

Konica Minolta Group 3rd Quarter/March 2011 Consolidated Financial Results Three months: October 1, 2010 – December 31, 2010

Nine months: April 1, 2010 – December 31, 2010

January 28, 2011

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.

3Q/March 2011 financial results – Overview (vs. forecasts)



- The Group results rose steadily until the first half of the fiscal year, but net sales and net income fell in Q3, and the sales recovery lost momentum. Based on this situation, we have revised the results forecast.
- Business Technologies Business: Unit sales of profitable new products, both office and production print systems, were weak, and the target was not achieved. Sales of color MFPs fell, and the sales mix shifted to low-speed products. As a result, profitability declined.
- Optics Business: While sales of TAC films recovered, sales of glass HD substrates and optical pickup lenses were sluggish with the effect of production adjustments at customers lasting longer than expected.
- As a result, profits in the first nine months rose from a year ago but was below the forecast.

 The Group will focus on expanding sales in Q4 to offset the difference between the target and actual results in Q3 and will strive to maximize profit in Q4, comprehensively reducing expenses and costs.
 The essentials of imaging

3Q/Mar2011 financial results - Overview



[Billions of yen]

	9M	9M		Marî	11	
	Mar11	Mar10	YoY	30	20	QoQ
Net sales	575.3	588.7	△ 13.5	183.5	197.2	△ 13.7
Operating income	28.3	21.2	7.0	5.6	12.8	Δ 7.1
Operating income ratio	4.9%	3.6%		3.1%	6.5%	
Goodwill amortization	6.3	7.0	Δ 0.7	2.0	2.1	△ 0.0
Operating income before amortization of Goodwill(b)	34.6	28.2	6.4	7.7	14.9	△ 7.2
(b)/(a)	6.0%	4.8%		4.2%	7.5%	
Net income	10.8	9.0	1.8	2.2	5.1	△ 3.0
Net income ratio	1.9%	1.5%		1.2%	2.6%	
FOREX [Yen] USD	86.84	93.56	Δ 6.72	82.64	85.87	△ 3.23
Euro	113.30	133.00	△ 19.70	112.23	110.66	1.57

3Q/March 2011 financial results - Group

9M/March 2011 results (YoY)

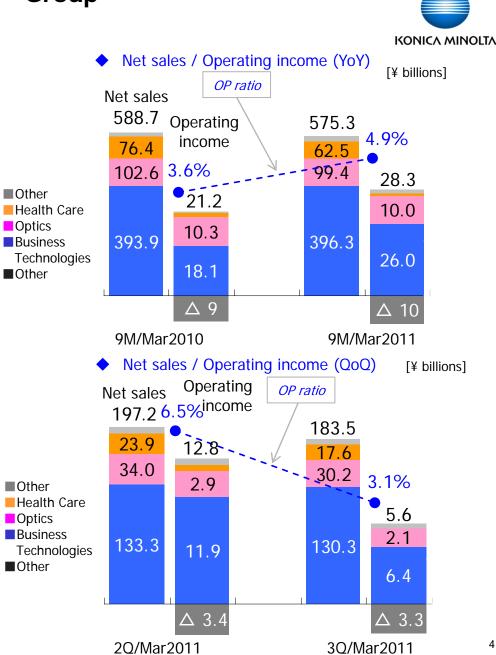
Net sales: -2% (w/o forex: +5%) Operating income: +33% (w/o forex: +113%)

- Net sales were about the same level as a year ago due to the strong yen, but rose without the effect of exchange rates.
- Leaving out the effect of exchange rates, operating income doubled from a year ago, led by an increase in sales of new MFPs in the Business Technologies Business.

3Q/March 2011 results (QoQ) Net sales: -7% (w/o forex: -6%)

Operating income: -56% (w/o forex: -55%)

- Net sales declined, reflecting falls in unit sales of the main products in the Business Technologies Business, Optics Business, and Healthcare Business.
- Operating income declined, attributable to a decrease in unit sales and changes in prices and the sales mix.



