

Fuji Xerox
Corporate Profile
2011



Corporate Overview

■ Corporate Information

Name	Fuji Xerox Co., Ltd.
Headquarters	9-7-3 Akasaka, Minato-ku, Tokyo 107-0052, JAPAN
Telephone	+81-3-6271-5111
President and Representative Director	Tadahito Yamamoto
Date of establishment	February 20, 1962 Established as a joint venture between Rank Xerox Limited (whose name was changed to Xerox Limited on October 31, 1997) and Fuji Photo Film Co., Ltd.
Capital	20 billion yen
Shareholders	FUJIFILM Holdings Corporation (75%) Xerox Limited (25%)
Number of employees	42,529 (FY2010; consolidated); 9,627 (FY2010; unconsolidated)
Business sites	Headquarters: Tokyo Research laboratories: Nakai-machi (Kanagawa, Japan), Palo Alto (California, U.S.) Development/manufacturing sites: Japan: Ebina (Kanagawa), Takematsu (Kanagawa), Suzuka (Mie), Namerikawa (Toyama) China and other locations: Shanghai, Shenzhen and other cities Main sales and service offices in Japan: Approximately 300 cities including key locations such as Sapporo, Sendai, Tokyo, Yokohama, Nagoya, Kyoto, Osaka, Kobe, Hiroshima, Fukuoka and Okinawa Overseas bases (countries/regions): South Korea, China (including Hong Kong and Taiwan), the Philippines, Vietnam, Thailand, Malaysia, Singapore, Indonesia, Australia, New Zealand and the United States



■ Directors and Corporate Auditors As of July 1, 2011

President and Representative Director	Tadahito Yamamoto				
Representative Director	Haruhiko Yoshida				
Directors	Noboru Sasaki	Tamotsu Sakamoto	Hiroshi Kurihara	Katsuhiko Yanagawa	Hitoshi Fujiwara
	Shigetaka Komori	Shigehiro Nakajima	Ursula M. Burns	James A. Firestone	Kazimierz J. Herchold
Corporate Auditors	Full-time Corporate Auditors		Jiro Shono	Kazunori Satomi	
	Corporate Auditors		Toru Takahashi	Tetsuya Shiokawa	

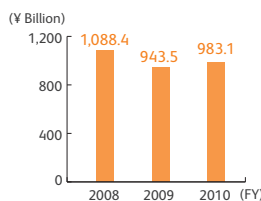
■ Sales and Service Areas

Fuji Xerox's sales and service areas cover Japan, China and other Asia-Pacific countries and regions. The Americas, Europe and other regions are covered by Xerox Corporation and Xerox Europe.

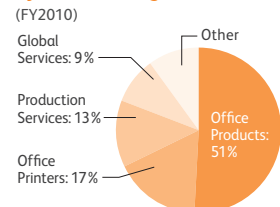


■ Performance

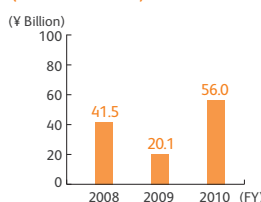
Revenue (consolidated)



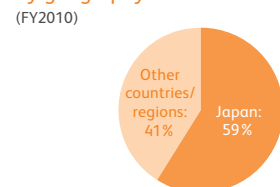
Consolidated revenue by business segment (FY2010)



Ordinary profits (consolidated)



Consolidated revenue by geography (FY2010)



■ Main Locations

— Research/Development/Manufacturing —

Fuji Xerox R&D Square (Kanagawa, Japan)



Fuji Xerox's existing R&D sites were integrated here, aiming at reinforcing R&D functions through cross-divisional collaboration, shortening product development lead time, streamlining R&D costs, and fulfilling market needs swiftly by strengthening ties with customers.

Ebina Center (Kanagawa, Japan)



Principal site to develop copy/multifunction devices and related products, as well as to establish manufacturing technologies

Takematsu Center (Kanagawa, Japan)



Develops and manufactures imaging materials for copy/multifunction devices and printers

Fuji Xerox Advanced Technology Co., Ltd.

