Konica Minolta, Inc.
3rd Quarter/FY2023
ending in March 2024
Consolidated Financial Results

Toshimitsu Taiko

President and CEO

Three months : October 1, 2023 - December 31, 2023

Nine months : April 1, 2023 – December 31, 2023

- Announced on February 1, 2024 -

Giving Shape to Ideas

Thanks for joining our financial results briefing session today.
I will explain our financial results for the Q3 of FY2023 and the progress of Medium–term Business Plan, which we disclosed today at 15:00.

Today's Summary

KONICA MINOLTA

FY2023 Q3 Result

- Revenue: Decreased in Q3, cumulative increase
- Operating profit: ¥7.8 billion (decrease) in Q3, ¥8.6 billion (increase) as cumulative total
  - Increase: Office, performance materials
  - Decrease: Sensing, medical imaging
  - Impairment loss recorded in visual solutions (planetariums)

Medium-Term Business Plan Progress

- Business selection and concentration
  - Non-focused business: Concluded agreement to transfer 80% of equity interests of two Chinese manufacturing subsidiaries (optical components)
  - Direction-changing business: Implement strategic options, including withdrawal and utilization of third-party capital (FY2024)
- Reinforcement of financial foundation
  - Operating CF profitability (¥14.5 billion) due to reduction of working capital

 2

On the second page, here is a summary of the points I would like to share with you today.
Firstly, in the Q3 of the fiscal year, revenue decreased year on year and operating profit was ¥7.8 billion. Although the profit decreased compared to the previous year with the impact of the elimination of the order backlog, the revenue and profit increased year on year in cumulative period with the profit of ¥8.6 billion. As I will explain later on the situation by business, I have summarized the key business units here. The units with the increase in profit are office unit and performance materials unit, and the units with decrease in profit are sensing unit and medical imaging unit. In addition, an impairment loss of approximately ¥1.7 billion was recorded for planetariums of the visual solutions unit in the Industry Business.
The results for the Q3 were generally in line with expectations, and cumulative results were slightly above expectations, and we made steady progress toward achieving the announced forecast for the full fiscal year.

And next, regarding the progress of Medium-term Business Plan, we have moved forward with actions for non-focused business toward business selection and concentration. As previously reported, in optical components unit, we signed an agreement to transfer 80% of equity interest of two Chinese manufacturing subsidiaries with the aim of shifting to high value-added area for industrial applications.

With regard to the direction-changing business, we are going to sort the product, service and region in the business, and have been implementing strategic options including withdrawal and utilization of third-party capital in FY24.
Toward strengthening our financial foundation, we increased operating cash flow by reducing working capital, resulting in a surplus of ¥14.5 billion.

FY2023 Q3 PERFORMANCE OVERVIEW

FY2023 Q3 Performance | Summary

KONICA MINOLTA

FY2023 9M Cumulative Total Results

- Revenue: Increased
- Business contribution profit*: Improved mainly due to production cost reductions, lower logistics expenses
- Profit attributable to owners of the Company: Net finance income/costs deteriorated; foreign exchange loss recorded
- FCF: Significantly increased due to inventory reduction

[¥ billions]

	FY2023 9M	vs FY2022			FY2023 Q3	vs FY2022		
		FY2022 9M	YoY	YoY (w/o FOREX)		FY2022 Q3	YoY	YoY (w/o FOREX)
Revenue	842.0	821.0	+3%	-2%	289.2	290.3	-0%	-5%
Gross Profit	368.1	351.6	+5%	-2%	130.9	125.6	+4%	-2%
Gross Profit ratio	43.7%	42.8%	+0.9pt		45.3%	43.3%	+2.0pt	
SG & A	355.9	340.6	+4%	+0%	120.9	115.3	+5%	+1%
Business Contribution Profit	12.2	11.0	+11%	-55%	9.9	10.2	-3%	-36%
Operating Profit	8.6	3.4	+153%	-59%	7.8	8.5	-9%	-48%
Profit attributable to owners of the Company	-4.1	-3.3	-		0.3	3.5	-90%	
FCF	13.3	-42.8	-		3.9	-17.4	-	
FOREX [Yen]								
USD	143.29	136.51	+6.78		147.89	141.59	+6.30	
EUR	155.29	140.59	+14.70		159.11	144.30	+14.81	

*Business contribution profit: Original index of the Company, the profit subtracted sales cost, SG&A from revenue

The fourth page shows the company-wide results for the Q4 and 9 months cumulative total. 9 months consolidated revenue increased YoY to ¥842 billion. Although revenue decreased YoY excluding the impact of FOREX, the rebound from revenue increase due to the elimination of order backlogs in the office unit in the previous fiscal year was within expectations. The gross profit ratio improved by about 1% from the previous fiscal year. Last year, logistics expenses increased due to prioritizing supply in order to eliminate the order backlog, but they have already been normalized. Production cost reductions also contributed to the improvement in the gross profit ratio.

On the other hand, while personnel expenses rose due to review of regular salary increases in response to the worldwide surge in prices, we controlled SG&A at the same level as the previous fiscal year excluding the impact of FOREX by the benefits of structural reform and restraints of other expenses. However, we recognize that further restraints will be necessary in the future.

Consequently, the 9 months cumulative total of operating profit was ¥8.6 billion, an increase from the end of the first half of this fiscal year.

Regarding strengthening cash flow generation capabilities we are focusing on in this fiscal year, free cash flow for the 9 months was a surplus of ¥13.3 billion thanks to the improvement in operating cash flow.

FY2023 Q3 Performance | Revenue & Profit by Segment

FY2023 9M Cumulative Results

[¥ billions]

Revenue	FY23 9M	vs FY22 FY22 9M	YoY	w/o FOREX
Digital Workplace	450.6	437.1	+3%	-3%
Professional Print	189.7	184.9	+3%	-1%
Healthcare	98.5	96.9	+2%	-1%
Industry *1	101.6	100.4	+1%	-2%
Corporate, etc. *1	1.5	1.6	-6%	-6%
Company overall	842.0	821.0	+3%	-2%

Business Contribution Profit	FY23 9M	rate	vs FY22 After adjustment for head-office expenses *2 FY22 9M	YoY	w/o FOREX
Digital Workplace	20.5	5%	16.7	+23%	+5%
Professional Print	8.8	5%	9.3	-6%	-21%
Healthcare	-5.4	-	-8.1	-	-
Industry *1	9.1	9%	16.3	-44%	-48%
Corporate, etc. *1	-20.7	-	-23.2	-	-
Company overall	12.2	1%	11.0	+11%	-55%

Operating Profit	FY23 9M	rate	vs FY22 After adjustment for head-office expenses *2 FY22 9M	YoY	w/o FOREX
Digital Workplace	19.7	4%	10.7	+83%	+56%
Professional Print	8.8	5%	8.9	-1%	-17%
Healthcare	-5.8	-	-9.0	-	-
Industry *1	6.9	7%	16.1	-57%	-61%
Corporate, etc. *1 *3	-21.0	-	-23.3	-	-
Company overall	8.6	1%	3.4	+153%	-59%

*1 FORXAI's revenue, business contribution profit, and operating profit are included in Industry Business in FY2022 and in Corporate, etc. in FY2023. These figures in FY2022 are included in Corporate, etc. in this material.
*2 Adjustment for head-office expenses: Some part of expenses regarding the whole corporate had been transferred to each business segment until FY2022 and has not been transferred in FY2023. The figures in the table are the ones after adjusting the cost allocation of FY2022 results to the FY2023 base as a reference. They include the common expenses in Digital Workplace Business and Professional Print Business.
*3 Including impairment loss on visual solutions unit (planetariums)

 5

The changes of revenue and profit by business are shown on pages 5 and 6. I will explain the situation by business later in detail.

FY2023 Q3 Performance | Revenue & Profit by Segment

FY2023 Q3 Results

[¥ billions]

Revenue	FY23 Q3	vs FY22 FY22 Q3	vs FY22 YoY	vs FY22 w/o FOREX
Digital Workplace	156.1	158.7	-2%	-7%
Professional Print	65.7	65.1	+1%	-4%
Healthcare	34.7	32.9	+5%	+2%
Industry *1	32.2	33.1	-3%	-6%
Corporate, etc. *1	0.5	0.5	-2%	-2%
Company overall	289.2	290.3	-0%	-5%

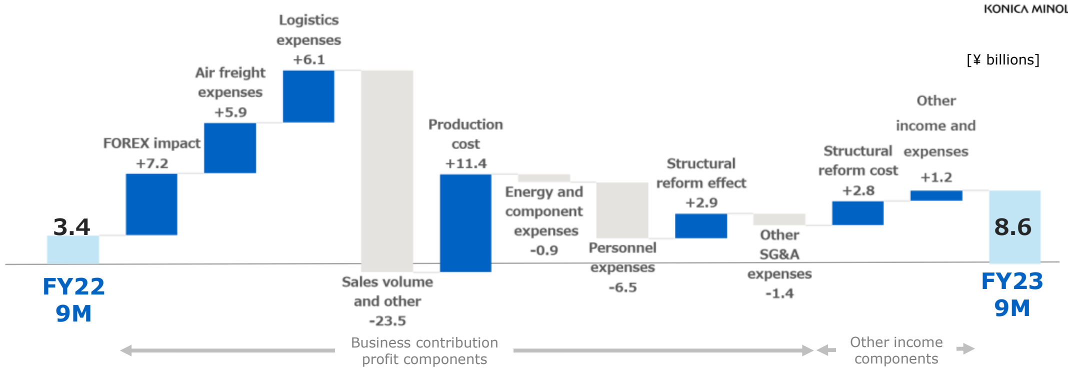
Business Contribution Profit	FY23 Q3	rate	vs FY22 After adjustment for head-office expenses *2 FY22 Q3	YoY	w/o FOREX
Digital Workplace	9.7	6%	9.4	+3%	-23%
Professional Print	5.2	8%	5.5	-6%	-22%
Healthcare	-1.5	-	-0.4	-	-
Industry *1	3.1	10%	4.1	-24%	-26%
Corporate, etc. *1	-6.6	-	-8.4	-	-
Company overall	9.9	3%	10.2	-3%	-36%

