



XEIKON

WALL DECO SUITE

The digital answer to wallpaper production challenges

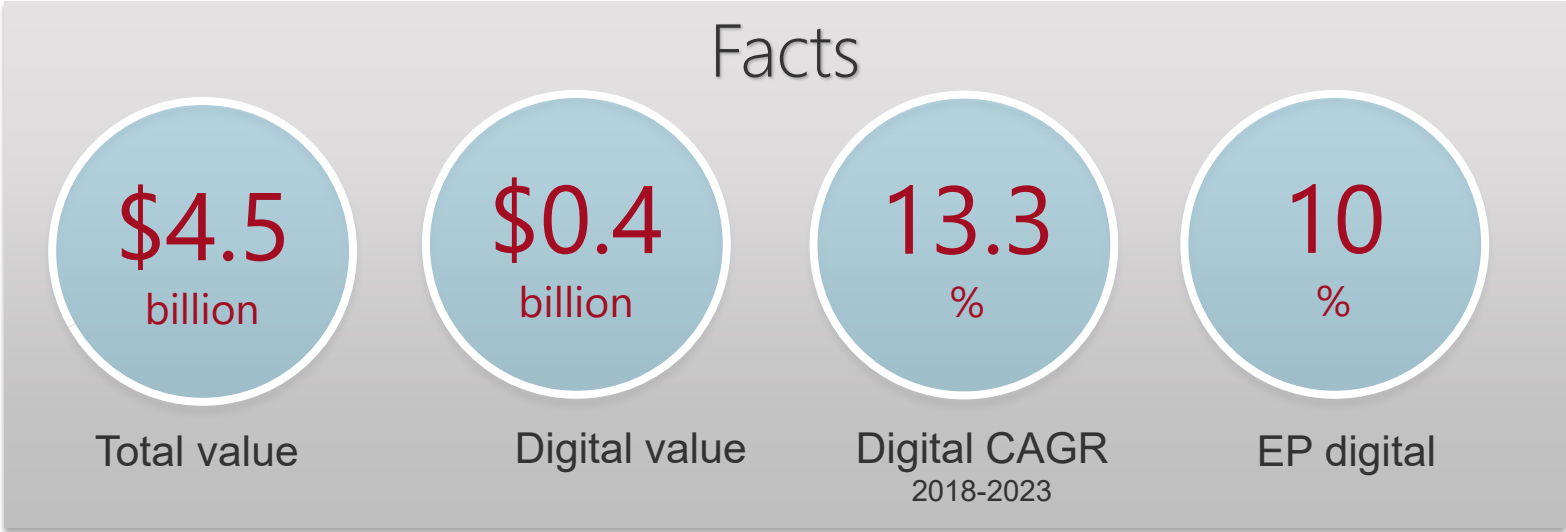
Graphic Arts Segment

a division of **Flint**Group

Business Opportunities / Market overview

GLOBAL WALLCOVERING MARKET

SOURCE: SMITHERSPIRA 2018



Both conventional and digital

Representing ca 2.2 B m²

Both IJ & EP

Representing ca 103 M m²

Equal for both IJ & EP

vs stagnation/decline of conventional

Share of EP within digital

Xeikon being only EP vendor

DRIVERS FOR DIGITAL

SOURCE: FELIX SCHOELLER

- Trend A: Homing & Cocooning
- Trend B: Individuality & personal design
- Trend C: Seasonal decoration & „Do it yourself“
- Trend D: Wall Decoration of
restaurants, hotels, companies
- Trend E: Sustainable Living

Higher demand
for individual Wall Decoration!

DIGITAL!

