

**Your supplier for rotogravure and flexo printing,
extrusion and converting equipment**

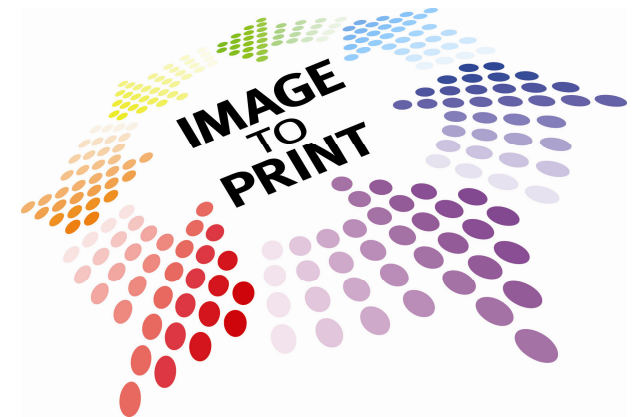


Image-to-Print

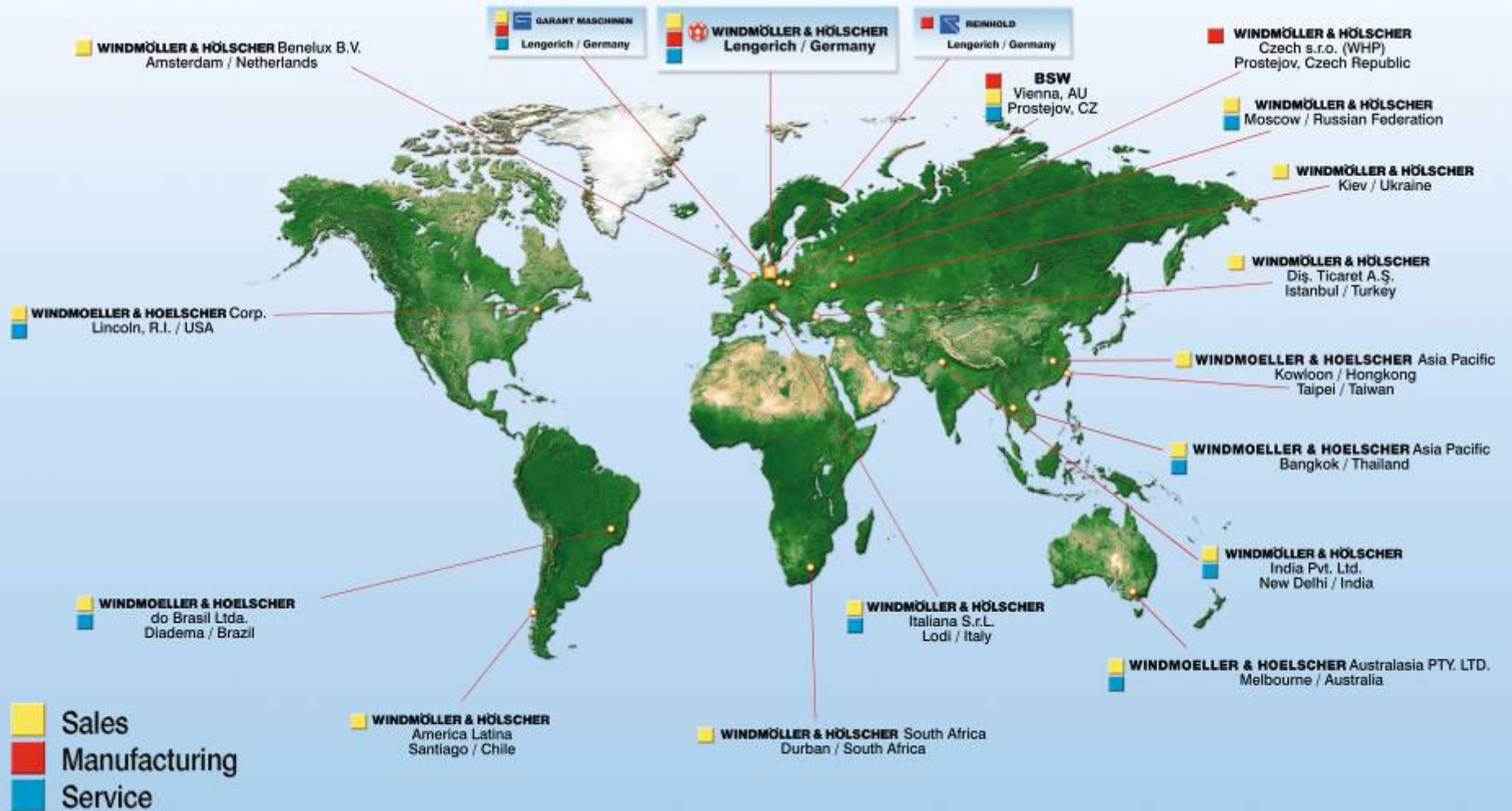
Rotogravure Technology & Innovation Days

