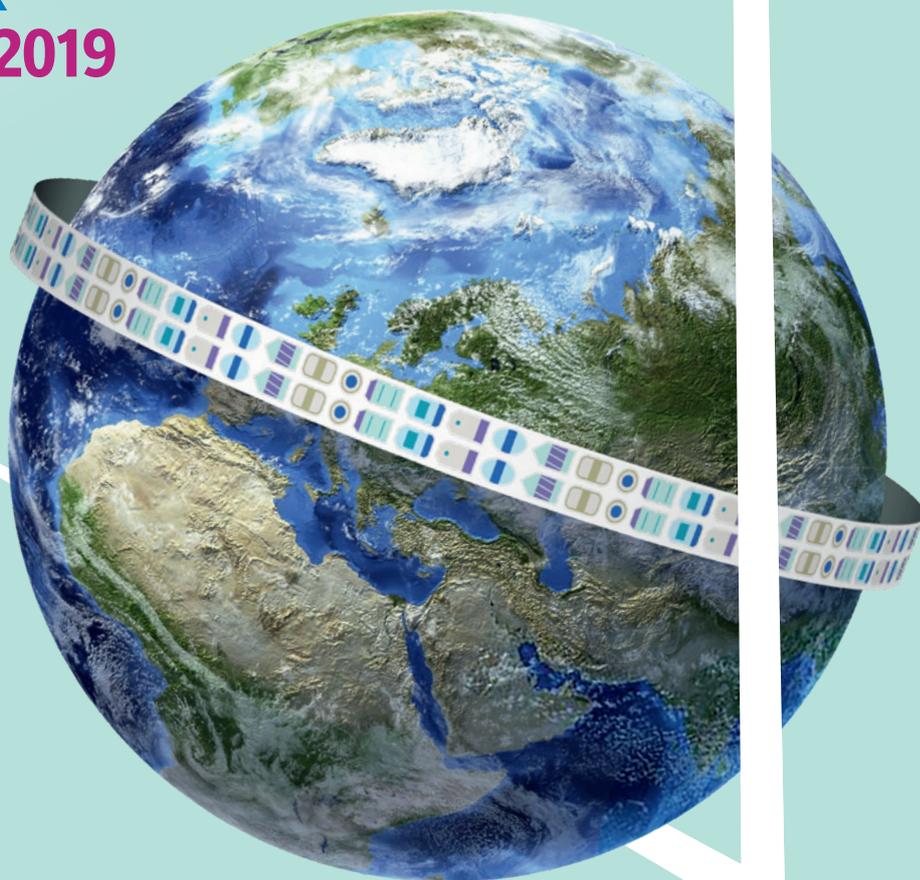




KONICA MINOLTA

AROUND THE WORLD, AROUND THE CLOCK

**LABELEXPO 2019
PRESSBOOK**



24 - 27 September • Brussels

**LABELEXPO
EUROPE 2019**

www.labelexpo-europe.com

Giving Shape to Ideas



LADIES AND GENTLEMEN,

Welcome to Labelexpo! We look forward to welcoming you to our booth, C12/C19, Hall 8, where we will be demonstrating the full cycle of a label, including finishing and embellishment with partner MGI, as well as important software advancements. In addition to this booklet, further details are available from <http://labelexpo.konicaminolta.eu>

Labelexpo also provides the opportunity to celebrate another milestone in terms of sales for our AccurioLabel presses. Our success is facilitated by expertise from our customers, who help with inputs for future developments of our products in a true partnership. Around the world, around the clock, we offer imaginative approaches, innovative technologies and world-class solutions. It all resonates perfectly with our motto: "Re-think what's possible".

The Konica Minolta team looks forward to meeting as many of you as possible at Labelexpo. Thank you for your continuing interest in our company.

Yours sincerely,

Edoardo Cotichini,
Team Manager Industrial Printing, Konica Minolta Business
Solutions Europe

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KONICA MINOLTA AND MGI HELP CUSTOMERS RETHINK WHAT'S POSSIBLE AT LABEL- EXPO IN COLLABORATIVE APPROACH

PRESS RELEASE

LANGENHAGEN, GERMANY / BRUSSELS, BELGIUM, 24. SEPTEMBER 2019

Konica Minolta's accelerated growth path within industrial printing achieves another landmark today with the announcement of the 450th installation around the world of its AccurioLabel presses at Labelexpo in Brussels, Belgium.

Providing world-class service and support that is provided locally, along with delivery of parts and consumables, Konica Minolta's digital toner-based technology represents a success story in label printing that began after successful trials less than four years ago.

