



# Consolidated Financial Highlights

**18F**  
**Fiscal Year**

**EIZO Corporation**

6737

May 10th, 2019

## 1.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

## 2.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: "18F" appearing in this presentation means "Fiscal year 2018", that is Fiscal year ended March 31, 2019.



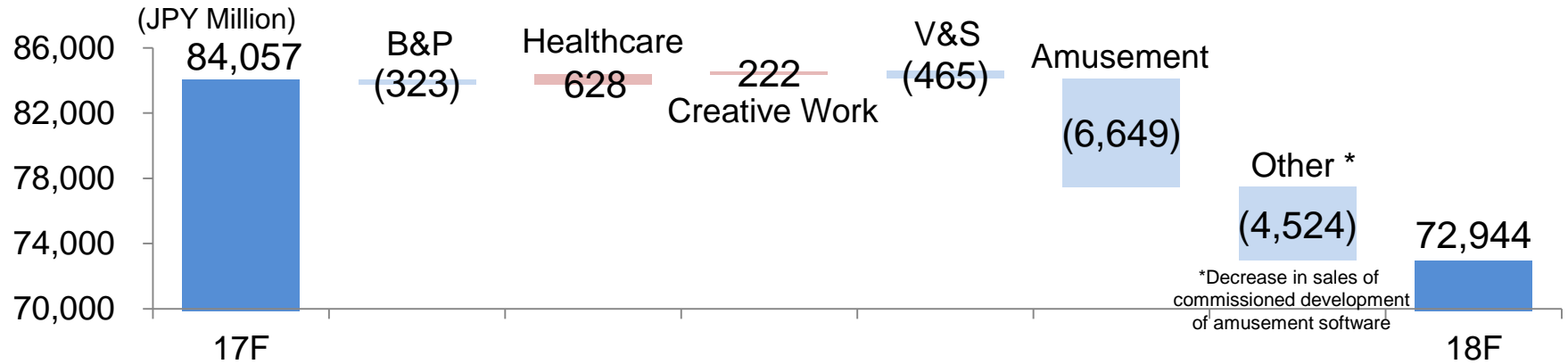
# Consolidated Income Statement

(JPY Million)

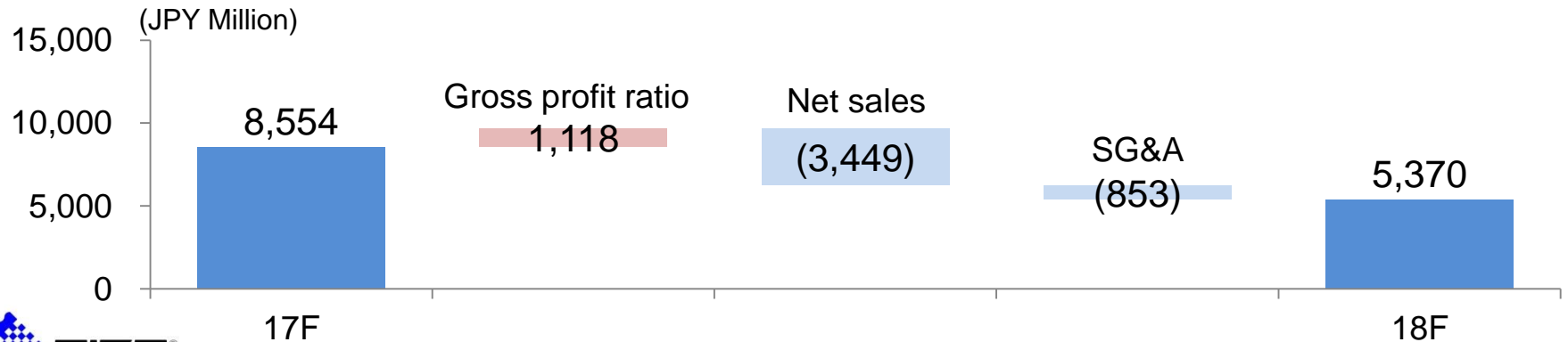
	17F		18F		17F vs. 18F	19F Plan	
	Amount	(%)	Amount	(%)	(%)	Amount	(%)
Net Sales	84,057	100.0	72,944	100.0	86.8	79,000	108.3
Cost of Goods Sold	57,972	69.0	49,188	67.4	84.8	52,500	106.7
Gross Profit	26,085	31.0	23,755	32.6	91.1	26,500	111.6
Selling, general and administrative expenses	17,531	20.9	18,385	25.2	104.9	19,700	107.2
Operating Income	8,554	10.2	5,370	7.4	62.8	6,800	126.6
Non-operating income/expenses	951	1.1	340	0.5	35.8	600	176.4
Ordinary Income	9,505	11.3	5,710	7.8	60.1	7,400	129.6
Income before income taxes	9,505	11.3	5,710	7.8	60.1	7,400	129.6
Net income attributable to EIZO Corporation's stockholders	7,138	8.5	4,308	5.9	60.4	5,300	123.0
Exchange rate:USD	JPY110.85		JPY110.93		JPY0.08	JPY112.00	JPY1.07
Exchange rate:EUR	JPY129.66		JPY128.45		(JPY1.21)	JPY125.00	(JPY3.45)
Foreign exchange sensitivity (Impact on Operating Income due to a JPY1 appreciation)		USD	JPY110M Positive			JPY100M Positive	
		EUR	JPY160M Negative			JPY160M Negative	



