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Thomas Wolf – Manager CEE

Mikhail Grigoriev – Manager Russia

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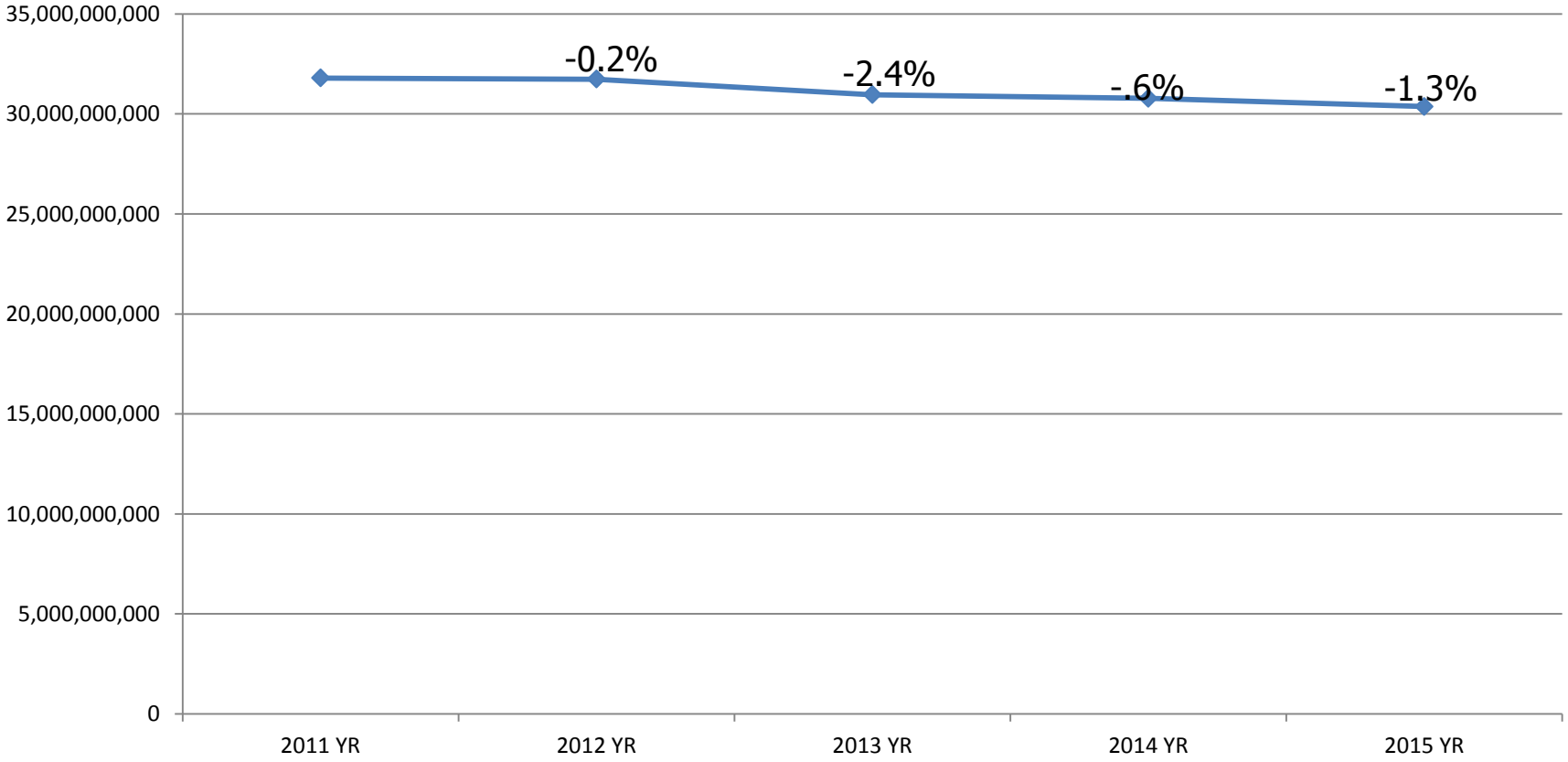
Reminder: Printer, Copier and MFP Forecast by World Wide Vendor *Revenue*



Source: Gartner Dataquest, Oct 2013, removed production print, low end (0-10ppm), and serial inkjet

How to be successful in the aftermarket

- Put your focus on:
  - **Color Copier**
  - Printer
  - New Products

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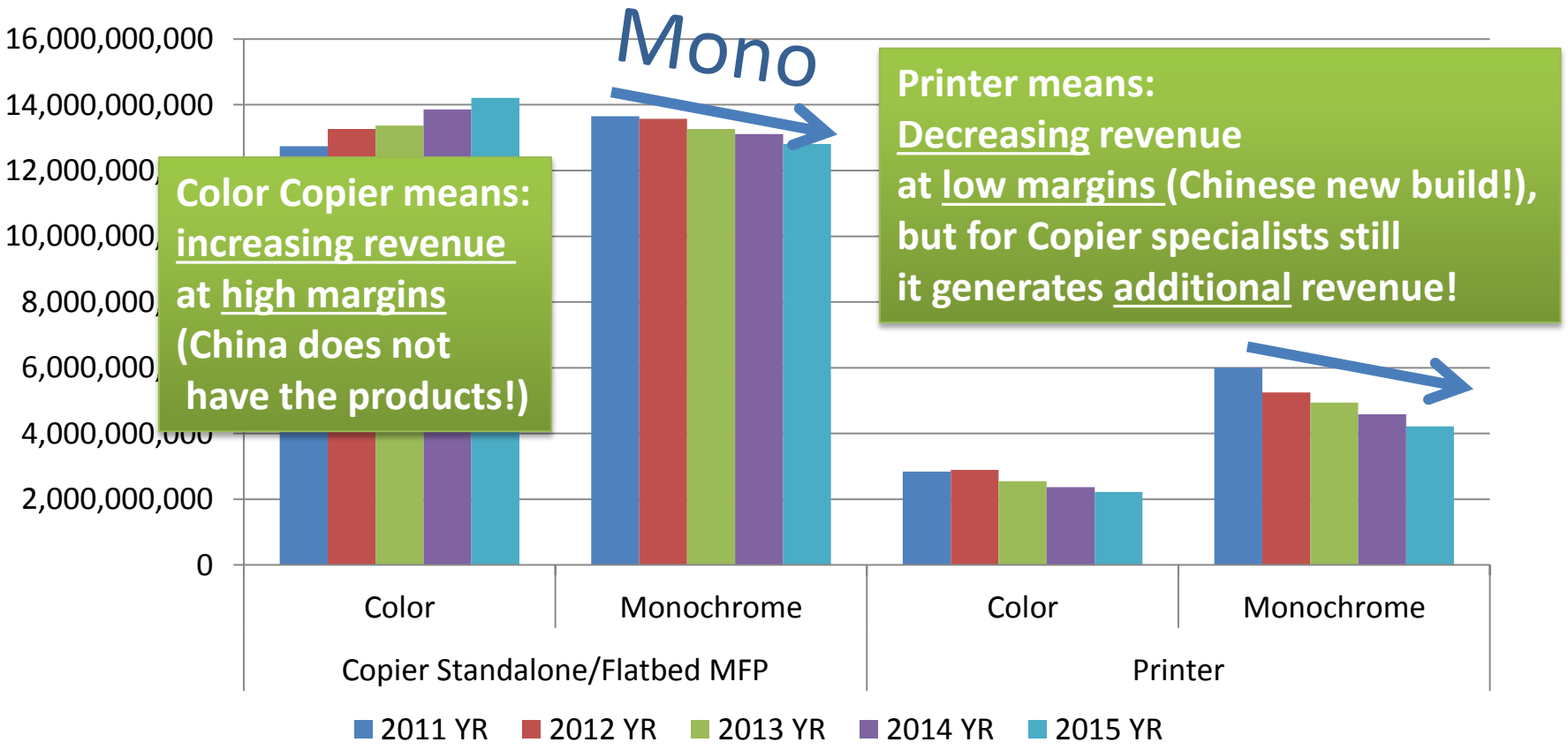
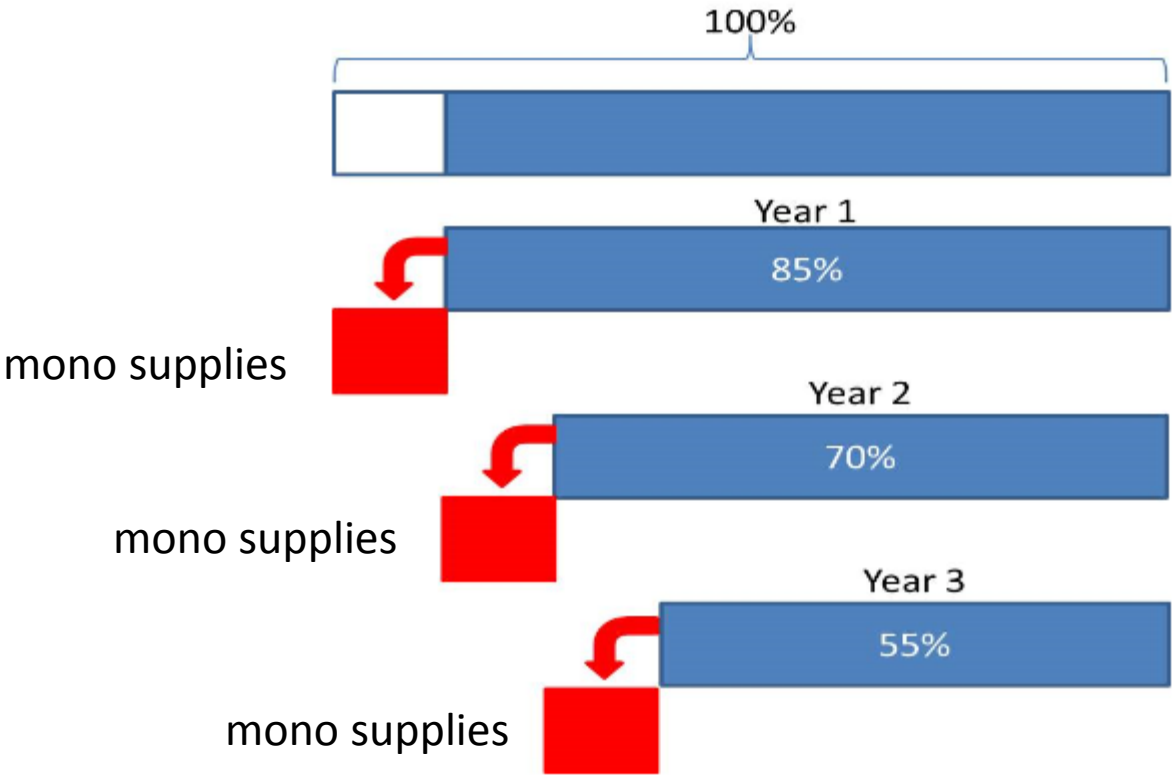
Why Should you focus on Color Copier?



