# Consolidated Financial Results for the 2<sup>nd</sup> Quarter Fiscal Year Ended on September 30, 2015

Roland DG Corporation November, 2015



#### **Change of Accounting Period**

- Current fiscal year (FY35) is a nine-months accounting period from April 1 to December 31, as a transitional period.
- Accounting period of overseas subsidiaries is unchanged, for 12 months.
- Accounting period unification happens in 2016.

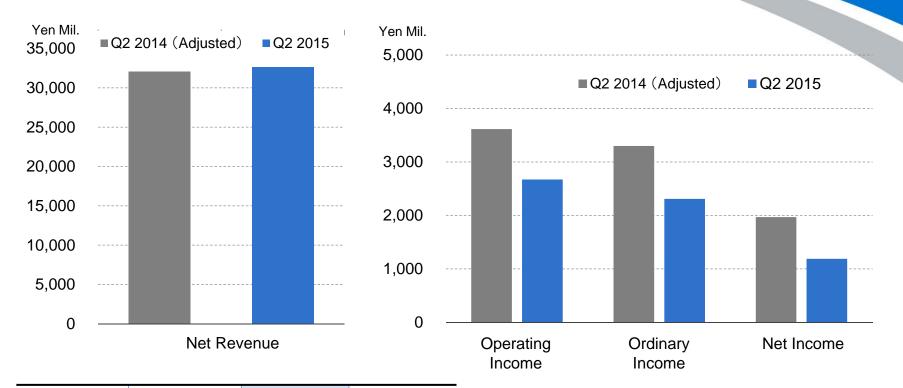
			Year N							Year N+1						
	Month	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3
Previous	Subsidiaries					1	2 m	ontl	าร	l						
Accounting Period	Japan									12 r	non	ths				
Current	Subsidiaries			20	15/°	12	2Q									
Fiscal Year	Japan				2	201	5/12	2 2	Q							
Accounting Period	Subsidiaries					1	2 m	ontl	าร							
in 2016 And on	Japan					1	2 m	ontl	าร							



# Consolidated Financial Results for the 2<sup>nd</sup> Quarter Fiscal Year Ended on September 30, 2015



#### **Consolidated Financial Results for Q2 2015**



(Yen Mil.)	2Q 2014 (Adjusted)	2Q '15/12	YOY
Net Revenue	32,057	32,627	101.8%
Operating Income	3,615	2,672	73.9%
Ordinary Income	3,300	2,310	70.0%
Net Income	1,969	1,189	60.4%

#### Average FX Rate (Jan. – Dec.)

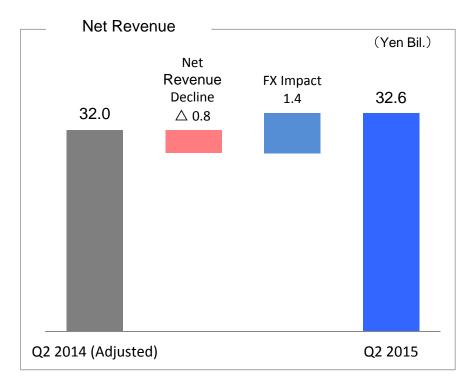
(Yen)	2Q 2014 (Adjusted)	2Q '15/12	YOY
USD	102.95	120.91	117.4%
EUR	139.55	134.81	96.6%

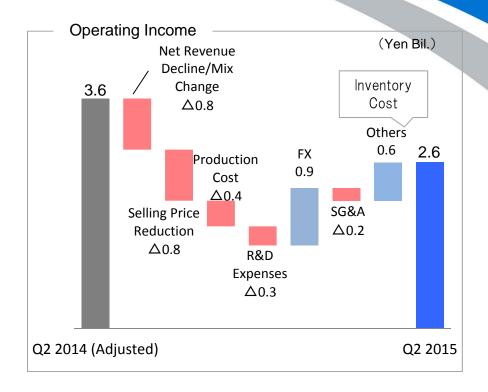
※ FX rate in 2Q 2014 has been recalculated for a nine-month period.