CUSTOMER CHALLENGES



OBVIOUS ADVANTAGES OF DIGITAL

- ◆ Simpler pre-press (no plates or cylinders)
- ◆ Greater design flexibility (no fixed repeat length)
- ◆ Less waste and time in setup, good color consistency, throughout job and between batches
- ◆ Flexibility of substrates
- ◆ Addresses Environmental concerns

COMMON CHALLENGES FOR DIGITAL

- ◆ Reduce running cost vs latex
 - ◆ Reduce substrate cost
 - ◆ Reduce inventory and waste
 - ◆ Increase time to market
 - ◆ Increase automation (workflow & finishing)
 - ◆ Comply with all regulations
- ➔ Scale up waldeco business whilst improving margins

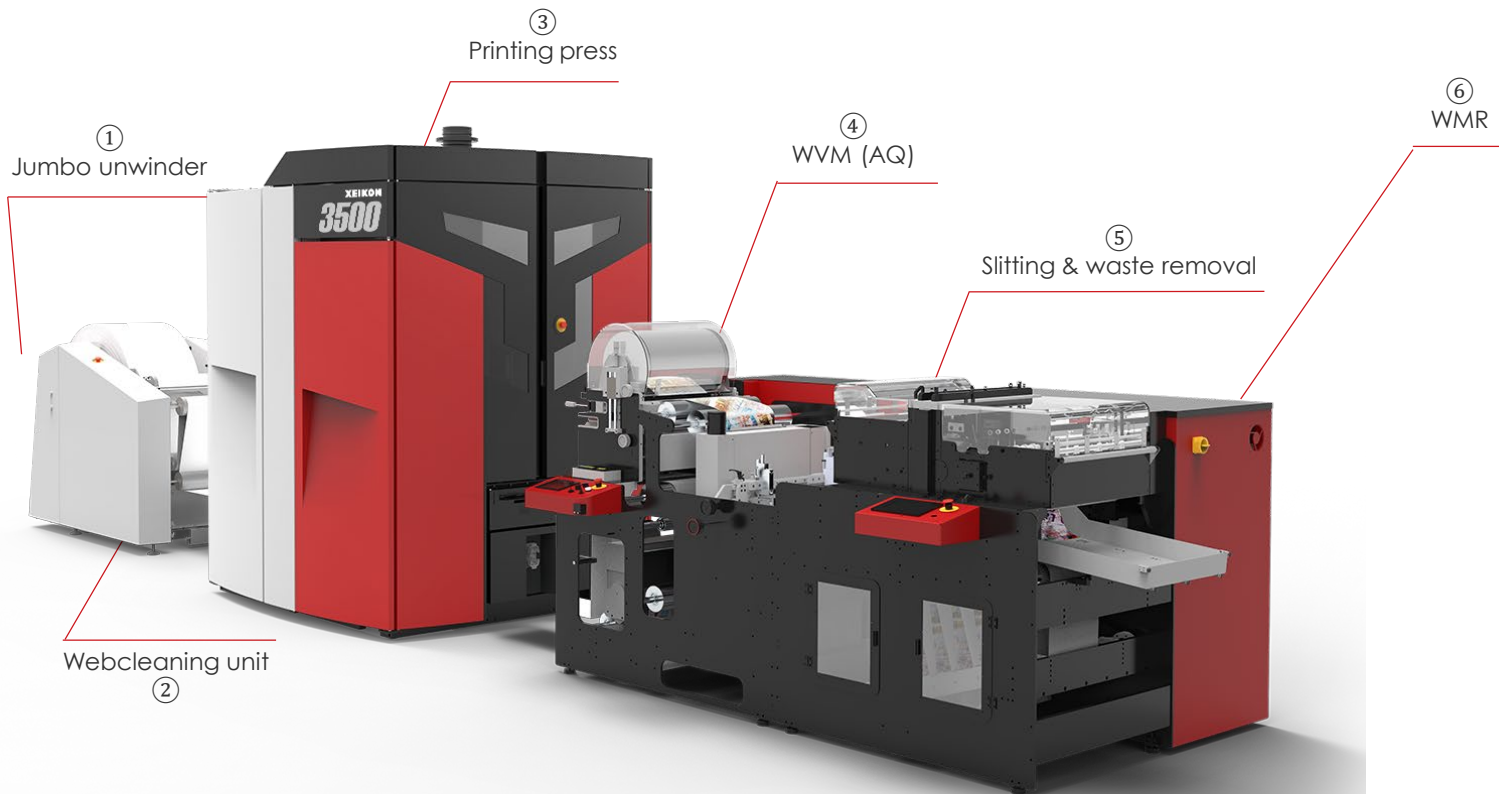


Wall deco suite

Overview

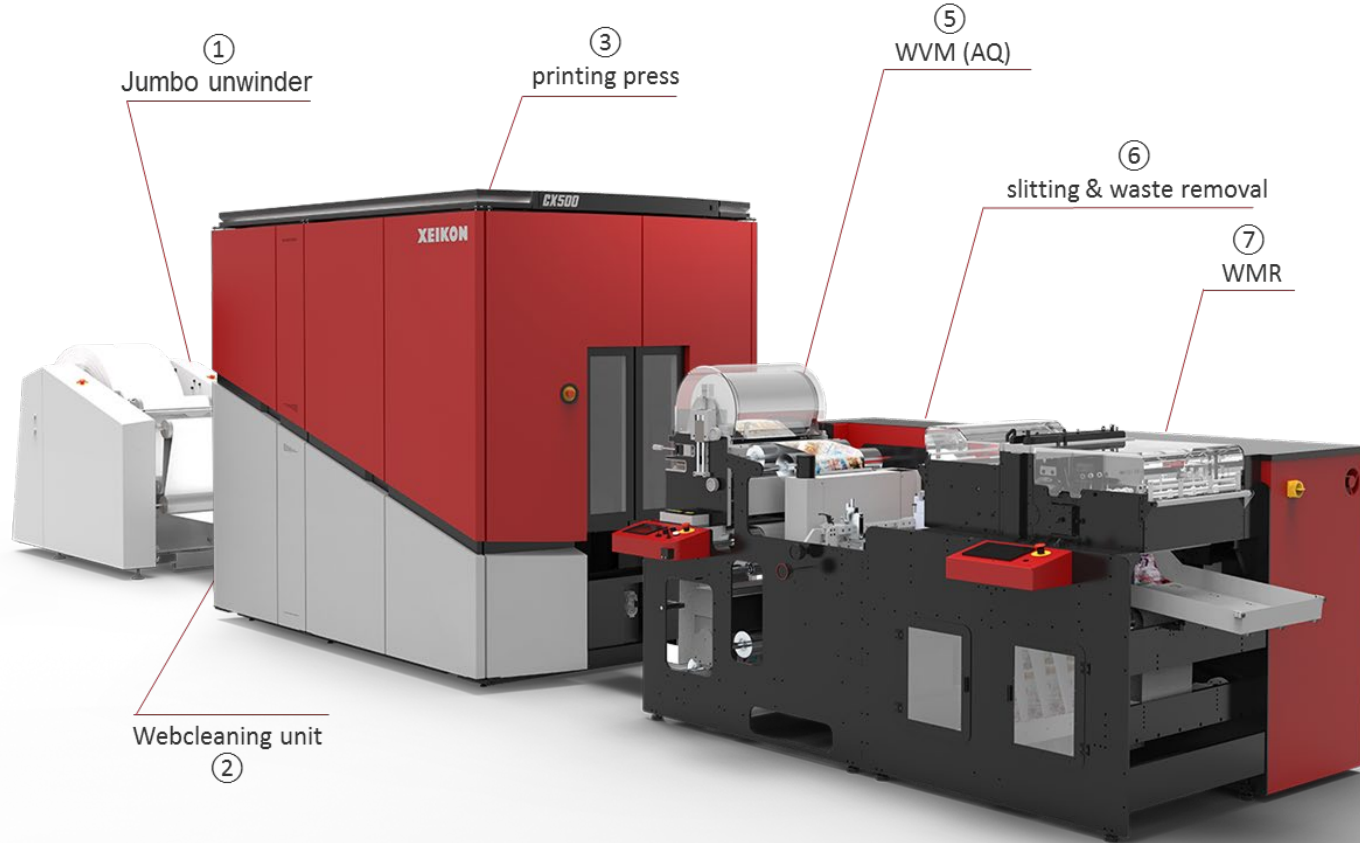
WALL DECO SUITE (BASED ON X3500)

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direct. dedicated. digital.

