Roland DG Corporation

Consolidated Financial Results for the Nine Months Ended September 30, 2021

- 1. Financial Summary
- 2. Consolidates Financial Forecast
- 3. Mid-term Plan Topics
- 4. Appendix



Large growth YoY in both sales and profit Q3YTD Financial result overview

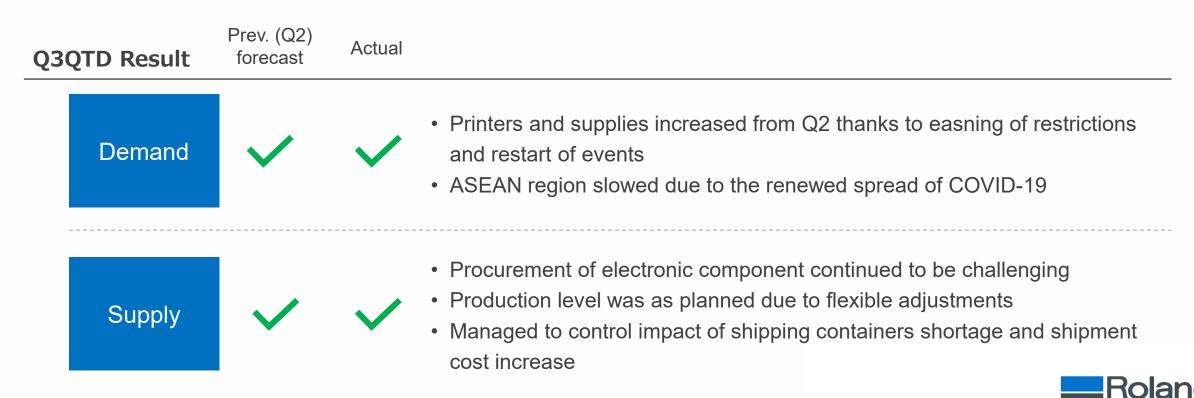
- Sales increased largely YoY thanks to the demand for capex and supplies due to recovery in economy. Backlog caused by rapid expansion was resolved by production increase which also contributed to sales growth
- Profit also increase largely YoY due to top-line growth and weak yen
- Realized JPY1.2B extraordinary loss in Q1 in relation to the early retirement program



Strong Q3 performance as expected

Q3QTD (Jul to Sep)

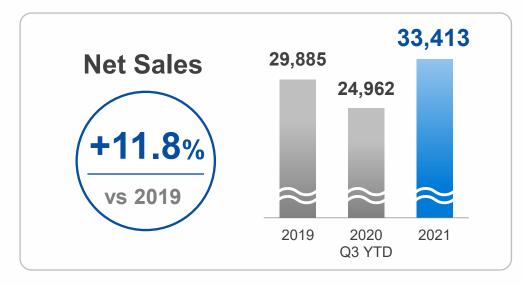
- Demand for capex and supplies continued to be strong by economic recovery
- Electronic component procurement remained challenging, but production carried out as planned
- Difficulty in securing shipping containers and increase in shipment cost continued but impact on overall financial performance was limited

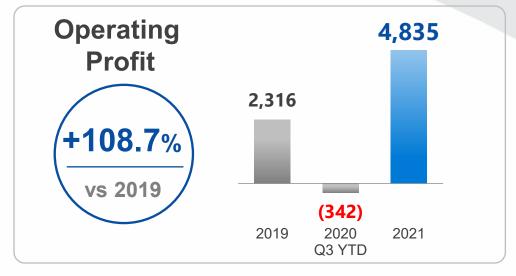


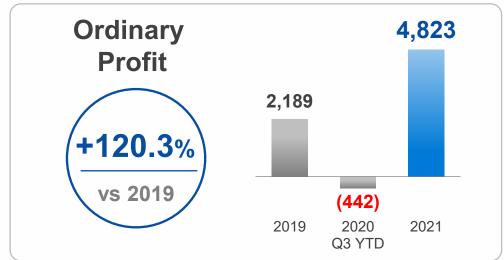
Financials recovered to above 2019 level

