

Second Quarter Financial Results Fiscal Year 2018 (Ending March 2019)

October 30, 2018

SEIKO EPSON CORP.

■ Disclaimer regarding forward-looking statements

The foregoing statements regarding future results reflect the Company's expectations based on information available at the time of announcement. The information contains certain forward-looking statements that are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include, but are not limited to, the competitive environment, market trends, general economic conditions, technological changes, exchange rate fluctuations and our ability to continue to timely introduce new products and services.

■ Note regarding business profit

Business profit is calculated by deducting cost of sales and SGA expenses from revenue. Although not defined in the statement of consolidated comprehensive income, this indicator is very similar to the concept of operating income under J-GAAP. Epson will present this information as a reference, as the Company believes users of financial statements will find it useful when evaluating Epson's financial performance.

■ Numerical values presented herein

Numbers are rounded down to the unit indicated. Percentages are rounded off to one decimal place. Years mentioned in these materials are fiscal years unless otherwise indicated.

■ **Overview**

- FY2018 Q2 Financial Results
- FY2018 Financial Outlook
- Progress on Strategy

■ **Details**

- FY2018 Q2 Financial Results
- FY2018 Financial Outlook
- Main Management Indices

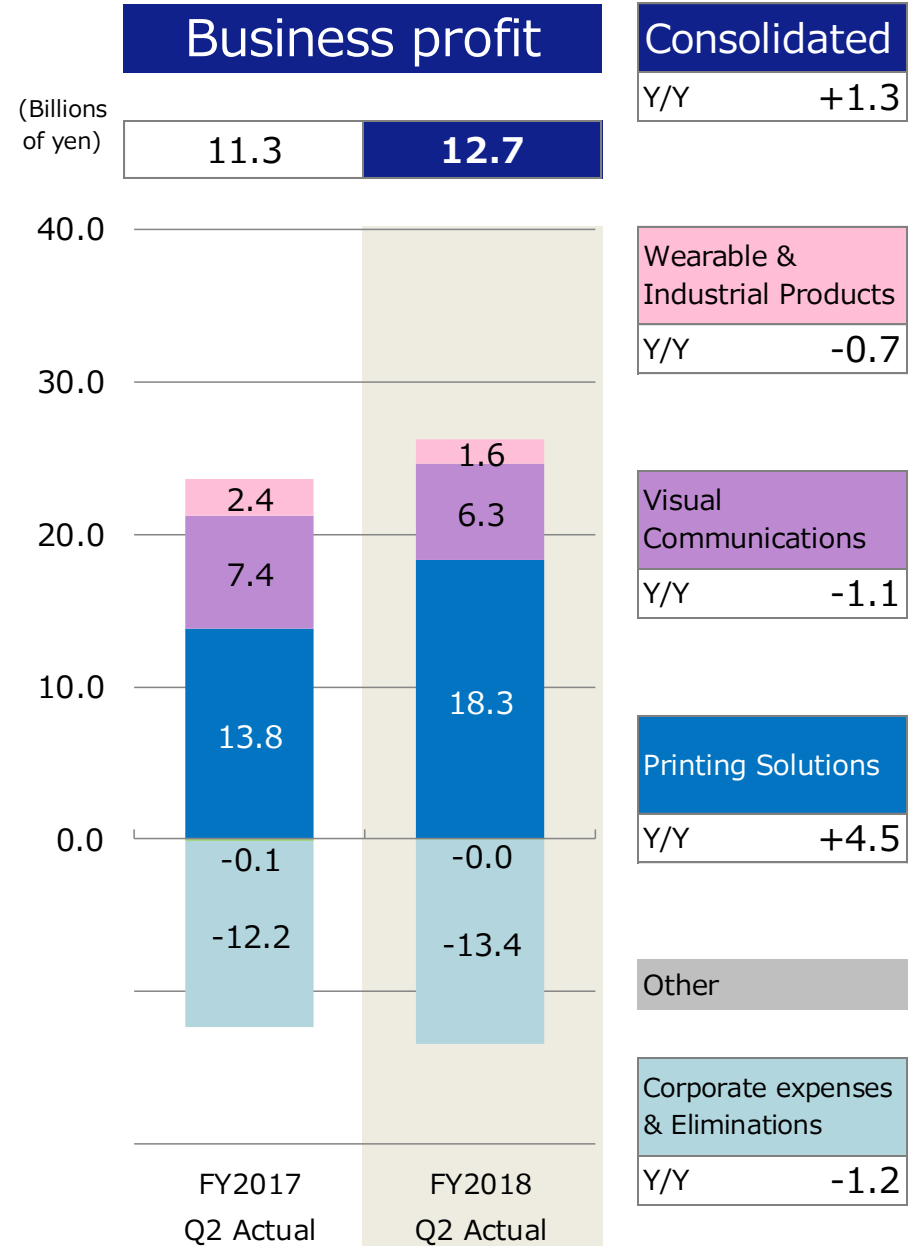
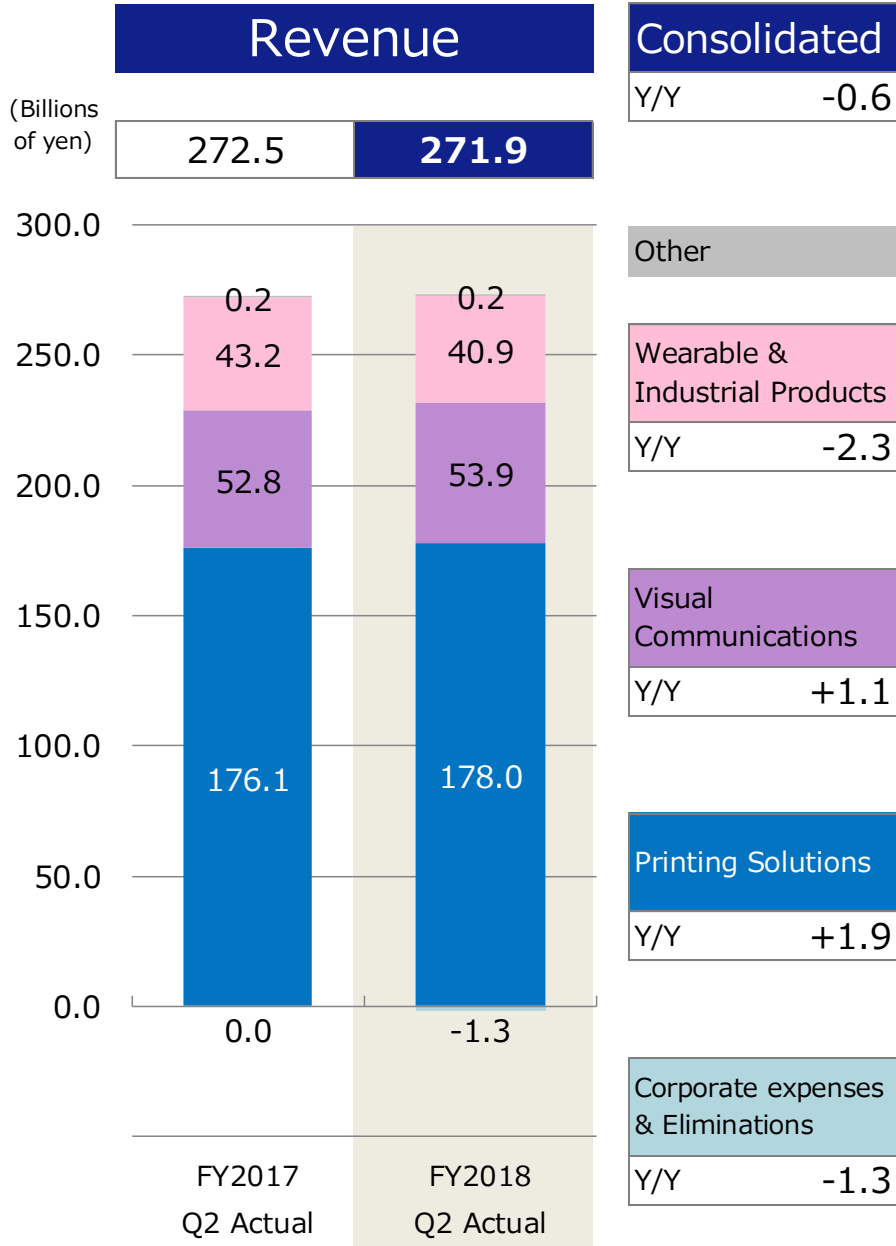
Financial Highlights (Second Quarter)

	FY2017		FY2018		Change	
	(Billions of yen) Q2 Actual	%	Q2 Actual	%	Y/Y	%
Revenue	272.5		271.9		-0.6	-0.2%
Business profit	11.3	4.2%	12.7	4.7%	+1.3	+12.2%
Profit from operating activities	9.0	3.3%	12.1	4.5%	+3.1	+34.6%
Profit before tax	8.5	3.1%	12.5	4.6%	+4.0	+46.9%
Profit for the period attributable to owners of the parent company	4.7	1.8%	9.0	3.3%	+4.2	+89.1%
EPS* (yen)	13.58		25.67			
Exchange rate (yen)	USD 111.00		111.46			
	EUR 130.36		129.66			

* Basic earnings per share for the period

Exchange Effect (Billions of yen)	USD	EUR	Other currencies	Total
Revenue	+0.3	-0.2	-4.2	-4.0
Business profit	-0.1	-0.1	-2.5	-2.7

Q2 Financial Results by Business Segment



Financial Highlights (First Half)

	FY2017		FY2018		Change	
	(Billions of yen) 1H Actual	%	1H Actual	%	Y/Y	%
Revenue	527.3		532.3		+5.0	+1.0%
Business profit	28.1	5.3%	27.4	5.1%	-0.7	-2.6%
Profit from operating activities	23.6	4.5%	25.6	4.8%	+1.9	+8.1%
Profit before tax	23.0	4.4%	26.9	5.1%	+3.8	+16.9%
Profit for the period attributable to owners of the parent company	14.9	2.8%	20.2	3.8%	+5.2	+34.8%
EPS* (yen)	42.55		57.38			
Exchange rate (yen)	USD 111.04		110.26			
	EUR 126.24		129.88			

* Basic earnings per share for the period

Exchange effect (Billions of yen)	USD	EUR	Other currencies	Total
Revenue	-1.1	+2.3	-4.7	-3.5
Business profit	+0.3	+1.4	-2.9	-1.1

