

# Konica Minolta, Inc. 1<sup>st</sup> Quarter/FY2016 ending in March 2017 **Consolidated Financial Results**

Three months: April 1, 2016 – June 30, 2016  
–Announced on July 28, 2016–

Seiji Hatano  
Senior Executive Officer  
Chief Financial Officer  
Konica Minolta, Inc.

[¥ billions]

		FY2016/1Q	YoY		FOREX Impact	YoY before FOREX Impact
Revenue		¥ 229.1 bn	¥ - 19.5 bn	-8%	- 23.8	+2%
Operating Profit		¥ 8.9 bn	¥ - 1.1 bn	-11%	- 3.2	+20%
Profit		¥ 6.3 bn	¥ - 0.3 bn	-5%	-	-
FOREX	USD	¥ 108.14	¥ - 13.22	-11%	-	-
	Euro	¥ 122.02	¥ - 12.14	-9%	-	-

- Revenue declined over the previous year due to FOREX impact and falling sales in Industrial Business. However, Healthcare Business posted higher sales due to consolidation of acquired company. Excluding the impact of forex, Business Technologies Business posted sales increase.
- Operating Profit fell, mainly as a result of lower sales in Industrial Business. Business Technologies Business's gross profit ratio improved due to the effect of new products, absorbing FOREX impact and maintaining previous year levels of profit. Healthcare Business posted an increase in profit slightly.
- Revised FY2016 Earnings Forecast due to severe market condition in Industrial Business.

# FY2016/1Q Financial Highlight– Overview

[¥ billions]

	1Q Mar 2017	1Q Mar 2016	YoY
Revenue	229.1	248.6	-8%
Gross Profit	114.3	119.7	-5%
<i>Gross Profit ratio</i>	<i>49.9%</i>	<i>48.2%</i>	-
Operating Profit	8.9	10.0	-11%
<i>Operating Profit ratio</i>	<i>3.9%</i>	<i>4.0%</i>	-
Profit before tax	8.5	10.4	-18%
<i>Profit before tax ratio</i>	<i>3.7%</i>	<i>4.2%</i>	-
Profit attributable to owners of the company	6.4	6.6	-3%
<i>Profit attributable to owners of the company ratio</i>	<i>2.8%</i>	<i>2.7%</i>	-
FCF	-25.2	-21.1	
FOREX    [Yen]    USD	108.14	121.36	△ 13.22
euro	122.02	134.16	△ 12.14

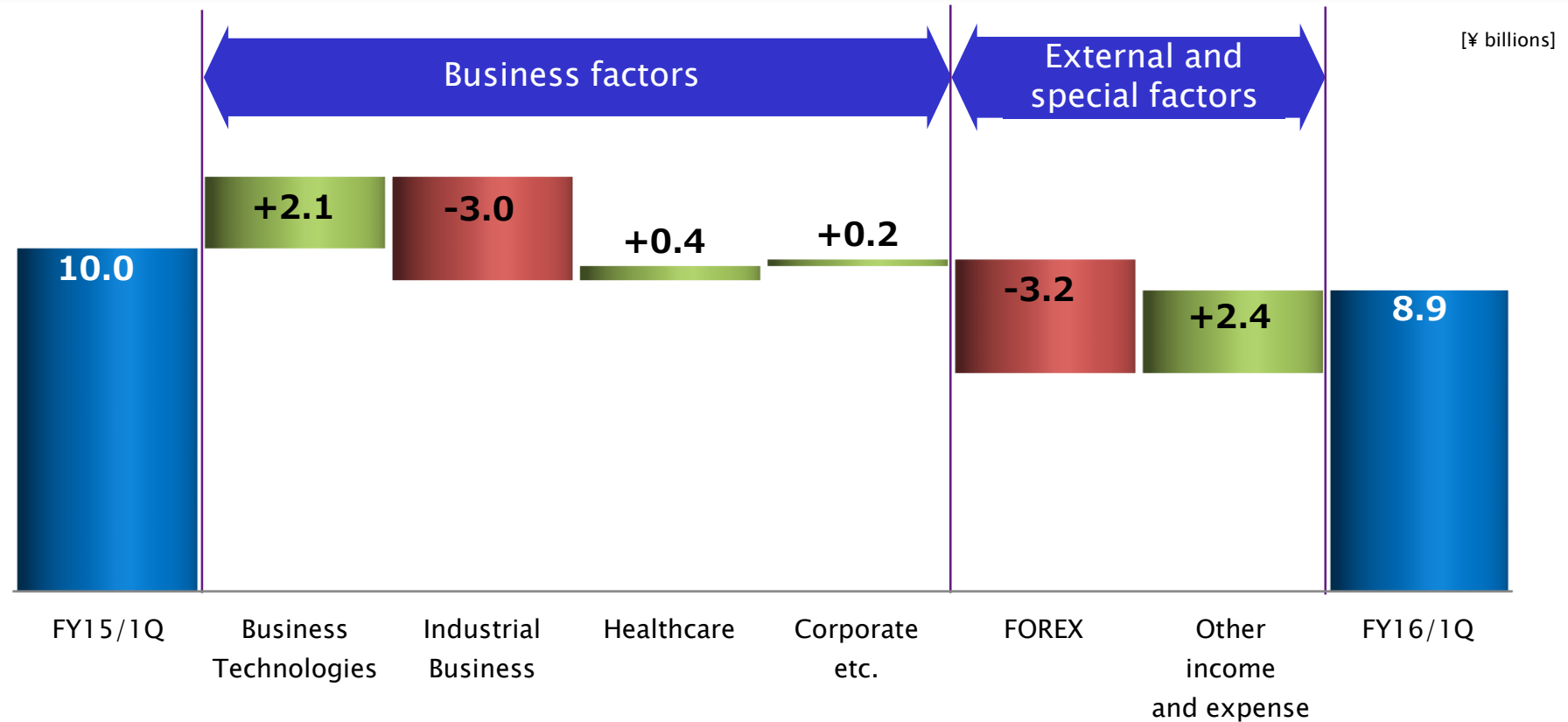
# FY2016/1Q Financial Results – Segment

[¥ billions]

Revenue	1Q Mar 2017	1Q Mar 2016	YoY
Business Technologies	186.3	201.8	-8%
Office Services	136.2	148.5	-8%
Commercial/Industrial print	50.1	53.3	-6%
Healthcare	18.5	17.9	3%
Industrial Business	21.7	28.2	-23%
Industrial Optical Systems	12.3	13.1	-7%
Performance Materials	9.5	15.1	-37%
Others	2.6	0.7	-
Group Overall	229.1	248.6	-8%

Operating Profit	1Q Mar 2017	1Q Mar 2016	YoY
Business Technologies	13.3    7.2%	13.3    6.6%	1%
Office Services	10.7    7.9%	11.0    7.4%	-3%
Commercial/Industrial print	2.6    5.3%	2.3    4.3%	15%
Healthcare	0.2    1.0%	0.1    0.7%	53%
Industrial Business	2.3    10.7%	5.9    20.8%	-60%
Others	-7.0	-9.2    -	-
Group Overall	8.9    3.9%	10.0    4.0%	-11%

# FY2016/1Q Operating Profit Analysis

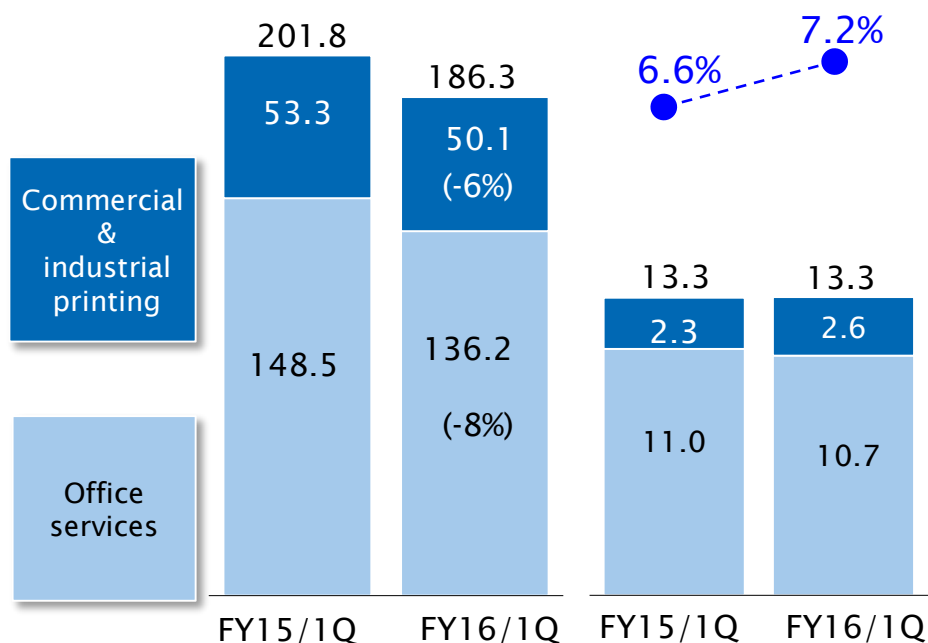


- Business Technologies Business: Office Color MFP led to profit increase
- Industrial Business: Weak sales in Performance Materials lowered profit
- Healthcare: Strong sales of digital products contributed to profit increase

- **Revenue :**     ¥186.3bn 8% down (FOREX Impact: ¥-21.6bn, +3% YoY w/o FOREX)
  - Color products maintained solid momentum mainly in developed countries, but revenue fell due to FOREX Impact.
- **Operating Profit:**¥13.3bn +0bn up (FOREX Impact: ¥-2.7bn, +21% YoY w/o FOREX)
  - Rise in SG&A expenses from new consolidations offset by effects of new products and favorable shift in product mix, supporting profit at previous-year level.

