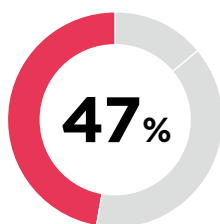


# Document Solutions

## Business Fields



### Office Products

Provides digital multifunction devices and other devices for office use

### Office Printers

Provides printers for office use

### Production Services

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

### Global Services

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

## Performance Summary of FY2016/3

In the Document Solutions segment, consolidated revenue remained almost unchanged at ¥1,174.1 billion, down 0.3% from the previous fiscal year, due to a decrease in demand in the office printer market in Japan and other factors, despite the growth in revenues from operations in the Asia-Oceania region. Consolidated operating income amounted to ¥94.9 billion, down 6.4% from the previous fiscal year, reflecting the negative impact of the increased cost of imports due to the appreciation of the U.S. dollar against the Japanese yen, and the decrease in profit due to the depreciation of Asian currencies.

## Reasons for Change in Revenue from FY2015/3 to FY2016/3

### Increases ↗

- Regarding the office products business, sales of full-color models as well as monochrome models in the Asia-Oceania region were strong. Overall sales volume increased due primarily to the replacement of devices in major domestic convenience stores
- In the production services business, sales volume increased due to the strong sales of color on-demand publishing systems and monochrome production printers
- In the global services business, trends in managed print services were strong. Sales in Japan as well as the Asia-Oceania region increased

### Decrease ↘

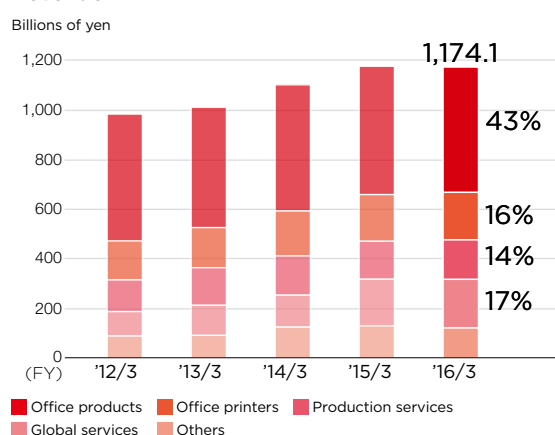
- Demand in the office printer market decreased in Japan

## Reasons for Change in Operating Income from FY2015/3 to FY2016/3

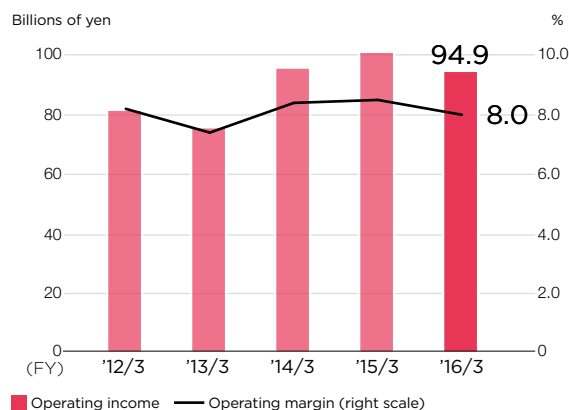
### Decrease ↘

- Consolidated operating income decreased, reflecting the negative impact of the increased cost of imports due to the appreciation of the U.S. dollar against the Japanese yen, and the decrease in profit due to the depreciation of Asian currencies

## Revenue



## Operating income / Operating margin



	Billions of yen				
FY	'12/3	'13/3	'14/3	'15/3	'16/3
Revenue	¥984.8	¥1,012.2	¥1,132.5	¥1,178.0	¥1,174.1
Operating income	81.8	75.9	96.0	101.3	94.9
Total assets	988.4	1,091.0	1,141.2	1,224.2	1,185.8
Depreciation	57.5	53.1	56.1	58.7	54.5
Capital expenditures	19.3	24.8	23.9	17.3	23.3

