

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 -

2023. 4



Kyocera Document Solutions Europe
(A4/Monochrome) ECOSYS MA6000ifx



HP (A4/Color) Color LaserJet Enterprise 6000 series



Fujifilm Business Innovation (A3+/Color) Revoria Press EC1100



Lexmark (A4/Color) CX737adzse



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

Sample Page

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

■ Newly Released ■
[Japan]
<Professional>
N - Color Production Printer (A3+) - Fujifilm Business Innovation - 8

Product Name	Revoria Press EC1100
Price	Device: 19,390,000 yen Controller: 5,700,000 yen
Release Date	April 3, 2023
Size	A3
Speed	110
Function (*is optional)	
Target Sales Volume	

[Positioning]
New
☒ Successor
Other
Supplied as OEM

[Sales Target]
Target

[Product Line]
Revoria Press EC
"AccurioPress"
"RICOH Pro"
"imagePRESS"

[Marketability]
It is a mid range, too drastically. The design rights with it has also become. In Japan, sales as reach 200 units per

Sample Page
Excerpt from "Follow Up"

F - Monochrome Printer/MFP (A4) - HPPK - 2

This is the follow-up of HPPK's A4 monochrome printers/MFPs (11-20ppm). In 2022, the year-on-year growth was approximately 120%, a significant increase from the previous year's slight increase.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'20	'21	'22
Laser MFP 135/136/137/138, etc. Laser NS MFP 1005 Neverstop Laser MFP 1900, etc.	30ppm (Mono)	Overseas			
(OEM-Sam.sung) SL M2077 SL M2078/M2080/M2085, etc.					
Laser 104/107/108 Laser NS 1020 LaserJet M119/M111 Neverstop Laser 1000/1001					
(OEM-Sam.sung) SL M2027 SL M2030/2033/2035, etc.					

<Product Overview>
HPPK's A4 monochrome launched in 2019. There a "Neverstop/NS" toner refilled during operation conventional print cartridge end, with no difference and 100-sheet output model has remained until a possible update in 2022. 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 been started to decline. If it is

Sample Page
Excerpt from "Featured Article - Photoconductor Market"

1. Worldwide photoconductor market

1) Changes in production volume by Japanese/overseas manufacturer (2013-2026)

	2013	2014	2015	2016	2017	2018	2019
Production volume by Japanese makers	214,714	203,700	197,075	177,472	181,022	174,180	164,777
	—	94.9	96.7	90.2	101.9	96.2	94.6
Production volume of overseas manufacturers	158,950	150,970	168,860	183,170	189,320	208,705	211,900
	—	95.0	111.9	108.5	103.4	110.2	101.5
Total	373,664	354,670	365,935	360,642	370,342	382,885	376,677
	—	94.9	103.2	98.6	102.0	103.4	98.4

	2020	2021	2022	2023 (estimate)	2024 (forecast)	2025 (forecast)	2026 (forecast)
Production volume by Japanese makers	133,920	152,500	143,520	140,590	136,090	131,640	127,490
	81.3	113.9	94.1	98.0	96.8	96.7	96.8
Production volume of overseas manufacturers	204,000	205,380	174,820	173,010	169,570	165,840	161,020
	96.3	100.6	85.1	99.0	98.0	97.8	97.1
Total	337,980	357,880	318,340	313,600	305,660	297,480	288,510
	89.7	105.9	89.0	98.5	97.5	97.3	97.0

Unit: thousand

Production peaked at 380 million units (2018)

China surpassed Japan (2018)

Japanese makers remained at -3.7% per year (2013-2022)

Japan's market share failed to reach the majority (2019)

Chinese makers growing rapidly, while South Korean makers plummeting

Chinese makers also projected to decline

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

Global production volume of photoconductors in 2022 decreased to 318.34 million units, or 89% from the previous year. Both Japanese and overseas manufacturers saw a decrease.

The number of units produced by Japanese manufacturers is trending at an annual rate of -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.