3Q/Mar2011 financial results – Segments



[Billions of yen]

Net Sales	9M	9M		Mar1	1	
	Mar11	Mar10	YoY	3Q	2Q	QoQ
Business Technologies	396.3	393.9	2.4	130.3	133.3	Δ 3.0
Optics	99.4	102.6	Δ 3.2	30.2	34.0	Δ 3.7
Health care *	62.5	76.4	△ 13.9	17.6	23.9	Δ 6.3
Other businesses	11.6	10.4	1.1	3.6	4.0	Δ 0.4
HD and eliminations	5.5	5.4	0.1	1.7	2.0	Δ 0.3
Group total	575.3	588.7	Δ 13.5	183.5	197.2	△ 13.7
Operating income	9M	9M		Mar1	1	
	Mar11	Mar10	YoY	3Q	2Q	QoQ
Business Technologies	26.0	18.1	7.9	6.4	11.9	Δ 5.6
Optics	10.0	10.3	Δ 0.3	2.1	2.9	Δ 0.8
Health care *	0.6	1.5	Δ 0.9	0.0	0.7	Δ 0.7
Other businesses	1.6	0.3	1.2	0.5	0.6	Δ 0.1
HD and eliminations	Δ 10.0	△ 9.0	△ 0.9	△ 3.3	Δ 3.4	0.1

* The results of the graphic imaging section were included in this segment from 1Q Mar2010 to 2Q Mar2011.

(from 3Q Mar2011 it was integrated into the Business Technologies Business)

Business Technologies - Overview



9M/March 2011 results (YoY)

Net sales: +1% (w/o forex: +10%)

Operating income: +44% (w/o forex: +119%)

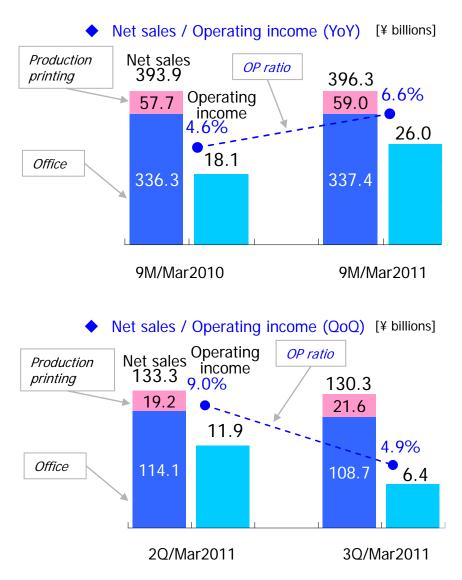
Office: Sales improved, led by increases in sales of new color and B/W MFPs.

 Production Printing: Sales remained unchanged without the inclusion of the graphic imaging section. The effect of the strong yen was offset by an increase in unit sales.

3Q/March 2011 results (QoQ)

Net sales: -2% (w/o forex: -1%) Operating income: -46% (w/o forex: -49%)

- Office: Sales of profitable new color MFPs declined. The margin fell, reflecting an increase of lowpriced MFPs in the sales mix.
- Production Printing: Sales of new color products started slowly, failing to reach their maximum level, as the Company carefully developed supply and sales structures.



Business Technologies – Sales performance

Office MFP

9M/March 2011 results (YoY)

Unit sales: +21% (color +24%, BW +19%)

 Sales of color MFPs and B/W MFPs both rose due to an increase in sales of new products.

3Q/March 2011 results (QoQ)

Unit sales: -7% (color -14%, BW -4%)

- Sales of color MFPs and B/W MFPs both rose in Europe but were generally weak in other markets.
- Production Printing Product
 9M/March 2011 results (YoY)

Unit sales: +9% (color +12%, BW +5%)

• Sales of color MFPs rose in the US and Europe. Sales of B/W MFPs grew in Japan, US and Europe.

3Q/March 2011 results (QoQ)

Unit sales: -11% (color +9%, BW -29%)

 Sales of color MFPs increased in Europe and US. Sales of B/W MFPs were weak, reflecting a decrease in bid deals in North America.

