

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 -

2022. 5



Ricoh (A3/Color) RICOH P C6010



Brother Industries US (A4/Monochrome) MFC-L2759DW



Canon (A3+/Color) imagePRESS V1000



G&G China (A4/Monochrome) P2022W



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

Sample Page
Excerpt from "Follow Up"

■ Follow Up ■
F - Color Production Printer (A3+) - Canon - 3

This is the actual sales result of Canon's A3+ color production printer (100ppm). In 2020, the sales volume decreased slightly, but in 2021, it increased 1.2 times from the previous year.

Main Model	Speed (ppm)	Sales Area	Shipment Volume (unit)		
			'19	'20	'21
ImagePRESS C10000VP/Server Model	100	Japan			
		Overseas			

<Product Overview>
Canon's imagePRESS C10000VP is the successor to the imagePRESS C10000. The imagePRESS C10000 was launched in October 2020 and succeeded by the imagePRESS C10000VP in October 2021. The C10000VP is available with various options, including color calibration controllers, the first of its kind in the imagePRESS Server, with PRISMAsync, with a combination of C10010VP, has the same print quality as the C10000. The machine is equipped with a 2,400dpi high-resolution screen selection that best matches the calibration with the spectrophotometer, and front-to-back registration.

In addition, the imagePRESS C10000VP manages operational status, workflow management, and comprehensive print management to prevent plate misalignment. Its 100ppm print speed is a design that makes it easy to use.

<Unit Sales>
This series of Canon had a significant decline in sales volume in October 2020, its successor was launched in October 2021, and due to the coronavirus pandemic, it managed to switch to the new model from the previous year, which led to an increase in sales volume and further print quality with the new model.

Sample Page
Excerpt from "Other News"

2) Changes in sales and operating profit of copier/printer business

Unit: 100 million yen

Maker		FY2021	FY2020	Changes	
Canon (Printing)	Sales	19,388	18,044	1,344	7%
	Operating profit	2,257	1,471	786	53%
Ricoh (Digital Services+Products+Graphic Communications)	Sales	19,800	18,936	864	5%
	Operating profit	575	-336	911	-
Fujifilm (Business Innovation)	Sales	7,635	7,617	18	0%

Konica Minolta (Digital Workplace+ Professional Print)
Sharp (8K Ecosystem)
Kyocera (Document Solutions)
Toshiba TEC (Workplace Solutions)
Brother Industries (Printing & Solutions)
OKI (Components & Platform)
Seiko Epson (Printing Solutions)

In terms of the copier/printer business, Canon, Ricoh, Sharp, and Minolta posted an increase in sales volume.

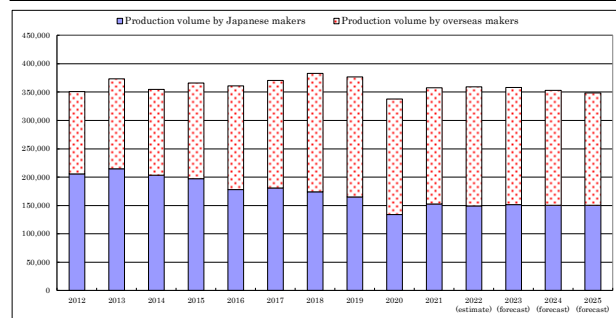
Sample Page
Excerpt from "Featured Article – Photoconductor Market"

1. Worldwide Photoconductor Market

1) Production Volume Trends by Japanese/Overseas Manufacturer (2012-2025)

	2012	2013	2014	2015	2016	2017	2018
Production volume by Japanese makers	205,858	214,714	203,700	197,075	177,672	181,022	174,180
YoY	-	104.3	94.9	96.7	90.2	101.9	96.2
Production volume by overseas makers	144,930	158,950	150,970	168,860	183,170	189,320	208,705
YoY	-	109.7	95.0	111.9	108.5	103.4	110.2
Total	350,788	373,664	354,670	365,935	360,842	370,342	382,885
YoY	-	106.5	94.9	103.2	98.6	102.6	103.4

	2019	2020	2021	2022 (estimate)	2023 (forecast)	2024 (forecast)	2025 (forecast)
Production volume by Japanese makers	164,777	133,850	152,410	149,262	151,161	150,586	150,401
YoY	-	94.6	81.2	113.9	97.9	101.3	99.6
Production volume by overseas makers	211,900	204,060	205,380	210,260	206,750	202,250	197,850
YoY	-	101.5	96.3	100.6	102.4	98.3	97.8
Total	376,677	337,910	357,790	359,522	357,911	352,836	348,251
YoY	-	98.4	89.7	105.9	100.5	99.6	98.6



Source: "Photoconductor Market Forecast" by Data Supply Inc.

