









# Roland DG Corporation

## **Consolidated Financial Results for the Three Months Ended March 31, 2023**

May 12, 2023

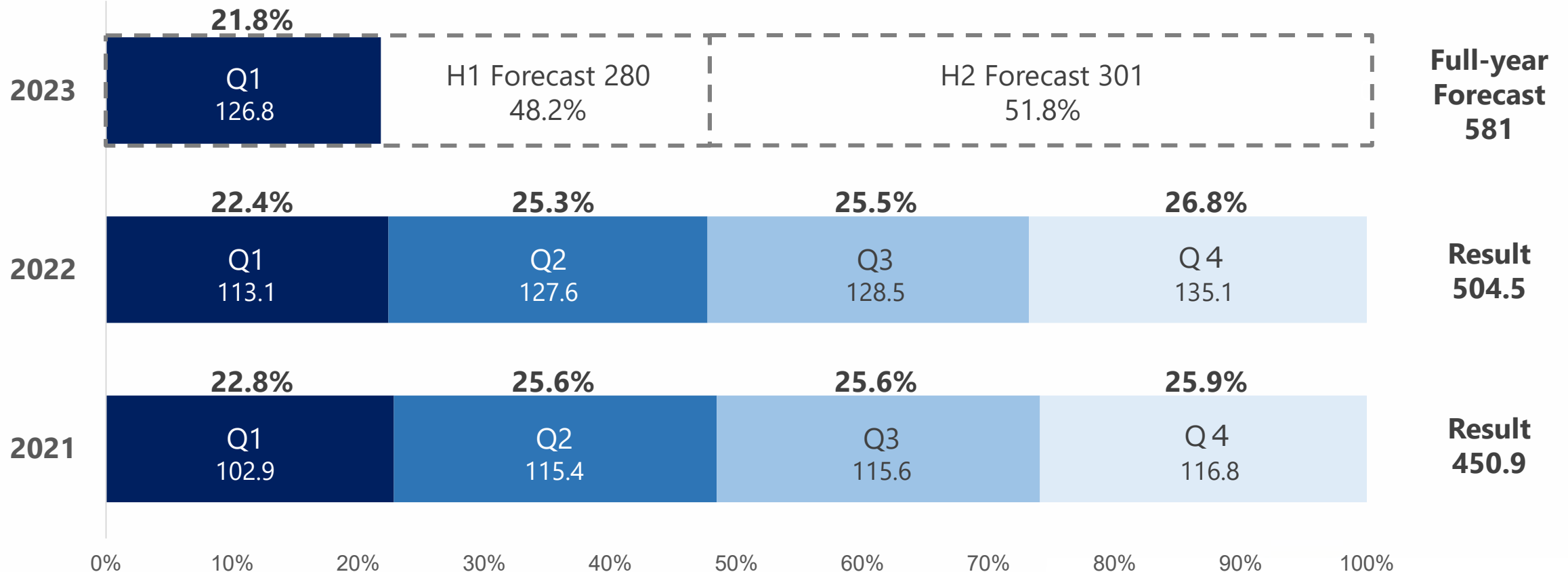
# Q1 performance and Q2 outlook

Key Factor	vs Expectation	Q1 performance	vs Expectation	Q2 outlook
<b>Demand</b>		<ul style="list-style-type: none"> <li>Stimulated demand through new product promotions</li> <li>Expanded demand by promotions on existing products</li> </ul>		<ul style="list-style-type: none"> <li>New product sales to contribute as a result of various tradeshows</li> <li>Promote sales expansion of emerging market models</li> </ul>
<b>Supply</b>		<ul style="list-style-type: none"> <li>Back orders increased due to increased demand in existing products and procurement delays</li> <li>Overall supply situation improving</li> </ul>		<ul style="list-style-type: none"> <li>Parts procurement situation to continue improving and reduce back orders but will still remain</li> </ul>
<b>Cost/ Margin</b>		<ul style="list-style-type: none"> <li>Transportation cost were slightly lower than expected</li> </ul>		<ul style="list-style-type: none"> <li>Transportation cost to continue improving</li> </ul>
<b>FX</b>		<ul style="list-style-type: none"> <li>Weaker Yen than assumption                      【Assumption】                      USD : JPY125    EUR : JPY135                      【Q1 Average】                      USD : JPY130.43    EUR : JPY142.13</li> </ul>		<ul style="list-style-type: none"> <li>Expect Yen to stay weaker than assumption</li> </ul>

# Q1 progress vs FY guidance

- Q1 tends to be the lowest quarter due to quarterly sales seasonality
- H2 sales expected to be higher due to high demand in Q4

(100 millions of yen)



■ **Strong VC \* & Dental; weak yen also contributed to double digit sales growth**

- Printers and supplies for VC and dental milling machines contributed to growth
- Yen depreciation pushed up sales

