

# PREMIUM **AUDIO** CO.

EMEA

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**Klipsch**<sup>®</sup> **Jamo**<sup>®</sup> **ONKYO**<sup>®</sup> *Pioneer*  
**Integra**<sup>®</sup> **Magnat** **HECO**<sup>®</sup>

## APRIL 2023 MONTHLY CALL

# AGENDA



## BUSINESS UPDATES

- Logistics
- Spare parts process
- Munich High End
- In the Spotlight

**ONKYO** *Pioneer* **Integra**<sup>®</sup>

- OPI pricing
- ONKYO TX-RZ70

## Magnat

- Monitor S series

## BEST PRACTICES

- CI event at Audioscape
- Haylen, the French muse

## PROMOS

- By brands

# BUSINESS UPDATES

# LOGISTICS UPDATES

## ✓ EUROPEAN WAREHOUSE (warehouse move update)

### FOR KLIPSCH – JAMO ONKYO – PIONEER - INTEGRA

By default, all new shipments from now on will be from the new Belgium warehouse with a few exceptions..

New Belgium Warehouse address:



**Mainfreight Warehousing Evergem**  
**Amerigo Vespuccistraat 2B**  
**BE-9940 Evergem**  
**Belgium**



### FOR MAGNAT & HECO

We will start shortly to move Heco & Magnat products to the new Belgium warehouse from Trans-O-Flex in Germany.

**By default still unchanged - all shipments from Trans-o-Flex as before.**

- we will keep you posted when first shipments from Belgium will begin.

We suggest to arrange all April shipments asap if not already done in coordination with your CSR's to ensure the most efficient order handling before the majority of products will be moved.

## ✓ CHINA WAREHOUSE

For all brands, business as usual.

# SPARE PARTS UPDATES

## **Klipsch® Jamo®**

The spare parts from the NL warehouse to Siegmann & Schröder will be done in week 17<sup>th</sup> (April 24 – 28).

## **ONKYO®** *Pioneer*

First delivery of **Onkyo & Pioneer** parts will arrive mid-May

- S+S new website in both German & English => live mid may
- S+S customer registration=> please send required data to S+S to have your account created. Login & password will be shared in June. Your account will enable you to:
  - See your current orders
  - Check your history orders
  - Access your invoices
  - Pay online
- Deliveries => S+S will ship you the spare parts by DHL. The transport costs are communicated once the order is confirmed

# MUNICH HIGH END AGENDA



## AGENDA



### Visit the PAC booth

Atrium 4.1 – Room E119

Thursday to Saturday : 10 am to 6 pm

Sunday : 10 am to 4 pm



### PAC cocktail party

Thursday May 18th

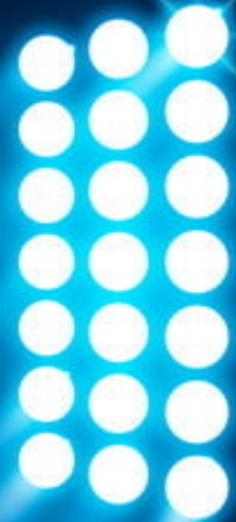
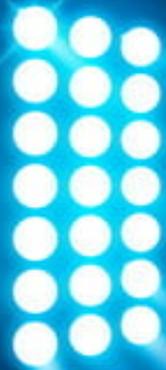
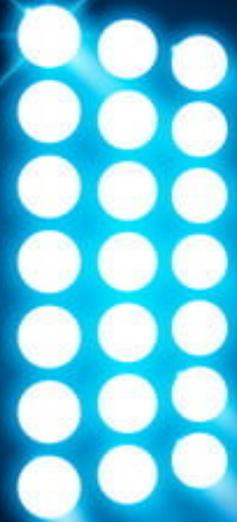
at the bar of the Ameron hotel  
(from 5.30pm to 10 pm)

# MUNICH HIGH END BOOTH LAYOUT

## KEY FACTS

- A SPACE OF 297M2
- 6 BRANDS SHOWCASED
- LIVE DEMO ON THE JUBILEES
- HIGHLIGHTING OF OUR PARTNERS
- SPECIAL OFFERS





**IN THE SPOTLIGHT**

GET TO KNOW  
SHANDRO FISCHER

HEAD OF PRODUCT  
DEVELOPMENT FOR  
MAGNAT & HECO

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# PRODUCT INTRODUCTION CALENDAR

# Q1 PRODUCT INTRODUCTION

	KLIPSCH	JAMO	MAGNAT	HECO	ONKYO	PIONEER	INTEGRA
MARCH	<p><b>Heritage Powered speakers</b> The Fives, The Sevens, The Nines (PR newsletter)</p> <p><b>RP SUBS</b> (PR newsletter)</p>			<p><b>In Vita</b> (PR newsletter)</p>	<p><b>TX-RZ70</b> (PR newsletter)</p>		<p><b>DRX-8.4</b> (PR newsletter)</p>
APRIL	<p><b>Groove XL</b> <b>Groove XXL</b> (PR newsletter)</p> <p><b>Mclaren legends – capsule collection</b> (PR newsletter)</p>					<p><b>VSALX-805</b> (PR newsletter)</p>	
MAY	<p><b>GIG XL and GIG XXL</b> (PR newsletter)</p>	<p><b>Studio7 S7-27FA</b> (PR newsletter)</p>	<p><b>50th anniversary products</b> (PR newsletter)</p>				

**ONKYO**<sup>®</sup> *Pioneer* **Integra**<sup>®</sup>

# ONKYO, PIONEER AND INTEGRA - NEW PRICING

ONKYO®

*Pioneer*

Integra®

- We have taken the decisive step to reduce the retail pricing of our AV receivers and amplifiers in order to provide greater value and affordability to our customers.
- At PAC, we understand that our customers prioritise high-quality sound and cutting-edge technology when choosing their AV receivers and amplifiers. However, we also recognize the importance of affordability and accessibility, especially during these challenging economic times.
- By REDUCING OUR RETAIL PRICING, we hope to enable more music and movie enthusiasts to enjoy the immersive, high-fidelity experience that only we can deliver.

