

# First Quarter of Fiscal Year 2015 Summary Result Presentation



**Komori Corporation**

## P/L

(100 million ¥)

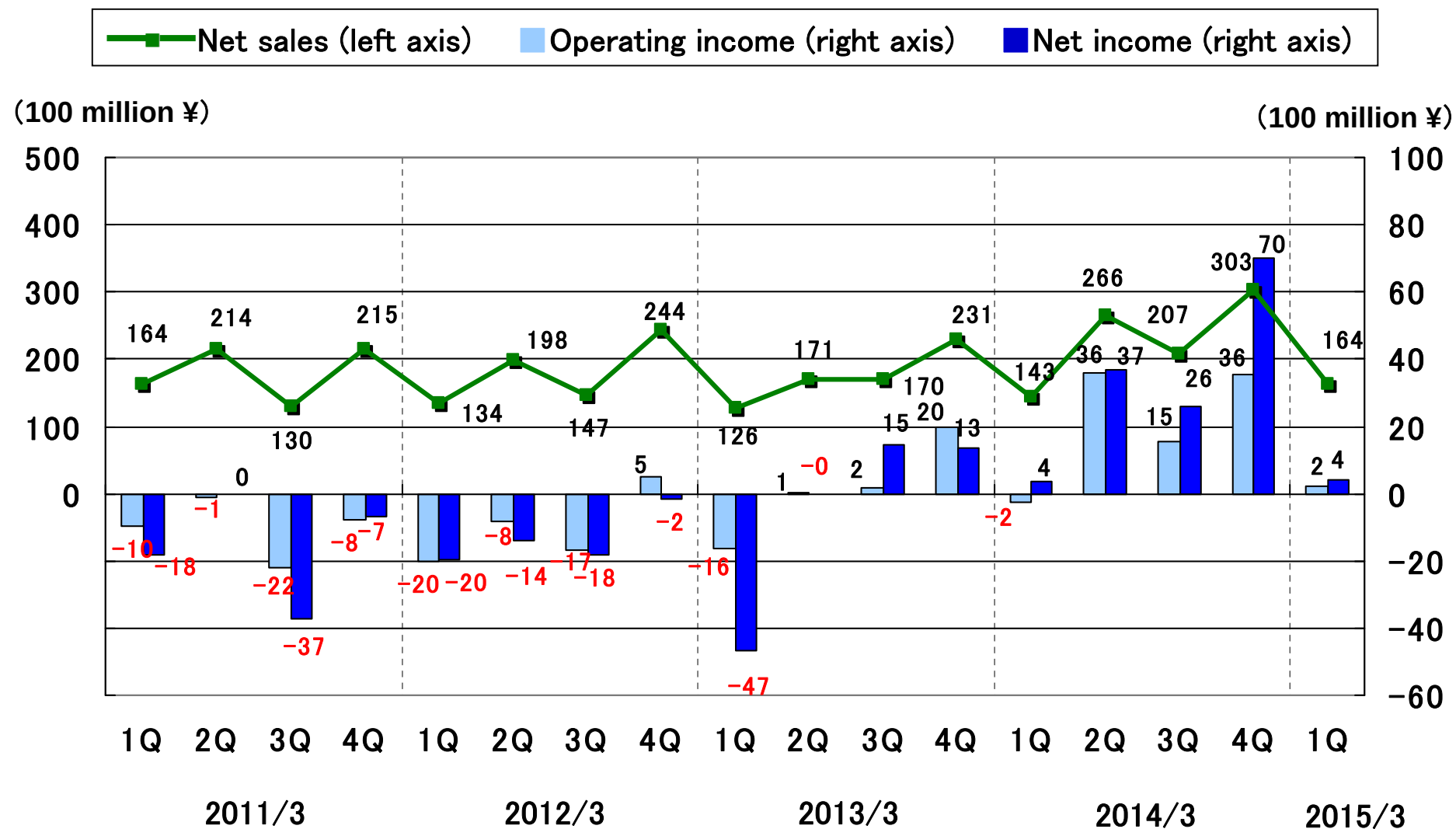
|                              |      | FY2015<br>1Q | FY2014<br>1Q | Change | vs.<br>FY14 1Q | Budget FY2015 |        |            |
|------------------------------|------|--------------|--------------|--------|----------------|---------------|--------|------------|
|                              |      |              |              |        |                | 1H            | 2H     | Year Total |
| Order intake                 |      | 227          | 242          | -15    | 94%            | 441           | 559    | 1,000      |
| Net sales                    |      | 164          | 143          | 21     | 115%           | 417           | 533    | 950        |
| Operating income             |      | 2            | -2           | 5      | -              | 25            | 51     | 76         |
| Ordinary income              |      | 2            | 5            | -3     | 38%            | 24            | 52     | 76         |
| Net income                   |      | 4            | 4            | -      | 113%           | 24            | 49     | 73         |
| FOREX :<br>Average (Yen)     | US\$ | 102.14       | 97.94        |        |                | 100.00        | 100.00 | 100.00     |
|                              | EUR  | 140.01       | 127.35       |        |                | 135.00        | 135.00 | 135.00     |
| FOREX :<br>End of term (Yen) | US\$ | 101.36       | 98.59        |        |                | 100.00        | 100.00 | 100.00     |
|                              | EUR  | 138.31       | 128.53       |        |                | 135.00        | 135.00 | 135.00     |

## Major Assets and Liabilities

(100 million ¥)

|                                           | Jun. 30, 2014 | Mar. 31, 2014 | Change |
|-------------------------------------------|---------------|---------------|--------|
| Cash and deposits                         | 439           | 440           | -1     |
| Notes and account receivable—trade        | 181           | 247           | -66    |
| Short-term investment securities          | 218           | 220           | -2     |
| Inventories                               | 305           | 259           | 46     |
| Breakdown: Merchandise and finished goods | 152           | 109           | 43     |
| Property, plant and equipment             | 335           | 320           | 15     |
| Intangible assets                         | 32            | 23            | 9      |
| Notes and account payable—trade           | 201           | 179           | 21     |
| Short-term loans payable                  | 18            | 16            | 2      |
| Bonds payable                             | 100           | 100           | —      |
| Long-term loans payable                   | 1             | —             | 1      |
| Shareholders' equity                      | 1,257         | 1,259         | -2     |
| Total assets                              | 1,755         | 1,724         | 31     |

# Net Sales, Operating Income and Net Income



## Order Intake by Region

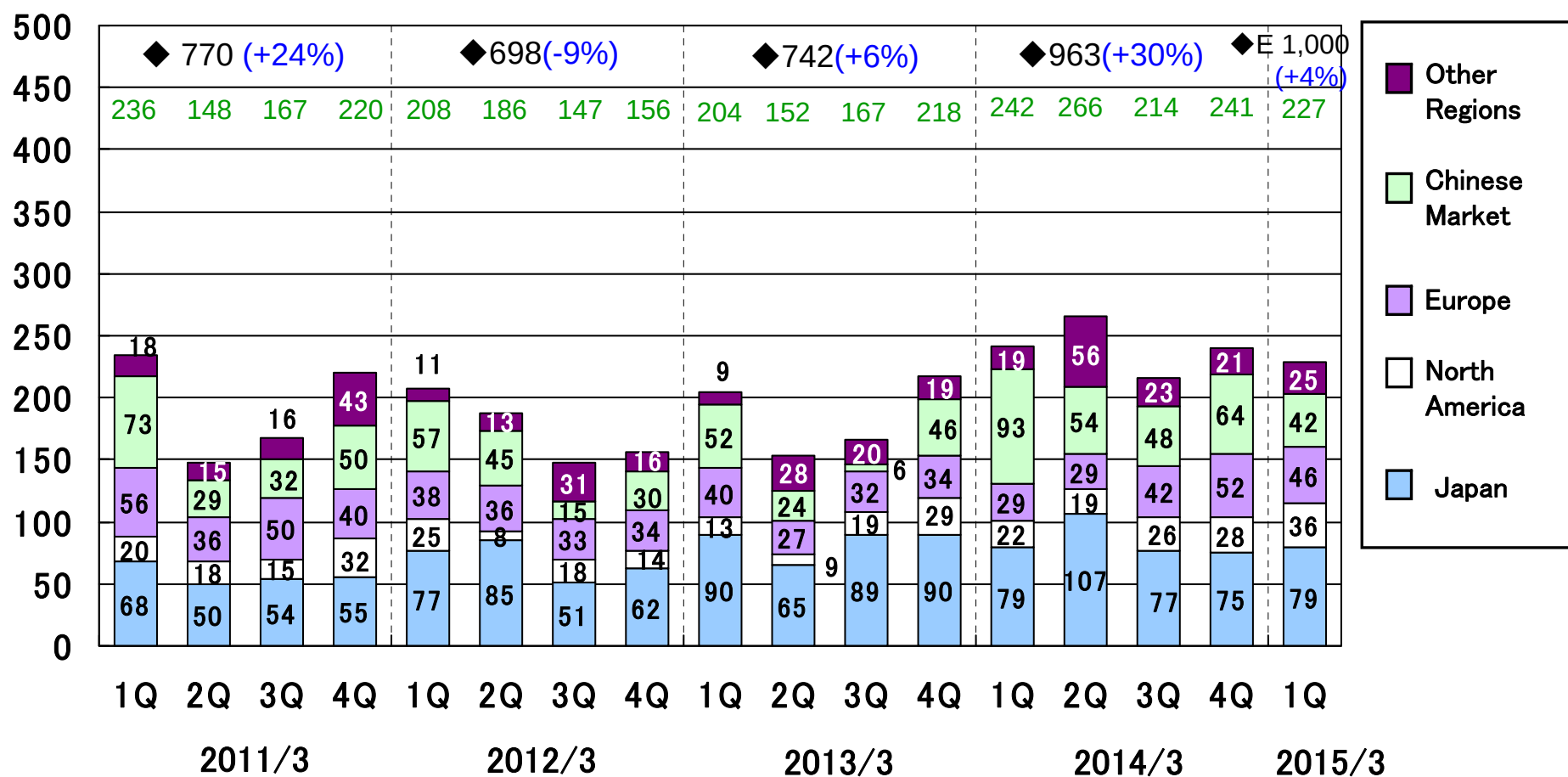
(100 million ¥)

