

Pushing the future of packaging.



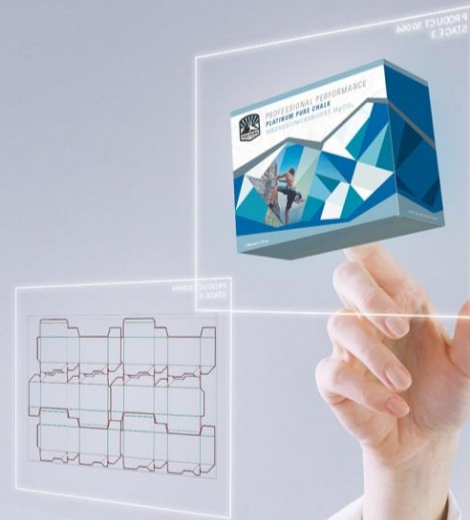
Press tour packaging – 2017

Stephan Plenz | Wiesloch, November 8, 2017





Changes and challenges in packaging printing.





Ongoing trends in packaging printing.

Customer needs and production are changing.



Changing nature of printed products

Increasing variety and functionality of print.



Cost pressure

Keeps growing.



Run lengths

There are more versions, with updates to make the products more timely and relevant.



Automation

Low-touch and no-touch workflow reduces time, cost and boosts productivity.



Environmental pressures

Sustainability remains important.



Globalization

Continuing.

Source: Abstract of Smithers Pira.



Heidelberg offering meets trends in packaging printing. **Comprehensive automation and integration.**



