



MAKING  
**THERMAL  
TRANSFER**  
EASIER

ARMOR

**N°1**

.....

Worldwide Leader

**100 M€**

.....

Investment plan  
from 2017 to 2022

**13**

.....

Slitting sites  
& Technical  
support centers

**1.7 B sqm**

.....

Coated in 2019

**ARMOR**

Industrial Coding and Printing

Designs,  
produces  
and markets  
inked films  
for the Thermal  
Transfer  
printing  
technology.

# WORLDWIDE PRESENCE



**CO-INDUSTRIALISATION:** Semi-finished products are manufactured in France and then transformed locally. The local facilities are able to respond to customer needs while reducing the environmental impact of goods transport and creating local employment.



**A MODEL  
THAT  
BENEFITS  
EVERYONE!**

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## **MOST SITES ARE CERTIFIED\*:**

**Quality** - ISO 9001

**Environment** - ISO 14001

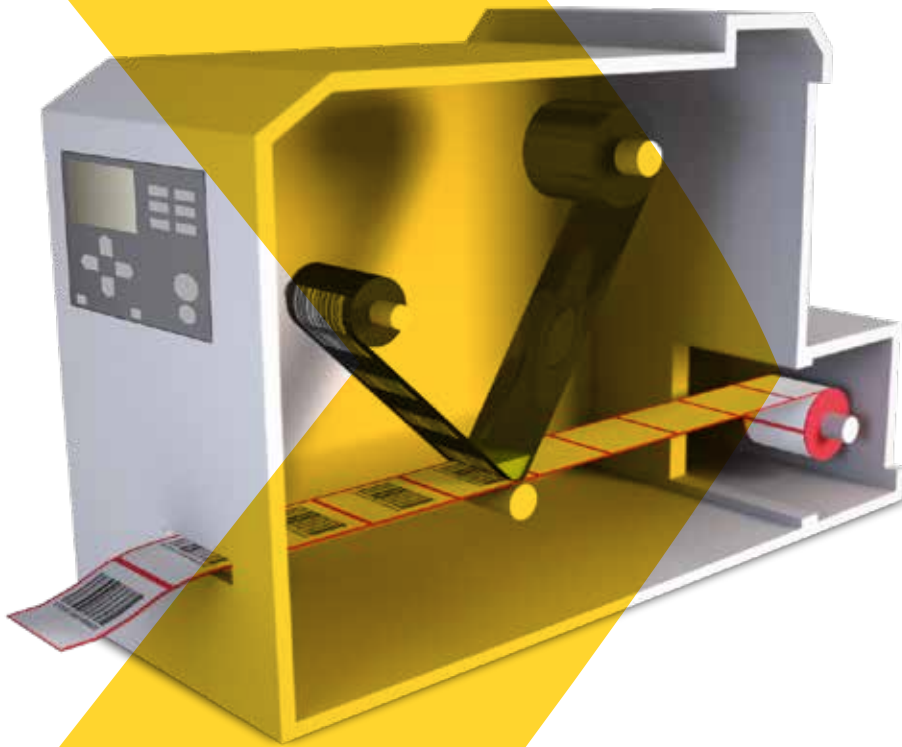
**Safety** - ISO 45001/OHS AS 18001

**Energy** - ISO 50001

*\*Consult [www.inkanto.com](http://www.inkanto.com) for exhaustive list.*

# THERMAL TRANSFER TECHNOLOGY

Thermal Transfer is the **world's most popular printing technology** for the marking of variable information on labels and flexible packaging: barcodes, logos, text, expiry dates and batch numbers. This data is key to **identify** a product, to ensure its **traceability** throughout its life cycle and to provide safety **information** for end users.



CONCEPTION  
OF FORMULAS



Ink  
MANUFACTURING



COATING ON  
PET FILM

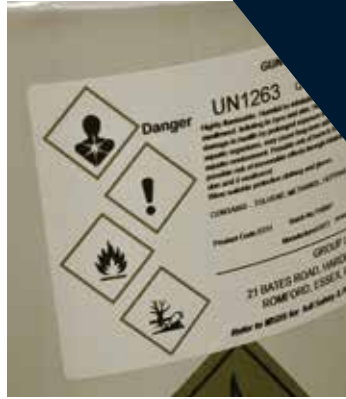


SLITTING  
IN ROLLS



SHIPMENT  
TO CUSTOMERS





# ...APPLICATIONS...





A person wearing a white lab coat and yellow gloves is working with a precision tool on a metal part in a factory setting. The background is a blurred industrial environment. A large yellow diagonal shape is overlaid on the left side of the image.

# EXPERTISE

These are not just ribbons, these are complex products that hide a **unique know-how**. This expertise of the complete manufacturing process ensures a total control on the **quality** we bring to the final products.

## QUALITY

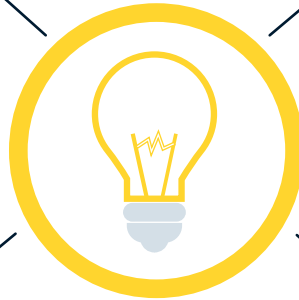
- More than **40 quality controls** throughout the production process.
- By deciding to **invest in each development and manufacturing stage** associated with Thermal Transfer rolls, ARMOR is able to offer a guaranteed quality to its customers.
- Each ribbon is **tested on a very large number of thermal transfer printers** of the market.

