

First Quarter Financial Results Fiscal Year 2025 (Ending March 2026)

Aug 5, 2025
Seiko Epson Corporation

■ Q1 Results

- YoY: Compared to the same period last year when the yen depreciated, in this period we saw steady sales mainly in office & home printing, while some businesses saw sales decrease due to a decline in demand. Revenue and profit were down compared to the same period last year, with effects of the stronger yen having profound effects.
- Against the internal plan: Revenue and business profit exceeded the plan due to foreign exchange effects.

■ FY2025 full-year financial outlook (vs. the previous outlook)

- Projected business profit remains unchanged at ¥75 billion.
 - ✓ The forecast reflects an additional ¥10 billion in foreseeable costs associated with U.S. tariff policy, bringing estimated tariff costs to ¥27 billion.
 - ✓ Foreign exchange assumptions were revised in anticipation of a weaker yen.
- Adapt flexibly to changes in the external environment while, in the short term, continuing to control costs and maintain profitability. Meanwhile, steadily invest in future, sustained growth.

- First, I would like to outline the key points.
- In the first quarter we saw steady sales mainly in office & home printing, while some businesses saw a decrease due to demand decline. Revenue and profit were impacted by the strong yen and decreased compared to the same period last year.
- Both revenue and business profit exceeded the internal plan due to foreign exchange effects.
- The full-year business profit outlook has not changed. It remains at ¥75 billion.
- An additional ¥10 billion in foreseeable costs associated with U.S. tariff policy were factored into the outlook, bringing estimated tariff costs to ¥27 billion.
- On the other hand, the recent weakening of the yen caused us to revise our foreign exchange assumptions accordingly.
- We will seek to continue to flexibly adapt to changes in the external environment, continue to control costs and maintain profitability in the short term, and steadily invest to achieve sustained growth.

Financial Results Summary

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(Billion JPY)

		Q1			Full Year				
		FY2024 Actual	FY2025 Actual	YoY	FY2024 Actual	FY2025 5/1 Outlook	FY2025 8/5 Outlook	YoY	vs 5/1 Outlook
Printing Solutions	Revenue	235.9	227.0	-3.8%	980.1	950.0	965.0	-1.5%	+1.6%
	Segment profit	29.6	28.2	-4.8%	124.8	106.0	109.0	-12.7%	+2.8%
Office & Home Printing	Revenue	161.1	149.2	-7.3%	680.5	627.0	642.0	-5.7%	+2.4%
	Business profit	13.3	14.2	+7.2%	63.9	45.0	48.0	-24.9%	+6.7%
Commercial & Industrial Printing	Revenue	74.9	77.7	+3.8%	299.8	323.0	323.0	+7.8%	-
	Business profit	16.3	14.0	-14.5%	60.9	61.0	61.0	+0.1%	-
Visual Communications	Revenue	55.7	45.5	-18.4%	203.8	189.0	185.0	-9.2%	-2.1%
	Segment profit	7.8	4.8	-38.4%	29.0	19.0	16.0	-44.9%	-15.8%
Manufacturing-related & Wearables	Revenue	45.3	49.9	+10.0%	181.5	187.0	193.0	+6.4%	+3.2%
	Segment profit	-0.3	1.3	-	-3.2	11.0	11.0	-	-
Consolidated Total	Revenue	336.6	320.9	-4.7%	1,362.9	1,320.0	1,340.0	-1.7%	+1.5%
	Business profit	23.5	19.8	-15.9%	89.6	75.0	75.0	-16.3%	-

- Our first-quarter financial results and 2025 full-year financial outlook are as shown here.

- First-Quarter Financial Results
- FY2025 Full-Year Financial Outlook and Shareholder Returns
- Topics

FY2025 Q1 | Financial Highlights

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	FY2024		FY2025		Change	
(Billion JPY)	Q1 Actual	%	Q1 Actual	%	YoY	%
Revenue	336.6		320.9		-15.7	-4.7%
Business profit	23.5	7.0%	19.8	6.2%	-3.7	-15.9%
Profit from operating activities	22.5	6.7%	14.1	4.4%	-8.3	-37.1%
Profit before tax	26.9	8.0%	12.9	4.0%	-14.0	-52.0%
Profit for the period attributable to owners of the parent company	19.2	5.7%	6.6	2.1%	-12.5	-65.5%
EPS*1 (JPY)	57.78		20.64			
Exchange rate (JPY, index)	USD	¥155.79	¥144.49			
	EUR	¥167.74	¥163.76			
	Other currencies*2	-	90			

- Revenue
 - Revenue in printing solutions & visual communications decreased.
- Business profit
 - Decreased along with revenue
- Profit from operating activities
 - Recorded a foreign exchange loss, etc.
- Profit before tax
 - Recorded a foreign exchange loss, etc.

Exchange effect (Billion JPY)	USD	EUR	Other currencies	Total
Revenue	-8.6	-1.2	-9.8	-19.6
Business profit	+2.3	-0.7	-5.9	-4.3

*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.

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- I will explain our first-quarter results.
- Revenue was ¥320.9 billion, down ¥15.7 billion year on year. Business profit was ¥19.8 billion, down ¥3.7 billion.
- Profit from operating activities, which included the recording of items such as a foreign exchange loss due to yen appreciation, was ¥14.1 billion. Profit before tax was ¥12.9 billion, and profit for the period attributable to owners of the parent company was ¥6.6 billion.

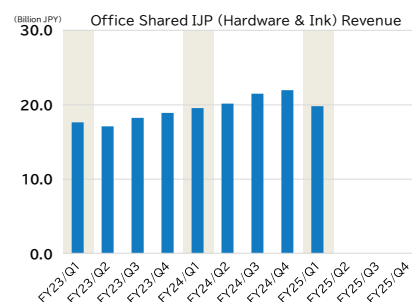
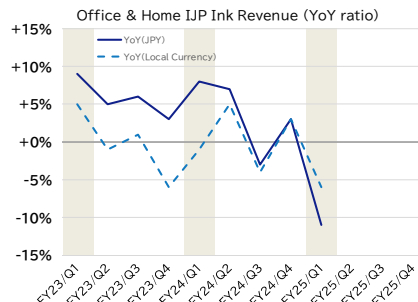
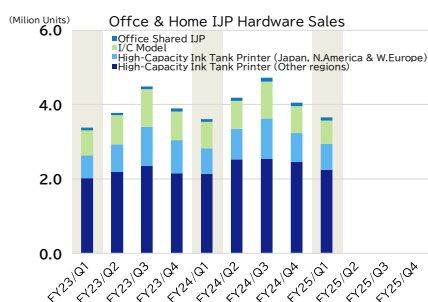
(Billion JPY)					
Printing Solutions	Q1/FY2024 Actual	Q1/FY2025 Actual	YoY	Exchange effect	YoY ratio
Revenue	235.9	227.0	-9.0	-14.8	-3.8%
Segment profit	29.6	28.2	-1.4	-2.9	-4.8%
ROS	12.5%	12.4%			

