

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. 9



Ricoh (A3+/Monochrome) RICOH Pro 8420S



Lenovo China (A4/Monochrome) Elephant



Konica Minolta Europe (A3+/Color)
AccurioPrint C751i



Canon (A0/Monochrome) plotWAVE T55/T50



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

Sample Page
Excerpt from "Follow Up"

F - Monochrome Printer/MFP (A4) - Kyocera Document Solutions - 6

This is the follow-up of Kyocera Document Solutions' A4 monochrome printer/MFPs (41-69ppm). The downward trend continues in this segment, with average monthly shipments declining 5.3% from 2022 to 2024.

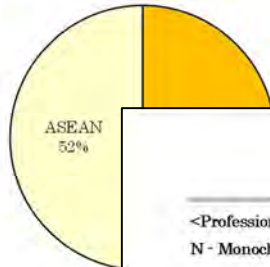
Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'22	'23	'24.3Q
MFP/ ECOSYS M2040dn, M2040idw, M3145dn, M3645dn, MA4500E, GDoc, x Printer/ ECOSYS P3045dn, P3145dn, PA4500x	41, 45ppm (Mono)	Japan Oceania			
MFP/ ECOSYS M3550dn, M3655dn, MA5500fx Printer/ ECOSYS P3050dn, P3150dn, PA5000x, P3055dn, P3155dn, PA5500x	50, 55ppm (Mono)	Oceania			
MFP/ ECOSYS M3560dn, M3660dn, M3860dn, MA6000fx Printer/ ECOSYS P3060dn, P3160dn, P3260dn, PA6000x	60ppm (Mono)	Japan Oceania			

OEM (Olivetti) Printer/ PG L204
OEM (TAUTAN) MFP/ P-4531, 4532 Printer/ P-4532, 4533

Sample Page
Excerpt from "Featured Article - Trends in the Production Bases of MFP and Printer Manufacturers"

1. Production volume by region (2023)

1) Copier/MFP



Historically, Chinese manufacturing bases with highly-skilled workers have been a key contributor to the production of MFPs. However, the recent U.S.-China conflict and the pandemic have accelerated the shift in production to ASEAN countries. ASEAN's production ratio for the mainstay A3 MFPs exceeds

<Product Overview>

Kyocera Document Solutions' A4 monochrome printer/MFPs (41-69ppm) are being replaced by A3+ as the latest model. The new model features a keypad for easy operation and a "Prescribe" button available as an option. Wi-Fi is also supported. With these features, the printer is a productive hybrid enhanced with 520-sheet paper capacity up to 2,630 sheets.

<Unit Sales>

Sales volume for OEMs are stable and down about 10% from 2022. The majority of sales is almost balanced between

Vietnam
Annual production volume... Approximately 600,000 units. FUJIFILM Business Innovation Co., Ltd. and Kyocera Document Solutions produced a total of 600,000 units. Further growth in production is anticipated in the future.

Thailand
Annual production volume... Approximately 1.1 million units. The country is the primary production site for Canon and Ricoh's A3+ MFPs, while Sharp also manufactures devices for the U.S. market. Production will continue to increase.

Malaysia
Annual production volume... Approximately 500,000 units. The country is the primary production site for Konica Minolta's main MFPs, while Toshiba TEC also conducts final assembly for the market.

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

<Professional>

N - Monochrome Production Printer (A3+) - Ricoh - 6

Product Name	RICOH Pro 8400 series		
Price	5,445,000-9,922,000 yen		
Release Date	September 19, 2024		
Size	A3+		
Speed	8420 series: 136ppm (A4) 8410 series: 111ppm (A4) 8400 series: 96ppm (A4)		
Function (*is optional.)	Copy	Printer	FAX Scanner
Target Sales Volume (worldwide)	3,000 units/year (estimated by Data Supply Inc.)		



RICOH Pro 8420S

【Positioning】

New	The RICOH Pro 8400 series is the successor to the RICOH Pro 8320Y/8320HT/8320S (7,47,484 million yen/136ppm), RICOH Pro 8310Y/8310HT/8310S (5,775,765 million yen/111ppm), RICOH Pro 8300S (4.8 million yen/96ppm) released in May 2019. The scanning speed has been increased from its predecessor (from 120ppm to 140ppm in color and monochrome), and the paper feeding capability has also been improved.
Successor	
Other	
Supplied as OEM	

【Sales Target】

Target	Sales will be expanded to the distribution, financial and government sectors, which have high in-house printing needs, as well as the commercial printing sector.
--------	---

【Product Linetup and Competitors】

Model	Release Date (Yr./Mo.)	Price (10K yen)	Speed (ppm)	*is optional.		
				Copy	Printer	Scanner
RICOH Pro 8420Y/8420HT	24.9	893.3	136	×	○	×
RICOH Pro 8420S	24.9	992.2	136	○	○	○
Competing Model	Canon "varioPRINT 130 Production Model"	17.9	750	133	○	○
	Konica Minolta "AccurioPress 6136P"	18.2	945	136	×	○
	Konica Minolta "AccurioPress 6136"	18.2	1,040	136	○	○
	FUJIFILM BI "Revoria Press E1136P"	21.7	1,175	136	×	○
	FUJIFILM BI "Revoria Press E1136"	21.7	1,105	136	○	○

Sample Page
Excerpt from "Other News"

O - Financial Results - Xerox - 3

Xerox announced financial results for the second quarter of fiscal 2024 (April to June).

