

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. 12



Canon (A4/Color) Satera MF755Cdw



Brother Industries US (A4/Color) MFC-EX670W



Fujifilm Business Innovation
(A3/Monochrome) Apeos 7580



Kyocera Document Solutions
(A4/Monochrome) ECOSYS MA4500ifx



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

Sample Page
Excerpt from "Follow Up"

F - Color Printer/MFP (A4) - Brother Industries - 4

This is the sales follow-up of Brother Industries' 11-20ppm A4 color printers/MFPs. Its A4 color products in this class increased in 2020, when demand for remote work and other out-of-office activities grew due to the pandemic, but it has since declined gradually.

	Major Model	Speed (ppm)	Sales area	Shipment volume (unit)			
				'19	'20	'21	'22.1-3Q
MFP	DCP 9015/9020/L3510/L3517/L3550/L3551 MFC 9130/MFC L3710/L3730	18/18ppm (Color/mono)	Overseas				
Prn	HL 3140/3150/L3210/L3230						

<Product Overview>

Brother Industries' 11-20ppm performance series of 18ppm performance engine is the same as the Specifications indicate plus one bypass feed, 15 up), and a 600dpi print. The printer controller supports XPS among others, as well with the largest memory of 2 for printer and a 3.7

The lineup covers the

<Unit Sales>

Worldwide sales in 2020 the pandemic began to successfully captured demand by the pandemic and the to 2022, down by about volume basis). The MFP 68% in 2021, and 70% in

In addition, overall sales as parts shortages started experienced delays in the FY2022; it expects normal commercial channel.

Sample Page

Excerpt from "Featured Article 2 - Review of the MFP and Printer Industry of 2022 and its Outlook for 2023"

1. Review of 2022

[1] Accelerated shift away from China (August and November editions of 2022, etc.)

In the MFP/printer industry, the shift away from China to ASEAN countries has been underway for quite some time, with two major laser printer manufacturers Canon and Brother establishing their main production bases in Vietnam, but in recent years, **MFP manufacturers have been quickly moving away from China**. In 2022, several companies also revealed possible changes in their production strategies to leave China.

In October, Fujifilm Business Innovation (FBI) announced that

FUJIFILM Business Shanghai (FBS) Shanghai produces low- and medium-volume will terminate its production on May 31, 2023, followed in mid-2024. The plant planned to be sold to EVA made to close it. FBI is now other types from its Shanghai accelerate the shift away

Like FBI, Kyocera Document Solutions is accelerating the transfer of China to Vietnam. Its Vietnam originally involved in the monochrome printers, and added to the premises production of its main A3 in July 2021. Production plant has been expanding company has also started employees in Vietnam that make the Vietnam site its

While Canon and Ricoh production bases in respect their main production base

Sample Page
Excerpt from "Featured Article 1 - IGAS2022"

■ Featured Article ■
Featured Article 1 - IGAS2022

The IGAS2022 International Graphic Arts Show was held at Tokyo Big Sight (Tokyo International Exhibition Center) in Ariake, Tokyo, for five days from Thursday, November 24 to Monday, November 28.

IGAS began in 1974, and it was the 18th event this year. It is a comprehensive international printing technology and solutions exhibition that brings together the latest equipment, technologies, and services related to prepress, premedia processes, printing, bookbinding, paper converting, labels, packaging, and cross-media solutions. The theme of this year's event, the first in four years, is "Venture into the innovation!"

<IGAS2022>

Date	Number of visitors	Number of exhibitors
November 24 (Thursday)	6,801 people	225 companies
November 25 (Friday)	10,923 people	
November 26 (Saturday)	7,145 people	
November 27 (Sunday)	2,927 people	
November 28 (Monday)	5,282 people	
Total	33,078 people	



IGAS2022 attracted a total of 33,078 visitors and 225 exhibitors over the five days. In addition to the general exhibition, panel discussions and tours were held during the period, giving visitors a real taste of the real exhibition.

