

What They Think Technology Outlook: Digital Printing

Ralf Schlözer, digitalprintexpert.de

May 22, 2023



Get the most out of this webinar...

- SEND US YOUR QUESTIONS DURING THE WEBINAR
 - Please use Q&A box rather than Chat
 - There is a Q&A at the end
- Downloadable archive—slides and audio—will be available by the end of the day

Canon

CANON SOLUTIONS AMERICA

CUSTOMER FIRST. ALWAYS.

WE HAVE YOUR BACK.

Canon Solutions America helps with:



Ensuring remote
service and
technician availability



Sourcing ink and toner
for peak cycles



Proactively managing
parts inventory



Minimizing labor needs
with easy-to-run presses

DISCOVER MORE REASONS TO WORK WITH US

[PPS.CSA.CANON.COM/PEAK](https://pps.csa.canon.com/peak) | 877.623.4969

**PRINT
BEYOND
LIMITS.**



Our Presenters



Ralf Schlözer

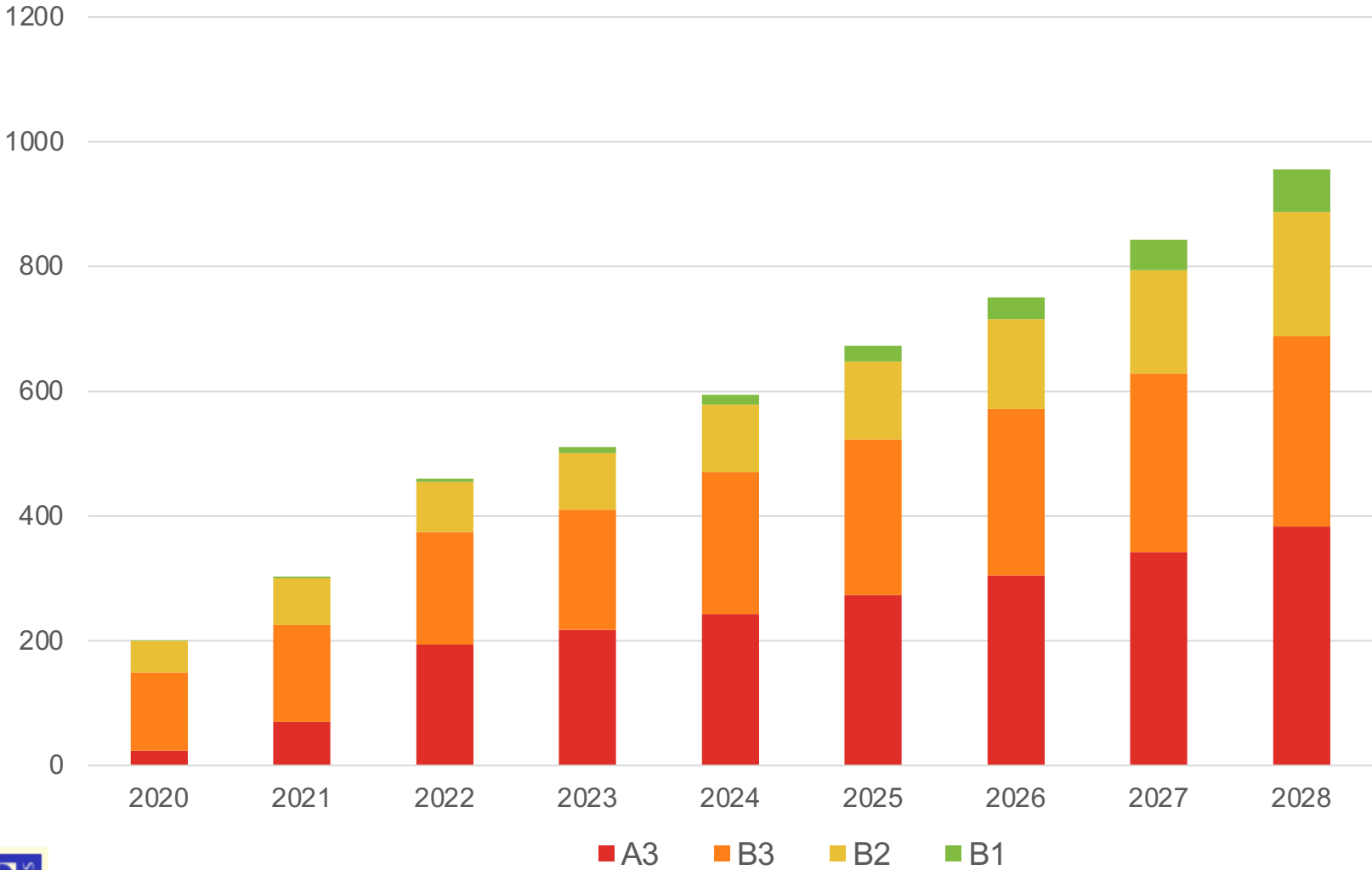
Digital Print in Commercial

- The focus of this webinar is on commercial & document printing hardware
 - Software will be covered by Workflow Experts Pat McGrew and Ryan McAbee on Tuesday May 23 - 1PM Eastern
 - Label & packaging by Printing Expert David Zwang on Thursday, May 25 - 1PM Eastern

Topics

- Inkjet installations on the rise again
- New inkjet press offerings in past 12 months
- New EP press offerings in past 12 months
- Hardware trends – driving automation
- Print volume expectations
- Outlook

