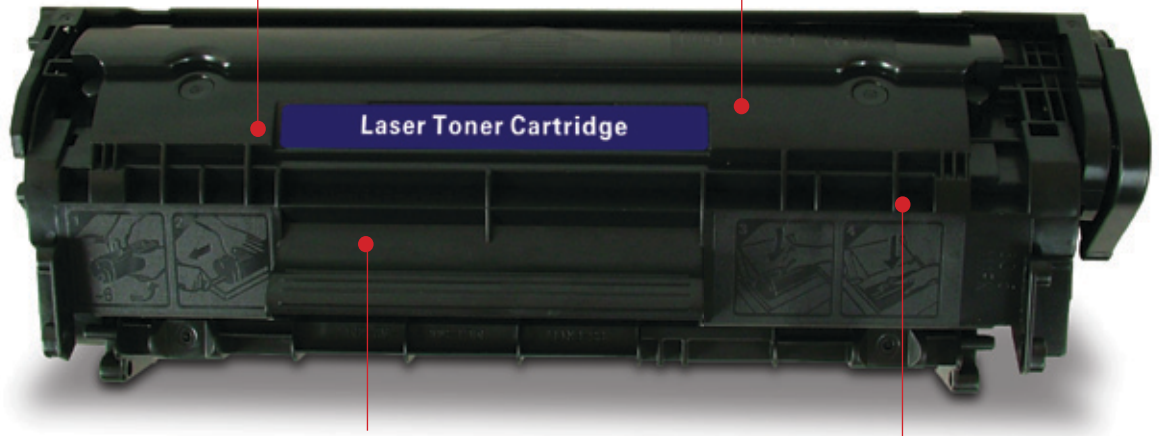


Compatible units remain key category

Typical features

- **Toner rollers:** Primary charge and magnetic rollers come from homegrown providers, although companies can get variants from overseas suppliers on request. Plastic parts are also obtained locally.

- **OPC drum:** Makers in China adopt domestically sourced inputs for entry-level black toner cartridges. Upscale units use imported OPC drums mainly from Mitsubishi, Hanp, Daewon SCN and Green Rich.



- **Toner powder:** To achieve better print quality in midrange and high-end models, suppliers turn to overseas providers, usually LG, Mitsubishi, Tomoegawa, Jadi and Trend Tone. Local powder is used in low-end varieties.

- **Chip:** Manufacturers source the component from Static Control and Apex Microelectronics to ensure high product stability and compatibility.

Price range (per unit)	Basic features
\$4 to \$40	Compatible type; 2,000 to 20,000-page yield at 5% coverage
\$6 to \$40	Remanufactured type; 2,000 to 20,000-page yield at 5% coverage

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Top trends

- **Compatible models prevail:** Remanufactured and compatible units constitute the selection in China. Due to the limited supply of empty cartridges, suppliers are churning out more of the latter type. This trend is expected to persist throughout 2012, keeping the compatible category in the mainstream with an over 70 percent share of yield.
- **Matching popular printer brands:** Makers concentrate R&D and production efforts on meeting the requirements of major laser printer brands. Models for HP, Canon and Samsung dominate output.
- **Price forecast:** Quotes will decrease in coming months as suppliers cope with the intense competition. The reduction, however, will be limited to 5 percent as labor costs and the yuan value continue to climb.
- **Output projection:** Companies forecast yield will jump by 20 to 50 percent or even higher as orders rise on the back of the product's price advantage. Compatible black toner cartridges are 50 to 60 percent less expensive than their branded counterparts. Increasing demand from emerging markets is also an opportunity for expansion.

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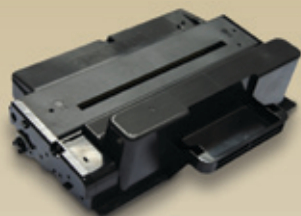
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[Chinamate Technology Co. Ltd](#)

★★★★☆☆

Model: HR-D205EC

Description: Compatible type; for Samsung printers; 10,000-page yield

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★★★★☆☆

Model: CE740A

Description: Compatible type; for HP printers; 7,000-page yield, 5% coverage; >3% defective rate

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[Orink Infotech Intl Co. Ltd](#)

★★★★☆☆

Model: LLE260/N/C

Description: Compatible type; for Lexmark printers; 3,500-page yield, 5% coverage

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[Ourway Image Co. Ltd](#)

★★★★★★

Model: HP CE285A

Description: Compatible type; for HP printers; 1,600-page yield; 80g toner load

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[Tatrix International China Co. Ltd](#)

★★★★★★

Model: Q2612A

Description: Compatible type; for HP, Canon printers; 2,000-page yield

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[Topjet Image Co. Ltd](#)

★★★★☆☆

Model: Q2612A/X

Description: Compatible type; for HP printers

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