



Consolidated Financial Highlights

Fiscal Year 2021

May 11th, 2022

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: "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. 21F Consolidated Financial Results

2. 22F Plan / Topics

3. Reference Materials

21F Consolidated Financial Highlights

Record-High Ordinary & Net Income

□ **Our Supply Strategy Contributed to Strong Sales Growth**

We temporarily reduced our production levels (from October to November) in response to the worldwide component shortage. We gradually recovered the production levels to normal (from December) thanks to timely design changes.

Our sales grew as a result of stable supply responding to increasing demand both in Japan and overseas.

□ **Operating Income Exceeded JPY10B for the First Time in 15 Fiscal Years**

□ **Achieved Record-high Ordinary Income and Net Income**

We realized a JPY1.2B impairment loss of goodwill and fixed costs related to the March 2018 acquisition of Carina System Corp.

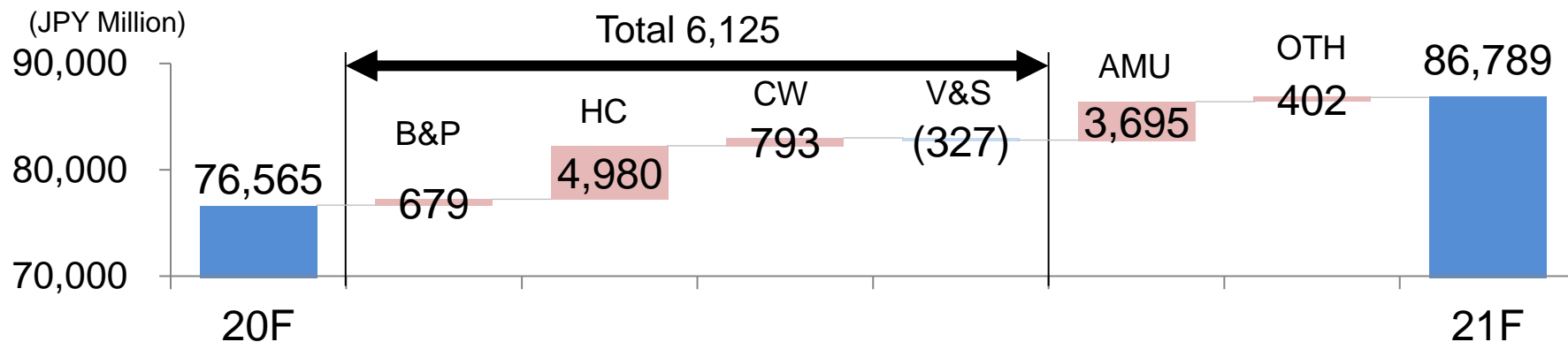
Consolidated Income Statement

(JPY Million)

	20F	21F	YoY
Net Sales	76,565	86,789	113.4%
Gross Profit	26,551	30,859	116.2%
Gross Profit / Net Sales	34.7%	35.6%	0.9pt
Selling, General and Administrative Expenses	18,616	19,560	105.1%
Operating Income	7,935	11,299	142.4%
Operating Income / Net Sales	10.4%	13.0%	2.7pt
Ordinary Income	8,814	12,110	137.4%
Net Income Attributable to EIZO Corporation's Stockholders	6,155	7,794	126.6%
Exchange Rate(Yearly Ave.):USD	JPY106.10	JPY112.39	JPY6.29
Exchange Rate(Yearly Ave.):EUR	JPY123.76	JPY130.55	JPY6.79

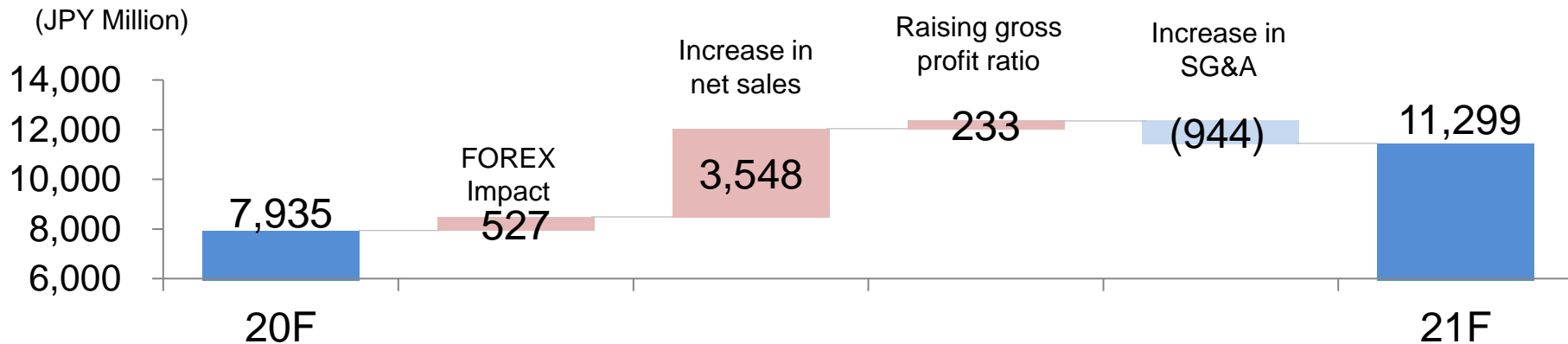


Main Factors for Changes in Net Sales



- B&P: Sales increased both in Japan and overseas thanks to our supply strategy.
- HC: Record-high sales achieved in response to increasing demand both in Japan and overseas.
- CW: Sales increased in Europe, North America and China.
- V&S: Sales decreased due to completion of some programs with advanced product customization in Japan.
- AMU: Increasing sales were contributed by our stable supply which responded to increased demand.
- OTH: Sales of commissioned development of software increased.

