

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

Q: What is your annual outlook for the Document Solution business based on the first half results and the current situation?

A: In addition to many orders we received for multifunction devices with enhanced security features, the new products released in the second quarter have contributed to an increase in unit sales in Japan, China, and other regions compared to the same period of the previous fiscal year. Print volume is also recovering, and it is expected to return to 95% of the pre-COVID-19 level in Japan by the end of the fiscal year.

Q: Tell us about the sales situation of *instax* series of instant camera in the first half and future outlook.

A: The sales in the US and China were strong in the first half despite the COVID-19 outbreak. In the US, we succeeded in expanding sales to retailers in line with the government's move to prioritize economic activities. This trend is accelerated in the second quarter and we are confident to strive for the holiday shopping season in the third quarter. In Japan, store sales were affected by shorter business hours. We are expanding sales channels other than store sales and explore innovative ways to sell our products via online sales and such for the holiday shopping season.

Q: What is the main factors behind the strong performance of the bio CDMO business?

A: In addition to the full-year contribution of the Denmark site, which was consolidated in the previous fiscal year, contract manufacturing of vaccines and therapeutic agents for COVID-19 progressed favorably and the bio CDMO business is expected to achieve its ¥100 billion revenue target a year ahead of schedule. We are planning to make further investment during the next medium-term management plan period in order to increase the production capacity with ¥200 billion revenue target for the fiscal year 2024.