



MultiClick

Automatic Print plate cleaning machine



Order of the Day

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INTRODUCTION

2.

PRODUCT PORTFOLIO PRESENTATION

2. A

MULTICLICK MACHINE

- *PRODUCT DESCRIPTION*
- *ANALYSIS OF COMPETITION*
- *SALES PITCH*
- *PRICING AND OTHER SALES CONDITIONS / TOOLS*

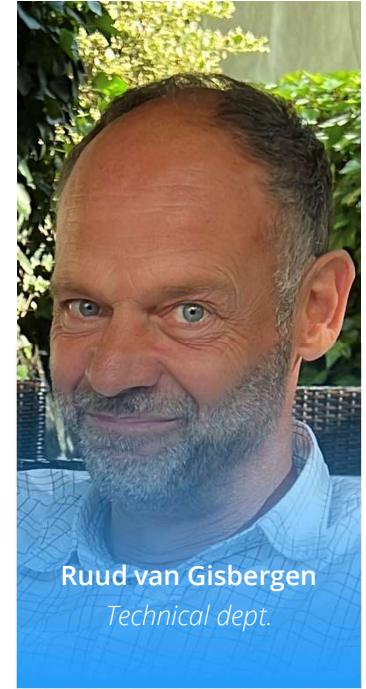
2. B

MULTICLICK DETERGENT

2. C

OTHER PRODUCTS: SLEEVE REVOLVER & NEW HEATING TANK

INTRODUCTION: Meet our awesome Team



INTRODUCTION: Core values of In2Flexo

High-Quality Products

We believe that if we focus on giving the best products, customers will keep coming back

High-Quality Services

We believe that if we focus on giving the best services, customers will appreciate us

Customer First

We believe that if we take care of our customers, they will take care of us.

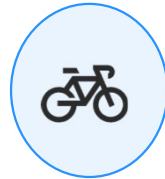
Simple & Transparent

We want our customers to feel like they can trust us, and that we have their best interests at heart.



INTRODUCTION: Milestones

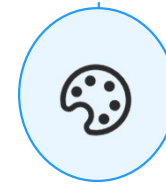
Development of the concept machine together with an engineering company and with the advice of some close customers



Deliver first Multiclick machine to customer who was willing to test and give feedback



