Roland DG Corporation

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

August 8, 2024

Roland

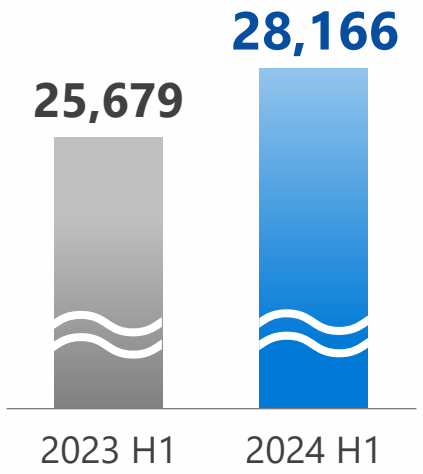
Consolidated Financial Results

YoY performance

(Millions of yen)

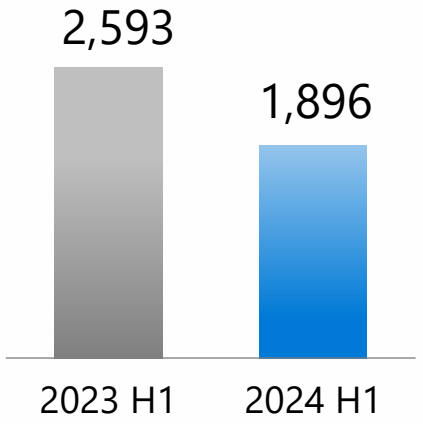
Net Sales

+9.7%



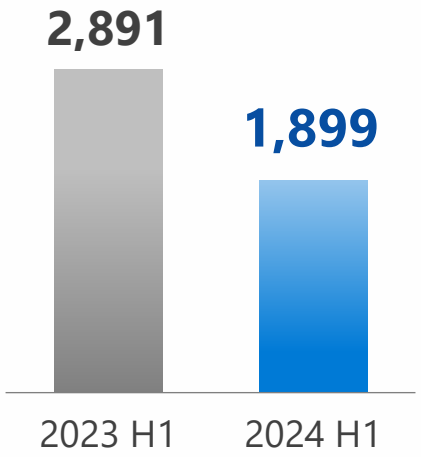
Operating Profit

(26.9)%



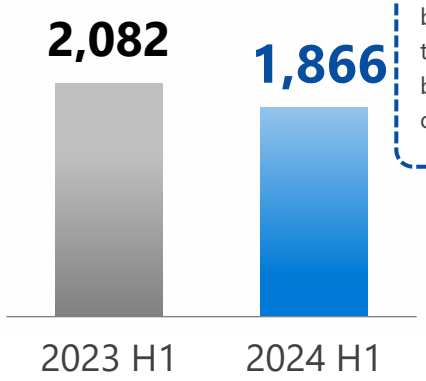
Ordinary Profit

(34.3)%



Net Profit*

(10.4)%



Includes extraordinary benefit of approx. 0.6 bn in retirement benefit system revision due to the transition of the retirement benefit system to a defined contribution pension plan.

※ Net profit attributable to owners of parent

Roland

Sales and Operating Profit delta breakdown

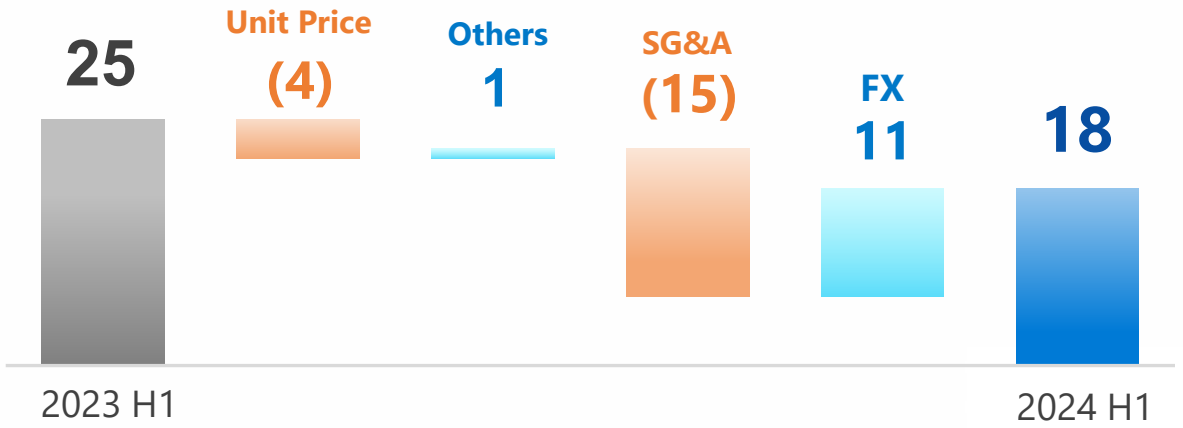
Variance Analysis YoY

(100 Millions of Yen)