\* Visual Communication

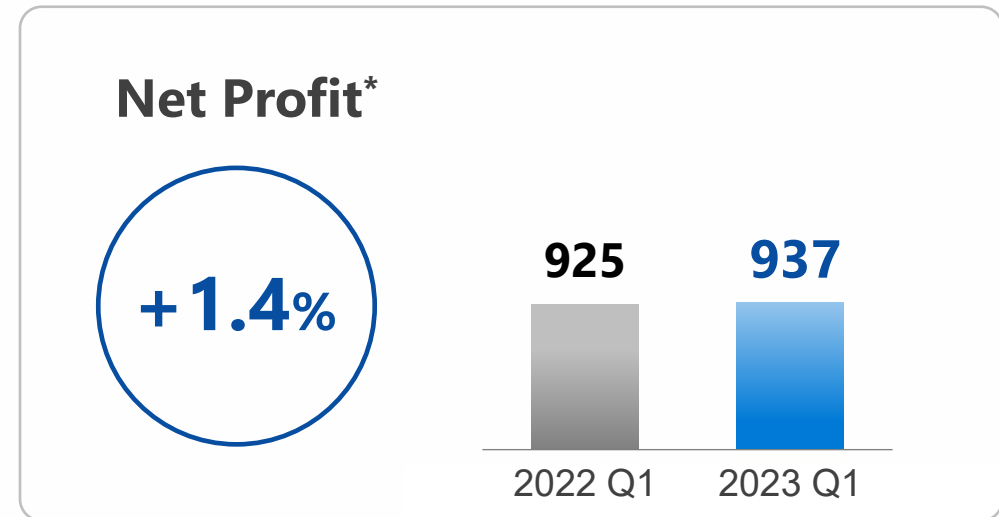
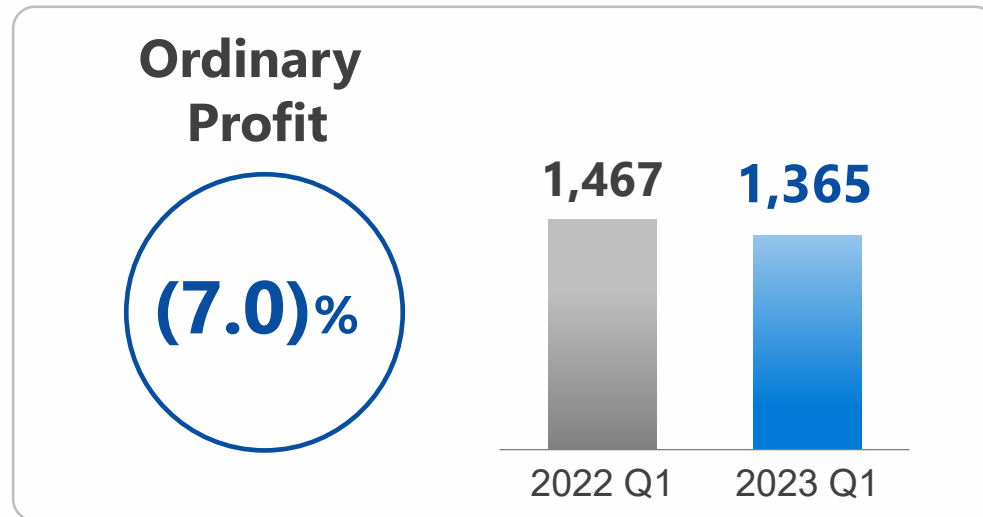
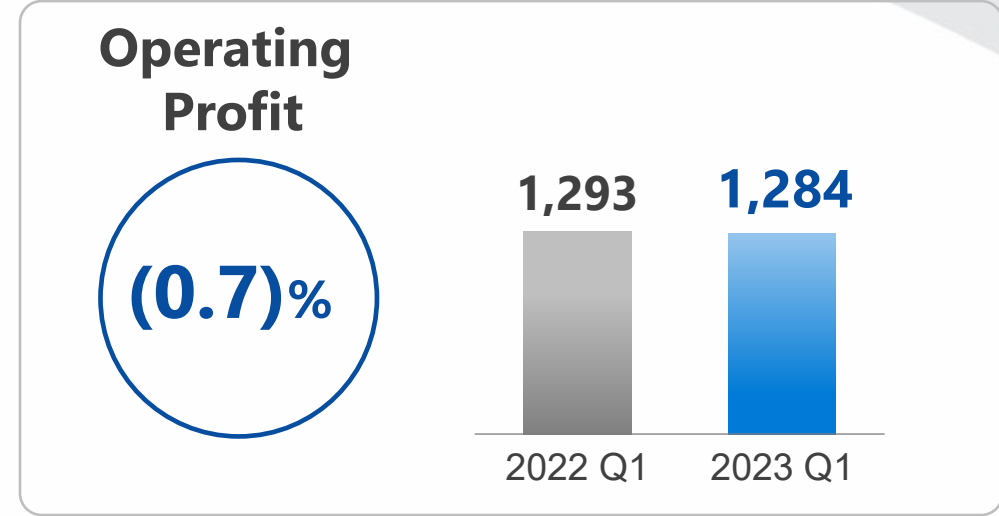
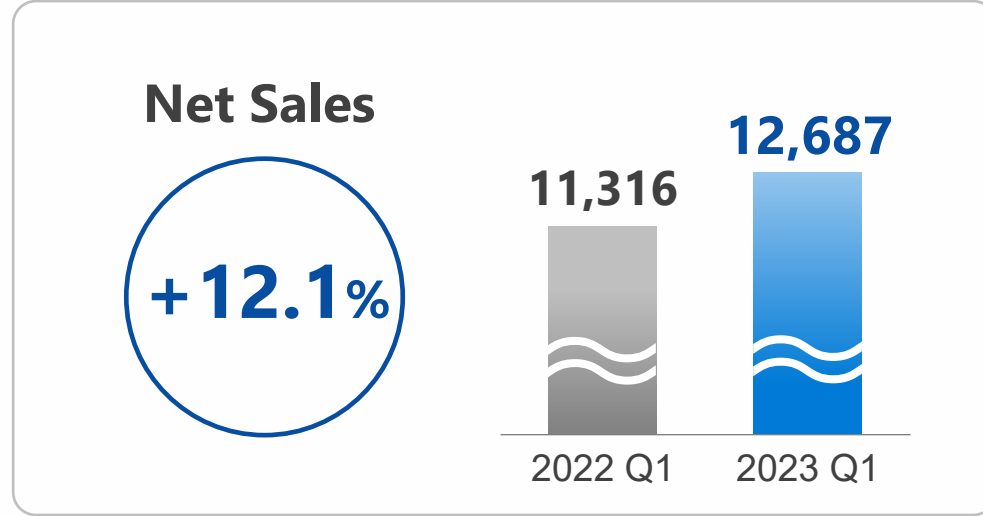
■ **OP remained flat YoY**

- Parts cost increased but transportation cost decreased
- Marketing & Promotion cost increased due to new product launch
- Price hike and FX pushed up profits

# Double digit sales growth; OP remained flat

YoY performance

(Millions of yen)



# Sales and Operating Profit delta breakdown

## Variance Analysis YoY

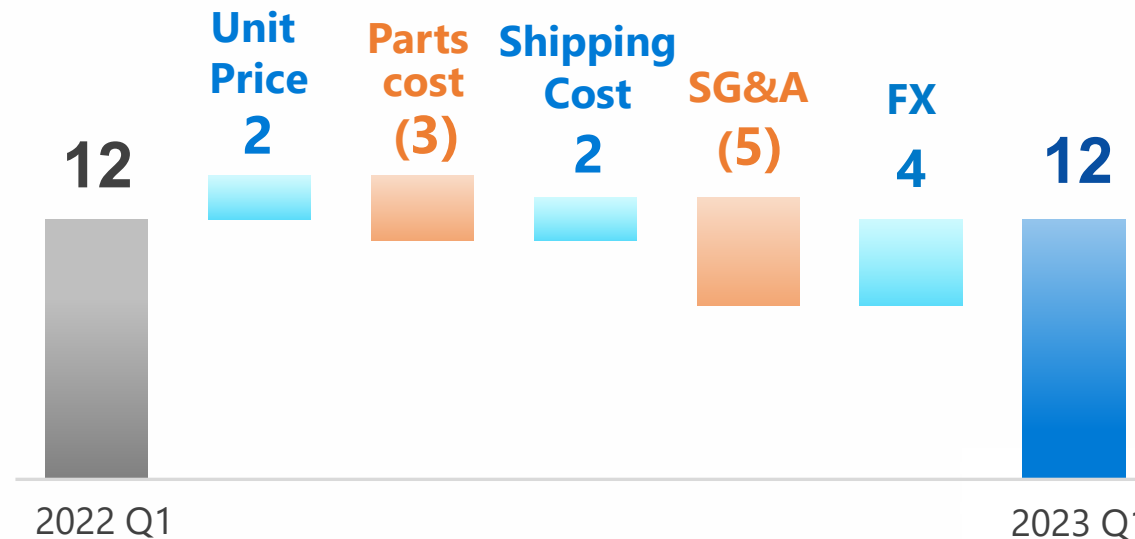
(100 Millions of Yen)

Net Sales



Average FX rate (Unit : yen)	USD	2022 Q1	2023 Q1	
	USD	116.20	132.32	113.9%
	EUR	130.43	142.13	109.0%

Operating Profit



- Main increase in SG&A cost
- Personnel +1
  - Ads & promotion +1
  - Travel & transportation +1
  - Transportation and storage cost +1
  - Others +1

