



Consolidated Financial Highlights

21F

First Quarter

July 30th, 2021

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: "21Q1" appearing in this presentation means "First Quarter Fiscal year 2021".

"21F" appearing in this presentation means "Fiscal year 2021", that is Fiscal year ended March 31, 2022.

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. 21Q1 Consolidated Financial Results

2. 21F Plan / Topics

3. Reference Materials

21Q1 Consolidated Financial Highlights

Sales & Operating Income Increased

Steady Sales in B&P, HC & CW. Increasing Sales in AMU.

- Under severe supply conditions caused by the shortage of semiconductors, our inventory strategy ensured we could continue stable supply contributing to strong sales.
 - B&P: Overseas sales were steady mainly in Europe due to high investment in IT equipment. Sales in Japan increased because of capital investment previously postponed.
 - HC: Overseas sales were steady due to a healthy demand for diagnostic and endoscopy applications. Sales in Japan recovered slightly as hospitals eased entry restrictions.
 - AMU: In a slow market, sales increased due to new compliance regulations and previously postponed sales due to the temporary closure of pachinko parlors nationwide in 20Q1.
- Operating Income increased significantly. Gross profit ratio increased by 5.7pt compared to 20Q1. SG&A increased as expenses in 20Q1 for sales & marketing were controlled strictly.

Consolidated Income Statement

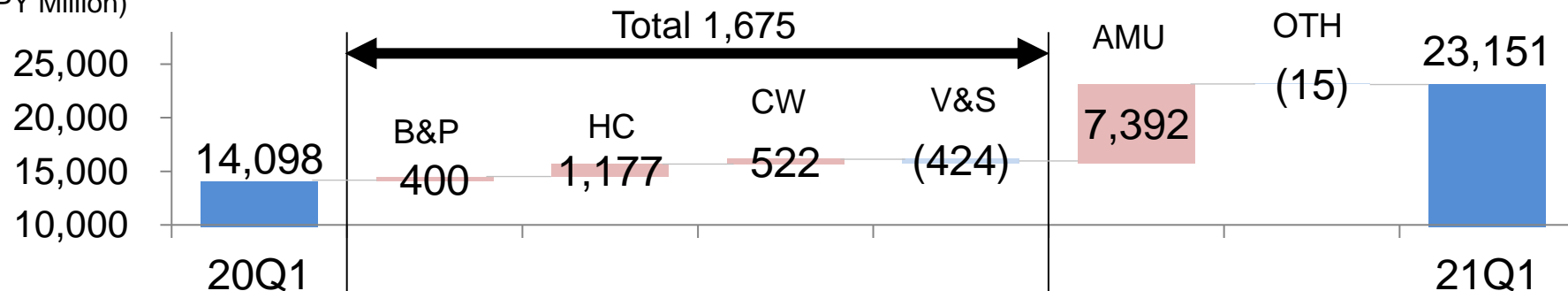
(JPY Million)

	20Q1	21Q1	QoQ
Net Sales	14,098	23,151	164.2%
Gross Profit	4,613	8,890	192.7%
Gross Profit / Net Sales	32.7%	38.4%	5.7pt
Selling, General and Administrative Expenses	4,441	4,850	109.2%
Operating Income	171	4,039	2,355.3%
Operating Income / Net Sales	1.2%	17.4%	16.2pt
Ordinary Income	585	4,579	781.9%
Net Income Attributable to EIZO Corporation's Stockholders	390	3,166	811.1%
Exchange Rate(Quarterly Ave.):USD	JPY107.63	JPY109.52	JPY1.89
Exchange Rate(Quarterly Ave.):EUR	JPY118.58	JPY131.94	JPY13.36



Main Factors for Changes in Net Sales

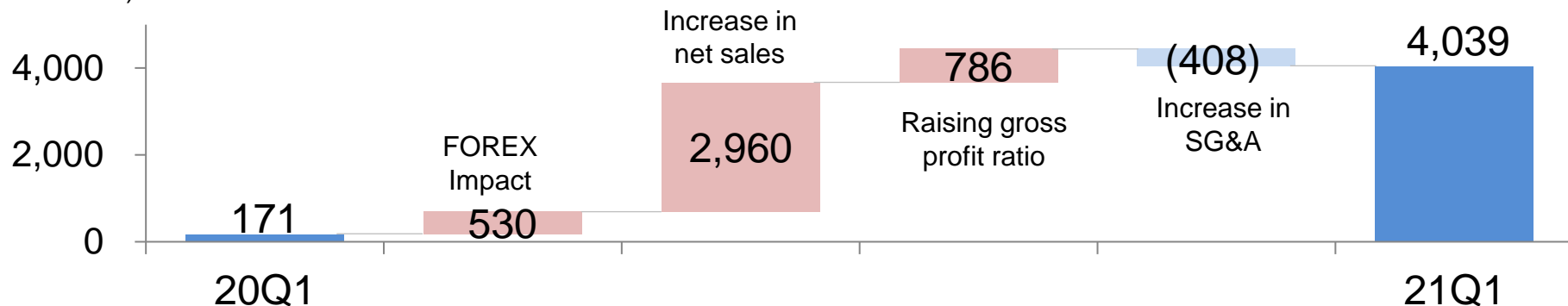
(JPY Million)



