Our Innovation,
Your Success.

With over 36 years of industry experience, we listen to our customer and understand their needs in today's ever changing market place.

You Ask:

How do I sustain business growth?

Where do I find new business?

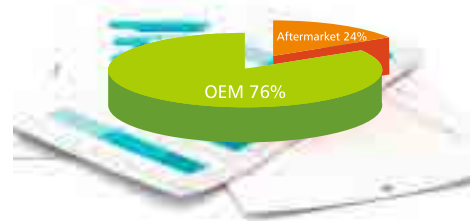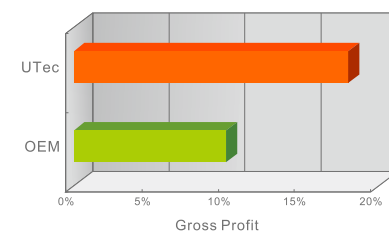What can I do to maintain profit margins?

We Have The Answers!

The Market Place Today

Annually, sales of printer consumables worldwide generates over $55 billion in revenue of which only 24 percent is captured by the aftermarket. Tremendous market opportunities currently remain untapped along with new ways to drive both profits and revenues.

Annual Global Sales Revenue of Printer Consumables

Aftermarket 24%
OEM 76%

Average Dealer Margins Selling UTec vs. OEM Laser Cartridges

UTec
OEM

0%   5%   10%   15%   20%
Gross Profit

Today, the aftermarket printer consumables industry has matured to a point where many suppliers have the manufacturing expertise to market a range of product offerings with an acceptable level of quality. But is that enough?

☐ Critical questions remain such as:

- Which supplier should I work with?
- How can they help me grow my business?
- Is my supplier a reliable, long-term business partner?
- Am I well-protected against increasing potential patent risks and product liabilities?
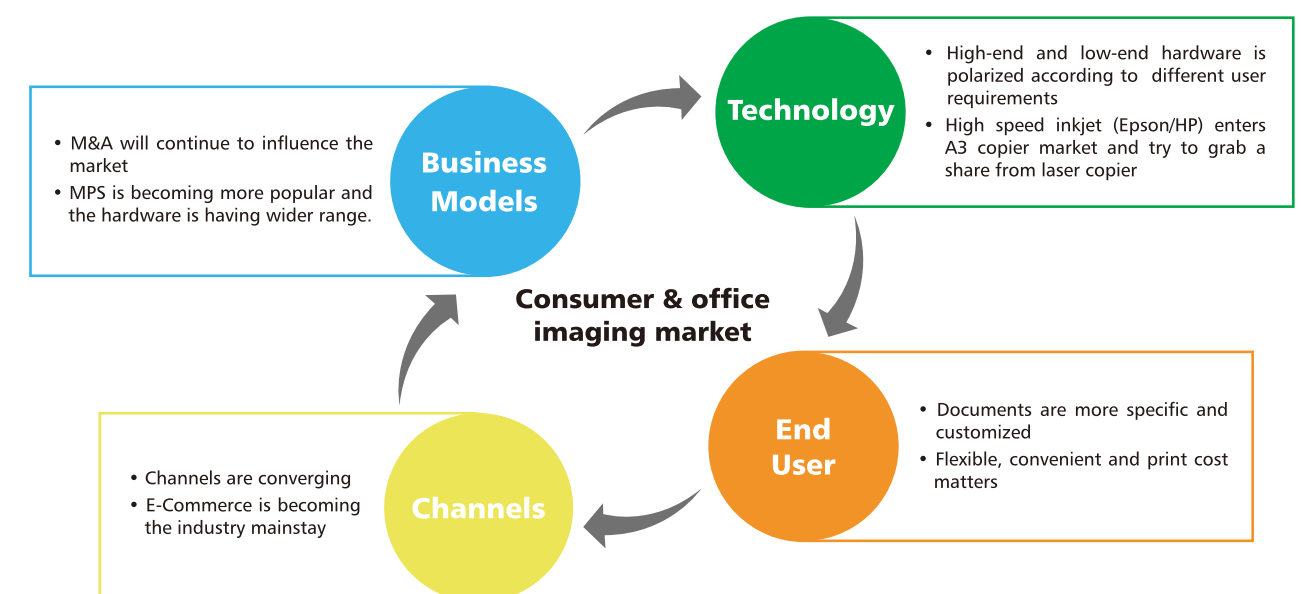
www.union-tec.com 🔍

We have the answer- UTec!

