

Canon Europe at Pre-drupa Media Conference

Tuesday 1 March 2016

come

and

see

Canon

Introduction



Peter Wolff

Head of Commercial Print,
Canon Europe



Mark Lawn

Head of Professional Print,
Canon Europe

Canon Today

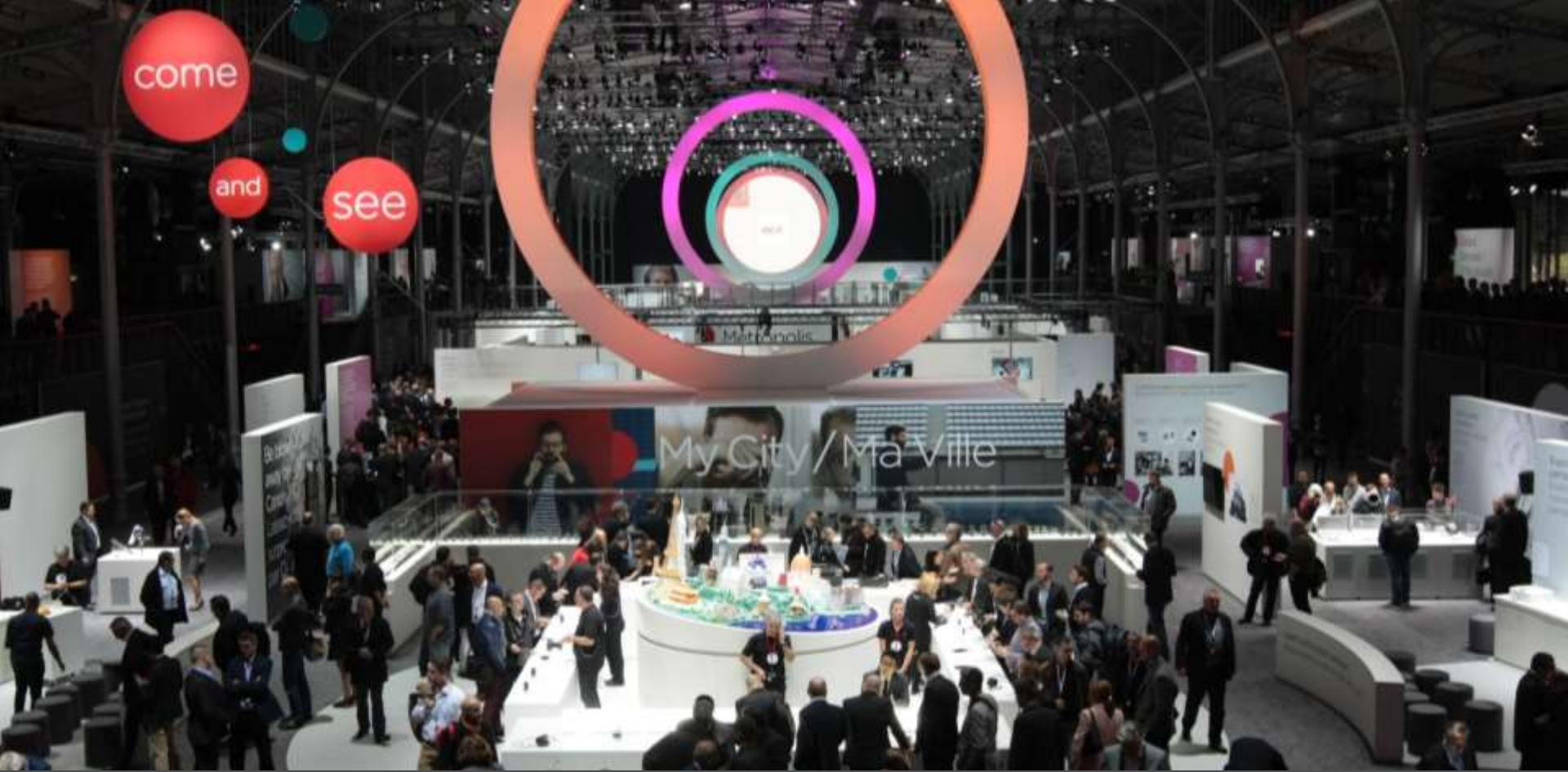