## Revenue/Operating Profit

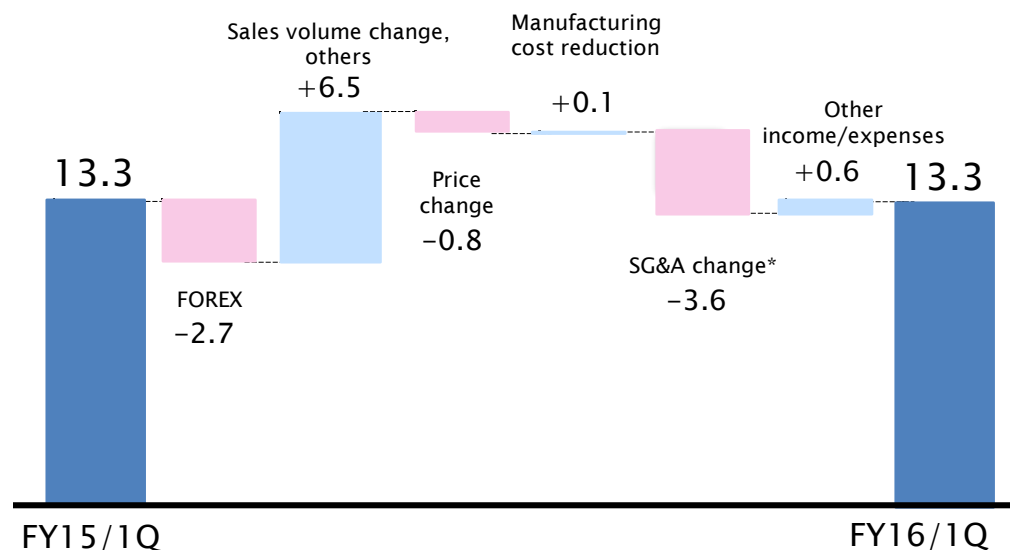
Left: Revenue Right: Operating Profit ● : OP Ratio



## Operating Profit Analysis

[¥ billions]

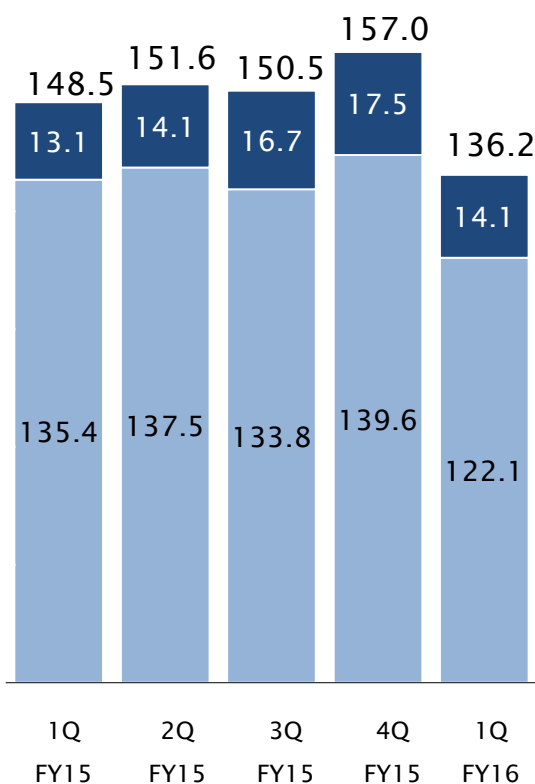
\*Includes ¥1.7 billion in SG&A expenses from newly consolidated companies



- Revenue: ¥136.2bn 8% down (FOREX Impact: ¥-15.1bn, +2% YoY w/o FOREX)
- Operating Profit: ¥10.7bn ¥0.3bn down (FOREX Impact: ¥-2.0bn, +15% YoY w/o FOREX)
  - Saw firm sales of high-end models of A3 color MFP in developed countries.

## Quarterly Revenue Transition

【¥ billions】



IT service  
solutions

## Revenue

¥14.1bn

YoY +8%

## 1Q -Summary

- ✓ In addition to the impact of new consolidations, expanded hybrid-type sales from developed countries (US, France, Czech Republic, etc.) to Asia-Pacific region.

¥122.1bn

YoY -10%

Office  
Products

OPS ¥19.6bn

YoY +6%

GMA ¥6.2bn

YoY -5%

- ✓ A3 color MFP segment 4/5 sales were strong, mostly in EU & US.
- ✓ In China, won new large-scale contracts with financial companies, energy-related company. New contracts increased in Europe.

\*Seg4: MFP printing A4 45~69 page per minutes

\*Seg5: MFP printing A4 70~90 page per minutes

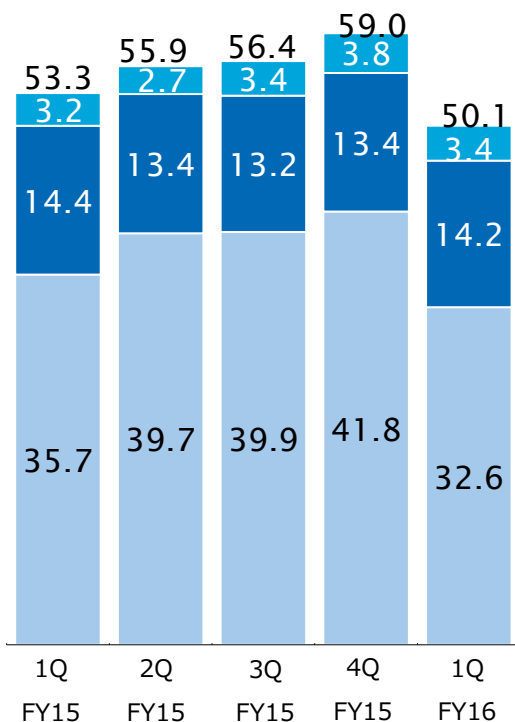
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# Business Technologies Business: Commercial and Industrial Printing

- ▣ Revenue: ¥50.1bn 6% down (FOREX Impact: ¥-6.4bn, +6% YoY w/o FOREX )
- ▣ Operating Profit: ¥2.6bn ¥0.3bn up (FOREX Impact: ¥-0.6bn, +40% YoY w/o FOREX)
- Continuous momentum of Flagship model and sales of consumable contributed profit.

## Quarterly Revenue Transition

【¥ billions】



Industrial print  
/ Inkjet

## Revenue

¥3.4bn

YoY +7%

MPM/  
Print Services

¥14.2bn

YoY -1%

Production  
Print

¥32.6bn

YoY -9%

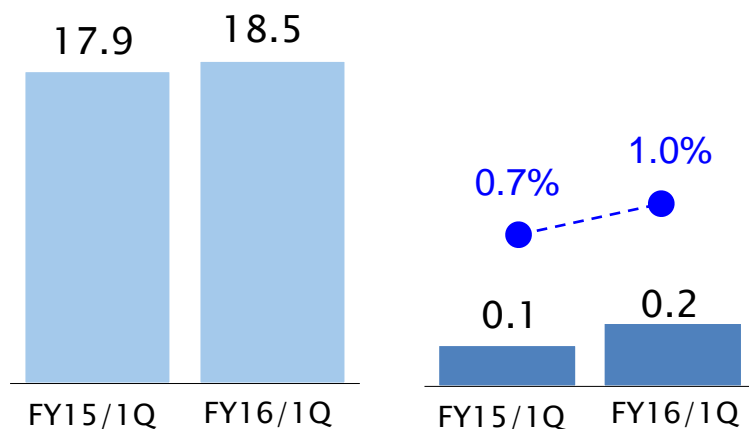
## 1Q -Summary

- ✓ Components maintained their prices in Europe and the US, compensating for the effects of the stronger yen.
- ✓ Began sales of the new “Accuriojet KM-1” digital inkjet press.
- ✓ Revenue and profits expanded in Europe, mostly among existing major customers.
- ✓ Sales of the “bizhub PRESS C1100” remained solid across regions, but particularly in Japan and the US.
- ✓ Saw sales growth of consumable.

- **Revenue :**      ¥18.5bn +3% up (FOREX Impact: ¥-1.3bn, +11% YoY w/o FOREX )
  - Due to acquisitions, overseas sales rose, leading to higher revenue. Sales of digital products particular showed growth.
- **Operating Profit: ¥0.2bn ¥0.1bn up(FOREX Impact: ¥-0.4bn)**
  - Amid yen appreciation, operating profit was higher than previous year due to digital products sales increase.

