

# Third Quarter Financial Results Fiscal Year 2024 (Ending March 2025)

January 31, 2025

Seiko Epson Corporation

## ■ Q3 Results

- Year-on-year comparison: Revenue slightly decreased. Business profit decreased.
  - ✓ Printing solutions: Revenue increased from sales growth for high-capacity ink tank printers, but profit decreased due to lower prices and a decrease in ink sales caused by channel inventory adjustments.
  - ✓ Visual communications: Revenue and business profit decreased. Sales declined compared to the same period last year, when demand was robust particularly in Europe and the Americas. In this quarter, the decline included the impacts from adjustments to education budgets and tender opportunities in various countries, as well as the economic slowdown in China.
- Versus the internal plan: Both revenue and business profit were in line with the internal plan.
- The financial results of the newly acquired subsidiary, Fiery, are not reflected in profit and loss. (figures in the balance sheet at the time of acquisition are incorporated).

## ■ FY2024 full-year financial outlook [vs. previous (Nov. 1) outlook]

- Revenue outlook raised, business profit outlook reiterated
  - ✓ Visual communications outlook downgraded on greater-than-expected adjustments to education budgets and tender opportunities in various countries, as well as the economic slowdown in China.
  - ✓ The outlook was raised in the strong printing solutions business. Fiery profit and loss are also reflected in the outlook.
  - ✓ We continue to contain costs.

- Third-Quarter Financial Results
- FY2024 Full-Year Financial Outlook and Shareholder Returns
- Topics

# Financial Highlights (Third Quarter)

	FY2023		FY2024		Change	
(Billion JPY)	Q3 Actual	%	Q3 Actual	%	YoY	%
Revenue	353.5		349.6		-3.9	-1.1%
Business profit	29.8	8.5%	22.9	6.6%	-6.9	-23.3%
Profit from operating activities	23.7	6.7%	27.9	8.0%	+4.1	+17.5%
Profit before tax	21.2	6.0%	34.3	9.8%	+13.0	+61.4%
Profit for the period attributable to owners of the parent company	14.9	4.2%	24.0	6.9%	+9.1	+60.8%
EPS*1 (JPY)	45.20		74.10			
Exchange rate (JPY, index)	USD	¥147.78	¥152.36			
	EUR	¥158.98	¥162.55			
	Other currencies*2	100	99			

- Profit from operating activities
  - Recorded foreign exchange gains in other operating income due to yen depreciation
- Profit before tax
  - Recorded foreign exchange gains in finance income due to yen depreciation

Fiery's financial results are not reflected in Q3 results (profit and loss).

Exchange effect (Billion JPY)	USD	EUR	Other currencies	Total
Revenue	+3.1	+1.3	+0.2	+4.7
Business profit	-1.4	+0.9	-0.3	-0.8

\*1 Basic earnings per share for the period

\*2 The exchange effect on currencies other than the USD and EUR is compared by converting the amounts to JPY using current and previous period exchange rates. The current period is shown as an index versus 100 for the previous period.

# FY2024 Q3 Results | Printing Solutions (1)

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(Billion JPY)					
Printing Solutions	Q3/FY2023 Actual	Q3/FY2024 Actual	YoY	Exchange effect	YoY ratio
Revenue	251.0	255.2	+4.2	+3.0	+1.7%
Segment profit	36.9	33.2	-3.7	-0.6	-10.1%
ROS	14.7%	13.0%			

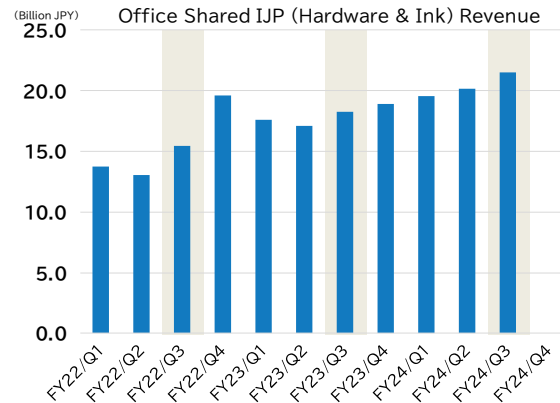
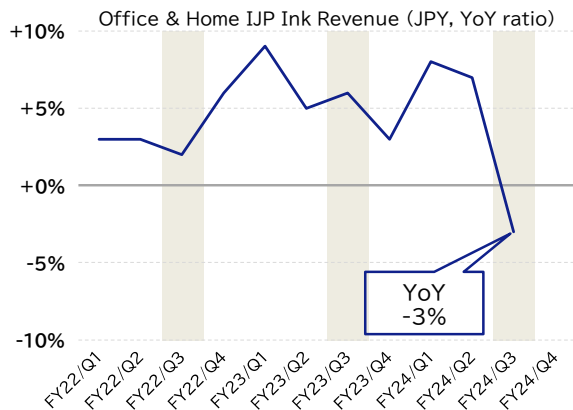
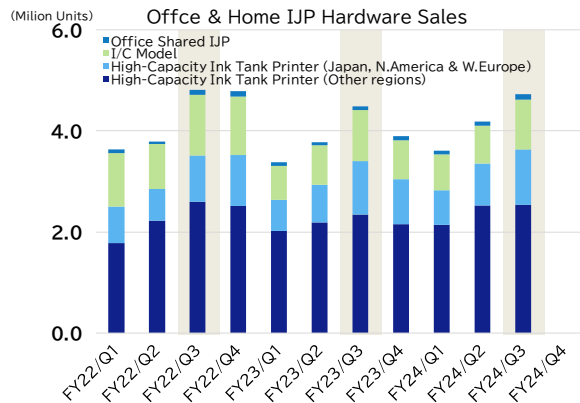
  

Office & Home Printing	Q3/FY2023 Actual	Q3/FY2024 Actual	YoY	Exchange effect	YoY ratio
Revenue	181.9	184.1	+2.2	+1.8	+1.2%
Office & Home IJP (SOHO/ Home IJP)*1	146.1	145.3	-0.7		-0.5%
Office & Home IJP (Office Shared IJP)*2	18.2	21.4	+3.2		+17.9%
Other*3	17.5	17.2	-0.2		-1.5%
Business profit	23.7	19.7	-4.0	-1.1	-16.9%
ROS	13.1%	10.7%			

\*1 I/C printers, high-capacity ink tank printers, ink, etc. \*2 LJ, RIPS, I/C printers, ink, etc. \*3 Scanners, SIDMs, LPs, dry-process office papermaking systems

## ■ Office & Home Printing

- IJP hardware unit sales: Up 5% YoY, with sales up by 3% on a local currency basis and 4% on a yen basis
- IJP ink sales: Down 4% YoY on a local currency basis and down 3% YoY on a yen basis mainly due to a decline in ink cartridge sales and a recoil from channel stocking in Q2
- Business profit: Declined mainly due to the decline in sales of IJP ink and erosion of IJP hardware prices



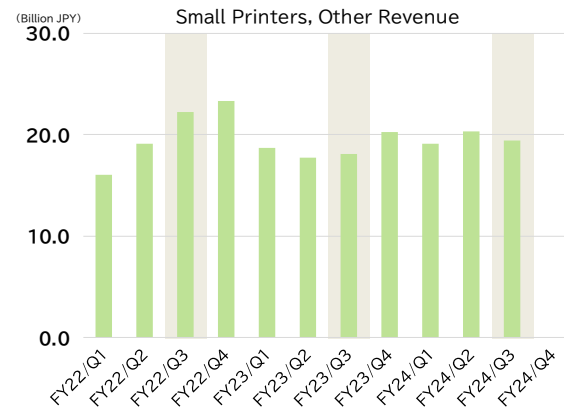
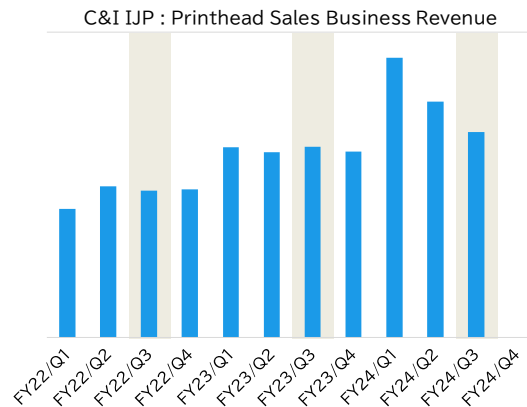
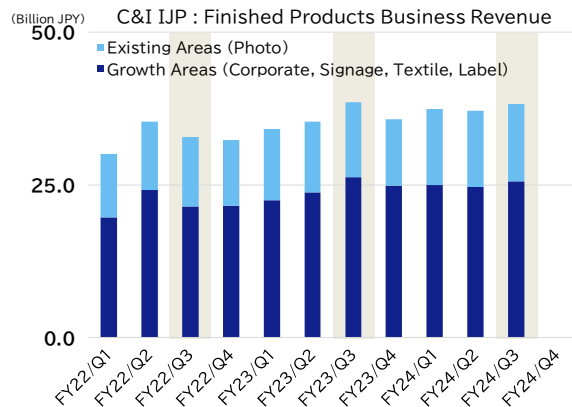
# FY2024 Q3 Results | Printing Solutions (2)

