Fiscal Year 2021
Summary Result Presentation

Komori Corporation

Contents

P/L

(100 million ¥)

		FY2021 2021/3	FY2020 2020/3	Change	vs. FY2020	Budget FY2021	Change	vs. Budget
Order intake		717	886	−169	81%	717	0	100%
Net sales		718	776	−58	93%	710	8	101%
Operating income		−23	−34	11	−	−26	3	−
Ordinary income		−11	−35	23	−	−19	8	−
Profit attributable to owners of parent		−21	−255	234	−	−21	0	−
FOREX : Average (Yen)	US$	106.17	109.10			105.90		
	EUR	123.73	121.14			118.43		
FOREX : End of term (Yen)	US$	110.71	108.83			105.00		
	EUR	129.80	119.55			115.00		

Major Assets and Liabilities

（100 million ¥）

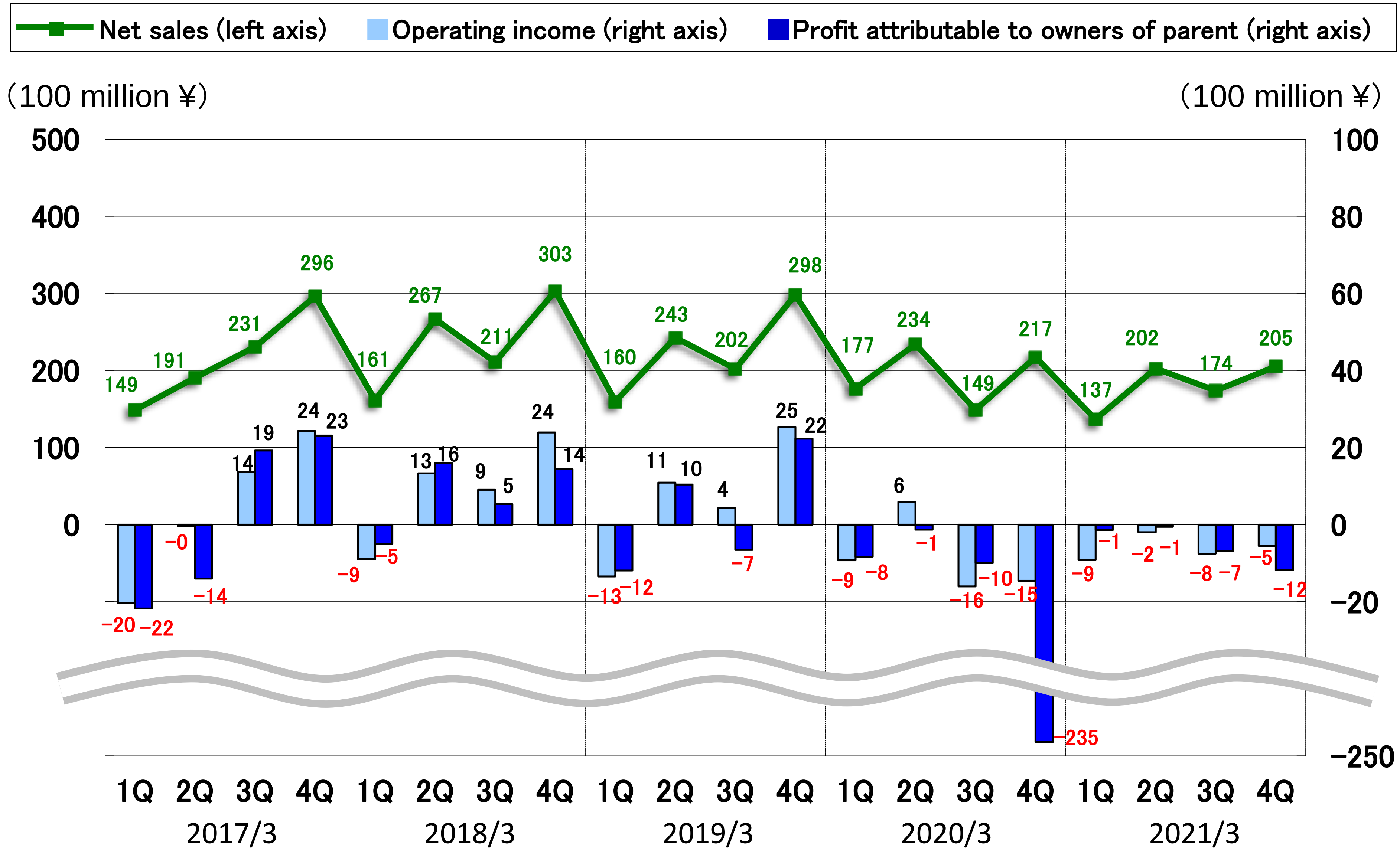
	Mar. 31, 2021	Mar. 31, 2020	Change
Cash and deposits	469	274	195
Notes and account receivable－trade	159	182	−23
Short-term investment securities	85	128	−43
Inventories	318	364	−46
Breakdown: Merchandise and finished goods	138	179	−41
Property, plant and equipment	163	157	6
Intangible assets	45	50	−5
Notes and account payable－trade	125	163	−38
Short-term loans payable	9	0	8
Bonds payable	100	0	100
Long-term loans payable	4	0	4
Shareholders’ equity	956	988	−32
Total assets	1,444	1,357	87

Cash Flows

（100 million ¥）

	FY2021 2021/3	FY2020 2020/3	Change
Net cash provided by (used in) operating activities	82	18	64
Net cash provided by (used in) investing activities	−22	−36	13
Net cash provided by (used in) financing activities	93	−51	143
Cash and cash equivalents at end of period	543	386	157

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



Order Intake by Region

(100 million ¥)

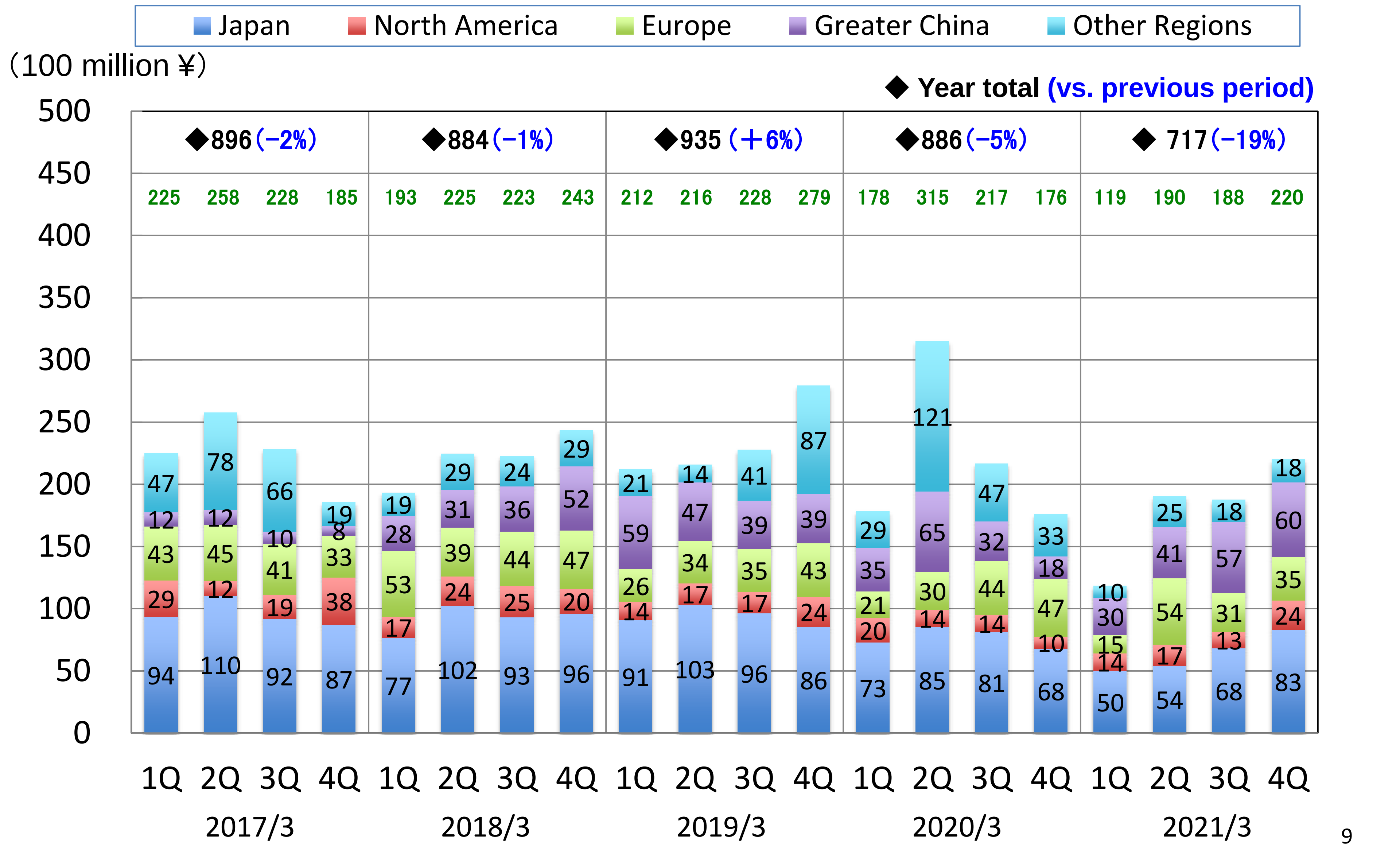
		FY2021 2021/3	FY2020 2020/3	vs. FY2020	Budget FY2021	vs. Budget
Japan		256	308	83%	264	97%
North-America		68	57	119%	47	146%
	(million USD)	(64)	(52)	(123%)	(44)	(145%)
Europe		134	142	94%	136	99%
	(million EUR)	(108)	(117)	(92%)	(115)	(95%)
Greater China		188	149	126%	129	146%
Other Regions		71	230	31%	142	50%
Total		717	886	81%	717	100%