**Ulrich Harte,
Ho Chi Minh City,
4th April 2013**



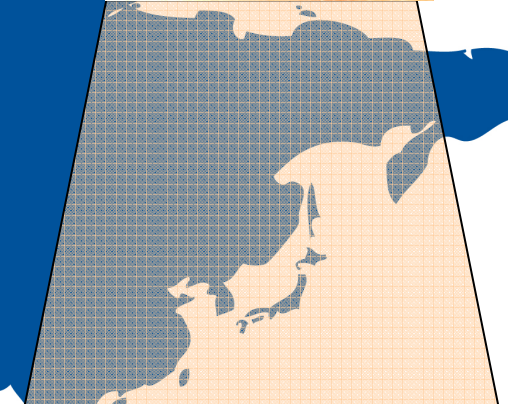
WINDMÖLLER & HÖLSCHER

We are where our customers are.


WINDMÖLLER & HÖLSCHER

Our customers: The population of the world

Our focus:



South-East Asia	
Indonesia	231 369 500
Philippines	92 226 600
Vietnam	85 798 573
Thailand	63 389 730
Malaysia	28 306 700
Sum	510 Mio
World	512 398 703

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



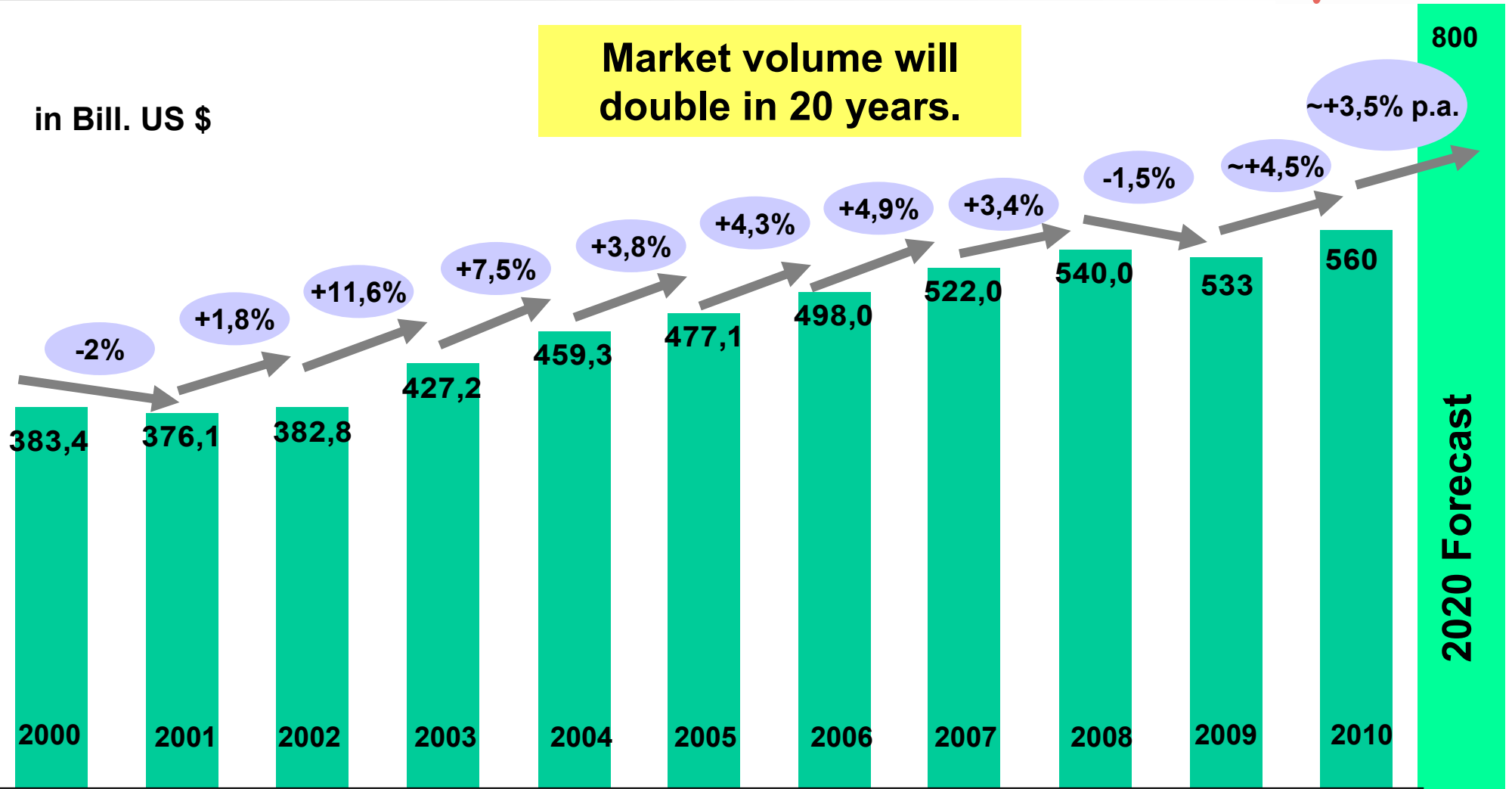
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Steady growth of packaging markets



in Bill. US \$

Market volume will
double in 20 years.



Quelle: Pira International



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Flexible packaging markets 2011



