

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. 11



Brother Industries Europe (A4/Color) HL-L9430CDN



Konica Minolta Europe (A4/Color) bizhub C3120i



Canon (A3+/Color) imagePRESS V1350



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

Sample Page
Excerpt from "Follow Up"

F - Monochrome MFP (A3) - HPPK - 2

This is the actual sales result of Canon's A3 monochrome MFPs (21-30ppm). The engines for this class are all in-house engines (formerly Samsung). Shipments have continued to increase each year since 2019.

Main Model	Speed (ppm)	Sales Area	Shipment Volume (unit)			
			'19	'20	'21	'22.1-2Q
Laserjet MFP M4332/M4323	27/30ppm (Mono)	Overseas				
Laserjet MFP M436/M437/M438/M439/M440/M442						
Laserjet Managed MFP E73423						
Laserjet Managed Flow MFP E73423						
Laserjet MFP M452/5/M456/5						
Laserjet Managed MFP E73490						
Laserjet Managed Flow MFP E73490						
Laserjet MFP M73630						

<Product Overview>

HPPK's 21-30ppm A3 lineups: Laserjet MFP. Regarding the basic desktop type, while the type. Both engines cons has different specificatio to share: the former has color touch panel. The Managed MFP series. scanning. Therefore, pri scanning. For connectiv LAN, and the Laserjet M LAN for mobile use. T sheets, and the Laserjet of the Laserjet Managed use.

<Unit Sales>

The sales volume of th than 80% of the total. 2022, despite the pand upward trend due to it workers with changing than sufficient for perso WiFi support and no m Sales of the Laserjet pandemic began, but th



While people are in the coronavirus pandemic, the the six days.
This report focuses on (Additive Manufacturing)

Sample Page
Excerpt from "Featured Article 2 - JIMTOF 2022"

Featured Article 2 - JIMTOF 2022

The Japan International Machine Tool Fair (JIMTOF) 2022 was held at Tokyo Big Sight (Tokyo International Exhibition Center) in Ariake, Tokyo, for six days from November 8 (Tuesday) to November 13 (Sunday).

It is a comprehensive manufacturing trade fair where machine tools and all kinds of peripheral equipment gather all at one place, and as one of the world's largest international technology shows, it presents the latest technologies and products from around the world.

<JIMTOF 2022>

Date	Number of visitors	Number of exhibitors	Number of booths
November 8 (Tuesday)			
November 9 (Wednesday)			
November 10 (Thursday)			
November 11 (Friday)			
November 12 (Saturday)			
November 13 (Sunday)			
Total			

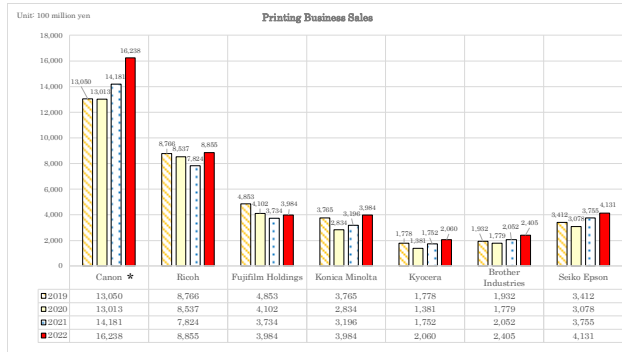
Sample Page
Excerpt from "Featured Article 1 - Financial Statements"

1. Overall

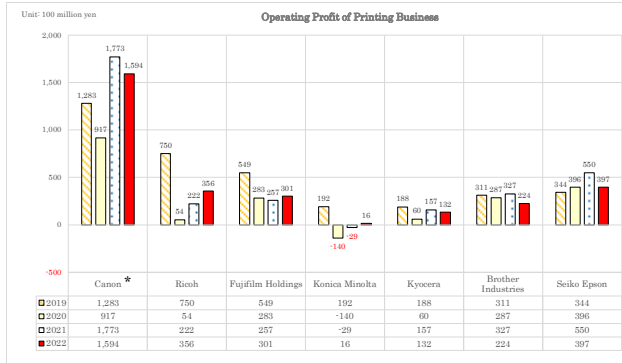
1) Comparison of printing businesses among major manufacturers (April-September, FY2019-2022)

*Canon: Cumulative total for January-September. FY2019 is office machines only (not including IJP).
All printing including IJP from FY2020

(1) Sales



(2) Operating profit



As for sales, a recovery trend is evident, with many companies exceeding their pre-pandemic sales. On the other hand, operating profit growth was sluggish due to soaring raw material and logistics costs.

