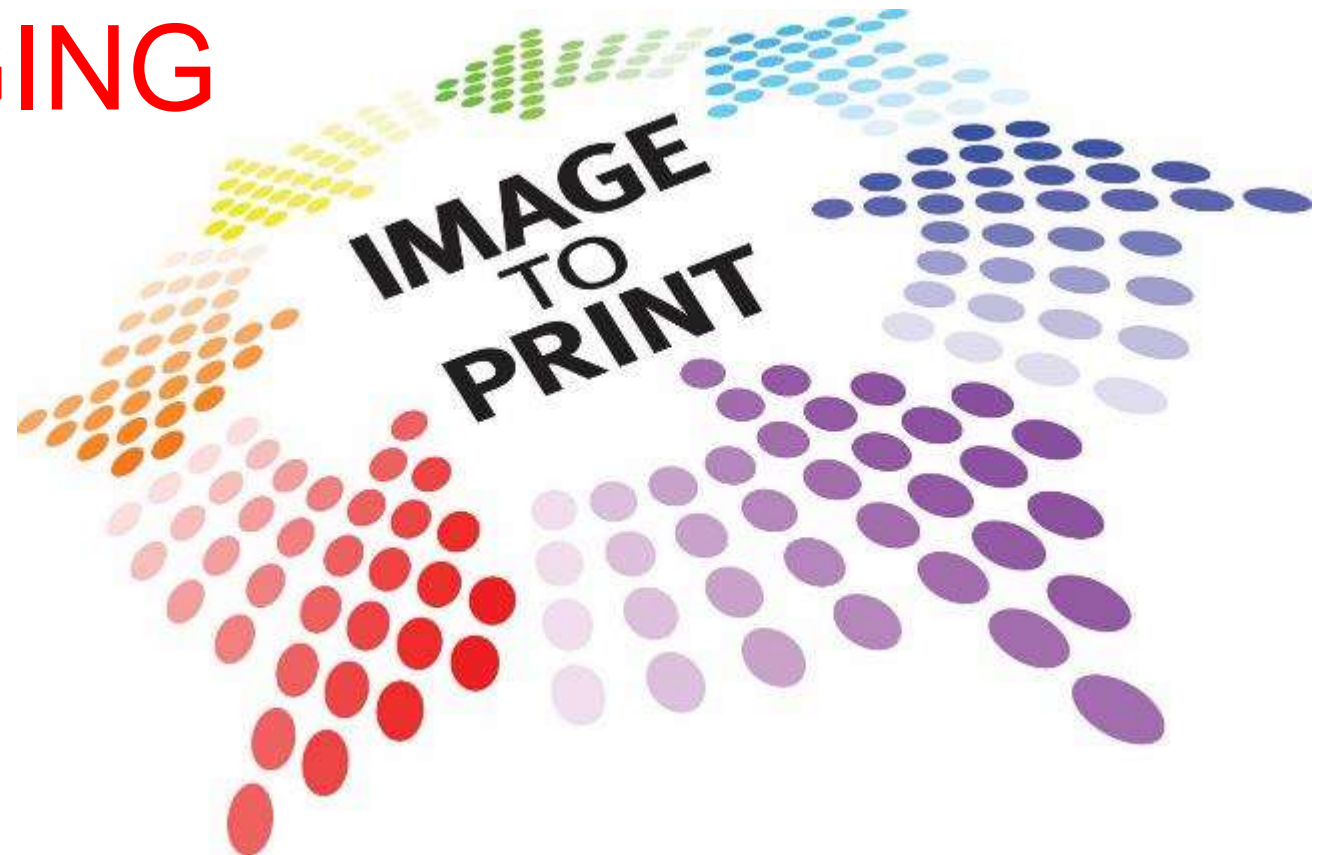


PRINTING TECHNOLOGY & INNOVATION DAYS FOR FLEXIBLE PACKAGING

20-21 November 2019
Kuala Lumpur, Malaysia



A person in a dark suit and white shirt is pointing their right index finger towards a glowing point on a digital interface. The background is a blue-toned collage of business-related graphics. At the top left, there are four horizontal progress bars with percentages: 30%, 55%, 75%, and 100%. Below these are three circular gauges showing 75%, 55%, and 30%. In the center, a world map is visible. To the right, there's a line graph with data points. At the bottom, there's a bar chart with values ranging from 15% to 130%. On the far right, there are two donut charts showing 56% and 81%. The word 'Analytics' is written in a sans-serif font. The overall aesthetic is modern and professional, with a focus on data and technology.

