

# Forecast For FY2012/3 and Medium-Term Management Plan VISION 80 (FY2013/3-FY2014/3)

### **FUJIFILM Holdings Corporation**

Shigetaka Komori
President and Chief Executive Officer
October 31, 2011

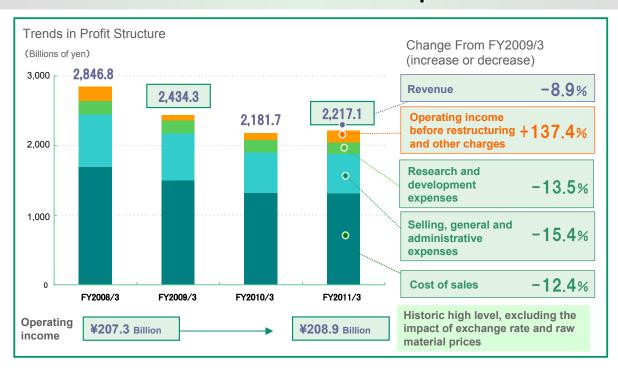
#### FORWARD-LOOKING STATEMENTS

Forward-looking statements such as those relating to earnings forecasts and other projections contained in this material are management's current assumptions and beliefs based on currently available information. Such forward-looking statements are subject to a number of risks, uncertainties, and other factors. Accordingly, actual results may differ materially from those projected due to various factors.

## Structural Reform Completion

## FUJ¦FILM

## FY2010/3 ~ FY2011/3 Built a Robust Corporate Constitution





(Billions of yen)

	FY2012/3 Forecast		FY2012/3 Forecast		Change from the previous announcement		FY2011/3 Actual	
	(announced	on July 29)	(latest)		Amount	%	100.0%	2 247 4
Revenue	100.0%	2,340.0	100.0%	2,290.0	(50.0)	(2.1)	100,070	2,217.1
Operating Income	6.8%	160.0	6.0%	136.5	(23.5)	(14.7)	6.2%	136.4
Income before Income Taxes	6.6%	155.0	4.7%	107.5	(47.5)	(30.6)	5.3%	117.1
Net Income Attributable to FUJIFILM Holdings	3.4%	80.0	2.4%	54.0	(26.0)	(32.5)	2.9%	63.9
Net Income Attributable to FUJIFILM Holdings per Share	¥166.08		¥112.10		¥(53.98)		¥131.30	
Cash Dividends per Share	¥35		¥35		-		¥30	
Exchange Rates : US\$	¥80		¥78		¥(2)		¥86	
€	¥116		¥109		¥(7)		¥113	

Using the same exchange rates and raw material prices as with FY2008/3, operating income will be ¥ 240.7 billion, a historic high Impact of exchange rate movements on operating income (full year, ¥1 change) US\$: ¥1.1 billion €: ¥0.7 billion

2

## Medium-Term Management Plan VISION 80

FY2013/3-FY2014/3



## 1. Proceeding Growth Strategies in Priority Business Fields

## Three pillars supporting growth strategies

- Realizing great growth in healthcare business
- Further expansion in highly functional materials

#### business

• Further growth and improvement of profitability in document solutions business

## 2. Speeding Up Globalization

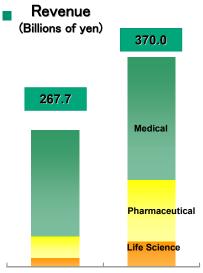
4

## Great Growth in Healthcare Business



To be a comprehensive healthcare company that covers "prevention," "diagnosis," and "treatment"

Target revenue for FY2014/3: ¥370.0 billion



FY2014/3

FY2011/3

#### Medical Systems Field

- From materials to networks and devices change in profitability portfolio
- Increase sales by launching new products with originality
- Pursue profitability by improving efficiency in developing costs and strengthening manufacturing

