

# Corporate Profile

Seiko Epson Corporation 2022/2023



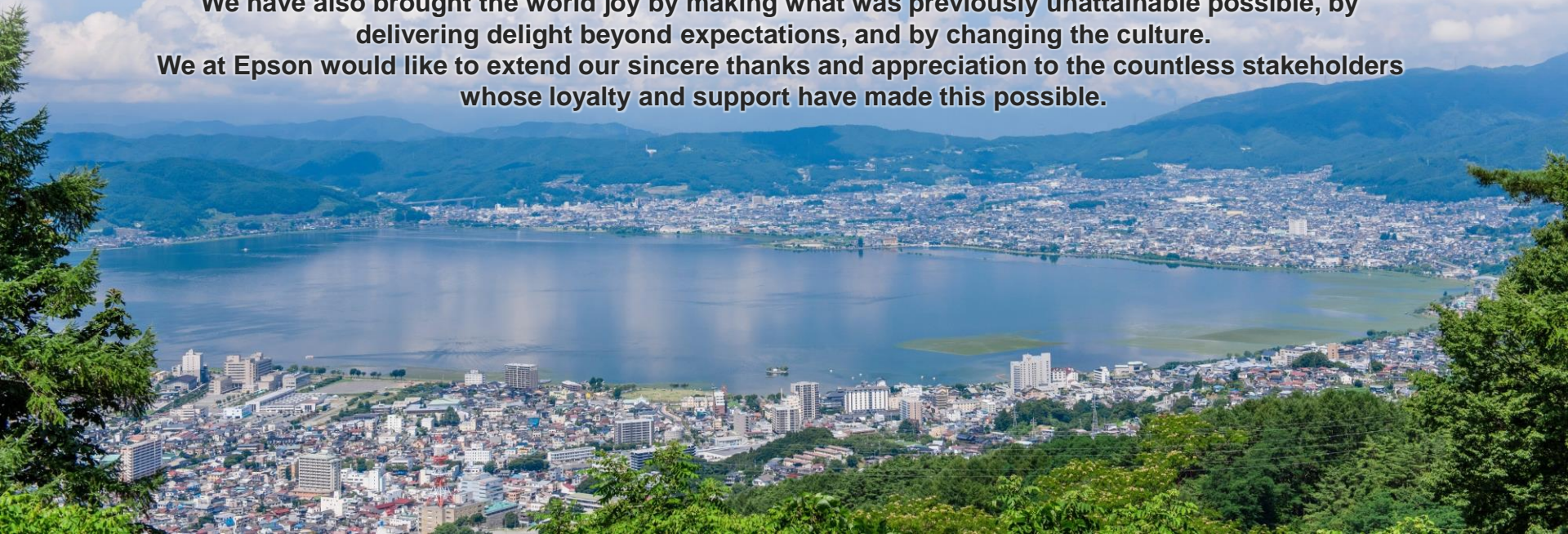
# 80th Anniversary

**Seiko Epson Corporation celebrated its 80th year in business this year.**

**Founded near the shores of Lake Suwa in 1942, Epson started out as a watch parts manufacturer. We have always aspired to create and manufacture our own unique products by drawing on our efficient, compact, and precision technologies. Toward this end, we have exercised creativity and challenged ourselves to deliver products and services that exceed the expectations of our customers around the world.**

**We have also brought the world joy by making what was previously unattainable possible, by delivering delight beyond expectations, and by changing the culture.**

**We at Epson would like to extend our sincere thanks and appreciation to the countless stakeholders whose loyalty and support have made this possible.**







**Epson has always used its original technology to create new value and change the way we live and work**



**World's first quartz watch**

1942

It all began with timepiece manufacturing

Brought accurate time to everyday life

At the time,

mechanical watches would normally gain or lose many seconds per day.



**Inkjet printers**



**3LCD data projectors**

1994

Enabled people to print photos at home

At the time,

photos were printed at photo shops.

Transformed presentations

At the time,

presentations used handouts and OHPs.



**A dry-process office papermaking system that recycles paper right on site**



**A SCARA robot that helps to accelerate automation**

2010 to the present

**Creating new value that exceeds customer expectations**



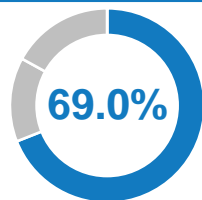
**A digital inkjet textile printer that accelerates the digitization of the textile printing market**



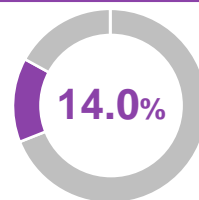
FY2021

**Revenue****1,128.9billion****Business profit<sup>\*1</sup>****89.6billion****Profit for the year  
attributable to owners  
of the parent company****92.2billion**Revenue by Segment<sup>\*2</sup>**Printing Solutions Segment**Segment Revenue as a  
Percentage of Total Revenue

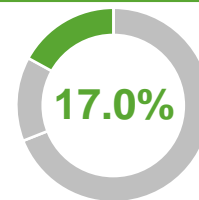
Revenue

**¥779.9 bln****Visual Communications Segment**Segment Revenue as a  
Percentage of Total Revenue

Revenue

**¥159.0 bln****Manufacturing-Related & Wearables Segment**Segment Revenue as a  
Percentage of Total Revenue

Revenue

**¥191.9 bln****Main Operations****Office & Home Printing Business**

Office &amp; home inkjet printers, serial impact dot matrix (SIDM) printers, page printers, color image scanners, dry process office papermaking systems, and related consumables

**Commercial & Industrial Printing Business**

Commercial &amp; industrial inkjet printers, inkjet printheads, printers for use in POS systems, label printers, and consumables

**Main Operations****Visual Communications Business**

Projectors and smart glasses

**Main Operations****Manufacturing Solutions Business**

Industrial robots, compact injection molding machines

**Wearable Products Business**

Wristwatches, watch movements

**Microdevices, Other**Quartz crystal devices (crystal units, oscillators, sensors)  
Semiconductors (CMOS, LSI), Superfine alloy powder  
Surface finishing, PC business (PCs & other)<sup>\*1</sup> Business profit is very similar to operating income under Japanese accounting standards, both conceptually and numerically. It is calculated by deducting the cost of sales and selling, general and administrative expenses from revenue.<sup>\*2</sup> Segment sales include intersegment sales.



