

Investor Relations (IR) Activities

Quick disclosure of accurate IR information to allow everyone to receive the same information at the same time

Basic IR policy

Timely disclosure of accurate information to an extensive shareholder and investor base

The Konica Minolta Group strives to maximize its corporate value and meet the expectations of shareholders and other investors. Our IR activities seek to maintain fair and strong relationships with shareholders and investors through timely disclosure of accurate information, as stipulated in our Konica Minolta Group Charter of Corporate Behavior. We believe that "No News is Bad News" and provide as much information as possible to give shareholders and investors a clear idea of what the Group is doing.

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Activities conducted during fiscal 2004

Investors' briefings now provided quarterly

The Konica Minolta Group now provides a total of five briefings, four quarterly presentations and one special briefing in March to explain our medium-term business plan. These briefings are intended to provide timely information to shareholders, investors and rating organizations. Presentation materials used in each briefing, both in Japanese and English, are posted on the IR page of our website on the very day the briefing is held, giving everyone an equal opportunity to obtain the same information without a considerable time lag.

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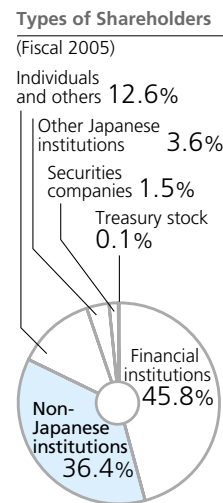
Stepped up IR efforts for overseas investors

Overseas markets account for 70% of total sales of the Konica Minolta Group. The integration of Konica and Minolta in August 2003 pushed up our market value above the 500 billion yen level and drew the attention of an increased number of major institutional investors abroad. Accordingly, we bolstered our IR efforts targeting overseas investors in fiscal 2004.

Materials used in the investors' quarterly briefings and other information offered on our website are available both in Japanese and English. At the night of the day on which a briefing is held, we hold teleconferences with parties in New York and London. A video teleconference is held as requested, and accordingly, we held 24 such meetings during fiscal 2004.

As part of our overseas IR activities, we participated in conferences held by major overseas securities companies. We also conducted a one-week tour in Europe (the U.K., Germany, France, Switzerland and Italy) and another in North America (U.S. and Canada), presenting briefings to a total of about 100 companies.

As a result of these efforts, the ratio of foreign shareholders increased to around 36.4% at the end of fiscal 2004.



Summary of Overseas IR Activities (fiscal 2004)

Number of video teleconferences held	24
Briefing tours	U.K., Germany, France, Switzerland, Italy, U.S., Canada
Conferences attended	U.S.

Participation of top management

Top management spearheading our IR program

Various meetings with shareholders, including general shareholders meetings, give top management an opportunity to communicate with shareholders and investors first-hand.

At Konica Minolta, we welcome investors visiting us, and members of top management are willing to offer assistance as requested. During fiscal 2004, we received 400 visitors, and including meetings held overseas, top management met with more than 100 investors. Investors' feedback received via telephone and through our website as well as through questionnaires conducted at each quarterly briefing is distributed in the form of monthly reports to every member of top management, including outside directors, to promote interactive communications between our management and investors.

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To incorporate comments and ideas from shareholders and investors into our business plans, the members of the accounting and planning divisions of our Group companies also attend major investors' briefings held five times a year to gather direct feedback.

IR tools

Reader-friendly IR materials

We utilize a number of tools to facilitate IR activities both at home and overseas. Examples include annual and mid-term business reports, investors' guides, and annual reports. For individual investors, we are especially careful in organizing our annual and mid-term business reports in a reader-friendly format. To provide information to everyone in a quick and fair manner, the IR page on our website offers a variety of data and information, such as management plans and business strategies, business results and financial data, both in Japanese and English.

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<http://konicaminolta.com/investors/>



Annual Report



Investors' Guide



IR section of website



Business Report



Investors Meeting in the U.K.