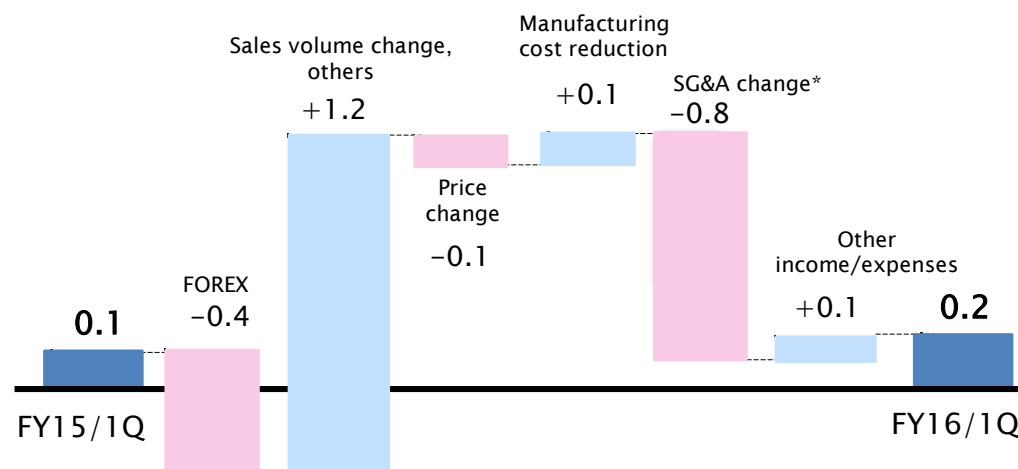
## Revenue/Operating Profit

Left: Revenue Right: Operating Profit ● : OP Ratio [¥ billions]



## Operating Profit Analysis

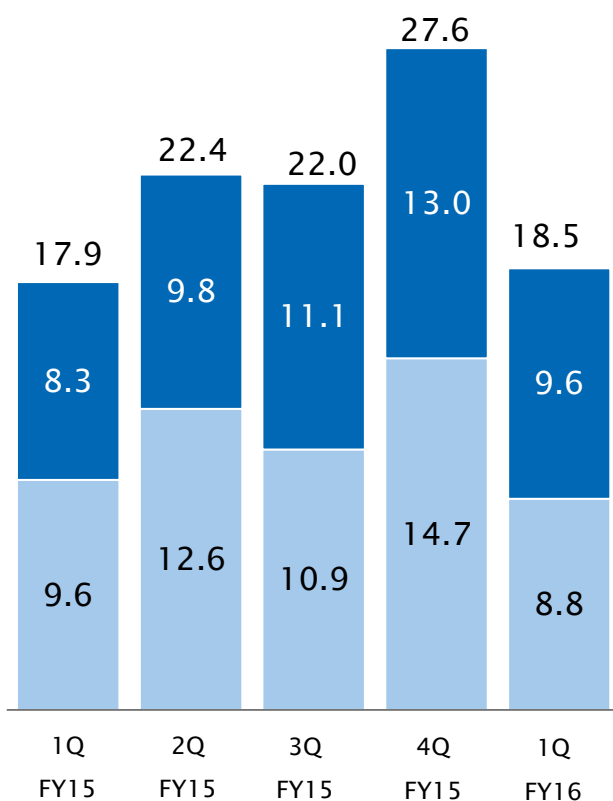
[¥ billions]



\*Includes ¥0.2 billion increase in SG&A expenses from organizational restructuring

## Quarterly Revenue Transition

【¥ billions】



## Revenue



**¥9.6bn**  
YoY +17%



**¥8.8bn**  
YoY - 8%

## 1Q -Summary

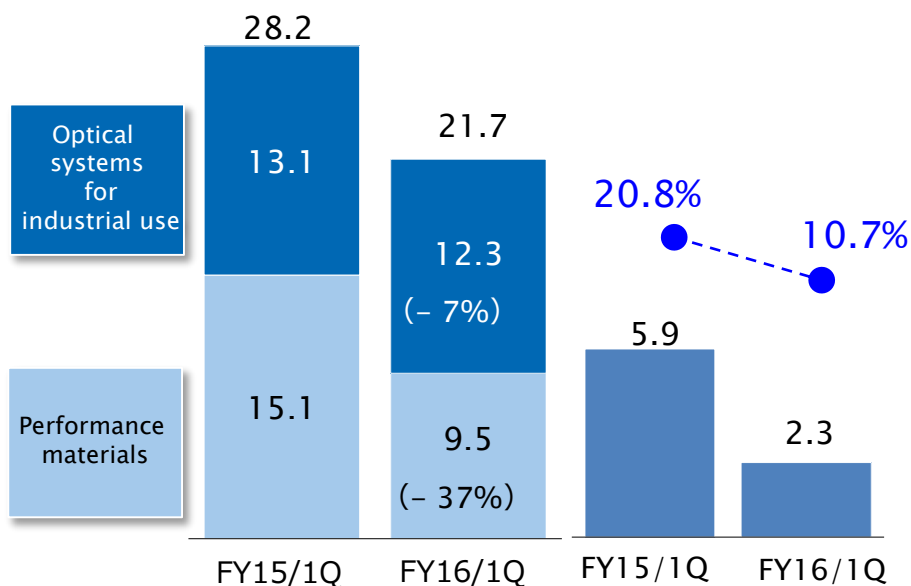
- ✓ “AeroDR” sales expanded, mostly in the US.
  - ✓ Volume sales of “SONIMAGE HS1” diagnostic ultrasound systems doubled, with particular strength in Japan.
  - ✓ Medical IT services were strong, helped by acquisitions in the US.
- 
- ✓ Sales declined in line with shift to digital.

\* Digital: X-ray systems (DR, CR), ultrasound diagnostic imaging systems, medical IT service, etc.  
Analog and others: Film, imager, local procurements, etc.

- ▣ **Revenue: ¥21.7bn –23% down (FOREX Impact: ¥–1.1 bn, –19% YoY w/o Forex )**
  - In optical systems for industrial use, measuring instruments were strong, but lenses for industrial and professional use struggled and revenue fell.
  - Performance materials posted lower revenue due to declining sales of TAC film.
- ▣ **Operating Profit: ¥2.3bn ¥3.6bn down (FOREX Impact: ¥–0.1 bn, –58% YoY w/o FOREX)**
  - Profits declined as a result of shrinking sales in both fields.

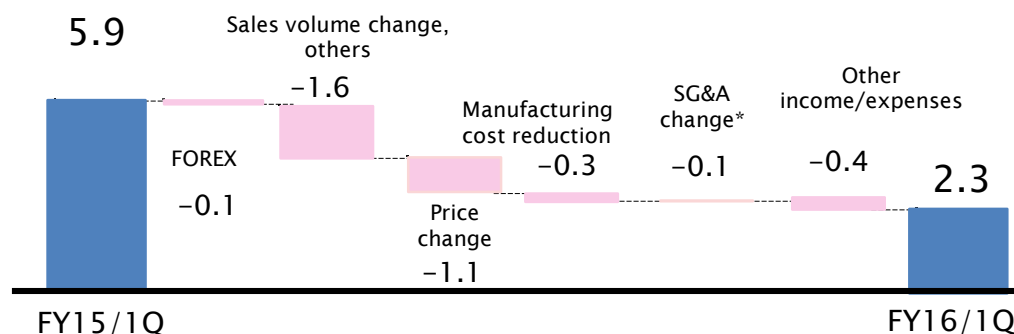
## Revenue/Operating Profit

Left: Revenue Right: Operating Profit ● : OP Ratio [¥ billions]



## Operating Profit Analysis

[¥ billions]

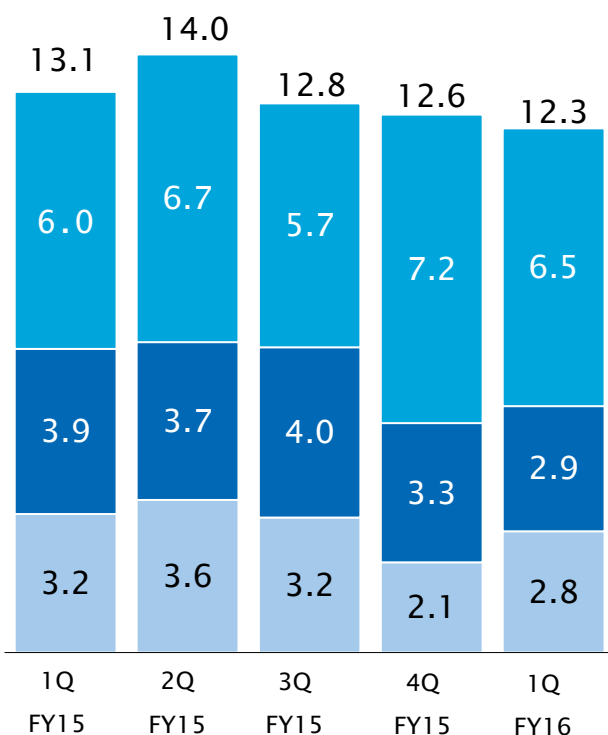


# Industrial Business: Optical Systems for Industrial Use

□ Revenue : ¥12.3bn 7% down (FOREX Impact: ¥-1.1bn, +2% YoY w/o Forex )

Quarterly Revenue Transition

【¥ billions】



Measuring Instruments

¥6.5bn

YoY +8%

✓ Saw firm sales helped by consolidation of Radiant.

Industrial & Professional lenses

¥2.9bn

YoY -24%

✓ Weak demand cause of market inventory control led to lower sales volumes.

Others

¥2.8bn

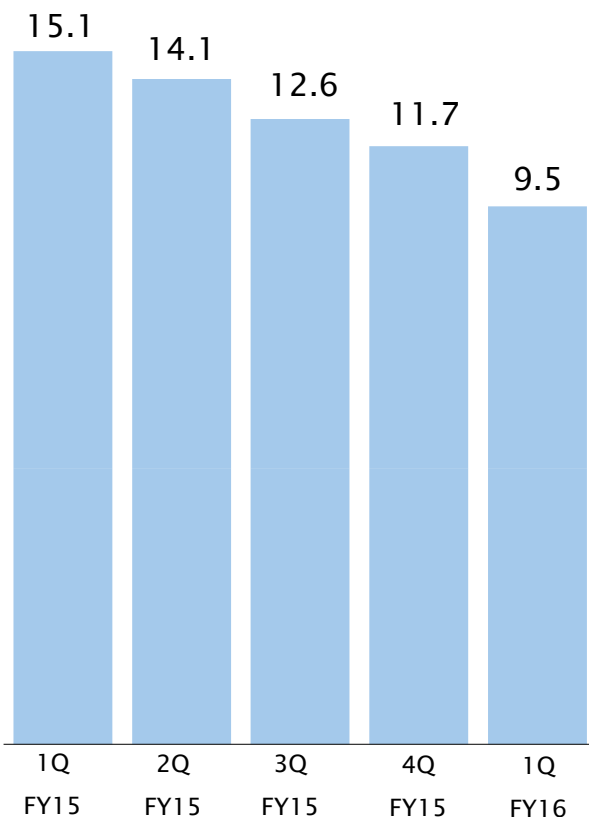
YoY -12%

✓ Sales of lenses for compact digital still cameras declined.

