

# Roland DG Corporation

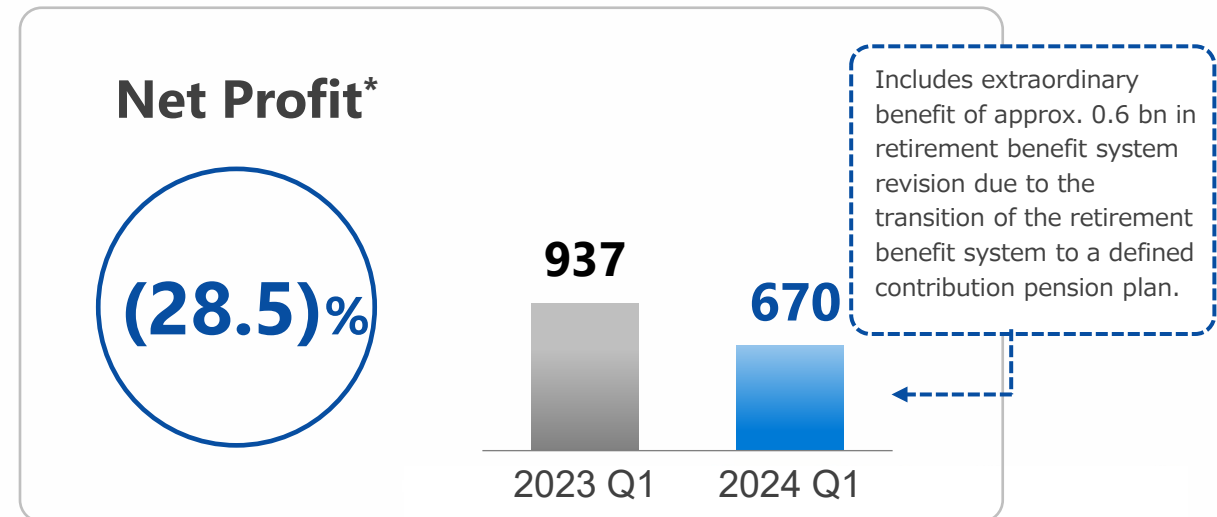
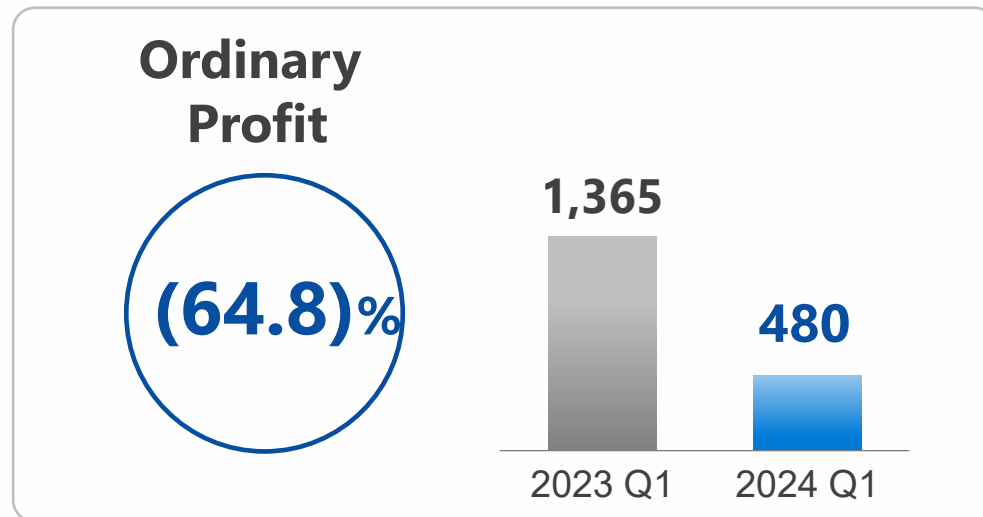
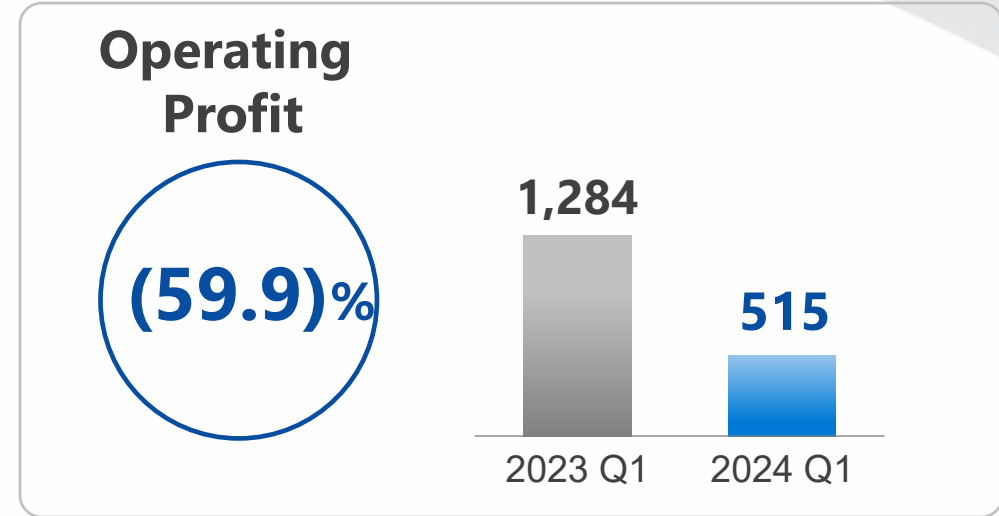