**ONKYO®**

# INTRODUCING THE ONKYO TX-RZ70



# ONKYO®

## ONKYO AVR Line up

# 2023

# 2021

## TX-RZ70

140W x 11ch  
11.2ch Processing



## TX-RZ50

120W x 9ch  
11.1ch Processing



## TX-NR7100

100W x 9ch  
9.1ch Processing



## TX-NR6100

100W x 7ch  
7.1ch Processing



## TX-NR5100

80W x 7ch  
7.1ch Processing



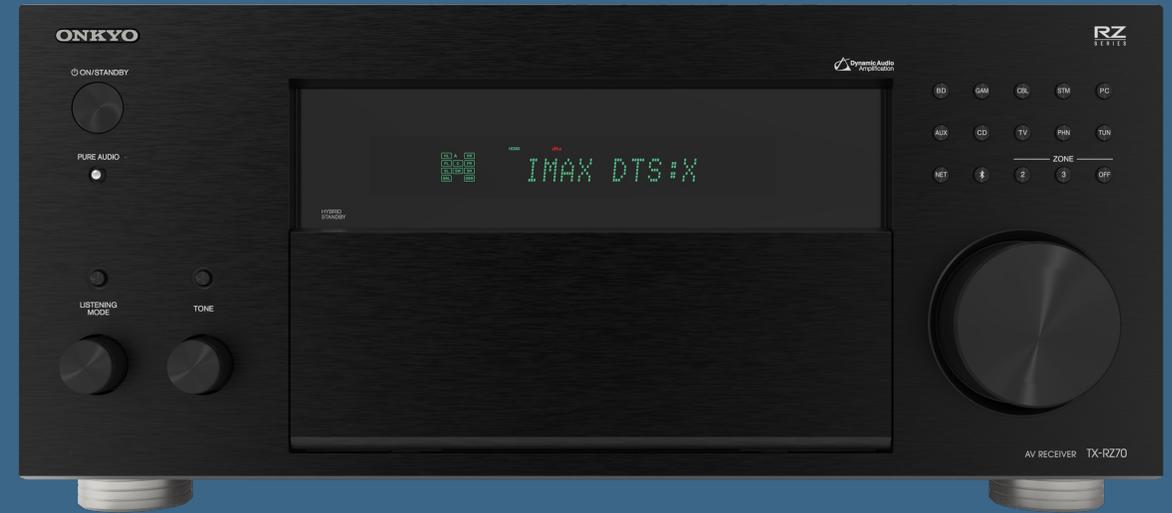
## TX-SR393/494

80W x 7ch  
7.1ch Processing

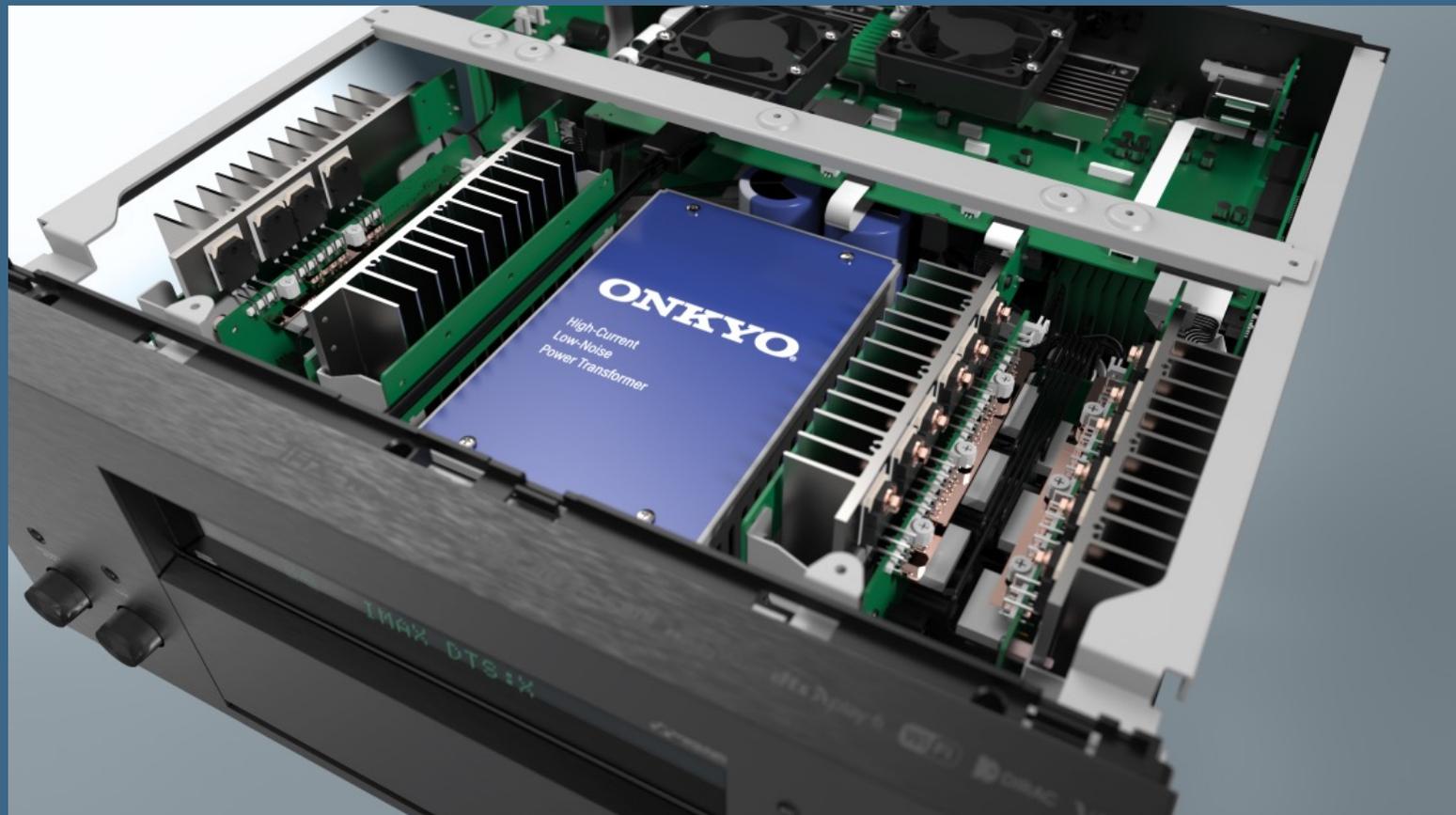


## TX-RZ70 KEY FEATURES

- HDMI 2.1 I/O for Next-Gen Gaming
- 140 watts X 11, Dual Independent Sub Outs
- Dirac Live™ Full Bandwidth out of the box



