

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. 10



Toshiba TEC (A3/Color) e-STUDIO4525AC RFID



Brother Industries (A4/Color) MFC-L3780CDW



Sharp US (A3+/Color) BP-90C80



Kyocera Document Solutions
(A4/Color) ECOSYS PA4500cx



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

Sample Page

Sample Page

Excerpt from "Follow Up"

F - Color MFP (A3) - Konica Minolta - 4

This is the follow-up of Konica Minolta's A3 color MFPs (41ppm-69ppm). In 2022, sales improved from the COVID-19 pandemic.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'21	'22	'23 Q2
bizhub C450,C455	40/40ppm (Col/Mono)	Japan Overseas			
bizhub C500,C505	50/50ppm (Col/Mono)	Japan Overseas			
bizhub C600,C605	60/60ppm (Col/Mono)	Japan Overseas			

(OEM)

Aurora-ADC495,450

Develop:line+450

ITEC-C450,C455

Olivetti-d Color MF454,M

Simob-D710,D720,D730

(OEM)

Aurora-ADC555,550

Develop:line+550,500

ITEC-C550

Olivetti-d Color MF554,M

Simob-D710,D720,D730

(OEM)

Develop:line+550,600

ITEC-C600

Olivetti-d Color MF604,M

Simob-D720,D730

Sample Page

Excerpt from "Featured Article 2 - Chinese 3D Printer Market"

4. Exports of 3D printers in China

China exported a total of 2,255,000 units of 3D printers (desktop) in 2022, according to the country's customs bureau.

3D printer exports topped one million units in 2018. Exports grew steadily each year from 2019 and grew about 3.4 times larger in 2021 compared to 2017. The market slowed down a bit in 2022, but the fierce competition for market share among domestic manufacturers will continue.

FY	2017	2018	2019	2020	2021	2022
Exports unit	656,000					

Sample Page

Excerpt from "Featured Article 1 - Toner Market"

1. Worldwide toner market trends

1) Overall (2018-2027)

	2018	2019	2020	2021	2022	2023 (estimate)	2024 (forecast)	2025 (forecast)	2026 (forecast)	2027 (forecast)
Production volume by overseas makers	71,250	39.5	71,870	41.3	63,980	44.0	72,830	45.8	66,840	42.8
%		100.0		100.0		100.0		100.0		100.0
Production volume by Japanese makers	108,970	60.5	105,180	58.7	81,070	56.0	89,947	54.2	89,485	57.2
%		96.5		96.5		96.5		96.5		96.5
Total	180,220	100.0	177,050	100.0	145,050	100.0	162,777	100.0	156,325	100.0
%		99.4		81.3		113.6		94.3		102.9

The global toner market in 2022 was 165,829 tons (Japanese manufacturers: 89,947 tons; overseas manufacturers: 75,882 tons), up 100.3% over the previous year on a production volume basis. **Production by Japanese manufacturers declined slightly as they took a break from inventory buildup, but overseas manufacturers (especially Chinese manufacturers) kept the high pace of production from the previous year, resulting in almost unchanged total production volume.**

In 2023, although Japanese manufacturers are expected to maintain their production volume at about the same level as the previous year (the latest coverage, however, reveals their production volume will most likely fall below the previous year's level), the total production volume of overseas manufacturers is expected to decline, as Chinese manufacturers representing the majority of the overseas players, are starting to adjust inventories, resulting in a significant decrease in their production volume.

The outlook for 2024 and beyond remains unclear, but production volume is expected to be around 160,000 tons for the years to come. **Major companies' print volume (PV) in the office in developed countries remains at 80-85% of the pre-pandemic level, and with this standard, the current level of around 160,000 tons will be the new benchmark for toner demand, suggesting a recovery to over 180,000 tons per year before COVID-19 will no longer be possible.**

As the entire printing market matures, industry restructuring is becoming more active, and the next few years could see a major shift in the toner industry's power structure, depending on how the restructuring plays out.

