Roland DG Corporation

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

May 10, 2024

Roland

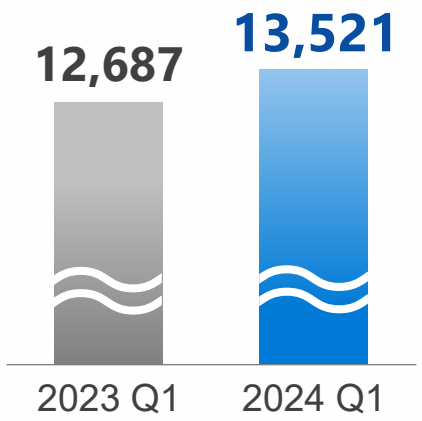
# Consolidated Financial Results

## YoY performance

(Millions of yen)

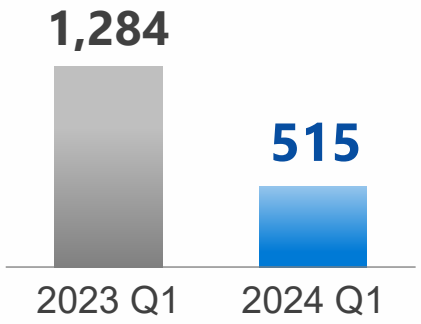
### Net Sales

+6.6%



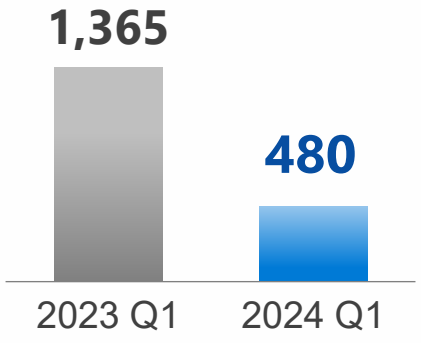

### Operating Profit

(59.9)%



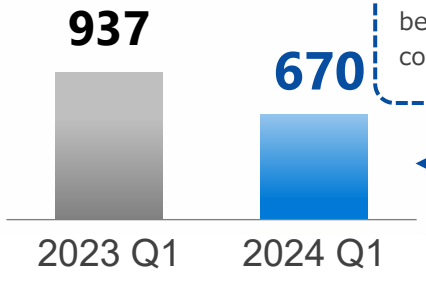

### Ordinary Profit

(64.8)%




### Net Profit*

(28.5)%




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



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# Sales and Operating Profit delta breakdown

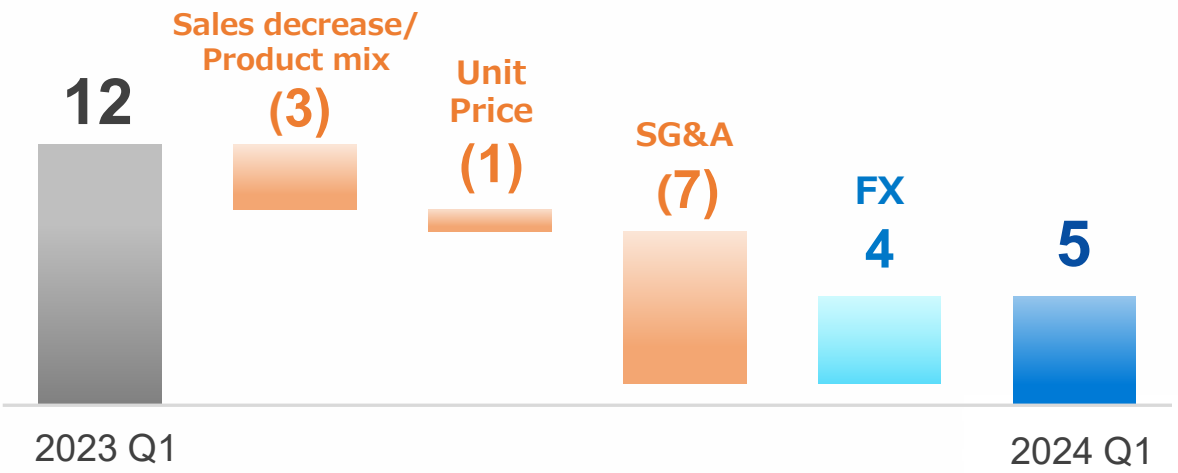
## Variance Analysis YoY

(100 Millions of Yen)

**Net Sales**

| | | | | |
|---|---|---|---|---|
| Average FX rate (Unit：yen) | USD | 132.32 | 148.61 | 112.3% |
| | EUR | 142.13 | 161.36 | 113.5% |

