

Roland DG Corporation

Consolidated Financial Results for the Fiscal Year December 31, 2023

February 9, 2024

Notification

As announced in the press release “Notice Concerning Implementation of MBO and Recommendation of Tendering” dated February 9, 2024, the Company’s shares are scheduled to be delisted because of the Tender Offer by the Offeror and a series of subsequent procedures. Thus, the Company has not announced the financial forecast for FY2024/12

Notice Regarding the Commencement of the Tender Offer for the Shares of Roland DG Corporation (Securities Code: 6789)

<https://ir.rolanddg.com/en/ir/news.html>

Announcement of Implementation of MBO and Recommendation for Tender Offer (February 9, 2024)

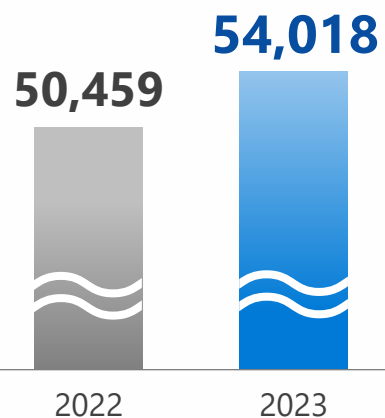
<https://ir.rolanddg.com/en/ir/news.html>

Consolidated performance results

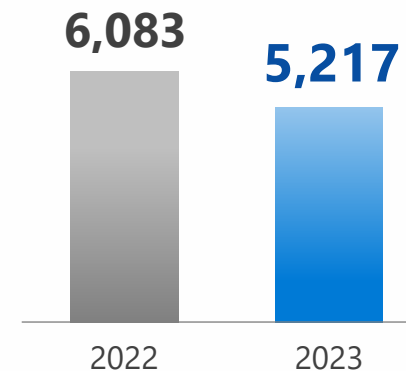
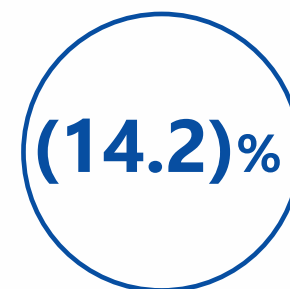
YoY

(Millions of yen)

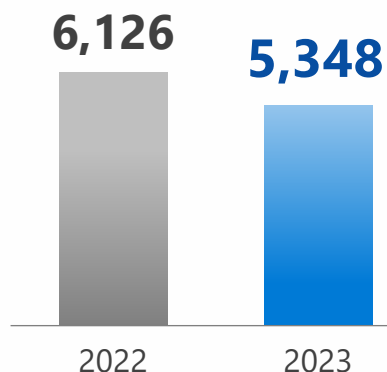
Net Sales



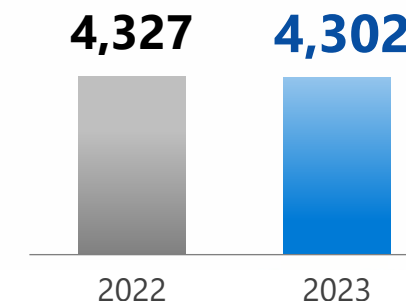
Operating Profit



Ordinary Profit



Net Profit*



Incl. JPY330M extraordinary gain on sales of fixed assets related to real estate of the previous HQ as part of the HQ relocation

※ Net profit attributable to owners of parent

Sales and Operating Profit delta breakdown

Variance Analysis YoY

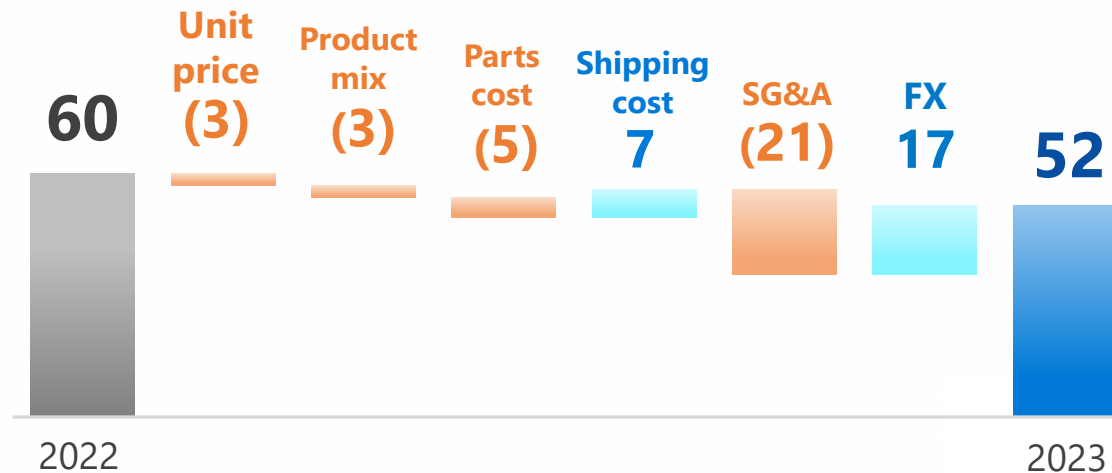
(100 millions of yen)

Net Sales



Average FX (Unit:Yen)	USD	131.46	140.56	106.9%
	EUR	138.11	152.04	110.1%

Operating Profit



Main increase in SG&A cost

- Personnel +5
- Travel & transportation +3
- Transportation and storage cost +2
- Ads & promotion +2
- R&D +2
- Commission fee +2
- Depreciation expense +1
- Others +4 (Consumables etc.)