- B&P: Sales increased both in Japan and overseas supported by high investment in IT equipment.
- HC: Overseas sales were steady in diagnostics and endoscopy applications. Sales in Japan recovered gradually as hospitals eased entry restrictions.
- CW: Sales increased in Europe and Media & Entertainment sales recovered gradually in North America due to the resumption of market activity.
- V&S: Sales decreased due to completion of some programs of advanced product customization in Japan.
- AMU: Sales increased due to new compliance regulations and previously postponed sales due to the temporary closure of pachinko parlors nationwide in 20Q1.
- OTH: Sales of commissioned development of software decreased.

Main Factors for Changes in Operating Income

(JPY Million)



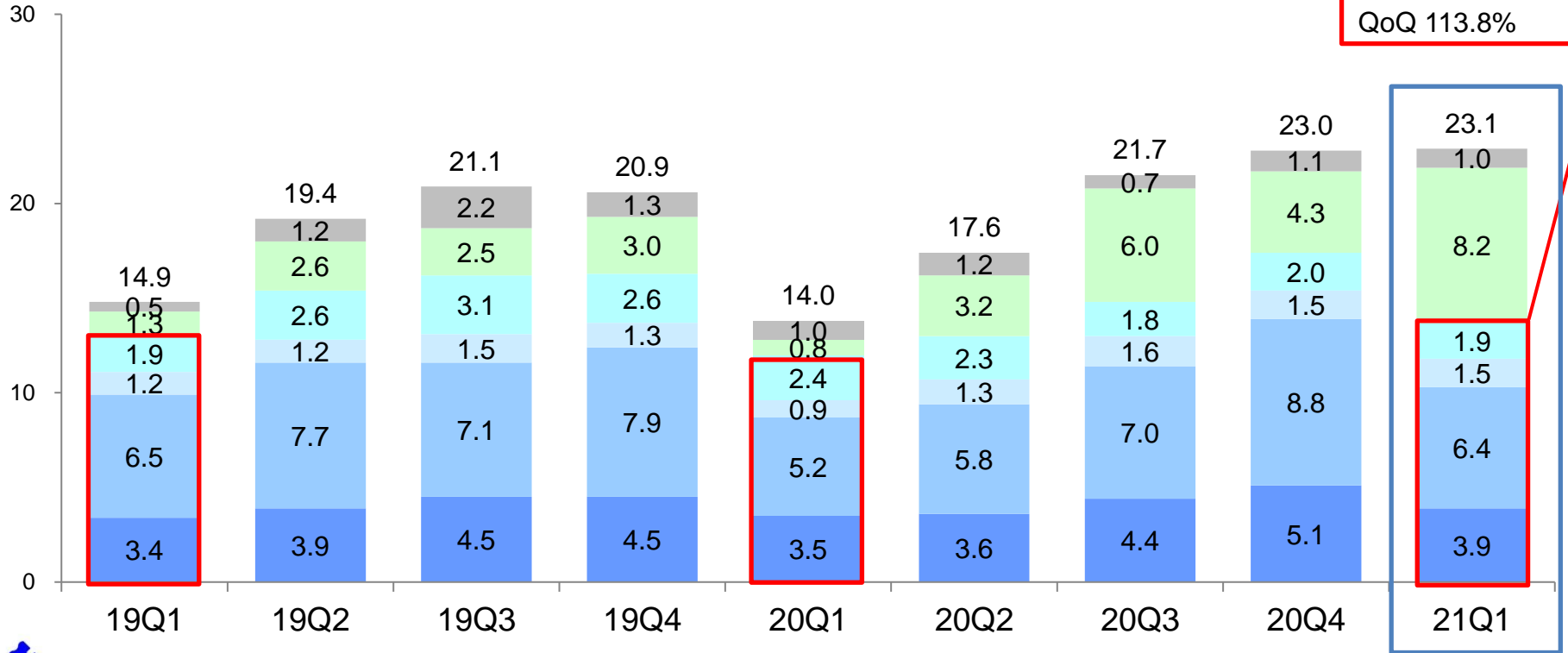
- The FOREX impact was caused by a strong EUR against the JPY.
- Net Sales increased as a result of steady sales in B&P, HC and CW and increasing sales in AMU.
- Gross Profit Ratio, excluding the FOREX impact, increased due to sales of highly profitable products.
- SG&A increased as expenses in 20Q1 for sales & marketing were controlled strictly.

