

Briefing on “FY2020/3 Q3 Results”
Main questions and answers

- Q: While the consolidated operating income of Q3 fell short of your plan, how was the situation by segment?
- A: The Imaging Solutions segment was not in line due to such factors as the decrease in demand after the consumption tax increase in Japan and inventory adjustments of instant photo systems at some U.S. retailers. In the Healthcare, OP decreased in the medical systems business due to decline in the sales affected by the reaction against the rush demand before the consumption tax increase in Japan. The Materials fell short a bit, due to declining demand for printing plates in the graphic systems business and severe market conditions in the display materials business. The Document Solutions also fell below a bit due to economic slowdown in China and unstable political situation in Hong Kong, though sales were strong in Japan.
- Q: What was the sales volume of *instax* camera in Q3, and the target sales volume in FY2020/3?
- A: The sales volume was 4.55 million units in Q3 and 7.2 million units in 9M. In the U.S., the biggest market for *instax*, a sell-in decreased in Q3 compared to the same period of previous year due to inventory adjustments at some retailers. On the other hand, a sell-through increased backed by the steady demand. We expect to sell 1.8 million units in Q4, increasing 0.3 million units on YoY, in consideration of the effect of new products. The sales volume in FY 2020/3 would be 9.00million units.
- Q: What is the direction of the next medium-term management plan, expected to be announced in the next fiscal year?
- A: The next medium-term plan will focus on the Healthcare. In the medical systems business, which is the core business in the Healthcare, we announced the acquisition of Hitachi’s Diagnostic Imaging-related Business (to be complete in July 2020). We will expand our product lineup to further expand sales worldwide.