① Overall

Unit: million dollars

	Sales	Growth rate (YoY)	Operating profit	Profit ratio	Net profit	Profit ratio
Equipment	\$356	-25.8%	—	—	—	—
Post Sale	\$1,222	-8.5%	—	—	—	—
Total Xerox						

Company-wide sales in Japan (at an exchange rate of 1 U.S. dollar = 156 yen as of June 2024), marking a decrease of about 13.2 billion dollars (about 2.8 billion yen) from the same period last year. By product, sales of equipment decreased by 55.2 billion yen, and sales of post-sale services decreased by 189.4 billion yen.

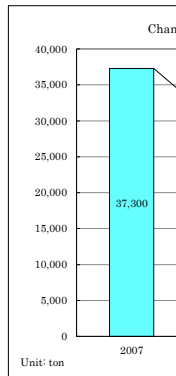
As for equipment sales, sales decreased by about 17% and entries...

Sample Page
Excerpt from "Other News"

O - Business Withdrawal - Mitsui Chemicals -1

On September 2, Mitsui Chemicals **announced its withdrawal from the toner binder resin business. Production will cease in the first half of FY2025.**

The company had been operating a styrene-acrylic resin and polyester resin business for toner binders, but the business had become extremely unprofitable due to intensifying price competition, soaring raw material prices, and shrinking demand for printing due to the change in work style after COVID-19. In response to this situation, the company has worked on all kinds of streamlining and cost reduction measures. However, it has decided to withdraw from the business.



Mitsui Chemicals' toner binder resin production has been declining steadily since 2017. Production was discontinued in Japan in 2023 and consolidated in Japan. Production volume in 2023 was 12,300 tons, which was reduced to about 600 tons in 2024. **The current production volume is about 600-700 tons per year, and production will be discontinued in 2025, after which the company will determine how to deal with its suppliers and how much...**

Sample Page
Excerpt from "Other News"

O - Exhibition - Sign & Display Show 2024 - 1

I. Outline of the Exhibition

Sign & Display Show 2024 was held at Tokyo Big Sight for three days from Wednesday, September 11 to Friday, September 13, 2024. It is one of the largest exhibitions held by an industry organization in Japan, showcasing all the materials, processing equipment, machine tools and other related products necessary for the production and installation of signs and displays.

~Number of visitors~

Wednesday, September 11	Thursday, September 12	Friday, September 13	Total for 3 days
5,013	6,039	7,218	18,270



We will report on the industrial inkjet printer manufacturers that exhibited at the show.

 September 2024

■ Featured Article ■

Featured Article - Trends in the Production Bases of MFP and Printer Manufacturers	1
1. Production volume by region (2023)	2
1) Copier/MFP 2) Laser/LED printer (LP)	
3) Production printer (PP) 4) Inkjet printer (IJP)	
2. Production base trends for individual companies	6
[1] Canon [2] Ricoh [3] FUJIFILM Business Innovation [4] Konica Minolta	
[5] Kyocera Document Solutions [6] Sharp [7] Toshiba TEC [8] Brother Industries	
[9] OKI Electric Industry [10] HP [11] Lexmark [12] PANTUM	
[13] Seiko Epson [14] Others	

■ Follow Up ■

F - Monochrome Printer/MFP (A4) - Canon - 8	15
(MF541dw and others)	
F - Monochrome Printer/MFP (A4) - Brother Industries - 3	16
(DCP-L6600DW and others)	
F - Monochrome Printer/MFP (A4) - Kyocera Document Solutions - 6	17
(ECOSYS M2040dn and others)	
F - Monochrome Printer/MFP (A4) - FUJIFILM BI - 5	18
(DocuPrint M465 AP and others)	

■ Newly Released ■
[Japan]
<Office>

N - Color MFP (A4) - Ricoh - 4	19
(RICOH IM C320F)	
N - Color MFP (A4) - Ricoh - 5	23
(RICOH P C370SF)	

<Professional>

N - Monochrome Production Printer (A3+) - Ricoh - 6	26
(RICOH Pro 8400 series)	

<Wide-format>

N - Monochrome MFP/Printer (A0) - Canon - 1	30
(plotWAVE T55/T50/T35/T30 serie)	

[Europe]
<Professional>

N - Color Production Printer (A3+) - Konica Minolta Europe - 2	34
(AccurioPrint C751i with built-in fiery controller/ AccurioPrint C751i Flux with built-in accuriopro flux essential)	

[China]
<Office>

N - Color Printer/MFP (A4) - Aurora China - 1	37
(ADC 260MWA/260PW/180MWC/180PW)	

N - Monochrome MFP (A4) - Lenovo China - 3	39
(Elephant)	

■ Production News ■

P - Toner - Ricoh - 1	41
(Changes in toner production volume and value/Source: 2024 version of Toner Market Forecast by Data Supply Inc.)	

