

Introduction & Business Updates

Wacom Co., Ltd.

TSE code 6727

August 2023



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Company Profile

Wacom Co., Ltd.

Head Office

2-510-1, Toyonodai, Kazo-shi,
Saitama, Japan



Date of Founding

July 12, 1983

Paid-in Capital

JPY 4.2 bn. (end of FY 03/2023)

President & CEO

Nobu Ide

Revenue

JPY 112.7 bn. (FY 03/2023)

Employees

1,246 (incl. temporary staff) (end of March 2023)

Stock Market

Tokyo Stock Exchange, Prime Market (6727)

Business Line

- Branded products (creative pen display, etc.)
- Technology solution (digital pen sensor system, etc.)

History

1980's

- 1983 Founded in Saitama, Japan
- 1984 First cordless pen tablet introduced
- 1988 Wacom Europe (Germany) established

1990's

- 1990 Walt Disney adopted pen for "Beauty & the Beast"
- 1991 Wacom Technology (U.S.) established

2000's

- Subsidiaries established in Asia Pacific
China (2000), Korea (2004), Australia (2005)
Singapore (2006), Taiwan (2008)
- 2003 Listed on JASDAQ, 2005 Listed on TSE Sec. 1**

2010's

- 2010 Wacom India established
- 2011 Received TSE "Disclosure Award"
- 2011 Smartphone adoption of pen technology
- 2012 Received JIRA "Best IR Award for Small Cap."
- 2018.4 Started "Wacom Chapter 2" by the current management team

2020's

- 2021.5 Started the new medium-term business direction "Wacom Chapter 3"**

wacom®

WA/和
HARMONY

COMPUTER
COMMUNICATION
COMMUNITY

For more than 40 years

Wacom has offered “Digital Pen & Ink” solutions.



1987

The world's first
cordless pen tablet



1988

Telephone with
a cordless digital pen



1998

The first pen tablet for
professional creators

Where are we now?

- Wacom is the global leader in pen tablet market for creative users.
- As “Technology Company”, we provide cutting-edge digital pen solutions for wide-ranging partners of smartphone, tablet, and digital stationery.