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Commercial & Industrial Printing	Q3/FY2023 Actual	Q3/FY2024 Actual	YoY	Exchange effect	(Billion JPY) YoY ratio
Revenue	69.1	71.1	+2.0	+1.1	+2.9%
Commercial & Industrial IJP	51.0	51.7	+0.6		+1.3%
Small printers, Other	18.0	19.4	+1.3		+7.3%
Business profit	13.1	13.4	+0.2	+0.4	+2.1%
ROS	19.1%	18.9%			

## ■ Commercial & Industrial Printing

- Commercial & industrial IJP finished products: Hardware sales were affected by customer investment curbs, but ink sales were strong
- Printheads: Sales increased YoY on robust demand, despite supply constraints caused by production line changes
- Small printers, other: Investment appetite improved in the retail and food service industries



Visual Communications	Q3/FY2023 Actual	Q3/FY2024 Actual	YoY	Exchange effect	(Billion JPY) YoY ratio
Revenue	59.0	50.9	-8.0	+0.9	-13.6%
Segment profit	9.7	8.0	-1.7	+0.0	-17.4%
ROS	16.6%	15.9%			

◆Projector sales trends* (YoY ratio)	Q3/FY2023 Actual	Q3/FY2024 Actual
Revenue(JPY)	-2%	-13%
Revenue(LC)	-7%	-14%
Q'ty	-5%	-20%

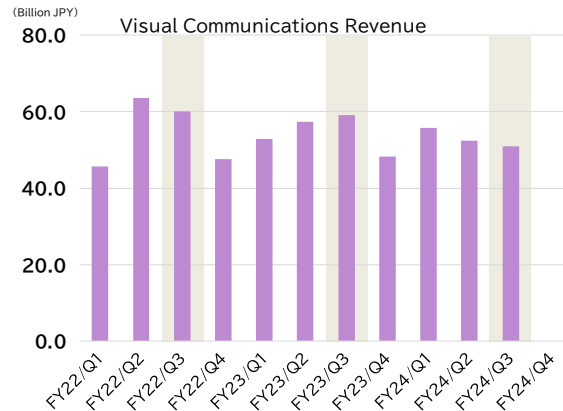
\* The indicators in sales trends are based on values tracked internally by Epson

Manufacturing-related & Wearables	Q3/FY2023 Actual	Q3/FY2024 Actual	YoY	Exchange effect	(Billion JPY) YoY ratio
Revenue	43.9	44.2	+0.2	+0.8	+0.5%
Manufacturing Solutions*	5.2	5.4	+0.2		+4.0%
Wearable Products	9.1	9.8	+0.6		+7.6%
Microdevices, Other	25.9	26.1	+0.2		+0.8%
PC	4.5	3.8	-0.6		-15.4%
Inter-segment revenue	-0.9	-1.0	-0.1		-
Segment profit	-1.5	-2.3	-0.8	-0.2	-
ROS	-3.5%	-5.3%			

\* We began recording micro injection molding machine business, etc., financial results in "corporate expenses, others" from FY24Q3. (The impact is minor.)

## Visual Communications

- Projector unit sales declined compared to the same period last year, when demand was robust in Europe and the Americas. This quarter, sales were negatively impacted by adjustments to education budgets and tender opportunities in various countries, as well as the economic slowdown in China.

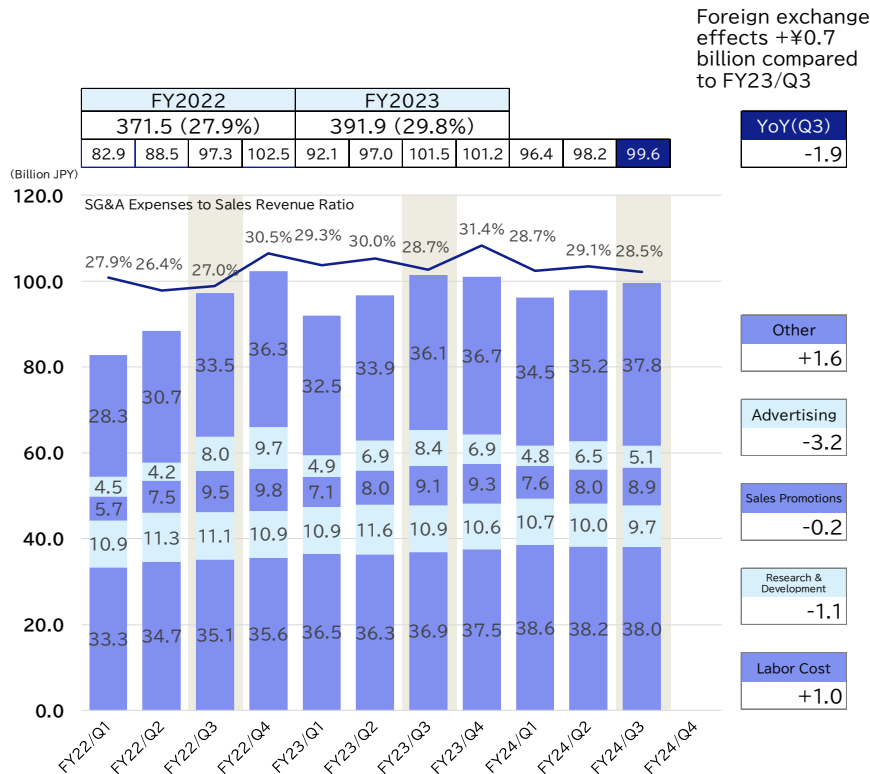


## Manufacturing-Related & Wearables

- Manufacturing solutions: Sales continue to be impacted by the economic slowdown in China and curbed investment in Europe and the Americas. We continue to cut fixed costs.
- Wearable products: Revenue increased mainly due to demand from visitors to Japan.
- Microdevices, other: A recovery was seen in demand for crystal devices from the consumer electronics sector, but demand for semiconductors was sluggish, especially in the industrial sector.
- PC: Results temporarily affected by accounting adjustments in the business

# Selling, General & Administrative Expenses Business Profit Change Cause Analysis

## Selling, General & Administrative Expenses



## Business Profit Changes



### Unit sales changes

- + High-capacity ink tank printers, printheads, small printers, etc.
- Projectors, IJP ink, etc.

### Price changes

- + Projectors, watches, etc.
- Office & home IJPs, etc.

