



Consolidated Financial Highlights

23F

First Half

October 31st, 2023

Code:6737, TSE Prime Market

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: "23F1" appearing in this presentation means "First Half Fiscal year 2023".

"23F" appearing in this presentation means "Fiscal year 2023", that is Fiscal year ended March 31, 2024.

Details of the Market Group

Market Group	Market / Use
Business & Plus (B&P)	Financial institutions , Public authorities , Educational facilities , CAD , Commercial facilities , Business and home use
Healthcare (HC)	Diagnosis / Medical examination , Medical treatment / Operation , Healthcare-IT
Creative Work (CW)	Media & Entertainment , 3D computer graphics , Photo editing , Illustration , Design , Publication / Printing
Vertical & Specific (V&S)	For various mission critical environments, infrastructure and industrial equipment Air traffic control (ATC) , Maritime , Security & Surveillance (S&S) , MIL-STD compliance & Other industrial fields (including touch panel applications)
Amusement (AMU)	LCD-mounted pachinko and slot machines
Other (OTH)	Maintenance services and commissioned development of software

1. 23F1 Consolidated Financial Results

2. 23F Plan / Topics

3. Reference Materials

23F1 Consolidated Financial Highlights

Sales Increased, Profit Decreased
HC Sales Increased. B&P / V&S Decreased due to
the Economic Slowdown in Europe

□ **Net Sales: JPY37.1B (YoY 101.7%)**

- Sales in B&P and V&S decreased due to the economic slowdown in Europe.
- Sales in HC and AMU increased.
- Overall sales increased due to exchange rate fluctuations.

□ **Operating Income: JPY1.6B (YoY 74.0%)**

- Gross Profit Ratio increased as a result of decrease in Costs of Goods and increasing sales of highly profitable products.
- SG&A increased due to increasing wages, strengthened R&D, and increasing marketing activities.

□ **Net Income: JPY2.1B (YoY 69.0%)**

- We realized foreign exchange gains of JPY0.8B.
- We realized a JPY 1.9B gain on investment security sold in 22F1.

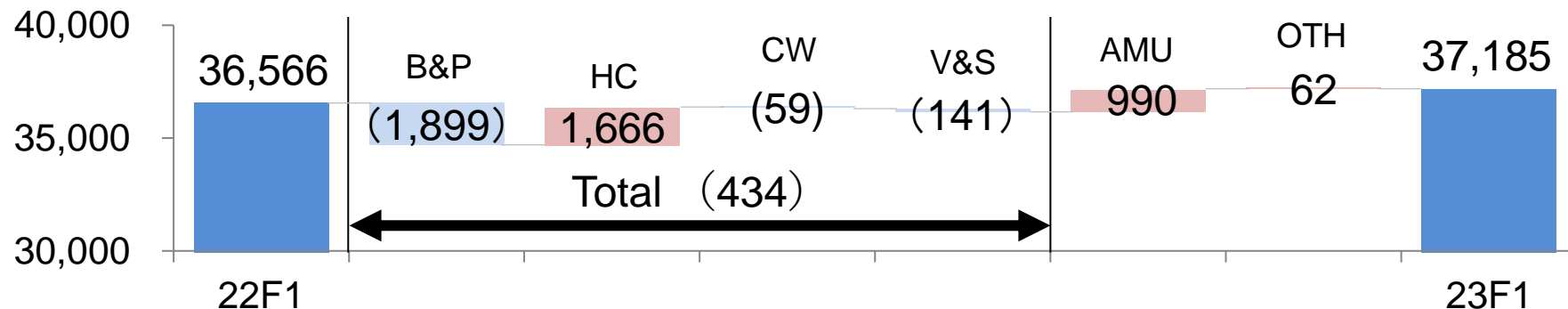
Consolidated Income Statement

(JPY Million)

	22F1	23F1	22F1 vs.23F1
Net Sales	36,566	37,185	101.7%
Gross Profit	11,916	12,291	103.1%
Gross Profit / Net Sales	32.6%	33.1%	0.5pt
Selling, General and Administrative Expenses	9,704	10,654	109.8%
Operating Income	2,212	1,636	74.0%
Operating Income / Net Sales	6.1%	4.4%	(1.6pt)
Ordinary Income	2,508	3,203	127.7%
Net Income Attributable to EIZO Corporation's Stockholders	3,127	2,158	69.0%
Exchange Rate(Year-To-Date Ave.):USD	JPY134.03	JPY141.06	JPY7.03
Exchange Rate(Year-To-Date Ave.):EUR	JPY138.76	JPY153.45	JPY14.69

