

KONICA MINOLTA



# SEE THE POTENTIAL IN THE FUTURE OF PRINT

PRESSBOOK

Giving Shape to Ideas

# KONICA MINOLTA WILL BE PUSHING BOUNDARIES WITH DRUPA PRESENCE

## PRESS RELEASE

**Düsseldorf, Germany, March 25, 2024**

Konica Minolta has unveiled more details of its drupa presence where it plans to showcase 20 European premieres, pioneering digital transformation and live running of the biggest machines it has ever shown at the exhibition in Düsseldorf, Germany, from 28 May to 7 June, 2024 where it will have one of the largest stands (Hall 8b).

Under the main message of “See the Potential in the Future of Print”, Konica Minolta will set up a 2,400 square metre exhibition booth to demonstrate how it is strengthening and expanding the business of commercial and industrial printing customers, and ways of sustainable production in line with the philosophy of Industry 5.0. This will be achieved by assistance technology, labour-saving, and skill-less operations. It will include not only printing processes, but also post-press processes and improving the total throughput of the entire processes.

Industry 5.0 is the European Commission concept for a vision where people are at the centre of collaboration with machines, which, for Konica Minolta, involves developing unique digital printing systems and solutions to realise richer and more efficient production by allowing humans and machines to work hand in hand and help each other.

### Unique robotic solutions and completely automated product lines

Among the highlights from Konica Minolta at drupa will be showing completely automated production lines driven by Artificial Intelligence, a state-of-the-art web-shop and never-before-seen use of robotics and software solutions – including major advances in remote service engineering.

Konica Minolta will be underpinning the unstoppable shift from analogue printing to the use of digital printing that is expanding into most print-for-profit applications - particularly in labels and packaging - in a world where high-value printed materials are produced efficiently with minimal environmental impact. A wide range of business scopes will be demonstrated from commercial printing to label printing, packaging and industrial printing, and as products and solutions.

### Announcing the future model within the KM-1 family: The next generation High-Speed UV Inkjet Press AccurioJet 60000

Today, Konica Minolta has also announced further details of its next generation HS-UV Inkjet Press, AccurioJet 60000, the high-end model that follows the quality and technology of the AccurioJet KM-1/KM-1e series and has been further developed for maximizing customer value and improving usability.

Engineered for industry-leading productivity, this printer is designed to minimize downtime, ensuring easy operation and continuous monitoring of device conditions for optimal throughput. In addition to its exceptional operational efficiency, the AccurioJet 60000 guarantees outstanding image quality and

reproduction stability. Leveraging the AccurioJet KM-1 stable image quality, the printer employs Konica Minolta inline sensors and a spectrophotometer to automatically monitor printing conditions. This meticulous attention results in a wonderful image quality and reproduction stability across various printing media.

Konica Minolta takes pride in offering customer service of global standards, establishing trust with its clientele. Alongside considerate service, the company provides reliable customer support through an exclusive remote monitoring system unique to Konica Minolta.

The AccurioJet 60000 features an HS-UV Inkjet Press with a remarkable capacity of 6,000 sheets per hour (sph) and offers both-side printing capabilities, ensuring versatility and efficiency in printing operations.

In the near future, Konica Minolta will have two effective product lines, the AccurioJet KM-1e, which emphasizes small turnaround for digital printing, and the next-generation high-end model, which emphasizes productivity.



### **Applications will appeal to brand owners and advertising agencies**

In other demonstrations, Konica Minolta will show unprecedented set-up configurations and new applications for its technology that will have far-reaching implications for not only commercial printers and converters, but also brand owners and design and advertising agencies in the way they do business. As one example, Konica Minolta and partner MGI (MGI Digital Printing Systems) will show how separate processes such as foiling, varnishing, printing, folding, and drying and can be combined into just one full integrated production run where MGI's AlphaJet will be centre stage and showing the benefits of a complete single-pass factory. For customers, this will mean major savings in space requirements, power consumption and staff costs. Manual set-ups from different production engines will be combined into one completely automated system, including the use of software up to B1+ format size.

