

**Main Questions and Answers Related to
the Earnings for Fiscal Year Ending March 2021**

Q: The bio CDMO business is showing strong growth. Tell us why you have been selected as a contractor by your customers.

A: The bio CDMO business has exceeded its revenue target of 100 billion yen in the fiscal year 2020. We are distinguishing ourselves from other companies with our technological capabilities and a track record of orders from major pharmaceutical manufacturers. The strengths of our bio CDMO business are high productivity with high yield based on our industry-leading production technology, which is cultivated from our photographic film manufacturing technology, and stable quality. We have earned the trust our customers by building up the track record backed by these technological capabilities.

Q: What is your outlook for the Document Solutions segment in terms of print volume in the office market?

A: In the fourth quarter, the print volume recovered to 90% of the previous year's level. We expect it will recover to 95% of the previous year's level once the COVID-19 vaccination is widely available to the public.

Q: Tell us about the impact of the shortage of semiconductors.

A: There is no significant impact on our business performance at this stage. We have promptly taken necessary measures for procurement and made design changes for some products in order to use general-purpose materials instead. However, there is no doubt that semiconductors supply are likely to remain tight, so we will keep an eye on future market trends.