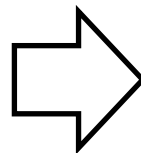
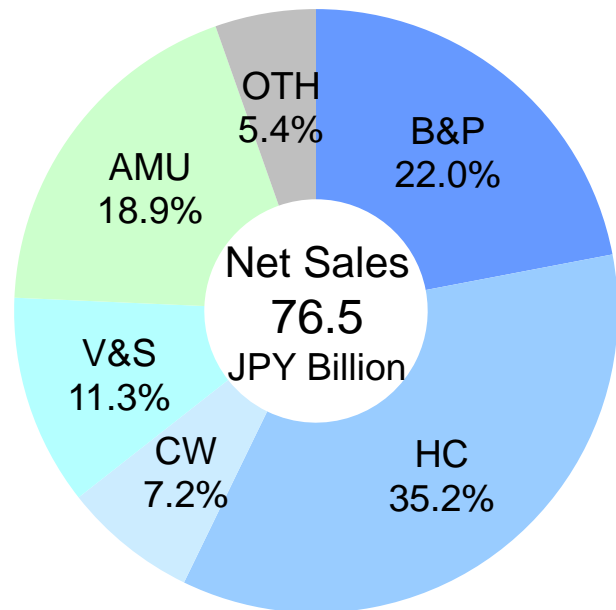
Main Factors for Changes in Operating Income



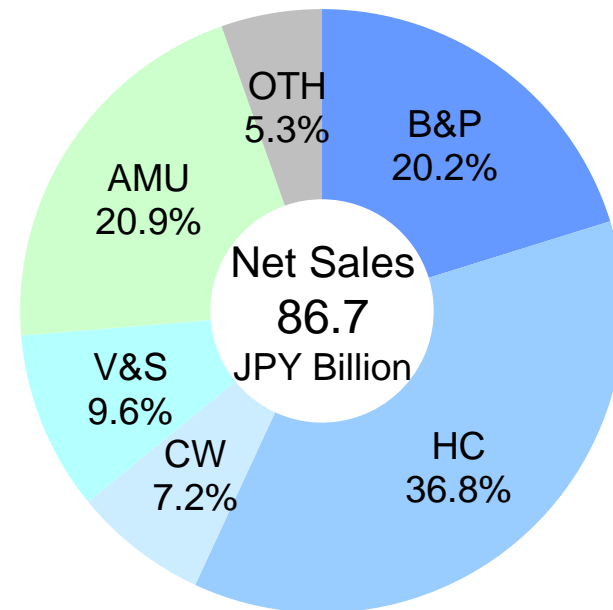
- The FOREX impact was caused by a weak JPY against the EUR.
- Net Sales increased as a result of steady sales in B&P, HC and CW and increasing sales in AMU.
- Gross Profit Ratio, excl. the FOREX impact, increased due to sales of highly profitable products.
- SG&A increased as expenses in 20F for sales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

Net Sales: Composition Ratio

20F



21F



Net Sales: B&P (Business & Plus)

(JPY Billion)



□ The market environments were affected by the shortage of semiconductors and rising material costs. Even under such a severe condition, sales increased due to our competitiveness enhanced by our steady supply.

Overseas

□ Sales increased in Europe.

Japan

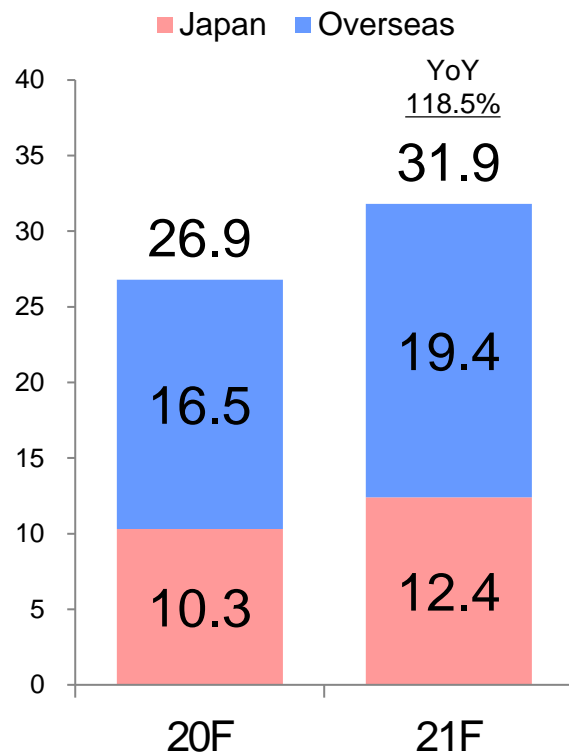
□ Sales increased as a result of a slight recovery in capital investment previously postponed.



FlexScan EV2485

Net Sales : Healthcare

(JPY Billion)



- Record-high sales achieved.

Diagnostics

- Overseas sales increased due to steady demand in Europe and a slight recovery in North America.
- Sales in Japan increased as a result of a recovery in CAPEX and use of government subsidies.

OR Integration

- Sales in Japan increased.

