



**FUJITSU**

THE POSSIBILITIES ARE INFINITE

# FELG Introduction



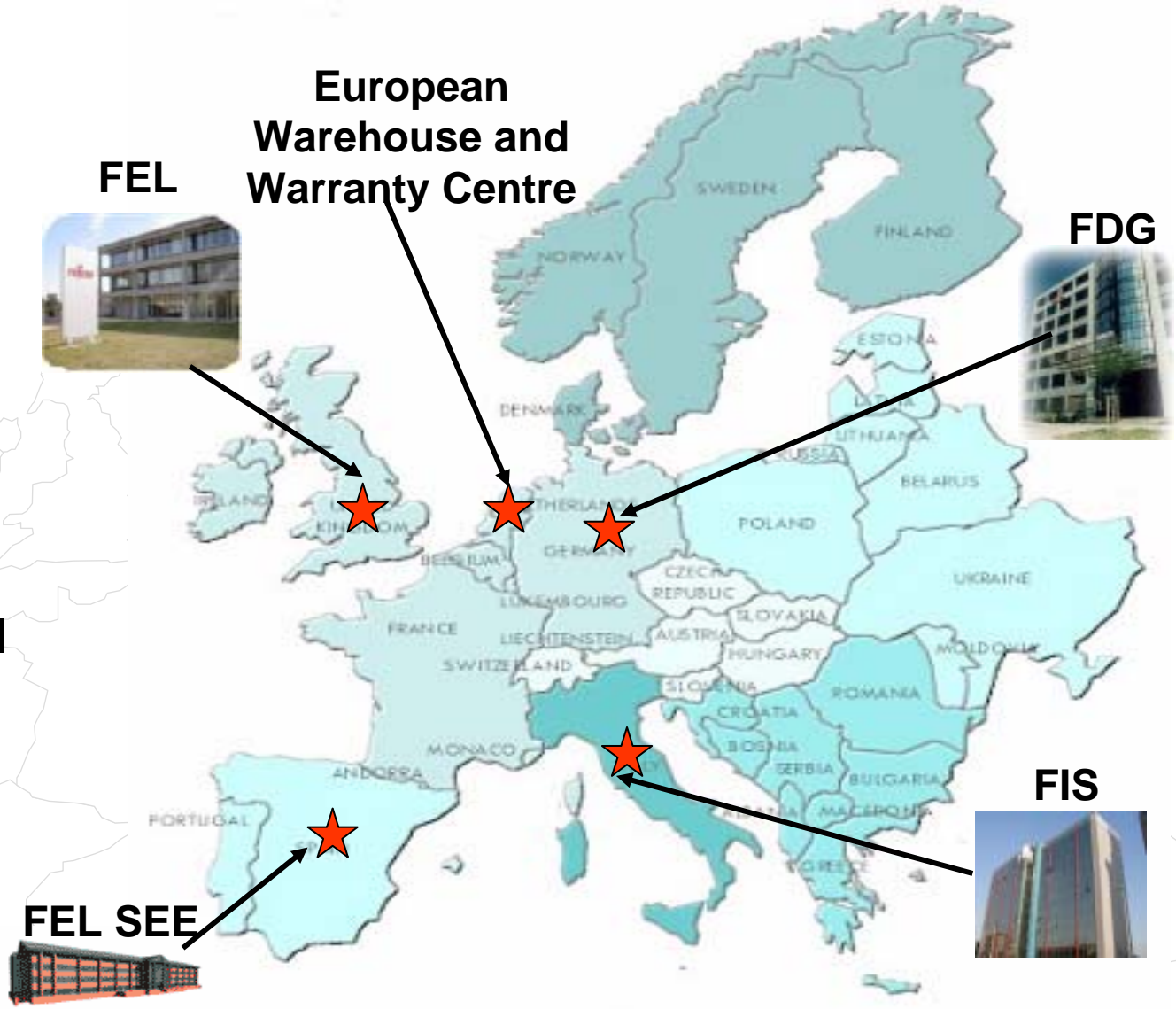
# Agenda



- 1. Introduction of Fujitsu Europe** **10:00 – 10:10**
- 2. Image scanner business** **10:10 – 10:30**
- 3. PalmVein business** **10:30 – 10:50**
- 4. Image Scanner demonstration** **10:50 – 11:20**
- 5. Q & A** **11:20 – 11:30**

