

Earnings of Q2 FY2020

FUJIFILM Holdings Corporation

November 10, 2020

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.

Key Points of Performance in H1 FY2020

■ Consolidated Performance in H1 FY2020

(Billions of yen)

	Actual	YoY		COVID-19 Impact
Revenue	997.4	-134.7	(-11.9%)	-152.0
Operating Income	56.5	-35.5	(-38.6%)	-46.0
Net income attributable to FUJIFILM Holdings	67.6	+6.5	(+10.6%)	-32.0

- ✓ Although revenue and operating income were down due to COVID-19 impact, pace of decline is shrinking, **with path to recovery confirmed in Q2.**
- ✓ **Net income attributable to FUJIFILM Holdings increased by double digits**, helped by gains on equity securities and improvement of net income attributable to noncontrolling interests due to Fuji Xerox being made a wholly-owned subsidiary.

■ Full-year Forecast for FY2020

- ✓ **Revenue forecast revised upward by ¥10 billion** from previous forecast to ¥2,210 billion due to favorable performance in bio CDMO.
- ✓ **Operating income revised upward by ¥3 billion** to ¥143 billion, reflecting an increase in sales and a reduction in fixed costs.
- ✓ **Net income attributable to shareholders revised upward by ¥5 billion** to ¥125 billion

Consolidated Performance in H1 FY2020

(Apr. 2020 – Sep. 2020)

(Billions of yen)

	H1				
	FY2019	FY2020	Change	Impact of exchange rate	Constant-currency basis
Revenue	1,132.1 100.0%	997.4 100.0%	(134.7) -11.9%	(10.7)	(124.0) -11.0%
Operating Income	92.0 8.1%	56.5 5.7%	(35.5) -38.6%	(4.7)	(30.8) -33.5%
Income before Income Taxes	97.5 8.6%	99.6 10.0%	2.1 +2.1%	(5.7)	7.8 +8.0%
Net Income Attributable to FUJIFILM Holdings	61.1 5.4%	67.6 6.8%	6.5 +10.6%	(4.0)	10.5 +17.1%
Net Income Attributable to FUJIFILM Holdings per Share	¥149.38	¥169.12	¥19.74	Other change factors (YoY): Impact of raw materials prices on operating income: +¥1.1 billion	
Exchange Rates	US\$/¥ ¥109	¥107	(¥2)		
	€/¥ ¥121	¥122	¥1		

Consolidated Revenue and Operating Income by Operating Segment

(Billions of yen)

Revenue	H1		Change		Impact of exchange rate	COVID-19 impact
	FY2019	FY2020				
Healthcare	230.4	243.1	12.7	(+5.5%)	(2.9)	(16.0)
Healthcare & Material Solutions	492.7	473.3	(19.4)	(-3.9%)	(5.0)	(46.0)
Document Solutions	485.3	410.2	(75.1)	(-15.5%)	(3.8)	(67.0)
Imaging Solutions	154.1	113.9	(40.2)	(-26.1%)	(1.9)	(39.0)
Total	1,132.1	997.4	(134.7)	(-11.9%)	(10.7)	(152.0)

Note: After elimination of intersegment transactions

(Billions of yen)

Operating Income	H1		Change		Impact of exchange rate	COVID-19 impact
	FY2019	FY2020				
Healthcare	11.1	18.7	7.6	(+67.4%)	(1.7)	(6.0)
Healthcare & Material Solutions	45.0	45.8	0.8	(+1.6%)	(2.3)	(12.0)
Document Solutions	54.9	28.3	(26.6)	(-48.4%)	(1.9)	(22.0)
Imaging Solutions	10.1	(2.1)	(12.2)	-	(0.5)	(12.0)
Corporate Expenses & Eliminations	(18.0)	(15.5)	2.5	-	0.0	0.0
Total	92.0	56.5	(35.5)	(-38.6%)	(4.7)	(46.0)

Summary by Operating Segment

Healthcare & Materials Solutions

(Billions of yen)					
Revenue	YoY		Operating income	YoY	
473.3	(19.4)	(-3.9%)	45.8	0.8	(+1.6%)

- Revenue down in Medical Systems due to COVID-19 impact, as well as the rebound effect from last-minute-rush demand before last year's consumption tax increase in Japan. However, sales of portable ultrasonic diagnostic equipment and mobile X-ray equipment for pneumonia diagnosis increased.
- In the bio CDMO business, the contract process development and manufacture business for biopharmaceuticals continued to perform well and the consolidation of our business base in Denmark acquired in August last year also contributed to a significant increase in revenue.
- The regenerative medicine business recorded increased revenue, with brisk sales of medium cultures for bio production.
- In the electronic materials business, revenue increased due to strong sales of semiconductor process materials accompanying increased demand for data center servers against the backdrop of expansion in work-from-home.

- The impact of COVID-19 caused an overall decline in revenue, but revenue increased in the healthcare field, where the bio CDMO and regenerative medicine businesses performed well, and in the highly functional materials area of the materials solutions field.
- Operating income rose because increased revenue in the healthcare field and highly functional materials area and extensive cost-cutting efforts compensated the impacts of COVID-19 pandemic.

Summary by Operating Segment

Document Solutions

(Billions of yen)

Revenue	YoY		Operating income	YoY	
410.2	(75.1)	(-15.5%)	28.3	(26.6)	(-48.4%)

- In the office products and printers business, although print volumes decrease due to voluntary restraint from sales activities and a reduction in office operations caused by the impacts of COVID-19, MFP sales volumes were increased year-on-year in Japan, China, and other regions .
- Demand increased for the Netprint® service, that allows user to use multi-copiers installed at Seven-Eleven stores due to the spread of work-from home.
In the production services, sales volume decreased from the previous year as customers restrained investment under uncertainties facing COVID-19 pandemic.
- In the solutions and services business, revenue was down overall due to the impact of COVID-19, but sales of products to support remote work increased, including “beat,” which offers a robust security network environment, and paperless fax solutions that allow faxes received at the office to be checked at home.

- Revenue decreased due to a negative impact of foreign exchange from depreciation of Asian currencies as well as COVID-19 impact.
- Operating income decreased due to such factors as COVID-19 impact.

Summary by Operating Segment

(Billions of yen)

Revenue	YoY		Operating income	YoY	
113.9	(40.2)	(-26.1%)	(2.1)	(12.2)	-

Imaging Solutions

- In the photo imaging, in addition to the decline in demand for color paper, impacts of stay-at-home orders, business shutdowns including temporary closure of retailers under COVID-19 resulted in a fall in revenue, but *instax* sales volumes, primarily of the *instax mini 11*, were up year-on-year in Q2.
- In the electronic imaging, overall revenue decreased due to the severe climate in the digital camera market as well as COVID-19 impact. The sales of *FUJIFILM X100V*, a high-end model of compact digital camera and *FUJIFILM X-T4*, a mirrorless digital camera highly acclaimed for its high-speed AF and excellent video features are steadily increasing.
- In the optical device, revenue decreased, reflecting the decline in demand for broadcast and cinema lenses, as well as reduced sales in vehicle-mounted lenses as a result of a worldwide decline in demand for automobiles.

- Revenue decreased due to impacts of stay-at-home orders, temporary closure of retailers, and self-restraint or cancellation of events under COVID-19, but sales volumes of *instax* cameras were up year-on-year in Q2.
- Operating income was down, but on a similar level to last year if COVID-19 impacts are excluded.

