# **Roland DG Corporation**

# Consolidated Financial Results for the Nine Months Ended September 30, 2022

November 10, 2022



### Summary YoY

<ul> <li>FX tailwind and solid demand resulted in sales growth, but procurement challenges and shipping cost increase resulted in profit decrease</li> </ul>

Forecast revision

 Downward revision due to Q3YTD performance and latest Q4 outlook; dividend forecast maintained

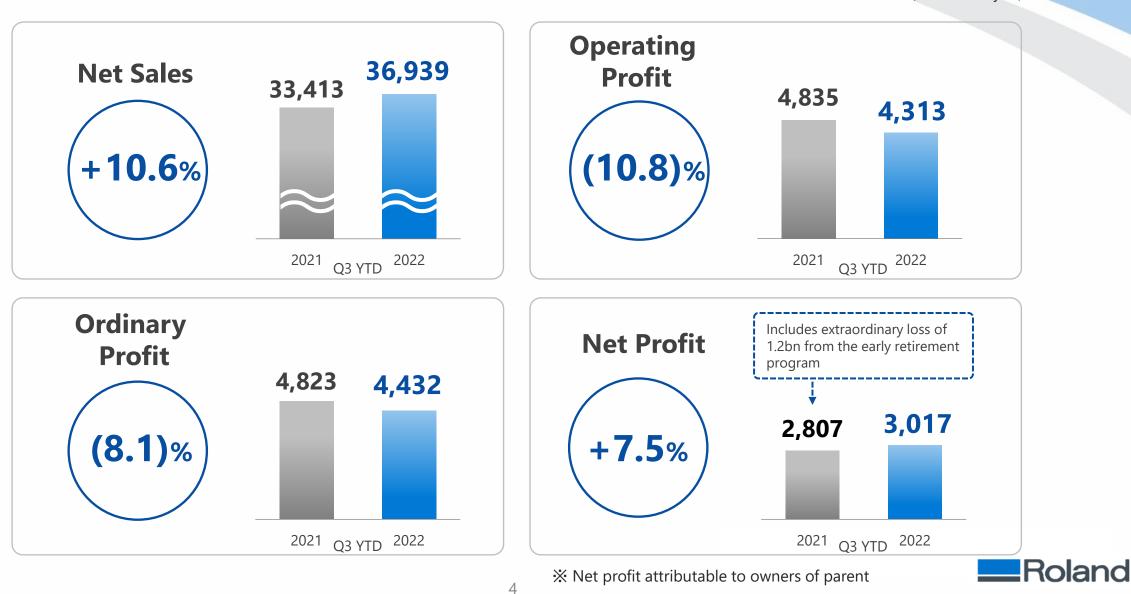


# **Q3 Financial Summary**



### Sales grew & profit declined YoY performance

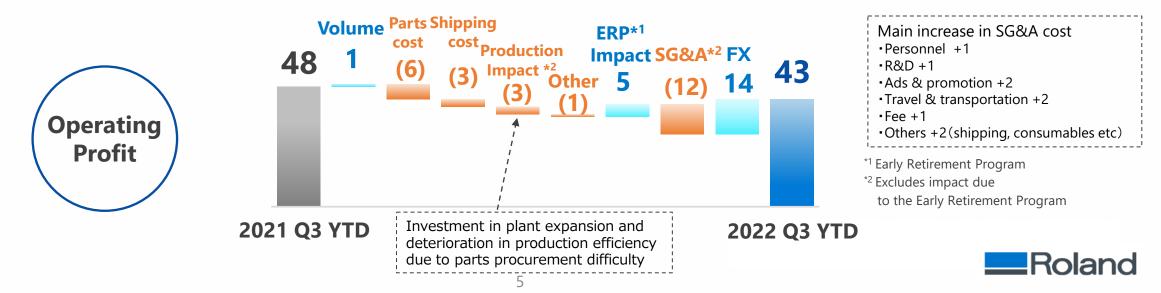
(Millions of yen)



# Sales and Operating Profit delta breakdown

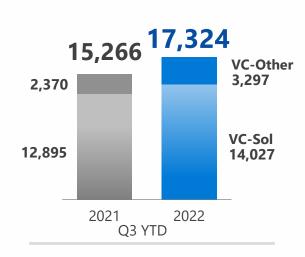
#### Variance Analysis YoY





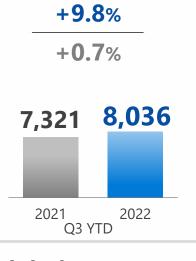
### **Eco-Solvent / UV printers and ink supply increased** Sales by market YoY

(Millions of yen) Top : YoY % Bottom: FX excluded +2.4%



#### **Visual Communication**

- New eco-solvent printer product for sign market and eco-solvent in sales grew (VC-Solvent)
- LEC2 series and UV ink supplies increased mainly in Europe and the US (VC-Other)



#### **Digital Fabrication**

- Sales of the BN-20A desktop ecosolvent printer that was launched in October 2021 were strong.
- Increase in Co-Creation model, LEC2 S Series, by sales geography expansion

