

## CAJO MAAS - SERVICE AGREEMENTS

### LASER MARKING AS A SERVICE

#### Cajo MaaS Agreements

Purchase of Cajo equipment on a monthly fee including support and maintenance service

**Cajo MaaS\*** shortens and simplifies the investment process. Rentals are spread evenly over the rental period, which also makes budgeting easier. The customer company pays rent for the equipment for the agreed period and avoids heavy one-off investments.

Equipment rental and service or maintenance are billed on the same invoice, reducing the number of invoices. The rentals can be adapted to the seasonal fluctuation of the customer's business. The rental service does not put a strain on the customer's balance sheet and frees up capital for other uses. The rent is tax deductible.



\*MaaS - Marking as a Service

#### THRIVE IN CHANGING TIMES



Products, marking needs, and traceability legislation change rapidly affecting production. Flexible Cajo MaaS addresses these concerns by meeting and exceeding customer demands.

#### CUSTOMER-ORIENTED SOLUTIONS



Together with the customer, we identify an optimal solution. We implement the solution in such a way that it delivers the best possible added value for the customer without the need to worry about technical implementation and maintenance.

#### PRODUCTION RELIABILITY



Our additive-free, easy-to-use and comprehensive solutions for traceability and product labelling make industrial production processes more efficient and enable uninterrupted production. Our service includes short and scheduled preventive maintenance to ensure up-to-date availability and functionality of the laser marking equipment.

#### ECOLOGICAL TECHNOLOGY



Additive-free technology helps manufacturers save direct and indirect costs. Cajo's patented and chemical-free laser marking technology is up to 90 % more environmentally friendly than the inkjet devices traditionally used in the industry. Cajo's safe and reliable technology reduces waste significantly.

#### FREEDOM FOR CORE COMPETENCE



We provide our customers with a complete labelling solution reliably and flexibly. This allows our customer companies to focus on their core competencies.

#### REDUCE OPERATING COSTS



Our reliable and additive-free technology enables significant operating cost savings. The service we offer does not put a strain on our customers' balance sheets and the money saved is freed up for other uses.

#### CONTACT INFORMATION

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## CAJO MAAS - CABLE MANUFACTURING

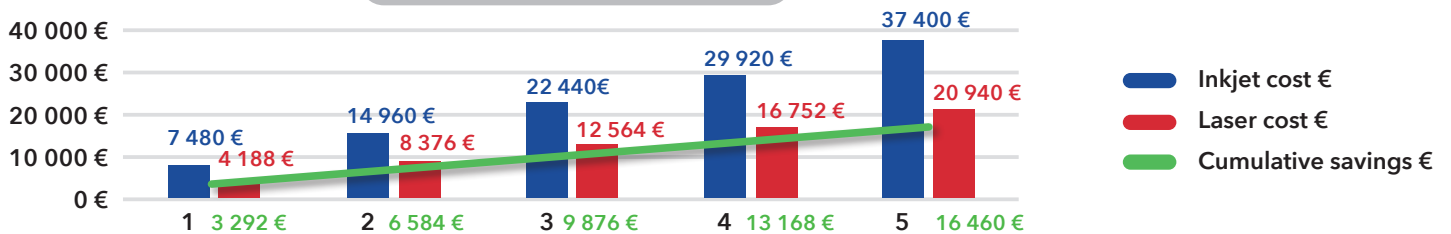
SEGMENT	CABLE MANUFACTURING
Solution	Marking of energy cables as part of the extrusion process
Customer profile	Global manufacturer of energy cables
Replaced technology	Inkjet
Method of use	Uninterrupted three-shift work
Cajo marking unit	Tailor FiberPlus 20 W
Cajo software	CajoSmart™
Cajo service	CajoCare Standard

BENEFITS	
Immediate cost savings per month / marking unit	
Reduction in monthly operating cost %	44,00 %
Annual carbon footprint reduction (direct impact)	255,00 kg (CO2)
Marking quality improvement	
Implementation of traceability markings up to modern standards	
Improve productivity by minimizing downtimes: Typical causes of production line downtimes are cleaning, product changes, changing of inks & solvents, planned and unplanned service interventions, etc.	