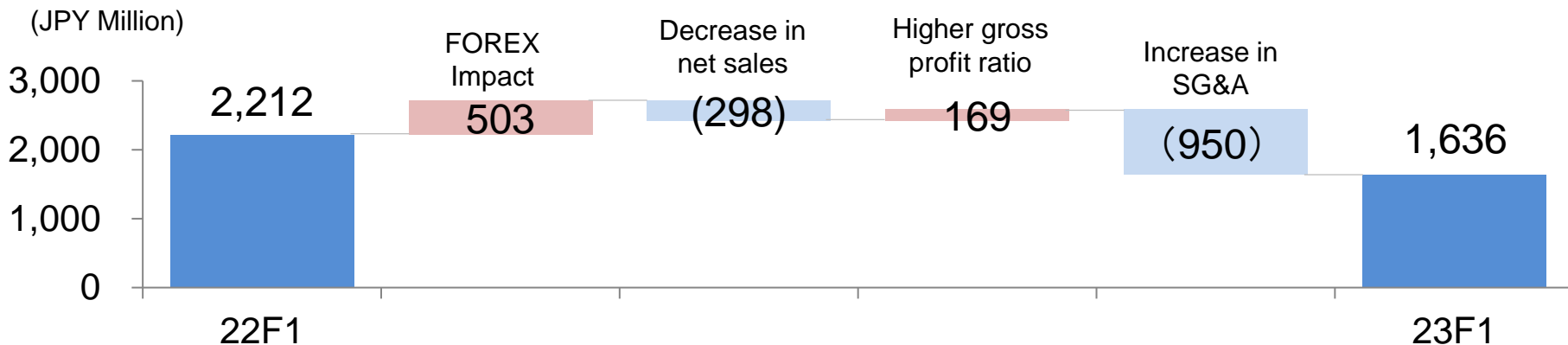
Main Factors for Changes in Net Sales

(JPY Million)



- B&P: Sales in Europe decreased due to postponed investments in IT equipment, industrywide decrease in PC sales, and stock adjustments by distributors.
- HC: Sales increased due to Endoscopy in Europe, North America, China, and Japan.
- CW: Sales decreased due to the economic slowdown in Europe and strikes in Hollywood USA.
- V&S: Sales decreased for ATC due to the project nature of the market.
- AMU: Sales of new model increased.
- OTH: Sales of commissioned development of software increased.

Main Factors for Changes in Operating Income

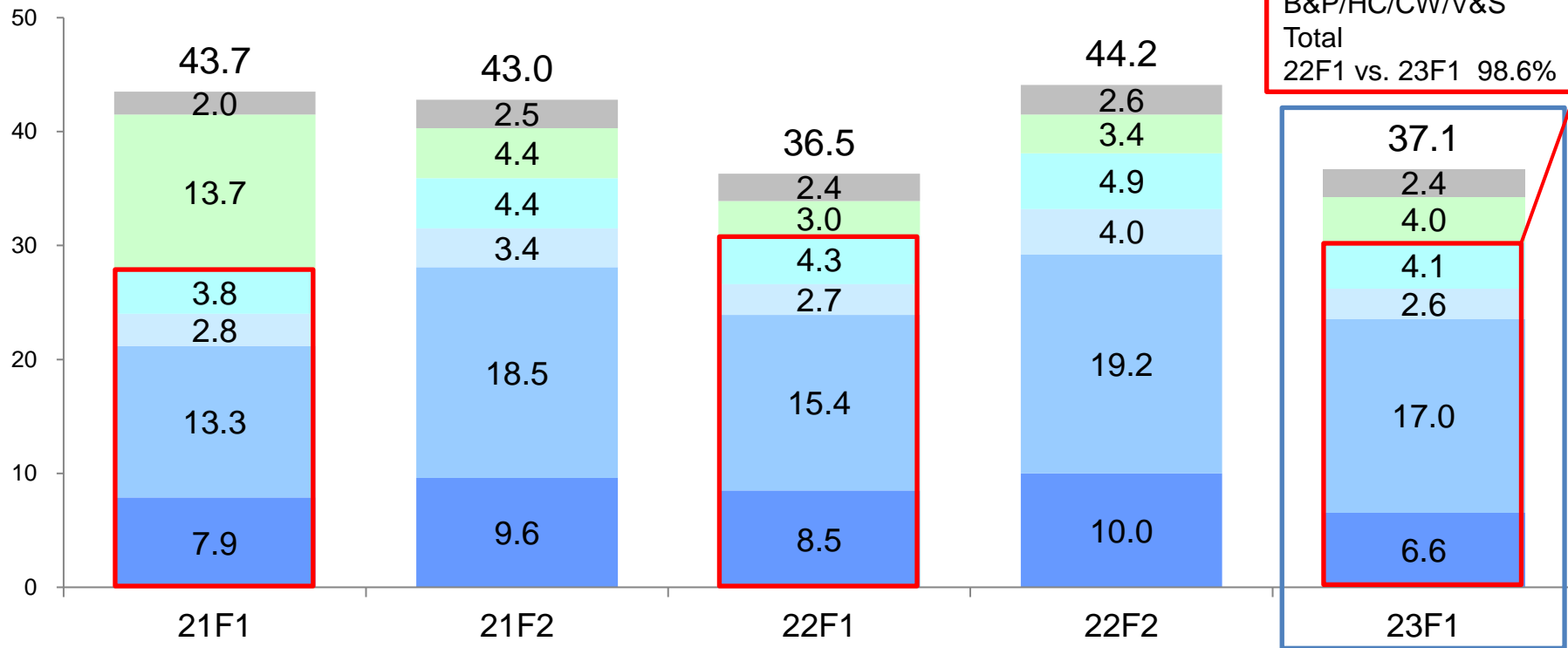


- The FOREX impact was caused by a strong EUR against the JPY.
- Gross Profit Ratio increased as a result of a decrease in Costs of Goods and increasing sales of highly profitable products.
- SG&A increased due to increasing wages, strengthened R&D, and increasing marketing activities.

