

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. 7



Konica Minolta's dye sub transfer paper printer (inkjet) AccurioTex 700 (from ITMA2023)



Kyocera Document Solutions Europe
(A4/Color) ECOSYS PA4000cx



Katsuragawa Electric (A0/Color) KIP 795



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

Sample Page

Sample Page
Excerpt from "Follow Up"

F - Monochrome Production Printer (A3+) - Konica Minolta - 3

This is the follow-up of Konica Minolta's light and middle monochrome production printers. The sales volume in this class has remained almost flat since 2020.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'20	'21	'22
bizhub 985, PRO 985, PRO 985	85ppm (Mono)	Overseas			
bizhub PRO 1100, 1100e, AccurioPrint 1100	100ppm (Mono)	Japan			
		Overseas			
AccurioPress 6120	120ppm (Mono)	Japan			
		Overseas			
AccurioPress 6120, 6120SP	150ppm	Japan			

Develop: use 058
ITEC: PRO 985
Standard: N911
Develop: use 1100
ITEC: PRO 1100
Standard: PRO 1100
Develop: use 6120
Founder: K0120
ITEC: AccurioPress
Standard: PRESS 0
Founder: K0120
ITEC: AccurioPress
Standard: PRESS 0

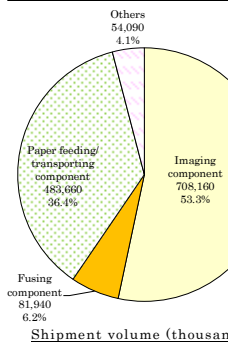
<Product Overview>
Konica Minolta in this class AccurioPress 6120 136ppm. Below the AccurioPress series, designed for the "Intelligent" efficiency as it inspects prints in Paper feeding solutions enable preventing printing

<Unit Sales>
In terms of sales while OEMs account also small, account with the overwh

Sample Page
Excerpt from "Featured Article 2 - Latest Market Trends in Copier/Printer Components (Roller/Belt/Blade)"

1. Overview
Shipment volume/value comparison by component (2022)

	Component	Shipment volume (K)	Ratio (%)	YoY (%)	Shipment value (million yen)	Ratio (%)	YoY (%)
Imaging component	Charge Roller	171,900	12.9%	91.0	30,646	16.5%	100.4
	Magnetic Roller	120,250	9.1%	95.1	22,710	12.2%	108.0
	Developer Roller	88,950	6.7%	95.6	21,840	11.8%	100.9
	Toner Adder Roller	96,230	7.2%	97.1	8,170	4.4%	102.6
	Transfer Roller	50,190	3.8%	100.2	5,820	3.1%	112.2
	Intermediate Transfer Belt	9,790	0.7%	103.9	11,950	6.4%	112.5
	Cleaning Blade	170,850	12.9%	95.0	13,200	7.1%	115.8
	Sub total	708,160	53.3%	94.8	114,336	61.7%	105.5
Feeding component	Heat Roller	17,680	1.3%	107.0	6,690	3.6%	125.0
	Fuser Belt	21,740	1.6%	97.5	15,685	8.5%	111.0
	Pressure Roller	40,900	3.1%	99.0	17,390	9.4%	119.6
	Pressure Belt	1,620	0.1%	105.9	520	0.3%	105.5
	Sub total	81,940	6.2%				
Paper feeding/transporting component	Paper Feeder Roller	183,000	13.7%				
	Transporting Roller	300,000	22.6%				
	Sub total	483,000	36.4%				
	Others	54,090	4.1%				
	Total	1,327,850	100.0%				



In 2022, the total shipment volume was 1,327.85 million units, or 95.5% of the total shipment volume in 2021. The total shipment value was approximately 185.4 billion yen.

