Put knowledge to work.
Put knowledge to work.

Kyocera Document Solutions has championed innovative technology since 1934.

We enable our customers to turn information into knowledge, excel at learning and surpass others.

With professional expertise and a culture of empathetic partnership, we help organisations put knowledge to work to drive change.
Solution adviser contributing to your business.

Put knowledge to work.

We at Kyocera Document Solutions are responsible for the document solution business in the Kyocera Group, which operates globally in a wide range of business fields.

In today’s business world, digitalization is proceeding at an unprecedented pace and the volume of documents is growing exponentially.

In this business environment, we believe that our mission is to support our customers to effectively manage their information, and turn that information into knowledge, in order to address their challenges with a sense of speed.

By offering a total document solution, we are committed to contributing to the business growth and competitive advantage of our customers.

Based on the relationships of trust between our customers and our technologies cultivated over the years, we will continue to expand into new fields and evolve.

By combining hardware, software and solutions, we aim to become your total document solution advisor who works closely with each customer and offers the optimal solution.

President
Norihiko Ina
Providing the optimal solutions for various business challenges.

--- Put knowledge to work. ---

---
Our strength lies not only in our products, but also our full range of comprehensive document related services.

**Printer & MFP Business**
With our wide-ranging lineup, we offer products suitable for all office environments from small to large-sized companies, featuring environmental friendliness and economic viability.

**ECM Solution Business**
We provide ECM solutions which enhance work efficiency and productivity by enabling companies to collectively manage all information and data.

**Inkjet Business**
In response to diverse needs in the documents field, we are expanding into new business fields. Based on our know-how cultivated through our printer and MFP business, we are developing inkjet printers for commercial and industrial use.
ECOSYS & TASKalfa

ECOSYS Printers / MFPs

Based on long-life technology cultivated by Kyocera Document Solutions over the years, we provide document solutions that are both ecological and economical. ECOSYS Printers were first launched in 1992, and in 1997, became the first page printer in the world to be awarded Germany’s prestigious Blue Angel certification for environmentally friendly products. They continue to evolve today even after more than 25 years.

The Blue Angel is an environmental certification that was first established in 1978 by the German Federal Environment Agency. The certification is awarded to products and services that not only feature environmental friendliness, but also meet high standards of occupational safety and health, as well as quality of use. Known as one of the strictest environmental certifications, the Blue Angel is utilized as the basis for many other certifications in this field.

“Only Toner” Design

ECOSYS products incorporate an “Only Toner” Design. When refilling toners, it is possible to replace only the toner container without having to change other parts, such as the developer unit. This results in a reduced running cost compared to general products, which require additional replacement of surrounding parts when refilling toner. This feature contributes to environmental conservation by minimizing the amount of waste material produced.

TASKalfa MFPs

Named by combining the words “task” and “alfa” (meaning “No. 1” or “the best”), these MFPs contribute to enhancing work efficiency. Equipped with Kyocera’s original and highly reliable technology, they address various challenges our customers face in their operations.

Most Reliable
Color Copier MFP Brand

TASKalfa series were awarded the “Most Reliable Color Copier MFP Brand” by the US-based research institute BLI.
From small offices to large corporations, Kyocera offers a wide-ranging lineup of printers and MFPs that are both ecological and economical. The outstanding long-life performance of Kyocera printers has earned a strong reputation worldwide.

Our Proprietary Toner

By achieving a fuser temperature 30°C lower than conventional products, the total energy consumption is reduced by half. In addition, no organic solvent is used in the production process, and the amount of water used is extremely low, thus helping to conserve the environment. A uniform toner layer is formed to achieve clear and smooth image representation.

The Three Advantages of Our Proprietary Toner

- **Energy efficiency**: Cut down energy consumption with low fusing temperature
- **Ecology**: New manufacturing methods to reduce environmental burden
- **High image quality**: Expanded color reproduction area

PSLP* Drums

Our organic photoreceptor drums offer stable electrical properties throughout its product life. More than 300,000 pages can be printed without replacing parts.