Sales by market

YoY

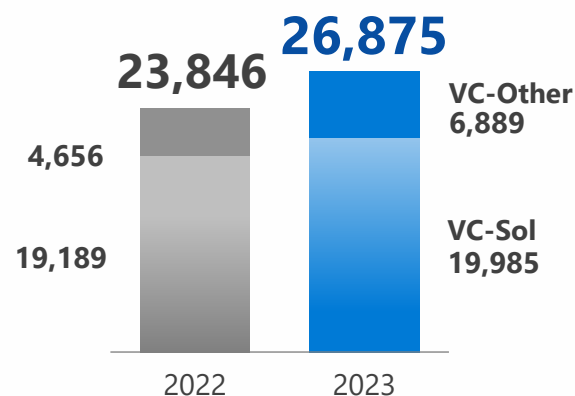
(Millions of yen)

Top : YoY %

Bottom: FX excluded

+12.7%

+5.3%

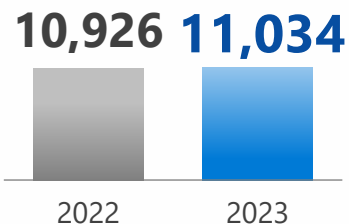


Visual Communication

- New Regain printer and UV Printers launched in January and inks grew (VC-Other)
- Eco-Solvent printers for sign market TrueVIS series launched in last year sales expected and Eco-Solvent ink grew. Eco-Solvent printer, emerging market brand "DGXPRESS", launched in Sep(VC-Solvent)

1.0%

(5.3)%

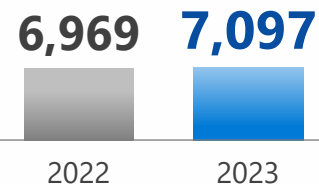


Digital Fabrication

- Desktop apparel printers BN-20D launched in Jun grew and released BN2-20/20A, a fully model changed version of Eco-Solvent model BN series in Sep.
- UV inks for desktop UV printers increased
- 3D milling machines and desktop cutting machines declined

+1.8%

(4.4)%

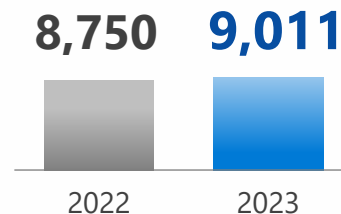


Dental

- High productivity model DWX-53DC launched in Sep grew solidly, existing models such as the standard model DWX-52D are sluggish
- Emerging market model, DWX-52DCi grew in Middle East, Central/South America, Asia, and Eastern Europe

+3.4%

(2.2)%



Service, Software & Others

- Service parts and service others for fee grew

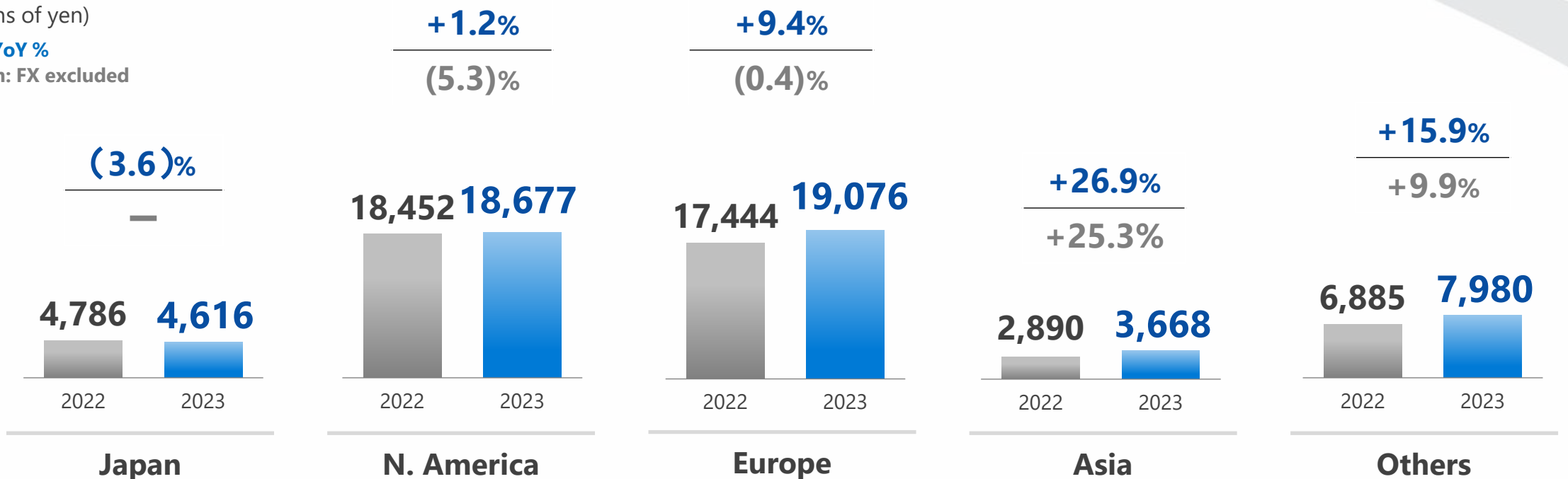
Sales by Regions

YoY

(Millions of yen)

