



# Consolidated Financial Highlights

**17F**  
**Third Quarter**

**EIZO Corporation**

6737

February 2018

# Consolidated Income Statement

(JPY Million)

	16Q1-3		17Q1-3		YoY
	Amount	(%)	Amount	(%)	(%)
Net Sales	57,837	100.0	61,479	100.0	106.3
Cost of Goods Sold	39,419	68.2	42,276	68.8	107.3
Gross Profit	18,418	31.8	19,202	31.2	104.3
Selling, general and administrative expenses	12,770	22.1	13,117	21.3	102.7
Operating Income	5,648	9.8	6,085	9.9	107.7
Non-operating income/expenses	159	0.3	1,121	1.8	705.0
Ordinary Income	5,808	10.0	7,207	11.7	124.1
Income before income taxes	5,808	10.0	7,207	11.7	124.1
Net income attributable to EIZO Corporation's stockholders	4,596	7.9	5,387	8.8	117.2
Exchange rate:USD	JPY106.60		JPY111.69		JPY5.09
Exchange rate:EUR	JPY117.98		JPY128.55		JPY10.57

Foreign exchange sensitivity (Impact on Operating Income due to a JPY1 appreciation):

vs USD is a JPY90M Positive,  
vs EUR is a JPY160M Negative

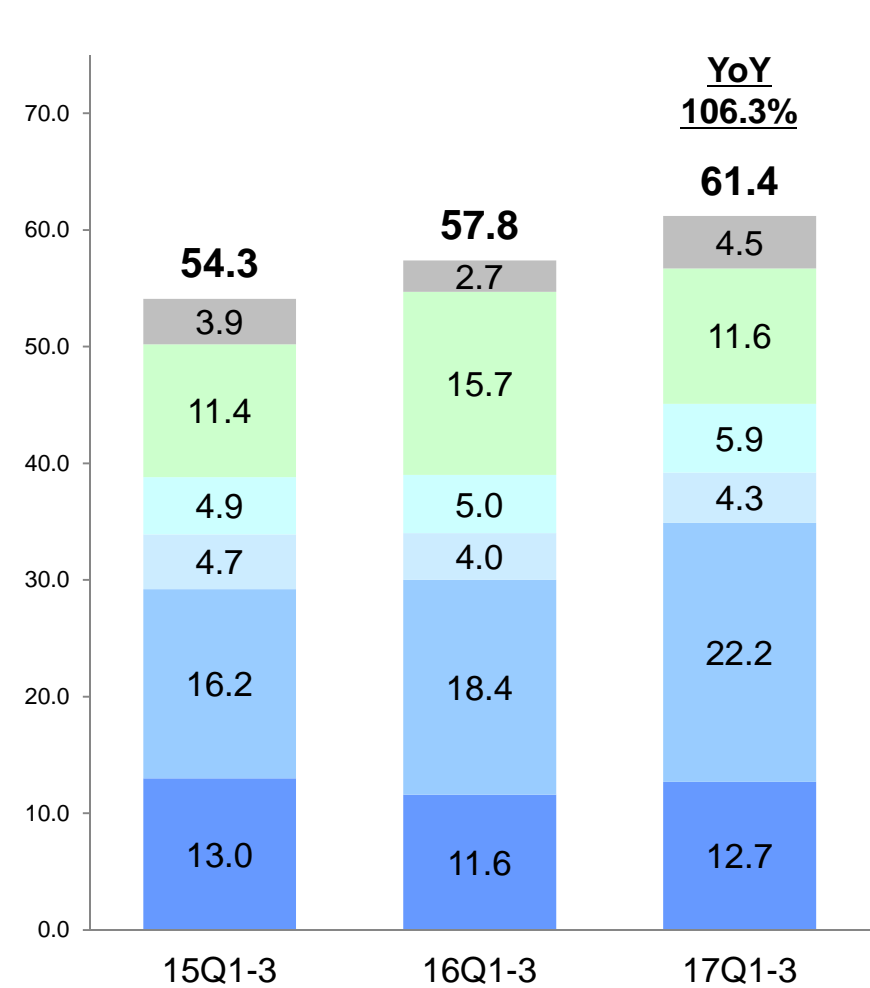
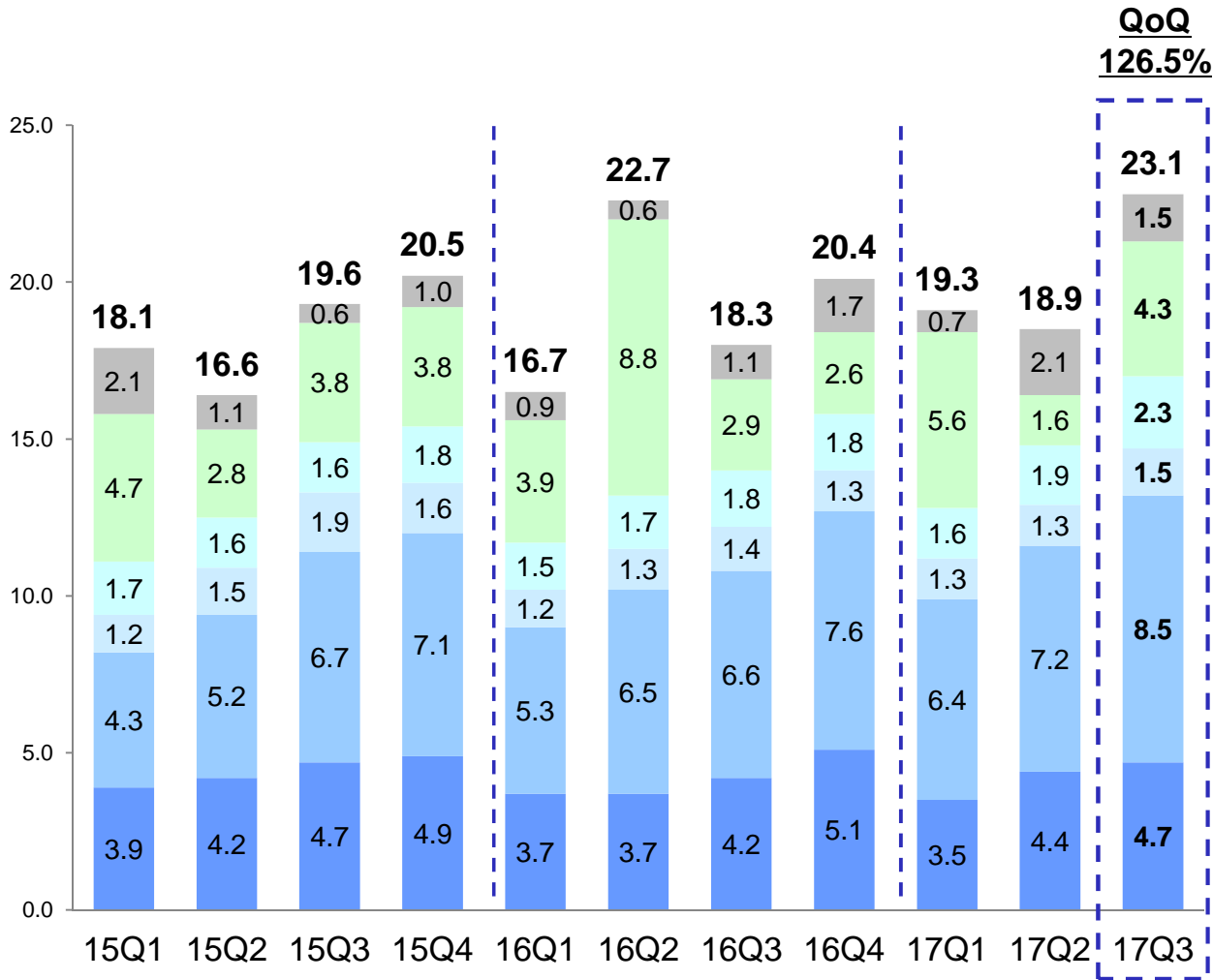
# Net Sales: Overall