The 450th installation milestone will be marked at Labelexpo by live demonstrations of the AccurioLabel 230, the newest model in the toner label press family from Konica Minolta, which is a central feature on its stand, C12/C19 in Hall 8. Important enhancements include a 73% speed increase, improved productivity, an option for overprinting, no warm-up required between jobs, less waste and more accurate print registration.

Today, on its stand, Konica Minolta is showing one of its AccurioLabel 230s with a flexo station for printing white inline for the first time. Offered by Danish company Grafisk Maskinfabrik (GM), its development and manufacturing partner in Europe, this option will be coming soon. Existing users can also have their systems retrofitted to enable inline white printing.

Labelexpo also showcases important advances in software from Konica Minolta using augmented reality (AR), as well as displays of embellishment and finishing workflow with MGI technology on the joint stand. A special focus will be on the MGI JETVarnish 3D WEB Color+ embellishment for label and flexible packaging. Stand visitors will see the complete production of a label from pre-press to the finished product.

One fun part of the Konica Minolta offering is the chance to win personal fitness trackers by guessing how many meters will be printed on the two Konica Minolta AccurioLabel presses at Labelexpo over the four days of the show.

Konica Minolta's overall theme for Labelexpo Europe 2019 is "Around the world, around the clock". This underlines how Konica Minolta AccurioLabel presses help hundreds of print providers around the world to move their business forward, which is in line with Konica Minolta's global new branding framework, "Rethink What's Possible".

Edoardo Cotichini, Team Manager Industrial Printing, Konica Minolta Business Solutions Europe, said: "Labelexpo is a perfect opportunity for us to involve customers in industry-first insights and synergies to inkjet printing and AR solutions, as well as demonstrating practical ways of growing business opportunities."

"In a true collaborative approach as a relationship-orientated company, we actively source expertise from customers and partners for inkjet and toner-based printing solutions. This enables us to develop with our customers, using their inputs for future developments of our world-class technology, not just pushing out what we think is best for the markets. One example is how we work with IJ (Industrial Inkjet Ltd), which has developed its print engine concept further to include a range of standard press-adaptors for common flexo label presses."

He added: "Around the world, around the clock – we help shape ideas for our customers in a partnership approach, as we continue to accelerate our growth path within labels and industrial print in general. Just as the world of work is constantly evolving, we constantly change the status quo, making customers' future our focus to rethink and redefine. We offer imaginative approaches, innovative technologies and world-class solutions. It's time to rethink what's possible."

FACTS & FIGURES

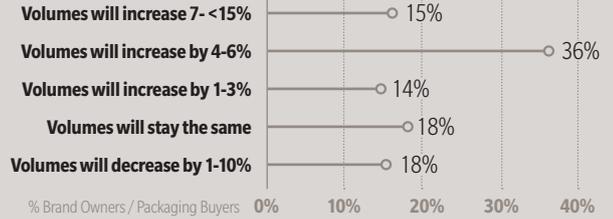
LABEL PRINTING



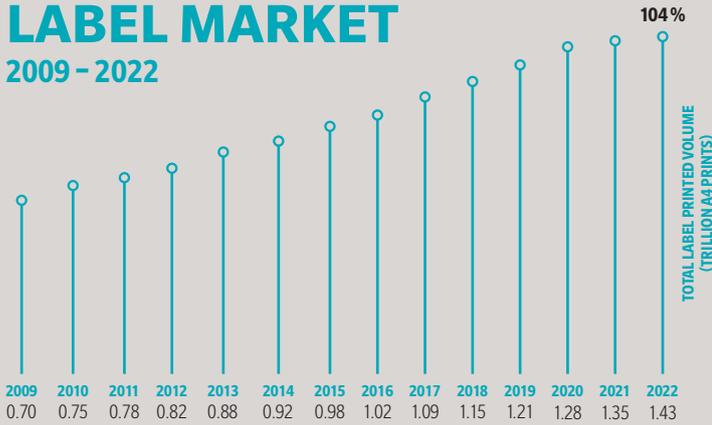
Third generation label printer AccurioLabel 190* ranks #2 with 15.9% marketshare in Europe.

Source: InfoSource Apr 18 – Mar 19

BRAND OWNERS' LABEL VOLUME PURCHASING PROJECTIONS FOR 2019



GLOBAL PRINTED LABEL MARKET 2009 - 2022



“Our expectations have been fully met – the investment has been 100% justified. We’ve made a significant jump in quality and can easily respond to spontaneous orders. The AccurioLabel 190* is a great performing machine. I can also always rely on Konica Minolta and our local dealer who provide the best technical assistance and business support.”