Peter Wolff

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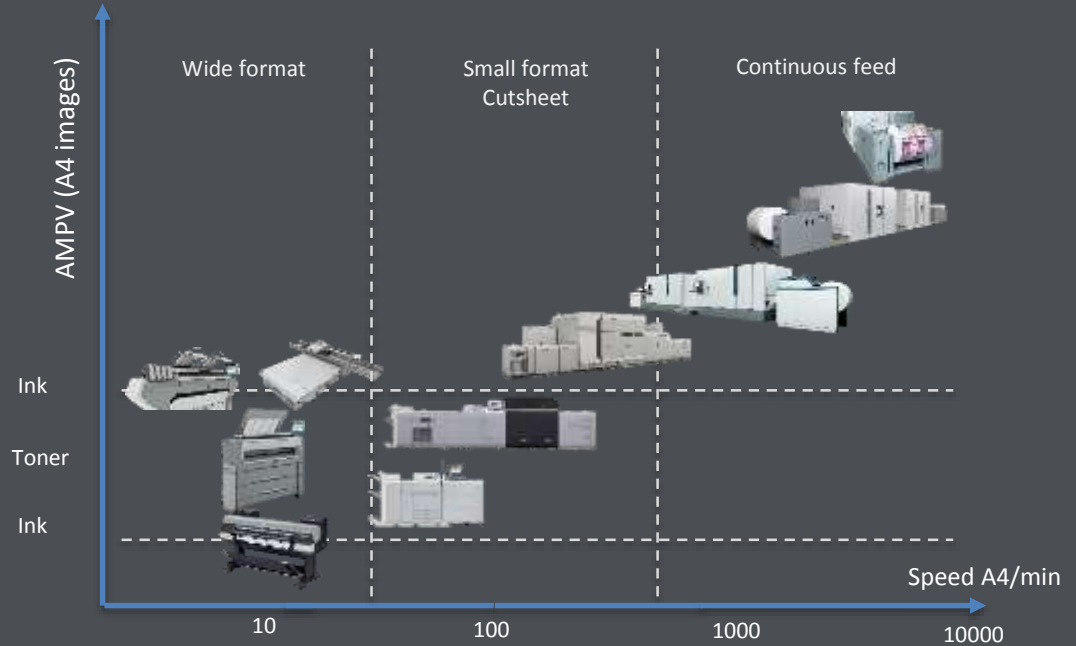


World Leader In Imaging

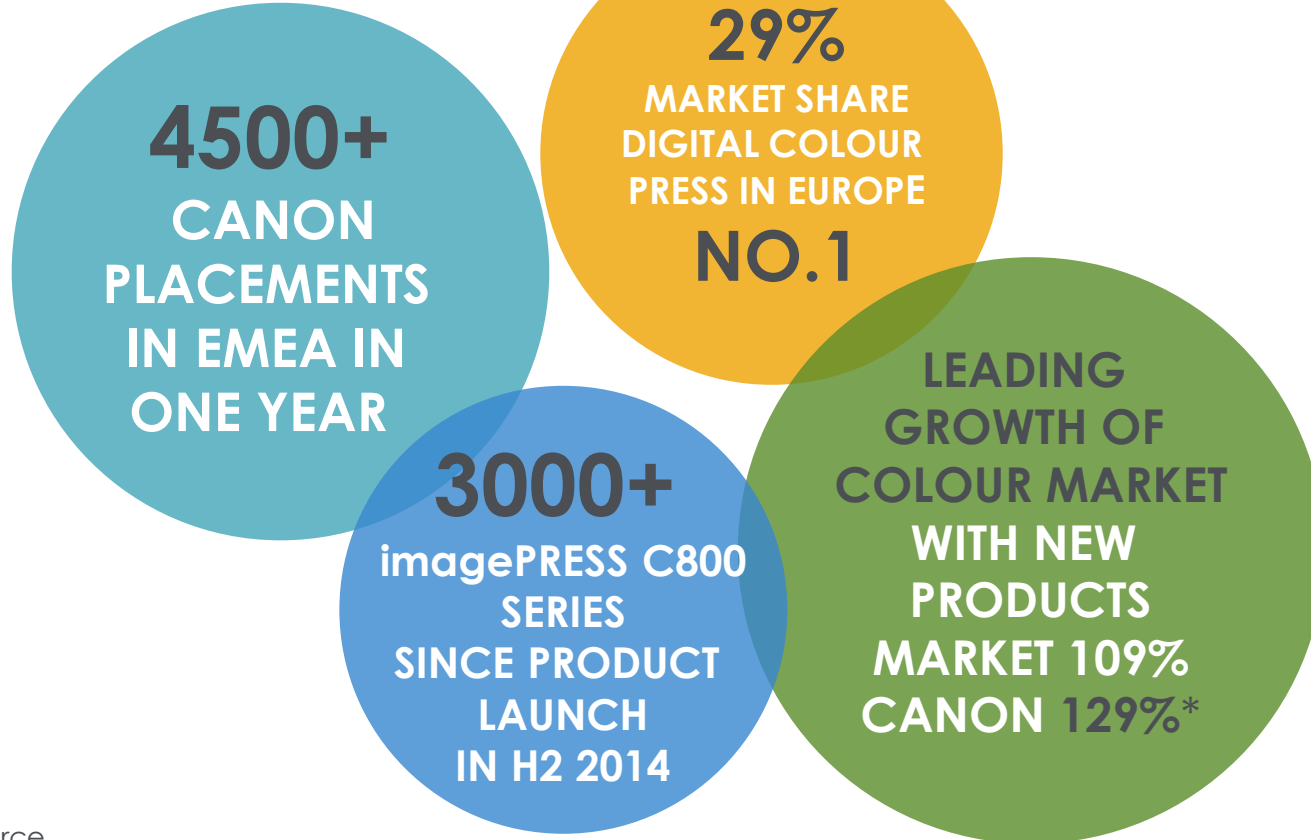
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Canon – a leader in production print

