

Roland DG Corporation

Consolidated Financial Results for the Six Months Ended Jun 30, 2024

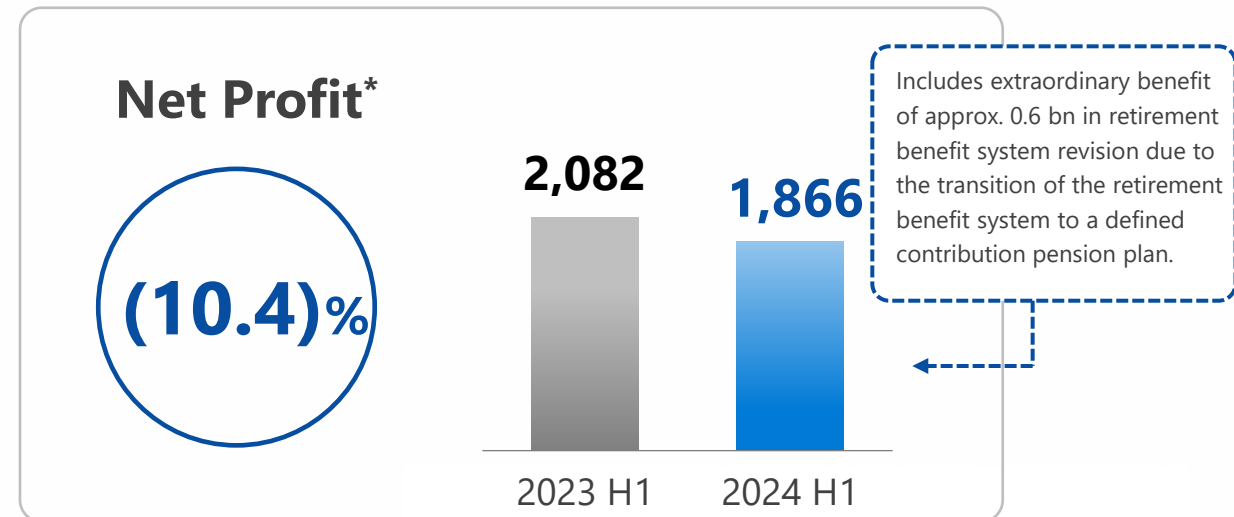
