

Konica Minolta, Inc.

3rd Quarter/March 2016 Consolidated Financial Results

Three months : October 1, 2015 – December 31, 2015

Nine months : April 1, 2015 – December 31, 2015

- Announced on January 28, 2016 -

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Chief Financial Officer
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Cautionary Statement:

The forecasts mentioned in this material are the results of estimations based on currently available information, and accordingly, contain risks and uncertainties. The actual results of business performance may sometimes differ from those forecasts due to various factors.

Remarks:

Yen amounts are rounded to the nearest 100 million.

Key issues in the Q3 of fiscal 2015

Revenue rose due to rising sales of mainstay products, the effects of M&A and the impact of the weaker yen against the US dollar.

The ¥10 appreciation of the yen against the euro had a sharp impact on operating profit in Q3, extending the decline.

Revenue : ¥762.3bn (YoY +¥34.3bn/ +5%)

Operating Profit : ¥41.6bn (YoY - ¥5.5bn/ -12%)

- ✓ In the Business Technologies Business, we pursued higher added value through means such as hybrid-type sales and a shift to higher-segment models. Despite piled-up business negotiations in sales pipelines, closings were delayed, which held back the impact of new products.
- ✓ The Healthcare Business showed steady progress, posting higher revenue and profit due to rising sales of mainstay products both in Japan and overseas.
- ✓ Although both revenue and profit fell in the Industrial Business as performance materials recorded lower sales, results were generally in line with forecasts.
- ✓ In the corporate segment, costs rose year on year due to expenses related to structural reform, etc. posted in the first half of the fiscal year.

Profit for the period : ¥26.5bn (YoY -¥3.4bn/ -11%)

(Profit attributable to owners of the company)

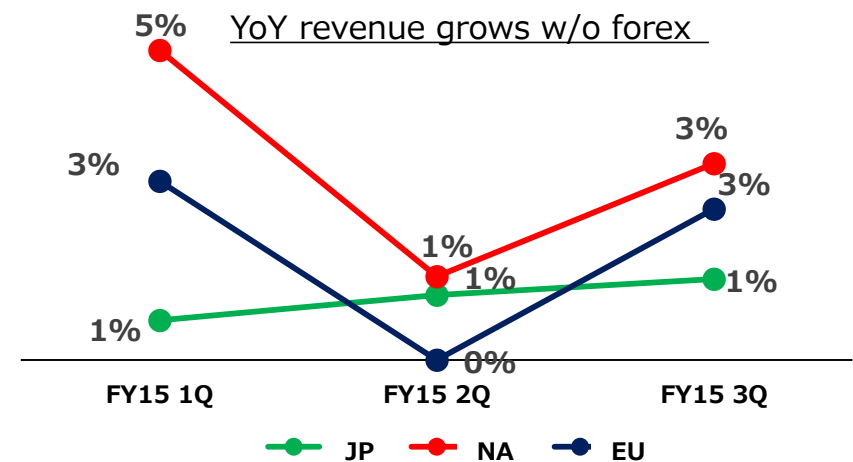
Financial results YoY transition

	Revenue			Operating Profit		
	1Q	2Q	3Q	1Q	2Q	3Q
Results	¥248.6bn	¥258.6bn	¥255.1bn	¥10.0bn	¥18.2bn	¥13.4bn
YoY	¥22.0bn	¥10.8bn	¥1.5bn	-¥4.4bn	¥1.7bn	-¥2.9bn
Forex impact	¥13.6bn	¥13.7bn	-¥2.7bn	-¥1.2bn	-¥0.7bn	-¥3.8bn
Forex adjusted change	¥8.4bn	-¥2.9bn	¥4.2bn	-¥3.2bn	¥2.4bn	¥0.9bn

- Although the yen weakened by ¥18-19 year on year against the US dollar through Q2 and pushed up nominal revenue, in Q3 the yen strengthened further against the euro and this factor pushed down nominal revenue.
- Excluding the impact of forex, revenue in real terms rose in Q3 following a decline in Q2, showing a shift in momentum.
- Operating profit rose in real terms in Q3, albeit slightly.
- The Business Technologies Business showed the same trend as the Group as a whole. Earnings recovered in the Healthcare Business as the ratio of digital products rose.

	Revenue			Operating Profit		
	1Q	2Q	3Q	1Q	2Q	3Q
Results	¥201.8bn	¥207.4bn	¥206.9bn	¥13.3bn	¥21.1bn	¥16.5bn
YoY	¥22.1bn	¥10.1bn	¥0.2bn	¥0.3bn	¥3.1bn	-¥2.7bn
Forex impact	¥11.8bn	¥11.9bn	-¥2.9bn	-¥1.2bn	-¥0.7bn	-¥3.5bn
Forex adjusted change	¥10.3bn	-¥1.8bn	¥3.1bn	¥1.5bn	¥3.8bn	¥0.8bn

- Despite the ongoing price competition, mainly in North America, on a local currency basis revenue growth continued to increase, albeit slightly, in Japan, the US, and Europe, with momentum improving compared to Q2.
- The increase in operating profit was modest due to the impact of a delayed shift to new office products.

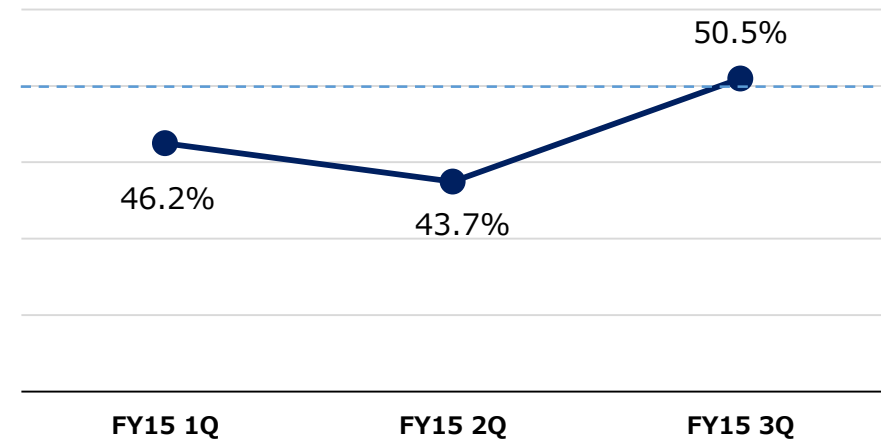


Healthcare Business financial results YoY transition

	Revenue			Operating Profit		
	1Q	2Q	3Q	1Q	2Q	3Q
Results	¥17.9bn	¥22.4bn	¥22.0bn	¥0.1bn	¥1.4bn	¥0.8bn
YoY	¥1.8bn	¥2.0bn	¥3.2bn	¥0.0bn	¥0.2bn	¥0.6bn
Forex impact	¥1.0bn	¥1.0bn	¥0.2bn	¥0.4bn	¥0.3bn	-¥0.1bn
Forex adjusted change	¥0.8bn	¥1.0bn	¥3.0bn	-¥0.3bn	-¥0.0bn	¥0.7bn

- Steady progress, with sales continuing to show consecutive quarterly gains.
- Sales were driven by DR overseas and by diagnostic ultrasound systems in Japan, with digital products growing to top 50% of sales in Q3.
- Real operating profit grew sharply in Q3. The rise in sales of digital products and the resulting increase in the take-up rate for service contracts contributed.

Digitalization ratio transition of sales



Key issues in the second half of fiscal 2015: Business Technologies Business

Office Service

- Maximize effect of new products (engine for next generation)
- Policy of “profits first” and sales of high-value-added products will be kept in place.
 - ✓ Strengthening sales of high-segment models to target customers with likely high-print-volume needs.
 - ✓ Accelerating hybrid-type sales and expanding machines in field/print volumes.
 - ✓ Make operations of conventional businesses even more resilient.
- Strategy by region
 - ✓ In Japan, we will improve the rate of success in business negotiations with a high-value-added approach to “genre-top” value.
 - ✓ In North America, strengthen sales of high-segment machines.
 - ✓ In Europe, utilize new products to the maximum extent and increase sales.

Commercial and Industrial Printing

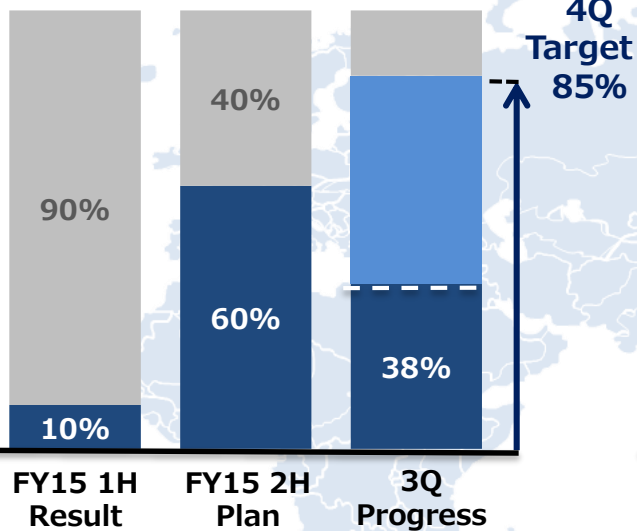
- MPP flagship “bizhub Press C1100” has maintained its momentum.
- Reinforce approach to major commercial printing customers with likely high-print-volume needs.

Office services field : progress of shift to new A3 color products

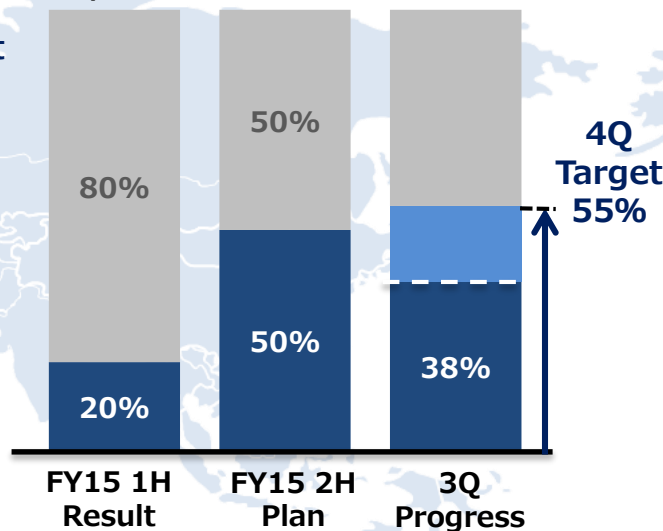
- Number of units sold in Europe generally in line with plans. Maximizing profits with a full-scale shift to new products in Q4.
- Overall number of units sold was weak in US and Japan; putting all efforts into catching up in Q4.