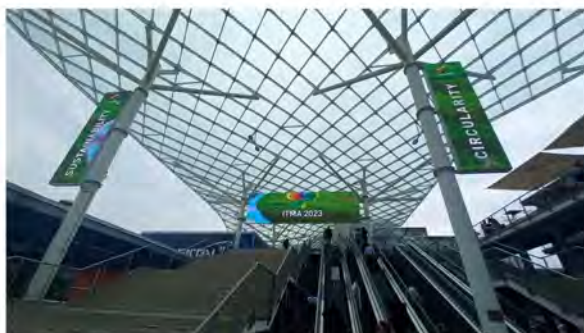
Sample Page
Excerpt from "Featured Article 1 - ITMA 2023"

■ Featured Article ■
Featured Article 1 - ITMA 2023

ITMA 2023 was held in Milan, Italy, for seven days from June 8 (Thursday) to 14 (Wednesday). ITMA is known as the Olympics of the textile industry and is held every four years as the world's largest and comprehensive trade fair for textile machinery. This year marks the 19th event since the first one held in Lille in 1951. Manufacturers involved in the textile industry have been promoting technological and product development with ITMA as their goal, and the exhibition has been with the textile industry for many years.

In recent years, there have been high expectations for the digitalization of textile printing processes (inkjet printing) in the industry. In the COVID-19 pandemic, the traditional textile industry was hit hard, while digitalization is drawing renewed attention as it can keep operations running more efficiently with a minimum staff.

This month's featured story reports on the exhibits by major manufacturers at the show. The article is based on field reporting by Dr. Adam Streven of i4 inkjet Ltd. (headquartered in Ireland), a company with which we have a partnership, and we have restructured the reporting.



Sample Page

Sample Page Excerpt from "Other News"

2. Exhibitors at DX EXPO 2023 SUMMER Tokyo

1) Ricoh Japan

Ricoh Japan introduced services to realize AI-based DX. Its services support business DX, as it is a copier supplier and is in the closest position to the document business. At the exhibition, it introduced AI development support services under the "AI at Work" concept.



A no-code development tool will be available on the cloud. It uses natural language processing to analyze data of classification and upload it to this database. It uses natural language processing to analyze documents, images



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Sample Page Excerpt from "Production News"

■ Production News ■

P - Toner - Fujifilm Business Innovation - 1

On July 19, Fujifilm Business Innovation announced that it will **add a production line for Super EA-Eco toner at its subsidiary, Fujifilm Manufacturing Toyama Plant**. This expansion will increase the annual production capacity of the subsidiary by approximately 30%.

The new production line will be dedicated to Super EA-Eco toner and will be equipped with the company's new toner production process. The new manufacturing process does not require additives used conventionally to make toner materials into particles and eliminates an additive removal process and energy needed for it, thus reducing CO₂ emissions during the toner production by approximately 12% compared to the conventional process.

Moving forward, **Fujifilm Business Innovation will expand the supply of Super EA-Eco toner through OEM and external sales**, and it will further expand its contribution to the

decarbonized society and printers are expected to increase in December 2023.

The company's styrene-acrylic toner (including EA-Eco) volume (source: company data)

【Summary of the project】

1. Company name
2. Address: 1277-1
3. Total investment
4. Main purpose
5. Construction start
6. Start of operation

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

■ Newly Released ■

【Japan】

<Professional>

N - Color Production Printer (A0) - Katsuragawa Electric - 1

Product Name	KIP 700 C series		
Price	3,938,000*7,586,000 yen		
Release Date	June 14, 2023		
Size	A0		
Speed	3ppm in color and monochrome (A0) 3ppm in color and 4ppm in monochrome (A0) 5ppm in color and 6ppm in monochrome (A0)		
Function (*is optional.)	Copy	Printer	FAX Scanner
Please see the table below.			
Target Sales Volume (Japan)	3~10 units/year (estimated by Data Supply Inc.)		



KIP 795

【Positioning】

	New	The KIP 700 C series is positioned between the KIP 900 series launched in December 2017 (5.382 million*7.382 million yen/3ppm in color and 10ppm in monochrome [A0]) and the KIP 660/650 launched in February 2022 (3.080 million*3.580 million yen/3ppm in color and 3ppm in monochrome [A0]). A total of 12 models of three types are available to meet the needs of low-volume, mid-volume, and high-volume demand.
	Successor	
	Other	
	Supplied as OEM	

【Sales Target】

Target	The new models are aimed at design offices, wide-format printing centers, and the engineering market (manufacturing, construction, equipment, and civil engineering).
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*July 2023***■Featured Article■**

