IBIS Bindery Systems

Company and Product introduction

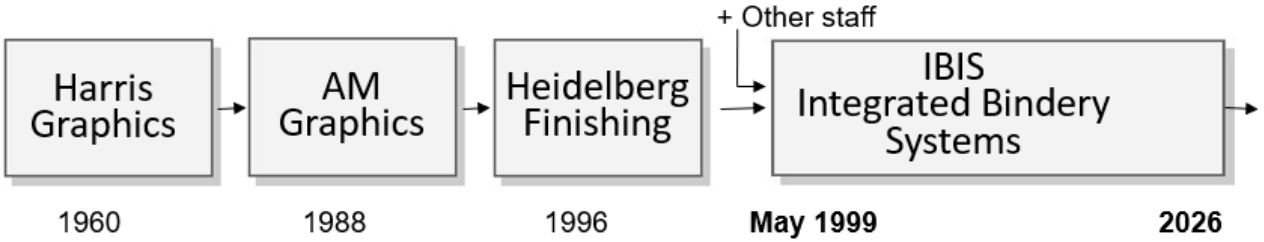
IBIS Innovation: Moving you ahead

- Introduction
- ‘Smart’ binding products
- Markets served
- USPs and Options
- What you can expect from IBIS

Introduction to IBIS

IBIS UK Headquarters
and showroom

We are committed to supplying the **highest-quality digital booklet finishing solutions** which **delight our customers,** increase their profitability and encourage their loyalty over time



The IBIS Team

- 19 Staff with focus on Engineering and Customer support
- Dedicated experts in book finishing solutions for digital print

IBIS Executive Management Team

John Cracknell
Managing Director
Founding Partner

Mark Firth
Director of Engineering
Founding Partner

Karen Stanley
Finance Director

Chris Findlay
Operations & Customer
Services Manager

Amin Muhtaseb
Global Sales &
Marketing Manager

Brona Revell
Operations &
Logistics Manager

IBIS Purpose and Mission

Our Core Values

Commitment

We are committed to supplying high quality products and services that bring success and profitability to our customers

Openness

We communicate honestly and frankly with our customers and between ourselves

Integrity

We conduct ourselves correctly and deliver what we promise

Technical excellence

We take pride in supplying systems with high standards of engineering, which provide maximum benefits to end-users.

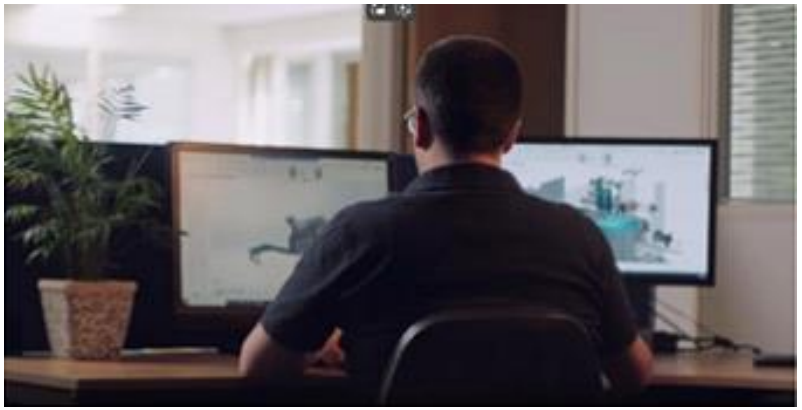
Our Goal

Our business goal is to increase turnover by 50% in the next four years to maximise return to our shareholders, reward our staff and provide staff employment stability.

Our envisioned longer-term plan

Our vision is to become the supplier of choice for our customers around the world, and a role model for British engineering design, ingenuity and quality.