... for personalized products



... lowest cost per box



... for economical production of short and personalized runs



... for navigated and autonomous printing



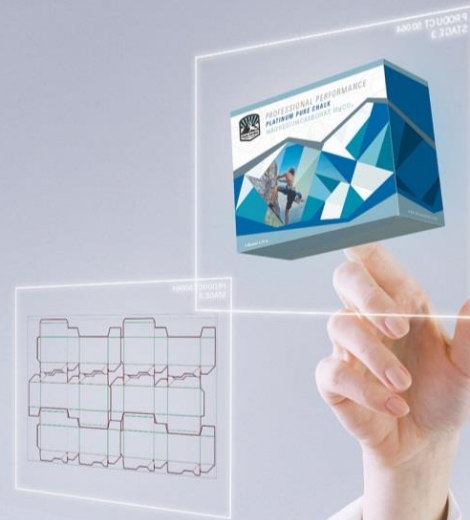
... for waste reduction



... consistent results



Automation and integration
to **improve margins.**

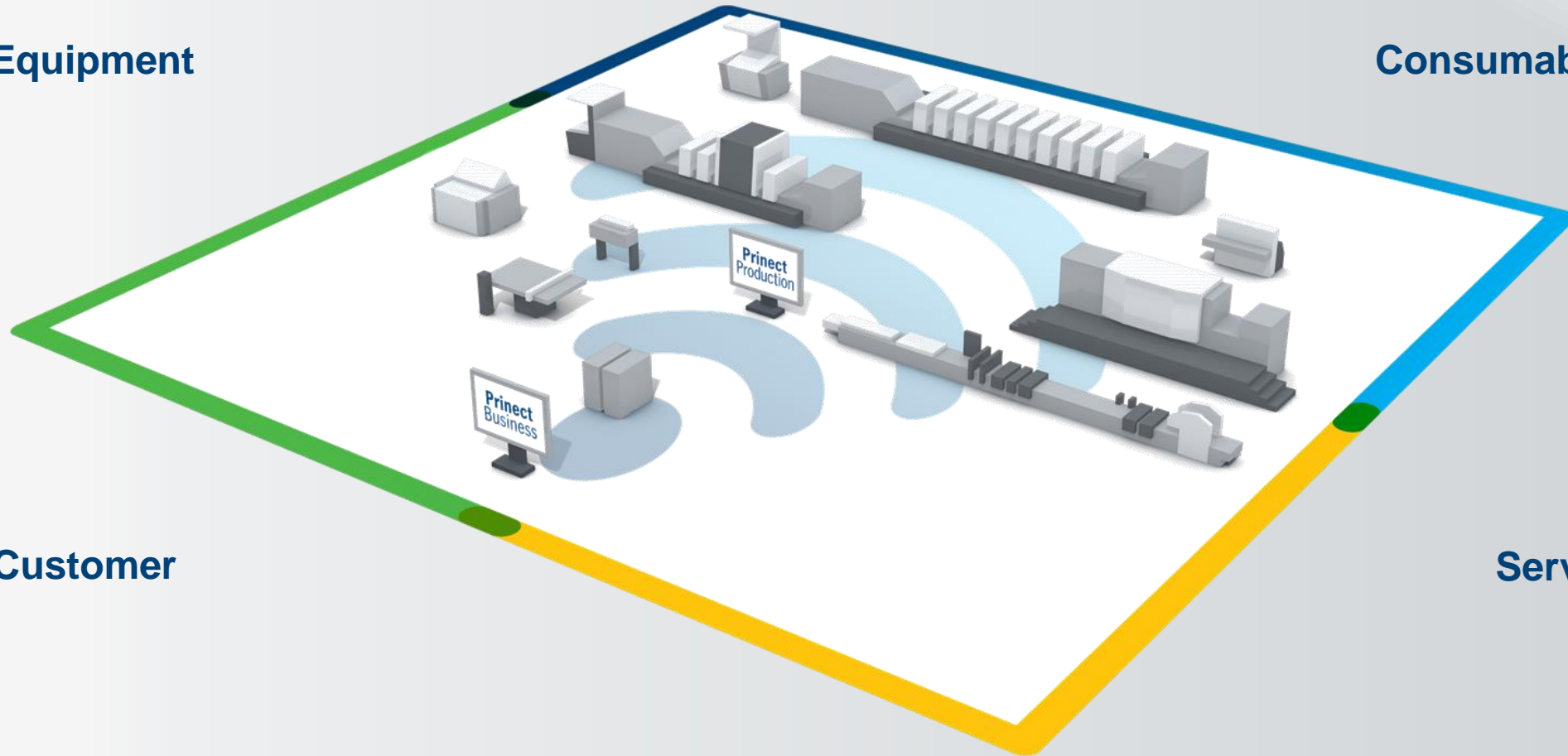




Automation and integration on a new level. **Prinect. Driving the Smart Print Shop.**

Equipment

Consumables



Customer

Service



Operational excellence. The new Speedmaster generation.



Speedmaster XL 75 Anicolor



Speedmaster XL 145 and XL 162



Speedmaster XL 75



Speedmaster CX 102 and XL 106



Operational excellence.
We have to completely change our mindset.

Today we initiate processes
and start them actively.

“Push to Start”





Operational excellence.
We have to completely change our mindset.

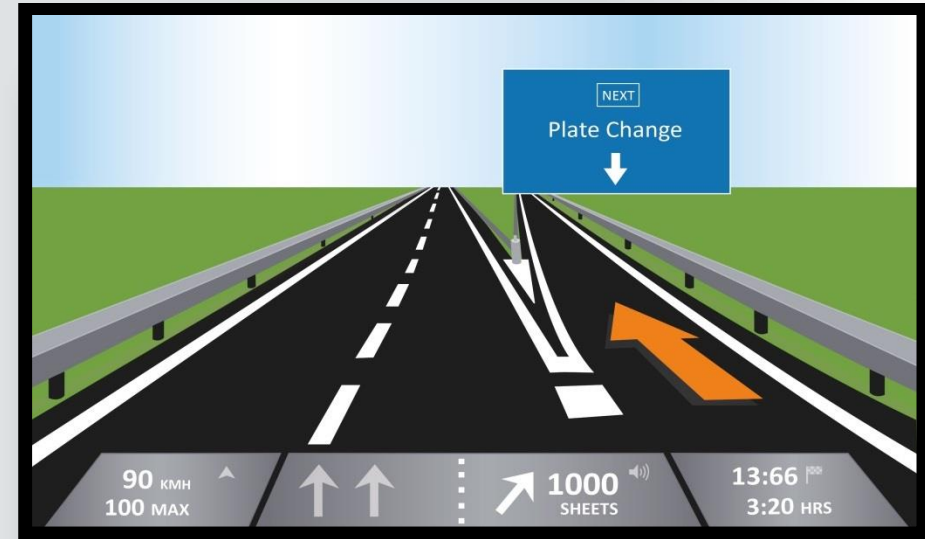
Tomorrow processes run autonomous.
We only interrupt if necessary.