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



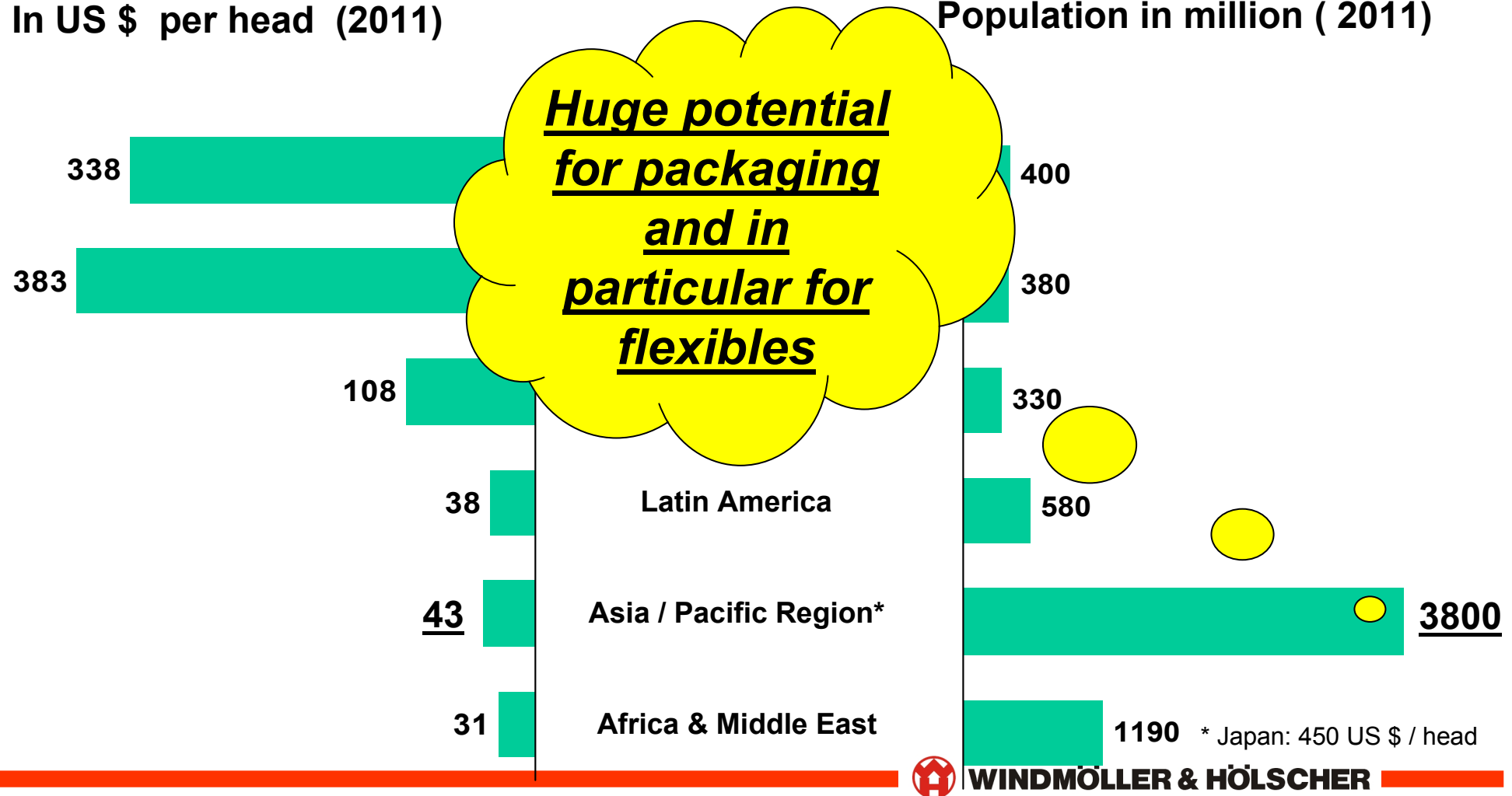
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Per capita consumption of packaging material



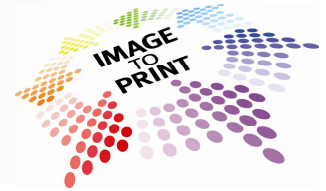
In US \$ per head (2011)

Population in million (2011)



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WINDMÖLLER & HÖLSCHER at a glance



- World market leader offering sophisticated solutions for flexible packaging - extrusion, printing, conversion
- More than 50 different machine types
- About € 500 million worth of sales in the W&H group world wide
- 2000 employees at 16 locations
- Headquarters in Lengerich
- Founded: 1869
- Legal form: Limited partnership



Our LENGERICH Facilities



- Headquarters
- Research & Development
- Engineering + Production
- Sales
- Service
- 70,000 square meters



