

Monthly Confidential Report
(Published at the end of each month)

Summary

MONTHLY **ELECTROPHOTOGRAPHY**

- Comprehensive Research and Analysis of PPCs, Laser/LED Printers,
Toner, Resin, Photoconductor, Rollers and Related Components of
Electrophotography -

2021. 6



Sindoh South Korea (A3+/Color) PRESS C4080



Lenovo China (A4/Monochrome) Panda



Canon US (A3/Monochrome) iR-ADV DX 6870i



Ricoh US (A3/Monochrome) IM 6000



Market Research of Japan, China, USA, and Europe
Data Supply Inc.

Sample Page
Excerpt from "Follow Up"

F – Monochrome MFP / Printer (A4) – HPPK – 1

Although HPPK's 11-20ppm A4 monochrome models come only as 20ppm machines, they run on two different types of print engine. One is a separate drum/toner type (Neverstop models), and the other is an integrated drum/toner type (Laser models) Their sales are strong due to remote work demands since 2020.

Major Model	Speed (ppm)	Sales Region	Shipment Volume (K)		
			'19	'20	'21.1Q
Laser MFP 131a/133pn/136a/136nw/136w/138p/138pn/138pnw Laser NS MFP 1005/1005e/1005n/1005w		China			
Neverstop Laser MFP 1202nw		North			

Laser
Never
131a/133pn/136a/136nw/136w/138p/138pn/138pnw
Never
Laser
N
Ne
Never

<Product Overview>
HPPK's 20ppm A4 monochrome models come only as 20ppm machines, they run on two different types of print engine. One is a separate drum/toner type (Neverstop models), and the other is an integrated drum/toner type (Laser models) Their sales are strong due to remote work demands since 2020.

Sample Page
Excerpt from "Featured Article 2 – Regulations of Titanium Dioxide in the EU and Makers' Response"

1. Overview of titanium dioxide regulation in the EU

1) How the regulation was established.

The discussion kicked off in June 2016, when the French Agency for Food, Environmental and Occupational Health & Safety (ANSES) proposed to the European Chemicals Agency (ECHA) that it classify titanium dioxide as a more severe category of Carcinogenicity Category 1B (substance suspected of causing cancer). In October 2019, three years after the discussion started, a proposal to raise the substance to Category 2 (substance "suspected" of causing cancer) was adopted.

In February 2020, the European Union officially put the titanium dioxide in Category 2, which came into force in March. The regulation will be applied at a full fledge starting on October 1, 2021 after a 18-month grace period.

2) The scope of

After October 1, 2021, products containing titanium dioxide will be regarded as Category 1B mutagenic and Category 2 mutagenic, and the SDS will be updated accordingly.



Ingredient classification
as:
Category 1A mutagenic
Category 1B mutagenic
Category 2 mutagenic

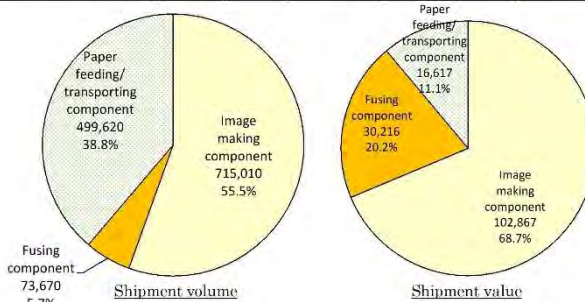
When titanium dioxide is used in products, it is classified as Category 1B mutagenic and Category 2 mutagenic. The SDS will be updated accordingly.

Sample Page
Excerpt from "Featured Article 1 – Latest Market Trend of Copier/Printer Components (Roller/Belt/Blade)"

1. Overview

Comparison of shipment volume/value by component (2020)

