

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. 10



Xerox (A3/Color) PrimeLink C9200 series



Brother Industries US (A4/Monochrome) MFC-L2900DW



FUJIFILM Business Innovation
(A3/Color) Apeos C3067



Canon (A3/Color) imageFORCE C7165F



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

Sample Page
Excerpt from "Follow Up"

■ Follow Up ■
F - Monochrome MFP (A3) - Canon - 9

The sales follow-up for Canon's A3 monochrome MFP (31-40ppm) shows that there was a decline of approximately 20% from 2022 to 2023. However, in 2024, sales have slightly recovered, with a roughly 2% increase compared to 2023.

Major Model	Speed (ppm)	Sales area	Shipment volume (unit)		
			'22	'23	'24 2Q
imageRUNNER ADVANCE 4535F imageRUNNER ADVANCE DX 4735, 4835, 4935 imageRUNNER 2635, 2735, 2935	35ppm (Mono)	Japan			
		Overseas			

OEM:
(Deli) M351

<Product Overview>
Canon's primary monochrome A3 year. The model category. They product features compact, keyless scanning, a paper feeder, which models. The A scanning, and Wi-Fi is available. The device supports an optional finisher. It supports compatibility via NETEYE, etc.

<Unit Sales>
In Japan and a roughly 20% 2023, the sales were sold. This class this trend, the sales monitor the sales

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


Featured Article 2 - OGBS 2024

1. Outline of the exhibition

OGBS 2024 (Order Goods Business Show) was held at Sunshine City Exhibition Hall D for two days, from Wednesday, September 25 to Thursday, September 26, 2024. The exhibition is one of the largest in Japan, showcasing manufacturing equipment and materials for hand stamps, wear printing, etc.

There were 99 exhibitors in the OGBS Zone.

Date
Wednesday, September 25
Thursday, September 26



We will primarily look at the products that were exhibited at the show.

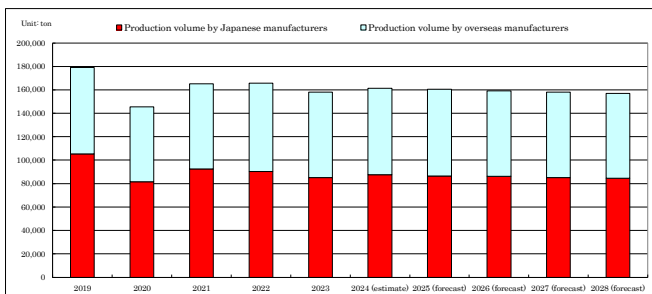
Sample Page
Excerpt from "Featured Article 1 - Toner Market"

1. Worldwide toner market trends

1) Overall (2019-2028)

	2019	2020	2021	2022	2023	2024 (estimate)	2025 (forecast)	2026 (forecast)	2027 (forecast)	2028 (forecast)
Production volume by Japanese manufacturers	105,180	58.7	81,273	56.0	92,485	56.0	90,167	54.4	85,110	53.8
%			77.6	113.4	97.5	94.4	102.7	99.0	99.4	98.9
Production volume by overseas manufacturers	73,870	41.3	63,980	44.0	72,810	44.0	75,692	45.6	73,062	46.2
%			86.6	113.8	103.9	96.6	101.3	99.9	98.8	99.8
Total	179,050	100.0	145,253	100.0	165,295	100.0	158,173	100.0	161,145	100.0
%			81.3	113.6	100.3	88.1	102.1	99.1	99.1	99.3

Unit: ton



Global toner production in 2023 was 158,173 tons, or 95.4% of the previous year's level (Japanese manufacturers: 85,110 tons; overseas manufacturers: 73,063 tons). Production saw a significant decline as both Japanese and overseas manufacturers initiated inventory adjustments after having fully stocked their inventories in the previous year.

In 2024, both Japanese and overseas manufacturers are once again building up inventories. While the market as a whole is expected to surpass the previous year's production volume, it is unlikely to reach the production levels seen in 2022. The material shortages and disruptions in international logistics caused by the pandemic have largely been resolved. **Major companies are now able to plan production volumes more in line with actual demand, unlike in 2021-2022,** when production slightly exceeded demand. It can be seen as the year when the true potential of the toner market will become apparent.