wacom®
Intuos Pro



wacom®
Cintiq Pro



MONT
BLANC

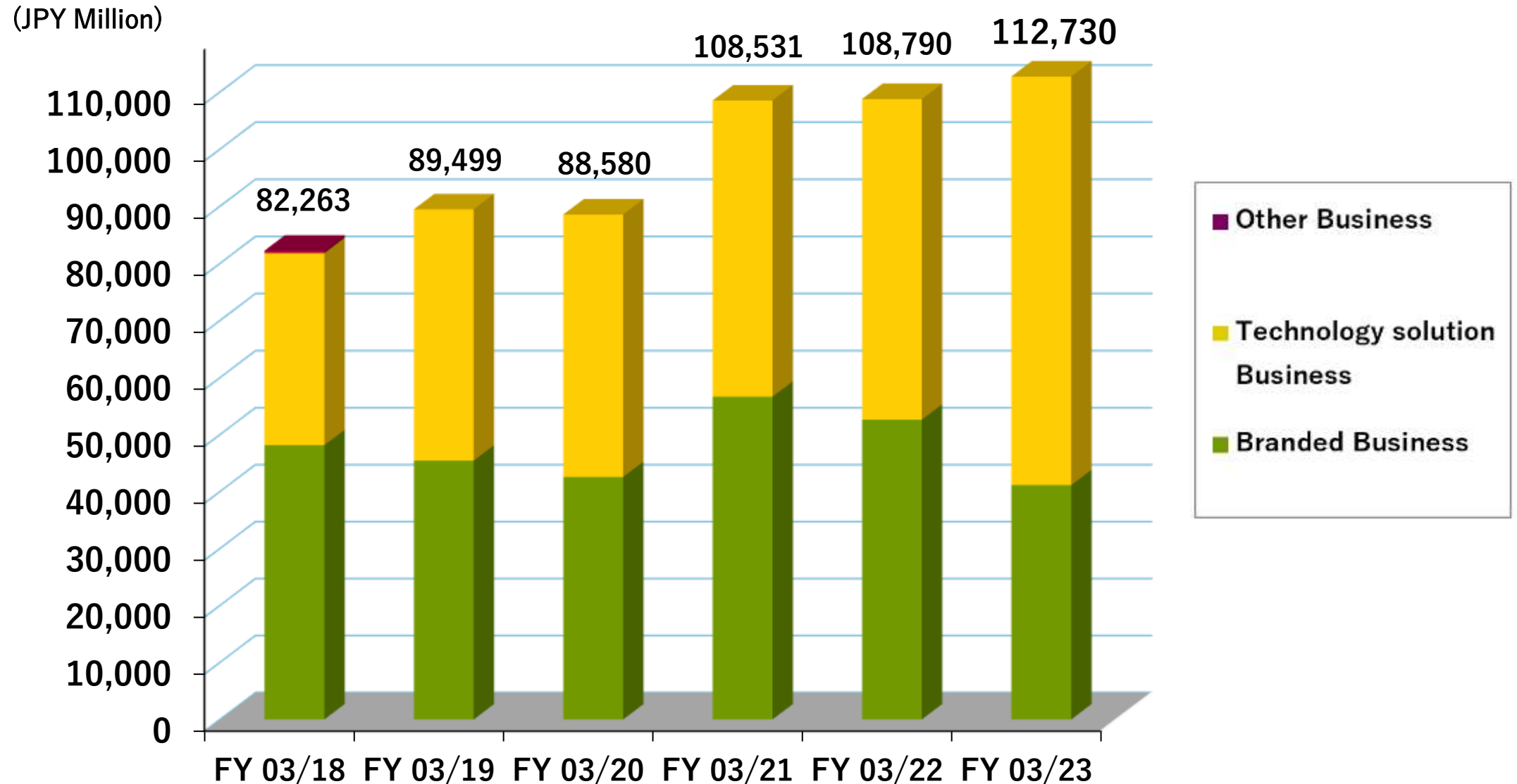
LAMY

Hi-uni
DIGITAL

PILOT

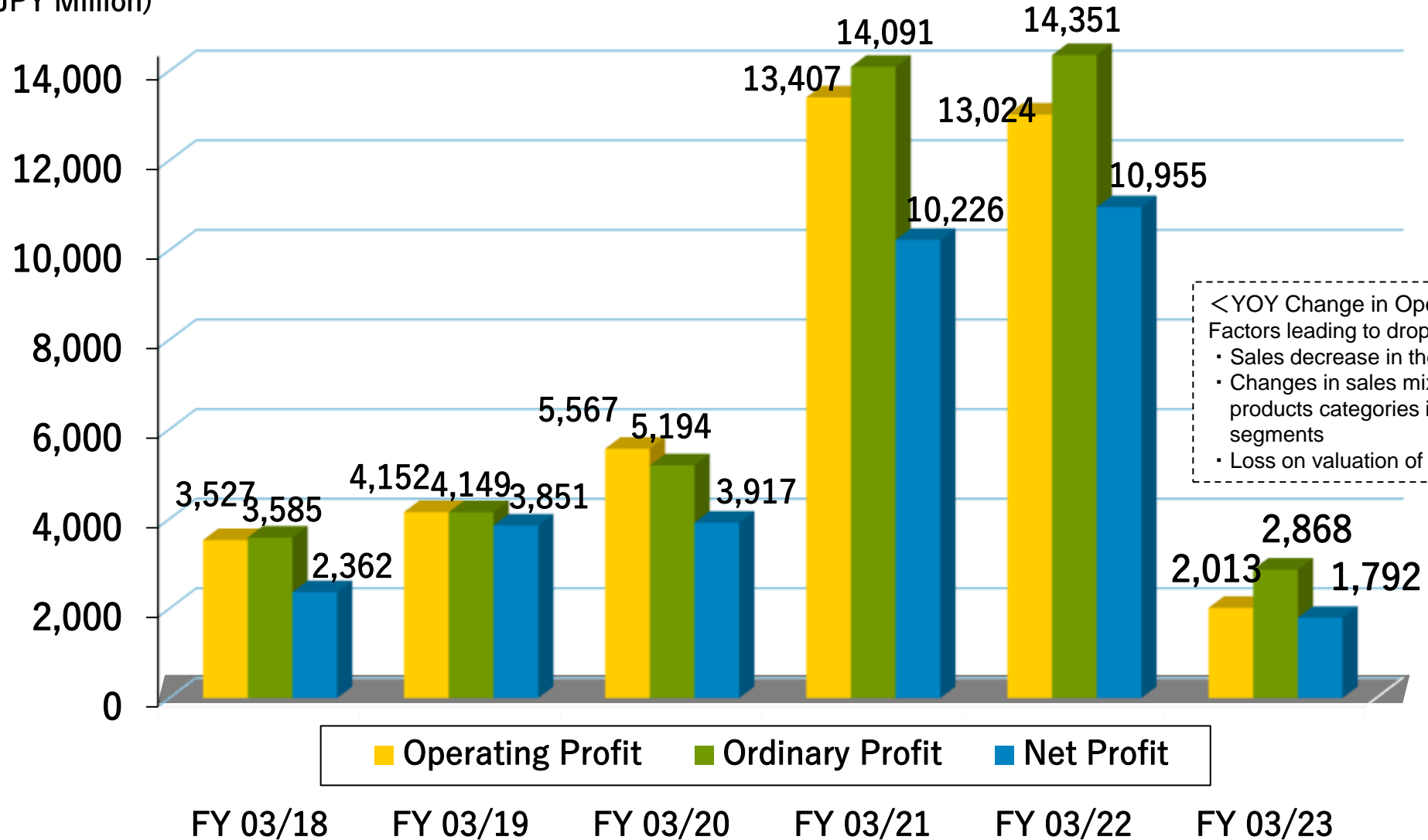
STAEDTLER

Consolidated Sales



Consolidated Profits

(JPY Million)



<YOY Change in Operating Profit for FY03/23>
 Factors leading to drop of gross profit (JPY -8.4 bill.)

- Sales decrease in the Branded Biz.
- Changes in sales mixes of the Branded Biz. products categories in addition to two business segments
- Loss on valuation of inventory, etc.

