

KOENIG & BAUER

**drupa Press Conference**

**28 May 2024**

**Düsseldorf**

we're on it.

**MORE**

Dr Andreas Pleßke  
**Exceeding Print**

Philipp Zimmermann  
**Digital & Webfed Innovations**

Ralf Sammeck  
**Sheetfed & Postpress Innovations**

Ralf Sammeck  
**Digital Innovations**

**Q&A**

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# Dr Andreas Pleßke | CEO Koenig & Bauer



**Chairman of the drupa Committee**  
since 2022

**CEO Koenig & Bauer**  
since 2021

**Member of the Executive Board Koenig & Bauer**  
since 2014

# Ralf Sammeck | CDO Koenig & Bauer

CEO Koenig & Bauer Sheetfed



**CDO Koenig & Bauer**  
since 2020

**CEO Koenig & Bauer Sheetfed and  
Member of the Executive Board Koenig & Bauer**  
since 2007

**CEO and President North America, Koenig & Bauer (US)**  
2002 – 2007

# Philipp Zimmermann



**Vice President Sales Koenig & Bauer Digital & Webfed**  
since 2022

**Director Expert Sales RPM and Automation,  
KraussMaffei**  
2020 – 2022

**Head of Business Unit Composites and Surfaces,  
KraussMaffei**  
2018 – 2020



Dr Andreas Pleßke

# Exceeding Print



# Any Printing Technology On Any Relevant Substrate – Since 1817

around **1.3 bn**

Euro group turnover

over **200**

sales and service locations



around **5,700**

employees worldwide

**11**

manufacturing locations



**we are**

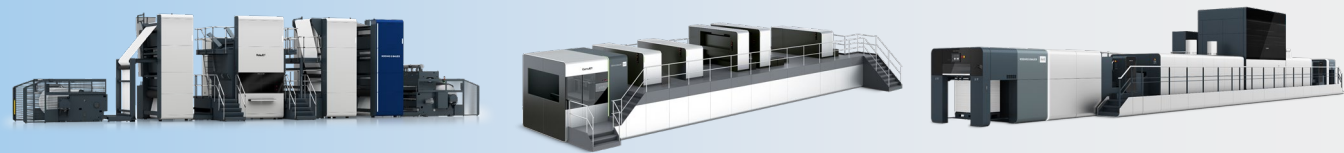
**everywhere**



## Offset Printing



## Digital Printing



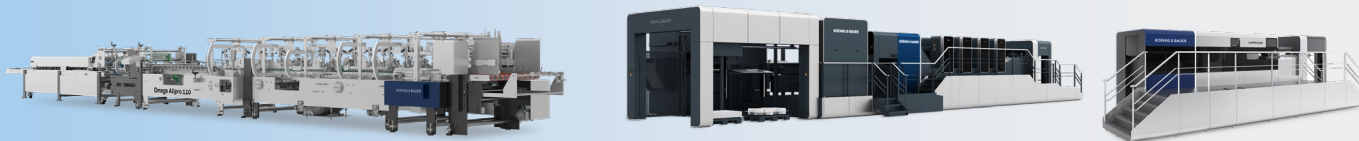
## Flexo Printing



## Special Printing



## Postpress



# All Printing Technologies, Formats, Substrates – Sheetfed Or Web Printing



Koenig & Bauer is **THE ONLY** manufacturer that offers answers for the entire packaging industry.

# Digital Printing Proposition For EVERY Packaging Market



# The Overall Printing Business Is Global And Big!

**> 4,000,000**

employees worldwide

**~ 874,000**

revenues in \$ million

**> 1.5% CAGR**

2023 – 2028



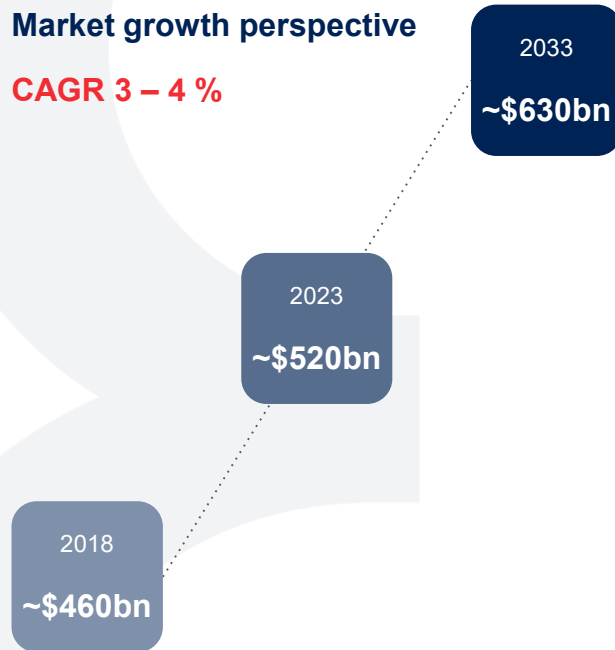
- relevance of manufacturing industry remains unchanged
- paper and printed products will continue to be of high value to society in the future

# Koenig & Bauer Is Growing Even MORE

because of our focus

Market growth perspective

CAGR 3 – 4 %



**MORE**  
growth areas

Postpress

Digital Printing

Digital Business Models

Corrugated Printing

Flexo Printing

Source: Internal Research and Analysis; Smithers 2023; Packaging & label; in US\$, constant 2021 value and exchange rates.

# Koenig & Bauer Is Achieving Even MORE

By teaming up with world-class companies



**SIEMENS**

**HYBRID**  
SOFTWARE

KOENIG & BAUER | CELMACCH

KOENIG & BAUER |

**durst**

# What Awaits You At Our Stand A31 In Hall 16

Live and even MORE virtually



## LIVE SHOWS

- **Packaging Workflow**

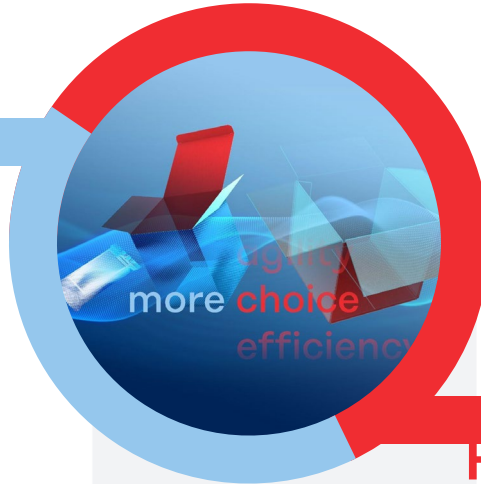
- Rapida 106 X
- VariJET 106
- CutPRO X 106
- CutPRO Q 106
- Omega Alius 90

Digital Solutions

- **Modular Automation System (MAB)**

- **JV Show**

- VariJET 106
- SPC Control Console



- **Packaging**

- Rapida 145-7-LTTL
- iPress 145 K PRO
- Omega Allpro 110
- Rapida 76-7+L

- **Label**

- Rapida 106 X-7+L
- (CutPRO X 106-1)

- **Commercial**

- Rapida 106 X-8SW4

- **Web Presses**

- RotaJET
- CI-Flexo Presses

- **Corrugated**

- ChromaCUT X Pro
- ChromaCUT High Tech 2S



## HYBRID SHOWS

moderator + videos



KOENIG & BAUER

Services

Digital Solutions

Digital Solutions

KOENIG & BAUER

KOENIG & BAUER

KOENIG & BAUER

durst

KOENIG & BAUER

PRATI

REIMAGINING PH...  
UNBOXING...

