Fiscal Year 2013
Summary Result Presentation

Contents

Komori Corporation

P/L

(100 million ¥)

		FY2013 2013/3	FY2012 2012/3	Change	vs. FY2012	Budget FY2012	Change	vs. budget
Order intake		742	698	44	106%	725	17	102%
Net sales		698	723	−25	97%	685	13	102%
Operating income		6	−40	45	−	−5	11	−
Ordinary income		18	−43	60	−	−10	28	−
Net income		−19	−53	34	−	−39	20	−
FOREX : Average (Yen)	US$	83.23	79.30			79.69		
	EUR	107.57	110.17			100.60		
FOREX : End of term (Yen)	US$	94.05	82.19			80.00		
	EUR	120.73	109.80			110.00		

Major Assets and Liabilities

（100 million ¥）

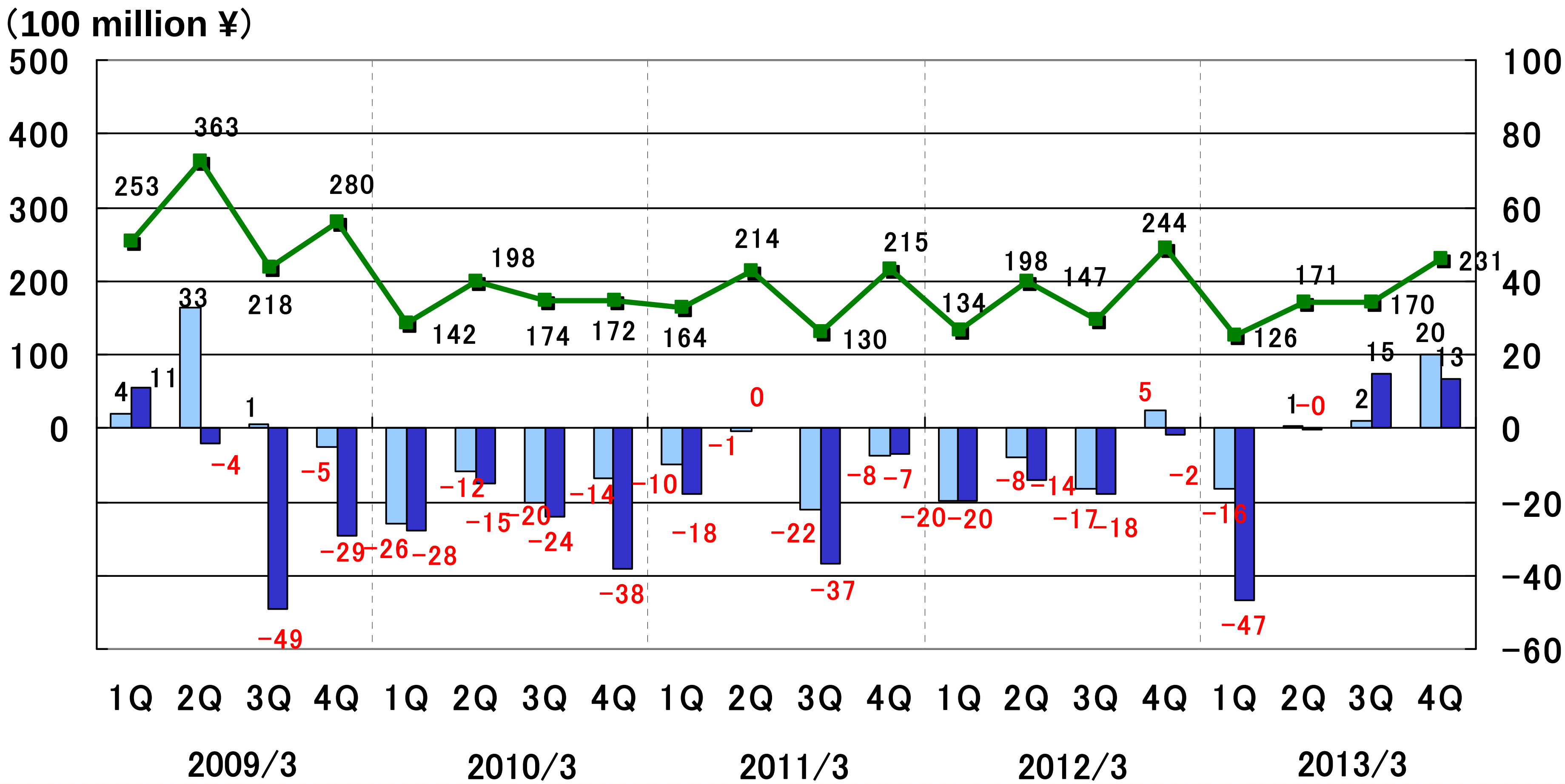
	Mar. 31, 2013	Mar. 31, 2012	Change
Cash and deposits	393	454	−61
Notes and account receivable－trade	221	201	20
securities	47	23	24
Inventories	254	270	−16
Breakdown: Merchandise and finished goods	113	133	−20
Property, plant and equipment	326	341	−15
Intangible assets	26	21	5
Notes and account payable－trade	140	138	2
Short-term loans payable	15	71	−55
Long-term loans payable	4	7	−3
Shareholders' equity	1,128	1,157	−28
Total assets	1,440	1,493	−53

Cash Flows

(100 million ¥)

	FY2013 2013/3	FY2012 2012/3
Net cash provided by (used in) operating activities	28	−8
Net cash provided by (used in) investing activities	28	46
Net cash provided by (used in) financing activities	−77	−55
Cash and cash equivalents at end of period	381	393

Net Sales, Operating Income and Net Income

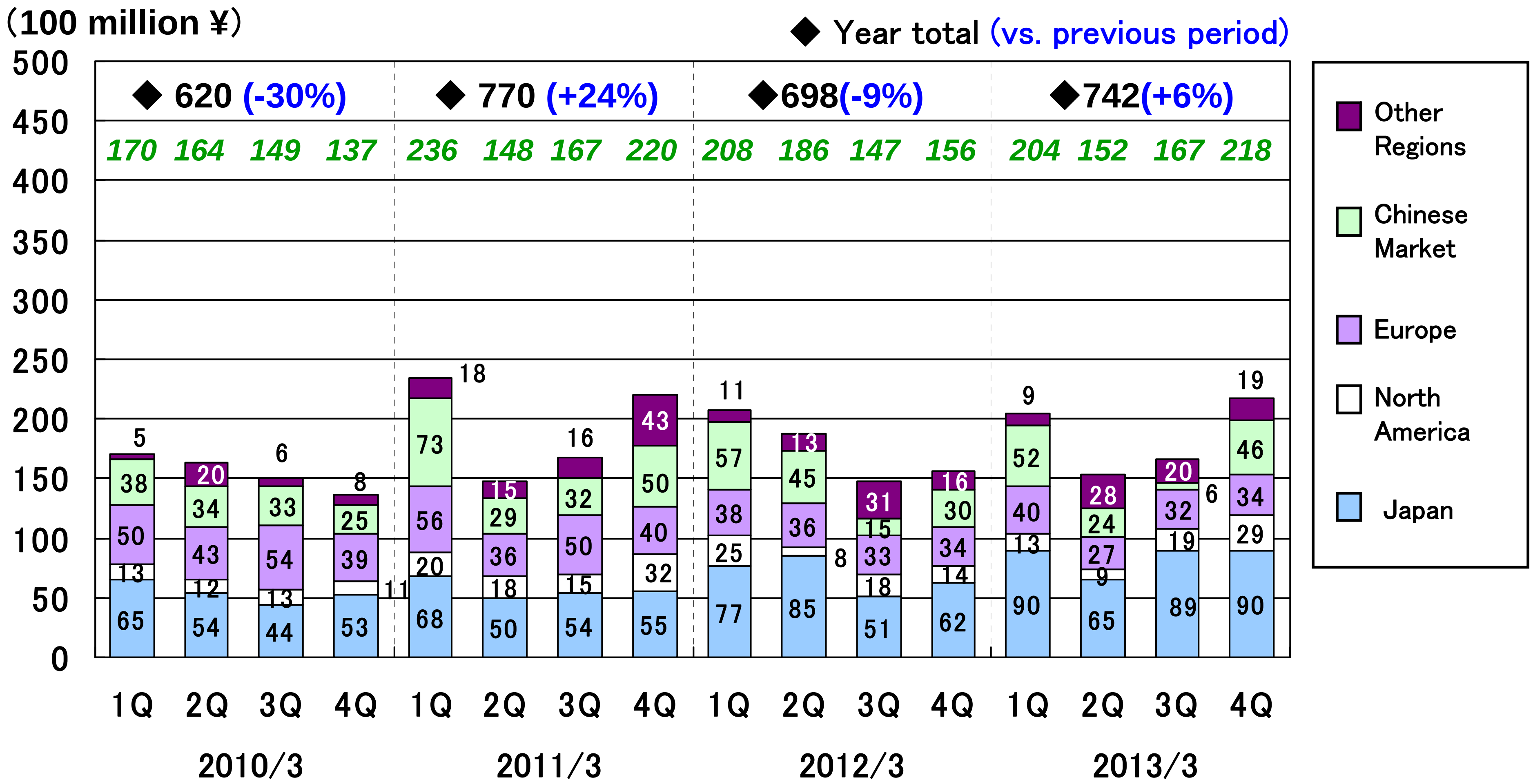


Order Intake by Region

(100 million ¥)

		FY2013 2013/3	FY2012 2012/3	vs. FY2012	Budget FY2013	vs. Budget
Japan		334	275	122%	323	104%
North-America		70	65	108%	62	113%
	(million US$)	(84)	(81)	(103%)	(78)	(108%)
Europe		133	140	95%	115	116%
	(million EUR)	(124)	(127)	(97%)	(114)	(108%)
Chinese market		128	147	87%	132	97%
	Mainland China	109	117	93%	98	111%
	Hong Kong	10	25	42%	18	59%
	Taiwan	9	6	149%	16	55%
Other Regions		76	71	108%	93	82%
Total		742	698	106%	725	102%

