

## Information Solutions

### Business Fields

#### Healthcare

Develops businesses in the fields of medical systems, pharmaceuticals, regenerative medicine, and life sciences; operates in three fields of prevention, diagnosis, and treatment

#### Graphic systems

In addition to plate-making films and computer-to-plate (CTP) plates, products provided include digital printing devices and industrial inkjet printhead.

#### Flat panel display (FPD) materials

Products provided include highly functional films for liquid crystal displays (LCDs).

#### Recording media

Products provided include computer tape and data archive services.

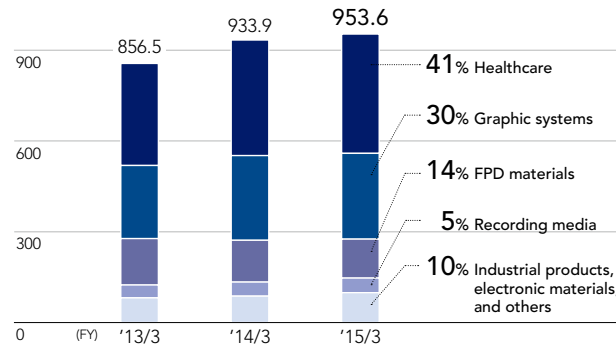
#### Industrial products, electronic materials, and others

Products offered include non-destructive testing equipment and various types of highly functional films and semiconductor processing materials.



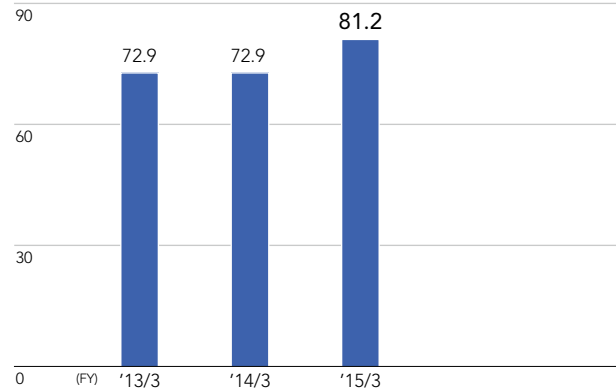
### Revenue trends

Billions of yen  
1,200



### Trends in operating income

Billions of yen



Billions of yen	FY2013/3	FY2014/3	FY2015/3
Revenue	¥ 856.5	¥ 933.9	¥ 953.6
Operating income	72.9	72.9	81.2
Total assets	1,332.8	1,336.1	1,457.9
Depreciation	71.8	68.6	51.0
Capital expenditures	39.9	32.4	29.4

### Performance Summary of FY2015/3

In the Information Solutions segment, consolidated revenue amounted to ¥953.6 billion, up 2.1% from the previous fiscal year. While sales in the FPD materials business decreased, those in the medical systems business and electronic materials business increased. Consolidated operating income registered ¥81.2 billion, up 11.3% from the previous fiscal year, mainly due to profit improvement of each business unit and the effect of a change in the depreciation method.

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

- Increases**
- In medical systems, strong sales were recorded in the growth areas of medical IT and ultrasound diagnostic.
  - In the graphic systems business, favorable overseas sales were registered of printing plate materials.
  - In the recording media business, sales increased due to the sales expansion of higher-capacity tapes with such unique technologies as barium ferrite (BaFe) particles.
  - In the electronic materials business, sales significantly increased, reflecting strong sales of advanced products, such as photo resist products and CMP slurries as well as a wide range of other products in all regions.

- Decreases**
- In FPD materials, a decrease in sales of WV film was posted.
  - In the industrial products business, total demand for pressure-sensitive paper decreased.

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

- Increases**
- Profit improvement for each business unit
  - Impact of change in the depreciation method

## Information Solutions

The Fujifilm Group operates businesses in the fields of medical systems, pharmaceuticals, regenerative medicine, life sciences, graphic systems, flat panel display materials, recording media, industrial products, electronic materials, and others.

## Healthcare

Revenue

¥394.3 billion Compared with previous fiscal year: +3.2% 

### Medical systems

#### Principal Products and Services

- Digital X-ray diagnostic imaging systems: *FCR, DR*
- *SYNAPSE* medical-use picture archiving and communications systems (PACS)
- Endoscope systems
- Ultrasound diagnostic equipment
- X-ray films
- Dry imaging films / Dry imagers



Medical-use picture archiving and communications system (PACS)



Endoscope system

#### Highlights of Performance and Major Initiatives

- In the X-ray diagnosis field, centering on such overseas markets as emerging markets, strong sales of *FCR PRIMA* Series, a compact and relatively low-priced digital X-ray diagnostic imaging system in the *FCR* line, and, centering on Japan, strong sales of *CALNEO* Series DR cassette-type digital X-ray diagnostic imaging systems
- In the medical IT field, expanded business in the diagnostic field, centering on medical-use picture archiving and communications systems (PACS)
- In the endoscope field, strong sales of new electronic endoscopes with high-quality images, and of the new-generation endoscope system, under the brand name *LASEREO*
- In the ultrasound diagnostic field, sales of *X-Porte* high-end products were strong, centering on North America