Consolidated Balance Sheet

	Mar.19	Mar.20	Sep.20	Change from Mar.20		Mar.19	Mar.20	Sep.20	Change from Mar.20
Cash and cash equivalents	654.7	396.1	457.6	61.5	Short-term and long-term debt	524.1	624.2	565.9	(58.3)
Notes and accounts receivable	617.8	558.4	497.1	(61.3)	Notes and accounts payable	238.4	222.3	195.1	(27.2)
Inventories	374.5	380.9	406.0	25.1	Other liabilities	407.3	481.4	489.2	7.7
Other current assets	83.9	153.8	97.2	(56.6)	Total liabilities	1,169.8	1,327.9	1,250.2	(77.7)
Total current assets	1,730.9	1,489.2	1,457.9	(31.3)	Total FUJIFILM Holdings shareholders' equity	2,037.0	1,953.3	2,014.5	61.2
Property, plant and equipment	526.8	600.5	606.9	6.4	Noncontrolling interests	207.9	40.5	43.5	3.0
Goodwill, net	655.5	687.2	686.3	(0.9)	Total equity	2,244.9	1,993.8	2,058.0	64.2
Investment securities and other	501.5	544.8	557.1	12.3	Total liabilities and equity	3,414.7	3,321.7	3,308.2	(13.5)
Total noncurrent assets	1,683.8	1,832.5	1,850.3	17.8					
Total assets	3,414.7	3,321.7	3,308.2	(13.5)					

(Billions of yen)

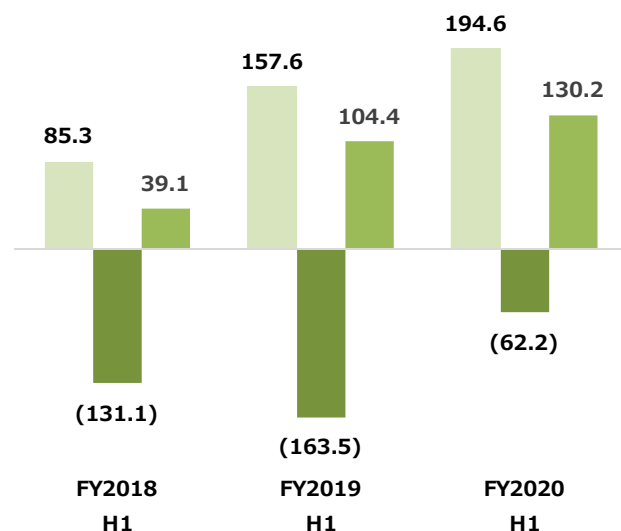
	Mar.19	Mar.20	Sep.20	Change from Mar.20
Exchange Rates				
US\$/¥	¥111	¥109	¥106	(¥3)
€/¥	¥125	¥120	¥124	¥4

(yen)

Cash Flow

- Cash Flow from operating activities
- Cash Flow from investing activities
- Free Cash Flows
(without acquisitions of businesses)

(Billions of yen)



(Billions of yen)

	FY2018 H1	FY2019 H1	FY2020 H1
Net income	74.2	72.0	68.3
Depreciation & amortization	63.2	60.5	60.1
Change in notes and accounts receivable	38.7	64.4	65.3
Change in inventories	(35.2)	(32.0)	(26.2)
Change in notes and accounts payable - trade	(8.1)	(6.7)	(17.5)
Others	(47.5)	(0.6)	44.6
C/F from operating activities	85.3	157.6	194.6
Capital expenditure	(29.8)	(43.1)	(49.0)
Purchases of software	(10.1)	(9.6)	(9.7)
Sales and purchases of marketable and investment securities	(0.6)	(4.6)	2.2
Acquisitions of businesses	(84.3)	(105.7)	0.0
Others	(6.3)	(0.5)	(5.7)
C/F from investing activities	(131.1)	(163.5)	(62.2)
Free cash flows	(45.8)	(5.9)	132.4
Free cash flows without acquisitions of businesses and others *	39.1	104.4	130.2

*After deduction of acquisitions of businesses, sales and purchases of marketable and investment securities.

Earnings of Q2 FY2020

Forecast for FY2020

Consolidated Financial Forecast for FY2020 (as of November 10, 2020)

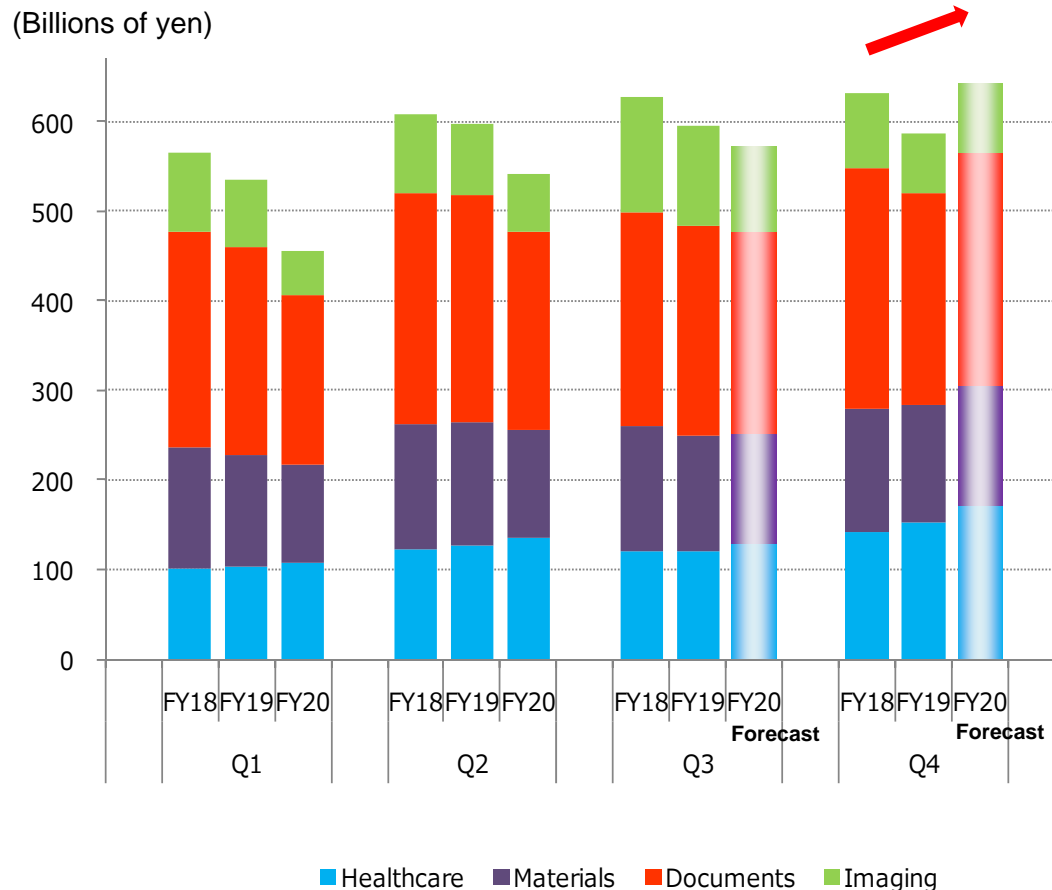
(Billions of yen)

