

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. 10



Canon US (A4/Monochrome) imageCLASS MF455dw



Aurora China (A4/Monochrome) AD338MNA



Xerox Corp. (A3/Color) EC8056



Kodak US (356mm × 1219mm/Color)
KODAK ASCEND Digital Press



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

Sample Page
Excerpt from "Featured Article 2 – OGBS2021"

1. Ricoh Japan Corp.

① RICOH Ri 2000 was launched in Japan on September 1, 2021.
Machine: 1.68 million yen; 140kg; 2-3 units/monthly sales target
It's an Anajet product with an automatic lifting table.
The fusing system and wrinkle remover are supplied.
White and YMCK inks stored in the chamber are printed with white first followed by YMCK.

professional and
In North America
is not disclosed

② RICOH Ri 1000 wa
③ RICOH Ri 100 wa
Machine: 298,000

Sample Page
Excerpt from "Featured Article 1 – Remax2021"

2. Individual companies [115 companies in total]
[1] Guangdong Vivid Technology Co., Ltd. [Toner]
Address: Guangzhou City, Guangdong Province, China

As a color toner maker, it has been working to promote the color toner business in China while deeply involved in the industry for more than a decade. It has successfully developed more than 10 types of color toner recognized in the market for printers and copiers. The product line includes those for printers of Brother, Samsung, HP, OKI, Ricoh, and Lenovo, and for copiers of Sharp, Ricoh, and Xerox. The company expanded production lines at the end of 2016 and the current



[2] NASKALUB [L...]
Address: Dongguan



[3] SiChuan BLAN...
Address: Chengdu



[4] 中山市汇启五金...
Address: Zhongshan



Sample Page
Excerpt from "Featured Article 1 – Remax2021"

1. RemaxWorld Expo 2021

1) Outline
RemaxWorld Expo is the world's largest exhibition of aftermarket consumables for printers and copiers. It is an annual event held in Zhuhai, Guangdong Province, China, which brings together major Chinese consumables makers all at once. This year marks the 15th event since the first held in 2007. The organizer is Recycling Times Media Corporation.



2) Basic Data

- Period: October 14-16, 2021 (3 days)
- Venue: Zhuhai International Convention and Exhibition Center (Hall 1&2)
- Number of exhibitors: 115 companies (including planned exhibitors)




« Venue: Zhuhai International Convention and Exhibition Center »

Sample Page
Excerpt from "Other News"

O – CEO Interview – Zhuhai Guocai Technology – 2

Zhuhai Guocai Technology is a toner cartridge startup based in Zhuhai, China and was established in 2019. On September 30, we interviewed CEO, Mr. Chen Ruijie and asked him about the recovery status from Covid-19 in 2021 and printer makers in China.



Sample Page
Excerpt from "Other News"

Other News

O – Toner – Konica Minolta – 3

On September 27, Konica Minolta announced the cause of the two explosions in July and August at Tatsuno Factory of Konica Minolta Supplies Manufacturing Co., Ltd. in Nagano, Japan, and plans for resuming production. The cause of the accidents was most likely a dust explosion caused by static electricity in the toner production process. Tatsuno Factory will introduce a new process that is less likely to cause accidents and will resume production on November 8.

Both accidents occurred in the secondary drying process of the toner production. An internal investigation, including objective insight from a third-party organization confirmed that static electricity generated in the drying process was the most likely cause of the dust explosion. Upon

CEO Interview

Q1: Can you tell us about...

Chen Ruijie: The product... overseas... grow by a...

Q2: Are you investing in...

Chen Ruijie: We have... monochrome... color line...


A new product... where a similar... on October 18... safety inspection... as residents in t... at Kofu Factory... Tatsuno Factory... machines... Tatsuno Factory... 6. The company... printing machine... two more month... consider outsource...



Sample Page
Excerpt from "Newly Released"
(Professional – North America)

N – Color Production Printer (356mm×1,219mm) – Kodak US – 1

Product name	KODAK ASCEND Digital Press			
Price	N/A			
Release Date	2Q of 2022			
Size	356mm×1,219mm			
Speed	120ppm (A4 LEF)			
Function (*is optional)	Copy	Printer	FAX	Scanner
	☒	☐	☒	☒
Sales Target	3 units/month worldwide (estimated by Data Supply Inc.)			
New/Replacement/Other/OEM	New			
Target User	For the packaging and signage market.			



KODAK ASCEND Digital Press

Model	Release Date (Y. M. D)	Price	Speed (ppm)
KODAK ASCEND Digital Press	22	n/a	120
Competing Model	This is the industry's first electrophotographic digital printing press that prints CMYK and processes foil effects in a single pass, so there is no competing model.		

