



Consolidated Financial Highlights

Fiscal Year 2023

May 9th, 2024

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: "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) , Defense , 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. 23F Consolidated Financial Results

2. 24F Plan / Topics

3. Reference Materials

23F Consolidated Financial Highlights

Sales and Profit Decreased B&P Sales Decreased. SG&A Increased

□ **Net Sales: JPY80.4B (YoY 99.5%)**

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

□ **Operating Income: JPY3.9B (YoY 78.1%)**

- Costs of Goods improved and sales of highly profitable products increased.
- SG&A increased due to increasing wages, strengthened R&D, and increasing marketing activities.

□ **Net Income: JPY5.4B (YoY 93.1%)**

- We realized foreign exchange gains of JPY0.9B.
- We realized a JPY2.3B gain on investment security sold in 23F (vs. 22F: JPY1.9B).
Also, we realized a JPY0.6B extraordinary loss caused by the Noto Peninsula Earthquake of 2024.

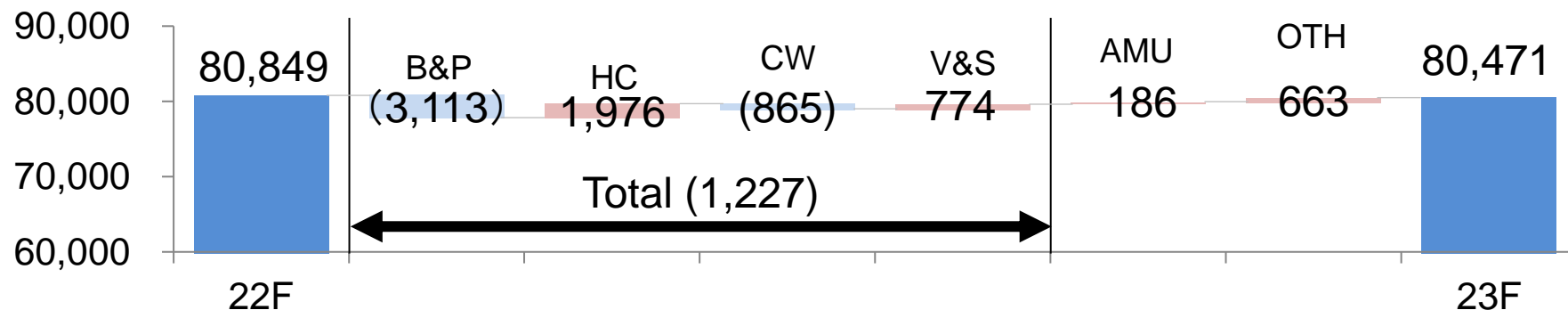
Consolidated Income Statement

(JPY Million)

	22F	23F	YoY
Net Sales	80,849	80,471	99.5%
Gross Profit	25,243	25,421	100.7%
Gross Profit / Net Sales	31.2%	31.6%	0.4pt
Selling, General and Administrative Expenses	20,241	21,512	106.3%
Operating Income	5,002	3,908	78.1%
Operating Income / Net Sales	6.2%	4.9%	(1.3pt)
Ordinary Income	6,126	6,326	103.3%
Net Income Attributable to EIZO Corporation's Stockholders	5,862	5,454	93.1%
Exchange Rate(Yearly Ave.):USD	JPY135.50	JPY144.59	JPY9.09
Exchange Rate(Yearly Ave.):EUR	JPY140.99	JPY156.75	JPY15.76

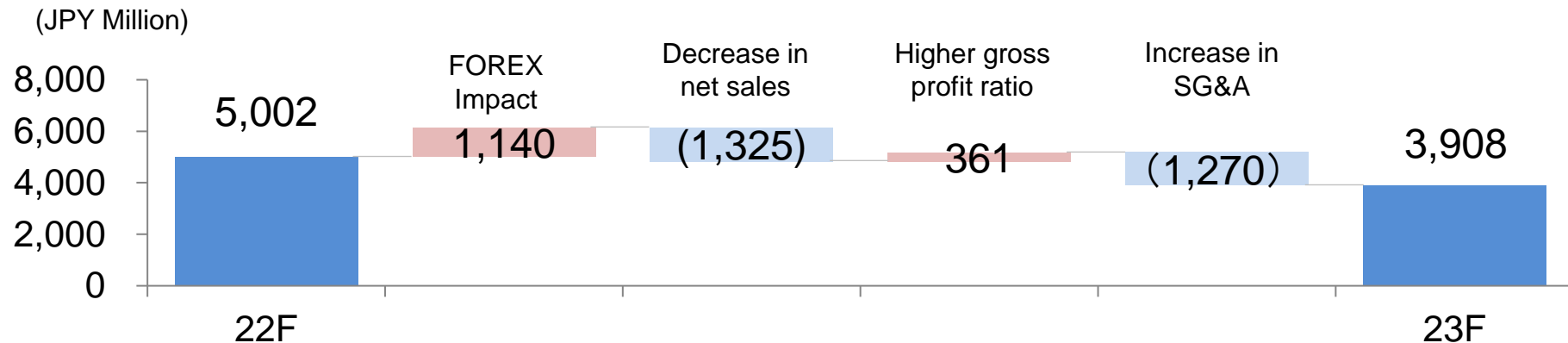
Main Factors for Changes in Net Sales

(JPY Million)



- B&P: Decreased due to postponed investments of IT equipment in target markets and an industrywide decrease in PC sales caused by the economic slowdown in Europe.
- HC: Record-high sales achieved due to increasing Endoscopy sales in Europe, North America, China, and Japan.
- CW: Decreased due to the economic slowdown in Europe and strikes in Hollywood USA.
- V&S: Increased due to increases in Maritime and Defense.
- AMU: Sales were stable low.
- OTH: Sales of commissioned development of software increased.