### Parts & transport cost changes

Little change from the same period last year

### Other changes

- + Positive impact compared to the same period last year when profit was negatively impacted by inventory changes
- Increase in labor costs & other fixed costs. Accounting adjustments in the PC business

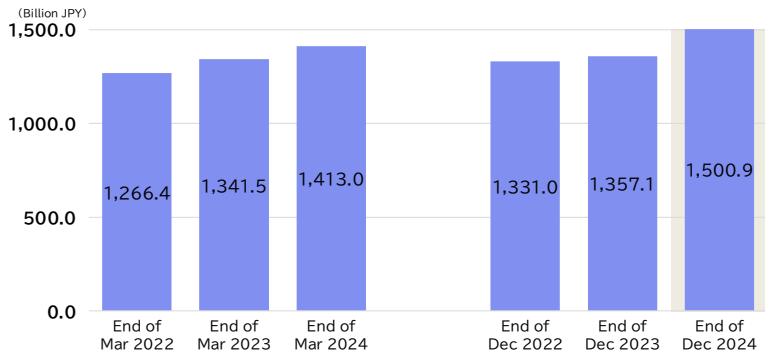


# Statements of Financial Position

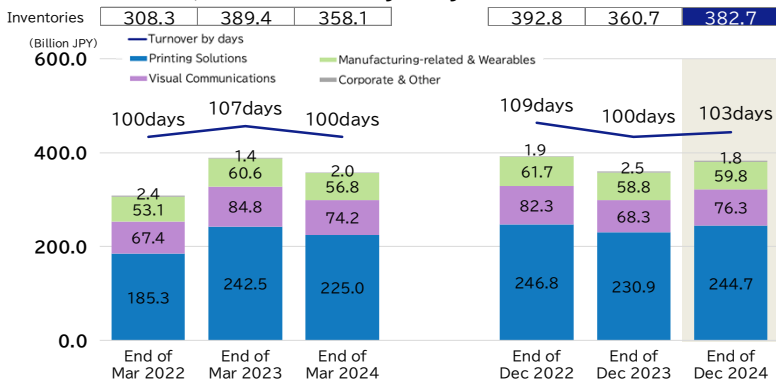
Includes Fiery's balance sheet at acquisition

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## Total assets

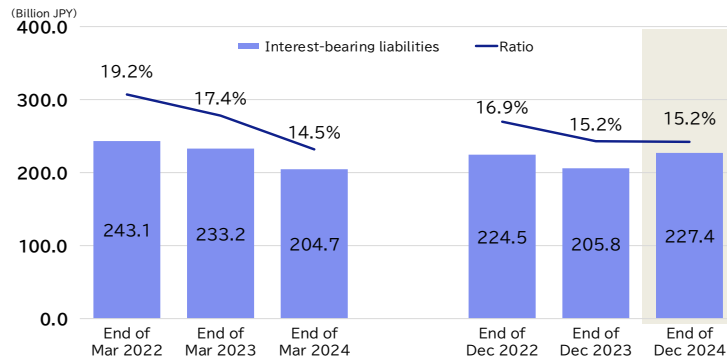


## Inventories / Turnover by days\*



\* Turnover by days: Interim (ending) balance of inventory / prior 9 months (prior 12 months) revenue per day

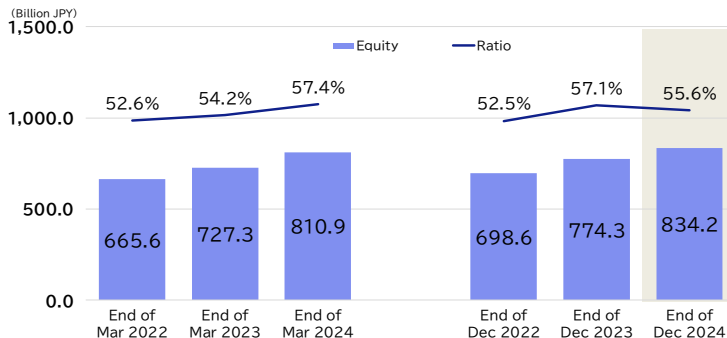
## Interest-bearing liabilities/ Ratio of interest-bearing liabilities



## Net Cash



## Equity/ Equity ratio attributable to owners of the parent company



- Third-Quarter Financial Results
- FY2024 Full-Year Financial Outlook & Shareholder Returns
- Topics

# FY2024 Financial Outlook

(Billion JPY)	FY2023		FY2024				Change	
	Actual	%	11/1 Outlook	%	1/31 Outlook	%	YoY	vs. 11/1 Outlook
Revenue	1,313.9		1,340.0		1,360.0		+46.0 +3.5%	+20.0 +1.5%
Business profit	64.7	4.9%	85.0	6.3%	85.0	6.3%	+20.2 +31.3%	— —
Profit from operating activities	57.5	4.4%	68.0	5.1%	72.0	5.3%	+14.4 +25.1%	+4.0 +5.9%
Profit before tax	70.0	5.3%	67.0	5.0%	75.0	5.5%	+4.9 +7.0%	+8.0 +11.9%
Profit for the year attributable to owners of the parent company	52.6	4.0%	47.0	3.5%	52.0	3.8%	-0.6 -1.2%	+5.0 +10.6%
EPS* <sup>1</sup> (JPY)	158.68		143.69		160.74			
Exchange rate (JPY, index)	USD	¥144.44	¥149.00		¥153.00			
	EUR	¥156.66	¥163.00		¥163.00			
	Other currencies* <sup>2</sup>	100	101		102			
Exchange sensitivity * <sup>3</sup> (Billion JPY)	USD		EUR		Other currencies		Estimated Exchange effect (Billions of yen)	
Revenue	-2.9		-1.5		-4.8		+39.0	
Business profit	+0.9		-0.9		-2.7		+2.0	

- Profit from operating activities & profit before tax
- Change in the foreign exchange gains/losses outlook

Fiery results are reflected in the current outlook

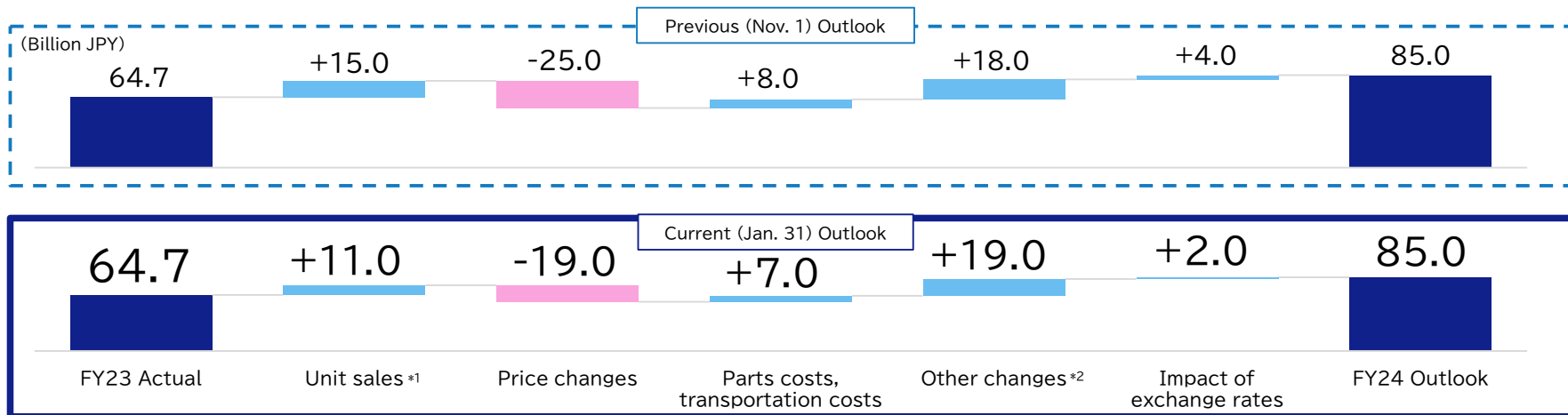
- \*1 Basic earnings per share for the year
- \*2 The exchange effect on currencies other than the USD and EUR is compared by converting the amounts to JPY using current and previous period exchange rates. The current period is shown as an index versus 100 for the previous period.
- \*3 Annual impact of a 1-yen increase in the value of the yen versus the USD & EUR (in billions of yen)  
Annual impact of a 1% increase in the value of the yen versus other currencies (in billions of yen)

Exchange rate assumptions for Q4(JPY)	USD	153.00
	EUR	158.00

# Cause Analysis of Change in Business Profit **EPSON**

## ■ Compared to the previous outlook

- Impact from unit sales reduced. While the acquisition of Fiery as well as strong demand in office and home IJPs will have a positive impact on profit, we have factored in changes in the business environment for projectors.
- Prices reflect the fact that IJP hardware selling prices stayed higher than expected.



\*1 Fiery's share of the business profit equivalent is entirely accounted for as a change in unit sales in the current outlook.

\*2 Includes the effects of inventory changes & accounting adjustments in the PC business

## ■ Impact on consolidated financial results

	Profit and Loss	Balance Sheet
Q3 Results	Fiery financial results not reflected	Reflects Fiery balance sheet at the time of acquisition Goodwill and intangible assets, etc., are under appraisal, so the figures are provisional. (The final amounts will be reflected in Q4 financial results.)
Full-Year Outlook	Profit & loss since acquisition (Dec. 2) reflected in the outlook for commercial & industrial printing (commercial & industrial IJP)	—

## ■ PMI status

- Integration into Epson's management system is progressing smoothly.
  - ✓ Compliance, risk management, consolidated financial reporting, budget planning, performance management, etc.
- Concrete discussions to create synergies have begun.