(JPY Billion)

Results per Quarter

Results For Three Quarters

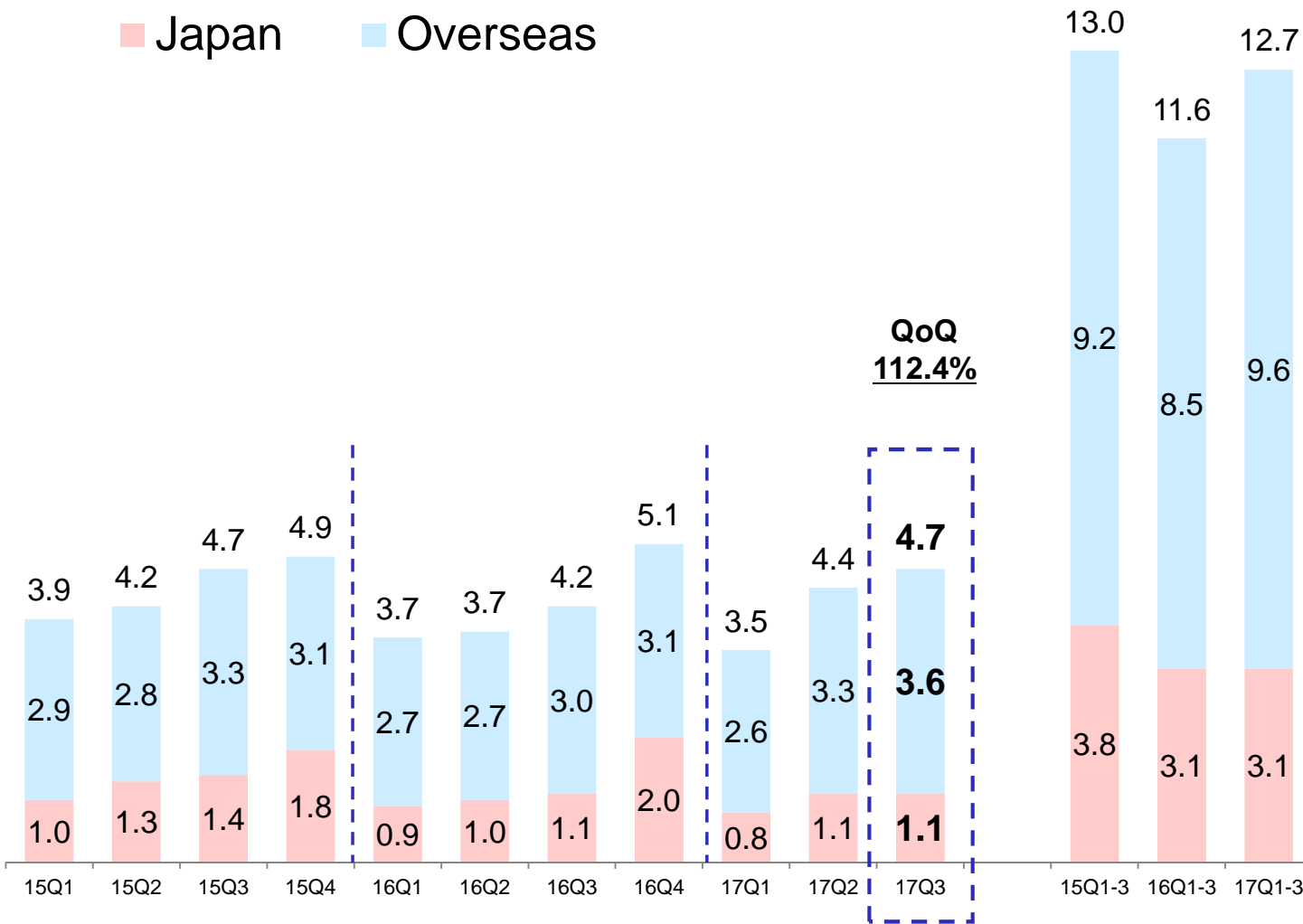
■ Bussiness & Plus   ■ Healthcare   ■ Creative Work   ■ Vertical & Specific   ■ Amusement   ■ Other