# Main Factors for Changes in Net Sales

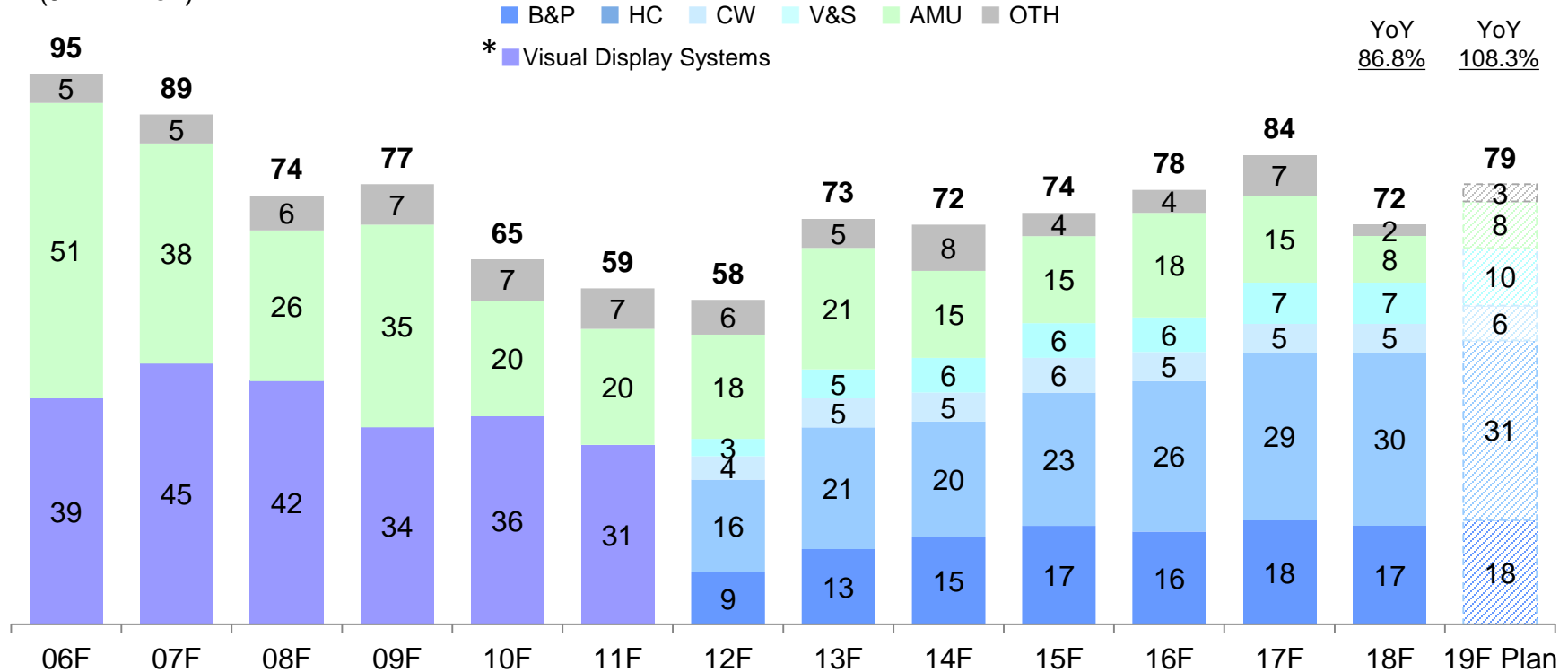


# Main Factors for Changes in Operating Income



# Net Sales: Overall

(JPY Billion)

