KOMORI

Fiscal Year 2016
Summary Result Presentation

Komori Corporation

Contents

P/L

(100 million ¥)

		FY2016 2016/3	FY2015 2015/3	Change	vs. FY2015	Budget FY2016	Change	vs. Budget
Order intake		917	916	1	100%	957	−40	96%
Net sales		953	913	41	104%	955	−2	100%
Operating income		66	65	1	102%	72	−6	92%
Ordinary income		65	78	−13	83%	71	−6	92%
Profit attributable to owners of parent		65	76	−10	86%	68	−3	96%
FOREX : Average (Yen)	US$	120.00	110.03			120.00		
	EUR	132.19	138.68			131.67		
FOREX : End of term (Yen)	US$	112.68	120.17			115.00		
	EUR	127.70	130.32			125.00		

Major Assets and Liabilities

(100 million ¥)

	Mar. 31, 2016	Mar. 31, 2015	Change
Cash and deposits	500	443	57
Notes and account receivable－trade	183	220	−37
Short-term investment securities	188	213	−25
Inventories	324	315	9
Breakdown: Merchandise and finished goods	169	139	30
Property, plant and equipment	348	340	8
Intangible assets	30	30	0
Notes and account payable－trade	188	182	6
Short-term loans payable	0	2	−2
Bonds payable	100	100	0
Long-term loans payable	0	0	0
Shareholders' equity	1,362	1,322	40
Total assets	1,882	1,846	36

Cash Flows

(100 million ¥)

	FY2016 2016/3	FY2015 2015/3	Change
Net cash provided by (used in) operating activities	119	75	45
Net cash provided by (used in) investing activities	−14	−87	73
Net cash provided by (used in) financing activities	−28	−25	−2
Cash and cash equivalents at end of period	591	516	76

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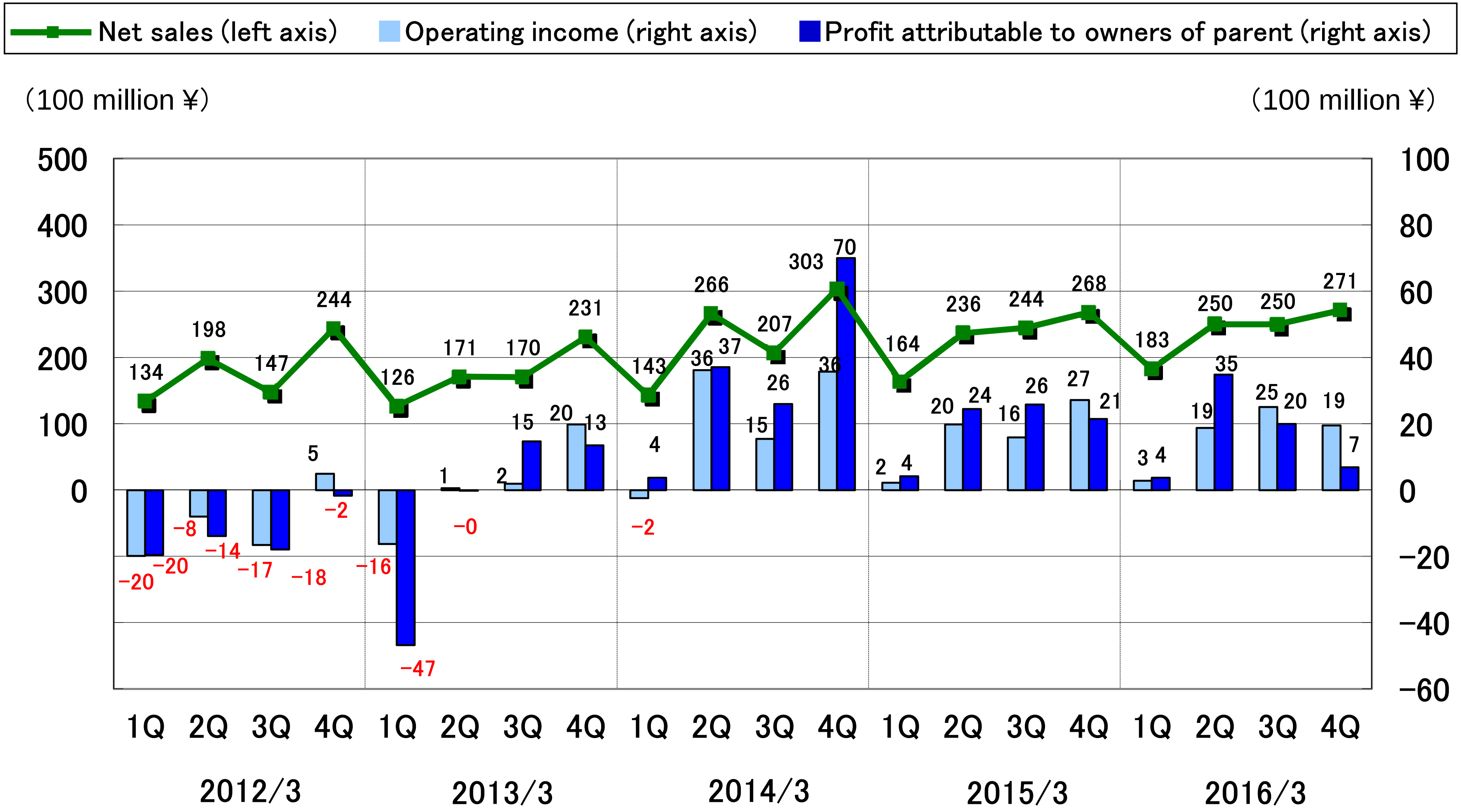
Net Sales, Operating Income and Profit attributable to owners of parent



Order Intake by Region

(100 million ¥)

	FY2016 2016/3	FY2015 2015/3	vs. FY2015	Budget FY2016	vs. Budget
Japan	398	316	126%	416	96%
North-America	101	142	71%	102	99%
(million USD)	(84)	(129)	(65%)	(85)	(99%)
Europe	166	175	95%	164	101%
(million EUR)	(125)	(126)	(99%)	(125)	(100%)
Greater China	97	135	72%	111	87%
Other Regions	156	147	106%	163	95%
Total	917	916	100%	957	96%

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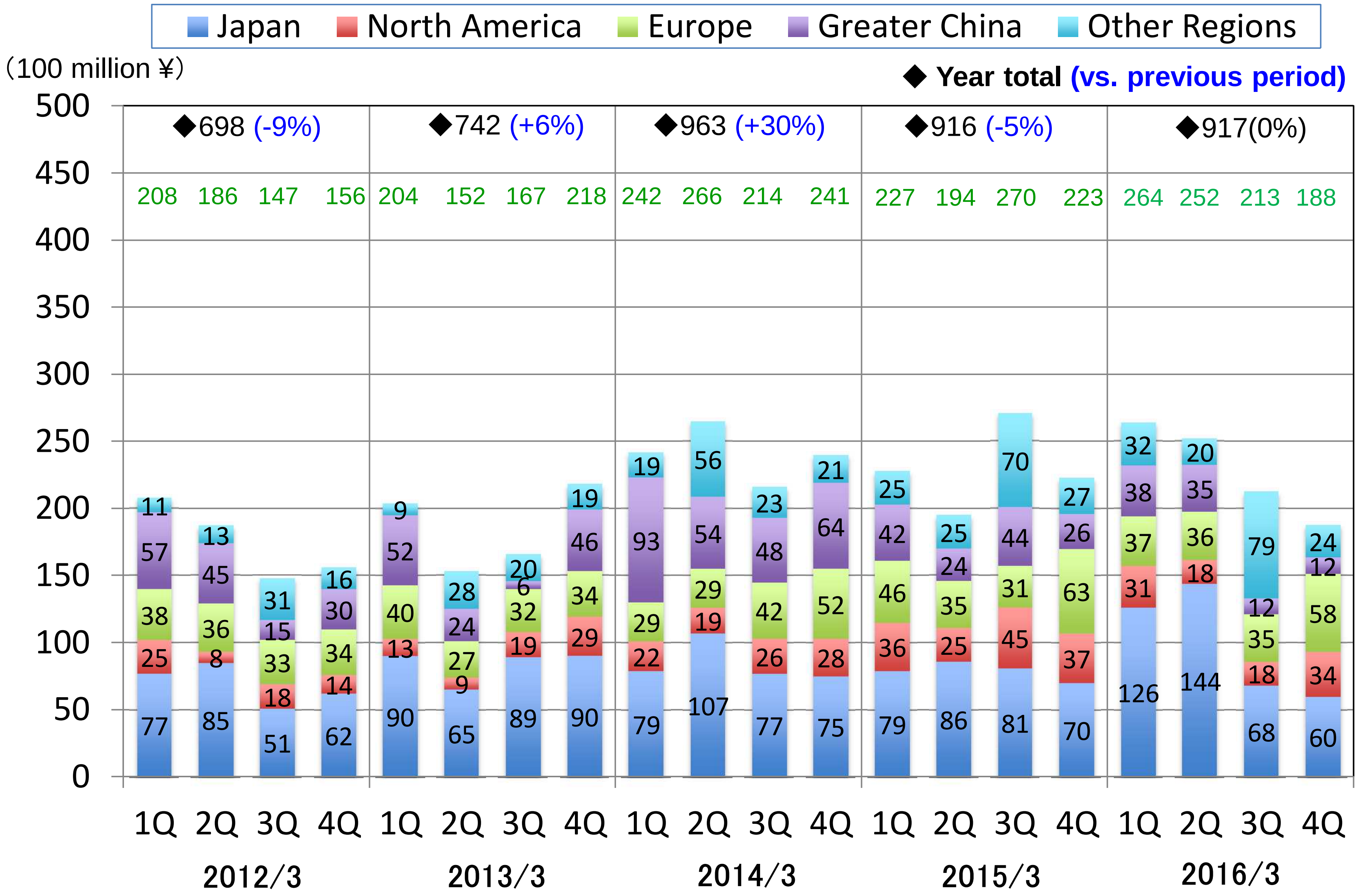
Order Intake by Region