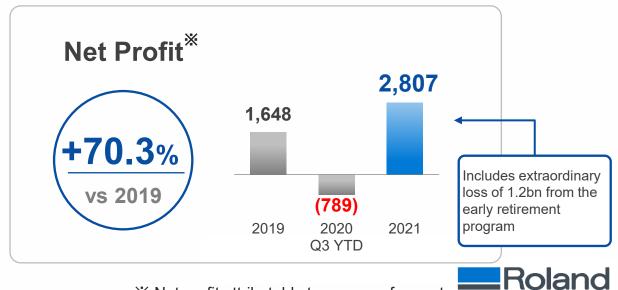
Q3YTD YoY performance

(Millions of yen)





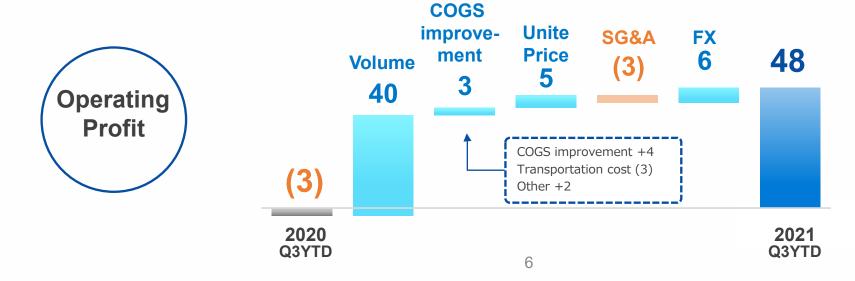




Sales and Operating Profit delta breakdown

Q3YTD actuals vs previous year

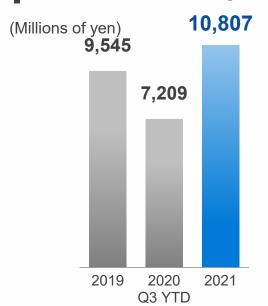






Signage printers and Dental milling machines drove sales

Q3YTD Sales by Products



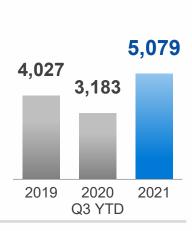


Plotters

 Continued output demand for infection caution signs

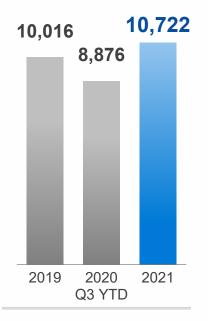
Printers

- Increase in signage and retail UV printers
- Strong small desktop printers sales for inhouse and small businesses
- Large size models for sign market increased
- Desktop cutting machine increased for inhouse use



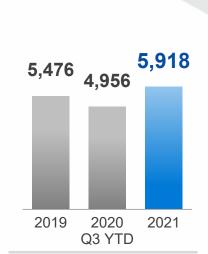
3D Products (DGSHAPE)

- Demand for dental remained solid
- Expansion in North America for inhouse dental production
- Growth in Emerging markets (Central & South America, Middle East)



Supplies

- Strong output demand for infection caution signs
- Ink consumption increased by recovery in ads and events

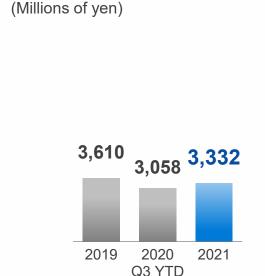


Others

 Service parts increased due to improvement in utilization

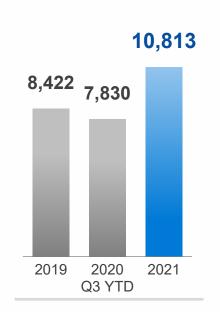


Grew in North America and Europe where capex demands were strong Q3YTD Sales by Regions