CUSTOMERS

THANKS

PRINTING TECHNOLOGY & INNOVATION DAYS FOR FLEXIBLE PACKAGING

HOSTED BY:



janoschka



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.

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nordmeccanica
group


ROSSINI

 **SIEGWERK**

 **WINDMÖLLER & HÖLSCHER**

The History

Born in 2008, starting in early 2009, the “Image to Print” Road-Show 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!



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 **WINDMÖLLER & HÖLSCHER**

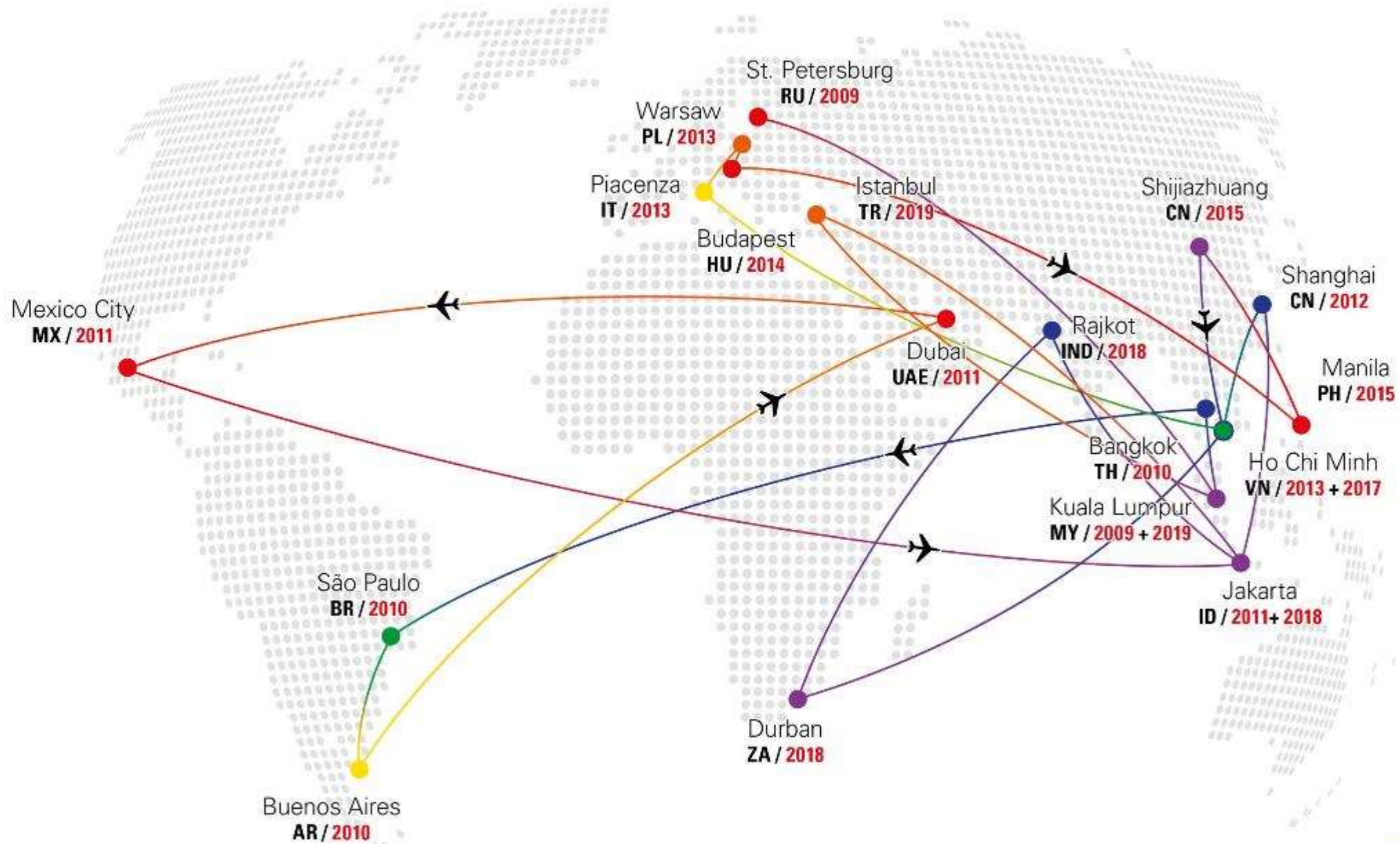
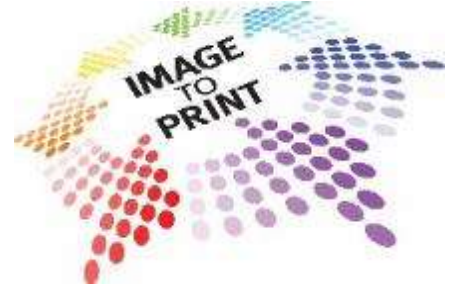




