

Briefing on FY2016/3 3rd Quarter Results
Main Questions and Answers

- Q1: How was the sales situation of instant camera, which seems to have led the increase of OPM of Imaging Solutions?
- A1: The favorable sales of instant camera have been continuing. The number of sales in volume of instant camera reached 3.71 million by 3Q, 28% increase compared with that of the previous fiscal year of 2.9 million. The sales are proceeding at a good rate for the target volume for this fiscal year of 5.0 million. By region, the growth rate has slowed down to flat in such countries as China and Korea, where the growth was seen in early stage relatively. However, the sales in Europe and the States doubled in 3Q on YoY basis, and the total sales achieved nearly 30% increase. We expect the same level of growth rate in the next fiscal year as in this fiscal year.
- Q2: In spite of the profit decrease in the FPD materials business, which businesses contributed to the profit improvement of Information Solutions in 3Q?
- A2: Among the Healthcare business field, especially the medical systems business including endoscopes, ultrasound diagnostic equipment and medical IT largely increased the sales. In addition to the sales increase of *Exclear* and backsheets for solar cells in the industrial products business, the sales and market share in electronic materials business increased, which led the profit improvement.
- Q3: As Document Solution seems to have a large negative impact from exchange rate fluctuations, what are the counter-measures for that?
- A3: Until 3Q, the impact from exchange rate fluctuations has mainly derived from the appreciation of yen against Australian dollar, where our business has been expanding. However, the profit increased on a local currency, and our market shares in Japan, Asia including China are No.1 across the board. We will receive less impact from exchange rate fluctuations related to the movement of products shifting from hard-ware sales to solution service in further expanding the business abroad. We will promote further cost and expense reduction, and expand sales of the products made in Japan and high-value added products.

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