



Consolidated Financial Highlights

18F
First Half



Celebrating the Past
Visualizing the Future

EIZO Corporation

6737

October 31st, 2018

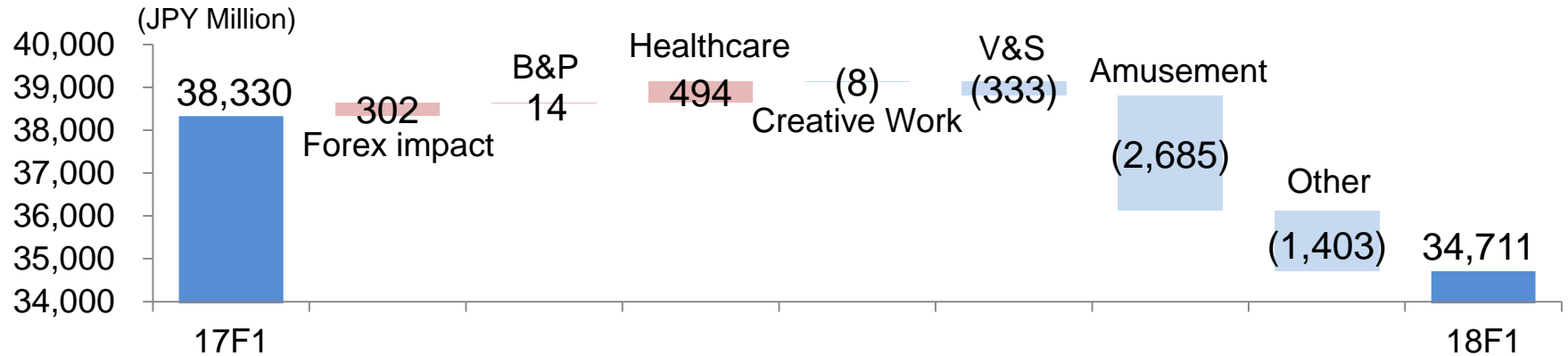
Consolidated Income Statement

(JPY Million)

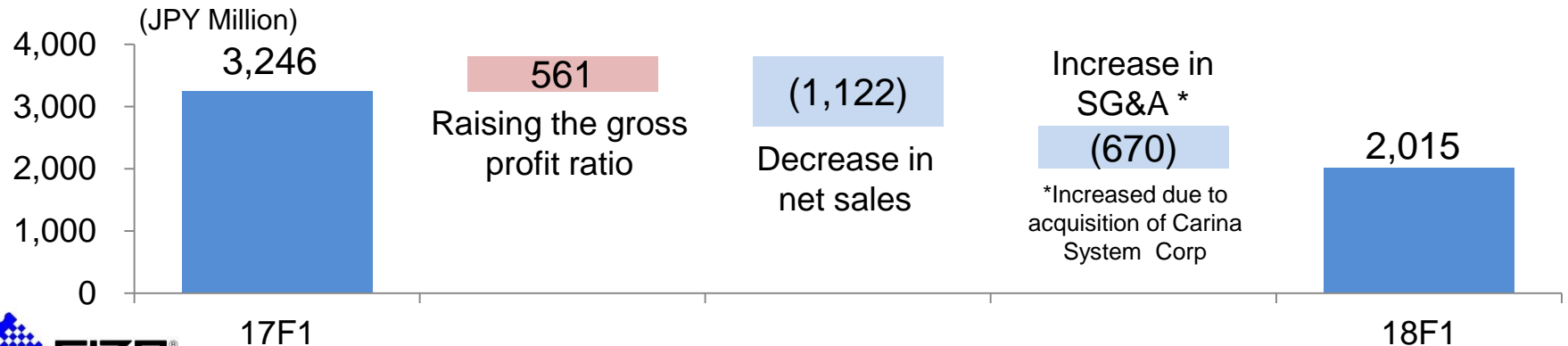
	17F1		18F1		17F1 vs. 18F1
	Amount	(%)	Amount	(%)	(%)
Net Sales	38,330	100.0	34,711	100.0	90.6
Cost of Goods Sold	26,458	69.0	23,400	67.4	88.4
Gross Profit	11,871	31.0	11,310	32.6	95.3
Selling, general and administrative expenses	8,624	22.5	9,295	26.8	107.8
Operating Income	3,246	8.5	2,015	5.8	62.1
Non-operating income/expenses	768	2.0	371	1.1	48.3
Ordinary Income	4,015	10.5	2,386	6.9	59.4
Income before income taxes	4,015	10.5	2,386	6.9	59.4
Net income attributable to EIZO Corporation's stockholders	2,964	7.7	1,738	5.0	58.6
Exchange rate:USD	JPY111.04		JPY110.27		(JPY0.77)
Exchange rate:EUR	JPY126.32		JPY129.81		JPY3.49
Foreign exchange sensitivity		USD	JPY110M Positive		
(Impact on Operating Income due to a JPY1 appreciation)		EUR	JPY160M Negative		