Percentage distribution of new products

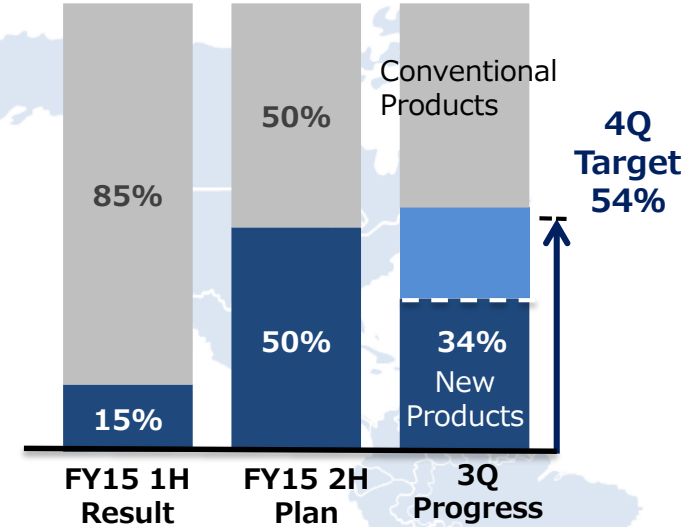
Europe



Japan

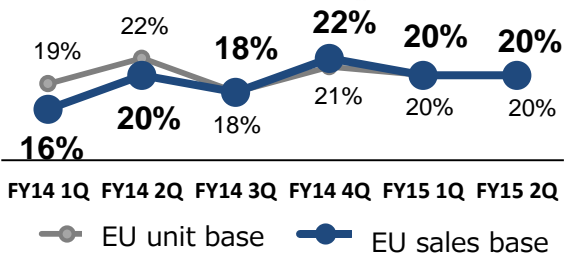


North America



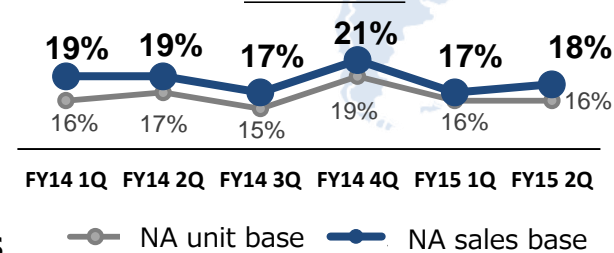
A3 color MFP share in

Europe



A3color MFPshare in

N.America



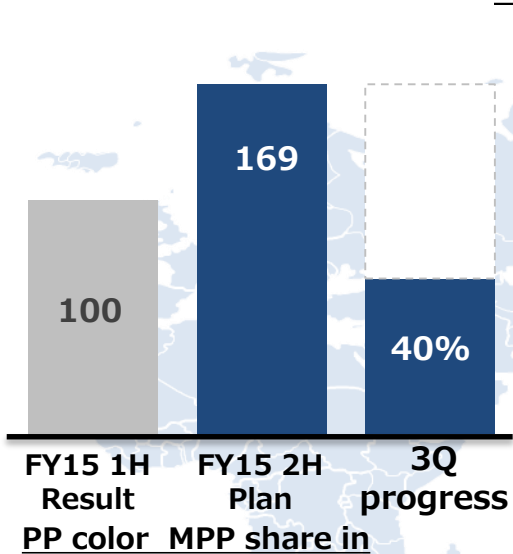
bizhub C287 series

bizhub C368 series

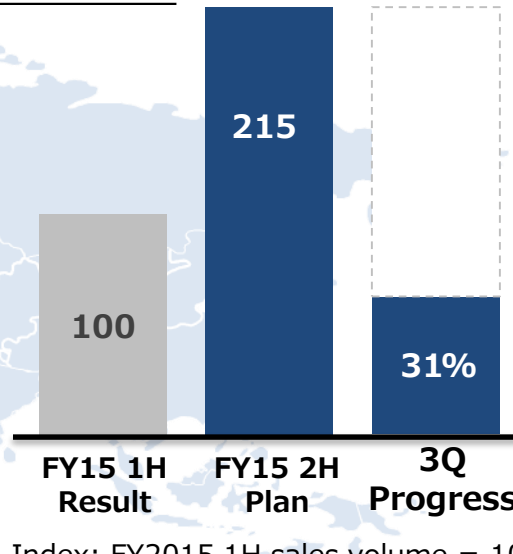
Commercial and industrial printing field: Progress of expanded sales for C1100 series

- In Europe and North America, maintain our currently-held largest market share in the MPP segment.
- After steady progress in Europe in Q3, targeting further increases in Q4.
- North America was slightly under target in Q3, but will go all-out to catch up in Q4.

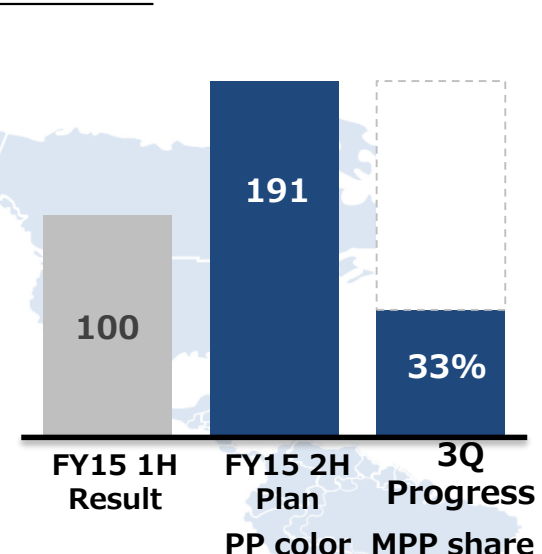
Europe



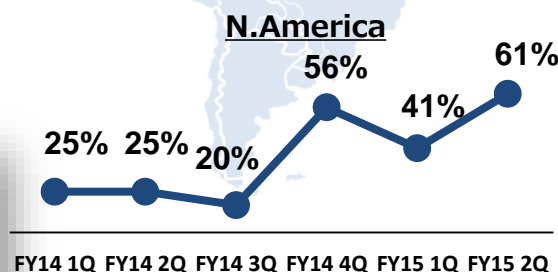
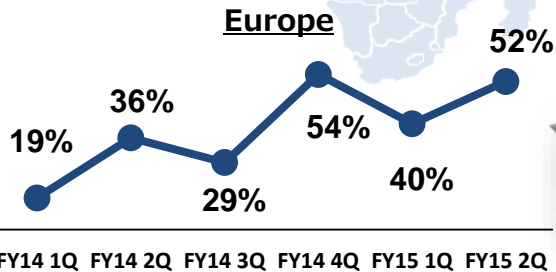
North America



Worldwide



* Index: FY2015 1H sales volume = 100



bizhub PRESS C1100 series

Key issues in the second half of fiscal 2015: Businesses other than Business Technologies Business

Healthcare

- In Japan, expand revenue with DR and maintenance services, and utilize ultrasound on a full scale in orthopedic surgery.
- In the US, expand sales through increased DR sales and the acquisition of Viztek.

Measuring Instruments

- Acquire major clients in the display market, automobile clients, and major IT clients.
- Expand sales with new KM and IS products.
- Expand manufacturing inspection solutions through affiliation with Radiant.

Performance Materials

- Currently acquiring sequential customer certification for new VA-TAC films with improved water resistance; start full-scale mass production in the second half.
- Accelerate business domain expansion with new product lines including 20 μ m optical ultra-thin film and QWP.

Fiscal 2015 full-year forecasts

While recognizing variations in strength between businesses, we have left the forecasts for segments/the Group as a whole unchanged.

Primarily through higher sales of new products in the Business Technologies Business and Healthcare Business, we will work tenaciously to achieve our public forecasts.

<Previous forecast: announced October 29, 2015>

Revenue : ¥1080.0bn (YoY +8%)

Operating Profit : ¥73.0bn (YoY +11%)

Profit : ¥47.0bn (YoY +15%)
(Profit attributable to owners of the company)

* 4Q forex assumptions: 1 USD = ¥120; 1 euro = ¥135

✓ ROE : 9.5%

✓ Dividend forecast: unchanged at ¥30 per share

(increase of ¥10 per share over previous year)

* Interim/year-end dividend: each ¥15 per share (previous year: each ¥10 per share)

Investment Indicators

Selected as a “Kenko Keiei (Health & Productivity Management) Brand” for the second consecutive year since the program started

- This is a joint initiative of the Ministry of Economy, Trade and Industry and the Tokyo Stock Exchange. Twenty-five companies, including Konica Minolta, were chosen from among companies listed on the TSE.
- The strength of health management at Konica Minolta lies in our management system based on data management and the PDCA cycle and underpinned by solid principles and frameworks.
- We have begun to take mental health measures in recent years as well.

Management Evaluation

Environmental Management Survey: Konica Minolta ranks first place in the overall manufacturing sector for the second consecutive year in the Environmental Management Survey

- Konica Minolta is pursuing its environmental initiatives, such as energy-saving and resource-saving programs, around the world. Such activities not only reduce CO₂ emissions, but also lower production costs and raw material use, and are crucial in reinforcing business competitiveness.
- We have been proactively providing effective Company practices and environmental technologies and expertise to customers and suppliers without capital relationships.



KONICA MINOLTA

Settlement of accounts summary for 3Q / March 2016

3Q/Mar 2016 financial results highlight- overview

	9M		YoY	3Q		YoY	[¥ billions]		
	Mar 2016	Mar 2015		Mar 2016	Mar 2015				
Revenue	762.3	728.0	5%	255.1	253.6	1%			
Gross profit	366.9	357.9	3%	122.7	124.7	-2%			
<i>Gross margin ratio</i>	<i>48.1%</i>	<i>49.2%</i>	-	<i>48.1%</i>	<i>49.2%</i>	-			
Operating profit	41.6	47.1	-12%	13.4	16.3	-18%			
<i>Operating margin ratio</i>	<i>5.5%</i>	<i>6.5%</i>	-	<i>5.2%</i>	<i>6.4%</i>	-			
Profit before tax	40.5	48.7	-17%	13.2	16.9	-22%			
<i>Pretax margin ratio</i>	<i>5.3%</i>	<i>6.7%</i>	-	<i>5.2%</i>	<i>6.7%</i>	-			
Profit attributable to owners of the company	26.5	29.9	-11%	9.2	10.4	-12%			
<i>Margin of profit attributable to owners of the company ratio</i>	<i>3.5%</i>	<i>4.1%</i>	-	<i>3.6%</i>	<i>4.1%</i>	-			
FCF	-46.4	27.3		-6.0	11.4				
	FOREX	[Yen]	USD	121.70	106.87	14.83	121.50	114.54	6.96
			euro	134.36	140.30	-5.94	132.95	143.07	-10.12

9M/Mar 2016 financial results highlight- segment

Revenue	9M		YoY	3Q		YoY	【¥ billions】	
	Mar 2016	Mar 2015		Mar 2016	Mar 2015			
Business Technologies	616.1	583.8	6%	206.9	206.7	0%		
Office Services	450.6	434.0	4%	150.5	151.2	0%		
Commercial/Industrial print	165.5	149.7	11%	56.4	55.4	2%		
Healthcare	62.2	55.2	13%	22.0	18.8	17%		
Industrial Business	81.7	87.0	-6%	25.5	27.5	-7%		
Industrial Optical Systems	39.9	40.1	0%	12.8	12.7	1%		
Performance Materials	41.8	46.8	-11%	12.6	14.7	-14%		
Others	2.3	2.1	-	0.8	0.7	-		
Group Overall	762.3	728.0	5%	255.1	253.6	1%		

Operating profit	9M		YoY	3Q		YoY		
	Mar 2016	Mar 2015		Mar 2016	Mar 2015			
Business Technologies	50.9	50.1	2%	16.5	19.2	-14%	8.3%	8.6%
Healthcare	2.3	1.4	58%	0.8	0.2	243%	3.7%	2.6%
Industrial Business	13.3	17.1	-22%	2.8	4.0	-30%	16.3%	19.7%
Eliminations and Corporate	-24.9	-21.6	-	-6.8	-7.2	-	0.0%	-
Group Overall	41.6	47.1	-12%	13.4	16.3	-18%	5.5%	6.5%

Business Technologies Business- 9 months overview

9M Revenue : ¥616.1bn (YoY +6%)

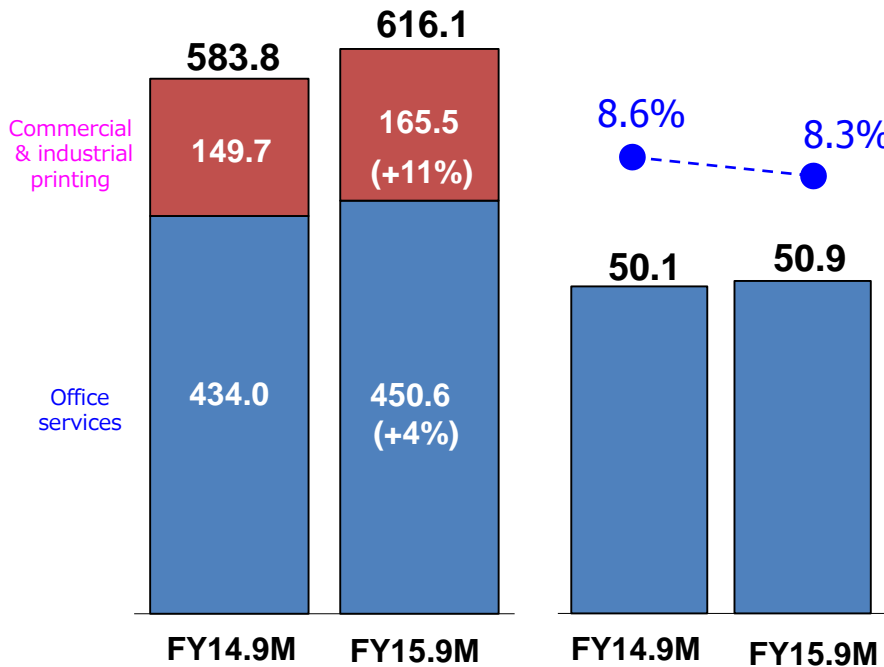
- New products in the office services field and flagship color products in commercial and industrial printing field drove higher revenue.

