

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

(Millions of Yen)

	'17/12	'18/12			'19/12 Forecast		
	Amount	Amount	YoY change		Amount	YoY change	
			Difference	%		Difference	%
Net Sales	43,573	42,774	-798	-1.8%	42,000	-774	-1.8%
Operating income	3,853	4,250	396	10.3%	3,000	-1,250	-29.4%
Ordinary income	3,804	3,976	172	4.5%	2,800	-1,176	-29.6%
Profit attributable to owners of parent	1,918	2,881	963	50.2%	1,900	-981	-34.1%

Sales by Product

(Millions of Yen)

	'17/12	'18/12			'19/12 Forecast				
	Amount	Amount	%	YoY change		Amount	%	YoY change	
				Difference	%			Difference	%
Printers	16,110	14,246	33.3%	-1,864	-11.6%	14,490	34.5%	243	1.7%
Cutting Machines	1,491	1,336	3.1%	-154	-10.3%	1,330	3.2%	-6	-0.5%
3D Products	5,005	5,619	13.2%	614	12.3%	5,900	14.0%	280	5.0%
Supplies	13,676	13,652	31.9%	-24	-0.2%	13,110	31.2%	-542	-4.0%
Others	7,288	7,919	18.5%	630	8.6%	7,170	17.1%	-749	-9.5%
Total	43,573	42,774	100.0%	-798	-1.8%	42,000	100.0%	-774	-1.8%

Sales by Region

(Millions of Yen)

	'17/12	'18/12			'19/12 Forecast				
	Amount	Amount	%	YoY change		Amount	%	YoY change	
				Difference	%			Difference	%
Japan	5,043	4,633	10.8%	-410	-8.1%	4,820	11.5%	186	4.0%
North America	11,930	12,267	28.7%	336	2.8%	12,280	29.2%	12	0.1%
Europe	15,878	16,203	37.9%	324	2.0%	15,290	36.4%	-913	-5.6%
Asia	3,681	3,517	8.2%	-163	-4.4%	3,480	8.3%	-37	-1.1%
Others	7,039	6,153	14.4%	-885	-12.6%	6,130	14.6%	-23	-0.4%
Total	43,573	42,774	100.0%	-798	-1.8%	42,000	100.0%	-774	-1.8%

Other Key Items

(Millions of Yen)

	'17/12	'18/12	'19/12 Forecast
Capital expenditures	877	839	1,700
Depreciation and amortization	1,223	1,188	1,300
Personnel expenses	11,619	11,418	11,300
R&D expenses	3,072	3,169	3,600
Advertising and promotion expenses	1,132	1,024	1,200

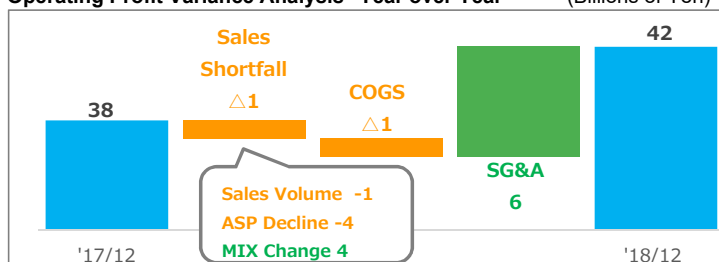
Exchange Rates

(Yen)

	'17/12 Average Jan to Dec	'18/12 Average Jan to Dec	'18/12 Closing 31-Dec	'19/12 Average Forecast
USD	112.20	110.44	111.00	105.00
EUR	126.70	130.45	126.98	125.00
GBP	144.54	147.51	140.47	140.00
DKK	17.03	17.51	17.02	16.78
AUD	86.04	82.63	78.14	78.00
THB	3.31	3.42	3.42	3.40
RMB	16.63	16.72	16.15	16.00
KRW	0.0993	0.1005	0.0992	0.09700
BRL	35.16	30.41	28.64	29.00
RUB	1.93	1.77	1.59	1.60

Operating Profit Variance Analysis Year over Year

(Billions of Yen)



Consolidated Financial Results Highlights for the Fiscal Year ended December 31, 2018(2)

Consolidated Results | FX impact

Operating Results

(100 Millions of yen)

	'17/12	'18/12	Difference	FX impact	FX excluded
Net Sales	435	427	-7	0	-1.9%
Opening income	38	42	3	0	10.0%

Sales by Product

(100 Millions of yen)

	'17/12	'18/12	Difference	FX impact	FX excluded
Printers	161	142	-18	0	-11.7%
Cutting Machines	14	13	-1	0	-10.2%
3D Products	50	56	6	0	11.9%
Supplies	136	136	0	0	-0.1%
Others	72	79	6	0	8.7%
Total	435	427	-7	0	-1.9%

Sales by Region

(100 Millions of yen)

	'17/12	'18/12	Difference	FX impact	FX excluded
Japan	50	46	-4	—	—
North America	119	122	3	-1	4.4%
Europe	158	162	3	4	-0.9%
Asia	36	35	-1	0	-4.7%
Others	70	61	-8	-2	-8.9%
Total	435	427	-7	0	-1.9%

Average Currency Exchange Rates

(Yen)

	'17/12	'18/12	
	Jan to Dec	Jan to Dec	Change %
USD	112.20	110.44	-1.6%
EUR	126.70	130.45	3.0%