Main Factors for Changes in Net Sales



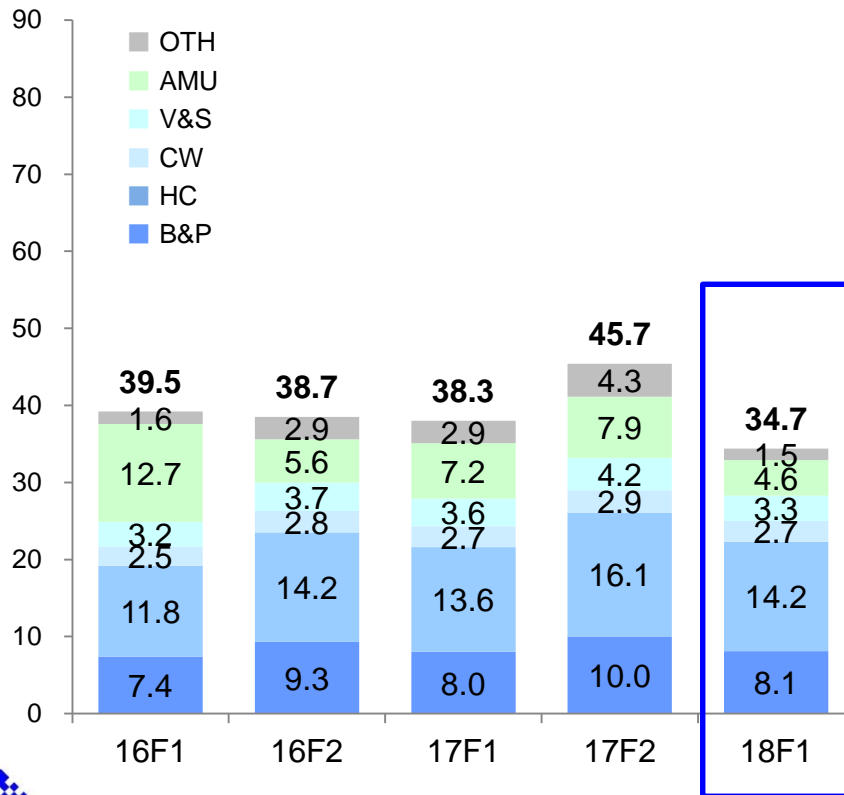
Main Factors for Changes in Operating Income



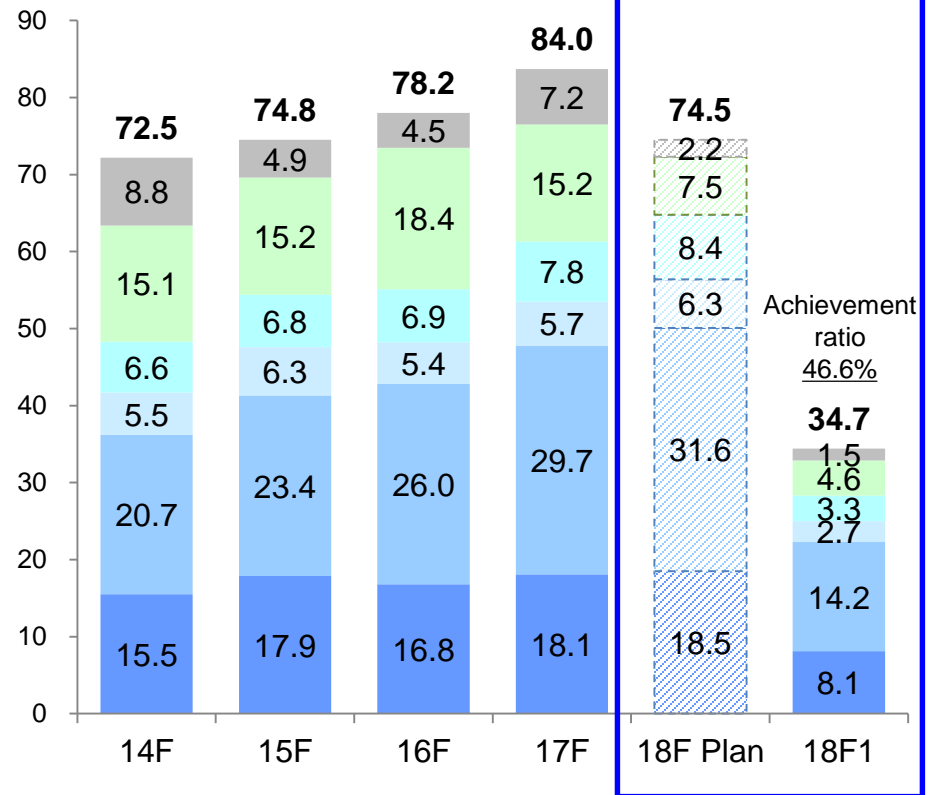
Net Sales: Overall

(JPY Billion)

