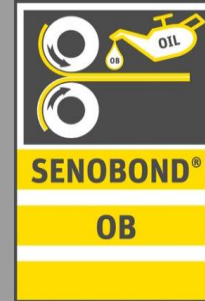
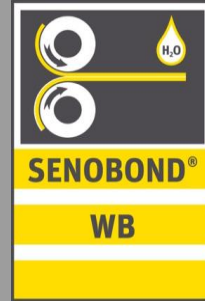
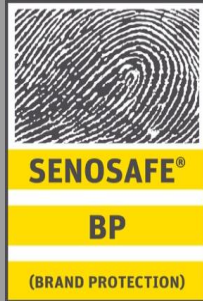
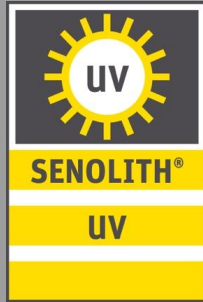
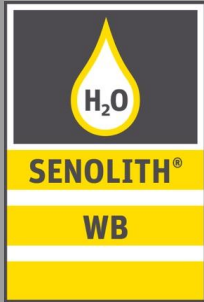


3rd WEILBURGER Graphics Partner Meeting



Topseller/Product range: Intro

Very warm Welcome from the Technical Service and especially from me:

Rainer Seibel-Birkholz

Tasks of the Technical Service:

- Take care of our partner and customers worldwide
- Recommend varnishes and applications
- Interface between you and our laboratory
- Assistance for our technical and sales field service

- In summery: Inhouse support for all matters of our products

Topseller/Product range: The Technical Service



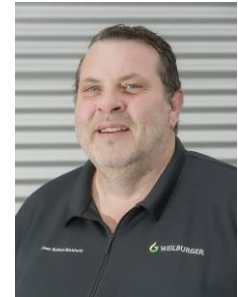
Bastian Schäfer (head of Technical Service)



Lucas Knopp



Alexander Günzel

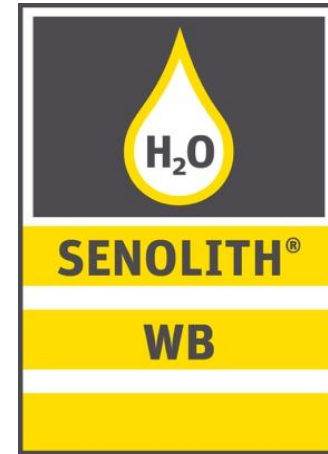


Rainer Seibel-Birkholz

Topseller in last 12 months

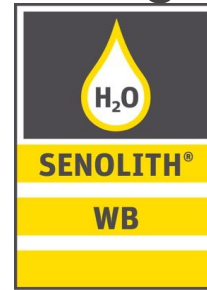
Overall sales volume in tons	14.623 t	(13.617 t)
SENOLITH® WB Coatings	10.560 t	(7.960 t)
SENOLITH® UV Lacquers	2.061 t	(1.713 t)
SENOBOND® Adhesives	882 t	(1.257 t)
SENOFLEX® WB Products	633 t	(1.050 t)
SENOSCREEN® Lacquers	228 t	(211 t)
SENOFLEX® Varnishes	238 t	(121 t)
SENOLITH® OB Varnishes	23 t	(49 t)
SENOCELL® Products	90 t	(152 t)
Rest		

Topseller/Product Range WB coatings



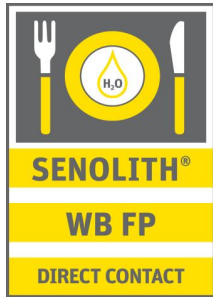
Splittet in 3 groups

Topseller/Product Range WB coatings



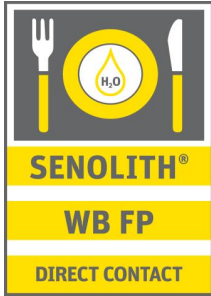
- Regulatory affairs become more important all over the world
- Important mainly in food or pharmacy packaging industry
- Comply with European regulations others (FDA) has to be requested
- Differences:
 - DC inner side of packages, coatings face to the packages content
 - NDC outer side of packages or at inner side with functional barrier
 - Often confusion: The package is in direct contact with the content but the coating is at the outer side

Topseller/Product Range WB Gloss Coatings FP DC



SENOLITH® WB GLOSS COATING FP DC 350179	201 t
SENOLITH® WB GLOSS COATING FP DC 350279	177 t
SENOLITH® WB GLOSS COATING FP DC 350280	168 t
SENOLITH® WB GLOSS COATING SCUFF COAT FP DC 350486	104 t
SENOLITH® WB GLOSS COATING FP DC 350152	88 t