9M Operating Profit : ¥50.9bn (YoY +2%)

- The strengthening of the yen against the euro, which has a substantial impact on profits, accelerated sharply in the latter half of the period under review, limiting the rise in profit.

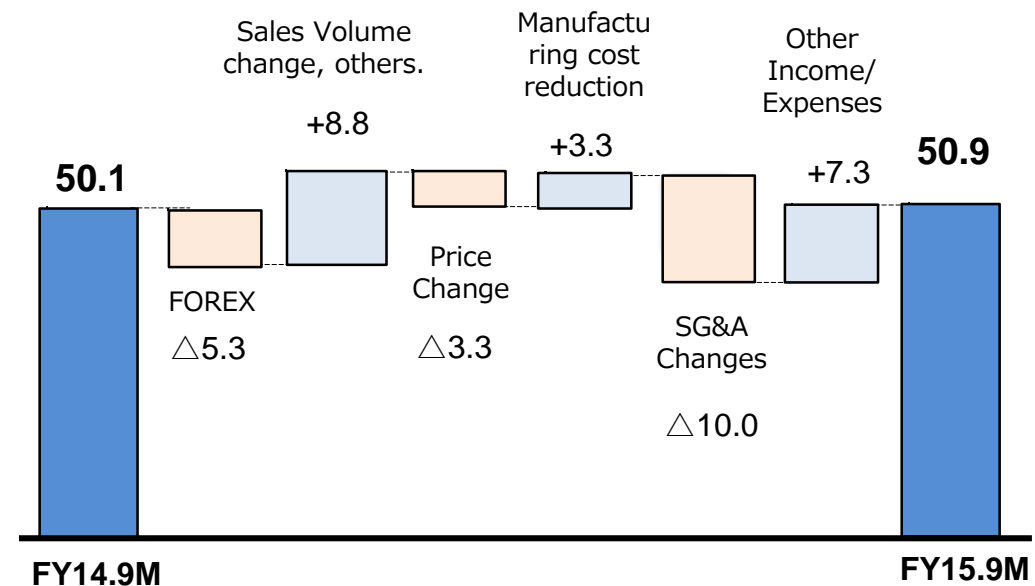
Revenue/Operating Profit

Left: Revenue Right: Operating Profit ●OP Ratio [¥ billions]



Operating Profit Analysis

[¥ billions]



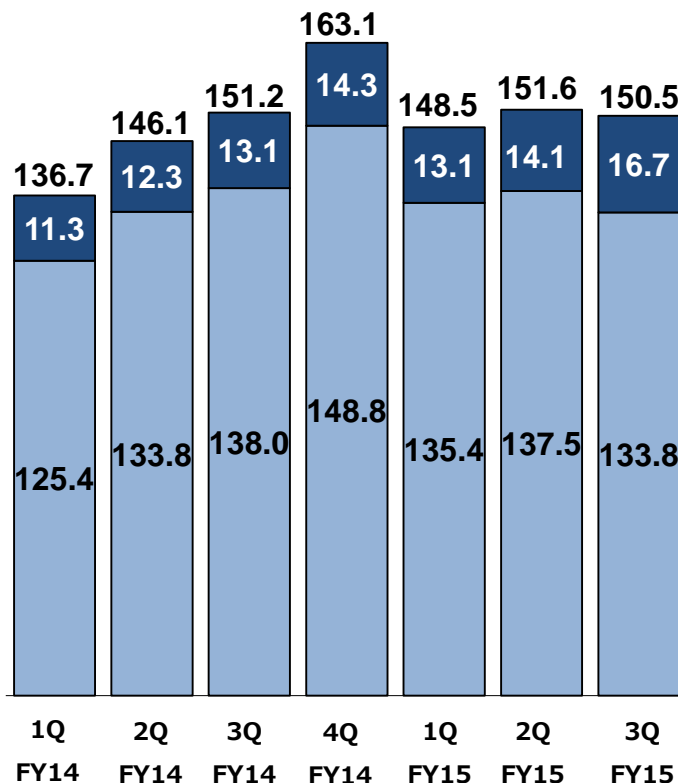
Business Technologies Business : Office Service Field – sales performance

□ 3Q Revenue : ¥150.5bn (YoY Δ 0%)

- Avoided price competition and continued with added-value strategy. Forex also had an impact and sales were flat year on year.
- IT service solutions / OPS / GMA grew steadily, primarily in Europe and the US.

Quarterly Revenue Transition

[¥ billions]



IT Service Solution

¥16.7bn
(YoY +28%)

Office Product

¥133.8bn
(YoY -3%)

OPS ¥23.0bn
YoY+18%

GMA ¥7.7bn
YoY+11%

3Q Summary

- ✓ In the US a proposal to an educational institution for improving the efficiency of document management and workflow was well-received and led to a contract win. In France, the synergy effects of direct sales became noticeable.
- ✓ Showing that “non-price competition” that does not depend on pricing elements is starting to gather speed.

- ✓ Grew sales of high-segment A3 color equipment in Europe and the US.

- ✓ In GMA we won a new large-scale contract with a major European general construction company.

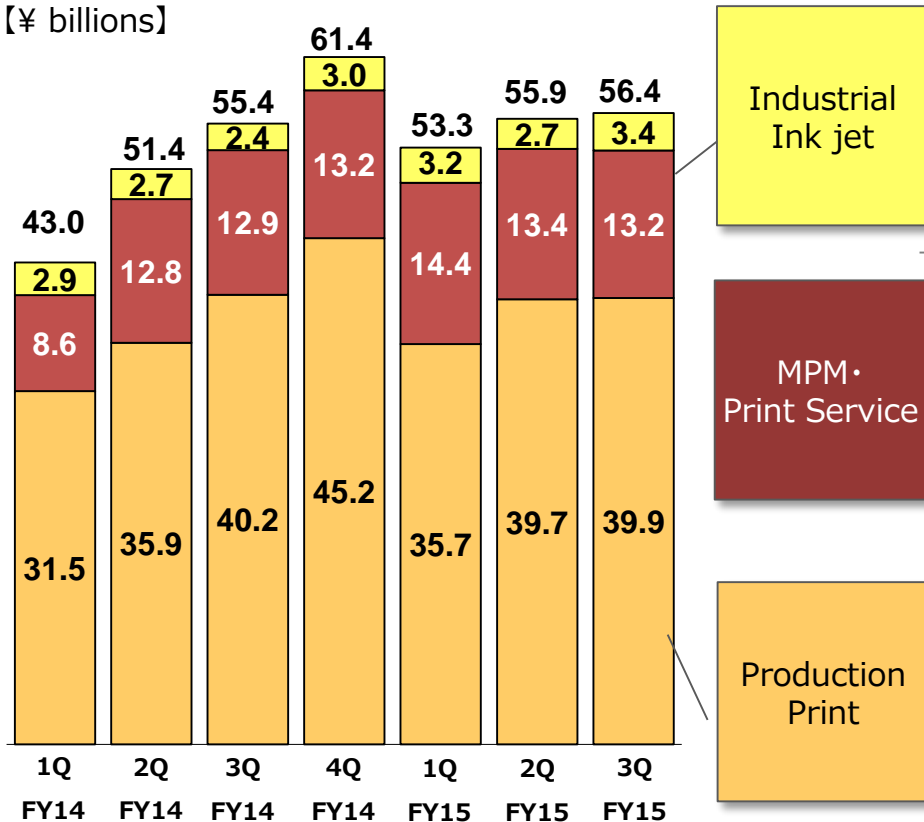
Business Technologies Business : Commercial and Industrial Printing Field - sales performance

3Q Revenue : ¥56.4bn (YoY +2%)

- Sales of the color flagship “bizhub PRESS C1100” series remained solid, mostly in the European and US markets.
- For MPM / print services, the expansion of the business field through contract wins in digital services and made a contribution.

Quarterly Revenue Transition

【¥ billions】



Revenue

¥3.4bn
(YoY +42%)

Industrial Ink jet

¥13.2bn
(YoY +2%)

MPM·
Print Service

¥39.9bn
(YoY -1%)

Production Print

3Q Summary

- ✓ Components remained solid in both the US and Europe as well as China.
- ✓ In Textiles, three new models were exhibited at ITMA. Business negotiations continue, mainly in Europe.
- ✓ At one of the world's largest household goods manufacturers, we expanded the existing contract from traditional printing to digital content management.
- ✓ We concluded a creative services contract with the Football Association in the UK.
- ✓ The “bizhub PRESS C1100” series remained solid primarily in the European and US markets.
- ✓ Large orders for monochrome equipment in the same period of the previous year made comparisons difficult and revenue fell.

Healthcare Business Field : 9 months overview

9M Revenue : ¥62.2bn (YoY +13%)

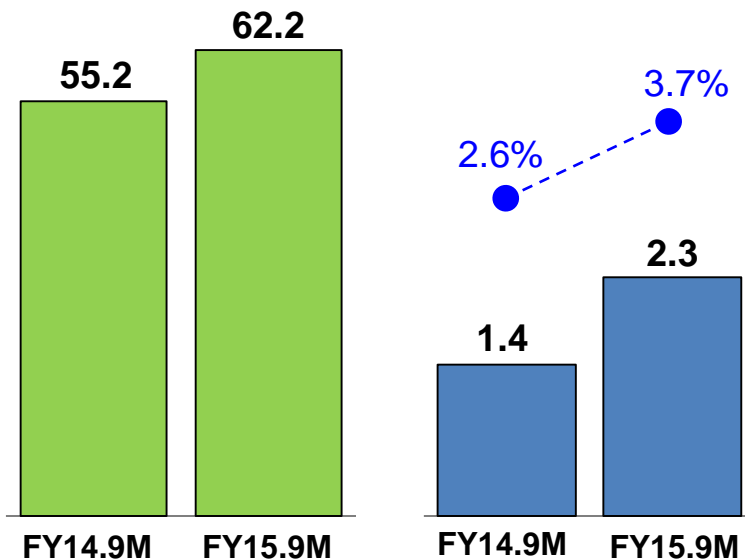
➤ Domestic sales, mostly for digital equipment, were strong in Japan while new acquisition Viztek contributed from Q3 onward, leading to double-digit growth in revenue.

