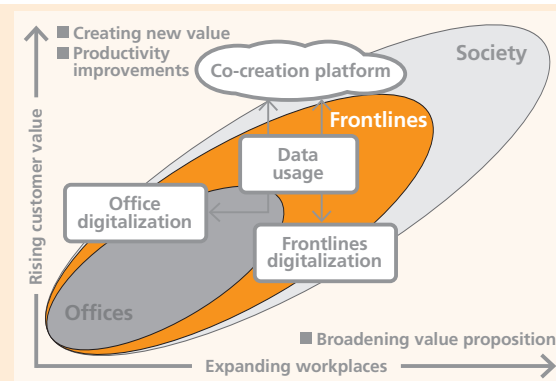


RGC RICOH Graphic Communications

Business unit role

We support customers in digitalizing their printing sites. We help them transform work practices and expand their businesses by providing digital printing solutions, automating print site production processes, and providing marketing communications tools that integrate paper and electronic media.



Message from Business Unit President

We aim to help commercial, industrial, and enterprise printing customers and brand owners to improve on-site digital transformation and work practice approaches and expand their businesses. We also seek to maximize customer value and resolve social issues.

Specifically, through promoting digital printing, we will offer customers high-value printed materials on-demand that meet their needs, thereby helping them to expand their businesses and reducing their carbon footprint by curtailing mass printing and disposal.

We will help resolve labor shortages by providing workflows that automate and digitalize print production processes and alleviate manual workloads. We will help brand owners expand their businesses by offering marketing communications tools that integrate paper and electronic media.

We developed RICOH Business Booster, a platform for creating value with printers and business partners worldwide to collaborate more with printing sector customers.

This platform makes it possible to co-create new printing applications, automate production processes, and support business development. More than 5,000 customers have already become co-creation partners.

We aim to drive customer digital transformation efforts by attentively listening to their needs and solving their problems, becoming a comprehensive partner for Graphic Communications.



Sergio Kato

President of RICOH Graphic Communications Business Unit

CASE STUDY 01

Driving a digital transformation on printing frontlines

RICOH Pro VC70000, RICOH Pro Scanner, and other offerings

The Sattler Media Group is a leading commercial printing company in Germany, producing direct mail, catalogs, and magazines. The catalogs include product information, technical information, manuals, and many other types—some exceeding 400 pages—and are produced in a variety of versions and languages.

In response to Sattler Media Group's need for a highly-automated digital production, the Ricoh Group met the customer's expectations with the Ricoh Pro VC70000, a high-speed digital inkjet that delivers high image quality, high productivity, and support for a wide variety of paper stocks.

Ricoh automated the roll-changing process with the AutoSplicer from Ricoh partner Tecnaue SRL. The RICOH Pro Scanner option with this platform leverages artificial intelligence and machine learning technology to automate print-related tasks and maintain consistent quality. This setup has significantly reduced operator workloads.

Investing in digital inkjet technology has helped Sattler Media Group develop an innovation-centric corporate culture. Adopting the RICOH Pro VC70000 and sophisticated automation tools has positioned Sattler Media Group as a trailblazer among German production printing companies and will help them to attract and retain talent.



The RICOH Pro VC70000 and its automation technology have significantly contributed to our business. Ricoh Group is an important partner for Sattler Media Group in promoting digital transformation in the graphics industry.

Arndt-Friedrich Wille

Business Development Manager, Sattler Media Group

CASE STUDY 02

Helping expand digital printing businesses

Printhead Technology

Ricoh agreed to a landmark multi-year printhead technology deal totaling €50 million to extend its successful collaboration with Durst Group AG. Headquartered in Italy, Durst Group AG is a world-leading inkjet printer manufacturer that develops and markets printers, software, and inks with various industrial applications. Strict criteria are used in the selection of printheads, which are ultimately determined by their application suitability and technical performance.

We entered the digital textile market several years ago by supplying printheads to Durst Group AG. Ricoh's outstanding print quality, productivity, and printhead reliability prompted Durst Group AG to use more Ricoh technology in multiple industrial applications across its portfolio. Ricoh will continue to provide new value to customers worldwide by developing and supplying printheads.



Our deal with Ricoh enabled us to deliver new printers to market faster. Our collaboration with Ricoh has perfected the interplay of printheads, inks and substrates, all optimizing print quality and performance and improving reliability for extended printer life.

Christoph Gamper

CEO and co-owner, Durst Group AG