

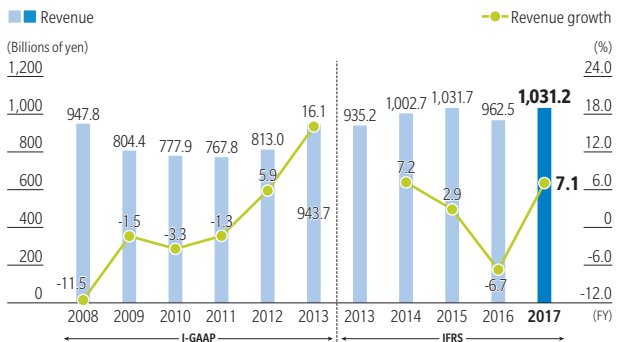
Financial and Non-Financial Highlights

Pgs. 85-86 also show major financial data for the last 10 years.

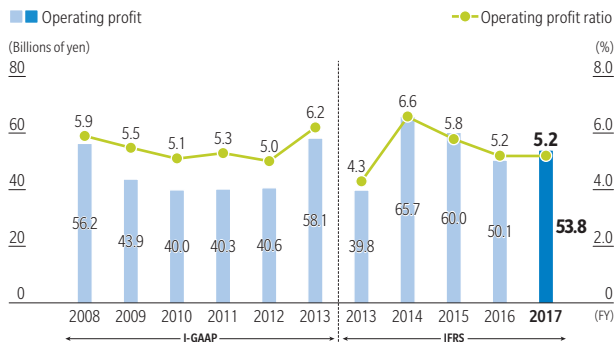
Profitability

In fiscal 2017, the American economy continued to see bullish growth on the back of strong consumer spending, while primarily increases in consumer spending and exports drove expansion in Europe's economy. China saw stable growth supported by fiscal policy and consumer spending. The economies of emerging countries such as India and ASEAN nations also expanded. Japan also continued its modest recovery, with corporate earnings growing as a result of robust growth in the global economy. In this business climate, revenue and profit increased across all segments, with revenue up 7.1% year-on-year to ¥1,031.2 billion and operating profit up 7.4% year-on-year to ¥53.8 billion. Net profit attributable to owners of the company grew 2.2% to ¥32.2 billion.

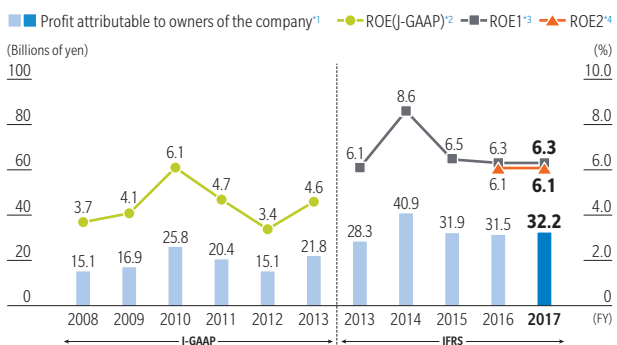
Revenue, Revenue growth



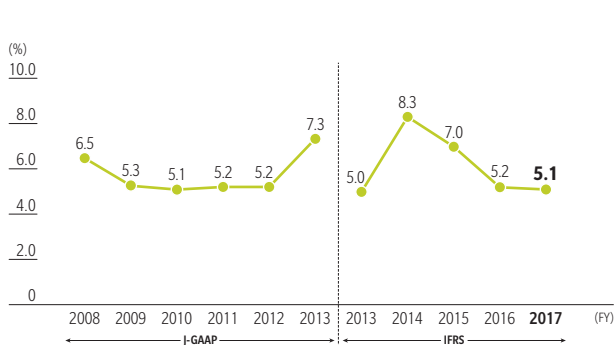
Operating profit, Operating profit ratio



Profit attributable to owners of the company*1, ROE*2,3,4



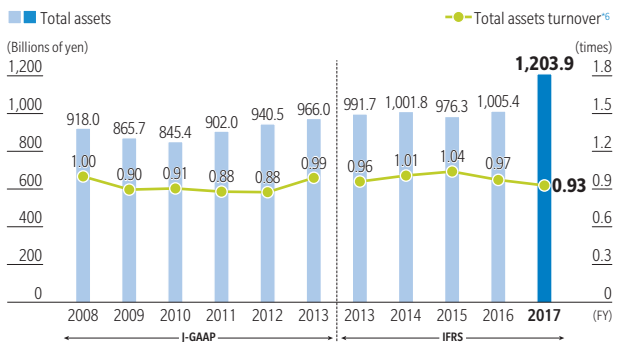
ROIC*5



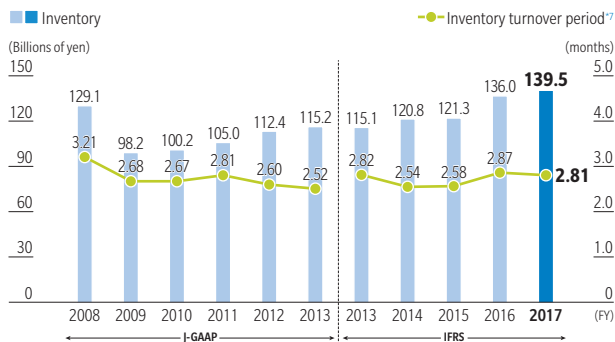
Efficiency

Total assets as of the end of fiscal 2017 came to ¥1,203.9 billion owing to an increase in total assets from goodwill and intangible assets through the acquisition of Ambray Genetics and Invicro. This represents a ¥198.4 billion year-on-year increase. Inventory assets increased due to greater sales of high-end products in the Office Business and Professional Print Business and sales growth in emerging nations, as well as to increased sales from strong Measuring Instrument Business performance. However, the inventory turnover period decreased slightly year-on-year to 2.81 months.

Total assets, Total assets turnover*6



Inventory, Inventory turnover period*7



*1 Fiscal 2008-2013 (J-GAAP) = Profit for the year

Fiscal 2013-2017 (IFRS) = Profit attributable to owners of the company

*2 ROE (J-GAAP) = Profit for the year (cumulative total) / Average shareholders' equity

*3 ROE 1 (IFRS) = Profit attributable to owners of the company / (Share capital + Share premium + Retained earnings + Treasury shares) (average of beginning and ending balances)

*4 ROE 2 (IFRS) = Profit attributable to owners of the company / equity attributable to owners of the company (average of beginning and ending balances)

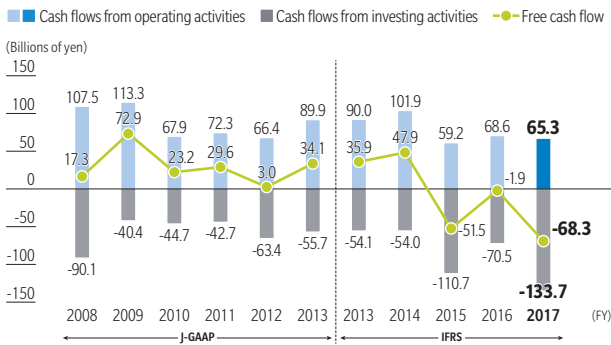
*5 ROIC = Operating profit after tax / (Share capital + Share premium + Retained earnings + Treasury shares + Interest-bearing debt - Cash and cash equivalents (yearly average))