Top : YoY %

Bottom: FX excluded



- Eco-Solvent printers for sign market with print widths of 54" and wider and roll type UV printers and UV inks grew YoY
- 3D modeling machines decreased
- New dental product, DWX-53DC, increased but DWX-4 decreased from last year when sales grew due to insurance coverage change

- New roll type UV printers, Eco-Solvent inks and UV inks grew
- Co-Creation flatbed UV models grew but desktop printers BN series declined
- New dental milling machine DWX-53DC expected but existing models decreased

- New roll type UV printers grew (No.1 market share in some regions*)
- Desktop UV printers BN series grew
- Dental milling machine DWX-52Di expected in Eastern Europe

*The Company estimated based on research company data

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- Eco-Solvent printers for sign market and the emerging market model DWX-52Di grew in China and ASEAN region
- Dental milling machines grew in India

- UV printers for DGXPRESS and DWX-53DC sales grew in Brazil
- The emerging market model DWX-52Di grew in Middle East and Central America
- UV printers and UV inks grew in Australia

Change in inventory value and production value

(Millions of yen)

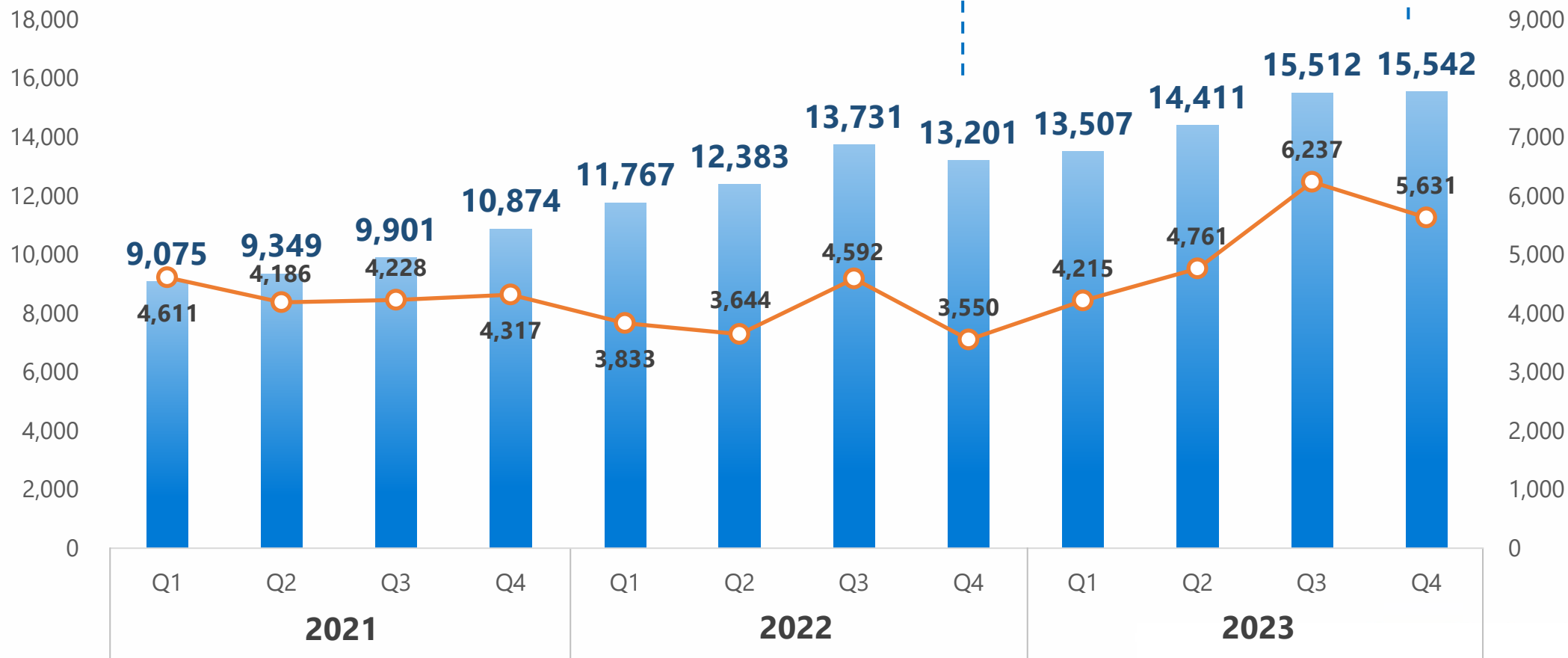
Inventory value

Inventory value

Production value

Production value

Real Increase +2.0B
FX +0.3B



Balance sheet

As of 12/31/2023

(Millions of yen)

