

Consolidated Financial Results Highlights for the Fiscal Year ended December 31, 2020(1)

Consolidated Results

Operating Results

(Millions of Yen)

	'19/12	'20/12			'21/12 Forecast		
	Actual	Actual	YoY change		Forecast	YoY change	
			Difference	%		Difference	%
Net Sales	40,795	34,780	-6,015	-14.7%	41,500	6,719	19.3%
Operating Profit	2,794	500	-2,293	-82.1%	2,900	2,399	479.8%
Ordinary Profit	2,648	422	-2,226	-84.0%	2,900	2,477	586.0%
Profit attributable to owners of parent	1,944	251	-1,693	-87.1%	1,500	1,248	497.3%

Sales by Product

(Millions of Yen)

	'19/12	'20/12				'21/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Printers	13,183	10,053	28.9%	-3,130	-23.7%	13,800	33.3%	3,746	37.3%
Cutting Machines	1,098	1,003	2.9%	-95	-8.7%	1,100	2.6%	96	9.7%
3D Products	5,705	4,779	13.7%	-926	-16.2%	6,100	14.7%	1,320	27.6%
Supplies	13,411	12,153	35.0%	-1,257	-9.4%	13,500	32.5%	1,346	11.1%
Others	7,396	6,790	19.5%	-605	-8.2%	7,000	16.9%	209	3.1%
Total	40,795	34,780	100.0%	-6,015	-14.7%	41,500	100.0%	6,719	19.3%

Sales by Region

(Millions of Yen)

	'19/12	'20/12				'21/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Japan	4,745	4,164	12.0%	-580	-12.2%	4,650	11.2%	485	11.7%
North America	11,627	10,621	30.5%	-1,005	-8.6%	12,000	28.9%	1,378	13.0%
Europe	15,257	12,956	37.3%	-2,300	-15.1%	15,650	37.7%	2,693	20.8%
Asia	3,220	2,439	7.0%	-781	-24.3%	3,700	8.9%	1,260	51.7%
Others	5,944	4,597	13.2%	-1,346	-22.7%	5,500	13.3%	902	19.6%
Total	40,795	34,780	100.0%	-6,015	-14.7%	41,500	100.0%	6,719	19.3%

Other Key Items

(Millions of Yen)

	'19/12	'20/12	'21/12 Forecast
Capital expenditures	1,516	1,129	1,600
Depreciation and amortization	1,515	1,418	1,200
Personnel expenses	11,147	10,448	10,300
R&D expenses	3,720	3,022	3,200
Advertising and promotion expenses	1,103	569	900

Exchange Rates

(Yen)

	'19/12 Average Jan to Dec	'20/12 Average Jan to Dec	'20/12 Closing 31-Dec	'21/12 Average Forecast
USD	109.06	106.83	103.51	100.00
EUR	122.11	121.86	126.96	125.00
GBP	139.29	137.13	139.79	135.00
DKK	16.36	16.35	17.08	16.78
AUD	75.86	73.71	78.82	74.00
THB	3.52	3.42	3.45	3.40
RMB	15.78	15.49	15.89	15.40
KRW	0.0937	0.0906	0.0951	0.0890
BRL	27.70	20.95	19.87	20.00
RUB	1.69	1.49	1.40	1.50

Consolidated Financial Results Highlights for the Fiscal Year ended December 31, 2020(2)

Consolidated Results | FX impact

Operating Results

(Millions of yen)

	'19/12	'20/12	Difference	FX impact	FX excluded
Net Sales	40,795	34,780	-6,015	-592	-13.3%
Opening Profit	2,794	500	-2,293	-289	-71.8%

Sales by Product

(Millions of yen)

	'19/12	'20/12	Difference	FX impact	FX excluded
Printers	13,183	10,053	-3,130	-204	-22.2%
Cutting Machines	1,098	1,003	-95	-13	-7.4%
3D Products	5,705	4,779	-926	-58	-15.2%
Supplies	13,411	12,153	-1,257	-192	-7.9%
Others	7,396	6,790	-605	-123	-6.5%
Total	40,795	34,780	-6,015	-592	-13.3%

Sales by Region

(Millions of yen)

	'19/12	'20/12	Difference	FX impact	FX excluded
Japan	4,745	4,164	-580	-	-
North America	11,627	10,621	-1,005	-221	-6.7%
Europe	15,257	12,956	-2,300	-26	-14.9%
Asia	3,220	2,439	-781	-31	-23.3%
Others	5,944	4,597	-1,346	-311	-17.4%
Total	40,795	34,780	-6,015	-592	-13.3%

Average Currency Exchange Rates

(Yen)

	'19/12	'20/12	
	Jan to Dec	Jan to Dec	Change
USD	109.06	106.83	-2.0%
EUR	122.11	121.86	-0.2%