

# Konica Minolta Group

## 3<sup>rd</sup> Quarter/March 2012 Consolidated Financial Results

Three months: October 1, 2011- December 31, 2011

Nine months: April 1, 2011 – December 31, 2011

**- Announced on January 31, 2012 -**

Yoshiaki Ando  
Senior Executive Officer  
Konica Minolta Holdings, Inc.

*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.*

# My Message for Today



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## 3Q/March 2012 Results

- **With the strong performance from the Business Technologies Business and the Optics Business, the Group has charted a course for higher earnings. Despite the effects from the strong yen and flooding in Thailand, it exceeded its recent earnings forecasts.**
- The negative effects from flooding in Thailand on net sales and operating income were about ¥3.0 billion and about ¥1.5 billion respectively.
- In the Business Technologies Business, the production print field continued to perform steadily. Color MFPs for office also maintained strong sales. With the development of OPS, the Company continued to steadily acquire global major accounts (GMA).
- In the Optics Business, following the launch of new VA-TAC products, TAC films maintained strong sales momentum from the beginning of the year. .

## 4Q/March 2012 Forecasts

- **Given the strong yen and debt crisis in Europe, the operating environment remains uncertain. However, considering the operating performance for the first nine months, and, in particular, recent business momentum, the Group has kept its previous forecasts unchanged with net sales of ¥780.0 billion and an operating income of ¥40.0 billion.**
- In light of recent trends, the assumed exchange rates are ¥78 against the US dollar, and ¥100 against the euro, which was raised by ¥5 from the previous assumed rates.
- Despite concerns over the fiscal problems in Europe dampening demand for office equipment, the Group's results for the current term are not likely to change significantly.

## 3Q/March 2012 financial results - Group



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[Billions of yen]

	3Q Mar12	3Q Mar11	YoY	9M Mar12	9M Mar11	YoY
Net sales(a)	182.0	183.5	△ 1.4	560.4	575.3	△ 14.9
Gross income	86.4	83.7	2.7	260.0	264.6	△ 4.5
<i>Gross income ratio</i>	47.5%	45.6%		46.4%	46.0%	
Operating income	7.7	5.6	2.0	23.3	28.3	△ 5.0
<i>Operating income ratio</i>	4.2%	3.1%		4.2%	4.9%	
Goodwill amortization	2.2	2.0	0.1	6.6	6.3	0.3
Operating income before amortization of Goodwill(b)	9.9	7.7	2.2	29.9	34.6	△ 4.7
<i>(b)/(a)</i>	5.4%	4.2%		5.3%	6.0%	
Ordinary income	7.3	4.4	2.9	18.9	22.3	△ 3.4
Net income	1.6	2.2	△ 0.5	5.4	10.8	△ 5.4
<i>Net income ratio</i>	0.9%	1.2%		1.0%	1.9%	
EPS [Yen]	3.11	4.06	△ 0.95	10.18	20.35	△ 10.17
CAPEX	8.6	8.5	0.1	22.4	33.1	△ 10.8
Depreciation	12.4	13.7	△ 1.3	36.0	41.1	△ 5.1
R&D expenses	18.7	18.8	△ 0.1	55.5	54.1	1.4
FCF	1.8	△ 6.8	8.6	17.7	5.8	12.0
FOREX [Yen] USD	77.38	82.64	△ 5.26	78.99	86.84	△ 7.85
Euro	104.29	112.23	△ 7.94	110.61	113.30	△ 2.69

## 3Q/March 2012 financial results - Segment



### Net sales

	3Q			9M		
	Mar11	Mar10	YoY	Mar11	Mar10	YoY
Business Technologies	131.9	130.3	1.6	400.9	396.3	4.5
Optics	27.7	30.2	△ 2.5	91.1	99.4	△ 8.3
Healthcare	17.3	17.6	△ 0.3	51.9	62.5	△ 10.6
Other businesses	3.4	3.6	△ 0.2	11.3	11.6	△ 0.3
HD and eliminations	1.8	1.7	0.1	5.2	5.5	△ 0.3
<b>Group total</b>	<b>182.0</b>	<b>183.5</b>	<b>△ 1.4</b>	<b>560.4</b>	<b>575.3</b>	<b>△ 14.9</b>

### Operating income

	3Q			9M		
	Mar11	Mar10	YoY	Mar11	Mar10	YoY
Business Technologies	9.4	6.4	3.0	24.6	26.0	△ 1.3
Optics	2.5	2.1	0.4	9.7	10.0	△ 0.3
Healthcare	△ 0.2	0.0	△ 0.2	△ 0.6	0.6	△ 1.2
Other businesses	0.3	0.5	△ 0.2	1.5	1.6	△ 0.1
HD and eliminations	△ 4.2	△ 3.3	△ 1.0	△ 11.9	△ 10.0	△ 2.0
<b>Group total</b>	<b>7.7</b>	<b>5.6</b>	<b>2.0</b>	<b>23.3</b>	<b>28.3</b>	<b>△ 5.0</b>

※The results of the Graphic Imaging section were included in this segment from 1H/Mar 2011.

( from 3Q/Mar 2011 it was integrated into the Business Technologies Business )

# 3Q/March 2012 financial results - Group



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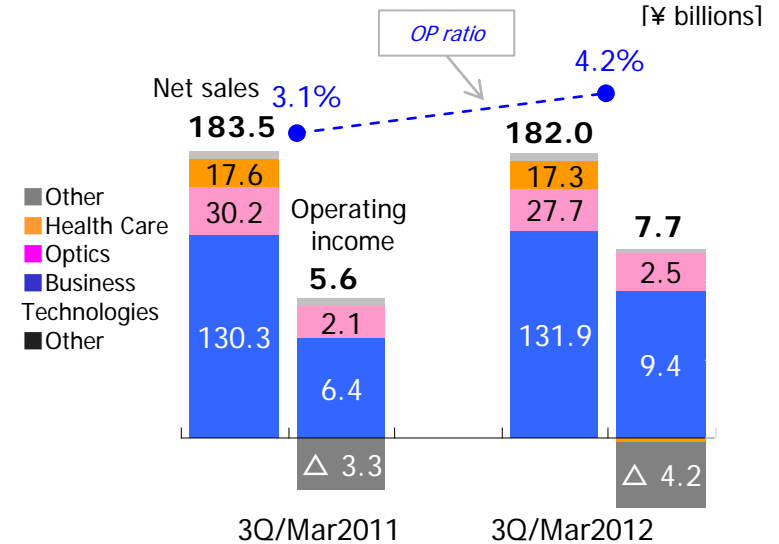
## 3Q/March 2012 results (YoY)

- Net sales :  $\Delta 1\%$  (w/o forex: +4%)
- Operating income : +36% (w/o forex: +81%)
- Business Technologies:** Net sales and operating income increased, reflecting steady sales of highly profitable color products in both office and production print fields.
- Optics:** Results were generally sluggish, mainly reflecting customers' production adjustments and flooding in Thailand. Consequently, net sales declined, but operating income increased, with a strong performance by TAC films and cost reduction effect.
- Healthcare:** Both net sales and operating income decreased, given a continued fall in sales of films, despite strong sales of new digital input equipment.