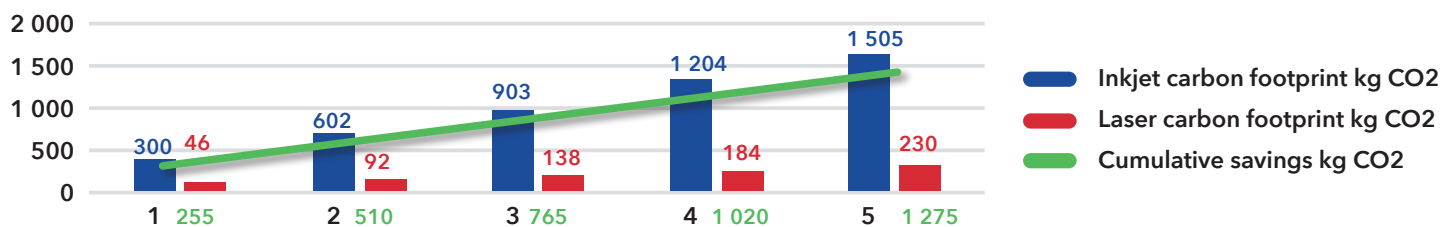
INKJET COSTS		CAJO MAAS COSTS	
	ANNUAL		ANNUAL
Consumables cost	4 200,00 €	Renting cost	3 348,00 €
Service and spares cost	480,00 €	Consumables cost	0,00 €
Waste due to print issues	1 800,00 €	CajoCare Standard service / year	840,00 €
Downtime cost	960,00 €	Downtime cost	0,00 €
<b>Total inkjet cost</b>	<b>7 440,00 €</b>	<b>Total cost of the laser marking solution</b>	<b>4 188,00 €</b>

Periodic maintenance for inkjets is typically performed 1-2 times a year, which commonly includes replacement of main and fine filter and filter mats. In addition, inkjets are typically overhauled once every three years. During the operation, case spare parts commonly replaced include the hose leading to the vacuum pump, nozzles, pressure regulators, and rollers related to the return pump.

### 5 YEAR COST STRUCTURE



### 5 YEAR DIRECT SAVINGS IN KG CO2 STRUCTURE



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## CAJO MAAS - CONTRACT MANUFACTURING

SEGMENT	CONTRACT MANUFACTURING
Solution	Marking of signs, semi-finished products and finished products
Customer profile	Domestic SME sector machine shop
Situation before Cajo	Purchasing marking services externally
Cajo marking unit	Vega Desk
Cajo software	CajoSuite Studio™
Cajo service	CajoCare Standard

