Image-To-Print
Rotogravure Technology and Innovation Days

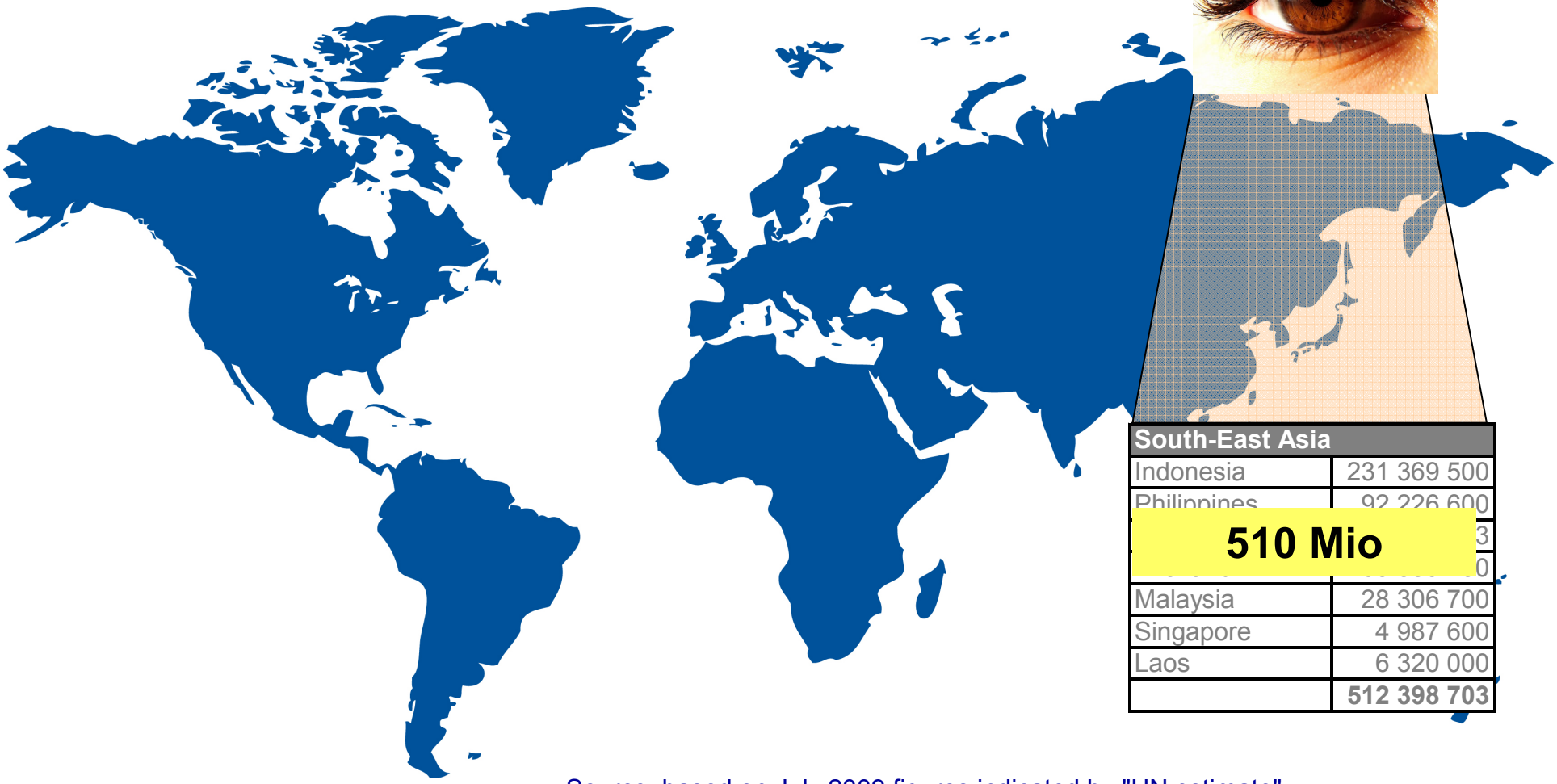
Rotogravure Press Portfolio and Strategy