Demonstrations of Programmatic Printing – taking variable data to the next levels - will also be an important feature of the Konica Minolta presentations. As an example, AI-generated content can be added to applications for totally targeted content for individuals who provide just basic information such as their name, age range and where they live.

### **Taking a partner approach to maximise opportunities**

At the show, the technology leader will also be working with many partners to maximise the opportunities of its world-leading technologies. In addition to close cooperation with strategic partner MGI Digital Technology (MGI), those already confirmed for the stand include Industrial Inkjet Ltd (IIJ), a world leader in bespoke inkjet customisation, which chooses to exclusively use Konica Minolta print heads in its products; plus Plockmatic, the global supplier of finishing solutions that will be showing new products on the Konica Minolta stand. Also, partners like Konica Minolta Sensing, Acco, Fiery and many more will be collaborating with Konica Minolta at drupa to enhance the potential of the future of print.

### **Exhibition highlights include 20 European premieres**

Among the products being shown in public for the first time will be the Konica Minolta AccurioPress C84hc, which uses high chroma toner that prints bright vivid colours consistently. It is the world's only platform using the new toner free of the restrictions imposed by the colour gamut of ordinary toners.

Other premieres will involve a Cobot-robotics arm, new options for the MGI JetVarnish 3DWeb 400 such as a JetSeal and inline die cutter and the launch of a more advanced version of the AccurioPro Colour Manager suite of software solutions.



From Konica Minolta's Sensing Business Unit, there will be the unveiling of MYIRO colour management tools for graphics arts applications. These will include spectro-photometers for advanced colour management and for high-speed auto scanning.

### **Creativity and sustainability**

Human centricity and sustainability will be important talking points for Konica Minolta. Novel ways of showing the benefits of digital printing and exciting people to ensure they concentrate on the creative tasks, with assistance technology taking away many of the mundane tasks. Konica Minolta will show how digital printing empowers printing on demand instead of "printing for the shelf". An example of Konica Minolta's "sustainability by default" will involve using recycled paper for all the print-on-demand brochures and other marketing materials produced on-demand at drupa.

At the core of its drupa showcase will be the new business opportunities Konica Minolta presents, designed to empower customers to navigate and thrive in the ever-changing market conditions. Labels, packaging and embellishment will be spotlighted as part of Konica Minolta's commitment to providing solutions that resonate with the changing needs of its clients.

Konica Minolta will not be taking printed materials to drupa. Instead, any of the Konica Minolta product sheets or other marketing materials can be ordered on a big display (think how it's done at McDonalds!) and will be printed within seconds of any request on the automated lines running live.

### **The road to sustainable scalability: Industry 5.0 Automation**

Aiming to ignite printing possibilities, Konica Minolta will be showcasing its vision of digital transformation in the print room of the future. A significant aspect of its demonstration revolves around the efficient use of digital equipment, specifically highlighting print automation.

Under the 'mixed reality service', Konica Minolta's re-remote servicing operations will be spotlighted where operators using headsets or smartphones with cameras can connect through the cloud to the Konica Minolta service desk to help with real-time remote visual support in the rare event of a problem.

Showcasing at drupa, the smartphone app AIRLink is a specialised tool for service technicians developed by Konica Minolta based on years of experience with its 4,000-plus technicians. Since it was launched, this has saved almost 10,000 customer visits, more than 300,000 kilometres of travel and reduced greenhouse gas emissions by 140 tonnes.

Konica Minolta's extensive exhibition space is proof of the huge importance it attaches to the professional and industrial printing markets, as well as drupa, which will be the perfect touch point for targeted customers. Across six inter-linked areas and two floors, Konica Minolta will have over 30 live running machines, virtually the same number of software displays and will be demonstrating how its toner and inkjet technologies complement each other seamlessly in the print room of the future.

