



Consolidated Financial Highlights

19F

Third Quarter

January 31st, 2020

TSE Code:6737

EIZO Corporation

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 apparent or potential risks and uncertainties including forex impact, and risks related to supply and demand. Actual results may differ materially from these forecasts.

Note: "19Q3" appearing in this presentation means "Third Quarter Fiscal year 2019".

"19F" appearing in this presentation means "Fiscal year 2019", that is Fiscal year ended March 31, 2020.

Details of the Market Group

| Market Group | Market / Use |
|---------------------------|---|
| Business & Plus (B&P) | Financial institutions , Public authorities , Educational facilities , Office use , High-end home use |
| Healthcare (HC) | Medical imaging , Diagnostic applications , Operating rooms |
| Creative Work (CW) | Publication / Printing / Photo editing , Video production |
| Vertical & Specific (V&S) | Air traffic control , Maritime , Security & Surveillance , Other industrial fields |
| Amusement (AMU) | LCD-mounted pachinko and slot machines |
| Other (OTH) | Maintenance services and commissioned development of software |

1. 19Q3 Consolidated Financial Results

2. 19F Plan / Topic

3. Reference Materials

19Q3 Consolidated Financial Highlights

Sales in V&S increased and HC was steady.
Operating Income was on the same level as 18Q3.

- Sales in B&P and CW decreased in Europe.
- Sales in V&S increased and HC was steady.
 - HC: The good momentum of sales in diagnostic applications and operating rooms in Japan continued in 19Q3. Sales were steady despite non-profitable distribution business being suspended from 18Q3.
 - V&S: Sales increased due to growing sales in ATC in North America.
- Sales in AMU decreased due to the effects of new regulations despite the release of new regulation compliant systems.
- Operating Income was similar to 18Q3. Increasing sales in V&S compensated for forex fluctuations.

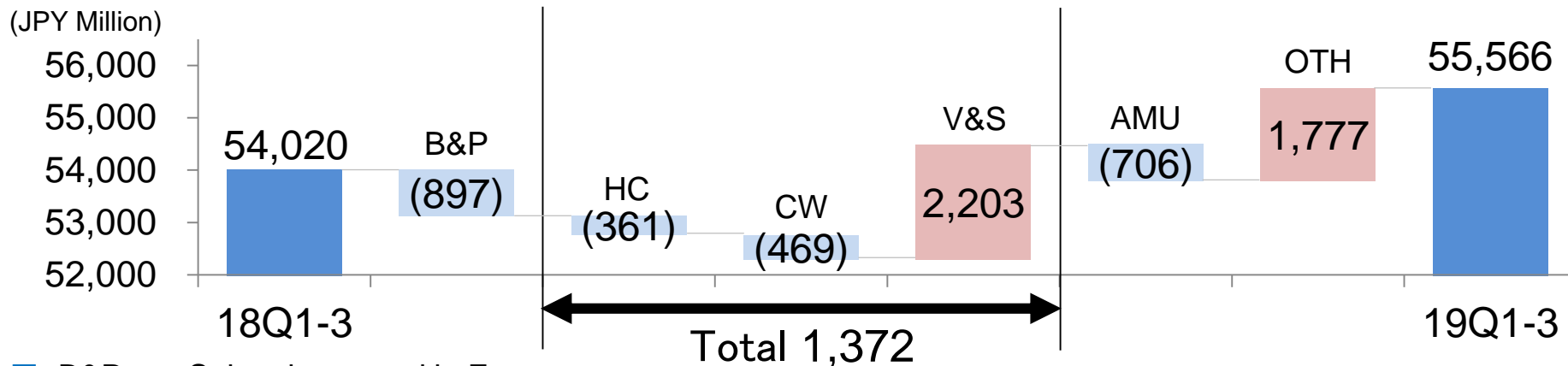
Consolidated Income Statement

(JPY Million)

| | 18Q1-3 | 19Q1-3 | YoY |
|--|-----------|-----------|-----------|
| Net Sales | 54,020 | 55,566 | 102.9% |
| Gross Profit | 17,917 | 17,993 | 100.4% |
| Gross Profit / Net Sales | 33.2% | 32.4% | (0.8pt) |
| Selling, General and Administrative Expenses | 14,036 | 14,160 | 100.9% |
| Operating Income | 3,880 | 3,832 | 98.8% |
| Operating Income / Net Sales | 7.2% | 6.9% | (0.3pt) |
| Ordinary Income | 4,375 | 4,282 | 97.9% |
| Net Income Attributable to EIZO Corporation's Stockholders | 3,187 | 3,083 | 96.8% |
| Exchange Rate:USD | JPY111.15 | JPY108.65 | (JPY2.50) |
| Exchange Rate:EUR | JPY129.48 | JPY121.04 | (JPY8.44) |

