

Briefing on FY2017/3 2nd Quarter Results
Main Questions and Answers

Q1: The free cash flow of 1st half was over 100.0 billion positive. Is there any plan to change the usage of the cash including M&As and shareholder returns?

A1: The current share buyback has been progressing in accordance with the plan. There is no change with the policy to conduct M&As based on the strategy,

Q2: In the 2Q, the profitability of Document Solutions largely recovered from 1Q. What are the business prospects going forward?

A2: Though the export shipments to the United States and Europe were temporarily weak in 1Q, the business progress of 2Q returned to the ordinal trend. It is expected that such trend would continue in the 2nd half.

Q3: You said that the several measures for reducing costs have been promoted. Is it expected to enjoy its efficacy in 2nd half?

A3: We are proceeding the reduction of cost and expenses strictly in every business division through out the Company. As several effects have been already seen, we reflected them to the revised forecast.

Q4: How are you planning the price revisions for improving profitability?

A4: We are raising up the price of color paper for photography from this October onward around the world. Regarding some other products, we will also proceed adjustments of price properly considering the condition of each market.

(End)