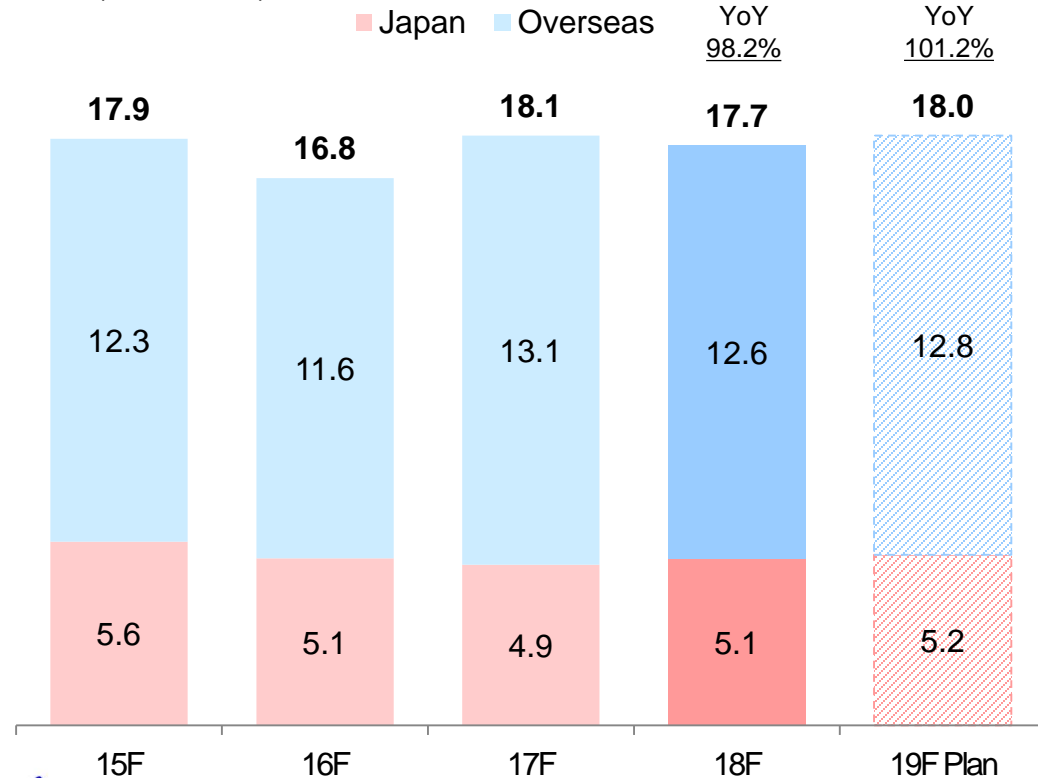


\* Visual Display Systems previously used segments which included B&P, HC, CW and V&S.



# Net Sales: Business & Plus

(JPY Billion)



FlexScan EV3285

YoY

Total: 98.2%

Overseas: 96.2%

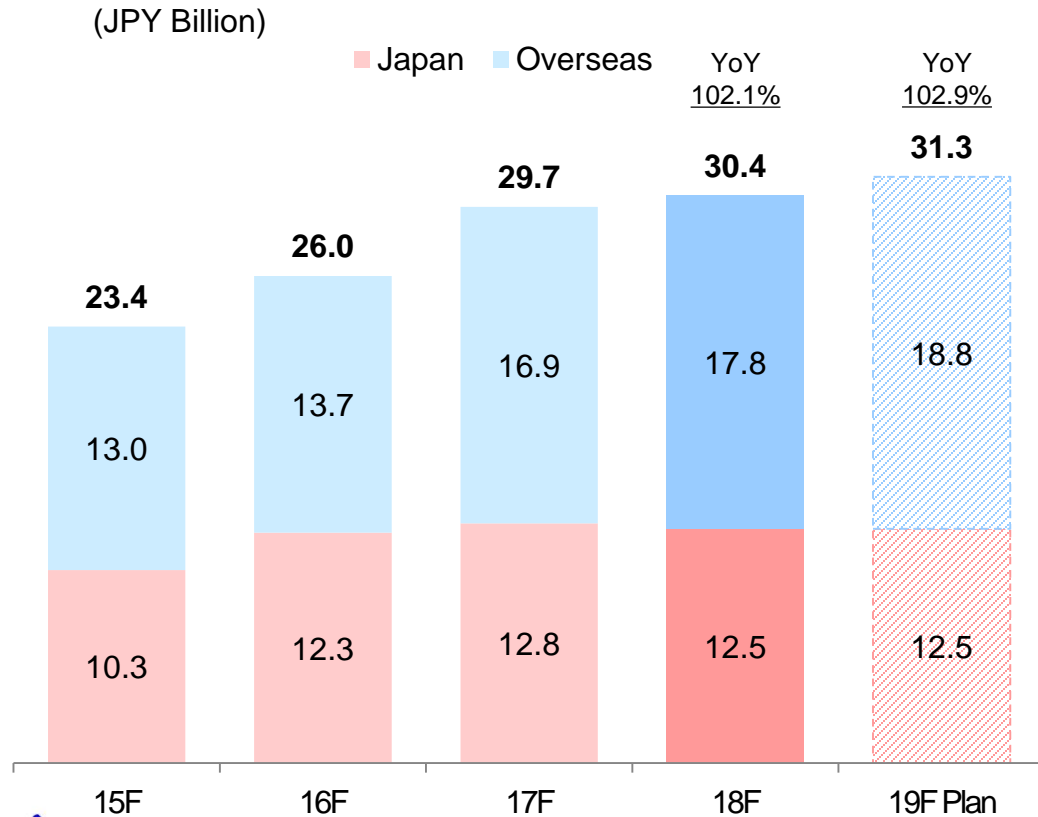
Sales remained stable due to increasing sales in Germany.