- Leading supplier across all digital production platforms
 - Dry toner
 - Inkjet – continuous and sheetfed
 - Small and large format
- Extensive portfolio of toner and inkjet solutions across all applications



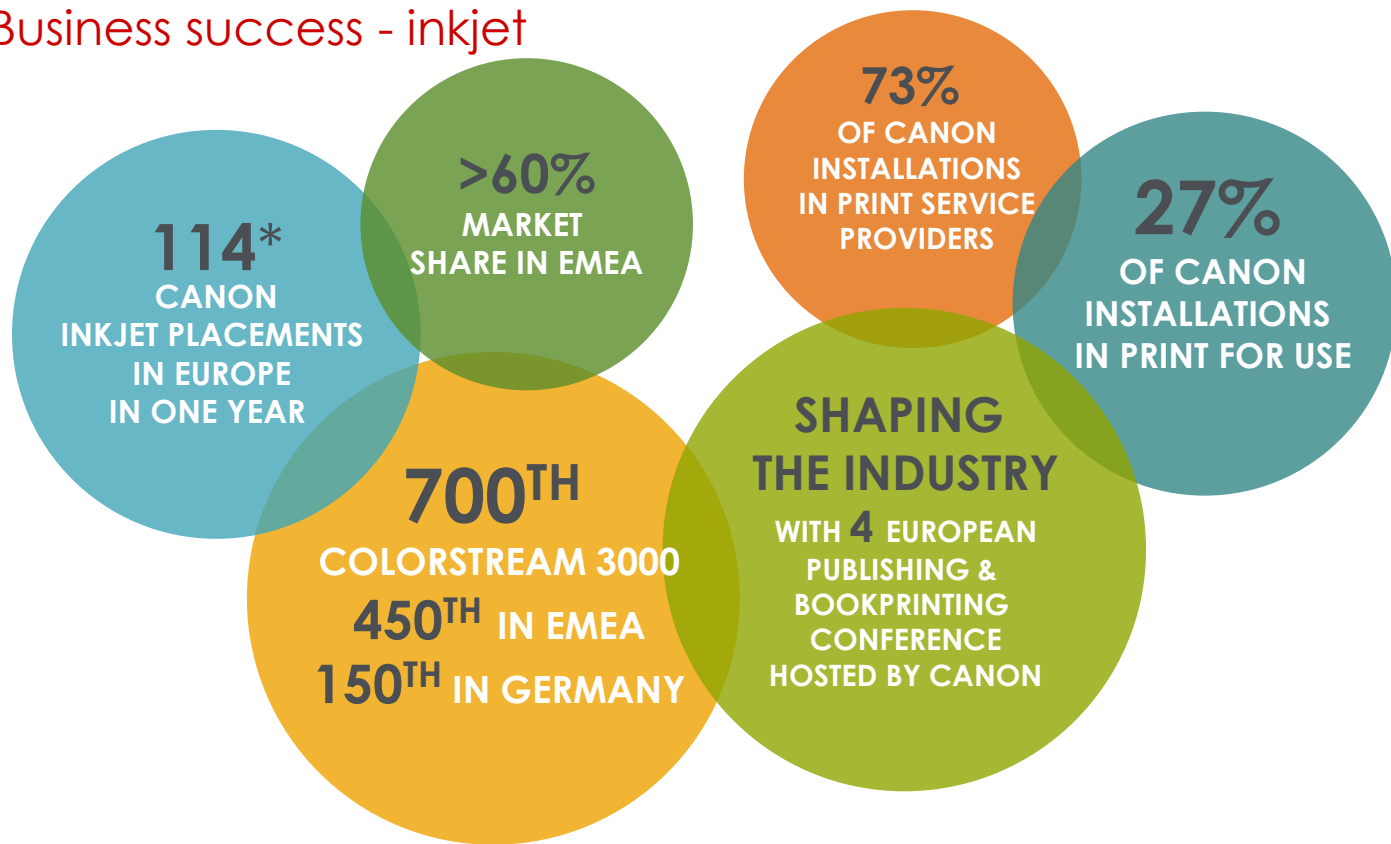
Business success - toner



*InfoSource

