Fiscal Year 2018
Summary Result Presentation

Komori Corporation

Contents

P/L

(100 million ¥)

		FY2018 2018/3	FY2017 2017/3	Change	vs. FY2017	Budget FY2018	Change	vs. Budget
Order intake		884	896	−12	99%	900	−16	98%
Net sales		942	866	76	109%	940	2	100%
Operating income		37	17	20	218%	19	18	196%
Ordinary income		44	14	30	309%	23	21	192%
Profit attributable to owners of parent		31	7	24	468%	19	12	162%
FOREX : Average (Yen)	US$	110.81	109.18			110.24		
	EUR	129.45	119.54			127.76		
FOREX : End of term (Yen)	US$	106.24	112.19			105.00		
	EUR	130.52	119.79			125.00		

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Major Assets and Liabilities

(100 million ¥)

	Mar. 31, 2018	Mar. 31, 2017	Change
Cash and deposits	431	407	24
Notes and account receivable－trade	266	221	45
Short-term investment securities	207	187	20
Inventories	278	316	−38
Breakdown: Merchandise and finished goods	118	156	−38
Property, plant and equipment	328	338	−10
Intangible assets	21	25	−4
Notes and account payable－trade	189	176	12
Short-term loans payable	2	0	2
Bonds payable	100	100	0
Long-term loans payable	0	0	0
Shareholders’ equity	1,302	1,294	7
Total assets	1,825	1,801	24

Cash Flows

(100 million ¥)

	FY2018 2018/3	FY2017 2017/3	Change
Net cash provided by (used in) operating activities	61	−8	69
Net cash provided by (used in) investing activities	3	43	−40
Net cash provided by (used in) financing activities	−23	−77	53
Cash and cash equivalents at end of period	588	547	42

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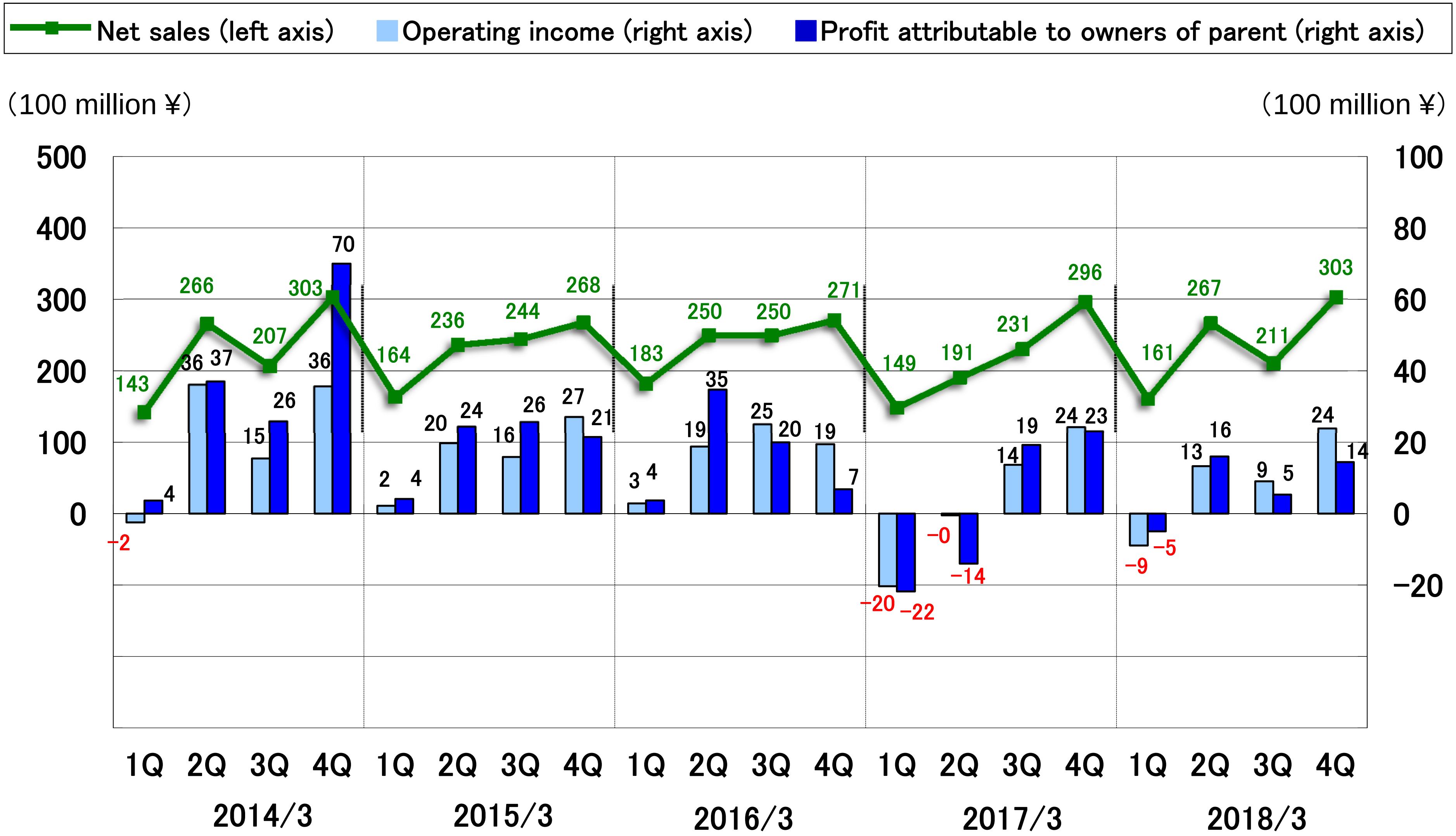
Net Sales, Operating Income and Profit attributable to owners of parent



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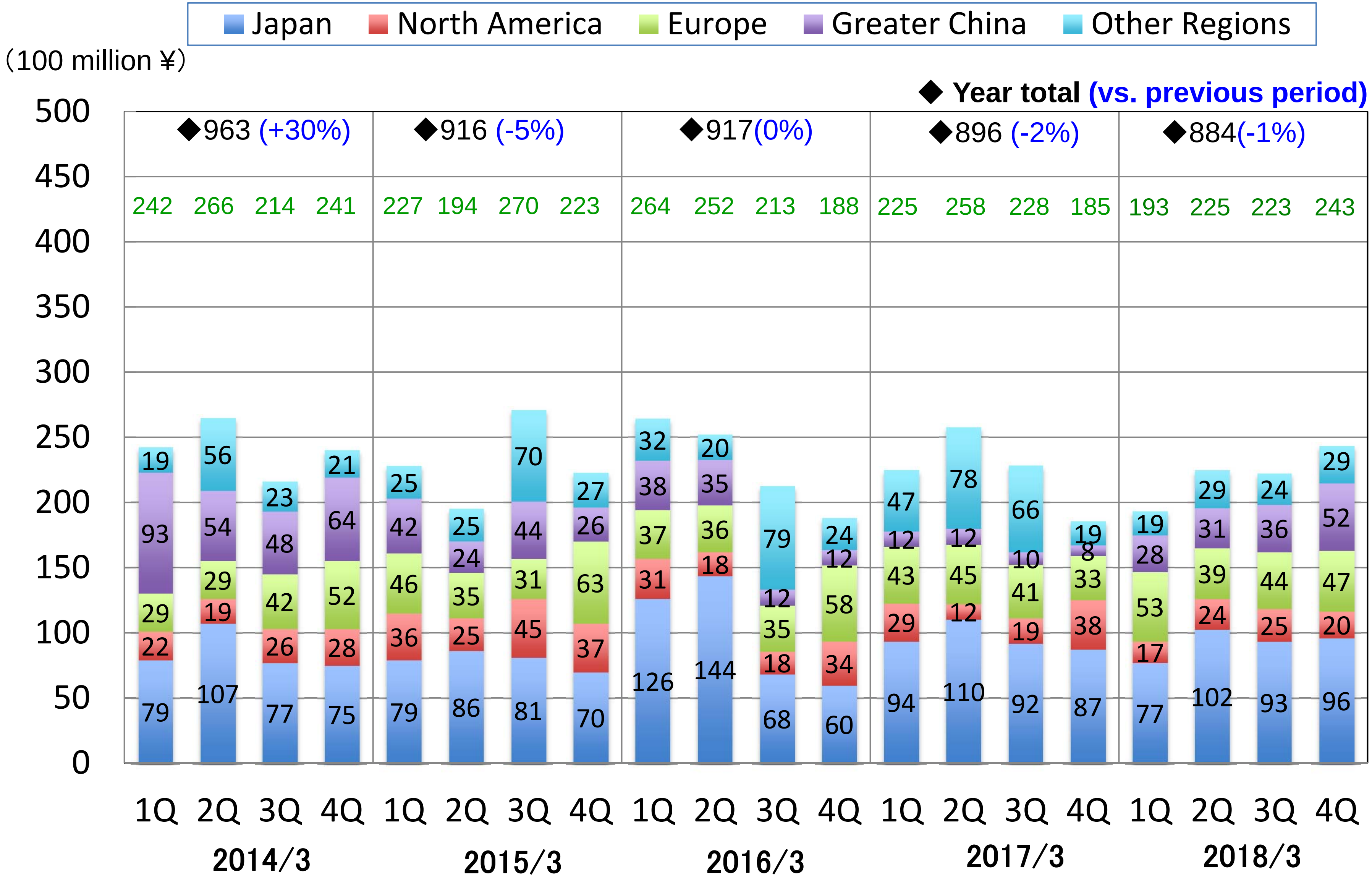
Order Intake by Region

(100 million ¥)

	FY2018 2018/3	FY2017 2017/3	vs. FY2017	Budget FY2018	vs. Budget
Japan	368	383	96%	378	97%
North-America	85	99	87%	95	90%
(million USD)	(77)	(90)	(85%)	(86)	(90%)
Europe	183	163	112%	175	105%
(million EUR)	(141)	(136)	(104%)	(137)	(103%)
Greater China	147	42	350%	124	119%
Other Regions	100	210	48%	128	78%
Total	884	896	99%	900	98%