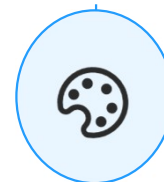
Delivery of the third prototype



Start with first prototype production



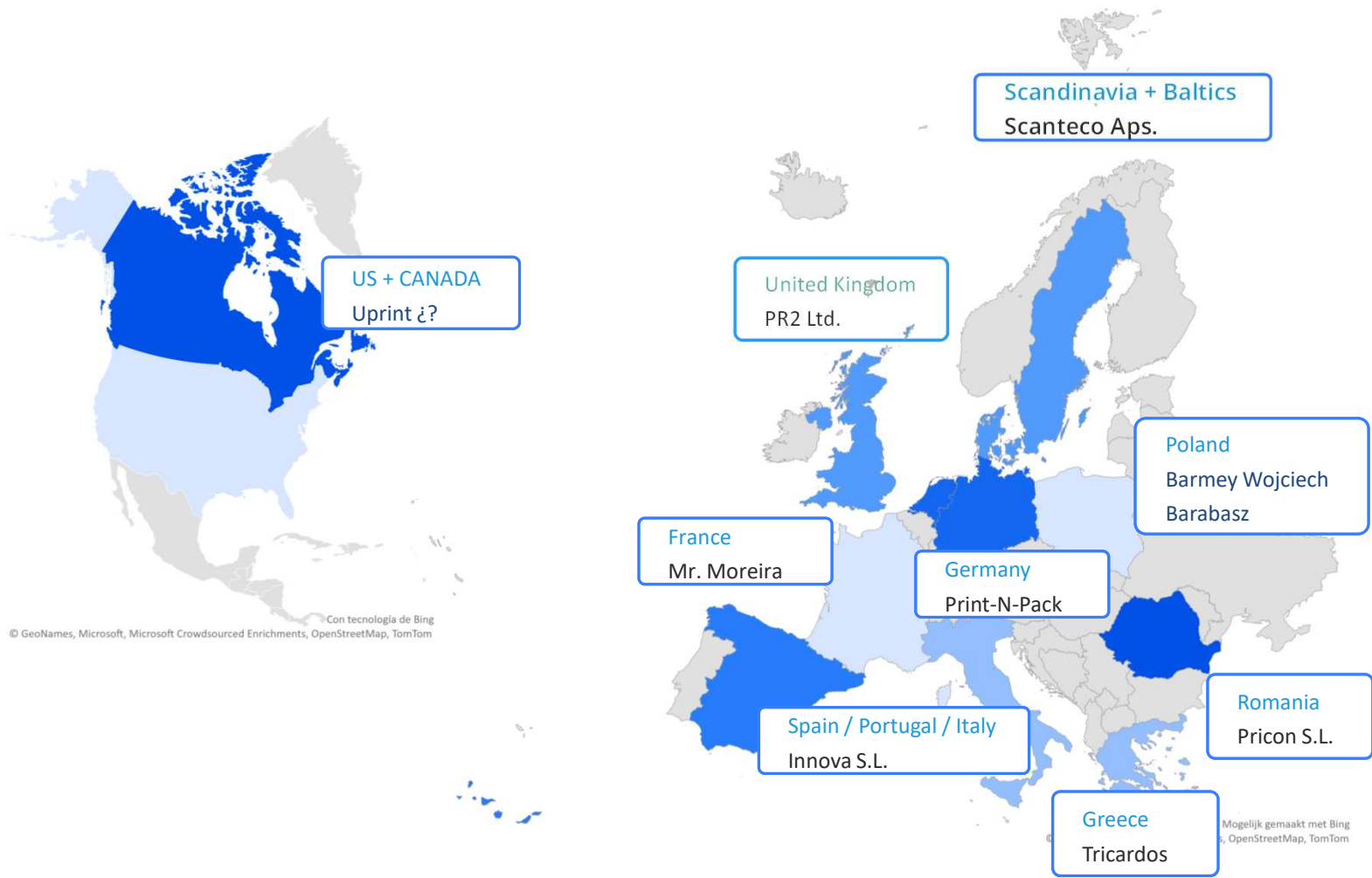
Delivery of the second prototype with some modifications included



Installation of the last prototype and Beginning of the production of Multiclick in large scale

