

Company Overview

BUILDING BUSINESSES
ONE DROP AT A TIME

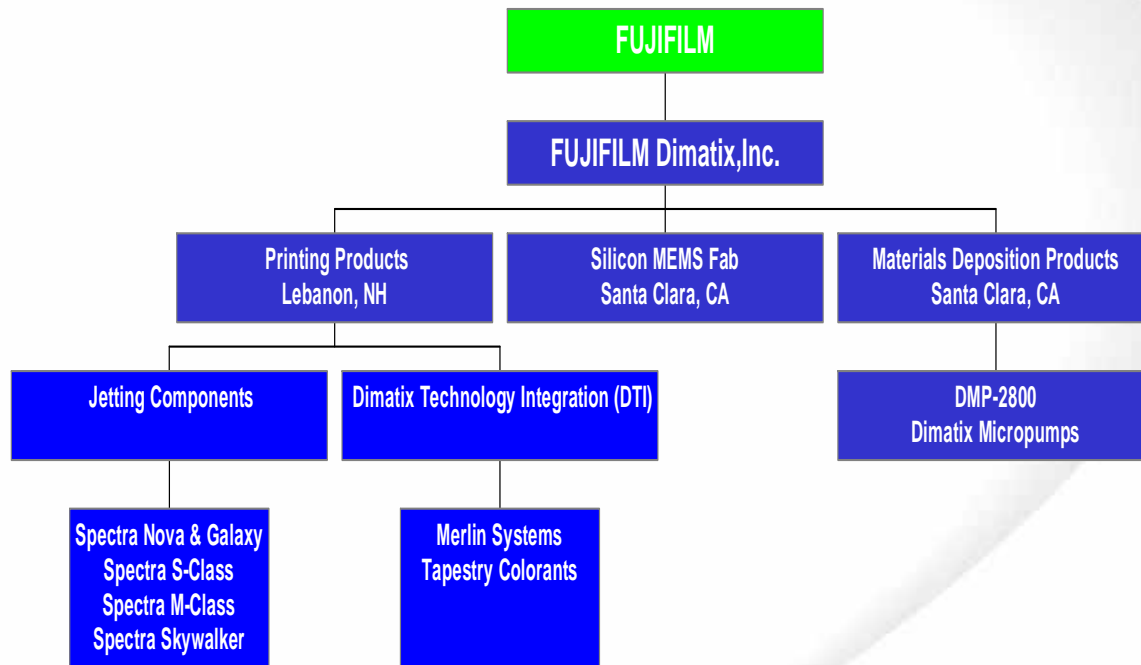
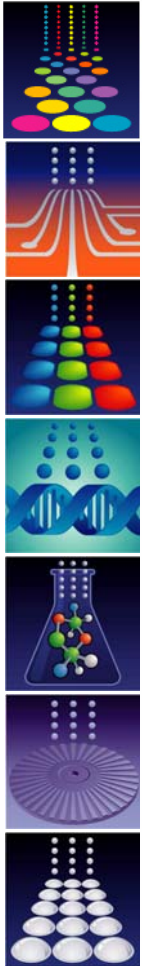


FUJIFILM Dimatix, Inc.
2230 Martin Avenue
Santa Clara, California 95050-2704
U.S.A.

www.dimatix.com



Company Organization



Company Profile

- **Designs & manufactures piezoelectric, drop-on-demand ink jet printheads, micropumps & systems for industrial applications**
 - OEM Jetting Component (JC)
 - Integrated systems solutions (DTI)
 - Materials Deposition Products (MDP)
- **Founded 1984**
 - Corporate Office in Santa Clara, CA
 - Operations in Lebanon, NH
 - Advanced R&D and MEMS facility in Santa Clara, CA
 - Continuous growth in products, applications and revenues
- **Acquired by MARKEM in 1996**
- **Changed corporate name to Dimatix, Inc. in May 2005**
- **Acquired by FUJIFILM in July 2006, now FUJIFILM Dimatix, Inc.**