Ulrich Harte

Jakarta, 30th November 2011

Our customers: The population of the world

Our focus:

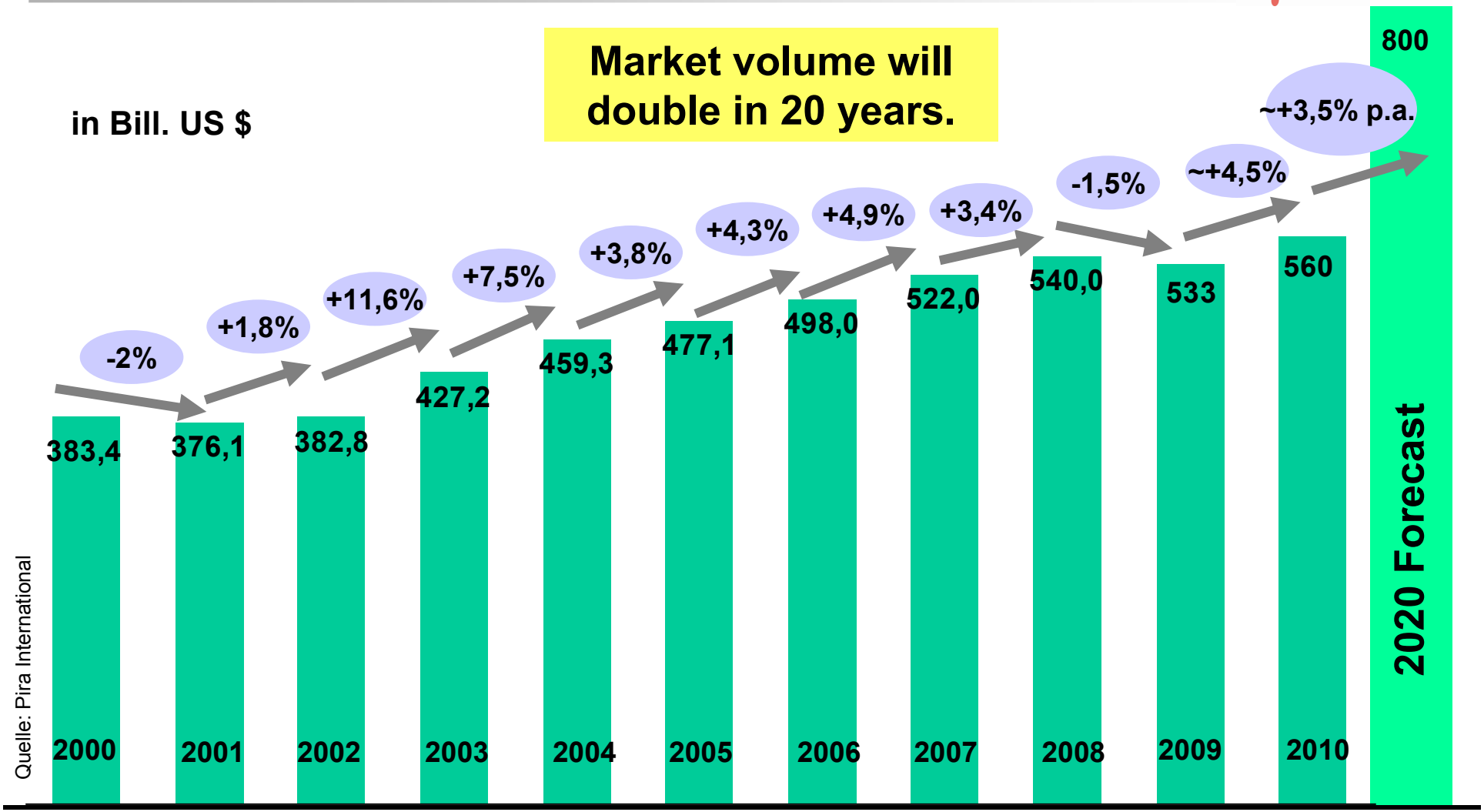


South-East Asia	
Indonesia	231 369 500
Philippines	92 226 600
[illegible]	[illegible]
[illegible]	[illegible]
Malaysia	28 306 700
Singapore	4 987 600
Laos	6 320 000
	512 398 703

510 Mio

Source: based on July 2009 figures indicated by "UN estimate".

