

SUMMARY

2014 Company Handbook series

**"100 Chinese Manufacturers of
Functional Components"**

*- Sales, factories, products and features of functional
material manufacturers with photos attached -*



<Zhongshan Well Sure Metal Products>



<Shenzhen Fancy Creation Industrial>



<Weihai Taijin Electronics>



<Zhongshan Sumirubber>

Survey Overview

I. 2014 Company Handbook series

"100 Chinese Manufacturers of Functional Components"

- Sales, factories, products and features of functional material manufacturers with photos attached -

II. Purport of the research

Office devices such as copiers and printers are dominantly produced in China. Although dispersing production in Vietnam, Thailand, Philippines and other peripheral countries are progressing, production volume in China is overwhelming. The production sites are widely located from Shanghai to Zhongshan, Shenzhen, and Dongguan. Numerous factories of functional components such as charge roller, developer roller, transfer roller, fusing roller, paper feeder roller, brush, and cleaning blade are located around the areas as well. Originally Japanese component companies moved into China to supply Japanese manufacturers. Nowadays, Chinese, Korean and Taiwanese manufacturers are growing and supplying to OEMs. Due to support and training by Japanese, techniques of local manufacturers have improved and the components are beginning to meet the usable quality.

In the medium- and long-term, the copier and printer industry is facing an era of "print less". Therefore quality and cost of the components mentioned above are largely expected.

In order to understand the current situation of component manufacturers in China, we issued the handbook of 100 Chinese manufacturers. Contents are company name, president's name, trend of sales, employees, facility, site area, items of products, features (e.g., material procurement and process of mixing and finishing), analysis and research of area of specialty. We also attached photos of factories and products and categorized them into areas.

III. Items of research

1. Items

1-1. Functional components: charge roller, magnetic developer roller, non-magnetic developer roller, toner adder roller, transfer roller, intermediate transfer belt, heat roller, fuser film, fuser belt, pressure roller (belt), blade, paper feeder roller and transporting roller.

1-2. Others: IH coil, aluminum sleeve, shaft, brush and structure material.

2. Subject of Research

2-1. Chinese capital manufacturers 2-2. Korean capital manufacturers 2-3. Taiwanese capital manufacturers

2-4. Japanese capital (joint) manufacturers (total of 100 manufacturers)

IV. Research range and research methods

1. Research range: From 2012 to 2014

2. Research methods

1) Interviews each manufacturer by Data Supply Inc. and affiliate company.

2) Analysis and research of documentary records, data statistics open to the public

3) Use accumulated data in our company database

V. Research form and period

1. Research form: This is a general research item.

2. Research period: From June to September 25, 2014.

3. Date of publication (Book-bound A4-sized study) : September 29, 2014 (Japanese version), October 31, 2014 (English version)

4. Price: ¥150,000 or \$1,500.-

5. Research in charge: Yukio Yamamoto, Kosuke Yoshida

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Point of research

I. Method of research

This research was conducted by Data Supply Inc. and affiliated company. Data Supply Inc. visited and conducted direct interview with major Chinese manufacturers. Our affiliated company interviewed mainly via telephone and used public sources as a reference.

II. Subject of research and items of research

Subject of research is 100 manufacturers or factories of functional components used for copiers, MFPs, laser and LED printer, laser and LED facsimiles. Manufacturers are selected from our data collected at exhibitions in China for several years. Number of manufacturers are 56 Chinese, 30 Japanese, 6 Korean and 8 others.

Items are face sheet (address, phone number, president, background, number of employees), items of product, site area and facility, genuine products (delivery destination), ratio of third party, sales channel (Chinese distributors, Chinese toner cartridge manufacturers, foreign distributors), and advantages.

III. Result of research

1. Sales is converted to USD.

The size of the companies differs. There are small number of large company and most of Chinese companies are small. Some companies' sales are small in amount and faces severe conditions. Large size companies that have a lot of employees already supply to OEM. This means that their quality of the products are improving. Japanese capital companies are relatively large. However their production sites are moving to Vietnam and sales in China is decreasing.

2. Ratio of business

Some manufacturers are produce components for automobile, IT and home electrical appliance.

3. Main business partners

Major manufacturers or factories have a business relationship with OEMs Names of those business partners are listed.

4. Feature of company

Some of Chinese rubber roller makers conduct total production from the mixing of rubber.

