

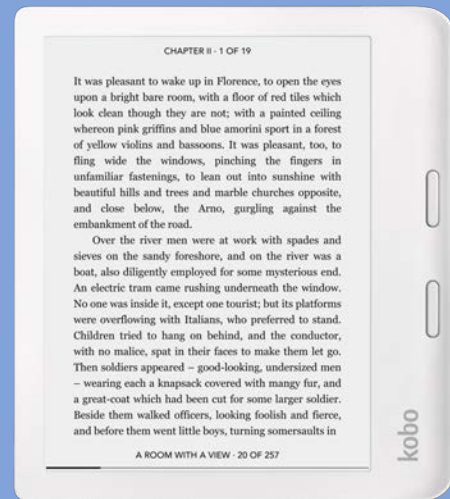
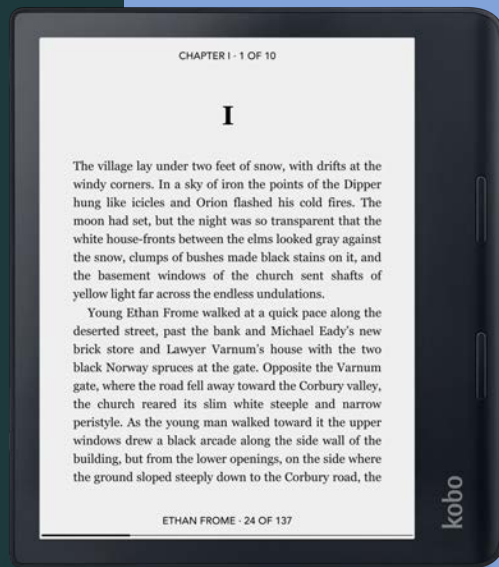
# kobo sage + kobo libra 2

## Training Document

This document will teach you everything you need to know to sell Kobo Sage and Kobo Libra 2.

The most helpful things you will learn are:

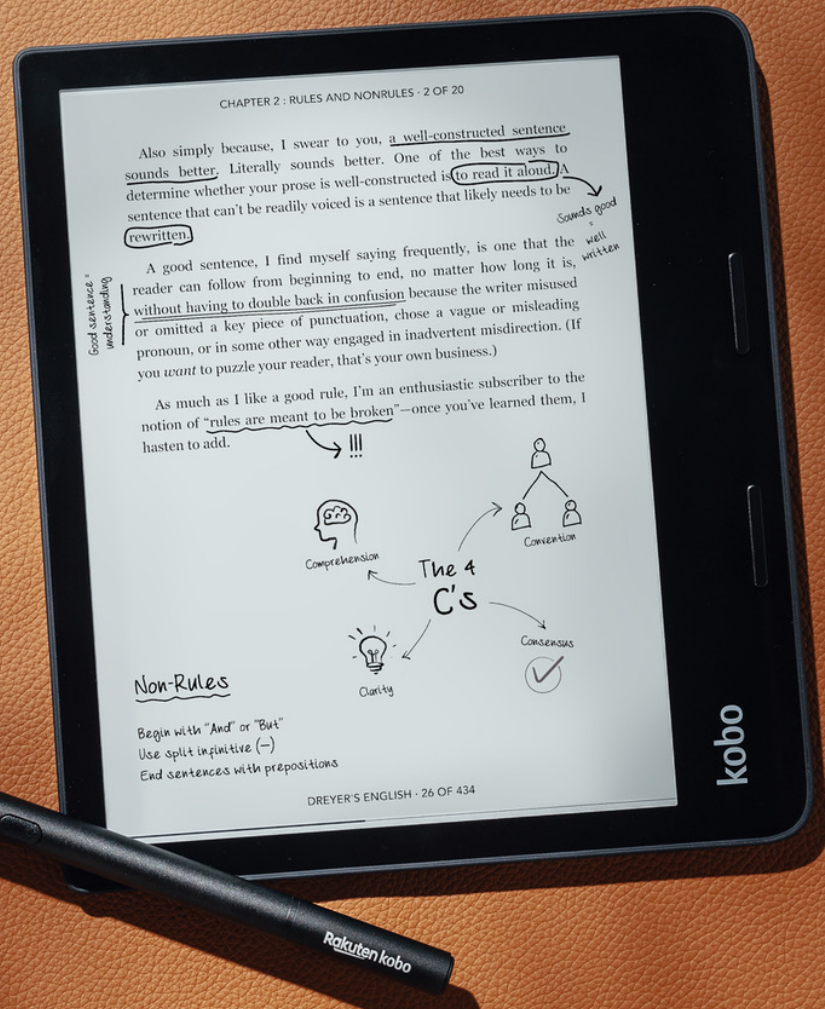
- New and exciting features
- The differences between the two eReaders
- Where these two new products fit in the Kobo eReader family
- What accessories are available for sale



# kobo sage

The immersive  
reading experience

Read, write, and listen in luxury.