Cut-sheet Inkjet placements



Trends

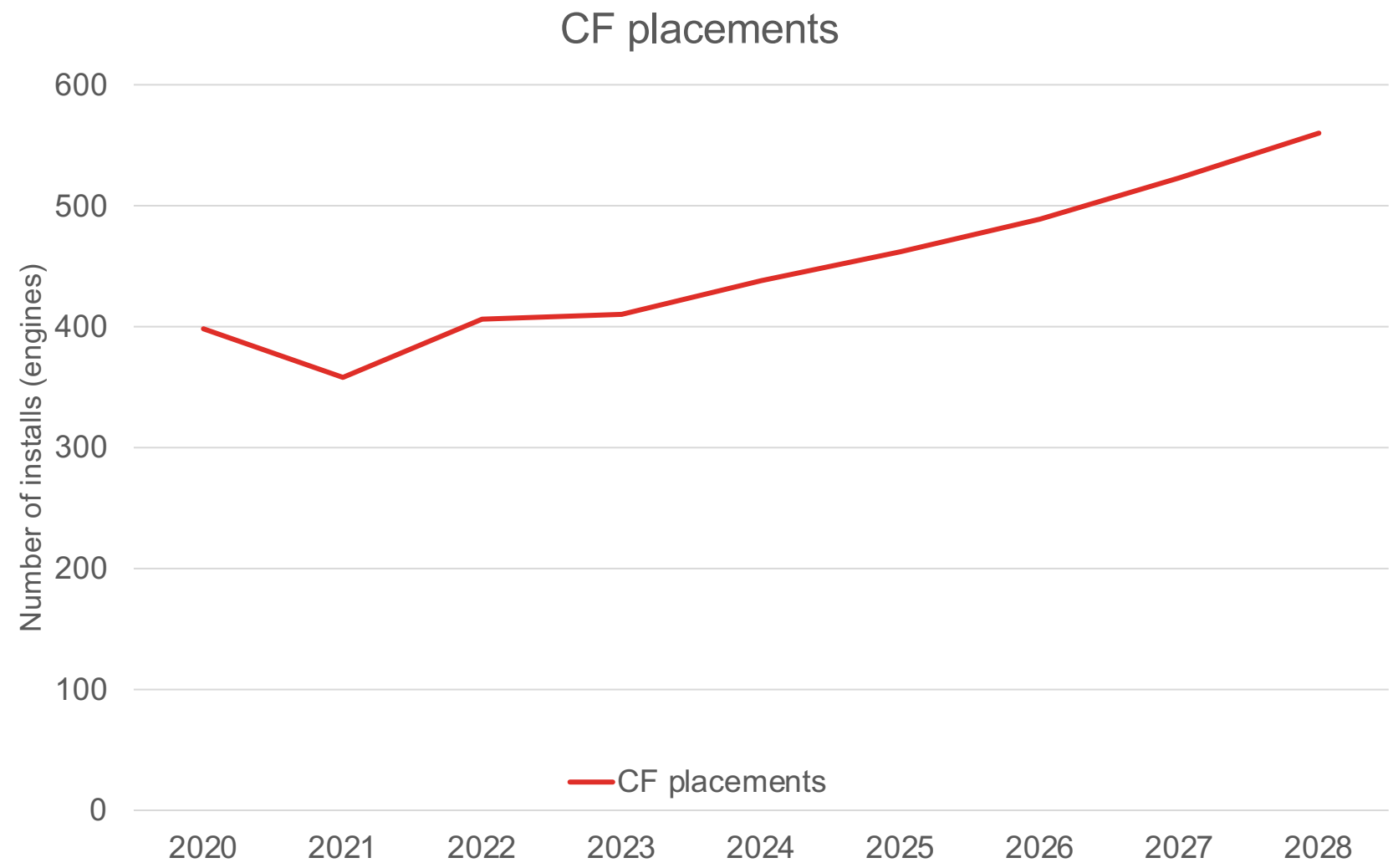
Growth in 2020-2022 driven by A3/B3

- A3 (RISO and Kyocera inc OEMs) for lower volume sites and wide mix of business and publishing applications
- B3 (Canon and Xerox) increasingly moving into commercial
 - Driven by higher quality and support for coated paper



