

Monthly Confidential Report

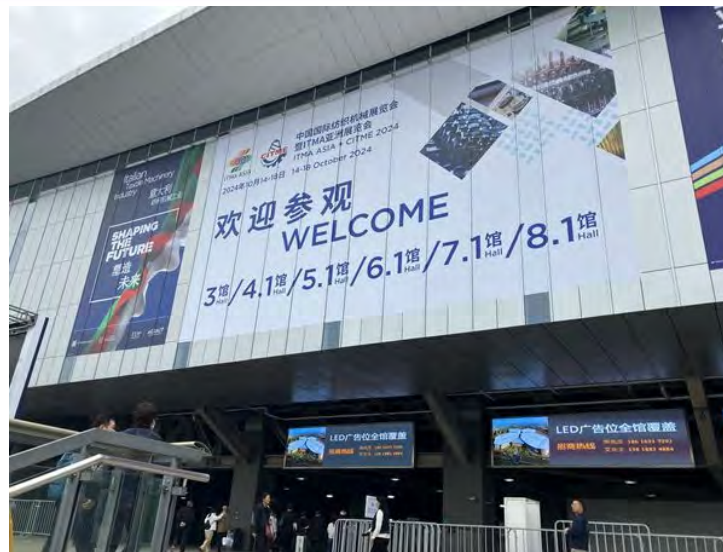
(Published at the end of each month)

Summary

MONTHLY ELECTROPHOTOGRAPHY

- Comprehensive Research and Analysis of PPCs, Laser/LED Printers,
Toner, Resin, Photoconductor, Rollers and Related Components of
Electrophotography -

2024. 12



Featured Article – ITMA ASIA + CITME 2024: Scene from ITMA ASIA + CITME 2024 held in Shanghai, China



Toshiba TEC US (A3/Color) e-STUDIO2521AC



Kyocera Document Solutions (A3/Color)
TASKalfa MZ7001ci W

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

Sample Page
Excerpt from "Follow Up"

F - Color Printer/MFP (A4) - Kyocera Document Solutions - 7

This is the sales follow-up for Kyocera Document Solutions' A4 color printers/MFPs (31-40ppm). In this segment, sales volumes remained nearly stable from 2022 to 2023, but sales of 40ppm models have increased in overseas markets since 2024.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'22	'23	24.1-3Q
(MFP) ECOSYS M6035, M6235, M6535, M6635, MA3500cx (Printer) ECOSYS P6035, P6235, P7035, PA3500cx	35/35ppm (Mono)	Japan Overseas			
(MFP) ECOSYS MA4000C (Printer) ECOSYS P7035	40/40ppm (Mono)	Japan Overseas			

(MFP) P-C3638 MF (Printer) P-C3662DN
(MFP) P-C4063 MF (Printer) P-C4063DN

<Product Overview>
Kyocera DocuCentre G7 40ppm A4 color of its 31-40ppm engine remain has been increased devices support sufficient for duplex scanning scanner offers well-suited for features a 7-in available for friendliness. We focus on office

<Unit Sales>
Sales volume of 40,000 units. It has driven growth quarter of 2024 (based on mont

Sample Page Excerpt from "Featured Article 2 - Review of the MFP and Printer Industry in 2024 and its Outlook for 2025"

1. Review of 2024

[1] Industry Restructuring

<Launch of ETRIA, a Joint Venture Between Ricoh and Toshiba TEC> (July 2024 issue, and others)

On July 1, Ricoh and Toshiba TEC launched a new company, "ETRIA", which integrates their development and production functions for office-use MFPs. Operations also began on the same day. The name "ETRIA" is derived from the combination of the words Eternal, TRY, Innovation, and Alliance, symbolizing the company's commitment to uniting technological expertise and continually pursuing "Your Digital Device Partner." attuned to customer needs.

<Company Profile>

Company Name
Head Office Address
Representative Director, President, and CEO
Business Operations
Shareholding Composition
Number of Group Employees
Number of Group Companies

ETRIA plans to promote the joint procurement of parts and Regarding engine development engines from both Ricoh and developed engines. Additional Ricoh and Toshiba TEC's use b As for the consolidation or c made at this time. Currently, (Dongguan and Shanghai), one Toshiba TEC manufactures its toner production, Ricoh operate and one in the United States locations: one in the United St



Sample Page
Excerpt from "Featured Article 1 - ITMAASIA + CITME 2024"

1. About ITMAASIA + CITME 2024

1) Overview

ITMA ASIA + CITME 2024 is an exhibition that combines the brand power of ITMA (International Textile Machinery Association), the world's largest textile machinery exhibition, with the China International Textile Machinery Exhibition (CITME), the largest textile event in China. This integrated event has been held since 2008.

2) Basic information

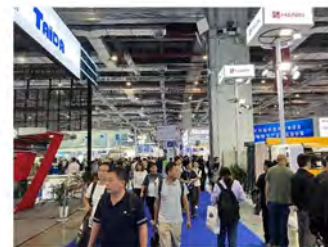
- Exhibition period: October 14-18, 2024 (5 days)
- Venue: National Exhibition and Convention Center (Shanghai) (Total exhibition area: 160,000 m²)
- Number of exhibitors: Approximately 1,500 companies

2. Exhibition layout and floor map

The exhibition was held across six halls. Notably, inkjet equipment and ink manufacturers exhibited primarily in Hall 5.1.