Fabio Piacentino, Owner, Grafiprint, Italy

“When Konica Minolta launched the AccurioLabel190* we were convinced straight away... we are now much more flexible. And we really value the services of Konica Minolta. Running a cutting-edge company, I constantly need updates and expertise on technology. This is all provided through the support of Konica Minolta’s knowledgeable staff.”

Sebastian Firus, Managing Director, Firus Druck, Germany

*The AccurioLabel 190 is the predecessor of the AccurioLabel 230.

KEY TRENDS & MARKET DRIVERS:

- Changing buyer needs
- Digital labels become a growing requirement amongst vendors
- Demand for more personalised offerings

Labels play an important part in the marketing of a product, product identification, brand promotion and logistics, thereby representing the key element of the packaging in all industries. The design of the labels on a package reflects a brand's message and its identity.

Source: Predictions from the label and package printing market, Labels and Labelling, 2016

ARE BRAND OWNERS MAKING THE ABILITY TO PRINT DIGITAL LABELS A VENDOR REQUIREMENT?

Requirement	% Brand Owners / Packaging Buyers
Currently buy digital labels because we know that for some of our applications, it's the best match	73%
Do not currently purchase digitally printed labels however it is a requirement our label vendors have digital printing capabilities	17%
Not currently purchasing digital labels, not a requirement our label vendors have a digital press	10%

% Brand Owners / Packaging Buyers 0% 20% 40% 60% 80%

Source: Finat Radar 10 – 2018

LABEL PRINTING MARKET CUSTOMERS & PLAYERS

CUSTOMER	PLAYERS
REV. SCALE € 15 M & over (large) € 5-15 M (mid) € 2-5 M (small) € 0-2 M (tiny)	# OF ENTERPRISES 50 WW* (1,000 locations) 2,700 WW* (3,700 locations) 8,300 WW*

AccurioLabel 230

TOTAL MARKET: 11,150 WW* (13,000 locations) WW* = worldwide

COMPETITORS: PRICE, PRODUCTIVITY, SPEED

ADVANTAGES OF AccurioLabel 230

- high quality
- shorter lead times
- ease of use (less human touch)
- shorter run lengths, down to a one-sample basis
- no set-up costs
- more flexibility
- reducing physical & chemical waste
- high productivity
- overprinting
- no warm-up/less waste
- compliant with BS 5609 (marine immersion certification)
- food-safe toner



AND THE INDUSTRY PROVES US RIGHT:
450th installation worldwide in mid-September 2019

SPOKESPERSONS

KONICA MINOLTA PRESS CONFERENCE



TOSHITAKA UEMURA

Director Global IP Strategy & Business Development Konica Minolta
Konica Minolta Inc.



TONY CHARLET

General Manager Industrial Printing,
Konica Minolta Business Solutions Europe GmbH



VICTOR ABERGEL

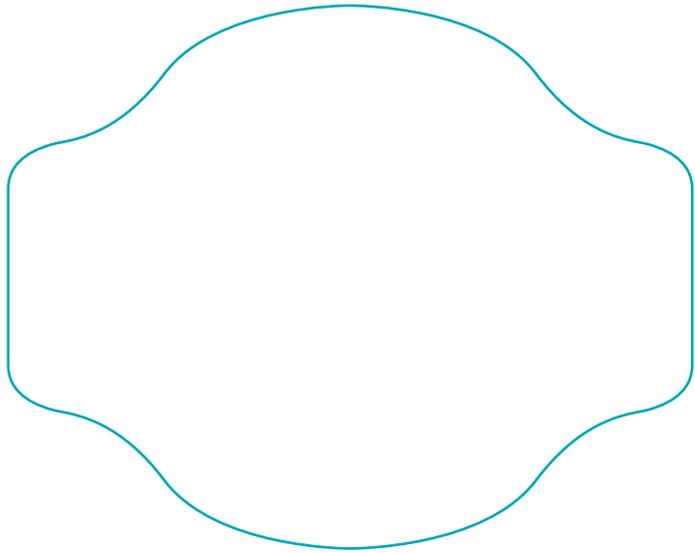
Executive Vice President & Managing Director,
MGI Digital Technology Group



