

FUJIFILM Business Innovation Corp.

# Corporate Profile 2023



**NEVER  
STOP**

# A message from our top management



Committed to be  
our customers' trusted partner  
in driving business innovations

Naoki Hama

President and CEO  
FUJIFILM Business Innovation Corp.

FUJIFILM Business Innovation's unswerving mission is to contribute in solving societal issues and business challenges through communications. By leveraging the digital technologies and expertise in business process transformation cultivated over the years, our commitment is to enable the effective utilization of knowledge and information to empower people to demonstrate greater creativity through digital transformation (DX). As our customers' partner in driving business innovations, we are determined to resolve their challenges across a variety of business settings and fuel their operational growth.

With workstyles continuing to diversify, it is essential to pursue DX in order to create flexible yet innovative workplaces that enable individual capabilities and creativity to be demonstrated at any time and at anywhere. To support our customers with smooth workflow and quick decision making, we are shifting our business focus more toward "Business DX." As part of this shift, in 2022, we began selling

and providing implementation support of ERP systems, and in 2023, we expanded the scope of this business globally.

Further, in order to realize a sustainable society, it is our responsibility to contribute to the reduction of environmental burden by engaging in circular economy. Through both our technologies and business activities, such as the establishment of a resource recycling system as early as 1995, FUJIFILM Business Innovation has continually promoted various initiatives to reduce environmental burden. We will continue to take environmental actions by, for example, developing products with enhanced energy-saving performance and establishing a reuse and recycling system in line with the global expansion of our sales regions.

As embodied in our company name, we remain focused on consistently driving innovation for businesses, and to continue taking on challenges that befit a trusted partner for our customers.

## Our Mission

### Driving Business Innovation

This mission embodies our commitment to continuously innovate and extend new frontiers that help businesses grow. We do this by;

- Providing outstanding products, services and solutions
- Optimizing customer's business processes across all work environments
- Implementing workflows that enable effective sharing of information and knowledge, thus allowing customer to further leverage on their organizational strengths


# Business Summary

Our goal is to help our customers grow their businesses and resolve their business challenges in various aspects by optimizing their overall work processes and strengthening their customer relationships. We are enabling work styles unconstrained by time or location to support the changing work styles and operating processes.

### Major business domains of FUJIFILM Business Innovation


#### Business Solutions

Providing document services— which include system integration, cloud services, management of multifunction devices, and Business Process Outsourcing of mission-critical processes—, tailored to various industries or business processes to meet business challenges.




#### Office Solutions

Providing office equipment such as multifunction devices and printers as well as related solutions.



#### Graphic Communications

Providing digital printers and printing workflow solutions in the commercial printing segment focusing on graphic communications —from creating contents to processing and delivery.



Business Innovation  
JPY 838.1 billion / 29 %

Healthcare  
32%

Imaging  
15%

Materials\*  
24%

**FUJIFILM Holdings Revenue for fiscal 2022**  
JPY 2,859.0 billion

\*Graphic Communications in the Materials segment include revenue for fiscal 2022 from both Fujifilm's and FUJIFILM Business Innovation's graphic communications businesses.

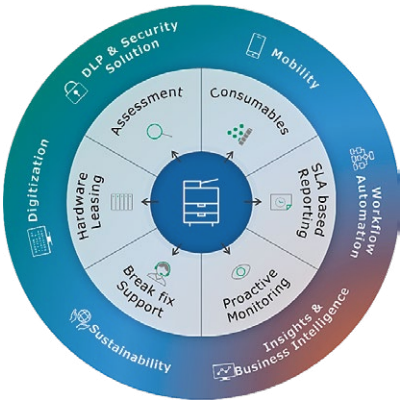
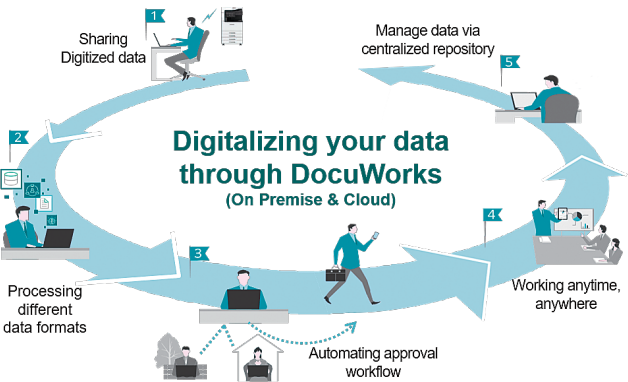
## Cutting-edge solutions and services to optimize business processes.