Topseller WB Matt Coatings FP DC



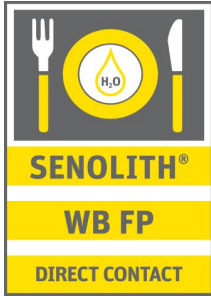
SENOLITH® WB MATT COATING FP DC 350359

152 t

SENOLITH® WB MATT COATING FP DC 350196

47 t

Topseller WB Primer FP DC



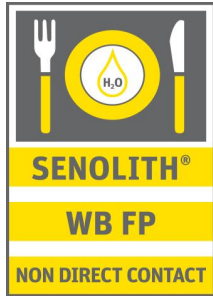
SENOLITH® WB MATT PRIMER FP DC 350088	230 t
SENOLITH® WB GLOSS PRIMER FP DC 350071	157 t
SENOLITH® WB SATIN MATT PRIMER FP DC 350188	63 t

Topseller WB Special Applications FP DC



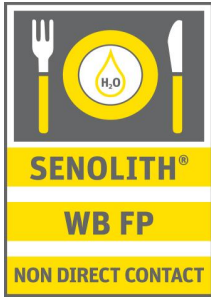
SENOLITH® WB BLISTER COATING FP DC 359509	128 t
SENOLITH® WB GLOSS COATING SCUFF COAT OPTI FP DC 350487	37 t
SENOLITH® WB BARRIER COATING FP DC 350023	29 t
SENOLITH® WB LABEL GLOSS COATING FP DC 350600	20 t
SENOLITH® WB PROTECTIVE COATING HEAT RESISTANT FP DC 350268	19 t

Topseller WB Gloss Coatings FP NDC



SENOLITH® WB GLOSS COATING FP NDC 350260	1107 t
SENOLITH® WB GLOSS COATING FP NDC 350408	458 t
SENOLITH® WB GLOSS COATING FP NDC 350251	275 t
SENOLITH® WB GLOSS COATING FP NDC 350052	216 t
SENOLITH® WB HIGH GLOSS COATING FP NDC 350554	170 t

Topseller WB Matt Coatings FP NDC



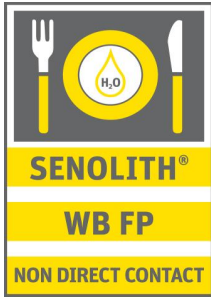
SENOLITH® WB MATT COATING FP NDC 350350	429 t
SENOLITH® WB MATT COATING FP NDC 350207	230 t
SENOLITH® WB MATT COATING FP NDC 350710	150 t
SENOLITH® WB MATT COATING FP NDC 350290	112 t
SENOLITH® WB SATIN MATT COATING FP NDC 350205	95 t

Topseller WB Primer FP NDC



SENOLITH® WB GLOSS PRIMER INLINE FP NDC 350100	126 t
SENOLITH® WB SATIN MATT PRIMER FP NDC 350612	100 t
SENOLITH® WB GLOSS PRIMER STAMPABLE FP NDC 350520	52 t

Topseller WB Special Applications FP NDC



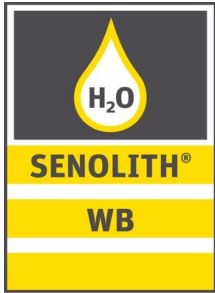
SENOLITH® WB LABEL HIGH GLOSS COATING FP NDC 350015	95 t
SENOLITH® WB CALENDER COATING FP NDC 357026	38 t
SENOLITH® WB ANTI SLIP COATING FP NDC 350094	30 t
SENOLITH® WB BLISTER COATING FP NDC 359530	15 t
SENOLITH® WB NEUTRAL COATING FOR UNCOATED PAPER FP NDC 350589	21 t

Topseller Standard WB Coatings



SENOLITH® WB PROTECTIVE COATING MATT 350645	256 t
SENOLITH® WB PROTECTIVE COATING NEUTRAL GLOSS 350302	93 t
SENOLITH® WB GLOSS COATING 350216	82 t
SENOLITH® WB PROTECTIVE COATING SATIN MATT 350970	78 t