## Our Aspirational Goal

### Management Philosophy

Epson aspires to be an indispensable company,  
trusted throughout the world for our commitment to openness,  
customer satisfaction and sustainability.

We respect individuality while promoting teamwork,  
and are committed to delivering unique value  
through innovative and creative solutions.

#### EXCEED YOUR VISION

As Epson employees,  
we always strive to exceed our own vision,  
and to produce results that bring surprise and delight  
to our customers.

A wide-angle landscape photograph showing a lush green valley in the foreground, a calm lake in the middle ground, and distant mountains under a bright blue sky with scattered white clouds. The text "Achieving sustainability and enriching communities" is overlaid in the center in a large, bold, white font with a blue outline.

# Achieving sustainability and enriching communities





## Epson is committed to achieving sustainability and enriching communities by addressing societal issues.

We at Epson marked the company's 80th year in business in May of this year. We have always exercised creativity and challenged ourselves to deliver products and services that exceed the expectations of our customers by drawing on the efficient, compact, and precision technologies we have developed since the company was founded.

In recent times, humans have faced crises such as climate change and the coronavirus pandemic. People have always sought enrichment, but I believe that many of the issues we are facing may have been caused by a desire for personal affluence at the expense of others. I think the world desires more than just material and economic wealth. People also want other, less tangible forms of wealth. They want to be enriched spiritually and culturally. Sustainability is a fundamental requirement for achieving this. Epson is committed to achieving sustainability and enriching communities by working with customers and partners. Long a strong proponent of environmental action, Epson has revised Environmental Vision 2050. Our stated goals are to become carbon negative and underground resource\* free by 2050.

The actions we take will help to make the world a better place.

\* Non-renewable resources such as oil and metals



Yasunori Ogawa  
President and CEO  
Seiko Epson Corporation





# Epson will become carbon negative and underground resource<sup>\*1</sup> free by 2050 to achieve sustainability and enrich communities

<sup>\*1</sup> Non-renewable resources such as oil and metals

## Goals

- 2030: Reduce total emissions in line with the 1.5°C scenario<sup>\*2</sup>
- 2050: Carbon negative and underground resource<sup>\*1</sup> free

## Actions

- Reduce the environmental impacts of products and services and in supply chains
- Achieve sustainability in a circular economy and advance the frontiers of industry through creative, open innovation
- Contribute to international environmental initiatives

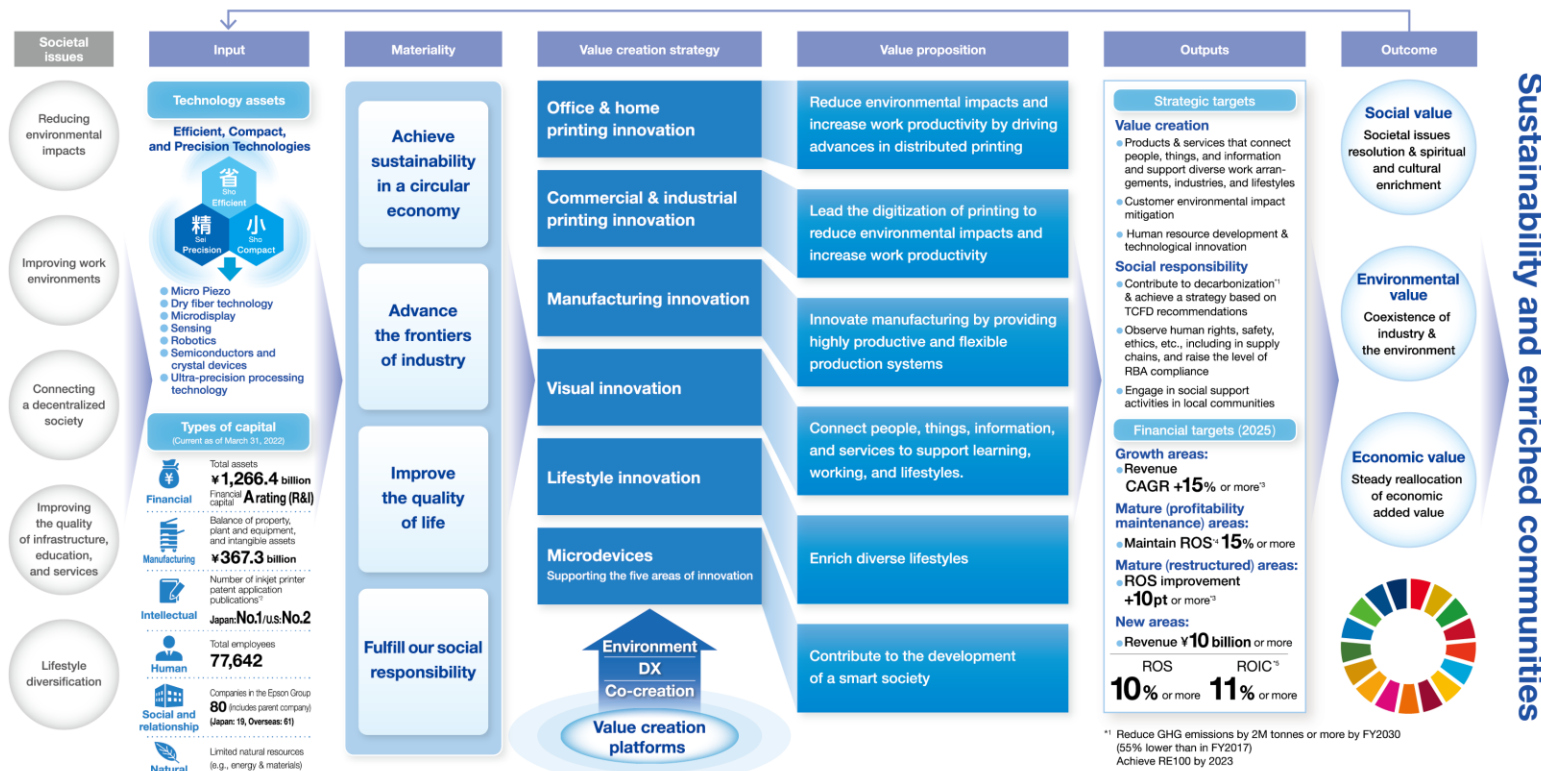
<sup>\*1</sup> Non-renewable resources such as oil and metals

<sup>\*2</sup> Target for reducing greenhouse gas emissions aligned with the criteria under the Science Based Targets initiative (SBTi)





# Epson creates and continuously provides value in the form of solutions to societal issues through its business activities.