Business with lack of new products



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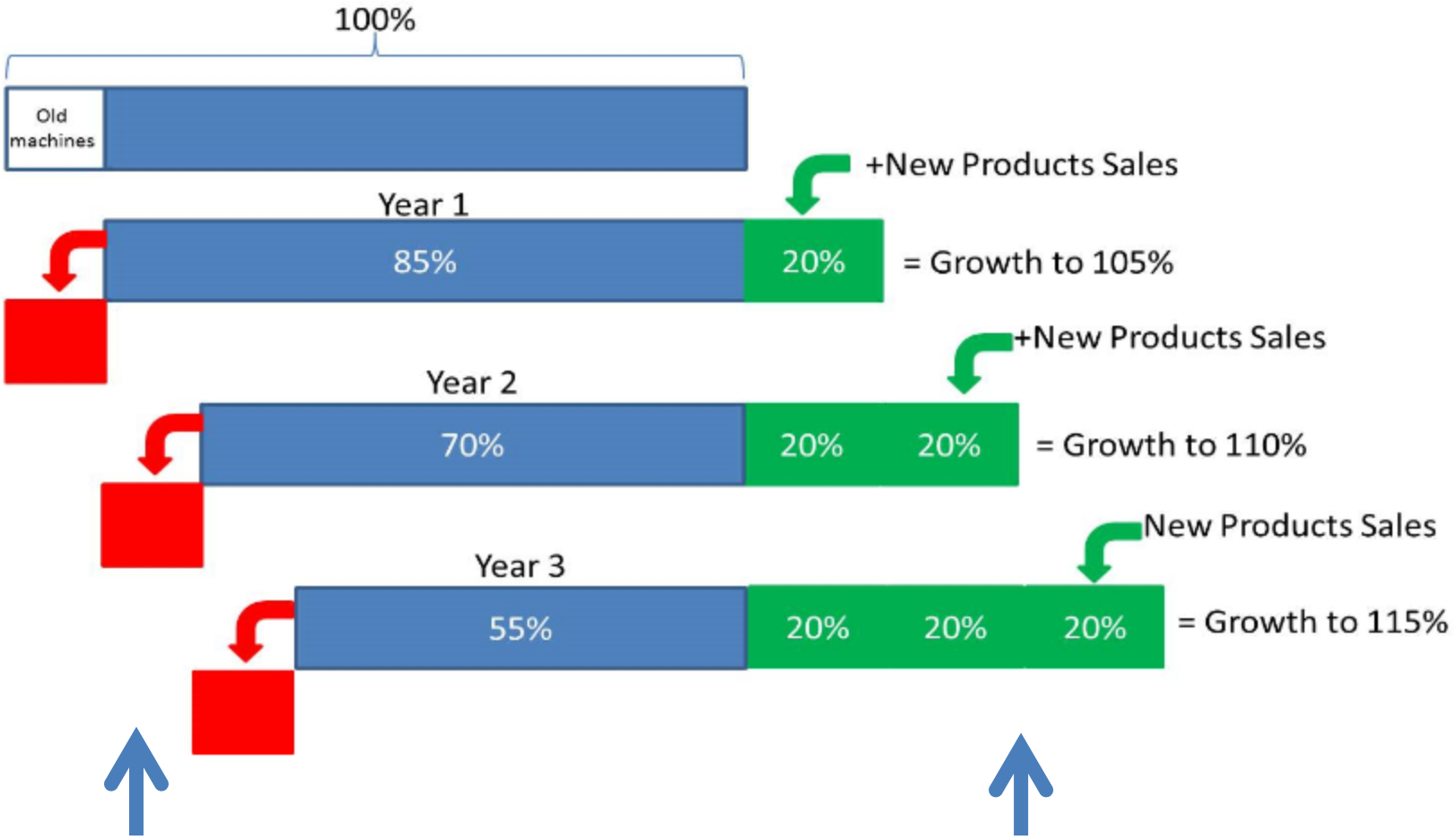
Why new (color) products are so important



Mono supplies **decreasing** !

Color supplies **increasing** !

