

PRINTING UNITED
ALLIANCE PRESENTS:

digital
PACKAGING **SUMMIT**

NOVEMBER 7-9, 2022
PONTE VEDRA BEACH, FLORIDA

digitalpackagingsummit.com



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Packaging
Impressions



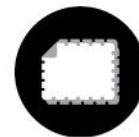
LABELS



FLEXIBLE PACKAGING



FOLDING CARTON



CORRUGATED





Marco Boer
Vice-President
IT Strategies, Inc.



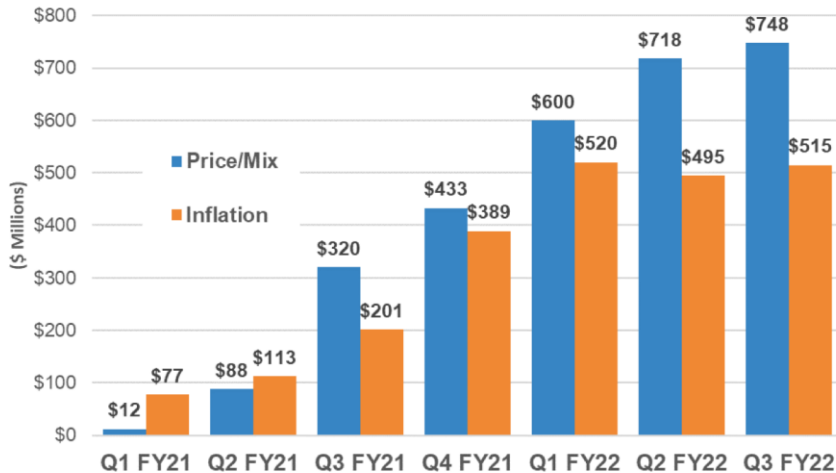
Challenges in Packaging Converting Today



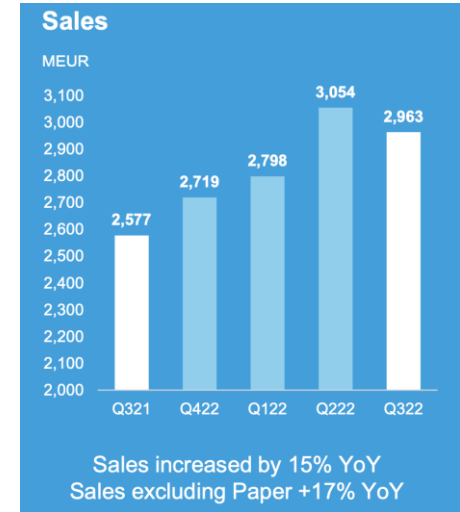
Packaging: Strong Pricing Power

WestRock

YEAR-OVER-YEAR PRICE/MIX AND INFLATION



Stora Enso



Amcor

First quarter highlights

- Net sales of \$2.8bn includes price increases of ~\$270m (10% growth) related to higher raw material costs
- Net sales growth of 3% reflects price/mix benefits across all business units. Overall volumes 1% lower
 - Strong volume growth in global healthcare business



Turbulence



- Last minute substrate changes
- Rush orders
- Versioning
- Sustainability pressure from brands
- Dynamic costs vs. fixed contracts
- Increasing on-line consumer purchases, requiring more and different packaging

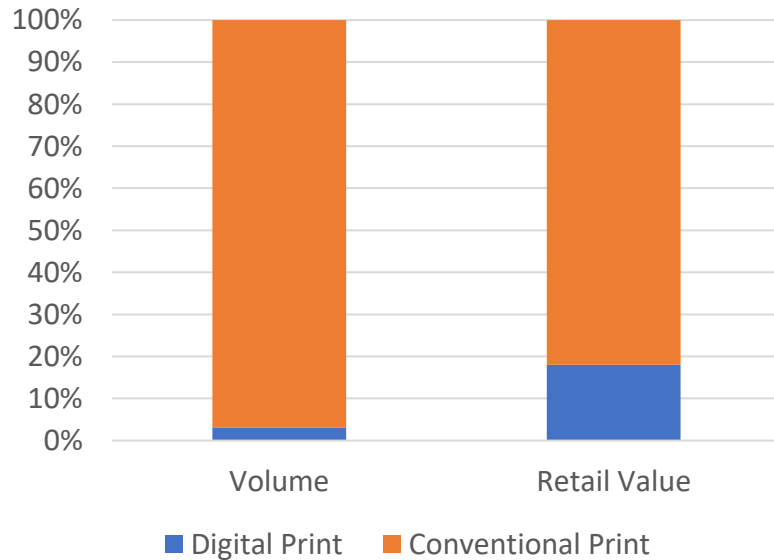
Digital Printing Equipment : A Resiliency and flexibility tool