IBIS Engineering



- Solidworks 3D CAD design
- PC with Windows OS and PMAC, for machine drives and controls
- Prototype build and testing, including 3D printing for rapid prototyping

IBIS Manufacturing

State-of-the-art 11,000 m^2 machining and assembly factory at EDM in Slovakia

Routes to market

IBIS UK Head Office
High Wycombe (near London)

Product Manufacture in Slovakia (sub-contract)

OEM Printer Vendors such as Screen

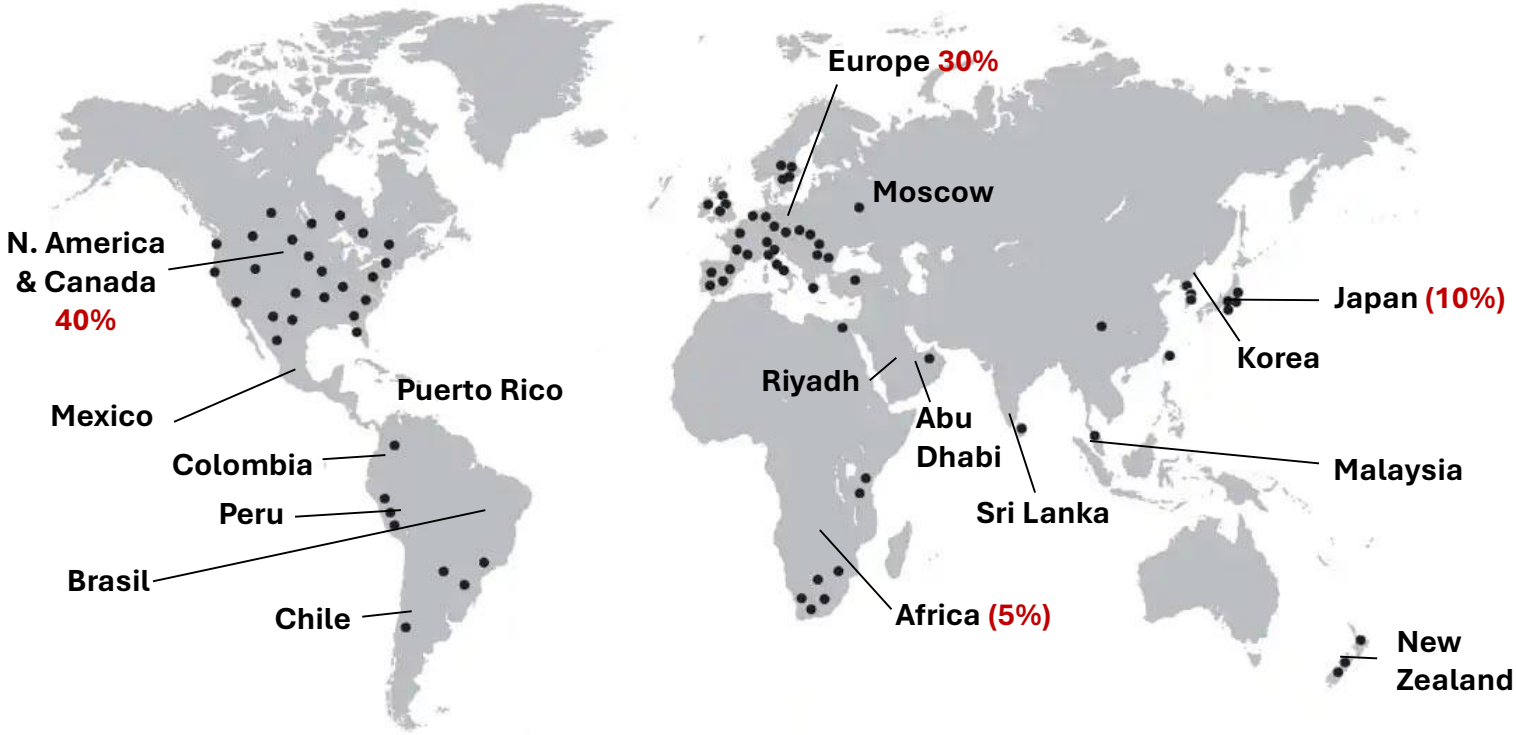
USA Best Graphics

Regional Distribution Partners

End-user Customers

IBIS Customer Base

In April 2026 we had installed over 230 Smart-binders at sites around the world



- Approx 30% of IBIS Smart-binders are <u>in-line</u> with digital web printers
- Approx 40% are <u>near-line</u> fed from roll unwinders
- Approx 30% are <u>off-line</u> fed from sheet pile feeders