□ Revenue :      ¥9.5bn    37% down (FOREX Impact: ¥-0bn)

## Quarterly Revenue Transition

【¥ billions】



- For FPD
  - Large size
  - Small & medium size

- ✓ There was continued impact from decelerating sales of display products, with unit sales of both large and small to medium-size products contracting.
- ✓ Began shipments of QWP film.

- Other films
  - Window film
  - Barrier film
  - Precision Photo plate
  - Raw material

- ✓ As the Precision Photo Plates, launched dry plates for high-definition chrome mask writers  
(Pattern masters used in the manufacturing process for electronic components)

# FY2016/1Q Topics

# Launch “AccurioJet KM-1” digital inkjet press onto Market

Full-scale development of business aimed at high-end markets in the commercial printing domain

B2 inkjet press, jointly developed with KOMORI Corporation, has image quality comparable to that of offset printing

## KOMORI Corporation

- Commitment to maintaining quality of offset printing in commercial printing
- Paper-feeding technology for large-format printing paper

## Konica Minolta

- Advanced inkjet technology
- Proprietary process technology

- High image quality: high print density and sharp images combine for superior character reproducibility
- Productivity: 3,000 pages per hour at the largest size, while automatic duplexing aids quick turnaround
- Stability: minimal variation and high color reproducibility, even during continuous operation over long periods
- Versatility: can handle a wide range of paper thickness from tissue paper to paper for packaging



High-precision inkjet head



AccurioJet KM-1

## Full-scale expansion into industrial printing domain (labels, packaging)

Digital printing equipment manufacturer that innovates based on insights gleaned from intimate knowledge of major printing customers

Value offered to clients	Decoration printing, which raises the added value of the printed material, can be offered digitally from short runs
Market environment	High demand for decoration printing in the label and packaging field, which expands with population growth
MGI's strengths	Uses its experience in and knowledge of the printing industry to accurately identify customers' latent needs and rapidly develop products, making MGI a forerunner in the industry
Revenue	Approx. 34 million euro (2014 fiscal year)
Value of equity investment	Approx. ¥10 billion Equity stake more than 40% (originally 10%)



Jet Varnish 3DW

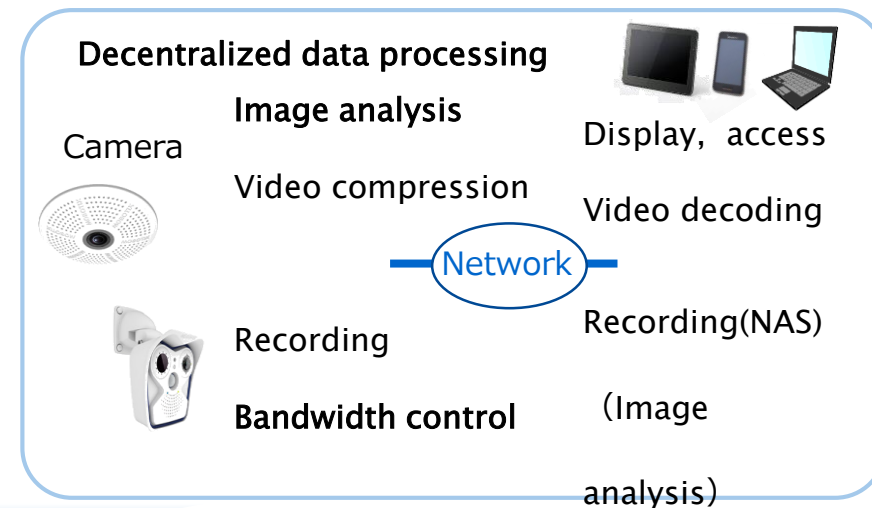


# Acquired Majority Stake in MOBOTIX (Germany)

Accelerating new solutions business through fusion with KM & MOBOTIX technology

Manufacturer of robust surveillance cameras and proprietary decentralized data processing video management software (VMS)

Hardware	Robust surveillance cameras with no motors for superior maintainability
Software	<ul style="list-style-type: none"> <li>• Proprietary compression technology (MxPEG)</li> <li>• Reliable image confirmation and storage using decentralized data processing</li> </ul>
Customer strategy	Wins major customers in markets such as manufacturing, traffic, and education
Revenue	Approx. 80 million euro (September 2015 fiscal year)
Value of investment	Approx. ¥21 billion



Leveraging superior solutions to enter areas where are emerging as societal problems and that also constitute promising new markets

Solution	Customer Value	Market potential
High Security	<ul style="list-style-type: none"> <li>• Enhance level of security and improve efficiency of surveillance workflow</li> </ul>	Approx. ¥1.6tn, CAGR +17%
Care Support	<ul style="list-style-type: none"> <li>• Rebuild the workflow of nursing care sites and reduce workload</li> </ul>	Approx. ¥3 tn, CAGR +11%
Gas Detection	<ul style="list-style-type: none"> <li>• Improve efficiency maintenance workflow visualization of gas leaks</li> </ul>	Approx. ¥200 bn, blue ocean

# FY2016 Earnings Forecast

# FY2016 Earnings Forecast

[¥ billions]

		Earnings Forecast (7/28)	Earnings Forecast (5/12)	Differeice	
Revenue		¥ 1,030.0 bn	¥ 1,060.0 bn	- 30.0 bn	-3%
Operating Profit		¥ 55.0 bn	¥ 66.0 bn	- 11.0 bn	-17%
Profit		¥ 36.0 bn	¥ 44.0 bn	- 8.0 bn	-22%
Forex	US\$	¥ 105.00	¥ 105.00	¥ ±0	-
	euro	¥ 115.00	¥ 120.00	¥ -5	-4%
Dividends per Share		¥ 30	¥ 30	¥ ±0	-
Dividend Pay-out Ratio		41%	34%	-	-

- Revised the exchange rate assumptions to US\$: ¥105 and euro: ¥115 due to concerns that JPY will strengthen against the euro. In addition, revised the exchange rate assumption in other currencies than US\$ and euro.
- Revised severe market condition in Industrial Business.
- Ensure +13% Profit YoY, although lowered OP in FY2016 Earnings Forecast.
- Maintain our dividend forecast unchanged at ¥30 per share annually, with ¥15 at both interim and period-end.

# FY2016 Earnings Forecast: Difference with Previous Earnings Forecast (5/12)

	Revenue (¥)	Operating Profit (¥)	Profit (¥)	Risk under Consideration
Earnings Forecast (5/12)	1,060bn (+3% YoY)	66bn (+10% YoY)	44bn (+37% YoY)	FOREX Rate : ¥105/\$, ¥120/euro
(-) FOREX	-20bn	-6bn	-	<ul style="list-style-type: none"> <li>• Euro exchange rate assumptions applied from 2Q revised to reflect a ¥5 appreciation.</li> <li>• Increased FOREX impact from currencies other than USD and euro</li> </ul> → FOREX impact included in Business Technologies Business earnings forecast
(-) Operations	-10bn	-5bn	-	<ul style="list-style-type: none"> <li>• Performance Materials: Saw structural change of TAC film market</li> <li>• Optical Systems for Industrial Use: Deterioration in market conditions for smartphone-related devices, slowdown in capital investment, and impact of Kumamoto earthquakes</li> </ul> → Business risks included in Industrial Business earnings forecast.
Total	-30bn	-11bn	-8bn	
Earnings Forecast (7/28)	1,030bn (Flat)	55bn (-8% YoY)	36bn (+13% YoY)	FOREX Rate : ¥105/\$, ¥115/euro

# FY2016 Earnings Forecast – Segment

Revenue	Earnings Forecast		Earnings Forecast		Results	[¥ billions]
	(7/28)		(5/12)		Mar 2016	YOY
Business Technologies	810.0		830.0		832.2	-3%
Office Services	575.0		585.0		607.6	-5%
Commercial/Industrial print	235.0		245.0		224.6	5%
Healthcare	100.0		100.0		89.9	11%
Industrial Business	115.0		125.0		106.0	8%
Industrial Optical Systems	58.0		63.0		52.5	10%
Performance Materials	57.0		62.0		53.5	7%
Others	5.0		5.0		3.7	-
Group Overall	1,030.0		1,060.0		1,031.7	0%

Operating Profit	Earnings Forecast		Earnings Forecast		Results		YOY
	(7/28)		(5/12)		Mar 2016		
Business Technologies	62.0	7.7%	68.0	8.2%	70.2	8.4%	-12%
Office Services	44.5	7.7%	-	-	54.2	8.9%	-18%
Commercial/Industrial print	17.5	7.4%	-	-	16.0	7.1%	9%
Healthcare	5.0	5.0%	5.0	5.0%	3.9	4.3%	28%
Industrial Business	17.0	14.8%	22.0	17.6%	17.0	16.1%	0%
Others	-29.0		-29.0		-31.1		-
Group Overall	55.0	5.3%	66.0	6.2%	60.1	5.8%	-8%

# FOREX Impact to Revenue and Operating Profit

[¥ billions]

(FOREX Rate/¥)	FY15/ 1Q	FY16/ 1Q	Impact to FY15	FY15	FY16 (2Q~)	Impact to FY15	FX Sensitivity*2
			(Revenue   OP)			(Revenue   OP)	(Revenue   OP)
US\$	121.36	108.14	-9.6bn   -0bn	120.14	105.00	-42.0bn   0bn	3.0bn   0bn
euro	134.16	122.02	-5.1bn   -2.2bn	132.58	115.00	-27.0bn   -14.0bn	1.7bn   0.8bn
European Currencies*1	-	-	-9.4bn   -2.5bn	-	-	-44.0bn   -21.0bn	2.7bn   1.2bn
RMB	19.56	16.53	-1.8bn   -0.2bn	18.85	15.30	-9.0bn   -0.5bn	2.4bn   0.2bn
A\$	94.36	80.57	-1.5bn   -0.3bn	88.44	75.80	-5.0bn   -1.0bn	0.4bn   0.1bn
Other	-	-	-1.5bn   -0.3bn			-5.0bn   -2.0bn	-
Total Impact from FY2015			Revenue: -23.8bn OP: -3.2bn			Revenue: -105.0bn OP: -25.0bn	