Operating Profit	FY23 Q3	rate	vs FY22 After adjustment for head-office expenses *2 FY22 Q3	YoY	w/o FOREX
Digital Workplace	9.6	6%	8.0	+20%	-11%
Professional Print	5.1	8%	5.4	-5%	-22%
Healthcare	-1.6	-	-0.4	-	-
Industry *1	1.4	4%	4.0	-65%	-67%
Corporate, etc. *1 *3	-6.8	-	-8.4	-	-
Company overall	7.8	3%	8.5	-9%	-48%

*1 FORXAI's revenue, business contribution profit, and operating profit are included in Industry Business in FY2022 and in Corporate, etc. in FY2023. These figures in FY2022 are included in Corporate, etc. in this material.
*2 Adjustment for head-office expenses: Some part of expenses regarding the whole corporate had been transferred to each business segment until FY2022 and has not been transferred in FY2023. The figures in the table are the ones after adjusting the cost allocation of FY2022 results to the FY2023 base as a reference. They include the common expenses in Digital Workplace Business and Professional Print Business.
*3 Including impairment loss on visual solutions unit (planetariums)

FY2023 Q3 Performance | Factors of Increase/Decrease of Operating Profit (9M)

KONICA MINOLTA



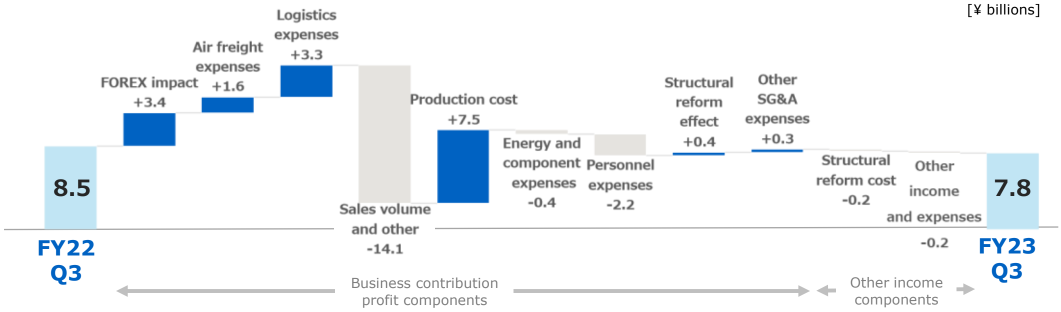
	FY22 9M	FOREX impact	Air freight expenses	Logistics expenses	Sales volume and other	Production cost	Energy and component expenses	Personnel expenses	Structural reform effect	Other SG&A expenses	Structural reform cost	Other income and expenses	FY23 9M
Digital Workplace	10.7	+4.7	+4.2	+5.8	-16.1	+7.7	+0.6	-3.5	+2.3	-2.0	+2.8	+2.3	19.7
Professional Print	8.9	+2.4	+1.7	+0.3	-3.8	+0.3	+0.3	-1.2	-	-0.4	-	+0.5	8.8
Healthcare	-9.0	-0.3	-	-	+2.8	+1.6	-0.9	-1.4	+0.4	+0.5	+0.0	+0.5	-5.8
Industry	16.1	+0.6	-	-	-6.2	+1.8	-0.9	-0.7	+0.2	-2.0	-0.1	-2.0	6.9
Corporate, etc.	-23.3	-0.2	-	-	-0.1	-	-	+0.2	-	+2.5	-	-0.1	-21.0
Company overall	3.4	+7.2	+5.9	+6.1	-23.5	+11.4	-0.9	-6.5	+2.9	-1.4	+2.8	+1.2	8.6

 7

Pages 7 and 8 show the factors behind the changes in operating profit. Trends are similar to those of the Q2. Although the Digital Workplace Business and Professional Print Business saw a large drop in their sales volume due to the rebound from the sales increase due to the elimination of their order backlogs, which was partly affected by the worldwide rise in personnel expenses, this was recovered by favorable FOREX, normalization of logistics, a decrease in air freight, and production cost reductions.

FY2023 Q3 Performance | Factors of Increase/Decrease of Operating Profit (Q3)

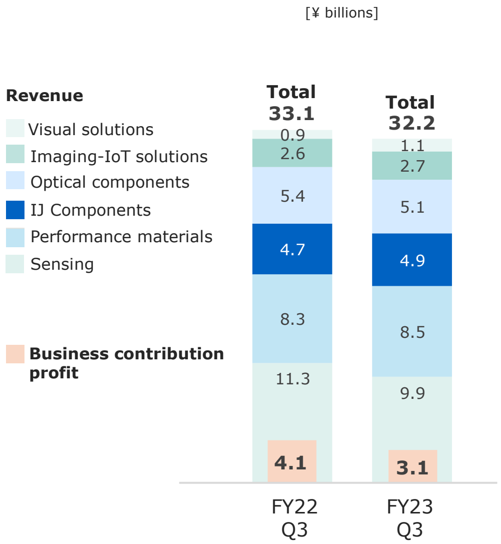
[¥ billions]



	FY22 Q3	FOREX impact	Air freight expenses	Logistics expenses	Sales volume and other	Production cost	Energy and component expenses	Personnel expenses	Structural reform effect	Other SG&A expenses	Structural reform cost	Other income and expenses	FY23 Q3
Digital Workplace	8.0	+2.5	+0.9	+3.0	-10.6	+5.0	+0.1	-0.5	+0.2	-0.2	-0.1	+1.4	9.6
Professional Print	5.4	+0.9	+0.7	+0.3	-1.4	+0.1	+0.1	-0.4	-	-0.5	-	+0.1	5.1
Healthcare	-0.4	-0.0	-	-	+0.2	+0.8	-0.6	-1.2	-	-0.2	-0.0	-0.0	-1.6
Industry	4.0	+0.1	-	-	-2.3	+1.7	-	-0.3	+0.2	-0.3	-0.1	-1.5	1.4
Corporate, etc.	-8.4	-0.0	-	-	-0.0	-	-	+0.2	-	+1.6	-	-0.1	-6.8
Company overall	8.5	+3.4	+1.6	+3.3	-14.1	+7.5	-0.4	-2.2	+0.4	+0.3	-0.2	-0.2	7.8

FY2023 Q3 Performance | Business Trends of Industry

KONICA MINOLTA



Revenue (YoY)

Sensing	• Light source color: Decreased due to restrained capital investment of major customers • Object color: Maintained strong performance • Automotive visual inspection: Maintained solid performance
Performance materials	• TV: Demand decreased due to production adjustments in the supply chain. Growth in "SANUQI" films for large-size TVs • Smartphones: Increase trend due to recovery in demand
IJ components	• Strong performance in inkjet heads for sign graphics applications in China and Europe
Imaging-IoT solutions	• Monitoring camera solution: Solid Performance in Europe and the U.S. • Force Security*: Maintained strong performance
Visual solutions	• Planetariums: Impairment loss of ¥1.7 billion recorded

Business Contribution Profit

Industry Business	• Performance materials: Profit increased • Sensing, imaging-IoT solutions, and visual solutions: Profit decreased

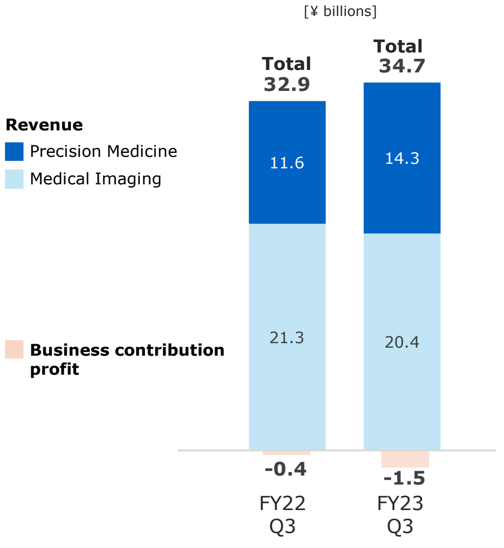
* Force Security: U.S. system integrator acquired in FY2023

From page 9, I will explain the results for the Q4 by segment on a business unit basis.
In sensing unit, sales of light source color continued to decline in the Q3, particularly among major customers, as a result of the impact of restrained capital investments in display by customers. However, the forecast toward the end of this fiscal year is getting a little brighter. Object color and automotive visual inspection maintained solid performance year on year.
In performance materials unit, demand is decreasing as a result of production adjustments in the supply chain, but new resin SANUQI sales grew as phase difference film for large-scale TV, which we are strengthening. Revenue for small-and medium-sized display increased due to the recovery trend of the products for panel set which means the products for finished product manufacturers compared to the same period of the previous fiscal year.
In the inkjet components unit, sales of inkjet heads for sign graphics applications used for printing outdoor advertising maintained strong performance.
In imaging-IoT solutions unit, revenue increased due to the progress of distribution of monitoring camera solutions at sales companies in Europe and the U.S. The system integrator Force Security acquired in the U.S. has performed strongly.
In visual solutions unit, the unit recorded an impairment loss of ¥1.7 billion at the end of the Q3, because the situation continued to be difficult to secure profit due to sluggish sales caused by the fact that the attraction of customers at the directly managed planetariums did not return to the level before COVID-19.