# Key features and benefits



# kobo sage Key Features



A luxurious, waterproof\*  
and flush 8" HD E Ink  
Carta 1200 screen



Capture every idea with  
Kobo Stylus\*\* compatibility



Listen to Kobo Audiobooks†  
with Bluetooth® wireless  
technology†



Our most versatile  
eReader, ergonomically  
engineered for total  
comfort



Read more, share more, do  
more with Dropbox Support



Read well into the night with  
ComfortLight PRO's blue light  
reduction

\*Meets requirements of IPX8 rating. Waterproof for up to 60 minutes in up to 2 metres of water

\*\*Kobo Stylus sold separately, not included

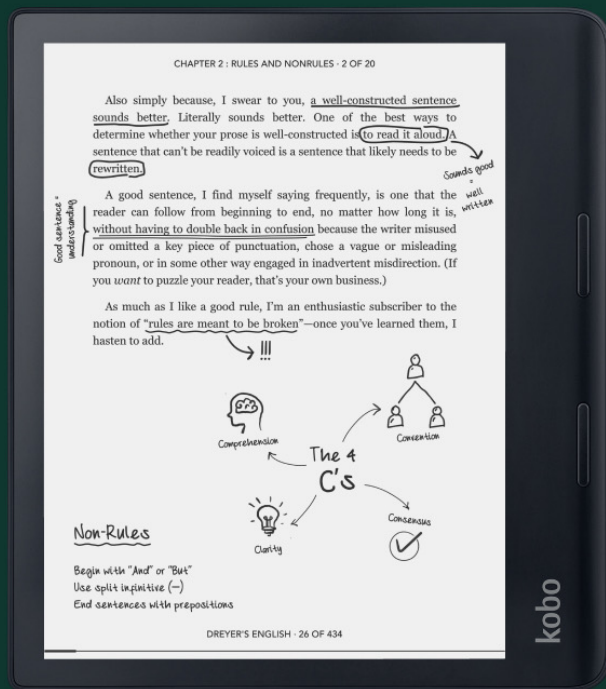
†Audiobooks available only in select countries. Bluetooth® wireless headphones or speaker required.

Our most accomplished eReader ever.

Enjoy the peace of mind that comes with having every feature at your fingertips, and knowing you'll have our best, most immersive reading experience.

# kobo sage

The immersive reading experience



 Read

 Write\*

 Listen

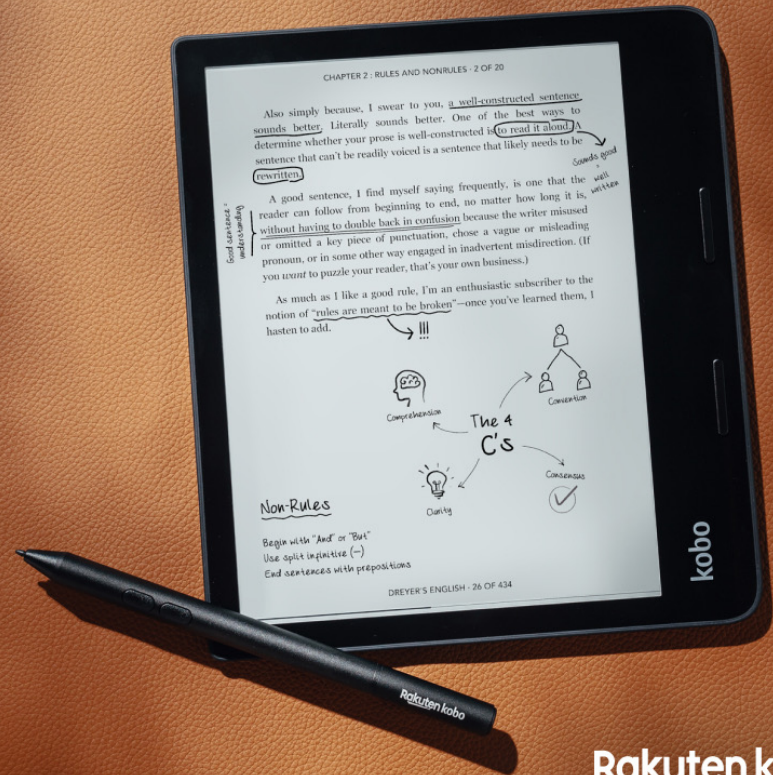
\*Kobo Stylus sold separately, not included.

Rakuten kobo

A luxurious, 8" HD flush E Ink Carta 1200 screen that looks and feels better

Kobo Sage's 8" flush, high definition E Ink Carta 1200 touchscreen offers deep contrast, super-clear readability, and faster page turns on an expansive display.

Dark Mode offers a new way to reduce eyestrain.



\*Kobo Stylus sold separately, not included.

Rakuten kobo

Sleek and lightweight,  
Kobo Sage feels  
perfect in your hands  
in landscape or  
portrait mode.

Page-turn buttons  
keep the story moving  
with one hand.



**Ergonomically  
engineered for total  
comfort and versatility**

**Rakuten kobo**

Works seamlessly with Kobo Stylus (sold separately), to allow you to make handwritten notes in eBooks and documents.

Kobo Sage's built-in notebook feature keeps all of your notes at hand and can convert your writing to clean text.

Capture your imagination with Kobo Stylus\* compatibility for note-taking



\*Kobo Stylus sold separately, not included.