**Operating Profit**



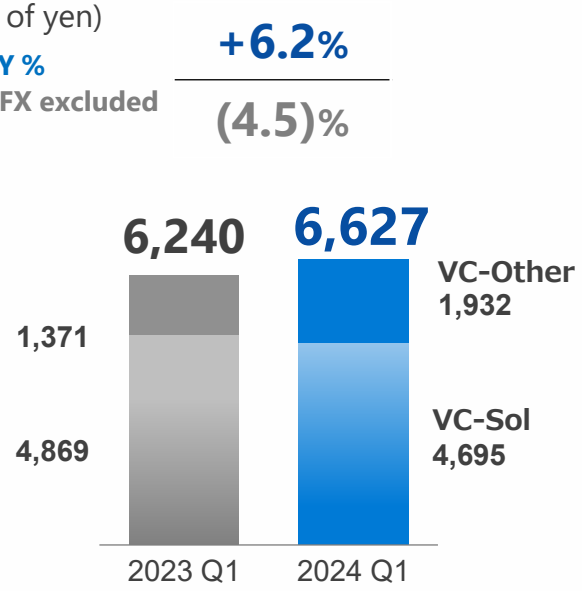

Main increase in SG&A cost
- Personnel +1
- R&D +1
- Commission expenses +4
- Others +1

# Sales by Market

## YoY

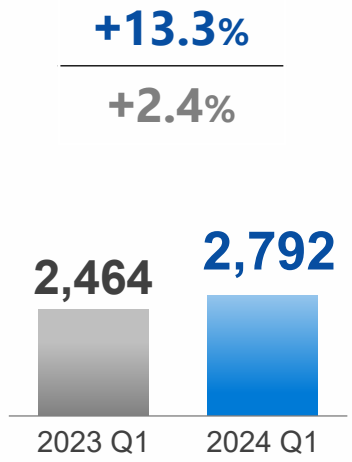
(Millions of yen)

**Top : YoY %**
**Bottom: FX excluded**



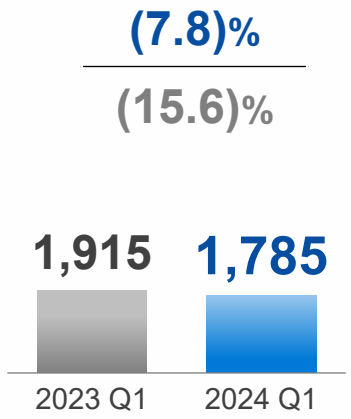

### Visual Communication

- 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)



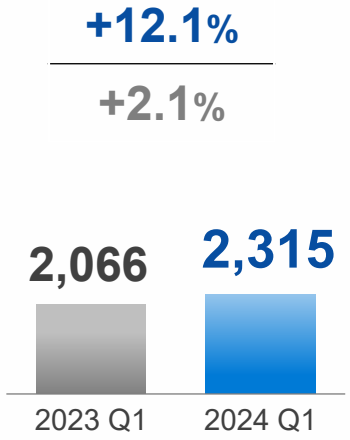

### Digital Fabrication

- 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




### 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




### Service, Software & Others

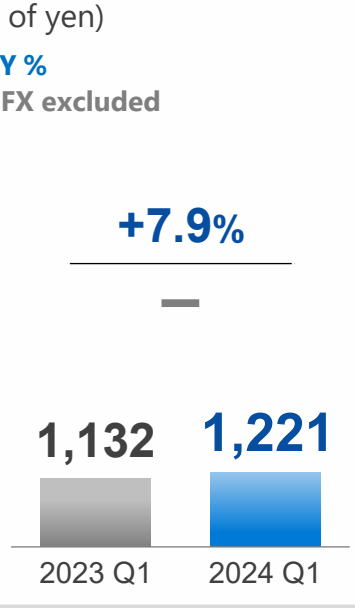
- Service parts and service others for fee increased

# Sales by Regions

## YoY

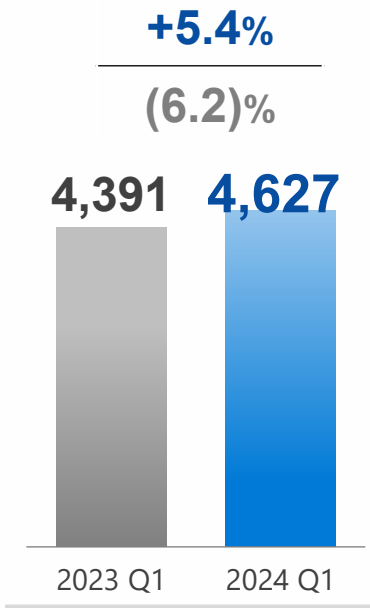
(Millions of yen)

