

# Consolidated Financial Highlights

17F First Half

**EIZ** Corporation

6737 November 2017

#### Consolidated Statements of Income

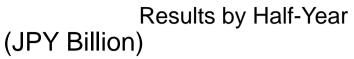
(JPY Million)

					(51 1 1411111611)
	16F1		17F1		16F1 vs. 17F1
	Amount	(%)	Amount	(%)	(%)
Net Sales	39,532	100.0	38,330	100.0	97.0
Cost of Goods Sold	26,808	67.8	26,458	69.0	98.7
Gross Profit	12,724	32.2	11,871	31.0	93.3
Selling, general and administrative expenses	8,252	20.9	8,624	22.5	104.5
Operating Income	4,471	11.3	3,246	8.5	72.6
Non-operating income/expenses	(502)	(1.3)	768	2.0	-
Ordinary Income	3,969	10.0	4,015	10.5	101.2
Income before income taxes	3,969	10.0	4,015	10.5	101.2
Net income attributable to EIZO Corporation's stockholders	3,112	7.9	2,964	7.7	95.2
Exchange rate:USD	JPY105.20		JPY111.04		JPY5.84
Exchange rate:EUR	JPY118.04		JPY126.32		JPY8.28

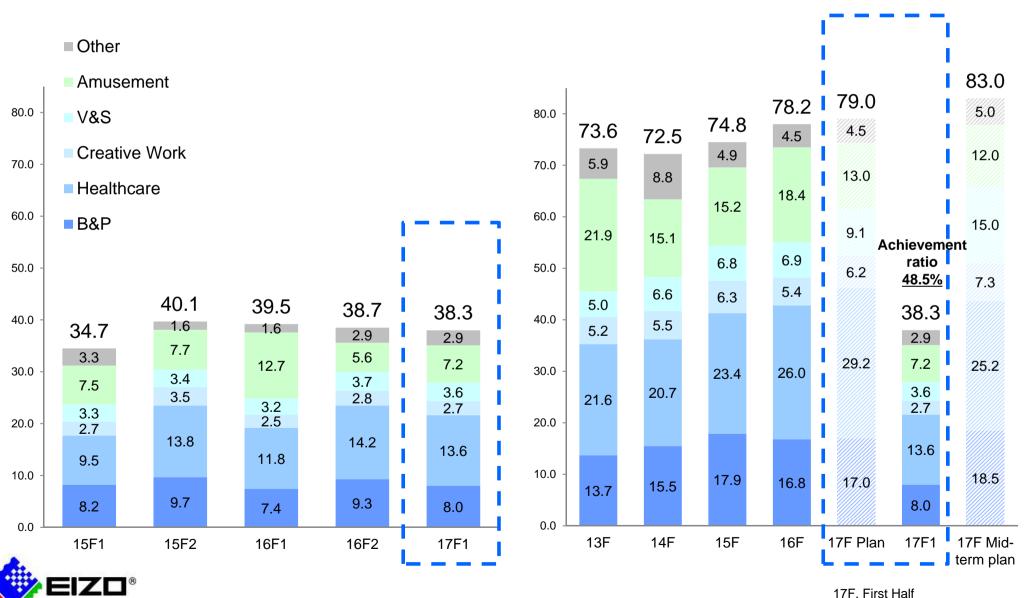
Foreign exchange sensitivity (impact on Operating Income due to Yen appreciation) USD JPY90 million Positive, EUR JPY160 million Negative