“Push to Stop”





Push to Stop is part of the new Speedmaster generation.
The patented Intellistart 2 makes the difference.



New Intellistart 2 with Intelliguide

- Calculates the fastest make-ready strategy
- Guides the operator through the individual steps on the press



More than 300 installed machines worldwide using Push to Stop.
Acket increased productivity by 20% compared to a competitive machine.





More than 300 installed machines worldwide using Push to Stop.
Acket increased productivity by 20% compared to a competitive machine.



Tom Acket: “I’m a big fan of numbers: measuring means knowledge. We document the performance of our presses using scoreboards, and we’re always right up there in any benchmark studies. Our long-standing experience with Heidelberg products has been only positive, and we don’t expect that to change with our three Speedmaster XL 106 machines. Our latest flagship is a Speedmaster XL 106-6 with double coating. It is equipped with the latest Push to Stop technology and in this way shows the operator the quickest means to the end. Together with the ability to perform the makeready processes in parallel thanks to Hycolor Multidrive, it has enabled us to improve our productivity by 20% in comparison with an older machine from the another supplier. So we are optimally prepared for the future.“



More than 300 installed machines worldwide using Push to Stop. Czech printer Triangl significantly increases Overall Equipment Effectiveness.



Speedmaster XL 106-8-P

Installed: Feb 2015

Average run length: 10,000 sheets
after 24 months

March 2017

172 million/ **OEE 54%**
7,6 million/ **OEE 58%**

90

mil p.a.

Speedmaster CX 102-5+L

Installed: Feb 2017

Average run length: 4,400 sheets

March 2017

5,9 million/ **OEE 50%**

70

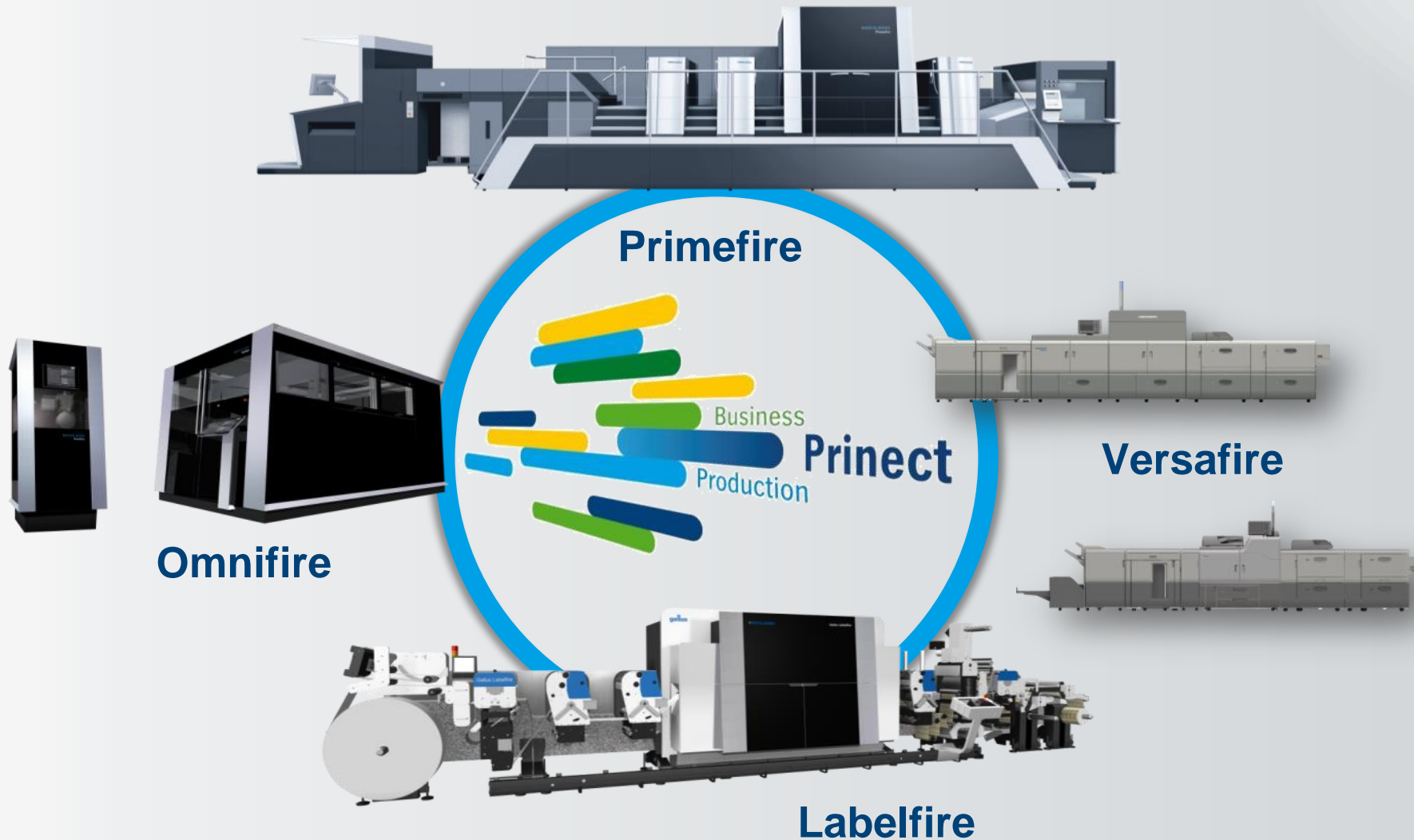
mil p.a.