W&H product range



Extrusion



**VAREX
OPTIMEX
AQUAREX
FILMEX
FILMATIC
MDO**

Printing / Finishing



**VISTAFLEX
NOVOFLEX
MIRAFLEX
SOLOFLEX
FLEXA
HELIOSTAR
VARICOATER**

Conversion

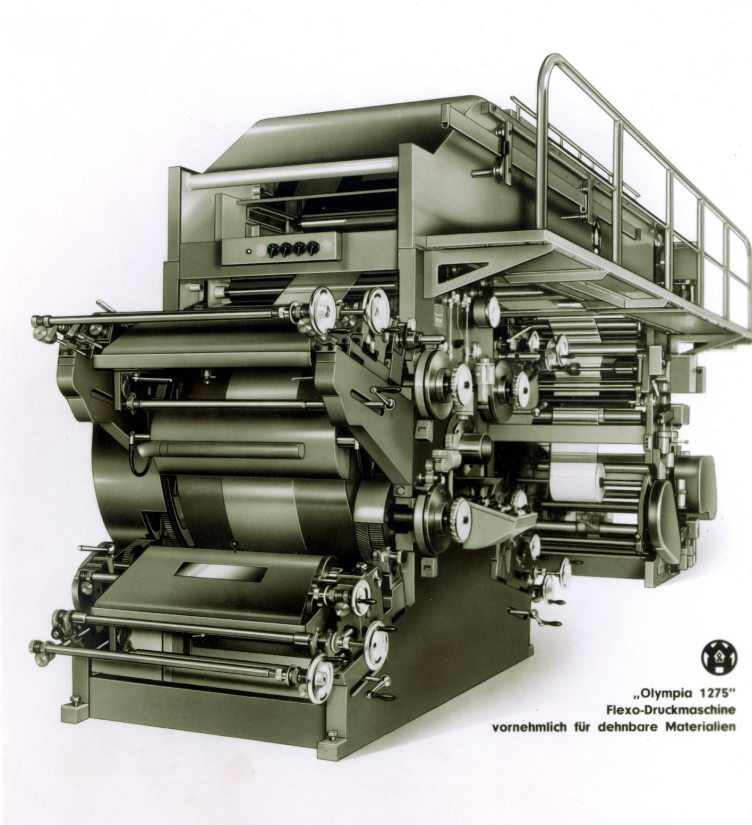


**AM / AD / PB
TRANSYSTEMS
ARCOMAT
CONVERPRINT
TOPAS / DIAMANT / OPAL
POLYREX, CONVERTEX
MATADOR / TRIUMPH**



WINDMÖLLER & HÖLSCHER

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



„Olympia 1275“
Flexo-Druckmaschine
vornehmlich für dehnbare Materialien

**First W&H CI flexo machine
Olympia® - 1954**



**First W&H gravure machine
QMZ® - 1955**



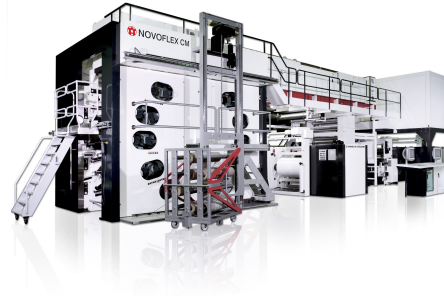
Two printing processes for flexible packaging



Flexo



VISTAFLEX



NOVOFLEX



MIRAFLEX

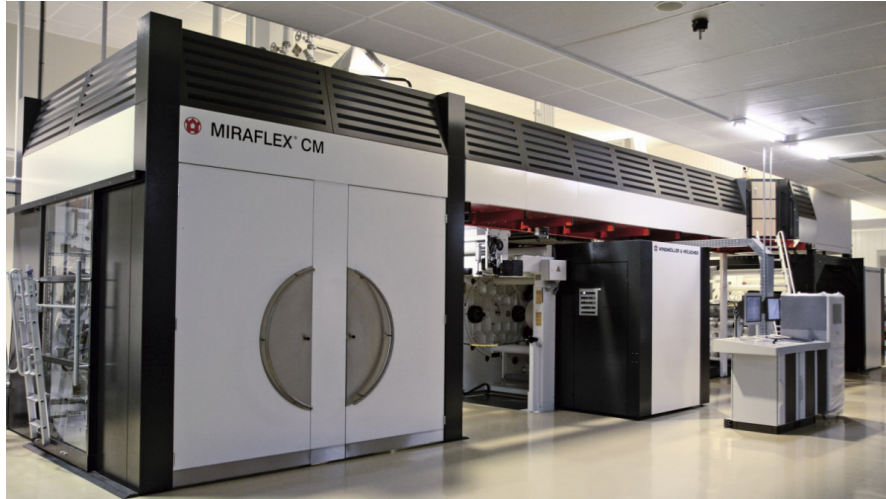
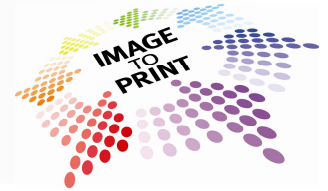
Rotogravure



