Roland DG Corporation

Consolidated Financial Results for the Three Months Ended March 31, 2022



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.

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

Q1 Overview

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

(excl. FY 2015/12 when there was change in fiscal year end)

- Sales landed as planned
- Increase profit thanks to migration to Thailand on top of sales growth
- Strong demand but unstable supply
 - Uncertainty continued incl. parts shortage and shipping delays
 - Backlogs increased compared with last fiscal year end

H1 Forecast

H1 guidance to be achived despite some concerns

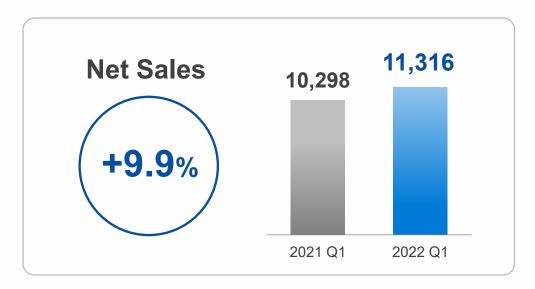
- Sales contribution of New Products launched in March
- Dental products that had shipping delays in Q1 to recover in Q2
- FX tailwind
- Parts procurement difficulty, continue of shipping delay
- Cost increase of electronic parts and shipping costs

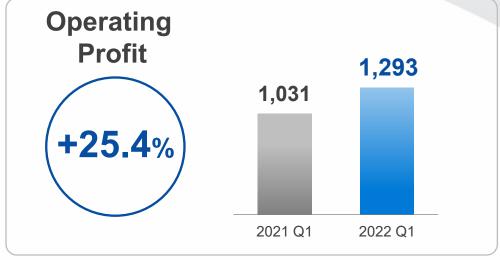


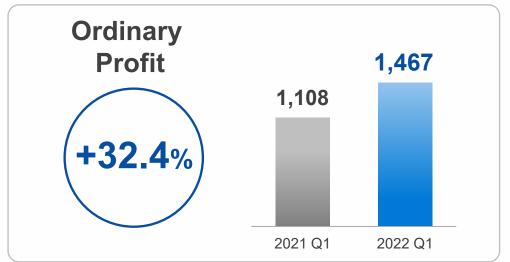
Sales and profit increased; Quarterly net profit turned positive

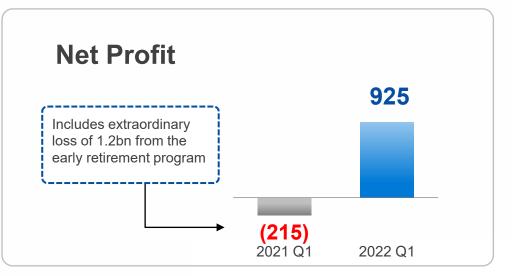
YoY performance

(Millions of yen)









Sales and Operating Profit delta breakdown







to the Early Retirement Program

Change in sales disclosure category

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 product Printers Plotters 3D Products (DGSHAPE) Supplies Others