WALL DECO SUITE (BASED ON CX500)



DIFFERENT SUITE CONFIGURATIONS

Based on budget, volume and application focus

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Category	Core technology	Customer profile	Xeikon press	Production speed
Waldeco factory	<ul style="list-style-type: none">- Gravure- HP latex for trails	<ul style="list-style-type: none">- Has conventional production- Looking for high volume/output	CX500	Up to 936 m ² /h 10,075ft ² /h
Waldeco High end digital	<ul style="list-style-type: none">- HP latex 3.2m, multiple installations	<ul style="list-style-type: none">- Core business is wall deco- Digital production only- Looking for high volume/output	X3500	Up to 600 m ² /h 6,500ft ² /h
Waldeco Entry level digital	<ul style="list-style-type: none">- HP latex 1.6 or 3.2- UV IJ- Ecosolvent	<ul style="list-style-type: none">- Core business on Xeikon is wall deco (incl. Online Printers and web2print)- Building up volume- Speed upgrade X3500 possible	X3050	Up to 290 m ² /h 3,150ft ² /h



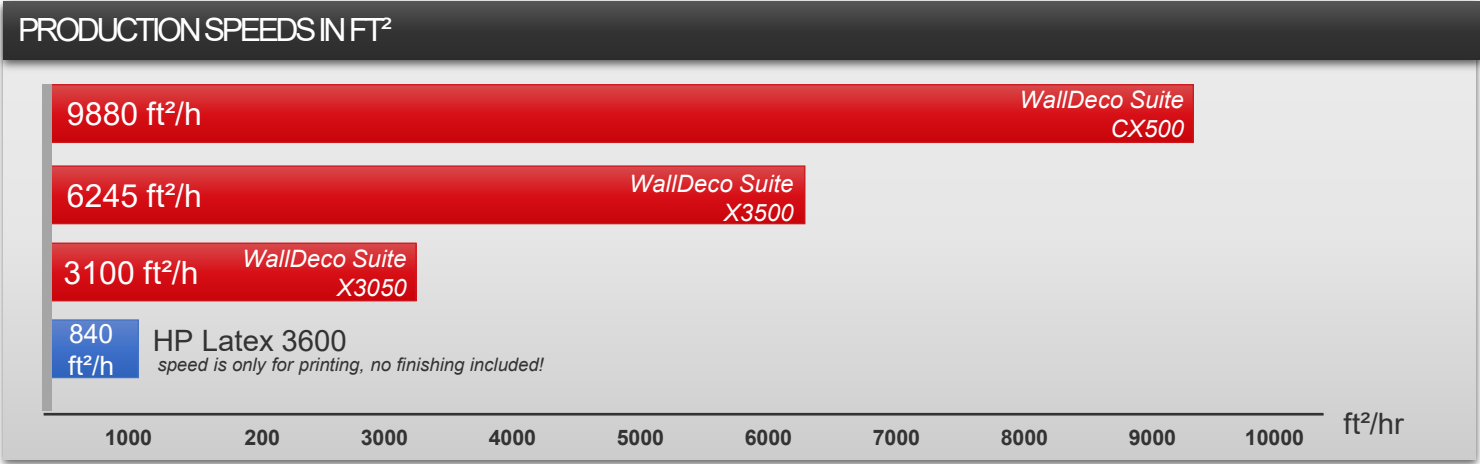
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PRODUCTIVITY COMPARISON (US)

