

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. 3



Konica Minolta US (A4/Color) bizhub C4051i



PANTUM Europe (A4/Color) CM2100ADN



GWI China (A3+/Monochrome) GBD-B1001



Sharp (A4/Color) BP-C533WD



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

Sample Page

Sample Page
Excerpt from "Follow Up"

F - Color Printer/MFP (A4) - Kyocera Document Solutions - 2

This is the follow-up of Kyocera Document Solutions' A4 color printers/MFPs (21-30ppm). In this segment, the downward trend continued, particularly in 2022 and 2023, with a significant decline of approximately 72.3% year on year.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'21	'22	'23
ECOSYS M8010cde/M8020cde/M8210cde/M8210cde(MFP) ECOSYS P4001(PA#001)/PA2100(Printer)	21/21ppm (Col/Mono)	Overseas			
ECOSYS M5025/M5026cde(MFP) ECOSYS P5025/P5026cde/P5026(Printer)	26/26ppm (Col/Mono)	Japan Overseas			
ECOSYS M6230cde/M6030cde/TA5Kcde 360(MFP) ECOSYS P6180cde/P6230cde/P6230(Printer)	30/30ppm (Col/Mono)	Japan Overseas			

(OEM Olicetti)
d-Color MF2024(MFP)
d-Color P2220/P2260(Printer)

(OEM TAUTAX)
P-C2116 MFP/C3635 MFP/MFP
302-P-C3002 MFP/C3000 MFP
P-C3630DW/C3002DN(Printer)

<Product Overview>
Kyocera Document Solutions' A4 color printers/MFPs in the 30ppm range are available. The first appearance is the basic structure is basically the same basic design. The 50-sheet bypass and 25 is also available. The UI is model) for improved operation for the new 21ppm model standard, enabling duplex wired/wireless LAN, as well as specifications are sufficient.

<Unit Sales>
Unit sales are down about 21ppm low range is high, but are expected to recover in 2024.

Sample Page
Excerpt from "Featured Article –
Laser/LED Printer Shipment Trends in Japan and Best-selling Model Ranking"

2. Brand share by product range and best-selling model ranking (2023)

1) A3 color printer
(1) Brand share

Ricoh leads the A3 color printer market, followed by Canon and OKI. Ricoh's market share is 35%, while others account for 20%.

(2) Best-selling model ranking

Ranking	Maker
1	Ricoh
2	Ricoh
3	Canon
4	OKI
5	Epson
6	Canon
7	Fujifilm BI
8	Fujifilm BI
9	Canon
10	OKI

*Including Fuji Xerox brand

Sales of Ricoh's SP C2116 (A3 color) more than double in 2023. The speed engine (36ppm in color) is expected to be out.

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

【Europe】
<Office>
N - Color Printer/MFP (A4) - PANTUM Europe - 1

Product Name CP/CM2100 series
Price N/A
Release Date March 6, 2024
Size A4
Speed 20ppm in color and monochrome (A4)
Function Copy | Printer | FAX | Scanner
(*is optional.) Please see the table below.
Target Sales Volume (Europe) 20,000 units/year (estimated by Data Supply Inc.)

CM2100ADN

【Positioning】

Category	Positioning
New	This model (CP/CM2100 series) is the successor to the CP/CM1100 series (18ppm) released in February 2021. While its predecessor was merely a modified version of Lexmark's existing engine, the new model is a genuine PANTUM model developed in-house, and the company appears to have achieved significant cost reductions by selecting components on its own.
Successor	
Other	
Supplied as OEM	

【Sales Target】
Target For SOHO users.

【Product Lineup and Competitors】 *is optional.

Model	Release Date (Yr./Mo.)	Price	Speed (ppm)
CP2100D/2100DN/2100DW	24.3	n/a	C20/M20
*"HL-L220CWE" (Brother Industries)	21.3	£ 179	C18/M18
*"i-SENSYS LBP031Cw" (Canon)	22.8	£ 189.99	C18/M18
*"ECOSYS PA2100ex" (Kyocera DS)	22.2	£ 200	C21/M21

Model	Release Date (Yr./Mo.)	Price	Speed (ppm)	Copy	Printer	FAX	Scanner
CM2100DN/2100DW/2100ADN/2100ADW	24.3	n/a	C20/M20	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
*"CLJ Pro MFP M2836tw" (HP)	19.12	n/a	C22/M22	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
*"DCP-L3510CDW" (Brother Industries)	23.9	£ 334.8	C18/M18	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
*"Color imageCLASS MF651Cw" (Canon)	22.8	£ 209.99	C18/M18	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
*"ECOSYS MA2100cde" (Kyocera DS)	22.2	£ 350	C21/M21	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Sample Page

Sample Page
Excerpt from "Other News"

O - Sale of Properties - Ninestar/Lexmark - 1

On March 12, Ninestar of China **announced that its subsidiary Lexmark will sell and lease back some of its facilities in the United States and the Philippines.** It was approved by the Board of Directors on March 11 and announced to investors. The total amount of the sale is estimated to be 200 million dollars (approximately 30 billion yen), which will be used to finance Lexmark's future business expansion.