WB Coatings: to complete the range



Cigarette coatings

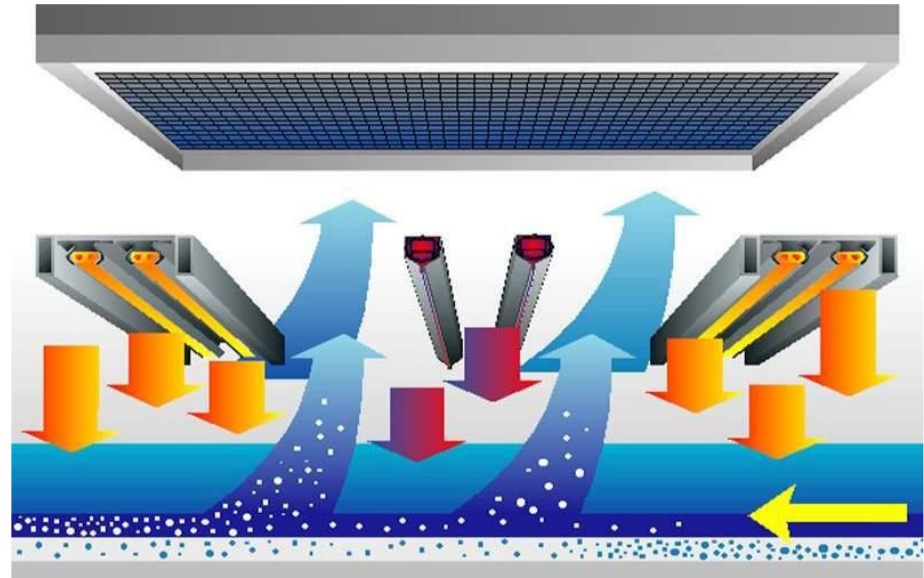
Coatings for IML

Effect primers and coatings

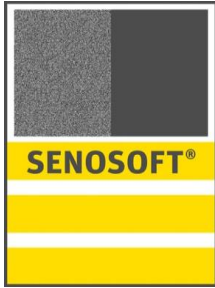
Playing card coatings

Release coatings

Textured coatings



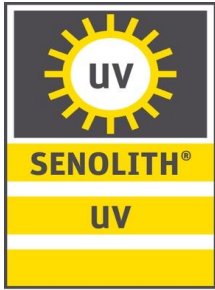
Topseller WB Softtouch Coatings



SENOSOFT® WB MATT COATING FP NDC 350210	93 t
SENOSOFT® WB GRAVURE MATT COATING FP NDC 350815	21 t
SENOSOFT® WB MATT COATING FP NDC 350215	19 t

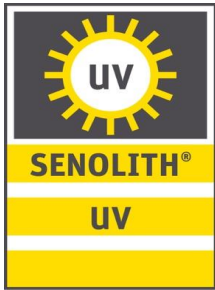
In additional we have sold about 96 t to supplier of Softtouch laminating films

Topseller UV FP NDC Lacquers



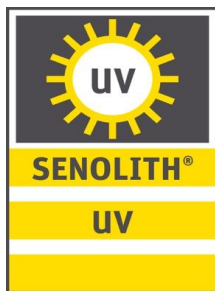
SENOLITH® UV GLOSS LACQUER INLINE FP NDC 360424	98 t
SENOLITH® UV GLOSS LACQUER FP NDC 360421	69 t
SENOLITH® UV GLOSS LACQUER INLINE FP NDC 360423	41 t
SENOLITH® UV GLOSS LACQUER INLINE STAMPABLE FP NDC 360425	22 t

Topseller UV Lacquers



SENOLITH® UV GLOSS LACQUER INLINE 360022	261 t
SENOLITH® UV GLOSS LACQUER 360550	239 t
SENOLITH® UV GLOSS LACQUER HYBRID 360053	238 t

Topseller UV Lacquers



SENOWEB® UV GLOSS LACQUER 360565	78 t
SENOLITH® UV GLOSS LACQUER 360149	75 t
SENOLITH® UV GLOSS LACQUER STAMPABLE GLUABLE 360145	72 t
SENOLITH® UV MATT LACQUER 360026	58 t
SENOLITH® UV FLEXO GLOSS LACQUER 360108	35 t

