



ZELLER+GMELIN

Zeller+Gmelin Industries UAE

Sales Conference 2024 - Germany

EXPERTLY DONE.



Strategic Partnerships

2023/2024

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Strategic Partnerships 2023/24

What is a strategic partnership?

A collaboration between 2 or more entities that pool resources, technology, relationships, expertise and/or finances to achieve mutual success.

Why do we need strategic partners?

- To expand geographical reach
- To increase brand exposure
- To gain experience and knowledge of “local” markets
- To offer customized products on demand (in the case of blending partners)

Key factors in creating and sustaining a strategic partnership.

- Executive support
- Trust
- Structure
- Communication
- Regular evaluations

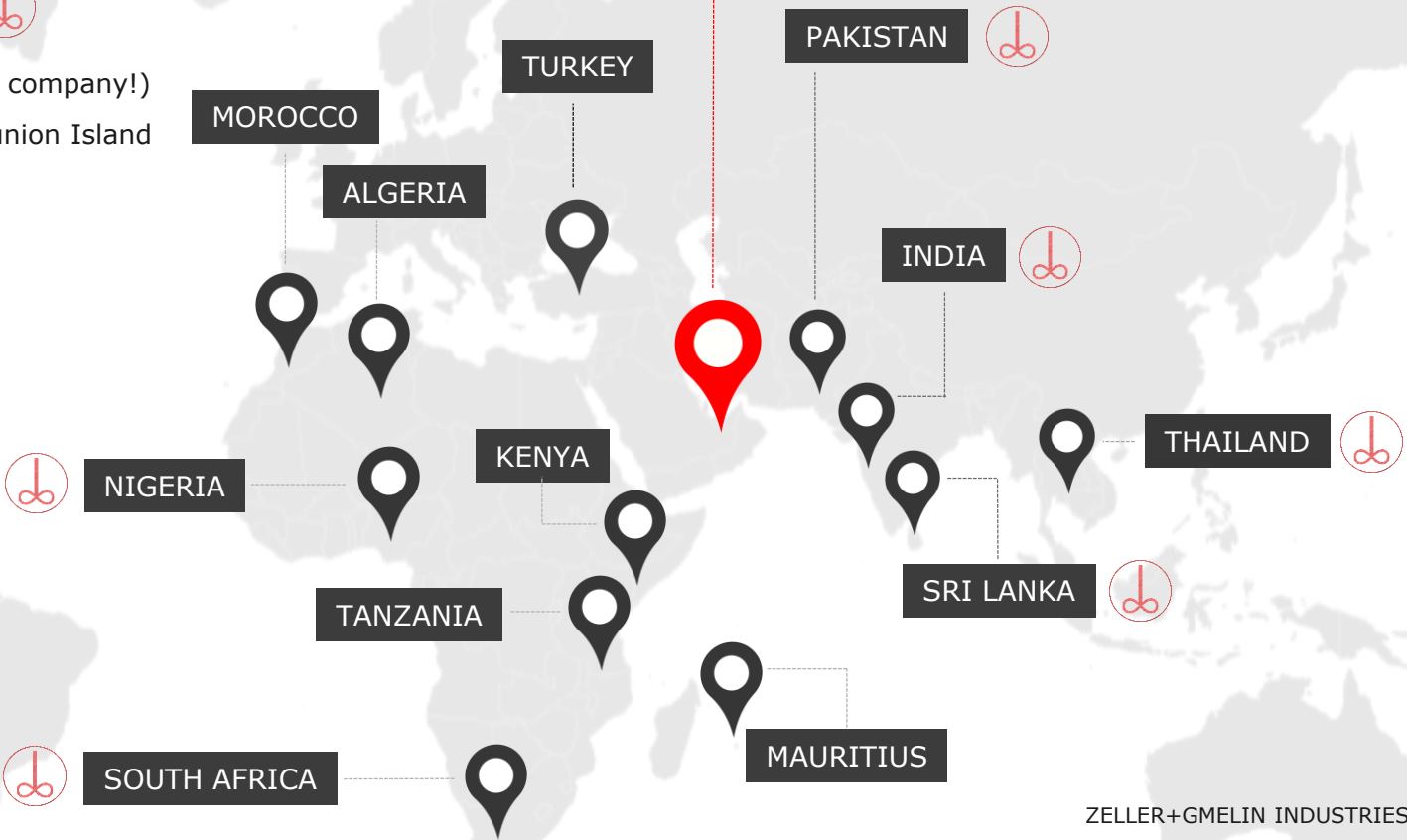
Strategic Partnerships 2023/24

AMERICAS (pop. ~400M) **AFRICA** (pop. ~1.2B) **SOUTH AFRICA** (pop. ~60M) **MIDDLE EAST** (pop. ~1.5B) **ASIA** (pop. ~4.5B)

Z+G USA

- North Africa – Z+G Inkjet + Systems
- East Africa – Z+G UAE direct supplies / no strategic partner yet
- West Africa – Afra Printtechnik- Sithara (advanced discussions)
- South Africa – **AMERICAS** (Z+G logo)
- Mauritius – Toyo (not the ink company!)
- Madagascar + Réunion Island

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New Products

2023/2024

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New Products 2023/24

Narrow Web Flexo

Full range of dual-cure UV LED inks

- Maintained the same shade & density as standard UV inks

Extra strength (XS) process colors

- For special low ink deposit anilox rollers

Dual-cure UV LED metallic silver

High matt effect UV and LED lacquer

- Challenging development – had to overcome settling and kick out on press during long runs

LED cold foil adhesive

Universal screen medium - converts a flexo Z-base ink to a rotary screen ink

- In collaboration with Ink Systems Thailand

Final stage for a 1 pack UV metallic gold ink

- 24 month project!

Final stage for a 1 pack UV VMP silver ink

- To compete with Siegwerk

Single hit drip-effect UV lacquer

- Thank you to Ink Systems Thailand!

Double hit drip-effect UV lacquer

- Request from CCL Dubai



New Investments

2023/2024

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Machinery & Lab Equipment

Installed & commissioned 2 new three roll mills

- 260 mm diameter rollers
- A 3rd new mill is on the way

Installed & commissioned a 500L steel mixing / heating vessel

- Used to blend photoinitiator packs
- Major reduction in blending time - previously 180 kg batch took 8 hours now 500 kg batch takes 2 hours

Installed & commissioned 2 new mixers

- 37.5 kW / can mix up to 1,500 kg batches

Installed a new IGT C1 offset proofer

- Thank you Marc Molder!

Installed a new xenon-arc chamber

- For lightfast testing

Expected to install a new semi-automatic pot and part washer (May 2024)

- Uses a water-based solution (solvent-free!)
- Part of our new sustainability program – plan to collect, wash and re-use flexo ink buckets
- More details next year!





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**Thank you!
Any Questions?**

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