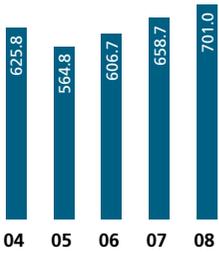




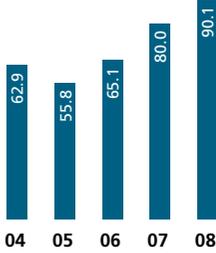
In the fiscal year ended March 2008, concerted efforts enabled us to significantly increase sales in the expanding domestic and international markets for color MFPs for general offices. We consequently posted record segment operating income.

Akio Kitani
President
Konica Minolta Business Technologies, Inc.

Net Sales
(Billions of Yen)



Operating Income
(Billions of Yen)



Business Technologies

Under our genre-top strategy, one key focus was to boost sales of color MFPs for general offices. Another priority was to raise production printing sales for the internal printing departments of large companies and commercial digital printing companies.

We bolstered our range of highly competitive offerings by releasing five *bizhub* color MFP models for the general office market and one *bizhub PRO* color model for production printing. The U.S. market began slowing down in the second half of the term because of the subprime mortgage woes. Nonetheless, we maintained a high unit sales growth rate in color MFPs. Sales were similarly solid in Europe and other regions.

In September and November 2007, we acquired leading dealers in Germany and the United States, respectively.

As a result of these factors, we achieved favorable sales of color MFPs worldwide for general offices and maintained our ranking in the top group in the core European and American markets.

We are prioritizing production printing because of the high growth potential of this area. The main target customers for these systems are the internal printing departments of large companies and commercial digital printing companies. We augmented the popular *bizhub PRO C6500* with the *bizhub PRO C5500*, a new high-speed color MFP.

We concluded a strategic partnership with Europe's Océ N.V., which has outstanding technological capabilities and experience, as part of a global strategy of solidifying our position in growth markets. We additionally acquired Danka Office Imaging Company (DOIC) to harness its broad marketing channels and top-quality customer base in the United States.

In the laser printer segment, we merged printer and MFP sales companies in Europe and United States, and worked to strengthen our sales organization for general office-use products as we emphasized sales in the general office segment where print volume growth is expected.

Business Technologies net sales thus rose 6.4%, to ¥701.0 billion. Operating income gained 12.6%, to a record-high level of ¥90.1 billion.

We will continue to expand our sales channels in the current fiscal year to maintain growth in color MFP and production printing operations. We will keep striving in line with our genre-top strategy to retain our shares of the European and American markets for color MFPs for general offices and dominate in the expanding production printing field.

We aim to boost sales to office users of color laser printers by promoting the building of high-quality machine-in-the-field (MIF), where print volume growth is expected.



Color MFP for general offices
bizhub C550



New model of production printing
bizhub PRO C6501



Combined productivity and modern design Color LBP
magicolor 4650DN