Steady growth of packaging markets



Quelle: Pira International

Quality of forecasts?

„I think that there will be a world market demand of maybe 5 computers."

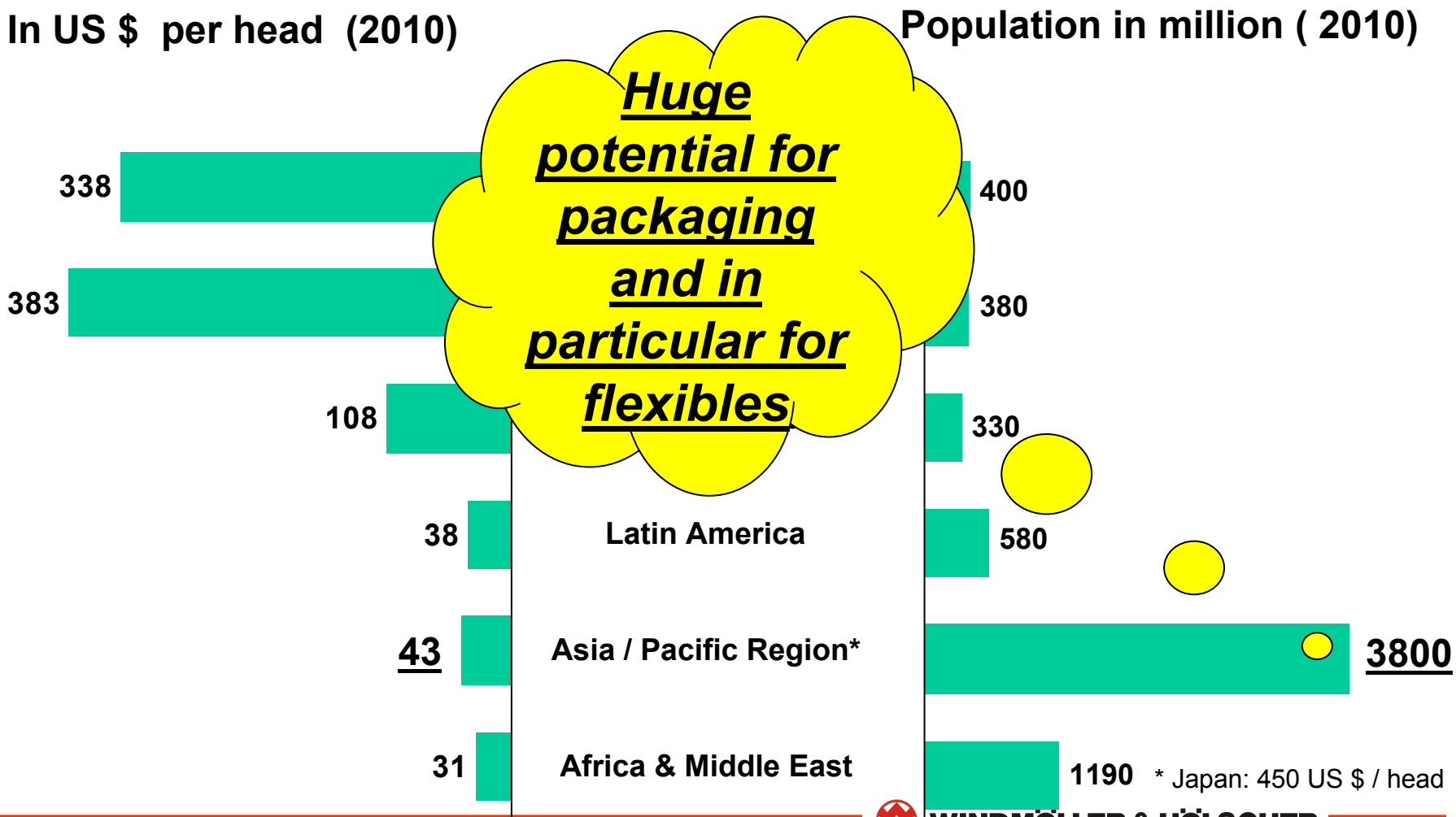
Thomas J. Watson,
CEO IBM, 1943

Flexible packaging markets 2009

COUNTRY / REGION	Flexible Packaging Consumption $bn.	% Share	Growth Rate % change
Europe	14.2	31	2%
N America	14.6	31	4%
C & S America	2.8	6	4 – 5%
Asia Pacific	13.5	29	8%
Africa / Middle East	1.4	3	5%
TOTAL	46.5	100	5%

FPE Flexible Packaging Europe

Per capita consumption of packaging material