Company Profile

- **New Hampshire Operations**
 - 250+ Staff
 - ISO 9001 Certified - 2000 Standard
 - 4-Class 100 Production Modules
- **Santa Clara, CA - Corporate Offices & Complete MEMS fabrication facility with advanced metrology in**
 - Deposition, etching, bonding, grinding & surface treatment, etc.
 - Proprietary process development
 - Production tooling
- **Significant patent portfolio**
 - >160 Applications & Issued US Patents
 - >500 Applications & Issued Patents Worldwide
 - Silicon MEMS
 - Carbon Structures



Printing & Graphics



Graphics

- Coding & Marking
- Outdoor and Indoor Signage
- Point-of-Sale Displays
- Addressing and Postal
- Decorative
- Textiles
- Packaging
- Wall & Floor Coverings
- Commercial Printing
- Screen Masking



Durst Rho 160



VUTEk
PressVu 200/600



Mutoh NXPro
Toucan



Versamark
Passport
4300



Gandinnovations Jeti



MARKEM 5000

Materials Deposition



SX3 Printhead



Modular Deposition System



Dimatix Materials
Printer & Cartridge



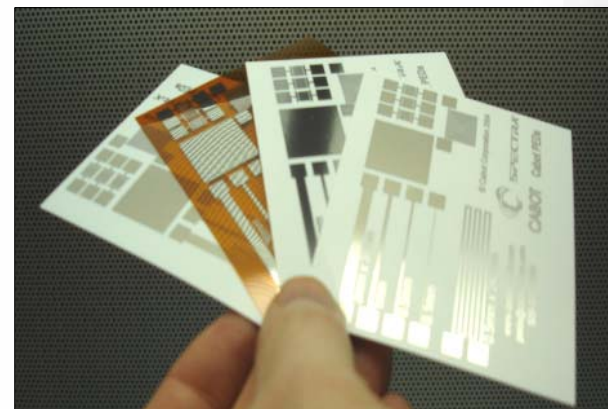
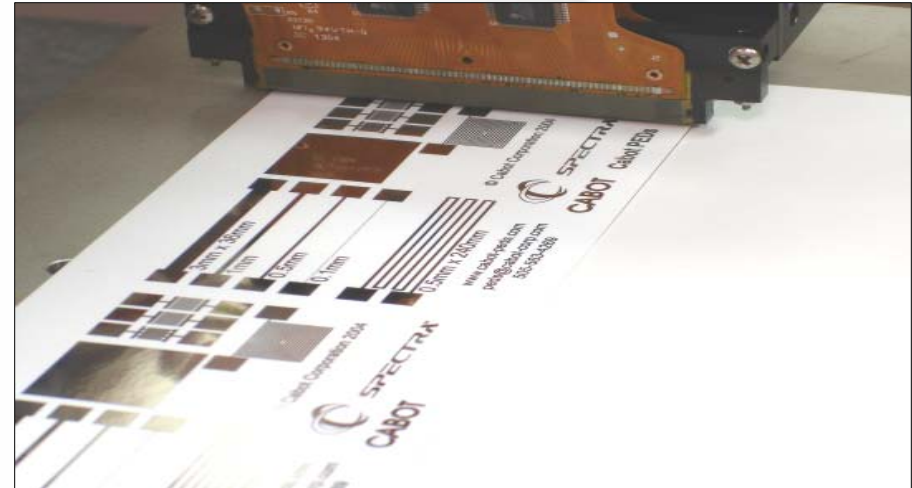
Light Emitting Polymers & Conductive Metal Fluids Deposition



Full Color Passive



Full Color Active



Courtesy of: Philips Electronics

FUJIFILM DIMATIX, Inc. - 1/12/07

Courtesy of: Cabot/SMP

7



Solutions for Industrial Applications



- Fully integrated system
- Decorate foods with photos, logos, text & clip-art
- Scalable to full production line speeds (>300 ft./min.)
- Customized solutions from standard components