<sup>1</sup> Reduce GHG emissions by 2M tonnes or more by FY2030 (55% lower than in FY2017)

<sup>2</sup> 2021 calendar year ranking based on number of patents laid open to the public, per Epson research

<sup>3</sup> YoY comparison

<sup>4</sup> Business profit / revenue

<sup>5</sup> Return on invested capital



## Societal Issues



## Materialities

Epson sees **achieving sustainability in a circular economy**, **advancing the frontiers of industry**, and **improving the quality of life** and **Fulfill our social Responsibility** as key themes for solving societal issues.

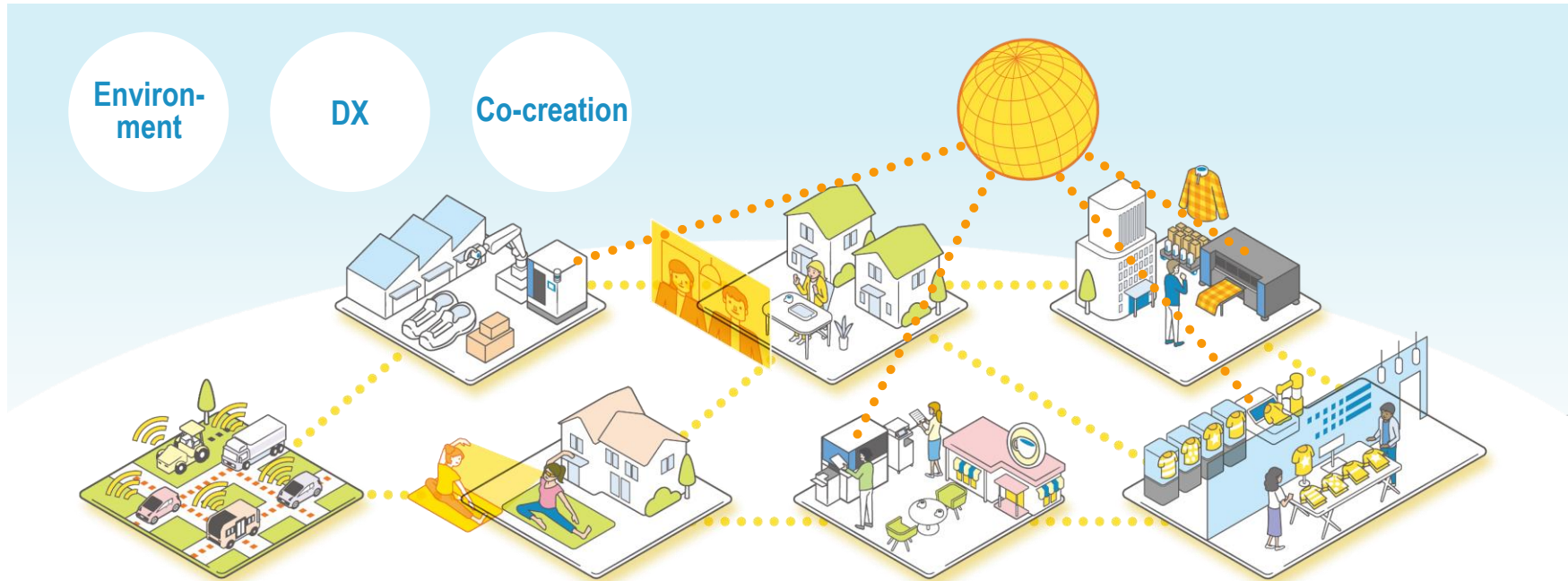






## Vision statement

Co-creating sustainability and enriching communities to connect people, things, and information by leveraging our efficient, compact, and precision technologies and digital technologies

