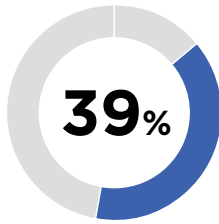


Information Solutions

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

Highly Functional Materials

Provides FPD materials, industrial products including non-destructive testing equipment and various types of highly functional films, electronic materials including semiconductor processing materials

Recording Media

Provides products including computer tape and data archive services

Graphic Systems

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

Performance Summary of FY2016/3

In the Information Solutions segment, consolidated revenue amounted to ¥964.2 billion, up 1.1% from the previous fiscal year, as sales mainly in the medical systems business, industrial products business, and electronic materials business increased, while sales in the FPD materials business decreased. Consolidated operating income amounted to ¥94.1 billion, up 16.0% from the previous fiscal year, reflecting an increase in profit due to growth in revenues and improvement of profitability.

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

Increases ↗

- In the medical systems business, sales in growth fields including medical IT, endoscopes, and ultrasound diagnosis were strong
- In the industrial products business, sales in such new business areas as *EXCLEAR* and backsheets for solar cell were strong
- In the electronic materials business, sales of such advanced products as photo resists and treatment agents were strong
- In the graphic systems business, sales of digital printing devices and industrial inkjet printheads were strong, while sales of computer-to-plate (CTP) plates were weak due to the negative impact of an economic slowdown in China and other countries

Decreases ↘

- In the FPD materials business, sales decreased reflecting such impacts as production adjustments due to the slowdown of the LCD panel market and other factors
- In the recording media business, total demand for professional-use videotapes decreased

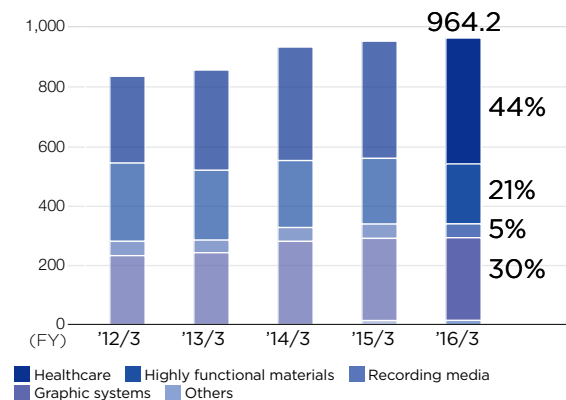
Reasons for Change in Operating Income from FY2015/3 to FY2016/3

Increase ↗

- Profitability improved in each business

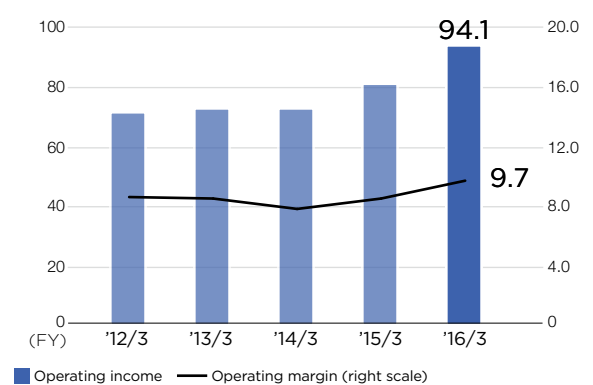
Revenue

Billions of yen



Operating income / Operating margin

Billions of yen



FY	Billions of yen				
	'12/3	'13/3	'14/3	'15/3	'16/3
Revenue	¥ 835.5	¥ 856.5	¥ 933.9	¥ 953.6	¥ 964.2
Operating income	71.6	72.9	72.9	81.2	94.1
Total assets	1,268.4	1,332.8	1,336.1	1,457.9	1,460.6
Depreciation	72.4	71.8	68.6	51.0	52.0
Capital expenditures	56.2	39.9	32.4	29.4	39.3