Net Sales

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

Operating Profit



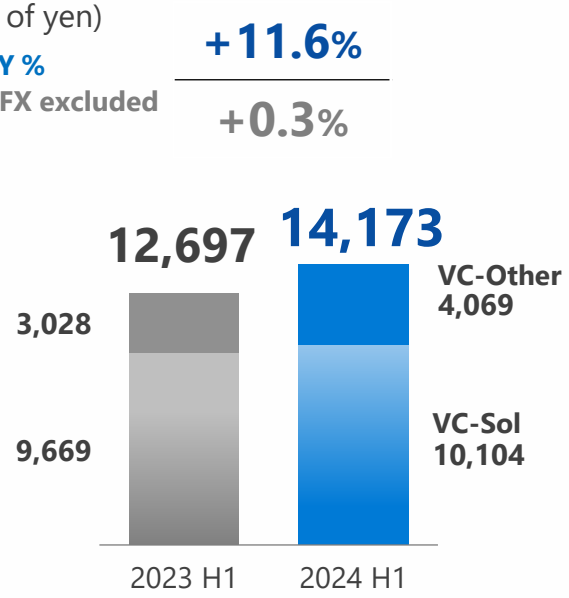
Main increase in SG&A cost
- Personnel +2
- R&D +3
- Depreciation +1.5
- Commission expenses +5
- Others +3.5

Sales by Market

YoY

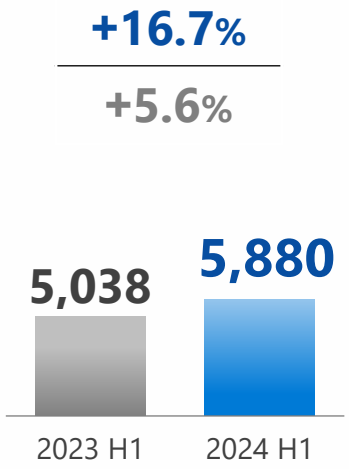
(Millions of yen)

Top : YoY %
Bottom: FX excluded



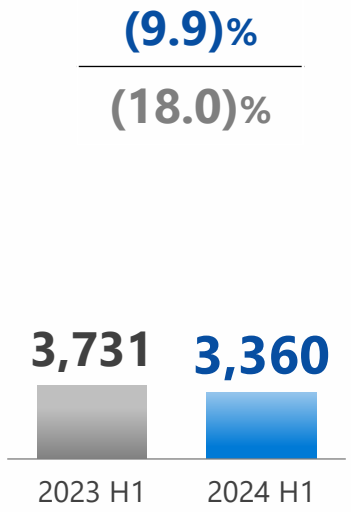
Visual Communication

- 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)



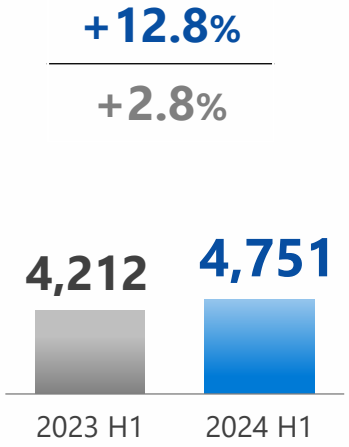
Digital Fabrication

- 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



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.



Service, Software & Others

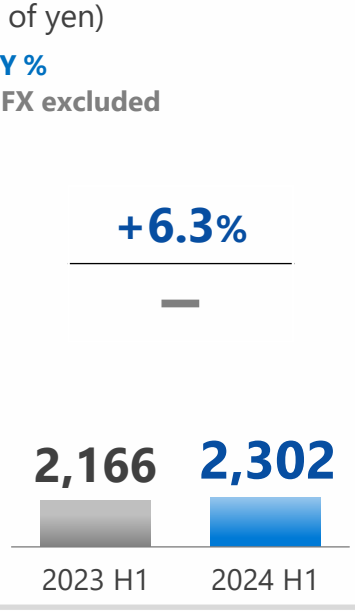
- Service parts and service others for fee increased

