

Monthly Confidential Report
(Published at the end of each month)

Summary

MONTHLY ELECTROPHOTOGRAPHY

– Marketing Report Covering Electrophotographic Technologies,
Including MFPs, Laser Printers, Toners, Photoconductors, and
Rollers, as well as Inkjet Technologies –

2025. 2



Ricoh (A3/Color) RICOH IM C3010SD



GUOHE China (A4/Color) KCS4WB



Konica Minolta (A3+/Color) AccurioPress C14010 series



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

Sample Page
Excerpt from "Follow Up"

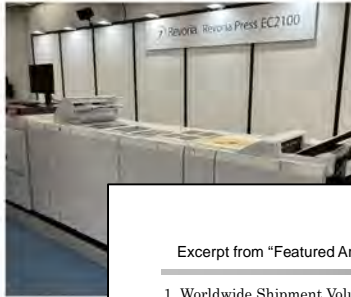
F - Color Production Printer (A3+) - Konica Minolta - 1

This is a follow-up on the sales performance of Konica Minolta's A3+ color production printers (61 to 140ppm). Sales improved in 2022 as the market recovered from the COVID-19 pandemic. However, in 2023 and 2024, sales have been on a gradual decline.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'22	'23	'24-1-3Q
bizhub PRO C1060, C734e AccurioPrint C2060, C758, C4065	61-81/61-66ppm (Mono/Col.)	Overseas			
AccurioPress C2070, C3070, C4070, C4080 AccurioPress C73, C74, C83, C84, C6080 AccurioPrint C3070, C750, C731	71-89/71-80ppm (Mono/Col.)	Japan			
AccurioPress C6100, C7090, C7100	90-109/100-110ppm (Mono/Col.)	Japan			
AccurioPress C12000, C14000		Overseas			


3) Fujifilm Global Graphic Systems

Fujifilm Global Graphic Systems showcased the electrophotographic Revoria Press EC2100, among other products. With its high productivity, the model is widely adopted as a replacement for offset printing.



4) Konica Minolta Japan

Konica Minolta Japan unveiled its new high-speed color production printer for the first time in Japan. This model features advanced media sensors and an AI-powered system, and is scheduled for release around 70 million yen.



<Product Overview>
The company's A3+ color production printers are available in a range of speeds from 61 to 140 ppm, which are exclusively used in high-quality output markets. The C4060, C4070, C4080 models feature a compact design, improving space efficiency. Features such as paper setup, pre-press, and post-press are fully automated. The EC2100, an automated, accelerating flagship model, the C12000 and C14000 offer greater stability and productivity, and offer both Konica Minolta's high-quality output with

<Unit Sales>
Sales volume in 2023 reached 99.1 million units, up from 97.8 million units in 2022, with sales expected to reach 99.2 million units in 2024, with sales expected to reach 99.2 million units in 2024.

Sample Page
Excerpt from "page2025"

Sample Page
Excerpt from "Featured Article - Worldwide Shipment Trends in Copiers and MFPs"

1. Worldwide Shipment Volume Trends (2018-2027)

	2018	2019	2020	2021	2022	2023	2024 (estimate)	2025 (forecast)	2026 (forecast)	2027 (forecast)	Unit
	YoY										
Monochrome	2,219,000	2,146,000	1,673,000	1,698,150	1,609,600	1,566,800	1,402,700	1,395,300	1,359,400	1,329,200	
Color	2,546,000	2,578,000	2,236,000	2,209,850	2,526,800	2,475,400	2,370,000	2,430,700	2,427,900	2,408,200	
Total	4,765,000	4,724,000	3,909,000	3,908,000	4,136,400	4,042,200	3,772,700	3,826,000	3,787,300	3,737,400	
YoY		99.1	82.7	100.0	105.8	97.7	93.3	101.4	99.0	97.8	



Before the pandemic, the copier and MFP market boasted a worldwide shipment volume exceeding 4.7 million units. However, **since 2020, annual shipments have declined to around four million units.** **The number of units shipped in 2024 was 3,772,700, representing 93.3% of the previous year's total.** This marks a further decline from the previous year, **even falling below the shipment volumes recorded in the immediate aftermath of the COVID-19 pandemic (2020-2021).** The shift toward color devices has accelerated the decline in monochrome MFPs, but even color MFP shipments continue to decrease. Globally, the trend of longer MFP replacement cycles has become more apparent.

