Fiscal Year 2020
Summary Result Presentation

Komori Corporation

Contents

P/L

（100 million ¥）

		FY2020 2020/3	FY2019 2019/3	Change	vs. FY2019	Budget FY2020	Change	vs. Budget
Order intake		886	935	−49	95%	910	−24	97%
Net sales		776	902	−126	86%	815	−39	95%
Operating income		−34	27	−61	−	−16	−18	−
Ordinary income		−35	25	−60	−	−12	−23	−
Profit attributable to owners of parent		−255	14	−269	−	−18	−237	−
FOREX : Average (Yen)	US$	109.10	110.69			108.15		
	EUR	121.14	128.43			119.97		
FOREX : End of term (Yen)	US$	108.83	110.99			105.00		
	EUR	119.55	124.56			115.00		

Major Assets and Liabilities

（100 million ¥）

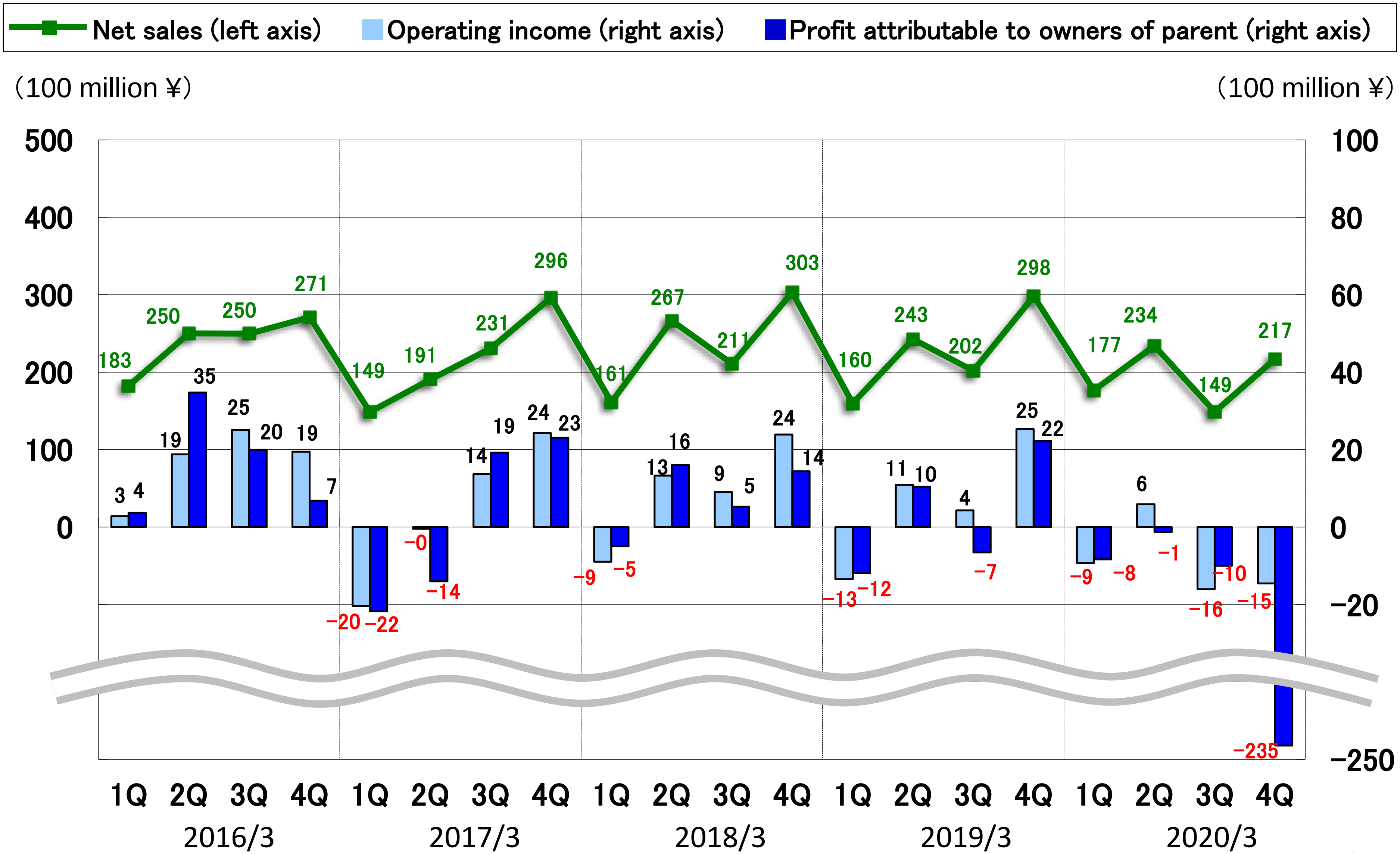
	Mar. 31, 2020	Mar. 31, 2019	Change
Cash and deposits	274	340	−66
Notes and account receivable－trade	182	262	−79
Short-term investment securities	128	152	−24
Inventories	364	322	41
Breakdown: Merchandise and finished goods	179	133	46
Property, plant and equipment	157	319	−163
Intangible assets	50	22	27
Notes and account payable－trade	163	204	−41
Short-term loans payable	0	0	0
Bonds payable	0	0	0
Long-term loans payable	0	0	0
Shareholders’ equity	988	1,292	−304
Total assets	1,357	1,674	−317

Cash Flows

（100 million ¥）

	FY2020 2020/3	FY2019 2019/3	Change
Net cash provided by (used in) operating activities	18	1	17
Net cash provided by (used in) investing activities	−36	−4	−31
Net cash provided by (used in) financing activities	−51	−128	77
Cash and cash equivalents at end of period	386	457	−71

Net Sales, Operating Income and Profit attributable to owners of parent

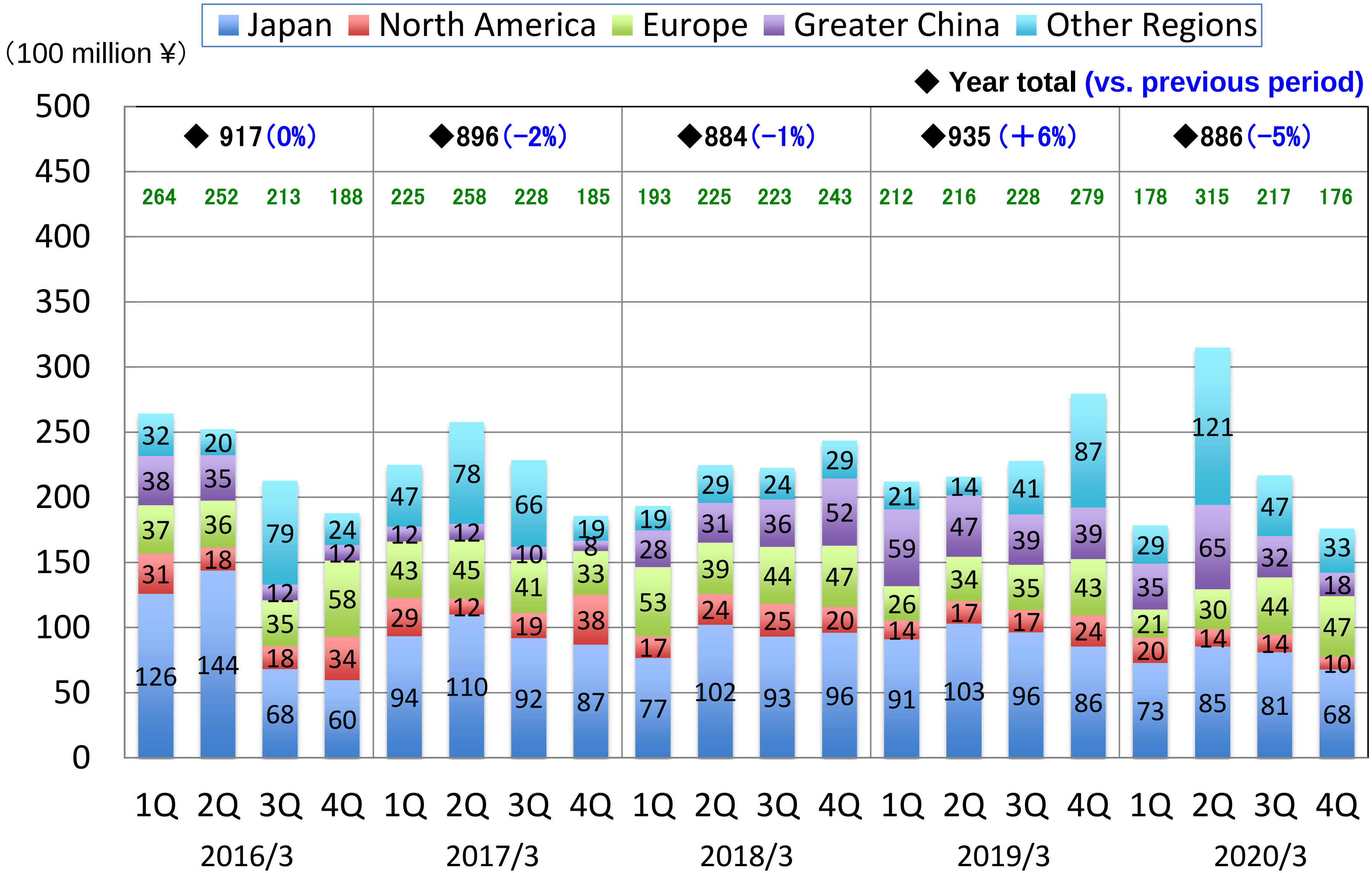


Order Intake by Region

(100 million ¥)