KOENIG & BAUER





Philipp Zimmermann

# Digital & Webfed Innovations



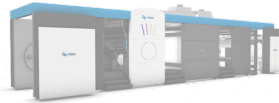
# Success Story Digital & Webfed

drupa 2016

drupa 2024

## RotaJET

- introduction RotaJET V2.0
- new printhead generation
- new press layout



## RotaJET

- benchmark in print quality
- market leader in decor print

## CI-Flexo

- acquisition of Flexotecnica
- integration into Koenig & Bauer started

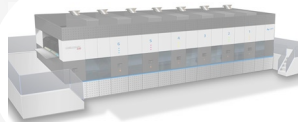


## CI-Flexo

- new Machines XD Pro I XG
- made in Germany

## Chroma

- introduction “Corrugraph”
- re-entry into corrugated post print



## Chroma

- K&B Celmacch partnership
- complete new lineup from midrange to high performance

# Three Growth Areas – In Packaging

Inkjet Digital Print – CI Flexo – Corrugated

Real samples  
are available on  
the Koenig &  
Bauer stand  
A31 in Hall 16



**Folding Carton**



**Flexible Packaging**



**Corrugated**



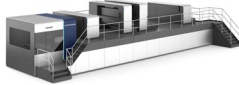
# Happy Farm Box

One Box – One Vendor – Koenig & Bauer

Corru box – inside



Corru box – outside



Cutlery



Cutting / Folding



Folding carton



Pouch (fibre)



Pouch (fibre)



Salad bag (bio film)



A person with long blonde hair, wearing a black and white striped shirt and a silver watch, is holding a white juice carton. The carton has the word "Juice" printed in orange and features a vibrant image of orange slices. The background is a blurred indoor setting, possibly a store or a kitchen.

**RotaJET – Digital Printing Of  
The Highest Class For The  
Most Diverse Applications**

# RotaJET – Digital Printing Of The Highest Class

High-volume printing press for the most diverse applications



folding  
carton

liquid  
pack

decor

book

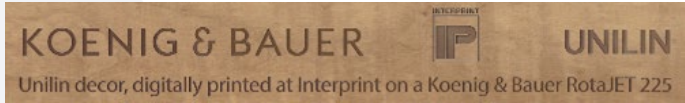


# Koenig & Bauer – RotaJET Decor

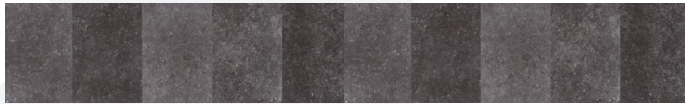
Benchmark AND market leader in digital decor printing



AI generated 18m long decor – endless repeat



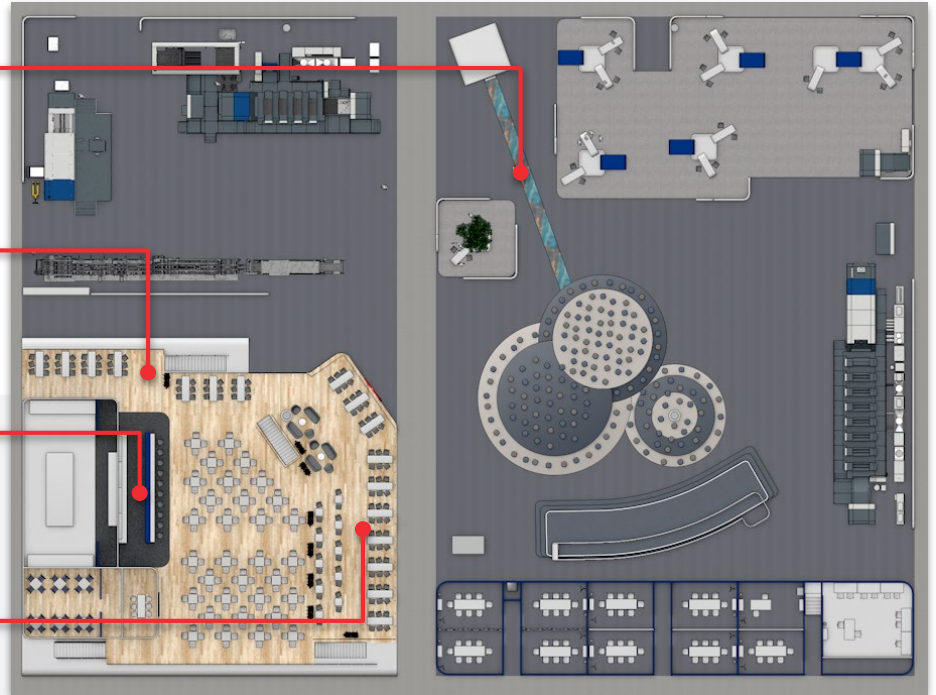
brand decor - extended cut off



stone decor – register embossing – cut off



AI decor incl. Koenig & Bauer logo (groundfloor)





**CI Flexo Presses – Unique  
Printing Quality For The  
Most Challenging Applications**



# Koenig & Bauer – CI-Flexo Product Range

## Segments and applications

### Product Range

- from entry level up to high volume
- all substrates and applications
- from standard presses up to special solutions



# Koenig & Bauer – CI Flexo

Foil and ink in line with sustainability

Real samples  
are available on  
the Koenig &  
Bauer stand  
A31 in Hall 16


## Annual Report Envelope

- bio based & biodegradable film and inks
- printed on Koenig & Bauer CI Flexo press

## Raincoat

- corn starch based raincoat
- printed with biodegradable inks



A close-up photograph of a person's hands holding a cardboard box. The person is wearing a dark green ribbed sweater and a reddish-brown top. The box is light brown and features a large red circular logo. Inside the logo, the text "This box was once newspaper" is printed in a dark color. The background is a plain, light-colored surface.

# Corrugated Post-Printing And Processing For More Productivity And Efficiency

# Corrugated Post-Printing & Processing

Three different performance and automation classes for one substrate



# Corrugated Post-Printing & Processing

2 sided Printing – the must have for unboxing experiences

## Answer the trends

- expectation for further growth of e-commerce business
- unbeaten unboxing experience

## Press features

- higher efficiency and cost reduction for inside printing jobs
- no limitations in print units (top and bottom)
- no pit needed





Ralf Sammeck

# Sheetfed & Postpress Innovations

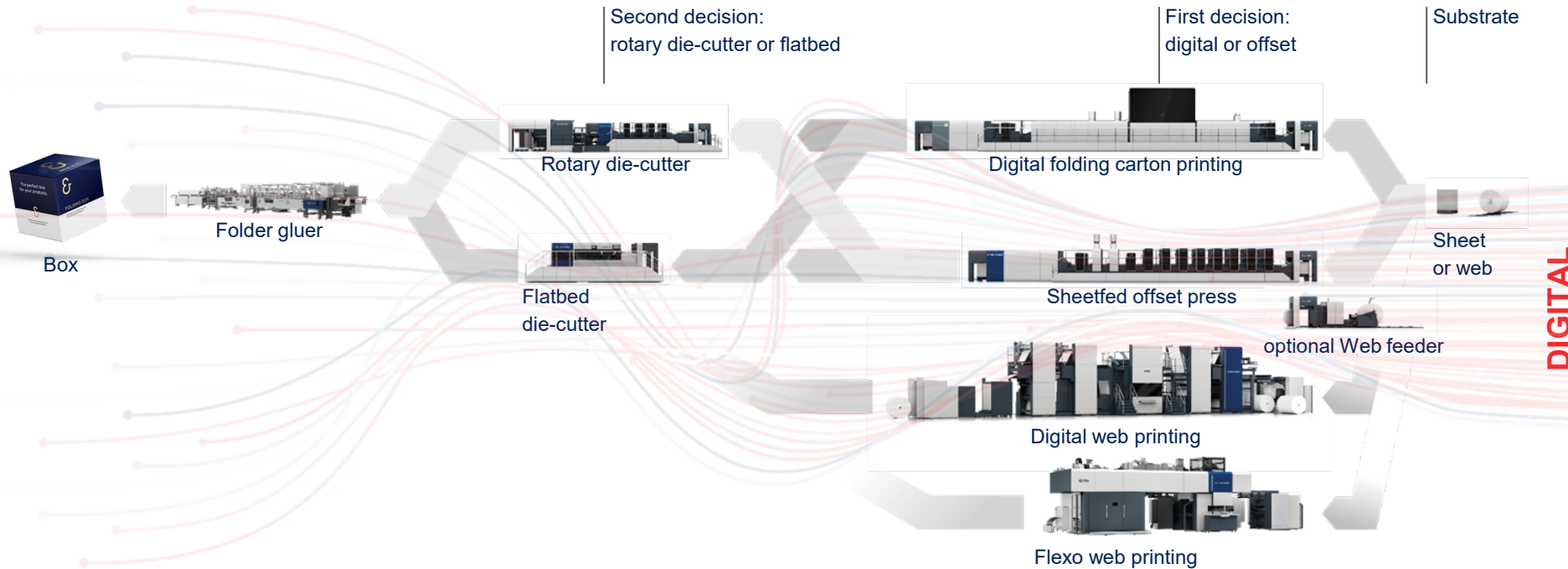


A blue, glowing, futuristic-looking device with two large windows showing intricate patterns. The device has a dark blue, metallic appearance with a glowing blue light emanating from the top and the windows. The windows display complex, circular patterns that resemble technical drawings or maps. The overall aesthetic is high-tech and modern.