Reception



Scene at the venue

Sample Page
Excerpt from "Other News"

O - End of Sale - Epson - 1

On December 3, Epson has launched two new A3 Business inkjet printers, bolstering its range and further confirming its commitment to Heat-Free inkjet technology. The decision to **end global laser printer sales by 2026** was made two years ago as part of Epson's wider sustainability commitment. Today, **Epson Europe has fulfilled this pledge and confirms its ended the sale of laser printers in the region.**

Epson has been working to fill gaps in its portfolio that laser products left. This effort is now concluded with a full Heat-Free inkjet lineup and products suitable for all requirements -

from small office
ultra-high print

The latest pro
WorkForce Pro
alternative to la
quality A3 colou
High-yield ink
requiring little
and lower energ

Sample Page
Excerpt from "Other News"

O - Financial Results - Chinese Manufacturers - 3

1. Ninestar Corporation

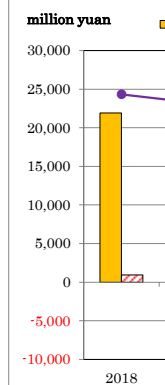
China's Ninestar Corporation announced its cumulative financial results for the third quarter of fiscal year 2024 (January to September). **Revenue increased by 8% year over year to 19.393 billion yuan (approximately 395.6 billion yen, calculated at 20.4 yen per yuan), while net profit reached 976 million yuan (approximately 19.9 billion yen).**

In the printer business, Pantum's printer revenue grew by 9.8% year over year to 3.176 billion yuan (approximately 44.6 billion yen), with unit shipments increasing by 1.7% (including a 34.1% incre

Lexmark's printer re
at 143.2 yen per dolla
29.5%.

In the compatible car
yuan (approximately 9

FY	
Sales	
Net profit	
Net profit margin	



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

■ Newly Released ■

【Japan】

<Office>

N - Color MFP (A3) - Kyocera Document Solutions - 4

Product Name	TASKalfa MZ7001ci/MZ6001ci/MZ5001ci/MZ4001ci/MZ3501ci/MZ2501ci series			
Price	1,424,000-3,093,000 yen			
Release Date	January 6, 2025			
Size	A3			
Speed	70/60/50/40/35/25ppm in C and M (A4)			
Function (*is optional.)	Copy	Printer	FAX	Scanner
Target Sales Volume (Worldwide)	140,000 units/year (estimated by Data Supply Inc.)			



TASKalfa MZ7001ci W

【Positioning】

<input checked="" type="checkbox"/> New	The new series is an A3 color MFP and the successor to the TASKalfa 7064ci series released in September 2021 (priced at 1.3 to 2.85 million yen, offering 25 to 70ppm in color and monochrome). While the new series enhances software features such as cloud connectivity and AI functions, the print engine remains the same as its predecessor, making this a minor change line.
<input type="checkbox"/> Successor	
<input type="checkbox"/> Other	
<input type="checkbox"/> Supplied as OEM	

【Sales Target】

Target	The product is positioned as a central machine for medium- and large-scale offices, targeting expanded sales.
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【Product Lineup and Competitors】

*is optional.

Model	Release Date (Yr./Mo.)	Price (10K yen)	Speed (ppm)	Copy	Printer	FAX	Scanner
TASKalfa MZ7001ci/ MZ7001ci W	25.1	309.3	C70/M70	○	○	*	○
Competing Model	Canon "R-ADV DX C5870F"	21.7	370	C70/M70	○	○	○
	Ricoh "RICOH IM C7010"	24.1	329	C70/M70	○	○	*
	FUJIFILM BI "Apeos C7071(Model-PFS-C)"	24.10	525.5	C70/M70	○	○	○
	Konica Minolta "bizhub C751F"	24.5	471.9	C70/M75	○	○	*
	Sharp "BP-70C65"	22.4	271.4	C65/M65	○	○	○
	Toshiba TEC "e-STUDIO6527AC"	23.7	380	C65/M75	○	○	*

 December 2024

■ Featured Article ■

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(Apeos C320 z and others)	

■ Newly Released ■
[Japan]
<Office>

N - Color MFP (A3) - Kyocera Document Solutions - 4	43
(TASKalfa MZ7001ci/MZ6001ci/MZ5001ci/MZ4001ci/MZ3501ci/MZ2501ci series)	
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(TASKalfa MZ7001i/MZ6001i/MZ5001i)	
N - Color Printer/MFP (A4) - Kyocera Document Solutions - 6	52
(ECOSYS PA2600cwx/MA2600cwx)	

[North America]
<Office>

N - Color MFP (A3) - Toshiba TEC US - 1	56
(e-STUDIO2521AC)	

[China]
<Office>

N - Color MFP (A3) - Konica Minolta China - 2	59
(bizhub C751i/C651i/C551i/C451i/C361i/C301i/C251i)	

N - Color Printer/MFP (A4) - Konica Minolta China - 3	61
(bizhub C3301i/C3351i)	

N - Monochrome MFP (A3) - Konica Minolta China - 4	63
(bizhub 751i/651i/551i/451i/361i/301i)	

N - Monochrome Printer (A4) - Konica Minolta China - 5	65
(bizhub 4701i)	

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