## Variance analysis vs. a year ago





#### Average FX Rate

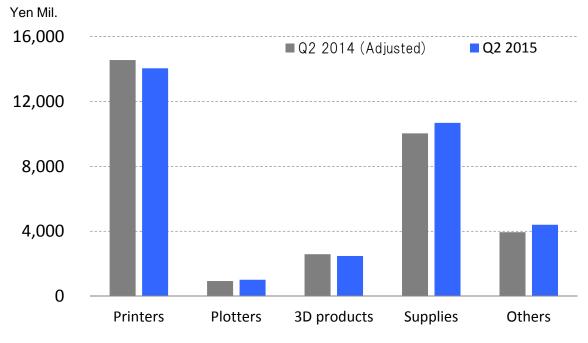
	Q2 2014 (Adjusted)	Q2 '15/12	YOY
USD	102.95	120.91	117.4%
EUR	139.55	134.81	96.6%
GBP	171.87	185.36	107.8%
DKK	18.71	18.08	96.6%
AUD	94.56	92.31	97.6%

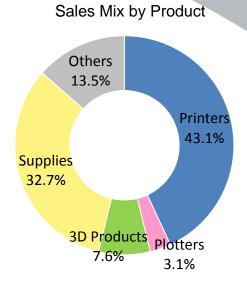
	Q2 2014 (Adjusted)	Q2 '15/12	YOY
THB	3.18	3.59	112.9%
CNY	16.72	19.31	115.5%
KRW	0.0991	0.1079	108.9%
BRL	45.10	38.77	86.0%
RUB	-	2.05	-

<sup>※</sup> FX rate in 2Q 2014 has been recalculated for a nine-month period



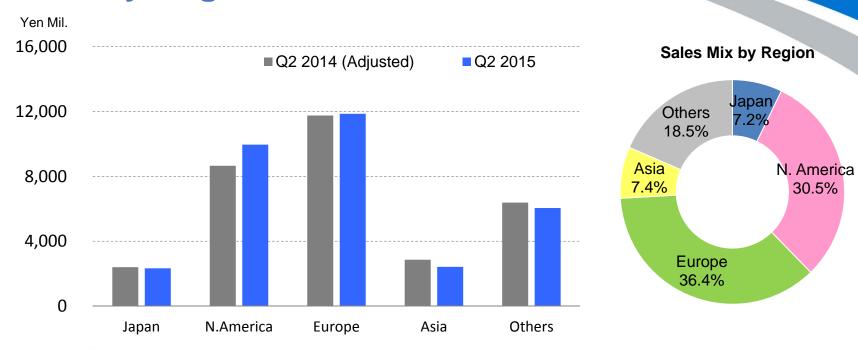
# **Sales by Product**





	Q2 2014 (	Adjusted)	Q2 '1	15/12	YOY		
(Yen Mil.)	Amount	%	Amount	%	Yen	Local Currency	
Printers	14,559	45.4%	14,054	43.1%	96.5%	92.9%	
Plotters	932	2.9%	1,011	3.1%	108.4%	102.0%	
3D Products	2,585	8.1%	2,475	7.6%	95.8%	89.8%	
Supplies	10,038	31.3%	10,683	32.7%	106.4%	101.3%	
Others	3,941	12.3%	4,401	13.5%	111.7%	108.3%	
Total	32,057	100.0%	32,627	100.0%	101.8%	97.5%	

# Sales by Region



	Q2 2	2014	Q2 '1	5/12	YOY		
(Yen mil.)	Amount	%	Amount	%	Yen	Local Currency	
Japan	2,399	7.5%	2,333	7.2%	97.2%	-	
N. America	8,655	27.0%	9,959	30.5%	115.1%	98.0%	
Europe	11,756	36.7%	11,860	36.4%	100.9%	102.4%	
Asia	2,861	8.9%	2,423	7.4%	84.7%	79.5%	
Others	6,383	19.9%	6,049	18.5%	94.8%	95.7%	
Total	32,057	100.0%	32,627	100.0%	101.8%	97.5%	

#### **Consolidated Balance Sheet**

Q2 2015/12

(Yen Mil.)