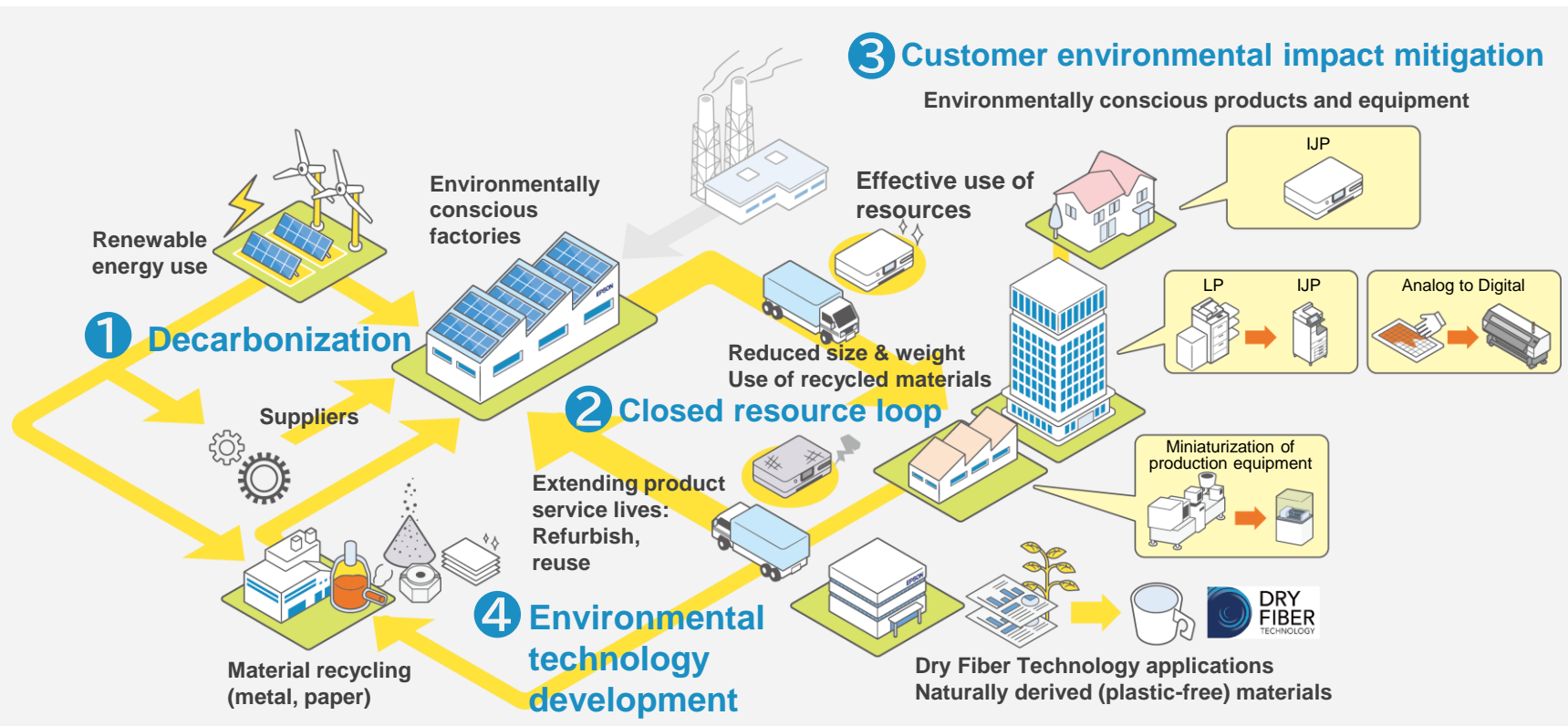






**Environ-ment**

Promote decarbonization and close the resource loop, develop environmental technologies, and provide products and services that reduce environmental impacts

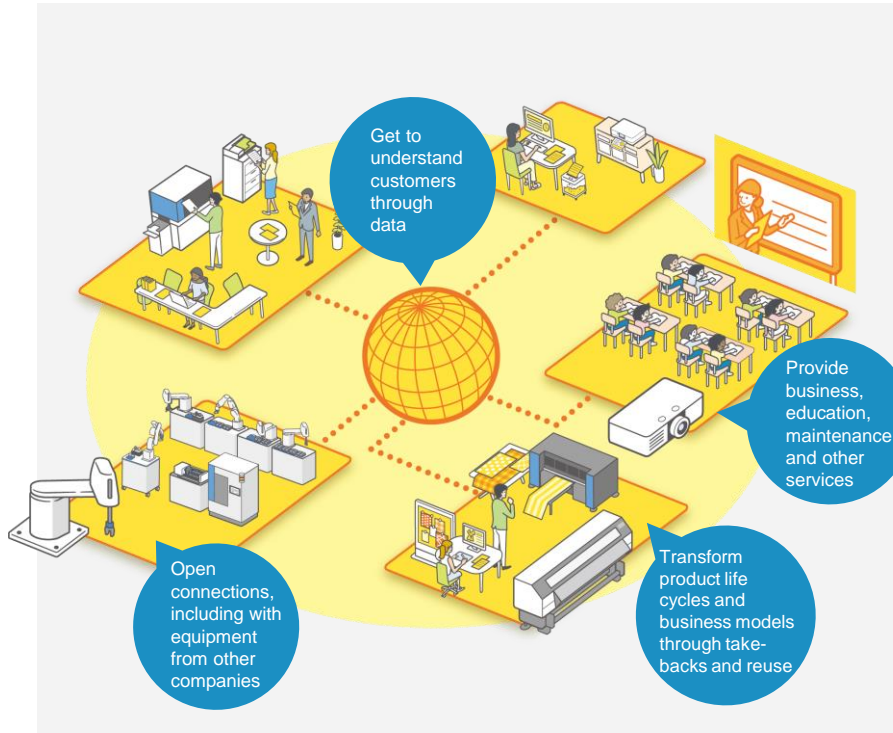






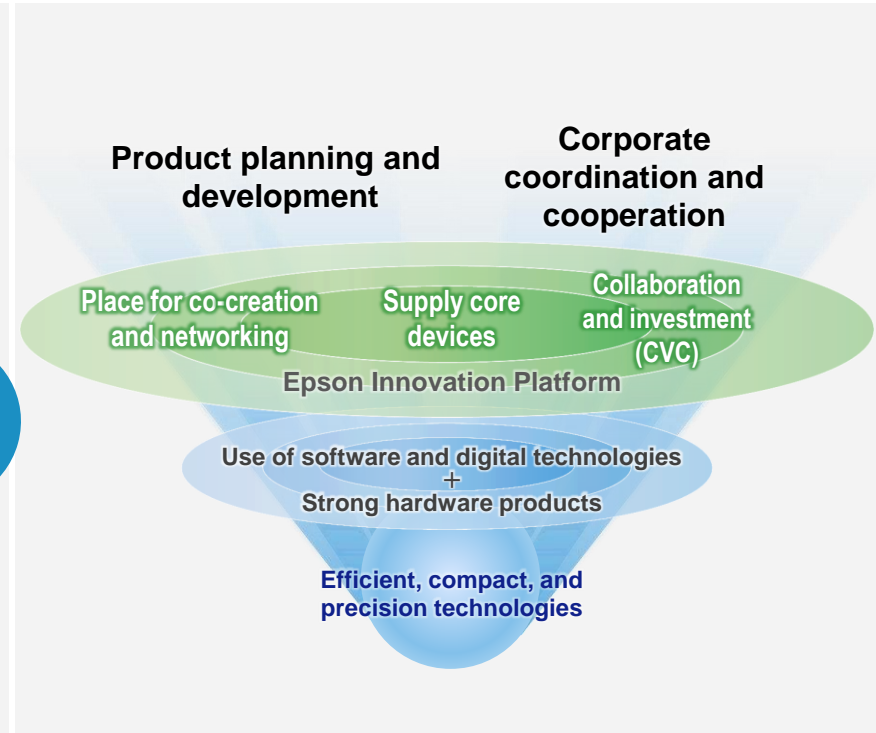
**DX**

**Contribute to customer success by building a robust digital platform, connecting people, things, and information, and co-creating solutions that continue to meet customer needs**