Net Sales: Overall

(JPY Billion)

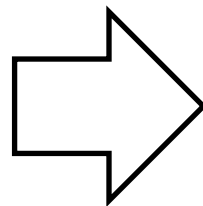
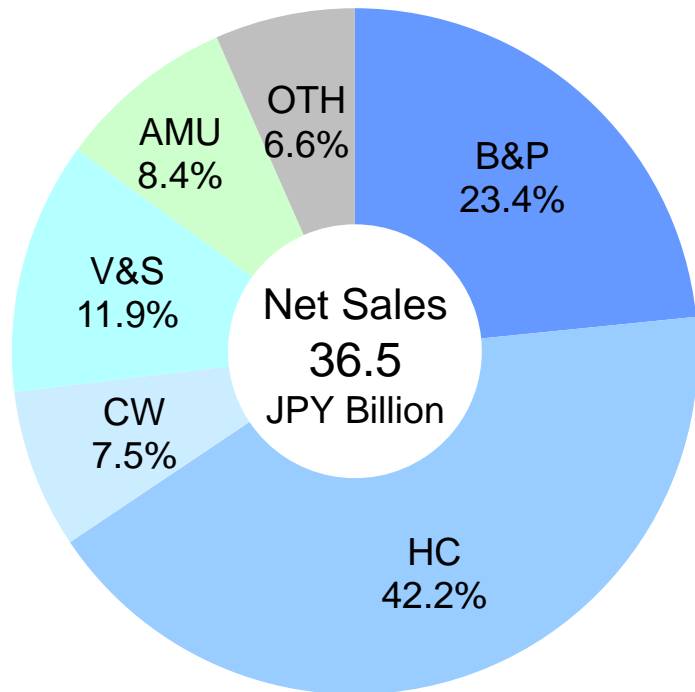
■ B&P ■ HC ■ CW ■ V&S ■ AMU ■ OTH



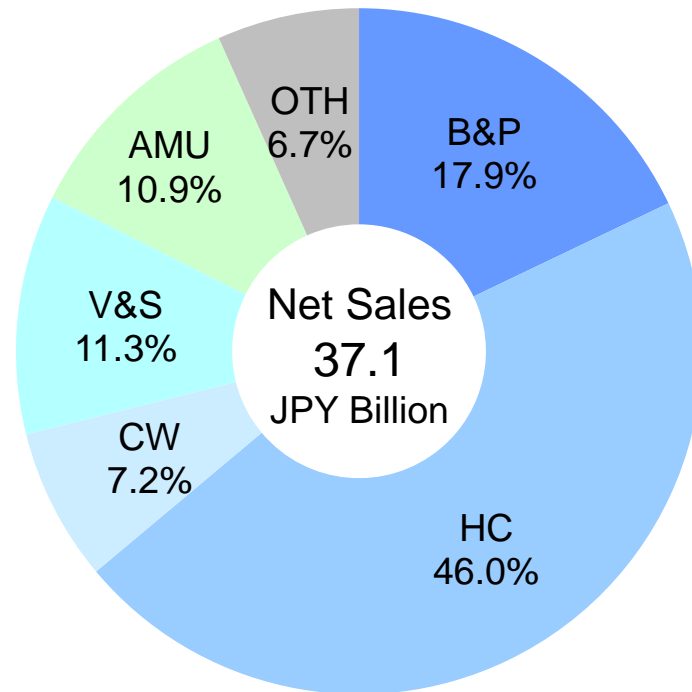
B&P/HC/CW/V&S
Total
22F1 vs. 23F1 98.6%

Net Sales: Composition Ratio

22F1

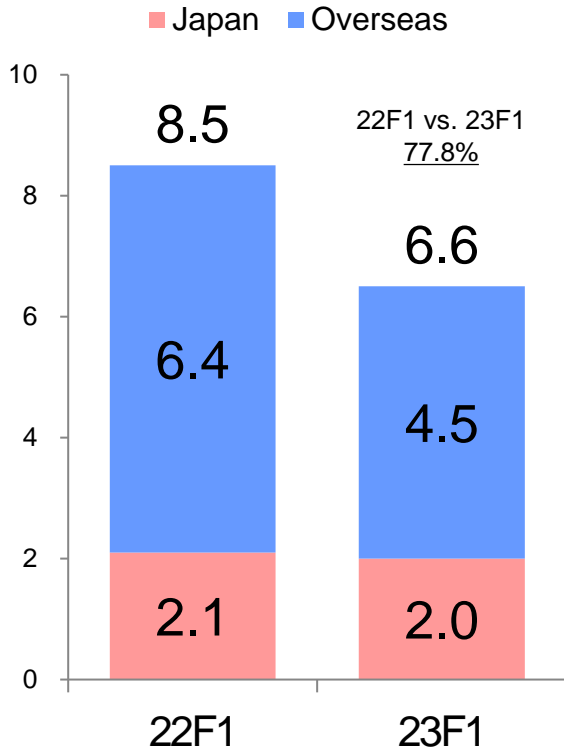


23F1



Net Sales: B&P (Business & Plus)

(JPY Billion)



Overseas

- ▣ Sales in Europe decreased due to postponed investments in IT equipment and an industrywide decrease in PC sales.

Japan

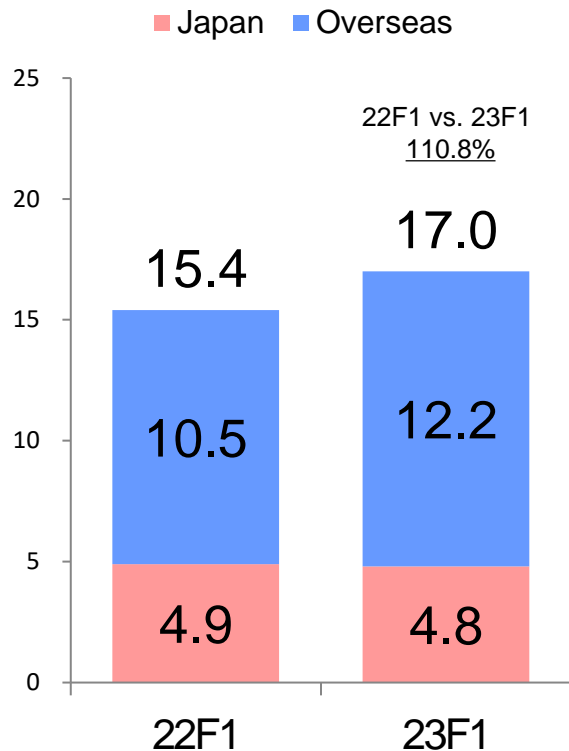
- ▣ Sales decreased due to stock adjustments by distributors which continued from 22Q2.