Order Intake by Region

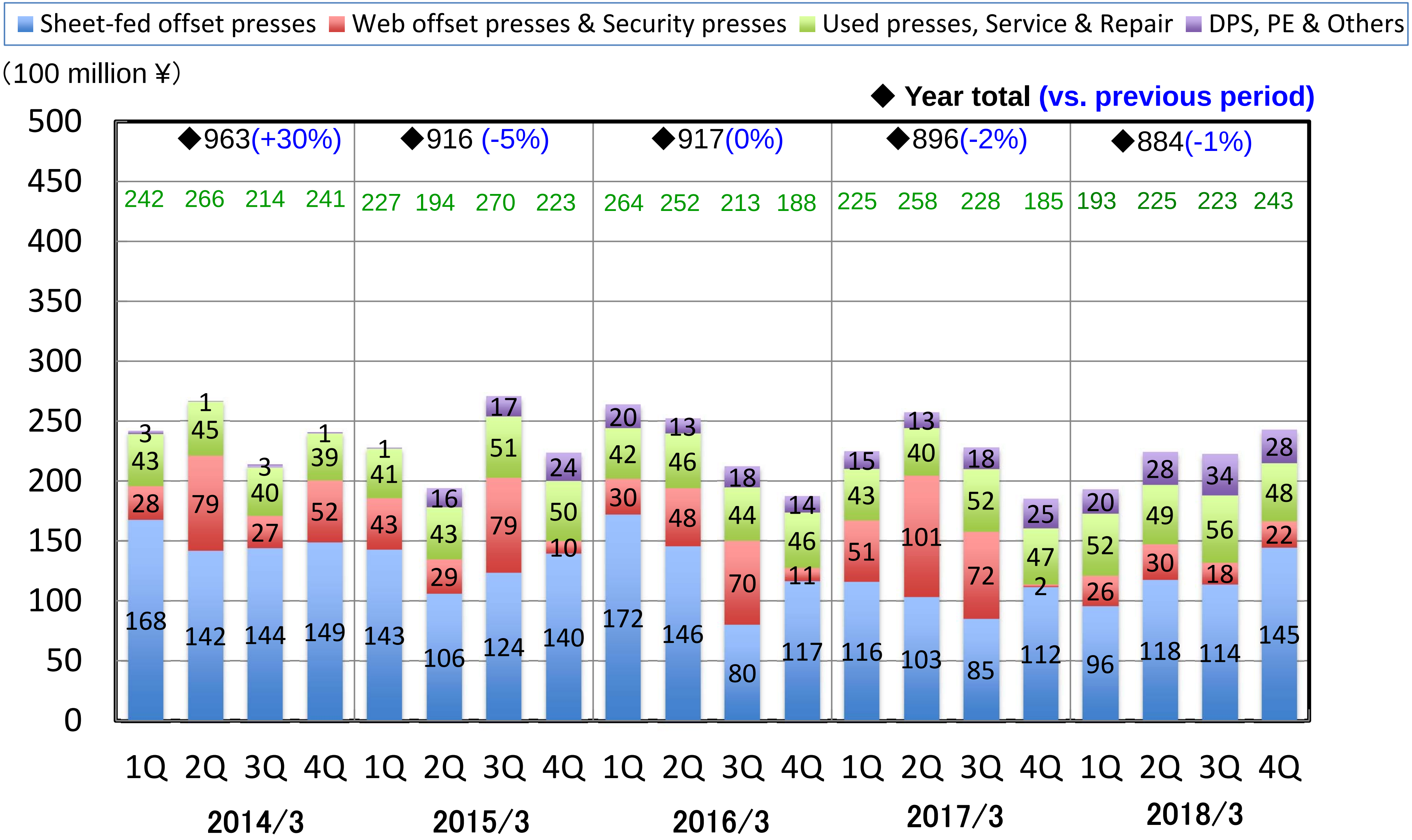


Order Intake by Model

(100 million ¥)

	FY2018 2018/3	FY2017 2017/3	vs. FY2017	Budget FY2018	VS. Budget
Sheet-fed offset presses	472	417	113%	447	106%
Web offset presses & Security presses	95	226	42%	121	79%
Used presses, Service & Repair	205	182	113%	207	99%
DPS, PE & Others	111	71	157%	126	88%
Total	884	896	99%	900	98%

Order Intake by Model

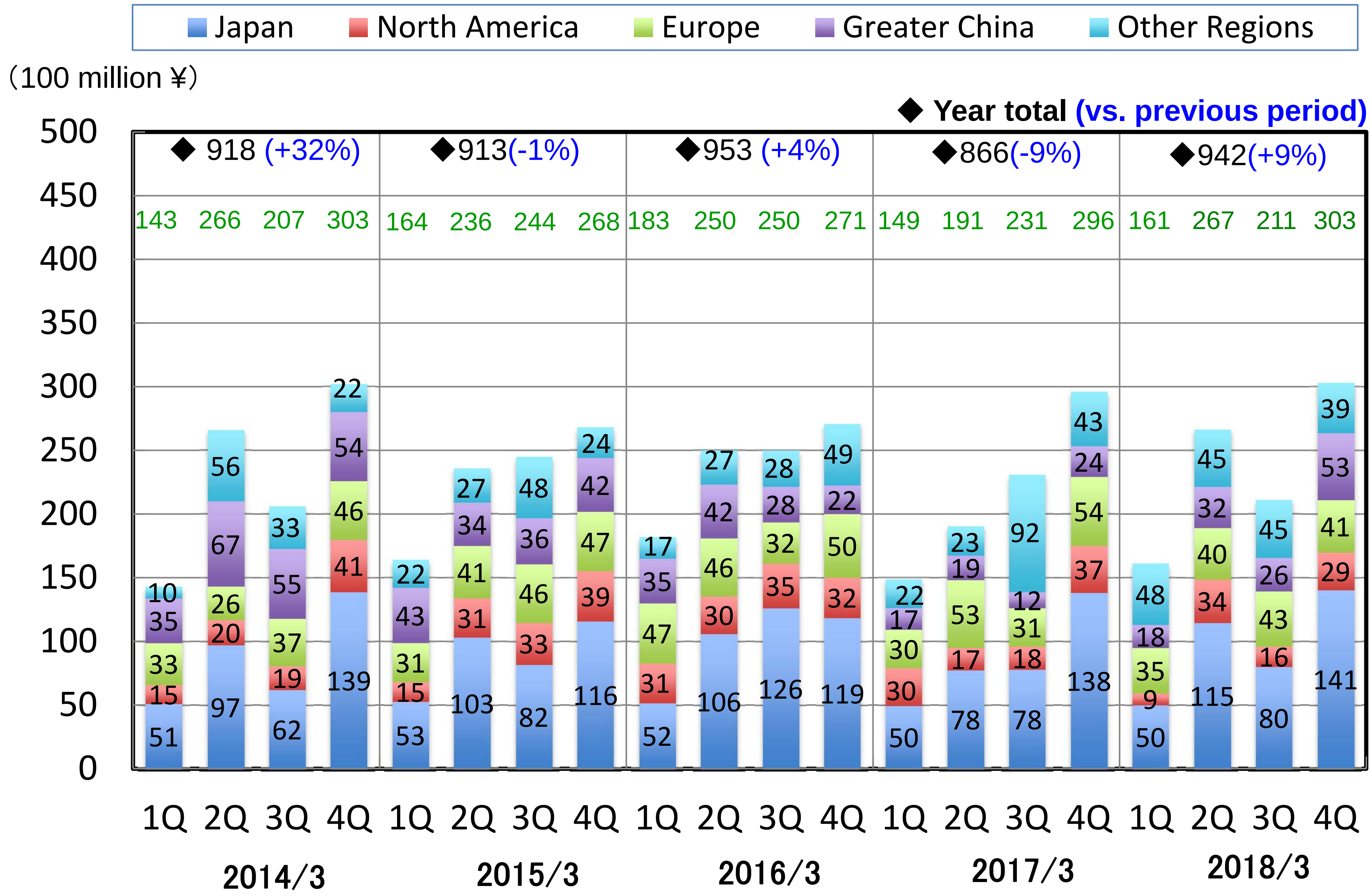


Net Sales by Region

（100 million ¥）

	FY2018 2018/3	FY2017 2017/3	vs. FY2017	Budget FY2018	vs. Budget
Japan	386	344	112%	406	95%
North-America	89	101	88%	89	100%
(million USD)	(80)	(93)	(86%)	(82)	(97%)
Europe	160	168	95%	156	103%
(million EUR)	(124)	(141)	(88%)	(124)	(100%)
Greater China	129	72	179%	104	124%
Other Regions	178	181	98%	185	96%
Total	942	866	109%	940	100%

Net Sales by Region



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Net Sales by Model

（100 million ¥）

	FY2018 2018/3	FY2017 2017/3	vs. FY2017	Budget FY2018	VS. Budget
Sheet–fed offset presses	461	423	109%	455	101%
Web offset presses & Security presses	186	205	91%	179	104%
Used presses, Service & Repair	199	176	113%	199	100%
DPS, PE & Others	96	62	154%	106	91%
Total	942	866	109%	940	100%