**More Performance For Maximum  
Efficiency: High-Tech Solutions  
For Sheetfed And Postpress**

# Packaging Solution Workflow

Always your trusted advisor





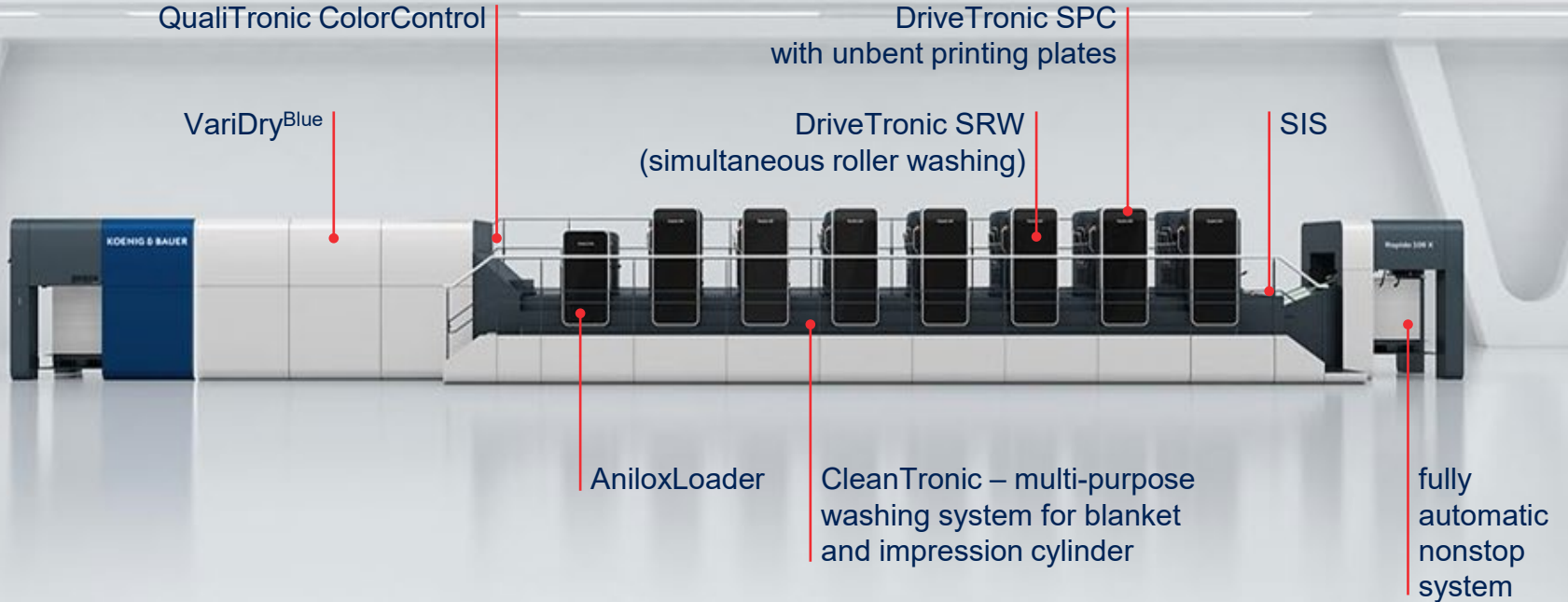
# Rapida 106X – High Speed Performance

new high speed+ package **22,000** sheets/h

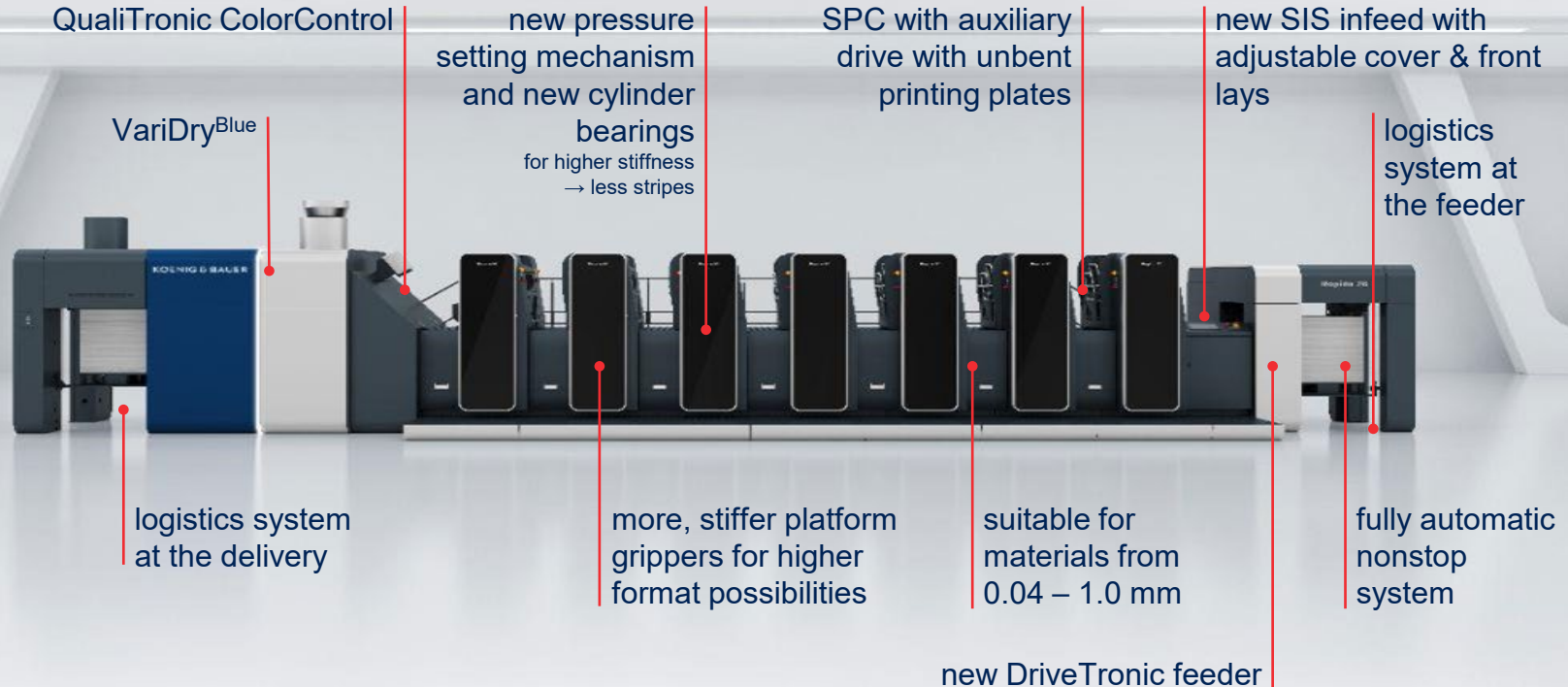


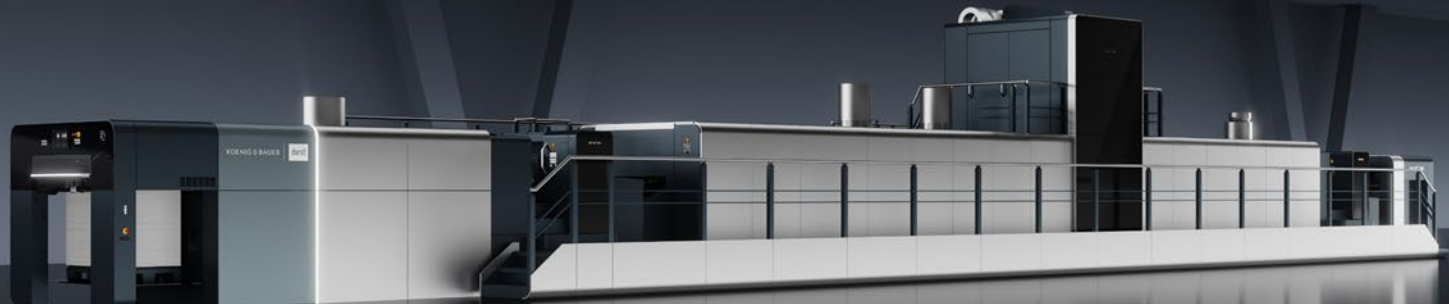
up to **111 mio** sheets per year

# Rapida 106X 7+L SPC ALV3



# Half Format – Rapida 76-6+L ALV2

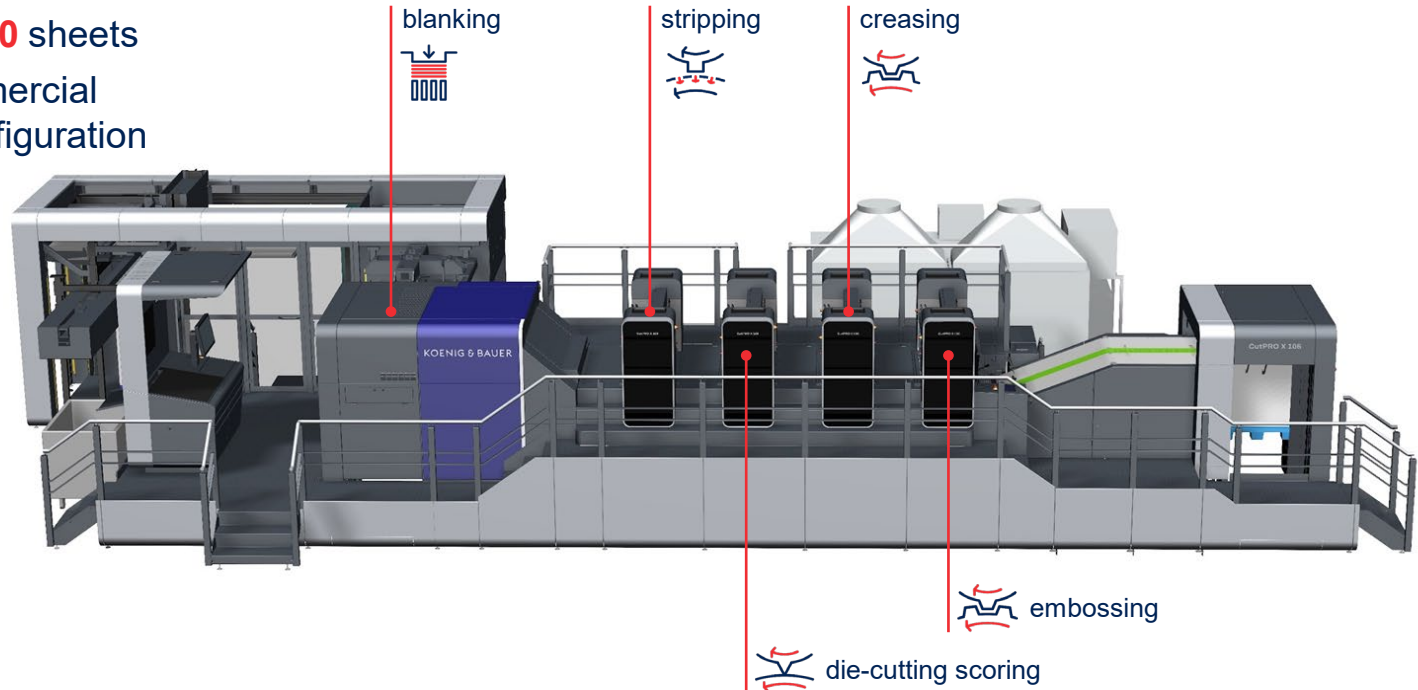




# CutPRO X 106-3 SB

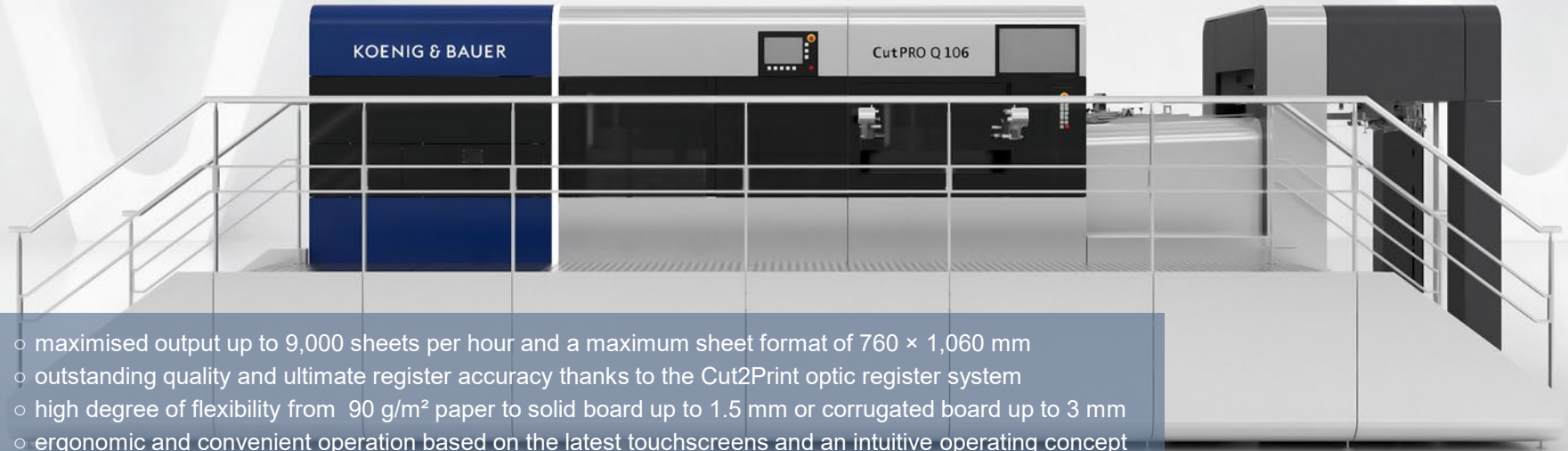
## High performance die-cutting

- speeds up to **16,000** sheets
- special label, commercial and packaging configuration available



# CutPRO Q 106 SB

The new performance benchmark in medium format flatbed die-cutting



- maximised output up to 9,000 sheets per hour and a maximum sheet format of 760 × 1,060 mm
- outstanding quality and ultimate register accuracy thanks to the Cut2Print optic register system
- high degree of flexibility from 90 g/m<sup>2</sup> paper to solid board up to 1.5 mm or corrugated board up to 3 mm
- ergonomic and convenient operation based on the latest touchscreens and an intuitive operating concept
- fast makeready at job changeovers
- extremely compact design, tailored to specific customer needs

# OMEGA Aplus 90

## High Performance Folder Gluer



- new generation electronics with state of the art controls and safety management
- compatible with Industry 4.0 and continuous link for remote support
- high speed performance: 600m/min

# Sales Partnership With AHM Germany

## Corrugated cardboard processing

- development of folding box glueing machines and application systems for the corrugated market
- processing of corrugated cardboard with the highest level of user-friendliness
- modular application solutions