IBIS Product range

Model	Features
Smart-binder SB-2	Wire Stitching only
Smart Exam-line with stacking/wrapping/labelling	High security processing for Examination booklet production
Smart-binder SB-3	Wire Stitching and ISG cold glue binding
Smart Label-binder SLB	For production of Extended Content Labels (ECLs) with ISG gluing and lightweight paper + laser tabbing
New : **Smart News-binder SNB**	For tabloid newspaper production

Customization: A large number of optional additional modules and features are available

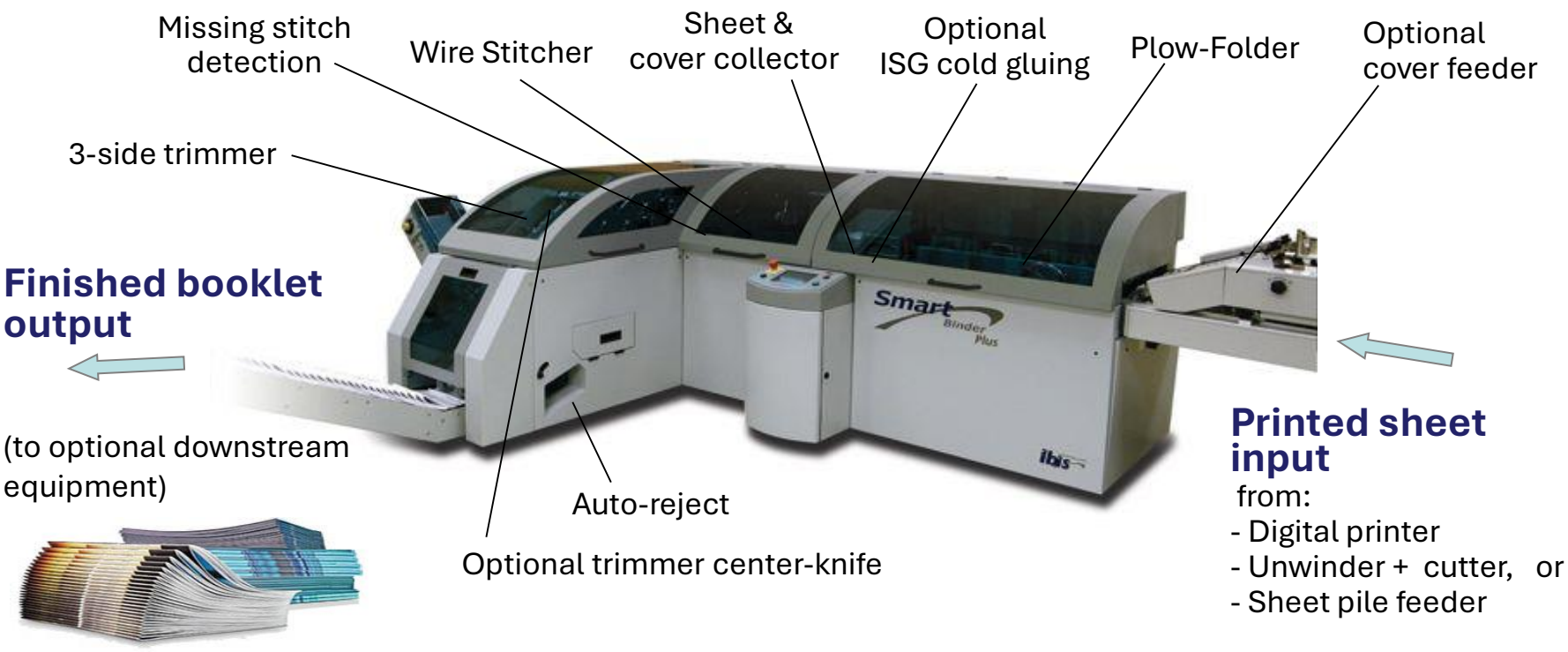
The IBIS ‘Smart-binder’

Finished booklet output

Printed sheet input from web cutter or sheet feeder

- **Variable page-count booklets** from 1 folded sheet up to 10mm max booklet thickness
- **100% booklet integrity** (code reading of each sheet, tracking systems and auto-rejection)
- Web speeds up to **180 meters/min (590 f.p.m)**
- Output speed **7,000 books/hour (1-up) or 14,000 (2-up)**
- **Large range of booklet format sizes** (**optional extended max and min sizes available)**
- **Different binding options available** (stitching, ISG cold-gluing, perfect binding)