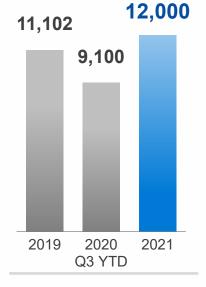
Japan

- Printers and dental products increased despite limitation in economic activities due to the state of emergencies
- Output declined due to limitation on events; ecosolvent inks showed slight decline



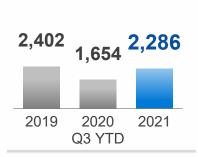
North America

- Printer increased due to recovery in output demand
- Desktop printers for inhouse and small businesses grew
- Dental milling machines increase due to production in-housing



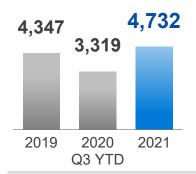
Europe

- Investment for printers increased mainly for the signage market
- Dental milling machines remains solid
- FX impact



Asia

- Dental milling machines and service parts grew in China
- Sales slowed in ASEAN due to spread of infection
- Strong dental products sales in India



Others

- Printer and ink sales increased in Australia also with the tailwind by FX
- Brazil sales shrunk partly due to weak BRL
- Dental products increased in middle east region



Balance sheet remains healthy

Balance sheet summary (as of 9/30/2021)



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Q4 Outlook

Q4 (Oct to Dec)

- While the risk of COVID-19 remains, we believe investment demand, mainly in the US and Europe, will remain solid
- Some challenges in the supply chain will continue including parts procurement and shipments
- The impact by production adjustment is already included in our forecast

Q	4 Forecast	Prev. (Q2) forecast	Latest forecast	
	Demand	✓	~	 Continued output and investment demand due to recovery in physical events Retail segment also to remain strong from further ease in restrictions Demand for COVID caution signs to continue
	Supply	Δ	Δ	 Supply for Q4 already secured thanks to production in Q3 Challenges in electronic components procurement and cost increase Shipment container procurement and freight cost increase



Secured inventory for Q4 Sales

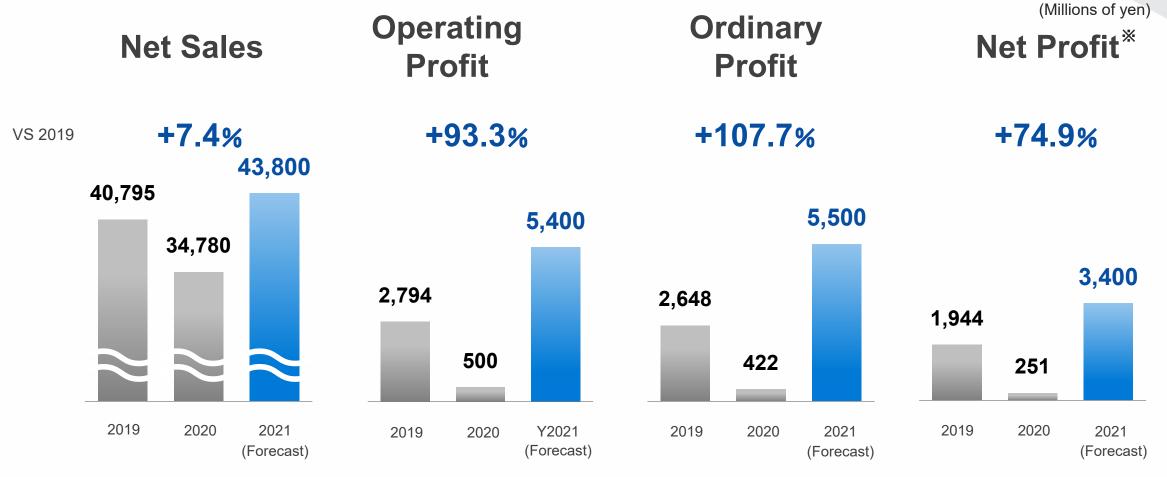
Change in inventory value and production value