Office & Home Printing	Q1/FY2024 Actual	Q1/FY2025 Actual	YoY	Exchange effect	YoY ratio
Revenue	161.1	149.2	-11.8	-10.0	-7.3%
Office & Home IJP (SOHO/ Home IJP) ¹	124.8	114.7	-10.1		-8.1%
Office & Home IJP (Office Shared IJP) ²	19.6	19.8	+0.2		+1.2%
Other ³	16.7	14.8	-2.0		-11.9%
Business profit	13.3	14.2	+1.0	-1.3	+7.2%
ROS	8.2%	9.5%			

¹ I/C printers, high-capacity ink tank printers, ink, etc. ² LJI, RIPS, I/C printers, ink, etc. ³ Scanners, SIDs, LPs, dry-process office papermaking systems

Office & Home Printing

- IJP hardware: Unit sales of high-capacity ink tank printers increased particularly in emerging markets, while sales of office shared IJPs expanded particularly in Western Europe & emerging markets. Selling prices remained generally in line with last year, but revenue was down due to the effects of yen appreciation.
- IJP ink: Revenue decreased due to a decline in sales of ink cartridges and a large impact from foreign exchange effects.



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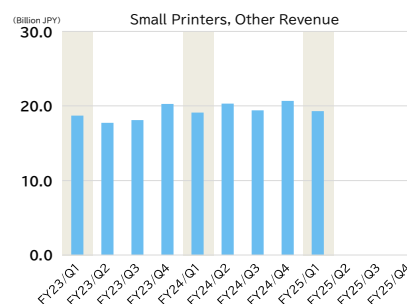
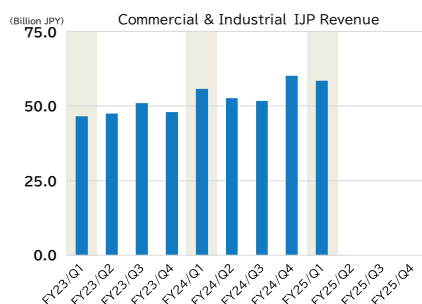
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- Next, let's look at the situation segment by segment.
- Printing solutions was impacted by the strong yen. It recorded ¥227.0 billion in revenue, down ¥9.0 billion year on year. Segment profit was ¥28.2 billion, down ¥1.4 billion.
- Revenue in office & home printing was ¥149.2 billion. Business profit was ¥14.2 billion.
- In inkjet printer hardware, unit sales of high-capacity ink tank printers increased particularly in emerging markets, while sales of office shared inkjet printers expanded particularly in Western Europe & emerging markets.
- Selling prices remained generally in line with last year, but revenue was down due to the effects of yen appreciation.
- Ink revenue decreased due to a decline in sales of ink cartridges as we shifted to high-capacity models and due to a large impact from foreign exchange effects.
- Business profit for the quarter increased due to factors such as cost containment.
- Revenue was in line with the internal plan, but business profit exceeded the plan, mainly because fixed costs were held in check.

Commercial & Industrial Printing	Q1/FY2024 Actual	Q1/FY2025 Actual	YoY	Exchange effect	YoY ratio
Revenue	74.9	77.7	+2.8	-4.8	+3.8%
Commercial & Industrial IJP	55.8	58.5	+2.7		+4.8%
Small printers, Other	19.1	19.3	+0.2		+0.8%
Business profit	16.3	14.0	-2.4	-1.6	-14.5%
ROS	21.8%	17.9%			

Commercial & Industrial Printing

- Commercial & industrial IJP finished products: Although hurt by the appreciation of the yen, results were flat YoY, boosted by increased sales for signage and label applications.
- Printhead sales: Revenue declined this quarter compared to the same period last year, when there was a concentrated printhead demand from Chinese printer manufacturers.
- Fiery (acquired in Dec. 2024): Contributed positively to revenue and business profit
- Small printers, other: Sales remained steady.



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- Revenue in commercial and industrial printing was ¥77.7 billion. Business profit was ¥14.0 billion.
- Fiery, which was acquired last December, contributed positively to both revenue and business profit in the commercial and industrial printing business.
- The commercial & industrial inkjet printer finished products business was hurt by the appreciation of the yen, but results ended flat year on year thanks to increased sales for signage and label applications.
- Printhead sales revenue declined this quarter compared to the same period last year, when there was a concentrated printhead demand from Chinese printer manufacturers.
- In the small printer and other business category, sales remained steady in Europe and the U.S.
- Both revenue and business profit were generally in line with our internal plan.

	Q1/FY2024 Actual	Q1/FY2025 Actual	YoY	Exchange effect	YoY ratio
Revenue	55.7	45.5	-10.2	-2.9	-18.4%
Segment profit	7.8	4.8	-3.0	-0.6	-38.4%
ROS	14.0%	10.5%			

(Billion JPY)

Visual Communications

- High-lumen projectors: Sales were firm.
- Business projectors: Sales declined on lower demand from the education markets of Europe and the U.S.

◆ Projector sales trends* (YoY ratio)

	Q1/FY2024 Actual	Q1/FY2025 Actual
Revenue(JPY)	+5%	-18%
Revenue(LC)	-6%	-13%
Q'ty	-8%	-22%

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

	Q1/FY2024 Actual	Q1/FY2025 Actual	YoY	Exchange effect	YoY ratio
Revenue	45.3	49.9	+4.5	-2.0	+10.0%
Manufacturing Solutions*	6.8	6.1	-0.7		-10.6%
Wearable Products	10.5	10.6	+0.1		+0.7%
Microdevices, Other	24.8	27.6	+2.8		+11.1%
PC	4.3	6.6	+2.4		+55.7%
Inter-segment revenue	-1.1	-1.0	-		-
Segment profit	-0.3	1.3	+1.6	-0.9	-
ROS	-0.7%	2.5%			

(Billion JPY)

■ Manufacturing-Related & Wearables

Returned to profitability owing to revenue growth and ongoing fixed cost reductions

- Manufacturing solutions: Captured new orders in China but customers in Europe and the U.S. continued to show reluctance to invest
- Wearable products: Sales remained firm on demand from visitors to Japan
- Microdevices, other: With the market recovering, there was an increase in sales of crystal devices used in consumer electronics and in promising high-growth areas such as base stations and networks
- PC: Demand increased as OS support nears its end.