# FY2024 Financial Outlook | Printing Solutions

EPSON

(Billion JPY)

Printing Solutions	FY2023 Actual	FY2024 11/1 Outlook	FY2024 1/31 Outlook	YoY	YoY Ratio	vs.11/1 Outlook
Revenue	918.6	947.0	977.0	+58.3	+6.4%	+30.0
Segment profit	96.1	116.0	122.0	+25.8	+26.9%	+6.0
ROS	10.5%	12.2%	12.5%			

Office & Home Printing	FY2023 Actual	FY2024 11/1 Outlook	FY2024 1/31 Outlook	YoY	YoY Ratio	vs.11/1 Outlook
Revenue	650.8	656.0	674.0	+23.1	+3.6%	+18.0
Office & Home IJP (SOHO/ Home IJP)*1	508.4	504.0	523.0	+14.5	+2.9%	+19.0
Office & Home IJP (Office Shared IJP)*2	71.8	86.0	86.0	+14.1	+19.6%	-
Other*3	70.5	66.0	65.0	-5.5	-7.8%	-1.0
Business profit	53.6	58.0	60.0	+6.3	+11.8%	+2.0
ROS	8.2%	8.8%	8.9%			

\*1 I/C printers, high-capacity ink tank printers, ink, etc. \*2 LJ, RIPS, I/C printers, ink, etc. \*3 Scanners, SIDsMs, LPs, dry-process office papermaking systems

Commercial & Industrial Printing	FY2023 Actual	FY2024 11/1 Outlook	FY2024 1/31 Outlook	YoY	YoY Ratio	vs.11/1 Outlook
Revenue	267.9	291.0	303.0	+35.0	+13.1%	+12.0
Commercial & Industrial IJP	193.0	213.0	224.0	+30.9	+16.0%	+11.0
Small Printers, Other	74.8	78.0	79.0	+4.1	+5.5%	+1.0
Business profit	42.4	58.0	62.0	+19.5	+46.1%	+4.0
ROS	15.8%	19.9%	20.5%			

## Office & Home Printing

- The IJP hardware unit sales outlook was raised in response to strong sales of high-capacity ink tank printers.

## Office & Home IJP sales trends\*4

		FY23 Actual	FY24 11/1 Outlook	FY24 1/31 Outlook
Hardware q'ty	YoY	-9%	+3%	+6%
	Approx., million	15.55	16.00	16.55
SOHO/Home High-capacity ink tank printers		12.00	12.65	13.10
SOHO/ Home I/C model		3.25	3.00	3.10
Office Shared IJP		0.30	0.35	0.35
Ink revenue YoY ratio	JPY	+6%	+1%	+1%
	Local currency	-0%		

\*4: The indicators in sales trends are based on values tracked internally by Epson

## Commercial & Industrial Printing

- Fiery forecasts included in commercial & industrial IJP
- Reflects increase in ink for photos as well as cost containment

# FY2024 Financial Outlook | Visual Communications Manufacturing-related & Wearables

**EPSON**

Visual Communications	(Bilion JPY)					
	FY2023 Actual	FY2024 11/1 Outlook	FY2024 1/31 Outlook	YoY	YoY Ratio	vs.11/1 Outlook
Revenue	217.4	208.0	202.0	-15.4	-7.1%	-6.0
Segment profit	31.5	29.0	25.0	-6.5	-20.9%	-4.0
ROS	14.5%	13.9%	12.4%			

## Visual Communications

- Unit sales outlook lowered due to the greater than anticipated impacts from education budget & tender opportunity adjustments in various countries and the Chinese economic slowdown

◆Projector Sales Trends* (YoY ratio)		FY2023 Actual	FY2024 11/1 Outlook	FY2024 1/31 Outlook
Hardware q'ty	Approx, million	1.80	1.65	1.55
	YoY	-5%	-7%	-13%

\* The indicators in sales trends are based on values tracked internally by Epson

Manufacturing-related & Wearables	(Bilion JPY)					
	FY2023 Actual	FY2024 11/1 Outlook	FY2024 1/31 Outlook	YoY	YoY Ratio	vs.11/1 Outlook
Revenue	179.9	185.0	182.0	+2.0	+1.2%	-3.0
Manufacturing Solutions*	24.7	24.0	23.0	-1.7	-7.1%	-1.0
Wearable Products	34.7	37.0	37.0	+2.2	+6.5%	-
Microdevices, Other	104.3	105.0	105.0	+0.6	+0.6%	-
PC	19.6	23.0	21.0	+1.3	+6.9%	-2.0
Inter-segment revenue	-3.5	-4.0	-4.0	-0.4	-	-
Segment profit	-1.5	0.0	-2.0	-0.4	-	-2.0
ROS	-0.9%	0.0%	-1.1%			

## Manufacturing-related & Wearables

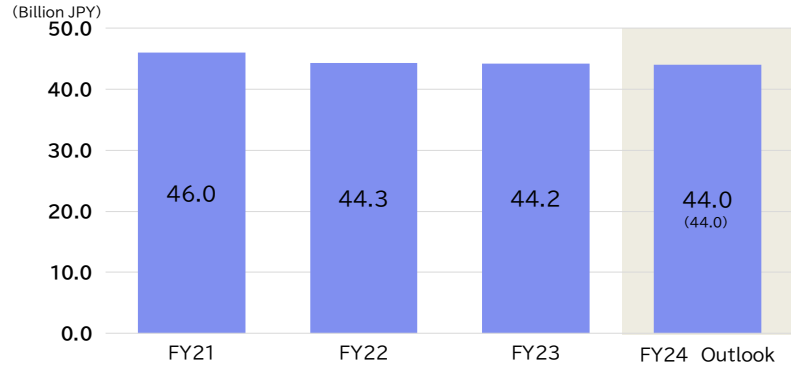
- The manufacturing solutions outlook reflects investment cutbacks in Europe and elsewhere.
- Outlook reflects the temporary effects of accounting adjustments in the PC business in Q3.

\* We began recording micro injection molding machine business, etc., financial results in "corporate expenses, others" from FY24Q3. (The impact is minor.)

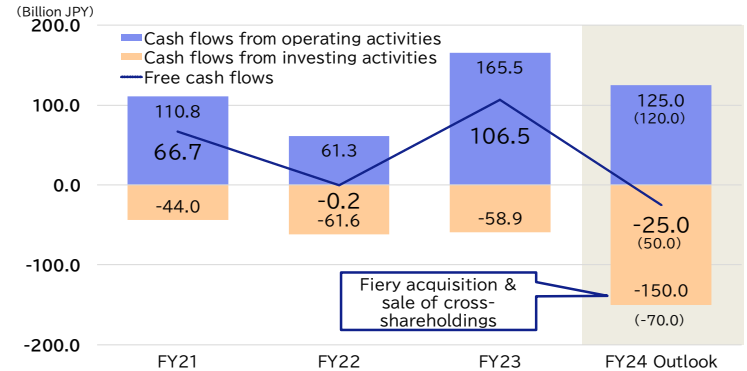
# FY2024 Financial Outlook | Major Costs, Free Cash Flows, Management Indices