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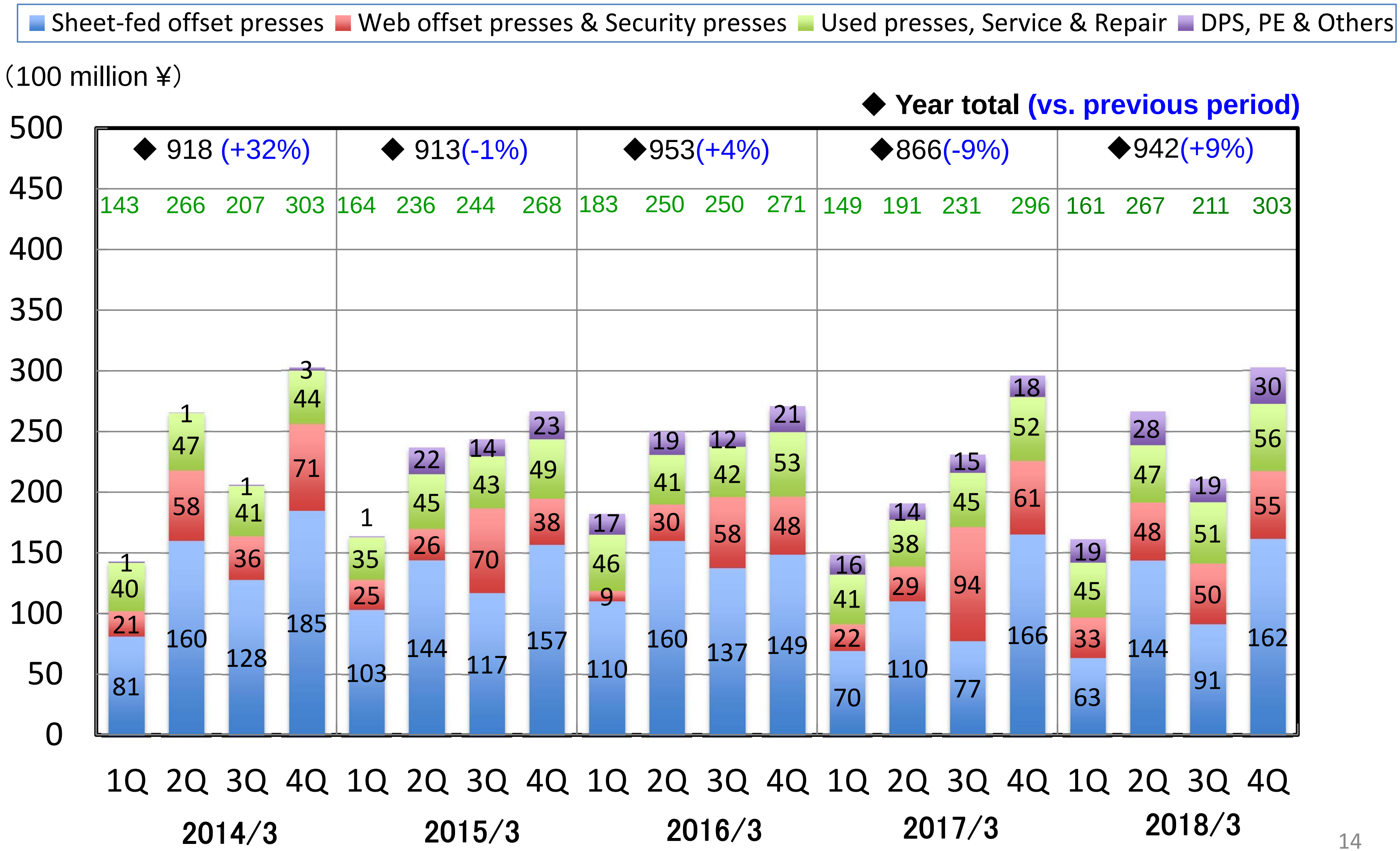
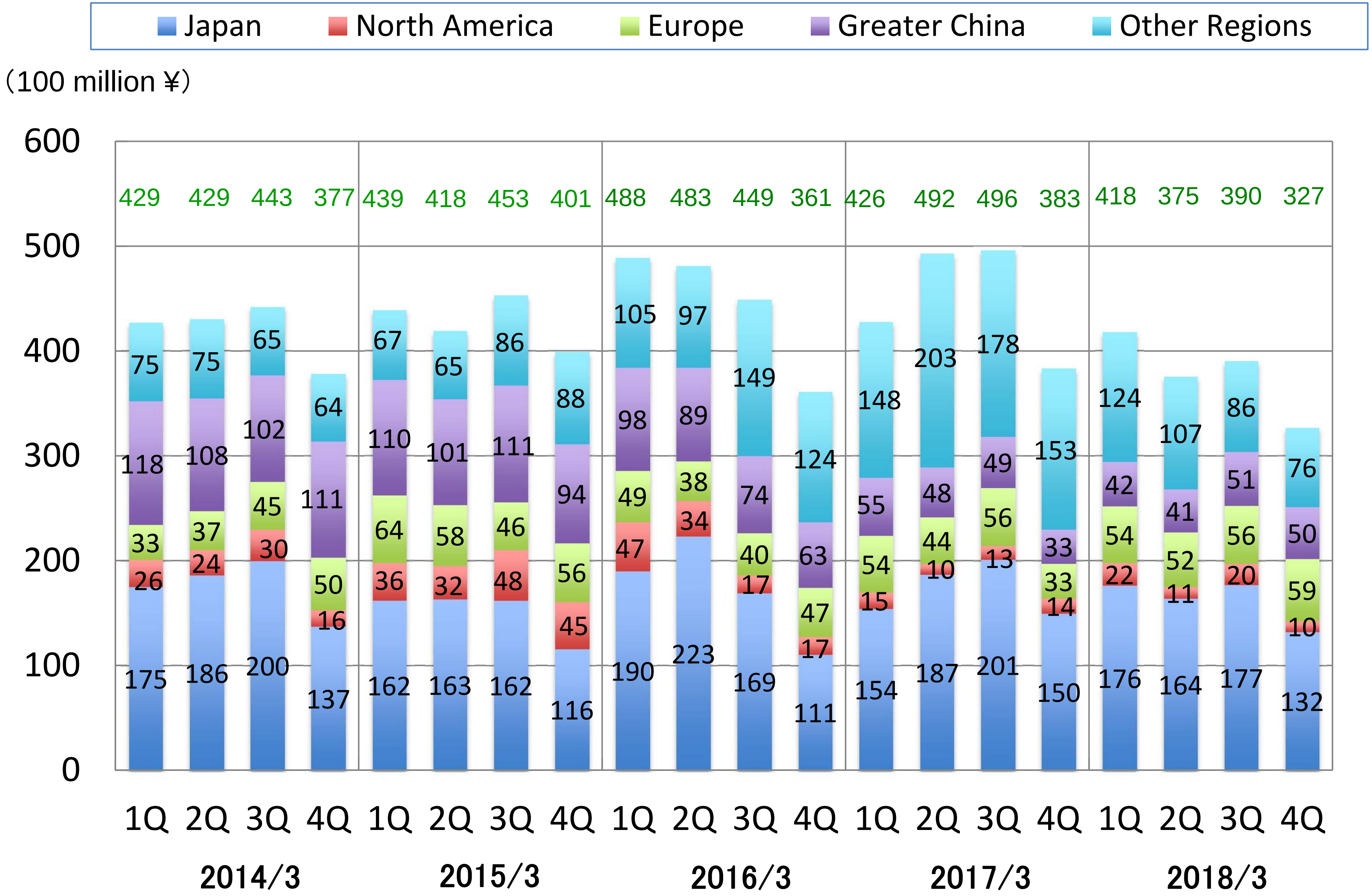
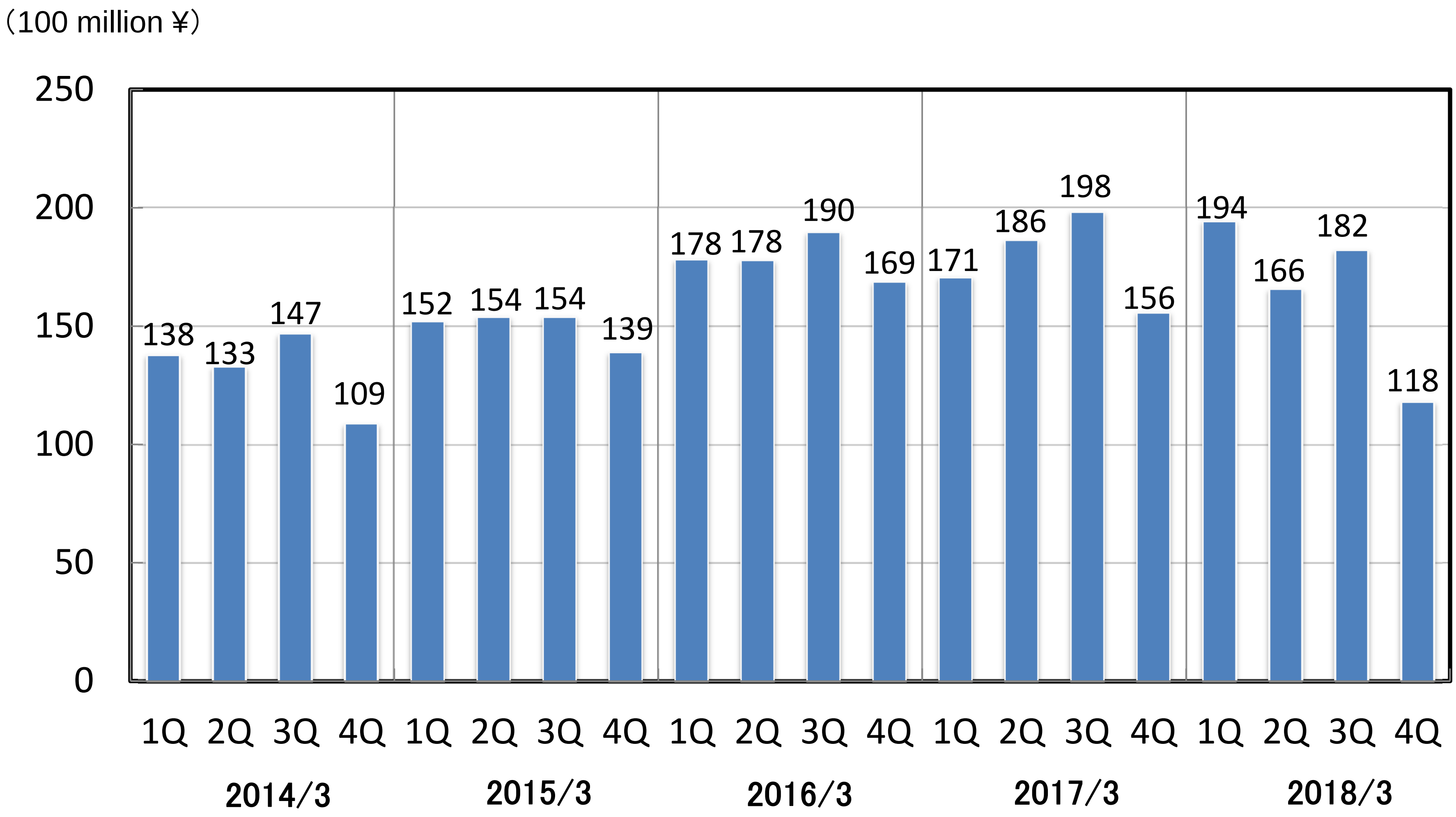
Net Sales by Model