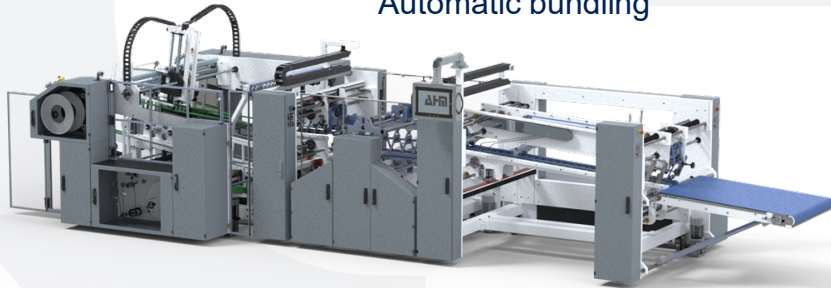
→ **partnership enables targeted exchange of know-how in joint product development and sales activities**



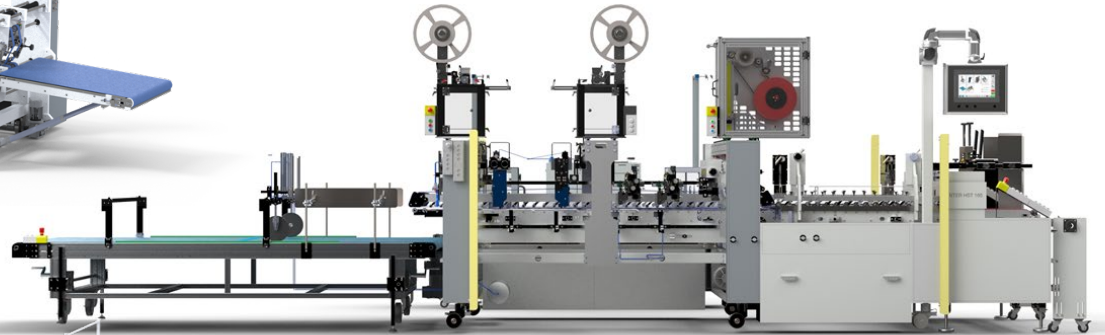


# Sales Partnership With AHM Germany

Automatic bundling



E-Commerce solution: silicon tape/tear tape



Folding carton glueing





Ralf Sammeck

# Digital Innovations

4

# Our Digital Fireworks Will Take The Printing Industry To The Next Level

1

## myKyana Ecosystem

all digital products  
at one place

2

## Connected Packaging

dynamic gateways  
with follow

3

## Cooperations

Google, Siemens and  
HYBRID Software

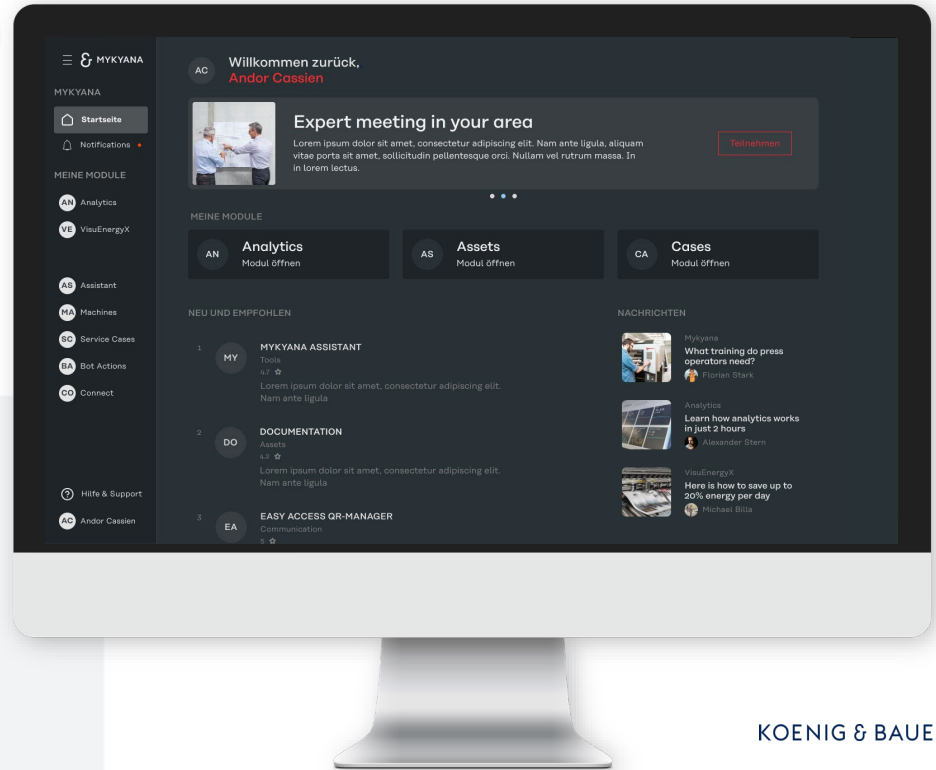


**my Kyana Ecosystem**  
**All Digital Products**  
**At One Place**

# The AI-In-One Command Center

## myKyana Portal

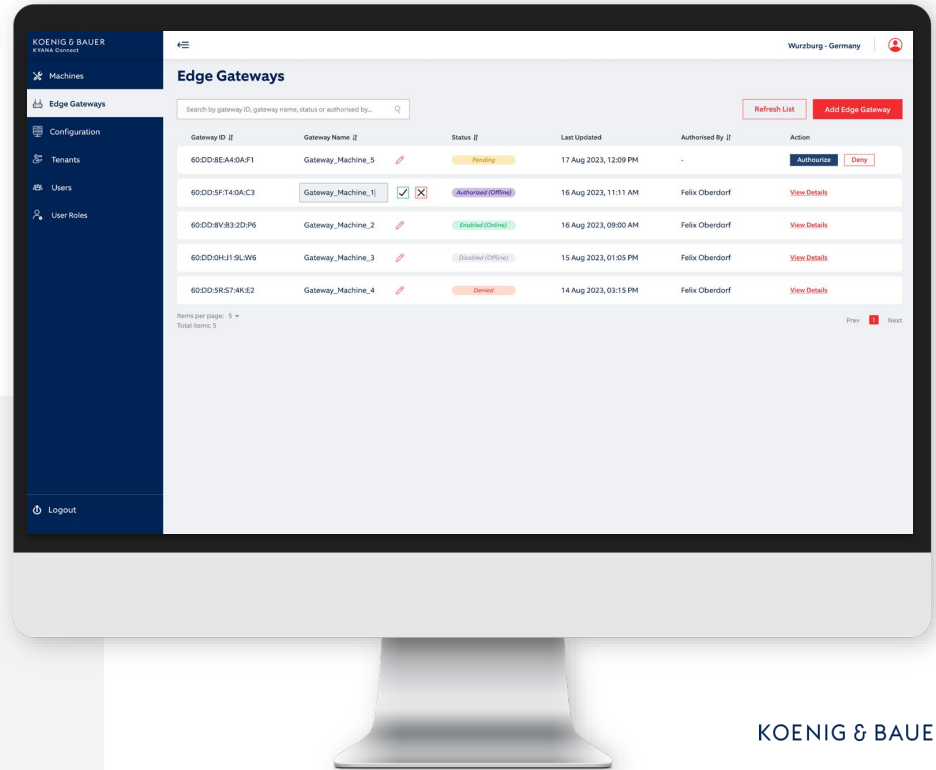
- with myKyana, users can quickly create and manage service tickets, gain a clear overview of their printing assets, and access specialized online training to enhance operational efficiency
- users also get access to Kyana Connect and Kyana Data and have a transparent realtime overview about their subscriptions
- a unique feature is the integrated Google Gemini-based assistant, designed around printing press manuals, offering real-time, AI-driven support for immediate troubleshooting and guidance
- offered for free to our customers