[Product Features]

The KODAK ASCEND Digital Press is a five-color digital printing press for packaging and signage. It is the first electrophotographic digital printing press with CMYK and foil embellishment in a single pass on a long and wide format (*foil embellishment is a post-process after printing).

It supports a standard print width that is 23% wider than a B2 sheet and uses eco-friendly KODACHROME dry ink (same as toner). The fifth optional dry ink can be picked from a special selection of foil finished, pearlescent, light black, red, gold, clear, opaque, and antibacterial coating. Kodak's original cloud-based system called PRINERGY On Demand platform is available as a new feature.

[Marketability]

Kodak's annual sales volume of digital printing systems is around 50 units per year, which has almost remained the same as it is. The featured model could replace the existing KODAK NEXFINITY (print size: 836 x 520mm; can be extended to 1,219mm; \$885,000; 154ppm in color) as it covers its speed range. Considering it will be released in 2Q of 2022, it could take over the current sales volume and reach 30-35 units a year.

Based on this, a monthly sales volume will be three units (estimated by Data Supply Inc.).

October 2021

■ Featured Article ■

Featured Article 1 – Remax2021	1
1. RemaxWorld Expo 2021	2
1) Outline 2) Basic Data	
2. Individual companies [115 companies in total]	3
3. Preliminary report by picture	31
Featured Article 2 – OGBS2021	33
1. Ricoh Japan Corp.	34
2. Uenoyama Kiko Co., Ltd.	35
3. Epson Sales Corp.	36
4. Sublitt Co., Ltd.	39
5. Diamond Mark Co., Ltd.	42
6. Europort. Co. Ltd	43
7. Image Magic Inc.	44

■ Follow Up ■

F – Color MFP (A3) – HP – 2	45
(Color LaserJet Managed MFP E87650z and others)	
F – Monochrome MFP (A3) – Konica Minolta – 4	46
(bizhub 225i and others)	
F – Monochrome MFP (A3) – Kyocera Document Solutions – 5	47
(TASKalfa 2010 and others)	
F – Color MFP (A3) – Ricoh – 5	48
(MP C4503 series and others)	

■ Newly Released ■
[North America]

<Office>

N – Color MFP (A3) – Xerox Corp. – 1	49
(Xerox EC8056/EC8036)	
N – Monochrome MFP / Printer (A4) – Canon US – 5	52
(imageCLASS MF455dw/LBP237dw/LBP236dw)	

<Professional>

N – Color Production Printer (356mm×1,219mm) – Kodak US – 1	55
(KODAK ASCEND Digital Press)	

[China]

<Office>

N – Monochrome Printer / MFP (A4) – Aurora China – 1	58
(AD308PD/AD308MNC/AD338MNA)	

■ Other News ■

O – Toner – Konica Minolta – 3	59
(Plans for resuming production at a toner factory in Nagano is announced)	
O – Entry into the European Market – Fujifilm – 1	60
(Fujifilm launches a new color PP in October for the European market)	
O – Stock Listing Transfer – Xerox – 1	61
(Xerox transfers its common stock listing from NYSE to NASDAQ)	
O – M&A – Xerox/Competitive Computing – 1	62
(Xerox acquires US-based IT service company)	
O – MPS – HP – 3	63
(HP announces a new plan to reinvent MPS)	
O – Compatible Ink Cartridge – Brother Industries – 1	64
(Tokyo District Court orders to pay compensations for design change of inkjet printers)	
O – Partnership Agreement – Brother Industries/TroyRx – 1	65
(Brother International Corporation and TroyRx enter into a strategic alliance)	
O – Digital Textile Printer – Canon – 1	66
(Canon announces MS Impres series in the US market)	
O – Digitalization – Xeikon – 1	67
(Xeikon announced a variety of workflow services that complete print digitalization)	
O – Partnership Agreement – Lexmark/Computacenter – 1	69
(Lexmark announces a partnership with Computacenter of UK)	
O – CEO Interview – Zhuhai Guocai Technology – 2	70
(Interview about recovery from Covid-19 in 2021 and printer makers in China)	
O – Industry-related News – Individual Manufacturers – 10	72
FUJIFILM Business Innovation launches new cloud service/Canon's commercial auto inspection unit now supports variable printing/Ricoh launches RICOH Always Current Technology Version 2.0/Riso Kagaku launches ORPHIS GL9730/Astrolab and Ricoh provide cloud service for contract storage	