Sample Page

Sample Page
Excerpt from "Other News"

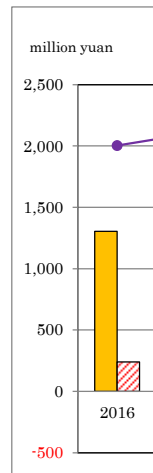
3. Hubei Dinglong

Chinese CPT manufacturer Hubei Dinglong has announced its financial results for the third quarter of FY2022 (January-September).

Sales increased 18.4% year on year to 1.955 billion yuan (approx. 37.1 billion yen), and net profit was 294 million yuan (approx. 5.6 billion yen).

Sales in the consu
1.565 billion yuan (a

FY	
Sales	
Net profit	
Net profit margin	



Environmental News

E - Titanium Dioxide Regulation - European Union (EU) - 1

On November 23, the Court of Justice of the European Union (CJEU) **ruled to invalidate the Commission Delegation Regulation of 2019 (October) regarding the classification and labeling of titanium dioxide in the CLP Regulation* as a carcinogenic category 2 substance by inhalation.**

In its ruling, the Court concluded that the Commission made a clear error in assessing the reliability and acceptability of the studies on which the classification was based and misapplied the classification criteria set out in the CLP Regulation, which define whether an intrinsic property of a substance has the potential to cause cancer (CJEU Press Release No. 190/22 and Judgement of the General Court (Joined Cases T 279/20 and T 288/20 and in Case T 283/20, CWS Powder Coatings and others V Commission).

*Regulation on Classifica

<History of titanium di

June 2016	The P proposed more se cancer).
June 2017	The C substance causing c
September 2019	At the Septemb Category
October 2019	On Oc Category
February 2020	On Ja proposal designat
October 2021	The re months f
November 2022	On No (October

In the office machine i
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Although **it remains to**
there is a possibility tha
that caused a stir in the t
in an unexpected way.

Sample Page
Excerpt from "Environmental News"

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

N - Monochrome MFP (A3) - Fujifilm Business Innovation - 8

Product Name	Apeos 7580/6580/5580
Price	2,755,000-3,815,000 yen
Release Date	December 16, 2022
Size	A3
Speed	75/65/55ppm (A4)
Function (*is optional.)	Copy Printer FAX Scanner Please see the table below.
Target Sales Volume (Japan)	3,000 units/year



Apeos 7580

【Positioning】

New	The Apeos 7580 / 6580 / 5580 are the successors to the ApeosPort-V 7080N / 6080N / 5080N and DocuCentre-V 7080N / 6080N / 5080N (2,43-3.98 million yen: 75/65/55ppm) released in August 2018. The new line has adopted a low-wear photoconductor drum (larger diameter from 60 φ to 84 φ) for longer life, and the toner has also been replaced with polyester-based Super EA-Eco toner from styrene-acrylic EA-HG toner. In addition to enhanced energy efficiency from the predecessors, security features have been upgraded. It also has enhanced cloud integration for remote work.
Successor	
Other	
Supplied as OEM	

【Sales Target】

Target	Suitable for medium- to large-sized offices
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【Product Lineup and Competitors】

Model	Release Date (Y. M. D)	Price (10K yen)	Speed (ppm)	Copy	Printer	FAX	Scanner
Apeos 7580 (Model-P)	22.12.16	370.1	75	○	○	*	*
Apeos 7580 (Model-P8)	22.12.16	381.5	75	○	○	*	○
R-ADV DX 6780 (Canon)	20.early-Jun.	310	80	○	○	*	○
RICOH IM 9000 (Ricoh)	21.1.15	320	80	○	○	*	○
bizhub 759i (Konica Minolta)	20.9	308	75	○	○	*	○
BP-70M48 (Sharp)	22.9.15	333	75	○	○	○	○
TASKalfa 7004i (Kyocera DS)	21.early-Sep.	208	70	○	○	*	○