## Research & development costs

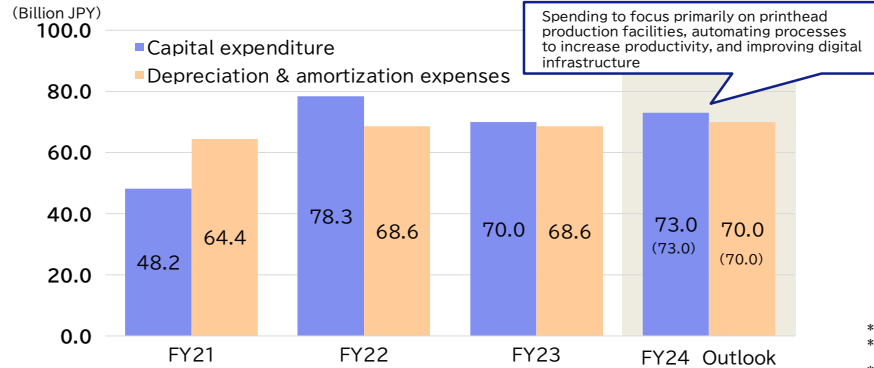
( ) Previous outlook



## Free cash flows



## Capital expenditure/ Depreciation & amortization expenses



Main management indices	FY21 Actual	FY22 Actual	FY23 Actual	FY24 Outlook	FY25 Mid-term target (Revised)
Exchange rate:USD/JPY	112.37	135.44	144.44	153.00	-
Exchange rate:EUR/JPY	130.55	140.90	156.66	163.00	-
Revenue (Billion JPY)	1,128.9	1,330.3	1,313.9	1,360.0	-
Business profit (Billion JPY)	89.6	95.1	64.7	85.0	-
Profit for the year attributable to owners of the parent company (Billion JPY)	92.2	75.0	52.6	52.0	-
ROS *1	7.9	7.1	4.9	6.3%	over 7%
ROA *2	7.4	7.3	4.7	6.0%	-
ROE *3	15.2	10.8	6.8	6.4%	over 8%
ROIC*4	7.3	7.1	4.6	5.8%	over 7%

\*1 ROS: Business profit / revenue \*2 ROA: Business profit / Beginning and ending balance average total assets

\*3 ROE: Profit for the year attributable to owners of the parent company / Beginning and ending balance average equity attributable to owners of the parent company

\*4 ROIC: After tax business profit / (equity attributable to owners of the parent company + interest-bearing liabilities)

After tax business profit: deducting an amount equivalent to the statutory effective tax rate from business profit  
Equity attributable to owners of the parent company and interest-bearing liabilities are average of beginning and ending balance

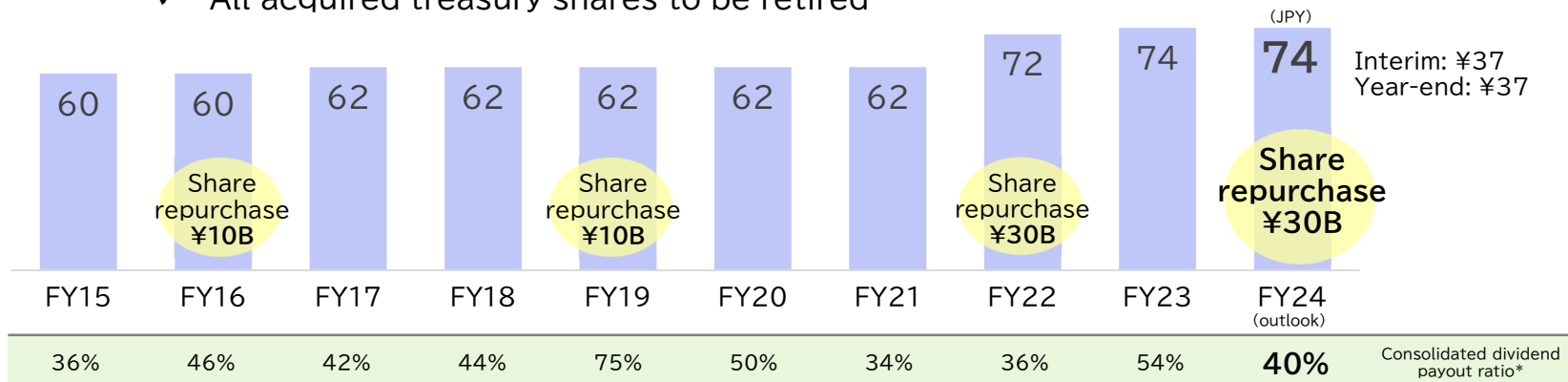


## ■ Dividends

- Expect to pay an annual dividend of ¥74 per share for FY2024
  - ✓ Continue to provide stable dividends, with a consolidated dividend payout ratio\* of about 40% over the mid-term

## ■ Share Repurchase

- Repurchasing up to 30 billion JPY in shares in FY2024  
(Purchase period July 18, 2024 to March 31, 2025)
  - ✓ Progress as of the end of December 2024: 72.77% (on a monetary basis)
  - ✓ All acquired treasury shares to be retired



\* Calculated based on the amount obtained by deducting an amount equivalent to the statutory effective tax rate from business profit

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## ■ Commendation for Epson's intellectual property activities

- Epson was named to the 2024 Asia IP Elite list by Intellectual Asset Management (IAM), a leading international intellectual property media organization.
- Epson is driving IP activities to strategically accelerate business growth.
  - ✓ Holds a wealth of IP for core technology
  - ✓ Driving innovation to increase brand value and promote the creation of new businesses



Ranking of patents by technical field\*

Japan		U.S		China	
Inkjet printers	1st	Inkjet printers	1st	Inkjet printers	1st
Piezo heads	1st	Piezo heads	1st	Piezo heads	1st
Projectors	1st	Projectors	1st	Projectors	1st
Robots	3rd	Robots	3rd	Robots	1st
Watches	3rd	Watches	3rd	Watches	4th
Crystal devices	1st	Crystal devices	1st	Crystal devices	1st

\* Epson's 2023 patent registration ranking (per Epson research & excluding Chinese utility models)

**EPSON**

# Reference

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# Financial Highlights (First 9 Months)

**EPSON**

(Billion JPY)	FY2023		FY2024		Change	
	Actual	%	Actual	%	YoY	%
Revenue	992.1		1,023.8		+31.7	+3.2%
Business profit	54.3	5.5%	73.9	7.2%	+19.6	+36.1%
Profit from operating activities	51.6	5.2%	62.8	6.1%	+11.1	+21.6%
Profit before tax	59.6	6.0%	67.2	6.6%	+7.5	+12.7%
Profit for the period attributable to owners of the parent company	42.4	4.3%	47.3	4.6%	+4.9	+11.6%
EPS* <sup>1</sup> (JPY)	128.08		144.12			
Exchange rate (JPY, index)	USD	¥143.15	¥152.46			
	EUR	¥155.19	¥164.72			
	Other currencies* <sup>2</sup>	100	105			

Exchange effect (Billion JPY)	USD	EUR	Other currencies	Total
Revenue	+19.3	+9.5	+11.3	+40.2
Business profit	-6.5	+6.0	+7.1	+6.6

\*1 Basic earnings per share for the period

\*2 Index showing weighted average variance of rates for currencies other than USD and EUR against a benchmark of 100 for the previous period. Rates are weighted according to Epson's net volume of revenue and cost for each currency

# 9M Financial Results by Business Segment

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(Billion JPY)

Printing Solutions	9M/FY2023 Actual	9M/FY2024 Actual	YoY	Exchange effect	YoY ratio
Revenue	688.3	731.8	+43.4	+27.8	+6.3%
Segment profit	74.3	96.7	+22.3	+3.9	+30.1%
ROS	10.8%	13.2%			

Office & Home Printing	9M/FY2023 Actual	9M/FY2024 Actual	YoY	Exchange effect	YoY ratio
Revenue	488.7	512.9	+24.2	+18.1	+5.0%
Office & Home IJP (SOHO/ Home IJP)*1	382.5	401.2	+18.6		+4.9%
Office & Home IJP (Office Shared IJP)*2	52.9	61.2	+8.2		+15.6%
Other*3	53.1	50.4	-2.7		-5.1%
Business profit	42.6	48.4	+5.8	-0.8	+13.6%
ROS	8.7%	9.5%			

\*1 I/C printers, High-capacity ink tank printers, Ink, etc. \*2 LIJ, RIPS, I/C printers, Ink, etc. \*3 Scanners, SIDsMs, LPs, Dry-process office papermaking systems

Commercial & Industrial Printing	9M/FY2023 Actual	9M/FY2024 Actual	YoY	Exchange effect	YoY ratio
Revenue	199.7	218.9	+19.2	+9.8	+9.6%
Commercial & Industrial IJP	145.1	160.1	+14.9		+10.3%
Small printers, Other	54.5	58.8	+4.2		+7.9%
Business profit	31.6	48.2	+16.5	+4.8	+52.3%
ROS	15.9%	22.0%			

# 9M Financial Results by Business Segment

EPSON

(Billion JPY)					
Visual Communications	9M/FY2023 Actual	9M/FY2024 Actual	YoY	Exchange effect	YoY ratio
Revenue	169.2	159.0	-10.2	+7.9	-6.0%
Segment profit	24.4	24.0	-0.4	+2.4	-1.7%
ROS	14.5%	15.1%			

(Billion JPY)					
Manufacturing-related & Wearables	9M/FY2023 Actual	9M/FY2024 Actual	YoY	Exchange effect	YoY ratio
Revenue	136.6	134.1	-2.4	+4.6	-1.8%
Manufacturing Solutions*	17.8	16.6	-1.1		-6.5%
Wearable Products	27.1	30.1	+2.9		+11.0%
Microdevices, Other	80.0	76.9	-3.0		-3.9%
PC	14.2	13.7	-0.5		-3.7%
Inter-segment revenue	-2.7	-3.3	-0.6		-
Segment profit	0.2	-2.8	-3.1	+0.4	-
ROS	0.2%	-2.2%			

\* We began recording micro injection molding machine business, etc., financial results in "corporate expenses, others" from FY24Q3. (The impact is minor.)