6

 DWX-42W grew in Europe and the US

2021

+6.9%

(1.3)%

4,706 5,030

Q3 YTD

Dental

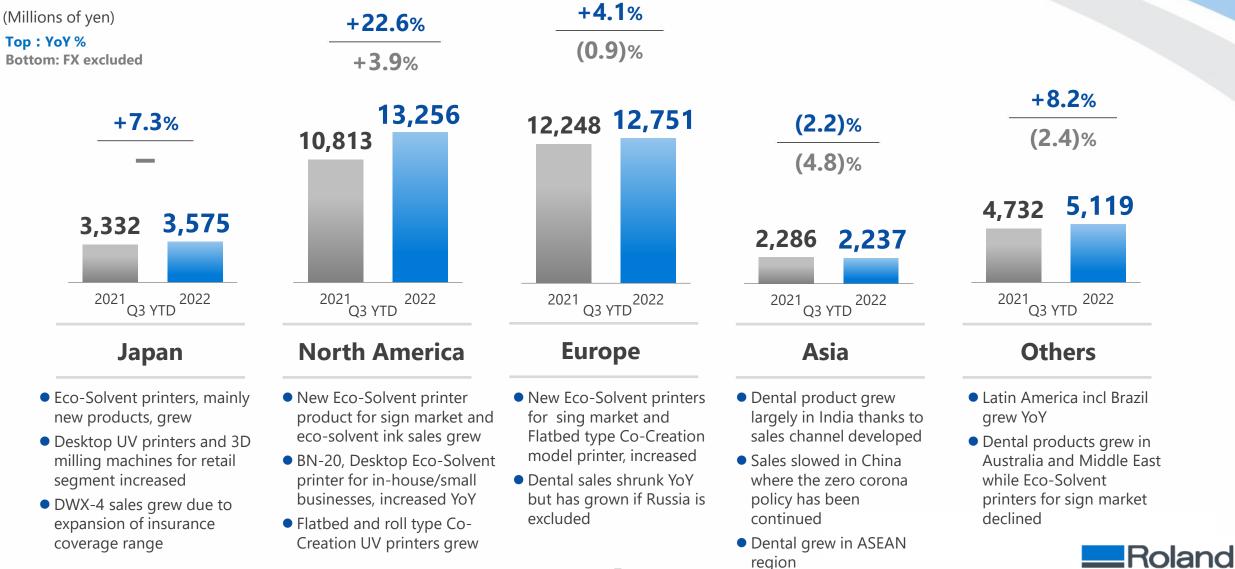
2022

 The emerging market model DWX-52Di launched in FY21H2 grew. In part of the areas, emerging market model replaced DWX-52D and DWX-52DCi which resulted in a YoY decline

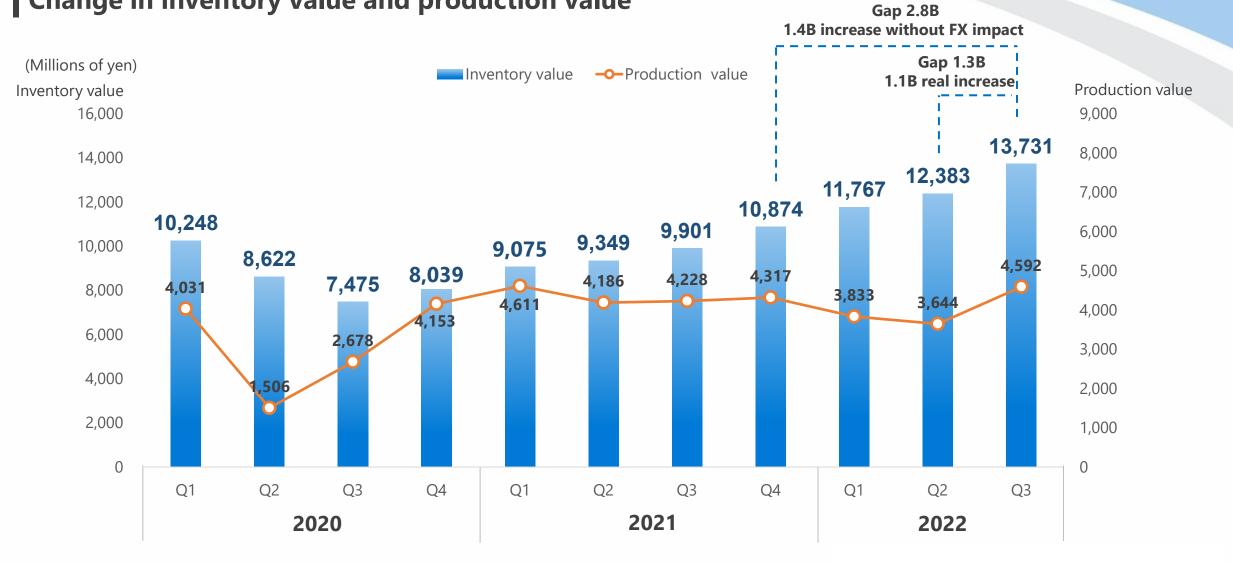
- +7.0% (0.4)% 6,119 6,548 2021 6,548 2021 2022 Q3 YTD 2022 Service, Software & Others
- Service parts sales was flat YoY
- Other sales including logistics etc increased



### Solid new Eco-Solvent printers sales in North America Sales by Regions YoY



#### Inventory increased due to lower-than-expected sales in Q3 (Jul-Sep) Change in inventory value and production value



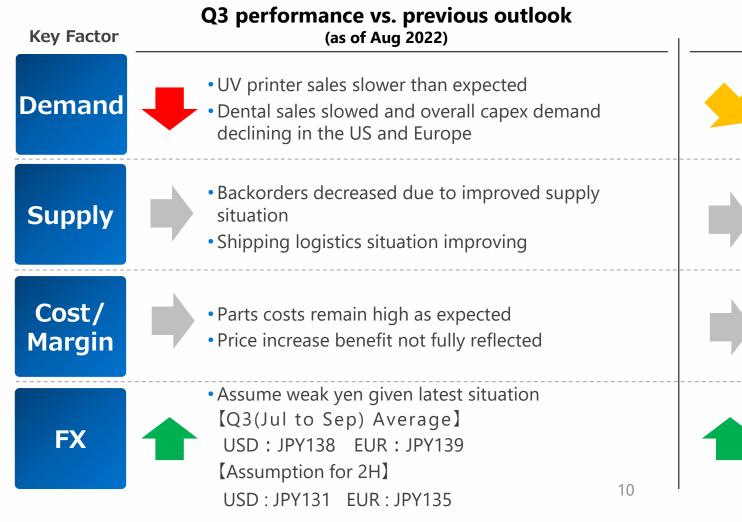


**Forecast revision** 



# Q3 (3 month) performance and Q4 outlook FY guidance revision: H2 in total to be lower than forecast disclosed in Aug

(Q4 to partly recover due to new products but not in full)

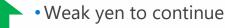


#### Latest Q4 outlook vs. previous outlook (as of Aug 2022)

- New eco-solvent printer to stay strong but expect weaker sales for other products
- Dental sales to slow in advanced economies but to remain solid in emerging market
- Continue working on parts procurement to enable steady supply
- Backorders to further decrease