|                | FY2015<br>1Q | FY2014<br>1Q | vs.<br>FY14 1Q | Budget FY2015 |      |            |
|----------------|--------------|--------------|----------------|---------------|------|------------|
|                |              |              |                | 1H            | 2H   | Year Total |
| Japan          | 79           | 79           | 100%           | 174           | 186  | 360        |
| North-America  | 36           | 22           | 160%           | 53            | 81   | 134        |
| (million US\$) | (35)         | (23)         | (153%)         | (53)          | (81) | (134)      |
| Europe         | 46           | 29           | 161%           | 60            | 85   | 145        |
| (million EUR)  | (33)         | (23)         | (146%)         | (44)          | (63) | (107)      |
| Greater China  | 42           | 93           | 45%            | 76            | 110  | 186        |
| Other Regions  | 25           | 19           | 131%           | 78            | 98   | 176        |
| Total          | 227          | 242          | 94%            | 441           | 559  | 1,000      |

# Order Intake by Region

(100 million ¥)

◆ Year total (vs. previous period)



## Order Intake by Model

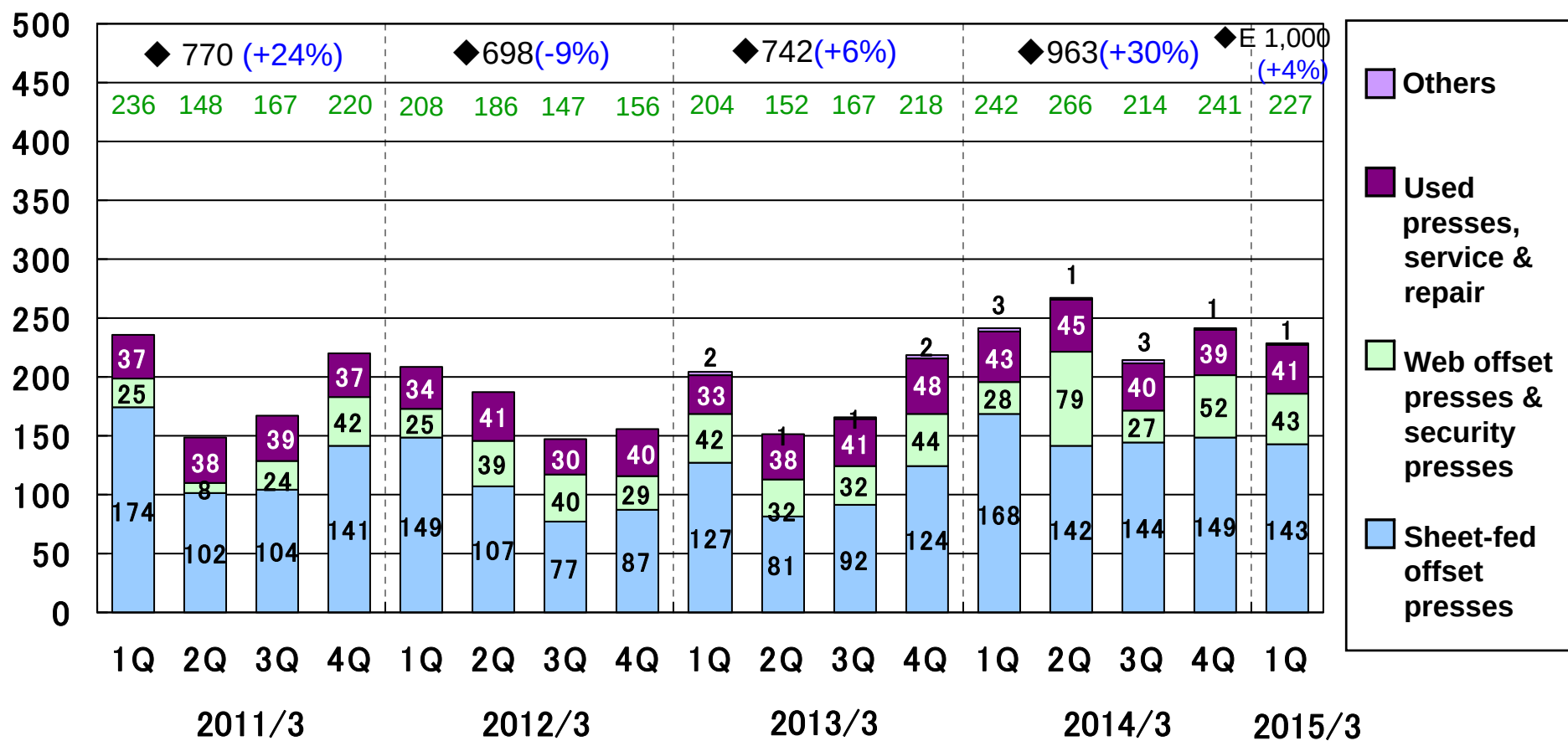
(100 million ¥)

|                                          | FY2015<br>1Q | FY2014<br>1Q | vs.<br>FY14 1Q | Budget FY2015 |     |            |
|------------------------------------------|--------------|--------------|----------------|---------------|-----|------------|
|                                          |              |              |                | 1H            | 2H  | Year Total |
| Sheet-fed offset presses                 | 143          | 168          | 85%            | 250           | 342 | 592        |
| Web offset presses &<br>security presses | 43           | 28           | 152%           | 93            | 106 | 199        |
| Used presses, service &<br>repair        | 41           | 43           | 94%            | 91            | 94  | 185        |
| Others                                   | 1            | 3            | 19%            | 7             | 17  | 24         |
| Total                                    | 227          | 242          | 94%            | 441           | 559 | 1,000      |

# Order Intake by Model

(100 million ¥)

◆ Year total (vs. previous period)



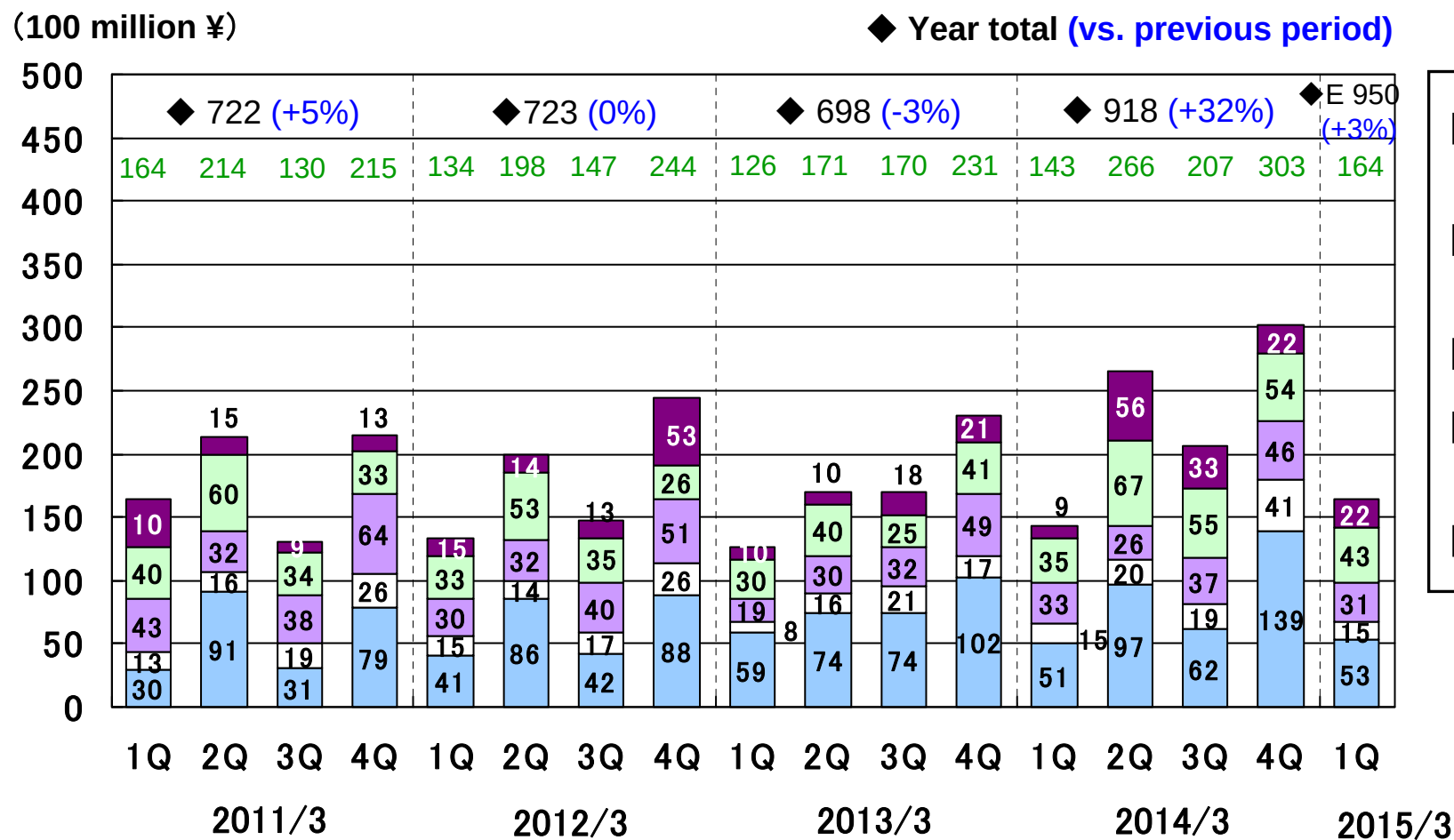


## Net Sales by Region

(100 million ¥)