**DocuWorks:** Enabling easy document collaboration for modern workstyles

Create, view and sharing documents easily, seamlessly and securely with DocuWorks. Increase your productivity with this one-stop solution and enjoy your hybrid workstyle with an intuitive user experience at anytime and from anywhere.

**MPS Guardia:** optimizing and transforming your print & document environment

MPS Guardia is the new age managed print service that will shield businesses against cost overruns, data breaches and productivity loss, providing you with greater visibility, control, security and automation.



# Our global sales regions

FUJIFILM Business Innovation continues to expand its sales region worldwide, in addition to the Asia-Pacific region where its direct sales offices are located.



## Japan

### Yokohama Minatomirai Center (Kanagawa, Japan)



Aiming at fulfilling market needs swiftly by strengthening ties with customers, the Center reinforces R&D functions through cross-divisional collaboration, shortening product development lead time, and streamlining R&D costs.

### Ebina Center (Kanagawa, Japan)



Principal site to develop multifunction devices, production printers and related products, as well as to establish manufacturing technologies.

### Takematsu Center (Kanagawa, Japan)



Develops and manufactures imaging materials for multifunction devices and printers.

### FUJIFILM Manufacturing Corp.

An affiliate company established in January 2010. It is responsible for prototyping and manufacturing office equipment, printing devices and related products, as well as their components and consumables.

- **Headquarters**  
(located in FUJIFILM Business Innovation Ebina Center)
- **Takematsu Center**  
(located in FUJIFILM Business Innovation Takematsu Center)  
Manufactures ground toner and photoreceptors, providing key component materials that support the image quality and reliability of FUJIFILM Business Innovation products.

### • Suzuka Center



Manufactures key components including electronic and optical parts for multifunction devices. Also, the Center incorporates a resource recycling production system, where new products are assembled utilizing reused components that FUJIFILM Business Innovation guarantees quality and performance equivalent to brand new components.

### • Toyama Center



State-of-the-art plant for manufacturing toner based on emulsion aggregation (EA) method.

### Sales bases

**34** direct sales locations in Japan

**23** sales companies in **15** countries and regions in the Asia Pacific and the United States



### R&D/manufacturing bases

**5** bases in Japan

**2** in China including a recycling base and **1** in Vietnam





## Asia Pacific

### FUJIFILM Eco-Manufacturing (Suzhou) Corp.



Recycles used products.

### FUJIFILM Manufacturing Shenzhen Corp.



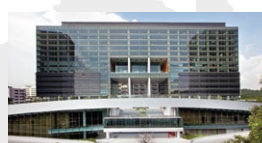
Produces laser printers, multifunction devices and consumables.

### FUJIFILM Manufacturing Hai Phong Co., Ltd.



Produces multifunction devices, low-end LED printers and others.

### FUJIFILM Business Innovation Asia Pacific Pte. Ltd. (Singapore)



Corporate support and shared services hub for the Asia-Pacific region.

Awards from Keypoint Intelligence, the leading independent provider of test services for the print industry



**BLI Winter 2022 A3 Pick Award**  
Outstanding 70-ppm Color A3 MFP  
**Product : Apeos C7070**



**BLI 2023 A4 Pick Award**

**Product: Apeos C4030**



**Product: Apeos C5240**

**BLI Security Validation Testing 2023**



FUJIFILM Apeos Firmware Platform V1.25/V21.25  
**Product : Apeos C7070 / C6570 / C5570 / C4570 / C3570 / C3070 / C2570**



**BLI 2022 PRO Award**  
Outstanding High-Volume CMYK+ Production Device  
**Product : Revoria Press™ PC1120**

# Corporate Overview

Name	FUJIFILM Business Innovation Corp.
Headquarters	9-7-3 Akasaka, Minato-ku, Tokyo 107-0052, JAPAN
Telephone	+81-3-6271-5111
Chairman and Director	Hisanori Makaya
President and CEO, Representative Director	Naoki Hama
Date of establishment	February 20, 1962
Capital	20 billion yen
Number of employees	34,004 / 4,505 (consolidated / unconsolidated, as of March, 2023)
Business sites	<b>Headquarters:</b> Tokyo <b>Research:</b> Yokohama (Kanagawa, Japan) <b>Development/manufacturing:</b> Japan: Yokohama, Ebina, Takematsu (Kanagawa), Suzuka (Mie), Namerikawa (Toyama) Overseas: Shenzhen, Suzhou (China), Hai Phong (Vietnam) and others