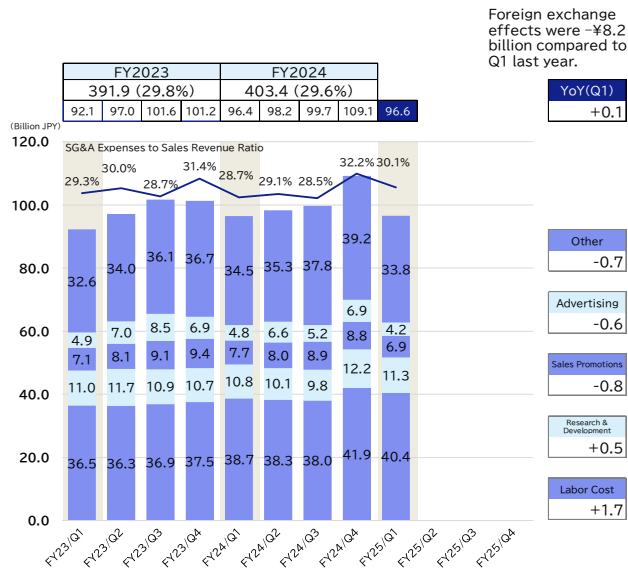
* We began recording micro injection molding machine business, etc., financial results in "corporate expenses, others" from FY24Q3. (The impact is minor.)

- Revenue in visual communications was ¥45.5 billion, down ¥10.2 billion year on year. Segment profit was ¥4.8 billion, down ¥3.0 billion.
- Sales of high-lumen projectors were firm, but sales of business projectors declined along with lower demand from the education markets in Europe and the U.S. Results were also negatively affected by foreign exchange rates.
- Both revenue and segment profit were generally in line with our internal plan, in part due to positive foreign exchange effects.
- Revenue in manufacturing-related & wearables was ¥49.9 billion, up ¥4.5 billion year on year.
- In manufacturing solutions, we captured new orders in China but customers in Europe and the U.S. continued to show reluctance to invest.
- Sales of wearable products remained firm on demand from visitors to Japan.
- In the microdevices and other category, we saw a market recovery and an accompanying increase in sales of crystal devices used in consumer electronics and in promising high-growth areas such as base stations and networks.
- A rise in PC demand was seen ahead of the end of operating system support.
- Profitability was restored in manufacturing-related & wearables, with segment profit coming in at ¥1.3 billion, mainly due to a combination of revenue growth and lower fixed costs.
- Revenue exceeded the internal plan, but segment profit was generally in line with the plan.

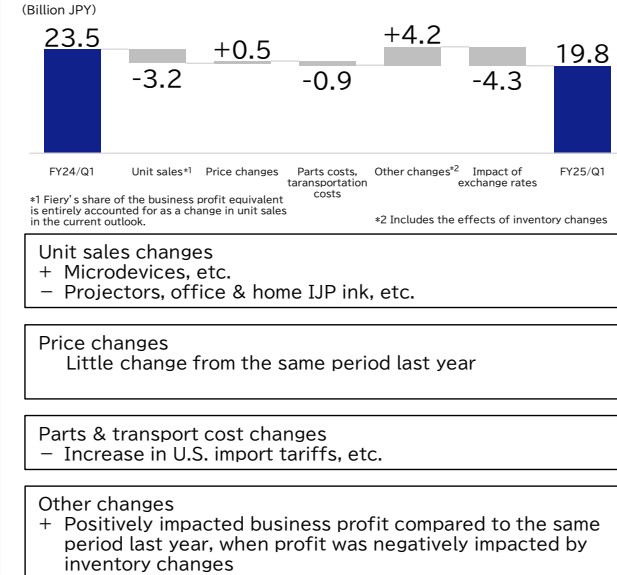
Selling, General & Administrative Expenses Business Profit Change Cause Analysis

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Selling, General & Administrative Expenses



Business Profit Changes



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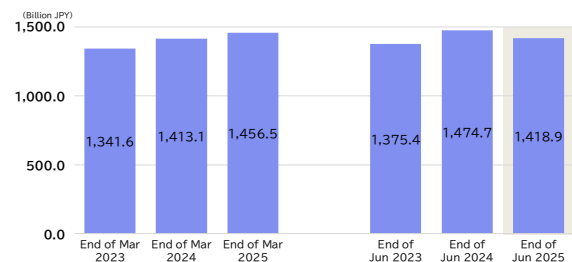
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- The graph on the left shows the trend in selling, general and administrative expenses.
- SG&A expenses were in line with the same period last year, because foreign exchange effects canceled the increase in expenses related to the Fiery acquisition and higher labor costs.
- Let's look at the graph on the right and the change factors that affected business profit.
- Unit sales changes negatively impacted business profit. Microdevices unit sales increased, while sales of projectors and office & home inkjet printer ink decreased.
- Price changes were relatively flat year-on-year.
- Although there were no significant changes in parts and freight charges themselves, parts and transportation costs negatively impacted business profit due to the increase in U.S. tariffs.
- Other changes had a positive impact on business profit compared to the same period last year, when profit was negatively impacted by inventory changes.

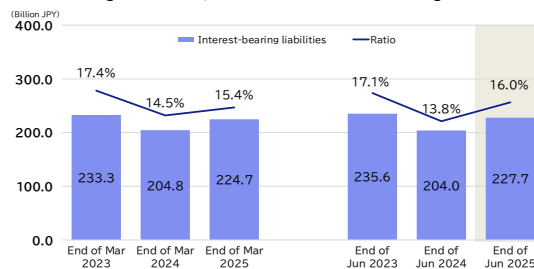
Statements of Financial Position

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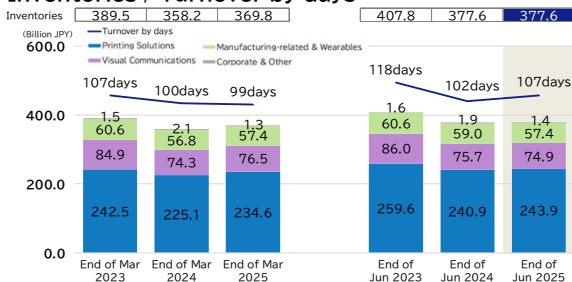
Total assets



Interest-bearing liabilities/ Ratio of interest-bearing liabilities



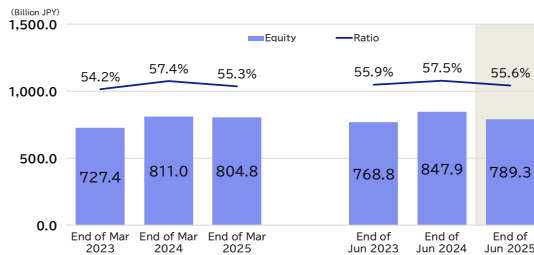
Inventories / Turnover by days*



Net Cash



Equity/ Equity ratio attributable to owners of the parent company



* Turnover by days: Interim (ending) balance of inventory / prior 3 months (prior 12 months) revenue per day

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- The major items on the statements of financial position were as shown here.
- Since inventory levels have risen compared to the end of the previous fiscal year, we are making efforts to optimize them by controlling production and shipments.