Image Directly onto Semi-solid Surfaces



Dairy

Cheese



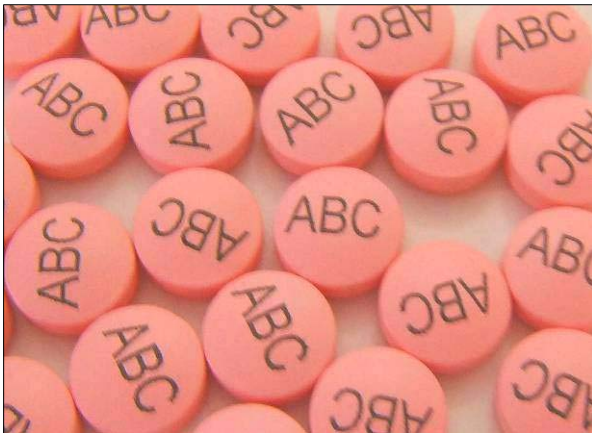
Meats



Non-food Decorative Applications



Pharmaceuticals



Saw Blades



Wood Grain



Procter & Gamble: Pringle Prints™

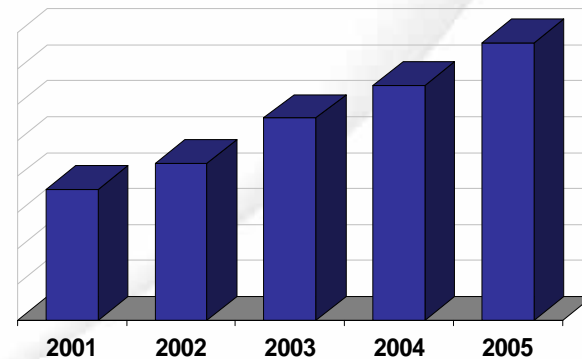
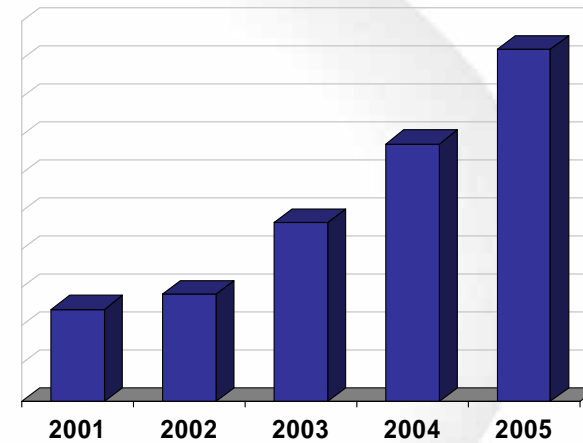


- FUJIFILM Dimatix's first major public customer
- Introduced in early 2005
- Dozens of other major food producers now decorating food with FUJIFILM Dimatix systems
- Many are in production, others developing the products
- FDA Approved Food Grade Inks



5 Years of Rapid Growth

- **Year-over-year printhead volume**
 - 40% CAGR
- **Year-over-year revenue growth**
 - 20% CAGR
- **New products**
- **New customers**
- **New markets**
- **New applications**

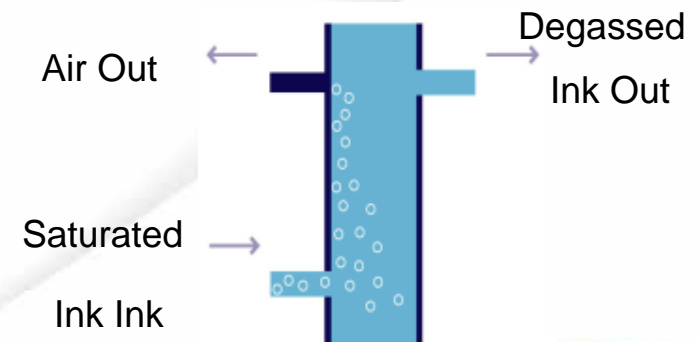
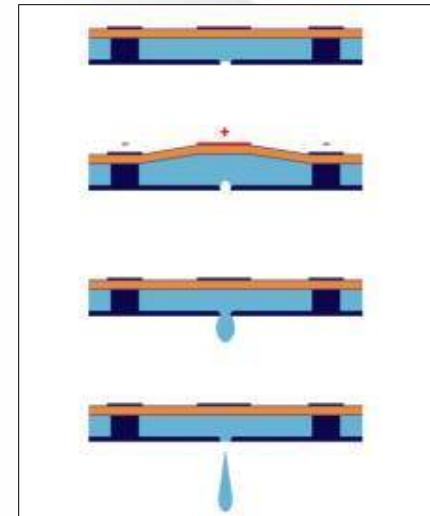