	FY2019	FY2020 (previous forecast)	FY2020	Change from previous year	Change from previous forecast	COVID-19 impact
Revenue	2,315.1 100.0%	2,200.0 100.0%	2,210.0 100.0%	-105.1 -4.5%	10.0 +0.5%	-220.0 -
Operating Income	186.6 8.1%	140.0 6.4%	143.0 6.5%	-43.6 -23.4%	3.0 +2.1%	-69.0 -
Income before Income Taxes	173.1 7.5%	170.0 7.7%	175.0 7.9%	1.9 +1.1%	5.0 2.9%	-69.0 -
Net Income Attributable to FUJIFILM Holdings	125.0 5.4%	120.0 5.5%	125.0 5.7%	0.0 +0.0%	5.0 +4.2%	-48.0 -
Net Income Attributable to FUJIFILM Holdings per Share	¥306.18	¥300.20	¥312.68	¥6.50	¥12.48	-
ROE	6.3%	6.0%	6.3%	+0.0%	+0.3%	-
Exchange Rates US\$/¥	¥109	¥108	¥108	(¥1)	-	-
€¥	¥121	¥118	¥120	(¥1)	¥2	-
Silver Price (/kg)	¥57,000	¥61,000	¥64,000	¥7,000	¥3,000	-

*Exchange rate sensitivity for operating income (FY2020 full year) US\$/¥: 0.8 billion yen €/¥: 0.8 billion yen

Consolidated Financial Forecast for FY2020

Trends in revenue by quarter and by segment



Key points of performance trends

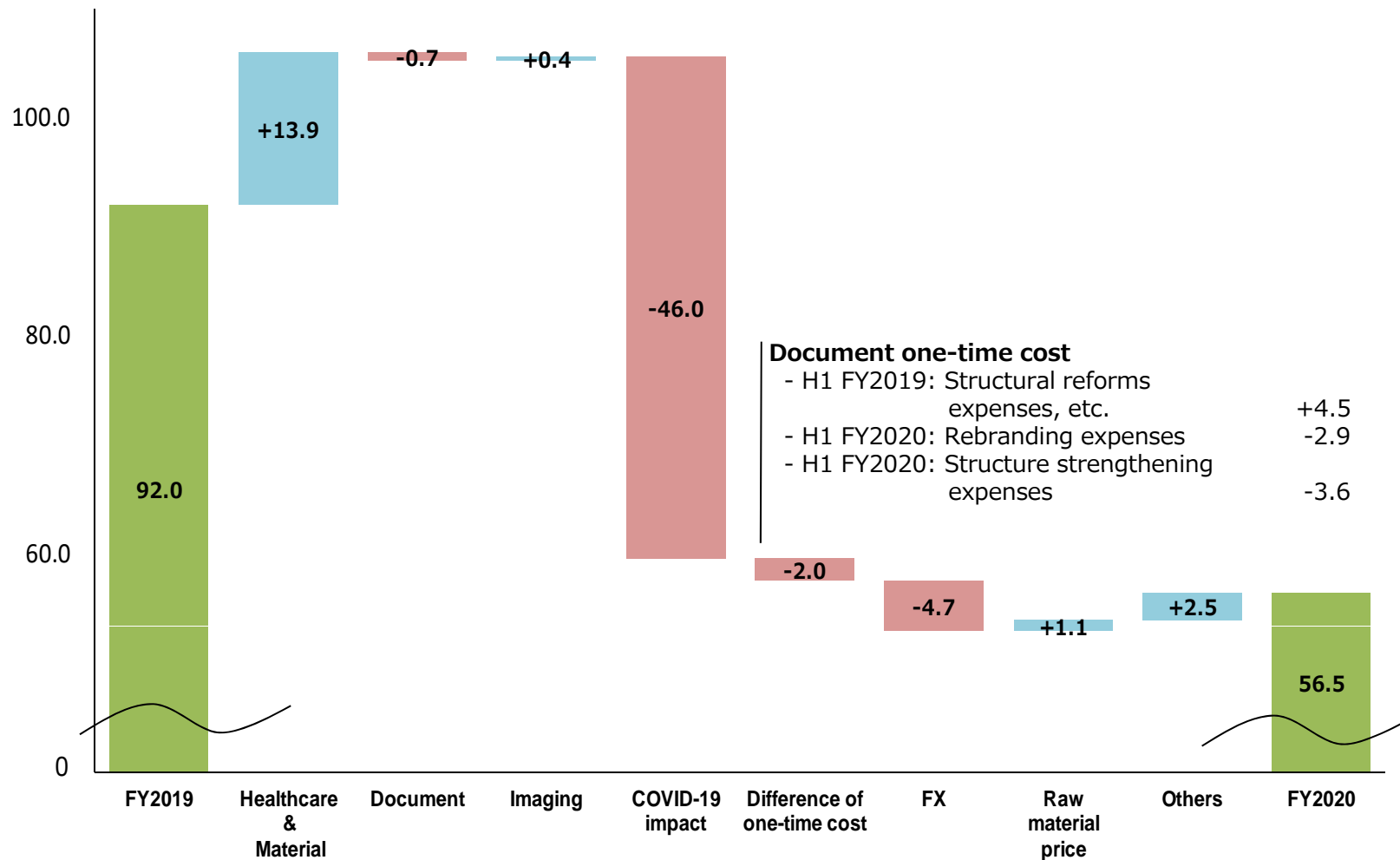
- ✓ Revenue trended as per forecast in H1.
- ✓ Assumed whole-company revenue would bottom out in Q1 before a gradual recovery to pre-COVID-19 levels in Q4, exceeding FY2018 and FY2019 Q4 results.
- ✓ Forecast year-on-year segment revenue increases in all segments in Q4.
- ✓ Healthcare will maintain revenue growth, driven by bio CDMO.
- ✓ In Materials, electronic materials will continue to perform well, but demand is expected to settle down in display materials, industrial equipment materials for monitors for work-from-home use, etc.
- ✓ In Documents, with the spread of remote work, etc., office print volumes are anticipated to recover to about 95% of pre-COVID-19 levels in Japan and about 90% overseas*. Accelerate efforts in Solutions & Services.
- ✓ Imaging is recovering steadily, with Q2 sales of Instax cameras up year-on-year, among other factors.