• Benefit of price increase expected to contribute





### Revised FY guidance based on Q3 YTD performance and Q4 outlook Forecast revision

		FY2021 performance	Original Forecast <sup>*1</sup>	Previous Forecast <sup>*1</sup>	Revised Forecast <sup>*1</sup>	Change of previous forecast	% of previous forecast
Net :	Sales	45,095	49,400	51,900	51,000	(900)	(1.7)%
Gross	s Profit	23,063	25,500	26,300	25,700	(600)	(2.3)%
SGA	cost	17,007	18,200	18,700	19,000	300	1.6%
Operati	ng Profit	6,056	7,300	7,600	6,700	(900)	(11.8)%
Ordina	ry Profit	6,082	7,300	7,800	6,800	(1,000)	(12.8)%
Net F	Profit <sup>*2</sup>	3,733	5,300	5,500	4,700	(800)	(14.5)%
Average FX	USD	109.81	113	127	132		
rate (Unit : yen)	EUR	129.93	128	135	138		

\*1 Original Forecast February 14, 2022 Previous Forecast August 5, 2022 Revised Forecast November 10, 2022

\* 2 Net profit attributable to owners of parent



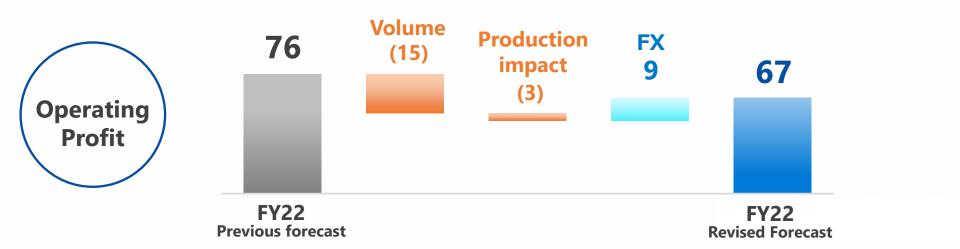
(Millions of yen)

#### Sales and Operating Profit delta breakdown Forecast revision

519



Net Sales	s	$\approx$	16		
		FY22 Previous forecast		FY22 Revised	
Average FX rate	USD	127		132	103.9%
(Unit:Yen)	EUR	135		138	102.2%





### **Revised Forecast** (Released on November 10)

• While the new product in eco-solvent is to remain strong, demand expected to be weaker than previous forecast especially in Europe. However, performance expected to improve than Q3 due to impact price increase and weak yen (Millions of yen)

2022/12	Q1	Q2	Q3	Q3 YTD	Q4 forecast (Deduction amount)	Revised forecast
Net Sales	11,316	12,768	12,854	36,939	14,061	51,000
Gross Profit	5,681	6,263	6,390	18,335	7,365	25,700
SGA cost	4,387	4,868	4,766	14,022	4,978	19,000
Operating Profit	1,293	1,395	1,624	4,313	2,387	6,700
Ordinary Profit	1,467	1,406	1,558	4,432	2,368	6,800
Net Profit <sup>*</sup>	925	1,009	1,082	3,017	1,683	4,700

\* Net profit attributable to owners of parent

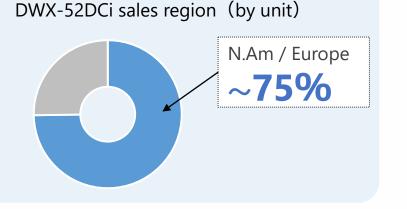


#### **New Products** Expected to contribute beyond (announced 9/1, on sale from 9/7) TOPICS

- > 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

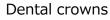


#### DWX-53DC



• Main output







Bridge



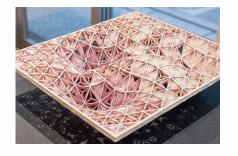
Inlay/Onlay



#### Growth opportunities 3D printer JV establishment (Released on September 16, 2022) TOPICS

- Established a binder-jet 3D printing JV in Jingdezhen, China, a world-famous location for pottery
- Our 3D printing (analogue to digital) technology solves issues such as mass production of intricate handmade designs and succession
- Exploring further industries where our technology can be applied

\*Binder-jet printing: A 3D printing methodology that jets liquid binders (glues) through print head nozzles on powder materials to create modelled objects.









Sample immediately after printing

Sample after glazing and firing

#### **Business overview**

Product and service	Sales of binder-jet ceramic 3D printers and peripherals Sales of ceramic and supporting materials 3D printing service, education & 3D printing experience service
Target geography	China: Product and service sales through the joint venture company Global: After 2023 using our existing sales channels
Start of business	August 2022
Expected Sales	309 Million RMB (appx. 6,360 Million JPY assuming 1RMB=20.59JPY) as of 13 September 2022

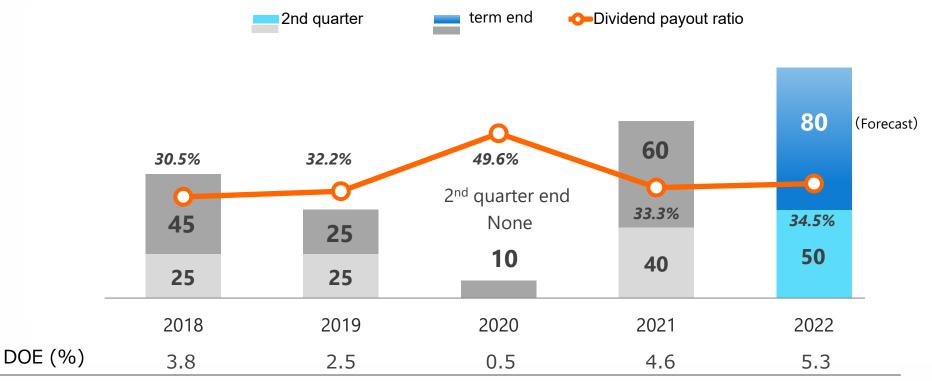
#### Overview of the joint venture company