An affiliate company established in January 2010. It undertakes development of equipment functions—scanner, paper feed and peripheral devices—as well as custom hardware/software to control these functions. The company also specializes in product customization for specific customers and markets, manual creation, and product testing/evaluation.

Headquarters (located in Minatomirai Fuji Xerox R&D Square)

- Ebina Center (located in Fuji Xerox Ebina Center)

Fuji Xerox Manufacturing Co., Ltd.

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 Fuji Xerox Ebina Center)

- Takematsu Center (located in Fuji Xerox Takematsu Plant)
Manufactures ground toner and photoreceptors, providing key component materials that support the image quality and reliability of Fuji Xerox products

- Suzuka Center (former Suzuka Fuji Xerox Co., Ltd.)



Manufactures key components including electronic and optical parts for copiers and multifunction devices. Also, the Center incorporates a resource recycling production system, where new products are assembled utilizing reused

components that Fuji Xerox guarantees quality and performance equivalent to brand new components.

- Toyama Center (former Fuji Xerox Imaging Materials Co., Ltd.)



Manufactures imaging materials for copiers, multifunction devices and printers, and has a state-of-the-art plant exclusively for emulsion aggregation toner (EA toner)

- Niigata Center (former Niigata Fuji Xerox Manufacturing Co., Ltd.)



Manufactures high-end printers, mainly for Production Services. Its advanced manufacturing technologies deliver products of high quality and reliability to customers.

Fuji Xerox of Shanghai Limited (Shanghai, China)



Develops and produces low-to mid-speed copy/multifunction devices as well as toner cartridges

Fuji Xerox of Shenzhen Ltd. (Shenzhen, China)



Produces laser printers, copy/multifunction devices and consumables

Fuji Xerox Eco-Manufacturing (Suzhou) Co., Ltd. (Suzhou, China)



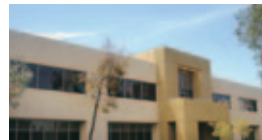
Recycles used products recovered throughout China (excluding Hong Kong, Macao and Taiwan)

Fuji Xerox Eco-Manufacturing Co., Ltd. (Thailand)



An integrated recycling site to recycle used products recovered from nine Asia-Pacific countries and regions

FX Palo Alto Laboratory, Inc. (California, United States)



A research base in Palo Alto, California that conducts research mainly on multimedia and information-related technologies

— Sales Offices —

Tokyo Sales Office (Tokyo, Japan)



A core base for sales/marketing activities

China Sales & Marketing (Shanghai, China)



Promotes business development in China (including Hong Kong and Macao, excluding Taiwan)

AP Sales & Marketing (Singapore)



Promotes business development in the Asia-Pacific region (excluding the regions that China Sales & Marketing oversees)

■ Affiliates

Affiliates in Japan

Sales

Fuji Xerox Hokkaido Co., Ltd.	Fuji Xerox Shizuoka Co., Ltd.
Fuji Xerox Iwate Co., Ltd.	Fuji Xerox Aichi Co., Ltd.
Fuji Xerox Miyagi Co., Ltd.	Fuji Xerox Aichi-Higashi Co., Ltd.
Fuji Xerox Fukushima Co., Ltd.	Fuji Xerox Mie Co., Ltd.
Fuji Xerox Ibaraki Co., Ltd.	Fuji Xerox Kyoto Co., Ltd.
Fuji Xerox Tochigi Co., Ltd.	Fuji Xerox Osaka Co., Ltd.
Fuji Xerox Gunma Co., Ltd.	Fuji Xerox Hyogo Co., Ltd.
Fuji Xerox Saitama Co., Ltd.	Fuji Xerox Nara Co., Ltd.
Fuji Xerox Chiba Co., Ltd.	Fuji Xerox Okayama Co., Ltd.
Fuji Xerox Tokyo Co., Ltd.	Fuji Xerox Hiroshima Co., Ltd.
Fuji Xerox Tama Co., Ltd.	Fuji Xerox Yamaguchi Co., Ltd.
Fuji Xerox Kanagawa Co., Ltd.	Fuji Xerox Shikoku Co., Ltd.
Fuji Xerox Yamanashi Co., Ltd.	Fuji Xerox Fukuoka Co., Ltd.
Fuji Xerox Niigata Co., Ltd.	Fuji Xerox Kita-Kyushu Co., Ltd.
Fuji Xerox Hokuriku Co., Ltd.	Fuji Xerox Nagasaki Co., Ltd.
Fuji Xerox Nagano Co., Ltd.	Fuji Xerox Kumamoto Co., Ltd.
Fuji Xerox Gifu Co., Ltd.	Fuji Xerox Kagoshima Co., Ltd.