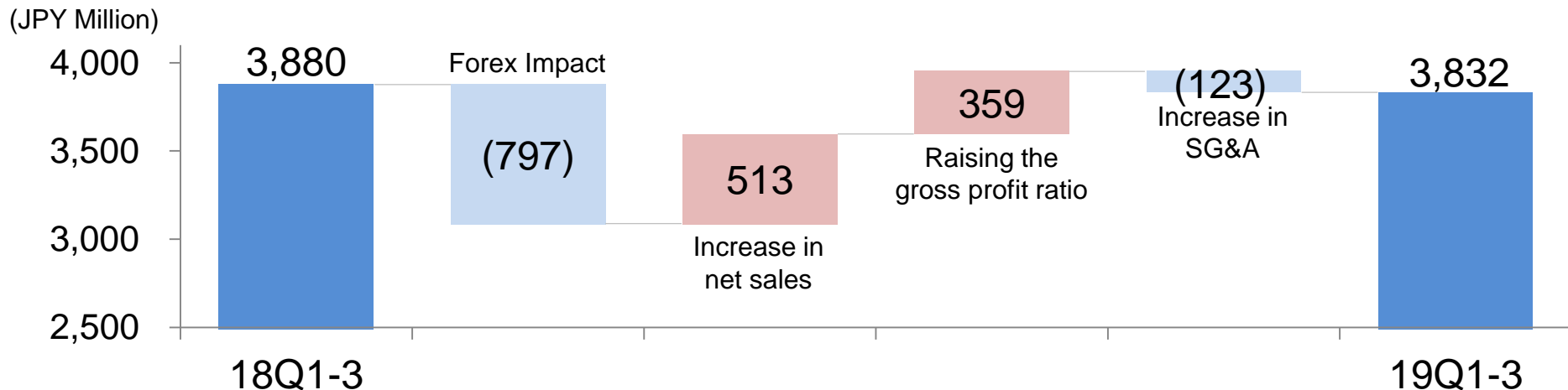


Main Factors for Changes in Net Sales



- B&P: Sales decreased in Europe.
- HC: Sales for diagnostic applications and system solutions for operating rooms in Japan increased. Increased sales compensated for the decrease due to the suspension of non-profitable distribution businesses from 18Q3.
- CW: Sales decreased in Europe.
- V&S: Sales increased in the ATC and industrial markets due to product customization.
- AMU: Sales decreased due to the effects of new regulations.
- OTH: Sales of commissioned development of software increased.

Main Factors for Changes in Operating Income



- The forex impact was caused by JPY appreciation against the EUR.
- Net sales increased mainly because of increasing sales in V&S.
- Gross profit ratio excluding forex impact raised due to product mix.
- SG&A were similar to 18Q3, as a result of balancing a one-time German factory relocation expense with SG&A cost controlling.