Results by Half-Year



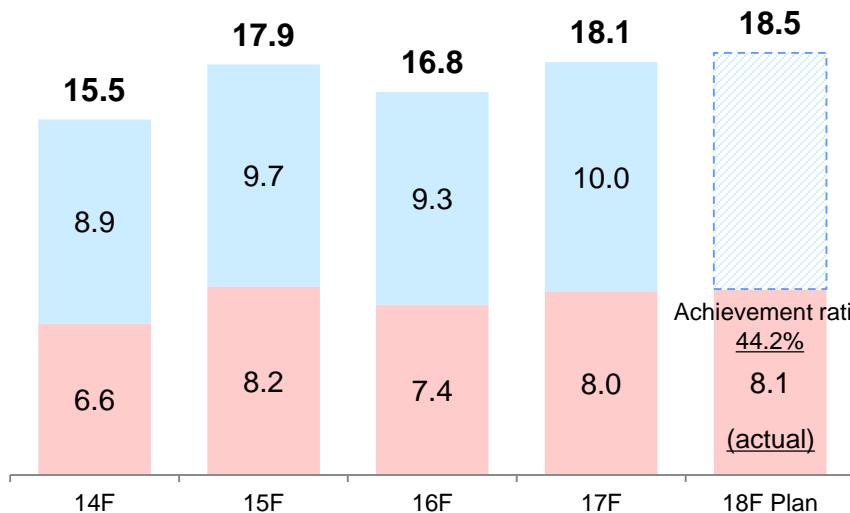
Results by Year



Net Sales: Business & Plus

(JPY Billion)

■ F1 ■ F2



		14F	15F	16F	17F	18F Plan
F2	Overseas	5.9	6.4	6.1	7.1	-
	Japan	2.9	3.2	3.1	2.9	-
	Total	8.9	9.7	9.3	10.0	-
F1	Overseas	4.5	5.8	5.4	6.0	6.1
	Japan	2.1	2.3	1.9	2.0	1.9
	Total	6.6	8.2	7.4	8.0	8.1



FlexScan EV3285

Total: 101.6%

Overseas: 103.0%

Sales increased due to sales expansion of frameless and larger sized monitors in Europe continuously.

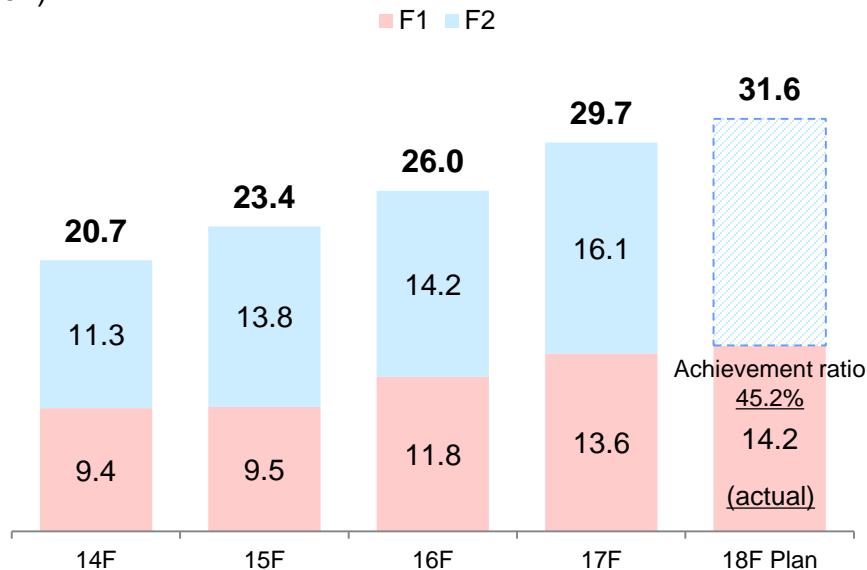
Japan: 97.5%

Sales remained stable due to increasing sales of larger sized monitors.



Net Sales: Healthcare

(JPY Billion)



		14F	15F	16F	17F	18F Plan
F2	Overseas	6.3	6.7	7.3	9.1	-
	Japan	4.9	7.0	6.8	6.9	-
	Total	11.3	13.8	14.2	16.1	-
F1	Overseas	6.2	6.2	6.3	7.7	8.6
	Japan	3.2	3.3	5.4	5.8	5.6
	Total	9.4	9.5	11.8	13.6	14.2



Total: 104.6%

Overseas: 110.8%

Sales increased in multiple segments such as diagnostic, operating rooms and endoscopy.

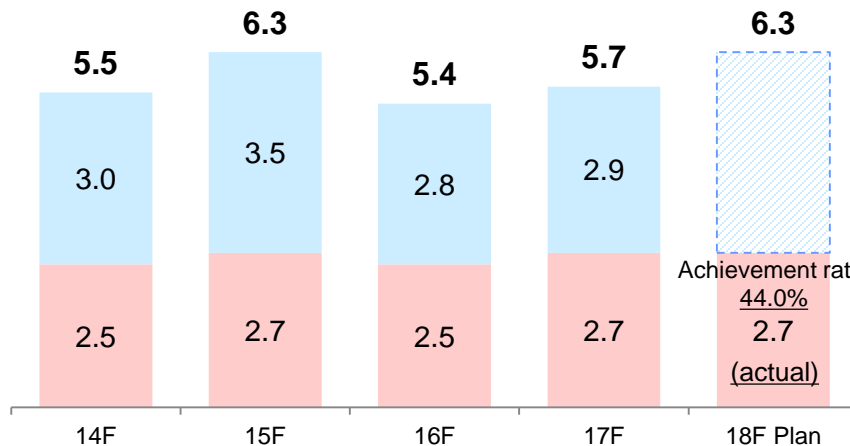
Japan: 96.2%

Sales decreased because of decreasing system integration business.

