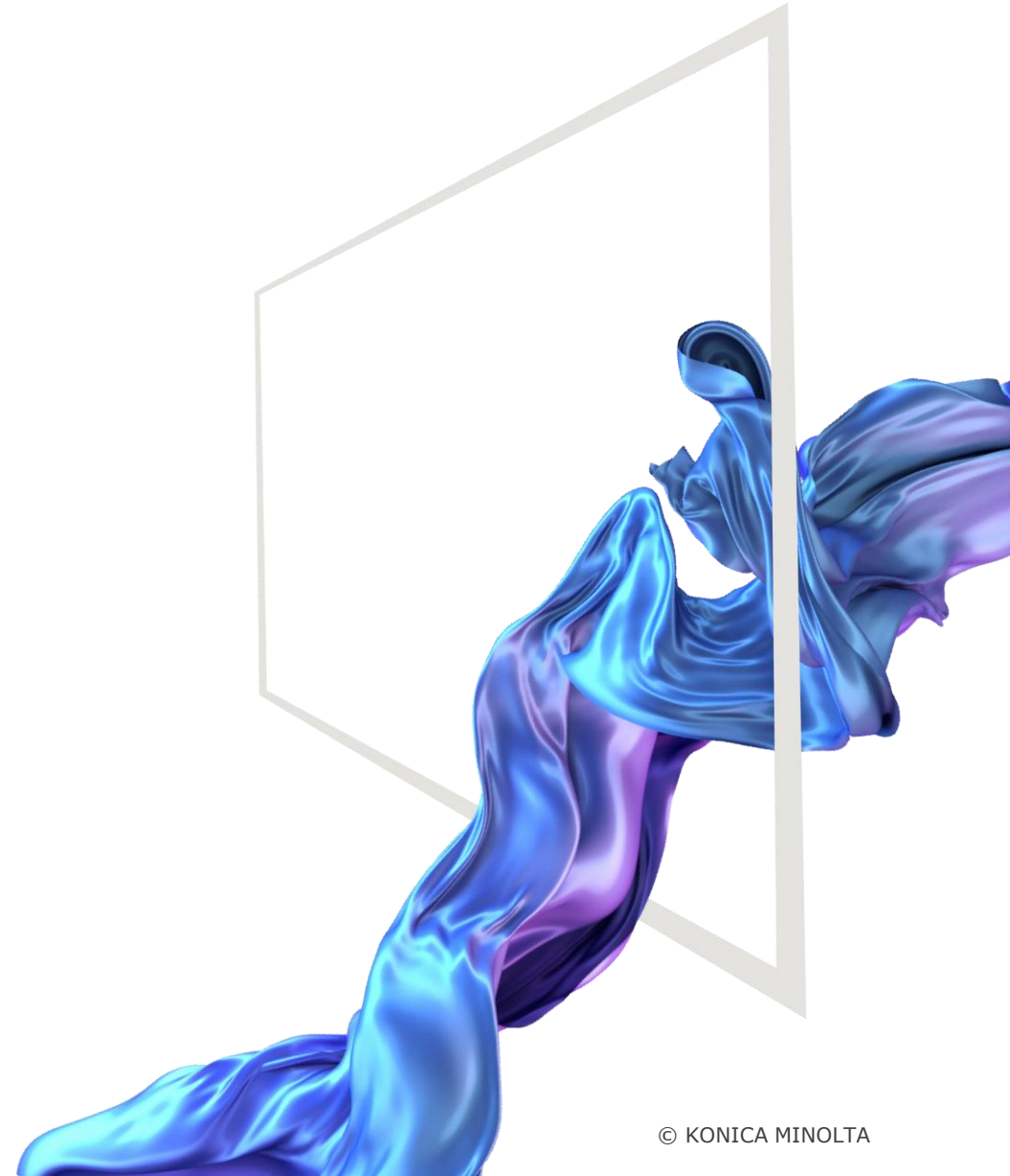


# Konica Minolta, Inc. 1<sup>st</sup> Quarter/FY2024 ending in March 2025 Consolidated Financial Results

**Toshimitsu Taiko**  
**President and CEO**

**Three months : April 1, 2024 - June 30, 2024**  
**- Announced on July 31, 2024 -**



## FY2024 Q1 Result

- Increased revenue, significant improvement in business contribution profit\*, deficits in operating profit and profit attributable to owners of the Company (effects of one-time cost to operating profit and tax expenses to profit attributable to owners of the Company)
- Good progress: Performance materials, industrial print, DW-DX, Precision Medicine
- Problems in progress: Sensing, healthcare

## Medium-term Business Plan Progress

- **Global structural reforms**
  - Progressed as expected
- **Business selection and concentration**
  - Precision Medicine Business: Completed transfer of entire equity capital of Invicro (April 30<sup>th</sup>) and cash inflow of ¥9.3 billion
  - DW-DX: Completed transfer of some services in Europe and the U.S. in line with the selected regions and services (June 30<sup>th</sup>)
- **Reinforcement of financial foundation**
  - FCF improved

# FY2024 Q1 PERFORMANCE OVERVIEW



KONICA MINOLTA

## FY2024 Q1 Result

- **Revenue:** Increased partly due to impact of FOREX
- **Business contribution profit\*:** Gross profit ratio improved by approx. 2 pt., and significant improvement due to deficit reduction and other factors in the non-focused and direction-changing businesses
- **Operating profit:** Deficit reduced with one-time cost for global structural reforms, gain on sale of Invicro and other factors
- **FCF:** Improved as a result of business transfer despite worse operating CF including temporary factors

[¥ billions]

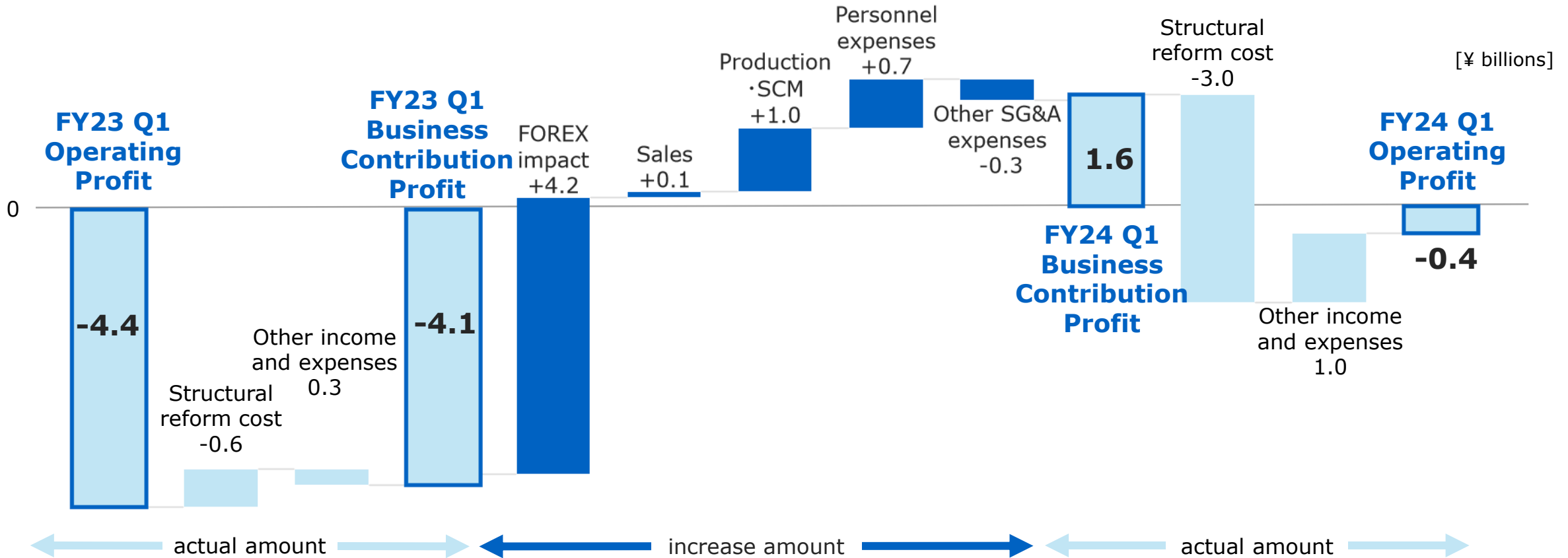
	FY23 Q1	FY24 Q1	YoY	w/o FOREX
<b>Revenue</b>	266.4	286.2	+7%	-2%
<b>Gross Profit</b>	111.9	126.4	+13%	+1%
Gross Profit ratio	42.0%	44.2%	+2.2pt	
<b>SG &amp; A</b>	116.0	124.8	+8%	-1%
<b>Business Contribution Profit *</b>	-4.1	1.6	-	-
<b>Operating Profit</b>	-4.4	-0.4	-	-
<b>Profit attributable</b> to owners of the Company	-5.6	-3.5	-	-
<b>FCF</b>	-10.8	-8.2	-	-
FOREX [Yen]				
<b>USD</b>	137.37	155.88	+18.51	
<b>EUR</b>	149.47	167.88	+18.41	
<b>RMB</b>	19.56	21.48	+1.92	

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



# FY2024 Q1 Performance | Factors of Increase/Decrease of Business Contribution Profit

- Sales: Increased in performance materials and Precision Medicine, decreased in sensing and healthcare
- Manufacturing & SCM: Reduced costs mainly in office
- Personnel expenses: Decreased in Precision Medicine(Invicro) despite rising unit price of personnel expenses





# Changes in Segment Information due to Organizational Changes

Segmented into the main three areas of Business Technologies Business, Industry Business, and Imaging Solutions Business to strengthen the structure for accelerating the execution of Medium-term Business Plan

Before FY2023	
Digital Workplace Business	<ul style="list-style-type: none"> <li>Office</li> <li>DW-DX</li> </ul>
Professional Print Business	<ul style="list-style-type: none"> <li>Production print</li> <li>Industrial print</li> <li>Marketing services</li> </ul>
Healthcare Business	<ul style="list-style-type: none"> <li>Medical imaging</li> <li>Precision medicine</li> </ul>
Industry Business	<ul style="list-style-type: none"> <li>Sensing</li> <li>Performance materials</li> <li>IJ components</li> <li>Optical components</li> <li>Imaging-IoT solutions</li> <li>Visual solutions</li> </ul>
Corporate, etc. (QOL solutions, FORXAI, Technology Development Headquarters, and other CO)	



After FY2024	
Business Technologies Business	Digital Workplace Business <ul style="list-style-type: none"> <li>Office</li> <li>DW-DX</li> </ul>
	Professional Print Business <ul style="list-style-type: none"> <li>Production print</li> <li>Industrial print</li> <li>Marketing services</li> </ul>
Industry Business	<ul style="list-style-type: none"> <li>Sensing</li> <li>Performance materials</li> <li>Inkjet components</li> <li>Optical components</li> </ul>
Imaging Solutions Business	<ul style="list-style-type: none"> <li>Healthcare (formerly medical imaging)</li> <li>Imaging-IoT solutions, etc. (including QOL solutions and FORXAI)</li> <li>Visual solutions</li> </ul>
Precision Medicine Business	
Corporate, etc. (Technology Development Headquarters, and other CO)	

# FY2024 Q1 Performance | Revenue & Profit by Segment

[¥ billions]

