

Third Quarter of Fiscal Year 2019 Summary Result Presentation



P/L

(100 million ¥)

Nine Month Results		FY2019 3Q	FY2018 3Q	Change	vs. FY2018 3Q
Order intake		655	640	15	102%
Net sales		604	639	-35	95%
Operating income		2	13	-12	13%
Ordinary income		1	24	-23	3%
Profit attributable to owners of parent		-8	16	-24	-
FOREX :	US\$	110.82	111.82		
Average (Yen)	EUR	129.38	128.59		
FOREX :	US\$	111.00	113.00		
End of term (Yen)	EUR	127.00	134.94		

Major Assets and Liabilities

(100 million ¥)

	Dec. 31, 2018	Mar. 31, 2018	Change
Cash and deposits	338	431	-93
Notes and account receivable — trade	192	266	-74
Short-term investment securities	170	207	-37
Inventories	365	278	87
Breakdown: Merchandise and finished goods	172	118	54
Property, plant and equipment	320	328	-8
Intangible assets	18	21	-3
Notes and account payable — trade	218	189	30
Short-term loans payable	6	2	4
Bonds payable	0	100	-100
Long-term loans payable	0	0	0
Shareholders' equity	1,271	1,302	-31
Total assets	1,666	1,812	-146

Note: **The Adoption of Partial Amendments to Accounting Standard for Tax Effect Accounting, etc.**

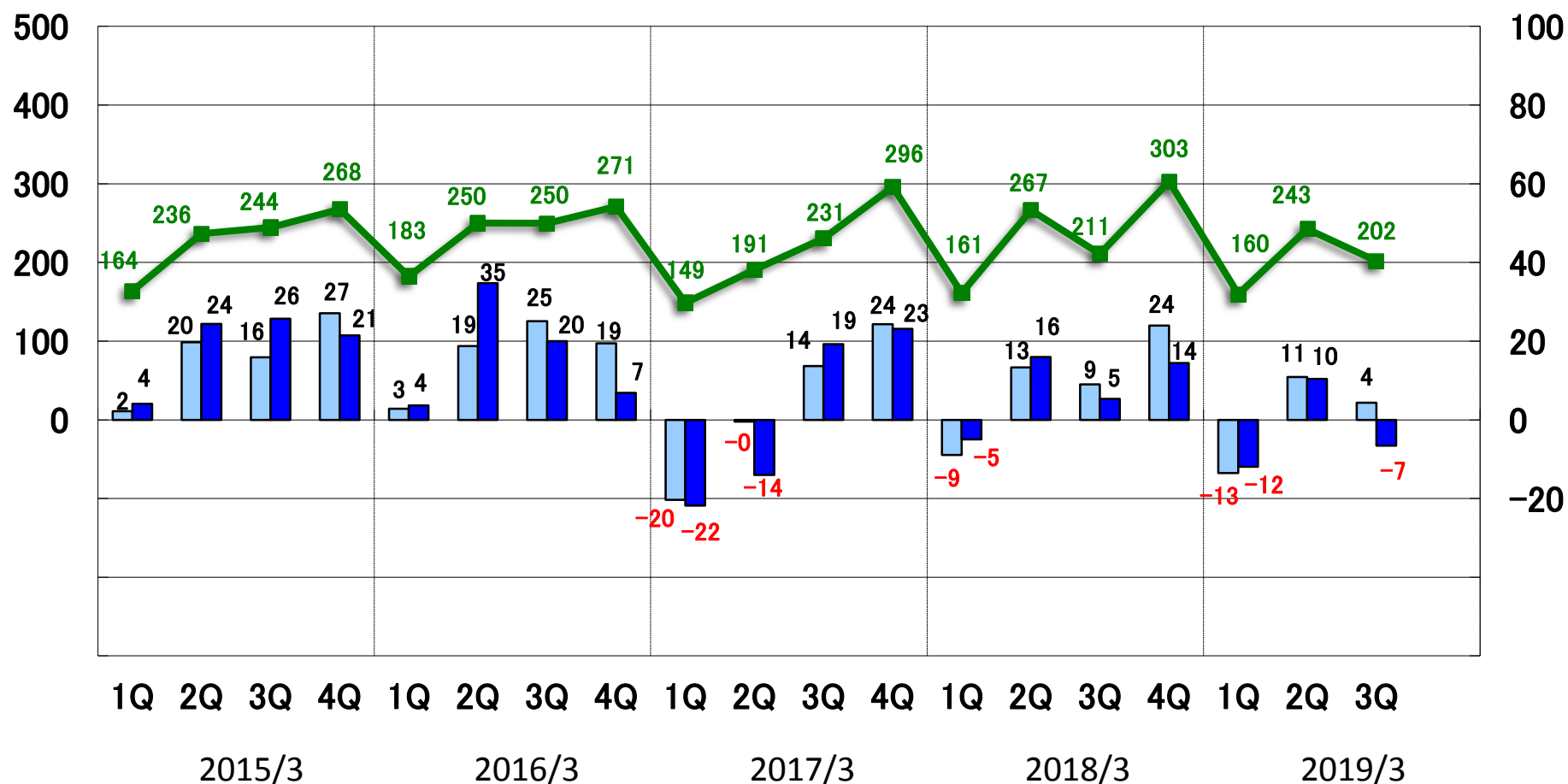
In the first three months of the fiscal year under review, Komori adopted "Partial Amendments to Accounting Standard for Tax Effect Accounting, etc." (ASBJ Statement No. 28, dated February 16, 2018). In line with this standard, deferred tax assets are classified under total investments and advances, while deferred tax liabilities are classified under noncurrent liabilities. The presentation for previous fiscal year has been restated accordingly.