Component	Shipment volume (K)	Makeup (%)	YoY (%)	Shipment value (million yen)		
				Shipment value	Makeup (%)	YoY (%)
Charge Roller	182,000	14.1%	89.0	29,470	19.7%	85.5
Magnetic Roller	123,840	9.6%	87.7	19,090	12.8%	89.5
Developer Roller	87,900	6.8%	91.5	20,480	13.7%	88.7
Toner Adder Roller	94,090	7.3%	90.2	7,300	4.5%	88.8
Transfer Roller	49,870	3.9%	85.8	5,787	3.9%	78.6
Intermediate Transfer Belt	9,630	0.7%	81.6	10,200	6.6%	77.4
Cleaning Blade	167,680	13.0%	83.7	10,540	7.0%	83.9
Sub total	715,010	55.5%	87.6	102,867	68.7%	85.4
Heat Roller	13,990	1.1%	83.1	4,570	3.1%	81.0
Fuser Belt	21,810	1.7%	79.6	12,800	8.6%	78.6
Pressure Roller	36,280	2.8%	81.1	12,340	8.2%	80.0
Pressure Belt	1,590	0.1%	84.5	506	0.3%	85.0
Sub total	73,670	5.7%	81.1	30,216	20.2%	33.3
Paper Feeder Roller	170,650	13.2%	88.1	5,990	4.0%	83.9
Transporting Roller	328,970	25.5%	82.1	10,627	7.1%	80.0
Sub total	499,620	38.8%	84.1	16,617	11.1%	81.3
Grand total	1,288,300	100.0%	85.8	149,700	100.0%	83.7



The 2020 total shipment volume of roller-related components (13 major items) was 85.8% year on year, or 1,288.3 million units, and the total shipment value was 83.7% year on year, or 149.7 billion yen.

Sample Page
Excerpt from "Other News"

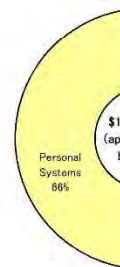
O – Financial Statement – IIP – 2

IIP (IIP Inc.) announced its financial results for 2Q of FY2021 (February - April 2021).

Overall (2Q financial results)

	Unit: million dollars					
	Sales	Growth rate	Operating profit	Profit ratio	Net profit	Profit ratio
Printing	\$5,323	28.0%	\$951	17.9%	—	—
Personal Systems	\$10,555	27.0%	\$710	6.7%	—	—
Corp. Investments / Other	(\$1)	nm	(\$218)	nm	—	—
Total HP						

Sales



Company-wide
billion yen at a
billion (approx.
(approx. 133.6
Sales of the P
580.2 billion y
profit ratio is 17
*All the value a

Sample Page
Excerpt from "Production News"

Production News

P – Toner – Handan Hanguang OA Toner – 1

China's largest toner maker Handan Hanguang OA Toner is expanding its business scale even further.

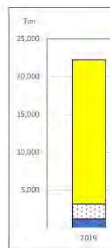
It was established in 1972 in Handan, Hebei, China as a toner maker under China's state-owned China Shipbuilding Industry Corporation (CSIC). Handan Hanguang OA Toner grew rapidly over the decade by producing aftermarket monochrome magnetic mono-component toner for HP at a disruptive price of around 300 yen/kg. Although its 2020 toner production volume temporarily remained at 21,000 tons, or 94.6% of the previous year's level, it is expected to come back on track for growth from 2021.

The company had previously outsourced part of its production to a subcontractor, but it has established a system to produce almost all toner at its own plant. Over the next few years, it

will invest an
(annual produ
production cap
will increase t

While 85% of
mono-component
Ricoh copiers,
supply of genu
supply. It also
business.

[11]



Model	Y1 (%)	Y2 (%)	Y3 (%)
Diad (copier)			
Star/magnetic mono-component			
Magnetic mono-component			

Source: "20

Sample Page
Excerpt from "Newly Released"
(Office – China)

N – Monochrome MFP (A4) – Lenovo China – 1

Product name	Lenovo Panda			
Price	1,099 yuan			
Release Date	June 25, 2021			
Size	A4			
Speed	22ppm (A4)			
Function (*is optional)	Copy	Printer	FAX	Scanner
	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Sales Target	80,000 units/year in China (estimated by Data Supply Inc.)			
New/Replacement/Other/OEM	Replacement			
Target User	For SOHO and small businesses, as well as home users.			



Lenovo Panda

Model	Release Date (Y. M. D)	Price	Speed (ppm)	Copy	Printer	FAX	Scanner
Panda	18.7	1,099 yuan	22	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
"Laser MFP 131a" (HP)	19.7	1,499 yuan	20	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
"bizhub 2202MF" (Konica Minolta)	19.8	2,000 yuan	22	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

[Product Features]

The Lenovo Panda succeeds the Lenovo M7268W (1,099 yuan; 22ppm) released in July 2018. Its base engine was originally developed by Ricoh, which has been modified independently by Lenovo for continued sales. Its original design of eliminating the paper exit tray has not changed. The latest model supports OCR for students studying from home, and the use of an app enables downloading of a variety of exams.