Japan: 103.6%

Sales increased due to growing sales of larger sized monitors, particularly in Q4.



# Net Sales: Healthcare



YoY

Total: 102.1%

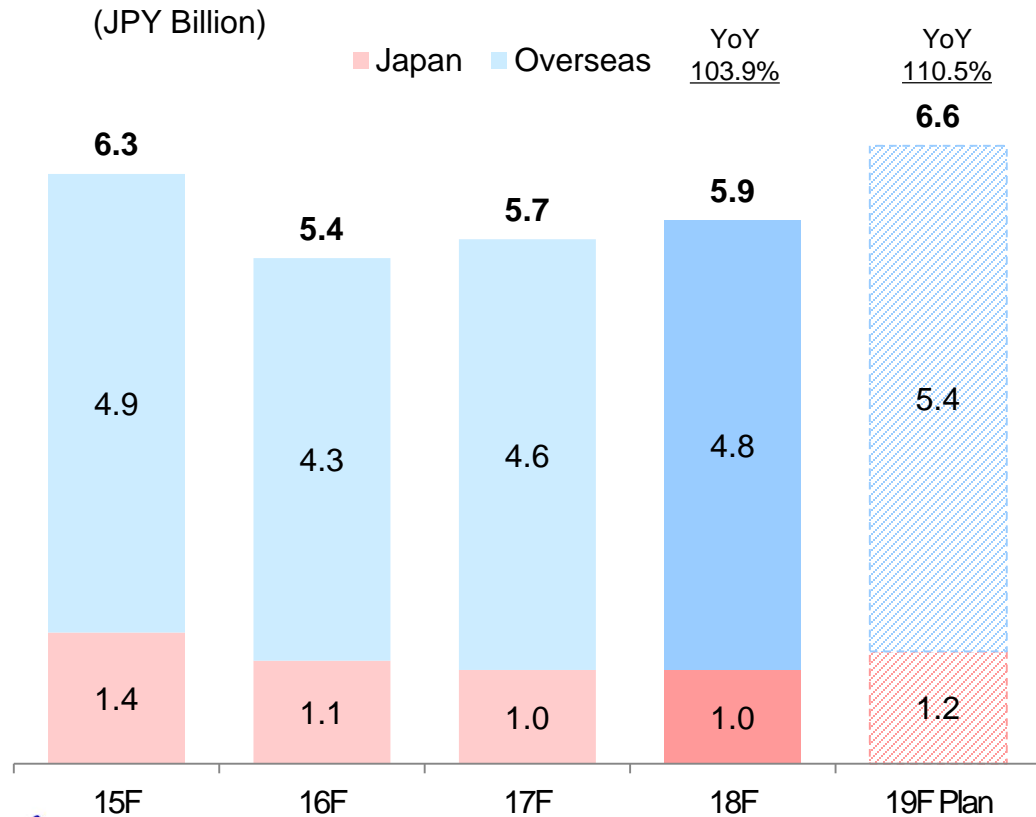
Overseas: 105.2%

Sales increased due to growing sales for operating rooms in Europe and increasing sales for diagnostic use in North America and Southeast Asia.

Japan: 98.0%

Sales decreased due to a strategic realignment away from non-profitable distribution business in system integration. Despite this, sales including Carina System Corp. increased particularly in Q4.

