Summary

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

MONTHLY

ELECTROPHOTOGRAPHY

- Comprehensive Research and Analysis of PPCs, Laser/LED Printers, Toner, Resin, Photoconductor, Rollers and Related Components of Electrophotography -

2023. 8



Ricoh (A3+/Color) RICOH Pro C9500



Canon (A3/Color) imageRUNNER ADVANCE DX C3935F



Kyocera Document Solutions
(A4/Color) TASKalfa MA3500ci



Xerox (A4/Color) VersaLink C415



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

Sample Page

Sample Page Excerpt from "Other News"

2. ISOT (International Stationery & Office Products Fair)

1) ZHUHAI ELMER TECHNOLOGY

ZHUHAI ELMER TECHNOLOGY is a Chinese label printer manufacturer established in 2013. It is known for its AIMO brand. The company's total sales of label printers in 2022 exceeded one million units (including small types and A4 support types together). The latest A4 mobile transfer printer, the P831, costs around 1,000 yuan, and the paper size can be adjusted with a lever inside.



<Compact La

2) Wuhan Jingchen

Wuhan Jingchen established in 2012, Its annual sales in J the company is fast a and the company pla



<Best selling D11

Sample Page Excerpt from "Follow Up"

F - Monochrome MFP (A3) - Toshiba TEC - 3

This is the follow-up of Toshiba TEC's low-end AS monochrome MFPs (21-30ppm). In 2022, it was 88.9% (negative growth) compared to 2021.

Major Model	Speed	Sales.	Shipment volume		
major Model	(ppm)	area	120	21	122
+ STUDIO 2303/2306/2307/2309	23ppm	Japan			
+STUDIO 2323/2329	(Mono)	Overseas			
#STUDIO2508/2508/2518 #STUDIO 2523/2528/2618	25ppm (Mono)	Japan			
#STUDIO 256/257		Overma			
eSTUDIO 2802/2802/2809 eSTUDIO 280/2822/2823/2829	28ppm (Mono)	Oversens			
#STUDIO 3008/3015/3025/3115 #STUDIO 307	30ppm (Mone)	Overseas			

<Pre><Pre>roduct Overview>

Toshiba TEC's A8 monoc 55ppm line with the same concept of this series is "We will cover the three areas of features include a built-in high-speed SSD with strong are partly used to protect performance of less than 1W

The basic engine configuration to panel, which can be our authentication. Automatic refree operation. In addition, multiple documents to be sea documents are available to it used in a variety of situation support, so they can support

There is also a simple mo overseas customers.

<Unit Sales>

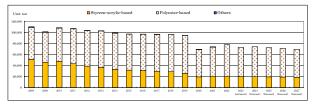
Sales volume was 92,000 units in 2021, up approximat due to parts shortages despite 100,000 units in 2023.

Sample Page Excerpt from "Featured Article 1 - Latest Market Trend in Toner Resin"

2) Changes in production volume by type (2008-2027)

									1	Unit: ton
Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Styrene-acrylic -based	51,110	45,950	47,500	43,250	38,900	36,450	33,110	31,680	30,730	29,700
YoY	-	89.9	103.4	91.1	89.9	93.7	90.8	95.7	97.0	96.6
Polyester-based	58,000	54,200	60,400	63,250	64,650	66,150	65,540	65,085	65,920	66,630
YoY	_	93.4	111.4	104.7	102.2	102.3	99.1	99.3	101.3	101.1
Others	1,200	1,000	500	400	350	300	200	180	160	160
YoY	_	83.3	50.0	80.0	87.5	85.7	66.7	90.0	88.9	100.0
Total	110,310	101,150	108,400	106,900	103,900	102,900	98,850	96,945	96,810	96,490
YoY	-	91.7	107.2	98.6	97.2	99.0	96.1	98.1	99.9	99.7

Year	2018	2019	2020	2021	2022	2023 (estimate)	2024 (forecast)	2025 (forecast)	2026 (forecast)	2027 (forecast)
Styrene-acrylic -based	28,820	25,960	19,495	20,635	20,520	20,040	19,720	19,410	19,090	18,630
YoY	97.0	90.1	75.1	105.8	99.4	97.7	98.4	98.4	98.4	97.6
Polyester-based	67,680	68,530	49,660	52,830	57,300	52,600	54,200	52,950	51,700	50,700
YoY	101.6	101.3	72.5	106.4	108.5	91.8	103.0	97.7	97.6	98.1
Others	70	50	15	15	0	0	0	0	0	0
YoY	43.8	71.4	30.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	96,570	94,540	69,170	73,480	77,820	72,640	73,920	72,360	70,790	69,330
YoY	100.1	97.9	73.2	106.2	105.9	93.3	101.8	97.9	97.8	97.9



Looking at the Japanese manufacturers' production ratio of resin by type, polyester-based resin accounted for only about 53% of the total as of 2008, but by 2022, it expanded to about

74% of the total

The significant downward trend in styrene-acrylic-based resin is mainly due to the shift by genuine product manufacturers to polyester-based toner and the loss of market share in the third-party market to low-cost styrene-acrylic-based resin manufacturers in China and India.

