

# Printing without ink cartridges ?

Watch the video:

<https://youtu.be/bRVU0z7n6DM>

# Value Proposition

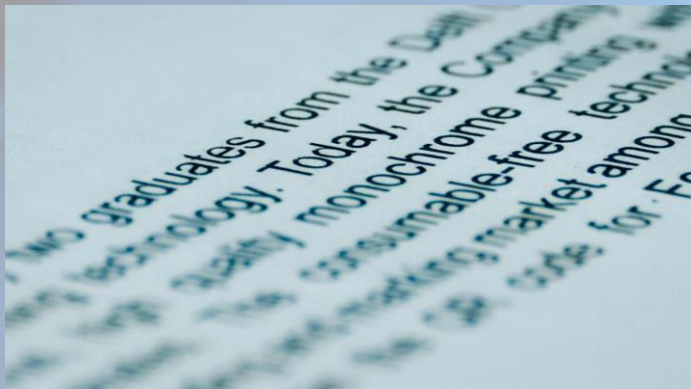
Uncompromised printing on paper-based substrates without any consumables or coatings:

1. Significant reduction of the printing costs
2. Sustainable
3. Higher uptime



# Applications

1. Digital production printers
2. Office & consumer printers
3. Coding & Marking printers



# Business Models

## **Hardware model**

*Increased Hardware revenues, because:*

- a. Customers want a printer with a better sustainability, more uptime and less recurring costs.
- b. Margins on printers can be significantly higher because users are willing to pay more for a device without consumables. (see analog camera, digital camera)
- c. Market share can be gained from competitors, that still offer printers that require cartridges.

## **Service Model**

*Increased service revenues, because:*

- a. The same service (printing) can be offered against the same price-per-print, but against lower costs for the supplier/provider (because no production and shipment of cartridges)
- b. More uptime, so more prints/day
- c. Increased nr. of contracts, because users seek sustainable solutions these days



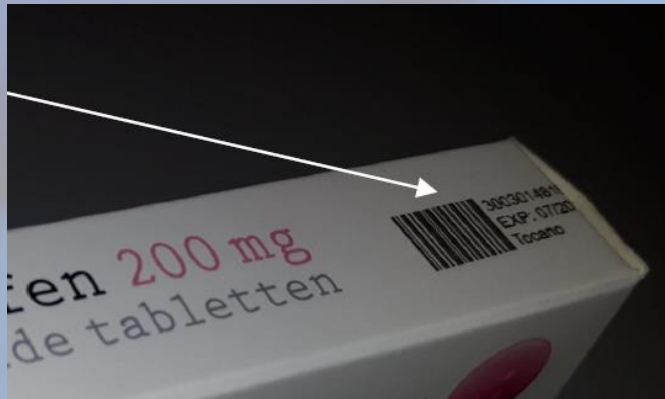
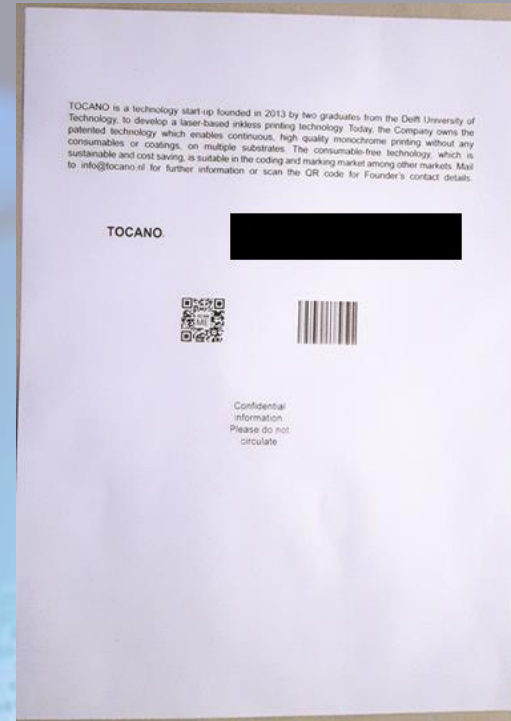
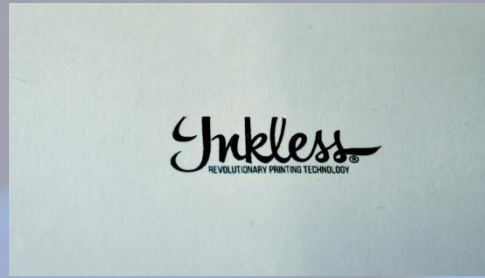
# Summary and call to action

We are looking for manufacturer(s) that want to use the Inkless technology to manufacture and sell inkless printers:

- Joint Venture;
- Licensing;
- Acquisition



Tocano inkless print



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