\*1 European currencies: Currencies in Europe except euro

\*2 FOREX Sensitivity: FOREX impact at ¥1 change (Annual )

# Supplementary Information

# FY2016/1Q Financial Results Highlight - Overview

	1Q Mar 2017	1Q Mar 2016	YoY	[¥ billions]
Revenue	229.1	248.6	-8%	
Gross Profit	114.3	119.7	-5%	
<i>Gross Profit ratio</i>	<i>49.9%</i>	<i>48.2%</i>	-	
Operating Profit	8.9	10.0	-11%	
<i>Operating Profit ratio</i>	<i>3.9%</i>	<i>4.0%</i>	-	
Profit before tax	8.5	10.4	-18%	
<i>Profit before tax ratio</i>	<i>3.7%</i>	<i>4.2%</i>	-	
Profit attributable to owners of the company	6.4	6.6	-3%	
<i>Profit attributable to owners of the company ratio</i>	<i>2.8%</i>	<i>2.7%</i>	-	
EPS [Yen]	12.89	13.19		
CAPEX	7.9	7.8		
Depreciation and Amortization Expenses	12.7	12.5		
R&D expenses	18.3	19.3		
FCF	-25.2	-21.1		
Investment and lending	32.3	9.0		
FOREX [Yen] USD	108.14	121.36	-13.22	
euro	122.02	134.16	-12.14	

# Operating Profit Analysis

[¥ billions]

FY2016/1Q vs FY2015/1Q		Business Technologies	Healthcare	Industrial Business	Total
<b>[Factors]</b>					
Forex impact		-2.7	-0.4	-0.1	-3.2
Price change		-0.8	-0.1	-1.1	-2.0
Sales volume change, and other, net		6.5	1.2	-1.6	7.5
Cost up/down		0.1	0.1	-0.3	-0.1
SG&A change, net		-3.6	-0.8	-0.1	-5.7
Other income and expense		0.6	0.1	-0.4	2.4
<b>[Operating Profit]</b>					
Change, YoY		0.1	0.1	-3.5	-1.1

# SG&A , Other Income/ Expenses • Finance Income/Loss

[¥ billions]

	1Q Mar 2017	1Q Mar 2016	YoY
<b>SG&amp;A:</b>			
Selling expenses - variable	12.1	12.4	-0.2
R&D expenses	18.3	19.3	-1.0
Personnel expenses	48.3	49.0	-0.7
Other	26.6	26.5	0.1
<b>SG&amp;A total</b>	<b>105.2</b>	<b>107.1</b>	<b>-1.9</b>
<i>* Forex impact: <span style="color: blue;">⇩7.6 bn. (Actual: ⇩5.7bn.)</span></i>			
<b>Other income:</b>			
Gain on sales of property, plant and equipment	0.1	0.2	-0.1
Other income	1.3	0.6	0.7
<b>Other income total</b>	<b>1.3</b>	<b>0.7</b>	<b>0.6</b>
<b>Other expenses</b>			
Loss on sales of property, plant and equipment	0.1	0.3	-0.2
Special extra retirement payments	-	2.0	-2.0
Other expenses	1.4	1.0	0.4
<b>Other expenses total</b>	<b>1.5</b>	<b>3.3</b>	<b>-1.8</b>
<b>Finance income/loss:</b>			
Interest income/Dividends received/Interest expense	0.0	0.1	-0.1
Foreign exchange gain/loss (net)	-0.3	0.3	-0.6
Other	-0.0	-0.1	0.0
<b>Finance income/loss, net</b>	<b>-0.3</b>	<b>0.4</b>	<b>-0.7</b>

# FY2016 Earnings Forecast- Overview

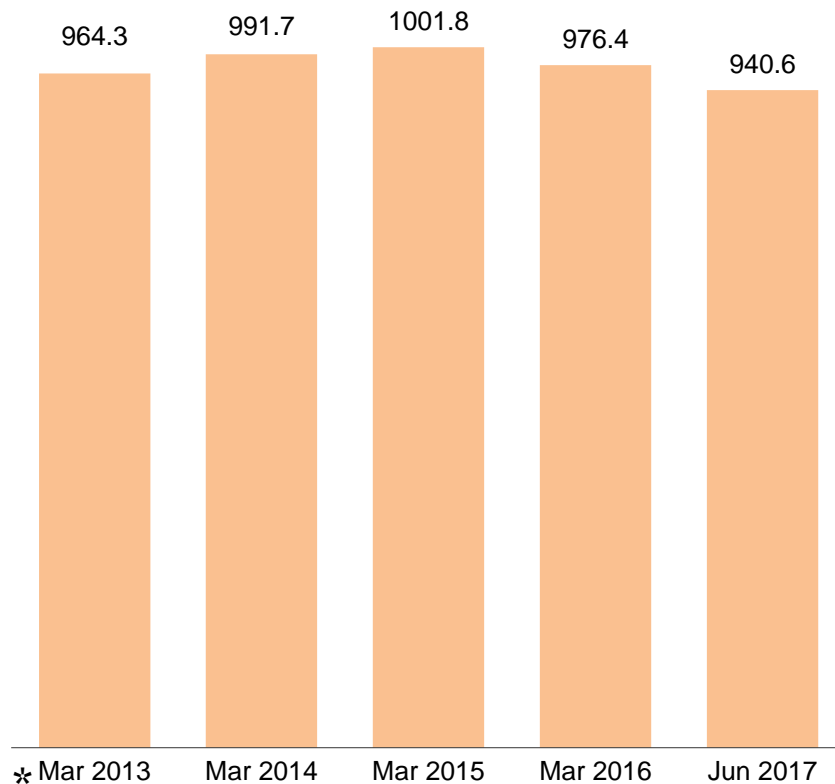
[¥ billions]

	Earnings Forecast Mar 2017	Previous Earnings Forecast Mar 2017	Results Mar 2016	YoY
Revenue	1,030.0	1,060.0	1,031.7	0%
Operating Profit	55.0	66.0	60.1	-8%
<i>Operating Profit ratio</i>	<i>5.3%</i>	<i>6.2%</i>	<i>5.8%</i>	
Profit before tax	53.5	64.5	58.0	-8%
Profit attributable to owners of the company	36.0	44.0	32.0	13%
<i>Profit attributable to owners of the company ratio</i>	<i>3.5%</i>	<i>4.2%</i>	<i>3.1%</i>	
EPS [Yen]	72.60	88.80	64.39	
ROE* (%)	7.2%	8.7%	6.5%	
CAPEX	50.0	50.0	52.6	
Depreciation and Amortization Expenses	50.0	50.0	51.3	
R&D expenses	78.0	78.0	76.3	
FCF	39.0	50.0	△ 51.5	
Investment and loan	50.0	50.0	68.2	
*Purchase of tangible/intangible assets				
FOREX [Yen] USD	105.00	105.00	120.14	
euro	115.00	120.00	132.58	

# Statements of Financial Position

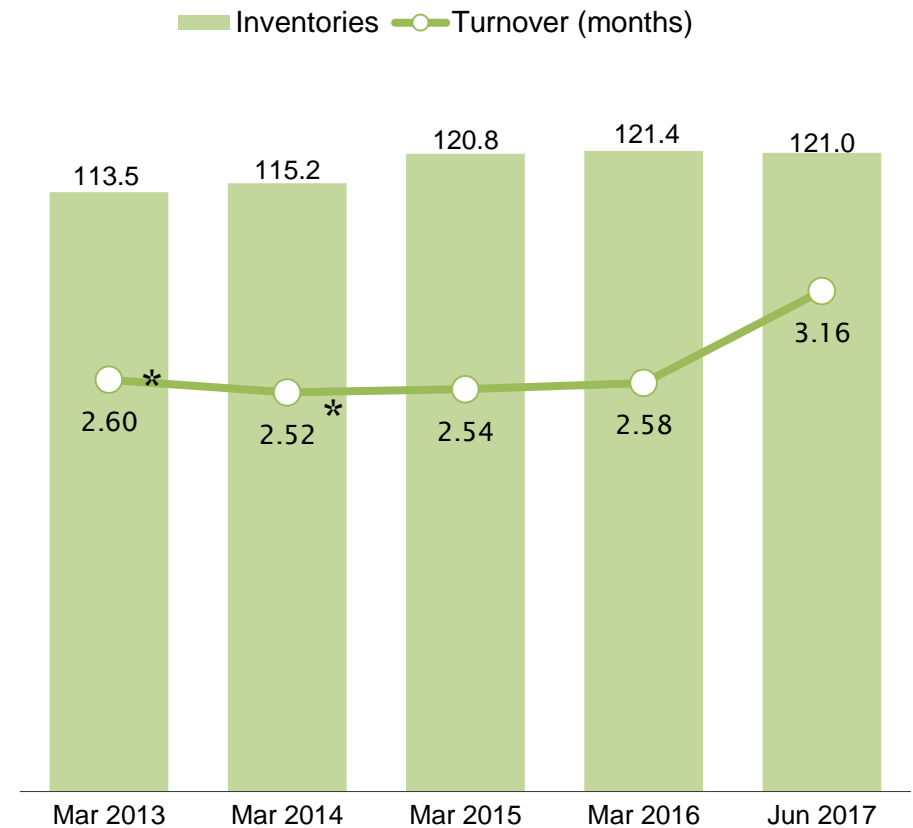
[¥ billions]