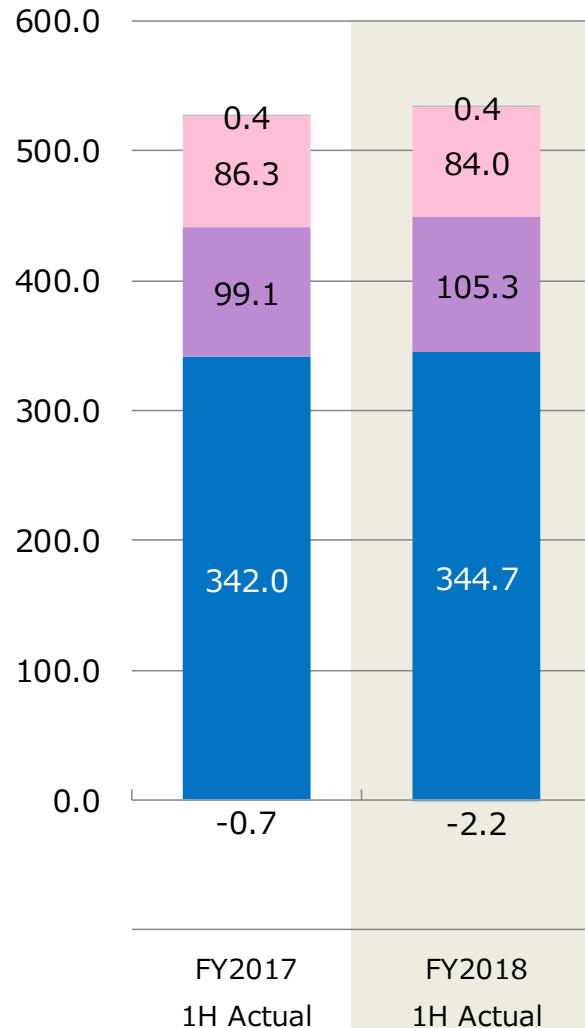
1H Financial Results by Business Segment

Revenue

(Billions of yen)

527.3

532.3



Consolidated

Y/Y +5.0

Other

Wearable & Industrial Products

Y/Y -2.2

Visual Communications

Y/Y +6.2

Printing Solutions

Y/Y +2.6

Corporate expenses & Eliminations

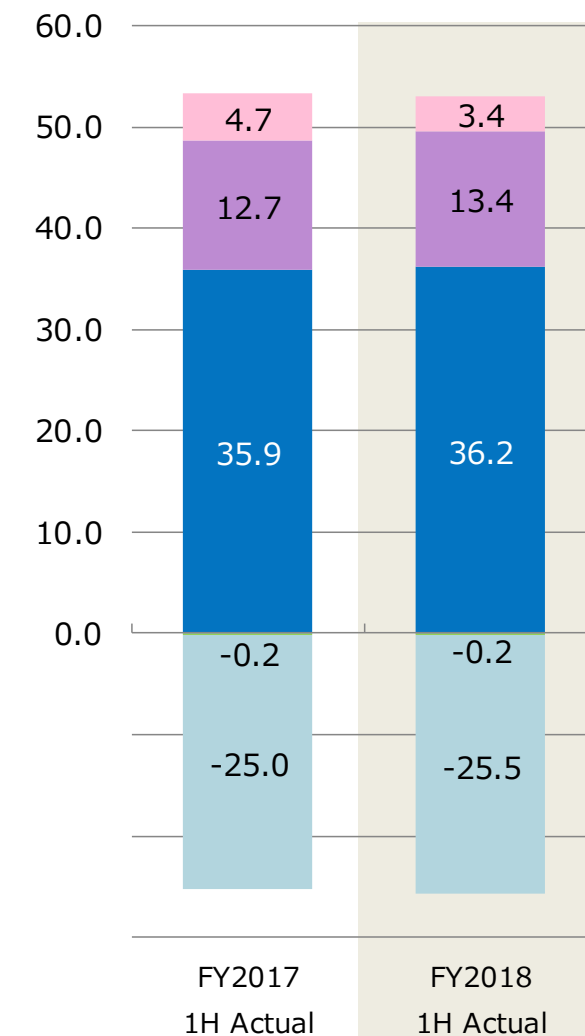
Y/Y -1.5

Business profit

(Billions of yen)

28.1

27.4



Consolidated

Y/Y -0.7

Wearable & Industrial Products

Y/Y -1.3

Visual Communications

Y/Y +0.7

Printing Solutions

Y/Y +0.3

Other

Corporate expenses & Eliminations

Y/Y -0.4

FY2018 Financial Outlook

	FY2017		FY2018				Change		
	(Billions of yen)	Actual	%	7/27 Outlook	%	10/30 Outlook	%	Y/Y	Vs. 7/27 outlook
Revenue		1,102.1		1,050.0		1,090.0		-12.1 -1.1%	+40.0 +3.8%
Business profit		74.7	6.8%	80.0	7.6%	80.0	7.3%	+5.2 +7.0%	— —
Profit from operating activities		65.0	5.9%	75.0	7.1%	77.0	7.1%	+11.9 +18.5%	+2.0 +2.7%
Profit before tax		62.6	5.7%	74.0	7.0%	76.0	7.0%	+13.3 +21.3%	+2.0 +2.7%
Profit for the year attributable to owners of the parent company		41.8	3.8%	58.0	5.5%	60.0	5.5%	+18.1 +43.4%	+2.0 +3.4%
EPS* ¹ (yen)		118.78		164.67		170.34			
Exchange rate (yen)	USD	110.85		102.00		110.00			
	EUR	129.66		126.00		128.00			
	Exchange rate assumptions from Q3 onward (yen)	USD	EUR	Exchange sensitivity* ²		USD	EUR	Other currencies	
		110.00	127.00	Revenue		-3.0	-1.5	-3.0	
				Business profit		+0.5	-1.0	-1.3	

*¹ Basic earnings per share for the year

*² Annual impact of a 1-yen increase in the value of the yen versus the USD & EUR (in billions of yen)
Annual impact of a 1% increase in the value of the yen versus other currencies (in billions of yen)

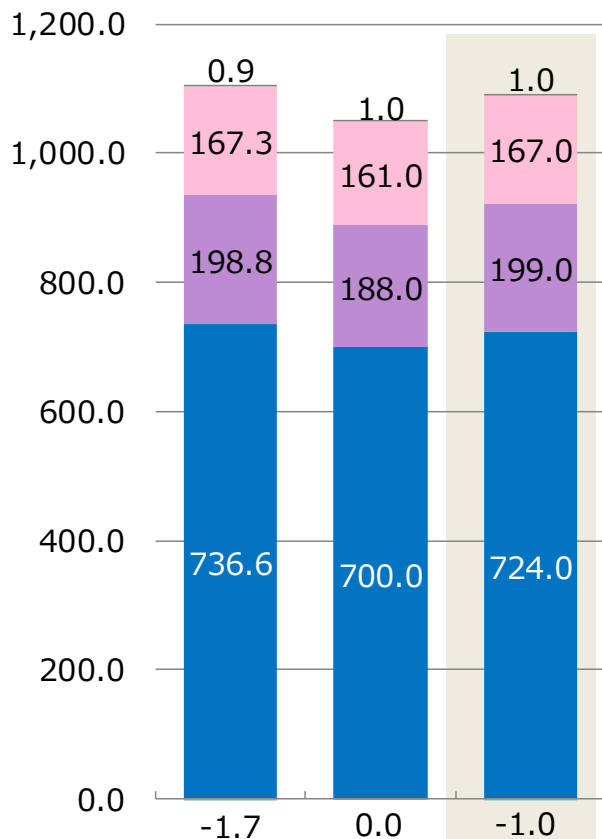
- Responding to changes in the business environment
 - React to Latin American currency devaluation and a slowdown in economic activity.
 - ✓ Flexibly adjust prices based on the sales situation.
 - Recover from the Hokkaido earthquake.
 - ✓ Give top priority to minimizing the effect on projector sales.
 - Respond to a decline in robot demand in Greater China region triggered by U.S.-China trade friction.
 - ✓ Capture demand in other regions and launch new products.
 - ✓ Prepare to provide solutions for different applications (processes) in readiness for mid-term growth.
- Efficient, strategic investment in future growth
- Accelerating the transition to new business models
 - Expand and enhance the lineup of high-capacity ink tank printers.
 - Strengthen promotions and marketing in developed economies as well as emerging markets.
 - Limit sales of low-price ink cartridge printer models and maintain prices.

FY2018 Financial Outlook by Business Segment

Revenue

(Billions of yen)

1,102.1	1,050.0	1,090.0
---------	---------	----------------



	FY2017 Actual	FY2018 4/27 Outlook	FY2018 7/27 Outlook
Printing Solutions	-1.7	0.0	-1.0

Consolidated

Y/Y	-12.1
vs. previous	+40.0

Other

Wearable & Industrial Products

Y/Y	-0.3
vs. previous	+6.0

Visual Communications

Y/Y	+0.1
vs. previous	+11.0

Printing Solutions

Y/Y	-12.6
vs. previous	+24.0

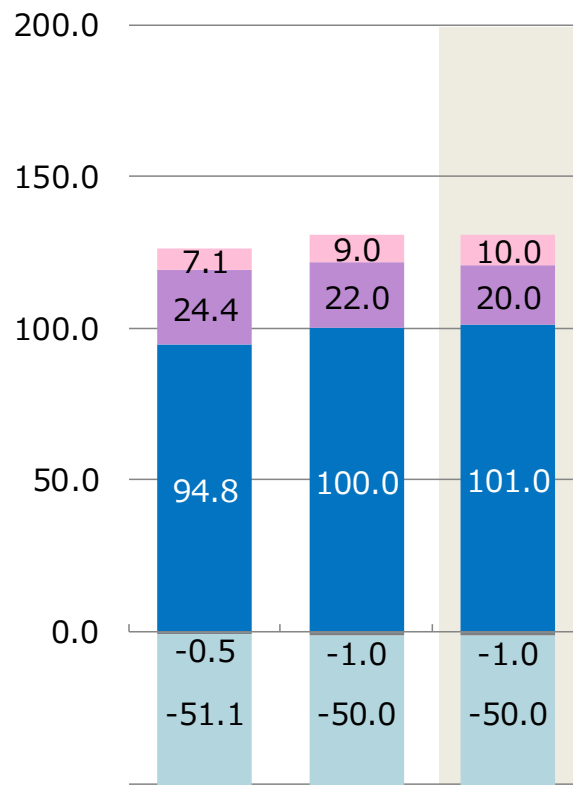
Corporate expenses & Eliminations

Y/Y	+0.7
vs. previous	-1.0

Business profit

(Billions of yen)

74.7	80.0	80.0
------	------	-------------



	FY2017 Actual	FY2018 4/27 Outlook	FY2018 7/27 Outlook
Printing Solutions	-0.5	-1.0	-1.0

Consolidated

Y/Y	+5.2
vs. previous	-

Wearable & Industrial Products

Y/Y	+2.8
vs. previous	+1.0

Visual Communications

Y/Y	-4.4
vs. previous	-2.0

Printing Solutions

Y/Y	+6.1
vs. previous	+1.0

Other

Corporate expenses & Eliminations

Y/Y	+1.1
vs. previous	-

- Made progress in strategic product and market development
 - Continuing to expand high-capacity ink tank printer sales.
 - Executing actions to expand sales of high-speed linehead inkjet multifunction printers.
 - Expanded in commercial & industrial printer categories (signage, textiles, and labels).
 - Growing in priority segments of projector market.
- Improving production infrastructure as planned in preparation for sales growth
 - Construction completed on PrecisionCore print chip production site.
 - Began construction on new development and production site for large-format commercial and industrial printers.