## Dynamic audio amplifier – inside of AV Receiver



- High current capability
- Low negative feedback
- Closed loop ground

# FULL BANDWIDTH FOR GAMING



**HDMI 2.1**

HDMI IN 1-6

**8K/4K Resolution**

**VRR** (Variable Refresh Rate)

**QFT** (Quick Frame Transport)

**Dynamic HDR**

**ALLM** (Auto Low Latency Mode)

**QMS** (Quick Media Switching)

**DSC** (Display Stream Compression)

**eARC** (Enhanced ARC)\*\*



## DESIGNED FOR A TRULY IMMERSIVE EXPERIENCE



- Home Theater Surround Sound
- Next-Gen Gaming I/O
- Hi-Fi Level Audio
- Hi-Res Music Streaming

8K4K  HDR10+

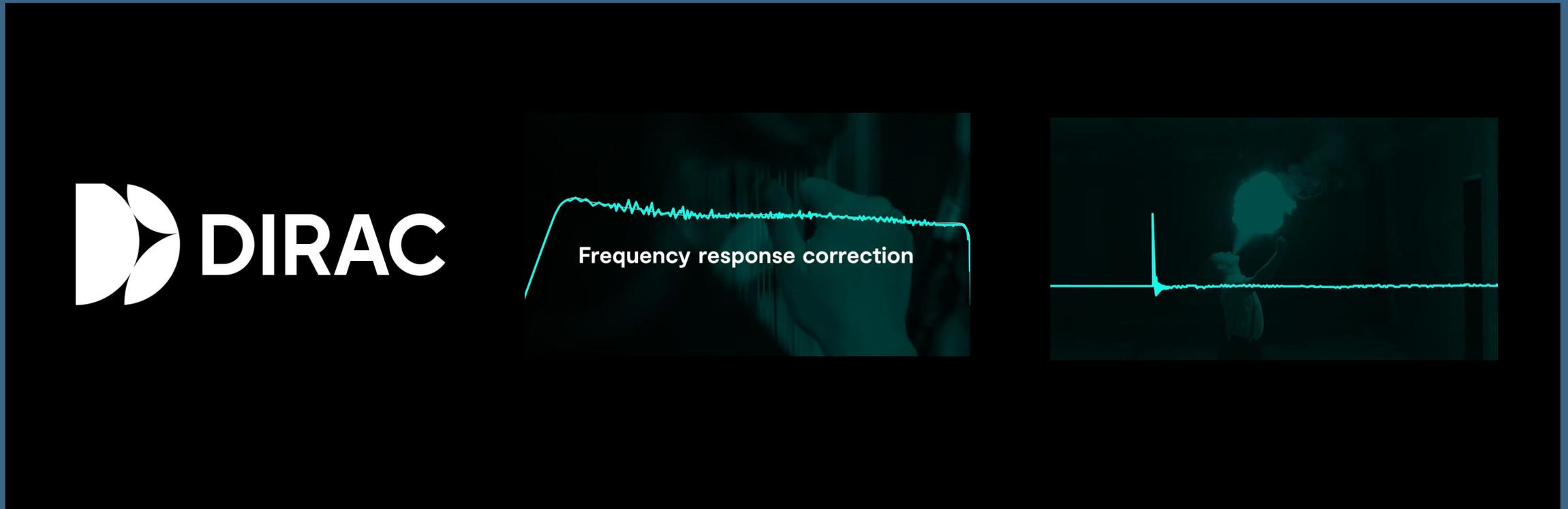
 Dolby Atmos   Auro 3D AUDIO

**IMAX**  
ENHANCED



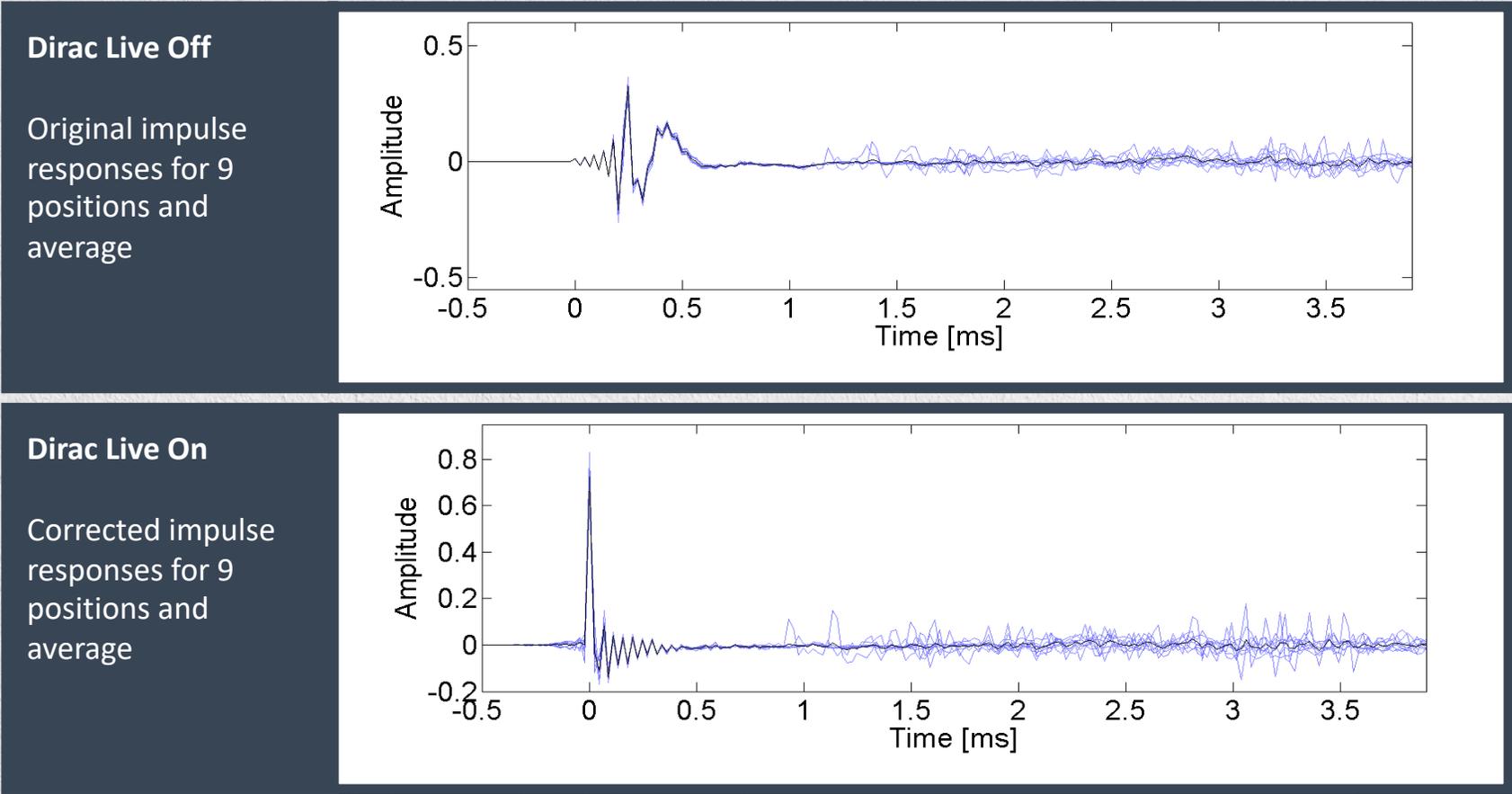
**Rikard Hellerfelt**  
*VP Consumer & Ecommerce*