December 2022

■Featured Article■

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1. Major exhibitors and their exhibits at IGAS2022	2
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1) Ricoh Japan 2) Canon Marketing Japan 3) Fujifilm Global Graphic Systems	
4) Konica Minolta Japan 5) HP Japan 6) Epson Sales 7) SCREEN Graphic Solutions	
8) Miyakoshi 9) Kyocera Document Solutions Japan 10) Heidelberg Japan	
11) Brother Industries 12) Mimaki Engineering 13) Riso Kagaku 14) K-SOLUTION	
15) TOSHIN KOGYO 16) Ocean Technology 17) MicroTechnica 18) Image Magic	
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[2] Accelerated shift to domestic production in China (July edition of 2022, etc.)	
[3] Shanghai lockdown and parts shortages (January edition of 2022, etc.)	
[4] Escalation of cooperation levels (February edition of 2022, etc.)	
[5] The disrupted Russian market (March edition of 2022)	
[6] Others	
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[1] MFP and printer hardware market outlook	
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■Follow Up■

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(MF632 and others)	
F - Color Printer/MFP (A4) - Brother Industries - 4	28
(DCP-9015 and others)	
F - Color Printer/MFP (A4) - HPPK - 3	29
(SL-C1453FW and others)	
F - Color Printer/MFP (A4) - Ricoh - 9	30
(Aficio SP C262SFNw and others)	

■Newly Released■

[Japan]

<Office>

N - Color Printer/MFP (A4) - Canon - 7	31
(Satera LBP674C/LBP672C/LBP671C/MF755Cdw/MF753Cdw/MF751Cdw)	
N - Monochrome Printer (A4) - Canon - 8	35
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(Revoria Press CF135)	

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N - Color Printer/MFP (A4) - Brother Industries US - 2	48
(HL-EX470W/MFC-EX670W)	
N - Monochrome MFP (A4) - Canon US - 4	51
(imageCLASS MF262dw II/ MF264dw II)	

■ Environmental News ■	
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(The court ruled to annul the regulation to classify titanium dioxide as a carcinogenic category 2)	
E - Carbon Neutral - Kyocera Document Solutions - 1	53
(Kyocera Document Solutions announce two carbon-neutral printing solutions)	

■ Other News ■	
O - Toner Cartridge Lawsuit - Ricoh - 1	54
(Ricoh has won a patent infringement lawsuit against DS Japan)	
O - Production Printer - Kyocera Document Solutions - 1	55
(The launch of the TASKalfa Pro 15000c/B and TASKalfa Pro 15000c/B Type-L)	
O - Digital Records Management Service - Konica Minolta/Quality Associates - 1	56
(Announcement of the opening of the Digital Innovation Center in Maryland of the U.S.)	
O - Business Alliance - Konica Minolta/Brother Industries - 1	57
(Their Indian sales subsidiaries forge alliances in sales of A4 laser printers)	
O - Financial Statement - HP - 4	58
(HP announces its financial results for the entire fiscal year of 2022)	
O - Financial Statement - Chinese Manufacturers - 4	60
(Announcement of 3Q financial results of FY2022: Ninestar Corporation / HG Technologies / Hubei Dinglong / Suzhou Goldengreen Technologies)	
O - Industrial Inkjet - Atexco - 1	64
(Atexco will increase its digital printing production capacity)	
O - Industry-related News - Individual Manufacturers - 12	65
Canon IT Solutions Makes Full-Scale Entry into ICT Business to Support Elementary, Middle,	
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and High Schools/Seiko Epson Uses Dry Fiber Technology to Turn Cotton Scraps into New Packaging Material/Ricoh's Experiment to Recycle and Reuse Plastic at Educational Sites/FUJIFILM Business Innovation Asia Pacific Launches IT Expert Services/Fujifilm Announces New Print Mode for Jet Press 750S High Speed Model