# Fujitsu Europe Limited

- ◆ Headed by FEL, three companies are working together under “one for all, all for one” spirit
- ◆ Employees : 150 (as of beginning Apr/05)
- ◆ Pursuing an effective operation with the central warehouse in Netherlands
- ◆ Territory : EMEA



# Fujitsu Group in Europe



- ◆ **Revenue: €4.6 billion\***
  - (€10.6 billion if sales of Fujitsu Siemens Computers+ are included)
- ◆ **Employees: 17,600**
  - (24,400 if employees of Fujitsu Siemens Computers+ are included)
- ◆ **R&D: UK, France, Germany**
- ◆ **Manufacturing: UK, Germany, Spain**
- ◆ **Data Centres: UK, Finland, Sweden, Denmark, Netherlands, Spain**

# Fujitsu Group in Europe

## ◆ Fujitsu Services

*IT infrastructure management and outsourcing, together with a full range of related services from infrastructure consulting through integration and deployment*

## ◆ Fujitsu Telecommunications Europe

*Broadband access and other telecommunications products and services*

## ◆ Fujitsu Siemens Computers+

*Broad IT portfolio ranging from handhelds through desktops to enterprise-class infrastructure solutions*

## ◆ Fujitsu Systems Europe

*Products and services for high performance and scientific users of distributed and clustered computing infrastructures*

## ◆ Fujitsu Software

*Application integration, Service Orientated Architecture (SOA) and system management software*

## ◆ Glovia

*Extended ERP Solutions for discrete manufacturers*

## ◆ Fujitsu Europe

*Scanners, printers, magneto-optical disk drives and hard disk drives*

## ◆ Fujitsu Microelectronics Europe

*Advanced semiconductors and systems solutions*

## ◆ Fujitsu Components Europe

*Relays, thermal printers, connectors, KVM switches, touch panels, keyboards and pointing devices*

