

## Digital, dynamic, and at the cutting edge: manroland Goss reports a positive result from drupa 2024

Düsseldorf/Augsburg, June 14, 2024 – manroland Goss, the leading supplier of web offset printing and digital finishing solutions, is experiencing a pulsating industry at the eleven-day drupa, the world's No. 1 for printing technology, setting the course for a digital and more sustainable future in the printing and packaging industry. The technical highlights and pioneering innovations presented by manroland Goss, including advancements in packaging printing, book printing and AI-based maintenance, captivated the trade show visitors and engaged them in intensive technical discussions in a modern booth atmosphere.

- VARIOMAN enhances efficiency and sustainability in packaging printing thanks to web offset technology
- Flexible paper packaging for frozen products printed in web offset is paving the way to a more sustainable packaging world
- AI-based maintenance platform MAINTELLISENSE increases productivity in print production
- manroland Goss is a reliable and efficient business partner for commercial and newspaper printers in every respect: new equipment, used equipment and a wide range of service solutions

The Augsburg-based printing press expert sees its strategic focus in the areas of commercial, packaging, book, newspaper printing, and digital finishing solutions confirmed and continues the positive trend of the previous fiscal year (Group: EUR 250 million in revenue with 10% EBITDA). In particular, the packaging printing solution VARIOMAN, the flexible paper packaging for frozen pizzas and the retrofitting options for web offset printing presses for the packaging sector met with significant interest among trade show visitors, as did the book printing solutions including the new variable-format pin folder.

### Focus on sustainable solutions

The co-created flexible paper packaging "Pizza A Mano" for frozen products was a visitor magnet. The cooperation partners manroland Goss, hubergroup, Weiss Druck and Koehler Paper impressively demonstrated what is possible in terms of sustainability when competences are wisely bundled across company boundaries and a specific objective is pursued. With up to 80% less CO<sub>2</sub> and material consumption compared to conventional frozen pizza packaging made of cardboard and plastic, the new development made of recyclable paper, printed in web offset, is pioneering in the food industry. The co-operation partners want to build on this success after drupa and continue the project in further expansion stages.

The manroland Goss Group is the leading supplier of web-offset printing solutions. The company provides System Solutions for highly automated press and post-press equipment, Engineered Solutions for mechanical, automation and closed-loop upgrades for all types of presses, Service Solutions for parts and labor, tele-support and service level agreements 24/365, and E-commerce Solutions for all suppliers to the web offset industry and beyond.

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Photos can be downloaded via  
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## **Digital transformation for a successful future**

The MAINTELLISENSE model also received a great response, allowing visitors at the manroland Goss booth to experience digitalization firsthand and see how AI-based anomaly detection elevates machine maintenance to a new level.

"We look back on drupa 2024 in a very positive light," reports Franz Kriechbaum, CEO at manroland Goss, "we feel validated that our product and service solutions provide the right answers to the challenging market dynamics and position us as a valuable partner to our customers. For example, our AI-based maintenance platform MAINTELLISENSE meets the demanding requirements of today's service and maintenance offerings and supports our customers in keeping pace with the dynamic developments in their markets."

## **High visitor frequency at executive level with successful business transactions**

"drupa was also an excellent opportunity for us to establish many valuable international contacts in just a few days. We engaged deeply with industry experts, especially at management level, and formed strategic alliances," stated Dr. Daniel Raffler, CCO at manroland Goss.

"The quality and intensity of the discussions, both with our esteemed existing customers and with new interested parties, was very inspiring and confirms our established course of action," adds Dirk Rauh, CFO/CSO at manroland Goss.

As a result, manroland Goss is experiencing high demand and significant interest in its core web offset business areas, including packaging, illustration, newspaper, and book printing, as well as digital finishing solutions. The company has achieved successful business transactions in the tens of millions across various product categories.

manroland Goss would like to thank all visitors, partners and the organisation team of drupa 2024 for a successful industry summit and looks forward to continuing to offer cutting-edge solutions and services in the future.

### **manroland Goss at drupa 2024**

You can find further information in our digital company presentation at

[www.manrolandgoss.com/de/presono-drupa.html](http://www.manrolandgoss.com/de/presono-drupa.html)

and on our project microsite for the new flexible paper packaging for food at

<https://lp.hubergroup.com/eco-flex-pack>