Quelle: Pira International

Push for growth and development:

Growth in South East Asia will lead to more consumption and packaging demand.

The world´s major economies

- **G8 Members 2010:**
  Canada, France, Germany, Great Britain, Italy, Japan, Russia, USA

- **New G-Stars 2030 ?:**

China **India** **Brazil** **Turkey** **Mexico** **Indonesia**

Invest into machines for higher productivity …

… is investing in equipment tailored to your needs and offered at a reasonable price.

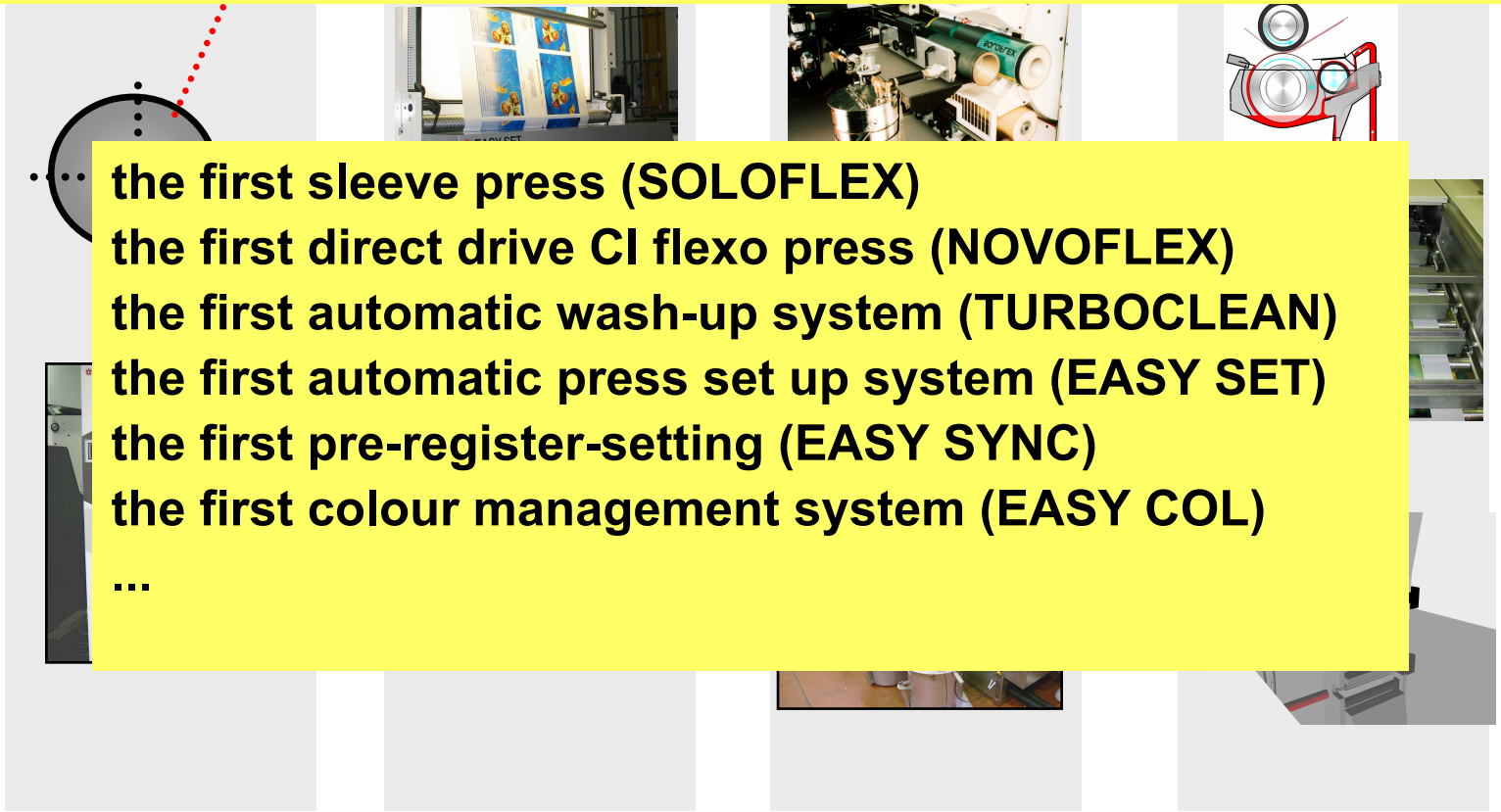
The adequate machine manufacturer´s product portfolio is the base