In the Industry Business as a whole, business contribution profit (BCP) posted a decline due to the impact of lower sales of sensing unit, which performed well last year.

FY2023 Q3 Performance | Business Trends of Healthcare

KONICA MINOLTA



Revenue

(YoY)

Medical Imaging	• X-ray: In Japan, clinic market was solid and decreased in hospital market. Decreased in the U.S. hospital market due to restrained investments • Dynamic Digital Radiography: Growth in the U.S. based on high value-added imaging
Precision Medicine	• Genetic testing: Increased in received samples, Ambry's profit continued • Drug discovery support: Increased due to expanded contracts for clinical trials • Business in Japan: Expanded GenMineTOP panel test services

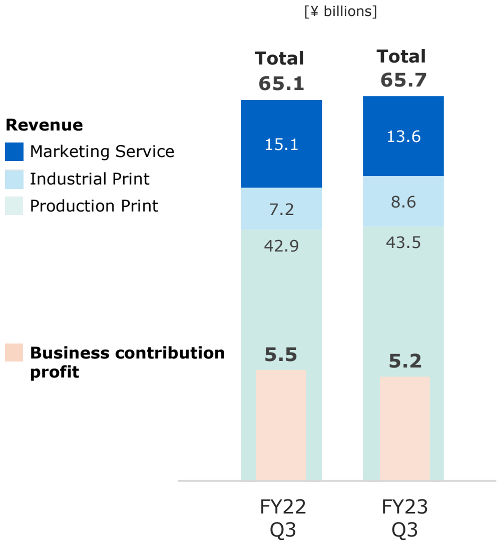
Business Contribution Profit

Healthcare Business	• Medical Imaging: Profit decreased • Precision Medicine: Deficit improved

On page 10, I will explain the results of Healthcare Business.
Sales volume of DR used in X-ray diagnostics remained strong for clinics in Japan, while X-ray systems to the hospital market in Japan and the U.S. slowed due to restrained capital investment. The Dynamic Digital Radiography system provided by only us in the world grew steadily, mainly in the U.S. hospital market due to the backdrop of its high value-added.
Revenue for medical imaging unit as a whole declined, due to a decline in revenue from medical device purchased from other companies and sold by domestic sales subsidiaries.
In precision medicine unit, Ambry continued to achieve profitability on a non-consolidated basis due to the increase of the number of received sample for genetic testing. Drug discovery support also saw an increase in revenue related to clinical trial by pharmaceutical companies.
In the business in Japan, we are steadily increasing orders of GenMineTOP panel test service, which we launched in August.

FY2023 Q3 Performance | Business Trends of Professional Print

KONICA MINOLTA



Revenue (YoY, excluding impact of FOREX on hardware/non-hard)

Production Print	• Hardware: 96% (98% excluding the elimination of the previous year's order backlog) Unit sales of color models 97% (HPP 124%) Unit sales of monochrome models 88% • Non-hard: 96% (99% excluding the elimination of the previous year's order backlog) with decrease in Japan, Europe, and the U.S. and strong performance in India
Industrial Print	• Hardware: Volume growth in label presses and textile presses. Delayed implementation of a part of large-sized presses. • Non-hard: Continued QoQ sales growth

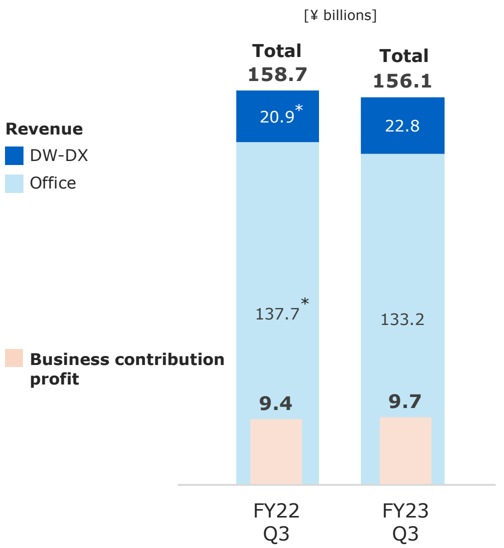
Business Contribution Profit

Professional Print Business	• Production print: Profit increased • Industrial print: Profit decreased • Marketing service: Profit decreased

P11 is about Professional Print Business.
Revenue from hardware in production print unit was 96% of the previous fiscal year's level. Although the unit was affected by decreased appetite for capital investments among customer companies due to the economic conditions in Europe and China, it was 98% of the previous fiscal year's level excluding the impact of the order backlog in the previous fiscal year. The sales volume of HPP (heavy production print) that we are focusing on aiming to cultivate customers for medium to large sized printing companies is growing by 24%, which will lead to the expansion of non-hard in the future, while the sales volume of color models was 97%. In industrial print unit, although the installation of an inkjet press KM-1 was delayed, sales volume of label press and textile press increased on the back of digitalization. Non-hard is also increasing in Q o Q.

Although Professional Print Business's BCP decreased, it is roughly on par with the previous fiscal year, considering the impact of elimination of the order backlog in the previous year.

FY2023 Q3 Performance | Business Trends of Digital Workplace



*FY22 Revenue includes allocation of sales regarding application services with MFP

Revenue

(YoY, excluding impact of FOREX on hardware/non-hard)

Office	• Hardware: 85% (112% excluding the elimination of the previous year's order backlog) Unit sales of A3 color models 81% Unit sales of A3 monochrome models 100% • Non-hard: 96% (98% excluding elimination of order backlog from the previous year) with decrease in Japan, the U.S. and China, and increase in Europe and India • Growth in office solutions
DW-DX	• Operation optimizing service (IIM business*1): Strong performance • IT management service (IMS business*2): Slowdown in the U.S.

Business Contribution Profit

Digital Workplace Business	• Office: Profit increased due to the effect of production cost reduction and the reduction of logistics expenses, lower air transport expenses and others

*1 IIM business: provides business content management and business process management
*2 IMS business: provides IT management service

Page 12 describes the Digital Workplace Business.
Hardware revenue for office unit was 85% of the previous year's level, but excluding the impact of elimination of the order backlog in the previous year, it was solid at 112%. Non-hard revenue was 98%, roughly unchanged from the previous year excluding the impact of elimination of the order backlog, and increased in Europe and India. We are also expanding our One Rate (fixed fee model) to medium to large customers with cross-selling of solution-based products. In addition, we are strengthening sales of products related to security and print management through direct sales channels. As a result, office solution is growing.

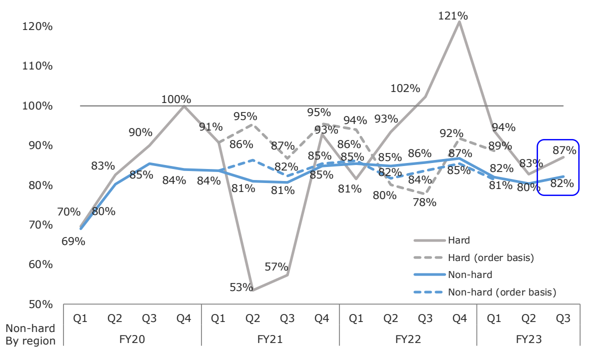
In DW-DX unit, services that help customer companies improve their business operation were strong.

In terms of profit, we followed up on the same level as the previous fiscal year, which had the effect of eliminating the order backlog, due to the factors such as fixed cost reductions through the optimization of personnel and expenses of office unit and cost reductions for materials and components, and cost reductions due to a decrease in logistics expenses and air freight and other factors.