New plant (Building 9) at the Hirooka Office

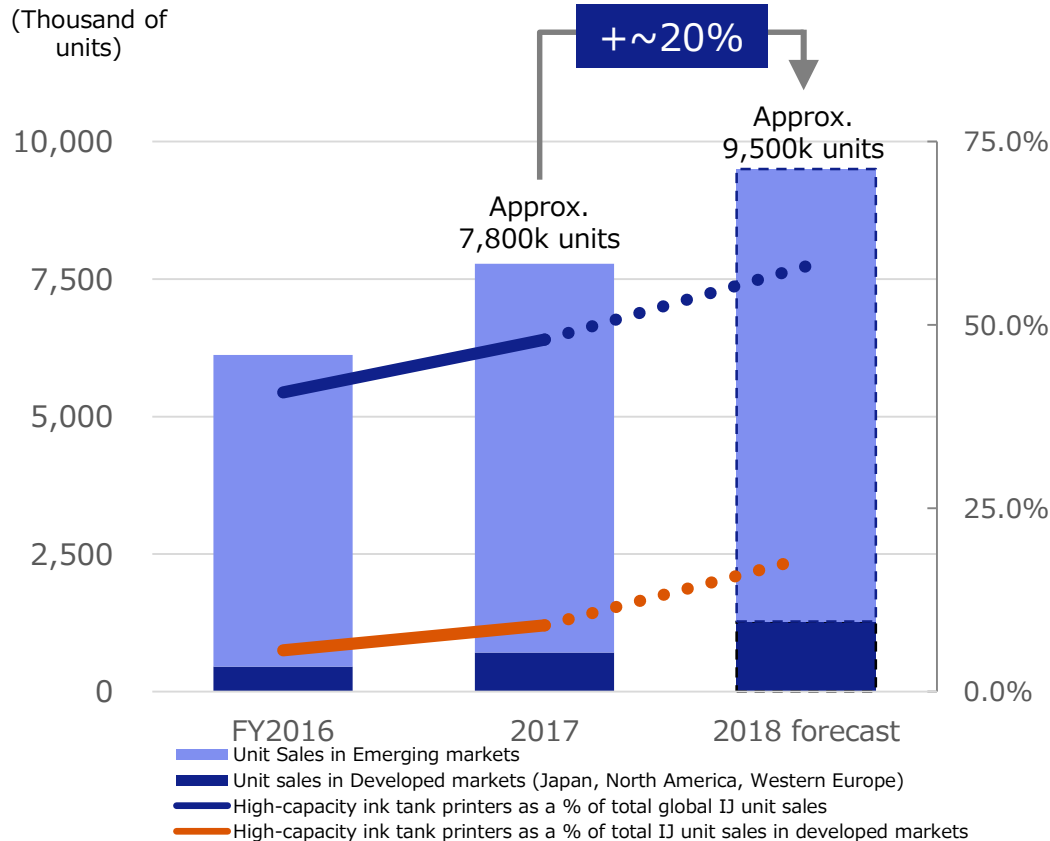


Innovation Center Building B in Hirooka (under construction)

Expansion of High-Capacity Ink Tank Printer Sales

- Transitioning to new inkjet printer business model in developed as well as emerging markets
- Expanded the monochrome model lineup and added different color models

Epson's High-Capacity Ink Tank Printer
Unit Sales & Percentages



High-Capacity Ink Tank Printers in Emerging Markets

- High-capacity ink tank printer ratio is increasing not only in Latin America, but also in the Asia-Pacific region
- Acquiring demand in office and moving forward to cultivate demand for home.

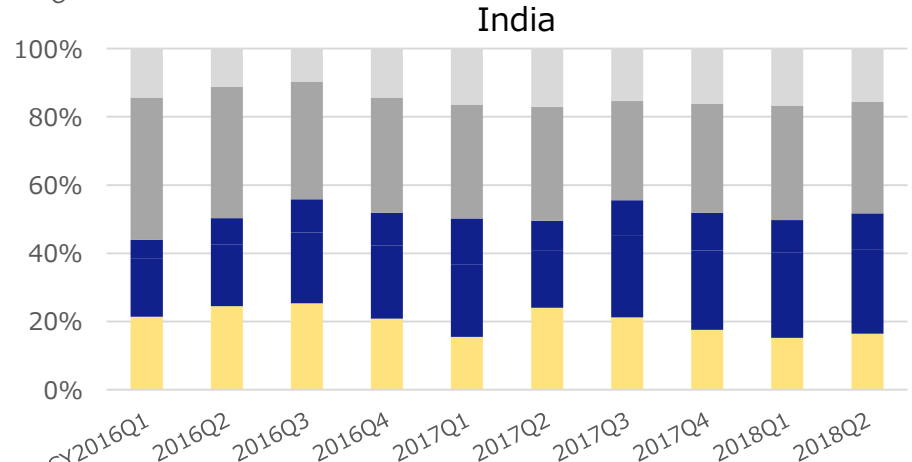
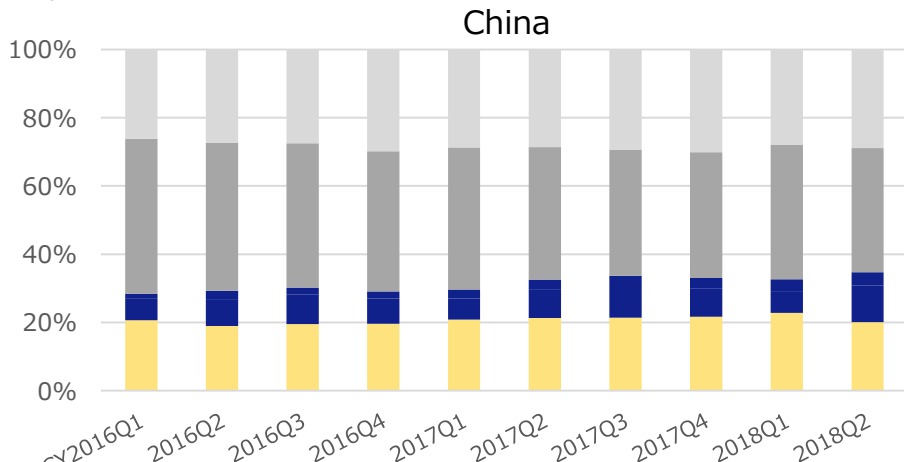
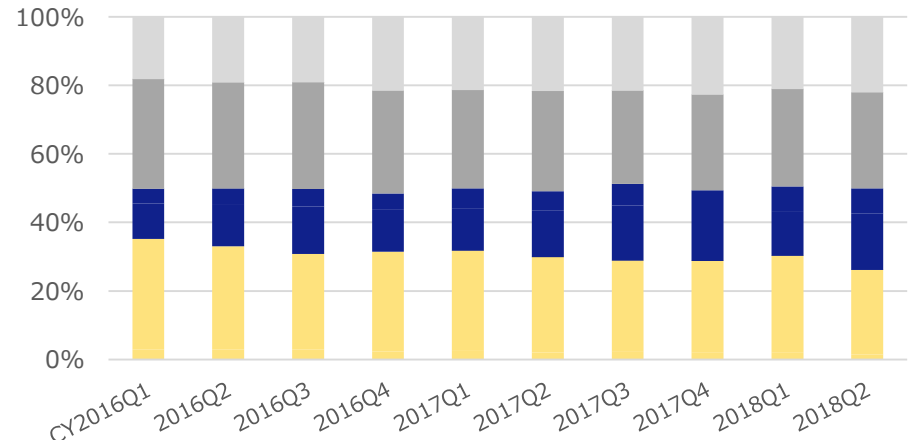
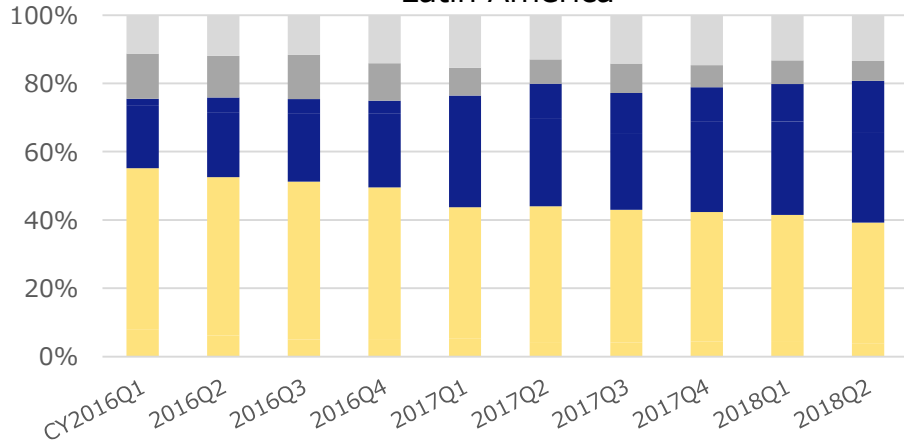
A4 Printer Market Trend by Printer Categories (Sales unit ratio)

