

# Earnings of FY2016/3 3Q

## FUJIFILM Holdings Corporation

Jan. 27, 2016

### FORWARD-LOOKING STATEMENTS

Forward-looking statements, such as those relating to earnings forecasts and other projections contained in this material, are management's current assumptions and beliefs based on currently available information. Such forward-looking statements are subject to a number of risks, uncertainties, and other factors. Accordingly, actual results may differ materially from those projected due to various factors.

### Performance Summary of FY2016/3 3Q (9 Months)

**FUJIFILM**

## Consolidated Performance for FY2016/3 3Q (Apr. 2015 – Dec. 2015)

(Billions of yen)

	FY2015/3 3Q 9 Months	FY2016/3 3Q 9 Months	Change
Revenue	1,815.2 100.0%	1,841.5 100.0%	26.3 +1.5%
Operating Income	124.4 6.9%	133.9 7.3%	9.5 +7.6%
Income before Income Taxes	* 153.2 8.4%	141.7 7.7%	(11.5) -7.5%
Net Income Attributable to FUJIFILM Holdings	* 93.9 5.2%	84.4 4.6%	(9.5) -10.1%
Net Income Attributable to FUJIFILM Holdings per Share	¥194.73	¥179.54	-¥15.19
Exchange Rates US\$/¥	¥107	¥122	+¥15
Exchange Rates €/¥	¥140	¥134	-¥6

Note: Analysis of operating income (YoY) Exchange rate fluctuations: +¥0.2 billion, Raw material prices: +¥7.4 billion

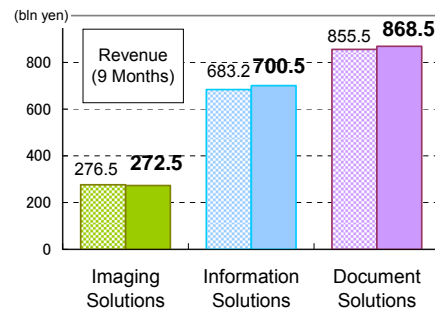
\*Included a gain on revaluation of ¥21.2 billion by consolidation of J-TEC.

## Consolidated Revenue and Operating Income by Segments

(Billions of yen)

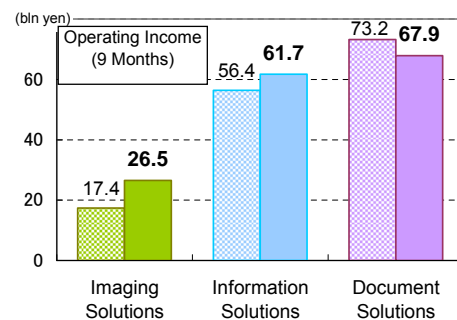
Revenue	9 Months		Change	
	FY2015/3	FY2016/3		
Imaging Solutions	276.5	272.5	(4.0)	(-1.5%)
Information Solutions	683.2	700.5	17.3	(+2.5%)
Document Solutions	855.5	868.5	13.0	(+1.5%)
Total	1,815.2	1,841.5	26.3	(+1.5%)

Note: After elimination of intersegment transaction.



(Billions of yen)

Operating Income	9 Months		Change	
	FY2015/3	FY2016/3		
Imaging Solutions	17.4	26.5	9.1	(+52.2%)
Information Solutions	56.4	61.7	5.3	(+9.3%)
Document Solutions	73.2	67.9	(5.3)	(-7.3%)
Corporate Expenses & Eliminations	(22.6)	(22.2)	0.4	
Total	124.4	133.9	9.5	(+7.6%)



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## Summary by Operating Segment of 3Q

### ■ Imaging Solutions

(Billions of yen)

Revenue	YoY	Operating income	YoY
272.5	(4.0) (-1.5%)	26.5	9.1 (+52.2%)

- In the photo imaging business, the overall sales increased due to the strong sales of instant photo systems such as instant cameras, instant films and others centering on Europe and the United States. In addition, such high-value-added printing business as *Year Album* and others expanded.
- In the electronic imaging field, while the sales volume of digital cameras decreased due to the shift to high-end models, the sales of premium digital cameras *X Series* were strong due to sales expansion in Asian region and other factors.
- In the optical devices field, the sales of camera modules for use in smartphones significantly decreased.

Though revenue decreased due to the shift to high-end models of digital cameras and others, profit significantly increased, reflecting the increase of gross profits by strong sales of the photo imaging business and others.