Rakuten kobo



Kobo Audiobooks support with Bluetooth® wireless technology lets you dive into a story when your hands are tied.†

†Audiobooks available only in select countries. Bluetooth® wireless headphones or speaker required.

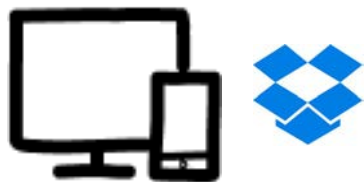
Listen to Kobo Audiobooks with Bluetooth® wireless technology\*



**Rakuten kobo**

\*Audiobooks available only in select countries. Bluetooth® wireless headphones or speaker required.

Share everything with  
Dropbox Support. Add  
your own eBooks and  
documents wirelessly,  
export notebooks  
you've made with Kobo  
Stylus\*\*, and keep  
everything on-hand  
with cloud storage.



\*\*Kobo Stylus sold separately, not included



Read more, share more,  
do more with Dropbox  
Support

\*Kobo Stylus sold separately, not included.

Rakuten kobo

**Savour nighttime reading,  
with ComfortLight PRO  
and blue light reduction**

ComfortLight PRO allows for brightness and blue light control—adjusting colour temperature to give your eyes a break—so you can stay in the story longer, without affecting your sleep.



**Rakuten kobo**

Fully waterproof\*, Kobo Sage is with you from the conference table to the bath tub. Welcome to the lap of luxury.

\*Meets requirements of IPX8 rating. Waterproof for up to 60 minutes in up to 2 metres of water.



Delight in a story anywhere,  
with a fully waterproof\* design

\*Meets requirements of IPX8 rating. Waterproof for up to 60 minutes in up to 2 metres of water

# kobo sage Accessories (sold separately)



**kobo** stylus



SleepCover



PowerCover

# kobo sage

## PowerCover



The Kobo Sage PowerCover keeps your eReader protected, and delivers on-the-go charging.

You can easily insert Kobo Sage into the PowerCover with magnetic attachment, and it will charge from the built-in battery.

It has sleep/wake technology when you open and close the cover.

If you pair the eReader with Kobo Stylus, the PowerCover has a designated slot\* to keep your stylus close at hand.

There is no built-in stand in the cover.

\*Kobo Sage PowerCover does not charge Kobo Stylus.

# kobo sage

## SleepCover



Magnets inside the Kobo Sage SleepCover case allow your eReader to snap into place effortlessly, while maintaining Kobo Sage's sleek lines.

The 2-way stand keeps your eReader upright for hands-free reading in landscape and portrait mode.

Kobo Sage wakes automatically when you open the cover and sleeps when you close it, keeping your eReader safe.

Available in Light Green and Black.

# kobostylus



The Kobo Stylus enables you to handwrite your thoughts and ideas on your Kobo eReader, just like a pen on paper.

Compatible only with Kobo Sage and Kobo Elipsa, you can mark up eBooks or documents and take notes in the built-in notebook feature.

With helpful buttons, you can easily erase or highlight. Includes 1 Kobo Stylus Replacement Tip, a tip replacement tool, and 1 replaceable AAAA battery.

Additional Stylus Replacement Tips sold separately in packs of 5.



A man with a beard and short dark hair, wearing a dark green sweater over a white collared shirt, is seated at a white marble table. He is looking down at a light green Kobo Sage e-reader that is propped up on the table. To his left is a glass mug of coffee with a white foam top. A black pen lies on the table in front of him. The background is a solid dark green color.

Kobo Sage offers customers the peace of mind that comes with having every feature at your fingertips, and knowing you'll have our best, most immersive reading experience.

# kobo libra 2

Your eReader, your  
story

Read and listen wherever  
life takes you.





CHAPTER II - 1 OF 19

It was pleasant to wake up in Florence, to open the eyes upon a bright bare room, with a floor of red tiles which look clean though they are not; with a painted ceiling whereon pink griffins and blue amorini sport in a forest of yellow violins and bassoons. It was pleasant, too, to fling wide the windows, pinching the fingers in unfamiliar fastenings, to lean out into sunshine in beautiful hills and trees and marble churches opposite and close below, the Arno, gurgling against the embankment of the road.

Over the river men were at work with spades and sieves on the sandy foreshore, and on the river was a

A ROOM WITH A VIEW - 20 OF 257

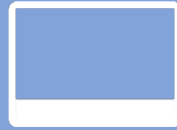
kobo

# Key features and benefits

# kobolibra2 Key Features



Glare-free 7" screen with  
the latest E Ink technology  
+ waterproof\*



Ergonomic design,  
landscape mode, & page  
turn buttons



Available in  
black or white



32 GB of storage for all  
your eBooks and Kobo  
audiobooks



Listen to Kobo Audiobooks†  
with Bluetooth® wireless  
technology†



Read well into the night with  
ComfortLight PRO's blue light  
reduction

\*Meets requirements of IPX8 rating. Waterproof for up to 60 minutes in up to 2 metres of water