*6 Total assets turnover = Revenue / Average total assets

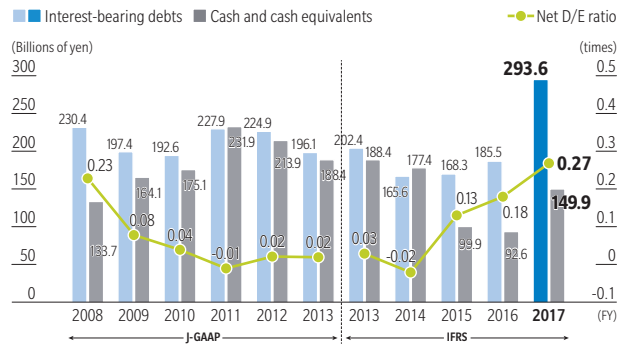
Stability

In fiscal 2017 cash flows, ¥65.3 billion was generated from cash flows from operating activities. ¥133.7 billion was used in cash flows from investing activities consisting primarily of corporate acquisitions. However, investment of ¥35.4 billion from the Innovation Network Corporation of Japan resulted in ¥32.9 billion in negative free cash flow. Interest-bearing debt was ¥293.6 billion including hybrid loan debt. Cash reserves were ¥149.9 billion and the net debt-to-equity ratio was 0.27. The Company retained a credit rating of A with R&I and A+ with JCR. Sound financial conditions will continue to be maintained going forward.

Cash flows



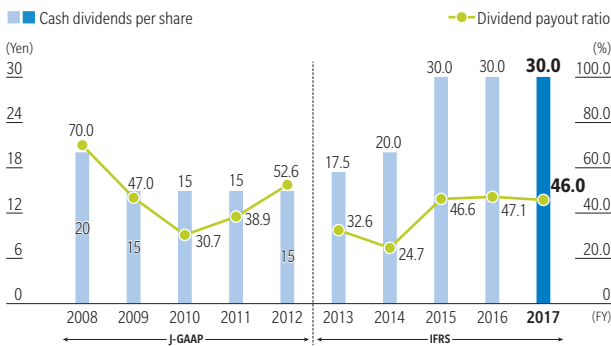
Interest-bearing debts, Cash and cash equivalents, Net D/E ratio



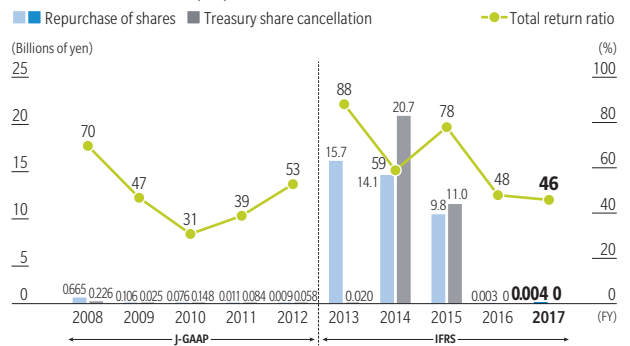
Shareholder Return/Investment Indicators

The Company's basic policy is to proactively distribute earnings to shareholders after comprehensive consideration of factors including consolidated business results and strategic investment in growth areas. In fiscal 2017, the company paid an annual dividend per share of ¥30. No treasury stock was acquired or disposed of.

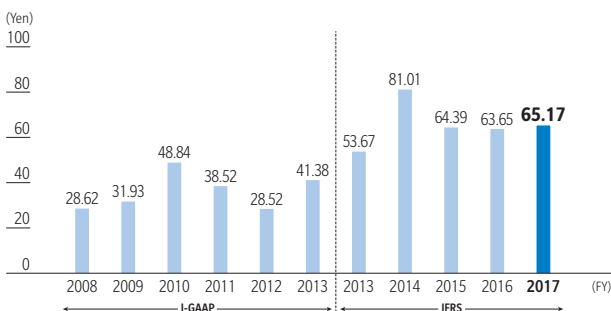
Cash dividends, Dividend payout ratio (%)



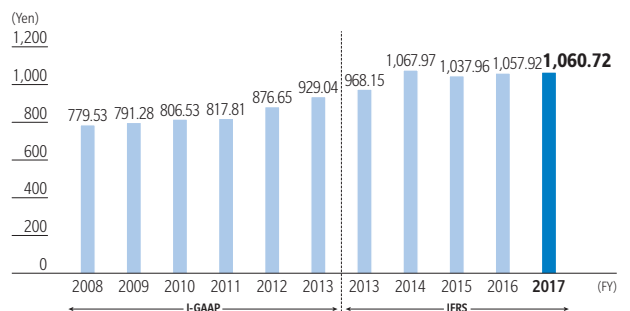
Repurchase of shares and Treasury share cancellation, Total return ratio (%)



EPS*8



BPS*9

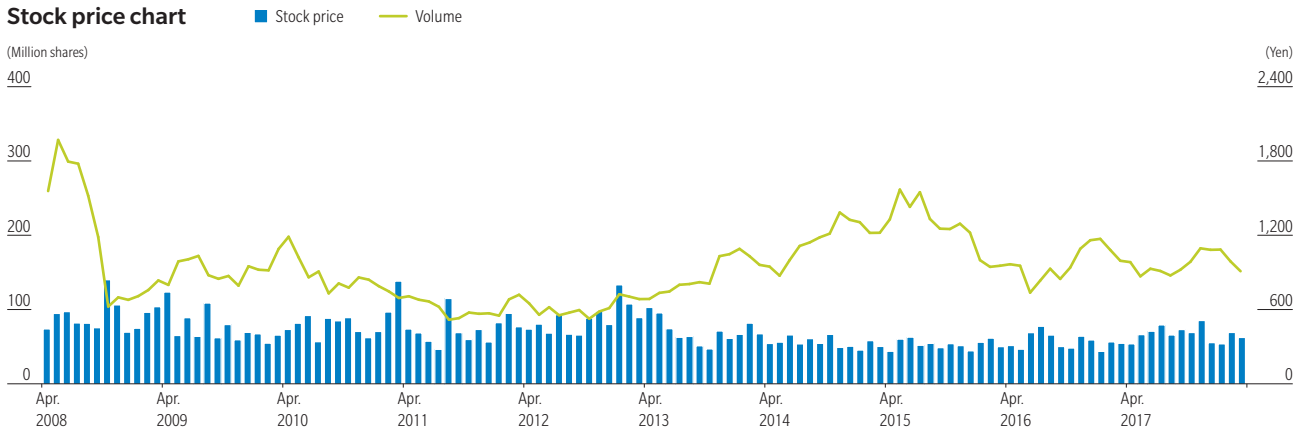


*7 Inventory turnover period = Inventory balance at fiscal year end / Average cost of sales for most recent three months

*8 EPS = Profit attributable to owners of the company / Average number of outstanding shares during the period