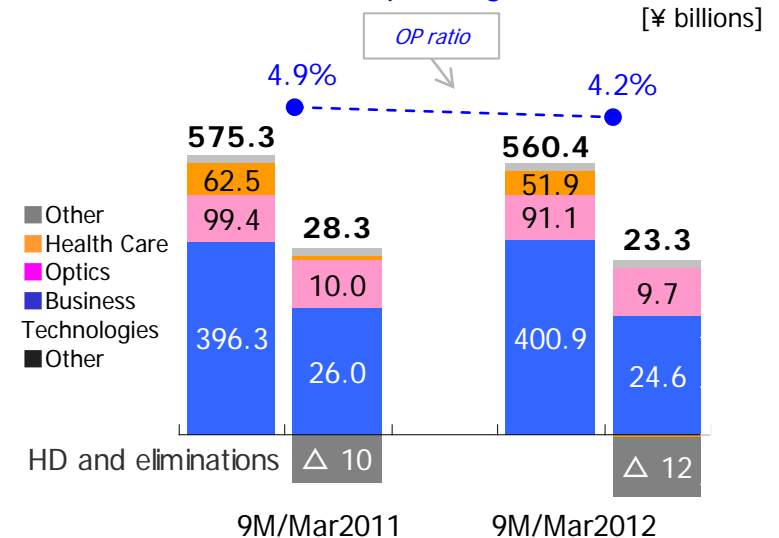
## 9M/March 2012 results (YoY)

- Net sales :  $\Delta 3\%$  (w/o forex: +1%)
- Operating income :  $\Delta 18\%$  (w/o forex:  $\Delta 2\%$ )
- Business Technologies:** Income rose, even after taking into account the effects of the Great East Japan earthquake, flooding in Thailand, and the strong yen. Operating income showed recovery momentum, but could not offset these negative factors.
- Optics & Healthcare:** Performance for the first three quarters is almost on a par with that for the 3Q.

### Net sales / Operating income (3Q: YoY)



### Net sales / Operating income (9M: YoY)



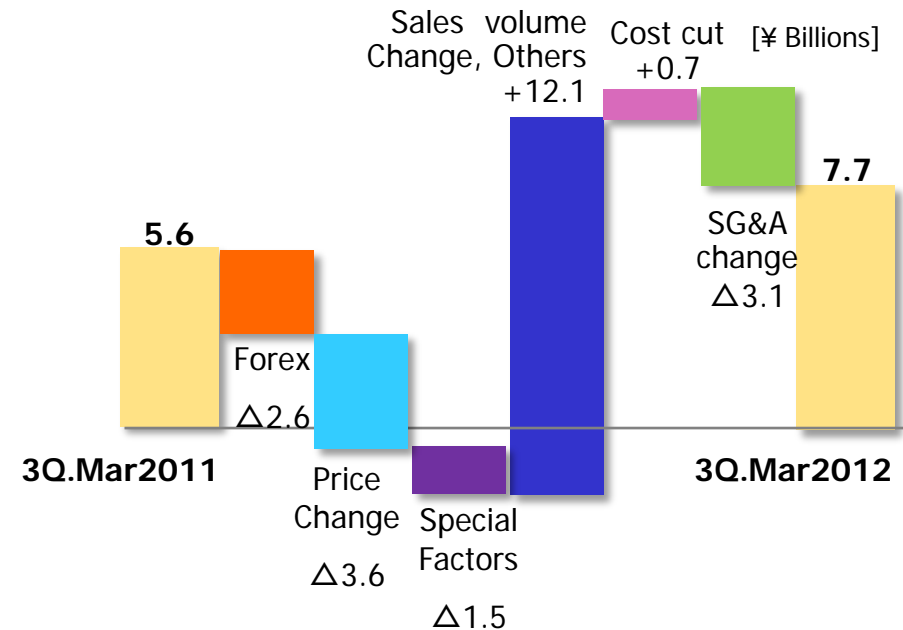
# Operating income analysis – Group (YoY)



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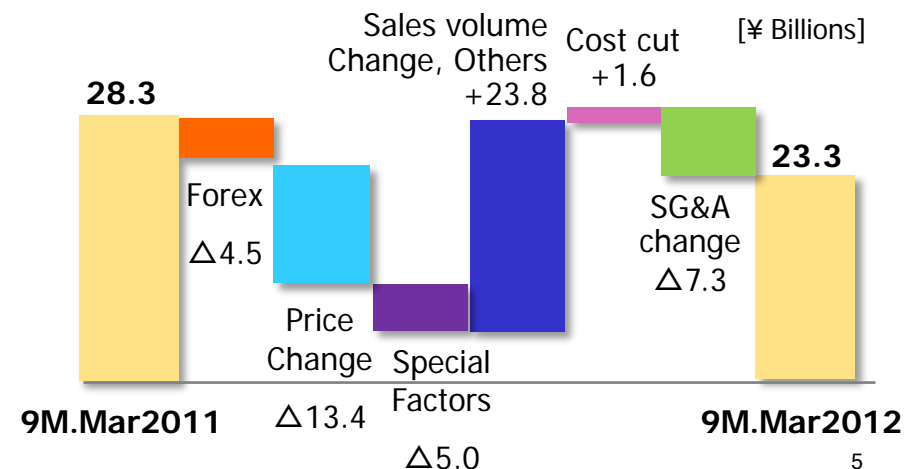
## ■ 3Q/March 2012 results (YoY)

- ▶ Forex: Greatly affected by a weak euro (¥1.3 billion).
- ▶ Special factors: The negative impact from flooding in Thailand was approximately ¥0.5 billion in the Business Technologies and ¥1.0 billion in the Optics.
- ▶ Sales volume change, others: The Business Technologies Business achieved higher income of approximately ¥10.0 billion, reflecting a rise in sales of highly profitable products.
- ▶ SG&A: The main factors were the increase in expenses and M&A, which were designed to strengthen sales of the Business Technologies.



## ■ 9M/March 2012 results (YoY)

- ▶ Forex: The impact from the US dollar and the euro were ¥2.7 billion and ¥1.3 billion respectively.
- ▶ Special factors: In addition to the effects of flooding in Thailand, the Business Technologies sustained a negative impact of approximately ¥3.5 billion from the Great East Japan Earthquake for the first half of the term.