	FY2020 2020/3	FY2019 2019/3	vs. FY2019	Budget FY2020	vs. Budget
Japan	308	376	82%	321	96%
North-America	57	73	78%	67	84%
(million USD)	(52)	(66)	(79%)	(62)	(84%)
Europe	142	138	103%	138	103%
(million EUR)	(117)	(108)	(109%)	(115)	(102%)
Greater China	149	184	81%	161	93%
Other Regions	230	163	141%	222	103%
Total	886	935	95%	910	97%

Order Intake by Region



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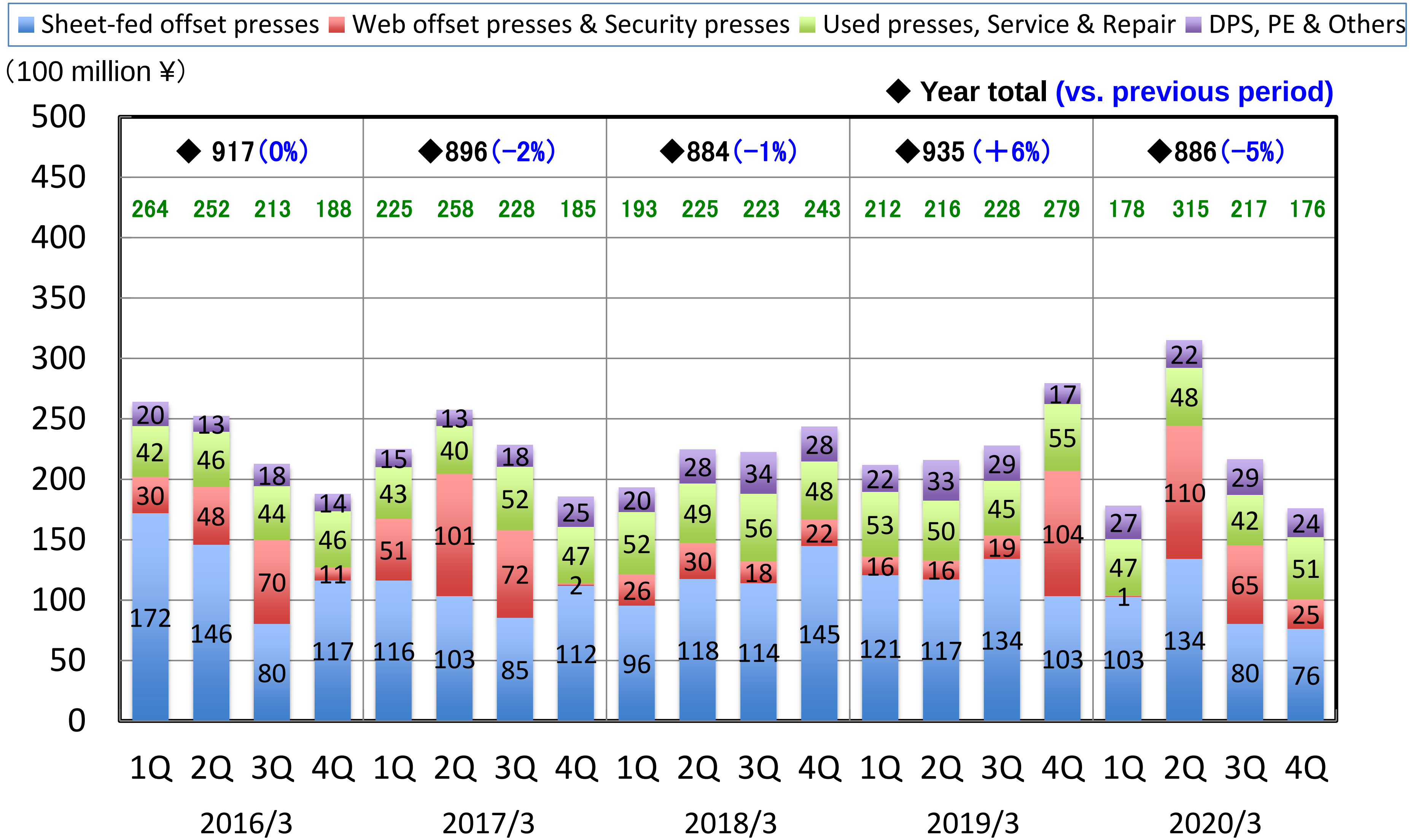
Order Intake by Model

（100 million ¥）

	FY2020 2020/3	FY2019 2019/3	vs. FY2019	Budget FY2020	VS. Budget
Sheet-fed offset presses	394	475	83%	424	93%
Web offset presses & Security presses	202	154	130%	190	106%
Used presses, Service & Repair	188	203	92%	187	100%
DPS, PE & Others	103	101	101%	108	95%
Total	886	935	95%	910	97%

Order Intake by Model

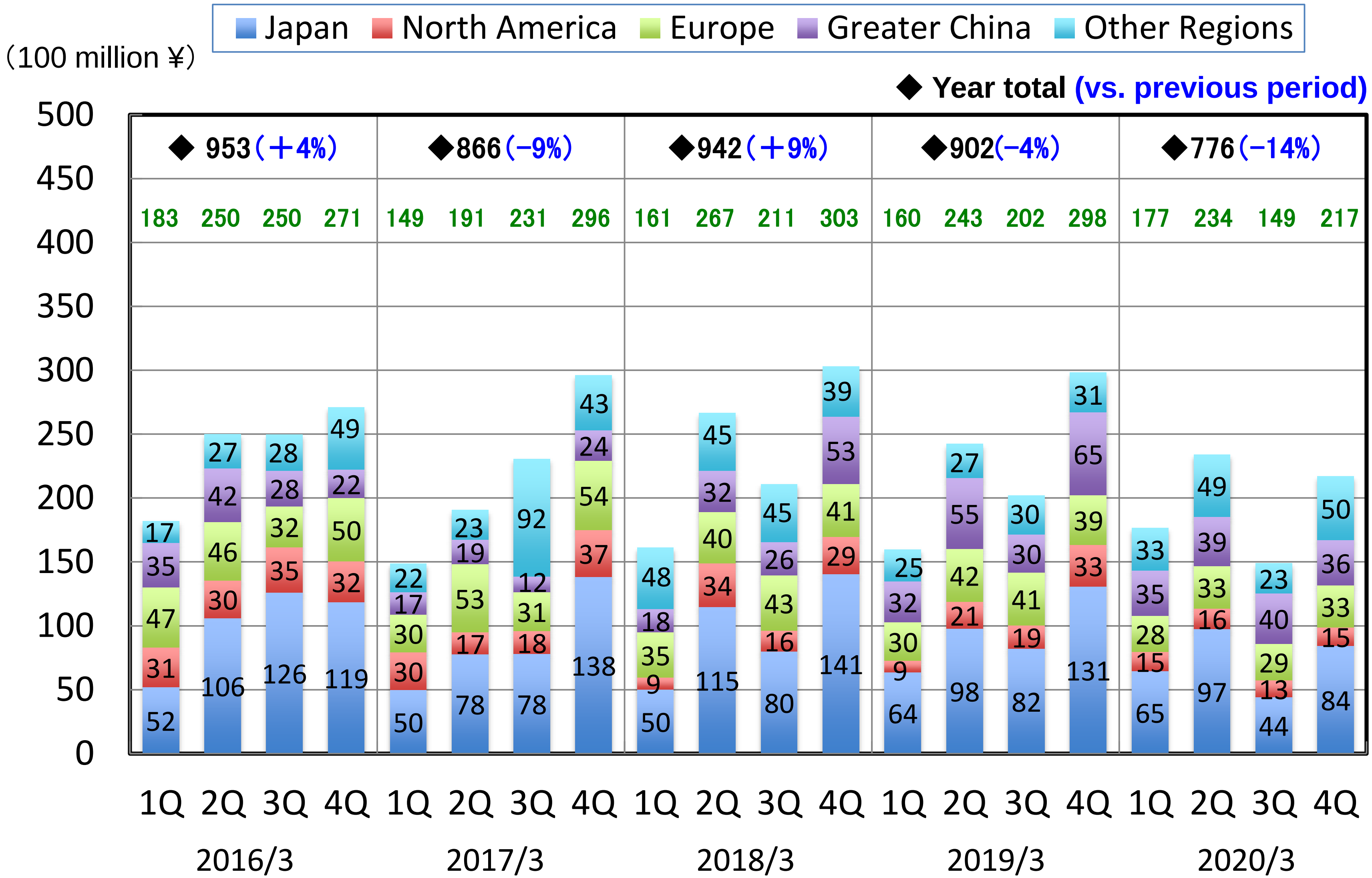


Net Sales by Region

(100 million ¥)

	FY2020 2020/3	FY2019 2019/3	vs. FY2019	Budget FY2020	vs. Budget
Japan	290	374	78%	302	96%
North-America	59	81	73%	59	99%
(million USD)	(54)	(73)	(74%)	(55)	(98%)
Europe	123	152	81%	130	95%
(million EUR)	(102)	(118)	(86%)	(108)	(94%)
Greater China	149	182	82%	161	92%
Other Regions	155	113	137%	162	95%
Total	776	902	86%	815	95%