Current Liabilities 8,820 Non Current Current Liabilities **Assets** 6,628 27,588 **Net Asset** 22,102 Non Current **Assets** 9,962

Long/Short Term Loan
As of the end of previous FY:
Yen 7,180 mil
As of the end of Q2: Yen 6,120 mil
(△Yen 1,060 mil)

**Equity Ratio:** 

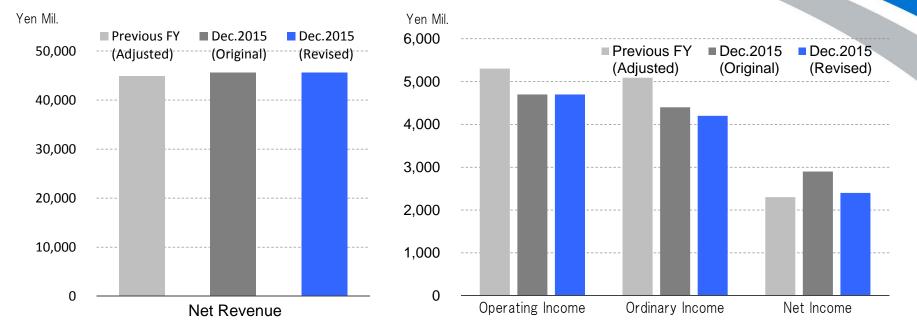
As of the end of previous FY: 57.8% As of the end of Q2: 58.9%



# Consolidated Forecast for the Fiscal Year Ending on December 31, 2015



# Consolidated Financial Forecast for the fiscal year ending December 31, 2015 (9 months)



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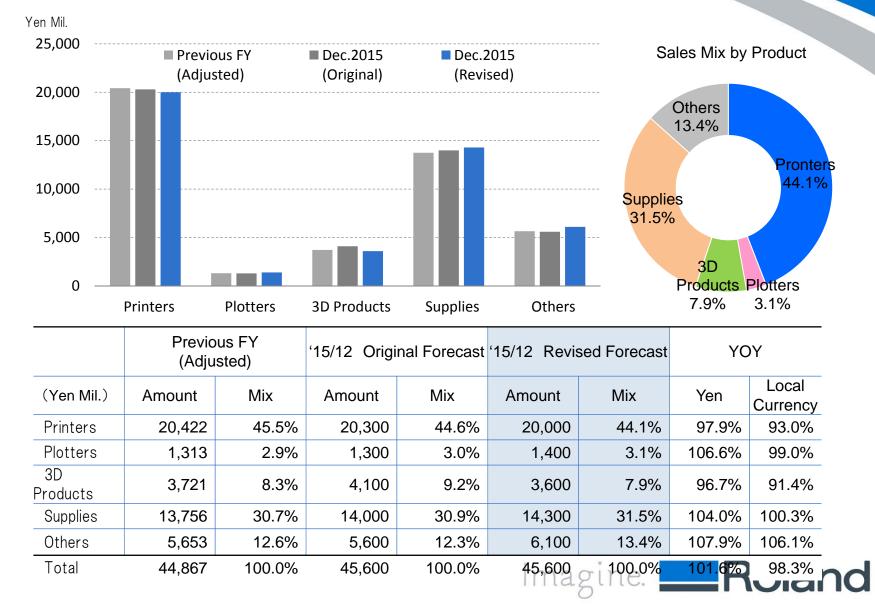
(Yen Mil.)	Previous FY	'15/12	'15/12	YOY (Adjusted)	
(TOTT WIII.)	(Adjusted)	(Original)	(Revised)		
Net Revenue	44,867	45,600	45,600	101.6%	
Operating Income	5,303	4,700	4,700	88.6%	
Ordinary Income	5,090	4,400	4,200	82.5%	
Net Income	2,300	2,900	2,400	104.3%	