# Business Technologies - Overview



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## ■ 3Q/March 2012 results (YoY)

- Net sales : +1% (w/o forex: +7%)
- Operating income : +46% (w/o forex: +79%)
- ▶ Office: Sales of color MFPs remained steady in Japan, the U.S., Europe, and Other regions.
- ▶ Production: Net sales rose significantly, driven by new color products. The segment achieved significant growth in China, as well as in developed markets in Japan, the U.S., and Europe.

<Growth rate of net sales by regions (on a local currency basis)>

	Japan	U.S.	Europe	China
Office:	+0%	+10%	+3%	+4%
PP:	+5%	+15%	+32%	+65%

## ■ 9M/March 2012 results (YoY)

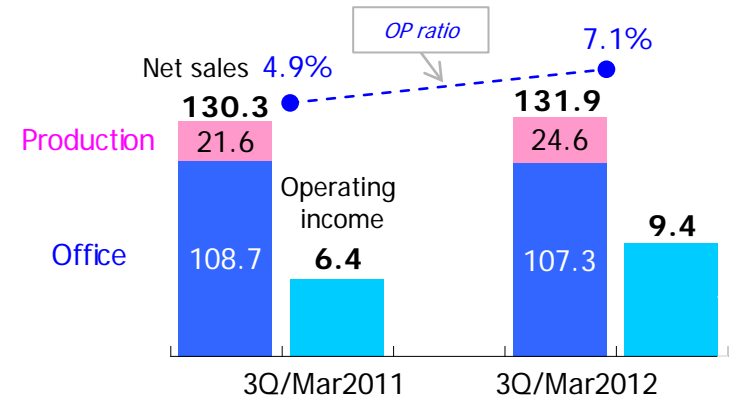
- Net sales : +1% (w/o forex: +5%)
- Operating income : Δ5% (w/o forex: +3%)
- ▶ Office: The segment sustained a recovery in 2Q and 3Q, despite the adverse effects of the Great East Japan earthquake.
- ▶ Production: Net sales of both color and monochrome products remained steady throughout the term.

<Growth rate of net sales by regions (on a local currency basis)>

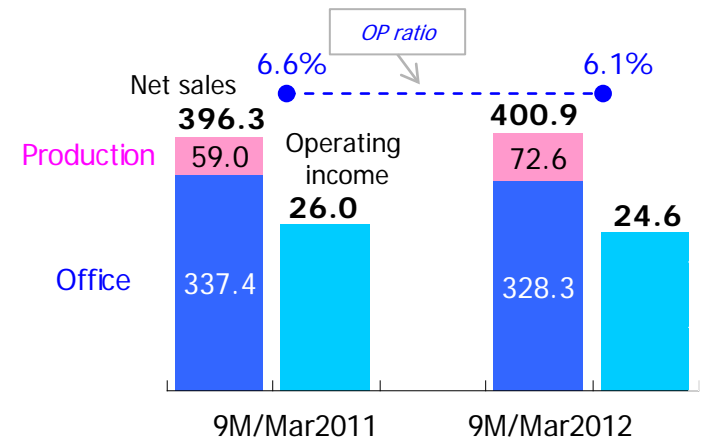
	Japan	U.S.	Europe	China
Office:	Δ1%	+6%	+4%	+12%
PP:	+52%	+17%	+36%	+48%

Giving Shape to Ideas

## ◆ Net sales / Operating income (3Q: YoY) [¥ billions]



## ◆ Net sales / Operating income (9M: YoY) [¥ billions]



# Business Technologies – Sales performance



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## ■ A3 MFP for office (Unit sales)

- ▶ Sales rose year on year, reflecting strong sales of color MFPs throughout the term.

<Growth rate of color units by regions (YoY)>

	Japan	U.S.	Europe	China
3Q:	+5%	+18%	+10%	+55%
9M:	+4%	+12%	+8%	+52%

## ■ Production Print (Unit sales)

- ▶ Unit sales of both color and monochrome equipment remained strong throughout the term.

<Growth rate of color units by regions (YoY)>

	Japan	U.S.	Europe	China
3Q:	+48%	+1%	+62%	+98%
9M:	+81%	+21%	+71%	+103%

## ■ Non-hard sales (on local currency basis)

- ▶ Production print led the growth.

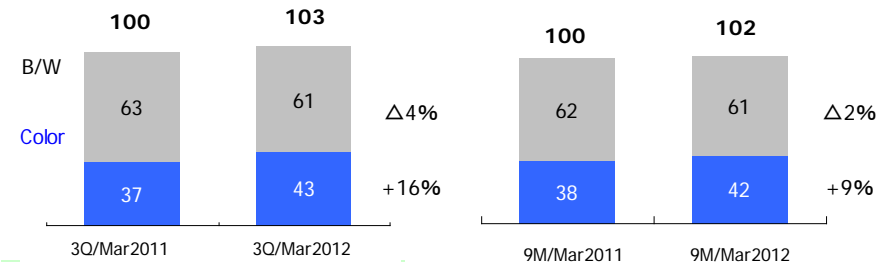
<Growth rate of non-hard sales of production print by regions (YoY, on local currency basis)>

	Japan	U.S.	Europe	China
3Q:	+2%	+9%	+15%	+47%
9M:	+57%	+15%	+17%	+43%

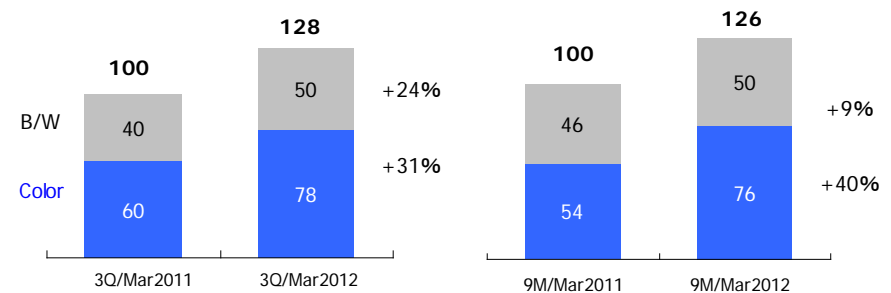
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Sales units \*Base index : "3Q/Mar 2011" = 100

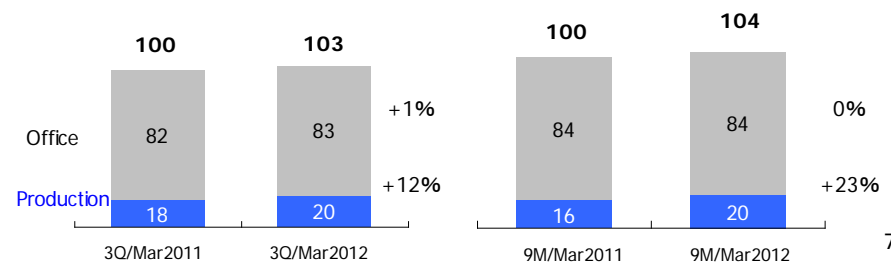
### A3 Office MFP (YoY)