Net Sales by Region



Net Sales by Model

(100 million ¥)

	FY2020 2020/3	FY2019 2019/3	vs. FY2019	Budget FY2020	vs. Budget
Sheet-fed offset presses	386	497	78%	418	92%
Web offset presses & Security presses	107	90	119%	106	101%
Used presses, Service & Repair	190	206	93%	191	100%
DPS, PE & Others	93	110	85%	101	93%
Total	776	902	86%	815	95%

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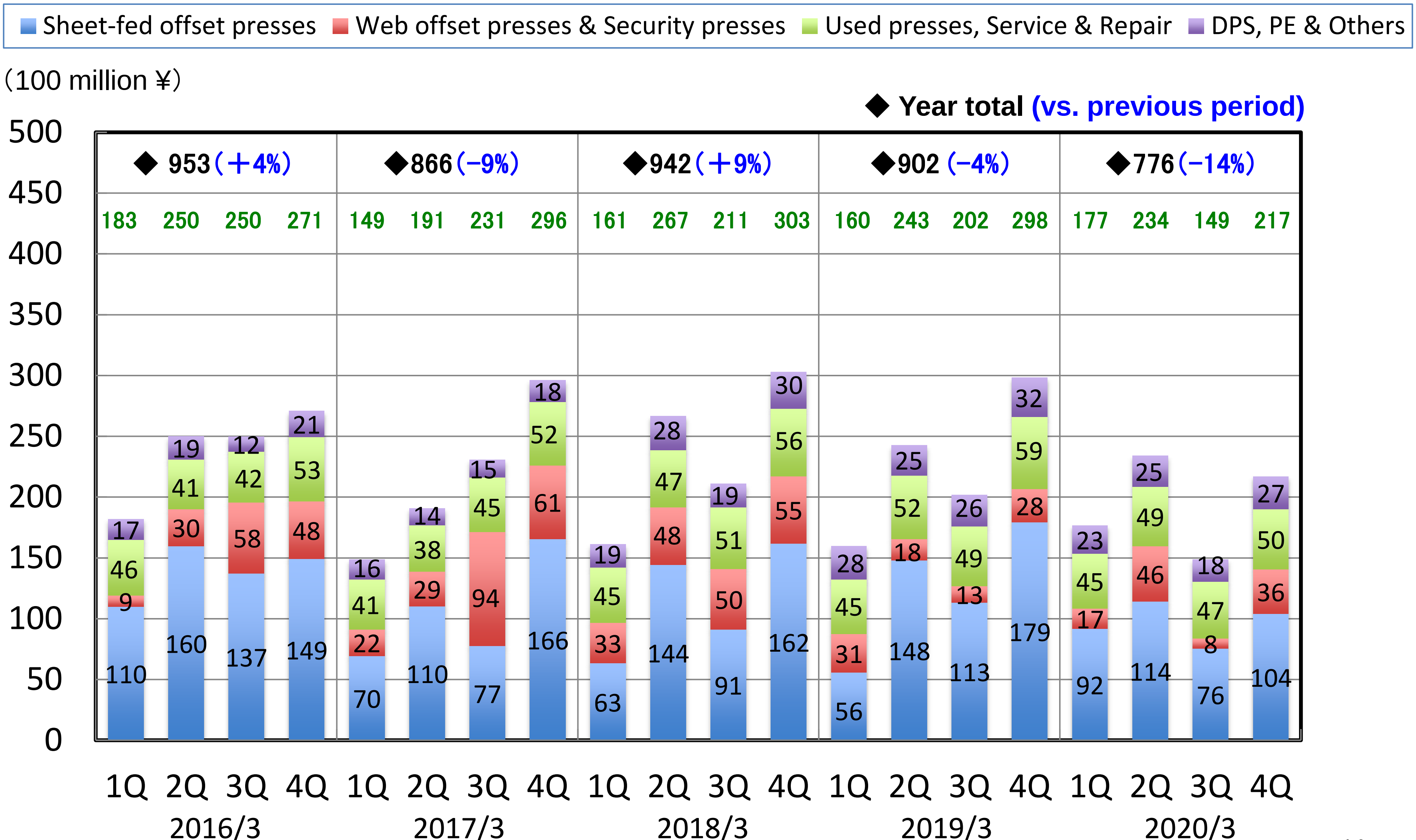
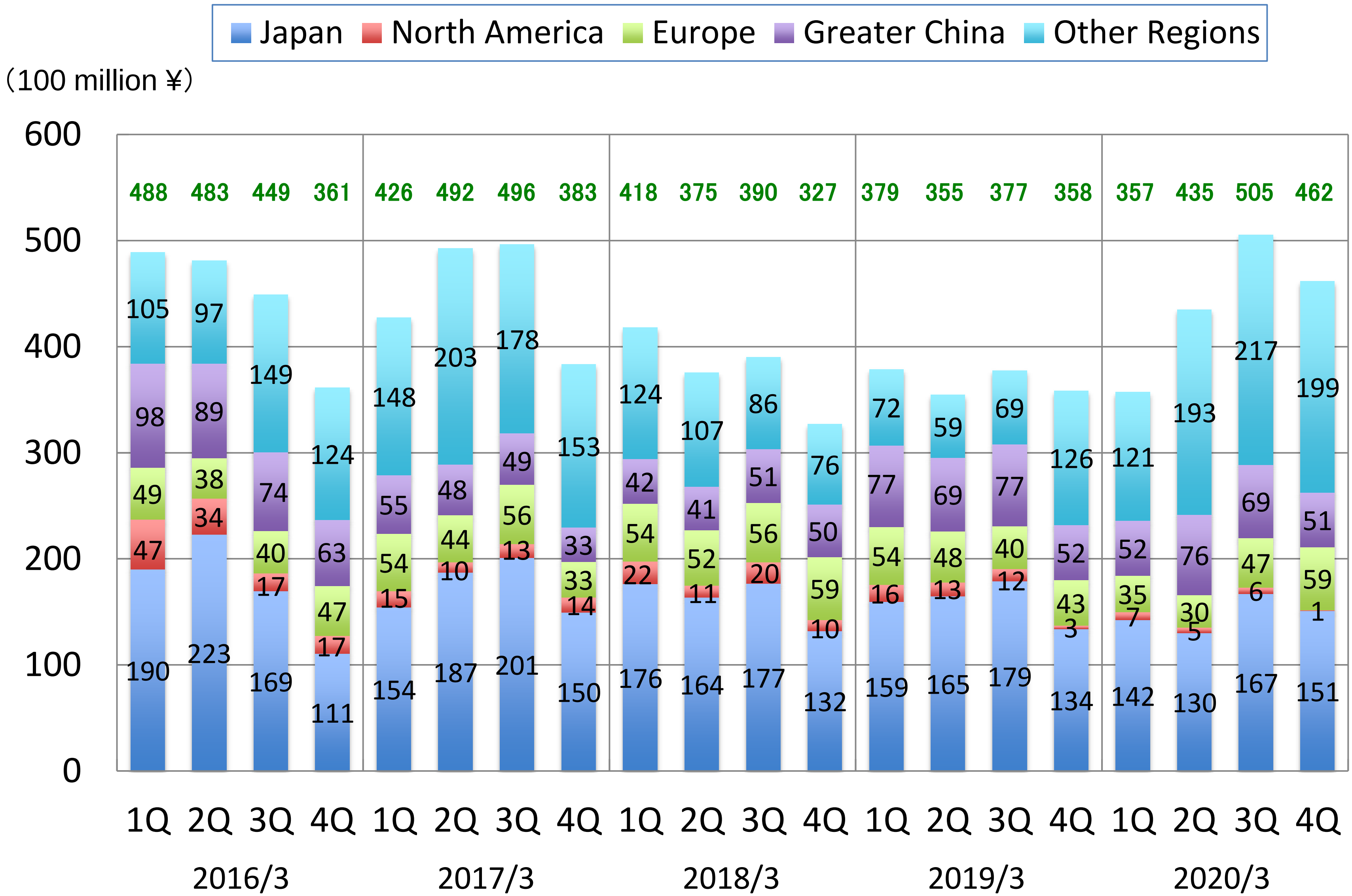
Net Sales by Model



Order Backlog



	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Fiscal year	2016/3				2017/3				2018/3				2019/3				2020/3			
Other Regions	105	97	149	124	148	203	178	153	124	107	86	76	72	59	69	126	121	193	217	199
Greater China	98	89	74	63	55	48	49	33	42	41	51	50	77	69	77	52	52	76	69	51
Europe	49	38	40	47	54	44	56	33	54	52	56	59	54	48	40	43	35	30	47	59
North America	47	34	17	17	15	10	13	14	22	11	20	10	16	13	12	3	7	5	6	1
Japan	190	223	169	111	154	187	201	150	176	164	177	132	159	165	179	134	142	130	167	151
Total	488	483	449	361	426	492	496	383	418	375	390	327	379	355	377	358	357	435	505	462