Order Intake by Model

（100 million ¥）

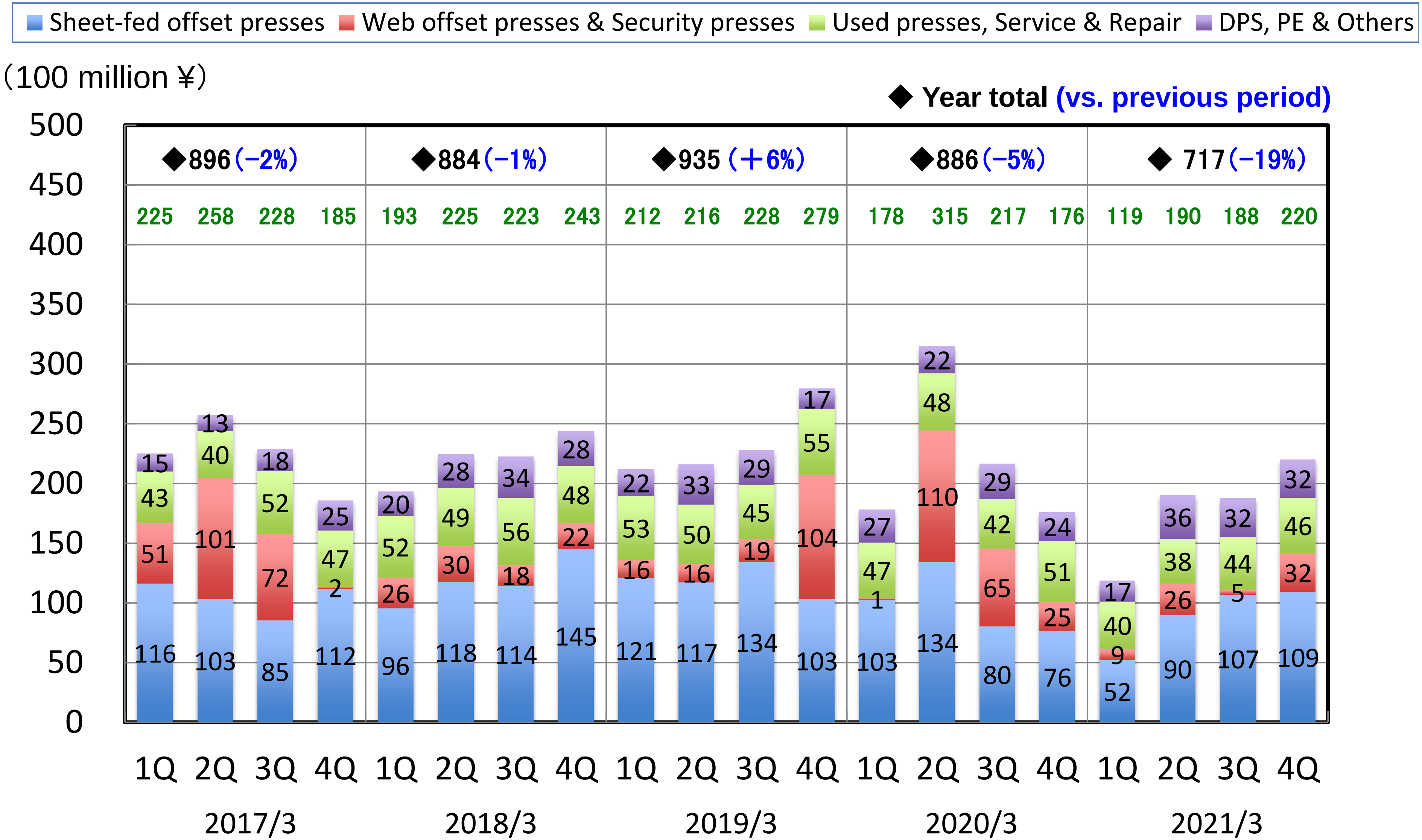
	FY2021 2021/3	FY2020 2020/3	vs. FY2020	Budget FY2021	VS. Budget
Sheet-fed offset presses	358	394	91%	302	119%
Web offset presses & Security presses	73	202	36%	130	56%
Used presses, Service & Repair	168	188	89%	166	101%
DPS, PE & Others	118	103	115%	120	98%
Total	717	886	81%	717	100%

Order Intake by Region



	Japan	North America	Europe	Greater China	Other Regions	Total
2017/3 1Q	94	29	43	12	47	225
2017/3 2Q	110	12	45	12	78	258
2017/3 3Q	92	19	41	10	66	228
2017/3 4Q	87	38	33	8	19	185
2018/3 1Q	77	17	53	28	19	193
2018/3 2Q	102	24	39	31	29	225
2018/3 3Q	93	25	44	36	24	223
2018/3 4Q	96	20	47	52	29	243
2019/3 1Q	91	14	26	59	21	212
2019/3 2Q	103	17	34	47	14	216
2019/3 3Q	96	17	35	39	41	228
2019/3 4Q	86	24	43	39	87	279
2020/3 1Q	73	20	21	35	29	178
2020/3 2Q	85	14	30	65	121	315
2020/3 3Q	81	14	44	32	47	217
2020/3 4Q	68	10	47	18	33	176
2021/3 1Q	50	14	15	30	10	119
2021/3 2Q	54	17	54	41	25	190
2021/3 3Q	68	13	31	57	18	188
2021/3 4Q	83	24	35	60	18	220

Order Intake by Model



	2017/3 1Q	2Q	3Q	4Q	2018/3 1Q	2Q	3Q	4Q	2019/3 1Q	2Q	3Q	4Q	2020/3 1Q	2Q	3Q	4Q	2021/3 1Q	2Q	3Q	4Q
Total	225	258	228	185	193	225	223	243	212	216	228	279	178	315	217	176	119	190	188	220
Sheet-fed offset presses	116	103	85	112	96	118	114	145	121	117	134	103	103	134	80	76	52	90	107	109
Web offset presses & Security presses	51	101	72	2	26	30	18	22	16	16	19	104	1	110	65	25	9	26	5	32
Used presses, Service & Repair	43	40	52	47	52	49	56	48	53	50	45	55	47	48	42	51	40	38	44	46
DPS, PE & Others	15	13	18	25	20	28	34	28	22	33	29	17	27	22	29	24	17	36	32	32

Net Sales by Region

(100 million ¥)

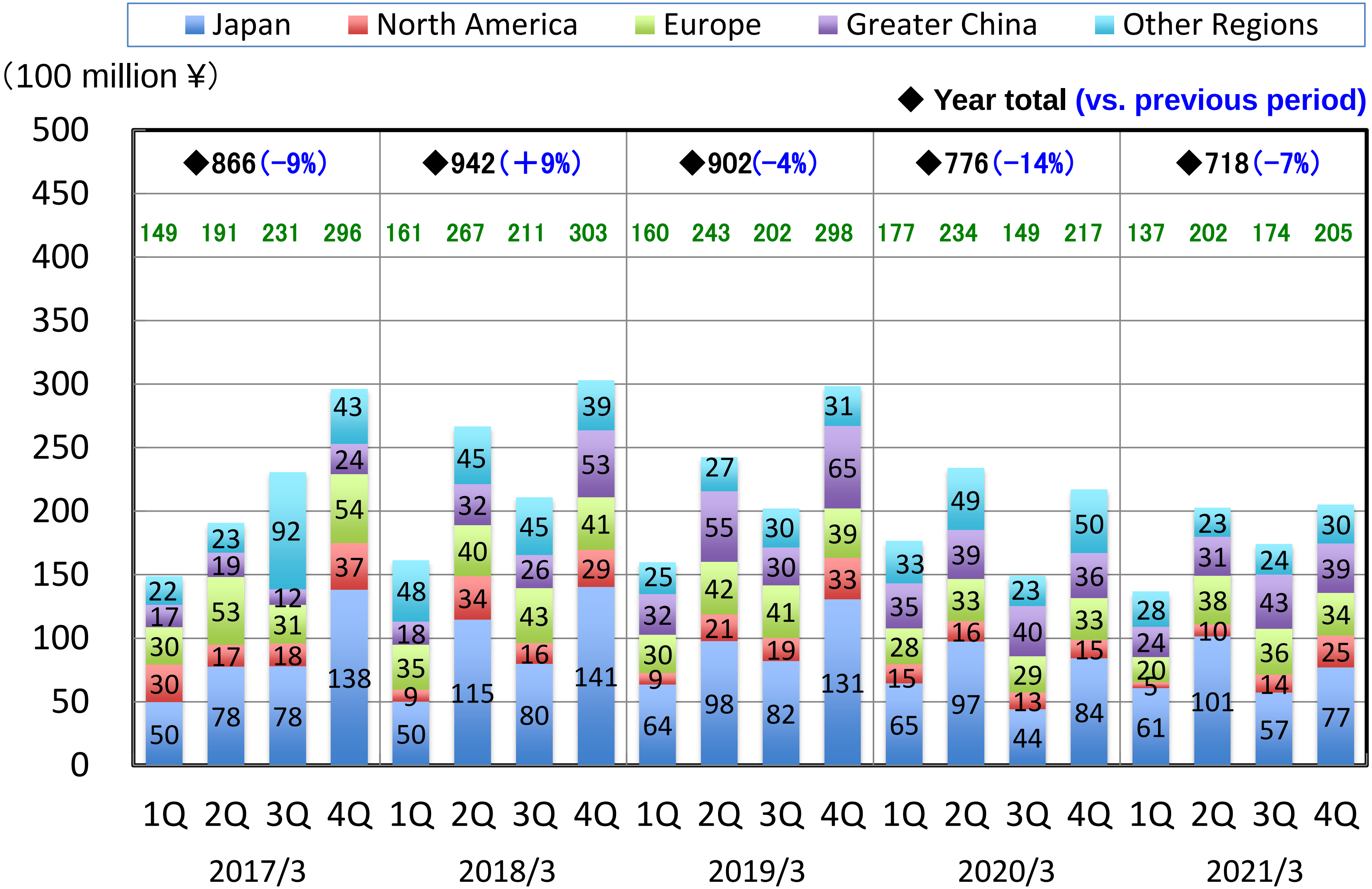
	FY2021 2021/3	FY2020 2020/3	vs. FY2020	Budget FY2021	vs. Budget
Japan	297	290	102%	295	101%
North-America	54	59	91%	43	126%
(million USD)	(51)	(54)	(94%)	(40)	(125%)
Europe	128	123	104%	139	92%
(million EUR)	(103)	(102)	(102%)	(117)	(88%)
Greater China	136	149	91%	117	116%
Other Regions	104	155	67%	117	89%
Total	718	776	93%	710	101%