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## Summary by Operating Segment of 3Q

(Billions of yen)

### Information Solutions

Revenue	YoY	Operating income	YoY
700.5	17.3 (+2.5%)	61.7	5.3 (+9.3%)

- In the medical systems business, the overall sales increased due to the strong sales of such products as medical IT, endoscopes ultrasound diagnostic equipment and others, which are in growth fields. In the pharmaceuticals business, the overall sales increased due to the favorable sales of contract manufacturing of biopharmaceuticals.
- In the FPD materials business, the overall sales decreased, reflecting production adjustment due to the slowdown of LCD panel market and other factors. Fujifilm is promoting sales of products for use in high-end small and medium-sized displays, and the expansion of new business fields.
- In the industrial products business, the sales of new business such as *EXCLEAR* increased. In the electronic materials business, sales increased, reflecting strong sales of such advanced products as photo resists, treatment agent and other products.
- In the recording media business, sales of computer tape which used unique technologies proceeded smoothly, while sales of professional-use videotapes decreased due to the decrease of total demand.
- In the graphic systems business, the overall sales increased due to the strong sales of the digital printing devices, industrial inkjet printhead.

Though sales decreased in the FPD materials business, both revenue and profit increased, owing to the sales increase in medical systems business, graphic systems business, and profit improvement.

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## Summary by Operating Segment of 3Q

(Billions of yen)

### Document Solutions

Revenue	YoY	Operating income	YoY
868.5	13.0 (+1.5%)	67.9	(5.3) (-7.3%)

- The revenue increased, reflecting the strong sales in the Asia-Oceania region and other factors.
  - Regarding the office products business, the overall sales volume increased due to the strong sales of full-color models by replacement of devices in major domestic convenience stores, while the sales of exports to Xerox Corporation decreased.
  - In the office printers business, the overall sales decreased, though the sales of monochrome models were strong in the Asia-Oceania region.
  - Regarding the production services business, the overall sales volume increased, reflecting the strong sales of color on-demand publishing systems and monochrome production printers.
  - Sales grew in the global services business in both Japan and the Asia-Oceania region, owing to a rise in the managed print service business.
- Operating income decreased due to the negative impact of increasing cost of imports reflecting the appreciation of the U.S. dollar and negative impacts for gross profits due to the depreciation of Asian local currencies.

Revenue increased reflecting the strong sales in the Asia-Oceania region, while profit decreased due to the negative impact of fluctuations in foreign exchange rates and other factors.

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# Consolidated Balance Sheet

(Billions of yen)

	Mar. 14	Mar. 15	Dec. 15	Change from Mar. 15		Mar. 14	Mar. 15	Dec. 15	Change from Mar. 15
Cash and cash equivalents	604.6	726.9	613.0	(113.9)	Short-term and long-term debt	359.7	349.7	383.6	33.9
Notes and accounts receivable	636.8	681.0	637.4	(43.6)	Notes and accounts payable	265.9	269.0	260.9	(8.1)
Inventories	363.7	372.5	397.6	25.1	Other liabilities	403.2	470.5	429.3	(41.2)
Marketable securities and other	156.6	162.8	172.4	9.6	Total liabilities	1,028.8	1,089.2	1,073.8	(15.4)
Total current assets	1,761.7	1,943.2	1,820.4	(122.8)	Total FUJIFILM Holdings shareholders' equity	2,020.6	2,232.7	2,158.6	(74.1)
Property, plant and equipment	530.3	527.4	534.7	7.3	Noncontrolling interests	177.6	234.7	236.5	1.8
Goodwill, net	423.1	505.0	529.3	24.3	Total equity	2,198.2	2,467.4	2,395.1	(72.3)
Investment securities and other	511.9	581.0	584.5	3.5	Total liabilities and equity	3,227.0	3,556.6	3,468.9	(87.7)
Total noncurrent assets	1,465.3	1,613.4	1,648.5	35.1					(yen)
Total assets	3,227.0	3,556.6	3,468.9	(87.7)	Exchange Rates	Mar. 14	Mar. 15	Dec. 15	Change from Mar. 15
					US\$/¥	¥103	¥120	¥121	+¥1
					€/¥	¥142	¥130	¥132	+¥2

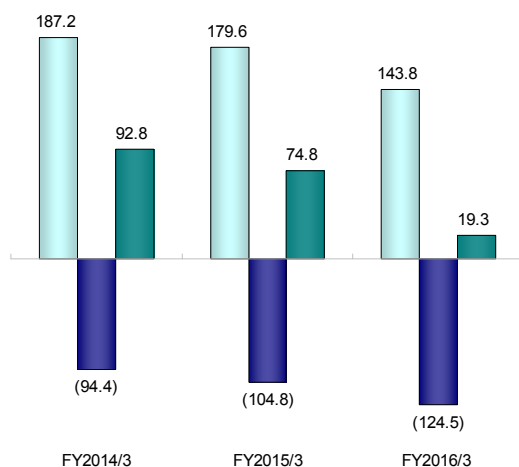
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# Cash Flows

(Billions of yen)

- C/F from operating activities
- C/F from investing activities
- Free cash flows

Cash Flows (9 Months)