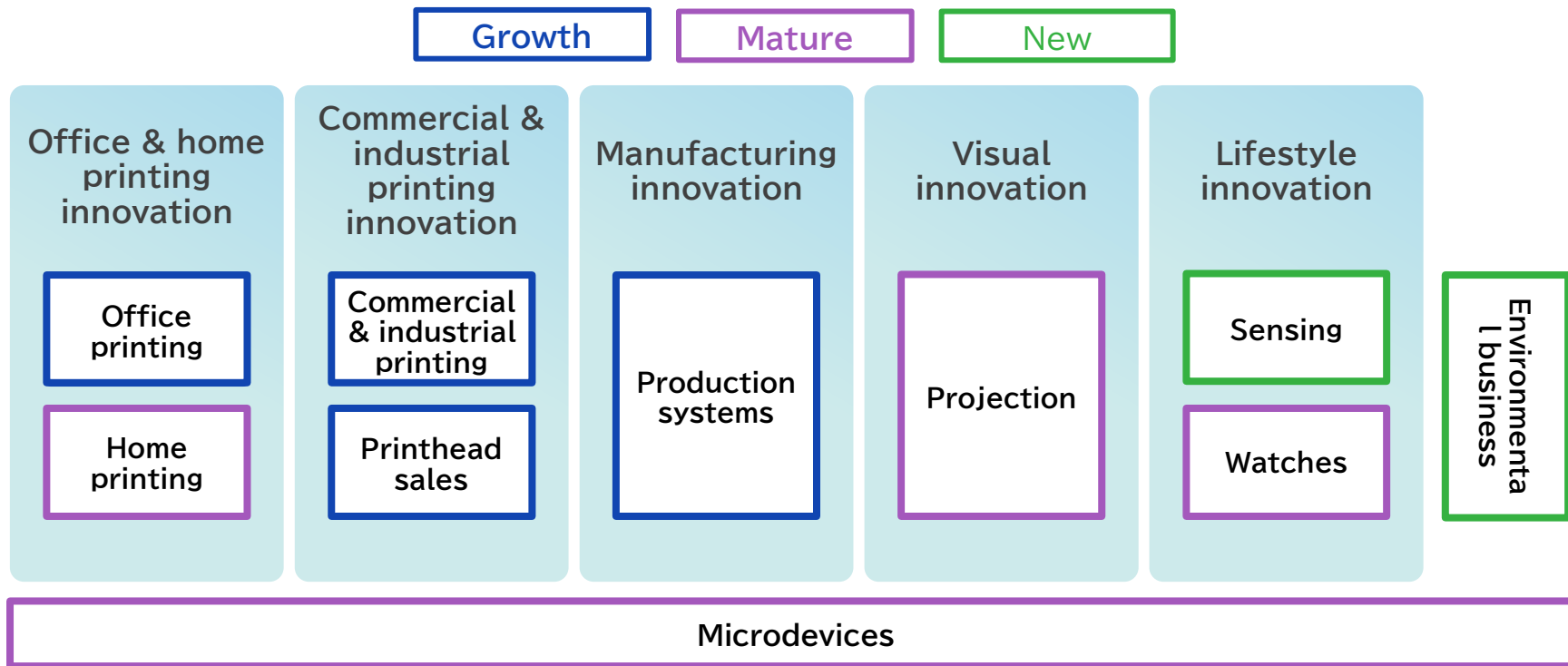
**Co-creation**

**Leveraging our technologies and product families, solve societal issues with partners by providing core devices and a place for co-creation and networking, as well as through collaboration and investment**





Promote strategy in five innovation areas







## Lead the evolution toward distributed printing to reduce environmental impacts and increase work productivity by proposing inkjet technology, paper recycling technology, and open solutions



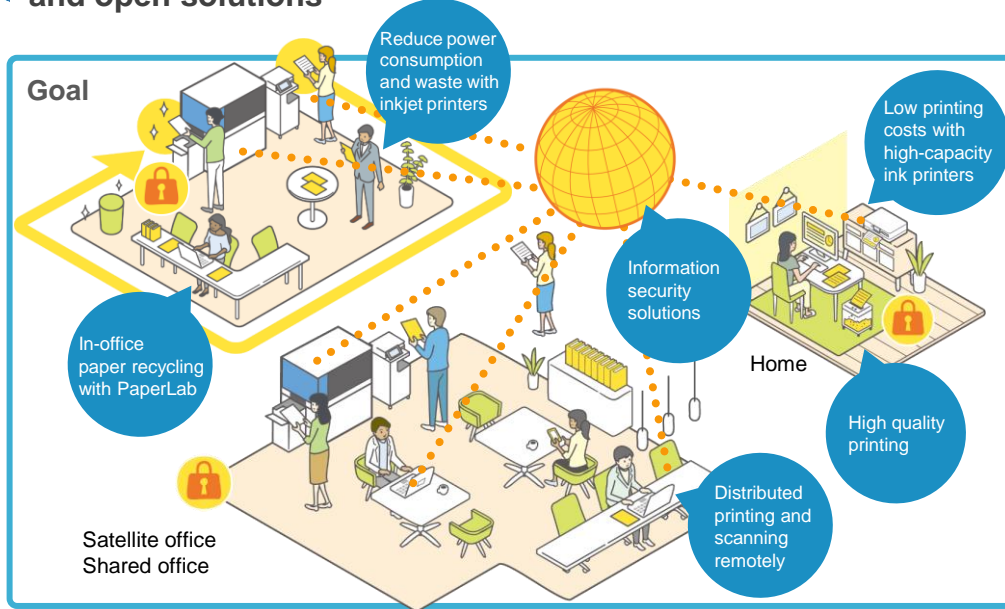
Achieve sustainability in a circular economy



Advance the frontiers of industry



Improve the quality of life



### Actions

- Offer inkjet products that reduce environment impacts, improve productivity, and lower printing costs
- Give a technology shift from laser to inkjet printers by expanding the product lineup, providing solutions, and calling attention to environmental performance
- Accelerate paper resource recycling and printer reuse and recycling
- Co-create solutions to meet the growing needs of education and distributed offices
- Expand the lineup of high-capacity ink printers and promote their value