April 2023

■Featured Article■

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[5] Kyocera Group [6] Sharp [7] Mitsubishi Chemical [8] Fuji Electric [9] Xerox	
[10] Lexmark [11] HG Technologies [12] Suzhou Goldengreen Technologies	
[13] Guangzhou A&G Optoelectronics Technology	
[14] Huaian Gantech Opto-Electronics	

■Follow Up■

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(Laser MFP 135 and others)	
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(DCP-1510 and others)	
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(ECOSYS M2135 and others)	

■Newly Released■
[Japan]
<Professional>

N - Color Production Printer (A3+) - Fujifilm Business Innovation - 8	17
(Revoria Press EC1100)	
N - Color Production Printer (A3+) - Fujifilm Business Innovation - 9	20
(Revoria Press SC180/SC170)	

[North America]
<Office>

N - Color Printer/MFP (A4) - HP - 1	23
(HP Color LaserJet Pro 4000 series)	
N - Color Printer/MFP (A4) - HP - 2	27
(HP Color LaserJet Enterprise 5000/6000 series)	
N - Color Printer/MFP (A4) - Lexmark - 1	31
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〔Europe〕
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(ECOSYS MA6000ifx)	

〔China〕**<Office>**

N - Monochrome Printer/MFP (A4) - HP China - 1	35
(HP Laser 1000 series/HP Laser MFP 1100 series)	

N - Color Printer/MFP (A4) - Brother Industries China - 1	39
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N - Color Printer/MFP (A4) - Fujifilm Business Innovation China - 1	40
(Apeos C4030/C3530/ApeosPrint C4030)	

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(ApeosPrint 4560 S/3960 S/3360 S)	

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(Apeos 5330/4830/ApeosPrint 5330)	

N - Monochrome MFP (A3) - Fujifilm Business Innovation China - 4	44
(Apeos 7580/6580 series)	

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(BP-C6582D/C5582D)	

<Professional>

N - Color Production Printer (A3+) - Canon China - 1	46
(imagePRESS C270)	

■ Environmental News ■

E - PFAS Regulation - Europe - 1	47
(The European Union starts evaluating the proposed restriction of PFAS)	

■ Production News ■

P - Photoconductor - Canon - 1	48
(Changes in Canon's production volume of photoconductors/ "2023 version of Photoconductor Market Forecast")	

P - Photoconductor - Fuji Electric - 1	49
(Changes in Fuji Electric's production volume and value of photoconductors/ "2023 version of Photoconductor Market Forecast")	

P - Roller - Meiji Rubber & Chemical - 1	50
(Changes in Meiji Rubber & Chemical's shipment volume and value of transfer rollers/ "2023 version of Roller and Roller-related Market Forecast")	

P - Roller - Shin-Etsu Polymer - 1	51
(Changes in Shin-Etsu Polymer's shipment volume and value of pressure rollers/ "2023 version of Roller and Roller-related Market Forecast")	

■ Other News ■	
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(Kyocera acquires NIXKA of France)	
O - File for Bankruptcy - JOLED - 1	53
(JOLED files for bankruptcy protection at the Tokyo District Court)	
O - Digital Press - HP - 1	54
(HP unveils the HP Indigo 200K Digital Press for the flexible packaging market)	
O - Laser Printer - HENGANJIE - 1	56
(Emerging Chinese printer maker is listed as a government supplier in Jiangsu Provinces)	
O - Solutions - Konica Minolta - 1	58
(Konica Minolta releases its latest version of the Healthcare-enabled MFP Plus)	
O - M&A - Ricoh/PFH Technology Group - 1	59
(Ricoh has reached an agreement to acquire Irish PFH Technology Group)	
O - Solutions - Xerox - 1	60
(Xerox announces new and upgraded solutions)	
O - Exhibition - Japan Marketing Week [Spring] - 1	62
(Multiple exhibitions held simultaneously at Tokyo Big Sight)	
O - Financial Statement - Chinese Manufacturers - 1	69
(Chinese makers announce financial results for FY2022)	
O - Statistics - JBMIA - 1	72
(JBMIA releases the shipment results of copiers and MFPs of the 4Q of 2022 and cumulative shipment results for the year)	
O - Industry-related News - Individual Manufacturers - 4	73
Canon launches A1+ desktop wide-format printer/Canon Marketing Japan launches DigitalWork Accelerator for invoice processing/Canon System & Support expands its IT DX series/Canon launches Colorado M series/FUJIFILM Business Innovation launches support for DX in providing medical information/Fujifilm and Henkel partner up on inkjet solutions/Remise "salo-01" multi-payment terminal for self-checkout and vending machines to be installed in FUJIFILM Business Innovation's MFPs/Konica Minolta announces AccurioWide 250/Ricoh and Sansan agree on business alliance to promote DX in accounting operations of SMBs/Sharp launches COCORO OFFICE cloud-based electronic book-keeping service/Apogee acquires Argon Business Systems	