Net Sales: Overall

(JPY Billion)

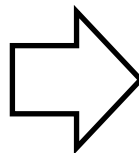
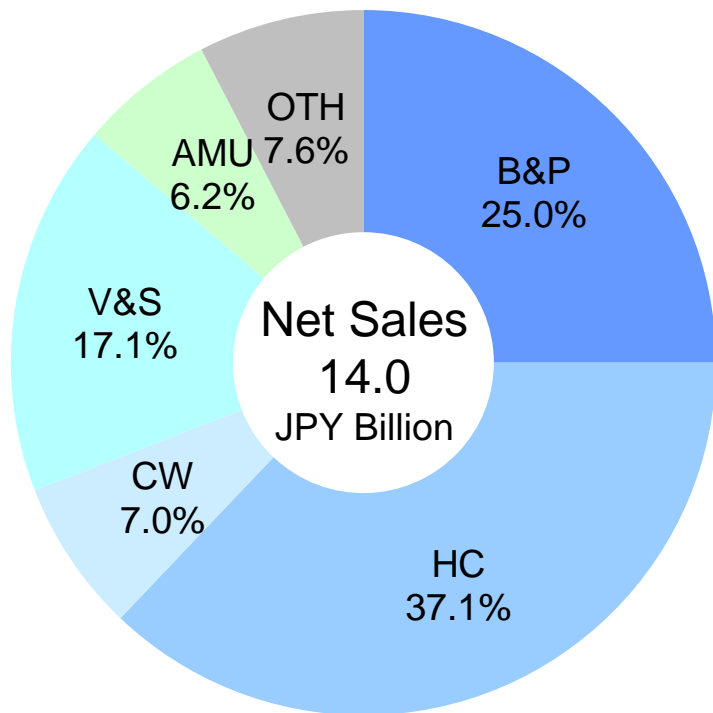
■ B&P ■ HC ■ CW ■ V&S ■ AMU ■ OTH

B&P/HC/CW/V&S
Total
QoQ 113.8%

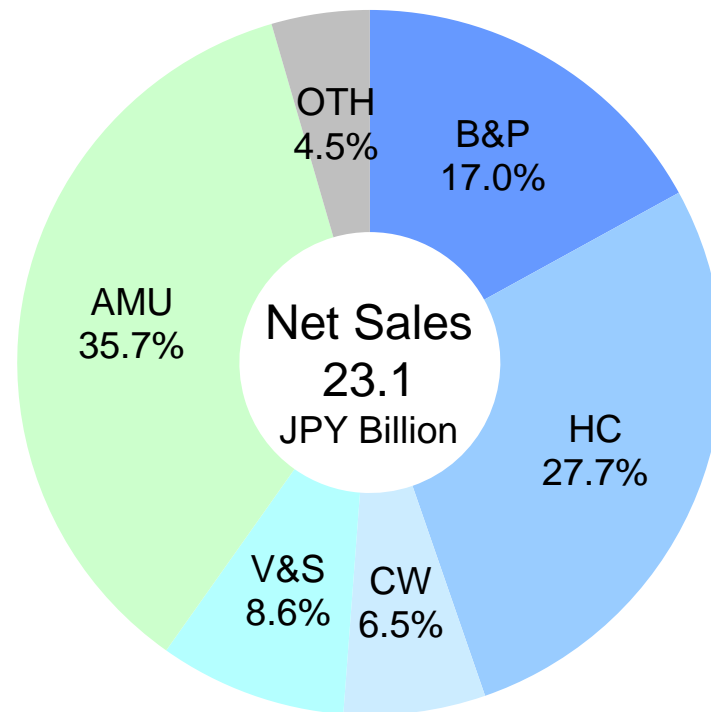


Net Sales: Composition Ratio

20Q1

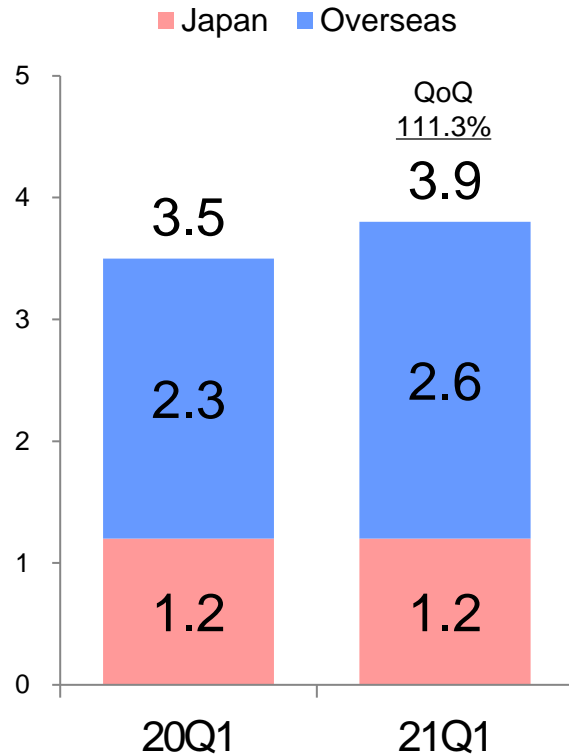


21Q1



Net Sales: B&P (Business & Plus)

(JPY Billion)



Overseas

- ▣ Sales were steady supported by high investment in IT equipment in Europe.
- ▣ Sales of ultrawide, curved monitors contributed strongly.