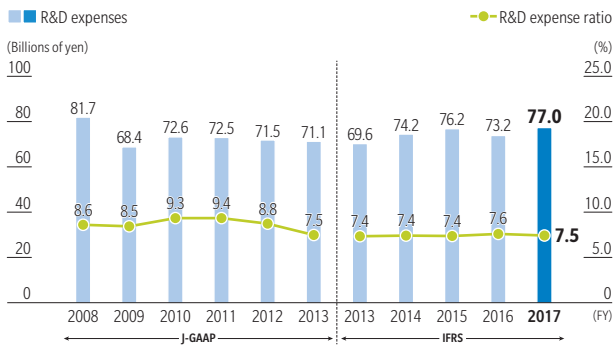
*9 BPS = Profit attributable to owners of the company / shares at fiscal year end

Stock price chart

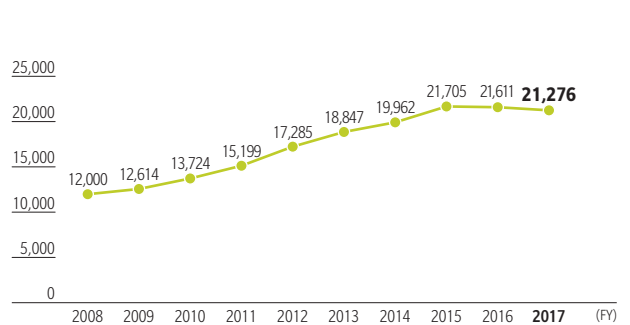


Non-Financial Data

R&D expenses, R&D expense ratio

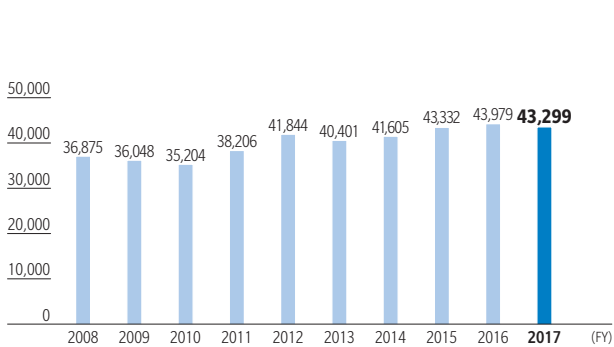


Number of patent rights held*



* The number of patents is the total number of patents held in Japan, the U.S., and China.

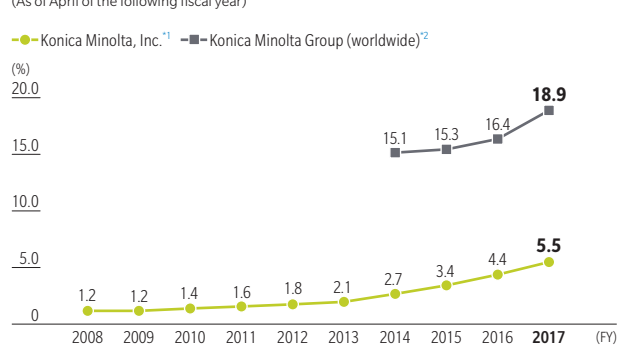
Group employees (consolidated)



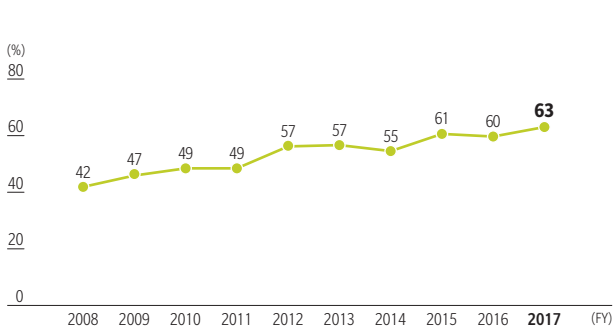
*1 Includes employees seconded to Group companies. Figures are as of April 1, the day after the end of each fiscal year.

*2 Konica Minolta, Inc. and consolidated subsidiaries representing at least 89% of the total workforce of the Group through fiscal 2015, and at least 93% in fiscal 2016 and 2017. Figures are as of March 31 of each fiscal year.

Percentage of management positions held by women



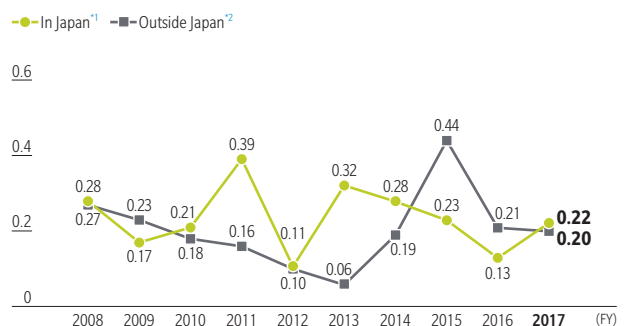
Local/foreign president ratio at foreign subsidiaries



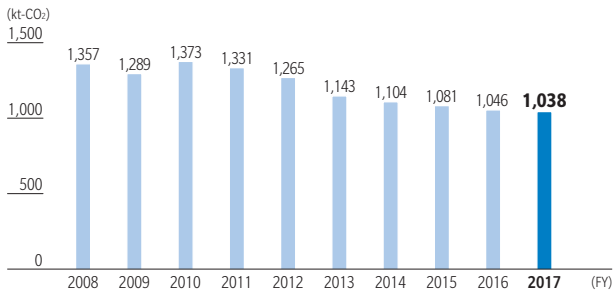
*1 Figures are employees of Konica Minolta Group Japan, including those dispatched from an agency

*2 Figures are for employees of major manufacturing companies in China and Malaysia, including those dispatched from an agency, through fiscal 2014. Employees of Group companies in China and manufacturing companies in Malaysia, including those dispatched from an agency, since fiscal 2015.