# Main Product Sales Trends

				FY2023 Q1 Actual	FY2023 Q2 Actual	FY2023 Q3 Actual	FY2023 Q4 Actual	FY2023 Full-year Actual	FY2024 Q1 Actual	FY2024 Q2 Actual	FY2024 Q3 Actual	FY2024 Full-year Outlook
* The indicators in sales trends are based on values tracked internally by Epson			USD EUR	137.18 149.40	144.77 157.20	147.78 158.98	148.31 161.07	144.44 156.66	155.79 167.74	149.23 163.86	152.36 162.55	153.00 163.00
Office & Home Printing	Office & Home IJP Hardware	Revenue (JPY)	YoY %	+1%	+3%	-4%	-13%	-4%	+11%	+10%	+4%	+7%
		Revenue (Local Currency)	YoY %	-3%	-2%	-9%	-21%	-10%	+1%	+9%	+3%	
		Q' ty	YoY %	-7%	-0%	-7%	-19%	-9%	+7%	+11%	+5%	+6%
		Q' ty(Approx., million)	Units					15.55				16.55
		SOHO/ Home IJP High-Capacity ink tank printers	Units					12.00				13.10
		SOHO/ Home IJP I/C model	Units					3.25				3.10
		Office shared IJP	Units					0.30				0.35
	Office & Home IJP Ink	Revenue within Office & Home IJP Ink/(HW+Ink)	Composition ratio					38%				37%
		Revenue (JPY)	YoY %	+9%	+5%	+6%	+3%	+6%	+8%	+7%	-3%	+1%
		Revenue (Local Currency)	YoY %	+5%	-1%	+1%	-6%	-0%	-1%	+5%	-4%	
Visual Communications	Projectors Hardware	Revenue (JPY)	YoY %	+17%	-10%	-2%	+1%	+0%	+5%	-8%	-13%	-7%
		Revenue (Local Currency)	YoY %	+12%	-15%	-7%	-9%	-6%	-6%	-10%	-14%	
		Q' ty	YoY %	+4%	-10%	-5%	-8%	-5%	-8%	-10%	-20%	-13%
		Q' ty (Approx., million)	Units					1.80				1.55

# Financial Data (FY2023, FY2024)

EPSON

(Billion JPY)

		FY2023 Q1 Actual	FY2023 Q2 Actual	FY2023 Q3 Actual	FY2023 Q4 Actual	FY2023 Full-year Actual	FY2024 Q1 Actual	FY2024 Q2 Actual	FY2024 Q3 Actual	FY2024 Q4 Actual	FY2024 Full-year Outlook
Exchange rate (JPY)	USD	137.18	144.47	147.78	148.31	144.44	155.79	149.23	152.36		153.00
	EUR	149.40	157.20	158.98	161.07	156.66	167.74	163.86	162.55		163.00
Printing Solutions	Revenue	215.1	222.1	251.0	230.2	918.6	235.9	240.6	255.2		977.0
	Segment profit	22.3	15.0	36.9	21.7	96.1	29.6	33.9	33.2		122.0
	Office & Home Printing	Revenue	149.8	156.9	181.9	650.8	161.0	167.7	184.1		674.0
		Business profit	12.6	6.2	23.7	10.9	53.6	13.2	15.4	19.7	60.0
	Commercial & Industrial Printing	Revenue	65.3	65.2	69.1	68.1	267.9	74.8	72.9	71.1	303.0
		Business profit	9.7	8.7	13.1	10.7	42.4	16.3	18.4	13.4	62.0
Visual Communications	Revenue	52.9	57.3	59.0	48.1	217.4	55.6	52.3	50.9		202.0
	Segment profit	6.7	7.9	9.7	7.1	31.5	7.7	8.1	8.0		25.0
Manufacturing-related & Wearables	Revenue	47.3	45.2	43.9	43.3	179.9	45.3	44.6	44.2		182.0
	Segment profit	0.7	1.0	-1.5	-1.8	-1.5	-0.3	-0.2	-2.3		-2.0
Corporate expenses & Others, Eliminations	Revenue	-0.5	-1.0	-0.5	0.1	-2.0	-0.3	-0.0	-0.8		-1.0
	Segment profit	-14.3	-15.1	-15.3	-16.6	-61.4	-13.5	-14.3	-16.0		-60.0
Consolidated Total	Revenue	314.8	323.6	353.5	321.8	1,313.9	336.6	337.5	349.6		1,360.0
	Business profit	15.5	8.8	29.8	10.3	64.7	23.4	27.5	22.9		85.0
	ROS	5.0%	2.7%	8.5%	3.2%	4.9%	7.0%	8.2%	6.6%		6.3%
R&D Costs		10.9	11.6	10.9	10.6	44.2	10.7	10.0	9.7		44.0
Capital expenditures	Printing Solutions	6.7	6.4	16.7	14.2	44.1	9.1	9.9	13.3		44.0
	Visual Communications	1.2	0.9	2.0	1.8	6.0	1.1	2.3	2.7		8.0
	Manufacturing-related & Wearables	1.6	2.2	3.4	4.9	12.3	1.3	2.5	3.2		14.0
	Corporate Expenses & Others	0.9	2.0	1.9	2.6	7.5	1.1	1.9	1.8		7.0
Depreciation & amortization expenses	Printing Solutions	10.3	10.3	10.5	10.6	41.8	10.9	10.6	10.8		44.0
	Visual Communications	2.4	2.4	2.3	2.2	9.4	2.3	2.2	2.3		10.0
	Manufacturing-related & Wearables	2.5	2.5	2.6	2.6	10.3	2.7	2.7	2.7		10.0
	Corporate Expenses & Others	1.7	1.7	1.7	1.7	6.9	1.6	1.6	1.7		6.0
Cash flows from operating activities		27.3	34.1	52.3	51.6	165.5	35.3	34.6	38.7		125.0
Free cash flows		6.3	23.5	39.4	37.1	106.5	15.5	17.2	-58.2		-25.0

## Revenue to customers outside of Japan

Exchange rate	USD	129.64	138.30	141.55	132.28	137.18	144.47	147.78	148.31	155.79	149.23	152.36	
(JPY)	EUR	138.11	139.28	144.23	141.97	149.40	157.20	158.98	161.07	167.74	163.86	162.55	
<b>Revenue</b> (Billion JPY)		FY22/Q1	FY22/Q2	FY22/Q3	FY22/Q4	FY23/Q1	FY23/Q2	FY23/Q3	FY23/Q4	FY24/Q1	FY24/Q2	FY24/Q3	YoY
The Americas		100.0	111.5	114.3	111.0	106.9	106.2	108.0	108.7	114.5	106.6	106.6	-1.4
Europe		57.3	68.3	78.5	78.0	62.1	70.8	84.2	72.1	67.9	74.7	78.1	-6.0
Asia/ Oceania		88.4	100.5	100.9	89.1	92.8	93.9	97.6	86.7	102.1	101.8	103.8	+6.2
Total revenue to customers outside of Japan		245.7	280.4	293.8	278.2	261.9	271.0	289.8	267.7	284.6	283.2	288.6	-1.2
<b>Consolidated revenue</b>		<b>297.8</b>	<b>335.2</b>	<b>361.2</b>	<b>335.9</b>	<b>314.8</b>	<b>323.6</b>	<b>353.5</b>	<b>321.8</b>	<b>336.6</b>	<b>337.5</b>	<b>349.6</b>	<b>-3.9</b>