Technology

Shear Mode Actuation & Degassing

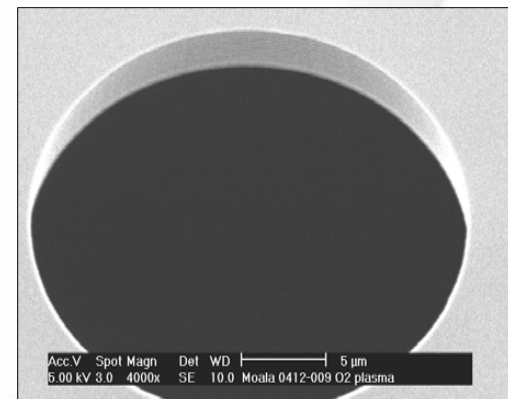
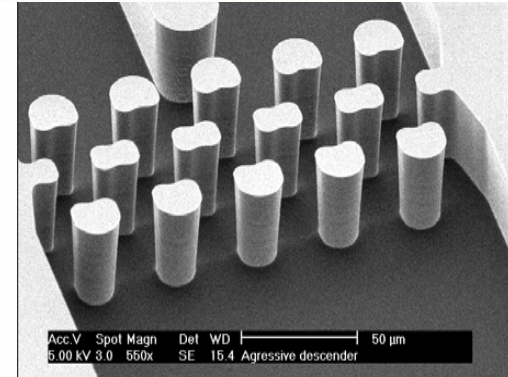
Technology

- Many jet actuators using a single PZT for each channel
- All jets fired simultaneously
- Runs at high frequencies
- Supports a wide range of inks, colorants and viscosity
- Complete printhead tending components
- Proprietary Degassing/Deaeration
 - Fast start-up
 - Sustained high-speed jetting
- Ensures products are:
 - Simple
 - Reliable
 - Cost effective



Shaped Piezo Silicon™ Technology

- 3rd generation proprietary technology
- Uses MEMS fabrication techniques
- New printhead family
- New attributes:
 - Inert
 - Monolithic
 - Compact & lightweight
 - Modular construction
 - Higher nozzle density

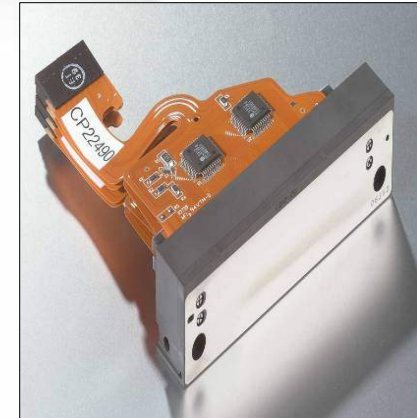


Printheads, Assemblies, Components & Systems

Spectra™ Hybrid Printhead Products

- **Nova / Galaxy**

- 256 Jets
- 30, 50, 80 pl
- Configured as Printheads or Jetting Assemblies
- Multiple fluids supported



- **S-Class**

- 128 Jets
- 30, 50, 80 pl
- Jetting Assemblies
- Solvent and UV capable



- **Skywalker**

- 128 Jets
- 50 pl
- Solvent

Spectra™ Monolithic Printhead Products

- **M-300 Jet Module**

- 304 jets
- 10 pl native drop size
- Variable & programmable drop sizes
- Modules designed for easy replacement