Joint venture company name	CERAWEI TECHNOLOGY CO.,LTD
Location	Jingdezhen city, Jiangxi province, China
Invested Capital	2,850,000 US Dollars
Shareholding	AMSKY 51%, Jingdezhen Changnan New Area Zhongxi Investment Partnership 24%, AGCC 20%, Roland DG 5%



# **Dividend Forecast**

- Term end dividend expected to be 80 yen
- Full year dividend forecast is **130 yen**, which translates into **34.5%** payout ratio



Dividend on Equity ratio

**Dividend Policy (FY2021 to FY2023) :** Use the higher of 30% payout ratio to consolidated profit or 2% Dividend on Equity ratio (DOE) as a basis and account for future business development

Roland

## **Decision of Purchase and Retirement of Treasury Stock**(Released in November 10)

- Announced 'Notice Regarding Purchase of Treasury Stock and Retirement of Treasury Stock'.
- To improve shareholder return and capital efficiency.
- First own share purchase conducted intra-market\*
  - \* Excluding purchase of own shares from Roland Corporation

Class of shares to be repurchased	: Common stock of Roland DG Corporation
Total number of shares to be repurchased	: 400,000 (maximum)
	(The ratio of the total number of issued share (excluding treasury stock):3.2% )
Total purchase price for repurchase of shares	: JPY 1 billion (maximum)
Repurchase period	: From November 11,2022 to February 28,2023
Repurchase method	: Market purchases on the Tokyo Stock Exchange
	(Discretionary trade by securities companies)
Total number of shares to be retirement	: All shares repurchased
Retirement date	: March 28, 2023



# Purpose: To Empower Creativity and Excitement Worldwide

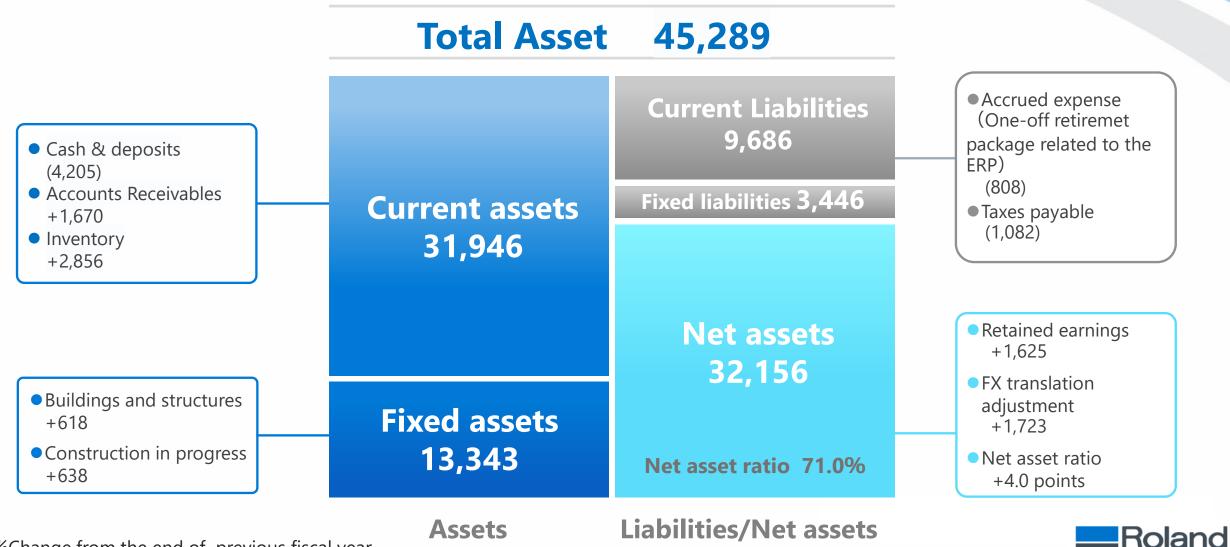
Through innovative digital solutions, we provide people around the world with the amazement and joy of creation, as well as the wow and excitement that result from it.





#### **Balance sheet** Balance sheet summary (as of 9/30/2022)

(Millions of yen)



\*Change from the end of previous fiscal year

20

### Change in revenue recognition method and treatment of R&D expenses

#### Change in revenue recognition method

We have changed the revenue recognition method starting from FY2022Q1. In accordance with the transitional treatment stated in the Revenue Recognition Accounting Principal 89-2, we have not restated the previous fiscal year's financials. The impact on the financials of this change however is minimal. The YoY comparison have been made with financials that <u>have not been restated</u>.

#### **2** Change in R&D expense treatment

Due to the completion of the factory migration to thailand, **R&D expenses have been moved from COGS to SG&A** starting from FY2022Q1.

YoY comparison have been made with financials that have been restated.

#### 3. Sales Category change

Starting from Q1 this year, to clarify the "Growth Area" and "Maintain Area", we have revised our sales category based on Markets and Products. Please see the appendix for details



## **Consolidated financial results**

\* R&D cost previously accounted as COGS has been moved to SG&A from 2022

illions of yen	)	* R&D cost prev								
2			2021 C	3 YTD	2022 Q3 YTD			YoY change		
		Performance	% of sales	Restated Actual	% of sales	Performance	% of sales	Change	Ratio	Exchange rate impace excluded Real term
Net	Sales	33,413	-	33,413	-	36,939	-	3,526	110.6%	101.0%
Gross	Profit	14,845	44.4%	17,090	51.1%	18,335	49.6%	1,245	107.3%	102.6%
SGA	cost	10,009	30.0%	12,255	36.7%	14,022	38.0%	1,767	114.4%	108.5%
Operati	ng Profit	4,835	14.5%	4,835	14.5%	4,313	11.7%	(521)	89.2%	60.2%
Ordina	ry Profit	4,823	14.4%	4,823	14.4%	4,432	12.0%	(390)	91.9%	63.1%
Net F	Profit <sup>*</sup>	2,807	8.4%	2,807	8.4%	3,017	8.2%	209	107.5%	68.1%
EPS (	(yen)	225.59		225.59						
Average FX	USD	108.50		108.50		128.06				
rate (Unit : yen)	EUR	129.87		129.87		136.00				
* Net prof	it attributabl	e to owners of pa	rent		\					
	nge rate	Net sales	3,199		R&D c	ost for previous I	-Y moved from C	OGS to SG&A		
Amount of impact		Operating Profi	it 1,404		22					Ro