### BENEFITS

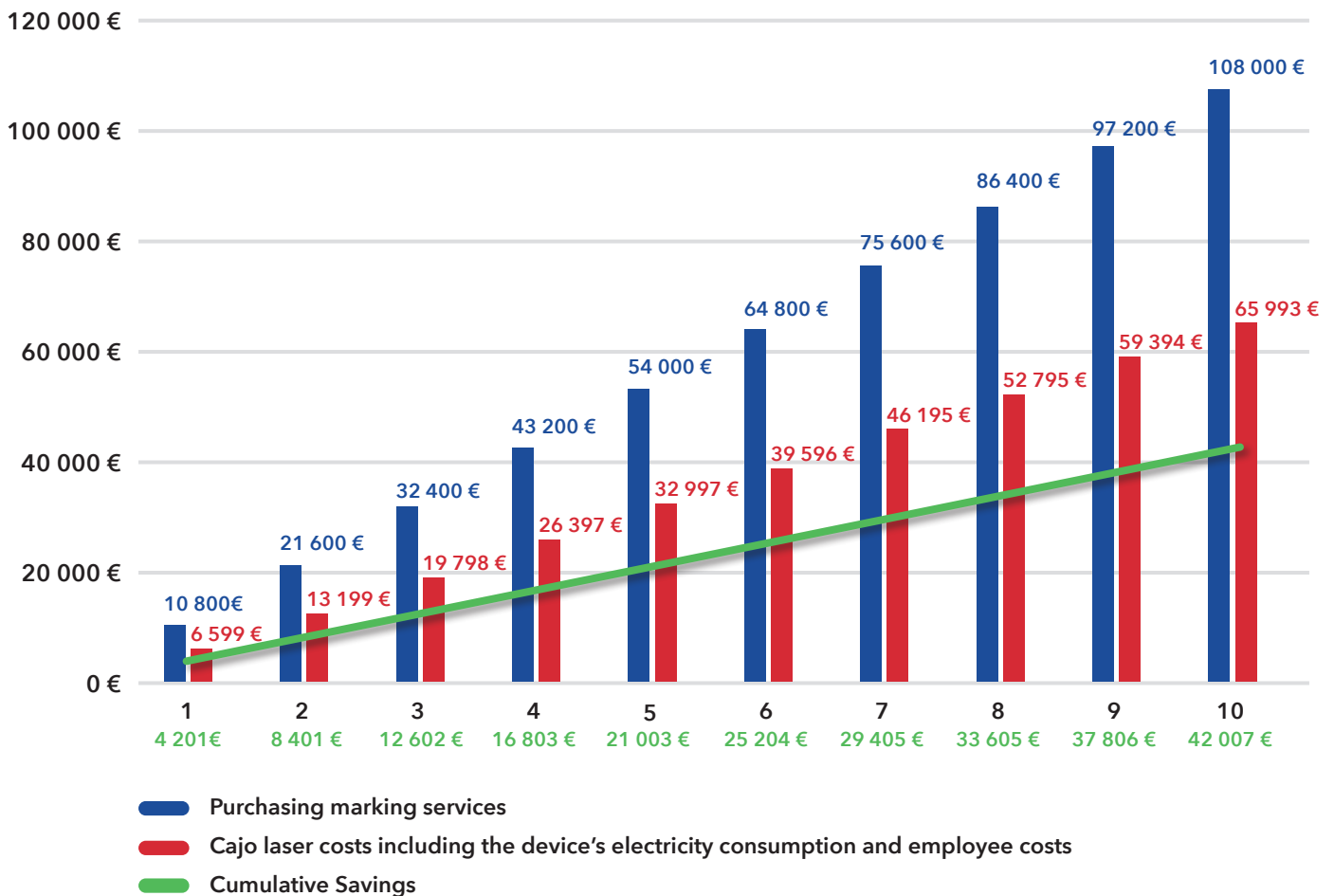
Immediate cost savings per month

Reduction in monthly operating costs % **38,90 %**

Significantly more streamlined production processes:

- No logistics costs
- No risk of quality control issues caused by a third party
- No risk of delivery delays due to a third party
- Designing new product markings is fast and effective

### 10 YEAR COST STRUCTURE



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## CAJO MAAS - FOOD & BEVERAGE

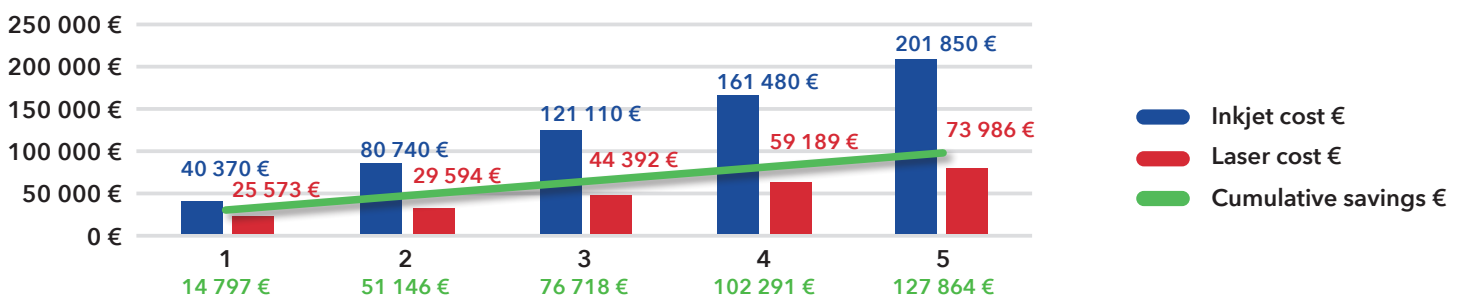
SEGMENT	FOOD & BEVERAGE
Solution	Marking of packaging boxes (secondary), label size 80 x 50 mm
Customer profile	A medium-sized food manufacturer
Replaced technology	<b>PALM</b> printing*
Method of use	80 hours / week
Cajo marking unit	2 x Cajo Tailor CO2™ 30 W
Cajo software	CajoSmart™, CajoSmart UI™
Cajo service	CajoCare Premium

\*Pulse Activated Liquid Microdispensing. PALM technology is a form of inkjet printing that involves the precise dispensing of liquid droplets through the application of pulses

BENEFITS	
Immediate cost savings per month	
Reduction in monthly operating cost %	63,35 %
Annual carbon footprint reduction (direct impact)	1 808,00 kg CO2
<p>After laser markings replaced the labels, the customer discovered that the Cajo Laser can also replace the box printings that were pre-printed before the marking process. By refining the process, both the old pre-printing method and the labels were cost-effectively replaced by Cajo Lasers. The number of boxes stored in the warehouse was reduced by more than 70 % (storage unit). The solution greatly improved production process efficiency. In addition, 100 % of the cardboard packaging could now be recycled. Cajo's flexible laser marking solution enabled mass customisation and individual tailoring of packaging according to the needs of end customers. The overall added value for the customer company is significant.</p>	

PALM PRINTING COSTS		CAJO MAAS COSTS		
Label size	80 x 50 mm		PER MONTH	ANNUAL
Boxes / minute	10,00	Renting cost / Electricity cost	944,00 €	11 328,00 €
Work hours / day	16,00	CajoCare Premium service	289,10 €	3 469,20 €
Work days / week	5,00	Inkjet carbon footprint (direct impact) kg CO2		92,00
Roll changes	5,00			
Potential lost production / year	42,00			
OEE impact	1,04 %			
Line cost / hour	200,00 €			
PALM printing cost / year	40 370,00 €			
Carbon footprint   kg CO2 / year	1 900,00			

### 5 YEAR COST STRUCTURE



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