## Roland DG Corporation

## Consolidated Financial Results

for the Three Months Ended March 31, 2022

May 12, 2022
Roland

## | Change in revenue recognition method and treatment of R\&D expenses

1. Change in revenue recognition method

We have changed the revenue recognition method starting from FY2022Q1. In accordance with the transitional treatment stated in the Revenue Recognition Accounting Principal 89-2, we have not restated the previous fiscal year's financials. The impact on the financials of this change however is minimal.
The YoY comparison have been made with financials that have not been restated.
2. Change in R\&D expense treatment

Due to the completion of the factory migration to thailand, R\&D expenses have been moved from COGS to SG\&A starting from FY2022Q1.
YoY comparison have been made with financials that have been restated.

## |Q1 Overview and H1 forecast

■ Sales \& Profit Increase; Historical high Q1 sales of Y11.3B

- Sales landed as planned

Q1
Overview

- Strong demand but unstable supply
- Uncertainty continued incl. parts shortage and shipping delays
- Backlogs increased compared with last fiscal year end

H1 guidance to be achived despite some concerns
H1

- Sales contribution of New Products launched in March
recast
- Dental products that had shipping delays in Q1 to recover in Q2

Forecast
O-FX tailwind
$\triangle$ - Parts procurement difficulty, continue of shipping delay
$\Delta \cdot$ Cost increase of electronic parts and shipping costs

## |Sales and profit increased; Quarterly net profit turned positive | YoY performance





## |Sales and Operating Profit delta breakdown

| Variance Analysis YoY

## (100 Millions of Yen)



103


2021 Q1
Sales Increase

5
5
113


2022 Q1

| Average FX rate | USD | 105.91 | 116.20 | $109.7 \%$ |
| :---: | :---: | :---: | :--- | :--- | :--- |
| (Unit : Yen) | EUR | 127.72 | 130.43 | $102.1 \%$ |


${ }^{11}$ Early Retirement Program
${ }^{2}$ Excludes personnel cost impact due to the Early Retirement Program

## | Change in sales disclosure category <br> | From product items to market based categorization

Change categorization to market (business) base from Q1

- Clarify growth area to allocate necessary resource
- Capture trend by business to enable flexible strategy development and execution

|  | Sales by market |
| :---: | :---: |
|  | Visual Communication |
| Printers | Digital Fabrication |
| Plotters | Dental |
| 3D Products (DGSHAPE) | Service, Software \& Others |
| Supplies | Sales by product |
| Others | Hardware |
|  | Supplies |
|  | Service parts \& Others |

## | Market Category



## Strong demand continued resulting in YoY growth Sales by market YoY

(Millions of yen) $+10.8 \%$


## Visual Communication

- Eco-solvent printer for sign market grew as output demand increased (VC-Solvent)
- LEC2 Series UV printers and UV inks increased mainly in the US and Europe (VC-Other)



## Digital Fabrication

- BN-20A, a new product in the desktop segment, grew
- Co-Creation model, LEC2 S Series, increased by regional sales expansion



## Dental

- Core products including DWX-52D/DWX-52DCi was flat YoY due to supply shortage
- DWX-42W grew mainly in the US and Europe
- DWX-52Di, New Emerging market model launched in FY21H2, contributed to sales
- Old Product based category showh in APPENDIX (P.19)
$2,046 \quad 2,090$


Service, Software \& Others

- Service Parts declined but Service and maintenance increased


## |Solid Eco-Solvent printers and Dental sales in North America

## Sales by Regions YoY



North America

- Desktop printer BN-20A for inhouhse/small business increased
- Increased penetration in DWX-52DCi due to demand in dental labs
- FX tailwind

3,739 3,880


Europe

- Solid sales for Co-Creation model flatbed UV printer
- Dental milling machine demand remained strong


Others

- Dental milling machined increased while eco-solven printers declined in Australia
- YoY sales increased in Latin America including Brazil
- Dental milling machine increased largely in India thanks to sales channel development
Low sales in China
- Dental product demand
increased in ASEAN region
| Inventory increased due to parts shortage and shipping delay | Change in inventory value and production value


Production value 9,000

## |Balance sheet <br> Balance sheet summary (as of $3 / 31 / 2022$ )

(Millions of yen)
Total Asset 42,706


Total interest-bearing debt 0

- Accrued expense (One-off retiremet package related to the ) -935
- Taxes payable -1,153
- Provision for bonuses +280
- Other (deposits etc) $+599$
- Retained earnings +165
- FX translation adjustment +713
- Net asset ratio +2.5 points