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

■ Net sales (left axis)
 ■ Operating income (right axis)
 ■ Profit attributable to owners of parent (right axis)

(100 million ¥)

(100 million ¥)

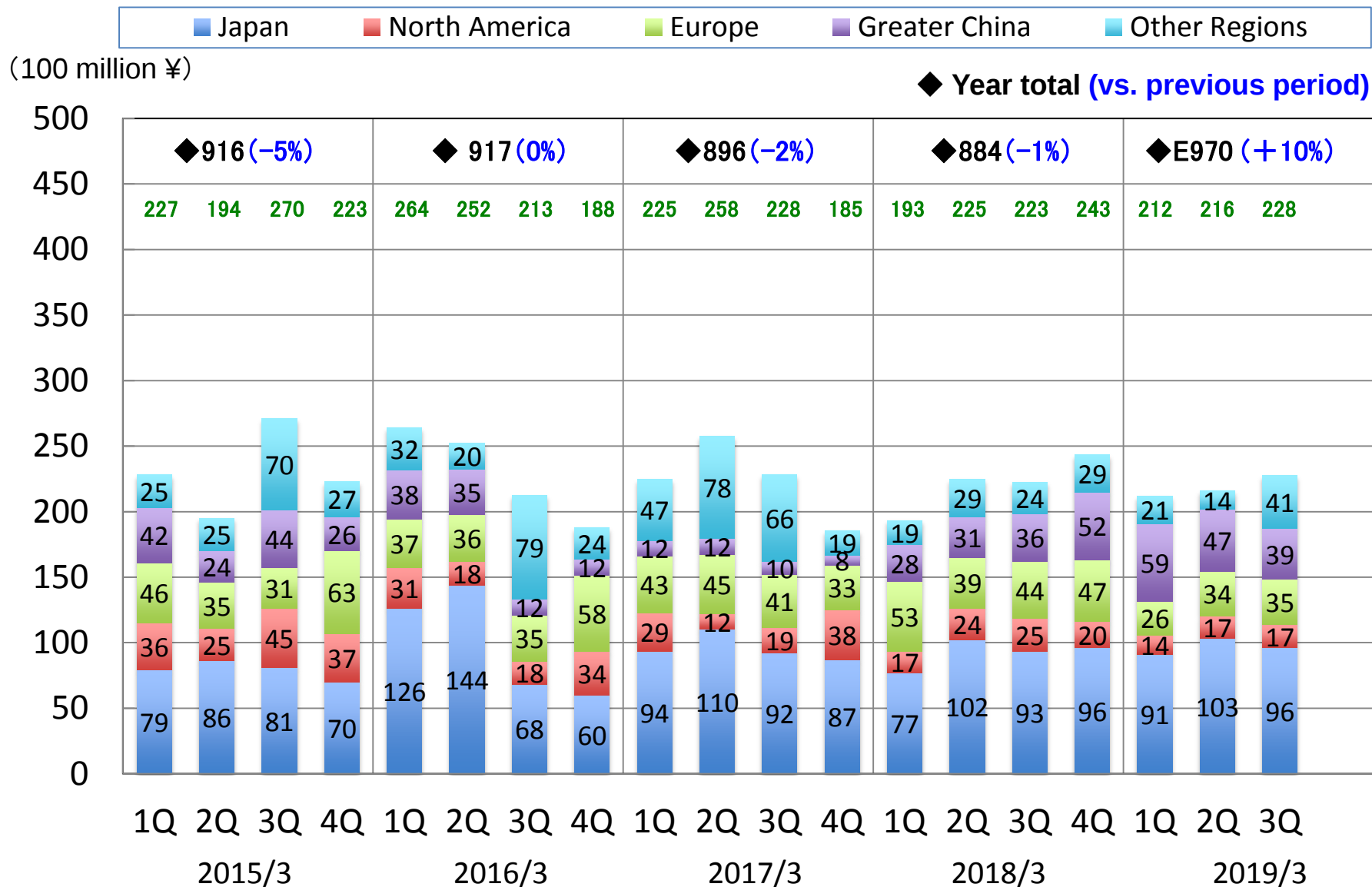


Order Intake by Region

(100 million ¥)

Nine Month Results		FY2019 3Q	FY2018 3Q	vs. FY2018 3Q
Japan		291	272	107%
North-America		49	65	75%
	(million USD)	(44)	(58)	(76%)
Europe		95	136	70%
	(million EUR)	(73)	(106)	(69%)
Greater China		145	95	152%
Other Regions		76	71	106%
Total		655	640	102%

Order Intake by Region



Order Intake by Model

(100 million ¥)

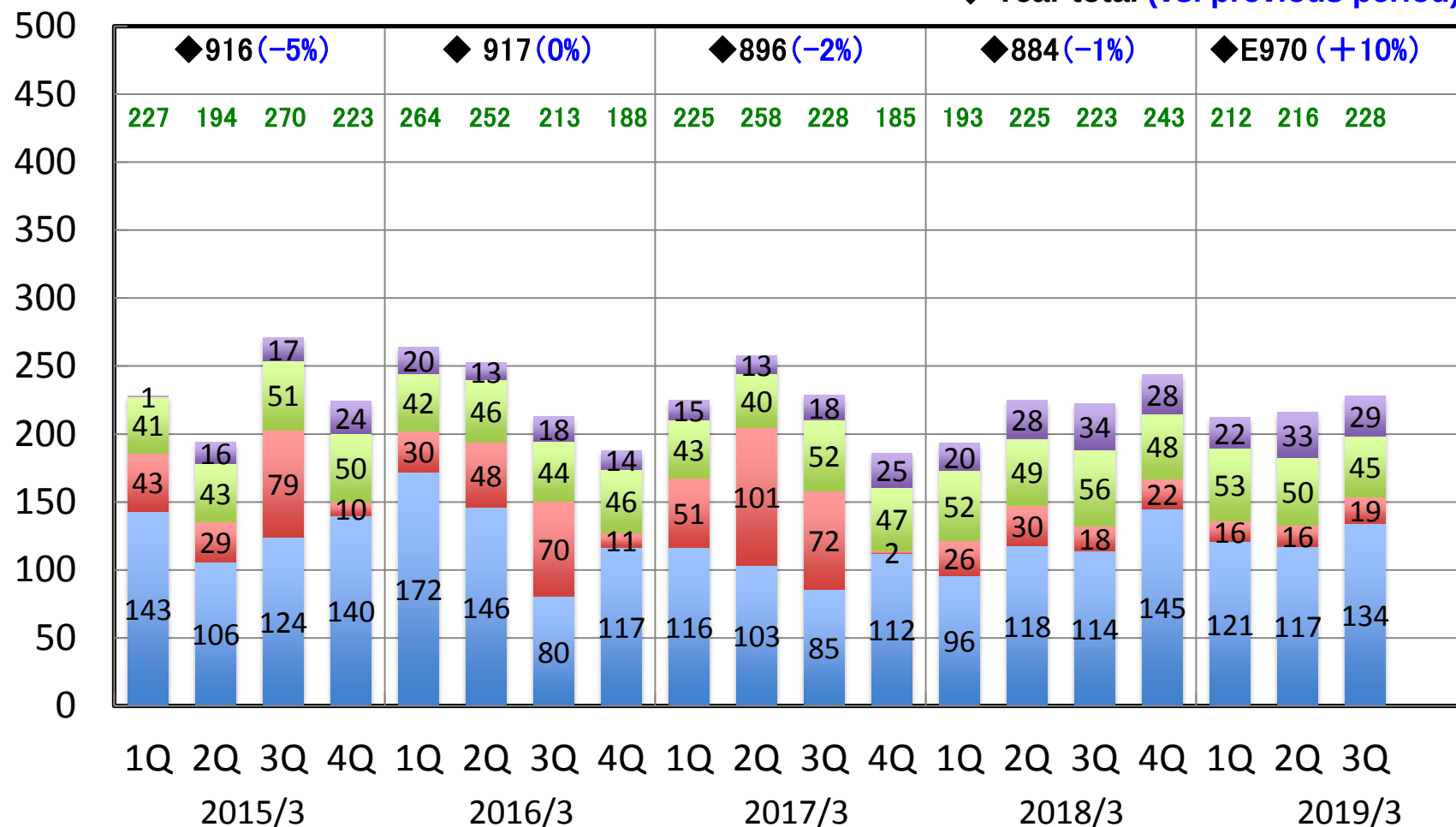
Nine Month Results	FY2019 3Q	FY2018 3Q	vs. FY2018 3Q
Sheet-fed offset presses	372	327	114%
Web offset presses & Security presses	51	74	69%
Used presses, Service & Repair	148	157	94%
DPS, PE & Others	85	83	102%
Total	655	640	102%