FlexScan EV3240X / EV2740X

Net Sales : Healthcare

(JPY Billion)



Diagnostics

- ▣ Sales decreased in Europe.
- ▣ Sales in Japan decreased as some projects were postponed.

OR Integration

- ▣ Sales increased W/W.

Endoscopy

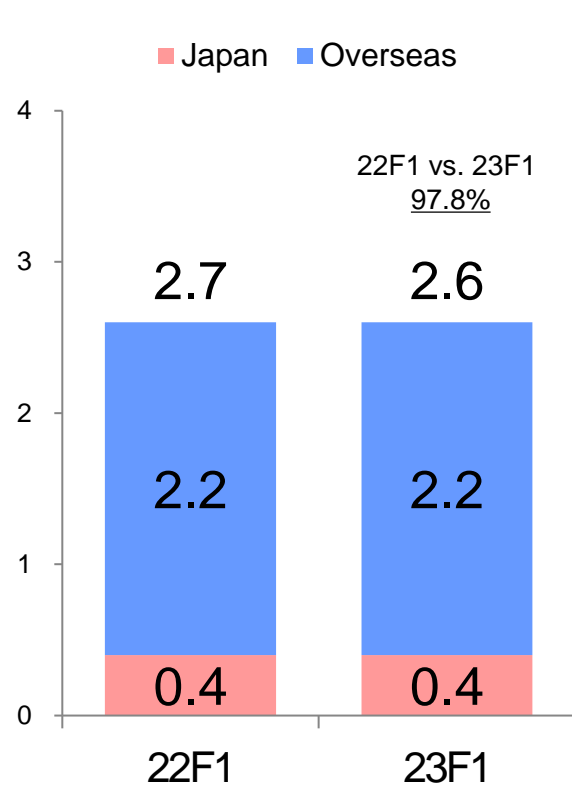
- ▣ Sales increased in Europe, North America, China, and Japan.



RadiForce MX317W

Net Sales: Creative Work

(JPY Billion)



Overseas

- Sales decreased due to the economic slowdown in Europe and strikes in Hollywood USA.

Japan

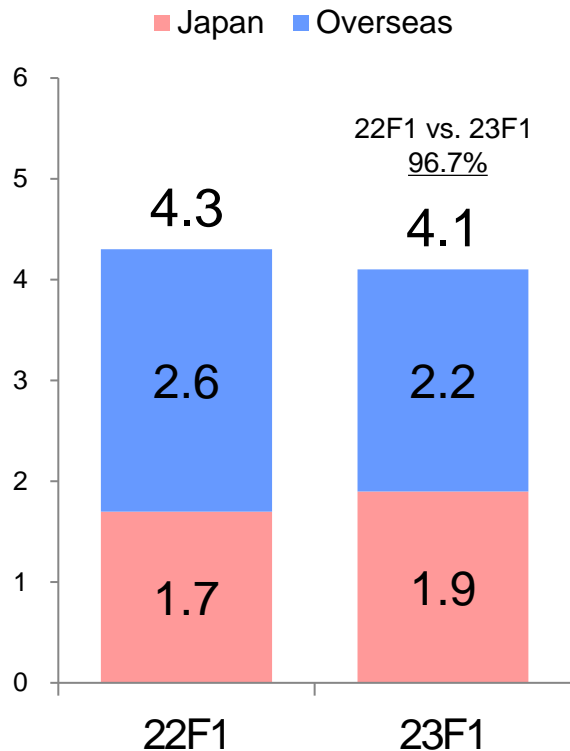
- Sales were stable.



ColorEdge CS2400S

Net Sales: V&S (Vertical & Specific)

(JPY Billion)



ATC (Air Traffic Control)

- Sales decreased due to the project nature of the market and postponements of projects.

Maritime

- Sales in Japan increased due to strong growth in the shipbuilding industry.

S&S (Security & Surveillance)

- EVS (EIZO Visual Systems) sales increased due to the realization of programs in Japan.

Others

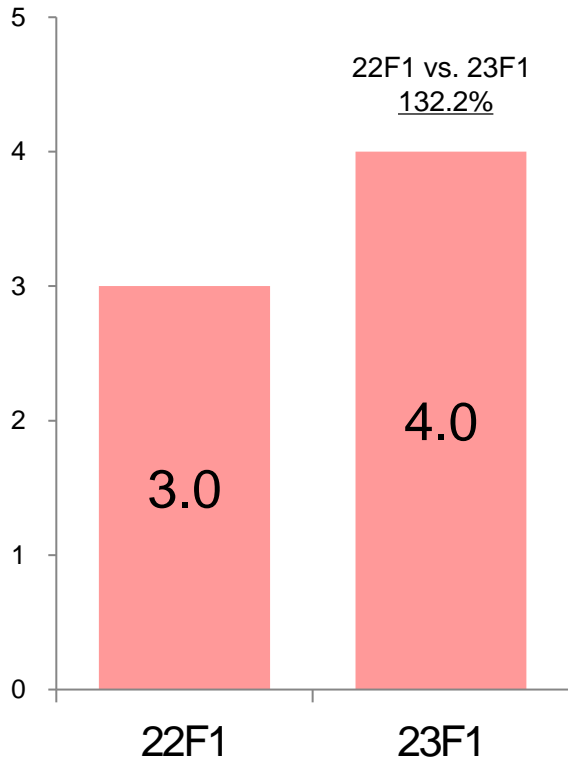
- Sales in other industrial markets decreased due to the economic slowdown in Europe.
- Sales in advanced product customization increased.