P - Toner - Kyocera Document Solutions - 1	42
(Changes in toner production volume and value/Source: 2024 version of Toner Market Forecast by Data Supply Inc.)	

P - Toner - Handan Hanguang OA toner - 1	43
(Changes in toner production volume and value/Source: 2024 version of Toner Market Forecast by Data Supply Inc.)	

P - Toner Resin - Sanyo Chemical Industries - 1	44
(Changes in toner resin production volume and value/Source: 2024 version of Toner Market Forecast by Data Supply Inc.)	

■ Distribution News ■

D - U.S. Market Entry - FUJIFILM Business Innovation - 1	45
(Fujifilm Business Innovation starts selling office MFPs in the U.S. in October)	

■ Other News ■

O - Layoff - Ricoh - 1	46
(Ricoh starts the early retirement program in Japan and abroad)	

O - M&A - Seiko Epson - 1	47
(Seiko Epson to acquire Fiery)	

O - Restrictions on Share Acquisitions (Foreign Exchange Act) - Japanese Government - 1	48
(Six manufacturing segments, including MFPs, are added to the core industry list)	

O - Business Withdrawal - Mitsui Chemicals -1	49
(Mitsui Chemicals to withdraw from the toner binder resin business)	

O - Ending Production - Konica Minolta - 1	50
(Konica Minolta to end production at its manufacturing subsidiary in China in 1H 2025)	

O - Change of Scheduled Date of Establishment - FUJIFILM Business Innovation/Konica Minolta - 1	51
(Change of scheduled date of establishment of the joint venture)	

O - Strategic Partnership - Konica Minolta/Salesforce - 1	52
(Konica Minolta Business Solutions U.S.A. forms a strategic partnership with Salesforce)	

O - Establishment of Software Company - Konica Minolta - 1	53
(Konica Minolta establishes a software development company in Vietnam)	
O - Expansion of Manufacturing Facility - Canon - 1	55
(Canon Virginia to expand its manufacturing facility)	
O - The CHIPS and Science Act - HP - 1	56
(U.S. Department of Commerce grants up to \$50 million to HP)	
O - Ink - Fujifilm - 1	57
(Fujifilm's U.K. ink manufacturing site receives 'Zero to Landfill' certification from Valpak)	
O - Laser Printer - Image Star - 1	58
(Image Star of the U.S. launches a new brand of office supplies, Capsul)	
O - Textile Printer - Kyocera Document Solutions - 1	59
(Fabrics printed with FOREARTH inkjet textile printer presented to a fashion brand)	
O - Digital Embellishment Solutions - Xerox/Taktiful Software Solutions - 1	60
(Xerox and Taktiful Software Solutions of the U.S. form a new strategic partnership)	
O - Exhibition - Sign & Display Show 2024 - 1	61
(Outline of inkjet products and preliminary photo report)	
O - Financial Results - HP - 3	65
(HP announces its financial results for 3Q of FY2024)	
O - Financial Results - Xerox - 3	67
(Xerox announces its financial results for 2Q of FY2024)	
O - Financial Results - Chinese Manufacturers - 2	69
(Chinese manufacturers announce financial results for 1H 2024)	
O - Industry-related News - Individual Manufacturers - 9	73
Canon Marketing Japan signs capital and business alliance agreement with openpage/Canon launches four new home-use inkjet printer models, including the PIXUS XK130 and TS8830/Canon launches new service for SMBs to make it easier to connect MFPs and cloud storage/Ricoh agrees to global partnership with LG in the workplace experience area/Konica Minolta Japan and Connecty sign sales partnership agreement for enterprise cloud CMS service Connecty CMS on Demand (CMSoD)/Konica Minolta closes Taihozan Dormitory for employees/Konica Minolta awards Production Print Direct with its accreditation/Eureka College selects Epson's business printing solutions/Epson launches two new color inkjet label printer models/OKI Electric Industry releases new option for PLAVI Pro330S color LED printer/Toshiba TEC launches BX410T-TS02-S high-speed label printer/Katun Corporation launches new brand strategy/Elephantech announces fourth-generation printing platform and PCB mass-production equipment ELP04-PCB/Brother Industries launches two new TD-2D series standard models/Kanematsu begins sales of U.S.-made LX500 and LX910 color label printers in Japan/Mimaki Engineering announces four new wide-format inkjet printers/MUTOH Industries announces two new wide-format inkjet printers	