Earnings for Q FY2020

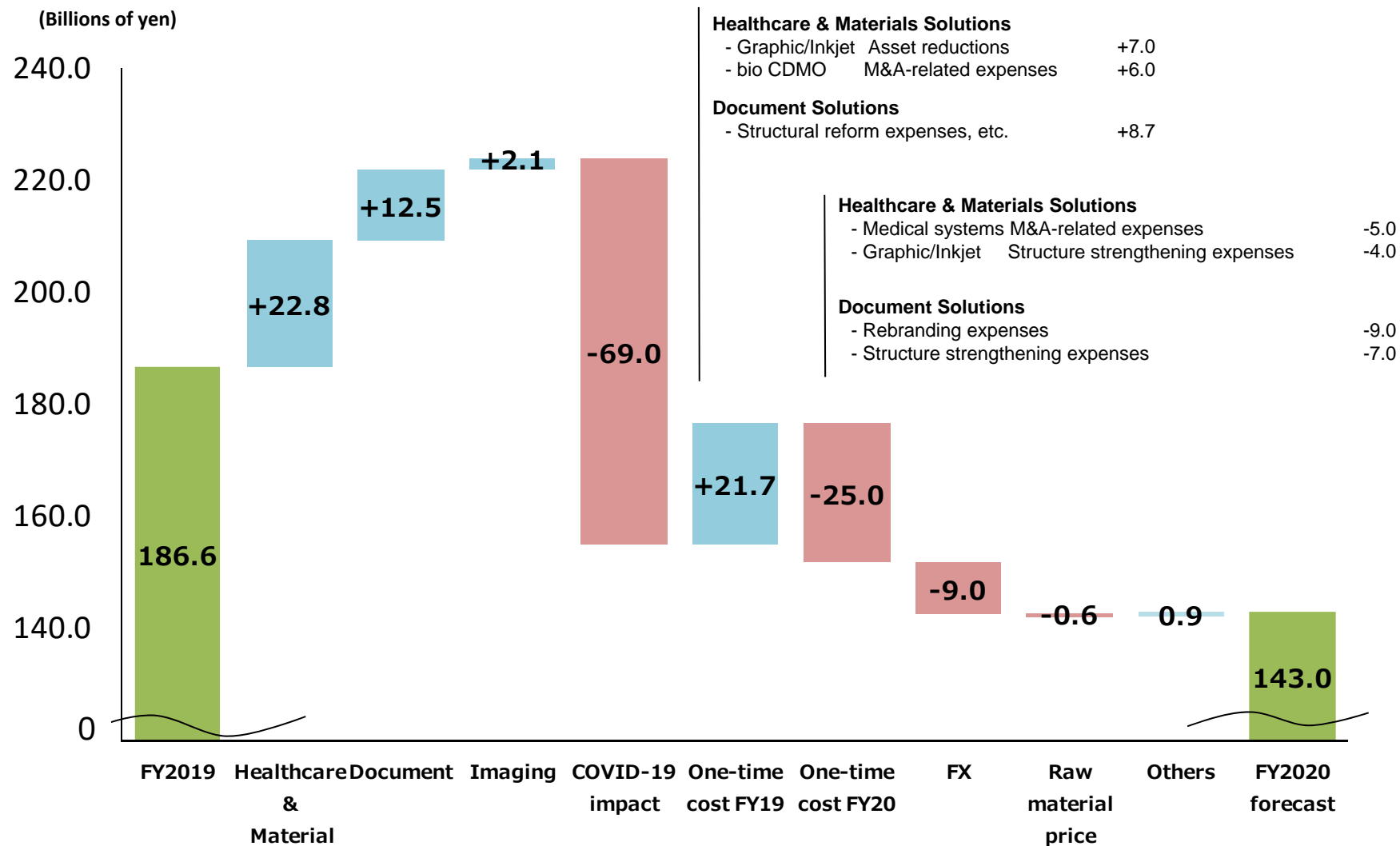
Appendices

Analysis of Operating Income Change (H1, against H1 FY2019)

(Billions of yen)



Analysis of Changes in Operating Income (Full-year forecast year-on-year)



Earnings for Q2 FY2020

(Billions of yen)

	Q2			H1		
	FY2019	FY2020	Change	FY2019	FY2020	Change
Revenue	596.8 100.0%	541.1 100.0%	(55.7) -9.3%	1,132.1 100.0%	997.4 100.0%	(134.7) -11.9%
Operating Income	54.9 9.2%	36.1 6.7%	(18.8) -34.3%	92.0 8.1%	56.5 5.7%	(35.5) -38.6%
Income before Income Taxes	71.1 11.9%	57.4 10.6%	(13.7) -19.4%	97.5 8.6%	99.6 10.0%	2.1 +2.1%
Net Income Attributable to FUJIFILM Holdings	46.4 7.8%	40.1 7.4%	(6.3) -13.7%	61.1 5.4%	67.6 6.8%	6.5 +10.6%
Exchange Rates	US\$/¥ ¥107	¥106	(¥1)	¥109	¥107	(¥2)
	€/¥	¥124	¥5	¥121	¥122	¥1

Other factors of increase/decrease (Q2/H1 FY2020 against Q2/H1 FY2019)

Operating income of raw materials: +0.1 billion yen / +1.1 billion yen

Earning for Q2/H1 FY2020

(Billions of yen)

Revenue	Q2				H1			
	FY2019	FY2020	Change		FY2019	FY2020	Change	
Healthcare	126.3	135.2	8.9	(+7.0%)	230.4	243.1	12.7	(+5.5%)
Healthcare & Material Solutions	265.1	256.2	(8.9)	(-3.3%)	492.7	473.3	(19.4)	(-3.9%)
Document Solutions	252.2	220.8	(31.4)	(-12.5%)	485.3	410.2	(75.1)	(-15.5%)
Imaging Solutions	79.5	64.1	(15.4)	(-19.4%)	154.1	113.9	(40.2)	(-26.1%)
Total	596.8	541.1	(55.7)	(-9.3%)	1,132.1	997.4	(134.7)	(-11.9%)

Note: After elimination of intersegment transactions

(Billions of yen)

Operating Income [Operating Margin]	Q2				H1			
	FY2019	FY2020	Change		FY2019	FY2020	Change	
Healthcare	5.8 [4.6%]	14.3 [10.5%]	8.5	(2.4 times)	11.1 [4.8%]	18.7 [7.7%]	7.6	(+67.4%)
Healthcare & Material Solutions	26.1 [9.9%]	27.8 [10.8%]	1.7	(+6.2%)	45.0 [9.1%]	45.8 [9.7%]	0.8	(+1.6%)
Document Solutions	33.2 [13.2%]	15.4 [7.0%]	(17.8)	(-53.6%)	54.9 [11.3%]	28.3 [6.9%]	(26.6)	(-48.4%)
Imaging Solutions	5.6 [7.1%]	0.9 [1.4%]	(4.7)	(-83.9%)	10.1 [6.6%]	(2.1) [-1.9%]	(12.2)	-
Corporate Expenses & Eliminations	(10.0)	(8.0)	2.0	-	(18.0)	(15.5)	2.5	-
Total	54.9 [9.2%]	36.1 [6.7%]	(18.8)	(-34.3%)	92.0 [8.1%]	56.5 [5.7%]	(35.5)	(-38.6%)

Earning for Q2/H1 FY2020

■ Healthcare & Material Solutions

(Billions of yen)

Revenue	Q2						H1					
	FY2019	FY2020	Change		Constant-currency basis		FY2019	FY2020	Change		Constant-currency basis	
Healthcare	126.3	135.2	8.9	(+7.0%)	9.6	(+7.6%)	230.4	243.1	12.7	(+5.5%)	15.6	(+6.8%)
Display Materials	25.4	23.5	(1.9)	(-7.7%)	(1.9)	(-7.7%)	46.2	44.2	(2.0)	(-4.3%)	(2.0)	(-4.3%)
Industrial Products	44.0	46.3	2.3	(+5.0%)	2.5	(+5.3%)	85.2	92.4	7.2	(+8.3%)	8.1	(+9.4%)
Electronic Materials												
Fine Chemical												
Highly Functional Materials	69.4	69.8	0.4	(+0.3%)	0.6	(+0.6%)	131.4	136.6	5.2	(+3.9%)	6.1	(+4.6%)
Recording Media	13.5	6.9	(6.6)	(-48.4%)	(6.5)	(-47.9%)	23.2	12.4	(10.8)	(-46.4%)	(10.6)	(-45.5%)
Graphic Systems/Inkjet	55.5	44.1	(11.4)	(-20.5%)	(11.2)	(-20.3%)	107.0	80.6	(26.4)	(-24.6%)	(25.5)	(-23.8%)
Others	0.4	0.2	(0.2)		(0.3)		0.7	0.6	(0.1)		0.0	
Total	265.1	256.2	(8.9)	(-3.3%)	(7.8)	(-2.9%)	492.7	473.3	(19.4)	(-3.9%)	(14.4)	(-2.9%)