DuraVision DX0212-IP

Net Sales : Amusement

(JPY Billion)



- ▣ Sales of new models increased.
- ▣ The market size continues to decrease as expected.



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Consolidated Balance Sheets

(JPY Million)

	22F	23F1	Growth
Current Assets	79,904	83,165	3,260
Cash & Equivalents	9,557	14,046	4,488
Accounts Receivable etc.*	20,661	16,528	(4,132)
Inventories	48,020	51,352	3,332
Tangible Assets	21,988	22,661	673
Intangible Assets	748	736	(11)
Investments and Other Assets	53,294	56,776	3,481
Total	155,935	163,340	7,404
Current Liabilities	19,717	21,377	1,660
Long term Liabilities	15,638	16,130	491
Shareholders' Equity	120,580	125,832	5,252
Total	155,935	163,340	7,404

Inventories

Overseas stock increased due to foreign exchange and B&P / HC stock increased.

Short-term loans payable

Increased working capital and cash liquidity.

Shareholders' Equity

Valuation difference on available for sales securities and foreign currency translation adjustments increased.

* Notes and accounts receivable, contract assets and trade notes receivable transferred by endorsement

Research & Development / CAPEX

(JPY Billion)

	22F1	23F1	22F1 vs. 23F1
R&D * Includes manufacturing costs	2.8	3.1	107.2%
R&D / Net Sales	7.9%	8.4%	0.4pt.
CAPEX	1.1	1.1	96.1%
Depreciation	1.0	1.2	118.6%

Research & Development

Invested in key areas steadily.

CAPEX

Invested continuously for future growth.

1. 23F1 Consolidated Financial Result

2. 23F Plan / Topics

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23F Plan

(JPY Million)

	22F	23F Plan	22F vs.23F Plan
Net Sales	80,849	81,500	100.8%
Gross Profit	25,243	26,600	105.4%
Gross Profit / Net Sales	31.2%	32.6%	1.4pt
Selling, General and Administrative Expenses	20,241	21,500	106.2%
Operating Income	5,002	5,100	102.0%
Operating Income / Net Sales	6.2%	6.3%	0.1pt
Ordinary Income	6,126	7,200	117.5%
Net Income Attributable to EIZO Corporation's Stockholders	5,862	5,100	87.0%

	22F	23F1	23F2 Plan	23F Plan	22F vs.23F Plan
Exchange Rate:USD	JPY135.50	JPY141.06	JPY149.00	JPY145.03	JPY9.53
Exchange Rate:EUR	JPY140.99	JPY153.45	JPY157.00	JPY155.23	JPY14.24

ROA	3.9%	-	-
ROE	4.9%	-	-

Revised 23F Projected Results (announced on Oct. 31st, 2023)

- 23F projected sales and profit will decrease due to the economic slowdown in Europe.
 - B&P and CW will decrease in Europe. We predict that demand will recover from 24F.
 - V&S sales will decrease due to postponed projects.
 - HC sales will increase steadily.

Foreign Exchange Sensitivity

(Impact on Operating Income per JPY1 depreciation)

- USD: JPY100M (Negative)
- EUR: JPY180M (Positive)

23F Plan for Net Sales by Market

(JPY Million)

	22F	(%)	23F Plan	(%)	22F vs.23F Plan(%)
B&P (Business & Plus)	18,583	23.0	16,800	20.6	90.4
Healthcare	34,713	42.9	37,500	46.0	108.0
Creative Work	6,746	8.3	6,400	7.9	94.9
V&S (Vertical & Specific)	9,269	11.5	9,100	11.2	98.2
Amusement	6,498	8.0	6,800	8.3	104.6
Other	5,039	6.3	4,900	6.0	97.2
Total	80,849	100.0	81,500	100.0	100.8

Topic 1

EIZO Will Launch Its First Medical Recorder

- CuratOR MIR-1 is the EIZO's first imaging recorder for archiving video and still images in high-quality 4K UHD resolution at 60 fps
- This will complete EIZO's 4K "Imaging Chain" which provides high quality and reliable capture, display, and recording of surgical procedures



CuratOR MIR-1

CuratOR **4K** Imaging Chain



4K/60p Surgical Field Camera System
SC430-PTR

The SC430 PTR clearly captures the surgical field in 4K UHD resolution, and comes fully integrated with a triaxial camera mount for versatile positioning.



4K Surgical Monitors
EX-Series

The MIR-1's recording status can be displayed on the surgical monitor, allowing the surgeon to check it without looking away from the monitor.

Recording Indicator



4K Medical Imaging Recorder
MIR-1

The MIR-1 records medical imaging from endoscopy, operating microscopes, or surgical field cameras in high-quality 4K/60p.