Order Intake by Region



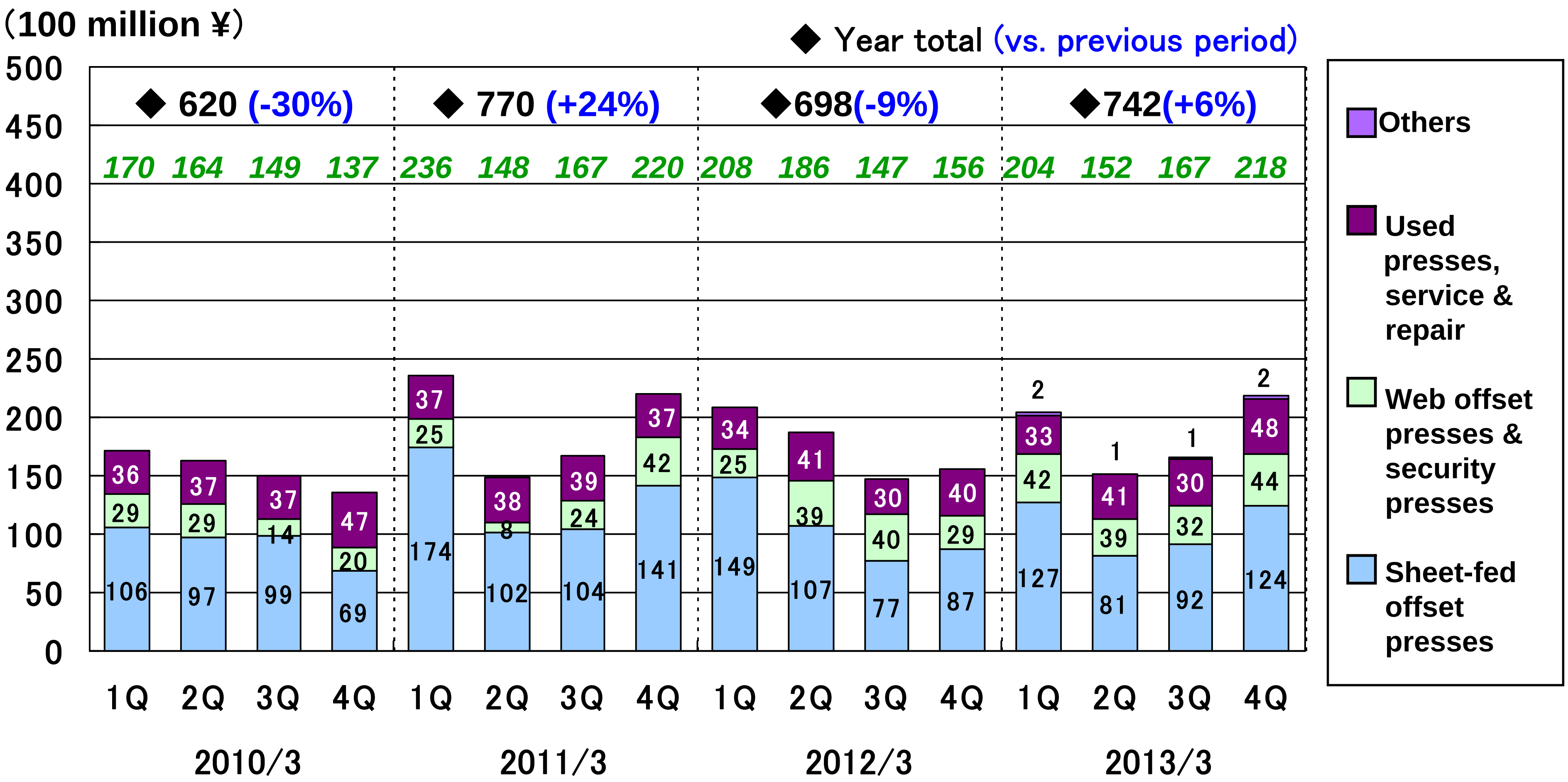
KOMORI
Kando: Beyond Expectations

Order Intake by Model

(100 million ¥)

		FY2013 2013/3	FY2012 2012/3	vs. FY2012	Budget FY2013	vs. budget
Sheet-fed offset presses		425	419	102%	419	102%
	Japan	162	133	122%	166	98%
Web offset presses & security presses		150	132	113%	145	103%
	Japan	84	71	120%	64	133%
Used presses, service & repair		160	146	110%	145	110%
	Japan	83	72	116%	79	105%
Others		6	–	–	15	41%
	Japan	5	–	–	15	35%
Total		742	698	106%	725	102%

Order Intake by Model

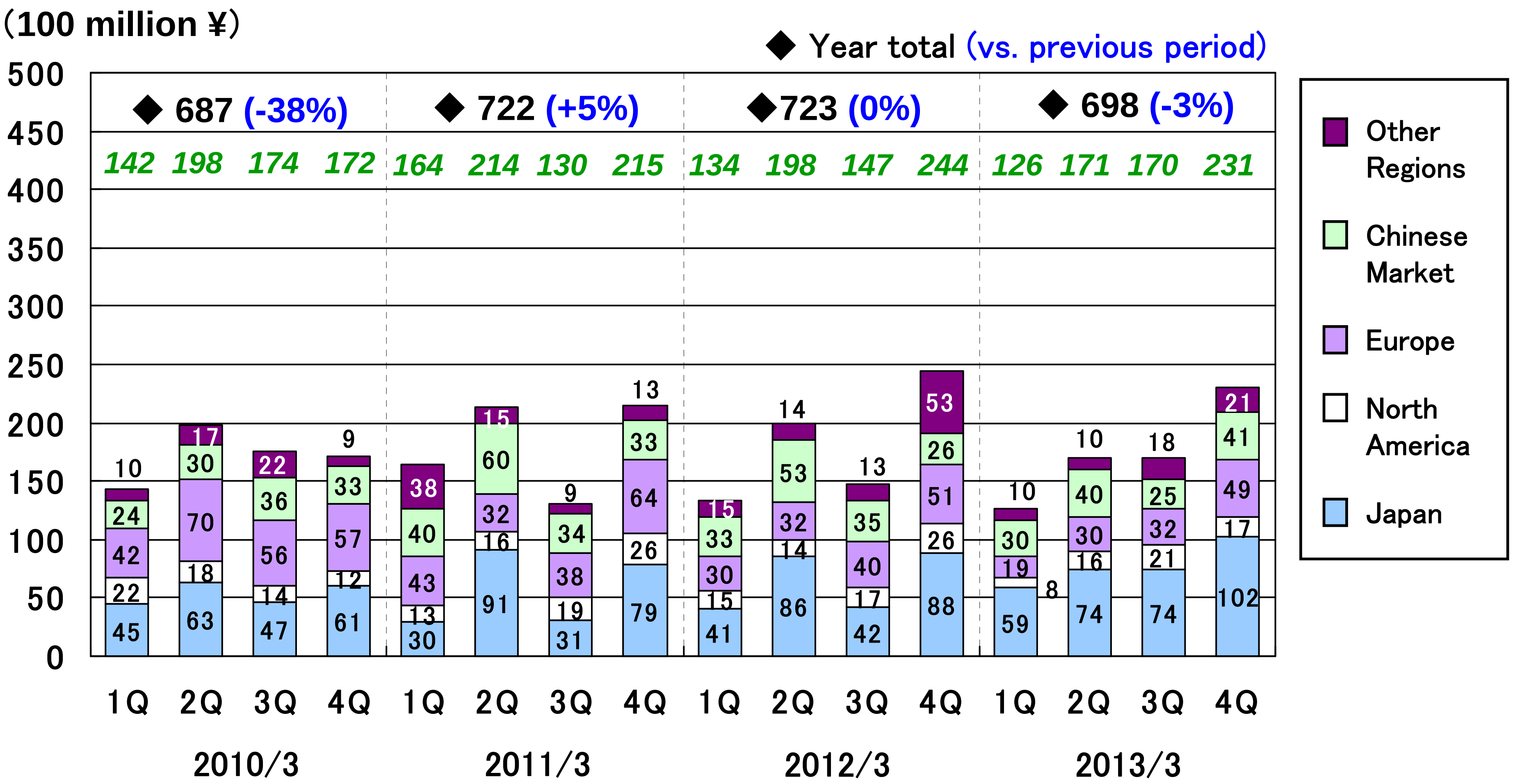


Net Sales by Region

(100 million ¥)

		FY2013 2013/3	FY2012 2012/3	vs. FY2012	Budget FY2013	vs. budget
Japan		310	257	121%	313	99%
North-America		63	72	88%	54	117%
	(million US$)	(76)	(91)	(84%)	(68)	(112%)
Europe		130	152	85%	119	109%
	(million EUR)	(121)	(138)	(88%)	(118)	(102%)
Chinese market		136	147	93%	131	104%
	Mainland China	110	113	97%	98	112%
	Hong Kong	22	20	114%	25	89%
	Taiwan	4	14	28%	7	51%
Other Regions		59	96	62%	68	87%
Total		698	723	97%	685	102%

Net Sales by Region



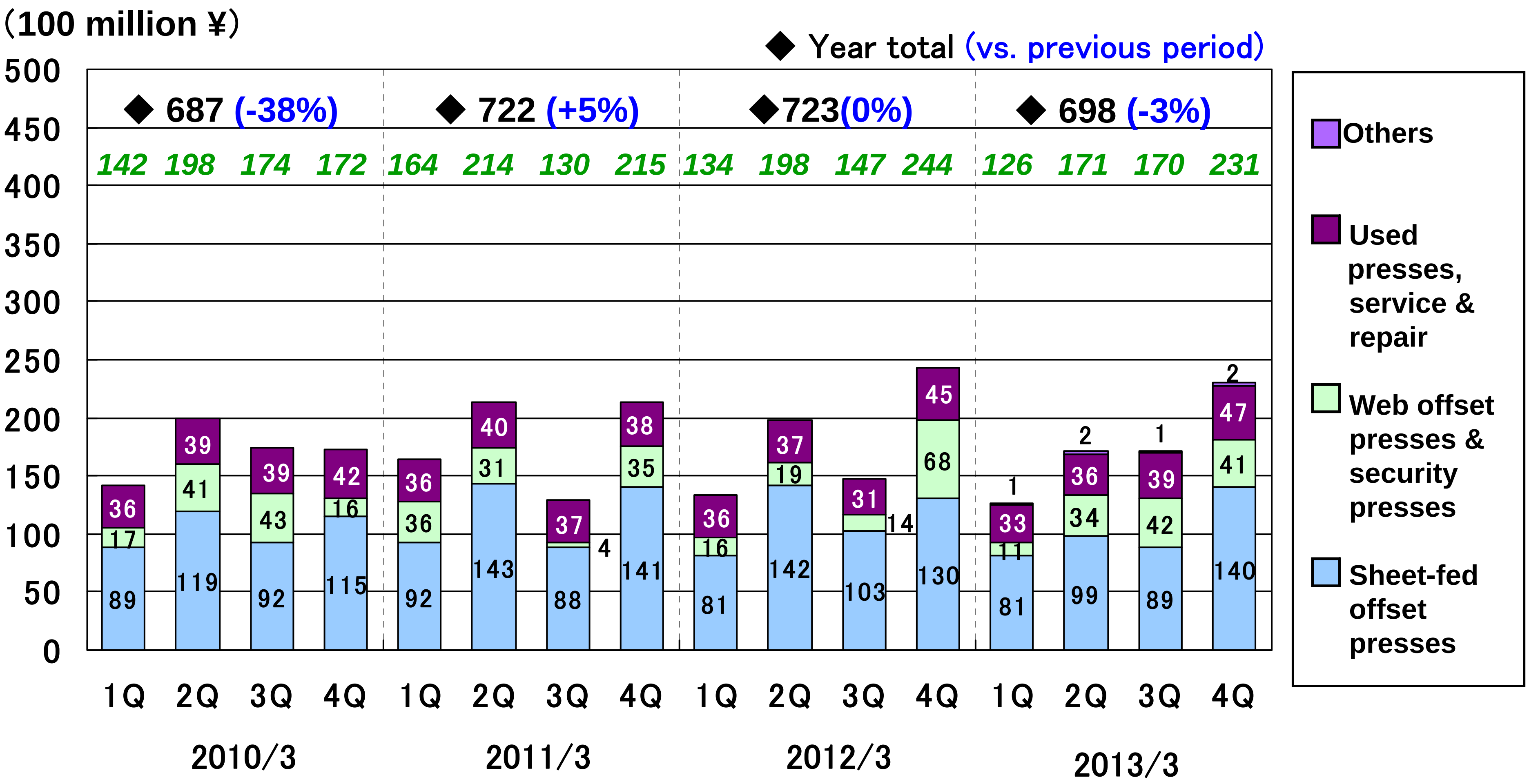
Region	2010/3 1Q	2Q	3Q	4Q	2011/3 1Q	2Q	3Q	4Q	2012/3 1Q	2Q	3Q	4Q	2013/3 1Q	2Q	3Q	4Q
Other Regions	10	17	22	9	38	15	9	13	15	14	13	53	10	10	18	21
Chinese Market	24	30	36	33	40	60	34	33	33	53	35	26	30	40	25	41
Europe	42	70	56	57	43	32	38	64	30	32	40	51	19	30	32	49
North America	22	18	14	12	13	16	19	26	15	14	17	26	8	16	21	17
Japan	45	63	47	61	30	91	31	79	41	86	42	88	59	74	74	102

