Roland DG Corporation

THE 42nd ORDINARY GENERAL MEETING OF SHAREHOLDERS



Information about live distribution

- ◆ To the visiting shareholders
 - We will deliver live stream in consideration of the privacy of the shareholders who visit us.
 - Only chairman's seats and officer seats will be delivered.
 - Please refrain from making personally identifiable statements that are not the purpose of the matter.
- ◆ To shareholders watching live streaming
 - Please note that there may be problems with the video and audio.
 - Please refrain from recording audio and video.



Agenda

Matters to be reported

- 1. The Business Report, Consolidated Financial Statements and audit report on Consolidated Financial Statements by the Accounting Auditor and the Audit & Supervisory Board for the Company's 42nd Fiscal Year (from January 1, 2022 to December 31, 2022)
- 2. Non-Consolidated Financial Statements for the Company's 42nd Fiscal Year (from January 1, 2022 to December 31, 2022)

Proposals to be resolved

Proposal No. 1: Appropriation of Surplus

Proposal No. 2: Election of Seven Directors

Proposal No. 3: Election of One Audit & Supervisory Board Member



Auditor's Report



Auditor's Report(Convocation notice P57, Online document P85)

監査役会の監査報告書

監査報告書

当監査役会は、2022年1月1日から2022年12月31日までの第42期事業年度における取締役の職務の執行に関して、各監査役が作成した監査報告書に基づき、審議の上、本監査報告書を作成し、以下のとおり報告いたします。

1.監査役及び監査役会の監査の方法及びその内容

- (1)監査役会は、監査の方針、職務の分担等を定め、各監査役から監査の実施状況及び結果について報告を受けるほか、 取締役等及び会計監査人からその職務の執行状況について報告を受け、必要に応じて説明を求めました。
- (2)各監査役は、監査役会が定めた監査役監査の基準に準拠し、監査の方針、職務の分担等の監査計画に従い、オンライン会議ツール等も活用しながら、取締役、執行役員、監査室等と意思疎通を図り、情報の収集及び監査の環境の整備に努めるとともに、以下の方法で監査を実施しました。
 - ① 取締役会その他重要な会議に出席し、取締役、執行役員等からその職務の執行状況について報告を受け、必要に応じて説明を求め、重要な決裁書類等を閲覧し、本社及び主要な事業所において業務及び財産の状況を調査いたしました。また、子会社については、子会社の取締役及び監査役等との意思疎通及び情報の交換を図り、必要に応じて子会社から事業の報告を求め、その業務及び財産の状況を調査いたしました。
 - ② 事業報告に記載されている取締役の職務の執行が法令及び定款に適合することを確保するための体制その他株式会 社及びその子会社から成る企業集団の業務の適正を確保するために必要なものとして会社法施行規則第100条第1項 及び第3項に定める体制の整備に関する取締役会決議の内容及び当該決議に基づき整備されている体制(内部統制シ ステム)について、取締役及び執行役員等からその構築及び運用の状況について定期的に報告を受け、必要に応じて 説明を求め、意見を表明いたしました。
 - ③ 会計監査人が独立の立場を保持し、かつ、適正な監査を実施しているかを監視及び検証するとともに、会計監査人からその職務の執行状況について報告を受け、必要に応じて説明を求めました。また、会計監査人から「職務の遂行が適正に行われることを確保するための体制」(会社計算規則第131条各号に掲げる事項)を「監査に関する品質管理基準」(2005年10月28日企業会計審議会)等に従って整備している旨の通知を受け、必要に応じて説明を求めました。

以上の方法に基づき、当該事業年度に係る事業報告及びその附属明細書、計算書類(貸借対照表、損益計算書、株 主資本等変動計算書及び個別注記表)及びその附属明細書並びに連結計算書類(連結貸借対照表、連結損益計算書、連 結株主資本等変動計算書及び連結注記表)について検討いたしました。

2.監査の結果

- (1)事業報告等の監査結果
 - 事業報告及びその附属明細書は、法令及び定款に従い、会社の状況を正しく示しているものと認めます。
 - ② 取締役の職務の執行に関する不正の行為又は法令若しくは定款に違反する重大な事実は認められません。
 - ③ 内部統制システムに関する取締役会決議の内容は相当であると認めます。また、当該内部統制システムに関する事業報告の記載内容及び取締役の職務の執行についても、指摘すべき事項は認められません。
- (2)計算書類及びその附属明細書の監査結果
 - 会計監査人有限責任監査法人トーマツの監査の方法及び結果は相当であると認めます。
- (3) 連結計算書類の監査結果
 - 会計監査人有限責任監査法人トーマツの監査の方法及び結果は相当であると認めます。

2023年2月10日

以



Auditor's Report



The 42nd term Business Report

(From January 1, 2022 to December 31, 2022)

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.



The 42nd term Financial Summary



The 42nd term Financial Summary

Demand

Relaxation of the impact of COVID-19 infections and normalization of economic activities

Demand for capital investment in printers and output demand remained strong

New eco-solvent printer product for sign market and eco-solvent in sales grew

In growth markets with the rising move towards the digitizing of the workflow increased sales



The 42nd term Financial Summary

Supply **Procurement difficulties with parts continued** Make adjustments to production processes **Adopt alternative parts**

Reduce the impact on production and supply



The 42nd term Financial Summary

Profit

Soaring parts prices and marine transportation costs

Optimize sales prices and secure revenue.