Frequency rate of accidents causing absence from work

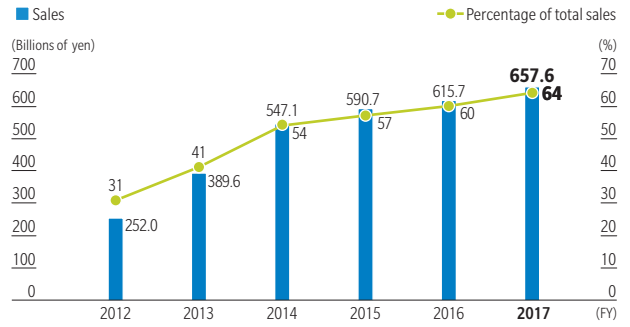


CO₂ emissions throughout product life cycle*

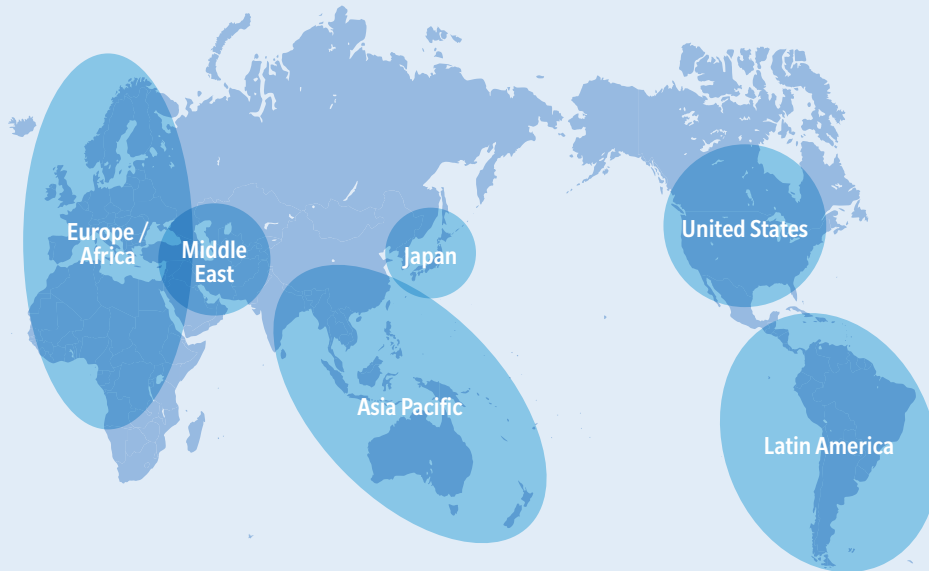


* CO₂ emissions throughout a product's lifecycle, from procurement to production, distribution, sales, service, and product customization.

Green product sales



Regional Overview



Consolidated Subsidiaries*

163

Global Sites* (countries)

49

In Sales and Service (countries)

approximately 150

Employees*

43,299

* Data is compiled on a consolidated basis (as of March 31, 2018)

		Revenue* (Billions of yen)	Employees	Consolidated subsidiaries	CO ₂ emissions (kt-CO ₂)	Total energy inputs (TJ)	Water consumption (km ³)
Europe	2015	319.7	9,824	62	33	606	104
	2016	299.9	10,568	70	29	577	112
	2017	324.7	10,706	72	29	562	115
United States	2015	267.5	8,848	17	35	572	93
	2016	249.6	8,519	17	35	570	90
	2017	271.5	9,266	26	39	636	98
Japan	2015	200.2	11,964	19	259	5,572	3,122
	2016	192.2	11,872	17	245	5,273	3,054
	2017	196.3	11,291	17	229	4,871	2,905
Others	2015	244.3	12,696	53	71	937	520
	2016	220.6	13,020	49	80	1,085	583
	2017	238.4	12,036	48	80	1,107	555

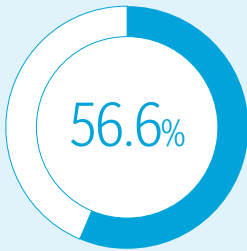
* Europe revenue include Russia and Turkey.

At a Glance

Revenue and profit increased across all segments.

Genre-top strategy

Office Business

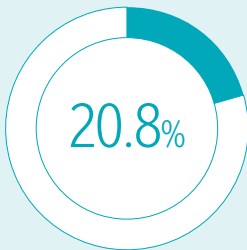


Color MFPs had a large market share, particularly in the U.S. and Europe

Unit basis, Konica Minolta estimate using external CY2017 data

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Professional Print Business

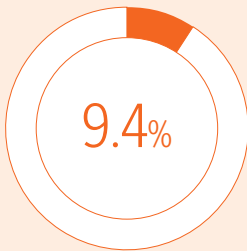


Digital color printers had a large market share

Unit basis, Konica Minolta estimate using external CY2017 data

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Healthcare Business



Cassette-type DRs had a large market share among medical clinics in Japan

Konica Minolta estimate using CY2017 data

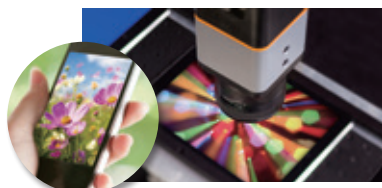
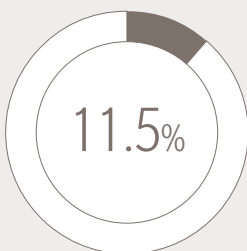


Diagnostic ultrasound systems had a large market share in orthopedics in Japan

Konica Minolta estimate using CY2017 data

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Industrial Business

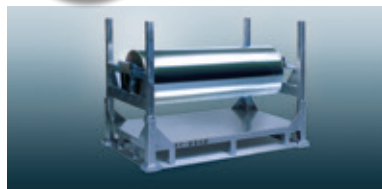


Optical Systems for Industrial Use

Display color analyzers had a large market share

Konica Minolta estimate using CY2017 data

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Materials and Components

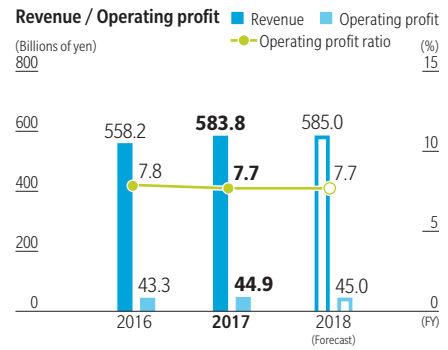
Products for VA LCDs and thin-film TAC products had a large share of the global market

Konica Minolta estimate using CY2017 data

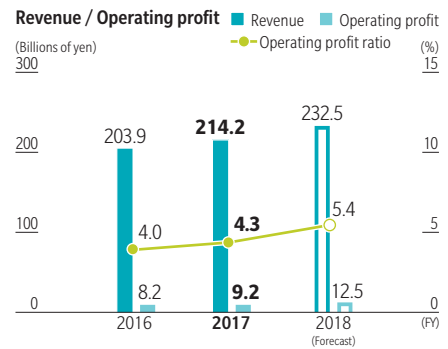
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Business Overview

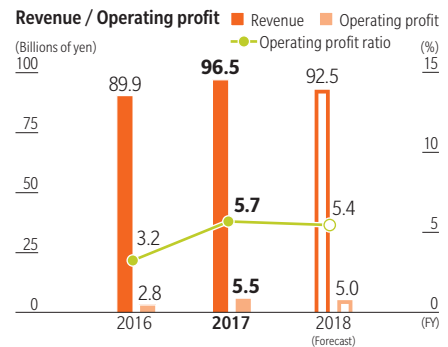
Revenue in this business grew 4.6% year-on-year to ¥583.8 billion and operating profit increased 1.3% to ¥44.9 billion. In the office products business unit, sales of both color and monochrome A3 MFPs grew over the previous year and outpaced market growth. Among color units, the new bizhub C759 series of high-speed A3 digital color MFPs achieved particularly strong growth. In Europe, although unit sales declined over the previous year, sales increased in the second half of the period, for high-speed color models in particular. Unit sales were strong in North America and very strong in China. Overall IT service solution business unit revenue grew over the previous period in part due to better sales in the U.S. and Europe.



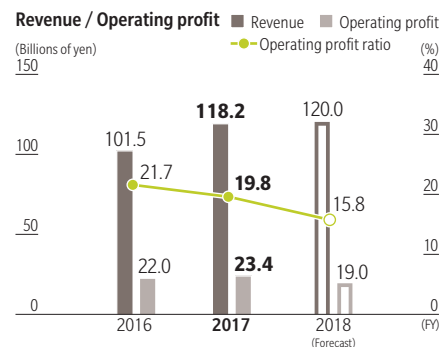
Revenue in this business increased 5.0% year-on-year to ¥214.2 billion while operating profit rose 12.4% to ¥9.2 billion. In the production print business unit, amid stagnant market growth in developed countries in particular, figures were on par with last year in North America. Sales grew in Europe, centered on newly-launched, top-of-the-line digital color printers. China also saw robust sales. In the industrial printing business unit, inkjet digital printer, digital decorative printer, and label printer sales increased primarily in the U.S. and Europe. In the marketing services business unit, while Kinko's on-demand printing sales grew, the effects of cost-cutting by major accounts saw a decline in sales for marketing print. As a result, revenue was down over the previous fiscal period.