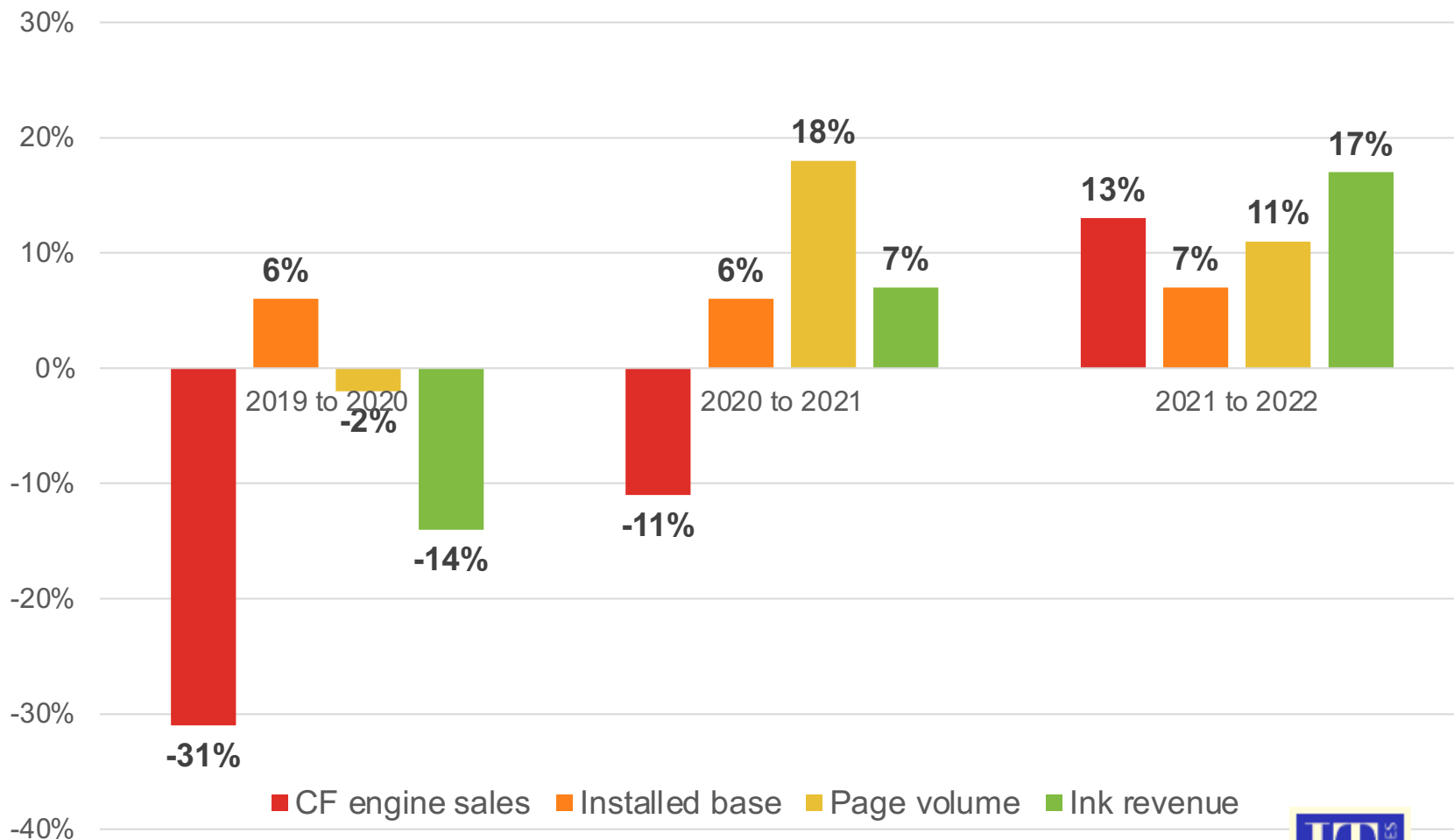
Trends

- Market has reached maturity
- Sales peaked in 2017 with 611 engines
- Future growth driven by graphic arts usage
- Installed base still growing



Turning around CF inkjet

% changes year-over-year



Global recovery

- 2020 and 2021 affected by pandemic and supply chain issues
- Placements rising again
- Installed base keeps on growing
- Print volume growth lower after rebound
- Revenues higher than pre-pandemic



WhatTheyThink!

New Launches in last 12 months

- Limited number of launches
 - Commercial hardware market is reaching some level of maturity
 - Activity remains higher in label & packaging
 - Still a steady volume shift towards digital print in commercial & document printing
- Inkjet ahead in number of launches in commercial
- Some EP launches and upgrades

New in 2022/2023 - Canon ProStream 3000



- Replaces ProStream 1000 Series
- 2 Speeds: 133 m/min or 80 m/min (436 fpm or 262 fpm)
- Reduced set-up & service times and energy consumption
- Improved splice handling
- Wider paper range and improved speed for heavy stocks
- New drier design
- Available now

New in 2022/2023 – HP Advantage 2200

HP Advantage 2200 at Hunkeler innovationdays 2023 in 2 drier configuration



- Completely new design for 2-up presses
- Significant upgrade launched at Hunkeler innovationdays
 - High quality mode up to 500fpm / 152 m/min
- Lots of variability: 1 to 3 driers
- Very compact design
- Smart Workcell controller – intelligent batching and imposition of jobs
- Also sold by Bluecrest as IntelliJet

WhatTheyThink

More details at: <https://inkjetinsight.com/knowledge-base/whats-the-advantage-a-new-inkjet-press-from-hp-pagewide-industrial/>