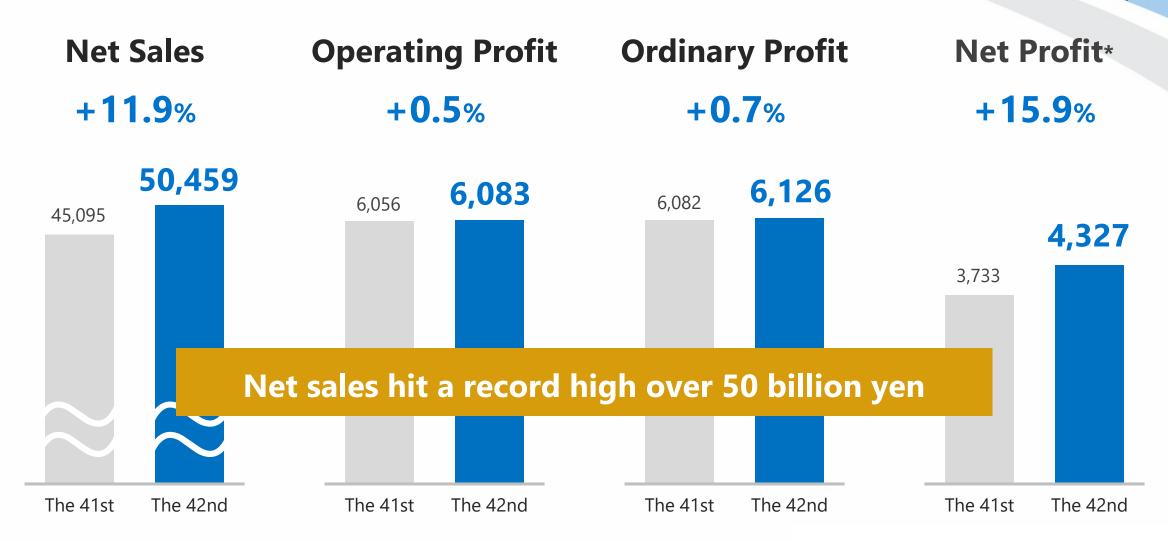
Yen depreciation pushed up sales

Increase in both sales and profits



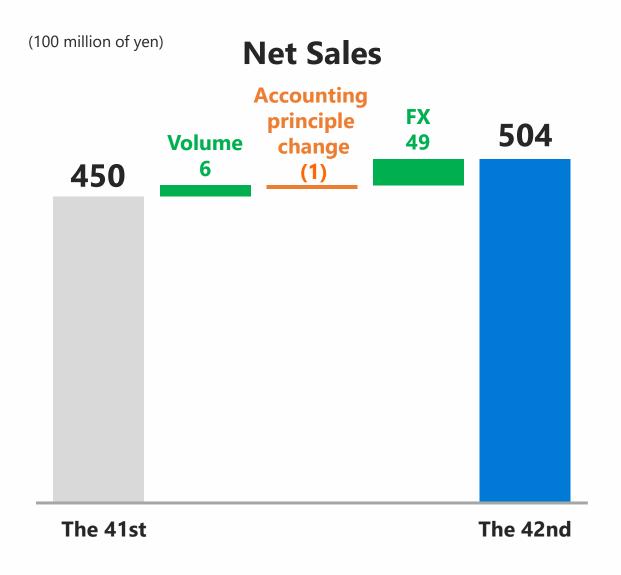
The 42nd term Consolidated Financial Results

(Millions of yen)





Sales delta breakdown



Plus 4.9 billion yen due to the influence of exchange rates

Plus 5.4B sales increase overall

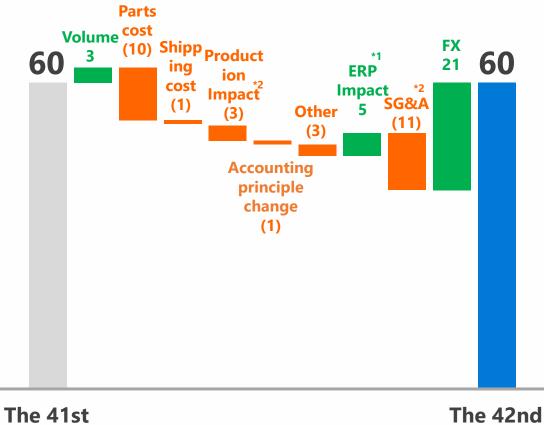
Average FX Rate(Yen)	The 41st	The 42nd	
USD	109.81	131.46	119.7%
EUR	129.93	138.11	106.3%



Operating Profit delta breakdown

(100 million of Yen)

Operating Profit



*1 Early Retirement Program
*2 Excludes impact due to the Early Retirement Program

Operating profit was pushed down by parts cost and shipping cost

SG&A cost increase pushed down profit

Profit pushed up by improved efficiency from structural reform and sales growth

Plus 2.1 billion yen from FX effect

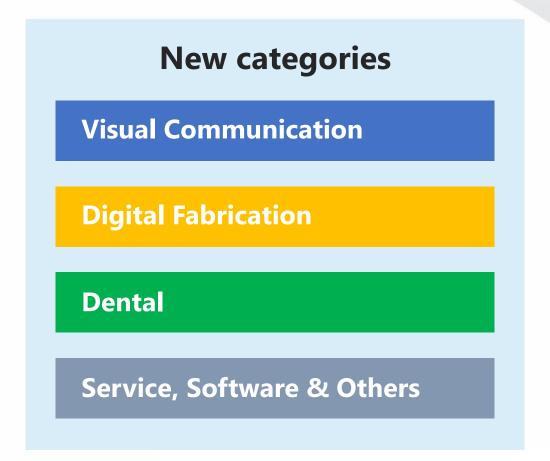
Average FX Rate(Yen)	The 41st	The 42nd	
USD	109.81	131.46	119.7%
EUR	129.93	138.11	106.3%



Change in sales disclosure category

Changed sales disclosure category to clarify "Growth Area" and "Maintain Area"

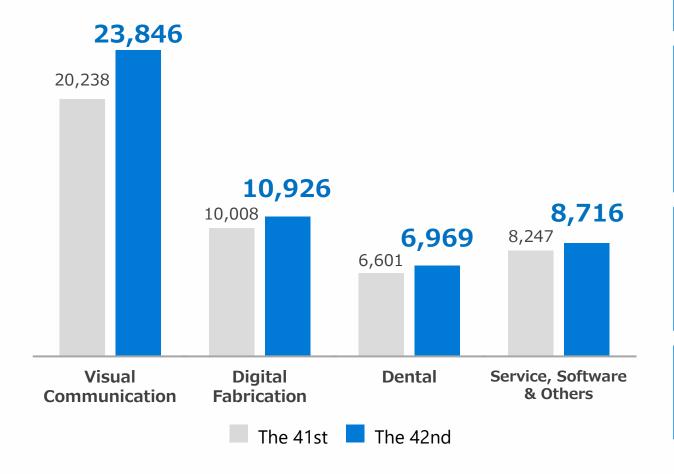
Old Categories Printers Plotters 3D Products (DGSHAPE) Supplies Others





The 42nd terms Sales by Markets

(Millions of yen)



Visual Communication

- Change in sales disclosure category
- UV printers and UV ink supplies increased

Digital Fabrication

- Sales of the BN-20A desktop eco-solvent printer were strong
- Increase in Co-Creation model, LEC2 S Series, by sales geography expansion

Dental

- Increased sales primarily in the Middle East and Latin America,
- Launched the dental milling machine with disc changer

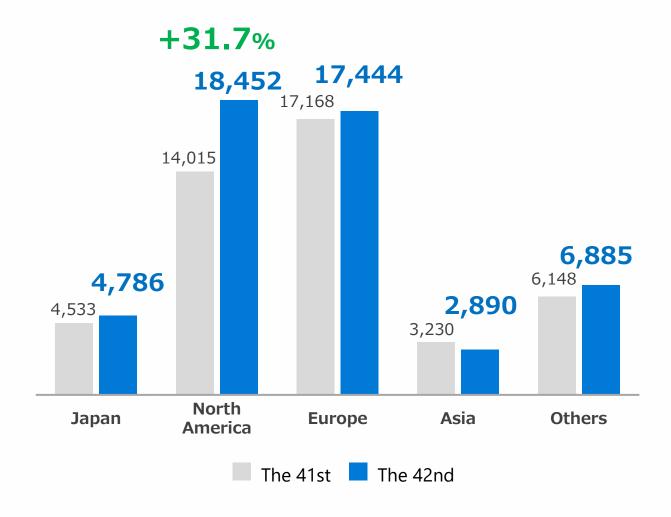
Service, Software & Others

Other sales including logistics etc. increased



The 42nd terms Sales by Regions

(Millions of yen)



Japan

 New eco-solvent printers and dental milling machine grew

North

 New Eco-Solvent printer product for sign market and eco-solvent ink sales grew

America · BN-20A, Desktop Eco-Solvent printer, increased significantly

Europe

 Roll-to-roll UV printers and flatbed type printers increased.