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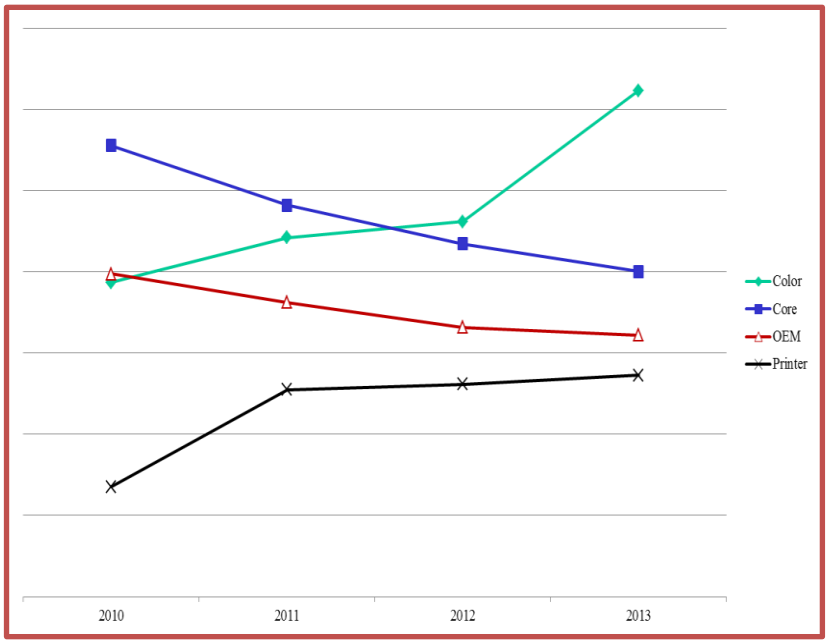
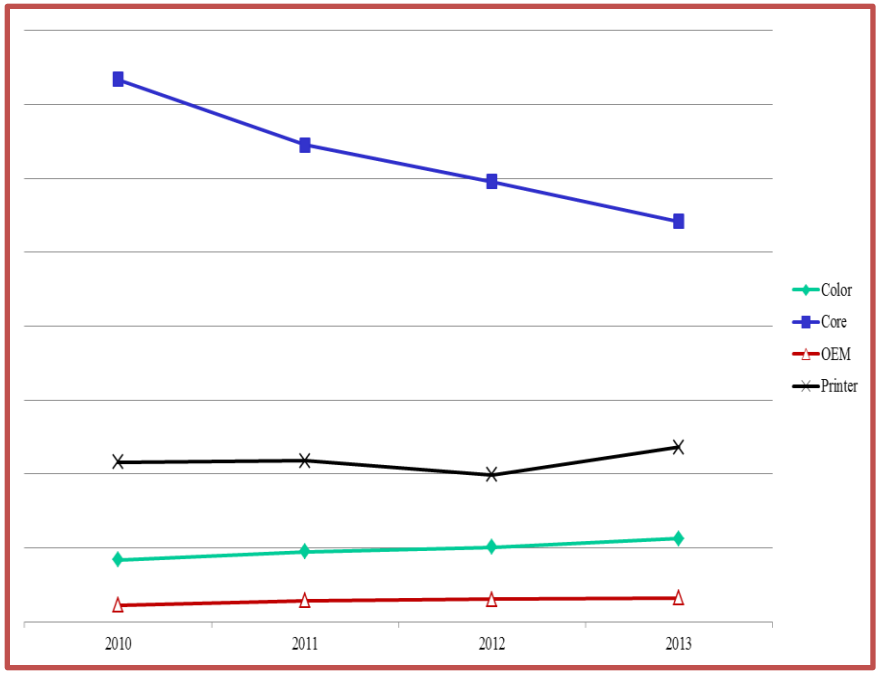
Western Europe vs. Eastern Europe



Western European Markets:
Katun Color Copier sales =
2 * Katun Printer Sales



Eastern European Markets:
Katun mono+color Printer sales =
2* Katun Color Copier Sales

2014

Was the best year for Katun EAME in a decade!

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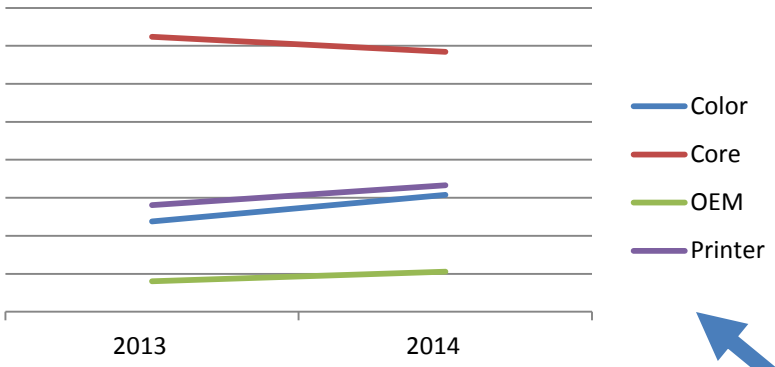
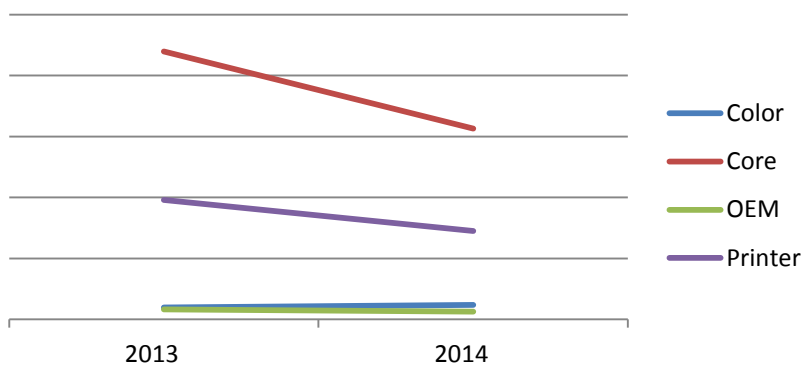
Katun in Central and Eastern Europe (CEE) 2014



Central and Eastern Europe without Russia, Belorus, Ukraine:
- Color Copier + Printer growing
- Katun can import and sell OEM

Strategy to focus on Color Copier works !!

Economies in Crisis !!



Russia, Belorus, Ukraine:
- **Color Copier is under the Control of the OEM!**
- **Only the OEMs can import OEM to Russia!**

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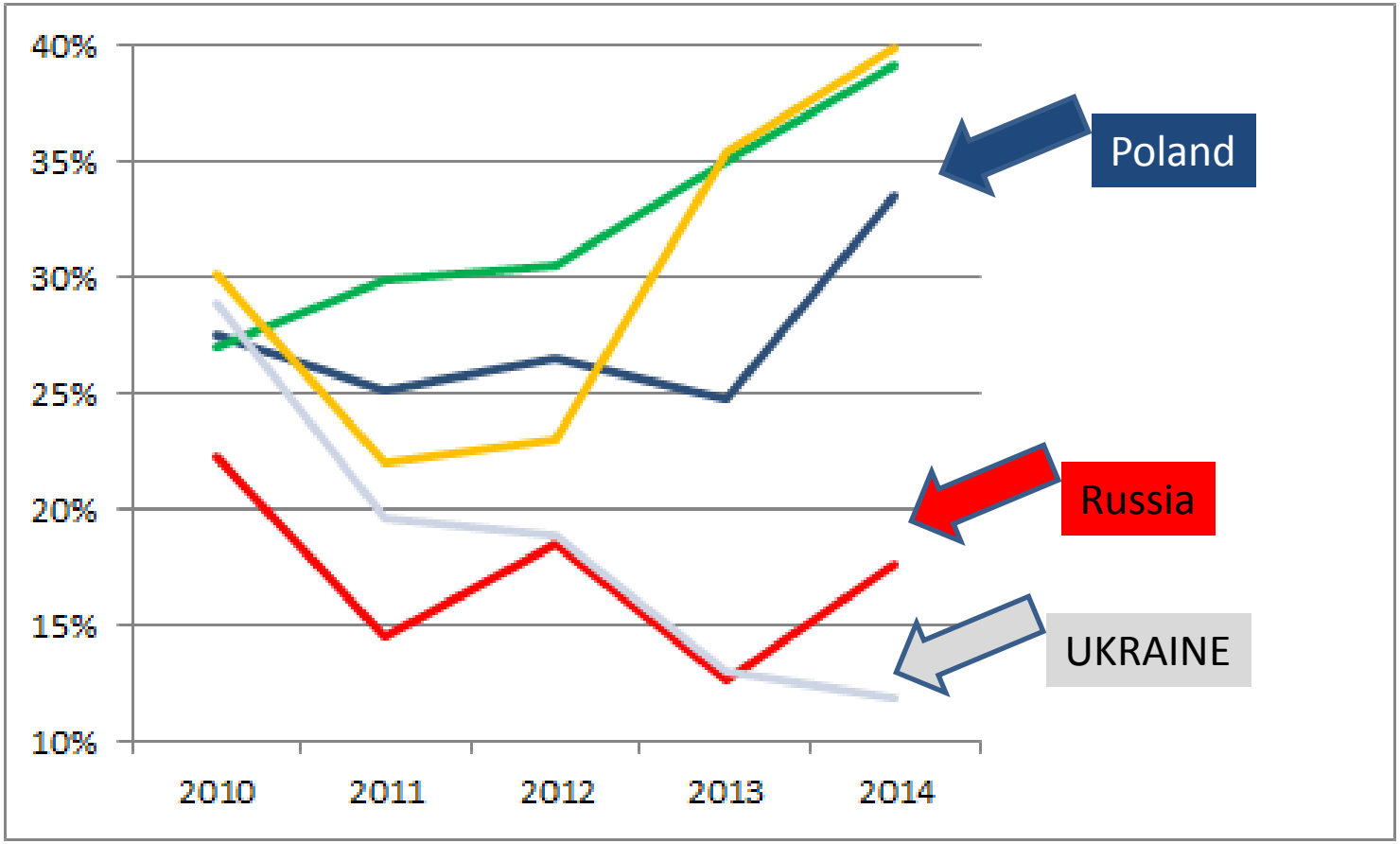
Katun New Product Sales by territory 2014?