# Net Sales: Business & Plus

(JPY Billion)

Japan Overseas



QoQ  
112.4%



FlexScan EV2785

Total : 109.3%

Overseas : 112.7%

Sales increased due to good momentum of frameless monitors in Europe and North America.

Japan: 99.9%

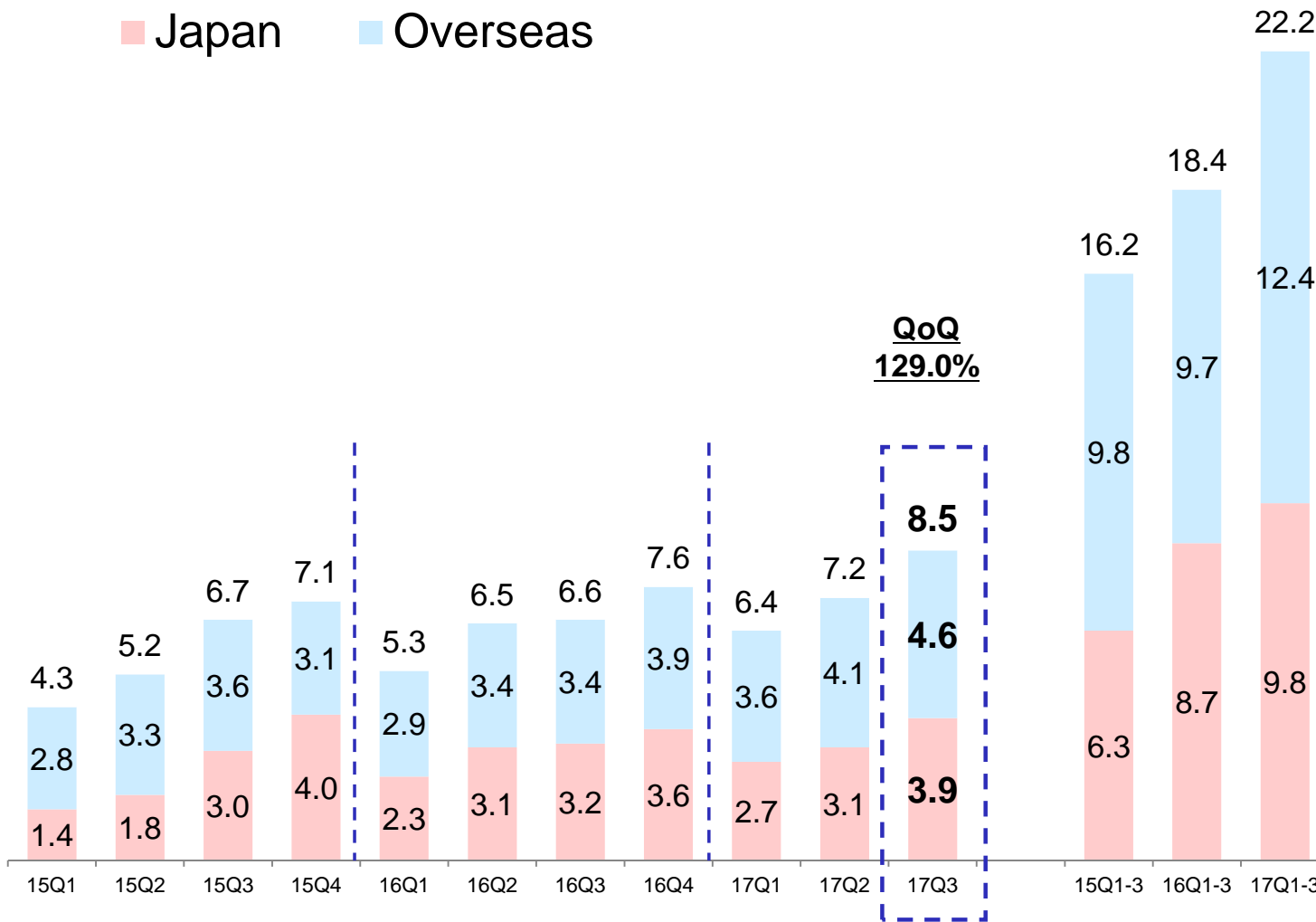
Large size monitors remained steady.



# Net Sales: Healthcare

(JPY Billion)

■ Japan    ■ Overseas



Total : 120.3%

Overseas : 127.2%

Sales growth due to a successful business transition of Endoscopy monitors acquired and with the existing EIZO business and continuous sales growth of diagnostics monitors in Europe and North America.