# Opening New Dimensions Of Data Analysis With **Kyana Connect**

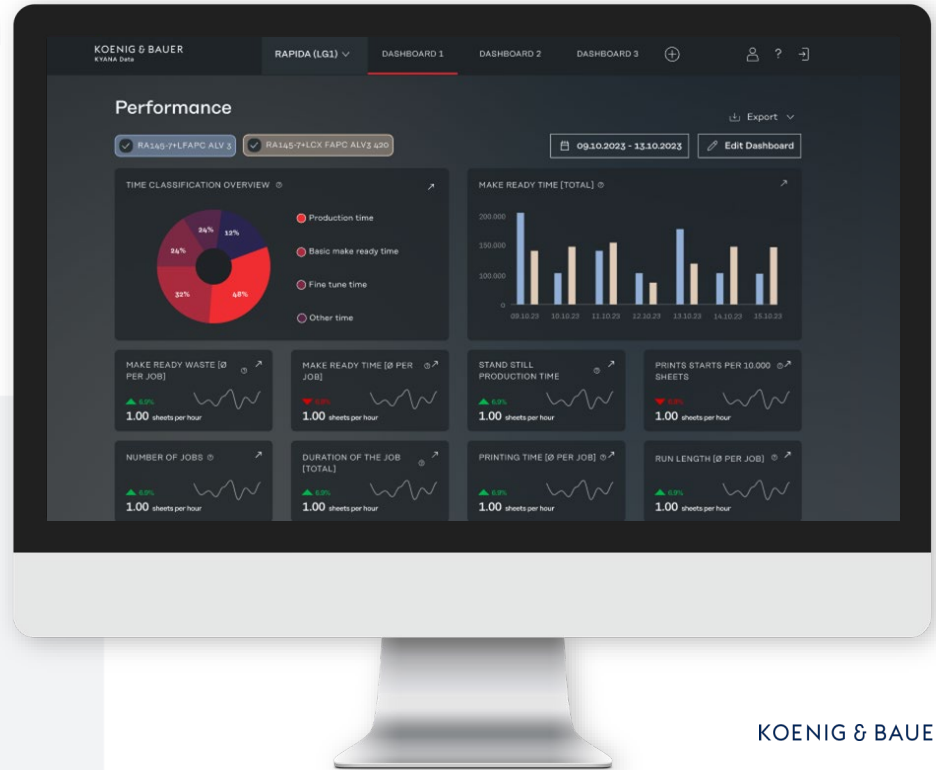
Kyana Connect builds the bridge between the machine world and the digital product world of Koenig & Bauer

- edge software as bridge between machine and Koenig & Bauer Cloud
- secure transfer of press and job data to the Koenig & Bauer Cloud
- opens up new data dimensions to exploit the full potential of the Koenig & Bauer digital product world – now and in the future
- offered for free to our customers



# Transforming Complex Analytics Into Actionable Insights With **Kyana Data**

- available for Rapida and RotaJET
- enables insights into optimisation potential within the production process
- comprehensive dashboards of machine, sensor and job data allow for real-time monitoring
- comparisons between machines and across production sites help you benchmark performance
- more certainty in decision making through data-based insights
- intuitive user interface, free dashboard builder



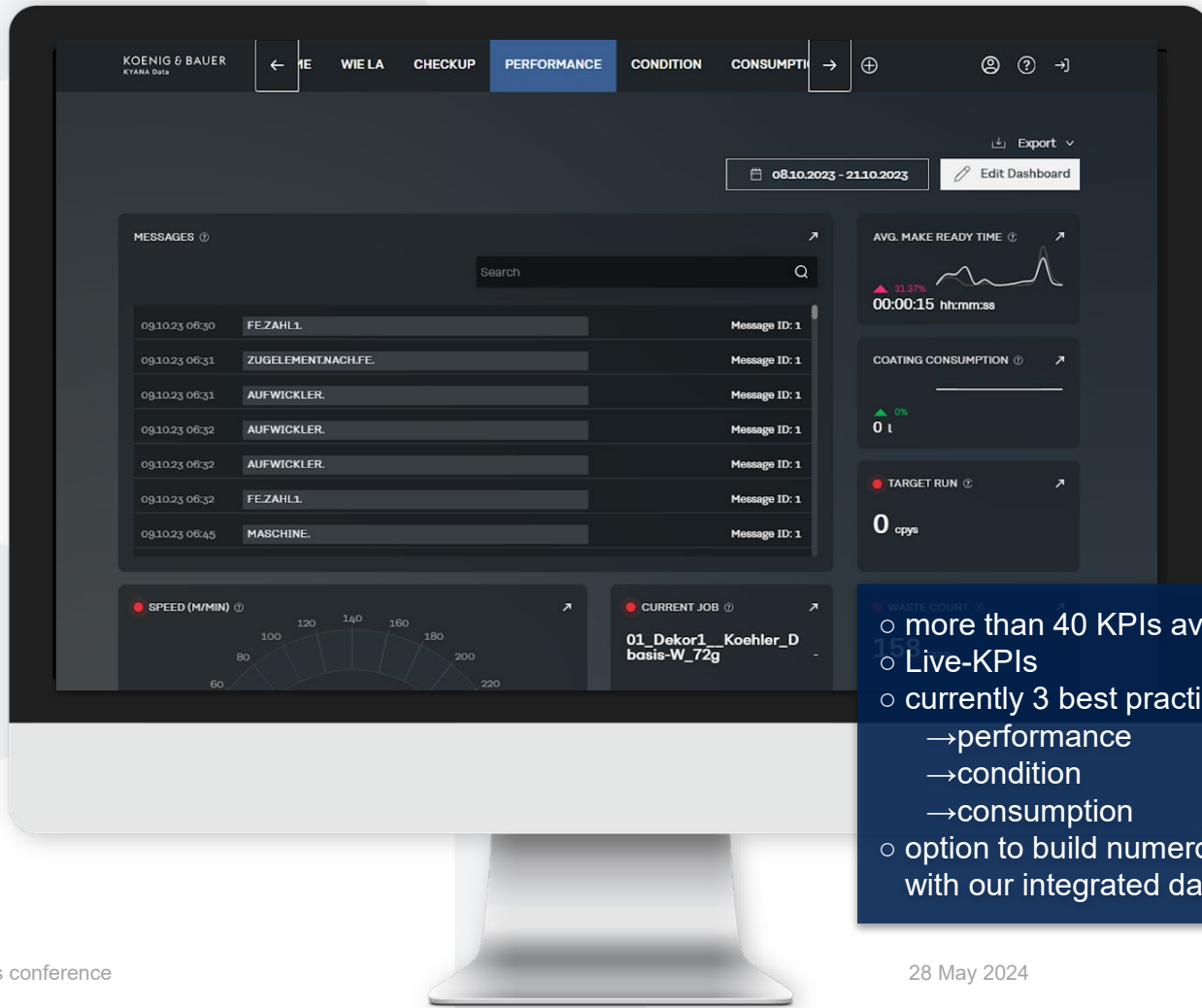
# Kyana Data For Rapida



- more than 50 KPIs available
- LogoTronic & LG1 KPIs
- currently 3 best practice dashboards:
  - performance
  - overview
  - productivity
- option to build numerous dashboards with our integrated dashboard builder