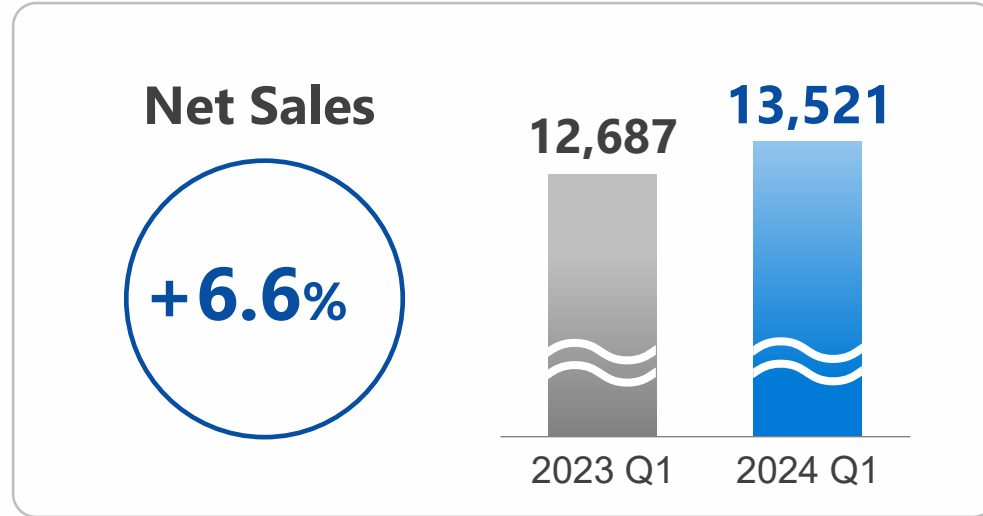
## Consolidated Financial Results for the Three Months Ended March 31, 2024