Net Sales by Model

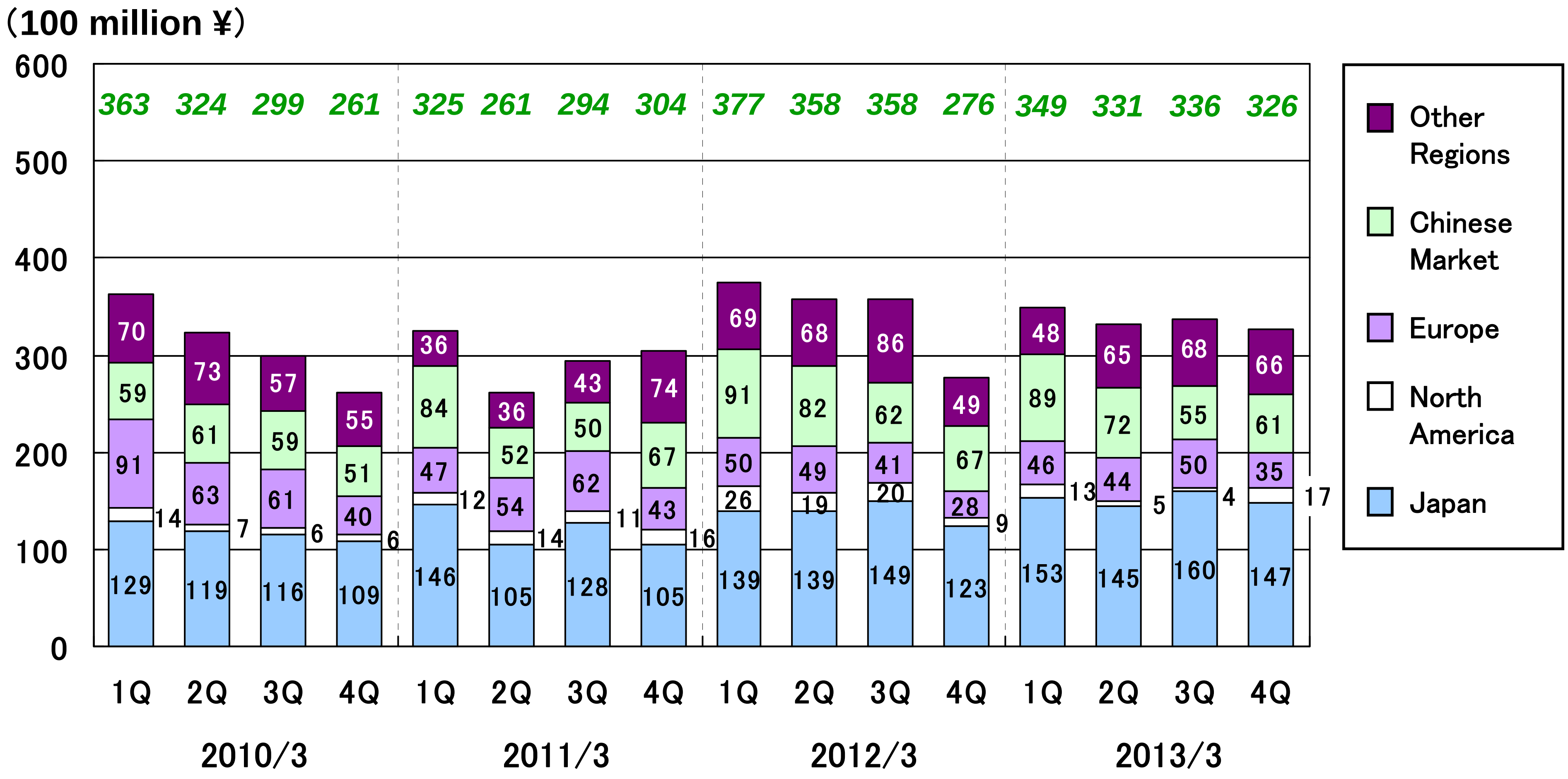
(100 million ¥)

		FY2013 2013/3	FY2012 2012/3	vs. FY2012	Budget FY2013	vs. budget
Sheet-fed offset presses		409	454	90%	398	103%
	Japan	142	130	109%	151	94%
Web offset presses & security presses		129	118	110%	130	99%
	Japan	83	54	154%	72	115%
Used presses, service & repair		155	149	104%	144	108%
	Japan	80	71	112%	77	103%
Others		6	3	199%	13	41%
	Japan	5	1	–	13	40%
Total		698	723	97%	685	102%