- Cash & deposits +946
- Inventory +2,341

- Construction in progress (1,118)
- Buildings and structures +3,344
- Machinery, equipment and vehicles +589
- Tools, furniture and fixtures, net +648
- Amortization of goodwill +1,159

Total Asset 54,283	
Assets	Current assets 36,251
	Fixed assets 18,032
	Net assets 36,862
Liabilities/Net assets	
	Current Liabilities 11,407
	Fixed liabilities 6,014
Net asset ratio 66.0%	

- Long-term borrowings +2,850
- Income taxes payable +489

- ✓ Acquisition of Treasury Shares, Completion of Acquisition Share Repurchase and Cancellation of Treasury Shares
 - Capital surplus (999)
 - Treasury shares (454)
- Retained earnings +2,624
- FX translation adjustment +1,169
- Net asset ratio (4.2) points

※Change from the end of previous fiscal year

New products | “Roland DG Assemble” , A Production Site Improvement Solution for Small and Medium-Sized Manufacturers

Launched on December 12

Challenges for manufacturers

- ① Shortage of human resources
- ② Human error
- ③ Cannot be standardized
- ④ Unable to share information between departments
- ⑤ Parts management



Roland DG's manufacturing

- ① Reduce workloads using digital technology
- ② Eliminates the need for bulk preparation and can also be used to deal with human resource shortages
- ③ Manage the entire production site with data

Roland DG Assemble

Developed Roland DG's manufacturing into a cloud service to provide solutions for manufacturers



① Worker support

Going paperless and incorporating IoT serves many functions, including reducing workloads, preventing human error, and providing educational support. These benefits improve workers' motivation and skills.

② Administrator support

Leverages data to visualize conditions and problems at production sites at the right times and level of accuracy, and provides tools for analysis and improvements. This allows administrators to shift their attention from administration to improvement, significantly shortening the improvement cycle.

③ Factory value improvement

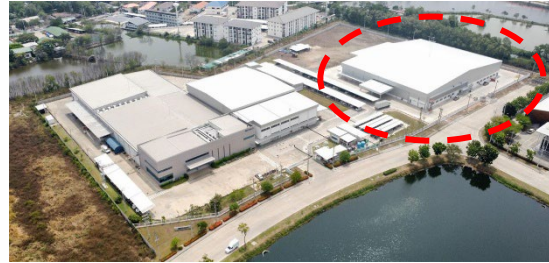
Enhances the flexibility of systems and human resources to prime factories to produce a broad range of products in small quantities and accommodate constantly changing product types and quantities. This enhances the value of factories by enabling them to respond swiftly to market and customer needs.

Sales Area	Sales Method	Service Type	Price
Japan	Direct	Cloud service	Starting at 50,000 yen/month (No initial cost)

Topics

Apr Personal system reform; Expanding the retirement age from 60 to 65
*Applicable from January 2024

May New building in Thailand Factory Commences operations



Oct Established sales subsidiary UAB DG DIMENSE, manufacture of wallpaper products



Nov Commences Operations at New Head Office



TrueVIS
AP-640



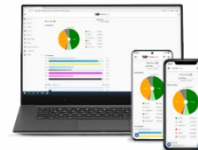
The company's first resin ink model

DGXPRESS
UG-642 UG-641



Launched the region-specific model DGXPRESS brand, with it first released of two models of UV printers

Roland DG Connect



Roland DG Connect Offers Expanded Operational Capabilities. Started. subscription service

DGXPRESS
ER-642



High-end model dedicated to Eco-Solvent for emerging market

Roland DG Assemble



Launched Production Site Improvement Solution



TrueVIS
LG-640 LG-540 LG-300 MG-640 MG-300

Two line-up of UV printers; high-productivity model and dissemination model

VersaSTUDIO
SIGN MAKER BN-200



The company's first DTF desktop inkjet printer targeting small- and medium-sized apparel business



VersaOBJECT
CO Series

Launch the new VersaOBJECT brand of products capable of printing brilliant color directly on a wide variety of three-dimensional objects. Globally expanded our Co-Creation model.

