

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 -

2024. 1



Canon US (A4/Monochrome) imageCLASS X MF1440



Brother Industries US (A4/Monochrome)  
HL-L2460DW



Konica Minolta China (A3+/Monochrome) bizhub 950i



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

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

■ Newly Released ■  
【North America】  
<Office>  
N - Monochrome MFP (A4) - Canon - 1

Product Name	imageCLASS X MF1440
Price	N/A
Release Date	December 2023
Size	A4
Speed	40ppm (A4)
Function	Copy
(* is optional.)	
Target Sales Volume (No.)	5,000 units

【Positioning】

	New	The in Octo energy mobile to rear "TAA Q
	Successor	Assistant a TAA d
	Other	
	Supplied as OEM	

【Sales Target】

Target It is in expected

【Product Lineup and Model】

imageCLASS X MF1440
"MFC-L5705DW" (Brother Industries)
"B315" (Xerox)

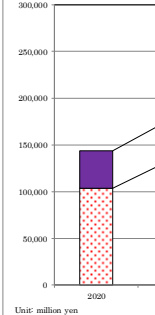
【Marketability】

The new model is faster, saves energy. Like its predecessor, it supports server-based TAA. Sales volume is estimated model.

Sample Page  
Excerpt from "Featured Article 2 - External Sales Market of Inkjet Heads"

1. Changes in shipment value by printhead system (2020-2026)

	2020		2021		2022		2023 (estimate)		2024 (forecast)		2025 (forecast)		2026 (forecast)	
	Unit	%	Unit	%	Unit	%	Unit	%	Unit	%	Unit	%	Unit	%
Piece system	103,900	72.3	130,000	75.1	143,500	72.5	155,400	72.6	165,800	72.5	172,000	72.5	179,300	72.7
	%		125.1		110.4		108.3		106.7		103.7		104.2	
Thermal system	39,830	27.7	43,200	24.9	54,500	27.5	58,700	27.4	63,000	27.5	65,200	27.5	67,400	27.3
	%		108.5		126.2		107.7		107.3		103.5		103.4	
Total	143,730	100.0	173,200	100.0	198,000	100.0	214,100	100.0	228,800	100.0	237,200	100.0	246,700	100.0
	%		120.5		114.3		108.1		106.9		103.7		104.0	

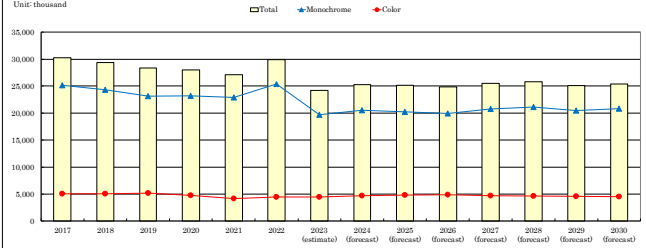


Sample Page  
Excerpt from "Featured Article 1 - Worldwide Shipment Trend of Laser/LED Printers"

1. Changes in worldwide shipment volume (2017-2030)

	2017	2018	2019	2020	2021	2022	2023 (estimate)
	Monochrome	25,158	24,302	23,149	23,182	22,889	25,396
YoY		96.6	95.3	100.1	98.7	111.0	77.5
Color	5,109	5,060	5,184	4,801	4,174	4,511	4,520
YoY		99.0	102.5	92.6	86.9	108.1	100.2
Total	30,267	29,362	28,333	27,983	27,062	29,906	24,210
YoY		97.0	96.5	98.8	96.7	110.5	81.0

	2024 (forecast)	2025 (forecast)	2026 (forecast)	2027 (forecast)	2028 (forecast)	2029 (forecast)	2030 (forecast)
Monochrome	20,564	20,263	19,941	20,752	21,103	20,471	20,822
YoY	104.4	98.5	98.4	104.1	101.7	97.0	101.7
Color	4,724	4,871	4,900	4,746	4,688	4,629	4,570
YoY	104.5	103.1	100.6	96.9	98.8	98.7	98.7
Total	25,288	25,134	24,841	25,498	25,791	25,100	25,392
YoY	104.5	99.4	98.8	102.6	101.1	97.3	101.2



The external sales of ink royalties and ink rebound from the pre-downturn in the China of printheads in 2022 exchange effects. By the end of the year and the thermal system. In 2023, there were reports of a decline in Russia-Ukraine war but the printhead market is expected to outperform the previous market is expected to see a significant decline in 2023. **Shipments are expected to drop 19% year on year to approximately 24.21 million units, a decrease of 5.7 million units from approximately 29.91 million units in the previous year.** In particular, monochrome printers, which account for more than 80% of the total, plummeted to push the whole volume down.

