

**Summary of Q&A at the 2019 Q1 Financial Results Briefing**

**Q) In the P&S business, why were sales of consumables strong for both laser and inkjet products?**

A) We believe that the strong sales were the result of effects of the various measures undertaken to improve profitability starting to appear, as set forth in the mid-term business strategy.

**Q) Why does the P&S business look relatively good within the industry?**

A) Sales volume is down because of declining OEM sales and strategic consolidation of low-profit models, but sales of models that we have promoted under our business strategies are strong and the product mixes for both laser and inkjet products are improving. In addition, strong global sales of consumables are also contributing. It is for these reasons that we believe this business looks relatively good.

**Q) Has there been any impact on the P&S business from the economic slowdown in China?**

A) There has not been any impact on business performance in the short term, but distribution stocks are trending upward. Careful monitoring of the situation in the second quarter and later will be necessary.

**Q) It was initially believed that machine tools would recover in the second half. Three months into the fiscal year, has there been any change to this position?**

A) Orders have been weak since the second half of the previous fiscal year, and we have not sensed any change, but sales to IT industries and China are at very low levels, and we do not believe that performance will decline any further.