<b>% of revenue to consolidated revenue</b>		FY22/Q1	FY22/Q2	FY22/Q3	FY22/Q4	FY23/Q1	FY23/Q2	FY23/Q3	FY22/Q4	FY24/Q1	FY24/Q2	FY24/Q3	
The Americas		33.6%	33.3%	31.6%	33.1%	34.0%	32.8%	30.6%	33.8%	34.0%	31.6%	30.5%	
Europe		19.2%	20.4%	21.8%	23.2%	19.7%	21.9%	23.8%	22.4%	20.2%	22.2%	22.4%	
Asia/ Oceania		29.7%	30.0%	27.9%	26.5%	29.5%	29.0%	27.6%	27.0%	30.3%	30.2%	29.7%	
<b>Total</b>		<b>82.5%</b>	<b>83.7%</b>	<b>81.3%</b>	<b>82.8%</b>	<b>83.2%</b>	<b>83.7%</b>	<b>82.0%</b>	<b>83.2%</b>	<b>84.6%</b>	<b>83.9%</b>	<b>82.6%</b>	

## Number of employees

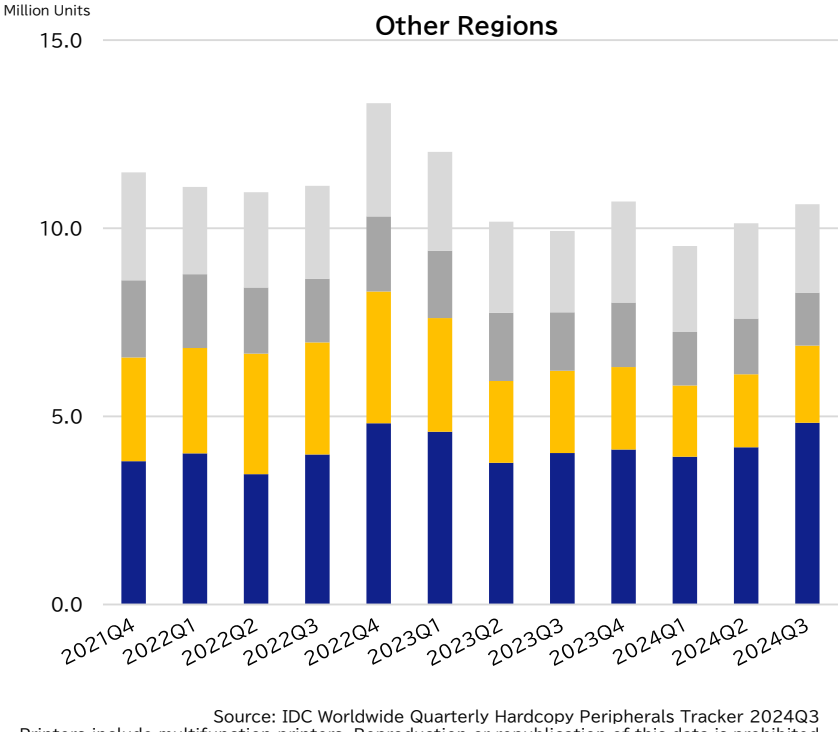
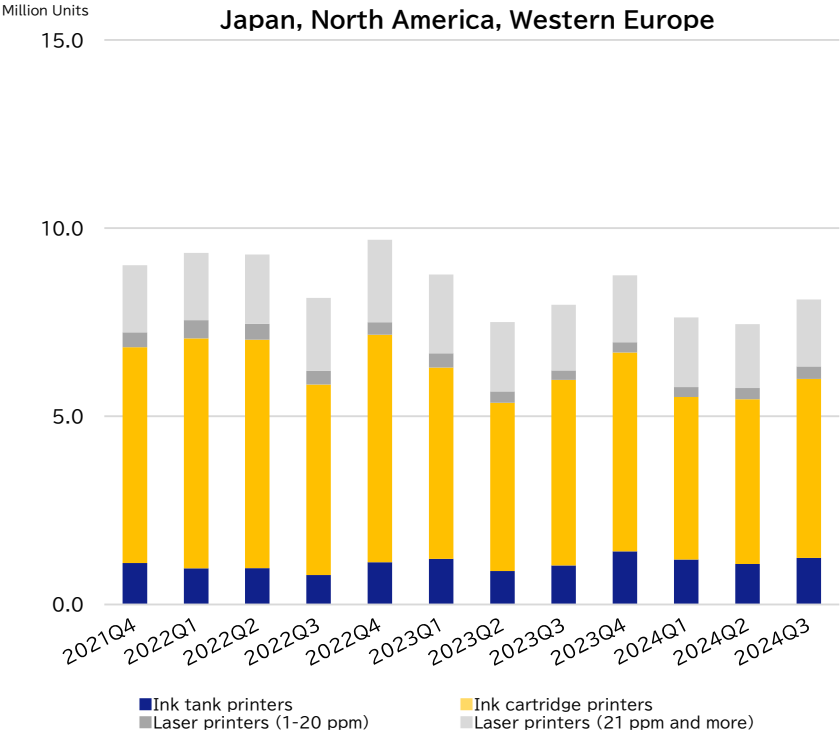
<b>Number of employees at period end (person)</b>	End of Jun 2022	End of Sep 2022	End of Dec 2022	End of Mar 2023	End of Jun 2023	End of Sep 2023	End of Dec 2023	End of Mar 2024	End of Jun 2024	End of Sep 2024	End of Dec 2024	YoY
Japan	20,128	20,131	20,174	20,124	20,633	20,535	20,323	20,209	20,702	20,672	20,439	+116
Outside of Japan	59,887	62,742	64,308	59,782	57,932	55,764	54,649	54,255	56,969	57,889	56,808	+2,159
<b>Consolidated total</b>	<b>80,015</b>	<b>82,873</b>	<b>84,482</b>	<b>79,906</b>	<b>78,565</b>	<b>76,299</b>	<b>74,972</b>	<b>74,464</b>	<b>77,671</b>	<b>78,561</b>	<b>77,247</b>	<b>+2,275</b>

