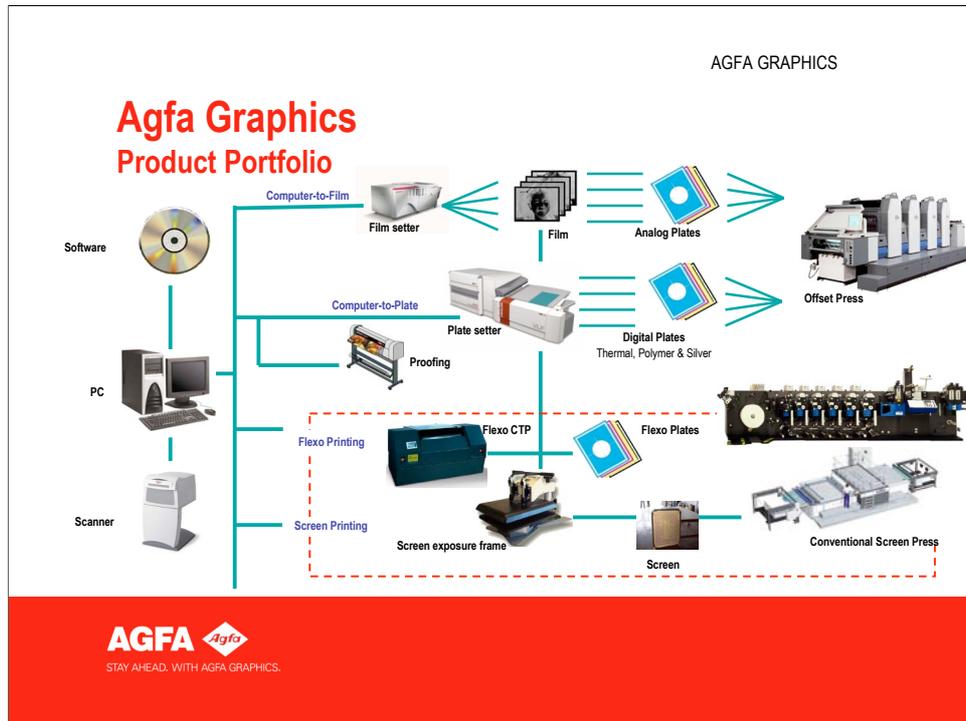




Introduction of the speaker



I'm representing Agfa Graphics. We are an independent part of the Agfa-Gevaert Group. The other well known part is Agfa HealthCare as you may well know. It put bring us too far however to get deeper in the organization of our companies

