Building for the future

We place customers at the heart of our strategy. It is only when our customers are successful that Xaar is successful and our aim is to be the partner of choice, enabling our customers to respond quickly and efficiently to changing market needs with robust and reliable products that are powered by Xaar technology.

Our strategy is to provide integrated solutions, allowing our customers to access not only Xaar's leading printhead technology but also the ink supply and electronic control systems required to ensure sustained and reliable performance from a wide range of fluids that deliver market leading print quality every time.

Our ImagineX printhead platform delivers unique capabilities: 720 dpi print resolution, Ultra High Viscosity and High Laydown Technology printing at speeds of up to 100 metres per minute.

We launched two new printheads from this platform during 2021 and have an ongoing roadmap of product developments to enable our customers to address a broader range of applications.

The acquisition of print systems and printbar specialist FFEI in 2021 widens our product range for our OEM and UDI (User Developer Integrators) customers with a broader product range including Xaar Versatex print engines for adding effects and embellishments digitally.

At the heart of our **new ink strategy** is a close collaboration with leading fluid companies to fully optimise the fluid for the best print performance, not just in the printhead testing lab, but also throughout the machine development programme, through to user integration and beyond. UDI customers can also buy their fluids direct from Xaar, giving them a single point of contact for both the printhead and the fluids, saving them time and simplifying the development process.

Our new Ink Supply System roadmap will ensure we can deliver products that help customers evaluate and adopt our technology whilst also reducing their time-to-market. We offer a number of inkjet supply systems under the Xaar brand, and have further added to our capability with the acquisition of Megnajet in March 2022. One of the market leaders, Megnajet designs and manufactures industrial ink management and supply systems for digital inkjet.

These easily integrated products are among the most compact ink management and supply systems on the market today, with options of fast and reliable routes to market when developing industrial inkjet printers.

The acquisition of Megnajet is part of Xaar's growth strategy which focuses on offering our customers, particularly UDIs, a more integrated inkjet solution, which will attract a broader range of opportunities for us.

In turn, UDI customers will be able to reduce their development timescales and shorten their time to market. This acquisition also enables Megnajet to focus on growth through new developments and shared expertise.

Whilst enabling a broader range of products under the Xaar brand, Megnajet will also continue to offer products to a wide customer base (sectors), under the Megnajet label.

In addition, our datapath roadmap has been developed to provide a rich portfolio of datapath products to enable our customers to build their own systems more easily which take advantage of the full potential of our ImagineX platform.

EPS progress

In 2021 we achieved +9% growth in sales. In addition, we changed the leadership of EPS and strengthened our teams in Finance, Human Resources, and EH&S Management, as well as re-organising the sales team into two distinct groups.

FFEI progress

Since acquisition in July, the alignment with Xaar has progressed well. In addition, FFEI has developed its roadmap of integrated inkjet systems for Xaar to sell to its UDI customers, with the first product launch in March 2022. On the life sciences side of the business FFEI has continued to develop its product portfolio and now has a pipeline of next generation scanning technologies. Some technologies are very close to market readiness, others require further development. FFEI is now looking for new partners to reap the rewards of these next generation scanning systems.