

## Glossary

- **AeroDR**

The FPD (flat panel detector) that we sell. AeroDR PREMIUM, which went on sale in August 2014, is a wireless cassette-type digital X-ray system that can transmit image data wirelessly, and at 2.6 kg is one of the world's lightest of its kind. It is highly regarded by many in the medical field for its high-quality performance even at low doses. In addition to being lightweight and robust, the AeroDR offers high sensitivity, high definition, and good connectivity with other manufacturers' X-ray equipment. The original model in the AeroDR series, launched in March 2011, was awarded a 2011 Good Design Award.

- **bizhub**

Our product brand for general office MFPs. It is a word we coined to evoke the center and core (hub) of a business.

- **Cassette**

A container for loading film used in general radiography. "Cassette" comes from French and corresponds to "cartridge" in English. The prevalence of CR systems in recent years has seen most film replaced by mounted imaging plates.

- **DR**

Abbreviation for Digital Radiography. Also referred to as digital X-rays. 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. Also refers to systems that do this.

- **GMA**

Abbreviation for Global Major Account. Refers to our major enterprise customers (businesses) that operate on a global scale.

- **Imaging CRO I**

Evaluation of the safety and efficacy of medical and pharmaceutical products, for example clinical trials of new drugs, using medical images taken by CT, MRI and other imaging equipment, with a focus on areas such as cancer. Konica Minolta offers integrated services to support image evaluation in clinical trials, from support for test planning through information collection, quality control, image evaluation and data storage.

- **Informity**

Our ICT service platform for helping hospitals and clinics deliver care in a variety of ways. Offerings include our Collaboration Box Service, which allows multiple institutions to share medical data such as examination images and reports, and remote diagnostic support services that facilitate requests for image interpretation.

- **MCS**

Abbreviation for Managed Content Services. The collective term given to services for centrally managing paper or digital documents, e-mails, forms, diagrams, and other such business content, and for building systems to properly use, store, and dispose of this content.

- **MFP**

Abbreviation for Multi-Functional Peripherals. Units that support a variety of functions otherwise handled by separate equipment, such as copiers, printers, scanners, and facsimiles. We manufacture and sell color and monochrome MFPs under the "bizhub" brand.

- **MIF**

Abbreviation for 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).

- **MMS**

Abbreviation for Marketing Management Services. Covering everything from planning to media creation and usage, these

services are informed by customer preferences and purchase analyses and are developed in line with communication strategies that rely on a combination of printed materials and digital media. They seek to maximize return on investment while also improving customer loyalty and enhancing the client company's brand strength.

- **MPM**

Abbreviation for Marketing Print Management, which provides services optimizing the production cost of marketing materials for customers using our own supplier network. Konica Minolta acquired Charterhouse PM Limited (headquartered in the UK) and Ergo Asia Pty Limited (headquartered in Australia), both major print management service providers, to strengthen our global MPM business.

- **MPS**

Abbreviation for Managed Print Services. Refers to comprehensive services for optimizing the office printing environment and reducing costs, as provided by our own OPS.

- **OLED**

Abbreviation for Organic Light Emitting Diode. Organic matter comes in an infinite array of molecular structures, each with a different color and durability. We are presently strengthening and growing our lighting business in this area as a future pillar of the business, building on our strengths in materials and coating technologies developed in photosensitive materials.

- **OPS**

Abbreviation for Optimized Print Services, which is the name of our Managed Print Services (MPS) offering. OPS provides services to boost efficiency and reduce costs through optimization of the customer's print environment (output and document management environment).

- **PP**

Abbreviation for Production Print. One of the business units of our Business Technologies Business. In addition to its existing business areas, such as Centralized Reprographic, as well as convenience stores that perform copy and data output services, it is expanding its manufacturing and sale of digital printing systems and its services business in the commercial printing area, where substantial high-mix low-volume market growth is expected in the future.

- **PV**

Abbreviation for Print Volume. The print output quantity. (Also called Copy Volume.)

- **QWP film**

Films that help emulate unpolarized light on device screens, allowing people to see true colors even when wearing polarized sunglasses. This is made possible by Konica Minolta's proprietary optical design technology, coupled with the optical properties of cellulosic materials suitable for this product. Besides being good on the eyes and enhancing display visibility when viewed through polarized sunglasses, a piece of QWP film also serves as a polarizer protection film, thus contributing to reducing the thickness of displays and the number of parts required for their production.

- **TAC**

Abbreviation for triacetylcellulose. Primarily composed of cellulose acetate, it is mainly used as a protective film for polarizers, a component of LCDs. TAC was originally developed as a substrate for photographic film, but because of its transparency, surface appearance, water permeability and coating suitability, we are pursuing development of applications outside of photographic film.