Note: After elimination of intersegment transactions

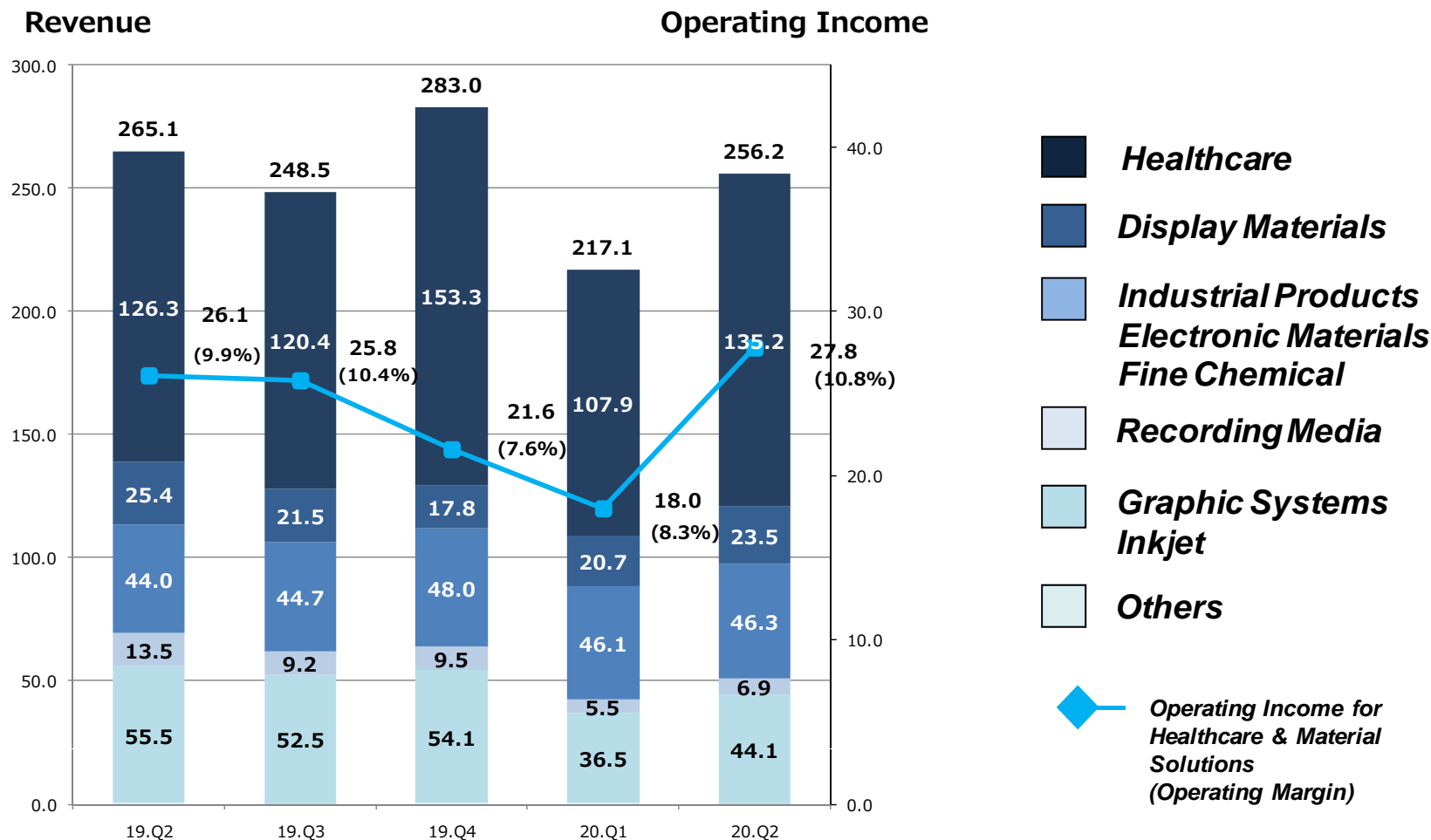
(Billions of yen)

Operating Income [Operating Margin]	Q2						H1					
	FY2019	FY2020	Change		Constant-currency basis		FY2019	FY2020	Change		Constant-currency basis	
Healthcare	5.8 [4.6%]	14.3 [10.5%]	8.5	(2.4 times)	9.7	(2.6 times)	11.1 [4.8%]	18.7 [7.7%]	7.6	(+67.4%)	9.3	(+82.7%)
Healthcare & Material Solutions	26.1 [9.9%]	27.8 [10.8%]	1.7	(+6.2%)	3.1	(+11.4%)	45.0 [9.1%]	45.8 [9.7%]	0.8	(+1.6%)	3.1	(+6.7%)

Changes in Quarterly Earnings by Operating Segment

Healthcare & Material Solutions

(Billions of yen)



Earnings for Q2/H1 FY2020

■ Document Solutions

(Billions of yen)

Revenue	Q2					H1						
	FY2019	FY2020	Change	Constant-currency basis		FY2019	FY2020	Change	Constant-currency basis			
Office Printers	31.4	22.7	(8.7)	(-27.5%)	(8.6)	(-27.3%)	60.2	46.1	(14.1)	(-23.3%)	(13.5)	(-22.3%)
Office Products & Printers	139.4	124.4	(15.0)	(-10.8%)	(14.9)	(-10.7%)	273.1	232.8	(40.3)	(-14.8%)	(38.0)	(-13.9%)
Production Services	31.5	26.8	(4.7)	(-15.2%)	(4.7)	(-15.3%)	58.8	47.8	(11.0)	(-18.8%)	(10.4)	(-17.8%)
Solutions & Services	74.3	62.9	(11.4)	(-15.4%)	(11.7)	(-15.8%)	136.8	114.6	(22.2)	(-16.3%)	(21.4)	(-15.6%)
Others	7.0	6.7	(0.3)		(0.5)		16.6	15.0	(1.6)		(1.5)	
Total	252.2	220.8	(31.4)	(-12.5%)	(31.8)	(-12.6%)	485.3	410.2	(75.1)	(-15.5%)	(71.3)	(-14.7%)

Note: After elimination of intersegment transactions

(Billions of yen)

Operating Income [Operating Margin]	Q2					H1						
	FY2019	FY2020	Change	Constant-currency basis		FY2019	FY2020	Change	Constant-currency basis			
Document Solutions	33.2 [13.2%]	15.4 [7.0%]	(17.8)	(-53.6%)	(17.7)	(-53.3%)	54.9 [11.3%]	28.3 [6.9%]	(26.6)	(-48.4%)	(24.7)	(-44.9%)