UV Lacquers: to complete the range



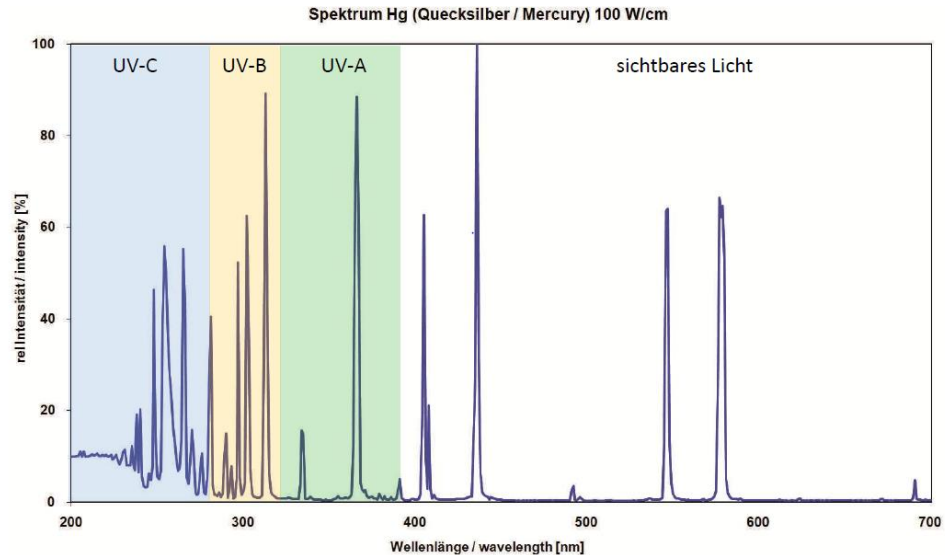
Cigarette lacquers

Effect lacquers

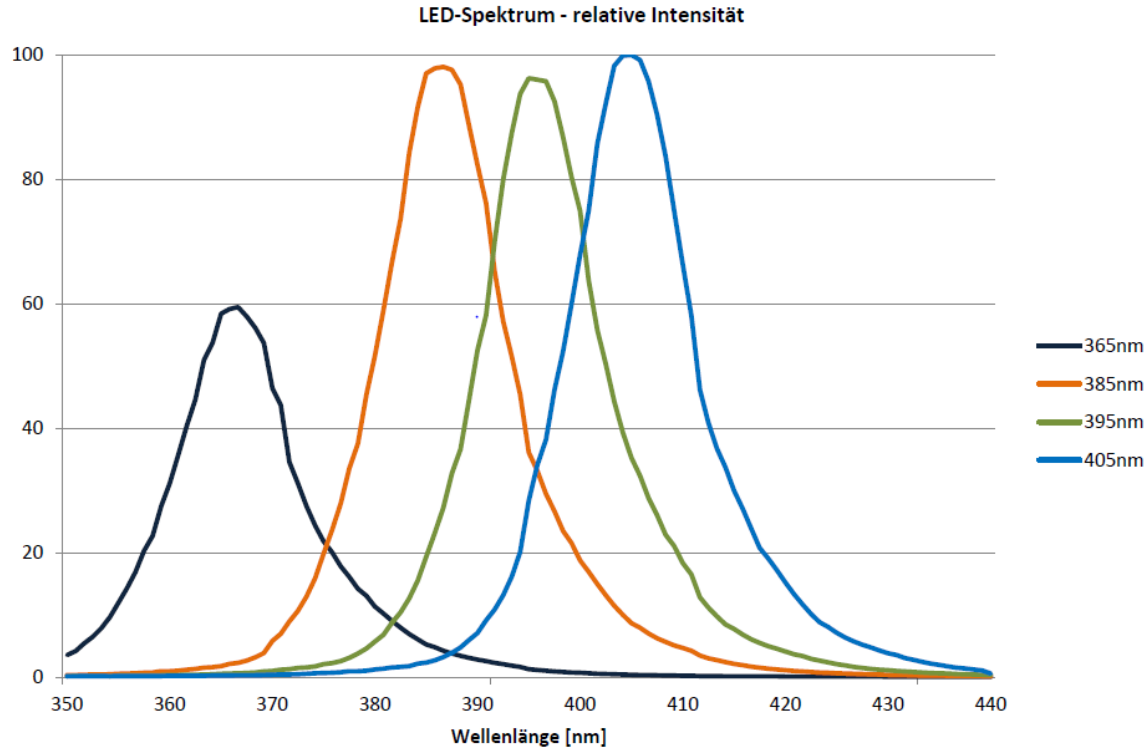
Playing card lacquers

Release lacquers

Textured Lacquers



UV Lacquers: different light technology



UV Lacquers: different light technology



UV LED lacquers for the coating unit

SENOLITH® UV GLOSS LACQUER LED 360750

SENOLITH® UV MATT LACQUER LED 360760

SENOLITH® UV GLOSS LACQUER HYBRID LED 360753

UV LED lacquers for the offset printing unit

SENOLITH® UV OFFSET GLOSS LACQUER LED 369855

SENOLITH® UV OFFSET MATT LACQUER LED 369865

SENOLITH® UV OFFSET MATT LACQUER HYBRID LED 369866

Topseller for Screen Printing



SENOSCREEN® UV GLOSS LACQUER 363018	88 t
SENOSCREEN® UV GLOSS LACQUER FOR OPP MATT 363010	16 t
SENOSCREEN® UV RELIEF GLOSS LACQUER 363012	11 t
SENOSCREEN® UV RELIEF GLOSS LACQUER FOR OPP MATT 363013	6 t
SENOSCREEN® UV RELIEF SATIN GLOSS LACQUER FOR UNCOATED PAPER 363034	6 t