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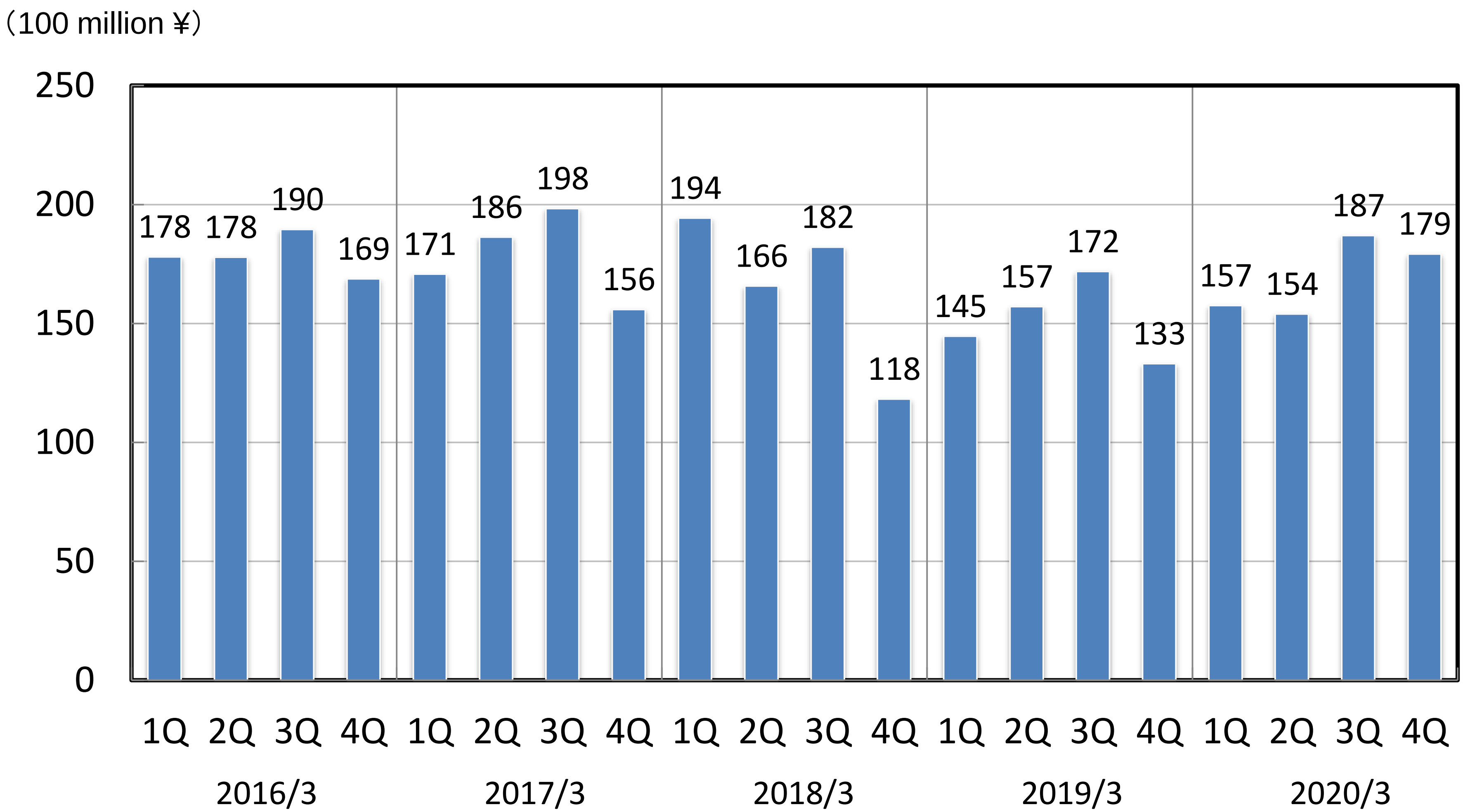
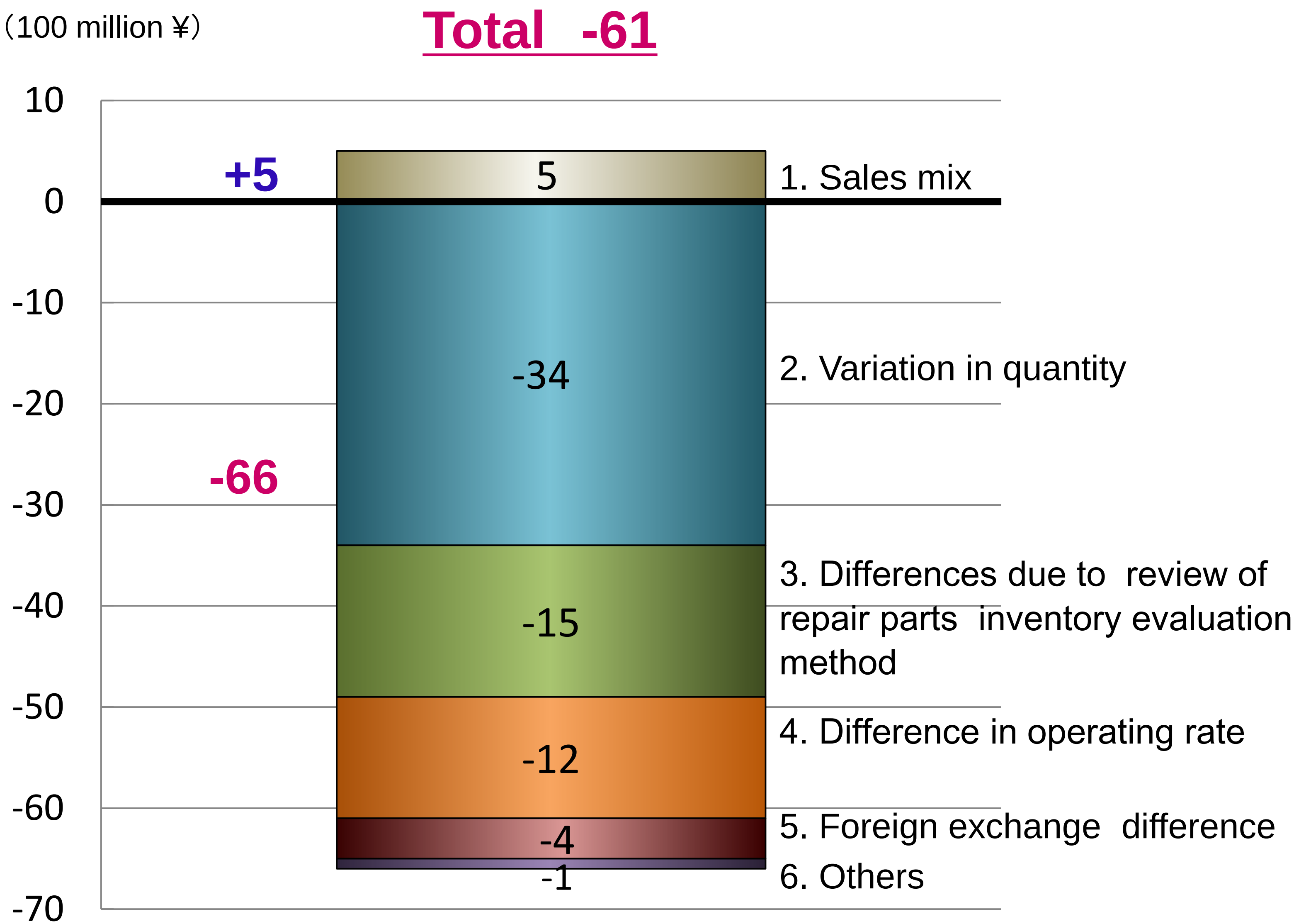
Inventories（Finished Goods, Cost of Sales）



Analysis of Operating Income for FY2020 (vs. FY2019)



Capex, Depreciation and Amortization, R&D etc.

(million ¥)

	FY2016	FY2017	FY2018	FY2019	FY2020
Number of employees	2,189	2,195	2,227	2,335	2,363
Personnel expenses	20,495	20,317	20,245	20,908	20,386
Capital expenditures	3,126	1,455	1,201	1,334	1,678
Depreciation and amortization	2,027	2,133	1,889	1,965	2,304
R&D expenses	4,975	4,885	4,785	4,740	4,899
(% to net sales)	(5.2%)	(5.6%)	(5.1%)	(5.3%)	(6.3%)

Regarding the announcement timing of forecast for FY2021

Consolidated financial results forecasts for the fiscal year ending March 31, 2021 is undecided due to difficulties to estimate financial impact of global spread of COVID-19 at this point.
The forecasts will be promptly announced at the time it become possible to reasonably estimate.