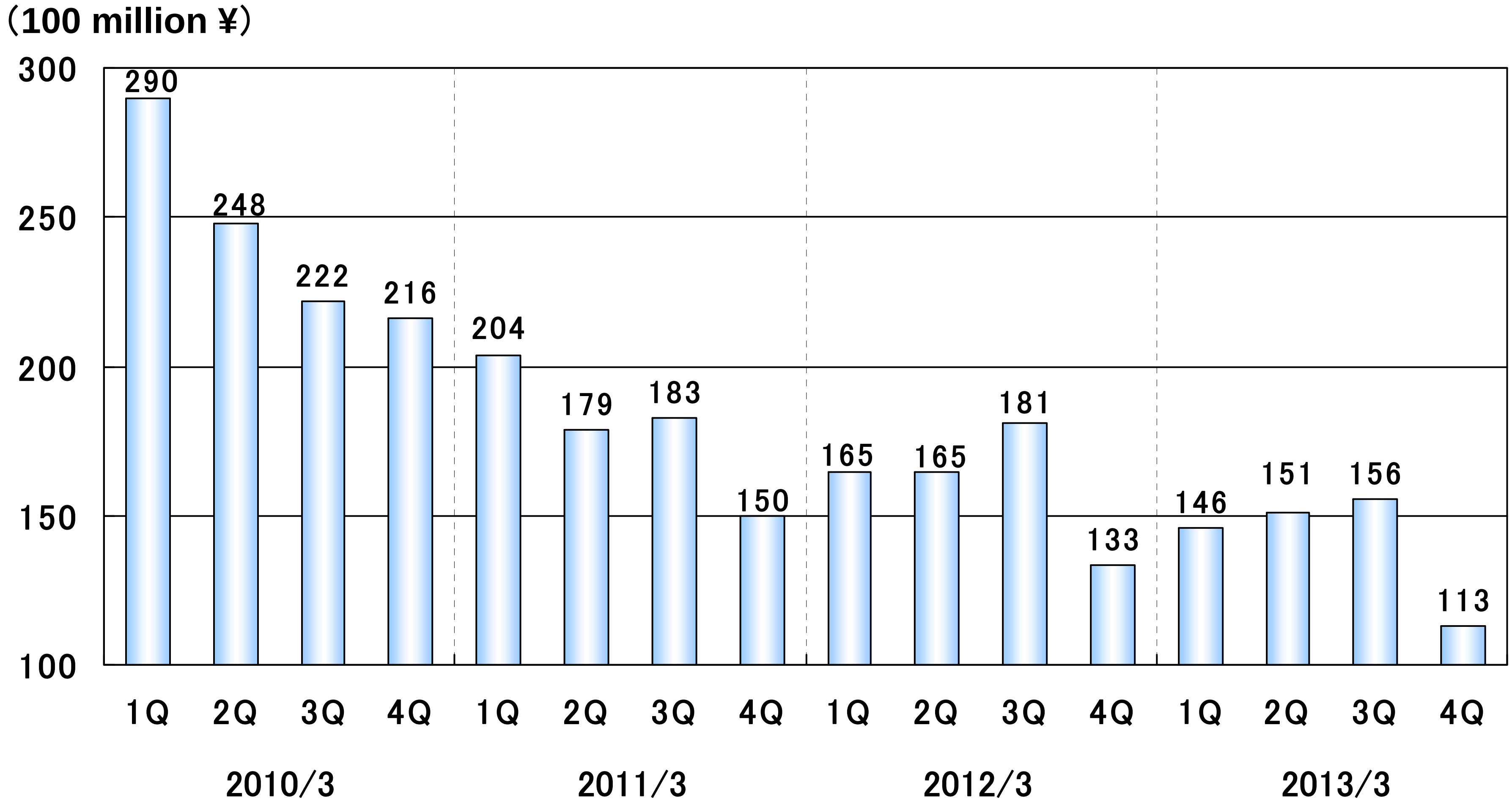
Net Sales by Model



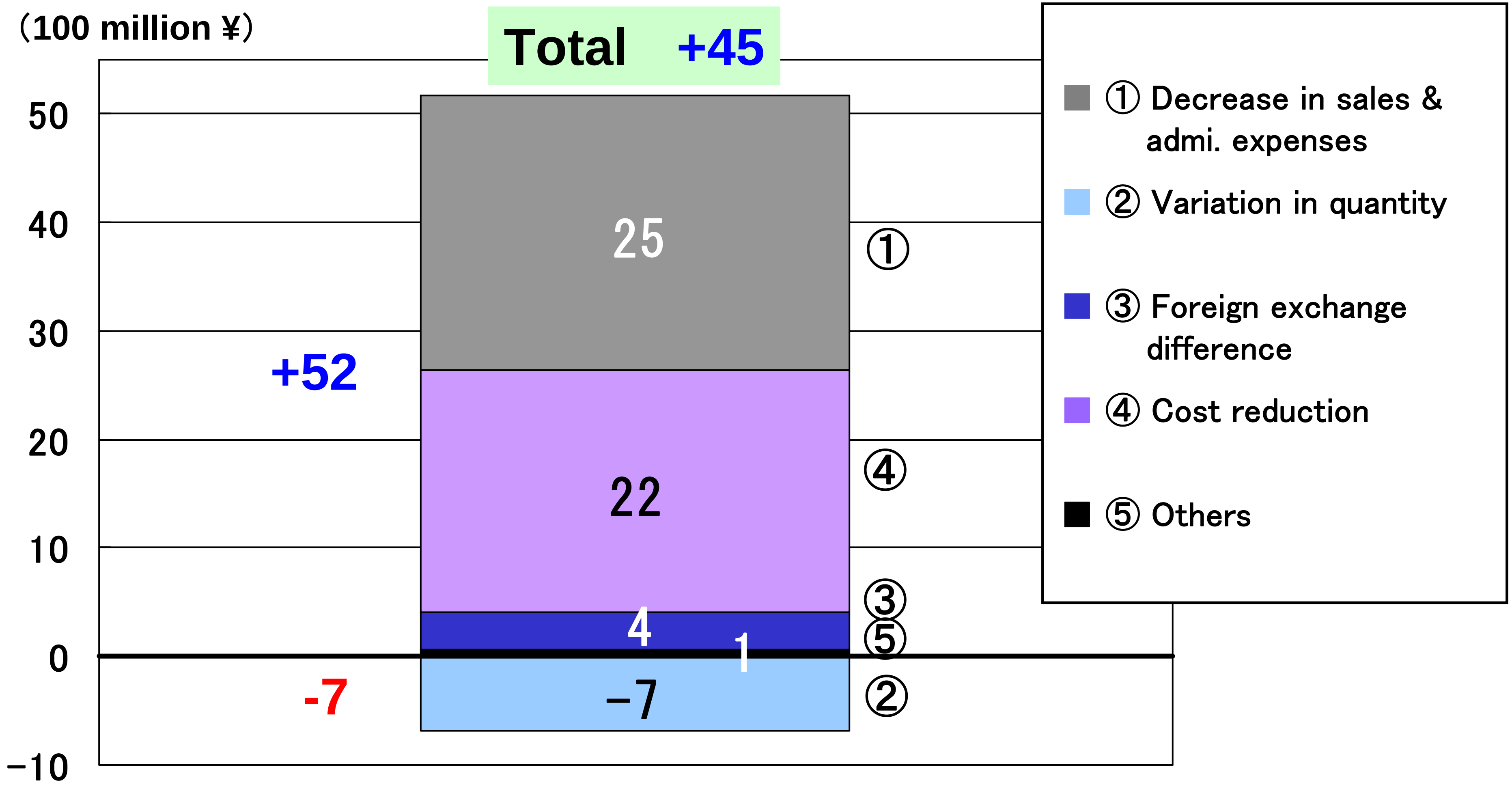
Order Backlog



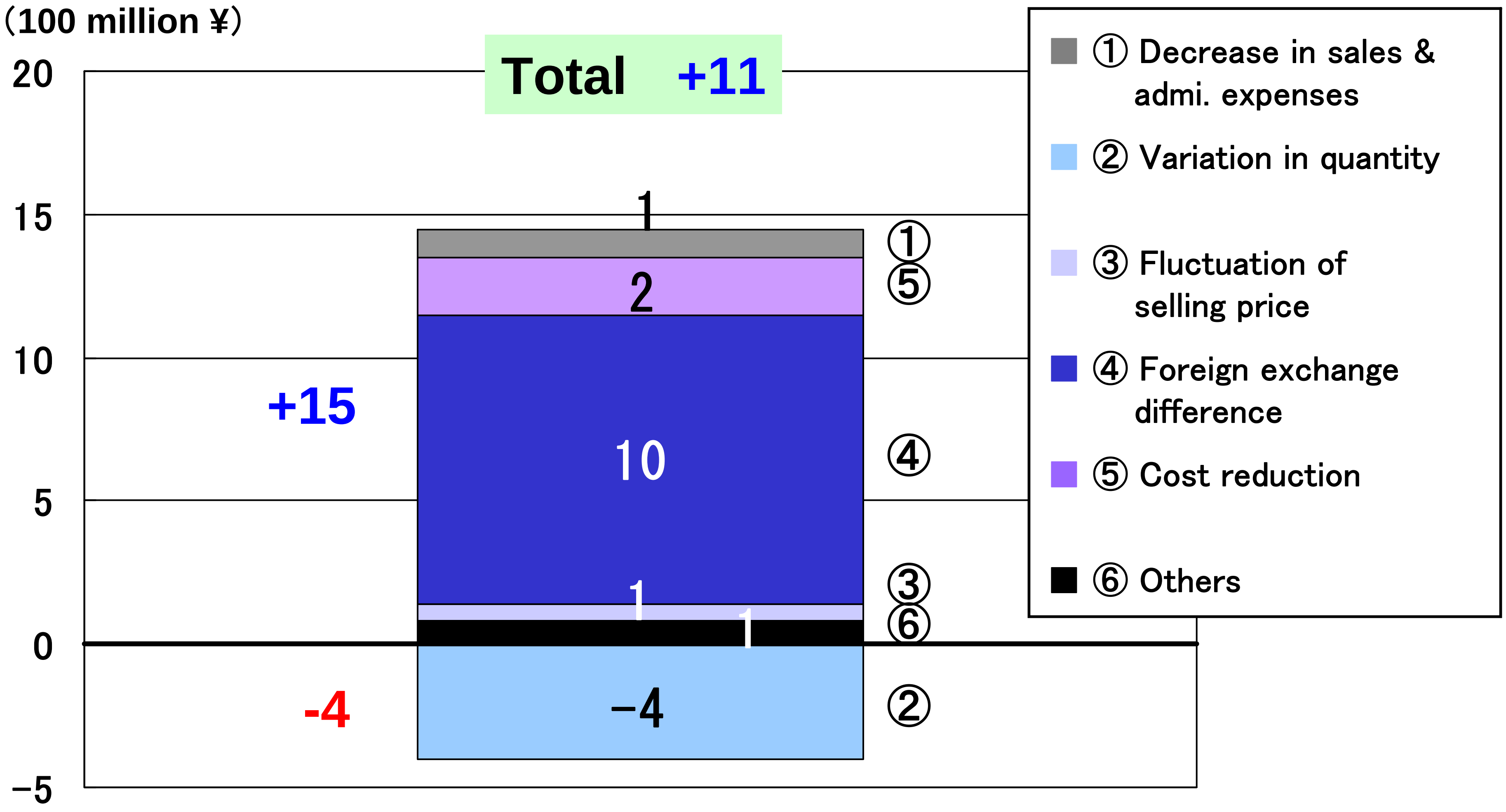
Inventories (Finished Goods, Cost of Sales)



Analysis of Operating Income for FY2013 (vs. FY2012)



Analysis of Operating Income for FY2013 (vs. Budget)



Forecast

Forecast of Result of Operations for FY2014

(100 million ¥)

		1H		2H		Year total			
		Budget FY2014 1H	vs. FY2013 1H	Budget FY2014 2H	vs. FY2013 2H	Budget FY2014	FY2013	Change	vs. FY2013
Order intake		400	112%	410	107%	810	742	68	109%
Net sales		360	121%	410	102%	770	698	72	110%
Operating income		10	–	25	115%	35	6	29	594%
Ordinary income		6	–	27	66%	33	18	15	187%
Net income		5	–	23	82%	28	−19	47	–
FOREX : Average (Yen)	US$	90.00		90.00		90.00	83.23		
	EUR	115.00		115.00		115.00	107.57		
FOREX : End of term (Yen)	US$	90.00		90.00		90.00	94.05		
	EUR	115.00		115.00		115.00	120.73		

Forecast of Order Intake by Region

(100 million ¥)

		1H		2H		Year total			
		Budget FY2014 1H	vs. FY2013 1H	Budget FY2014 2H	vs. FY2013 2H	Budget FY2014	FY2013	Change	vs. FY2013
Japan		159	102%	174	97%	333	334	-2	99%
North-America		30	138%	43	90%	73	70	3	105%
	(million US$)	(33)	(122%)	(48)	(85%)	(81)	(84)	(-3)	(97%)
Europe		54	81%	74	112%	128	133	-5	96%
	(million EUR)	(47)	(71%)	(64)	(112%)	(111)	(124)	(-13)	(90%)
Chinese market		89	118%	72	137%	161	128	33	126%
	Mainland China	67	105%	51	113%	118	109	9	108%
	Hong Kong	16	241%	12	298%	27	10	17	263%
	Taiwan	7	124%	10	284%	16	9	7	186%
Other Regions		69	186%	47	119%	116	76	39	152%
Total		400	112%	410	107%	810	742	68	109%

Forecast of Order Intake by Model

(100 million ¥)

	1H		2H		Year total			
	Budget FY2014 1H	vs. FY2013 1H	Budget FY2014 2H	vs. FY2013 2H	Budget FY2014	FY2013	Change	vs. FY2013
Sheet-fed offset presses	229	110%	232	107%	461	425	36	109%
Japan	85	112%	98	113%	183	162	21	113%
Web offset presses & security presses	83	112%	89	116%	171	150	21	114%
Japan	29	81%	31	65%	60	84	−24	71%
Used presses, service & repair	79	111%	80	89%	158	160	−2	99%
Japan	40	98%	41	97%	81	83	−2	98%
Others	9	297%	10	305%	19	6	13	301%
Japan	5	170%	4	160%	8	5	3	166%
Total	400	112%	410	107%	810	742	68	109%

Forecast of Net Sales by Region

(100 million ¥)

