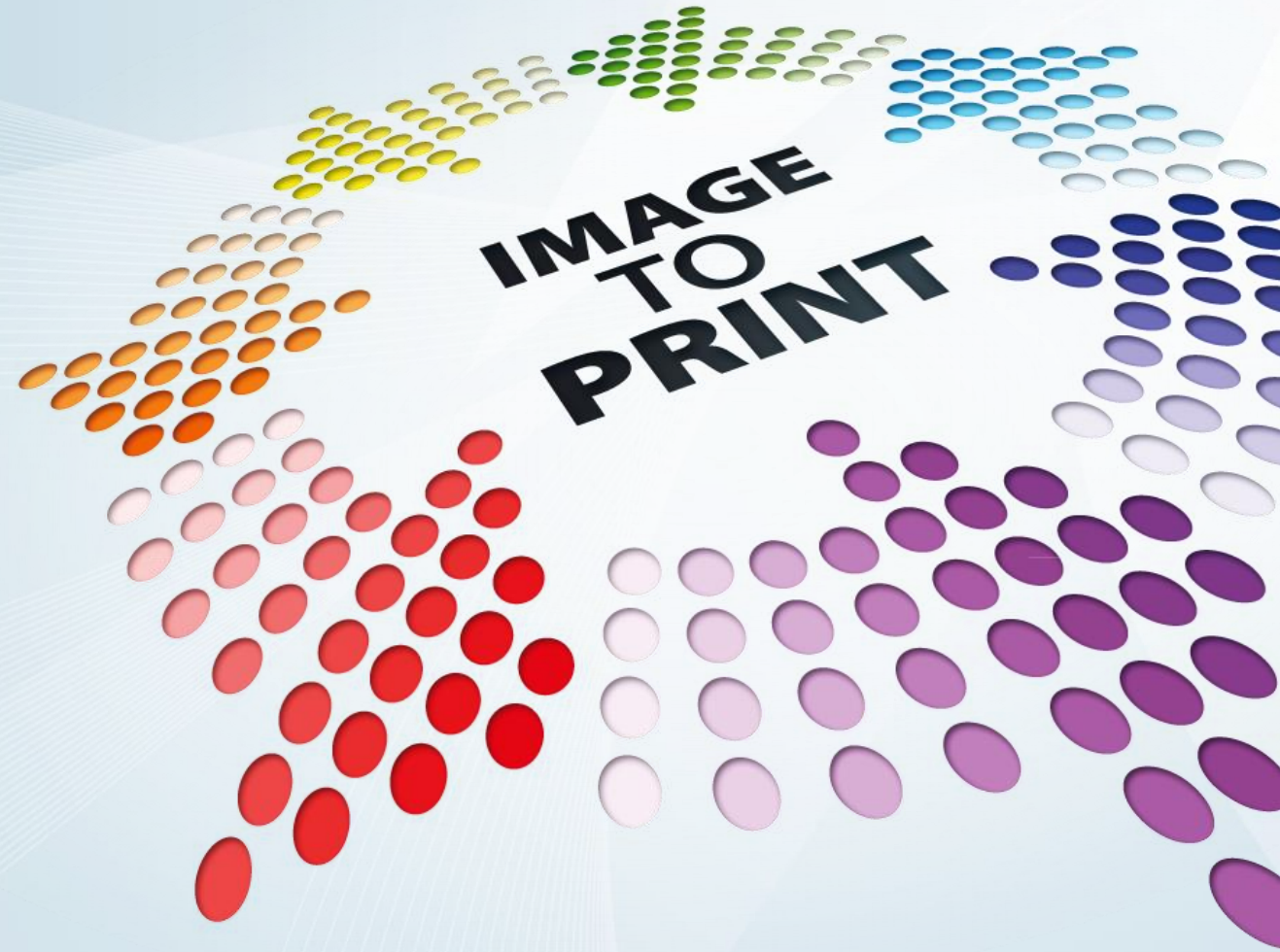


# WELCOME

October 20th, 2023 - Philippines

**PRINTING TECHNOLOGY  
AND INNOVATION DAYS  
FOR FLEXIBLE PACKAGING**





## The Initiative

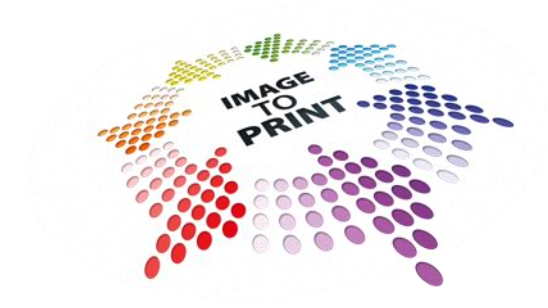
The partners of Image-to-Print have joined forces within international Technology & Innovation Days themed “Image-to-Print”.

“Image-to-Print” is keen to support local printers, converters and brands, and aims that the provision of the workshop will provide an insight to printing best practice and future developments.



