

Corporate Overview

Kyocera Corporation

- ▶ Founded in 1959
- ▶ \$ 11.5 Billion Multinational Corporation
- ▶ Over 58,000 Employees
- ▶ Over 165 Locations
- ▶ ISO 14001



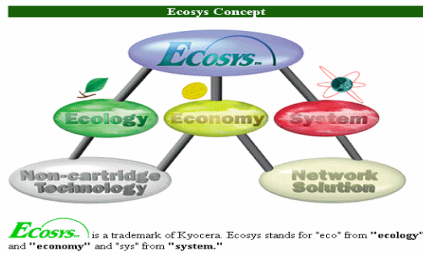
Corporate Overview

Kyocera Products



Kyocera Printers

The ECOSYS Concept



Kyocera Printers

Why Ecosys?

- Kyocera realized that the "cartridge" was creating substantial waste for the environment
 - Task 1 = "Cartridge Free" Concept
 - Task 2 = Create long-life drum/developer/fuser
 - Task 3 = Toner Container deteriorates on the landfill
- Unique Product Solutions
 - Paper handling and finishing options
 - PreScribe
 - Barcode Solutions
 - Forms



Ecosys

Our core technology



Good For the Environment. Smart For Business

- **Amorphous Silicon Drum**, designed and developed by Kyocera
- High Yield toner container contains **fine ceramic parts** that polishes the silicon surface of the drum (quality + yield of 100K, 200K, 300K and 500K)
- **Long life** Drum / Developer / Fuser creating a "cartridge-free technology"
- Reduce Waste and Inventory
- Reduce Service Cost
- Reduce the Total Cost of Ownership



Ecosys

A 300,000 page Print Test in 2005



This test clearly shows how ECOSYS is good for business and the environment.



Drucker Channel 2005

NCDS

Toner Cartridge Consumption

The following quantity of toner cartridges had to be replaced for the printing of 300,000 pages:

- > **HP Laserjet 4250:** 15 cartridges -> 20.2 Kg waste
- > **Kyocera FS3830N:** 14 cartridges -> 4.0 Kg waste incl. waste toner bottle
- > **Lexmark T630:** 16 cartridges -> 32.0 Kg waste
- > **Ricoh AP600N:** 16 cartridges -> 38.4 Kg waste

HP **Kyocera** **Lexmark** **Ricoh**

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Ecosys

KYOCERA
Document Solutions

Cost Comparison

TCO CALCULATOR

A Total Savings of 256,678.00 was determined in this scenario.

	Competitive Models	Kyocera Models
Printer Cost	48,825.00	57,875.00
More Consumables	587,500.00	200,000.00
Cost Consumables	0.00	0.00
Maintenance	78,125.00	0.00
Total	714,450.00	257,875.00

Competitive Printers in this Scenario		
MANUFACTURER	MODEL	QTY
Lexmark	E330	125
Kyocera Printers in this Scenario		
MANUFACTURER	MODEL	QTY
Kyocera Mita	FS-1020	125
		MONTHLY VOLUME
		5000

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Kyocera

Our Line is good for Your Bottom Line

- Full line of EcoSys Laser Printers & MFPs
- Coalition for Government Procurement Green Award
- U.S. General Services – 2008 Award Industry Green Contractor
- Savings on the Total Cost of Ownership

Evergreen Award

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