### Product Lineup

Office & home inkjet printers, serial impact dot matrix (SIDM) printers, page printers, color image scanners, dry process office papermaking systems



High-speed linehead inkjet multifunction printer



High-capacity ink tank inkjet printer



Inkjet multifunction printer



PaperLab office papermaking systems





### Offer inkjet technology and solutions that lead the digitization of printing and contribute to lower environmental impacts and higher productivity



Achieve sustainability in a circular economy

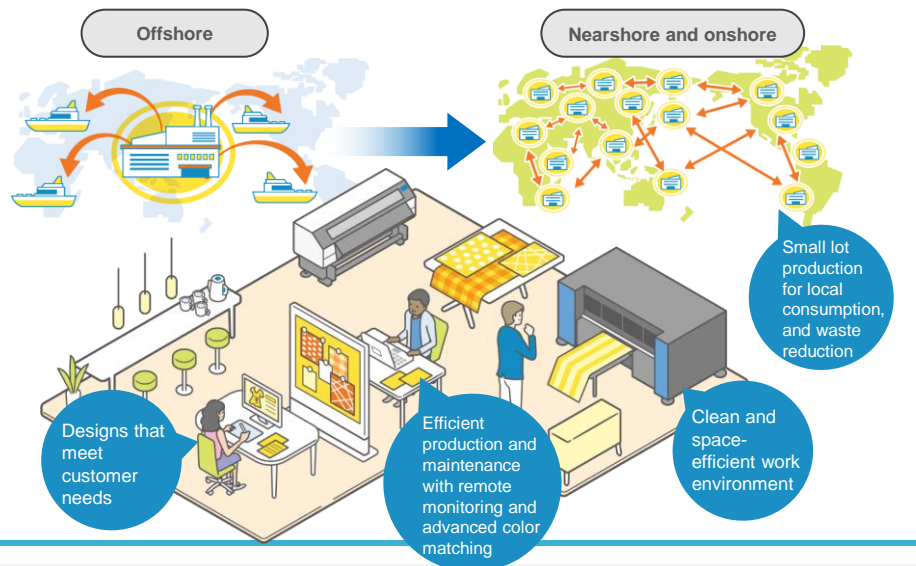


Advance the frontiers of industry



Improve the quality of life

#### Goal



#### Actions

- Create inkjet technology and digital solution platforms
- In the finished products business, immediately expand the lineup to meet wide-ranging needs, and provide customer support solutions by utilizing data
- In the printhead sales business, expand market share by providing solutions that include peripheral technologies, and develop new markets through co-creation
- Provide POS printer products and solutions that accommodate changes in distribution and payment

#### Product Lineup

Commercial & industrial inkjet printers, inkjet printheads, printers for use in POS systems, label printers



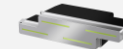
Corporate (POP Graphics, Posters, CAD)



Signage (Signs & Decor)



Large-format dye-sublimation transfer printers for textiles / Digital textile printers



Inkjet printheads





## Innovate manufacturing by co-creating flexible high-throughput production systems that reduce environmental impacts



Achieve sustainability in a circular economy

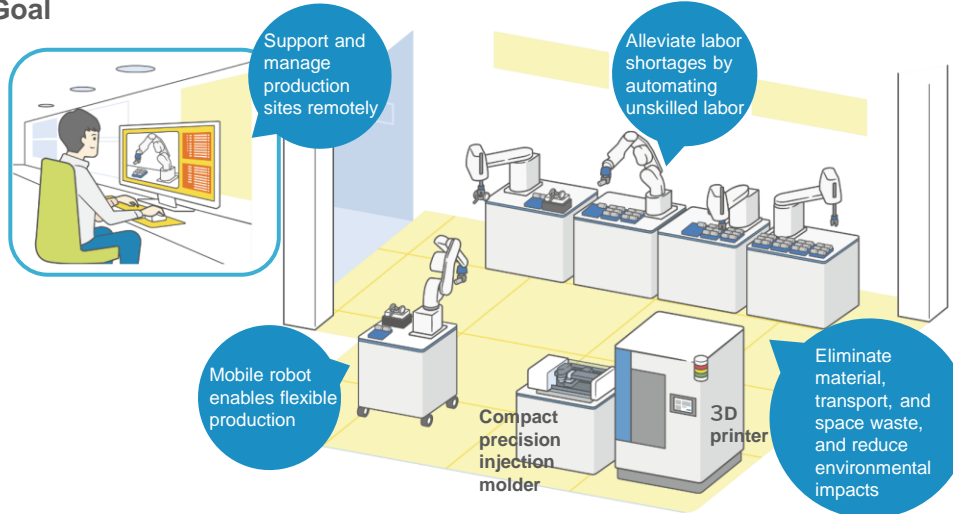


Advance the frontiers of industry



Improve the quality of life

### Goal



### Actions

- Develop next-generation platforms and expand competitive products
- Automate manufacturing by applying sensing and digital technologies
- Expand new production equipment that reduces environmental impacts (compact injection molding machines, 3D printers, stereoscopic surface printers, dry fiber production equipment, etc.)
- Customer support: Provide total assistance, from pre-installation to operation to collection

### Product Lineup

Industrial robots, force sensors,  
Compact injection molding machines



SCARA robots



6-axis robots



Force sensor /  
Spectroscopic Camera



compact injection  
molding machines





## Connect people, things, information, and services with inspiring video experiences and quality visual communications to support learning, working, and lifestyles