EDOARDO COTICHINI

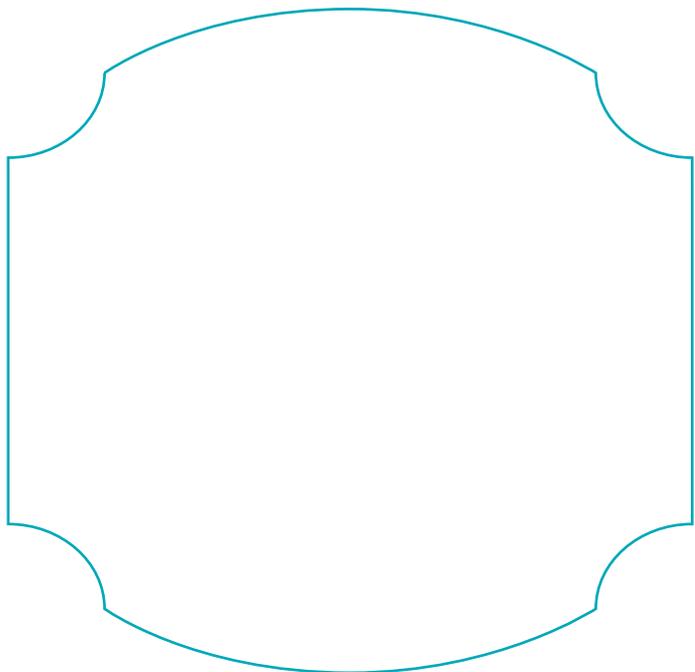
Team Manager Industrial Printing,
Konica Minolta Business Solutions Europe

LABEL SAMPLES



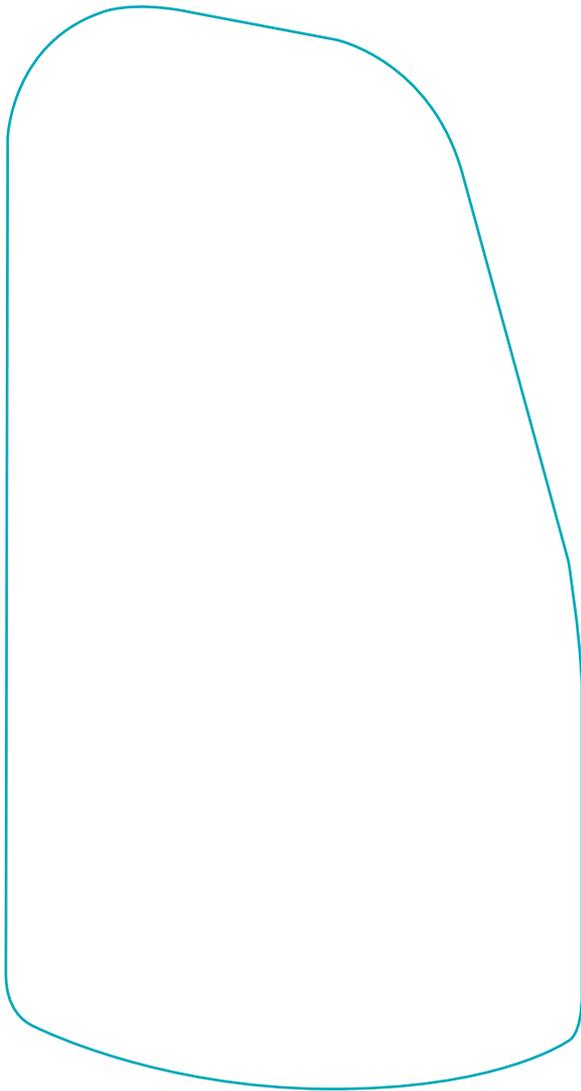
MEDIA: Fasson MC Primecoat / S2000N / BG40BR