Healthcare

Revenue **¥423.5 billion**
 Compared with previous fiscal year: **+7.4%** 

Medical Systems

Principal Products and Services

- Digital X-ray imaging diagnostic systems: *FCR, DR*
- Medical-use picture archiving and communications systems *SYNAPSE*
- Endoscope systems
- Ultrasound diagnostic equipment
- X-ray films
- Dry imagers
- In-vitro diagnostic systems

Performance Highlights and Major Initiatives

- In the X-ray imaging diagnostic field, sales of the *CALNEO* series, a DR cassette digital X-ray imaging diagnostic system, and the *AMULET* series, a digital mammography system, were strong
- In the medical IT field, every effort is being made to expand business in the clinical field focusing mainly on picture archiving communications systems (PACS). In addition, Fujifilm made the acquisition of the medical IT software company TeraMedica, Inc., in the United States in May 2015.
- In the endoscope field, sales of *LASEREO* endoscope systems that use laser light and are equipped with high-quality image CMOS sensors, new endoscopic ultrasonography systems, and other products were strong
- In the ultrasound diagnosis field, sales of the high-end product *X-Porte* were strong, centering on North America

Medical-use picture archiving and communications systems *SYNAPSE*



Pharmaceuticals

Principal Products and Services

- Small molecule drugs
- Contract manufacturing of biopharmaceuticals
- Radiopharmaceuticals

Small molecule drug



Performance Highlights and Major Initiatives

- Sales increased due to strong sales of contract manufacturing of biopharmaceuticals and other factors
- In the field of research and development, Fujifilm is promoting the steady development of pipeline including anti-cancer agents and Alzheimer's disease drugs. In January 2016, phase I clinical trials of the anti-cancer agents *FF-21101* and *FF-10502* started in the United States

Regenerative Medicine

Principal Products and Services

- iPS cells for drug discovery support
- Recombinant peptide
- Autologous cultured epidermis / cartilage



Autologous cultured epidermis

Performance Highlights and Major Initiatives

- Cellular Dynamics International, Inc. (CDI), in the United States, a leading global company in the development and manufacture of iPS cells, became a consolidated subsidiary of the Fujifilm Group in May 2015. In addition, Fujifilm established Cellular Dynamics International Japan Co., Ltd., in October 2015 to develop iPS cell-related businesses in Japan
- Fujifilm and consolidated subsidiary Japan Tissue Engineering Co., Ltd., are harnessing synergies by incorporating CDI's technologies while accelerating the pace of product development and expanding its business domain

Life Sciences

Principal Products and Services

- Functional cosmetics
- Nutritional supplement products
- Hair care products



ASTALIFT series

Performance Highlights and Major Initiatives

- Sales increased significantly, reflecting strong sales of the jelly-like serum *ASTALIFT JELLY AQUARYSTA*, which was renewed in September 2015
- The skin-whitening serum *ASTALIFT WHITE ESSENCE INFILT* was renewed in March 2016

Highly Functional Materials

Revenue **¥202.0 billion**

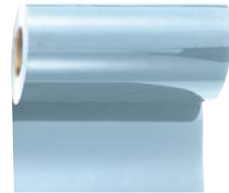
Compared with previous fiscal year: **-8.6%** ↓

Flat Panel Display (FPD) Materials

Revenue **¥95.9 billion**

Compared with previous fiscal year: **-25.5%** ↓

FUJITAC protective film for polarizers



Principal Products and Services

- FUJITAC protective films for polarizers
- WV film for expanding viewing angles

Performance Highlights and Major Initiatives

- Sales decreased, reflecting such impacts as production adjustments due to slowdown in the LCD panel market and other factors
- Going forward, Fujifilm is working to maintain sales of products for LCD TVs, and to expand sales of high-end products for use in small and medium-sized displays. Moreover, Fujifilm is promoting the expansion of such new business fields as the materials related to touch panels and backlights