# Visual Communication and Dental increased

## Sales by market YoY

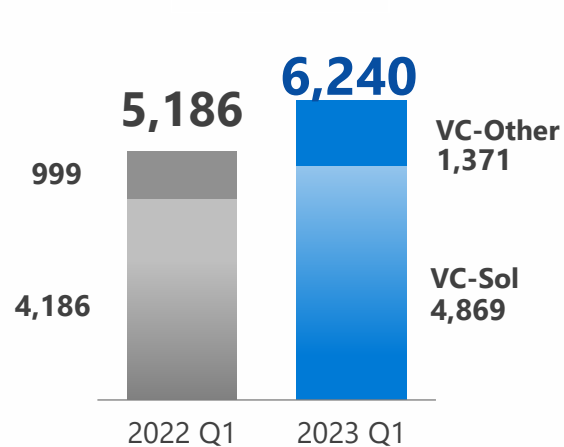
(Millions of yen)

Top : YoY %

Bottom: FX excluded

**+20.3%**

**+9.8%**

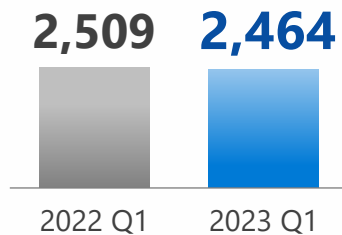


### Visual Communication

- Eco-solvent printers for sign market and eco-solvent in sales grew (VC-Solvent)
- UV printers LG/MG series launched in Jan as well as UV inks grew (VC-Other)

**(1.8)%**

**(9.7)%**

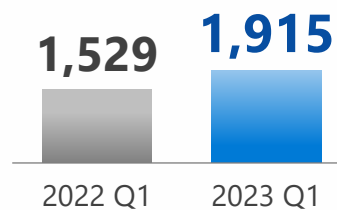


### Digital Fabrication

- Desktop cutting machines and 3D milling machines declined
- BN series, incl. desktop apparel printer BN-20D launched in Jan, and Co-Creation model (collaboration with external partners) LEC2 S Series was solid

**+25.2%**

**+15.5%**

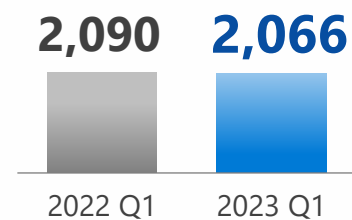


### Dental

- High productivity model DWX-53DC launched in Sep grew solidly
- Emerging market model, DWX-52DCi grew in Middle East, Central/South America, Asia, and Eastern Europe

**(1.2)%**

**(7.8)%**



### Service, Software & Others

- Transportation fee increased but other service parts sales fell YoY

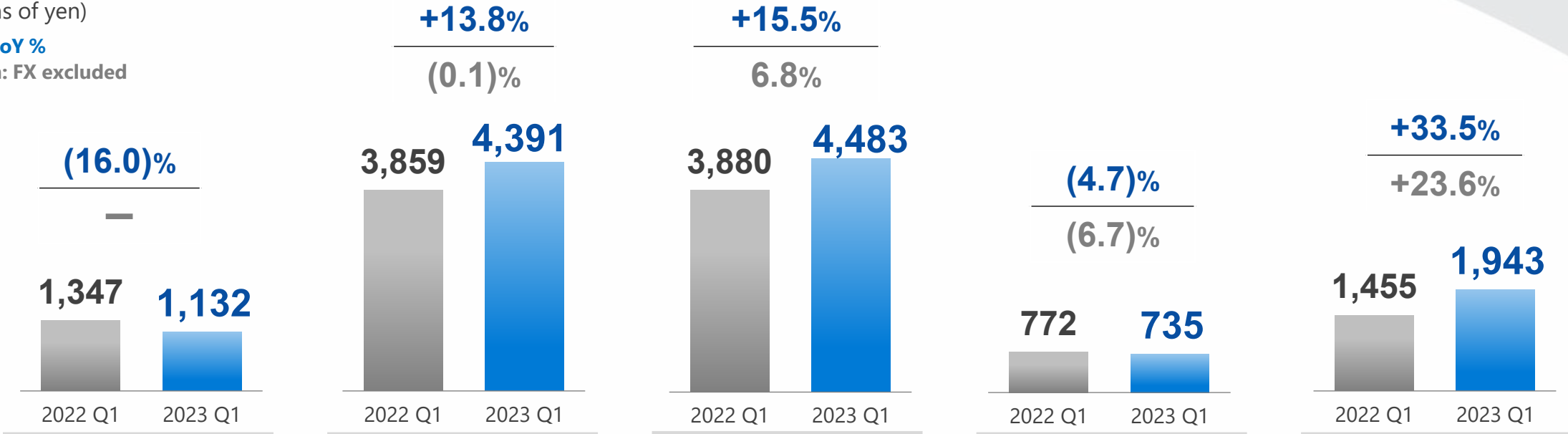
# “Others” region incl. Australia, Central/South America, and Middle East grew

## Sales by Regions YoY

(Millions of yen)

Top : YoY %

Bottom: FX excluded



### Japan

- Eco-Solvent printers for sign market and roll type UV printers grew
- 3D milling machines and desktop UV printers decreased
- SSO decreased

### N. America

- Eco-Solvent printers and supplies for sign market and new roll-to-roll UV printers grew
- Desktop printer, BN Series, and Co-Creation flatbed UV models grew
- New dental milling machine DWX-53DC expected

### Europe

- Eco-Solvent printers for sign market and roll type UV printers grew
- Co-Creation flatbed UV printers declined but desktop UV printers increased
- New dental product DWX-53DC contributed

### Asia

- Korea and India slowed YoY
- Eco-Solvent printers for sign market and the emerging market model DWX-52Di grew in China and ASEAN region

### Others

- Eco-solvent printers for sign market and UV printers grew in Australia and Brazil
- The emerging market model DWX-52Di grew in Middle East and Central America