May 10, 2024

# Consolidated Financial Results

## YoY performance

(Millions of yen)

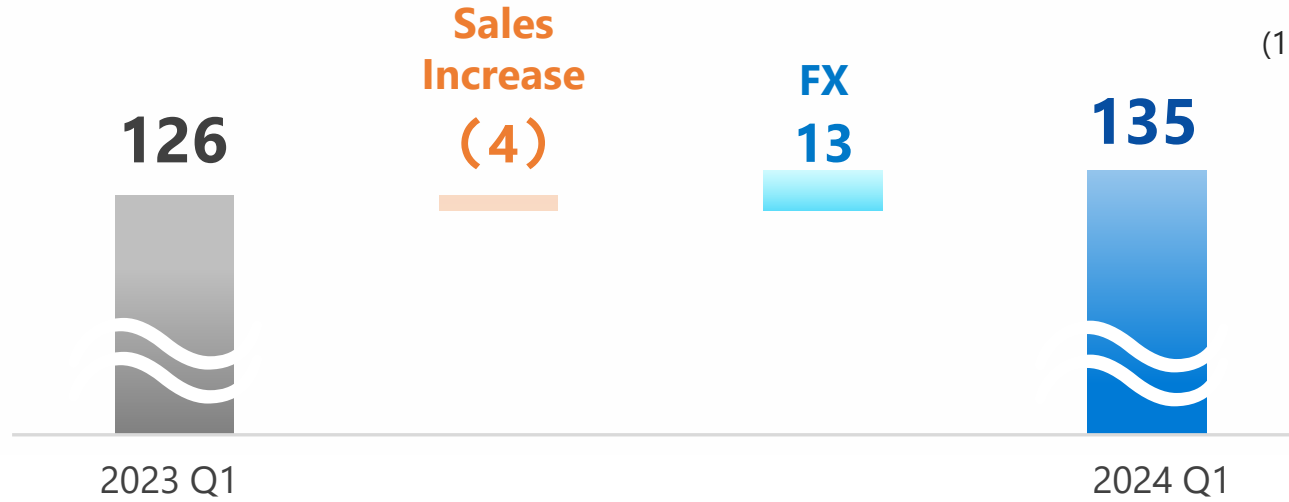


# Sales and Operating Profit delta breakdown

## Variance Analysis YoY

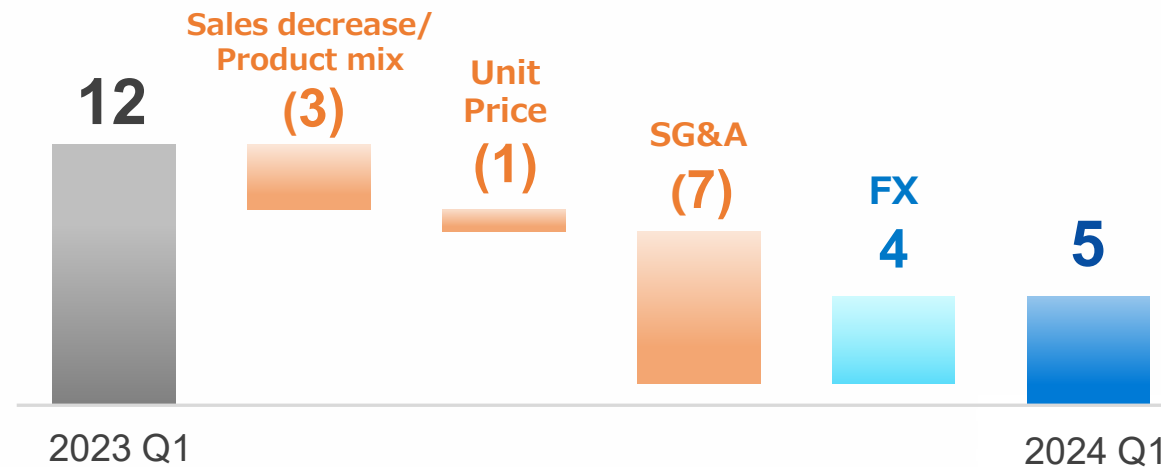
(100 Millions of Yen)

Net Sales



Average FX rate	Unit	2023 Q1	2024 Q1	% Change
USD		132.32	148.61	112.3%
EUR		142.13	161.36	113.5%

Operating Profit



Main increase in SG&A cost

- Personnel +1
- R&D +1
- Commission expenses +4
- Others +1

# Sales by Market

## YoY

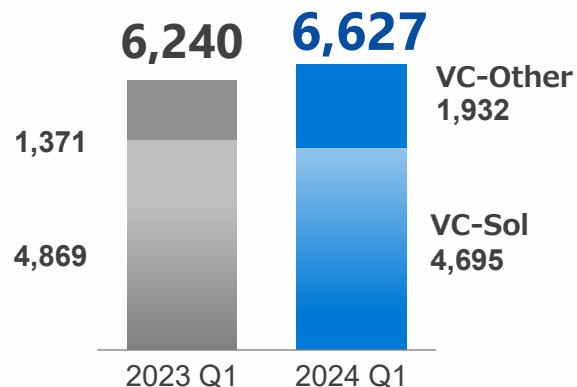
(Millions of yen)

