



# Remanufacturing Production Project in ASEAN Countries

-Remanufacture in Vietnam-

7 February 2024

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**NEVER  
STOP**

**FUJIFILM**  
Value from Innovation

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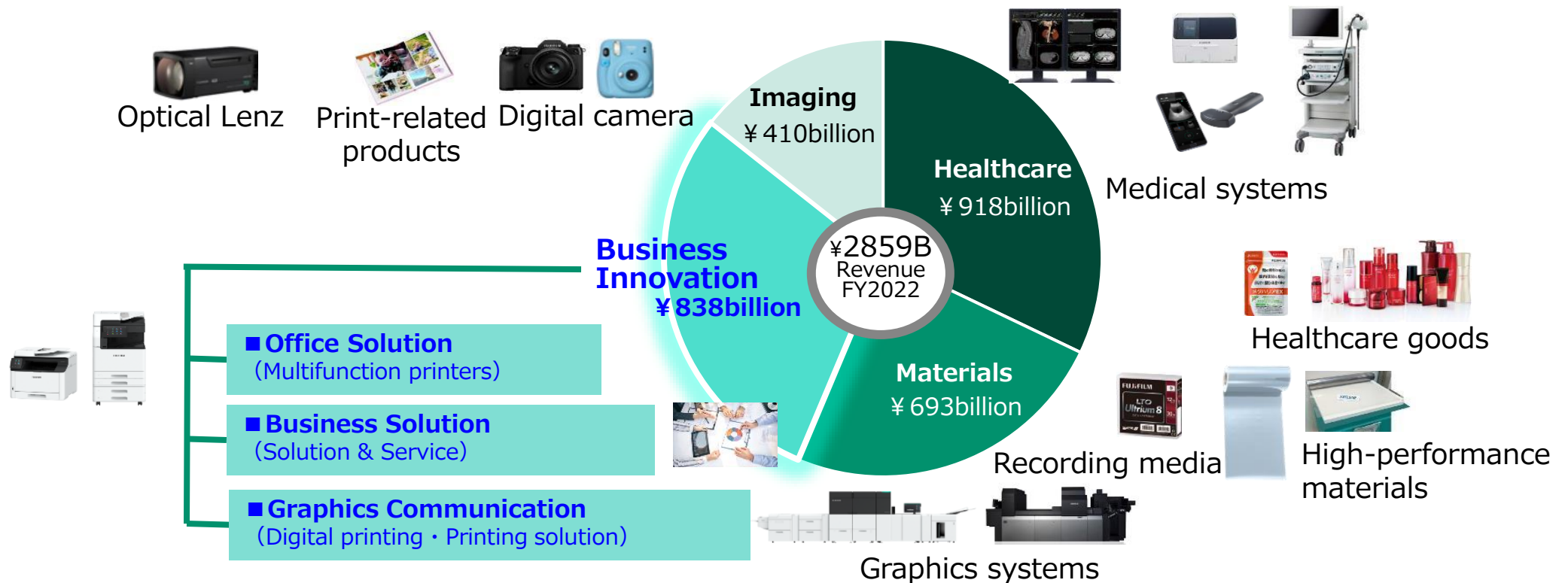
# 1. About FUJIFILM Group

## Sustainable Value Plan2030(SVP2030)

- ✓ The Fujifilm Group announced its SVP2030 in Aug 2017. The new plan sets targeting FY2030 as its long-term goal , which is one of our goals to reduce waste as part of our efforts to promote Recycling of Resources {Reduce the amount of waste generated by the Fujifilm Group by 30% by FY2030 (compared to the FY2013 level)}.

## Business Sectors

- ✓ The FUJIFILM Group has the four sectors of Healthcare, Materials, Imaging and **Business Innovation**.