#### Average FX Rate (Jan.- Dec.)

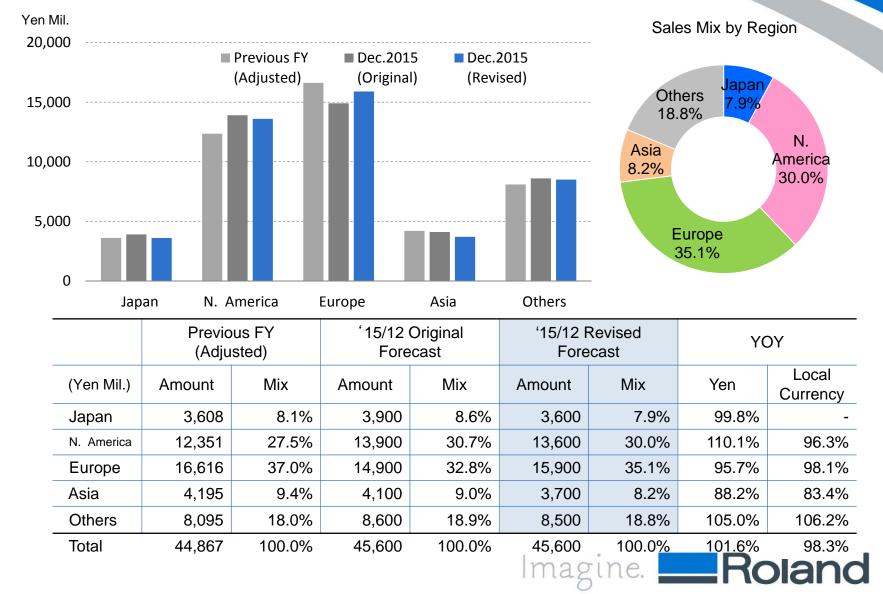
(Yen)	Previous FY (Adjusted)	'15/12 Forecast	YOY
USD	105.85	121.00	114.3%
EUR	140.44	134.00	95.4%



### Sales Forecast by Product (for 9 months)

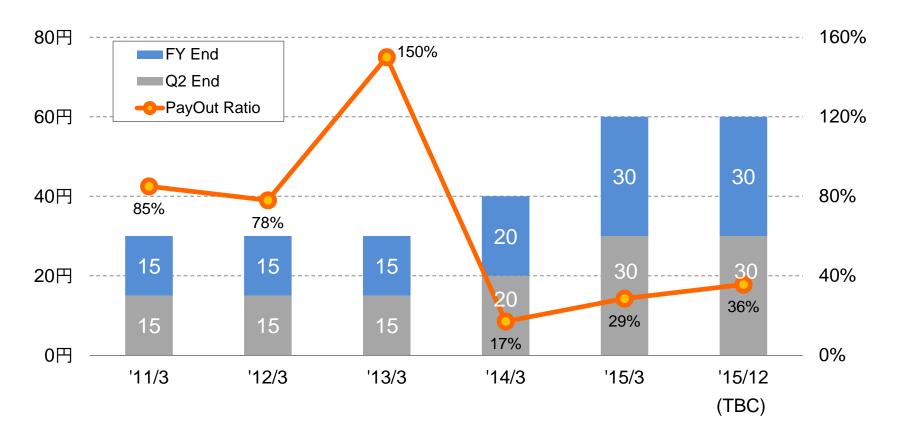


#### Sales Forecast by Region (for 9 months)



#### **Dividend**

The same amount of dividend is planned as of the end of the current fiscal year





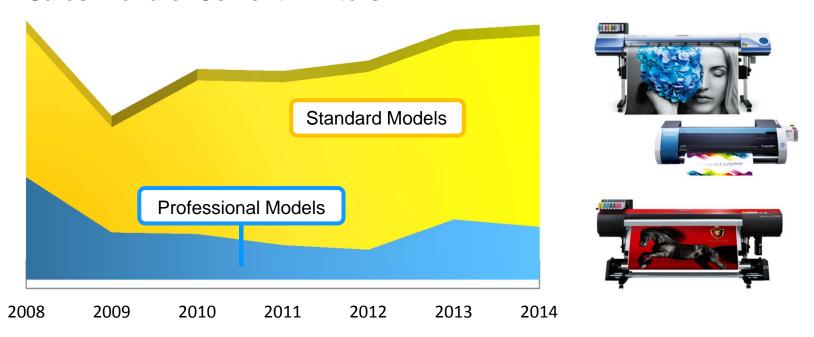
# **Business Overview**



#### **Inkjet Printers for Signage Business**

- Strong customers' base brought by market creation.
- Ink Jet technology has accelerated maturity of market and diversification of customers' needs.
- Fierce competition in place in the industry.