Full year financial forecast

FY2021/12 Forecast

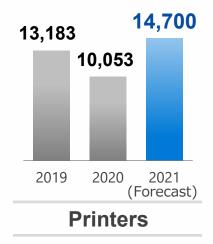


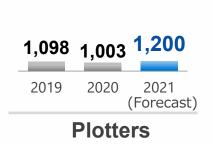


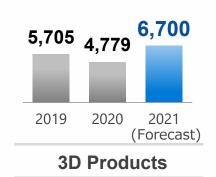


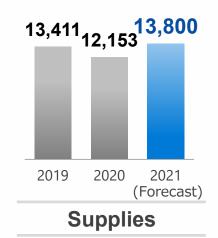
Full year financial forecast

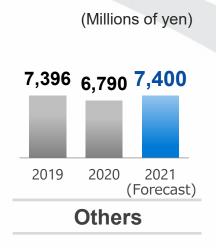
Sales by Products & Regions **Forecast August 6,2021

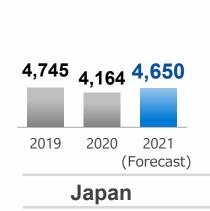


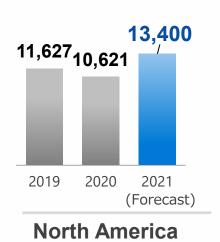


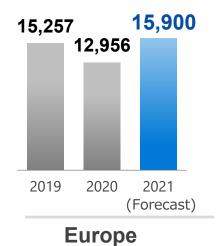


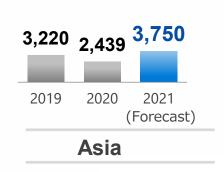


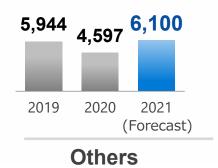














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Mass production migration to Thailand; floor expansion ongoing

- Floor expansion for warehouse spaces etc to be completed by 2022/1 (JPY260M investment)
 - 1 month delay due to spread of COVID-19 in Thailand; construction now to be completed by the end of January 2022
 - Migration of mass production function to Thailand to be completed as planned







Product launched in Q3

Large size cutting machine for the signage market



CAMM-1 GR2-640 GR2-540 Large size UV printer for the growth market

EU-1000MF

for Everything Creative

Roland DG Connect

Expanded language support and service

coverage area

New addition of Red and Orange color UV inks





Released Ver.2 with added functions



DWINDEX2



Product launched this year

Versa**UV** LEC2S-Series

New Market





UV Ink "V-BOND" than

can be used for toys

Orange color UV inks

New Market

New product introduction BN-20A

(Launched 10/22)

Latest model for desktop eco-solvent inkjet printers with growing needs for Inhouse and SOHOs

- Lower price range by limiting ink to CMYK
- Target e-commerce sales expansion by providing online videos allowing selfinstallment and setup by users*







- Small usage space, desktop size
- Can make various shaped sticker using the Print & Cut functionality
- Easy usage with just a single button
- Output software attached
- Safe and comfortable user design













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Roland DG's manufacturing

A unique cell production method called "D-shop" that enables on-demand production Can adopt and minimize effect of rapid demand recovery and production adjustments from electronic parts shortages



Uniqueness of the cell production method

- Can adopt to demand changes and ideal for multi type & volume variation production
- Easy to change factory layouts

Can flexibly adopt to changes in production plans



For more details visit our digital support site D-BRIDGE

Wireless electric driver



Helped signages for Hamamatsu City's vaccination site

- Supported printing reception and guidance signs at vaccination sites using our printer
- Installed in 3 large scale vaccination sites and 11 welfare centers

Printed by our UV Printer VersaUV LEC2-640













Printed in English, Portuguese, Chinese, Vietnamese, Tagalog, and Spanish with the support of our overseas sales partners