## Total Assets



\*Mar 2013= 4/1 2013

## Inventories/Turnover

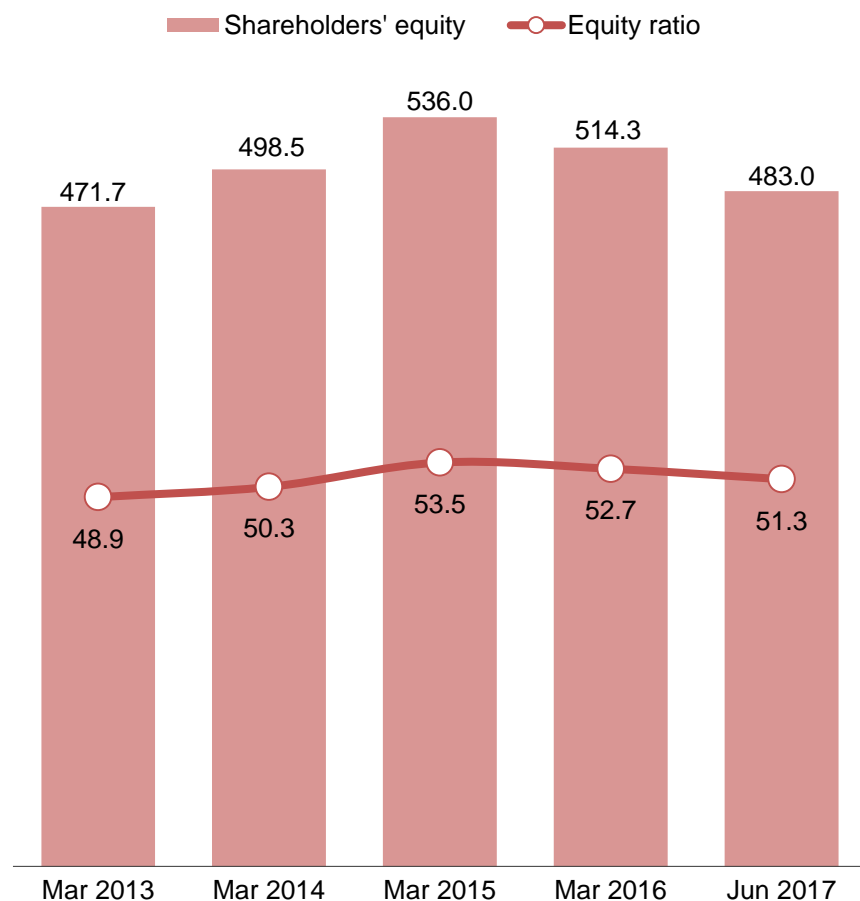


\* Inventory turnover = Inventory balance at fiscal year end / Average cost of sales for most recent three months

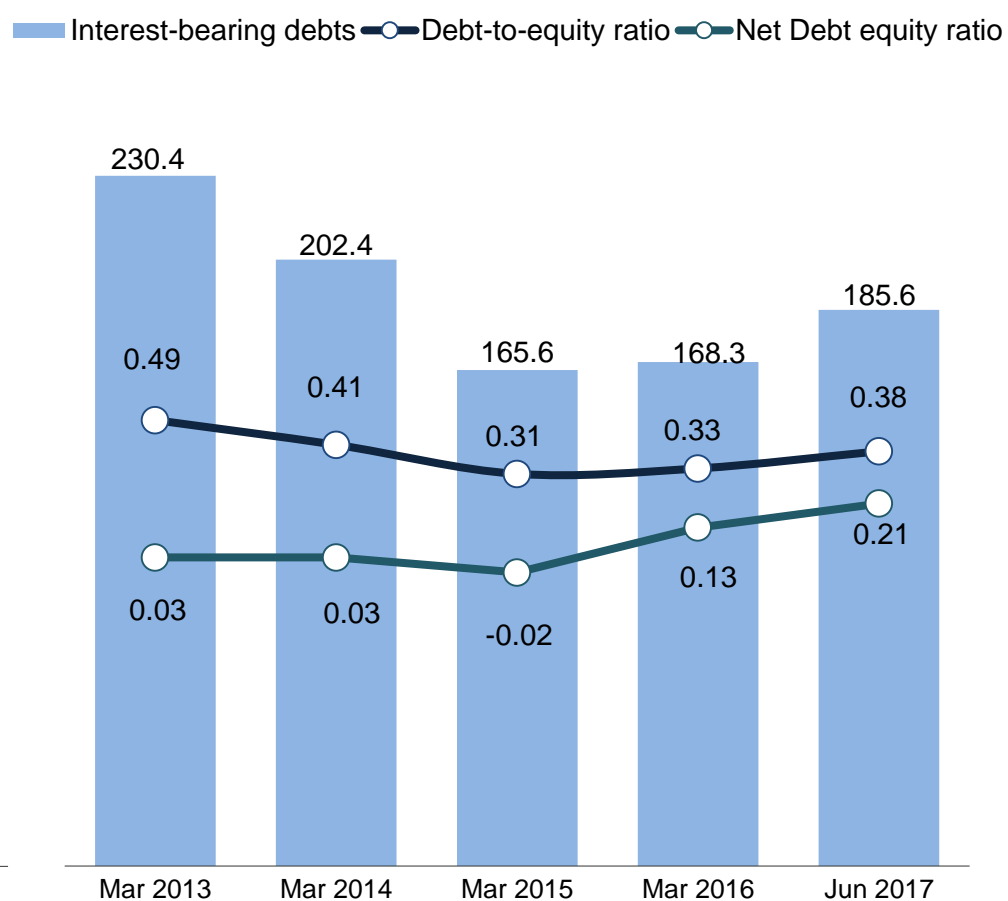
# Statements of Financial Position

[¥ billions]

## Equity & Equity ratio attributable to owners of the parent company



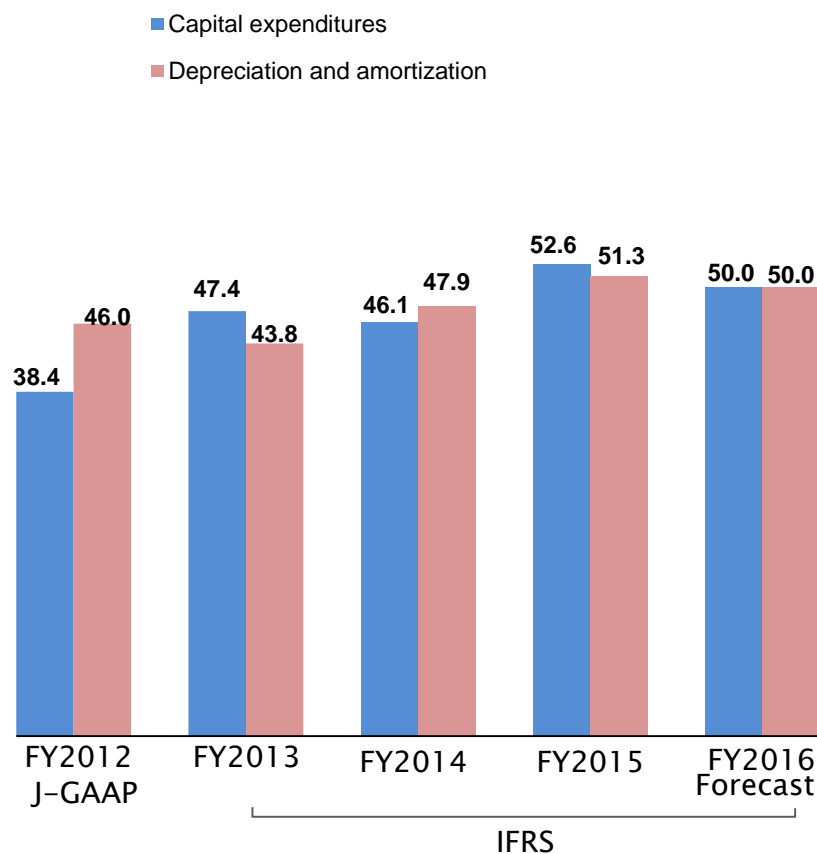
## Interest-bearing liabilities & ratio of interest-bearing liabilities



# Outlook for Capital Expenditure and Depreciation and Amortization Expenses/ Free Cash Flows

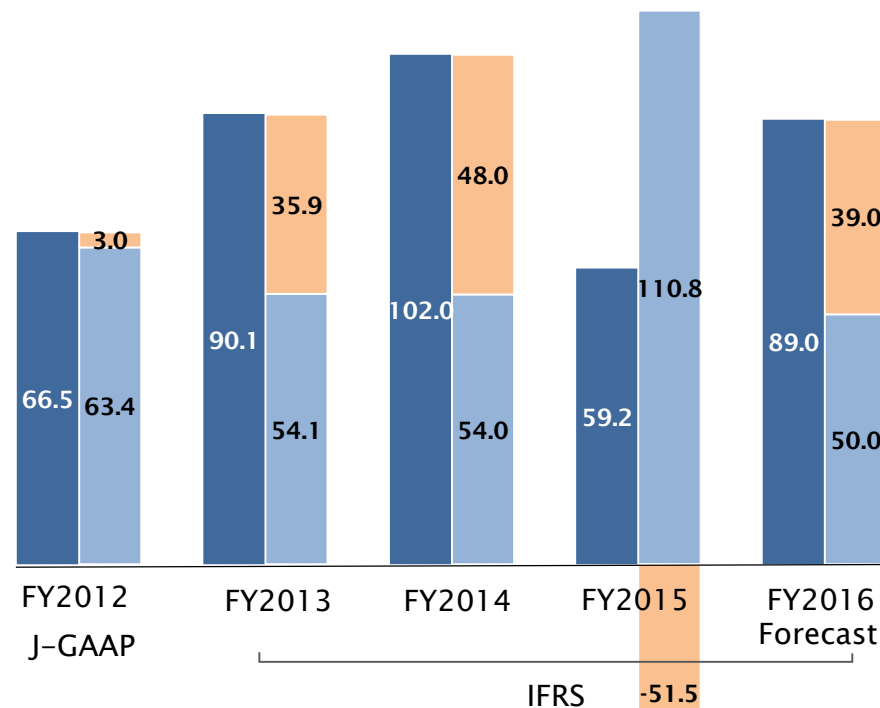
## Capital Expenditure and Depreciation and Amortization Expenses