Order Intake by Model

■ Sheet-fed offset presses ■ Web offset presses & Security presses ■ Used presses, Service & Repair ■ DPS, PE & Others

(100 million ¥)

◆ Year total (vs. previous period)



Net Sales by Region

(100 million ¥)

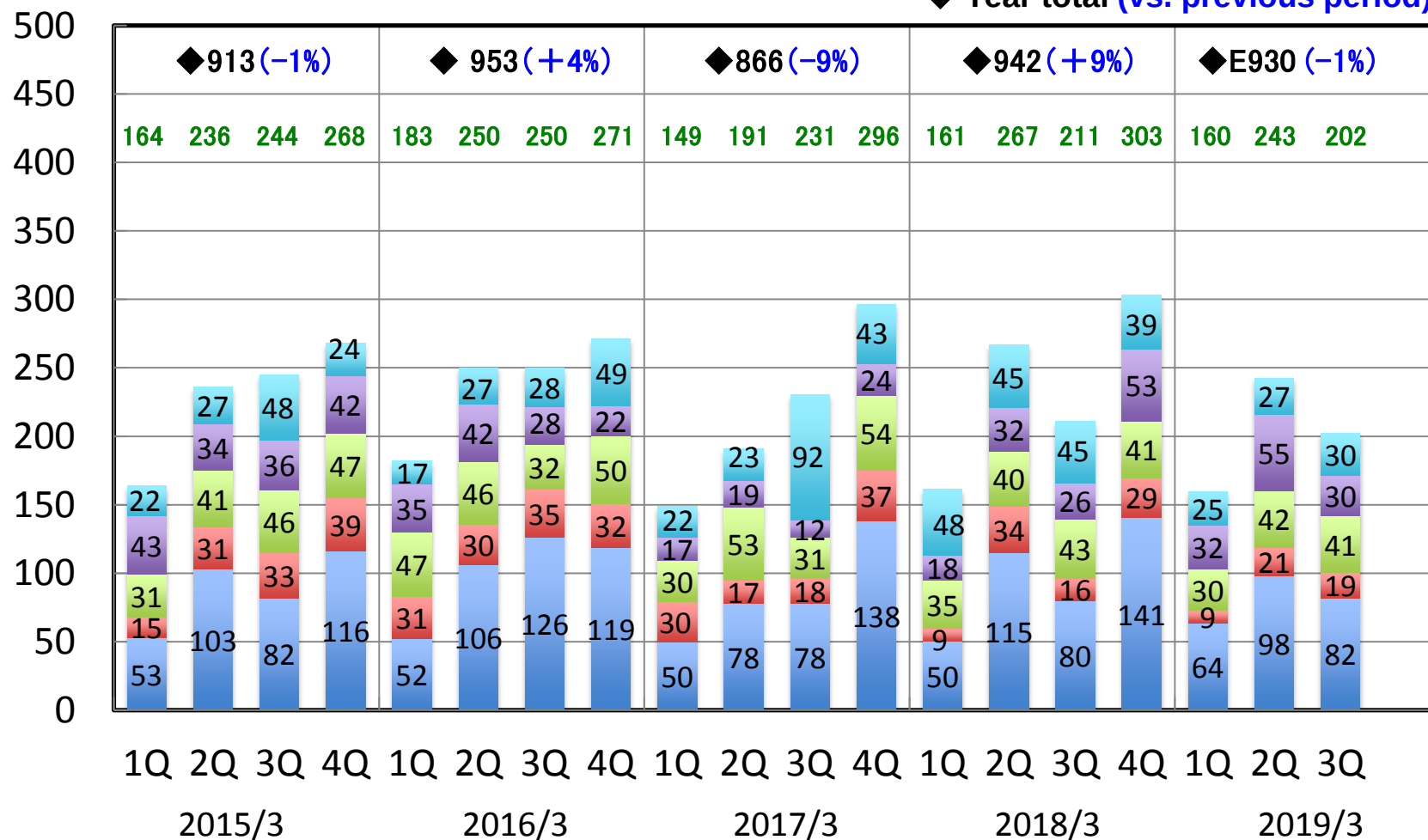
Nine Month Results		FY2019 3Q	FY2018 3Q	vs. FY2018 3Q
Japan		244	245	99%
North-America		48	60	81%
	(million USD)	(44)	(53)	(82%)
Europe		113	119	95%
	(million EUR)	(87)	(92)	(94%)
Greater China		117	77	153%
Other Regions		82	138	59%
Total		604	639	95%

Net Sales by Region

Japan North America Europe Greater China Other Regions

(100 million ¥)