• Sales of Eco-Solvent printer product for sign market reduced

Asia

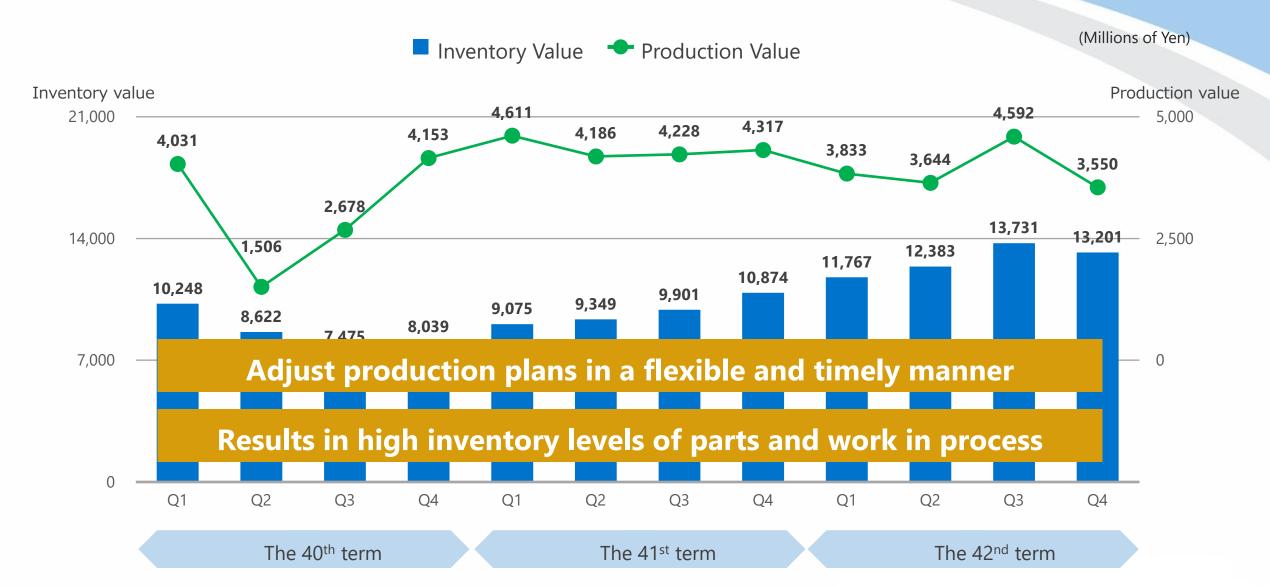
- Dental milling machines grew largely in India and Vietnam
- Sales slowed in China where the zero corona policy has been continued

Others

Latin America incl Brazil grew YoY thanks to weak yen

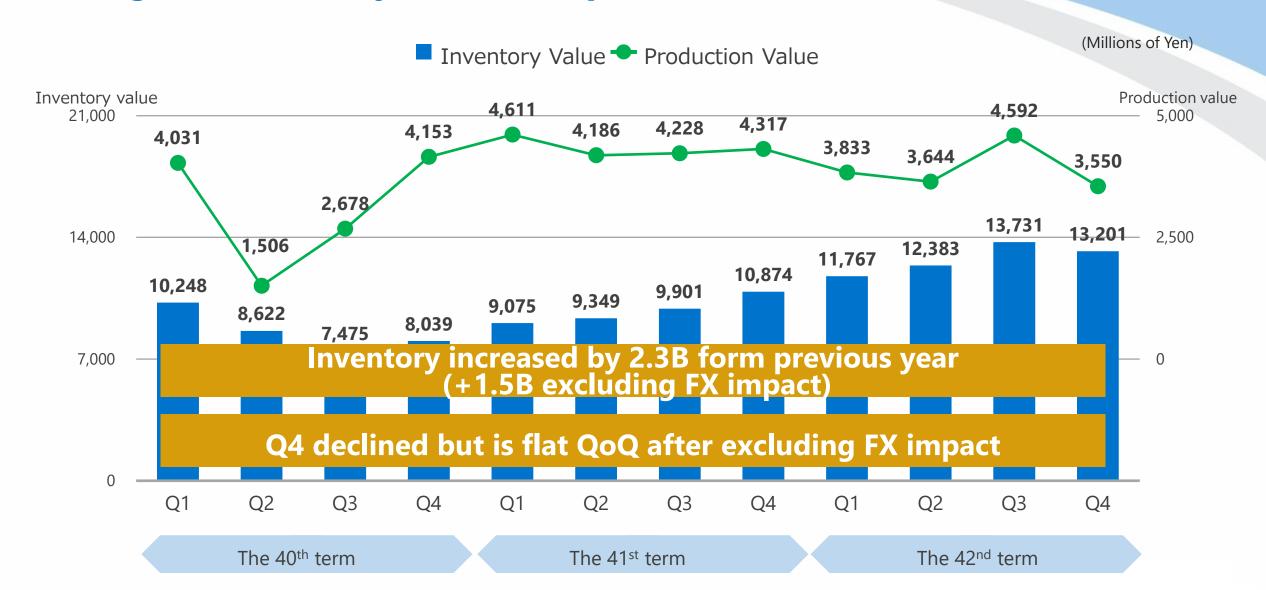


Change in inventory value and production value





Change in inventory value and production value





Balance Sheet

Total Asset 46,027

- **Cash & deposits** (2,713)
- Inventory 2,327
- Buildings and structures 579
- Construction in progress 833

Current assets 32,438

Fixed assets 13,588

Assets

Current Liabilities 9,656

Fixed Liabilities 4,081

Net assets 32,290

Net asset ratio 70.2%

Liabilities and Net assets

- Notes and accounts payable trade 602
- Accrued expense (One-off retirement package related to the ERP)

(767)

- Income Taxes payable (1,217)
- Treasury share 436
- Related earnings 2,934
- Foreign currency translation adjustment 1,239



The 43rd term Forecast



The 43rd term overview

The 43rd term overview

Expand non-solvent solutions and boost the number of ink types, with the aim of accelerating growth in this area within the market defined as Visual Communication

