

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. 12



Konica Minolta (A4/Color) bizhub C4051i



HP China (A4/Color)
HP Color LaserJet Enterprise Flow MFP 6800zfw+



Kyocera Document Solutions US
(A4/Color) ECOSYS MA4000cifx



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

Sample Page
Excerpt from "Follow Up"

F - Color Printer/MFP (A4) - HPPK - 5

This is the follow-up of HPPK's color A4 machines (11~20ppm). In 2022, there were concerns about parts shortages, but there were no major declines and sales remained at approximately 98% of the previous year's level.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'21	'22	'23 Q3
Color Laser MFP 178/179	4/18ppm (Col/Mono)	Overseas			
Color Laser 150a					
SL C480/C483/C486/C563	4/18ppm				
SL C483/C510/C513/C519					
SL C1453/C1454/C1404					
SL C1860					
CLP 415/SL C1910					
OEM/Lenovo					
CM7110/7120					
CS1821/1831					

<Product Overview>

HPPK's color printer 18ppm tandem color 4 cycle color machines have the same are equipped with 250 sheet output, UI with a wired and wireless I difference is the print s

The four-cycle 4ppm tandem engines with the four-cycle machines are Networking supports w print language of PCL sheet feeding cassette requires occasional sim

<Unit Sales>

Four-cycle machines 98% of total sales (inc tandem machines, they use also contributed to

Sample Page

Excerpt from "Featured Article 2 - Review of the MFP and Printer Industry of 2023 and its Outlook for 2024"

[7] Alliance/acquisition-related news (January edition of 2023, etc.)

Various business alliances and acquisitions have been formed in 2023. Below is a list of some of the major alliances and acquisitions covered in our past editions.

<Business alliance>

Edition	Company name ①	Company name ②	Target area
January	Ricoh	Cybozu	Software
	Xerox Emirates	KOFAX	Software
February	Xerox	Production Print Solutions	PP
March	Ricoh	HP	LJ printer
	Ricoh	Stratasys	3D printer
	Sharp	Kodak Alaris	Scanner
	Koni		
April			
May			
	Koni		
June			
July			
August	Koni		
September			
October			
November			
	Fuji		
	Koni		

<Acquisition>

Edition	Acquisition
January	Ricoh
	Xerox
March	Fujitsu
April	Kyocera
	Ricoh
	Agfa
June	Kyocera
July	Cybozu

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

1. Formnext 2023

1) Summary

Formnext is the world's largest exhibition for industrial 3D printing and additive manufacturing (AM). The first event was held in 2015, and this is the ninth.

2) Basic data

Period: November 7-10, 2023 (4 days)

- Venue: Messe Frankfurt, Germany
- Number of exhibitors: 859 companies (59% of them from outside Germany)
- Number of visitors: 32,851 (50% of them from overseas)
- Total exhibition floor space: 54,000m²

3) Map of the venue

The venue, Messe Frankfurt, is conveniently located at the second train stop from Frankfurt Central Station. It is in close proximity to two train stations, and a 10-minute walk will bring you to the entrance of the exhibition hall. This year, Hall 11 (first and second floor) and Hall 12 (first and second floor) were used for the exhibition (see map below), with a total of four exhibition spaces. The halls had the north and south entrances and were connected through a passage. A shuttle bus service was also available from the entrance of the exhibition hall.



Sample Page
Excerpt from "Other News"

O - Financial Statement - Chinese Manufacturers - 2

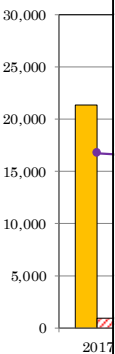
1. Ninestar Corporation

China's Ninestar Corporation has announced its financial results for the third quarter of 2023 (January-September). Sales decreased 5.4% year on year to 17.945 billion yuan (about 353.5 billion yen at an exchange rate of 19.7 yen to the yuan), and net profit decreased 86.3% year on year to 212 million yuan (about 4.2 billion yen).