**Top : YoY %**
**Bottom: FX excluded**



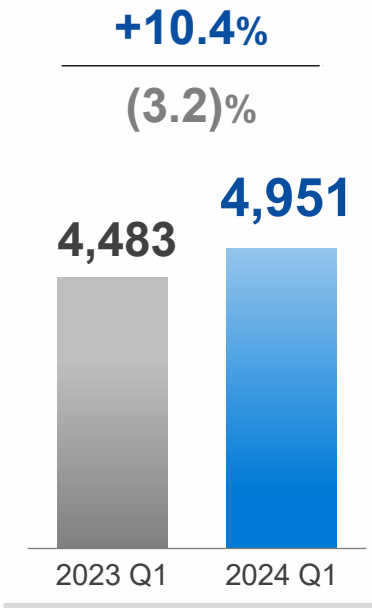

### Japan

- 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



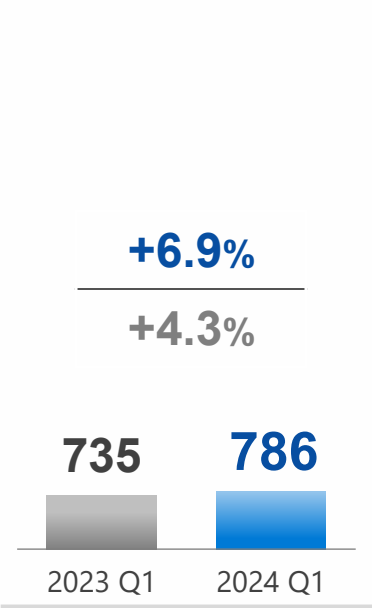

### N. America

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



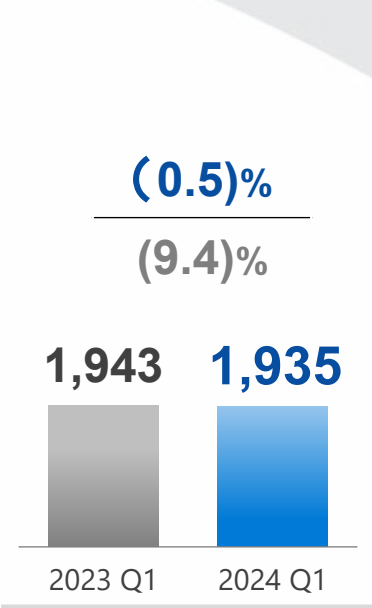

### Europe

- 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




