



# COMPANY INTRODUCTION 2023

THE ETERNAL TRACE



## COST-EFFECTIVE AND ADDITIVE-FREE LASER MARKING TECHNOLOGY FOR TRACEABILITY AND SUSTAINABILITY

**Cajo Technologies** provides manufacturers with the best possible product marking solutions fully dedicated to the production process.

Cajo's cost-effective and sustainable Laser Marking solutions are highly optimized for industrial production processes to meet the ever-growing demand for **high reliability**, **quality**, and **production efficiency** helping manufacturers save costs and the environment.

Choose Cajo for intelligent product marking.

**40+**  
EXPERTS

**400+**  
CUSTOMERS

**60+**  
COUNTRIES



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# CAJO TECHNOLOGIES GROUP – 2023 INFRA

*The company has designed operations to support international scalability*

## Group

Parent company	▪ Cajo Technologies Ltd. (2357638-7)
Subsidiaries	▪ Cajo Technologies Inc. ▪ Cajo Technologies India Private Limited ▪ (Profican Oy)

## Facilities overview

Kempele, Finland	Kalajoki, Finland	Bangalore, India
<input checked="" type="checkbox"/> Head office <input checked="" type="checkbox"/> Production facilities <input checked="" type="checkbox"/> R&D facilities <input checked="" type="checkbox"/> Prototype / demonstration facilities	<input checked="" type="checkbox"/> Production facilities <input checked="" type="checkbox"/> Design & projects facilities	<input checked="" type="checkbox"/> Sales office <input checked="" type="checkbox"/> Prototype / demonstration facilities

## 3<sup>RD</sup> parties

Accounting	▪ Rantalainen Oy
Bank	▪ Nordea Bank Abp, OP Financial Group
Patent office	▪ Kolster Oy Ab
IT services	▪ Acio Oy
Financial	▪ Siemens (Leasing), Finnvera, Nordea
Company law / agreements	▪ Eversheds Attorneys Ltd.

## Infra

ERP	▪ Oracle NetSuite (Production, CRM, HR, Financial)
O365	▪ Microsoft Office
Jira	▪ Support / ticketing system
Certifications	▪ ISO 9001

### Product development



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### Sales and marketing



12

### Production, support, installations and commissioning



### Administration



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# CAJO PRECISE & PERMANENT MARKINGS FOR ANY MATERIAL

- **Cajo Fiber and Green Laser**
  - For non-organic materials such as metals, plastics, soft polymers, and coated metals and plastics
- **Cajo CO2 Laser**
  - For organic materials such as wood, cardboard, paper, plywood and glass



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# CAJO LASER REPLACES OTHER MARKING METHODS

## TRADITIONAL MARKING METHODS

INKJET  
ETCHING  
LABELS  
DOT PEEN  
PRINTING  
PAINTING  
TRADITIONAL LASER  
(CO<sub>2</sub>, GREEN, UV, FIBER)



## CAJO

PERMANENT MARKINGS  
NO ADDITIVES  
INTEGRABLE SYSTEMS



**THE  
BEST  
ROI  
IN THE  
MARKET**

**90%**

REDUCTION OF  
CARBON FOOTPRINT OF  
INDUSTRIAL LABELLING



### Cost-efficient

- Typical payback time of under 8 months



### Ecological

- No additives or chemicals



### Fully traceable

- Permanent markings throughout the whole supply chain

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# WE CHANGE THE WORLD OF CODING AND MARKING

*Cajo's groundbreaking technology is used by a wide range of market-leading companies worldwide*

## METAL



Permanent markings through the whole supply chain from hot steel mill products to semi-finished products and end products.



## OEM / INTEGRATORS



Easy and efficient integration of Cajo Laser technology to any machine or production lines with support and training from Cajo experts.

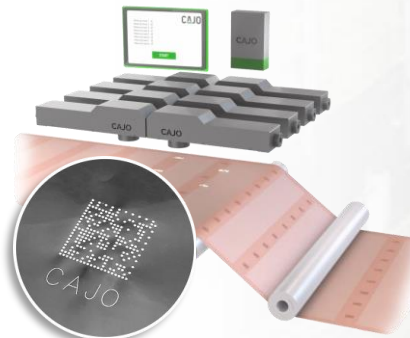


## EV BATTERY



One of the fastest-growing battery manufacturers in the world needed a traceability solution to mark the individual 2D codes on their products.

High-speed marking on the fly solution for full traceability throughout the supply chain and the whole product life cycle for improved yield and minimized scrap.