FY23 Performance | Hard and Non-hard Revenue comparing with FY19

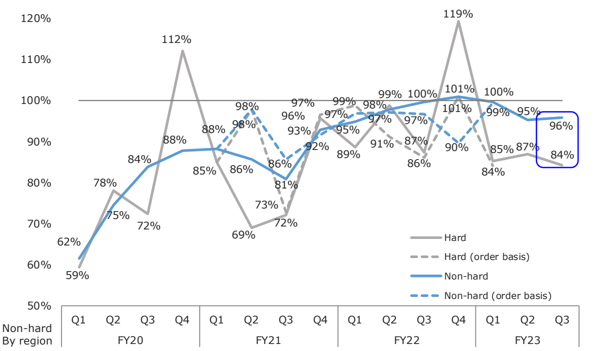
Indexed with FY2019 Q1 as 100

Office



Non-hard By region	FY20 Q1	FY20 Q2	FY20 Q3	FY20 Q4	FY21 Q1	FY21 Q2	FY21 Q3	FY21 Q4	FY22 Q1	FY22 Q2	FY22 Q3	FY22 Q4	FY23 Q1	FY23 Q2	FY23 Q3
Japan	85%	90%	94%	92%	92%	87%	91%	89%	89%	87%	89%	89%	88%	84%	87%
U.S.	62%	73%	78%	81%	77%	75%	74%	82%	77%	80%	81%	82%	71%	74%	75%
Europe	66%	82%	83%	78%	83%	82%	77%	82%	87%	82%	78%	87%	82%	78%	80%
China	107%	105%	115%	140%	109%	111%	75%	110%	114%	107%	104%	127%	108%	134%	89%
India	52%	68%	98%	113%	73%	103%	127%	108%	143%	128%	159%	144%	180%	149%	189%
Overall	69%	80%	85%	84%	84%	81%	81%	85%	85%	85%	86%	87%	82%	80%	82%

Production Print



Non-hard By region	FY20 Q1	FY20 Q2	FY20 Q3	FY20 Q4	FY21 Q1	FY21 Q2	FY21 Q3	FY21 Q4	FY22 Q1	FY22 Q2	FY22 Q3	FY22 Q4	FY23 Q1	FY23 Q2	FY23 Q3
Japan	76%	82%	88%	87%	81%	76%	66%	78%	75%	72%	77%	80%	76%	77%	75%
U.S.	52%	67%	77%	82%	76%	75%	76%	90%	81%	83%	86%	82%	75%	71%	78%
Europe	64%	77%	79%	78%	88%	94%	77%	86%	98%	105%	96%	97%	95%	91%	89%
China	113%	117%	140%	138%	176%	138%	98%	127%	120%	143%	144%	196%	204%	200%	141%
India	34%	71%	105%	113%	83%	107%	121%	114%	136%	127%	152%	140%	180%	160%	165%
Overall	62%	75%	84%	88%	88%	86%	81%	93%	95%	98%	100%	101%	100%	95%	96%

In page 13, hardware and non-hard revenue of office unit and production print unit is shown as indexes compared to the FY19 before COVID-19. Non-hard of office unit was 82%, and remained almost unchanged in FY23.

FY2023 Earnings Forecast | Summary

KONICA MINOLTA

- Forecasts for revenue and profit left unchanged from the previous announcement (some risk factors incorporated)
- FOREX assumption left unchanged at ¥140 for U.S. dollar and ¥140 for euro
- Annual dividend left unchanged as ¥5/share (interim dividend of ¥0 and year-end dividend of ¥5)

[¥ billions]

	FY2023 Forecast	vs Previous			vs FY2022			FOREX Sensitivity*1	
		Previous Forecast	Change	Change rate	Result	Change	Change rate	Revenue	OP
Revenue	**1,150.0**	**1,150.0**	-	-	**1,130.4**	+19.6	+ 2%		
Business contribution profit	**24.0**	**24.0**	-	-	**29.7**	-5.7	-19%		
Operating Profit	**18.0**	**18.0**	-	-	**-95.1**	+113.1	-		
Profit attributable to owners of the Company	**4.0**	**4.0**	-	-	**-103.2**	+107.2	-		
FCF	24.0	24.0	-		-24.2				
FOREX [Yen]									
USD	140.0	140.0	-		135.5	+4.5		+3.2	- 0.3
EUR	140.0	140.0	-		141.0	-1.0		+1.8	+0.6
RMB	19.0	19.0	-		19.7	-0.7		+3.4	+1.0

*1 FOREX Sensitivity: FOREX impact at ¥1 change (annual)

Page 14 presents the full year forecast for FY23. Revenue, profit and FOREX assumption remain unchanged from the previous forecast. While profit is progressing steadily against the full-year forecast and in particular, BCP, which is an indicator of earning power, has been at a higher level than expected, based on the policy that achieving the forecast set out at the beginning of this fiscal year will lead to restoring the trust of the capital market and other stakeholders, we have conservatively factored in the cost of responding to risks and other factors and decided to keep the forecast unchanged.
The year-end dividend forecast of ¥5 remains unchanged.

FY2023 Earning Forecast | by segments

[¥ billions]

Revenue	FY23 Forecast	vs Previous Forecast			vs FY22		
		FY23 Previous Forecast	Change	Change rate	FY22 Result *	Change	Change rate
Digital Workplace	610.0	603.0	+7.0	+1%	600.3	+9.7	+2%
Professional Print	260.0	260.0	-	-	252.6	+7.4	+3%
Healthcare	141.0	141.0	-	-	137.8	+3.2	+2%
Industry	138.0	145.0	-7.0	-5%	137.1	+0.9	+1%
Corporate, etc.	1.0	1.0	-	-	2.6	-1.6	-62%
Company overall	1,150.0	1,150.0	-	-	1,130.4	+19.6	+2%

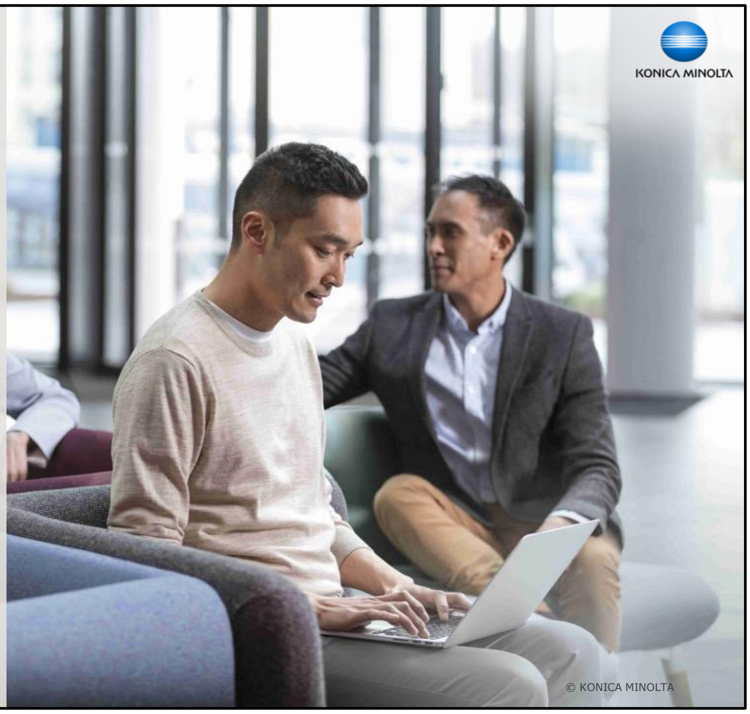
Business contribution profit	FY23 Forecast	Ratio	vs Previous Forecast				vs FY22			
			FY23 Previous Forecast		Change	Change rate	FY22 Result *		Change	Change rate
Digital Workplace	29.0	5%	24.0	4%	+5.0	+21%	30.7	5%	-1.7	-6%
Professional Print	12.5	5%	12.0	5%	+0.5	+4%	15.1	6%	-2.6	-17%
Healthcare	-3.5	-	-3.5	-	-	-	-7.0	-	+3.5	-
Industry	13.0	9%	18.5	13%	-5.5	-30%	21.7	16%	-8.7	-40%
Corporate, etc.	-27.0	-	-27.0	-	-	-	-30.7	-	+3.7	-
Company overall	24.0	2%	24.0	2%	-	-	29.7	3%	-5.7	-19%

Operating profit	FY23 Forecast	Ratio	vs Previous Forecast				vs FY22			
			FY23 Previous Forecast		Change	Change rate	FY22 Result * (w/o Impairment loss)		Change	Change rate
Digital Workplace	29.0	5%	21.0	3%	+8.0	+38%	24.4	4%	+4.6	+19%
Professional Print	12.5	5%	11.5	4%	+1.0	+9%	14.4	6%	-1.9	-13%
Healthcare	-4.5	-	-4.0	-	-0.5	-	-8.0	-	+3.5	-
Industry	13.5	10%	18.5	13%	-5.0	-27%	21.6	16%	-8.1	-37%
Corporate, etc.	-32.5	-	-29.0	-	-3.5	-	-30.9	-	-1.6	-
Company overall	18.0	2%	18.0	2%	-	-	21.5	2%	-3.5	-16%

*FY2022 results are the amount after rearrangement of FOXAI and adjustment for head-office expenses

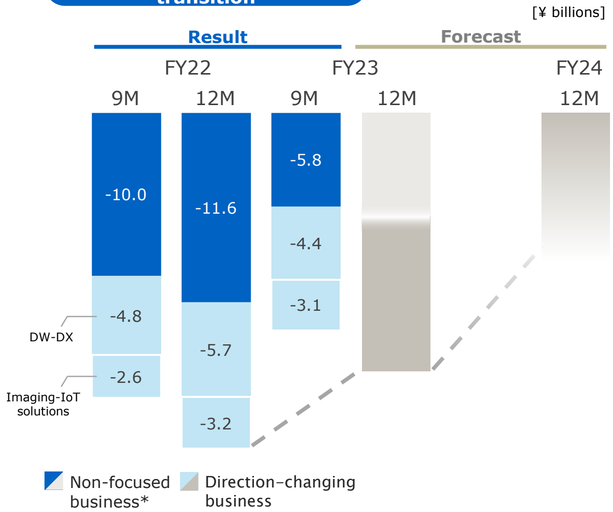
The forecast for each business segment is shown on page 15. Adjustments by segment are made to reflect the strength and weakness of each segment in light of the 9 months results and the business environment outlook for the Q4. Specifically, Digital Workplace Business and Professional Print Business increase, while Industry Business decreases primarily to reflect the conditions of sensing unit, imaging-IoT solutions unit and visual solutions unit.