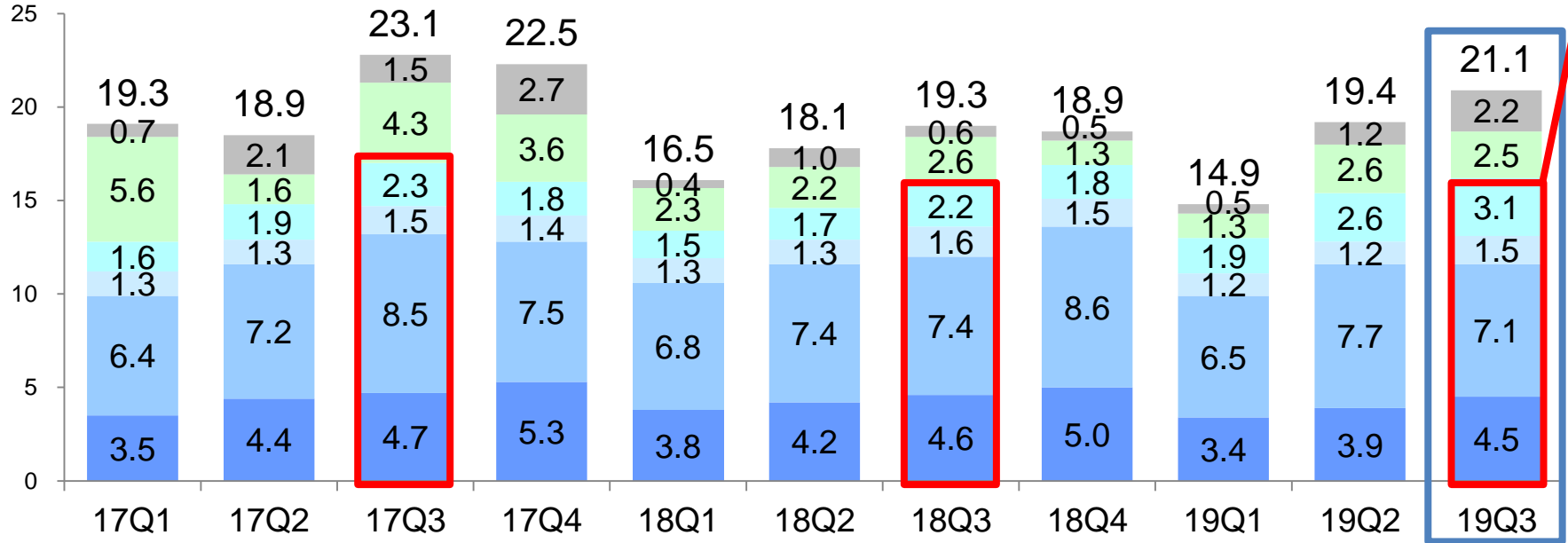
Net Sales: Overall

■ Sales in V&S increased.

B&P/HC/CW/V&S
QoQ 102.3%

(JPY Billion)

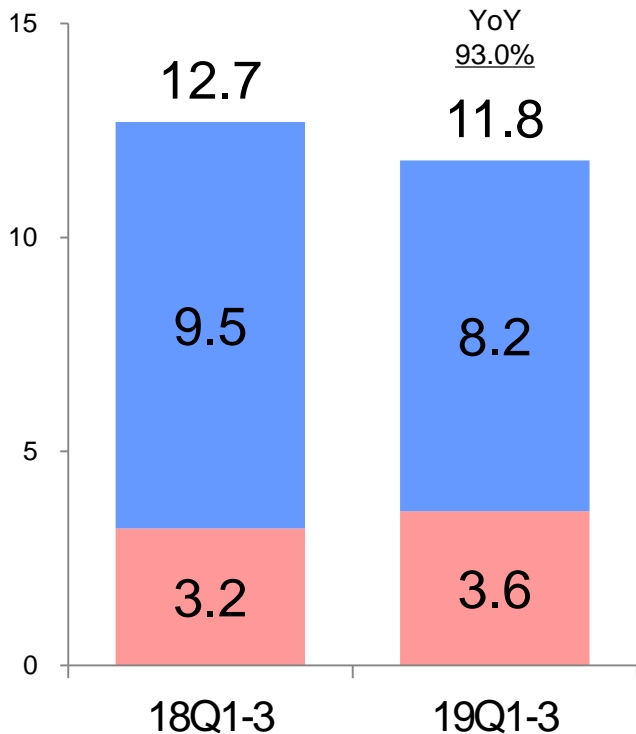
■ B&P ■ HC ■ CW ■ V&S ■ AMU ■ OTH



Net Sales: B&P (Business & Plus)

(JPY Billion)

■ Japan ■ Overseas



Overseas

□ Sales in Europe decreased.

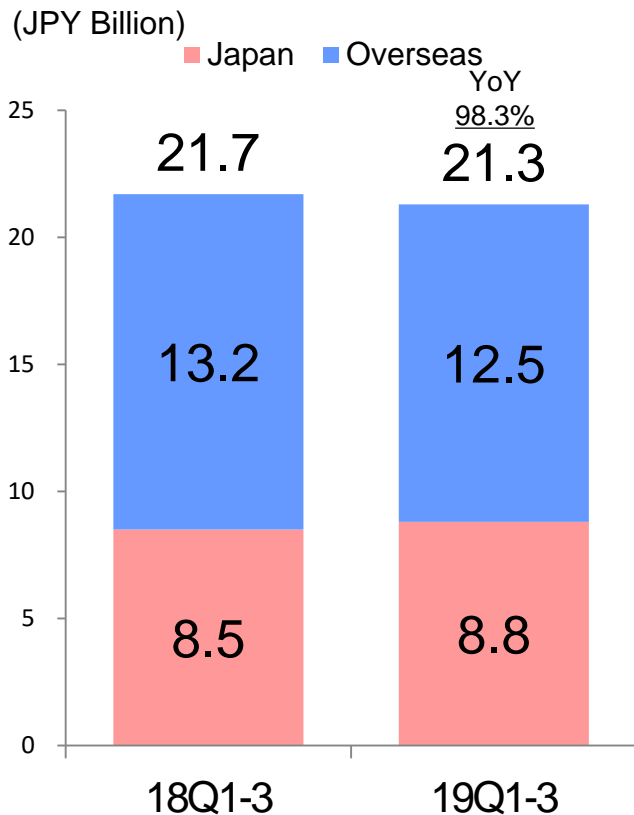
Japan

□ Sales increased due to the end of support for Win7.