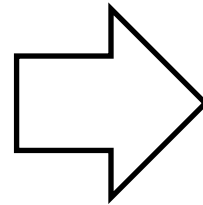
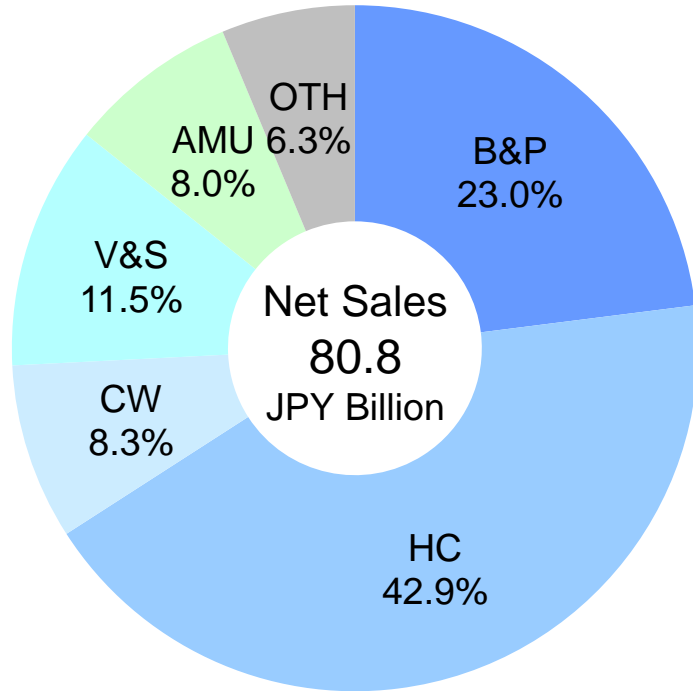
Main Factors for Changes in Operating Income



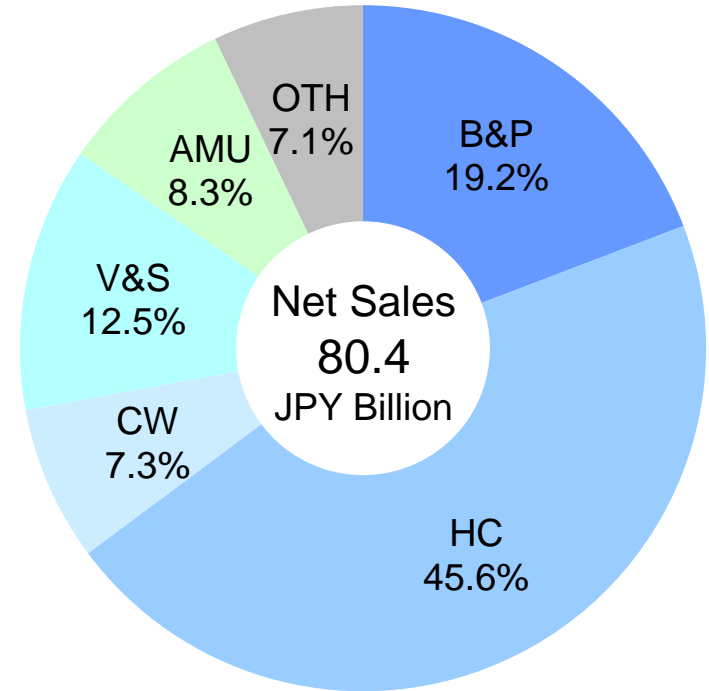
- ❑ The FOREX impact was caused by a strong EUR against the JPY.
- ❑ Costs of Goods improved and sales of highly profitable products increased. On the other hand, a decrease in sales resulted in lower production, reducing Gross Profit Ratio growth.
- ❑ SG&A increased due to increasing wages, strengthened R&D, and increasing marketing activities.

Net Sales: Composition Ratio

22F

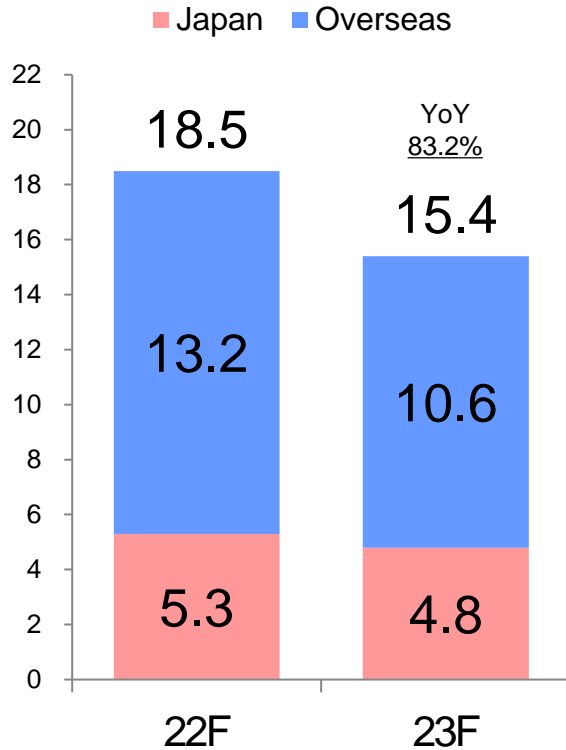


23F



Net Sales: B&P (Business & Plus)

(JPY Billion)



Overseas

- Decreased in Europe due to postponed investments of IT equipment in target markets and an industrywide decrease in PC sales caused by the economic slowdown.