Latin America

Asia-Pacific

China

India

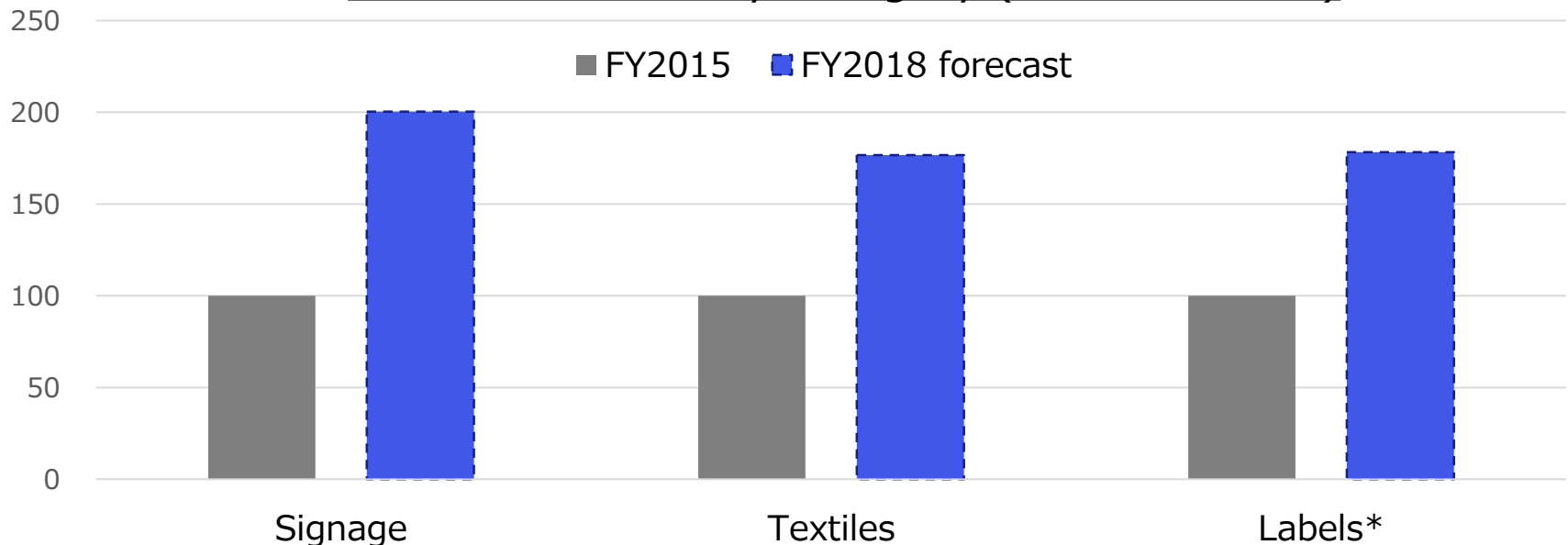


■ Ink cartridge printers ■ High-capacity ink tank printers
■ Laser printers (1-20 ppm) ■ Laser printers (21 ppm or more)

Source: Based on IDC Worldwide Quarterly Hardcopy Peripherals Tracker 2018Q2
Printers include multifunction printers. Reproduction or republication of this data is prohibited.

- Expanding sales in priority categories (signage, textiles, labels)
 - Achieved growth by launching new products and strengthening sales to capture market digitization needs

Revenue Growth by Category (FY2015 is 100)



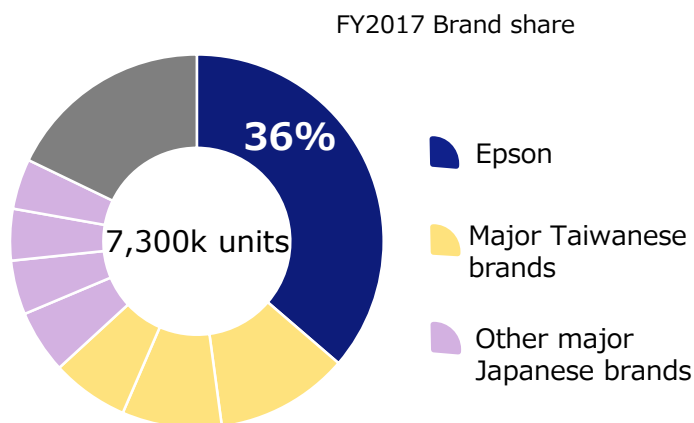
Expansion of Projector Sales

■ Expanded sales as planned in priority areas

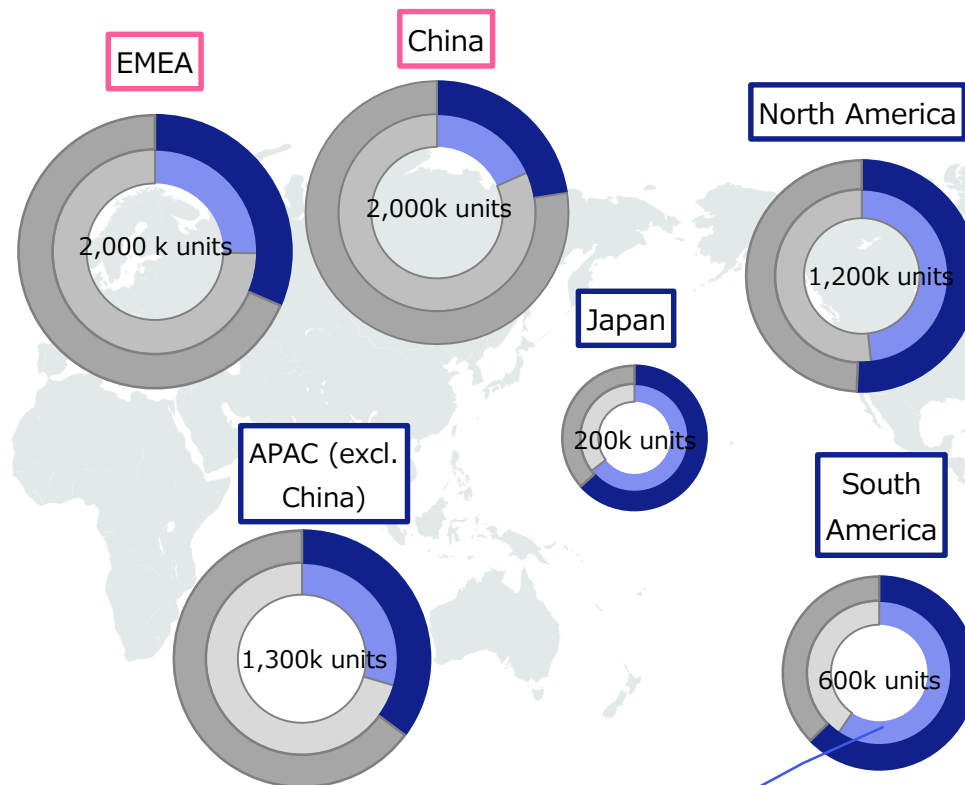
- High-lumen segment
- China, Europe, Middle East, Africa



Global Unit Share by Brand*1



Epson's Unit Share by Region *1



Brand Share by Category (Units) *1

Product category	Epson share FY2015⇒FY2017
Total high-lumen*	15%⇒ 23%
10,000-lumen+	10%⇒ 19%
Ultra-short throw, standard, home	33%⇒ 37%

Outside: FY2017 Epson share
Inside: FY2015 Epson share

*1 Data source: Futuresource Consulting Ltd., more than 500lm projectors

*2 High-lumen projectors are defined as models that have a replaceable lens

■ Overview

- FY2018 Q2 Financial Results
- FY2018 Financial Outlook
- Progress on Strategy

■ Details

- FY2018 Q2 Financial Results
- FY2018 Financial Outlook
- Main Management Indices

Financial Highlights (Second Quarter)

Repost

EPSON
EXCEED YOUR VISION

	FY2017		FY2018		Change	
	(Billions of yen) Q2 Actual	%	Q2 Actual	%	Y/Y	%
Revenue	272.5		271.9		-0.6	-0.2%
Business profit	11.3	4.2%	12.7	4.7%	+1.3	+12.2%
Profit from operating activities	9.0	3.3%	12.1	4.5%	+3.1	+34.6%
Profit before tax	8.5	3.1%	12.5	4.6%	+4.0	+46.9%
Profit for the period attributable to owners of the parent company	4.7	1.8%	9.0	3.3%	+4.2	+89.1%
EPS* (yen)	13.58		25.67			
Exchange rate (yen)	USD	111.00	USD	111.46		
	EUR	130.36	EUR	129.66		

* Basic earnings per share for the period

Exchange effect (Billions of yen)	USD	EUR	Other currencies	Total
Revenue	+0.3	-0.2	-4.2	-4.0
Business profit	-0.1	-0.1	-2.5	-2.7

Quarterly Comparison by Business

(Billions of yen)

Printing Solutions	FY2017 Q2 Actual	FY2018 Q2 Actual	Y/Y
Revenue	176.1	178.0	+1.9
Printers	123.6	123.6	+0.0
% sales IJP	83%	83%	
SIDM	8%	8%	
Other	9%	9%	
Professional Printing	48.2	50.0	+1.7
Other	4.5	4.3	-0.1
Inter-segment revenue	-0.3	-0.0	+0.3
Segment profit	13.8	18.3	+4.5
ROS	7.9%	10.3%	

- ◆ IJP:
 - High-capacity ink tank printer sales generally firm
 - Ink cartridge printer sales decreased due to actions to maintain prices.
 - Ink earnings decreased.
- ◆ SIDM:
 - Flat year on year
- ◆ Large-format printers:
 - Steady sales continued in signage, textile and label categories.
 - Photo and graphics printer earnings decreased due to moves by competitors.
- ◆ POS printers:
 - Sales of tablet POS printers and products for China increased.