□ There was no influence caused by an increase in consumption tax.



Net Sales : Healthcare



Diagnostics

- Sales in North America, Middle-East and Asia increased.
- Sales in Japan increased steadily despite an increase in consumption tax in 19Q3.

OR Integration

- Sales in Japan increased mainly because of increasing sales of Carina System Corp. products and system solutions for capturing & distributing.

Endoscopy

- Sales in Europe and North America decreased.

Others

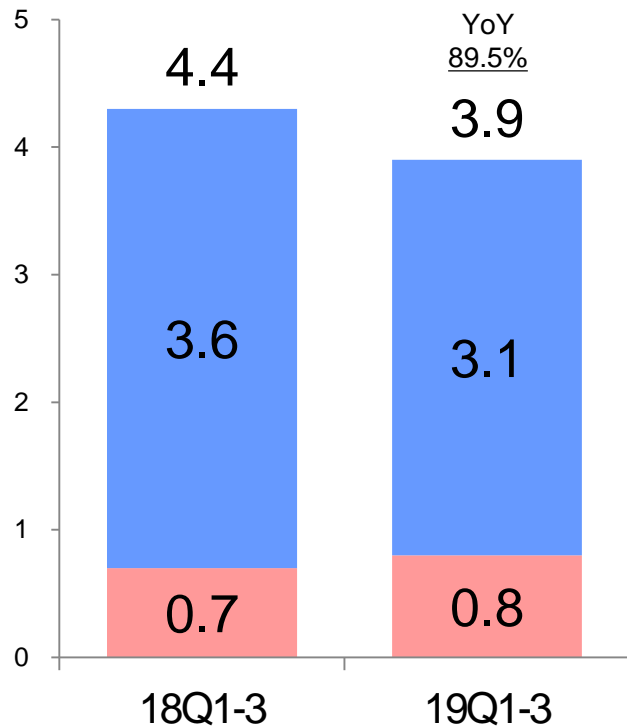
- Sales decreased in Japan compared with 18Q3 because of a realignment of non-profitable distribution business in systems integration since 18Q3.



Net Sales: Creative Work

(JPY Billion)

■ Japan ■ Overseas



Media & Entertainment

▣ Sales of 4K models and monitors with HDR gamma support continuously increased.

Printing & Photo

▣ Sales in Europe decreased.

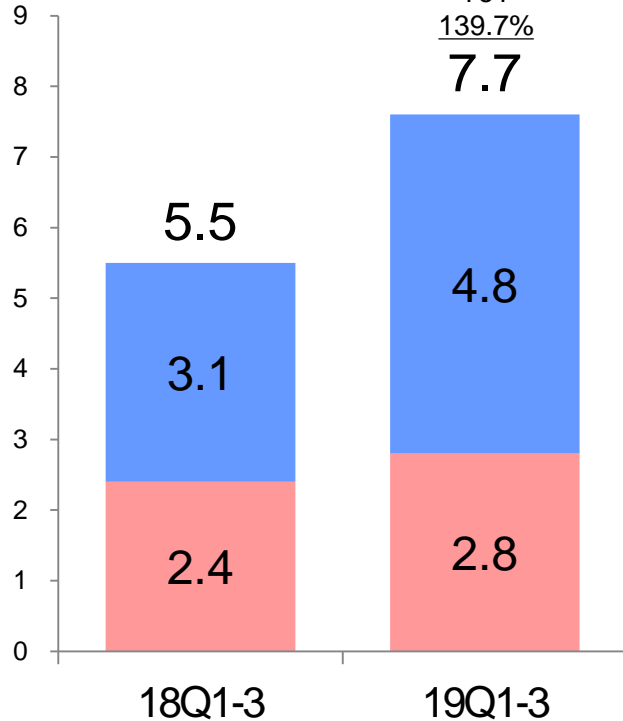
▣ Sales in Japan increased mainly because of increasing sales of entry models.



Net Sales: V&S (Vertical & Specific)

(JPY Billion)

■ Japan ■ Overseas
YoY
139.7%



ATC (Air Traffic Control)

■ Sales increased due to business in North America and China.

Maritime

■ Sales was steady in Japan.

S&S (Security & Surveillance)

■ Sales in Japan was steady with sales overseas decreasing.