Japan

- Sales decreased due to stock adjustments by distributors which had continued until 23Q2.



FlexScan EV3240X / EV2740X

Net Sales : Healthcare

(JPY Billion)



Record-high sales achieved.

Diagnostics

- ▣ Sales decreased W/W due to completion of demands which were high under COVID-19.

OR Integration

- ▣ Sales increased in Japan and Europe.

Endoscopy

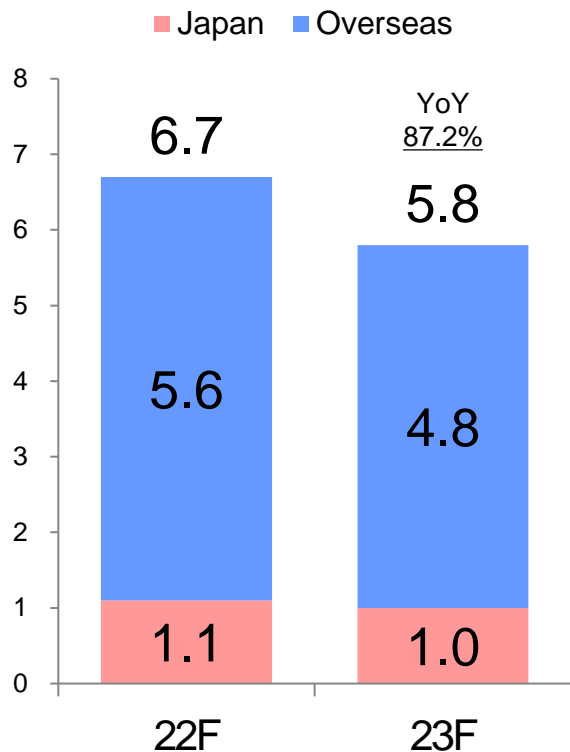
- ▣ Sales increased in Europe, North America, China, and Japan.



RadiForce MX317W

Net Sales: Creative Work

(JPY Billion)



Overseas

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

Japan

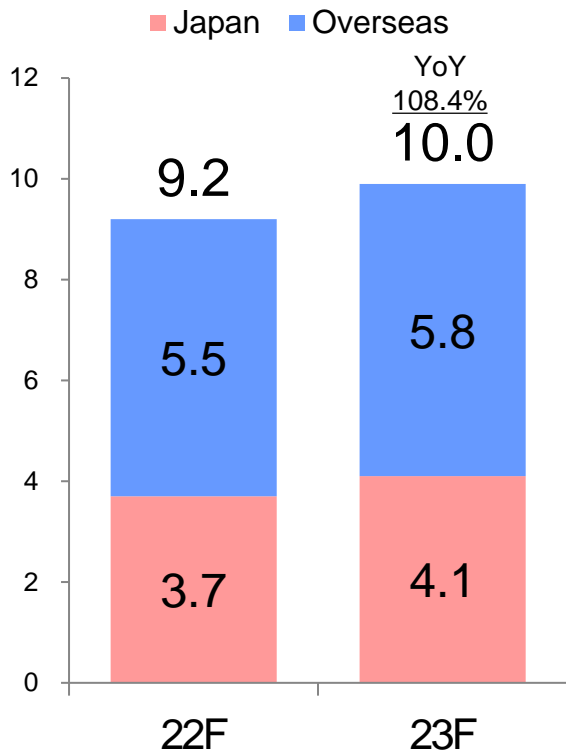
- Sales decreased because sales of new models had increased in 22F.



ColorEdge® CS2400S

Net Sales: V&S (Vertical & Specific)

(JPY Billion)



ATC (Air Traffic Control)

- ▣ Sales recovered since 23Q4 as demand recovered.

Maritime

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

S&S (Security & Surveillance)

- ▣ EVS (EIZO Visual Systems) sales increased.

Others

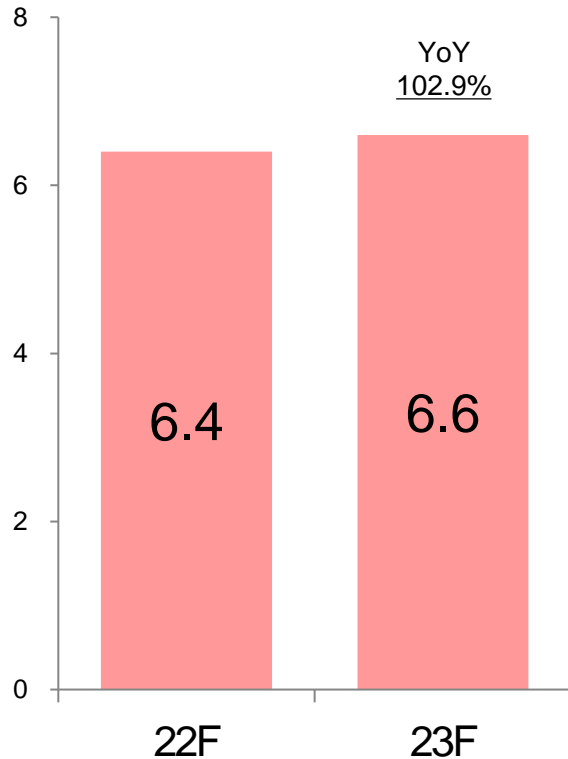
- ▣ Sales in Defense increased.