Endoscopy

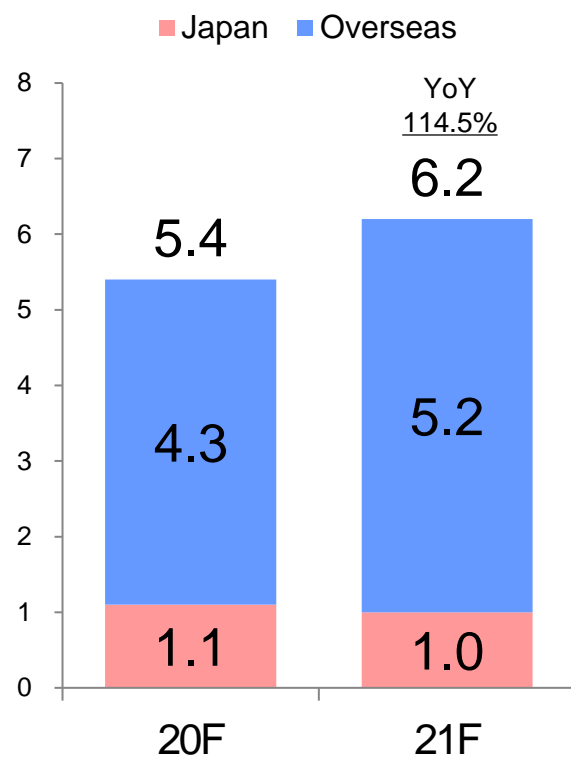
- Sales of high-resolution products increased.
- Sales increased in Japan, Europe, North America and China.



CuratOR EX4342

Net Sales : Creative Work

(JPY Billion)



Overseas

- ▣ Sales in Europe increased driven by sales of high-end monitors with HDR gamma support.
- ▣ Media & Entertainment sales in North America recovered slightly.
- ▣ The demand in China increased.

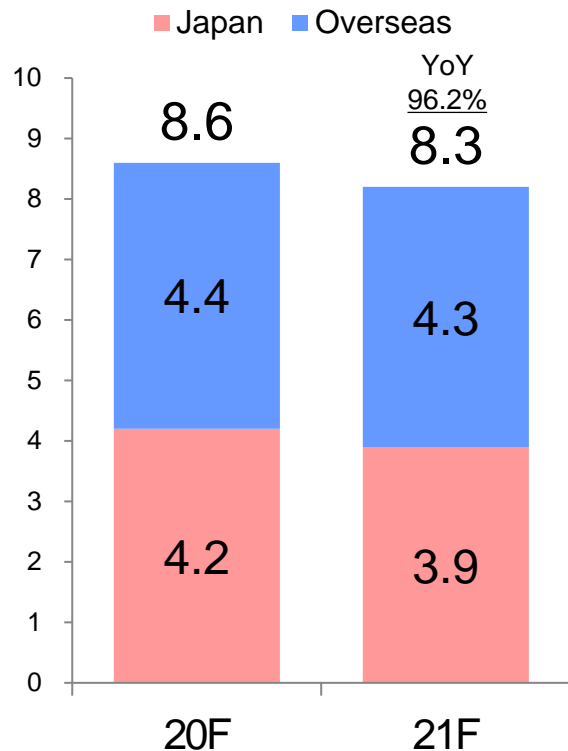
Japan

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



ColorEdge® CG2700X / CG2700S

(JPY Billion) Net Sales: V&S (Vertical & Specific)



ATC (Air Traffic Control)

- ▣ Sales in North America decreased compared with 20F.

Maritime

- ▣ Sales in Japan recovered slightly with a recovery in the shipbuilding industry.

S&S (Security & Surveillance)

- ▣ Sales recovered slightly both in Japan and overseas.

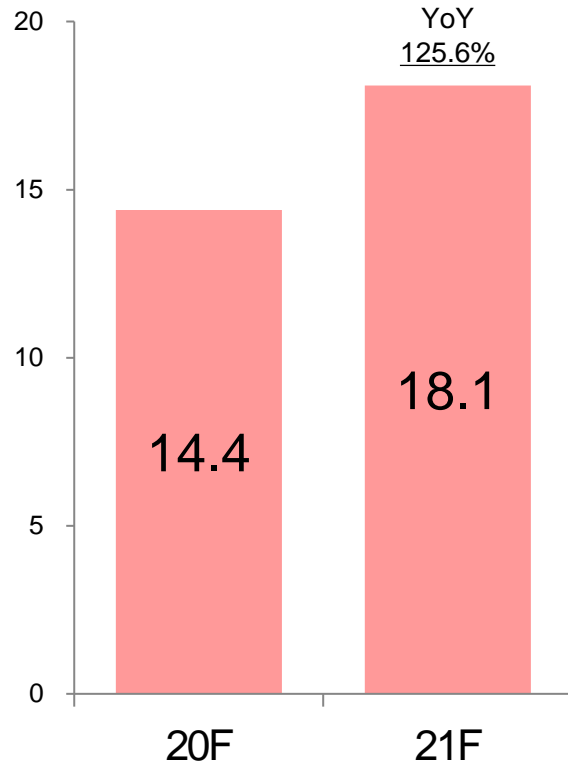
Others

- ▣ Sales in Japan decreased due to completion of some programs requiring advanced product customization despite slight sales recovery in some industrial markets.
- ▣ Sales overseas remained low, affected by COVID-19; in particular the automotive and other industrial markets.



Net Sales : Amusement

(JPY Billion)



- The market size continues to decrease.
- Increasing sales were contributed by our stable supply which responded to increased demand for replacement with models that comply with the new regulation.