## AUTOMOTIVE



Permanent VIN & product traceability markings to improve internal processes and traceability throughout the whole supply chain.



## CORDS & CABLES



Dedicated solution for tube and cable marking also in demanding conditions. Integrated into production line as a highly durable marking cell.



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# WE CHANGE THE WORLD OF CODING AND MARKING

*Cajo's groundbreaking technology is used by a wide range of market-leading companies worldwide*

## CABLE & WH

**Prysmian**  
Group



Designed to ecologically replace traditional marking devices, such as inkjets.

Short payback time, increased production efficiency.



## MEDICAL



GE Healthcare



sartorius

Ecological and permanent markings without any additives. Reliable Unique Device Identification (UDI) markings for traceability purposes.

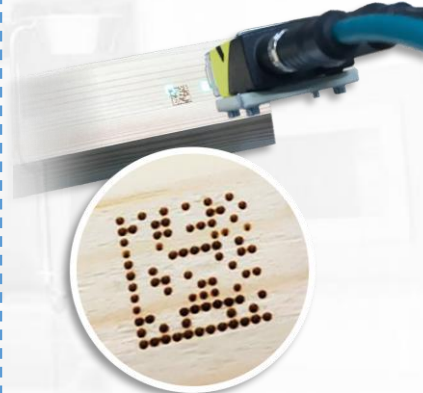


## WOOD



**KASKI**

Machine-readable product traceability markings to improve internal processes and enable full traceability throughout the supply chain.



## PACKAGING



Cajo MakeBright™ is a revolutionary new technology to produce precise and permanent product markings on cardboard without any additives more sustainably than ever before.



## CONSUMER PRODUCTS

**OURA**

High-quality and fully MDR compliant product markings for all materials and requirements, such as unique device identification coding, logos, text, design, personalization, and mass-customization.



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# CAJO NEXT GENERATION LASER MARKING SYSTEMS

## INTEGRABLE MARKING SYSTEMS

### CAJO TAILOR™



<https://www.youtube.com/watch?v=h8Or4nnkF9I>

- Cajo Tailor™ is a powerful and highly durable Laser Marking system that can be integrated smoothly into a production line or to a device. The Laser Marker has been designed to replace outdated Lasers or traditional marking methods, such as inkjets and labels.

## STAND-ALONE MARKING SYSTEMS

### CAJO VEGA™



[https://www.youtube.com/watch?v=ky\\_INcf9-K0](https://www.youtube.com/watch?v=ky_INcf9-K0)

- The stand-alone Cajo Vega™ marking system has been specifically developed for flexible and high-class marking of semi-finished and finished products. The system offers a safe turnkey solution (Laser Class 1) equipped with protective housing and a door with a safety switch. Also available as a compact and versatile tabletop solution.

## DEDICATED SOLUTIONS



### CAJO HERCULES™ FOR FOIL MARKING:

<https://www.youtube.com/watch?v=8bJSjC0sHYY>

### CAJO HERCULES™ FOR EXTRUSION:

<https://www.youtube.com/watch?v=QcJT-wGD6jU>

### CAJO VEGA FOR CABLES™:

<https://www.youtube.com/watch?v=U8Yyd3sshM>

### CAJO VEGA FOR WIRE HARNESS™:

<https://www.youtube.com/watch?v=mYEA9qobe38>

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# CAJO COMPLETE CONTROL OF THE MARKING PROCESS



Own control board and software platform



High-quality, precise and permanent markings



40-70 % faster than current marking methods



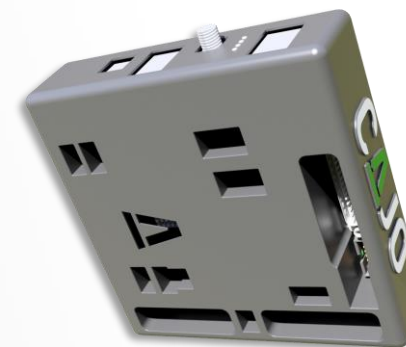
Cost-effective solution with a typical payback time of under 8 months



Environmentally friendly sustainable technology with up to 90 % CO2 reduction



Verified parameter library for more than 4 000 different materials



## THE BEST PROCESS CONTROL ON THE MARKET

- Fast and powerful data processing
- Versatile and easy-to-use operator software
- Precise and complete control of the laser marking process
- High-quality markings for full traceability and product identification
- Smooth connectivity to other processes

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CajoSuite™ is a comprehensive software for Laser Marking. The software offers tools for implementing Cajo Laser Marking solutions into your production.