Fuji Xerox Printing Systems Sales Co., Ltd.
Conducts wholesaling of office laser printers

Fuji Xerox Interfield Co., Ltd.
Markets office equipment, office furniture, stationary as well as consumables for copy machines, facsimiles and printers

Development

Fuji Xerox Information Systems Co., Ltd.
Develops various software programs, including mission-critical systems, networks and applications

Fuji Xerox Advanced Technology Co., Ltd.
Undertakes development of equipment functions—scanner, paper feed and peripheral devices—as well as custom hardware/software to control these functions. The company also specializes in product customization for specific customers and markets, manual creation, and product testing/evaluation.

Manufacturing

Fuji Xerox Manufacturing Co., Ltd.
Develops prototypes and manufactures office equipment, printing devices and related products, as well as their components and consumables

Human capital and organizational development services

Fuji Xerox Learning Institute Inc.
Provides consulting services for human capital development as well as educational aids, and conducts seminars

Services and operation

Fuji Xerox System Service Co., Ltd.
Provides public services solutions for municipal governments as well as support services for e-marketing/sales promotion targeted at the consumer market

Fuji Xerox Service Creative Co., Ltd.
Sales contract and management operations, finance and accounting operations, call center operations, and others.

Affiliates in other countries/regions

— Asia-Pacific Countries/Regions —

Sales

Fuji Xerox Asia Pacific Pte Ltd.	Singapore
Fuji Xerox Singapore Pte Ltd.	Singapore
Fuji Xerox Asia Pacific Pte Ltd. (Malaysia Operations)	Malaysia
Fuji Xerox Vietnam Company Limited	Vietnam
Fuji Xerox Korea Co., Ltd.	South Korea
Fuji Xerox Taiwan Corporation	Taiwan
Fuji Xerox (Thailand) Co., Ltd.	Thailand
Fuji Xerox Philippines, Inc.	The Philippines
Fuji Xerox Australia Pty Ltd.	Australia
Fuji Xerox New Zealand Ltd.	New Zealand
PT. Astra Graphia, Tbk. (General agency for Fuji Xerox)	Indonesia

Fuji Xerox (China) Limited	China
Fuji Xerox Industry Development (Shanghai) Co., Ltd.	China
Fuji Xerox (Hong Kong) Limited	Hong Kong

Procurement and manufacturing companies

Fuji Xerox of Shanghai Limited	China
Fuji Xerox of Shenzhen Ltd.	China
Fuji Xerox Far East Ltd.	Hong Kong
Fuji Xerox Eco-Manufacturing Co., Ltd.	Thailand
Fuji Xerox Eco-Manufacturing (Suzhou) Co., Ltd.	China

— United States —

Xerox International Partners
Provides OEM sales and support of laser printers and consumables

FX Palo Alto Laboratory, Inc.
Undertakes research on an outsourcing basis, mainly regarding multimedia and communication technologies

FX Global Supply Solutions, Inc.
Conducts supply chain management for Fuji Xerox products in Europe and North America