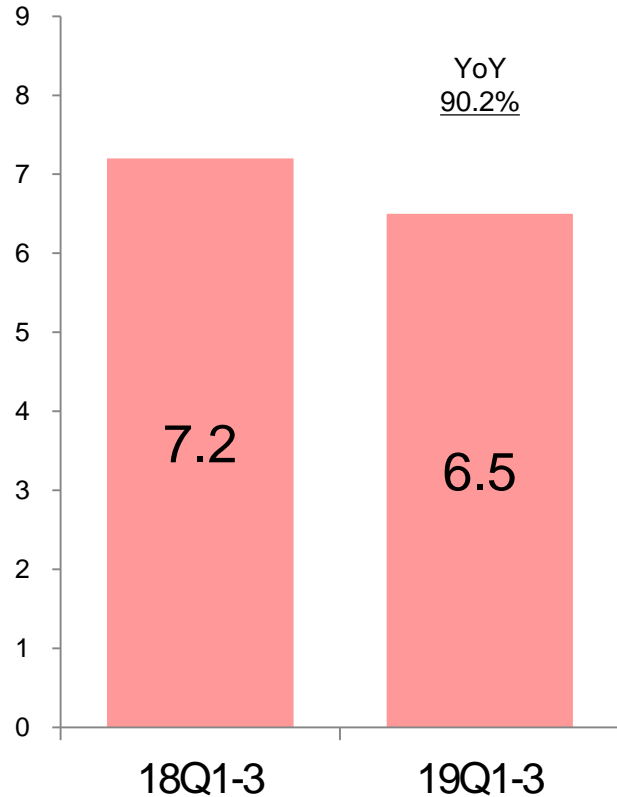
Others

■ Sales in Japan increased due to increasing product customization.



Net Sales : Amusement

(JPY Billion)



- The industry has slowed down due to the new regulation.
- We have released new models that comply with the new regulations from 19Q2.
- We expect sales to increase due to the demand for new systems required from the January 2021 compliance deadline.



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Consolidated Balance Sheets

(JPY Million)

| | 18F | 19Q3 | Growth |
|------------------------------|----------------|----------------|--------------|
| Current Assets | 64,167 | 64,099 | (68) |
| Cash & Equivalents | 16,099 | 16,768 | 669 |
| Accounts Receivable | 17,246 | 16,831 | (414) |
| Inventories | 28,377 | 28,689 | 312 |
| Tangible Assets | 14,321 | 16,675 | 2,354 |
| Intangible Assets | 3,219 | 2,769 | (449) |
| Investments and Other Assets | 39,715 | 46,036 | 6,320 |
| Total | 121,423 | 129,581 | 8,157 |
| Current Liabilities | 15,673 | 15,928 | 254 |
| Long term Liabilities | 10,826 | 13,263 | 2,437 |
| Shareholders' Equity | 94,924 | 100,388 | 5,464 |
| Total | 121,423 | 129,581 | 8,157 |

Tangible Assets

- Increased due to new facilities in Germany and UK, and a new production line in Japan.

Investments and Other Assets

- Increased in market price of stocks held for investment.

Long term Liabilities

- Increased due to deferred tax liabilities caused by the increase of market price of stocks.

Contents

1. 19Q3 Consolidated Financial Result

2. 19F Plan / Topic

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19F Plan

(JPY Million)

| | 18F | 19F Plan(*) | | | 18F vs.19F Plan |
|--|-----------|-------------|-----------|-----------|-----------------|
| Net Sales | 72,944 | 75,000 | | | 102.8% |
| Gross Profit | 23,755 | 24,500 | | | 103.1% |
| Gross Profit / Net Sales | 32.6% | 32.7% | | | 0.1pt |
| Selling, General and Administrative Expenses | 18,385 | 19,000 | | | 103.3% |
| Operating Income | 5,370 | 5,500 | | | 102.4% |
| Operating Income / Net Sales | 7.4% | 7.3% | | | (0.1pt) |
| Ordinary Income | 5,710 | 5,600 | | | 98.1% |
| Net Income Attributable to EIZO Corporation's Stockholders | 4,308 | 4,000 | | | 92.8% |
| | 18F | 19F1 | 19F2 Plan | 19F Plan | 18F vs.19F Plan |
| Exchange Rate:USD | JPY110.93 | JPY108.60 | JPY110.00 | JPY109.30 | (JPY1.63) |
| Exchange Rate:EUR | JPY128.45 | JPY121.40 | JPY120.00 | JPY120.70 | (JPY7.75) |
| ROA | 4.7% | - | | | - |
| ROE | 4.6% | - | | | - |

(*) No revision of 19F projected results announced on Oct. 31st, 2019.

■ The basis for the forecast has not changed.



Topic

EIZO MS Corporation Commenced Extension Works of the Factory*

* The factory in Hakui, Japan produces high quality electronic circuit boards used in over 90% of EIZO products.

- We invested approximately JPY2.6 Billion for the extension works and associated machinery.
 - The purpose of the investment is to increase production capacity to meet the growing demand of HC and V&S.
- Operations to commence from January 2021.