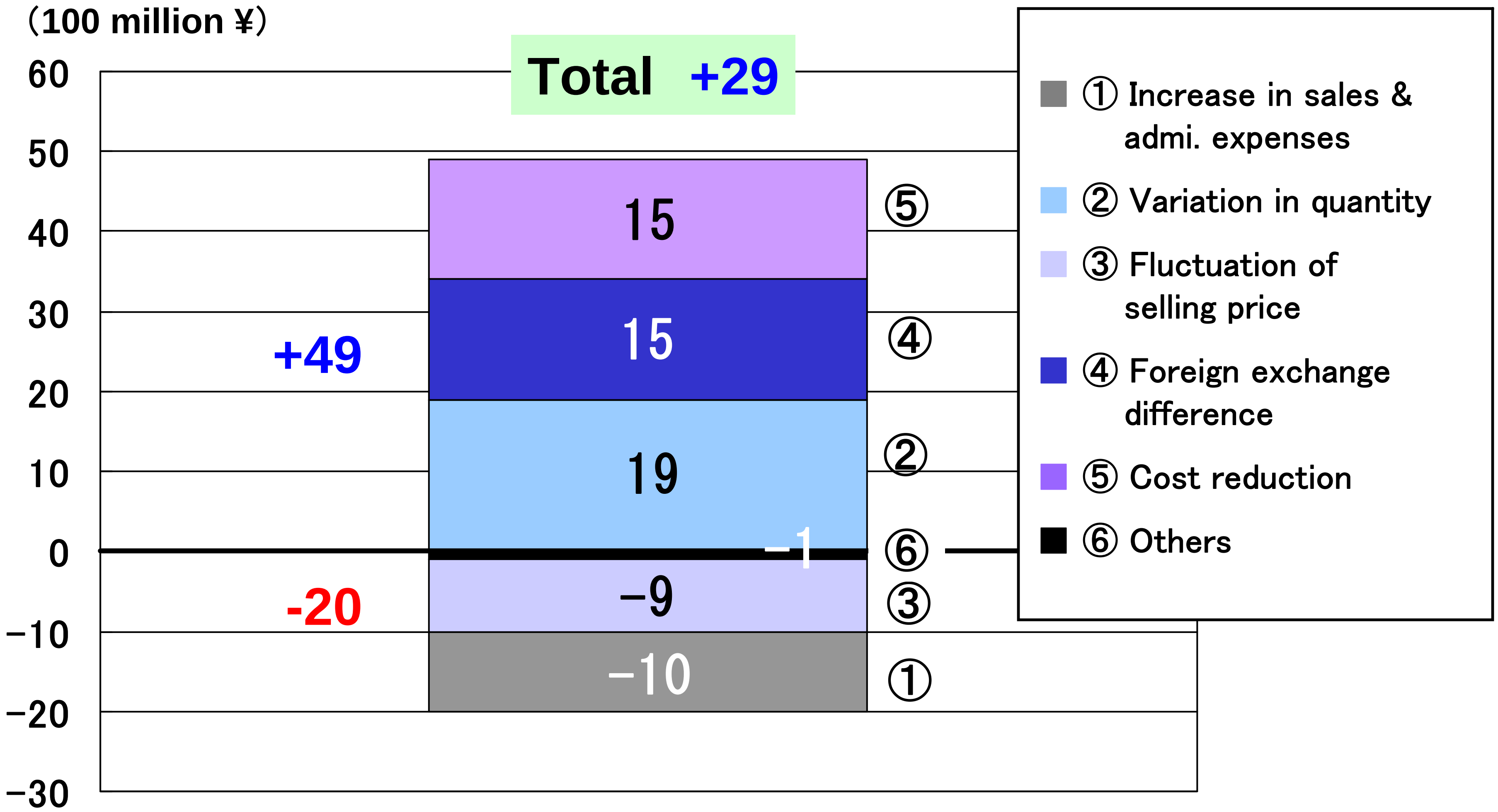
		1H		2H		Year total			
		Budget FY2014 1H	vs. FY2013 1H	Budget FY2014 2H	vs. FY2013 2H	Budget FY2014	FY2013	Change	vs. FY2013
Japan		152	114%	174	98%	326	310	16	105%
North-America		30	121%	42	109%	72	63	9	114%
	(million US$)	(33)	(107%)	(47)	(104%)	(80)	(76)	(4)	(105%)
Europe		57	116%	76	94%	133	130	3	102%
	(million EUR)	(50)	(102%)	(66)	(92%)	(116)	(121)	(-5)	(96%)
Chinese market		88	126%	66	101%	155	136	19	114%
	Mainland China	71	129%	49	89%	120	110	10	109%
	Hong Kong	11	72%	11	151%	22	22	–	99%
	Taiwan	7	–	7	186%	13	4	9	346%
Other Regions		33	162%	52	132%	85	59	25	143%
Total		360	121%	410	102%	770	698	72	110%

Forecast of Net Sales by Model

(100 million ¥)

		1H		2H		Year total			
		Budget FY2014 1H	vs. FY2013 1H	Budget FY2014 2H	vs. FY2013 2H	Budget FY2014	FY2013	Change	vs. FY2013
Sheet-fed offset presses		224	124%	228	99%	451	409	43	110%
	Japan	83	135%	77	95%	159	142	17	112%
Web offset presses & security presses		53	117%	97	116%	150	129	21	116%
	Japan	27	91%	53	100%	80	83	-3	97%
Used presses, service & repair		79	114%	80	93%	158	155	3	102%
	Japan	40	102%	41	101%	81	80	1	102%
Others		4	156%	6	225%	10	6	5	191%
	Japan	2	81%	3	122%	5	5	–	103%
Total		360	121%	410	102%	770	698	72	110%

Analysis of Operating Income for FY2014 (vs. FY2013)

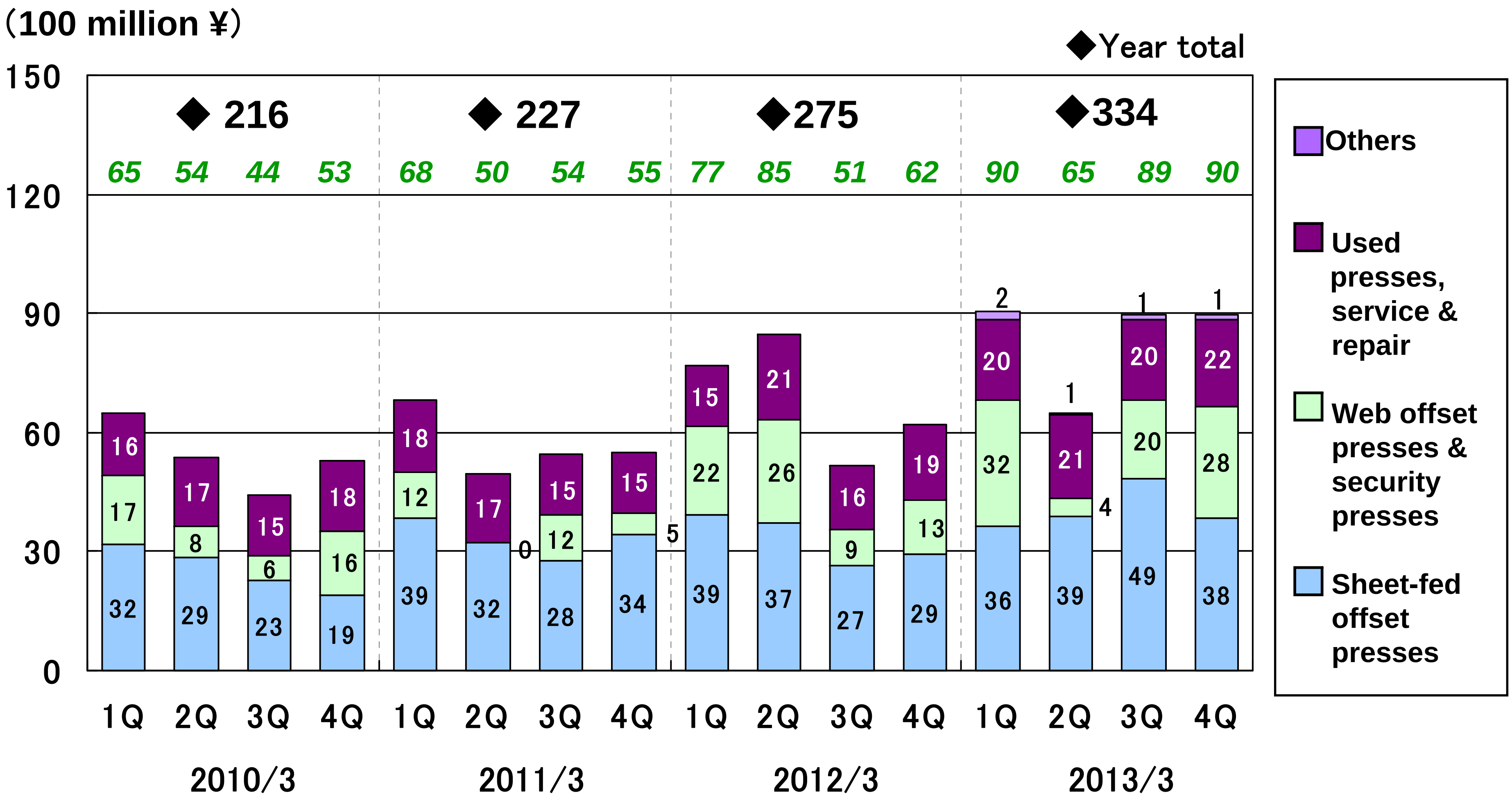


Capex, Depreciation and Amortization, R&D etc.

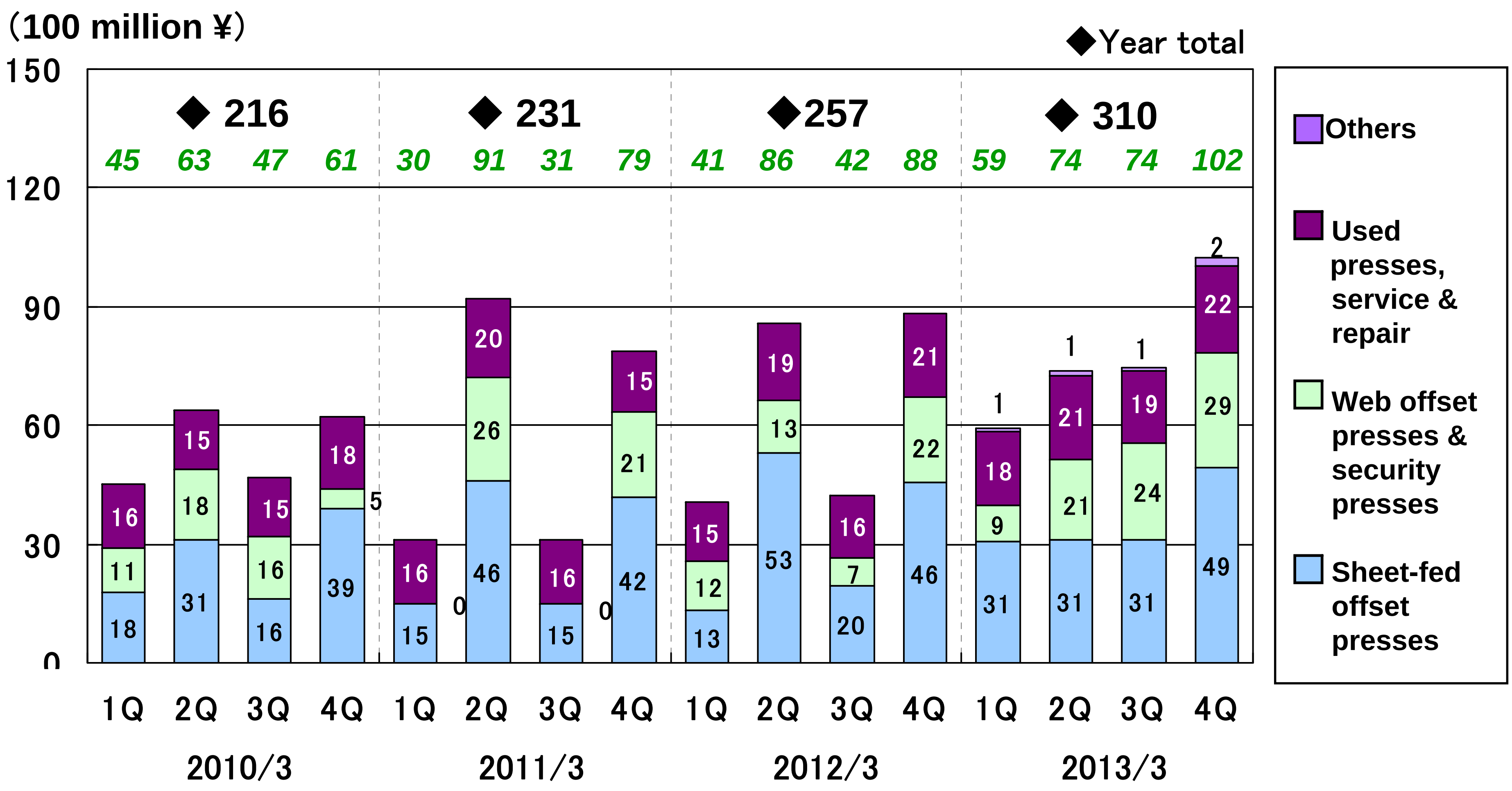
(100 million ¥)

