

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. 5



Canon India (A4/Monochrome) imageCLASS MF274dn



China GreatWall (A4/Monochrome)  
GBM-B301X



Xerox (A4/Monochrome) VersaLink B625



NEC (A3/Color) Color MultiWriter 3C751A



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

Sample Page  
Excerpt from "Follow Up"

F - Color MFP (A3) - Toshiba TEC - 2

This is the follow-up of Toshiba TEC's low-end A3 color MFPs (31-40ppm). The year 2022 was negative compared to 2021.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'20	'21	'22
e-STUDIO 3515AC/3525AC	35/35ppm (Mono/Cd)	Japan			
e-STUDIO 3505AC/3515AC/3525AC/3615AC		Overseas			
e-STUDIO 3540C/3555C					
IOEADOKI ES9460 MFP ES9466 MFP					

<Product Overview>

Toshiba TEC's 31-40ppm, which are in the mid-range previous speed ranges of 25, 25, 35, 45, and 55ppm).

The basic engine configuration such as a controller, UI panel, machines, Fax is optional. S is also a common feature. customized for each user. On warm-up time, so a motion Standard paper feeding capacity feed option allows feeding up MFP-based application service

<Unit Sales>

The company's sales of A3 the past three years, sales w previous year to 14,000 units production did not go as semiconductors in 2022.

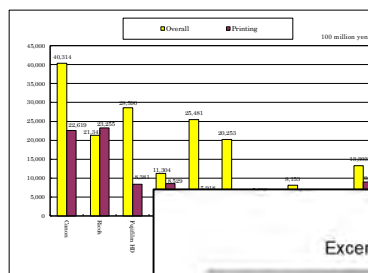
As there is only a 35ppm competing models. In addition in 2020.

Sample Page  
Excerpt from "Featured Article 2 - Financial Statement"

Featured Article 2 - Financial Statement

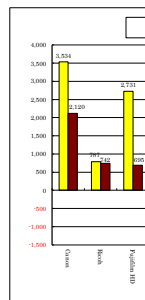
1. Overall company comparison (FY2022)

1) Sales



Company	Sales (100 million yen)	
	Overall	Printing
Canon	40,314	22,619
Ricoh	21,341	23,255
Fujifilm HD	28,590	8,381
Konica Minolta	11,304	8,529
Sharp	25,481	5,918
Kyocera	20,253	4,349
Toshiba TEC	5,108	2,177
Brother Industries	8,153	4,967

2) Operating profit



3) Net profit



Sample Page  
Excerpt from "Featured Article 1 - Interpack 2023"

■ Featured Article ■

Featured Article 1 - Interpack 2023

1. Outline of Interpack 2023

1) Summary

The exhibition is held every three years and is the world's largest and comprehensive international trade show of packaging machinery, materials, and confectionery machinery, where many inkjet equipment manufacturers exhibit.

2) Basic data

- Period: May 4 through 10, 2023 (7 days)
- Venue: Messe Düsseldorf
- Number of exhibitors: 2,807 companies (from 61 countries)
- Number of visitors: 143,000 visitors for 7 days (from 156 countries; approx. 75% came from outside Germany)



Messe Düsseldorf



Entrance to the venue

Sample Page  
Excerpt from "Other News"

## ■ Other News ■

## O - Business Integration - Ricoh/Toshiba TEC - 1

On May 19, Ricoh and Toshiba TEC announced the integration of their development and production functions for office MFPs. A joint venture company integrating the design, development and production functions of the two companies will be launched in April 2024 or later. Ricoh will hold a majority stake in the new company.

## 1. Summary of the business

The scope of the business integration will be carried out to transfer the target business integration. Ricoh will hold a 15% stake.

In terms of sales, products and brands.

(i) Summary

Toshiba TEC  
Business  
Toshiba Tec  
Absorption-type Split

## 2. Profiles of the two companies

## 1) Ricoh

Name
Year established
Representative
Head office
Capital stock
Number of employees
Sales

## 2) Toshiba TEC

Name
Year established
Head office
Representative
Capital stock
Number of employees
Sales

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

## 【China】

## &lt;Office&gt;

## N - Monochrome MFP (A4) - China GreatWall - 1

Product Name	GBM-B301X			
Price	2,999 yuan			
Release Date	May 2023			
Size	A4			
Speed	35ppm (A4)			
Function	Copy	Printer	FAX	Scanner
* is optional.	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Sales Target	5,000 units/year in China (estimated by Data Supply Inc.)			



GBM-B301X

## 【Product Lineup and Details】

## GBM-B301X

Speed
Resolution
First Print Time
Paper Size
Paper Capacity
Memory
Dimensions (W×D×H)
Weight

## 【Engine】

Charging
Exposure
Developing
Transfer/Intermediate transfer

## 【Toner/Photoconductor】

## Toner

## Photoconductor

## 【Product Features】

In May, China machine from HP panel on the front printing and is c

Sample Page  
Excerpt from "Other News"

## O - Refurbished Product - Brother Industries - 1

Brother International Australia (BIA) has taken a proactive approach to sustainability by launching a range of high-quality refurbished products (laser and inkjet printers).



The launch further strengthens BIA's commitment to environmental responsibility and reflects the goal of keeping Brother products and materials in use for longer. Through its partnership with Circonomy (headquartered in Queensland, Australia), BIA is taking a stand against wastefulness by helping to create an equitable and sustainable world. In addition to the repair and troubleshooting support BIA provides, the refurbishment program will ensure that select products that have been returned to Brother and restored by its local team to near-new condition, will then be packaged for sale and given a second life. This will enable BIA to reduce waste and use its resources more efficiently.

To promote sustainability, manufacturers play a key role in designing products that can be reused, known as a 'circular economy'. This sustainable approach encourages producers to consider innovative ways of making products like electrical devices easier and more cost-effective to repair. Companies can reduce their environmental footprint by embracing a circular economy approach, enabling them to become less reliant on raw materials and make more sustainable decisions.

To truly embrace the circular economy, BIA is rethinking its systems, which is why it is innovating to keep materials in use for longer so they can limit waste. This refurbishment pilot program will allow BIA to explore extending the life of select Brother products and reduce e-waste going to landfill. Committed to continuous improvement, BIA will have a dedicated team to evaluate and measure the pilot program's learnings so that by 2025, it can strengthen and expand the initiative.

The article was restructured by Data Supply Inc.

**May 2023****■Featured Article■**

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**■ Newly Released ■**
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