	FY2014/3 9 Months	FY2015/3 9 Months	FY2016/3 9 Months
Net income	77.5	107.1	97.7
Depreciation & amortization	104.3	90.7	88.0
Change in notes and accounts receivable	24.4	25.2	28.0
Change in inventories	(0.1)	(15.6)	(27.0)
Change in notes and accounts payable-trade	(12.3)	(22.8)	(2.4)
Change in accrued income taxes and other liabilities	(8.4)	(5.5)	(26.7)
Others	1.8	0.5	(13.8)
C/F from operating activities	187.2	179.6	143.8
Capital expenditure	(57.4)	(43.7)	(46.2)
Purchases of software	(16.6)	(17.4)	(17.7)
Sales and purchases of marketable and investment securities	(2.4)	(19.3)	9.9
Others	(18.0)	(24.4)	(70.5)
C/F from investing activities	(94.4)	(104.8)	(124.5)
Free cash flows	92.8	74.8	19.3
C/F from operating activities + Capital expenditure	129.8	135.9	97.6

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## Consolidated Financial Forecast for FY2016/3 (as of Jan. 27, 2016)

	FY2015/3	FY2016/3 (forecast)	Change from previous year	(Billions of yen) FY2017/3 (VISION2016)
Revenue	2,492.6 100.0%	2,580.0 100.0%	87.4 +3.5%	2,630.0 100.0%
Operating Income	172.4 6.9%	190.0 7.4%	17.6 +10.2%	220.0 8.4%
Income before Income Taxes	197.1 7.9%	190.0 7.4%	(7.1) -3.6%	—
Net Income Attributable to FUJIFILM Holdings	118.6 4.8%	120.0 4.7%	1.4 +1.2%	120.0 4.6%
Net Income Attributable to FUJIFILM Holdings per Share	¥245.94	* ¥248.85	¥2.91	—
ROE	5.6%	Around middle of 5 and 6%	—	7.0%
Exchange Rates US\$/¥	¥110	¥122	+¥12	¥100
€/¥	¥139	¥133	-¥6	¥135
Silver Price (/kg)	¥64,000	¥61,000	-¥3,000	¥76,000

Note: Projected exchange rates in 4Q are US\$/¥: ¥120, €/¥: ¥130

\*FUJIFILM Holdings shareholders' equity per share is calculated using the number of shares issued as of March 31, 2015 excluding treasury shares for the average number of shares for the relevant period.

■ Dividend for FY2016/3: Annual dividend is planned to be ¥65.00/share (Increase will be the 6 consecutive years).

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# FUJIFILM

## Value from Innovation

At Fujifilm, we are continuously innovating — creating new technologies, products and services that inspire and excite people everywhere.

Our goal is to empower the potential and expand the horizons of tomorrow's businesses and lifestyles.

**FUJIFILM Holdings Corporation**

Corporate Communication Office, Corporate Planning Div.

<http://www.fujifilmholdings.com/en/index.html>

## Earnings for FY2016/3 3Q

# Appendix

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FY2016/3 3Q Appendix

FUJIFILM

## Earnings for FY2016/3 3Q 3Q/9 Months

(Billions of yen)

	FY2015/3 3Q	FY2016/3 3Q	Change	FY2015/3 3Q 9 Months	FY2016/3 3Q 9 Months	Change
Revenue	632.3 100.0%	615.4 100.0%	(16.9) -2.7%	1,815.2 100.0%	1,841.5 100.0%	26.3 +1.5%
Operating Income	52.8 8.4%	53.2 8.7%	0.4 +0.8%	124.4 6.9%	133.9 7.3%	9.5 +7.6%
Income before Income Taxes	77.4 12.2%	57.1 9.3%	(20.3) -26.1%	153.2 8.4%	141.7 7.7%	(11.5) -7.5%
Net Income Attributable to FUJIFILM Holdings	53.3 8.4%	37.4 6.1%	(15.9) -29.8%	93.9 5.2%	84.4 4.6%	(9.5) -10.1%
Exchange Rates	US\$/¥ ¥115	¥122	+¥7	¥107	¥122	+¥15
	€/¥ ¥143	¥133	-¥10	¥140	¥134	-¥6

Note: Analysis of operating income (9 Months, YoY) Exchange rate fluctuations: ¥+0.2 billion, Raw material prices: ¥+7.4 billion

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# Earnings for FY2016/3 3Q 3Q/9 Months

(Billions of yen)

Revenue	3Q			9 Months		
	FY2015/3	FY2016/3	Change	FY2015/3	FY2016/3	Change
Imaging Solutions	107.6	99.4	(8.2) (-7.6%)	276.5	272.5	(4.0) (-1.5%)
Information Solutions	239.6	240.1	0.5 (+0.2%)	683.2	700.5	17.3 (+2.5%)
Document Solutions	285.1	275.9	(9.2) (-3.2%)	855.5	868.5	13.0 (+1.5%)
Total	632.3	615.4	(16.9) (-2.7%)	1,815.2	1,841.5	26.3 (+1.5%)

Note: After elimination of intersegment transaction.