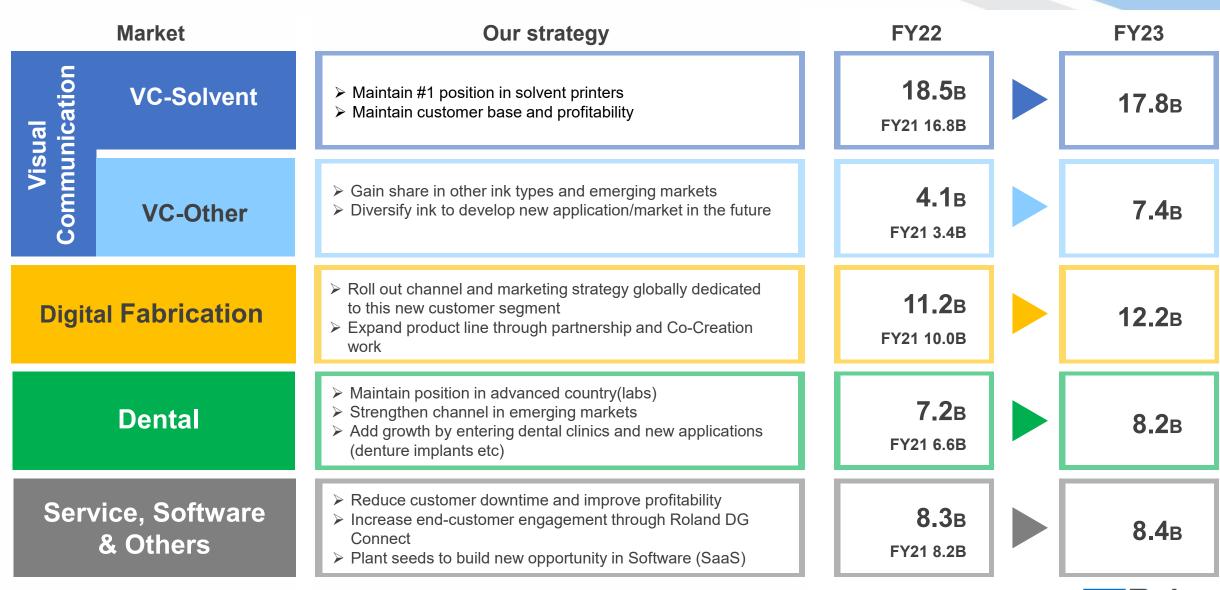


Sales by market
Visual Communication
Digital Fabrication
Dental
Service, Software & Others

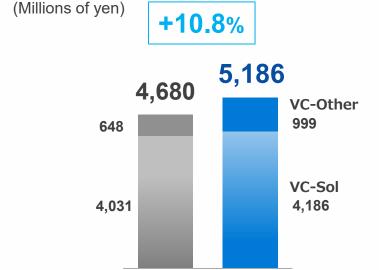
Sales by product
Hardware
Supplies
Service parts & Others



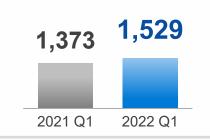
Market Category

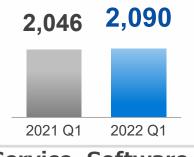


Strong demand continued resulting in YoY growth Sales by market YoY









Visual Communication

2022 Q1

2021 Q1

- 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

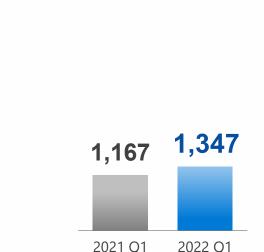
Service, Software & Others

 Service Parts declined but Service and maintenance increased



Solid Eco-Solvent printers and Dental sales in North America

Sales by Regions YoY

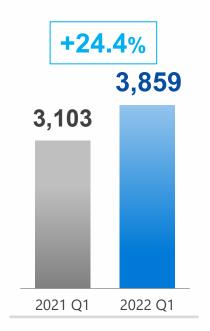


(Millions of yen)

 Desktop UV printer for Retail market and 3D milling machines grew

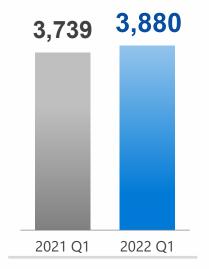
Japan

 Eco-solvent printers for sign market was strong



North America

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





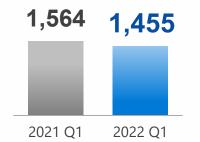
Europe

 Dental milling machine demand remained strong



Asia

- Dental milling machine increased largely in India thanks to sales channel development
- Low sales in China
- Dental product demand increased in ASEAN region