- Complement conventional with digital printing
 - Managing peaks/valleys of volume
 - Fast turnaround (at a premium)
 - Micro-runs, freeing up capacity on conventional presses
- Net new business

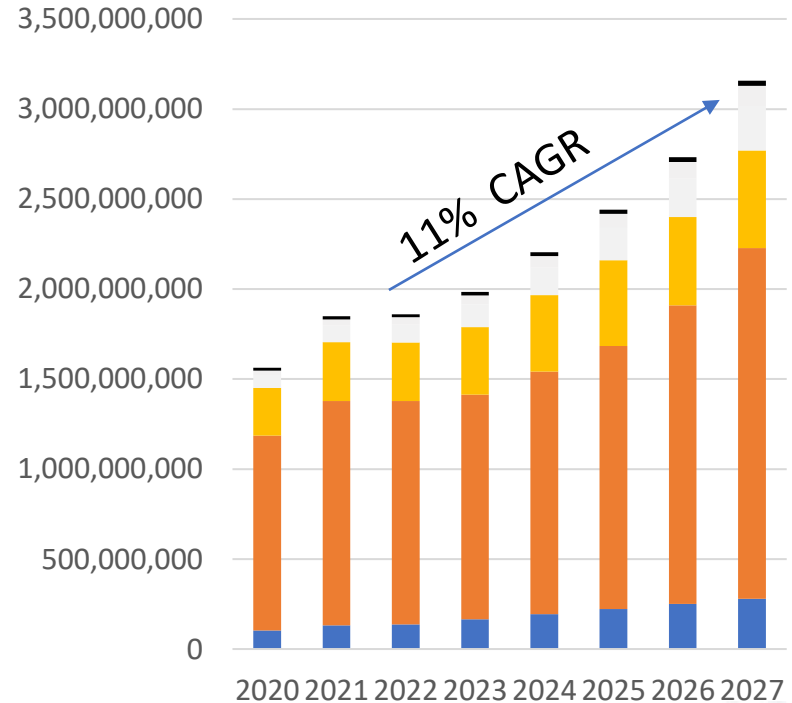


Label Statistics

Volume vs. Retail Value 2022



Digital Label Press M² Printed, 2020-2027 WW

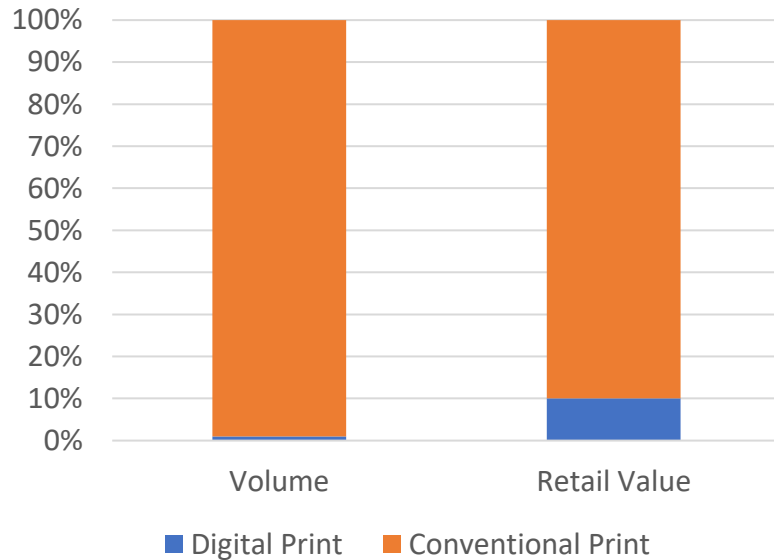


- S2 Entry
- S4 EP
- S4 UV Inkjet
- S3A - True Hybrid
- S3B - Hybrid
- S3C Hybrid