Top : YoY %

Bottom: FX excluded

**+6.2%**

**(4.5)%**

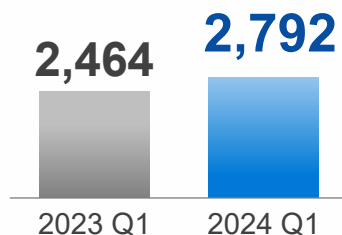


### Visual Communication

- Eco-Solvent ink grew, but Eco-solvent printers for sign market declined(VC-Solvent)
- Roll type UV printers and UV inks grew(VC-Other)
- Eco-Solvent printer, emerging market brand "DGXPRESS", ER-641 launched (VC-Solvent)

**+13.3%**

**+2.4%**

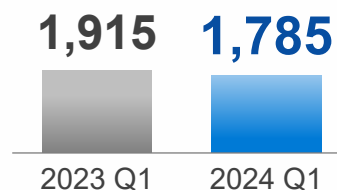


### Digital Fabrication

- Flatbed UV printers and desktop Eco-Solvent printer BN series grew
- Desktop UV printer BD-8 and desktop apparel printer BY-20 launched
- Started worldwide sales and support of wallpaper printer, DIMENSE Products

**(7.8)%**

**(15.6)%**

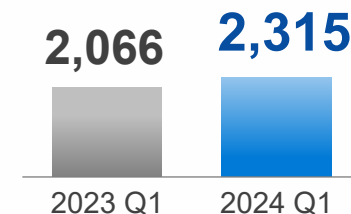


### Dental

- Due to a decline in competitiveness, sales of the standard model "DWX-52D", which accounts for a large percentage of sales, decreased.
- High productivity model DWX-53DC grew mainly in Europe and America
- Emerging market model, DWX-52DCi declined in Asia and Middle East