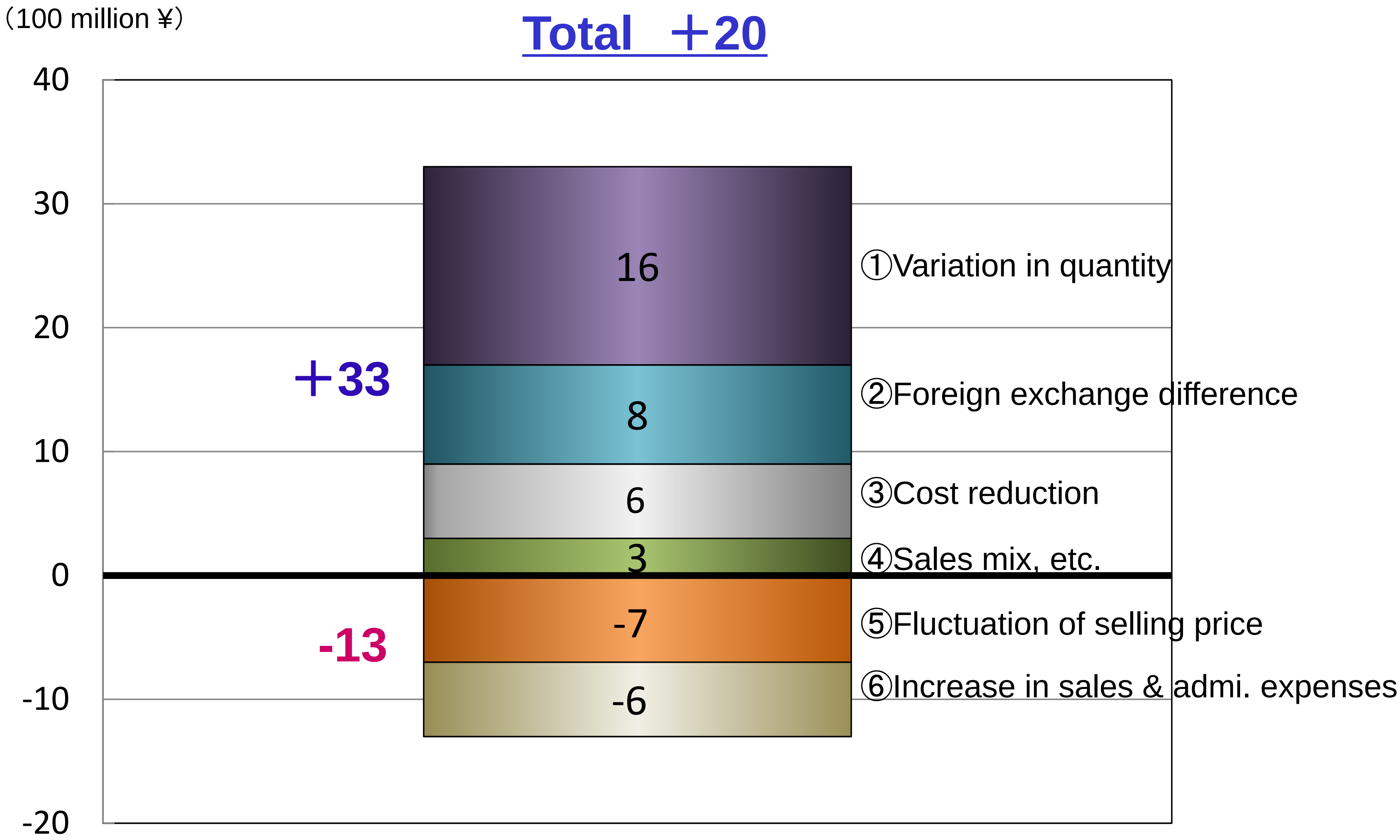
Order Backlog



Inventories（Finished Goods, Cost of Sales）



Analysis of Operating Income for FY2018 (vs. FY2017)



Forecast of Result of Operations for FY2019

(100 million ¥)

		1H		2H		Year total			
		Budget FY2019	vs. FY2018	Budget FY2019	vs. FY2018	Budget FY2019	FY2018	Change	vs. FY2018
Order intake		515	123%	495	106%	1,010	884	126	114%
Net sales		490	115%	520	101%	1,010	942	68	107%
Operating income		3	69%	28	85%	31	37	−6	83%
Ordinary income		3	24%	29	92%	32	44	−12	72%
Profit attributable to owners of parent		2	18%	25	127%	27	31	−4	88%
FOREX : Average (Yen)	US$	105.00		105.00		105.00	110.81		
	EUR	125.00		125.00		125.00	129.45		
FOREX : End of term (Yen)	US$	105.00		105.00		105.00	106.24		
	EUR	125.00		125.00		125.00	130.52		

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Forecast of Order Intake by Region

(100 million ¥)

	1H		2H		Year total			
	Budget FY2019	vs. FY2018	Budget FY2019	vs. FY2018	Budget FY2019	FY2018	Change	vs. FY2018
Japan	217	121%	243	128%	460	368	92	125%
North-America	40	100%	56	125%	97	85	11	113%
(million USD)	(38)	(107%)	(54)	(131%)	(92)	(77)	(15)	(120%)
Europe	69	74%	72	80%	141	183	-42	77%
(million EUR)	(55)	(75%)	(58)	(85%)	(113)	(141)	(-28)	(80%)
Greater China	96	163%	60	68%	156	147	9	106%
Other Regions	93	196%	63	120%	156	100	56	156%
Total	515	123%	495	106%	1,010	884	126	114%

Forecast of Order Intake by Model

(100 million ¥)

	1H		2H		Year total			
	Budget FY2019	vs. FY2018	Budget FY2019	vs. FY2018	Budget FY2019	FY2018	Change	vs. FY2018
Sheet-fed offset presses	253	119%	251	97%	504	472	32	107%
Web offset presses & Security presses	90	161%	52	131%	142	95	46	149%
Used presses, Service & Repair	98	97%	109	105%	208	205	2	101%
DPS, PE & Others	74	153%	83	132%	157	111	45	141%
Total	515	123%	495	106%	1,010	884	126	114%

Forecast of Net Sales by Region

(100 million ¥)

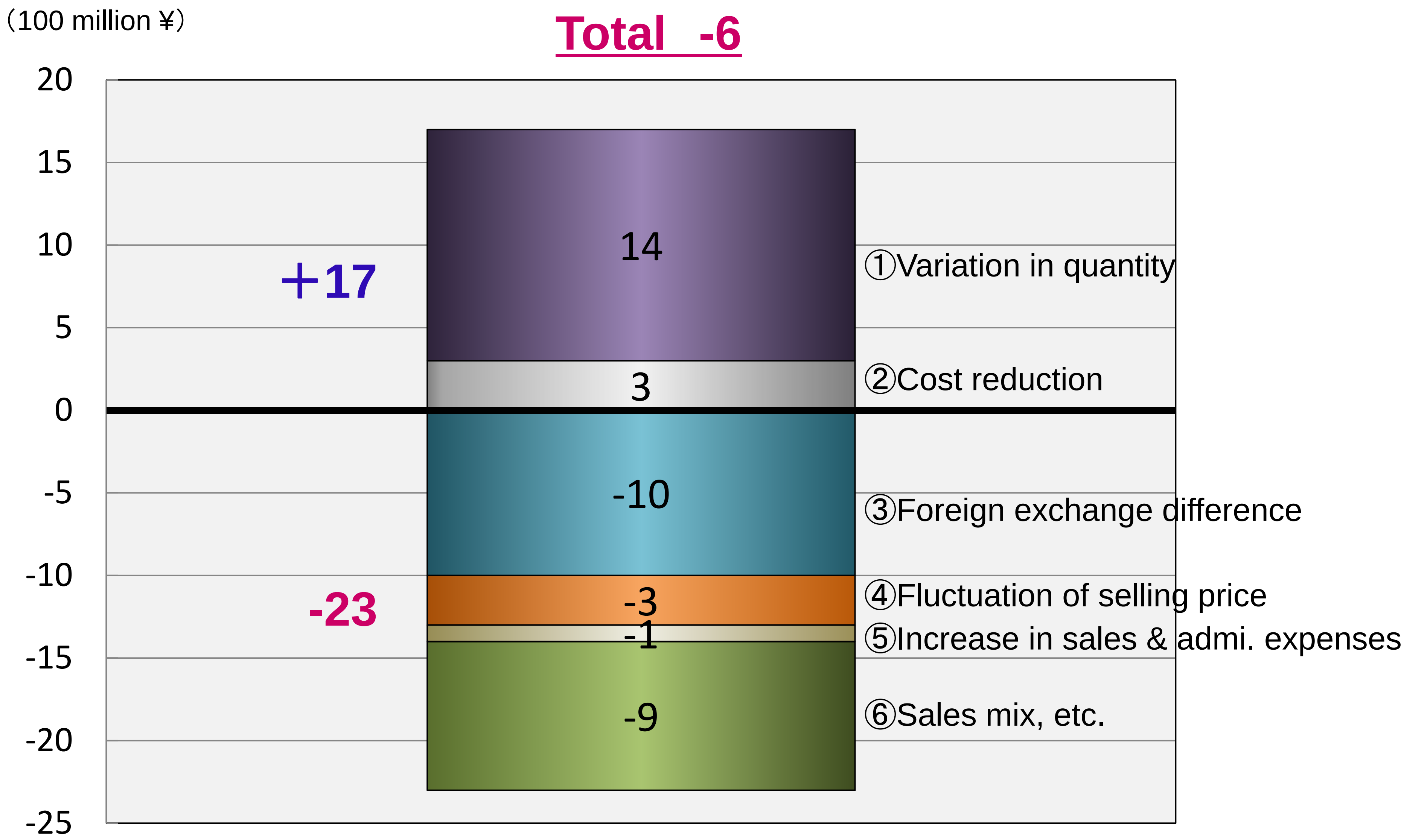
		1H		2H		Year total			
		Budget FY2019	vs. FY2018	Budget FY2019	vs. FY2018	Budget FY2019	FY2018	Change	vs. FY2018
Japan		194	118%	211	96%	405	386	20	105%
North-America		38	89%	63	138%	101	89	12	114%
	(million USD)	(36)	(94%)	(60)	(145%)	(96)	(80)	(16)	(120%)
Europe		80	106%	71	84%	152	160	-9	95%
	(million EUR)	(64)	(107%)	(57)	(89%)	(121)	(124)	(-2)	(98%)
Greater China		96	191%	74	94%	170	129	41	132%
Other Regions		81	86%	101	120%	182	178	4	102%
Total		490	115%	520	101%	1,010	942	68	107%

Forecast of Net Sales by Model

(100 million ¥)

	1H		2H		Year total			
	Budget FY2019	vs. FY2018	Budget FY2019	vs. FY2018	Budget FY2019	FY2018	Change	vs. FY2018
Sheet-fed offset presses	267	129%	236	93%	503	461	42	109%
Web offset presses & Security presses	57	70%	97	92%	153	186	-33	82%
Used presses, Service & Repair	96	104%	107	101%	203	199	4	102%
DPS, PE & Others	70	150%	81	164%	151	96	55	157%
Total	490	115%	520	101%	1,010	942	68	107%

Analysis of Operating Income for FY2019 (vs. FY2018)



Capex, Depreciation and Amortization, R&D etc.

