

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. 4



Sharp US (A3+/Color) BP-1200C



Konica Minolta China (A3+/Monochrome) AccurioPress 7136



PANTUM China (A3/Color) CM420ADN



Muratec (A3/Monochrome) MFX-8239



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

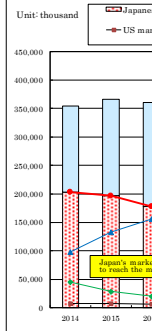
Sample Page
Excerpt from "Featured Article 1 - Photoconductor Market"

1. Worldwide photoconductor market
1) Changes in production volume by Japanese/overseas manufacturer (2014-2027)

Unit: thousand

	2014	2015	2016	2017	2018	2019	2020
Japanese manufacturers	203,700	197,075	177,672	181,022	174,180	164,777	133,920
%		96.7	90.2	101.9	96.2	94.6	81.3
Overseas manufacturers							
%							
Total							
%							

Japanese manufacturers	
%	
Overseas manufacturers	
%	
Total	
%	



Source: 20

The number of photocopiers of the previous year's for the second consecutive recession and high structural changes in volume (PV). The market for photoconductors is beyond service life of photocopyers worldwide.



Sample Page
Excerpt from "Featured Article 2 - APPPEXPO 2024"

Featured Article 2 - APPPEXPO 2024

The 31st Shanghai International Ad & Sign Technology & Equipment Exhibition (APPPEXPO) was held for four days from February 28 (Wed.) to March 2 (Sat.) at the National Exhibition and Convention Center Shanghai, China.

APPPEXPO is the world's largest exhibition of ad & sign technology and equipment. We conducted the on-site coverage of the exhibition with pictures and interviewed local manufacturers in China.

This month's featured article provides an overview of the signage printing market and reports exhibits of wide-format inkjet printer manufacturers at APPPEXPO.

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

【China】
<Office>
N - Color MFP (A3) - PANTUM China - 2

Product Name	CM420ADN/330ADN/270ADN			
Price	N/A (Predecessors: 46,200-68,200 yuan)			
Release Date	March 2024			
Size	A3			
Speed	35/30/25ppm in color and monochrome (A4)			
Function (*is optional)	Copy	Printer	FAX	Scanner
	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Target Sales Volume (in China)	500 units/year			

CM420ADN

【Positioning】

<input type="checkbox"/> New	
<input type="checkbox"/> Successor	This series is the successor to the CM410ADN / 320ADN / 260ADN (46,200-68,200 yuan; 35/30/25ppm in color and monochrome) released in February. Like its predecessors, the entry-level A3 series is supplied by Fujifilm Business Innovation. Super EA-Eco toner is used in the new line, which has replaced the one generation older EA-Eco toner used in the previous models.
<input type="checkbox"/> Other	
<input checked="" type="checkbox"/> Supplied as OEM	

【Sales Target】

Target	For government and general office use.
--------	--

【Product Lineup and Competitors】 *is optional.

Model	Release Date (Yr./Mo.)	Price (yuan)	Speed (ppm)	Copy	Printer	FAX	Scanner
CM420ADN	24.3	68,200 *predecessor's price	C35/M35	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Competing Model	"CM8036DN" (GWI) *OEM by Konica Minolta	24.1	88,999	C36/M36	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"HGFC5366" (HG) *OEM by Konica Minolta	20.7	75,680	C36/M36	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"MC3550CDN" (TOEC) *OEM by Sharp	21.8	45,000	C35/M35	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"iR-ADV DX C3835" (Canon)	21.12	84,000	C35/M35	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
	"TASKalfa 3554ci W" (Kyocera DS)	22.8	74,303	C35/M35	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

Sample Page
Excerpt from "Production News"

P - Roller - Archem - 1

We report on Archem's roller business from our 2024 version of Roller and Roller-related Market Forecast, scheduled to be published in June this year.