MEDIUM-TERM BUSINESS PLAN PROGRESS



Medium Term Business Plan Progress | Non-focused business and Direction-changing business

Business Contribution Profit transition



*Non-focused business: Total amount of Precision Medicine and Marketing Service

Steady execution of Medium Term Business Plan

Non-focused business

Optical components (other than strengthening area)

Strategic alliance agreement with Luxvisions

Direction-changing business

Implement strategic options, including withdrawal and utilization of third-party capital(FY2024)

 17

From page 17, we will explain the progress of Medium-term Business Plan. First, we will focus on the selection and concentration of businesses. As shown in the graph on the left, loss in non-focused businesses and direction-changing businesses have narrowed. Regarding the non-industrial applications of optical components unit, which we explained last time, on 26th October, we signed a strategic alliance agreement with LuxVisions to transfer 80% of equity interests of two Chinese manufacturing subsidiaries and the closing is scheduled for the Q4.

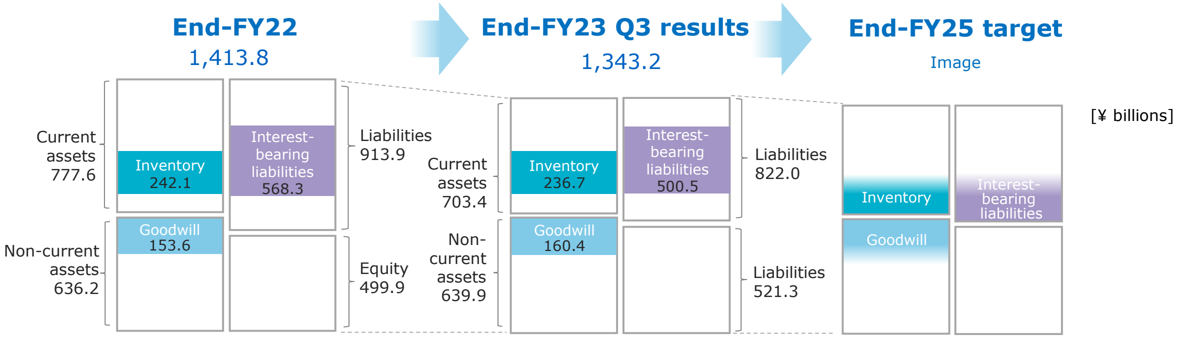
Regarding the direction-changing business, as I mentioned at the beginning, and taking step further from the previous status of setting direction, we are moving forward the plan to implement the strategic options including withdrawal and utilization of third-party capital in FY24 after scrutinizing the businesses by service and region. We are going to report the progress with the results of the implementation.

Cost Structure Reform | Progress in B/S Improvement

KONICA MINOLTA

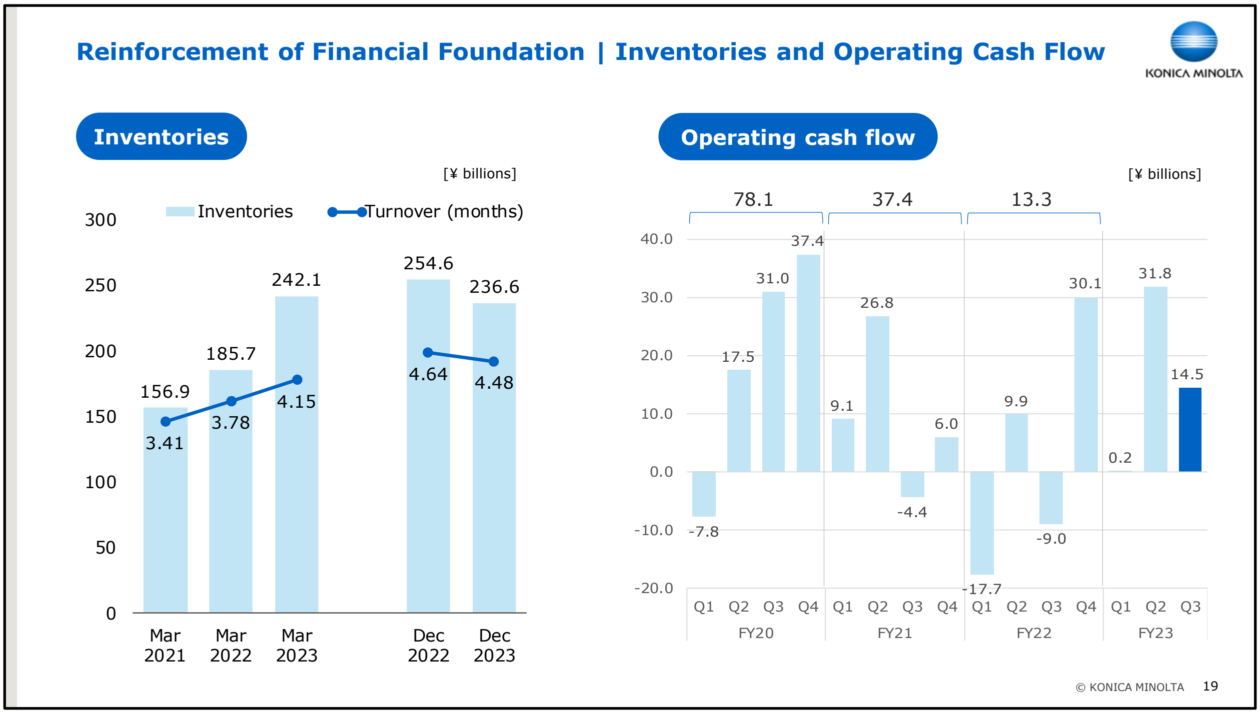
Asset reduction progressed steadily against the backdrop of a weak yen (compared to the end of FY2022, total assets decreased by ¥70.5 billion, real decrease excluding impact of FOREX is ¥125.5 billion)

FY2023 Q3 Results (Compared to the end of FY2022)	• Working capital: -¥8.5 billion • Inventories: -¥5.5 billion • Trade receivables: -¥14.3 billion



 18

On page 18, we will explain the progress of the cost structural reform, which aims to strengthen our financial foundation.
Total assets were reduced by ¥70.5 billion from the same period of the previous fiscal year due to the repayment of borrowings and the reduction of working capital and other factors. Excluding the impact of FOREX, we reduced by ¥125.5 billion. Under the circumstances of the depreciation of the yen, we recognize that we are making steady progress in reducing assets.



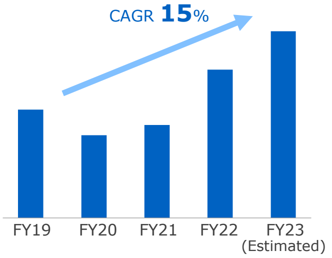
The graph on page 19 shows trends in inventories and operating cash flow. Operating cash flow totaled ¥46.5 billion due to profitability and reduction of inventories.

Business in India as Growth Driver

KONICA MINOLTA

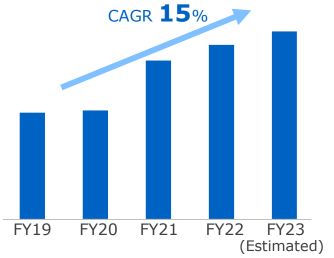
Production print

Unit sales in India*
*Total of all production print models



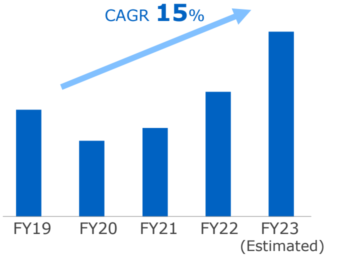
Medical imaging

Revenue in India*
*Local currency basis



Office

Unit sales in India*
* Total of all color MFP models



	Production print	Medical imaging	Office
Market opportunity	Population increase / small-lot printing demand increase leading to expansion of digital printing market	Population increase / increased needs for more advanced and efficient medical care to extend healthy life expectancy	Population increase / rapid expansion of color printing
Strength	Digital printing technology with high imaging quality and strong sales and support network throughout India	Local sales service system and customer base since analog business	Strong sales system and color-focused strategy
Share	Approx. **60**% for color models	Approx. **20**% for DR*	Approx. **20**% for A3 color models

*DR: Abbreviation for digital radiography used for X-ray diagnosis

 20

From this page, we explain our progress in regions and businesses that will be strengthened over the medium to long term.
On page 20, I explain the progress of our regional strategies. As you are aware, India has maintained a high economic growth rate due to the backdrop of population growth. In our Business Technologies Business, the entry into the Indian market was a latecomer to the competitors, but we have specialized in color printing fields of commercial printing and established an overwhelming market share in color digital printing press. Since then, we have worked to expand our business, particularly in color models, even in the field of office unit. In medical imaging unit as well, there is a growing need for advancing medical care and improving diagnostic efficiency to extend healthy life expectancy amid population growth. We are capturing 20% market share of DR by leveraging the customer base we have cultivated in the X-ray analog film business.
In the color MFP for office use, we have developed a Genre-top strategy specializing in color model, as explained earlier, and have maintained a top-class market share in A3 color models.
In order to achieve our Medium-Term Business Plan, we will take advantage of business opportunities in India and other growing markets, and expand our strengthening business and establish Genre-top.