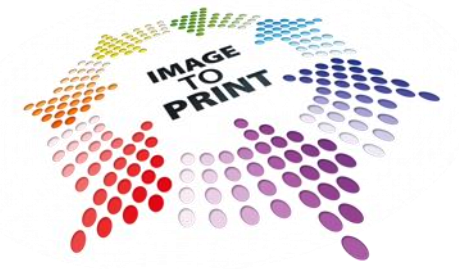
# YOUR HOSTS





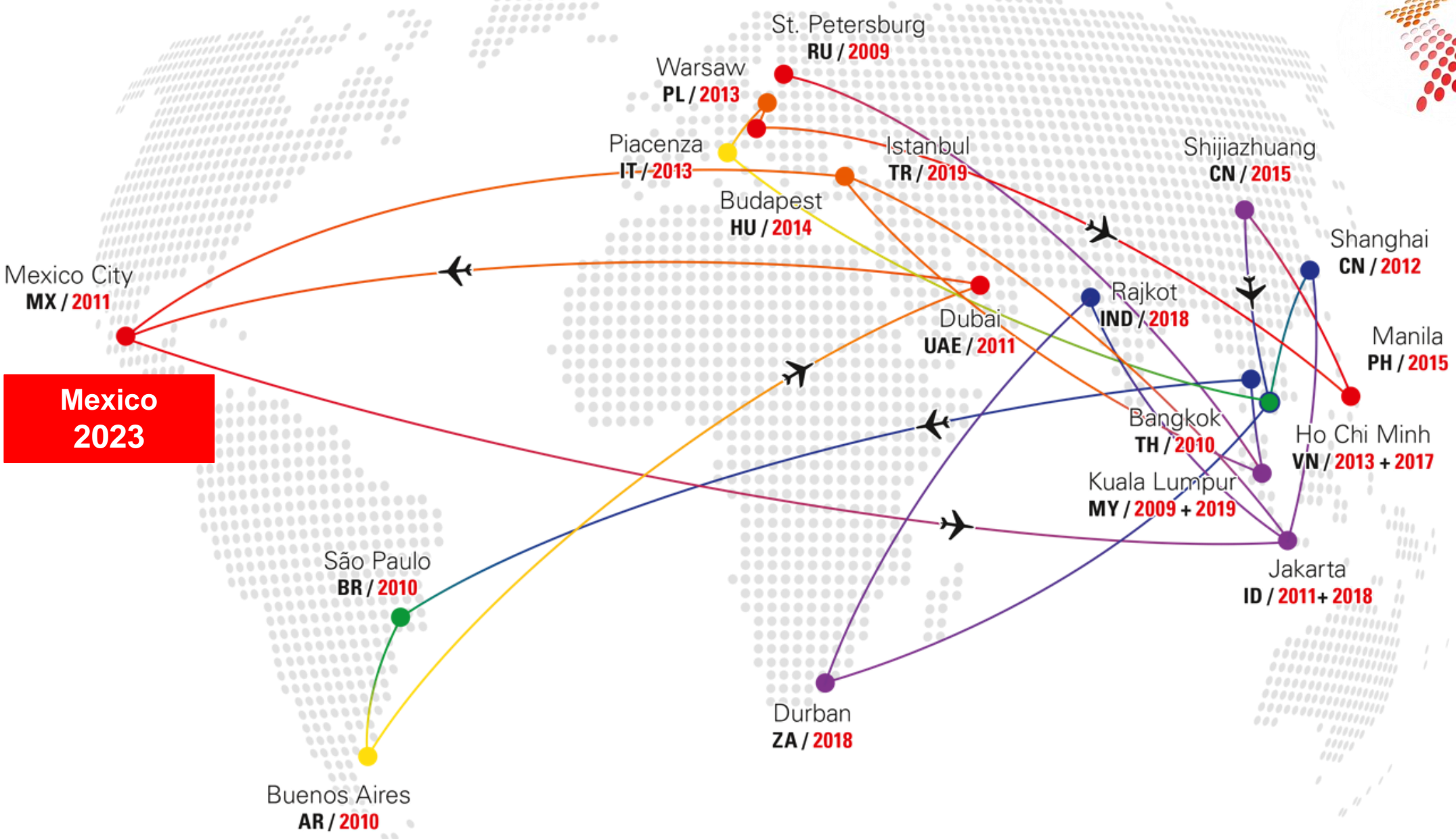
## The History

Born in 2008, starting in early 2009, the “Image to Print” roadshow has travelled for 20 Events to 18 Cities and has approached far more than 3000 interested experts of about 1600 related companies from 46 countries.  
So far!



**Philippines  
2023**

**Mexico  
2023**





# The Program today:

Morning session:

Introduction  
**Circular Economy**

Lunch

Afternoon session:

**Value Adding Solutions  
Innovation**

Live streaming to Research & Innovation  
Center at W&H in Germany

Coffee-breaks:

**Wrap-Up - Q & A**

# The Program today:

16.50 pm

Wrap-up, Q & A session

18.00 pm

End of the Conference

## OKTOBERFEST

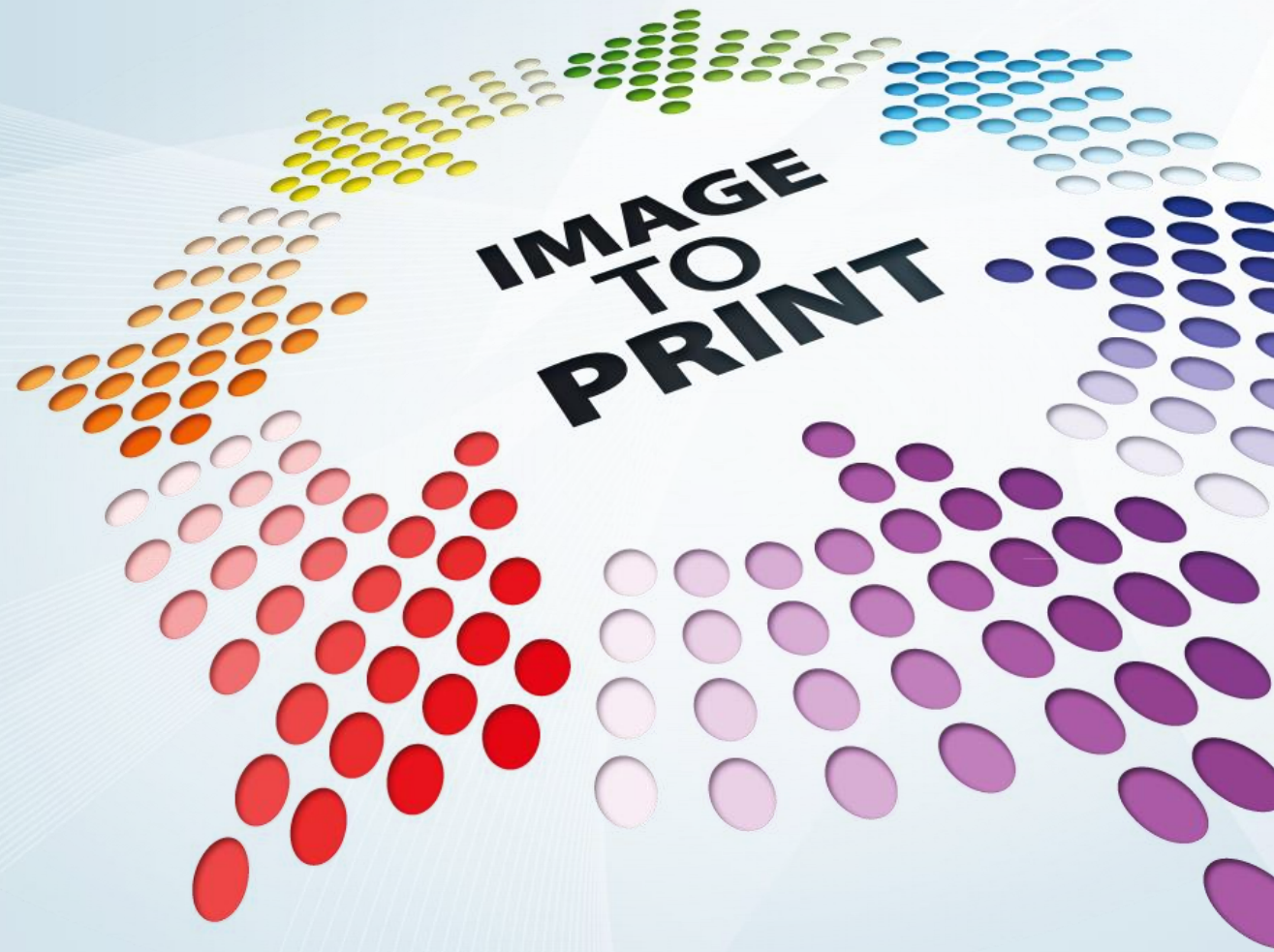
Good time with Beer & Food and Fun...