Image to Print

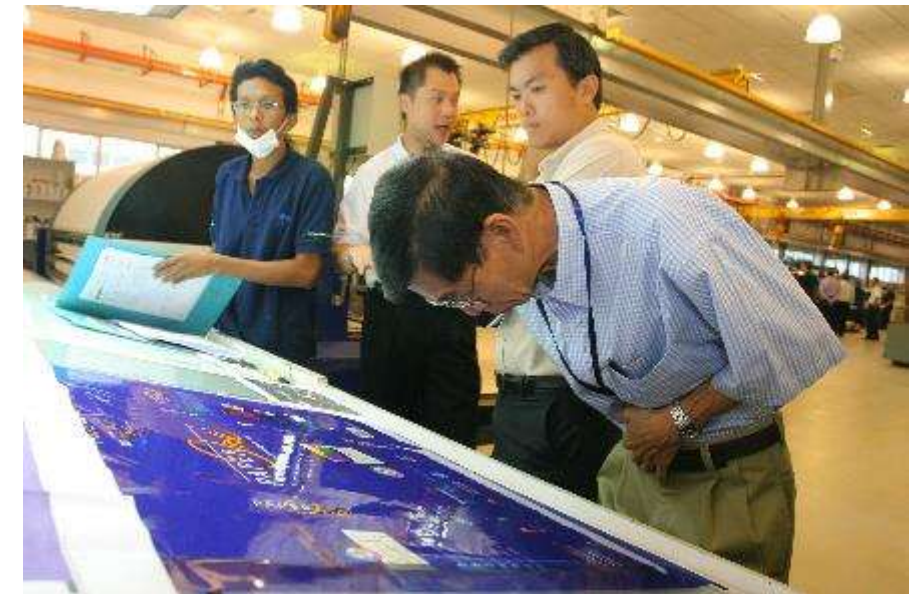
Kuala Lumpur, Malaysia

June 9-10, 2009





Visit of Janoschka Malaysia and Great Wall Plastic Industries Berhad



Outlook



Further „Image-to-Print“ events are planned for East and South East Asia, Eastern Europe, Sub-Sahara Africa, and others to come ...



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 **SIEGWERK**

 **WINDMÖLLER & HÖLSCHER**

communicate

janoschka


nordmeccanica
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 SIEGWERK

 WINDMÖLLER & HÖLSCHER



- For the respect of all, please put your mobile phones on “silence”.
- We hope that you all have left your business card and your company details with our hosts.
- No need to take notes or photos, we will sent a link with all presentations after the event.

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ROSSINI

 **SIEGWERK**

 **WINDMÖLLER & HÖLSCHER**

We wish you all
an enjoyable
and interesting event!