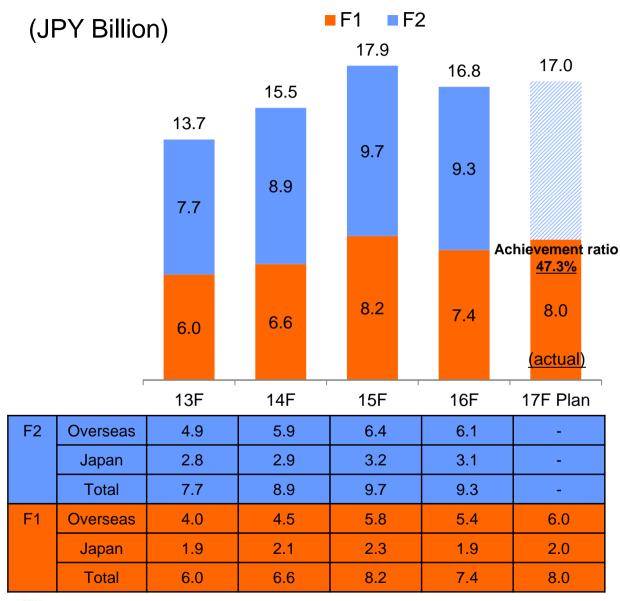
#### Net Sales: Overall







#### Net Sales: B&P





FlexScan EV2456 / EV2451

Total: 107.5%

Overseas: 109.5%

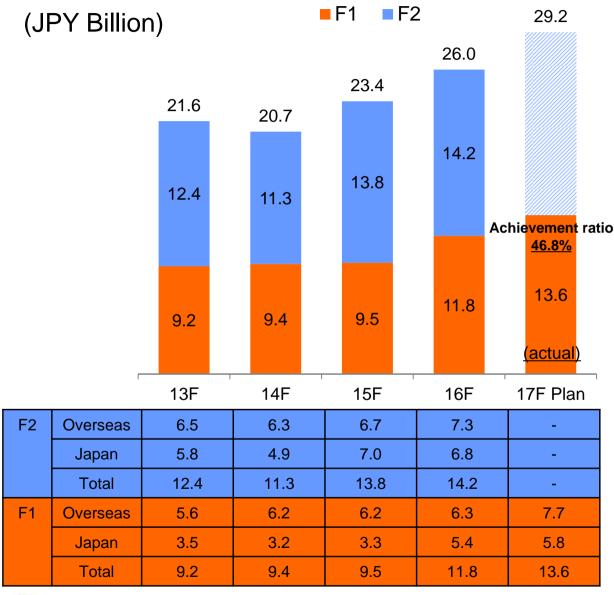
Sales increased due to good momentum of frameless monitors in Europe and North America.

Japan: 102.1%

Sales increased due to increasing sales of large screen monitors.



#### Net Sales: Healthcare





Total: 115.4%

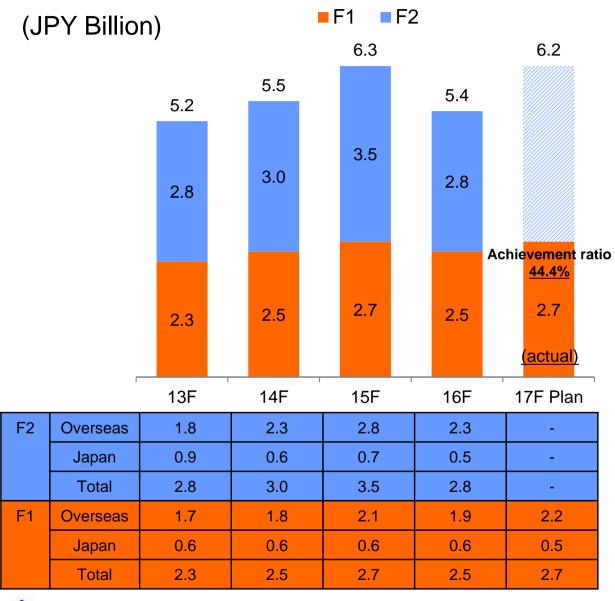
Overseas: 122.8%
Sales increased due to increasing sales of endoscopy monitors, continued sales growth of diagnostics monitors in Europe and North America.

Japan: 106.8%

Sales increased due to good sales momentum of the system integration business.



#### Net Sales: Creative Work





Total: 106.3%

Overseas: 114.4%

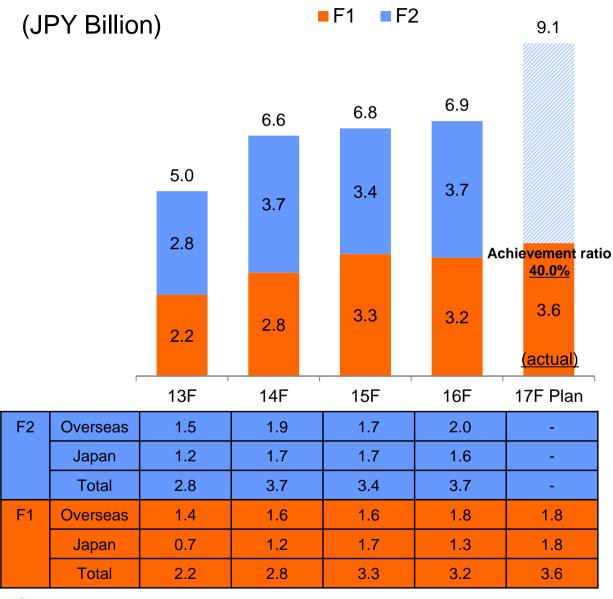
Professional users sales increased in Europe and North America.