## History

- 1962 **Established Fuji Xerox** with a 50:50 equity ratio of Fuji Photo Film and Rank Xerox. Revolutionized office work with Xerography, a technology which enables photocopying on paper
- 1965- **Entered the Philippines market** and expanded business thereafter by establishing joint ventures or dealers in other Asia-Pacific countries/regions
- 1971 **Established an integrated manufacturing and sales organization** with the acquisitions of Takematsu Plant from Fuji Photo Film and the Iwatsuki Plant from Iwatsuki Kohki
- 1975 Launched **the industry-first** full-color copy machine, Fuji Xerox 6500
- 1995 Established a printer manufacturing subsidiary in Shenzhen, China
- 2000 **Achieved a resource recycling rate of 99.9%** through a nationwide zero-waste system in Japan.
- 2001 **Consolidated to Fuji Photo Film Group** with equity increase to 75% owned by Fuji Photo Film and 25% by Xerox Corporation
- 2008 Established an integrated recycling system in China.
- 2013 New manufacturing company Fuji Xerox Hai Phong began operation in Vietnam to meet increasing global demand
- 2019 FUJIFILM Holdings Corporation acquired (including through its subsidiaries) the entire 25% stake in Fuji Xerox from Xerox Corporation (including from its subsidiaries) and made Fuji Xerox a wholly owned subsidiary
- 2020 Decided to end the Technology Agreement with Xerox Corp. and began the March 31, 2021, expiration date
- 2021 **Changed the corporate name to FUJIFILM Business Innovation Corp. and began sales of Fujifilm-branded products to countries other than Japan and the Asia-Pacific**
- 2022 FUJIFILM Eco-Manufacturing (Suzhou) achieves carbon neutral by installing solar panels on site and switching entirely to renewable electricity

## Affiliates

### Affiliates in Japan

#### Sales

FUJIFILM Business Innovation Japan Corp.  
Responsible for all sales operations in Japan

FUJIFILM Printing Systems Corp.  
Conducts wholesaling of office laser printers

FUJIFILM Digital Solutions Co., Ltd.  
Marketing and implementation support of ERP systems centered around Microsoft Dynamics 365 as well as other business solutions

#### Manufacturing

FUJIFILM Manufacturing Corp.  
Develops prototypes and manufactures office equipment, printing devices and related products, as well as their components and consumables

#### Outsourcing services

FUJIFILM System Services Corp.  
Provides business process outsourcing services

FUJIFILM Service Creative Corp.  
Sales contract and management operations, finance and accounting operations, call center operations, and others.

FUJIFILM Service Link Corp.  
Provides document-related services

### Affiliates in other countries/regions

#### — Asia-Pacific Countries/Regions —

#### Sales

FUJIFILM Business Innovation Australia Pty Ltd  
FUJIFILM CSG Limited (Australia)  
FUJIFILM CodeBlue Australia Pty Ltd  
FUJIFILM Data Management Solutions Pty Ltd (Australia)  
FUJIFILM MicroChannel Services Pty Ltd (Australia)  
FUJIFILM Upstream Solutions Pty Ltd (Australia)  
Branch Of FUJIFILM Business Innovation Asia Pacific Pte. Ltd. (Cambodia)  
FUJIFILM BI Business Development (Shanghai) Corp.  
FUJIFILM Business Innovation (China) Corp.  
FUJIFILM Business Innovation Hong Kong Limited  
PT. Astra Graphia, Tbk. (General agency for FUJIFILM Business Innovation) (Indonesia)  
FUJIFILM Business Innovation Korea Co., Ltd  
FUJIFILM Business Innovation Asia Pacific Pte. Ltd. (Malaysia Operations)  
FUJIFILM Business Innovation Asia Pacific Pte. Ltd. (Myanmar Branch)  
FUJIFILM Business Innovation New Zealand Limited  
FUJIFILM CodeBlue Limited (New Zealand)  
FUJIFILM MicroChannel Limited (New Zealand)  
FUJIFILM Business Innovation Philippines Corp.  
FUJIFILM Business Innovation Asia Pacific Pte. Ltd. (Singapore)  
FUJIFILM Business Innovation Singapore Pte. Ltd.  
FUJIFILM MicroChannel Singapore Pte. Ltd.  
FUJIFILM Business Innovation Taiwan Co., Ltd.  
FUJIFILM Business Innovation Thailand Co., Ltd.  
FUJIFILM MicroChannel Thailand Co., Ltd.  
FUJIFILM Business Innovation Vietnam Co., Ltd.

#### Development, procurement and manufacturing

FUJIFILM Eco-Manufacturing (Suzhou) Corp.  
FUJIFILM Manufacturing Shenzhen Corp.  
FUJIFILM Procurement Hong Kong Limited.  
FUJIFILM Manufacturing Hai Phong Co., Ltd.

#### — United States —

FUJIFILM BI International Operations Corp. (U.S.A.)  
OEM sales and support of multifunction printers, laser printers, and consumables. Supply chain management of products in the United States and Europe.