DuraVision FDX1004T

Net Sales: Amusement

(JPY Billion)



■ The market size continues to decrease as expected.



©SANYO BUSSAN CO.,LTD.

Consolidated Balance Sheets

(JPY Million)

	22F	23F	Growth
Current Assets	79,904	82,425	2,521
Cash & Equivalents	9,557	16,418	6,861
Accounts Receivable etc.*	20,661	21,223	561
Inventories	48,020	43,535	(4,485)
Tangible Assets	21,988	22,685	696
Intangible Assets	748	895	147
Investments and Other Assets	53,294	58,813	5,518
Total	155,935	164,819	8,884
Current Liabilities	19,717	19,006	(710)
Short-term loans payable	1,575	4,897	3,322
Long term Liabilities	15,638	16,388	750
Shareholders' Equity	120,580	129,424	8,843
Total	155,935	164,819	8,884

Inventories

Adjusted Raw Materials.
Also, stock contributed to a stable supply even under a lower production environment caused by the Noto Peninsula Earthquake. As a result, Finished Goods decreased.

Short-term loans payable

As a result of executing EUR denominated bank loans to hedge foreign exchange, there was an increase in borrowings.

Shareholders' Equity

Net unrealized gains on securities and foreign currency translation adjustments increased.

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

R&D / CAPEX

(JPY Billion)

	22F	23F	22F vs. 23F
R&D	6.1	6.3	102.8%
* Includes manufacturing costs			
R&D / Net Sales	7.6%	7.8%	0.2pt.
	22F	23F	22F vs. 23F
CAPEX	3.1	2.3	75.6%
Depreciation	2.3	2.6	115.3%

R&D

- Invested in key areas.

CAPEX

- New manufacturing facility
- DX (Digital transformation) investment

New MES(manufacturing execution system)

Improving efficiency in customization to meet customer needs

1. 23F Consolidated Financial Result

2. 24F Plan / Topics

3. Reference Materials

24F Plan

(JPY Million)

	23F	24F Plan	23F vs.24F Plan
Net Sales	80,471	85,000	105.6%
Gross Profit	25,421	29,300	115.3%
Gross Profit / Net Sales	31.6%	34.5%	2.9pt
Selling, General and Administrative Expenses	21,512	23,800	110.6%
Operating Income	3,908	5,500	140.7%
Operating Income / Net Sales	4.9%	6.5%	1.6pt
Ordinary Income	6,326	7,000	110.6%
Net Income Attributable to EIZO Corporation's Stockholders	5,454	5,000	91.7%
Exchange Rate(Yearly Ave.) :USD	JPY144.59	JPY155.00	JPY10.41
Exchange Rate(Yearly Ave.) :EUR	JPY156.75	JPY160.00	JPY3.25
ROA	3.9%	-	-
ROE	4.4%	-	-

Announced on May 9th, 2024.

- Economic slowdown in Europe is expected to continue, which will challenge B&P and CW.
- Sales will increase due to HC and V&S.
- Profitability will improve by sales expansion of highly profitable products such as HC and V&S.
- Invest aggressively in R&D, human resources, and business expansion in China, India, and Middle East.

Foreign Exchange Sensitivity

(Impact on Operating Income per JPY1 depreciation)

- USD: JPY70M (Negative)
- EUR: JPY140M (Positive)