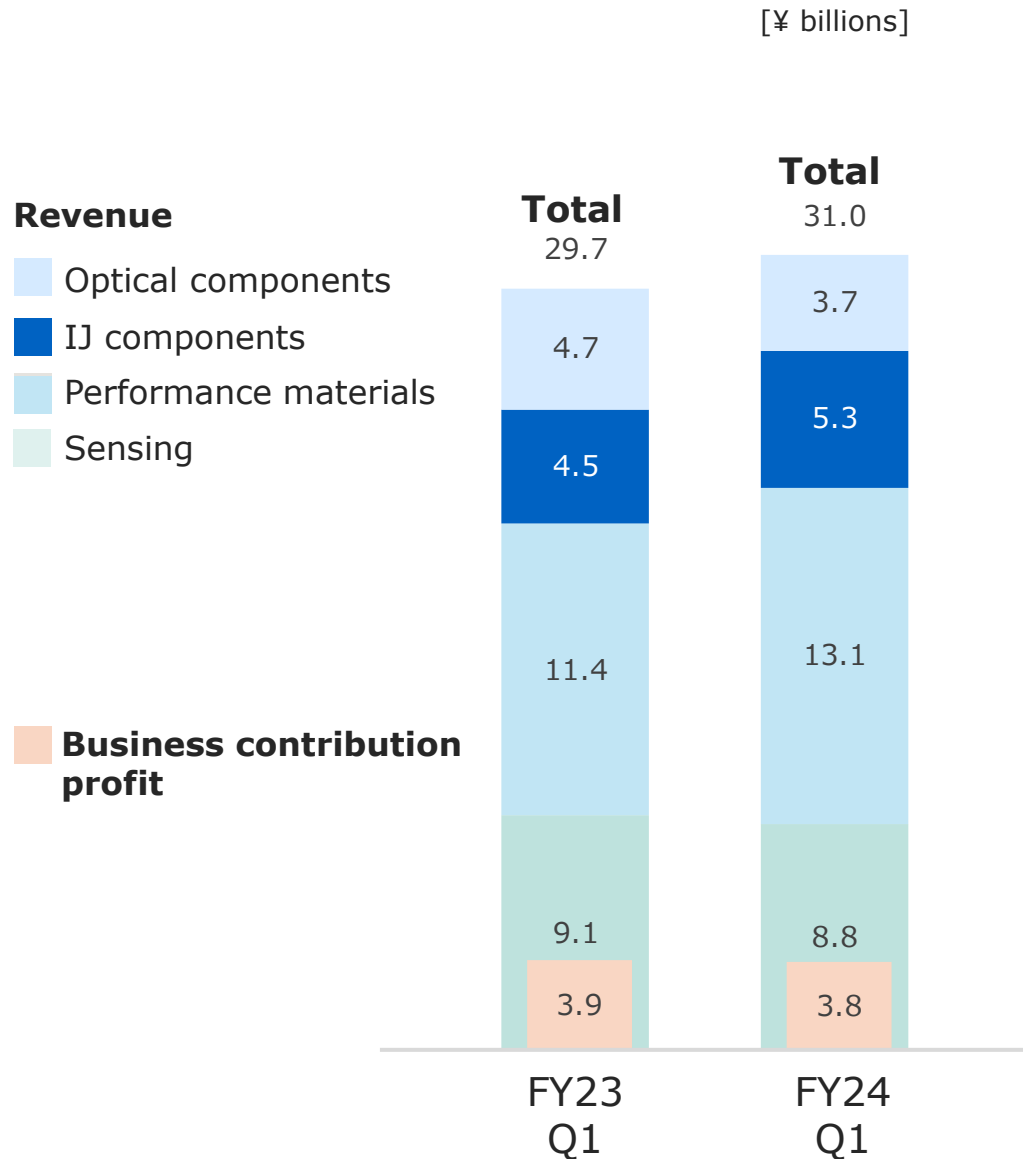
## FY2024 Q1 Results

Revenue	FY23 Q1	FY24 Q1	YoY	w/o FOREX
Digital Workplace	143.3	152.0	+6%	-4%
Professional Print	60.2	67.6	+12%	+1%
Industry	29.7	31.0	+4%	-2%
Imaging Solutions	21.8	22.8	+5%	-1%
Precision Medicine	11.3	12.6	+11%	-2%
Corporate, etc.	0.2	0.2	+19%	+19%
Company overall	266.4	286.2	+7%	-2%

Business Contribution Profit	FY23 Q1	FY24 Q1	ratio	YoY	w/o FOREX
Digital Workplace	2.4	6.8	4%	+186%	+92%
Professional Print	0.8	1.8	3%	+119%	-82%
Industry	3.9	3.8	12%	-2%	-16%
Imaging Solutions	-2.7	-4.0	-	-	-
Precision Medicine	-2.9	-0.2	-	-	-
Corporate, etc.	-5.5	-6.5	-	-	-
Company overall	-4.1	1.6	1%	-	-

Operating Profit	FY23 Q1	FY24 Q1	ratio	YoY	w/o FOREX
Digital Workplace	2.0	4.5	3%	+126%	+23%
Professional Print	0.9	1.7	2%	+79%	-90%
Industry	3.9	3.1	10%	-21%	-34%
Imaging Solutions	-2.7	-4.3	-	-	-
Precision Medicine	-3.1	1.4	4%	-	-
Corporate, etc.	-5.4	-6.8	-	-	-
Company overall	-4.4	-0.4	-	-	-

# FY2024 Q1 Performance | Business Trends of Industry



## Revenue

(YoY)

<b>Sensing</b>	<ul style="list-style-type: none"> <li>Light source color: Decreased due to restrained capital investment of major customers</li> <li>Object color: Flat YoY</li> <li>Automotive visual inspection: Flat YoY due to the timing of revenue recognition despite strong demand</li> </ul>
<b>Performance materials</b>	<ul style="list-style-type: none"> <li>TV: Increased demand for panels at sporting events, etc. Solid demand for SANUQI film due to increased adoption in FY2023</li> <li>Smartphones: Recovery trend from adjustments of surplus stock in market supply chains</li> </ul>
<b>IJ components</b>	<ul style="list-style-type: none"> <li>Fundamental field: Increased sales of printheads for sign graphics due to the exhibition boom at the end of FY2023</li> <li>Growth field: Increased new adoption</li> </ul>
<b>Optical components</b>	<ul style="list-style-type: none"> <li>Upstream industrial: Solid performance in products for automotive and semiconductor manufacturing equipment</li> <li>Non-industrial: Sluggish sales in lenses for projectors due to market conditions</li> </ul>

## Business Contribution Profit

<b>Industry Business</b>	<ul style="list-style-type: none"> <li>IJ components and performance materials: increased</li> <li>Sensing: decreased</li> </ul>
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Operating profit: Recorded - ¥0.6 billion of difference of fair value measurement of transferred assets in optical components by foreign exchange fluctuation



## Steady progress in pipeline expansion and sales in the three areas of focus

### Inkjet

- Highly evaluated IJ printing in cardboard conveyance process at drupa 2024
- Realizing label-less and labor-saving for customers with IJ printing process



Our thin-film printheads achieve clear print even with high gaps, ensuring application to the cardboard conveyance process

Industrial inkjet printing  
2023-2025 market CAGR\*: over **15%**

### Semiconductor manufacturing

- Acquired projects for new equipment models in visible light field for expansion beyond 2025
- Introduced non-contact polishing technology to standardize technology and improve surface precision, aiming to expand mass production



Ultra-high precision optical lens for semiconductor manufacturing equipment

Optical components for semiconductor manufacturing equipment  
2023-2025 market CAGR\*: **10%**

### Mobility

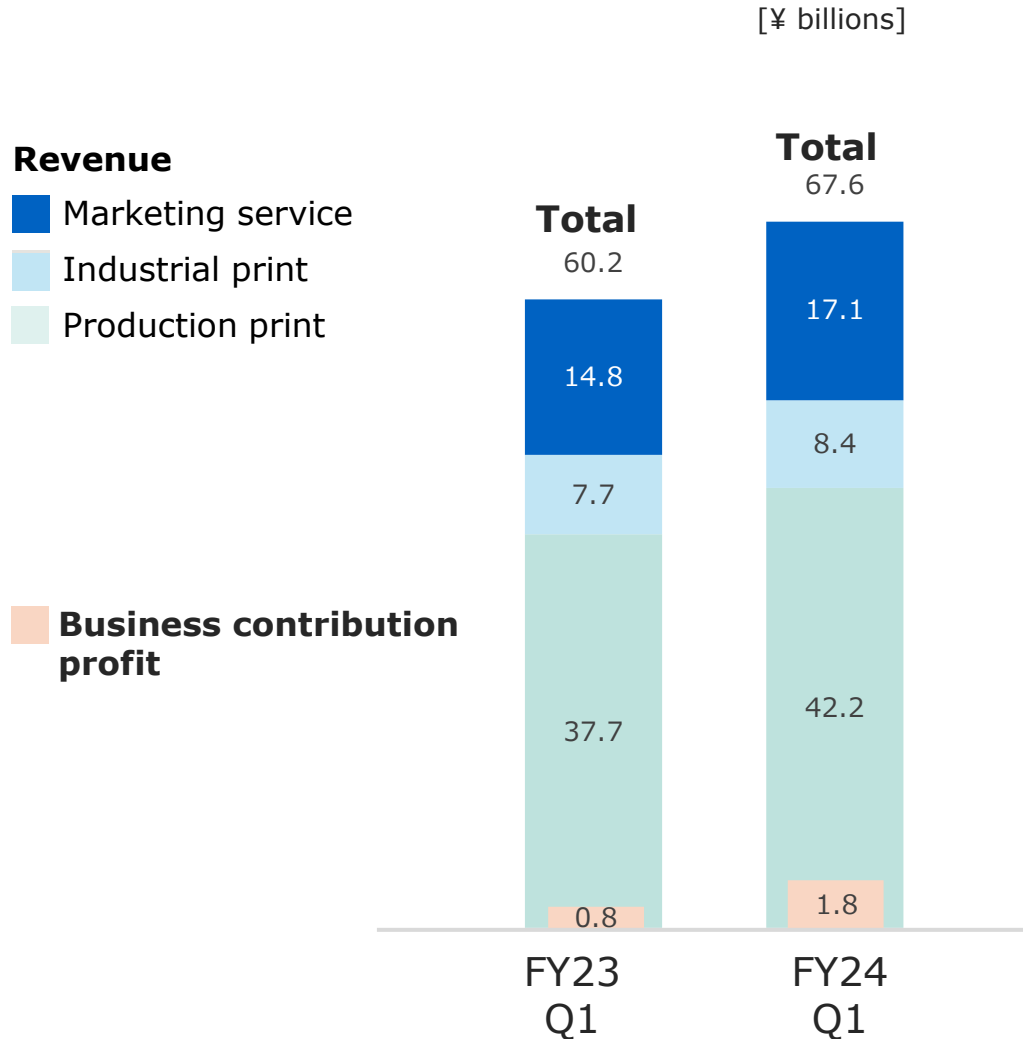
- Installed automotive visual inspection system in Suzuki Motor plants for the first time in Japan
- Expand pipeline globally, including other plants of Suzuki Motor, for expansion beyond market growth



Eines and Konica Minolta technologies achieve the world's highest level of visual inspection

Automotive visual inspection  
2023-2025 market CAGR\*: **10%**

# FY2024 Q1 Performance | Business Trends of Professional Print



## Revenue

(YoY)

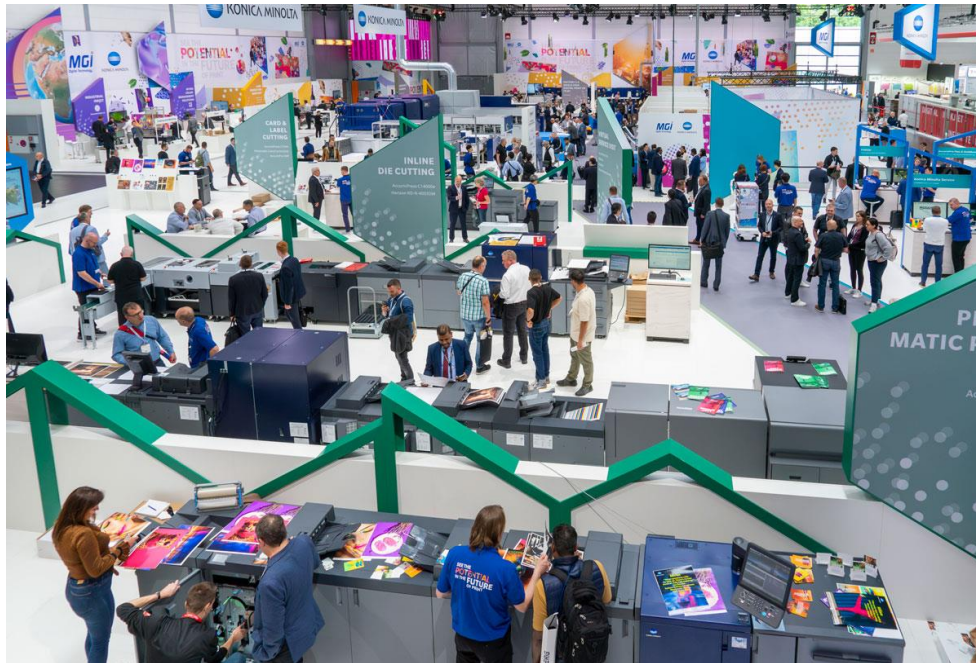
<b>Production print</b>	<ul style="list-style-type: none"> <li>Hardware: 111% (100% excluding impact of FOREX) Unit sales of color models 95% (HPP 152%) Unit sales of monochrome models 88%</li> <li>Non-hard: 113% (102% excluding impact of FOREX) Strong in the U.S., China, and India</li> </ul>
<b>Industrial print</b>	<ul style="list-style-type: none"> <li>Hardware: Volume growth of digital inkjet presses</li> <li>Non-hard: Increased revenue due to growth in number of presses in operation and higher proportion of digital printing among customers</li> </ul>