# LUCKY DRAW



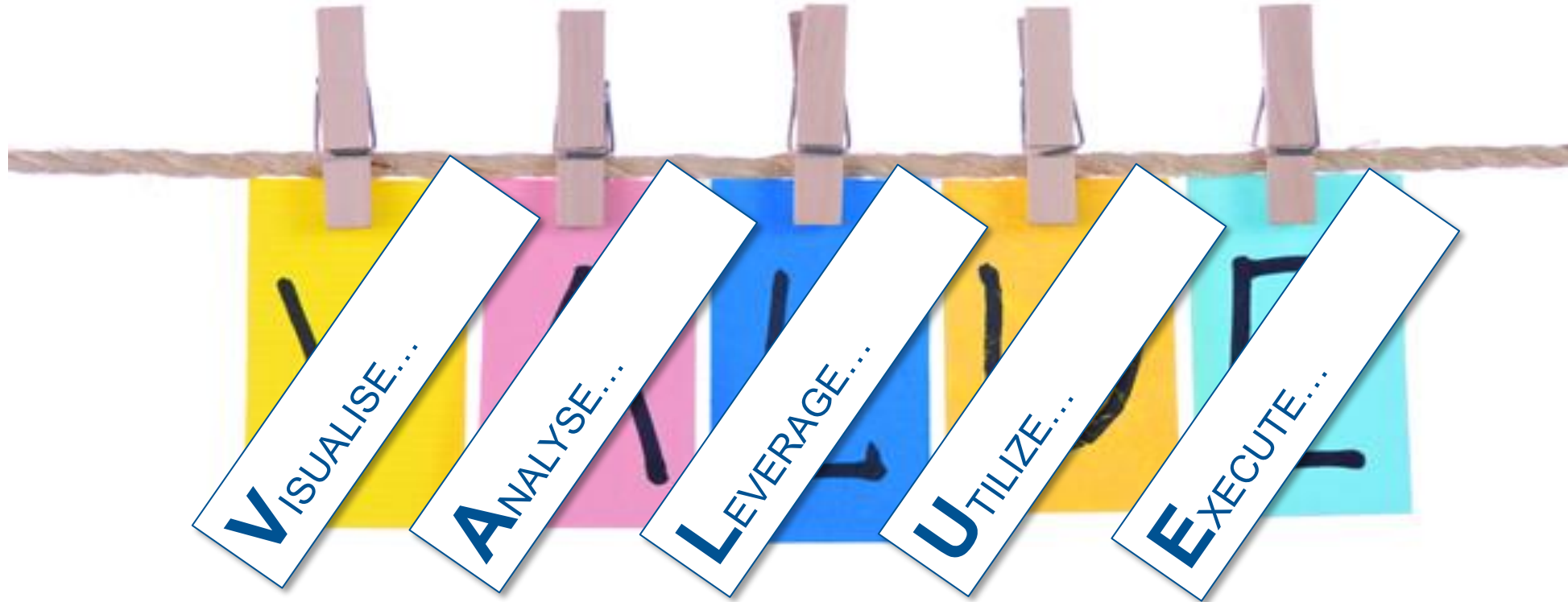
# THE GRAPHIC SUPPLY CHAIN



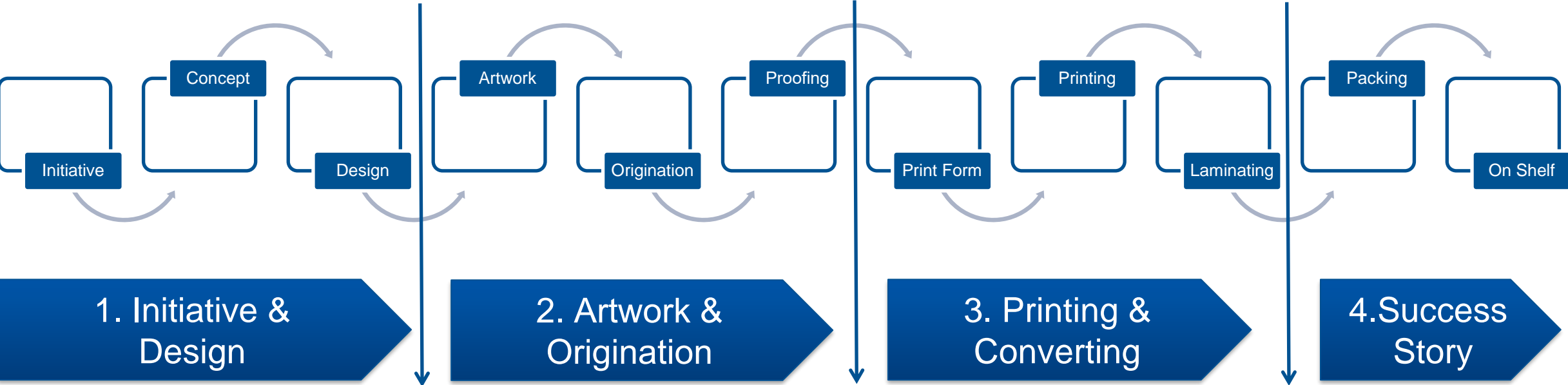
# THE GRAPHIC SUPPLY CHAIN



# THE GRAPHIC SUPPLY CHAIN



# THE GRAPHIC SUPPLY CHAIN





# YOUR HOST

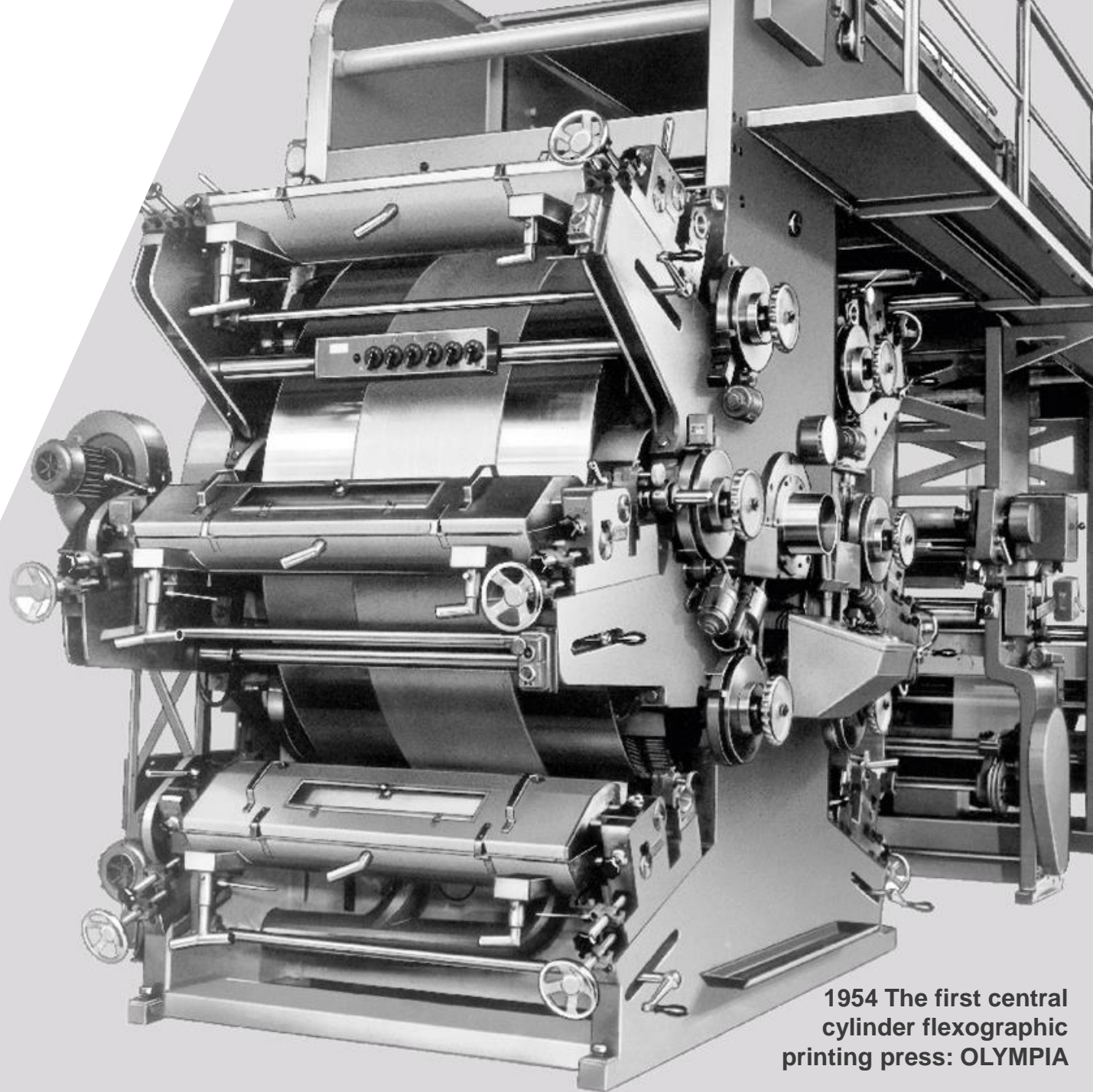


**WINDMÖLLER & HÖLSCHER**

# Flexible Packaging: Our Roots and our Future.

Founded in 1869 by Hermann  
Hölscher and Gottfried Windmöller.  
Still family-owned today.