|                | FY2015<br>1Q | FY2014<br>1Q | vs.<br>FY14 1Q | Budget FY2015 |      |            |
|----------------|--------------|--------------|----------------|---------------|------|------------|
|                |              |              |                | 1H            | 2H   | Year Total |
| Japan          | 53           | 51           | 104%           | 165           | 200  | 365        |
| North-America  | 15           | 15           | 102%           | 48            | 79   | 127        |
| (million US\$) | (15)         | (15)         | (99%)          | (48)          | (79) | (127)      |
| Europe         | 31           | 33           | 96%            | 65            | 83   | 148        |
| (million EUR)  | (22)         | (26)         | (88%)          | (48)          | (61) | (110)      |
| Greater China  | 43           | 35           | 123%           | 95            | 94   | 189        |
| Other Regions  | 22           | 9            | 227%           | 44            | 77   | 121        |
| Total          | 164          | 143          | 115%           | 417           | 533  | 950        |

# Net Sales by Region



## Net Sales by Model

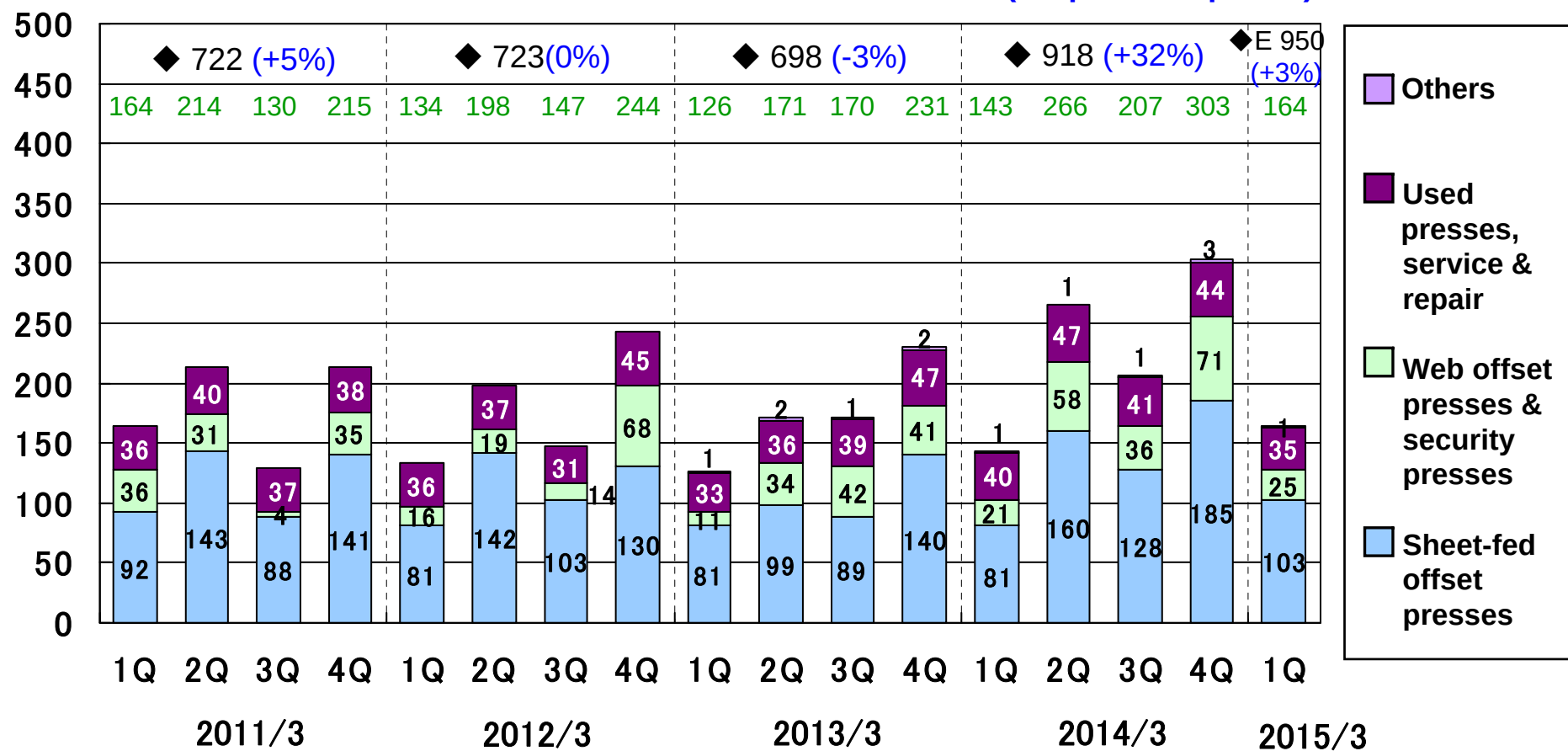
(100 million ¥)

|                                          | FY2015<br>1Q | FY2014<br>1Q | vs.<br>FY14 1Q | Budget FY2015 |     |            |
|------------------------------------------|--------------|--------------|----------------|---------------|-----|------------|
|                                          |              |              |                | 1H            | 2H  | Year Total |
| Sheet-fed offset presses                 | 103          | 81           | 127%           | 271           | 320 | 591        |
| Web offset presses &<br>security presses | 25           | 21           | 122%           | 51            | 113 | 164        |
| Used presses, service &<br>repair        | 35           | 40           | 87%            | 89            | 92  | 181        |
| Others                                   | 1            | 1            | 103%           | 6             | 8   | 14         |
| Total                                    | 164          | 143          | 115%           | 417           | 533 | 950        |

# Net Sales by Model

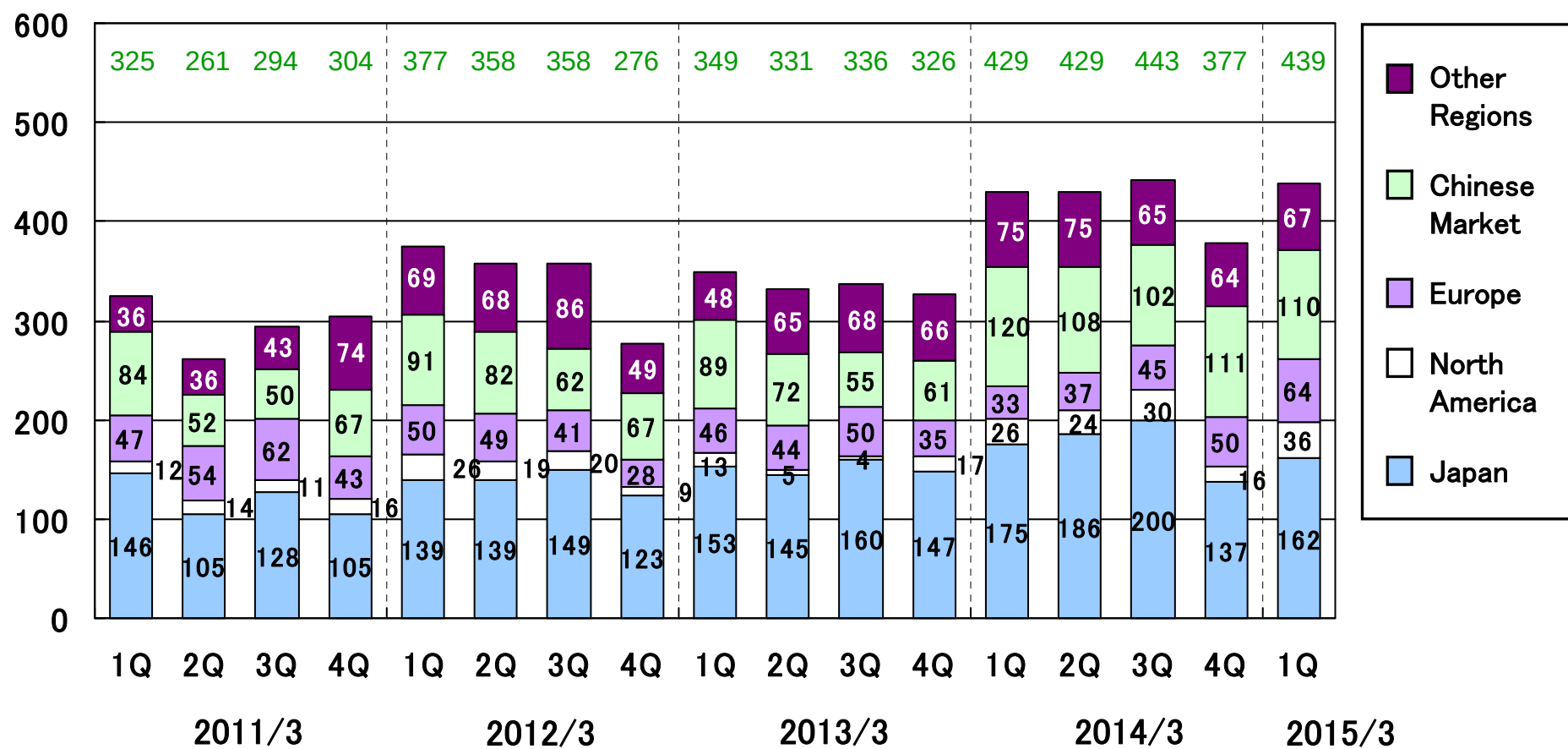
(100 million ¥)

