

FY2012/3 Second Quarter Performance and Medium-Term Management Plan VISION 80
Explanation Briefing Main Questions and Answers

Q1: Could you break down the factors of downward revised operating income for FY2012/3 (from ¥160.0 billion to ¥136.5 billion)?

A1: The revised outlook is reflecting such factors as the currency change impact of -¥7.0 billion, negative sales outlooks for some of the information solutions business, and concerns regarding a shortage of parts due to the effects of floods in Thailand.

Q2: Please explain the profit outlook for the digital camera business.

A2: The profit is expected to improve because of the increased sales portion of high-end digital cameras, such as the X-100.

Q3: Please tell us your policy about M&A and share buybacks.

A3: Medical and highly functional materials are targeted fields of M&A. We would like to hold a sufficient amount of money for acquisition activities. With regards to buybacks, we would like to implement share buybacks at appropriate times when the stock prices are deeply undervalued.

Q4: How do you reflect the contributions of new drugs to the ¥180.0 billion profit target for FY2014/3?

A4: The T-705 is now under application for permission. Based on the premise of its permission within this fiscal year, the expected profit from T-705 is partially included in the medium-term target.

Q5: Do you anticipate a sales decrease from the FPD materials business for FY2014/3 compared with that of FY2011/3?

A5: The graph on page 7 in the medium-term plan materials shows the sales target of highly functional materials including FPD materials, Office and Industries and electronic materials businesses. The share of the sales composition from FPD materials is decreasing as the portion from other businesses is increasing in the sales of highly functional materials business.

End