Non-Hard Sales

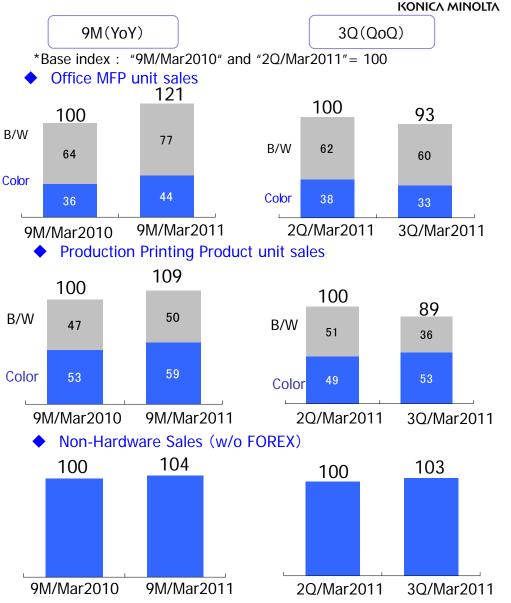
9M/March 2011 results (YoY)

Sales: -4% (w/o forex: +4%)

3Q/March 2011 results (QoQ)

Sales: +2% (w/o forex: +3%)

Sales of non-hardware remained solid in Q3.



Business Technologies – Sales/Operating income analysis(QoQ)



Net Sales:

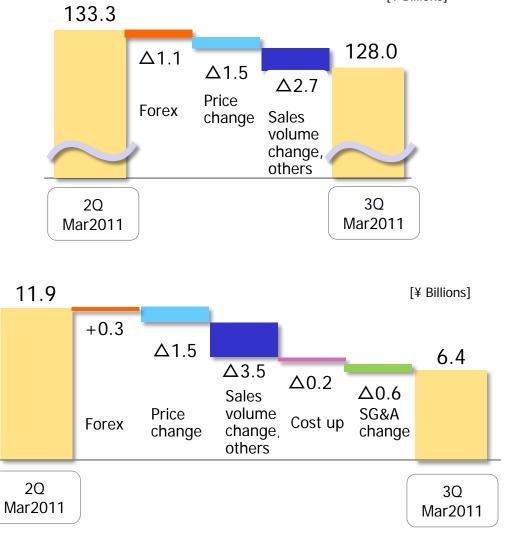
- Sales excluding the graphic business, which was included in the Business Technologies Business from Q3, declined ¥5.3 billion. (Office: -¥53 bin, PP: ±0)
- Sales of both color office MFPs and B/W office MFPs, declined.
- In production printing, a decrease in unit sales was offset by a rise in non-hardware.

Operating Income:

- The sales mix worsened, attributable to a decrease in unit sales and declines in the weighting of profitable color MFPs and highend machines.
- Earnings were temporarily affected by shipping adjustments to meet sales fell short of the target.
- Expenses increased, reflecting a rise in R&D expenses for production printing. The essentials of imaging

※Exclude Graphic business(2.3billon yen)

[¥ Billions]



Optics - Overview

9M/March 2011 results (YoY)

Net sales: -3%

Operating income: -2%

- TAC films: Sales declined slightly from Q2 due to the effect of adjustment.
- Glass HD substrates: Sales increased, thanks to a density increase and larger volumes.
- Optical pick-up lenses: Although unit sales of optical pickup lenses for Blu-ray (BD) rose, its contribution to revenues was limited by changing product mix shifted from glass to plastics.

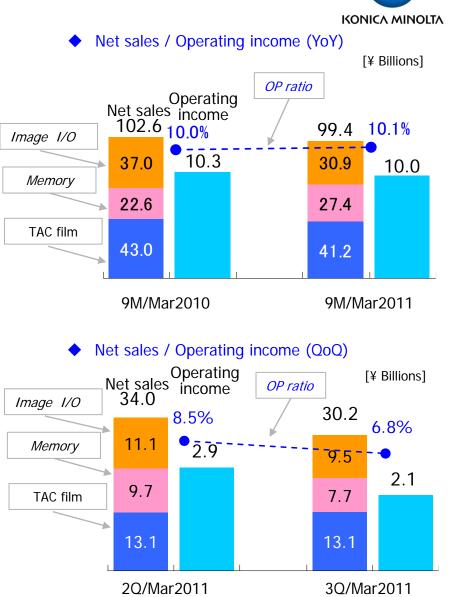
3Q/March 2011 results (QoQ)

Net sales: -11%

Operating income: -29%

- TAC films: While sales declined on a prolonged adjustment, both sales and profits were recovering in the second half of Q3 after bottoming out in October.
- Glass HD substrates: Sales grew at a sluggish pace, reflecting production adjustment.
- Optical pick-up lenses: Unit sales decreased, influenced by the lackluster market for high-end PCs.