Archem was established in January 2022 to take over Bridgestone's chemical products solutions business and began sales activities in August 2022. As of June 2023, Archem withdrew from domestic production of OA rollers and transferred production to China and the Philippines.

charge rollers, and
Total shipment
shipment value
production due to
stagnated, which
continue through
All of Archem's
Partnership, which
based in Tokyo. F

<Changes
Bar graph Shipment volume
(Unit: Thousand)
Line graph Shipment value
(Unit: Million yen)

Unit: Thousand

Shipment volume
(Unit: Thousand)

Shipment value
(Unit: Million yen)

*Source: 2024 versi
by Data Supply Inc.
The report provid
and abroad. If you a

Sample Page
Excerpt from "Other News"

Other News

O - Industry Restructuring - Fujifilm Business Innovation/Konica Minolta - 1

On April 15, Fujifilm Business Innovation and Konica Minolta announced that they will begin talks to form a business alliance in the MFP, office printer and production printer segments. Their plans include integrating raw materials and components procurement divisions and forming a business alliance in terms of toner development and production.

Fujifilm Business Innovation and Konica Minolta will establish a new company by September to integrate procurement functions responsible for various raw materials and components. Fujifilm Business Innovation will own a majority stake in the new entity. In addition to reducing costs by making larger purchases, the companies are also looking to

secure stable supp
across industries
shortfall in Konica
cuts.

Fujifilm Busine
development and p
method, which has
toner a year, bring
annual production
15,000 tons establ
production, and de
companies would
perspective, this co
are significant ad
explosion in 2021
polymerized toner

Other than this,
Innovation, which
supply network in t
strategy. In addition
toner development
combine developm
scale joint develop
Canon, Ricoh (ETH
how the two compa

<Comparison of ship

Shipment volum
Shipment volum
Toner production
Production volum
photoconductors

Sample Page
Excerpt from "Other News"

O - Printer - GWI - 1

In March, China's GWI launched its internally developed A4 monochrome printer/MFP "2400/2500 series" (six models). GWI plans to promote the series equipped with proprietary security technology to the government, military, and key industries in China.

GWI was established in 2007 in Changsha, Hunan Province. It is a precision equipment company under the China Electronics Corporation, which is a state-owned enterprise under the immediate control of the Chinese central government (State Council). In November 2019, GWI entered the MFP/printer market by launching its own brand of A3 MFP (Sharp was an OEM supplier). The A4 printer has been supplied by PANTUM of China, but the new models have an in-house engine produced at GWI's own factory.



<Product Lineup>

	M2500ADN	M2500ADW	M2400ADN	M2400DW	P2400DN	P2400DW
Function	Copy/Printer/Scan			Printer		
ADF	○	○	×	○	×	○
Wi-Fi	×	○	×	○	×	○
Speed	25ppm (A4)			24ppm (A4)		
First Print Time	Less than 5 seconds					
Resolution	600×600dpi					
Paper size	B5-A4					
Paper Capacity	150 sheets					
Dimensions (W x D x H)	420×336×310.7mm		420×336×260.35mm		356×247×202mm	
Weight	9.6kg		8.9kg		6.6kg	

April 2024

■ Featured Article ■

Featured Article 1 - Photoconductor Market	1
1. Worldwide photoconductor market	2
2. Production volume share by manufacturer (2023)	5
3. Overview of major photoconductor manufacturers	8
Featured Article 2 - APPPEXPO 2024	11
1. Overview	12
2. Exhibits of signage printer manufacturers	13
3. Exhibits of other manufacturers (textile, ink, and heads)	19

■ Follow Up ■

F - Monochrome MFP (A3) - Canon - 4	23
(iR-ADV 4045F and others)	
F - Monochrome MFP (A3) - Fujifilm Business Innovation - 2	24
(ApeosPort 4570 and others)	
F - Monochrome MFP (A3) - Konica Minolta - 2	25
(bizhub 450i and others)	
F - Monochrome MFP (A3) - Ricoh - 2	26
(IM 5000 and others)	

■ Newly Released ■
[Japan]
<Office>

N - Monochrome MFP (A3) - Muratec - 1	27
(MFX-8239 Standard model/Is model)	