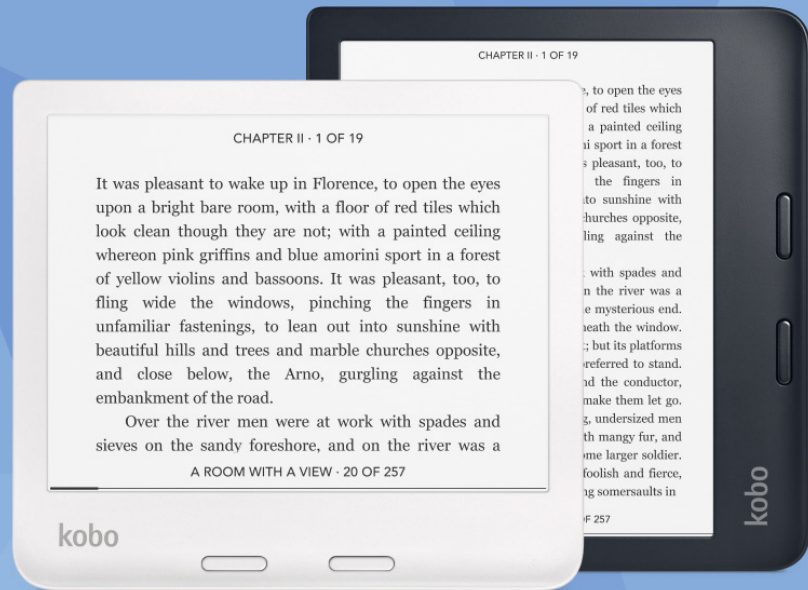
†Audiobooks available only in select countries. Bluetooth® wireless headphones or speaker required.

The next-generation  
Kobo Libra 2 is the  
embodiment of your  
reading style.

It is the successor to  
Kobo Libra H2O, and  
has more storage, a  
faster E Ink screen, and  
Bluetooth® wireless  
technology so you can  
listen to Kobo  
Audiobooks\*

# kobolibra2

Your eReader, your story



Rakuten kobo

\*Audiobooks available only in select countries. Bluetooth® wireless headphones or speaker required.

7" E Ink Carta 1200  
touchscreen - a faster  
display, quicker page  
turns, and deeper  
contrast.

Glare-free —unlike your  
smartphone or tablet.

Optional Dark Mode  
offers white text on a  
black background to  
reduce eyestrain.

Glare-free reading on  
a 7" HD E Ink Carta 1200  
screen that's easier  
on the eyes



Rakuten kobo

Keep the story moving  
by swiping the  
touchscreen, or use  
the page-turn buttons  
when one of those  
hands is full.

You also have the  
option to read in  
landscape mode.

An ergonomic design  
as adaptable  
as you are



Kobo Libra 2 is fully waterproof\*, so you can take your story to the park, the beach, the tub, or even out in the rain.

Dive into a story  
anywhere with  
waterproof\*  
protection



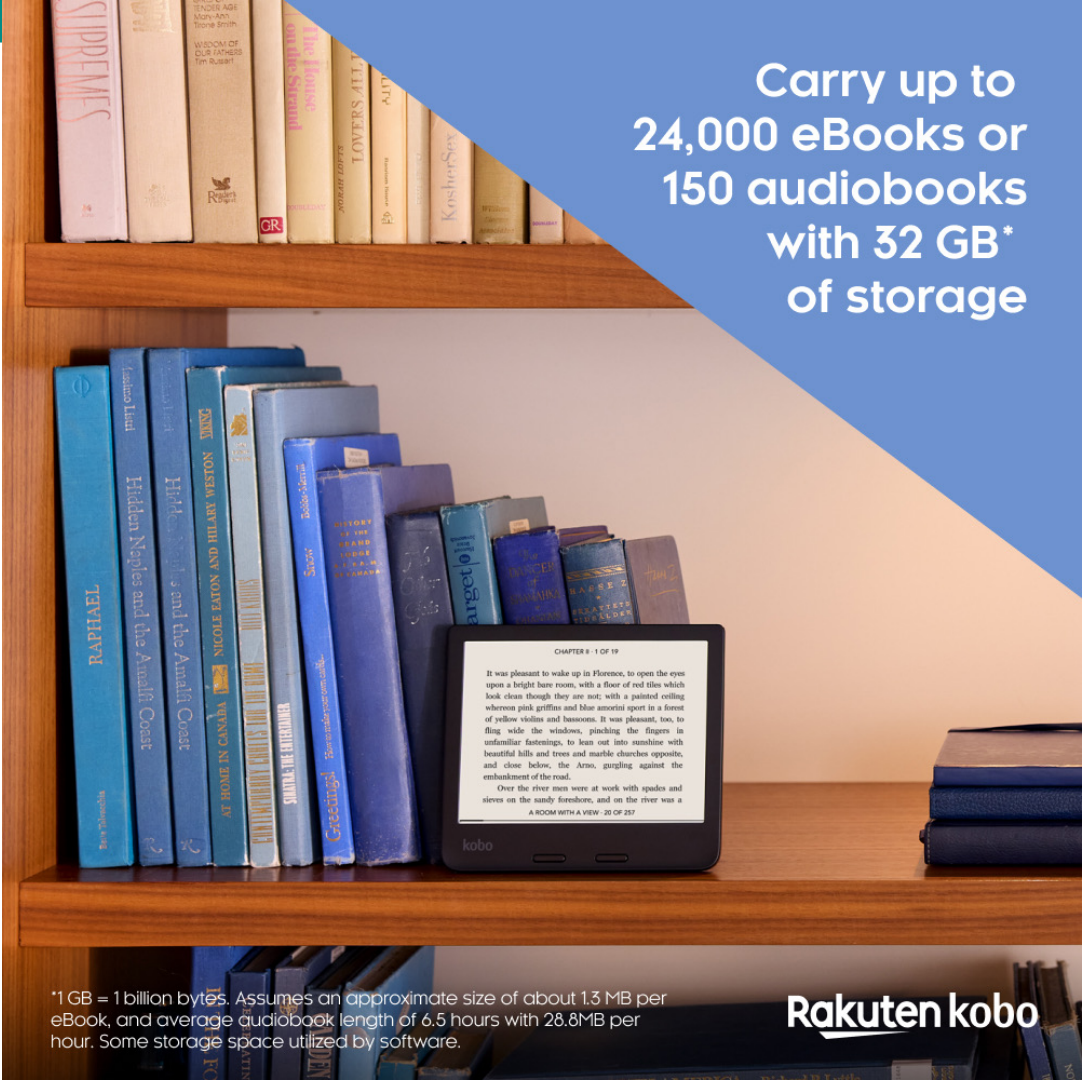
\*Meets requirements of IPX8 rating. Waterproof for up to 60 minutes in up to 2 metres of water