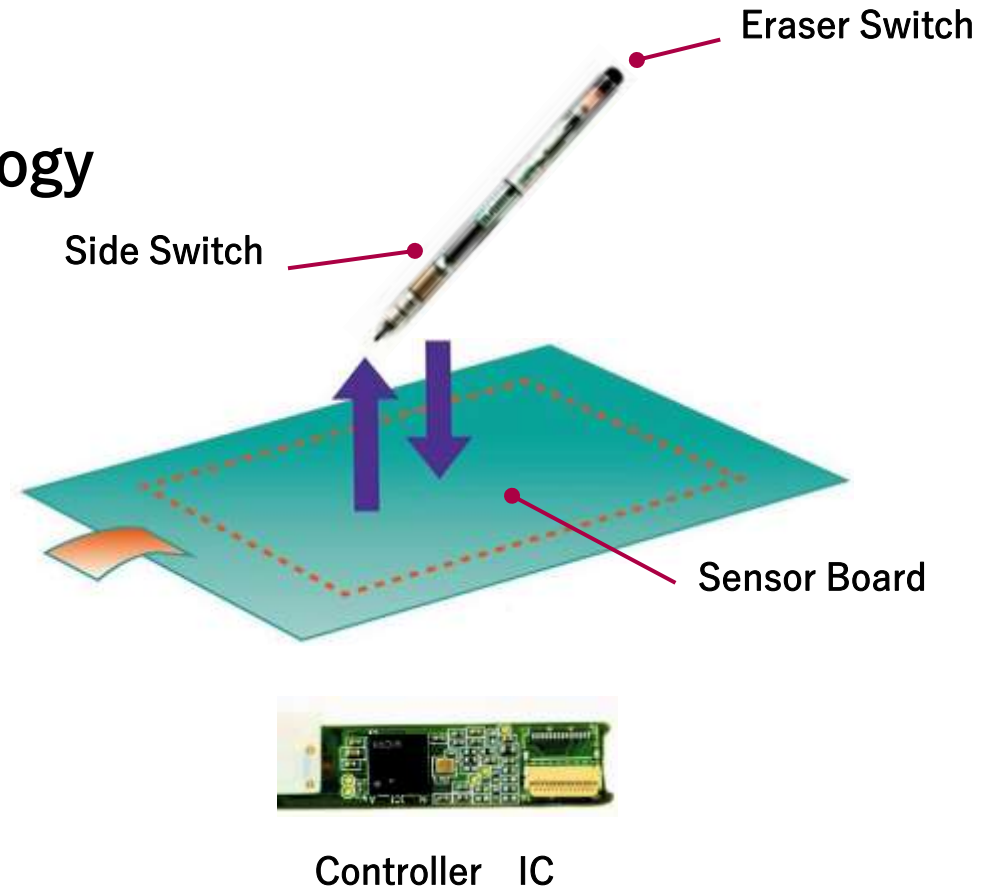
Wacom's Key Technology

High-speed high-precision EMR position sensor

Cordless, battery free digital pen technology

- 8K levels of pen pressure sensitivity
- High dynamic performance
- High durability

feel[™]



Wacom's Key Technology

Active ES Technology

Wacom's original ES (Electrostatics) pen technology

- Shared touch sensor for both pen and touch
- One chip controller for pen and touch
- Eliminated the need for sensor board of pen, provided a lightweight solution
- Simply structure for system products
- Incorporated battery or charger system in Active ES Pen



IP Portfolio and Strategy

- Global IP applications and proactive IP management
- Global team of IP professionals for monitoring and defending IP portfolio

(As of March 31, 2023)

	Patents		Designs		Trademarks	
	Registered	Filed	Registered	Filed	Registered	Filed
Japan	397	313	194	5	105* (167**)	2* (4**)
Overseas***	1,587	628	1,019	47	742* (1079**)	91* (249**)
Sub total	1,984	941	1,213	52	847* (1246**)	93* (253**)
Total	2,925		1,265		940* (1,499**)	

*The number based on the revised counting method (counting one application or registration as one application or registration, regardless of the number of classes of goods or services of it)

**The number based on the previous counting method (counting the number of classes of goods or services designated in one application or registration. E.g.in case if one trademark is used in connection with two goods or services, count 2.)

***Overseas patents are filed and registered in the United States, Europe, China, Taiwan and other key countries.

Main Business Line

Branded Business

- **Branded products and technology solutions for creative users and enterprise**

Product line: Pen display, pen tablet, digital signature pen display, etc.

Technology Solution Business

- **Technology solutions for OEM partners of smartphone, tablet, note PC, etc.**

Product line: AES/EMR digital pen technology solution, etc.

Ink Division

- **Development of digital ink technology and related product, software solution services, etc.**

Creative Solution Product Lines

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Cintiq Pro, Cintiq, One



Creative Display

Display product is a pen tablet equipped with LCD. Its user can draw intuitively on the screen with a digital pen as a PC peripheral. This category is including Mobile product which is a device equipped with Windows OS and memory for professional creators.

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Intuos Pro, Intuos, One



Creative Pen Tablet

Pen tablet product is the most basic type of input device comprised of a digital pen and slate as a PC peripheral.

Use Cases in the Creative Solution Category

- Entertainment and industrial design in 2D, 3D, and VR/MR spaces for creators.
- Online education and remote working with digital whiteboards for teachers, etc.