Japan

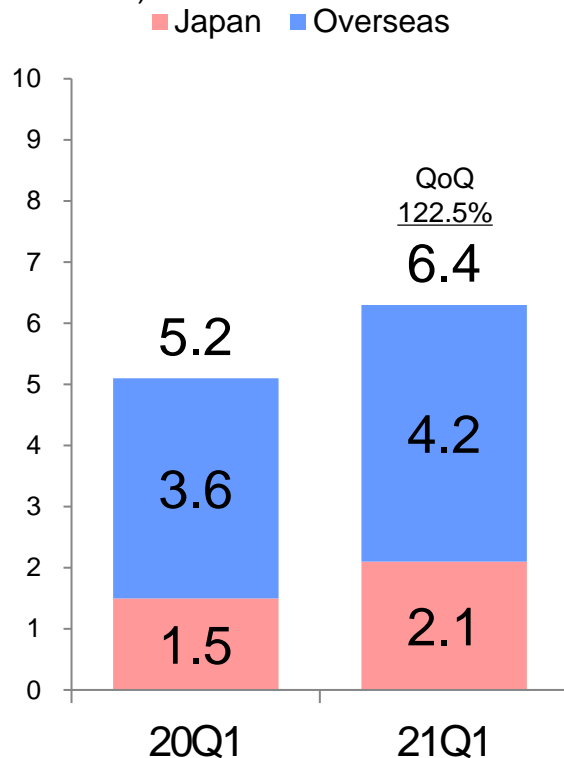
- ▣ Decreasing sales for home and satellite offices were compensated by increasing sales because of capital investment previously postponed.



FlexScan EV3895

Net Sales : Healthcare

(JPY Billion)



Diagnostics

- Sales increased both in Japan and overseas despite tough market conditions impacted by COVID-19.
- Sales in Europe were steady supported by a healthy demand for run-rate business. Sales in North America recovered slightly with the economic recovery.
- Sales in Japan recovered gradually as hospitals eased entry restrictions.

OR Integration

- Sales both in Japan and overseas recovered slightly.

Endoscopy

- Sales in China and North America increased steadily.



RadiForce RX370

Net Sales: Creative Work

(JPY Billion)

■ Japan ■ Overseas



Overseas

- Media & Entertainment sales mainly in North America, which were low in 20F because of COVID-19, recovered gradually.
- The positive sales momentum driven by new models released in 20F has continued.

Japan

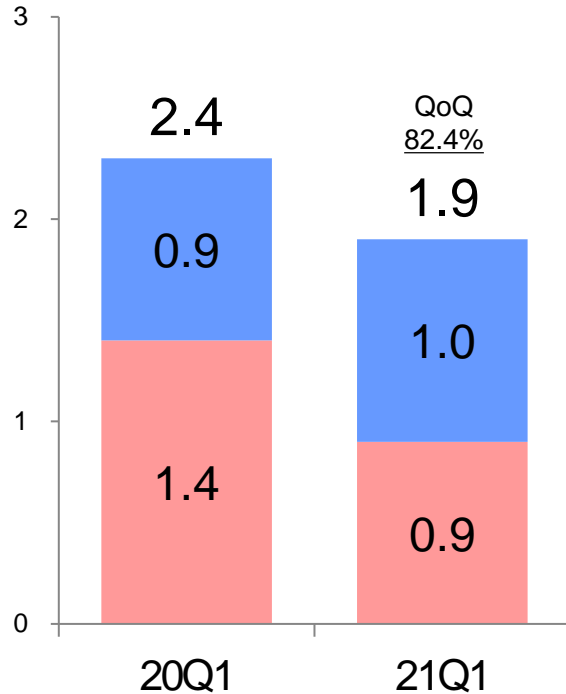
- Sales decreased. The demand for gaming content creators, which was high in 20Q1, returned to normal.



Net Sales: V&S (Vertical & Specific)

(JPY Billion)

■ Japan ■ Overseas



ATC (Air Traffic Control)

- Sales were steady mainly in China and Middle-East.

Maritime

- Sales in Japan decreased.

S&S (Security & Surveillance)

- Overseas sales recovered slightly.