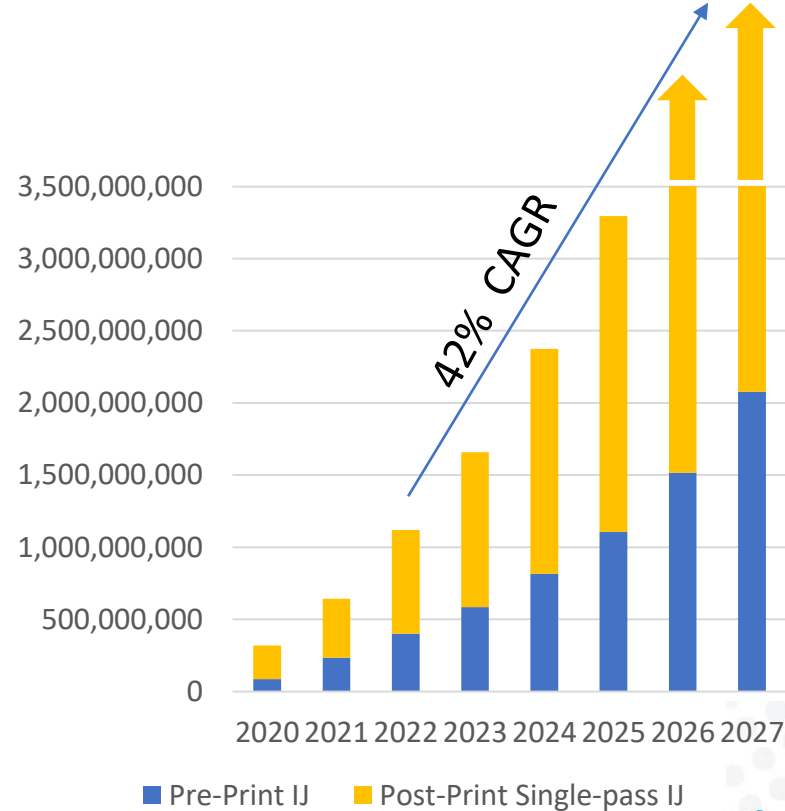


Corrugated Packaging Statistics

Volume vs. Retail Value 2022

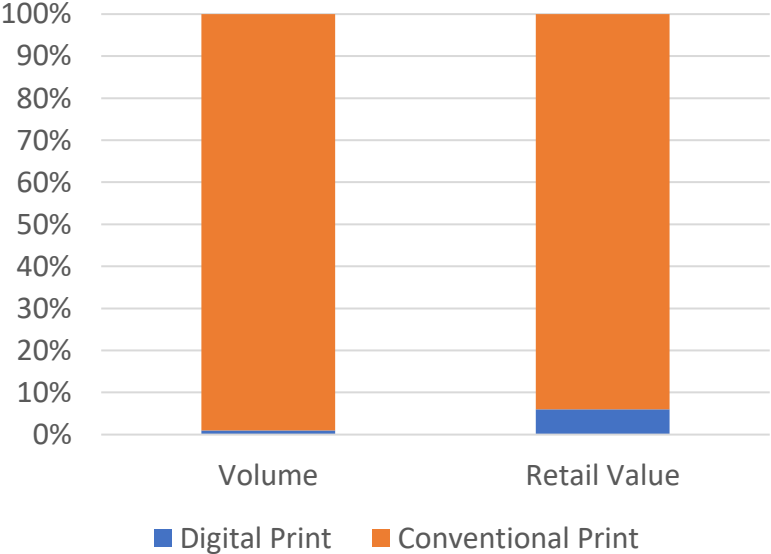


Digital Corrugated Press M² Printed, 2020-2027 WW

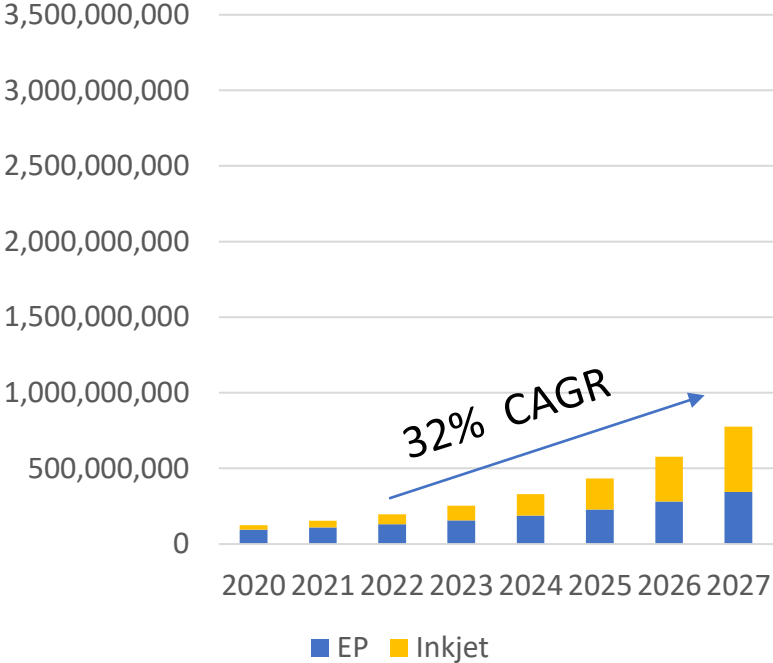


Folding Carton Statistics

Volume vs. Retail Value 2022

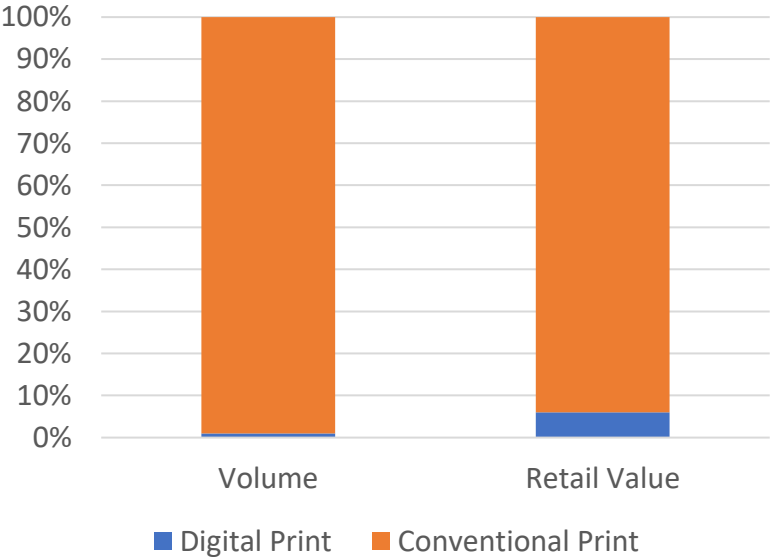


Digital Folding Carton Press M² Printed, 2020-2027 WW