Revenue in this business was up 7.3% year-on-year to ¥96.5 billion and operating profit grew 94.6% to ¥5.5 billion. In the healthcare unit, DR (digital radiography) systems sales increased primarily in the U.S. due to stronger collaboration with X-ray device manufacturers and the acquisition of large contracts. Diagnostic ultrasound systems sales remained strong in Japan with the introduction of SNIbLE yb, a new and highly-portable product. Sales also grew throughout China, the U.S., and Europe, and there was also a considerable contribution from new products launched in the second half of the period, leading to powerful growth in sales. In the medical IT business unit, revenue was boosted by strong performance in the U.S. market while maintenance services also continued to grow.



Revenue in this business rose 16.4% year-on-year to ¥118.2 billion while operating profit grew 6.4% to ¥23.4 billion. Revenue grew significantly in the field of optical systems for industrial use due to the measuring instruments business unit success in providing solutions to assist innovations in display products, which captured a growing wave of demand among multiple customers. In the field of materials and components, the performance materials business unit achieved increased revenue despite price pressure. This owed to success with strategies to shift to high added-value products such as new waterproof VA-TAC film and ZeroTAC film for IPS panels, amid a consumer trend towards televisions of increasing screen sizes. The optical components business unit saw continued strong sales, leading to an increase in revenue.



Office Business



Strengths

Strengths

- A customer base of two million companies that consists primarily of small and medium-sized enterprises and that came together through a global system of direct sales and services
- The human capital and expertise that, acquired through M&A and new employee recruitment, is needed to provide our IT services
- Hybrid-type sales that successfully merge sales of MFPs with the merchandise, organizational and sales approaches of IT services

Weaknesses

Weaknesses

- Impact from exchange rate volatility due to a high percentage of revenue in Europe (we have a natural hedge in the U.S. dollar)
- Volume-derived cost competitiveness compared to large competitors
- Distributed and redundant operations at each business facility internationally

Opportunities

Opportunities

- Increasing color MFP shipment volume due to further penetration and expansion of color printing output in emerging nations
- Rising need for IT services to solve management problems at small and medium-sized enterprises, which tend to suffer from shortages of IT experts
- Rising need for better workflow efficiency through solutions that integrate mobile technologies, the Cloud, and printing

Threats

Threats

- Increasing competition due to copier market maturation in developed markets in the U.S. and Europe
- Customers demanding greater customer value as products become commoditized
- Declining print volume per copier unit as more workplaces do away with printing

Main Achievements in Fiscal 2017

Revenue for this business in fiscal 2017 increased 4.6% year-on-year to **¥583.8 billion**

Office Unit

Core business

- Unit sales for A3 MFPs, a core product category, increased year-on-year and surpassed the market growth rate for both color and monochrome units. Among color units, growth was particularly strong for the new high-speed bizhub C759 series of A3 digital color MFPs.
- In Europe, although unit sales declined over the previous year, sales recovered in the second half of the period and for high-speed color models in particular. Unit sales were strong in North America and increased significantly in China.

IT Service Solutions Unit

Core business

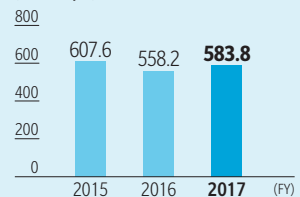
- Overall IT Service Unit revenue increased year-on-year on the back of expanded sales in the U.S. and Europe for high-margin security solutions, managed content services, and other solutions.
- Expanded hybrid-type sales resulted in stronger relationships with customers and better per-customer revenue and rate of return.

Fiscal 2018 Earnings Forecast

- High value-added sales to high-margin, medium-sized customers will increase in developed nations while unit sales for color MFPs will grow in emerging nations. Production costs and service costs will decrease in both product development and production, and structural reforms will be made with respect to things such as business process consolidation and outsourcing. These factors will contribute to greater earning power.
- The fiscal 2018 revenue forecast for this segment is **¥585.0 billion**, roughly on par with the previous year. The goal is to increase profits in real terms by enhancing earning power.

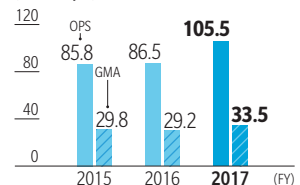
Revenue for this business

(Billions of yen)



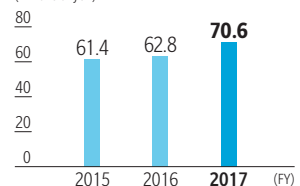
OPS and GMA revenue

(Billions of yen)



IT service solutions revenue

(Billions of yen)



Professional Print Business



Strengths

Strengths

- A product lineup to accommodate the digitalization of the commercial and industrial printing segments
- Along with great device specifications, the ability to develop and provide value-added solutions for fundamental problems in the printing industry
- Color mid-production printers (MPP) occupy the top position in the segment. Efforts are also focused on the emerging nations, namely China and India

Weaknesses

Weaknesses

- Product lineup for color high-production printers (HPP)
- There is still room for improvement concerning enhancing specialized sales resources and service skills in the industrial printing segment

Opportunities

Opportunities

- Further digitalization and market growth are expected to occur in the commercial and industrial printing segments, which have low rates of digitalization
- As companies' marketing methods become more individualized, fragmented, and marked by shorter cycles, demand for digital printing is likely to increase
- Packaging and labeling demand will increase as the global population rises, more low-capacity packaging is used, and private and local branding increases

Threats

Threats

- The slow pace of print digitalization due to improvements to offset printers
- Geopolitical risks causing fluctuations in willingness to invest at printing companies, our main customers

Main Achievements in Fiscal 2017

Fiscal 2017 revenue in this business rose 5% year-on-year to ¥214.2 billion

Production Printing Unit

Core business

• Amid stagnant market growth in primarily developed nations, consumers in these markets have acknowledged the value of the IQ-501 Intelligent Quality Optimizer unit, a Konica Minolta proprietary function that automates printing output configuration. This contributed to unit sales roughly on par with the previous year in North America. Unit sales of the new AccurioPress C6100 top-of-the-line digital color printer increased mainly in Europe. Unit sales increased very significantly in China.

Industrial Printing Unit

Growth business

• Sales increased substantially primarily in the U.S. and Europe for the Accuriojet KM-1 inkjet digital printer, digital decorative printers, and label printers.

Marketing Services Unit

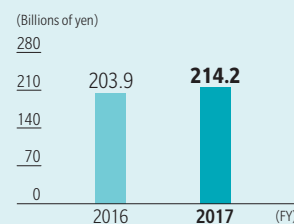
Growth business

• Although MPM service revenues dropped year-on-year due to the lingering impact of cost-cutting by major accounts, growth remained strong for Kinko's on-demand printing.