Overall Equipment Effectiveness (OEE)



Leading digital technology.

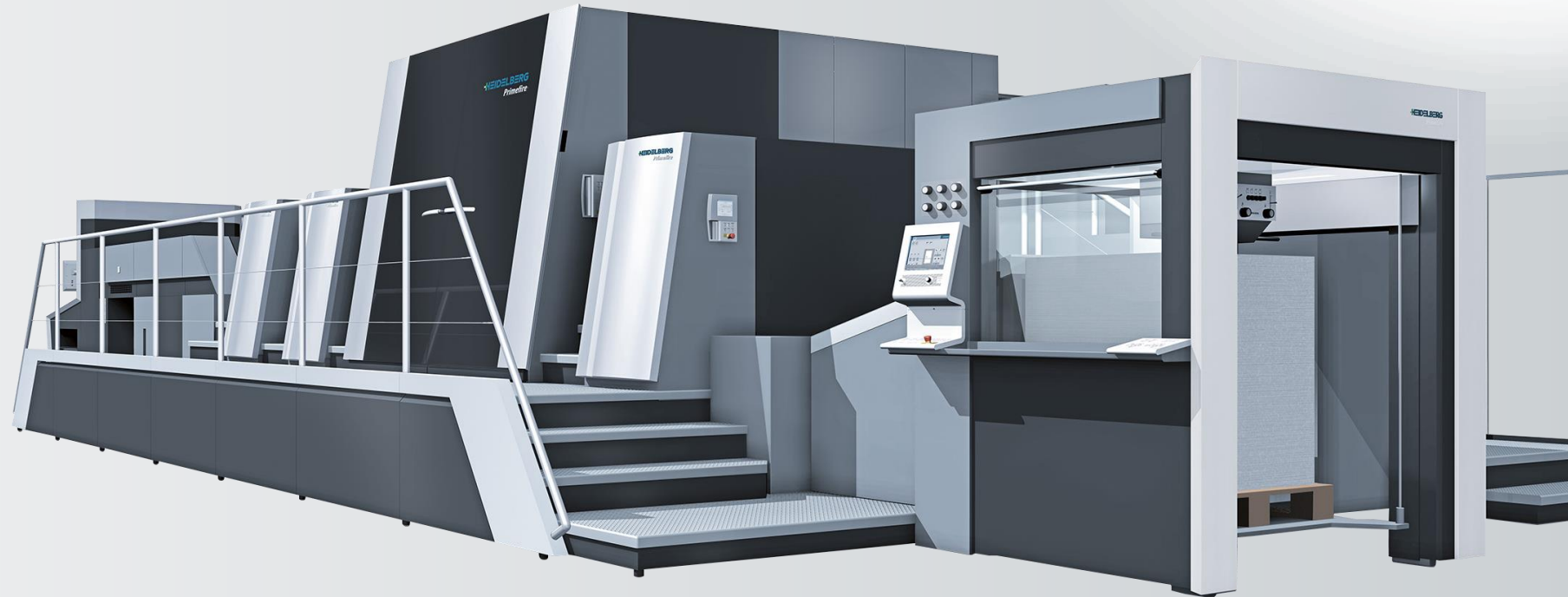
Heidelberg digital printing systems: the Fire-line portfolio.