Optics – Sales performance 9M/March 2011

TAC films

9M/March 2011 results (YoY)

Although sales volumes of VA-TAC films declined, overall sales volume increased, driven by wide and thin plain TAC film.

3Q/March 2011 results (QoQ)

 Thanks to the steady recovery in sales volume by VA-TAC films, overall volumes remained in line with the level in Q2, despite the market correction.

Glass HD substrates

9M/March 2011 results (YoY)

 Unit sales increased, centering on glass HD substrates for high density.

3Q/March 2011 results (QoQ)

- Sales grew at a sluggish pace given the effects of production adjustment.
- Optical pick-up lenses

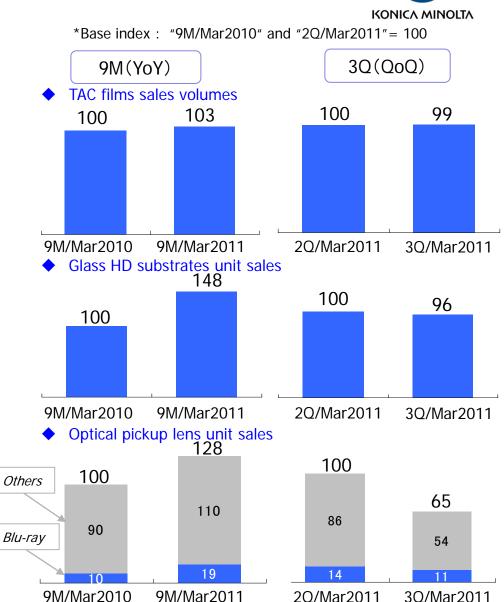
9M/March 2011 results (YoY)

 Unit sales of optical pickup lenses for both BD and DVD increased. The contribution of optical pickup lenses for BD to revenues was limited because of the expansion of plastic lenses for BD.

3Q/March 2011 results (QoQ)

 Sales were generally weak, including pickup lenses for BD due to production adjustment.

The essentials of imaging





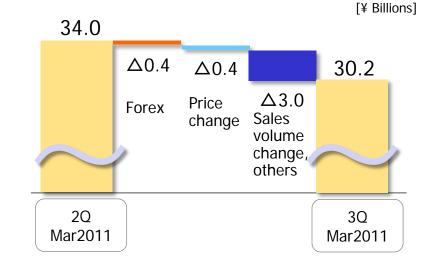
[¥ Billions]

Optics- Sales/Operating income analysis(QoQ)



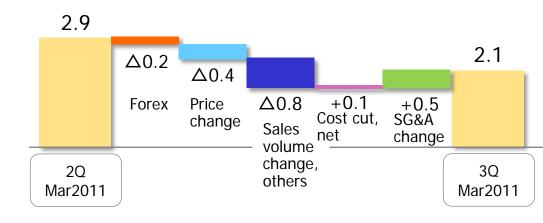
Net Sales:

- A forex effect emerged mainly in the glass HD substrates and lens units.
- A price change occurred, primarily in lens units.
- In quantity terms, the major factor was a fall in unit sales of optical pickup lenses and glass HD substrates.



Operating Income:

Expenses were reduced primarily because of a decrease in R&D expenses.



Forecasts: FY/March 2011



				[Billions of yen]	KONICA MINOLTA
	Current Forecast	Previous Forecast	Change	FY Mar10	
Net sales(a)	780.0	800.0	-20.0	804.5	
Operating income	45.0	50.0	-5.0	44.0	
Operating income ratio	5.8%	6.3%		5.5%	
Goodwill amortization	8.5	8.5	0.0	9.2	
Operating income before amortization of Goodwill(b)	53.5	58.5	-5.0	53.2	
(b)/(a)	6.9%	7.3%		6.6%	
Ordinary income	38.0	43.0	-5.0	40.8	※Foreign Exchange Impact(Annual) Net Sales Operating Income
Net income	20.0	20.0	0.0	16.9	USD ¥2.5 bn ¥0.3 bn
Net income ratio	2.6%	2.5%		2.1%	Euro ¥1.3 bn ¥0.7 bn
FOREX [Yen] USD	85.00	85.00	0.00	92.85	
Euro	110.00	110.00	0.00	131.15	
CAPEX	45.0	50.0	-5.0	36.9	
Depreciation R&D expenses	57.0 75.0	63.0 78.0	-6.0 -3.0	61.2 68.5	
FCF	15.0	25.0	-10.0	72.9	