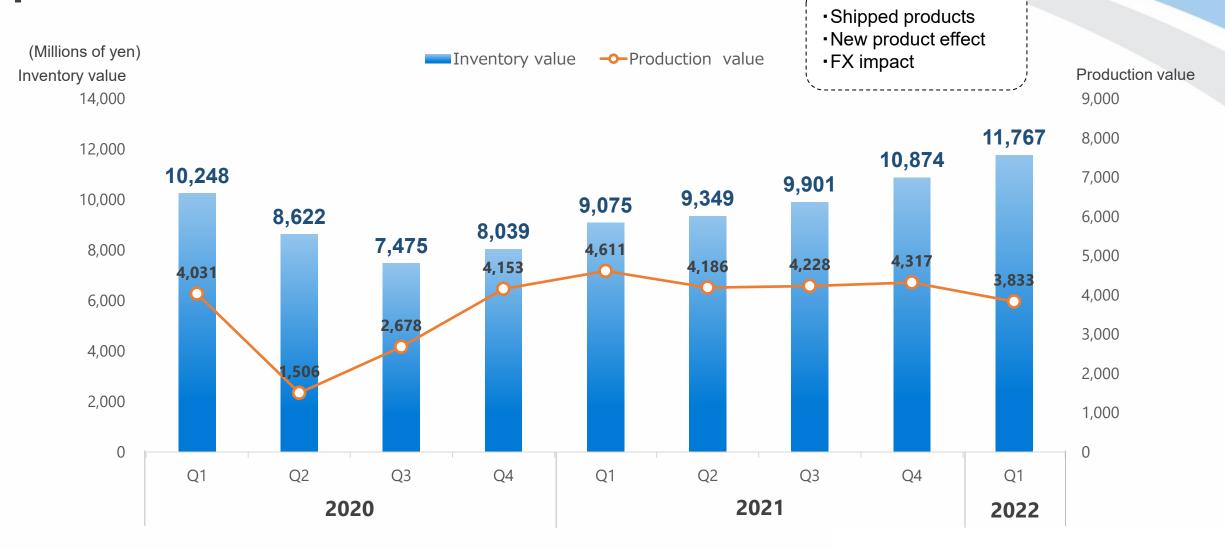
Others

- Dental milling machined increased while eco-solven printers declined in Australia
- YoY sales increased in Latin America including Brazil



Inventory increased due to parts shortage and shipping delay

Change in inventory value and production value





Balance sheet

*Change from the end of previous fiscal year

Balance sheet summary (as of 3/31/2022)

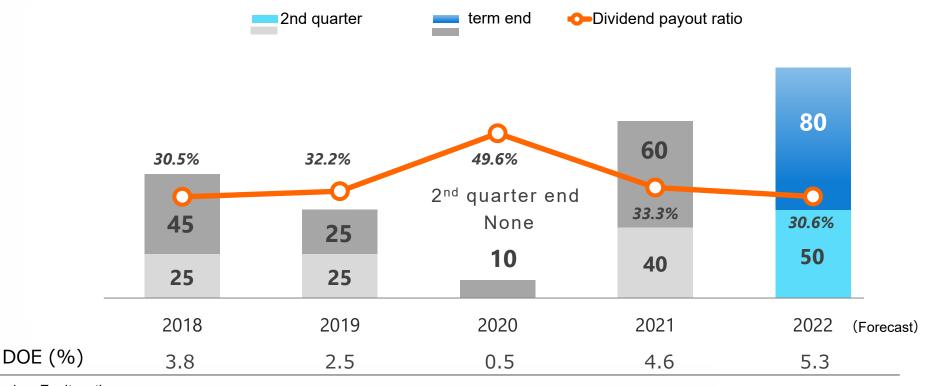
Total interest-bearing (Millions of yen) debt 0 42,706 **Total Asset** Accrued expense (One-off retiremet package related to the) **Current Liabilities** -935 Taxes payable 9,673 -1.153 Cash & deposits Provision for bonuses -2,313 +280 Accounts Receivables Fixed liabilities 3,358 Other (deposits etc) **Current assets** +944 +599Inventory 30,644 +892 **Net assets** Retained earnings +165 29,674 Buildings and structures FX translation +351 adjustment Fixed assets +713 Construction in progress 12,062 -213 Net asset ratio Net asset ratio 69.5% +2.5 points Liabilities/Net assets Assets Roland

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%





New Products

Visual Communication (VC-Solvent)