Since then, we have become the  
leading machine manufacturer in  
the flexible packaging market.



1954 The first central  
cylinder flexographic  
printing press: OLYMPIA

# Our knowledge of the entire value chain enables us to develop better solutions.

## EXTRUSION



Blown film



Cast film

## PRINTING



Flexo printing



Gravure printing

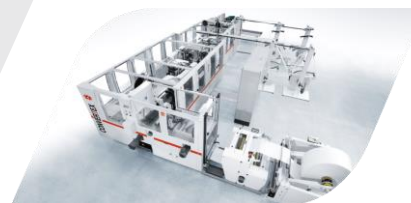
## CONVERTING



Paper sacks & bags



Plastic sacks



Woven sacks



Form-Fill-Seal

## SERVICES



Services for  
your business

# From Machine Selection to Production, We Offer our Customers Both Technology and Expertise



**Flexible Packaging Market**



# 3 Technology Centers

for Extrusion, Printing und Converting

**10,000 m<sup>2</sup>**

- Demos/trials
- Training
- Application testing

**8%**

R&D  
Quota

**>6.000**

Hours of R&D  
Trials/Year

# HAP – Regional Overview

**167x**

Service & Sales  
Specialists

W&H International  
Service and Diagnostic Centre  
New Delhi/India &  
Development W&H Taicang/China



## W&H Asia Competence Centres with SALES and SERVICE

W&H Machinery (Taicang) Co., Ltd., China  
W&H Asia Pacific Co., Ltd., Thailand  
W&H Vietnam Co., Ltd  
W&H Malaysia SDN. BHD.  
PT W&H Indonesia  
W&H Australasia Pty. Ltd.

## Other W&H Locations

Hong Kong  
Taichung City  
Philippines  
Republic of Korea  
Singapore

## W&H Agency with Service Support

Japan

**11x**

Subsidiaries &  
Branch Offices



WINDMÜLLER & HÖLSCHER



# YOUR HOST

**janoschka**

# IN A NUTSHELL

Janoschka counts among the global market leaders for **PREPRESS** solutions for the packaging consumer goods industry (food/non-food).

**HQ**  
KIPPENHEIM

**> 1.700**  
EMPLOYEES

**19**  
SITES

**13**  
COUNTRIES

# PRODUCTS & SERVICES

along the packaging value chain



GRAPHIC  
SERVICES



TOOLING



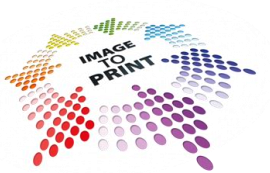
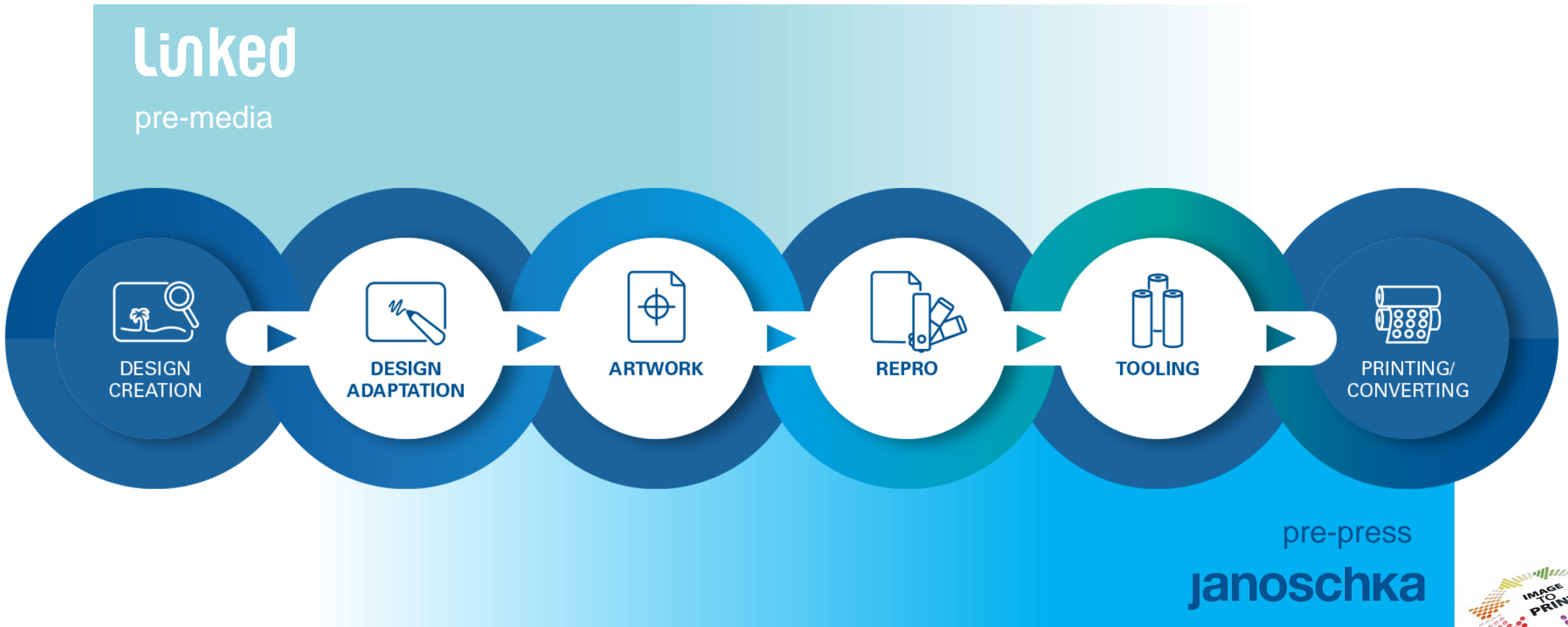
DIGITAL  
SERVICES



CONSULTANCY

# VALUE CHAIN

we cover the whole value chain for printed packaging & brand presentation



# CUSTOMERS WHO TRUST US

Our core business: Flexible packaging for consumer goods (food/non-food)



# ASIA-PACIFIC REGION



Janoschka Graphic  
Services India

Janoschka  
Malaysia

Asia Pacific  
Engravers  
Vietnam

**Janoschka  
Philippines**



## **VISION**

To be the most customer-oriented company in the industry.

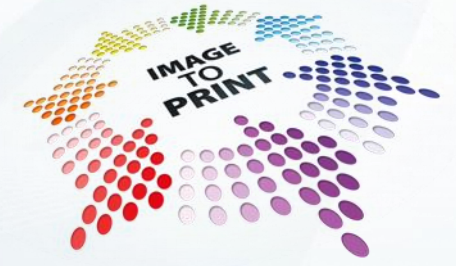
## **MISSION**

To provide solutions.

## **VALUES**

We are reliable.  
We are agile.  
We are communicative.

“BASED ON OUR VALUES  
WE LIVE OUR MISSION TO  
STRIVE FOR OUR VISION.”