◆ Year total (vs. previous period)



Net Sales by Model

(100 million ¥)

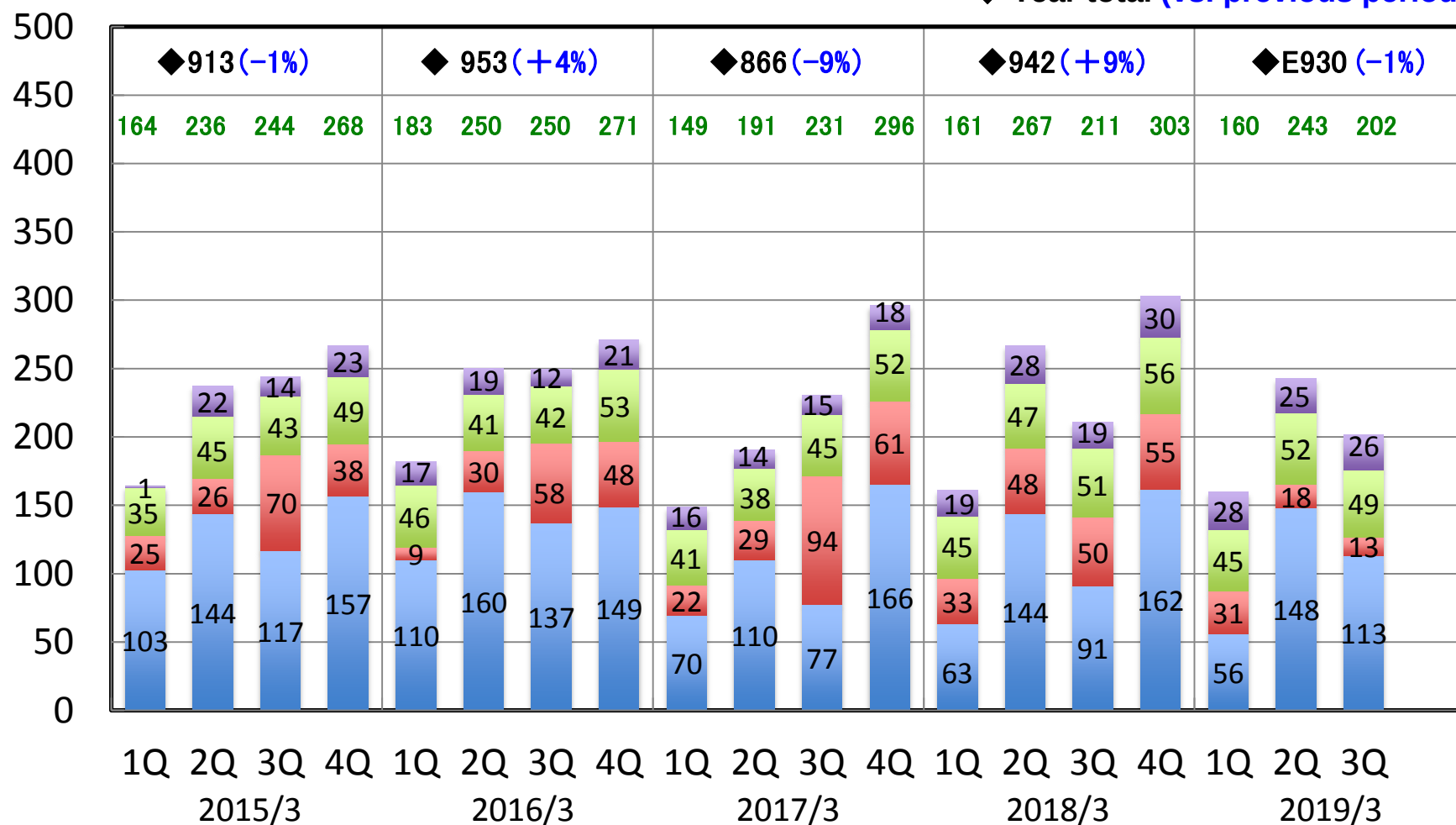
Nine Month Results	FY2019 3Q	FY2018 3Q	vs. FY2018 3Q
Sheet-fed offset presses	317	299	106%
Web offset presses & Security presses	63	131	48%
Used presses, Service & Repair	146	143	102%
DPS, PE & Others	78	66	118%
Total	604	639	95%

Net Sales by Model

■ Sheet-fed offset presses ■ Web offset presses & Security presses ■ Used presses, Service & Repair ■ DPS, PE & Others

(100 million ¥)