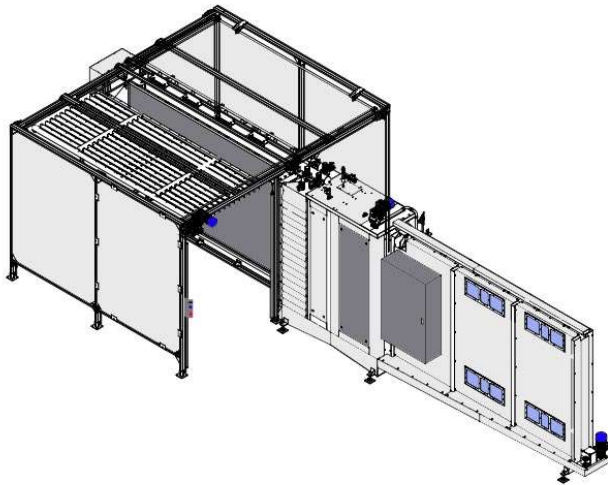


INTRODUCTION: Main Objectives

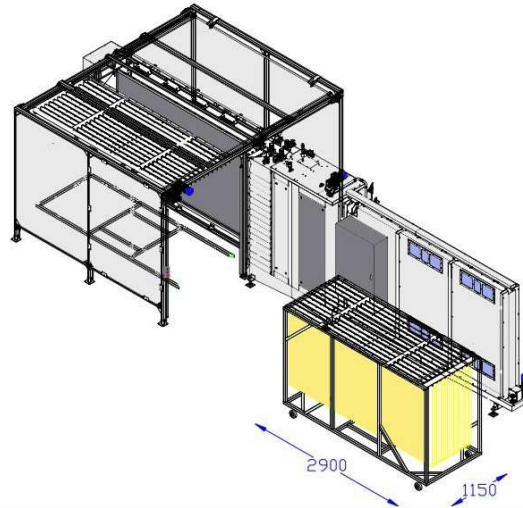


PRODUCT PORTFOLIO PRESENTATION

Multiclick 20 rails



Multiclick 20 rails automatic carrier



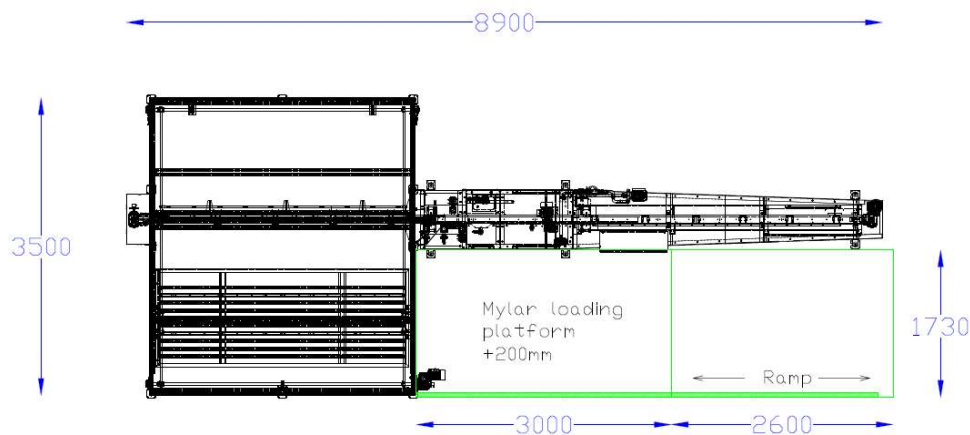
Multiclick Liquid



- ✓ Between 3 and 4 minutes to clean a plate (2800*1650mm)
- ✓ Plates dried in both sides by compressed air
- ✓ Water and detergent consumption can be parametrized

- ✓ Detergent can be reused as many times as customer decide
- ✓ Detergent can be treated by the depuration unit

MULTICLICK MACHINE: Technical Description



- ✓ Electrical Supply 380V 3p + T + N 2,5kW
- ✓ Air Supply 6-8 bar 6Nm/min ½"
- ✓ Water for rinsing and mixture ¾" 2 bar
- ✓ Detergent ¾"
- ✓ Drain: 2 drains (water and detergent)

Multiclick 20 rails

- ✓ 1 fix carrier with a capacity of 20 plates.

GENERAL FEATURES

- ✓ Movable carrier for plate stock in order to wash a batch
- ✓ Pre-wash, main wash and rinsing in separate zones
- ✓ Washing by nozzles and centrifugal pump for pre wash
- ✓ Horizontal rotating brush in two directions
- ✓ Multiple stage drying by air knives and bowers
- ✓ Mixture tank for automatic control of detergent use
- ✓ Variable speeds and settings in recipes PLC controlled
- ✓ Visualization and operation by a color touch screen
- ✓ Movements with low maintenance tooth belt drive
- ✓ Stainless steel washing cabin and liquids handling

Multiclick 20 rails automatic carrier loading

- ✓ 1 trolley for cliché loading with a capacity of 20 plates
- ✓ Elevator to lift the trolley with the plates automatically

MULTICLICK MACHINE: Sales Pitch-Unique selling points (USP's)

Cost savings

Saves 30% detergent and water in comparison to other methods and 2min/plate in labor costs

Performance

Great cleaning performance, repeatable results with no damages to the plates. Cleans one plate (1650*2800) in 3 to 4 minutes

Sustainable

Detergent and water consumption can be adjusted and monitored. With very low water consumption (6lt) and Detergent (recirculated)

Innovative

First machine ever who can clean 30 plates without operator intervention

MULTICLICK MACHINE: Financial Benefits



Detergent savings
30% savings on detergents



Waste minimization
due to consistent cleaning



No damaged plates because
of cleaning anymore



Labor savings
80% savings on Labor



Downtime optimization



Water savings
30% savings on detergents



Pay-Back hypothesis:

- 2 min for loading /unloading plates from a semi-automatic plate cleaner or for a manual Cleaning
- 30€/hour of labor cost
- Between 150 and 200 plates per day
- 250 working days per year

MULTICLICK MACHINE: Sustainable benefits

Multiclick as opposed to manual cleaning, offers several sustainable benefits that positively impact both the environment and the efficiency of the printing process.