**+12.1%**

**+2.1%**



### Service, Software & Others

- Service parts and service others for fee increased

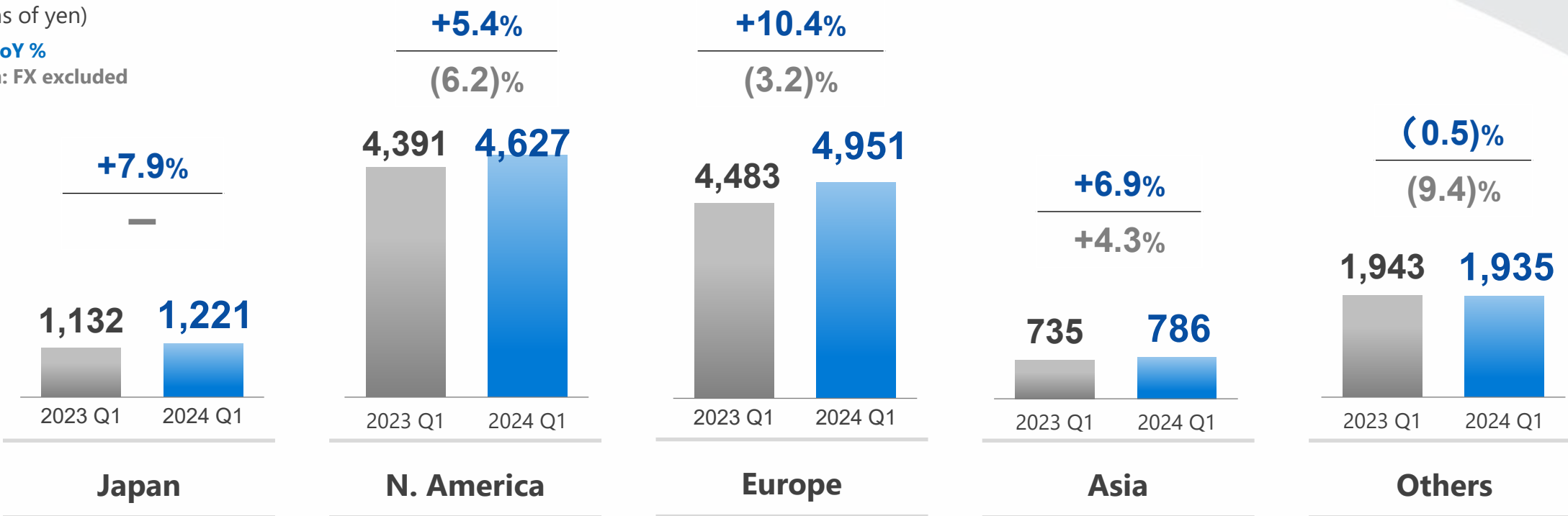
# Sales by Regions

## YoY

(Millions of yen)

Top : YoY %

Bottom: FX excluded



- Eco-Solvent printers for sign market and roll type UV printers grew
- 3D milling machines and desktop Eco-Solvent printers, BN series, grew
- In Dental, standard model DWX-52D decreased

- Roll type UV printers grew, but Eco-Solvent printers for sign market decreased
- Desktop printers BN series and flatbed type UV printers increased
- Desktop printer, BN Series, and flatbed UV models grew

- Eco-Solvent printers for sign market decreased, roll type UV printers and ink supplies grew
- Co-Creation Flatbed UV printers and desktop Eco-Solvent printers increased
- In Dental, standard model DWX-52D decreased

- Dental milling machines declined but Eco-Solvent printers grew in China
- Dental milling machines declined and UV printer ,DGEPPRESS, increased in India

- Sales of regionally limited models of printers and dental processing machines increased in Brazil
- Roll type UV printers and desktop UV printers grew, but dental milling machines declined in Australia

# Prioritized new products and focused on securing parts

## Change in inventory value and production value

(Millions of yen)