This guide will help you answer these tough questions and illustrate how UTec can help you realize your most ambitious business goals.

Innovations and Opportunities

For more than 30 years, UTec's pioneering research and development has kept us in the vanguard of the industry's innovators. Our creative vision allows us to bring to market groundbreaking new products that exceed even our highest expectations so we can provide our customers with new avenues to revenue and help them maximize their profits. It is with great pride that we introduce two of our most innovative products, each destined to be market disruptive.

Market Trends Briefs

Business Models
- M&A will continue to influence the market
- MPS is becoming more popular and the hardware is having wider range.

Technology
- High-end and low-end hardware is polarized according to different user requirements
- High speed inkjet (Epson/HP) enters A3 copier market and try to grab a share from laser copier

Consumer & office imaging market

End User
- Documents are more specific and customized
- Flexible, convenient and print cost matters

Channels
- Channels are converging
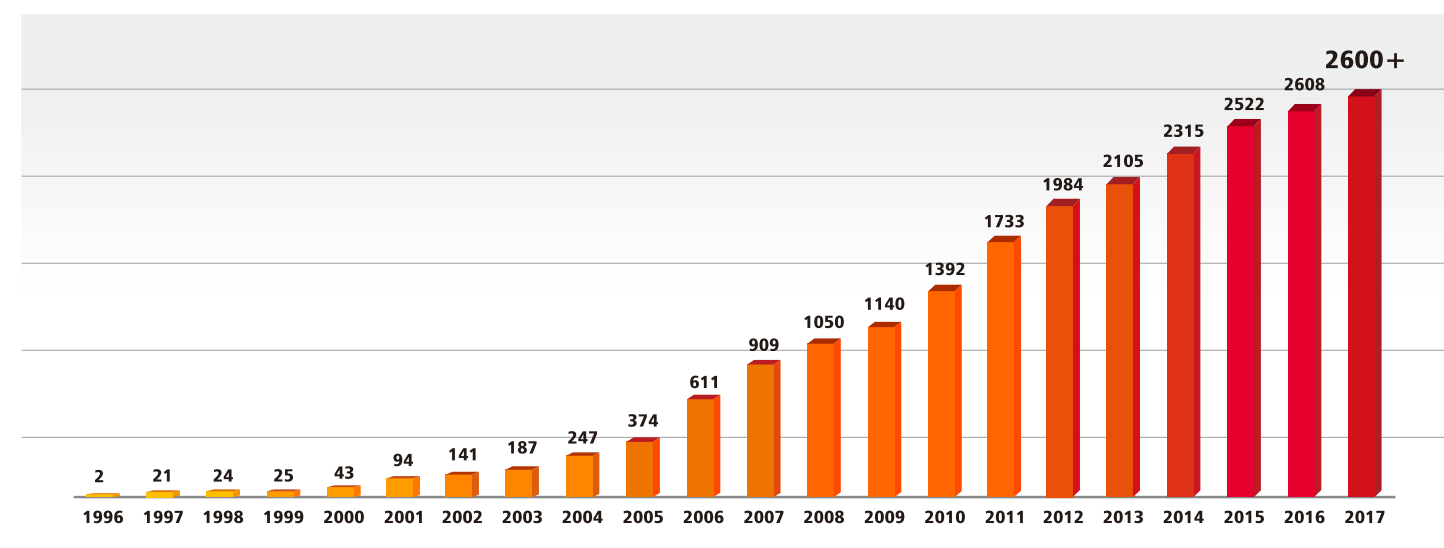- E-Commerce is becoming the industry mainstay

Print-Rite is committed to invest in research and development to enable new innovative product design and build its own IP.

Our researchers, technicians and engineers are dedicated to ensure that our Print-Rite products remain the frontrunners of the industry thereby acquiring exceeding **2600** patents.