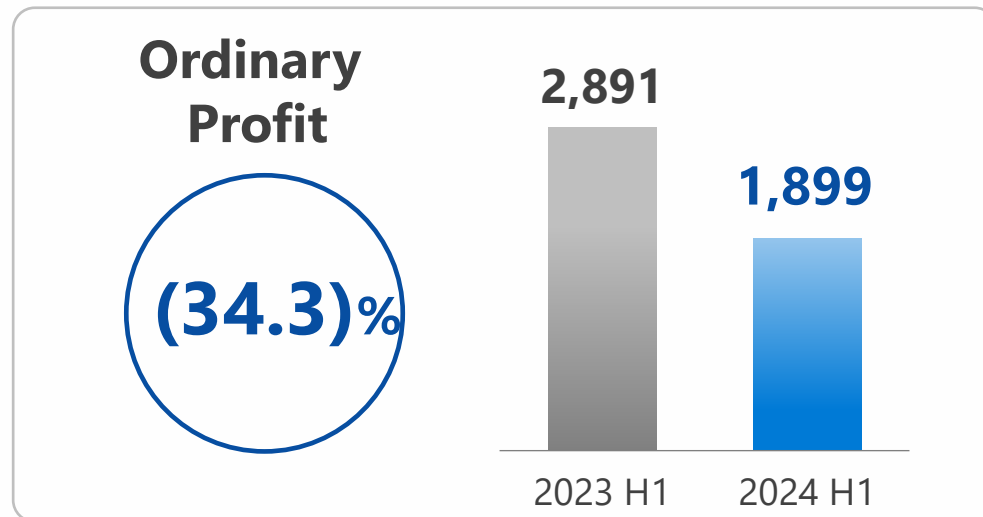
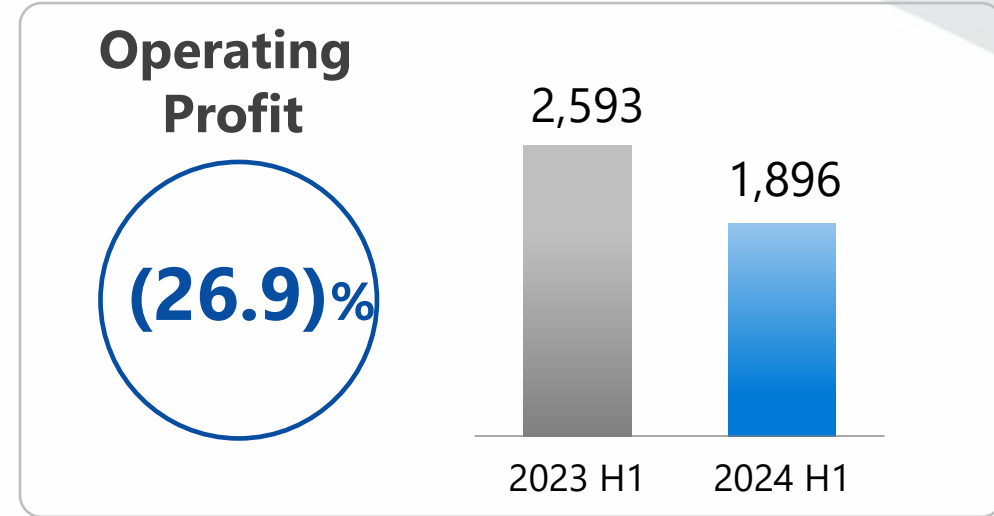
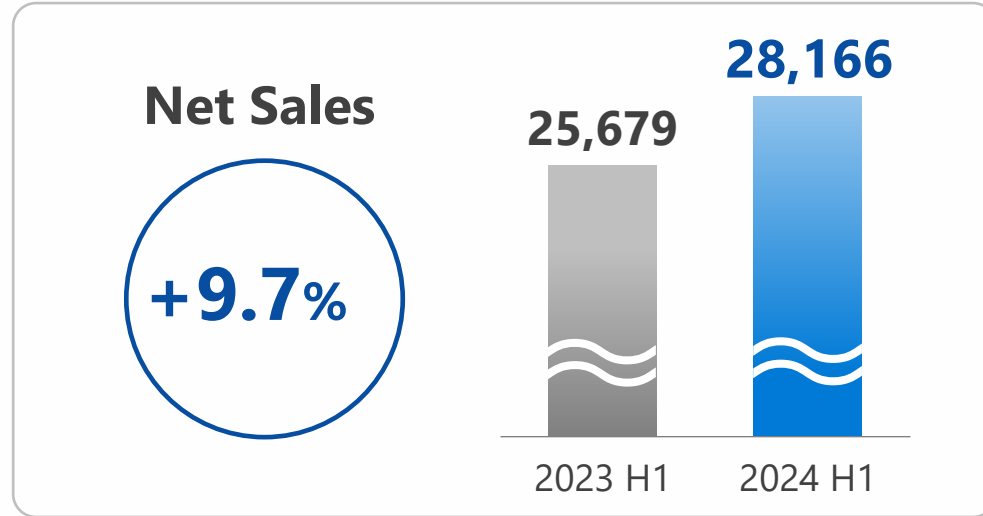
August 8, 2024