#### **Sales Trend of Solvent Printers**

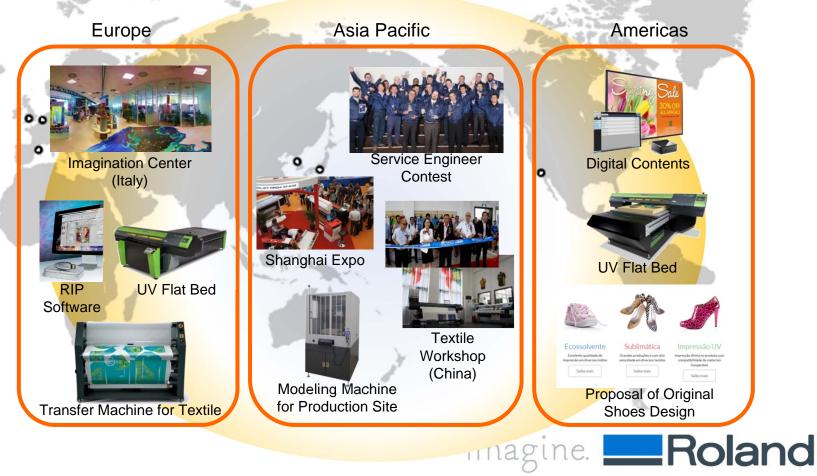




# Reginal Management & Regional Solution Delivery

#### **GlobalOne**

- Completion of Regional Management Structure
- Improvement of Customer Satisfaction by Localized Marketing Activity



# A New Product for Signage Market: EJ-640

High productivity and low running cost will help strengthen users competitiveness.



Launched: November 25, 2015

# SOLJET EJ-640

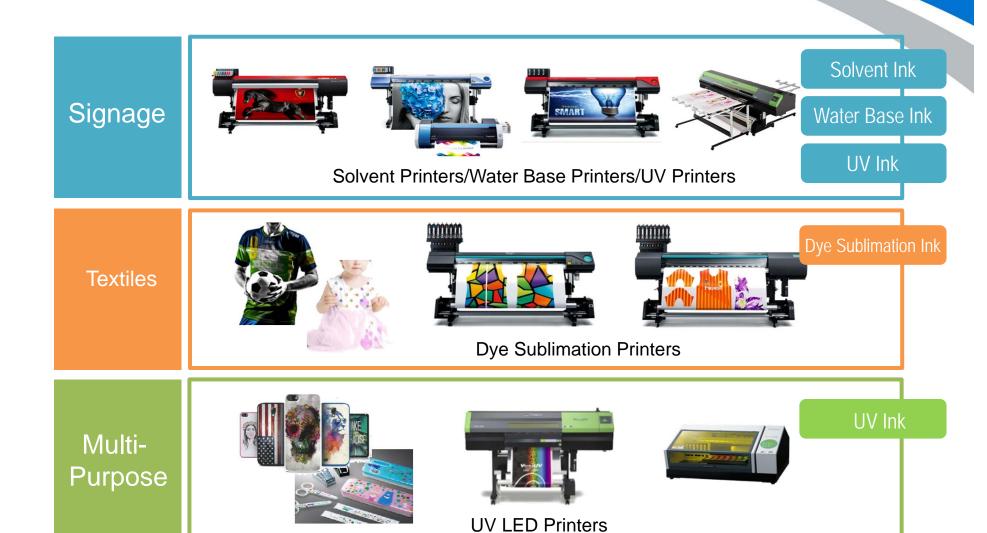
- A strong body structure for higher dependability and stability.
- High performance with 102m²/h printing speed.
- High ink load capacity with max. 2 litter/color.
- New software [Roland Versa Works Dual.]

# EJ INK

- Newly-developed ink exclusive for the printer.
- 30% sales price reduction vs previous ink.



# **Inkjet Printers; Product Line-up**



#### **Textiles: Introduction for Apparel Industry**

- Customer Taste/Lifestyle diversification
- **Product Trend with Wider** Variation/Small Lot
- **Shorter Trend Cycle**
- Extended use of Synthetic Polyester for Multi Function







T-shirts/Fashion Apparel/Banner Signage

Needs of Digital Printing Technology

Proposal of Dye Sublimation Printing



Texart RT-640



Genuine Ink of Texart has been certified as Class 1 in OEKO-TEX 100, which is the international textile safety standard.





#### **Textiles: A New Product**

A High End Model that represents High Productivity & High Resolution supported by higher printing speed.



- Higher printing speed.
- Renewed body structure for higher resolution.
- Large capacity ink system for longer printing operation.