Japan : 112.5%

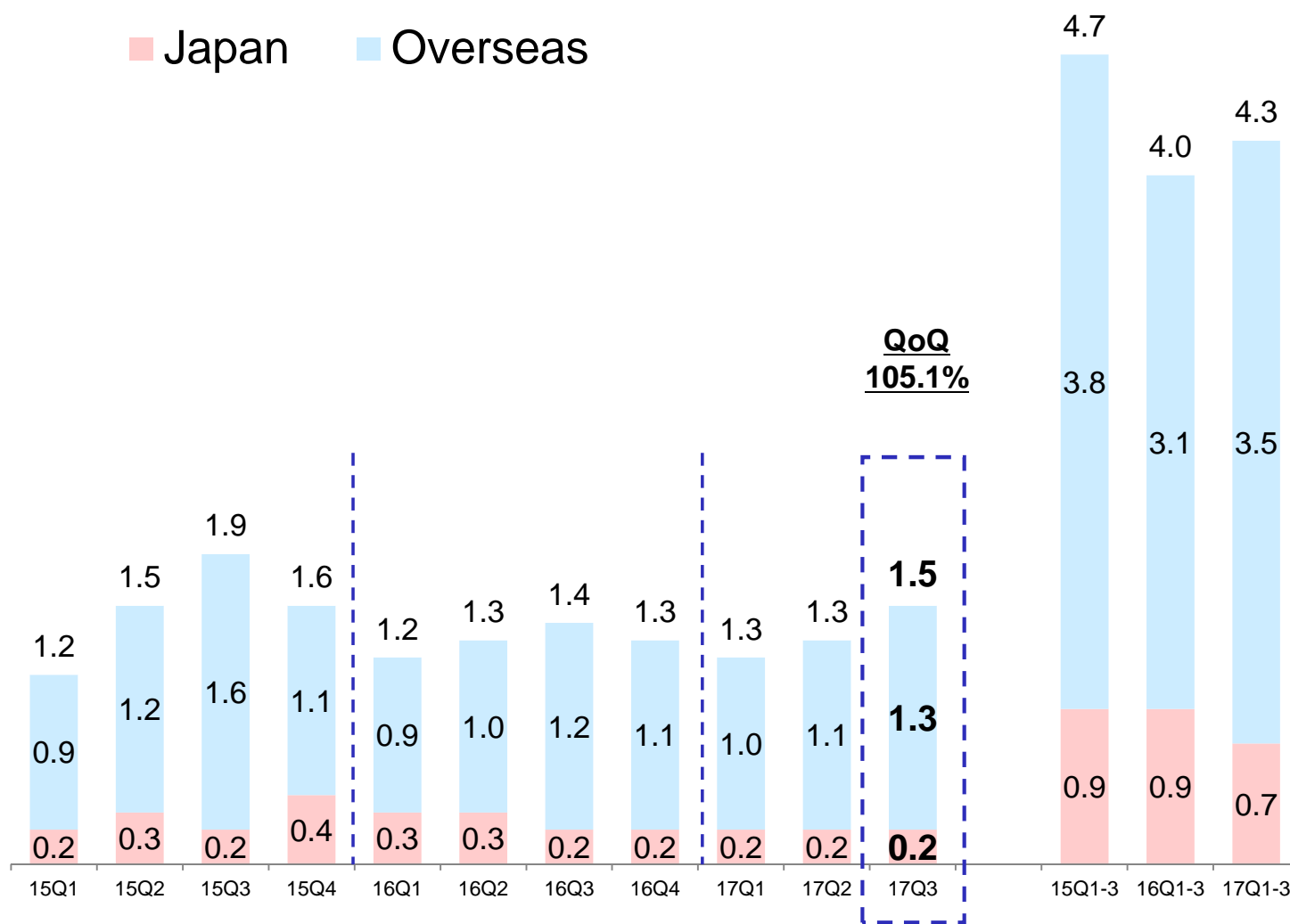
Sales increased due to increasing sales of diagnostic monitors, and a good momentum of the system integration business.



# Net Sales: Creative Work

(JPY Billion)

■ Japan   ■ Overseas



**QoQ**  
**105.1%**



Total : 105.9%

Overseas : 113.1%

Professional users sales increased in Europe and North America.

In particular, sales growth in the Media & Entertainment markets in the US remained steadily successful.