### **Years of expertise and a relentless pursuit of excellence**

"As a major player in digital production printing across so many markets, we will be demonstrating the advances that are the culmination of years of expertise and a relentless pursuit of excellence," said Olaf Lorenz, General Manager International Marketing, Konica Minolta Business Solutions Europe. "For commercial printers, we help them see the potential with growth and business expansion opportunities that are aligned with current dynamics."

"We believe that the mission of Konica Minolta's Professional Print Business is to promote the shift from analogue printing to the use of digital printing, thereby creating a world in which high-value-added printed materials are printed efficiently and the environmental impact is minimized.

To realize this mission, we have a wide range of business scopes from commercial printing to label printing, packaging, and industrial printing, and as products and solutions, we have the industry's best solution menu, including not only various digital printing machines that are our main-streamed, but also pre-printing and post-printing."

He added: "Our showcase at drupa - with over 20 European premieres - will go beyond being a glimpse into the future. It is a manifestation of our dedication to pioneering digital transformation, fostering resilience, and contributing to the sustainability of the printing industry, especially as the era of print Industry 5.0 comes to life."





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# FACTS & FIGURES

## COMMERCIAL PRINTING



### SIMITRI® TONER:

- Very good light fastness (degree "6" in Blue Wool Scale of FOGRA)
- Food Safety (TÜV Rheinland AG)
- Deinkability INGEDE e.V.

### KEYPOINT INTELLIGENCE HIGH-VOLUME PERFORMANCE TEST ON AccurioPress C14000: OVER 1,000,000 IMPRESSIONS...

- precise front and back registration below 0.75 mm on all different media
- an average delta E below 2
- only 3 paper jams



reddot winner 2021



GOOD DESIGN AWARD 2020

AWARD-WINNING AccurioPress C14000 SERIES

## A LOT OF „FIRSTS“ THAT PROVIDE YOU SO MANY BENEFITS:

1st

First manufacturer to **test printed paper for migration at food contact** at TÜV Rheinland LGA Products GmbH (for more than 10 years).

First manufacturer to **develop polymerised toner**: contains almost 10% biomass, making emissions during toner disposal significantly lower which leads to reduced toner consumption by more than 30%. Additionally, since small and uniform toner particles can be fused to the paper at a lower temperature, power consumption during the fusing process is also reduced. The **Simitri®** polymerized toner manufacturing process emits approximately 40% less CO<sub>2</sub>, NO<sub>x</sub>, and SO<sub>x</sub> than conventional toner manufacturing processes.

First manufacturer to develop IQ-501, **automated quality management** that saves up to 300 working hours per year with smart machine automation, reduces waste and returned jobs and auto inspection.

And a lot of other areas where we were early birds like in... **deinkability, variable data inspection, highly flexible inline finishing** (four-side full-bleed trimmer TU-510), **air suction feeding & quality assurance**.



## ONE OF THE THREE LEADING COMMERCIAL PRINT BRANDS

(CUTSHEET)

Source: Info-Source

“Konica Minolta has rapidly become a strong contender in the competitive landscape, challenging current players and making its presence felt by winning net-new customers. With a strong manufacturing heritage and reputation for innovation, Konica Minolta continues to make products to meet the requirements of the evolving production print market environment.”

Growth Opportunities in Inkjet Production devices, (DOC #EUR146876020 / OCT 2020)

## WE NEVER LET YOU DOWN:

IN ALL 25 COUNTRIES WHERE KONICA MINOLTA EUROPE OPERATES, WE ARE ALL ABOUT THE CUSTOMER ...