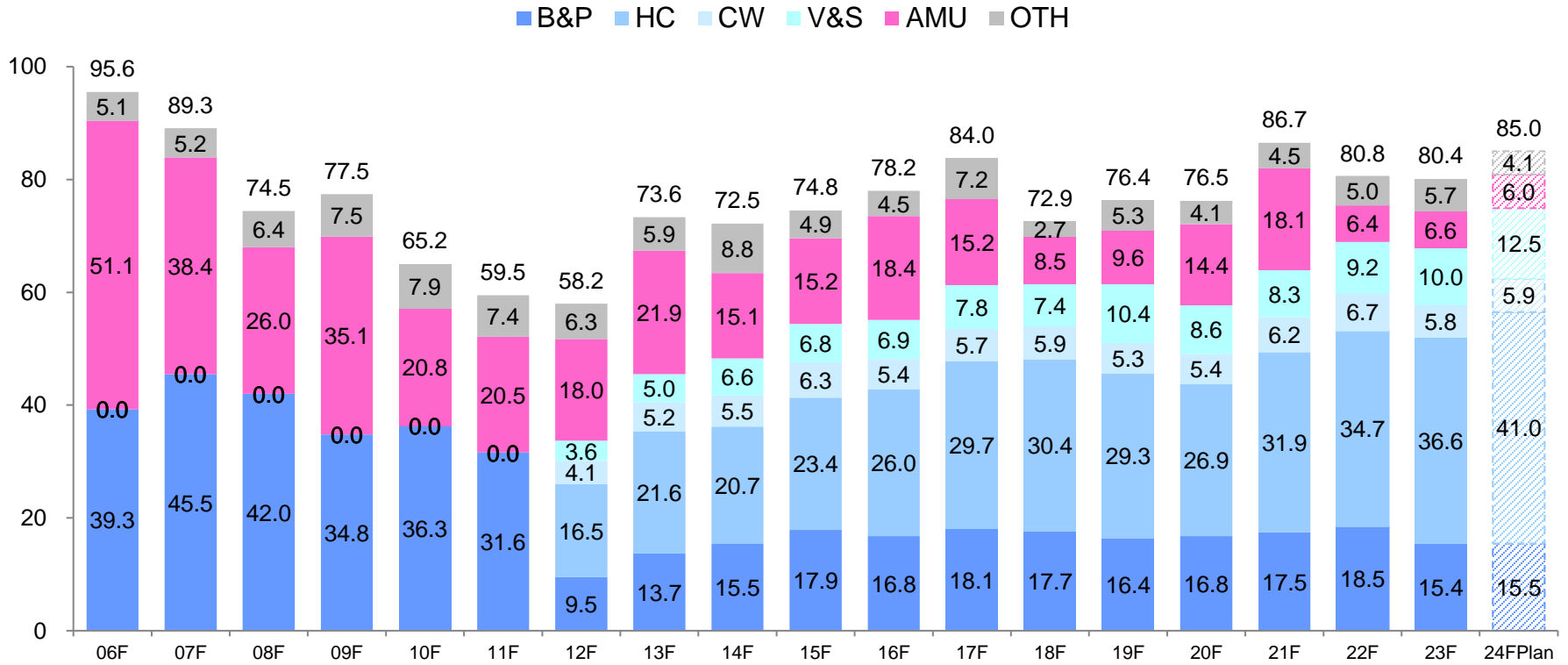
24F Plan for Net Sales by Market

(JPY Million)

	23F	(%)	24F Plan	(%)	23F vs.24F Plan(%)
B&P (Business & Plus)	15,469	19.2	15,500	18.2	100.2
Healthcare	36,690	45.6	41,000	48.2	111.7
Creative Work	5,880	7.3	5,900	6.9	100.3
V&S (Vertical & Specific)	10,043	12.5	12,500	14.7	124.5
Amusement	6,684	8.3	6,000	7.1	89.8
Other	5,702	7.1	4,100	4.9	71.9
Total	80,471	100.0	85,000	100.0	105.6

Net Sales: Overall

(JPY Billion)



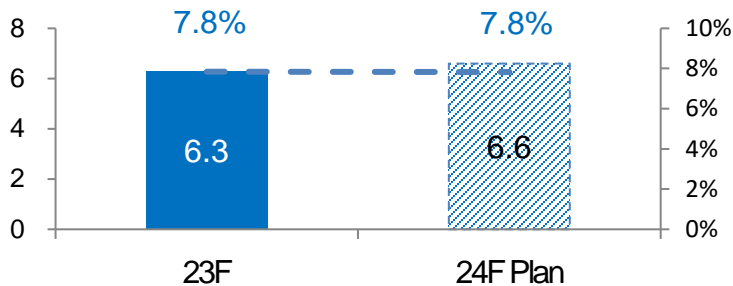
24F Plan R&D / CAPEX

(JPY Billion)

R&D

* Includes manufacturing costs

■ TOTAL — R&D / Net Sales



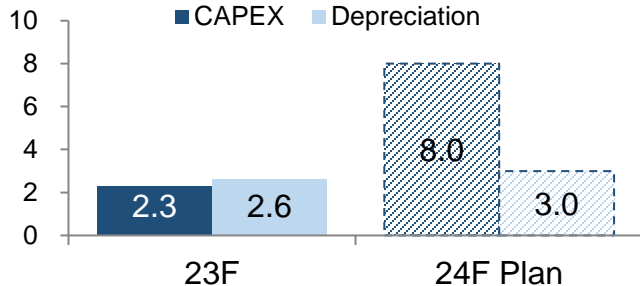
- R&D will increase ensuring investment in advanced products, especially in environmentally conscious products and EVS.
- Invest aggressively for future growth.

24F CAPEX Plan:

- New technology hub (Japan) : JPY5.2B
Build a new technology hub to strengthen R&D and customer service capabilities for future growth
- EIZO Display Technologies (China)
Production capacity for China increase : JPY0.4B

CAPEX / Depreciation

■ CAPEX ■ Depreciation



Topic 1

EIZO Expands Business in Middle East where Strong Economic Development is Expected to Continue

- Wholly-owned subsidiary in the Kingdom of Saudi Arabia, EIZO Middle East Ltd. is scheduled to formally be established and begin operations in 24Q1.

