

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. 6



Canon (A3/Color) Satera LBP863Ci



Konica Minolta Europe (A3+/Color) AccurioPress C14000e



Ricoh (A3/Monochrome) RICOH IP 6530 series



Toshiba TEC (A3/Color) e-STUDIO7527AC



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

Sample Page

Sample Page

Excerpt from "Follow Up"

F - Color MFP (A3) - HPPK - 3

This is the follow-up of HPPK's color A3 machines (31-40ppm). Affected by COVID-19, sales have been on a downward trend from 2020 to 2022.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'20	'21	'22
SL X8350LX	35/35ppm (Mono/Col)	Overseas			
SL X704LX	36/35ppm (Mono/Col)	Overseas			
SL X7400LX/X7400SR/X9400LX					
Color LaserJet Managed Flow M					
Color LaserJet Managed MFP E					

Sample Page

Excerpt from "Featured Article 2 - ITMA 2023 (Preliminary Report)"

Featured Article 2 - Exhibition - ITMA 2023 (Preliminary Report)

We present a preliminary photo report of six major exhibitors at the event. In the following July edition, we feature a detailed report on exhibits, including the equipment presented by each manufacturer.

- ITMA 2023
 - Outline

ITMA 2023 is the world's largest textile printing trade show, where many inkjet equipment manufacturers exhibit their products.
 - Basic data
 - Period: June 8-14, 2023 (7 days)
 - Venue: FIERA MILAN
 - Number of exhibitors: 4
- Preliminary photo report of

Sample Page

Excerpt from "Featured Article 1 - Corporate Analysis of Ninestar of China"

<Organizational chart>

Group Organizational Chart

```

graph LR
    Ninestar[Ninestar Corporation] --> Printers[Printers]
    Ninestar --> Consumables[Consumables]
    Ninestar --> IC[Integrated Circuit]
    Printers --> Pantum[PANTUM]
    Printers --> Lexmark[Lexmark]
    Consumables --> NinestarCons[Ninestar's Consumables Business Group]
    Consumables --> Kingway[Kingway]
    Consumables --> Topjet[Topjet]
    Consumables --> StaticControl[Static Control]
    IC --> Apex[Apex]
    IC --> Geehy[Geehy]
  
```

As shown in the diagram above, Ninestar is organized into three business units: Printers, Consumables, and Integrated Circuits. Sales for each business will be discussed later, but **the printer unit is the largest business, accounting for 70% of total sales.**

The printer business consists of two brands: Pantum and Lexmark, the former of which focuses on low-speed A4 monochrome printers, mainly for the Chinese market, and the latter on medium- to high-speed A4 color printers and A4 monochrome printers for the European and US markets. Ninestar's stake in Lexmark was previously 51% of the total, but in 2022, a Ninestar's affiliate acquired all shares, making it 100% owned by the company.

The compatible consumables business has continued since Ninestar's inception to the present. The proprietary brands under Ninestar's direct control include G&G, JEAST, and Xinge. Ninestar also includes in its business three Chinese companies it acquired in 2016: Kingway, Topjet, and Ink-Tank, as well as a major US component distributor, Static Control Components it acquired in 2015.

While the semiconductor business is seen as Ninestar's future core business, and the company is expanding its investment. Ninestar has two brands: Apex, which handles chips for printers, and Geehy, which develops chips for industries other than printers.

In addition, the aforementioned parent company of Ninestar, Zhuhai Seine Technology, is operating a 3D printer business through Zhuhai Sailner 3D Technology.

<Product Overview>

HPPK's A3 color machine under the HP and Samsung HP models come standard 250-sheet ADF, 100-sheet t-wired LAN, USB 2.0, OCR and high-capacity tray are also applied for security fu

Samsung's products are specifications, although so inch color touch panel, 2 capacity, duplex printing, scanner hardware and specifications. The control specifications of the two co

As described, HP and S products with the same ba

<Unit Sales>

Sales volume, like many manufacturers are most like featured line is an original to 60ppm. Although the vo

Sample Page

Sample Page Excerpt from "Other News"

2. Exhibitions of the Total Solution Exhibition for Electronic Equipment 2023

1) Ricoh Japan

Ricoh Japan exhibited dye-sensitized solar cells (DSSC), an energy harvesting device based on the technology of organic photoconductors (OPC), an integral part of copiers. DSSCs can generate electricity from low-light intensity, such as inside a factory, and they can be used in a temporary power supply. With their low cost, their adoption is expected to increase.



2) TOKYO OHKA KOGAKU

TOKYO OHKA KOGAKU has developed flexible PI film. Its porous PI film is expected to contribute to thinner and lighter products.



<Flexible IJ con

Sample Page Excerpt from "Other News"

O - Anti-counterfeiting - Ricoh - 1

In June, Ricoh China announced that it will attach anti-counterfeit labels to toner cartridges for its color MFPs, allowing users to scan barcodes to identify genuine consumables. Considering the situation in the Chinese market, Ricoh is implementing these measures to establish its brand image, crack down on counterfeit and inferior products, and protect consumers' rights and interests.