IJP: Inkjet Printers
SIDM: Serial Impact Dot Matrix Printers

Quarterly Comparison by Business

(Billions of yen)

Visual Communications	FY2017 Q2 Actual	FY2018 Q2 Actual	Y/Y
Revenue	52.8	53.9	+1.1
Segment profit	7.4	6.3	-1.1
ROS	14.2%	11.7%	

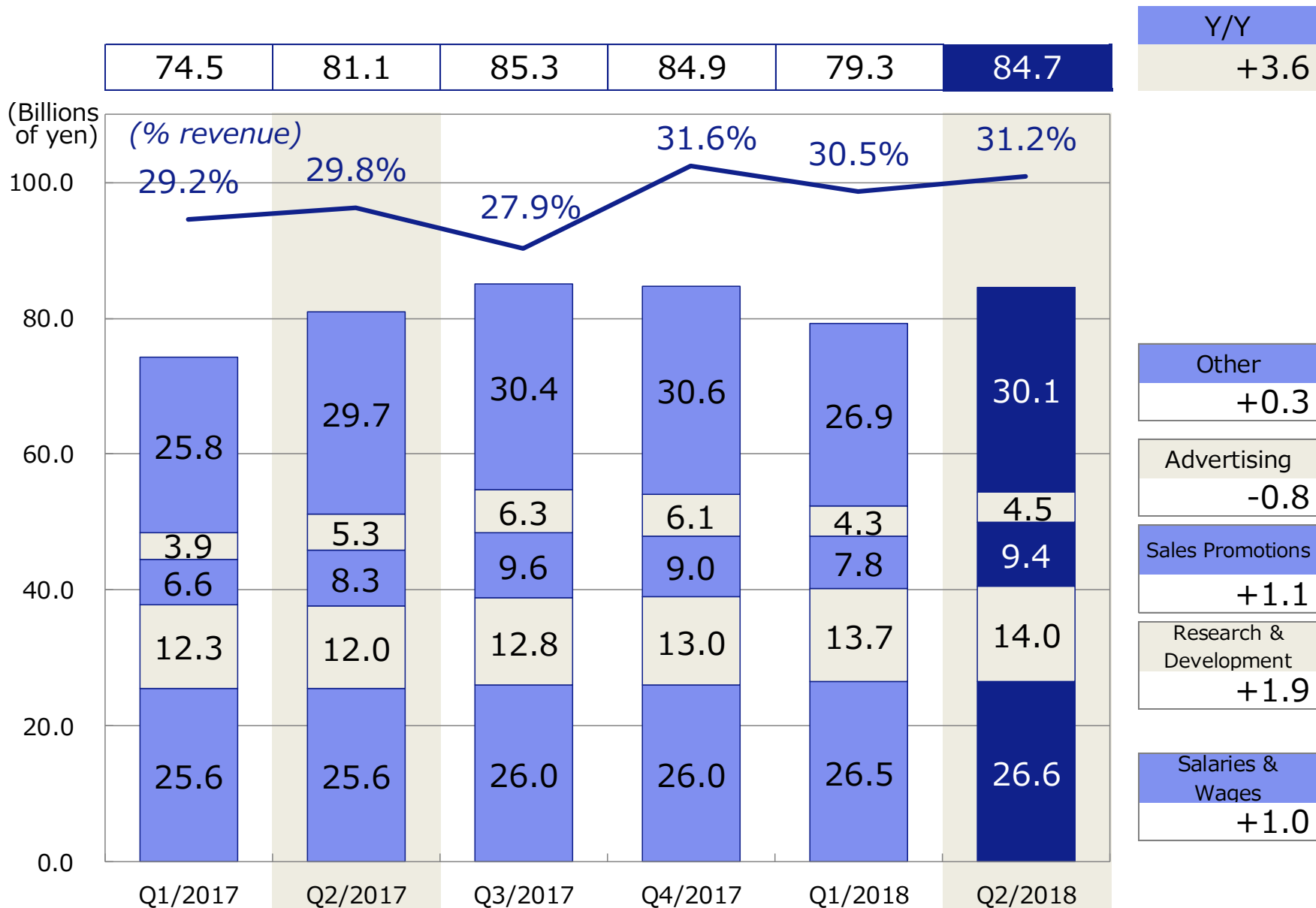
- ◆ Projectors:
 - Model mix improved owing to increased sales of high-lumen models.
 - Demand grew in Europe and Asia but was soft in the Americas and Japan.

(Billions of yen)

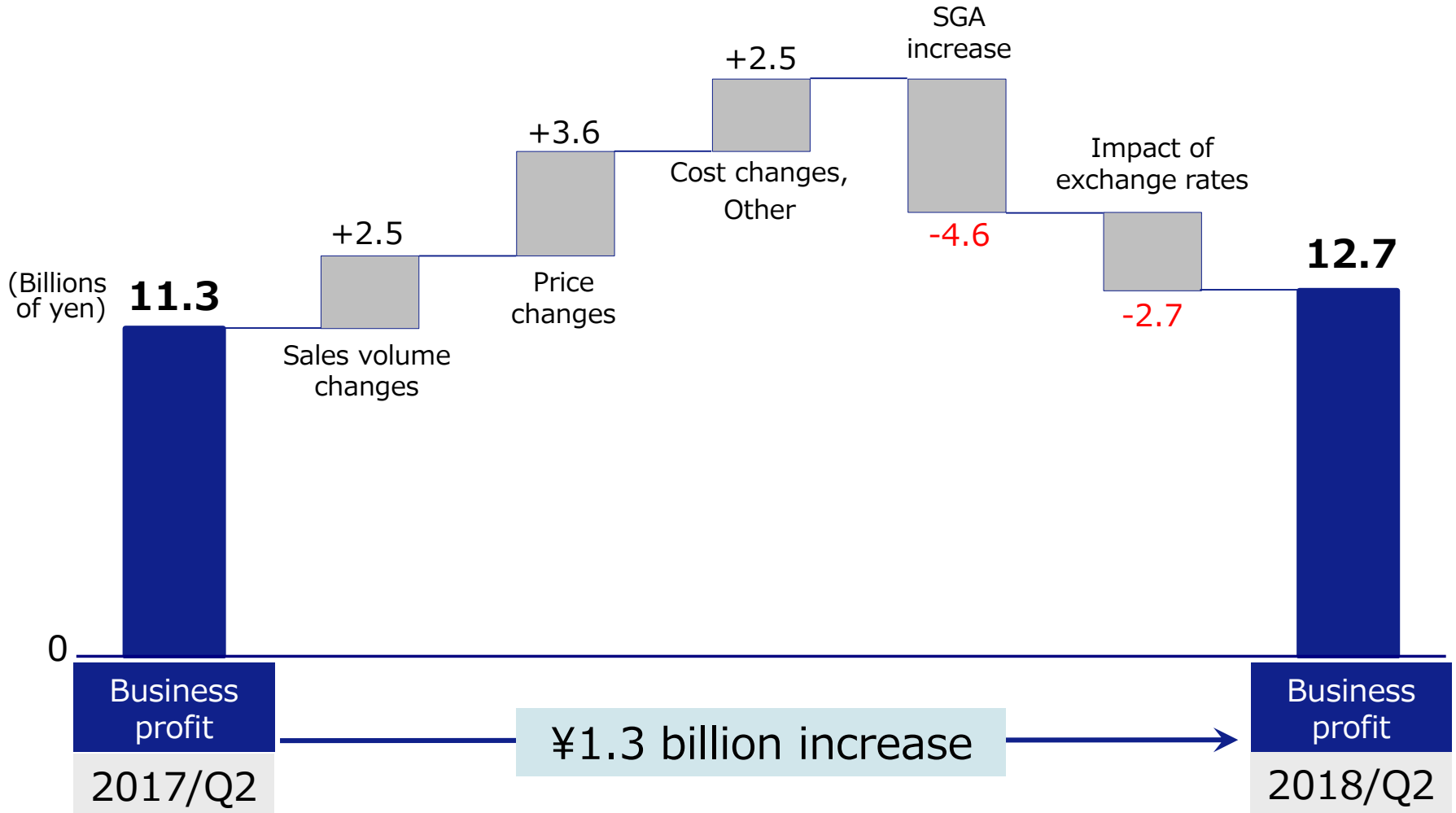
Wearable & Industrial Products	FY2017 Q2 Actual	FY2018 Q2 Actual	Y/Y
Revenue	43.2	40.9	-2.3
Wearable Products	13.0	12.1	-0.8
Robotics Solutions	6.4	5.0	-1.4
Microdevices, Other	25.3	25.2	-0.1
Inter-segment revenue	-1.6	-1.4	+0.1
Segment profit	2.4	1.6	-0.7
ROS	5.5%	4.0%	

- ◆ Watches: No rebound in overseas sales
- ◆ Robots: U.S.-China trade friction caused demand in the Greater China region to rapidly decrease.
- ◆ Quartz: Shipments to consumer electronics manufacturers and others decreased.
- ◆ Semiconductors: Continued strong demand.

Quarterly Selling, General and Administrative Expenses



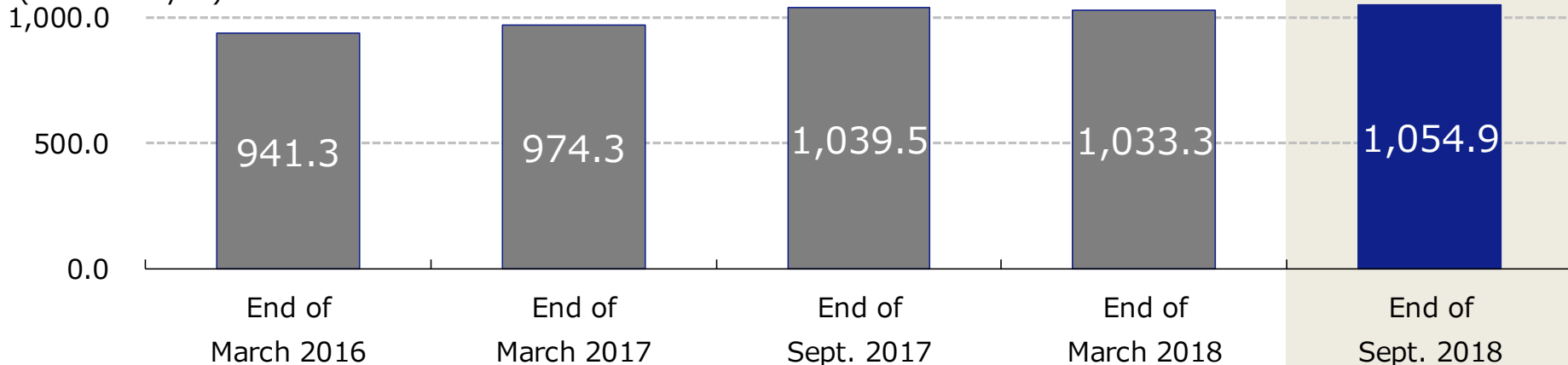
Q2 Business Profit Change Cause Analysis