*PSLP: Positive-charged Single Layer Photoc conductor

α-Si* Drums

We use amorphous silicon (α-Si), featuring a high degree of hardness, in our photoreceptor drums that form the core of printers and MFPs. This allows for the printing of more than 1 million pages.

*α-Si: amorphous silicon
ECM Solutions
(Enterprise Content Management)

By enabling companies to collectively manage a large volume of data and documents, ECM solutions contribute to enhancing productivity and work efficiency.

Allowing for data and documents to be efficiently stored, viewed, reviewed, etc., these solutions also enable workflow automation.

As ECM solutions can be seamlessly connected with existing databases and core systems such as ERP\(^1\) and CRM\(^2\), company information can be searched from PCs or mobile devices, thus reducing workload and streamlining operations.

---

\(^1\) ERP = Enterprise Resource Planning
\(^2\) CRM = Customer Relationship Management

---

**ECM by Kyocera Document Solutions**

From ready-to-use packaged products to fully customized installations, we offer optimal ECM solutions that suit each customer’s situation.

By linking with document input-output software developed in-house and enabling connection with Kyocera printers and MFPs, we offer comprehensive ECM solutions to support our customers.

---

**Comprehensive ECM**

**Input software**
- Document Input
  - KYOCERA Capture Manager

**Workflow software**
- Document management
  - n>scale

**Output software**
- Document output
  - KYOCERA Net Manager

---

Paper documents → MFP → Database → Client PCs → Mobile device → Printer / MFP → Paper documents

E-mail → Folder → Database → Enterprise system → HR system → Expense system → Web browser → Mobile device
The need for on-demand printing is becoming increasingly diversified as digitization accelerates. Based on the know-how we have cultivated in office printers and MFPs, we are developing the inkjet business for commercial and industrial applications such as catalogs, direct mails, cloths and films.

**TASKalfa Pro**

**High Productivity**

The TASKalfa Pro enables 150ppm printing and can continuously print 9,000 pages an hour continuously. The system features a maximum input capacity of 14,310 sheets and can stack up to 15,200 sheets in output (TASKalfa Pro 15000c).

**Our Proprietary Ink**

Kyocera’s water-based pigment inks, featuring excellent light resistance, water resistance and color development capability, enable to achieve high-quality images.

**Wide Variety of Media**

The TASKalfa Pro can print on a wide variety of media with different sizes, thicknesses and types by adjusting the distance between the inkjet heads and sheets.
Providing products and services in the best quality, with new technology and challenging spirits.

Put knowledge to work.
New Technological Development

In order to provide customers with optimal products and solutions, our company is engaging in technological developments and manufacturing in new fields.

We aim to drive innovation through new technologies, such as model-based design, deep learning, IoT and robotics.

At the heart of this development are employees with challenging spirits, committed to support the business of our customers.

R&D sites around the world are unified by the R&D Center at the global headquarters which provides new value through ground-breaking technology development and manufacturing.

Smart Factories

Our Printers, MFPs, toners, and photoreceptor drums are manufactured in four countries: Japan, China, Vietnam, and Czech Republic.

Striving to achieve top-quality manufacturing, we are developing smart factories through robot-automated production, as well as use of AI and IoT in data analysis to prevent defects in the production line.

In addition, by building a supply chain with an integrated system from orders to production and shipment, and developing a flexible production system, we have achieved a speedy and stable product supply.

Through these measures, we will continue to provide value in all aspects of QCD* by advancing our smart factories.

*QCD – Quality, Cost, and Delivery
Summary of Kyocera Group

Corporate Marks
“Respect the Divine and Love People”
Preserve the spirit to work fairly and honorably, respecting people, our work, our company and our global community.

Management Rationale
To provide opportunities for the material and intellectual growth of all our employees, and through our joint efforts, contribute to the advancement of society and humankind.