# **Consolidated financial results**

( Millions of yen )	2021 Q	3 YTD	2022 Q	3 YTD	YoY change			
Sales by Market	Performance	% of sales	Performance	% of sales	Change	Ratio	Exchange rate impact excluded Real term	
Visual Communication	15,266	45.7%	17,324	46.9%	2,058	113.5%	102.4%	
Digital Fabrication	7,321	21.9%	8,036	21.8%	715	109.8%	100.7%	
Dental	4,706	14.1%	5,030	13.6%	324	106.9%	98.7%	
Service, Software & Others	6,119	18.3%	6,548	17.7%	428	107.0%	99.6%	
Total	33,413	100.0%	36,939	100.0%	3,526	110.6%	101.0%	
Sales by Product								
Hardware	16,772	50.2%	18,454	50.0%	1,682	110.0%	100.3%	
Supplies	10,722	32.1%	12,150	32.9%	1,428	113.3%	102.9%	
Service parts & Others	5,918	17.7%	6,335	17.1%	416	107.0%	99.4%	
Sales by Region								
Japan	3,332	10.0%	3,575	9.7%	242	107.3%	-	
North America	10,813	32.4%	13,256	35.9%	2,442	122.6%	103.9%	
Europe	12,248	36.6%	12,751	34.5%	503	104.1%	99.1%	
Asia	2,286	6.8%	2,237	6.0%	(49)	97.8%	95.2%	
Others	4,732	14.2%	5,119	13.9%	386	108.2%	97.6%	
Total	33,413	100.0%	<b>36,939</b>	100.0%	3,526	110.6%	101.0%	

#### **Consolidated financial results** Sales by Product (Old Categories)

(Millions of yen)

2021 Q3		3 YTD	YTD 2022 Q3 YTD			YoY change			
	Performance	% of sales	Performance	% of sales	Change	Ratio	Exchange rate impact excluded Real term		
Printers	10,807	32.3%	12,348	33.4%	1,540	114.3%	103.3%		
Plotters	884	2.7%	811	2.2%	(73)	91.7%	82.9%		
3D Products (DGSHAPE)	5,079	15.2%	5,294	14.3%	215	104.2%	96.8%		
Supplies	10,722	32.1%	12,150	32.9%	1,428	113.3%	102.9%		
Others	5,918	17.7%	6,335	17.2%	416	107.0%	99.4%		
Total	33,413	100.0%	36,939	100.0%	3,526	110.6%	101.0%		



## **Consolidated financial results (3 months)**

_			202	1						
	( Millions of yen )	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YoY	QoQ
	Net Sales	10,298	11,548	11,566	11,682	11,316	12,768	12,854	111.1%	100.7%
	Gross Profit	5,078	6,062	5,949	5,973	5,681	6,263	6,390	107.4%	102.0%
	%	49.3%	52.5%	51.4%	51.1%	50.2%	49.1%	49.7%	(1.7) P	+0.6P
	SGA cost	4,046	4,135	4,072	4,752	4,387	4,868	4,766	117.0%	97.9%
	%	39.3%	35.8%	35.2%	40.7%	38.8%	38.1%	37.1%	+1.9P	(1.0) P
	Operating Profit	1,031	1,926	1,876	1,221	1,293	1,395	1,624	86.6%	116.4%
	%	10.0%	16.7%	16.2%	10.5%	11.4%	10.9%	12.6%	(3.6) P	+1.7P
	Ordinary Profit	1,108	1,950	1,763	1,258	1,467	1,406	1,558	88.4%	110.8%
	%	10.8%	16.9%	15.3%	10.8%	13.0%	11.0%	12.1%	(3.2) P	+1.1P
	Net Profit *	(215)	1,796	1,227	925	925	1,009	1,082	88.2%	107.2%
	%	_	15.6%	10.6.%	7.9%	8.2%	7.9%	8.4%	(2.2) P	+0.5P
	EPS(yen)	(17.34)	144.38	98.55	74.29	74.25	81.01	86.87		

\* Net profit attributable to owners of parent

R&D cost for previous FY moved from COGS to SG&A



# **Consolidated financial results (3 months)**

( Millions of yen )		202	1				2022		
Sales by Market	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YoY	QoQ
Visual Communication	4,680	5,240	5,345	4,972	5,186	5,939	6,199	116.0%	104.4%
Digital Fabrication	2,198	2,593	2,529	2,687	2,509	2,840	2,686	106.2%	94.6%
Dental	1,373	1,756	1,576	1,895	1,529	1,879	1,621	102.8%	86.3%
Service, Software & Others	2,046	1,958	2,114	2,127	2,090	2,110	2,347	111.0%	111.3%
Total	10,298	11,548	11,566	11,682	11,316	12,768	12,854	111.1%	100.7%
Sales by Product									
Hardware	5,063	5,953	5,756	5,896	5,843	6,472	6,138	106.6%	94.8%
Supplies	3,247	3,693	3,781	3,715	3,485	4,236	4,427	117.1%	104.5%
Service parts & Others	1,987	1,902	2,028	2,070	1,987	2,059	2,288	112.8%	111.1%
Sales by Region									
Japan	1,167	1,051	1,113	1,201	1,347	1,063	1,164	104.5%	109.5%
North America	3,103	3,983	3,725	3,202	3,859	4,752	4,644	124.7%	97.7%
Europe	3,739	4,162	4,346	4,919	3,880	4,414	4,456	102.5%	101.0%
Asia	723	808	755	943	772	700	765	101.3%	109.3%
Others	1,564	1,543	1,624	1,415	1,455	1,839	1,824	112.3%	99.2%
Total	10,298	11,548	11,566	11,682	11,316	12,768	12,854	111.1%	100.7%