Topic 2

Case Study

EIZO's Image Enhancement Software Streamlines Remote Inspections

- NTT EAST (Japan) installed image enhancement software in their system for inspecting massive telecommunications infrastructure



The challenge

- Many unclear images forces technicians to physically inspect onsite



The solution: Image enhancement software and 27" 4K monitors

- Half of unclear images made visible, which suppresses onsite inspections
- Capable of applying various filters depending on the subject and circumstances
- Smooth integration with their system
- Inspectors don't have to wait thanks to high-speed image processing
- 27" 4K monitors display in high resolution and accurate color



Original Image

Enhanced Image

Topic 3



Case Study

EIZO Monitors Support to Improve Employees' Performance

- Toshiba Digital Solutions Corp (Japan) adopts ABW (*) working style
(*) Activity Based Working. Employees choose their own places to work according to the nature of their business

Installed EIZO monitors with USB type-C connection for all positions

- Various monitors for booth objectives, such as space saving EV2480-Z and large screen EV2795
- No need to carry a power adapter because monitors with USB Type-C connection can feed power directly to laptops, which is suitable for ABW working style
- High quality, stable supply, and flexible support were the deciding factors

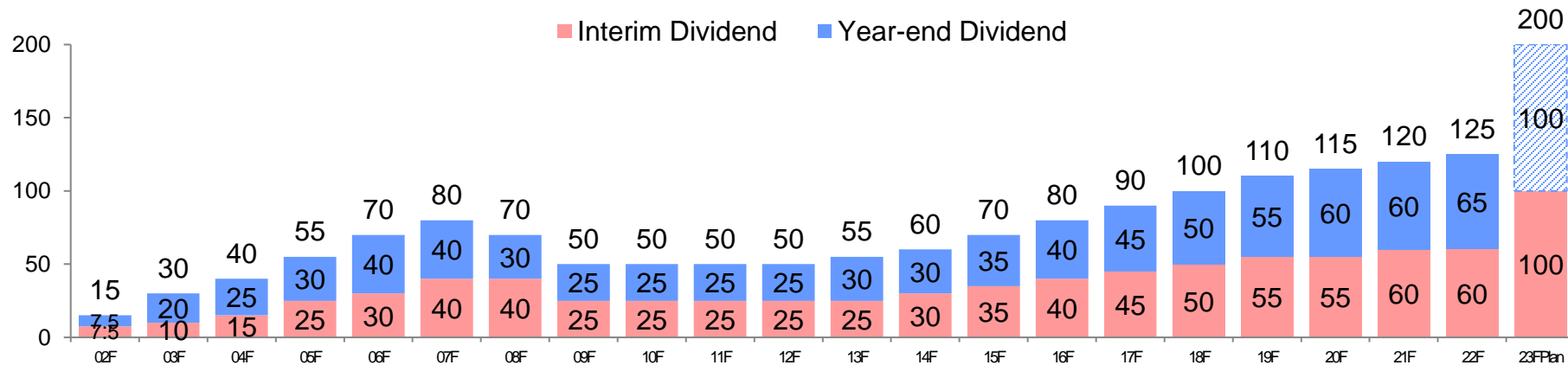
Recognize EIZO's sustainability initiatives

- Reduce packaging materials by collective packaging and delivery without stands which were not needed for their intended use
- Recognize environmentally conscious product design such as high use of recycled plastic and low power consumption



Profit Distribution to Shareholders

(JPY / Share)



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%	38.5%	35.5%	30.1%	26.9%	49.5%	50.2%	39.8%	32.8%	44.5%	80.7%
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%	38.5%	35.5%	30.1%	26.9%	49.5%	50.2%	39.8%	32.8%	92.2%	80.7%

* 22F : The Shareholder Return Ratio includes share repurchase amount 2.8 billion JPY.

1. 23F1 Consolidated Financial Result

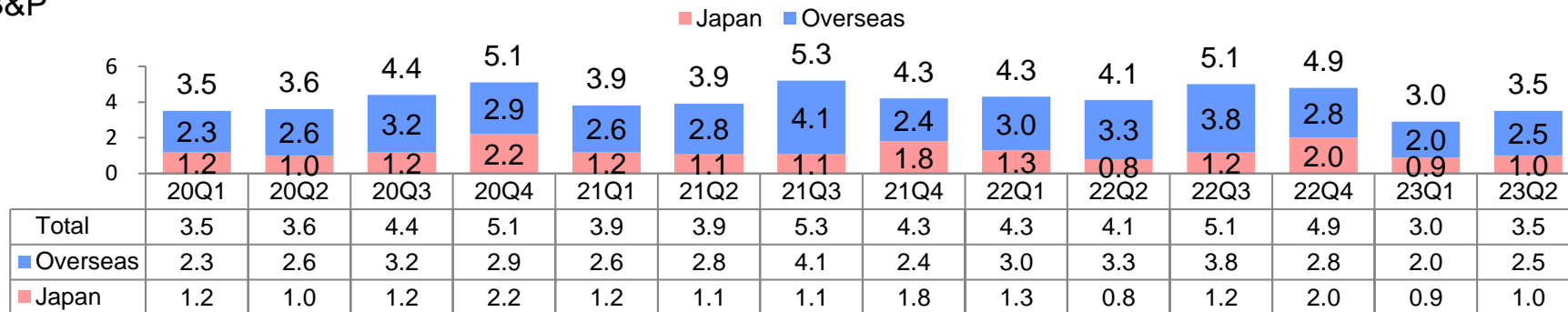
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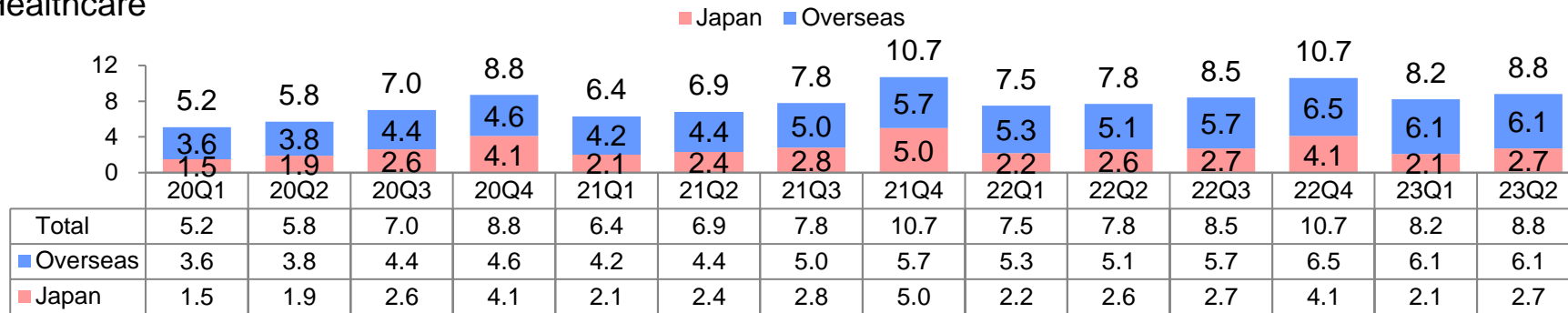
Net Sales: B&P / Healthcare