(Billions of yen)

Operating Income [Operating Margin]	3Q			9 Months		
	FY2015/3	FY2016/3	Change	FY2015/3	FY2016/3	Change
Imaging Solutions	12.8 [11.9%]	14.1 [14.1%]	1.3 (+9.8%)	17.4 [6.3%]	26.5 [9.6%]	9.1 (+52.2%)
Information Solutions	24.0 [10.0%]	26.9 [11.2%]	2.9 (+11.8%)	56.4 [8.2%]	61.7 [8.8%]	5.3 (+9.3%)
Document Solutions	23.5 [8.2%]	19.6 [7.0%]	(3.9) (-17.0%)	73.2 [8.5%]	67.9 [7.8%]	(5.3) (-7.3%)
Corporate Expenses & Eliminations	(7.5)	(7.4)	0.1	(22.6)	(22.2)	0.4
Total	52.8 [8.4%]	53.2 [8.7%]	0.4 (+0.8%)	124.4 [6.9%]	133.9 [7.3%]	9.5 (+7.6%)

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## FY2016/3 3Q (3 Months) Performance by Operating Segment

### Imaging Solutions

- The overall sales in the photo imaging business increased due to the strong sales of instant photo systems centering in the United States and Europe.
- Though the sales volume largely decreased due to the shift to high-end models, the sales of premium digital cameras *X Series* centering on *FUJIFILM X-T10* were strong.
- As for the optical devices field, sales significantly decreased in camera modules for use in smartphones.

### Information Solutions

- In the medical systems, the sales of medical IT systems, endoscopes, X-ray diagnostic imaging systems and others increased.  
As for the pharmaceuticals, overall sales increased due to the favorable sales in the contract manufacturing of biopharmaceuticals.
- In the FPD materials business, overall sales decreased, reflecting the sales decrease of *WV film* due to the decline of monitor's demands.
- As for the industrial products, overall sales significantly increased, reflecting strong sales of new business such as *EXCLEAR* and backsheets for solar cell and other factors. In the electronic materials business, sales increased, reflecting strong sales of such advanced products as photo resists, treatment agent and others.

### Document Solutions

- Though the sales of global services increased, the overall sales decreased.
- The operating income decreased due to the negative impact of increasing cost of imports, reflecting the appreciation of the U.S. dollar and negative effects from the decrease in gross profit due to the depreciation of Asian currencies and other factors.

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# Earnings for FY2016/3 3Q 3Q/9 Months

## ■ Imaging Solutions

(Billions of yen)

Revenue	3Q			9 Months		
	FY2015/3	FY2016/3	Change	FY2015/3	FY2016/3	Change
Photo Imaging	73.8	75.0	1.2 (+1.6%)	182.7	195.1	12.4 (+6.8%)
Electronic Imaging	20.9	15.3	(5.6) (-26.6%)	54.9	47.8	(7.1) (-12.9%)
Optical Devices	12.9	9.1	(3.8) (-29.5%)	38.9	29.6	(9.3) (-24.0%)
Optical Device & Electronic Imaging Products	33.8	24.4	(9.4) (-27.7%)	93.8	77.4	(16.4) (-17.5%)
<b>Total</b>	<b>107.6</b>	<b>99.4</b>	<b>(8.2) (-7.6%)</b>	<b>276.5</b>	<b>272.5</b>	<b>(4.0) (-1.5%)</b>

Note: After elimination of intersegment transaction.