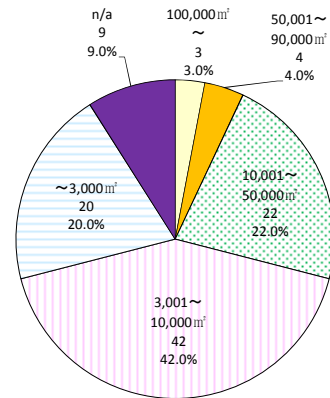
Sample

File No.2	Anhui Zhongding Rubber-Plastic Products
Address	Ningguo Heli Economic And Technology, Ningguo, 242300 China
Phone number	+86-563-4300900
President	Xia Yu Jie
Establish	1999
Capital	146 mill
Sales	2014 (p 2013 (r 2012 (r
Number of Employees	1,100 (
Ratio of business	OA : 40
Items of OA components	<input checked="" type="checkbox"/> Charg <input type="checkbox"/> Toner <input checked="" type="checkbox"/> Heat <input checked="" type="checkbox"/> Blade
Site area	300,000
Features	This com automob rubber r joint con they own conduct
Ratio of sales	OEM : 6
Business partner	<input checked="" type="checkbox"/> OEM <input checked="" type="checkbox"/> Chine <input type="checkbox"/> Overs
Others	



8. Distribution of site area

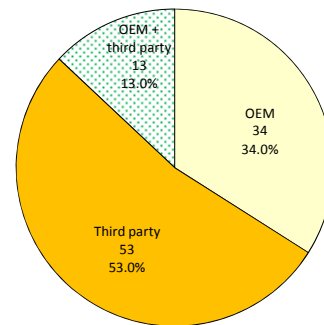
100,000m ² ~	3
50,001~90,000m ²	4
10,001~50,000m ²	22
3,001~10,000m ²	42
~3,000m ²	20
n/a	9
total	100



There are 42 companies that site area of 3,001 to 10,000 m². Not a few Chinese companies are small as 3,000 m².

9. Ratio of sales destination (OEM and third party)

OEM	34
Third party	53
OEM + third party	13
total	100



There are nine Chinese companies including Fancy and Leputai in Shenzhen which supply to OEM among 56 companies. Rest of 47 companies are for third party products. Japanese and Korean manufacturers are mainly for OEM.

Sample

File No.34	Shenzhen LEPUTAI Technology
Address	Buildinga, The Second Industry Area, Shenzhu Road, Shenkeng Village, Henggang Town, Shenzhen, Guangdong, China
Phone number	+86-755-84042983
President	Yang Hui
Establish	March 2003
Capital	56 million CNY

Sales	2014 (p 2013 (re 2012 (re
Number of Employees	more tha
Ratio of business	OA : 100
Items of OA components	<input checked="" type="checkbox"/> Charge <input checked="" type="checkbox"/> Toner <input checked="" type="checkbox"/> Heat r <input checked="" type="checkbox"/> Blade,
Site area	Shenzhe Vietnam
Features	This com in 2003, blade pro customiz 200 of po silicone a total pro
Ratio of sales	OEM : 6
Business partner	<input checked="" type="checkbox"/> OEM <input type="checkbox"/> Chines <input checked="" type="checkbox"/> Overse
Others	



10. Number of company classified by items and original country

	Chinese company	Japanese company	Korean company	Other company	Total
charge roller	31	1	3	4	39
magnetic developer roller	20	1	1	0	22
non-magnetic developer roller	18	4	3	3	28
toner adder roller	10	5	1	1	17
transfer roller	14	7	2	1	24
intermediate transfer belt	0	1	1	0	2
heat roller	21	5	1	2	29
fuser film, fuser belt	20	3	2	0	25
pressure roller	19	10	1	2	32
blade	19	5	1	4	29
paper feeder/transporting roller	8	15	2	2	27
Others	27	6	2	2	37

Many Chinese companies manufacture components for cartridge such as charge rollers and magnetic rollers however increase number of companies produce fusing components such as fusing belt and pressure rollers. Japanese companies mainly produce paper feeder, transporting components and pressure rollers. Most Korean manufacturers produce OEM for Samsung, although almost all components are made in China.