## Dirac Live room correction



Correction for tonal balance and sound staging

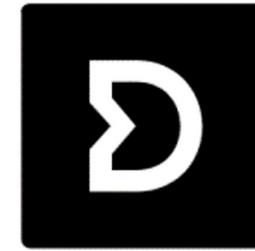
### The importance of timing



## Why?

Your listening space hurts your sound.

Dirac Live analyzes your room, then uses research-driven acoustic processing algorithms to reduce its impact on sound and deliver **speaker performance that would be physically impossible otherwise.**



# Dirac Live

## Onkyo's Premium Solution

- Full Premium License Included (20Hz-20kHz), no upgrade fees necessary for full license
- Works with included wired mic and free Onkyo App
- Works with MAC/PC and USB mic for an untethered wireless experience (excellent for CI when AVR is far away from listening area)
- Optional Single or Multi Sub Bass Control upgrade capability



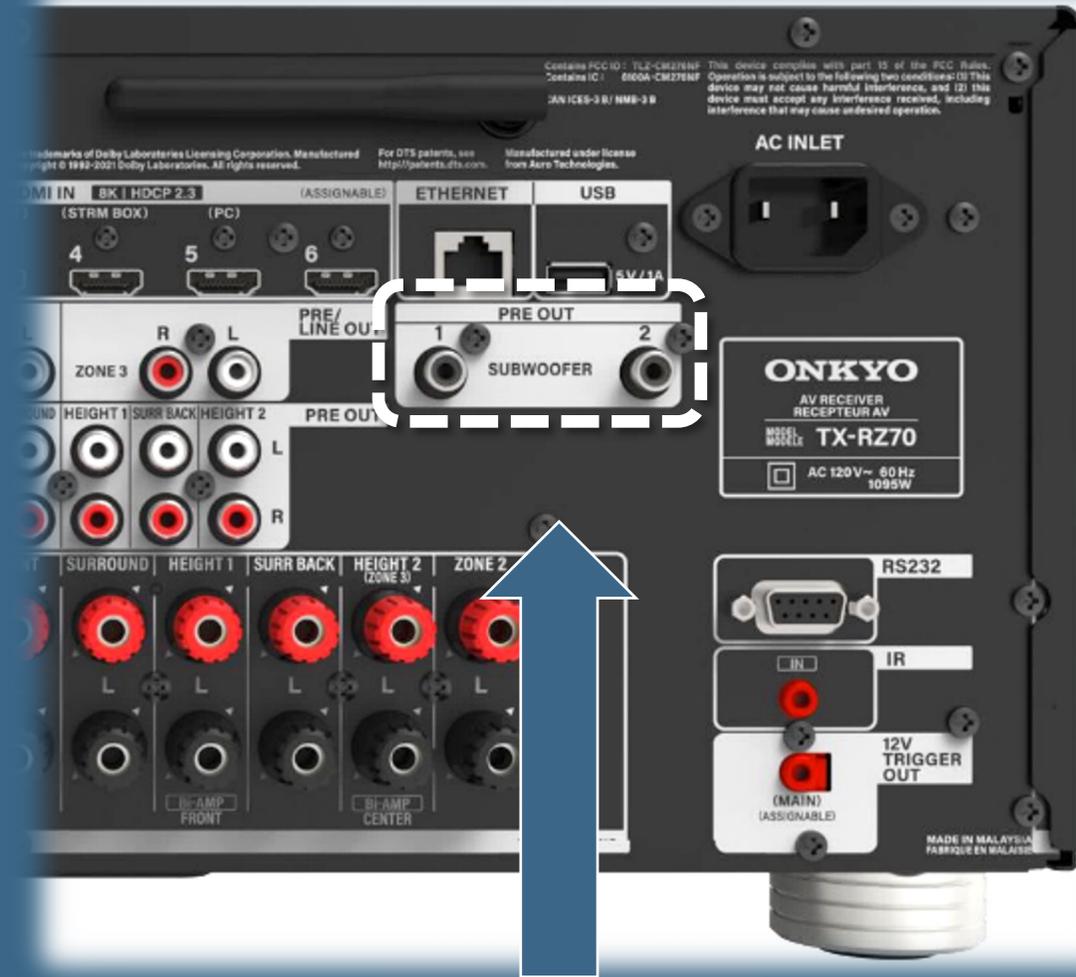
## DIRAC LIVE BASS CONTROL

### Why?

Dirac Live Bass Control measures and phase corrects both the speakers and subwoofers across all frequencies to produce **enhanced bass clarity and improved bass tone evenness throughout the room.**

This processing enables the subwoofers to be positioned anywhere in the room for aesthetic reasons without sacrificing performance for design, or vice versa.

\*Requires an optional user upgrade.