Russia and Ukraine:
There is a barrier to replace OEM with new Katun products

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Dealer Events

KATUN

The Katun Offer

Your Customer

Bring it together and let your customer **test it** to get the Benefits!

New Products

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3M → SCS

1) Do we still have an exclusivity agreement in place?
Yes, our exclusivity agreement is still in place.
Katun has exclusivity on the Field Service Vacuum 497AJ (PN **737730** - 115V US Version)
and 497AB (PN **737710** - 220V International Version and PN **34474** - 240V UK Version).

2) Will we be competing with 3M branded vacuums going forward?
No. As part of the sale, 3M and Desco have a non-compete agreement in place.
3M can no longer offer any vacuums or static control products.
All internal transitions of these products with 3M subsidiaries and distributors will be complete/severed by March 31, 2015.

3) Their new name Static Control Systems (URL www.StaticControl.com)
- is this any relation to Static Control Components http://www.scc-inc.com/?
No. 3M Static Control did purchase a portion of the SCC business back in 2008,
but the entities are completely separate.
3M has always owned the Static Control URL www.StaticControl.com.
This was included in the Desco purchase, so Desco decided to move forward
with using the URL and re-branded as Static Control Systems (SCS).

4) When will the 3M brand transition to SCS?
The exact ETA of SCS branded inventory is yet to be determined.
SCS can continue to use the 3M brand through August 31, 2015.

5) Is Katun branding or co-branding an option?
This may be an option - we asked the question, and SCS is reviewing.
We opted to not private brand at the time.

3M → SCS

SAME PART NUMBERS.
SAME QUALITY PRODUCT.
SAME PRICING.
SAME PEOPLE.
EAC mark transferred from 3M to SCS.

KATUN

Stretch ‘n Dust

Stretch ‘n Dust manufacturing change

Manufacturing moving from US to Holland

New Formulation / New Look

KATUN

NEW! Suite Complete

Essential Components from Katun® for use in: Ricoh Aficio MP 3500/4500 - series MFPs

Trickle Feed Toner Program

KATUN

Katun uses Trickle Feed Technology in:

Canon newer C Series models
(For example C 2020, C 5030, C 5045, …)

Konica Minolta newer Color Bizhub Series models
(For example C220, C224, 280, C360, …)

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Katun toners can ……
……Trickle Feed!

Tutorial:

TRICKLE FEED DEVELOPER REPLENISHMENT

Thomas Wolf, Sales Manager, Central and Eastern Europe, Katun
Art Diamond, Senior Consulting Editor, Recycling Times

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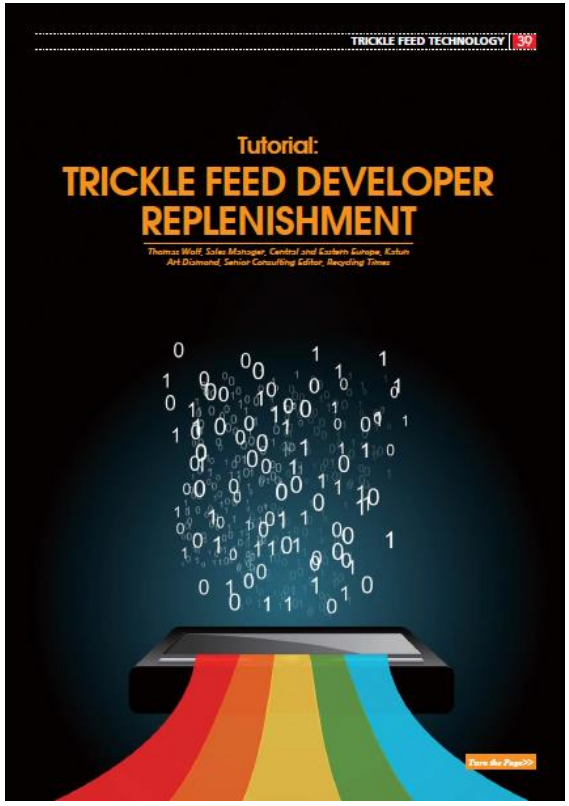
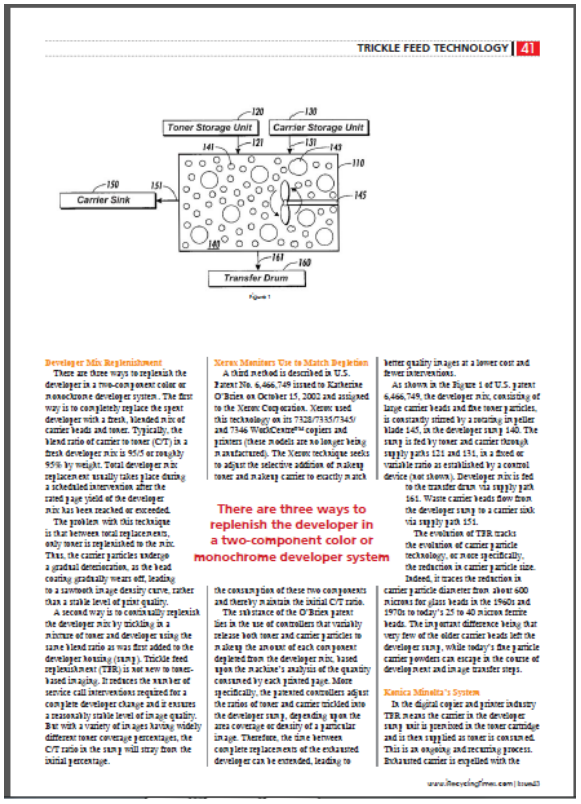
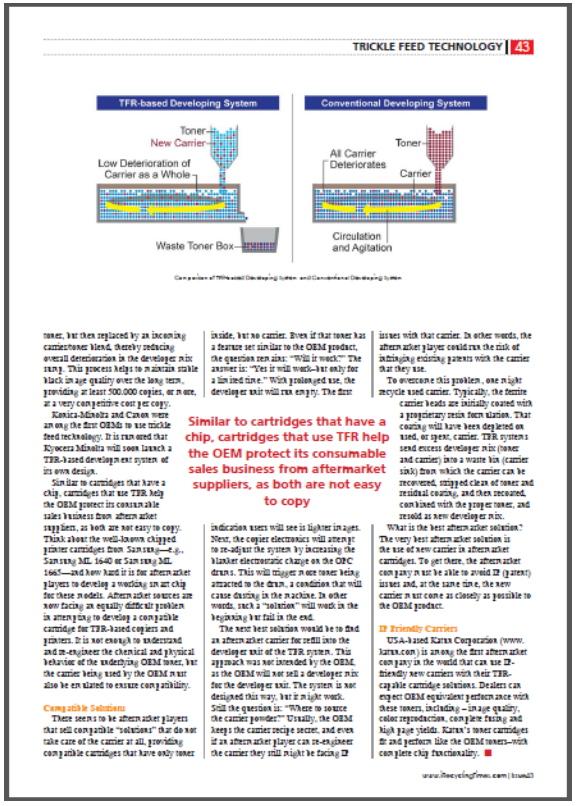
Katun toners can ……
……Trickle Feed!