New in 2022/2023 – Kodak Prosper 7000

Kodak Prosper 7000 in Dayton Demo centre



- Built on Stream Technology and Prosper 6000
- Lifting speed to 410 m/min or 1,345 fpm = 5,523 ipm in Turbo mode
 - Fastest web speed on market
 - Max res of 600 x 900 dpi at 650 fpm
- Coated and uncoated papers from 42 to 270 gsm
- Targeted for mailing, transactional, newspaper printing or text books

WhatTheyTh!nk

More details at: <https://inkjetinsight.com/department/high-speed-production-inkjet/setting-records-kodak-prosper-7000-turbo/>

Other launches in Inkjet

- HP **PageWide T485 HD**
 - New inks & heads
- Kodak **UltraStream 520**
 - Shown publicly first time
- Ricoh **Pro VC70000e**
 - Shown publicly first time
- Miyakoshi **MJP20EXG**
 - 2-up, compact & affordable
- Plus several Chinese inkjet launches at China Print 22
- MGI **AlphaJet**
 - Official Launch in Oct 2022
 - More for specialty applications
- Ricoh **Z75**
 - Beta site made public
 - Exhibited at IGAS 22
- RISO **Valezus**
 - T2200 – twin engine
 - 330 ipm (up from 320 ipm)
 - T1200 – single engine



Miyakoshi MJP20EXG



RISO Valezus T2200

New in 2022/2023 - Canon imagePRESS V-series



Canon imagePRESS V1350



Canon imagePRESS V900

- Canon completing imagePRESS overhaul with the V-Series
 - Replacing the old imagePRESS-Series introduced in 2006
- V1350 as new top speed model with 135 ipm
 - Higher speed, more robust
 - 2,400 x 2,400 dpi imaging
 - New fusing & cooling
 - Heavier paper – up to 400 gsm
 - Announced on Oct 22, now available
- V700/800/900 light production models
- Joining V1000, launched early 2022