2 Sales growth in emerging market

3 Expand and develop personalized and customized category



The 43rd term overview

Overview of the guidance

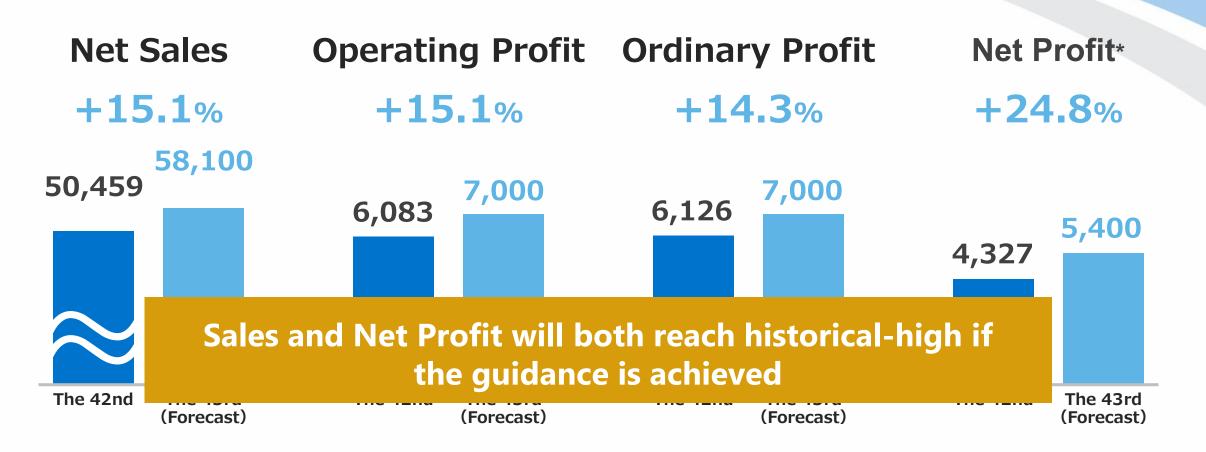
- Launched the new desktop printer
- **Launched the new products that expand our non-solvent type lineup.**

Expect sales expansion in growth areas by resuming new product launches

Expect parts procurement difficulty throughout the year and assume parts cost will remain at the same level as the end of previous year

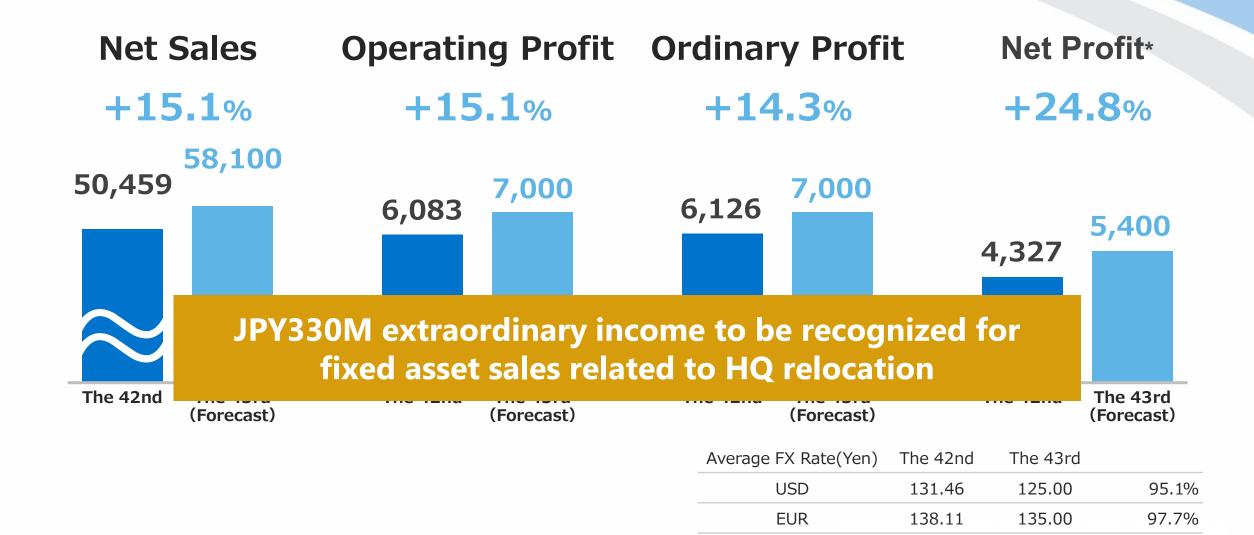


(Millions of yen)



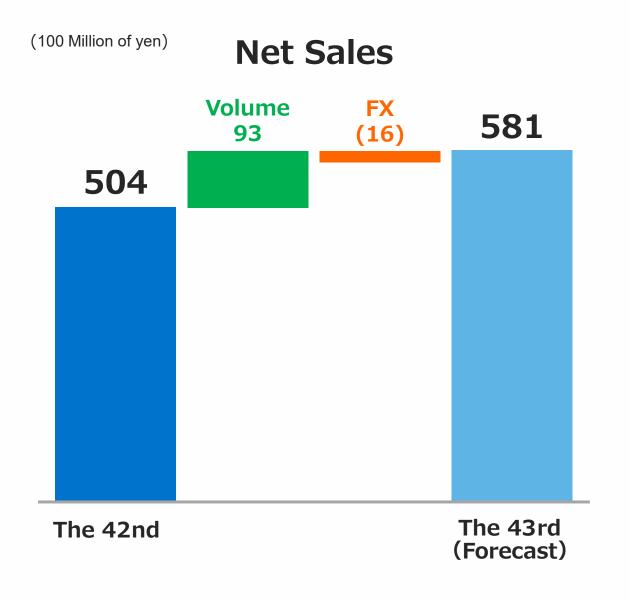


The 43rd term overview



X Net profit attributable to owners of parent

The 43rd term sales delta breakdown



Plus 9.3B from volume growth

Minus 1.6B from FX impact

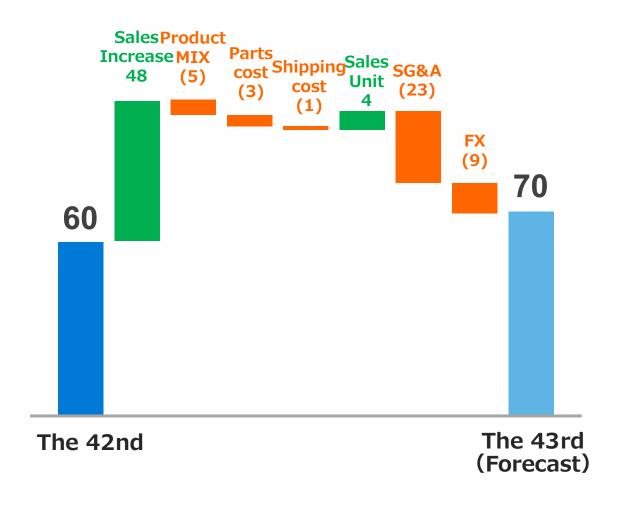
Plus 7.7B sales increase overall

Average FX Rate(Yen)	The 42nd	The 43rd	
USD	131.46	125.00	95.1%
EUR	138.11	135.00	97.7%