Achieve sustainability  
in a circular economy

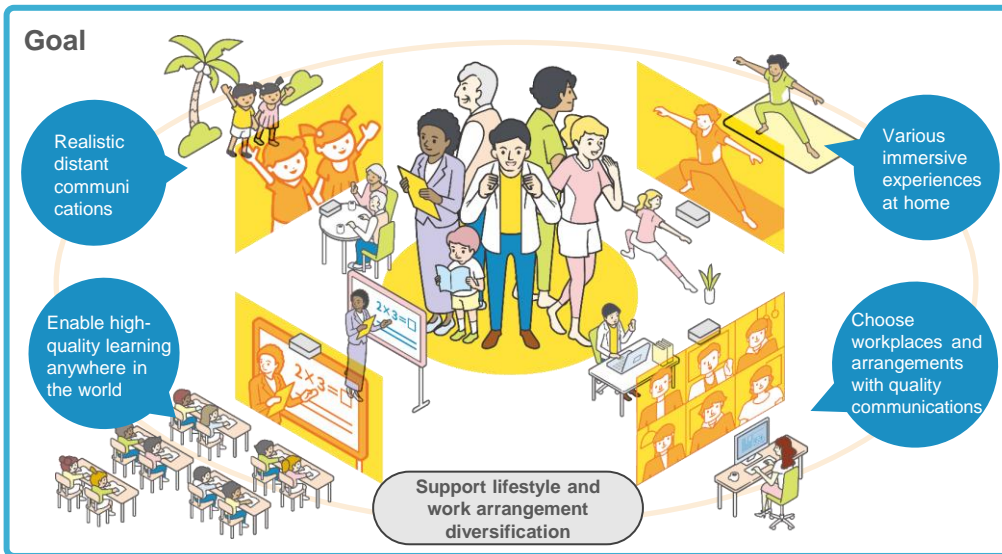


Advance the frontiers  
of industry



Improve the quality of  
life

### Goal



### Actions

- Expand usage environments and applications with large screens that offer high image quality and smart features
- Provide a much higher quality ICT learning environment by strengthening collaboration with partners
- Use lighting to produce spatial designs and art

### Product Lineup

#### Projectors and smart glasses



Home Projectors



High-brightness models



Ultra-short throw wall-mounted models



Smart glasses





## Utilize craftsmanship and co-create solutions that utilize sensing technologies to enrich diverse lifestyles

### Watches

#### Goal



Provide compelling products with efficient, compact, and precision technologies + craftsmanship

#### Actions

- Provide value for money with appealing designs and quality
- Employ operations that adapt quickly to changes in lifestyles



Achieve sustainability in a circular economy



Advance the frontiers of industry



Improve the quality of life

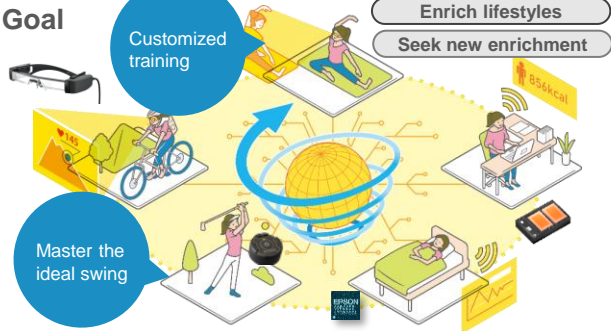
#### Product Lineup



TRUME ORIENTSTAR The Seiko business

### Sensing

#### Goal



Customized training

Enrich lifestyles

Seek new enrichment

Master the ideal swing

#### Actions

- Co-create new value using sensing technology, analysis algorithms, microdisplays, etc.
- Provide personalized health support and safe, secure services

#### Product Lineup



Optical engine for smart glasses

M-Tracer (motion sensing)



Sensing devices



- Achieve sustainability in a circular economy
- Advance the frontiers of industry
- Improve the quality of life

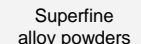
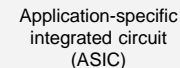
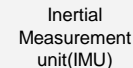
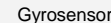
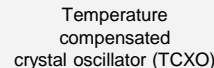
## Actions



- Develop low-power, small, and high-precision devices that enable social infrastructure
- Accelerate integration of crystal and semiconductor technologies to propose optimal solutions for each application
- Help to enhance the value of Epson finished products by elevating our unique crystal and semiconductor device technologies

**[Microdevice]** Crystal devices (for network devices and consumer, industrial, and automotive applications), and sensing device, semiconductors

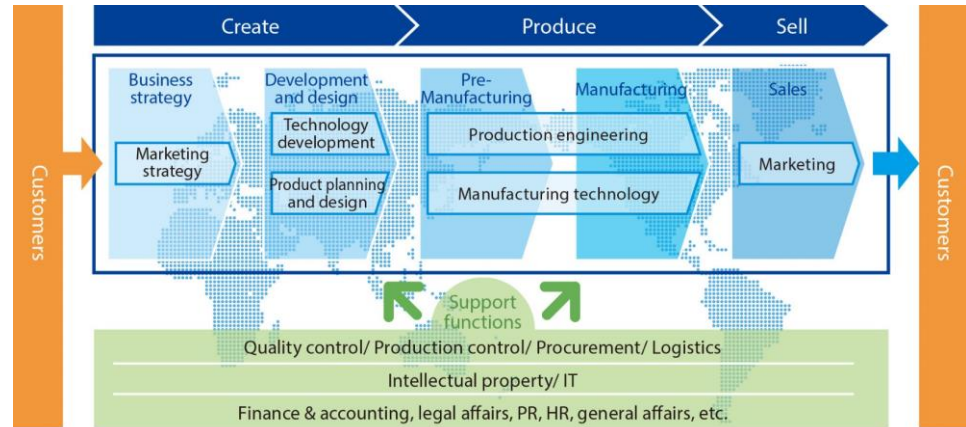
**[Other Businesses]** Superfine alloy powders, Surface finishing, etc.







**From product planning to sales and marketing and everything in between, our people work with partners around the globe to solve societal issues.**

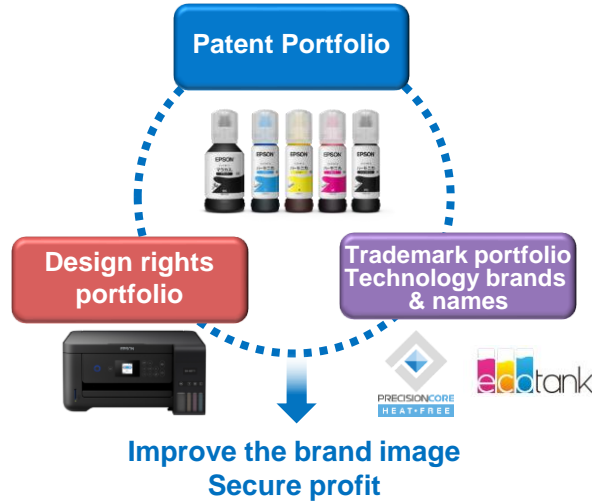


We aim to achieve the Epson 25 Renewed Corporate Vision by harnessing the collective strength of Epson employees, who are positioned to maximize their talents.