Large format Sign board printers



TrueVIS

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

- 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

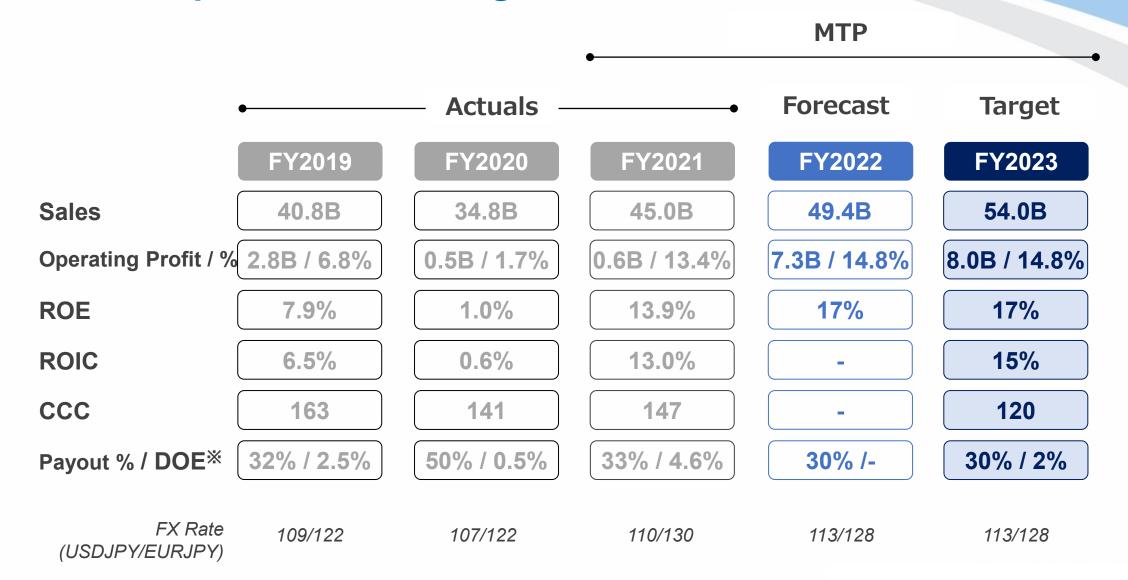




- Added a 4 color model to the previous 6 color model
- Can print on materials upto 95mm thickness
- UV Ink received Gold Certification by GREENGUARD for low POV products and can be safely used indoor
- •First released in South East Asia and Taiwanese markets (6 color model) and now expanded to Latin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



Mid-term plan financial target





Our response to the situation in Ukraine and financial impact

Our response

- Stopped our subsidiary's business in Moscow
- Stopped all product shipping to Russia



We will determine when to resume based on the situation

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)

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

				2021	Q1		2022	Q1	YoY change			
			Performance	% of sales	Restated Actual	% of sales	Performance	% of sales	Change	Ratio	Exchange rate impact excluded Real term	
	Net S	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%	<u>5,078</u>	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%	
	Operati	ng 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*		△215	-	△215	-	925	8.2%	1,140	-	-	
	EPS (Yen)		△17.34		△17.34		74.25					
	Exchange	USD	105.91		105.91		116.20					
	rate Yen	EUR	127.72		127.72		130.43					

^{*} Net profit attributable to owners of parent

Exchange rate	Net sales	528
Amount of impact	Operating Profit	206

R&D cost for previous FY moved from COGS to SG&A



Consolidated financial results

(Millions of yen)	2021	Q1	2022	2 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%	△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)

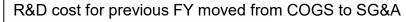
(Millions of yen)

	FY2021 Q1		FY202	22 Q1	YoY change				
	Performance	% of sales	Performance	% of sales	Change	Ratio	Exchange rate impact excluded Real term		
Printers	3,232	31.4%	3,840	33.9%	608	118.8%	112.5%		
Plotters	336	3.3%	305	2.7%	△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%		



Consolidated financial results (3 months)

			202	?1	2022					
(Millions of yen)		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	△0.9P		
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%	△0.5P	△1.9P		
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 *		△215	1,796	1,227	925	925	_	99.9%		
	%	_	15.6%	10.6.%	7.9%	8.2%	_			
EPS (Yen)		△17.34	144.38	98.55	74.29	74.25	_			





2022

^{*} Net profit attributable to owners of parent

Consolidated financial results (3 months)

(Millions of yen)		202	<u>?</u> 1			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	11,566	11,682	11,316	109.9%	96.9%

Consolidated financial results (3 months)

Sales by Product (Old Categories)

(Millions of yen)

		2021			2022		
	Q1	Q2	Q2 Q3		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	H1 Forecast	YoY	% of sales	H2 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%	<u>11,140</u>	<u>51.0%</u>	11,992	<u>51.3%</u>	12,200	109.5%	51.0%	13,300	110.9%	52.2%	
	SGA cost	6,669	30.5%	7,243	31.2%	<u>8,182</u>	<u>37.5%</u>	8,825	<u>38.0%</u>	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

R&D cost for previous FY moved from COGS to SG&A



FY2022 H1/H2 Forecast

(Millions of yen)		202	21				20	22		
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	100.0% 24	23,900	109.4%	100.0%	25,500	109.7%	100.0%

FY2022 H1/H2 Forecast

(M	illions of yen)												
	•		202	21		2022							
		H1 Actual	% of sales	H2 Actual	% of sales	H1 Forecast	YoY	% of sales	H2 Forecast	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 S	ales	45,095	100.0%	45,095	100.0%	49,400	100.0%	4,304	109.5%
	Gross Profit		19,968	44.3%	23,063	<u>51.1%</u>	25,500	51.6%	5,531	110.6%
	SGA cost		13,912	30.9%	<u>17,007</u>	<u>37.7%</u>	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 rate Yen	USD	109.81		109.81		113.00			
		EUR	129.93		129.93		128.00			

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

	USD	EUR	
Currency Sensitivity	Net sales	140	117
(based on 2021 results)	Operating Profit	64	74