In the printer business, sales of 1.1 billion dollars (\$1.1 billion) were recorded, which was strong, with shipment volume outside of China reaching 280 million yuan (about 5.5 billion yen). Its self-developed compatible cartridges are also popular (about 2.1 billion yen).

FY
Sales
Net profit
Net profit margin

million yuan



O - New Products - HP - 1

In November, HP China unveiled four series of laser and inkjet printers (43 models) at a new product conference held in Beijing.

The launch of the new intelligent series completes the matrix of the company's A4 color laser printer family, providing business users with a wider, more comprehensive selection of options and helping companies optimize costs and print more efficiently and economically.



1. HP DeskJet series
It includes the HP DeskJet series products. While the print quality for hybrid color and black and white is excellent.

2. HP OfficeJet Pro series
It includes the HP OfficeJet Pro series small and medium-sized products. The series provides a wide range of options to meet the needs of different businesses.

3. HP Laser Jet Pro series
It includes the HP Laser Jet Pro series products. It is intended for use at home, in small businesses, and in medical institutions.

4. A4 color printer M series
It includes the HP Color LaserJet M series products. The series provides multiple customization options to meet their diverse needs and promote business transformation.

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

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

Product Name	TASKalfa PA4500ci/MA4500ci			
Price	N/A			
Release Date	November 2023			
Size	A4			
Speed	45ppm in color and monochrome (A4)			
Function	Copy	Printer	FAX	Scanner
* is optional.	Please see the table below.			
Sales Target	6,000 units/year in North America (Estimated by Data Supply Inc.)			



MA4500ci

【Product Lineup and Details】

	PA4500ci	MA4500ci
Function	Printer	Copy/Printer/Fax/Scan
Speed	45ppm in color and monochrome (A4)	
Resolution	1,200×1,200dpi	
Warm-up Time	20 seconds or less	26 seconds or less
First Print Time	M/C: 5.1/6.2 seconds	
First Copy Time	-	M/C: 5.7/6.7 seconds
Paper Size	Up to A4	
Paper Capacity	Std./Max.: 650/2,850 sheets	
Memory	Std./Max.: 1GB/3GB	Std./Max.: 2GB/3GB
Dimensions (W×D×H)	393.7×530.86×444.5mm	480.06×576.58×599.44mm
Weight	Approx. 39kg	Approx. 49.9kg

【Engine】

Charging	Roller	Fusing	Upper	Fuser belt
Exposure	Laser		Lower	Pressure roller
Developing	Dual component	Cleaning	Blade	
Transfer/Intermediate transfer	Roller/Belt	Note		

【Toner/Photoconductor】

Toner	Maker	Kyocera Document Solutions	· Polyester-based · Diameter: 6.8 μm
	Method/Component	Pulverization/ Dual component	
Photoconductor	Maker	Kyocera	· Diameter: 30 φ · Polar character: Positive · Page yield: 300K
	Material and Type	a-Si drum	

December 2023

■Featured Article■

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[5] Xerox's business restructuring (May edition of 2023, etc.)	
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■Newly Released■

[Japan]

<Office>

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(bizhub C4051i/C3321i/C4001i)	

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[North America]

<Office>

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<Office>

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(Announcement of financial results for 3Q of FY2023: Ninestar Corporation / HG Technologies / Hubei Dinglong / Suzhou Goldengreen Technologies)	

O - Industry-related News - Individual Manufacturers - 12	70
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Ricoh US to launch RICOH Pro VC80000 high-speed inkjet web press/Ricoh makes its road surface inspection system smaller and lighter in its new version/Konica Minolta aims to develop remote monitoring solutions for disaster prevention/Konica Minolta US signs channel partner agreement with OPEX/Konica Minolta US installs JETvarnish 3D Evolution Press/FBI's subsidiary tests its cashless billing service by mail in Fukushima of northern Japan/Kyocera Document Solutions adds a portable tablet version of its Cotopac titling system/Muller Martini and Hunkeler to merge/EFI US installs EFI Cubik with Mineral Inks for printing on wood