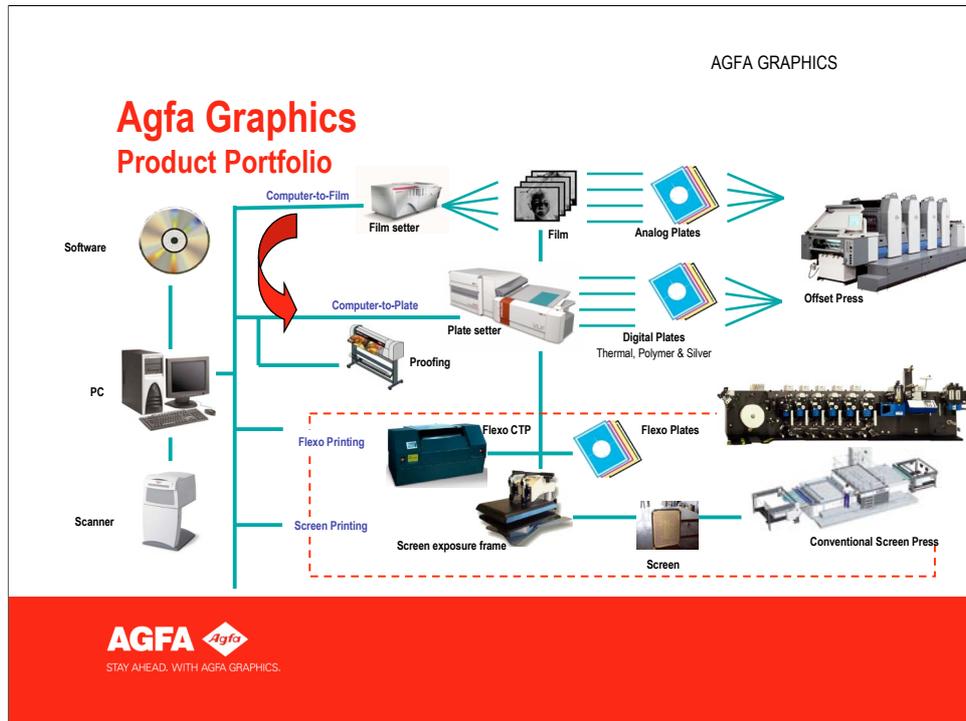


There are many ways to visualize the Graphic Arts Market or the technologies used and for sure there will be more exact and complete ones. For the purpose of this presentation I have tried to indicate in what parts Agfa Graphics is playing an active role

There is the content part of our industry. That is where we have the digital camera's and scanners, Adobe software, Pre-press software from different vendors such as Agfa and Esko

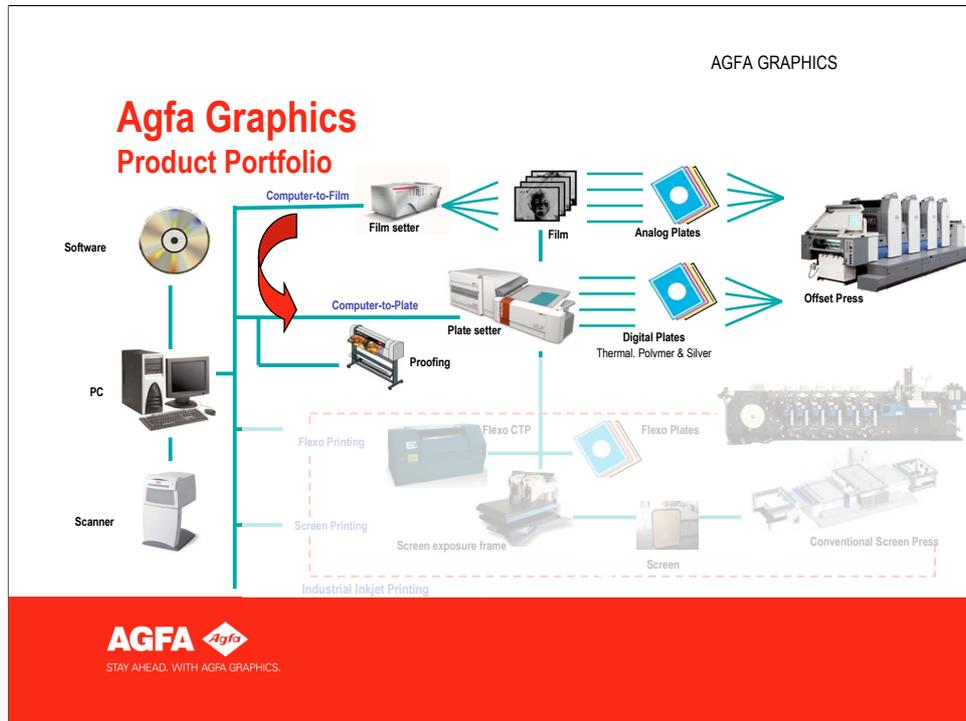
Then there is the various production industries like Offset printing with CTF and CTP (Computer to film and Computer to plate)

