



KONICA MINOLTA

# FACTS & FIGURES

## COMMERCIAL PRINTING



### ONE OF THE THREE LEADING COMMERCIAL PRINT BRANDS

(CUTSHEET)

Source: Info-Source

“Konica Minolta has rapidly become a strong contender in the competitive landscape, challenging current players and making its presence felt by winning net-new customers. With a strong manufacturing heritage and reputation for innovation, Konica Minolta continues to make products to meet the requirements of the evolving production print market environment.”

Growth Opportunities in Inkjet Production devices, (DOC #EUR146876020 / OCT 2020)

### WE NEVER LET YOU DOWN:

IN ALL 25 COUNTRIES WHERE KONICA MINOLTA EUROPE OPERATES, WE ARE ALL ABOUT THE CUSTOMER ...



# 542

Konica Minolta Service experts work as onsite engineers, remote engineers, technical support, professional services, indirect support, administration and service desk to make our customers' operations as smooth as possible



Another

# 72 EXPERTS

work in the background (Marketing, Administration, Warehouse, Training,...) to support the first class service to the customer



# 252

Konica Minolta Sales experts look at our customers' businesses and ignite print possibilities with them



Average response time:

# 4.36 HOURS

(mean time between call taking and arriving on site)



First time fix ratio:

# 84.7%

(from April 2023 – March 2024)



From April 2023 to March 2024

# 115,481

visits to customers took place



**SIMITRI® TONER:**

- Very good light fastness (degree "6" in Blue Wool Scale of FOGRA)
- Food Safety (TÜV Rheinland AG)
- Deinkability INGEDE e.V.

### KEYPOINT INTELLIGENCE HIGH-VOLUME PERFORMANCE TEST ON AccurioPress C14000: OVER 1,000,000 IMPRESSIONS...

- precise front and back registration below 0.75 mm on all different media
- an average delta E below 2
- only 3 paper jams



reddot winner 2021



GOOD DESIGN AWARD 2020

AWARD-WINNING AccurioPress C14000 SERIES

### A LOT OF „FIRSTS“ THAT PROVIDE YOU SO MANY BENEFITS:

# 1st

First manufacturer to **test printed paper for migration at food contact** at TÜV Rheinland LGA Products GmbH (for more than 10 years).

First manufacturer to **develop polymerised toner**: contains almost 10% biomass, making emissions during toner disposal significantly lower which leads to reduced toner consumption by more than 30%. Additionally, since small and uniform toner particles can be fused to the paper at a lower temperature, power consumption during the fusing process is also reduced. The **Simitri®** polymerized toner manufacturing process emits approximately 40% less CO<sub>2</sub>, NO<sub>x</sub>, and SO<sub>x</sub> than conventional toner manufacturing processes.

First manufacturer to develop IQ-501, **automated quality management** that saves up to 300 working hours per year with smart machine automation, reduces waste and returned jobs and auto inspection.

And a lot of other areas where we were early birds like in... **deinkability, variable data inspection, highly flexible inline finishing** (four-side full-bleed trimmer TU-510), **air suction feeding & quality assurance.**

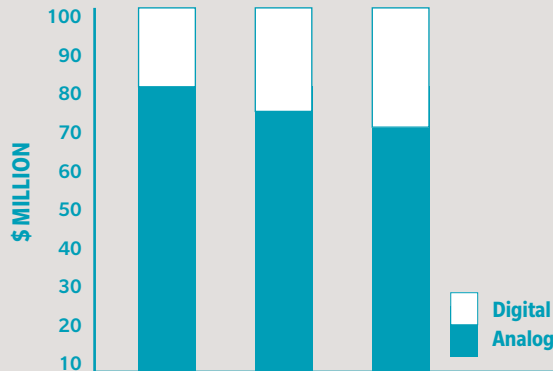


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# FACTS & FIGURES

## LABEL PRINTING

The global printed label market was valued at \$41.75 million in 2021 and is expected to grow at rates of around 6% per year.



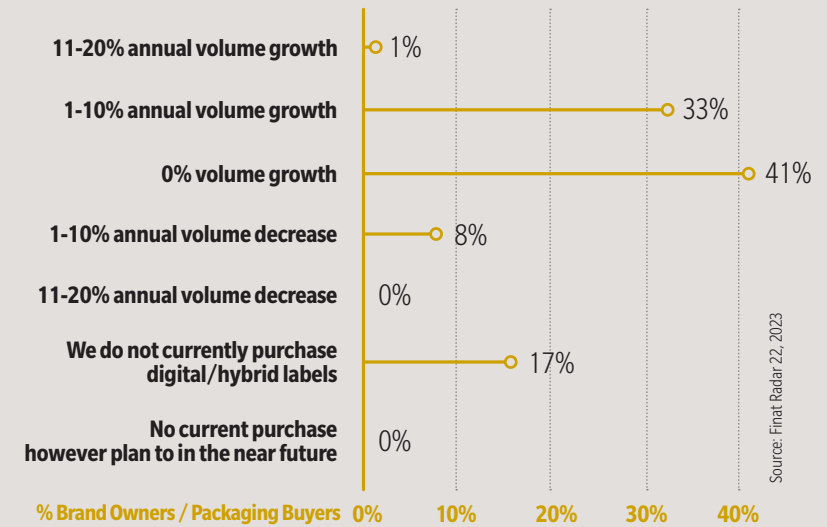
Source: The Future of Printed Labels to 2026, Smithers Pira

What do brands currently consider to be the most important drivers related to sourcing digital labels for their products?



Source: Finat Radar 18, 2022

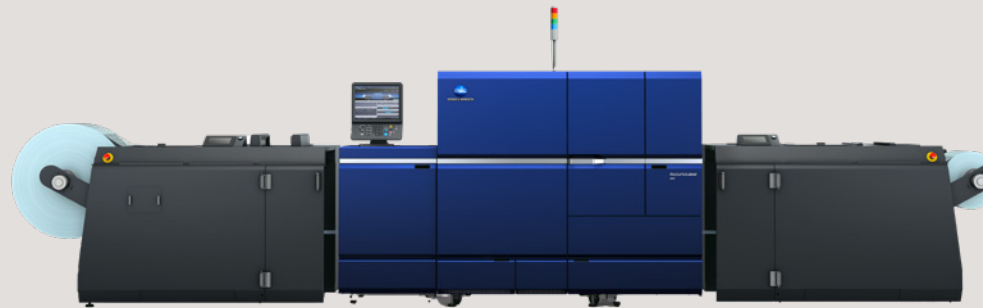
## BRAND OWNER'S DIGITAL LABEL VOLUME PURCHASING FOR 2023



Source: Finat Radar 22, 2023

## 10 GOOD REASONS

1. Get on the inside track of innovation
2. Complementary to your existing press
3. Personalise your output
4. Simplify your operation
5. Shorten your lead time
6. Improve consistency
7. Handle multiple SKUs
8. Higher productivity
9. Minimal footprint
10. Lower your costs



With the new label system, we can offer our customers small or medium runs **quickly** and **cost-effectively**. Looking at the technical data and taking a look at the total cost of ownership, the **AccurioLabel 400** is extremely competitive.

**Sebastian Firus, Managing Director at Firus Druck**

## PERFORM IN STYLE



**Konica Minolta** is one of the two leading brands in digital label printing



The **Konica Minolta AccurioLabel 400** has received the **iF Design Award 2023** and the **Red Dot Product Design Award 2023**.



Per year more than

6%

of global market growth for digitally printed labels.

In the year 2022,

45%

of the worldwide narrow web label press installations will be digital.

More than

50%

of the label converters have digital machines.