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Consolidated Balance Sheets

(JPY Million)

	20F	21F	Growth
Current Assets	71,506	80,510	9,003
Cash & Equivalents	18,882	22,387	3,505
Accounts Receivable etc.*	19,412	24,814	5,401
Inventories	31,247	31,749	502
Tangible Assets	18,858	20,173	1,315
Intangible Assets	2,430	841	(1,589)
Investments and Other Assets	57,266	53,933	(3,332)
Total	150,061	155,459	5,397
Current Liabilities	17,929	20,726	2,796
Long term Liabilities	17,679	16,150	(1,528)
Shareholders' Equity	114,453	118,582	4,129
Total	150,061	155,459	5,397

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 : JPY3,291M)

Intangible Assets

Impaired goodwill recognized from the acquisition of Carina System Corp.

Investments and Other Assets

Decreased market price of investment securities

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

R&D / CAPEX

(JPY Billion)

	20F	21F	20F vs. 21F
R&D	5.6	5.8	103.4%
* Includes manufacturing costs			
R&D / Net Sales	7.4%	6.7%	(0.6pt)
	20F	21F	20F vs. 21F
CAPEX	3.5	3.0	85.1%
Depreciation	3.0	2.6	86.1%

Invested continuously for future growth.

R&D

R&D for new models increased.

CAPEX

- EIZO Rugged Solutions Inc. (USA)
New building
- EIZO MS Corp (Japan)
New manufacturing facility

1. 21F Consolidated Financial Result

2. 22F Plan / Topics

3. Reference Materials

22F Plan

(JPY Million)

	21F	22F Plan	21F vs.22F Plan
Net Sales	86,789	86,000	99.1%
Gross Profit	30,859	29,000	94.0%
Gross Profit / Net Sales	35.6%	33.7%	(1.8pt)
Selling, General and Administrative Expenses	19,560	21,000	107.4%
Operating Income	11,299	8,000	70.8%
Operating Income / Net Sales	13.0%	9.3%	(3.7pt)
Ordinary Income	12,110	9,000	74.3%
Net Income Attributable to EIZO Corporation's Stockholders	7,794	6,300	80.8%
Exchange Rate(Yearly Ave.) :USD	JPY112.39	JPY130.00	JPY17.61
Exchange Rate(Yearly Ave.) :EUR	JPY130.55	JPY138.00	JPY7.45
ROA	7.9%	-	
ROE	6.7%	-	

Announced on May 11th, 2022.

- Invest aggressively in R&D, equipment and HR ensuring achievement of 7th Mid-Term Plan in 23F.
- Sales in B&P/HC/CW/V&S will increase by stabilizing our supply for increasing demand continuing from the end of 21F.
- Sales in AMU will decrease in reaction against the demand for replacement with new models by the 2022 January deadline.

Foreign Exchange Sensitivity

(Impact on Operating Income per JPY1 depreciation)

- USD: JPY120M (Negative)
- EUR: JPY170M (Positive)



22F Plan for Net Sales by Market

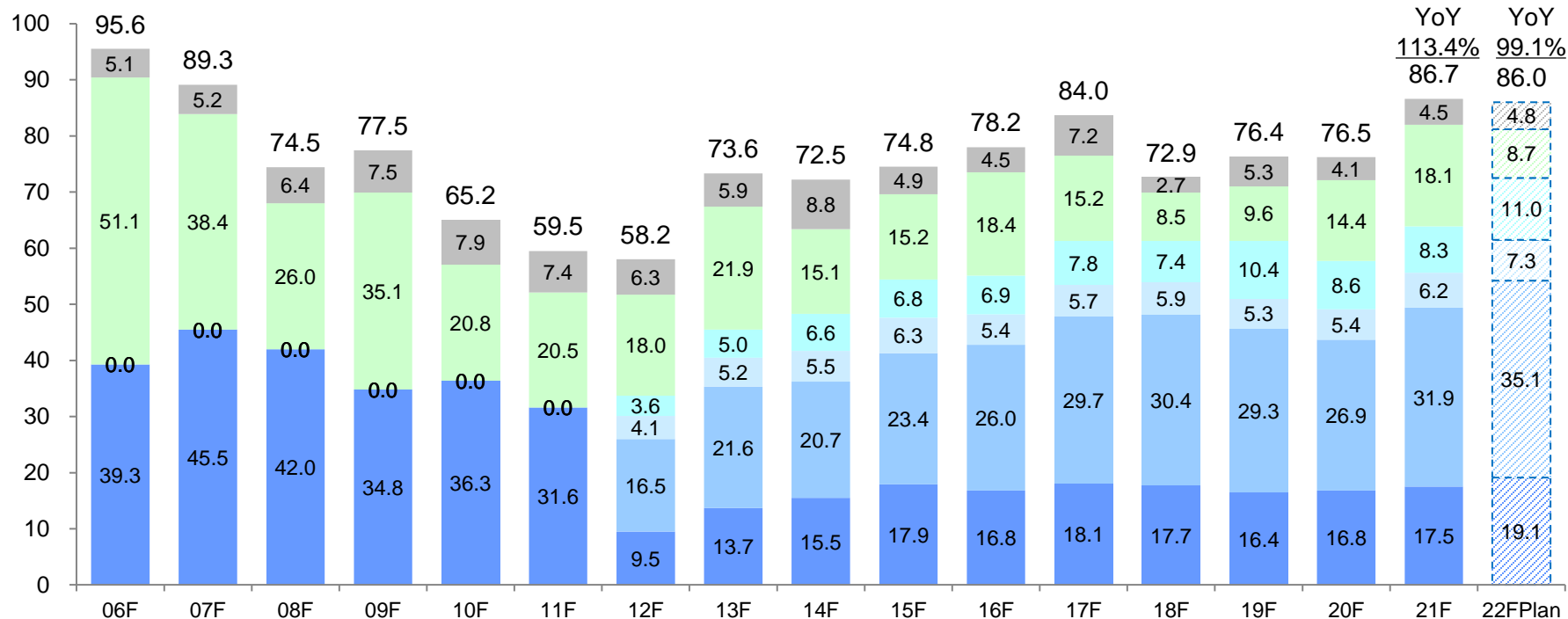
(JPY Million)