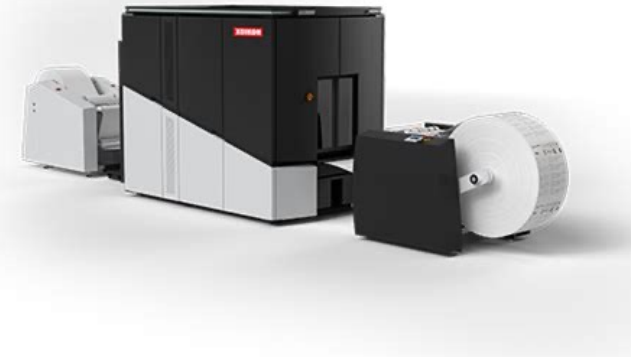
Also new in EP

- Fujifilm ApeosPro C-Series
 - Light production colour



- Konica Minolta AccurioPrint 850i and 950i
 - Mono light production

- Xeikon SX20000/30000 (Sirius)
 - Shown for the first time (originally announced in 2020)



If you don't like what you see – build your own: Memjet DuraBolt



- Inkjet solution out of the box, including inks, fluid & maintenance system, electronics, DFE
- Can be bought directly from Memjet
- Process colour up to 324mm/12.7" width
- Monochrome print bar up to 990mm/39"
- Resolution up to 1600 x 1280 dpi
- Speed settings from 68 m/min (225 fpm) to 137 m/min (450 fpm)
- Pigment ink

PS: There are a lot of custom inkjet integrators out there

WhatTheyTh!nk



Fujifilm – A new player in digital print emerging

FUJIFILM
FUJIFILM Business Innovation Corp.



- Fujifilm has been serving the commercial/document print market for years, however with limited focus on digital print
- Historically supplying most EP hardware to Xerox
- Bought out stake in FujiXerox in 2019, ending resales agreement
 - FX renamed as Fujifilm business innovation
- Offering broad range of digital presses now: commercial inkjet, commercial EP, LFP, Packaging, industrial, custom integration
- Scaling up sales & service massively
 - Adding more sales countries
- New OEM: Sharp

WhatTheyTh!nk

Fujifilm – A new player in digital print emerging



- More new hardware on the horizon – based on presentations at IGAS 2022
- B2 Revoria
 - First dry toner B2 press
 - 2,500 sheets/hour planned
 - Target volume: 300k B2 sheets/month
 - Space for 6 colours
- Jetpress 1160CF
 - Based on Jetpress imaging engine
 - New inks
 - 520 mm wide
 - Up to 160 m/min @ 1,200 x 600 dpi
 - Available in some countries in AP region already
- Jet Press 2150CFG
 - Similar specs but for offset coated paper
- Fujifilm will make announcement in 2nd half of their FY on potential US/EU launch

WhatTheyThink!