#### **Consolidated financial results (3 months)** Sales by Product (Old Categories)

( Millions of yen )

, ,		202	:1		2022					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YoY	QoQ	
Printers	3,232	3,777	3,797	3,604	3,840	4,334	4,173	109.9%	96.3%	
Plotters	336	283	265	324	305	264	241	90.8%	91.2%	
3D Products (DGSHAPE)	1,494	1,892	1,692	1,967	1,697	1,873	1,723	101.8%	92.0%	
Supplies	3,247	3,693	3,781	3,715	3,485	4,236	4,427	117.1%	104.5%	
Others	1,987	1,902	2,028	2,070	1,987	2,059	2,288	112.8%	111.1%	
Total	10,298	11,548	11,566	11,682	11,316	12,768	12,854	111.1%	100.7%	



# FY2022 Forecast

\*Released on November 10, 2022

Millions of yen)		202	21			2022	YoY change			
		Performance	% of s	ales	Original forecast	Previous forecast	Revised forecast	% of sales	% of sales	Change
Net	Sales	45,095	100	0.0%	49,400	51,900	51,000	100.0%	5,904	113.1%
Gross	Profit	23,063	51	1.1%	25,500	26,300	25,700	50.4%	2,636	111.4%
SGA	cost	17,007	37	7.7%	18,200	18,700	19,000	37.3%	1,992	111.7%
Operati	ng Profit	6,056	13	8.4%	7,300	7,600	6,700	13.1%	643	110.6%
Ordina	ry Profit	6,082	13	8.5%	7,300	7,800	6,800	13.3%	717	111.8%
Net P	rofit <sup>*1</sup>	3,733	6	8.3%	5,300	5,500	4,700	9.2%	966	125.9%
EPS	(yen)	299.88			425.42	441.34	377.14			
Average FX	USD	109.81			113.00	127.00	132.00			
rate (Unit : yen)	EUR	129.93			128.00	135.00	138.00			
*1 Net profit attributable to owners of parent										
			USD	EUR		ost for previous FY m	noved from COG	IS to SG&A		
Currency Se		Net sales	140	117						
(based on 2021 results)		Operating Profit	64	74		28				Rc

# FY2022 Forecast

#### \*Released on November 10, 2022

(Millions of yen)	202	21			2022			YoY ch	ange
Sales by Markets	Performance	% of sales	Original	Previous	Revised	Change from Previous forecast	% of sales	Change	Ratio
Visual Communication	20,238	44.9%	22,600	23,400	23,700	300	46.5%	3,461	117.1%
Digital Fabrication	10,008	22.2%	11,200	12,150	11,200	(950)	22.0%	1,191	111.9%
Dental	6,601	14.6%	7,250	7,850	7,300	(550)	14.3%	698	110.6%
Service, Software & Others	8,247	18.3%	8,350	8,500	8,800	300	17.3%	552	106.7%
Total	45,095	100.0%	49,400	51,900	51,000	(900)	100.0%	5,904	113.1%
Sales by Products									
Hardware	22,668	50.3%	26,800	27,800	26,050	(1,750)	51.1%	3,381	114.9%
Supplies	14,437	32.0%	14,400	15,850	16,400	550	32.2%	1,962	113.6%
Service parts & Others	7,989	17.7%	8,200	8,250	8,550	300	16.8%	560	107.0%
Sales by Regions									
Japan	4,533	10.0%	4,850	4,850	4,850	0	9.5%	316	107.0%
North America	14,015	31.1%	16,450	18,500	18,500	0	36.3%	4,484	132.0%
Europe	17,168	38.1%	17,600	17,800	17,400	(400)	34.1%	231	101.4%
Asia	3,230	7.2%	3,750	3,500	3,000	(500)	5.9%	(230)	92.9%
Others	6,148	13.6%	6,750	7,250	7,250	0	14.2%	1,101	117.9%
Total	45,095	100.0%	49,400	<b>51,900</b>	51,000	(900)	100.0%	5,904	113.1%

### FY2022 Forecast Sales by Product (Old Category)

(Millions of yen)

( 1	minons of yen )									
		2021				YoY change				
		Performance	% of sales	Original	Previous	Revised	Change from Previous forecast	% of sales	Change	Ratio
	Printers	14,411	32.0%	17,550	18,200	17,450	(750)	34.2%	3,038	121.1%
	Plotters	1,209	2.7%	1,250	1,250	1,000	(250)	2.0%	(209)	82.7%
	3D Products (DGSHAPE)	7,047	15.6%	8,000	8,300	7,600	(700)	14.9%	552	107.8%
	Supplies	14,437	32.0%	14,400	15,900	16,400	500	32.1%	1,962	113.6%
	Others	7,989	17.7%	8,200	8,250	8,550	300	16.8%	560	107.0%
	Total	45,095	100.0%	49,400	51,900	51,000	(900)	100.0%	5,904	113.1%