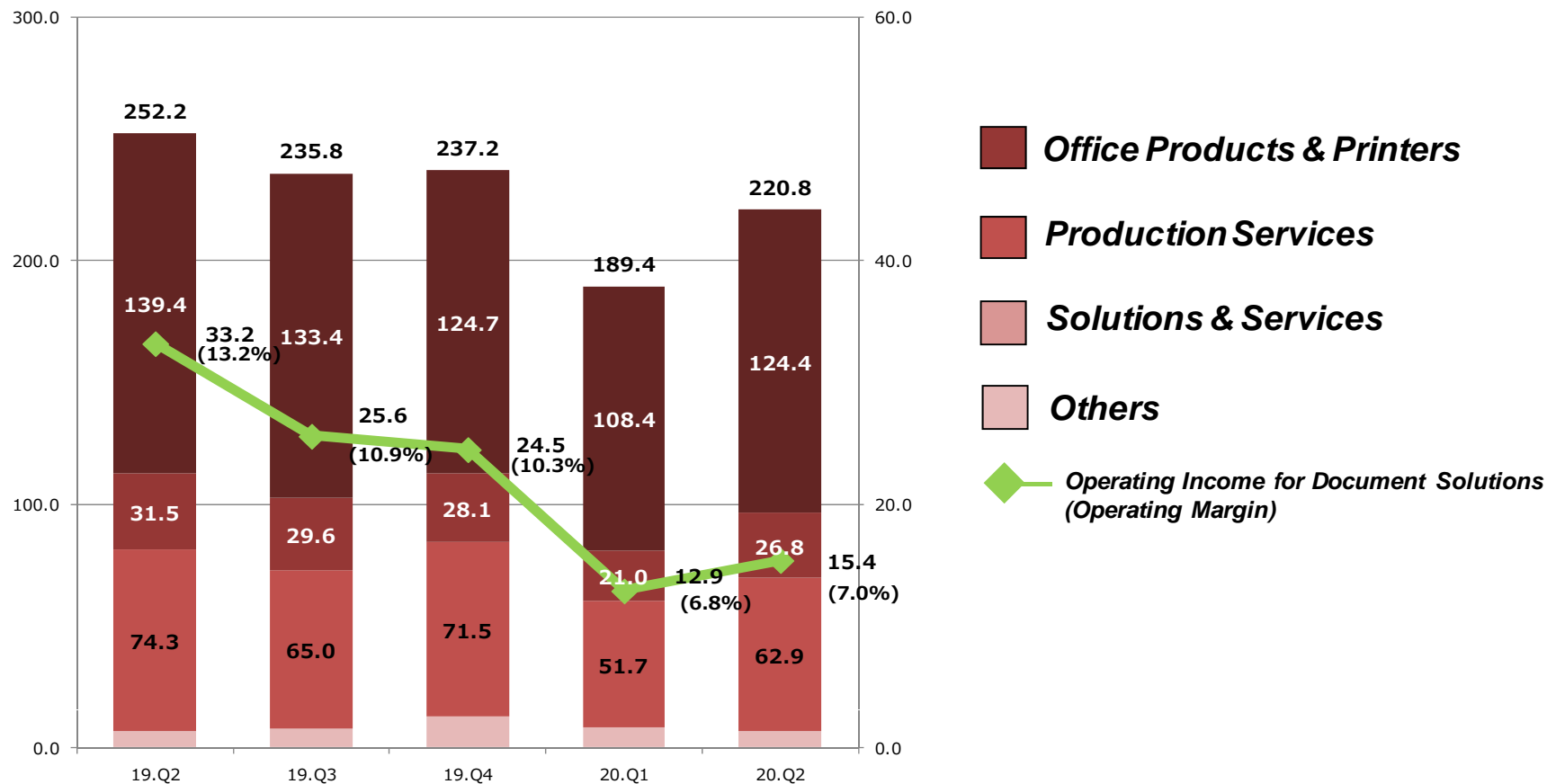
Changes in Quarterly Earnings by Operating Segment

Document Solutions

(Billions of yen)

Revenue

Operating Income



Earnings for Q2/H1 FY2020

Imaging Solutions

(Billions of yen)

Revenue	Q2						H1					
	FY2019	FY2020	Change		Constant-currency basis		FY2019	FY2020	Change		Constant-currency basis	
Photo Imaging	53.6	43.0	(10.6)	(-20.0%)	(10.4)	(-19.5%)	100.5	73.4	(27.1)	(-27.0%)	(26.0)	(-25.9%)
Electronic Imaging	17.4	15.6	(1.8)	(-10.0%)	(1.7)	(-9.8%)	37.0	30.8	(6.2)	(-16.5%)	(5.5)	(-14.7%)
Optical Devices	8.5	5.5	(3.0)	(-34.8%)	(3.0)	(-34.3%)	16.6	9.7	(6.9)	(-41.7%)	(6.8)	(-41.0%)
Optical Device & Electronic Imaging Products	25.9	21.1	(4.8)	(-18.1%)	(4.7)	(-17.9%)	53.6	40.5	(13.1)	(-24.3%)	(12.3)	(-22.9%)
Total	79.5	64.1	(15.4)	(-19.4%)	(15.1)	(-19.0%)	154.1	113.9	(40.2)	(-26.1%)	(38.3)	(-24.8%)

Note: After elimination of intersegment transactions

(Billions of yen)

Operating Income [Operating Margin]	Q2						H1					
	FY2019	FY2020	Change		Constant-currency basis		FY2019	FY2020	Change		Constant-currency basis	
Imaging Solutions	5.6 [7.1%]	0.9 [1.4%]	(4.7)	(-83.9%)	(4.9)	(-87.5%)	10.1 [6.6%]	-2.1 [-1.9%]	(12.2)	-	(11.7)	-

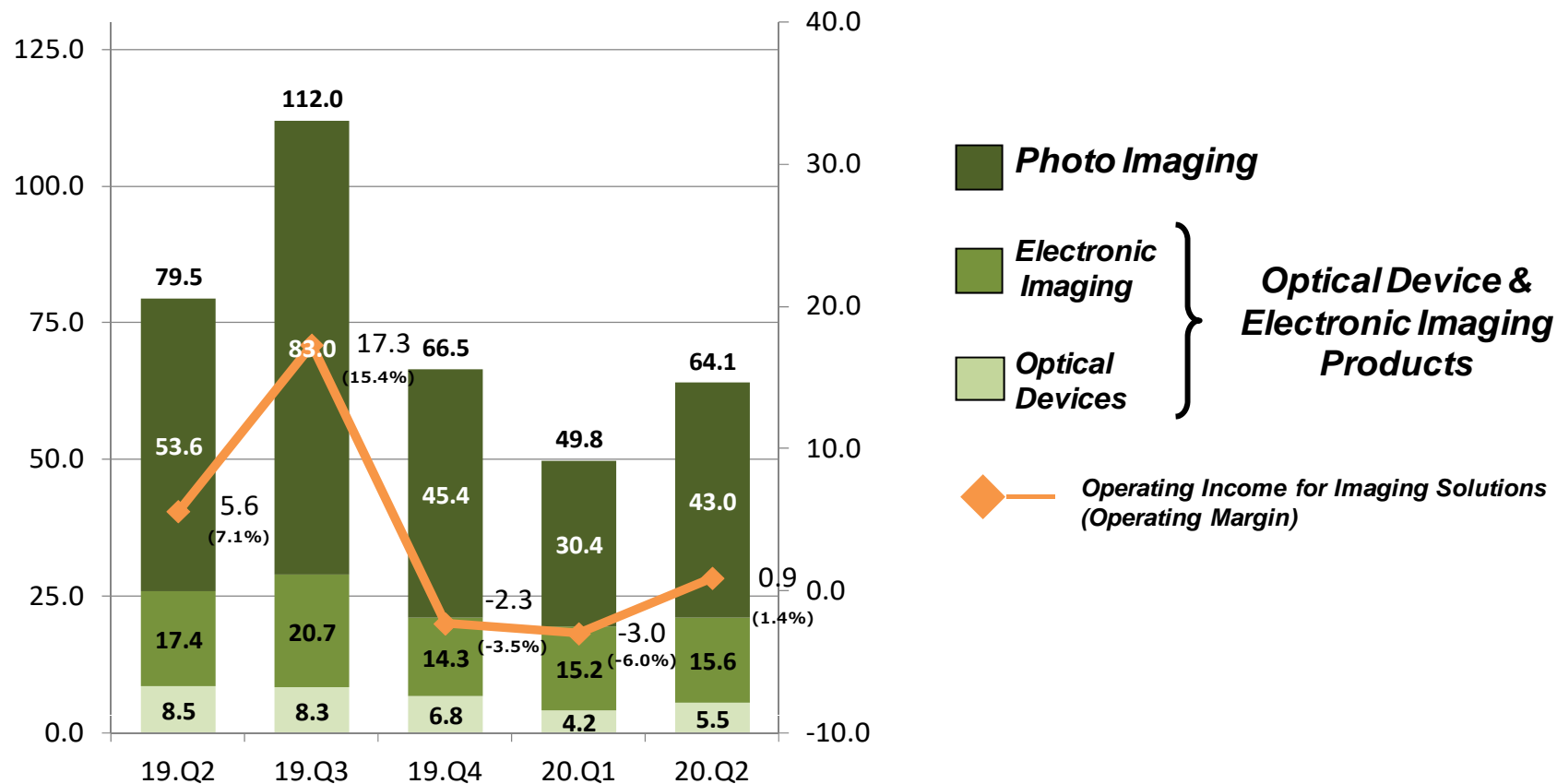
Changes in Quarterly Earnings by Operating Segment