## Business Contribution Profit

<b>Professional Print Business</b>	<ul style="list-style-type: none"> <li>Production print: Profit increased</li> <li>Industrial print: Loss improved</li> <li>Marketing services: Profit decreased</li> </ul>
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# drupa 2024: The International Trade Fair for Print and Cross-media Solutions

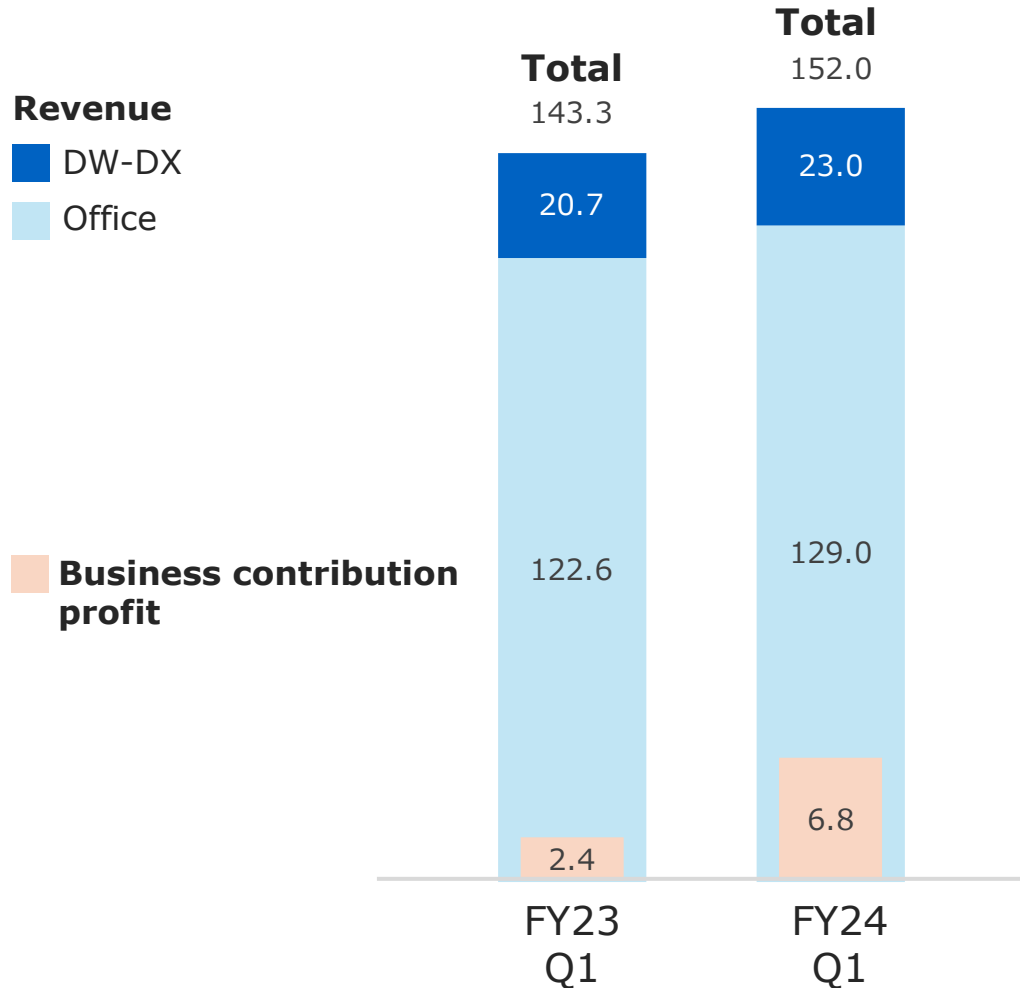
- Held for the first time in eight years after COVID-19  
Strong interest in the potential of digital printing, mainly featuring AccurioJet 60000 (KM-1 series), AlphaJET (MGI), and AccurioLabel
- Signed over 200 business contracts during event period



(Reference) Period: May 28th - June 7th, Exhibitors: 1,643 companies from 52 countries,  
Visitors: approx. 170,000 people from 174 countries

# FY2024 Q1 Performance | Business Trends of Digital Workplace

[¥ billions]



## Revenue

(YoY)

<b>Office</b>	<ul style="list-style-type: none"> <li>Hardware: 99% (89% excluding impact of FOREX) Unit sales of A3 color models 90% Unit sales of A3 monochrome models 102%</li> <li>Non-hard: 110% (100% excluding impact of FOREX) with decrease in Japan and Europe, bottoming out in the U.S., and increase in China, Australia, and India</li> </ul>
<b>DW-DX</b>	<ul style="list-style-type: none"> <li>Operation optimizing service: Strong performance in Japan, the U.S., and Europe</li> <li>AI SaaS service by industry: Strong performance in Japan</li> </ul>

## Business Contribution Profit

<b>Digital Workplace Business</b>	<ul style="list-style-type: none"> <li>Office: Profit increased</li> <li>DW-DX: Deficit narrowed due to higher gross profit, restrained SG&amp;A expenses, and others</li> </ul>
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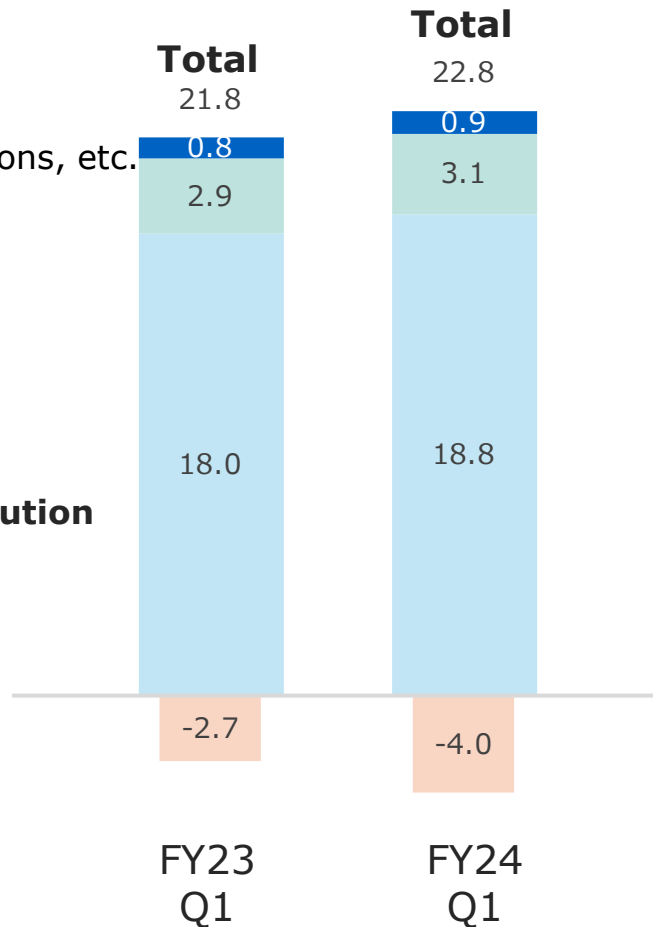
# FY2024 Q1 Performance | Business Trends of Imaging Solutions

[¥ billions]

## Revenue

- Visual solutions
- Imaging-IoT solutions, etc.
- Healthcare

## Business contribution profit



## Revenue

(YoY)

<b>Healthcare</b>	<ul style="list-style-type: none"> <li>X-ray: Flat YoY in Japan, growth in the U.S.</li> <li>Dynamic Digital Radiography: Maintained strong, growth especially in Asia</li> </ul>
<b>Imaging-IoT Solutions</b>	<ul style="list-style-type: none"> <li>Monitoring camera solution: Solid performance in sales subsidiaries in Europe and the U.S, and Mobotix flat YoY</li> <li>Force Security*: Strong performance</li> </ul>

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

## Business Contribution Profit

<b>Imaging solutions</b>	<ul style="list-style-type: none"> <li>Healthcare: Deficit increased due to lower production efficiency</li> <li>Imaging-IoT solutions, etc.: Loss FORXAI*<sup>1</sup> and QOL solutions*<sup>2</sup>, which were included in CO, etc. in FY2023, have been added</li> </ul>
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\*1 FORXAI: Business unit that develops a company-wide common technology platform centered on AI technology

\*2 QOL solutions: Business unit that develops monitoring solutions for care facilities

# MEDIUM-TERM BUSINESS PLAN PROGRESS



KONICA MINOLTA

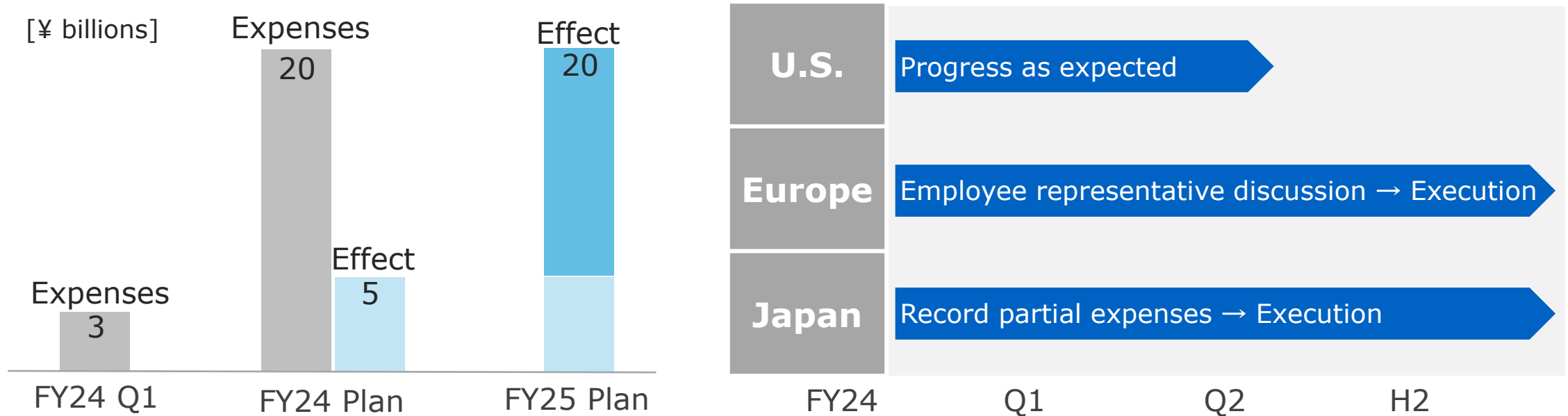
# Progress in Global Structural Reforms

## Initiatives for productivity enhancement

<b>HQ</b>	<ul style="list-style-type: none"> <li>Review quality &amp; quantity of reports and analysis documents, and enhance efficiency by visualizing operations and DX</li> </ul>	<b>R&amp;D</b>	<ul style="list-style-type: none"> <li>Enhance efficiency of software development by source code auto creation utilizing generative AI</li> </ul>
<b>Manufacturing</b>	<ul style="list-style-type: none"> <li>Optimize manufacturing conditions maximizing yield rate by AI based on past quality data</li> <li>Prediction and automatic optimization proposal of parts inventory when the environment changes</li> </ul>	<b>Sales &amp; Service</b>	<ul style="list-style-type: none"> <li>Minimizing effort of onsite service by predictive maintenance based on data</li> <li>Enhance sales efficiency by marketing based on AI analysis</li> </ul>