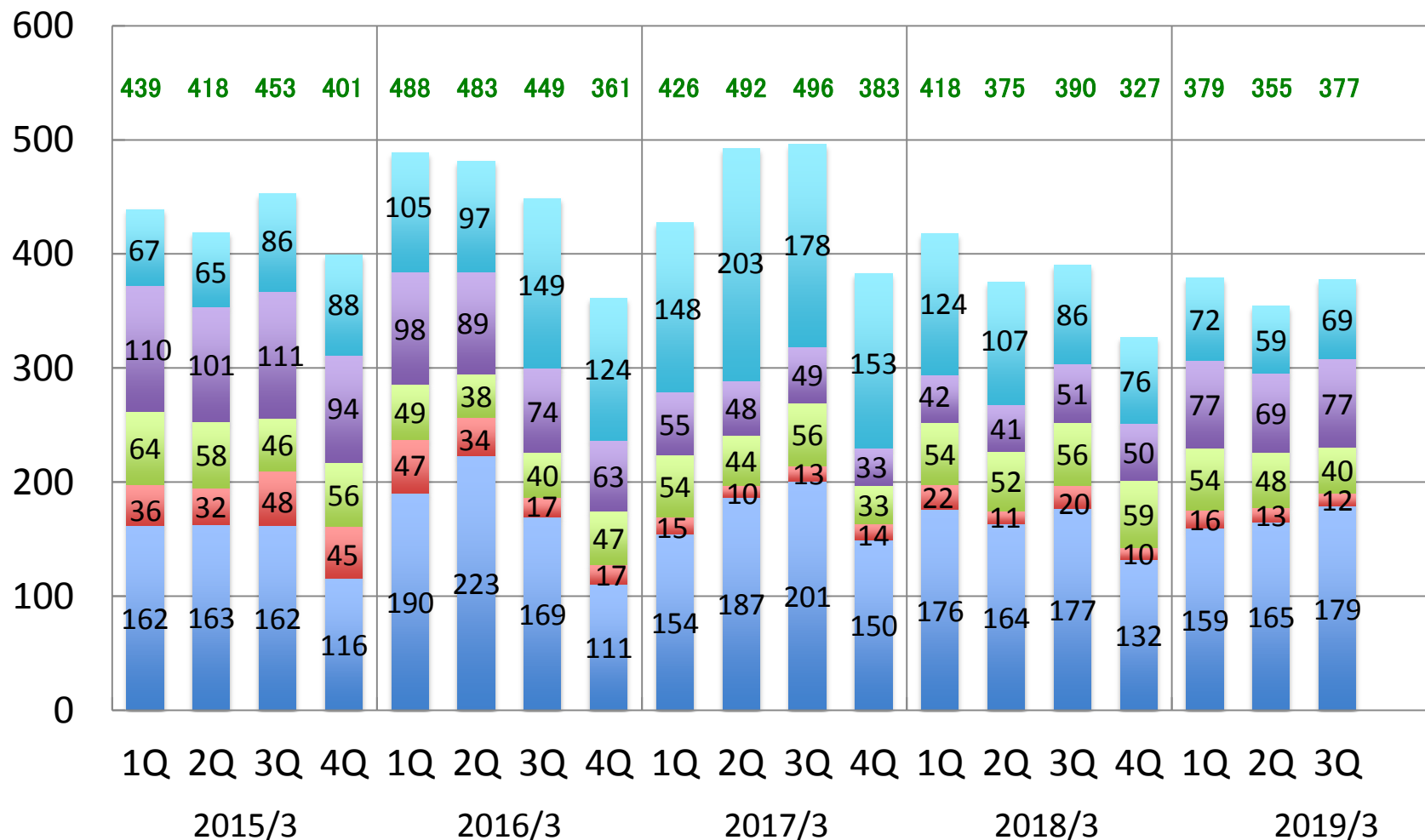
◆ Year total (vs. previous period)



Order Backlog

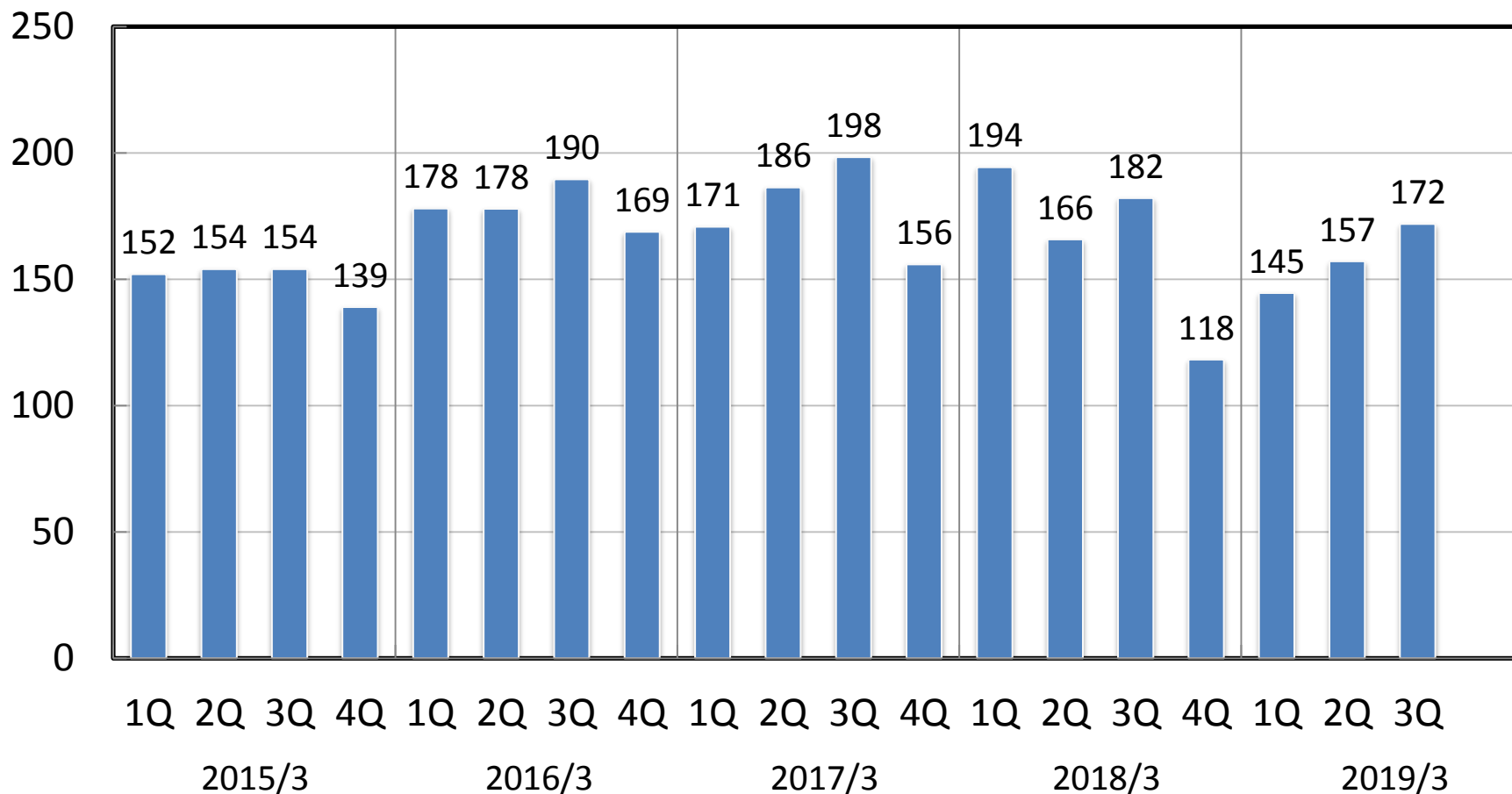
Japan North America Europe Greater China Other Regions

(100 million ¥)



Inventories (Finished Goods, Cost of Sales)

