

Consolidated Financial Results Highlights for the Second Quarter of the Fiscal Year ended December 31, 2023(1)
Consolidated Results
Operating Results

(Millions of Yen)

	'22/12 Q2	'23/12 Q2			'23/12 Forecast		
	Actual	Actual	YoY change		Forecast	YoY change	
			Difference	%		Difference	%
Net Sales	24,085	25,679	1,594	6.6%	58,100	7,640	15.1%
Operating Profit	2,689	2,593	-95	-3.6%	7,000	916	15.1%
Ordinary Profit	2,874	2,891	17	0.6%	7,000	873	14.3%
Profit attributable to owners of parent	1,934	2,082	147	7.6%	5,400	1,072	24.8%

Sales by Market

(Millions of Yen)

	'22/12 Q2	'23/12 Q2				'23/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Visual Communication	11,125	12,697	49.5%	1,572	14.1%	29,100	50.1%	5,253	22.0%
Digital Fabrication	5,349	5,038	19.6%	-311	-5.8%	11,600	20.0%	673	6.2%
Dental	3,409	3,731	14.5%	322	9.4%	8,600	14.8%	1,630	23.4%
Service, Software & Others	4,200	4,212	16.4%	11	0.3%	8,800	15.1%	83	1.0%
Total	24,085	25,679	100.0%	1,594	6.6%	58,100	100.0%	7,640	15.1%

Sales by Product

(Millions of Yen)

	'22/12 Q2	'23/12 Q2				'23/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Hardware	12,316	12,579	49.0%	263	2.1%	31,600	54.4%	5,905	23.0%
Supplies	7,722	9,024	35.1%	1,302	16.9%	17,800	30.6%	1,480	9.1%
Service parts & Others	4,046	4,075	15.9%	29	0.7%	8,700	15.0%	255	3.0%
Total	24,085	25,679	100.0%	1,594	6.6%	58,100	100.0%	7,640	15.1%

Sales by Region

(Millions of Yen)

	'22/12 Q2	'23/12 Q2				'23/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Japan	2,411	2,166	8.4%	-245	-10.2%	5,300	9.1%	513	10.7%
North America	8,611	8,973	34.9%	361	4.2%	21,700	37.4%	3,247	17.6%
Europe	8,295	9,116	35.5%	821	9.9%	19,200	33.0%	1,755	10.1%
Asia	1,472	1,559	6.1%	87	5.9%	3,800	6.5%	909	31.5%
Others	3,294	3,863	15.1%	569	17.3%	8,100	14.0%	1,214	17.6%
Total	24,085	25,679	100.0%	1,594	6.6%	58,100	100.0%	7,640	15.1%

Other Key Items

(Millions of Yen)

	'22/12 Q2	'23/12 Q2	'23/12 Forecast
Capital expenditures	1,045	2,095	4,600
Depreciation and amortization	641	688	1,600
Personnel expenses	5,600	6,276	12,700
R&D expenses	1,594	1,570	3,300
Advertising and promotion expenses	594	701	1,300

Exchange Rates

(Yen)

	'22/12 Q2 Average Jan to Jun	'23/12 Q2 Average Jan to Jun	'23/12 Q2 Closing 30-Jun	'23/12 Average Forecast
USD	122.89	134.85	144.99	125.00
EUR	134.30	145.82	157.60	135.00
GBP	159.50	166.43	182.98	160.00
DKK	18.05	19.58	21.17	18.12
AUD	88.36	91.24	95.69	91.00
THB	3.65	3.96	4.07	3.70
RMB	18.94	19.46	19.95	19.40
KRW	0.0997	0.1043	0.1098	0.1010
BRL	24.34	26.63	29.85	25.00
RUB	1.66	1.76	1.67	1.90

Consolidated Financial Results Highlights for the Second Quarter of the Fiscal Year ended December 31, 2023(2)

Consolidated Results | FX impact

Operating Results

(Millions of yen)

	'22/12 Q2	'23/12 Q2	Difference	FX impact	FX excluded
Net Sales	24,085	25,679	1,594	1,694	—
Operating Profit	2,689	2,593	-95	824	-34.2%

Sales by Market

(Millions of yen)

	'22/12 Q2	'23/12 Q2	Difference	FX impact	FX excluded
Visual Communication	11,125	12,697	1,572	900	6.0%
Digital Fabrication	5,349	5,038	-311	325	-11.9%
Dental	3,409	3,731	322	239	2.4%
Service, Software & Others	4,200	4,212	11	229	-5.2%
Total	24,085	25,679	1,594	1,694	-0.4%

Sales by Product

(Millions of yen)

	'22/12 Q2	'23/12 Q2	Difference	FX impact	FX excluded
Hardware	12,316	12,579	263	847	-4.7%
Supplies	7,722	9,024	1,302	617	8.9%
Service parts & Others	4,046	4,075	29	229	-5.0%
Total	24,085	25,679	1,594	1,694	-0.4%

Sales by Region

(Millions of yen)

	'22/12 Q2	'23/12 Q2	Difference	FX impact	FX excluded
Japan	2,411	2,166	-245	—	—
North America	8,611	8,973	361	795	-5.0%
Europe	8,295	9,116	821	670	1.8%
Asia	1,472	1,559	87	19	4.6%
Others	3,294	3,863	569	208	10.9%
Total	24,085	25,679	1,594	1,694	-0.4%

Average Currency Exchange Rates

(Yen)

	'22/12 Q2	'23/12 Q2	
	Jan to Jun	Jan to Jun	Change %
USD	122.89	134.85	9.7%
EUR	134.30	145.82	8.6%