# Net Sales: Creative Work



ColorEdge CG279X

YoY

Total: 103.9%

Overseas: 104.2%

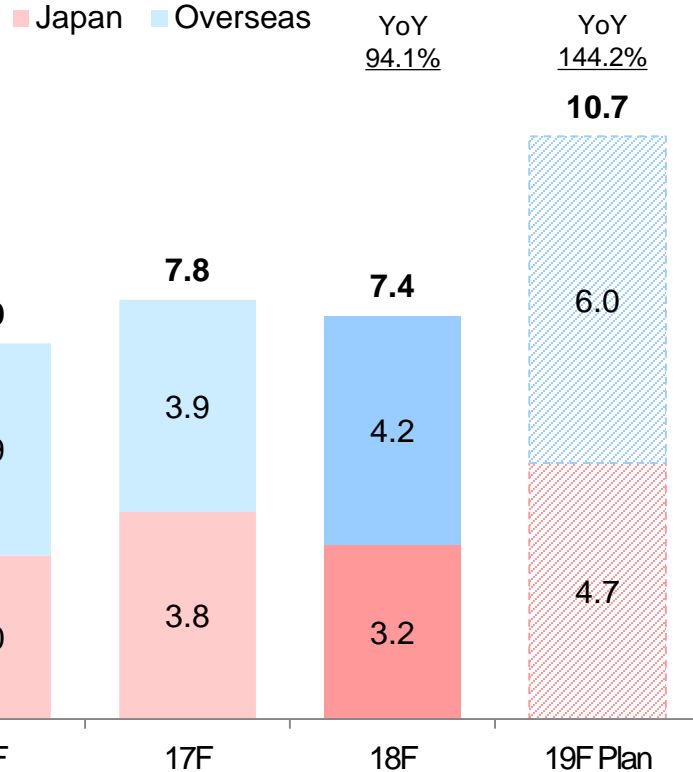
Japan: 102.2%

Sales in the Media & Entertainment market continuously increased, particularly in regards to monitors with HDR gamma support and 4K models worldwide.



# Net Sales: Vertical & Specific

(JPY Billion)



YoY

Total: 94.1%

Overseas: 105.6%

Sales increased due to growing sales in ATC\* in North America and steadily growth in Security & Surveillance driven by cross-selling.

\*ATC: Air Traffic Control

Japan: 82.4%

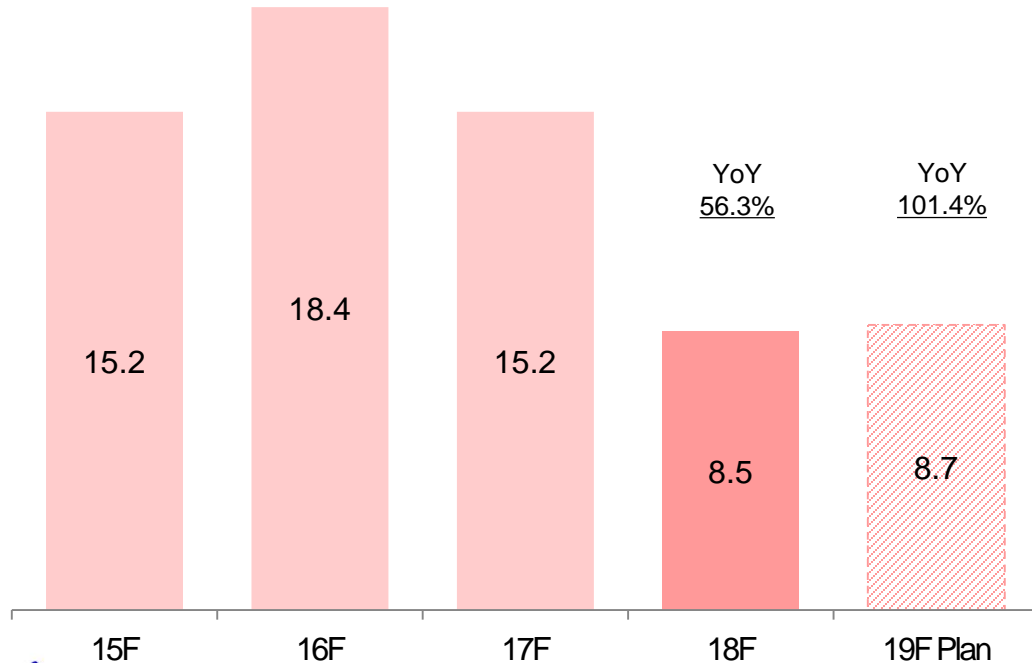
Sales decreased due to large project successes in 17F.

Sales steadily increased in Maritime.



# Net Sales: Amusement

(JPY Billion)



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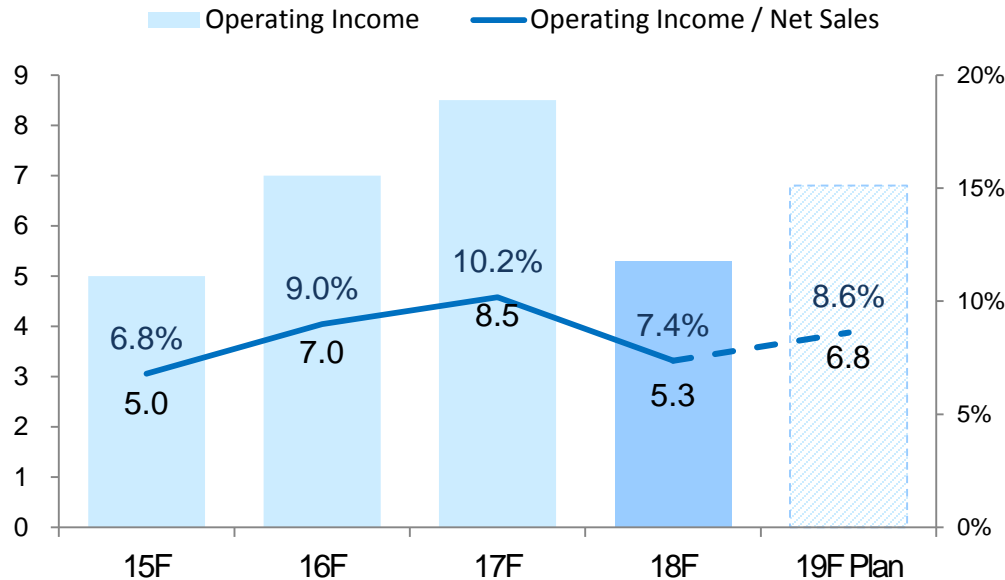
YoY