XEIKON ENTRY LEVEL VS HIGH END COMPETITOR



- ◆ The next level for more performance and automation

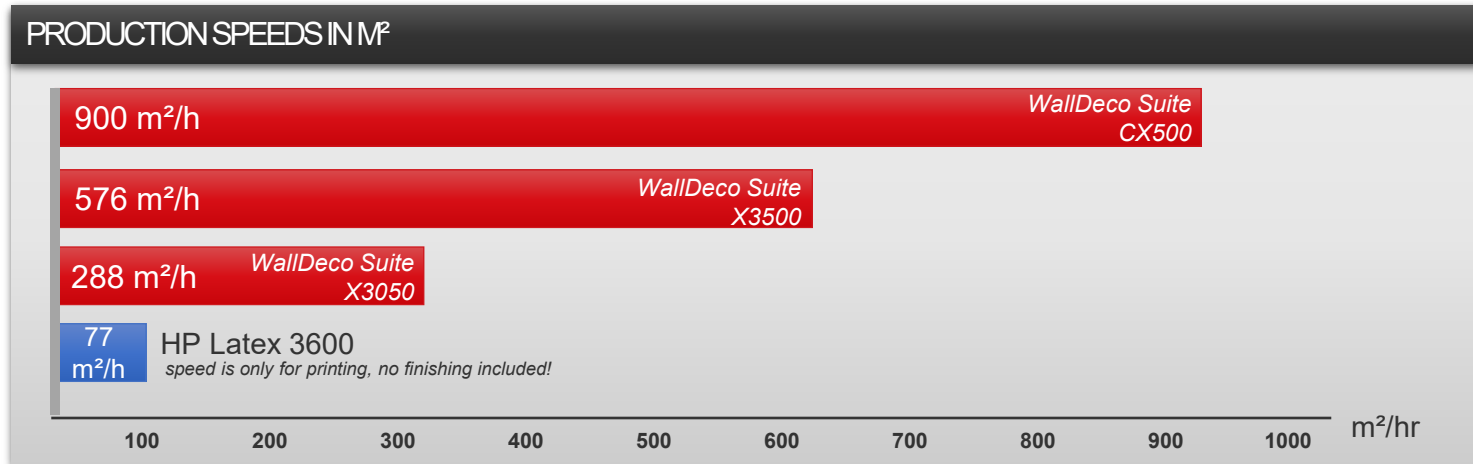


PRODUCTIVITY COMPARISON (EU)

XEIKON ENTRY LEVEL VS HIGH END COMPETITOR

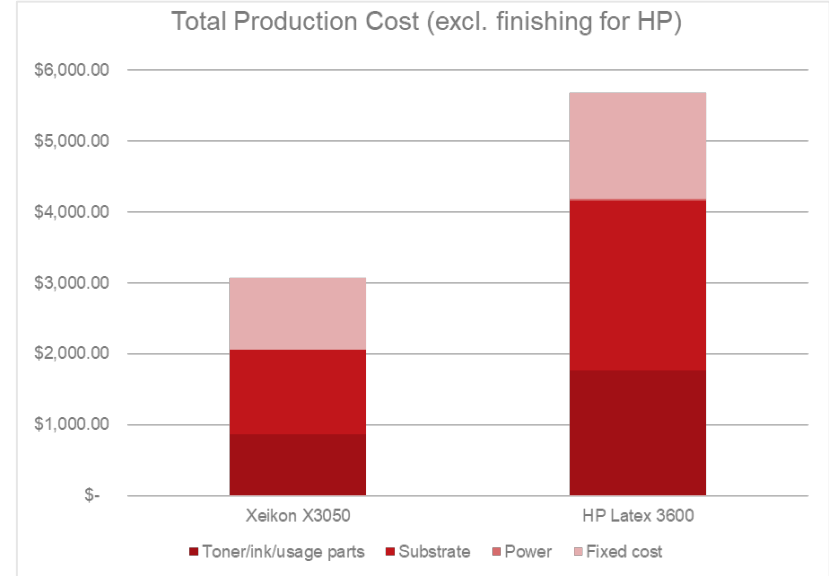
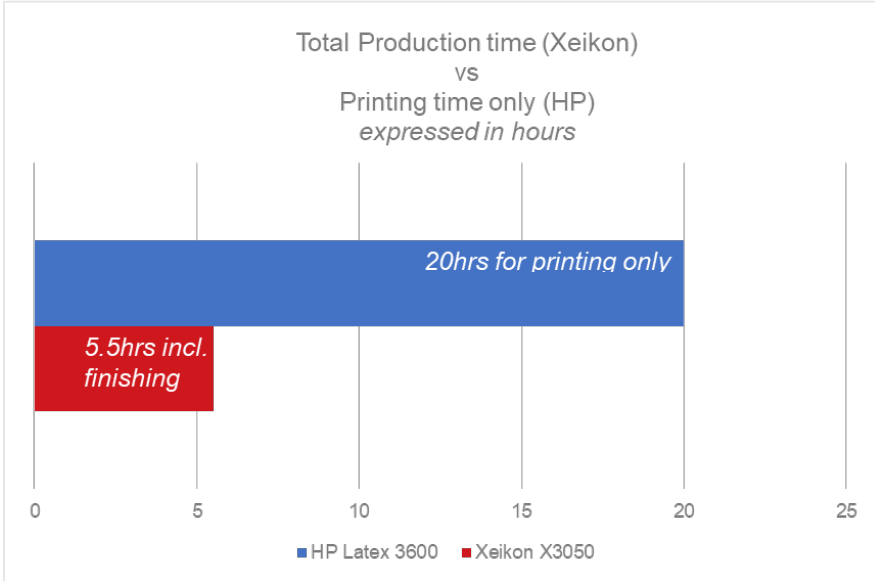


