*Diversify Your Portfolio With Production Print*

APRIL 22, 2021

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# Wide Format

- All about the creativity
- Covid Signage opportunities
- Touchless, especially in Retail
- Events / Signage major upswing in signage (post – Covid)



**AccurioWide 200**

2

# Entry Level Embellishment

The JETVarnish 3D ONE

**Embellishment for every ONE**

- Up to 3,500 A4 Per Hour
- Formats up to 14x30
- LED Curing (Ozone Free)
- Artificial Intelligence Scanner
- Easy to use
- Low Energy Usage 240v
- Can do 2D and 3D Textured Varnish Effects
- Intended as Mass Market Embellishment Press
- Most Aggressively Priced JETvarnish to date!



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# Packaging and Labeling - Market

- By 2030 Packaging is forecasted to be 60% of the Global Print Market- up from 40% in 2020
- Labels - $13 Billion, 4.5% CAGR
- Folding Cartons - $14.3 Billion, 3.2% CAGR
- Immersive unboxing
  - Customer loyalty
  - Differentiator



**CHANGEMAKER**
SERIES

KONICA MINOLTA

Source: Karstedt Partners, LLC     4

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# Packaging and Labeling - Inkjet

- Konica Minolta is ready to serve the "underserved" packaging buyer

- Over 6.3 million small–to–medium size manufacturing businesses in North America

- 73% are companies with less than 100 employees

- Packaging and Label Converters will not be able to provide services to these business at a reasonable cost

- **$2.5 billion of Narrow Web Label Purchases**
- **$2.8 billion of Folding Carton Purchases**

**"In Play" for a new supply option!**

**PLS 475i**   **PKG 675i**

Source: Karstedt Partners, LLC

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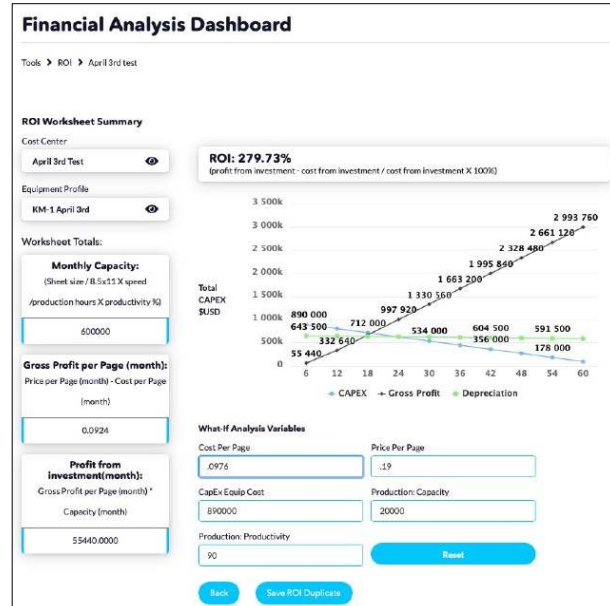# Labeling - Toner

**AccurioLabel 230**

**OVER 750 ACCURIO LABEL PRESSES SOLD WW!**

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# Konica Minolta ROI Modeling

**HOW IS IT DIFFERENT?**

- Web-based
- Designed by industry experts
- Privacy protected
- Combine PP / WF / Decorative / Label / Inkjet
- Modeling by workflow or cost center
- KM solutions loaded or load your own
- Multi-reverse modeling – "what if"
- Model save/ copy / paste / edit
- Plot, graph and export



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# Client Experience Center (CEC)



- 18,500 Sq. Ft. of Production and Demo Space featuring production toner, digital embellishment, label & packaging, wide format and key finishing devices

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