Net Sales: Creative Work

(JPY Billion)

F1 F2



		14F	15F	16F	17F	18F Plan
F2	Overseas	2.3	2.8	2.3	2.4	-
	Japan	0.6	0.7	0.5	0.5	-
	Total	3.0	3.5	2.8	2.9	-
F1	Overseas	1.8	2.1	1.9	2.2	2.2
	Japan	0.6	0.6	0.6	0.5	0.5
	Total	2.5	2.7	2.5	2.7	2.7



ColorEdge® CG319X

Total: 100.8%

Overseas: 100.7%

Sales for professional users steadily grew, particularly monitors with HDR gamma support and 4K models.

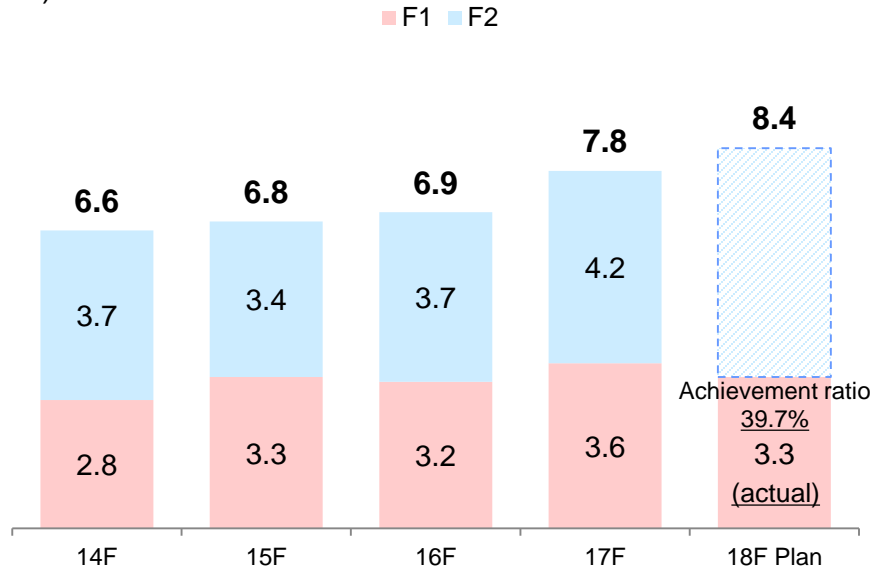
Japan: 101.2%

Sales in the Media & Entertainment market increased.

Achievement ratio
44.0%

Net Sales: Vertical & Specific

(JPY Billion)



		14F	15F	16F	17F	18F Plan
F2	Overseas	1.9	1.7	2.0	2.1	-
	Japan	1.7	1.7	1.6	2.0	-
	Total	3.7	3.4	3.7	4.2	-
F1	Overseas	1.6	1.6	1.8	1.8	1.9
	Japan	1.2	1.7	1.3	1.8	1.3
	Total	2.8	3.3	3.2	3.6	3.3



Total: 91.6%

Overseas: 107.0%

Sales increased due to increasing sales in ATC* and Security & Surveillance.

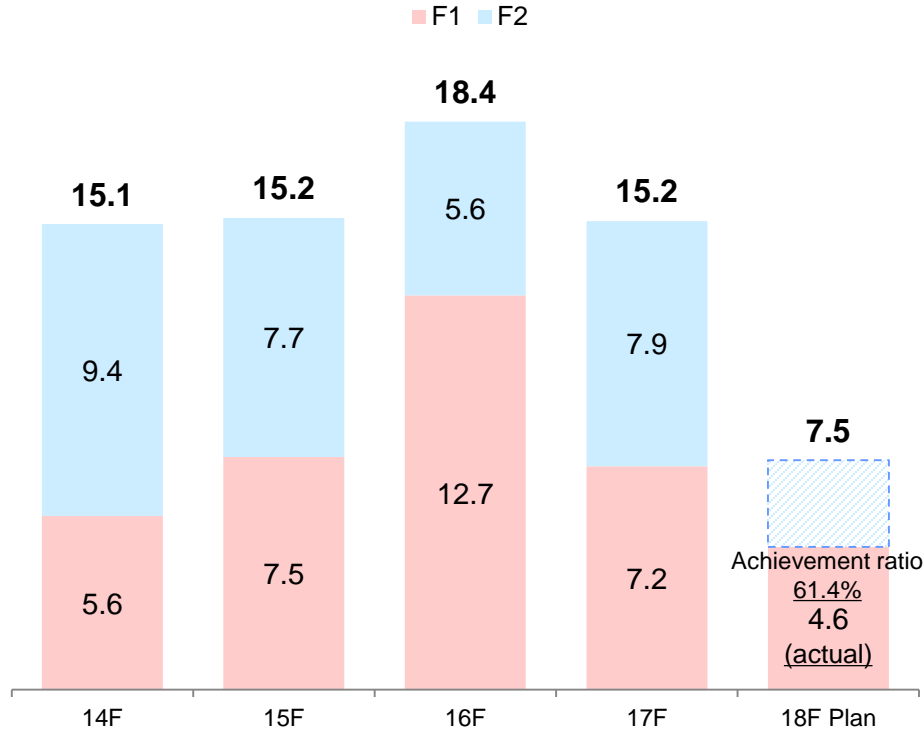
*ATC: Air Traffic Control

Japan: 75.9%

Sales decreased compared to 17F1 due to prior large project successes.
Sales increased in Maritime and Security & Surveillance.