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Access Toner Program

KATUN

Quality

Perform

Compete

Katun Performance™

Katun Performance™ is our premier brand, encompassing our highest-quality products that provide OEM-equivalent life/yields, excellent image quality, and outstanding color reproduction. Product performance is comparable to that of OEM products, but at significant cost savings - thereby delivering your best overall value!

Katun® Business Color

Katun® Business Color products provide OEM-equivalent life/yields, consistent image quality and color reproduction in business color applications that meets or exceeds end-user expectations. These products combine substantial cost savings, strong product performance and excellent value.

Katun Access™

The Katun Access™ brand offers low pricing and consistent life/yields. Solid image quality – similar to that of products offered by other aftermarket companies - enables price-sensitive buyers to purchase imaging supplies that provide dependable performance.

Price

KATUN® PERFORMANCE®

(Printers, Copiers, MFPs)

Katun Performance™ is our premier brand, encompassing our highest-quality products that provide OEM-equivalent life/yields, excellent image quality, and outstanding color reproduction. Product performance is comparable to that of OEM products, but at significant cost savings – thereby delivering your best overall value!

KATUN® BUSINESS COLOR

(Copiers, MFPs)

Katun® Business Color products provide OEM-equivalent life/yields, consistent image quality and color reproduction that meets or exceeds end-user expectations in business color applications. These products combine substantial cost savings, strong product performance and excellent value.

KATUN® ACCESS

(Printers, Copiers, MFPs)

The Katun Access™ brand offers low pricing and consistent life/yields. Solid image quality – similar to that of products offered by other aftermarket companies – enabling price-sensitive buyers to purchase imaging supplies that provide dependable performance.

KATUN® Select™

(Printer)

Katun Select™ products are only available for printer applications, and only in select markets. They are designed to meet or exceed customer expectations, including yields, image density, consistent print quality and overall performance. Best of all, they are available at a very competitive cost compared to OEM printer cartridges.

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Example: Ricoh Access

Product Characteristics - Ricoh Monochrome Applications

Model	OEM PN	Katun Access PN	Your Price
MP 1060 Foil Bag	885098, 885274	44195	
MP 1060 TNR CTG	841332, 885098, 885274, 885400, TYPE 6110D, TYPE 6210D	43805	
MP 2001/2501 TNR CTG	841768	44300	
MP 2015 TNR CTG	888215, 888216, TYPE 1130D	44056	

Product Characteristics - Ricoh Aficio MP C2500/C3000

Model	OEM PN	Katun Access PN	Your Price
Black	841338, 888640	44106	
Cyan	841341, 888643	44107	
Magenta	841340, 888642	44108	
Yellow	841339, 888641	44109	
Yield/cartridge*	Black: 20,000 @ 5% Colors: 15,000 @ 5%	Same as OEM	

Product Characteristics – Ricoh Aficio MP C2800/C3300/C3001/C3501 - series

	OEM PN	Katun Access PN	Your Price
Black (C2800/C3300)	841124, 841276	44114	
Black (C3001/C3501)	841579, 841578	44533	
Cyan	841423, 841427	44115	
Magenta	841422, 841426	44116	
Yellow	841421, 841425	44117	
Yield/cartridge*	Black (C2800/C3300): 20,000 @ 5% coverage Black (C3001/C3501): 22,500 @ 5% coverage Colors: 16,000 @ 5% coverage	Same as OEM	

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Example: Ricoh Access

Product Characteristics - Ricoh Aficio MP C3500/C4500 - series

	OEM PN	Katun Access PN	Your Price
Black	841342; 888604; 888608	44110	
Cyan	841345; 888607; 888611	44111	
Magenta	841344; 888606; 888610	44112	
Yellow	841343; 888605; 888609	44113	
Yield/cartridge*	Black: 23,000 @ 5% Colors: 17,000 @ 5%	Same as OEM	

Product Characteristics – Ricoh Aficio MP C2030/C2050/C2530/C2550/C2051 - series

	OEM PN	Katun Access PN	Your Price
Black C2030/C2050/C2530C/C2550 (not for use in C2051)	841280, 841196	44198	
Black (universal)	841500, 841504	44202	
Cyan (standard yield)	841281, 841197	44199	
Cyan (high yield)	841503, 841505	44203	
Magenta (standard yield)	841282, 841198	44200	
Magenta (high yield)	841502, 841506	44204	
Yellow (standard yield)	841283, 841199	44201	
Yellow (high yield)	841501, 841507	44205	
Yield/cartridge*	Black: 10,000 @ 5% coverage Colors (standard yield): 5,500 @ 5% coverage Colors (high yield): 9,500 @ 5% coverage	Same as OEM	

Product Characteristics – Ricoh Aficio MP C4501/C5501 - series

	OEM PN	Katun Access PN	Your Price
Black	841452, 841456	44679	
Cyan	841455, 841459	44680	
Magenta	841454, 841458	44681	
Yellow	841453, 841457	44682	
Yield/cartridge*	Black: 25,500 @ 5% coverage Colors: 18,000 @ 5% coverage	Same as OEM	

Printer Program

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Example: Katun Performance™

Konica Minolta Bizhub 3300P & 4700P Printers

Models	Color	OEM PN	Katun PN	Yield
Bizhub 3300P	Mono	A63V00W	44696	10,000 pages
Bizhub 4700P	Mono	A63T01W	44697	20,000 pages

- Katun's first mono toners for Konica printers!
- Remanufactured cartridges
- Launch document posted to Compass on launch Tuesday

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Canon Compatibility
New Katun Select SKUs (full list)