**Rakuten kobo**



Kobo Libra 2 comes with 32GB of storage – that’s 4 times more than the 8 GB that Kobo Libra H2O had.

Carry up to 24,000 eBooks or 150 audiobooks with 32 GB\* of storage



\*1 GB = 1 billion bytes. Assumes an approximate size of about 1.3 MB per eBook, and average audiobook length of 6.5 hours with 28.6MB per hour. Some storage space utilized by software.

Rakuten kobo

Kobo Libra 2 supports Kobo Audiobooks with Bluetooth® wireless technology\*. Think of it as a hands-free reading option, for those super busy days.

Listen to Kobo Audiobooks\*  
with Bluetooth® wireless  
technology



**Rakuten kobo**

\*Audiobooks available only in select countries.  
Bluetooth® wireless headphones or speaker required.

Read at night with  
ComfortLight PRO's  
blue light reduction

ComfortLight PRO allows for brightness and blue light control—adjusting colour temperature to give your eyes a break—so you can stay in the story longer, without affecting your sleep.



Rakuten kobo

# kobolibra2

## SleepCover



The Kobo Libra 2 SleepCover is the best way to take your eReader with you everywhere you go, personalize it, and keep it looking great.

Available in Poppy Red, Slate Blue, Lavender, and Black.

This SleepCover is made to move with you, and the built-in stand lets your eReader stand on its own in portrait and landscape mode. Kobo Libra 2 wakes automatically when you open the cover and sleeps when you close it.

# kobolibra2

## Basic SleepCover



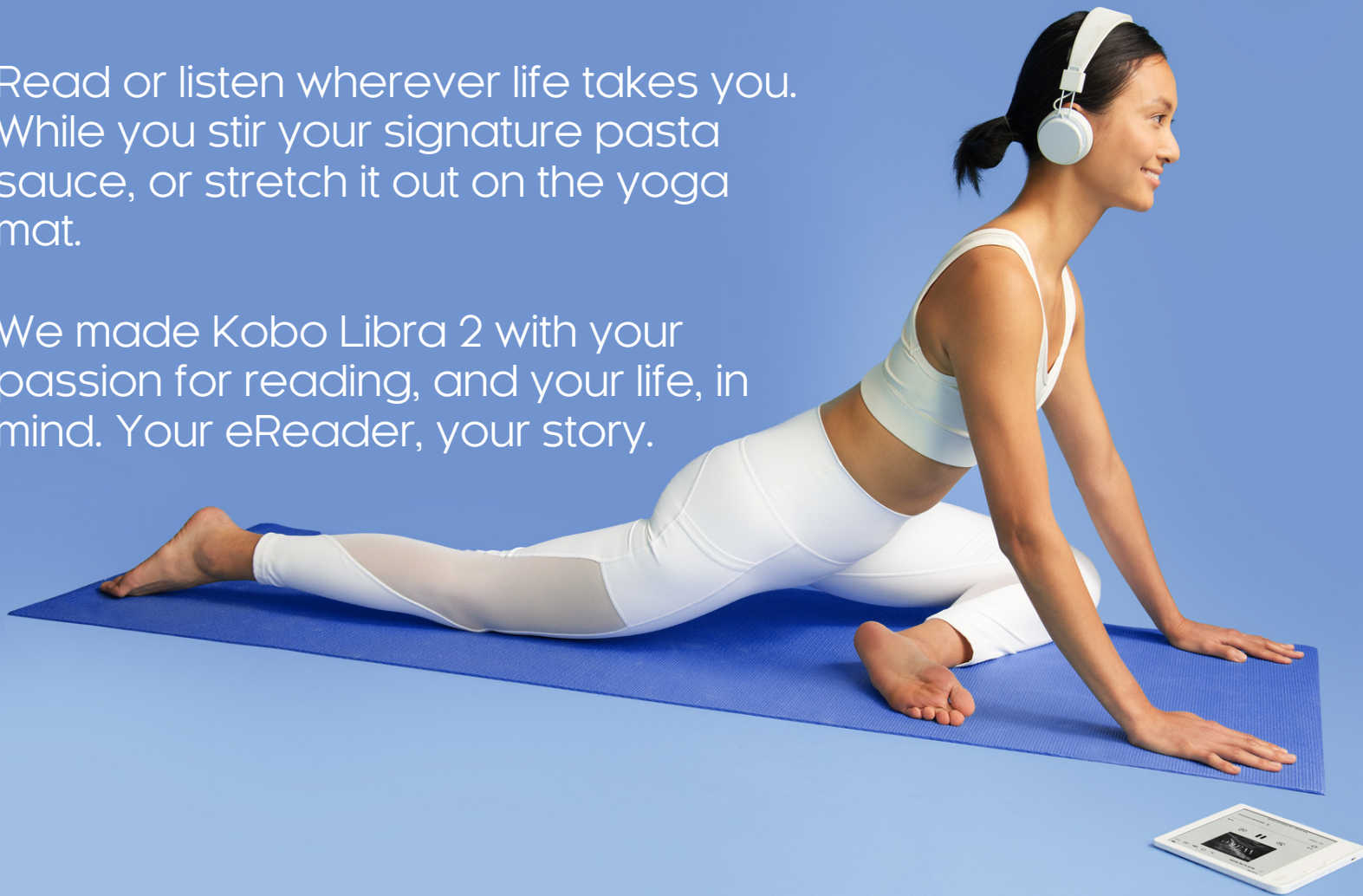
New for Kobo Libra 2, the Basic SleepCover automatically wakes your eReader up when you open the cover and puts it back to sleep when you close it. A great way to keep your eReader safe.