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Business success - inkjet



*InfoSource 2015

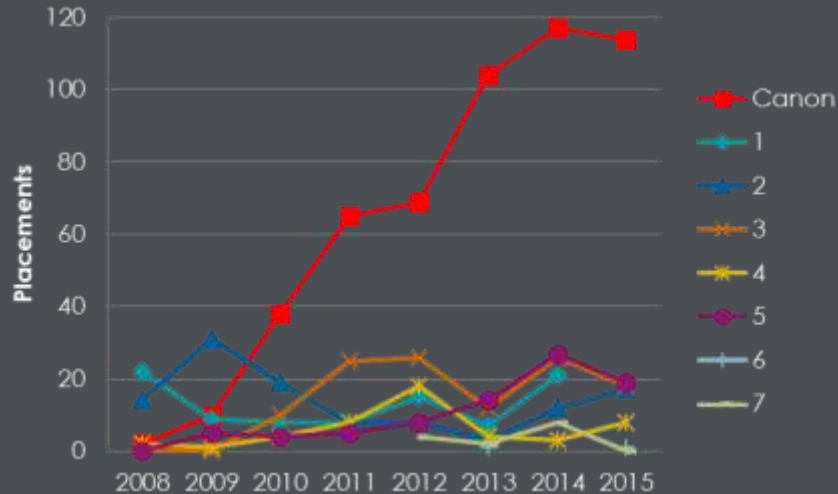
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Canon – success in 2015

+18% Placements

CAGR 2012-2015*

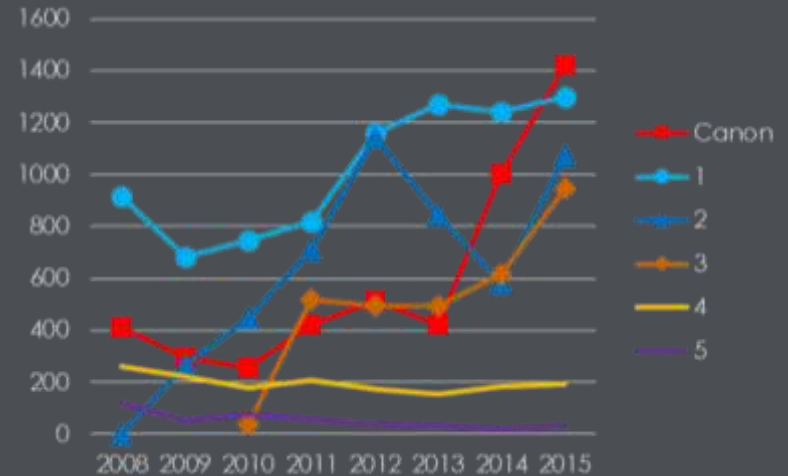
Continuous Feed Inkjet Placement in Europe