### Production Print (YoY)



### Non-hard sales (YoY)





# Optics - Overview



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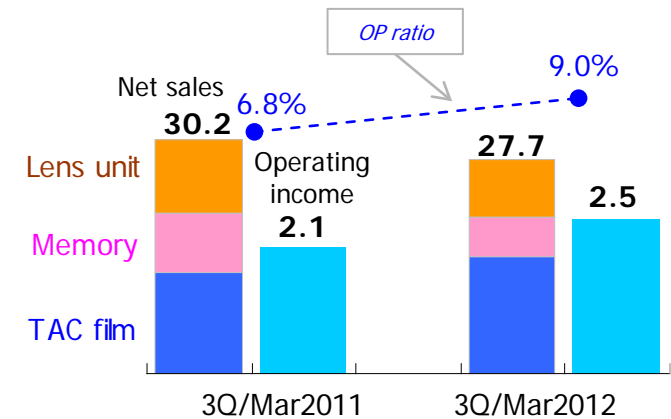
## ■ 3Q/March 2012 results (YoY)

- Net sales :  $\Delta 8\%$
- Operating income :  $+22\%$
- ▶ TAC films: Net sales rose, thanks to a steady increase in sales from 1H.
- ▶ Glass substrates for HDDs: Net sales slowed down, given the effects from customers' production adjustments and flooding in Thailand.
- ▶ Optical pickup lens: Net sales remained sluggish, as sales of products for Blu-ray Discs failed to recover, although sales of products for DVDs picked up slightly.
- ▶ Lens units: Net sales for lens units for cell phones recovered slightly, but those for interchangeable lenses and zoom lenses for DSC were stagnant as customers and material manufacturers were affected by flooding in Thailand.

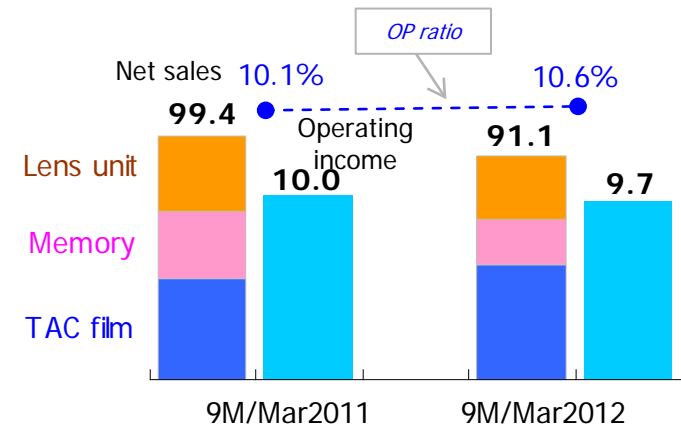
## ■ 9M/March 2012 results (YoY)

- Net sales :  $\Delta 8\%$
- Operating income :  $\Delta 4\%$
- ▶ TAC films: Sales momentum remained steady throughout the term, reflecting strong sales of new VA-TAC products.
- ▶ The performance in other fields was sluggish, given customers' production adjustments and flooding in Thailand.

### ◆ Net sales / Operating income (3Q: YoY) [¥ billions]



### ◆ Net sales / Operating income (9M: YoY) [¥ billions]



# Optics – Sales performance



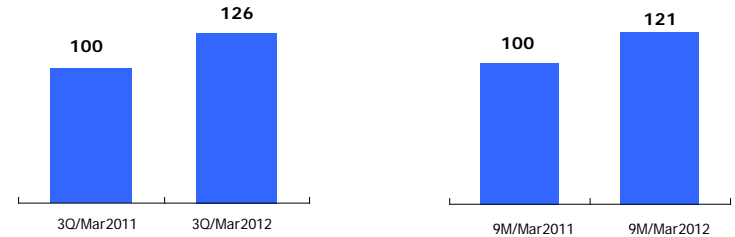
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Sales units \*Base index : "3Q/Mar 2011" = 100

## ■ TAC films (Sales volumes)

- ▶ Sales volume of VA-TAC films remained robust throughout the term.  
In the 3Q, sales volume of plain TAC films rose, mainly those of thin TAC films.

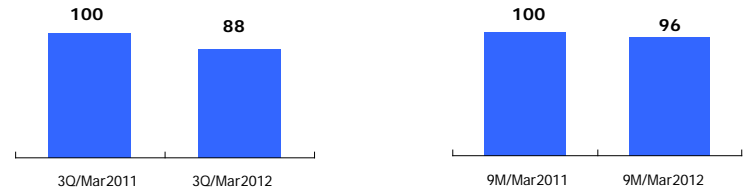
TAC films (YoY)



## ■ Glass substrates for HDDs (Unit sales)

- ▶ Sales volumes slowed down in the 3Q, reflecting production adjustments and flooding in Thailand.

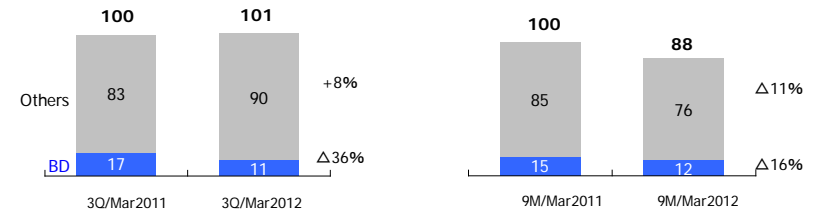
Glass substrates for HDDs (YoY)



## ■ Optical pickup lenses (Unit sales)

- ▶ Sales volumes of products for DVD picked up in the 3Q, but those for products for Blu-ray Discs failed to recover.

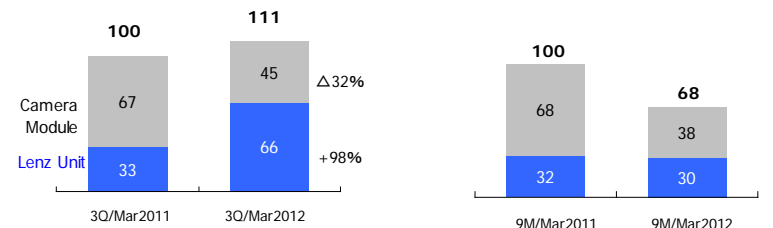
Optical pickup lenses (YoY)



## ■ Optical units for cell phones with cameras (Unit sales)

- ▶ Overall sales volumes remained stagnant in the 3Q, despite a recovery in lens units.