## | Dividend Forecast

Divident Policy (FY2021 to FY2023) : Use the higher of 30\% payout ratio to consolidated profit or 2\% Dividend on Equity ratio (DOE) as a basis and account for future business development
FY2022 forecast : H1 JPY 50, H2 JPY80; in total JPY 130 per year
Annual dividend payout ratio to be $30.6 \%$
2nd quarter term end $\quad$ Dividend payout ratio


## | New Products

Visual Communication (VC-Solvent)
Large format Sign board printers


- Main-stream product series with 23,000 units sold since the 2016 release
- Addressing various customer needs by providing print quality, productivity and Print \& Cut functionality
- First full model change in 3 years to stimulate demand and revive the market
- Core product in VC-Solvent
- First product using new-platform, improving R\&D efficiency and reducing cost


## Visual Communication (VC-Other)

## UV-LED Flatbed Inkjet Printer

Released on March 30, 2022


## EU-10ロOMF

- Added a 4 color model to the previous 6 color model
- Can print on materials upto 95 mm thickness
- UV Ink received Gold Certification by GREENGUARD for low POV products and can be safely used indoor
-First released in South East Asia and Taiwanese markets (6 color model) and now expanded to Latin America region


## | Mid-term plan financial target

|  |  | Actuals | MTP |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\bullet$ | Forecast | Target |
|  | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 |
| Sales | 40.8B | 34.8B | 45.0B | 49.4B | 54.0B |
| Operating Profit / \% | 2.8B/6.8\% | 0.5B / 1.7\% | 0.6B / 13.4\% | 7.3B/14.8\% | 8.0B / 14.8\% |
| ROE | 7.9\% | 1.0\% | 13.9\% | 17\% | 17\% |
| ROIC | 6.5\% | 0.6\% | 13.0\% | - | 15\% |
| CCC | 163 | 141 | 147 | - | 120 |
| Payout \% / DOE* | 32\% / 2.5\% | 50\% / 0.5\% | 33\% / 4.6\% | 30\% /- | 30\% / 2\% |
| FX Rate (USDJPY/EURJPY) | 109/122 | 107/122 | 110/130 | 113/128 | 113/128 |

## | Our response to the situation in Ukraine and financial impact

## Our response

- Stopped our subsidiary's business in Moscow

We will determine when to resume based on the situation

- Stopped all product shipping to Russia


## Financial Performance

- Sales in Russia for FY2021 was appx. JPY800M (1.8\% of total sales) and has limited impact on financial performance
- Concerns related to the impact on the world economy including commodity price inflation

We will take necessary actions as the situation evolves.
We will provide an update if there are any significant effect on our financial performance

## Appendix

## | Consolidated financial results

| (Millions of yen) |  |  |  | D cost pre | accoun | GS has | moved | 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2021 Q1 |  |  |  | 2022 Q1 |  | YoY change |  |  |
|  |  | Performance | \% of sales | Restated Actual | \% of sales | Performance | \% of sales | Change | Ratio | Exchange rate impac excluded Real term |
| Net Sales |  | 10,298 | 100.0\% | 10,298 | 100.0\% | 11,316 | 100.0\% | 1,018 | 109.9\% | 104.8\% |
| Gross Profit |  | 4,323 | 42.0\% | 5,078 | 49.3\% | 5,681 | 50.2\% | 602 | 111.9\% | 105.1\% |
| SGA cost |  | 3,292 | 32.0\% | 4,046 | 39.3\% | 4,387 | 38.8\% | 340 | 108.4\% | 105.6\% |
| Operating Profit |  | 1,031 | 10.0\% | 1,031 | 10.0\% | 1,293 | 11.4\% | 261 | 125.4\% | 103.0\% |
| Ordinary Profit |  | 1,108 | 10.8\% | 1,108 | 10.8\% | 1,467 | 13.0\% | 358 | 132.4\% | 111.5\% |
| Net Profit ${ }^{*}$ |  | $\triangle 215$ | - | $\triangle 215$ | - | 925 | 8.2\% | 1,140 | - | - |
| EPS (Yen) |  | $\triangle 17.34$ |  | $\triangle 17.34$ |  | 74.25 |  |  |  |  |
| Exchange rate Yen | USD | 105.91 |  | 105.91 |  | 116.20 |  |  |  |  |
|  | EUR | 127.72 |  | 127.72 |  | 130.43 |  |  |  |  |
| * Net profit attributable to owners of parent |  |  |  |  |  |  |  |  |  |  |
| Exchange rate Amount of impact |  | Net sales | 52 | R\&D cost for previous FY moved from COGS to SG\&A |  |  |  |  |  |  |