WACOM® One



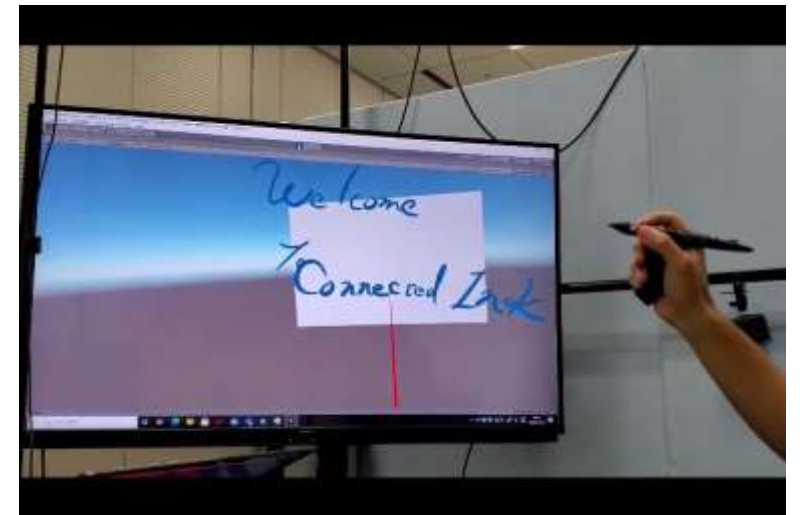
WACOM®

Intuos Pro



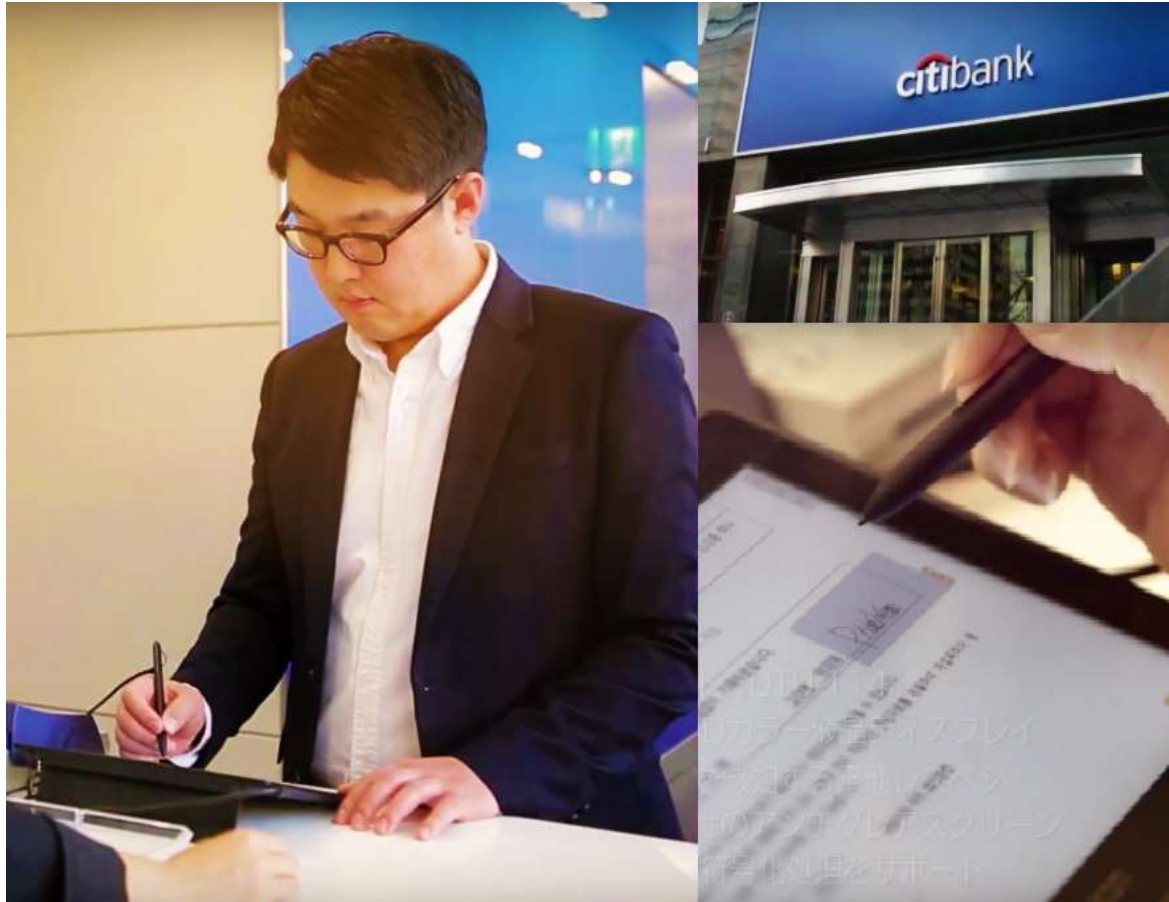
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Cintiq Pro, Cintiq