◆ Year total (vs. previous period)



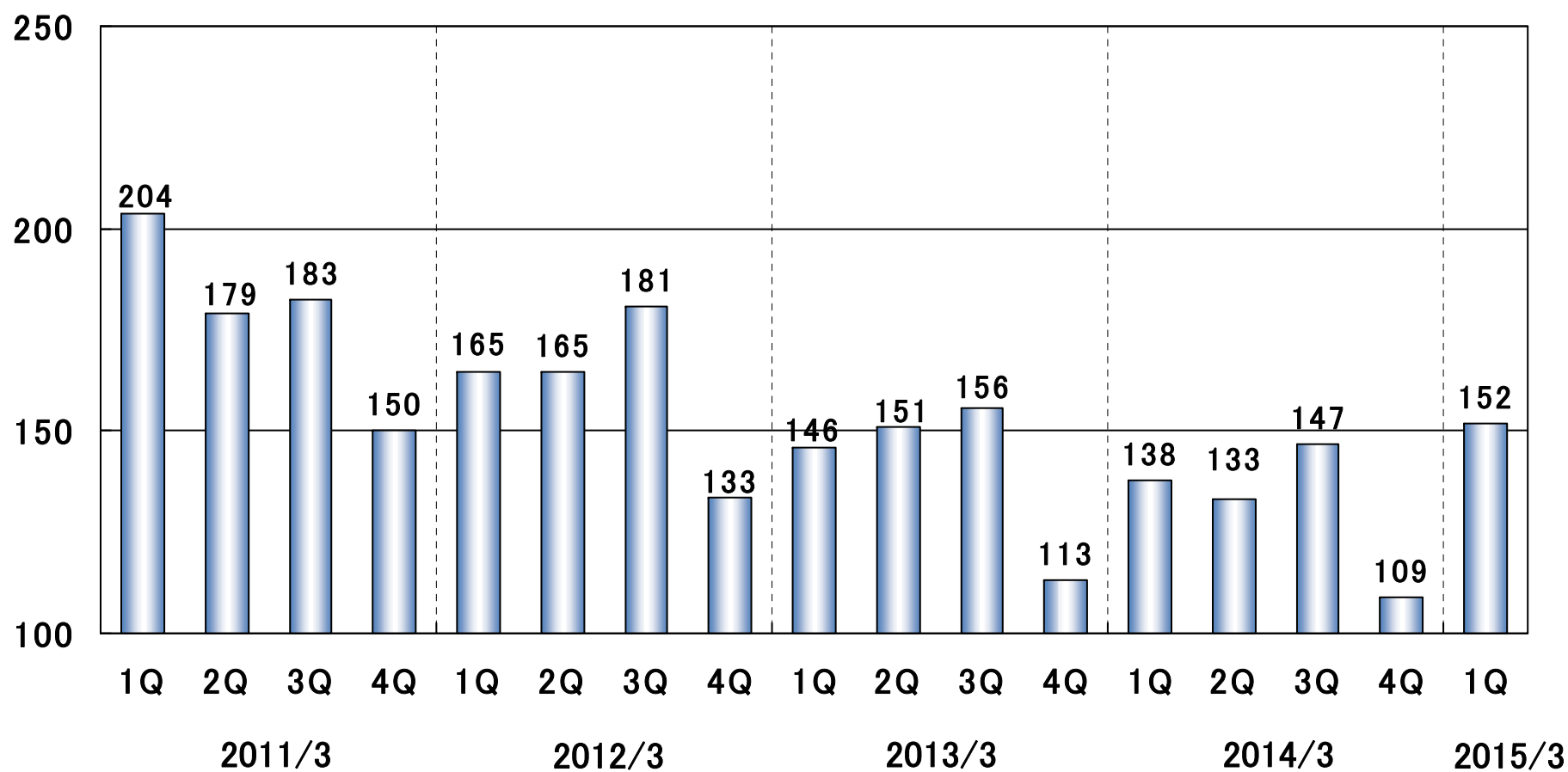
# Order Backlog

(100 million ¥)



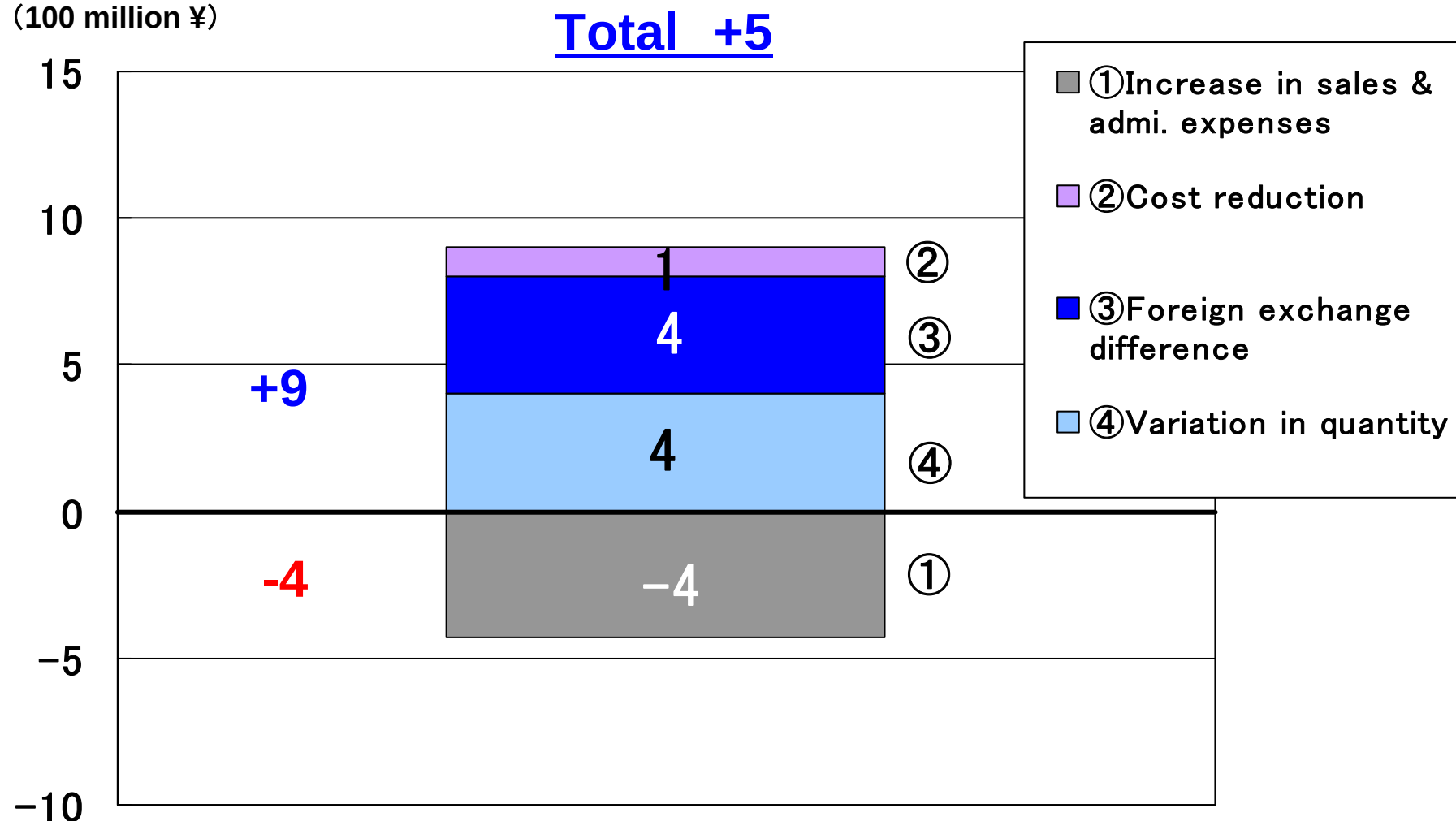
## Inventories (Finished Goods, Cost of Sales)

(100 million ¥)



## Analysis of Operating Income for 1Q FY2015 (vs. 1Q FY2014)

(100 million ¥)