Japan : 80.6%

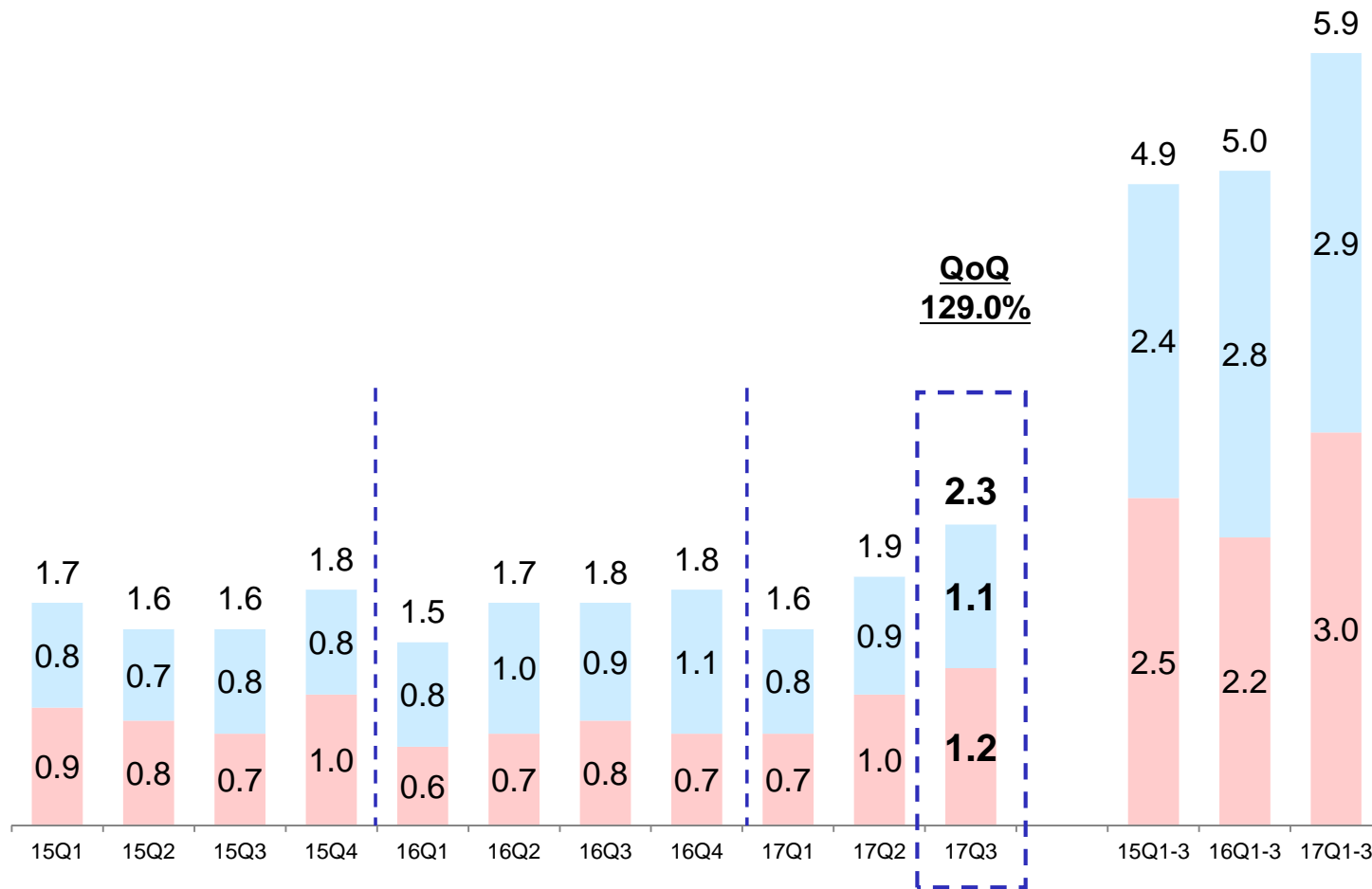
Sales decreased due to a maturing Printing & Photo market, but the Media & Entertainment markets still hold future potential.



# Net Sales: Vertical & Specific

(JPY Billion)

■ Japan ■ Overseas



**QoQ**  
**129.0%**



Total : 118.1%

Overseas : 104.4%

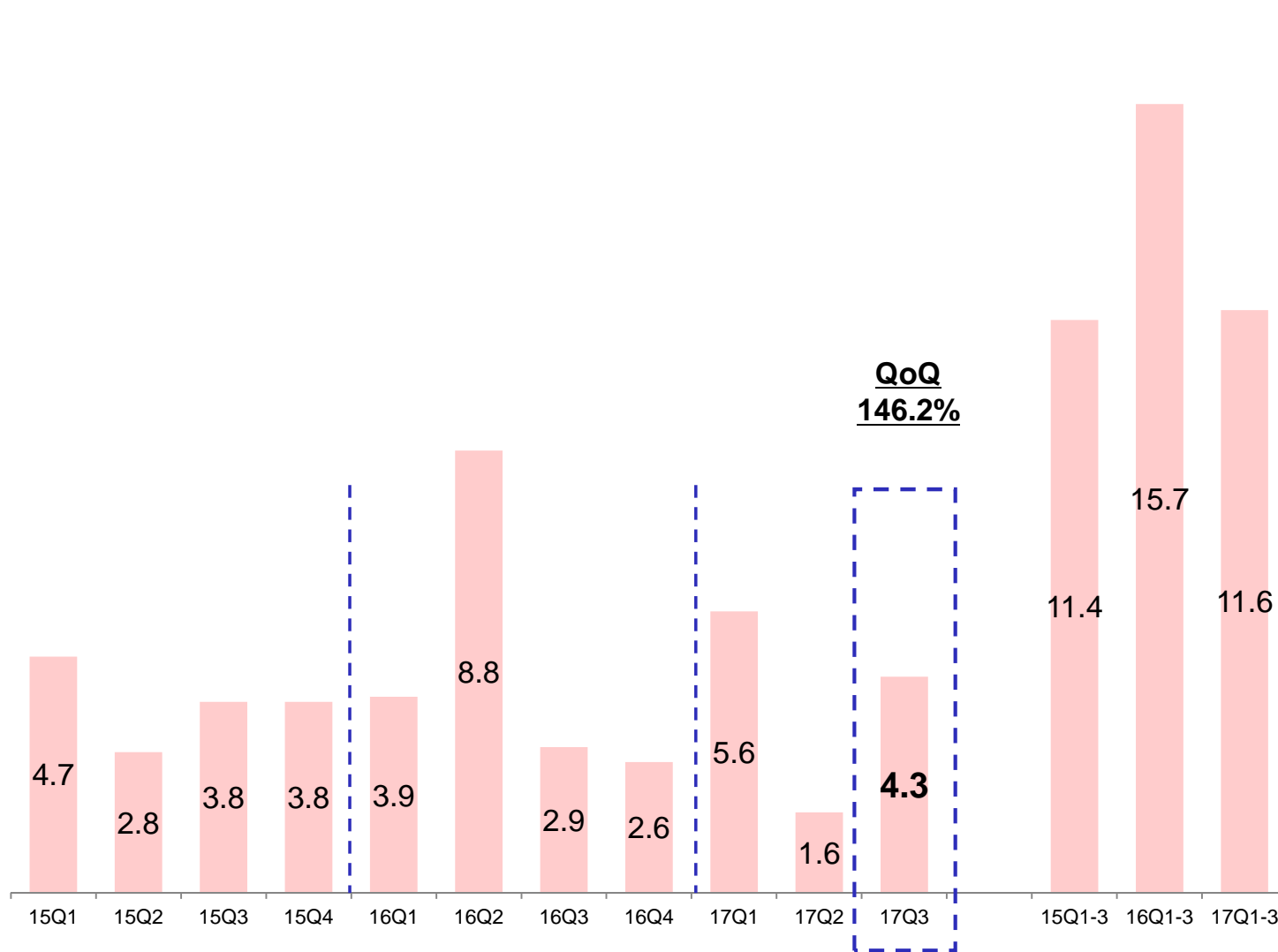
Sales increased due to increasing sales in air traffic control in 17Q3