2600+ Patents

Year	Patents
1996	2
1997	21
1998	24
1999	25
2000	43
2001	94
2002	141
2003	187
2004	247
2005	374
2006	611
2007	909
2008	1050
2009	1140
2010	1392
2011	1733
2012	1984
2013	2105
2014	2315
2015	2522
2016	2608
2017	2600+

For 12 consecutive years, Print-Rite, on behalf of the Ministry of Industry, participates in ISO international standards meeting. We are the only organisation from the aftermarket printing supplies industry to be involved in this.

Worldwide Environmental Management System	IECQ HSPM QC 080000	IECQ HSPM QC 080000	China Environmental Labeling	ISO 14024 Type 1 Label
2000	2006	2008	2009	2010

We are the first to be accredited with QC 080000 thus assuring we comply totally to RoHS and REACH.
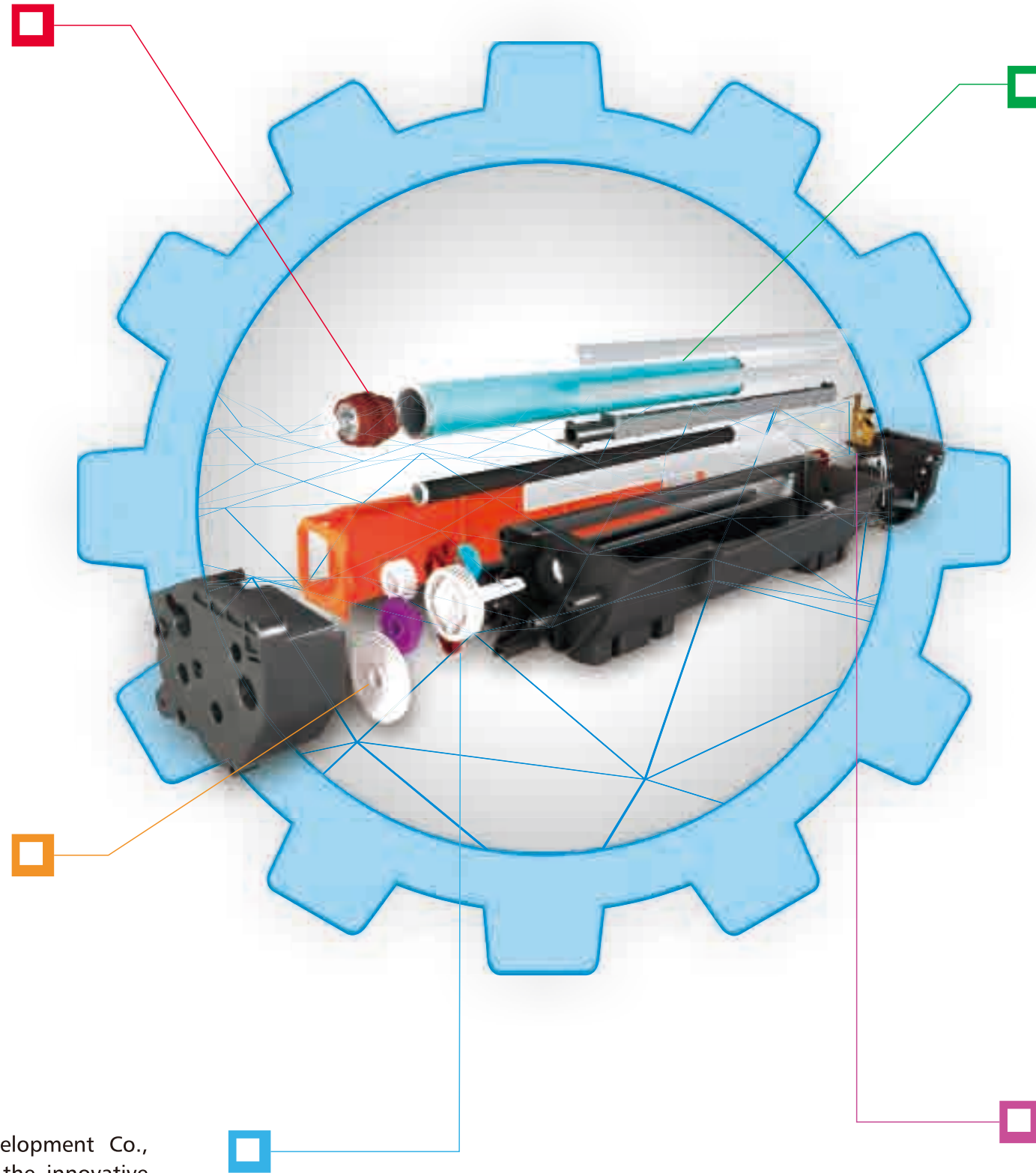
VERTICAL INTEGRATION