# Kyana Data For RotaJET

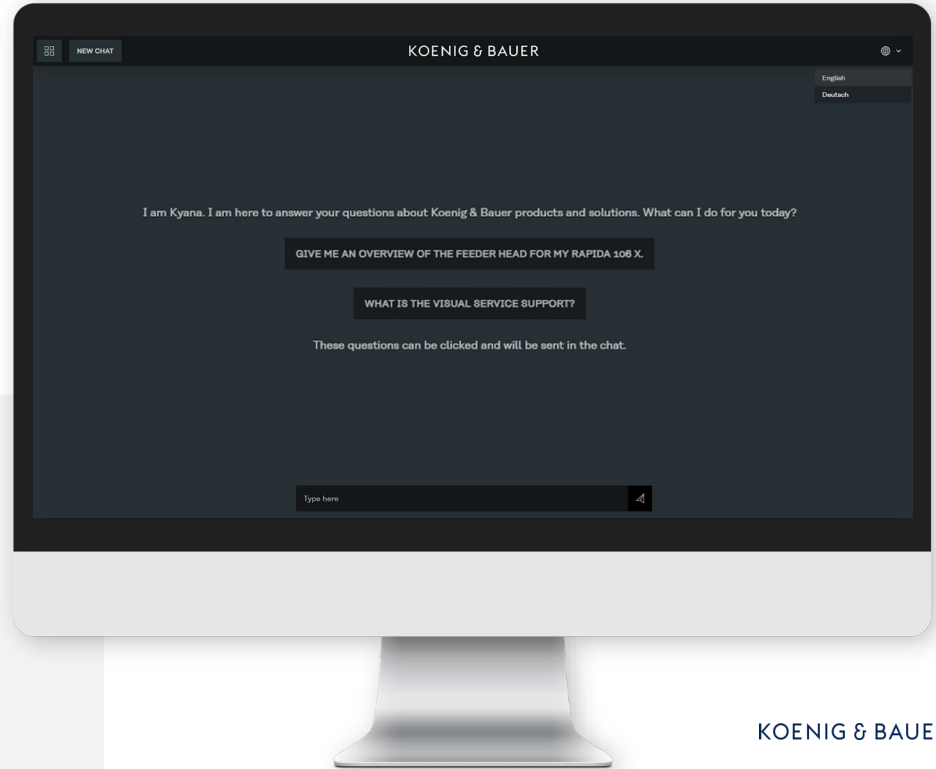


- more than 40 KPIs available
- Live-KPIs
- currently 3 best practice dashboards:
  - performance
  - condition
  - consumption
- option to build numerous dashboards with our integrated dashboard builder

# Leveraging Cutting-Edge AI Technology:

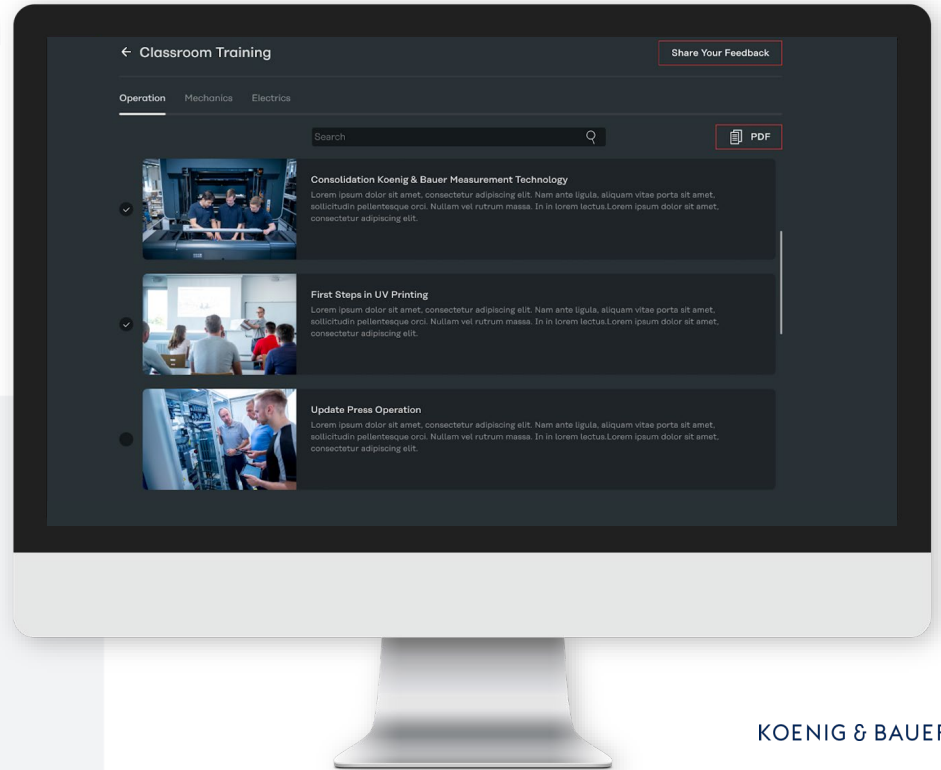
## Kyana Assist

- Kyana Assist is an innovative Google Gemini-powered solution within myKyana, providing customers with immediate first-level support by intelligently referencing the instruction manual of their printing press
- this tool simplifies troubleshooting and queries, offering quick, accurate answers and guidance directly from the manual, enhancing the support experience by making it more efficient and accessible
- a knowledge base will be integrated guiding through numerous service files, manuals
- a consumer will be able to ask questions about Kyana Data and anomalies which might have occurred



# Unlocking Potential With Next-Gen Training: Kyana Campus

- customers get access to a comprehensive suite of online tutorials and can book specialised training sessions designed to enhance the efficiency and effectiveness of their printing press operations
- at drupa, we want to showcase a preview with our customers to prioritise the next steps on our development roadmap

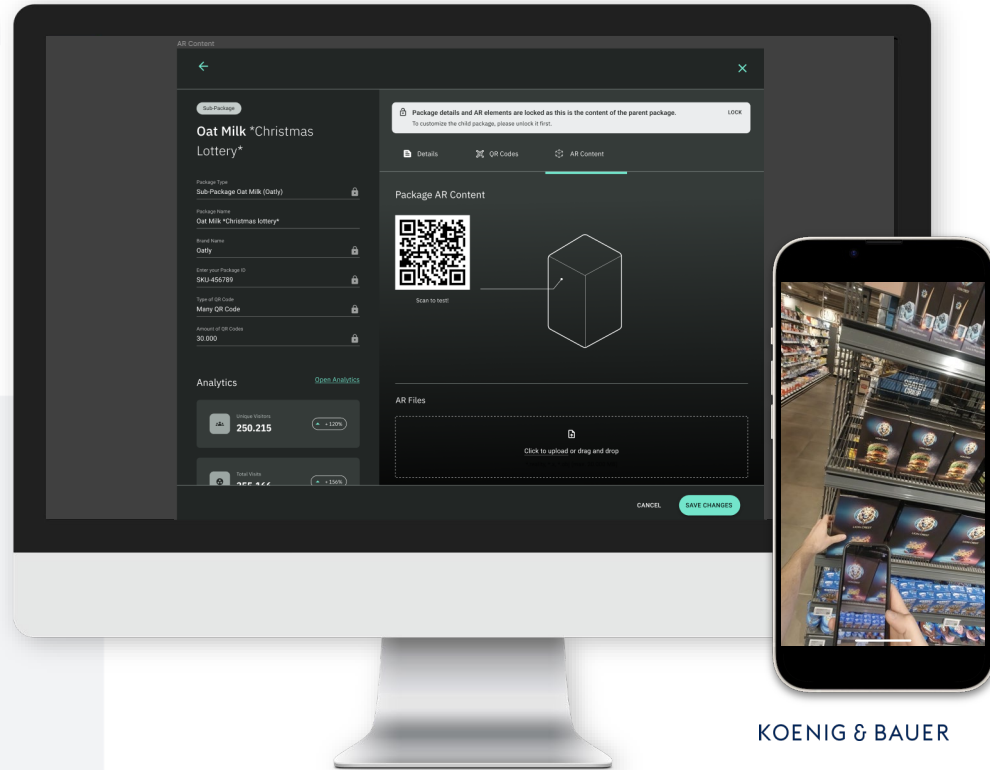


A hand, rendered in a blue wireframe style, is shown holding a complex, glowing network structure. The network consists of interconnected nodes and lines, forming a series of interconnected geometric shapes, possibly representing a dynamic gateway or a connected packaging system. The background is a dark blue gradient with scattered light blue particles and a faint, larger-scale network structure.