Appendix: Detailed Order Intake and Net Sales by Region

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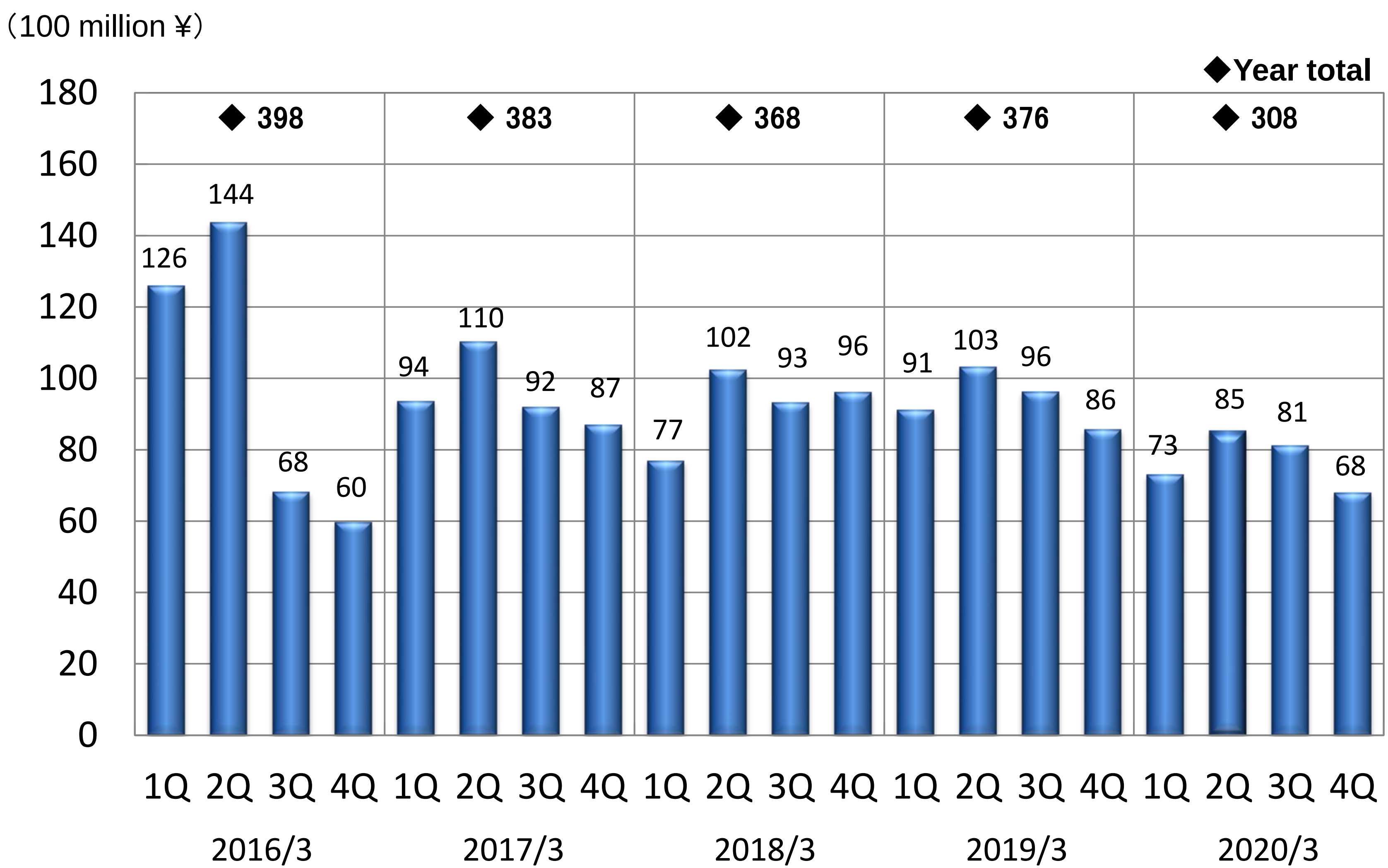
Order Intake in Japanese Market