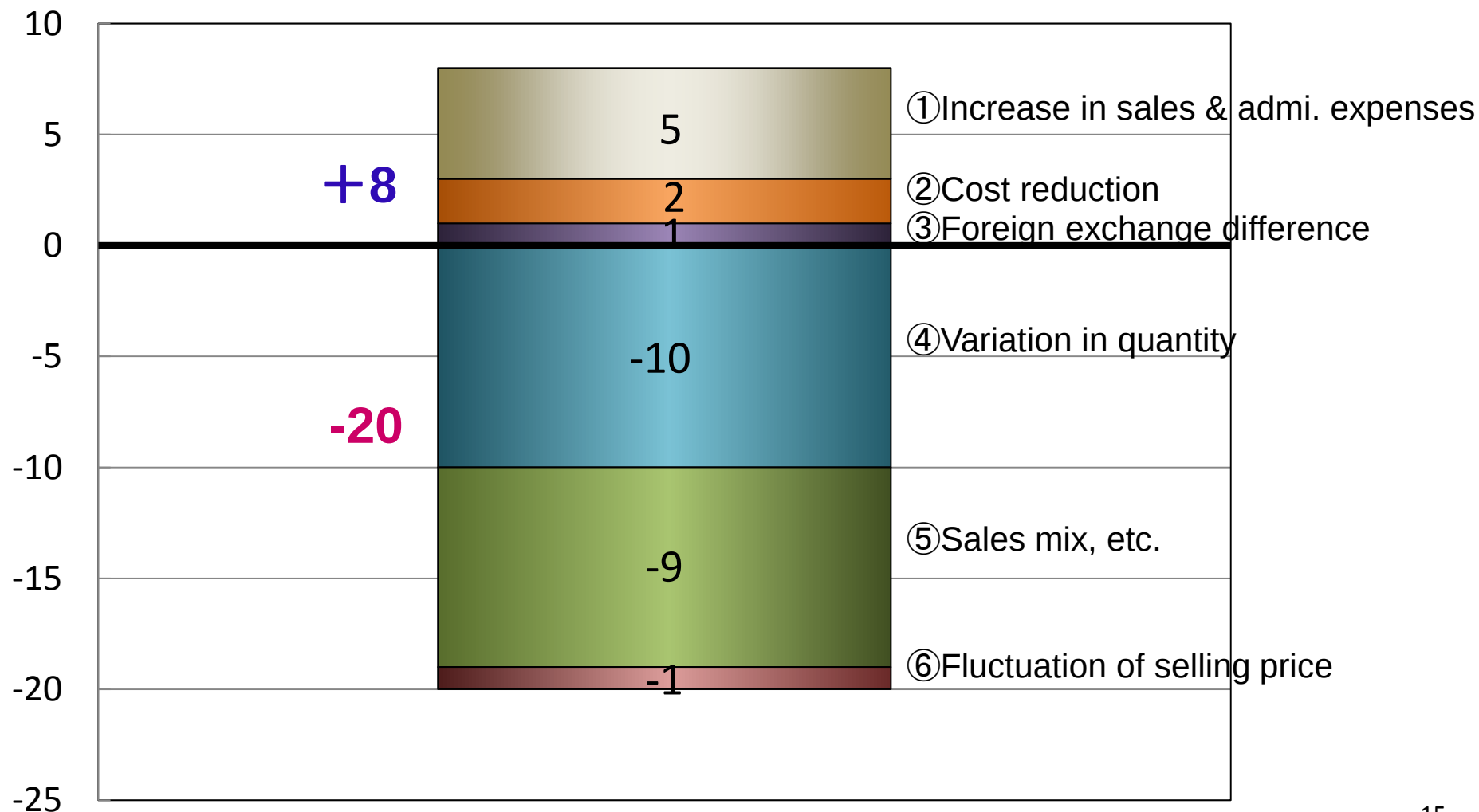
(100 million ¥)



Analysis of Operating Income for 3Q FY2019 (vs. 3Q FY2018)

(100 million ¥)

Total -12



Forecast of result of operations for FY2019

(100 million ¥)

		FY2019 3Q	FY2018 3Q	Change	vs. FY2018 3Q	Forecast FY2019 year total	FY2018 year total	Change	vs. FY2018 year total
Order intake		655	640	15	102%	970	884	86	110%
Net sales		604	639	-35	95%	930	942	-12	99%
Operating income		2	13	-12	13%	15	37	-22	40%
Ordinary income		1	24	-23	3%	18	44	-26	41%
Profit attributable to owners of parent		-8	16	-24	-	11	31	-20	36%
FOREX :	US\$	110.82	111.82	/	/	107.73	110.81	/	/
Average (Yen)	EUR	129.38	128.59			127.63	129.45		
FOREX :	US\$	111.00	113.00			105.00	106.24		
End of term (Yen)	EUR	127.00	134.94			125.00	130.52		

Forecast of Order Intake by Region

(100 million ¥)

	FY2019 3Q	Forecast FY2019 year total	FY2018 year total	Change	vs. FY2018 year total
Japan	291	430	368	62	117%
North-America	49	86	85	1	101%
(million USD)	(44)	(80)	(77)	(3)	(104%)
Europe	95	141	183	-42	77%
(million EUR)	(73)	(111)	(141)	(-31)	(78%)
Greater China	145	189	147	42	129%
Other Regions	76	123	100	23	123%
Total	655	970	884	86	110%

Forecast of Order Intake by Model

(100 million ¥)

	FY2019 3Q	Forecast FY2019 year total	FY2018 year total	Change	vs. FY2018 year total
Sheet-fed offset presses	372	510	472	38	108%
Web offset presses & Security presses	51	102	95	7	107%
Used presses, Service & Repair	148	219	205	14	107%
DPS, PE & Others	85	138	111	27	124%
Total	655	970	884	86	110%

Forecast of Net Sales by Region

(100 million ¥)

	FY2019 3Q	Forecast FY2019 year total	FY2018 year total	Change	vs. FY2018 year total
Japan	244	393	386	8	102%
North-America	48	92	89	3	104%
(million USD)	(44)	(85)	(80)	(5)	(107%)
Europe	113	148	160	-12	93%
(million EUR)	(87)	(116)	(124)	(-7)	(94%)
Greater China	117	177	129	48	137%
Other Regions	82	119	178	-58	67%
Total	604	930	942	-12	99%

Forecast of Net Sales by Model

(100 million ¥)

	FY2019 3Q	Forecast FY2019 year total	FY2018 year total	Change	vs. FY2018 year total
Sheet-fed offset presses	317	503	461	42	109%
Web offset presses & Security presses	63	92	186	-94	50%
Used presses, Service & Repair	146	207	199	9	104%
DPS, PE & Others	78	128	96	32	133%
Total	604	930	942	-12	99%

CAPEX, Depreciation and Amortization, R&D etc.