9M Operating profit : ¥2.3bn (YoY +58%)

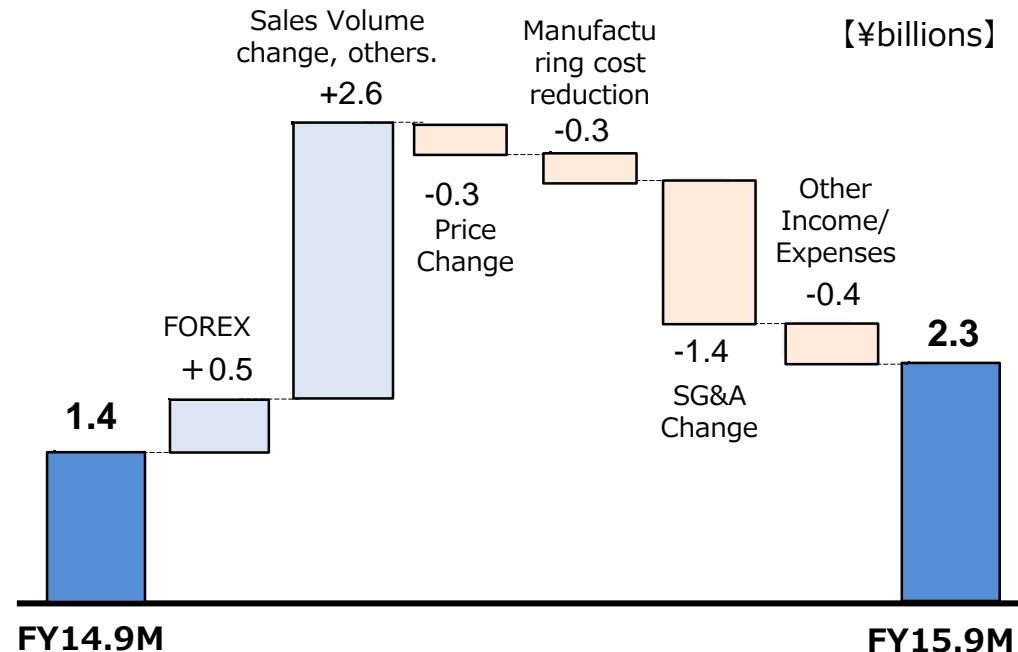
➤ Mainstay digital products posted higher sales. Service contracts, which are based on the installed base of these products and equipment, increased and contributed to improved profitability and a significant rise in profit.

Revenue/Operating Profit

Left: Revenue Right: Operating Profit ●OP Ratio [¥billions]



Operating Profit Analysis



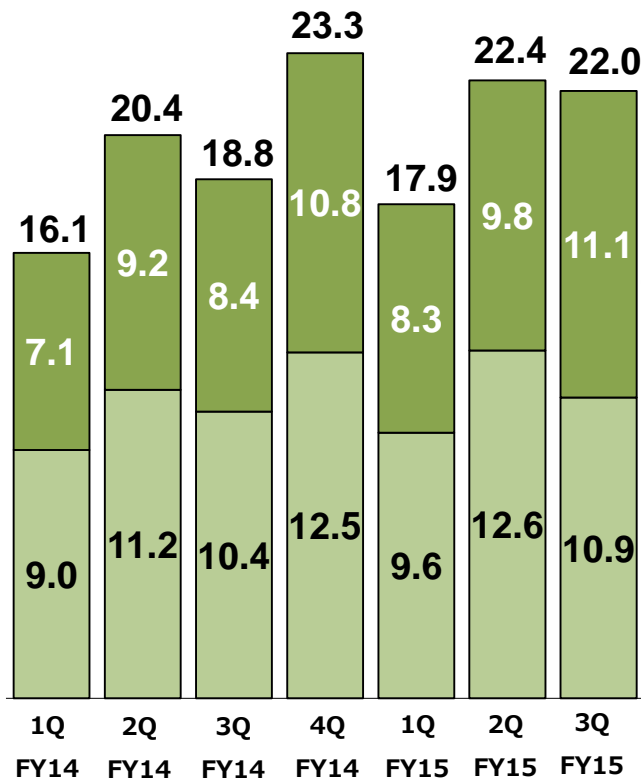
Healthcare Business –sales performance

□ 3Q Revenue : ¥22.0bn (YoY +17%)

- In Japan, diagnostic ultrasound systems and PACS grew substantially and DR recorded sales growth, primarily overseas.
- Digital accounted for more than 50% of the total and the shift to digital is making steady progress.

Quarterly Revenue Transition

【¥billions】



Digital

¥11.1bn
(YoY +32%)

Analog/
Others

¥10.9bn
(YoY +5%)

3Q Summary

- ✓ “AeroDR” sales rose, mostly overseas.
- ✓ The SONIMAGE HS1 diagnostic ultrasound system has been very well received in the field of orthopedic surgery and sales expanded sharply in Japan.
- ✓ In Japan, PACS was solid.

- ✓ Domestic sales of local procurements remained strong.

※ **Digital** : X-ray systems(DR,CR), Ultrasound diagnostic imaging systems, Medical IT service etc.
Analog and others. : Film, Imager, Local procurements etc.

Industrial Business – 9 months overview

9M Revenue : ¥81.7bn (YoY -6%)

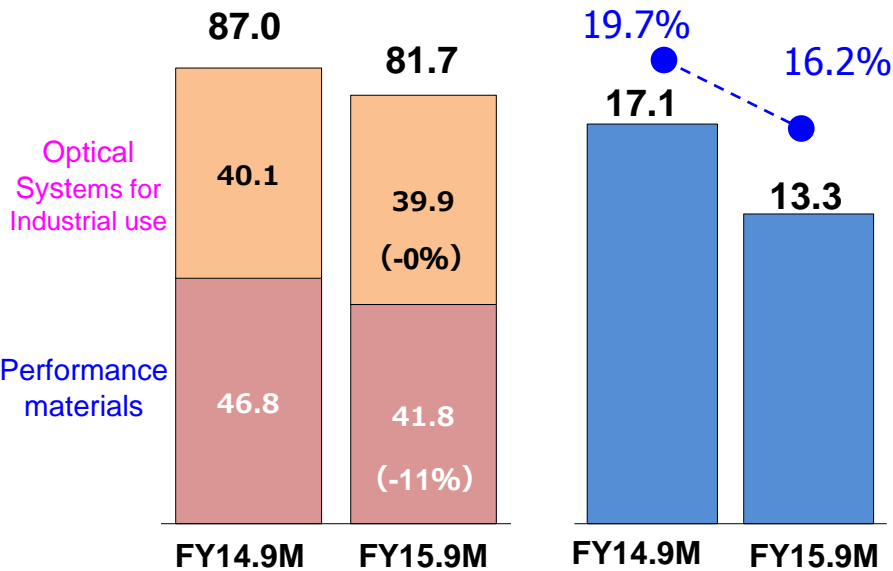
- Performance materials revenue fell due to market conditions, but optical systems for industrial use were at roughly previous-year levels.
- Measuring instruments were helped by the impact of the Radiant acquisition and in lenses for industrial and professional use, projector lenses were strong.

9M Operating profit : ¥13.3bn (YoY -22%)

- Performance materials were hit by falling sales and price pressure, leading to lower profit.
- Profit at optical systems for industrial use fell due to higher R&D expenses and acquisition costs.

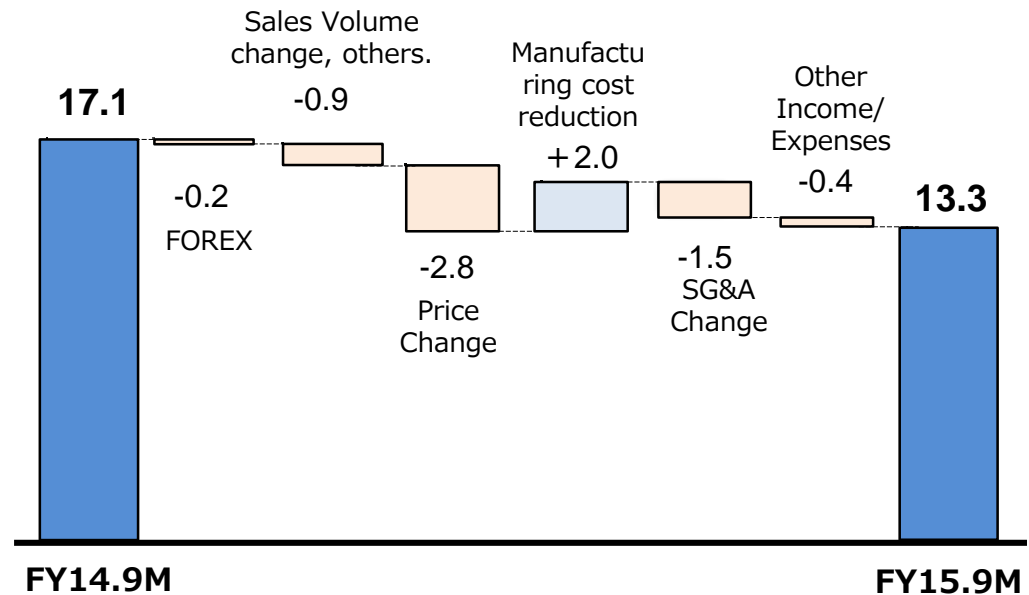
Revenue/Operating Profit

Left: Revenue Right: Operating Profit ● OP Ratio [¥billions]



Operating Profit Analysis

[¥billions]

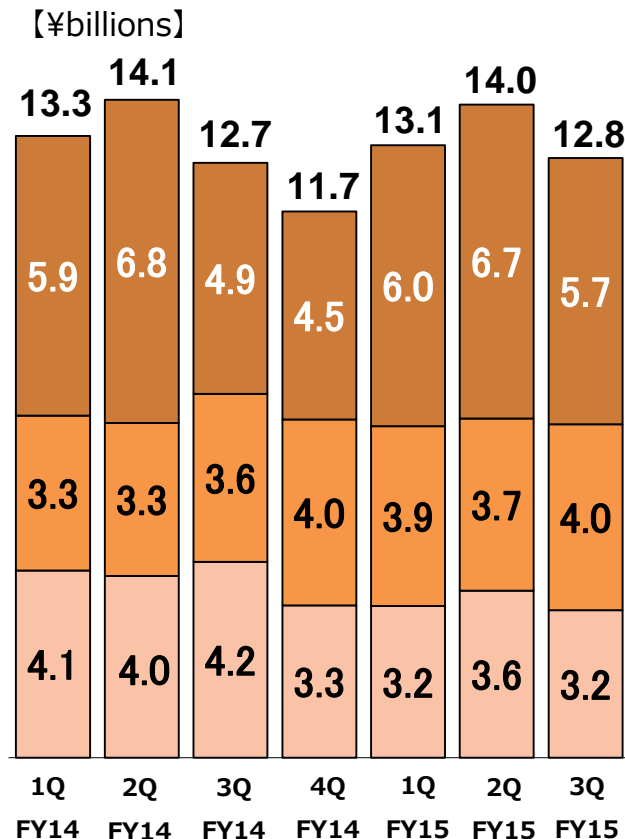


Industrial business : Optical systems for industrial use- sales performance

▣ 3Q Revenue : ¥12.8bn (YoY + 1%)

- The growth areas of measuring instruments and lenses for industrial and professional use posted double-digit increases in revenue, offsetting declines in other lenses and maintaining sales at previous-year levels.

Quarterly Revenue Transition



Revenue

¥5.7bn
(YoY + 15%)

- ✓ Measuring instruments, helped by the Radiant acquisition, posted higher revenue.

¥4.0bn
(YoY + 11%)

- ✓ Lens units for projectors were the driver, with solid sales of those bound for high-brightness projectors used at events for projection mapping, etc.

¥3.2bn
(YoY -25%)

- ✓ Compact camera lenses and pickup lenses for optical disks were hit by falling demand and sales declined.