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THE GRAPHIC SUPPLY CHAIN



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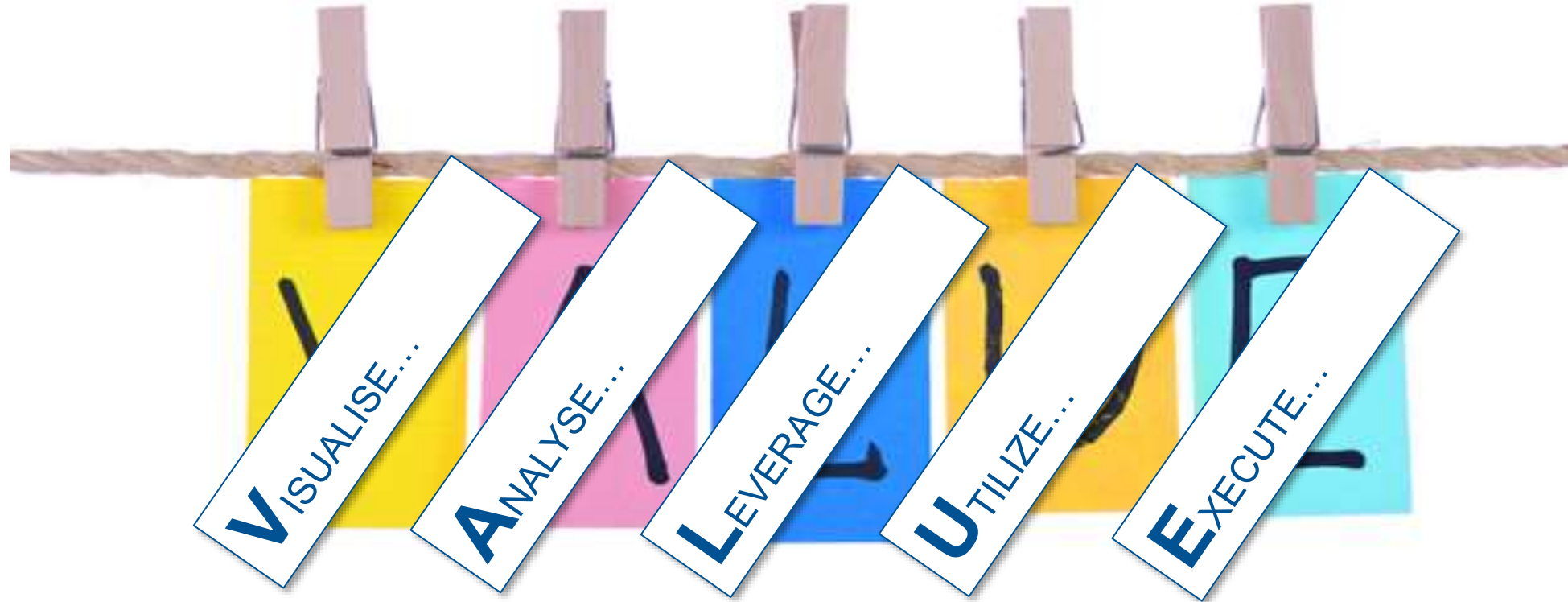
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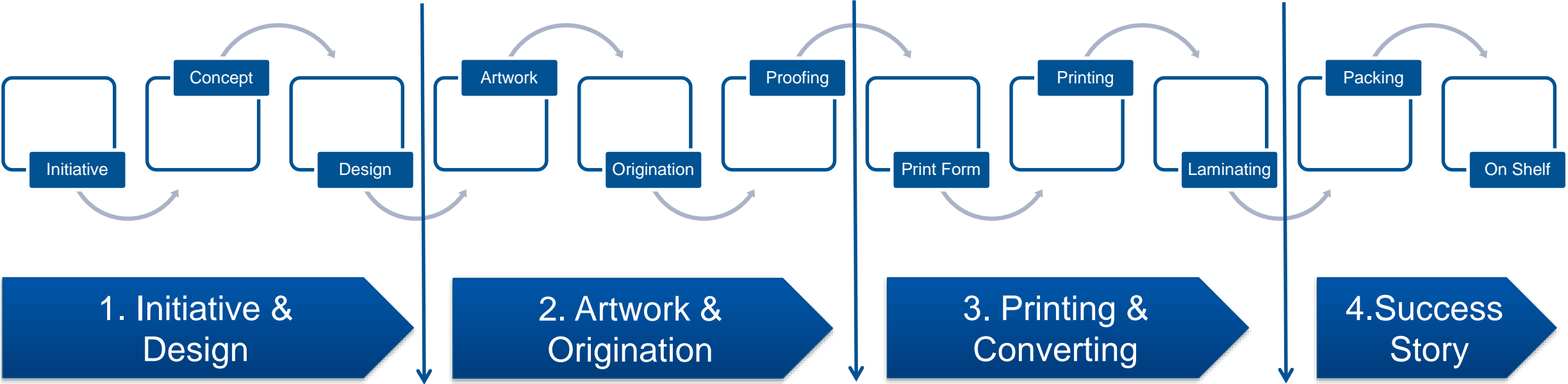
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THE GRAPHIC SUPPLY CHAIN





WINDMÖLLER & HÖLSCHER

MARCOS DEHM NEVES

janoschka


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 **WINDMÖLLER & HÖLSCHER**

PRINTING TECHNOLOGY & INNOVATION DAYS FOR FLEXIBLE PACKAGING

WINDMÖLLER & HÖLSCHER AT A GLANCE
MARCOS DEHM NEVES
REGIONAL MANAGER



W&H at a glance



International Leader in the Flexible Packaging Segment: Extrusion, Printing and Converting