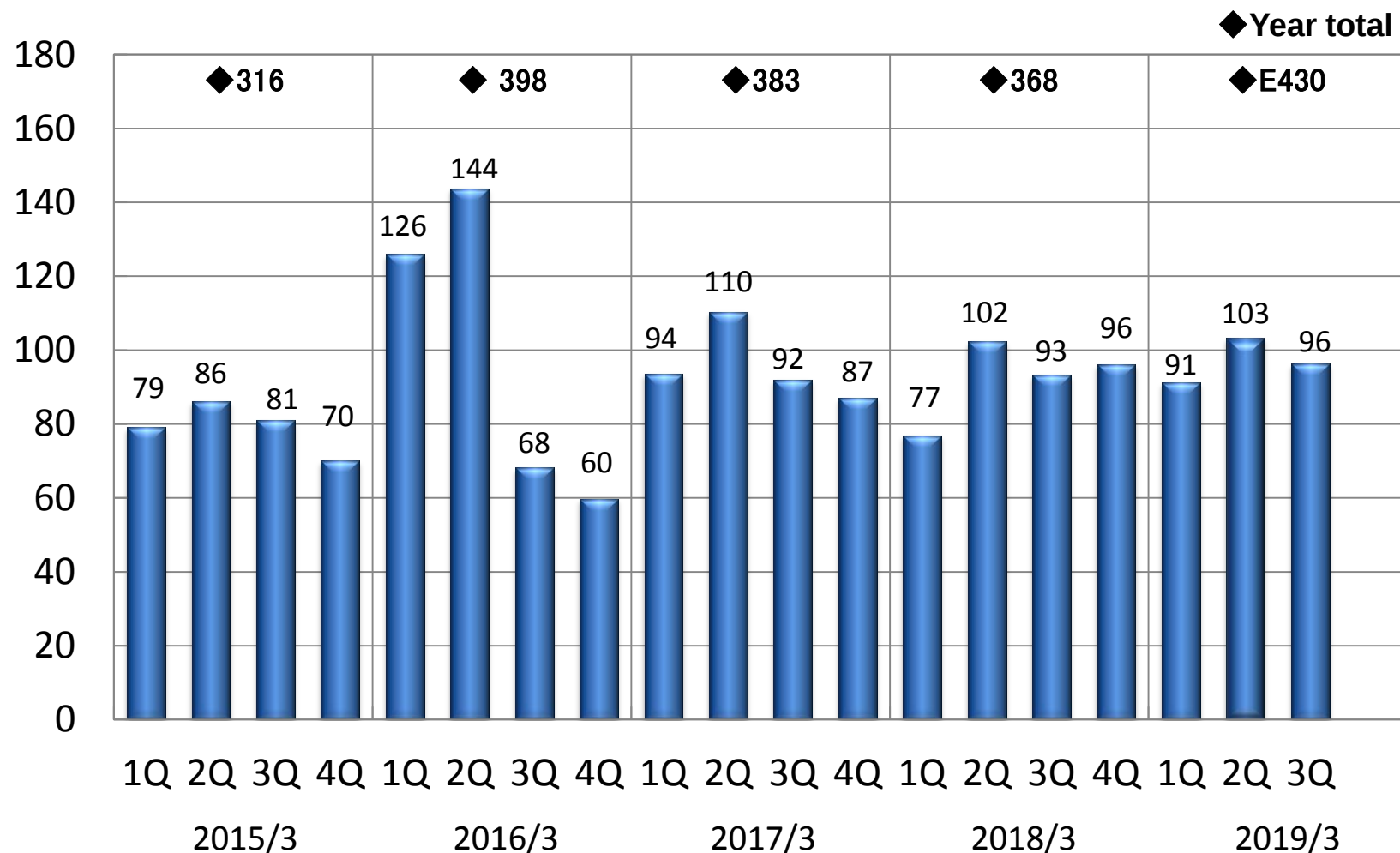
(million ¥)

	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 3Q	FY2019 Forecast
Number of employees	1,784	2,106	2,189	2,195	2,227	2,284	2,360
Personnel expenses	16,972	19,796	20,495	20,317	20,245	15,712	20,800
Capital expenditures	1,367	2,116	3,126	1,455	1,201	752	1,850
Depreciation and amortization	2,172	1,860	2,027	2,133	1,889	1,397	1,970
R&D expenses	4,184	5,123	4,975	4,885	4,785	3,508	4,650
(% to net sales)	(4.6%)	(5.6%)	(5.2%)	(5.6%)	(5.1%)	(5.8%)	(5.0%)