The 43rd term operating profit delta breakdown

Operating Profit



Component and logistic cost increased 0.3B and 0.1B respectively

Product mix, SG&A cost and FX increase to push down profit

Sales growth and price increase contributed

1.0B overall increase

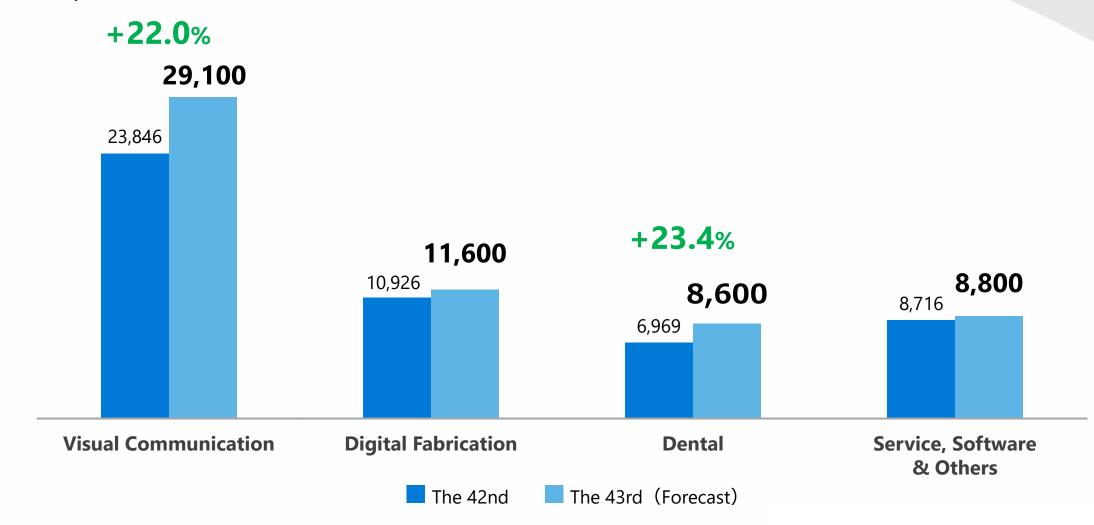
The ratio of SG&A to net sales is planned to decrease by 1.9 percentage points

Average FX Rate(Yen)	The 42nd	The 43rd	
USD	131.46	125.00	95.1%
EUR	138.11	135.00	97.7%



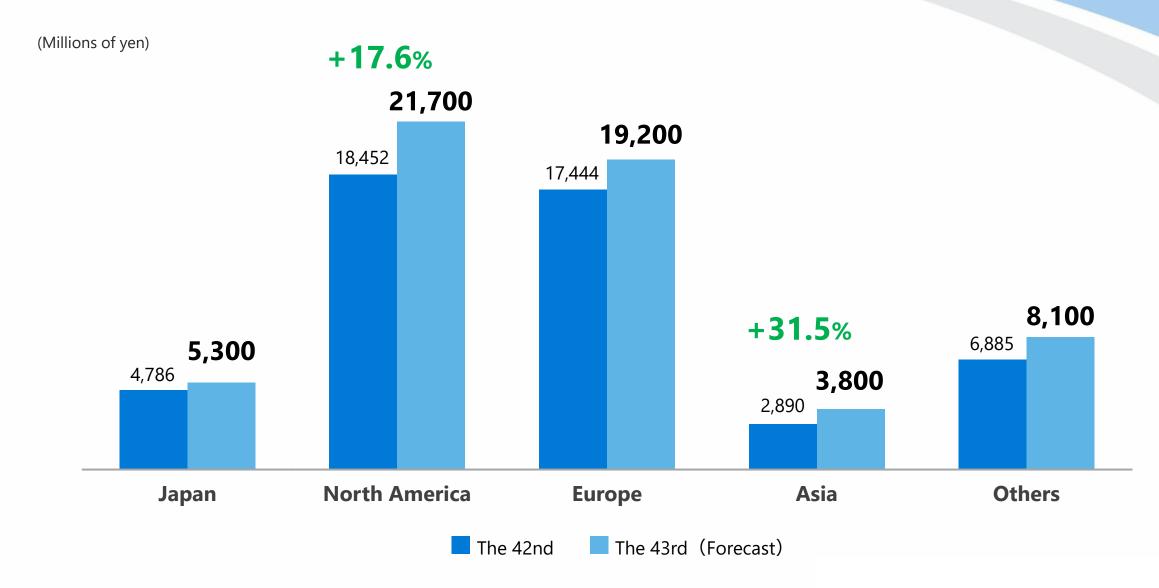
The 43rd term sales forecast by markets

(Millions of yen)





The 43rd term sales forecast by regions





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Mid-term Plan Update



2021-23 MTP Core Strategy

Business Portfolio Transition

- Focus on efficiency for existing business
- Expand into new market

2021-23 MTP Core Strategy

Lean Organization

- Integrate production locations
- Reduce cost
- Renew management team and organization

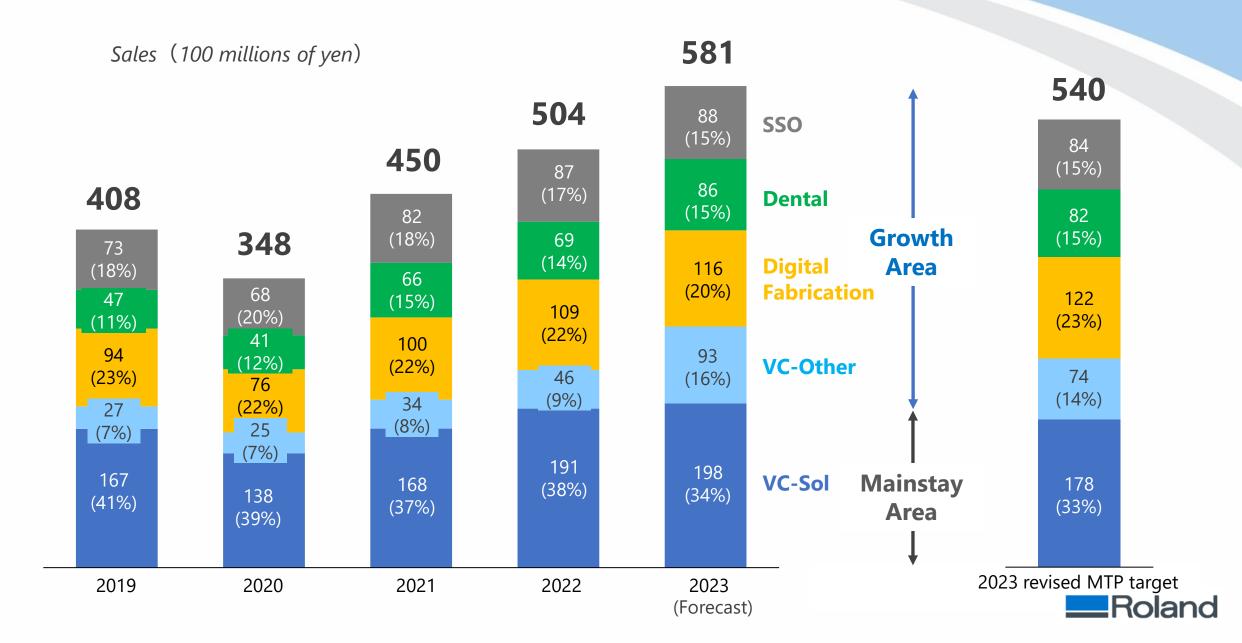


Mid-term Plan achievements to date and 2023 focus area

Focused on structural reform and VC area development for the 1st half of the MTP as planned Will accelerate portfolio transition by new product launch in the growth area for the final year