(million ¥)

		FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 Forecast
Number of employees		1,784	2,106	2,189	2,195	2,227	2,260
Personnel expenses		16,972	19,796	20,495	20,317	20,245	20,300
Capital expenditures		1,367	2,116	3,126	1,455	1,201	2,340
Depreciation and amortization		2,172	1,860	2,027	2,133	1889	2,070
R&D expenses		4,184	5,123	4,975	4,885	4,785	4,620
	(% to net sales)	(4.6%)	(5.6%)	(5.2%)	(5.6%)	(5.1%)	(4.6%)

Appendix: Detailed Order Intake and Net Sales by Region

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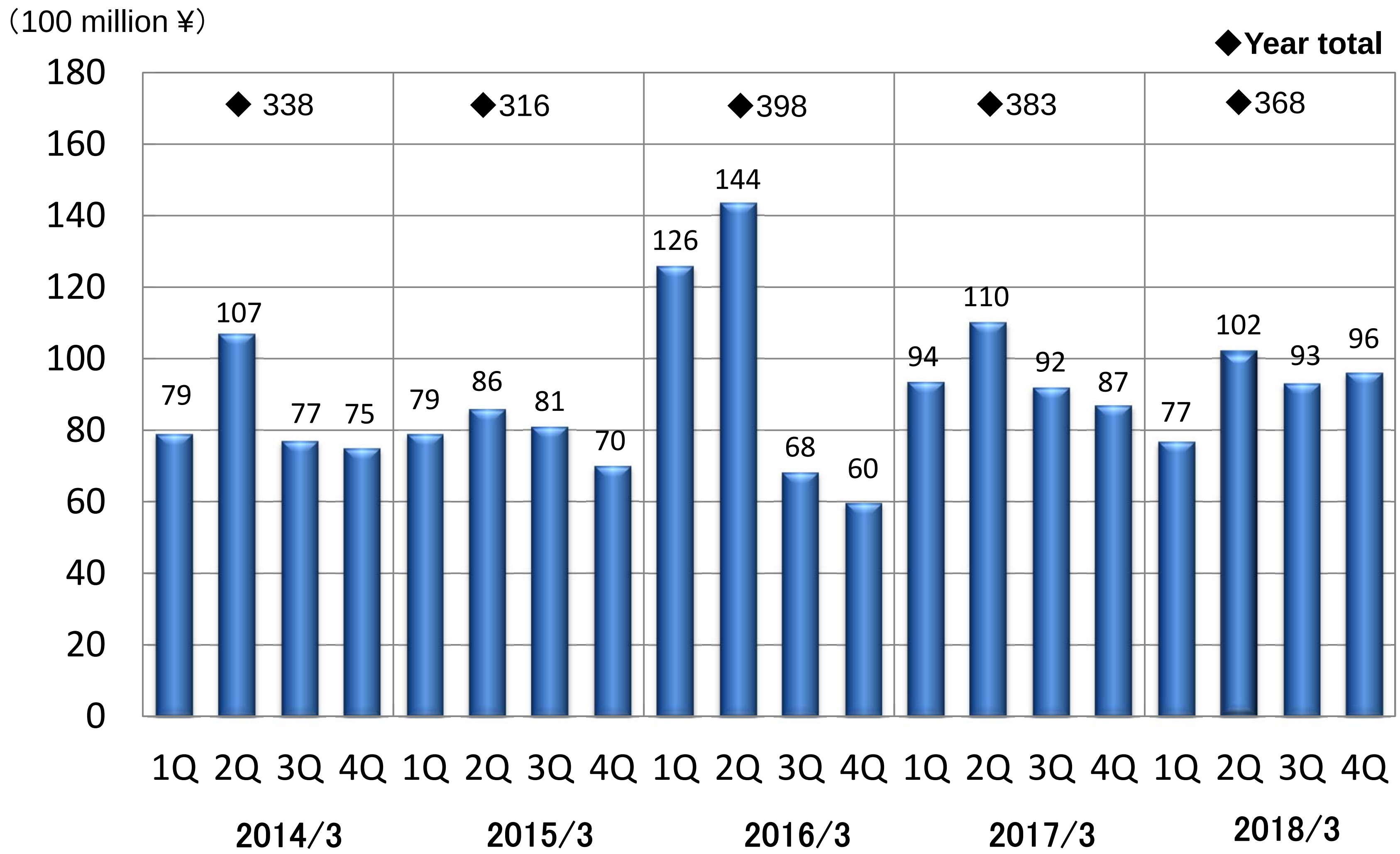
Order Intake in Japanese Market