R&D cost for previous FY moved from COGS to SG&A



FY2022 Forecast

(Millions of	ven)	2021		2022		YoY change	
(111110113-01	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%	△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	100.0%	49,400	100.0%	4,304	109.5%

FY2022 Forecast

Sales by Product (Old Category)

(Millions of yen)

		FY20	021	FY2022		YoY change		
		Performance	% of sales	Forecast	% of sales	Change	Ratio	Exchange rate impact excluded Real term
	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%	△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

Market Customer / User **Key Products Uses and Applications** Communication Outdoor sign > Sign shops Store interior/displays Solvent printers **VC-Solvent** Printing shops Banners > Solvent inks Car wrapping Visual Out/indoor sign > Sign shops UV printers > Textile printers > Stickers and labels Printing shops **VC-Other** > Large format cutters ➤ UV inks Design prototypes > Print / design companies ➤ Flat UV Printer > Textile / apparel > Personalized goods > Small solvent printers Small/semi- industrial Metal printers > Gift, novelties > Small UV printers business > Small cutting machines **Digital Fabrication** > Iron prints UV inks Retail stores Customizel, New > Customization usage > 3D milling machines, Sole business owners area (Co-Creation) > Parts, design prototyping Engravers Dental crowns > Dental milling machines > Inlays Dental labs **Dental** Dental clinics Dental Supply > Denture Abatement Service, Software > Service parts incl. Printer heads Distributors > Service and maintenance Customers & Others



VC-Solvent

VC-Other

Digital Fabrication

Dental

Service, Software & 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

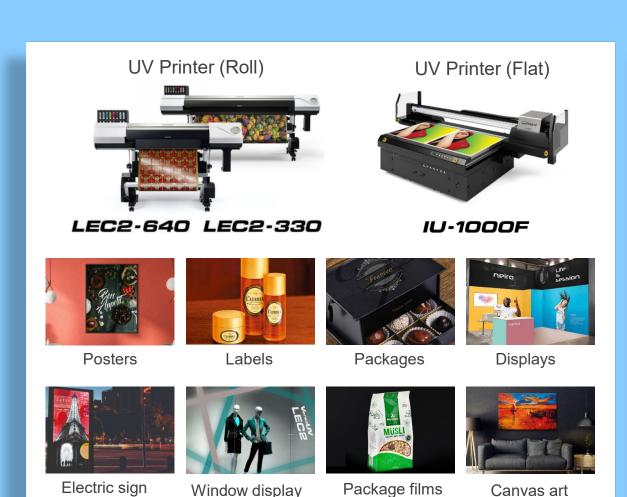
VC-Solvent

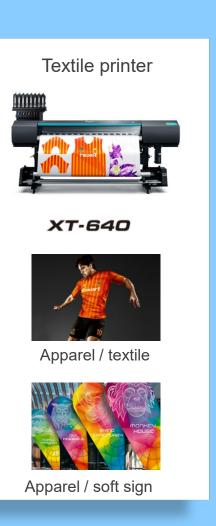
VC-Other

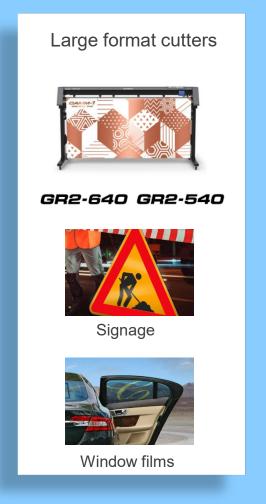
Digital Fabrication

Dental

Service, Software & Others







VC-Solvent

VC-Other

Digital Fabrication

Dental

Service, Software & Others

Desktop UV Printer





LEF2-300



BN-20A



Phone Case



Photo frame





Novelties Key holder



Iron Print



Stickers

3D milling



MDX-50



Prototype



PParts prototype

Medal Printer



MPX-95



Custom goods



Gift

Customization/New



LEC2 S-Series

lego



SF-200

VC-Solvent V

VC-Other

Digital Fabrication

Dental

Service, Software & Others

5-axis dry milling



DWX-52D

With Disk changer (increased productivity)



DWX-52DCi



Crowns



Bridges



Dentures

4-axis dry milling (Compact)



DWX-4



Pin material milling

4-Axis wet milling



DWX-42W



Abatement milling (Implant base)

VC-Solvent

VC-Other

Digital Fabrication

Dental

Service, Software & Others



Service parts incl. heads



Service & Maintenance



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.