On page 21, the progress of initiatives for growth in the Industry Business is shown. I would like to introduce some of the important projects that are indispensable for medium-to long-term growth introduced at the Industry Business briefing session held last October, as we made progress in the fields of display and mobility.

Seeing on the left, in display field we have got orders and begun manufacturing functional films not for polarizers with the trend of replacing conventional LCD displays with small and medium-sized next-generation displays. Products using this film offer improved image quality compared to conventional products, which greatly contributes to improving the product appeal of the final products. We see this as a result of leveraging our unique strengths of capturing changes in the market, addressing customer challenges and accelerating development.

Next, in the mobility field, the automotive visual inspection system, which is being developed mainly by Eines, which we acquired before, is being introduced globally. Combining the technologies of Eines and Konica Minolta enables us to achieve higher detection performance, making it the world's highest level visual inspection. We are also building up our pipelines for further expansion, and we intend to continue expanding our installation factories from Europe to Asia and the Americas.

IR Events

KONICA MINOLTA

Results

- Industry Business Briefing Session held (October 10, 2023) (link)
- Intellectual Property Report issued (link)
- Konica Minolta Day –Sustainability Briefing Session– held (December 12, 2023) (link)

Upcoming events

- Management Policy Briefing Session
  - Date: Mid-March to April 2024 (plan)
  - Agenda: Progress report on Medium Term Business Plan and further measures
- FY2023 Financial Results Briefing Session
  - Date: May 14, 2024 (plan)

Finally, I would like to explain our initiatives related to IR and our future plans.
We held Industry Business briefing session in October last year and sustainability briefing session in December as Konica Minolta Day to explain our growing businesses, environmental measures, intangible assets such as intellectual property, technology, human capital, and governance.
In advance of the planned financial results briefing session of FY23 in next May, we would like to explain the progress made in the first year of Medium-term Business Plan and the measures to further gear up toward the targets set in the plan.

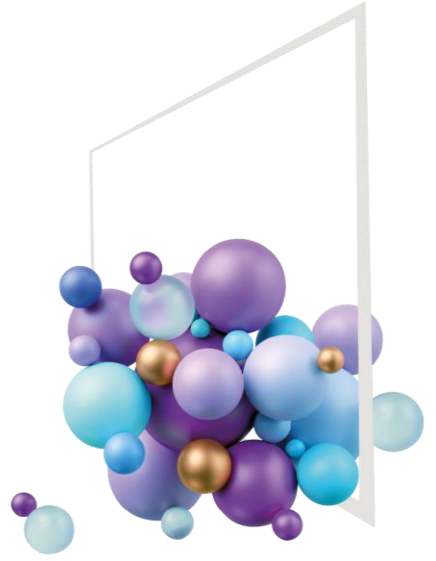
KONICA MINOLTA

I will finish explaining the financial results for the Q3 and the progress of Medium-Term Business Plan here.
Thank you very much for your attention today.

APPENDIX

Some of the materials that had been disclosed on this presentation slides have been changed to disclosure on the website. You can download and check it from below.

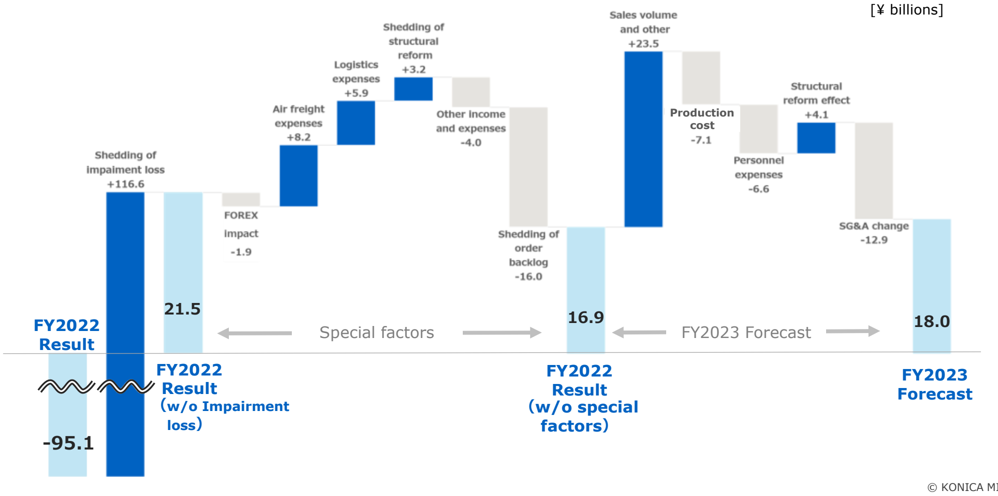
https://www.konicaminolta.com/shared/changeable/investors/include/fr/pdf/2024/2024_3q_presentation_supplementary.xlsx



Giving Shape to Ideas

FY2023 Earning Forecast | Factors of Increase/ Decrease of Operating Profit (repost)

- Special factors in FY22: Shedding of air freight expenses, logistics expenses, structural reform expenses, shedding of order backlog
- FY23 forecast: Increase in sales volume, price adjustment, increase in costs



Financial Result - Overview

KONICA MINOLTA

[¥ billions]

	FY23 9M	vs FY22		FY23 Q3	vs FY22	
		FY22 9M	YoY		FY22 Q3	YoY
Revenue	842.0	821.0	+3%	289.2	290.3	-0%
Gross Profit	368.1	351.6	+5%	130.9	125.6	+4%
Gross Profit ratio	43.7%	42.8%	+0.9pt	45.3%	43.3%	+2.0pt
SG & A	355.9	340.6	+4%	120.9	115.3	+5%
Business Contribution Profit	12.2	11.0	+11%	9.9	10.2	-3%
Business Contribution Profit ratio	1.5%	1.3%	+0.1pt	3.4%	3.5%	- 0.1pt
Other income and costs	-3.7	-7.6	-	-2.2	-1.7	-
Operating Profit	8.6	3.4	+153%	7.8	8.5	-9%
Operating Profit ratio	1.0%	0.4%	+0.6pt	2.7%	2.9%	- 0.2pt
Finance income and costs	-10.0	-4.1	-	-5.6	-6.2	-
Profit before tax	-1.6	-0.8	-	2.1	2.3	-7%
Profit before tax ratio	-	-	-	0.7%	0.8%	- 0.1pt
Profit attributable to owners of the Company	-4.1	-3.3	-	0.3	3.5	-90%
Profit attributable to owners of the Company ratio	-	-	-	0.1%	1.2%	- 1.1pt
EPS [Yen]	-8.39	-6.60		0.70	7.06	
CAPEX	30.5	26.9		11.6	9.1	
Depreciation and Amortization Expenses *	40.8	41.6		13.7	13.7	
R&D expenses	48.8	47.5		16.2	16.3	
FCF	13.3	-42.8		3.9	-17.4	
Investment and lending	0.6	1.6		-0.1	0.0	
FOREX [Yen] USD	143.29	136.51	+6.78	147.89	141.59	+6.30
EUR	155.29	140.59	+14.70	159.11	144.30	+14.81

*Depreciation and amortization expenses : IFRS16 right-of-use assets amortization expenses not included.

Analysis of Increase/ Decrease of Operating Profit

[¥ billions]

Comparison of YoY FY23/9M vs. FY22/9M	Digital Workplace	Professional Print	Healthcare	Industry	Corporate, etc.	Company overall
[Operating Profit]						
FOREX impact	+4.7	+2.4	- 0.3	+0.6	- 0.2	+7.2
Sales volume change, and other	- 3.1	- 1.8	+3.4	- 5.5	- 0.1	- 7.0
Price adjustment	+2.5	+0.4	+0.1	+0.2	-	+3.1
SG&A expenses	- 0.3	- 1.6	- 0.5	- 2.4	+2.7	- 2.1
Other income and expenses	+5.2	+0.5	+0.5	- 2.0	- 0.1	+4.0
Total	+8.9	- 0.1	+3.2	- 9.2	+2.4	+5.2

Comparison of YoY FY23/Q3 vs. FY22/Q3	Digital Workplace	Professional Print	Healthcare	Industry	Corporate, etc.	Company overall
[Operating Profit]						
FOREX impact	+2.5	+0.9	- 0.0	+0.1	- 0.0	+3.4
Sales volume change, and other	- 3.4	- 0.5	+0.3	- 0.6	- 0.0	- 4.1
Price adjustment	+1.2	-	+0.0	- 0.0	-	+1.2
SG&A expenses	- 0.0	- 0.7	- 1.4	- 0.4	+1.8	- 0.8
Other income and expenses	+1.3	+0.1	- 0.1	- 1.6	- 0.1	- 0.4
Total	+1.6	- 0.3	- 1.1	- 2.6	+1.6	- 0.7

SG&A / Other Income & Expenses / Finance Income & Loss

[¥ billions]

