SUMMARY

“Detailed Analysis of Industrial-use Inkjet Printing Market”

=Thorough Analysis of Hardware, Printheads, Ink, Pigments, Post-Processing Equipment in the Worldwide Market=

Canon (Océ) "Océ ColorStream 6000 Chroma"

Over 50 Chinese makers are in the signage market

Konica Minolta "Nassenger PRO1000"

June 2017
Data Supply Inc.
I. Research Theme

“Detailed Analysis of Industrial-use Inkjet Printing Market”

=Thorough Analysis of Hardware, Printheads, Ink, Pigments, Post-Processing Equipment

in the Worldwide Market=

II. Overview

For a long period of time, the printing market was mainly led by the planographic (offset) printing, intaglio (gravure) printing, and letterpress printing by serving specific printing needs in each area. However, such printing methods require printing plates suitable for mass printing, so they're not good for a small amount of printing in different types. To meet the individual and a small amount of printing demand, "digital printing" was invented. Digital printing is just suitable for a small amount of printing, as its printing method does not require a printing plate but makes prints by a laser or inkjet method. As a result, the introduction of the "digital printing" helped create undiscovered needs of printing, such as photo collections and publications targeted at individual consumers by offering a small amount of printing, which had been excluded from what the traditional printing methods were capable of. Considering the points, digital printing is suitable for area-specific products, a small volume of products, gender-specific products, age-specific products, and other types of products to meet the detailed marketing needs. Needless to say, the digital printing method has its own limits regarding printing speeds of each hardware model, printing resolution, what paper to use and what ink to use, as well as acquisition of printheads, etc.

Despite these limits, what's catching attention is the "industrial-use inkjet printing market," while the traditional printing market and office technology market including copiers and printers are shrinking year by year. On one hand, there's a market considered already mature, such as a signage display market, on the other hand, there're promising markets, such as commercial printing represented by fliers, catalogues, photos and others, package printing market handling cardboard boxes, paper-made containers, soft material packages, stickers, and others, and there's textile printing known for printing on apparel and curtain fabrics, T-shirts and other materials. From a long-term perspective, printing on construction materials, such as wall paper, ceramic tiles, wooden materials and others has a potential, whereas industrial fields represented by semi-conductors, liquid crystal color filers, PCB, 3D printers, and other fields are also seen as promising.

At "drupa," a trade show held in Germany in May and June 2016, there were so many inkjet-featured and inkjet technology-packed products the fair was even called "inkjet drupa." Such products were the center of attention from visitors from all over the world.

As such, Data Supply shifts its focus on the "industrial-use inkjet printing" to better understand hardware machines, printheads, ink, ink materials, post-processing equipment and other factors that all form the entire market and presents detailed analysis, in comparison to the analog printing machine market and the rival laser printing machine market.
III. Items and Markets in Scope
1-1. Inkjet-related Items (the center of the research)

1-2. Rival Markets
2. Makers in Scope
   1) Hardware maker (8 makers in Japan and more than 10 from overseas)
   2) Printhead maker (10 makers in Japan and several from overseas)
   3) Ink maker (6 makers in Japan and several from overseas)
   4) dye and pigment maker (8 makers in Japan and several from overseas)
   5) Post-processing equipment maker (Several makers)
   6) Others

IV. Research Period and Research Method
1. Research period
   The research period is set from 2014 to 2020 and Japan, North America, Europe, China, and other regions are covered.

2. Research Method
   1) Direct and on-site interviews to individual target makers in principal.
   2) Analysis and review of open sources such as literature, materials, and statistics
   3) Analysis of the in-house collected database

V. Research Form, Interviewing and Editing Period, etc.
1. Research form: Multi-client form
2. Interviewing and editing period: November 2016 to February 2017
3. Publication date: June 1, 2017 (Japanese version has been available since March 29, 2017)
4. Report format: A4 size (in PDF format)
5. Price: $5,000-
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7. How to Apply
   Please send an email to Data Supply Inc. or researchers shown above with your name, company, department, and phone number included.
[Executive Summary]

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[1] Mimaki Engineering
[2] Roland DG
[4] Seiko Epson
[5] Oki Data Infotech
[7] Ricoh
[8] Miyakoshi

[1] HP (U.S.A.)
[2] EFI (U.S.A.)
[3] AGFA (the Netherlands)
[4] Durst (Italy)
[5] Océ (the Netherlands)
[6] Inca (U.K.)
[7] Others

MS Printing Solutions / SPGPrints / SwissQprint AG / Zimmer / Matan Digital Printers
3) Chinese makers

[1] Beijing JHF Technology
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*English names are not known.

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Extract from <Executive Summary> and <Comprehensive Analysis>

*Tables are provided with figures and comments in the complete version.
Extract from <Inkjet Market>

*Tables are provided with figures and comments in the complete version.

### B. Inkjet Market

#### B.1. Market for industrial inkjet hardware devices

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*Textile printing includes wide-format printers in direct transfer method and direct printing method, and garment printers in direct printing on clothes, with mainly All model.

*Commercial printing includes publication printing.

*Simplified printing does not include small printers used in stores' back rooms.

*Other fields include market applications, building material printing, and industrial fields.
Extract from <Inkjet Market>

*Tables are provided with figures and comments in the complete version.

3) Chinese makers

[1] Beijing JHF Technology

**Tables are provided with figures and comments in the complete version.**
Extract from <Inkjet Market> and <Related Market>

*Tables are provided with figures and comments in the complete version.

### 2017 Inkjet Printing Market Forecast

#### SUMMARY

#### Table 1: Worldwide shipment trend (total of color and monochrome devices)

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* Continuous-feed devices are included.

#### Pie Chart: Japanese maker vs. Overseas maker

#### List of Manufacturers

- **Fuji Xerox**
  - 1983
  - China
  - FT-323KCE
  - FT-324KCE
  - FT-325KCE
  - FT-326KCE
  - FT-325L/325L
  - FT-326L/326L
  - FT-325L/325L
  - FT-326L/326L

- **Fujifilm**
  - 1984
  - Japan
  - Acuity Select 300 Series
    - Up to 300m/min
  - Acuity LS 300 Series
  - Up to 500m/min

- **Gateway Technology Industry**
  - 2004
  - China
  - GS3200H
  - GS3200H/3000H

- **Global International Trading (Shanghai)**
  - 2008
  - China
  - SEP1010/1030/1050
  - SEP1010/1030/1050
  - SEP1010/1030/1050

2017 Inkjet Printing Market Forecast

SUMMARY

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