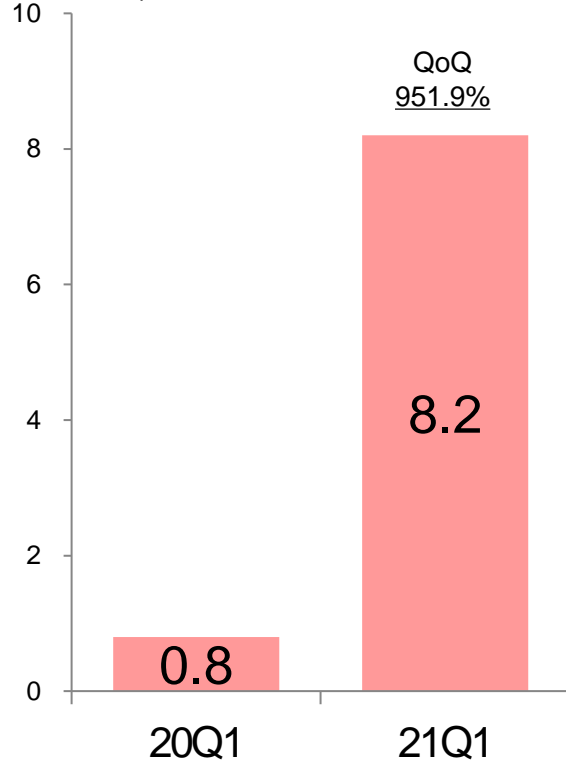
Others

- Sales in Japan decreased due to completion of some programs requiring advanced product customization.
- Sales overseas were affected by COVID-19, in particular the automotive and other industrial markets.



Net Sales : Amusement

(JPY Billion)



- The market size continues to decrease.
- The demand for replacement with new models will continue until the compliance deadline in January 2022.
- Sales increased due to new compliance regulations and previously postponed sales due to the temporary closure of pachinko parlors nationwide in 20Q1.



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Consolidated Balance Sheets

(JPY Million)

	20F	21Q1	Growth
Current Assets	71,506	76,646	5,139
Cash & Equivalents	18,882	21,815	2,932
Accounts Receivable etc.*	19,412	23,735	4,322
Inventories	31,247	29,025	(2,221)
Tangible Assets	18,858	18,550	(307)
Intangible Assets	2,430	2,346	(84)
Investments and Other Assets	57,266	55,828	(1,437)
Total	150,061	153,371	3,309
Current Liabilities	17,929	20,556	2,626
Long term Liabilities	17,679	17,251	(428)
Shareholders' Equity	114,453	115,563	1,110
Total	150,061	153,371	3,309

Apply “Accounting Standard for Revenue Recognition (ASBJ Statement No.29)” from 21F.

Costs of commissioned development of AMU software before inspection, which were included in Inventories in 20F, were included in Contract Assets (Accounts Receivable in the table) from the beginning of 21F.
(The amount in 20F : 3,291 Million Yen)

Current Liabilities

Accounts Payable increased in line with the purchase of materials in response to increasing AMU demand.

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

1. 21Q1 Consolidated Financial Result

2. 21F Plan / Topics

3. Reference Materials

21F Plan

(JPY Million)

	20F	21F Plan	20F vs.21F Plan
Net Sales	76,565	82,200	107.4%
Gross Profit	26,551	28,900	108.8%
Gross Profit / Net Sales	34.7%	35.2%	0.5pt
Selling, General and Administrative Expenses	18,616	19,800	106.4%
Operating Income	7,935	9,100	114.7%
Operating Income / Net Sales	10.4%	11.1%	0.7pt
Ordinary Income	8,814	9,800	111.2%
Net Income Attributable to EIZO Corporation's Stockholders	6,155	6,900	112.1%
Exchange Rate (Yearly Ave.) :USD	JPY106.10	JPY110.00	JPY3.90
Exchange Rate (Yearly Ave.) :EUR	JPY123.76	JPY128.00	JPY4.24
ROA	6.4%	-	
ROE	5.9%	-	

(*) No revision of 21F projected results announced on May 11th, 2021.

□ The basis for the forecast has not changed.



Topic 1

EIZO Endorses the Recommendations of the Task Force on Climate-related Financial Disclosures (TCFD)

- EIZO decided to **endorse the TCFD*** in May 2021 in order to further promote our efforts and information disclosure on climate change from an international perspective.

* In response to a request from the G20, the Financial Stability Board (FSB) established the TCFD to examine climate-related disclosure and responses by financial institutions. TCFD encourages companies and other organizations to disclose their governance, strategy, risk management, indicators and targets with respect to climate change-related risks and opportunities.

- EIZO established **a new structure to promote sustainability** in June 2021.
 - Sustainability Committee (Chairman: President, Members: Operating Officers and President of Subsidiaries) plans and progresses management of policies, goals and measures.
 - Management Committee confirms and delivers policies, goals and measures.
- ➔ **EIZO will continue to make further contributions to the realization of a sustainable society**

Topic 2

Case Study: ATC Market Qingdao Air Traffic Management Station (CAAC)

The requirement for air traffic management, including monitors is increasing significantly as traffic numbers in China reach new levels.

Over 400 EIZO monitors are deployed

■ **Primary control monitors** (2K x 2K)

After two years of testing and evaluation, hundreds of monitors chosen by high performance and streamlined maintenance.