2021~2022 2023 **Core Strategy Sub category Key achievements Focus Area** Integrate production locations Lean Reduce cost Execute structural reform Organization Renew management and organization **Visual Comm.** Launch new platform models Solidify (VG3 series, SG3 series) Maintain Area (Solvent) **Visual Comm.** Launch new products toward Launch UV Roll-to-Roll models growth area (Other) (LEC2 Series) Resin (AP-640) Business UV (LG series, MG series, UG series) **Portfolio Digital Fabrication** Compact-size (BN-20D, GS2-24) **Transition Expand Growth Area Services, Software** Increase Roland DG Connect & Others users, expand service offering Launch emerging model and Continue penetration into **Dental** emerging markets and clinics grow sales

Execute portfolio transition by expanding growth area ratio



Visual Communication **Solvent / Other** Sales (JPY 100M) 15,050 12,721 10,318 14,050 11,125 9.921 2021 2022 2023 Act Act **Forecast**

Market Outlook

- Visual Communication ≠ Outdoor Signboards, market to steadily grow
 - Signboards maturing; However, needs for "Visual Communication" with customers will increase e.g. displays and decorations
- Assume some switching demands from solvent to UV/Water-based ink

Our Strategy

- Maintain #1 position in solvent printers
- Gain share in other ink types and emerging markets
- Diversify ink to develop new application/market in the future

Category Overview

Applications: Sign, display, store decoration, banners, car wrapping etc

Main customers: Sign & display print shops

Products: Large Solvent roll-to-roll printers, inks (VC-Solvent)

Other Large roll-to-roll printers, cutters, ink (VC-Other)

Launched first model of the new platform

VC-Solvent

FY21-22 progress

- Launched TrueVIS VG3/SG3 Series in 2022/3, an eco-solvent printer for the sign market based on the new platform that reduces cost and increases R&D efficiency
- Limited contribution in H1 Sales due to production impact by parts shortage, but sales grew in H2

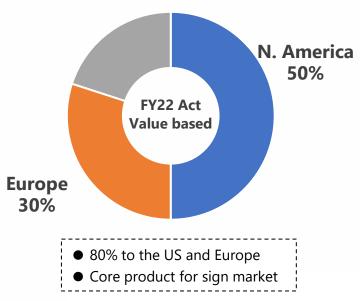
FY23 focus

Capture replacement and expansion demand from existing customer base



Launched on March 23, 2022

Sales region of TrueVIS Series





Non-solvent lineup expanded in TrueVIS series 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

High-end model with improved quality and speed by newly developed print head Entry model that allows high quality resolution and print quality

DGXPRESS

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



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





Digital Fabrication Sales (JPY 100M) 6,150 5,576 5,216 H1 5,349 5,450 4,791 2022 2023 Act **Forecast**

Market Outlook

- Needs for decoration/crafting by small & semi-industrial businesses will continue from personalization trend
- Online channels towards small businesses became more prevalent during COVID pandemic

Our Strategy

- Roll out channel and marketing strategy globally dedicated to this new customer segment
- Expand product line through partnership and Co-Creation work

Category Overview

Application: Small crafting, sticker, object decoration, small milling & marking

Main Customers: Small/semi-industrial business, sole business owners, retail shops

Products: Desktop printers, Decoration printers, milling machines



Desktop printers increasing presence amid COVID

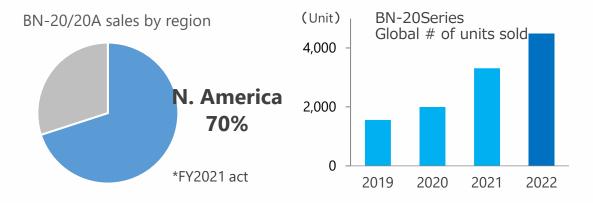
Digital Fabrication

10,000 total units sold in N. America



XUser who bought the 10,000th unit

- Strong demand for logo marks and stickers
- Met Small & individual business owner need during COVID
- Successfully developed new channel incl. EC sites



New model added to the BN product family







Launched on January 20, 2023

- Latest DTF (Direct To Film) technology used
- Prints on various media incl. cotton and polyester
- improved efficiency and quality for apparel can produce goods on-demand







Price	980,000yen (w/o tax)	Sales	800units in a year	
Ink type	Water-based pigment ink	Target	(globally)	
			Rolar	7

Dental Sales (JPY 100M) 4,400 3,560 3,471 H1 4,200 3,409 3,129 2021 2022 2023 Act Act **Forecast**

Market Outlook

- Longevity drive long-term high growth in dental area overall
- Metal free demands in advanced countries and acceleration of digitization in emerging markets to lead to 10%+ annual market growth

Our Strategy

- Maintain position in current main market (Advanced country/labs)
- Strengthen channel in emerging markets where dental digitization is accelerating
- Add growth by entering dental clinics and new applications (denture implants etc)

Category Overview

Applications: Dental prosthetics such as Crown/bridge, denture, implant

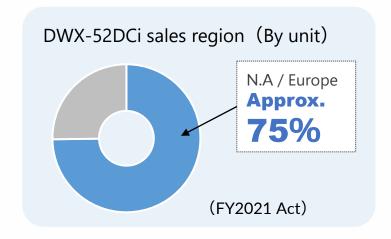
Main Customers: Dental labs, clinics

Products: Dental milling machines



Lineup products suitable for customer needs in the respective regions Dental

- Capture demand in developed countries with high quality and high production
- Launched dental milling machine DWX-53DC
- Latest high productivity model with disk-changer (successor of DWX-52DCi)
- Improved quality and productivity while maintaining our unique compact design
- Targeted for North America and European markets where efficiency is more in demand