### Maintaining profit and strengthening businesses

- Progressed as expected in Q1



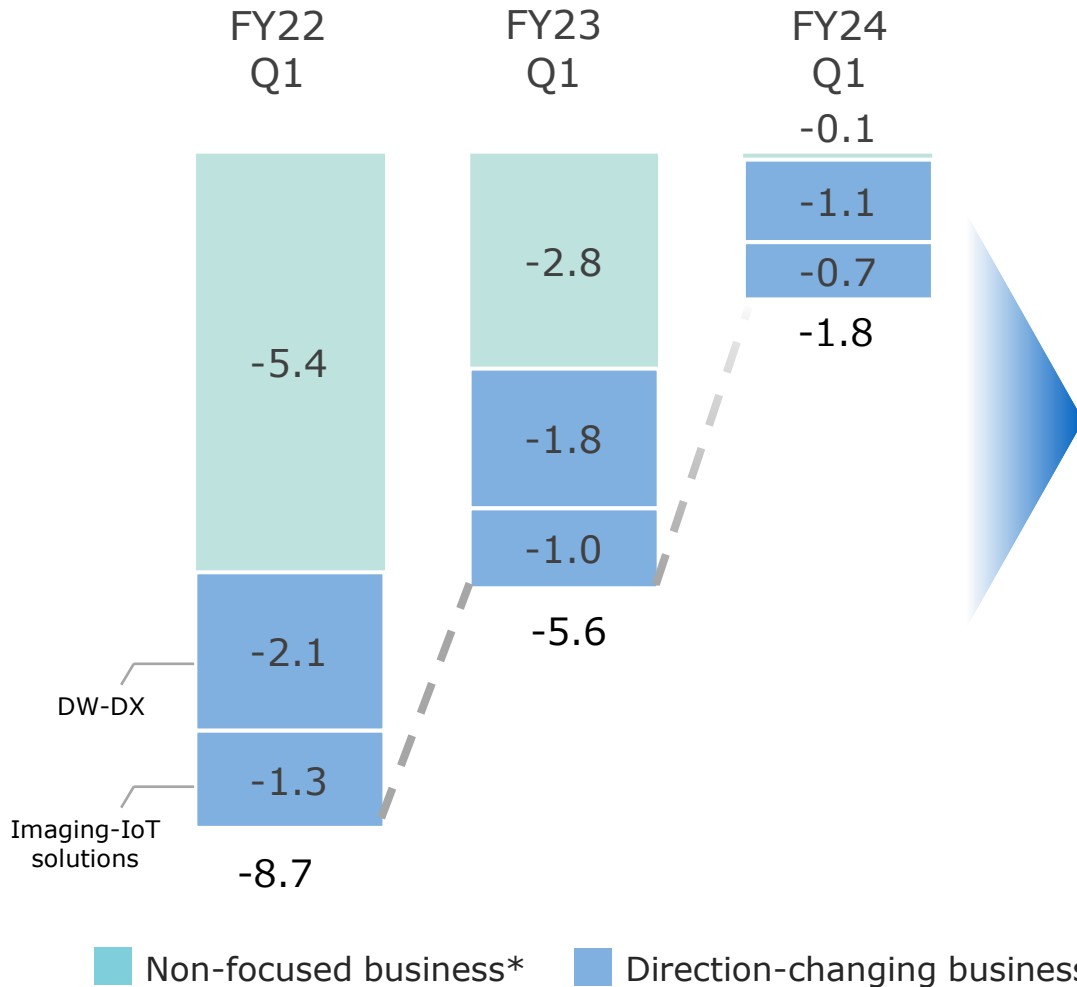
### Direction-changing business

- DW-DX, Imaging-IoT solutions: Executed measures in the U.S., discussions underway with employee representative in Europe

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

## Business Contribution Loss transition

[¥ billions]



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

## Steady execution of Medium-term Business Plan

### Non-focused business

#### Accelerate "business selection and concentration"

##### Precision Medicine

- Business contribution loss improved by ¥2.7 billion  
Strong performance in genetic testing service business  
Business contribution profit improvement by ¥0.2 billion due to the equity capital transfer of Invicro
- Recorded approx. ¥1.6 billion for other income in Q1 due to gain on adjustment and others associated with the transfer in operating profit

※Continue to actively consider third-party capital use for genetic testing services

### Direction-changing business

#### Narrowed down regions/countries and business areas Execution started, progressing as planned

##### DW-DX

- Clarified areas of exit and improved profit ratio in continuing areas
- Completed transfer of MWA Intelligence, the U.S. Sales Company's ERP Solutions Division (June 30<sup>th</sup>)
- Completed transfer of HydraCloud, the IT infrastructure construction and operation business of Norwegian sales company (June 30<sup>th</sup>)



# Business Technologies Business | Strategic Alliance with FUJIFILM Business Innovation (BI)



- Decided to establish a joint venture to coordinate the procurement of raw materials and parts with FUJIFILM BI, and signed a shareholders agreement (announced in the July 17<sup>th</sup>)
- Through the newly established joint venture, **FUJIFILM BI and Konica Minolta will leverage their extensive supplier networks to strengthen business foundations such as establishing a robust supply system for products and streamlining business processes**

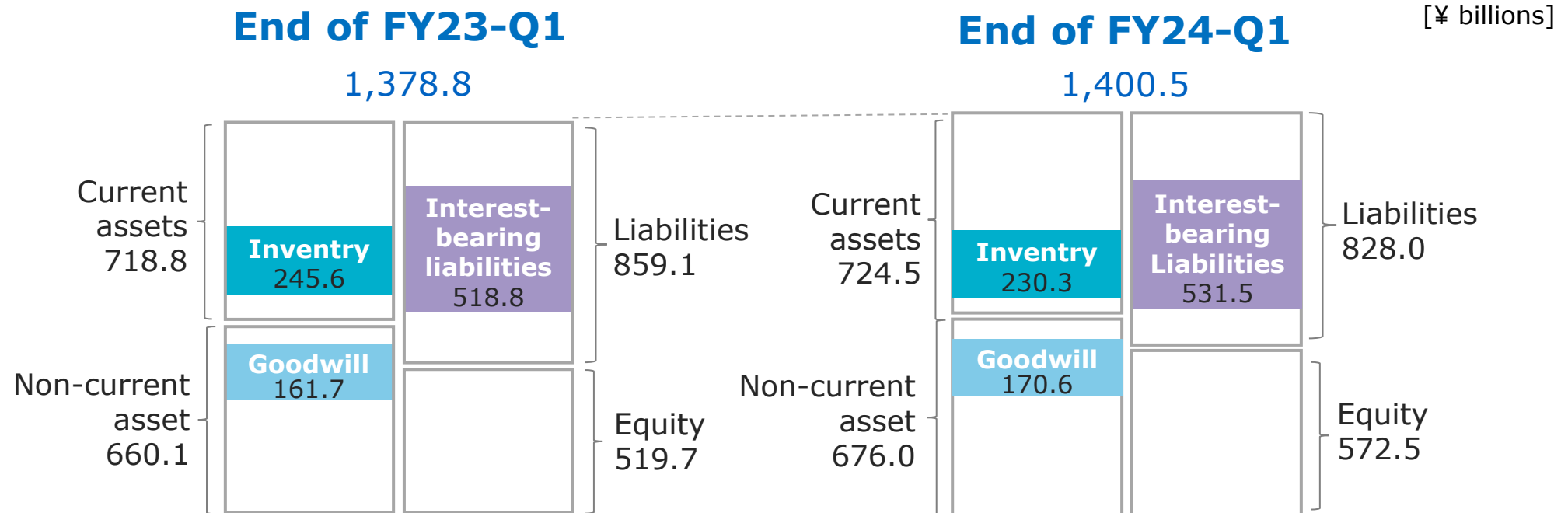
## Outline of the new joint venture

Company name	(to be decided)
Location	Shin-Yokohama, Kohoku-ku, Yokohama City, Kanagawa (planned)
Capital	¥50 million
Date of Establishment	September 30 <sup>th</sup> , 2024 (planned)
Representative	Masaharu Furukawa Corporate Vice President and Director, FUJIFILM BI
Number of Employees	223 employees (planned) *Including temporary employees FUJIFILM BI: 162 employees, Konica Minolta: 56 employees
Shareholding Ratio	FUJIFILM BI: 75%, Konica Minolta: 25%
Business Description	<ul style="list-style-type: none"> <li>• Development of procurement strategies and deployment to the procurement divisions at each production site</li> <li>• Procurement lead function, including negotiation with suppliers and procurement management</li> <li>• Procurement services to ensure quality, cost, delivery, and environmental compliance of externally purchased good</li> </ul>

## Asset reduction progressed mainly in inventory despite the impact of FOREX

FY2024 Q1 results  
(YoY)

- Total asset +¥21.7 billion, excluding the impact of FOREX -¥65.0 billion
- Working capital: -¥14.5 billion, excluding the impact of FOREX -¥46.0 billion
  - Inventories: -¥15.3 billion, excluding the impact of FOREX -¥29.7 billion
  - Trade receivables: +¥5.5 billion, excluding the impact of FOREX -¥18.1 billion

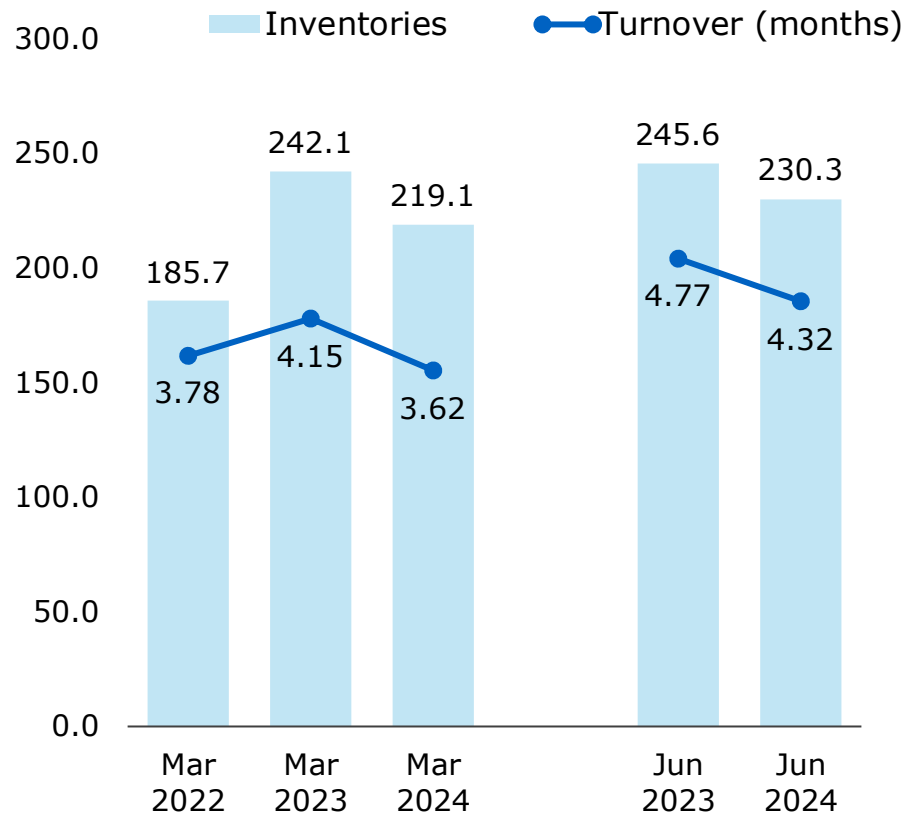


# Reinforcement of Financial Foundation | Inventories and Operating Cash Flow

- Inventories reduced YoY
- FCF improved including payment associated with transfer of Invicro despite operating CF worsened due to temporary factors