# YOUR HOST



**SIEGWERK**

# Welcome to Siegwerk



**200 years**  
history

**1.3 billion  
Euro**  
net sales  
244 kt p.a  
inks & coatings

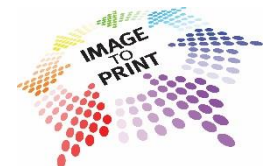
**4,800  
Siegwerkers**  
>1,000 in  
Technology

Unparalleled  
**Customised  
service**  
tailor-made for you  
> 100 countries

**World  
Class**  
Product Safety &  
Responsibility

**Most  
Circular &  
Sustainable**  
in Inks & Coatings

**Ink &  
Coatings  
solutions**  
for packaging



# Siegwerk is a global leader of printing inks for packaging

## Siegwerk Packaging Business Units

Flexible Packaging



Narrow Web



Sheetfed



Tobacco



Liquid Food Packaging



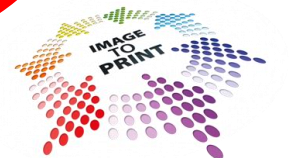
Paper & Board



Digital



**Siegwerk  
is a global  
leader  
in all  
packaging  
ink areas**

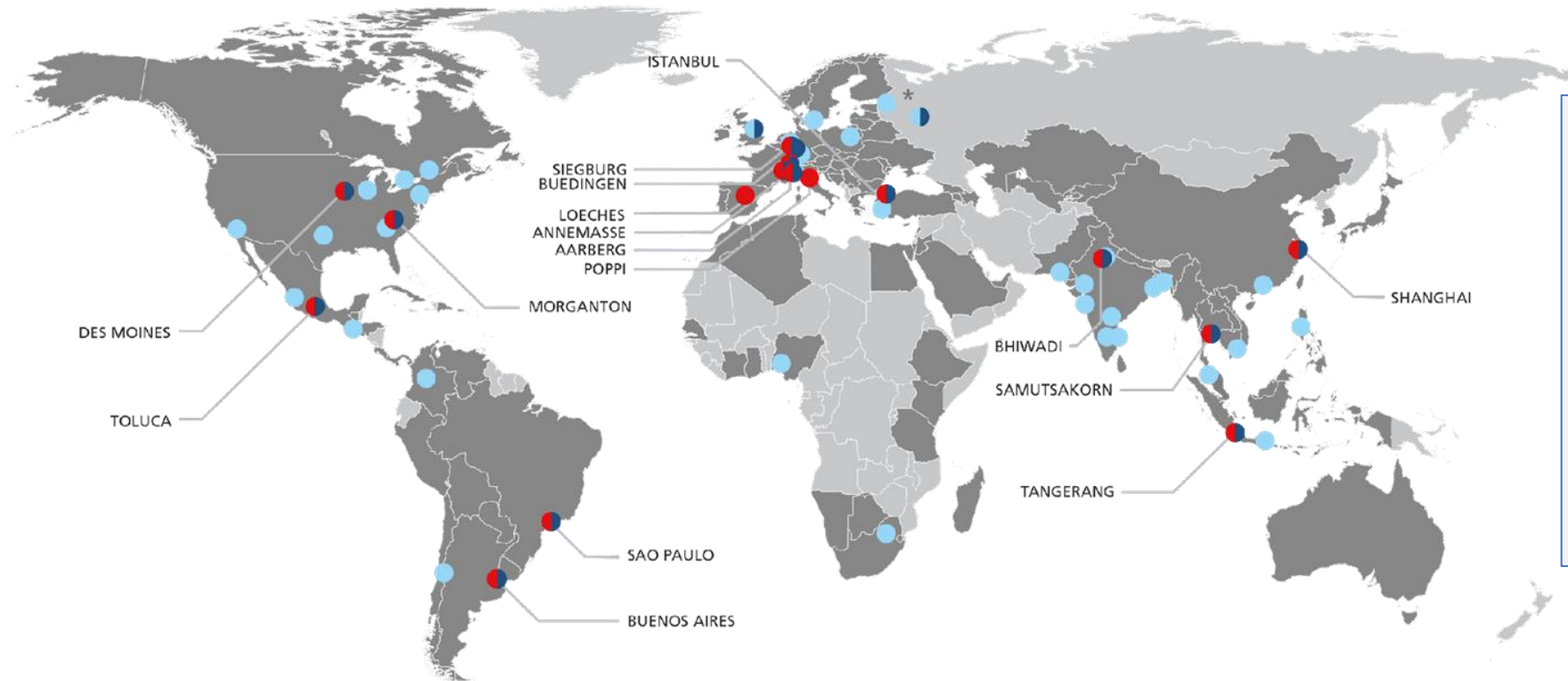


# Our Global Supply Chain and Technology Footprint



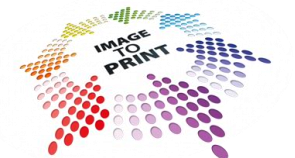
## Locations

● Countries supplied by Siegwerk ● Center of Competence ● Center of Excellence ● Blending Center



- Headquarter - Siegburg, Germany
- Primary production in **15** Centers of Excellence
- **35** Blending Centers
- Development in **16** Centers of Competence

\* Due to the Ukraine crisis and the EU and US sanctions against Russia, the delivery of Siegwerk products is no longer possible and has been stopped.



# Siegwerk SEA Footprint at a glance – serving customers across the entire region with capacity > 50,000 MT



**COE Thailand, Bangkok**  
 177 employees  
 Capacity (annual) : 18,000MT



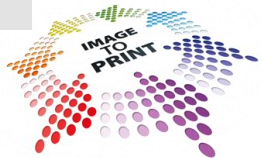
**COE Indonesia, Tangerang**  
 234 employees  
 Capacity (annual) : 27,000MT



**BC Philippines, Bulacan**  
 43 employees  
 Capacity (annual) : 4500MT

- Wide presence across SEA
- 2 Centers of Excellence
  - 2 Centers of Competence
  - 3 Blending Centers
  - 2 Sales and Service Centers

Countries supplied
  Center of Competence
  Center of Excellence
  Blending Center
  Sales & Service



# Flexible Packaging Team – Philippines Key Contacts



## Asia Technology



**Thomas Haas**  
Head of Asia  
Technology Support

## SEA PMC



**Rajagurulingam**  
Head of PMC  
SEA

## SEA Technology



**Rowan Casimir**  
Head of BU  
SEA



**Awadhesh Singh**  
Head of Technology  
SEA



**Kittikorn (Mac)**  
Product Manager  
Flexo, SEA



**Sara Ayu**  
Product Manager  
Gravure, SEA



**Stephane**  
BOC/CE Lead &  
AM Tech., SEA

## Philippines



**Johny Lucas**  
Sales Director  
Philippines



**Lolibeth Lagunda**  
Sales Manager  
Philippines



**Alma Gallardo**  
Technical Manager  
Philippines



# We guide you to efficient & safe performance





# YOUR HOST



**Daetwyler**  
SwissTec

Daetwyler SwissTec is a family business, 3<sup>rd</sup> generation.