Key HP Model	HP P1606	HP P2035	HP P2055	HP 1160	HP 1010		HP P1005/1505/1102
Katun PN	43981	43985	43986	43987	43984		43980
Canon OEM PN	3500B001AA	3479B001AA	3480B001AA	0266B002	0263B002AA (FX10)		3484B001AA
	(Cartridge 728)	(Cartridge 719)	(Cartridge 719H)	(Cartridge 708)	7616A005AA (Cartridge 703)		(Cartridge 725)
Canon Models	IMAGECLASS D 550	IMAGECLASS MF 5850 DN	IMAGECLASS MF 5850 DN	I-SENSYS LBP 3300	FAXPHONE L90	I-SENSYS MF 4140	IMAGECLASS LBP 6030 B
	IMAGECLASS MF 4570 DN	IMAGECLASS MF 5870 DN	IMAGECLASS MF 5870 DN	I-SENSYS LBP 3360	IMAGECLASS D 420	I-SENSYS MF 4150	I-SENSYS LBP 6000
	IMAGECLASS MF 4750	IMAGECLASS MF 5880 DN	IMAGECLASS MF 5880 DN		IMAGECLASS D 480	I-SENSYS MF 4270	I-SENSYS LBP 6000 B
	IMAGECLASS MF 4870 DN	IR 1133	I-SENSYS LBP 6300 DN		IMAGECLASS MF 4122	I-SENSYS MF 4320 D	I-SENSYS LBP 6020
	I-SENSYS MF 4410	IR 1133 A	I-SENSYS LBP 6310 DN		IMAGECLASS MF 4150	I-SENSYS MF 4330 D	I-SENSYS LBP 6020 B
	I-SENSYS MF 4430	IR 1133 IF	I-SENSYS LBP 6650 DN		IMAGECLASS MF 4270	I-SENSYS MF 4340 D	I-SENSYS LBP 6030
	I-SENSYS MF 4450	I-SENSYS LBP 6300 DN	I-SENSYS LBP 6670 DN		IMAGECLASS MF 4320	I-SENSYS MF 4350 D	I-SENSYS LBP 6030 B
	I-SENSYS MF 4550 D	I-SENSYS LBP 6310 DN	I-SENSYS LBP 6680 CX		IMAGECLASS MF 4350	I-SENSYS MF 4370 DN	I-SENSYS LBP 6030 W
	I-SENSYS MF 4570 DN	I-SENSYS LBP 6650 DN	I-SENSYS LBP 6680 X		IMAGECLASS MF 4350 D	I-SENSYS MF 4380 DN	I-SENSYS LBP 6200 D
	I-SENSYS MF 4580 DN	I-SENSYS LBP 6670 DN	I-SENSYS MF 5840 DN		IMAGECLASS MF 4370	I-SENSYS MF 4660 PL	I-SENSYS MF 3010
	I-SENSYS MF 4730	I-SENSYS LBP 6680 CX	I-SENSYS MF 5880 DN		IMAGECLASS MF 4370 DN	I-SENSYS MF 4690 PL	LASERSHOT LBP 6000
	I-SENSYS MF 4750	I-SENSYS LBP 6680 X	I-SENSYS MF 5940 DN		IMAGECLASS MF 4380	L 100	LASERSHOT LBP 6200 D
	I-SENSYS MF 4780 DW	I-SENSYS MF 5840 DN	I-SENSYS MF 5980 DW		IMAGECLASS MF 4380 DN	L 120	LBP 6000 B
	I-SENSYS MF 4780 W	I-SENSYS MF 5880 DN	I-SENSYS MF 6140 DN		IMAGECLASS MF 4690	L 120	
	I-SENSYS MF 4870 DN	I-SENSYS MF 5940 DN	I-SENSYS MF 6180 DW		I-SENSYS LBP 2900	L 140	
	I-SENSYS MF 4890 DW	I-SENSYS MF 5980 DW	LASERSHOT LBP 6300 DN		I-SENSYS LBP 3000	L 160	
		I-SENSYS MF 6180 DW	LASERSHOT LBP 6650 DN		I-SENSYS MF 4010	LBP 2900	
		LASERSHOT LBP 6300 DN			I-SENSYS MF 4018	LBP 2900 B	
		LASERSHOT LBP 6650 DN			I-SENSYS MF 4120	LBP 3000	
						PC D 450	

Printer Components

KATUN

HP Bulk OPC drums (Masterboxes of 100)

HP Q2612A	HP 1010	HP LJ 1012/1015/1020/1022/3015/3020/3030/3050/3052/M1319f MFP Canon LBP 3200 (EP-26) (Q2612)/LBP3000/FX9
CB435A CB436A, 88A CE285A, 278A	HP 1005	HP P1005/1006/1008/1505/1505n/M1522nf MFP HP P1102/P1566/P1606/M1212/M1132 Canon MF 3010/4580DW/4570DW/4420W/4410/4430/4450/4453/4550D/4553D/4554D/4583DN LBP 6000/6200, FAX-L150
C7115A Q2613A / X EP25, EP26	HP 1200	HP LJ 1150/1200N/1200SE/1220/1220SE/1000/1300/ 1300n/3300/3310/3320/3330mfp, Canon LBP1210/3200/3300/3310/3320/3300/3380mfp (C7115,C4115) Canon EP25/26, Xerox 1220
Q5949A / X Q7553A / X Car. 508 Car. 515	HP 1320	HP LJ 1160/3390/3392/P2014/P2015/M2727, Canon LBP 3300
CE505A / X 05A	HP 2055	HP P2030/P2035/P2035N/P2055D/P2055DN/ P2055X(CE505A/X) Canon LBP6670/6300/6303/6650/6653,EP62, LBP6300dn/6650dn, CRG-319 MF5950/5870/D1320/D1350/D1370
Q1338A	HP 4200	HP4200/4250(Q1338) / HP4300/4350(Q1339,5942)

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Samsung Bulk OPC drums (Masterboxes of 100)

ML-1210D3	ML 1210	Samsung ML200/210/250/1010/ 1220/1250/1550/4500/SF5100, Lexmark Optra E210, Xerox Phaser 3110/3210 (10S0150)
ML-1710D3	ML 1710	Samsung ML1740/1745/1750/1510/1520/700, SCX-4016/4116/4200/4216F/4300/4310/4315 CF-560/565P/750/755P, Lexmark X215, Xerox Phaser 3114/3115/3116/3119/3120/3121/3130/, WorkCentre PE16, Ricoh AC104
ML-1610D2 ML-2010D3	ML 1610	Samsung ML1640/2010/2240/2020/2510/2570/2571/ SCX-4321/4521 Dell 1100/1110, Xerox Phaser 3200/3117/3122 /3124, WorkCentre PE220 SCX-4725F,SCX-4725FN,SCX- 4650F/4650N/4652F/4655F/4655FN
MLT-D205L MLT-D205S MLT-D115 MLT-204 MLT-203	ML3310	Samsung ML3310/3370/3710 SCX-4833/5637 SL-M2820/2620/2625, M2670/2870 SL-M3825/SL-M3320 ProXpress SL-M3325/3825/4025/M3320/3820/4020 M3375/3875/4075/M3370/3870/4070

New Copier Products

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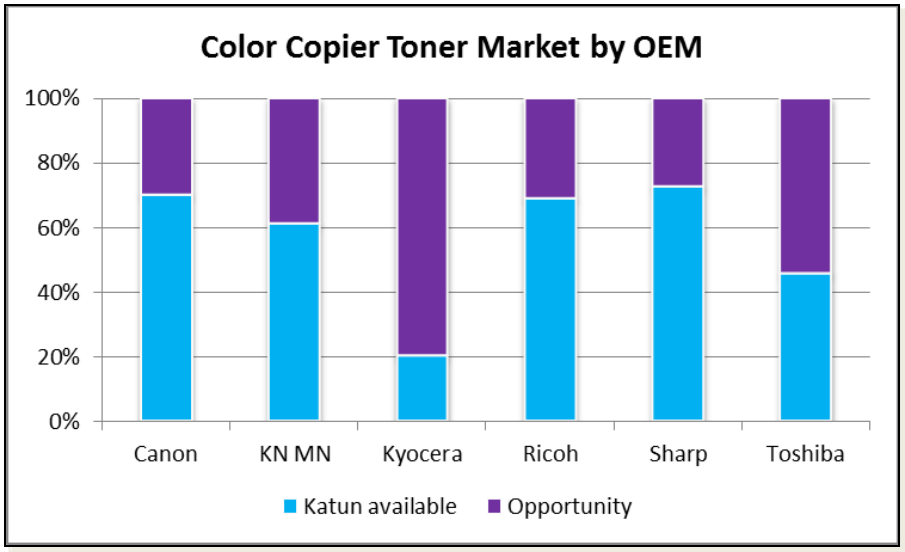
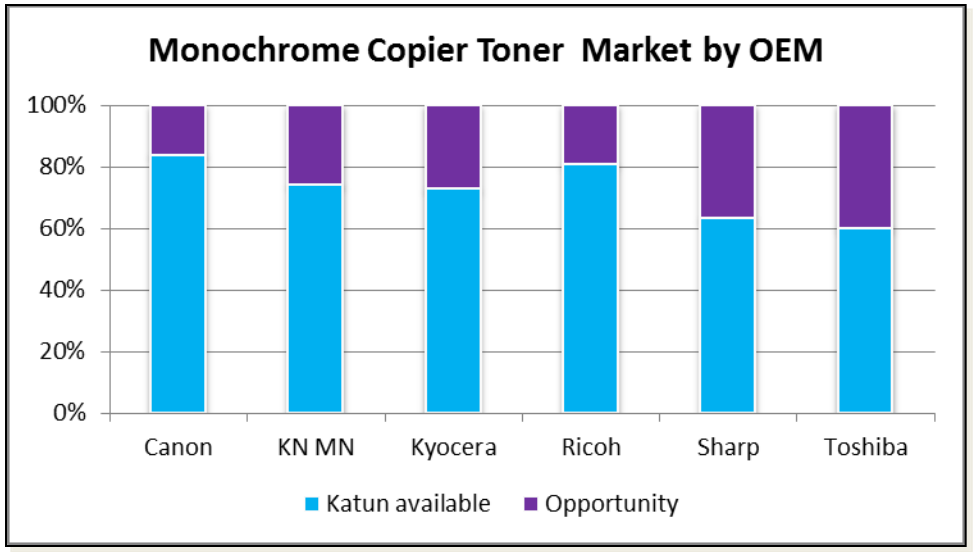
Katun is your One-Stop Shopping Point





Pareto Rule

20% of all PNs = **80%** of all sales
70% of all PNs = **95%** of all sales

Katun sells 6.000 PNs

Canon

KATUN

Katun Performance Toner for use in Canon IR C2020/C2025/C2030/C2220/C2225/C2230 **BLACK** (ROW only)

- Katun Part Number: ***43642***
- OEM Part Numbers: 3782B002AA
- Yield: 23,000 @ 5%
- Diameter of black is larger than colors

- set is now complete!