	21F	(%)	22F Plan	(%)	21F vs.22F Plan(%)
B&P (Business & Plus)	17,544	20.2	19,100	22.2	108.9
Healthcare	31,905	36.8	35,100	40.8	110.0
Creative Work	6,278	7.2	7,300	8.5	116.3
V&S (Vertical & Specific)	8,337	9.6	11,000	12.8	131.9
Amusement	18,141	20.9	8,700	10.1	48.0
Other	4,581	5.3	4,800	5.6	104.8
Total	86,789	100.0	86,000	100.0	99.1

Net Sales: Overall

(JPY Billion)

■ B&P ■ HC ■ CW ■ V&S ■ AMU ■ OTH

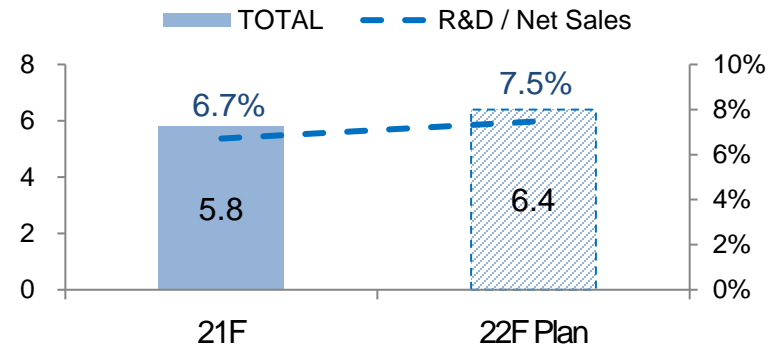


22F Plan R&D / CAPEX

(JPY Billion)

R&D

* Includes manufacturing costs

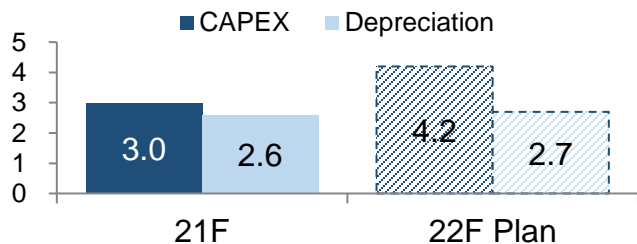


- Invest aggressively to ensure achievement of 7th Mid-Term Plan in 23F.
- R&D will increase ensuring investment in key areas such as strengthening product development for growth in our systems business and reinforcing environmentally friendly designs.

22F CAPEX Plan:

- New logistics building (Japan) : JPY0.9B
- DX (Digital transformation) investment : JPY0.5B
Strengthening the MES(manufacturing execution system)
Improving efficiency in customization to meet customer needs
- EIZO MS Corp. (Japan) : JPY0.2B
New automated manufacturing facility

CAPEX / Depreciation



Topic 1

EIZO Releases Ultra-High Sensitivity Video Cameras for Environmental Monitoring and Area Surveillance

- Commenced in-house production of surveillance cameras
- Capable of capturing color images with a high level of clarity, even under extremely dim lighting conditions
- Targeting river ports, natural disaster monitoring, law enforcement and area surveillance



For Achievement of the 7th Mid-Term Business Plan

EIZO aims to strengthen its position as a provider of solutions that support the full “Imaging Chain”, consists of capturing, recording, distributing and displaying of images. Cameras can be combined with other products, providing reliable integrated solutions for a range of environments.

Topic 2

Successful Autonomous Ship Demonstration* EIZO Participated in the Emergency Remote Operation System

- EIZO showed our strengths of “Imaging Chain” consists “Capturing”, “Recording”, “Distributing” and “Displaying” of images in the demonstration.

* EIZO participated in DFFAS (Designing the Future of Full Autonomous Ship) project, sponsored by the Nippon Foundation. The demonstration and its success was the first in the world in using a comprehensive fully autonomous navigation system and for a container ship operating in a congested sea area.

無人運航船プロジェクト
MEGURI
2040

日本財団
THE NIPPON
FOUNDATION

DFFAS
Designing the Future of Full Autonomous Ship

Capturing

Capture high-quality images even under dim lighting conditions with ultra-high sensitivity cameras

Image Optimization

Enhance visibility of captured images with image optimization systems

Distributing, Recording

Record encoded images and distribute it to operation center with IP encoder and distribution systems

Display

Display images encoded by IP decoding box with monitors

Topic 3



Case Study

ATC Solutions Installed for Recording of Radar Simulation


■ LPS SR, š. p. a state enterprise (Slovak Republic, the provider of air navigation services) installed our ATC solutions for recording of radar simulation system.