- First-Quarter Financial Results
- FY2025 Full-Year Financial Outlook and Shareholder Returns
- Topics

FY2025 Financial Outlook

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(Billion JPY)	FY2024		FY2025				Change	
	Actual	%	5/1 Outlook	%	8/5 Outlook	%	YoY	vs. 5/1 Outlook
Revenue	1,362.9		1,320.0		1,340.0		-22.9 -1.7%	+20.0 +1.5%
Business profit	89.6	6.6%	75.0	5.7%	75.0	5.6%	-14.6 -16.3%	—
Profit from operating activities	75.1	5.5%	63.0	4.8%	63.0	4.7%	-12.1 -16.1%	—
Profit before tax	78.4	5.8%	59.0	4.5%	59.0	4.4%	-19.4 -24.7%	—
Profit for the year attributable to owners of the parent company	55.2	4.0%	41.0	3.1%	41.0	3.1%	-14.2 -25.7%	—
EPS*1 (JPY)	168.75		127.99		127.99			
Exchange rate (JPY, index)	USD	¥152.47	¥141.00		¥140.00			
	EUR	¥163.64	¥155.00		¥164.00			
	Other currencies*2	-	90		93			
Exchange sensitivity *3 (Billion JPY)	USD	EUR	Other currencies		Estimated exchange effect (Billion JPY)			
Revenue	-3.2	-1.5	-4.8		-68.0			
Business profit	+0.7	-0.9	-2.7		-6.0			

- The forecast reflects an additional ¥10 billion in foreseeable costs associated with U.S. tariff policy, bringing estimated tariff costs to ¥27 billion.
- Foreign exchange assumptions were revised to a weaker yen.

- *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 from Q2(JPY)	USD	139.00
	EUR	164.00

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- The full-year financial outlook is as shown here.
We have revised our foreign exchange assumptions to a weaker yen mainly against the euro and South American currencies and have raised our full-year revenue forecast to ¥1,340 billion.
- However, taking into account factors such as higher tariff costs in the U.S., we are reiterating our forecasts of ¥75 billion in business profit and ¥41 billion in profit for the period.

- The forecast reflects an additional ¥10 billion in foreseeable costs associated with U.S. tariffs, bringing estimated tariff costs to ¥27 billion.

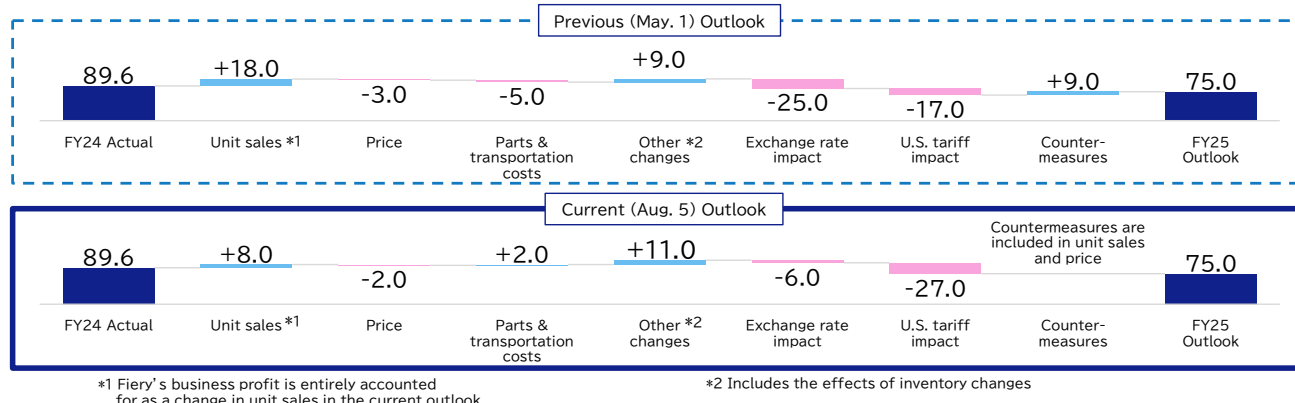
Item	Previous Outlook Assumptions (5/1)	Current Assumptions
Impact of additional tariffs	¥17 billion increase in tariff costs	¥27 billion increase in tariff costs (up ¥10 billion from the previous outlook)
Additional tariff rates on China	<ul style="list-style-type: none"> • Apr.-Jun.: 145% • Jul.-Mar.: 20% 	<ul style="list-style-type: none"> • Apr.-May: 145% • Jun.-Aug.: 30% • Sep.-Mar.: 54%
Additional tariff rates on other countries & regions	<ul style="list-style-type: none"> • Full-year: 10% 	<ul style="list-style-type: none"> • Apr.-Jul.: 10% • From Aug.: Philippines 19%, Indonesia 19%, Japan 15%, etc.
Countermeasures	<ul style="list-style-type: none"> • Raise prices in the U.S. • Production transfer 	<ul style="list-style-type: none"> • Some prices in the U.S. have already been raised, but flexibly adjust prices as needed depending on the market & competitive situations • Progression of production transfer to the Philippines, Indonesia, and Japan

- We factored into the outlook the currently foreseeable range of additional tariff costs associated with U.S. tariff policy based on negotiations with each country. This results in an additional ¥10 billion in tariff costs, bringing total estimated tariff costs to ¥27 billion.
- To counter the impact of tariffs, we will adjust prices in the U.S. market in an effort to secure profitability. We have already raised the prices of some products, but we will flexibly adjust prices as needed based on the market and competitive situation.
- Printer, projector, and robot production are being transferred steadily to other locations.

Cause Analysis of Changes in Business Profit EPSON

■ Main changes since the previous outlook

- Unit sales : Amid uncertainties surrounding the impact of U.S. tariff policies, factored in the potential effects on demand in the U.S. and other countries
- Prices : While price increases have been implemented in the U.S. market, we have conducted a cautious assessment given the uncertain market conditions and competitive landscape
- U.S. tariff costs : ¥10 billion increase has been factored in, reflecting the scope of what is currently foreseeable
- Other expenses : Drive cost-cutting initiatives
- Foreign exchange : Less of a negative impact than in the previous period based on an assumed weakening of the yen against the euro and South American currencies



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- This shows a cause analysis of change in business profit. I will explain the main changes in the variable factors compared to the previous outlook.
- Exchange rate will have a positive effect of ¥19 billion.
- However, including the newly anticipated increase of 10 billion yen in U.S. tariff costs, the impact of tariffs on profitability is expected to be significant. Therefore, we are maintaining our business profit forecast at ¥75 billion.
- In the previous forecast, we incorporated a positive impact of ¥9 billion from measures to address tariff effects. In the current forecast, however, this amount has been reallocated across individual items such as sales volume and pricing.
- Regarding sales prices, although price increases have been implemented in the U.S., we conducted a cautious review due to uncertainties in market conditions and competitive trends.
- As for sales volume, we have factored in the potential impact on demand in the U.S. and other countries, given the uncertainty surrounding U.S. tariff policies.