Although the laser printer demand did not decline significantly after the pandemic hit in 2020 due to work-from-home demand, it appears that it is now showing the true market demand. On the other hand, there are reports that dealers are not necessarily experiencing a significant sales decline as sales are reasonably stable. For this reason, we project that shipments will remain at the current level for several years from 2024, when inventories will be properly adjusted.

Sample Page  
Excerpt from "Production News"

P - Ink - Landa Digital Printing - 1

On January 17, Landa Digital Printing (Landa), manufacturer of Nanographic Printing presses, announced that it will be opening an ink plant to supply its growing North American customer base. The new plant is expected to begin operations in H2, 2024.

To be located in the Midwestern U.S., the new plant will manufacture the company's water-based Landa NanoInk process. The plant will supply its growing North American customer base. The new plant is expected to begin operations in H2, 2024.

Fully operated by Landa Digital Printing, the new plant is not just a reflection of the company's commitment to its customers and to the environment, but also a testament to Landa's dedication to providing high-quality digital printing offerings across North America.

Landa's digital printing capabilities are significantly expanding, with a new focus on North America.



Riso Kagaku  
Toshiba TEC has  
incorporating new  
technology that  
will lead to better  
business.

Toshiba TEC's  
Minaki Engineer  
said that the company's  
most recent business  
growth in Japan and  
China is slowing in Europe  
and Chinese markets.

Riso Kagaku will  
supply the inkjet head  
business split. The absorption  
of Toshiba TEC and  
Riso Kagaku will lead to better  
business.

Sample Page  
Excerpt from "Other News"

O - M&A - Riso Kagaku/Toshiba TEC - 1

On December 22, 2023, Riso Kagaku announced the acquisition of the inkjet head business operated by Toshiba TEC and its group company TEC PRECISION (TPI) in Shizuoka, Japan. The transaction amount is 7.12 billion yen, which is set to be completed on July 1, 2024.



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

N - Monochrome Printer/MFP (A4) - Brother Industries US - 1

Product Name	HL-L2460DW/HL-L2400D/L2405W/ DCP-L2640DW/HL-L2450DW/ MFC-L2820DW/L2820DW XL
Price	\$159.99/\$119.99/\$119.99 \$199.99/\$219.99/\$249.99/\$299.99
Release Date	January 2024
Size	A4
Speed	Printer: 36/32/30ppm (A4) MFP: 36/36/34/34ppm (A4)
Function (* is optional.)	Copy   Printer   FAX   Scanner Please see the table below.
Target Sales Volume (North America)	800,000 units/year (estimated by Data Supply Inc.)



HL-L2460DW

【Positioning】

	New	The new line renews the monochrome 30-36ppm group, with an addition of three SFP models (36/32/30ppm) and four MFP models (36/34ppm) in two brands, offering a total of seven models in the lineup. All models support enhanced cloud linkage, and with the exception of the HL-L2400D, they support the Brother Refresh EZ Print Subscription, an automatic toner cartridge delivery service when the current toner is about to run out.
	Successor	
	Other	
	Supplied as OEM	

【Sales Target】

Target	The new line is intended for SOHO and small office users.
--------	---

【Product Lineup and Competitors】

\*is optional.

Model		Release Date (Y. M. D)	Price	Speed (ppm)
HL-L2460DW		24.1	\$159.99	36
HL-L2400D		24.1	\$119.99	32
HL-L2405W		24.1	\$119.99	30
Competing Model	"LaserJet Pro 3001dwe" (HP)	22.8	\$239	33
	"P 311" (Ricoh)	22.2	\$250	32
	"B230 Printer" (Xerox)	21.7	\$209.99	34