## ◆ Fujitsu TEN

*Automotive audio, video, navigation and electronics control systems*

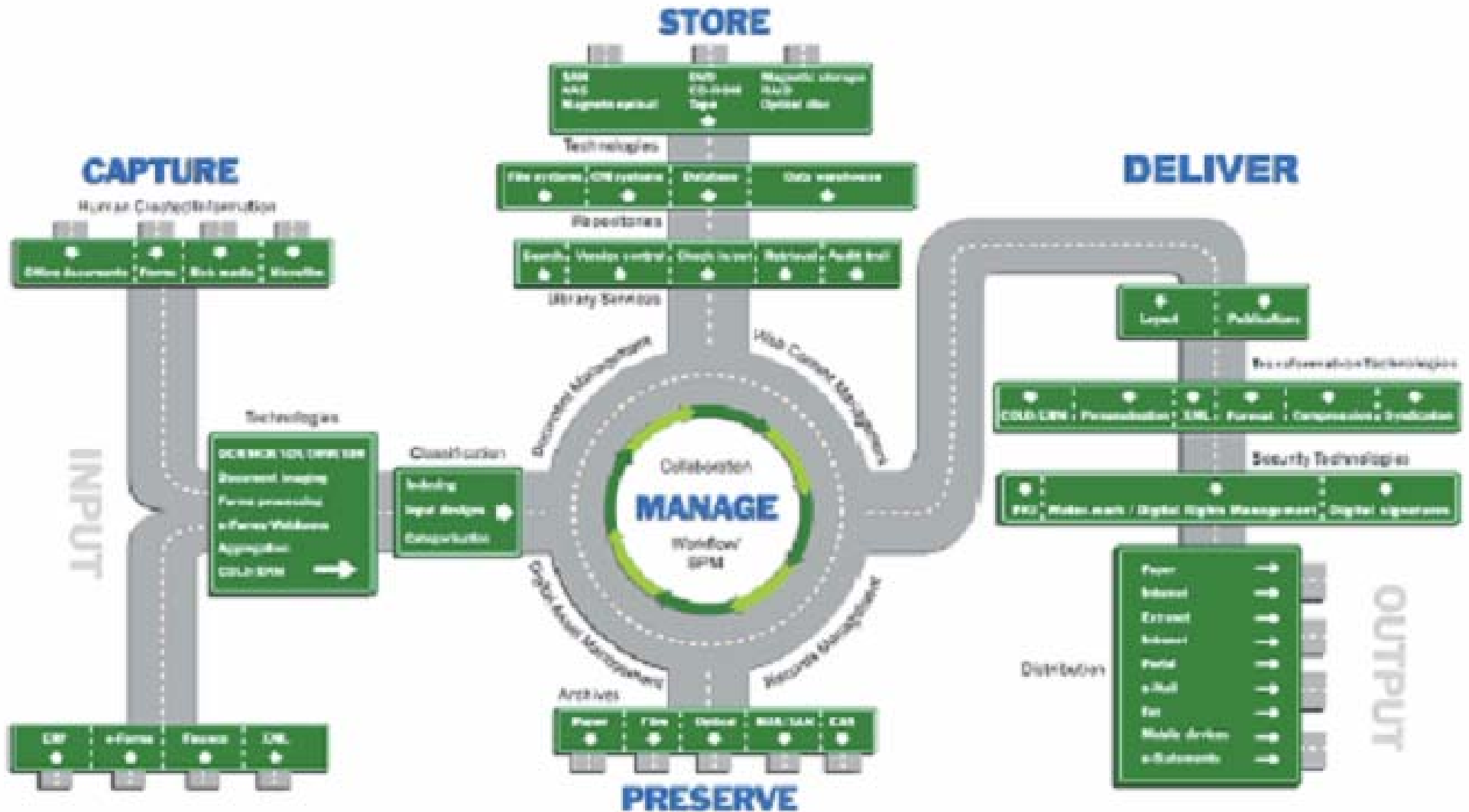
## ◆ Fujitsu General

*Air conditioners, plasmaviaion® plasma displays, LCD projectors*

## ◆ Fujitsu Laboratories of Europe

*R&D on grid computing, mobile technology, biometrics, nanotechnology, optical signal processing ect.*

capture • store • manage • preserve • deliver



# Fujitsu Document Scanner Business



- ◆ **Over 20 Years experience in Scanner R&D**
- ◆ **Sell through value add distributors and resellers**
- ◆ **Have majority of market share**
- ◆ **Widest range of document scanners**
- ◆ **Technological leadership**

# What Differentiates Fujitsu Scanners?

## ◆ Excellent Paper Handling

- ADF (Automatic Document Feeder) as standard
- Extremely straight paper path
- Ultrasonic double feed detection combined with paper length and paper thickness

## ◆ Excellent Image Quality

- High quality CCD units with up to 600dpi optical resolution
- High quality lens and mirror system
- Variable output resolutions
- Duplex colour scanning without loss of speed