Be No.1 in Vertical Markets

Diversify into various industrial markets as successfully done in the HC market where we already achieved No.1:

- Increase customer confidence
- Implement flexible sales measures

Strengthen Global Sales Structure

- EIZO's 12th wholly-owned overseas subsidiary
- Expand sales to many global EIZO customers, as they are also expanding their investment into the Middle East

Topic 2

EVS Expansion: Remote Control Solutions for Construction Machinery EIZO Collaborates with Hitachi Construction Machinery

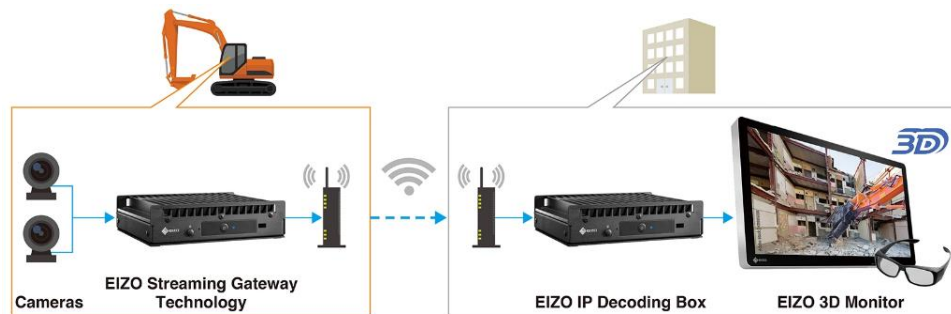
- The construction industry challenges; safety, productivity, working conditions, and labor shortages
→ The demand for remote control and automatic operation of construction machinery has increased

Technical Challenges

- Image depth perception
- Stable transmission

EIZO's Solutions

- Real-time image processing system
- Streaming Gateway function
- Real-time 3D display technology



Aim to contribute to early recovery from natural disasters and address social issues

Topic 3

EIZO Makes the 2023 Climate Change A List by Obtaining the Highest Score from the CDP(*)

- Climate Change A List: 346 out of 21,000 companies (Top 2%)

Visualizing EIZO's Value

- Environmentally conscious products
- Disclosure based on TCFD recommendations
- Obtaining SBT certification for its GHG (greenhouse gas) emission reduction targets
- Establishing its “Transition to Net Zero” climate transition plan

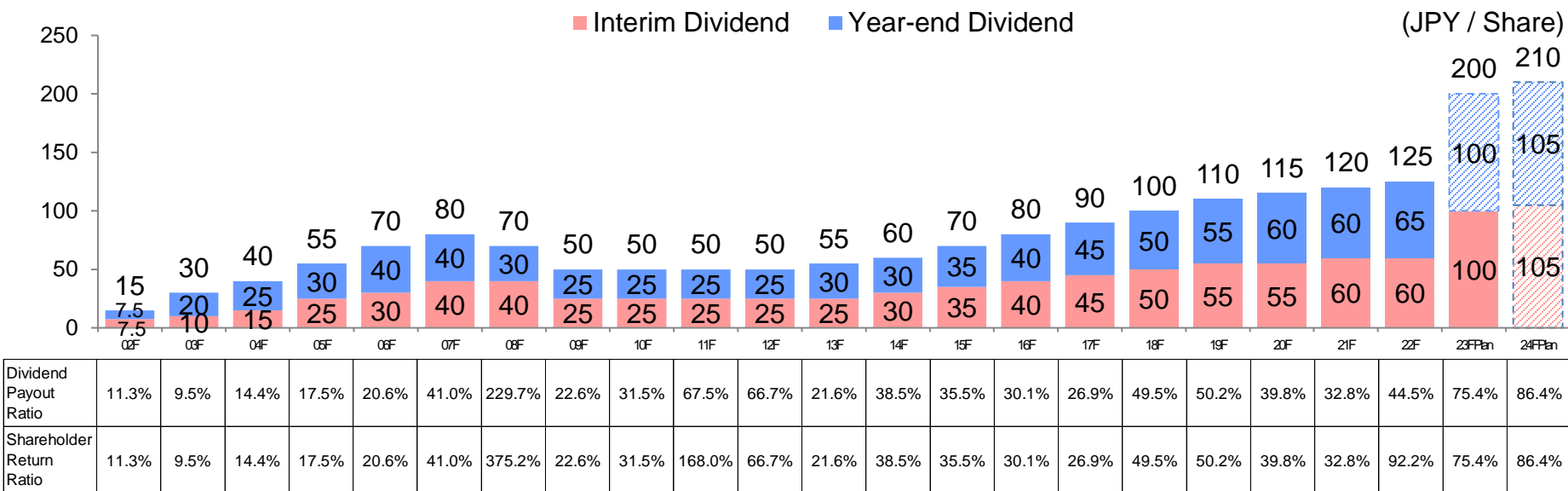
(*)CDP is a not-for-profit charity that runs the environmental disclosure and assessment system for companies, cities, states, and regions to manage their environmental impacts and is widely recognized as the global standard for this topic.



CLIMATE

Profit Distribution to Shareholders

Our key management objective is to achieve sustainable growth through business expansion and performance improvement, while maintaining financial soundness and providing returns to shareholders. As of 23F, we have strengthened our shareholder returns by setting a target level for the shareholder return ratio at 70% of current net income (previously 40-50%). We plan to continue the trend of increasing dividends for the 11th consecutive term as of 23F. During the period of the 8th Mid-Term Business Plan (24F-26F), we will continue to strengthen shareholder returns. The target level for the rate of return will be set at 70% or more of consolidated current net income and we will flexibly determine the rate of return depending on performance, the business environment, and funding requirements for growth investments.