- ◆ The next level for more performance and automation



PRODUCTION TIME AND COST (US)

COMPARISON FOR 16,000 FT²

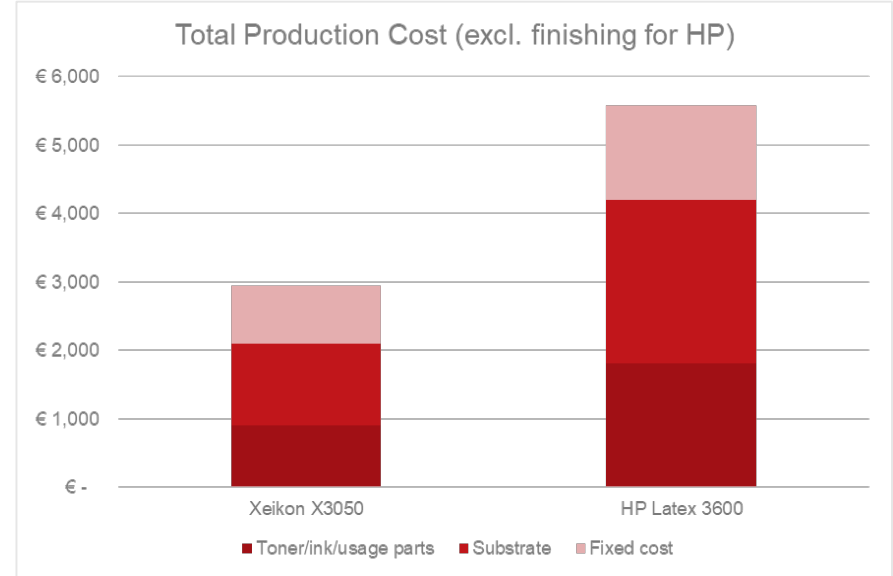
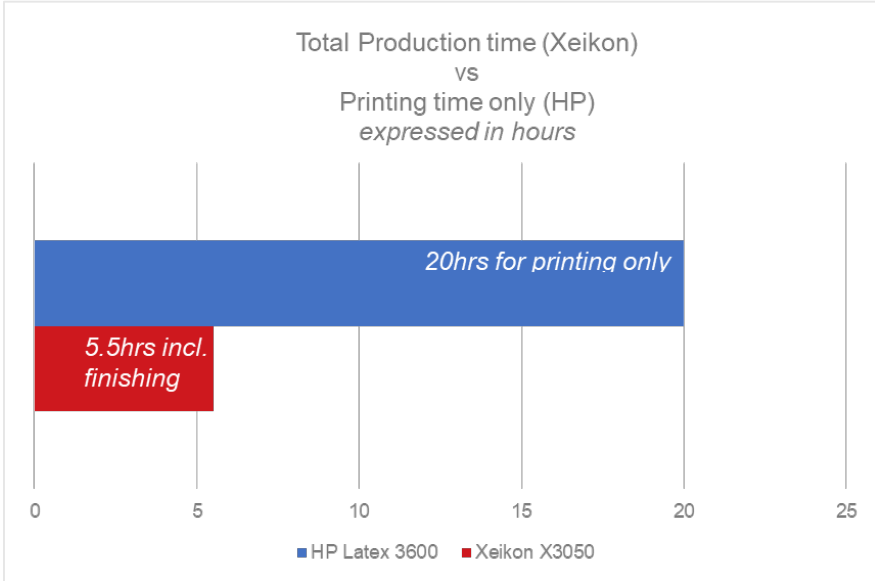