VersaSTUDIO
BN2-20 BN2-20A



Full model change the desktop inkjet printer

Appendix

New Products

Visual Communication (VC-Solvent)

Eco-Solvent lined up expanded in emerging market brand
DGXPRESS Launched on January, 2024



DGXPRESS ER-641

Ink type	Eco-Sol ink
Type	Print only
Sales Target	1,500 units in 3 years

- Entry model of ER-642, launched in Sep 2023. A well-balanced model between productivity and cost performance with streamlined functionalities
- Use evo-friendly cardboard-based ink cartridges. New recycle ink cartridge to transition from conventional plastic to cardboard-based materials and on 82% reduction in plastic content
- Sales regions are Asia(excl. Japan), Middle east, Africa, East Europe, CIS(excl. Russia and Belarus), and Central & South America



Banners



Billboards



Car wrapping

Matrix of brand and ink type

Ink type	Brand	
	Developed Market	Emerging Market※
Eco-Solvent	TrueVIS	DGXPRESS
	VG3-640/540 SG3-540/300 (Launched on March, 2022)	ER-642 (Launched on September, 2023) ER-641 (Launched on January, 2024)
UV	LG-640/540/300 MG-640/300 (Launched on January, 2023)	UG-642 UG-641 (Launched on March, 2023)
Resin	AP-640 (Launched on January, 2023)	—

※ Asia(excl. Japan), Middle east, Africa, East Europe, CIS(excl. Russia and Belarus), and Central & South America

New Products

Digital Fabrication

Full model change of desktop UV printer **Launched on January 11, 2024**



VersaOBJECT MO-240

Ink type	UV Ink
Price (with tax)	4,730 thousand JPY
Sales Target	2,500 units in 5 years (globally)

- The newest model of desktop UV printer which meets the needs for small lot, high-mix production in manufacturing
- Can be printed on a wide range of soft to hard materials, including plastic, paper, leather, wood, etc.
- Decorates high value-added items such as smartphone covers and other miscellaneous goods, leather goods, home appliances, etc.



Smartphone case



Nameplates



Golf Balls



Bottles and Flasks (using option)

Starts Worldwide Sales and Support of
DIMENSE Products **Launched on January 11, 2024**



DIMENSE Dimensor S

Ink type	Water-based ink
Price (with tax)	Open price
Print width	Maximum 1,580mm

- This innovative solution enables on-demand output of graphics with free design and a three-dimensional presence.
- Specialized PVC-free Dimense media, and high-quality water-based Dimense inks and structural inks - to ensure optimal results.
- Developing applications other than wallpaper, such as interior decoration and building materials, as a digital print solution that enhances expressions.



Wall paper



Interior decoration, canvas and art

New Products

Digital Fabrication

DTF printer that makes apparel goods production easy

Launched on January 19, 2024 (N. America)



VersaSTUDIO BY-20

Ink type	DTF water-based ink
Price (with tax)	JPY 1,265,000
Sales Target	4,000 units in 3 years (globally)

- Water-based printer using the DTF transfer method
- Can apparel goods such as original T-shirts and sportswear, etc.
- Can be printed on materials such as polyester, cotton poly, denim, nylon, and rayon etc.



T-shirt



Tote bags



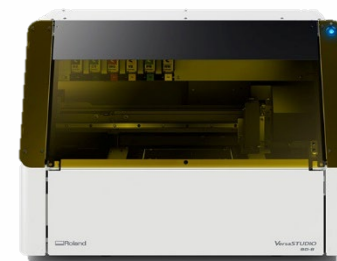
Home Déco



Jerseys

UV printers that easily produce profitable items

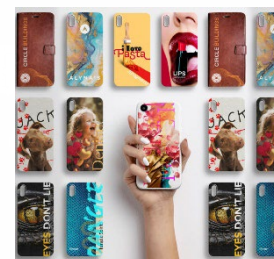
Launched on January 19, 2024 (N. America)



VersaSTUDIO BD-8

Ink type	UV Ink
Price (with tax)	JPY 1,518,000
Sales Target	2,000 units in 3 years (globally)

- A UV printer that can directly print on numerous materials such as plastic, leather, and wood.
- It supports items up to A5 size and 102mm in height.
- Easily to produce profitable items such as smartphone cases, stationery, cosmetic items and much more