Sales by Regions

YoY

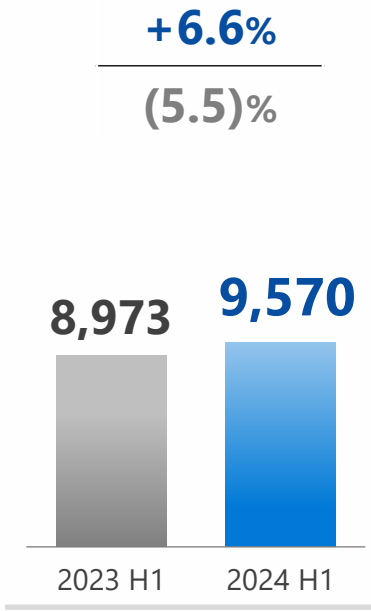
(Millions of yen)

Top : YoY %
Bottom: FX excluded



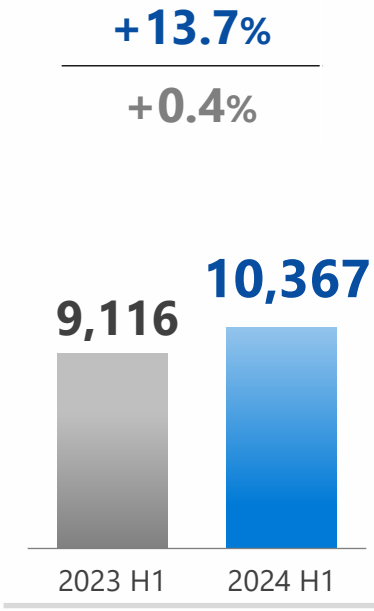
Japan

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



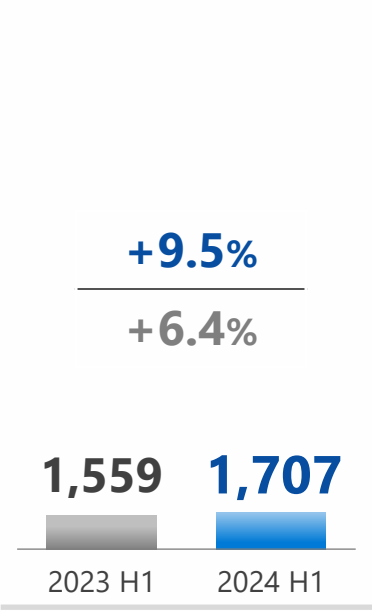
N. America

- 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



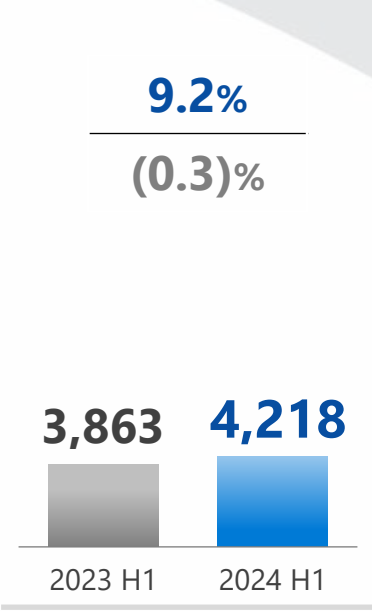
Europe

- 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 DGEPRESS 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