- **Hex Printhead**

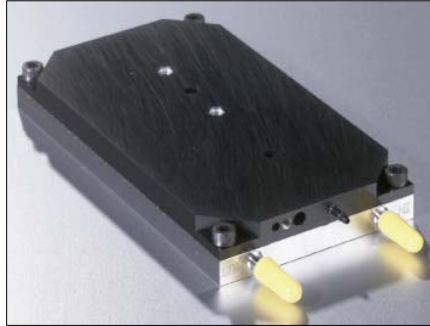
- Ready to use configuration
- Easy to integrate
- Includes electronics and fluid handling
- 6 Color, 180 dpi
- 1,824 jets



Spectra™ Components



Remote Reservoir



Stainless Steel Remote In-Line Lung



Molded Lung Module



Pneumatics Module



Drive Electronics



Meniscus Pressure Controller

Merlin™ Controllers



Merlin FG

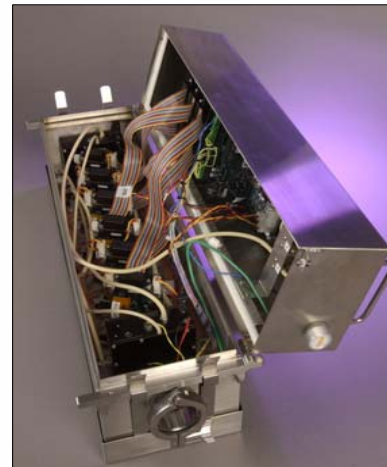
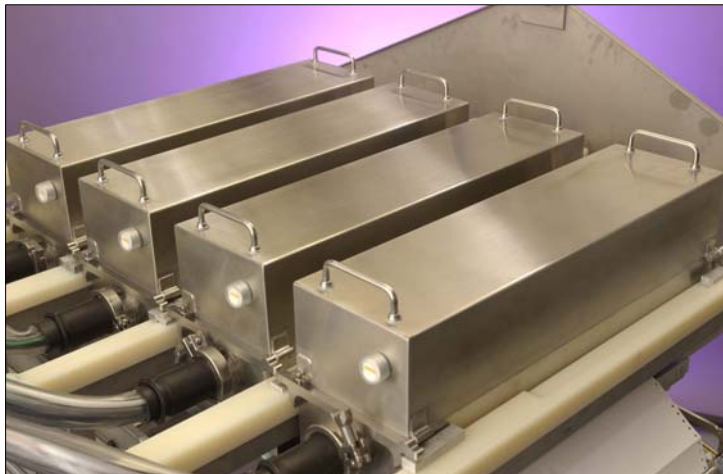


Merlin DW



Merlin D

Single Pass Printhead Clusters



Merlin™ FG

Application: Industrial Food Decoration



- Integrated product design & development system
- Decorate food and other products with photos, logos, text, clip-art, designs
- Scalable to full production line speeds
- Customized solutions from standard platforms

