

MONTHLY ELECTROPHOTOGRAPHY

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

2024. 7



Canon China (A4/Monochrome) imageCLASS LBP248x



Sharp US (A4/Color) MX-C358F MFP



Lexmark (A3/Color) CX963se



Kyocera Document Solutions
(A4/Monochrome) ECOSYS MA4000wifx




Sample Page

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

■ Newly Released ■
[Japan]
<Office>
N - Monochrome Printer/MFP (A4) - Kyocera Document Solutions - 3

Product Name	ECOSYS PA4000wix/MA4000wifx/MA4000wix		
Price	Open		
Release Date	July 11, 2024		
Size	A4		
Speed	40ppm (A4)		
Function	Copy	Printer	FAX Scanner
(*is optional.)	Please see the table below.		
Target Sales Volume (Japan)	3,500 units/year		



[Positioning]

	New	This series
<input type="checkbox"/>	Successor	speed: 40ppm 160,000/100
<input type="checkbox"/>	Other	new "ultra" energy effie
<input type="checkbox"/>	Supplied as OEM	

[Sales Target]

Target	General off
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[Product Lineup and Co

Model
ECOSYS PA4000wx
Competing Model
"Satera LBP244" (Can
"bizhub 4000" (Konica
"RICOH P 501/501M"
"ApeosPort Print 4020 (Fujifilm BI)
Model
ECOSYS MA4000wifx/MA400
Competing Model
"Satera MF467dw" (C
"bizhub 4020" (Konica
"RICOH IP 5008F" (R
"ApeosPort 4020SD" (F

Sample Page
Excerpt from "Follow Up"

F - Monochrome Production Printer (A3+) - Fujifilm BI - 3

This is the follow-up of Fujifilm Business Innovation's A3+ monochrome production printers. Supply under its own brand and OEM shipments to Xerox have declined significantly in 2024.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'22	'23	'24.1Q
Revoria Press E1100, E1110, E1110P, E1110s, E1110SP, E1110e, E1110P	100-136ppm (Mono)	Japan Overseas			
Revoria Press CF125, CF168, CF181 #55 J Continuous Feed	230-600ppm (Mono)	Japan			
(Fujitsu)PS51110R					
(Fujitsu)PS5230C, PS5400C					
(Xerox) D95, D95A, ED95A, Nuvoq; 100, Print 4112 Copier/Printem D110, Print L D125, ED125, D130, PrintLink B9130					

<Product Overview>
Fujifilm BI's monochrome production printers have integrated into the Revoria series since 2021. The series consists of 100ppm, 1125ppm and 136ppm printers. Their print engines are based on air assist and a high-pressure printing. Also available are printing, a low-gloss EA-ECO. The Revoria series is also an industry standard JDF and support for industry standard variable printing. In addition, variable printing while a variety of IO and off

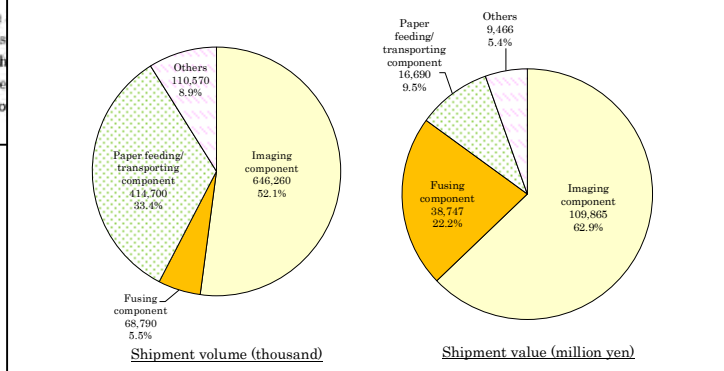
<Unit Sales>
Fujifilm BI's sales are on about 93% of the 2022 levels in 2024 was about 65% of the strong for Xerox and overseas production agreement and o

Sample Page
Excerpt from "Featured Article - Latest Market Trends in Copier/Printer Components (Roller/Belt/Blade)"

1. Overview

Shipment volume/value comparison by component (2023)

