

Consolidated Financial Results Highlights for the Fiscal Year ended December 31, 2022(1)

Consolidated Results

Operating Results

(Millions of Yen)

	'21/12 ※ ¹	'22/12			'23/12 Forecast		
	Actual	Actual	YoY change		Forecast	YoY change	
			Difference	%		Difference	%
Net Sales	45,095	50,459	5,363	11.9%	58,100	7,640	15.1%
Operating Profit	6,056	6,083	27	0.5%	7,000	916	15.1%
Ordinary Profit	6,082	6,126	44	0.7%	7,000	873	14.3%
Profit attributable to owners of parent	3,733	4,327	593	15.9%	5,400	1,072	24.8%

Sales by Market

(Millions of Yen)

	'21/12 ※ ²	'22/12				'23/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Visual Communication	20,238	23,846	47.3%	3,607	17.8%	29,100	50.1%	5,253	22.0%
Digital Fabrication	10,008	10,926	21.6%	918	9.2%	11,600	20.0%	673	6.2%
Dental	6,601	6,969	13.8%	367	5.6%	8,600	14.8%	1,630	23.4%
Service, Software & Others	8,247	8,716	17.3%	469	5.7%	8,800	15.1%	83	1.0%
Total	45,095	50,459	100.0%	5,363	11.9%	58,100	100.0%	7,640	15.1%

Sales by Product

(Millions of Yen)

	'21/12 ※ ²	'22/12				'23/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Hardware	22,668	25,694	50.9%	3,026	13.4%	31,600	54.4%	5,905	23.0%
Supplies	14,437	16,319	32.4%	1,881	13.0%	17,800	30.6%	1,480	9.1%
Service parts & Others	7,989	8,444	16.7%	455	5.7%	8,700	15.0%	255	3.0%
Total	45,095	50,459	100.0%	5,363	11.9%	58,100	100.0%	7,640	15.1%

Sales by Region

(Millions of Yen)

	'21/12	'22/12				'23/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Japan	4,533	4,786	9.5%	252	5.6%	5,300	9.1%	513	10.7%
North America	14,015	18,452	36.6%	4,436	31.7%	21,700	37.4%	3,247	17.6%
Europe	17,168	17,444	34.6%	276	1.6%	19,200	33.1%	1,755	10.1%
Asia	3,230	2,890	5.7%	-339	-10.5%	3,800	6.5%	909	31.5%
Others	6,148	6,885	13.6%	736	12.0%	8,100	13.9%	1,214	17.6%
Total	45,095	50,459	100.0%	5,363	11.9%	58,100	100.0%	7,640	15.1%

Other Key Items

(Millions of Yen)

	'21/12	'22/12	'23/12 Forecast
Capital expenditures	2,398	2,856	4,600
Depreciation and amortization	1,301	1,331	1,600
Personnel expenses	10,920	11,454	12,700
R&D expenses	3,106	3,134	3,300
Advertising and promotion expenses	768	1,159	1,300

Exchange Rates

(Yen)

	'21/12 Average Jan to Dec	'22/12 Average Jan to Dec	'22/12 Closing 31-Dec	'23/12 Average Forecast
USD	109.81	131.46	132.70	125.00
EUR	129.93	138.11	141.52	135.00
GBP	151.11	161.99	160.04	160.00
DKK	17.47	18.57	19.04	18.12
AUD	82.52	91.06	89.57	91.00
THB	3.44	3.75	3.80	3.70
RMB	17.03	19.49	19.02	19.40
KRW	0.0960	0.1017	0.1054	0.1010
BRL	20.39	25.49	25.10	25.00
RUB	1.49	1.97	1.76	1.90

※1 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 have not been restated.

※2 From this fiscal year, we changed the existing categories for disclosure of sales by product to new categories by market and by product. With regard to year-on-year comparisons, the figures for the previous period have been reclassified to match the categorization of the figures for sales by market and sales by product. No changes have been made to the categories for disclosure of sales by region.

Consolidated Financial Results Highlights for the Fiscal Year ended December 31, 2022(2)

Consolidated Results | FX impact

Operating Results

(Millions of yen)

	'21/12 ※ ¹	'22/12	Difference	FX impact	FX excluded
Net Sales	45,095	50,459	5,363	4,901	1.0%
Operating Profit	6,056	6,083	27	2,120	-34.5%

Sales by Market

(Millions of yen)

	'21/12 ※ ²	'22/12	Difference	FX impact	FX excluded
Visual Communication	20,238	23,846	3,607	2,610	4.9%
Digital Fabrication	10,008	10,926	918	1,017	-1.0%
Dental	6,601	6,969	367	596	-3.5%
Service, Software & Others	8,247	8,716	469	677	-2.5%
Total	45,095	50,459	5,363	4,901	1.0%

Sales by Product

(Millions of yen)

	'21/12 ※ ²	'22/12	Difference	FX impact	FX excluded
Hardware	22,668	25,694	3,026	2,559	2.1%
Supplies	14,437	16,319	1,881	1,664	1.5%
Service parts & Others	7,989	8,444	455	677	-2.8%
Total	45,095	50,459	5,363	4,901	1.0%

Sales by Region

(Millions of yen)

	'21/12	'22/12	Difference	FX impact	FX excluded
Japan	4,533	4,786	252	—	—
North America	14,015	18,452	4,436	3,038	10.0%
Europe	17,168	17,444	276	1,054	-4.5%
Asia	3,230	2,890	-339	78	-12.9%
Others	6,148	6,885	736	730	0.1%
Total	45,095	50,459	5,363	4,901	1.0%

Average Currency Exchange Rates

(Yen)

	'21/12	'22/12	
	Jan to Dec	Jan to Dec	Change %
USD	109.81	131.46	19.7%
EUR	129.93	138.11	6.3%

※1 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 have not been restated.

※2 From this fiscal year, we changed the existing categories for disclosure of sales by product to new categories by market and by product. With regard to year-on-year comparisons, the figures for the previous period have been reclassified to match the categorization of the figures for sales by market and sales by product. No changes have been made to the categories for disclosure of sales by region.

Consolidated Financial Results Highlights for the Fiscal Year ended December 31, 2022(3)

Consolidated Results

※With regard to the year-on-year comparisons below, the figures for the twelve months ended December 31, 2022 have been reclassified to match the categorization of figures for sales by product under the previously used categories.

Sales by Product

(Millions of Yen)

	'21/12	'22/12 ※			
	Actual	Actual	%	YoY change	
				Difference	%
Printers	14,411	17,418	34.5%	3,006	20.9%
Plotters	1,209	1,041	2.1%	-167	-13.9%
3D products	7,047	7,234	14.3%	187	2.7%
Supplies	14,437	16,319	32.4%	1,881	13.0%
Others	7,989	8,444	16.7%	455	5.7%
Total	45,095	50,459	100.0%	5,363	11.9%

Consolidated Results | FX impact | Previous Categories

Sales by Product

(Millions of Yen)

	'21/12	'22/12 ※	Difference	FX impact	FX excluded
Printers	14,411	17,418	3,006	1,874	7.9%
Plotters	1,209	1,041	-167	110	-23.0%
3D products	7,047	7,234	187	575	-5.5%
Supplies	14,437	16,319	1,881	1,664	1.5%
Others	7,989	8,444	455	677	-2.8%
計	45,095	50,459	5,363	4,901	1.0%

Average Currency Exchange Rates

(Yen)

	'21/12	'22/12	
	Jan to Dec	Jan to Dec	Change %
USD	109.81	131.46	19.7%
EUR	129.93	138.11	6.3%