

Document Solutions

Business Fields

Office products

Provides digital multifunction devices and other devices for office use

Office printers

Provides color and monochrome printers

Production services

Provides high-speed, high-quality digital printing systems and associated services

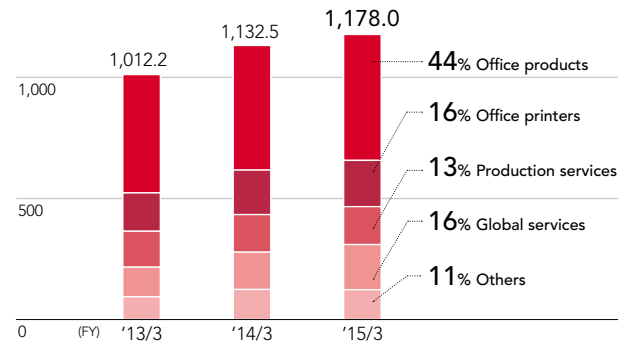
Global services

Supports the finding of solutions to customers' document-related issues through improvements to corporate document solutions and operational processes



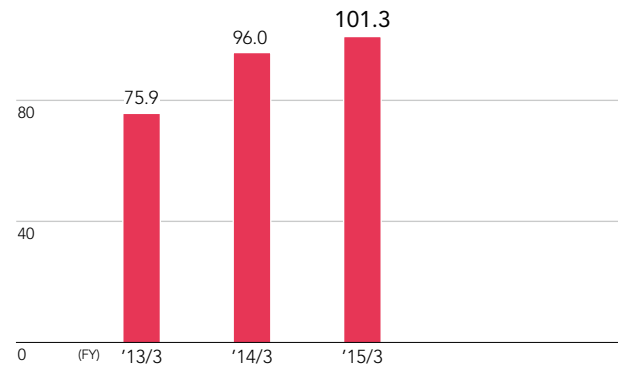
Revenue trends

Billions of yen
1,500



Trends in operating income

Billions of yen
120



Billions of yen	FY2013/3	FY2014/3	FY2015/3
Revenue	¥1,012.2	¥1,132.5	¥1,178.0
Operating income	75.9	96.0	101.3
Total assets	1,091.0	1,141.2	1,224.2
Depreciation	53.1	56.1	58.7
Capital expenditures	24.8	23.9	17.3

Performance Summary of FY2015/3

In the Document Solutions segment, consolidated revenue increased to ¥1,178.0 billion, up 4.0% from the previous fiscal year, reflecting such factors as growth in revenues from operations in all regions of Japan, the Asia-Oceania region, and export shipments to Xerox Corporation, as well as sales contributions from Fuji Xerox Service Link Co., Ltd., a newly consolidated subsidiary from FY2015/3, and other factors. Consolidated operating income amounted to ¥101.3 billion, up 5.6% from the previous fiscal year, reflecting an increase in gross profit on growth in revenues, the positive effects of measures aimed at ongoing cost improvements, and the reduction of the SG&A ratio, despite the negative impact of a continuous decline in unit sales prices and increased cost of imports due to the appreciation of the U.S. dollar against the Japanese yen.

Reasons for Change in Revenue from FY2014/3 to FY2015/3

- Increases**
- Increased sales in Japan and the Asia-Oceania region as well as growth in export shipments to Xerox Corporation
 - In the office products business, higher sales of new products in the Asia-Oceania region
 - In the office printers business, sales expanded in the Asia-Oceania region and export shipment volumes to Xerox Corporation increased.
 - In the global services business, sales grew significantly in both Japan and the Asia-Oceania region, where Fuji Xerox is in charge of operating services.

Reasons for Change in Operating Income from FY2014/3 to FY2015/3

- Increases**
- Favorable sales in each region
 - Ongoing cost improvements and measures to reduce SG&A ratio contributed to an increase in profitability