[North America]
<Professional>

N - Color Production Printer (A3+) - Sharp US - 1	30
(BP-1200C/1200S)	

[China]
<Office>

N - Color MFP (A3) - PANTUM China - 2	33
(CM420ADN/330ADN/270ADN)	

N - Monochrome MFP (A3) - PANTUM China - 3	37
(BM420ADN/330ADN/270ADN)	

N - Monochrome MFP (A4) - PANTUM China - 4 (M1 lite)	39
<Professional>	
N - Monochrome Production Printer (A3+) - Konica Minolta China - 2 (AccurioPress 7136/7120)	41

■ Production News ■	
P - Establishment of New Company - Toshiba TEC - 1 (Toshiba TEC establishes ETRIA PRODUCTS USA to manufacture and sell toner)	43
P - Photoconductor - Ricoh - 1 (Changes in Ricoh's production volume of photoconductors/2024 version of Photoconductor Market Forecast)	44
P - Photoconductor - Mitsubishi Chemical - 1 (Changes in Mitsubishi Chemical's production volume of photoconductors/2024 version of Photoconductor Market Forecast)	45
P - Roller - Archem - 1 (Changes in Archem's shipment volume and shipment value of OA rollers/2024 version of Roller and Roller-related Market Forecast)	46
P - Pressure Roller - Toho Rubber - 1 (Changes in Toho Rubber's shipment volume of pressure rollers/2024 version of Roller and Roller-related Market Forecast)	47

■ Distribution News ■	
D - European Market Entry - Fujifilm Europe - 1 (Fujifilm launches office MFPs, Apeos series, in Europe)	48
D - Establishment of New Company - Kyocera Document Solutions/TA Triumph-Adler - 1 (Establishment of new company to combine European logistics operations)	49
■ Other News ■	
O - Industry Restructuring - Fujifilm Business Innovation/Konica Minolta - 1 (Talks to form a business alliance in the MFP and office printer segments)	50
O - Restructuring - Konica Minolta - 1 (Konica Minolta to cut 2,400 jobs in Japan and abroad by the end of March 2025)	51
O - MFP - Lexmark - 1 (Lexmark launches its first in-house A3 MFPs/printers, the new Lexmark 9 Series)	52
O - Business Transfer - Xerox/PBS Group - 1 (Xerox to transfer operations in Peru and Ecuador to PBS)	53
O - Consolidated Subsidiary - Fujifilm Business Innovation/RIPCORD - 1 (Fujifilm BI to make Fujifilm Ripcord a consolidated subsidiary)	54
O - MFP - Konica Minolta - 1 (Konica Minolta Europe launches a total of 21 A3/A4 MFP models simultaneously)	55

Table of Contents

O - Printer - GWI - 1	56
(GWI launches internally developed A4 monochrome printer/MFP "2400/2500 series")	
O - Strategic Alliance - iAicon/CET - 1	57
(iAicon and CET form a strategic partnership)	
O - Industrial Inkjet Printer - Ricoh/Flora - 1	58
(Flora X20 jointly developed by Ricoh Europe and Flora will be available in Europe)	
O - China's Corporate Interview - XULI - 1	59
(Interview with a signage printer manufacturer based in Guangzhou, China)	
O - Industry-related News - Individual Manufacturers - 4	61
Brother Industries to launch WF1-L640 latex wide-format printer/FUJIFILM Holdings to virtually switch all electricity used at head office and major R&D facilities to renewable energy/Xerox expands portfolio access for channel partners/Ricoh sells Ricoh eDiscovery (electronic data disclosure) business in North America to Array/Ricoh announces its new environmental goals/Ricoh announces DTF printer for the digital garment production market/11 Canon printing products earn EPEAT Climate+ designation/Canon launches three new wide-format printers added by orange and gray inks (7-color models)/Canon launches three new wide-format (12-color) printers for graphic arts/Kyocera Document Solutions starts full-scale operation of its solar power generation system at its Vietnam Plant/Epson Sales launches PaperLab A-8100 dry-process office papermaking system/Epson Sales launches A4 color line inkjet MFP LM-C400	