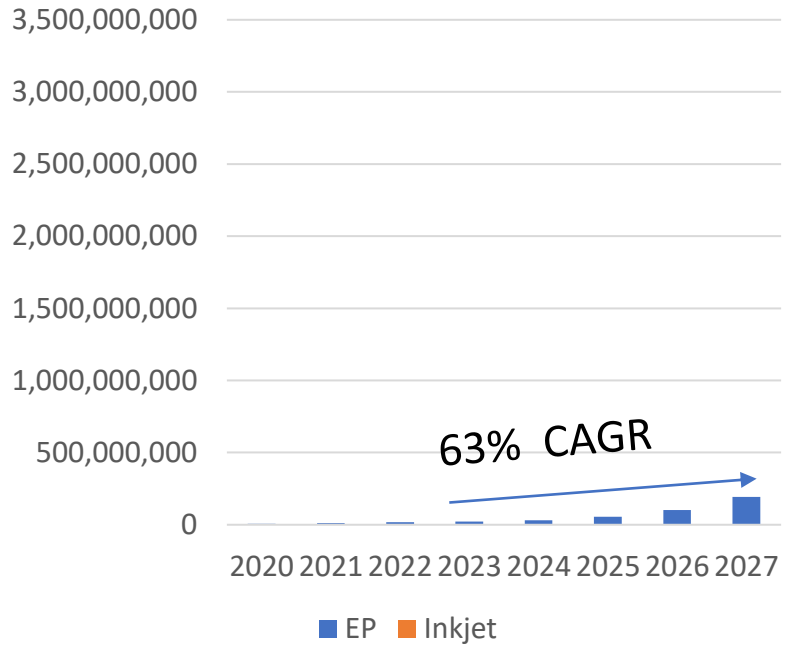


Flexible Packaging Statistics

Volume vs. Retail Value 2022



Digital Flexible Packaging Press M² Printed, 2020-2027 WW



What do you need to keep a close eye on?

- Brand sustainability mandates
 - Workflow automation
 - Supply Chain Instabilities
 - M&A
-
- Answers will come from:
 - Case studies
 - Breakout sessions
 - One on one meetings

