

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

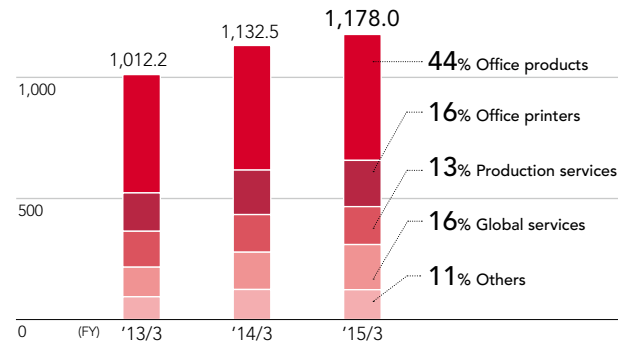
Global services

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



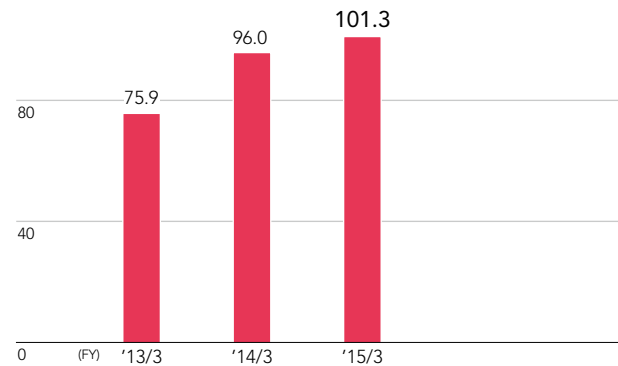
Revenue trends

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


Document Solutions

The Fujifilm Group provides office copy machines / multifunction devices, printers, production systems and services, office services, paper, consumables, and others.

Office products

Revenue

¥520.3 billion

Compared with previous fiscal year:
+1.0% 



ApeosPort-V C5575

Principal Products and Services

- Office-use color / monochrome digital multi-function devices

Highlights of Performance and Major Initiatives

- In Japan, sales of full-color products increased.
- In the Asia-Oceania region, sales volumes of both monochrome and full-color models increased.
- Launched in May 2014, sales to emerging countries of *DocuCentre SC2020*, an A3 full-color, low-end model, were favorable and increased market share.

Office printers

Revenue

¥191.2 billion

Compared with previous fiscal year:
+4.0% 



DocuPrint CP400 d

Principal Products and Services

- Color / monochrome office printers


Highlights of Performance and Major Initiatives

- In the Asia-Oceania region, sales volumes of both monochrome models and full-color models increased.
- Strengthened office printer lineup with January 2015 launch of *DocuPrint C225 / C228 Series A4 LED* full-color printers, which won fiscal 2014 Good Design Award

Production services

Revenue

¥156.7 billion

Compared with previous fiscal year:
+0.8% 



Versant™ 2100 Press

Principal Products and Services

- On-demand publishing systems
- Computer printing systems


Highlights of Performance and Major Initiatives

- Increased sales volume of products in our lineup of medium-to-high-speed, color on-demand publishing systems.
- Sales were favorable of such products as the *Versant™ 2100 Press*, which offers productivity of 100 pages per minute and was launched in July 2014, and of the *Versant™ 80 Press*, which was launched in October 2014.
- Sales commenced in February 2015 of the new *Color 1000i Press* production printer, the first in the industry capable of offering gold and silver toners.

Global services

Revenue

¥186.6 billion

Compared with previous fiscal year:
+21.1% 



Principal Products and Services

- Managed print services
- Business process outsourcing

Highlights of Performance and Major Initiatives

- Rise in the managed print service business, which optimized the office print environment by undertaking the management and operation of print devices
- Increased sales in Japan and in the Asia-Oceania region