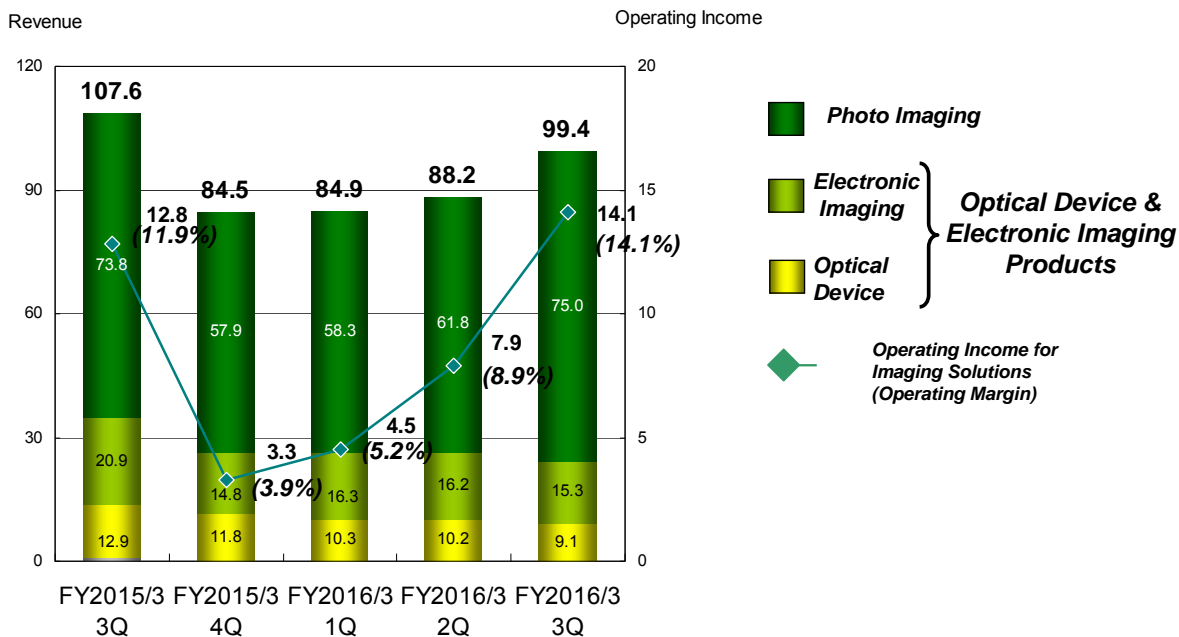
(Billions of yen)

Operating Income [Operating Margin]	3Q			9 Months		
	FY2015/3	FY2016/3	Change	FY2015/3	FY2016/3	Change
Imaging Solutions	12.8 [11.9%]	14.1 [14.1%]	1.3 (+9.8%)	17.4 [6.3%]	26.5 [9.6%]	9.1 (+52.2%)

# Change in Quarterly Earnings by Operating Segment

## ■ Imaging Solutions

(Billions of yen)





# Earnings for FY2016/3 3Q 3Q/9 Months

## Information Solutions

(Billions of yen)

Revenue	3Q			9 Months		
	FY2015/3	FY2016/3	Change	FY2015/3	FY2016/3	Change
Healthcare	96.1	103.3	7.2 (+7.5%)	269.6	295.3	25.7 (+9.5%)
FPD Materials	33.5	25.8	(7.7) (-22.8%)	98.2	71.4	(26.8) (-27.2%)
Industrial Products	24.6	27.1	2.5 (+10.1%)	67.5	79.3	11.8 (+17.4%)
Electronic Materials	58.1	52.9	(5.2) (-8.9%)	165.7	150.7	(15.0) (-9.1%)
Highly Functional Materials	13.3	12.2	(1.1) (-8.4%)	35.6	34.0	(1.6) (-4.5%)
Recording Media	70.6	69.9	(0.7) (-0.9%)	207.6	215.4	7.8 (+3.8%)
Graphic Systems	1.5	1.8	0.3 (+19.3%)	4.7	5.1	0.4 (+10.8%)
Others	239.6	240.1	0.5 (+0.2%)	683.2	700.5	17.3 (+2.5%)
<b>Total</b>						

Note: After elimination of intersegment transaction.

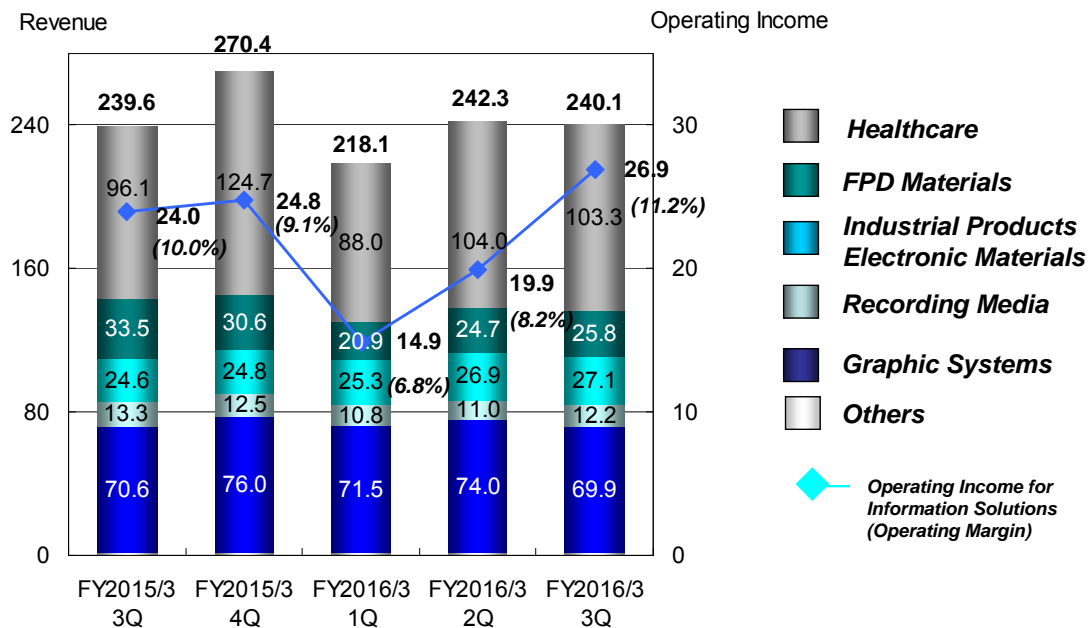
(Billions of yen)