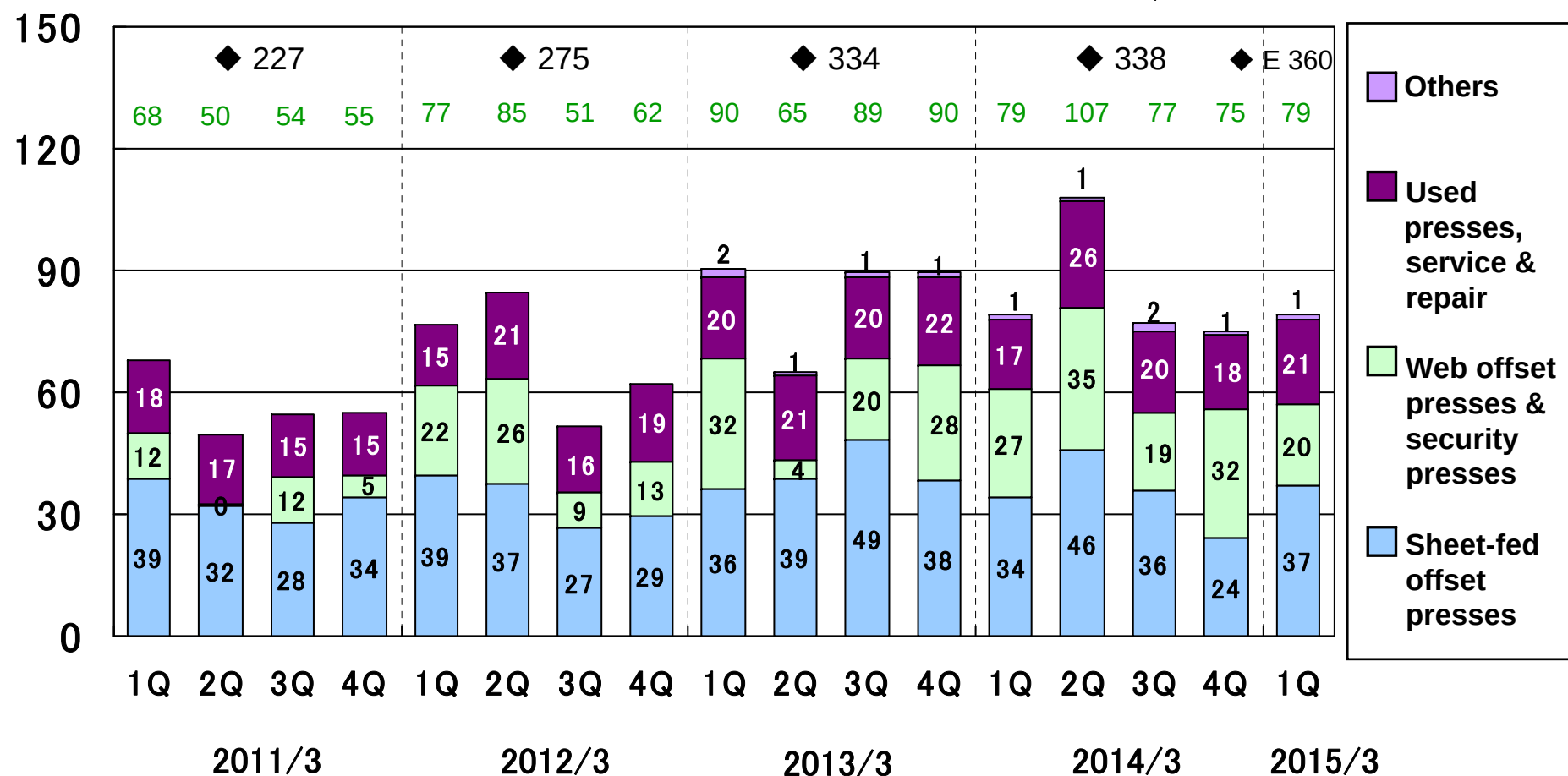
*Appendix:*  
*Detailed Order Intake and Net Sales by Region*



# Order Intake in Japanese Market

(100 million ¥)

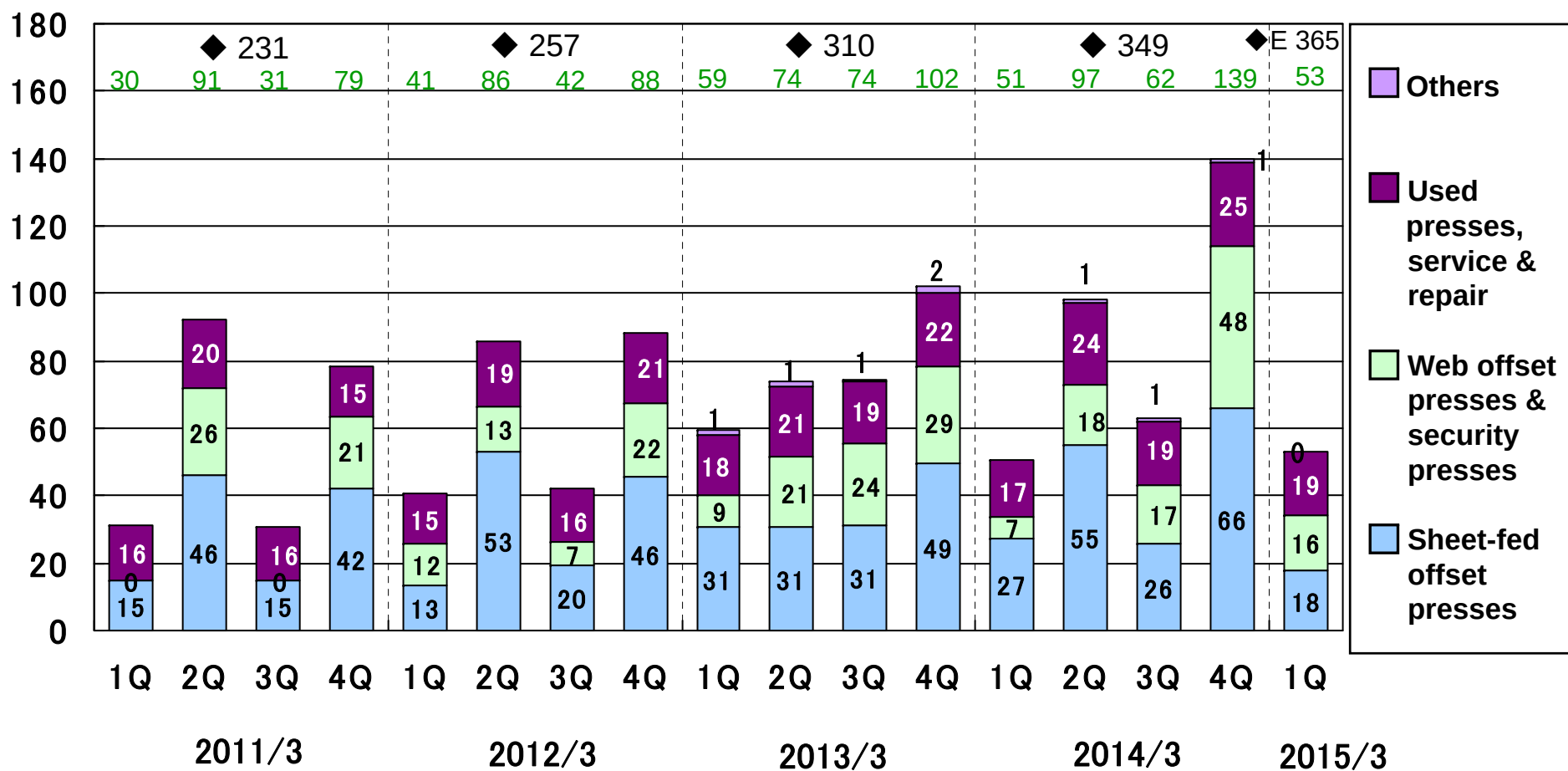
◆ Year total



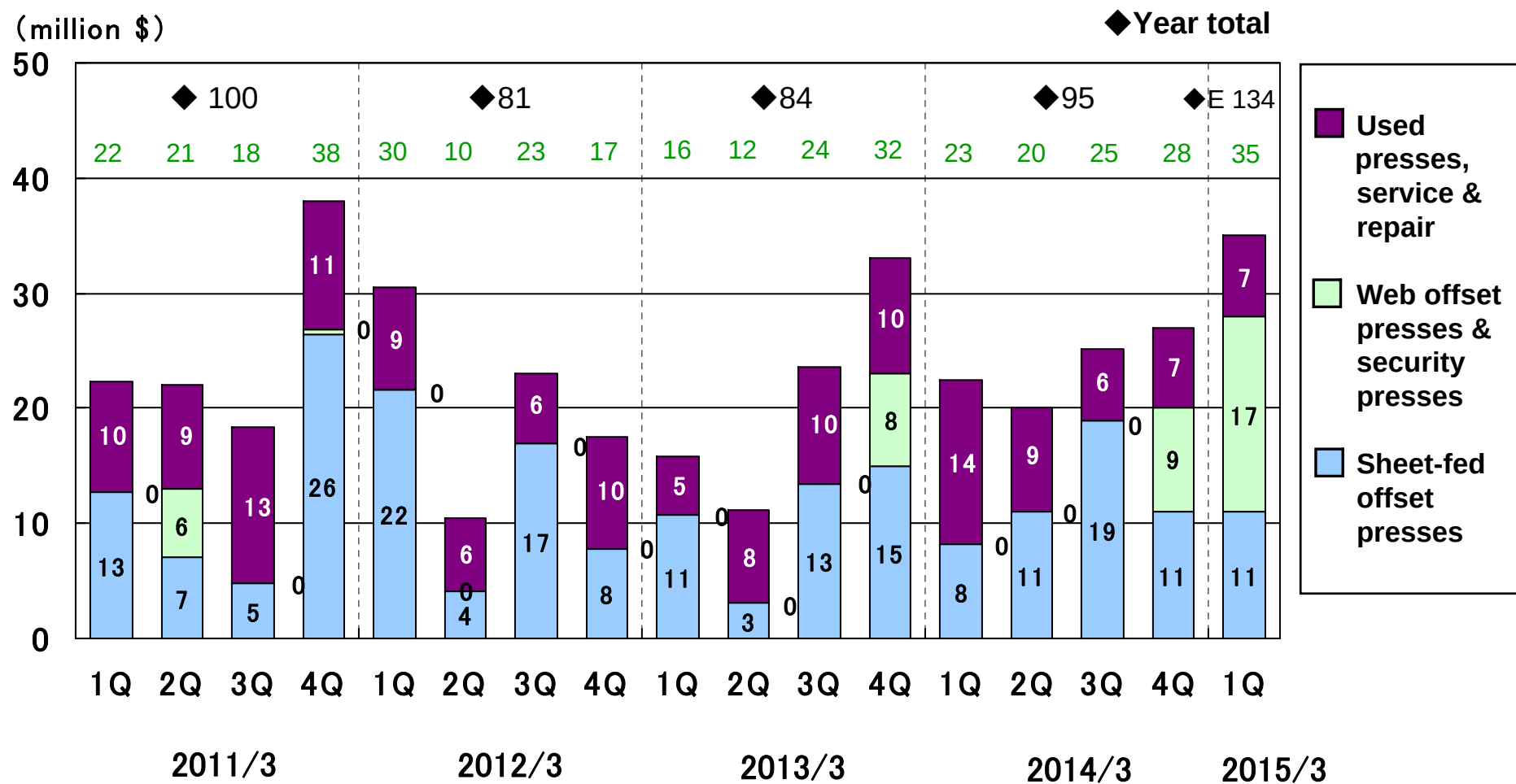
# Net Sales in Japanese Market

(100 million ¥)