EMBELLISHMENT: ---

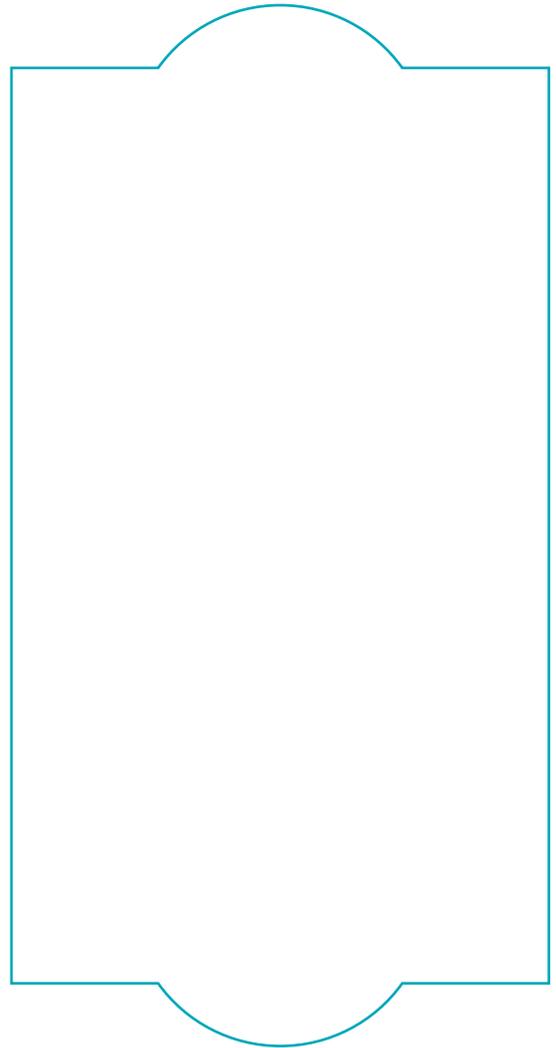


MEDIA: MANTER Tintoretto Gesso / SH6020 / CB80

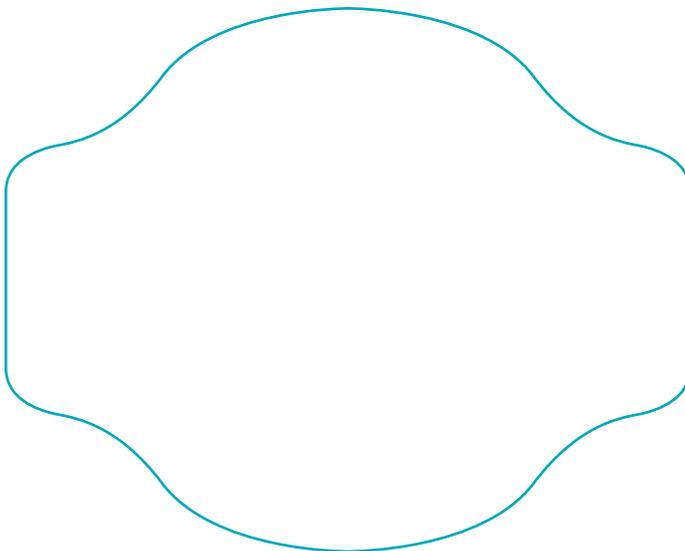
EMBELLISHMENT: Hot Foil + Spot Varnish



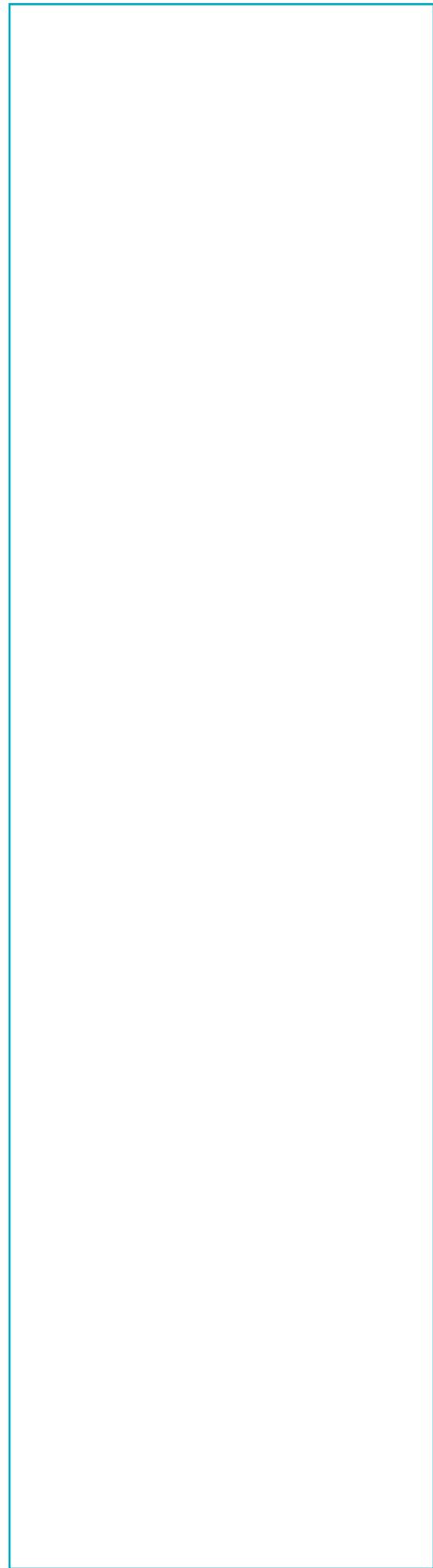
MEDIA: Fasson PP Top White / S692N / BG40 WH
EMBELLISHMENT: ---