[¥ billions]



## Free Cash Flows

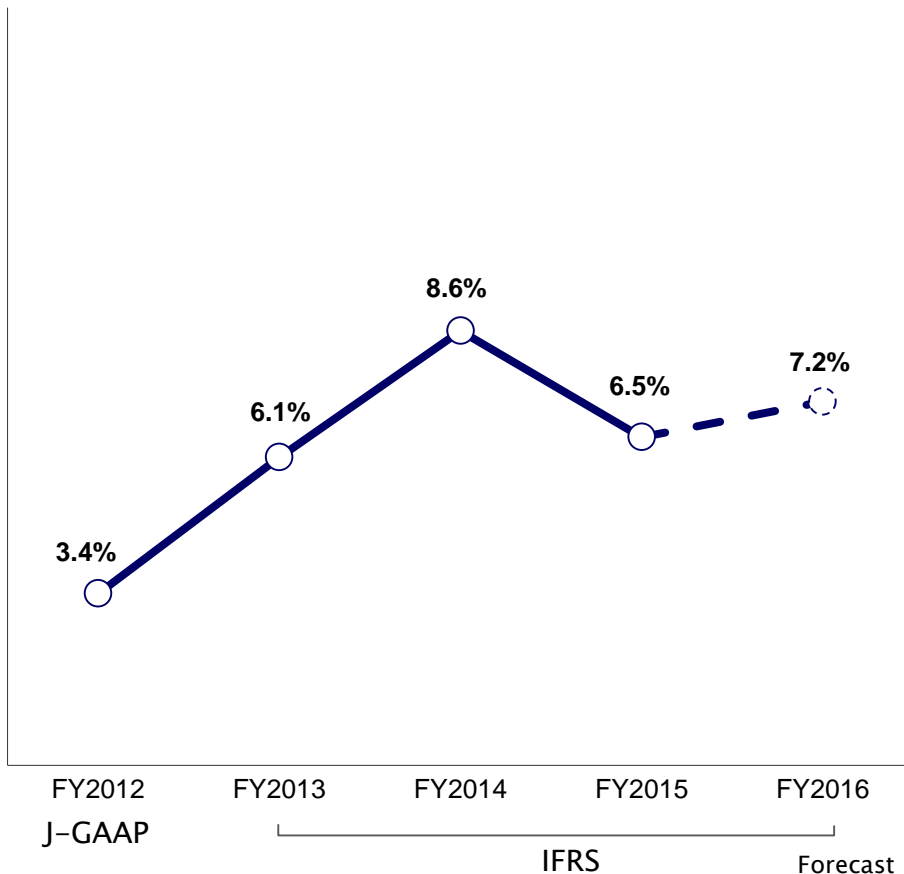
■ FCF  
■ Net cash flows from investing activities  
■ Net cash flows from operating activities



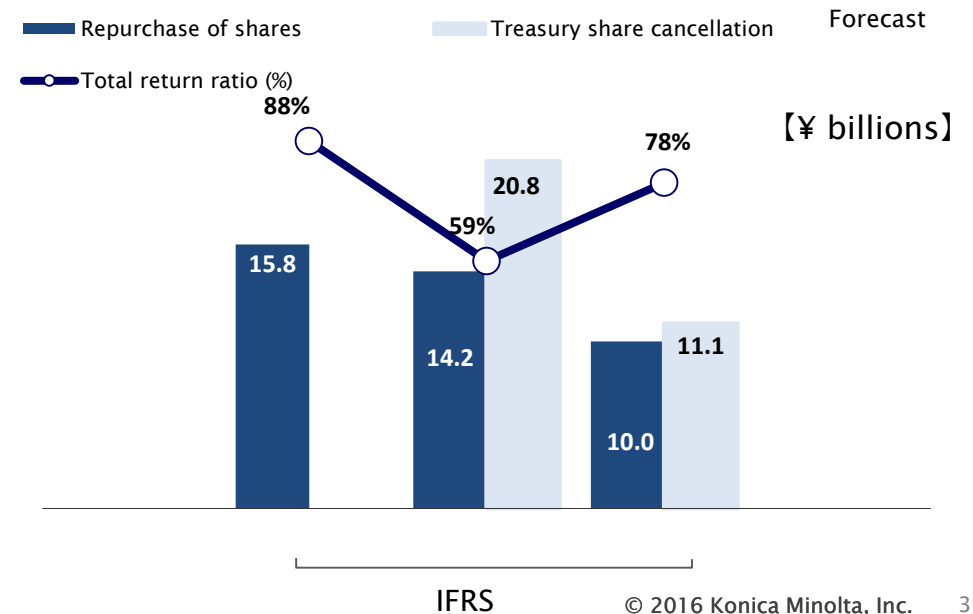
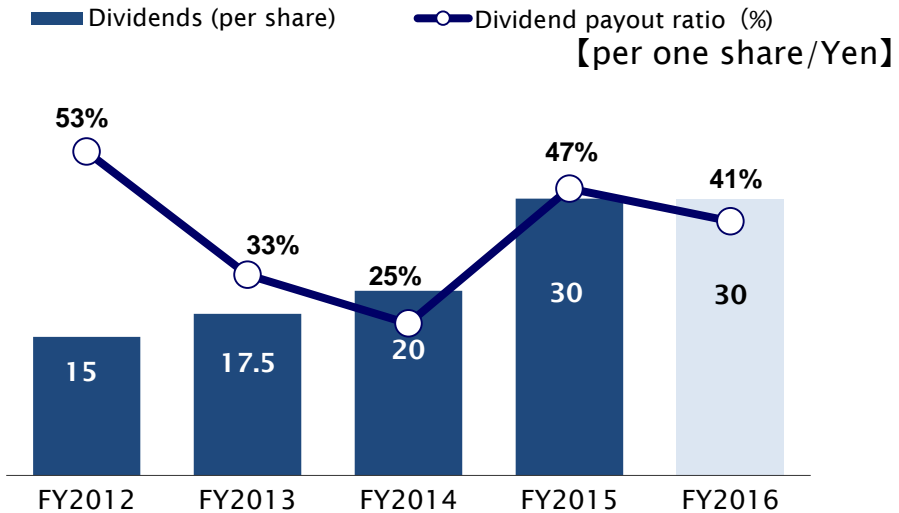
\*FCF forecast for Mar 2017 does not include investment and lending

## ROE

ROE: profit for the year attributable to the owners of the company, divided by the average (using figures from start and end of year) of the sum of share capital, share premium, retained earnings and treasury shares

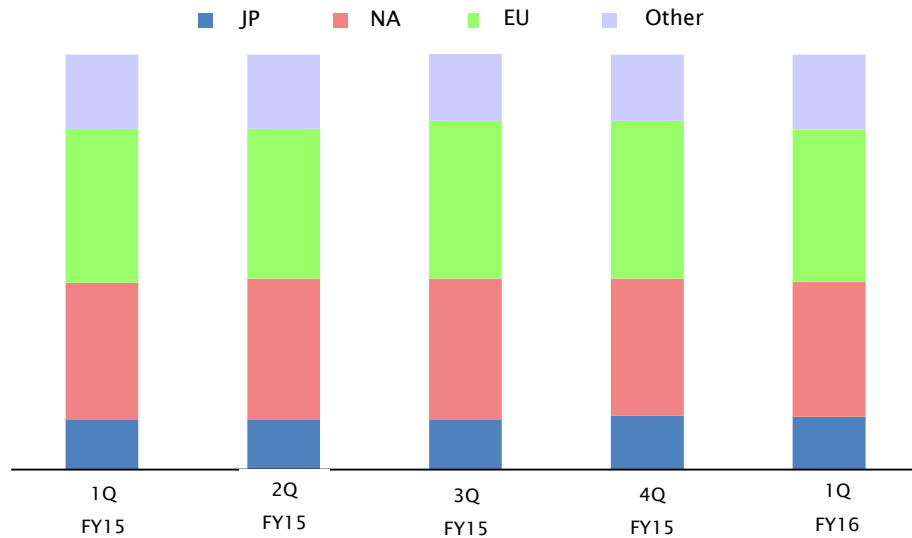


## Shareholder Returns

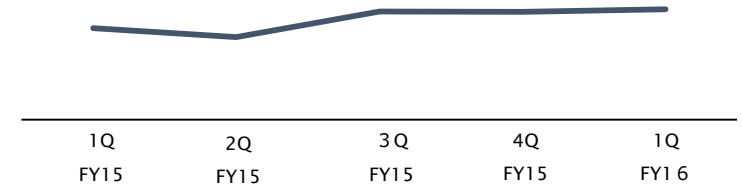


# Revenue Trend: Business Technologies

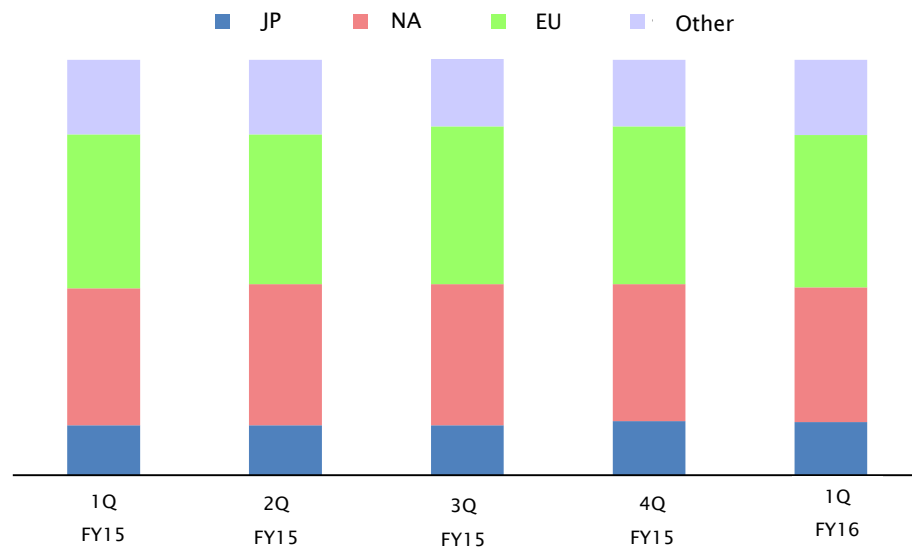
■ Composition of Revenue by region (in yen)