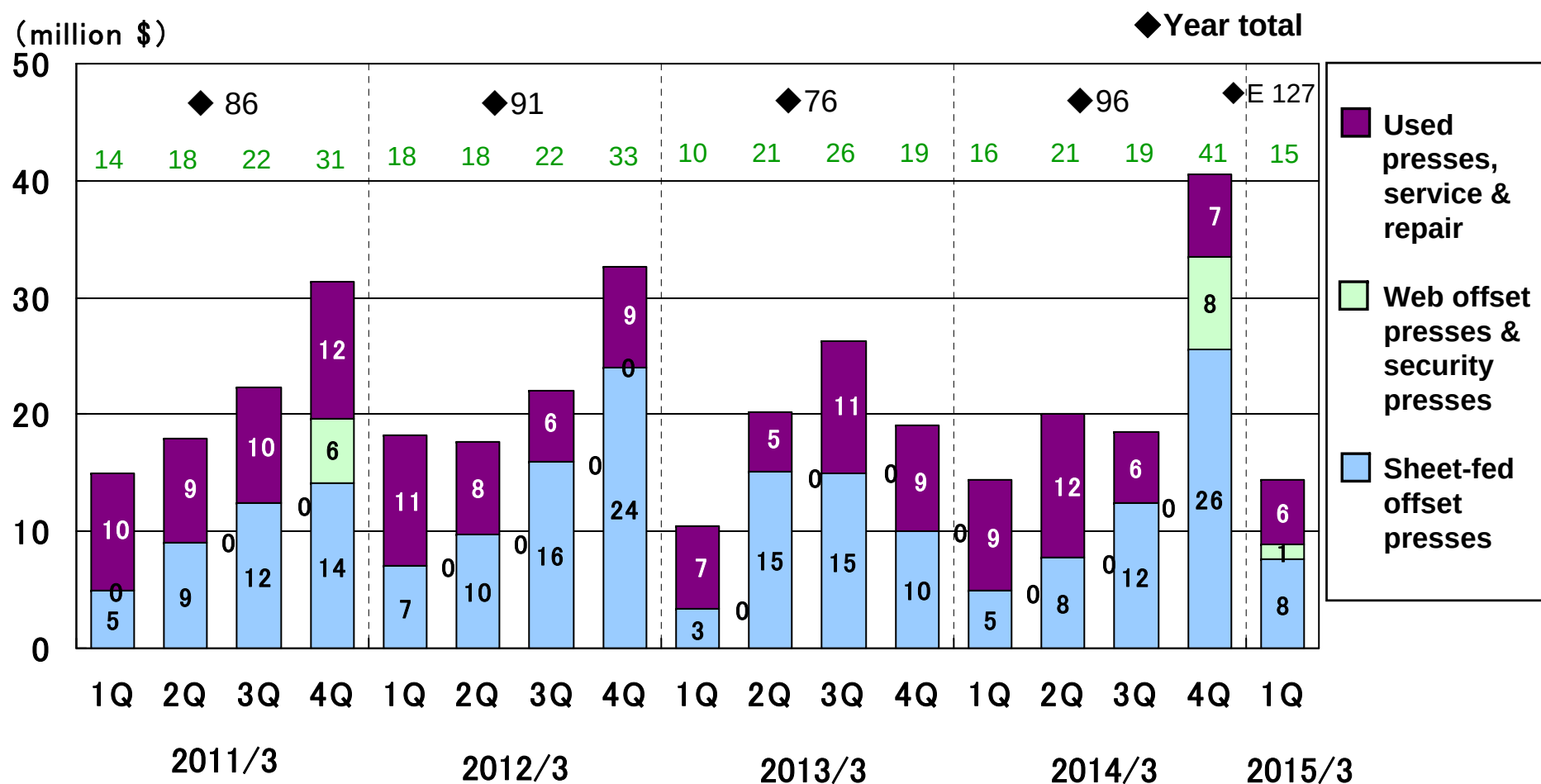
◆ Year total



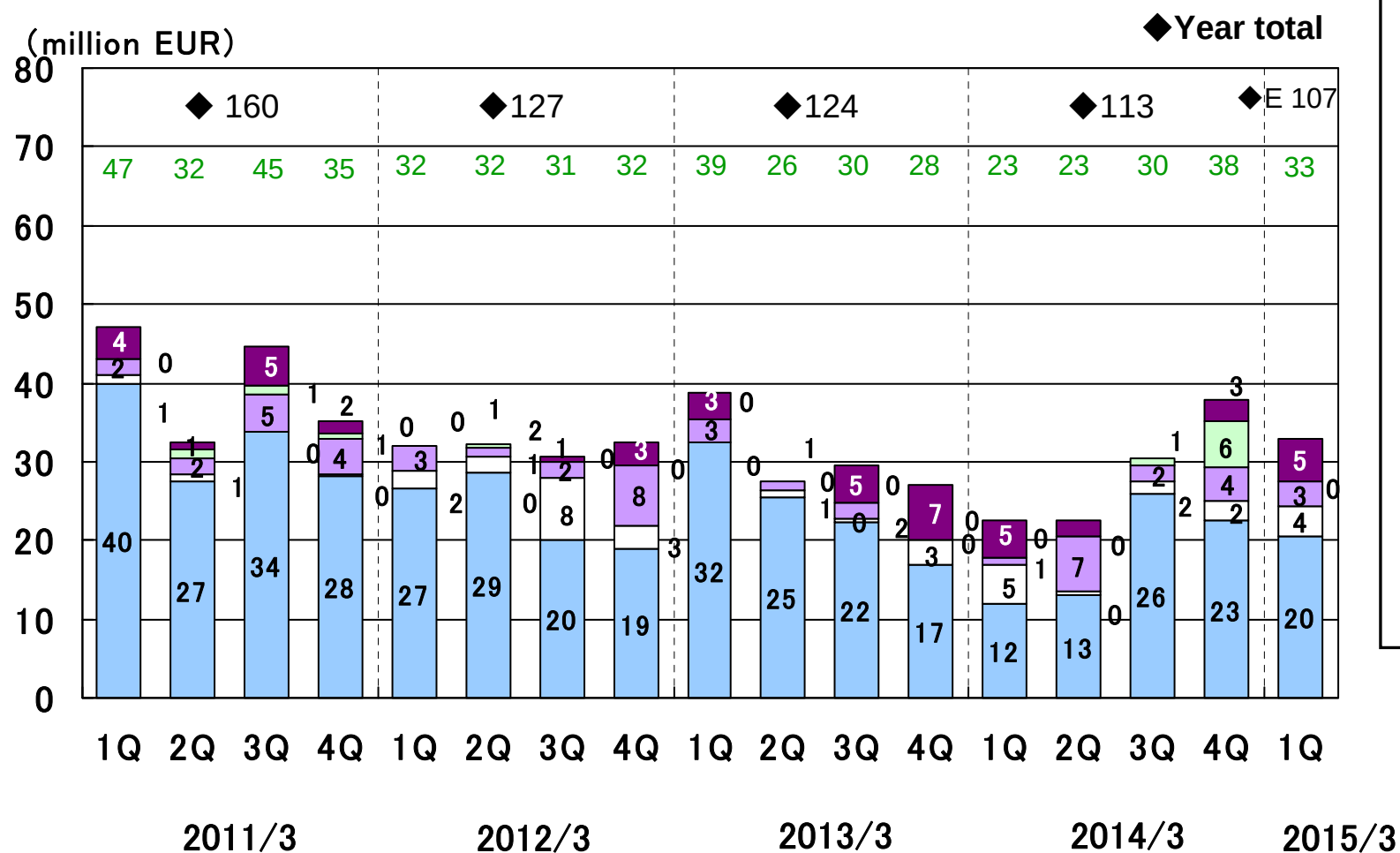
## Order Intake in North American Market