Smart-binder machine elements



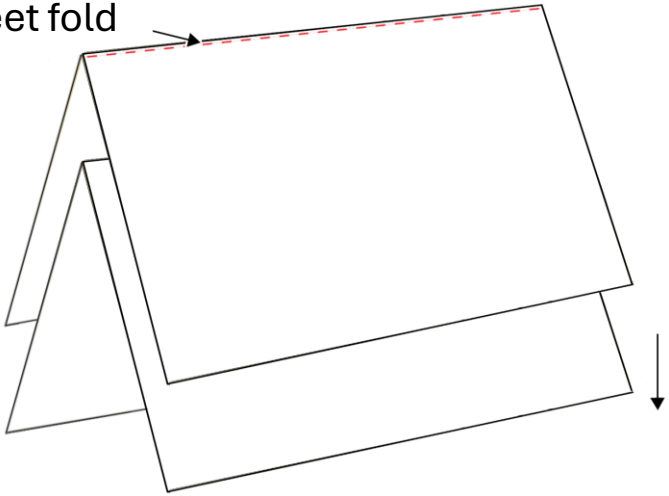
Smart-binder USPs

- **Heavy duty design** for 7 x 24hr operation, over many years
- Can run in-line with **digital web printers at up to 180 m/min web speed**.
- Produces booklets at up to **7,000 bph** (1-up) or **14,000 bph** (2-up)
- 100% tracking to ensure **100% booklet integrity** and SDA reporting
- Can **vary book thickness on-the-run** (to suit personalized 'books-of-one')
- Unique **Individual Sheet Gluing (ISG)** : alternative to wire stitching
- **Individual sheet folding:** excellent book lay-flat & max 10mm book thickness
- **3-side trimming** for optimum finished book quality
- **Large range of options** available

ISG (Individual Sheet Gluing) Process

Included with model SB-3 and SLB

Micro-dot pattern of ISG cold glue is applied on the **inside** of the sheet fold



Sheets are then collected and pressed together to create a signature, OR "stitchless" booklet

In-line version Smart-binder

VIDEO In-line Smart-binder SB-2 producing Exam Booklets

Near-line version Smart-binder

Roll-to-roll printing

Optional F-100buckle-folder for 150- 180 m/min

VIDEO Smart-binder producing A4 exam booklets at 130 m/min

Off-line version Smart-binder

Printing to piles of cut-sheets

VIDEO Smart-binder SB-3 running off-line from a sheet pile feeder producing glued booklets

Market Segments

The Smart-binder is ideal for all **high volume**, **short-run** or **time-critical** printing.

Most common Smart-binder Applications:

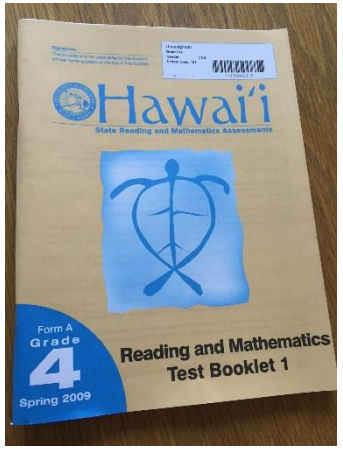
- Examination question booklets
- Pharma and Agro Chem ‘Extended Content’ Label booklets (ECLs**)**
- Insurance documents (including Healthcare/medical insurance)
- Product Instruction Manuals
- Legal and Financial documents
- Government papers
- Church bulletins
- Music books, short run magazines, etc.

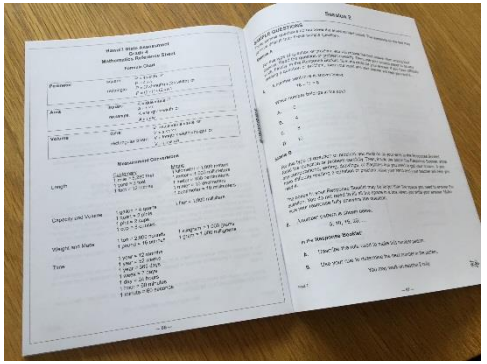
Exam booklet production

More printing companies are using **IBIS Smart-binders** to produce **exam booklets t**han any other digital finishing system.