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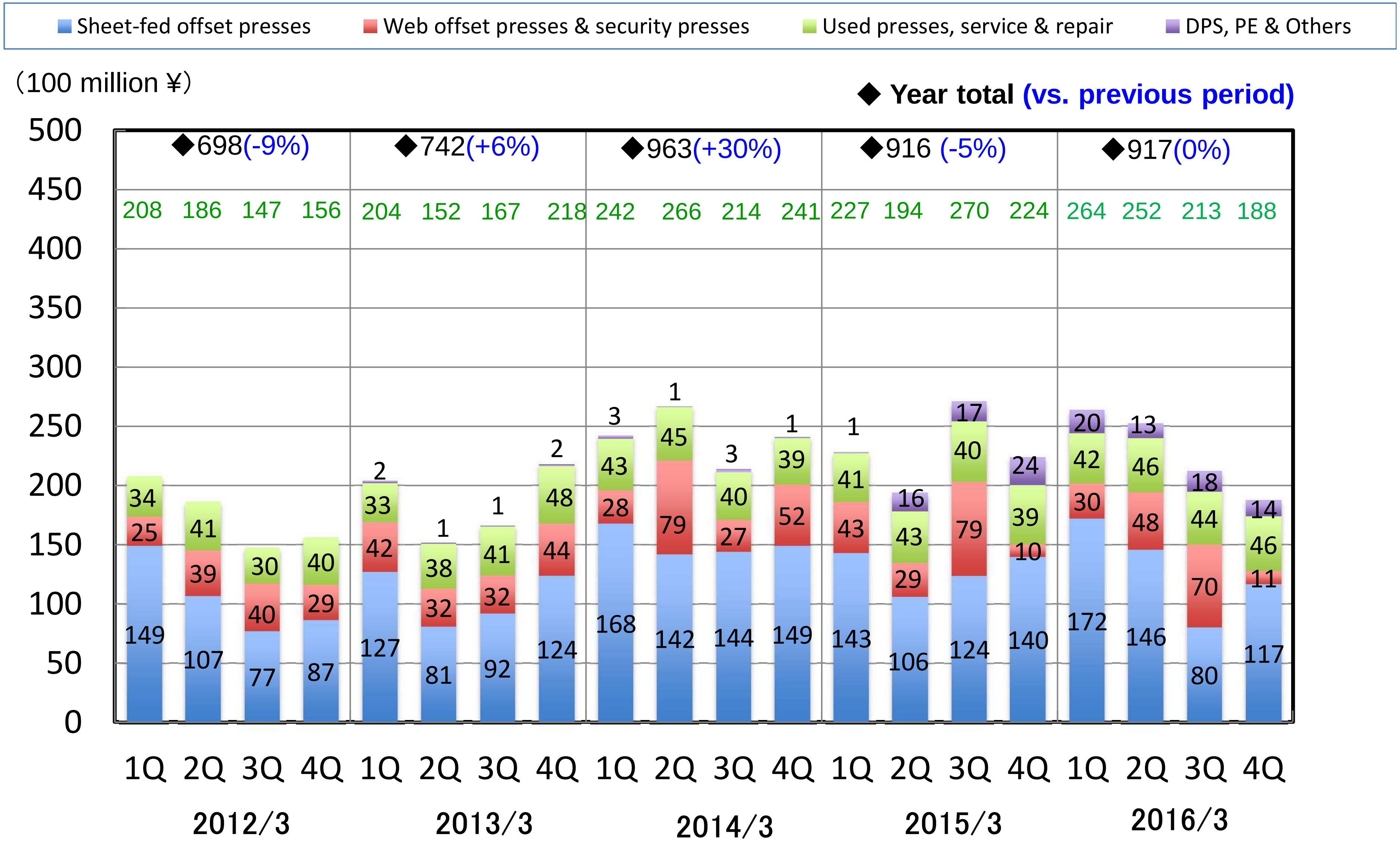
Order Intake by Model

(100 million ¥)

	FY2016 2016/3	FY2015 2015/3	vs. FY2015	Budget FY2016	VS. Budget
Sheet-fed offset presses	515	514	100%	539	95%
Web offset presses & Security presses	159	161	99%	175	91%
Used presses, service & repair	178	184	97%	176	101%
DPS, PE & Others	65	57	115%	67	97%
Total	917	916	100%	957	96%

Order Intake by Model

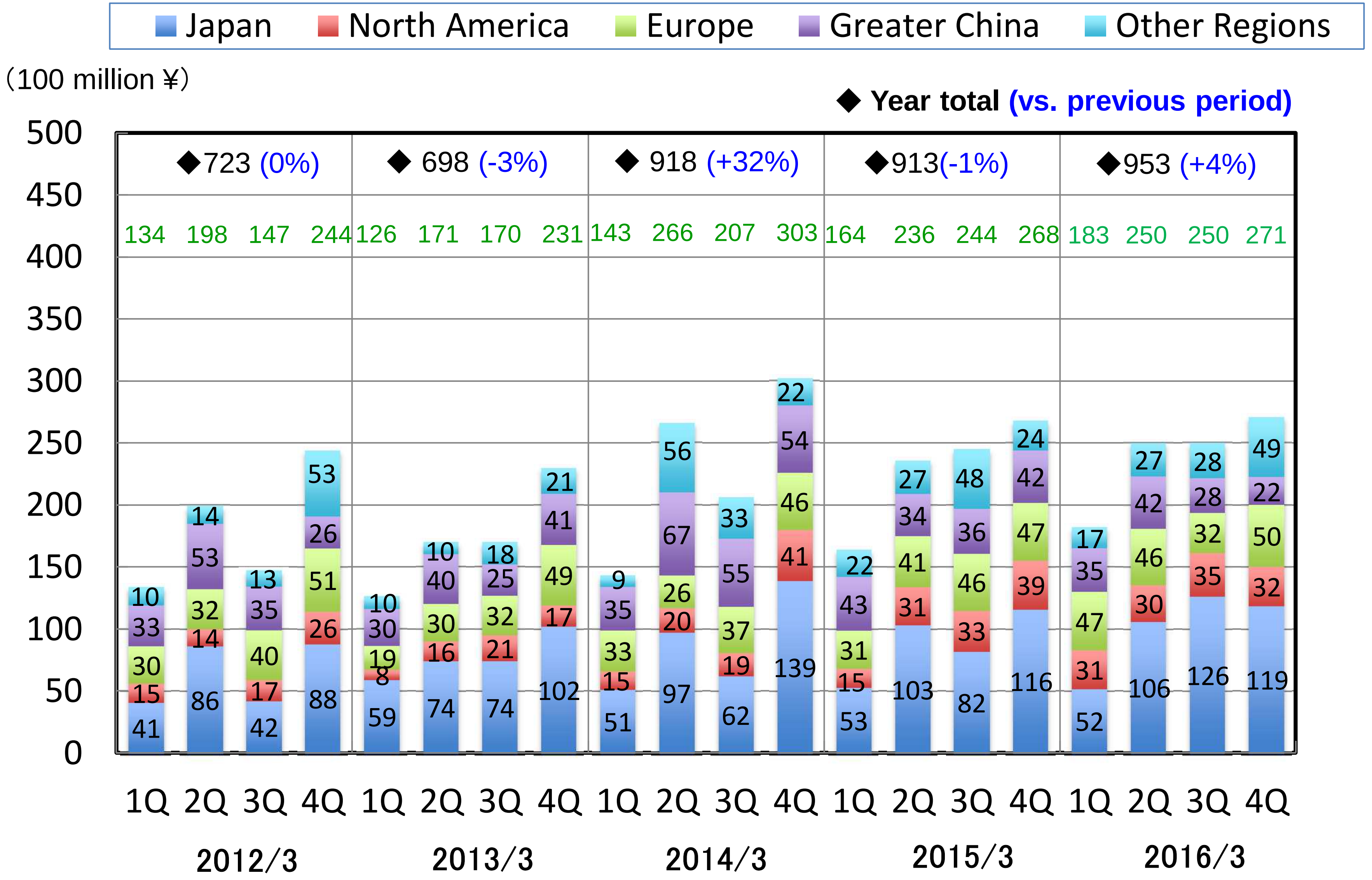


Net Sales by Region

(100 million ¥)

	FY2016 2016/3	FY2015 2015/3	vs. FY2015	Budget FY2016	vs. Budget
Japan	403	354	114%	400	101%
North-America	128	118	108%	136	94%
(million USD)	(106)	(107)	(99%)	(113)	(94%)
Europe	175	165	106%	171	102%
(million EUR)	(132)	(119)	(111%)	(130)	(101%)
Greater China	127	155	82%	132	96%
Other Regions	121	121	100%	115	105%
Total	953	913	104%	955	100%

Net Sales by Region



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Net Sales by Model

(100 million ¥)

	FY2016 2016/3	FY2015 2015/3	vs. FY2015	Budget FY2016	VS. Budget
Sheet-fed offset presses	556	522	107%	553	101%
Web offset presses & Security presses	146	160	91%	158	92%
Used presses, service & repair	182	171	106%	176	103%
DPS, PE & Others	69	60	115%	69	101%
Total	953	913	104%	955	100%