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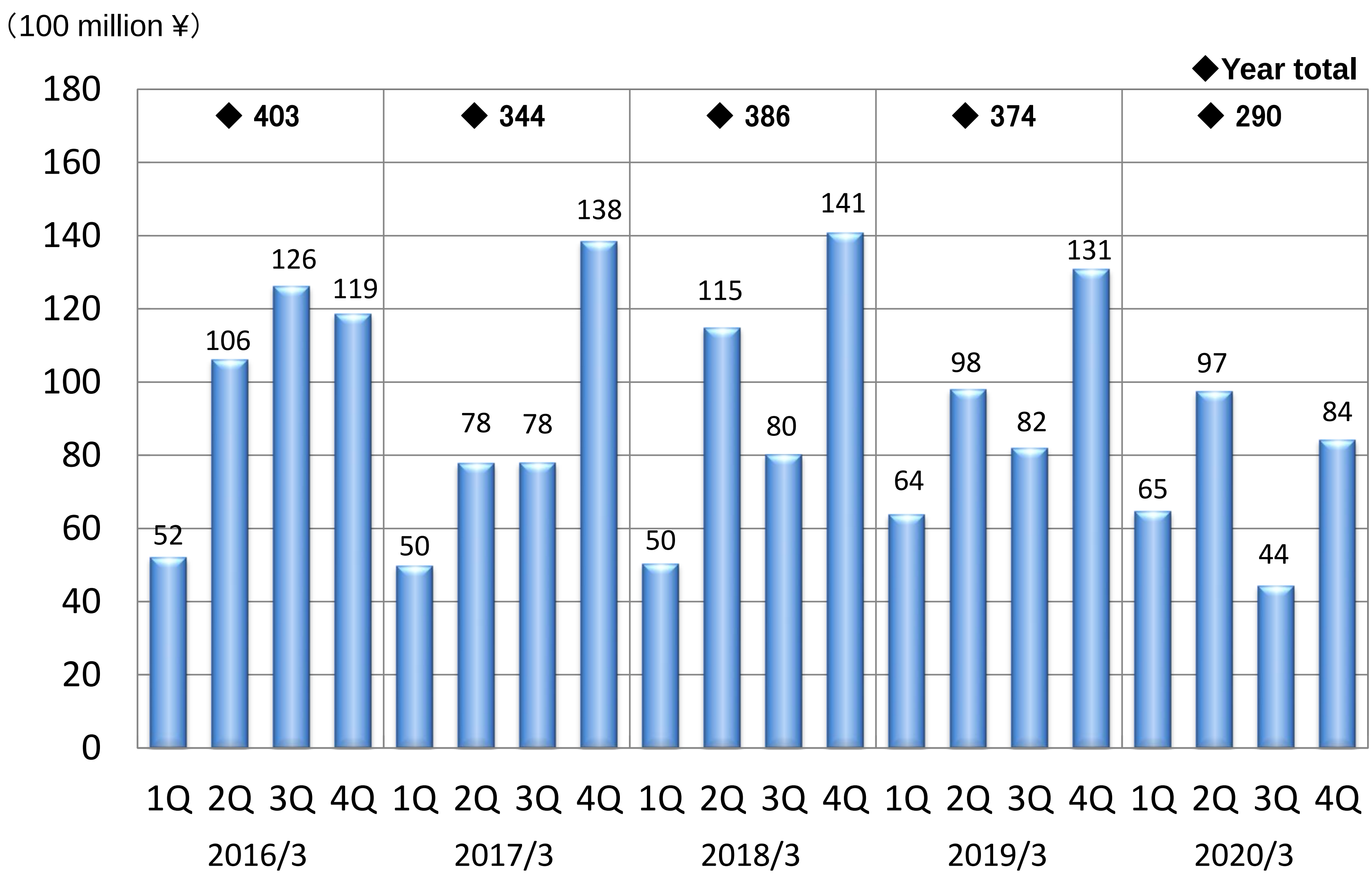
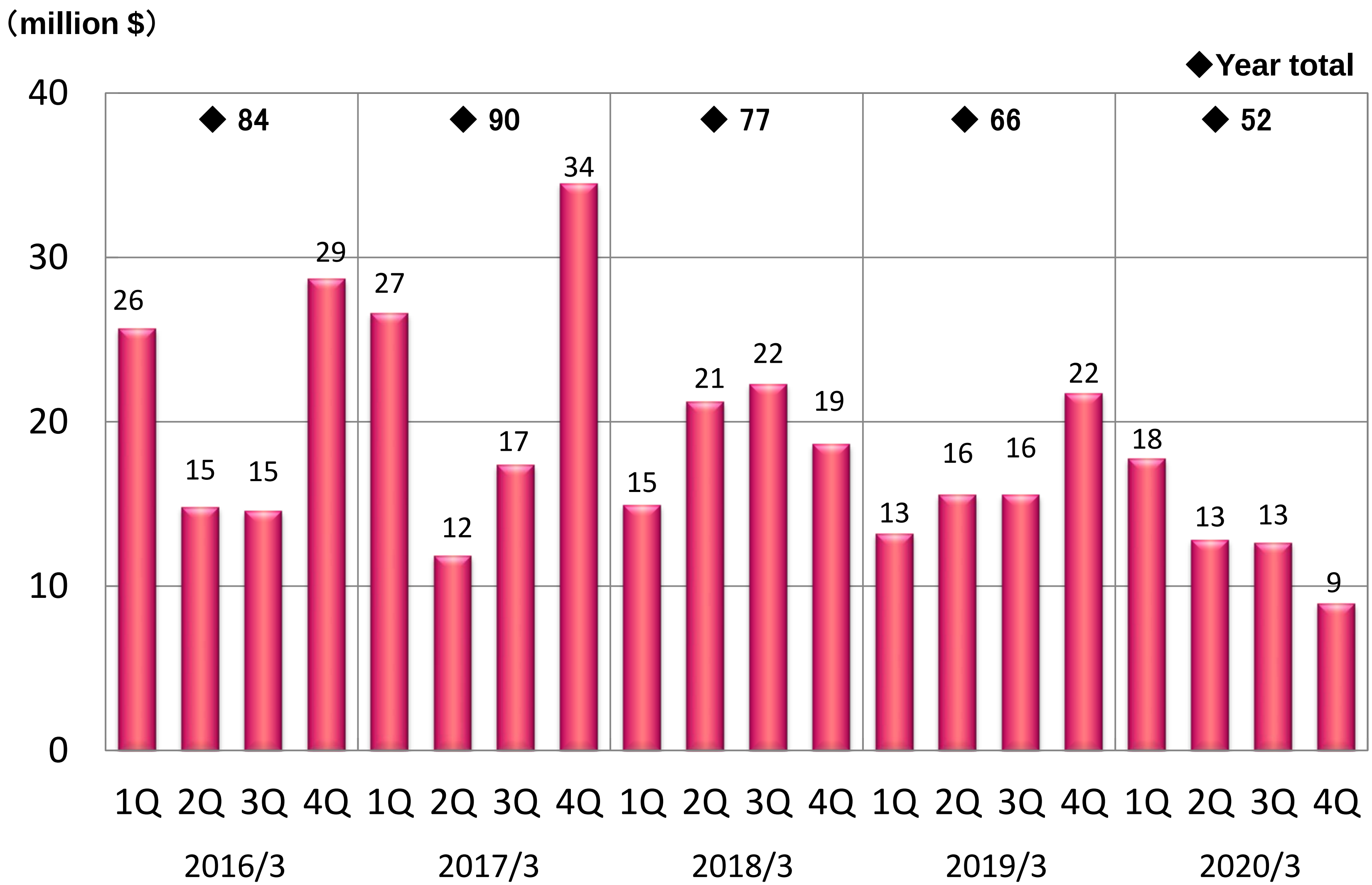
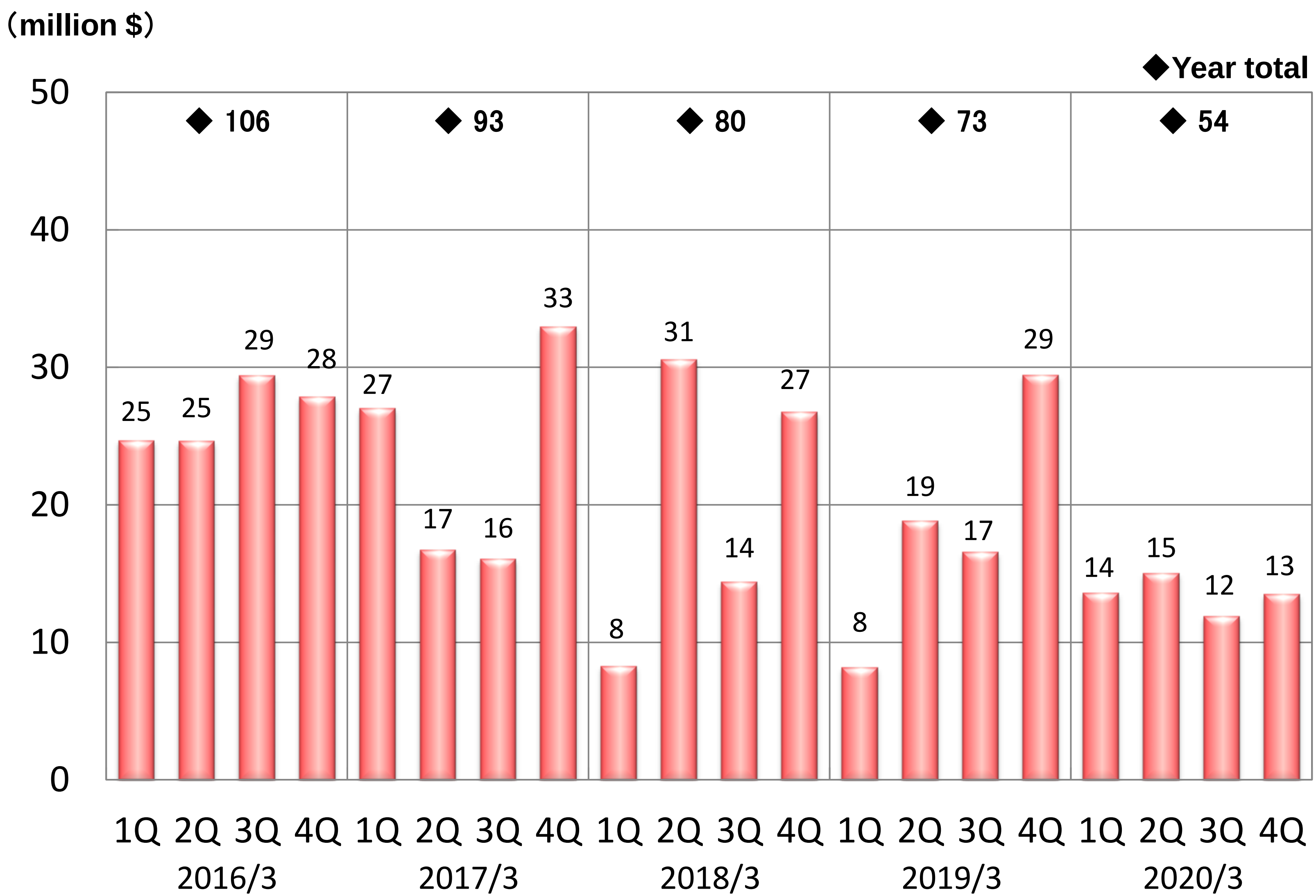
Net Sales in Japanese Market