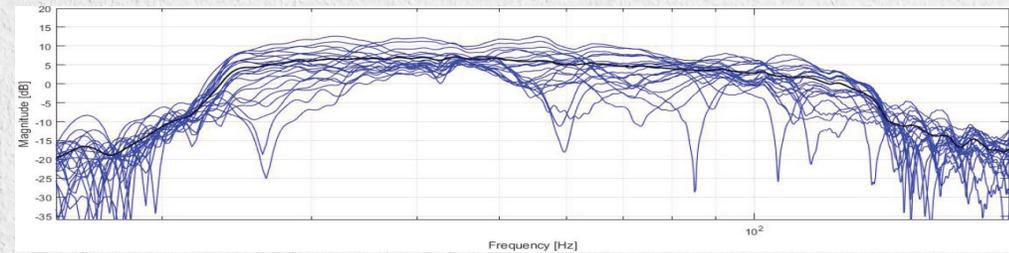


## 2x Independent Subwoofer Preamp Outputs

## Bass Control Enabled/Disabled

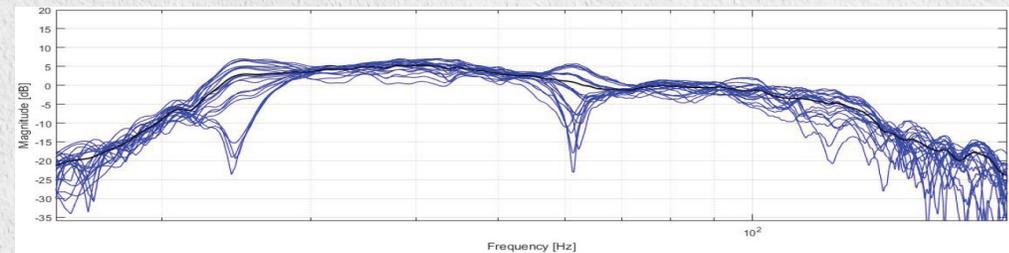
DISABLED

Single subwoofer



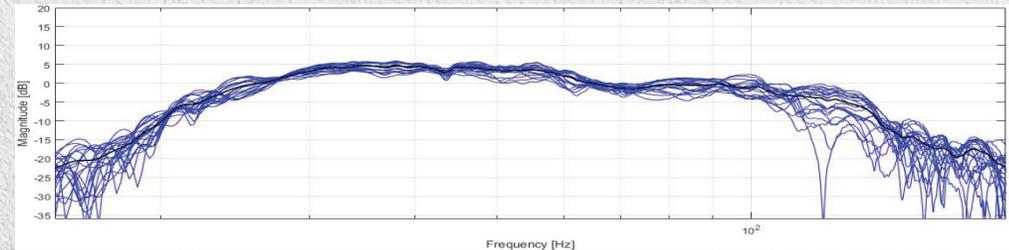
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Three subwoofers



ENABLED

Three subwoofers



# Single or Multi subwoofer licenses available

## Dirac Live Bass Control Single Subwoofer

### Features

- Correction of areas with sound gaps (bass decline)
- Smoother bass reproduction in the crossover area
- Visual representation of the predicted bass performance (subwoofer and speaker summation)
- Input channel target curve
- Flexible subwoofer placement
- Supports one subwoofer

*Please note that measurement microphone is not included in the software purchase.*

**Buy now**

**\$349**

## Dirac Live Bass Control Multi Subwoofer

### Features

- Correction of areas with sound gaps (bass decline)
- Smoother bass reproduction in the crossover area
- Visual representation of the predicted bass performance (subwoofer and speaker summation)
- Input channel target curve
- Flexible subwoofer placement
- Supports multiple subwoofers
- Phase co-optimization powered by machine learning

*Note: You can upgrade an existing Bass Control Single Subwoofer license to Multi Subwoofer. You need an active Single Sub license in your account to upgrade.*

*Please note that measurement microphone is not included in the software purchase.*

**Upgrade from Single**

**\$169**

**Buy now**

**\$499**

The customer can get their Bass Control license of preference on the Online Store <https://www.dirac.com/online-store/onkyo-tx-rz70/>

# ONKYO®

TX-RZ70 11ch 8K AVR

## MUSIC STREAMING & CONNECTIVITY

### Streaming

Chromecast built-in



Spotify

tunein



TIDAL

pandora



amazon music



AirPlay 2



Bluetooth™

Works with

SONOS

roon  
ready

Works  
with



Alexa



Google  
Assistant



Siri



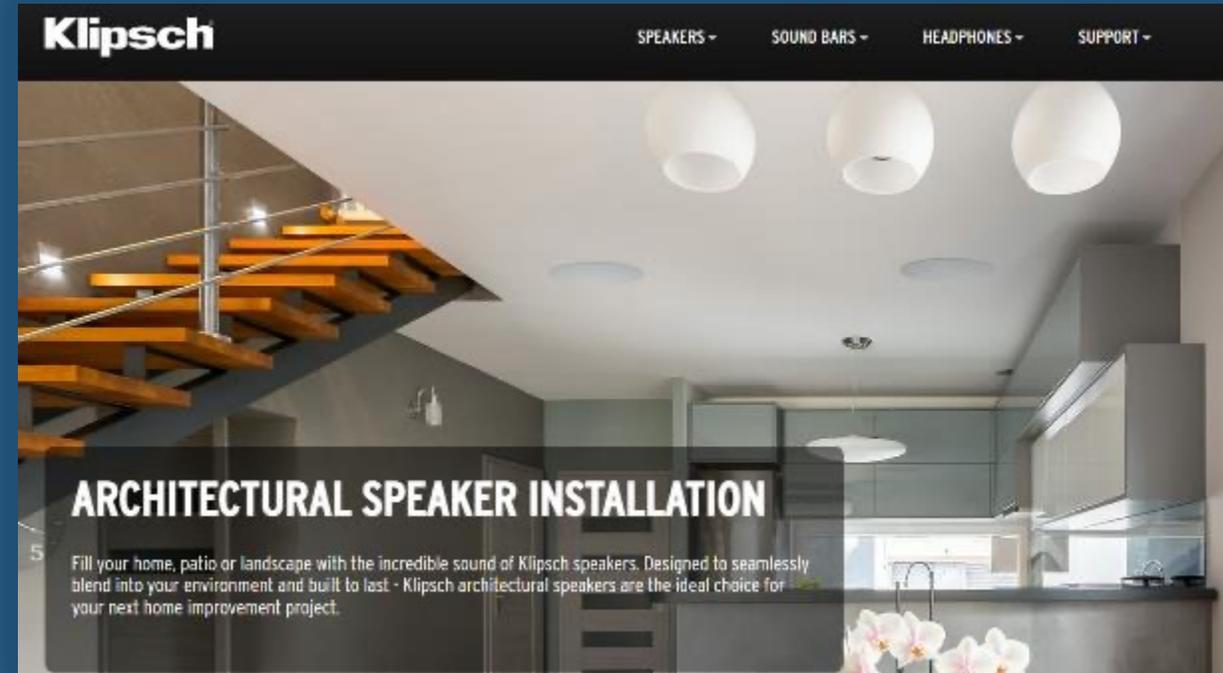
JOSH

may vary by region.