Sales of PESP included above	209	193	108%

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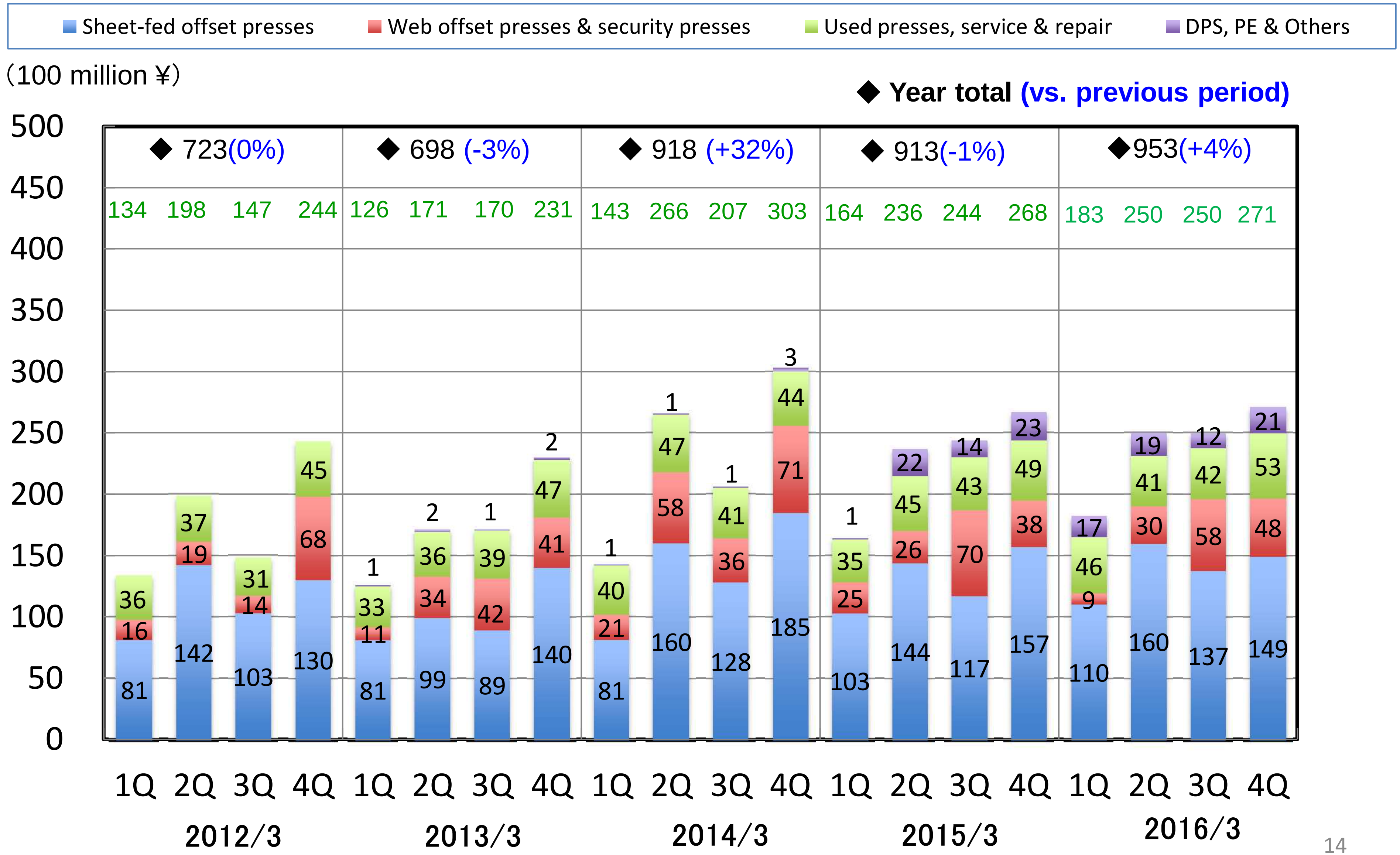
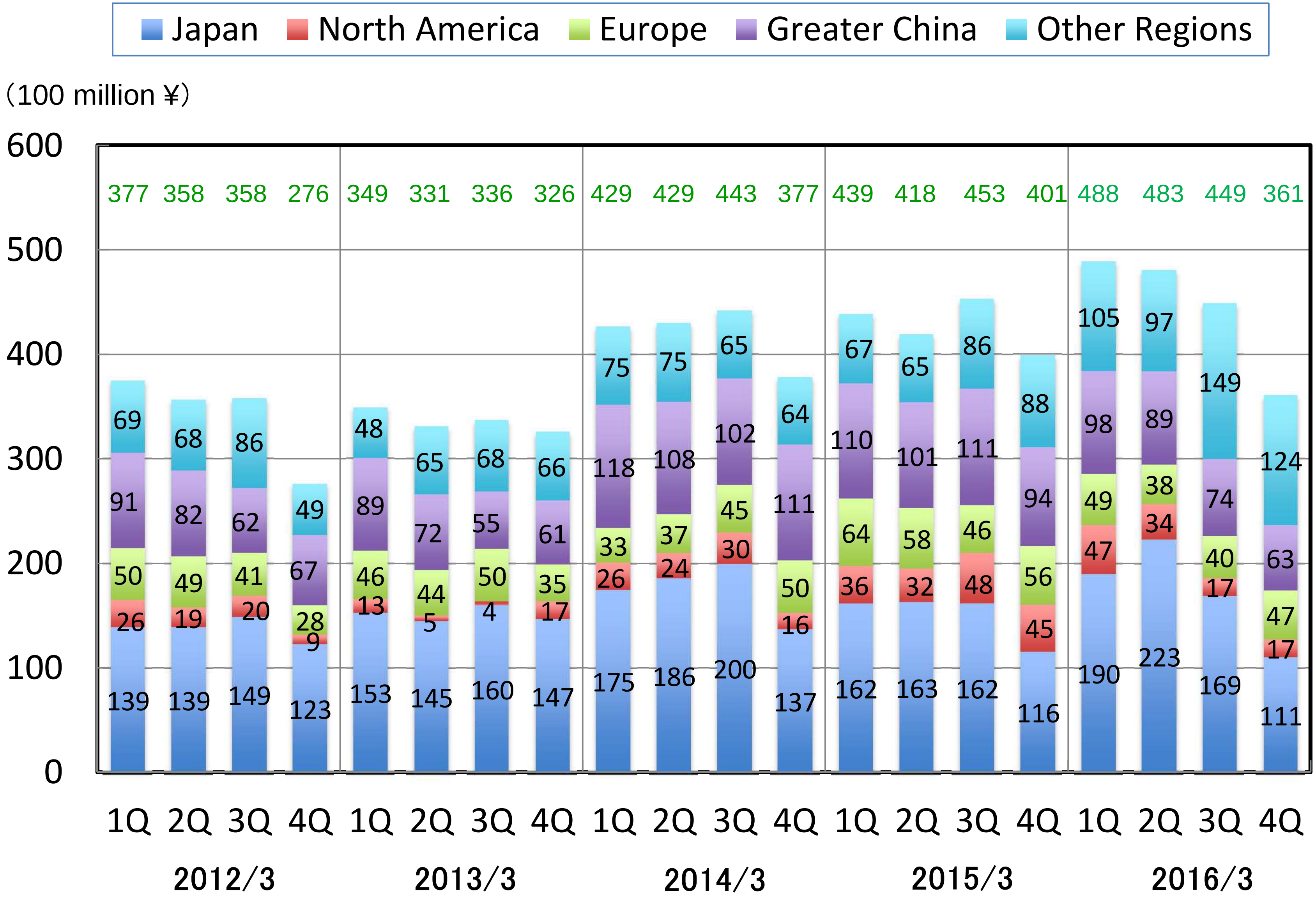
Net Sales by Model