HELIOSTAR



Our CI-flexo press portfolio



**250 MIRAFLEX-
sold in 5 years**



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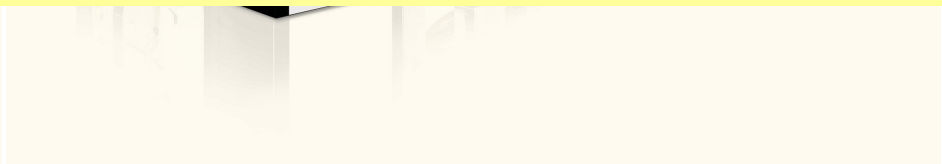
W&H offers a wide rotogravure program, to ...



... fulfill all customer needs

... be successful in all markets

**Acc. today's inquiries we are concentrating on
HELIOSTAR SL and SH, ...**



WINDMÖLLER & HÖLSCHER

... one of the leading roto printing presses



**120 HELIOSTAR G + S machines sold
25 within the last 12 months
20 HELIOSTAR to South East Asia**



**New HELIOSTAR SH -
installation in Turkey**



WINDMÖLLER & HÖLSCHER

We want to be the preferred rotogravure press supplier in South East Asia



WINDMÖLLER & HÖLSCHER

Let's form more partnerships ...



Oct. 2011:

Agreement on
strategic partnership

Prime Minister

Mr. Nguyen Tan Dung

Chancellor

Ms. Angela Merkel

... and strengthen the relations between Vietnamese packaging producers and W&H



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HELIOSTAR SL 8 in printing technology center

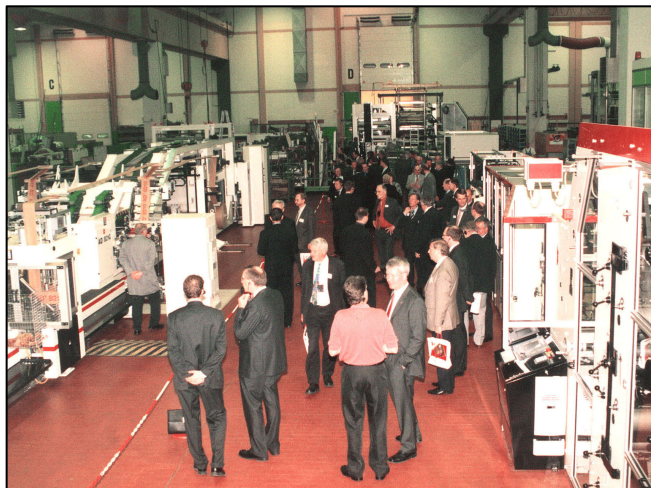
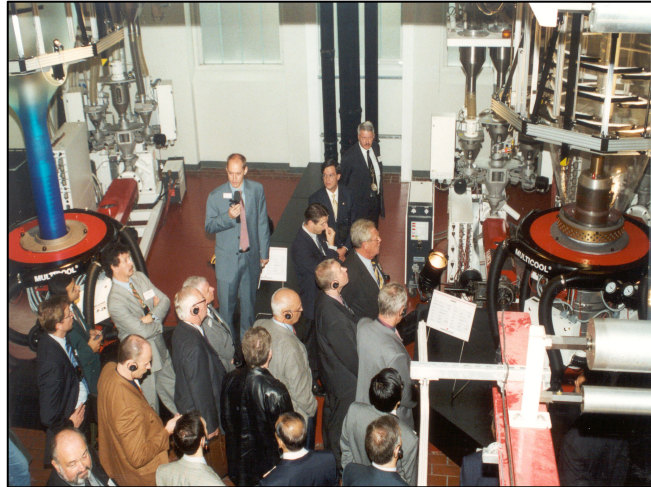