Net Sales by Model

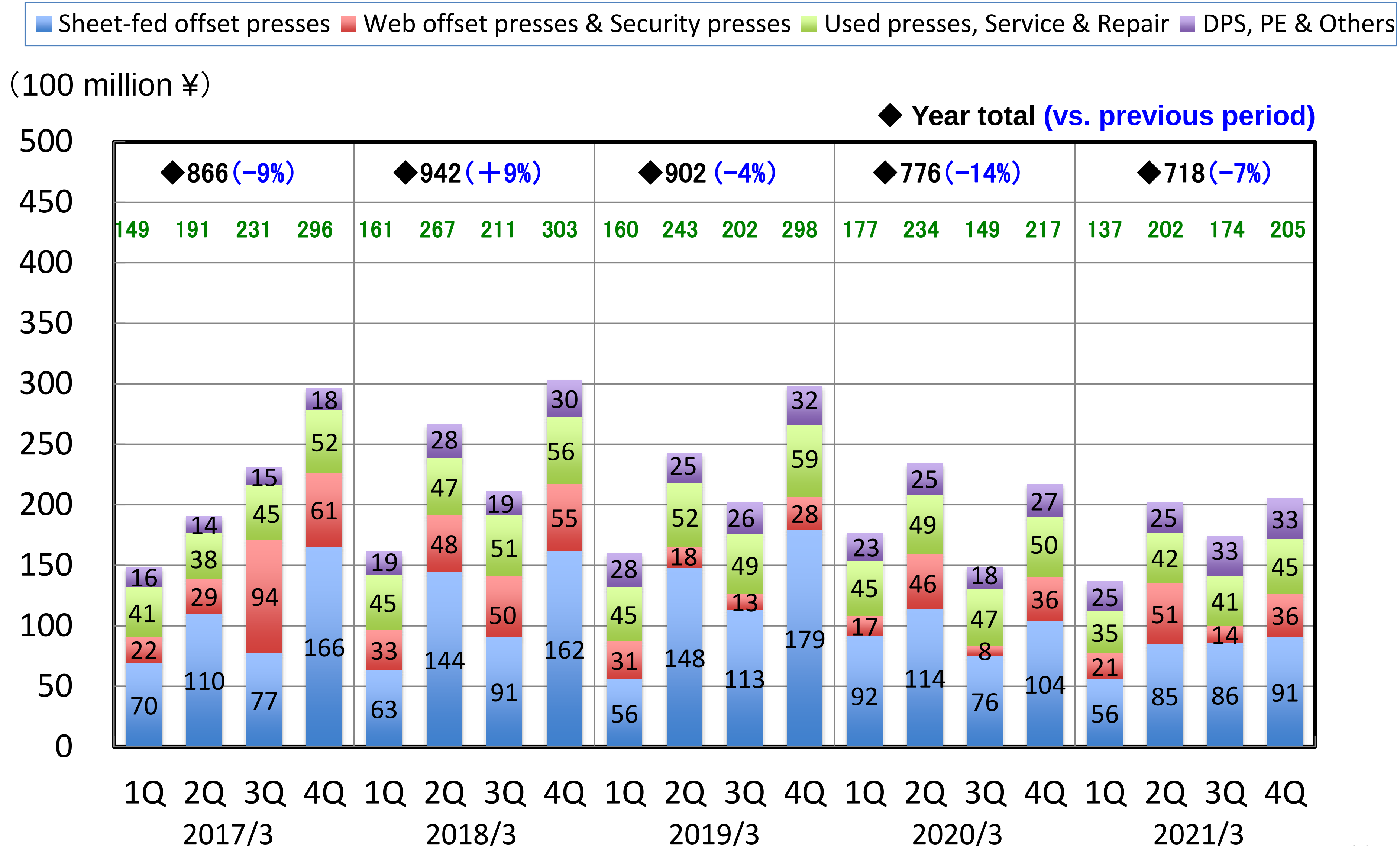
（100 million ¥）

	FY2021 2021/3	FY2020 2020/3	vs. FY2020	Budget FY2021	vs. Budget
Sheet-fed offset presses	318	386	82%	312	102%
Web offset presses & Security presses	122	107	114%	114	107%
Used presses, Service & Repair	163	190	85%	163	100%
DPS, PE & Others	116	93	124%	121	96%
Total	718	776	93%	710	101%