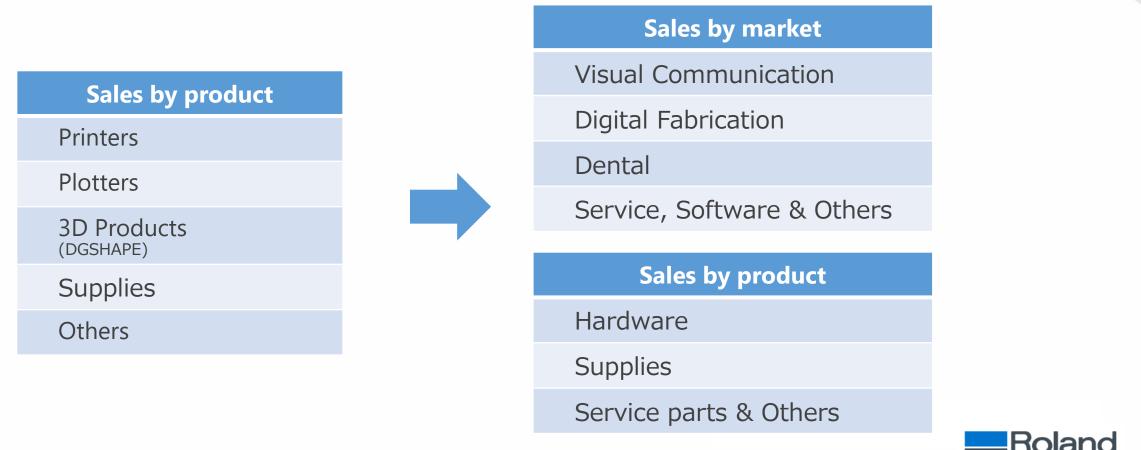


※ Released on November 10, 2022

### **Change in sales disclosure category** From product items to market based categorization

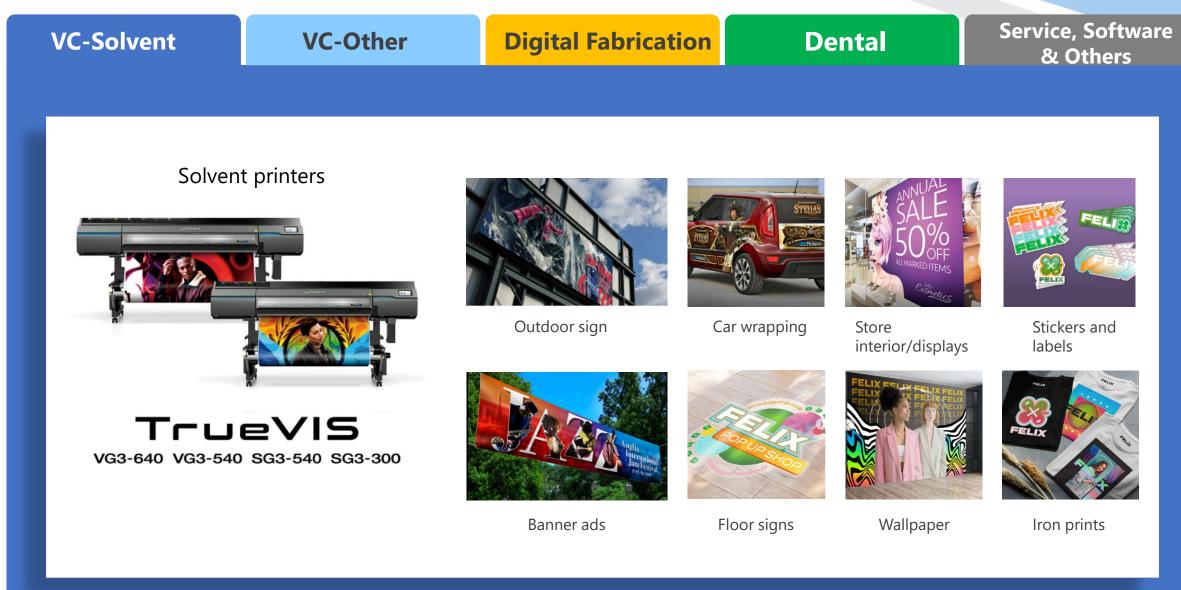
Change categorization to market (business) base from Q1

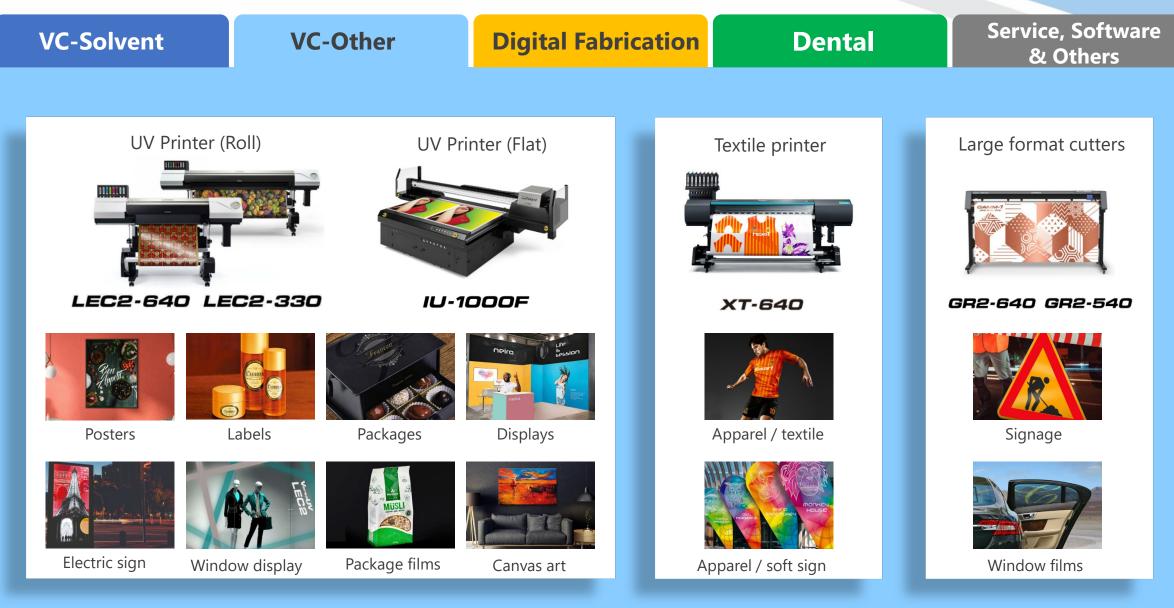
- Clarify growth area to allocate necessary resource
- Capture trend by business to enable flexible strategy development and execution