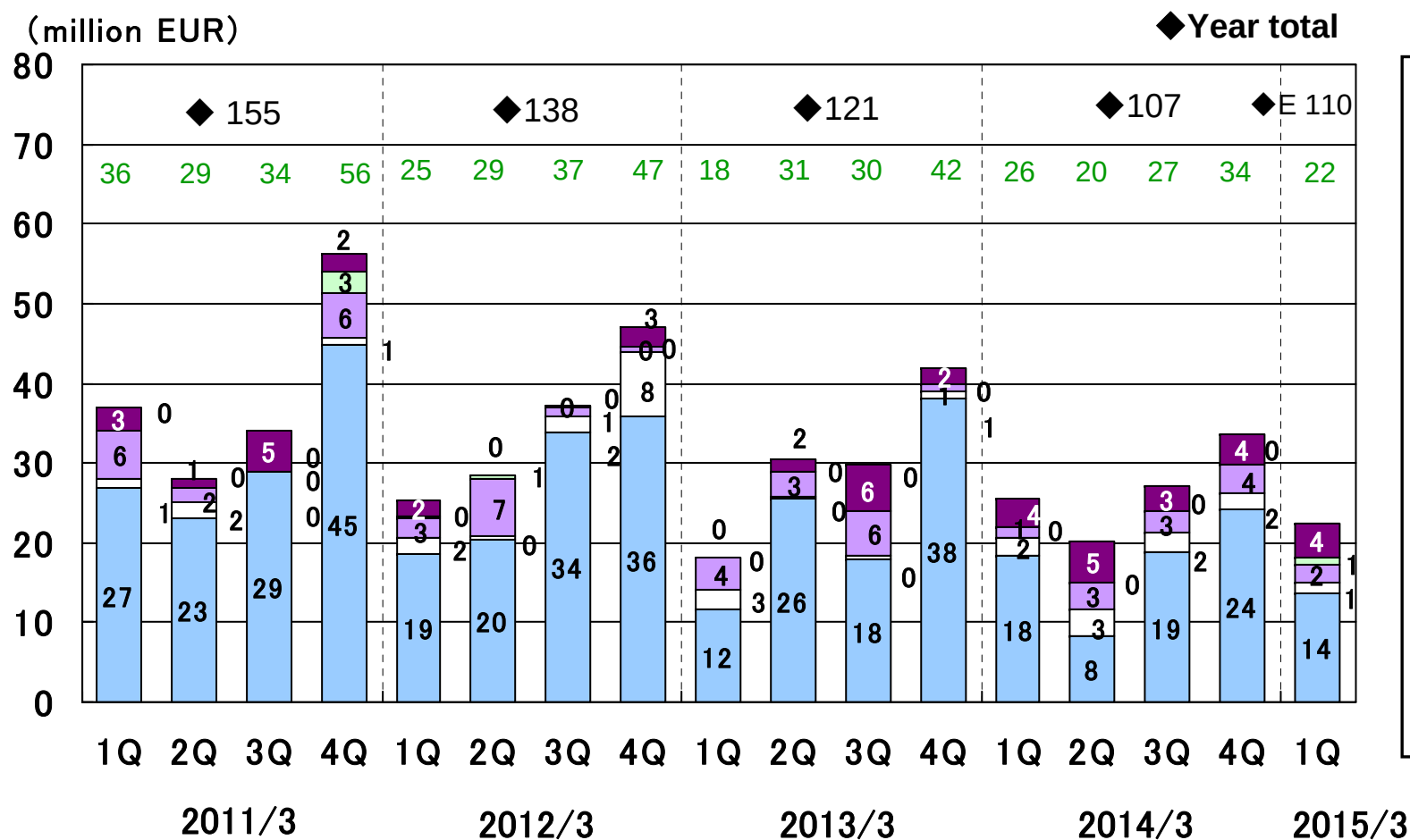
# Net Sales in North American Market



# Order Intake in European Market



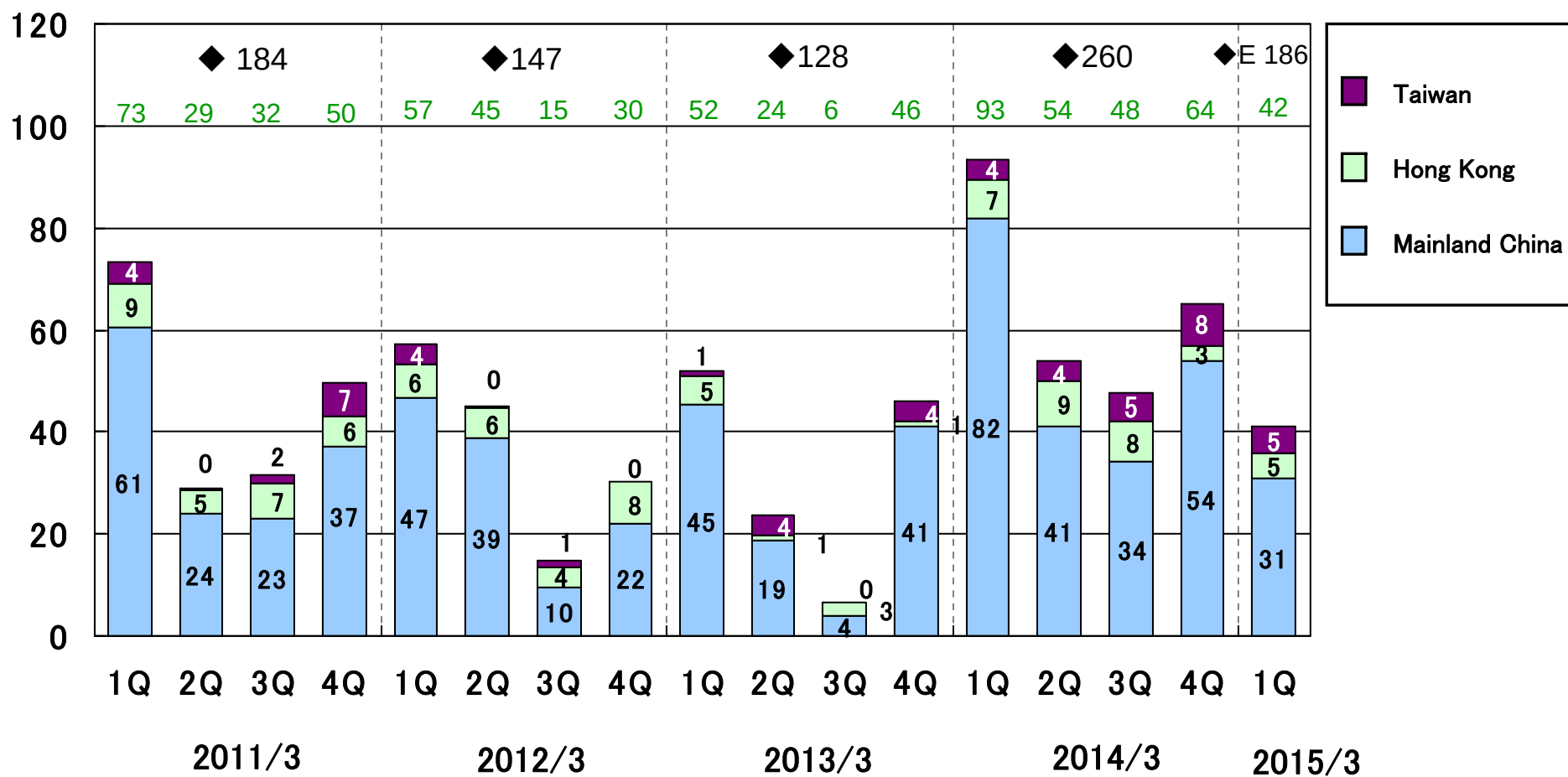
# Net Sales in European Market



# Order Intake in Chinese Market

(100 million ¥)