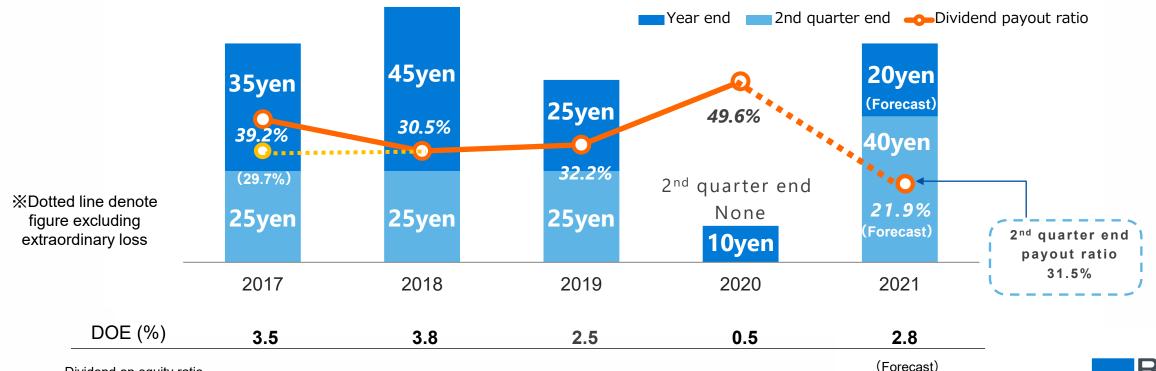
Mid-year dividend increased

Shareholder return

Divident Policy (FY2021 to FY2023):

Use the higher of 30% payout ratio to consolidated profit or 2% Dividend on Equity (DOE) as a basis and account for future business development

Dividend forecast : Forecast 20 Yen. **No change since original fiscal year forecast** due to uncertainty in outside environment including parts procurement and COVID-19



Roland

2021 Q3YTD Consolidated financial results

(Millions of yen)

623

1,186

※ Net profit attributable to owners of parent

Exchange rate Amount of impact

Net sales

Operating Profit

	2019 Q3 YTD		3 YTD	2020 Q	3 YTD	2021 Q	3 YTD	YoY change			
(Millions	of yen)	Performance	% of sales	Performance	% of sales	Performance	% of sales	Change	Ratio	Exchange rate impact excluded Real term	
Net Sa	iles	29,885	100.0%	24,962	100.0%	33,413	100.0%	8,450	133.9%	129.1%	
Gross F	Profit	13,154	44.0%	9,068	36.3%	14,845	44.4%	5,776	163.7%	153.1%	
SGA c	ost	10,838	36.3%	9,410	37.7%	10,009	30.0%	598	106.4%	103.3%	
Operating	g Profit	2,316	7.8%	(342)	-	4,835	14.5%	5,177	-	-	
Ordinary	Profit	2,189	7.3%	(442)	-	4,823	14.4%	5,265	-	-	
Net Pr	ofit [*]	1,648	5.5%	(789)	-	2,807	8.4%	3,597	-	-	
EPS (Y	en)	131.63		(63.38)		225.59					
Exchange	USD	109.16		107.61		108.50					
rate Yen	EUR	122.69		120.95		129.87					



2021 Q3YTD Consolidated financial results

Sales by Products & Regions

(Millions of yen)		2019 Q	3 YTD	2020 Q	3 YTD	2021 Q	3 YTD	YoY change		
	Sales by Products	Performance	% of sales	Performance	% of sales	Performance	% of sales	Change	Ratio	
	Printers	9,545	31.9%	7,209	28.9%	10,807	32.3%	3,598	149.9%	
	Plotters	820	2.8%	736	2.9%	884	2.7%	148	120.1%	
	3D Products (DGSHAPE)	4,027	13.5%	3,183	12.7%	5,079	15.2%	1,896	159.6%	
	Supplies	10,016	33.5%	8,876	35.6%	10,722	32.1%	1,845	120.8%	
	Others	5,476	18.3%	4,956	19.9%	5,918	17.7%	962	119.4%	
	Total	29,885	100.0%	24,962	100.0%	33,413	100.0%	8,450	133.9%	
	Sales by Regions									
	Japan	3,610	12.1%	3,058	12.2%	3,332	10.0%	274	109.0%	
	North America	8,422	28.2%	7,830	31.4%	10,813	32.4%	2,983	138.1%	
	Europe	11,102	37.2%	9,100	36.5%	12,248	36.6%	3,147	134.6%	
	Asia	2,402	8.0%	1,654	6.6%	2,286	6.8%	632	138.2%	
	Others	4,347	14.5%	3,319	13.3%	4,732	14.2%	1,413	142.6%	
	Total	29,885	100.0%	24,962	100.0%	33,413	100.0%	8,450	133.9%	