■ **Tower monitors** (24")

Provide high readability in even under changing ambient lighting conditions, enabled by wide brightness range.

■ **Auxiliary monitors** (FlexScan) Over 300 monitors were installed.

EIZO will maintain our position as the leader in the ATC market with an extensive range of imaging solutions offering high performance.



1. 21Q1 Consolidated Financial Result

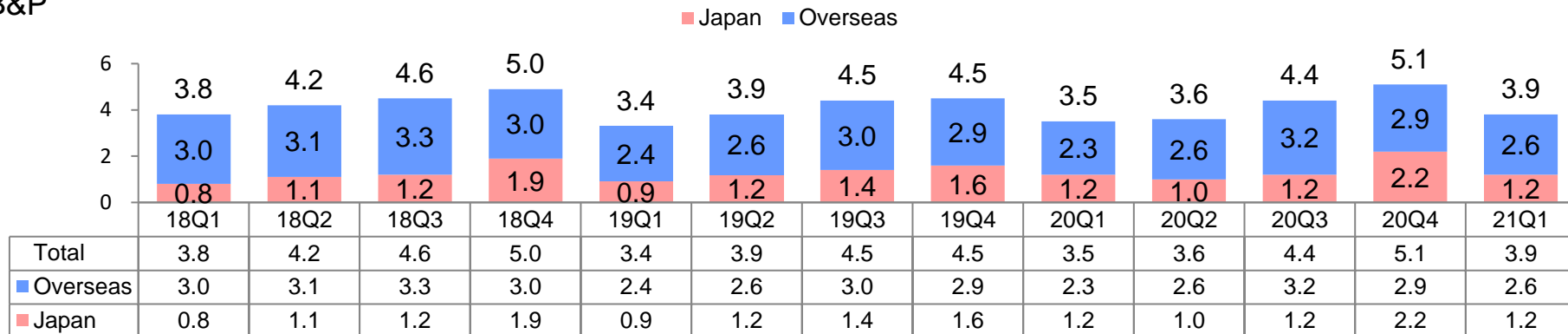
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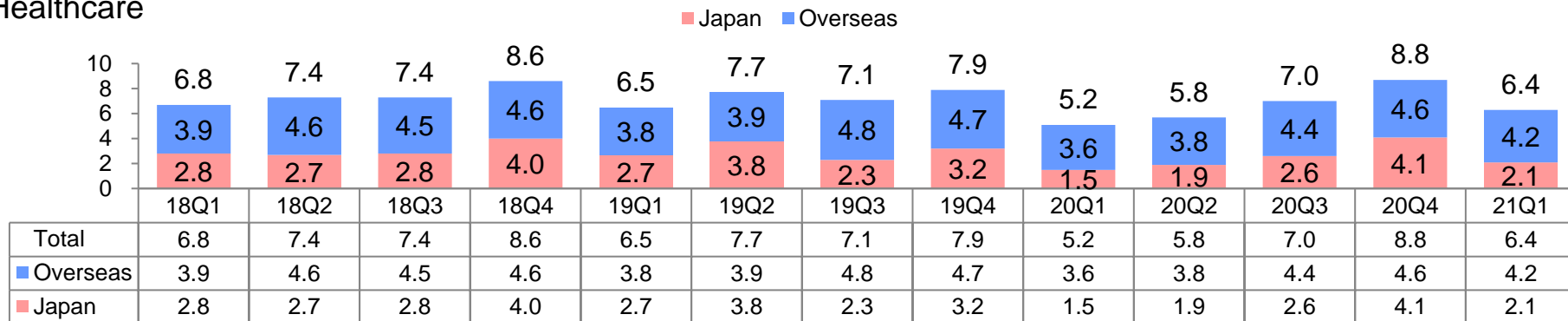
Net Sales: B&P / Healthcare

(JPY Billion)