Net Sales: Amusement

(JPY Billion)



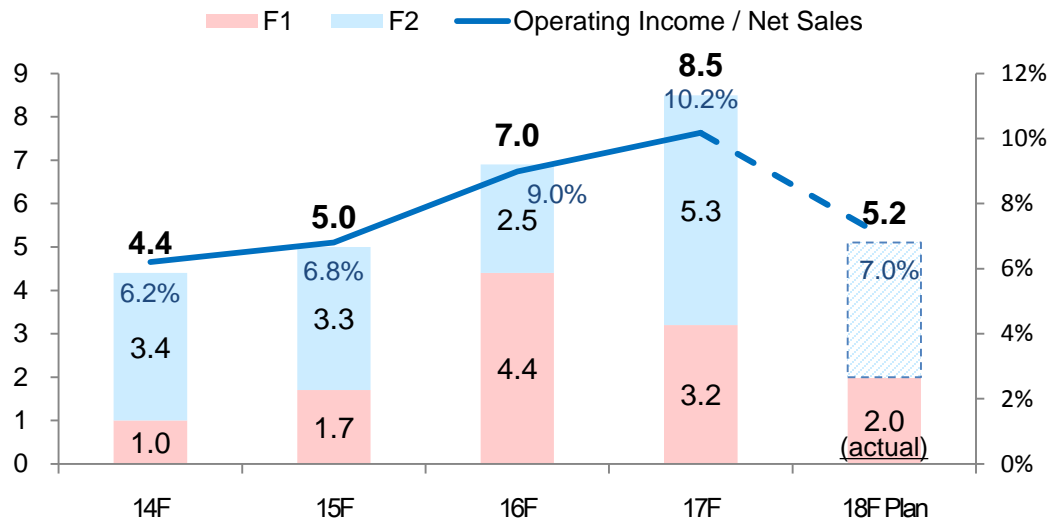
©SANYO BUSSAN CO.,LTD.

Total: 63.2%

Sales decreased due to an industry-wide slow down resulting from new regulation and a decrease in sales of new models.

Operating Income

(JPY Billion)



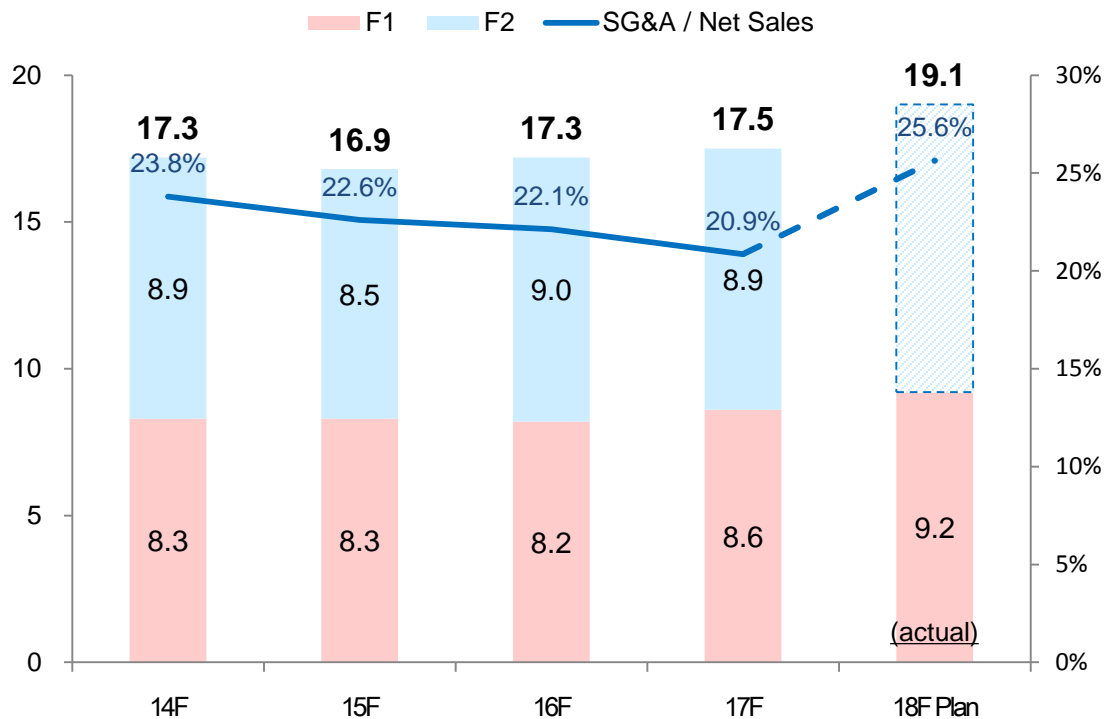
Total: 62.1%

Operating income decreased due to the sales decrease in the Amusement market, in addition to higher SG&A, such as R&D investment and goodwill amortization.