# UV Printers: Increased product mix due to wider usage.

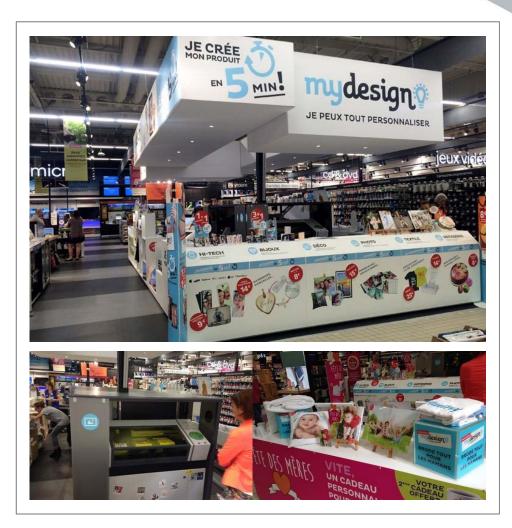
### Sales Mix in Total Sales 100% 80% 60% 40% 20% **UV-LED Printers** 0% 2008 2009 2010 2011 2012 2013 2014 2015 2Q Imagine. Roland

### **UV Printer use for Original Goods Design**











### **UV Printer use for Original Goods Design**

# 蔦屋家電









#### **New Dental Milling Machine: DWX-4W**

- Wet milling operation to reduce frictional heat.
- Compatible with various materials including glass ceramics.
- Functional/Compact design.







Introduced on October 21, 2015



Wet Milling Operation



**Glass Ceramics** 



Hybrid Resin





#### **New Dental Milling Machine: DWX-51D**

#### Introduced on October 21, 2015



#### **Product Concept**

- Keep advantage of Desk-Top Size,
   Easy Operation & Reasonable Price
- Accurate finish and easy operation by 5 Axis Control and Ball Screws.
- Functional/Compact design









Compatible with Disc Material and Pinned Material

Zirconia



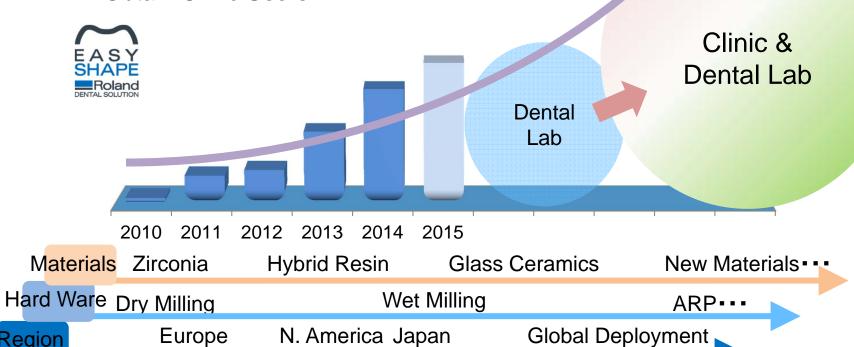
#### **Dental Business: Future Growth**

#### Key Tasks:

Region

- Strengthen compatibility with new Metal-Free Materials.
- Improve Global Sales Capability
- Obtain Clinic Users

Europe



#### GlobalOne: Business Transformation

#### Marketing & Sales

- Provide market oriented service and direct marketing through 3 reginal structure.
- Sales subsidiaries to create new business in emerging markets.
- Establish subsidiaries in China, Korea, Brazil, & Russia.

#### **Group Operations**

- Complete Global Supply Chain
- Global use of Human Resources.
- Unification of accounting period.

#### Manufacturing

- Global production started in Thai Plant. (for cost reduction, minimize risk of FX and other factors.
- SCM transformation.

Create Value/Market from strong technology foundation on the Global One platform.

#### **GlobalOne**

**Group Unification** 

Marketing & Sales

**Global HQ** 

R&D Manufacturing Vertical Marketing Units (2012 and on)

- Digital Printing
   Signage
   Textile
   Multi-purpose Printing
- Easy shape
   Health Care
   3D/monoFab

#### **Technology Development**

- Re-evaluation of engineering resources & re-organization of R&D.
- Review of Ink Jet Technology
- Coping with multiple print needs and swift proposal of new technology.
- Strengthen Core Technology (Lighting & Chemical)
   Robust R&D structure for future growth.

For easiness, comfort, security & safety.



The information pertaining to our business plans and forecasts that has been provided in this presentation contains forward-looking statements that are based on the plans and prospects of the Company at this point in time.

The actual business results could be significantly different from those stated in this presentation due to changes in conditions. As such, please be advised that it cannot be guaranteed that these statements will not differ materially from actual results.



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