[Marketability]

The model's speed range is in the low-end market category, and its low-priced availability creates a high market demand. It is a monochrome device with few disadvantages as compared to rival models, thereby making it appealing to users looking for affordable products. Sales have been strong since 2021, suggesting the trust toward the Lenovo brand is growing. Its price against print speed and selected functions make the device easy to use. The annual sales volume is expected to be 80,000 units.

June 2021

■ Featured Article ■

Featured Article 1 – Latest Market Trend of Copier/Printer Components (Roller/Belt/Blade) ..	1
1. Overview	2
2. Share of shipment value	3
3. Market by component	5
[1] Charge roller [2] Magnetic roller [3] Developer roller [4] Toner adder roller	
[5] Transfer roller [6] Intermediate transfer belt [7] Cleaning blade	
[8] Heat roller [9] Fuser belt/film [10] Pressure roller [11] Pressure belt	
[12] Paper feeder roller [13]Transporting roller	
4. Price trend	18
Featured Article 2 – Regulations of Titanium Dioxide in the EU and Makers' Response	19
1. Overview of titanium dioxide regulation in the EU	20
2. Response by major makers	21
[1] Canon [2] Ricoh [3] FUJIFILM Business Innovation [4] Konica Minolta	
[5] Kyocera Document Solutions [6] Sharp [7] Toshiba TEC [8] Others	

■ Follow Up ■

F – Monochrome MFP / Printer (A4) – Canon – 3	25
(imageCLASS MF3010 and more)	
F – Monochrome MFP / Printer (A4) – HPPK – 1	26
(Laser MFP 131a and more)	
F – Monochrome MFP / Printer (A4) – Ricoh – 3	27
(SP 2300SFL and more)	
F – Monochrome MFP / Printer (A4) – Brother Industries – 2	28
(DCP-7080 and more)	

■ Newly Released ■

[Japan]

<Office>

N – Color MFP (A3) – Muratec – 1	29
(MFX-C5280/C5220/C5220K)	

[North America]

<Office>

N – Monochrome MFP (A3) – Ricoh US – 1	33
(RICOH IM 6000/5000/4000/3500/3000/2500)	

N – Monochrome MFP (A3) – Canon US – 1 (imageRUNNER ADVANCE DX 6800 series)	37
N – Color MFP (A3) – Canon US – 2 (imageRUNNER ADVANCE DX C5800 series)	40

[China]	
<Office>	
N – Monochrome MFP (A4) – Lenovo China – 1 (Panda)	41
N – Monochrome MFP (A4) – Lenovo China – 2 (M1688DW/M1520D)	44

[South Korea]	
<Office>	
N – Color MFP (A3) – Sindoh South Korea – 1 (D321/D320)	47
<Professional>	
N – Color Production Printer (A3+) – Sindoh South Korea – 2 (PRESS C4080/C4070/C4065)	48

■ Environmental News ■	
E – Remanufactured MFP – Ricoh – 1 (Ricoh launches RICOH MP C4504RC SPF/C3004RC SPF)	49

■ Production News ■	
P – Toner – Handan Hanguang OA Toner – 1 (History of toner production volume)	51

■ Other News ■	
O – Toner – Kao – 1 (Kao receives the 53rd Technology Award Environmental Technology Prize by JCIA)	52
O – Business Withdrawal – Panasonic – 1 (Panasonic withdraws from the document scanner business before the end of 2022)	53
O – Inkjet Head – Seiko Epson – 1 (First product to support ink circulation at the nozzle level)	54
O – M&A – Xerox/Document Systems – 1 (Xerox acquires Document Systems)	56
O – M&A – DEX Imaging/Konica Minolta – 1 (DEX Imaging acquires 10 direct operations of Konica Minolta)	57
O – Exclusive Partnership – OKI/ISW – 1 (Launch of a new line of digital transfer printers to the Americas market)	58

O – Financial Statement – HP – 2	59
(HP announces its financial results for 2Q of FY2021)	
O – Industry-related News – Individual Manufacturers – 6	61
The impact of toner on microbiomes presented at American Thoracic Society Conference/ Automatic quality control boosts imagePRESS C10010VP series/Toshiba US launches Toshiba Workplace Productivity Bundle/Memjet and Fujifilm Dimatix enter cross-licensing agreement/Clover Imaging and PrintReleaf plant 700,000 trees	