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014 budget
Number of employees	2,471	2,190	2,138	2,104	1,814	1,800
Personnel expenses	22,628	17,967	16,673	16,757	14,892	15,000
Capital expenditures	5,320	6,257	1,286	692	1,881	1,800
Depreciation and amortization	2,922	2,903	3,083	2,849	2,251	2,280
R&D expenses	5,768	4,015	4,320	4,830	3,806	4,100
(% to net sales)	(5.2%)	(5.8%)	(6.0%)	(6.7%)	(5.5%)	(5.3%)

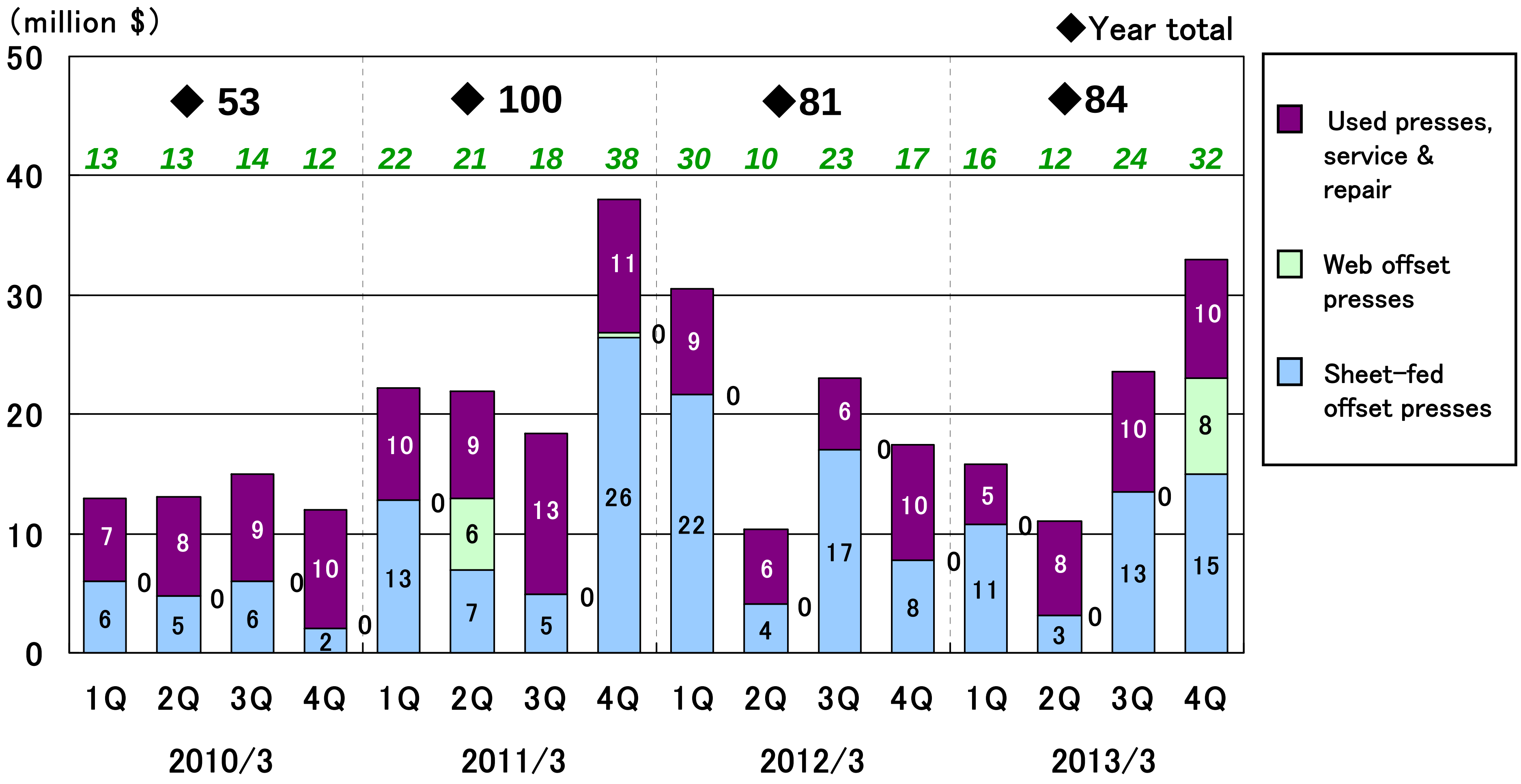
Order Intake in Japanese Market



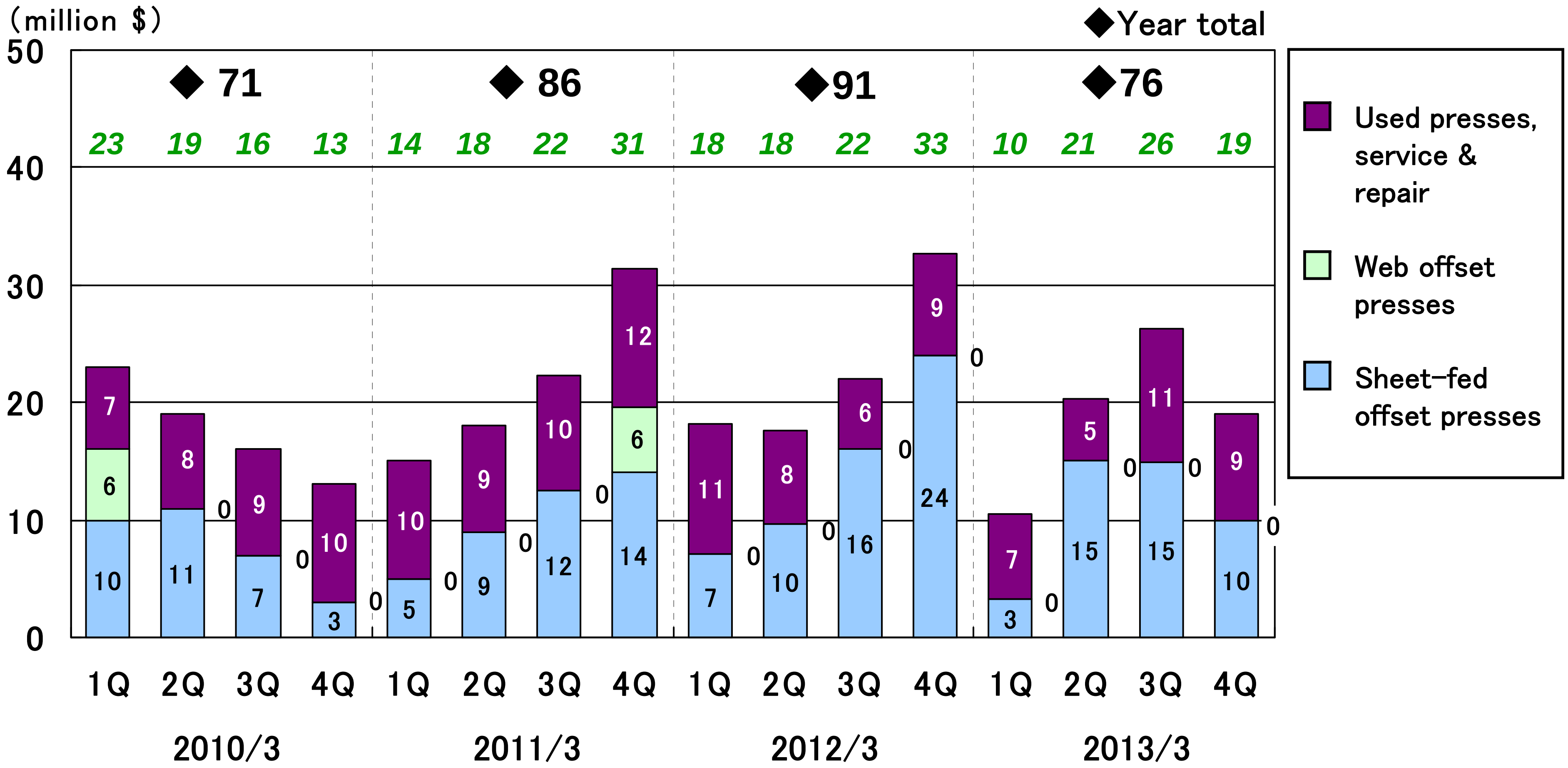
Net Sales in Japanese Market



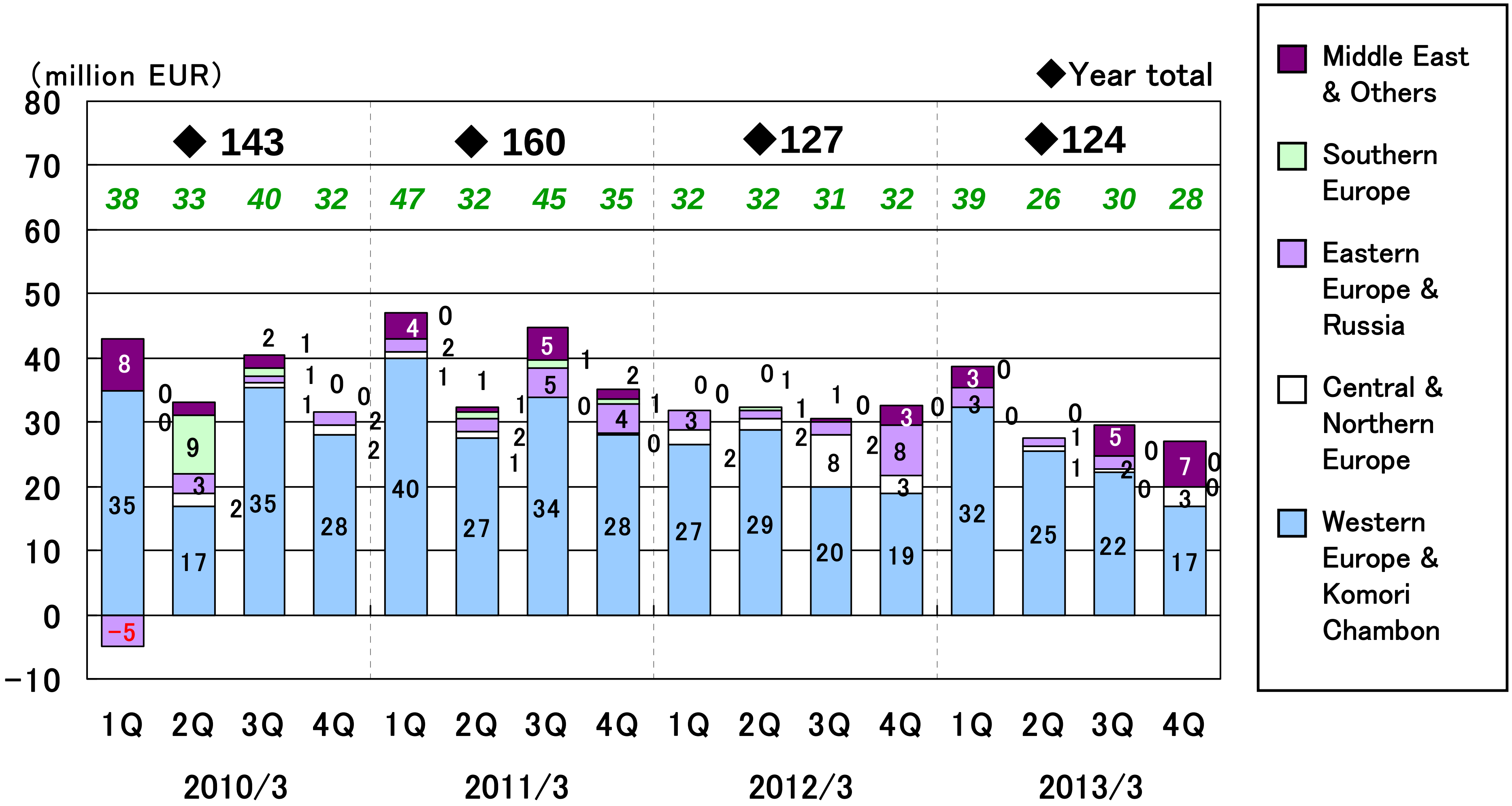
Order Intake in North American Market



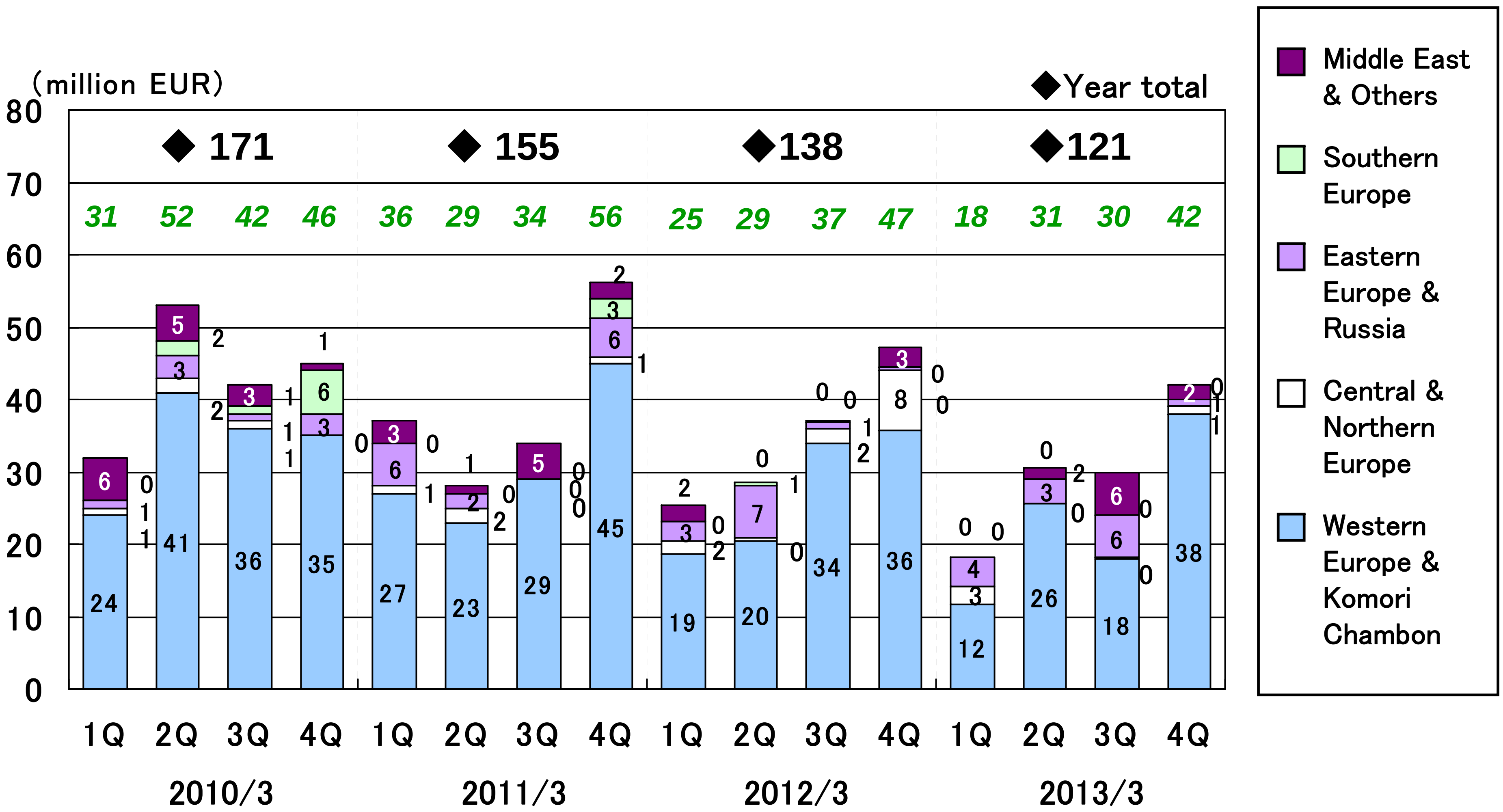
Net Sales in North American Market



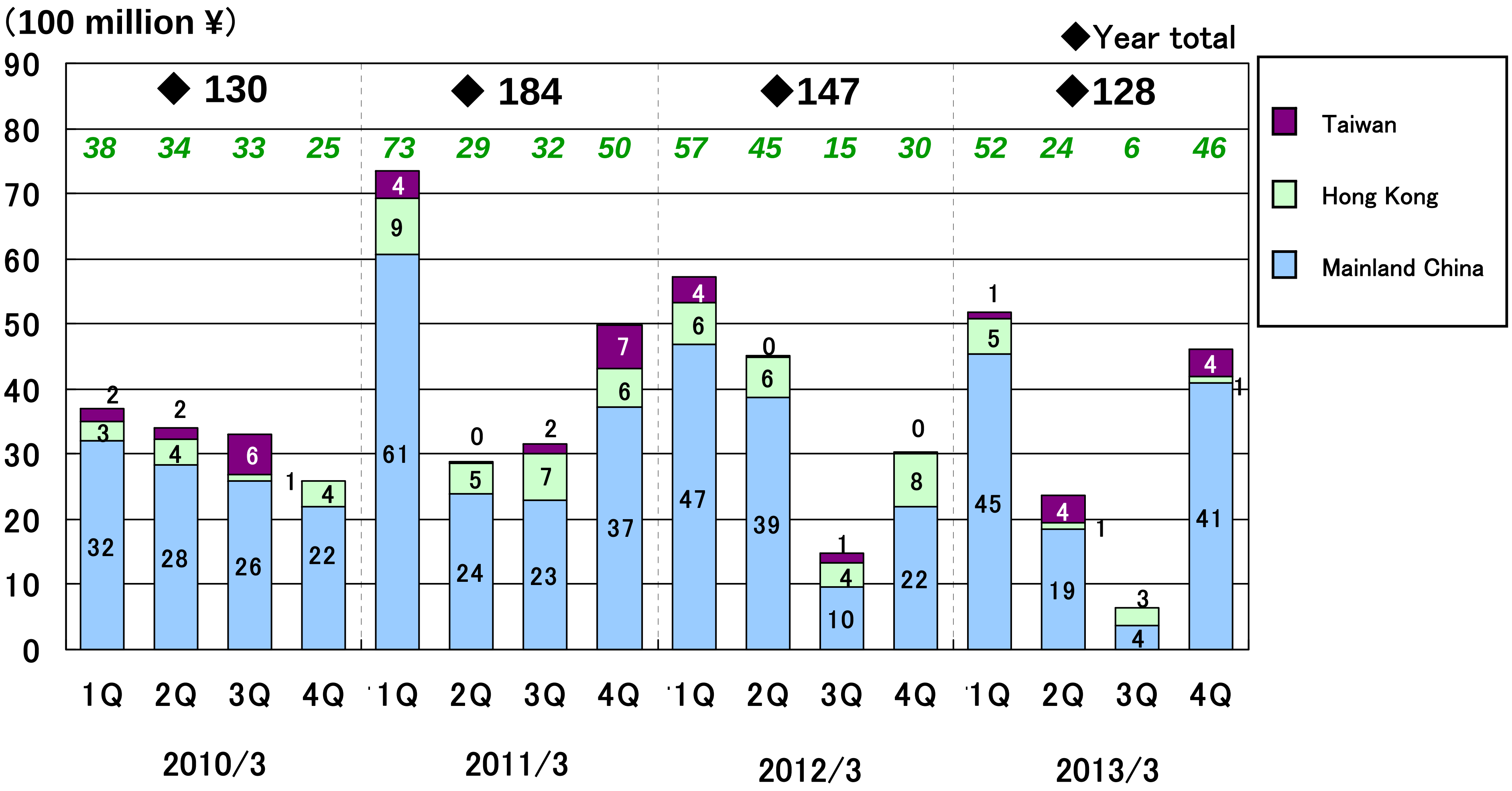