For 2025, a slight rebound is expected due to the sharp declines over the past two years. However, as print volumes are projected to gradually decrease, the mid- to long-term outlook for the MFP market is likely to remain on a downward trajectory.


*The MFPs mentioned above refer only to copier-based multifunction devices and do not include low-cost, printer-based MFPs. The same definition applies to the following pages.

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

【China】
<Office>
N – Color Printer (A4) – GUOHE China – 1

Product Name	KCS4WB			
Price	7,600 yuan			
Release Date	February 2025			
Size	A4			
Speed	24.7ppm in color and monochrome (A4)			
Function (*is optional.)	Copy	Printer	FAX	Scanner
	×	○	×	×

Target Sales Volume (China)
1,000 units



KCS4WB

Sample Page
Excerpt from "Other News"

■ Other News ■
O – Business Integration – ETRIA/OKI – 1

On February 13, Ricoh, Toshiba TEC, and Oki Electric Industry (OKI) announced that **OKI will join ETRIA**, the integrated entity formed by Ricoh and Toshiba TEC for the development and production of MFPs and other products.

To facilitate OKI's participation in ETRIA, Ricoh, ETRIA, and OKI signed a business integration agreement to merge OKI's printer development and production operations into ETRIA, with an effective date set for October 1, 2025 (tentative). Additionally, Ricoh, Toshiba TEC, and OKI signed the integration. As **will be 80.74% for**

Following OKI's printhead technology

Referen


OKI's participatio
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units per year to
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Sample Page
Excerpt from "Newly Released"
(Professional – Japan)

<Professional>
N – Color Production Printer (A3+) – Konica Minolta – 1

Product Name	AccurioPress C14010/C14010S/C12010/C12010S			
Price	N/A			
Release Date	Spring of 2025			
Size	A3+			
Speed	140/120ppm in color and monochrome (A4)			
Function (*is optional.)	Copy	Printer	FAX	Scanner
	×	○	×	×

Target Sales Volume (Japan)
60 units/year (estimated by Data Supply Inc.)



AccurioPress C14010 series

【Positioning】

<input type="checkbox"/> New	The new series is the successor to the AccurioPress C14000/C12000, which was released in June 2020 (priced at 60,871,040/42,071,040 yen, with a print speed of 140/120ppm in color and monochrome). In addition to the automated printing workflow features introduced in the previous model, this new version incorporates the latest technologies, including automation units that improve color adjustment, front-to-back registration, and inspection workflows.
<input type="checkbox"/> Successor	Furthermore, the addition of white toner enables printing and decorative effects on colored paper, expanding creative possibilities.
<input type="checkbox"/> Other	
<input type="checkbox"/> Supplied as OEM	

【Sales Target】

Target	Targeted for the heavy-volume production printing segment.
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【Product Lineup and Competitors】 * is optional.

Model	Release Date (Yr./Mo.)	Price (10K yen)	Speed (ppm)
AccurioPress C14010/C14010S	Spring of 2025	N/A	C140/M140
AccurioPress C12010/C12010S	Spring of 2025	N/A	C120/M120
Competing Model			
FUJIFILM BI "Revera Press PC1120S"	21.7	4,879.2	C120/M120
Ricoh "RICOH Pro C9500"	23.8	4,122	C135/M135
Canon "imagePRESS V1350"	22.12	2,570	C130/M130

【Marketability】

This series further refines the automated printing workflow features of its predecessor by incorporating three key automation technologies: the Intelligent Quality Optimizer, the Intelligent Media Sensor, and AccurioPro ColorManager. These features ensure high print quality without requiring operator skills. Additionally, by using highly opaque white toner as an underlayer, the printer achieves high-definition gradations. From a labor efficiency perspective, the ability to produce high-quality prints without skilled operators contributes to improved productivity. Regarding sales, the market is already well-established, with demand primarily driven by replacement purchases of the previous model. Additionally, enhanced functionality is expected to drive conversions from competing models. Based on the sales figures of the previous model, annual sales are projected at 60 units in Japan.

February 2025

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■ Newly Released ■

[Japan]

<Office>

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<Professional>

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