542

Konica Minolta Service experts work as onsite engineers, remote engineers, technical support, professional services, indirect support, administration and service desk to make our customers' operations as smooth as possible



Another

72 EXPERTS

work in the background (Marketing, Administration, Warehouse, Training,...) to support the first class service to the customer



252

Konica Minolta Sales experts look at our customers' businesses and ignite print possibilities with them



Average response time:

4.36 HOURS

(mean time between call taking and arriving on site)



First time fix ratio:

84.7%

(from April 2023 – March 2024)



From April 2023 to March 2024

115,481

visits to customers took place





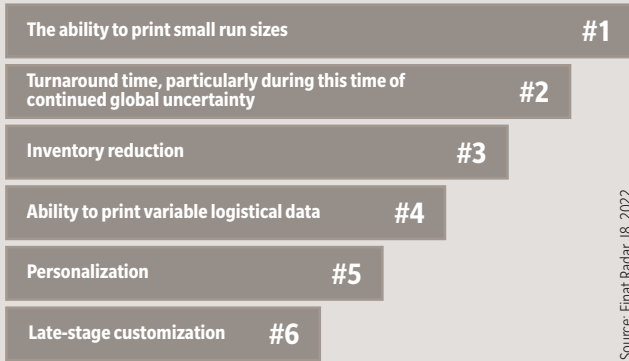


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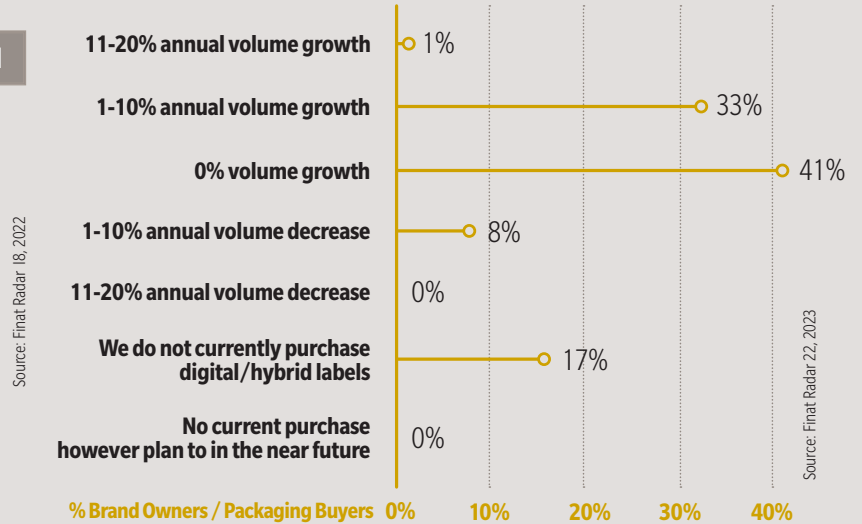
# FACTS & FIGURES

## LABEL PRINTING

What do brands currently consider to be the most important drivers related to sourcing digital labels for their products?



### BRAND OWNER'S DIGITAL LABEL VOLUME PURCHASING FOR 2023



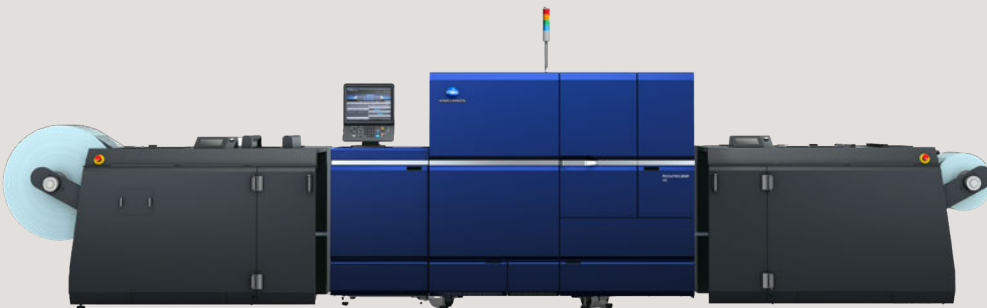
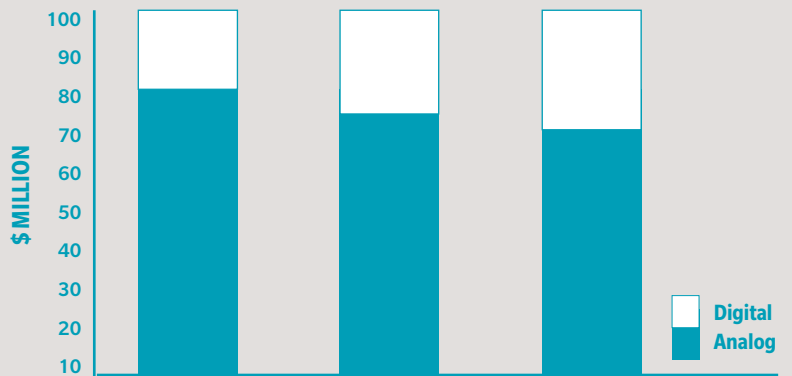
Source: See the potential of our next-generation label press, Konica Minolta