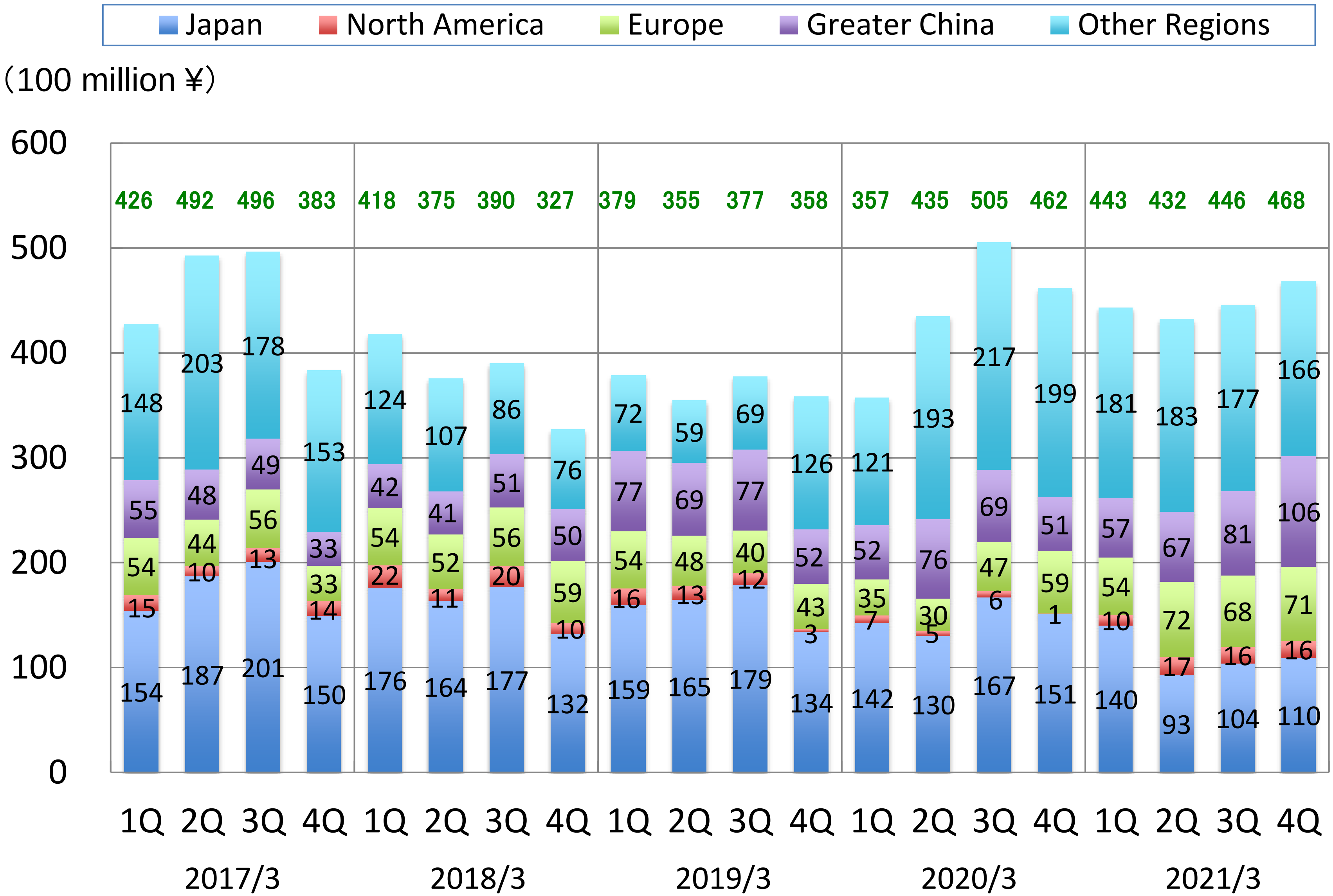
Net Sales by Region



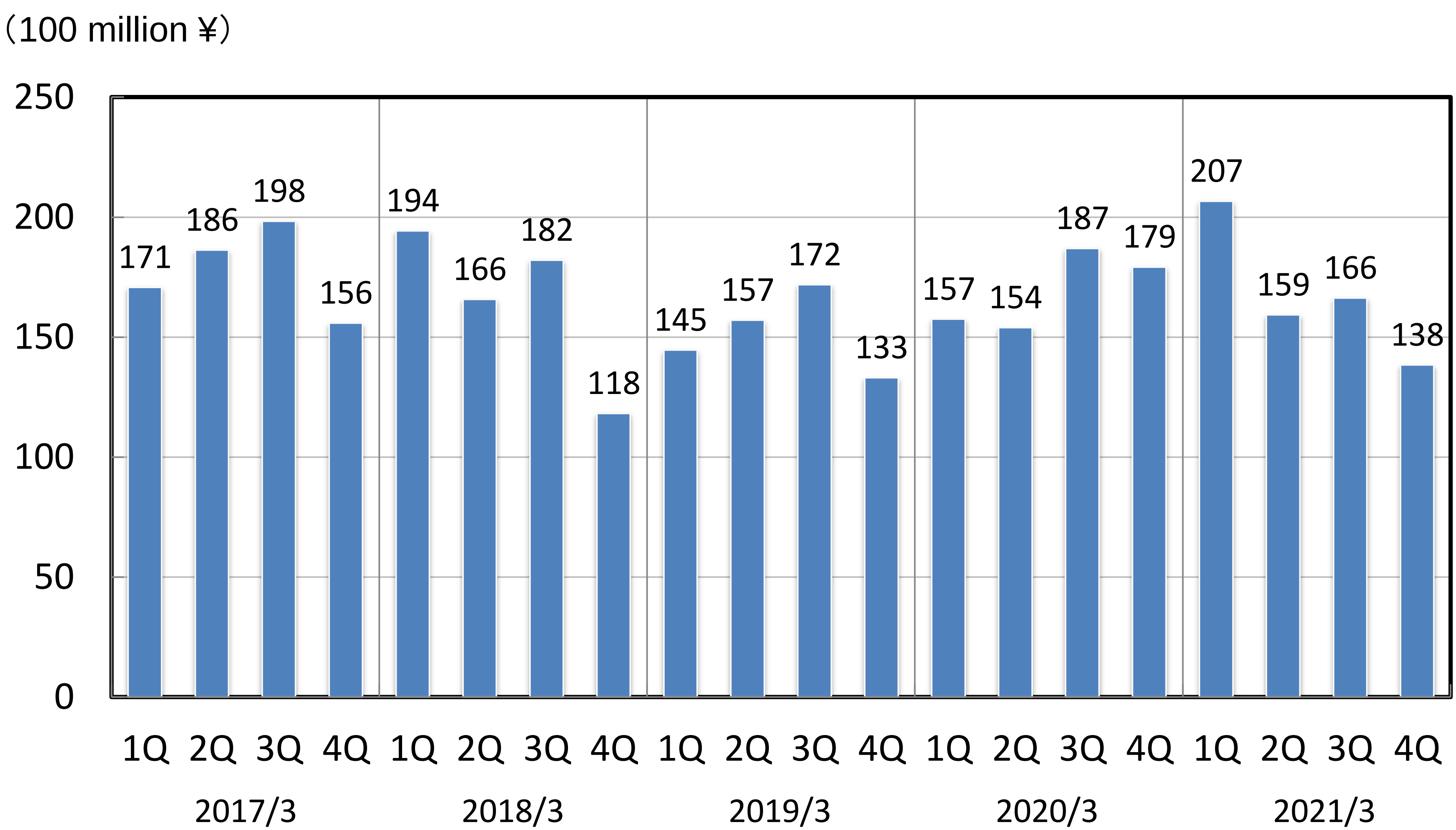
Net Sales by Model



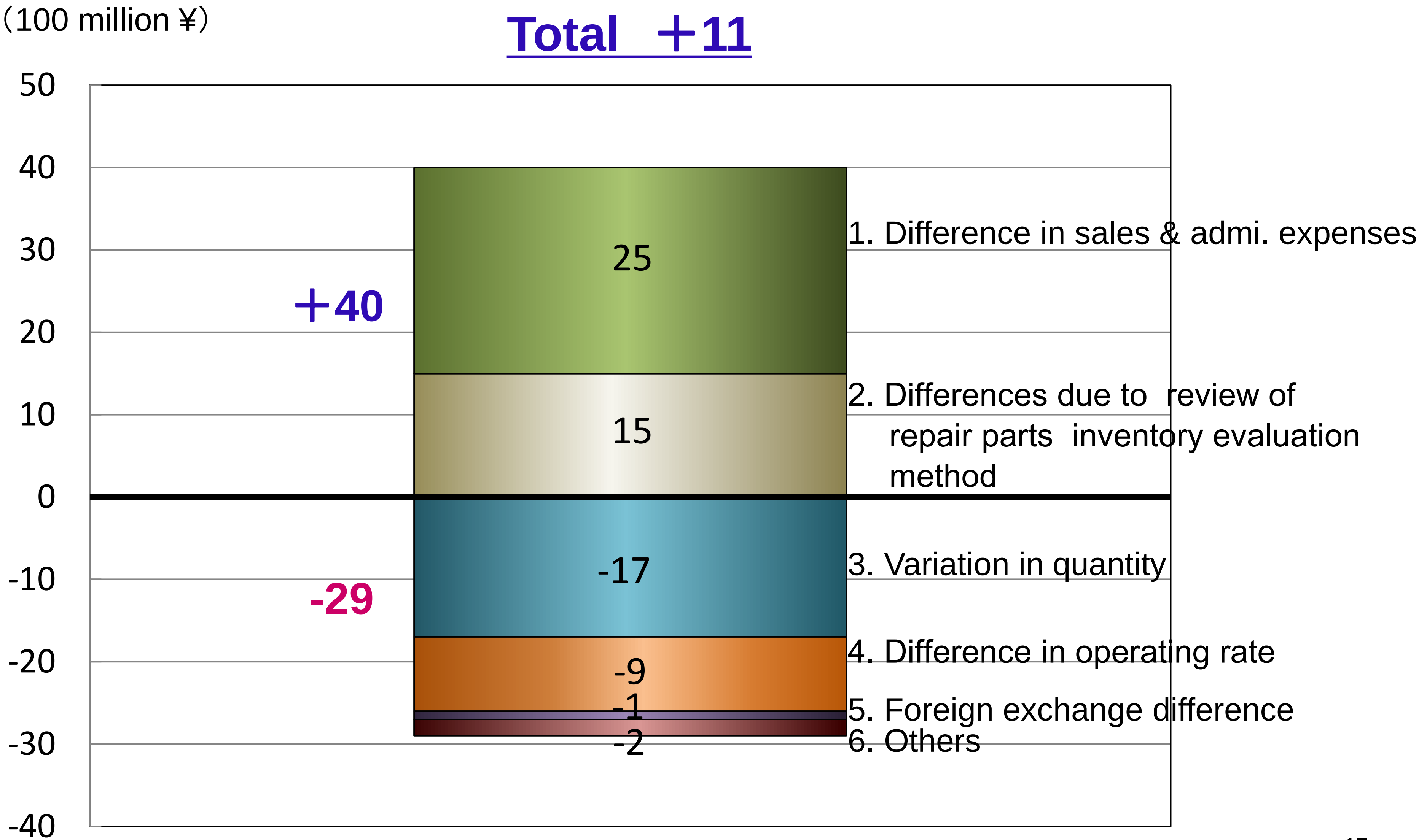
Order Backlog



Inventories（Finished Goods, Cost of Sales）



Analysis of Operating Income for FY2021 (vs. FY2020)



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Forecast of Result of Operations for FY2022

(100 million ¥)

		Budget FY2022			FY2021	Change	vs. FY2021
		1H	2H	Year total			
Order intake		450	450	900	717	183	126%
Net sales		420	480	900	718	182	125%
Operating income		3	16	19	−23	42	−
Ordinary income		0	17	17	−11	28	−
Profit attributable to owners of parent		2	15	17	−21	38	−
FOREX : Average (Yen)	US$	105.00	105.00	105.00	106.17		
	EUR	120.00	120.00	120.00	123.73		
FOREX : End of term (Yen)	US$	105.00	105.00	105.00	110.71		
	EUR	120.00	120.00	120.00	129.80		

Forecast of Order Intake by Region

(100 million ¥)

	Budget FY2022			FY2021	Change	vs. FY2021
	1H	2H	Year total			
Japan	158	167	325	256	69	127%
North-America	42	22	64	68	-4	95%
(million USD)	(40)	(21)	(61)	(64)	(-3)	(96%)
Europe	96	84	180	134	46	134%
(million EUR)	(80)	(70)	(150)	(108)	(42)	(138%)
Greater China	83	81	164	188	-24	87%
Other Regions	71	95	167	71	96	236%
Total	450	450	900	717	183	126%

Forecast of Order Intake by Model

(100 million ¥)

	Budget FY2022			FY2021	Change	vs. FY2021
	1H	2H	Year total			
Sheet-fed offset presses	189	203	392	358	34	110%
Web offset presses & Security presses	69	74	143	73	70	196%
Used presses, Service & Repair	97	91	187	168	20	112%
DPS, PE & Others	95	82	178	118	60	151%
Total	450	450	900	717	183	126%

Forecast of Net Sales by Region

(100 million ¥)

		Budget FY2022			FY2021	Change	vs. FY2021
		1H	2H	Year total			
Japan		134	161	295	297	−2	99%
North-America		30	39	69	54	15	128%
	(million USD)	(29)	(37)	(66)	(51)	(15)	(130%)
Europe		92	99	190	128	63	149%
	(million EUR)	(76)	(82)	(159)	(103)	(55)	(154%)
Greater China		92	79	171	136	35	126%
Other Regions		73	102	175	104	71	168%
Total		420	480	900	718	182	125%

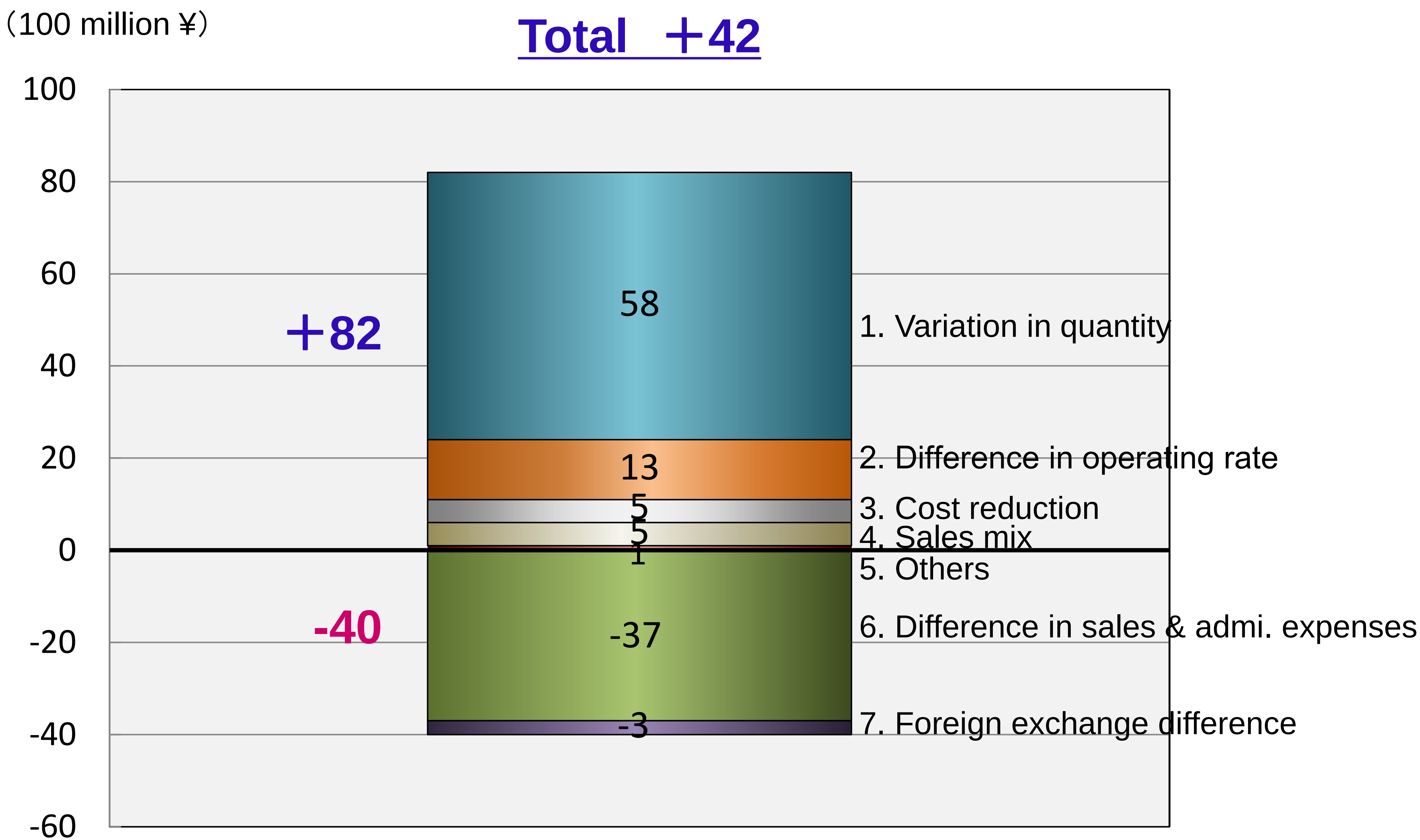
Forecast of Net Sales by Model

(100 million ¥)