<Product Overview>

Konica Minolta's de

basically the same prin

for up to SRA3, feeding

The scanner is equippe

300 sheets. The supp

business printing and

There is also a variety o

of promotional materia

in the workplace as the

<Unit Sales>

Sales volume increas

the pandemic in 2022.

Unit

3,500,000

3,000,000

2,500,000

2,000,000

1,500,000

1,000,000

500,000

0

2017

*Numbers in each fiscal year are r

Month-by-month export

month with the fewest exp

with the largest exports w

were 366,502 units, the la

Year 2022

	Jan.	Feb.	M
Unit	147,024	95,947	17
Value (million yam)	254	171	2

Year 2023

	Jan.	Feb.	M
Unit	317,958	100,968	22
Value (10K yam)	447	228	2

Sample Page

Sample Page Excerpt from "Other News"

1. Major Exhibitors at OGBS2023

1) Epson Sales

It exhibited the real-size SC-F2250 wide-format printer (1.56 million yen) launched in July and the real-size SL-D350, the latest professional photo printer. The wide-format SC-F2250 is the successor to the SC-F2150 and is a hybrid device that supports DTF (Direct to Film) printing. Current sales are strong, and the company aims to create demand from those new to garment printing.



2) Brother Sales

It exhibited the new market is mainly for strong, with current transfers foil onto the process.

Sample Page Excerpt from "Other News"

Other News

O - Inkjet Press - Canon - 1

On October 12, Canon announced that it will launch the varioPRINT iX1700 (50 million yen), a new B3 size inkjet digital press for commercial printing, in April 2024, and the LabelStream LS2000 (50 million yen), a new inkjet press for industrial printing, in August 2024.

Both models use a new technology and high-density previously a piezo type be used in the new model.



<Ink being ejected

varioPRINT iX1700



The varioPRINT iX1700 (A4) and 73ppm (B3). imagePRESS V1350 (3 million yen: 175ppm: A4). The high-end iX2100 inkjet printers, with a lower price point, and printing market.

Sample Page Excerpt from "Newly Released" (Professional - North America)

[North America]

<Professional>

N - Color MFP (A3+) - Sharp - 2

Product Name	BP-90C80/BP-90C70			
Price	N/A (Predecessors: \$50,760/\$42,000)			
Release Date	October 2023			
Size	A3+			
Speed	80/70ppm in C&M (A4)			
Function (*is optional.)	Copy	Printer	FAX	Scanner
	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Target Sales Volume (North America)				
100 units/year (estimated by Data Supply Inc.)				



BP-90C80

[Positioning]

New	The BP-90C80/BP-90C70 are the successors to the MX-8090N/7090N (\$50,760/\$42,000) 80ppm/70ppm in color and monochrome) released in November 2017. They are the company's first production machines to achieve 2,400dpi image quality and support full-bleed printing from small media size to A3+ (a fusing unit for small size printing is supported). The latest Fiery digital print server FS600 Pro is also optionally available, which can be used alternately with the Sharp OS.	
Successor		
Other	The new line has been upgraded to more professional production machines from the predecessors.	
Supplied as OEM	The consumables include Mycos Toner Crystal II, a small particle size toner that supports low temperature fusing, while the photoconductor's page yield has increased 10%.	

[Sales Target]

Target	They are targeted at the light production market.
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[Product Lineup and Competitors]

*is optional.

Model	Release Date (Y. M. D.)	Price	Speed (ppm)	Copy	Printer	FAX	Scanner
BP-90C80	23.10	n/a	C80/M80	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Competing Model	"Versant 280 Press" (Xerox)	20.11	n/a	C80/M80	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"imagePRESS V800" (Canon)	23.7	\$63,855	C80/M80	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"RICOH Pro C5310s" (Ricoh)	20.4	\$80,335	C80/M80	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