- Print-Rite Unicorn Image Product Co. Ltd of Zhuhai - the biggest compatible/remanufacture toner cartridges manufacturing plant.
- >100 sets Injection Machine.
- Capacity per Machine: 50t—650t Max Capacity 2.5 kg

- ICMI (China) Limited - is the largest toner producer in China, owning the first full-automatic assembly line of carbon dust with an annual production volume of 7000 tons.
- 22 toner-related patents
- Capacity of 7,000 tons toner
- Automated production lines with ISO 9001, ISO 14001, QC080000

- Print-Rite Technology Development Co., Ltd of Zhuhai - excels in the innovative design of consumables and development of chips. It is reputed as the "expert of innovative chips" with almost 1000 innovation patents.
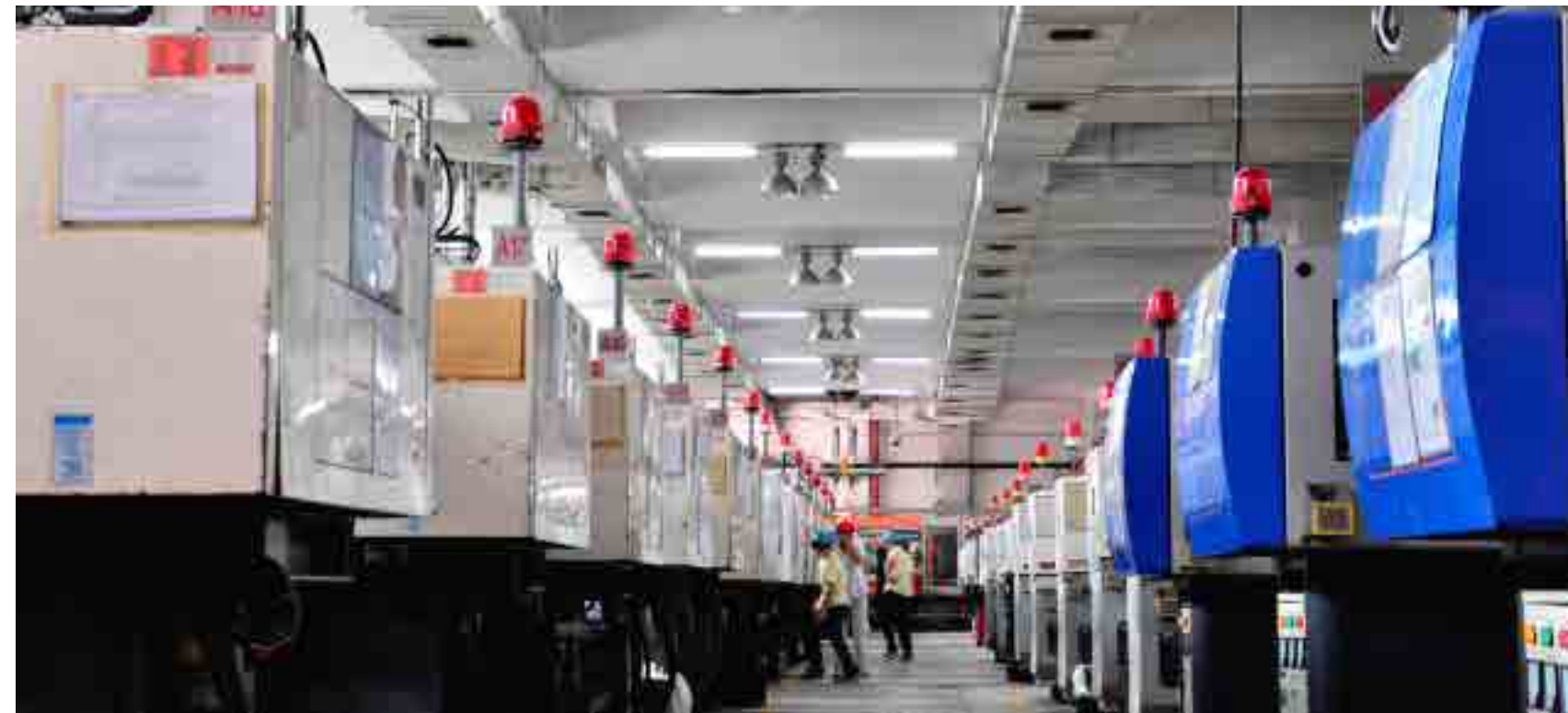
- APS Photoconductor (Shanghai) Co., Ltd- imports world class technology for OPC manufacturing from AEG,Germany. AEG Optoelectronic Imaging Technology Corp. Ltd., has 40 years of experience in R&D and production of OPC drums. It is one of the leading producers of OPC drums in the world.
- Gross area : 6,500 sq.m
- Manufactures over 60 types of Printer OPC (Mono & Color)
- Certified by ISO 9001:2012