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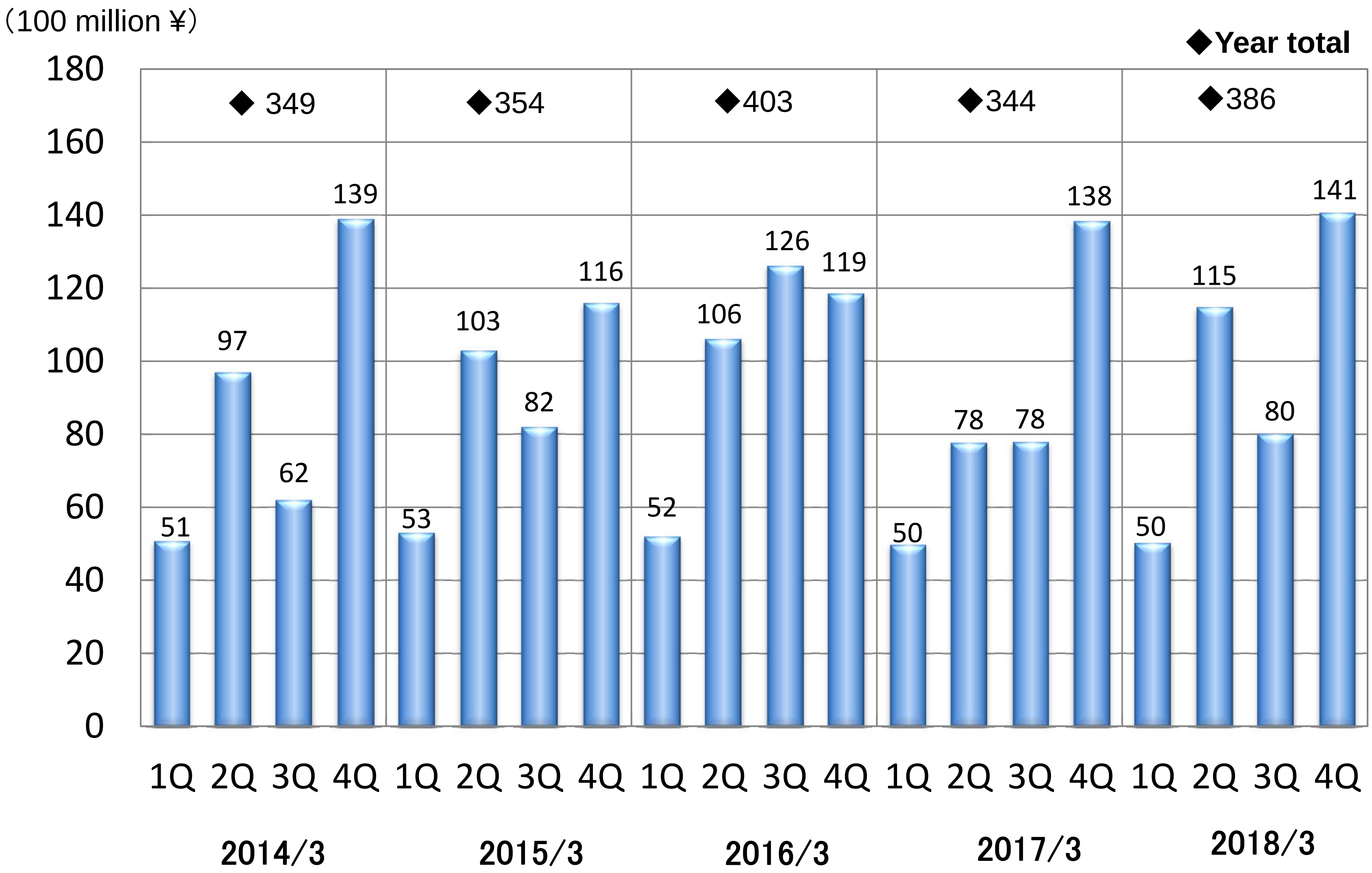
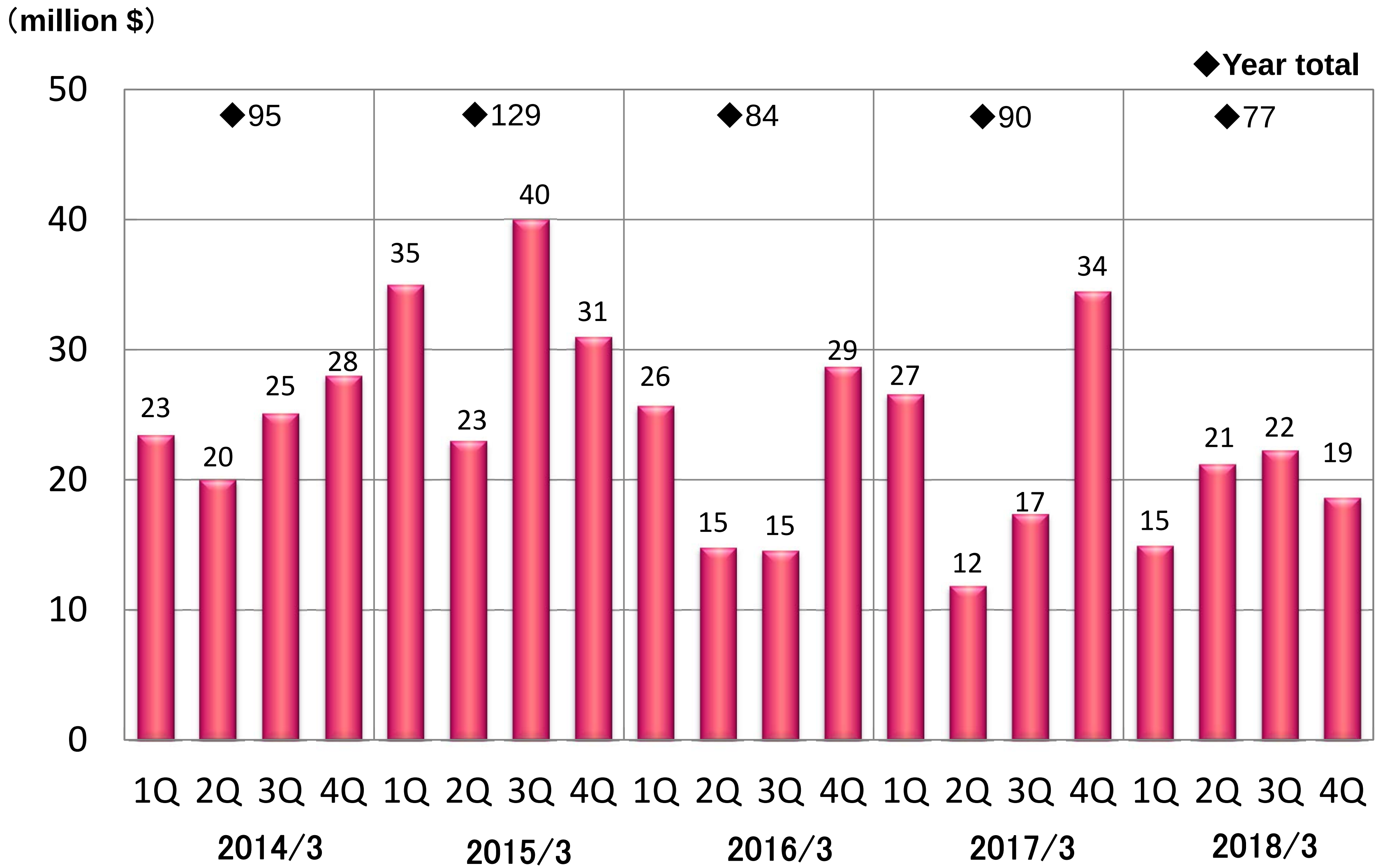
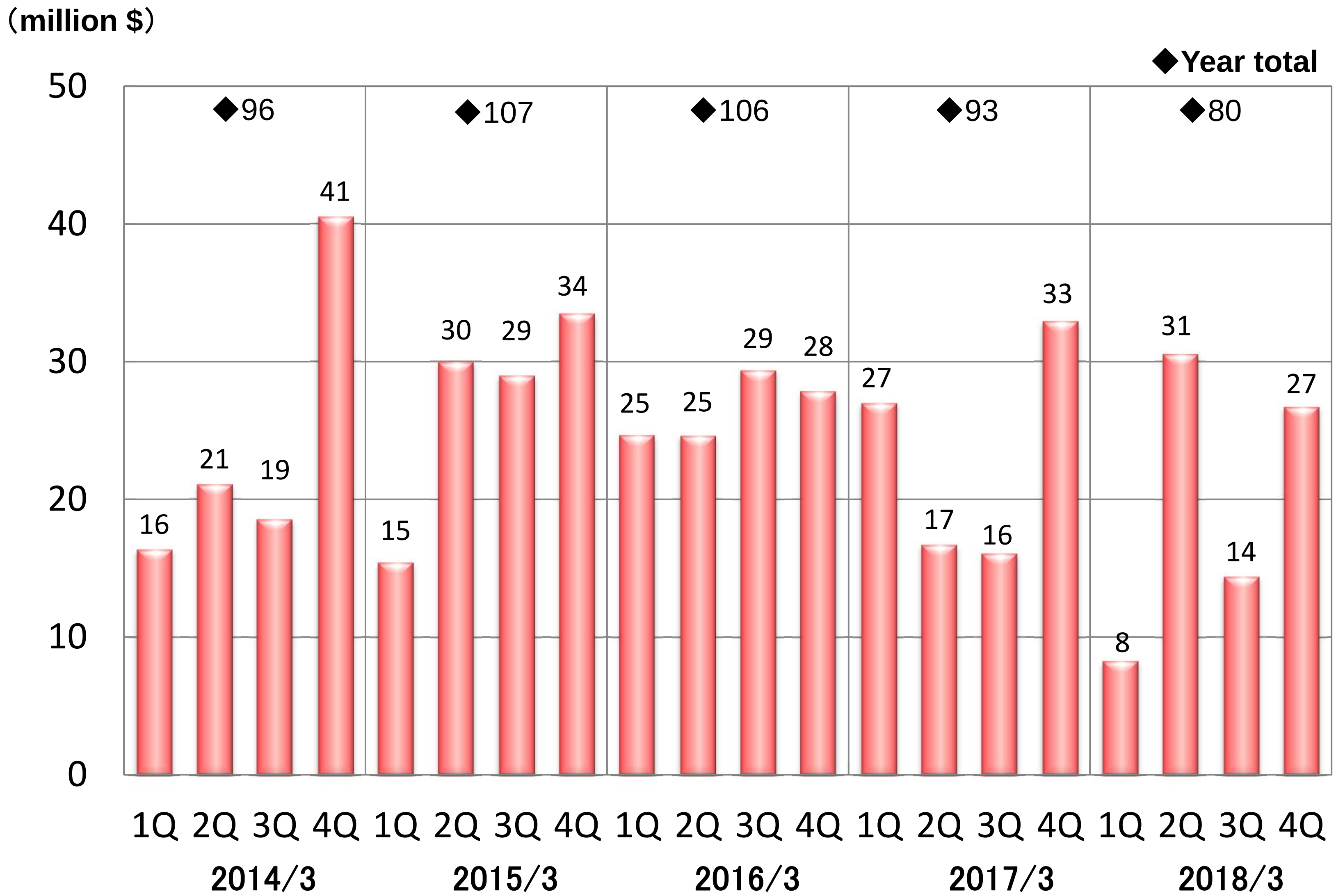
Net Sales in Japanese Market