ROA(%)	4.7	5.4	6.5	8.1
ROE(%)	4.5	5.3	6.9	8.1
DOE(%)	1.7	1.9	2.1	2.2
EBITDA (JPY Billion)	6.7	7.7	9.4	12.1

Selling, General and Administrative Expenses

(JPY Billion)



Total: 107.8%

Personnel JPY3.2B(108.8%)

R&D JPY2.8B(103.9%)

Amortization of goodwill JPY0.3B(222.3%)

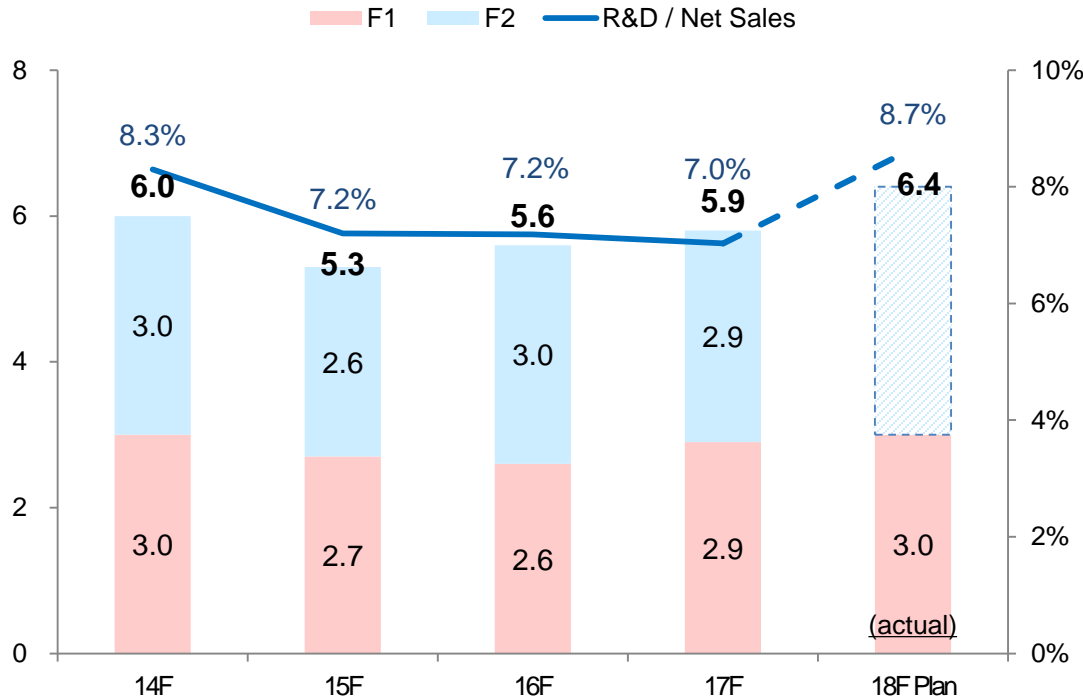
Other JPY2.8B(103.5%)

() 17F1 vs. 18F1



Research & Development

(JPY Billion)



Total: 103.7%

We continued heavy investment in products complying to MIL Standards and acquired Carina System Corp.

We did not have the same heavy investment in endoscopy that we undertook in 17F1 and therefore resulted in a stable overall investment.

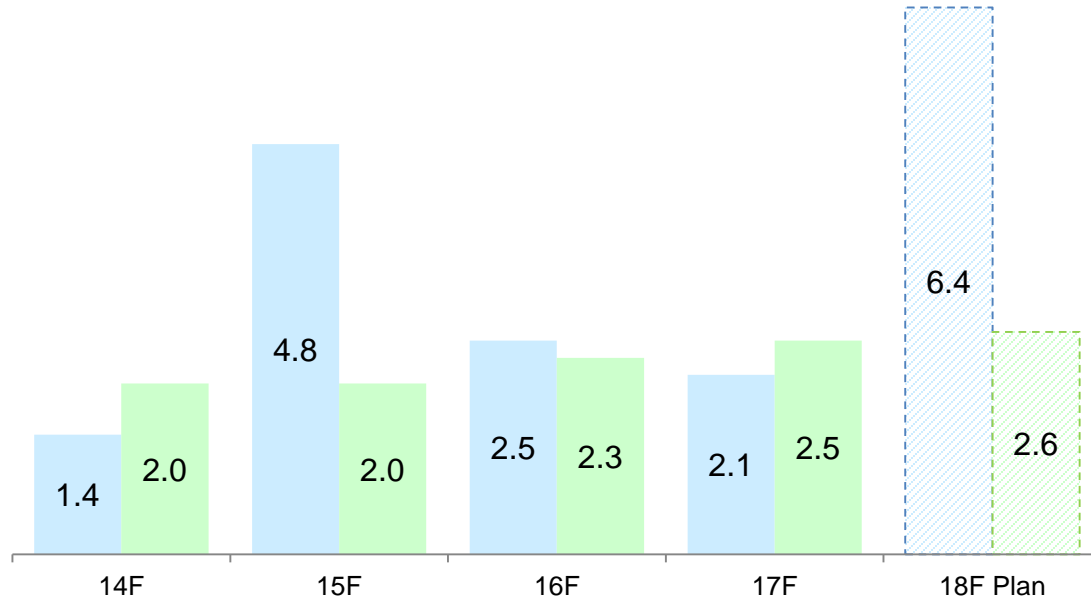
* Includes manufacturing costs for R&D



CAPEX

(JPY Billion)

■ CAPEX ■ Depreciation



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

16F: EIZO Corporation (Japan)
New building and test facilities (JPY0.6B)
for development of a new markets and products
compliant with MIL Standards
(U.S. Department of Defense).

