# **Consolidated Financial Highlights** Fiscal Year Ended Mar 31, 2014

**Disclaimer Regarding Forward-looking Statements** 

Any statements in this document, other than those of historical fact, are forward-looking statements about the future performance of EIZO and its group companies, which are based on management's assumptions and beliefs in light of information currently available, and involve risks and uncertainties. Actual results may differ materially from these forecasts.

Note: "13F" appearing in this presentation means "Fiscal year 2013", that is Fiscal year ended Mar. 31, 2014.

## EIZD Corporation (6737)





### **Consolidated Statements of Income**

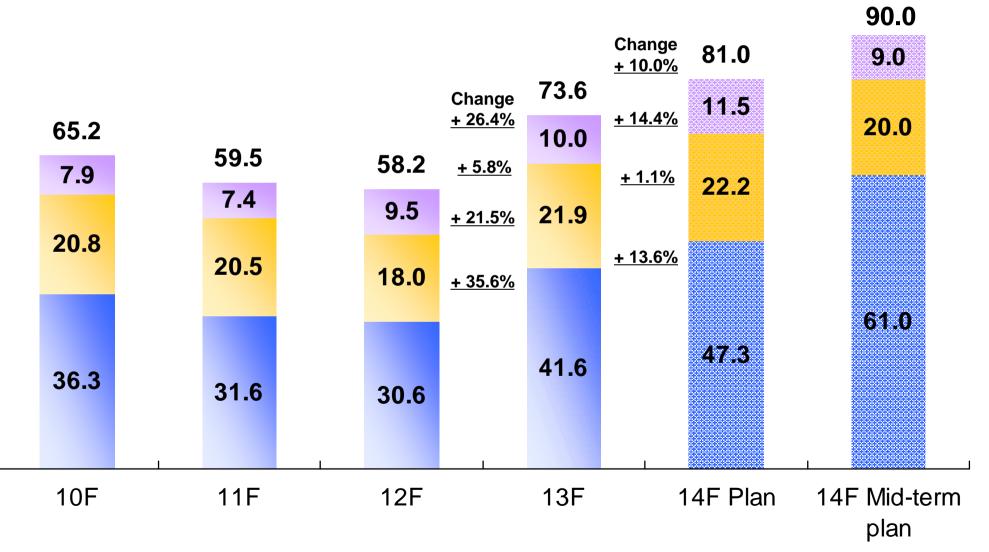
(Millions of yen)

	12F		13F		12F to 13F change	14F Pla	an	13F to 14F change
	Amount	(%)	Amount	(%)	Amount	Amount	(%)	Amount
Net Sales	58,270	100.0	73,641	100.0	+15,371	81,000	100.0	+7,358
Cost of Goods Sold	40,927	70.2	50,425	68.5	+9,498	55,400	68.4	+4,974
Gross Profit	17,342	29.8	23,215	31.5	+5,872	25,600	31.6	+2,384
Selling, general and administrative expenses	15,286	26.2	16,382	22.2	+1,095	17,800	22.0	+1,417
Operating Income	2,056	3.5	6,833	9.3	+4,776	7,800	9.6	+966
Non-operating Income/expenses	1,045	1.8	1,164	1.6	+119	300	0.4	-864
Ordinary Income	3,101	5.3	7,998	10.9	+4,896	8,100	10.0	+101
Income before income taxes	2,893	5.0	7,986	10.8	+5,092	8,100	10.0	+113
Net Income	1,598	2.7	5,437	7.4	+3,839	5,500	6.8	+62

Note: Exchange rate in 14F Plan, JPY105/USD, JPY140/EUR.



#### Monitors for Computer use Amusement monitors Others



### **EIZD** Net Sales by Product (Computer use)

**Overview in 13F** 

(Billions of yen)