# Fujitsu Scanner Portfolio

Mid Volume  
Production  
Scanner

Low Volume  
Production

Department  
Scanner

Workgroup  
Scanner

fi-4860C



M4099D



fi-4990C



fi-5650C



fi-5750C



fi-4530C



fi-4340C



Scansnap



fi-4010



fi-5110C



fi-4120C2  
fi-4220C2

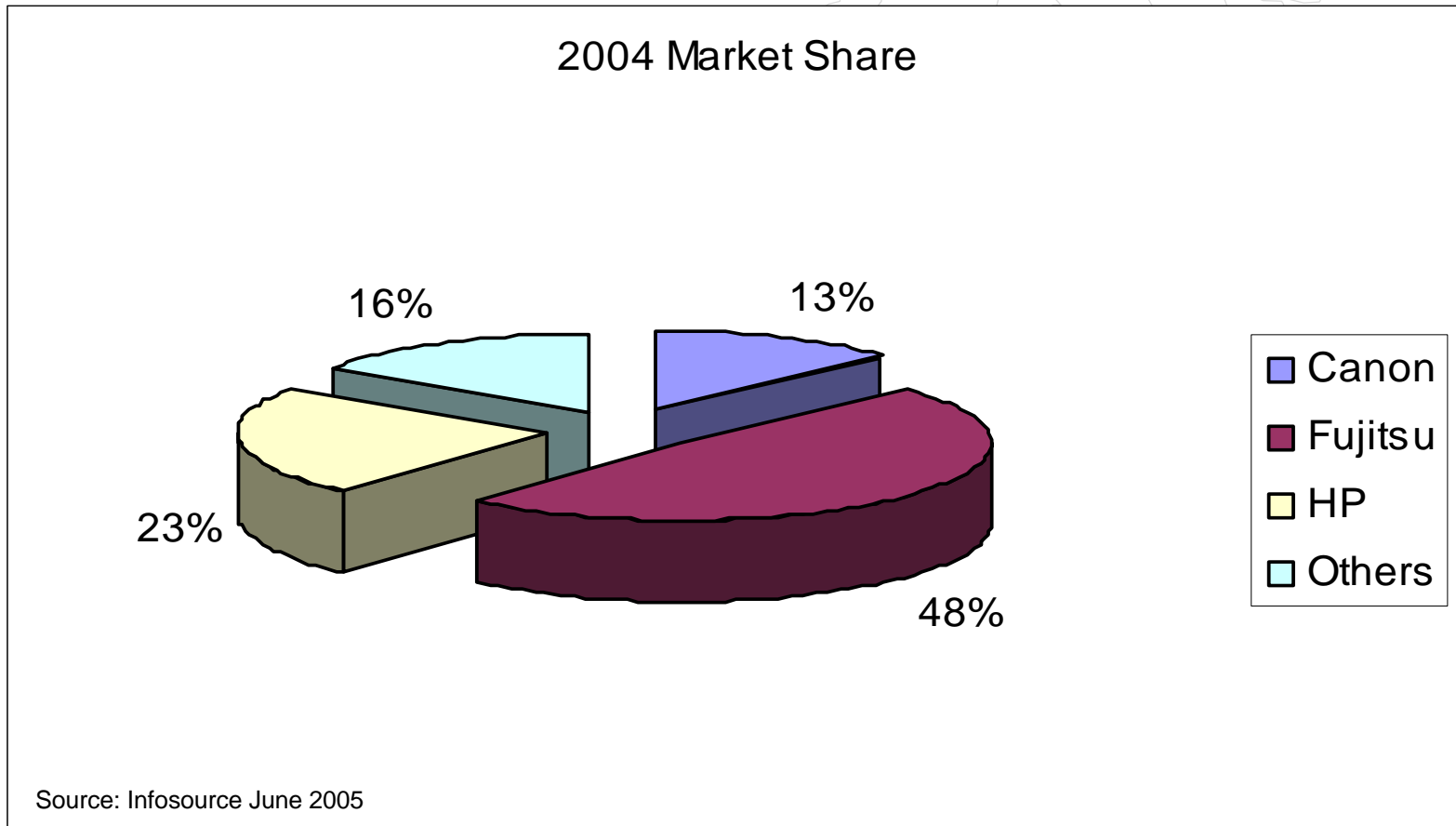


SP620

# European Scanner Market

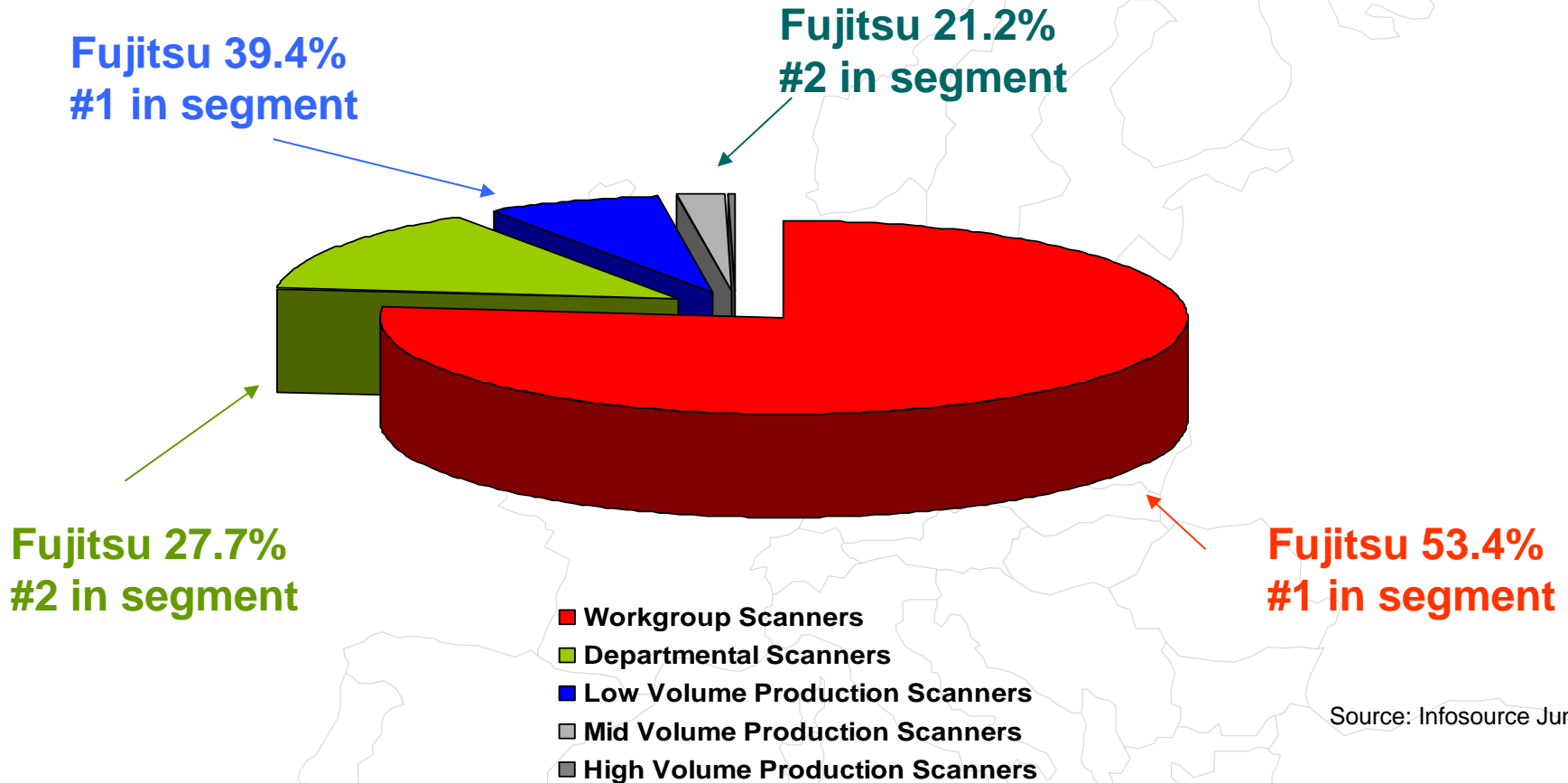
FUJITSU is market leader...