(JPY Billion)

B&P



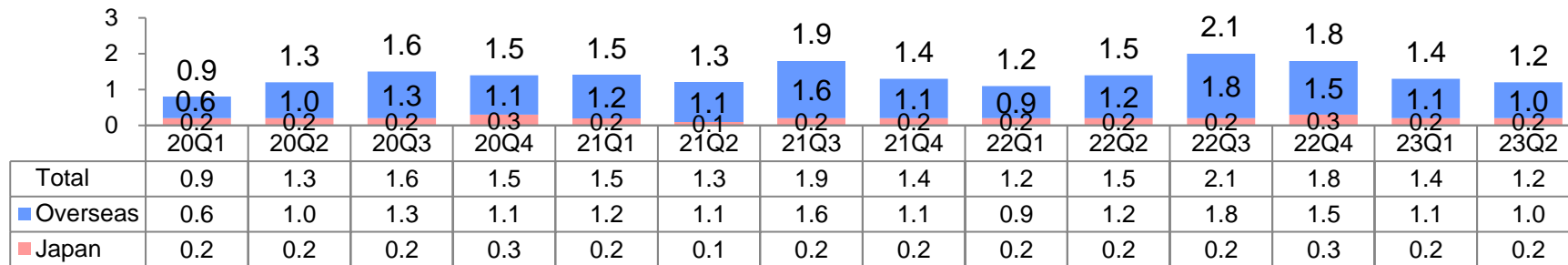
Healthcare



Net Sales: Creative Work / V&S

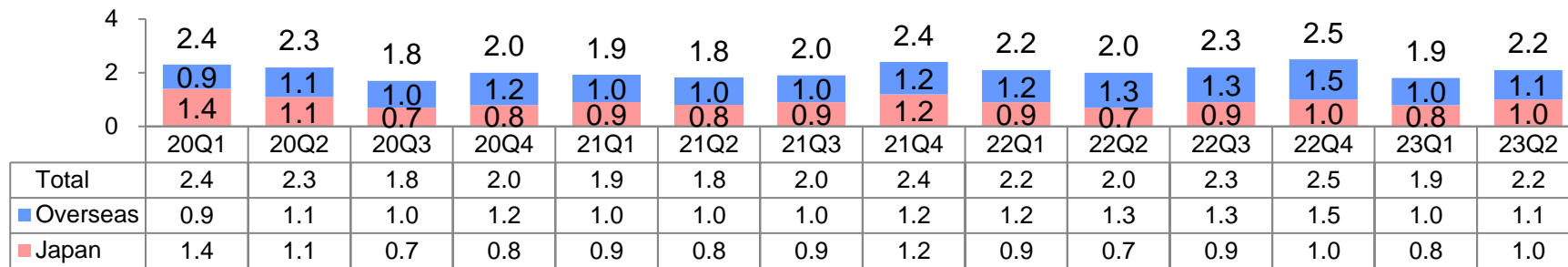
(JPY Billion)
Creative Work

■ Japan ■ Overseas



V&S

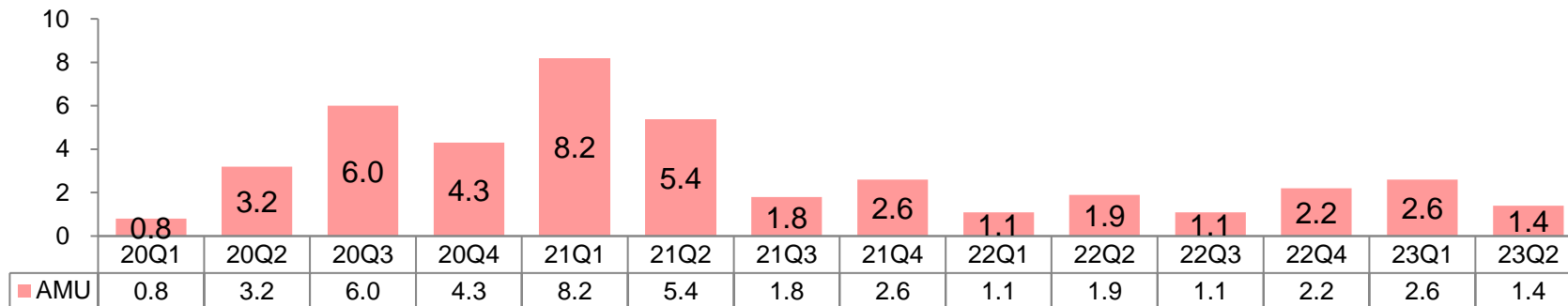
■ Japan ■ Overseas



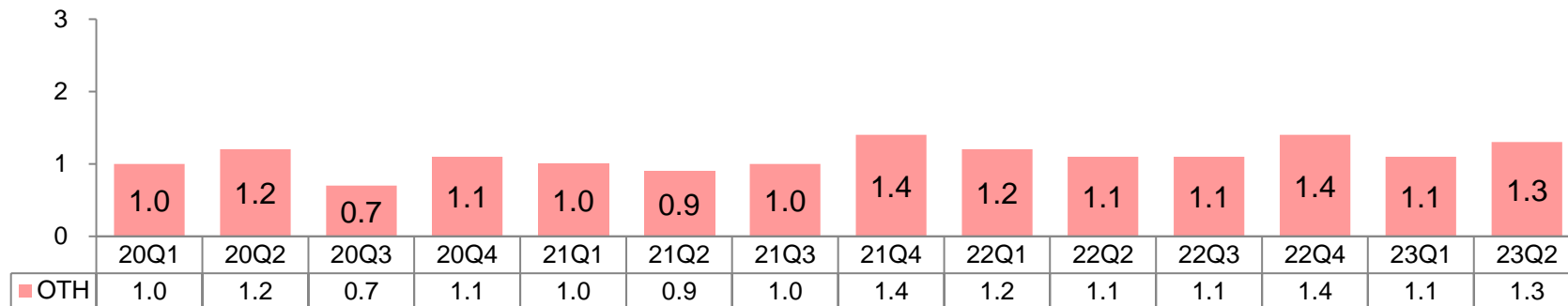
Net Sales: Amusement / Other

(JPY Billion)

Amusement

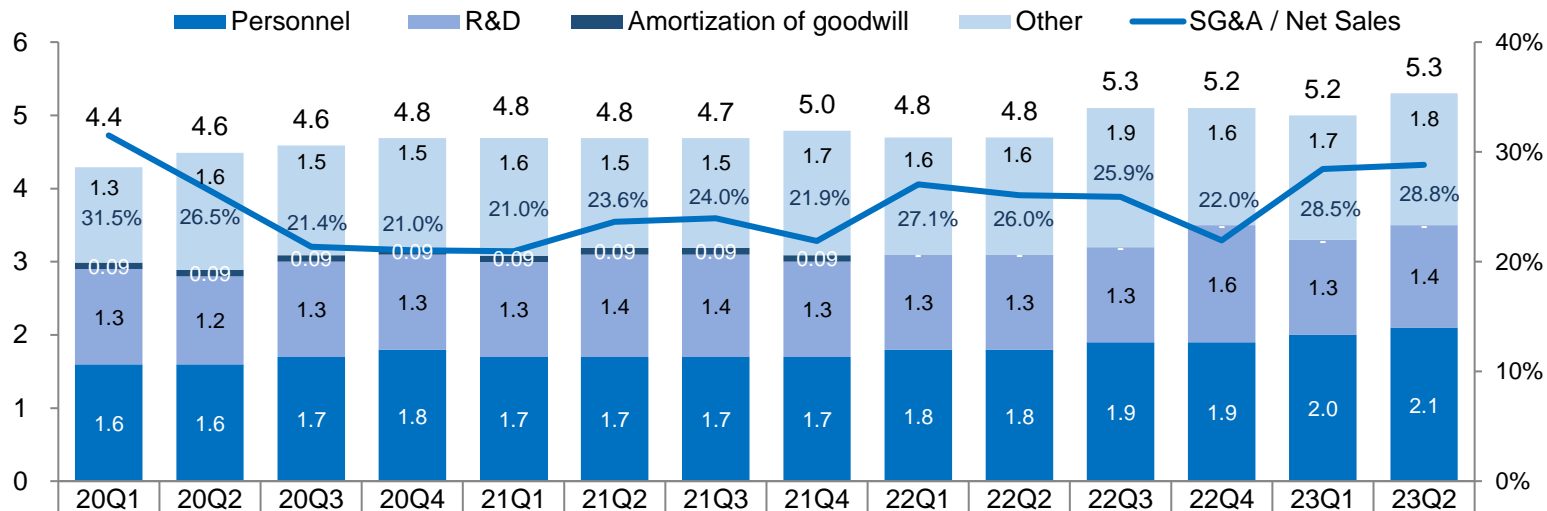


Other



Selling, General and Administrative Expenses

(JPY Billion)



TOTAL	4.4	4.6	4.6	4.8	4.8	4.8	4.7	5.0	4.8	4.8	5.3	5.2	5.2	5.3
Other	1.3	1.6	1.5	1.5	1.6	1.5	1.5	1.7	1.6	1.6	1.9	1.6	1.7	1.8
Amortization of goodwill	0.09	0.09	0.09	0.09	0.09	0.09	0.09	0.09	-	-	-	-	-	-
R&D	1.3	1.2	1.3	1.3	1.3	1.4	1.4	1.3	1.3	1.3	1.3	1.6	1.3	1.4
Personnel	1.6	1.6	1.7	1.8	1.7	1.7	1.7	1.7	1.8	1.8	1.9	1.9	2.0	2.1
SG&A / Net Sales	31.5%	26.5%	21.4%	21.0%	21.0%	23.6%	24.0%	21.9%	27.1%	26.0%	25.9%	22.0%	28.5%	28.8%



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