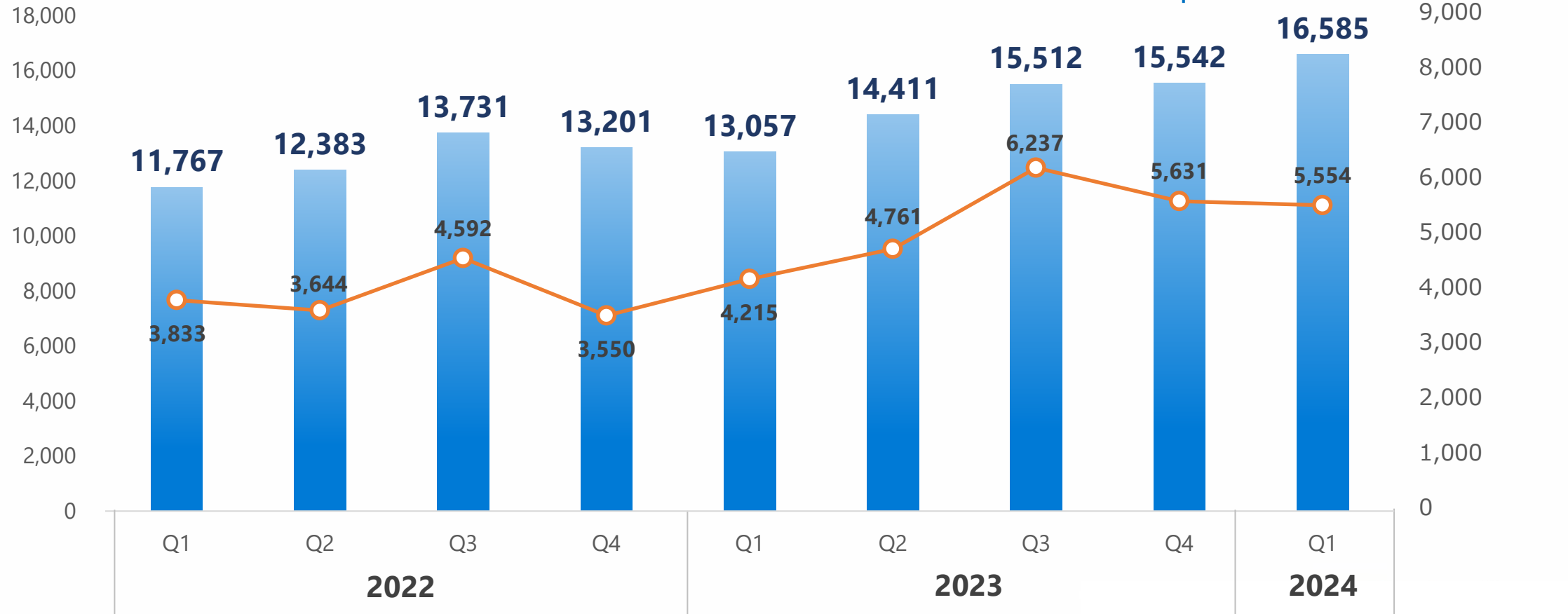
Inventory value

Inventory value

Production value

FA +0.1B  
Real increase +0.9B

Production value

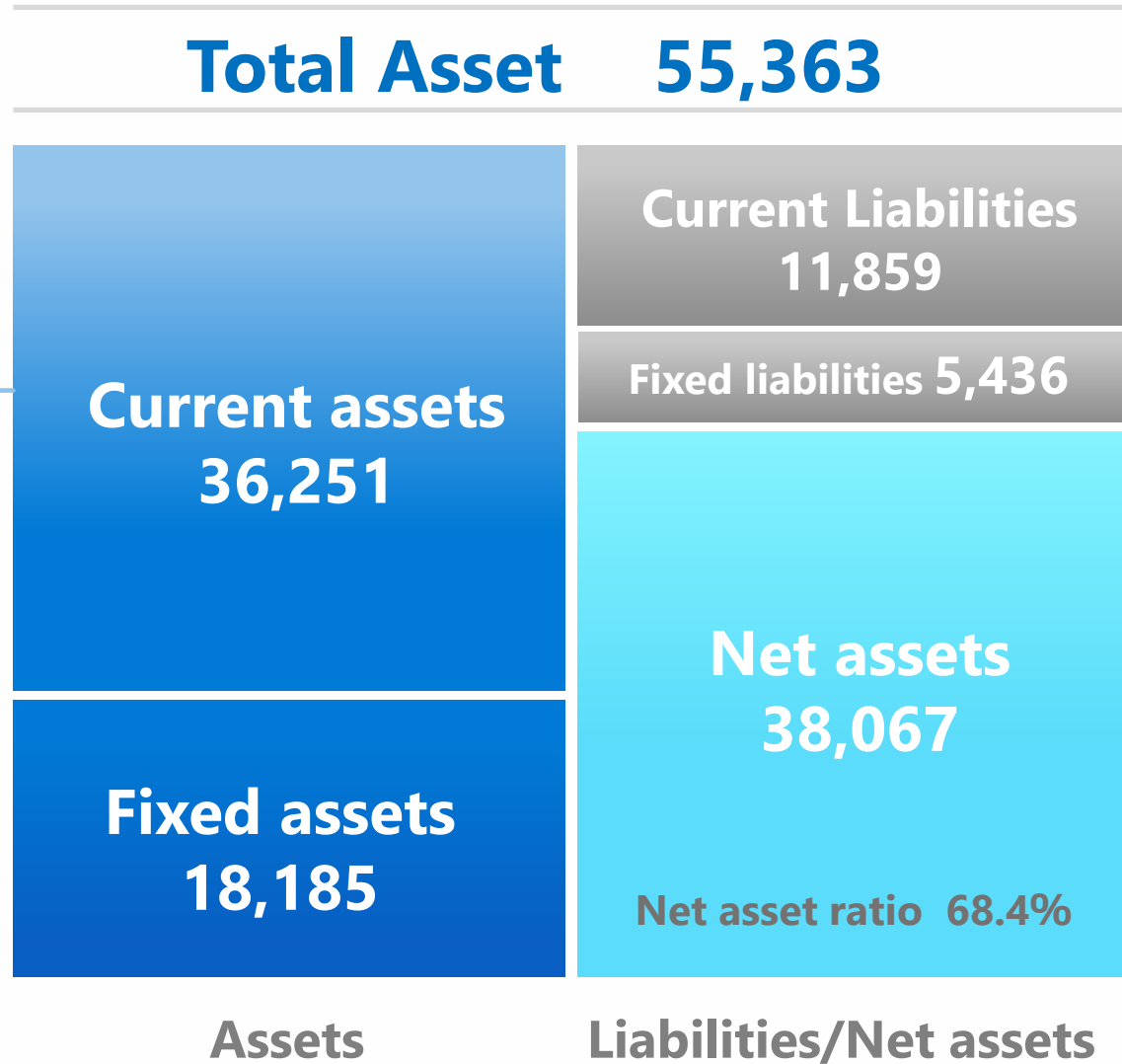


# Balance sheet

As of 3/31/2024

(Millions of yen)

- Cash & deposits (793)
- Notes and accounts receivable – trade +596
- Inventory +1,043



- Provision for bonuses +229
- Other-CL +373

- Long-term accounts payable – other +123
- Long-term borrowings (150)
- Provision for share awards for directors (and other officers) (148)
- Retirement benefit liability (515)

- Retained earnings +670
- FX translation adjustment +652
- Net asset ratio +0.9 points

※Change from the end of previous fiscal year

# Consolidated financial results

(Millions of Yen)	2023				2024		YoY Change		