Heidelberg industrial digital print production. **Primefire 106.**

Now @
MPS
Obersulm!



Accelerating business growth for folding carton converters in a world of increasing short-runs, fast turnaround, versioning and personalization through **dependable high quality performance**



Who can benefit the most? Primefire 106.

Folding carton converters

to profitably produce short runs, to react to faster turn-around times, and to offer new and unique products

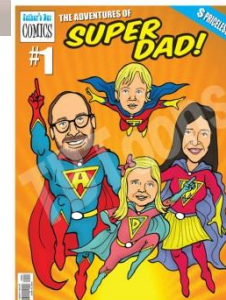
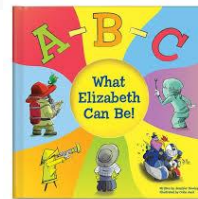


Pharma converters

to profitably meet traceability and counterfeiting regulations by which every box is unique

Calendar, Poster and Cards producers

for adding personalization and versioning to their products and to reduce inventory and scrapping costs



Publishing houses

for dependable production of short runs of book covers and banderoles, reducing inventory and adding value of personalization



Dependable high quality production. Primefire 106.

Industrial inkjet printing up to
75 x 106 cm format
size with full flexibility.

Control of
>12 billion
drops per sheet.



Reliability and precision due to
Speedmaster XL 106 platform.

Coated materials
170 - 450 gsm
(0,2 -0,6 mm)



Proven operating concept and
Prinect Workflow
integration.

Versioning and personalization
up to **full variable content**
printing

Water based inkjet system
with **Swiss**
Ordinance



conformity. Best conditions
for **low migration** products.

Sorted output delivery to
optimize following processes

Top quality at
run length 1



7 process colors.

Cyan, magenta, yellow, black,
orange, green, violet.



Pantone color gamut coverage

of **~95%**

due to Heidelberg
Multicolor Technology





Industrial digital printing on track. **Primefire 106.**



First print: 05.02.2016



Beta start: 09.01.2017



Beta start: Q4 2017





Successful cooperation with partner MK Masterwork. Postpress packaging.

Die-cutter	Hot Foil	Inspection	Foldergluer
Easymatrix 106C Easymatrix 106CS	Easymatrix 106FC	Diana Eye 42 Diana Eye 55	Diana Easy 85 Diana Easy 115
Promatrix 106CS Promatrix 106CSB	Promatrix 106FC		Diana Smart 55 Diana Smart 80 Diana Smart 115
Powermatrix 106CSB (May 2018)	Duopress 2100FCS Duopress 2100FCSB		Diana X80 Diana X115
Promatrix 145CSB (Aug 2018)			



Note: All machines

- BG GS machine safety certification
- Sales, application support, parts and service from Heidelberg



Industrial carton board die-cutting system. **Powermatrix 106CSB.**

Consistent high production without compromising quality

- Elevated machine 1.8m feeder height standard
- Automatic non-stop feeder and delivery
- Blanking station with automatic tie-sheet insertion
- MasterSet optical registration system (standard)
- On the fly test sheet removal
- Fast set-up and job changeover



MK



Integration along the entire value chain. **Smart Collaboration.**



There are ...
more than 10.000
Heidelberg machines and
15.000 Prinect modules
connected

There are ...
Big Data combined with
central analytical and
predictive logic to provide
the base for Heidelberg
→ Predictive Monitoring
→ Performance Plus

**Personal access for
Heidelberg customers**
→ Expert know-how at
your fingertips
→ Transparency about
availability and
performance of your
print shop



The window in the Smart Print Shop. **Heidelberg Assistant.**



Print Shop

Availability and productivity of equipment

Shopping

Matching consumables and service parts

Support

Access to service contracts

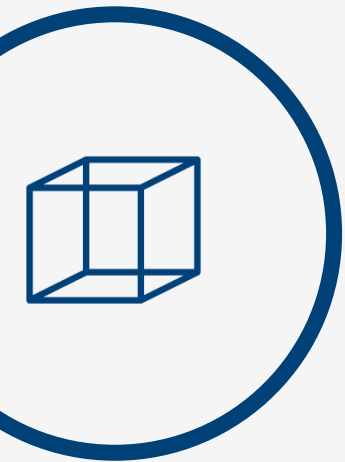
Administration

Individual configuration



Ongoing trends in packaging printing.