1. 19Q3 Consolidated Financial Result

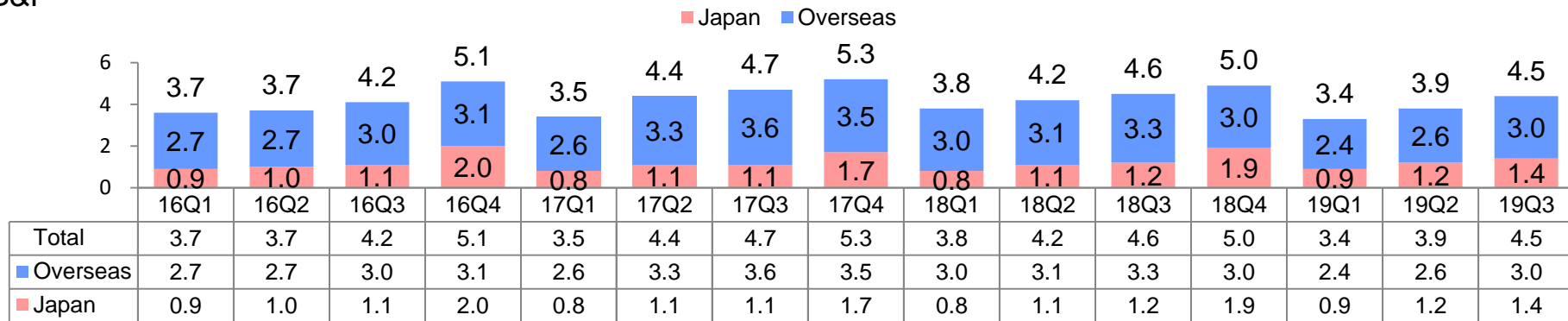
2. 19F Plan / Topic

3. Reference Materials

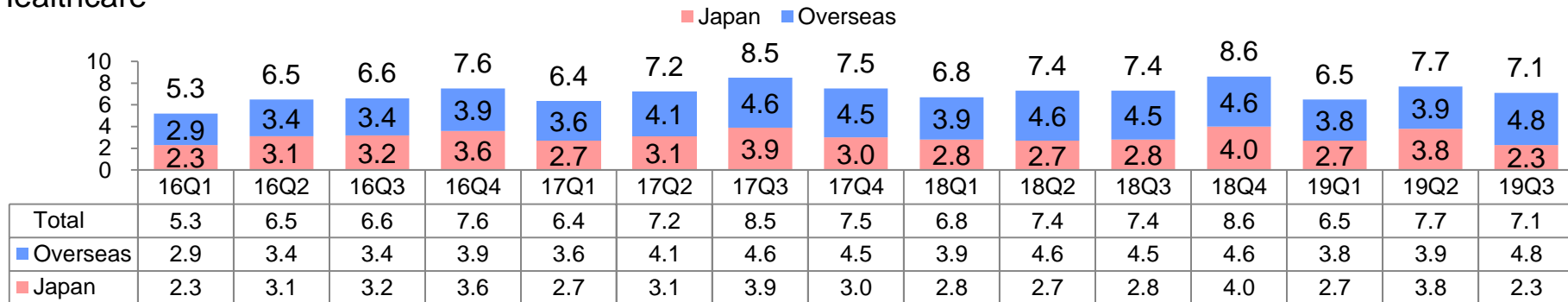
Net Sales: B&P / Healthcare

(JPY Billion)