Group Employees
76,863 (Excluding non-consolidated subsidiaries and affiliates accounted for by the equity method as of March 31, 2019)

Consolidated Net Sales
JPY1,623,710 million (as of March 31, 2019)

Group Companies
286 (including Kyocera Corporation as of March 31, 2019)

Management Based on the Bond of Human Minds
Kyocera started as a small, suburban factory, with no money, credentials or reputation. We had nothing to rely on but a little technology and 28 trustworthy colleagues.
Nonetheless, the company experienced rapid growth because everyone exerted their maximum efforts and managers devoted their lives to earning the trust of employees. We wanted to be an excellent company where all employees could believe in each other, abandon selfish motives, and be truly proud to work. This desire became the foundation of Kyocera’s management.
Human minds are said to be easily changeable. Yet, there is nothing stronger than the human mind. Kyocera developed into what it is today because it is based on the bonds of human minds.

Founder and Chairman Emeritus Kyocera Corporation Kazuo Inamori

Summary of Kyocera Document Solutions

Corporate Name
KYOCERA Document Solutions Inc.

Global Headquarters
1-2-28 Tamatsukuri, Chuo-ku, Osaka
540-8585 Japan
Tel. +81-6-6764-3555

President
Norihiko Ima

Founded
November 1934

Established
Mita Industrial Co., Ltd.
July 1948
January 18, 2000
April 1, 2012

Name changed to KYOCERA Mita Corporation.
Name changed to KYOCERA Document Solutions Inc.

Capital
JPY12,000 million (100% KYOCERA Corporation)

Group Companies
84
Including Kyocera Document Solutions Inc. as of September 2019

Group Employees
21,114
As of September 2019

Consolidated Net Sales
JPY 375.1 billion
As of March 2019

Consolidated Profit before Income Tax
JPY 42 billion
As of March 2019
Kyocera Document Solutions in Figures

Consolidated Sales by Segment in the Kyocera Group

23.1%

Kyocera Document Solutions is the largest business segment in the Kyocera Group, a global corporate group operating in a variety of fields, accounting for approximately 1/4 of the group’s consolidated sales.

Profit Ratio before Income Tax

11.2%

Along with sales growth, we have continually achieved double-digit pretax profit ratios.

Global Network

37 Sales Companies in 140 Countries and Regions

Through our 37 sales companies worldwide, we provide products and services to more than 140 countries and regions around the world.

Registered Patents

2,551

We proactively invest in technological development. The number of patents acquired in the last four years has exceeded 2,000/year, which is well above the average level of other companies in the same industry.

Revenue and Profit Ratio

Sales revenue
Profit ratio before Income tax

8.6% 11.0% 11.2%

JPY 324 billion JPY 371 billion JPY 375 billion

As of March 2017 As of March 2018 As of March 2019

(Starting in March 2019, we switched over from the previous US accounting standards to IFRS. For this reason, the IFRS-converted figure is shown for 2018.)

Trend in the Registered Patents

Industry average

2,216

2017

Industry average

2,551

2018

Scope of patents:
Electrophotographic field in Japan, USA, Europe, and China
Global Network

Our global network, covering everything from R&D to customer support, lives up to the trust of our customers all over the world.

American Headquarters
(New Jersey, USA)

European Headquarters
(Hoofddorp, The Netherlands)

Sales Sites in North, Central, and South America
USA / Canada / Mexico / Brazil / Chile

Sales Sites in Europe, the Middle East, and Africa
Germany / UK / France / Italy / The Netherlands / Belgium / Spain / Portugal / Switzerland / Austria / Russia / South Africa / Sweden / Norway / Denmark / Finland / Turkey / Czech Republic / Slovakia / UAE

Group Companies
TA Triumph-Adler Group (Germany)
Ceyoniq (Germany)
Alto Group (Germany)
Armedata Group (UK)
DataBank Group (USA)
Huon IT (Australia)

Manufacturing-Related Sites
China (Shiliang) / Vietnam (Hai Phong) / Japan (Osaka and Mie) / Czech Republic / Hong Kong
Global Headquarters, R&D Center & Japanese Sales Company
Osaka Headquarters
(Osaka, Japan)

Japanese Sales Company
Tokyo Headquarters

Asian Headquarters
(Hong Kong)

Sales Sites in Asia and Oceania
South Korea / Hong Kong / Taiwan / Thailand / China /
Singapore / India / Japan / Australia / New Zealand

R&D Sites
USA (San Francisco and Los Angeles) / Vietnam (Ho Chi Minh) / Philippines (Cebu) / Japan (Osaka, Mie and Kanagawa)
History / CSR Activities

History

Our company was founded in 1934 as Mita Industrial. Originally focused in the manufacturing and sales of diazo-type copiers (blueprint machines), the company expanded its business throughout the world, mainly in Europe and the United States, as a manufacturer of copiers for professional use. We joined the Kyocera Group in 2000.

