

**Briefing on FY2018/3 1st Quarter Results**  
**Main questions and answers**

Q: What was the reason for decrease of sales and OP in Q1 in Document solutions?

Were there any negative impacts from the inappropriate accounting issue?

A: There was some negative impact on sales, but limited to those in Oceania. The number of new deals decreased after tightening the credit assessment for each deal in Australia and New Zealand. We restructure sales force in there by strengthening governance and training sales person in order to make a recovery in business performance of FY2018/3 2H.

Though OP was decreased from the previous Q1 due to the negative impact of foreign exchange and a one-time expense, we secured the same level of OP on operational basis except for the FX impact and temporary expense.

Q: What was the reason for improvement of profitability in Imaging solutions?

A: The sales of Electronic Imaging business proceeded smoothly (YoY +40%). The strong sales of the profitable products such as *X Series*, *FUJIFILM GFX 50S* and interchangeable lenses accounted for 60-70% of total sales volume and 90% of total sales. These products and *instax*, which continued growing were main profit drivers.

Q: What was the sales volume of *instax*?

A: The sales volume in Q1 was about 1,500 K units (YoY +11%). The sales of *instax SQUARE SQ10*, launched in Q1, exceeded the budget. It is the first hybrid instant camera with a digital imaging technology for the new square format film.

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