

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. 11



Konica Minolta (A3+/Color) AccurioPress C84hc



Fujifilm Business Innovation China
(A3/Color) Apeos C2450 S



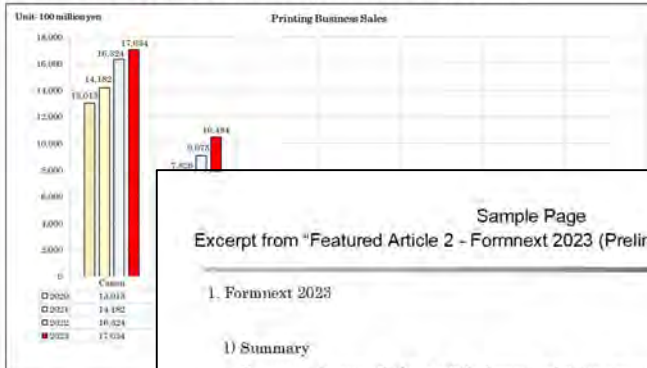
Sharp US (A4/Monochrome) BP-B550WD



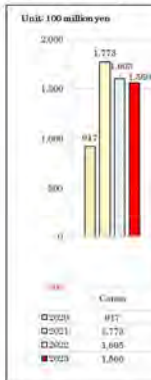
Market Research of Japan, China, USA, and Europe
Data Supply Inc.

Sample Page
Excerpt from "Featured Article 3 - Financial Statements"

1. Comparison of printing businesses of seven major manufacturers
1) Sales (1H of FY2020-2023, or Jan-Sep cumulative total for Canon)



2) Operating profit



Each company's sales are in billion yen. On the other hand,

By manufacturer, recovery track in sales and their profits could be seen. They may face a tougher situation than half of the current fiscal year.

Sample Page
Excerpt from "Featured Article 2 - Formnext 2023 (Preliminary Report with Photos)"

1. Formnext 2023

1) Summary

Formnext is one of the world's largest additive manufacturing and industrial 3D printing exhibitions.

2) Basic data

- Period: November 7-10, 2023 (4 days)
- Venue: Messe Frankfurt (Hall 11-12)
- Organizer: Mesago M
- Exhibition space: 54,000 m²
- Number of exhibitors: 300
- Visitors: 32,851 people

2. Preliminary report with photos



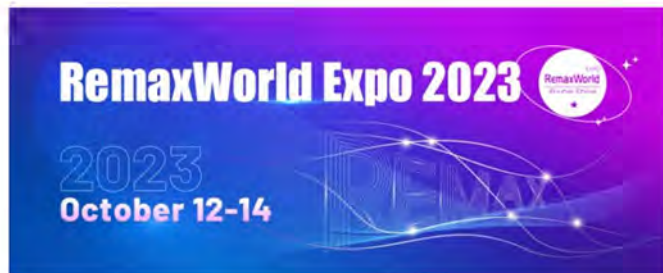
Formnext 2023 was held at the entrance to Hall 12.

Sample Page
Excerpt from "Featured Article 1 - RemaxWorld Expo 2023"

1. RemaxWorld Expo 2023

1) Summary

RemaxWorld Expo is the world's largest exhibition of aftermarket consumable manufacturers of printers and copiers. It is held annually in Zhuhai, Guangdong, China and brings together the country's major consumable manufacturers all at once. This is the 16th event since first held in 2007. The organizer was Recycling Times Media Corporation.



2) Basic data

- Period: October 12-14, 2023 (3 days)
- Venue: Zhuhai International Convention & Exhibition Center (269,000 m²; roughly equivalent to Tokyo International Exhibition Center)
- Exhibitors: 362 companies
- Number of visitors: unannounced (more than 7,000 visitors in 2021)



« Zhuhai International Convention & Exhibition Center »

Sample Page
Excerpt from "Production News"

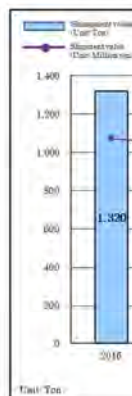
■ Production News ■

P - Production Transfer - Kanto Denka Kogyo - 1

Kanto Denka Kogyo has decided to transfer the production of toner carriers from the current Shibukawa Plant (Gunma Prefecture) to its subsidiary Kanto Denka Finetech (Mie Prefecture; formerly known as Morishita Bengara Kogyo). The company announced the transfer of production in its Review of the Medium-Term Management Plan announced on

November 10. B
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<History>



The company's
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Sample Page
Excerpt from "Follow Up"

■ Follow Up ■

F - Color MFP (A4) - Canon - 9

This is the follow-up of Canon's copier-based A4 color MFPs (21-30ppm). COVID-19 caused a 5% year-on-year decline in 2022, but it is returning to 2021 levels in 2023.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'21	'22	'23 Q2
imageRUNNER C1225/C1325 imageRUNNER ADVANCE C250/C255/C256/C257/C259	25/25ppm (Col/Mono)	Overseas			
Total of its own brand					

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

■ Newly Released ■

【Japan】

<Professional>

N - Color Production Printer (A3+) - Konica Minolta - 2

Product Name	AccurioPress C84hc			
Price	9,402,000 yen			
Release Date	November 10, 2023			
Size	A3+			
Speed	81ppm in C&M (A4)			
Function (*is optional)	Copy	Printer	FAX	Scanner
	×	○	×	×
Target Sales Volume (Japan) 15 units/year (estimated by Data Supply Inc.)				



AccurioPress C84hc

【Positioning】

New	The AccurioPress C84hc is the successor to the AccurioPress C83hc (8.05 million yen; 81ppm in color and monochrome) released in November 2018. Like its predecessor, the C84hc uses the High Chroma Toner (extended color gamut toner) that produces vividness as seen on a monitor screen; supports high-resolution output at 3,600dpi equivalent x 2,400dpi (vs. 3,600dpi equivalent x 1,200dpi in the predecessor); and offers a new set of options for automatic post-processing, including cutting, inspection, and paper setting.
○ Successor	
Other	
Supplied as OEM	

【Sales Target】

Target	The C84hc is designed for the commercial printing and CRD, especially for photobook applications.
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【Product Lineup and Competitors】

*is optional.

Model	Release Date (Y. M. D)	Price (10K yen)	Speed (ppm)
AccurioPress C84hc	23.11	940.2	C81/M81
Competing Model	The concept of extending color gamut reproduction is unique to Konica Minolta. Currently, there are no competing models in the market.		

【Marketability】

The main demand for this class of production printers is for on-demand printing in the corporate CRD and printing industries. Konica Minolta has successfully extended the color gamut through the High Chroma Toner that vividly reproduces images on a display. Image quality is adjusted by print profiles that leverage the High Chroma Toner and by automated adjustments, providing a stable printing environment.

Although the demand for high-quality printed materials is declining as corporate promotional materials and handouts are increasingly digitized, the high-quality paper media provides a sense of luxury and immediate impact, and the new feature of providing high-image quality ensures a certain level of demand for such materials. Therefore, we estimate that sales volume will exceed that of the predecessor model at 15 units/year.

The special color applications are more popular in India as a wedding photo album than in Japan.

November 2023

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■Follow Up■

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■Newly Released■

[Japan]

<Professional>

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(AccurioPress C84hc)	
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(RISAPRESS 7136/7120)	

〔North America〕
<Office>

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(BP-B550WD/B540WR)	

<Professional>

N - Monochrome Production Printer (A3+) - Konica Minolta US - 2	57
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〔China〕**<Office>**

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■ Production News ■

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