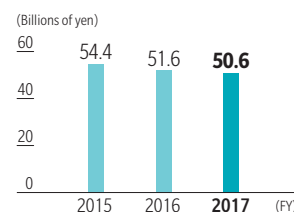
Fiscal 2018 Earnings Forecast

- Year-round sales will increase for the AccurioPress C6100 series and IQ-501 launched in the second half of the previous fiscal year. The AccurioPress C3080 series will also launch and become a market-leading product line. Earnings will grow on the back of increased print volume. Industrial printing will continue to see substantial increases in installed unit volume.
- MPM will shift to high value-added services (digital marketing), while the on-demand printing segment will aim for business growth through expansion of sign and display services.
- The fiscal 2018 forecast for this segment puts revenue at ¥232.5 billion, up 9% year-on-year.

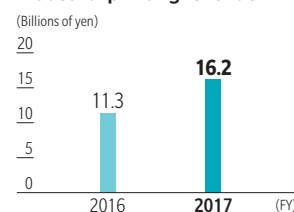
Revenue for this business*



MPM service revenue



Industrial printing revenue



* Figures are given for two years as segments were reorganized

Healthcare Business



Strengths

Strengths

- Advanced technological expertise and knowledge in the medical imaging domain, which develops products that provide top-level image quality
- High customer satisfaction due to high quality products and services
- Customer base in Japan centered on medical clinics

Weaknesses

Weaknesses

- Some ultrasound business competitors exist in Japan, the U.S., and Europe, where the Company is prioritizing its efforts
- Need to better accommodate the diverse customer needs of different regions and hospital departments
- Need to enhance business sites and system functions globally

Opportunities

Opportunities

- IT and digital technologies are being increasingly applied in medical diagnostics
- Customer needs are increasing for solutions to improve efficiency in diagnostic support and operations
- The trend towards regional healthcare coordination and home-based care is accelerating
- Healthcare needs are growing in emerging nations

Threats

Threats

- The rise of startups and large global IT enterprises that utilize new technologies
- Declining investment by customers due to economic downturns being caused by systemic reforms and other factors
- Regulations surrounding medical equipment in some countries

Main Achievements in Fiscal 2017

Revenue for this business in fiscal 2017 increased 7% year-on-year to ¥96.5 billion

X-ray business

Core business

- Full-size (17 x 17) and quarter-size (10 x 12) models have been added to the AeroDR cassette-type digital X-ray system line, and strong sales performance for the line continued in Japan and abroad.

Ultrasound business

Growth business

- The SONIMAGE HS1 diagnostic ultrasound system attained genre-top position in the orthopedic surgery domain in Japan, while the new SONIMAGE MX1 series was added to ultrasound diagnostic system product line. These products are compact and provide high image quality, and as such cater to needs in the Point of Care domain, which involves conducting screenings and providing care for patients at their bedside. These factors contributed to business growth this fiscal period. Unit sales also increased year-on-year in China and Europe in a continued demonstration of strong product line performance.

Medical IT business

Growth business

- Overall revenue increased year-on-year by 26% due to increased sales in the U.S. Maintenance services also saw steady growth.

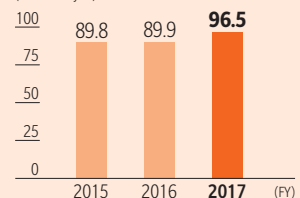
Fiscal 2018 Earnings Forecast

- Progress is being made in digitizing medical diagnostic equipment and, as a result, sharing and coordinating medical information among multiple healthcare providers, and as such demand is likely to increase.
- We will step up efforts to sell and propose the core products and services that enjoy strong market competitiveness.
- The fiscal 2018 forecast for this segment puts revenue at ¥92.5 billion^{*1}, down 4% year-on-year.

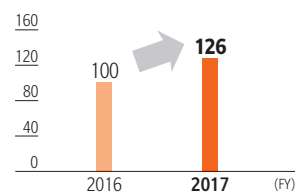
*1 Revenue will increase 4% year-on-year if the ¥5.0 billion impact of discontinuing trade of purchased goods is excluded.

Revenue for this business

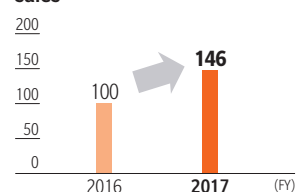
(Billions of yen)



Medical IT service revenue^{*2}



SONIMAGE HS1/MX1 unit sales^{*2}



*2 Base index: fiscal 2016 = 100

Industrial Business

(Optical Systems for Industrial
Use)



Strengths

Strengths

- Wide-ranging product lineup of precision measuring instruments
- Reliable technical expertise developed over many years and a track record of diverse products chosen by customers
- Global sales and service network

Weaknesses

Weaknesses

- Strong correlation between capital investment and infrastructure investment, and a business category in which economic condition fluctuations often have a significant impact
- The impact of exchange rate fluctuation due to our global business expansion

Opportunities

Opportunities

- Needs are growing for light-source color measuring devices as displays for mobile devices, TVs, and other products become higher definition and those markets grow
- Production volume is moderately increasing in the automobile industry, a major customer in the object color measuring devices segment
- More and more investment is going into production line automation, and the FA measuring market is growing

Threats

Threats

- The rise of start-ups
- Risks posed by uncertainties related to growing regulation in some regions, geopolitical developments, etc.

Main Achievements in Fiscal 2017

Fiscal 2017 revenue for this segment grew 47% year-on-year to ¥43.1 billion

Measuring Instruments Unit (Sensing)

Core business

- Revenue grew significantly due to the Measuring Instrument Unit's success in providing solutions to assist innovations in display products and capturing a growing wave of demand among multiple customers.

Measuring Instruments Unit (Visual Inspection)

Growth business

- Headway was made in developing technologies for the visual inspection business, which undertakes the detection and quantification of scratches and defects in the exteriors of products such as resins and metals in the production process. Efforts were started to test concepts through a customer-centric approach.

Image Solutions Unit

Growth business

- The VirtuaLink interactive VR attraction was deployed at pop-up shops.

Fiscal 2018 Earnings Forecast

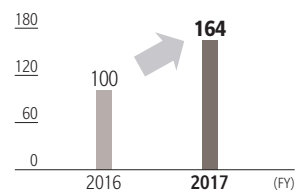
- While demand growth has momentarily slowed for light source color measuring instruments, a revenue contributor, the diversification of display products is prompting changes in supply chain structure and the market player power dynamics. New demand is anticipated for Konica Minolta products in the measuring instrument segment.
- We will focus on reinforcing our visual inspection business by leveraging our existing measuring instruments customer base.
- The fiscal 2018 forecast for this segment puts revenue at ¥40 billion, down 7% year-on-year.