# Prioritized new products and focused on securing parts

## Change in inventory value and production value

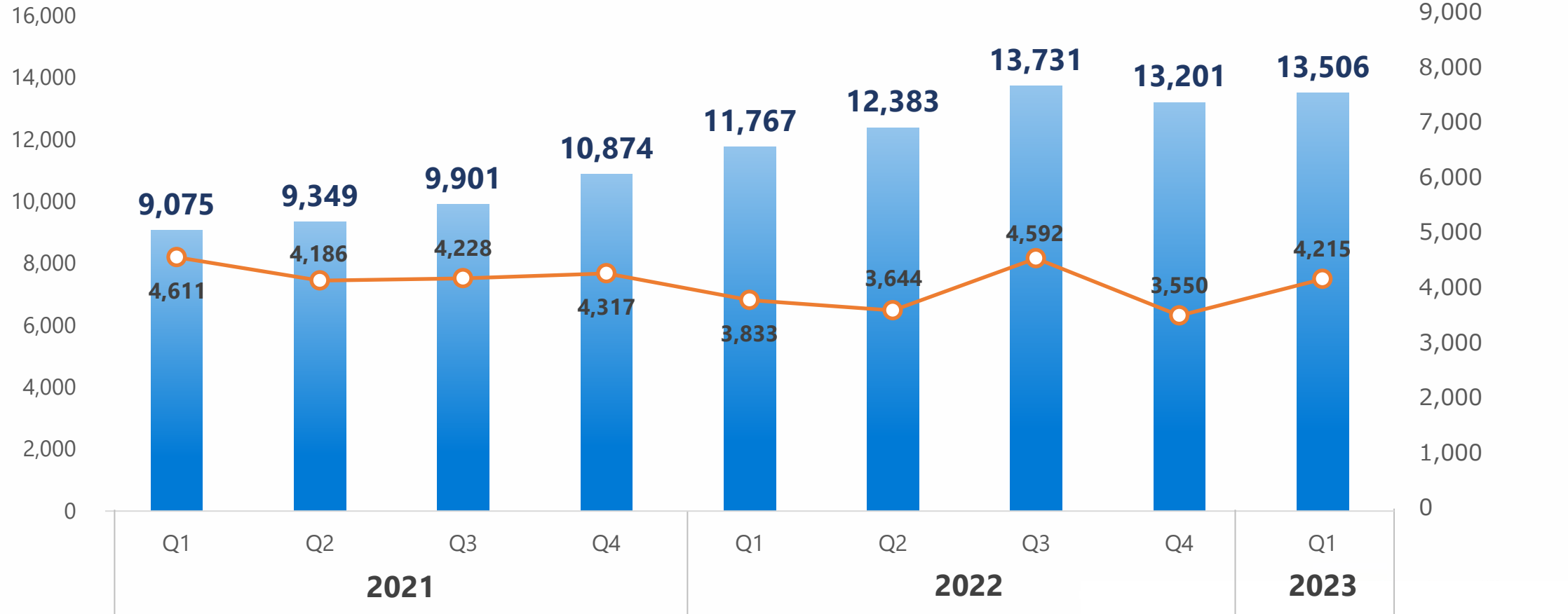
(Millions of yen)

Inventory value

Inventory value

Production value

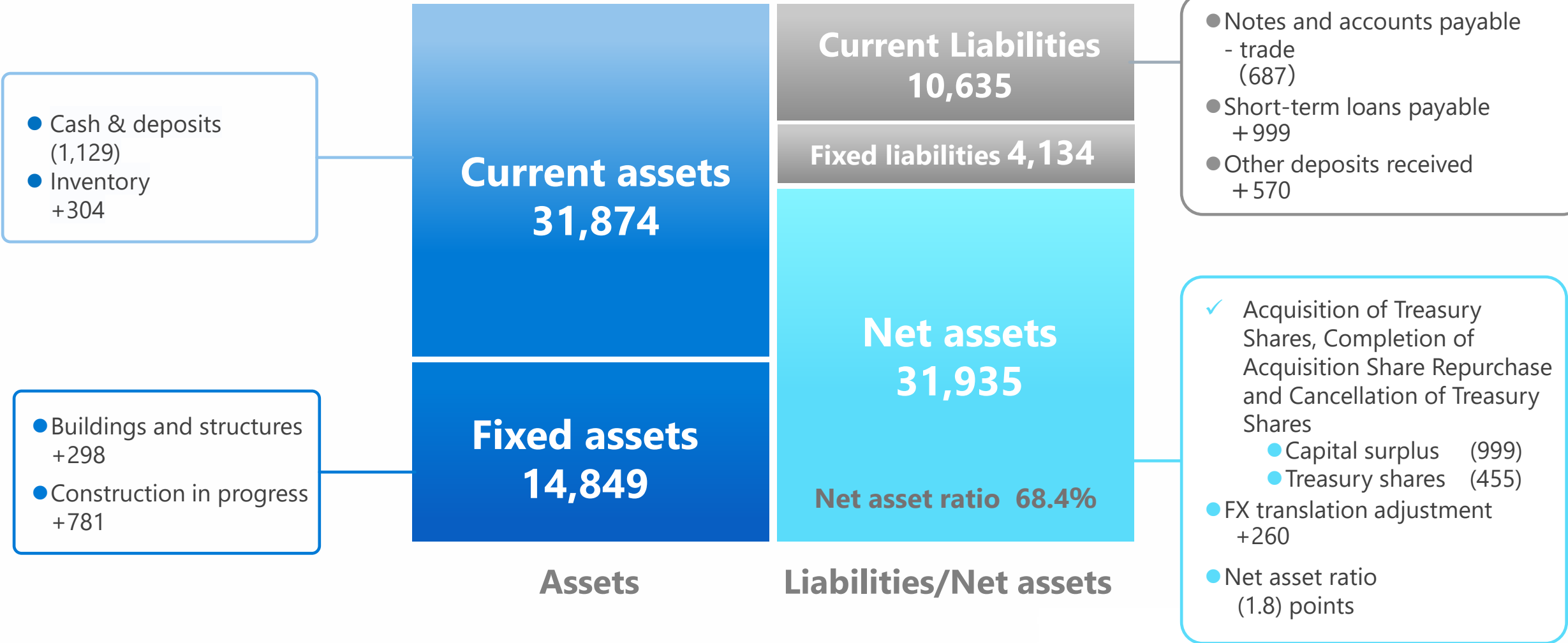
Production value



# Balance sheet

As of 3/31/2023

(Millions of yen)



※Change from the end of previous fiscal year

# New Products | Launched emerging market brand and expanded non-solvent offering

VC-Other

## TrueVIS

6 models incl. our first resin type and UV type were added to the TrueVIS Series. Product line-up expanded to 10 models in total on top of our previous 4 solvent models



AP-640



LG-640/540/300



MG-640/540

### Resin Ink

- Our first resin ink that addresses environmental needs

### UV Ink

- LG series, high-end model with improved quality and speed by newly developed print head
- MG series, entry model that allows high quality resolution and print quality

Launched on January 26, 2023

Launched on March 20, 2023

## DGXPRESS

New region exclusive brand established with the same quality and reliability but emphasis on productivity and price



UG-642



UG-641

### UV Ink

- Offer 2 models - UG-642 with high productivity, and UG-641 with high cost-performance
- Sales regions are Asia (ex. Japan), Middle east, Africa, East Europe, CIS (excl. Russia and Belarus), and Central & South America

# Ink type and brand (Roll-type)

VC-Other

Ink Types	Developed Markets	Emerging Markets	Target user	Applications
Low-Solvent	<b>TrueVIS</b> VG3/SG3 series (Launched on March 23, 2022)	<b>VersaEXPRESS</b> Low-cost printing model RF-640	Sign shops Printing shops	Out/indoor sign Banners Car wrapping
UV	<b>TrueVIS</b> UG/MG series (Launched on January 26, 2023)	<b>DGXPRESS</b> UG-642/641 (Launched on March 20, 2023)	Sign shops Printing shops Print/design companies	Out/indoor sign Window films Design prototyping Stickers and labels
Resin	<b>TrueVIS</b> AP-640 (Launched on January 26, 2023)	—	Sing shops Print companies	Wallpaper Posters Store interior/displays