Consolidated financial results (3 months)

		201	19		2020				2021				
(Millions of yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YoY	QoQ
Net Sales	9,887	10,070	9,926	10,910	9,038	6,736	9,187	9,817	10,298	11,548	11,566	125.9%	100.2%
Gross Profit	4,458	4,429	4,266	4,175	3,771	1,467	3,829	4,110	4,323	5,304	5,217	136.2%	98.4%
%	45.1%	44.0%	43.0%	38.3%	41.7%	21.8%	41.7%	41.9%	42.0%	45.9%	45.1%	+3.4P	(0.8)
SGA cost	3,637	3,682	3,517	3,698	3,446	2,918	3,045	3,267	3,292	3,377	3,340	109.7%	98.9%
%	36.8%	36.6%	35.4%	33.9%	38.1%	43.3%	33.1%	33.3%	32.0%	29.2%	28.9%	(4.2)P	(0.3)1
Operating Profit	820	746	749	477	324	(1,450)	783	842	1,031	1,926	1,876	239.4%	97.4%
%	8.3%	7.4%	7.5%	4.4%	3.6%	_	8.5%	8.6%	10.0%	16.7%	16.2%	+7.7P	(0.5)F
Ordinary Profit	794	688	705	459	136	(1,355)	776	865	1,108	1,950	1,763	227.2%	90.4%
%	8.0%	6.8%	7.1%	4.2%	1.5%	-	8.4%	8.8%	10.8%	16.9%	15.2%	+6.8P	(1.7)F
Net Profit *	587	482	578	296	92	(1,416)	534	1,040	(215)	1,796	1,227	229.6%	68.3%
%	5.9%	4.8%	5.8%	2.7%	1.0%	_	5.8%	10.6%	_	15.6%	10.6.%	+4.8P	(5.0)F
EPS (Yen)	46.79	38.53	46.31	23.76	7.38	(121.03)	50.27	83.55	(17.34)	144.38	98.55	_	-

^{*} Net profit attributable to owners of parent



Consolidated financial results (3 months)

Sales by Products & Regions

(Millions of yen)		20	19			202	20				2021		
Sales by Products	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YoY	QoQ
Printers	3,126	3,261	3,156	3,638	2,498	2,092	2,618	2,843	3,232	3,777	3,797	145.1%	100.5%
Plotters	284	274	261	277	281	215	239	266	336	283	265	110.9%	93.9%
3D Products (DGSHAPE)	1,326	1,318	1,381	1,678	1,334	642	1,207	1,595	1,494	1,892	1,692	140.2%	89.4%
Supplies	3,264	3,429	3,321	3,395	3,079	2,485	3,311	3,277	3,247	3,693	3,781	114.2%	102.4%
Others	1,855	1,786	1,804	1,920	1,844	1,300	1,811	1,834	1,987	1,902	2,028	112.0%	106.6%
Total	9,887	10,070	9,926	10,910	9,038	6,736	9,187	9,817	10,298	11,548	11,566	125.9%	100.2%
Sales by Regions													
Japan	1,208	1,062	1,339	1,134	1,173	866	1,018	1,106	1,167	1,051	1,113	109.3%	106.0%
North America	2,563	2,924	2,934	3,205	2,581	2,472	2,776	2,791	3,103	3,983	3,725	134.2%	93.5%
Europe	3,879	3,821	3,401	4,155	3,309	2,242	3,549	3,856	3,739	4,162	4,346	122.5%	104.4%
Asia	805	822	774	818	608	465	580	785	723	808	755	130.0%	93.5%
Others	1,431	1,438	1,477	1,596	1,366	690	1,262	1,277	1,564	1,543	1,624	128.7%	105.3%
Total	9,887	10,070	9,926	10,910	9,038	6,736	9,187	9,817	10,298	11,548	11,566	125.9%	100.2%