Available in one colour, Steel Grey.

The Basic SleepCover does not have a 2-way stand for hands-free reading.

Read or listen wherever life takes you.  
While you stir your signature pasta  
sauce, or stretch it out on the yoga  
mat.

We made Kobo Libra 2 with your  
passion for reading, and your life, in  
mind. Your eReader, your story.



Find millions of eBooks in the built-in Kobo eBookstore.

And read articles saved with Pocket on both Kobo Sage and Kobo Libra 2.

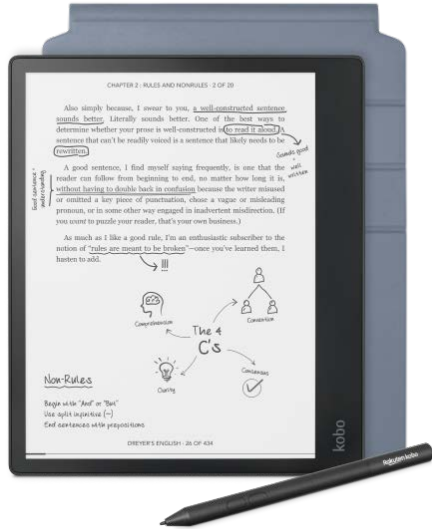




# Kobo eReader Family Lineup



# Kobo eReaders



**kobo elipsa**

One eReader.  
Endless ideas.



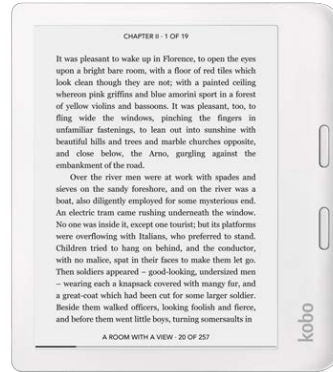
**kobo nia**

The perfect first  
eReader.