## | Consolidated financial results

|  | 2021 Q1 |  | 2022 Q1 |  | YoY change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales by Market | Performance | \% of sales | Performance | \% of sales | Change | Ratio | Exchange rate impact excluded Real term |
| Visual Communication | 4,680 | 45.5\% | 5,186 | 45.8\% | 505 | 110.8\% | 104.8\% |
| Digital Fabrication | 2,198 | 21.3\% | 2,509 | 22.2\% | 311 | 114.2\% | 109.4\% |
| Dental | 1,373 | 13.3\% | 1,529 | 13.5\% | 156 | 111.4\% | 106.5\% |
| Service, Software \& Others | 2,046 | 19.9\% | 2,090 | 18.5\% | 43 | 102.1\% | 98.4\% |
| Total | 10,298 | 100.0\% | 11,316 | 100.0\% | 1,018 | 109.9\% | 104.8\% |
| Sales by Product |  |  |  |  |  |  |  |
| Hardware | 5,063 | 49.2\% | 5,843 | 51.6\% | 780 | 115.4\% | 109.8\% |
| Supplies | 3,247 | 31.5\% | 3,485 | 30.8\% | 238 | 107.3\% | 102.2\% |
| Service parts \& Others | 1,987 | 19.3\% | 1,987 | 17.6\% | 0 | 100.0\% | 96.1\% |
| Sales by Region |  |  |  |  |  |  |  |
| Japan | 1,167 | 11.4\% | 1,347 | 11.9\% | 180 | 115.4\% | - |
| North America | 3,103 | 30.1\% | 3,859 | 34.1\% | 756 | 124.4\% | 113.4\% |
| Europe | 3,739 | 36.3\% | 3,880 | 34.3\% | 141 | 103.8\% | 100.9\% |
| Asia | 723 | 7.0\% | 772 | 6.8\% | 49 | 106.8\% | 105.3\% |
| Others | 1,564 | 15.2\% | 1,455 | 12.9\% | $\triangle 109$ | 93.0\% | 88.6\% |
| Total | 10,298 | 100.0\% | $11,316$ |  | 1,018 | 109.9\% | 104.8\% |

## | Consolidated financial results Sales by Product (Old Categories)

| ( Millions of yen ) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2021 Q1 |  | FY2022 Q1 |  | YoY change |  |  |
|  | Performance | \% of sales | Performance | \% of sales | Change | Ratio |  |
| Printers | 3,232 | 31.4\% | 3,840 | 33.9\% | 608 | 118.8\% | 112.5\% |
| Plotters | 336 | 3.3\% | 305 | 2.7\% | $\triangle 30$ | 90.8\% | 86.3\% |
| 3D Products (DGSHAPE) | 1,494 | 14.5\% | 1,697 | 15.0\% | 203 | 113.6\% | 109.3\% |
| Supplies | 3,247 | 31.5\% | 3,485 | 30.8\% | 238 | 107.3\% | 102.2\% |
| Others | 1,987 | 19.3\% | 1,987 | 17.6\% | 0 | 100.0\% | 96.1\% |
| Total | 10,298 | 100.0\% | 11,316 | 100.0\% | 1,018 | 109.9\% | 104.8\% |