Order Backlog



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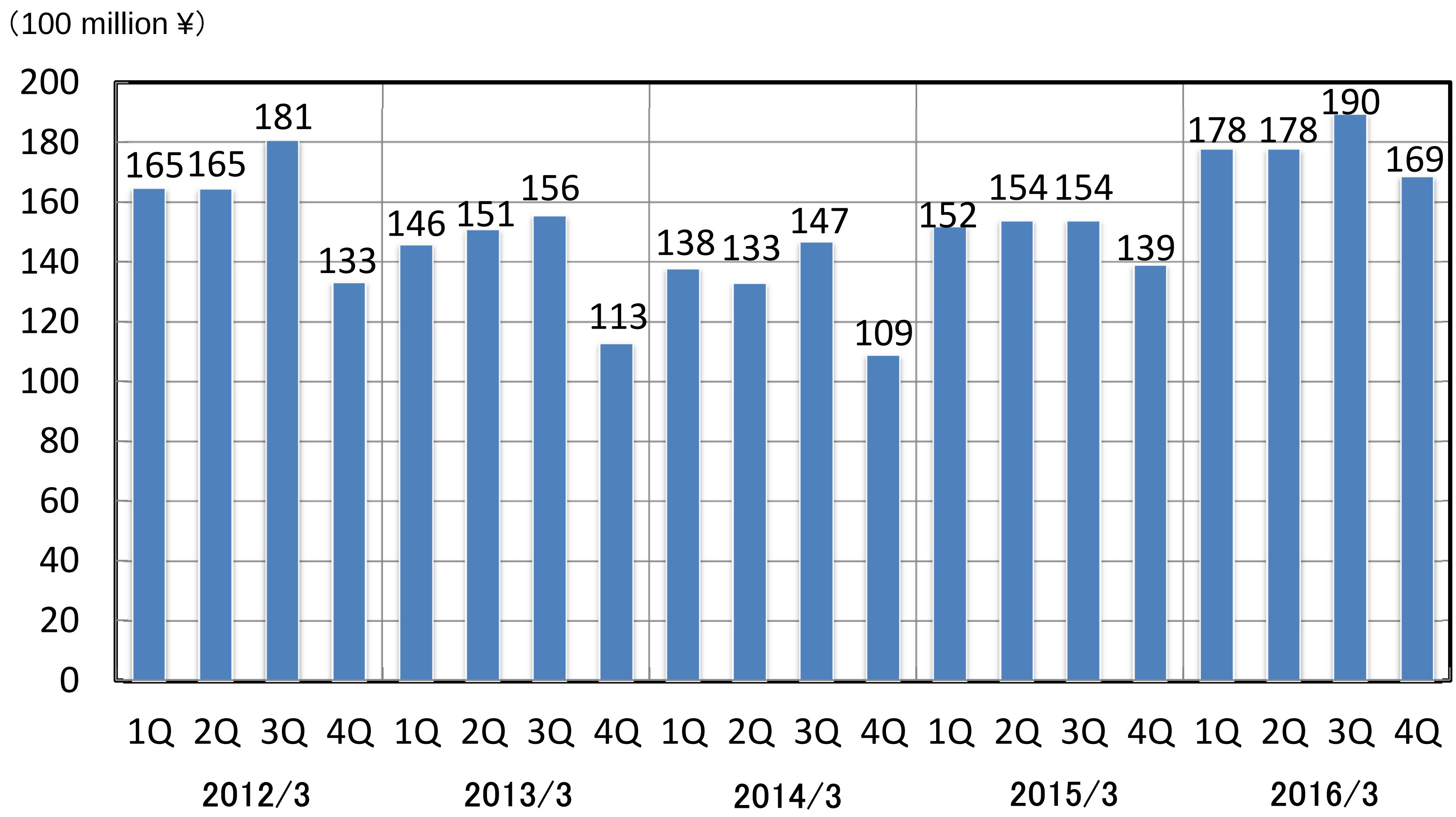
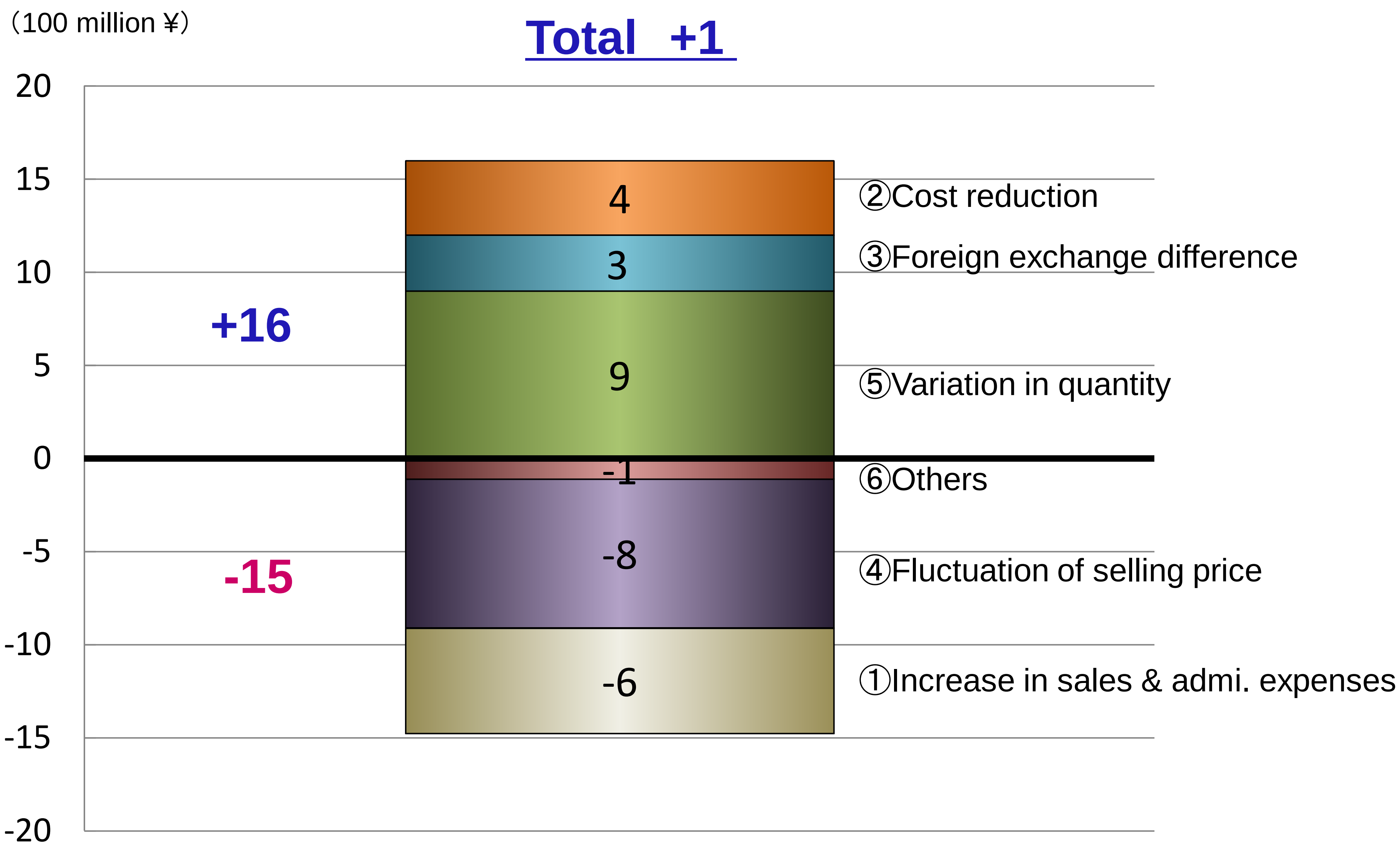
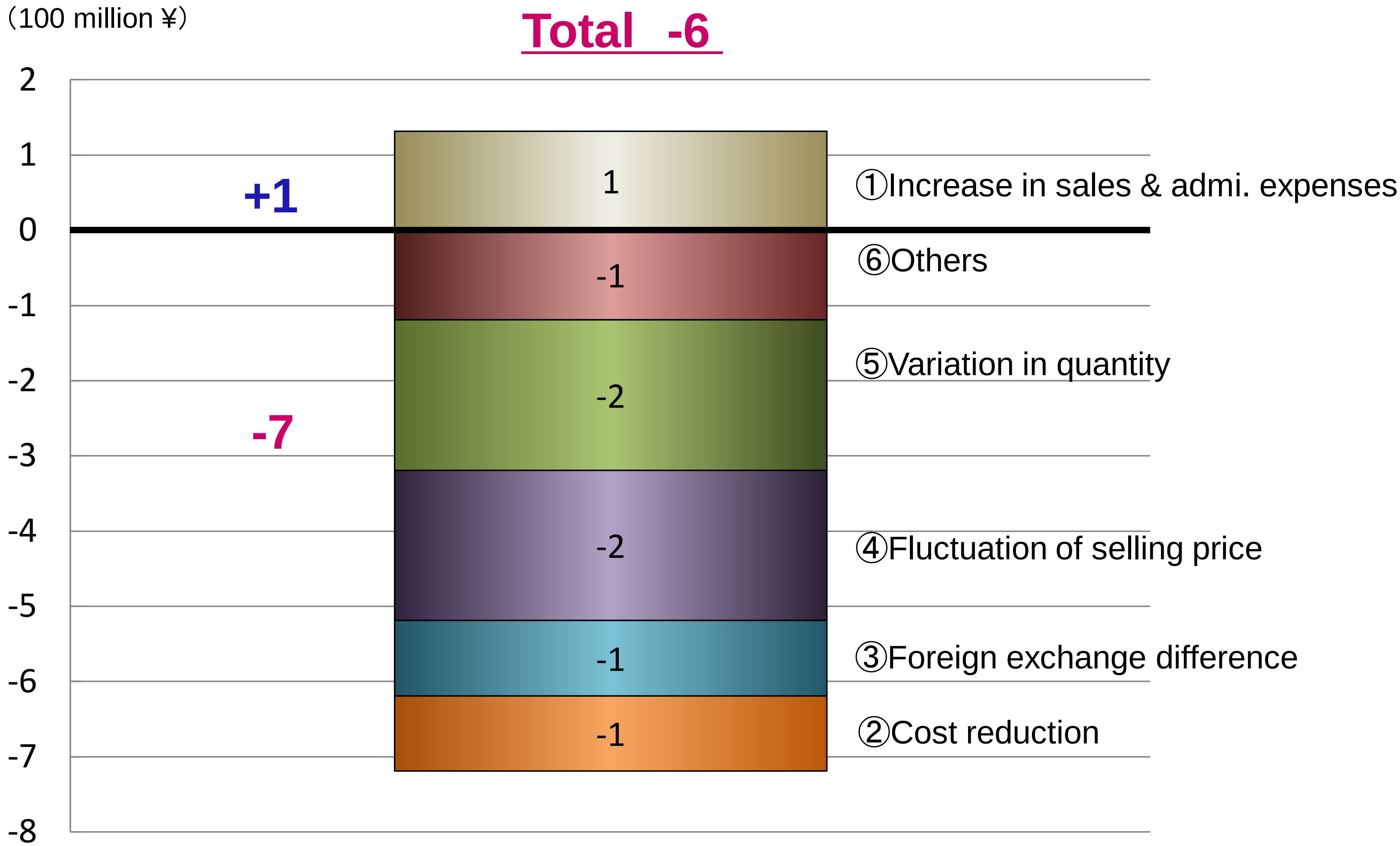
Inventories（Finished Goods, Cost of Sales）



Analysis of Operating Income for FY2016 (vs. FY2015)



Analysis of Operating Income for FY2016 (vs. Budget)



Forecast

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Forecast of Result of Operations for FY2017

(100 million ¥)

		1H		2H		Year total			
		Budget FY2017	vs. FY2016	Budget FY2017	vs. FY2016	Budget FY2017	FY2016	Change	vs. FY2016
Order intake		527	102%	476	119%	1,003	917	86	109%
Net sales		412	95%	563	108%	975	953	22	102%
Operating income		3	14%	49	110%	52	66	−14	79%
Ordinary income		1	4%	49	133%	50	65	−15	77%
Profit attributable to owners of parent		1	3%	39	145%	40	65	−25	61%
FOREX : Average (Yen)	US$	110.00		110.00		110.00	120.00		
	EUR	120.00		120.00		120.00	132.19		
FOREX : End of term (Yen)	US$	110.00		110.00		110.00	112.68		
	EUR	120.00		120.00		120.00	127.70		

Forecast of Order Intake by Region

(100 million ¥)

	1H		2H		Year total			
	Budget FY2017	vs. FY2016	Budget FY2017	vs. FY2016	Budget FY2017	FY2016	Change	vs. FY2016
Japan	217	80%	216	169%	433	398	35	109%
North-America	66	133%	64	125%	130	101	29	129%
(million USD)	(60)	(147%)	(58)	(135%)	(118)	(84)	(34)	(141%)
Europe	95	131%	92	99%	187	166	21	113%
(million EUR)	(79)	(147%)	(77)	(107%)	(156)	(125)	(31)	(124%)
Greater China	52	71%	44	181%	96	97	-1	99%
Other Regions	97	187%	60	58%	157	156	1	101%
Total	527	102%	476	119%	1,003	917	86	109%

Forecast of Order Intake by Model

(100 million ¥)

	1H		2H		Year total			
	Budget FY2017	vs. FY2016	Budget FY2017	vs. FY2016	Budget FY2017	FY2016	Change	vs. FY2016
Sheet-fed offset presses	253	80%	258	131%	511	515	-4	99%
Web offset presses & Security presses	114	146%	48	59%	162	159	3	102%
Used presses, service & repair	94	107%	100	111%	194	178	16	109%
DPS, PE & Others	66	201%	70	217%	136	65	71	209%
Total	527	102%	476	119%	1,003	917	86	109%

Forecast of Net Sales by Region

(100 million ¥)

	1H		2H		Year total			
	Budget FY2017	vs. FY2016	Budget FY2017	vs. FY2016	Budget FY2017	FY2016	Change	vs. FY2016
Japan	170	107%	236	96%	406	403	3	101%
North-America	45	75%	79	118%	124	128	-4	97%
(million USD)	(41)	(82%)	(72)	(127%)	(113)	(106)	(6)	(106%)
Europe	86	93%	96	117%	182	175	7	104%
(million EUR)	(72)	(104%)	(80)	(127%)	(152)	(132)	(20)	(115%)
Greater China	55	71%	60	120%	115	127	-12	90%
Other Regions	56	127%	92	120%	148	121	27	122%
Total	412	95%	563	108%	975	953	22	102%