Consolidated Financial Results

YoY performance

(Millions of yen)

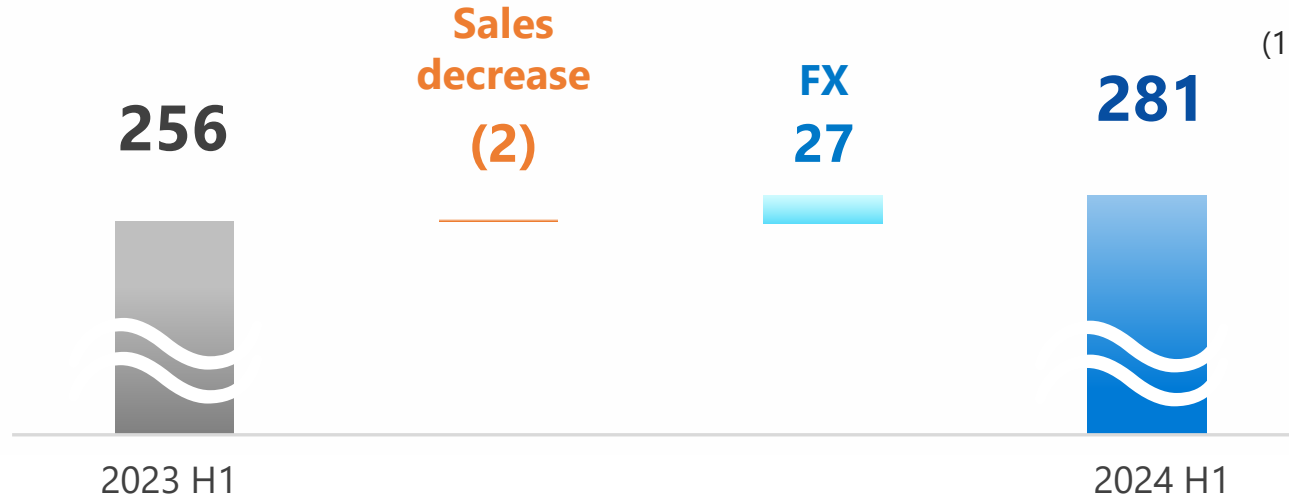


Sales and Operating Profit delta breakdown

Variance Analysis YoY

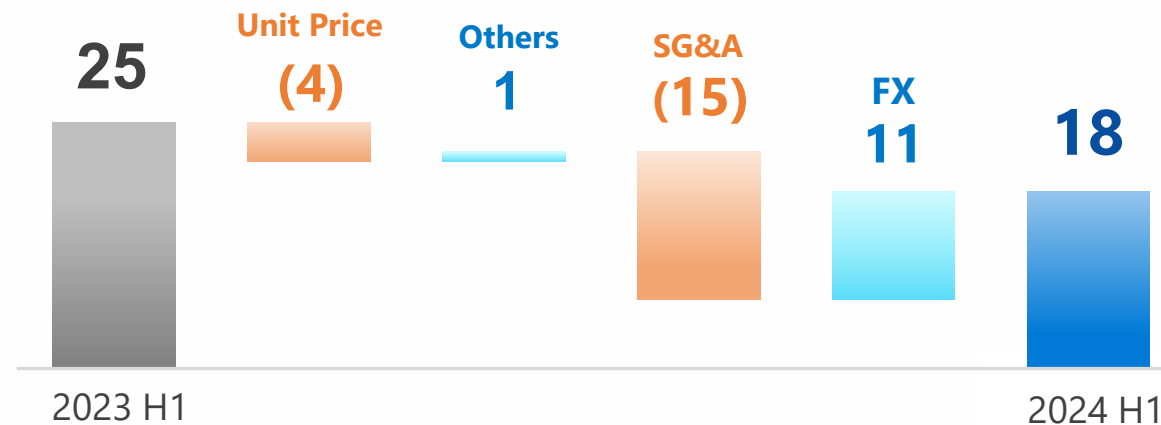
(100 Millions of Yen)

Net Sales



Average FX rate (Unit : yen)	2023 H1		2024 H1	
	USD	134.85	152.26	112.9%
EUR	145.82	164.65	112.9%	

Operating Profit



Main increase in SG&A cost

- Personnel +2
- R&D +3
- Depreciation +1.5
- Commission expenses +5
- Others +3.5

Sales by Market

YoY

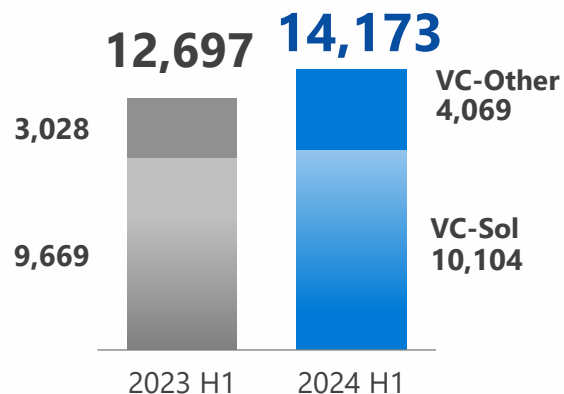
(Millions of yen)