There is also a big market for flexographic printing and screen printing

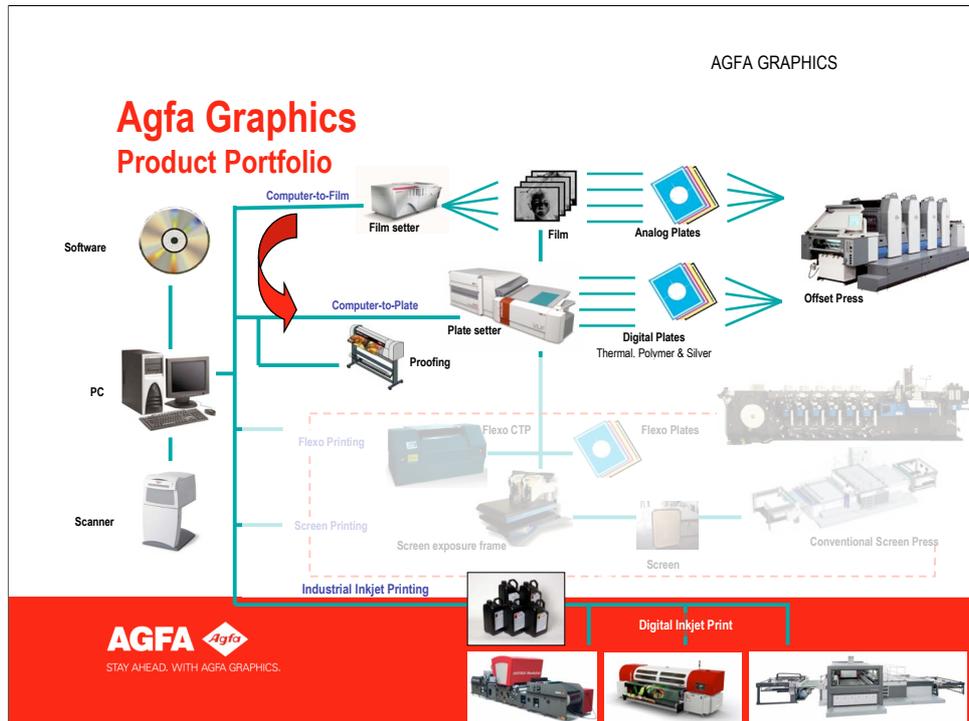


Agfa has played a dominant role as a supplier to these markets when they were all using film in the pre-press

Now that we see a clear transition from CtF in favor of CtP in the offset market which includes the magazine market, commercial printing, newspaper printing and offset labels and packaging... Agfa has also taken a part of that market and is one of the major printing plate suppliers in the market.



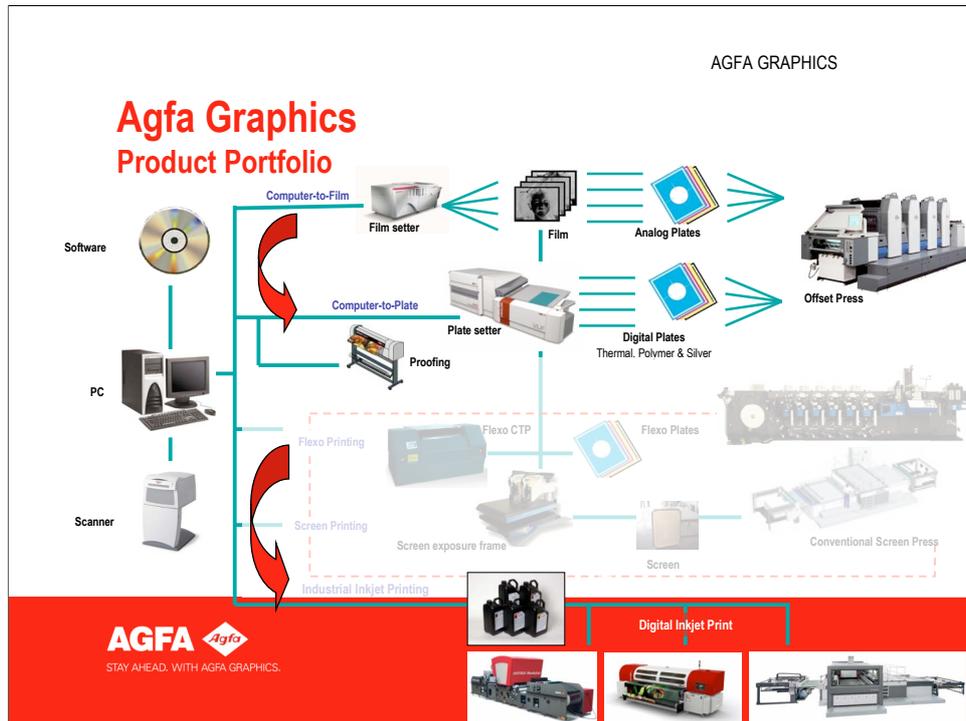
For the flexo and screen market we see a drastic change to more direct to plate systems as well but Agfa in fact is not a player for those new evolutions in that industry.