The reasons for this are :

- Booklet integrity
- Reliability with minimum maintenance
- High speed output
- Variable number of pages
- Cover matching
- Document personalisation and tracking
- Answer sheet perforation
- In-line downstream inserting/IJ printing/
- stacking/banding/pile wrapping and labelling.





Smart Exam-line

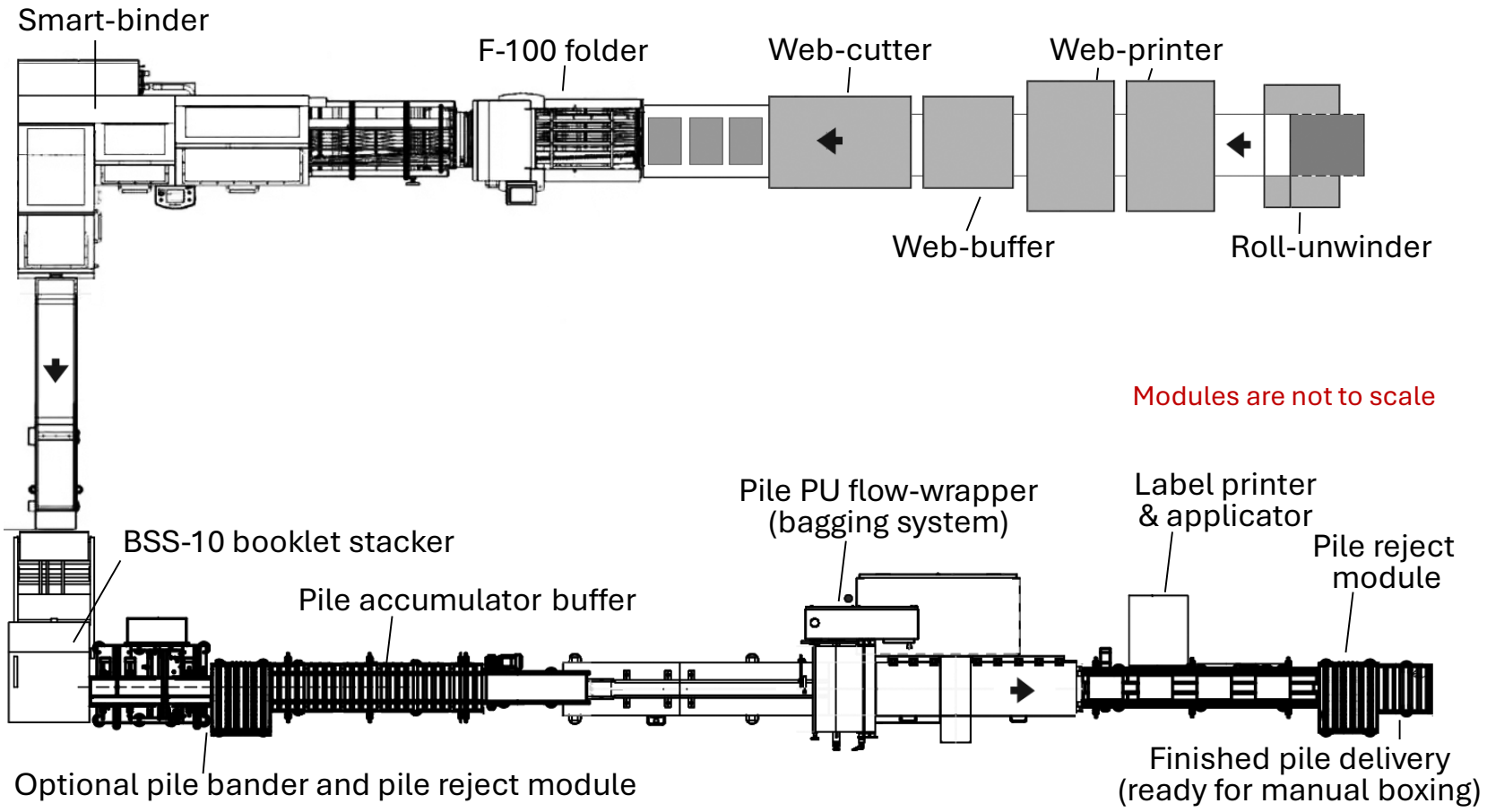


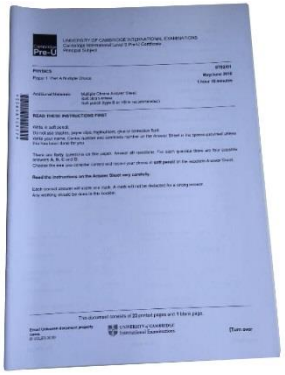
Photo of Smart Exam-line

Case Study

Exam-booklet Printer in KL Malaysia

- 2 ink jet web printers and in-line with IBIS Smart-binder SB-2s + booklet stacking, banding, PU pile wrapping and labelling
- Typical exam booklets contain 8 – 32 printed pages
- 100% booklet integrity is essential
- Customer feedback statement:

  We are pleased to confirm that we successfully completed our examination printing targets for 2025 (170 million A4 pages) at approximately 11.50 am today (5 Sept 2025), 2 weeks ahead of schedule.



ECL Label booklet production

IBIS Smart Label-binder is a market-leading solution for cost efficient production of **ECL Label booklets**.

The reasons for this are :

- 100% page integrity and booklet tracking
- Unique ISG cold-glue binding (replaces conventional wire stitching)
- Able to handle printed sheets as light as 38 gsm
- Reliability with minimum maintenance
- Number of pages variable on the run
- In-line laser-cut tabbing of the outside cover (for pharma ECLs

Case Study:

International ECL Label manufacturer with Smart Label-binder installs in 7 different countries

- IBIS Smart Label-binders (SLBs) fed from web cutters and/or sheet pile feeders
- ISG cold glue binding (wire stitching is not acceptable for Pharma ECL labels)
- Typically running 40-45gsm paper stock for Pharma labels
- Special SLB machine enhancements for optimised ECL production
- In-line laser cutting for extended tabs in the outside sheet cover

Smart-binder USP: Data integrity and control

- Integrated controls and software detect and track each sheet
- Data-rich log file contains production data on each individual booklet which can be viewed using the SDA Smart-Data Analysis system