(Billion JPY)						
Printing Solutions	FY2024 Actual	FY2025 5/1 Outlook	FY2025 8/5 Outlook	YoY	YoY Ratio	vs 5/1 Outlook
Revenue	980.1	950.0	965.0	-15.1	-1.5%	+15.0
Segment profit	124.8	106.0	109.0	-15.8	-12.7%	+3.0
ROS	12.7%	11.2%	11.3%			
Office & Home Printing	FY2024 Actual	FY2025 5/1 Outlook	FY2025 8/5 Outlook	YoY	YoY Ratio	vs 5/1 Outlook
Revenue	680.5	627.0	642.0	-38.5	-5.7%	+15.0
Office & Home IJP (SOHO/ Home IJP)*1	530.6	477.0	492.0	-38.6	-7.3%	+15.0
Office & Home IJP (Office Shared IJP)*2	83.2	94.0	90.0	+6.8	+8.2%	-4.0
Other*3	66.7	56.0	60.0	-6.7	-10.0%	+4.0
Business profit	63.9	45.0	48.0	-15.9	-24.9%	+3.0
ROS	9.4%	7.2%	7.5%			
Commercial & Industrial Printing	FY2024 Actual	FY2025 5/1 Outlook	FY2025 8/5 Outlook	YoY	YoY Ratio	vs 5/1 Outlook
Revenue	299.8	323.0	323.0	+23.2	+7.8%	-
Commercial & Industrial IJP	220.2	247.0	244.0	+23.8	+10.8%	-3.0
Small Printers, Other	79.6	76.0	79.0	-0.6	-0.7%	+3.0
Business profit	60.9	61.0	61.0	+0.1	+0.1%	-
ROS	20.3%	18.9%	18.9%			

*1 I/C printers, high-capacity ink tank printers, ink, etc. *2 I/LJ, RIPS, I/C printers, ink, etc.

*3 Scanners, S/DMS, LPS, dry-process office papermaking systems

Office & Home Printing

- Although tariff costs will increase, the financial outlook has been raised due to factors such as a reassessment of exchange rate assumptions.

Office & Home IJP sales trends*4

	FY24 Actual	FY25 5/1 Outlook	FY25 8/5 Outlook
Hardware q' ty	YoY	+7%	-0%
Approx., million	16.60	16.55	16.55
SOHO/Home			
High-capacity ink tank printers	13.10	13.30	13.30
SOHO/ Home I/C model	3.15	2.85	2.85
Office Shared IJP	0.35	0.40	0.40
Ink revenue	JPY	+3%	-9%
YoY ratio	Local currency	+0%	-9%

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

Commercial & Industrial Printing

- No change in the financial outlook

- I will explain the full-year financial outlook segment by segment.
- Office & home printing will be impacted by the higher tariff costs, but we have raised the financial outlook after taking into account various factors, including a reassessment of our exchange rate assumptions.
- We are reiterating our previous outlook for commercial and industrial printing.

(Billion JPY)						
Visual Communications	FY2024 Actual	FY2025 5/1 Outlook	FY2025 8/5 Outlook	YoY	YoY Ratio	vs 5/1 Outlook
Revenue	203.8	189.0	185.0	-18.8	-9.2%	-4.0
Segment profit	29.0	19.0	16.0	-13.0	-44.9%	-3.0
ROS	14.2%	10.1%	8.6%			

Visual Communications

- Although cost containment will continue, the financial outlook was lowered due to a deceleration in demand caused primarily by U.S. tariffs.

◆Projector Sales Trends* (YoY ratio)

	FY2024 Actual	FY2025 5/1 Outlook	FY2025 8/5 Outlook
Hardware q'ty Approx. million	1.55	1.50	1.40
YoY	-13%	-4%	-10%

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

(Billion JPY)						
Manufacturing-related & Wearables	FY2024 Actual	FY2025 5/1 Outlook	FY2025 8/5 Outlook	YoY	YoY Ratio	vs 5/1 Outlook
Revenue	181.5	187.0	193.0	+11.5	+6.4%	+6.0
Manufacturing Solutions*	22.1	23.0	23.0	+0.9	+4.1%	-
Wearable Products	39.3	39.0	38.0	-1.3	-3.4%	-1.0
Microdevices, Other	103.7	106.0	110.0	+6.3	+6.1%	+4.0
PC	20.7	23.0	24.0	+3.3	+15.8%	+1.0
Inter-segment revenue	-4.4	-4.0	-2.0	-	-	-
Segment profit	-3.2	11.0	11.0	-	-	-
ROS	-1.8%	5.9%	5.7%			

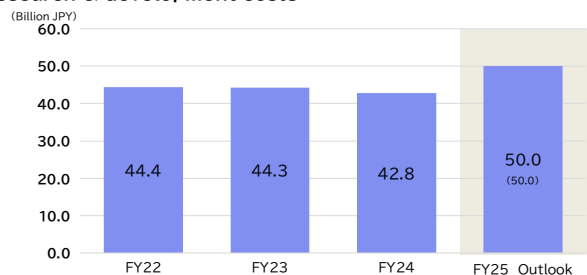
* We began recording micro injection molding machine business, etc., financial results in "corporate expenses, others" from FY24Q3. (The impact is minor.)

Manufacturing-related & Wearables

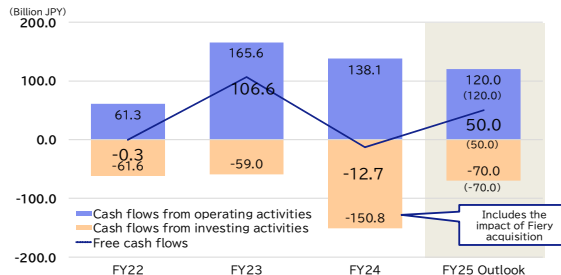
- The revenue forecast for microdevices was raised chiefly due to the effect of sales strategies in addition to a market recovery.
- Actions to improve profitability, including by reducing fixed costs, are progressing as planned.