MegaTrends in Print

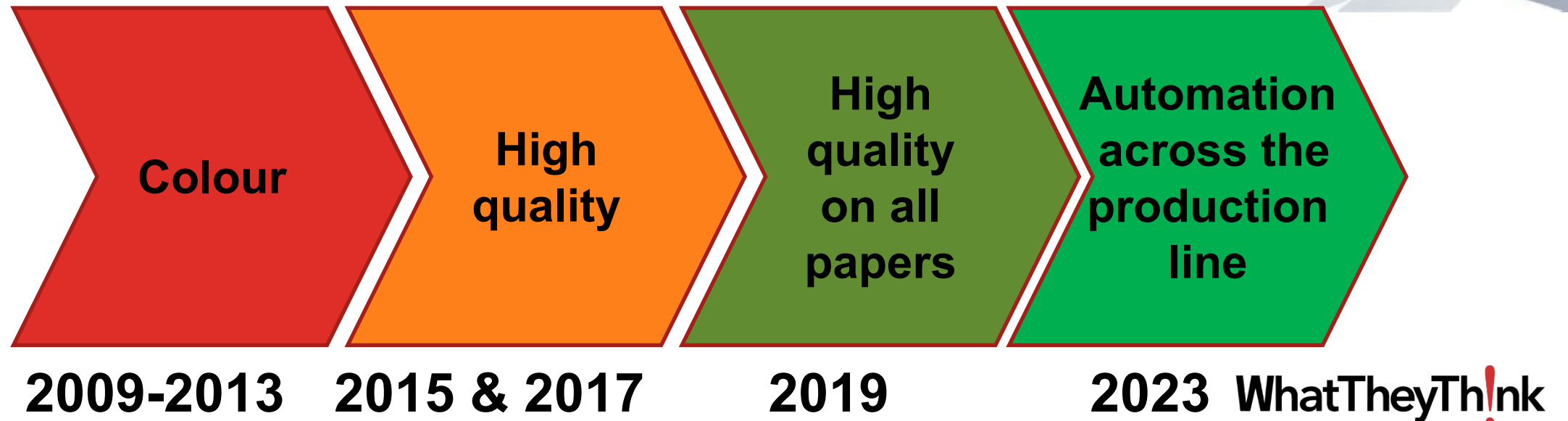
- **Automation** across the full production process
 - Saving labour
 - Enabling lower skilled labour
 - Reduce process times
 - Driven by large users vendors start to take a holistic view (across multiple processes)
- Increasing focus on **environmental** properties
 - Trackability and CO2 accounting
 - Bringing waste to zero
 - Reducing drying energy
 - Supporting environmentally friendly materials
- Supply chain and paper availability issues losing importance
 - Prices remain high however

Hunkeler innovationdays

- Return of the international trade show
- The biggest showcase of high-speed inkjet technology
- Mirroring the high vol. digital print trends

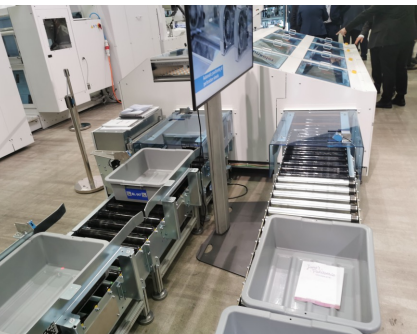
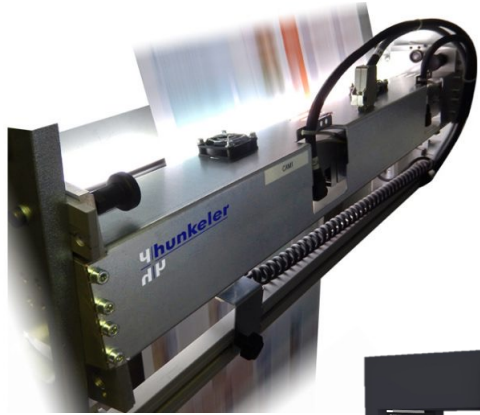
hunkeler
dip