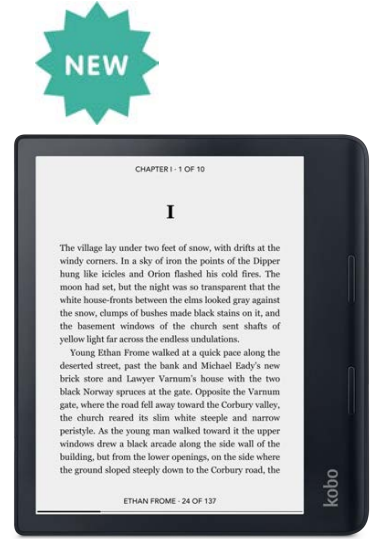
**kobo clara HD**

Your reading  
companion



**kobo libra 2**

Read or listen  
wherever life takes  
you



**kobo sage**

The immersive  
reading experience

# The Kobo eReader Family

| Feature                                   | Kobo Elipsa  | Kobo Nia   | Kobo Clara HD  | Kobo Libra 2   | Kobo Sage  |
|---|--|--|--|--|--|
| Screen Size & Type                        | 10.3" E Ink Carta1200 touchscreen                    | 6" E Ink Carta touchscreen                           | 6" HD E Ink Carta touchscreen  | 7" HD E Ink Carta 1200 touchscreen   | 8" HD, flush E Ink Carta 1200 touchscreen  |
| Screen Resolution                         | 227 PPI  | 212 PPI  | 300 PPI  | 300 PPI  | 300 PPI  |
| Page-turn buttons                         | No   | No   | No   | Yes  | Yes  |
| Landscape mode                            | Yes  | No   | No   | Yes  | Yes  |
| Storage                                   | 32 GB  | 8 GB   | 8 GB   | 32 GB  | 32 GB  |
| Battery Life                              | Weeks of battery life                                | Weeks of battery life                                | Weeks of battery life  | Weeks of battery life  | Weeks of battery life  |
| Waterproof                                | No   | No   | No   | Yes  | Yes  |
| Front light                               | ComfortLight – one colour light to adjust brightness | ComfortLight – one colour light to adjust brightness | ComfortLight PRO – adjust brightness and colour temperature for blue light reduction | ComfortLight PRO – adjust brightness and colour temperature for blue light reduction | ComfortLight PRO – adjust brightness and colour temperature for blue light reduction |
| Size                                      | 193 x 227.5 x 7.6 mm                                 | 112.4 x 159.3 x 9.2 mm                               | 110 x 159.6 x 8.35 mm  | 144.6 x 161.6 x 9 mm   | 160.5 x 181.4 x 7.6 mm   |
| Cable                                     | USB-C  | Micro USB  | Micro USB  | USB-C  | USB-C  |
| Kobo Audiobooks                           | No   | No   | No   | Yes  | Yes  |
| Weight                                    | 383g   | 172g   | 166 g  | 215g   | 240.8g   |
| Kobo Stylus compatible, notebook software | Yes  | No   | No   | No   | Yes  |
| Dropbox Support                           | Yes  | No   | No   | No   | Yes  |

The background consists of several overlapping triangles in various shades of teal and green. A thick white border frames the central text, with a small notch at the bottom right corner.

# The Competition

# Competitive Review

| Feature                                    | Kobo Sage   | Kobo Libra 2   | Kindle Oasis   | Kindle Paperwhite  | Boox Nova Air  |
|--|---|--|--|--|--|
| Screen Size & Type                         | 8" HD, flush E Ink Carta 1200 touchscreen   | 7" HD E Ink Carta 1200 touchscreen   | 7" HD E Ink Carta touchscreen  | 6.8" HD E Ink Carta touchscreen  | 7.8" HD E Ink Carta touchscreen  |
| Screen Resolution                          | 300 PPI   | 300 PPI  | 300 PPI  | 300 PPI  | 300 PPI  |
| Stylus compatible and note-taking software | Yes   | No   | No   | No   | Yes  |
| Page-turn buttons                          | Yes   | Yes  | Yes  | No   | No   |
| Storage                                    | 32 GB   | 32 GB  | 8 GB or 32 GB  | 8 GB or 32 GB  | 32 GB  |
| Battery Life                               | Weeks of battery life   | Weeks of battery life  | Weeks of battery life  | Weeks of battery life  | Up to 26 days  |
| Front light                                | ComfortLight PRO – adjust brightness and colour temperature for blue light reduction  | ComfortLight PRO – adjust brightness and colour temperature for blue light reduction   | Adjustable brightness and colour temperature for blue light reduction                  | Adjustable brightness and colour temperature for blue light reduction                  | Adjustable brightness and colour temperature for blue light reduction  |
| Waterproof                                 | Yes   | Yes  | Yes  | Yes  | No   |
| Size                                       | 160.5 x 181.4 x 7.6 mm  | 144.6 x 161.6 x 9 mm   | 159 x 141 x 3.4-8.4 mm   | 174.2 x 124.6 x 8.1 mm   | 194 x 136.5 x 6.3 mm   |
| Weight                                     | 240.8 g   | 215g   | 188 g  | 205g   | 235 g  |
| Accessories                                | <ul style="list-style-type: none"> <li>• Kobo Stylus</li> <li>• PowerCover for charging on-the-go + sleep/wake technology</li> <li>• SleepCover with built-in magnets for easy insertion, sleep/wake technology, and stand</li> </ul> | <ul style="list-style-type: none"> <li>• SleepCover with sleep/wake technology and stand</li> <li>• Basic SleepCover (no stand)</li> </ul> | <ul style="list-style-type: none"> <li>• Premium, leather, or fabric Covers</li> </ul> | <ul style="list-style-type: none"> <li>• Premium, leather, or fabric Covers</li> </ul> | <ul style="list-style-type: none"> <li>• Standard Sleeve</li> <li>• Magnetic Case</li> <li>• BOOX Pen</li> </ul> |



# The Customer

# Who should buy Kobo Sage and who should buy Kobo Libra 2?

Kobo Libra 2 is ideal for readers who are looking to upgrade from an older eReader to get more premium features at an accessible price point.

Kobo Sage is perfect for readers who want an unmatched, immersive reading experience. They are looking for the best digital reading technology and top tier features.