- In visual communications, we will continue to contain costs, but we lowered the financial outlook due to a deceleration in demand caused primarily by U.S. tariffs.
- In manufacturing-related & wearables, we expect to see benefits from our sales strategy in addition to a recovery in the microdevices market. Actions to improve profitability, including by reducing fixed costs, are progressing as planned.

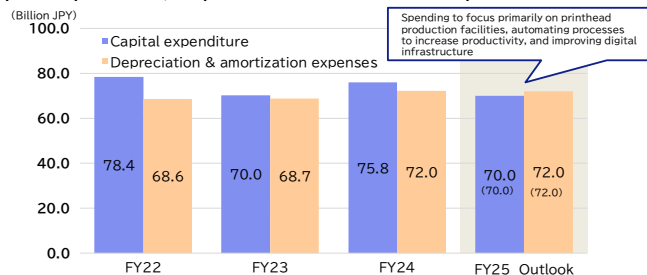
Research & development costs



Free cash flows



Capital expenditure/ Depreciation & amortization expenses



Main management indices	FY22 Actual	FY23 Actual	FY24 Actual	FY25 Outlook
Exchange rate:USD/JPY	135.44	144.44	152.47	140.00
Exchange rate:EUR/JPY	140.90	156.66	163.64	164.00
Revenue (Billion JPY)	1,330.3	1,314.0	1,362.9	1,340.0
Business profit (Billion JPY)	95.1	64.7	89.6	75.0
Profit for the year attributable to owners of the parent company (Billion JPY)	75.0	52.6	55.2	41.0
ROS ^{*1}	7.1	4.9	6.6	5.6%
ROA ^{*2}	7.3	4.7	6.2	5.2%
ROE ^{*3}	10.8	6.8	6.8	5.1%
ROIC ^{*4}	7.1	4.6	6.1	5.2%

*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

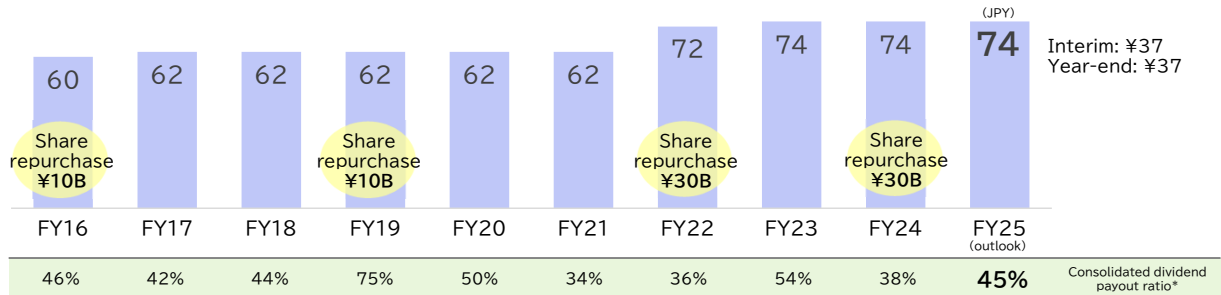
- The outlook for R&D costs, capital expenditure, depreciation & amortization, and free cash flow has not changed.
- The main management indices are as shown here.

■ Basic policy

- Epson will seek to provide investors with high returns after investing in line with the growth strategy.
 - ✓ Dividends: Continue to provide stable dividends, with a consolidated dividend payout ratio* of about 40% over the mid-term.
 - ✓ Share repurchase: Agilely purchasing treasury shares as warranted by share price, the capital situation, and other factors.

■ Dividends

- FY2025 annual dividend per share outlook: ¥74



- Next, I will explain shareholder returns.
- Epson's basic policy is to invest in line with the growth strategy and then provide investors with high returns by paying stable dividends and agilely repurchasing treasury shares.
- As stated in the previous outlook, we plan to pay an annual dividend of 74 yen per share for the 2025 fiscal year.

- First-Quarter Financial Results
- FY2025 Full-Year Financial Outlook and Shareholder Returns
- Topics

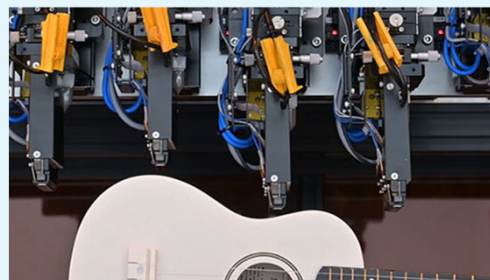
Production of high-capacity ink tank printers in India to begin in October



Factory in India with an Epson printer manufacturing line

Epson is collaborating with Chennai-based RIKUN Manufacturing Pvt. Ltd., building trust within the region and localizing production to cater to the demand in the fast-growing Indian economy.

Direct-to-shape printing system combining PrecisionCore printheads with a robot



System with printheads that move up/down along the contours of the printed object

The system prints on solid objects with outstanding quality and accuracy. It streamlines manufacturing processes and mitigates environmental impact by capitalizing on inkjet technology to reduce the amount of material used and wasted.

- Finally, I would like to share a couple of promising topics from the quarter.
- In October, Epson plans to begin production of high-capacity ink tank printers in India. With its fast-growing economy, India occupies an important place in Epson's global strategy, so we intend to put in place production capacity to cater to local demand.
- We also announced a direct-to-shape printing system that combines our PrecisionCore printheads with Epson's robotics technology. The system was exhibited at Automatica, the world's largest international smart automation and robotics exhibition.
- This solution is expected to meet printing demand for solid objects in fields such as sports and industrial-use helmets and automotive parts. In addition, it can also help to streamline manufacturing processes and mitigate environmental impact by capitalizing on inkjet technology to reduce the amount of material used and wasted.
- Epson will continue to actively invest and collaborate with partners to realize inkjet innovation and drive future growth.