W&H printing technology center



The latest engineering and system technology presented at the 5,000 m² W&H technology center

- Demonstration/tests for customers
- Training
- Application development
- R&D



We are investing into the future



Research and Development:



- approx. 8% of total turnover
- more than 300 employees
- more than 1,500 patents



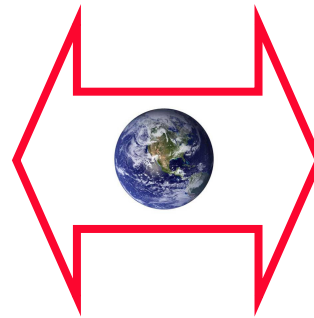
WINDMÜLLER & HÖLSCHER

W&H service and customer's support

- 24-hour IDC and hotline service world-wide
- W&H Teleservice / Remote Service
- Comprehensive spare parts store (Germany / Bangkok)
- W&H and Rieckermann service engineers for the SEA region
- Training of our customers' operators and maintenance personnel
- Start-up and application support
- Production support
- Preventive maintenance service agreements



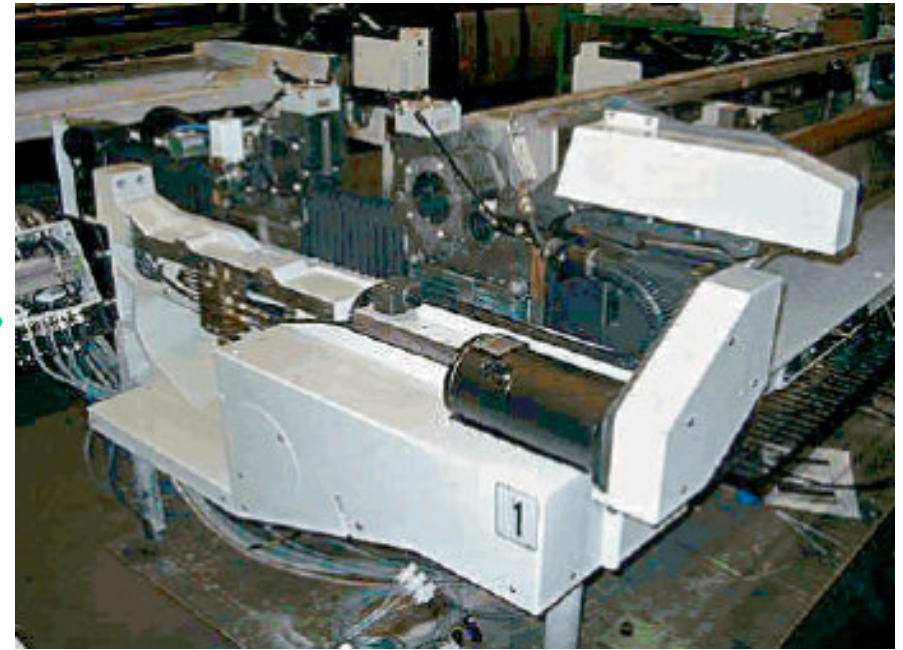
W&H Remote-Service and Tele-Hotline



- Troubleshooting with support of Information- and Diagnostic Center
- Hotline number +49 5481 14 -3333, daily 24 hours, german / english
- Communicating with W&H Service-Notebook, Headset, Webcam



Retrofit Solutions: Longterm support by upgrades



- Exchange of SPS, printing decks, controls, drive technique, ...
- Individual solutions on customers request



The W&H team for printing presses : ready to serve you!