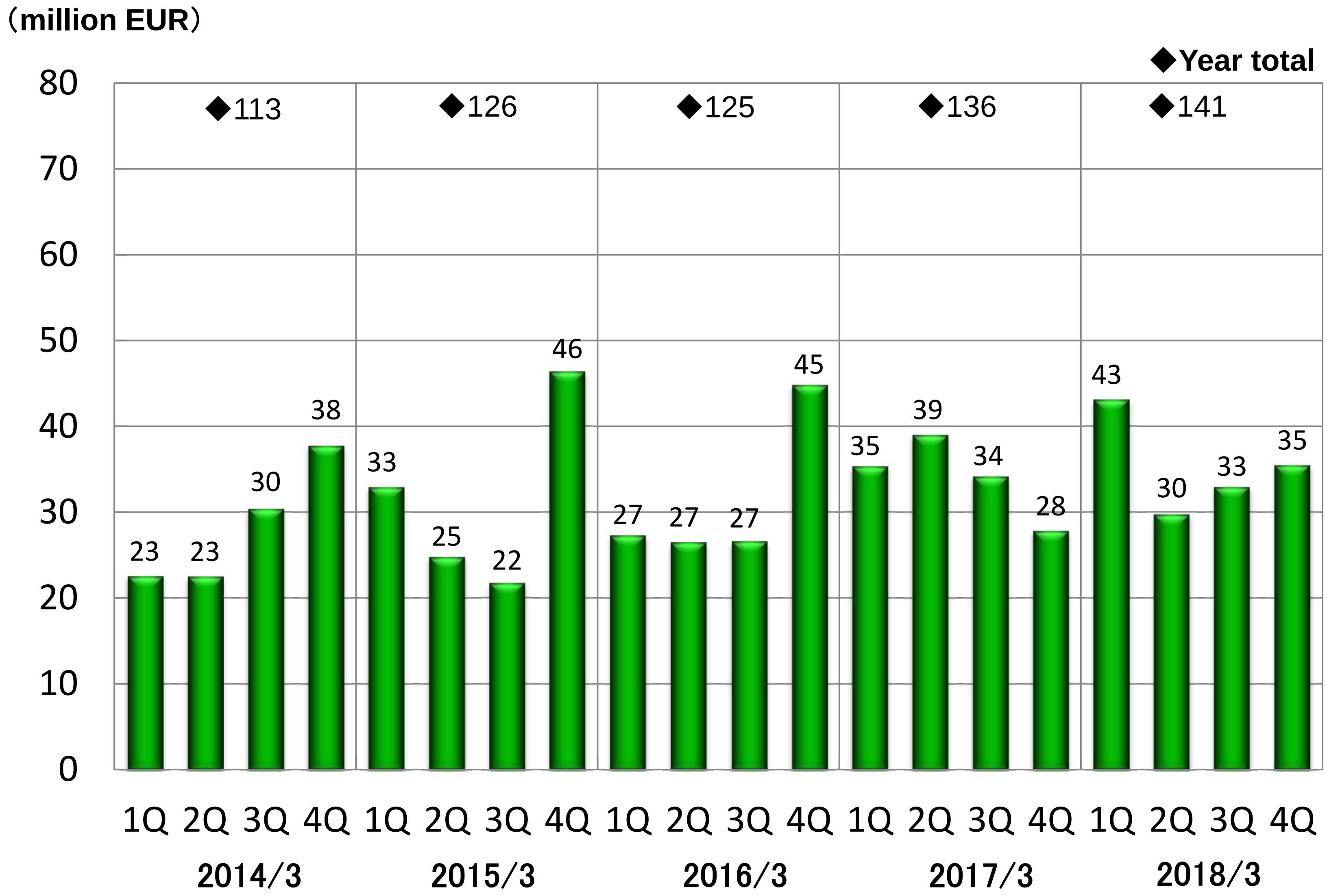
Order Intake in North American Market



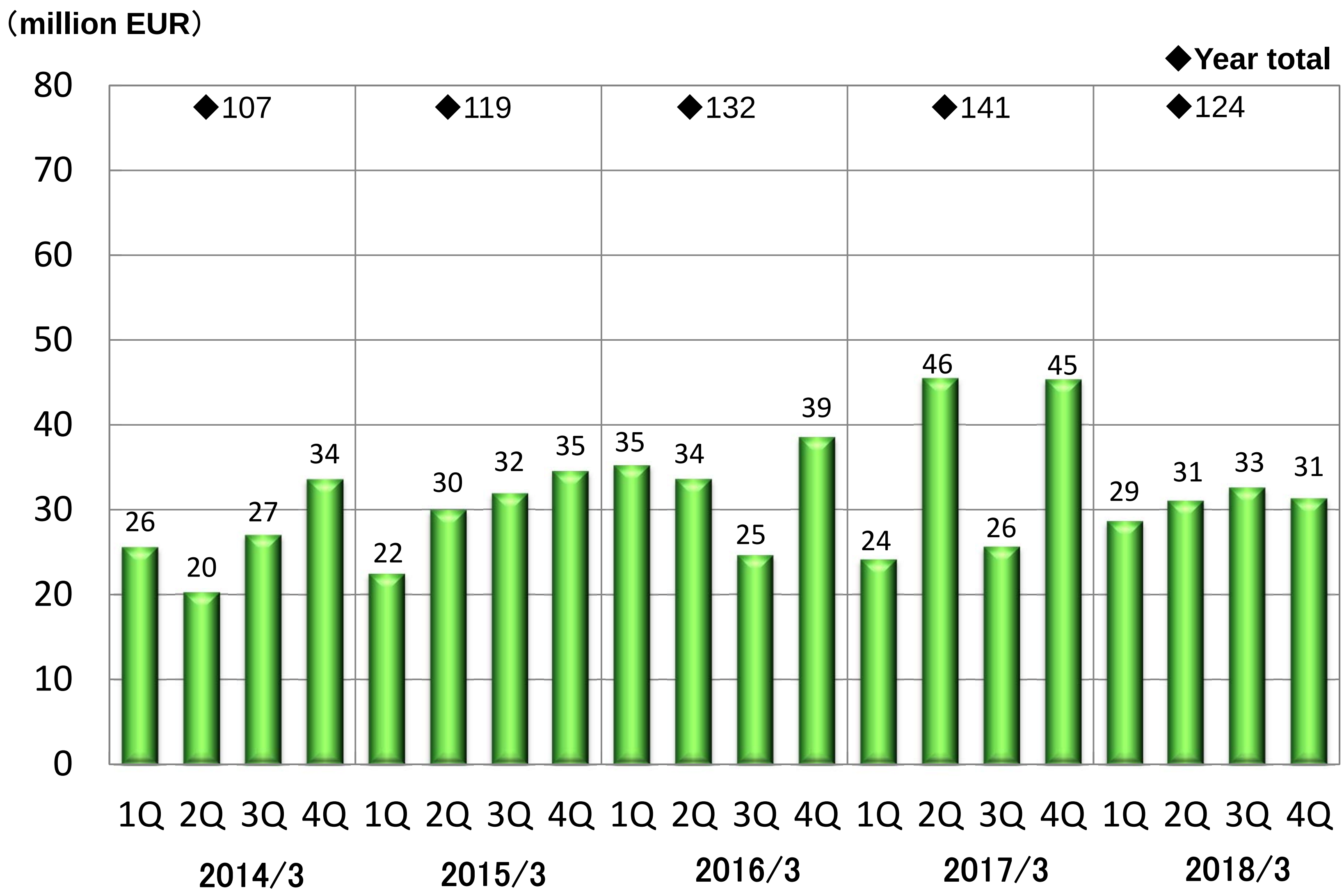
Net Sales in North American Market



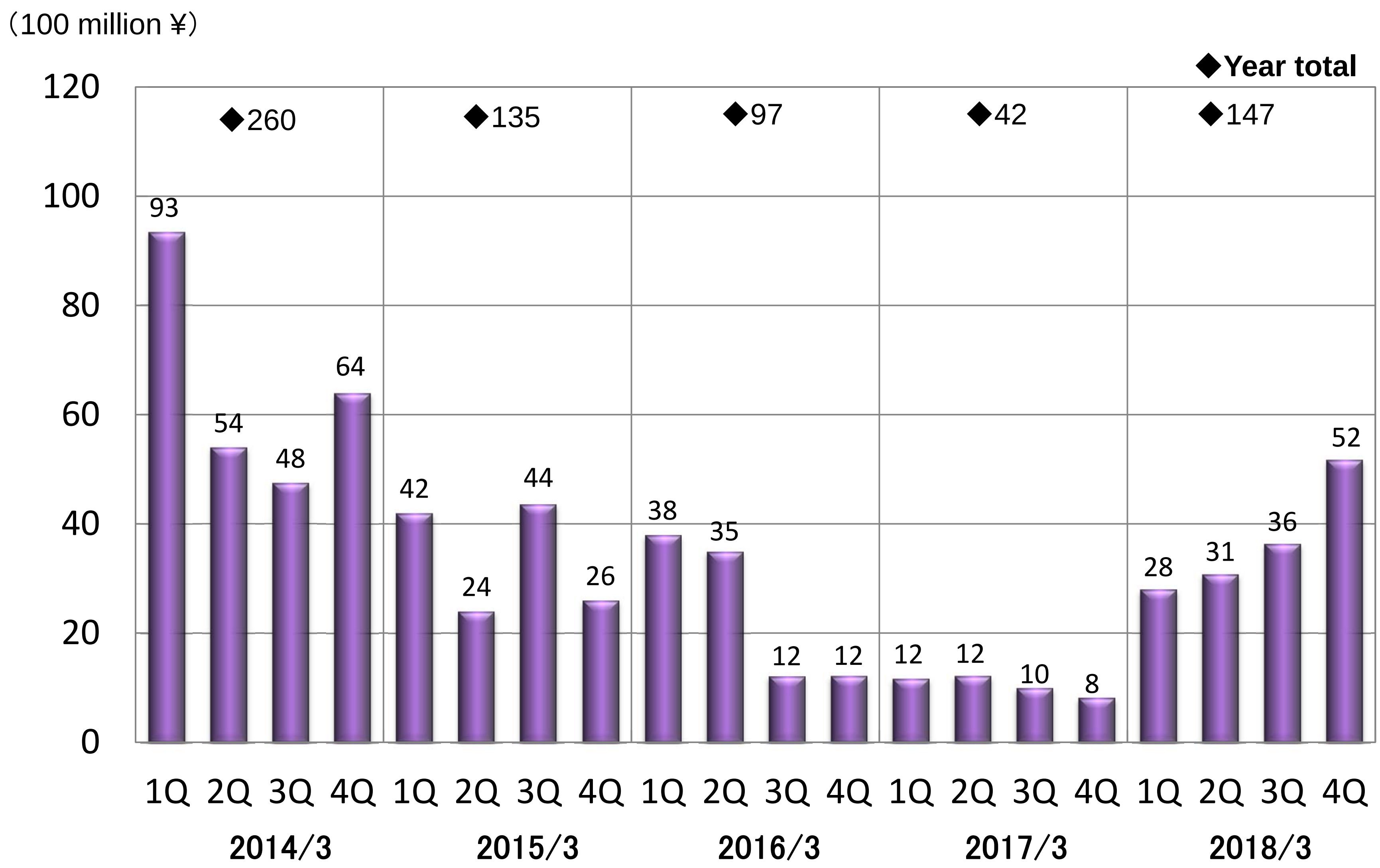
Order Intake in European Market



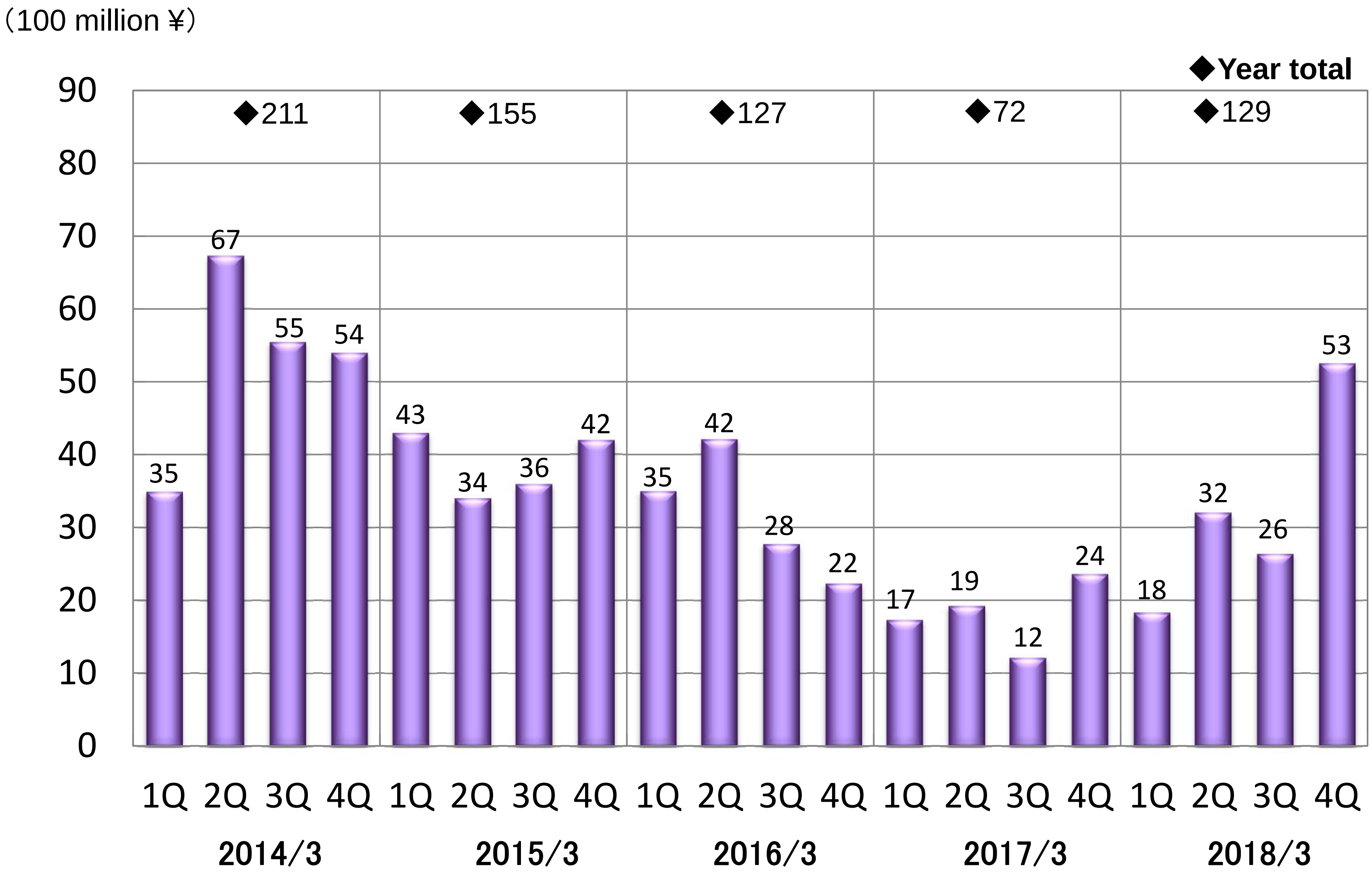