Business Solution

Digital Signature System



Citibank, Korea



Lalaport, Mitsui Fudosan Retail Management, Japan



Wacom Clipboard

Signature Tablets

Technology Solution

Integrated user interface solutions with pen and multi-touch technology

- High speed, high resolution multi-touch sensor
- Cordless, battery free, pressure sensitive digital pen
- High optical performance touch panel
- Low power ASIC controller

feel™



Technology Solution

Customers Projects



Tablets and note PC models on Windows OS

Lenovo



FUJITSU



dynabook



VAIO



Wacom Feel IT Technologies

feel



Smartphones and Tablets on Android OS

SAMSUNG

Galaxy
Z Fold5,
S23 Ultra,
Tab S9



**CLIP STUDIO
PAINT**

PILOT



STAEDTLER

**Hi-uni
DIGITAL**



LAMY



**MONT
BLANC**

BIC

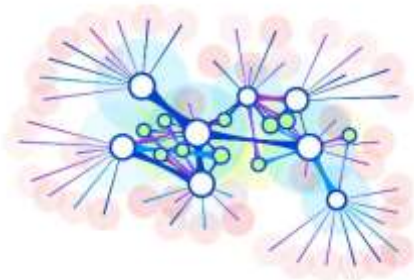
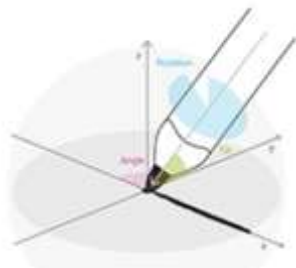


Wacom Ink Technology

WILL™

Wacom Ink Layer Language

A cross platform universal **digital ink technology** made possible by WILL™. The universal ink model that powers the WILL™ SDK supports the capture of sensor data from digital pens.