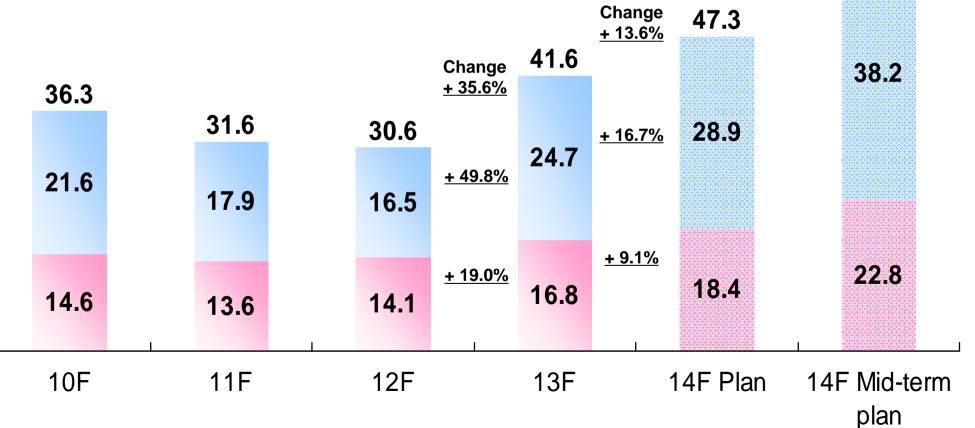
Japan

Overseas

- Sales in Overseas market increased significantly during 13F compared with 12F. This was a direct result of successful transition in Europe of our exclusive distributors converted to EIZO subsidiaries for a direct sales & supply model that has contributed throughout the year of 13F, in addition to improved market conditions and enhancement of competitiveness by positive trend in the foreign exchange rate.

- There was an extraordinary factor in 12F that Inventory EIZO had sold was acquired back from previous exclusive distributors mentioned above when EIZO Europe GmbH commenced operations, this had been recognized as sales return on the financial statement of last fiscal year.

- Both sales of General use and Specific use monitors rose in Japanese Domestic market owing to improvement of market conditions as well as the last-minutes rush to buy in last two months of 13F before rise in Sales Tax.



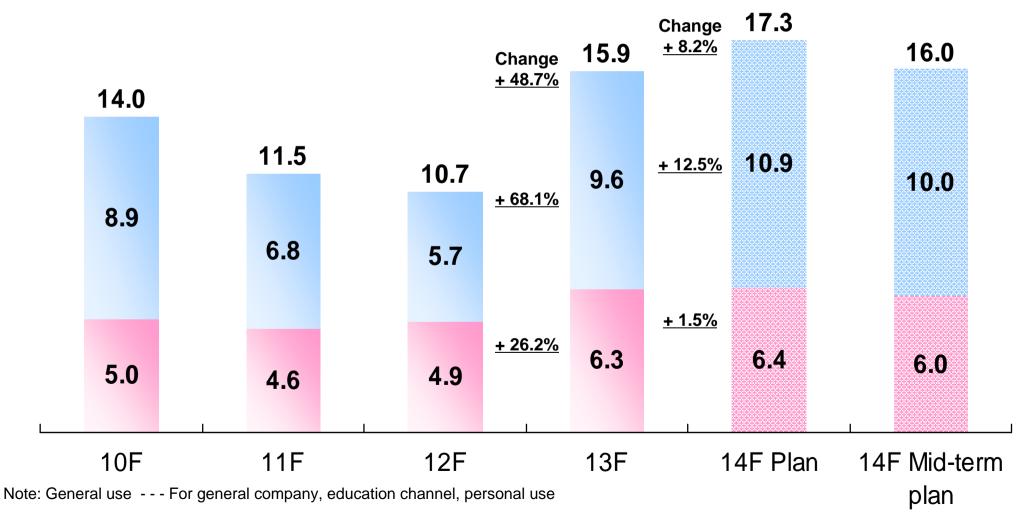
61.0



#### **Net Sales by Product (Computer use)**

- General use -

Japan Overseas



Consolidated Financial Highlights Fiscal Year Ended Mar 31, 2014

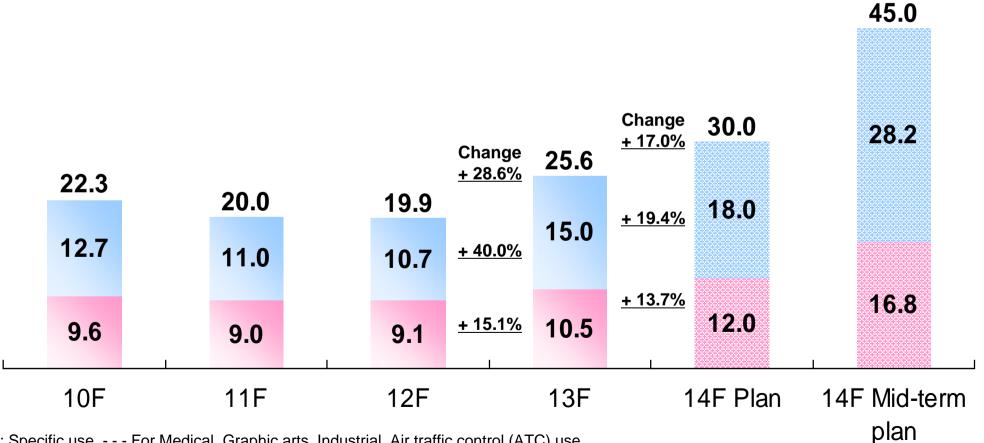


#### **Net Sales by Product (Computer use)**

- Specific use -

(Billions of yen)