Radar
Simulation

Encoding & Streaming
Re/Vue

Data Capture & Content Management
SafeGuard

Play-
back



Lossless encoding providing accuracy and dependability

Custom solutions to meet specific needs (integration into radar simulation)

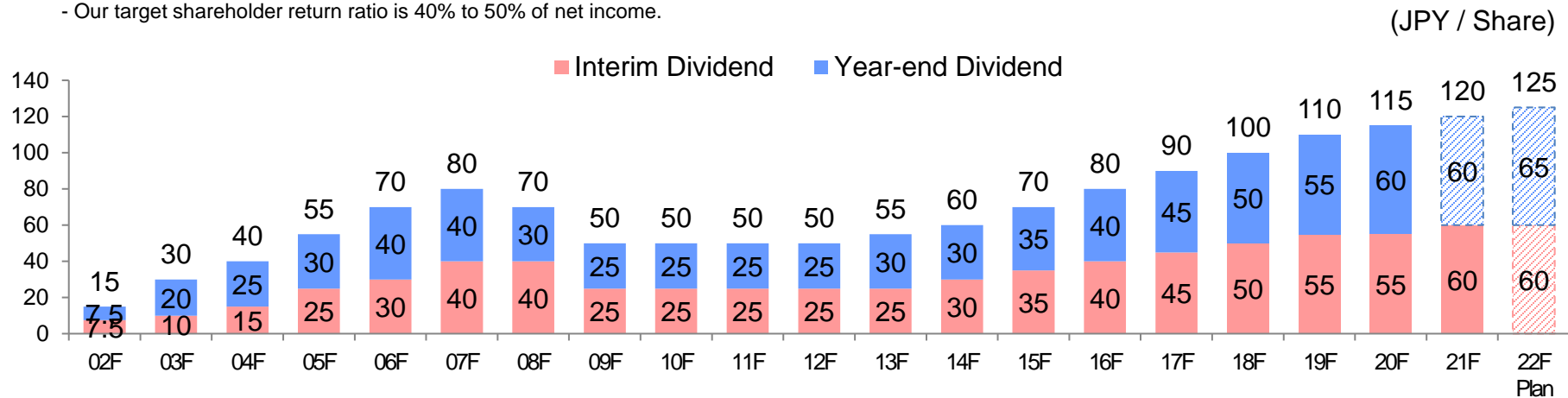
- Start / stop automatically simulation event recording
- Stream videos and audio during simulation events from remote positions
- Recall trainee interaction by search specific information and playback after simulation events

Profit Distribution to Shareholders

Basic policy on profit distribution to shareholders

- 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.



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%	50.2%	39.8%	32.8%	42.3%
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%	50.2%	39.8%	32.8%	104.3%

* 22F Plan: The Shareholder Return Ratio includes the share buybacks planning 4.0 billion JPY.