*“We see our customers as partners. Providing products that deliver solutions, for all printing industries”.*



1943-2002



Max Daetwyler

2002-2018



Peter Daetwyler

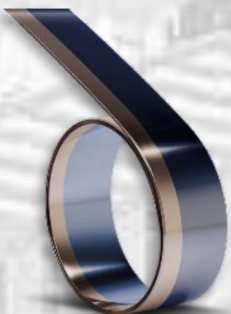
2018-Present



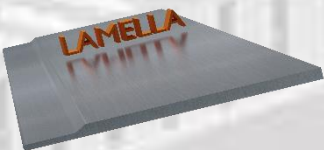
Ralph Daetwyler



Polishmaster



LongLife



1<sup>st</sup> Lamella Production



75<sup>th</sup> Anniversary

Company Founded

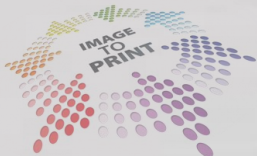
1943

1960

1972

1995

2018



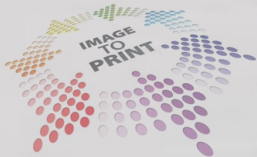
# Daetwyler SwissTec Global Sites



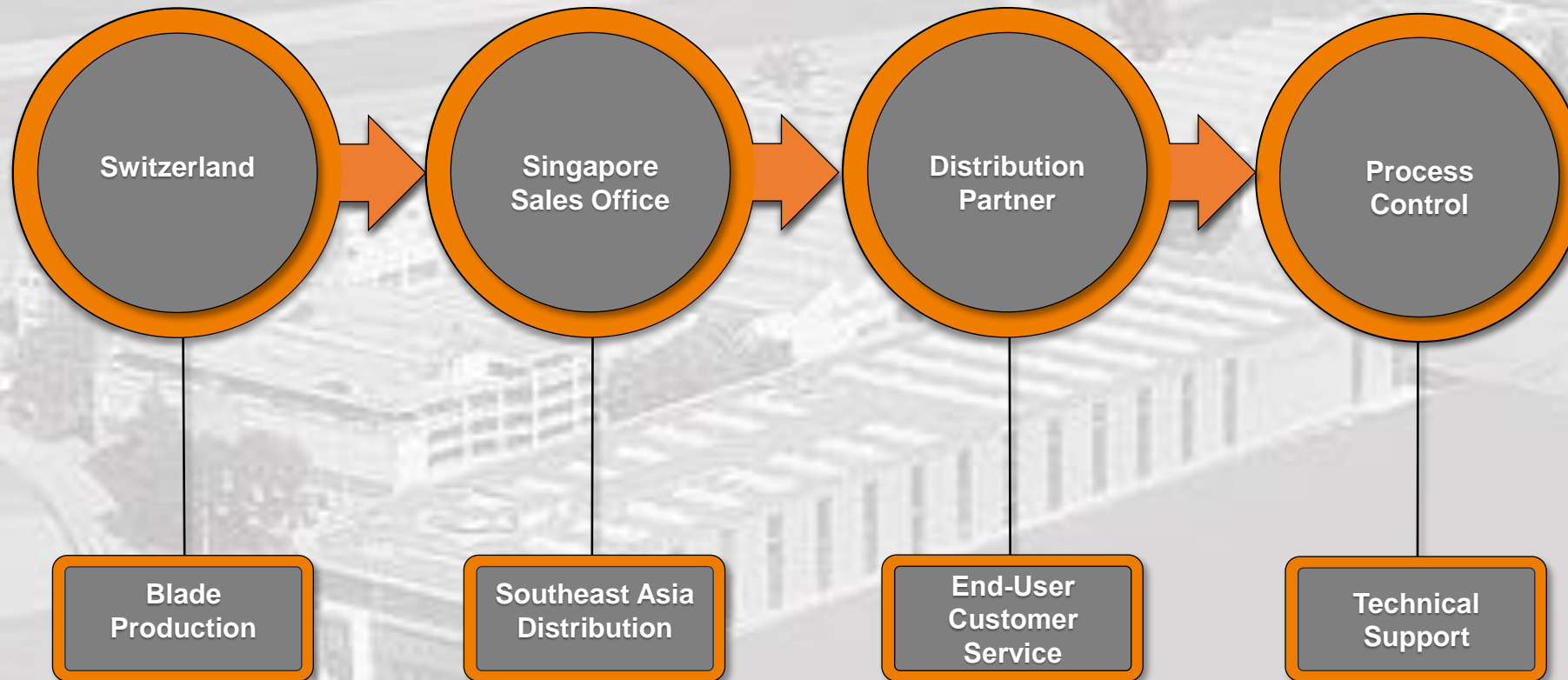
PRODUCTION  
**4**  
SITES

SALES  
**2**  
OFFICE

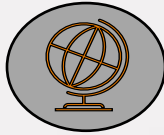
**1**  
R&D



# Daetwyler SwissTec Supply Chain



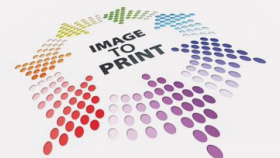
# Daetwyler SwissTec Sales Network Southeast Asia



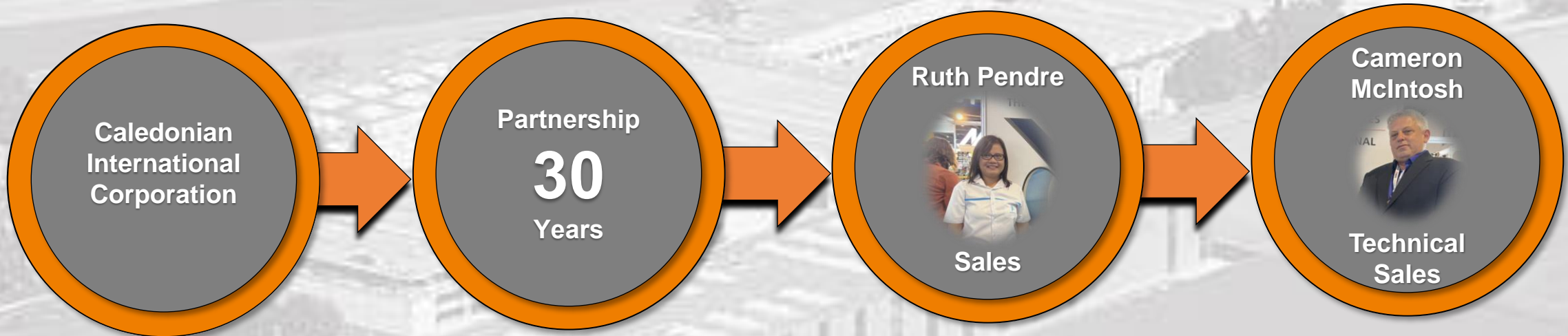
## SINGAPORE SALES OFFICE

### DISTRIBUTION PARTNERS

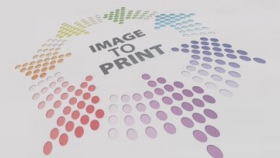
- INDONESIA
- MALAYSIA
- THAILAND
- PHILIPPINES
- VIETNAM
- SOUTH KOREA
- TAIWAN
- JAPAN



# Daetwyler SwissTec Philippines Partner



**Caledonian International Corporation**





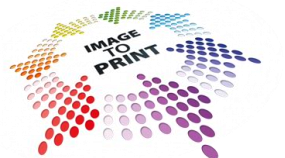
# YOUR HOST



## ROSSINI – THE COMPANY FOR SLEEVES AND ROLLERS



- Family company, founded in 1928 in Milan, Italy, as manufacturer of printing rollers (first leather, then rubber covered)
- In 1978, today's owner Felice Rossini invented the revolutionary **Speedwell sleeve** for gravure & lamination and opened the door to the international market
- TODAY: Over 500 employees, 8 production facilities in 6 countries on 4 continents plus 4 direct sales & service offices



