August 13, 2020

FUJIFILM Holdings Corporation

Main Questions and Answers Related to the First Quarter Results of Fiscal Year Ending March 2021

Q: Tell us about the status of demand for solutions and services in the Document Solution business under the COVID-19 outbreak.

A: There is a strong demand for security features with the increasing trend of work-from-home, and security features are one of the competitive advantages of our company. Sales of Paperless Fax solution, which enables our customers to check fax documents received at their offices from home, and solutions with electronic authentication are steadily increasing. We are now receiving many orders, not only from large enterprises but also from small and medium-sized companies with few IT management personnel.

Q: Tell us about the sales situation of *Instax* series of instant cameras.

A: Sales declined due to the impact of COVID-19, but sales in the United States, China, and major countries in Europe were positive year-on-year in June.

We are attempting to stimulate demand through global promotion, by proposing the ways to enjoy taking pictures, not only at such occasions as parties where many people gather, but also at home, such as pictures of families, pets, and things around you

Q: How is your progress towards the medium-term target of bio CDMO business?

A: We are currently receiving many inquiries/orders from our customers and we are making good progress towards our target of achieving 100 billion yen in revenue by fiscal year 2021 and 200 billion yen in revenue by fiscal year 2025.

Capital investment of 100 billion yen in the Denmark site will be the key for achieving the target, and we are planning to start operating some facilities from 2022. We are also investing in our sites in the United States and the United Kingdom and will start its operations sequentially.

Q: There are media reports that the company's clinical trial will be completed by September- What is the current situation of Avigan® Tablet?

A: Due to the increase in the number of infected patients in Japan recently, the enrollment of clinical trial participants proceeded smoothly, and we informed related medical institutions that we will complete the enrollment by August 16. After the end of observation period of about one month, the evaluation will be conducted by the Evaluation Committee consisting of third parties, and we will then analyze the results and coordinate accordingly with regulatory authorities to determine when to apply for approval of the drug.