B&P



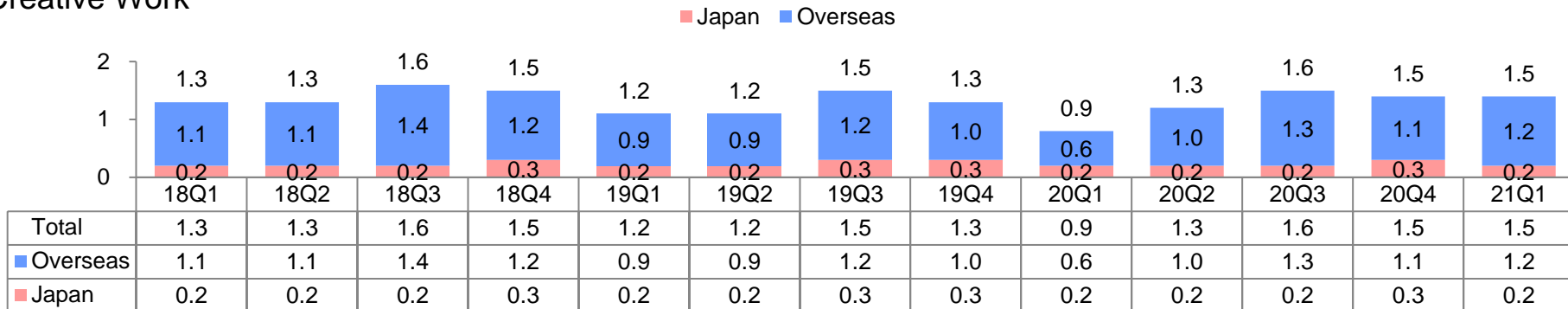
Healthcare



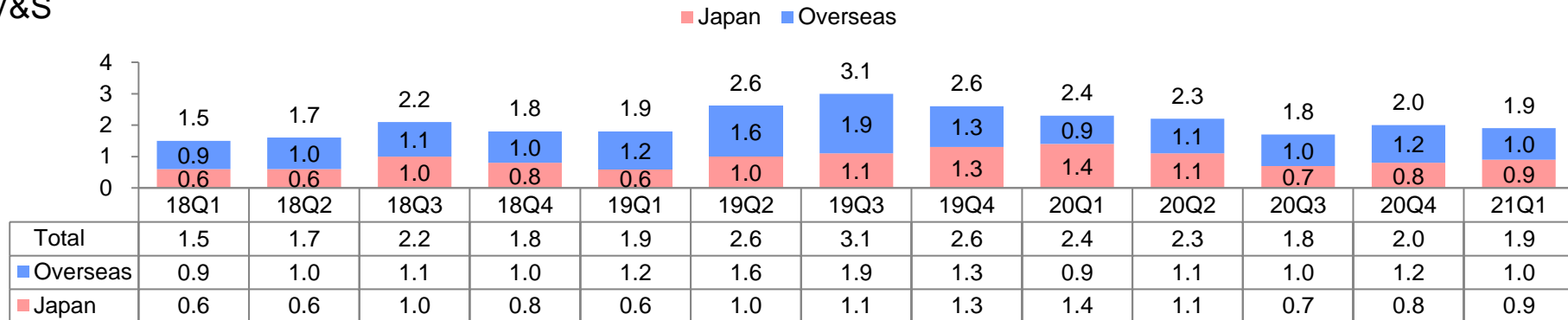
Net Sales: Creative Work / V&S

(JPY Billion)