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



1. 23F Consolidated Financial Result

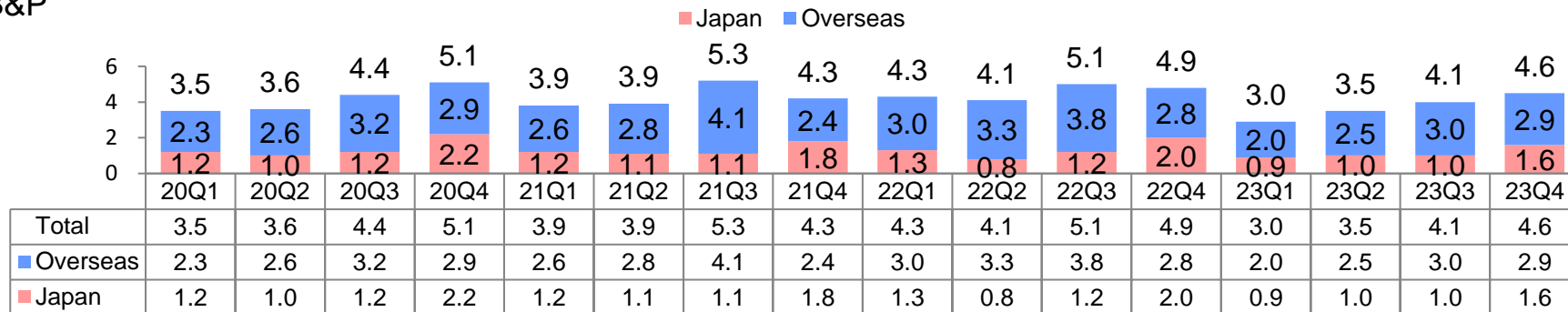
2. 24F Plan / Topics

3. Reference Materials

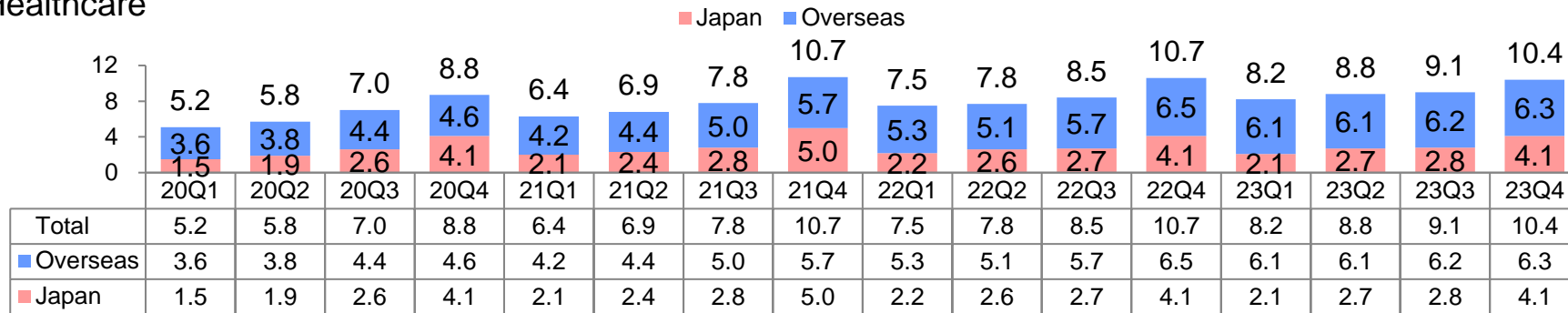
Net Sales: B&P / Healthcare

(JPY Billion)