### Asia

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




### Others

- 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



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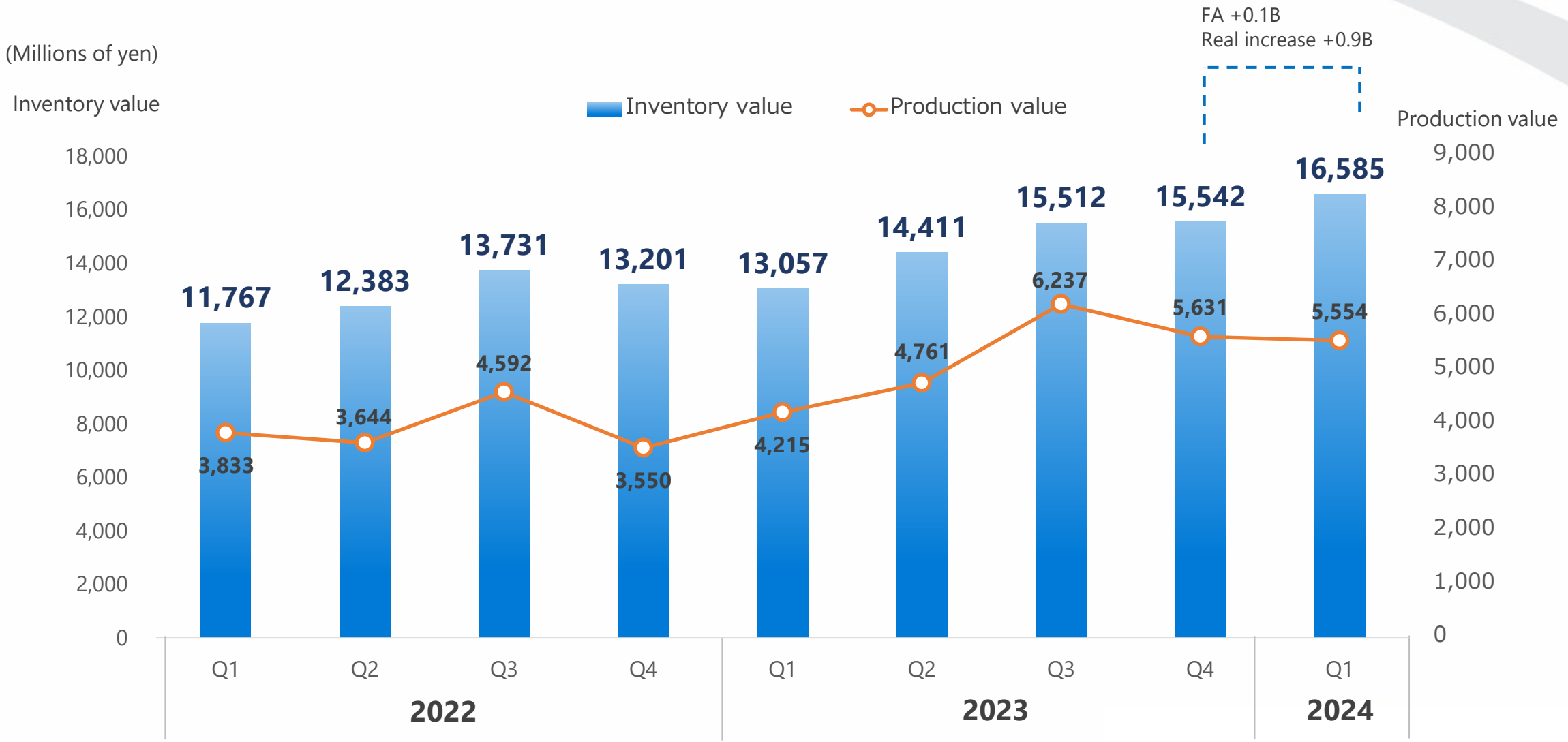
# Prioritized new products and focused on securing parts

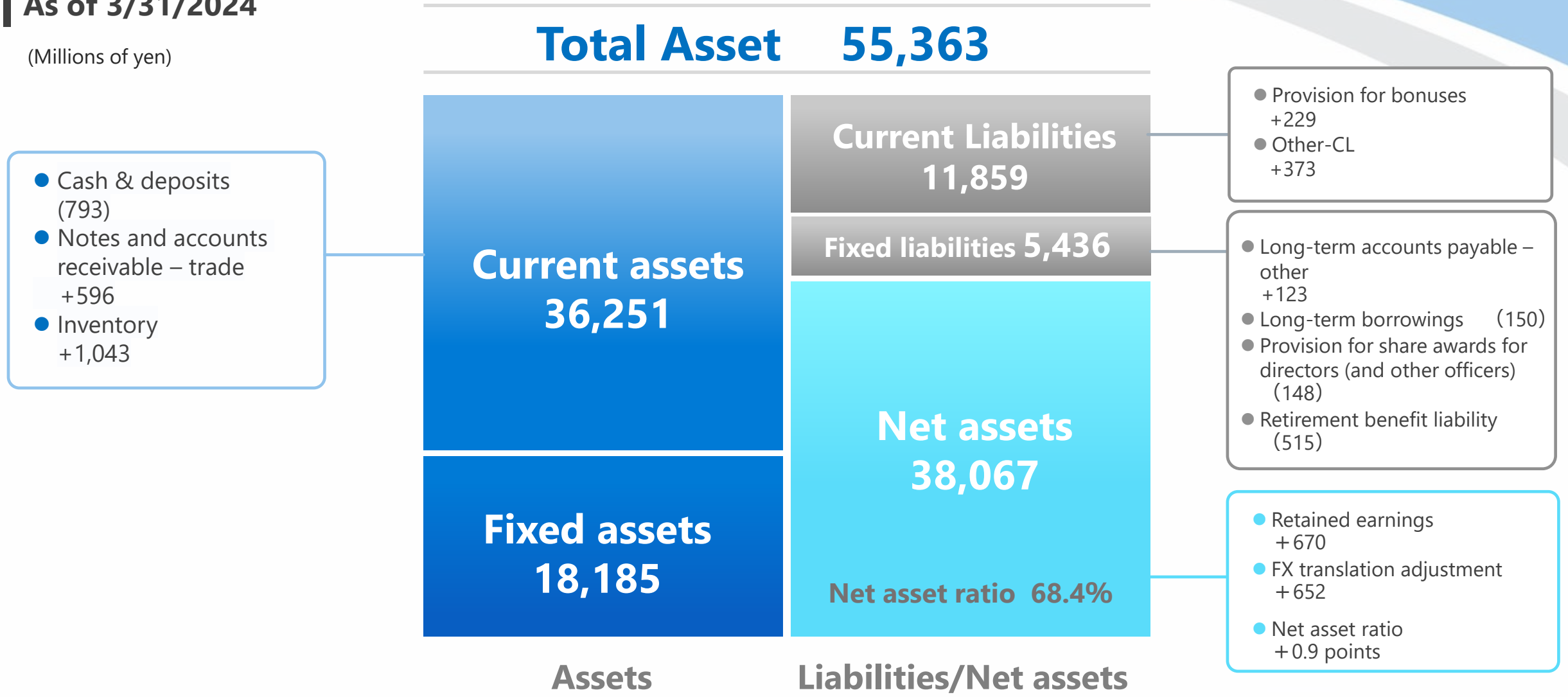
## Change in inventory value and production value