Measuring Instrument

Industrial & Professional Lens

Others

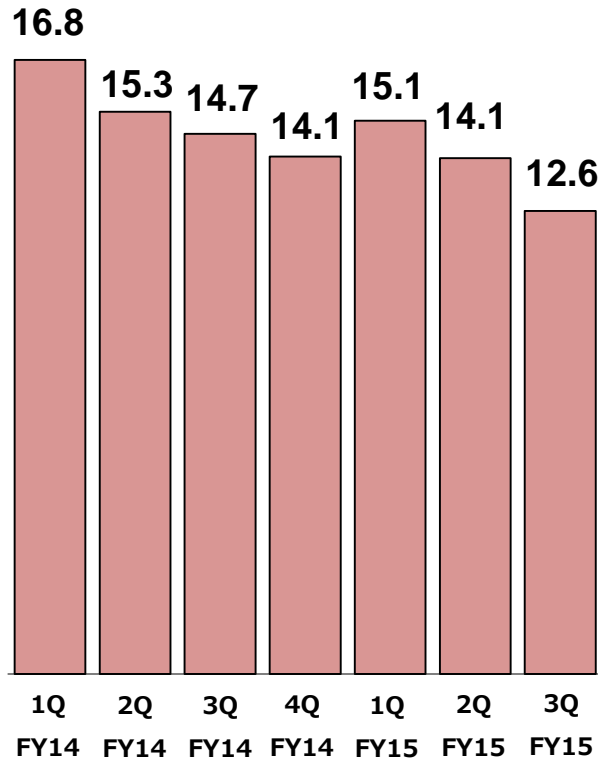
Industrial Business: Performance Materials Field - sales performance

□ 3Q revenue : ¥12.6bn (YoY -14%)

- Due to increasingly challenging market conditions, TAC film for large LCD televisions slowed. Although thin-film TAC recovered from the previous quarter, overall revenue fell.

Quarterly Revenue Transition

[¥billions]



■ For FPD

- Large size
- Small & medium size

- ✓ Demand for large LCD televisions declined due to worsening economic conditions in emerging countries
- ✓ The April start-up of the mass-production factory for QWP film is proceeding according to plan.

■ For new field business

- Window film
- Barrier film

- ✓ We continue to bolster sales of window film in the Middle East and in ASEAN countries.
- ✓ Barrier film is in the final stages before customer certification for use in quantum dot (QD) television.

3 Q Summary



KONICA MINOLTA

Supplementary Information

3Q/Mar 2016 financial results highlight- overview

	9M	9M	YoY	3Q	3Q	【¥ billions】
	Mar 2016	Mar 2015		Mar 2016	Mar 2015	YoY
Revenue	762.3	728.0	5%	255.1	253.6	1%
Gross profit	366.9	357.9	3%	122.7	124.7	-2%
<i>Gross margin ratio</i>	<i>48.1%</i>	<i>49.2%</i>	-	<i>48.1%</i>	<i>49.2%</i>	-
Operating profit	41.6	47.1	-12%	13.4	16.3	-18%
<i>Operating margin ratio</i>	<i>5.5%</i>	<i>6.5%</i>	-	<i>5.2%</i>	<i>6.4%</i>	-
Profit before tax	40.5	48.7	-17%	13.2	16.9	-22%
<i>Pretax margin ratio</i>	<i>5.3%</i>	<i>6.7%</i>	-	<i>5.2%</i>	<i>6.7%</i>	-
Profit attributable to owners of the company	26.5	29.9	-11%	9.2	10.4	-12%
<i>Margin of profit attributable to owners of the company ratio</i>	<i>3.5%</i>	<i>4.1%</i>	-	<i>3.6%</i>	<i>4.1%</i>	-
EPS [Yen]	53.32	58.97		18.49	20.82	
CAPEX	35.2	33.1		13.1	7.5	
Depreciation and Amortization Expenses	37.5	35.3		12.5	12.5	
R&D expenses	56.8	55.1		18.7	18.7	
FCF	-46.4	27.3		-6.0	11.4	
Investment and lending	51.5	15.8		8.8	3.6	
FOREX [Yen] USD	121.70	106.87	14.83	121.50	114.54	6.96
euro	134.36	140.30	△ 5.94	132.95	143.07	-10.12

Mar 2016 financial forecast highlight- overview

[¥ billions]

	Revised Forecast Mar 2016	Results Mar 2015	YoY
Revenue	1,080.0	1,002.8	8%
Operating profit	73.0	65.8	11%
<i>Operating margin ratio</i>	<i>6.8%</i>	<i>6.6%</i>	
Profit before tax	71.0	65.5	8%
Profit attributable to owners of the company	47.0	40.9	15%
<i>Margin of profit attributable to owners of the company ratio</i>	<i>4.4%</i>	<i>4.1%</i>	
EPS [Yen]	94.70	81.01	
ROE* (%)	9.5%	8.7%	
CAPEX	50.0		
Depreciation and Amortization Expenses	52.0		
R&D expenses	80.0		
FCF	-38.0		
Investment and loan	60.0		
*Purchase of tangible/intangible assets			
	FOREX [Yen]	USD	
		euro	
	120.00	109.93	
	135.00	138.77	

Revised from previous forecast - ¥25bn

FOREX impact per 1yen movement (Full year)

	Revenue	OP
USD	¥3.0bn	¥0.2bn
Euro	¥1.7bn	¥0.8bn

*Operating profit approx. ¥1.0 billion when factoring in other European currencies

*ROE (previous year and forecast) calculated as the ratio of profit for the year to equity attributable to owners of the company.

Mar 2016 Revenue & Operating Profit forecast highlight - segment

	Revised At Oct. 29, 2015		【¥ billions】		
	Forecast		Results		YoY
Revenue	Mar 2016		Mar 2015		
Business Technologies	875.0		808.2		8%
Office Services	635.0		597.1		6%
Commercial/Industrial print	240.0		211.2		14%
Healthcare	85.0		78.6		8%
Industrial Business	120.0		112.8		6%
Industrial Optical Systems	60.0		51.8		16%
Performance Materials	60.0		61.0		-2%
Others	-		3.2		-
Group Overall	1,080.0		1,002.8		8%
Operating profit	Forecast		Results		YoY
	Mar 2016		Mar 2015		
Business Technologies	81.0	9.3%	72.7	9.0%	11%
Healthcare	4.0	4.7%	2.1	2.7%	90%
Industrial Business	20.0	16.7%	19.7	17.5%	2%
Eliminations and Corporate	-32.0	-	-28.8	-	-
Group Overall	73.0	6.8%	65.8	6.6%	11%

Operating profit analysis

【¥ billions】

9M/Mar 2016 vs 9M/Mar 2015

[Factors]

	Business Technologies	Healthcare	Industrial Business	Total
Forex impact	-5.3	0.5	-0.2	-5.6
Price change	-3.3	-0.3	-2.8	-6.3
Sales volume change, and other, net	8.8	2.6	-0.9	9.8
Cost up/down	3.3	-0.3	2.0	5.0
SG&A change, net	-10.0	-1.4	-1.5	-12.7
Other income and expense	7.3	-0.4	-0.4	4.3

[Operating income]

Change, YoY	0.8	0.8	-3.8	-5.5
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3Q/Mar 2016 vs 3Q/Mar 2015

[Factors]

	Business Technologies	Healthcare	Industrial Business	Total
Forex impact	-3.5	-0.1	0.0	-3.8
Price change	-1.3	-0.1	-0.8	-2.2
Sales volume change, and other, net	3.2	1.8	0.1	5.1
Cost up/down	-0.3	-0.1	0.4	0.0
SG&A change, net	-2.4	-0.9	-0.8	-4.1
Other income and expense	1.7	0.0	-0.1	2.1

[Operating income]

Change, YoY	-2.7	0.6	-1.2	-2.9
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SG&A , Other income/ expenses • Finance income/loss

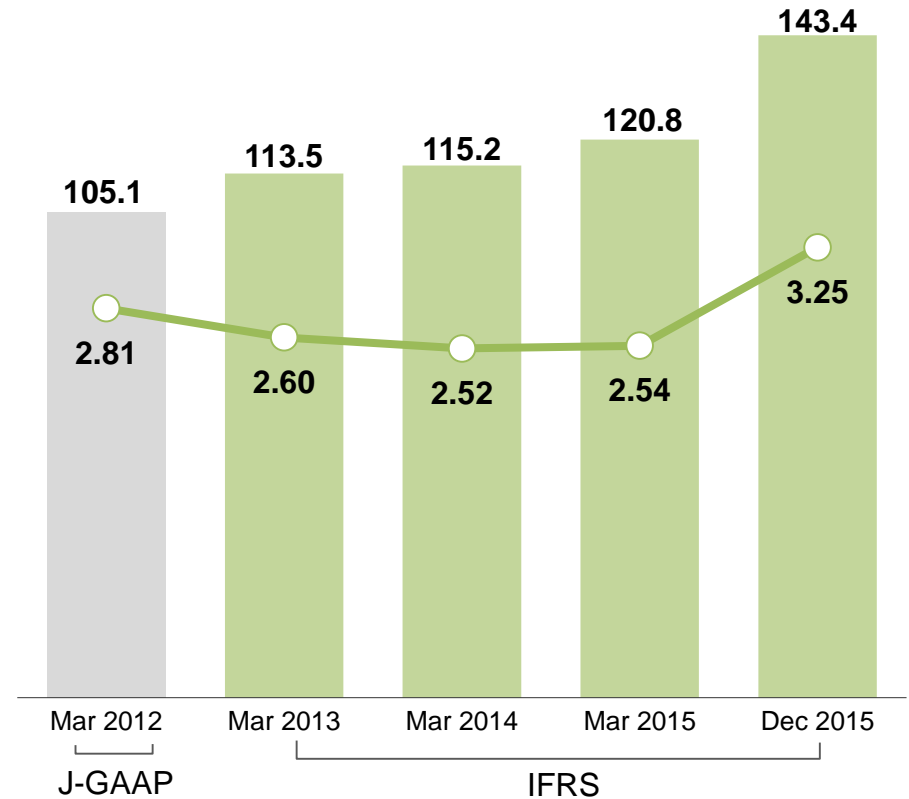
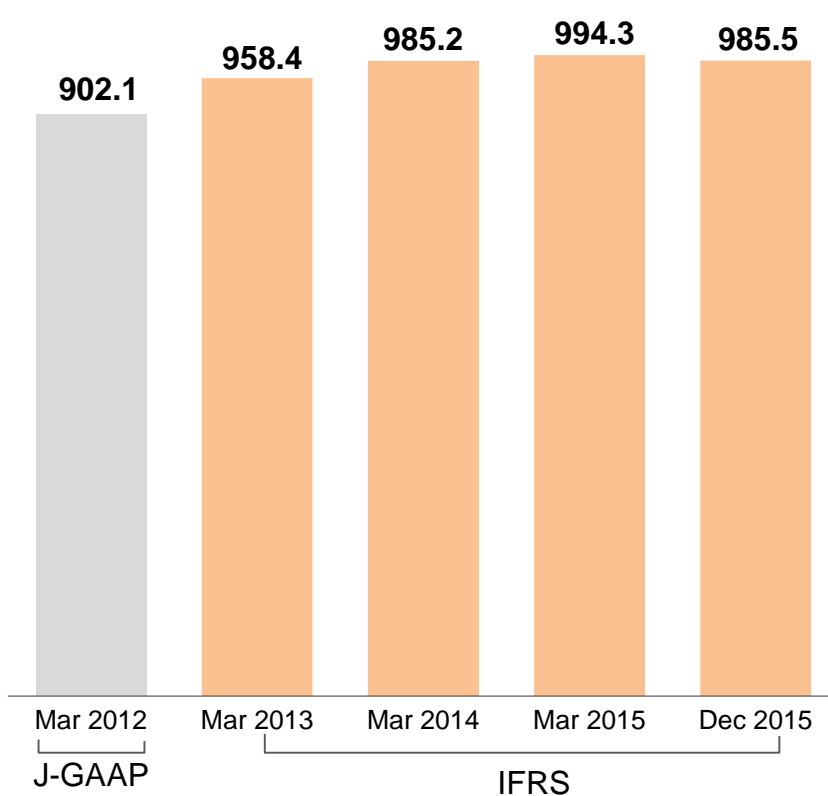
	【¥ billions】					
	9M	9M	YoY	3Q	3Q	YoY
	Mar 2016	Mar 2015		Mar 2016	Mar 2015	
SG&A:						
Selling expenses - variable	36.8	36.5	0.3	12.0	12.5	-0.5
R&D expenses	56.8	55.1	1.7	18.7	18.7	0.0
Personnel expenses	148.1	136.4	11.7	50.3	48.1	2.3
Other	81.0	75.7	5.2	27.4	26.1	1.3
SG&A total	322.7	303.8	*18.9	108.5	105.5	*3.0
	<i>* Forex impact: +¥6.3 bn. (Actual: ¥12.7bn.)</i>			<i>△¥1.1 bn. (Actual: ¥4.1bn.)</i>		
Other income:						
Gain on sales of property, plant and equipment	3.8	1.7	2.1	0.5	0.2	0.3
Other income	2.2	2.5	-0.4	0.5	0.6	-0.1
Other income total	6.0	4.3	1.7	1.0	0.7	0.3
Other expenses						
Loss on sales of property, plant and equipment	1.2	0.9	0.3	0.1	0.3	-0.1
Special extra retirement payments	2.5	-	2.5	0.0	-	0.0
Other expenses	4.9	10.4	-5.5	1.8	3.5	-1.7
Other expenses total	8.6	11.3	-2.7	1.9	3.7	-1.8
Finance income/loss:						
Interest income/Dividends received/Interest expense	-0.2	0.1	-0.3	0.0	-0.1	0.1
Foreign exchange gain/loss (net)	-0.7	1.5	-2.3	-0.2	0.8	-1.0
Other	-0.1	0.0	-0.1	0.0	0.0	0.0
Finance income/loss, net	-1.1	1.6	-2.7	-0.2	0.7	-0.9