Japan : 134.9%

Sales increased due to sales for Security & surveillance, in addition to an increase in sales for financial security system replacement projects.

# Net Sales: Amusement

(JPY Billion)



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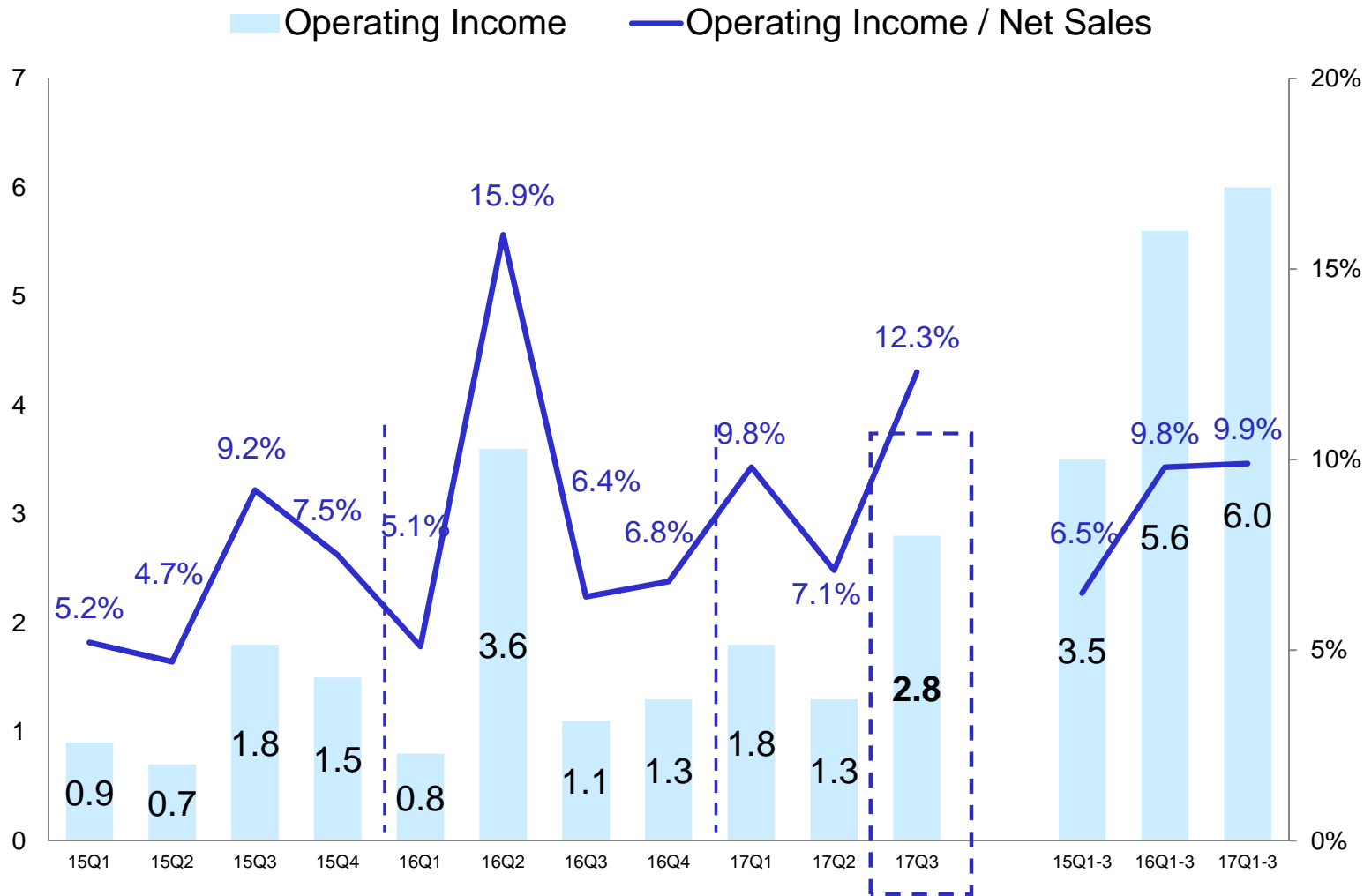
Total : 73.9%

Sales decreased due to a shrinkage in the market.