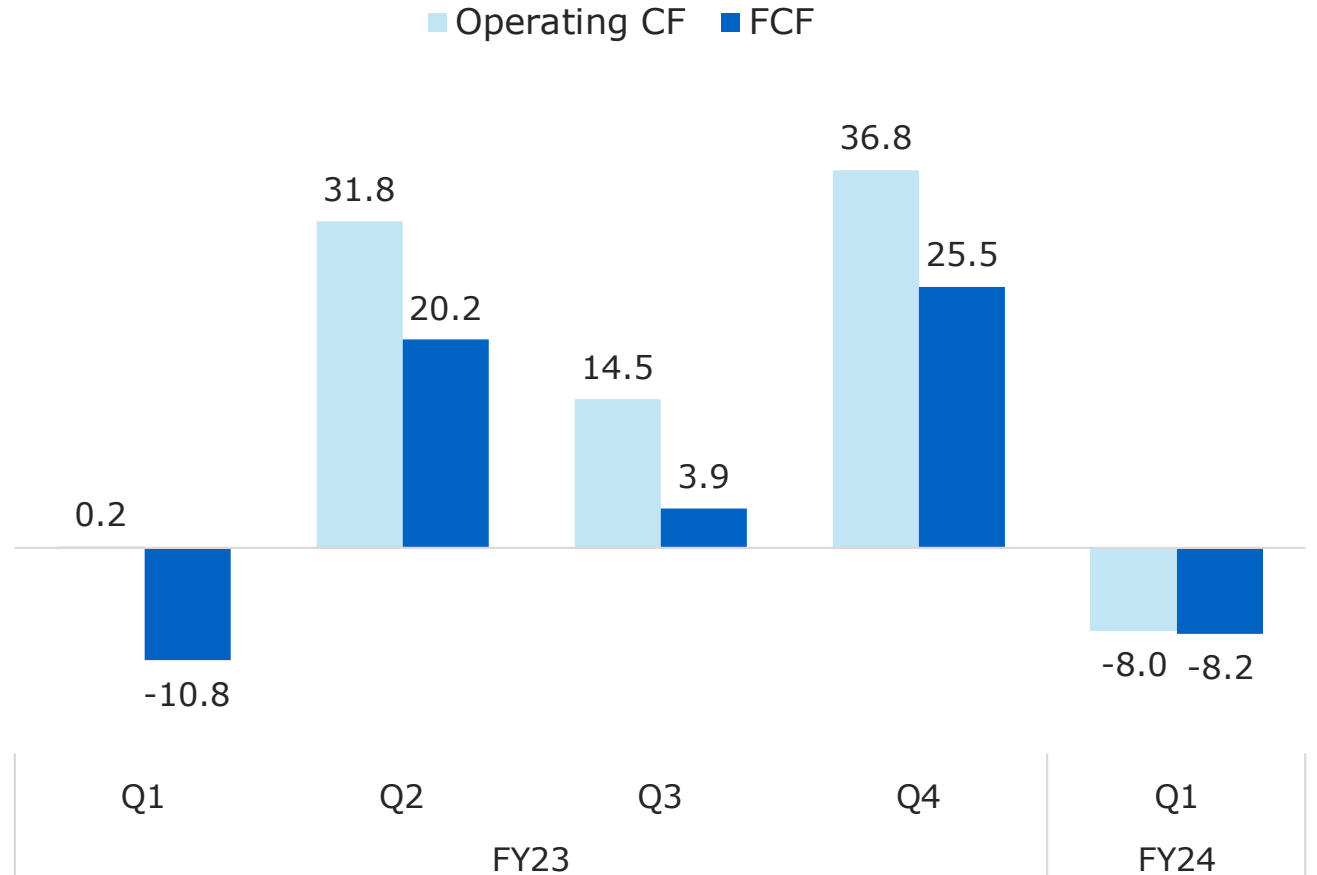
## Inventories

[¥ billions]



## Operating cash flow

[¥ billions]



# FY2024 EARNINGS FORECAST



KONICA MINOLTA



## FY2024 Earnings Forecast | Summary

- Our earnings forecast remains unchanged despite different Q1 performance by segment
- Consequentially set FOREX after Q2
- Focus on business selection and concentration as well as Q1, global structural reforms and strengthening businesses with delayed progress

[¥ billions]

	FY23 Result	FY24 Forecast	Change	rate
<b>Revenue</b>	<b>1,160.0</b>	<b>1,160.0</b>	-	-
<b>Business contribution profit</b>	<b>26.0</b>	<b>40.0</b>	+14.0	+ 54%
<b>Operating Profit</b>	<b>26.1</b>	<b>13.0</b>	-13.1	-50%
<b>Profit attributable to owners of the Company</b>	<b>4.5</b>	<b>0.0</b>	-4.5	-

FOREX Sensitivity\*2 [¥ billions]

FOREX [Yen]	*1	Revenue	Operating profit
USD	144.6	+3.0	- 0.1
EUR	156.8	+1.7	+0.4
RMB	20.1	+3.1	+1.0

\*1 Forecast after Q2

\*2 FOREX Sensitivity: FOREX impact at ¥1 change (annual)

# TOWARD ACHIEVING OUR MATERIALITY TARGETS



KONICA MINOLTA

# Growth Seeds

## Process Monitoring in Non-fossil Resource-derived Biomanufacturing

- Verified the effectiveness of AI-powered sensing technology\*1 in a collaboration laboratory with AIST\*2
- Accelerated societal implementation of AI-powered sensing through cooperation with partners in various sectors
- Target market: Manufacturing process and development system for functional biomaterials such as chemicals, food, pharmaceuticals

June 2023 – Nov 2023  
Strategy  
formulation

Dec 2023 – May 2024  
Technology concept  
verification

June 2024 –  
Technology  
development

Sensing x AI technologies

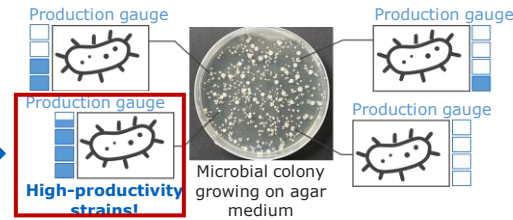


KONICA MINOLTA

### Visualization of high-productivity strains

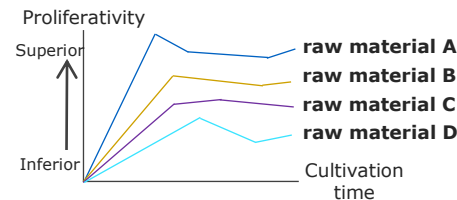
Establishes a system to identify microorganism strains that excel in productivity of useful substances using AIST's problem-solving expertise and Konica Minolta's sensing x AI technologies

Visualize with sensing  
Identify with AI



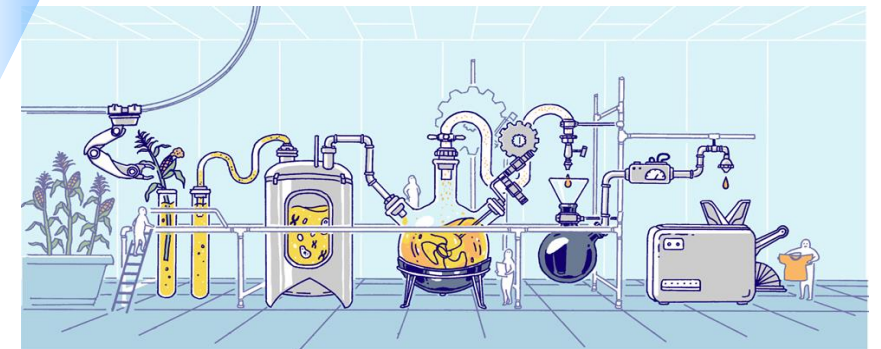
### Visualization of quality differences in raw materials of culture medium

Prediction of quality differences in growth-promoting substances based on multimodal AI analysis using several sensing devices



### Future initiatives

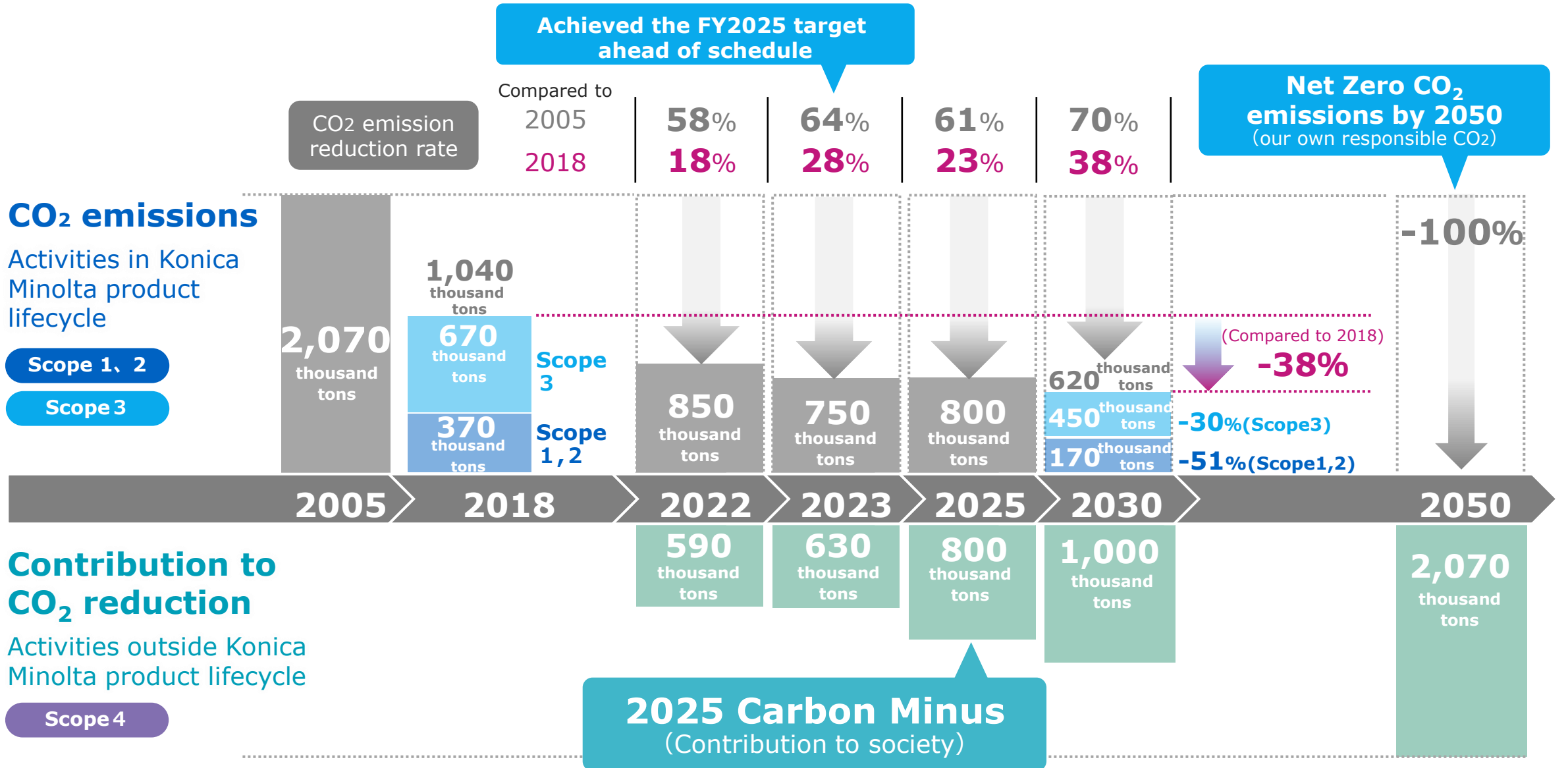
- Realize manufacturing process control based on analysis and visualization of in-tank cultivation status by AI-powered sensing
- Challenge application of technologies to production cultivation to achieve "stable quality x low cost" as an issue in biomanufacturing