Creative Work



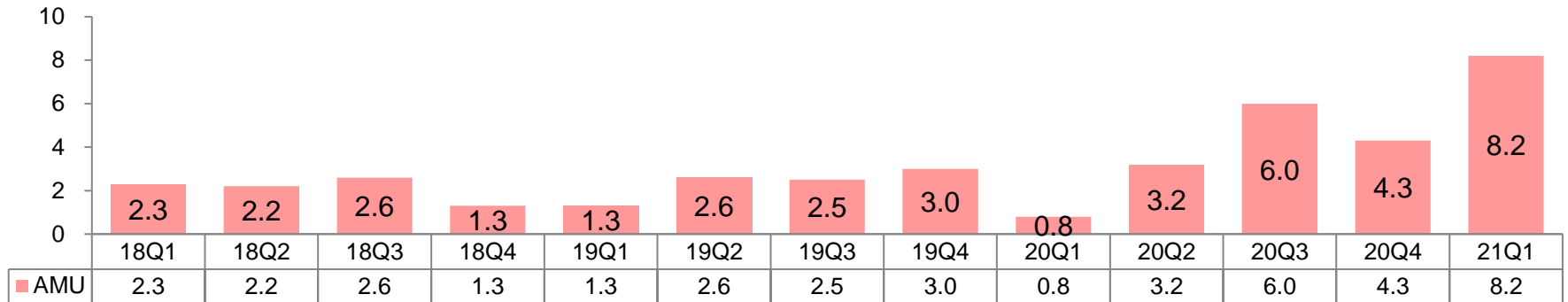
V&S



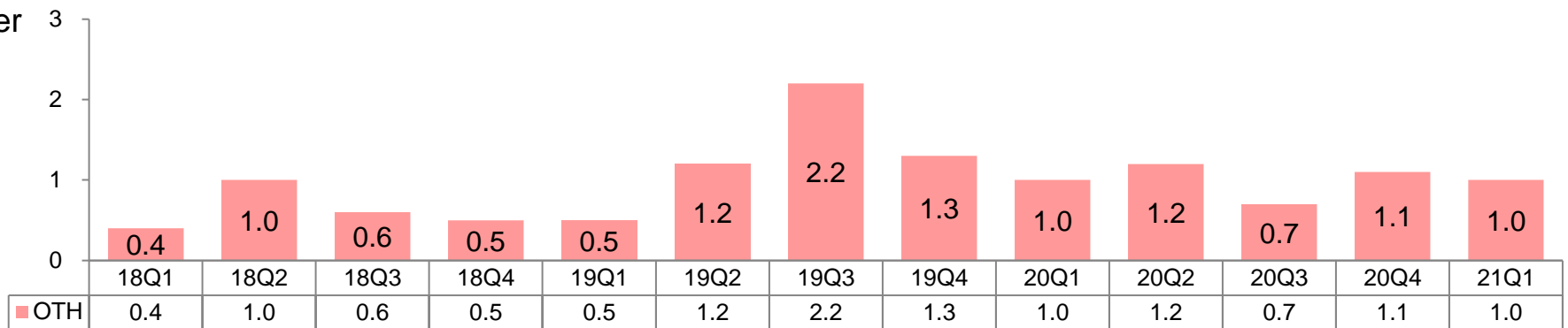
Net Sales: Amusement / Other

(JPY Billion)

Amusement

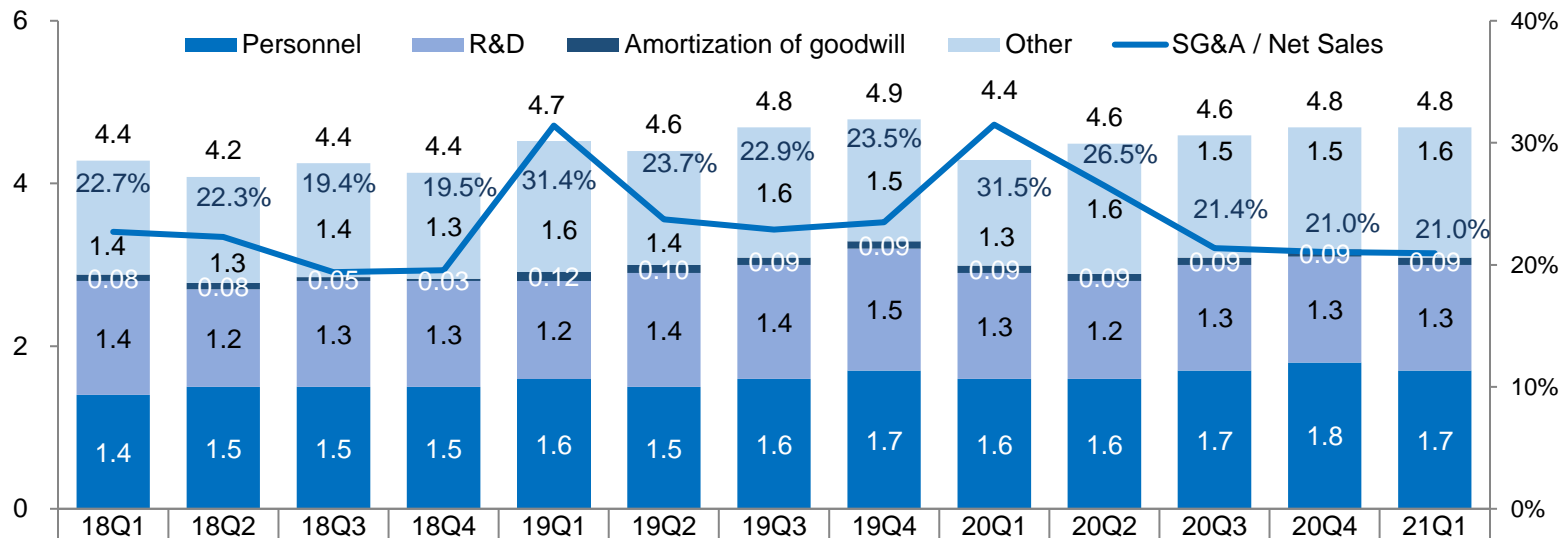


Other



Selling, General and Administrative Expenses

(JPY Billion)



	18Q1	18Q2	18Q3	18Q4	19Q1	19Q2	19Q3	19Q4	20Q1	20Q2	20Q3	20Q4	21Q1
TOTAL	4.4	4.2	4.4	4.4	4.7	4.6	4.8	4.9	4.4	4.6	4.6	4.8	4.8
Other	1.4	1.3	1.4	1.3	1.6	1.4	1.6	1.5	1.3	1.6	1.5	1.5	1.6
Amortization of goodwill	0.08	0.08	0.05	0.03	0.12	0.10	0.09	0.09	0.09	0.09	0.09	0.09	0.09
R&D	1.4	1.2	1.3	1.3	1.2	1.4	1.4	1.5	1.3	1.2	1.3	1.3	1.3
Personnel	1.4	1.5	1.5	1.5	1.6	1.5	1.6	1.7	1.6	1.6	1.7	1.8	1.7
SG&A / Net Sales	22.7%	22.3%	19.4%	19.5%	31.4%	23.7%	22.9%	23.5%	31.5%	26.5%	21.4%	21.0%	21.0%



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