Summary

Monthly Confidential Report (Published at the end of each month)



## Sample Page



Newly Released	• • • •	-									
[Japan]											
<professional></professional>	on Printer (A3+) - Fujifilm Bi	nainean Incomption	. 9								
N - Color Freductio	on Frinker (30+) - Eujulua bi	usiness innovation	-0								
the second se	Press EC1100										
	15,390,000 yen ler: 5,700,000 yen										
Release Date April 3,	2023		1		1	1					
Size A Speed II		C.	ample Page								
Function (*in optional.)			from "Follo								
Taxget Sales Volu	F - Monochrome Printe	MEP (AA) - HPP	K.9	_				_			
	F - Monochrome r rince	BMFF (A4) - HFF.	K- 4								
[Positioning]	This is the follow-up	of HPPK's A4 mo	nochrome I	printers/MI	Ps (11-2	Oppm). In	n 2022	, the			
New	year on year growth wa	s approximately 1	20%, a sign	ificant incr	ease fron	n the prev	ious y	ear's			
C Surcessor	slight increase.										
Other Supplied	Major	Model	Speed	Sales	Shipn	nont yolum	e (unit)	-			
as OEM			(ppm)	area	-20	'21	*22				
[Sales Target	Laser MFP 135/130/137/13 Laser NS MFP 1005 Neverstop Laser MFP 1200		20ppm (Mono)	Overseas							
Target	(OEM:Samsung)										
[Product Line	SL M2077 SL M2078/M2080/M2086, e					ample P	0				
			Excerp	ot from "F	eatured	Article -	Phote	ocondu	uctor M	larket"	
Revoria Press ECI	Laser NS 1020	1. Worldw	vide photoco	onductor m	arket						
G "AccurioPres	LoserJet M110/M111 Neverstop Laser 1000/1001		iges in prod			ipanese/o	versea	s manu	facture	r (2013-202	
C "AccurioPres	OEM:Samsung) SL M2027		[	2013	2014	2015	2016	2017	2018	nit: thousand 2019	
m "image PRES	BL M2030/2033/2035, etc.		Production volume		2014 4 203,700	197.075	177,672	181.022	174,180	164,777	
[Marketabilit		-	Japanese makers	-	94.9	96.7	90.2	101.9	96.2	94.6	
It is a mid range too drastically. Th			Production volume overseas manufact		95.0	168,860 111.9	183,170 108.5	189,320	208,705	211,900 101.5	
design rights with it has also become	D. J. (Que)	1	Total	373,66		365,935 103.2	360,842 98.6	370,342 102.6	382,885 103.4	376,677 98.4	
In Japan, sales as reach 200 units pe	<product overview=""> HPPK's A4 monochr</product>		F	2020	2021	9099	2023 estimate)	2024 (forecast)	2025 (forecast)	2026 (forecast)	
reach 200 units pe	launched in 2019. Ther		Production volume Japanese makers			143,520	140,590	(torecast) 136,090	(iorecast) 131,640	(torecast) 127,490	
2	a "Neverstop/NS" toner		Production volume	81.		94.1	98.0	96.8	96.7		
	refilled during operation		overseas manufact		0 205,380 3 100.6	174,820 85.1	173,010 99.0	169,570	165,840 97.8	161,020 97.1	
	conventional print carts end, with no difference		Total	337,98		318,340 89.0	313,600 98.5	305,660	297,480 97.3	288,510 97.0	
	and 100-sheet output)	Unit: thousand	Japa	nese manufacturers		Total of overs		100 E	Japar	nese manufacturers	
	model has remained un		Un 2: thousand Un 3: thousand US manufacturers Other manufacturers Other manufacturers Other manufacturers								
			420,000  Production peaked at 380 million units (2018)								
	a possible update in 202	400.000						<b> </b>			
	The print controller	400,000									
		400,000					$\left  - \right $				
	The print controller standard, and the print	400,000			ina surpassed Ja	man (2018)	H	$\square$	- +		
	The print controller standard, and the print scanning has no ADF. <unit sales=""></unit>				ina surpassed Ja	span (2018)			Chinese mak	ters also projected to	
	The print controller standard, and the print scanning has uo ADF. <unit sales=""> Sales volume remain</unit>	400,000 320,000 220,000 220,000 120,000			ina surpassed Ja				Chinese mak	ters also projected to	
	The print controller standard, and the print scanning has no ADF. <b><unit sales=""></unit></b> Sales volume remain increase to 3.24 million			Japane market share failed	e makers remain to reach the ma	hed at '3.7% per y	year (2013-20		Chinese mak	ters also projected to	
	The print controller standard, and the print scanning has uo ADF. <unit sales=""> Sales volume remain</unit>			Japane	e makers remain	hed at '3.7% per y	year (2013-20		Chinese mak	ters also projected to	
	The print controller standard, and the print scanning has no ADF. <b><unit sales=""></unit></b> Sales volume remain increase to 3.24 million was almost equal at 54:		Chinese mal	Japanee market share failed cors growing rapidly,	e makers remain to reach the ma	aed at 3.7% per 5 jority (2016) ean makers plun				cers also projected to	
	The print controller standard, and the print scanning has no ADF. <unit sales=""> Sales volume remain increase to 3.24 million was almost equal at 54: The NS model has b</unit>		Chinese mal	market share failed cost growing rapidly.	e makers remain to reach the may while South Kor	and at -3.7% per y (ority (2016) com makers plum 2019 20	120 202	2022	2023 (estimate)		