Component	Shipment volume (K)	Ratio (%)	YoY (%)	Shipment value (million yen)	Ratio (%)	YoY (%)	
Imaging component	Charge Roller	157,720	12.7%	91.8	29,530	16.9%	96.4
	Magnetic Roller	109,340	8.8%	90.9	21,530	12.3%	94.3
	Developer Roller	84,660	6.8%	90.4	21,550	12.3%	94.3
	Toner Adder Roller	89,470	7.2%	93.0	8,000	4.6%	97.9
	Transfer Roller	38,580	3.1%	76.9	4,940	2.8%	84.9
	Intermediate Transfer Belt	9,820	0.8%	99.8	12,045	6.9%	100.5
	Cleaning Blade	156,670	12.6%	91.7	12,270	7.0%	94.4
Sub total	646,260	52.1%	90.6	109,865	62.9%	95.3	
Fusing component	Heat Roller	13,860	1.1%	78.4	6,000	3.4%	89.7
	Fuser Belt	18,570	1.5%	84.9	15,570	8.9%	97.5
	Pressure Roller	35,100	2.8%	78.9	16,760	9.6%	91.8
	Pressure Belt	1,260	0.1%	77.8	417	0.2%	80.2
	Sub total	68,790	5.5%	80.3	38,747	22.2%	93.5
Paper feeding/transporting component	Paper Feeder Roller	155,770	12.6%	85.1	6,490	3.7%	93.1
	Transporting Roller	258,990	20.9%	85.3	10,200	5.8%	90.7
	Sub total	414,700	33.4%	85.2	16,690	9.5%	91.6
Others	110,570	8.9%	80.5	9,466	5.4%	84.3	
Total	1,240,320	100.0%	87.2	174,768	100.0%	93.9	



In 2023, **the total shipment volume** of rollers and roller-related components (13 key items) **was 1,240.32 million units, or 87.2% year on year, and the total shipment value was 174.768 billion yen, or 93.9% year on year.**

Sample Page

Sample Page
Excerpt from "Other News"

O - Statistics - JBMIA - 2

On May 15, Japan Business Machine and Information System Industries Association, or JBMIA released the shipment results of copiers and MFPs of the first quarter (January-March) of 2024.

The shipment volume of copiers and MFPs in the first quarter (January-March) of 2023 totaled **851,602 units, or 87.2% year on year, and the shipment value was 211.635 billion yen, or 103.2% year on year**.

Product
Monochrome Copier/MFP
Color Copier/MFP
Total

Sample Page
Excerpt from "Environmental News"

E - Remanufactured MFP - Fujifilm Business Innovation - 1

Fujifilm Business Innovation (Fujifilm BI) announced that it will launch six models of the ApeosPort-VII C R series on July 19 as remanufactured models of the ApeosPort-VII C series A3 color MFPs.

The remanufactured series is based on the concept that used items are valuable resources, not waste. By reviewing the history of used MFPs collected from customers, Fujifilm BI determines whether the equipment and parts can be reused based on its criteria. Worn parts are replaced, while reusable parts are removed and cleaned for assembly. The inspection process after assembly is identical to that of a new machine, ensuring quality and reliability.

The series achieves up to 80% reduction in parts and 53% compared to new change. For instance, [unclear] may have occurred [unclear]

Parts re




In 1995, the company set a key priority for reducing the product life cycle from [unclear]. Since that time, parts recycling technology has been used to target to reduce the use of new used MFPs, toner cartridges, plastics and recycle

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

【North America】
<Office>
N - Color MFP/Printer (A3) - Lexmark - 1

Product Name	CX963se/963xse/962se/962tse/961se/961tse/961se/961se/CS963e			
Price	\$4,439-\$10,789			
Release Date	June 2024			
Size	A3			
Speed	55/45/35/25ppm (A4)			
Function (*is optional.)	Copy	Printer	FAX	Scanner
	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Target Sales Volume (Worldwide)	50,000 units/year (estimated by Data Supply Inc.)			



CX963se

【Positioning】

<input type="checkbox"/> New	This series is the company's first internally developed A3 color MFPs/printers. The existing A4 engine technology was reportedly transferred to the A3 engine, and it is believed that the same non-magnetic mono-component development method is used as in the A4 model. Versatility, simplicity and sustainability are the focus of this series, and accessibility, modular support, paper handling, and workflow software are also widely provided.
<input type="checkbox"/> Successor	
<input type="checkbox"/> Other	
<input type="checkbox"/> Supplied as OEM	

【Sales Target】

Target	Designed for medium to large workgroups.
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【Product Lineup and Competitors】 *is optional.

Model	Release Date (Yr./Mo.)	Price	Speed (ppm)	Copy	Printer	FAX	Scanner
CX963se	24.6	\$9,469	C55/M55	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CX963xse	24.6	\$10,789	C55/M55	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Competing Model	The new series is priced extremely lower than copier-based MFPs, and there are currently no competing devices. There are also no printer-based competing models.						

Model	Release Date (Yr./Mo.)	Price	Speed (ppm)	Copy	Printer	FAX	Scanner
CX962se	24.6	\$8,469	C45/M45	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CX962tse	24.6	\$9,559	C45/M45	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Competing Model	"M776zs" (HP)	19.10	\$8,813	C46/M46	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

July 2024
■ Featured Article ■

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■ Newly Released ■
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