Japan: 80.6%

Sales decreased due to maturing Printing & Photo market, but Media & Entertainment market holds future potential.



#### Net Sales: V&S





Total: 111.9%

Overseas: 97.7%

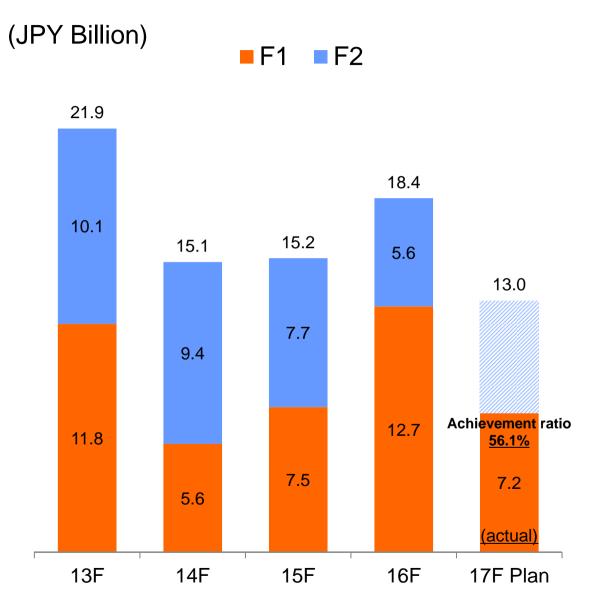
Sales remained stable.

Japan: 131.2%

Sales increased due to sales for Security & Surveillance and Maritime, in addition to an increase in sales for the financial security system replacement projects.



#### Net Sales: Amusement





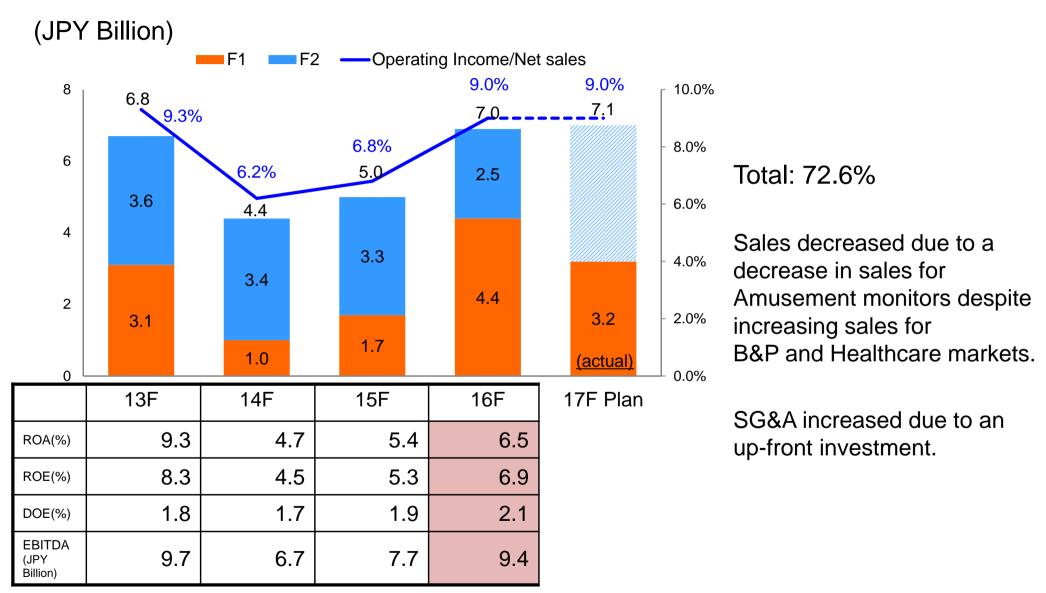
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Total: 57.1%

Sales decreased due to a temporary replacement demand in the previous year.