Japan Overseas



Note: Specific use - - - For Medical, Graphic arts, Industrial, Air traffic control (ATC) use

**Consolidated Financial Highlights** Fiscal Year Ended Mar 31, 2014

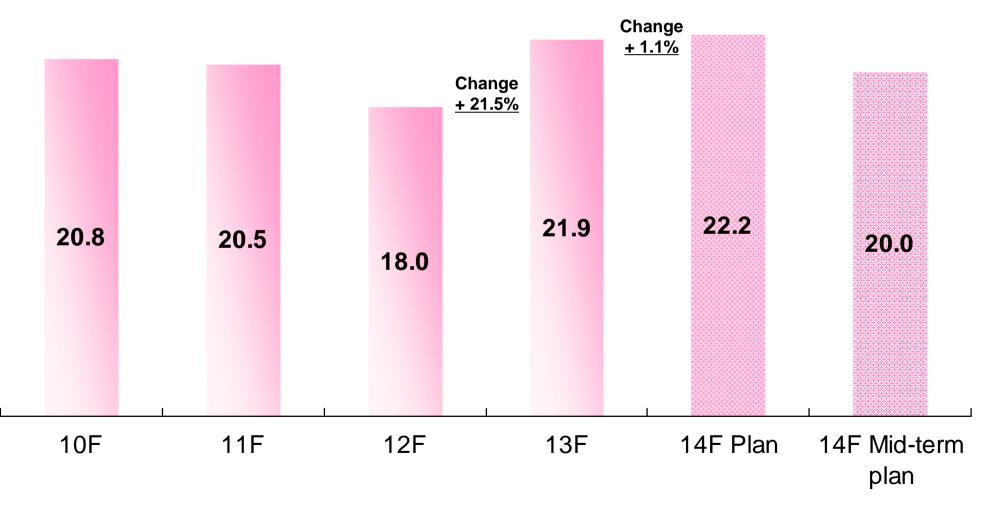


#### Net Sales by Product (Amusement Monitors)

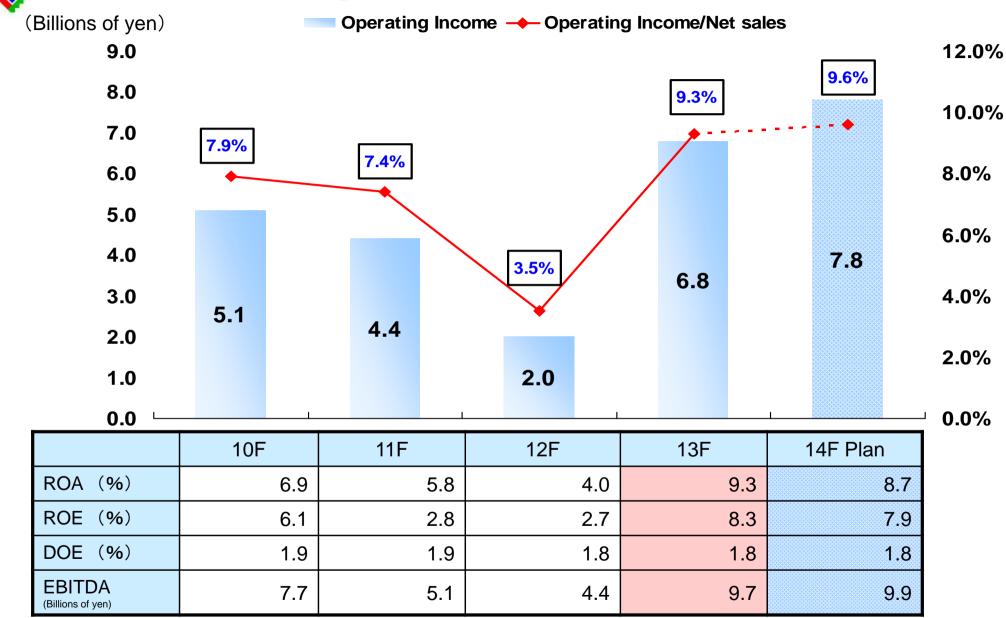
(Billions of yen)

**Overview in 13F** 

- A popular product was released in 13F, which was the main reason of successful increase of sales by 21.5%.