【¥ billions】

Total assets

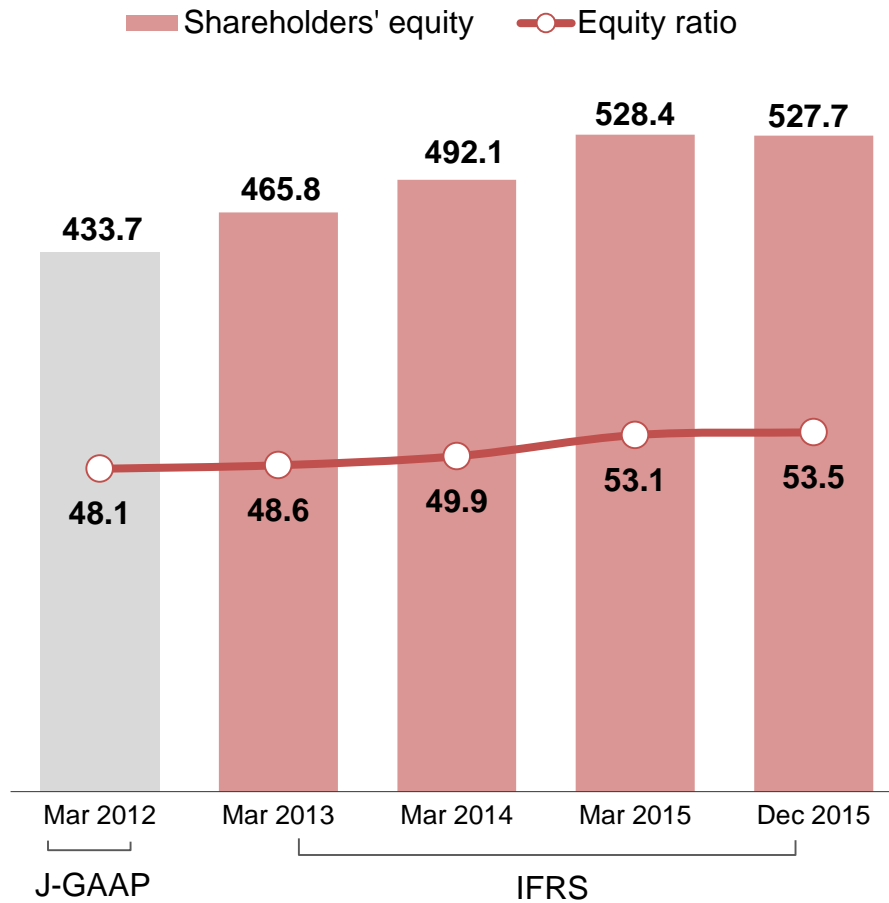
Inventories/Turnover

■ Inventories ● Turnover (months)

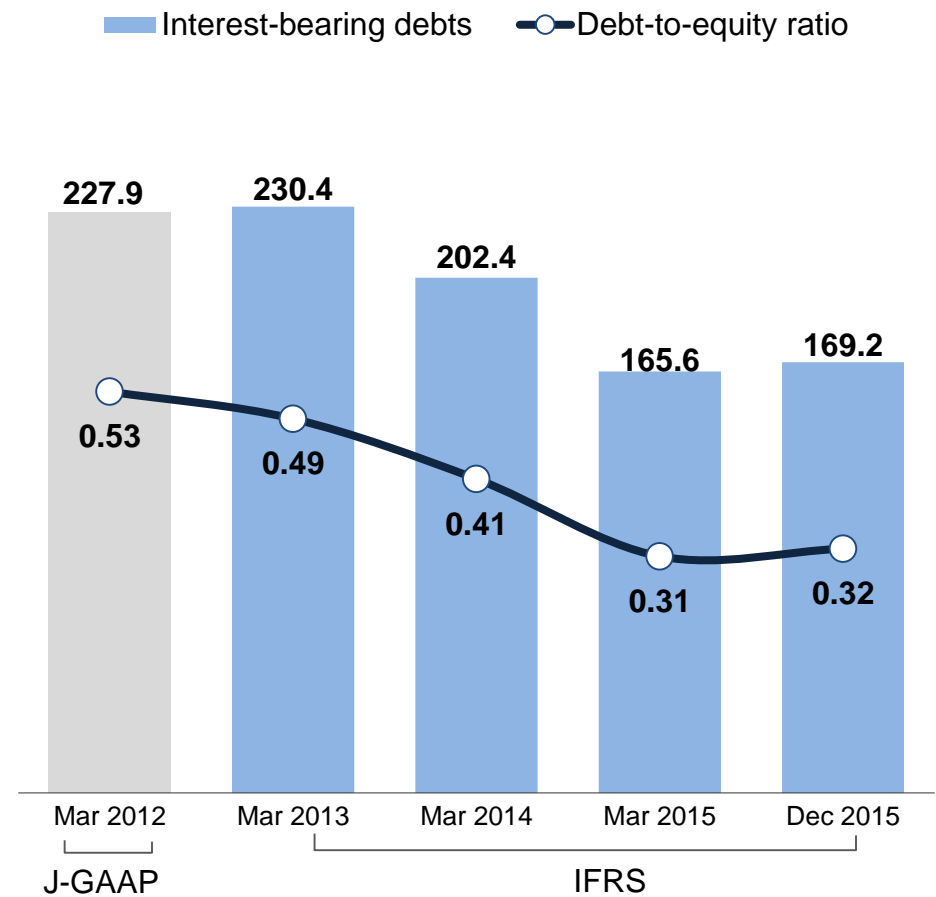


【¥ billions】

Equity & equity ratio attributable to owners of the parent company



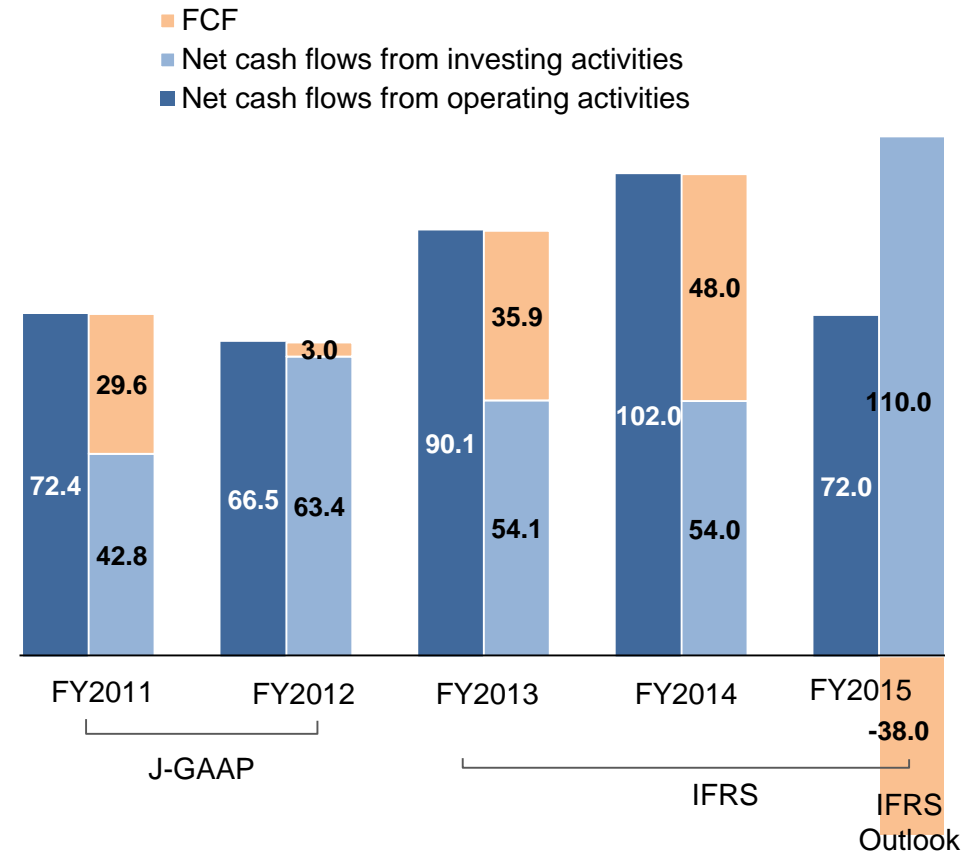
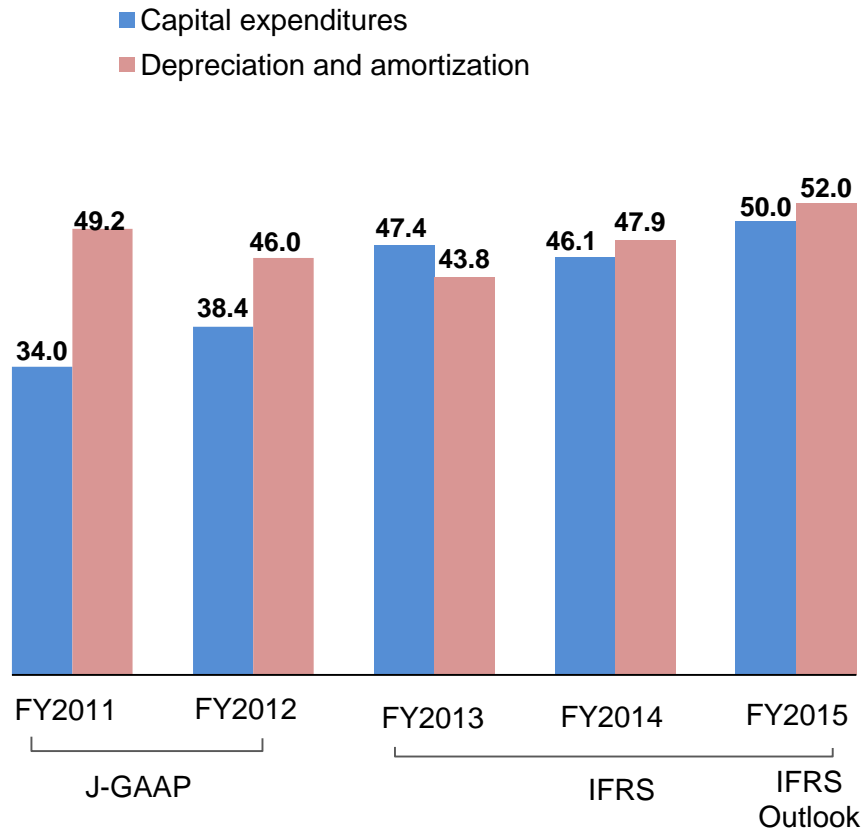
Interest-bearing liabilities & ratio of interest-bearing liabilities