	Q1	Q2	Q3	Q4	Q1	QoQ	Change	Ratio	Exchange rate impact excluded Real term
Net Sales	12,687	12,992	13,934	14,403	<b>13,521</b>	93.9%	834	106.6%	96.3%
Gross Profit	6,437	6,577	7,131	7,065	<b>6,793</b>	96.2%	356	105.5%	93.3%
%	50.7%	50.6%	51.2%	49.1%	<b>50.2%</b>	<b>+1.1P</b>			
SG&A	5,152	5,269	5,721	5,851	<b>6,278</b>	107.3%	1,125	121.9%	114.1%
%	40.6%	40.6%	41.1%	40.6%	<b>46.4%</b>	<b>+5.8P</b>			
Operating Profit	1,284	1,308	1,409	1,214	<b>515</b>	42.4%	(769)	40.1%	30.2%
%	10.1%	10.1%	10.1%	8.4%	<b>3.8%</b>	<b>(4.6)P</b>			
Ordinary Profit	1,365	1,526	1,363	1,093	<b>480</b>	50.0%	(884)	35.2%	6.3%
%	10.8%	11.7%	9.8%	7.6%	<b>3.6%</b>	<b>(4.0)P</b>			
Net Profit*	937	1,144	999	1,220	<b>670</b>	54.9%	(267)	71.5%	49.5%
%	7.4%	8.8%	7.2%	8.5%	<b>5.0%</b>	<b>(3.5)P</b>			
EPS (円)	77.09	94.37	82.45	100.6					