\*1 AI-powered sensing technology: A technology that uses AI to extract useful data from a vast array of measurement data

\*2 AIST: National Institute of Advanced Industrial Science and Technology

# Addressing Climate Change: Achieved the 2025 CO<sub>2</sub> Emissions Reduction Target Ahead of Schedule





## Highly recognized for our sustainability efforts by various organizations in the world

### SBTi\* Net-zero Targets Validation

- SBTi, international initiative, validated our net-zero targets and near-term targets of mid to long term vision against climate change
- 45 Japanese companies, including us are validated out of 1,031 companies worldwide (July 31th)



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION



### Joined TNFD\* Forum

- Announced as a TNFD Early Adopter at the Annual Meeting of the World Economic Forum (Davos meeting)
- Disclosed information in our securities reports, including an assessment of its dependency and impact on natural capital according to TNFD framework



### GPIF ESG Indexes

- Named to all six ESG indexes adopted by GPIF, the world's largest public pension fund, for eight consecutive years
- Included in the FTSE4Good Index Series for 21 consecutive years, one of the most well-known sustainable investment indexes



\*1 SBTi(Science Based Targets initiative) : An organization jointly established in 2015 by CDP, the UN Global Compact, WRI, and WWF to support the achievement of the goals of the Paris Agreement

\*2 Net-Zero Target: Our commits to reach net-zero greenhouse gas emissions across the value chain by FY2050

\*3 Near-Term Targets: Our commits to reduce absolute scope 1 and 2 GHG emissions 51.00% by FY2030 from a FY2018 base year

\*4 TNFD: Task Force on Nature-related Financial Disclosures

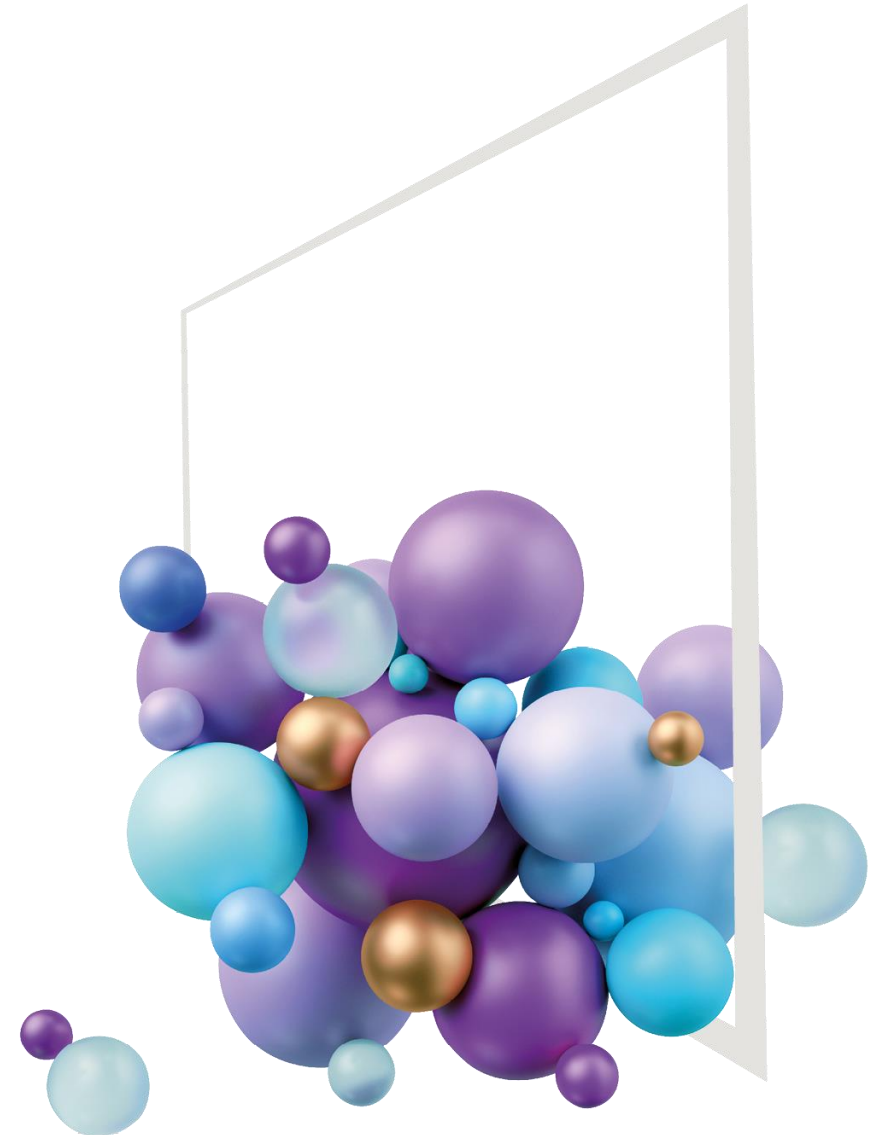


**KONICA MINOLTA**

# 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/jp-ja/investors/ir\\_library/fr/pdf/2025/2025\\_1q\\_presentation\\_supplementary.xlsx](https://www.konicaminolta.com/jp-ja/investors/ir_library/fr/pdf/2025/2025_1q_presentation_supplementary.xlsx)



# FY2024 Earnings Forecast Reclassification by Segment: Revenue

Forecasts for each segment remaining unchanged

## FY23 Before reclassification

Revenue	FY24 Forecast
Digital Workplace	600.0
Professional Print	270.0
*1) Healthcare	136.0
*2) Industry	153.0
*3) Corporate, etc.	1.0
<b>Company overall</b>	<b>1,160.0</b>

\*1) Healthcare Business: Medical imaging, precision medicine

\*2) Industry Business: Sensing, performance materials, IJ components, optical components, imaging-IoT solutions, visual solutions, industry business development center

\*3) Corporate, etc.: QOL solutions, FORXAI, technical development headquarters, other corporate

## FY24 After reclassification

[¥ billions]

Revenue	FY23 Results	FY24 Forecast	Change	rate
Digital Workplace	614.9	600.0	-14.9	-2%
Professional Print	263.4	270.0	+6.6	+3%
Industry	123.6	136.0	+12.4	+10%
*4) Imaging Solutions	105.2	108.0	+2.8	+3%
*5) Precision Medicine	52.3	46.0	-6.3	-12%
*6) Corporate, etc.	0.7	0.0	-0.7	-
<b>Company overall</b>	<b>1,160.0</b>	<b>1160.0</b>	<b>+0.0</b>	<b>-</b>

\*4) Industry Business: Sensing, performance materials, IJ components, optical components, industry business development center, industry business strategy office

\*5) Imaging Solutions Business: Healthcare (former medical imaging), imaging-IoT solutions, etc.(including QOL solutions, FORXAI), visual solutions

\*6) Corporate, etc.: Technical development headquarters, other corporate

# FY2024 Earnings Forecast Reclassification by Segment: Profit

## FY23 Before reclassification

Business contribution profit	FY24 Forecast	ratio
Digital Workplace	33.5	5.6%
Professional Print	16.5	6.1%
*1) Healthcare	-2.0	-
*2) Industry	18.5	12.1%
*3) Corporate, etc.	-26.5	-
Company overall	40.0	3.4%

Operating profit	FY24 Forecast	ratio
Digital Workplace	33.5	5.6%
Professional Print	16.5	6.1%
*1) Healthcare	-2.0	-
*2) Industry	18.5	12.1%
*3) Corporate, etc.	-53.5	-
Company overall	13.0	1.1%

\*1) Healthcare Business: Medical imaging, precision medicine

\*2) Industry Business: Sensing, performance materials, IJ components, optical components, imaging-IoT solutions, visual solutions, industry business development center

\*3) Corporate, etc.: QOL solutions, FORXAI, technical development headquarters, other corporate

## FY24 After reclassification

[¥ billions]

Business contribution profit	FY23 Results	ratio	FY24 Forecast	ratio	Change	rate
Digital Workplace	32.7	5.3%	33.5	5.6%	+0.8	+2%
Professional Print	13.8	5.2%	16.5	6.1%	+2.7	+20%
*4) Industry	17.6	14.3%	22.0	16.2%	+4.4	+25%
*5) Imaging Solutions	-8.4	-	-5.5	-	+2.9	-
Precision Medicine	-7.6	-	-4.0	-	+3.6	-
*6) Corporate, etc.	-22.2	-	-22.5	-	-0.3	-
Company overall	26.0	2.2%	40.0	3.4%	+14.0	+54%

Operating profit	FY23 Results	ratio	FY24 Forecast	ratio	Change	rate
Digital Workplace	33.0	5.4%	33.5	5.6%	+0.5	+2%
Professional Print	11.6	4.4%	16.5	6.1%	+4.9	+42%
*4) Industry	16.6	13.4%	22.0	16.2%	+5.4	+33%
*5) Imaging Solutions	-10.9	-	-5.5	-	+5.4	-
Precision Medicine	-1.7	-	-4.0	-	-2.3	-
*6) Corporate, etc.	-22.5	-	-49.5	-	-27.0	-
Company overall	26.1	2.2%	13.0	1.1%	-13.1	-50%

\*4) Industry Business: Sensing, performance materials, IJ components, optical components, industry business development center, industry business strategy office

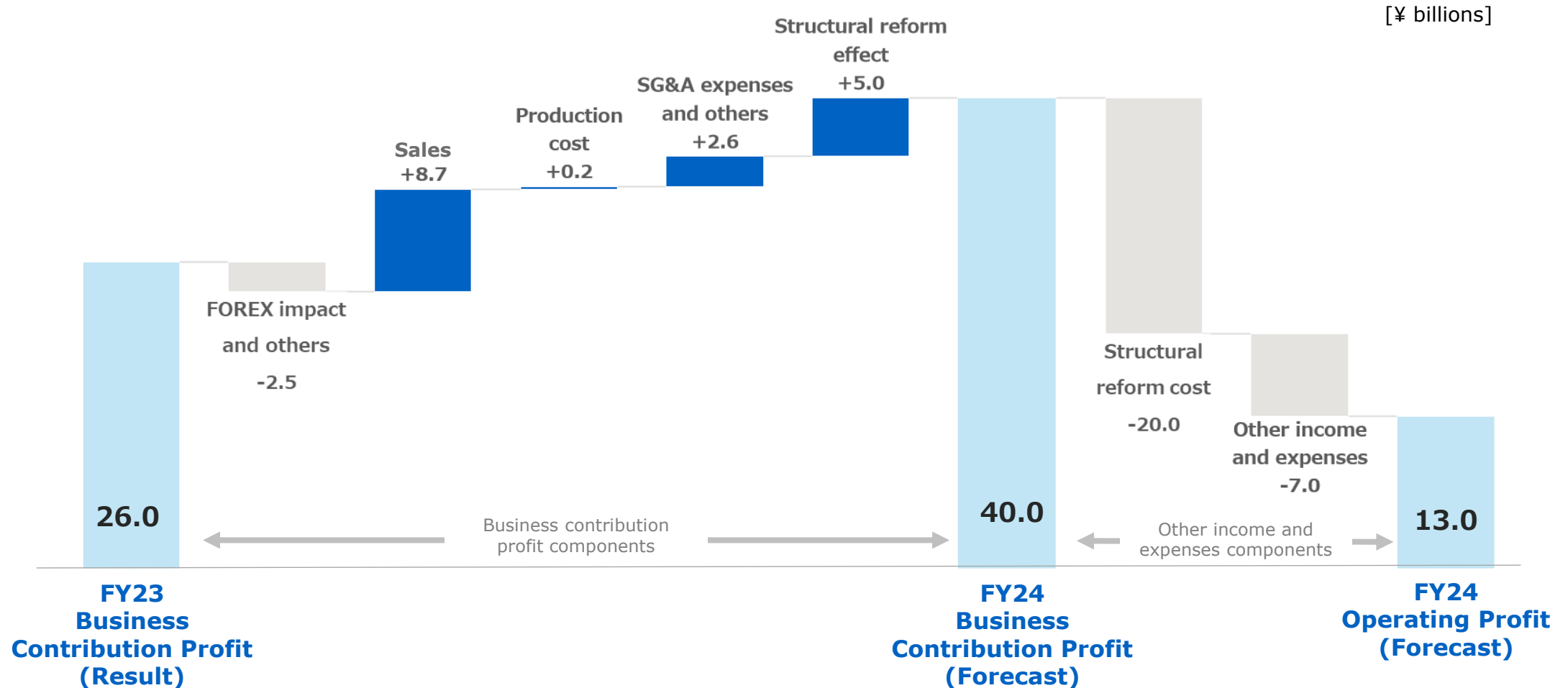
\*5) Imaging Solutions Business: Healthcare (former medical imaging), imaging-IoT solutions, etc.(including QOL solutions, FORXAI), visual solutions