			[Billions of yen]
Current	Previous	Change	FY
Forecast	Forecast	onange	Mar10
541.0	549.0	-8.0	540.8
130.0	137.0	-7.0	136.7
85.5	89.0	-3.5	104.4
17.0	17.0	0.0	14.5
6.5	8.0	-1.5	8.1
780.0	800.0	-20.0	804.5
	Forecast 541.0 130.0 85.5 17.0 6.5	ForecastForecast541.0549.0130.0137.085.589.017.017.06.58.0	ForecastForecastChange541.0549.0-8.0130.0137.0-7.085.589.0-3.517.017.00.06.58.0-1.5

Operating income	Current Forecast	Previous Forecast	Change	FY Mar10
Business Technologies	41.0	45.6	-4.6	39.0
Optics	14.0	15.0	-1.0	14.4
Health care	1.0	1.6	-0.6	1.5
Other businesses	2.3	2.5	-0.2	1.1
HD and eliminations	-13.2	-14.7	1.5	-11.9
Group total	45.0	50.0	-5.0	44.0

To achieve forecasts for FY/March 2011



Business Technologies Business

- Focus on increasing the unit sales of profitable new MFPs in all regions and channels in the office segment to offset the short fall in Q3.
- As the supply and sales structures of new color products have been established in production printing, focus on expanding sales already in full swing in all channels of commercial printing, CRD and PFP.
- In particular, execute initiatives that focus on bolstering sales of color products and high-end products, and strive to improve profitability and maximize gross profits through increases in unit sales and improvements in the sales mix.
- In OPS and GMA, focus on promptly closing agreements and deliveries in 4Q for projects that have already been received.

Optics Business

- Make every effort to expand sales of competitive new VA-TAC film, as well as an extra-wide and thin plain TAC film, and aim to outperform market growth.
- Seek to improve the profitability of the production of glass HD substrates and optical pickup lenses, the markets for which remain in an adjustment phase, by pursuing initiatives to improve productivity and efficiency, including an acceleration of a shift to overseas production.

Expense control:

• Comprehensively reduce expenses, putting the priority on expenses for expanding sales.

Business Technologies – Strategic products 4Q/March 2011





The essentials of imaging

Business Technologies Business: Initiatives to strengthen IT services



- Alliance with Getronics N.V. (Europe, November 2010)
- Has entered into a strategic cooperation contract with Getronics, a subsidiary of leading European telecom company KPN, a leading European IT service provider
- Accelerate the operation of OPS and GMA in Europe, leveraging the capabilities of Getronics such as work space management, network connection, data centers, and consulting
- Started cooperation on an European basis from January 2011 based on this strategic cooperation. In addition, consider operations on a global basis

Acquisition of All Covered, Inc. (United States, December 2010)

- Acquired All Covered, which operates a business for SMBs across the United States in the managed IT service field
- Accelerating the operation of vertical marketing and OPS in the United States, taking advantage of the capabilities of All Covered to provide IT services
- Create synergy in the sales of MFPs, applying the SMB-driven customer approach, strength of Konica Minolta, to the SMB customer base of All Covered



Supplementary Information 3Q/Mar2011 Financial Results

Results: 9 months (Apr-Dec)



	9M Mar11	9M Mar10	[Billions of yen] YoY
Net sales	575.3	588.7	-13.5
Gross income	264.6	258.6	5.9
Gross income ratio	46.0%	43.9%	-
Operating income	28.3	21.2	7.0
Operating income ratio	4.9%	3.6%	-
Ordinary income	22.3	19.1	3.1
Net income before taxes	16.3	17.6	-1.3
Net income	10.8	9.0	1.8
Net income ratio	1.9%	1.5%	-
EPS [Yen]	20.35	16.99	<u> </u>
CAPEX	33.1	24.4	8.7
Depreciation	41.1	46.1	-4.9
R&D expenses	54.1	52.0	2.1
FCF	5.8	57.7	-52.0
Foreign exchange rate [Yen] USD	86.84	93.56	-6.72
Euro	113.30	133.00	-19.70