- **Reduced Chemical Usage:** Multiclick is designed to use cleaning solutions more efficiently. This results in reduced chemical waste and lower overall chemical consumption, contributing to more sustainable operations.
- **Water Conservation:** Multiclick optimizes water usage by recycling water for cleaning. This is important for regions with water scarcity.
- **Energy Efficiency:** Multiclick is designed to be energy-efficient, using less electricity compared to manual cleaning processes. This results in reduced energy costs and a smaller carbon footprint.
- **Compliance with Environmental Regulations:** Many regions have strict environmental regulations regarding the use of printing chemicals and wastewater. Multiclick helps businesses comply with these regulations.
- **Reduced Carbon Footprint:** By optimizing resource usage and reducing waste, Multiclick contributes to a smaller carbon footprint for the printing operation.

MULTICLICK MACHINE: Sales Conditions

Price

Multiclick 20 rails:	95.000€	
Multiclick with trolley 20 rails:	105.000€	
Installation cost (all included):	4.500€	(* Kick off offers includes installation FOC
Transportation cost:	TBD	

Terms of payment

Machinery:	45% on order
	45% on delivery of the machinery
	10% within 30 days of completion of installation
Detergent:	Bank receipt 30 days

Equipment maintenance

With a commitment to use Multiclick detergent, In2flexo undertakes to carry out an annual maintenance visit free of charge. This maintenance visit does not include parts and spare parts.

Guarantee

12 months with the obligation from the customer to use Multiclick detergent during this period

MULTICLICK MACHINE: Comparison plate cleaning methods



Manual Cleaning

PROS	<ul style="list-style-type: none"> ✓ No start-up investment ✓ Requires less space
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CONS	<ul style="list-style-type: none"> ✗ Detergent/water consumption not controlled ✗ Inconsistent cleaning quality ✗ High risk of damaging plates ✗ Healthy labor risks ✗ High labor costs
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Semi-automatic Cleaning

PROS	<ul style="list-style-type: none"> ✓ Medium investment ✓ Requires less space ✓ Semi Dry plates (on 1 side) ✓ Known method
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CONS	<ul style="list-style-type: none"> ✗ Often movement of plates ✗ High labor costs ✗ Quality of the cleaning ✗ Not solid machine
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Old Automatic Cleaning

PROS	<ul style="list-style-type: none"> ✓ Fully automatic cleaning ✓ Requires less space ✓ Less labor cost
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CONS	<ul style="list-style-type: none"> ✗ High start-up investment ✗ High maintenance needs ✗ Quality of the cleaning
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MultiClick

PROS	<ul style="list-style-type: none"> ✓ Low labor cost ✓ Fully automatic cleaning ✓ Repeatable results ✓ Dry plates on both sides ✓ Control of consumption ✓ Possibility of no capex
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CONS	<ul style="list-style-type: none"> ✗ Needs 8x3x2 meters space ✗ Higher start-up investment
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MULTICLICK MACHINE: Actual cleaning plates systems (a No-go)

Time consuming process

Cleaning printing plates manually is a time-consuming process that requires significant attention to detail. Printers must allocate substantial time and effort to ensure that plates are thoroughly cleaned, which can slow down production schedules.

Ink Residue removal

Removing ink from printing plates can be particularly challenging. The ink can become stubbornly adhered to the plate's surface, making it difficult to clean completely. This may result in inconsistent print quality or ghosting on subsequent print runs.

Risk of damage

Printing plates are delicate and can be easily damaged during the cleaning process, especially if aggressive cleaning methods or abrasive materials are used. Plate damage can lead to increased production costs as plates need to be replaced more frequently.

Ergonomic concerns

Manual plate cleaning can be physically demanding, leading to ergonomic concerns for workers. Proper equipment and workstations should be provided to minimize the risk of repetitive strain injuries.