B&P



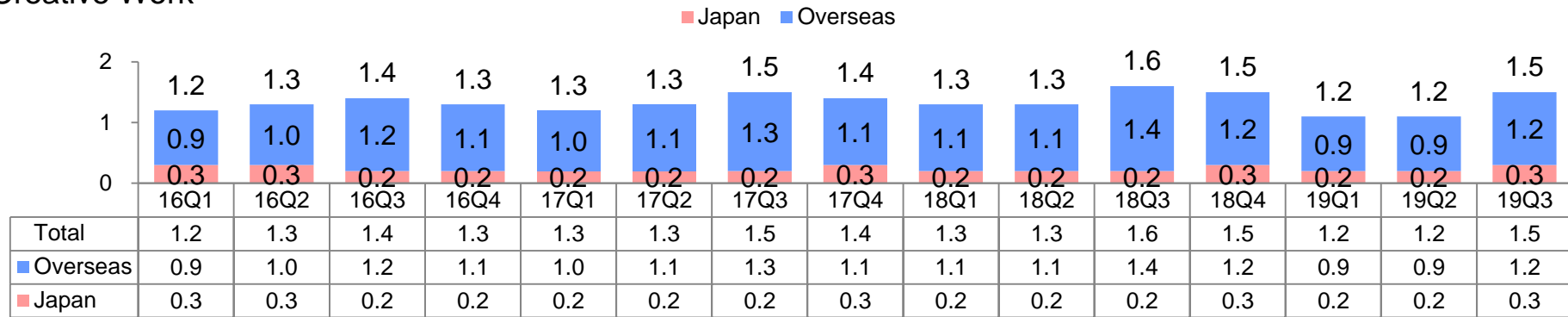
Healthcare



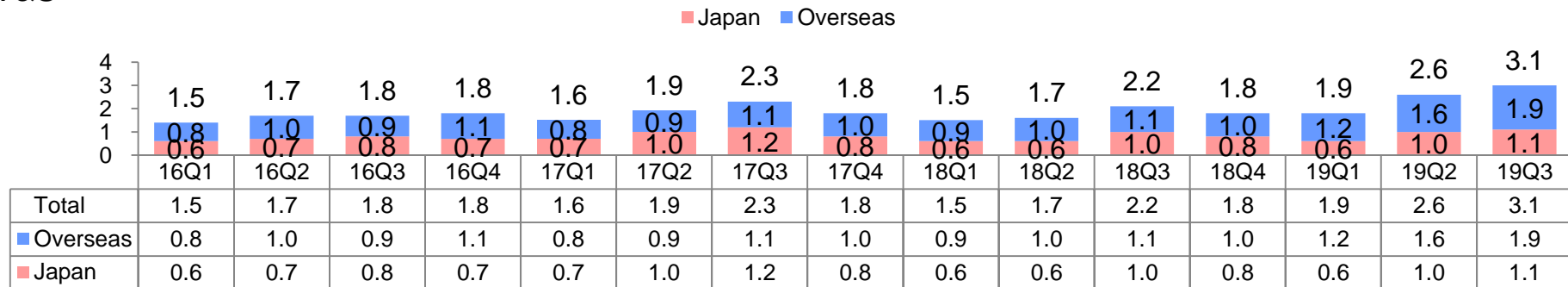
Net Sales: Creative Work / V&S

(JPY Billion)

Creative Work



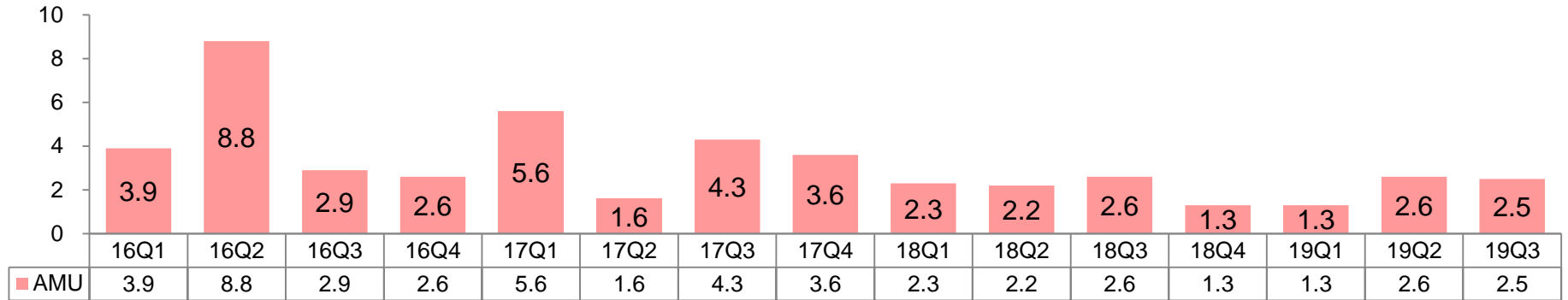
V&S



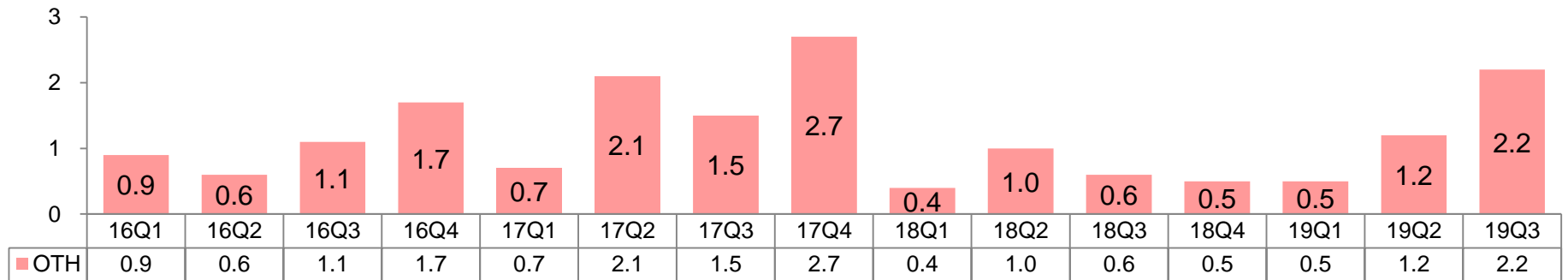
Net Sales: Amusement / Other

(JPY Billion)