Industrial Products, Electronic Materials

Revenue **¥106.1 billion**

Compared with previous fiscal year: **+15.0%** ↑



EXCLEAR touch-panel sensor film

Principal Products and Services

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

Performance Highlights and Major Initiatives

Industrial Products

- Sales significantly increased, reflecting strong sales in new businesses such as the touch-panel sensor film EXCLEAR and backsheets for solar cell

Electronic Materials

- In the electronic materials business, sales increased, reflecting strong sales of such advanced products as photo resists and treatment agents
- Fujifilm plans to expand business utilizing the broad product lineup and other strengths of Ultra Pure Solutions, Inc., a U.S. manufacturer and marketer of high-purity solvents, which became a consolidated subsidiary in December 2015

COLUMN

Business Activities Based on the Medium-Term CSR Plan: Sustainable Value Plan 2016 (SVP2016)

→ Please refer to page 47 (SVP2016).

Helping to Solve the World's Public Health Problems

Fujifilm has applied its silver amplification technology, traditionally used in the development process for photographs to the development of a diagnostic system that can detect even a very small amount of influenza virus at an early stage. The technology can be applied to diseases other than influenza, and Fujifilm aims to apply it more widely to contribute to the early detection of

various infectious diseases existing around the world. In particular, we are working to create a simple, quick, small-sized, and portable diagnostic system for use even in places where proper medical facilities are lacking and an infection has been reported. In doing so, our goal is to help solve the world's public health problems.



FUJI DRI-CHEM IMMUNO AG1

Recording Media

Revenue **¥46.6 billion**

Compared with previous fiscal year: **-3.3%** ↓

Principal Products and Services

- Magnetic recording tape for computers
- Professional-use videotapes
- Data archive service

Performance Highlights and Major Initiatives

- Despite smooth sales of computer tape with unique technologies such as barium ferrite (BaFe) particles, overall sales decreased because of the impact of a decline in total demand for professional-use videotapes
- Fujifilm is working to further offer high-value-added products and services to meet long-term storage needs and expand sales through a variety of activities of the *FUJIFILM LTO Ultrium 7 Data Cartridge*, which adheres to the 7th generation LTO Ultrium standards, while also promoting its data archive service *d:ternity*



FUJIFILM LTO Ultrium 7 Data Cartridge
computer tape with BaFe
magnetic particles

Graphic Systems

Revenue **¥285.0 billion**

Compared with previous fiscal year: **+0.5%** ↗

Principal Products and Services

- Printing materials, CTP plates
- Digital printing equipment
- Ink for inkjet printers
- Industrial inkjet printheads
- Package-related systems

Performance Highlights and Major Initiatives

- Overall sales increased due to strong sales of digital printing devices and industrial inkjet printheads, which offset weak sales of CTP plates due to the negative impact of an economic slowdown in China and other countries as well as heightened price competition
- Going forward, Fujifilm plans to promote a shift in its business portfolio and to expand sales by differentiating its products from competitors in the mainstay CTP plates field through resource-saving solutions and further expanding sales of digital printing devices and industrial inkjet printheads



Jet Press 720S digital inkjet press

COLUMN

Business Activities Based on the Medium-Term CSR Plan: Sustainable Value Plan 2016 (SVP2016)

→ Please refer to page 47 (SVP2016).

Storing a Range of the World's Valued Data for the Future

Recent technological developments have caused an exponential increase in the quantity of data generated worldwide. Such developments have included increases in data volume following the emergence of high-definition 4K and 8K video and the widespread use of supercomputers. As the utilization of this accumulated data rapidly increases, so does the need for the reliable and cost-effective long-term storage of such data for future use. The use of magnetic tapes is gaining

in popularity, especially at major data centers, thanks to their storage capacity, portability, and energy efficiency. Fujifilm was the first in the world to commercialize magnetic tapes using BaFe particles, a cutting-edge technology that can help further increase the capacity of magnetic tapes. The Company is providing reliable services and solutions to meet the need for the archive storage of data that is valuable for customers and society.



Data center of the data archive
service *d:ternity*