Statements of Financial Position

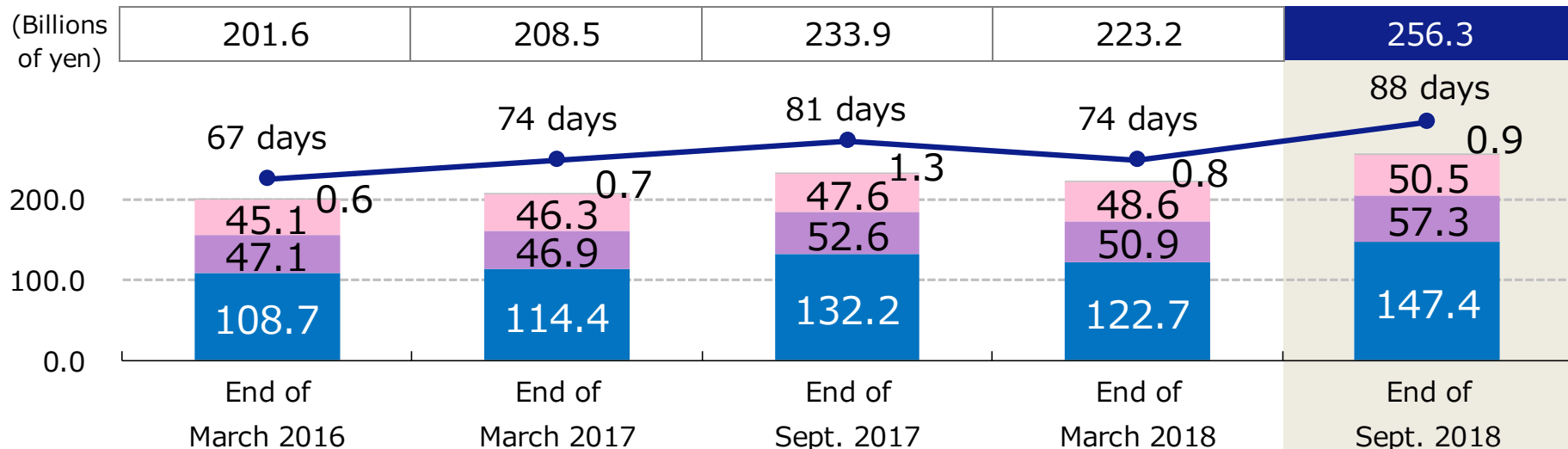
Total assets

(Billions of yen)



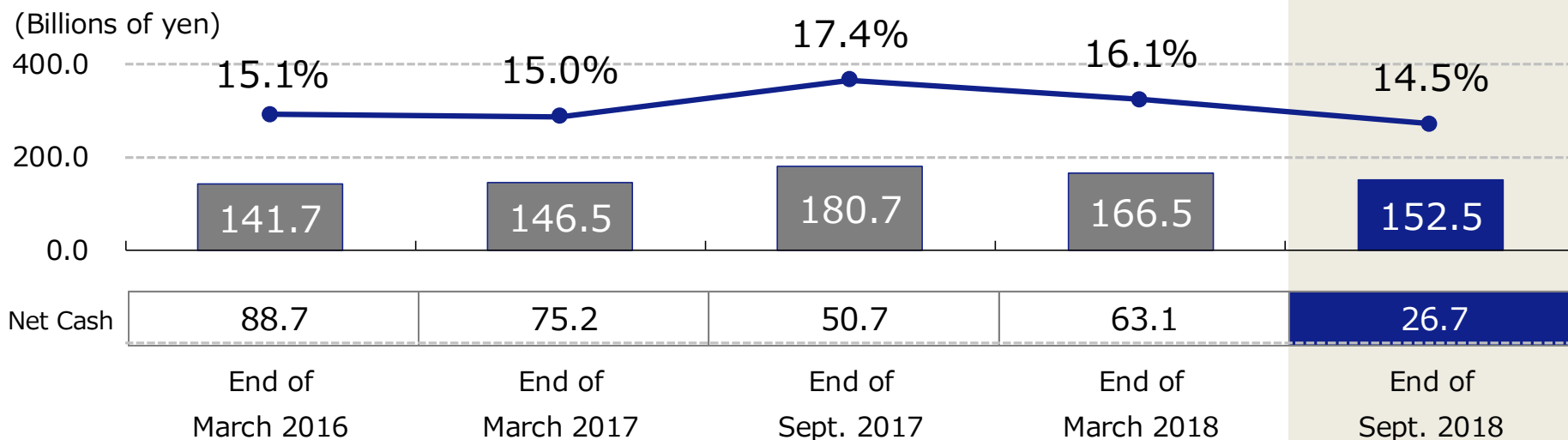
Inventories/ Turnover by days

■ Printing Solutions
■ Wearable & Industrial Products
● Turnover by days
■ Visual Communication
■ Other/ Corporate expenses

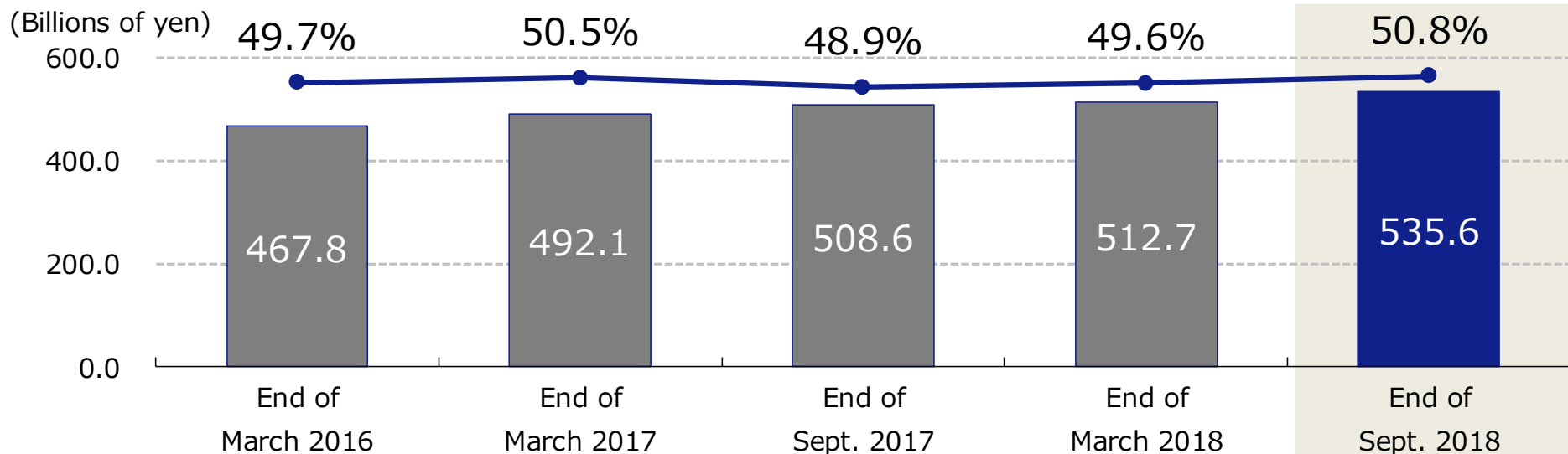


Statements of Financial Position

Interest-bearing liabilities and ratio of interest-bearing liabilities, Net Cash



Equity and equity ratio attributable to owners of the parent company



FY2018 Financial Outlook

Repost

EPSON
EXCEED YOUR VISION

	FY2017		FY2018				Change		
	(Billions of yen)	Actual	%	7/27 Outlook	%	10/30 Outlook	%	Y/Y	Vs. 7/27 outlook
Revenue		1,102.1		1,050.0		1,090.0		-12.1 -1.1%	+40.0 +3.8%
Business profit		74.7	6.8%	80.0	7.6%	80.0	7.3%	+5.2 +7.0%	— —
Profit from operating activities		65.0	5.9%	75.0	7.1%	77.0	7.1%	+11.9 +18.5%	+2.0 +2.7%
Profit before tax		62.6	5.7%	74.0	7.0%	76.0	7.0%	+13.3 +21.3%	+2.0 +2.7%
Profit for the year attributable to owners of the parent company		41.8	3.8%	58.0	5.5%	60.0	5.5%	+18.1 +43.4%	+2.0 +3.4%
EPS* ¹ (yen)		118.78		164.67		170.34			
Exchange rate (yen)	USD	110.85		102.00		110.00			
	EUR	129.66		126.00		128.00			
	Exchange rate assumptions from Q3 onward (yen)	USD	EUR	Exchange sensitivity* ²		USD	EUR	Other currencies	
		110.00	127.00	Revenue		-3.0	-1.5	-3.0	
				Business profit		+0.5	-1.0	-1.3	

*¹ Basic earnings per share for the year

*² Annual impact of a 1-yen increase in the value of the yen versus the USD & EUR (in billions of yen)
Annual impact of a 1% increase in the value of the yen versus other currencies (in billions of yen)

FY2018 Financial Outlook by Business

(Billions of yen)

Printing Solutions	FY2017 Actual	FY2018 7/27 Outlook	FY2018 10/30 Outlook	Y/Y	vs. 7/27 Outlook
Revenue	736.6	700.0	724.0	-12.6	+24.0
Printers	523.1	500.0	511.0	-12.1	+11.0
% sales IJP	83%	84%	84%		
SIDM	8%	7%	8%		
Other	9%	9%	8%		
Professional Printing	197.8	184.0	194.0	-3.8	+10.0
Other	17.3	18.0	19.0	+1.6	+1.0
Inter-segment revenue	-1.6	-2.0	+0.0	+1.6	+2.0
Segment profit	94.8	100.0	101.0	+6.1	+1.0
ROS	12.9%	14.3%	14.0%		

FY2018 Financial Outlook by Business

(Billions of yen)

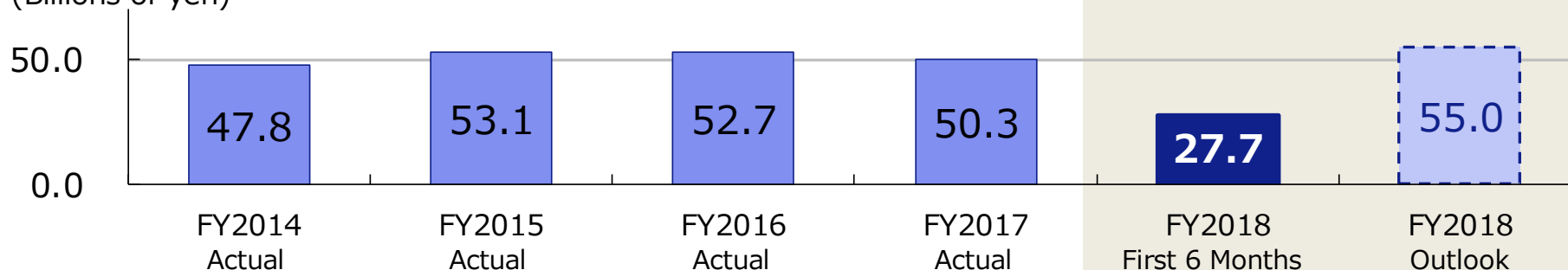
Visual Communications	FY2017 Actual	FY2018 7/27 Outlook	FY2018 10/30 Outlook	Y/Y	vs. 7/27 Outlook
Revenue	198.8	188.0	199.0	+0.1	+11.0
Segment profit	24.4	22.0	20.0	-4.4	-2.0
ROS	12.3%	11.7%	10.1%		