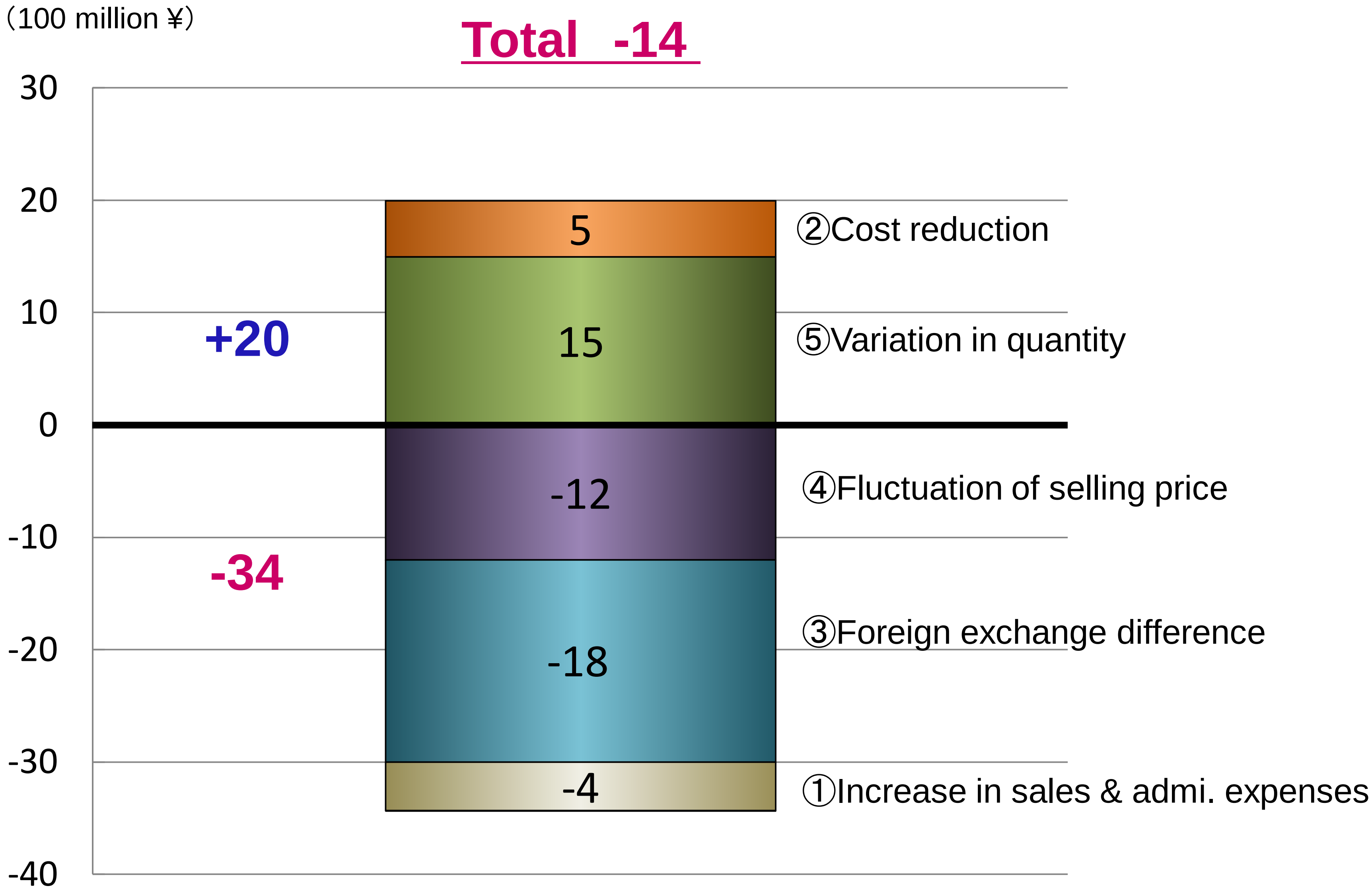
Forecast of Net Sales by Model

(100 million ¥)

	1H		2H		Year total			
	Budget FY2017	vs. FY2016	Budget FY2017	vs. FY2016	Budget FY2017	FY2016	Change	vs. FY2016
Sheet-fed offset presses	233	86%	260	91%	493	556	-63	89%
Web offset presses & Security presses	38	96%	130	123%	168	146	22	115%
Used presses, service & repair	90	103%	97	103%	187	182	5	103%
DPS, PE & Others	51	143%	76	226%	127	69	58	183%
Total	412	95%	563	108%	975	953	22	102%

Sales of PESP included above		229	209	21	110%

Analysis of Operating Income for FY2017 (vs. FY2016)



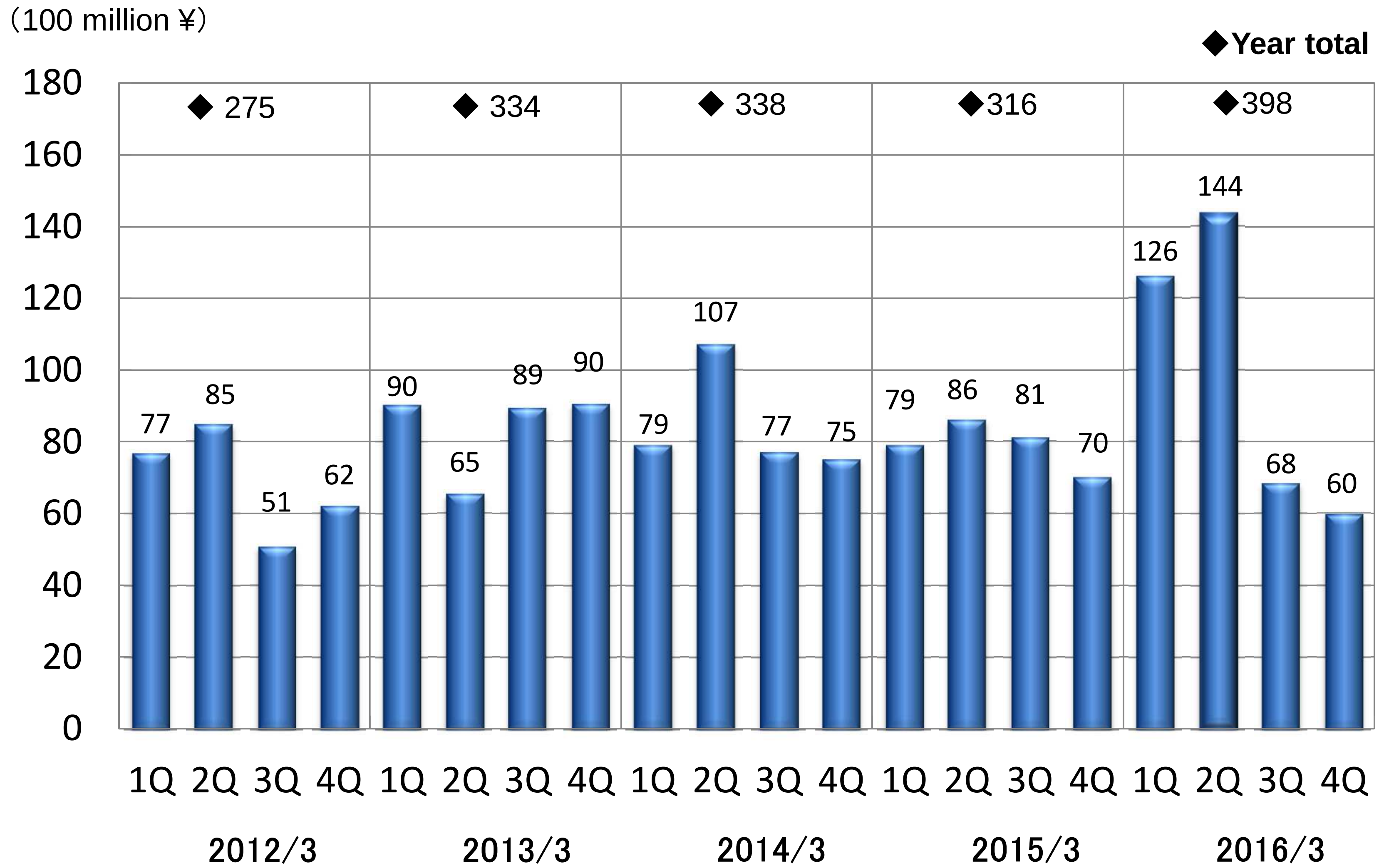
Capex, Depreciation and Amortization, R&D etc.

(million ¥)

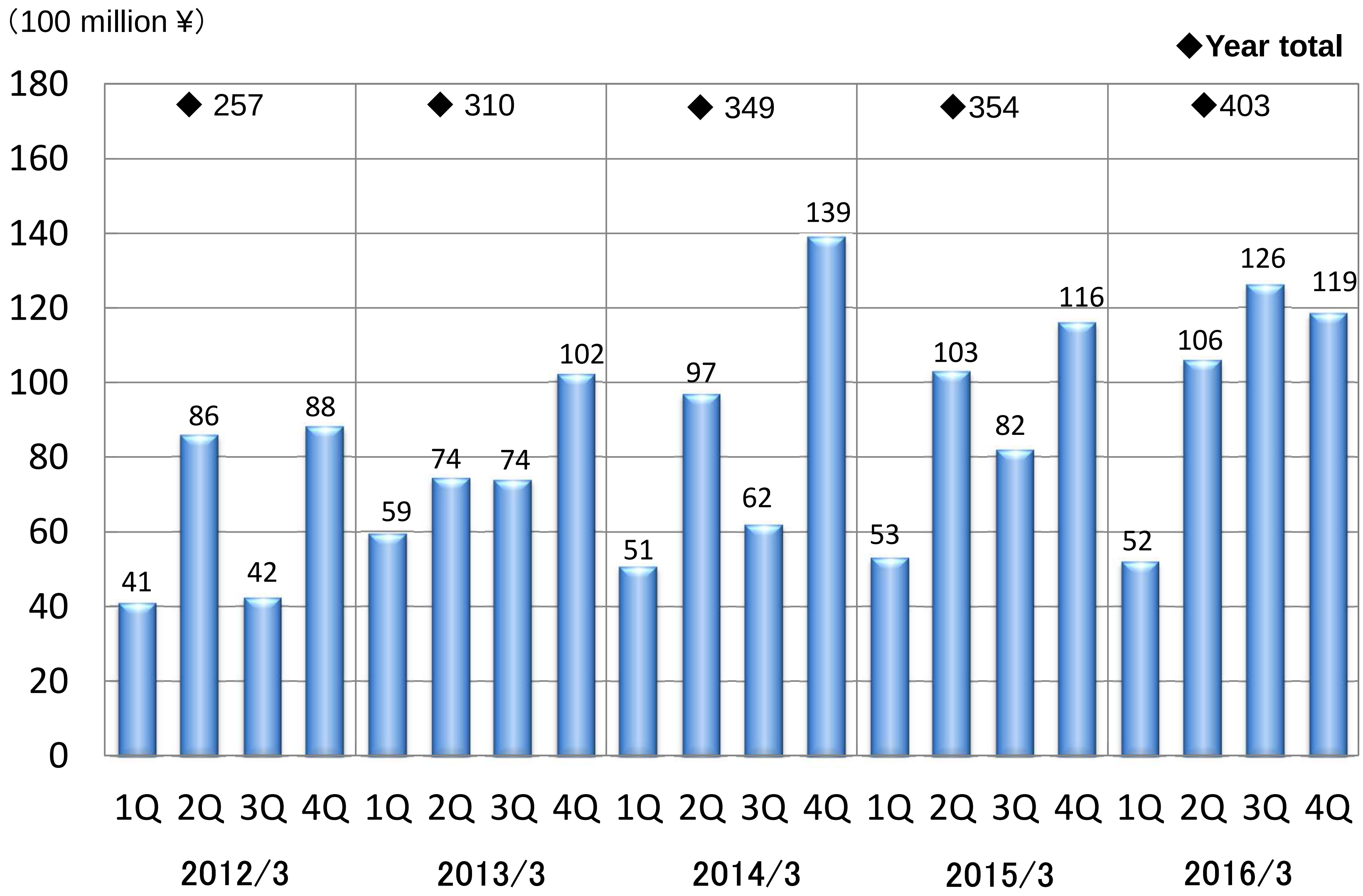
	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017 Forecast
Number of employees	2,104	1,814	1,784	2,106	2,189	2,200
Personnel expenses	16,757	14,892	16,972	19,796	20,495	20,200
Capital expenditures	692	1,881	1,367	2,116	3,126	2,000
Depreciation and amortization	2,849	2,251	2,172	1,860	2027	2,100
R&D expenses	4,830	3,806	4,184	5,123	4,975	4,600
(% to net sales)	(6.7%)	(5.5%)	(4.6%)	(5.6%)	(5.2%)	(4.7%)