Maintenance Cost

Frequent cleaning and potential plate damage can increase maintenance costs. Printers may need to invest in regular plate replacements, additional cleaning equipment, or maintenance personnel.

MULTICLICK DETERGENT

Safe

Non-corrosive for printing Equipment, safe in use and **NO symbols**

Sustainable

Low VOC (Volatile organic compounds), Fully Biodegradable

Versatile

Compatible with most water treatment systems, used rinsing water cleans your ink buckets

Performance

Great cleaning performance on water-based inks, low foaming tendencies

Safety certification

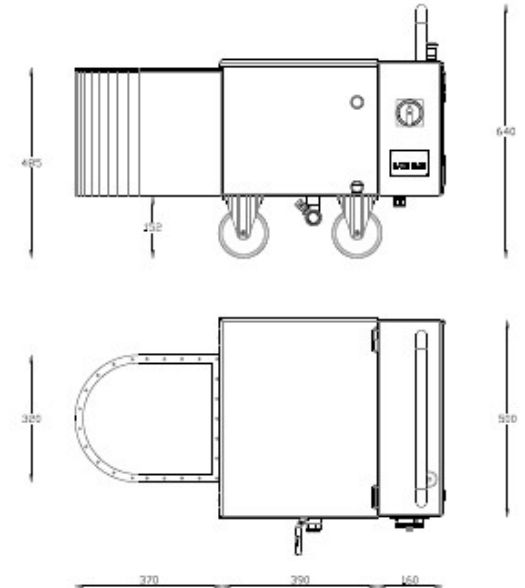
ISEGA certification

Recycling

Can be treated by the depuration unit without any trouble

PRODUCT PORTFOLIO: New Heating Tank

- ✓ Stainless steel Heating tank - no need to connect hoses
 - ✓ Capacity of 100lt (15-20 anilox cleaning)
 - ✓ Heating unit and security level switch
- ✓ No smell due to the rubber protection cover
- ✓ Connected with 4g to platform Anylox allows to check the proper execution of maintenance plan
 - ✓ Touchscreen
 - ✓ Ergonomic design



PRICE: 4.500€

(*) This price includes the access to the Anylox Platform for one year, after this first year the access to the platform will be for free for those customers that purchase our cleaning liquids: Alternatively, customer can decide to extend the access without liquids for 120€/year

Sales Pitch: Heating tank + Platform Anylox

Easy to use

No need to take special security measures and easy to use for the operator with the touch screen

Effective

45 minutes per anilox /week to keep the ink transfer stable

Versatile

Designed to be used without the need of connecting pipes and to avoid smell and the direct or indirect contact with the liquids

Performance

Being connected with the platform allows to follow-up the correct implementation of the maintenance program

Recycling

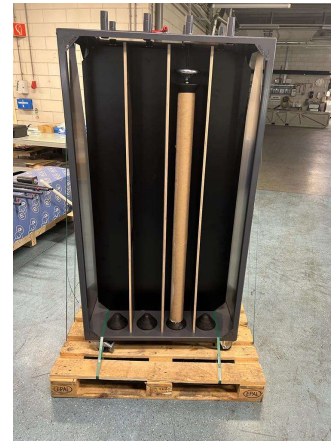
Liquid used (circulation cleaner) can be treated by the depuration unit without any trouble

PRODUCT PORTFOLIO: Revolver (Testing)



- ✓ Made in steel powder coated
- ✓ Allows to store up to 8 sleeves on a proper way (vertical)
 - ✓ Separation between each sleeve
- ✓ Polyvalent: Different diameters and lengths sleeves on the same revolver
- ✓ Quick release nut to easily fix the sleeve into the revolver
- ✓ Rubber cones to protect the sleeve and to fix it properly
 - ✓ Ergonomic design

PRICE: Pending



Sales Pitch : Revolver

Safe

Due to its design it allows to avoid problems while moving the sleeves

Ergonomic

Let the operator move easily the sleeves without no effort

Versatile

Can be used with different diameters and lengths (Option?)

Performance

The storage of the sleeve in vertical avoids problems of concentricity

Polyvalent

Can be used even on the warehouse as long as the space required is relatively low



THANK
YOU



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