- Log file creates an audit trail, and an individual booklet number can be assigned
- Cover-to-text matching also available
- Customer can choose barcode or 2D code
- High-integrity applications: - Exam papers –ECLs- Insurance - etc

Smart-binder Options

Most commonly selected

- High-pile **sheet feeder** SB-095 or SB-097 : for off-line feed
- ISG **cold glue binding** (SB-3) : alternative to wire stitching
- **Cover-feeder** CIF-102: separately-fed outside cover or insert sheet
- **Buckle-folder** F-100: for higher speed or small formats
- **Sheet perforator** DMP-100: for sheet tear-out
- **Booklet stacker** BSS-100: compensated booklet piles
- **Laser tabber** LT-101 : for tabbed ECL pharma booklets
- **Smart Data Analysis** SDA-100: Display for operating production data
- **Downstream inserting, pile-banding, pile wrapping, labelling** etc

For increased security (eg: exam booklet printing)

Smart-binder: Why buy summary?

- Performance and flexibility
- Personalization and book integrity
- Increased up-time & low running costs
- Enhanced book quality
- Support, customization and options

Working with IBIS

IBIS is committed to offering our customers the highest quality finishing solutions and we will always:

- Act with openness and integrity in all our dealings with you, respond within one working day and respect the confidentiality of information you give us
- Only sell to you if we are confident that we can satisfy your requirements
- Review how our equipment may be customized to suit your specific needs
- Test and demonstrate your finishing job prior to sale, if needed
- Continue to work with you after installation until we achieve pre-agreed system performance
- Give you continued technical support in the future

IBIS Bindery Systems

www.ibis-bindery.com

Contact us:

IBIS UK : Tel +44 (0) 1494 561 950

John Cracknell (MD)	John.Cracknell@ibis-bindery.com
Amin Muhtaseb (Global Sales Manager)	Amin.Muhtaseb@ibis-bindery.com
Chris Findlay (Operations & Service manager)	Chris.Findlay@ibis-bindery.com