+40% Placements

CAGR 2012-2015*

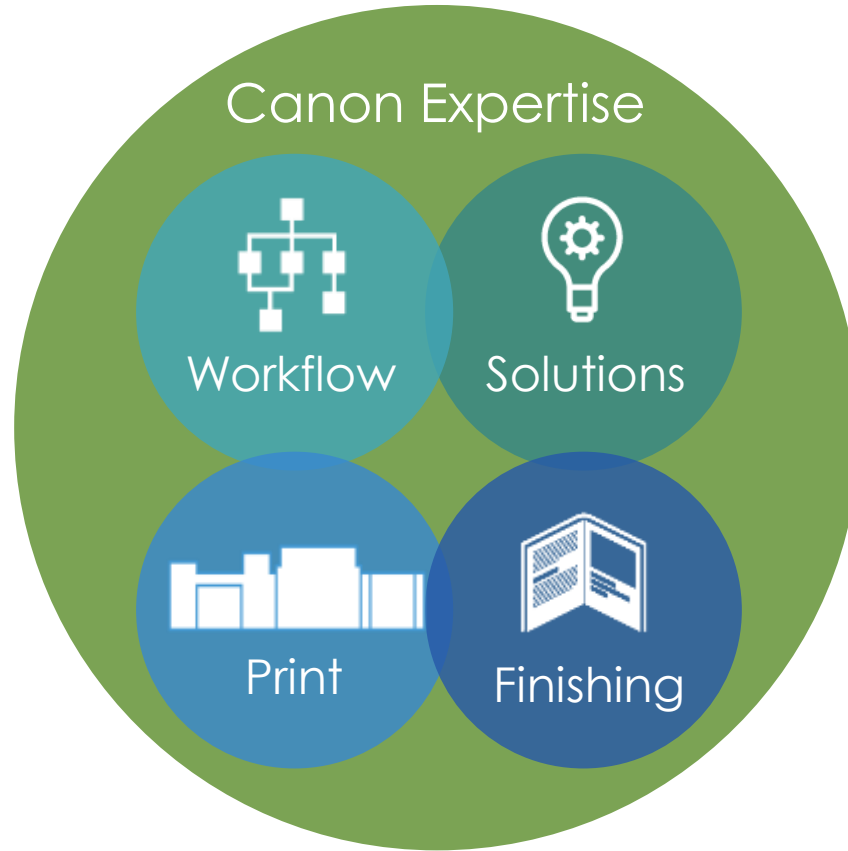
Digital Colour Press Placement in Europe



*InfoSource

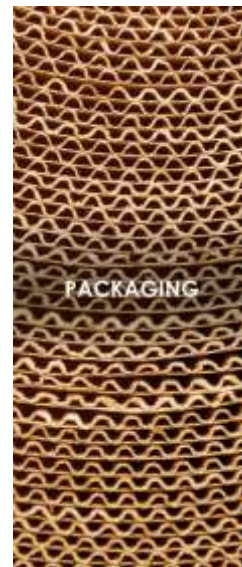
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End to end solutions



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Segment expertise



The Value Of Print

Mark Lawn

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Celebrating the value of print

- Promoting print as an intelligent medium for communication and creativity
- Understanding changing business needs and adapting print to reflect them
- Leveraging digital capabilities
- Bridging analogue and digital communications
- Championing print as a measurable element of the marketing mix
- Pushing the boundaries of print – new media, new applications

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Technology Innovation

Unleashing print's potential
through technology innovation,
business model transformation,
and inspiration.



Business Model Transformation



Inspiration

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- Intelligent end to end solutions
- Balancing quality and total productivity
- Extending business capabilities

Technology Innovation

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imagePRESS C10000VP high performance press

80 units shipped to
customers across Europe



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LOS Digital, Norway

"Canon have made a **quantum leap** with the imagePRESS C10000VP.

We were one of the first in Europe to order the imagePRESS in 2007. When the C10000VP arrived, we got not only a much higher speed, but also **quality that surpasses anything** I've seen.

The C10000VP is also very **stable in relation to colours** - the last print is exactly the same as the first.

And no other toner based machine can print so well on structured media.

Clearly best in class!"

Eirik Andersen, General Manager

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Printservice Ede, Netherlands

"Looking to strengthen our position in the commercial print market, we needed a **resilient solution** that could meet our needs in terms of print quality, production efficiency and **flexible media handling**.