# Connected Packaging Dynamic Gateways With follow

# Turn Ordinary Packaging Into Dynamic Gateways: Connected Packaging With **follow**

- Digital Packaging Twin created for each SKU or even item unlocking various business applications
- Code Management enabling real world business application through linking the Digital Twin to the physical environment
- follow consumer app unlocking unmatched, direct and proprietary consumer connect and personalised interaction wherever whenever
- consumer enters the retailer, opens the follow app and selects nutrition preferences → augmented content guides the way
- brand owners easily define the way the package interacts with the consumer creating unprecedented consumer experience

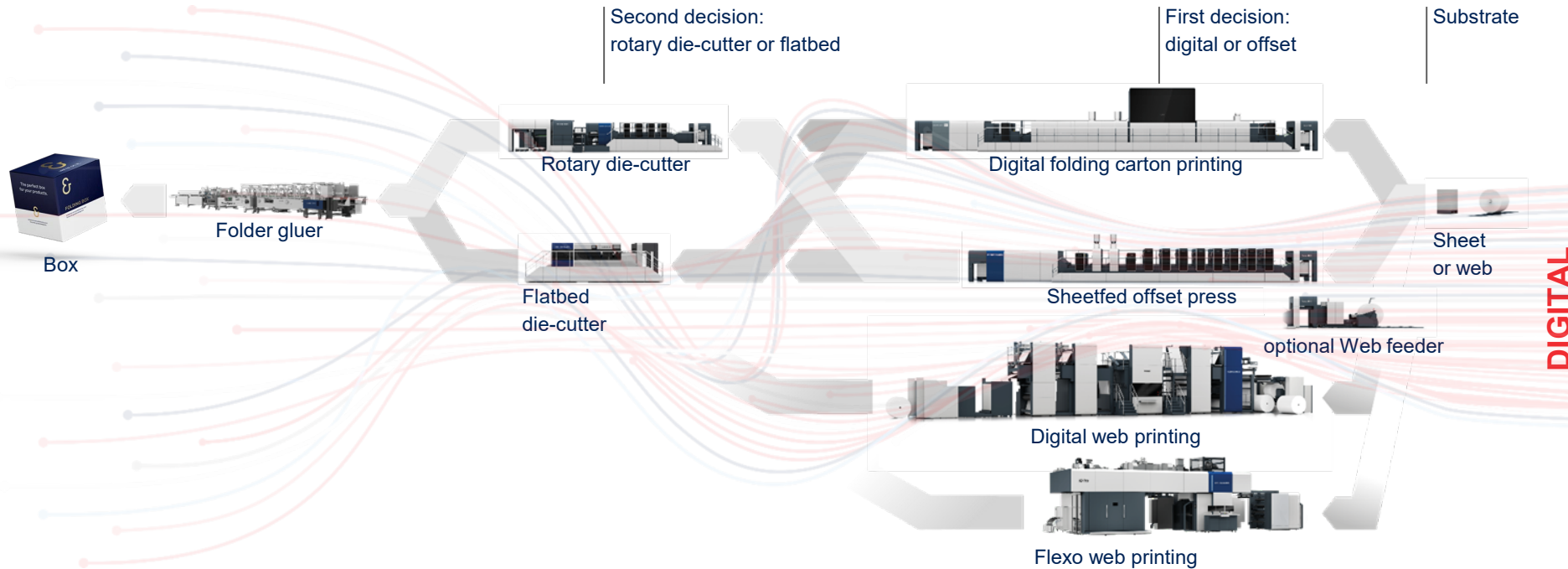


The background features a dark blue field with a network of glowing blue lines and nodes. Several large, semi-transparent blue geometric shapes, resembling puzzle pieces or stylized human figures, are arranged in a cluster. The overall aesthetic is futuristic and digital.

**Cooperations**

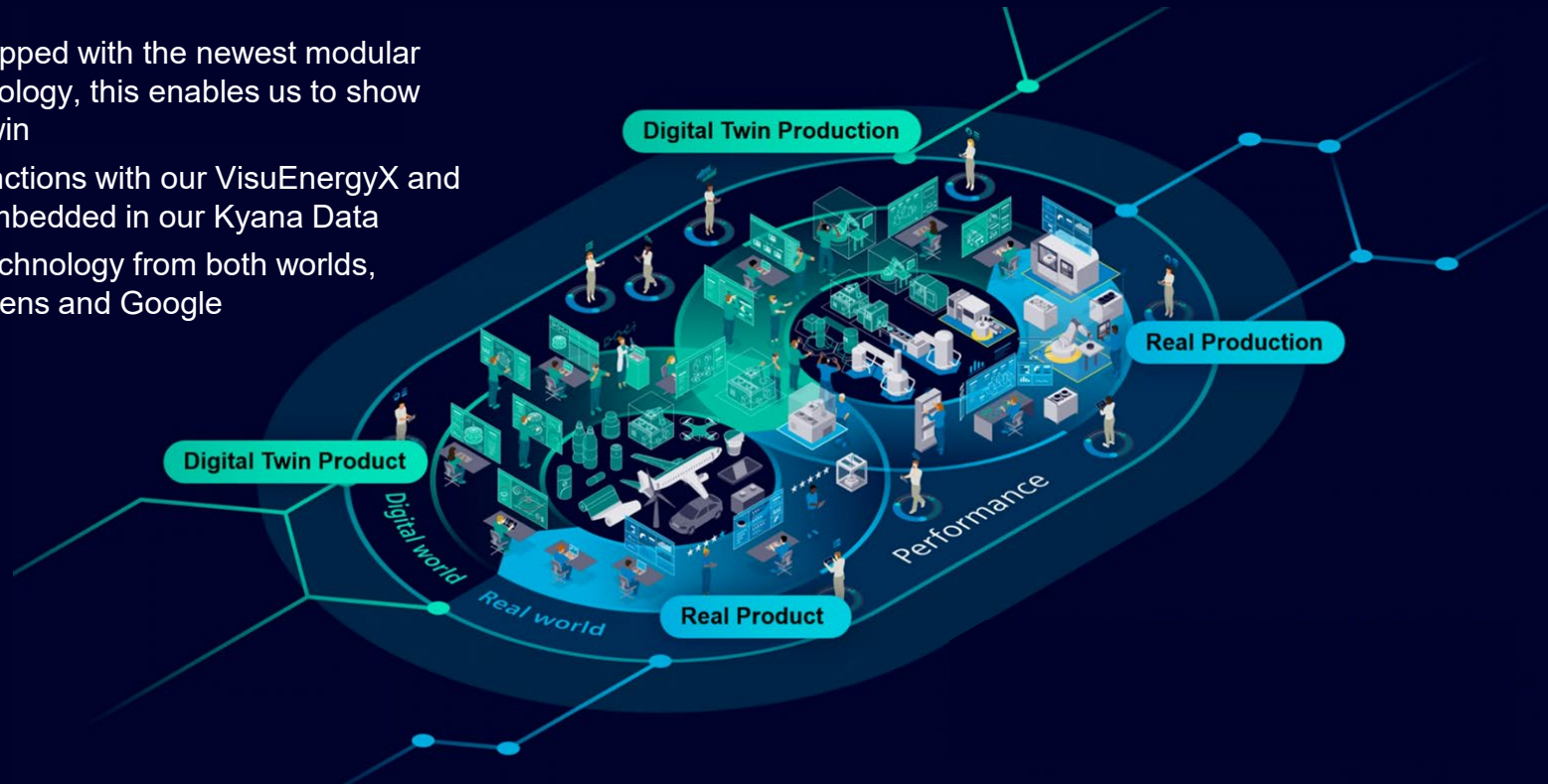
**Google, Siemens And  
HYBRID Software**

# Increasing Efficiency With An Embedded PrintFusion By HYBRID Software



# State-Of-The-Art Technology For The Future: Showcase Feeder With MAB And Kyana Data

- our feeder is equipped with the newest modular automation technology, this enables us to show you the Digital Twin
- energy saving functions with our VisuEnergyX and predictive bots embedded in our Kyana Data
- state-of-the-art technology from both worlds, powered by Siemens and Google





we're on it.

**Q&A**

**5**

# Digital Press Kit

**We have prepared a digital press kit for you with the following content:**

- logos and image pictures
- image brochure
- annual report 2023
- CVs and photos of the members of the executive board / speakers
- press release on all innovations we present at drupa



# KOENIG & BAUER

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we're on it.