# What is the right Kobo eReader for each type of customer?

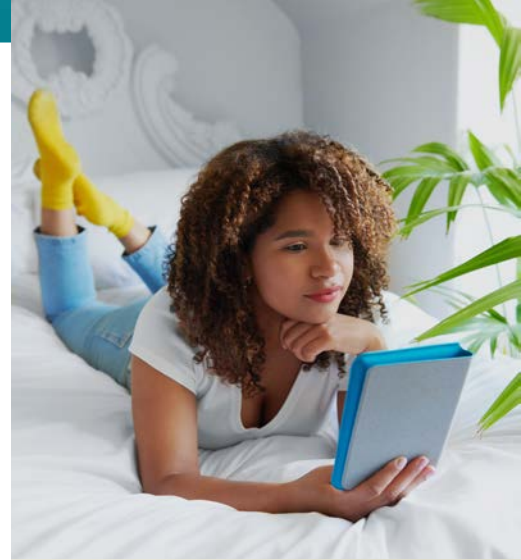
**Kobo Nia** is the perfect first eReader for customers looking for an easy introduction to digital reading and are value-oriented shoppers.

**Kobo Clara HD** is a great eReader for customers who aspire to read more and want a higher resolution screen with the ability to reduce blue light exposure.

**Kobo Libra 2** is the ideal eReader for readers who are looking to upgrade from an older eReader to get more premium features at an accessible price point.

**Kobo Sage** is perfect for readers who want an unmatched, immersive reading experience. They are looking for the best digital reading technology and top tier features, with the option for note-taking (Kobo Stylus sold separately).

**Kobo Elipsa** is for readers who are heavy note-takers who want a big screen, and intend to use the eReader primarily for marking up eBooks and documents. They want the full writing package. (Kobo Stylus included)



The background consists of several overlapping triangles in various shades of teal and green. A thick white border frames the central area, with a small notch at the bottom right corner.

# FAQs



# What is the difference between Kobo Sage and Kobo Elipsa?

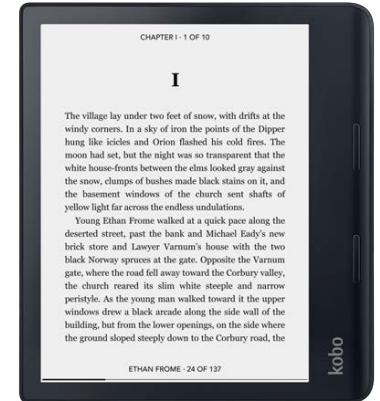
Kobo Sage is our most immersive and accomplished eReader yet. It has every feature Kobo has to offer, plus the ability to note-take if you purchase the Kobo Stylus separately. It has an 8" screen.

Kobo Elipsa is sold in a Pack and comes with the Kobo Stylus and a SleepCover. It is made with notetaking first in mind. It does not have page-turn buttons, it is not waterproof, and it does not have colour temperature control. It has a large 10.3" screen.

kobo elipsa



kobo sage



# How is the Kobo Sage PowerCover different from other SleepCovers?

The Kobo Sage PowerCover has a built-in battery which keeps your eReader protected, charges it on the go and automatically sleeps and wakes the device to maximize reading time.



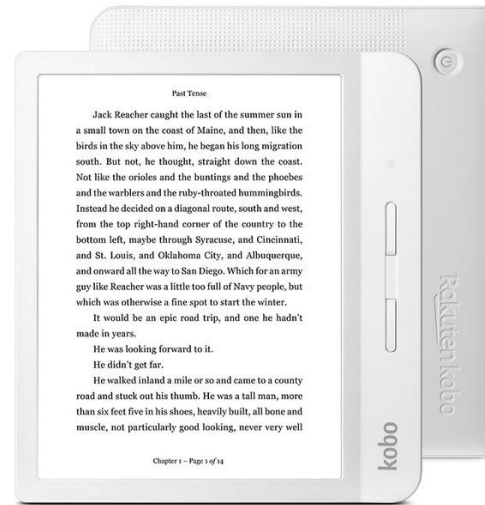
# What makes Kobo Libra 2 different from the previous Kobo Libra H2O?

Kobo Libra 2's E Ink Carta 1200 screen delivers a faster display, quicker page turns, deeper contrast, and new optional Dark Mode. Dark Mode offers the option of white text on a black background.

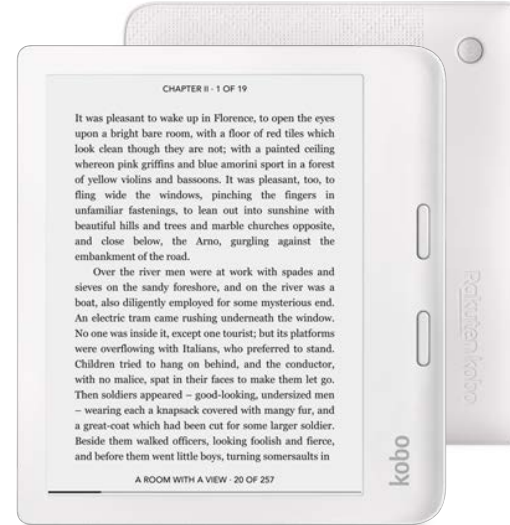
It also has 4 times the storage at 32GB, USB-C connection and Kobo Audiobooks support.

The design of the device has also been updated.

kobolibra H2O



kobolibra 2



The background consists of several overlapping triangles in various shades of teal and green. A thick white border frames the central area, with a small notch at the bottom right corner. The text "Thank you" is centered within this frame.

**Thank you**

**Rakuten kobo**