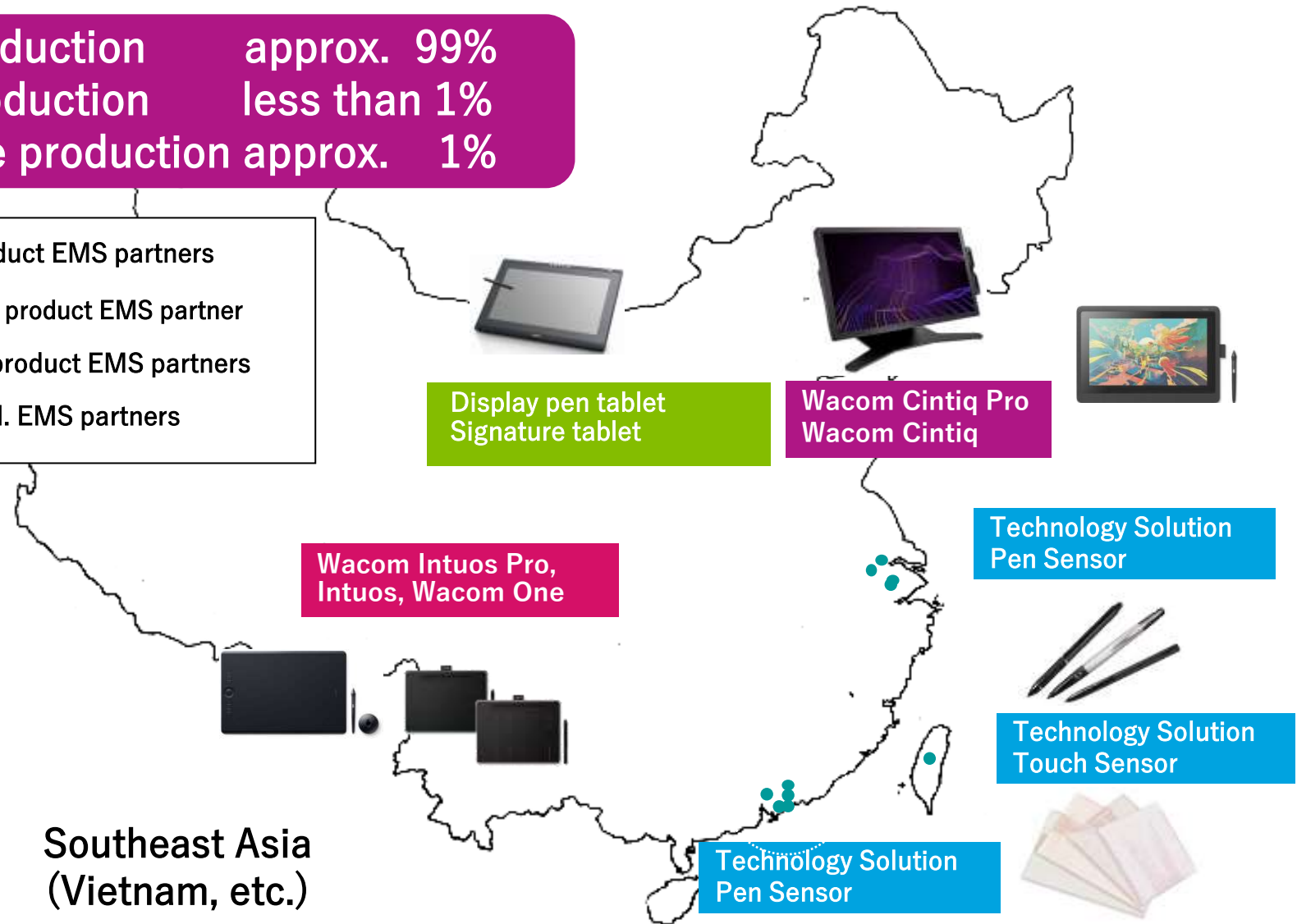


iOS Android Windows Windows/MacOS

EMS Partners

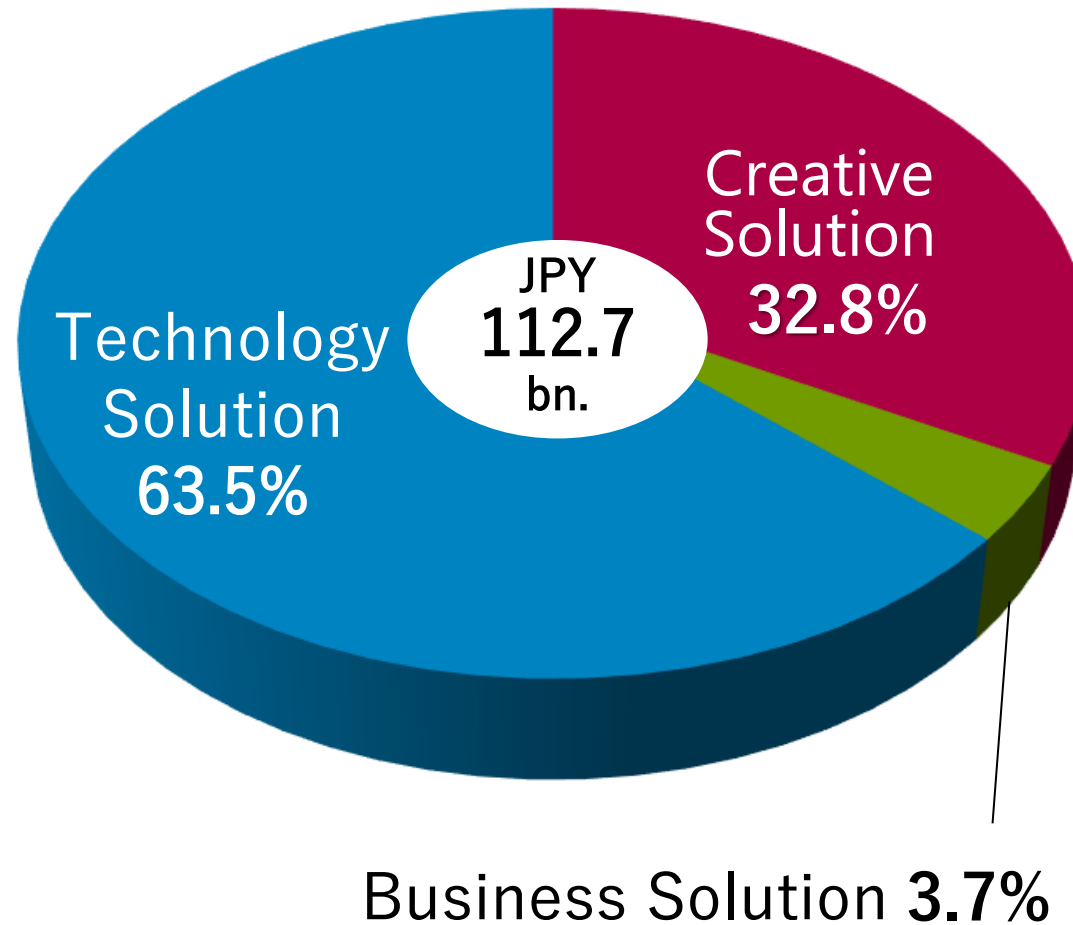
Overseas EMS production approx. 99%
Domestic EMS production less than 1%
Domestic in-house production approx. 1%

- Pen tablet product EMS partners
- Display, mobile product EMS partner
- Business Sol. product EMS partners
- Technology Sol. EMS partners