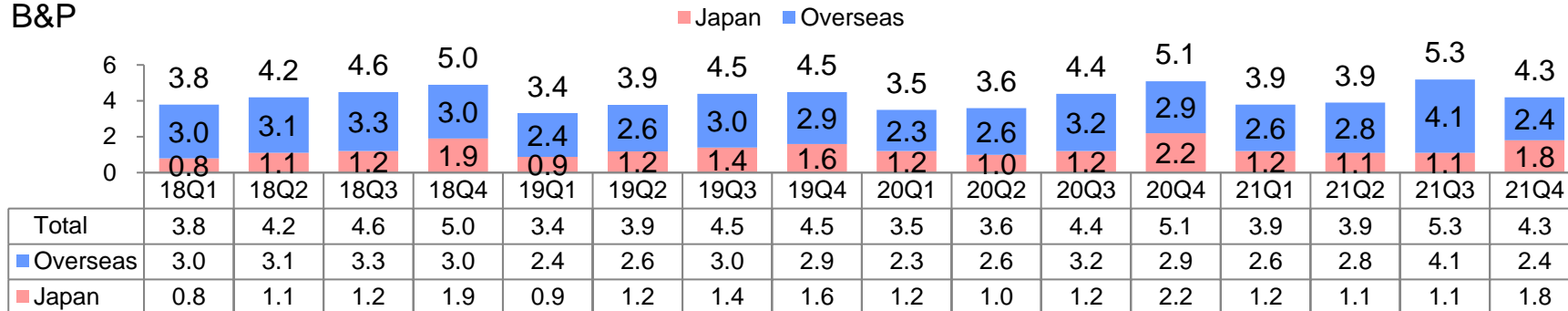
1. 21F Consolidated Financial Result

2. 22F Plan / Topics

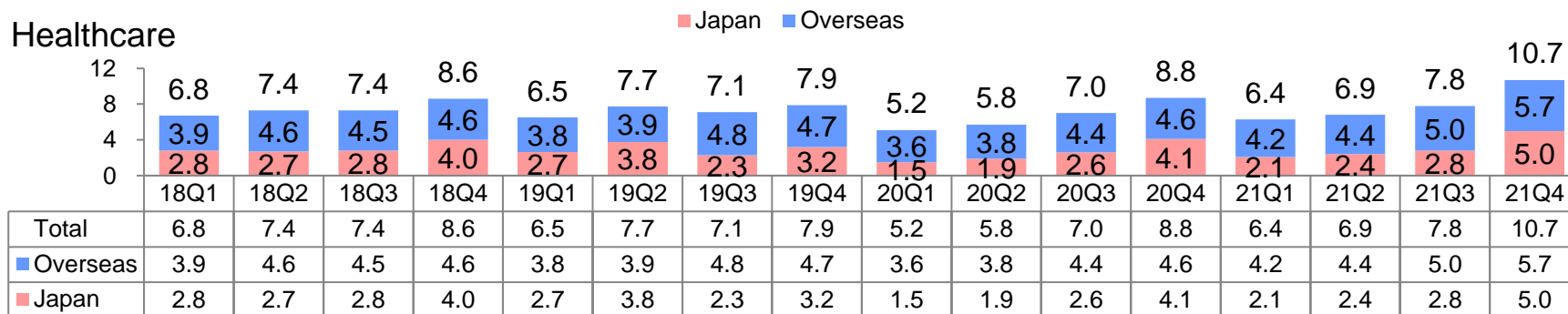
3. Reference Materials

Net Sales: B&P / Healthcare

(JPY Billion)
B&P



Healthcare

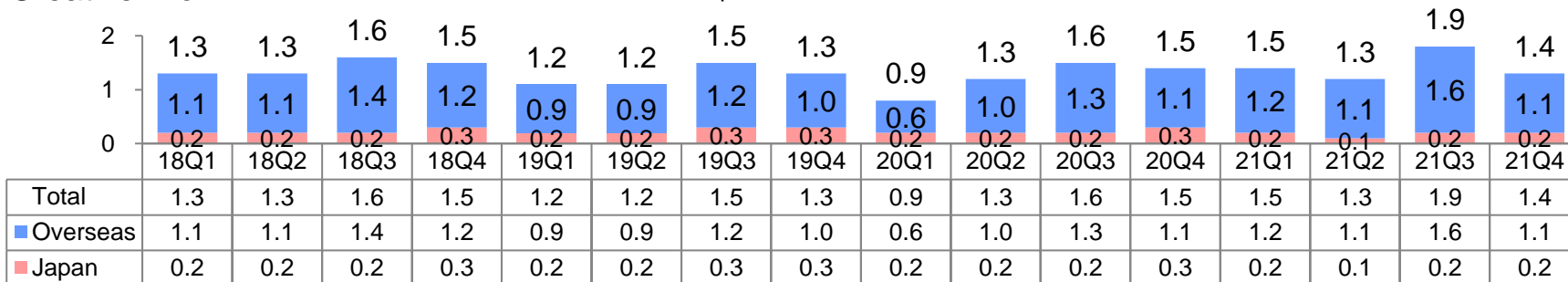


Net Sales: Creative Work / V&S

(JPY Billion)

