

**Main Questions and Answers Related to  
the Third Quarter Results of Fiscal Year Ending March 2022**

Q: Tell us about how the Q3 results achieved the plan.

A: Healthcare segment exceeded the plan for both revenue and operating profit mainly driven by Medical Systems business and Life Science business which increased sales of cell culture media. Materials segment result was almost in line with the plan. Business Innovation segment fell short of the plan for both revenue and operating profit mainly due to delays in equipment shipment and installation impacted by tight supply of semiconductors, and higher material costs. Imaging segment exceeded the plan due to solid sales of *instax* and digital camera.

Q: Tell us about the reason for favorable performance of Medical Systems business.

A: Major driver was the effect of post-merger integration of FUJIFILM Healthcare Corporation (former diagnostic imaging business of Hitachi Ltd.) In addition to the integration of manufacturing subsidiaries in Japan, the integration of sales subsidiaries in the U.S. has brought increased cross-selling opportunities of expanded product portfolio by leveraging the mutual sales channel. The other driver was endoscope business which achieved high growth in China, Europe and North America.

Q: Tell us about why the forecast revised upward in Imaging segment.

A: Major reason was due to the strong sales of *instax*, contributed by the new product *instax mini Evo*, and higher consumption of *instax* films was driven by the smartphone image printing function. During the holiday season, the sales was mainly strong in Japan and China but we expect the sales to remain strong globally including Europe and the U.S. in Q4. Also, the strong sales of digital cameras, *FUJIFILM GFX 100* and *FUJIFILM GFX50S II* released in September 2021 contributed the upward revision of the forecast.