	FY2023 9M	FY2022 9M	YoY	FY2023 Q3	FY2022 Q3	YoY
SG&A						
Selling expenses - variable	33.8	37.2	-3.4	11.5	12.0	-0.5
R&D expenses	48.8	47.5	+1.3	16.2	16.3	-0.1
Personnel expenses	175.7	162.5	+13.2	60.3	55.4	+4.9
Others	97.7	93.5	+4.2	33.0	31.6	+1.4
SG&A total	355.9	340.6	+15.3	120.9	115.3	+5.6
** FOREX impact:*	*+14.6bn. (Actual: +0.7bn.)*			*+5.0bn. (Actual: +0.6bn.)*		
Other income:						
Insurance income	1.1	1.3	-0.2	0.7	0.1	+0.6
Other income	3.5	2.9	+0.6	1.1	1.2	-0.1
Other income total	4.6	4.2	+0.4	1.8	1.3	+0.5
Other expenses						
Impairment loss	1.8	-	+1.8	1.8	-	+1.8
Loss on sales and disposals of property, plant, and equipment, and intangible assets	1.4	0.6	+0.8	0.3	0.2	+0.1
Business structure improvement costs	1.0	3.8	-2.8	0.2	0.2	+0.0
Settlement payments	-	3.2	-3.2	-	1.6	-1.6
Other expenses	4.0	4.1	-0.1	1.6	1.0	+0.6
Other expenses total	8.2	11.8	-3.5	3.9	3.0	+0.9
Finance income/loss:						
Interest income/Dividends received/Interest expense	-7.3	-3.8	-3.6	-2.3	-1.5	-0.9
Foreign exchange gain/loss (net)	-2.2	-0.1	-2.0	-3.0	-4.4	+1.5
Others	-0.5	-0.2	-0.4	-0.4	-0.3	-0.1
Finance income/loss, net	-10.0	-4.1	-5.9	-5.6	-6.2	+0.6

Consolidated Statements of Cash Flows

[¥ billions]

	FY21 9M	FY22 9M	FY23 9M
Profit (loss) before tax	-12.1	-0.8	-1.6
Depreciation and amortization expenses	56.6	56.6	57.0
Increase/decrease in trade and other receivables ("-" is increase)	26.5	-7.9	36.2
Increase/decrease in inventories ("-" is increase)	-15.9	-62.5	13.0
Increase/decrease in trade and other payables ("-" is decrease)	-11.0	14.4	-24.5
Others	-12.7	-16.5	-33.4
Cash flows from operating activities	**31.5**	**-16.8**	**46.5**
Purchase of property, plant and equipment	-31.4	-15.7	-19.4
Purchase of intangible assets	-13.6	-13.1	-12.8
Purchase of investments in subsidiaries	-	-0.7	-1.4
Others	4.0	3.5	0.4
Net cash provided by (used in) investing activities	**-41.1**	**-26.0**	**-33.2**
Free cash flows	**-9.6**	**-42.8**	**13.3**

Consolidated Statements of Financial Position

KONICA MINOLTA

[¥ billions]

	Mar 2022	Mar 2023	Dec 2023
Cash and cash equivalents	117.7	180.6	112.4
Trade and other receivables	280.2	313.5	299.2
Inventories	185.7	242.1	236.6
Other current assets	35.3	41.4	43.2
Assets held for sale	-	-	12.0
Total current assets	**618.9**	**777.6**	**703.4**
Property, plant and equipment	287.7	289.1	283.4
Goodwill and intangible asseets	354.1	258.9	268.4
Othe non-current assets	77.4	88.2	88.1
Total non-current assets	**719.3**	**636.2**	**639.9**
Total assets	**1,338.1**	**1,413.8**	**1,343.2**

	Mar 2022	Mar 2023	Dec 2023
Trade and other payables	182.1	200.5	184.0
Bonds and borrowings	354.3	469.1	401.6
Lease liabilities	94.3	99.2	98.9
Othe liabilities	145.9	145.1	137.5
Total liabilities	**776.6**	**913.9**	**822.0**
Equity attributable to owners of the Company	549.8	487.4	507.7
Non-controlling interests	11.7	12.5	13.6
Total equity	**561.5**	**499.9**	**521.3**
Total liabilities and equity	**1,338.1**	**1,413.8**	**1,343.2**

	Mar 2022	Mar 2023	Dec 2023
Equity ratio (%)	41.1	34.5	37.8
Equity ratio for company rating (%)	44.8	37.9	41.4
D/E ratio	0.82	1.17	0.99

FOREX Impact on Revenue and Operating Profit

[FOREX : ¥]
[Impact, Sensitivity : ¥ billions]

	FY22 9M	FY23 9M	YoY Impact Revenue	YoY Impact OP	FX Sensitivity*2 Revenue	FX Sensitivity*2 OP
USD	136.51	143.29	+15.3	- 0.4	+3.1	- 0.1
EUR	140.59	155.29	+17.8	+7.4	+1.7	+0.5
GBP	163.91	179.52	+2.7	- 0.1	+0.3	+0.1
European Currency*1	-	-	+22.1	+7.5	+2.5	+0.7
CNY	19.88	19.98	+0.2	+0.1	+3.2	+0.9
Other	-	-	+2.2	+0.1	-	-
Exchange contract effect	-	-	-	- 0.1	-	-
Total	-	-	+39.8	+7.2	-	-

*1 European currency: Currencies used in Europe including EUR/GBP
*2 FOREX Sensitivity: FOREX impact at ¥1 change (annual)

FY2023 Q3 Performance | Revenue and Profit by Segment YoY

KONICA MINOLTA

[¥ billions]

Revenue	FY23 9M	vs FY22			vs FY22 After adjustment *1			FY23 Q3	vs FY22			vs FY22 After adjustment *1		
		FY22 Q3	YoY	w/o FOREX	FY22 9M	YoY	w/o FOREX		FY22 Q3	YoY	w/o FOREX	FY22 Q3	YoY	w/o FOREX
Digital Workplace	450.6	437.1	+3%	-3%	437.1	+3%	-3%	156.1	158.7	-2%	-7%	158.7	-2%	-7%
Professional Print	189.7	184.9	+3%	-1%	184.9	+3%	-1%	65.7	65.1	+1%	-4%	65.1	+1%	-4%
Healthcare	98.5	96.9	+2%	-1%	96.9	+2%	-1%	34.7	32.9	+5%	+2%	32.9	+5%	+2%
Industry	101.6	100.6	+1%	-2%	100.4	+1%	-2%	32.2	33.2	-3%	-6%	33.1	-3%	-6%
Corporate, etc.	1.5	1.4	+10%	+10%	1.6	-6%	-6%	0.5	0.4	+23%	+22%	0.5	-2%	-2%
Company overall	842.0	821.0	+3%	-2%	821.0	+3%	-2%	289.2	290.3	-0%	-5%	290.3	-0%	-5%

Business Contribution Profit	FY23 9M	rate	vs FY22			vs FY22 After adjustment *1			FY23 Q3	rate	vs FY22			vs FY22 After adjustment *1		
			FY22 Q3	YoY	w/o FOREX	FY22 9M	YoY	w/o FOREX			FY22 Q3	YoY	w/o FOREX	FY22 Q3	YoY	w/o FOREX
Digital Workplace	20.5	5%	7.4	+176%	+136%	16.7	+23%	+5%	9.7	6%	6.3	+55%	+15%	9.4	+3%	-23%
Professional Print	8.8	5%	11.7	-24%	-37%	9.3	-6%	-21%	5.2	8%	6.3	-18%	-32%	5.5	-6%	-22%
Healthcare	-5.4	-	-8.7	-	-	-8.1	-	-	-1.5	-	-0.5	-	-	-0.4	-	-
Industry	9.1	9%	14.2	-36%	-40%	16.3	-44%	-48%	3.1	10%	3.4	-10%	-13%	4.1	-24%	-26%
Corporate, etc.	-20.7	-	-13.6	-	-	-23.2	-	-	-6.6	-	-5.3	-	-	-8.4	-	-
Company overall	12.2	1%	11.0	+11%	-55%	11.0	+11%	-55%	9.9	3%	10.2	-3%	-36%	10.2	-3%	-36%

Operating Profit	FY23 9M	rate	vs FY22			vs FY22 After adjustment *1			FY23 Q3	rate	vs FY22			vs FY22 After adjustment *1		
			FY22 Q3	YoY	w/o FOREX	FY22 9M	YoY	w/o FOREX			FY22 Q3	YoY	w/o FOREX	FY22 Q3	YoY	w/o FOREX
Digital Workplace	19.7	4%	1.5	+1227%	+1029%	10.7	+83%	+56%	9.6	6%	4.9	+97%	+46%	8.0	+20%	-11%
Professional Print	8.8	5%	11.2	-21%	-34%	8.9	-1%	-17%	5.1	8%	6.2	-17%	-32%	5.4	-5%	-22%
Healthcare	-5.8	-	-9.6	-	-	-9.0	-	-	-1.6	-	-0.5	-	-	-0.4	-	-
Industry *2	6.9	7%	14.1	-51%	-55%	16.1	-57%	-61%	1.4	4%	3.4	-58%	-61%	4.0	-65%	-67%
Corporate, etc.	-21.0	-	-13.8	-	-	-23.3	-	-	-6.8	-	-5.3	-	-	-8.4	-	-
Company overall	8.6	1%	3.4	+153%	-59%	3.4	+153%	-59%	7.8	3%	8.5	-9%	-48%	8.5	-9%	-48%