18F Plan: EIZO GmbH (Germany)
Investment of a new facility (JPY2.2B)
for integrated administration, R&D and
manufacturing in Rülzheim.

EIZO Technologies GmbH (Germany)
New factory (JPY1.0B)



Consolidated Balance Sheets

(JPY Million)

	17F		18F1		Growth
	Amount	(%)	Amount	(%)	
Cash & Equivalents	20,394	17.1	23,095	18.9	2,701
Notes & Accounts Receivable	22,538	18.9	15,545	12.7	(6,992)
Inventories	24,777	20.8	25,842	21.2	1,065
Other	1,326	1.1	1,133	0.9	(193)
Current Assets	69,036	57.9	65,617	53.7	(3,419)
Tangible Assets	12,171	10.2	13,869	11.4	1,697
Invisible Assets	3,930	3.3	3,409	2.8	(520)
Other	34,189	28.7	39,210	32.1	5,020 *
Fixed Assets	50,291	42.1	56,489	46.3	6,198
Total	119,328	100.0	122,106	100.0	2,778
Accounts Payable	7,619	6.4	6,043	4.9	(1,576)
Other	11,039	9.3	8,276	6.8	(2,762)
Current liabilities	18,659	15.6	14,319	11.7	(4,339)
Long term liabilities	9,147	7.7	12,064	9.9	2,916
Shareholders' Equity	91,521	76.7	95,723	78.4	4,201
Total	119,328	100.0	122,106	100.0	2,778

* Increase in the valuation of investment securities due to market value of shares held



18F Plan

*Announced on 31st Oct. 2018.

(JPY Million)

	17F		18F Plan		17F vs. 18F Plan
	Amount	(%)	Amount	(%)	(%)
Net Sales	84,057	100.0	74,500	100.0	88.6
Operating Income	8,554	10.2	5,200	7.0	60.8
Ordinary Income	9,505	11.3	5,800	7.8	61.0
Net income attributable to EIZO Corporation's stockholders	7,138	8.5	4,300	5.8	60.2

	17F	18F1	18F2 Plan	18F Plan	Change
Exchange rate:USD	JPY110.85	JPY110.27	JPY112.00	JPY111.14	JPY0.29
Exchange rate:EUR	JPY129.66	JPY129.81	JPY130.00	JPY129.91	JPY0.25



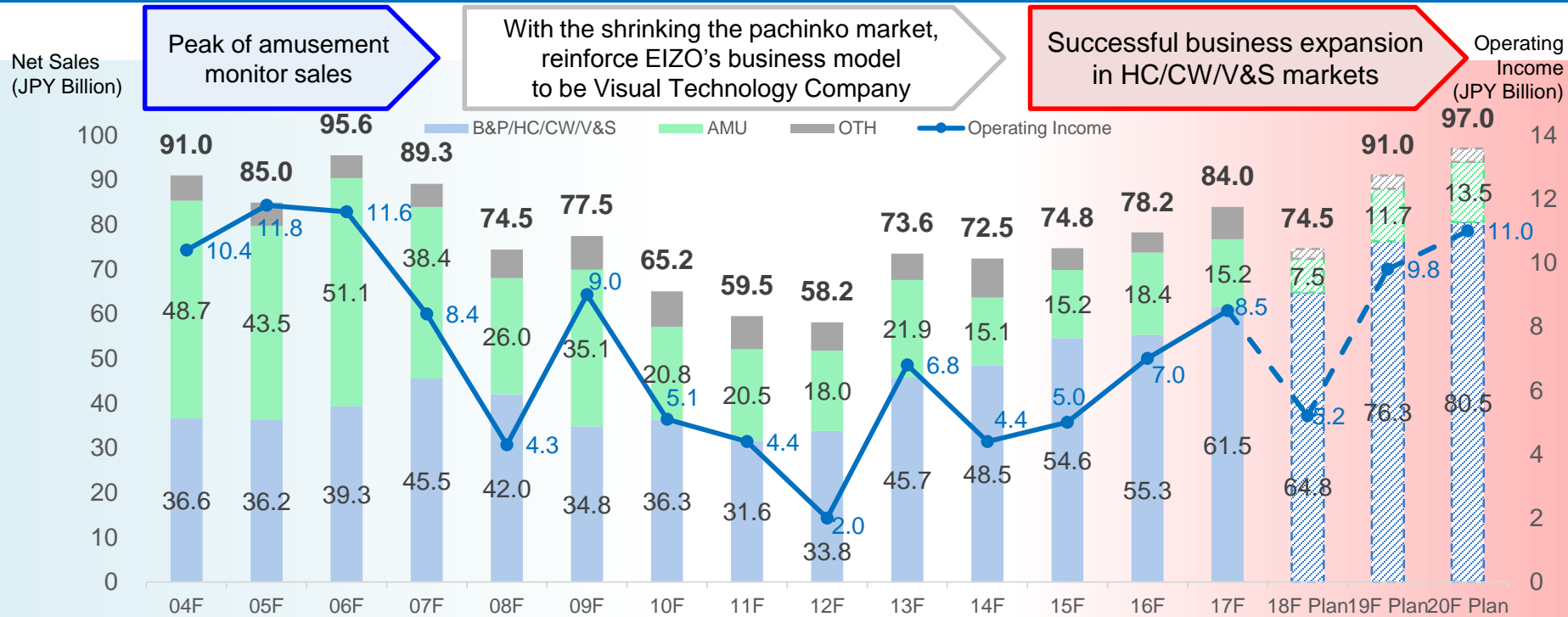
18F Plan for Net Sales by Market

(JPY Million)