- Founded in 1869
- Headquartered in Lengerich (Germany)
- Owner-managed, family company
- Over 50 machine types
- Approx. 935Mio. Euro turnover (W&H Group)
- Approx 150 Mio EUR turnover in Asia Pacific
- Approx. 3.200 employees worldwide



W&H is the only full system provider worldwide – from film extrusion to finished



EXTRUSION



PRINTING



CONVERTING

W&H's development in Asia-Pacific



- 1996 Regional HQ in Bangkok
- 1998 W&H Hongkong
- 2008 W&H Australasia
- 2014 W&H China
- 2019...
- W&H Indonesia
- W&H Malaysia
- W&H Vietnam
- W&H Phillippines
- W&H Korea



WINDMÖLLER & HÖLSCHER

www.wuh-group.com

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

W&H Asia Competence Centres with SALES and SERVICE

W&H Machinery (Taicang) Co., Ltd.
W&H Asia Pacific Co., Ltd.
W&H Malaysia SDN. BHD.
PT W&H Indonesia
W&H Australasia PTY., LTD.

W&H Location

- Hong Kong
- Taiwan
- Philippines
- Republic of Korea
- Vietnam

W&H Agency with Service Support

- Japan



GARANT MASCHINEN

A MEMBER OF W&H-GROUP

AVENTUS
THE W&H COMPANY



WINDMÖLLER & HÖLSCHER

W&H's Service in Asia Pacific

■ Project Management in Bangkok

- Close to our customers

■ Spare Parts Service in Bangkok

- 3 spare parts and service support managers engaged
- Access to more than 1.000.000 part numbers
- 90% availability ex stock!

■ Retrofit Service

- Mechanical and electrical components

■ Die Service



■ Customer Training

- Training Center in Germany
- Training at Customer Plant



■ Remote Service

- 24/7



W&H's Technical Service: more than 300 technicians

- incl. 65 Service Technicians in Asia Pacific



W&H Asia Pacific in Bangkok



W&H Malaysia in Kuala Lumpur





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Rudi Weis-Schiff

janoschka


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COMPANY PROFILE

janoschka

HQ 600 A N 25 SHE 15

GERMANY

EXPERTS

PRODUCTION SITES

COUNTRIES



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

SBU: **BRANDS**



OUR VISION

We are the most customer-oriented company in the industry.

WORLDWIDE

janoschka



● 25 PRODUCTION SITES IN 15 COUNTRIES

A photograph of a modern, multi-story white building with large windows and a blue 'Janoschka' logo on the roof. A palm tree is visible in the foreground on the right.

Janoschka

Janoschka

Nilai

Produktion Site

> 150

EMPLOYEES

15.000

PRINTING CYLINDERS

300

EMBOSSING SETS

THE GRAPHIC SUPPLY CHAIN



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SIEGWERK

Jane Manley

janoschka

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PRINTING TECHNOLOGY & INNOVATION DAYS FOR FLEXIBLE PACKAGING

Introduction to SIEGWERK

By

Jane Manley

General Manager SEA North

Business Unit Head

Flexible Packaging SEA North



Welcome to **SIEGWERK**

TRADITION Family-owned business
with traditional values
and more than **180 years** of experience