## 2. Business model of FUJIFILM Business Innovation

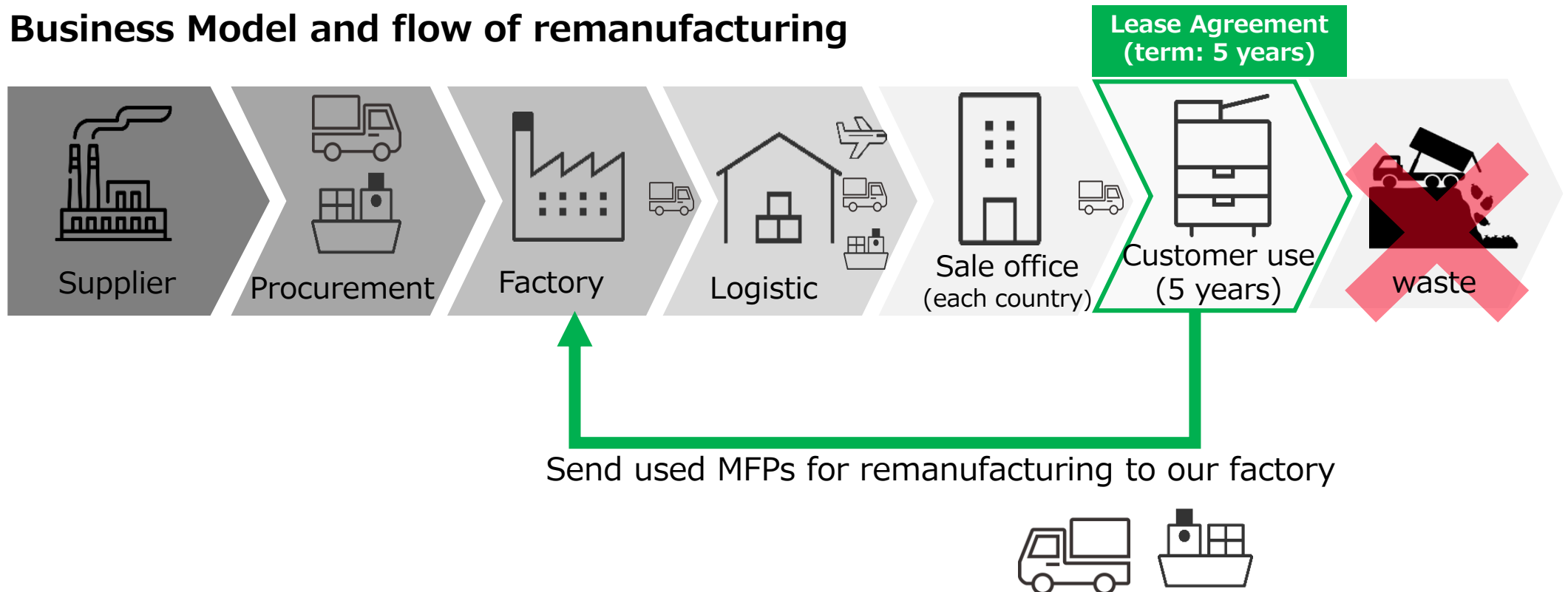
We manufacture and sell multifunction printers(MFPs)

**Our business model has the following characteristics;**

- ✓ Conclude 5 years' lease agreements, generally, with customers
- ✓ **Collect almost all of the printers** after the use of customer
- ✓ **Remanufacture using collect used MFPs and** sell to customers as new machine

Through our Remanufacturing business, we promote resource recycling by reducing waste.

### Business Model and flow of remanufacturing



### 3. What are Remanufactured MFPs?

We assure the same quality as new ones to remanufactured.

(Remanufactured ≠ used)

- ✓ Through the remanufacturing process, remanufactured MFPs has new product name, new serial number. Also print/copy counter is set to start from zero.
- ✓ In order to assure the same quality/life as new MFPs, we have accumulated information and acquired high levels of technology

#### Comparison with new MFPs

	New (New)	Remanufactured (New)	2 <sup>nd</sup> hand (Used)
Maintenance	(Full Support)	Full Support	Not available?
Quality/Life	(set the life to assure)	Same as new	Shorter
Environment (Product Life Cycle)	(make new components)	Utilize components	PLC is shorter than Remanufactured

