

Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2020(1)

Consolidated Results

We have revised the consolidated financial results forecasts for the fiscal year ending December 31, 2020, which were announced on August 7, 2020.

Operating Results

(Millions of Yen)

	'19/12 Q3	'20/12 Q3			'20/12		
	Actual	Actual	YoY change		Forecast	YoY change	
			Difference	%		Difference	%
Net Sales	29,885	24,962	-4,922	-16.5%	34,300	-6,495	-15.9%
Operating Profit(loss)	2,316	-342	-2,658	-	300	-2,494	-89.3%
Ordinary Profit(loss)	2,189	-442	-2,632	-	170	-2,478	-93.6%
Profit (Loss) attributable to owners of parent	1,648	-789	-2,438	-	-360	-2,304	-

Sales by Product

(Millions of Yen)

	'19/12 Q3	'20/12 Q3				'20/12			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Printers	9,545	7,209	28.9%	-2,335	-24.5%	9,900	28.8%	-3,283	-24.9%
Cutting Machines	820	736	2.9%	-84	-10.2%	1,000	2.9%	-98	-9.0%
3D Products	4,027	3,183	12.7%	-843	-21.0%	4,380	12.8%	-1,325	-23.2%
Supplies	10,016	8,876	35.6%	-1,139	-11.4%	12,200	35.6%	-1,211	-9.0%
Others	5,476	4,956	19.9%	-520	-9.5%	6,820	19.9%	-576	-7.8%
Total	29,885	24,962	100.0%	-4,922	-16.5%	34,300	100.0%	-6,495	-15.9%

Sales by Region

(Millions of Yen)

	'19/12 Q3	'20/12 Q3				'20/12			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Japan	3,610	3,058	12.2%	-552	-15.3%	4,350	12.7%	-395	-8.3%
North America	8,422	7,830	31.4%	-591	-7.0%	10,390	30.3%	-1,237	-10.6%
Europe	11,102	9,100	36.5%	-2,001	-18.0%	12,430	36.2%	-2,827	-18.5%
Asia	2,402	1,654	6.6%	-748	-31.1%	2,450	7.1%	-770	-23.9%
Others	4,347	3,319	13.3%	-1,028	-23.7%	4,680	13.7%	-1,264	-21.3%
Total	29,885	24,962	100.0%	-4,922	-16.5%	34,300	100.0%	-6,495	-15.9%

Other Key Items

(Millions of Yen)

	'19/12 Q3	'20/12 Q3
Capital expenditures	1,097	720
Depreciation and amortization	1,120	1,043
Personnel expenses	8,309	7,695
R&D expenses	2,701	2,284
Advertising and promotion expenses	825	437

Exchange Rates

(Yen)

	'19/12 Q3 Average Jan to Sep	'20/12 Q3 Average Jan to Sep	'20/12 Q3 Closing 30-Sep	'20/12 Average Forecast
USD	109.16	107.61	105.78	105.00
EUR	122.69	120.95	124.13	120.00
GBP	139.08	136.83	135.98	135.00
DKK	16.44	16.22	16.68	16.10
AUD	76.37	72.82	75.42	75.00
THB	3.49	3.42	3.34	3.40
RMB	15.90	15.38	15.53	15.60
KRW	0.0941	0.0897	0.0905	0.09200
BRL	28.13	21.48	18.79	27.00
RUB	1.68	1.53	1.33	1.60

Consolidated Financial Results Highlights for the Third Quarter of the Fiscal Year ended December 31, 2020(2)
Consolidated Results | FX impact
Operating Results

(Millions of yen)

	'19/12 Q3	'20/12 Q3	Difference	FX impact	FX excluded
Net Sales	29,885	24,962	-4,922	-515	-14.7%
Operating loss	2,316	-342	-2,658	-229	-

Sales by Product

(Millions of yen)

	'19/12 Q3	'20/12 Q3	Difference	FX impact	FX excluded
Printers	9,545	7,209	-2,335	-173	-22.7%
Cutting Machines	820	736	-84	-12	-8.7%
3D Products	4,027	3,183	-843	-52	-19.7%
Supplies	10,016	8,876	-1,139	-164	-9.7%
Others	547	4,956	-520	-112	-7.4%
Total	29,885	24,962	-4,922	-515	-14.7%

Sales by Region

(Millions of yen)

	'19/12 Q3	'20/12 Q3	Difference	FX impact	FX excluded
Japan	3,610	3,058	-552	-	-
North America	8,422	7,830	-591	-112	-5.7%
Europe	11,102	9,100	-2,001	-130	-16.9%
Asia	2,402	1,654	-748	-33	-29.8%
Others	4,347	3,319	-1,028	-237	-18.2%
Total	29,885	24,962	-4,922	-515	-14.7%

Average Currency Exchange Rates

(Yen)

	'19/12 Q3	'20/12 Q3	
	Jan to Sep	Jan to Sep	Change %
USD	109.16	107.61	-1.4%
EUR	122.69	120.95	-1.4%