# Klipsch Optimized Mode

It allows you to easily integrate your new Klipsch speakers seamlessly with your high-quality Onkyo AV receiver.

To simplify the setup, Klipsch and Onkyo teamed up to implement the precise crossover values for specific Reference, Reference Premiere & Custom Install speakers.



Setup	
1. Input / Output Assign	9. Speaker Virtualizer
2. Speaker	10. Speaker Combo
3. Audio Adjust	
4. Source	
5. Listening Mode Preset	
6. Hardware	
7. Multi Zone	
8. Miscellaneous	

→  
ENTER

2-10. Speaker Combo	
Brand	Klipsch
Front	RP-8060FA II
Center	RP-504C II
Height 1	RP-8060FA II Height
Height 2	RP-8060FA II Height
Surround	RP-600M II
Surround Back	RP-600M II
Subwoofer	R-100SW
[Enter]:Next	

→  
ENTER

2-10. Speaker Combo		SP pos.
Series	Klipsch Custom Install	
Model	CS-16C	

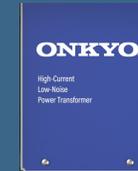
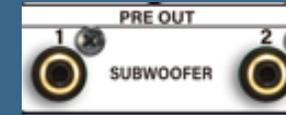
# KEY Features



- Dynamic audio amplifier – 140wpc x 11ch
- THX certified
- Dirac Live room correction
- Full Music streaming connectivity
- Klipsch Optimized mode
- Most advanced technology: 8K – HDR
- Gaming features

## Other features

- 11.2 channel DSP processing
- Shielded transformer to reduce noise
- ESS Sabre PRO - premium DA converter
- Roon ready - for High-resolution audio
- AriPlay2 and Chromecast built-in
- Support music streaming



# Rear panel



- HDMI 6in / 3out
- 2 Composite and 1 components in
- 4 digital, 4 Analog, and Phono in
- 11ch speaker terminals out
- RS232, IR, 12v trigger out

## AMPLIFIER

- ↑ THX Select Certified New Direct Energy 11 Channel Class AB Amplifier (Parallel Radiating Design) – Change from TX-RZ3100
- ↑ 11.2 Channel Analog Pre-Outs
- ↑ 2 Subwoofer Pre-Outs
- ↑ Power 140W (FTC)
- ↑ 4 Ohm Speaker Capability
- ↑ Separated Pre and Power Amplifier Blocks

## CONNECTIVITY

- ↑ HDMI2.1
  - 8K 40Gbps HDMI Ins 1-6
  - Auto Low Latency Mode (ALLM)
  - Variable Refresh Rate (VRR)
  - enhanced Audio Return Channel (eARC)
- ↑ HDR10+ Pass Through All HDMI Ins
  - DolbyVision Pass Through Support
  - HDCP2.3
- ↑ HDMI 7 In / 3 Out / Front HDMI Input (9Gbps)
- ↑ 1080p or 4K HDMI Up-Scaling to 8K (3 Ins)
  - Phono Input
  - Composite and Component Inputs
  - Analog-to-HDMI Video Transcoding

## PROCESSING

- ↑ Dual ESS ES9206 384kHz / 32-bit DACs – Change from TX-RZ3100
  - 11 Channel DSP Decoding
  - Dolby Atmos (7.1.4) / DTS:X
  - Dolby Atmos Height Virtualizer
- ↑ AccuEQ Advanced Plus Measurement
- ↑ ↑ Dirac Live + Multi Sub (customer purchase)
  - Vocal Enhancement
  - IMAX Enhanced
  - Bi-Amp
  - Stereo Height Channels Mode

# TX-RZ70 FEATURES



- ↑ Step up from TX-RZ3100
- ↑ Step up from TX-RZ50

## NETWORK

- ↑ NXP iMX8 Processor with 802.11ac WiFi
- ↑ Bluetooth Transceiver with aptX HD
  - Works with SONOS Connect
  - Voice Control with Chromecast built-in, Alexa, Siri
  - Apple AirPlay 2
  - DTS Play-Fi
  - Pandora / Spotify / Internet Radio / etc..
  - Tidal Streaming
  - Apple Lossless / FLAC / DSD Decoding
  - Integra Music Control App (iOS / Android)
- ↑ ↑ Roon Ready

## MULTI ZONE

- Zone B Line Out for Wireless Headphones
- Zone B Line / Zone 2 Pre-Out Selectable
- Powered Zone 2 and Zone 3
- Zone 2 HDMI Output
- Z2 DAC for HDMI 1-3 / SPDIF / NET / BT
- Zone 3 Pre-Out
- Z3 DAC for NET / BT

## CUSTOM INSTALLATION

- ↑ HDMI Diagnostics
- ↑ IP Tools
  - Web Setup
- ↑ Custom Control4 Drivers
  - RS-232C
  - IR In
  - 12V Trigger Out
  - IP Control
  - Detachable Power Cable
  - Backlit Remote



# Magnat

**MONITOR S LINE**

**Magnat**

**Dolby Atmos**



# MAGNAT LOUDSPEAKERS

LINE OVERVIEW - 2023

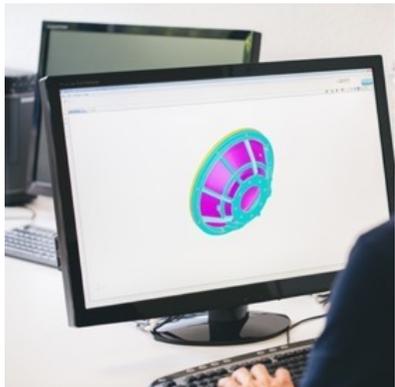
# Magnat



# MONITOR S LINE

## A SPEAKER SERIES DESIGNED TO CONVINC

- THE MONITOR S LINE IS DESIGNED AS A UNIVERSAL ENTRY-LEVEL SERIES TO PROVIDE THE BEST EXPERIENCE FOR BOTH STEREO AND HOME THEATER SOUND
- THE SERIES FEATURES 2 FLOORSTANDING SPEAKERS, ONE WITH A DOLBY ATMOS TOP SPEAKER, 2 CENTER SPEAKERS, AND 3 BOOKSHELF SPEAKERS, ONE WHICH ACTS AS A DIPOLE
- WE OPTIMIZED THE FORMER MONITOR SUPREME SERIES AND EXPANDED IT FOR HOME THEATER PURPOSES
- DEVELOPED IN OUR SOUND LABORATORIES IN PULHEIM, GERMANY