Imaging Solutions

(Billions of yen)

Revenue

Operating income



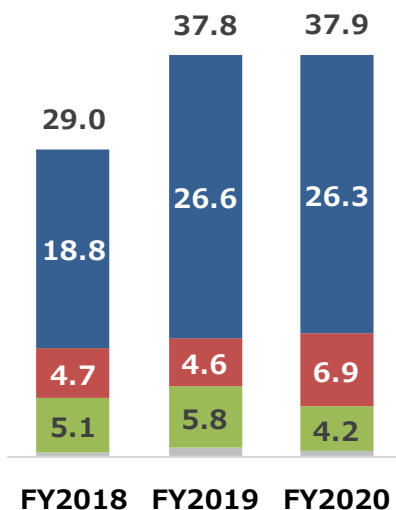
Revenue by Geographical Area

(Billions of yen)

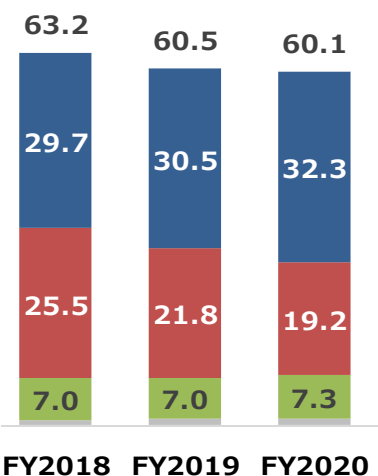
	FY2019 H1		FY2020 H1		Change	
	Ratio (%)		Ratio (%)			
Japan	43.5%	491.9	42.7%	426.1	(65.8)	(-13.4%)
The Americas	18.0%	203.8	18.7%	186.0	(17.8)	(-8.7%)
Europe	12.4%	139.9	11.4%	114.1	(25.8)	(-18.4%)
China	12.1%	137.5	14.0%	140.1	2.6	(+1.8%)
Asia and others	26.1%	296.5	27.2%	271.2	(25.3)	(-8.6%)
Overseas	56.5%	640.2	57.3%	571.3	(68.9)	(-10.8%)
Consolidated total	100.0%	1,132.1	100.0%	997.4	(134.7)	(-11.9%)

Capital Expenditure, Depreciation and Amortization

Capital Expenditure (H1)



Depreciation & Amortization (H1)



- Healthcare & Material
- Document Solutions
- Imaging Solutions
- Corporate

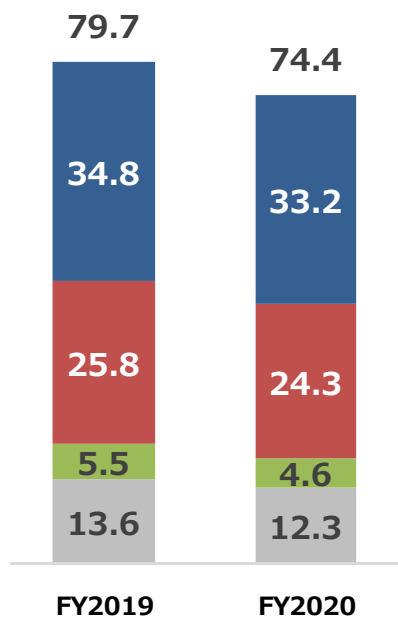
(Billions of yen)

	Q2			H1			Full year		
	FY2018	FY2019	FY2020	FY2018	FY2019	FY2020	FY2018	FY2019	FY2020 (forecast)
Healthcare & Material	11.5	16.1	15.4	18.8	26.6	26.3	50.5	58.2	
Document	2.7	3.0	4.9	4.7	4.6	6.9	11.7	13.4	
Imaging	2.1	3.7	2.1	5.1	5.8	4.2	10.6	12.5	
Corporate	0.3	0.6	0.2	0.4	0.8	0.5	2.6	1.6	
Capex *	16.6	23.4	22.6	29.0	37.8	37.9	75.4	85.7	95.0
Healthcare & Material	15.4	15.9	16.3	29.7	30.5	32.3	63.1	63.9	
Document	12.5	10.4	9.5	25.5	21.8	19.2	50.1	41.8	
Imaging	3.6	3.6	3.7	7.0	7.0	7.3	14.1	14.6	
Corporate	0.4	0.6	0.7	1.0	1.2	1.3	2.6	2.4	
Depreciation & Amortization	31.9	30.5	30.2	63.2	60.5	60.1	129.9	122.7	130.0
Depreciation *	16.7	17.1	16.6	33.4	33.4	33.1	70.9	68.6	

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

R&D Expenses, SG&A Expenses

R&D Expenses (H1)



- Healthcare & Material
- Document Solutions
- Imaging Solutions
- Corporate

(Billions of yen)

	Q2		H1		Full Year	
	FY2019	FY2020	FY2020/3	FY2021/3	FY2019	FY2020 (forecast)
Healthcare & Material	17.6	17.1	34.8	33.2	69.5	
Document	12.8	12.7	25.8	24.3	50.7	
Imaging	2.8	2.1	5.5	4.6	10.1	
Corporate	7.5	6.1	13.6	12.3	27.6	
R&D Expenses	40.7	38.0	79.7	74.4	157.9	150.0
<ratio to revenue>	6.8%	7.0%	7.0%	7.5%	6.8%	6.8%
SG&A Expenses	149.6	135.7	301.9	266.3	610.0	
<ratio to revenue>	25.1%	25.1%	26.7%	26.6%	26.3%	

Exchange Rates, Raw Material Prices, and Number of Employees

Exchange Rates

(yen)

	FY2019				FY2020			
	Q1	Q2	H1	Full year	Q1	Q2	H1	Full year (forecast)
US\$/¥	110	107	109	109	108	106	107	108
€/¥	123	119	121	121	119	124	122	120

Raw Material Prices (Average)

(¥1,000/kg)

	FY2019				FY2020			
	Q1	Q2	H1	Full year	Q1	Q2	H1	Full year (forecast)
Silver	53	57	55	57	55	78	63	64

Number of Employees

	2019.Sep	2019.Dec	2020.Mar	2020.Jun	2020.Sep
Consolidated Total	72,842	73,092	73,906	73,569	72,176

Financial Forecast for FY2020 by Operating Segments (As of November 10, 2020)

(Billions of yen)

Revenue	FY2019	FY2020 (previous forecast)	FY2020	Change from previous year		Change from previous forecast	COVID-19 impact
Healthcare	504.1	535.0	545.0	40.9	(+8.1%)	10.0	(40.0)
Material	520.1	485.0	485.0	(35.1)	(-6.7%)	0.0	(44.0)
Healthcare & Material Solutions	1,024.2	1,020.0	1,030.0	5.8	(+0.6%)	10.0	(84.0)
Document Solutions	958.3	895.0	895.0	(63.3)	(-6.6%)	0.0	(81.0)
Imaging Solutions	332.6	285.0	285.0	(47.6)	(-14.3%)	0.0	(55.0)
Total	2,315.1	2,200.0	2,210.0	(105.1)	(-4.5%)	10.0	(220.0)

Note: After elimination of intersegment transactions.