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[5] Transfer roller [6] Intermediate transfer belt [7] Cleaning blade	
[8] Heat roller [9] Fuser belt/film [10] Pressure roller [11] Pressure belt	
[12] Paper feeder roller [13] Transporting roller	
4. Price trend and page yield	40

■Follow Up■

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(Pro 8200S and others)	
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(D95 CPS and others)	
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(AccurioPress 6120 and others)	

■Newly Released■**[Japan]****<Professional>**

N - Color Production Printer (A0) - Katsuragawa Electric - 1	45
(KIP 700 C series)	

[North America]**<Office>**

N - Color MFP (A3) - Toshiba TEC US - 2	50
(e-STUDIO5525/4525/3525ACG)	
N - Monochrome MFP (A3) - Toshiba TEC US - 3	52
(e-STUDIO5528/4528/3528AG)	

[Europe]
<Office>

N - Color Printer / MFP (A4) - Kyocera Document Solutions Europe - 2 54
(ECOSYS PA/MA4000 series)

N - Color Printer / MFP (A4) - Kyocera Document Solutions Europe - 3 56
(ECOSYS PA/MA3500 series/TASKalfa MA3500ci)

[China]**<Office>**

N - Color MFP (A3) - Ricoh China - 1 58
(RICOH M C2501)

<Professional>

N - Color Production Printer (A3+) - Fujifilm BI China - 5 60
(Revoria Press SC180)

[Thailand]**<Professional>**

N - Color Production Printer (A3+) - Canon Thailand - 1 62
(imagePRESS V900/V800/V700)

■ Environmental News ■

E - Renewable Energy - Konica Minolta - 1 64
(Its MFP production site in Malaysia has achieved 100% use of renewable energy)

E - Sustainability - Kyocera Document Solutions - 1 65
(Kyocera Document Solutions America, Inc. announces its membership in the Information Technology Industry Council's Sustainability Policy Group)

■ Production News ■

P - Toner - Fujifilm Business Innovation - 1 66
(The addition of a production line for Super EA-Eco toner at its production subsidiary)

P - Toner - Kyocera Document Solutions - 1 67
(Changes in production volume and value of toner/2023 version of Toner Market Forecast)

P - Toner - Imex - 1 68
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P - Toner - CET Group - 1 69
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P - Roller - NOK - 1 70
(Changes in shipment volume/value of functional rolls/2023 version of Roller and Roller-related Market Forecast)

■ Other News ■

O - Subscription - Brother Sales - 1	71
(Brother Sales adds two laser printers to its flat-rate printing service “Flat 12”)	
O - Expansion of Logistics Platform - ARMOR Print Solutions - 1	72
(ARMOR has expanded its logistics platform in Morocco)	
O-M&A-Clover Environmental Solutions/ARC-1	73
(Clover acquires all operating assets of ARC)	
O-M&A-Myant Capital Partners/Xerox-1	74
(Myant acquires Xerox Research Centre of Canada)	
O - Partnership - Xaar/Quantica - 1	75
(Exclusive commercial partnership to manufacture NovoJet printheads)	
O - Label Press - Xeikon - 1	76
(Xeikon brings next-generation, sustainable innovations to Labelexpo Europe 2023)	
O - Investment Plan - Ninestar - 1	78
(Ninestar proposes establishing a new company through overseas investment)	
O - Investment - Fujifilm Business Innovation - 1	79
(An opening ceremony for the Fujifilm Open Innovation Center in Shanghai)	
O - Exhibition - DX EXPO 2023 SUMMER Tokyo - 1	80
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O - Industry-related News - Individual Manufacturers - 7	89
Canon launches 64-inch wide-format “Colorado M5/M5W” with UV curable inks/Sharp's “Network Print” supports QR-based printing/Brother Industries to launch the MFC-J7700CDW/Epson launches the SC-F2250 garment printer/OKI and Osaka Metropolitan University develop technology to detect unauthorized network intrusion/Intercom to link "Mai-toku Cloud" with Fujifilm Business Innovation MFPs/Canon U.S.A. holds Canon Summit	