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Reference

Main Product Sales Trends

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			FY2024 Q1 Actual	FY2024 Q2 Actual	FY2024 Q3 Actual	FY2024 Q4 Actual	FY2024 Full-year Actual	FY2025 Q1 Actual	FY2025 Full-year Outlook	
* The indicators in sales trends are based on values tracked internally by Epson			USD	155.79	149.23	152.36	152.51	152.47	144.49	140.00
			EUR	167.74	163.86	162.55	160.39	163.64	163.76	164.00
Office & Home Printing	Office & Home IJP Hardware	Revenue (JPY)	YoY %	+11%	+10%	+4%	+6%	+7%	-4%	-3%
		Revenue (Local Currency)	YoY %	+1%	+9%	+3%	+6%	+5%	+3%	
		Q' ty	YoY %	+7%	+11%	+5%	+4%	+7%	+1%	-0%
		Q' ty(Approx., million)	Units					16.60		16.55
		SOHO/ Home IJP High-Capacity ink tank printers	Units					13.10		13.30
		SOHO/ Home IJP I/C model	Units					3.15		2.85
		Office shared IJP	Units					0.35		0.40
	Office & Home IJP Ink	Revenue within Office & Home IJP Ink/(HW+Ink)	Composition ratio					37%		36%
		Revenue (JPY)	YoY %	+8%	+7%	-3%	+3%	+3%	-11%	-9%
		Revenue (Local Currency)	YoY %	-1%	+5%	-4%	+3%	+0%	-6%	
Visual Communications	Projectors Hardware	Revenue (JPY)	YoY %	+5%	-8%	-13%	-6%	-6%	-18%	-9%
		Revenue (Local Currency)	YoY %	-6%	-10%	-14%	-7%	-10%	-13%	
		Q' ty	YoY %	-8%	-10%	-20%	-12%	-13%	-22%	-10%
		Q' ty (Approx., million)	Units					1.55		1.40

Financial Data (FY2024, FY2025)

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		(Billion JPY)									
		FY2024 Q1 Actual	FY2024 Q2 Actual	FY2024 Q3 Actual	FY2024 Q4 Actual	FY2024 Full-year Actual	FY2025 Q1 Actual	FY2025 Q2 Actual	FY2025 Q3 Actual	FY2025 Q4 Actual	FY2025 Full-year Outlook
Exchange rate (JPY)	USD	155.79	149.23	152.36	152.51	152.47	144.49				140.00
	EUR	167.74	163.86	162.55	160.39	163.64	163.76				164.00
Printing Solutions	Revenue	235.9	240.6	255.3	248.3	980.1	227.0				965.0
	Segment profit	29.6	33.9	33.2	28.1	124.8	28.2				109.0
Office & Home Printing	Revenue	161.1	167.7	184.1	167.6	680.5	149.2				642.0
	Business profit	13.3	15.5	19.8	15.4	63.9	14.2				48.0
Commercial & Industrial Printing	Revenue	74.9	72.9	71.1	80.8	299.8	77.7				323.0
	Business profit	16.3	18.4	13.5	12.7	60.9	14.0				61.0
Visual Communications	Revenue	55.7	52.4	51.0	44.7	203.8	45.5				185.0
	Segment profit	7.8	8.2	8.1	5.0	29.0	4.8				16.0
Manufacturing-related & Wearables	Revenue	45.3	44.6	44.2	47.3	181.5	49.9				193.0
	Segment profit	-0.3	-0.2	-2.4	-0.3	-3.2	1.3				11.0
Adjustments	Revenue	-0.3	-0.0	-0.9	-1.2	-2.5	-1.4				-3.0
	Corporate expenses & Other, Elimination	-13.6	-14.3	-16.0	-17.1	-61.1	-14.5				-61.0
Consolidated Total	Revenue	336.6	337.6	349.6	339.1	1,362.9	320.9				1,340.0
	Business profit	23.5	27.5	22.9	15.6	89.6	19.8				75.0
R&D Costs	ROS	7.0%	8.2%	6.6%	4.6%	6.6%	6.2%				5.6%
		10.8	10.1	9.8	12.2	42.8	11.3				50.0
Capital expenditures	Printing Solutions	9.1	9.9	13.3	14.1	46.4	7.9				40.0
	Visual Communications	1.2	2.4	2.8	2.8	9.1	1.5				7.0
Depreciation & amortization expenses	Manufacturing-related & Wearables	1.4	2.6	3.3	5.4	12.6	1.8				14.0
	Corporate Expenses & Others	1.2	2.0	1.8	2.8	7.7	4.7				9.0
Cash flows from operating activities	Printing Solutions	10.9	10.7	10.8	12.7	45.2	12.3				45.0
	Visual Communications	2.3	2.3	2.3	2.4	9.3	2.3				9.0
Free cash flows	Manufacturing-related & Wearables	2.7	2.7	2.7	2.7	10.9	2.7				10.0
	Corporate Expenses & Others	1.7	1.6	1.7	1.7	6.7	1.6				8.0
Cash flows from operating activities		35.3	34.7	38.8	29.3	138.1	3.2				120.0
Free cash flows		15.6	17.2	-58.3	12.8	-12.7	-18.9				50.0

Revenue to customers outside of Japan

Exchange rate	USD	137.18	144.47	147.78	148.31	155.79	149.23	152.36	152.51	144.49
(JPY)	EUR	149.40	157.20	158.98	161.07	167.74	163.86	162.55	160.39	163.76

Revenue (Billion JPY)	FY23/Q1	FY23/Q2	FY23/Q3	FY23/Q4	FY24/Q1	FY24/Q2	FY24/Q3	FY24/Q4	FY25/Q1	YoY
The Americas	106.9	106.3	108.1	108.8	114.6	106.6	106.6	111.5	108.8	-5.8
Europe	62.2	70.9	84.2	72.2	68.0	74.8	78.1	78.1	64.0	-4.0
Asia/ Oceania	92.8	93.9	97.6	86.8	102.1	101.8	103.9	90.9	93.7	-8.5
Total revenue to customers outside of Japan	261.9	271.1	289.9	267.8	284.7	283.2	288.6	280.5	266.4	-18.2
Consolidated revenue	314.8	323.7	353.6	321.9	336.6	337.6	349.6	339.1	320.9	-15.7