Issue: Needs Demand Planning!!

KATUN

Katun Business Color Toners for use in Canon IR Advance C5045/C5051/C5250/C5255-Series (CMY only)

- Katun Part Numbers:
  - 44074, 44075, 44076
- OEM Part Numbers:
  - CMY: 2793B002AB, 2797B002AB, 2801B002AB
  - MAD Code: C-EXV28
- Yields:
  - Colors: 38,000 @ 5%

KATUN

Katun Business Color Toner for use in Canon IR Advance C5045/C5051/C5250/C5255-Series (BLACK)

- Katun Part Numbers:
  - Black - 44073
  - Colors launched in June (44074/75/76)
- OEM Part Numbers:
  - Black: 2789B002AB
  - MAD Code: C-EXV28
- Newly Updated Launch Document and SFA posted on Compass
- Yields:
  - Black: 44,000 @ 5%
  - Colors: 38,000 @ 5%

KATUN

Katun Performance Universal Color OPC Drum for use in Canon imageRUNNER ADVANCE C5030-series and C5045-series MFPs

- Katun PN: 44336
- OEM PNs: N/A - reference drum units:
  2779B003AA (C-EXV 29)
  2777B003AA (C-EXV 28)
  (Applications use 3 color drums (C-M-Y)

- Photoreceptor Stated Yield:

imageRUNNER ADVANCE C 5030/C5035/C5235/C5240	59,000 copies/pages
imageRUNNER ADVANCE C 5045/C5051/C5250/C5255	85,000 copies/pages

NOTE: OEM warranty is for 50,000 copies, or 150 days, whichever comes first.

- Life/Yield, image quality and overall performance equivalent to OEM
- Katun not first to market, but first with OEM-equivalent performance
  - China/FE competitor drums available at lower yields
- Canon re-designed drum unit sometime in late-2013/early 2014 from a metal to a plastic frame
  - **Katun Color (C-M-Y) drum** is applicable to both the original-style and new-style color drum units
- Could not develop a universal drum to include black due to significant difference in yields
  - 169K/171K for black vs. 59K/85K for color
- English version New Product Launch Flyer posted on Compass and on www.katun.com
  - translated versions coming soon

Katun Performance *Universal* Drum Unit Rebuild Kit for use in Canon iR 2525-series and Advance 4025-series MFPs

- Katun PN: 44118
- OEM PNs: N/A - reference drum units:
  2772B003AA (C-EXV-32/33)
  4793B003AA (C-EXV-38/39)

- Yield: 155,000 copies (average of all applications)
  NOTE: OEM warranty is for 100,000 copies/pages
- Kit Contents (all Katun-exclusive):
  - (1) OPC Drum
  - (1) Drum Cleaning Blade
  - (1) Charge Roller Cleaning Roller
  - (1) Charge Roller Cleaning Wipe
- Image Density, life and overall performance equivalent to OEM
- Katun not first to market, but first with OEM-equivalent performance (competitors drums available at low yields; 50K copies / 80K copies)
- Easy 5 minute rebuild process with step-by-step instructions online in the resources section of **www.katun.com**
- English and all translated versions New Product Launch Flyer posted on Compass and on www.katun.com

KATUN

Canon Bulk Toner

- Business Opportunity for the CEE/AME Market
- Priced Each, Sold per Master
- Flyer is being created to help market this program and provide part number and model information – target mid-Sept availability.

Konica Minolta

KATUN

Katun **Access** Color Toners (CMY) for use in Konica Minolta Bizhub C203/C253- Series

- Katun Part Numbers:
  - 43434 (cyan)
  - 43435 (magenta)
  - 43436 (yellow)

- OEM Part Numbers: A0D7432, A0D7332,A0D7232, TN-213C, TN-213M, TN-213Y

KATUN

Katun **Business Color** Toners for use in Konica Bizhub C452/C552/C652 -Series

- Katun Part Numbers:
  - 43800, 43801, 43802, 43803
- OEM Part Numbers:
  - Black C452: A0TM151, TN-413K
  - Black C552/C652: A0TM150, TN-613K
    - ❖ *Katun has a universal part number for black (PN 43800)*
  - CMY: A0TM450, TN-613C, A0TM350, TN-613M, A0TM250, TN-613Y
- Yields:
  - Black 45,000 @ 5%
  - Colors: 30,000 @ 5%

KATUN

Katun Access Color Toners for use in Konica C350, C353, C451

- **Konica C350 (Katun PNs 44613-44616)**

  Cost Savings: 11% on black; 25% on colors
- **KN C353 (Katun PNs 44617-44620)**

  Cost Savings: 9% on black; 32% on colors
- **KN C451 (Katun PNs 44621-44624)**

  Cost Savings: 0% on black; 24% on colors
- Same toner and cartridge as Performance/Business Color products
- Products can be distributed WW
- Purely a cost fighting product and should only be used with accounts that are not currently buying due to price.
- Launched: **January 2015**

KATUN®

Katun® Performance™ Color Toners for use in

Konica Minolta Bizhub C220/C280/C360*

Digital Copier/Printers

Enjoy significant cost savings, OEM-equivalent performance and flexible inventory with this universal Katun color toner set!

KATUN

Katun Access Toner for use in Konica Bizhub 224e/284e/364e – Series *Universal Black!*

- Katun Part Numbers:
  - 43849 (BLACK)
- OEM Part Numbers:
  A33K150 and A33K050
  MAD Code: TN321K and TN 322
- Launched: **January 2015**
- Updated launch document on Compass with added OEM part numbers and starburst noting it is now universal
- New models are on KOLC. Packaging will be transitioned to include new models. New shipment from supplier will have updated packaging – ETA January 16.
- Yield: Black C224 = 27k @ 5% and 224 mono = 24k @ 6%
- Product is overfilled 33 grams to meet expectations of both OEM yields.

KATUN

Katun Access Toner for use in Konica Bizhub 454e/554e –Series

Universal Black!

- Katun Part Numbers:
  - 44786 (BLACK)
- OEM Part Numbers:
  A33K152 and A33K051 (new)
  MAD Code: TN512K and TN513 (new)
- Launched: **March 2015**
- Updated launch document on Compass with added OEM part numbers and starburst noting it is now universal
- New models are on KOLC. Packaging will be transitioned to include new models.
- Yield: Black C454 = 27,500 @ 5% and 454 mono = 24,400 @ 5%
- Product is filled to meet expectations of both OEM yields.

KATUN

Katun Performance Color Drum Unit for use in Konica Minolta bizhub C220/C280/C360

- Katun PN: 37764
- OEM PN: A0XV0TD (DR-311) – applicable for C M Y

- Yields: 55,000 copies (C220)
  75,000 copies (C280)
  90,000 copies (C360)

- Remanufactured and assembled with all new
  - OPC Drum
  - Drum Cleaning Blade
  - Charge Plate & Charge Screen Grid
  - IC Chip

- Image Density, life and overall performance equivalent to OEM

- Lower cost alternative to the OEM brand Katun is also selling (p/n 37250 ~40/mo.)