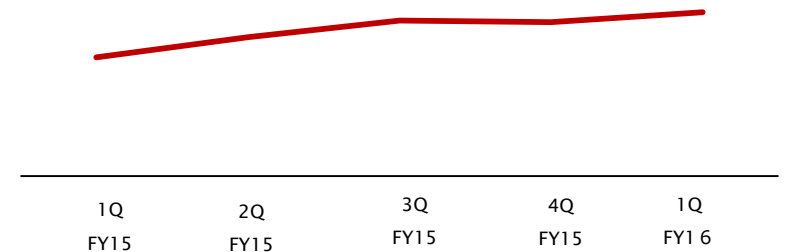
■ Percentage of color in sales of hardware (Office)



■ Change in Revenue by region (w/o FOREX)



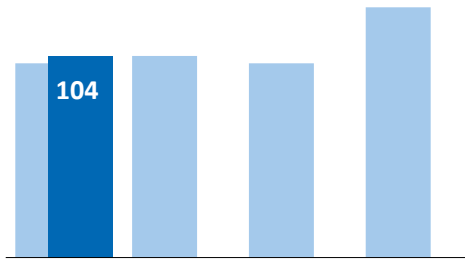
■ Percentage of color in sales of hardware (PP)



# Unit Sales Trend: Business Technologies

## A3 color MFP- Units\*

YoY : +4%



■ Mar 2016 ■ Mar 2017

## A3 B&W MFP- Units\*

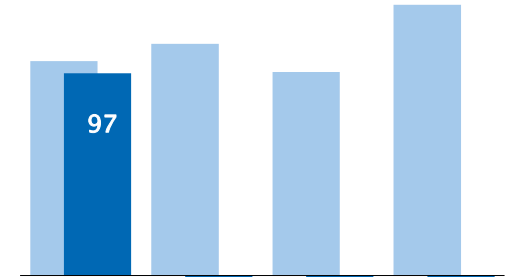
YoY : -11%



■ Mar 2016 ■ Mar 2017

## A3 MFP TTL- Units\*

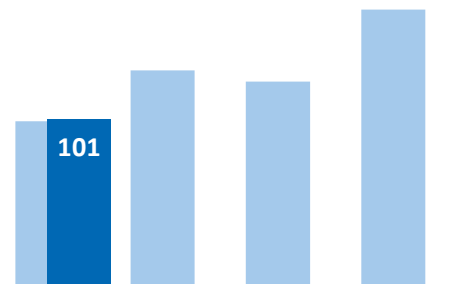
YoY : -3%



■ Mar 2016 ■ Mar 2017

## Color Production Print - Units\*

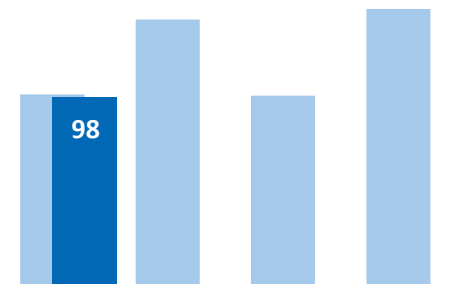
YoY : +1%



■ Mar 2016 ■ Mar 2017

## B&W Production Print - Units\*

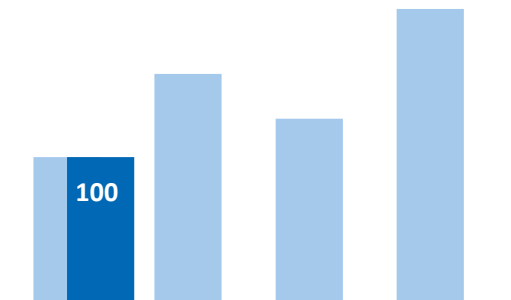
YoY : -2%



■ Mar 2016 ■ Mar 2017

## Production Print - Units\*

YoY : +0%



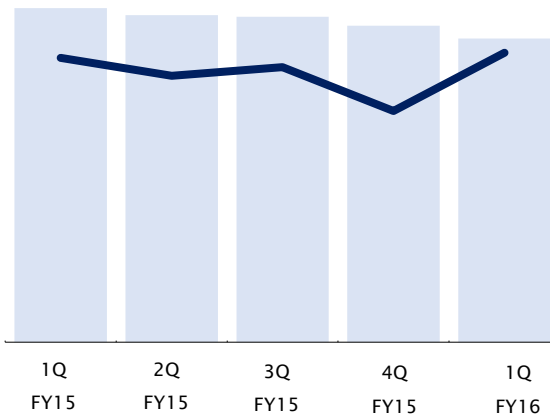
■ Mar 2016 ■ Mar 2017

\* Base index : "1Q Mar2016" = 100

# Business Technologies Business: Sales Results of Non-Hard

## Revenue & ratio of non-hard

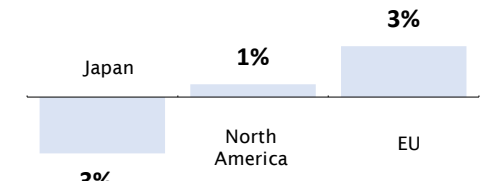
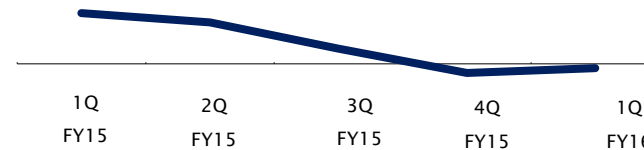
 Office product 【¥billions】



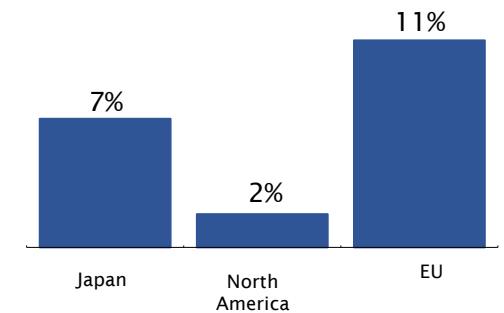
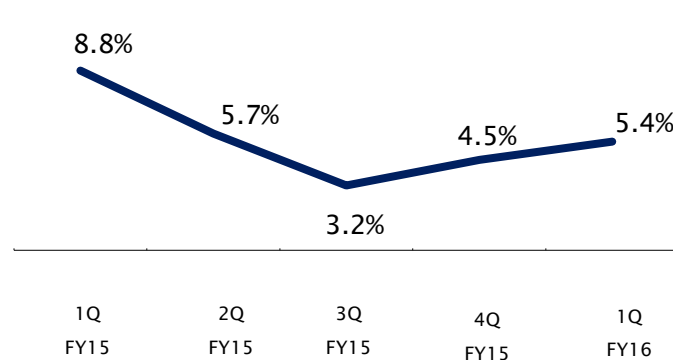
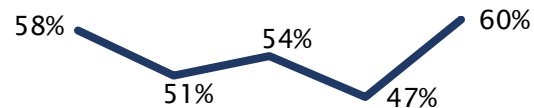
## YoY Revenue increase of non-hard (w/o FOREX)

【YoY】

【Regional】



## Production print



- **Business Technologies : OPS/ Optimized Print Services**

OPS provides services to boost efficiency and reduce costs through optimization of the customer's print environment (output and document management environment).

- **Business Technologies : GMA/ Global Major Account**

Refers to our major enterprise customers (businesses) that operate on a global scale.

- **Business Technologies : MPM/ Marketing Production Management**

MPM provides services optimizing the production cost of marketing materials for customers using our own supplier network.

- **Healthcare : DR/ Digital Radiography**

A technique that detects the intensity distribution of the X-rays that pass through the body when an X-ray is taken, and then converts the data to a digital signal, which is processed by computer.

- **Healthcare : PACS/ Picture Archiving and Communication System**

An image storage and communication system for medical image processing. More generally, any system for managing a large number of images, such as CT, MRI, and X-ray images from DR or CR.

- **Industrial : Window film**

A functional film that features both high heat protection properties and high transparency for visible light and electromagnetic waves. It is utilized for the front and rear windshields and side windows of automobiles, as well as building windows, under the brand name "ICE-μ." Abbreviated WF.

- **Other: VMS/Video Management Software**

A surveillance camera system in which a network connects cameras and other input devices to a storage system that records the data, and comprises an application that controls these functions.



**KONICA MINOLTA**

*Cautionary Statement:*

*The forecasts mentioned in this material are the results of estimations based on currently available information, and accordingly, contain risks and uncertainties. The actual results of business performance may sometimes differ from those forecasts due to various factors.*

*Remarks:*

*Yen amounts are rounded to the nearest 100 million.*