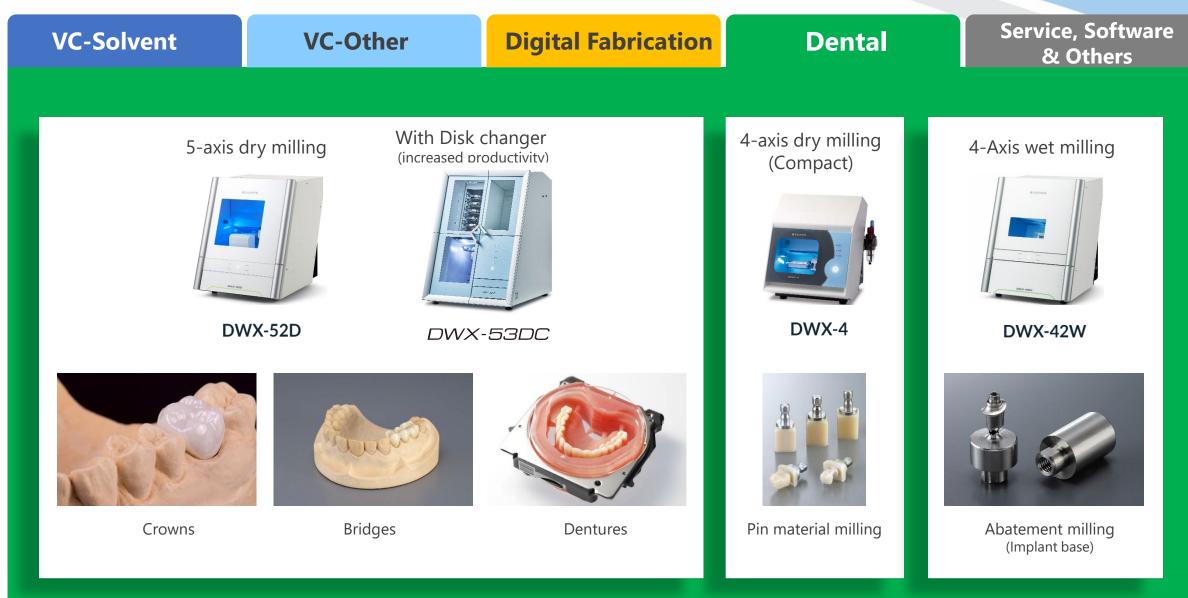
# New product category overview

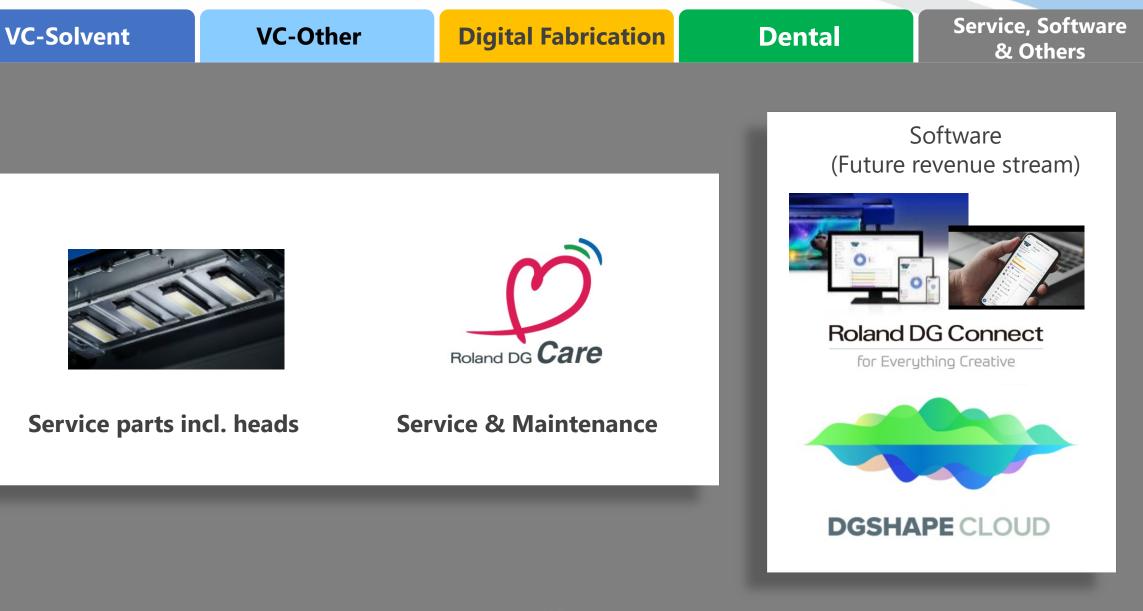
	Market	Customer / User	Key Products	Uses and Applications
Visual munication	VC-Solvent	<ul><li>&gt; Sign shops</li><li>&gt; Printing shops</li></ul>	<ul> <li>Solvent printers</li> <li>Solvent inks</li> </ul>	<ul> <li>Outdoor sign</li> <li>Store interior/displays</li> <li>Banners</li> <li>Car wrapping</li> </ul>
Visual Communication	VC-Other	<ul> <li>Sign shops</li> <li>Printing shops</li> <li>Print / design companies</li> </ul>	<ul> <li>&gt; UV printers</li> <li>&gt; UV inks</li> <li>&gt; Flat UV Printer</li> <li>&gt; Textile printers</li> <li>&gt; Large format cutters</li> </ul>	<ul> <li>Out/indoor sign</li> <li>Stickers and labels</li> <li>Design prototypes</li> <li>Textile / apparel</li> </ul>
<b>Digital Fabrication</b>		<ul> <li>Small/semi- industrial business</li> <li>Retail stores</li> <li>Sole business owners</li> </ul>	<ul> <li>Small solvent printers</li> <li>Small UV printers</li> <li>UV inks</li> <li>3D milling machines, Engravers</li> <li>Metal printers</li> <li>Small cutting machines</li> <li>Customizel, New area (Co-Creation)</li> </ul>	<ul> <li>Personalized goods</li> <li>Gift, novelties</li> <li>Iron prints</li> <li>Customization usage</li> <li>Parts, design prototyping</li> </ul>
Dental		<ul><li>Dental labs</li><li>Dental clinics</li></ul>	<ul> <li>Dental milling machines</li> <li>Dental Supply</li> </ul>	<ul> <li>Dental crowns</li> <li>Inlays</li> <li>Denture</li> <li>Abatement</li> </ul>
Ser	vice, Software & Others	<ul><li>Distributors</li><li>Customers</li></ul>	<ul> <li>Service parts incl. Printer heads</li> <li>Service and maintenance</li> </ul>	Delend
			22	Roland











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.