# PRODUCTS PORTFOLIO

- Speedwell sleeves
- Rubber Coated Rollers
- Steel and high modulus carbon fiber Air Mandrels
- Flexo Sleeves & Carrier
- High Modulus Carbon Fiber Carrier
- Offset Sleeve : plate and blanket holder sleeves
- Offset Gapless Sleeves for heatset printing



**AirFlexoSleeves**



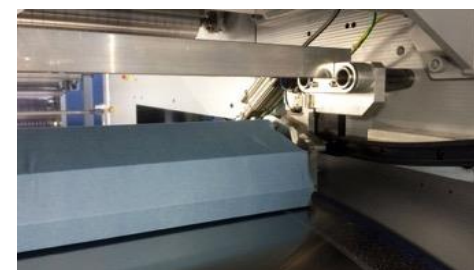
A complete range of  
equipment for the printing  
sector



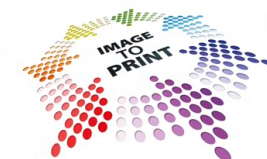
Prima Grinding Machine



Sleeve Storage System



Evolution System-Automatic  
Central Drum Cleaner

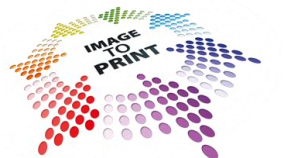


# What does Rossini stand for?

- Products of superior quality and extreme reliability
- Continuous R&D investment, innovative company
- Good technical support and service centres worldwide, low Carbon Footprint due to strategic worldwide production locations
- Dedication to work in partnership – our best products wouldn't be on the market today without the continuous feedback and suggestions by our customers / OEM's
- Custom-made solutions for both OEM's and end customers



**Thank you for your interest!**





# YOUR HOST



Flexibility

Safety

Set-up time



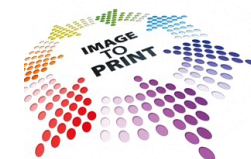
R&D

Quality

Operator Friendly

Web Handling

Reliability





**The one stop shop for  
COATING, LAMINATING, VACUUM  
DEPOSITION MACHINERY**

**THE LARGEST PROVIDER TO THE  
INDUSTRY IN THE SPECIFIC SEGMENT**

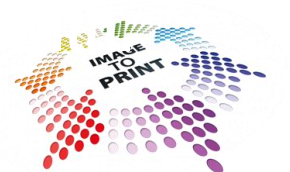


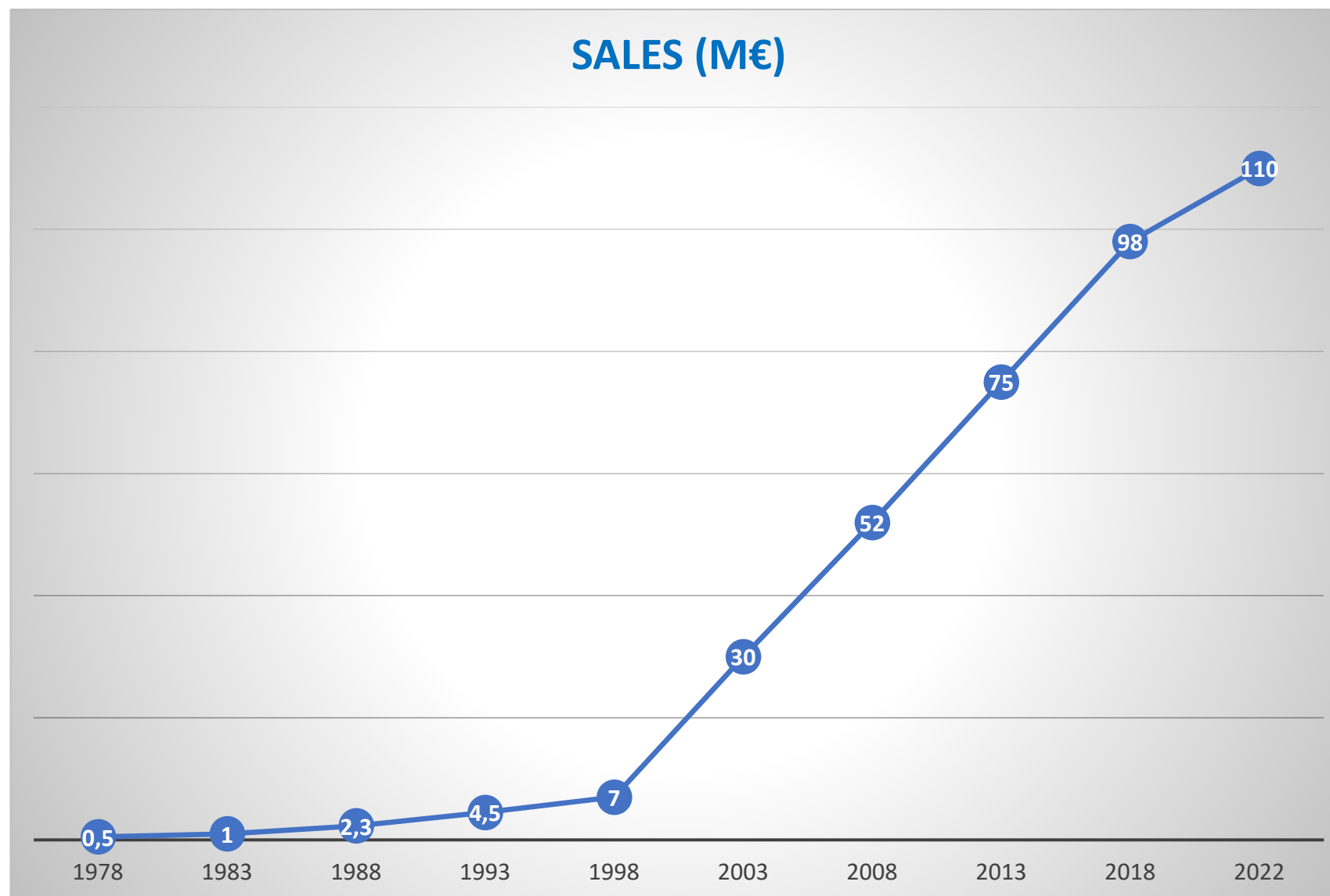
# FACTS & FIGURES

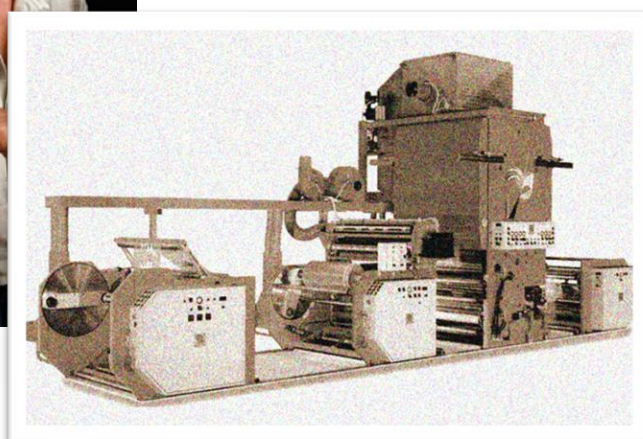
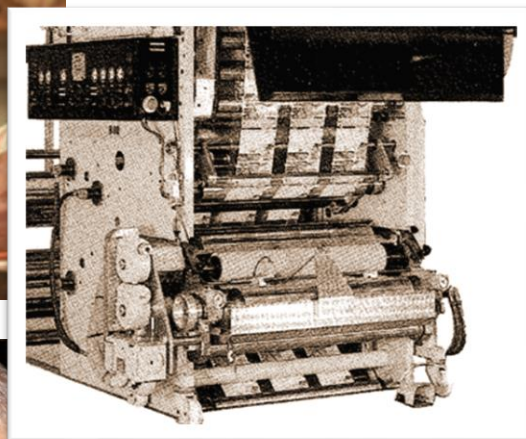
- 300+ employees.
- 3 Locations, 8 Plants.
- Over 33,000 m<sup>2</sup>
- Plant expansion:  
2006-7-8-10  
2011-12-13-14-15-16-17  
2019-21-22-23-24 (planned)