	Budget FY2022			FY2021	Change	vs. FY2021
	1H	2H	Year total			
Sheet-fed offset presses	192	205	397	318	79	125%
Web offset presses & Security presses	52	97	149	122	27	122%
Used presses, Service & Repair	92	91	183	163	20	112%
DPS, PE & Others	84	87	171	116	55	148%
Total	420	480	900	718	182	125%

Analysis of Operating Income for FY2022 (vs. FY2021)

Total ＋42

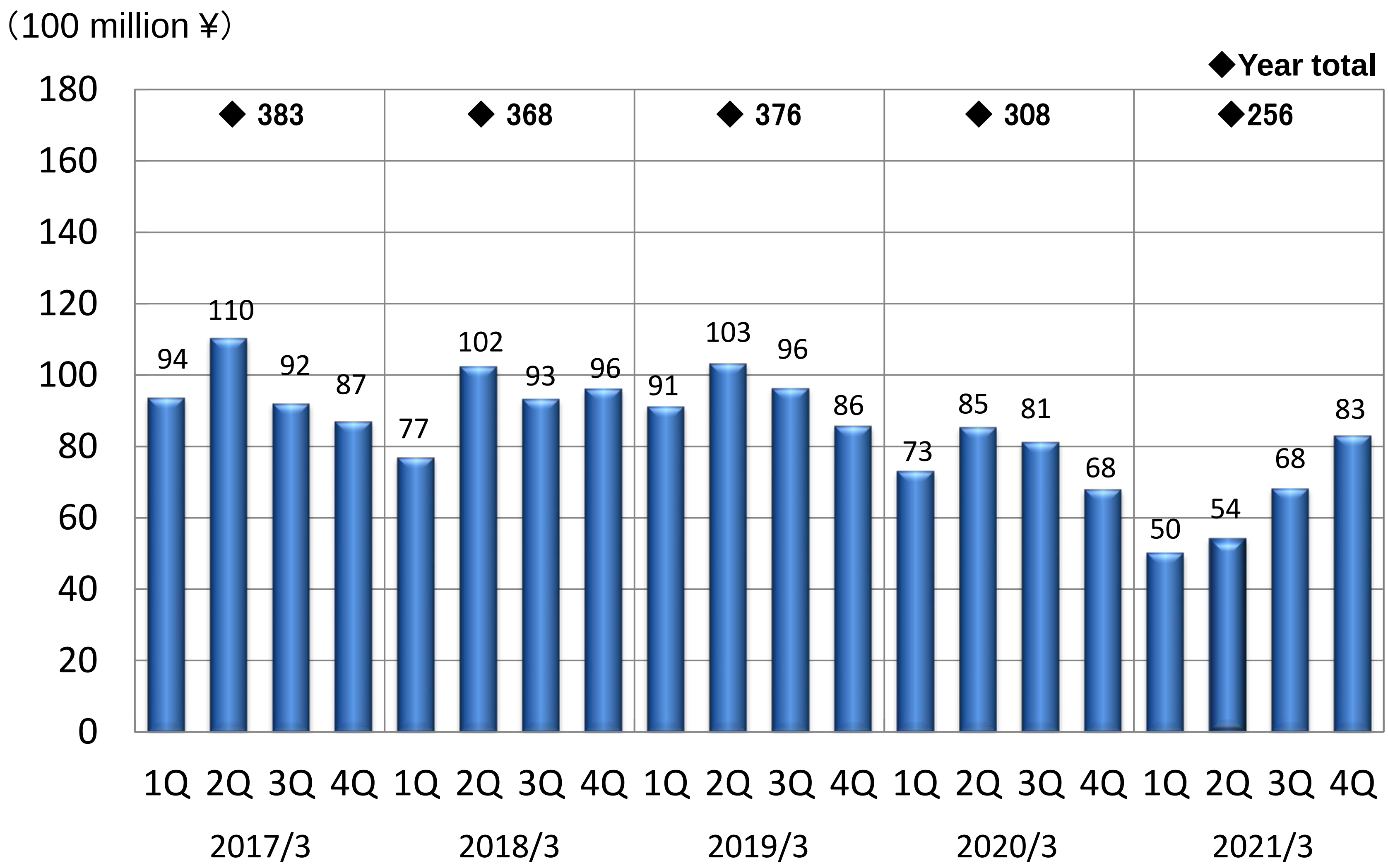


Capex, Depreciation and Amortization, R&D etc.

(million ¥)

	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022 Forecast
Number of employees	2,195	2,227	2,335	2,363	2,686	2,700
Personnel expenses	20,317	20,245	20,908	20,386	20,199	21,000
Capital expenditures	1,455	1,201	1,334	1,678	1,394	1,900
Depreciation and amortization	2,133	1,889	1,965	2,304	1,604	1,530
R&D expenses	4,885	4,785	4,740	4,899	4,002	4,200
(% to net sales)	(5.6%)	(5.1%)	(5.3%)	(6.3%)	(5.6%)	(4.7%)

Order Intake in Japanese Market



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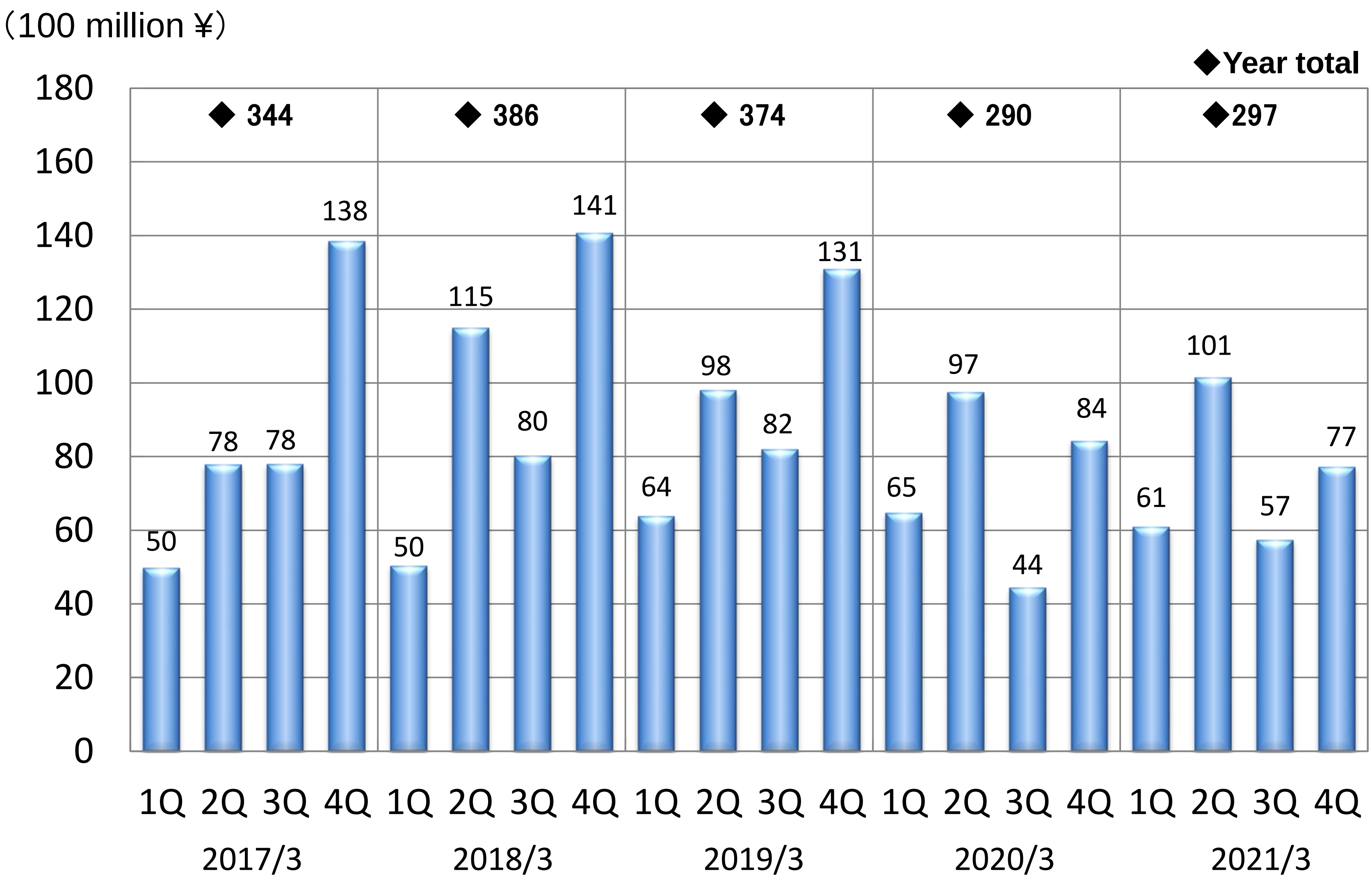
Net Sales in Japanese Market