Wearable & Industrial Products	FY2017 Actual	FY2018 7/27 Outlook	FY2018 10/30 Outlook	Y/Y	vs. 7/27 Outlook
Revenue	167.3	161.0	167.0	-0.3	+6.0
Wearable Products	50.3	46.0	48.0	-2.3	+2.0
Robotics Solutions	24.6	26.0	26.0	+1.3	—
Microdevices, Other	98.9	94.0	99.0	+0.0	+5.0
Inter-segment revenue	-6.6	-5.0	-6.0	+0.6	-1.0
Segment profit	7.1	9.0	10.0	+2.8	+1.0
ROS	4.3%	5.6%	6.0%		

R&D Costs, Capital Expenditure and Depreciation and Amortization Expenses

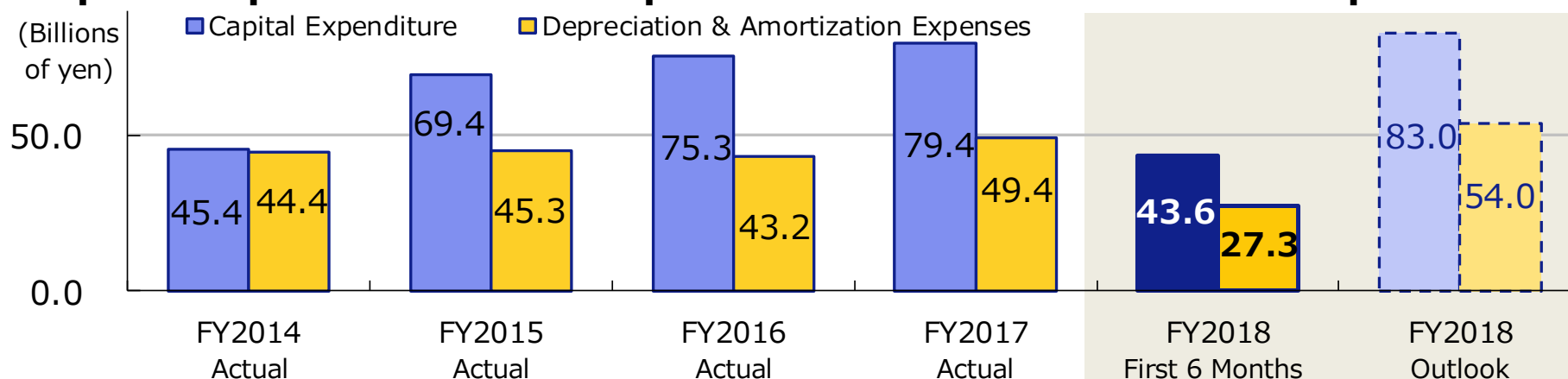
Research & Development Costs

(Billions of yen)



Capital Expenditure and Depreciation and Amortization Expenses

(Billions of yen)

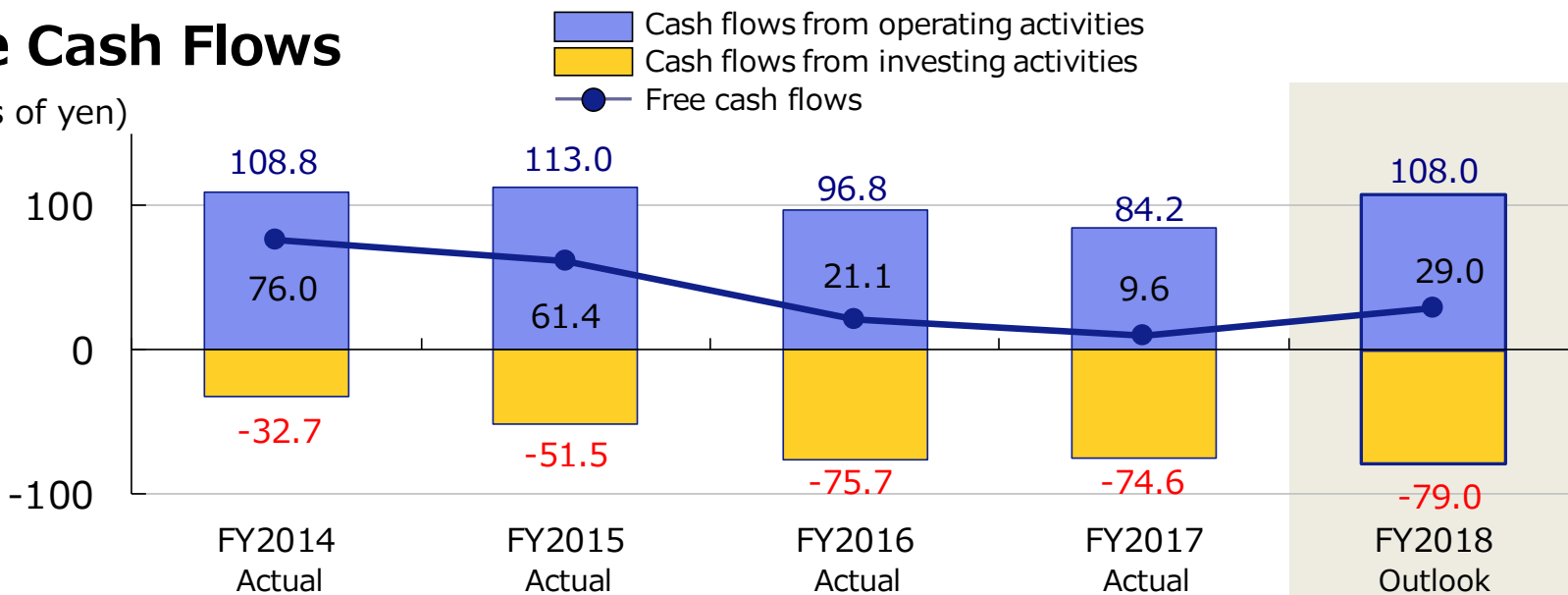


	Capex.	Depreciation & Amortization	Capex.	Depreciation & Amortization
Printing Solutions	29.4	14.8	49.0	29.0
Visual Communication	4.7	4.8	13.0	10.0
Wearable & Industrial Products	4.6	4.6	13.0	9.0
Other, Corporate	4.7	2.8	8.0	6.0

Free Cash Flows Main Management Indices

Free Cash Flows

(Billions of yen)



Main Management Indices

(%)	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Outlook
ROS *1	9.3	7.8	6.4	6.8	7.3
ROA *2	10.6	8.7	6.9	7.4	7.7
ROE *3	26.3	9.5	10.1	8.3	11.1

*1 Business profit/ revenue

*2 Business profit/ total assets (avg. balance)

*3 Profit for the year attributable to owners of the parent company/ Equity attributable to owners of the parent company (avg. balance)

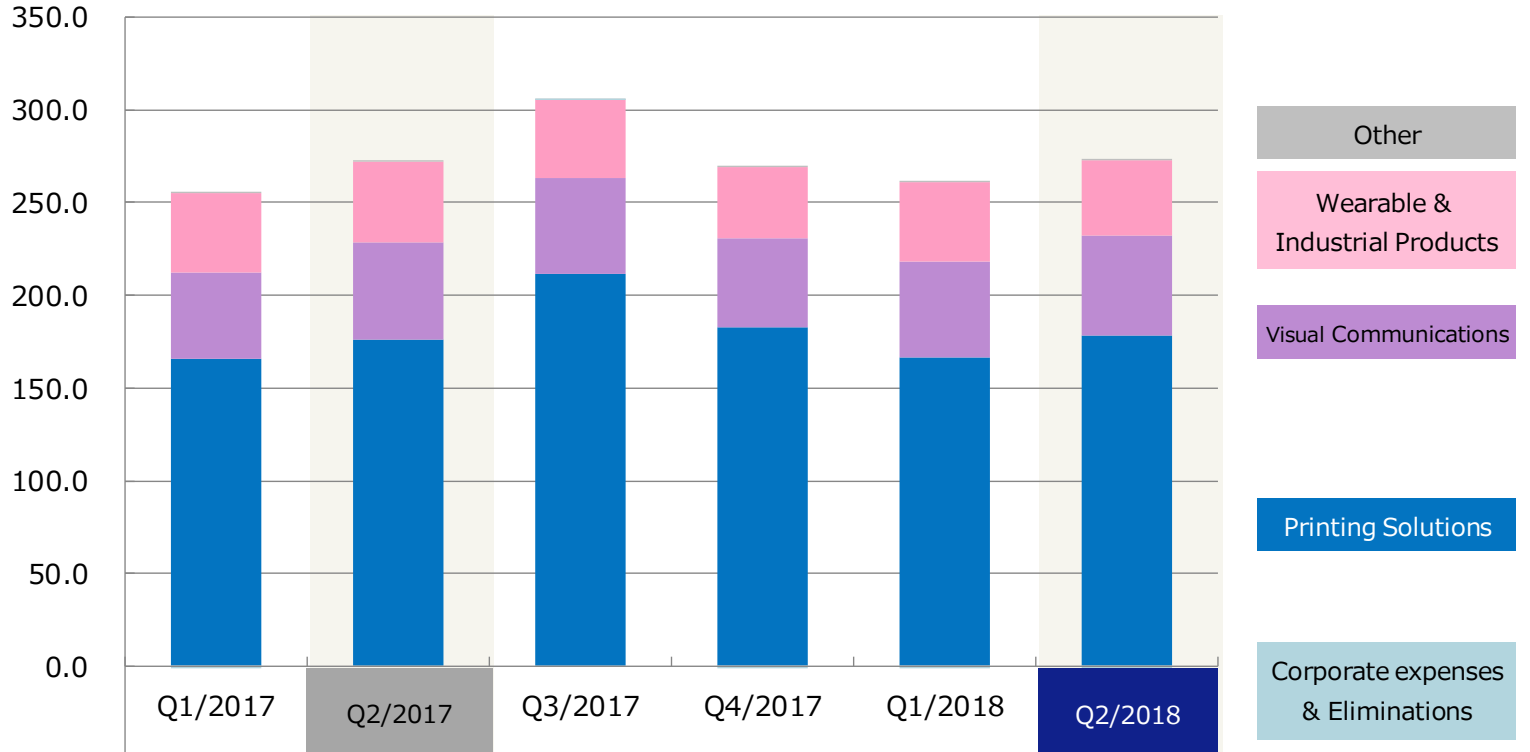
Reference

Quarterly Revenue Trend By Business Segment

Exchange rate	USD	111.08	111.00	112.92	108.39	109.06	111.46	+0.46
(yen)	EUR	122.12	130.36	132.96	133.20	130.09	129.66	-0.70