Amusement

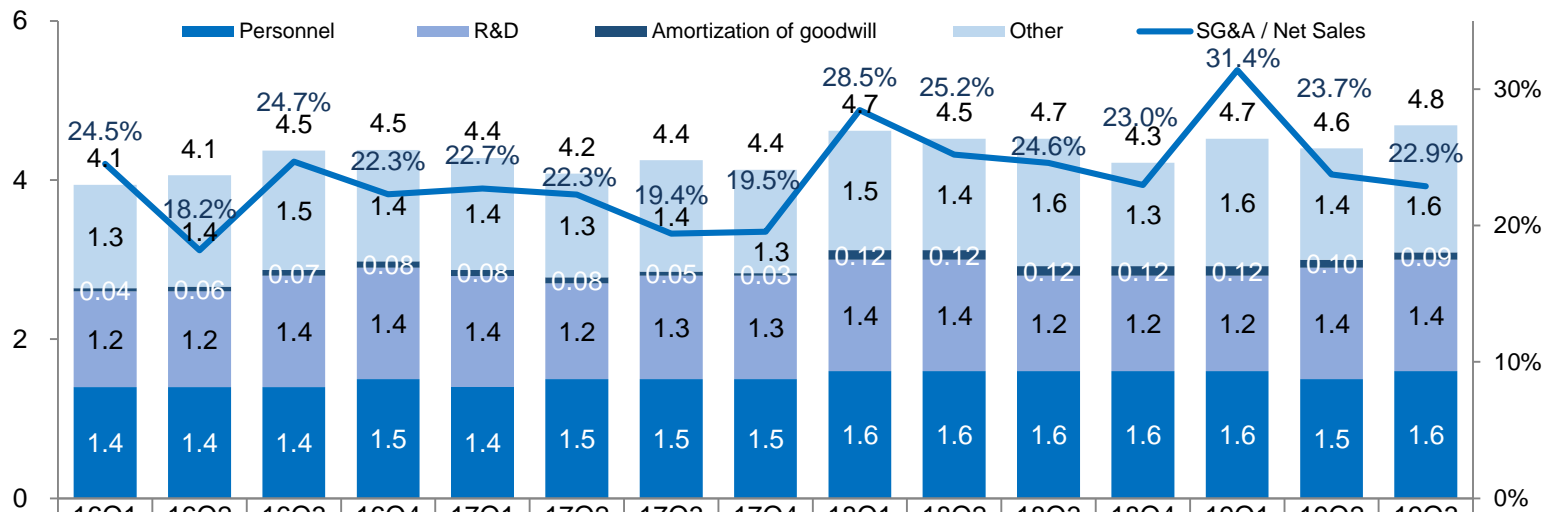


Other



Selling, General and Administrative Expenses

(JPY Billion)



| | | | | | | | | | | | | | | | |
|--------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| TOTAL | 4.1 | 4.1 | 4.5 | 4.5 | 4.4 | 4.2 | 4.4 | 4.4 | 4.7 | 4.5 | 4.7 | 4.3 | 4.7 | 4.6 | 4.8 |
| Other | 1.3 | 1.4 | 1.5 | 1.4 | 1.4 | 1.3 | 1.4 | 1.3 | 1.5 | 1.4 | 1.6 | 1.3 | 1.6 | 1.4 | 1.6 |
| Amortization of goodwill | 0.04 | 0.06 | 0.07 | 0.08 | 0.08 | 0.08 | 0.05 | 0.03 | 0.12 | 0.12 | 0.12 | 0.12 | 0.12 | 0.10 | 0.09 |
| R&D | 1.2 | 1.2 | 1.4 | 1.4 | 1.4 | 1.2 | 1.3 | 1.3 | 1.4 | 1.4 | 1.2 | 1.2 | 1.2 | 1.4 | 1.4 |
| Personnel | 1.4 | 1.4 | 1.4 | 1.5 | 1.4 | 1.5 | 1.5 | 1.5 | 1.6 | 1.6 | 1.6 | 1.6 | 1.6 | 1.5 | 1.6 |
| SG&A / Net Sales | 24.5% | 18.2% | 24.7% | 22.3% | 22.7% | 22.3% | 19.4% | 19.5% | 28.5% | 25.2% | 24.6% | 23.0% | 31.4% | 23.7% | 22.9% |



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