### Pharmaceuticals

#### Principal Products and Services

- Low molecular drugs
- Biopharmaceutical contract manufacturing
- Radiopharmaceuticals



Low molecular drug



Radiopharmaceutical

#### Highlights of Performance and Major Initiatives

- Although the domestic antimicrobial market was weak, sales in the contract manufacturing of biopharmaceuticals proceeded smoothly
- With regard to new agents, Phase II clinical trials of *T-817MA*, an Alzheimer's disease drug, are ongoing in Japan and the United States with the Alzheimer's Disease Cooperative Study. Phase I clinical trials of *FF-10501*, for the treatment of patients with relapsed or refractory myelodysplastic syndromes (MDS), commenced at the MD Anderson Cancer Center, in the United States. Phase II clinical trials of *T-4288*, a macrolide antibacterial agent, commenced in Japan.

### Regenerative medicine

#### Principal Products and Services

- Recombinant peptide
- Autologous cultured epidermis / cartilage



Autologous cultured epidermis

#### Highlights of Performance and Major Initiatives

- To develop business and gain Japan-only approvals for regenerative medicine products, Japan Tissue Engineering Co., Ltd., was made a consolidated subsidiary
- Agreement reached on acquisition of Cellular Dynamics International, Inc., a leading company in development and manufacture of iPS cells (acquisition concluded in May 2015)

### Life sciences

#### Principal Products and Services

- Functional cosmetics
- Nutritional supplement products
- Hair care products



ASTALIFT series

#### Highlights of Performance and Major Initiatives

- Although affected by a reaction to rush demand before the consumption tax increase in Japan, business performance recovered in the second half of fiscal year under review due to deployment of sales expansion measures
- Launched hair care series; enhanced lineup of *ASTALIFT* brand

## Graphic systems

Revenue

¥283.6 billion

Compared with previous fiscal year:  
+1.3% ↗

### Principal Products and Services

- Printing materials
- Digital printing equipment
- Ink for inkjet printers
- Industrial inkjet printhead
- Package-related systems

Digital printing  
equipment



### Highlights of Performance and Major Initiatives

- Although affected by a reaction to rush demand before the consumption tax increase in Japan, overseas sales steadily increased, centering on printing materials and industrial inkjet printhead
- Going forward, in addition to expanding market share of computer-to-plate (CTP) plates, work to expand sales by increasing sales of digital printing equipment and industrial inkjet printhead

## Flat panel display (FPD) materials

Revenue

¥128.8 billion

Compared with previous fiscal year:  
−6.8% ↘

### Principal Products and Services

- FUJITAC protective films for polarizers
- WV film for expanding viewing angles
- Transfer film for manufacturing color filters



FUJITAC protective film for polarizers

### Highlights of Performance and Major Initiatives

- Sales of FUJITAC and VA film proceeded smoothly with enlarging TV screens, overall sales declined, reflecting a decrease in sales of WV film for desktop PC monitors
- Working to expand sales of LCD TVs, where demand continuously remains robust
- Promoting sales expansion of thinner products for use in small and medium-sized items, where growth in demand is continuously expected
- Promoting the expansion of such new business fields as materials related to touch panels and backlights as well as protection film for polarizers

## Recording media

Revenue

¥48.2 billion

Compared with previous fiscal year:  
+3.7% ↗

### Principal Products and Services

- Magnetic recording tape for computers
- Professional-use videotape products
- Data archive service



Computer tape with barium ferrite magnetic particles

### Highlights of Performance and Major Initiatives

- Sales of computer tape proceeded smoothly, and sales increased
- Seek to further offer high-value-added products and services to meet long-term storage needs and expand sales by realizing higher-capacity tapes with their unique technologies, such as barium ferrite (BaFe) particles, and encouraging the spread of data archive service *d:ternity*

## Industrial products, electronic materials, and others

Revenue

¥98.7 billion

Compared with previous fiscal year:  
+13.2% ↗

### Principal Products and Services

- Non-destructive testing equipment and materials
- Touch panel materials
- Solar cell materials
- Semiconductor processing materials

Touch panel  
material



### Highlights of Performance and Major Initiatives

#### Industrial products

- Sales of industrial X-ray films and PRESCALE films for measuring pressure proceeded smoothly
- Including backsheets for solar cells, new product sales increased, but sales of pressure-sensitive paper decreased due to decline in total demand

#### Electronic materials

- Strong sales of such advanced products as photo resists, CMP slurries, and peripheral materials related to photolithography such as treatment agents
- Significant increase in sales resulting from strong sales of previous-generation products in all regions
- Work to expand product range sales to further enhance profitability