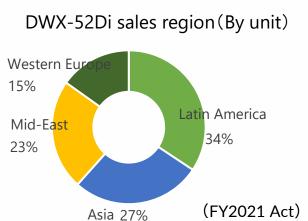
DWX-53DC

Launched on September 7, 2022

Develop the growth markets with exclusive model

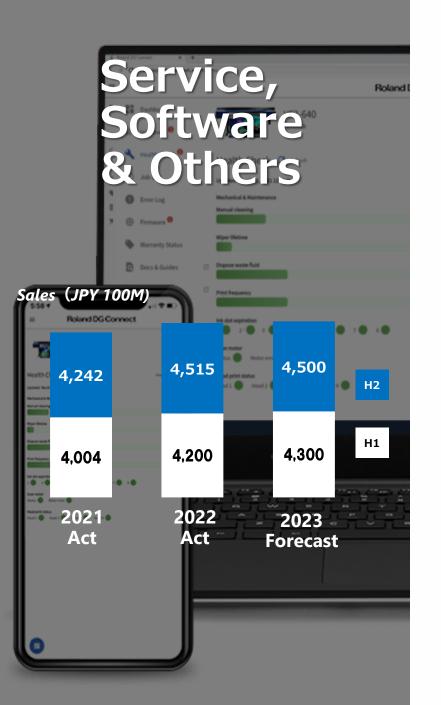
- Launched dental milling machine for growth market in 2021
- Enhanced price-competitive while maintaining processing quality
- Expect to increase sales in growth markets in 2023 and beyond by developing sales channels











Market Outlook

- Service was traditionally a "reactive" "cost center" but has the potential to evolve through IoT and connected technologies
- Opportunity to provide software & hardware combined solutions will increase

Our Strategy

- Reduce customer downtime and improve profitability by Repair & maintenance service upgrade
- Increase end-customer engagement through Roland DG Connect
- Plant seeds to build new opportunity in Software (SaaS)

Category Overview

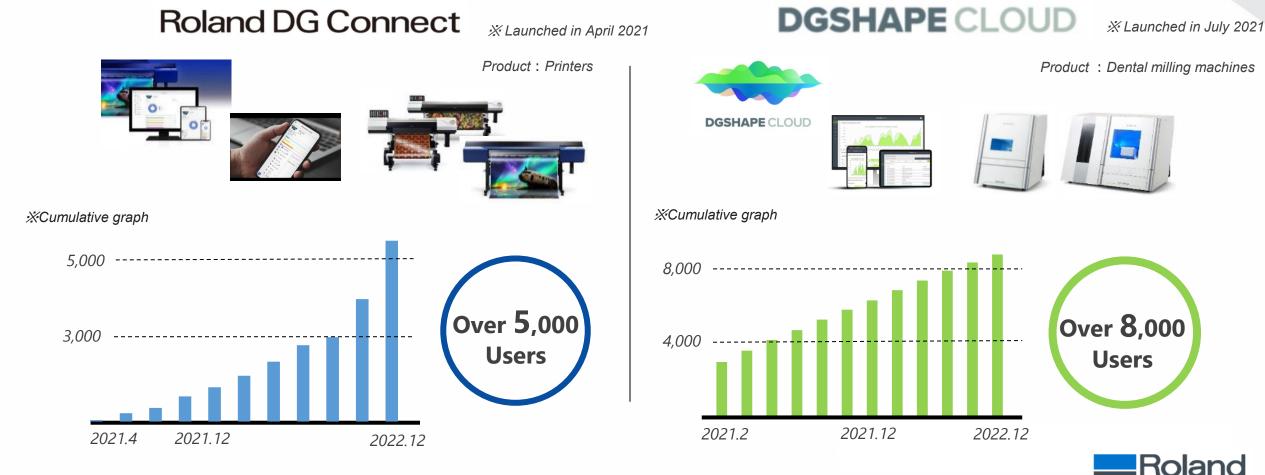
Product: Spare parts, Maintenance service, Software/apps etc

Main Customers: VC, DP, Dental area customers



Growing user base globally - Connected Service -

- Cloud service user growing
- Develop value-adding service and user experience improving functions



Digital reproduction of Hokusai's ceiling painting TOPICS

Supported "Distributed Digital Museam Concept" to revitalize local communities by digitizing cultural assets accross Japan. Reproduced Hokusai Katsushika's late masterpiece - the ceiling paiting in Gansho-in Temple, Obuse, Nagano - using our UV printer





Printed 6.3m width x 5.5m depth by splitting it into 24 sections





Reproduced the red color of the phoenix, texture, and strokes using the characteristics of UV inks



Thailand factory awarded the highest Platinum Level (6/30/2022) TOPICS

Awarded the highest Platinum Level at the 34th Fair of National Occupational Health and Safety for "Occupational health and security system introduction"

Held by the Public Institute for the Promotion of Occupational Safety and Health and the Work Environment (T-OSH) of the Ministry of Labor. This award recognizes organizations, mechanisms, and operations in accordance with management system standards for occupational safety and health and the work environment. 27 companies, incl. Roland DG, received the Platinum level in FY2021.

A trophy was handed by Thailand's prime minister, Prayut Chan-o-cha





DGT President Yamashita (at the time) receives a trophy from Thailand's Prime Minister



10th anniversary of the Thailand Factory TOPICS

10 years since start of operation



Roland Digital Group (Thailand) Ltd.

Start of mass-production October, 2012

Number of employee 290 (As of December 31, 2022)

■ Increased production capacity (2022/8)

- Having completed shift of mass production function, we are now constructing a new building in an open space to address future demand growth
- Production capacity to increase by 60%+ (in terms of dental product units)



Completion date: April 2023 (plan)



Relocation of Head Office and construction of the new business building of the Head Office

TOPICS (Announced on July 28)

- Move HQ to Miyakoda, and integrate with the Miyakoda Office
- Demolish the old R&D center, and build the new HQ building
- Energy efficient/generative technology used; excellent seismic performance
- Reduce cost and improve efficiency by integrating locations
- Enables diverse working styles





Floor space : Approx. 7,300 m

Building structure: Reinforced concrete structure 3 stories

Construction start date: September 2022 (plan) / Completion date: July 2023 (plan) / Relocation date: October 2023 (plan)

Investment amount (plan): Approx. 2,950 million yen (Building and equipment)



Creating an environment where employees can maximize their potential TOPICS

Supporting diverse working styles

Flex time system

Shortened Core time to 11:00-14:00

Increased work-fromhome dates

From 5 to 10 days per month

Promotion of childcare and nursing care leaves

Eased rules in accordance with regulatory changes

Status of usage

Avg. annual leave used 79.0%

National avg 58.3%

Work-from-home used

52%

Usage in manufacturing industry 44.1%

Childcare leaved taken by male employees

50.0%

National average 13.9%

Investment in human capital (reskilling)

Promoting reskilling to all employees to build global talents and organization to handle DX. Enable online courses anytime anywhere



ûdemy business



Contribution to the community TOPICS

Hamamatsu City

Donated non-claimed shareholder benefit amount to Hamamatsu city



Left: Tanabe

Right: Yasutomo Suzuki, Mayer of Hamamatsu City

Held DX seminar for local companies





Shizuoka University

Support the research of university students, the future leaders of the manufacturing industry

Naming rights





Obtained naming rights for the refreshment space. Decorated with the help of our users, using inkjet printers.