## INNOVATION

- The group **invests in automation** with the latest generation of **machinery and robots**.
- **70% of the volumes are slit by ARMOR robots**.
- A fully integrated training program: **"ARMOR University"**.

## RESEARCH & DEVELOPMENT

- ARMOR **masters all stages** of ink design and Thermal Transfer ribbon manufacture, from their conception to their go to market.
- More than **40 people** dedicated to improving the complete design of the product range and **equipment** at the cutting-edge of technology.
- Over **3%** of turnover **invested in R&D** every year.



## ENVIRONMENT

- Over **95%** of Thermal Transfer film waste that ARMOR generates is either **valued or recycled**.
- **Zero landfilling** of waste from the production of the group's worldwide sites.
- **SolFree®**: ARMOR has developed a unique production process to make Thermal Transfer ribbons with no solvents used (even for the ribbon backcoat).

## INDUSTRIALISATION

- Slitting capacity of more than **280 000 rolls per day**.
- Very High-speed coating machines.
- High precision coating: ultra-thin layers down to **0.1 micron**.
- **Video and weight control systems** on coating machines.
- **Industry 4.0**: machine learning, robotized cells, Automated Guided Vehicles, preventive maintenance, MES, etc.

## ARMOR PRODUCT RANGE

- Most **complete product range** of the market.
- Database of more than **30 000 product references**.



# PRODUCTS

The ARMOR Thermal Transfer ribbon range offers solutions for printing all types of **variable information** (barcodes, batch, expiry, logos, etc.).

## ● INKANTO OFFER

A **complete** ribbon range supported by:

- Lifetime guarantee
- Certificate of conformity
- Easy product identification
- Print head cleaning wipe
- Ribbon sample offer

## Marketing tools on demand:

- Data sheets
- Sample offering
- Packaging
- inkanto pack
- inkanto movies
- Trainings

**WATCH ME!**



## ● BRANDED PRODUCT OFFER

- Develop customer loyalty with a branded ribbon offering.
- Easy to integrate into an existing products and services portfolio.
- Branded ribbon marketing materials available.

THIS RANGE IS  
THE MOST EXTENSIVE  
OF THE MARKET  
BECAUSE IT MEETS  
**99%** OF LABEL AND  
FLEXIBLE PACKAGING  
PRINTING NEEDS.



# SERVICES

Services' portfolio is designed to maximize the **experience of ARMOR partners** with the products.



## ● SERVICES

- **2G02**, the ARMOR Extranet: a powerful platform to run your daily Thermal Transfer business efficiently.
- Dedicated **local** sales teams and customer service.
- Solution Center: ARMOR technical expertise to **test and recommend the most suitable printer / label / ribbon combination in each location.**
- Supply chain solutions with ribbon stocks in **15 countries.**
- A high performance delivery service, **efficient** and **reliable.**



# ARMOR PARTNERS

ARMOR distributes its Thermal Transfer ribbons through printing solutions professionals. The partnership relies on **trust and mutual growth** with a complete protection of your **distribution strategy**.

## ● PRINTING SOLUTION PROFESSIONALS

- Original Equipment Manufacturers
- Value Added Resellers
- Wholesalers
- Label converters

**KRISTI,**  
Consumables Products  
Specialist - USA

*"Everyone I deal with is very friendly and goes above and beyond to help us out with last minute samples and rush shipments. The pricing is consistently low and the quality of product is consistently high. [...] All of these reasons have been a major factor in switching 99.9% of our ribbon business over to Armor."*

**MARK,**  
General Manager  
AUSTRALIA

*"[...] They are a global manufacturer with high quality products and an excellent team that is responsive & customer focused. We respect and value their commitment to support us in supporting our local customers and are very happy to recommend them."*

**PINJIN,**  
General Manager  
CHINA

*"ARMOR benefits from a very strong reputation among our customer base; they recognize the advantage of using ARMOR products and therefore are requesting these cost-effective ribbons. The relation in business is very much tailored to our needs, and it is a chance to count on such a trustworthy partner."*

# 4 VALUES

## ○ HUMANISM

Management through trust, team spirit, respectful & constructive labour relations and the well-being of its employees.

## ○ COMMITMENT

Creating a collective spirit of success enabling each individual to develop their own potential.

## ○ INNOVATION

Long-term vision and investment in responsible Research & Development, seeking out technologies capable of meeting the needs of future generations.

## ○ CUSTOMER FOCUS

A culture based on understanding and serving customer needs.

# ARMOR

INDUSTRY FOR PEOPLE

An industrial  
company that  
places social  
innovation

at the heart of its

development model,

to provide effective responses

to society's challenges.

ARMOR has nearly  
2000 employees  
in over 20 different  
countries.

# 7 BUSINESS UNITS



## ARMOR FILMS FOR BATTERIES

Carbon coated foils for Lithium-ion batteries.



## ARMOR INDUSTRIAL CODING AND PRINTING

Thermal Transfer ribbons.



## ARMOR OFFICE PRINTING

Remanufactured cartridges for laser and inkjet printers.



## ARMOR INDUSTRIAL INKS

High quality industrial inks.



## ARMOR 3D

High performance customized 3D filaments for industrial applications.



## ARMOR BEAUTIFUL LIGHT

3<sup>rd</sup> generation of ultra-thin organic photovoltaic films.



## ARMOR COAT AND PRINT SERVICES

Custom Product Development  
Contract Manufacturing.

## **CONTACT US**



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