## West European Market Share in Units (total 105,116)



# European Scanner Market

## FUJITSU West European Share per Segment

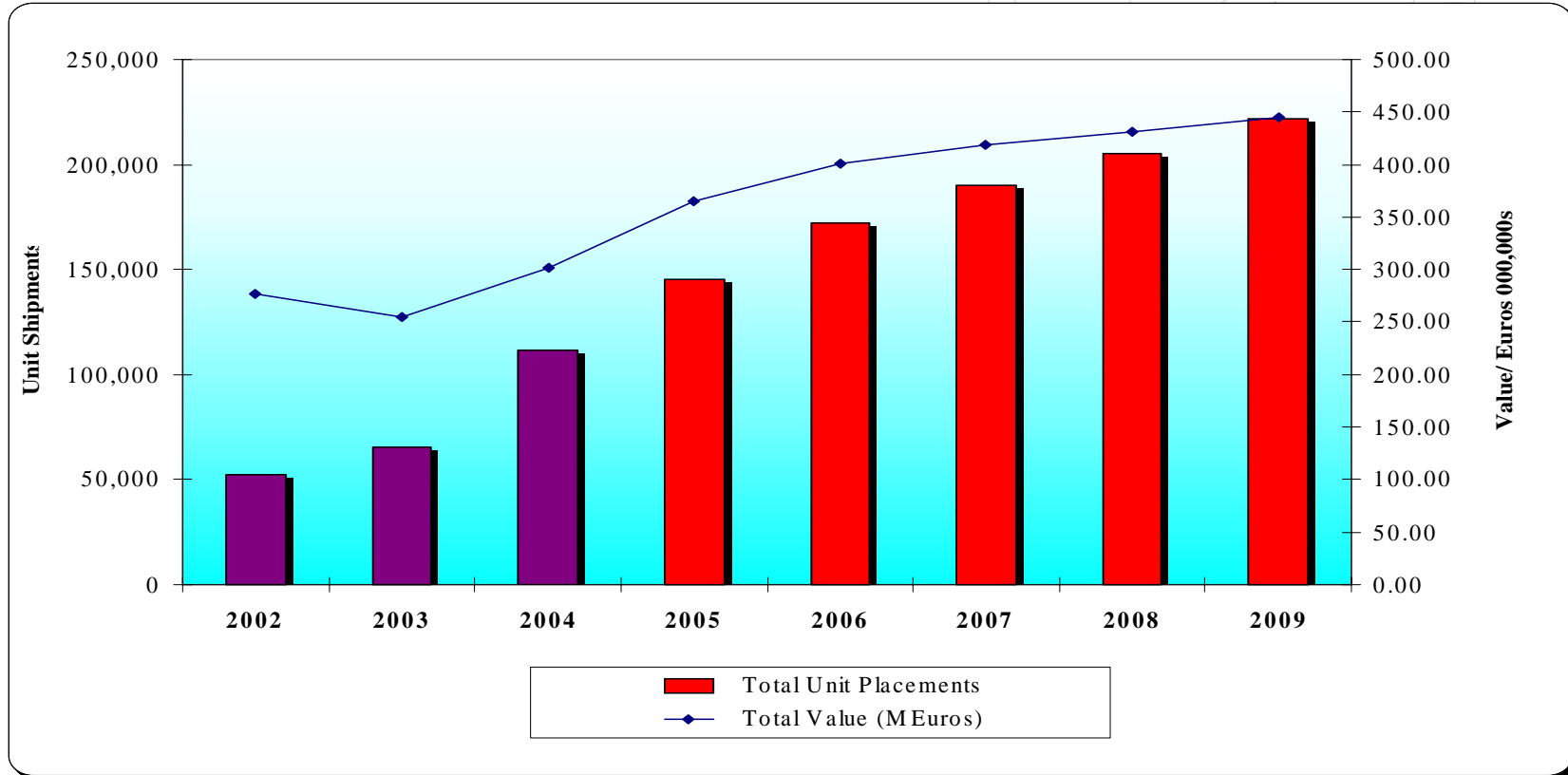


Source: Infosource June 2005

Average growth until 2009: approx. 15% per Year

# European Market Overview

## Scanner Shipment/ Value Data - Total Market



Over the forecast period 2004 to 2009 shipment volume growth within Europe is expected to maintain a CAGR (Compound Average Annual Growth Rate) of 14.9%.

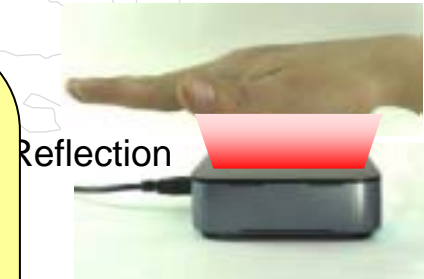
Source : Infosource June 2005

# Palm Vein Authentication System

## Features

- (1) **Vein:** Unique  
Permanent  
Cannot Forge
- (2) **Contact-less:** Hygienic

Near-Infrared Ray



Image

## Image of ATM

Place the Vein Sensor by the Operation Panel



Storage Vein Data

## Image of PC Login



Vein Sensor



IC Card Reader



PC in Office/Home