Our technicians and service support in S-E-Asia



W&H India:

Saroj Pradhan (Service Manager)
+11 service engineers

W&H Bangkok:

Spare parts shop

Rieckermann:

Service engineers in every country, experienced with W&H machines

W&H Engineers based in SEA:

Ludger Forsthoff (Operations & Logistics)
Reimund Ulpts
Vinyou Phetkhajee
Johann Meyer
Ralf Konersmann
Mitul Chanda
Sentil Kumar

W&H Australasia:

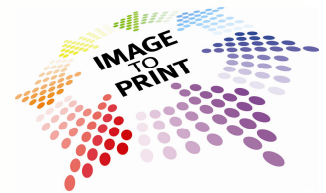
Matthias Gilbert



Good reasons for you to invest in W&H roto equipment

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



**Besides technology, profitability ...
... W&H is concentrating on sustainability**



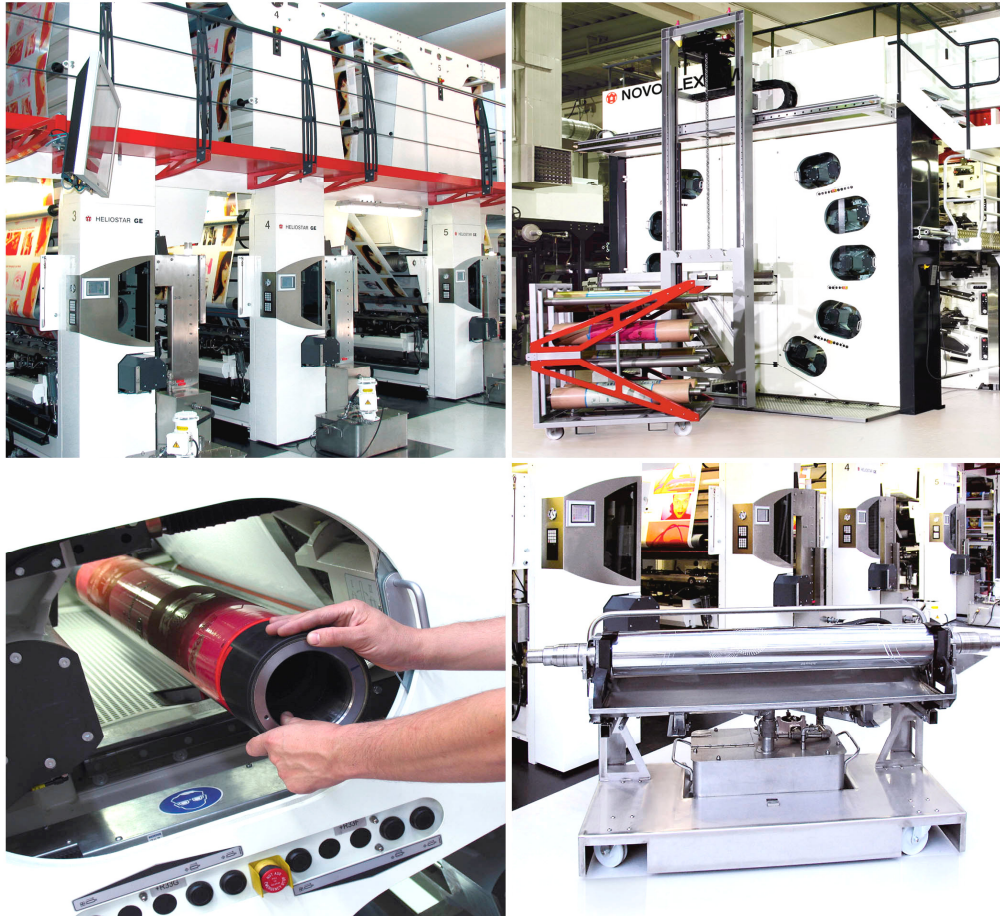
W&H will focus on:



**W&H will continue saving energy, reducing
emissions and protecting our environment.**



Image-To-Print Rotogravure Technology and Innovation



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

**Thank you for
your attention!**