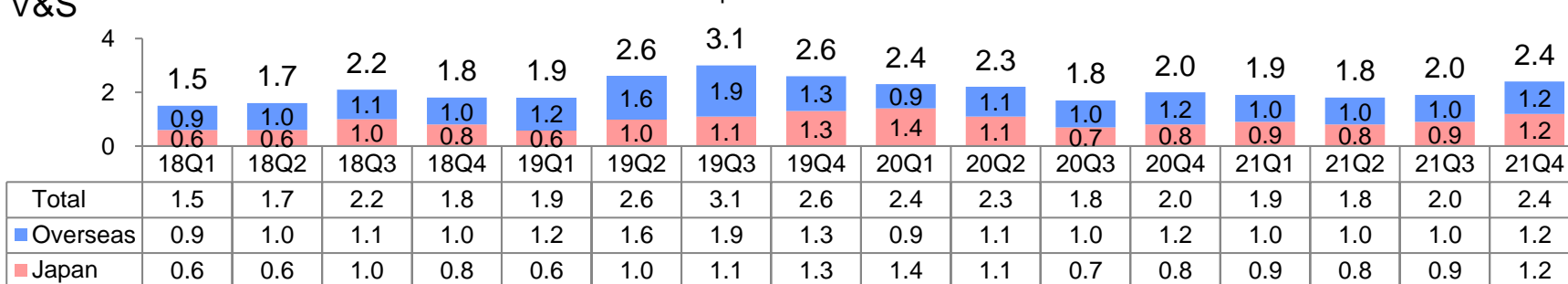
Creative Work

Japan Overseas



V&S

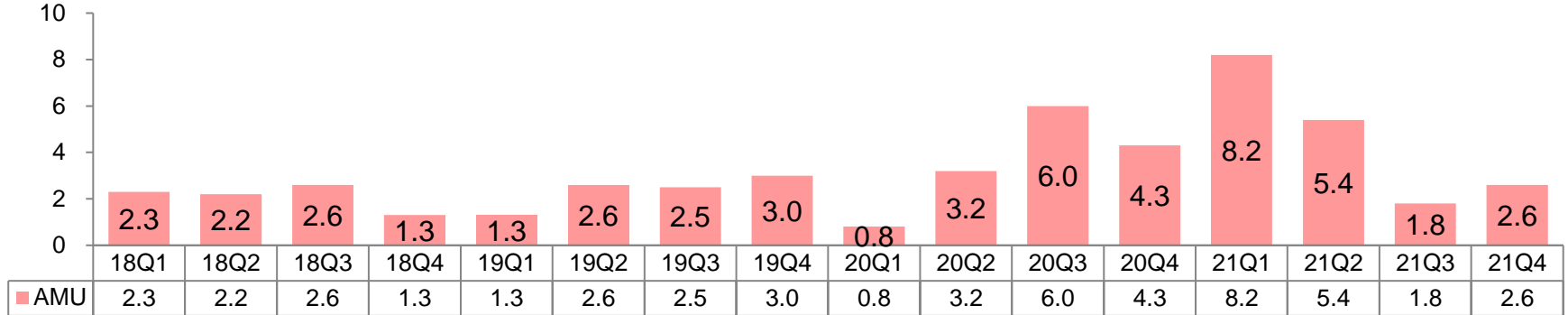
Japan Overseas



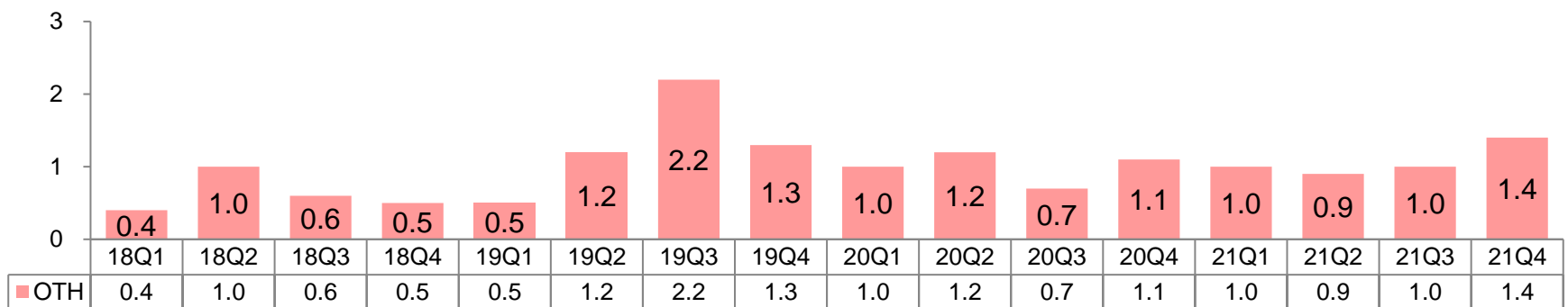
Net Sales: Amusement / Other

(JPY Billion)

Amusement

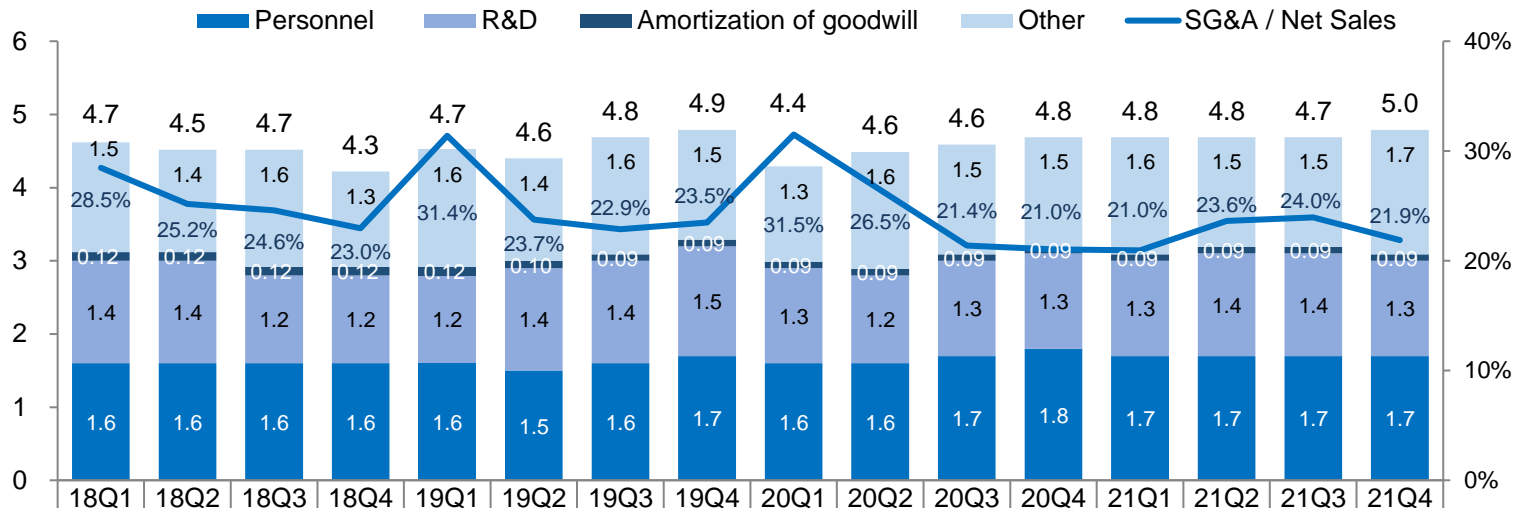


Other



Selling, General and Administrative Expenses

(JPY Billion)



TOTAL	4.7	4.5	4.7	4.3	4.7	4.6	4.8	4.9	4.4	4.6	4.6	4.8	4.8	4.8	4.7	5.0
Other	1.5	1.4	1.6	1.3	1.6	1.4	1.6	1.5	1.3	1.6	1.5	1.5	1.6	1.5	1.5	1.7
Amortization of goodwill	0.12	0.12	0.12	0.12	0.12	0.10	0.09	0.09	0.09	0.09	0.09	0.09	0.09	0.09	0.09	0.09
R&D	1.4	1.4	1.2	1.2	1.2	1.4	1.4	1.5	1.3	1.2	1.3	1.3	1.3	1.4	1.4	1.3
Personnel	1.6	1.6	1.6	1.6	1.6	1.5	1.6	1.7	1.6	1.6	1.7	1.8	1.7	1.7	1.7	1.7
SG&A / Net Sales	28.5%	25.2%	24.6%	23.0%	31.4%	23.7%	22.9%	23.5%	31.5%	26.5%	21.4%	21.0%	21.0%	23.6%	24.0%	21.9%



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