Appendix: Detailed Order Intake and Net Sales by Region

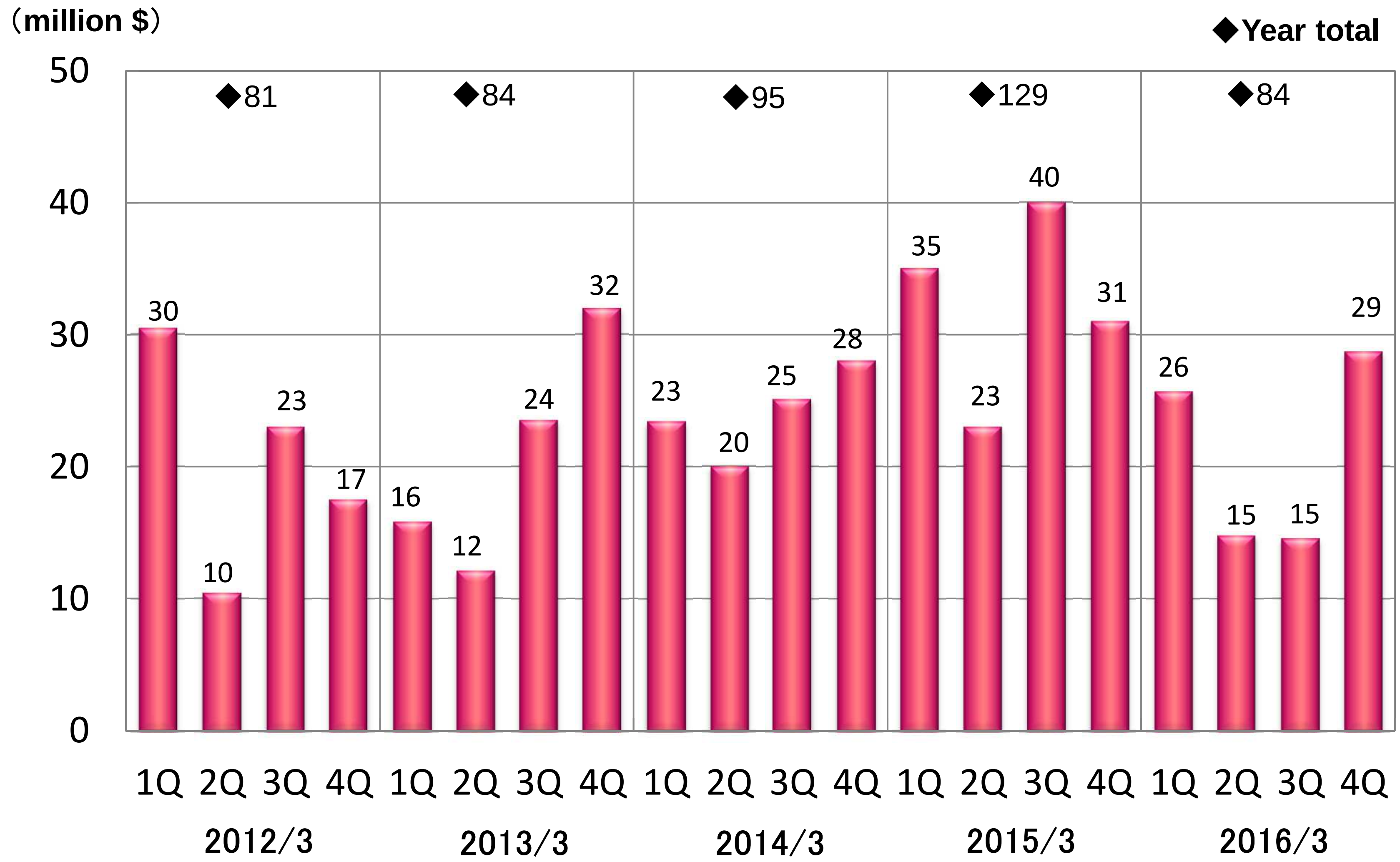
Order Intake in Japanese Market



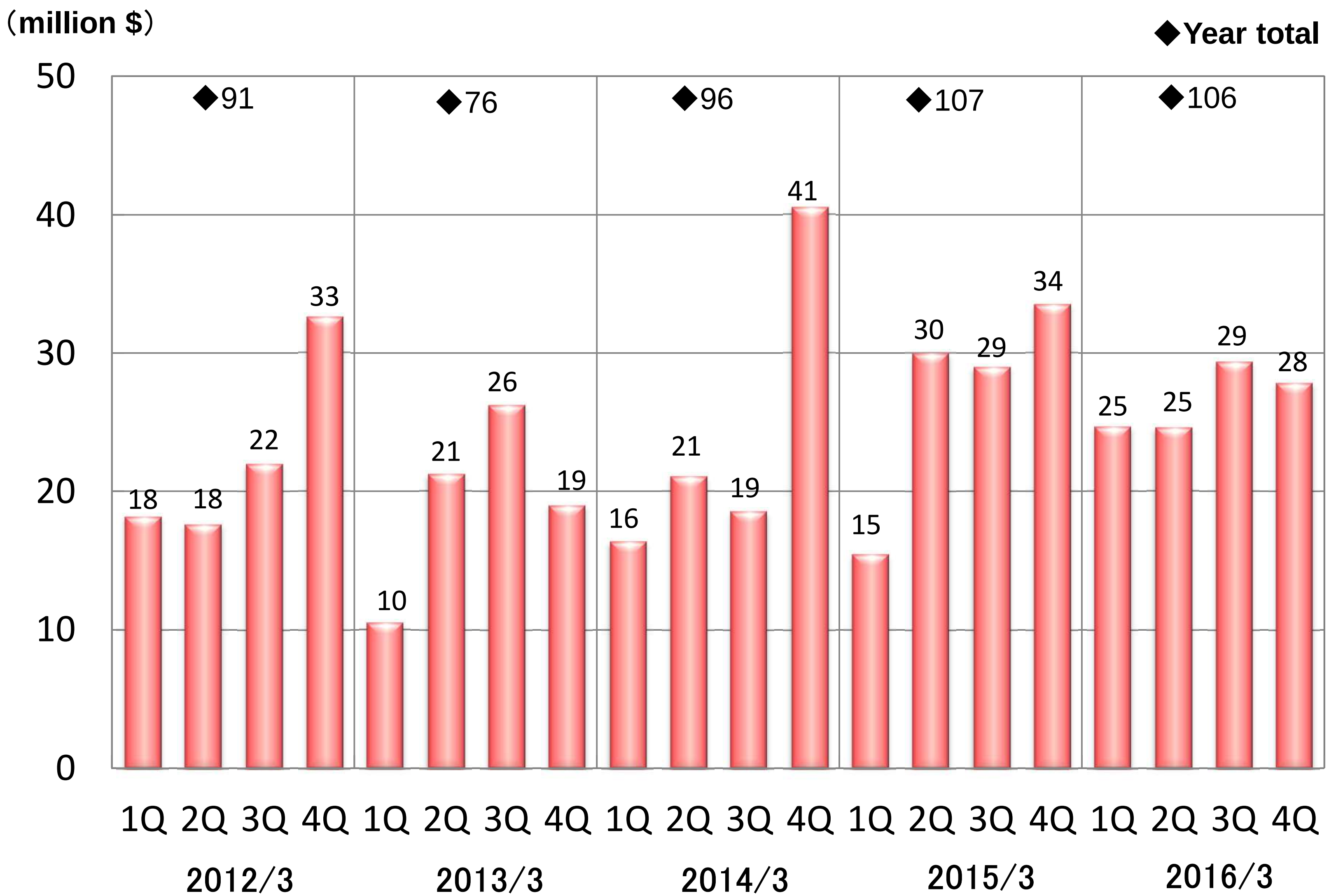
Net Sales in Japanese Market



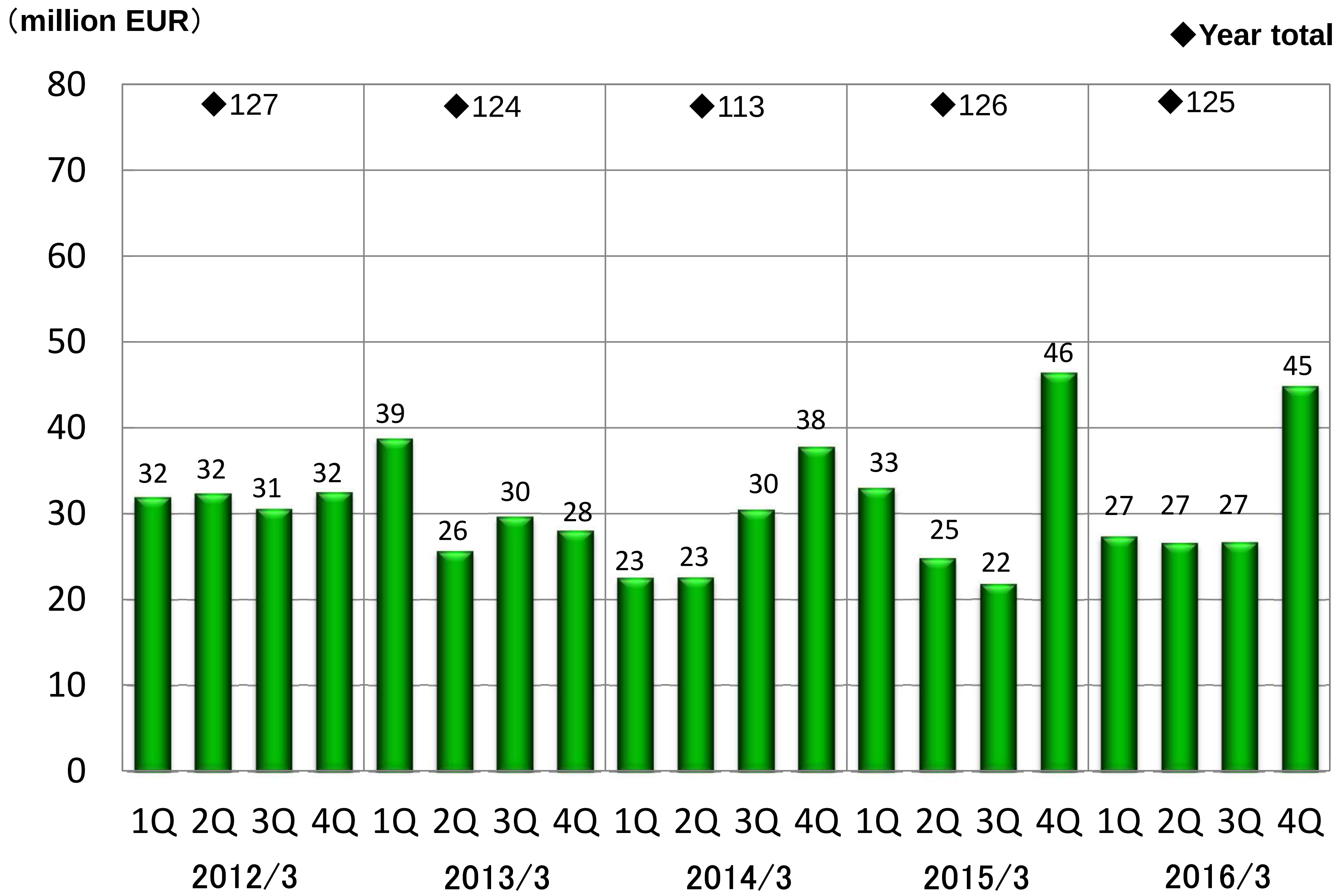
Order Intake in North American Market