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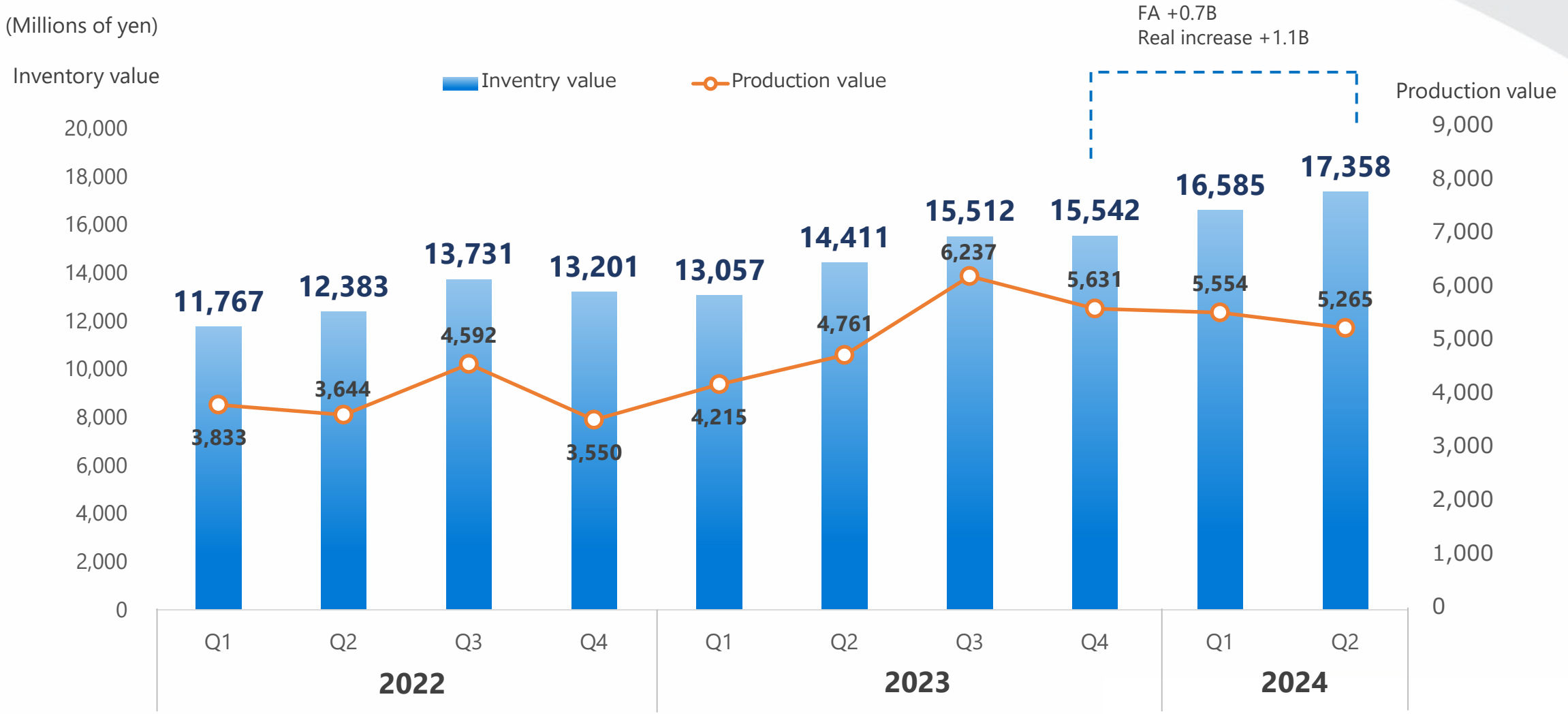
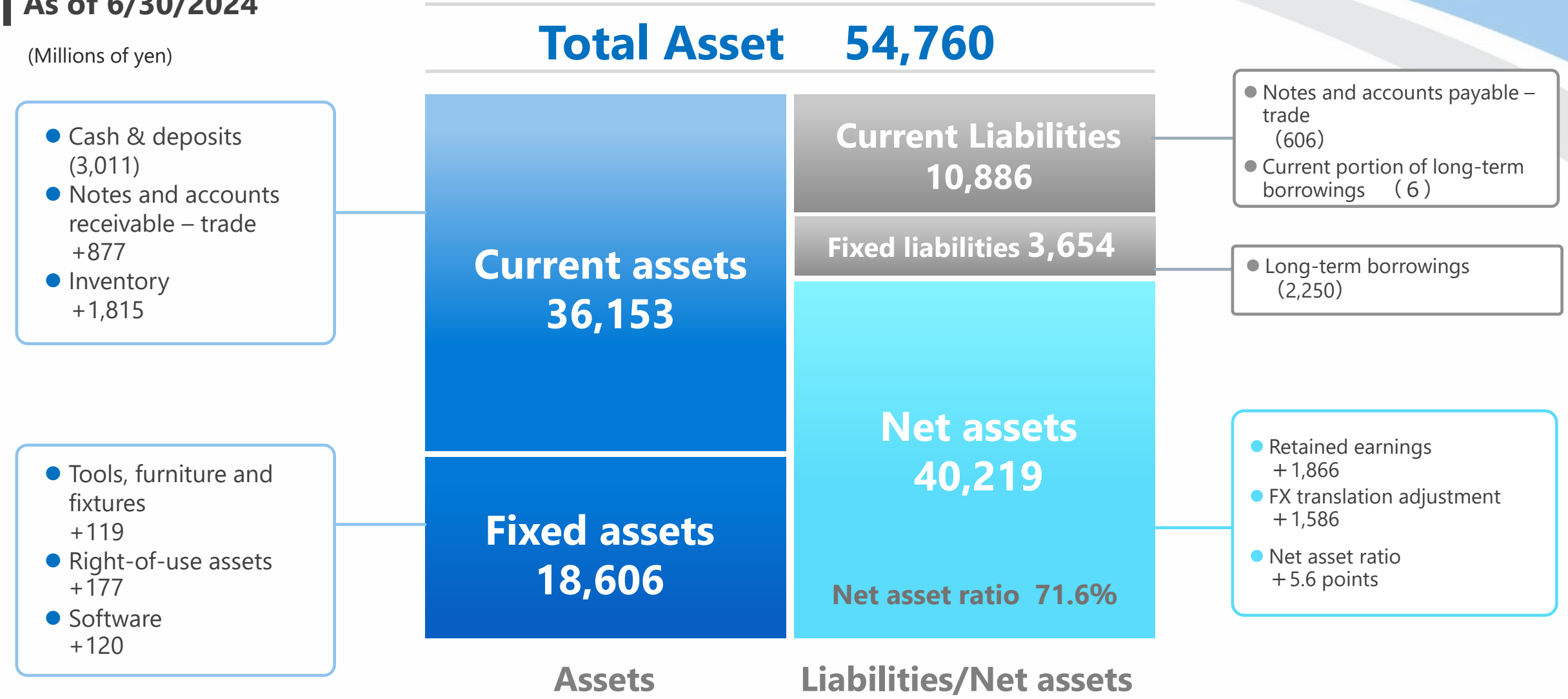
Change in inventory value and production value