- Acquisition in 2014 of Galileo Vacuum.
- 110 M Euro Volume of yearly sales (~270 machines delivered in one year).
- 70% Global Market Share.
- AAA rating with all banks we

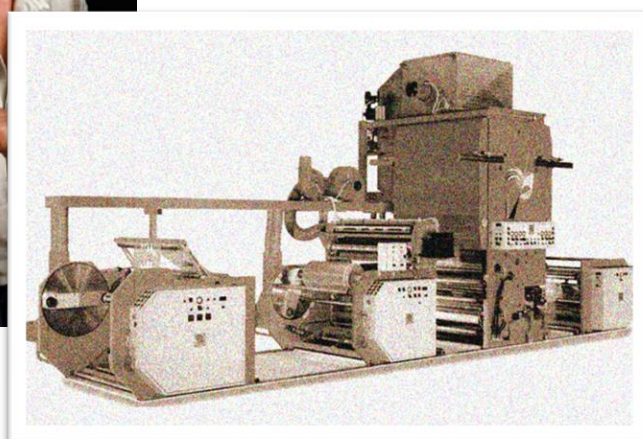
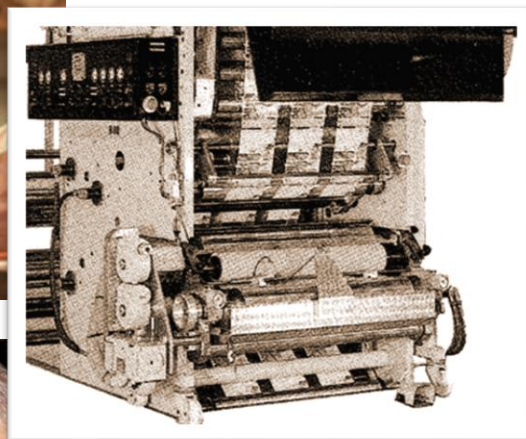






# From Hi-Tech Boutique Shop...





# From Hi-Tech Boutique Shop...



# ...to Global Market Leadership



nordmeccanica L.A.,Ltd.  
a nordmeccanica group company



nordmeccanica N.A.,Ltd.  
a nordmeccanica group company



nordmeccanica India  
a nordmeccanica group company



nordmeccanica China  
a nordmeccanica group company



**Plant 5**

**Nordmeccanica  
Vacuum**

**World Mixer  
Assembly line**

**Expansion**

**Electric Cabinet  
Assembly line**

**Plant 3**

**R&D**

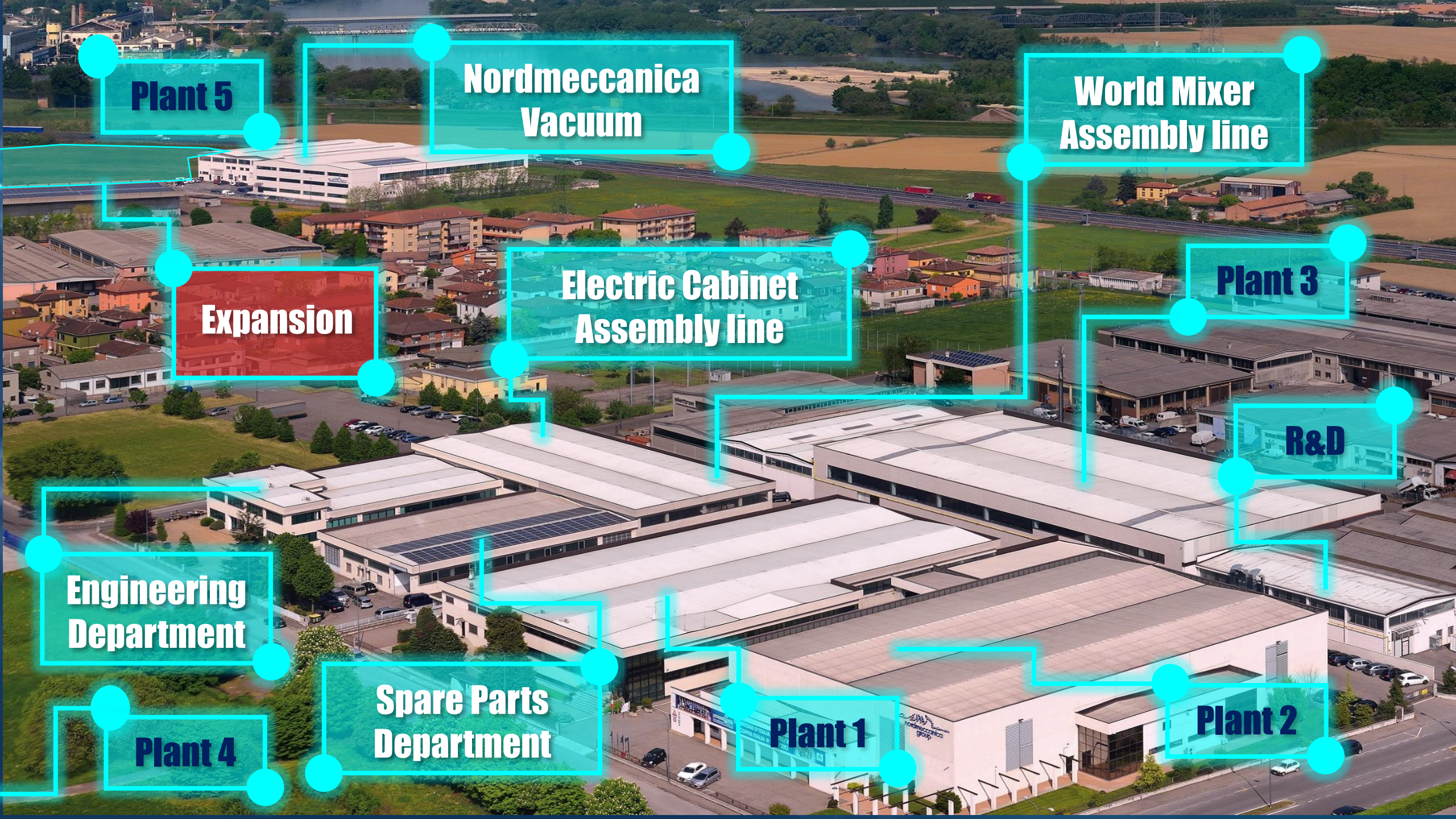
**Engineering  
Department**

**Plant 4**

**Spare Parts  
Department**

**Plant 1**

**Plant 2**



# 4100 MACHINES INSTALLED GLOBALLY

50 INSTALLATIONS IN PHILIPPINES



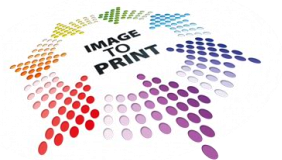
# COLLABORATION



**ASHLAND.**



**MORCHEM, S.A.**





# THANK YOU and enjoy the Conference



janoschka