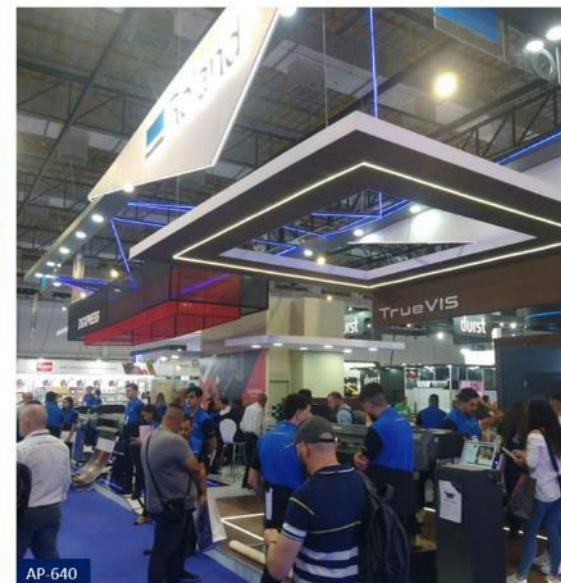
# Promoting new products worldwide



JAPAN SHOP (Japan)



FESPA (Brazil)



Graphica2023 (Greece)



12 Print & Promotion (UK)

Sign & Print Expo (Netherlands)



# ISA International Sign Expo 2023 @Las Vegas

Please visit our blog 

## Held Premiere Event for distributors with the expo

### ISA International Sign Expo 2023 (4/12-14)

Showcased new UV and Resin products at the World's largest sign expo



### TrueVIS Premiere Reception

Showcased new VC products incl. UV and Resin to North America distributors



### Latin America DGXPRESS Launch Event

Unveiling the emerging market model "DGXPRESS" for Latin American dealers



# IDS2023 (40th International Dental Show)



***DWX-53DC***

Flagship model with disc changer function and added quality as well as productivity

**Launched on September 7, 2022**



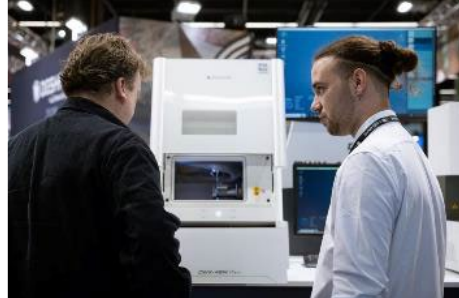
***DWX-52D Plus***

Plus model using high performance spindle as default

**Sales will start sequentially from  
FY2023 1Q**

Exhibition name 40th International Dental Show  
Date From March 14 to March 18, 2023  
Number of Exhibitors 1,788 (60 countries)  
Number of Visitors 120,000 (162 countries)

# IDS2023 (40th International Dental Show)





# New product | New brand for object printers

Digital Fabrication

## VersaOBJECT

CO-640/300 series



UV Ink

- Globally expanded our Co-Creation model (collaboration with external partners) LEC2 S Series that started in Europe
- Equipped with UV inks that cure by UV irradiation, the solution can print directly on various materials such as plastics, leather, wood, and fabrics.
- Choice among 2 types and 6 models by flatbed and belt system depending on print object and application

Printable width

30 inch

64 inch

Table type and target object

Flatbed

Up to 200 mm in height and 100 kg/m<sup>2</sup> in weight and allows printing to be performed

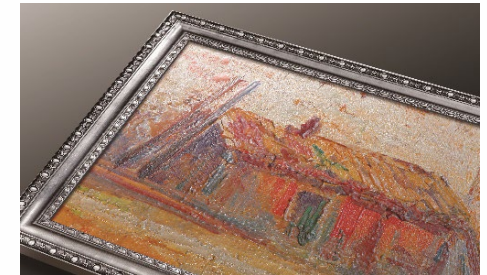
Belt system

Compatible with rolled media such as natural leather, synthetic leather, felt, rubber mats, etc.

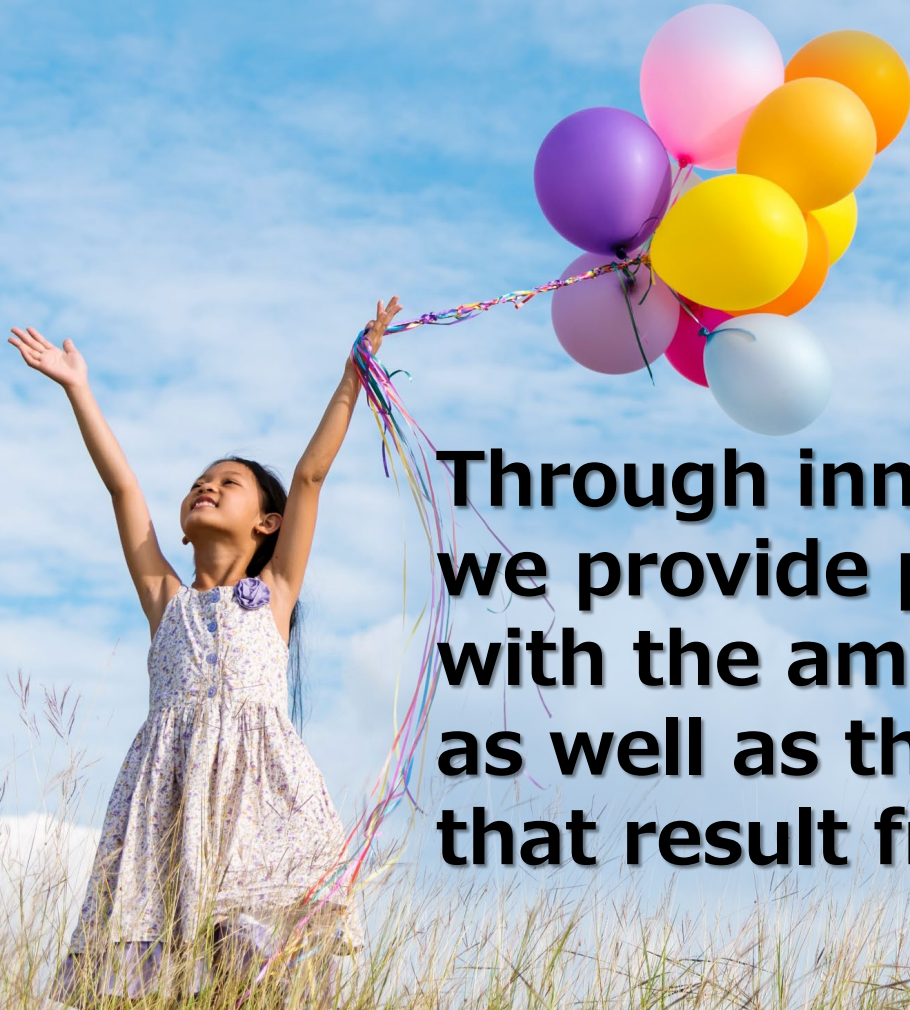
Sales Target  
(globally)

250 units  
in a year

Launched in April, 2023  
(Taking orders from May in Japan)



# **Purpose: To Empower Creativity and Excitement Worldwide**



**Through innovative digital solutions,  
we provide people around the world  
with the amazement and joy of creation,  
as well as the wow and excitement  
that result from it.**