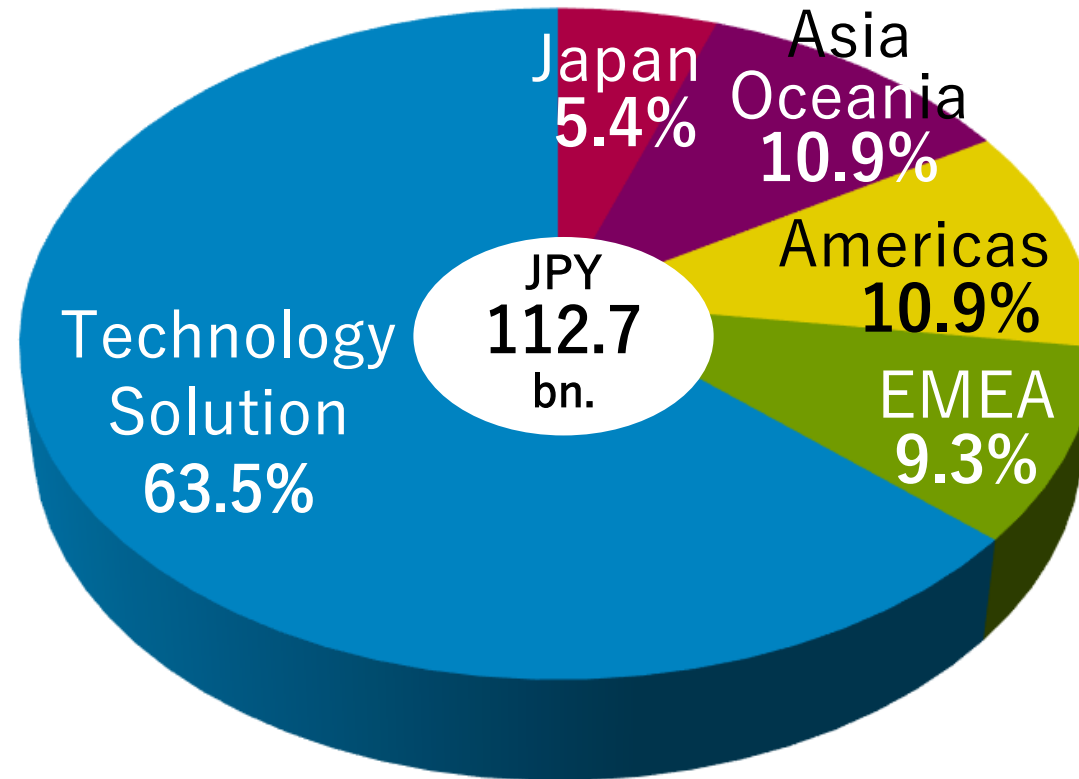
Sales by Business Line

FY 03/2023 (results)



Sales by Regional Subsidiary

FY 03/2023 (results)

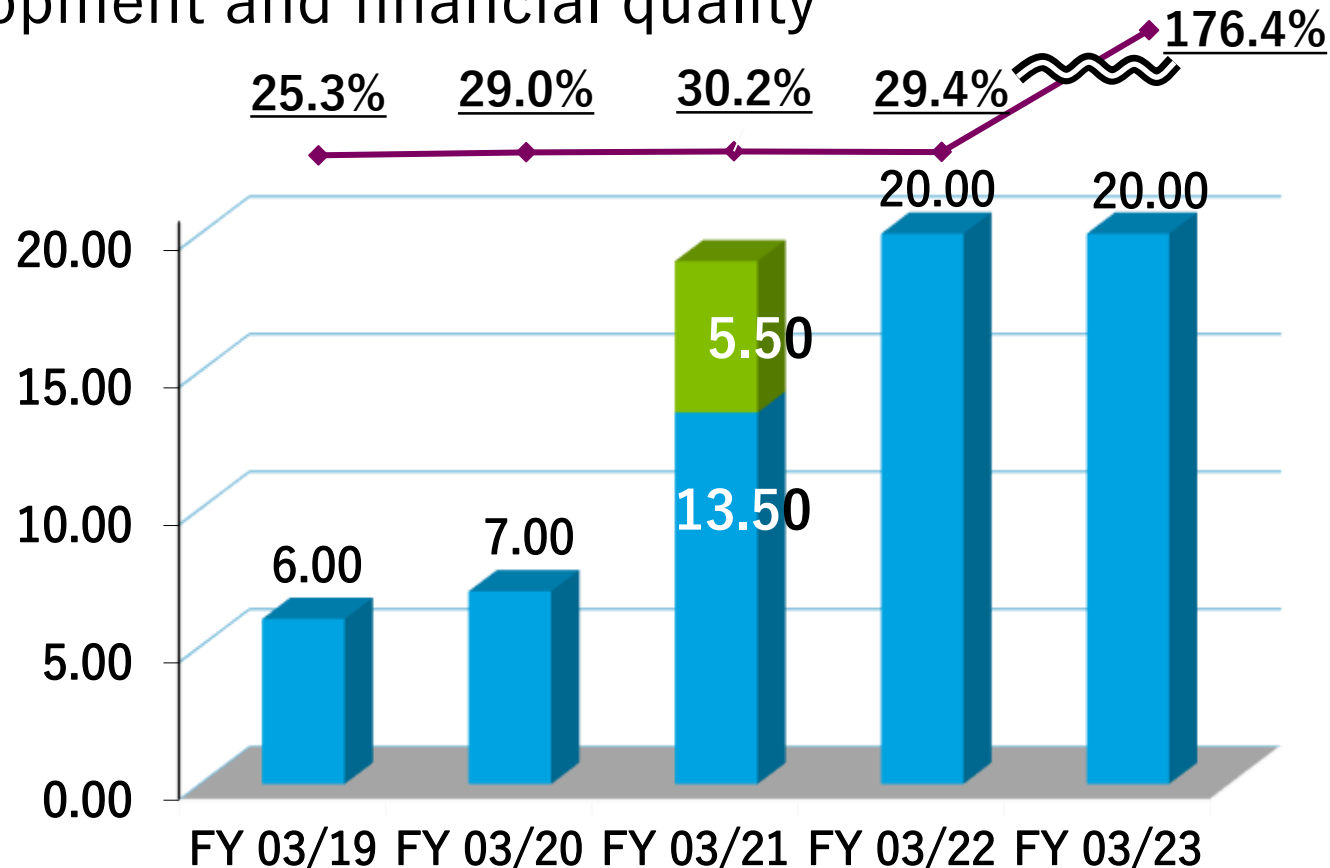


(Note) There are no regional segments in Technology Solution Business due to the regional sales depending on OEM partners. (Its sales price is mainly determined in USD.)