Revenue in this segment^{*1}

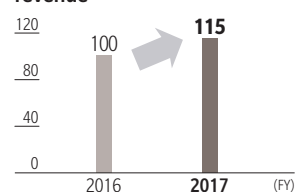
(Billions of yen)



Light-source color measuring instrument revenue^{*2}



Object color measuring device revenue^{*2}



^{*1} Figures are given for two years as segments were reorganized

^{*2} Base index: fiscal 2016 = 100

Industrial Business

(Materials and Components)



Strengths

Strengths

- We have built a relationship of trust with customers and amassed assets that consist of technologies, production equipment, and supply chains through developing, producing, and selling TAC film.
- We provide value through the trifecta of IJ ink, heads, and systems
- Groundbreaking and advanced core technologies in product design, processing, and evaluation to support optical products such as pickup lenses for optical discs

Weaknesses

Weaknesses

- Prices continue to fall as a result of product commoditization
- Improvements could be made to our ability to expand business through the reciprocal leveraging of technologies and customer needs by different business units

Opportunities

Opportunities

- The displays market will continue to see greater breadth as a result of the trend towards larger, higher definition TVs.
- Full-scale IoT advancement will see range of applications grow for device technologies that include vehicle-mounted cameras, surveillance cameras, and optical communication solutions
- As display market diversity grows, consumers will seek out more advanced functions and more business opportunities will arise for film products

Threats

Threats

- The business environment is susceptible to dramatic change caused by market environment shakeups, examples of which are the rise of alternative technologies and start-ups.
- The growing pervasiveness of IT in production and design could compromise the competitive edge we achieve through inter-departmental collaboration towards satisfying customer needs, a strength of Konica Minolta

Main Achievements in Fiscal 2017

Fiscal 2017 revenue for this segment rose 4% to ¥75.1 billion

Performance Materials Unit

Core business

- For protective film for polarizers, successful anticipation of larger TV screen sizes and customer diversification led to growth in the market share of our high value-added products, which include new VA-TAC films with greater waterproofing performance and ZeroTAC films for IPS panels. Greater unit sales led to increased revenues and contributed to greater earnings for the business, despite the impact of pricing pressure.

Optical Components Unit

Core business

- Revenues grew as a result of increased sales related to projectors and interchangeable lenses.

IJ Components Unit

Core business

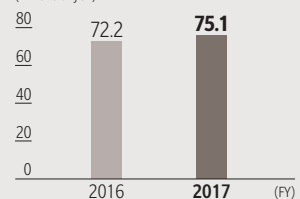
- Following on the previous fiscal year, revenue increased on account of strong sales in Europe and Asia.

Fiscal 2018 Earnings Forecast

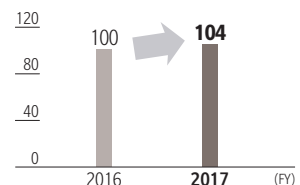
- In the Performance Materials unit, we seek to flexibly accommodate our customers' wide-ranging needs and grow lines of business involving traditional TAC as well as products achieved through Konica Minolta's unique inventiveness in the area of new resin materials, for which considerable effort has been expended.
- The FY2018 forecast for this segment calls for sales of ¥80 billion, up 6% year-on-year.

Revenue for this business^{*1}

(Billions of yen)



Performance materials segment revenue^{*2}



^{*1} Figures are given for two years as segments were reorganized

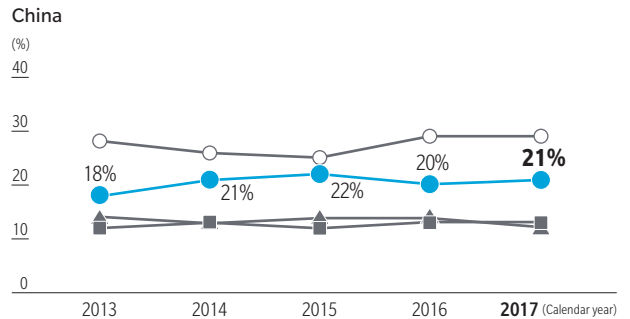
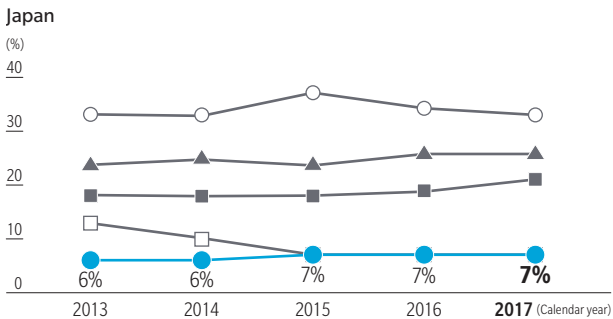
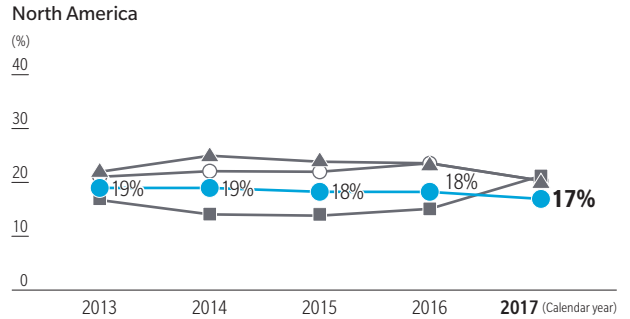
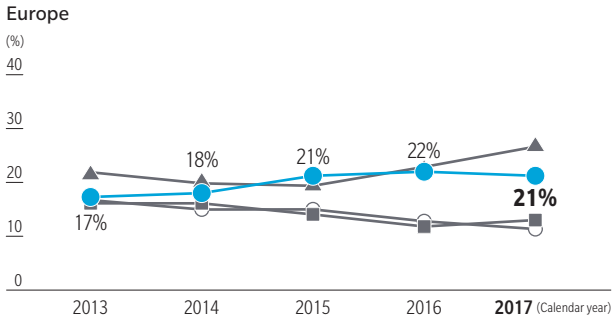
^{*2} Base index: fiscal 2016 = 100