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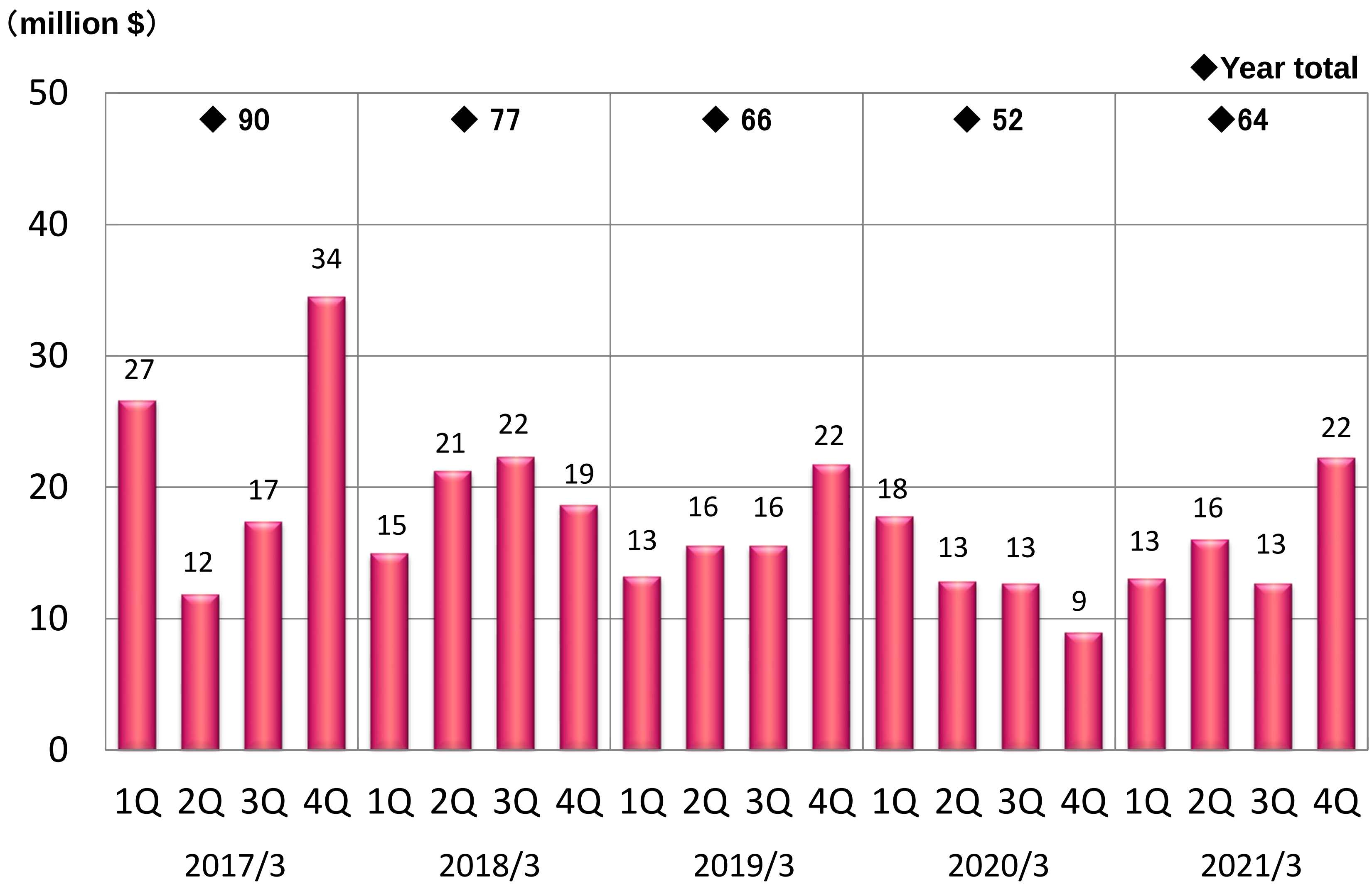
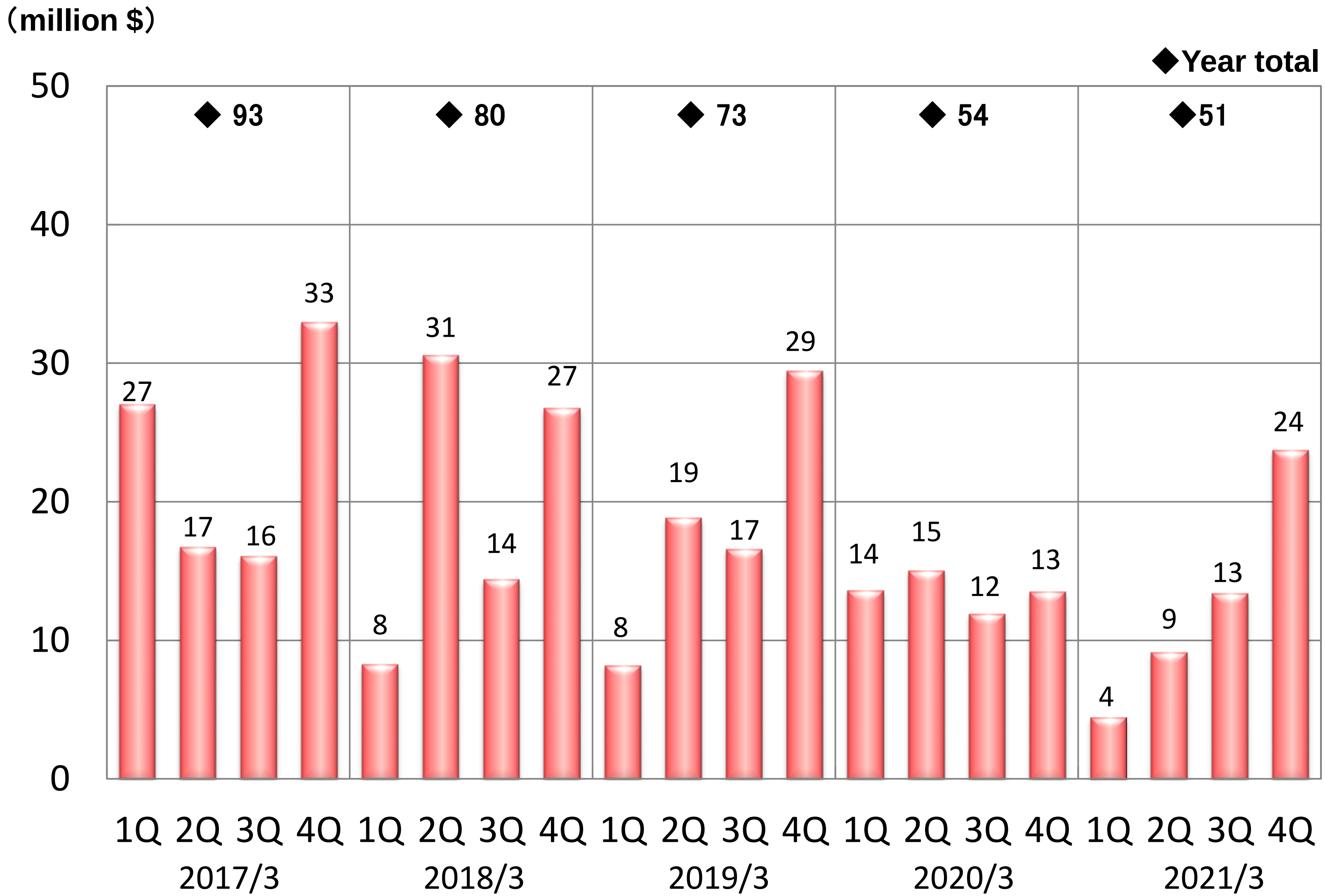
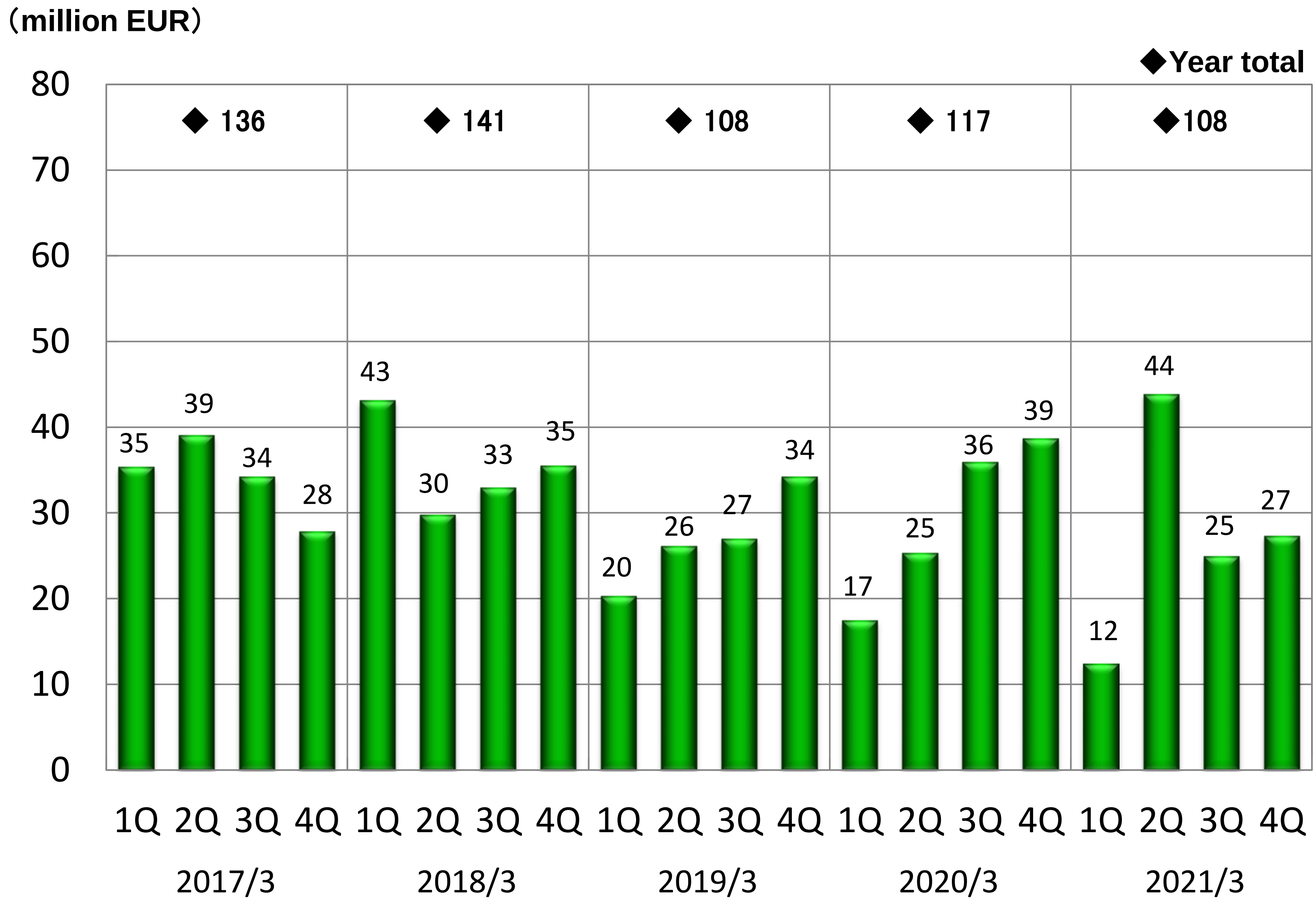
Order Intake in North American Market