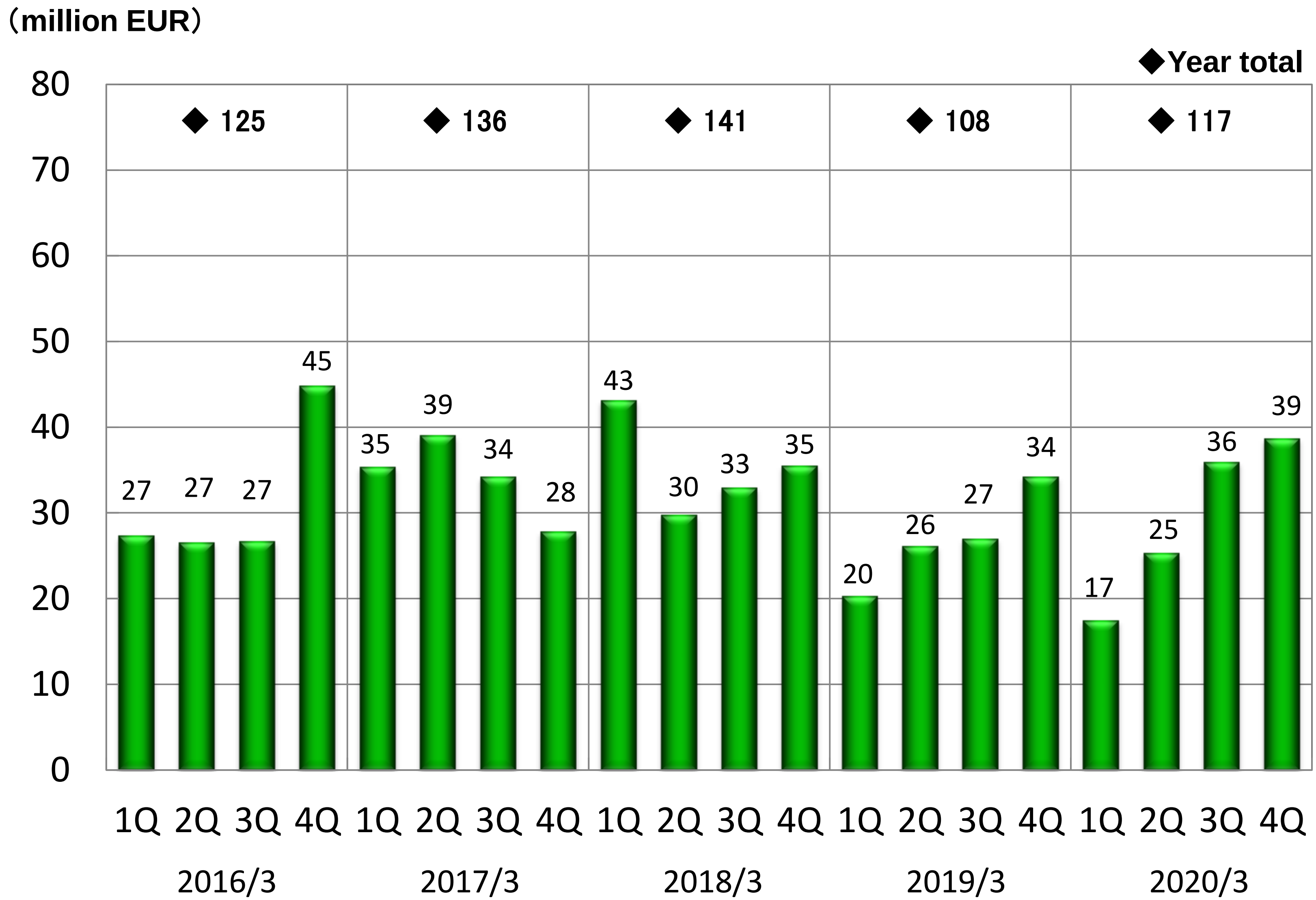
Order Intake in North American Market



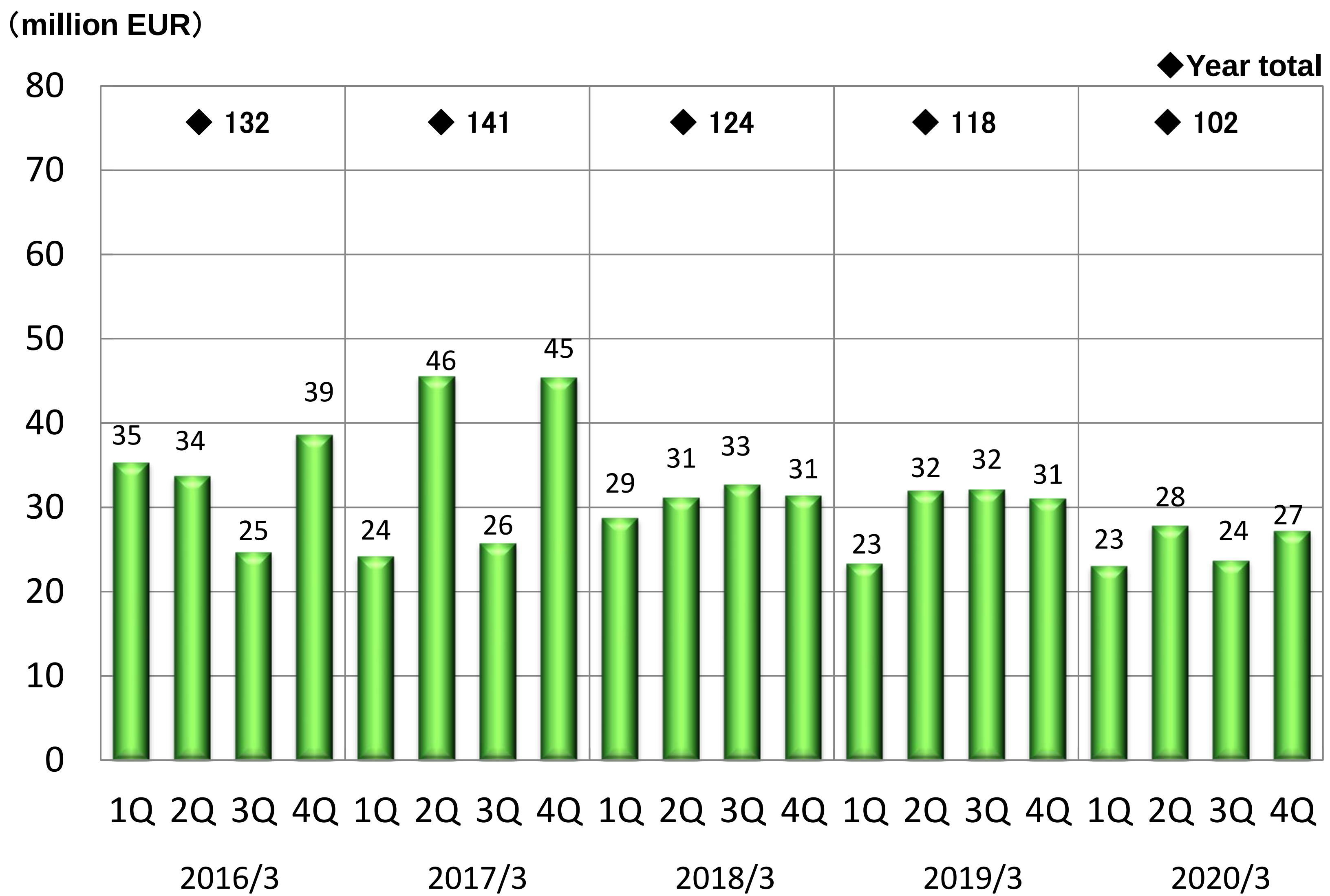
Net Sales in North American Market



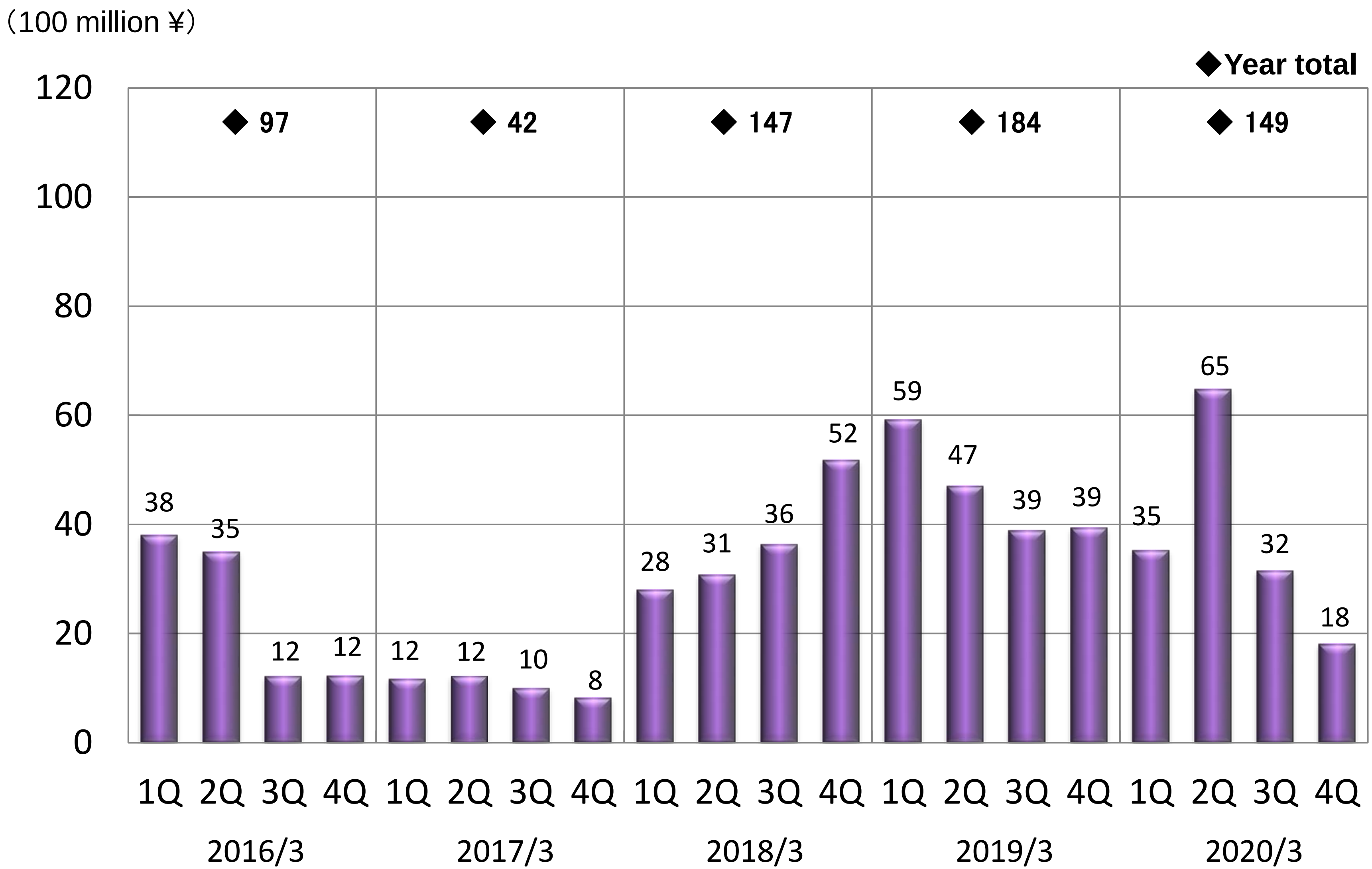
Order Intake in European Market



Net Sales in European Market

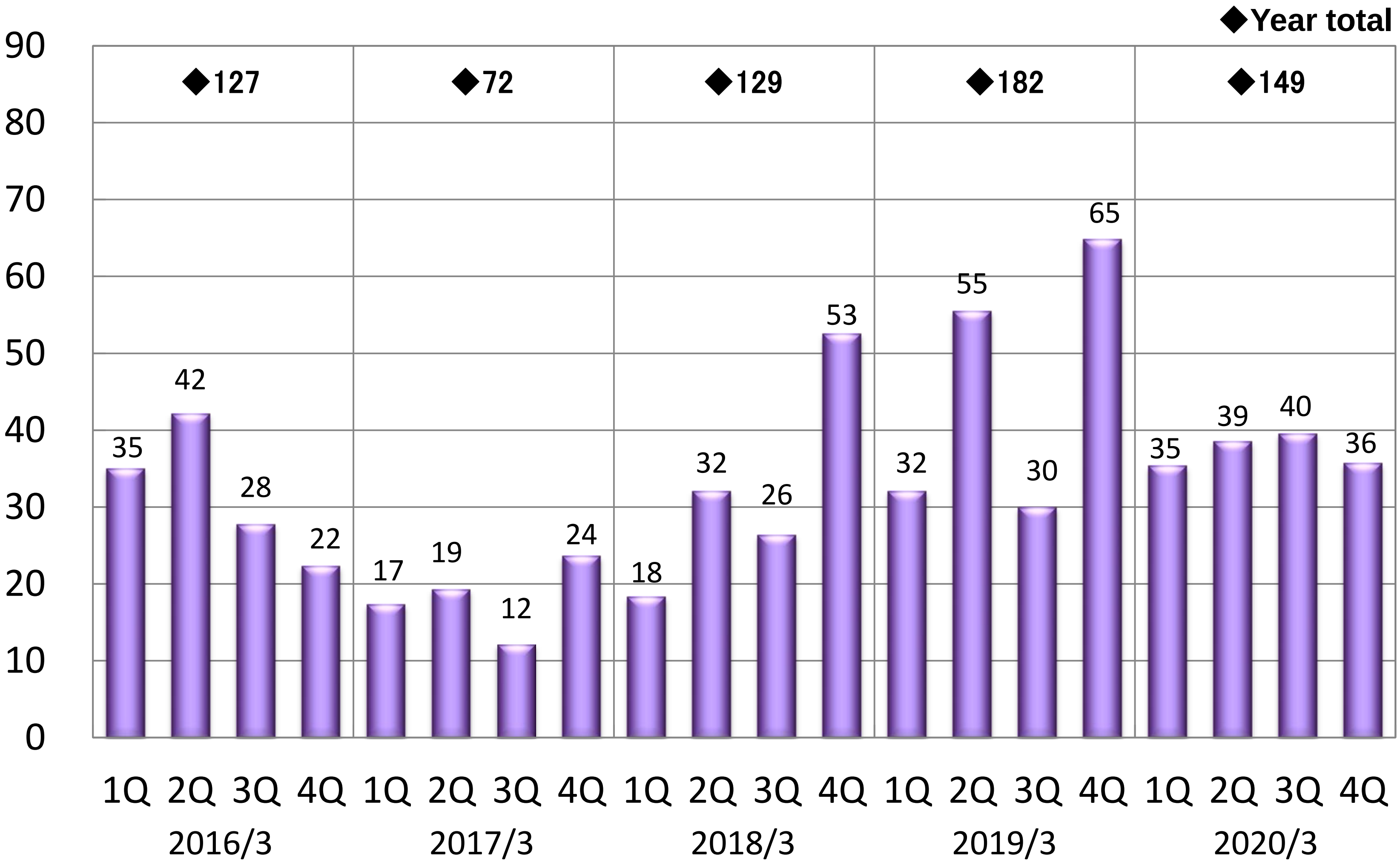