The toner market after 2025 is not expected to decline significantly, with production volume anticipated to remain around 160,000 tons for the foreseeable future. The Office Print Volume (PV) of major companies in developed countries appears to have stabilized at around 80-85% of the pre-pandemic levels. Although there were concerns that the decline in PV would accelerate due to the rise of paperless office environments and digital transformation (DX), there are no indications of a sharp drop in the coming years. Instead, there is strong confidence that PV will be maintained at a stable level for the foreseeable future.

Sample Page
Excerpt from "Other News"

O - Exhibition - RemaxWorld Expo 2024 (Photo Highlights) - 1

1. About RemaxWorld Expo 2024

1) Overview

RemaxWorld Expo is the world's largest exhibition for aftermarket consumables for printers and MFPs. It is held annually in Zhuhai, Guangdong Province, China, bringing together leading consumables manufacturers in China. The first expo was held in 2007, and this year marks its 18th edition. The event is organized by Recycling Times Media Corporation.

- 2) Basic Information
- Exhibition Dates
 - Venue: Zhuhai International Convention Center (of space)
 - Number of Exhibitors

2. Photo news update



Zhu

Sample Page
Excerpt from "Other News"

O - Exhibition - ITMA ASIA + CITME 2024 (Photo Highlights) - 1

1. About ITMA ASIA + CITME 2024

1) Overview

ITMA ASIA + CITME 2024 is a joint exhibition that combines ITMA (International Textile Machinery Association), the world's largest textile machinery show, with the China International Textile Machinery Exhibition (CITME), the largest textile event in China. This combined event has been held since 2008.

2) Basic Information

- Exhibition Dates: October 14-18, 2024 (5 days)
- Venue: National Convention Center
- Number of Exhibitors

2. Photo news update



Sample Page
Excerpt from "Other News"

O - Entry into the MFP Market - Katun - 1

On September 17, U.S.-based Katun Corporation (Katun), a leading manufacturer of compatible cartridges for MFPs, announced **the launch of its first A3 MFP brand, "Arivia," marking its entry into the MFP market.** The Arivia lineup consists of 11 models, including five monochrome MFPs (25-55ppm) and six color MFPs (25-65ppm). **All models are supplied by FUJIFILM Business Innovation (FBI) as OEM products.**

Katun was founded in 1979 in Minneapolis, Minnesota. The company is well-known as a major distributor of various consumables such as toner cartridges and drum units for the third-party market, with a particular strength in products for MFPs. Katun has business bases in three regions, including North America, and serves approximately 8,000 dealers and distributors worldwide. **In 2018, Taiwan-based General Plastic Industrial (GPI) acquired Katun** and brought it under its umbrella. GPI is the largest supplier of empty toner bottles and empty toner cartridges for copiers and laser printers in the third-party market, with sales reaching approximately 3.3 billion New Taiwan dollars (about 24 billion yen) in FY2023. By region, the U.S. and Europe account for 80-90% of GPI's total sales.

For FBI, Katun represents its latest U.S. OEM partner, following Xerox and Lexmark. While Katun's ability to sell MFPs remains uncertain, there are emerging trends in Europe and the U.S. to mandate the recycling of consumables. Strengthening its relationship with Katun in these recycling businesses could potentially benefit FBI as well.

October 2024

■ Featured Article ■

Featured Article 1 - Toner Market	1
1. Worldwide toner market trends	2
1) Overall (2019-2028) 2) Production share by manufacturer (2023)	
2. Toner production volume by monochrome/color (2019-2028)	4
3. Worldwide toner production volume by application (2019-2028)	5
1) Overall 2) Manufacturer share by application (2023)	
4. Worldwide toner production by manufacturing method (2019-2028)	8
1) Overall 2) Manufacturer share by manufacturing method (2023)	
5. Toner production by component (2019-2028)	10
1) Overall 2) Manufacturer share by component (2023)	
6. OEM/third-party ratio (2019-2024)	13
7. The impact of industry restructuring on the toner market	14
1) Changes in OEM market share 2) Progress of industry restructuring	
Featured Article 2 - OGBS 2024	19
1. Outline of the exhibition	19
2. Apparel market in Japan	20
3. Exhibition status of each company	23
1) Brother Industries 2) Roland DG 3) Epson Sales Japan 4) Image Magic	
5) Astem 6) Sublitt 7) Europort	

■ Follow Up ■

F - Monochrome MFP (A3) - Canon - 9	29
(imageRUNNER ADVANCE 4535F and others)	
F - Monochrome MFP (A3) - FUJIFILM BI - 6	30
(ApeosPort 3560 and others)	
F - Monochrome MFP (A3) - Konica Minolta - 5	31
(bizhub 136DN and others)	
F - Monochrome MFP (A3) - Ricoh - 6	32
(IM 3500 and others)	