- Zhuhai Print-Rite New Materials Corporation Limited - is the largest R&D center for ink in China and provides inkjet products and solutions to global consumers.
- 20,000 sq.m
- Capacity Up to 5,000 tones
- Certified By QC 080000, ISO 9001, ISO 14001

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Following the fully automated toner powder production setting in Print-Rite's toner powder manufacturing plants, Print-Rite's flagship factory the Unicorn factory is heading into automation era as well.

With the manufacturing support system and facilities equipped and put in use, production efficiency is highly enhanced. Not only the quality is coming to a more mechanically consistent status, but also the scrap and waste rate is significantly decreased. And now, the QA checking and monitoring does not only happen on-site, there is central monitor room having webcams to fisheye like magnify the spot checking.

We warmly welcome our customers to visit our plant to experience the changes.

A robot arm is assembling parts into cartridge shell.

A robot arm is sealing the carton.

The central monitor room.

The new OA app.

The digitalization of the manufacturing industry is a topic of global interest. Being a small step of this project chain, our office automation is becoming cordless and mobility. The new OA app installed brings us a better experience of anywhere and anytime.

New Direction: 3D Printing

3D printing is one of the fastest growing business in the market. According to Gartner, the global shipment of 3D printer each year is double of the previous year during 2012-2016, and the trend will continue till 2019. Together with 3D material, 3D design and printing service, the total revenue of the industry will reach USD 10 billion by 2020.

UTI notices this business opportunity and becomes one of the first mover from 2D consumables industry to 3D business. In 2014, UTI brings CoLiDo, the 3D brand of Print-Rite, to the world market. With strong R&D and manufacturing background, CoLiDo has a wider range of 3D printing products – from small to large build size 3D printer, from FDM printing to metal printing, from home use to industrial grade 3D printer – to fulfill different demands on 3D printing from the market. CoLiDo also develops and manufactures its own 3D filament to ensure they match perfectly with CoLiDo as well as other 3D printers.

As a pioneer in the industry, UTI has accumulated valuable knowledge and experience of 3D, and we are ready to deliver them to our partners. UTI will be the best partner for you to start your 3D business.
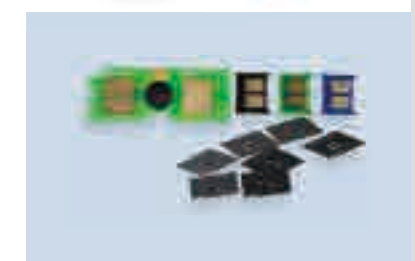
Advantage of CoLiDo 3D Printing:

- High Print Quality
- Ease of Use – User can remove the print out by hand directly. Free of tool
- Low Printing Noise – Only 30-40 dB, as quiet as in library
- Wide Range of Products – from FDM, DLP to Metal Printer and Materials
- Various Choice of Filament

Professional Printing Solutions

Reliable quality, wide range of certifications, strict QMS, frontier R&D capability, IP professionalism. Your key to government tenders, bank tenders, MPS supplies and various of high-end channels.

New
Packaging

Our innovation, Your success.