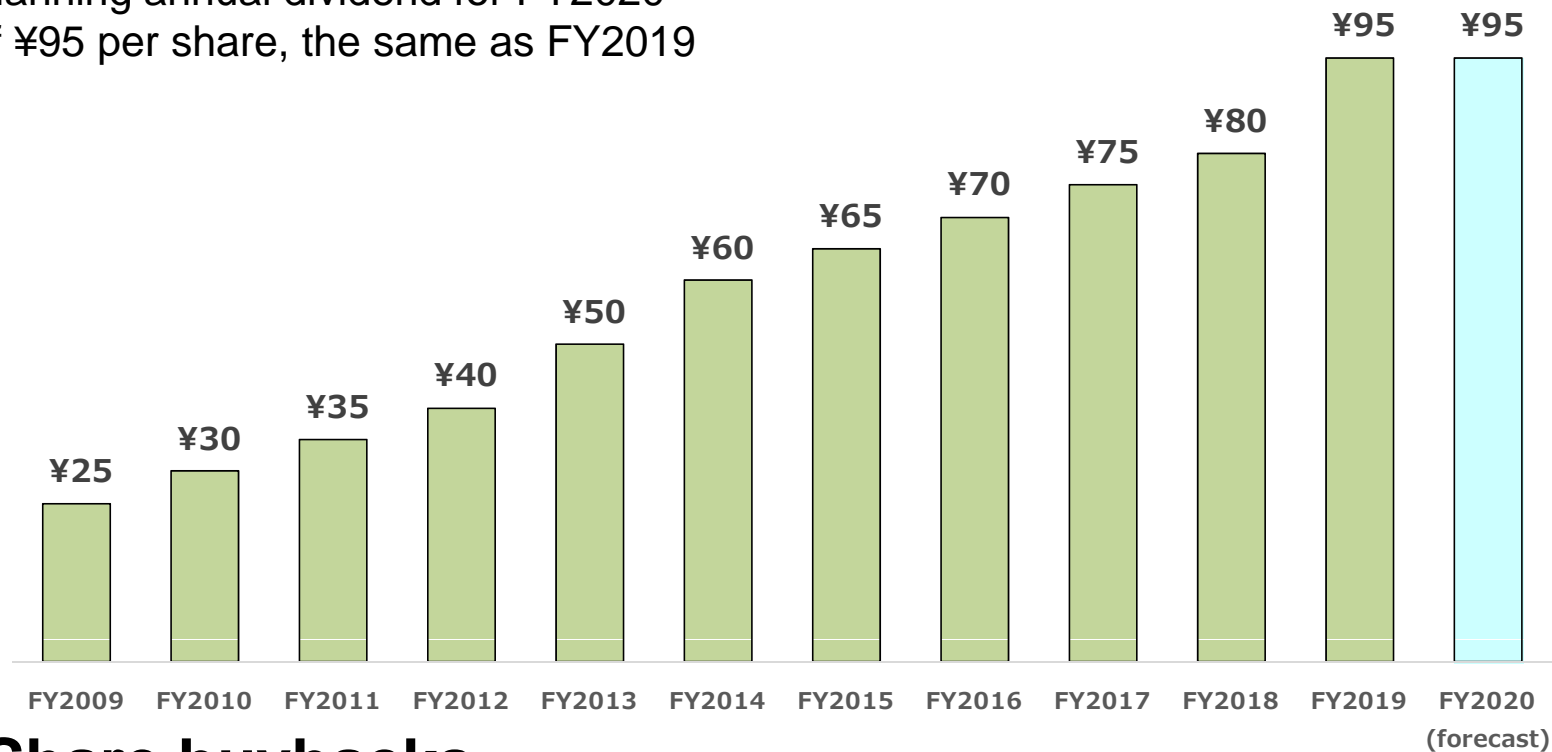
(Billions of yen)

Operating Income	FY2019	FY2020 (previous forecast)	FY2020	Change from previous year		Change from previous forecast	COVID-19 impact
Healthcare	33.1	42.0	45.0	11.9	(+36.1%)	3.0	(15.0)
Material	59.3	43.0	43.0	(16.3)	(-27.5%)	0.0	(14.0)
Healthcare & Material Solutions	92.4	85.0	88.0	(4.4)	(-4.8%)	3.0	(29.0)
Document Solutions	105.0	80.0	80.0	(25.0)	(-23.8%)	0.0	(25.0)
Imaging Solutions	25.1	10.0	10.0	(15.1)	(-60.1%)	0.0	(15.0)
Corporate Expenses & Eliminations	(35.9)	(35.0)	(35.0)	0.9	-	0.0	0.0
Total	186.6	140.0	143.0	(43.6)	(-23.4%)	3.0	(69.0)

Shareholder Returns

■ Dividends

Planning annual dividend for FY2020 of ¥95 per share, the same as FY2019



■ Share buybacks

We will buy back shares flexibly, in consideration of cash flow situation, according to changes in stock price

Pipeline (As of November 10, 2020)

Development code	Therapeutic category	Formulation	Region	Development stage
T-705	Anti-COVID-19 drug	Oral	Japan	Submitted an application for permission
	Severe fever with thrombocytopenia syndrome virus drug		U.S.A.	P II
			Japan	P III
T-817MA	Alzheimer's disease drug	Oral	U.S.A.	P II
	Functional recovery after stroke (Promoting the effect of rehabilitation)		Japan	P II
			Europe	P II
			Japan	P II
T-4288	New fluoroketolide antibacterial drug	Oral	Japan	Submitted an application for permission
FF-10501	Myelodysplastic syndrome drug	Oral	Japan	P I
			U.S.A.	P II
FF-10502	Advanced/recurrent solid cancer drug	Injection	U.S.A.	P II
FF-21101	Bio Advanced/recurrent solid cancer drug (Armed antibody)	Injection	U.S.A.	P I / II a
			Japan	P I
F-1311	Diagnostic drug for prostate cancer (Radiopharmaceuticals)	Injection	Japan	P II
FF-10101	Acute Myeloid Leukemia (AML) drug	Oral	U.S.A.	P I
F-1515	Anti-tumor (neuroendocrine tumors) drug (Radiopharmaceuticals)	injection	Japan	Submitted an application for permission
FF-10832	Advanced solid cancer drug (Gemcitabine liposome)	Injection	U.S.A.	P I
FF-10850	Advanced solid cancer drug (Topotecan liposome)	Injection	U.S.A.	P I
F-1614	Anti-tumor (pheochromocytoma) drug (Radiopharmaceuticals)	Injection	Japan	P II

Related Information

[FUJIFILM Holdings — Investor Relations](https://ir.fujifilm.com/en/investors.html)

<https://ir.fujifilm.com/en/investors.html>

[FUJIFILM Holdings Integrated Report 2020](https://ir.fujifilm.com/en/investors/ir-materials/integrated-report.html)

<https://ir.fujifilm.com/en/investors/ir-materials/integrated-report.html>

[IR Events Materials](https://ir.fujifilm.com/en/investors/ir-materials/presentations.html)

<https://ir.fujifilm.com/en/investors/ir-materials/presentations.html>

[Business Activities of FUJIFILM Group](https://ir.fujifilm.com/en/investors/value/business.html)

<https://ir.fujifilm.com/en/investors/value/business.html>

[Global Branding Campaign: NEVER STOP](https://brand.fujifilm.com/neverstop/en/)

<https://brand.fujifilm.com/neverstop/en/>

[Fujifilm's Response to the COVID-19 Pandemic](https://brand.fujifilm.com/covid19/)

<https://brand.fujifilm.com/covid19/>

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 Communications Div.

<https://holdings.fujifilm.com/en>