- Easy-to-use user interface for operators
- Complete features for designing markings and variables, such as logos, text, serial numbers, barcodes, data matrix and QR codes
- Flexible use through Design and Production Modes
- User-friendly parameter library for saving marking parameters
- Default TCP/IP interface with smooth integration to other information systems
- Choose Cajo for intelligent product marking:

<https://cajotechnologies.com/products/software/cajosuite/>



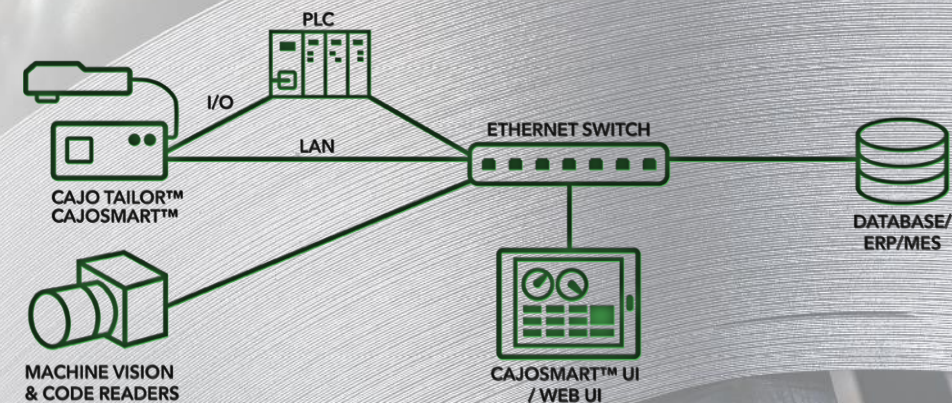
[CajoSuite™ - video](#)

# CAJO CAJOSMART™

**CajoSmart™** is Cajo's **embedded Laser Marking software** with a multilingual HMI control panel and platform-independent Web UI option designed for demanding, high-speed and time-critical marking processes.

- **No PC is required** on the production floor. The system can be monitored and controlled from any network-connected device **enabling complete control**
- High-quality and precise marking on the fly **for high-speed 24/7 production lines**
- **Changeable marking content** for each marking
- **Multirow text marking** and **automatic sequencing**, timestamps, 2D codes, etc. are available
- Template-based marking content can be designed intuitively by using **CajoSuite for CajoSmart™** - a flexible feature enabled by Cajo's comprehensive Laser Marking design software **CajoSuite™**
- Discover real production efficiency with CajoSmart™:

<https://cajotechnologies.com/products/software/cajosmart/>



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# CAJO INTELLIGENT MACHINE VISION

Available now from Cajo - intelligent Machine Vision by **Cognex**, the world's leader in the Machine Vision Industry.

- Over 1 million systems sold
- 40+ years of experience
- Over 1 billion inspections performed every day by using Cognex products
- The world's leading provider of vision systems, software, sensors, and industrial barcode readers used in manufacturing automation

As an official **Cognex Partner System Integrator**, Cajo can greatly improve production processes worldwide by offering manufacturers comprehensive automation solutions that combine high-quality Laser Marking technology and intelligent Machine Vision.

Choose Cajo for intelligent product marking.



MARK



VERIFY



READ



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# CAJO CUSTOMER SUPPORT

- [Service Desk](#) with a ticketing system
- Remote **Laser tech expert assistance** for equipment and software
- **Critical spare parts** from the supplier's stock for reliability
- **Continuous software development and updates** for maximum efficiency
- For critical productions, **a customer-specific SLA agreement**

Choose Cajo for reliable product marking.



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- Mobile-friendly platform of all things Cajo also available for iOS and Android devices

## Valuable insight on Laser Marking

- Exciting news & updates
- Expert training, courses and certificates
- Extensive library full of material samples, including Laser Marking videos
- Excellent user manuals and helpful guides
- Enjoy learning from FAQ and accurate answers about the World of Laser Marking
- Enter CajoAcademy: [cajoacademy.com](http://cajoacademy.com)



BECOME A MASTER OF LASER MARKING

LEARN AND UNDERSTAND THE ENDLESS POSSIBILITIES OF LASER MARKING

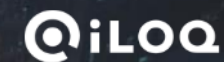
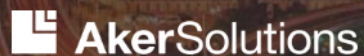


DOWNLOAD **CAJOACADEMY** FOR FREE ON YOUR MOBILE DEVICE  
AVAILABLE ALSO ON CAJOACADEMY.COM



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# CAJO REFERENCES



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THANK YOU!

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