| ( Millions of yen) | 2021 |  |  |  | 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Yoy | QoQ |
| Net Sales | 10,298 | 11,548 | 11,566 | 11,682 | 11,316 | 109.9\% | 96.9\% |
| Gross Profit | 5,078 | 6,062 | 5,949 | 5,973 | 5,681 | 111.9\% | 95.1\% |
| \% | 49.3\% | 52.5\% | 51.4\% | 51.1\% | 50.2\% | +0.9P | $\triangle 0.9 P$ |
| SGA cost | 4,046 | 4,135 | 4,072 | 4,752 | 4,387 | 108.4\% | 92.3\% |
| \% | 39.3\% | 35.8\% | 35.2\% | 40.7\% | 38.8\% | $\triangle 0.5 \mathrm{P}$ | $\triangle 1.9 P$ |
| Operating Profit | 1,031 | 1,926 | 1,876 | 1,221 | 1,293 | 125.4\% | 105.9\% |
| \% | 10.0\% | 16.7\% | 16.2\% | 10.5\% | 11.4\% | +1.4P | +0.9P |
| Ordinary Profit | 1,108 | 1,950 | 1,763 | 1,258 | 1,467 | 132.4\% | 116.6\% |
| \% | 10.8\% | 16.9\% | 15.2\% | 10.8\% | 13.0\% | +2.2P | +2.2P |
| Net Profit * | $\triangle 215$ | 1,796 | 1,227 | 925 | 925 | - | 99.9\% |
| \% | - | 15.6\% | 10.6.\% | 7.9\% | 8.2\% | - |  |
| EPS (Yen) | $\triangle 17.34$ | 144.38 | 98.55 | 74.29 | 74.25 | - |  |

## | Consolidated financial results (3 months)

|  | 2021 |  |  |  | 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales by Market | Q1 | Q2 | Q3 | Q4 | Q1 | YoY | QoQ |
| Visual Communication | 4,680 | 5,240 | 5,345 | 4,972 | 5,186 | 110.8\% | 104.3\% |
| Digital Fabrication | 2,198 | 2,593 | 2,529 | 2,687 | 2,509 | 114.2\% | 93.4\% |
| Dental | 1,373 | 1,756 | 1,576 | 1,895 | 1,529 | 111.4\% | 80.7\% |
| Service, Software \& Others | 2,046 | 1,958 | 2,114 | 2,127 | 2,090 | 102.1\% | 98.2\% |
| Total | 10,298 | 11,548 | 11,566 | 11,682 | 11,316 | 109.9\% | 96.9\% |
| Sales by Product |  |  |  |  |  |  |  |
| Hardware | 5,063 | 5,953 | 5,756 | 5,896 | 5,843 | 115.4\% | 99.1\% |
| Supplies | 3,247 | 3,693 | 3,781 | 3,715 | 3,485 | 107.3\% | 93.8\% |
| Service parts \& Others | 1,987 | 1,902 | 2,028 | 2,070 | 1,987 | 100.0\% | 96.0\% |
| Sales by Region |  |  |  |  |  |  |  |
| Japan | 1,167 | 1,051 | 1,113 | 1,201 | 1,347 | 115.4\% | 112.2\% |
| North America | 3,103 | 3,983 | 3,725 | 3,202 | 3,859 | 124.4\% | 120.5\% |
| Europe | 3,739 | 4,162 | 4,346 | 4,919 | 3,880 | 103.8\% | 78.9\% |
| Asia | 723 | 808 | 755 | 943 | 772 | 106.8\% | 81.9\% |
| Others | 1,564 | 1,543 | 1,624 | 1,415 | 1,455 | 93.0\% | 102.8\% |
| Total | 10,298 | 11,548 | $211,566$ | 11,682 | 11,316 | 109.9\% | 96.9\% |

## |Consolidated financial results (3 months) <br> Sales by Product (Old Categories)

|  | 2021 |  |  |  | 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | YoY | QoQ |
| Printers | 3,232 | 3,777 | 3,797 | 3,604 | 3,840 | 118.8\% | 106.6\% |
| Plotters | 336 | 283 | 265 | 324 | 305 | 90.8\% | 94.1\% |
| 3D Products (DGSHAPE) | 1,494 | 1,892 | 1,692 | 1,967 | 1,697 | 113.6\% | 86.3\% |
| Supplies | 3,247 | 3,693 | 3,781 | 3,715 | 3,485 | 107.3\% | 93.8\% |
| Others | 1,987 | 1,902 | 2,028 | 2,070 | 1,987 | 100.0\% | 96.0\% |
| Total | 10,298 | 11,548 | 11,566 | 11,682 | 11,316 | 109.9\% | 96.9\% |