Total: 56.3%

Sales decreased due to the industry's conservative purchasing policy as well as a postponing of the release of new models due to the effects of new regulations.

# Operating Income

(JPY Billion)



YoY

Total: 62.8%

Operating income decreased because of reduced sales in AMU. Despite this, the gross profit ratio rose due to increasing sales of more profitable products in HC, CW and V&S. In addition, SG&A increased because of amortization of goodwill arising from the acquisition of Carina System Corp.

ROA(%)	5.4	6.5	8.1	4.7
ROE(%)	5.3	6.9	8.1	4.6
DOE(%)	1.9	2.1	2.2	2.3
EBITDA (JPY Billion)	7.7	9.4	12.1	8.4

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

ROE (Return on Equity): Net Income/ Equity

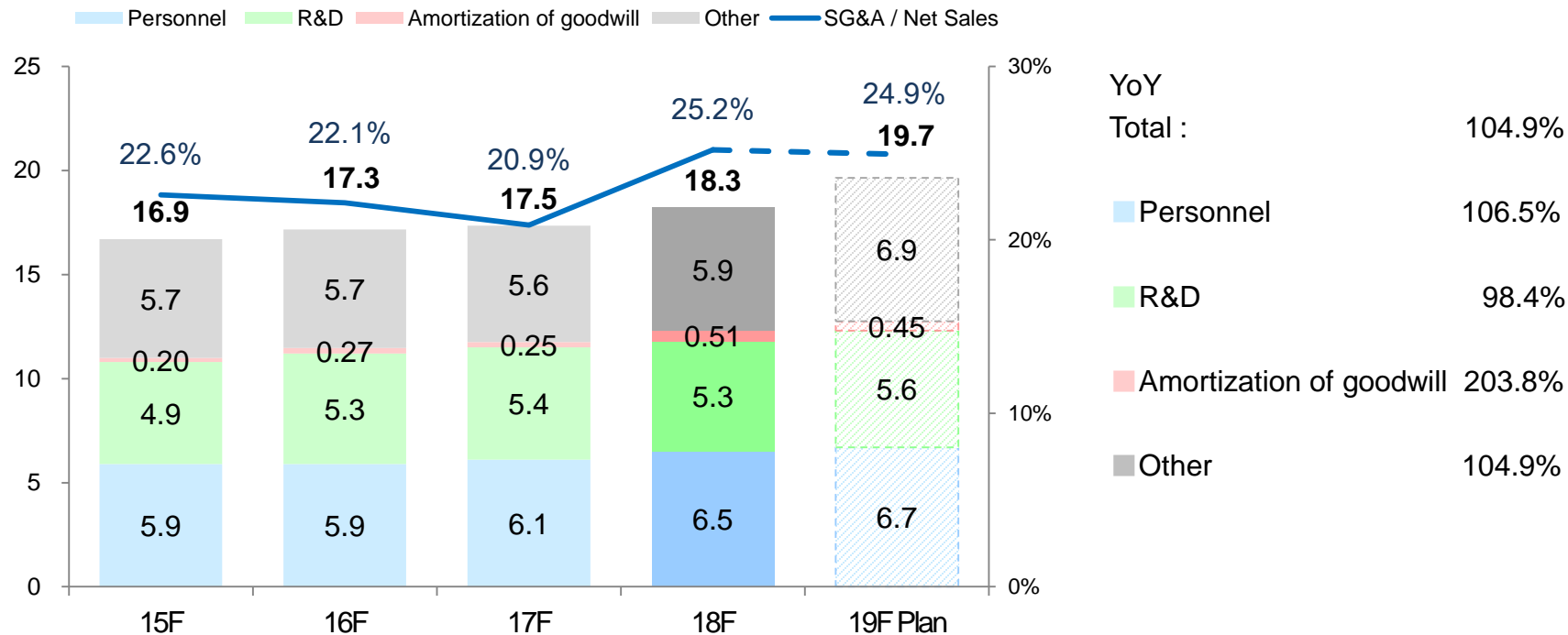
DOE (Dividends on Equity): Dividends/ Equity