*1 FY2022 results(after adjustment) are the amount after rearrangement of FORXAI and adjustment for head-office expenses
*2 FY2023 results include impairment loss on visual solutions unit (planetariums)

Quarterly Financial Results by Segments : Revenue

[¥ billions]

[Revenue]	FY22 * Q1	FY22 * Q2	FY22 * Q3	FY22 * Q4	FY22 * **Total**	FY23 Q1	FY23 Q2	FY23 Q3
Digital Workplace	128.9	149.6	158.7	163.1	**600.3**	143.3	151.2	156.1
Office	110.9	129.0	137.7	141.6	**519.1**	122.6	129.1	133.2
DW-DX	18.0	20.6	20.9	21.6	**81.1**	20.7	22.1	22.8
Professional Print	55.1	64.8	65.1	67.7	**252.6**	60.2	63.8	65.7
Production print	35.5	41.7	42.9	41.9	**161.9**	37.7	41.0	43.5
Industrial print	6.0	8.2	7.2	11.0	**32.3**	7.7	9.4	8.6
Marketing services	13.6	14.9	15.1	14.8	**58.4**	14.8	13.4	13.6
Healthcare	28.7	35.3	32.9	40.9	**137.8**	29.3	34.5	34.7
Medical imaging	19.1	25.0	21.3	29.1	**94.6**	18.0	22.1	20.4
Precision medicine	9.5	10.3	11.6	11.8	**43.3**	11.3	12.4	14.3
Industry	34.9	32.5	33.1	36.6	**137.1**	33.2	36.2	32.2
Sensing	13.5	11.4	11.3	10.8	**46.9**	9.1	9.8	9.9
Performance materials	11.3	8.0	8.3	11.6	**39.2**	11.4	12.8	8.5
IJ components	3.7	4.2	4.7	4.5	**17.1**	4.5	4.7	4.9
Optical components	3.6	5.4	5.4	5.3	**19.8**	4.7	4.8	5.1
Imaging-IoT solutions	1.9	2.5	2.6	2.7	**9.8**	2.7	3.1	2.7
Visual solutions	0.8	0.9	0.9	1.8	**4.3**	0.8	1.0	1.1
Corporate, etc.	0.3	0.7	0.5	1.0	**2.6**	0.4	0.6	0.5
Company overall	247.8	282.9	290.3	309.4	**1130.4**	266.4	286.4	289.2

*FY2022 results are the amount after rearrangement of FOXAI and adjustment for head-office expenses

Quarterly Financial Results by Segments : Profit

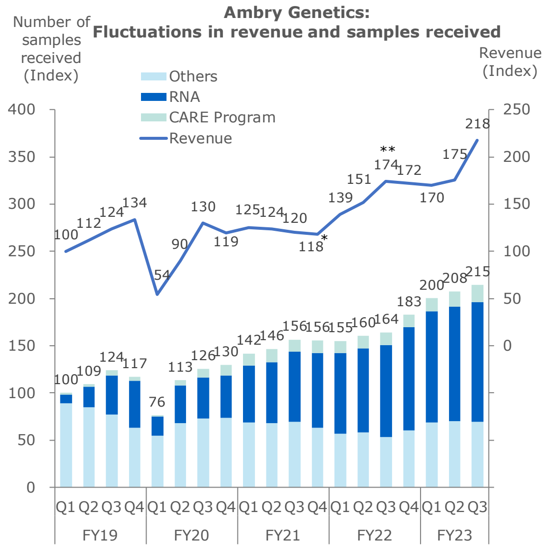
[¥ billions]

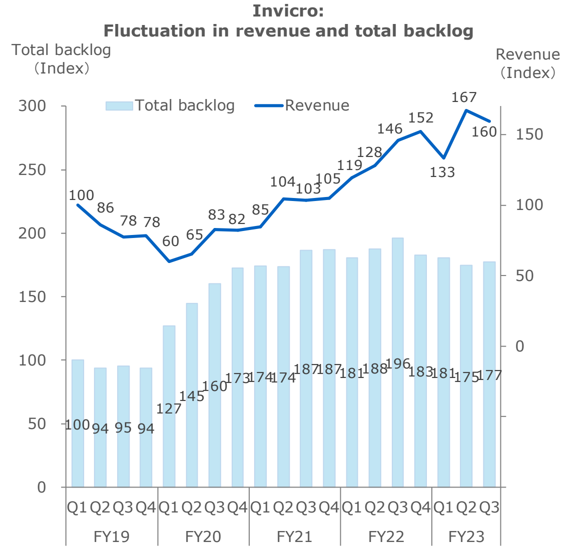
[Business Contribution Profit]	FY22 * Q1	FY22 * Q2	FY22 * Q3	FY22 * Q4	FY22 * Total	FY23 Q1	FY23 Q2	FY23 Q3
Digital Workplace	-0.2	7.4	9.4	14.0	**30.7**	2.4	8.4	9.7
Professional Print	0.2	3.6	5.5	5.7	**15.1**	0.8	2.8	5.2
Healthcare	-5.7	-2.1	-0.4	1.1	**-7.0**	-3.2	-0.8	-1.5
Industry	7.0	5.2	4.1	5.5	**21.7**	2.6	3.4	3.1
Corporate, etc.	-7.2	-7.6	-8.4	-7.5	**-30.7**	-6.6	-7.5	-6.6
Company overall	-5.9	6.7	10.2	18.8	**29.7**	-4.1	6.4	9.9

[Operating Profit]	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Digital Workplace	-4.3	7.0	8.0	10.8	**21.5**	2.0	8.0	9.6
Professional Print	-0.1	3.6	5.4	4.7	**13.6**	0.9	2.7	5.1
Healthcare	-6.3	-2.3	-0.4	-102.5	**-111.5**	-3.4	-0.9	-1.6
Industry	7.0	5.2	4.0	-2.6	**13.5**	2.7	2.9	1.4
Corporate, etc.	-7.3	-7.6	-8.4	-8.8	**-32.1**	-6.6	-7.6	-6.8
Company overall	-11.0	5.9	8.5	-98.5	**-95.1**	-4.4	5.2	7.8

*FY2022 results are the amount after rearrangement of FOXAI and adjustment for head-office expenses

Revenue and KPI Trends of Genetic Testing and Drug Discovery Support Business





Indexed with FY2019 Q1 as 100 / Revenue is JPY basis.

*Before reduction of recoverable amount of accounts receivable and revenue
**After reflection of recoverable amount of accounts receivable and revenue

Segment information

Before March 31, 2023	
Digital Workplace Business	■ Office ■ DW-DX
Professional Print Business	■ Production print ■ Industrial print ■ Marketing services
Healthcare Business	■ Healthcare ■ Precision medicine
Industry Business	Sensing ■ Measuring instruments Materials and components ■ Performance materials ■ Optical components ■ IJ components Imaging-IoT solutions ■ Imaging-IoT solutions ■ Visual solutions
Corporate, etc., QOL	

After April 1, 2023	
Digital Workplace Business	■ Office ■ DW-DX
Professional Print Business	■ Production print ■ Industrial print ■ Marketing services
Healthcare Business	■ Medical imaging ■ Precision medicine
Industry Business	■ Sensing ■ Performance materials ■ Optical components ■ IJ components ■ Imaging-IoT solutions ■ Visual solutions
Corporate, etc., QOL	

*Medical imaging : Healthcare unit

Glossary

- **MFP（Multi Functional Peripheral) speed segment: Digital Workplace Business**
  Seg. 1 to 20ppm, Seg.2 21-30ppm, Seg.3 31-40ppm, Seg.4 41-69ppm, Seg.5 70~ppm（A4 vertical, minute speed)

- **Color production print machine segments: Professional Print Business**
  ELPP（Entry Light Production Print) Monthly printing volume: 1-0.3 million sheets for low-priced products mainly for large companies' centralized printing rooms
  LPP（Light Production Print) Monthly printing volume: 0.1-0.3 million sheets for commercial printing
  MPP（Mid Production Print) Monthly printing volume: 30-1 million sheets for commercial printing
  HPP（Heavy Production Print) Monthly printing volume:1 million sheets or more for commercial printing

- **RNA (ribonucleic acid) testing: Healthcare Business**
  Testing to identify changes in mRNA structure in the primary transcript of DNA(deoxyribonucleic acid). Analysis of transcript mRNA can provide more detailed test results on DNA mutations that used to be considered of undetermined clinical significance in conventional DNA testing.

- **CARE Program（Comprehensive Assessment, Risk & Education): Healthcare Business**
  Program to provide total support for effective pick-up and genetic diagnostics of the high-risk group of genetic breast cancer.

- **GenMineTOP cancer genome profiling system: Healthcare Business**
  This system, developed together with the University of Tokyo and the National Cancer Center Research Institute, analyzes genes in tumor tissue. This system is unique in that it analyzes not only DNA, but also RNA, and analyzes the DNA of non-cancerous cells as well as the tumor tissue.

- **FORXAI :** FORXAI is an imaging IoT platform that accelerates digital transformation of society together with customers and partners.

KONICA MINOLTA

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.