Operating Income [Operating Margin]	3Q			9 Months		
	FY2015/3	FY2016/3	Change	FY2015/3	FY2016/3	Change
Information Solutions	24.0 [10.0%]	26.9 [11.2%]	2.9 (+11.8%)	56.4 [8.2%]	61.7 [8.8%]	5.3 (+9.3%)

# Change in Quarterly Earnings by Operating Segment

## Information Solutions

(Billions of yen)



# Earnings for FY2016/3 3Q 3Q/9 Months

## Document Solutions

(Billions of yen)

Revenue	3Q				9 Months			
	FY2015/3	FY2016/3	Change		FY2015/3	FY2016/3	Change	
Office Products	128.0	121.6	(6.4)	(-5.1%)	387.0	378.2	(8.8)	(-2.3%)
Office Printers	45.1	42.4	(2.7)	(-6.0%)	135.1	142.5	7.4	(+5.5%)
Production Services	38.9	36.8	(2.1)	(-5.5%)	113.2	117.3	4.1	(+3.6%)
Global Services	44.4	46.6	2.2	(+5.0%)	131.0	141.0	10.0	(+7.6%)
Others	28.7	28.5	(0.2)	(-0.6%)	89.2	89.5	0.3	(+0.3%)
Total	285.1	275.9	(9.2)	(-3.2%)	855.5	868.5	13.0	(+1.5%)

Note: After elimination of intersegment transaction.

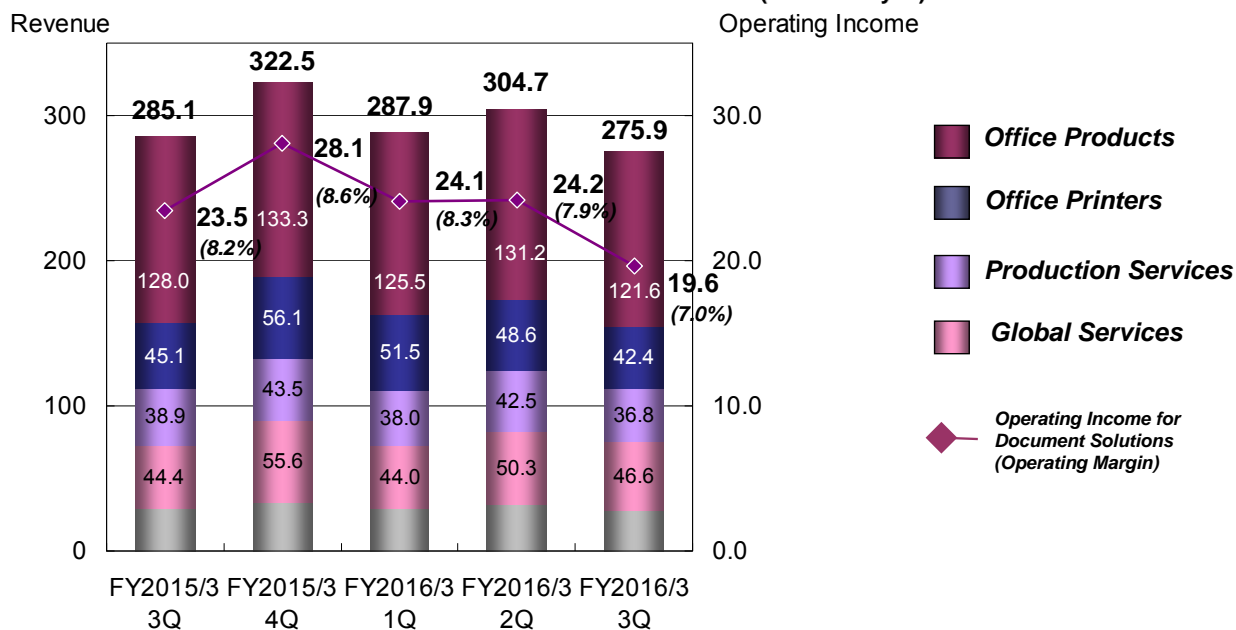
(Billions of yen)

Operating Income [Operating Margin]	3Q				9 Months		
	FY2015/3	FY2016/3	Change		FY2015/3	FY2016/3	Change
Document Solutions	23.5 [8.2%]	19.6 [7.0%]	(3.9)	(-17.0%)	73.2 [8.5%]	67.9 [7.8%]	(5.3) (-7.3%)