## Office Products



ApeosPort-V C5575

Revenue **¥505.9 billion**

Compared with previous fiscal year: **-2.8%** ↓

### Principal Products and Services

- Office-use color / monochrome digital multifunction devices

### Performance Highlights and Major Initiatives

- Sales of full-color models as well as monochrome models in the Asia-Oceania region were strong. Overall sales volume increased due primarily to the replacement of devices in major domestic convenience stores
- Sales volume of export shipments to Xerox Corporation in the United States decreased

## Office Printers

Revenue **¥192.0 billion**

Compared with previous fiscal year: **+0.4%** ↗

### Principal Products and Services

- Color / monochrome office printers



DocuPrint CP400 d

### Performance Highlights and Major Initiatives

- Sales of monochrome models in the Asia-Oceania region were strong

## Production Services

Revenue **¥159.2 billion**

Compared with previous fiscal year: **+1.5%** ↗

### Principal Products and Services

- On-demand publishing systems
- Computer printing systems



Versant™ 2100 Press

### Performance Highlights and Major Initiatives

- Sales of medium-to-high-speed and low-speed products of color on-demand publishing systems were strong. Sales of monochrome production printers were robust and sales volume increased

## Global Services

**Revenue** ¥196.3 billion


Compared with previous fiscal year: **+5.2%** ↗

**Principal Products and Services**

- Managed print services (MPS)
- Business process outsourcing

**Performance Highlights and Major Initiatives**

- The MPS business, where the management and operation of print devices are undertaken to optimize the office print environment, was strong. Sales in Japan and the Asia-Oceania region increased



**COLUMN** Business Activities Based on the Medium-Term CSR Plan: Sustainable Value Plan 2016 (SVP2016) → Please refer to page 47 (SVP2016).

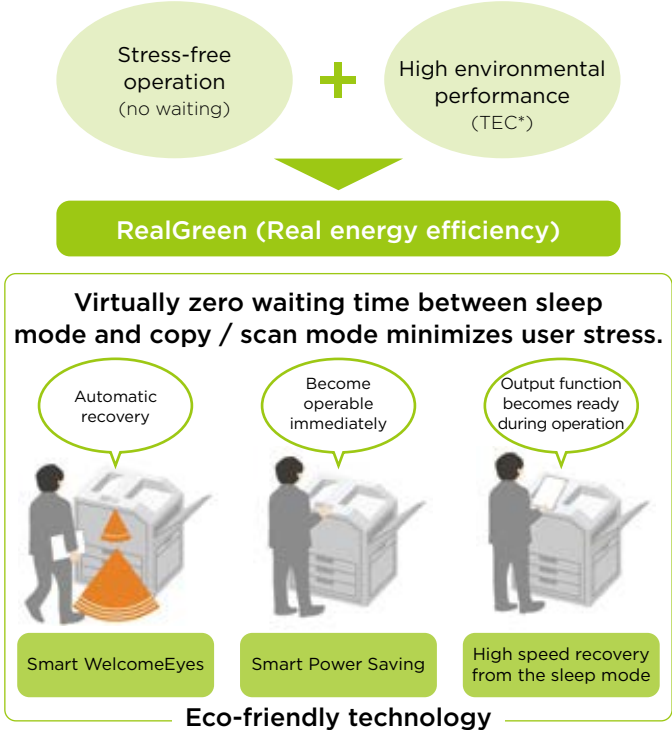
**Promoting the RealGreen (Real energy efficiency) Concept**

Fuji Xerox is working on cutting its environmental impact both in terms of hardware and software to minimize the impact of its products on global warming. Under the concept of RealGreen, the product development is undertaken with attention given to both reducing the impact on the global environmental by promoting the conservation of energy and pursuing the values of comfort and convenience.

Eco-friendly technologies have been introduced across the entire product lineup. In this manner, Fuji Xerox is seeking to reduce power consumption when customers use the company's products.

Moreover, a total of four models, two from the *ApeosPort-V* Series and two from the *DocuCentre-V* Series received the Chairman's Prize from the Energy Conservation Center, Japan. This was an industry record 13th time the company has been recognized in this manner.

**RealGreen Concept**



\* Typical Electricity Consumption (TEC): The amount of power consumed by office equipment, such as printers and copiers over a conceptual week (five days of operation and repeated sleep / power-off mode, plus two days of sleep / power-off mode).