

[Reference] Overview of Consolidated Financial Results for the Second Quarter of FY2023

(Millions of yen)

	2ndQ (Jan - Jun)			Full Year (Jan - Dec)		
	FY2022 (Previous Year)	FY2023 (Current Year)		FY2022 (Previous Year)	FY2023 (Forecast)	
Net Sales	43,004	46,096	[+7.2%]	95,840	105,600	[+10.2%]
Domestic Sales	4,710	4,978	[+5.7%]	9,736	10,100	[+3.7%]
Overseas Sales	38,294	41,118	[+7.4%]	86,104	95,500	[+10.9%]
Operating Profit	4,677	4,256	[-9.0%]	10,751	12,400	[+15.3%]
<Operating Profit Ratio>	<10.9 %>	<9.2 %>		<11.2 %>	<11.7 %>	
Ordinary Profit	4,794	4,012	[-16.3%]	10,250	12,400	[+21.0%]
<Ordinary Profit Ratio>	<11.1 %>	<8.7 %>		<10.7 %>	<11.7 %>	
Net profit ^(*)	3,927	3,195	[-18.6%]	8,938	9,300	[+4.0%]
<Net Profit Ratio>	<9.1 %>	<6.9 %>		<9.3 %>	<8.8 %>	
EBITDA	5,493	5,580	[+1.6%]	12,826	15,060	[+17.4%]
<EBITDA Margin>	<12.8 %>	<12.1 %>		<13.4 %>	<14.3 %>	
Currency Rate (Exchange Rate)						
US\$	122.90 yen	134.87 yen		131.44 yen	130.00 yen	
EUR	134.30 yen	145.84 yen		138.10 yen	140.00 yen	
Excluding FX impact ^(*)						
Net Sales	—	43,358	[+0.8%]	—	—	
Operating Profit	—	3,746	[-19.9%]	—	—	
ROE ^(*)	24.0%	24.4%		28.9 %	26.0 %	
Basic Earnings Per Share	143.08 yen	116.97 yen		326.98 yen	340.73 yen	
R&D Expenses	1,998	2,434	[+21.8%]	4,196	5,249	[+25.1%]
Capital Expenditures	634	1,144	[+80.3%]	2,678	1,333	[-50.2%]
Includes a renewal of existing lease	—	—		1,289	—	
Depreciation Expenses	815	1,323	[+62.3%]	2,075	2,660	[+28.2%]
Cash Flows						
Operating Activities	-910	9,248		793	—	
Investing Activities	-443	-1,123		-11,351	—	
Financing Activities	1,342	-7,869		12,879	—	
Cash and Cash Equivalents at end of period	8,722	9,993		10,506	—	
Sales by product						
Keyboards	13,761	11,849	[-13.9%]	29,869	31,200	[+4.5%]
Percussion & Wind Instruments	9,367	13,272	[+41.7%]	23,046	30,800	[+33.6%]
Guitar-related Products	10,712	11,234	[+4.9%]	23,540	23,900	[+1.5%]
Creation-related Products & Services	5,836	6,153	[+5.4%]	12,206	12,600	[+3.2%]
Video & Pro Audio	1,997	2,157	[+8.0%]	4,357	4,400	[+1.0%]
Other	1,328	1,427	[+7.4%]	2,819	2,700	[-4.2%]
Sales by region						
Japan	4,710	4,978	[+5.7%]	9,736	10,100	[+3.7%]
North America	15,390	16,527	[+7.4%]	34,904	40,400	[+15.7%]
Europe	12,131	13,319	[+9.8%]	26,439	28,100	[+6.3%]
China	4,422	4,205	[-4.9%]	9,641	10,500	[+8.9%]
Other	6,349	7,065	[+11.3%]	15,118	16,500	[+9.1%]

[Percentage in square bracket indicates year-on-year change and is rounded to one decimal place.]

(*1) "Net Profit" above refers to "Profit attributable to owners of parent"

(*2) "Excluding FX impact" are the results recalculated by the exchange rates applied to the previous fiscal year.

(*3) "ROE" is calculated on an annually adjusted basis.

Consolidated financial forecasts are subject to decisions and suppositions based on the latest information available at the timing of releasing this material. Accordingly, actual consolidated results may differ from the forecasts due to various factors.