\*6) Corporate, etc.: Technical development headquarters, other corporate



# FY2024 Earnings Forecast (repost)

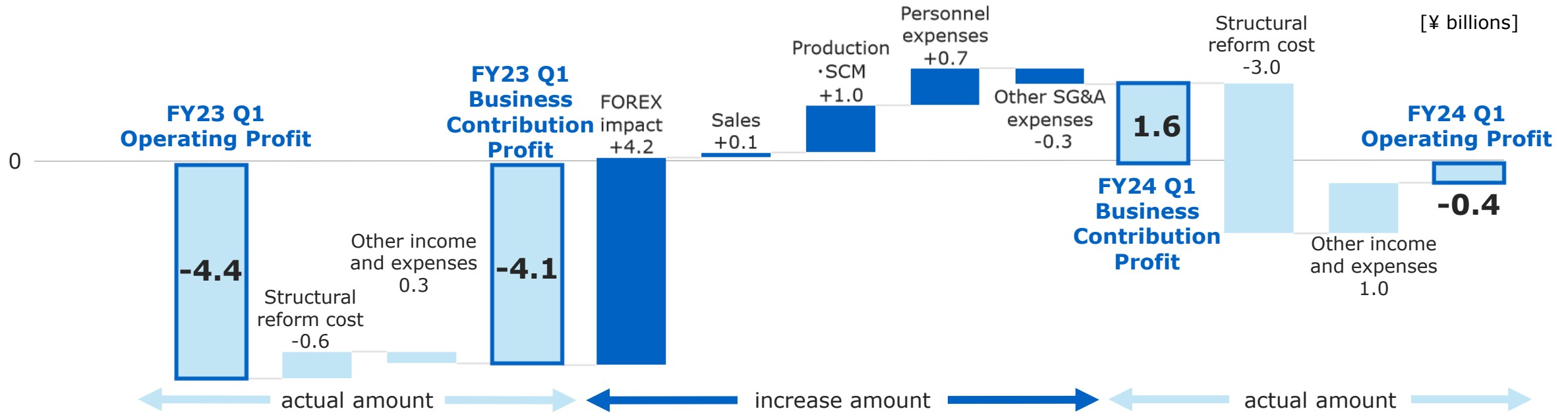
- Business contribution profit : FOREX impact, business growth/changes in business composition, cost structure reform(deficit reduction) and the effect of structural reform
- Operating profit : Cost of structural reform and other income and expenses (one-time cost with business selection and concentration)



# FY2024 Q1 Performance | Factors of Increase/Decrease of Business Contribution Profit



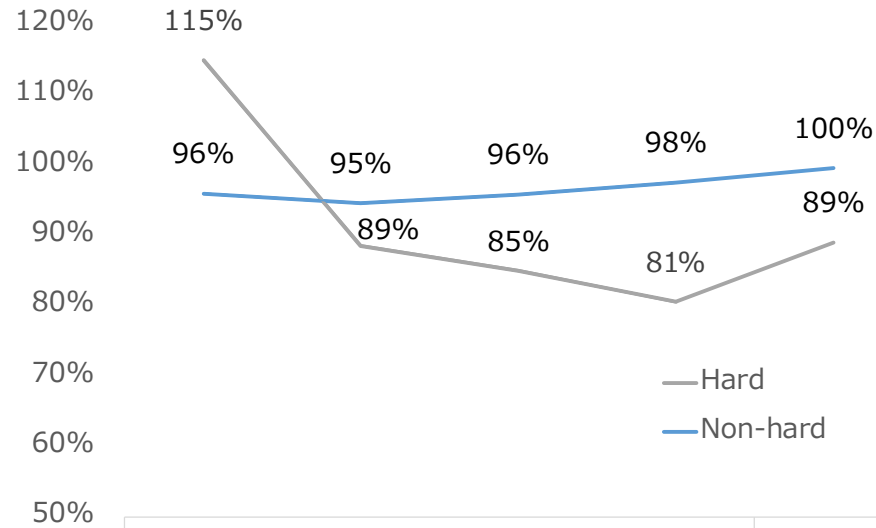
KONICA MINOLTA



	FY23 Q1 Operating Profit	Structural reform cost	Other income and expenses	FY23 Q1 Business Contribution Profit	FOREX impact	Sales	Production · SCM	Personnel expenses	Other SG&A expenses	FY24 Q1 Business Contribution Profit	Structural reform cost	Other income and expenses	FY24 Q1 Operating Profit
Digital Workplace	2.0	-0.4	0.0	2.4	+2.2	+0.3	+0.9	-0.4	+1.4	6.8	-2.6	0.3	4.5
Professional Print	0.9	-	0.1	0.8	+1.6	+0.3	+0.0	-0.4	-0.6	1.8	-0.2	0.1	1.7
Industry	3.9	-	0.0	3.9	+0.5	-1.0	+0.0	+0.0	+0.3	3.8	-0.0	-0.7	3.1
Imaging Solutions	-2.7	-0.0	0.0	-2.7	-0.0	-1.0	-	-0.2	-0.1	-4.0	-0.2	-0.0	-4.3
Precision Medicine	-3.1	-0.1	0.0	-2.9	+0.1	+1.0	-	+1.7	-	-0.2	-0.0	1.6	1.4
Corporate, etc.	-5.5	-	0.1	-5.5	-0.1	+0.4	-	-	-1.3	-6.5	0.0	-0.3	-6.8
Company overall	-4.4	-0.6	0.3	-4.1	+4.2	+0.1	+1.0	+0.7	-0.3	1.6	-3.0	1.0	-0.4

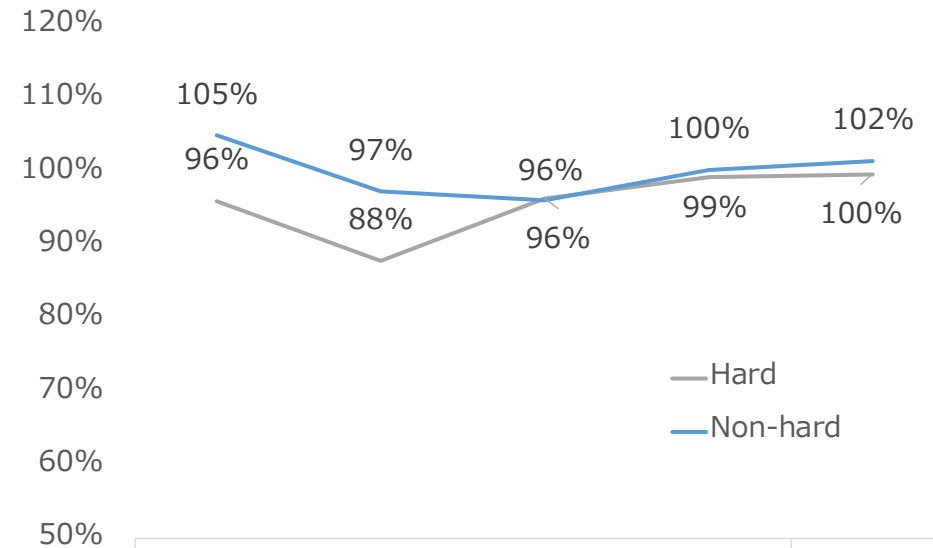
# FY24 Q1 Performance | Hard and Non-hard Revenue YoY

## Office



Non-hard by region	FY23				Q1 FY24
	Q1	Q2	Q3	Q4	Q1
Japan	98%	97%	97%	96%	98%
U.S.	91%	92%	93%	97%	100%
Europe	94%	96%	102%	95%	96%
China	95%	125%	86%	104%	107%
India	125%	117%	119%	127%	108%
Overall	96%	95%	96%	98%	100%

## Production Print



Non-hard by region	FY23				Q1 FY24
	Q1	Q2	Q3	Q4	Q1
Japan	102%	107%	98%	97%	99%
U.S.	93%	86%	91%	103%	101%
Europe	96%	87%	92%	91%	97%
China	170%	140%	98%	93%	104%
India	132%	126%	108%	117%	104%
Overall	105%	97%	96%	100%	102%



# Financial Result - Overview



KONICA MINOLTA

[¥ billions]

	FY23 Q1	FY24 Q1	YoY
Revenue	266.4	286.2	+7%
Gross Profit	111.9	126.4	+13%
Gross Profit ratio	42.0%	44.2%	+2.2pt
SG & A	116.0	124.8	+8%
Business Contribution Profit	-4.1	1.6	-
Business Contribution Profit ratio	-	0.6%	-
Other income and costs	-0.3	-2.0	-
Operating Profit	-4.4	-0.4	-
Operating Profit ratio	-	-	-
Finance income and costs	-1.3	-1.4	-
Profit before tax	-5.8	-1.8	-
Profit before tax ratio	-	-	-
Income tax expense	-0.0	1.8	-
Profit attributable to owners of the Company	-5.6	-3.5	-
Profit attributable to owners of the Company ratio	-	-	-
EPS [Yen]	-11.27	-6.98	
CAPEX	7.8	7.8	
Depreciation and Amortization Expenses *	13.4	13.3	
R&D expenses	16.1	15.3	
FCF	-10.8	-8.2	
Investment and lending	-	-	

\* IFRS16 right-of-use assets amortization expenses not included.

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

[¥ billions]

	FY23 Q1	FY24 Q1	YoY
SG&A			
Selling expenses - variable	11.0	11.5	+0.5
R&D expenses	16.1	15.3	-0.8
Personnel expenses	56.8	61.6	+4.8
Others	32.0	36.3	+4.3
SG&A total	116.0	124.8	+8.8
	* FOREX impact: 9.4bn. (Actual: -0.6bn.)		
Other income:			
Proceeds from sales of interests in subsidiaries	-	1.6	+1.6
Other income	1.5	1.6	+0.1
Other income total	1.5	3.2	+1.7
Other expenses			
Business structure improvement expenses	0.6	3.0	+2.4
Loss on sales and disposals of property, plant and equipment, and intangible as	0.3	0.6	+0.4
Other expenses	0.9	1.6	+0.6
Other expenses total	1.8	5.2	+3.4
Finance income/loss:			
Interest income/Dividends received/Interest expense	-2.4	-2.2	+0.1
Foreign exchange gain/loss (net)	1.5	0.8	-0.7
Others	-0.4	0.0	+0.4
Finance income/loss, net	-1.3	-1.4	-0.2

# Consolidated Statements of Cash Flows

[¥ billions]

	FY23 Q1	FY24 Q1
Profit (loss) before tax	-5.8	-1.8
Depreciation and amortization expenses	18.6	18.9
Increase/decrease in trade and other receivables ("-" is increase)	24.5	18.3
Increase/decrease in inventories ("-" is increase)	9.4	-0.6
Increase/decrease in trade and other payables ("-" is decrease)	-31.3	-22.8
Others	-15.2	-19.9
<b>Cash flows from operating activities</b>	<b>0.2</b>	<b>-8.0</b>
Purchase of property, plant and equipment	-5.2	-6.1
Purchase of intangible assets	-4.3	-3.2
Purchase of investments in subsidiaries	-1.0	-0.2
Others	-0.5	9.3
<b>Net cash provided by (used in) investing activities</b>	<b>-11.1</b>	<b>-0.3</b>
<b>Free cash flows</b>	<b>-10.8</b>	<b>-8.2</b>