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1. Chinese manufacturers (56 companies)	1 1
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No.2 Anhui Zhongding Rubber-Plastic Products	1 2
No.3 Anno Technologies	1 3
No.4 ATTA Technology	1 4
No.5 Baihui Technology	1 5
No.6 Beijing AVIC Tianbao Office Equipment	1 6
No.7 Beijing Hanwei Office Equipment Parts Factory	1 7
No.8 Beijing Laser Hi-Technology	1 8
No.9 Beijing YBQ Technology	1 9
No.10 Chengdu Jiashunyuan Technology	2 0
No.11 China Eternal Copiers Technology	2 1
No.12 Foshan Ascend Precision Accessories	2 2
No.13 Foshan Kaisan	2 3
No.14 Foshan Technipro Office Consumables	2 4
No.15 Foshan Yat Sing (Rixing) Office Supplies	2 5
No.16 GH OA Parts	2 6
No.17 Guangdong Hoshion Industrial Aluminium	2 7
No.18 Guangzhou Powershow Technology	2 8
No.19 Hebei Chunfeng Yinxing Rubber Roller	2 9
No.20 Honor Precision Machine	3 0
No.21 Kogon Technologies	3 1
No.22 Lanjie Parts	3 2
No.23 Leamik Technology	3 3
No.24 Ningbo Qiankun Industry	3 4
No.25 Ningbo Sea-Hill Printer Consumable	3 5
No.26 Ningbo Veaye Printer Accessories	3 6
No.27 Prinko Imag	3 7
No.28 Senton Science & Technology	3 8
No.29 Shanghai Dinko Machinery	3 9
No.30 Shenzhen Dalong Technology	4 0
No.31 Shenzhen Fancy Creation Industrial	4 1
No.32 Shenzhen HUAZHIMEI Technology	4 2
No.33 Shenzhen Jianuojia High-Precise Technology	4 3
No.34 Shenzhen LEPUTAI Technology	4 4
No.35 Shenzhen Singyutong Technology	4 5
No.36 Shenzhen Zhanxinlong Science Technology	4 6
No.37 Sino Imaging Technology	4 7
No.38 Taizhou Hippo Technology	4 8
No.39 Taizhou Huide Technology	4 9
No.40 Teamsung Zhongshan City Office Equipment	5 0
No.41 Tianjin AoGuang Technology and Development	5 1
No.42 Tianjin Zhonghuan TCOA Electronics	5 2
No.43 Zhangjiagang Better Magnet Plastic TECH	5 3
No.44 Zhejiang Huangyan Huafeng Chemical Industry	5 4
No.45 Zhongshan Benda Printing Supplies Factory	5 5
No.46 Zhongshan Lingyinghui Printing Materials	5 6

No.47	Zhongshan Maicheng Printer Equipment	5 7
No.48	Zhongshan Well Sure Metal Products	5 8
No.49	Zhongshan Xianfeng Precision Aluminium Product	5 9
No.50	Zhuhai Benma Printmax Imagine	6 0
No.51	Zhuhai Haite Electronics Technology	6 1
No.52	Zhuhai Hongderongye Electronics	6 2
No.53	Zhuhai Pu-Tech Industrial	6 3
No.54	Zhuhai Sinotimes Technology	6 4
No.55	Zhuhai Tercel Printer Consumables	6 5
No.56	Zhuhai Zhongxinda Technology	6 6
2. Japanese manufacturers (30 companies)		6 7
No.57	Bando Manufacturing (Dongguan)	6 7
No.58	Bridgestone (Kaiping) Diversified Products	6 8
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No.68	Nissei Electric (Zhongshan)	7 8
No.69	Suzhou INOAC Zhongding Office Machine Products	7 9
No.70	Synztec Precision Parts(ShenZhen)	8 0
No.71	Synztec Office Equipment(ShenZhen)	8 1
No.72	Synztec Precision Parts(Shanghai)	8 1
No.73	TDK Dongguan Technology	8 2
No.74	Toho Rubber (Kunshan)	8 3
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No.81	Zhongshan I.S.T Industry Corporation	8 8
No.82	Seiko Machine(Shenzhen)	8 9
No.83	Seiko Precision Parts(Shanghai)	8 9
No.84	Seiko Precision Parts(Dongguan)	8 9
No.85	Dongguan Ways Technology	9 0
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No.97	Everbright Rubber Mfg	1 0 1
No.98	Full Rainbow International	1 0 2
No.99	SKC Precision	1 0 3
No.100	Ten Cate Enbi Zhuhai	1 0 4

<appendix>
spreadsheets