■ Newly Released ■

[Japan]

<Office>

N - Color MFP (A3) - FUJIFILM Business Innovation - 1	33
(Apeos C3067/Apeos C3061 series)	
N - Color MFP (A3) - FUJIFILM Business Innovation - 2	38
(Apeos C7071 series)	

N - Color MFP (A3) - Canon - 2	44
(imageFORCE C7165F)	

[North America]
<Office>

N - Monochrome Printer/MFP (A4) - Canon US - 2	48
(imageCLASS LBP172dw/MF289dw/MF287dw/MF284dw)	

N - Monochrome Printer/MFP (A4) - Brother Industries US - 2	51
(HL-L2460DW XL/MFC-L2900DW/L2900DW XL)	

<Professional>

N - Color Production Printer (A3+) - Xerox - 4	54
(Xerox PrimeLink C9200 series)	

N - Monochrome Production Printer (A3+) - Ricoh US - 1	58
(RICOH Pro 8400 series)	

[Asia Pacific]
<Office>

N - Monochrome Printer/MFP (A4) - FUJIFILM BI Asia Pacific - 1	60
(ApeosPrint 4620 SDN/SDW/ Apeos 4620 SDF/SZ/SX)	

■ Environmental News ■

E - Recycled Plastics - Konica Minolta - 1	62
(Konica Minolta's recycled plastic adopted in SATO's label printers)	

E - Renewable Energy - Konica Minolta - 1	63
(100% renewable energy usage at all of its global production sites, excluding toner production)	

E - Ink Cartridge - Brother Industries - 1	64
(U.K production site begins recycling used ink cartridges)	

■ Production News ■

P - Toner - FUJIFILM Business Innovation - 1	65
(Toner production volume/production value trends/2024 version of Toner Market Forecast)	

P - Toner - Mitsubishi Chemical - 1	66
(Toner production volume/production value trends/2024 version of Toner Market Forecast)	

P - Toner Resin - Kao - 1	67
(Toner resin production volume/production value trends/2024 version of Toner Market Forecast)	

P - Toner Pigments - Sanyo Color Works - 1	68
(Toner pigment production volume/production value trends/2024 version of Toner Market Forecast)	

■ Other News ■

O - Potential Business Sale - Lexmark - 1	69
(Lexmark owners consider selling the company)	
O - Entry into the MFP Market - Katun - 1	70
(Katun announces its first A3 MFP brand Arivia)	
O - M&A - FUJIFILM Business Innovation/DXC Technology - 1	71
(FUJIFILM BI acquires DXC Technology's enterprise system sales and implementation support business)	
O - Printing Solutions - HP - 1	72
(HP announces HP Print AI at its annual HP Imagine event)	
O - M&A - HP/Vyopta - 1	74
(HP acquires software company Vyopta)	
O - M&A - Antalis/Xerox - 1	75
(French company Antalis acquires Xerox's paper business in the EMEA region)	
O - Managed Print Service - Xerox - 1	76
(Xerox announces new MPS feature: Carbon Neutral Services)	
O - Exhibition - ITMA ASIA + CITME 2024 (Photo Highlights) - 1	77
(Overview of the exhibition and photo highlights)	
O - Exhibition - RemaxWorld Expo 2024 (Photo Highlights) - 1	81
(Overview of the exhibition and photo highlights)	
O - Industry-related News - Individual Manufacturers - 10	86
Canon launches 4 new wide-format printers, including the imagePROGRAF TZ-32000, for CAD drawings and posters/Canon launches A2+ wide-format inkjet printer/Canon launches recycling program in Singapore/Canon ships FPA-1200NZ2C nanoimprint semiconductor manufacturing equipment to TIE/Canon and Amazon jointly file trademark infringement lawsuit in the U.S. against sellers of counterfeit toner cartridges/FUJIFILM Business Innovation acquires full ownership of joint venture FUJIFILM RIPCORD/Sharp's administrative kiosk terminals for municipalities now support cashless payments/Epson launches 9 new models across 5 home inkjet printer series/Epson Sales Japan launches first refurbished model compatible with Smart Charge: the LX-10000R/SCREEN Graphic Solutions opens Inkjet Innovation Center Kyoto at its Kumiyama Site/Perpetual Capital Partners acquires Novatech/EFI licenses digital printing business for building materials to DPI	