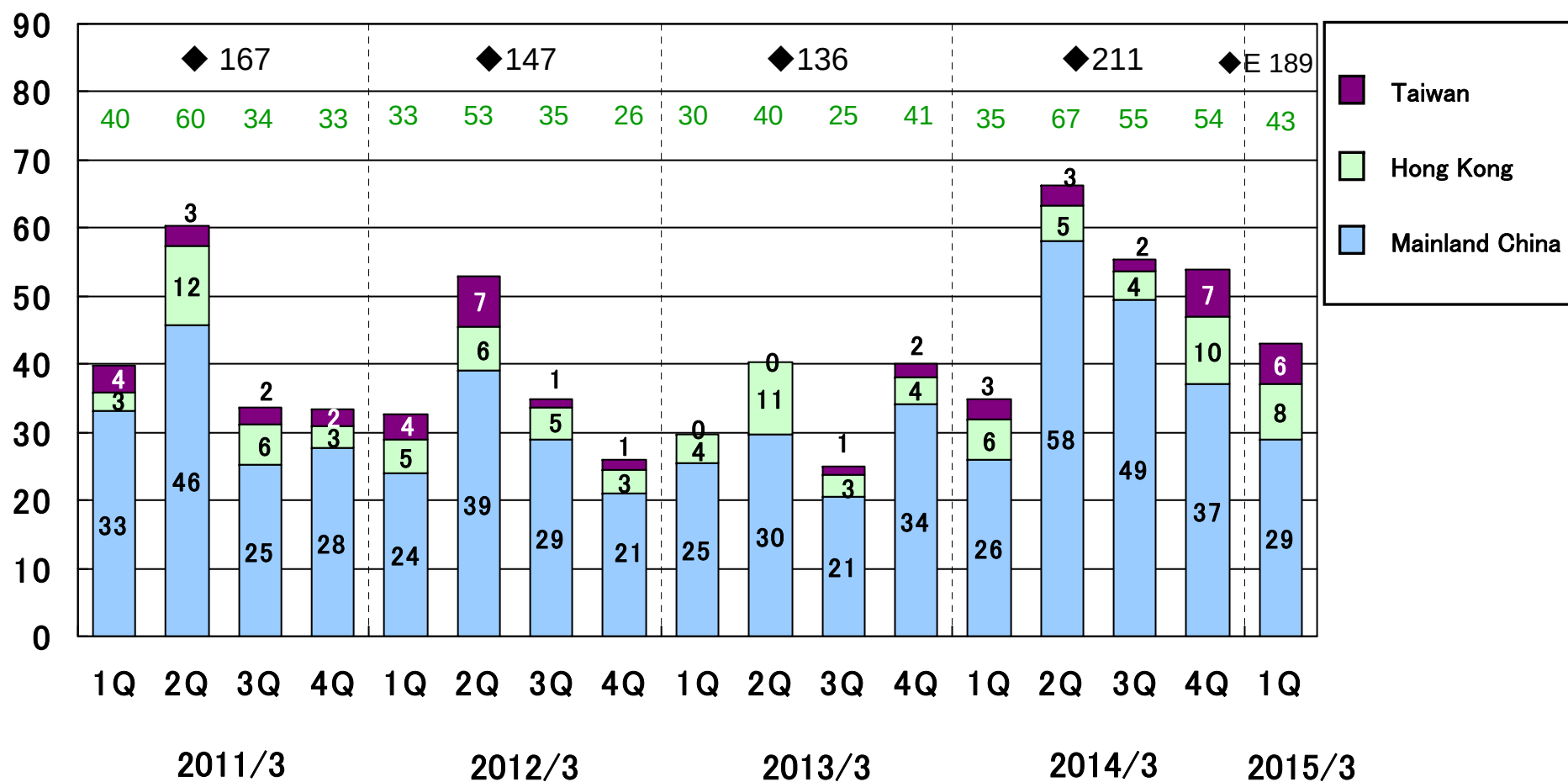
◆ Year total



# Net Sales in Chinese Market

(100 million ¥)

◆ Year total

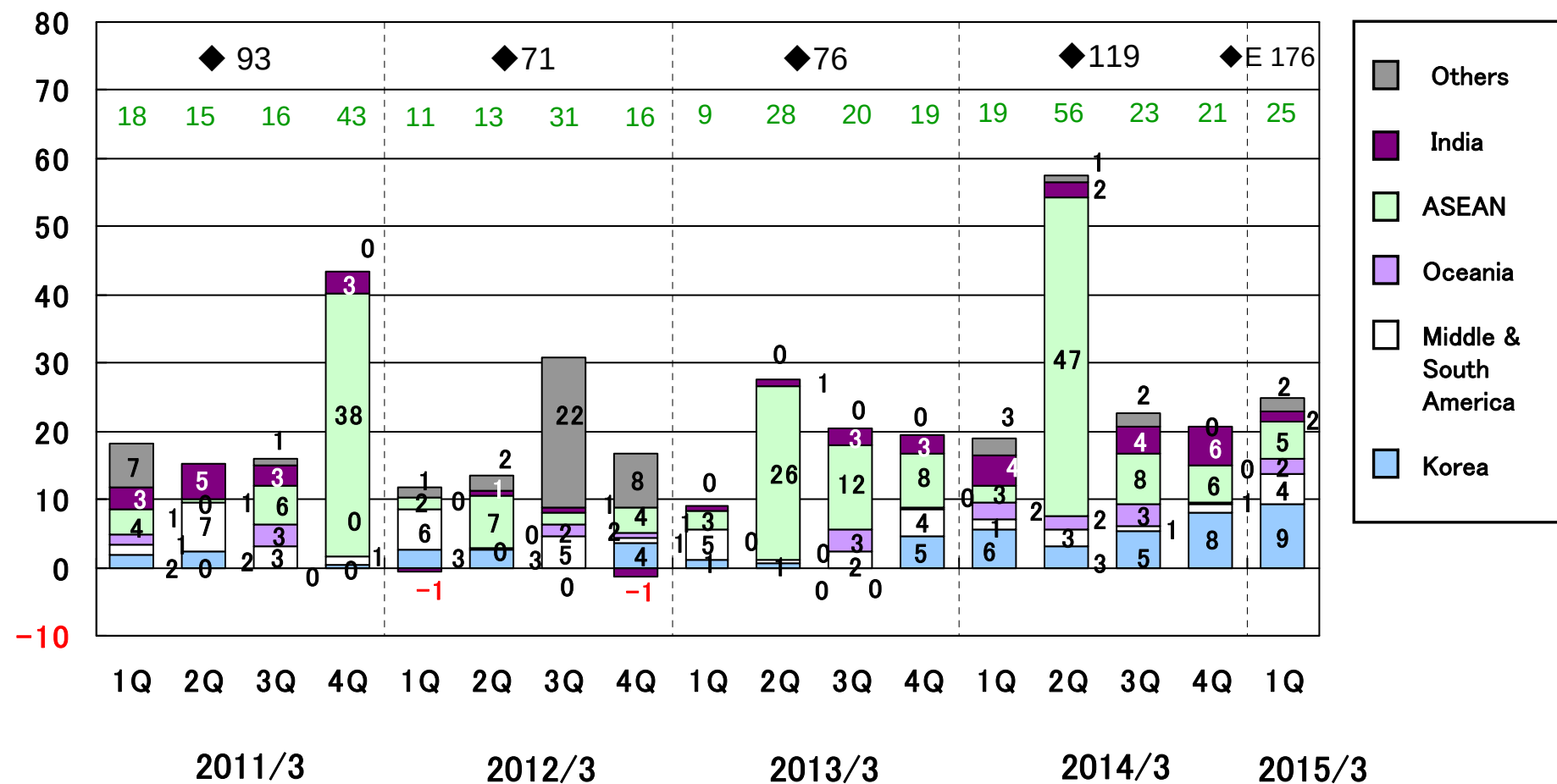




# Order Intake in Other Regions' Markets

(100 million ¥)

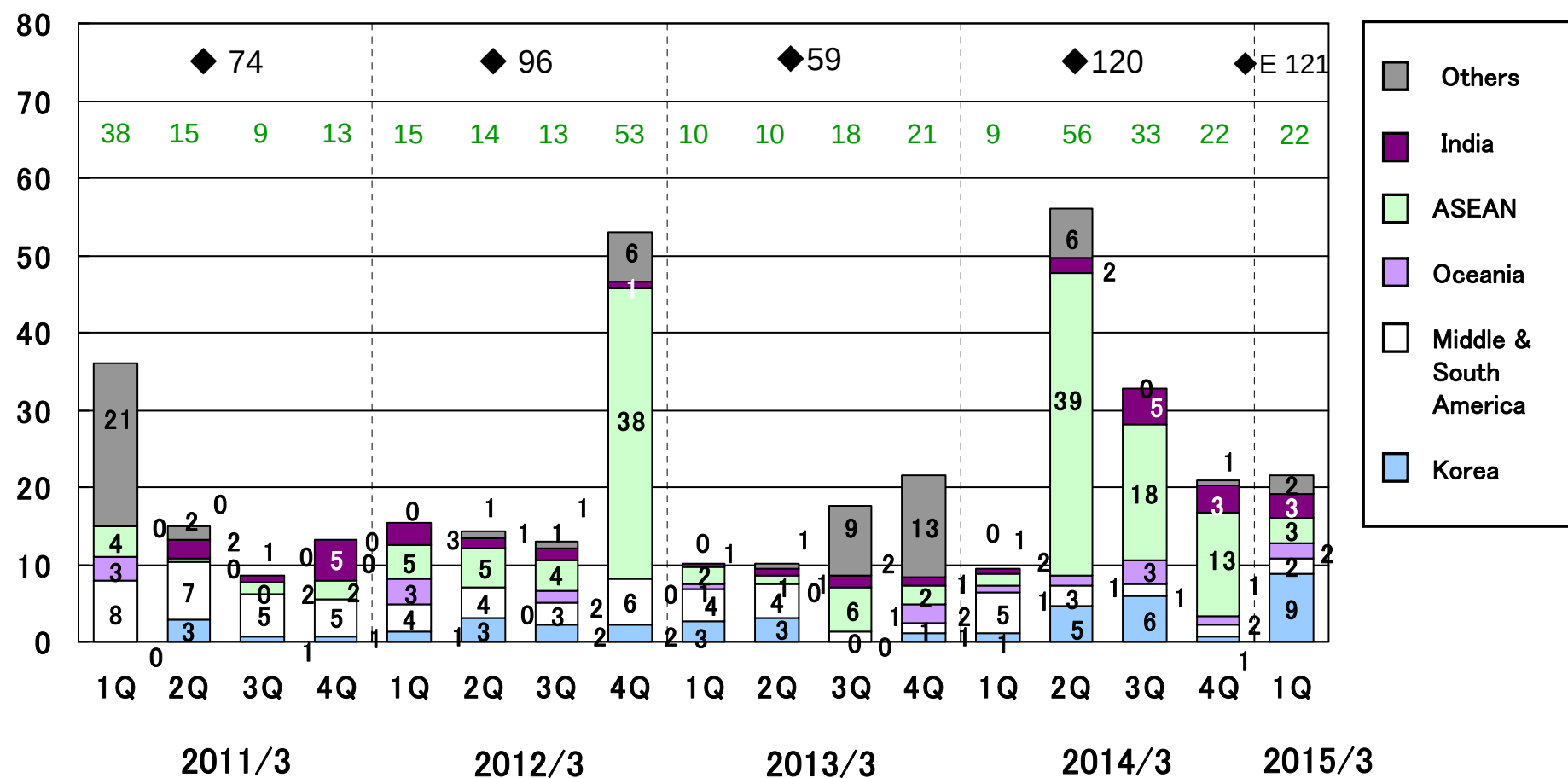
◆ Year total



# Net Sales in Other Regions' Markets

(100 million ¥)

◆ Year total



## Contact

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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.