Optical units for cell phones with cameras (YoY)



# Healthcare - Overview

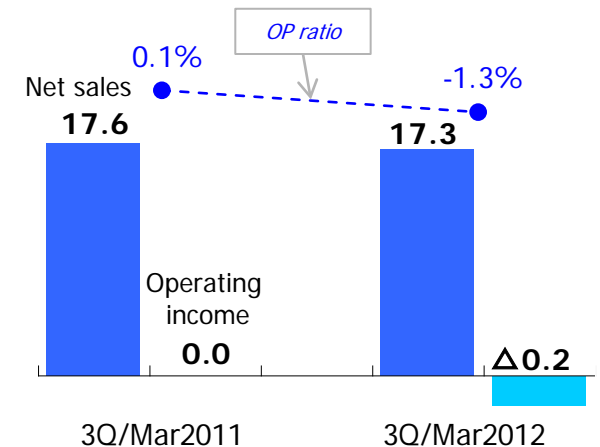


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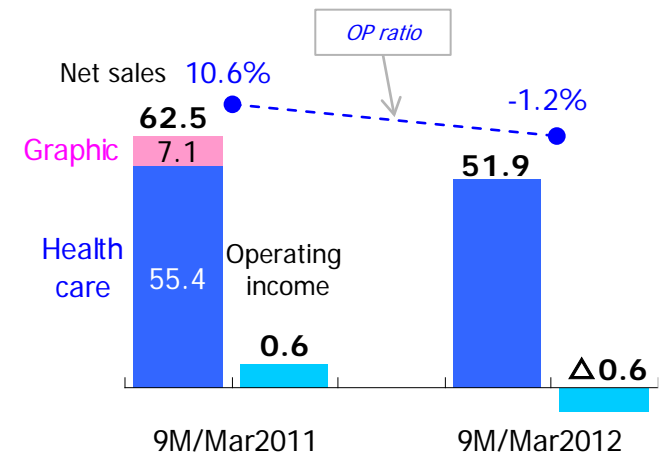
## ■ 3Q/March 2012 results (YoY)

- Net sales :  $\Delta$  2% (w/o forex: Flat)
- Operating income : ¥-0.2 billion (w/o forex: Flat)
- ▶ Digital input/output equipment: Net sales rose, reflecting the launch of new CR and DR.
- ▶ Dry films: Sales declined at a rate higher than expected, due to rapid progress in the use of filmless equipment in developed countries, particularly in Japan.
- ▶ Earnings came under pressure, given the strong yen, the surge in silver prices, and a decline in sales prices, in addition to lower sales.

## ◆ Net sales / Operating income (3Q: YoY) [¥ billions]



## ◆ Net sales / Operating income (9M: YoY) [¥ billions]



## ■ 9M/March 2012 results (YoY)

- Net sales :  $\Delta$ 6% (w/o forex:  $\Delta$ 0.4%)
- Operating income : ¥-1.2 billion (w/o forex:  $\Delta$ ¥0.4 billion)
- ▶ Figures for the first half of the previous year included net sales of ¥7.1 billion and operating income of ¥0.1 billion from the former Graphic segment.

# Healthcare –Sales performance



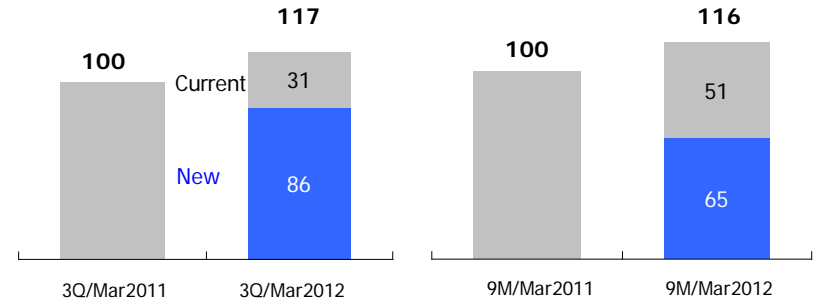
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Sales units \*Base index : "3Q/Mar 2011" = 100

## ■ Digital X-ray diagnostic imaging systems (CR ·DR)

▶ Unit sales rose, reflecting strong sales of new CR and DR throughout the term both in Japan and overseas.

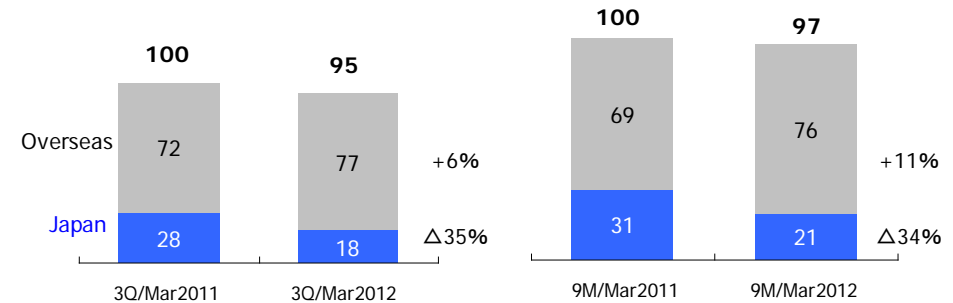
### CR ·DR (YoY)



## ■ Dry films

▶ Sales volume continued to decline year on year, reflecting lower sales in Japan and other developed nations, offsetting higher sales in emerging economies, particularly China.

### Dry films (YoY)



## Forecasts: March 2012 - Group

	[Billions of yen]			
	Current Forecast	Previous Forecast	Change	FY Mar11
Net sales(a)	780.0	780.0	0.0	778.0
Operating income	40.0	40.0	0.0	40.0
<i>Operating income ratio</i>	<i>5.1%</i>	<i>5.1%</i>		<i>5.1%</i>
<b>Goodwill amortization</b>	<b>9.0</b>	<b>9.0</b>	<b>0.0</b>	<b>8.4</b>
Operating income before amortization of Goodwill(b)	49.0	49.0	0.0	48.4
(b)/(a)	<i>6.3%</i>	<i>6.3%</i>		<i>6.2%</i>
Ordinary income	35.0	35.0	0.0	33.2
Net income	19.0	19.0	0.0	25.9
<i>Net income ratio</i>	<i>2.4%</i>	<i>2.4%</i>		<i>3.3%</i>
<Reference> Forex sensitivity (Annual)	Net sales	Operating income		
	US\$	2.9	0.4	
	Euro	1.4	0.8	
FOREX [Yen] USD	78.00	78.00	0.00	85.71
Euro	100.00	105.00	-5.00	113.11
CAPEX	40.0	50.0		43.0
Depreciation	55.0	65.0		55.1
R&D expenses	76.0	78.0		72.6
FCF	18.0	8.0		23.2

## Forecasts: March 2012 - Segments

[Billions of yen]

<i>Net sales</i>	Current * Forecast	FY Mar11	Change
Business Technologies	550.0	539.6	10.4
Optics	126.0	129.8	△ 3.8
Healthcare	79.0	85.0	△ 6.0
Other businesses	17.0	15.7	1.3
HD and eliminations	8.0	7.8	0.2
Group total	780.0	778.0	2.0

<i>Operating income</i>	Current * Forecast	FY Mar11	Change
Business Technologies	37.8	37.5	0.3
Optics	14.2	12.8	1.4
Healthcare	0.6	0.2	0.5
Other businesses	2.6	2.2	0.4
HD and eliminations	△ 15.3	△ 12.7	△ 2.6
Group total	40.0	40.0	0.0

# Initiatives to achieve forecasts for FY/March 2012



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## Aim to optimize the Group's earnings in the final fourth quarter

- The Business Technologies will focus on mainly strengthening sales of production print products and office color MFPs that are performing strongly.  
The Group plans to improve its competitiveness and profitability by launching new color products in the 4Q.
- Moreover, the Group will carry out SCM to ensure that the placement of GMA the Group has acquired will contribute to earnings for the 4Q.
- In addition, the structural reform of domestic organizations that was carried out in the 3Q is expected to contribute to earnings for the 4Q.
- The Optics will focus on strengthening sales of VA-TAC and thin plain TAC films.

