

Consolidated Financial Results Highlights for the Fiscal Year ended December 31, 2023

Consolidated Results

Operating Results

(Millions of Yen)

	'22/12	'23/12			FX impact	FX excluded
	Actual	Actual	YoY change			
			Difference	%		
Net Sales	50,459	54,018	3,559	7.1%	3,369	0.4%
Operating Profit	6,083	5,217	-866	-14.2%	1,754	-43.1%
Ordinary Profit	6,126	5,348	-777	-12.7%	1,772	-41.6%
Profit attributable to owners of parent	4,327	4,302	-24	-0.6%	1,457	-34.3%

Sales by Market

(Millions of Yen)

	'22/12	'23/12			FX impact	FX excluded
	Actual	Actual	YoY change			
			Difference	%		
Visual Communication	23,846	26,875	3,028	12.7%	1,753	5.3%
Digital Fabrication	10,926	11,034	107	1.0%	691	-5.3%
Dental	6,969	7,097	127	1.8%	437	-4.4%
Service, Software & Others	8,716	9,011	295	3.4%	487	-2.2%
Total	50,459	54,018	3,559	7.1%	3,369	0.4%

Sales by Product

(Millions of Yen)

	'22/12	'23/12			FX impact	FX excluded
	Actual	Actual	YoY change			
			Difference	%		
Hardware	25,694	26,722	1,027	4.0%	1,698	-2.6%
Supplies	16,319	18,610	2,290	14.0%	1,183	6.8%
Service parts & Others	8,444	8,684	240	2.8%	487	-2.9%
Total	50,459	54,018	3,559	7.1%	3,369	0.4%

Sales by Region

(Millions of Yen)

	'22/12	'23/12			FX impact	FX excluded
	Actual	Actual	YoY change			
			Difference	%		
Japan	4,786	4,616	-170	-3.6%	—	—
North America	18,452	18,677	225	1.2%	1,209	-5.3%
Europe	17,444	19,076	1,631	9.4%	1,698	-0.4%
Asia	2,890	3,668	777	26.9%	47	25.3%
Others	6,885	7,980	1,094	15.9%	413	9.9%
Total	50,459	54,018	3,559	7.1%	3,369	0.4%

Other Key Items

(Millions of Yen)

	'22/12	'23/12
Capital expenditures	2,856	4,620
Depreciation and amortization	1,331	1,557
Personnel expenses	11,454	12,704
R&D expenses	3,134	3,346
Advertising and promotion expenses	1,159	1,442

Exchange Rates

(Yen)

	'22/12 Average Jan to Dec	'23/12 Average Jan to Dec	'23/12 Closing 31-Dec
USD	131.46	140.56	141.83
EUR	138.11	152.04	157.15
GBP	161.99	174.91	180.69
DKK	18.57	20.41	21.08
AUD	91.06	93.37	96.94
THB	3.75	4.05	4.14
RMB	19.49	19.82	19.94
KRW	0.1017	0.1077	0.1102
BRL	25.49	28.19	29.23
RUB	1.97	1.66	1.61

※ As announced in the press release "Notice Concerning Implementation of MBO and Recommendation of Tendering" dated February 9, 2024, the Company's shares are scheduled to be delisted because of the Tender Offer by the Offeror and a series of subsequent procedures. Thus, the Company has not announced the financial forecast for FY2024/12.