# 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



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# Consolidated financial results

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

* Net profit attributable to owners of parent

| | | |
|---|---|---|
| Exchange rate Amount of impact | Net sales | 1,310 |
| | Operating Profit | 388 |



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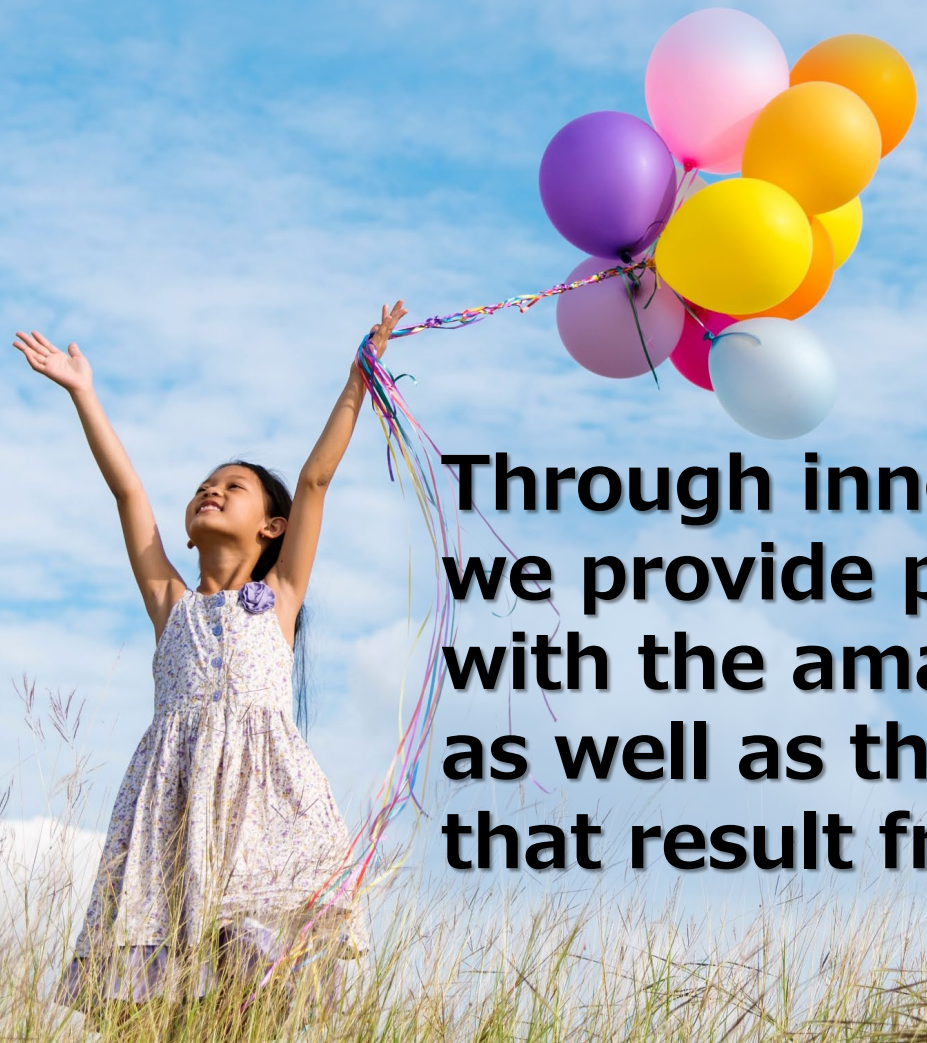
# Consolidated financial results

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

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