## Responding to the strong yen (Revision to raise the assumed exchange rates of the euro by ¥5)

- The Business Technologies will raise product prices by taking into account market conditions by region.
- Take effective initiatives to thoroughly cutting costs and reducing expenses.

## Risks to be noted while working for achieving targets for the 4Q

- Spread of investment restraint by companies and public offices, in anticipation of the economic downturn (which has already started in certain countries in Europe)
- The possibility of operations in the 4Q making up the negative impact (approximately ¥1.0 billion) of the flooding in Thailand.

# Color new products to contribute to earnings for the 4Q

## Color Production Printing Systems



### **bizhub PRO C6000L**

The entry-level production printing systems for mainly in-house printing, offering the cost-effective solution and high performance as same as other bizhub PRO products.

- ▶ Impressive speed of 60 color prints/minute & media flexibility
- ▶ Singular image quality- Konica Minolta's advanced color processing technologies and controllers.
- ▶ Konica Minolta's proprietary polymerized toner Simitri® HD, made from Biomass, a renewable organic resource with less environmental impact than conventional toners.

## A3 color MFPs for Office

### **bizhub C754/C654**



Top-end model of color bizhub series, promoting to optimized customers' office environment

- ▶ Connecting bizhub C754/654, and smartphones and tablet PC.
- ▶ Impressive speed of 75 color prints/minute (C754).
- ▶ Environmentally-sensitive & energy-saving design.

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## A4 color MFPs for Office

### **bizhub C25**



A4 Color All-in-One MFP with outstanding cost performance.

- ▶ Compact footprint for space-saving desktop placement- 49% saving compared with our conventional product.
- ▶ Fast output speeds of 25 pages prints/minute in color and B&W.
- ▶ Many of the high-tech features on a pare with full-size bizhub MFPs.





*Supplementary Information*  
*3Q/March 2012 Financial Results*

# Operating profit analysis



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*3Q/Mar 2012 vs. 3Q/Mar 2011*

## [Factors]

	Business Technologies	Optics	Other	Total
Forex impact	-2.1	-0.2	-0.2	-2.6
Prince change	-1.3	-2.1	-0.1	-3.6
Special factors	-0.5	-1.0	0.0	-1.5
Sales volume change, and other, net	10.7	1.6	-0.2	12.1
Cost down	-0.3	0.9	0.1	0.7
SG&A change, net	-3.5	1.2	-0.8	-3.1

## [Operating income]

Change, YoY	3.0	0.4	-1.4	2.0
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*9M/Mar 2012 vs. 9M/Mar 2011*

## [Factors]

	Business Technologies	Optics	Other	Total
Forex impact	-2.2	-1.2	-1.0	-4.5
Prince change	-6.1	-6.8	-0.5	-13.4
Special factors	-4.0	-1.0	0.0	-5.0
Sales volume change, and other, net	22.5	2.7	-1.5	23.8
Cost down	-1.2	2.5	0.3	1.6
SG&A change, net	-10.2	3.5	-0.6	-7.3

## [Operating income]

Change, YoY	-1.3	-0.3	-3.3	-5.0
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# SGA, non-operating and extraordinary income/loss



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[Billions of yen]

	3Q Mar11	3Q Mar10	YoY	9M Mar11	9M Mar10	YoY
<b>SG&amp;A:</b>						
Selling expenses - variable	10.2	10.0	0.2	31.6	33.1	-1.4
R&D expenses	18.7	18.8	-0.1	55.5	54.1	1.4
Labor costs	29.6	28.7	0.9	88.7	86.0	2.7
Other	20.3	20.6	-0.3	60.9	63.1	-2.2
<b>SGA total*</b>	<b>78.7</b>	<b>78.0</b>	<b>0.7</b>	<b>236.8</b>	<b>236.3</b>	<b>0.4</b>
	<i>* Forex impact: -¥2.4 bn. (Actual: ¥3.1 bn.)</i>			<i>-¥5.6 bn. (Actual: ¥6.0 bn.)</i>		
<b>Non-operating income/loss:</b>						
Interest and dividend income/loss, net	-0.1	-0.3	0.2	-0.6	-1.0	0.4
Foreign exchange gain, net	0.5	-0.6	1.1	-2.9	-3.9	1.0
Other	-0.8	-0.4	-0.5	-0.8	-1.1	0.3
<b>Non-operating income/loss, net</b>	<b>-0.4</b>	<b>-1.3</b>	<b>0.9</b>	<b>-4.4</b>	<b>-6.0</b>	<b>1.6</b>
<b>Extraordinary income/loss:</b>						
Sales of noncurrent assets, net	-0.5	-0.3	-0.2	-1.2	-1.2	-0.1
Sales of investment securities, and sales of subsidiaries and affiliates' stocks, net	-0.0	0.5	-0.6	-2.4	-1.0	-1.4
Imperament gain/loss	-0.1	-0.0	-0.0	-0.1	-0.1	-0.0
Business structure improvement expenses	-1.2	-0.1	-1.1	-1.2	-3.3	2.1
Other	0.1	0.1	-0.0	0.1	-0.4	0.5
<b>Extraordinary income/loss, net</b>	<b>-1.7</b>	<b>0.3</b>	<b>-2.0</b>	<b>-4.8</b>	<b>-6.0</b>	<b>1.2</b>

# Cash flows



KONICA MINOLTA

[Billions of yen]