EBITDA: Earnings before interest, tax, depreciation and amortization



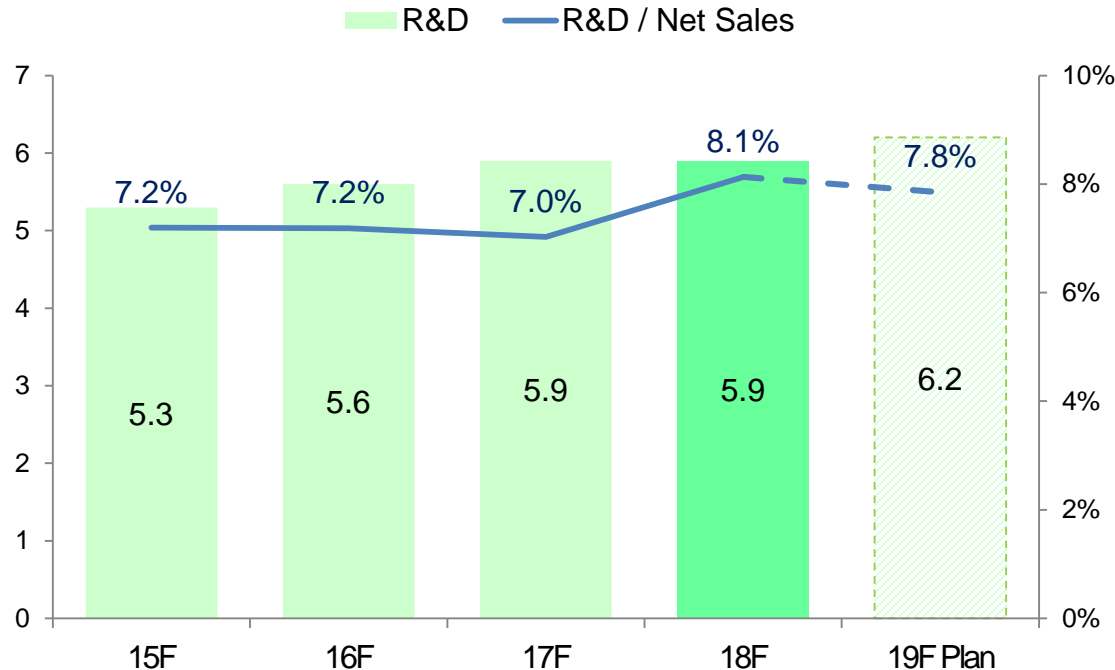
# Selling, General and Administrative Expenses

(JPY Billion)



# Research and Development

(JPY Billion)



YoY

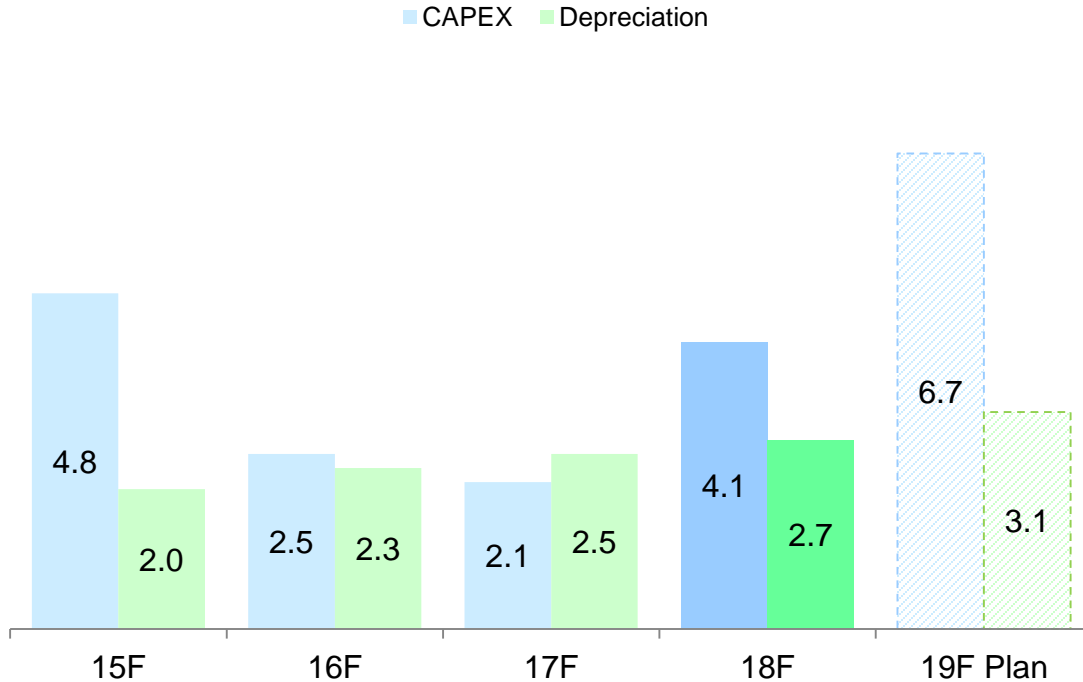
Total: 100.4%

R&D increased due to the acquisition of Carina System Corp. This was balanced by the heavy investment in endoscopy that we undertook in 17F resulting in a stable overall investment.