### Operating Income





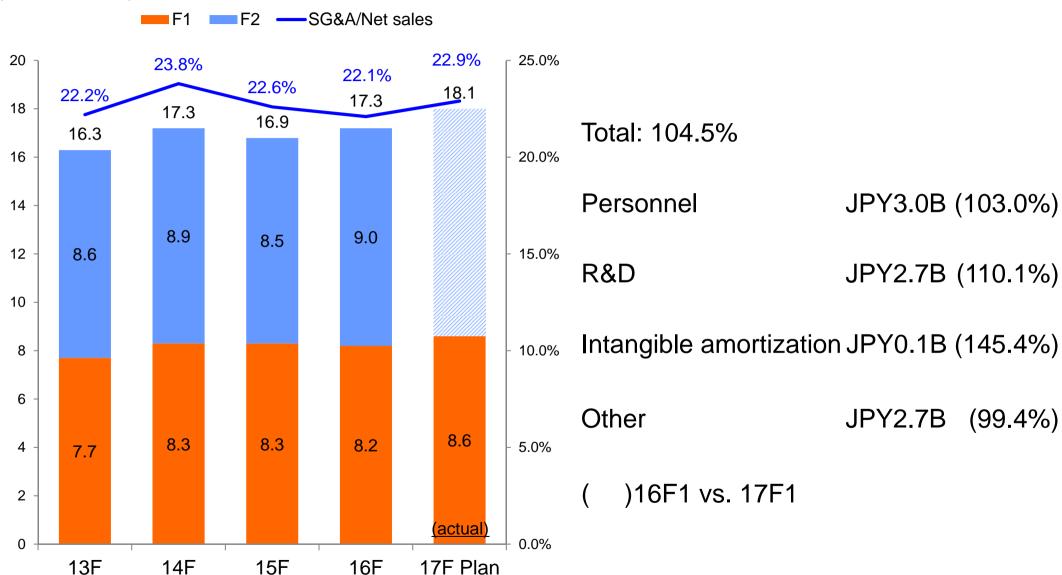
ROA (Return on Assets): Ordinary Income/Total Assets

ROE (Return on Equity): Net Income/ Equity

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

#### Selling, General and Administrative Expenses

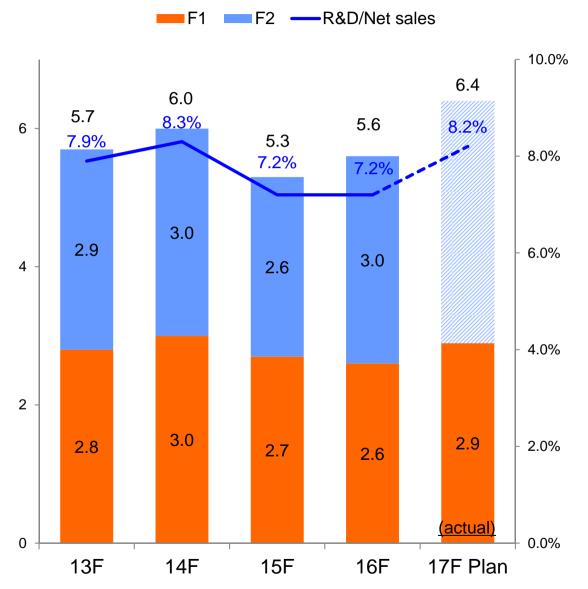
(JPY Billion)





#### R&D

#### (JPY Billion)



Total: 111.6%

Increased due to prior R&D investment for endoscopy monitors and products complying with MIL Standards.



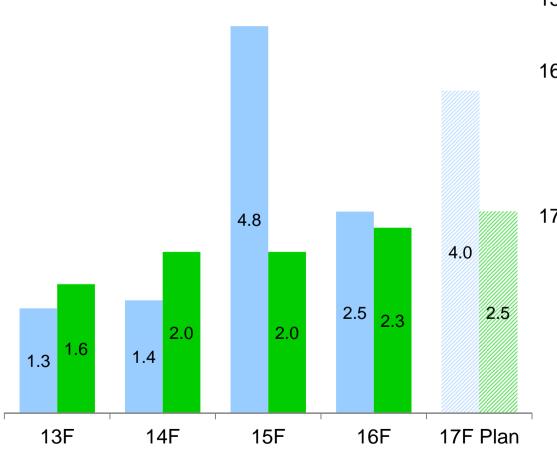
<sup>\*</sup>Includes manufacturing costs for R&D

<sup>\*</sup>The MIL Standard: The United States Department of Defense's evaluation guidelines for procuring materials.