FY2021 Consolidated result forecasts

	2019			202	20		2021 Fo		YoY change			
	(Millions o	of yen)	Performance	% of sales	Performance	% of sales	Original	Previous*2	Forecast	% of sales	Change	Ratio
	Net Sales	6	40,795	100.0%	34,780	100.0%	41,500	42,400	43,800	100.0%	9,019	125.9%
	Gross Prof	fit	17,330	42.5%	13,178	37.9%	16,900	17,500	19,100	43.6%	5,921	144.9%
	SGA cost	t	14,536	35.6%	12,678	36.5%	13,900	13,500	13,700	31.3%	1,021	108.1%
	Operating Pr	rofit	2,794	6.8%	500	1.4%	2,900	4,000	5,400	12.3%	4,899	-%
	Ordinary Pro	ofit	2,648	6.5%	422	1.2%	2,900	4,100	5,500	12.6%	5,077	-%
	Net Profit*	*1	1,944	4.8%	251	0.7%	1,500	2,000	3,400	7.8%	3,148	-%
	EPS (Yen))	155.39		20.17		120.72	160.96	273.10			
E	ا xchange	USD	109.06		106.83		100.00	100.00	106.35			
r	ate Yen	EUR	122.11		121.86		125.00	125.00	129.93			

^{*1} Net profit attributable to owners of parent

		USD	EUR
Currency Sensitivity	Net Sales	100	93
(based on 2020 results)	Operating Profit	65	50



^{*2} Previous Forecast May 12, 2021

FY2021 Consolidated result forecasts

Sales by Products & Regions

	20	19	2020			2021 Fo		YoY change		
(Millions of yen) Sales by Products	Performance	% of sales	Performance	% of sales	Original	Previous*	Forecast	% of sales	Change	Ratio
Printers	13,183	32.3%	10,053	28.9%	13,800	14,200	14,700	33.6%	4,646	146.2%
Plotters	1,098	2.7%	1,003	2.9%	1,100	1,200	1,200	2.7%	196	119.6%
3D Products (DGSHAPE)	5,705	14.0%	4,779	13.7%	6,100	6,250	6,700	15.3%	1,920	140.2%
Supplies	13,411	32.9%	12,153	35.0%	13,500	13,500	13,800	31.5%	1,646	113.5%
Others	7,396	18.1%	6,790	19.5%	7,000	7,250	7,400	16.9%	609	109.0%
Total	40,795	100.0%	34,780	100.0%	41,500	42,400	43,800	100.0%	9,019	125.9%
Sales by Regions										
Japan	4,745	11.6%	4,164	12.0%	4,650	4,650	4,650	10.6%	485	111.7%
North America	11,627	28.5%	10,621	30.5%	12,000	12,350	13,400	30.6%	2,778	126.2%
Europe	15,257	37.4%	12,956	37.3%	15,650	15,700	15,900	36.3%	2,943	122.7%
Asia	3,220	7.9%	2,439	7.0%	3,700	3,750	3,750	8.6%	1,310	153.7%
Others	5,944	14.6%	4,597	13.2%	5,500	5,950	6,100	13.9%	1,502	132.7%
Total	40,795	100.0%	34,780	100.0%	41,500	42,400	43,800	100.0%	9,019	125.9%



^{*} May 12, 2021

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.