-3.7% from 2013 to 2022, clearly indicating a long-term downward trend. The number is expected to decline further after 2023 as office print volume drops and the longer life of photoconductors diminishing replacement demand.

Among overseas makers, Chinese makers have achieved rapid growth over the past decade, especially in the third-party market and have already surpassed Japanese makers in terms of production volume. However, as the entire printing market matures, the number of units produced by Chinese manufacturers will most likely decline in the future.

### Sample Page

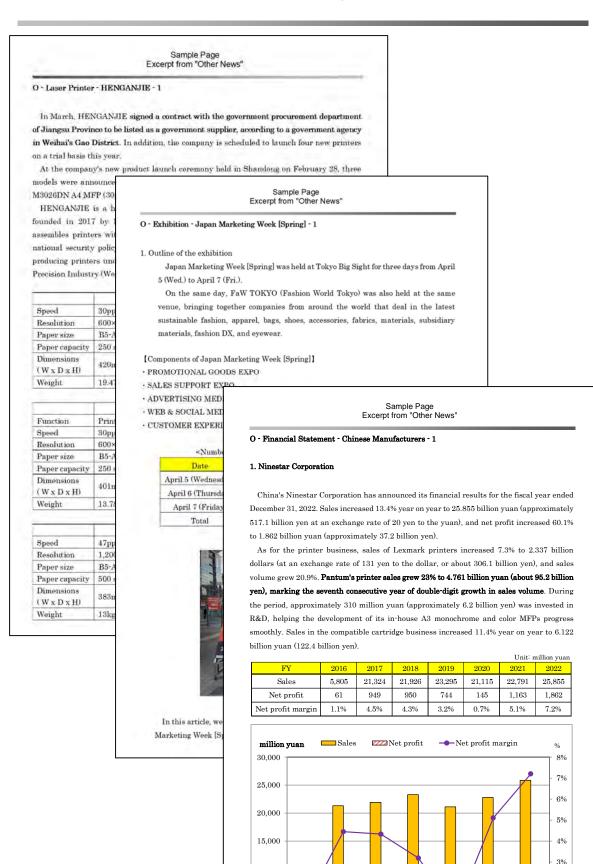


2%

1%

0%

2022



10.000

5,000

0

2016

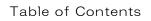
2017

2018

2019

2020

2021





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"2023 version of Roller and Roller-related Market Forecast")