However ...

with the advent of digital printing, Agfa has decided to become a major player in the inkjet printing, be it in a nice of that business.

Industrial inkjet printing is becoming a major pilar in our product assortment because we have deliberately chosen to focus on UV inkjet printing only. Other technologies like water based inkjet are dominated by other players. But with UV inkjet we find a market nice that is targetted to very specific applications like packaging and signage printing (which includes indoor and outdoor posters)



The digitization moving forward is today is probably most visible in the flexo and screen printing markets. Although new and better solutions are found still for the conventional way of producing print on flexo presses and screen based installations, we see many applications in favor of inkjet solutions.

This of course will bring us to why we are here

The diagram features a red background on the left with the text 'Agfa Graphics' at the top. On the right, under the heading 'Industrial UV inkjet printing', three printer models are listed: ':Anapurna Wide Format printers', ':Dotrix Single Pass Inkjet Press', and ':M-Press'. Below these, a central box labeled 'Digital Inkjet Print' is connected by lines to three images: a set of ink bottles, a roll-to-roll printer, and a sheet-fed printer. At the bottom left is the 'AGFA Agfa' logo with the tagline 'STAY AHEAD. WITH AGFA GRAPHICS.' At the bottom right, the text 'Agfa Graphics UV inks' is displayed.

Just to be complete and to give you some insight in our product portfolio

Agfa has three families of inkjet solutions. I say solutions because many people tie the word inkjet to printers and compare it to the desktop printer you find at your desk at home. I told you we go for the industrial printing market.

The first is the :Anapurna line of wide format printers. Industrial design with UV inks, roll to roll or sheet material, flexible or rigid material. These are real workhorses to serve the signage market in the widest interpretation of the word

Second is our single pass inkjet press which we will discuss later and you will be able to visit here at Reynders

Last but not least is our :M-Press, a 4 color digital solution for screen printers. It prints 90 to 180 full size 2.50x1.40 sheets an hour at high quality. An impressive solution.

Most important in this story is the fact that Agfa produces his own inks, including varnish and white for the wide format solutions and also orange and violet for the 6 colour solutions to come



Lets focus on the :Dotrix now because - as I said before - Reynders Etiketten is using our system for the day to day production of labels, next to their conventional printing presses and next to other digital solutions based from Xeikon and HP

You will see the :Dotrix is a real press. We don't describe it as a printer as it is built on the flexo press from Edale. With this industrial design as a base, we built the color unit on top. It is a four colour Single pass unit with 4 imaging heads. The paper moves under the heads and the system prints ink over the full width of 60 cm.

Due to the use of UV curable inks we offer a wide color gamut. This will in the future even be wider when we introduce the orange and violet print heads. This way we will be able to cover the widest range of Pantone colors.

AGFA GRAPHICS

## Agfa Graphics Dotrix at Reynders

Industrial Design from Edale

SPICE Single Pass Inkjet Color Engine

UV Curable ink

Wide Color Gamut

Instant Dry Imaging

Web paper feed

Medium web (63 cm)



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The :Dotrix is a web press - medium web 63 cm and runs at 24 m/minute or 930 m<sup>2</sup> per hour and last month at LabelExpo we announced that it will run 35% faster in the future. The web press can be online or offline connected to conventional converting machinery for slitting cutting and post processing.

I guess it will be interesting to see the engine running later today. You will have a big show because there is four of those units in production at our host Reynders Etiketten

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