We deliver today future-oriented solutions for packaging printing.



Changing nature of printed products



Cost pressure



Run lengths



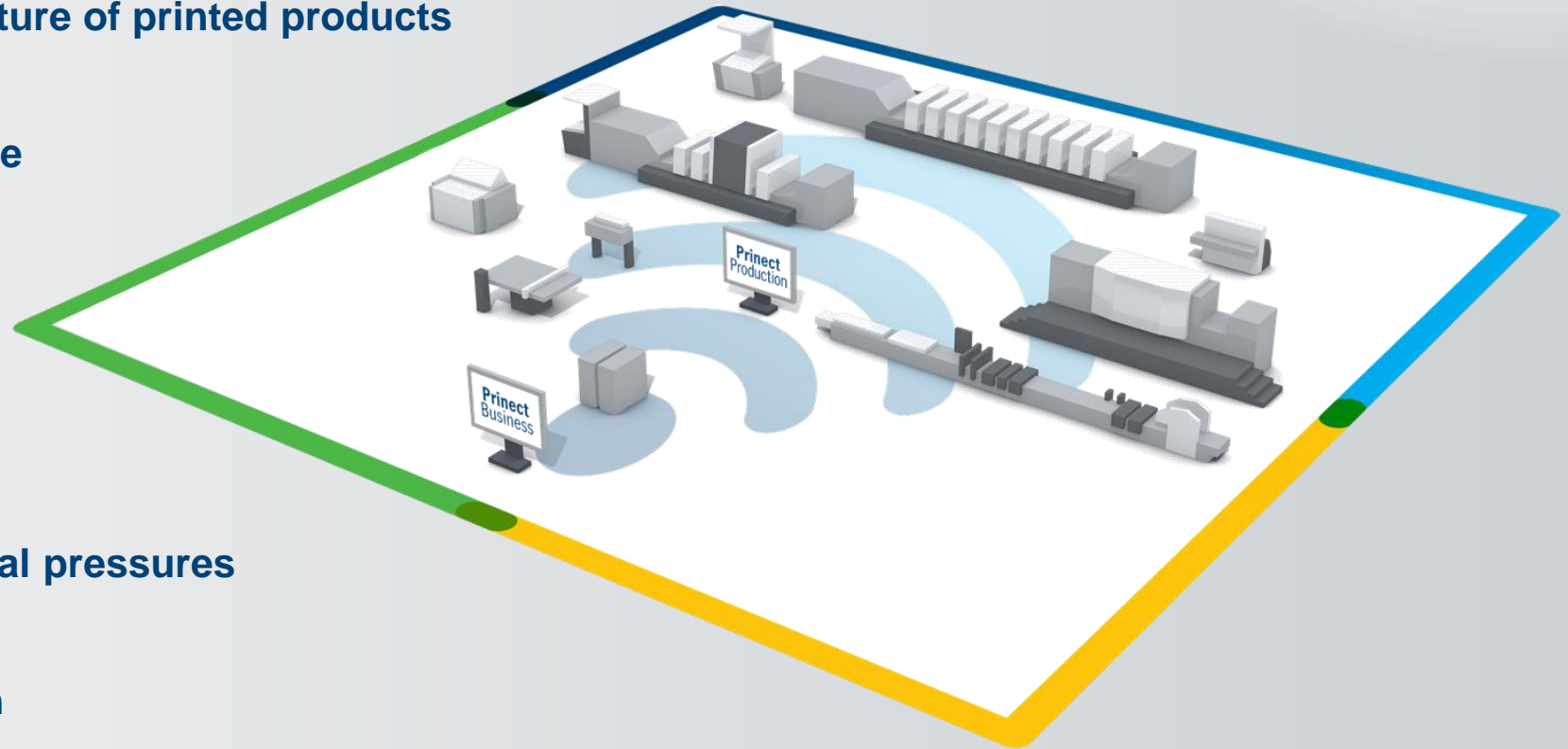
Automation



Environmental pressures



Globalization

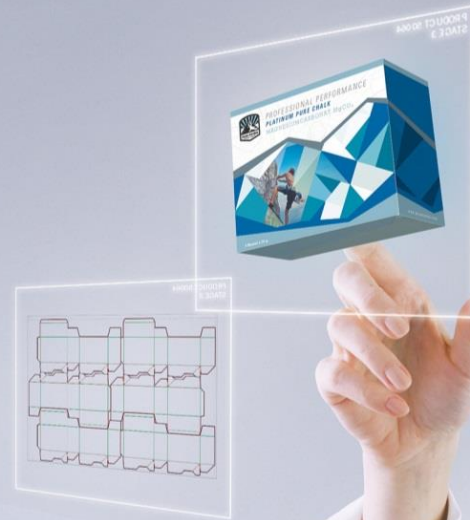


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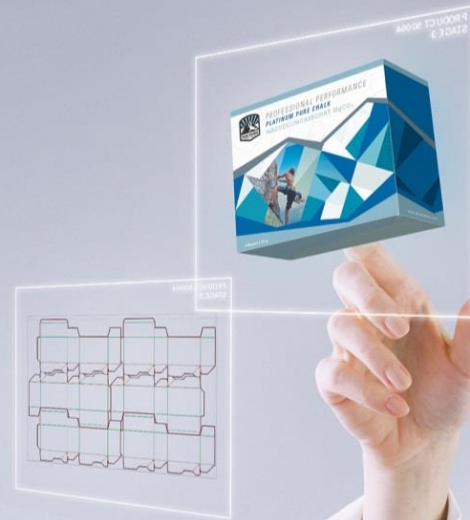


Highlights of Info Day Packaging

- Navigated printing with Push to Stop
- Superbly finished packaging, produced at optimal cost
- Web-to-print for packaging print shops



Thank you.
Time for questions.



Backup





Info Day Packaging. November 8, 2017.

Print Media Center Packaging, Hall 11

Time	Presentations English	Presentations German	Workshops 1 st floor
9:00 a.m. – 9:10 a.m.	Welcome by Chief Executive Officer Mr. Rainer Hundsdörfer		
9:10 a.m. – 9:30 a.m.	Opening speech from Mr. Steffen Schnizer, Managing Director SVP Sales Global Beauty + Personal Care at Multipackaging Solutions GmbH, Obersulm Germany		
9:30 a.m. – 9:45 a.m.	Navigated printing for complex Inline Applications Speedmaster XL 106-8+LYYL with ColdFoil	100% Postpress Packaging Promatrix 106 FC / Diana Eye	9:30 a.m. – 10:00 a.m. Industrial Solution in Digital Printing Primefire 106 (English)
10:15 a.m. – 10:30 a.m.	Multicolor Workflow : Perfect solution for pharma production Speedmaster XL 75-8+LYYL Anicolor 2	Push to Stop / Navigated Printing Substrates up to 1,5 mm Speedmaster XL 145-6+L	10:15 a.m. – 11:00 a.m. Web to Pack (English)
11:00 a.m. – 11:15 a.m.	Push to Stop / Navigated Printing Substrates up to 1,5 mm Speedmaster XL 145-6+L	Multicolor Workflow : Perfect solution for pharma production Speedmaster XL 75-8+LYYL Anicolor 2	11:00 a.m. – 11:45 a.m. Automated Packaging Production (English)