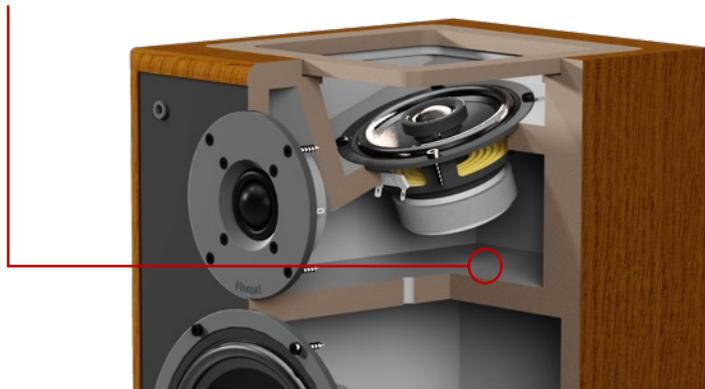


# HIGHLIGHTS OF THE MONITOR S 80 ATM

FLOORSTAND SPEAKER WITH INTEGRATED DOLBY ATMOS SPEAKER



- SPECIALLY DESIGNED COAXIAL LOUDSPEAKER ACCORDING TO DOLBY ATMOS GUIDELINES AND CERTIFIED BY DOLBY LABS
- SEPARATE CONNECTION TERMINALS FOR THE ATMOS MODULE
- PERFECT DIMENSIONS, BOTH ACOUSTICALLY AND VISUALLY
- DEDICATED CLOSED CABINET SECTION FOR ATMOS SPEAKER



# MONITOR S LINE

## TECHNOLOGY – THE TRANSDUCERS

### TWEETER (S30 / S70 / S80ATM / S14C):

- NEWLY DEVELOPED 28 MM TWEETER WITH EXTENDED FREQUENCY RANGE
- FABRIC COMPOSITE DIAPHRAGM
- FRONT PLATE WITH RADIATION-OPTIMISED SOUND GUIDE
- POWERFUL FERRITE MAGNET SYSTEM FOR EXCELLENT DYNAMICS

### TWEETER S10B/S10D/S12C:

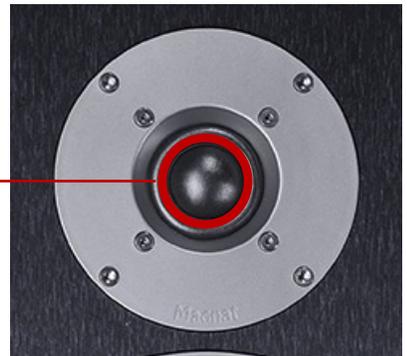
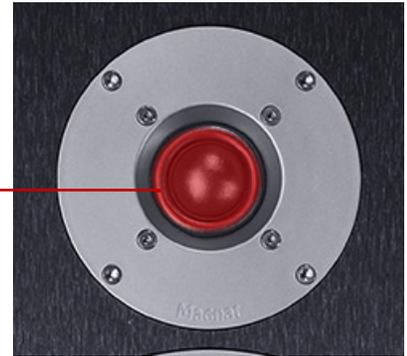
- 13 MM TWEETER WITH ULTRA-LIGHTWEIGHT MYLAR DOME AND POWERFUL FERRITE DRIVE FOR PRECISE HIGH-FREQUENCY REPRODUCTION



**“28 MM RING RADIATOR  
TWEETER DOME”**  
LARGER 28 MM EFFECTIVE  
MEMBRAN SURFACE  
CREATES MORE SOUND  
ENERGY AT CROSSOVER  
POINT.

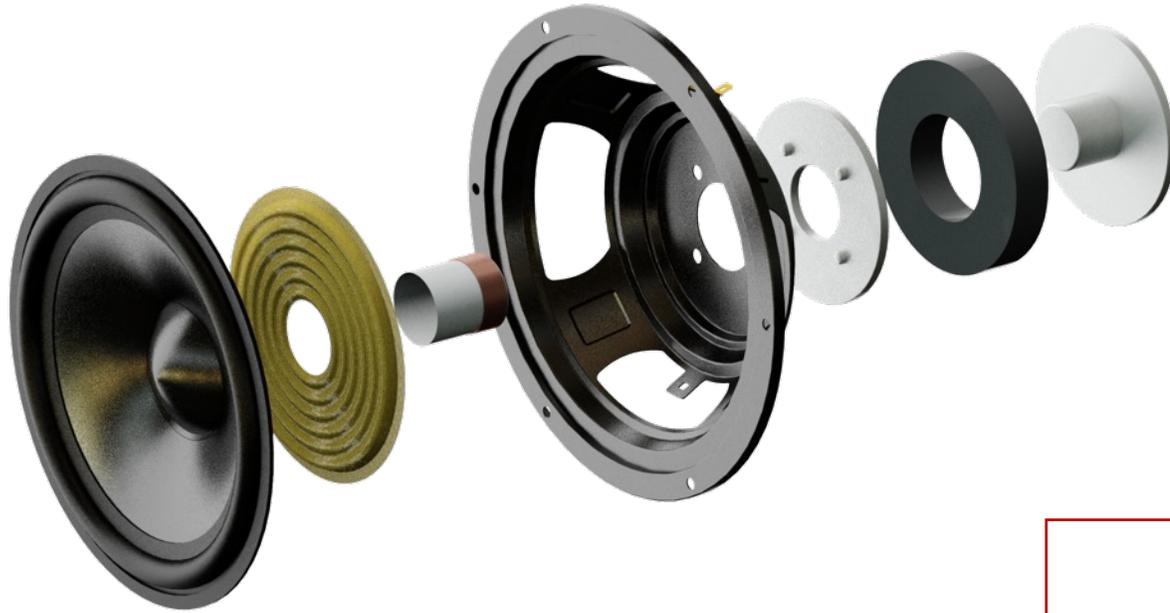
**RED = MOVING AREA**

AT VERY HIGH  
FREQUENCIES ONLY OUTER  
RING AREA IS MOVING =  
REDUCED MOVING MASS



# MONITOR S LINE

## TECHNOLOGY – THE TRANSDUCERS



### WOOFER, WOOFER-MIDRANGE (ALL MODELS):

- STURDY, COATED METAL BASKETS
- LOW PARTIAL VIBRATION, COATED PAPER CONES
- NEW PHASE-OPTIMISED DUST CAPS
- LINEARISED AND OPTIMIZED MAGNET SYSTEMS