By manufacturer, Canon stands out for its stability. Ricoh and Fujifilm are also on the recovery track, but their profits remain insufficient compared to their pre-pandemic levels. Brother and Epson had maintained stable earnings due to home-use demand, but their profits are on the decrease in FY2022.

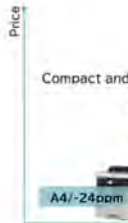
Sample Page
Excerpt from "Other News"

■ Other News ■

O - Business Restructuring - Seiko Epson - 1

On October 17, Seiko Epson (Epson) announced that it will end the sale of laser printers and all new office printer hardware will be replaced by inkjet printers by 2026.

Based on a basic strategy of its printer business, Epson has been switching from laser systems supplied by other companies to inkjet systems developed on its own for the past several years. The decision to switch to inkjet systems was made in 2013, when the company added the MFPs to the incomplete lineup of inkjet systems. The company then released the speed machine in 2023.



At a press conference, the company highlighted its advantages and requirements.



As of the early 2010s, 500,000 units, but this reason, Epson's withdrawal from the market. Rather, the MFPs can demonstrate and Canon have tried companies have now w

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

[Europe]

<Office>

N - Color Printer/MFP (A4) - Brother Industries Europe - 1

Product Name	HL-L9430CDN/L9470CDN MFC-L9630CDN/L9670CDN		
Price	From €589		
Release Date	October 2022		
Size	A4		
Speed	40ppm in color and monochrome (A4)		
Function	Copy	Printer	FAX Scanner
(*is optional.)	Please see the table below.		
Target Sales Volume (Worldwide)	35,000 units/year (estimated by Data Supply Inc.)		



HL-L9430CDN

[Positioning]

<input checked="" type="radio"/> New	
<input type="radio"/> Successor	Brother's fastest color printer and MFP was 31ppm in color and monochrome, but this new model is a 40ppm with a 30% faster speed to become a new flagship model. While maintaining the color
<input type="radio"/> Other	
<input type="radio"/> Supplied as OEM	

[Sales Target]

Target:

[Product Lineup]

HL-L9430CDN

HL-L9470CDN

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

<Professional>

N - Color Production Printer (A3+) - Canon - 5

Product Name	imagePRESS V1350		
Price	¥7,600,000 yen		
Release Date	Mid-December 2022		
Size	A3+		
Speed	Color/Monochrome: 135/130ppm (A4)		
Function	Copy	Printer	FAX Scanner
(*is optional.)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Target Sales Volume (Worldwide)	300 units/year (estimated by Data Supply Inc.)		



imagePRESS V1350

[Positioning]

<input checked="" type="radio"/> New	The imagePRESS V1350 succeeds the imagePRESS C10010VP (25 million yen: 100ppm in C and M) released in October 2020.
<input type="radio"/> Successor	It features a new fusing system, "Print on Demand-Surface Rapid Fusing (POD-SURF)" with improved thermal efficiency, and it achieves the fastest print speed of 135ppm in the series, which is about 35% faster in color printing than its predecessor. To handle increasing printing volume, durability has been reviewed by using highly durable materials for key functional parts and wear-prone drive system parts. The page yield has also more than doubled. In addition, the paper transporting path has been streamlined to achieve stable transport of thin to thick paper, while the body design has been renewed to achieve better operability.
<input type="radio"/> Other	
<input type="radio"/> Supplied as OEM	

[Sales Target]

Target: The new model is targeted at the mid-range production market.

[Product Lineup and Competitors]

		Release Date (Y. M. D)	Price (10K yen)	Speed (ppm)
imagePRESS V1350		22. mid-Dec.	3,760	C135/M130
Competing Model	"Revoria Press PC1120" (Fujifilm BI)	21.7.20	3,900	C120/M120
	"AccurioPress C14000" (Konica Minolta)	20.6.17	4,600	C140/M140
	"RICOH Pro C9210" (Ricoh)	18.7.26	3,120	C135/M135

[Marketability]

The new model is designed for printers and print on demand (POD) providers. Productivity has increased 35% over previous models to make it more competitive and contribute to lower hourly costs. Since the market expansion is limited, sales volume has remained almost constant every year. The sales volume is estimated to be approximately 300 units/year based on the sales of the previous model.