# Appendix

# Consolidated financial results

(Millions of yen)

		2022 Q1		2023 Q1		YoY change			2023 H1 Forecast		
		Performance	% of sales	Restated Actual	% of sales	Change	Ratio	Exchange rate impact excluded Real term	H1 Forecast	Change	Progress
Net Sales		11,316	-	<b>12,687</b>	-	1,370	112.1%	103.0%	28,000	15,312	45.3%
Gross Profit		5,681	50.2%	<b>6,437</b>	50.7%	756	113.3%	101.1%	13,400	6,962	48.0%
SG&A		4,387	38.8%	<b>5,152</b>	40.6%	764	117.4%	111.1%	10,400	5,247	49.5%
Operating Profit		1,293	11.4%	<b>1,284</b>	10.1%	(8)	99.3%	66.9%	3,000	1,715	42.8%
Ordinary Profit		1,467	13.0%	<b>1,365</b>	10.8%	(102)	93.0%	64.1%	3,000	1,634	45.5%
Net Profit*		925	8.2%	<b>937</b>	7.4%	12	101.4%	47.5%	2,200	1,262	42.6%
EPS (Yen)		74.25		<b>77.09</b>					178.66		
Exchange rate Yen	USD	116.20		<b>132.32</b>							
	EUR	130.43		<b>142.13</b>							

\*1 Net profit attributable to owners of parent

Exchange rate Amount of impact	Net sales	1,031
	Operating Profit	419

# Consolidated financial results

(Millions of yen)

	2022 Q1		2023 Q1		YoY change			2023 H1 Forecast		
Sales by Market	Performance	% of sales	Performance	% of sales	Change	Ratio	Exchange rate impact excluded Real term	H1 Forecast	Change	Progress
Visual Communication	5,186	45.8%	<b>6,240</b>	49.2%	1,054	120.3%	109.8%	14,050	7,809	44.4%
Digital Fabrication	2,509	22.2%	<b>2,464</b>	19.4%	(45)	98.2%	90.3%	5,450	2,985	45.2%
Dental	1,529	13.5%	<b>1,915</b>	15.1%	385	125.2%	115.5%	4,200	2,284	45.6%
Service, Software & Others	2,090	18.5%	<b>2,066</b>	16.3%	(24)	98.8%	92.2%	4,300	2,233	48.1%
Total	11,316	100.0%	<b>12,687</b>	100.0%	1,370	112.1%	103.0%	28,000	15,312	45.3%
Sales by Product										
Hardware	5,843	51.6%	<b>6,383</b>	50.3%	539	109.2%	100.2%	15,000	8,616	42.6%
Supplies	3,485	30.8%	<b>4,298</b>	33.9%	812	123.3%	112.9%	8,750	4,451	49.1%
Service parts & Others	1,987	17.6%	<b>2,005</b>	15.8%	18	100.9%	93.9%	4,250	2,244	47.2%
Sales by Region										
Japan	1,347	11.9%	<b>1,132</b>	8.9%	(215)	84.0%	-	2,600	1,467	43.5%
North America	3,859	34.1%	<b>4,391</b>	34.6%	532	113.8%	99.9%	10,550	6,158	41.6%
Europe	3,880	34.3%	<b>4,483</b>	35.4%	602	115.5%	106.8%	9,300	4,816	48.2%
Asia	772	6.8%	<b>735</b>	5.8%	(36)	95.3%	93.3%	1,750	1,014	42.1%
Others	1,455	12.9%	<b>1,943</b>	15.3%	488	133.5%	123.6%	3,800	1,856	51.2%
Total	11,316			100.0%	1,370	112.1%	103.0%	28,000	15,312	45.3%

# Consolidated financial results (3 months)

(Millions of yen)

	2022				2023		
	Q1	Q2	Q3	Q4	Q1	YoY	QoQ
Net Sales	11,316	12,768	12,854	13,519	<b>12,687</b>	112.1%	93.8%
Gross Profit	5,681	6,263	6,390	6,724	<b>6,437</b>	113.3%	95.7%
%	50.2%	49.1%	49.7%	49.7%	50.7%	0.5PP	+1.0PP
SG&A	4,387	4,868	4,766	4,953	<b>5,152</b>	117.4%	104.0%
%	38.8%	38.1%	37.1%	36.6%	40.6%	1.8PP	+4.0PP
Operating Profit	1,293	1,395	1,624	1,770	<b>1,284</b>	99.3%	72.6%
%	11.4%	10.9%	12.6%	13.1%	10.1%	(1.3)PP	(3.0)PP
Ordinary Profit	1,467	1,406	1,558	1,693	<b>1,365</b>	93.0%	80.6%
%	13.0%	11.0%	12.1%	12.5%	10.8%	(2.2)PP	(1.7)PP
Net Profit *	925	1,009	1,082	1,309	<b>937</b>	101.4%	71.6%
%	8.2%	7.9%	8.4%	9.7%	7.4%	(0.9)PP	(2.0)PP
EPS(yen)	74.25	81.01	86.87	105.56	<b>77.09</b>		

\* Net profit attributable to owners of parent

# Consolidated financial results (3 months)

(Millions of yen)

Sales by Market	2022				2023		
	Q1	Q2	Q3	Q4	Q1	YoY	QoQ
Visual Communication	5,186	5,939	6,199	6,521	<b>6,240</b>	120.3%	95.7%
Digital Fabrication	2,509	2,840	2,686	2,890	<b>2,464</b>	98.2%	85.3%
Dental	1,529	1,879	1,621	1,938	<b>1,915</b>	125.2%	98.8%
Service, Software & Others	2,090	2,110	2,347	2,168	<b>2,066</b>	98.8%	95.3%
Total	11,316	12,768	12,854	13,519	<b>12,687</b>	112.1%	93.8%
Sales by Product							
Hardware	5,843	6,472	6,138	7,240	<b>6,383</b>	109.2%	88.2%
Supplies	3,485	4,236	4,427	4,169	<b>4,298</b>	123.3%	103.1%
Service parts & Others	1,987	2,059	2,288	2,109	<b>2,005</b>	100.9%	95.1%
Sales by Region							
Japan	1,347	1,063	1,164	1,211	<b>1,132</b>	84.0%	93.5%
North America	3,859	4,752	4,644	5,196	<b>4,391</b>	113.8%	84.5%
Europe	3,880	4,414	4,456	4,692	<b>4,483</b>	115.5%	95.5%
Asia	772	700	765	653	<b>735</b>	95.3%	112.6%
Others	1,455	1,839	1,824	1,765	<b>1,943</b>	133.5%	110.1%
Total	11,316	12,768	12,854	13,519	<b>12,687</b>	112.1%	93.8%

# FY2023 Forecast

(Millions of yen)

