



Each live demo of the largest sheetfed offset press at Drupa 2016 draws huge crowds

High visitor numbers and new orders on schedule

KBA posts positive half-time result from Drupa

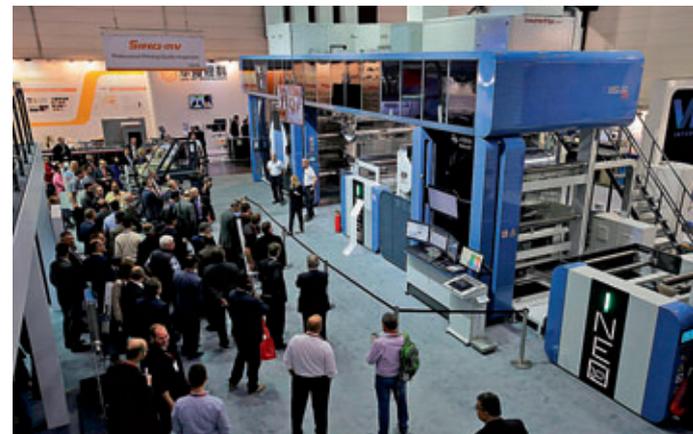
The Koenig & Bauer Group (KBA) announced a positive verdict on group performance at half-time. The high level of attendance on the 3,000m² KBA stand in hall 16 in the first six days of Drupa exceeded expectations and new orders worth a figure in the upper double-digit million euro range are beyond the ambitious planning.

The press manufacturer has booked a string of new orders predominantly for sheetfed offset presses from half to large format, as is usual at trade shows. Furthermore, a contract for a newspaper web press was signed as well as a raft of promising projects initiated for the new RotaJET L digital press exhibited and the environ-

mentally friendly NEO XD flexo press which operates with water-based inks, both attract huge crowds. The virtual presentation of the digital sheetfed press, the KBA VariJET 106 powered by XEROX for folding carton printing, announced shortly before Drupa and laser coding technology from KBA-Metronic have also been very popular. The inviting atmosphere of the KBA stand much praised by the visiting print pundits, the focus on growth markets digital, packaging and LED-UV printing plus live demos of impressive machines for

With the NEO XD KBA-Flexotecnica is the only exhibitor to present film printing with environmentally friendly water-based inks at Drupa

digital, flexo and offset printing in many print markets also contribute to KBA's successful trade show presence.



Sheetfed orders from all six continents

The list of sheetfed customers, many of them new ones, is extremely international and spans more than 25 countries on all six continents. Orders range from the new B2 Rapida 75 PRO to the medium-format Rapida 105, Rapida 105 PRO and Rapida 106 up to the large-format Rapida 145 and Rapida 164. Many of these include long presses with a two-digit number of printing, coating and drying units, which has long been a speciality of KBA-Sheetfed.

Packaging printers welcome KBA's entry into postpress

First customers have also opted for the new KBA Rapida 106 RDC rotary die-cutter for paper and board with a speed of up to 15,000sph. What is more, many packaging printers welcome the press manufacturer's plans

to expand its offerings for postpress with flatbed die-cutters through the planned takeover of Iberica AG S.A in Spain. Ralf Sammeck, CEO of KBA-Sheetfed: "We are the recognised market leader in cardboard printing, metal and glass decoration and we have continually expanded our offerings in the growing packaging market in recent years. We have extended our service portfolio in the field of printing and now also in postpress. This is in line with the wishes of our many longstanding customers. Their success with our technology and services leads to our success. This is why we are showing our international customers the largest sheetfed offset press at Drupa, our Rapida 145. The rise in KBA share price from Euro 9 to Euro 45 demonstrates that others also believe our strategy has a promising future."

"Add more KBA to your Day" message well received

KBA addresses established and new markets with analogue and digital print solutions at Drupa. LED-UV printing shown on a long Rapida 106 and Rapida 75 PRO by KBA-Sheetfed is currently mainly a topic for commercial and magazine printers with high demands in terms of quality and short lead times. The Rapida 105 PRO with cold-foil finishing exhibited on the neighbouring Vinfoil stand predominantly targets manufacturers of luxury packaging and the digital RotaJET L addresses commercial, publication and packaging printers as well as industrial printers (e.g. decor printers). This unique diversity of print solutions for various application fields is underscored by KBA's trade show banner "Add more KBA to your Day". This motto has also been evidently well received by the industry.