Integrated with the PRISMAsync workflow, the Canon imagePRESS C10000VP has exceeded those requirements.

We are now **50% more efficient**. We're fulfilling orders quicker and without errors.

We're **winning new business**, thanks to the broad range of **premium products** we can now cost-effectively produce to tight deadlines."

Fred Feij, Owner

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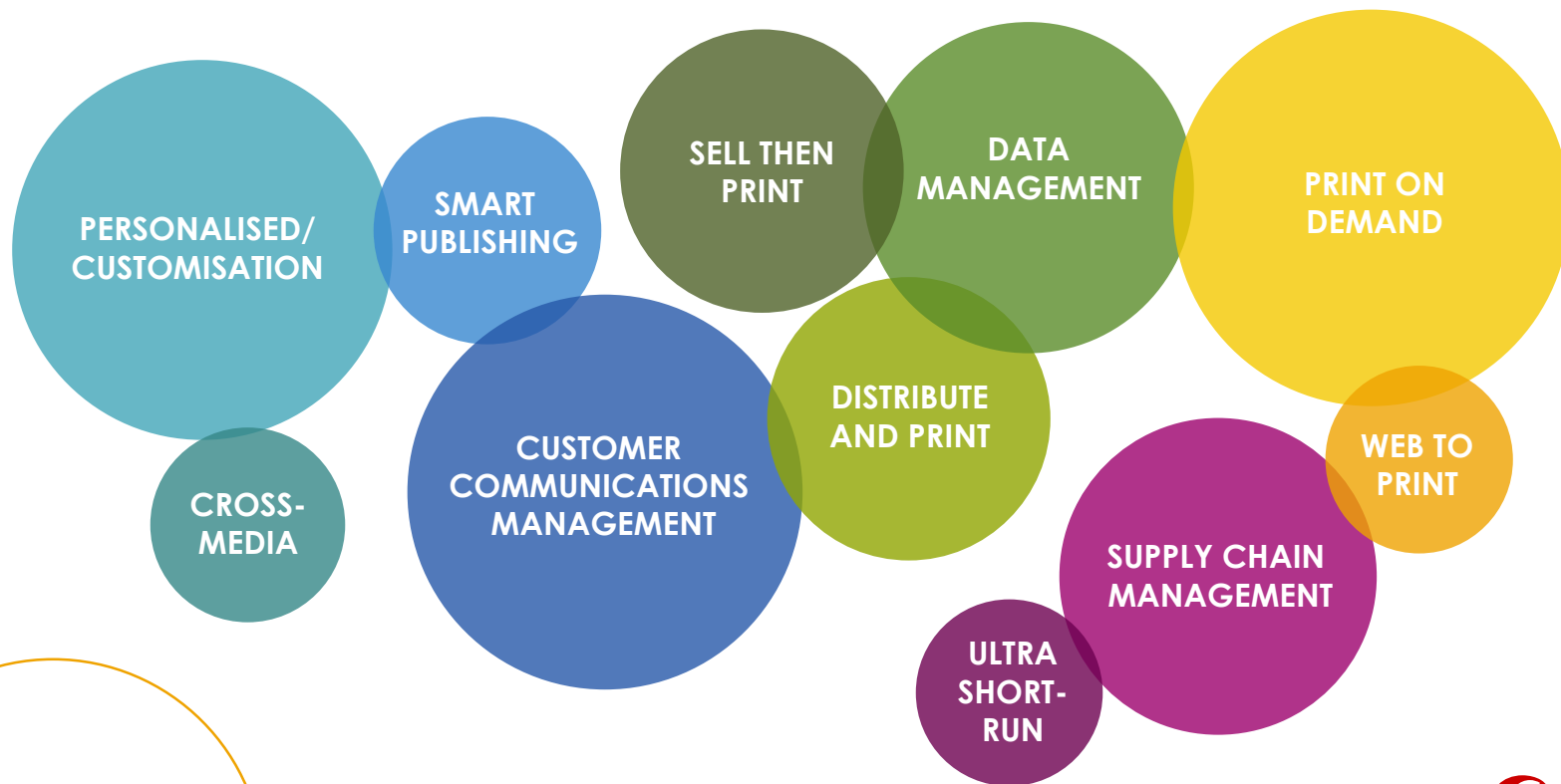
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- Meeting changing client needs
- Responding to business challenges
- Exploring connected services

Business Model Transformation

UNLEASHPRINT OPPORTUNITY



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Inspiration

- Extending product offering
- Adding value to print
- Creating new revenue streams

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Print is powerful.