# Change in Quarterly Earnings by Operating Segment

## Document Solutions

(Billions of yen)



# Revenue from Domestic and Overseas

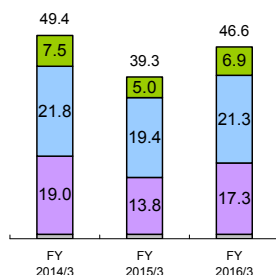
(Billions of yen)

	FY2015/3 9M		FY2016/3 9M		Change	
	Ratio (%)		Ratio (%)			
Domestic	40.4%	733.7	39.2%	721.6	(12.1)	(-1.6%)
The Americas	19.1%	346.3	20.7%	381.0	34.7	(+10.0%)
Europe	12.0%	217.8	11.6%	213.9	(3.9)	(-1.8%)
China	11.1%	202.2	11.5%	210.9	8.7	(+4.3%)
Asia and others	28.5%	517.4	28.5%	525.0	7.6	(+1.5%)
Overseas	59.6%	1,081.5	60.8%	1,119.9	38.4	(+3.6%)
Consolidated total	100.0%	1,815.2	100.0%	1,841.5	26.3	(+1.5%)

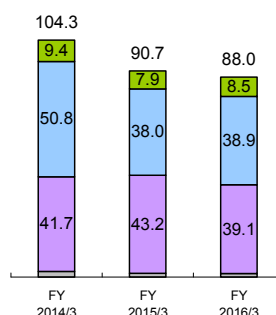
# Capital Expenditure, Depreciation & Amortization

- Corporate
- Document
- Information
- Imaging

Capital Expenditure (9 Months)



Depreciation & Amortization (9 Months)



	3Q			9 Months			Full year		
	FY 2014/3	FY 2015/3	FY 2016/3	FY 2014/3	FY 2015/3	FY 2016/3	FY 2014/3	FY 2015/3	FY2016/3 (forecast)
Imaging	2.0	0.6	2.0	7.5	5.0	6.9	9.3	7.9	-
Information	7.7	4.8	8.3	21.8	19.4	21.3	32.4	29.3	-
Document	11.3	4.4	7.3	19.0	13.8	17.3	23.9	17.3	-
Corporate	0.3	0.4	0.5	1.1	1.1	1.1	1.4	1.6	-
Capex *	21.3	10.2	18.1	49.4	39.3	46.6	67.0	56.1	80.0
Imaging	3.4	3.1	2.8	9.4	7.9	8.5	13.5	11.1	-
Information	17.6	13.1	13.3	50.8	38.0	38.9	68.6	51.0	-
Document	14.4	14.9	13.9	41.7	43.2	39.1	56.1	58.7	-
Corporate	0.9	0.5	0.5	2.4	1.6	1.5	3.2	2.1	-
Depreciation & Amortization	36.3	31.6	30.5	104.3	90.7	88.0	141.4	122.9	125.0
Depreciation*	22.8	15.5	16.6	65.3	47.8	47.3	90.7	65.1	70.0

\*Note: Figures do not include amounts for rental equipment handled by the Document Solutions segment and others.

# R&D Expenses, SG&A Expenses

- Imaging
- Information
- Document
- Corporate

R&D Expenses (9 Months)



	3Q		9 Months		Full year	
	FY2015/3	FY2016/3	FY2015/3	FY2016/3	FY2015/3	FY2016/3 (Forecast)
Imaging	1.5	2.1	4.9	6.0	6.8	-
Information	15.9	16.1	47.8	50.9	65.7	-
Document	15.8	15.6	47.5	47.8	62.9	-
Corporate	6.0	6.0	18.8	18.0	25.7	-
<b>R&amp;D Expenses</b>	<b>39.2</b>	<b>39.8</b>	<b>119.0</b>	<b>122.7</b>	<b>161.1</b>	<b>165.0</b>
<ratio to revenue>	6.2%	6.5%	6.6%	6.7%	6.5%	6.4%
<b>SG&amp;A Expenses</b>	<b>155.4</b>	<b>156.2</b>	<b>460.0</b>	<b>473.2</b>	<b>628.0</b>	-
<ratio to revenue>	24.5%	25.3%	25.2%	25.6%	25.2%	-

# Exchange Rates, Raw Material Prices, and Number of Employees

## Exchange Rates

(yen)

	FY2015/3						FY2016/3				
	1Q	2Q	3Q	9 Months	4Q	Full year	1Q	2Q	3Q	9 Months	Full year (forecast)
US\$/¥	102	104	115	107	119	110	121	122	122	122	122
€/¥	140	138	143	140	134	139	134	136	133	134	133

Impact of exchange rate movements on operating income (FY2016/3 full year, ¥1 change)

US\$/¥: ¥0.8 billion €/¥: ¥0.8 billion

## Raw Material Prices (Average)

(¥1,000/kg)