	17F		18F Plan		17F vs. 18F Plan
	Amount	(%)	Amount	(%)	(%)
Business & Plus	18,111	21.5	18,500	24.8	102.1
Healthcare	29,780	35.4	31,600	42.4	106.1
Creative Work	5,749	6.8	6,300	8.5	109.6
Vertical & Specific	7,885	9.4	8,400	11.3	106.5
Amusement	15,233	18.1	7,500	10.1	49.2
Other	7,297	8.8	2,200	2.9	30.1
Total	84,057	100.0	74,500	100.0	88.6



Net Sales & Operating Income



Net Sales of Amusement /Net Sales	04F	05F	06F	07F	08F	09F	10F	11F	12F	13F	14F	15F	16F	17F	18F Plan	19F Plan	20F Plan
	53.5%	51.3%	53.5%	43.1%	34.9%	45.3%	32.0%	34.5%	31.0%	29.8%	20.8%	20.4%	23.5%	18.1%	10.1%	12.9%	13.9%



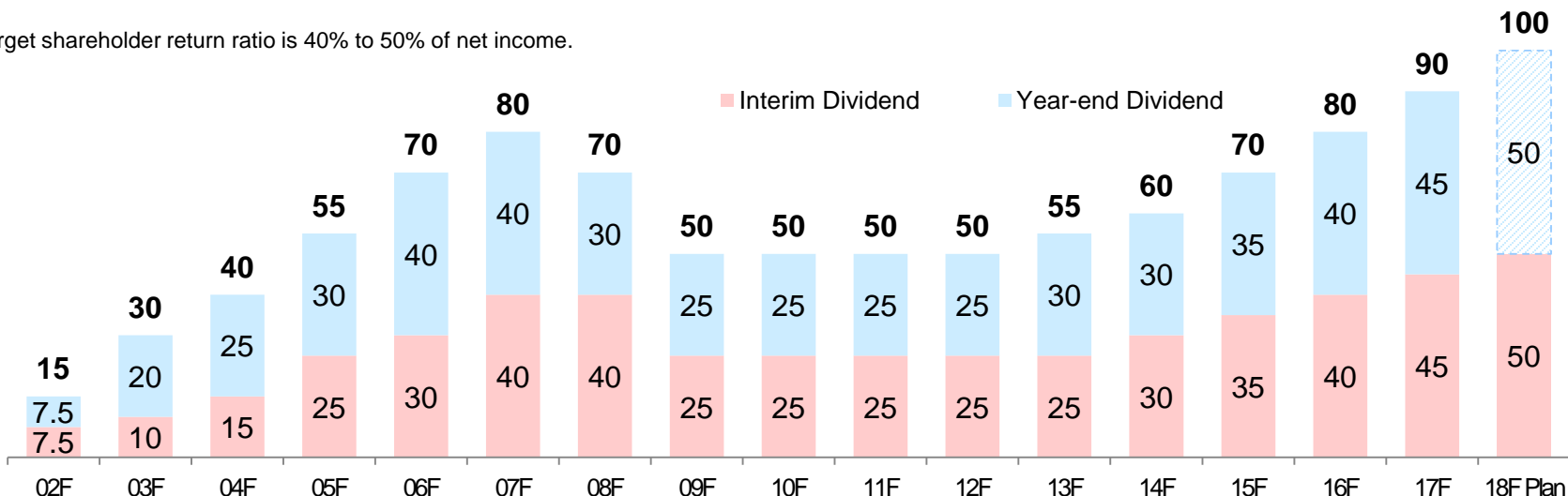
Basic Policy on Profit Distribution to Shareholders

Basic policy on profit distribution to shareholders

(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.

- Our target shareholder return ratio is 40% to 50% of net income.



	02F	03F	04F	05F	06F	07F	08F	09F	10F	11F	12F	13F	14F	15F	16F	17F	18F 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%	38.5%	35.5%	30.1%	26.9%	49.6%
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%	49.6%

- Dividend Payout Ratio (Consolidated base)

- Share buybacks 0.9 billion in 08F and 1.6 billion in 11F



Details of the Market Group

Market Group	Market / Use
Business & Plus (B&P)	<ul style="list-style-type: none">● Financial institutions● Public authorities● Educational facilities● Office use● High-end home use
Healthcare (HC)	<ul style="list-style-type: none">● Medical imaging● Diagnostic applications● Operating rooms
Creative Work (CW)	<ul style="list-style-type: none">● Publication / Printing / Photo editing● Video production
Vertical & Specific (V&S)	<ul style="list-style-type: none">● 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

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: "18F1" appearing in this presentation means "First Half Fiscal Year 2018".

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