- Xeikon X3050 WallDeco Solution is at least +5 times faster
- Xeikon running cost is only 50% of HP
- Xeikon TCO is only 50% of HP



PRODUCTION TIME AND COST (EU)

COMPARISON FOR 1.500 M²



- Xeikon X3050 WallDeco Solution is at least +5 times faster
- Xeikon running cost is only 50% of HP
- Xeikon TCO is only 50% of HP



Xeikon X3050
Walldeco Solution



HP Latex 3600

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SUSTAINABILITY

Our Xeikon waldeco production lines offer superior sustainability performance.

Many press vendors talk a lot about environmental impact, eco-responsible production, carbon footprint and health&safety.

Xeikon dry toner is the safest, cleanest print technology on the planet for wallcoverings.

Taking care of your customers, your staff and the environment has never been easier.



SUBSTRATES

- ◆ Wide variety of substrates, no pretreatment required
- ◆ Qualified substrates on the website have been tested for good printability
- ◆ printmedia.xeikon.com
- ◆ Increased scratch resistance: WVM



NEU KALISS SPEZIALPAPIER

 LAHPAPER



 Felix Schoeller Group
Best Performing Papers. Worldwide.

 AHLSTRÖM
MUNKSJÖ



Xeikon 3500 wall
decoration press

workflow software

dry toners

substrates

pre and post
equipment

direct. dedicated. digital.

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 **UNIQUE INTEGRATED AND AUTOMATED SOLUTION**

 **SUPERIOR PRINT QUALITY**

 **HIGHEST PRODUCTIVITY IN DIGITAL PRODUCTION**

 **LOWEST CONSUMABLE COST AND TCO IN DIGITAL PRODUCTION**

 **SUPERIOR SUSTAINABILITY PERFORMANCE**

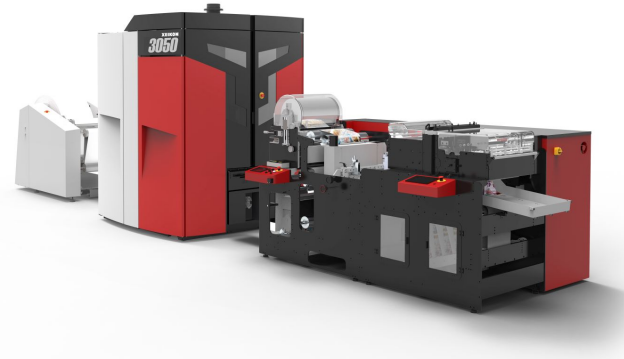
 **LOWEST SUBSTRATE COST IN DIGITAL NON-WOVEN**

Unique overall value proposition

Zeikon is the best solution on the market for professional and profitable production of high quality wallcoverings and murals.

Adopting Zeikon technology will result in:

- ⇒ faster time to market
- ⇒ produce higher volumes in less production time
- ⇒ higher profit margins



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ENDLESS POSSIBILITIES





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THANKS
for your time, we appreciate it.

www.xeikon.com

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