In addition to patents, we are following an intellectual property mix strategy that protects our designs with design rights and the names of our core technologies with trademarks. We protect our original core technologies, which are an important asset in advancing our strategy, with a huge number of patents.



We continue to build a portfolio that affords solid protection of value-creating core technologies, original designs, and branded trademarks.

This enables us to maintain and build the competitive advantage of our own brands and to sustain stable business operations.

## ● Patent Application Ranking by Area

Japan	
Inkjet printers	1st
Projectors	1st
Robotics	2nd
Crystal devices	1st

US	
Inkjet printers	1st
Projectors	1st
Robotics	3rd
Crystal devices	1st

\* 2020 ranking based on the number of patents opened to the public per Epson research from 2020/1/1 to 12/31

## ● Number of Piezo Printhead-Related Patents Owned

# 3,706



Piezo printheads are a core device in the printing sector. We own more patents related to these printheads than anyone else in the industry, and this IP has given us a formidable competitive advantage.

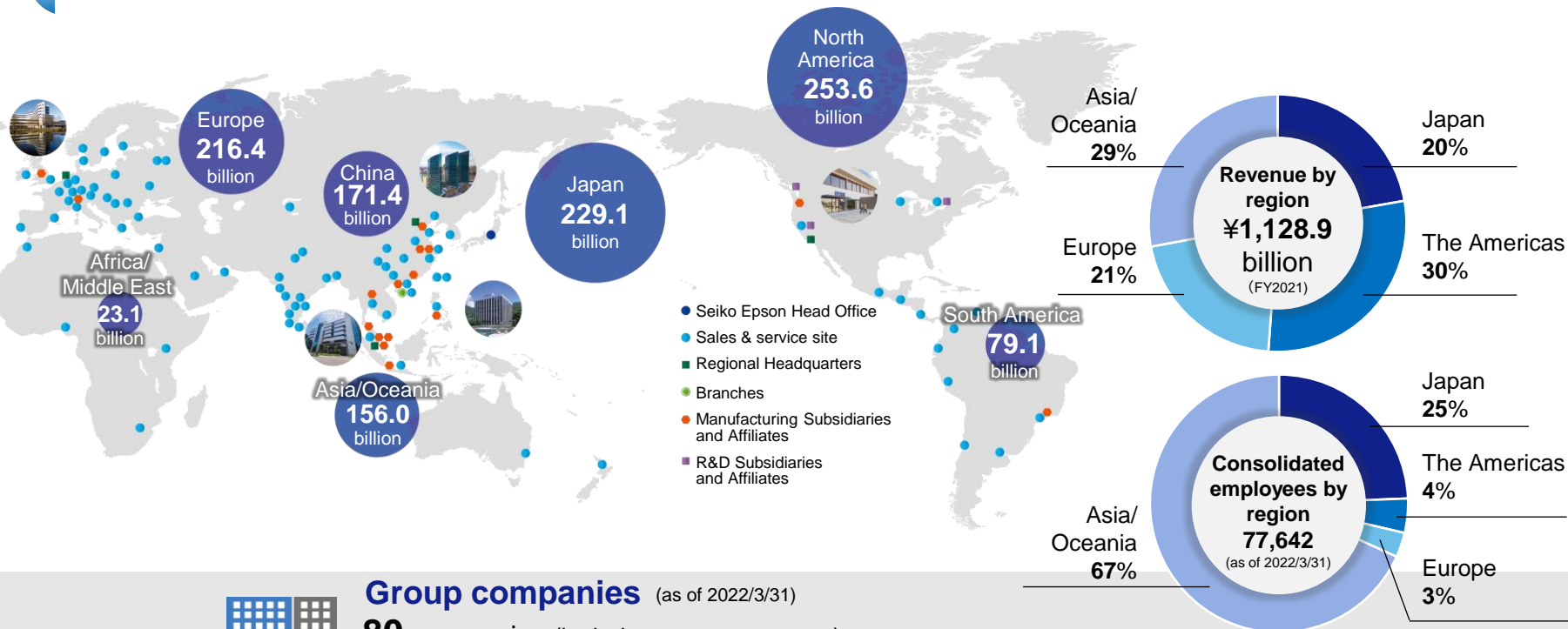
\* As of July 27, 2021, per Epson research

\* The number of Piezo printhead-related patents registered in Japan, the U.S., China, and Europe since April 1, 2001





We have research and development sites, production sites, and sales and service sites around the world to enable us to accurately capture customer needs and respond quickly and flexibly to them.



\* Percentages rounded to the first decimal place.



**Group companies** (as of 2022/3/31)

**80** companies (includes parent company)

Japan: **19** Overseas: **61**

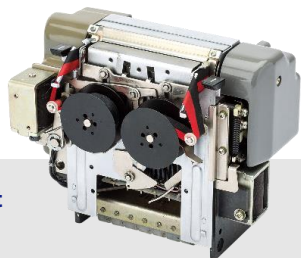


Company Name	Seiko Epson Corporation
Founded	May 18, 1942
Head Office	3-3-5 Owa, Suwa-shi, Nagano, Japan
Paid-in Capital	¥53,204 million

## The origin of the Epson name

### EP+SON=「EPSON」

The Epson brand name comes from the EP-101, an electric printer that kicked off the company's expansion into the information equipment business. The "Ep" stands for "electric printer" and the "son" represents our desire to follow the original electronic printer with many more worthwhile products and services in a variety of fields.



**The EP-101, the world's first miniature digital printer**

## Head Office, Domestic Business Sites and Main Group Companies

● Plant or office

● Group company







Epson's public website

<https://global.epson.com/>



See for more company and product information.

Epson's official video channel

<https://www.youtube.com/user/epsoncorp/>



See videos for more company information,  
commercials, etc.