

Briefing on FY2017/3 1st Quarter Results
Main Questions and Answers

Q1: How was the OP by segment in 1Q compared with the Company's budget?

A1: In Imaging Solutions and Information Solutions, we achieved our budget covering the negative impact from yen appreciation. In Document Solutions, the figure fell short of the plan due to the weaker sales in export shipments to Xerox Corporation than budgeted, in addition to the negative impact from the depreciation of Asian currencies against JPY.

Q2: What made the profit of Imaging Solutions increased on YoY basis?

A2: In addition to the instant photo system, which has been continuing favorable sales, digital camera business, where the improvement of profitability is proceeding due to further shift to high-end models, and high-value-added printing business, whose demand is expanding, contributed to the profit increase.

Q3: What was the number of sales in volume of instant camera in 1Q?

A3: The number of sales in volume of instant camera resulted in 1.35 million in 1Q, 31% increase compared with that of the previous fiscal year. The sales realized a favorable start toward the targeted number of sales in volume of 6.5 million in FY2017/3.

(End)