## |FY2022 H1/H2 Forecast

* R\&D cost previously accounted as COGS has been moved to SG\&A from 2022

| ( Millions of yen ) | 2021 |  |  |  |  |  |  |  | 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | H1 Actual | \% of sales | H2 Actual | \% of sales | Restated H1 Act | \% of sales | Restated H2 Act | \% of sales | $\begin{gathered} \text { H1 } \\ \text { Forecast } \end{gathered}$ | Yoy | \% of sales | H 2 Forecast | YoY | \% of sales |
| Net Sales | 21,846 | 100.0\% | 23,249 | 100.0\% | 21,846 | 100.0\% | 23,249 | 100.0\% | 23,900 | 109.4\% | 100.0\% | 25,500 | 109.7\% | 100.0\% |
| Gross Profit | 9,627 | 44.1\% | 10,340 | 44.5\% | 11,140 | 51.0\% | 11,992 | 51.3\% | 12,200 | 109.5\% | 51.0\% | 13,300 | 110.9\% | 52.2\% |
| SGA cost | 6,669 | 30.5\% | 7,243 | 31.2\% | 8,182 | 37.5\% | 8,825 | 38.0\% | 9,200 | 112.4\% | 38.5\% | 9,000 | 102.0\% | 35.3\% |
| Operating Profit | 2,958 | 13.5\% | 3,097 | 13.3\% | 2,958 | 13.5\% | 3,097 | 13.3\% | 3,000 | 101.4\% | 12.6\% | 4,300 | 138.8\% | 16.9\% |
| Ordinary Profit | 3,059 | 14.0\% | 3,022 | 13.0\% | 3,059 | 14.0\% | 3,022 | 13.0\% | 3,000 | 98.0\% | 12.6\% | 4,300 | 148.7\% | 16.9\% |
| Net Profit ${ }^{*}$ | 1,580 | 7.2\% | 2,152 | 9.3\% | 1,580 | 7.2\% | 2,152 | 9.3\% | 2,100 | 132.9\% | 8.8\% | 3,200 | 148.7\% | 12.5\% |

* Net profit attributable to owners of parent


| ( Millions of yen ) | 2021 |  |  |  | 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales by Market | H1 Actual | \% of sales | H2 Actual | \% of sales | H1 Forecast | Yoy | \% of sales | H2 Forecast | Yoy | \% of sales |
| Visual Communication | 9,920 | 45.4\% | 10,317 | 44.4\% | 11,000 | 110.9\% | 46.0\% | 11,600 | 112.4\% | 45.5\% |
| Digital Fabrication | 4,791 | 21.9\% | 5,216 | 22.4\% | 5,350 | 111.7\% | 22.4\% | 5,850 | 112.1\% | 22.9\% |
| Dental | 3,129 | 14.3\% | 3,471 | 14.9\% | 3,350 | 107.0\% | 14.0\% | 3,900 | 112.3\% | 15.3\% |
| Service, Software \& Others | 4,004 | 18.4\% | 4,242 | 18.3\% | 4,200 | 104.9\% | 17.6\% | 4,150 | 97.8\% | 16.3\% |
| Total | 21,846 | 100.0\% | 23,249 | 100.0\% | 23,900 | 109.4\% | 100.0\% | 25,500 | 109.7\% | 100.0\% |
| Sales by Product |  |  |  |  |  |  |  |  |  |  |
| Hardware | 11,016 | 50.4\% | 11,652 | 50.1\% | 12,700 | 115.3\% | 53.1\% | 14,100 | 121.0\% | 55.3\% |
| Supplies | 6,940 | 31.8\% | 7,497 | 32.3\% | 7,100 | 102.3\% | 29.7\% | 7,300 | 97.4\% | 28.6\% |
| Service parts \& Others | 3,889 | 17.8\% | 4,099 | 17.6\% | 4,100 | 105.4\% | 17.2\% | 4,100 | 100.0\% | 16.1\% |
| Sales by Region |  |  |  |  |  |  |  |  |  |  |
| Japan | 2,218 | 10.2\% | 2,315 | 10.0\% | 2,450 | 110.4\% | 10.2\% | 2,400 | 103.7\% | 9.4\% |
| North America | 7,087 | 32.4\% | 6,928 | 29.8\% | 8,000 | 112.9\% | 33.5\% | 8,450 | 122.0\% | 33.1\% |
| Europe | 7,901 | 36.2\% | 9,266 | 39.8\% | 8,650 | 109.5\% | 36.2\% | 8,950 | 96.6\% | 35.1\% |
| Asia | 1,531 | 7.0\% | 1,698 | 7.3\% | 1,700 | 111.0\% | 7.1\% | 2,050 | 120.7\% | 8.1\% |
| Others | 3,107 | 14.2\% | 3,040 | 13.1\% | 3,100 | 99.7\% | 13.0\% | 3,650 | 120.0\% | 14.3\% |
| Total | 21,846 | 100.0\% | 23,249 | $\begin{gathered} 100.0 \% \\ 24 \end{gathered}$ | 23,900 | 109.4\% | 100.0\% | 25,500 | 109.7\% | 100.0\% |

