

Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2018(1)

Consolidated Results

Operating Results

(Millions of Yen)

	'17/12 Q3	'18/12 Q3			'18/12 Forecast		
	Amount	Amount	YoY change		Amount	YoY change	
			Difference	%		Difference	%
Net Sales	31,799	31,206	-593	-1.9%	43,600	26	0.1%
Operating income	2,571	2,846	274	10.7%	3,400	-453	-11.8%
Ordinary income	2,541	2,707	166	6.5%	3,200	-604	-15.9%
Profit attributable to owners of parent	849	1,832	983	115.8%	2,200	281	14.7%

Sales by Product

(Millions of Yen)

	'17/12 Q3	'18/12 Q3			'18/12 Forecast				
	Amount	Amount	%	YoY change		Amount	%	YoY change	
				Difference	%			Difference	%
Printers	11,549	10,339	33.1%	-1,210	-10.5%	15,180	34.8%	-930	-5.8%
Cutting Machines	1,059	998	3.2%	-61	-5.8%	1,620	3.7%	128	8.6%
3D Products	3,518	3,952	12.7%	433	12.3%	6,270	14.4%	1,264	25.3%
Supplies	10,241	10,183	32.6%	-58	-0.6%	13,530	31.0%	-146	-1.1%
Others	5,430	5,734	18.4%	303	5.6%	7,000	16.1%	-288	-4.0%
Total	0	31,206	100.0%	-593	-1.9%	43,600	100.0%	26	0.1%

Sales by Region

(Millions of Yen)

	'17/12 Q3	'18/12 Q3			'18/12 Forecast				
	Amount	Amount	%	YoY change		Amount	%	YoY change	
				Difference	%			Difference	%
Japan	3,706	3,339	10.7%	-366	-9.9%	5,060	11.6%	16	0.3%
North America	9,089	8,937	28.7%	-152	-1.7%	11,300	25.9%	-630	-5.3%
Europe	11,293	11,798	37.8%	504	4.5%	15,770	36.2%	-108	-0.7%
Asia	2,519	2,470	7.9%	-49	-1.9%	4,020	9.2%	338	9.2%
Others	5,191	4,661	14.9%	-530	-10.2%	7,450	17.1%	410	5.8%
Total	31,799	31,206	100.0%	-593	-1.9%	43,600	100.0%	26	0.1%

Other Key Items

(Millions of Yen)

	'17/12 Q3	'18/12 Q3	'18/12 Forecast
Capital expenditures	643	642	1,400
Depreciation and amortization	914	873	1,300
Personnel expenses	8,799	8,571	12,000
R&D expenses	2,243	2,328	3,200
Advertising and promotion expenses	805	742	1,200

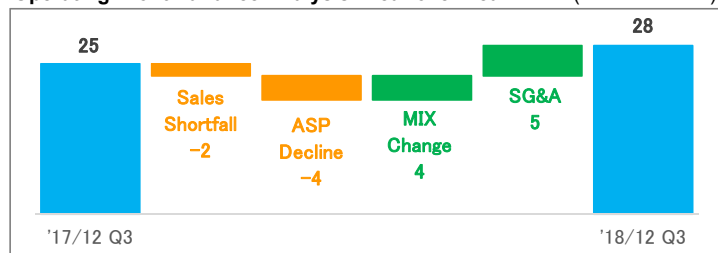
Exchange Rates

(Yen)

	'17/12 Q3 Average Jan to Sep	'18/12 Q3 Average Jan to Sep	'18/12 Q3 Closing 30-Sep	'18/12 Average Forecast
USD	111.93	109.62	113.60	110.00
EUR	124.59	131.00	132.17	130.00
GBP	142.71	148.27	148.59	145.00
DKK	16.75	17.59	17.73	17.45
AUD	85.77	83.14	81.85	85.00
THB	3.27	3.41	3.50	3.30
RMB	16.47	16.85	16.50	16.50
KRW	0.0984	0.1005	0.1022	0.09500
BRL	35.29	30.68	28.31	35.00
RUB	1.92	1.79	1.73	1.90

Operating Profit Variance Analysis Year over Year

(Billions of Yen)



Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2018(2)
Consolidated Results | FX impact
Operating Results

(100 Millions of yen)

	'17/12 Q3	'18/12 Q3	Difference	FX impact	FX excluded
Net Sales	317	312	-5	2	-2.6%
Opening income	25	28	2	0	10.8%

Sales by Product

(100 Millions of yen)

	'17/12 Q3	'18/12 Q3	Difference	FX impact	FX excluded
Printers	115	103	-12	0	-11.2%
Cutting Machines	10	9	0	0	-6.1%
3D Products	35	39	4	0	11.2%
Supplies	102	101	0	0	-1.2%
Others	54	57	3	0	4.9%
Total	317	312	-5	2	-2.6%

Sales by Region

(100 Millions of yen)

	'17/12 Q3	'18/12 Q3	Difference	FX impact	FX excluded
Japan	37	33	-3	—	—
North America	90	89	-1	-1	0.4%
Europe	112	117	5	5	-0.6%
Asia	25	24	0	0	-2.6%
Others	51	46	-5	-1	-6.8%
Total	317	312	-5	2	-2.6%

Average Currency Exchange Rates

(Yen)

	'17/12 Q3	'18/12 Q3	
	Jan to Sep	Jan to Sep	Change %
USD	111.93	109.62	-2.1%
EUR	124.59	131.00	5.1%