Print is intelligent.

Print is impactful.

Print is measurable.

Print is creative.

Print is productive.

Print is decorative.

Print is functional.

Print is sustainable.

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Canon at drupa 2016

Peter Wolff

come

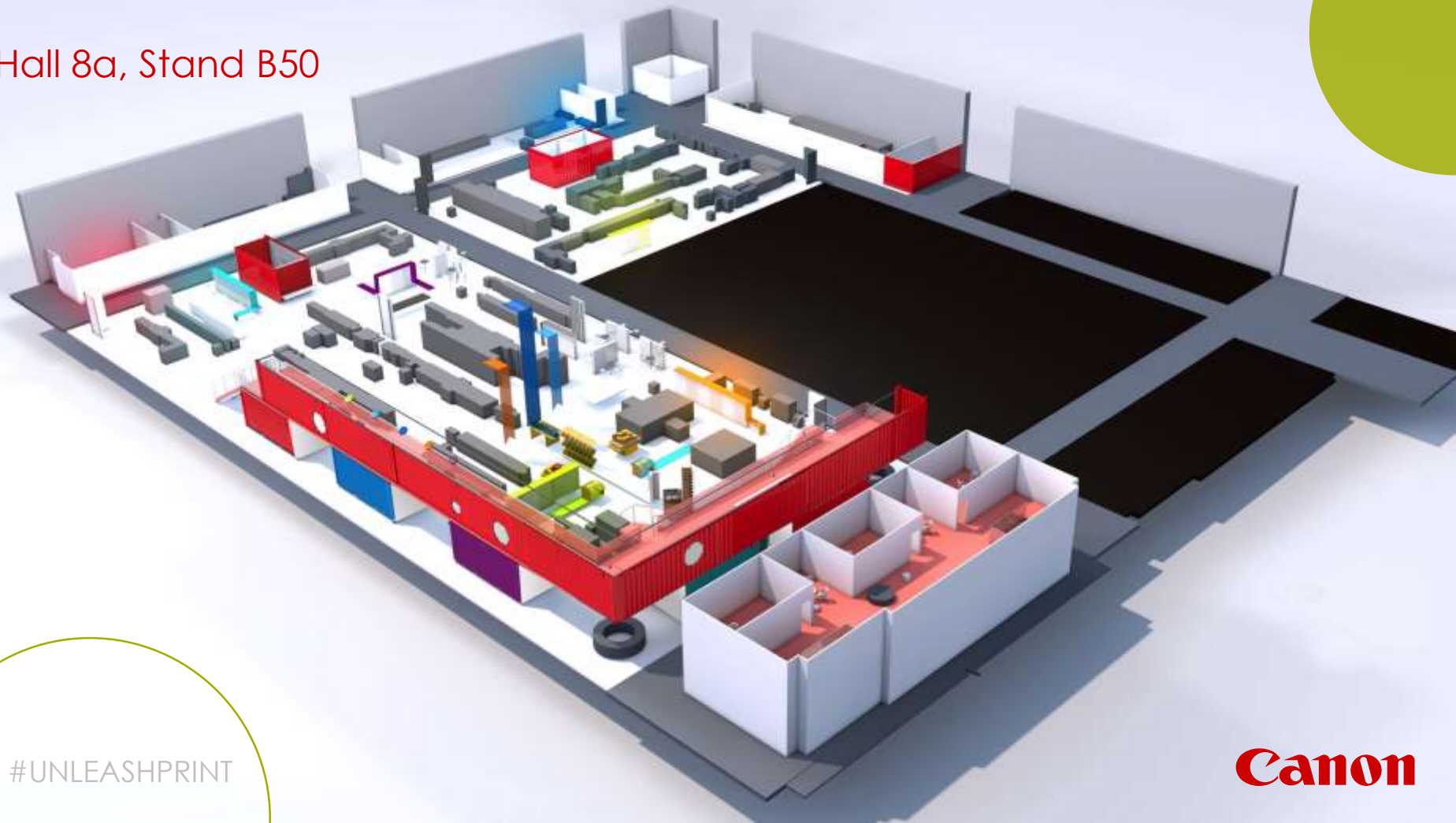
and

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Hall 8a, Stand B50



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Come and see...