## |FY2022 H1/H2 Forecast

| ( Millions of yen) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  |  |  | 2022 |  |  |  |  |  |
|  | H1 Actual | \% of sales | H2 Actual | \% of sales | $\begin{gathered} \text { H1 } \\ \text { Forecast } \end{gathered}$ | Yoy | \% of sales | $\begin{gathered} \mathrm{H} 2 \\ \text { Forecast } \end{gathered}$ | Yoy | \% of sales |
| Printers | 7,010 | 32.1\% | 7,401 | 31.8\% | 8,350 | 119.1\% | 34.9\% | 9,200 | 124.3\% | 36.1\% |
| Plotters | 619 | 2.8\% | 590 | 2.5\% | 600 | 96.9\% | 2.5\% | 650 | 110.1\% | 2.5\% |
| 3D Products (DGSHAPE) | 3,387 | 15.5\% | 3,660 | 15.8\% | 3,750 | 110.7\% | 15.7\% | 4,250 | 116.1\% | 16.7\% |
| Supplies | 6,940 | 31.8\% | 7,497 | 32.3\% | 7,100 | 102.3\% | 29.7\% | 7,300 | 97.4\% | 28.6\% |
| Others | 3,889 | 17.8\% | 4,099 | 17.6\% | 4,100 | 105.4\% | 17.2\% | 4,100 | 100.0\% | 16.1\% |
| Total | 21,846 | 100.0\% | 23,249 | 100.0\% | 23,900 | 109.4\% | 100.0\% | 25,500 | 109.7\% | 100.0\% |

## |FY2022 Forecast

| ( Millions of yen ) | 2021 |  |  |  | 2022 |  | YoY change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Performance | \% of sales | Restated Act | \% of sales | Forecast | \% of sales | Change | Ratio |
| Net Sales | 45,095 | 100.0\% | 45,095 | 100.0\% | 49,400 | 100.0\% | 4,304 | 109.5\% |
| Gross Profit | 19,968 | 44.3\% | 23,063 | 51.1\% | 25,500 | 51.6\% | 5,531 | 110.6\% |
| SGA cost | 13,912 | 30.9\% | 17,007 | 37.7\% | 18,200 | 36.8\% | 4,287 | 107.0\% |
| Operating Profit | 6,056 | 13.4\% | 6,056 | 13.4\% | 7,300 | 14.8\% | 1,243 | 120.5\% |
| Ordinary Profit | 6,082 | 13.5\% | 6,082 | 13.5\% | 7,300 | 14.8\% | 1,217 | 120.0\% |
| Net Profit*1 | 3,733 | 8.3\% | 3,733 | 8.3\% | 5,300 | 10.7\% | 1,566 | 142.0\% |
| EPS (Yen) | 299.88 |  | 299.88 |  | 425.42 |  |  |  |
| Exchange USD | 109.81 |  | 109.81 |  | 113.00 |  |  |  |
| rate Yen EUR | 129.93 |  | 129.93 |  | 128.00 |  |  |  |
| ${ }^{* 1}$ Net profit attributable to owners of parent |  |  |  |  |  |  |  |  |
|  | Net sales | USD 140 | EUR <br> 117 | R\&D cost for previous FY moved from COGS to SG\&A |  |  |  |  |
| Currency Sensitivity (based on 2021 results) | rating Profit | 64 | 74 |  |  |  |  | R |