Order Intake in Greater China Market

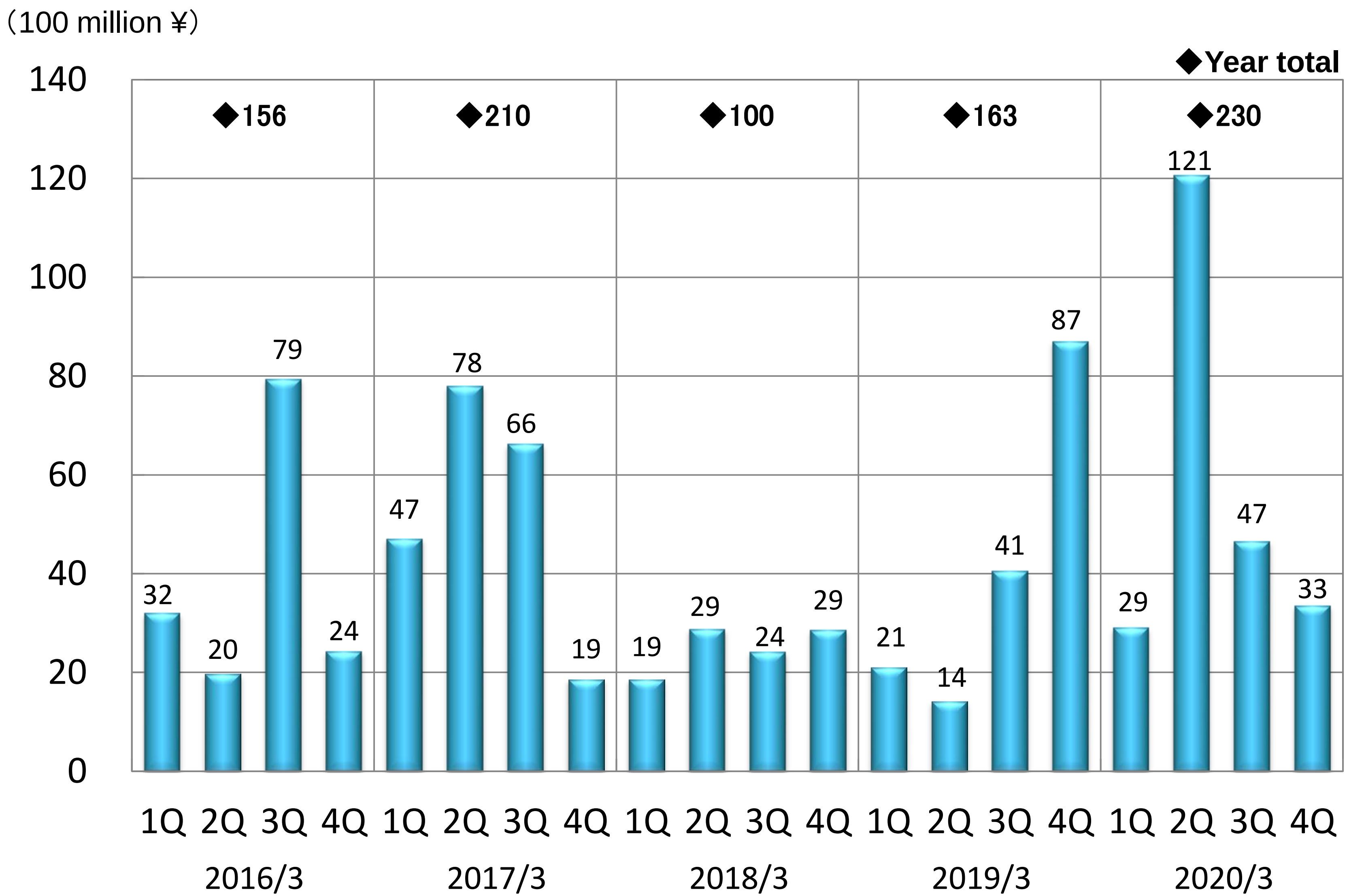


Net Sales in Greater China Market

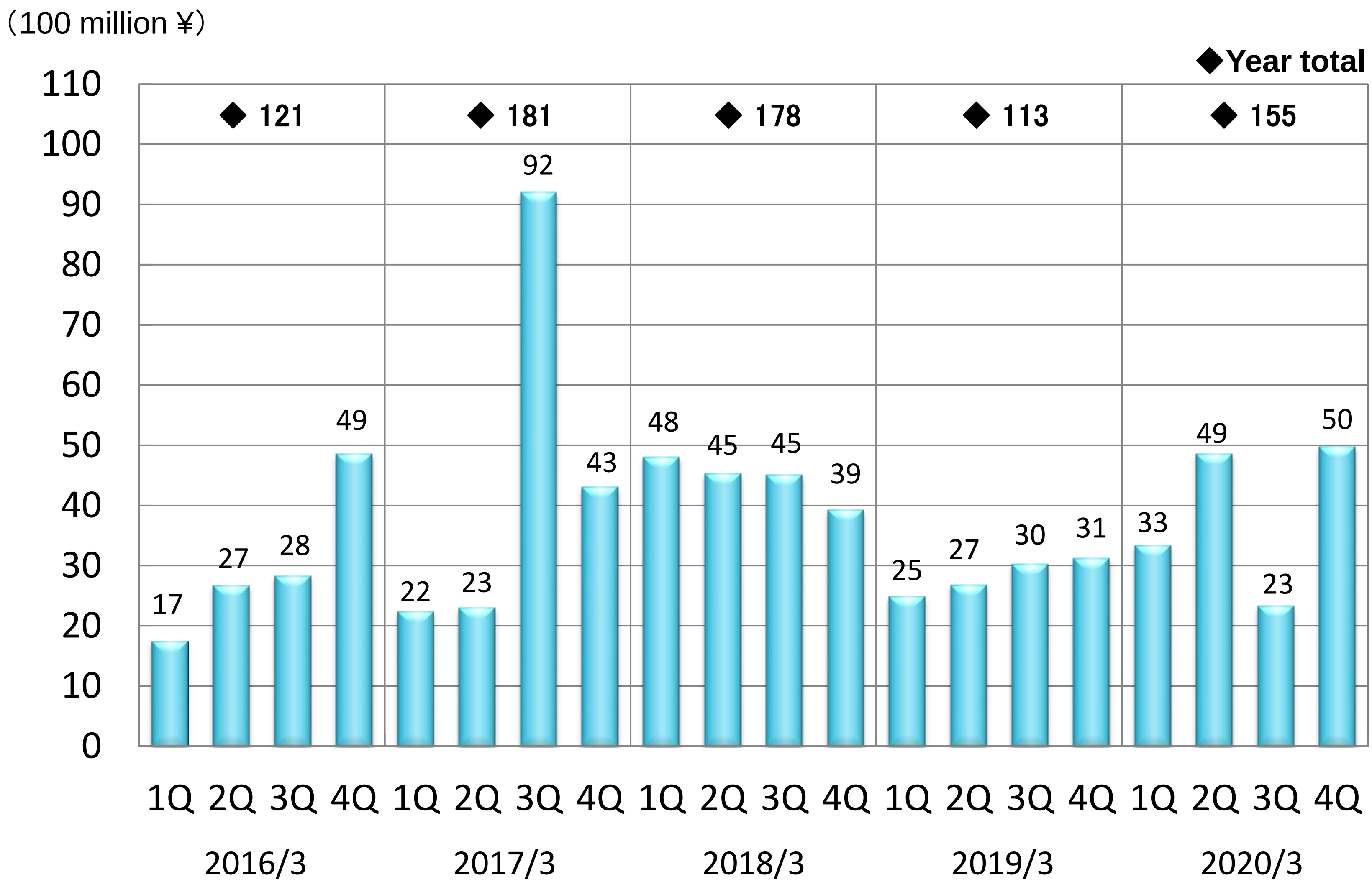
(100 million ¥)



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



Contact

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