- By zone:
 - Commercial
 - Advertising & creative
 - Business communications: transactional, direct mail
 - Publishing, incl. books, magazines & newspapers
 - Functional/industrial
 - Packaging
 - Photographic



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What's new for visitors to Canon at drupa

- **VarioPrint i300** inkjet sheetfed press - with new features and finishing options
- **imagePRESS C10000VP** - first public European exhibition of 100ppm flagship digital production press
- **imagePRESS C8000VP** - European premiere of new 80ppm imagePRESS
- **ImageStream 2400** - first open exhibition full-colour inkjet press for standard coated papers
- New workflow solutions for inkjet systems - **Color Control Suite, TrueProof v5.0**
- **Arizona 1200** series flatbed UV presses
- **Océ ColorStream 6000 Chroma** – worldwide premiere

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Océ VarioPrint i300 sheetfed inkjet press

New ColorGrip option

- Extends the application spectrum of the press
- Inline paper conditioning step expands media choice
- Enables high quality inkjet print on commodity stock, from light to heavy weight
- Manage blended offset, toner and inkjet production without the need for different types of paper

New ink set

- Outstanding colour gamut on a wide range of media
- Optimises colour reproduction achievable with ColorGrip

New finishing options

- BLM600 complete booklet-making system
- Tecnav TC1530 Dynamic Cut Sheet Perforator

imagePRESS C8000VP – new 80ppm press

- New 80ppm high performance digital toner press
- Building on success of imagePRESS C10000VP (launched Autumn 2015)
- Incorporating the same advanced technology
- Optimal media handling, quality, productivity
- For commercial and in-house PSPs with higher volume requirements than C800
- Recommended monthly volume of 80,000 to 400,000 pages
- Wide range of media - from 60 gsm (uncoated) and 70 gsm (coated) up to 350 gsm run
- Suitable for mixed media jobs, including speciality stocks

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1st European ImageStream 2400 installation Totem, Poland

“We looked carefully at a number of options and decided to invest in the ImageStream 2400 because of its unique ability to print at **high quality on standard offset coated stock** at high speed.

The device has certainly met our expectations in terms of print quality and has allowed us to speed up our delivery process and be more flexible in production.”

Michał Rejnowski, CEO

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Workflow solutions

- **Color Control Suite**
 - Comprehensive colour management tool box
 - Consistent quality levels across multiple presses or print sites
 - Long-term quality trends, analysis and corrections
- **TrueProof v5.0**
 - Holistic colour proofing workflow solution
 - Soft- and hardcopy proofing solution
 - Simulating duplex pages, superimposing pre-printed forms, calculate ink usage and determine the colour coverage

New ColorStream 6000 Chroma

- New continuous feed inkjet press expands ColorStream family
- New Chromera ink set
 - outstanding colour fidelity, wider gamut and higher optical densities
 - extends application range to lighter weight media
- Straightforward switching between mono and full-colour
- Running speeds 48 – 127 metres per minutes in full colour mode
- Maximum speed of 150 metres per minute for monochrome work

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ColorStream 6000 Chroma – further innovations

- Advanced image processing technologies
- New 'pre-fire' function ensures consistent droplet size and positioning
- Smooth ink coverage for large areas of dense colour
- State-of-the-art PRISMA workflow and SRA MP Controller
- New Adobe PDF Print Engine 3.8 ("Mercury RIP"), PDF X4 support
- Functionality upgradable to users of ColorStream 3000 and ColorStream 3000 Z

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Unleash books on demand - ColorStream 6000 Chroma

- Fully automated on-demand book production
- Complete integrated system
- Zero Speed Splicer u40 and Libra One book block solution from Tecna
- From continuous roll to book blocks with variable page count and format
- On-the-fly paper changes, signature changes from two- to three-up
- Production speeds up to 127 metres per minute
- Outstanding colour quality



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The shift to digital elevates print to
a new level – intelligent print.

We can unleash new capabilities in print,
reveal different dimensions to the medium.

There is so much that is untapped.

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It's time to...

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