

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. 9



Canon China (A3/Monochrome) iR-ADV DX 2735



Sharp (A3/Monochrome) BP-70M90



HP Indigo V12 Digital Press (from Labelexpo Americas 2022)



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

Sample Page  
Excerpt from "Follow Up"

F - Monochrome MFP (A3) - Toshiba TEC - 3

This is the actual sales result of Toshiba TEC's A3 monochrome MFPs (31-40ppm). The volume had been declining since 2019, but it is picking up in 2022.

| Main Model  | Speed (ppm)     | Sales Area | Shipment Volume (unit) |     |     |        |
|---|-----------------|------------|------------------------|-----|-----|--------|
|   |                 |            | '19                    | '20 | '21 | '21-2Q |
| e-STUDIO 356,357<br>S308A,3608LP,3518A,3528A,3618A<br>Loops LP33S | 35ppm<br>(Mono) | Japan      |                        |     |     |        |
| (OEM) Lenovo 3518   |                 | Overseas   |                        |     |     |        |

<Product Overview>

Toshiba TEC's A3 commonly used with 2 class corresponds to 35 available 40ppm machine updated its e-STUDIO lineup is "Workstyle R have enhanced cloud s no longer limited to the

The UI uses a 10.1 customized, while it is known as My UI. A max as 2,360 sheets, including saddle-stitch finishers, automatic duplex scan, incoming fax, preview comes useful when we cloud services and mobile applications can be added

<Unit Sales>

Sales volume for 2021 approximately by 73% year on year, but the decline as the impact of COVID-19 upturn with approximate sales comparison). The 2021, and overseas market COVID-19 overseas market maintains strong performance reach close to 2019 level

Sample Page  
Excerpt from "Featured Article 2 - Sign & Display Show 2022"

2. Main exhibits at Sign & Display Show 2022

1) Seiko Epson

The SC-T7750D wide-format inkjet printer has renewed the previous series, with the box-shaped design on the top to provide a workspace. The details are carefully designed such as the top edge of the unit raised slightly to prevent a pen from falling out, and the dotted glass prevents scratching. The company is targeting annual sales of approximately 9,000 units for the entire SureColor series water-based pigment machines, including this model. Other real-sized exhibits included the SC-R5050 wide-format inkjet printer with resin ink (released in September 2020; 2.4 million yen).



< SC-T

2) Ricoh

Ricoh exhibited March 2021; 2.5 million and low moisture color results.



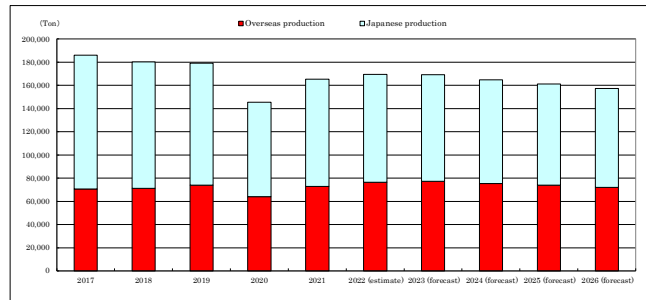
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Sample Page  
Excerpt from "Featured Article 1 - Toner Market"

1. Worldwide toner market trend

1) Overall (2017-2026)

|                           | Unit: ton |       |         |       |         |       |         |                 |                 |                 |                 |                 |         |       |         |       |         |       |         |       |
|---------------------------|-----------|-------|---------|-------|---------|-------|---------|-----------------|-----------------|-----------------|-----------------|-----------------|---------|-------|---------|-------|---------|-------|---------|-------|
|                           | 2017      | 2018  | 2019    |       | 2020    |       | 2021    | 2022 (estimate) | 2023 (forecast) | 2024 (forecast) | 2025 (forecast) | 2026 (forecast) |         |       |         |       |         |       |         |       |
|                           | %         | %     | %       | %     | %       | %     | %       | %               | %               | %               | %               | %               | %       | %     | %       | %     |         |       |         |       |
| Overseas production       | 70,800    | 38.1  | 71,250  | 39.5  | 73,870  | 41.3  | 63,980  | 44.0            | 72,810          | 40.4            | 76,530          | 45.2            | 77,240  | 45.7  | 75,300  | 45.7  | 73,920  | 45.8  | 72,000  | 45.8  |
| YoY                       | —         | —     | 100.6   | 103.7 | 86.6    | 113.8 | 105.1   | 100.9           | 97.5            | 98.2            | 97.5            | 97.5            | 97.5    | 97.5  | 97.5    | 97.5  | 97.5    | 97.5  | 97.5    |       |
| Japanese production       | 115,175   | 61.9  | 108,970 | 60.5  | 105,180 | 58.7  | 81,573  | 56.0            | 92,847          | 54.8            | 91,797          | 54.3            | 89,487  | 54.3  | 87,342  | 54.2  | 85,392  | 54.2  | 83,500  | 54.2  |
| YoY                       | —         | —     | 94.6    | 96.5  | 77.6    | 113.4 | 100.4   | 88.9            | 97.5            | 97.6            | 97.5            | 97.5            | 97.5    | 97.5  | 97.5    | 97.5  | 97.5    | 97.5  | 97.5    |       |
| Production volume (total) | 185,975   | 100.0 | 180,220 | 100.0 | 179,050 | 100.0 | 145,553 | 100.0           | 165,295         | 100.0           | 169,377         | 100.0           | 164,787 | 100.0 | 161,262 | 100.0 | 157,392 | 100.0 | 152,250 | 100.0 |
| YoY                       | —         | —     | 96.9    | 99.4  | 81.3    | 113.6 | 102.5   | 99.8            | 97.5            | 97.9            | 97.5            | 97.5            | 97.5    | 97.5  | 97.5    | 97.5  | 97.5    | 97.5  | 97.5    |       |