Results: 9 months (Apr-Dec) - Segment



Net sales	9M Mar11	9M Mar10	[Billions of yen] YoY
Business Technologies	396.3	393.9	2.4
Optics	99.4	102.6	-3.2
Healthcare	62.5	76.4	-13.9
Other businesses	11.6	10.4	1.1
HD and eliminations	5.5	5.4	0.1
Group total	575.3	588.7	-13.5

Operating income	9M Mar11	9M Mar10	YoY
Business Technologies	26.0	18.1	7.9
Operating income ratio	6.6%	4.6%	-
Optics	10.0	10.3	-0.3
Operating income ratio	10.1%	10.0%	-
Healthcare	0.6	1.5	-0.9
Operating income ratio	0.9%	2.0%	-
Other businesses	1.6	0.3	1.2
HD and eliminations	-10.0	-9.0	-0.9
Group total	28.3	21.2	7.0
Operating income ratio	4.9%	3.6%	-

The essentials of imaging

* Other businesses: Sensing and Industrial Inkjet businesses

Results: 3Q/March 2011



	3Q Mar11	3Q Mar10	[Billions of yen] YoY
Net sales	183.5	195.4	-11.9
Gross income	83.7	89.8	-6.1
Gross income ratio	45.6%	45.9%	
Operating income	5.6	12.0	-6.4
Operating income ratio	3.1%	6.2%	
Ordinary income	4.4	10.4	-6.0
Net income before taxes	4.7	10.6	-6.0
Net income	2.2	5.5	-3.3
Net income ratio	1.2%	2.8%	
EPS [Yen]	4.06	10.32	
CAPEX	8.5	7.0	1.5
Depreciation	13.7	15.2	-1.5
R&D expenses	18.8	16.7	2.1
FCF	-6.8	25.6	-32.5
Foreign exchange rate [Yen] USD	82.64	89.72	-7.08
Euro	112.23	132.68	-20.45

Results: 3Q/March 2011 - Segments



			[Billions of yen]
Net sales	3Q Mar11	3Q Mar10	YoY
Business Technologies	130.3	134.0	-3.7
Optics	30.2	32.1	-1.9
Healthcare	17.6	23.5	-5.9
Other businesses	3.6	4.0	-0.4
HD and eliminations	1.7	1.8	-0.1
Group total	183.5	195.4	-11.9

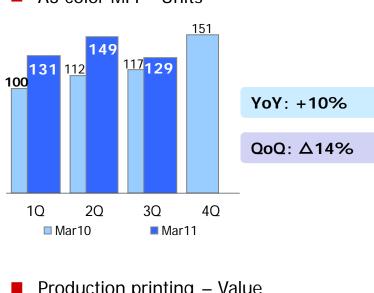
Operating income	2Q Mar11	2Q Mar10	YoY
Business Technologies	6.4	10.2	-3.8
Operating income ratio	4.9%	7.6%	-
Optics	2.1	4.2	-2.1
Operating income ratio	6.8%	13.0%	-
Healthcare	0.0	-0.3	0.3
Operating income ratio	0.0%	-1.1%	-
Other businesses	0.5	0.4	0.1
HD and eliminations	-3.3	-2.5	-0.8
Group total	5.6	12.0	-6.4
Operating income ratio	3.1%	6.2%	

