

Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2022(1)
Consolidated Results
Operating Results

(Millions of Yen)

	'21/12 Q3 ※ ¹	'22/12 Q3			'22/12 Forecast		
	Actual	Actual	YoY change		Forecast	YoY change	
			Difference	%		Difference	%
Net Sales	33,413	36,939	3,526	10.6%	51,000	5,904	13.1%
Operating Profit	4,835	4,313	-521	-10.8%	6,700	643	10.6%
Ordinary Profit	4,823	4,432	-390	-8.1%	6,800	717	11.8%
Profit attributable to owners of parent	2,807	3,017	209	7.5%	4,700	966	25.9%

Sales by Market

(Millions of Yen)

	'21/12 Q3 ※ ²	'22/12 Q3				'22/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Visual Communication	15,266	17,324	46.9%	2,058	13.5%	23,700	46.5%	3,461	17.1%
Digital Fabrication	7,321	8,036	21.8%	715	9.8%	11,200	22.0%	1,191	11.9%
Dental	4,706	5,030	13.6%	324	6.9%	7,300	14.3%	698	10.6%
Service, Software & Others	6,119	6,548	17.7%	428	7.0%	8,800	17.2%	552	6.7%
Total	33,413	36,939	100.0%	3,526	10.6%	51,000	100.0%	5,904	13.1%

Sales by Product

(Millions of Yen)

	'21/12 Q3 ※ ²	'22/12 Q3				'22/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Hardware	16,772	18,454	50.0%	1,682	10.0%	26,050	51.1%	3,381	14.9%
Supplies	10,722	12,150	32.9%	1,428	13.3%	16,400	32.1%	1,962	13.6%
Service parts & Others	5,918	6,335	17.1%	416	7.0%	8,550	16.8%	560	7.0%
Total	33,413	36,939	100.0%	3,526	10.6%	51,000	100.0%	5,904	13.1%

Sales by Region

(Millions of Yen)

	'21/12 Q3	'22/12 Q3				'22/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Japan	3,332	3,575	9.7%	242	7.3%	4,850	9.5%	316	7.0%
North America	10,813	13,256	35.9%	2,442	22.6%	18,500	36.3%	4,484	32.0%
Europe	12,248	12,751	34.5%	503	4.1%	17,400	34.1%	231	1.4%
Asia	2,286	2,237	6.1%	-49	-2.2%	3,000	5.9%	-230	-7.1%
Others	4,732	5,119	13.9%	386	8.2%	7,250	14.2%	1,101	17.9%
Total	33,413	36,939	100.0%	3,526	10.6%	51,000	100.0%	5,904	13.1%

Other Key Items

(Millions of Yen)

	'21/12 Q3	'22/12 Q3	'22/12 Forecast
Capital expenditures	1,467	2,254	1,600
Depreciation and amortization	952	976	1,320
Personnel expenses	8,035	8,484	11,400
R&D expenses	2,254	2,345	3,200
Advertising and promotion expenses	480	848	1,140

Exchange Rates

(Yen)

	'21/12 Q3 Average Jan to Sep	'22/12 Q3 Average Jan to Sep	'22/12 Q3 Closing 30-Sep	'22/12 Average Forecast
USD	108.50	128.06	144.81	132.00
EUR	129.87	136.00	142.42	138.00
GBP	150.37	160.62	161.75	162.00
DKK	17.47	18.28	19.14	18.50
AUD	82.40	90.43	94.13	91.00
THB	3.45	3.70	3.86	3.70
RMB	16.78	19.36	20.37	19.60
KRW	0.0959	0.1009	0.1010	0.1010
BRL	20.39	25.02	26.83	25.70
RUB	1.47	1.87	2.47	2.00

※1 We have changed the revenue recognition method starting from FY2022Q1. In accordance with the transitional treatment stated in the Revenue Recognition Accounting Principal 89-2, we have not restated the previous fiscal year's financials. The impact on the financials of this change however is minimal. The YoY comparison have been made with financials that have not been restated.

※2 From this fiscal year, we will change the existing categories for disclosure of sales by product to new categories by market and by product. With regard to year-on-year comparisons, the figures for the previous period have been reclassified to match the categorization of the figures for sales by market and sales by product. No changes have been made to the categories for disclosure of sales by region.

Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2022(2)

Consolidated Results | FX impact

Operating Results

(Millions of yen)

	'21/12 Q3 ※ ¹	'22/12 Q3	Difference	FX impact	FX excluded
Net Sales	33,413	36,939	3,526	3,199	1.0%
Operating Profit	4,835	4,313	-521	1,404	-39.8%

Sales by Market

(Millions of yen)

	'21/12 Q3 ※ ²	'22/12 Q3	Difference	FX impact	FX excluded
Visual Communication	15,266	17,324	2,058	1,694	2.4%
Digital Fabrication	7,321	8,036	715	665	0.7%
Dental	4,706	5,030	324	386	-1.3%
Service, Software & Others	6,119	6,548	428	452	-0.4%
Total	33,413	36,939	3,526	3,199	1.0%

Sales by Product

(Millions of yen)

	'21/12 Q3 ※ ²	'22/12 Q3	Difference	FX impact	FX excluded
Hardware	16,772	18,454	1,682	1,633	0.3%
Supplies	10,722	12,150	1,428	1,113	2.9%
Service parts & Others	5,918	6,335	416	452	-0.6%
Total	33,413	36,939	3,526	3,199	1.0%

Sales by Region

(Millions of yen)

	'21/12 Q3	'22/12 Q3	Difference	FX impact	FX excluded
Japan	3,332	3,575	242	—	—
North America	10,813	13,256	2,442	2,024	3.9%
Europe	12,248	12,751	503	612	-0.9%
Asia	2,286	2,237	-49	60	-4.8%
Others	4,732	5,119	386	501	-2.4%
Total	33,413	36,939	3,526	3,199	1.0%

Average Currency Exchange Rates

(Yen)

	'21/12 Q3	'22/12 Q3	
	Jan to Sep	Jan to Sep	Change %
USD	108.50	128.06	18.0%
EUR	129.87	136.00	4.7%

※1 We have changed the revenue recognition method starting from FY2022Q1. In accordance with the transitional treatment stated in the Revenue Recognition Accounting Principal 89-2, we have not restated the previous fiscal year's financials. The impact on the financials of this change however is minimal. The YoY comparison have been made with financials that have not been restated.

※2 From this fiscal year, we will change the existing categories for disclosure of sales by product to new categories by market and by product. With regard to year-on-year comparisons, the figures for the previous period have been reclassified to match the categorization of the figures for sales by market and sales by product. No changes have been made to the categories for disclosure of sales by region.

Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2022(3)

Consolidated Results

※With regard to the year-on-year comparisons below, the figures for the nine months ended September 30, 2022 have been reclassified to match the categorization of figures for sales by product under the previously used categories.

Sales by Product

(Millions of Yen)

	'21/12 Q3	'22/12 Q3 ※				'22/12 Forecast ※			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Printers	10,807	12,348	33.4%	1,540	14.3%	17,450	34.2%	3,038	21.1%
Plotters	884	811	2.2%	-73	-8.3%	1,000	2.0%	-209	-17.3%
3D products	5,079	5,294	14.3%	215	4.2%	7,600	14.9%	552	7.8%
Supplies	10,722	12,150	32.9%	1,428	13.3%	16,400	32.1%	1,962	13.6%
Others	5,918	6,335	17.1%	416	7.0%	8,550	16.8%	560	7.0%
Total	33,413	36,939	100.0%	3,526	10.6%	51,000	100.0%	5,904	13.1%

Consolidated Results | FX impact | Previous Categories

Sales by Product

(Millions of Yen)

	'21/12 Q3	'22/12 Q3 ※	Difference	FX impact	FX excluded
Printers	10,807	12,348	1,540	1,179	3.3%
Plotters	884	811	-73	78	-17.1%
3D products	5,079	5,294	215	375	-3.2%
Supplies	10,722	12,150	1,428	1,113	2.9%
Others	5,918	6,335	416	452	-0.6%
計	33,413	36,939	3,526	3,199	1.0%

Average Currency Exchange Rates

(Yen)

	'21/12 Q3	'22/12 Q3	
	Jan to Sep	Jan to Sep	Change %
USD	108.50	128.06	18.0%
EUR	129.87	136.00	4.7%