**Per year more than 6%** of global market growth for digitally printed labels.

**In the year 2022, 45%** of the worldwide narrow web label press installations will be digital.

**More than 50%** of the label converters have digital machines.

The global printed label market was valued at \$41.75 million in 2021 and is expected to grow at rates of around 6% per year.



### 10 GOOD REASONS

1. Get on the inside track of innovation
2. Complementary to your existing press
3. Personalise your output
4. Simplify your operation
5. Shorten your lead time
6. Improve consistency
7. Handle multiple SKUs
8. Higher productivity
9. Minimal footprint
10. Lower your costs



### PERFORM IN STYLE



Konica Minolta is one of the two leading brands in digital label printing



The Konica Minolta AccurioLabel 400 has received the iF Design Award 2023 and the Red Dot Product Design Award 2023.



With the new label system, we can offer our customers small or medium runs **quickly** and **cost-effectively**. Looking at the technical data and taking a look at the total cost of ownership, the **AccurioLabel 400** is extremely competitive.

**Sebastian Firus, Managing Director at Firus Druck**





# OLAF LORENZ

**Head of Marketing International Marketing Division  
Konica Minolta Business Solutions Europe GmbH (BEU)**

As Head of Marketing, Olaf Lorenz is responsible for the entire International Marketing Division of Konica Minolta Business Solutions Europe GmbH and therefore in charge for the overall business portfolio planning and management including related marketing. He is also a member of the European management board. Prior joining Konica Minolta in July 1999, he worked in sales as national pre-sales engineer at RICOH Group – and before as IT services engineer at Debis Systemhouse (today T-Systems Germany).

<b>1999</b>	Technical Product Manager, Minolta Europe GmbH
<b>2001</b>	Product Manager Office Solutions, Minolta Europe GmbH
<b>2004</b>	Manager Office Group, Konica Minolta Business Solutions Europe GmbH
<b>2005</b>	General Manager, Product Marketing Division, Konica Minolta Business Solutions Europe GmbH
<b>2006</b>	General Manager, International Marketing Division, Konica Minolta Business Solutions Europe GmbH (till today)
<b>2009</b>	Managing Director of dots GmbH, Germany (retired in 2018)
<b>2011</b>	Member of the Management Board, Konica Minolta Business Solutions Europe GmbH (till today)
<b>2016</b>	Member of the Board of Directors at MGI Technology, France (retired in 2017)
<b>2017</b>	Chairman of the European ITS Program Board (retired May 2021)
<b>2019</b>	Head of DX Branding Division of KMI (till 2021)
<b>2020</b>	Senior General Manager Digital Transformation of BEU (retired in 2021)
<b>2020</b>	General Manager Global Business Services BEU (interim)
<b>2021</b>	General Manager Brand Experience Division KMI, Japan (till today)
<b>2023</b>	Deputy Chairman of the Supervisory Board Mobotix AG, Germany

# KONICA MINOLTA NEW ZEALAND CONTACT US AT DRUPA 2024



**CHRIS O'HARA:**  
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AT DRUPA: 28th May - 2nd June 2024



**WADE MARRINER:**  
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AT DRUPA: 31st May - 7th June 2024