As for polyester-based resin, there has basically been a steady growth despite some ups and downs, but in 2020, it saw a significant decrease due to COVID-19. Production volume has since recovered, but it is not likely to see it return to the pre-pandemic levels.

Others included polyether-polyol-based resin produced in small quantities, but production ended in 2021.

Sample Page



Sample Page Excerpt from "Other News"

O - Ink - Flint Group - 1

On August 1, global print consumables manufacturer Flint Group has solidified its reputation as the sustainable ink supplier of choice after announcing that all its Sheetfed process ink series are now mineral oil free.

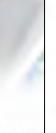
The full range of Flint Group's K+E process series is now exclusively made from more sustainable formulations, under plans to increase the use of environmentally friendly raw materials and make packaging easier to recycle. From July, mineral oil will also be phased

out as a raw material Flint Group will elimi internal review by Fli contribute to a sustai

Recent years have based inks. For exam mineral oil in print reducing to just 0.1%

Flint Group's and mineral oil in printing from adhering to pap

The mineral oil retoner waxes.



Flint Group oils from SI in favour of Sample Page Excerpt from "Newly Released" (Professional – Japan)

<Professional>

N - Color Production Printer (A3+) - Ricoh - 4

Product Name	RICOH Pro C9500				
Price	400000000000000000000000000000000000000	yen*/35,220,0 spgrade license	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	d for C9500.	
Release Date	August 9, 2023				
Size	A3+				
Speed	135ppm in C&M (A4)* 115ppm in C&M (A4) *when an upgrade license is installed for C950				
Function	Сору	Printer	FAX	Schung	
("is optional.)	- 60	10	×	×	



[Positioning]

	New	The 135/1
0	Successor	in it.
	Other	the u
\pm	Supplied as OEM	syste settii

(Sales Target)

Target	The
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[Product Lineup a

	OH Pro C9500 sen an upgrade lice
RIC	OH Pro C9500
Сош	"imagePRESS V
i) with	"AccurioPress C1
E	*Accurio Proces CI

[Marketability]

Revoria Press Po

The or domaid printin Users are large and sma for small lot printing. CS entry to its quality check from thin to thick paper. Based on the company! the Japanese market is: 800 to 800 units.

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

N - Color Printer/MFP (A4) - Kyocera Document Solutions - 1

(*is optional.)	Please see the table below.					
Function	Сору	Printer	PAX	Scanner		
Speed	Soppm in C/M (A4)					
Size	A4					
Release Date	Early September of 2023					
Price	Open/560,000 yen/700,000 yen					
Product Name	ECOSYS PA3500ex/MA3500eifx/ TASKalfa MA3500ei					

TASKalfa MA3500ci

[Positioning]

	New	The new models are the successors to the ECOSYS M6635cidn released in 2018 and the
0		TASKalfa 352ci released in 2020. The new line includes three models: the ECOSYS PA3500cx
	Other	(SFP) and the ECOSYS MA3500cifx/TASKalfa MA3500ci (MFP). They have a new generation engine of an A4 color machine featuring a new low-melting-point capsule toner from A3 color
	Supplied as OEM	MFPs and a new flat heating fusing system.

[Sales Target]

Loaics Target	•
Target	It is intended for general office workgroups.

[Product Lineup and Competitors] *is optional. Model (Y. M. D) (10K yen) (ppm) ECOSYS PA3500ex 23.9 Open C35/M35 "Satera LBP674C" (Canon) 22.11 Open C33/M33 "ApeosPrint C3530" (Fujifilm BI) 23.1 20.3 C35/M35 "COREFIDO C650dnw" (OKI) 20.10 C35/M35

	Model	Release Date (Y. M. D)	Price (10K yen)	Speed (ppm)	Сору	Printer	FAX	Scanner
ECOSYS MA3500eifx		23.9	56	C35/M35	0	0	0	0
TASKalfa MA3500ci		23.9	70	C35/M35	0	0	0	0
G "iR-ADV DX C359F" (Canon)		23.8	82	C35/M35	0	0	0	0
"R-ADV DX C359F" (Canon) "Apeos C4030" (Fujifilm BI) "hizhuh C4050i" (Konica Minolta)		23.2	85.5	C40/M40	0	0	0	0
"bizhub C4050i" (Konica Minolta)		19.4	74.8	C40/M40	0	0	0	0



August 2023

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