Smartphone case



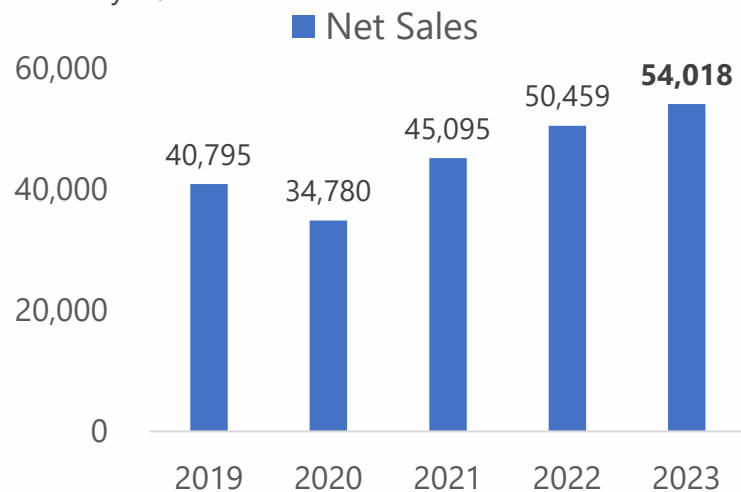
Industrial Marking



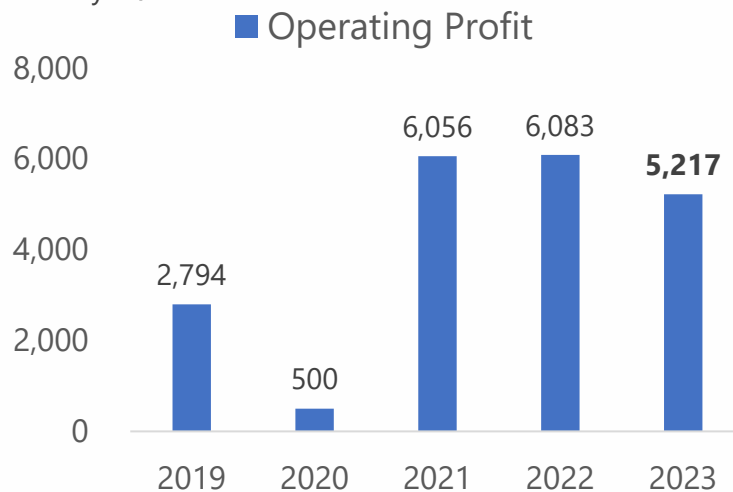
Golf ball

Financial Highlights

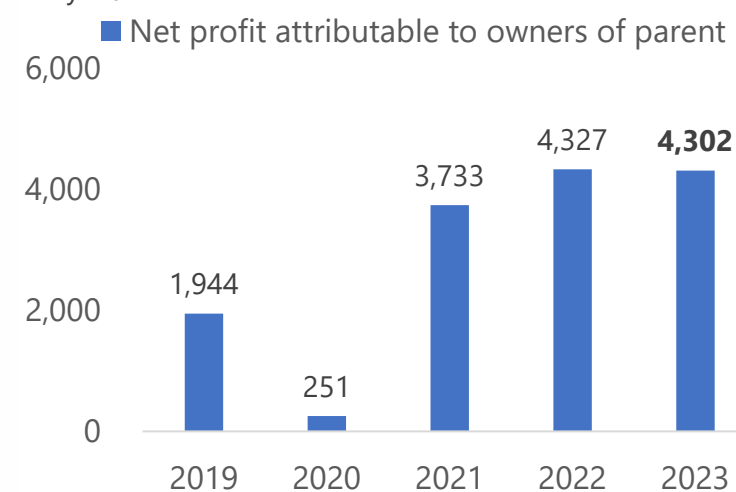
(Millions of yen)



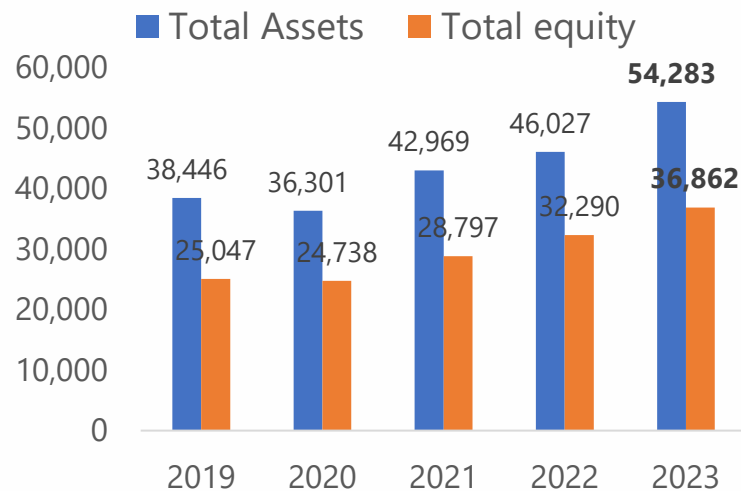
(Millions of yen)



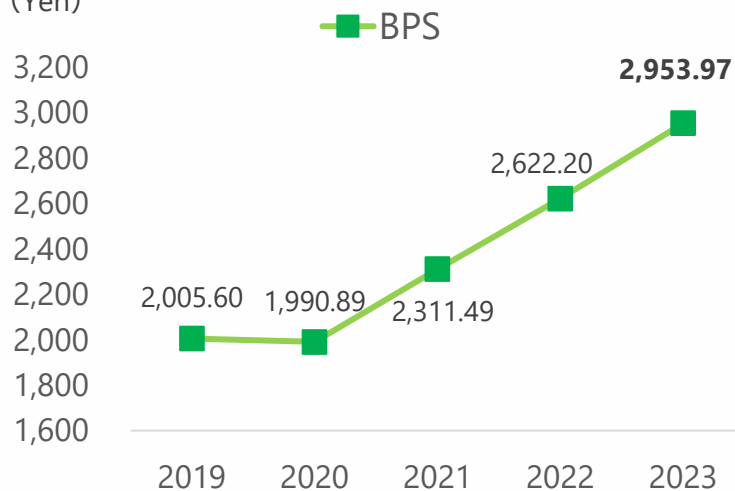
(Millions of yen)



(Millions of yen)



(Yen)



(Yen)