To check, users remove the cover of the anti-counterfeit label on the toner cartridge and scan the QR code with a cell phone or other device. Scanned data will be automatically identified and sent to Ricoh's official inquiry page for verification.

The service has been available since May and covers 34 cartridges in the following seven series.

- MPC2503C Series
- IMC2500 Series
- MC2001 Series
- MPC3503C Series
- MPC6003C Series
- IMC3500 Series
- IMC6000 Series

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

N - Color MFP (A3) - Toshiba TEC - 1

Product Name	e-STUDIO7527AC/6527AC			
Price	4,160,000/3,860,000 yen			
Release Date	July 3, 2023			
Size	A3			
Speed	7527AC: 75/65ppm in C/M (A4) 6527AC: 65/75ppm in C/M (A4)			
Function (*is optional.)	Copy	Printer	FAX	Scanner
	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Target Sales Volume (Japan)	300 units/year (estimated by Data Supply Inc.)			



e-STUDIO7527AC

【Positioning】

New	The e-STUDIO7527AC / 6527AC are the successors to the e-STUDIO7516AC / 6516AC (4.13/3.77 million yen; C75 and M85ppm/C65 and M75ppm) released in November 2018. The previous lineup consisted of three models, including a color 55ppm model, but it has been replaced by only two high-speed models. The print engine is a minor update. In terms of functionality, cloud linkage has been enhanced, and biomass plastic (containing 25% or more) has been used for part of the MFP's hardware.
<input type="checkbox"/> Successor	
Other	
Supplied as OEM	

【Sales Target】

Target	They are mainly for large-scale offices.
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【Product Lineup and Competitors】

*is optional

	Model	Release Date (Y. M. D)	Price (10K yen)	Speed (ppm)	Copy	Printer	FAX	Scanner
	e-STUDIO7527AC	23.7	416	C75/M65	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Competing Model	"IR-ADV DX C7780" (Canon)	20.6	380	C70/M80	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	"RICOH IM C6000" (Ricoh)	20.3	414	C80/M80	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	"Apeos C7580" (Fujifilm BD)	21.4	464	C75/M75	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	"bizhub C750" (Konica Minolta)	20.9	390	C70/M75	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	"MX-S081" (Sharp)	20.9	414	C80/M80	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	"TASKalfa 8355ci" (Kyocera DS)	20.2	348	C70/M63	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

June 2023

■Featured Article■

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4) Konica Minolta 5) Kornit Digital (Israel) 6) Kyocera	

■Follow Up■

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(IM C3500 and others)	
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(Apeos C3570 and others)	
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(SL-X6350LX and others)	

■Newly Released■

[Japan]

<Office>

N - Color Printer (A3) - Canon - 1	31
(Satera LBP863Ci/LBP862Ci/LBP861C)	
N - Monochrome Printer (A3) - Canon - 2	35
(Satera LBP453i/LBP452/LBP451/LBP451e/LBP411)	
N - Monochrome Printer / MFP (A4) - Canon - 3	38
(Satera LBP244/LBP241/MF467dw)	

N - Monochrome Printer / MFP (A4) - Canon - 4	42
(Satera LBP122/LBP121/MF273dw/MF272dw)	
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N - Monochrome Printer (A3) - Ricoh - 2	51
(RICOH IP 6530/P 6520/P 6510/P 6500 series)	

[North America]	
<Office>	
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(MX-C528F/C428F/C528P)	

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(imageRUNNER ADVANCE DX 8900 series)	
<Professional>	
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(AccurioPress C14000e/C12000e)	

[China]	
<Office>	
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(Z1)	

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O - Import Ban - Ninestar - 1	69
(Ninestar and its eight subsidiaries have been added to the UFLPA Entity List)	
O - Hot Foil Printer - Brother Industries - 1	71
(Brother Industries launches the HAK110 hot foil printer online)	
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(Kodak acquires Graphic Systems Services)	
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(Stratasys receives an unsolicited takeover offer from 3D Systems)	
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(Ricoh will attach anti-counterfeit labels to toner cartridges for its color MFPs)	
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(The Total Solution Exhibition for Electronic Equipment 2023 held at Tokyo Big Sight)	
O - Financial Statement - HP - 2	80
(HP announces its financial results for 2Q of FY2023)	
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Toshiba TEC expands the linkage app service with MFP/Canon develops perovskite quantum-dot inks for next-generation displays/Ricoh joins experiment to reduce environmental impact at a 7-Eleven store/Ricoh Rewritable Laser System adopted for the first time in the food industry/Fujifilm Business Innovation launches IT Expert Services/PFU's Caora Application Preparation Solution begins to be used in Ishikawa Prefecture of northern Japan/Pantum forms distributor agreement with Image Star/Primary Color installs Landa S10 Nanographic Printing Press/China's AURORA Group updates Aurora MagicShow	