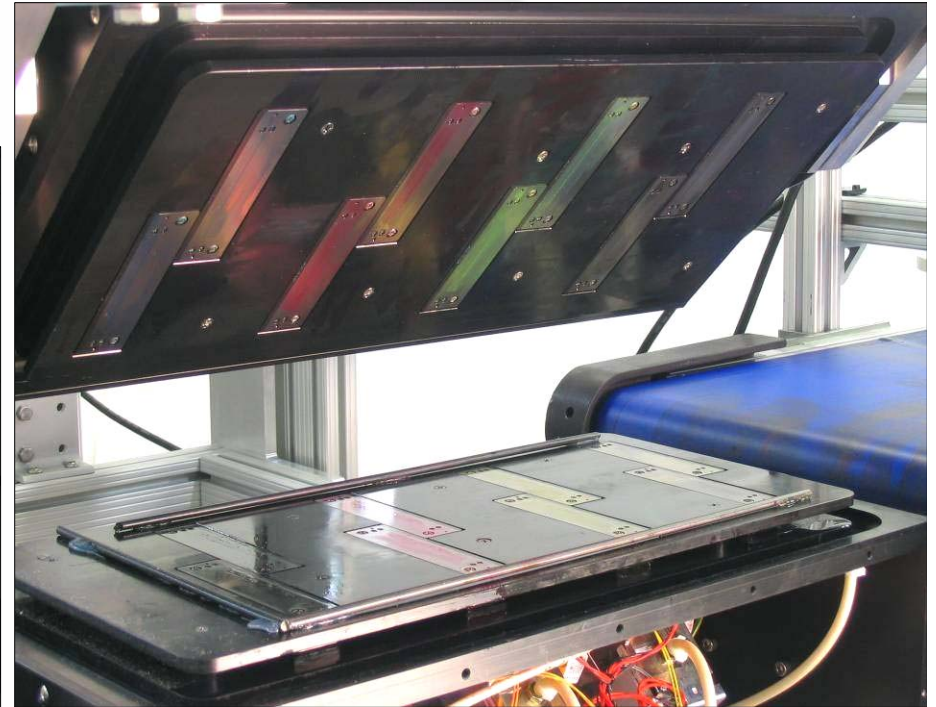
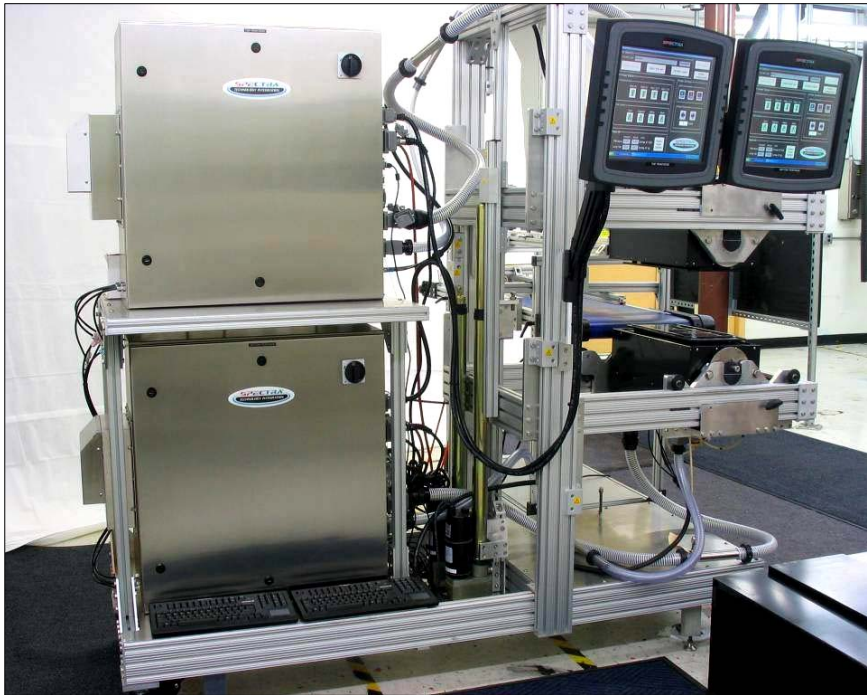


Merlin™

Application: Industrial Product Decoration



Duplex Printing



Ink Partners



SPECTRA™
Certified Ink

- Aellora Digital
- Chimigraf Ibérica S.L.
- DuPont Ink Jet
- Fujifilm Sericol UK Limited
- Inkware
- Konica Minolta Medical & Graphic, Inc.
- Sensient Imaging Technologies, Inc. - USA
- Sensient Imaging Technologies, S.A. - Switzerland
- SunJet
- Tetenal Ag & Co. KG



Summary

FUJIFILM Dimatix Value Proposition



Summary

- **A proven and reliable supplier of piezo technology**
- **Leading piezo DOD technology supplier**
- **OEM and systems strategy**
- **Substantial development & manufacturing expertise**
- **Highly experienced technical support and R&D teams**
- **Strong partnerships with leading ink manufacturers**
- **Growing, investing and financially sound**