Market Data by Segment

Office Business

Konica Minolta share of A3 color MFPs (based on sales value)*

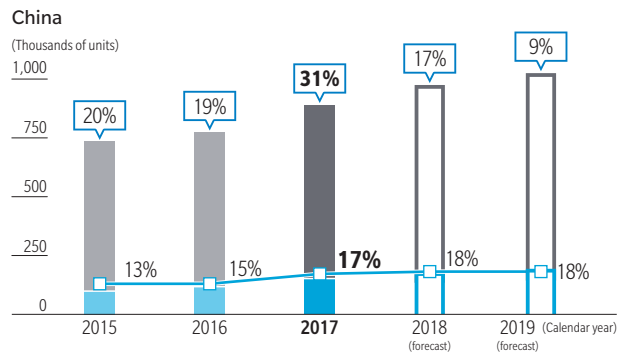
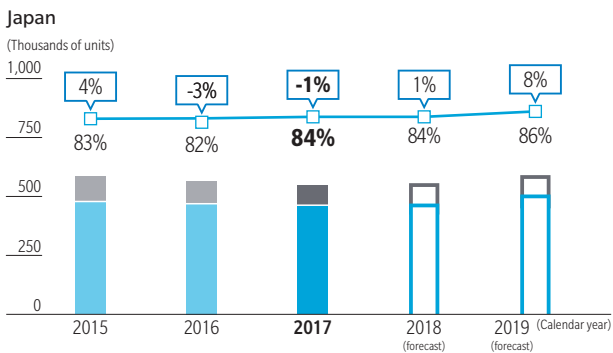
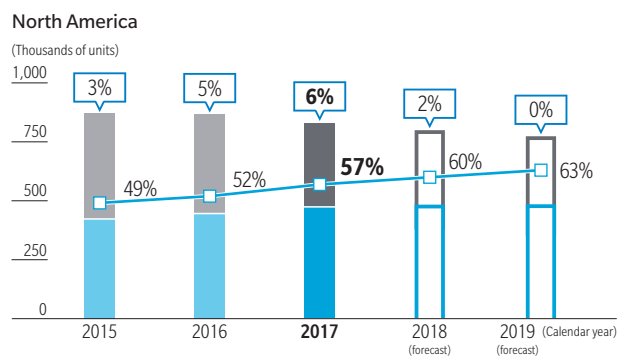
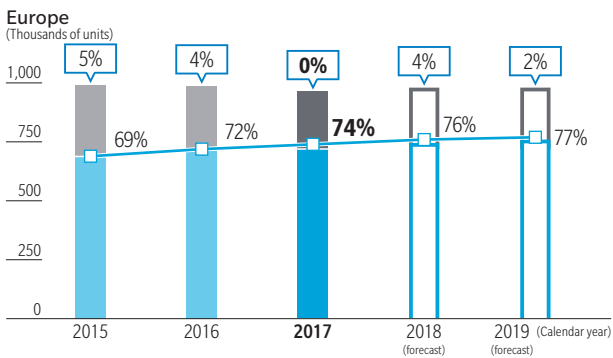
● KM ■ Company A ▲ Company B ○ Company C □ Company D



* Konica Minolta estimate

Unit shipment trends and forecasts* in the A3 color MFP market

■ Color ■ B/W □ Color ratio □ A3 color MFP growth rate



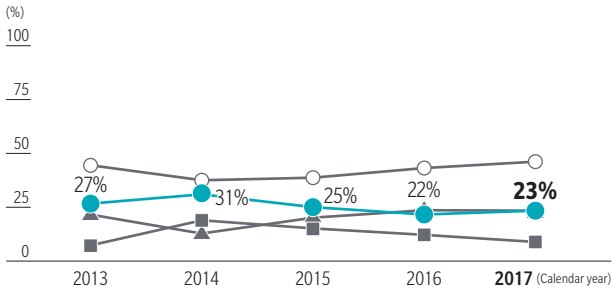
* Konica Minolta estimate

Professional Print Business

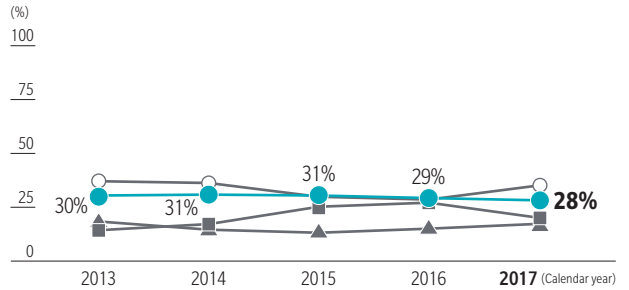
Color production printer market share (based on sales value)*

● KM ■ Company A ▲ Company B ○ Company C

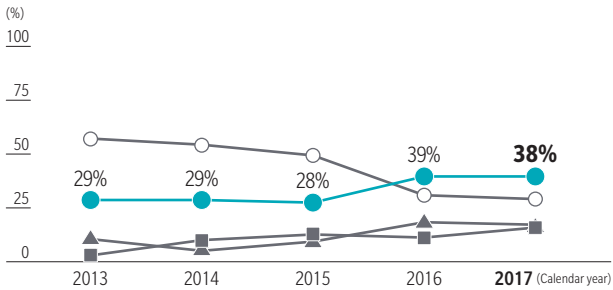
Europe



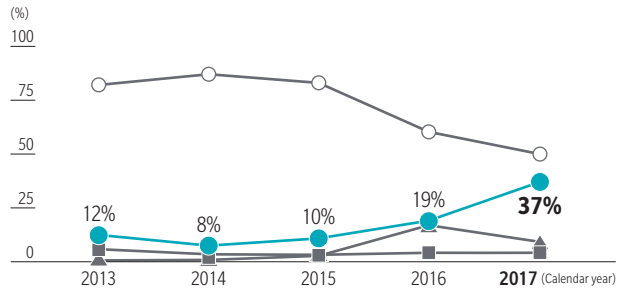
North America



Japan



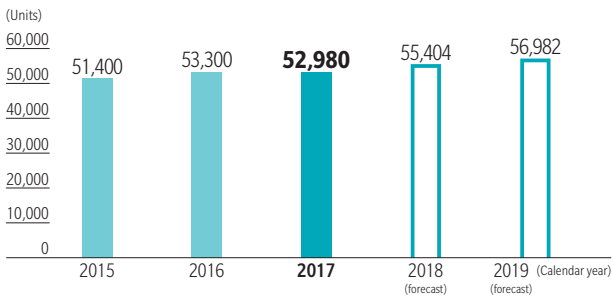
China



* Konica Minolta estimate (LPP+MPP)

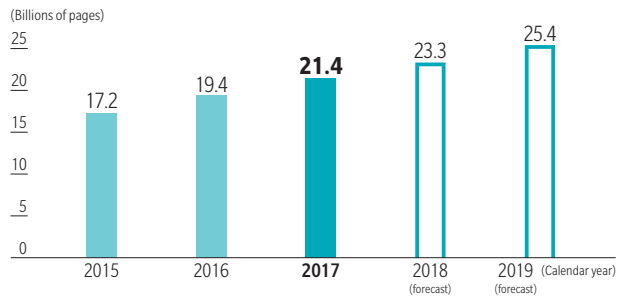
* LPP: Light Production Printer MPP: Mid Production Printer

Color production printer units shipped and forecast (worldwide)



* Konica Minolta estimate

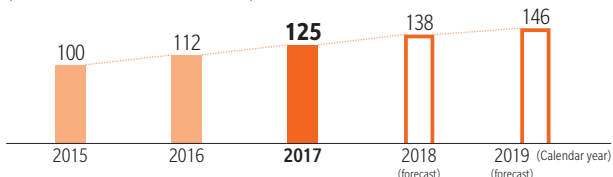
Color PV (print volume) and forecast (worldwide)*



Healthcare Business

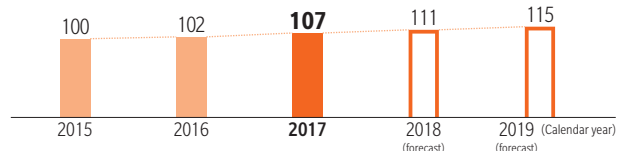
DR units shipped and forecast (worldwide)¹

(Base index: fiscal 2015 = 100)



Diagnostic ultrasound systems units shipped and forecast (worldwide)²

(Base index: fiscal 2015 = 100)



¹ Based on data from "X-ray-Intelligence-Service-Summary-General-Radiography-and-Fluoroscopy-X-ray-Equipment" from IHS TECHNOLOGY, with some estimates from Konica Minolta

² Based on data from "Ultrasound-Intelligence-Database-Equipment-December-2017" from IHS TECHNOLOGY, with some estimates from Konica Minolta