The essentials of imaging

* Other businesses: Sensing and Industrial Inkjet businesses

Unit sales: Business Technologies





A3 color MFP– Units



256 249 ₁₈₆218 185 YoY: +17% 134 100 QoQ: ∆15% 1Q 2Q 3Q 4Q Mar10 Mar11

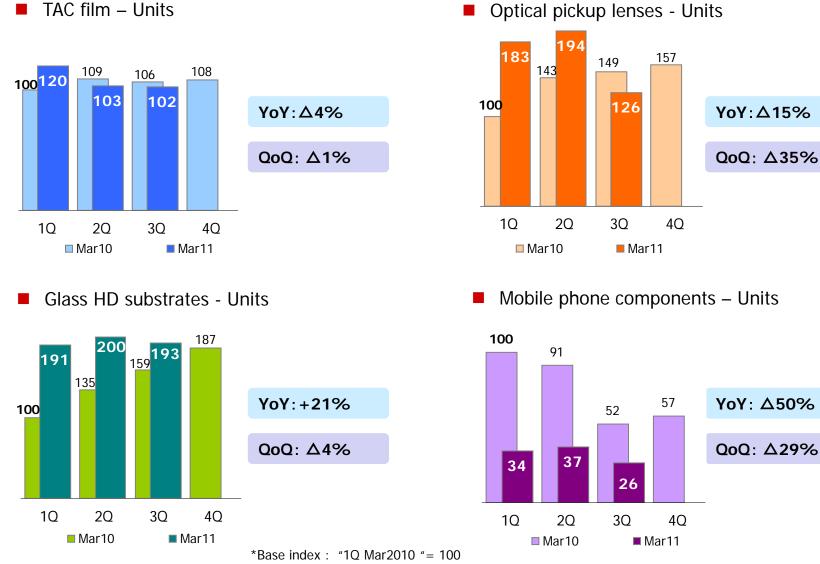
MFP non-hardware * w/o forex effects



A4 color MFP – Units

Unit Sales: Optics





Optical pickup lenses - Units

The essentials of imaging

Operating profit analysis



PM/Mar11 vs. 9M/Mar10	Business	Optics	[Bill Other	lions of yen] Total
	Technologies	·		
[Factors]				
Forex impact	-13.6	-1.8	-1.5	-16.8
Prince change	-13.1	-5.2	0.0	-18.3
Sales volume change, and other, net	38.5	6.3	-1.1	43.6
Cost down	6.5	1.9	0.3	8.7
SG&A change, net	-10.3	-1.5	1.7	-10.1
[Operating income]				
	7.0	-0.3	-0.6	7.0
Change, YoY	7.9	-0.3	-0.0	7.0
	Business Technologies	Optics	Other	Total
	Business			
8Q/Mar11 vs. 3Q/Mar10	Business			
3Q/Mar11 vs. 3Q/Mar10 [Factors]	Business Technologies	Optics	Other	Total
3Q/Mar11 vs. 3Q/Mar10 [Factors] Forex impact	Business Technologies -4.2	Optics -0.5	Other -0.6	Total -5.3
SQ/Mar11 vs. 3Q/Mar10 [Factors] Forex impact Prince change	Business Technologies -4.2 -4.2	Optics -0.5 -1.4	Other -0.6 0.0	Total -5.3 -5.6
Comparison of Contract Science Science Solution of Contract Science Scienc	Business Technologies -4.2 -4.2 8.1	Optics -0.5 -1.4 -0.4	Other -0.6 0.0 0.2	Total -5.3 -5.6 7.8
30/Mar11 vs. 30/Mar10 [Factors] Forex impact Prince change Sales volume change, and other, net Cost down	Business Technologies -4.2 -4.2 8.1 0.7	Optics -0.5 -1.4 -0.4 0.6	Other -0.6 0.0 0.2 -0.1	Total -5.3 -5.6 7.8 1.3

The essentials of imaging

SGA, non-operating and extraordinary income/loss



[Billions of yen]

SG&A:	9M Mar11	9M <u>Mar10</u>	YoY	3Q Mar11	3Q Mar10	YoY
Selling expenses - variable	33.1	29.7	3.3	10.0	10.0	0.0
R&D expenses	54.1	52.0	2.1	18.8	16.7	2.1
Labor costs	86.0	90.2	-4.1	28.7	29.9	-1.2
Other	63.1	65.6	-2.5	20.6	21.2	-0.6
SGA total*	236.3	237.4	-1.1	78.0	77.7	0.3
* Forex impact:	-\10.3 bn. (Actual: \9.2 bn.)			-\ <i>3.7 bn. (Actual:</i> \ <i>4.0 bn.)</i>		
Non-operating income/loss:						
Interest and dividend income/loss, net	-1.0	-1.3	0.3	-0.3	-0.4	0.1
Foreign exchange gain, net	-3.9	-0.2	-3.7	-0.6	-0.5	-0.1
Other	-1.1	-0.5	-0.6	-0.4	-0.7	0.4
Non-operating income/loss, net	-6.0	-2.1	-3.9	-1.3	-1.6	0.4
Extraordinary income/loss:						
Sales of noncurrent assets, net	-1.2	-1.5	0.3	-0.3	0.0	-0.4
Sales of investment securities, and sales of subsidiaries and affiliates' stocks, net	-1.0	-0.1	-0.9	-0.1	0.2	-0.3
Imperament gain/loss	-0.1	-0.2	0.1	0.0	-	-
Business structure improvement expenses	-3.3	-1.2	-2.1	-0.1	-	-
Other	-0.4	1.3	-1.7	0.7	0.0	0.7
Extraordinary income/loss, net	-6.0	-1.6	-4.4	0.3	0.2	0.0