		2021		2022		2023				
		Performance	% of sales	Performance	% of sales	forecast	% of sales	Change	Ratio	Exchange rate impact excluded Real term
Net Sales		45,095	-	50,459	-	<b>58,100</b>	-	7,640	115.1%	118.6%
Gross Profit		23,063	111.5%	25,059	49.7%	<b>27,700</b>	47.7%	2,640	110.5%	115.8%
SG&A		17,007	37.7%	18,975	37.5%	<b>20,700</b>	35.6%	1,724	109.1%	111.1%
Operating Profit		6,056	13.4%	6,083	12.2%	<b>7,000</b>	12.0%	916	115.1%	130.7%
Ordinary Profit		6,082	13.5%	6,126	12.3%	<b>7,000</b>	12.0%	873	114.3%	130.1%
Net Profit* <sup>1</sup>		3,733	8.3%	4,327	8.7%	<b>5,400</b>	9.3%	1,072	124.8%	141.2%
EPS (yen)		299.88		347.69		438.52				
Average FX rate (Unit : yen)	USD	109.81		131.46		125.00				
	EUR	129.93		138.11		135.00				

\*<sup>1</sup> Net profit attributable to owners of parent

		(Millions of yen)	USD	EUR
Currency Sensitivity (based on 2021 results)	Net sales		153	110
	Operating Profit		70	81



# FY2023 Forecast

(Millions of yen)

	2021		2022		2023				
	Performance	% of sales	Performance	% of sales	Forecast	% of sales	Change	Ratio	Exchange rate impact excluded Real term
Sales by Markets									
Visual Communication	20,238	44.9%	23,846	47.3%	<b>29,100</b>	50.1%	5,253	122.0%	125.9%
Digital Fabrication	10,008	22.2%	10,926	21.6%	<b>11,600</b>	20.0%	673	106.2%	109.4%
Dental	6,601	14.6%	6,969	13.8%	<b>8,600</b>	14.8%	1,630	123.4%	126.7%
Service, Software & Others	8,247	18.3%	8,716	17.3%	<b>8,800</b>	15.1%	83	101.1%	103.8%
Total	45,095	100.0%	50,459	100.0%	<b>58,100</b>	100.0%	7,640	115.1%	118.6%
Sales by Products									
Hardware	22,668	50.3%	25,694	50.9%	<b>31,600</b>	54.4%	5,905	123.0%	126.8%
Supplies	14,437	32.0%	16,319	32.4%	<b>17,800</b>	30.6%	1,480	109.1%	112.7%
Service parts & Others	7,989	17.7%	8,444	16.7%	<b>8,700</b>	15.0%	255	103.0%	105.2%
Sales by Regions									
Japan	4,533	10.0%	4,786	9.5%	<b>5,300</b>	9.1%	513	110.7%	110.7%
North America	14,015	31.1%	18,452	36.6%	<b>21,700</b>	37.4%	3,247	117.6%	123.7%
Europe	17,168	38.1%	17,444	34.6%	<b>19,200</b>	33.0%	1,755	110.1%	112.4%
Asia	3,230	7.2%	2,890	5.7%	<b>3,800</b>	6.5%	909	131.5%	132.5%
Others	6,148	13.6%	6,885	13.6%	<b>8,100</b>	14.0%	1,214	117.6%	119.4%
Total	45,095	100.0%	50,459	100.0%	<b>58,100</b>	100.0%	7,640	115.1%	118.6%

# FY2023 H1/H2 Forecast

(Millions of yen)

	2022				2023					
	Performance	% of sales	Performance	% of sales	H1 Forecast	Ratio	% of sales	H2 Forecast	Ratio	% of sales
Net Sales	24,085	-	26,374	-	<b>28,000</b>	116.3%	-	<b>30,100</b>	114.1%	-
Gross Profit	11,945	49.6%	13,114	49.7%	<b>13,400</b>	112.2%	47.9%	<b>14,300</b>	109.0%	47.5%
SG&A	9,255	38.4%	9,719	36.9%	<b>10,400</b>	112.4%	37.1%	<b>10,300</b>	106.0%	34.2%
Operating Profit	2,689	11.2%	3,394	12.9%	<b>3,000</b>	111.6%	10.7%	<b>4,000</b>	117.8%	13.3%
Ordinary Profit	2,874	11.9%	3,252	12.3%	<b>3,000</b>	104.4%	10.7%	<b>4,000</b>	123.0%	13.3%
Net Profit*	1,934	8.0%	2,392	9.1%	<b>2,200</b>	113.7%	7.9%	<b>3,200</b>	133.8%	10.6%

\* Net profit attributable to owners of parent

# FY2023 H1/H2 Forecast








(Millions of yen)

2022

2023

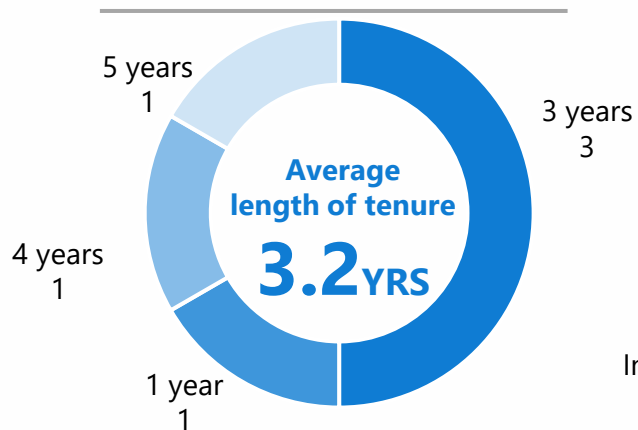
Sales by Markets	2022		2022		2023					
	H1 Performance	% of sales	H2 Performance	% of sales	H1 Forecast	YoY Ratio	% of sales	H2 Forecast	YoY Ratio	% of sales
Visual Communication	11,125	46.2%	12,721	48.2%	<b>14,050</b>	126.3%	50.2%	<b>15,050</b>	118.3%	50.0%
Digital Fabrication	5,349	22.2%	5,576	21.2%	<b>5,450</b>	101.9%	19.5%	<b>6,150</b>	110.3%	20.4%
Dental	3,409	14.2%	3,560	13.5%	<b>4,200</b>	123.2%	15.0%	<b>4,400</b>	123.6%	14.6%
Service, Software & Others	4,200	17.4%	4,515	17.1%	<b>4,300</b>	102.4%	15.3%	<b>4,500</b>	99.6%	15.0%
Total	24,085	100.0%	26,374	100.0%	<b>28,000</b>	116.3%	100.0%	<b>30,100</b>	114.1%	100.0%
Sales by Products										
Hardware	12,316	51.1%	13,378	50.7%	<b>15,000</b>	121.8%	53.6%	<b>16,600</b>	124.1%	55.1%
Supplies	7,722	32.1%	8,597	32.6%	<b>8,750</b>	113.3%	31.2%	<b>9,050</b>	105.3%	30.1%
Service parts & Others	4,046	16.8%	4,398	16.7%	<b>4,250</b>	105.0%	15.2%	<b>4,450</b>	101.2%	14.8%
Sales by Regions										
Japan	2,411	10.0%	2,375	9.0%	<b>2,600</b>	107.8%	9.3%	<b>2,700</b>	113.7%	9.0%
North America	8,611	35.8%	9,840	37.3%	<b>10,550</b>	122.5%	37.7%	<b>11,150</b>	113.3%	37.0%
Europe	8,295	34.4%	9,149	34.7%	<b>9,300</b>	112.1%	33.2%	<b>9,900</b>	108.2%	32.9%
Asia	1,472	6.1%	1,418	5.4%	<b>1,750</b>	118.9%	6.2%	<b>2,050</b>	144.5%	6.8%
Others	3,294	13.7%	3,590	13.6%	<b>3,800</b>	115.3%	13.6%	<b>4,300</b>	119.8%	14.3%
Total	24,085	100.0%	26,374	100.0%	<b>28,000</b>	116.3%	100.0%	<b>30,100</b>	114.1%	100.0%