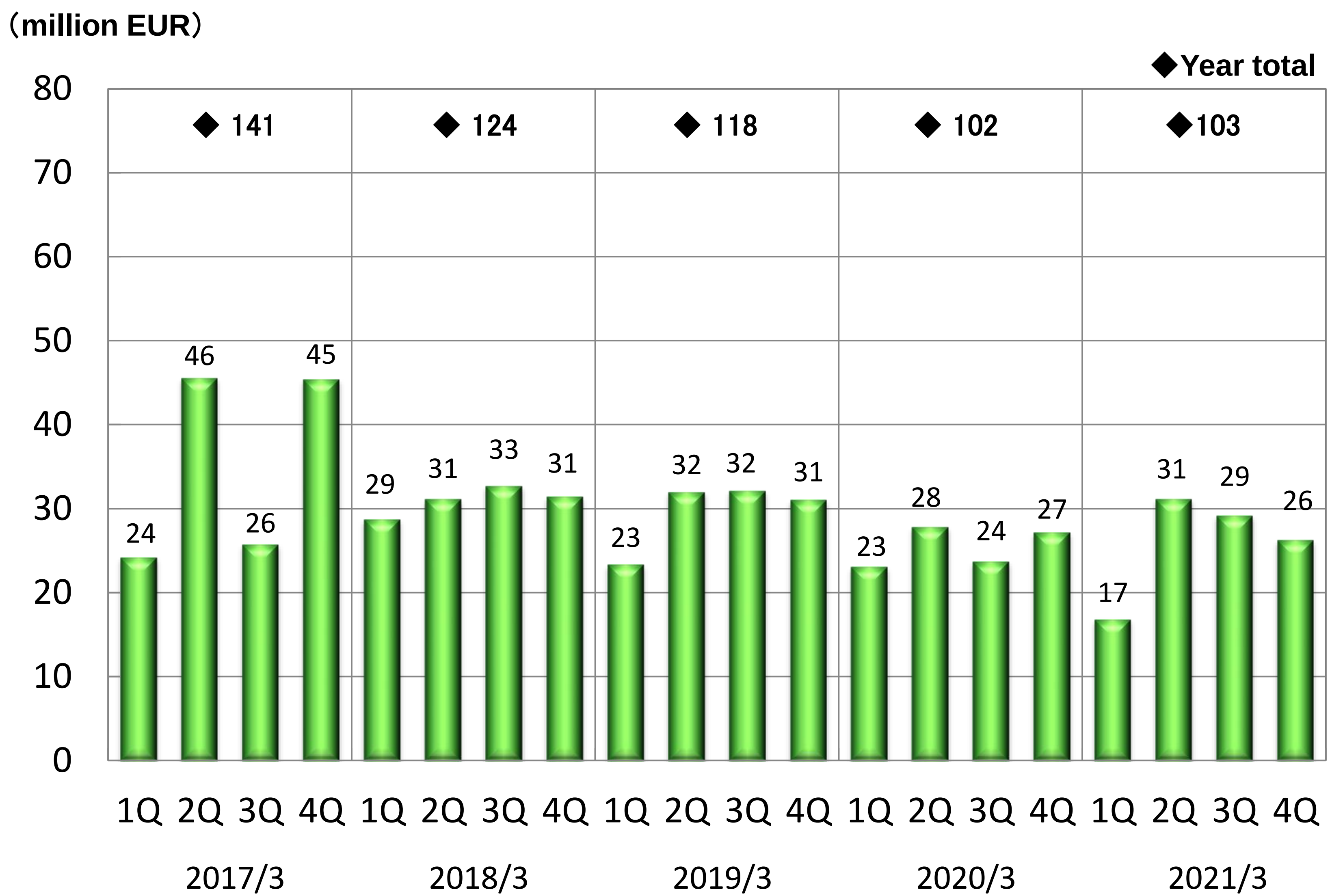
Net Sales in North American Market



Order Intake in European Market



Net Sales in European Market



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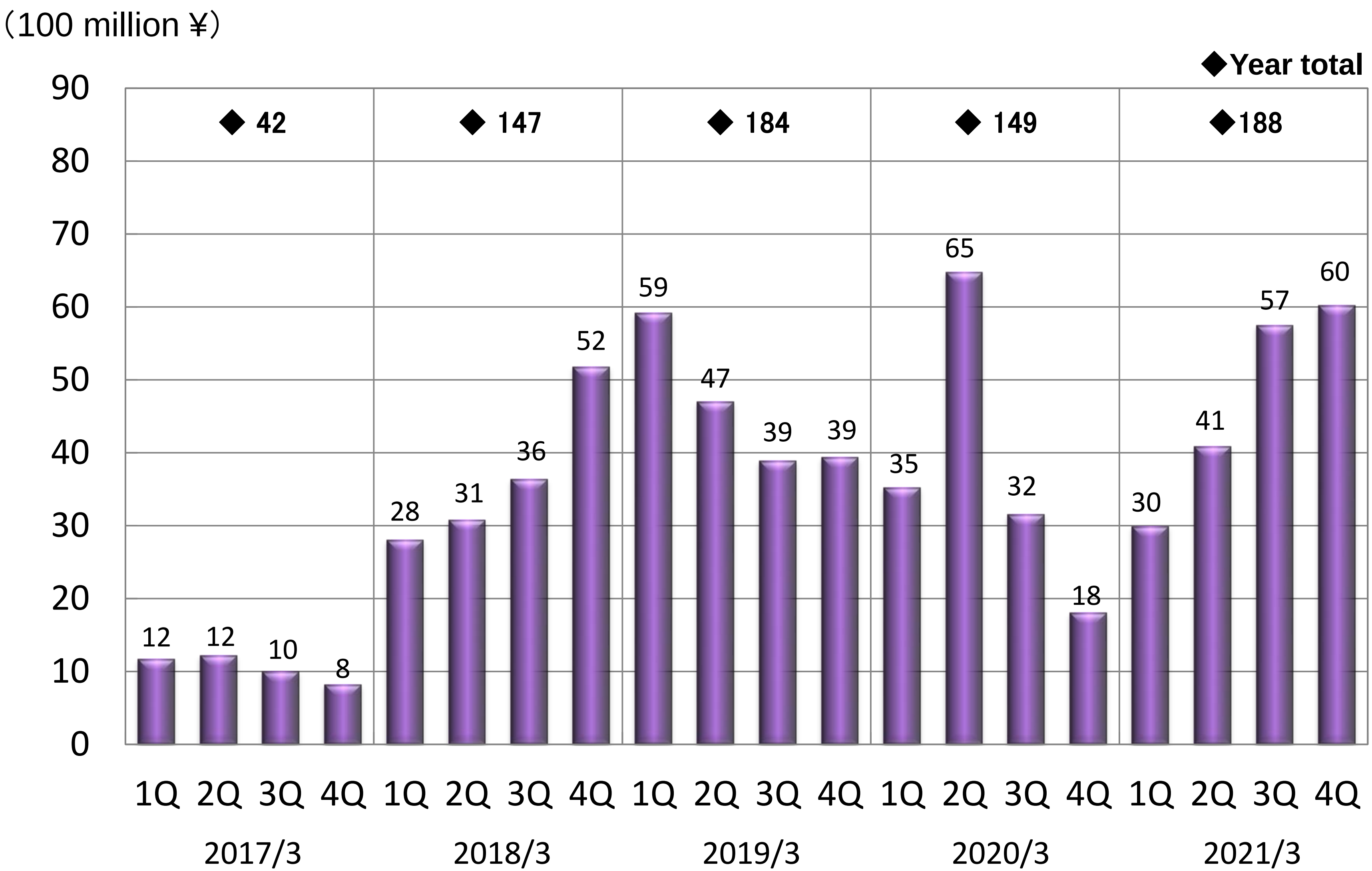
Order Intake in Greater China Market