# MONITOR S LINE – THE LINE UP

AVAILABLE IN  
BLACK AND WALNUT



## S 80 ATM

**2 ½ -way bass reflex  
atmos floorstand  
speaker**  
2x 6,5" woofer-midrange  
1x 1.1" dome-tweeter  
1x 4.5" coaxial speaker

RRP 349 € / piece

## S 70

**3-way bass reflex  
floorstand speaker**  
2x 6,5" woofer  
1x 6,5" midrange  
1x 1.1" dome-tweeter

RRP 349 € / piece

## S 14 C

**2 ½ -way center speaker**  
2x 4,5" woofer  
2x 4,5" woofer-midrange  
1x 1.1" dome-tweeter

RRP 249 € / piece

## S 12 C

**2-way center speaker**  
2x 4,5" woofer-midrange  
1x ½" dome-tweeter

RRP 149 € / piece

## S 30

**2-way bass, reflex  
bookshelf speakers**  
1x 6,5" woofer-midrange  
1x " dome-tweeter

RRP 299 € / pair

## S 10 D

**2-way di-pool  
rear speakers**  
1x 4,5" woofer-midrange  
3x ½" dome-tweeter

RRP 199 € / pair

## S 10 B

**2-way rear speakers**  
1x 4,5" woofer-midrange  
3x ½" dome-tweeter

RRP 179 € / pair

# MONITOR S LINE

THE PERFECT SYSTEM FOR HI-FI AND CINEMA SOUND

A few things to remember

- Offers perfect sound solutions for an entry class
- Best in class experience for music lovers as well as home theater enthusiasts
- Perfectly reproduce surround sound
- Unbeatably flexible loudspeaker series
- Transparent and detailed performance
- Powerful and rich bass



# BEST PRACTICE

# BEST PRACTICE CI EVENT – Audioscape Belgium



# BEST PRACTICE CI EVENT – Audioscape Belgium

- Invitation of relevant (CI) partner from BeNeLux
- Presenting the whole Klipsch CI & Integra Line-up
- Create a PAC story – next to CI & Integra Line-up Audioscape presented and demonstrated other product categories
- Individual support for each partner who has participated



## Products in focus

- Integra Line-up in Living Room (DRX 2.4, DRX 3.4, DRX 5.4)
- Demonstrate how to integrate an Integra AVR into a “Sonos Ecosystem”
- Video Content of DRX 8.4 on Screen to tease the new model



# BEST PRACTICE CI EVENT – Audioscape Belgium



Demonstration -> DRX 8.4 and RCC-112 in a Home Cinema Set-up 9.2.4

- Incredible Home Cinema Sound
- Using the right content to let the audience hear, what's possible (Dolby Atmos Demo Movie, Initial Scene "Mission Impossible 5")
- **The impact of this system is not to describe with words, this is real High-End Cinema ! (Quote)**



Active Speaker & Reference Premiere

- Demonstrating in a dedicated area
- Using the right content to bring emotions to the audience  
Reference Premiere -> Scene "Tron Legacy"  
The Sevens -> "Tidal" via WIIM Mini

# BEST PRACTICE

## CI EVENT – Audioscape Belgium

### Organization

- Personal Invitation for every partner
- Registration via Google appointment calendar
  - Enough time for single partner  
1-2 hours period for every partner
- Dedicated areas for different product categories

### Passion & Enthusiasm

- Presenting and demonstrating every product
- Taking time to answer every single question of the partner
- Bring a good mood into every conversation
- Convince the partner of the PAC brands and products



# HAYLEN, THE FRENCH MUSE

- Since the pandemic Klipsch France has a collaboration with Haylen, a French rock artist who did live concerts for Klipsch Instagram
- On March 17, release party in Parisean café for her latest album "Blue Wine" sponsored by Klipsch France. Klipsch had a dedicated space to exhibit its 2 latest powered speakers The Sevens and The Nines to an audience adept of live rock music.



## WHO IS HAYLEN?



Haylen is a French-Iranian singer and songwriter whose icon is none other than Amy Winehouse, the priestess of soul music, vintage and glamour of the 50's/60's.

She has been revealed to the public in 2016 by the show The Voice. The 4 coaches turn on her almost instantly and Haylen conquered at the same time 8 million viewers.

In 2018 and in complete independence, Haylen released an EP "Out of Line" with trip-hop and blues sounds. Hailed by the critics, this EP leads her to perform on many stages including the American Tours Festival.

In March 2023, she releases her first album "Blue Wine". It's a bewitching journey through time between her blues, soul and rock & roll aspirations.



# PROMOTIONS

# Klipsch®

## Custom install promo (H1)

for CI, THX and RCC combined

if +20% sales growth = 5% discount by  
if +50% sales growth = 8% discount by



## Powered monitors (ongoing offer)

The Fives/Sevens/Nines + free wiim mini

### The Fives McLaren edition

RRP €1199 – €999 + free wiim mini



## RP SUBS (with the premiere program)

12% OFF on all subs

# Jamo®

## Studio 7 promo (Q1)

Up to 10% off on the bookshelves (S7-15B & S7-17B)



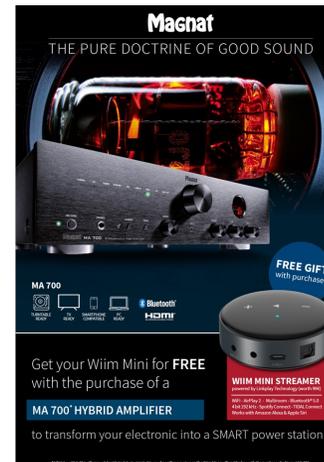
**UP TO 10% DISCOUNT** ON STUDIO7 BOOKSHELF SPEAKERS S7-17B AND S7-15B

**Jamo**

This offer is valid all Q1 for any new order.

# Magnat®

Electronics  
(ongoing offer)  
MA700 & MR750  
+ free wiim mini



# HECO®

## InVita launch offer (H1)

12% off on all skus – only for demo units



# Integra®

## Integra 8.4 offer (H1)

-100€ on each new order (match funded 50% PAC /50% distributor)



# THANK YOU