#### **Operating Income**



ROA (Return on Assets): Ordinary Income/Total Assets ROE (Return on Equity): Net Income/ Equity

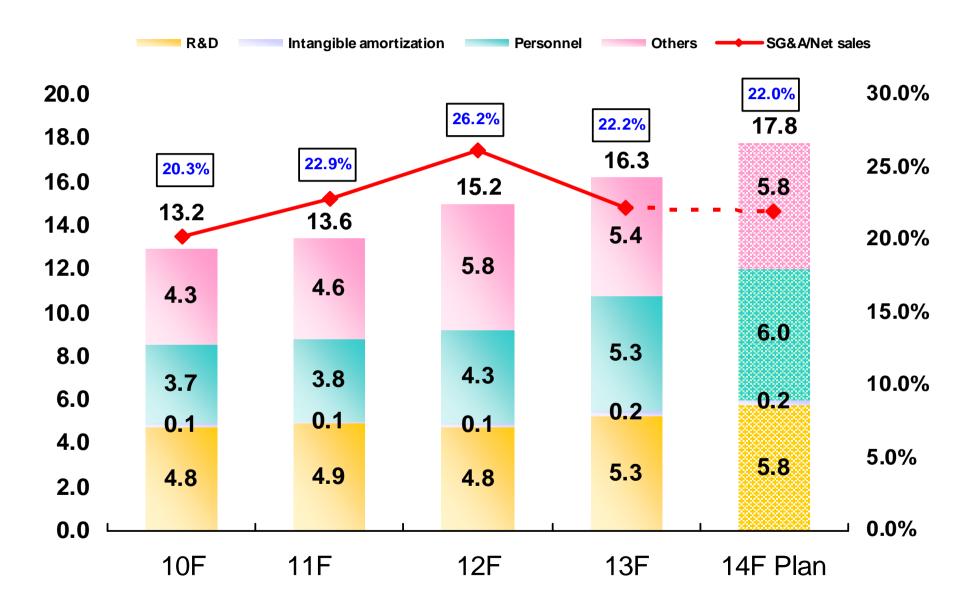
DOE (Dividends on Equity) : Dividends/ Equity EBITDA : Earnings before interest, tax, depreciation and amortization

EIZO®

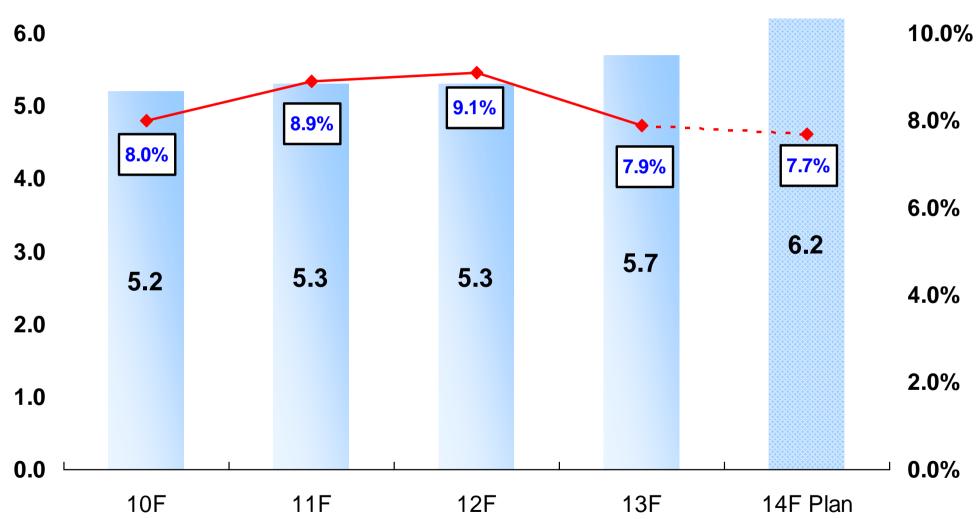


#### Selling, General and Administrative Expenses

(Billions of yen)