Top : YoY %

Bottom: FX excluded

+11.6%

+0.3%

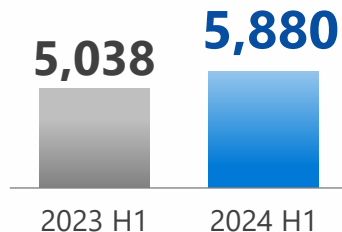


Visual Communication

- Eco-Solvent ink grew, but Eco-solvent printers for sign market declined(VC-Solvent)
- Mainly region-specific model DGXPRESS brand targeting growth markets, UG series, roll-type UV printers and UV ink supplies grew (VC-Other)

+16.7%

+5.6%

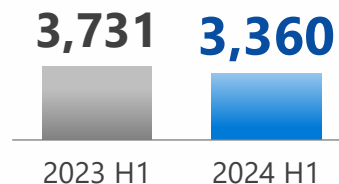


Digital Fabrication

- A series of compact and affordable desktop products VersaSTUDIO brand grew. In addition to the Eco-Solvent printers BN series, two new models, BD-8 UV printer and BY-20 DFT printer increased.
- Large-format flatbed UV printers for customized applications, CO-i Series, increases.

(9.9)%

(18.0)%

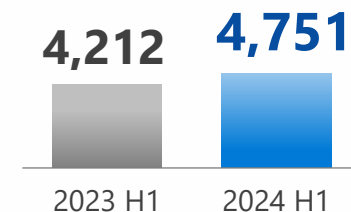


Dental

- 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 Japan and America.
- Emerging market model DWX-52DCi declined in Asia, Middle East and Eastern Europe.

+12.8%

+2.8%



Service, Software & Others

- Service parts and service others for fee increased.

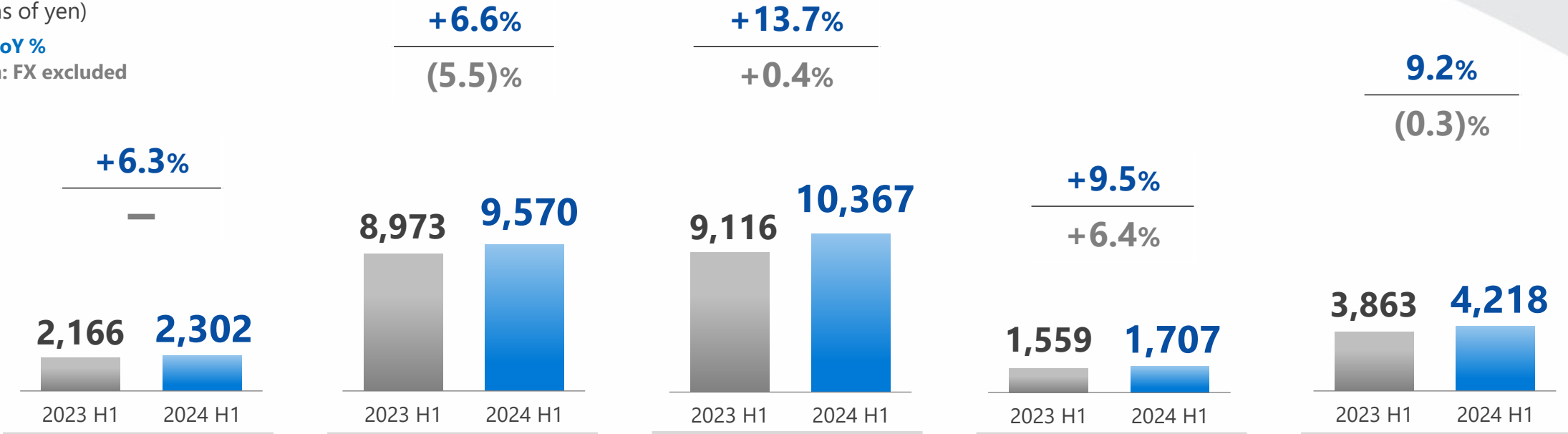
Sales by Regions

YoY

(Millions of yen)

Top : YoY %

Bottom: FX excluded



Japan

- Roll-type UV printers for sign market and inks supplies grew.
- VersaSTUDIO desktop printers grew.
- For Dental, DWX-53DC high- productivity model increased.