EMPLOYEES >5,000 Siegwerkers
in more than 70 sites worldwide

QUALITY Individual ink solutions
for **packaging**

QUANTITY More
than **300,000 tons/year**
of printing inks produced

REVENUE 1.1 billion + euros in 2018



Siegwerk Packaging Business Units

Flexible Packaging



Narrow Web



Sheetfed



Paper & Board



Liquid Food Packaging



Tobacco



Digital



*Global
Leader in
Packaging
Inks*

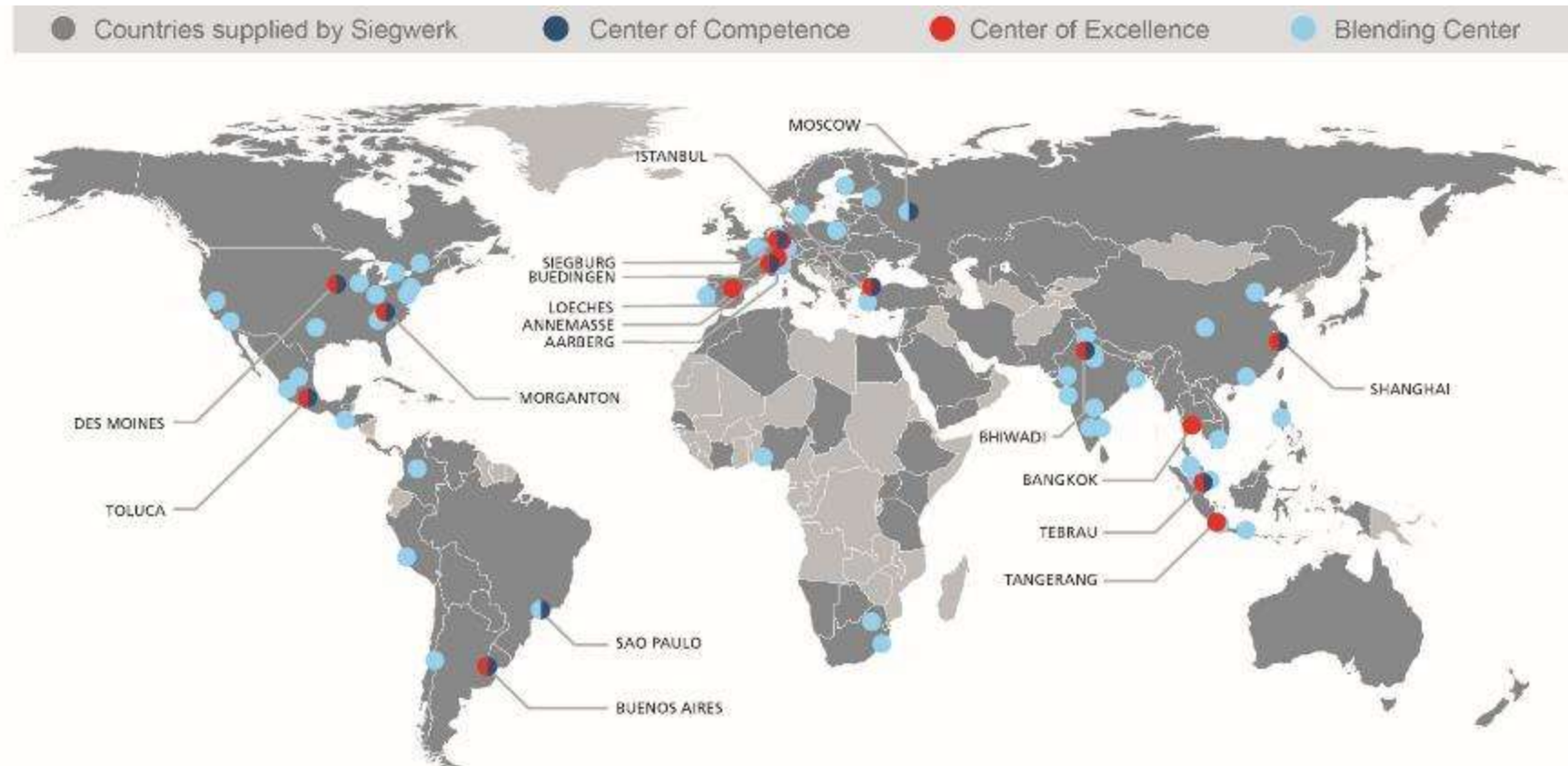
Leading market position

Focus Strategy



Global Footprint

Siegwerk manufactures and blends ink solutions in more than 70 sites worldwide



- Headquarter in Siegburg, Germany
- Primary production in 15 Centers of Excellence
- 50 Blending Centers
- Developments in 12 Centers of Competence

Center of Excellence in SEA

- Bangkok, Thailand
- Tangerang, Indonesia

SIEGWERK SEA North at a glance



Site Key Facts:

- ❖ 3 Manufacturing sites
- ❖ One Application centre in Shah Alam
- ❖ One regional office in Singapore

Foundation of Manufacturing sites:

- ❖ Malaysia – 1st factory opened in 1993
- ❖ Thailand – opening in 2002
- ❖ Vietnam – Blending Centre in 2012

- ❖ Employee total: 368 (YTD Sep 19)



Figures

Capacity: >15000 Tons
Turnover : 60M Euro

Projects/ Initiatives:

Vietnam – constructing New Blending Centre

Thailand – new offices and labs

Malaysia – New application centre in Shah Alam and refurbishment of Tebrau



Flexible Packaging Team SEA North – Key Contacts

BU Head/Regional GM



Jane Manley

Technology



Phuah Yen Wah
Head of AT SEA North

Sales



Alexis Wong
Head of Sales FP
MY & Singapore



Khanh Tran
Head of Sales FP
Vietnam



Kriangsak
Tangputtithada
Head of Sales FP
Thailand



Mohd Hanif
Mohamad
AT Manager MY



Kittikorn
Pongsathaporn
Head of AT Vietnam

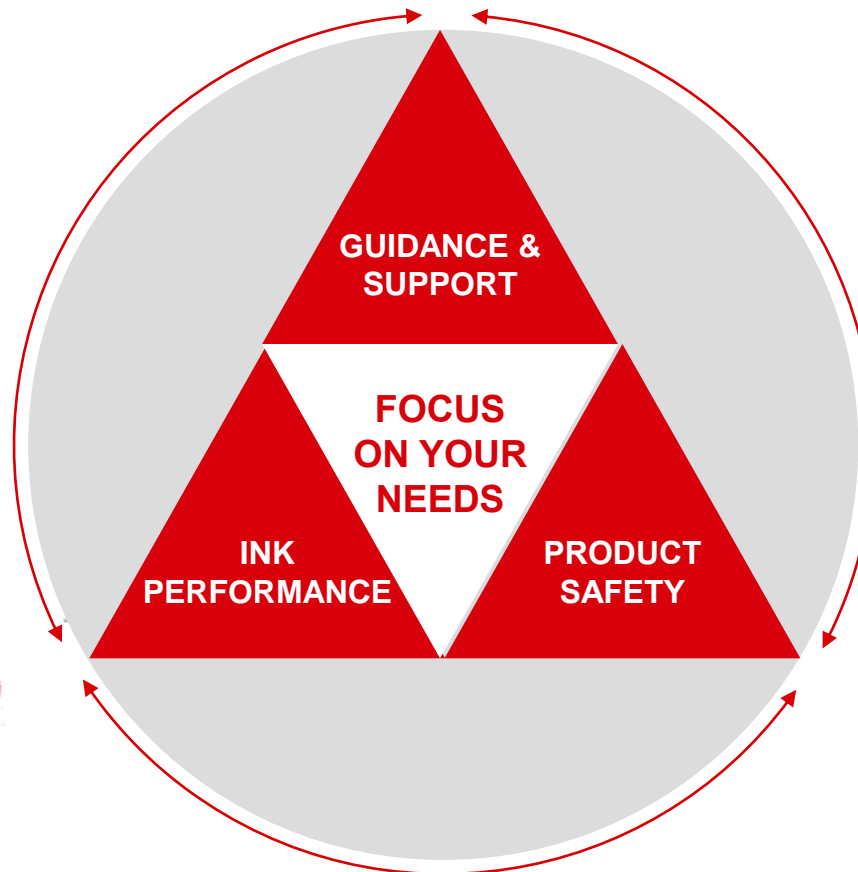


Stephane Bertaux
Head of AT Thailand



We guide you to efficient & safe performance

INK, HEART & SOUL





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Paolo Mesturini

janoschka


nordmeccanica
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PRINTING TECHNOLOGY & INNOVATION DAYS FOR
FLEXIBLE PACKAGING

Printing sleeves and rolls

Paolo Mesturini

General Manager - Rossini China



ROSSINI





ROSSINI - a family company
**Sleeve systems and rollers for the
printing and packaging industry**

Since 1928



Our name stands for:

- Highest quality
- Worldwide customer service
- Innovative products

(1976 Speedwell – 1996 adapter – 2011 RED Esa)





ROSSINI in the world today

7 factories – 450 employees





Fabio Vincenzi

janoschka



PRINTING TECHNOLOGY & INNOVATION DAYS FOR FLEXIBLE PACKAGING

COMPANY FACTS & FIGURES

Fabio Vincenzi

Area Sales Manager SEA Coating & Laminating
Global Sales Director Vacuum metallizers,
NORDMECCANICA group





280 employees.

3 Locations, 7 Plants.

Over 30,000 m² (330,000 sqf).

Plant expansion: 2006-7-8-10-11-12-13-14-15-16

100 M Euro Volume of yearly sales (~300 machines delivered in one year).

70% Global Market Share.