Balance sheet

As of 6/30/2024

(Millions of yen)



※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

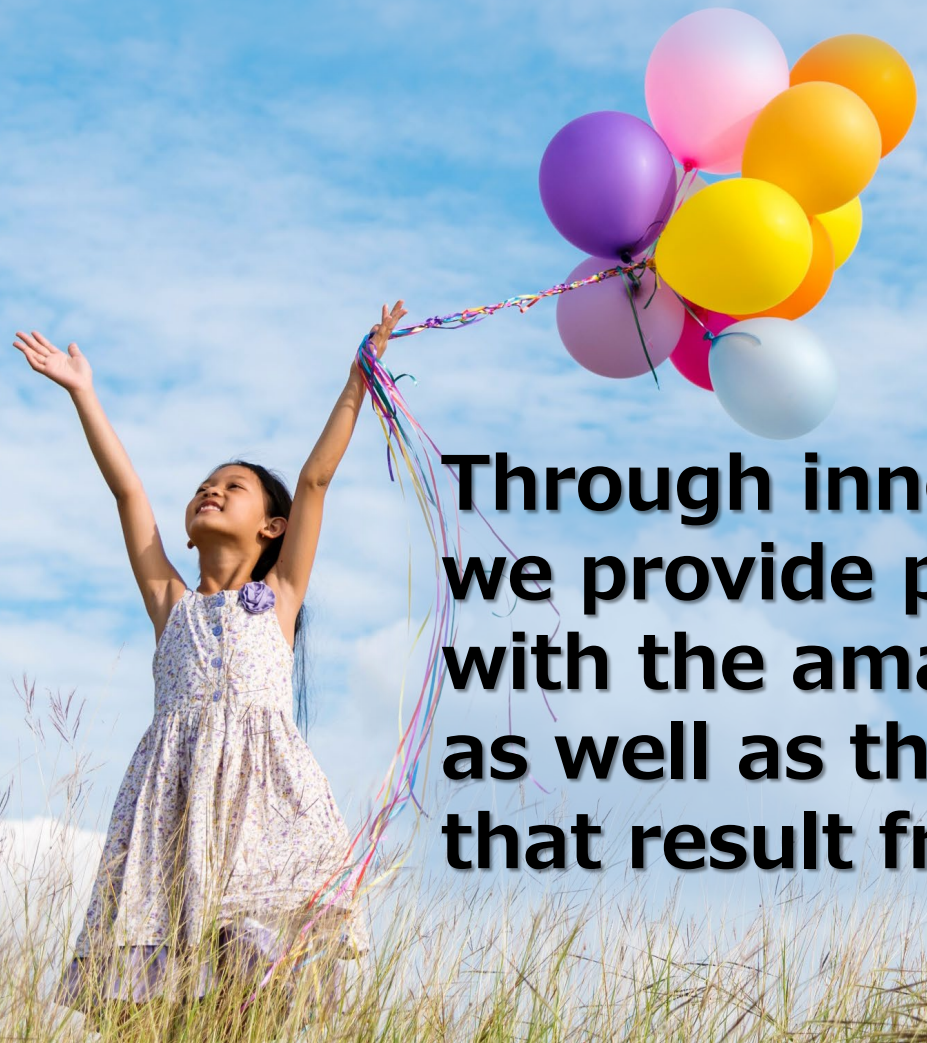
Roland

Consolidated financial results

(Millions of Yen)

Sales by market	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 % of sales	2024 QoQ	H1 YoY 2023H1	H1 YoY 2024 H1	H1 YoY Change	H1 YoY YoY	H1 YoY Exchange rate impact excluded Real term
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.

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