Workshop for children





Provided our products and appealed the joy of manufacturing to local children

100 Yen Dinner Project



Sponsoring efforts to "Support student life" and "support their second semester exams"



Skill Matrix of Directors and Executive Officers

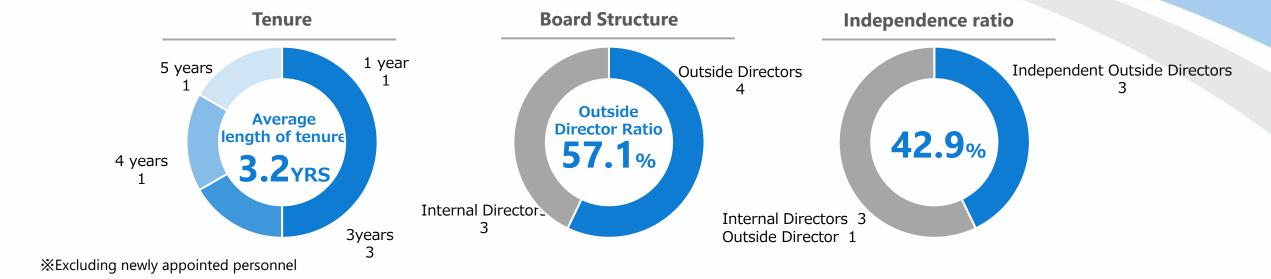
Scheduled after Annual General Meeting of Shareholders on 3/24

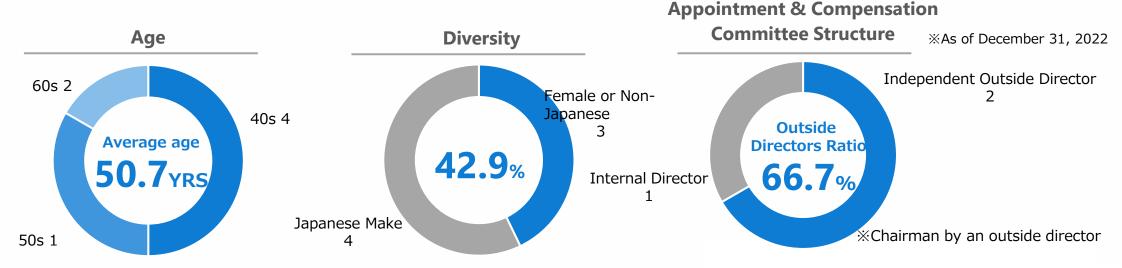
		Fundamental Skills			Strategic Skills							
	Name	Corporate Management	Production, Engineering and R&D	Sales and Marketing	Finance and Accounting	Compliance and Risk Management	Open Innovation and New Business Creation	M&A and Alliance	IT/DX	Corporate Communicatio n	Sustainable Management	Global Experience
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 Auditors	Masayasu Suzuki											•
Corporate Auditors	Naoki Nagano					•						•
Outside Auditors (Independent)	Mitsuhiro Honda				•	•					•	•
Outside Auditors (Independent)	Megumi Ikuma	•			•		•					•
Managing Executive Officer	Hisashi Bito		•				•		•			•
Managing Executive Officer	Kazuhiro Ogawa		•	•		•	•	•		•	•	•
Executive Officers	Yuji Kurata		•									•
Executive Officers	Tony Miller			•			•	•				•



Corporate Governance Highlight

※After approval at the Annual General Meeting of Shareholders on 3/24/2023







ESG Initiatives

E nvironment

- Strengthening environmentally-friendly non-solvent ink solutions
- Constructing Nearly ZEB certified new HQ building with 75% less energy consumption
- Promoting Environment-friendly manufacturing

*Construction completion: July 2023 (Plan)

S ocial

- Improving human health and safety through dental and medical support systems
- Work style reform: Promoted work-from-home and flextime schemes
- Promoting digital transformation of sales promotion and service activities

G overnance

- Separate monitoring and execution, delegate authority, and speed-up decision making
- Management transparency: The Appointment and Compensation Committee, comprising half or more of which are independent Outside Directors)
- Diverse composition of Board of Directors, with foreign nationals, women, and people with wide-ranging experience and knowledge

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.

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.



Preliminary question

Question (Summary)

Of the Directors, Audit & Supervisory Board Members, and Executive Officers, there are only two women, including candidates, and they are appointed only from outside the Company. What is the status of women's roles in the Company? What is the percentage of women in management positions?

In Japan, SDGs are often associated with environmental considerations, but globally, the eradication of poverty, as well as gender equality, are featured prominently. As a global company, I would like to see you work on goals other than those you currently have on mind



Proposals to be resolved



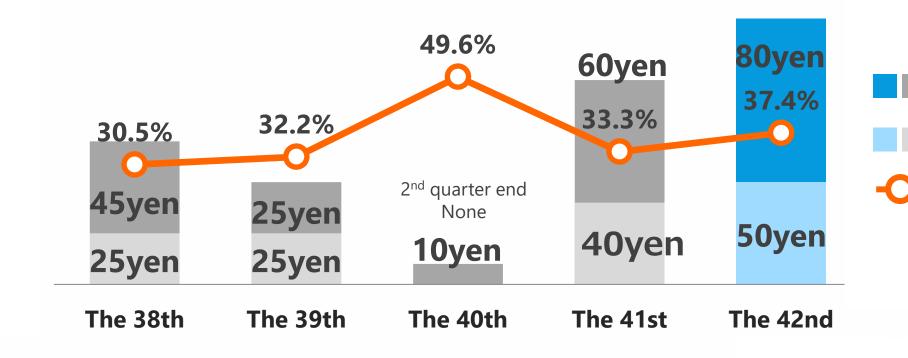
Report

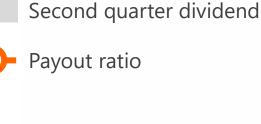
The number of shareholders	17,563
The number of voting rights exercised	124,932



Dividend amount per shar and payout ratio

Annual dividends (Yen) 70 50 10 100 130





Year-end dividend



Proposal No. 2: "Election of Seven Directors" Convocation notice P8~14

N	lame		
1	Kohei Tanabe		
2	Toshiharu Uwai		
3	Andrew Oransky		
4	Osamu Hosokubo	*	
5	Naoko Okada	*	
6	Brian K. Heywood	*	
7	Yasuhiro Kasahara	*	
		;	Candidates for Outside Director



Proposal No. 3: "Election of One Audit & Supervisory Board Member" Convocation notice P15

Name

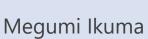
1 Megumi Ikuma

Candidates for Outside Audit & Supervisory Board Member



Introduction of Management







Yasuhiro Kasahara



Masayasu Suzuki



Naoki Nagano



Mitsuhiro Honda



Brian K. Heywood



Osamu Hosokubo Toshiharu Uwai





Kohei Tanabe



Andrew Oransky



Naoko Okada

Chairman



Thank you very much for your attendance today. Please have a safe trip home.