【¥ billions】

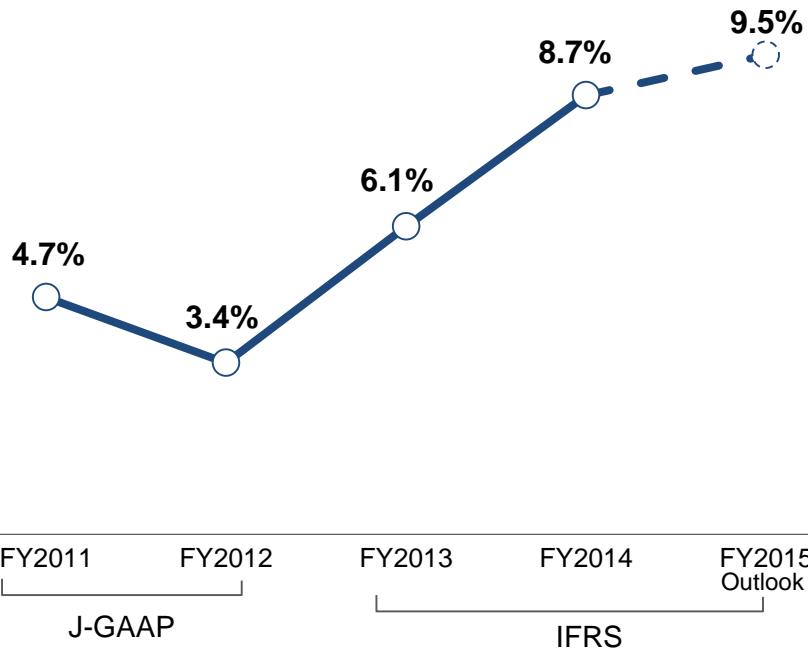
Capital Expenditure and Depreciation and Amortization Expenses

Free Cash Flows

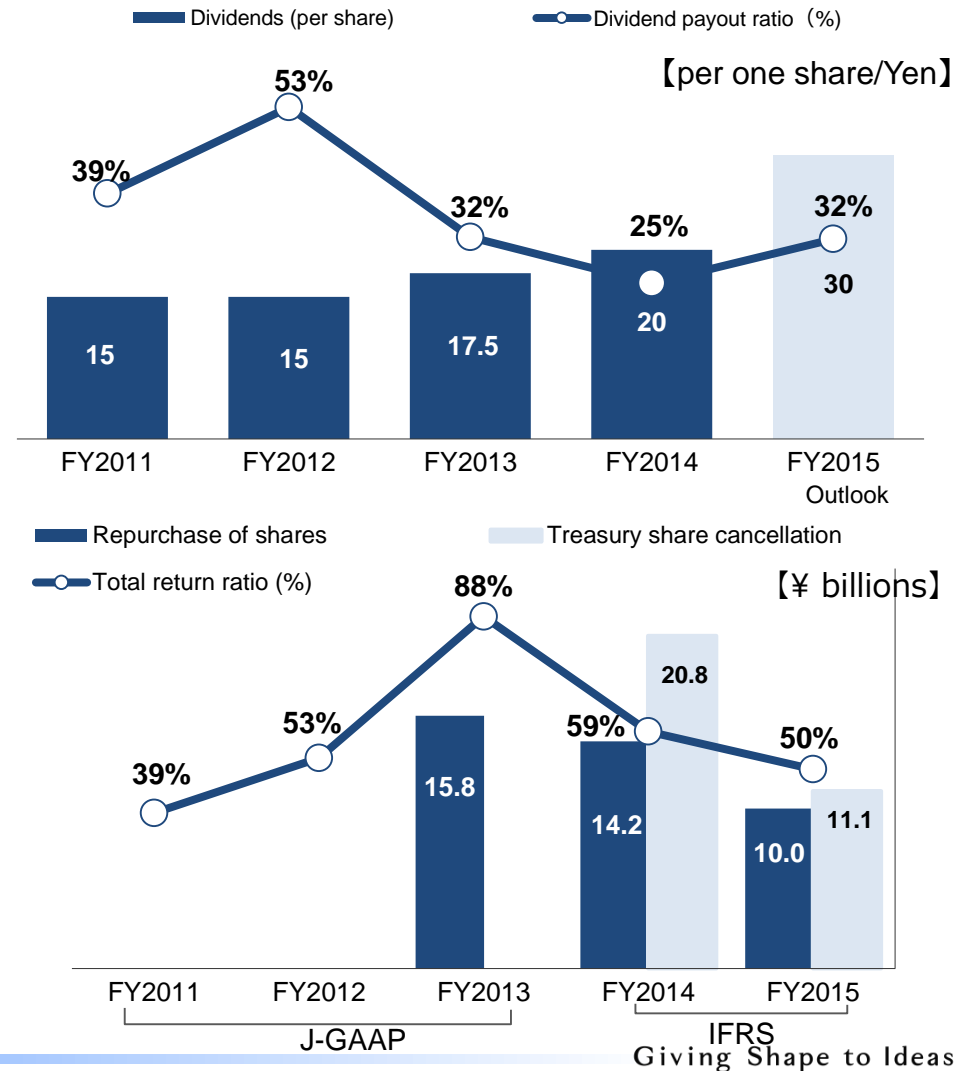


ROE

ROE: profit for the year attributable to the owners of the company, divided by the average (using figures from start and end of year) of the sum of share capital, share premium, retained earnings and treasury shares

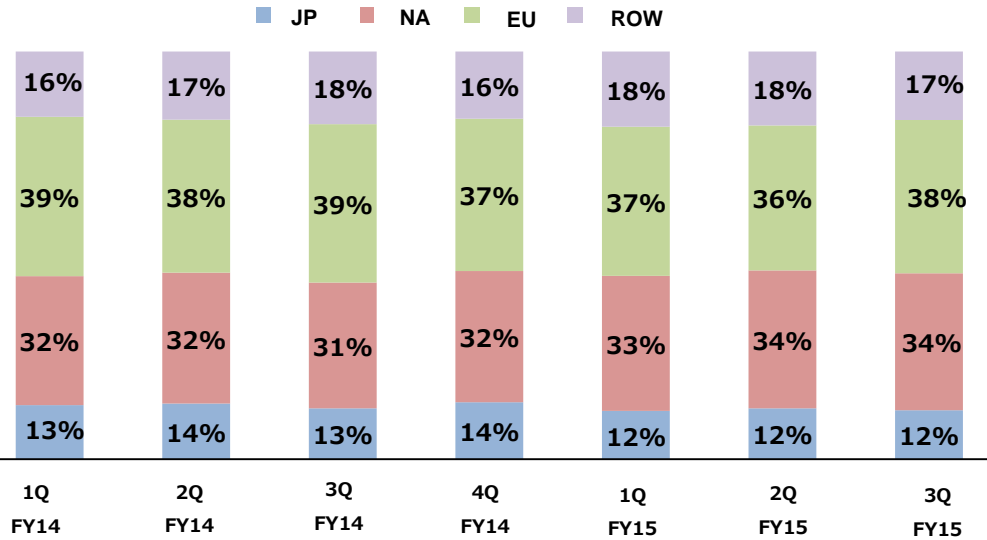


Shareholder Returns

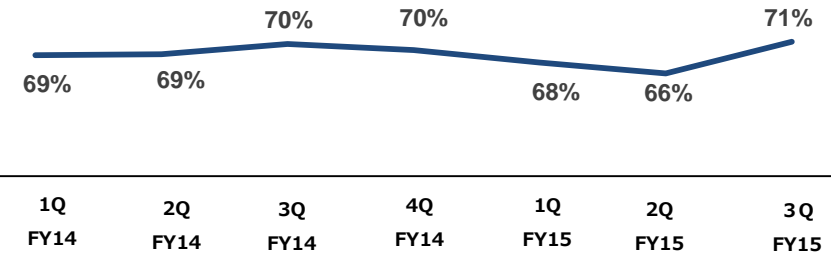


Revenue trend: Business Technologies: Quarterly transition

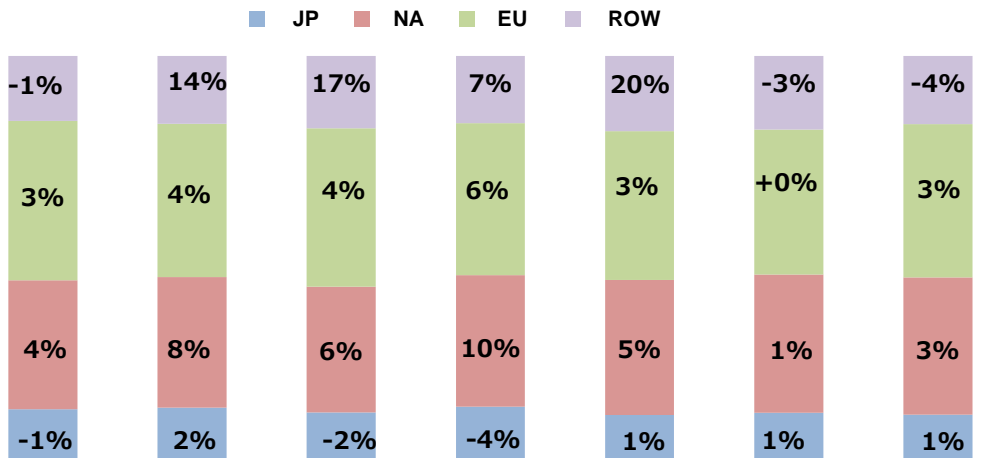
■ Composition of Revenue by region (in yen)



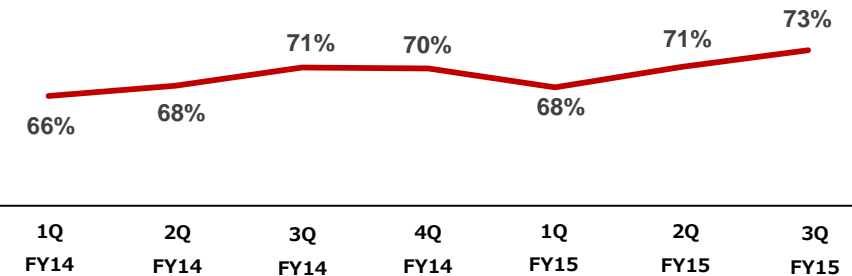
■ Percentage of color in sales of hardware (Office)



■ Change in Revenue by region (w/o FOREX)



■ Percentage of color in sales of hardware (PP)