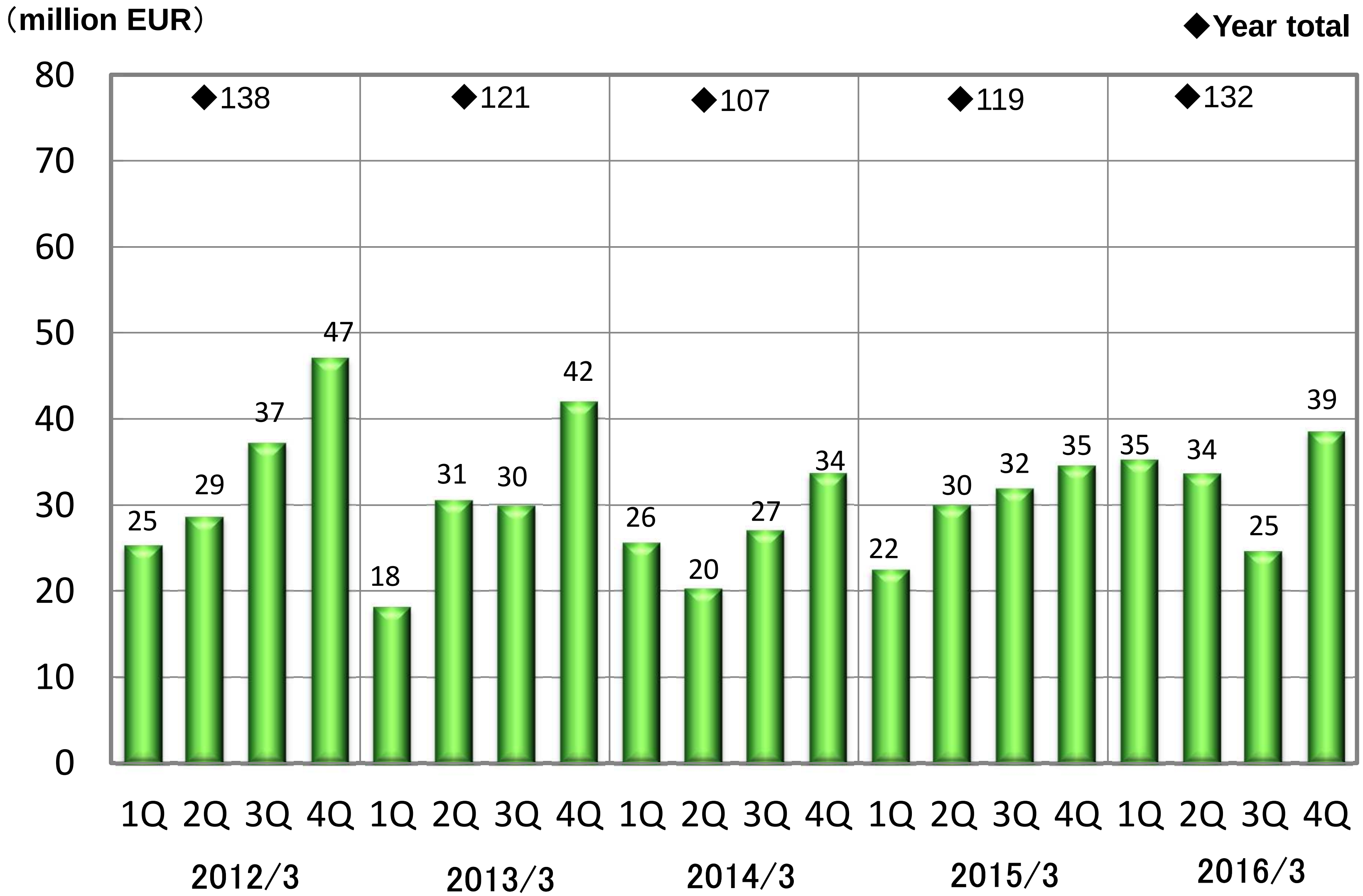
Net Sales in North American Market



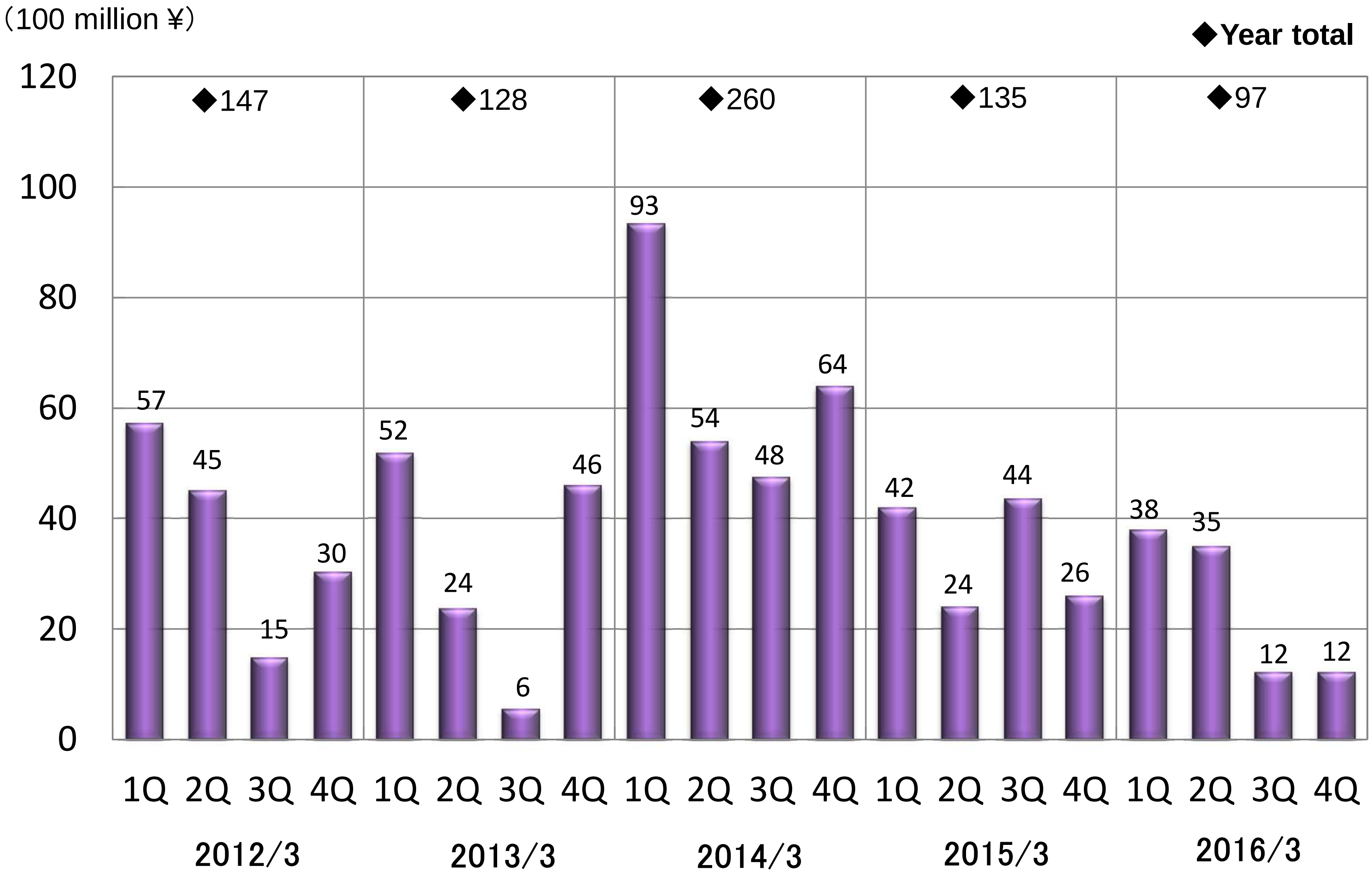
Order Intake in European Market



Net Sales in European Market



Order Intake in Chinese Market



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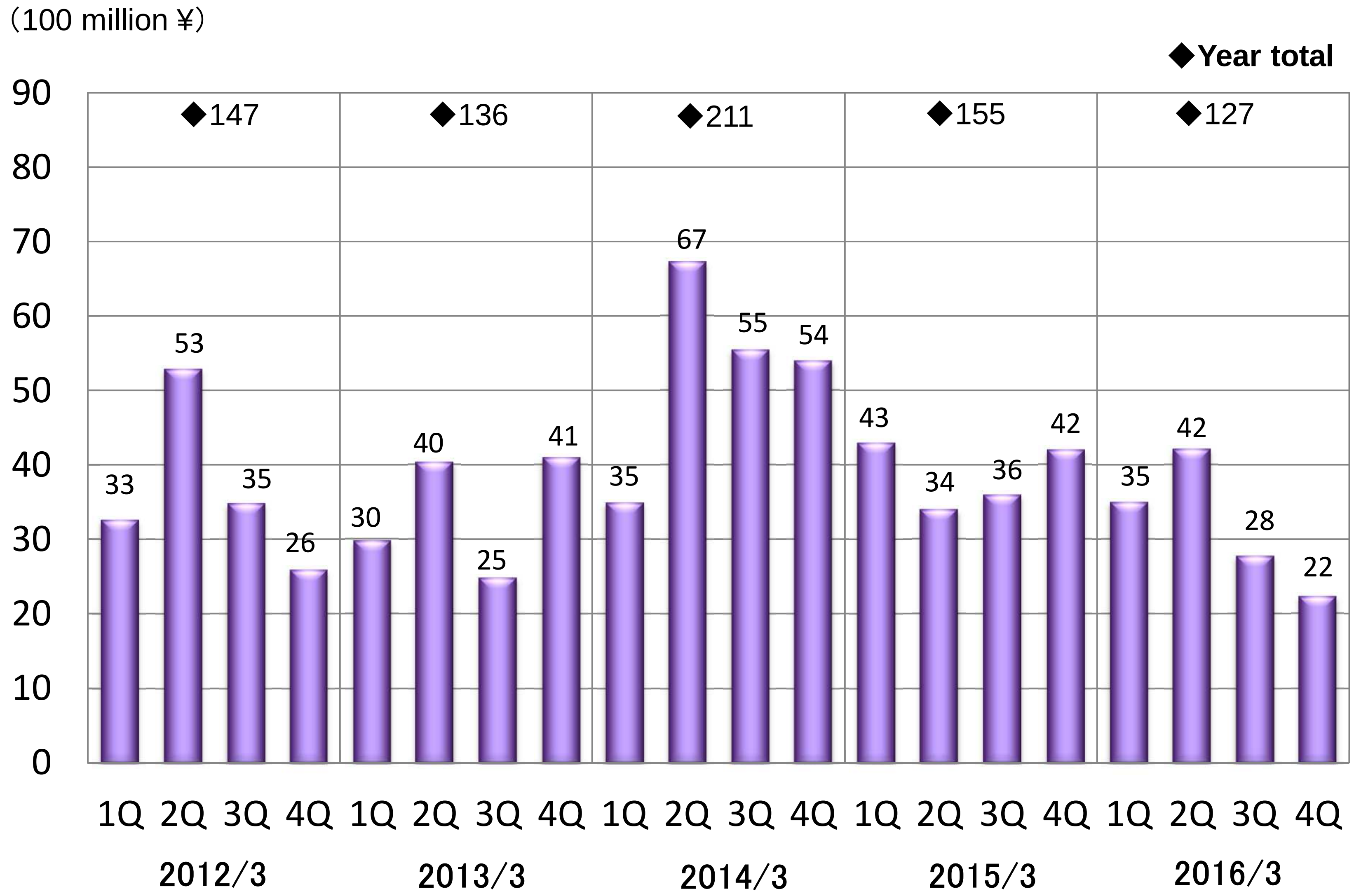