innovationdays 2017
February 20 to 23, 2017
Lucerne, Switzerland



Efficiency Trends

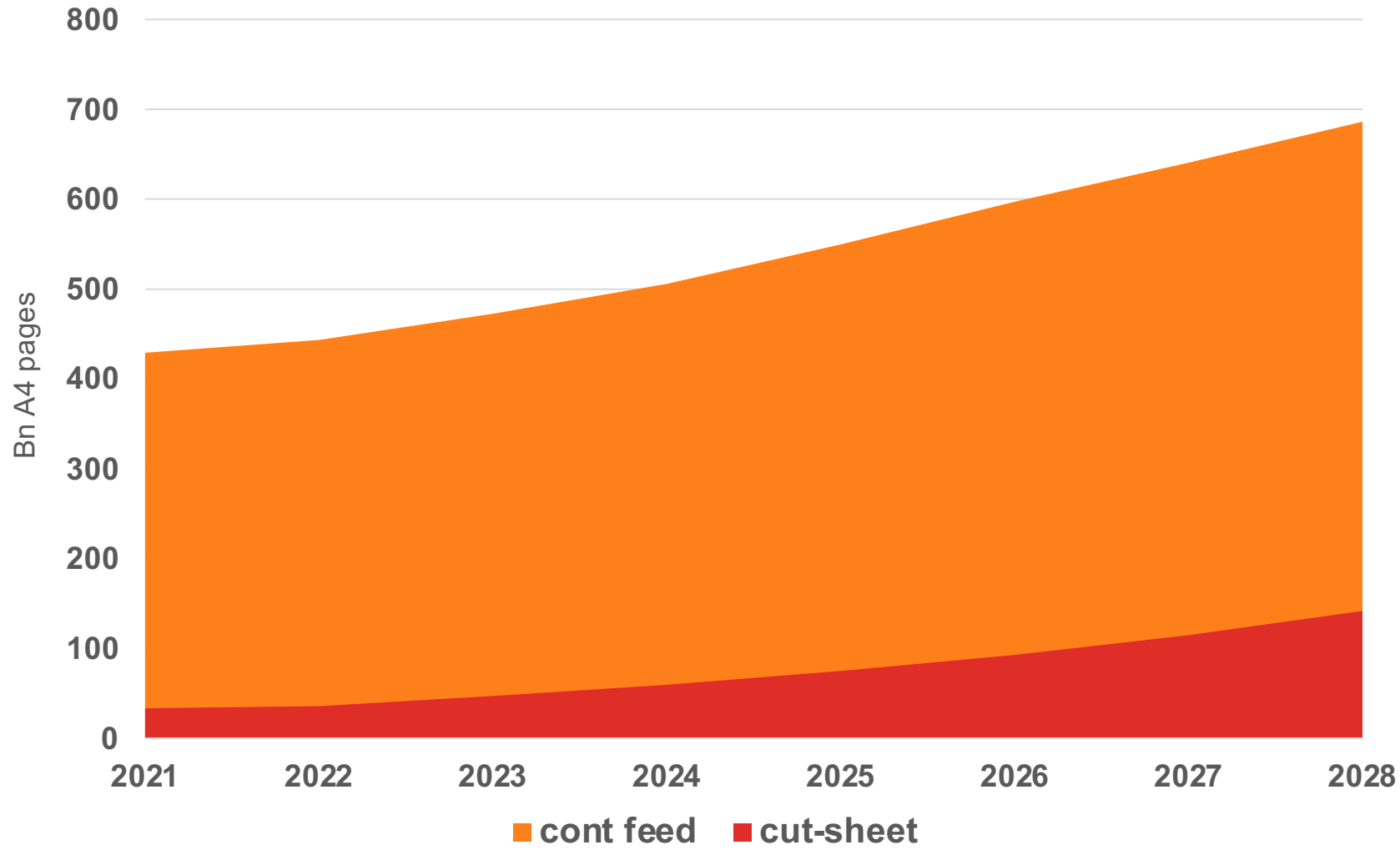
Vision systems – Auto-splicer - Robotics



- **Vision systems** becoming more widespread
 - Often standard on high-quality presses
 - Including software and AI for improved set-up and problem fixing
- **Auto-splicing** options increasing
 - Presses better prepared to handle splices
- More focus on **robotics**
 - E.g. Bobst acquiring robotics company / MBO CoBo stack / Hunkeler sorting system
- Plus a lot of **control integration**