Requires high technology

# 4. What are the technology for remanufacturing?

## Key technology for remanufacturing

① Design Improvement

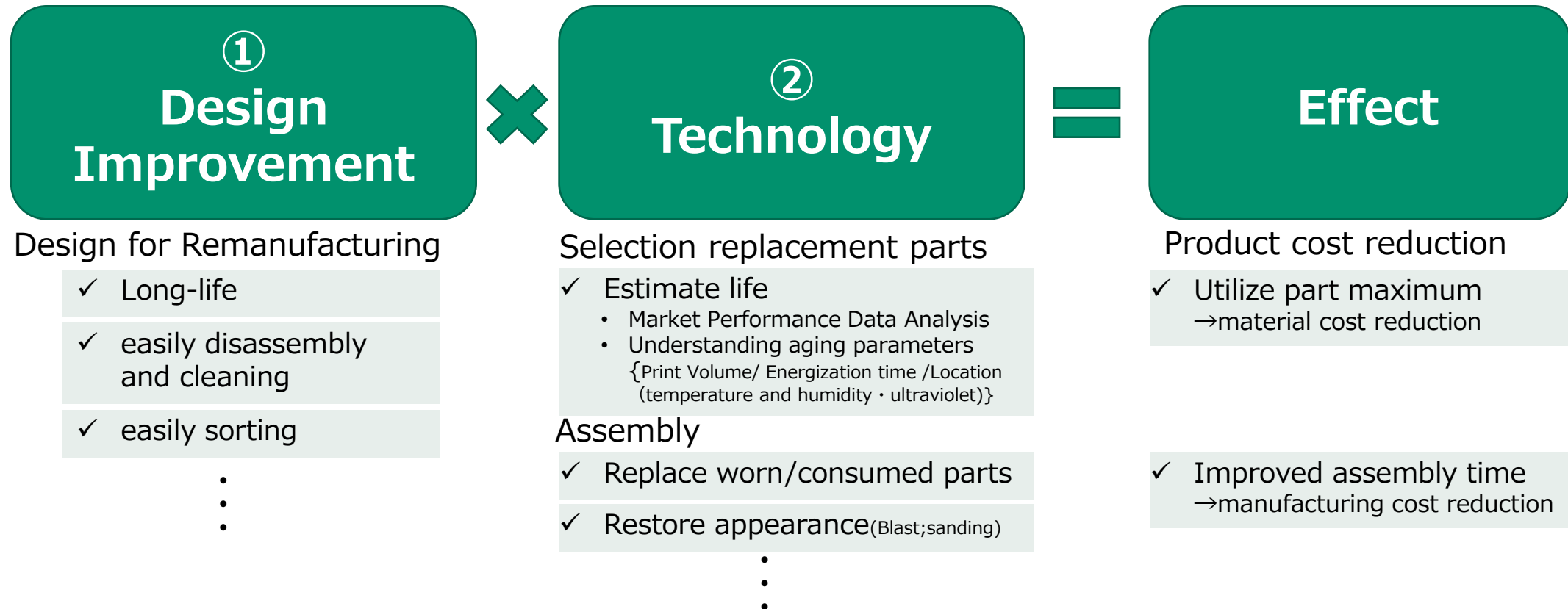
At the design stage of new MFPs, we reflect the design of the remanufacturing.

② Technology

Maximizing the utilize of parts that balance quality and cost

Effect : Building a profitable business model with the same quality as NEW.

By returning our business to profitability, we have enabled sustainable growth.



# 5. Why Viet Nam?

Fujifilm Business Innovation is planning to expand remanufacturing in ASEAN countries and selected Vietnam as prioritized candidate;

## 3 main reasons why we chose Vietnam

- **Announced the target of Carbon Neutrality(Target 2050) first in ASEAN**  
→ Viet Nam is one of the country that puts the most effort into circular economy
- **Geopolitically advantage**  
→ Located in the center of ASEAN, Viet Nam has advantages in logistics
- **Our main factory is in operation at Hai Phong City**  
→ Started operation in 2013. Approximately 3,500 employees



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