Topseller: Screen Printing to complete the range



SENOSCREEN® UV BASIC LACQUER FOR EFFECT PIGMENTS	6 t
SENOSCREEN® UV MATT LACQUER	5 t
SENOSCREEN® UV LACQUER TEXTURED	4 t
SENOSCREEN® UV LACQUER FP NDC	2 t

Topseller SENOBOND® products



SENOBOND® WB FILM LAMINATING ADHESIVE 375207	717 t
SENOBOND® WB FOLDING BOX ADHESIVE FP NDC 375402	21 t
SENOBOND® WB FOLDING BOX ADHESIVE FP NDC 375430	20 t

Topseller SENOBOND® products

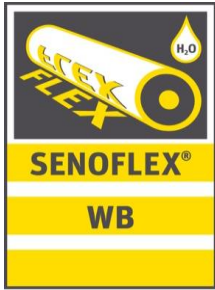


BRAND NEW

SENOBOND® WB FILM LAMINATING ADHESIVE FP NDC 375224

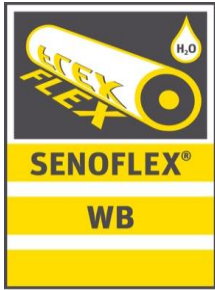
- **new generation of self cross linking adhesives**
- **hardener only needed for special foils**

Topseller SENOFLEX® products



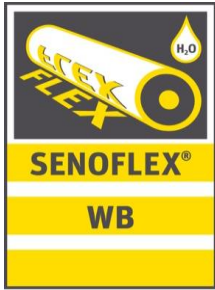
SENOFLEX® WB GLOSS COATING FP NDC 350460	499 t
SENOFLEX® WB MATT COATING FP NDC 350464	13 t
SENOFLEX® WB ANTI SLIP COATING FP NDC 350461	11 t

Topseller SENOFLEX® products



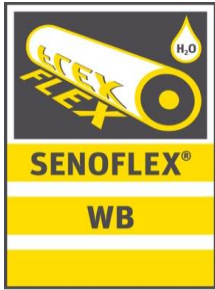
SENOFLEX® WB EXTENDER 395001	225 t
SENOFLEX® WB EXTENDER MATT FP NDC 395903	76 t
SENOFLEX® WB EXTENDER FP NDC 395904	17 t

Topseller SENOFLEX[®] products



SENOFLEX [®] WB PROCESS INKS	25 t
SENOFLEX [®] WB SPECIAL INKS	64 t
SENOFLEX [®] WB UHC SPECIAL INKS	36 t

Topseller SENOFLEX® products



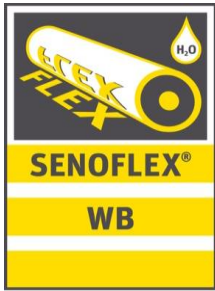
What is more and more visible?

Inner side of packages become colorful

SENOFLEX® WB SPECIAL INKS mixed for customers

23 t

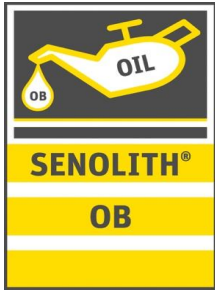
Topseller SENOFLEX® products



- We calculate the ink shades
- We print and match the inks
- We send the recipe and the special inks
- Or we send the ready to print ink

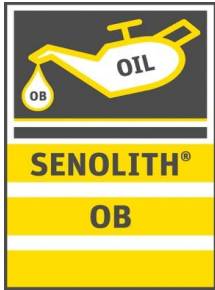


Topseller Oil BASED products



SENOLITH® OB EFFECT MATT VARNISH HYBRID 355400	8 t
SENOLITH® OB EFFECT MATT VARNISH HYBRID 355420	3 t
SENOLITH® OB MATT VARNISH HYBRID 355422	2 t

Topseller Oil BASED products



SENOLITH® OB MATT VARNISH TWIN FP NDC 355419	4 t
SENOLITH® OB MATT VARNISH TWIN 355418	2 t

NEW IN STOCK:

SENOLITH® OB MATT VARNISH TWIN 355428

Any questions?