Year-end Dividend per Share

Basic policy of profit distribution

- Stable and sustainable dividends and flexibly exercise treasury stock acquisition, while maintaining sufficient retained earnings to enhance future business development and financial quality



- Special dividend per share
- Ordinary dividend per share
- Payout ratio

Repurchase of treasury stock

FY03/22 3.5 mil. shares (JPY 3.0 bn)

FY03/23 2.8 mil. shares (JPY 2.0 bn)

Cancellation of Treasury Stock

FY03/23 8.5 mil. shares



Enhance the communication of [Eco initiatives](#)

「JCI support for G7」 「TCFD support」 「TCFD disclosure」 「CDP score」



Lifelong Ink will continue to be a part of people's everyday lives

We offer technology to continue depicting the varying shades of people's lives, from joy to sadness, as they age from children to adults. Wacom faces society in our own unique way while further exploring the potential of Lifelong Ink.

President & CEO
Nobutaka Ide

[Read More](#) >



Introduced Wacom “**Social Initiatives**” on our web pages

- Fulfilling Wacom-style social responsibility through accumulating small activities.
- In response to disclosure requirements related to [ESG](#).

WACOM

STORY BOOK



CROSSTALK

ETCチームが実現する、これからの製品開発
慣習や事例にとらわれないマインドを回復して



Corporate GOVERNANCE

ワコムグループのガバナンス



WACOMVISION

一歩のアドバンテージ、磨き込まれた品質
今日だけが、ワコムの創りを生かす

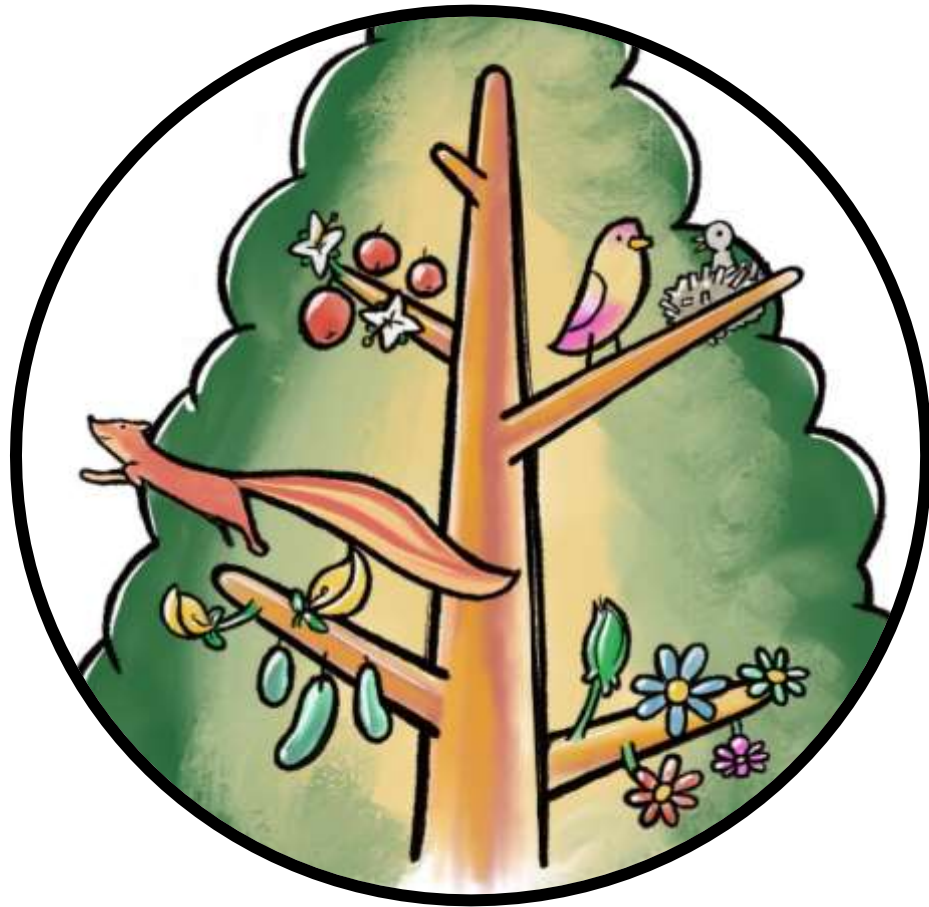
Text columns from the Wacom Vision magazine, including sections on 'Business Strategy' and 'Product Development'.



The Wacom Story Book 1st Issue

Wacom value system is expressed by voice of team members, customers and users

Allow us to talk about Wacom today



Meaningful Growth

- Targeting multi-dimensional growth, not only financial growth
- Explore deep, meaningful growth for human and society
- Undertake open-ended, long-term journey to achieve meaningful growth as responsible members of society.

Wacom Chapter 3

Disclaimer

Forward-looking statements regarding future events and performance contained in this presentation are based on currently available information and involve risks and uncertainties, including macroeconomic conditions, trends of the industry in which the company is engaged, and progress in new technologies. Please note that actual results could materially differ from those expressed or implied by the forward-looking statements in this presentation due to these risks and uncertainties. All rights reserved. All other company names and product names are trademarks or registered trademarks of their respective owners.

Investor Relations Inquiries

Wacom Co., Ltd.

Sumitomo Fudosan Shinjuku Grand Tower 31F,
8-17-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo 160-6131, Japan

Wacom homepage <https://www.wacom.com>

IR website <https://investors.wacom.com/en-jp/>