Fiery figures not included in revenue and number of employees data

# A4 Printer Market Trend

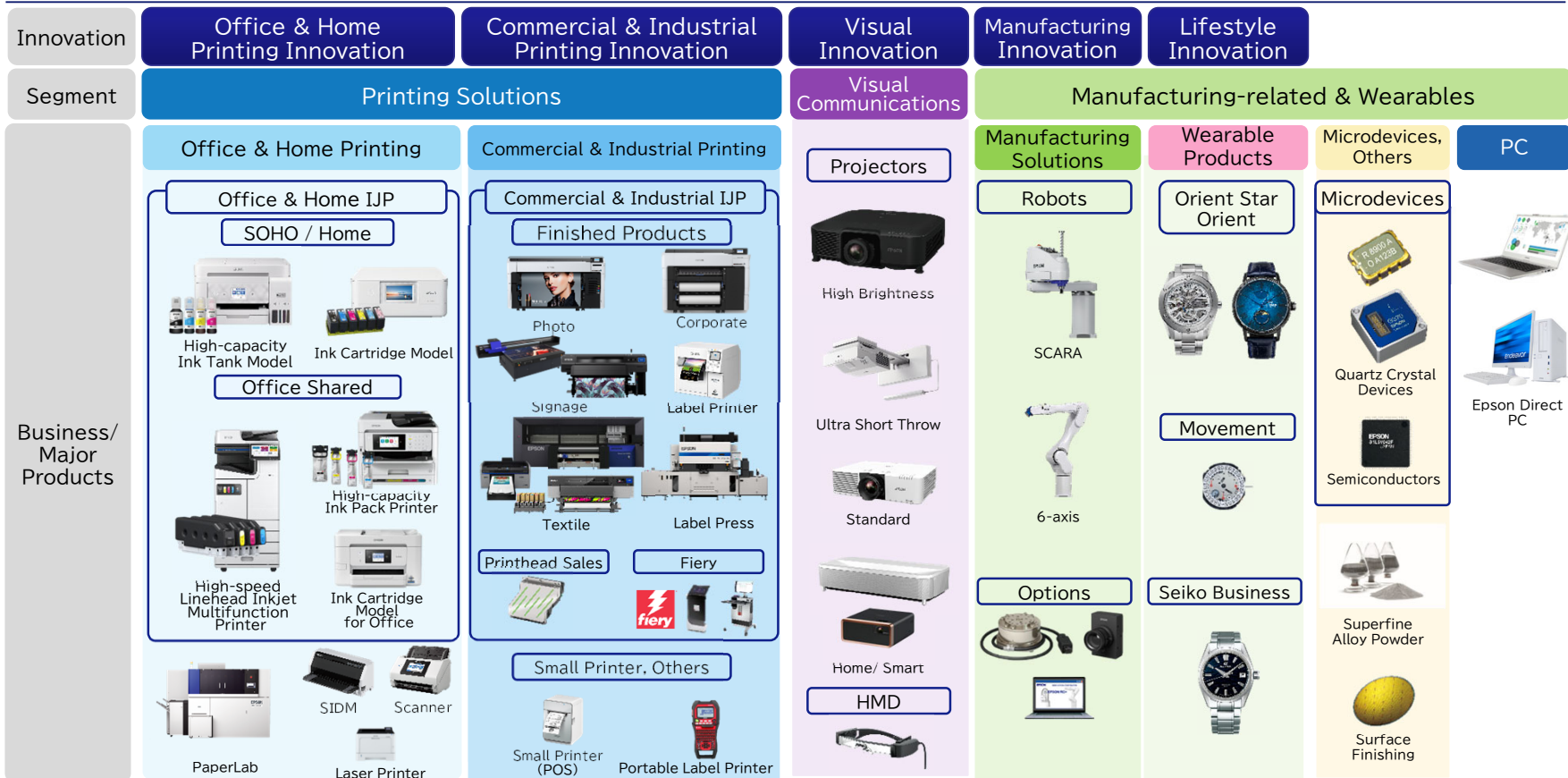


\* All graphs show calendar year



# Business Segments

EPSON



# Evaluation by External Parties (As of January 2025)

EPSON

<https://corporate.epson/en/sustainability/evaluation/>

## ESG Indices and Ratings Inclusion

## ESG Awards / Index Adoption, etc.

- FTSE4Good Index Series
- FTSE Blossom Japan Index
- FTSE Blossom Japan Sector Relative Index
- MSCI Nihonkabu ESG Select Leaders Index
- MSCI Japan Empowering Women Index (WIN)
- S&P/JPX Carbon Efficient Index
- Morningstar Japan ex-REIT Gender Diversity Tilt Index
- SOMPO Sustainability Index
- Prime rating in the ESG Corporate Ratings by ISS ESG
- CDP A Lists 2023 (climate change, water security)
- EcoVadis Platinum Rating for Overall Sustainability
- Development Bank of Japan (DBJ) Environmentally Rated Loan Program Rank A
- “AAA” in MSCI ESG Ratings
- RBA \*1 Platinum CSR recognition at main overseas plants (Indonesia, Malaysia, and Philippines)
- Corporate Governance of the Year 2023® “Winner Company”: Jan. 2024
- 5th ESG Finance Awards Japan (Environmentally Sustainable Company Category)  
“Minister of the Environment Award, Silver Award”: Feb. 2024
- 2024 Health & Productivity Stock Selection \*2: Mar. 2024
- IAM “The 2024 Asia IP Elite”: Nov. 2024
- FY2024 Energy Conservation Grand Prize Agency for Natural Resources and Energy Commissioner’s Award  
(Energy Saving Activities for Utility Equipment at the Suwa Minami Plant): Dec. 2024
- Nikkei 225: from 2017

\*1 The Responsible Business Alliance (RBA) is the world’s largest industry coalition dedicated to corporate social responsibility in global supply chains.

\*2 Health Management Objectives and Organization <https://corporate.epson/en/sustainability/our-people/health-and-productivity.html>

Now included in  
all six domestic ESG  
indexes used by the GPIF



FTSE Blossom  
Japan



FTSE Blossom  
Japan Sector  
Relative Index

2024 CONSTITUENT MSCI NIHONKABU  
ESG SELECT LEADERS INDEX

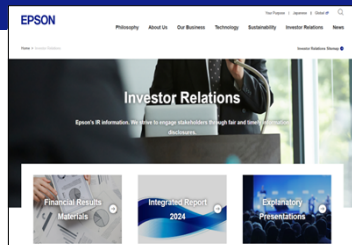
2024 CONSTITUENT MSCI JAPAN  
EMPOWERING WOMEN INDEX (WIN)



Japan ex-REIT Gender Diversity  
Tilt Index

TOP CONSTITUENT 2024

## Investor Relations



### ■ IR Materials

➤ Explanatory Presentations

<https://corporate.epson/en/investors/publications/>

➤ Integrated Report

<https://corporate.epson/en/investors/publications/presentations.html>

<https://corporate.epson/en/investors/publications/integrated-report.html>

### ■ Epson in 5 Minutes

<https://corporate.epson/en/investors/overview/>

### ■ Shareholder Returns

<https://corporate.epson/en/investors/information/stock-dividends.html>

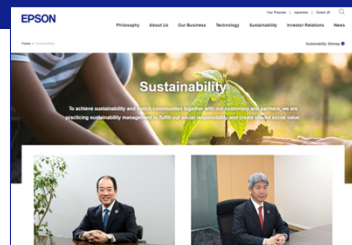
### ■ Purpose

<https://corporate.epson/en/philosophy/purpose/>

### ■ Vision

<https://corporate.epson/en/philosophy/vision/>

## Sustainability



### ■ Sustainability Management

<https://corporate.epson/en/sustainability/initiatives/>

### ■ Environment

<https://corporate.epson/en/sustainability/environment/>

### ■ Human Resources

<https://corporate.epson/en/sustainability/our-people/>

### ■ ESG Data

<https://corporate.epson/en/sustainability/esg-data/>

<b>I/C</b>	Ink cartridges
<b>IJP</b>	Inkjet printers
<b>LIJ</b>	Line inkjet multifunction printers
<b>LP</b>	Laser printers, including multifunction printers
<b>RIPS</b>	Replaceable ink pack system, high-yield cartridge-free ink pack printers
<b>High-Capacity Ink Tank Printers</b>	Inkjet printers with high-capacity ink tank (includes EcoTank)
<b>High-Capacity Ink Models</b>	General term for high-capacity ink tank printers, RIPS, and LIJ
<b>SOHO</b>	Small office, home office
<b>Office Shared IJP</b>	Printer category for high print volume office users. This includes LIJ, RIPS, and I/C printers
<b>Commercial &amp; Industrial (C&amp;I) IJP</b>	Inkjet printers, ink, services for commerce and industry
<b>Printhead Sales Business</b>	Printheads, ink, etc.
<b>Epson Connect</b>	Epson's mobile cloud service for Epson products and services
<b>Color Control Technology</b>	Color management technology that enhances color reproducibility
<b>Distributed printing</b>	Printing method that prints out same images/ documents using several printers
<b>SIDM</b>	Serial impact dot matrix printers
<b>3LCD</b>	Technology that projects images by utilizing 3LCD-chips
<b>High-Brightness Laser Projectors</b>	High-lumen projectors mainly used in venues such as conference rooms and halls
<b>Smart Projectors</b>	Projectors over 500 lm, with standalone network connectivity and video streaming service usability
<b>FPD</b>	Flat panel displays
<b>WP</b>	Wearable Products business
<b>MD, Other</b>	Microdevices, Other business



## ■ Disclaimer regarding forward-looking statements

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The foregoing statements regarding future results reflect the Company's expectations based on information available at the time of announcement. The information contains certain forward-looking statements that are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include, but are not limited to, the competitive environment, market trends, general economic conditions, technological changes, exchange rate fluctuations and our ability to continue to timely introduce new products and services.

## ■ Note regarding business profit

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Business profit is calculated by deducting cost of sales and SGA expenses from revenue. Although not defined in the statement of consolidated comprehensive income, this indicator is very similar to the concept of operating income under J-GAAP. Epson will present this information as a reference, as the Company believes users of financial statements will find it useful when evaluating Epson's financial performance.

## ■ Numerical values presented herein

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Numbers are rounded down to the unit indicated. Percentages are rounded off to one decimal place. Years mentioned in these materials are fiscal years unless otherwise indicated.

**EPSON**