Model	Release Date (Y. M. D.)	Price	Speed (ppm)	Copy	Printer	FAX	Scanner
BP-90C70	23.10	n/a	C70/M75	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Competing Model	"PrimeLink C9070" (Xerox)	19.10	n/a	C70/M75	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"imagePRESS V700" (Canon)	23.7	\$37,840	C70/M70	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"RICOH Pro C5310s" (Ricoh)	20.4	\$55,000	C70/M70	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"AccurioPrint C4065" (Konica Minolta)	20.11	\$46,559	C65/M80	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

October 2023

■Featured Article■

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F - Color MFP (A3) - Fujifilm Business Innovation - 6	30
(ApeosPort C4570 and others)	
F - Color MFP (A3) - Konica Minolta - 4	31
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F - Color MFP (A3) - Canon - 8	32
(imageRUNNER ADVANCE C5550 and others)	

■Newly Released■

[Japan]

<Office>

N - Color Printer (A4) - Kyocera Document Solutions - 2	33
(ECOSYS PA4500cx)	
N - Color Printer/MFP (A4) - Brother Industries - 1	36
(HL-L3240CDW/MFC-L3780CDW)	

N - Monochrome Printer/MFP (A4) - Brother Industries - 2	39
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<Professional>

N - Color MFP (A3) - Toshiba TEC - 3	43
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[North America]

<Professional >

N - Color MFP (A3+) - Sharp - 2	46
(BP-90C80/BP-90C70)	

■ Environmental News ■

E - Remanufactured Device - Fujifilm Business Innovation - 1	49
(FBI launches two remanufactured A3 color MFPs)	

■ Production News ■

P - Printer - Hannto Technology - 1	50
(History of Hannto Technology's printer shipment volume/shipment value: 2023 version of Chinese Market Survey Report by Data Supply Inc.)	

P - Toner - Xerox - 1	51
(History of Xerox's toner production volume/production value: 2023 version of Toner Market Forecast by Data Supply Inc.)	

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P - Toner - Hubei Dinglong - 1	53
(History of Hubei Dinglong's toner production volume/production value: 2023 version of Toner Market Forecast by Data Supply Inc.)	

■ Other News ■

O - Inkjet Press - Canon - 1	54
(Canon launches new models for commercial printing and for label printing)	

O - Inkjet Production Printer - Kyocera Document Solutions - 1	56
(Kyocera DS launches TASKalfa Pro 55000c for the commercial printing market)	

O - Withdrawal from the Russian Market - Xerox - 1	57
(Xerox has sold its Russian business unit to local management)	

O - Share Repurchase Agreement- Xerox - 1	58
(Xerox repurchase all its shares owned by largest shareholder Carl Icahn and his affiliates)	

O - Expanded Partnership - Xerox/PEAC Solutions - 1	59
(Xerox and U.S. PEAC Solutions announce their expanded partnership)	
O - Production Printer - Sharp - 1	60
(Sharp Imaging and Information Company of America to exhibit new digital presses at the Printing United Expo)	
O - Entry into the Indian Market - Fujifilm - 1	61
(Fujifilm to launch the Apeos series A3 MFPs in India)	
O - Partnership - HP - 1	62
(HP announces two new finance partner endorsements)	
O - M&A - Durst/Aleph - 1	63
(Durst Group acquires Aleph, Italian digital textile machine manufacturer)	
O - DTF Printer - Ricoh - 1	64
(Ricoh Europe announces the company's first DTF printers)	
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(Coverage of OGBS2023 held at the Ikebukuro Sunshine City Cultural Hall in Tokyo)	
O - Industry-related News - Individual Manufacturers - 10	71
Canon launches four models of home-use inkjet printers, including the PIXUS XK120/TS6730/Canon MJ and Canon PPS to sell MJP20JXR monochrome inkjet web-fed printer (1200dpi) of Miyakoshi/Epson Sales collaborates with TBM to support decarbonization in the office/Neutrix Cloud Japan and Konica Minolta Japan strengthen collaboration in cloud service business/Riso Kagaku and Universal Communication Design Association work on a joint development project/Fujifilm Dimatix launches printhead for 3D printing/Brother's Chinese production site of printers and MFPs becomes the first in its group to receive RBA Platinum certification	