# Operating Income

(JPY Billion)



Total : 107.7%

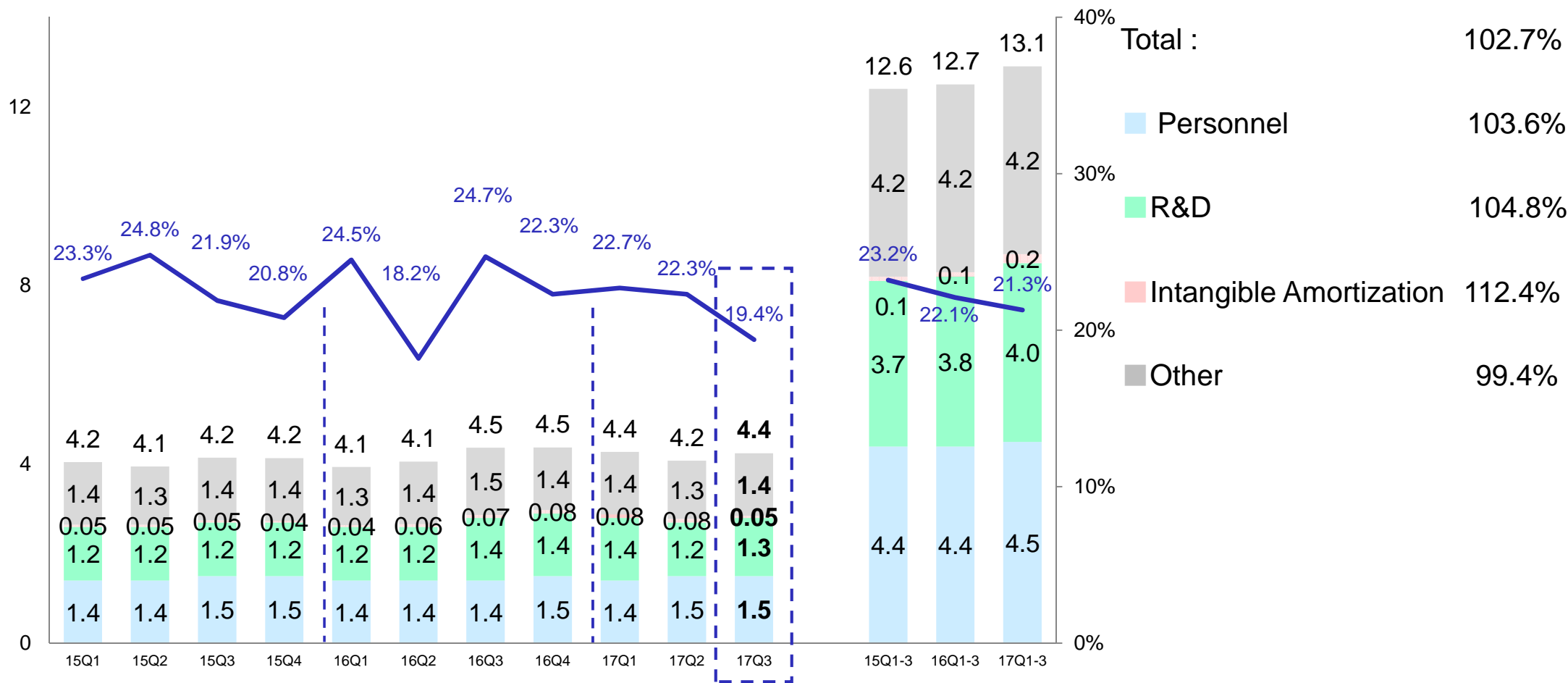
Sales growth in B&P, HC, CW and V&S could be achieved and cover decreasing sales in AMU as well as an increasing SG&A due to an up-front investment.



# Selling, General and Administrative Expenses

(JPY Billion)