\* Includes manufacturing costs for R&D

# CAPEX

(JPY Billion)



EIZO GmbH (Germany)  
New facility for integrated administration,  
R&D and manufacturing in Rülzheim  
Total JPY2.5B  
(18F:JPY1.2B 19FPlan:JPY0.7B)

EIZO Technologies GmbH (Germany)  
New factory in Benzweg  
Total JPY1.1B  
(18F:JPY0.7B 19F Plan:JPY0.3B)

EIZO Limited (UK)  
New building in Ascot  
Total JPY0.7B  
(19F Plan:JPY0.6B)

EIZO MS Corporation (Japan)  
New factory in Hakui  
Total JPY2.6B  
(19F Plan:JPY1.0B)



# Consolidated Balance Sheets

(JPY Million)

	17F		18F		Growth
	Amount	(%)	Amount	(%)	
Cash & Equivalents	20,394	17.1	16,399	13.5	(3,995)
Notes & Accounts Receivable	22,538	18.9	17,246	14.2	(5,291)
Inventories	24,777	20.7	28,377	23.4	3,600
Other	1,326	1.1	2,144	1.8	817
Current Assets	69,036	57.8	64,167	52.8	(4,868)
Tangible Assets	12,171	10.2	14,321	11.8	2,149
Intangible Assets	4,099	3.4	3,219	2.7	(880)
Other	34,189	28.6	39,715	32.7	5,526
Fixed Assets	50,460	42.2	57,256	47.2	6,795
<b>Total</b>	<b>119,497</b>	<b>100.0</b>	<b>121,423</b>	<b>100.0</b>	<b>1,926</b>
Accounts Payable	7,619	6.4	6,695	5.5	(923)
Other	11,039	9.2	8,977	7.4	(2,062)
Current liabilities	18,659	15.6	15,673	12.9	(2,985)
Long term liabilities	9,316	7.8	10,826	8.9	1,509
Shareholders' Equity	91,521	76.6	94,924	78.2	3,402
<b>Total</b>	<b>119,497</b>	<b>100.0</b>	<b>121,423</b>	<b>100.0</b>	<b>1,926</b>

\*Figures for previous fiscal year end have been changed in conjunction with determination of provisional accounting treatment.

Changes: Intangible Assets increased by JPY169 million, Long term liabilities increased by JPY169 million



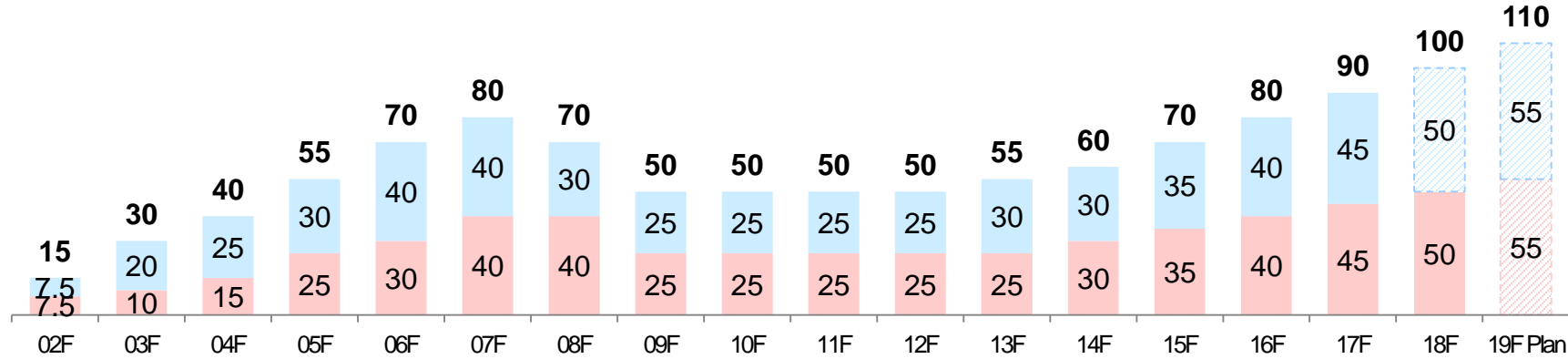
# Basic policy on profit distribution to shareholders

## 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.

■ Interim Dividend ■ Year-end Dividend



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%	44.2%
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%	44.2%







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