Global photoconductor production in 2021 increased to 357.79 million units, up 105.9% over the previous year. Japanese manufacturers saw a rebound from the significant decline from the pandemic in the previous year, and their production increased to 152.41 million units, up 113.9% from the previous year. On the other hand, overseas manufacturers, which saw smaller declines in 2020, maintained almost the same production volume as the previous year.

The post-corona market will likely not return to its pre-corona level and will slowly decline due to a decrease in office print volume as more people work from home, and a smaller replacement demand due to the longer life of photoconductors for copiers, as well as an increase in share of toner/drum separable cartridges (for printers).

As demand is peaking out, both Japanese and overseas manufacturers may be eliminated from market, and we predict that those manufacturers with comprehensive strength, including technological and cost advantages, will survive.

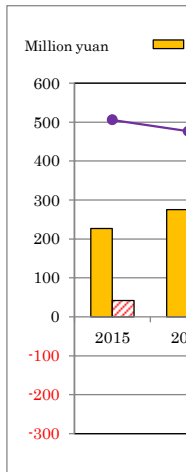
Sample Page
Excerpt from "Other News"

O - Financial Statement - Chinese Manufacturers - 2

1. Suzhou Goldengreen Technologies

Suzhou Goldengreen Technologies (headquartered in Suzhou, Jiangsu, China), a major photoconductor maker in China, announced its financial results for FY2021 (January-December period). **Sales** **at an exchange rate of 169 million yuan.** Sales of (about 3.1 billion yen).

FY	20
Sales	22
Net profit	4
Net profit margin	18.



O - Domestic Printer Production - Lenovo Image - 1

Lenovo Image, a printer business company under Lenovo of China, is steadily shifting to domestic printer production. **Lenovo Image successfully procures about 85% of LSU (Laser Scanning Unit) for its printers from domestic sources and looks to achieve 100% domestic production in the future.**

The LSU is manufactured by the company's subsidiary, 北京高德品创科技有限公司 established in 2015. At the request of the Chinese government, the company started its own software development and parts manufacturing company for laser printers.

Lenovo Image is based in Shanghai, and Sh... business. Lenovo produced printer... largest IT digital...

Lenovo started i... vendors in China, to procure all its p... it established Len... at a full scale. The business wa... but Lenovo annou... 2020 (with an es... printers). New developme... MFP equipped wit...

Sample Page
Excerpt from "Other News"

N - Monochrome Printer/MFP (A4) - Kyocera Document Solutions - 2

Product Name	PA2000w/MA2000w
Price	Open (around 27,000 yen/around 32,000 yen)
Release Date	Late May 2022
Size	A4
Speed	20ppm (A4)
Function	Copy Printer FAX Scanner
(*is optional.)	Please see the table below.
Target Sales Volume (Japan)	2,400 units/year



MA2000w

【Positioning】

<input type="radio"/> New	This new line is a Japanese version of an A4 monochrome super low-end machine already released in Europe and China. It has a new engine and has integrated the toner and developer (including developer roller and toner adder roller) to reduce the size and cost thoroughly . Non-magnetic mono-component toner is also used instead of the conventional magnetic mono-component toner.
<input type="radio"/> Successor	
<input type="radio"/> Other	
<input type="radio"/> Supplied as OEM	

【Sales Target】

Target	For SOHOs, small businesses, and remote workers.
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【Product Lineup and Competitors】

*is optional.

	Model	Release Date (Y. M. D)	Price (10K yen)	Speed (ppm)
	PA2000w	22. late May	Around 2.7	20
Competitors	"Satera LBP6040" (Canon)	14.5.29	Around 1.38	18
	"HL-L2330D" (Brother Industries)	18. early June	1.5	30

	Model	Release Date (Y. M. D)	Price (10K yen)	Speed (ppm)	Copy	Printer	FAX	Scanner
	MA2000w	22. late May	Around 3.2	20	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Competitors	"Satera MF236n" (Canon)	16.9.15	2.88	23	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	"DCP-L2535D" (Brother Industries)	18. early June	2.35	34	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

【Marketability】

The monochrome A4 laser printer/MFP market (30ppm or lower) in Japan is estimated to be approximately 100,000 units per year. The main players are Canon, Brother, and Epson, and the market is almost exclusively dominated by these three companies. The new line is very low-end (20ppm) and is thoroughly downsized to fit remote office use and aims to create demand for lowest-end users. The company's official sales target is 200 units/month, but if it matches the market demand, the sales volume could increase a little more.

May 2022

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[13] Guangzhou A&G Optoelectronics Technology	
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<Office>

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<Professional>

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Ricoh and Cybozu agree to business alliance for digital services/Ricoh to strengthen drug discovery services using mRNA/Canon IT Solutions signs capital and business alliance agreement with THS/Canon promotes DX for investment trust operations/Fujifilm Business Innovation launches Apeos Cloud Connector/Seiko Epson opens three solution centers at Hirooka Office/湖北亿隆新材料科技有限公司 starts color toner production