## |FY2022 Forecast

|  | 2021 |  | 2022 |  | YoY change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales by Markets | Performance | \% of sales | Forecast | \% of sales | Change | Ratio |
| Visual Communication | 20,238 | 44.9\% | 22,600 | 45.7\% | 2,361 | 111.7\% |
| Digital Fabrication | 10,008 | 22.2\% | 11,200 | 22.7\% | 1191 | 111.9\% |
| Dental | 6,601 | 14.6\% | 7,250 | 14.7\% | 648 | 109.8\% |
| Service, Software \& Others | 8,247 | 18.3\% | 8,350 | 16.9\% | 102 | 101.2\% |
| Total | 45,095 | 100.0\% | 49,400 | 100.0\% | 4,304 | 109.5\% |
| Sales by Products |  |  |  |  |  |  |
| Hardware | 22,668 | 50.3\% | 26,800 | 54.3\% | 4131 | 118.2\% |
| Supplies | 14,437 | 32.0\% | 14,400 | 29.1\% | $\triangle 37$ | 99.7\% |
| Service parts \& Others | 7,989 | 17.7\% | 8,200 | 16.6\% | 210 | 102.6\% |
| Sales by Regions |  |  |  |  |  |  |
| Japan | 4,533 | 10.0\% | 4,850 | 9.8\% | 316 | 107.0\% |
| North America | 14,015 | 31.1\% | 16,450 | 33.3\% | 2,434 | 117.4\% |
| Europe | 17,168 | 38.1\% | 17,600 | 35.6\% | 431 | 102.5\% |
| Asia | 3,230 | 7.2\% | 3,750 | 7.6\% | 519 | 116.1\% |
| Others | 6,148 | 13.6\% | 6,750 | 13.7\% | 601 | 109.8\% |
| Total | 45,095 | $\begin{gathered} 100.0 \% \\ 27 \end{gathered}$ | 49,400 | 100.0\% | 4,304 | 109.5\% |

## |FY2022 Forecast

| Sales by Product (Old Category)
( Millions of yen )

|  | FY2021 |  | FY2022 |  | YoY change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  | Performance | \% of sales | Forecast | \% of sales | Change | Ratio | $\pm \substack{\text { Exchangerate inpat } \\ \text { exucuee Real temm }}$ |
| Printers | 14,411 | 32.0\% | 17,550 | 35.5\% | 3,138 | 121.8\% | 121.0\% |
| Plotters | 1,209 | 2.7\% | 1,250 | 2.5\% | 40 | 103.4\% | 101.2\% |
| 3D Products (DGSHAPE) | 7,047 | 15.6\% | 8,000 | 16.2\% | 952 | 113.5\% | 113.3\% |
| Supplies | 14,437 | 32.0\% | 14,400 | 29.2\% | $\triangle 37$ | 99.7\% | 98.9\% |
| Others | 7,989 | 17.7\% | 8,200 | 16.6\% | 210 | 102.6\% | 102.2\% |
| Total | 45,095 | 100.0\% | 49,400 | 100.0\% | 4,304 | 109.5\% | 108.9\% |

## |New product category overview



Uses and Applications

```
> Outdoor sign
Store interior/displays
> Banners
> Car wrapping
```


## > Out/indoor sign

$>$ Stickers and labels
> Design prototypes
> Textile / apparel
$>$ Personalized goods
$>$ Gift, novelties
$>$ Iron prints
$>$ Customization usage
$>$ Parts, design prototyping
> Dental crowns
> Inlays
> Denture
> Abatement


## | Products by New Category

| VC-Solvent | VC-Other | Digital Fabrication | Dental | Service, Software <br> $\&$ Others |
| :--- | :--- | :--- | :--- | :--- |

Solvent printers


TrueVIS
VG3-640 VG3-540 SG3-540 SG3-300


Outdoor sign


Banner ads


Car wrapping


Floor signs


Store interior/displays


Wallpaper


Stickers and labels


Iron prints

## | Products by New Category

| VC-Solvent | VC-Other | Digital Fabrication | Dental | Service, Software \& Others |
| :---: | :---: | :---: | :---: | :---: |

UV Printer (Roll)


UV Printer (Flat)


Posters


Electric sign


Labels


Window display


IU-10ロロF

Packages


Package films


Displays


Canvas art

Textile printer


XT-640


Apparel / textile


Apparel / soft sign

Large format cutters


GR2-640 GR2-540


Signage


Window films

## | Products by New Category



## | Products by New Category

VC-Solvent
VC-Other Digital Fabrication


## | Products by New Category



Service parts incl. heads
Service \& Maintenance

Software
(Future revenue stream)


Roland DG Connect
for Everything Creative


DGSHAPE CLOUD

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.