N. America

- Eco-Solvent printers for sign market fell below, but roll-type UV printers and ink supplies grew.
- Sales of VersaSTUDIO desktop printers increased.
- For Dental, DWX-53DC grew.

Europe

- Eco-Solvent printers and UV printers for sign market and ink supplies increased.
- VersaSTUDIO desktop printers grew.
- UV printers DGXPRESS increased in Eastern Europe.
- For Dental, standard model DWX-52D decreased.

Asia

- Dental milling machines declined but Eco-Solvent printers grew in China.
- Dental milling machines and DGEPPRESS UV printers were strong in India.

Others

- Sales of regionally limited models of printers and dental milling machines increased in Brazil.
- Roll-type and desktop UV printers increased, but dental milling machines remained sluggish in Australia.

Change in inventory value and production value

(Millions of yen)

Inventory value

Inventory value

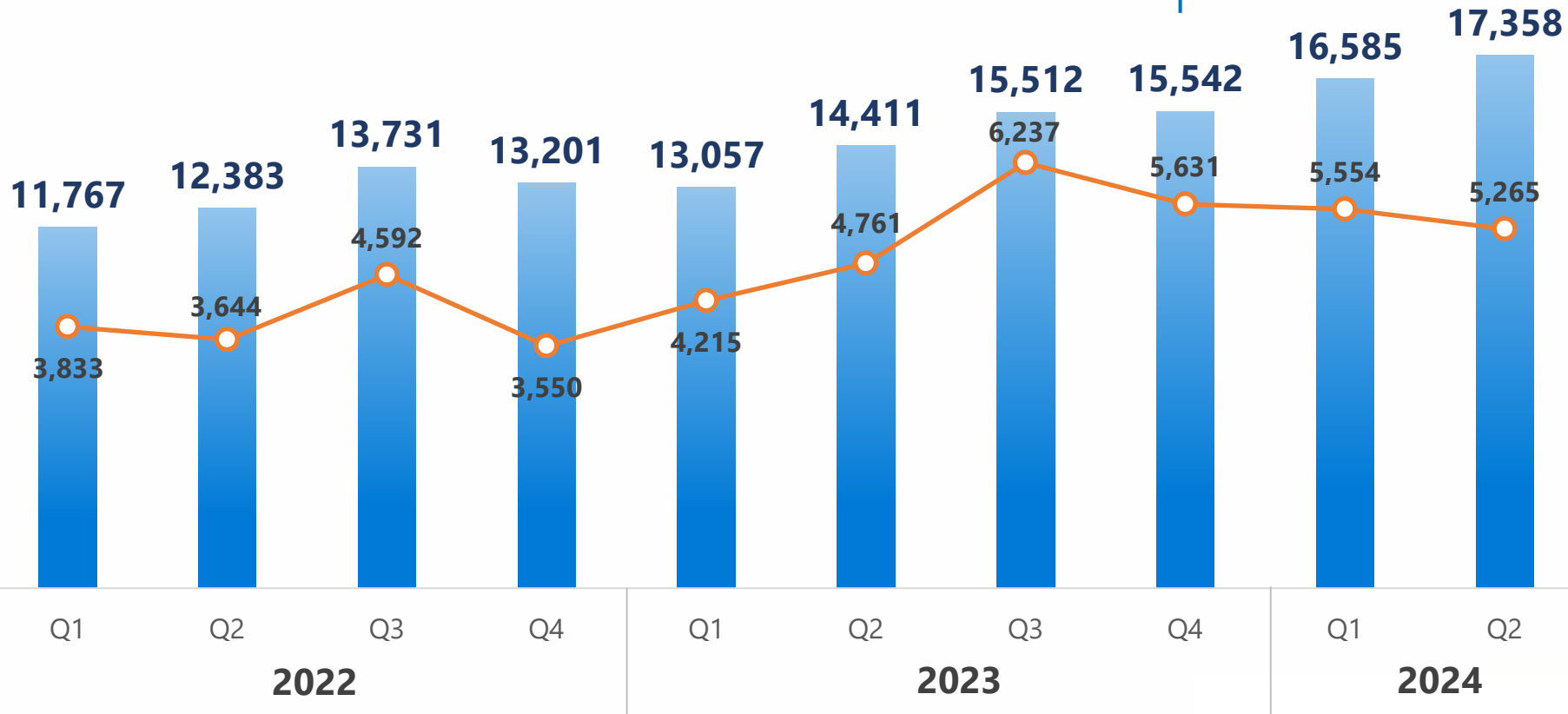
Production value

FA +0.7B
Real increase +1.1B

Production value

20,000
18,000
16,000
14,000
12,000
10,000
8,000
6,000
4,000
2,000
0

9,000
8,000
7,000
6,000
5,000
4,000
3,000
2,000
1,000
0



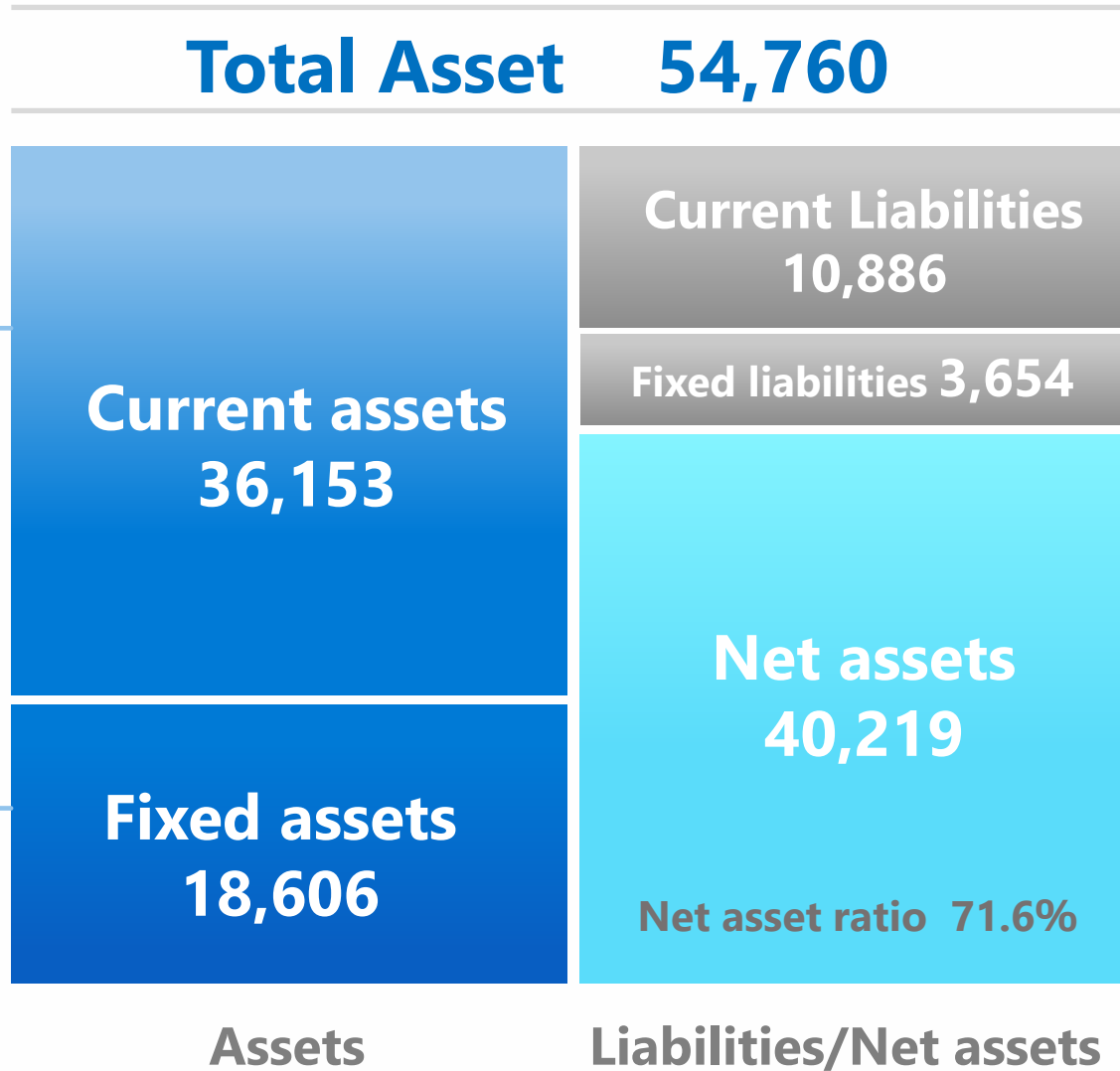
Balance sheet

As of 6/30/2024

(Millions of yen)