January 2024

### ■Featured Article■

Featured Article 1 - Worldwide Shipment Trends of Laser/LED Printers .....	1
1. Changes in worldwide shipment volume (2017-2030) .....	2
2. Shipment volume ratio by region (in 2023) .....	3
3. Production volume ratio by country (2010 and 2022) .....	3
4. Shipment volume by speed (in 2023) .....	4
1) Monochrome 2) Color	
5. SFP and MFP ratios (in 2023) .....	5
6. Shipment volume by size (in 2023) .....	5
7. Share by manufacturer (in 2023) *on an engine basis .....	6
8. Detail by company (shipment volume by monochrome and color in 2023) .....	7
1) Canon 2) Brother Industries 3) HP Printing Korea 4) PANTUM	
5) Kyocera Document Solutions 6) Lexmark 7) Deli 8) Lenovo 9) Ricoh	
10) Fujifilm Business Innovation 11) CUMTENN 12) OKI 13) TOEC	
14) Konica Minolta 15) Other manufacturers	
Featured Article 2 - External Sales Market for Inkjet Heads .....	15
1. Changes in shipment value by printhead system (2020-2026) .....	16
2. Breakdown of total shipment value by market (in 2022) .....	17
1) Piezo head 2) Thermal head	
3. Manufacturers' share by system (in 2022) .....	18
1) Piezo head 2) Thermal head	
4. Manufacturers' share by market (in 2022) .....	19
1) Signage market 2) Textile market 3) Transaction market	
4) Commercial printing market 5) Labels & packaging market	
6) Marking & coding market 7) Ceramic tiles & building materials market	
8) Others	

### ■Follow Up■

F - Color Production Printer (A3+) - Canon - 1 .....	23
(imagePRESS C9010VP and others)	
F - Color Production Printer (A3+) - Fujifilm BI - 1 .....	24
(Color 1000i Press and others)	
F - Color Production Printer (A3+) - Ricoh - 1 .....	25
(Pro C9200 and others)	
F - Color Production Printer (A3+) - Konica Minolta - 1 .....	26
(AccurioPress C6085 and others)	



## ■ Newly Released ■

### 〔North America〕

#### <Office>

N - Monochrome MFP (A4) - Canon - 1	27
(imageCLASS X MF1440)	
N - Monochrome Printer/MFP (A4) - Brother Industries US - 1	30
(HL-L2460DW/L2400D/L2405W/DCP-L2640DW/HL-L2480DW/ MFC-L2820DW/L2820DW XL)	

### 〔China〕

#### <Office>

N - Monochrome MFP (A3+) - Konica Minolta China - 1	34
(bizhub 950i)	
N - Monochrome MFP (A4) - PANTUM China - 1	37
(M7166DW Plus/M6766DWPlus)	

## ■ Production News ■

P - Inkjet Printhead - Seiko Epson - 1	39
(Construction of a new factory at Akita Epson has been completed)	
P - New Plant - PANTUM - 1	41
(PANTUM begins production at a new plant in Hefei, Anhui)	
P - Ink - Landa Digital Printing - 1	42
(Landa Digital Printing announces the opening of an ink plant in North America)	

## ■ Distribution News ■

D - Distribution Center - Ryder/Lexmark - 1	43
(Ryder of the U.S. opens a North American distribution center for Lexmark)	

## ■ Other News ■

O - M&A - Ricoh/Albyco - 1	44
(Ricoh acquires Netherlands-based Albyco)	
O - M&A - Riso Kagaku/Toshiba TEC - 1	45
(Riso Kagaku acquires the inkjet head business of Toshiba TEC)	
O - Management Strategy - Xerox - 1	46
(Xerox announces a new “Reinvention” management strategy)	
O - Inkjet Module - Fujifilm - 1	47
(Fujifilm announces the launch of FUJIFILM 46kUV Inkjet Printbar System)	
O - Remanufactured Cartridge - ETIRA - 1	48
(ETIRA supports two leading consumer associations criticizing HP’s pricing strategies)	

O - A3 MFP - PANTUM - 1 .....	49
(PANTUM launches its own A3 MFPs)	
O - Patent - Canon - 1 .....	50
(Canon has most patents registered with USPTO among Japanese companies for 19 consecutive years)	
O - Security - Microsoft - 1 .....	52
(Microsoft announces the new Windows Protected Print Mode)	
O - Industry-related News - Individual Manufacturers - 1 .....	54
Kyocera Document Solutions to co-sponsor Expo 2025 Osaka, Kansai, Japan/Fujifilm Business Innovation wins the highest information security rating AAAis/Fujifilm Business Innovation launches post-marketing survey support for pharmaceutical companies/Epson launches wide-format inkjet printer SureColor SC-P5350/Epson transitions to 100% renewable electricity at all group sites worldwide/Epson Sales and Tokyo Century collaboratively test PaperLab/PFU launches A3 high-speed fi series image scanners	

## Appendix

2023 Monthly Electrophotography (List of table of contents of each monthly edition)