#### **CAPEX**

(JPY Billion)





15F: New manufacturing factory (JPY3.1B) in Japan. (Ishikawa)

16F: New building and test facilities (JPY0.6B) for development of a new market for products compliant with Military Standard (U.S. Department of Defense). (Ishikawa)

17F Plan: Investment plan includes an investment of a new building (JPY2.0B) in Germany for integrated administration, R&D and manufacturing.(Rülzheim)



#### Consolidated Balance Sheet

(JPY Million)	16F		17F1		
	Amount	(%)	Amount	(%)	Growth
Cash and equivalents	24,794	21.5	23,930	20.1	(863)
Notes and accounts receivable	16,973	14.7	15,646	13.2	(1,326)
Inventories	24,414	21.2	26,828	22.6	2,413
Other	3,152	2.7	3,404	2.9	252
Current Assets	69,334	60.2	69,810	58.8	476
Tangible Assets	11,771	10.2	12,152	10.2	380
Other	34,054	29.6	36,804	31.0	2,750 *
Fixed Assets	45,826	39.8	48,957	41.2	3,131
Total	115,160	100.0	118,768	100.0	3,607
Accounts payable	7,694	6.7	6,446	5.4	(1,248)
Other	11,570	10.0	10,735	9.0	(834)
Current liabilities	19,264	16.7	17,182	14.5	(2,082)
Long term liabilities	10,614	9.2	11,528	9.7	913
Shareholders' Equity	85,280	74.1	90,057	75.8	4,776
Total	115,160	100.0	118,768	100.0	3,607



<sup>\*</sup> Increase in the valuation of investment securities due to market value of shares held

## 17F Plan

(JPY Millions)

					<u> </u>
	16F		17F Plan *		16F vs. 17F
	Amount	(%)	Amount	(%)	(%)
Net Sales	78,284	100.0	79,000	100.0	100.9
Operating Income	7,033	9.0	7,100	9.0	100.9
Ordinary Income	7,105	9.1	7,500	9.5	105.5
Net Income	5,661	7.2	5,700	7.2	100.7
Exchange rate:USD	JPY108.34		JPY112.00		JPY3.66
Exchange rate:EUR	JPY118.74		JPY115.00		(JPY3.74)

<sup>\*</sup> Announced on 8th MAY 2017.

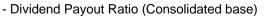


#### Basic policy on profit distribution to shareholders

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(JPY / Share)

- 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.
- 90 - Our target shareholder return ratio is 40% to 50% of net income. Interim Dividend Year-end Dividend 80 80 70 70 70 45 60 40 40 55 55 30 50 50 50 50 35 40 30 40 30 30 25 25 25 25 30 25 45 40 40 20 40 15 35 30 30 25 25 25 25 25 25 7.5 15 10 7.5 02F 07F 08F 11F 12F 17F Plan 03F 05F 09F 10F 13F 15F 16F 04F 06F 14F Dividend Pavout 11.3% 9.5% 14.4% 17.5% 20.6% 41.0% 229.7% 22.6% 31.5% 67.5% 66.7% 21.6% 38.5% 35.5% 33.7% 30.1% Ratio Shareholder Return 11.3% 9.5% 14.4% 17.5% 20.6% 41.0% 375.2% 22.6% 31.5% 168.0% 66.7% 21.6% 38.5% 35.5% 30.1% 33.7%



<sup>-</sup> Share buybacks 0.9 billion in 08F and 1.6 billion in 11F



17F. First Half

# Details of the Market Group

Market Group	Market/Use
B&P	<ul> <li>Financial institutions</li> <li>Public authorities</li> <li>Educational facilities</li> <li>Office use</li> <li>High-end home use</li> </ul>
Healthcare	<ul> <li>Medical imaging</li> <li>Diagnostic applications</li> <li>Operating rooms</li> </ul>
Creative Work	<ul><li>Publication / Printing / Photo editing</li><li>Video production</li></ul>
V&S	<ul> <li>Air traffic control</li> <li>Maritime</li> <li>Security &amp; Surveillance</li> <li>Other industrial fields</li> </ul>
Amusement	LCD-mounted pachinko and slot machines
Other	Maintenance services and commissioned development of software



#### <u>Disclaimer Regarding Forward-looking Statements</u>

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: "17F1" appearing in this presentation means "First Half Fiscal Year 2017".

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