B/S



Assets:	Dec 10	Mar 10	[Billions of yen] Change
Cash and short-term investment securities	192.5	164.1	28.3
Notes and A/R-trade	153.1	177.7	-24.6
Inventories	105.4	98.3	7.1
Other	54.6	49.1	5.5
Total current assets	505.5	489.3	16.3
Tangible assets	193.3	205.1	-11.7
Intangible assets	90.1	99.1	-9.0
Investments and other assets	68.9	72.4	-3.5
Total noncurrent assets	352.4	376.5	-24.1
Total assets	857.9	865.8	-7.9
Liabilities and Net Assets:			
Notes and A/P-trade	75.7	83.1	-7.4
Interest bearing debts	223.8	197.4	26.4
Other liabilities	150.2	164.5	-14.3
Total liabilities	449.7	445.0	4.7
Total shareholders' equity*	406.9	419.5	-12.6
Other	1.3	1.2	0.0
Total net assets	408.2	420.8	-12.6
Total liabilities and net assets	857.9	865.8	-7.9

[yen]

	Dec 10	Mar 10	YoY
US\$	81.49	93.04	△ 11.55
Euro	107.90	124.92	△ 17.02

The essentials of imaging



[Days]

100

80

60

40

20

0

105.4

53

Dec 10

Equity ratio

Interest-bearing debts

[Times]

Inventories and inventory turnover

Inventories

Turnover

98.3

O

41

Mar 10

[¥ billions]

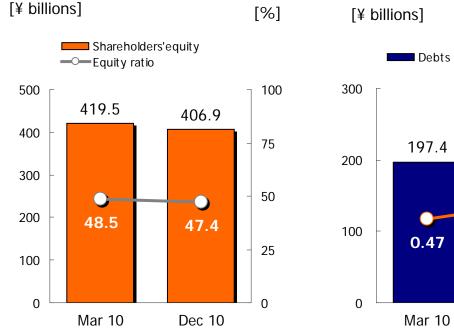
200

150

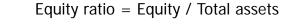
100

50

0

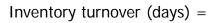






D/E ratio =

Interest-bearing debts at year-end / Shareholders' equity at year-end



Inventories at period-end / Average sales per day

*Equity = Shareholder's equity + Total revaluation and translation adjustments

Cash flows



		9M Mar11	9M Mar10	YoY	3Q Mar11	[Bill 3Q Mar10	ions of yen] YoY
	Income before income taxes and minority interests	16.3	17.6	-1.3	4.7	10.6	-6.0
	Depreciation and amortization	41.1	46.1	-4.9	13.7	15.2	-1.5
	Income taxes paid	-6.4	0.4	-6.8	-3.3	-5.8	2.5
	Change in working capital	-11.6	24.5	-36.0	-7.4	14.4	-21.8
Ι.	Net cash provided by operating activities	39.5	88.5	-49.0	7.6	34.4	-26.8
П.	Net cash used in investing activities	-33.7	-30.8	-2.9	-14.5	-8.8	-5.7
I.+	II. Free cash flow	5.8	57.7	-52.0	-6.8	25.6	-32.5
	Change in debts and bonds	31.0	-26.3	57.4	34.1	-40.0	74.1
	Cash dividends paid	-7.8	-9.1	1.3	-3.9	-3.8	-0.0
	Other	-1.1	-1.7	0.5	-0.4	-0.7	0.2
III.	Net cash used in financing activities	22.1	-37.1	59.2	29.8	-44.5	74.3