

Consolidated Financial Results Highlights for the First Quarter of the Fiscal Year ended December 31, 2023(1)

Consolidated Results

Operating Results

(Millions of Yen)

	'22/12 Q1	'23/12 Q1			'23/12 Forecast		
	Actual	Actual	YoY change		Forecast	YoY change	
			Difference	%		Difference	%
Net Sales	11,316	12,687	1,370	12.1%	58,100	7,640	15.1%
Operating Profit	1,293	1,284	-8	-0.7%	7,000	916	15.1%
Ordinary Profit	1,467	1,365	-102	-7.0%	7,000	873	14.3%
Profit attributable to owners of parent	925	937	12	1.4%	5,400	1,072	24.8%

Sales by Market

(Millions of Yen)

	'22/12 Q1	'23/12 Q1			'23/12 Forecast				
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Visual Communication	5,186	6,240	49.2%	1,054	20.3%	29,100	50.1%	5,253	22.0%
Digital Fabrication	2,509	2,464	19.4%	-45	-1.8%	11,600	20.0%	673	6.2%
Dental	1,529	1,915	15.1%	385	25.2%	8,600	14.8%	1,630	23.4%
Service, Software & Others	2,090	2,066	16.3%	-24	-1.2%	8,800	15.1%	83	1.0%
Total	11,316	12,687	100.0%	1,370	12.1%	58,100	100.0%	7,640	15.1%

Sales by Product

(Millions of Yen)

	'22/12 Q1	'23/12 Q1			'23/12 Forecast				
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Hardware	5,843	6,383	50.3%	539	9.2%	31,600	54.4%	5,905	23.0%
Supplies	3,485	4,298	33.9%	812	23.3%	17,800	30.6%	1,480	9.1%
Service parts & Others	1,987	2,005	15.8%	18	0.9%	8,700	15.0%	255	3.0%
Total	11,316	12,687	100.0%	1,370	12.1%	58,100	100.0%	7,640	15.1%

Sales by Region

(Millions of Yen)

	'22/12 Q1	'23/12 Q1			'23/12 Forecast				
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Japan	1,347	1,132	8.9%	-215	-16.0%	5,300	9.1%	513	10.7%
North America	3,859	4,391	34.6%	532	13.8%	21,700	37.4%	3,247	17.6%
Europe	3,880	4,483	35.4%	602	15.5%	19,200	33.0%	1,755	10.1%
Asia	772	735	5.8%	-36	-4.7%	3,800	6.5%	909	31.5%
Others	1,455	1,943	15.3%	488	33.5%	8,100	14.0%	1,214	17.6%
Total	11,316	12,687	100.0%	1,370	12.1%	58,100	100.0%	7,640	15.1%

Other Key Items

(Millions of Yen)

	'22/12 Q1	'23/12 Q1	'23/12 Forecast
Capital expenditures	491	1,509	4,600
Depreciation and amortization	305	335	1,600
Personnel expenses	2,725	3,068	12,700
R&D expenses	785	748	3,300
Advertising and promotion expenses	222	339	1,300

Exchange Rates

(Yen)

	'22/12 Q1 Average Jan to Mar	'23/12 Q1 Average Jan to Mar	'23/12 Q1 Closing 31-Mar	'23/12 Average Forecast
USD	116.20	132.32	133.54	125.00
EUR	130.43	142.13	145.76	135.00
GBP	155.98	160.90	165.59	160.00
DKK	17.53	19.09	19.57	18.12
AUD	84.07	90.67	89.67	91.00
THB	3.52	3.92	3.92	3.70
RMB	18.29	19.35	19.42	19.40
KRW	0.0964	0.1040	0.1029	0.1010
BRL	22.25	25.50	26.22	25.00
RUB	1.35	1.82	1.73	1.90

Consolidated Financial Results Highlights for the First Quarter of the Fiscal Year ended December 31, 2023(2)

Consolidated Results | FX impact

Operating Results

(Millions of yen)

	'22/12 Q1	'23/12 Q1	Difference	FX impact	FX excluded
Net Sales	11,316	12,687	1,370	1,031	3.0%
Operating Profit	1,293	1,284	-8	419	-33.1%

Sales by Market

(Millions of yen)

	'22/12 Q1	'23/12 Q1	Difference	FX impact	FX excluded
Visual Communication	5,186	6,240	1,054	546	9.8%
Digital Fabrication	2,509	2,464	-45	198	-9.7%
Dental	1,529	1,915	385	147	15.5%
Service, Software & Others	2,090	2,066	-24	138	-7.8%
Total	11,316	12,687	1,370	1,031	3.0%

Sales by Product

(Millions of yen)

	'22/12 Q1	'23/12 Q1	Difference	FX impact	FX excluded
Hardware	5,843	6,383	539	530	0.2%
Supplies	3,485	4,298	812	362	12.9%
Service parts & Others	1,987	2,005	18	138	-6.1%
Total	11,316	12,687	1,370	1,031	3.0%

Sales by Region

(Millions of yen)

	'22/12 Q1	'23/12 Q1	Difference	FX impact	FX excluded
Japan	1,347	1,132	-215	—	—
North America	3,859	4,391	532	535	-0.1%
Europe	3,880	4,483	602	337	6.8%
Asia	772	735	-36	15	-6.7%
Others	1,455	1,943	488	144	23.6%
Total	11,316	12,687	1,370	1,031	3.0%

Average Currency Exchange Rates

(Yen)

	'22/12 Q1	'23/12 Q1	
	Jan to Mar	Jan to Mar	Change %
USD	116.20	132.32	13.9%
EUR	130.43	142.13	9.0%