- for extrusion, converting and

flexo- / rotogravure equipment -

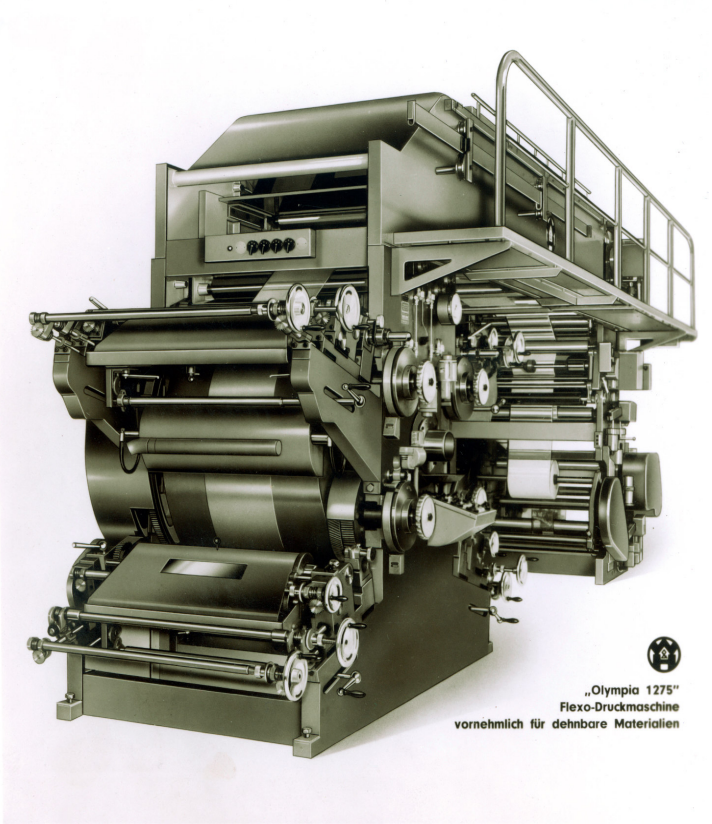
Innovations are the key to our success …

… and we have indeed launched great innovations in printing press technologies:



- the first sleeve press (SOLOFLEX)
- the first direct drive CI flexo press (NOVOFLEX)
- the first automatic wash-up system (TURBOCLEAN)
- the first automatic press set up system (EASY SET)
- the first pre-register-setting (EASY SYNC)
- the first colour management system (EASY COL)
- …

W&H introduced the first CI-press in 1954 and the first rotogravure press in 1955



First W&H CI flexo machine Olympia® - 1954

First W&H gravure machine QMZ® - 1955

State-of-the-art flexo printing presses

Widest range of W&H CI presses today:

MIRAFLEX

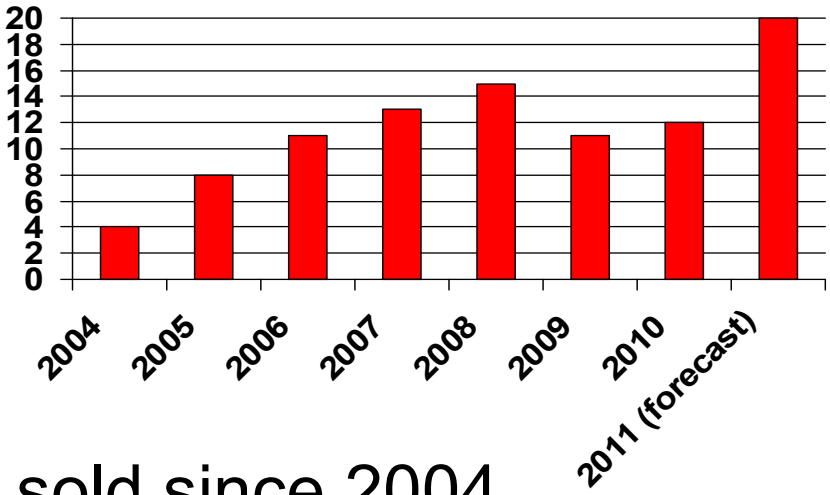
NOVOFLEX

PRIMAFLEX

VISTAFLEX

HELIOSTAR – A continuous growth story

- We have sold several hundreds
- W&H rotogravure press for all packaging applications
- Suitable for emerging and developed markets



- 100+ HELIOSTAR G and S sold since 2004

W&H offers a wide rotogravure program, to …

… fulfill all customer needs

… be successful in all markets

Acc. today´s inquiries we will concentrate on HELIOSTAR SL and SH

… and there are good reasons for you to invest in W&H roto equipment as well:

It is not only high speed and output, but it´s:

- One of the best qualities in printing equipment for best printed product
- Extensive customization
- State-of-the-art machine layout and design
- Proven components
- Highest safety standards
- Adherence to schedules, prompt delivery,
  detailed preparation and organisation of installation,
  short time from rigging to acceptance runs with binding criteria

Let´s form more partnerships …

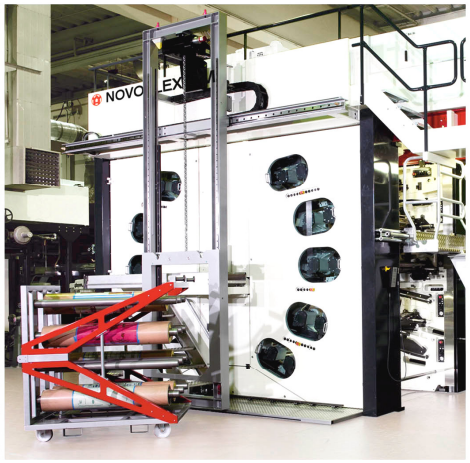
… and strenghten the relations between Indonesian packaging producers and W&H

… as we do with:

PT. INDOKONVERTA INDAH

ROTOGRAVURE PRINTING and CONVERTING INDUSTRY

Image-To-Print
Rotogravure Technology and Innovation



Still challenging to keep ahead in our world of flexible package printing!

Thank you for your attention!