Order Intake in European Market



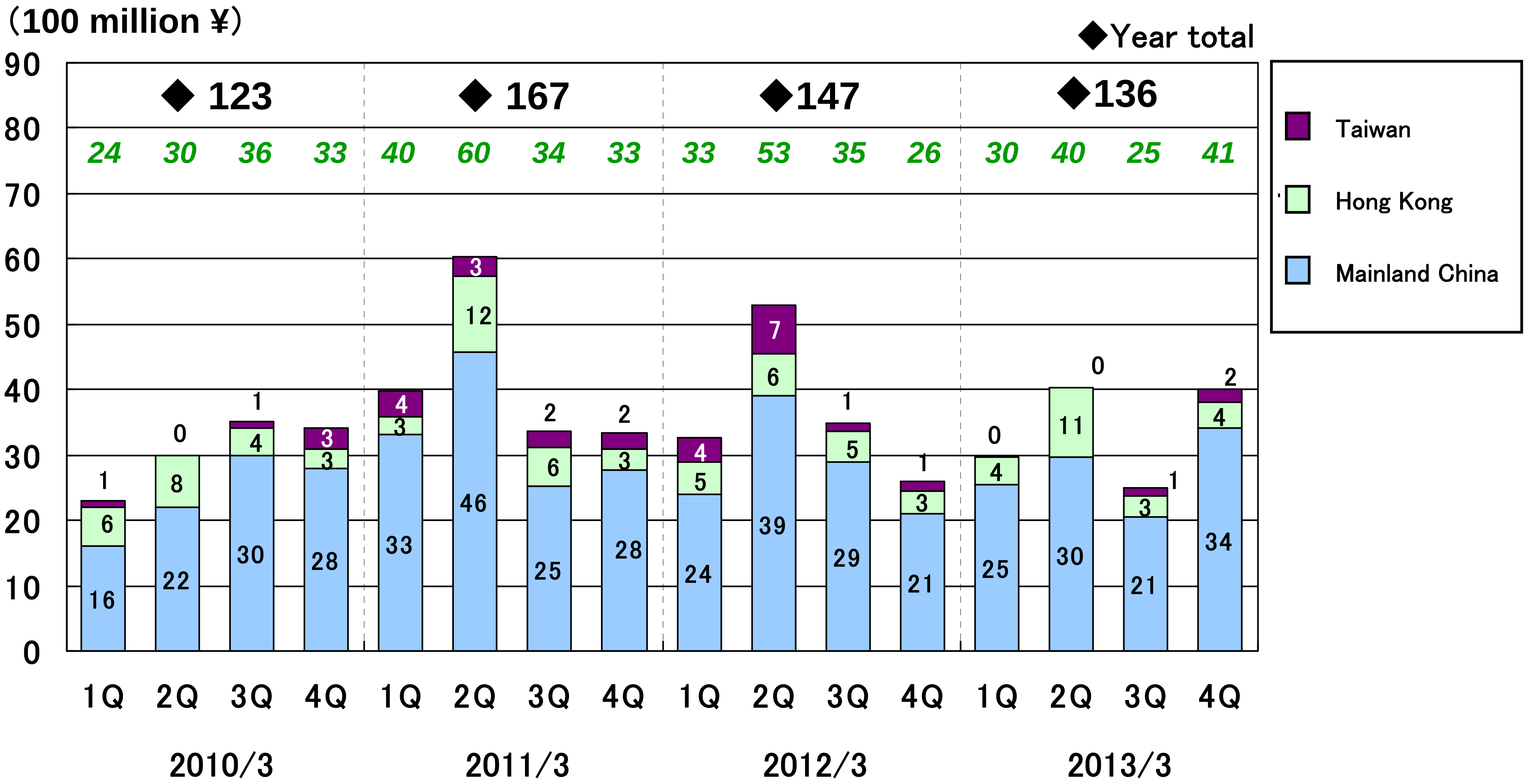
Net Sales in European Market



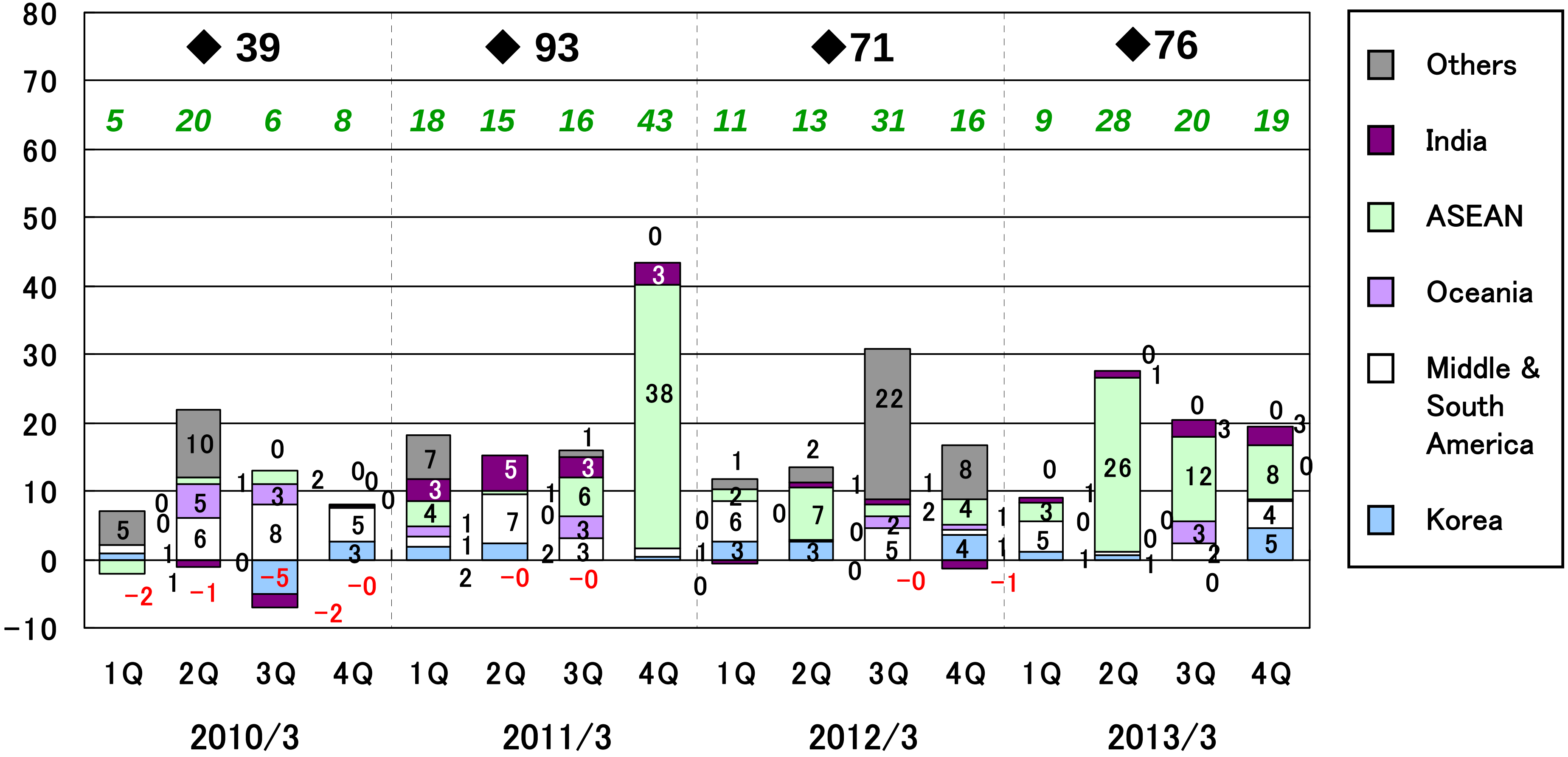
Order Intake in Chinese Market



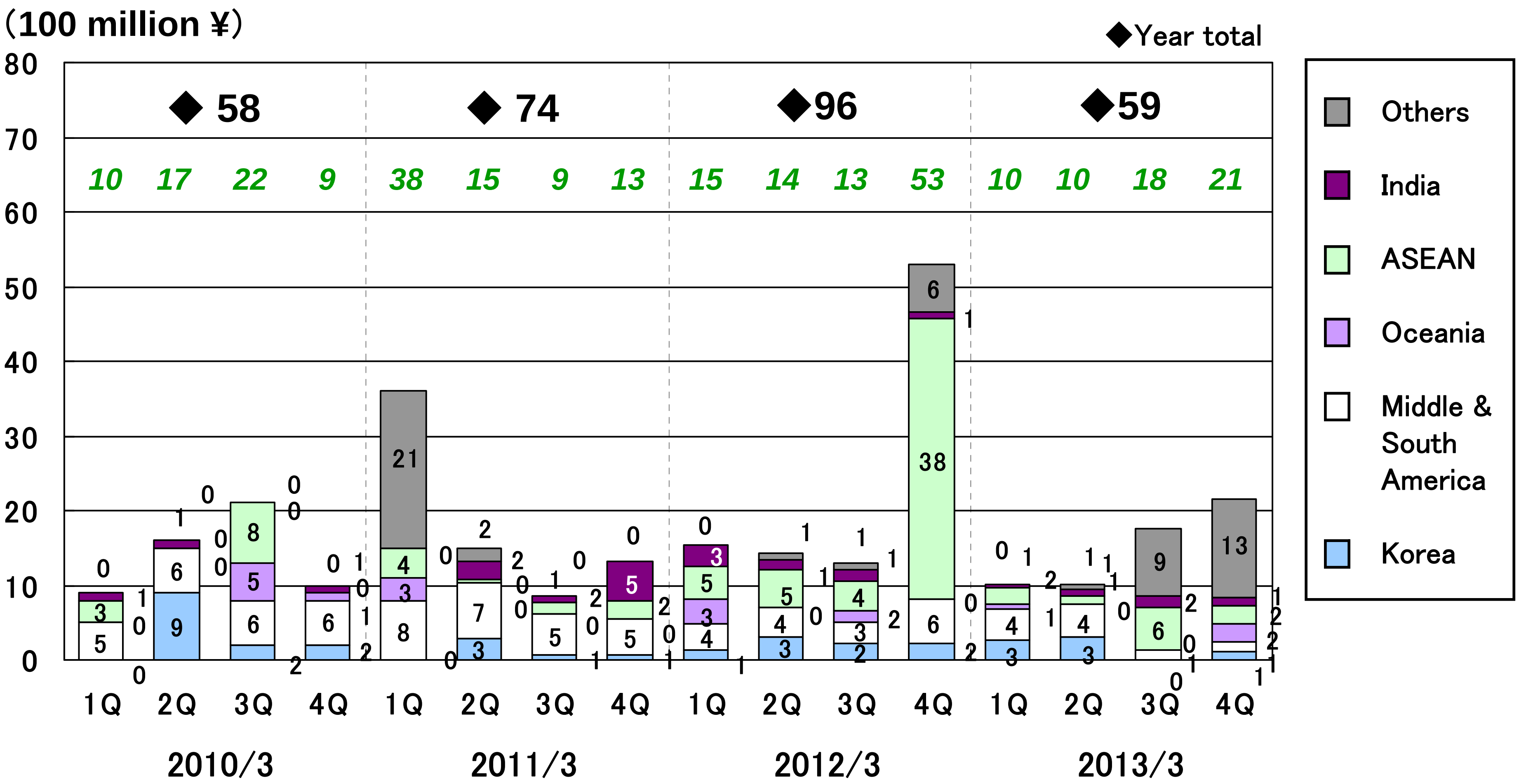
Net Sales in Chinese Market



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



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