- Cash & deposits (3,011)
- Notes and accounts receivable – trade +877
- Inventory +1,815

- Tools, furniture and fixtures +119
- Right-of-use assets +177
- Software +120



- Notes and accounts payable – trade (606)
- Current portion of long-term borrowings (6)

- Long-term borrowings (2,250)

- Retained earnings +1,866
- FX translation adjustment +1,586
- Net asset ratio +5.6 points

※Change from the end of previous fiscal year

Consolidated financial results

(Millions of Yen)

	2023				2024				H1 YoY				
	Q1	Q2	Q3	Q4	Q1	Q2	YoY	QoQ	2023 H1	2024 H1	Change	YoY	Exchange rate impact excluded Real term
Net Sales	12,687	12,992	13,934	14,403	13,521	14,644	112.7%	108.3%	25,679	28,166	2,486	109.7%	25,440
Gross Profit	6,437	6,577	7,131	7,065	6,793	7,873	119.7%	115.9%	13,015	14,666	1,651	112.7%	12,765
%	50.7%	50.6%	51.2%	49.1%	50.2%	53.8%	3.2P	3.6P	50.7%	52.1%	—	—	—
SG&A	5,152	5,269	5,721	5,851	6,278	6,492	123.2%	103.4%	10,421	12,700	2,348	122.5%	11,953
%	40.6%	40.6%	41.1%	40.6%	46.4%	44.3%	3.7P	(2.1) P	40.6%	45.3%	—	—	—
Operating Profit	1,284	1,308	1,409	1,214	515	1,381	105.6%	268.2%	2,593	1,896	(696)	73.1%	812
%	10.1%	10.1%	10.1%	8.4%	3.8%	9.4%	(0.7) P	5.6P	10.1%	6.7%	—	—	—
Ordinary Profit	1,365	1,526	1,363	1,093	480	1,418	93.0%	295.2%	2,891	1,899	(992)	65.7%	810
%	10.8%	11.7%	9.8%	7.6%	3.6%	9.7%	(2.0) P	6.1P	11.3%	6.7%	—	—	—
Net Profit*	937	1,144	999	1,220	670	1,196	104.5%	178.6%	2,082	1,866	(215)	89.6%	1,164
%	7.4%	8.8%	7.2%	8.5%	5.0%	8.2%	(0.6) P	3.2P	8.1%	6.6%	—	—	—
EPS (yen)	77.09	94.37	82.45	100.6	55.25	98.59	—	—	171.46	153.84	—	—	—