B&P



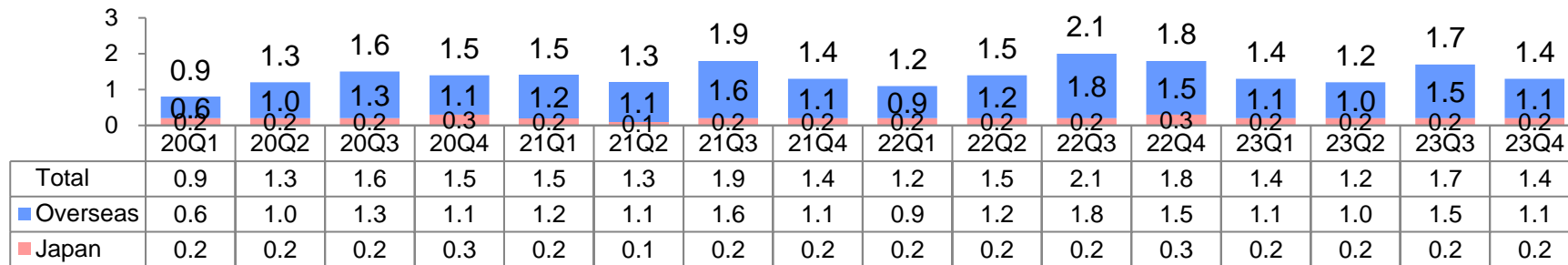
Healthcare



Net Sales: Creative Work / V&S

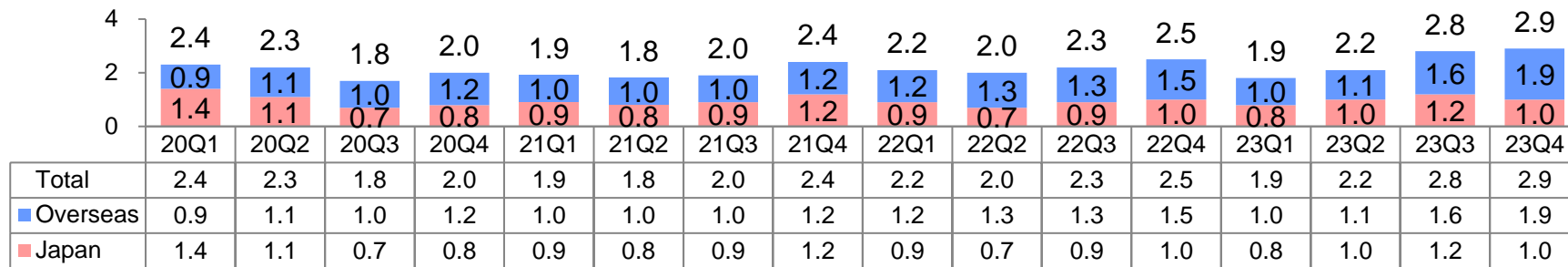
(JPY Billion)
Creative Work

■ Japan ■ Overseas



V&S

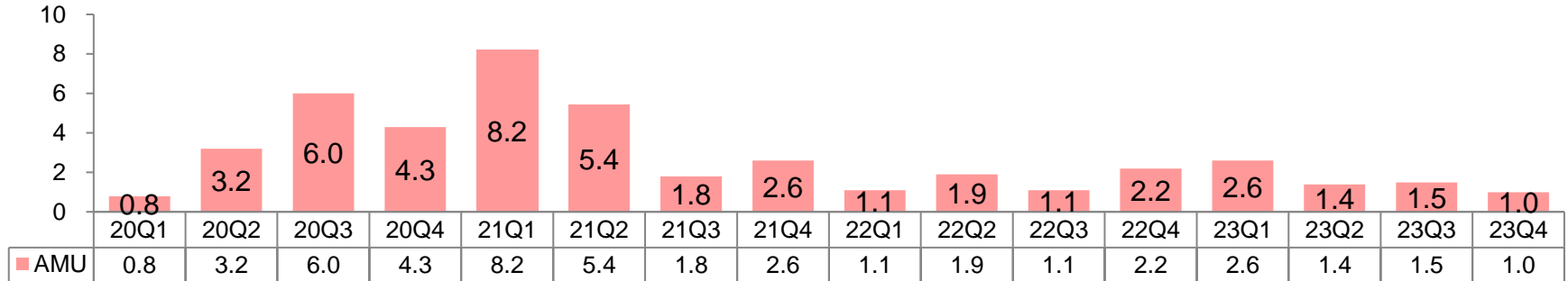
■ Japan ■ Overseas



Net Sales: Amusement / Other

(JPY Billion)

Amusement

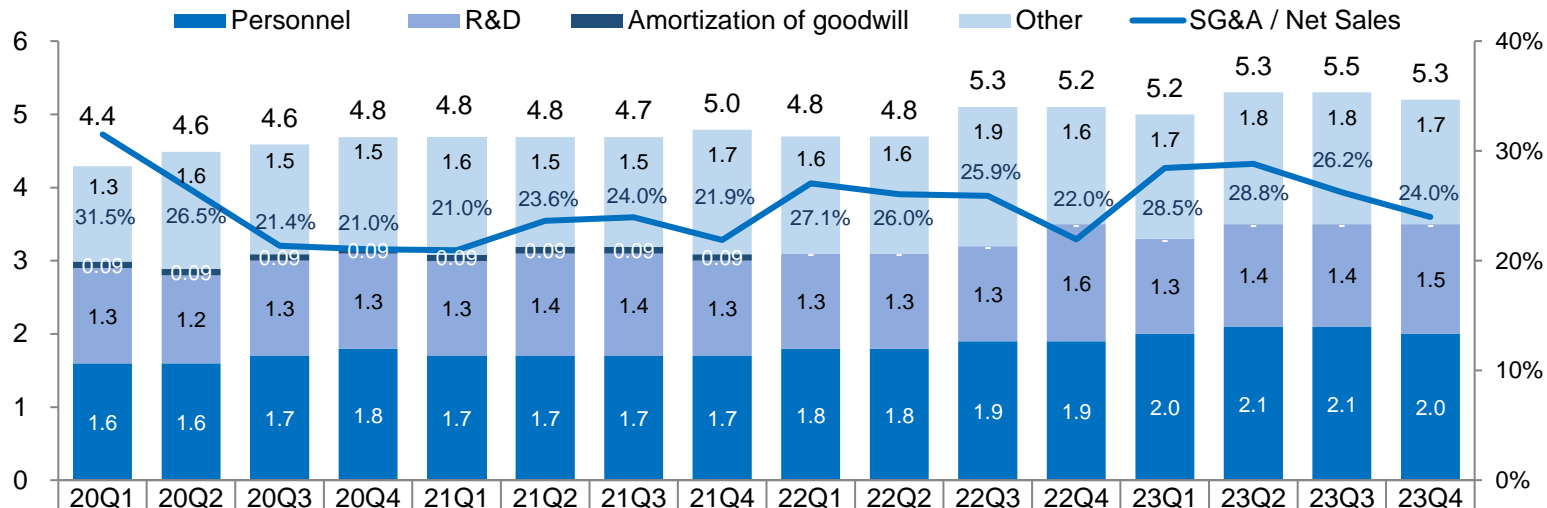


Other



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	5.5	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	1.8	1.7
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	1.4	1.5
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	2.1	2.0
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%	26.2%	24.0%



Visit us online
www.eizoglobal.com