Consolidated financial results

		2022		2023			YoY change			
(Millions of yen)		Performance	% of sales	Original forecast	Previous forecast* ¹	Performance	% of sales	Change	Ratio	Exchange rate impact excluded Real term
Net Sales		50,459	-	58,100	54,500	54,018	-	3,559	107.1%	100.4%
Gross Profit		25,059	49.7%	27,700	27,700	27,211	50.4%	2,151	105.5%	98.0%
SGA cost		18,975	37.6%	20,700	21,900	21,994	40.7%	3,018	115.9%	111.1%
Operating Profit		6,083	12.1%	7,000	5,800	5,217	9.7%	(866)	85.8%	56.9%
Ordinary Profit		6,126	12.1%	7,000	6,000	5,348	9.9%	(777)	87.3%	58.4%
Net Profit* ²		4,327	8.6%	5,400	4,800	4,302	8.0%	(24)	99.4%	65.7%
EPS (yen)		347.69		438.52	395.52	354.51				
Average FX rate (Unit : yen)	USD	131.46		125.00	140.00	140.56				
	EUR	138.11		135.00	151.00	152.04				

Exchange rate Amount of impact	Net sales	3,369
	Operating Profit	1,754

*¹ Released on November 9, 2024

*² Net profit attributable to owners of parent

Consolidated financial results

* Released on November 9, 2024

(Millions of yen) Sales by Market	2022		2023				YoY change		
	Performance	% of sales	Original forecast	Previous forecast*	Performance	% of sales	Change	Ratio	Exchange rate impact excluded Real term
Visual Communication	23,846	47.3%	29,100	27,500	26,875	49.8%	3,028	112.7%	105.3%
Digital Fabrication	10,926	21.6%	11,600	11,000	11,034	20.4%	107	101.0%	94.7%
Dental	6,969	13.8%	8,600	6,700	7,097	13.1%	127	101.8%	95.6%
Service, Software & Others	8,716	17.3%	8,800	9,300	9,011	16.7%	295	103.4%	97.8%
Total	50,459	100.0%	58,100	54,500	54,018	100.0%	3,559	107.1%	100.4%
Sales by Product									
Hardware	25,694	50.9%	31,600	26,700	26,722	49.5%	1,027	104.0%	97.4%
Supplies	16,319	32.4%	17,800	18,900	18,610	34.5%	2,290	114.0%	106.8%
Service parts & Others	8,444	16.7%	8,700	8,900	8,684	16.0%	240	102.8%	97.1%
Sales by Region									
Japan	4,786	9.5%	5,300	4,400	4,616	8.5%	(170)	96.4%	-
North America	18,452	36.6%	21,700	19,500	18,677	34.6%	225	101.2%	94.7%
Europe	17,444	34.6%	19,200	19,000	19,076	35.3%	1,631	109.4%	99.6%
Asia	2,890	5.7%	3,800	3,400	3,668	6.8%	777	126.9%	125.3%
Others	6,885	13.6%	8,100	8,200	7,980	14.8%	1,094	115.9%	109.9%
Total	50,459	100.0%	58,100	54,500	54,018	100.0%	3,559	107.1%	100.4%

Consolidated financial results (3 months)

(Millions of yen)	2022				2023					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY	QoQ
Net Sales	11,316	12,768	12,854	13,519	12,687	12,992	13,934	14,403	106.5%	103.4%
Gross Profit	5,681	6,263	6,390	6,724	6,437	6,577	7,131	7,065	105.1%	99.1%
%	50.2%	49.1%	49.7%	49.7%	50.7%	50.6%	51.2%	49.1%	(0.6)P	(0.3)P
SGA cost	4,387	4,868	4,766	4,953	5,152	5,269	5,721	5,851	118.1%	102.3%
%	38.8%	38.1%	37.1%	36.6%	40.6%	40.6%	41.1%	40.6%	+4.0P	(0.5)P
Operating Profit	1,293	1,395	1,624	1,770	1,284	1,308	1,409	1,214	68.6%	86.2%
%	11.4%	10.9%	12.6%	13.1%	10.1%	10.1%	10.1%	8.4%	(4.7)P	(1.7)P
Ordinary Profit	1,467	1,406	1,558	1,693	1,365	1,526	1,363	1,093	64.6%	80.2%
%	13.0%	11.0%	12.1%	12.5%	10.8%	11.7%	9.8%	7.6%	(4.9)P	(2.2)P
Net Profit *	925	1,009	1,082	1,309	937	1,144	999	1,220	93.2%	122.2%
%	8.2%	7.9%	8.4%	9.7%	7.4%	8.8%	7.2%	8.5%	(1.2)P	+1.3P
EPS(yen)	74.25	81.01	86.87	105.56	77.09	94.37	82.45	100.6		

* Net profit attributable to owners of parent

Consolidated financial results (3 months)