The new KBA RotaJET L digital web press also attracts considerable attention





KBA 4.0.: Increased productivity through preventive maintenance

Predictive Maintenance & Service for web presses



SAP delivers the software and KBA delivers the data and industry expertise when it comes to Predictive Maintenance & Service for web presses

Predictive maintenance through intelligent data analysis is gaining in importance in many industry branches. Together with SAP, KBA Digital & Web has developed the application software "Predictive Maintenance & Service" for its print customers. SAP delivers the software, KBA delivers the data and its industry know-how. Predictive Maintenance (PM) is an advancement of traditional maintenance approaches and a key component of an Industry 4.0 or KBA 4.0. environment.

Sensors which have been embedded in a raft of presses for over many years provide status data on a variety of press components. The goal is to recognise errors promptly based on indicative patterns to be able to initiate preventive measures before the error leads to press downtime. Press downtimes and costs for the user can be considerably reduced through Predictive Maintenance compared to periodical maintenance work.

Predictive Maintenance & Service is a key part of KBA 4.0.

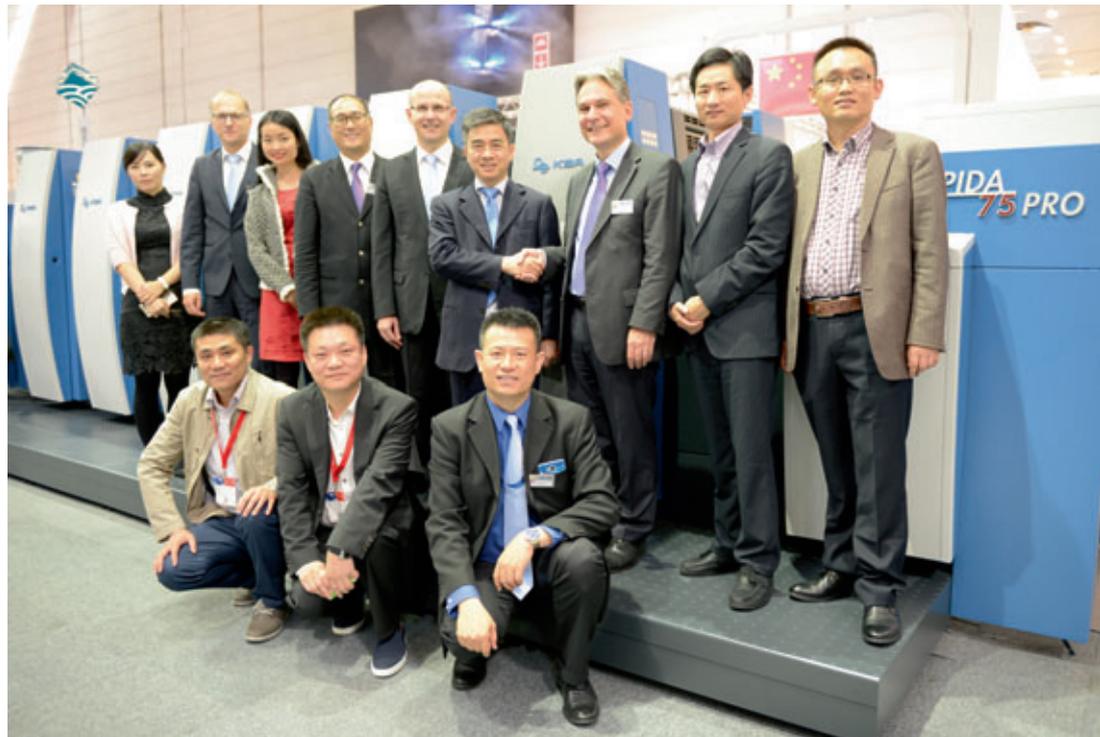
Two Rapida 75 PRO for Hucais Printing Company

The new Rapida 75 PRO is making waves on the market

Hucais Printing Company in Dongguan (headquarters), China, ordered two of these new presses. The company founded in 1988 has printing plants in several major Chinese cities and has been active in Europe since 2013. It operates 10 sheetfed offset presses and 20 digital presses.

The company is divided into three business divisions: Print on demand, personalised print products and packaging. Many of the print products are exported to Asia, Europe and America. The company ordered two Rapida 75 PRO as they belong to the top level in the market and values its partnership with KBA.

Half format is beneficial given Hucais' small print run job structure. The company invested in the Rapida 75 PRO due to its excellent print quality, practical automation and the resulting profitability. Hucais can produce its products quickly and cost-effectively with the Rapida 75 PRO.



The management of Hucais with KBA representatives in front of the Rapida 75 PRO on the KBA stand



Signing the contract at Drupa: Chengwen Chen, CEO of Hucais Printing Company, (l) and Dietmar Heyduck, sales director KBA-Sheetfed