Revenue (Billions of yen)	Q1/2017	Q2/2017	Q3/2017	Q4/2017	Q1/2018	Q2/2018	Y/Y
Printing Solutions	165.9	176.1	211.6	182.9	166.6	178.0	+1.9
Visual Communications	46.3	52.8	51.6	48.0	51.4	53.9	+1.1
Wearable & Industrial Products	43.0	43.2	42.3	38.6	43.1	40.9	-2.3
Other	0.2	0.2	0.2	0.2	0.2	0.2	-0.0
Corporate expenses & Eliminations	-0.8	0.0	0.2	-1.3	-0.9	-1.3	-1.3
Consolidated total	254.8	272.5	306.1	268.6	260.4	271.9	-0.6

(Billions of yen)

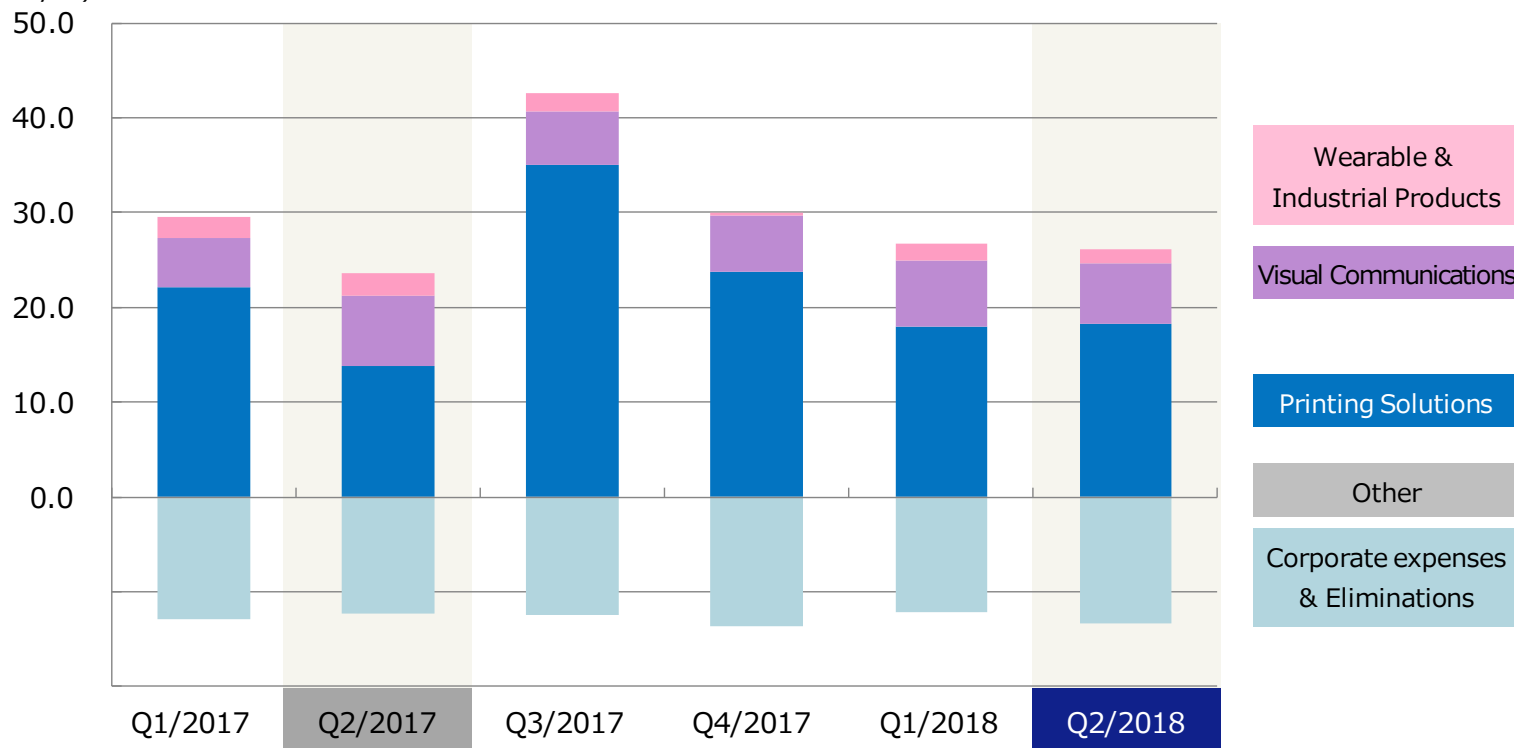


Quarterly Business Profit Trend By Business Segment

Exchange rate (yen)	USD	111.08	111.00	112.92	108.39	109.06	111.46	+0.46
	EUR	122.12	130.36	132.96	133.20	130.09	129.66	-0.70

Business profit (Billions of yen)	Q1/2017	Q2/2017	Q3/2017	Q4/2017	Q1/2018	Q2/2018	Y/Y
Printing Solutions	22.1	13.8	35.1	23.7	17.9	18.3	+4.5
Visual Communications	5.2	7.4	5.6	6.0	7.1	6.3	-1.1
Wearable & Industrial Products	2.3	2.4	1.9	0.3	1.7	1.6	-0.7
Other	-0.1	-0.1	-0.1	-0.0	-0.1	-0.0	+0.0
Corporate expenses & Eliminations	-12.8	-12.2	-12.3	-13.7	-12.0	-13.4	-1.2
Consolidated total	16.7	11.3	30.3	16.3	14.6	12.7	+1.3

(Billions of yen)



Main Product Sales Trends

■ Results & outlook vs. previous fiscal year ASP (average selling prices) and sales amounts after conversion to yen

Product		FY2017 Full year (Actual)	FY2018/Q1 (Actual)	FY2018/Q2 (Actual)	FY2018 Full year (Outlook)
Exchange rate	USD	¥110.85	¥109.06	111.46	110.00
	EUR	¥129.66	¥130.09	129.66	128.00
IJP hardware	Volume	+ 8%	+ 5%	- 3%	+ 2%
	High-capacity*/ office models as % of total unit sales	Less than 50%/ More than 15%	-	-	Less than 60%/ Around 15%
	ASP	+ low teen %	+ mid-single-digit %	+ high single-digit %	Flat YoY
	Revenue	+ low 20 %	+ high single-digit %	+ mid-single-digit %	+ low single-digit %
IJP ink	Volume (packs)	- 4%	- 7%	- 3%	-
	ASP	+ mid-single-digit %	Flat YoY	- mid-single-digit %	-
	Revenue	+ low single-digit %	- high single-digit %	- high single-digit %	- high single-digit %
SIDM printers	Volume	- 7%	+ 5%	+ 5%	Flat YoY
	ASP	+ low single-digit %	Flat YoY	- low single-digit %	- high single-digit %
	Revenue	- mid-single-digit %	+ mid single-digit %	+ low single-digit %	- high single-digit %
Projectors	Volume	+ 1%	+ 10%	+ 1%	+ 6%
	ASP	+ high single-digit %	Flat YoY	+ low single-digit %	- mid-single-digit %
	Revenue	+ low teen %	+ low teen %	+ low single-digit %	Flat YoY

The indicators in this document are based on values tracked internally by Epson.

* High-capacity ink printers (high-capacity ink tank, high-capacity ink pack, and high-speed linehead inkjet multifunction printers)

Revenue to customers outside of Japan

Employee numbers

Revenue to customers outside of Japan

Exchange rate	USD	111.08	111.00	112.92	108.39	109.06	111.46	+0.46
(yen)	EUR	122.12	130.36	132.96	133.20	130.09	129.66	-0.70

Revenue (Billions of yen)	Q1/2017	Q2/2017	Q3/2017	Q4/2017	Q1/2018	Q2/2018	Y/Y
The Americas	78.3	81.5	81.9	78.5	75.5	82.1	+0.5
Europe	50.2	52.1	68.2	62.6	52.8	52.0	-0.1
Asia/ Oceania	72.7	80.3	78.4	66.7	79.2	79.4	-0.8
Total revenue to overseas customers	201.2	214.0	228.6	207.9	207.6	213.7	-0.3
Consolidated revenue	254.8	272.5	306.1	268.6	260.4	271.9	-0.6

% of revenue to consolidated revenue	Q1/2017	Q2/2017	Q3/2017	Q4/2017	Q1/2018	Q2/2018
The Americas	30.7%	29.9%	26.8%	29.3%	29.0%	30.2%
Europe	19.7%	19.1%	22.3%	23.3%	20.3%	19.1%
Asia/ Oceania	28.5%	29.5%	25.6%	24.8%	30.4%	29.2%
Total	79.0%	78.6%	74.7%	77.4%	79.7%	78.6%

Employees

Number of employees at period end (person)	End of Mar. 2016	End of Mar. 2017	End of Sept. 2017	End of Mar. 2018	End of Sept. 2018	Compared to end of Mar. 2018
Japan	18,699	19,175	19,616	19,436	19,694	+258
Non-Japan	48,906	53,245	61,312	56,955	61,699	+4,744
Consolidated total	67,605	72,420	80,928	76,391	81,393	+5,002

Major Business Indicators

(Billions of yen)

(Billions of yen)

	Category	FY2016 Actual	FY2017 Actual	FY2018 Outlook	FY2018 (FY2016-18 business plan)
Exchange rate	USD	¥108.38	¥110.85	110.00	¥115.00
	EUR	¥118.79	¥129.66	128.00	¥125.00
Printing Solutions	Revenue	686.6	736.6	724.0	805.0
	Segment profit	84.1	94.8	101.0	-
Visual Communications	Revenue	179.6	1,98.8	199.0	200.0
	Segment profit	16.1	24.4	20.0	-
Wearable & Industrial Products	Revenue	158.5	167.3	167.0	195.0
	Segment profit	7.8	7.1	10.0	-
Other	Revenue	1.5	0.9	1.0	0.0
	Segment profit	-0.4	-0.5	-1.0	-
Corporate expenses & Eliminations	Revenue	-1.5	-1.7	-1.0	0.0
	Segment profit	-41.7	-51.1	-50.0	-
Consolidated total	Revenue	1,024.8	1,102.1	1,090.0	1,200.0
	Business profit	65.8	74.7	80.0	96.0
	ROS	6.4%	6.8%	7.3%	8%
	ROE	10.1%	8.3%	11.1%	Sustain at at least 10%

Category	FY2016 Actual	FY2017 Actual	FY2018 Outlook	3-year cumulative (FY2016-18 business plan)
USD	¥108.38	¥110.85	110.00	¥115.00
EUR	¥118.79	¥129.66	128.00	¥125.00
Operating CF	96.8	84.2	108.0	Approx. 330.0
FCF	21.1	9.6	29.0	Approx. 120.0
Capital expenditure	75.3	79.4	83.0	Approx. 210.0
R&D costs	52.7	50.3	55.0	Invest aggressively

EPSON
EXCEED YOUR VISION