	3Q Mar12	3Q Mar11	YoY	9M Mar12	9M Mar11	YoY
Income before income taxes and minority interests	5.6	4.7	1.0	14.1	16.3	-2.2
Depreciation and amortization	12.4	13.7	-1.3	36.0	41.1	-5.1
Income taxes paid	-3.1	-3.3	0.1	-4.3	-6.4	2.1
Change in working capital	-4.0	-7.4	3.4	3.2	-11.6	14.8
<b>I. Net cash provided by operating activities</b>	<b>10.9</b>	<b>7.6</b>	<b>3.2</b>	<b>49.0</b>	<b>39.5</b>	<b>9.5</b>
<b>II. Net cash used in investing activities</b>	<b>-9.1</b>	<b>-14.5</b>	<b>5.4</b>	<b>-31.3</b>	<b>-33.7</b>	<b>2.4</b>
<b>I.+ II. Free cash flow</b>	<b>1.8</b>	<b>-6.8</b>	<b>8.6</b>	<b>17.7</b>	<b>5.8</b>	<b>12.0</b>
Change in debts and bonds	35.3	34.1	1.2	31.6	31.0	0.6
Cash dividends paid	-3.8	-3.9	0.0	-7.8	-7.8	0.0
Other	-0.5	-0.4	-0.1	-1.3	-1.1	-0.1
<b>III. Net cash used in financing activities</b>	<b>30.9</b>	<b>29.8</b>	<b>1.1</b>	<b>22.6</b>	<b>22.1</b>	<b>0.5</b>



## B/S

### Assets:

	Dec 2011	Mar 2011	[Billions of yen] Change
Cash and short-term investment securities	215.9	175.1	40.7
Notes and A/R-trade	151.4	163.4	-12.0
Inventories	104.0	100.2	3.8
Other	56.4	63.1	-6.7
<b>Total current assets</b>	<b>527.7</b>	<b>501.9</b>	<b>25.8</b>
Tangible assets	176.0	190.7	-14.7
Intangible assets	86.7	88.4	-1.7
Investments and other assets	63.9	64.5	-0.6
<b>Total noncurrent assets</b>	<b>326.6</b>	<b>343.6</b>	<b>-17.0</b>
<b>Total assets</b>	<b>854.2</b>	<b>845.5</b>	<b>8.8</b>

### Liabilities and Net Assets:

Notes and A/P-trade	76.2	74.6	1.6
Interest bearing debts	221.1	192.6	28.6
Other liabilities	143.4	149.3	-5.9
<b>Total liabilities</b>	<b>440.7</b>	<b>416.5</b>	<b>24.3</b>
Total shareholders' equity*	412.2	427.6	-15.5
Other	1.3	1.3	-0.0
<b>Total net assets</b>	<b>413.5</b>	<b>429.0</b>	<b>-15.5</b>
<b>Total liabilities and net assets</b>	<b>854.2</b>	<b>845.5</b>	<b>8.8</b>

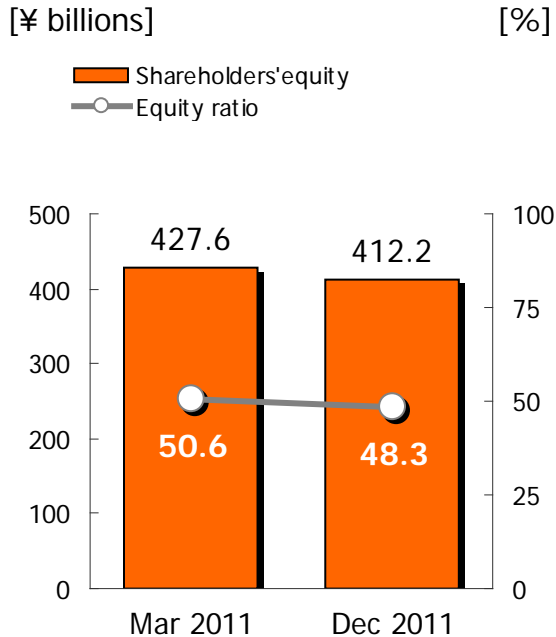
\*Equity = Shareholder's equity +

Accumulated other comprehensive income

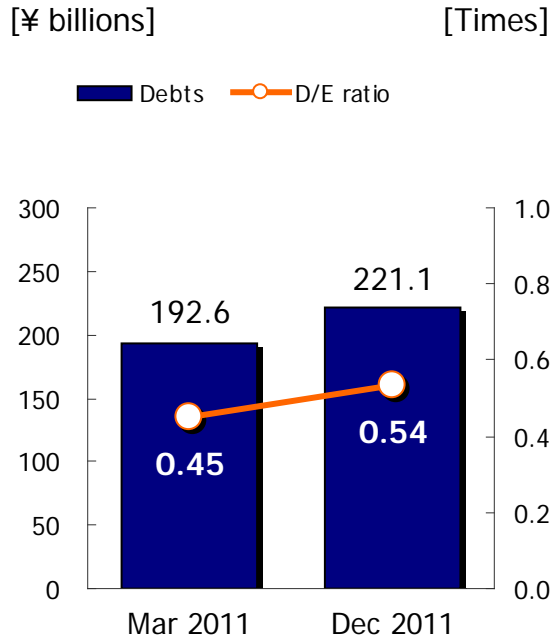
	Dec 2011	Mar 2011	[yen] YoY
US\$	77.74	83.15	△ 5.41
Euro	100.71	117.57	△ 16.86

# B/S – Main indicators

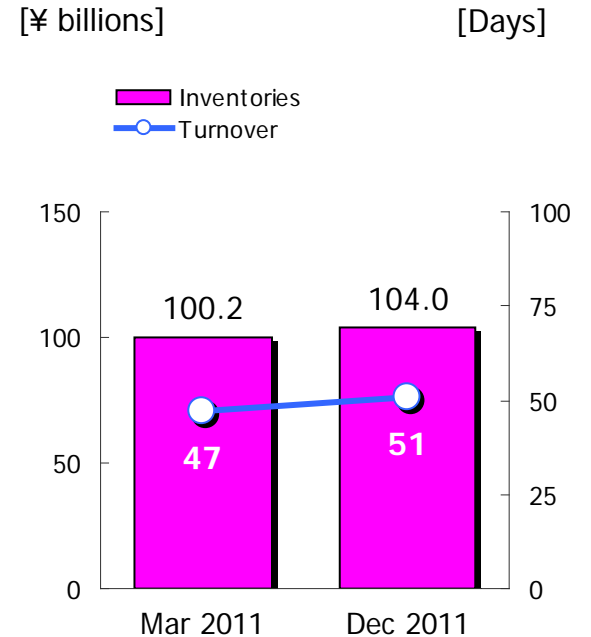
## Equity ratio



## Interest-bearing debts



## Inventories and inventory turnover



$$\text{D/E ratio} =$$

$$\frac{\text{Interest-bearing debts at year-end}}{\text{Shareholders' equity at year-end}}$$

$$\text{Inventory turnover (days)} =$$

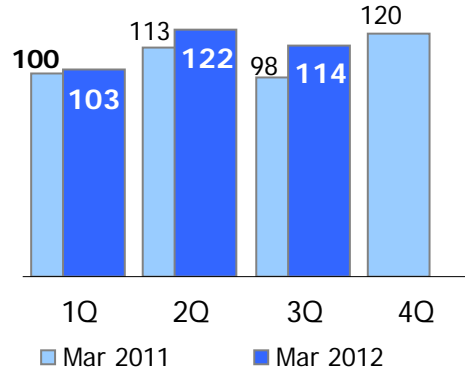
$$\frac{\text{Inventories at period-end}}{\text{Average sales per day}}$$