(Millions of yen)	2022				2023					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY	QoQ
Sales by Market										
Visual Communication	5,186	5,939	6,199	6,521	6,240	6,457	7,207	6,969	106.9%	96.7%
Digital Fabrication	2,509	2,840	2,686	2,890	2,464	2,574	2,892	3,103	107.4%	107.3%
Dental	1,529	1,879	1,621	1,938	1,915	1,815	1,355	2,010	103.7%	148.4%
Service, Software & Others	2,090	2,110	2,347	2,168	2,066	2,145	2,480	2,319	107.0%	93.5%
Total	11,316	12,768	12,854	13,519	12,687	12,992	13,934	14,403	106.5%	103.4%
Sales by Product										
Hardware	5,843	6,472	6,138	7,240	6,383	6,196	6,742	7,400	102.2%	109.8%
Supplies	3,485	4,236	4,427	4,169	4,298	4,726	4,817	4,768	114.4%	99.0%
Service parts & Others	1,987	2,059	2,288	2,109	2,005	2,070	2,374	2,234	106.0%	94.1%
Sales by Region										
Japan	1,347	1,063	1,164	1,211	1,132	1,033	1,114	1,335	110.3%	119.9%
North America	3,859	4,752	4,644	5,196	4,391	4,582	5,101	4,601	88.6%	90.2%
Europe	3,880	4,414	4,456	4,692	4,483	4,633	4,721	5,238	111.6%	110.9%
Asia	772	699	765	653	735	823	902	1,206	184.7%	133.7%
Others	1,455	1,839	1,824	1,765	1,943	1,919	2,095	2,021	114.5%	96.5%
Total	11,316	12,768	12,854	13,519	12,687	12,992	13,934	14,403	106.5%	103.4%

Net sales by four market

Service, Software & Others

Service parts, maintenance, and connected service



DGS SHAPE CLOUD



Roland DG Connect

Dental

Dental milling machines



Digital Fabrication

Products that enable on-demand personalized and customization



Desktop Eco-Solvent printers



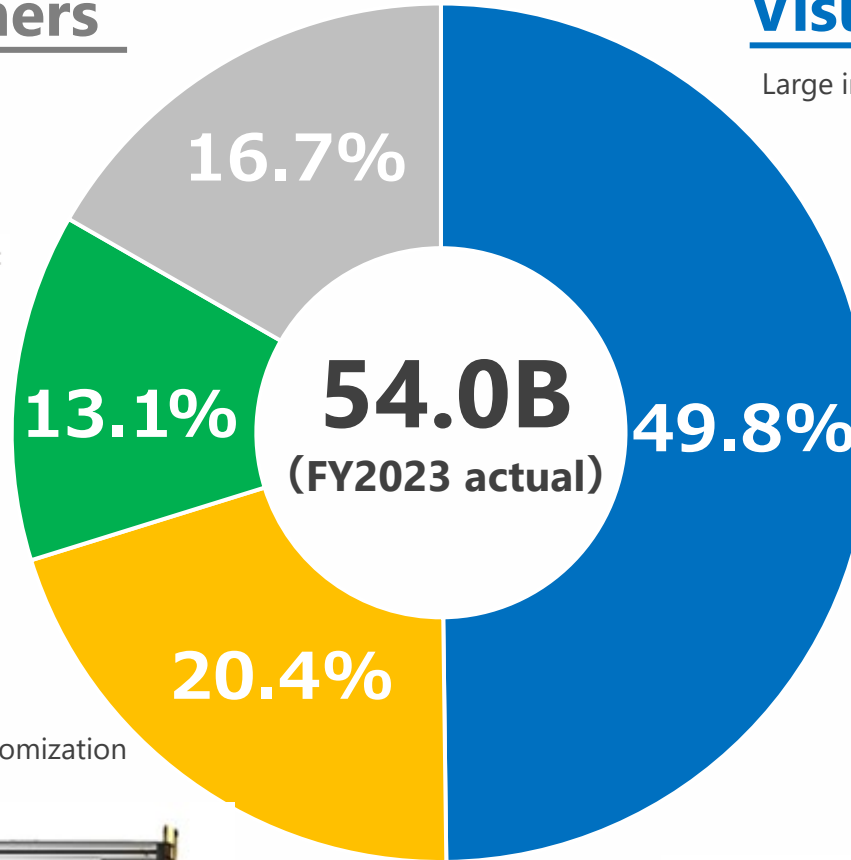
Co-Creation products



3D milling machines



Desktop UV printers



Visual Communication

Large inkjet printers for sign, displays and decorations

VC-Solvent

Eco-Solvent printers



Eco-Solvent printers

VC-Other

Non-Solvent printers



Cutting machines




Resin printers



UV printers

Purpose: To Empower Creativity and Excitement Worldwide



**Through innovative digital solutions,
we provide people around the world
with the amazement and joy of creation,
as well as the wow and excitement
that result from it.**

The information pertaining to our business plans and forecasts that has been provided in this presentation contains forward-looking statements that are based on the plans and prospects of the Company at this point in time. The actual business results could be significantly different from those stated in this presentation due to changes in conditions. As such, please be advised that it cannot be guaranteed that these statements will not differ materially from actual results.