November 2022

■Featured Article■

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[6] Brother Industries [7] Kyocera [8] Sharp [9] Toshiba TEC [10] OKI Electric	
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1) APPLE TREE 2) Ishii Hyoki 3) Kanematsu KGK 4) SAKURAI Machinery	
5) CKB 6) CMET 7) Sodick 8) SOLIZE 9) DOHO 10) DMG Mori	
11) NIDEC MACHINE TOOL 12) Mimaki Engineering	

■Follow Up■

F - Monochrome MFP (A3) - Canon - 8	18
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F - Monochrome MFP (A3) - HPPK - 2	19
(Laserjet MFP M42523 and others)	
F - Monochrome MFP (A3) - Fujifilm Business Innovation - 5	20
(DocuCentre S2110 and others)	
F - Monochrome MFP (A3) - Ricoh - 8	21
(IM2500 and others)	

■Newly Released■

[Japan]

<Office>

N - Color MFP (A3) - Konica Minolta - 2	22
(bizhub C450i S/C360i S/C300i S/C250i S)	
N - Monochrome Printer (A3) - Fujifilm Business Innovation - 7	26
(ApeosPrint 4560 S/3960 S/3360 S)	

<Professional>

N - Color Production Printer (A3+) - Canon - 5	30
(imagePRESS V1350)	
N - Color Production Printer (A3+) - Canon - 6	33
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[North America]

<Office>

N - Monochrome MFP (A3) - Sharp US - 4	36
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N - Color MFP/Printer (A4) - Kyocera Document Solutions US - 1	37
(ECOSYS MA2100cwf/PA2100cwx)	

[Europe]

<Office>

N - Color Printer/MFP (A4) - Brother Industries Europe - 1	38
(HL-L9430CDN/L9470CDN/MFC-L9630CDN/L9670CDN)	
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(i-SENSYS MF264dw II/ MF267dw II)	

■ Production News■

P - Cancellation of Transfer - Fujifilm Business Innovation - 2	48
(FBI will cancel the transfer of all equity investments in FBE Shanghai to EVA)	
P - Plant Expansion - Kyocera Document Solutions - 1	49
(Kyocera DS held an opening ceremony for its fourth plant in Haiphong, Vietnam)	
P - Toner - Kyocera Document Solutions - 1	51
(Changes in toner production volume/Source: 2022 version of Toner Market Forecast)	
P - Roller - Shenzhen Fancy Creation Industrial - 1	52
(Changes in shipment volume/value of the component business for MFPs and printers/Source: 2022 version of Roller and Roller-related Market Forecast)	

■ Other News■

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(Epson will end the sale of laser printers)	
O - Label Printer - OKI - 1	54
(OKI has renewed the PLAVI Pro330S)	
O - Multi-functional Copier - Fujifilm Business Innovation - 1	55
(Availability of a new service with new multi-use copiers in 7-Eleven stores)	
O - Inkjet Imprinting Services - Fujifilm/Kao Collins - 1	56
(Fujifilm and Kao Collins will collaborate to support the sale of digital imprinting systems)	
O - Inkjet Manufacturing Base - HP - 1	57
(HP plans to bring some manufacturing jobs back to its Corvallis plant)	
O - 3D Printing - HP - 1	58
(HP will showcase 3D printing solutions at Formnext)	
O - B2 Inkjet Embellishment Press - Konica Minolta - 1	60
(Konica Minolta announces the JETvarnish 3D 52L)	

O - Inkjet Color Production Printer - Kyocera Document Solutions/Duplo - 1	61
(Kyocera DS adds Duplo's finishing equipment in-line with its TASKalfa Pro 15000c)	
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Ricoh Industrial Solutions Develops New Crane Operation Safety Support System/Canon Marketing Japan Launches MEAP Prospectus On-Demand Printing for FundWeb Library/Kyocera Document Solutions Releases KYOCERA Print Center 4.0/HP Enhances the High-Volume Inkjet Web Press Line and Existing Products/HP Announces Wide-format Printers Offering Excellent Efficiency and Expanding Applications/Xerox's Novity Spins Out of PARC/Electroninks and FUJIFILM Imaging Colorants Announce Partnership/Heeter Installs World's First RICOH Pro Z75/Sharp Electronics (Vietnam) Announces Partnership with directprint.io	