The global toner market in 2021 was 165,295 tons, or 113.6% from the previous year in terms of production volume. **It was just over 90% of the 2019 result (179,050 tons)** even after makers rushed to build up inventories in the global market, which helped to **achieve a rebound increase from the previous year's significant decline**.

In 2022, toner production is expected to increase further from the previous year as socioeconomic activities resume in major markets such as Europe and the U.S., while makers will also continue with inventory buildup. However, the recovery of office print volume (PV) has been sluggish, and **the stagnant hardware production due to parts shortages and lockdowns in major Chinese cities is also slowing down the recovery of the printing market as a whole**.

How this will develop in 2023 and beyond remains uncertain. Companies in developed countries are expected to keep a hybrid work style in place that combines office work and telework, and if joined by growing paperless practices in offices and DX, it would not be surprising if PV drops sharply over the next several years.

Sample Page  
Excerpt from "Other News"

■ Other News ■

O - Toner - Canon - 1

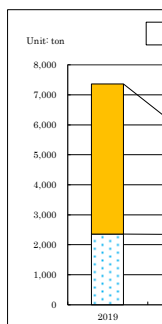
It has become clear that Canon will change the development system of its mainstay A3 monochrome MFP models from the conventional magnetic mono-component system to a dual-component system.

Canon has long employed a magnetic mono-component system in its A3 monochrome MFPs but as reported separately in this report, the company has adopted a dual-component development system in its new series (25-35ppm), and

Including the DX6860/70ppm will switch to product lineup as a main

Canon's switch to a main factor is believed development costs by a competitors do. Canon component system could be a supplier of magnetic in the business as of Mar

In either case, the re Canon's monochrome component toner, which quickly decline in the adopted among main the system can be expected



\*Source: 2022 version of Volume from 2023 onward

Sample Page  
Excerpt from "Newly Released"  
(Office - Japan)

■ Newly Released ■

【Japan】

<Office>

N - Monochrome MFP (A3) - Sharp - 2

|                                 |  |
|---------------------------------|--|
| Product Name                    | BP-70M90/70M75   |
| Price                           | 4,300,000/3,350,000 yen  |
| Release Date                    | September 15, 2022   |
| Size                            | A3   |
| Speed                           | 90/75ppm (A4 LEF)  |
| Function (*is optional)         | Copy <input type="checkbox"/> Printer <input type="checkbox"/> FAX <input type="checkbox"/> Scanner <input type="checkbox"/> |
| Target Sales Volume (Worldwide) |  |



【Positioning】

|                                       |                |
|---------------------------------------|----------------|
| <input type="radio"/> New             | The Sept       |
| <input type="radio"/> Successor       | a new          |
| <input type="radio"/> Other           | need t         |
| <input type="radio"/> Supplied as OEM | software enhan |

【Sales Target】

|        |          |
|--------|----------|
| Target | It is de |
|--------|----------|

【Product Lineup and

|                 |                 |
|-----------------|-----------------|
| Model           | BP-70M90        |
| Competing Model | *R-ADV DX 878   |
|                 | *RICOH IM 9000  |
|                 | *TASKalfa 9003i |
|                 | *e-STUDIO85184  |

|                 |                  |
|-----------------|------------------|
| Model           | BP-70M75         |
| Competing Model | *R-ADV DX 878    |
|                 | *RICOH IM 8000   |
|                 | *bizhub 750i (R) |
|                 | *TASKalfa 7004i  |

Sample Page  
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Ricoh Booth



Canon Booth



HP Indigo V12

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September 2022

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**■ Newly Released ■**
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**[China]**
**<Office>**

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