\*Equity = Shareholder's equity + Accumulated other comprehensive income



# Unit sales trend: Business Technologies

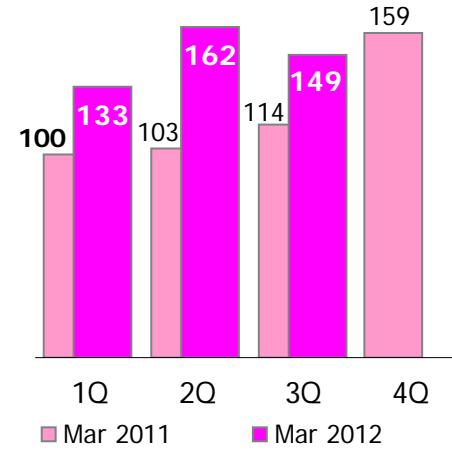
### A3 color MFP- Units



YoY: +16%

QoQ: Δ7%

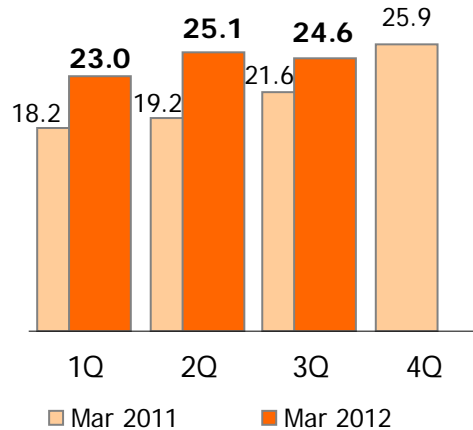
### Color Production Print- Units



YoY: +31%

QoQ: Δ8%

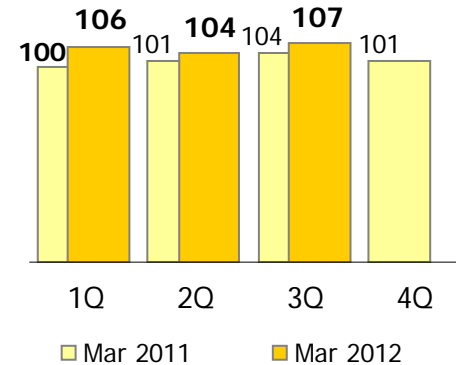
### Production print – Value [¥ billions]



YoY: +14%

QoQ: Δ2%

### MFP non-hardware \* w/o forex effects



YoY: +3%

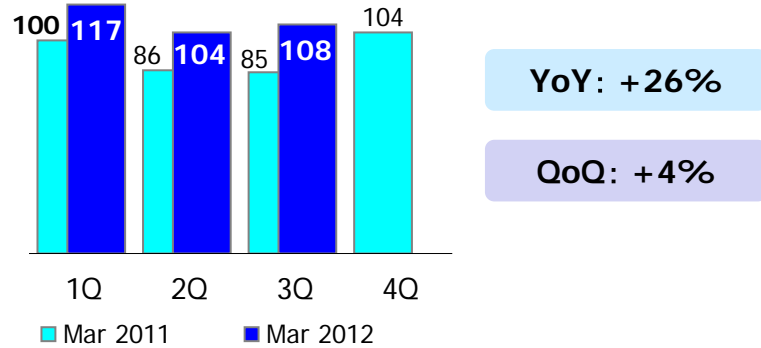
QoQ: +3%

\* Base index : "1Q Mar2011" = 100

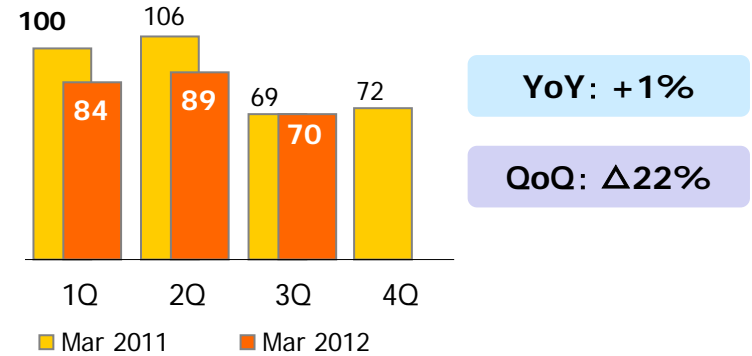


# Unit sales trend: Optics

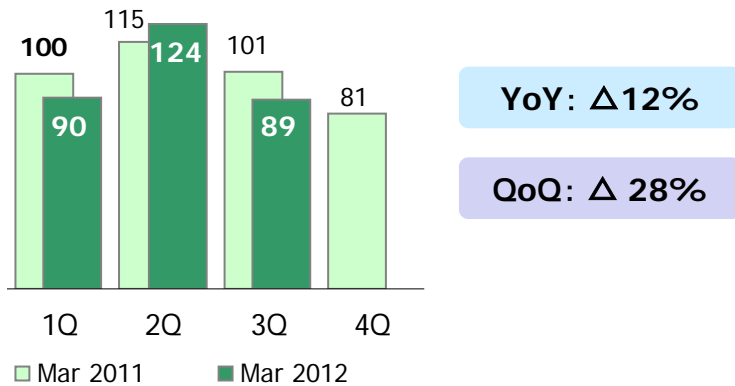
## ■ TAC film – Units



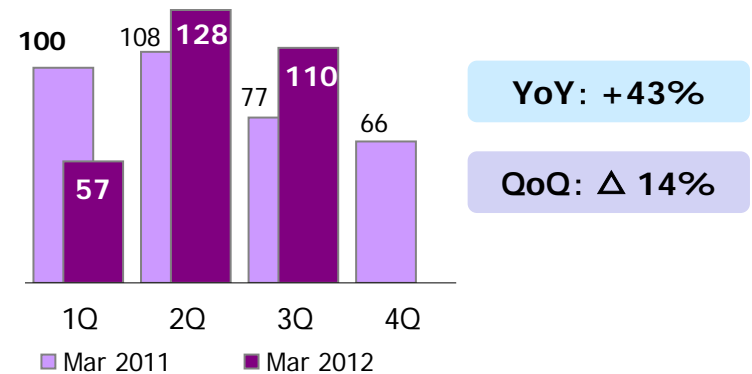
## ■ Optical pickup lenses - Units



## ■ Glass HD substrates - Units



## ■ Mobile phone components – Units



\* Base index : "1Q Mar2011" = 100