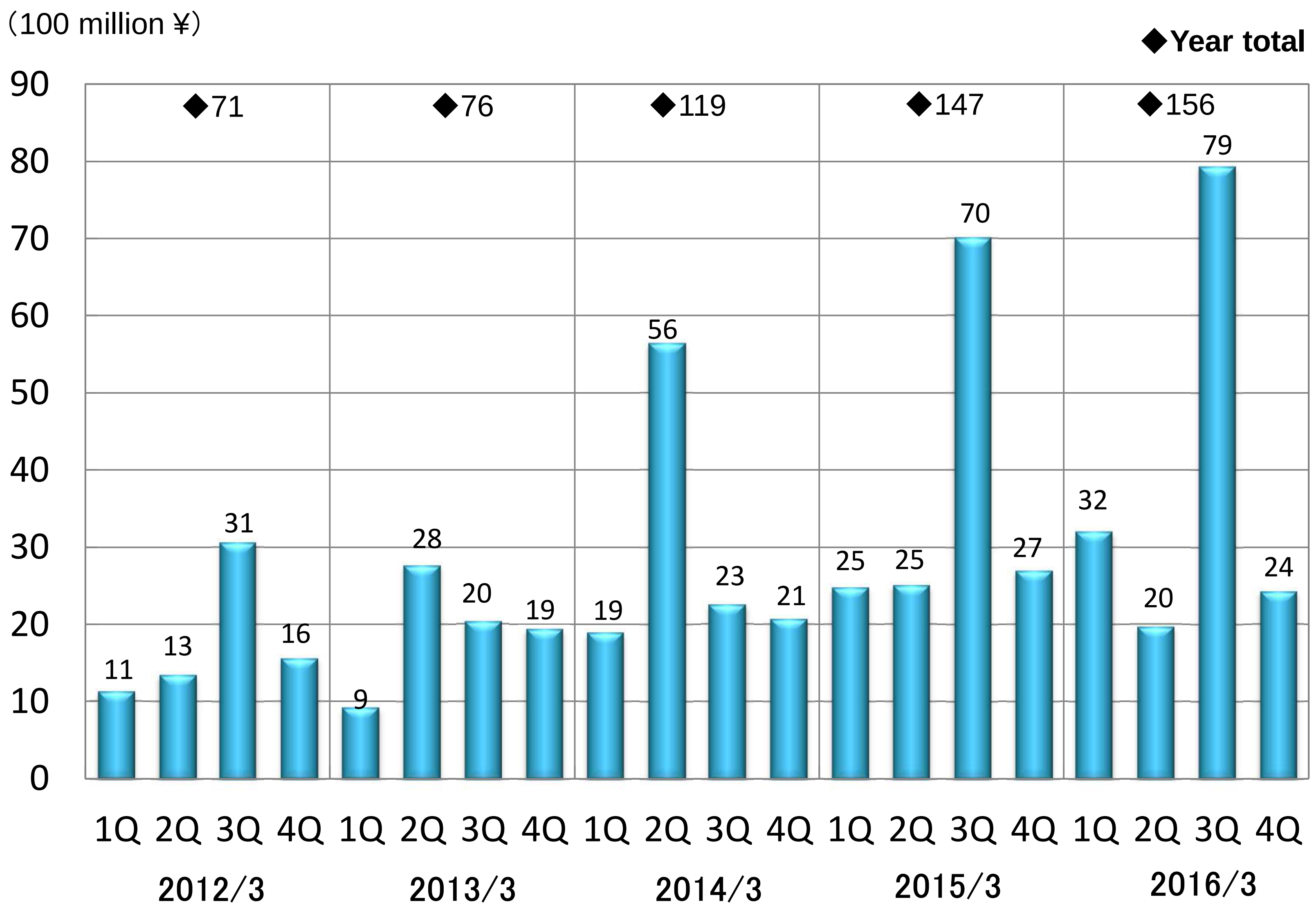
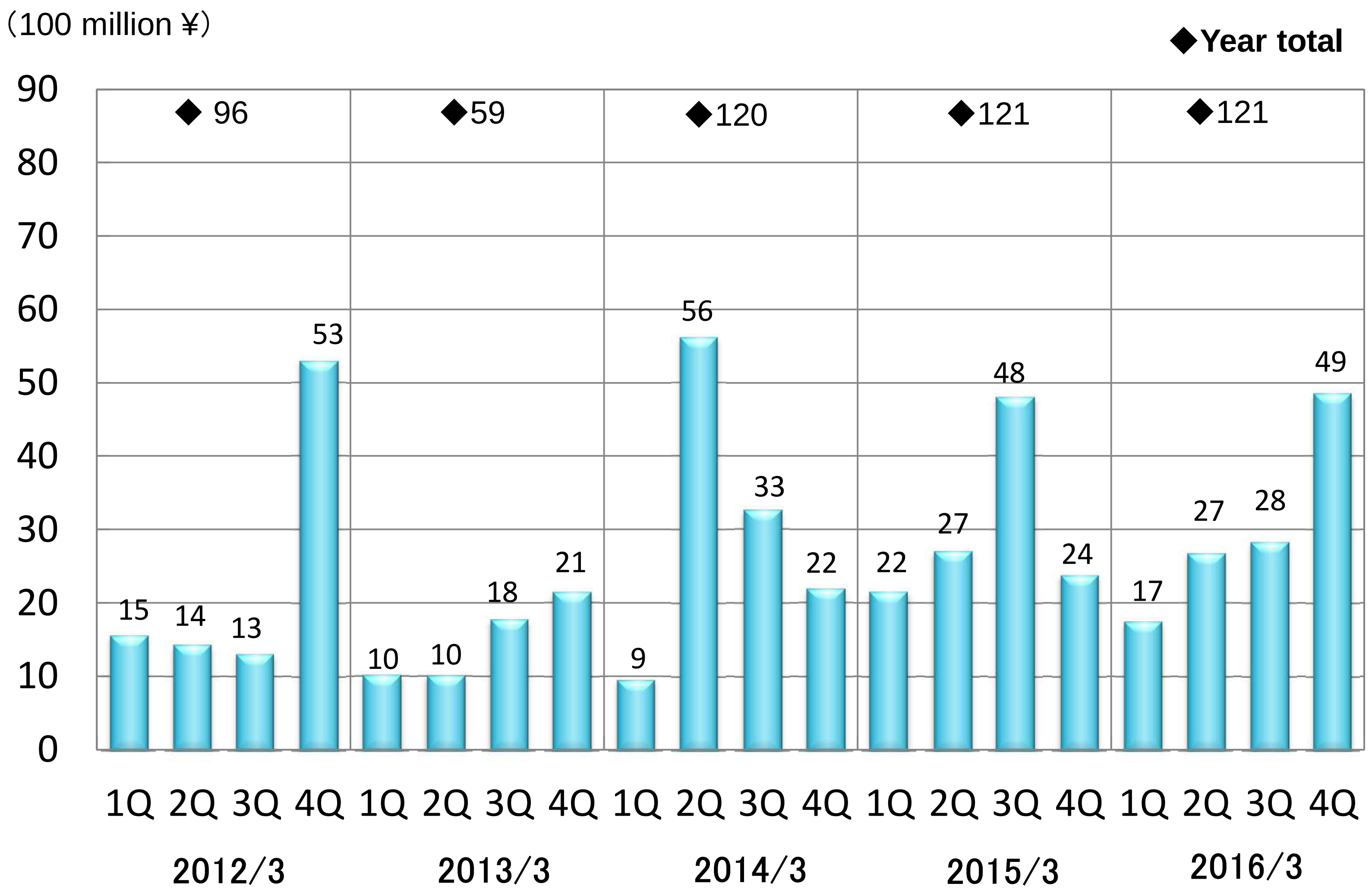
Net Sales in Chinese Market



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



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.

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