# FOREX Impact on Revenue and Operating Profit

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

	FY23	FY24	YoY Impact		FOREX Sensitivity*2	
	3M	3M	Revenue	OP	Revenue	OP
USD	137.37	155.88	+12.8	- 0.1	+3.0	- 0.1
EUR	149.47	167.88	+6.7	+3.0	+1.6	+0.4
GBP	171.91	196.85	+1.5	- 0.1	+0.2	+0.1
European Currency*1	-	-	+8.8	+3.0	+2.3	+0.7
RMB	19.56	21.48	+1.6	+0.6	+3.2	+1.2
Other	-	-	+2.7	+0.6	-	-
Exchange contract effect	-	-	-	- 0.0	-	-
Total	-	-	+25.9	+4.0	-	-

\*1 European currency: Currencies used in Europe including EUR/GBP

\*2 FOREX Sensitivity: FOREX impact at ¥1 change (annual)

# Quarterly Financial Results by Segments : Revenue

## FY23 Before reclassification

[Revenue]	FY23				
	Q1	Q2	Q3	Q4	total
Digital Workplace	143.3	151.2	156.1	164.3	<b>614.9</b>
Office	122.6	129.1	133.2	139.6	<b>524.5</b>
DW-DX	20.7	22.1	22.8	24.7	<b>90.4</b>
Professional Print	60.2	63.8	65.7	73.7	<b>263.4</b>
Production print	37.7	41.0	43.5	46.4	<b>168.6</b>
Industrial print	7.7	9.4	8.6	11.9	<b>37.6</b>
Marketing services	14.8	13.4	13.6	15.3	<b>57.2</b>
Healthcare	29.3	34.5	34.7	40.5	<b>139.0</b>
Medical imaging	18.0	22.1	20.4	26.2	<b>86.7</b>
Precision medicine	11.3	12.4	14.3	14.3	<b>52.3</b>
Industry	33.2	36.2	32.2	38.0	<b>139.6</b>
Sensing	9.1	9.8	9.9	10.6	<b>39.4</b>
Performance materials	11.4	12.8	8.5	12.2	<b>44.8</b>
IJ components	4.5	4.7	4.9	5.5	<b>19.6</b>
Optical components	4.7	4.8	5.1	5.2	<b>19.7</b>
Imaging-IoT solutions	2.7	3.1	2.7	2.8	<b>11.3</b>
Visual solutions	0.8	1.0	1.1	1.7	<b>4.7</b>
*1) Corporate, etc.	0.4	0.6	0.5	1.6	<b>3.1</b>
Company overall	266.4	286.4	289.2	318.0	<b>1,160.0</b>

\*1) Including revenue of QOL solutions and FORXAI

## FY24 After reclassification

[¥ billions]

[Revenue]	FY23					FY24
	Q1	Q2	Q3	Q4	Total	Q1
Digital Workplace	143.3	151.2	156.1	164.3	<b>614.9</b>	152.0
Office	122.6	129.1	133.2	139.6	<b>524.5</b>	129.0
DW-DX	20.7	22.1	22.8	24.7	<b>90.4</b>	23.0
Professional Print	60.2	63.8	65.7	73.7	<b>263.4</b>	67.6
Production print	37.7	41.0	43.5	46.4	<b>168.6</b>	42.2
Industrial print	7.7	9.4	8.6	11.9	<b>37.6</b>	8.4
Marketing services	14.8	13.4	13.6	15.3	<b>57.2</b>	17.1
Industry	29.7	32.0	28.4	33.5	<b>123.6</b>	31.0
Sensing	9.1	9.8	9.9	10.6	<b>39.4</b>	8.8
Performance materials	11.4	12.8	8.5	12.2	<b>44.8</b>	13.1
IJ components	4.5	4.7	4.9	5.5	<b>19.6</b>	5.3
Optical components	4.7	4.8	5.1	5.2	<b>19.7</b>	3.7
Imaging Solutions	21.8	26.7	24.6	32.1	<b>105.2</b>	22.8
Healthcare	18.0	22.1	20.4	26.2	<b>86.7</b>	18.8
*2) Imaging-IoT solutions, etc.	2.9	3.6	3.0	4.2	<b>13.8</b>	3.1
Visual solutions	0.8	1.0	1.1	1.7	<b>4.7</b>	0.9
Precision medicine	11.3	12.4	14.3	14.3	<b>52.3</b>	12.6
Corporate, etc.	0.2	0.2	0.2	0.2	<b>0.7</b>	0.2
Company overall	266.4	286.4	289.2	318.0	<b>1,160.0</b>	286.2

\*1) Including revenue of QOL solutions and FORXAI

# Quarterly Financial Results by Segments : Profit

## FY23 Before reclassification

	FY23				
[Business Contribution Profit]	Q1	Q2	Q3	Q4	total
Digital Workplace	2.4	8.4	9.7	12.2	<b>32.7</b>
Professional Print	0.8	2.8	5.2	5.0	<b>13.8</b>
*1) Healthcare	-3.2	-0.8	-1.5	-1.1	<b>-6.6</b>
*2) Industry	2.6	3.4	3.1	3.3	<b>12.4</b>
*3) Corporate, etc.	-6.6	-7.5	-6.6	-5.6	<b>-26.3</b>
Company overall	-4.1	6.4	9.9	13.8	<b>26.0</b>

	FY23				
[Operating Profit]	Q1	Q2	Q3	Q4	total
Digital Workplace	2.0	8.0	9.6	13.3	<b>33.0</b>
Professional Print	0.9	2.7	5.1	2.8	<b>11.6</b>
*1) Healthcare	-3.4	-0.9	-1.6	4.6	<b>-1.3</b>
*2) Industry	2.7	2.9	1.4	2.4	<b>9.4</b>
*3) Corporate, etc.	-6.6	-7.6	-6.8	-5.7	<b>-26.6</b>
Company overall	-4.4	5.2	7.8	17.5	<b>26.1</b>

- \*1) Healthcare Business: Medical imaging, precision medicine
- \*2) Industry Business: Sensing, performance materials, IJ components, optical components, imaging-IoT solutions, visual solutions, industry business development center
- \*3) Corporate, etc.: QOL solutions, FORXAI, technical development headquarters, other corporate

## FY24 After reclassification

[¥ billions]

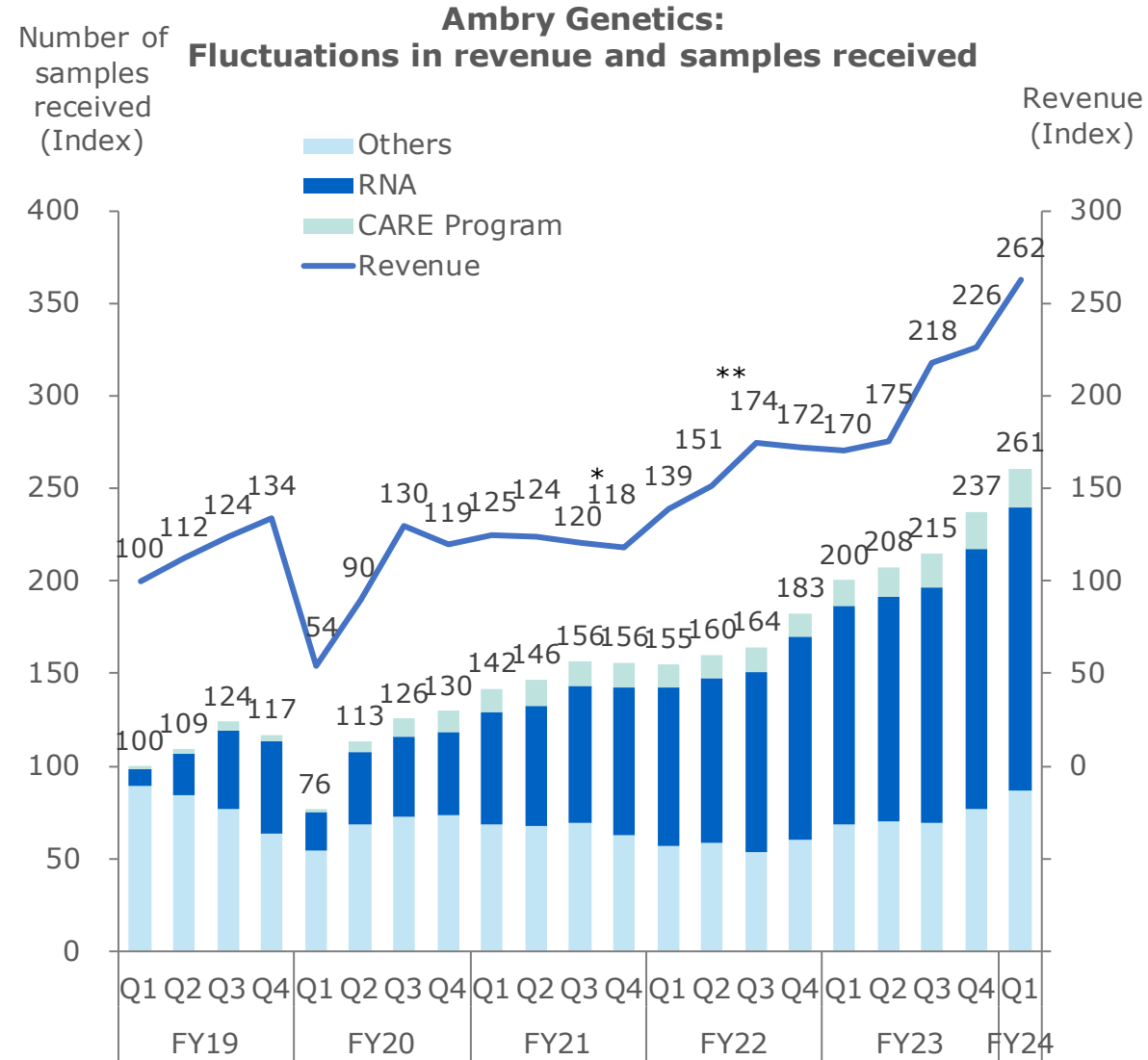
	FY23					FY24
[Business Contribution Profit]	Q1	Q2	Q3	Q4	Total	Q1
Digital Workplace	2.4	8.4	9.7	12.2	<b>32.7</b>	6.8
Professional Print	0.8	2.8	5.2	5.0	<b>13.8</b>	1.8
Industry	3.9	4.3	4.4	5.1	<b>17.6</b>	3.8
*4) Imaging Solutions	-2.7	-0.8	-2.9	-2.0	<b>-8.4</b>	-4.0
*5) Precision medicine	-2.9	-2.1	-1.1	-1.5	<b>-7.6</b>	-0.2
Corporate, etc.	-5.5	-6.3	-5.4	-5.1	<b>-22.2</b>	-6.5
*6) Company overall	-4.1	6.4	9.9	13.8	<b>26.0</b>	1.6

	FY23					FY24
[Operating Profit]	Q1	Q2	Q3	Q4	Total	Q1
Digital Workplace	2.0	8.0	9.6	13.3	<b>33.0</b>	4.5
Professional Print	0.9	2.7	5.1	2.8	<b>11.6</b>	1.7
*4) Industry	3.9	3.7	4.4	4.6	<b>16.6</b>	3.1
*5) Imaging Solutions	-2.7	-0.8	-4.7	-2.6	<b>-10.9</b>	-4.3
Precision medicine	-3.1	-2.1	-1.1	4.6	<b>-1.7</b>	1.4
*6) Corporate, etc.	-5.4	-6.4	-5.6	-5.1	<b>-22.5</b>	-6.8
Company overall	-4.4	5.2	7.8	17.5	<b>26.1</b>	-0.4

- \*4) Industry Business: Sensing, performance materials, IJ components, optical components, industry business development center, industry business strategy office
- \*5) Imaging Solutions Business: Healthcare (former medical imaging), imaging-IoT solutions, etc.(including QOL solutions, FORXAI), visual solutions
- \*6) Corporate, etc.: Technical development headquarters, other corporate

# Revenue and KPI Trends of Genetic Testing



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





**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.*