Nordmeccanica NA.

Nordmeccanica LA.

Nordmeccanica China.

Nordmeccanica India.



The two faces of Nordmeccanica in lamination



**FLEXIBLE
PACKAGING**

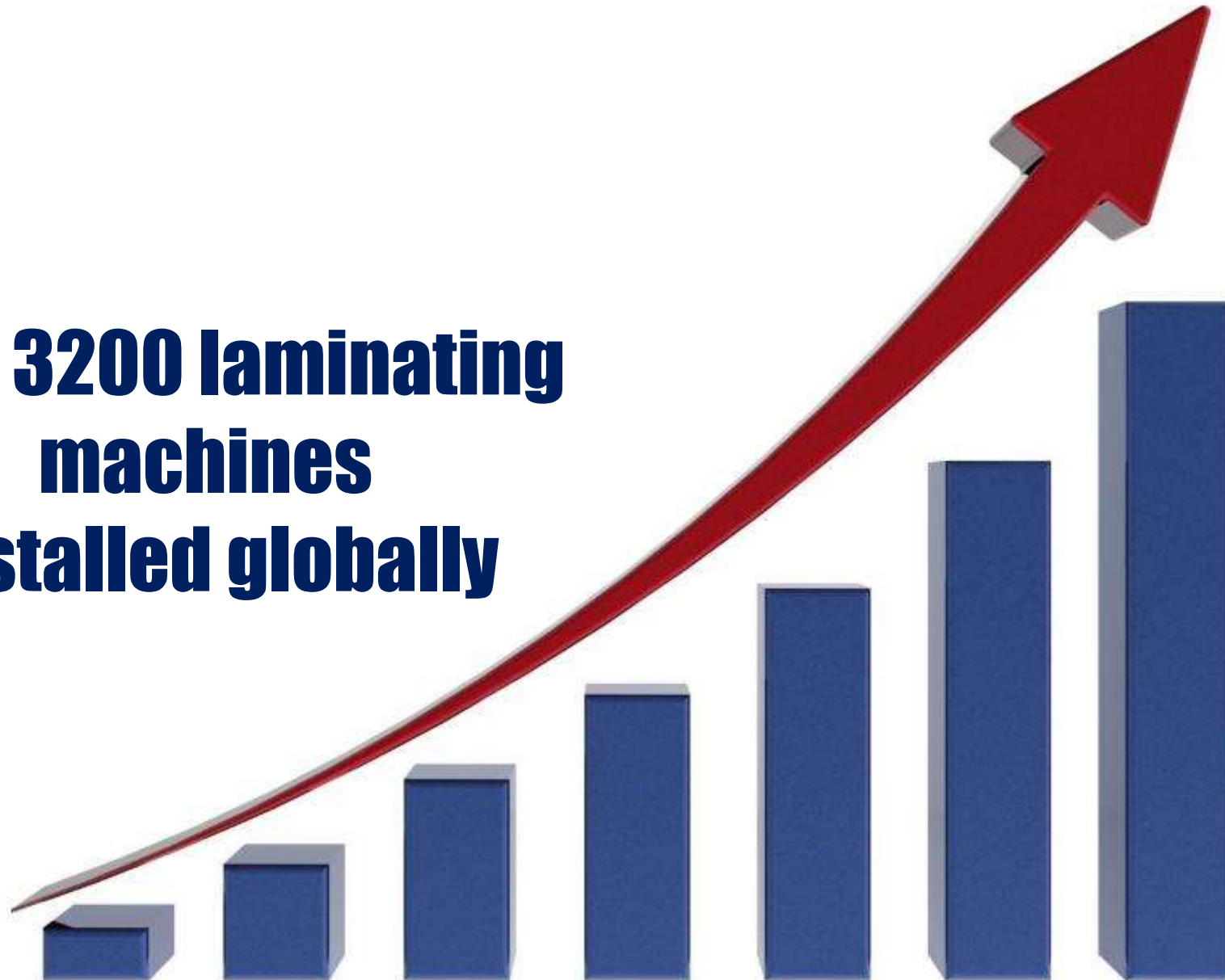
**Over 80%
Global market share**

**INDUSTRIAL
COATING
AND LAMINATION**

**Over 55%
Global market share**



**Over 3200 laminating
machines
Installed globally**



AND FROM 2014....

NORDMECCANICA
METALLIZER


nordmeccanica
group







THANK YOU

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