Print Media Center Packaging, Hall 11

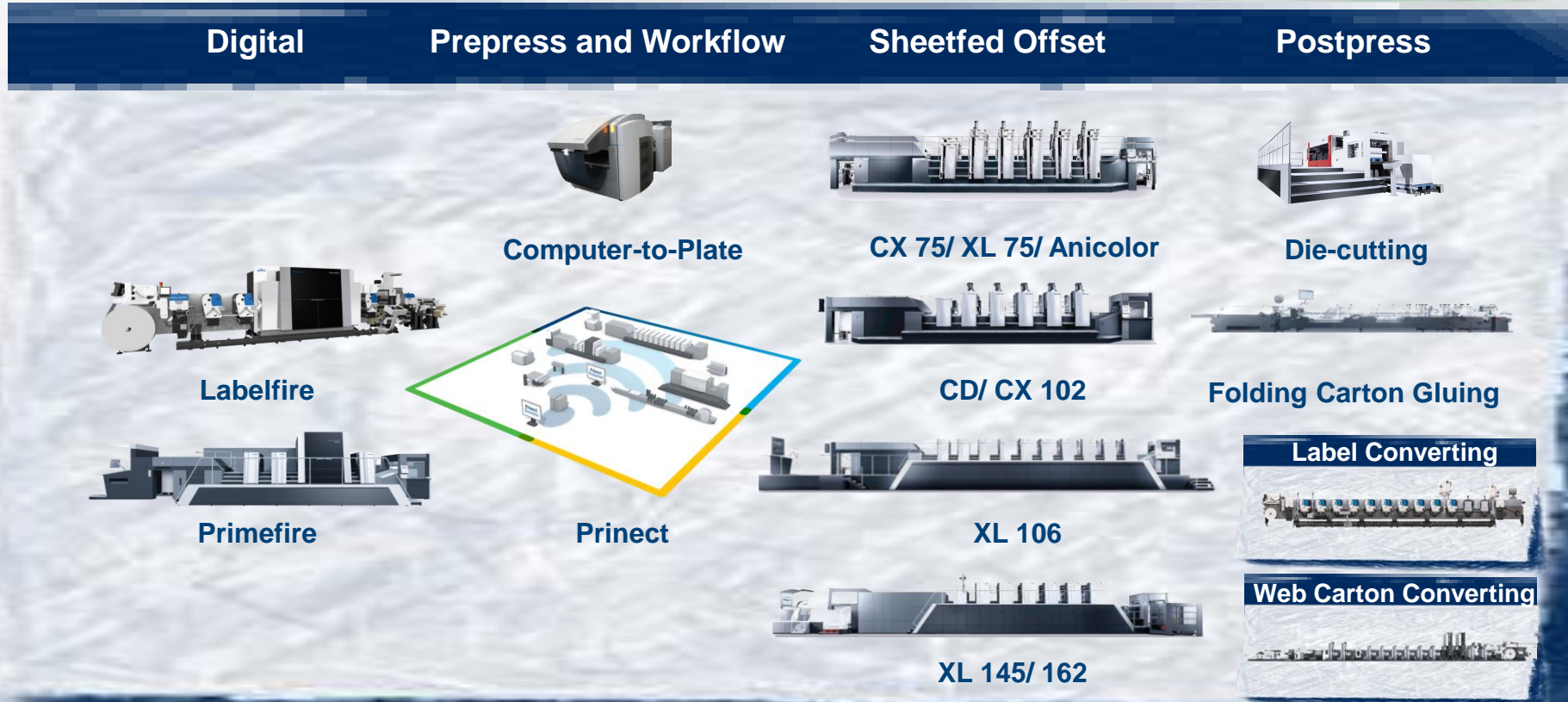
Time	Presentations English	Presentations German	Workshops 1 st floor
11:45 a.m. – 12:00 noon	100% Postpress Packaging Promatrix 106 FC / Diana Eye	Navigated printing for complex Inline Applications Speedmaster XL 106-8+LYYL with ColdFoil	
12:30 p.m. – 01:30 p.m.	Buffet lunch (hall 11)		
1:45 p.m. – 2:00 p.m.	Push to Stop / Navigated Printing Substrates up to 1,5 mm Speedmaster XL 145-6+L		1:45 p.m. – 2:15 p.m. Industrial Solution in Digital Printing Primefire 106 (German)
2:10 p.m. – 2:30 p.m.	Non-stop production running machine: Speedmaster XL 106-6+L Logistics		
			2:30 p.m. – 3:00 p.m. Web to Pack (German)
3:15 p.m. – 4:00 p.m.	Factory Tour		3:15 p.m. – 4:00 p.m. Automated Packaging Production (German)
4:00 p.m.	End of Event		



Adapted to trends in packaging printing.

Integrated product portfolio – Consumables, Services and Equipment.

Saphira Consumables



Heidelberg Services