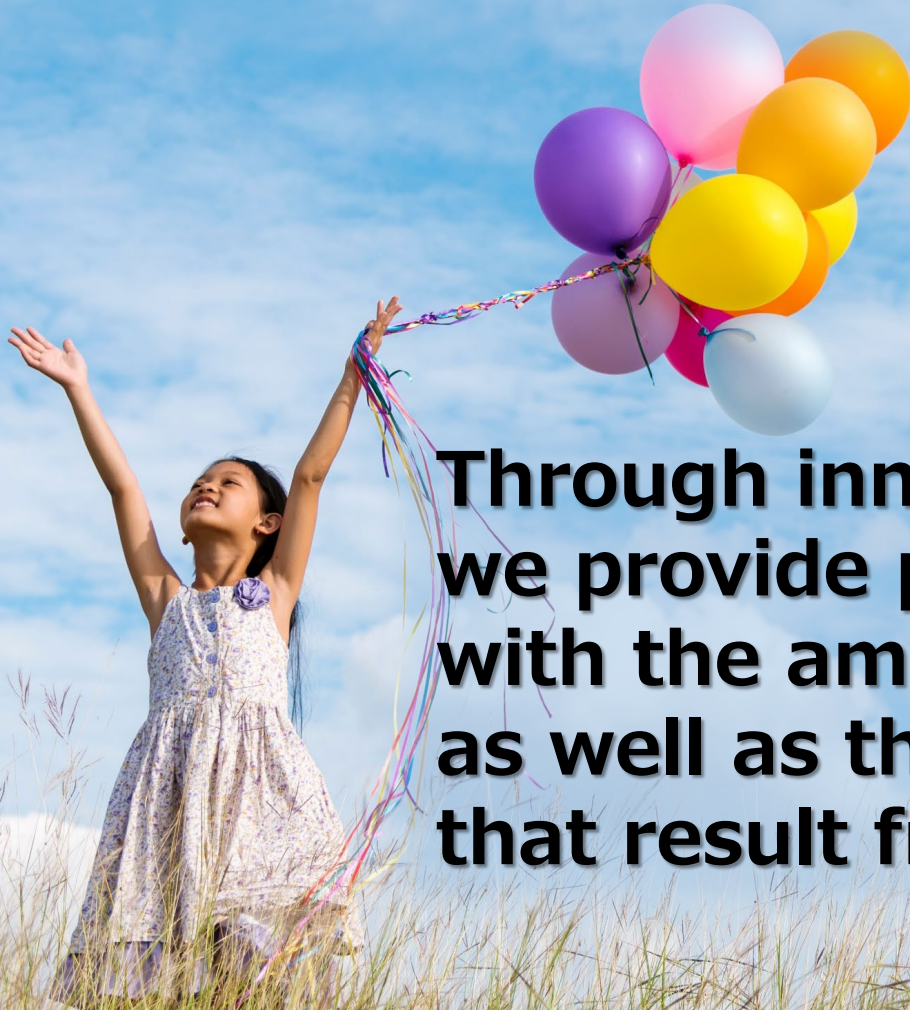
* Net profit attributable to owners of parent

Exchange rate Amount of impact	Net Sales	2,725
	Operating Profit	1,084

Consolidated financial results

(Millions of Yen)	2023				2024				H1 YoY				
	Q1	Q2	Q3	Q4	Q1	Q2	% of sales	QoQ	2023H1	2024 H1	Change	YoY	Exchange rate impact excluded Real term
Sales by market													
Visual Communication	6,240	6,457	7,207	6,969	6,627	7,546	116.9%	113.9%	12,697	14,173	1,476	111.6%	100.3%
Digital Fabrication	2,464	2,574	2,892	3,103	2,792	3,088	120.0%	110.6%	5,038	5,880	841	116.7%	105.6%
Dental	1,915	1,815	1,355	2,010	1,785	1,574	86.7%	88.2%	3,731	3,360	(370)	90.1%	82.0%
Service, Software & Others	2,066	2,145	2,480	2,319	2,315	2,435	113.5%	105.2%	4,212	4,751	539	112.8%	102.8%
Total	12,687	12,992	13,934	14,403	13,521	14,644	112.7%	108.3%	25,679	28,166	2,486	109.7%	99.1%
Sales by Product													
Hardware	6,383	6,196	6,742	7,400	6,176	6,635	107.1%	107.4%	12,579	12,812	232	101.8%	92.1%
Supplies	4,298	4,726	4,817	4,768	5,107	5,617	118.9%	110.0%	9,024	10,725	1,700	118.8%	106.9%
Service parts & Others	2,005	2,070	2,374	2,234	2,237	2,392	115.6%	106.9%	4,075	4,629	553	113.6%	103.2%
Sales by Region													
Japan	1,132	1,033	1,114	1,335	1,221	1,080	104.5%	88.4%	2,166	2,302	136	106.3%	—
North America	4,391	4,582	5,101	4,601	4,627	4,942	107.9%	106.8%	8,973	9,570	596	106.6%	94.5%
Europe	4,483	4,633	4,721	5,238	4,951	5,416	116.9%	109.4%	9,116	10,367	1,251	113.7%	100.4%
Asia	735	823	902	1,206	786	920	111.8%	117.1%	1,559	1,707	147	109.5%	106.4%
Others	1,943	1,919	2,095	2,021	1,935	2,283	119.0%	118.0%	3,863	4,218	354	109.2%	99.7%
Total	12,687	12,992	13,934	14,403	13,521	14,644	112.7%	108.3%	25,679	28,166	2,486	109.7%	99.1%

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.**