

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

(Millions of Yen)

	'22/12 Q3	'23/12 Q3			'23/12 Forecast ※		
	Actual	Actual	YoY change		Forecast	YoY change	
			Difference	%		Difference	%
Net Sales	36,939	39,614	2,674	7.2%	54,500	4,040	8.0%
Operating Profit	4,313	4,002	-310	-7.2%	5,800	-283	-4.7%
Ordinary Profit	4,432	4,255	-177	-4.0%	6,000	-126	-2.1%
Profit attributable to owners of parent	3,017	3,082	64	2.2%	4,800	472	10.9%

**Sales by Market**

(Millions of Yen)

	'22/12 Q3	'23/12 Q3			'23/12 Forecast ※				
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Visual Communication	17,324	19,905	50.2%	2,580	14.9%	27,500	50.4%	3,653	15.3%
Digital Fabrication	8,036	7,930	20.0%	-105	-1.3%	11,000	20.2%	73	0.7%
Dental	5,030	5,086	12.9%	55	1.1%	6,700	12.3%	-269	-3.9%
Service, Software & Others	6,548	6,692	16.9%	143	2.2%	9,300	17.1%	583	6.7%
Total	36,939	39,614	100.0%	2,674	7.2%	54,500	100.0%	4,040	8.0%

**Sales by Product**

(Millions of Yen)

	'22/12 Q3	'23/12 Q3			'23/12 Forecast ※				
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Hardware	18,454	19,322	48.8%	867	4.7%	26,700	49.0%	1,005	3.9%
Supplies	12,150	13,842	34.9%	1,692	13.9%	18,900	34.7%	2,580	15.8%
Service parts & Others	6,335	6,450	16.3%	115	1.8%	8,900	16.3%	455	5.4%
Total	36,939	39,614	100.0%	2,674	7.2%	54,500	100.0%	4,040	8.0%

**Sales by Region**

(Millions of Yen)

	'22/12 Q3	'23/12 Q3			'23/12 Forecast ※				
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Japan	3,575	3,280	8.3%	-295	-8.3%	4,400	8.1%	-386	-8.1%
North America	13,256	14,075	35.5%	819	6.2%	19,500	35.8%	1,047	5.7%
Europe	12,751	13,838	34.9%	1,086	8.5%	19,000	34.9%	1,555	8.9%
Asia	2,237	2,461	6.2%	224	10.0%	3,400	6.2%	509	17.6%
Others	5,119	5,958	15.1%	839	16.4%	8,200	15.0%	1,314	19.1%
Total	36,939	39,614	100.0%	2,674	7.2%	54,500	100.0%	4,040	8.0%

**Other Key Items**

(Millions of Yen)

	'22/12 Q3	'23/12 Q3	'23/12 Forecast ※
Capital expenditures	2,254	4,107	4,600
Depreciation and amortization	975	1,098	1,600
Personnel expenses	8,484	9,513	12,700
R&D expenses	2,345	2,434	3,300
Advertising and promotion expenses	848	1,039	1,300

**Exchange Rates**

(Yen)

	'22/12 Q3 Average Jan to Sep	'23/12 Q3 Average Jan to Sep	'23/12 Q3 Closing 30-Sep	'23/12 Average Forecast
USD	128.06	138.11	149.58	140.00
EUR	136.00	149.67	158.03	151.00
GBP	160.62	172.00	182.56	174.00
DKK	18.28	20.09	21.19	20.30
AUD	90.43	92.40	96.03	93.00
THB	3.70	4.01	4.09	4.00
RMB	19.36	19.62	20.50	19.70
KRW	0.1009	0.1062	0.1109	0.1070
BRL	25.02	27.63	29.72	28.00
RUB	1.87	1.68	1.55	1.60

※ We have revised the consolidated financial results forecasts for the fiscal year ending December 31, 2023, which were announced on November 9, 2023.

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

## Consolidated Results | FX impact

**Operating Results**

(Millions of yen)

	'22/12 Q3	'23/12 Q3	Difference	FX impact	FX excluded
Net Sales	36,939	39,614	2,674	2,569	0.3%
Operating Profit	4,313	4,002	-310	1,445	-40.7%

**Sales by Market**

(Millions of yen)

	'22/12 Q3	'23/12 Q3	Difference	FX impact	FX excluded
Visual Communication	17,324	19,905	2,580	1,355	7.1%
Digital Fabrication	8,036	7,930	-105	514	-7.7%
Dental	5,030	5,086	55	330	-5.5%
Service, Software & Others	6,548	6,692	143	368	-3.4%
Total	36,939	39,614	2,674	2,569	0.3%

**Sales by Product**

(Millions of yen)

	'22/12 Q3	'23/12 Q3	Difference	FX impact	FX excluded
Hardware	18,454	19,322	867	1,282	-2.2%
Supplies	12,150	13,842	1,692	918	6.4%
Service parts & Others	6,335	6,450	115	368	-4.0%
Total	36,939	39,614	2,674	2,569	0.3%

**Sales by Region**

(Millions of yen)

	'22/12 Q3	'23/12 Q3	Difference	FX impact	FX excluded
Japan	3,575	3,280	-295	—	—
North America	13,256	14,075	819	1,024	-1.5%
Europe	12,751	13,838	1,086	1,211	-1.0%
Asia	2,237	2,461	224	27	8.8%
Others	5,119	5,958	839	306	10.4%
Total	36,939	39,614	2,674	2,569	0.3%

**Average Currency Exchange Rates**

(Yen)

	'22/12 Q3	'23/12 Q3	
	Jan to Sep	Jan to Sep	Change %
USD	128.06	138.11	7.8%
EUR	136.00	149.67	10.1%