KATUN

Katun Performance Drum Cleaning Blade for use in Konica Minolta bizhub C224/C284/C364/C454/C554-series & bizhub 224e/284e/364e/454e/554e

- Katun PN: 43973
- OEM PN: N/P/N (DCB used to rebuild DR-512K/DR-512 drum units)

- Yield: 70,000 copies (average of all applicati

- Looks and performs like the OEM

KATUN

Katun complete Suites – Example

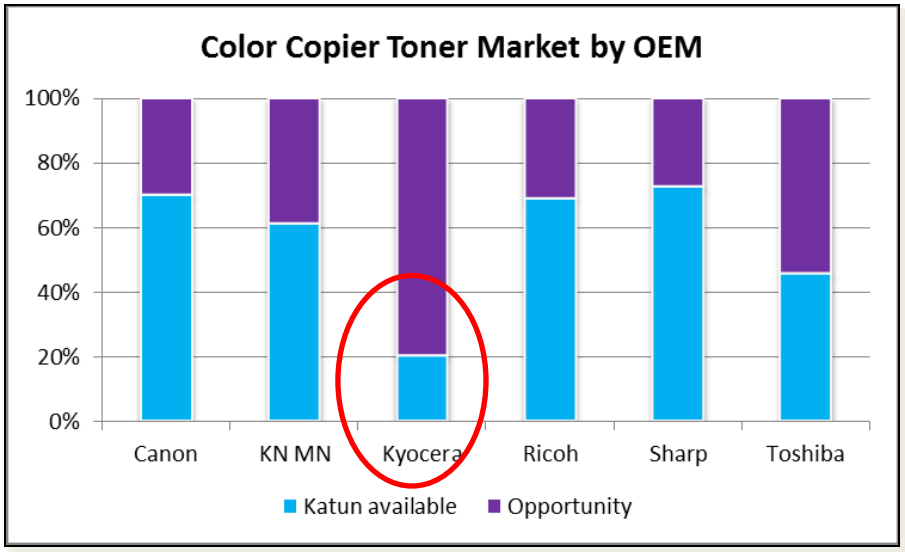
KONICA MINOLTA BIZHUB C 220/C 280/ C360		
OEM PN	**Katun PN**	**Description**
N/P/N	36794	Drum Cleaning Blade
N/P/N	37650	Chip, Cyan/Yellow/Magneta - Drum Unit Cartridge
N/P/N	37649	Chip, Black - Drum Unit Cartridge
N/P/N	39263	Chip, Cyan/Yellow/Magenta/Black - Developer Unit Cartridge
A00J563600	38872	Paper Pickup/Feed Roller
DR-311 Drum Units	39385	OPC Drum
A162WY1	38759	Waste Toner Box
N/P/N	39813	Corona Charge Kit

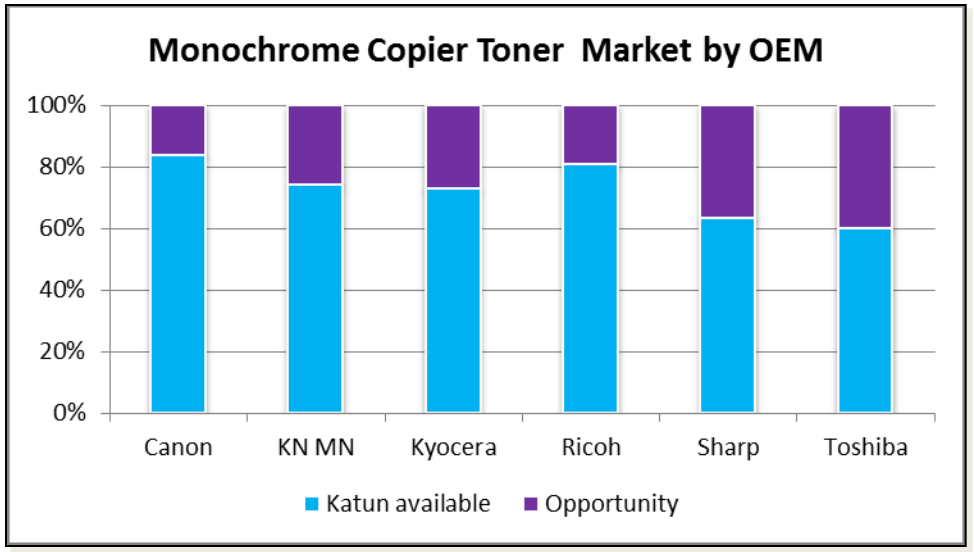
KyoceraMita

In 2015 we will launch the KyoceraMita Color products!

KATUN

Katun is your One-Stop Shopping Point





Pareto Rule

20% of all PNs = **80%** of all sales
70% of all PNs = **95%** of all sales

Katun sells 6.000 PNs

KATUN

Katun Performance™ Color Toner

Kyocera Mita FS-C2026 MFP
Printer & MFPs

Color	OEM PN	Katun PN	Yield
Black	TK-590K / 1T02KV0NL0	43394	7,000 pages
Cyan	TK-590C / 1T02KVCNL0	43395	5,000 pages
Magenta	TK-590M / 1T02KVBNL0	43396	5,000 pages
Yellow	TK-590Y / 1T02KVANL0	43397	5,000 pages

- Other models:
  - FS-C2126 MFP, C2526 MFP, C2626 MFP, C5250 DN
- New Build cartridges

KATUN

Katun Performance™ Color Toner

Kyocera Mita FS-C5150 DN
Printer & MFPs

Color	OEM PN	Katun PN	Yield
Black	TK-580K / 1T02KT0NL0	43402	3,500 pages
Cyan	TK-580C / 1T02KTCNL0	43403	2,800 pages
Magenta	TK-580M / 1T02KTBNL0	43404	2,800 pages
Yellow	TK-580Y / 1T02KTANL0	43405	2,800 pages

- New Build cartridges

KATUN

Katun Performance™ Color Toner

Kyocera Mita FS-C5300 DN & FS-C5350 DN Printer & MFPs

Models	Color	OEM PN	Katun PN	Yield
FS-C5300 DN FS-C5350 DN	Black	TK-560K / 1T02HN0EU0	43705	12,000 pages
	Cyan	TK-500C / 1T02HNCEU0	43706	10,000 pages
	Magenta	TK-560M / 1T02HNBEU0	43707	10,000 pages
	Yellow	TK-560Y / 1T02HNAEU0	43708	10,000 pages

- First introduced by Kyocera Mita in 2009
- New Build cartridges

KATUN

Katun Performance Color Toner

Kyocera TASKalfa 265/266i

Models	OEM PN	Katun PN	Yield	Color
TASKalfa 265ci TASKalfa 266ci	TK-5135K	44925	10k	Black
	TK-5135C	44926	5k	Cyan
	TK-5135M	44927	5k	Magenta
	TK-5135Y	44928	5k	Yellow

- New Build – IP compliant cartridge
- Variant of existing TK-590 toners (PN 43394-43397)
  - Higher yield on black vs TK-590
- With chip configurations only
- Launched: February 2015

KATUN

Katun Performance Monochrome

Kyocera Ecosys FS2100 / FS4100 / FS4200 / M3040 Series

Ecosys Models	OEM PN	Katun PN	Yield	Chip
FS-2100 M3040/3540 DN	TK-3100	44869	12.5k	Yes
FS-4100	TK-3110	44871	15.5k	Yes
FS-4200 / FS-4300 M3550/3560 IDN	TK-3130	44873	25k	Yes
M3040 IDN M3540 IDN	TK-3150	44875	14.5k	Yes

- New Build – IP compliant cartridge
- Slightly different design than traditional Kyocera cartridge
- With chip configurations only
- Launched: February 2015

KATUN

Katun Performance Kyocera Taskalfa

Kyocera Taskalfa 3050ci/3550ci/3051ci/3551ci.

This will be launched as a Performance Product and is planned for a **June launch.**

This is seen to be a **topselling** **new Katun product for 2015 !!!**

The End – Questions?