The two facilities to

Transaction 1

Some properties in

Sold to: Lexington

Transaction value of

Leaseback amount

Annual rent increa

Properties included

Number of build
Use
Total site area

Transaction 2

Selected properties

Sold to: Undecided

Transaction value of

Leaseback amount

Properties included

Number of build
Use
Total site area

Sample Page
Excerpt from "Other News"

O - Business Sale - Xerox - 1

On March 11, Xerox announced plans to transform its operating model in Argentina and Chile and has **sold its operations in these regions to Grupo Datco, a technologies and fiber optic network services provider headquartered in Buenos Aires, Argentina.** Following this transfer of ownership, the new companies will operate as independent entities. Financial terms of the transaction were not disclosed.

Grupo Datco will have approximately 270 employees through the acquisition, bringing the group's total to 800 employees in seven countries. It will **become the exclusive partner for Xerox in Arge**

products and s

the Grupo Dat

In January,

sale of the bus

its total workf



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

【China】

<Professional>

N - Monochrome Production Printer (A3+) - GWI China - 4

Product Name	GBD-B1001			
Price	354,000 yuan			
Release Date	March 2024			
Size	A3+			
Speed	100ppm (A4)			
Function (*is optional.)	Copy	Printer	FAX	Scanner
	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Target Sales Volume (China)	20 units/year (estimated by Data Supply Inc.)			



GBD-B1001

【Positioning】

<input type="radio"/> New	The GBD-B1001 is the first monochrome production printer under the GWI brand. Komica Minolta is the engine supplier. Since intended for central government use for printing meeting materials and books, it supports domestic operating systems. Under the Securable Control system in place to promote domestic production of IT products in China, there is a growing need for domestic equipment in the government as well as the financial, telecommunications, oil, electric power, transportation, aviation, medical, and educational industries.
<input type="radio"/> Successor	
<input type="radio"/> Other	
<input type="radio"/> Supplied as OEM	

【Sales Target】

Target	For CRD and government use.
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【Product Lineup and Competitors】

*is optional.

Model	Release Date (Yr./Mo.)	Price (yuan)	Speed (ppm)	Copy	Printer	FAX	Scanner
GBD-B1001	24.3	354,000	100	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Competing Model	"Revoriva Press E1100" (Fujifilm BI)	21.9	776,000	100	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

【Marketability】

The market size of monochrome production printers in China in 2023 was approximately 600-700 units, which is about 50% of the market size before the pandemic. Although there was already a downward trend during the pandemic, the decline from 2021 to 2023 was larger than during the pandemic. The sluggish Chinese economy appears to blame, and a major recovery can hardly be expected for several years after 2024.

The speed range of this model is low for production use, and potential users include government agencies, large companies, CRDs, as well as on-demand applications of print shops.

This is the company's first monochrome production printer that supports the Chinese OS, and an estimated sales volume is 20 units/year.

March 2024

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■ Newly Released ■

[Japan]

<Office>

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<Office>

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[Europe]

<Office>

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<Professional>

N - Monochrome Production Printer (A3+) - GWI China - 4 37
(GBD-B1001)

■ Environmental News ■

E - Renewable Energy Conversion - Canon - 1 40
(Canon converts all of the power used at five locations among four overseas manufacturing companies to renewable energy)

■ Production News ■

P - Photoconductor - Canon - 1 41
(Canon's production volume of photoconductors/2024 version of Photoconductor Market Forecast)

P - Photoconductor - UACJ Extrusion Corporation - 1 42
(UACJ Extrusion Corporation's production volume of photoconductor substrates/2024 version of Photoconductor Market Forecast)

■ Other News ■

O - Takeover Bid (TOB) - Brother Industries/Roland DG - 1 43
(Brother Industries makes TOB against Roland DG to make it its wholly-owned subsidiary)

O - Business Sale - Xerox - 1 45
(Xerox has sold its operations in Argentina and Chile to Grupo Datco)

O - Sale of Properties - Ninestar/Lexmark - 1 46
(Lexmark will sell and lease back some of its facilities in the U.S. and the Philippines)

O - Transfer of Equity Capital - Konica Minolta/Calyx - 1 47
(Konica Minolta sells Invicro, a drug discovery support company, to Calyx Services)

O - Strategic Partnership - Konica Minolta/PEAC Solutions - 1 48
(Konica Minolta Business Solutions U.S.A., Inc. announces a strategic partnership with PEAC Solutions of the U.S.)

O - MFP - Konica Minolta - 1 49
(Konica Minolta China launches a new smart printing solution for China's rail transport industry)

O - Digital Textile Printer - Seiko Epson - 1 50
(Epson Sales launches the new ML-13000 in the Monna Lisa series)

O - Textile Pigment Transfer Printing System - Mimaki Engineering - 1 51
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