In the following year, Kyocera Corporation’s printer division was unified with the company. By combining Kyocera Corporation’s printer technology and our MFP technology cultivated over the years, we have continuously provided eco-friendly products to our customers.

2000
- Establishment of the China plant (Shilong, China)
2001
- Name changed to “Kyocera Mita Corporation.”
- Joined the Kyocera Group
2002
- Unification of Kyocera Corporation’s printer division
2003
- M&A with TA Triumph-Adler Group (Germany)
2008
- Establishment of an R&D site in San Francisco, USA
2009
- Establishment of Global Headquarters R&D Center (Osaka, Japan)
2010
- Establishment of a software development company in the Philippines

CSR

The Kyocera Group’s CSR activities are based on the Kyocera Philosophy, which uses as its decision-making criterion the principle to “Do what is right as a human being.” Through our Kyocera Philosophy, we work to advance our corporate citizenship, build relationships of mutual trust with stakeholders, and aim for sustainable growth. At the same time, we endeavor to contribute to the healthy development of society.

Efforts to Improve Our Workplace Environment

Health & Productivity Management Organization 2019 (“White 500”) Certification

Under the large enterprise category (“White 500”) in the Certified Health & Productivity Management Organization Recognition Program established by the Ministry of Economy, Trade and Industry in 2016, we were certified as an enterprise/organization that showed particular excellence in the field of health and productivity management. We view our employees’ health maintenance from a business management perspective and work to promote superior health management by coordinating with insurers.

Health and Safety Superior Enterprise (“Yujirou”) Certification

We have been certified as a “Health and Safety Superior Enterprise” under the “System for Announcing Health and Safety Superior Enterprises” by the Japanese Ministry of Health, Labour and Welfare. Our company is a member of the Kyocera Group and operates based on the concept of “living together.” We place high importance on the health and safety of all of our employees, who are the driving force of our corporation, and work to prevent accidents in the workplace.

Childrearing Support Enterprise Certification

The Ministry of Health, Labor and Welfare’s Osaka Labor Bureau certified us as a “Childrearing Support Enterprise” and awarded us the “Kurumin” next generation certification. By establishing an environment where it is easy to balance work and life, we are creating a workplace in which each and every employee can energetically and proactively shine in their work.
Social Contribution Activities

**Kyocera Group's efforts**

- Support for the Inamori Foundation's Kyoto Prize
  Kyocera supports the international Kyoto Prize, established by the non-profit Inamori Foundation to honor individuals and groups who have made significant contributions to the scientific, cultural and spiritual betterment of humankind.

- Support for Kyoto Sanga F.C.
  For regional revitalization in accordance with the J.League’s 100-Year Vision, the Kyocera Group supports the Kyoto-based professional soccer team Kyoto Sanga F.C.

**Kyocera Document Solutions Group's efforts**

- Elementary School Special Science Classes
  Global Headquarters and Hirakata Plant (Osaka, Japan)
  Using the principles of copiers, we held special classes on electricity.

- Establishment of “Kyocera Classes”
  China Plant (Shanghai, China)
  We held “Kyocera Classes” to teach our company’s technology and know-how at vocational schools around the country.

**Environmental Protection Activities**

- Philippines R&D Site
  We engaged in forest-planting at various locations around Cebu Island to help conserve the environment.

- Volunteer Cleaning Activities
  Australia Sales Company
  We took part in “Business Cleanup Day,” a volunteer cleaning initiative held throughout Australia.