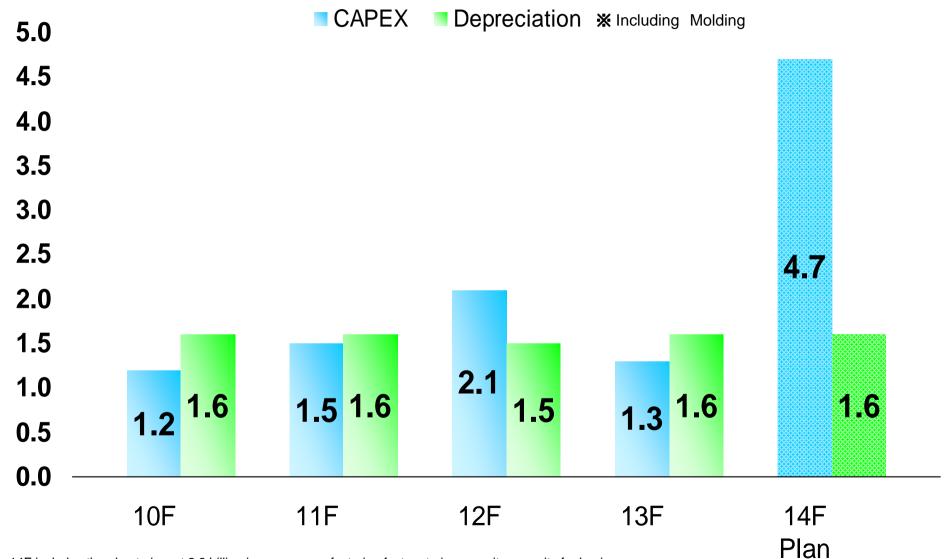






R&D — R&D/Net sales





14F includes the plan to invest 2.8 billion in a new manufacturing factory to increase its capacity for business growth, in particular monitors for specific use.



#### Consolidated Balance Sheets

(Millions of yen)

	12F		13F	Increase / Decrease	
	Amount	(%)	Amount	(%)	Amount
Cash and equivalents	8,138	10.3	7,280	7.9	- 857
Notes and accounts receivable	12,310	15.5	14,883	16.0	+2,572
Inventories	20,755	26.2	25,374	27.3	+4,619
Others	10,827	13.6	14,323	15.4	+3,495
Current Assets	52,032	65.6	61,861	66.6	+9,829
Tangible Assets	8,062	10.1	8,190	8.8	+128
Others	19,273	24.3	22,879	24.6	+3,606
Fixed Assets	27,335	34.4	31,070	33.4	+3,734
Total	79,367	100.0	92,931	100.0	+13,563
Accounts payable	6,053	7.6	7,198	7.7	+1,144
Current liabilities	11,947	15.1	15,810	17.0	+3,862
Long term liabilities	5,988	7.5	7,919	8.5	+1,931
Shareholders' Equity	61,431	77.4	69,201	74.5	+7,770
Total	79,367	100.0	92,931	100.0	+13,563

#### **Basic policy on profit distribution to shareholders**

#### Basic policy on profit distribution to shareholders

- Returning profit to shareholders is a key management concern for EIZO Corporation, and we have followed a basic policy of stable dividend payment in line with corporate growth. We return profit to shareholders on the basis of an overall consideration of securing retained profit for capital investments and R&D expenditures required for business expansion, financial status and future performance.
- Our target shareholder return ratio is 30% to 40% of net income, and we strive to strengthen our profit base to ensure we achieve this goal.

					80					Annual Dividend			
					70		70					$\frown$	60
				55		40	30	50	50	50	50	55	
		20	40	30	40			25	25	25	25	30	30
	15	30	25					25	25	25	25		
	7.5	20	15	25	30	40	40	25	25	25	25	25	30
	7.5	10			•								
	02F	03F	04F	05F	06F	07F	08F	09F	10F	11F	12F	13F Plan	14F Plan
Dividend Payout Ratio	11.3%	9.5%	14.4%	17.5%	20.6%	41.0%	229.7%	22.6%	31.5%	67.5%	66.7%	21.6%	23.3%
Shareholder Return Ratio	11.3%	9.5%	14.4%	17.5%	20.6%	41.0%	375.2%	22.6%	31.5%	168.0%	66.7%	21.6%	23.3%

※Dividend Payout Ratio (Consolidated base)

\*Share buybacks ,0.9Billion in 08F and 1.6Billion in 11F

(JPY / Share)

Year-end Dividend

Interim Dividend