— SG&A / Net Sales

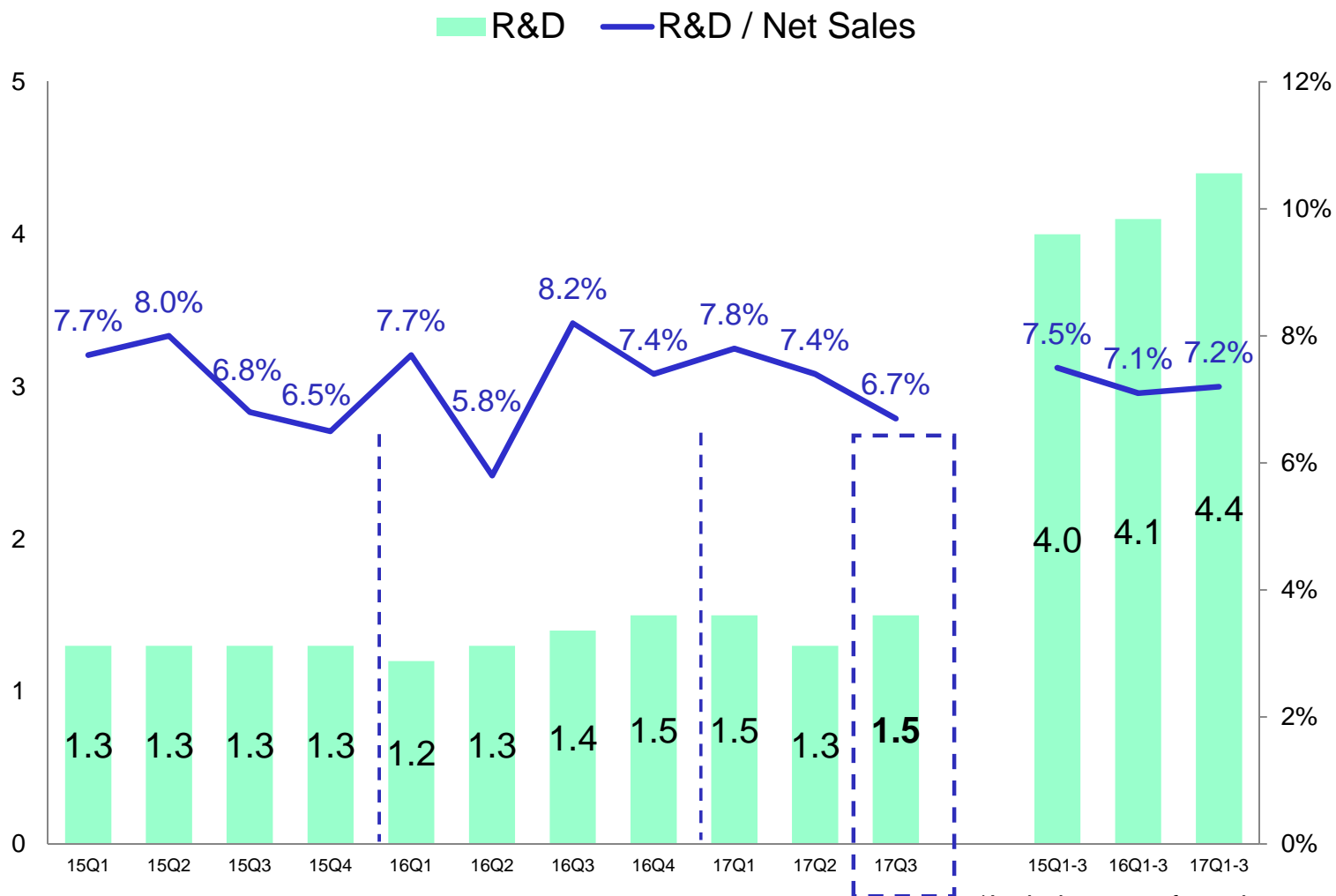


Category	Percentage
Total	102.7%
Personnel	103.6%
R&D	104.8%
Intangible Amortization	112.4%
Other	99.4%



# Research & Development

(JPY Billion)



Total : 108.4%

Increased due to prior R&D investment for endoscopy monitors and products complying with MIL Standards.

\*Includes manufacturing costs for R&D

\*MIL Standard: The United States Department of Defense's evaluation guidelines for procuring materials.



# Consolidated Balance Sheet

(JPY Million)	16F		17Q3		Growth
	Amount	(%)	Amount	(%)	
Cash & Equivalents	24,794	21.5	25,913	21.5	1,119
Notes & Accounts Receivable	16,973	14.7	16,028	13.3	(944)
Inventories	24,414	21.2	27,448	22.8	3,033
Other	3,152	2.7	3,192	2.6	40
<b>Current Assets</b>	<b>69,334</b>	<b>60.2</b>	<b>72,583</b>	<b>60.2</b>	<b>3,249</b>
Tangible Assets	11,771	10.2	12,295	10.2	524
Other	34,054	29.6	35,596	29.5	1,541 *
<b>Fixed Assets</b>	<b>45,826</b>	<b>39.8</b>	<b>47,892</b>	<b>39.8</b>	<b>2,065</b>
<b>Total</b>	<b>115,160</b>	<b>100.0</b>	<b>120,475</b>	<b>100.0</b>	<b>5,315</b>
Accounts Payable	7,694	6.7	8,185	6.8	490
Other	11,570	10.0	10,095	8.4	(1,474)
<b>Current Liabilities</b>	<b>19,264</b>	<b>16.7</b>	<b>18,280</b>	<b>15.2</b>	<b>(984)</b>
<b>Long-term Liabilities</b>	<b>10,614</b>	<b>9.2</b>	<b>11,261</b>	<b>9.3</b>	<b>646</b>
<b>Shareholders' Equity</b>	<b>85,280</b>	<b>74.1</b>	<b>90,934</b>	<b>75.5</b>	<b>5,653</b>
<b>Total</b>	<b>115,160</b>	<b>100.0</b>	<b>120,475</b>	<b>100.0</b>	<b>5,315</b>

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



# Details of the Market Group

Market Group	Market / Use
Business & Plus (B&P)	<ul style="list-style-type: none"> <li>● Financial institutions</li> <li>● Public authorities</li> <li>● Educational facilities</li> <li>● Office use</li> <li>● High-end home use</li> </ul>
Healthcare (HC)	<ul style="list-style-type: none"> <li>● Medical imaging</li> <li>● Diagnostic applications</li> <li>● Operating rooms</li> </ul>
Creative Work (CW)	<ul style="list-style-type: none"> <li>● Publication / Printing / Photo editing</li> <li>● Video production</li> </ul>
Vertical & Specific (V&S)	<ul style="list-style-type: none"> <li>● Air traffic control</li> <li>● Maritime</li> <li>● Security &amp; surveillance</li> <li>● Other industrial fields</li> </ul>
Amusement (AMU)	LCD-mounted pachinko and slot machines
Other	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: "17Q3" appearing in this presentation means "Third Quarter Fiscal Year 2017".

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