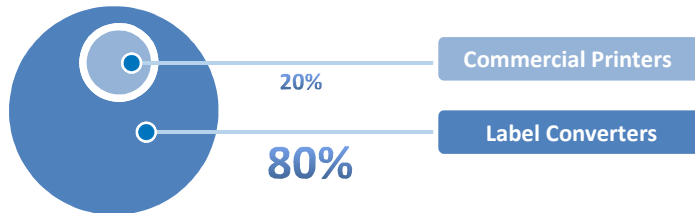
## RECOMMENDED PAPERS

VENDOR	NAME	TYPE	WEIGHT
Arconvert	BAGASSE MERINGUE	Tack Plain Textured Paper	168
Avery Dennison	MC PRIMECOAT/S2000N/BG40BR	Tack Coated Semi-Gloss	137
Avery Dennison	LW60 /S692NP/BG40 white	Tack Coated Semi-Gloss	122
Avery Dennison	PP TOP WHITE/S692N/BG40WH	Polypropylene	120
Avery Dennison	PP LIGHT TOP CLEAR/S692N/BG40WH	Polypropylene	105
Avery Dennison	PP MATT WHITE/S692N/BG40WH	Polypropylene	116
Avery Dennison	RUSTIQUE BLANC FSC/S2047N/BG45WH	Tack Plain Textured Paper	160
Avery Dennison	GLOSSCOVER/S660/BG40BR IMP	Tack Coated Gloss	149
Ritrama	MATT WH.COAT.WOODFREE/AP904/YG60	Tack Coated Matte	140
Torras	ADESTOR ALTO BRILHO WS/BC361 PLUS/WG80	Tack Coated Semi-Gloss	160
Torras	ADESTOR GLITTER WS/BC361 PLUS/WG80	Tack Coated (Pearlescent)	170
Torras	ADESTOR GLOSS/A251/WG80	Tack Coated Gloss	160



# POSITIONING

- Positioning in the mid segment of digital label printing.
- Filling the gap between entry-level offerings (low investment, high running cost), and high-end (high investment, need for substantial volumes)
- Offering small to mid size converters, a solid, reliable and affordable entry to digital printing.
- Opportunity for commercial printers to expand their portfolio of services and products



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## LABEL PRINTING MARKET CUSTOMERS & PLAYERS

### CUSTOMER

#### REV. SCALE # OF ENTERPRISES

€ 15 M & over (large) 50 WW\* (1,000 locations)

€ 5 – 15 M (mid) 2,700 WW\* (3,700 locations)

€ 2 – 5 M (small) 8,300 WW\*

€ 0 – 2 M (tiny) 8,300 WW\*

**TOTAL MARKET:** 11,150 WW\* (13,000 locations)

### PLAYERS



COMPETITORS: PRICE, PRODUCTIVITY, SPEED

WW\* = worldwide



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## LITHOFORMAS – BETA TEST

- Beta test at Lithoformas in Lisbon started on July 1<sup>st</sup> 2015 (3 months production)
- Several members from KMI joined the activity (Business Planning, Product Planning, R&D), from BEU we had representatives from SSD, Academy and IMD and BPT was also active part of the project providing local support to the installation.
- Litho Formas are very satisfied with the product performance
- Two operators are now working on the machine in shifts
- Several media types have been successfully printed on
- USP's of the machine are being confirmed through the test



- *Based in the outskirts of Lisbon*
- *Founded in 1966*
- *Started with continuous form paper evolved into label printing and digital printing*
- *One of the top Portuguese converters*



# KM-1 UV INKJET B2



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Max. paper size	585 x 750 mm (23 x 29.5 inches)
Print resolution	1,200 x 1,200 dpi
Print speed	3,000 sph (single side), 1,500 sph (both sides)
Printable paper	Printing paper (coated paper, non-coated paper, special paper) Pre-coating is not necessary.
Paper thickness	0.06–0.6 mm (single side), 0.06–0.45 mm (both sides)
Printhead	Shear mode piezo printhead of Konica Minolta's proprietary development
Ink	Four-color (YMCK) UV ink of Konica Minolta's proprietary development for exclusive use