# Management

			Fundamental Skills					Strategic Skills					
		Name	Corporate Management	Production, Engineering and R&D	Sales and Marketing	Finance and Accounting	Compliance and Risk Management	Open Innovation and New Business Creation	M&A and Alliance	IT/DX	Corporate Communication	Sustainable Management*	Global Experience
	President, Representative Director	Kohei Tanabe	●		●			●					●
	Director Managing Executive Officer	Toshiharu Uwai	●	●		●	●				●		●
	Director Managing Executive Officer	Andrew Oransky	●		●			●					●
	Outside Director (Independent)	Osamu Hosokubo	●			●	●	●	●				●
	Outside Director (Independent)	Naoko Okada	●		●		●			●	●	●	●
	Outside Director	Brian K. Heywood	●		●	●	●	●	●		●		●
	Outside Director (Independent)	Yasuhiro Kasahara	●				●	●	●			●	●

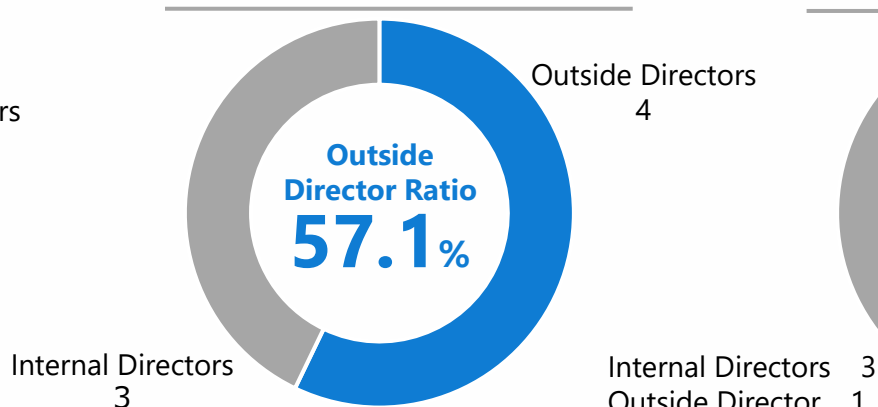
# Corporate Governance Highlight

### Tenure

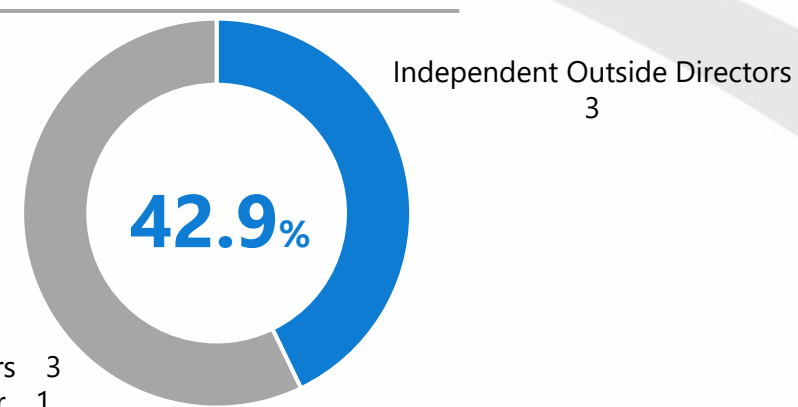


※Excluding newly appointed personnel

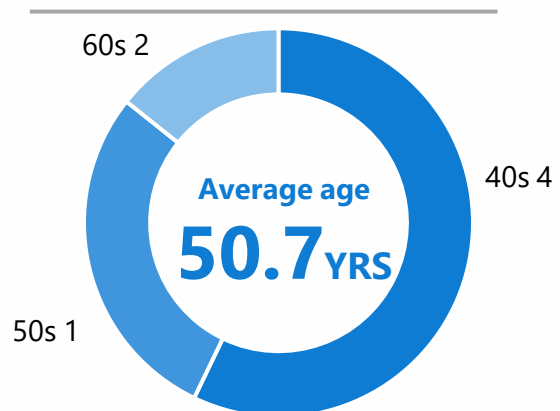
### Board Structure



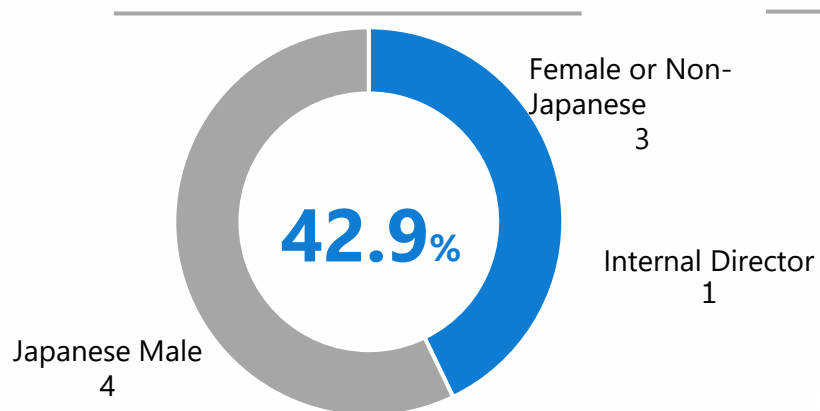
### Independence ratio



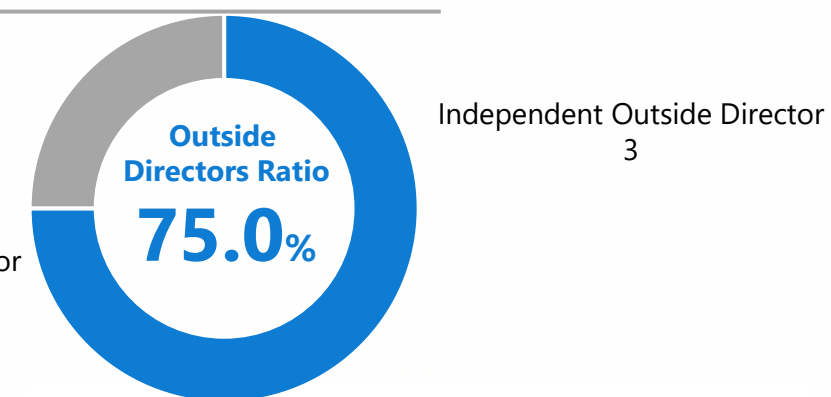
### Age



### Diversity



### Appointment & Compensation Committee Structure



※Chairman by an outside director

The information pertaining to our business plans and forecasts that has been provided in this presentation contains forward-looking statements that are based on the plans and prospects of the Company at this point in time. The actual business results could be significantly different from those stated in this presentation due to changes in conditions. As such, please be advised that it cannot be guaranteed that these statements will not differ materially from actual results.