Net Sales in European Market



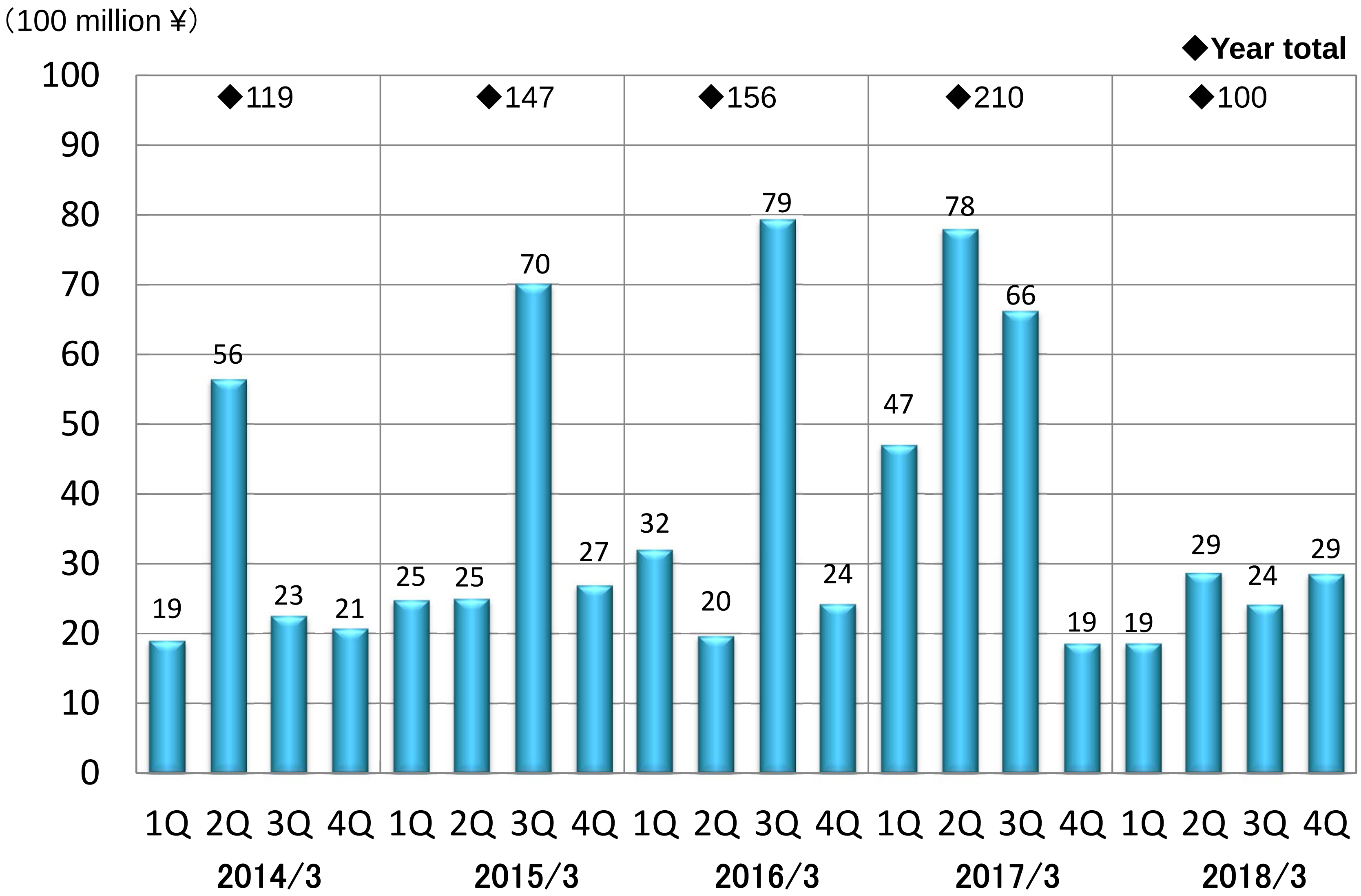
Order Intake in Chinese Market



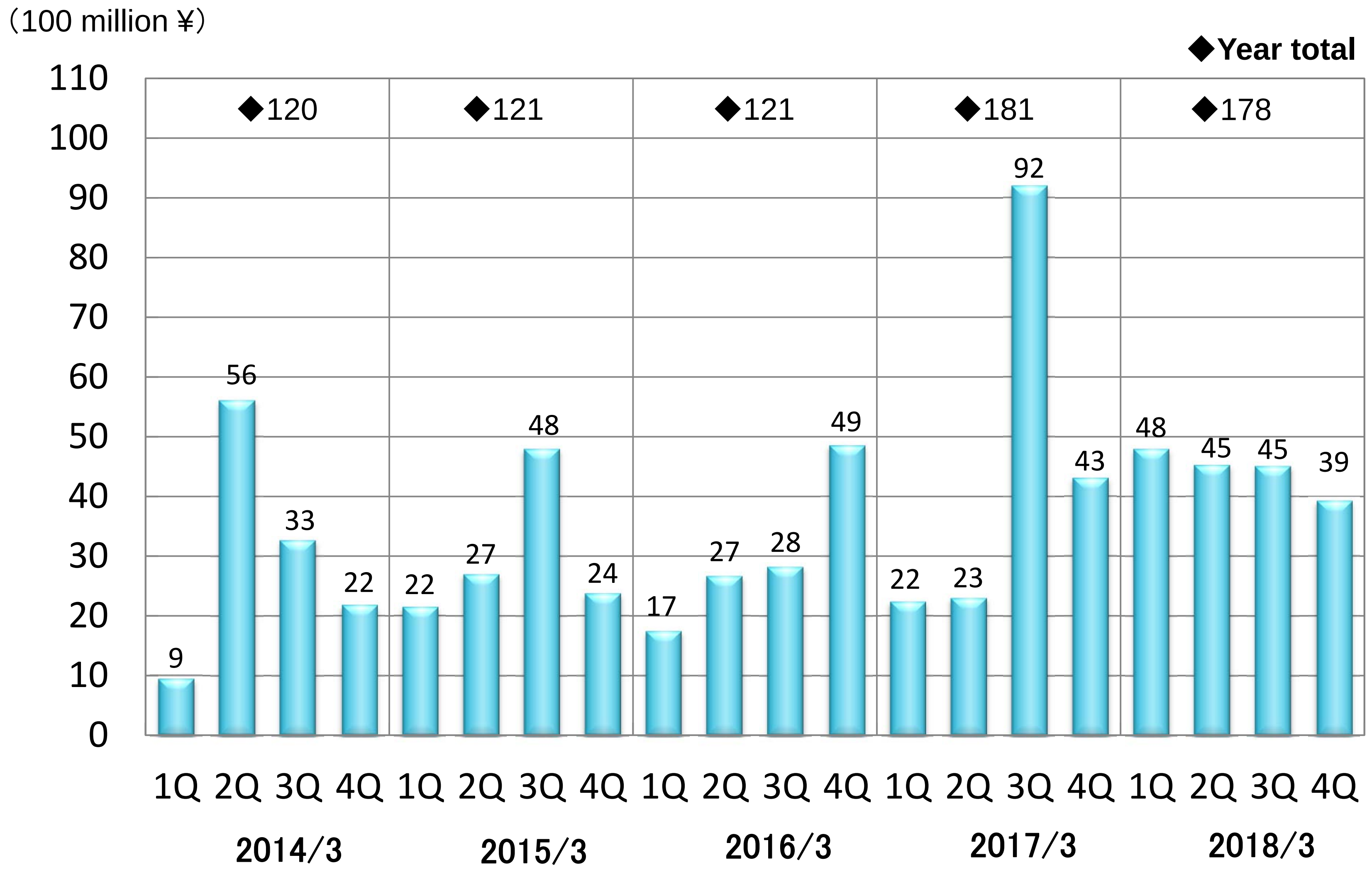
Net Sales in Chinese Market



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



Contact

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