	FY2015/3						FY2016/3				
	1Q	2Q	3Q	9 Months	4Q	Full year	1Q	2Q	3Q	9 Months	Full year (forecast)
Silver	65	67	62	64	64	64	64	60	58	61	61

## Number of Employees

	2014 Dec.	2015 Mar.	2015 Jun.	2015 Sep.	2015 Dec.
Consolidated Total	80,248	79,235	78,792	78,158	77,928

# Pipeline

Development code	Therapeutic category	Formulation	Region	Development stage	Note
T-705	Anti-influenza drug	Oral	Japan	Approved	Approved in March 2014 (AVIGAN®)
			U.S.A.	P III	Under clinical trials utilizing subsidy from the U.S. Department of Defense
T-3811	Quinolone synthetic antibacterial drug	Oral	China	Submitted an application for permission	Already launched as <i>Geninax</i> in Japan
T-2307	Antifungal drug	Injection	U.S.A.	P I completed	
T-817MA	Alzheimer's disease drug	Oral	U.S.A.	P II	Undertaking clinical trials with the Alzheimer's Disease Cooperative Study
			Japan	P II	Engaging in the search and identification of biomarkers with the CIRA of Kyoto University
T-4288	Macrolide antibacterial drug	Oral	Japan	P II	
Bio ITK-1	Castration-resistant prostate cancer drug	Injection	Japan	P III	
FF-10501	Relapsed or Refractory myelodysplastic syndrome drug	Oral	Japan	P I completed	Promoting clinical development with the MD Anderson Cancer Center (U.S.A.)
			U.S.A.	P I	
FF-10502	Advanced/recurrent pancreatic/ovarian cancer drug	Injection	U.S.A./Europe/ Japan	Under non-clinical trial	
Bio FF-21101	Advanced/recurrent non-small cell lung/pancreatic cancer drug (armed antibody)	Injection	U.S.A.	P I	
			Europe/ Japan	Under non-clinical trial	
F-1311	Diagnostic drug for prostate cancer (Radiopharmaceuticals)		Japan	P II	
FF-10101	Acute Myeloid Leukemia (AML) drug	Oral	U.S.A.	Under non-clinical trial	

Note: FKB327 (a biosimilar of adalimumab) of FUJIFILM KYOWA KIRIN Biologics (FKB), an equity method affiliated company is under phase III clinical trials in U.S.A. and other countries. FKB238 (a biosimilar of bevacizumab ) of JV between FKB and AstraZeneca is under phase I clinical trial in Europe.

## Forecast for FY2016/3

# Consolidated Financial Forecast for FY2016/3 (as of Jan. 27, 2016)

Revenue	FY2015/3	FY2016/3 (forecast)	Change from previous year
Imaging Solutions	361.0	370.0	9.0
Information Solutions	953.6	990.0	36.4
Document Solutions	1,178.0	1,220.0	42.0
Total	2,492.6	2,580.0	87.4

(Billions of yen)

FY2017/3 (VISION2016)
360.0
1,030.0
1,240.0
2,630.0

Note: After elimination of intersegment transaction.

Operating Income	FY2015/3	FY2016/3 (forecast)	Change from previous year
Imaging Solutions	20.7	30.0	9.3
Information Solutions	81.2	90.0	8.8
Document Solutions	101.3	100.0	(1.3)
Corporate Expenses & Eliminations	(30.8)	(30.0)	0.8
Total	172.4	190.0	17.6

(Billions of yen)

FY2017/3 (VISION2016)
25.0
105.0
125.0
(35.0)
220.0

## Appendix

### [FUJIFILM Holdings – Investor Relations](#)

<http://www.fujifilmholdings.com/en/investors/index.html>

### [FUJIFILM Holdings Annual Report 2015](#)

[http://www.fujifilmholdings.com/en/investors/annual\\_reports/2015/index.html](http://www.fujifilmholdings.com/en/investors/annual_reports/2015/index.html)

### [IR Events Materials](#)

[http://www.fujifilmholdings.com/en/investors/ir\\_events/business\\_presentations/index.html](http://www.fujifilmholdings.com/en/investors/ir_events/business_presentations/index.html)

- Business presentation materials
- Nov. 2015 Business Presentation for Pharmaceutical Business
- Dec. 2015 Business Presentation for Electronic Materials Business

### [What Kind of Company is Fujifilm?](#)

<http://www.fujifilmholdings.com/en/investors/guidance/index.html>

# FUJIFILM

## Value from Innovation

At Fujifilm, we are continuously innovating — creating new technologies, products and services that inspire and excite people everywhere.

Our goal is to empower the potential and expand the horizons of tomorrow's businesses and lifestyles.

### **FUJIFILM Holdings Corporation**

Corporate Communication Office, Corporate Planning Div.

<http://www.fujifilmholdings.com/en/index.html>