



Who we are today

With sales of \$17.6 billion, Xerox is the world's largest technology and services company specializing in document management. From desktop printers and multifunction office systems to high-speed color presses, outsourcing and digital imaging, we provide the industry's broadest portfolio of document systems and services for businesses of any size.

Our reach is global

Schools, small businesses, government agencies, commercial printers, Fortune 1000 companies and document-driven industries such as healthcare, legal and financial services – we span all types and sizes of organizations. To reach them we sell through our global sales force, independent agents, dealers, value-added resellers and systems integrators, and online and over the phone.

- We have more than 7,500 sales professionals, 13,000 managed service employees at customer sites and 13,000 technical-service employees.
- Through Global Imaging Systems, a wholly owned subsidiary of Xerox, our products and services are sold and supported through regional office technology dealers in the U.S.
- We extend our global reach with more than 6,500 agents and concessionaries and about 10,000 technology resellers.
- We are allied with IT and business partners that integrate our systems and services into their customer solutions.

2008 revenue: \$17.6 billion

2008 net income: \$230 million

Employees: 57,100 worldwide

Geographic scope: 160 countries

History: Founded in 1906 as The Haloid Company; named Haloid Xerox in 1958 and Xerox Corporation in 1961

Fortune 500 ranking: No. 147

Fortune World's Most Admired Companies: No. 1 in computer category

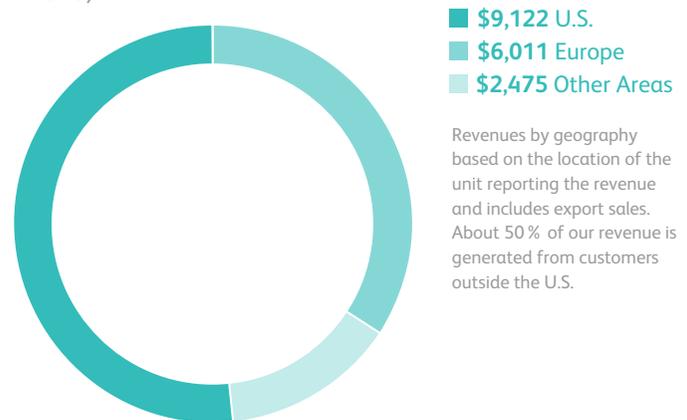
NYSE symbol: XRX

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Revenues by geography (in millions)



The opportunity: \$132 billion and growing

The evolution of the document industry from light-lens to digital, from black-and-white to color and from paper to electronic documents plays directly to Xerox's product and service leadership in an expanding worldwide market.

What we can do for you

Document outsourcing and services

Here's how we help our customers through our consulting and outsourcing services:

- Simplify document-driven processes, like forms processing and records management
- Provide services that analyze and improve the use of document systems – printers, copiers, fax machines and scanners
- Manage in-house print operations and special events by handling technology procurement and print/copy centers
- Make information easier to manage and find through digital imaging, archiving and indexing
- Improve commercial print operations through document outsourcing and resources to boost sales and profits

Production printing

For graphic arts and production environments, we offer these printing systems and services:

- Color and black-and-white digital printers and presses
- Wide-format and continuous-feed printers and copiers
- Business development tools to help grow a profitable digital business
- Publishing solutions for books, on-demand documents, transactional applications, personalized printing and more
- Workflow software to simplify how print jobs are created and managed

Office solutions

We have the right office printer and services for any business, from small to large, in one city or in thousands:

- Multifunction systems, color and black-and-white, that combine printing, copying, faxing and scanning
- Color network printers, solid ink and laser
- Digital copiers and fax systems
- Software to streamline how information is stored and shared

Research and development

Innovation keeps us in the forefront of our industry:

- Five percent of our revenue is dedicated to R&D and engineering
- Four R&D centers in the U.S., Canada and Europe focus on color science, computing, digital imaging, work practices, electromechanical systems, novel materials and other disciplines
- More than 8,900 active U.S. patents

Environmental sustainability

Sustainability can no longer be viewed as a cost of doing business, but as a way of doing business. Our responsibility to the environment focuses on four areas where we can have the most impact:

- **Climate protection:** Because our aim is to be carbon-neutral, we invest in technologies that reduce the carbon footprint of our operations and the document-management solutions that we offer to our customers.
- **Preserving biodiversity and the world's forests:** We work with our customers, suppliers and other stakeholders to support the development of a sustainable paper cycle through paper-sourcing guidelines, recycled paper offerings and services that decrease offices' dependency on paper.
- **Preserving clean air and water:** We strive to eliminate the use of persistent, bioaccumulative and toxic materials throughout the supply chain.
- **Preventing and managing waste:** Our goal is to produce waste-free products in waste-free facilities to promote waste-free offices for our customers. Our proprietary solid ink printers generate 90% less waste than comparable laser printers.



Our core values

- We succeed through satisfied customers.
- We deliver quality and excellence in all we do.
- We require premium return on assets.
- We use technology to develop market leadership.
- We value our employees.
- We behave responsibly as a corporate citizen.

For more information, visit xerox.com