MEDIA: Fasson PP Top White / S692N / BG40WH-FSC
EMBELLISHMENT: Varnish Paragon Inks UV Dry Flexo
Gloss Lacquer L508 (overprintable)



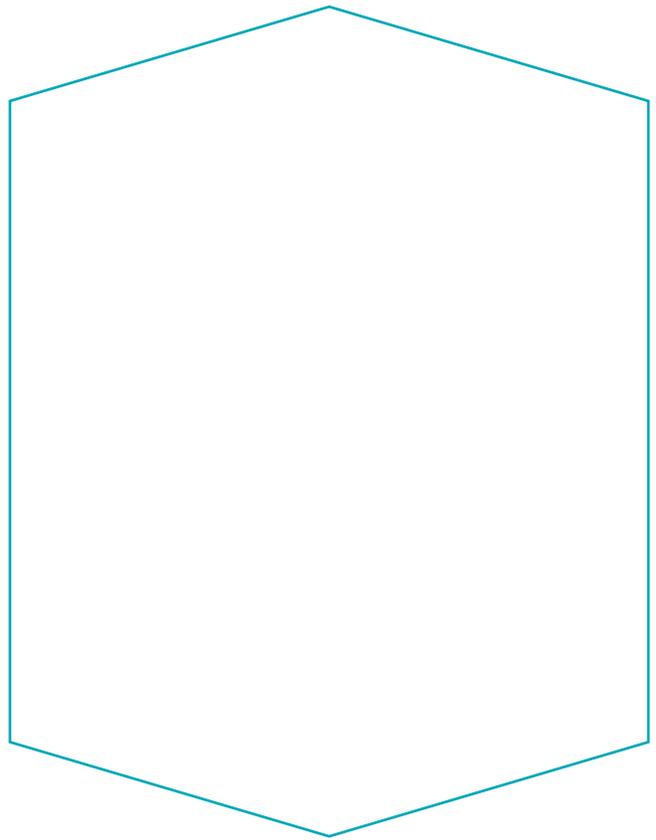
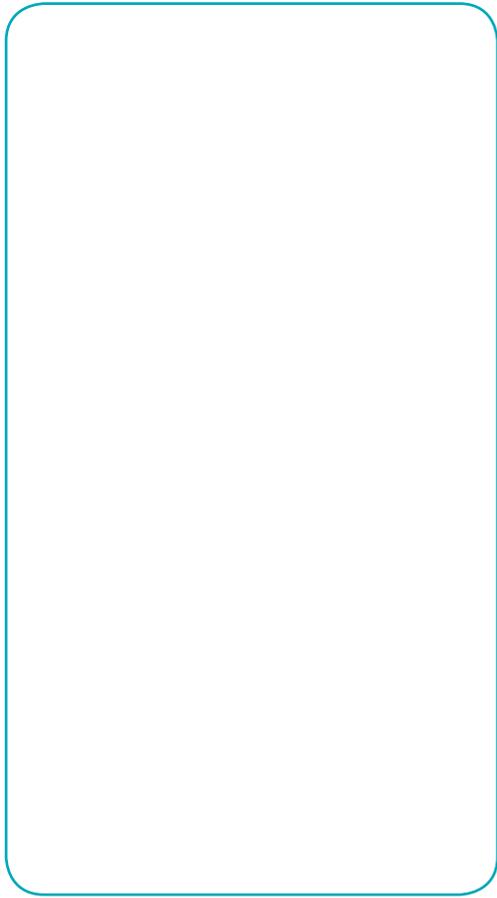
MEDIA: Fasson MC Primecoat / S2000N / BG40BR
EMBELLISHMENT: ---



MEDIA: MANTER Constellation Jade Raster / SH6020 / CB80
EMBELLISHMENT: Hot Foil + Spot Varnish

MEDIA: Lecta Adestor Matt 80 / CG349 / YG62

EMBELLISHMENT: ---



MEDIA: UPM Raflatac Antique Cream WSA-FSC / RP30 / WG85

EMBELLISHMENT: Hot Foil + Spot Varnish



KONICA MINOLTA

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For more information please see:

<http://labelexpo.konicaminolta.eu>