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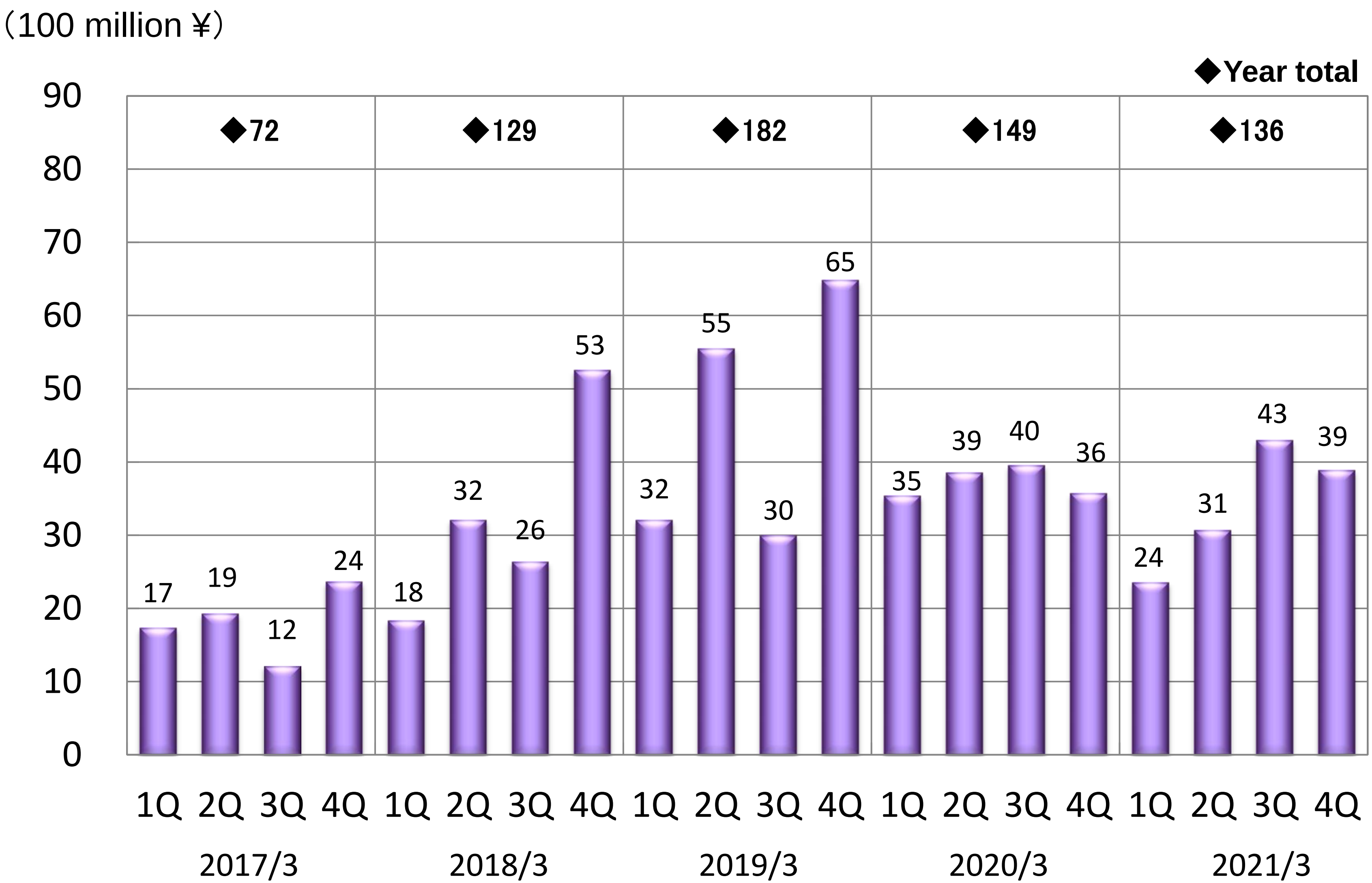
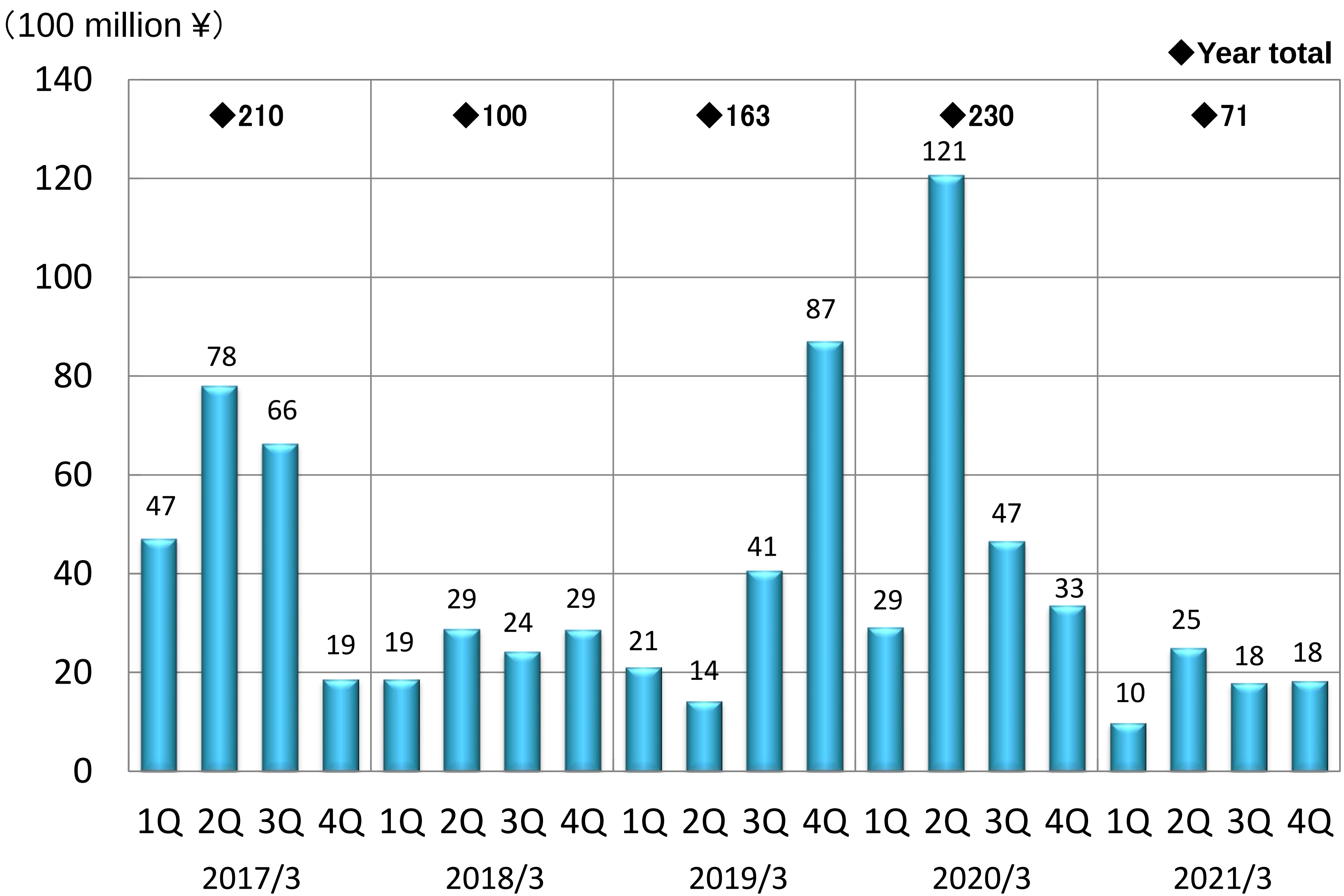
Net Sales in Greater China Market



Order Intake in Other Regions' Markets



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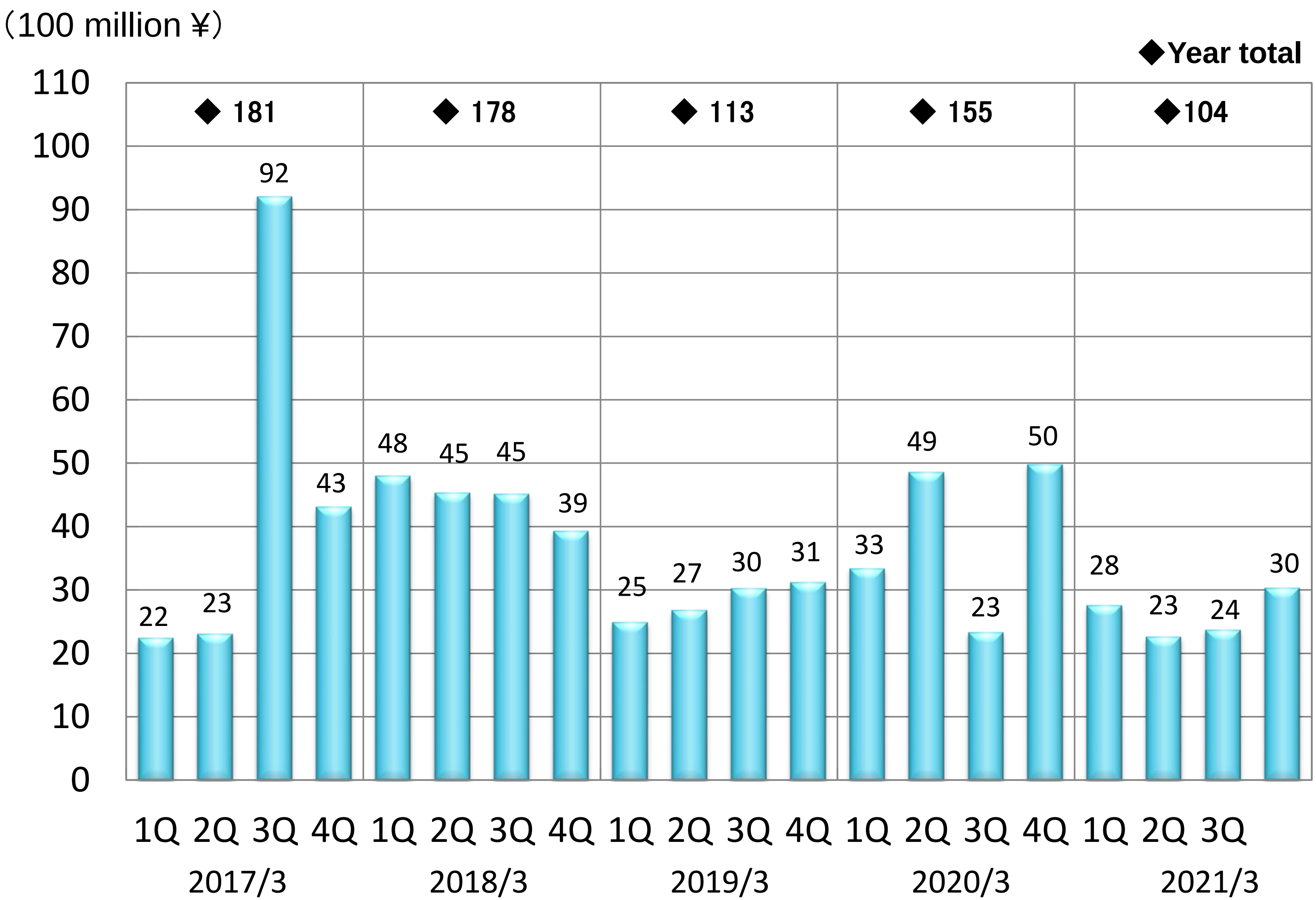
Net Sales in Other Regions' Markets



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Caution Regarding Forward-Looking Statements

The forecasts in this material are based on management's assumptions and beliefs held in light of information currently available to it and accordingly involve risks and uncertainties that may cause actual results to differ materially from forecasts. These uncertainties include, but are not limited to, changes in economic conditions, market trends, changes in foreign currency exchange rates and other factors.