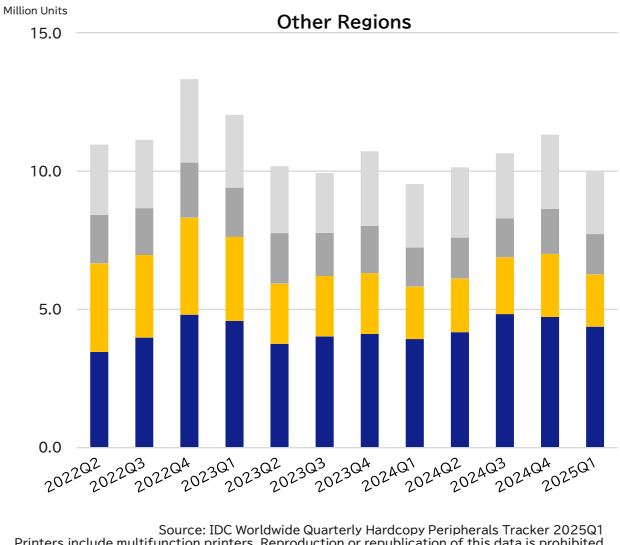
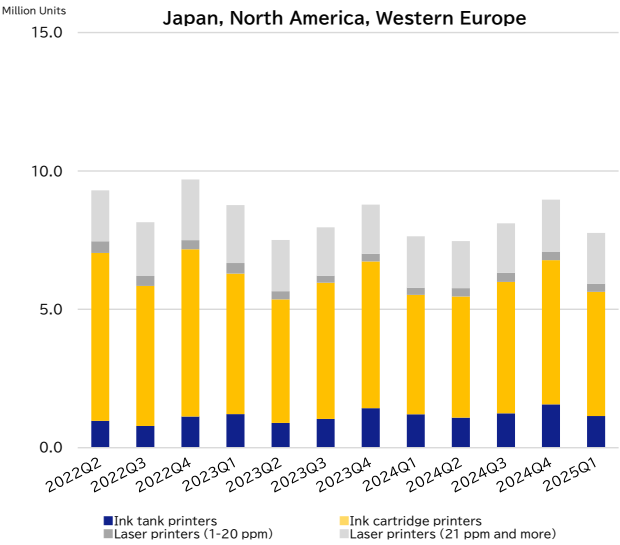
% of revenue to consolidated revenue	FY23/Q1	FY23/Q2	FY23/Q3	FY23/Q4	FY24/Q1	FY24/Q2	FY23/Q3	FY22/Q4	FY25/Q1	
The Americas	34.0%	32.8%	30.6%	33.8%	34.0%	31.6%	30.5%	32.9%	33.9%	
Europe	19.7%	21.9%	23.8%	22.4%	20.2%	22.2%	22.4%	23.0%	19.9%	
Asia/ Oceania	29.5%	29.0%	27.6%	27.0%	30.3%	30.2%	29.7%	26.8%	29.2%	
Total	83.2%	83.7%	82.0%	83.2%	84.6%	83.9%	82.6%	82.7%	83.0%	

Number of employees

Number of employees at period end (person)	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	End of Mar 2025	End of Jun 2025	YoY
Japan	20,633	20,535	20,323	20,209	20,702	20,672	20,439	19,924	20,324	-378
Outside of Japan	57,932	55,764	54,649	54,255	56,969	57,889	56,808	55,428	55,308	-1,661
Consolidated total	78,565	76,299	74,972	74,464	77,671	78,561	77,247	75,352	75,632	-2,039

A4 Printer Market Trend

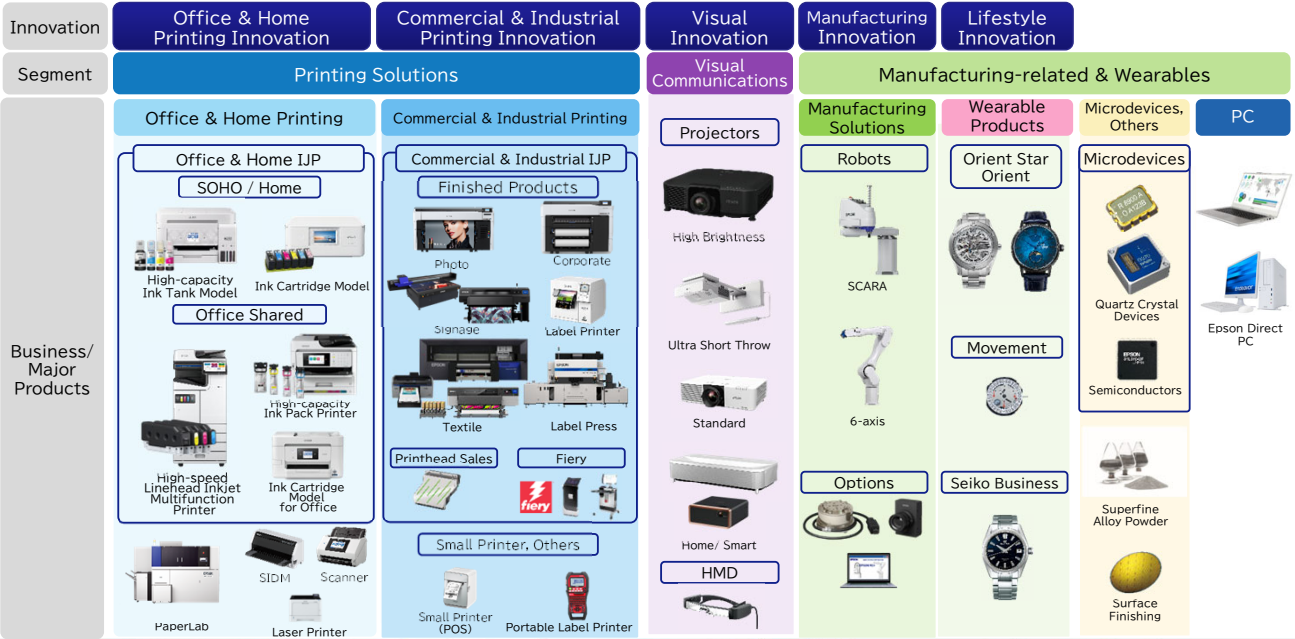
* All graphs show calendar year



Source: IDC Worldwide Quarterly Hardcopy Peripherals Tracker 2025Q1
Printers include multifunction printers. Reproduction or republication of this data is prohibited

Business Segments

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Evaluation by External Parties (As of August 2025) **EPSON**

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

ESG Indices and Ratings Inclusion

- 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 2024 (climate change)
- EcoVadis Platinum Rating for Overall Sustainability
- Development Bank of Japan (DBJ) Environmentally Rated Loan Program Rank A
- "AAA" in MSCI ESG Ratings

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



FTSE Blossom Japan



FTSE Blossom Japan Sector Relative Index

2025 CONSTITUENT MSCI NIHONKABU ESG SELECT LEADERS INDEX

2025 CONSTITUENT MSCI JAPAN EMPOWERING WOMEN INDEX (WIN)



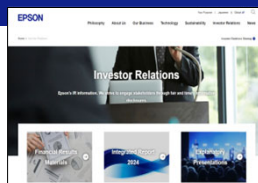
ESG Awards / Index Adoption, etc.

- RBA^{*1} Platinum CSR recognition at main overseas plants (Indonesia, Thailand, Malaysia, and Philippines)
- 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
- 6th ESG Finance Awards Japan, Environment Minister's Award (Silver) in the Environmentally Sustainable Enterprise Category: Feb. 2025
- 2025 Health & Productivity Stock Selection^{*2}: Mar. 2025
- Excellence Award at the 4th Nikkei Integrated Report Awards: Mar. 2025
- Clarivate Top 100 Global Innovators 2025: Mar. 2025
- 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>

Investor Relations



- IR Materials
 - Explanatory Presentations <https://corporate.epson/en/investors/publications/presentations.html>
 - Integrated Report <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/>

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

■ Disclaimer regarding forward-looking statements

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

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

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

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