\* Net profit attributable to owners of parent

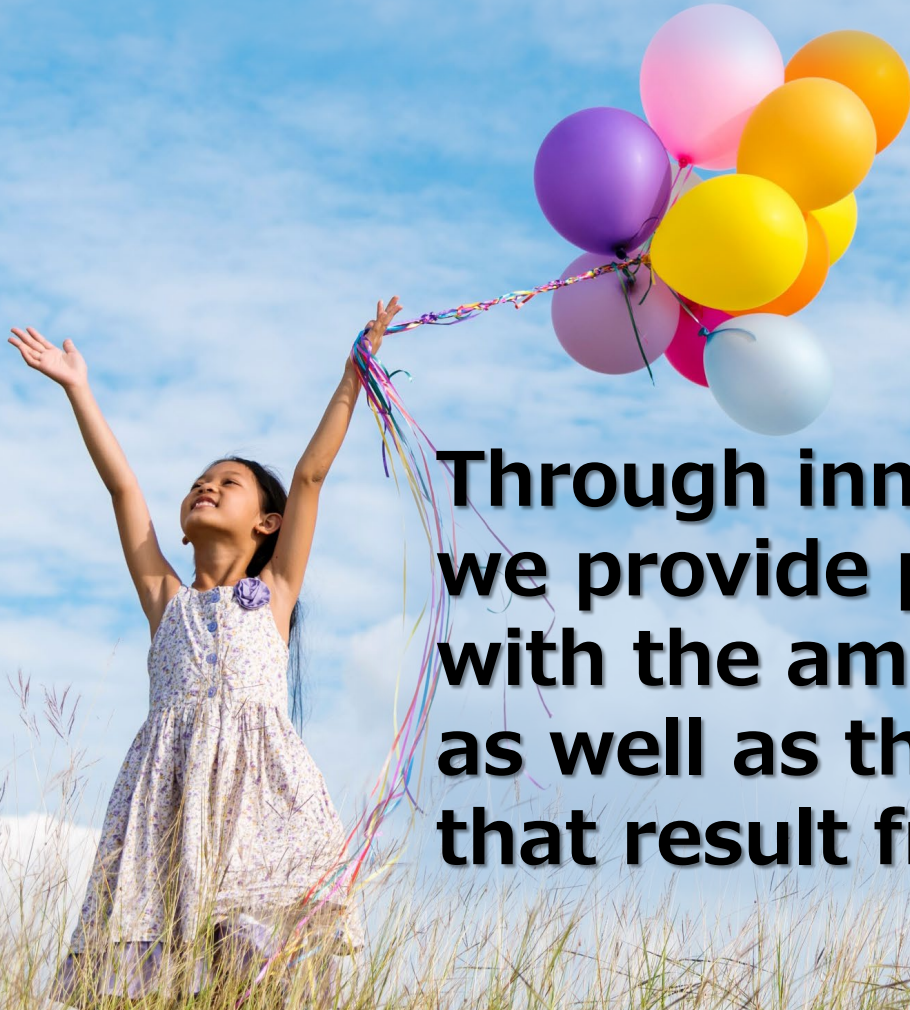
	(Millions of yen)	USD	EUR
Currency Sensitivity (based on 2023 results)	Net sales		
	Operating Profit		



# Consolidated financial results

(Millions of yen)	2023				2024			YoY		
	Q1	Q2	Q3	Q4	Q1	% of sales	QoQ	Change	Ratio	Exchange rate impact excluded Real term
Sales by market										
Visual Communication	6,240	6,457	7,207	6,969	<b>6,627</b>	49.0%	95.1%	387	106.2%	95.5%
Digital Fabrication	2,464	2,574	2,892	3,103	<b>2,792</b>	20.7%	90.0%	327	113.3%	102.4%
Dental	1,915	1,815	1,355	2,010	<b>1,785</b>	13.2%	88.8%	(129)	93.2%	84.4%
Service, Software & Others	2,066	2,145	2,480	2,319	<b>2,315</b>	17.1%	99.9%	249	112.1%	102.1%
Total	12,687	12,992	13,934	14,403	<b>13,521</b>	100.0%	93.9%	834	106.6%	96.3%
Sales by Product										
Hardware	6,383	6,196	6,742	7,400	<b>6,176</b>	45.7%	83.5%	(206)	96.8%	87.4%
Supplies	4,298	4,726	4,817	4,768	<b>5,107</b>	37.8%	107.1%	809	118.8%	107.1%
Service parts & Others	2,005	2,070	2,374	2,234	<b>2,237</b>	16.5%	100.1%	231	111.6%	101.3%
Sales by Region										
Japan	1,132	1,033	1,114	1,335	<b>1,221</b>	9.0%	91.5%	89	107.9%	—
North America	4,391	4,582	5,101	4,601	<b>4,627</b>	34.2%	100.6%	235	105.4%	93.8%
Europe	4,483	4,633	4,721	5,238	<b>4,951</b>	36.7%	94.5%	467	110.4%	96.9%
Asia	735	823	902	1,206	<b>786</b>	5.8%	65.2%	50	106.9%	104.3%
Others	1,943	1,919	2,095	2,021	<b>1,935</b>	14.3%	95.7%	(8)	99.5%	90.6%
Total	12,687	12,992	13,934	14,403	<b>13,521</b>	100.0%	93.9%	834	106.6%	96.3%

# **Purpose: To Empower Creativity and Excitement Worldwide**



**Through innovative digital solutions,  
we provide people around the world  
with the amazement and joy of creation,  
as well as the wow and excitement  
that result from it.**