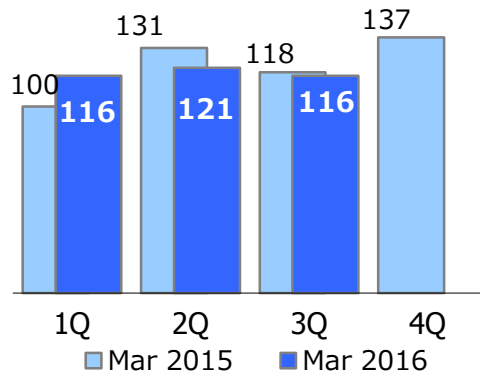


Unit sales trend: Business Technologies: Quarterly transition

A3 color MFP- Units*

YoY : $\Delta 2\%$

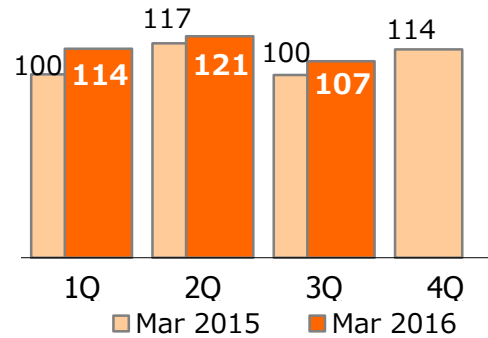
QoQ : $\Delta 4\%$



A3 mono MFP- Units*

YoY : $+7\%$

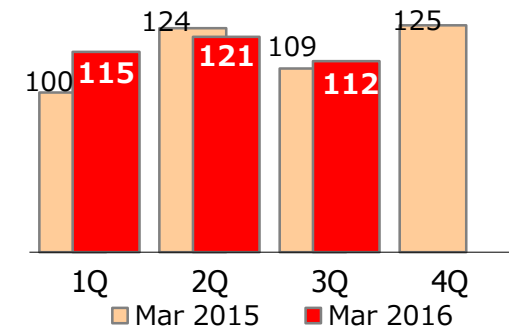
QoQ : $\Delta 11\%$



A3 MFP TTL- Units*

YoY : $+3\%$

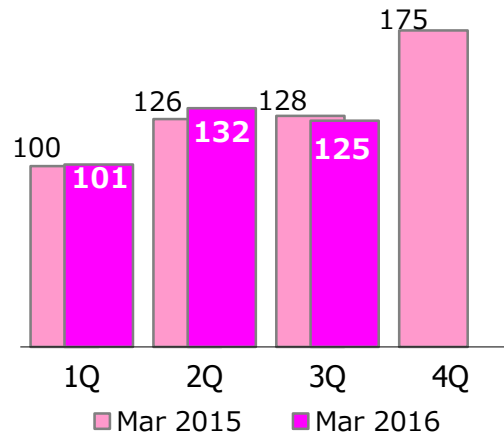
QoQ : $\Delta 8\%$



Color Production Print - Units*

YoY : $\Delta 2\%$

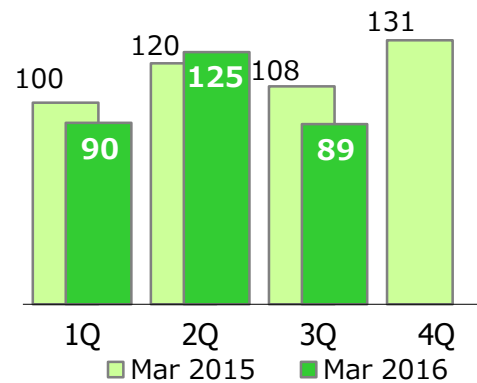
QoQ : $\Delta 5\%$



Mono Production Print - Units*

YoY : $\Delta 17\%$

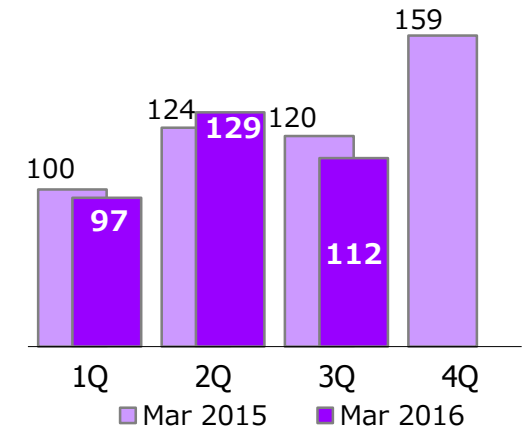
QoQ : $\Delta 29\%$



Production Print - Units*

YoY : $\Delta 7\%$

QoQ : $\Delta 14\%$

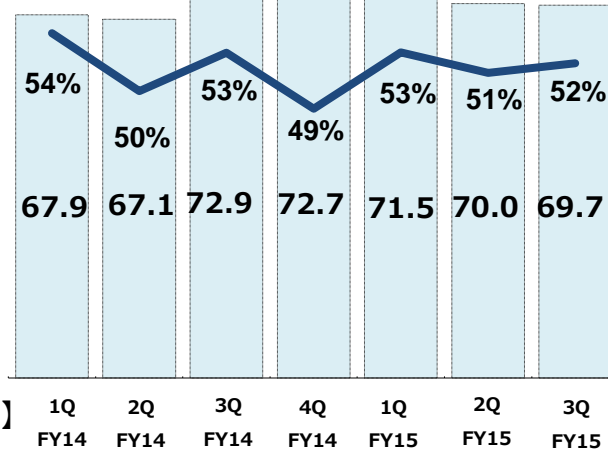


* Base index : "1Q Mar2015" = 100

Business Technologies Business: Sales results of non-hard

Revenue & ratio of non-hard

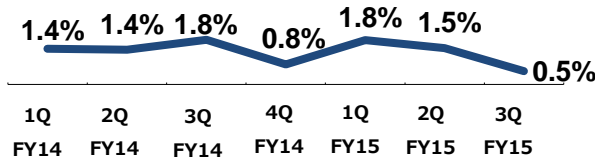
Office product



【¥billions】

YoY Revenue increase of non-hard

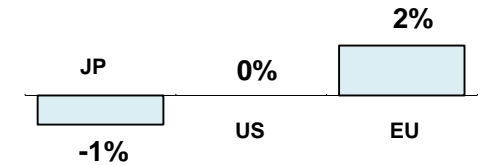
(w/o FOREX)



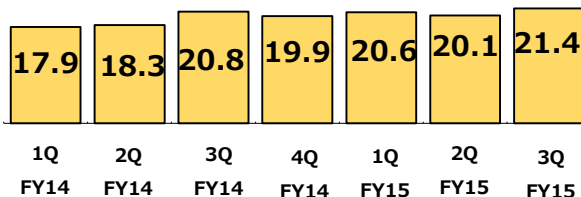
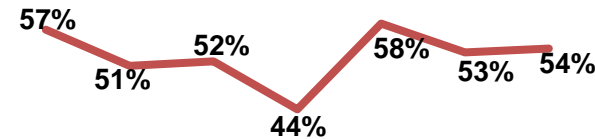
YoY Revenue increase of non-hard (regional)

【FY2015-3Q】

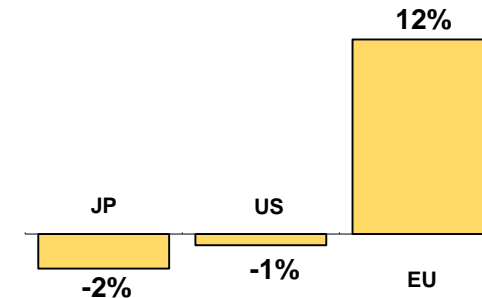
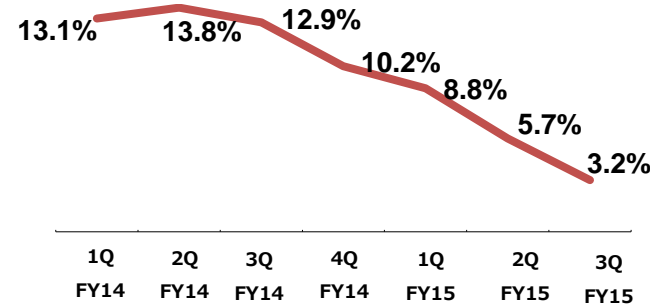
(w/o FOREX)



Production print



【¥billions】



[¥ billions]

	1Q	2Q	1H	3Q	4Q	2H	TTL
	Mar 2015	Mar 2015	Mar 2015	Mar 2015	Mar 2015	Mar 2015	Mar 2015
Revenue	226.6	247.8	474.5	253.6	274.7	528.3	1,002.8
Gross profit	112.9	120.3	233.2	124.7	131.8	256.5	489.7
<i>Gross margin ratio</i>	<i>49.8%</i>	<i>48.6%</i>	<i>49.2%</i>	<i>49.2%</i>	<i>48.0%</i>	<i>48.5%</i>	<i>48.8%</i>
Operating profit	14.4	16.4	30.8	16.3	18.7	34.9	65.8
<i>Operating margin ratio</i>	<i>6.3%</i>	<i>6.6%</i>	<i>6.5%</i>	<i>6.4%</i>	<i>6.8%</i>	<i>6.6%</i>	<i>6.6%</i>
Profit before tax	14.5	17.3	31.8	16.9	16.8	33.7	65.5
<i>Pretax margin ratio</i>	<i>6.4%</i>	<i>7.0%</i>	<i>6.7%</i>	<i>6.7%</i>	<i>6.1%</i>	<i>6.4%</i>	<i>6.5%</i>
Profit attributable to owners of the company	9.4	10.0	19.4	10.4	11.1	21.5	40.9
<i>Margin of profit attributable to owners of the company ratio</i>	<i>4.1%</i>	<i>4.1%</i>	<i>4.1%</i>	<i>4.1%</i>	<i>4.0%</i>	<i>4.1%</i>	<i>4.1%</i>

Mar 2015 Revenue & Operating Profit forecast highlight - segment (IFRS)

Reference

【¥ billions】

Net Sales	1Q		2Q		1H		3Q		4Q		2H		TTL	
	Mar 2015		Mar 2015		Mar 2015		Mar 2015		Mar 2015		Mar 2015		Mar 2015	
Business Technologies	179.7		197.3		377.1		206.7		224.5		431.2		808.2	
Office Services	136.7		146.1		282.8		151.2		163.1		314.4		597.2	
Commercial/Industrial print	43.0		51.3		94.3		55.4		61.4		116.8		211.1	
Healthcare	16.1		20.4		36.5		18.8		23.3		42.1		78.6	
Industrial Business	30.1		29.4		59.5		27.5		25.8		53.3		112.8	
Industrial Optical Systems	13.3		14.1		27.4		12.7		11.7		24.4		51.8	
Performance Materials	16.8		15.3		32.1		14.7		14.1		28.9		61.0	
Others	0.8		0.7		1.4		0.7		1.1		1.7		3.2	
Group Overall	226.6		247.8		474.5		253.6		274.7		528.3		1,002.8	
Operating income	1Q		2Q		3Q		3Q		4Q		TTL		TTL	
	Mar 2015		Mar 2015		Mar 2015		Mar 2015		Mar 2015		Mar 2015		Mar 2015	
Business Technologies	12.9	7.2%	18.0	9.1%	30.9	8.2%	19.2	9.3%	22.6	10.1%	41.8	9.7%	72.7	9.0%
Healthcare	0.1	0.5%	1.1	5.6%	1.2	3.3%	0.2	1.2%	0.7	2.8%	0.9	2.1%	2.1	2.7%
Industrial Business	7.9	26.2%	5.2	17.7%	13.1	22.0%	4.0	14.7%	2.6	10.2%	6.7	12.5%	19.7	17.5%
Eliminations and Corporate	-6.5		-7.9		-14.4		-7.2		-7.2		-14.4		-28.8	
Group Overall	14.4	6.3%	16.4	6.6%	30.8	6.5%	16.3	6.4%	18.7	6.8%	34.9	6.6%	65.8	6.6%

- **Business Technologies : MIF/ Machines In the Field**

In the market for MFPs (multi-functional peripherals), production print machines, etc., it refers to the total installed base (number of working units).

- **Business Technologies : OPS/ Optimized Print Services**

OPS provides services to boost efficiency and reduce costs through optimization of the customer's print environment (output and document management environment).

- **Business Technologies : GMA/ Global Major Account**

Refers to our major enterprise customers (businesses) that operate on a global scale.

- **Business Technologies : MPM/ Marketing Print Management**

MPM provides services optimizing the production cost of marketing materials for customers using our own supplier network.

- **Healthcare : DR/ Digital Radiography**

A technique that detects the intensity distribution of the X-rays that pass through the body when an X-ray is taken, and then converts the data to a digital signal, which is processed by computer.

- **Healthcare : PACS/ Picture Archiving and Communication System**

An image storage and communication system for medical image processing. More generally, any system for managing a large number of images, such as CT, MRI, and X-ray images from DR or CR.

- **Industrial : Window film**

A functional film that features both high heat protection properties and high transparency for visible light and electromagnetic waves. It is utilized for the front and rear windshields and side windows of automobiles, as well as building windows, under the brand name "ICE- μ ." Abbreviated WF.

Giving Shape to Ideas



KONICA MINOLTA