Inkjet driving digital print volume

Print Volume Inkjet

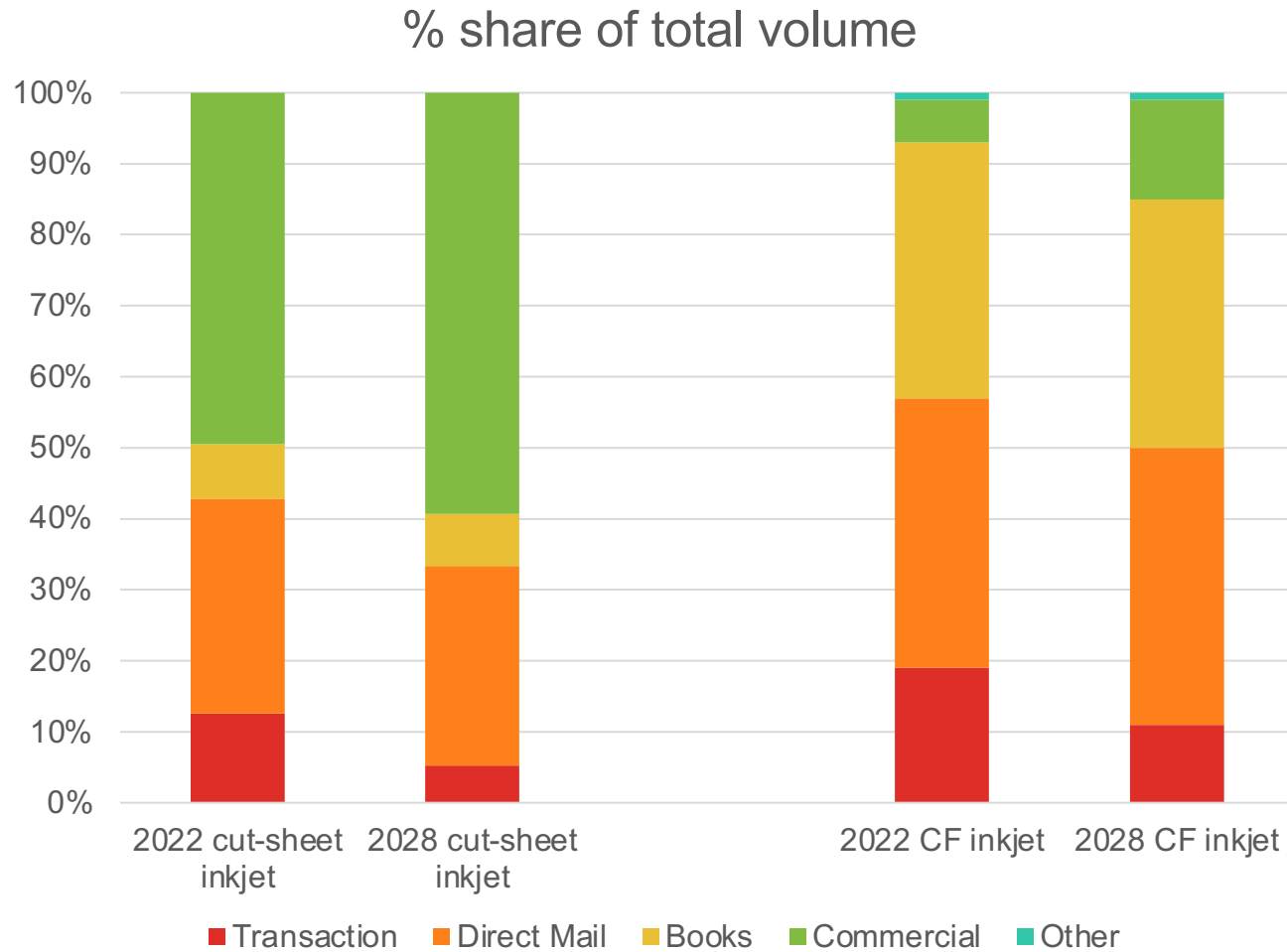


Global inkjet print volume

Sheetfed
CAGR 26%

Cont. feed
CAGR 8%

Inkjet print volume by application



Cut-sheet and CF still serving different markets

Commercial print volumes on the rise

Digital Print Applications

- Productivity and quality opening up higher volume commercial print volumes
 - Especially inkjet starting to eat into offset
 - On-line printers scaling up inkjet investments
- Books remaining very strong
 - A big driver of production line automation
 - The advantages of digital are in the logistics all around
- Direct mail with some renaissance
 - As postal costs rise strategies to become postage efficient are important, such as DM-postcards and thin paper
- Applications are getting more diverse
 - Photo merch, games, tags, bags, pharma, puzzles, cards, decals, ...

Outlook

- Holding breath for drupa
- Still new players entering inkjet market
- While CF inkjet matures, cut-sheet inkjet is still underserved
 - Four main product classes with typically 2-3 vendors in each
 - A3/B3 inkjet choice to grow soon
 - B2/B1 with a longer ramp-up. Drupa 2024 might be too soon
 - Packaging inkjet developments as catalyst
- Print quality not a discussion point anymore
- Automation will remain in focus
 - Especially connecting all processes steps



Q&A

Send us your
questions!

Technology Outlook Continues!

- May 23—Software & Workflow, presented by Pat McGrew and Ryan McAbee
- May 24—Labels & Packaging, presented by David Zwang
- May 25—Wide Format & Signage and Textiles & Apparel, presented by Richard Romano and Cary Sherburne
- May 26—Finishing, presented by Kevin Abergel and Trish Witkowski

For more information and to register visit whattheythink.com/webinars

WhatTheyTh!nk

 @whattheythink

Thanks for joining us!