

Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2019(1)
Consolidated Results
Operating Results

(Millions of Yen)

	'18/12 Q3	'19/12 Q3			'19/12 Forecast		
	Amount	Amount	YoY change		Amount	YoY change	
			Difference	%		Difference	%
Net Sales	31,206	29,885	-1,321	-4.2%	42,000	-774	-1.8%
Operating income	2,846	2,316	-529	-18.6%	3,000	-1,250	-29.4%
Ordinary income	2,707	2,189	-518	-19.1%	2,800	-1,176	-29.6%
Profit attributable to owners of parent	1,832	1,648	-184	-10.1%	1,900	-981	-34.1%

Sales by Product

(Millions of Yen)

	'18/12 Q3	'19/12 Q3				'19/12 Forecast			
	Amount	Amount	%	YoY change		Amount	%	YoY change	
				Difference	%			Difference	%
Printers	10,339	9,545	31.9%	-794	-7.7%	14,490	34.5%	243	1.7%
Cutting Machines	998	820	2.8%	-177	-17.8%	1,330	3.2%	-6	-0.5%
3D Products	3,952	4,027	13.5%	75	1.9%	5,900	14.0%	280	5.0%
Supplies	10,183	10,016	33.5%	-167	-1.6%	13,110	31.2%	-542	-4.0%
Others	5,734	5,476	18.3%	-257	-4.5%	7,170	17.1%	-749	-9.5%
Total	31,206	29,885	100.0%	-1,321	-4.2%	42,000	100.0%	-774	-1.8%

Sales by Region

(Millions of Yen)

	'18/12 Q3	'19/12 Q3				'19/12 Forecast			
	Amount	Amount	%	YoY change		Amount	%	YoY change	
				Difference	%			Difference	%
Japan	3,339	3,610	12.1%	270	8.1%	4,820	11.5%	186	4.0%
North America	8,937	8,422	28.2%	-515	-5.8%	12,280	29.2%	12	0.1%
Europe	11,798	11,102	37.2%	-695	-5.9%	15,290	36.4%	-913	-5.6%
Asia	2,470	2,402	8.0%	-68	-2.8%	3,480	8.3%	-37	-1.1%
Others	4,661	4,347	14.5%	-313	-6.7%	6,130	14.6%	-23	-0.4%
Total	31,206	29,885	100.0%	-1,321	-4.2%	42,000	100.0%	-774	-1.8%

Other Key Items

(Millions of Yen)

	'18/12 Q3	'19/12 Q3	'19/12 Forecast
Capital expenditures	642	689	1,700
(Application of IFRS 16 "Leases")	-	1,097	-
Depreciation and amortization	873	900	1,300
(Application of IFRS 16 "Leases")	-	1,120	-
Personnel expenses	8,571	8,309	11,300
R&D expenses	2,328	2,701	3,600
Advertising and promotion expenses	742	825	1,200

Exchange Rates

(Yen)

	'18/12 Q3 Average Jan to Sep	'19/12 Q3 Average Jan to Sep	'19/12 Q3 Closing 30-Sep	'19/12 Average Forecast
USD	109.62	109.16	107.96	105.00
EUR	131.00	122.69	118.05	125.00
GBP	148.27	139.08	132.63	140.00
DKK	17.59	16.44	15.81	16.78
AUD	83.14	76.37	72.87	78.00
THB	3.41	3.49	3.53	3.40
RMB	16.85	15.90	15.13	16.00
KRW	0.1005	0.0941	0.0899	0.09700
BRL	30.68	28.13	25.95	29.00
RUB	1.79	1.68	1.67	1.60

Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2019(2)

Consolidated Results | FX impact

Operating Results

(Millions of yen)

	'18/12 Q3	'19/12 Q3	Difference	FX impact	FX excluded
Net Sales	31,206	29,885	-1,321	-1,055	-0.9%
Operating income	2,846	2,316	-529	-532	0.1%

Sales by Product

(Millions of yen)

	'18/12 Q3	'19/12 Q3	Difference	FX impact	FX excluded
Printers	103,394	9,545	-794	-359	-4.2%
Cutting Machines	9,982	820	-177	-24	-15.3%
3D Products	39,520	4,027	75	-140	5.5%
Supplies	101,830	10,016	-167	-344	1.7%
Others	57,341	5,476	-257	-186	-1.2%
Total	312,069	29,885	-1,321	-1,055	-0.9%

Sales by Region

(Millions of yen)

	'18/12 Q3	'19/12 Q3	Difference	FX impact	FX excluded
Japan	3,339	3,610	270	—	—
North America	8,937	8,422	-515	-35	-5.4%
Europe	11,798	11,102	-695	-751	0.5%
Asia	2,470	2,402	-68	-63	-0.2%
Others	4,661	4,347	-313	-204	-2.3%
Total	31,206	29,885	-1,321	-1,055	-0.9%

Average Currency Exchange Rates

(Yen)

	'18/12 Q3	'19/12 Q3	
	Jan to Sep	Jan to Sep	Change %
USD	109.62	109.16	-0.4%
EUR	131.00	122.69	-6.3%