#### Life Sciences Field

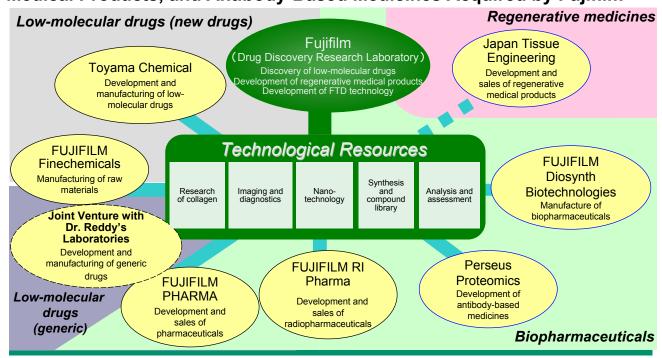
- Enlarge the business by expanding product variation and sales market
- Enlarge the business by launching distinctive products using proprietary technologies
- Expand overseas sales of "ASTALIFT" series

#### Pharmaceuticals Field

 Aim to be the only one company by developing business basis that the company achieved during these years



Aim to Be a Unique Company in the Pharmaceutical Business by Developing Low-Molecular Drugs, Biopharmaceuticals, Regenerative Medical Products, and Antibody-Based Medicines Acquired by Fujifilm



## Business Expansion in Highly Functional Materials



6

## FY2014/3 Target revenue: ¥330.0 billion

Industrial materials/electronic materials Revenue of new products: ¥50.0 billion

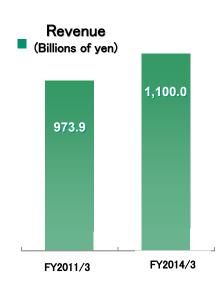
- 1. Launch a series of new products for remarkably growing markets, making full use of the Group's developing capability for functional materials
- 2. For LCD TVs and monitors, maintain growth as a core business while securing profitability





## Compatibility of Growth and Profitability

Target revenue for 2014/3: ¥1,100.0 billion



#### **Business Strategies**

Reinforcing and shifting to new growth fields and markets, while maintaining and enhancing earning bases

- In Japan, focus on reinforcing sales power for growth, expanding global service, and accelerating expansion of solution business
- Shift resources to China and other emerging countries to speed up growth
- Further enhance product competitiveness in global base in production business and accelerate expanding low-end/quantity business

#### **Reinforce Corporate Constitution**

Accelerating reform for a new corporate constitution for recovery of growth and profitability

- Build a robust cost constitution by continuing efforts to improve cost of sales
- Reinforce and improve R&D productivity
- Reach operating income ratio of over 10% in FY2014/3

ጸ

## Digital Imaging



## Electronic Imaging Business

Achieve Revenue Growth at CAGR of over 10% by Expanding the Lineups of High-End Models and Reinforcing Sales Promotion

Expand the lineup of high-end models, "X" series

Following *X100* and *X10*, launch *X-S1*, a long-zoom model, before the end of the year Planning to launch a first-class, mirror-less digital SLR camera next spring

Reinforce sales promotion worldwide

Promote direct sales in Asia

Pursue brand power using aggressive advertisements

Enforce sales and support system









## **Business Fields Topics** Increase sales in digital printing market by utilizing the Group's core technologies for ink jet print head and inks Measures to increase share are **Graphic Arts** taken by launching environmentally friendly products, including processless plates and a system that realizes decreases in wastewater **Jet Press 720** Shift main business to **Optical Devices** higher value-added camera modules Increase sales by prompting data tapes using **Recording Media** barium ferrite magnetic materials, which realize the largest recording volume in the world

10

## Speeding Up Globalization



## Increasing Sales and Profits in Emerging Countries

Allocate Management Resources to Measures for Expanding New Markets

Reinforcing sales promotion by setting up new overseas Group companies





## FY2012/3-FY2014/3 Aggressively Investing ¥1,000 Billion in Total

Item	FY2012/3-FY2014/3 Annual base				
Capital Expenditure	¥ 100.0 ~ 150.0 billion				
M&A	¥ 50.0 ~ 100.0 billion				
R&D	¥ 150.0 ~ 200.0 billion				
Total	¥ 1,000 billion scale in three years				

12

## Performance and Management Objectives for FY2014/3