Appendix:
Detailed Order Intake and Net Sales by Region

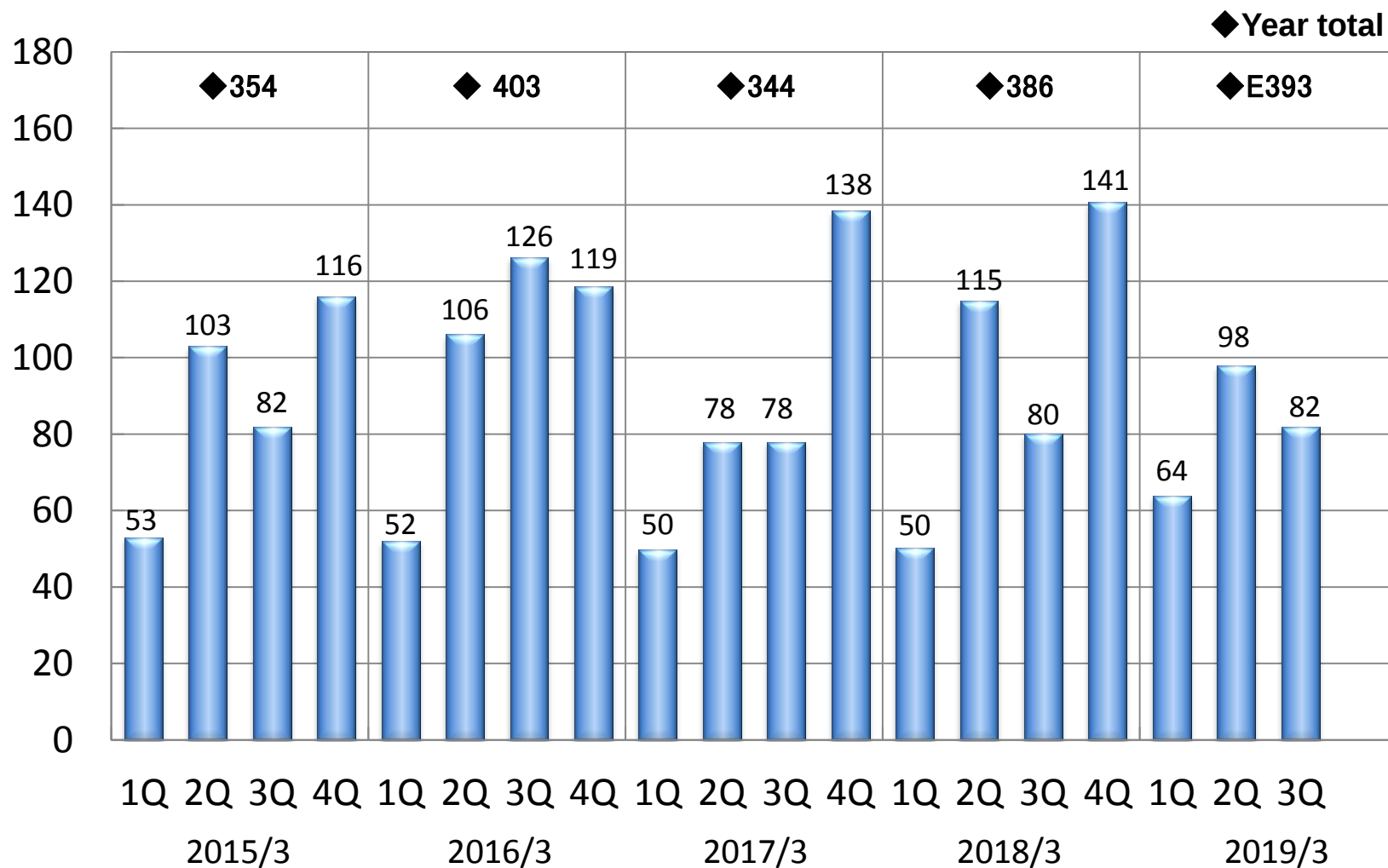
Order Intake in Japanese Market

(100 million ¥)



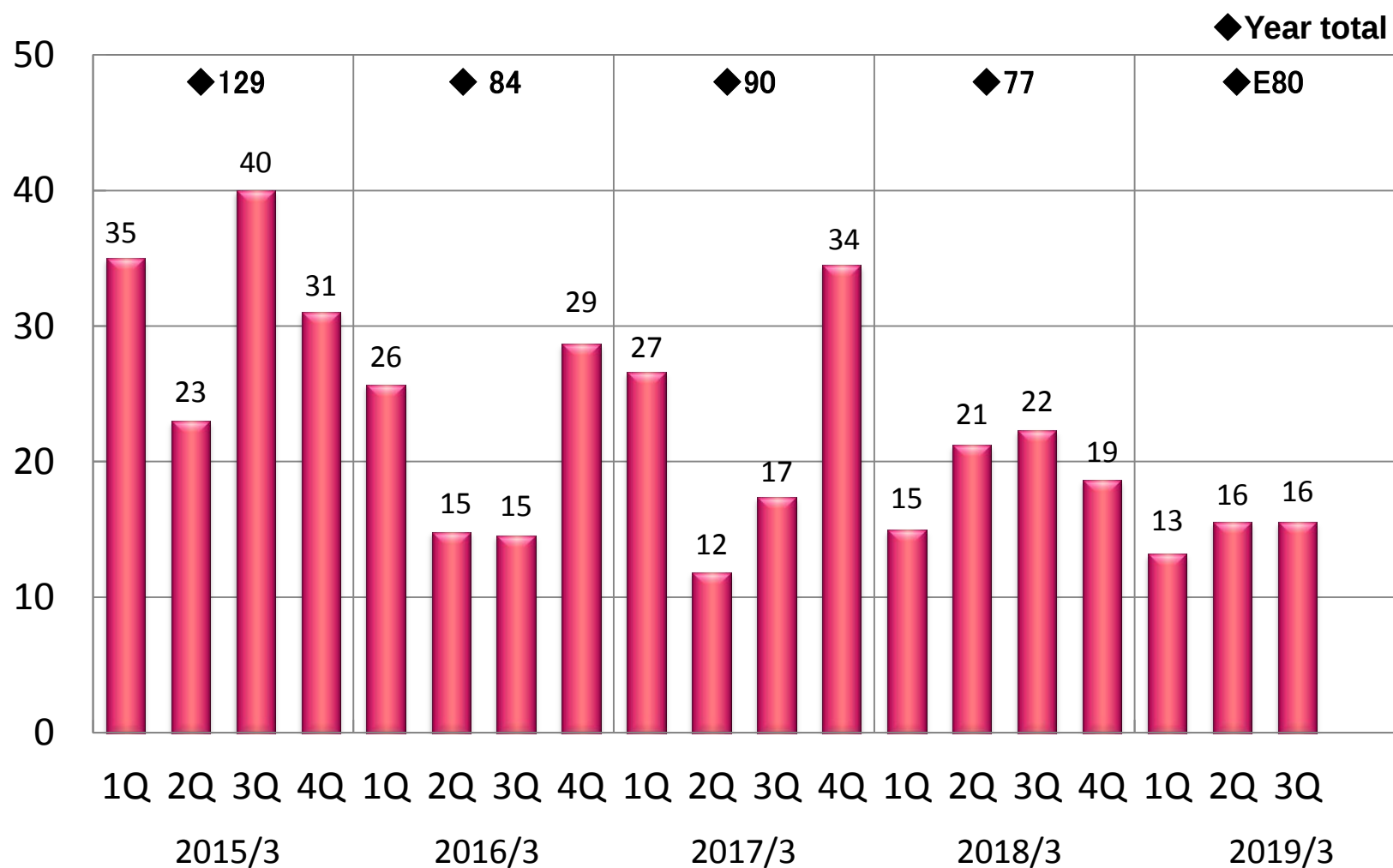
Net Sales in Japanese Market

(100 million ¥)



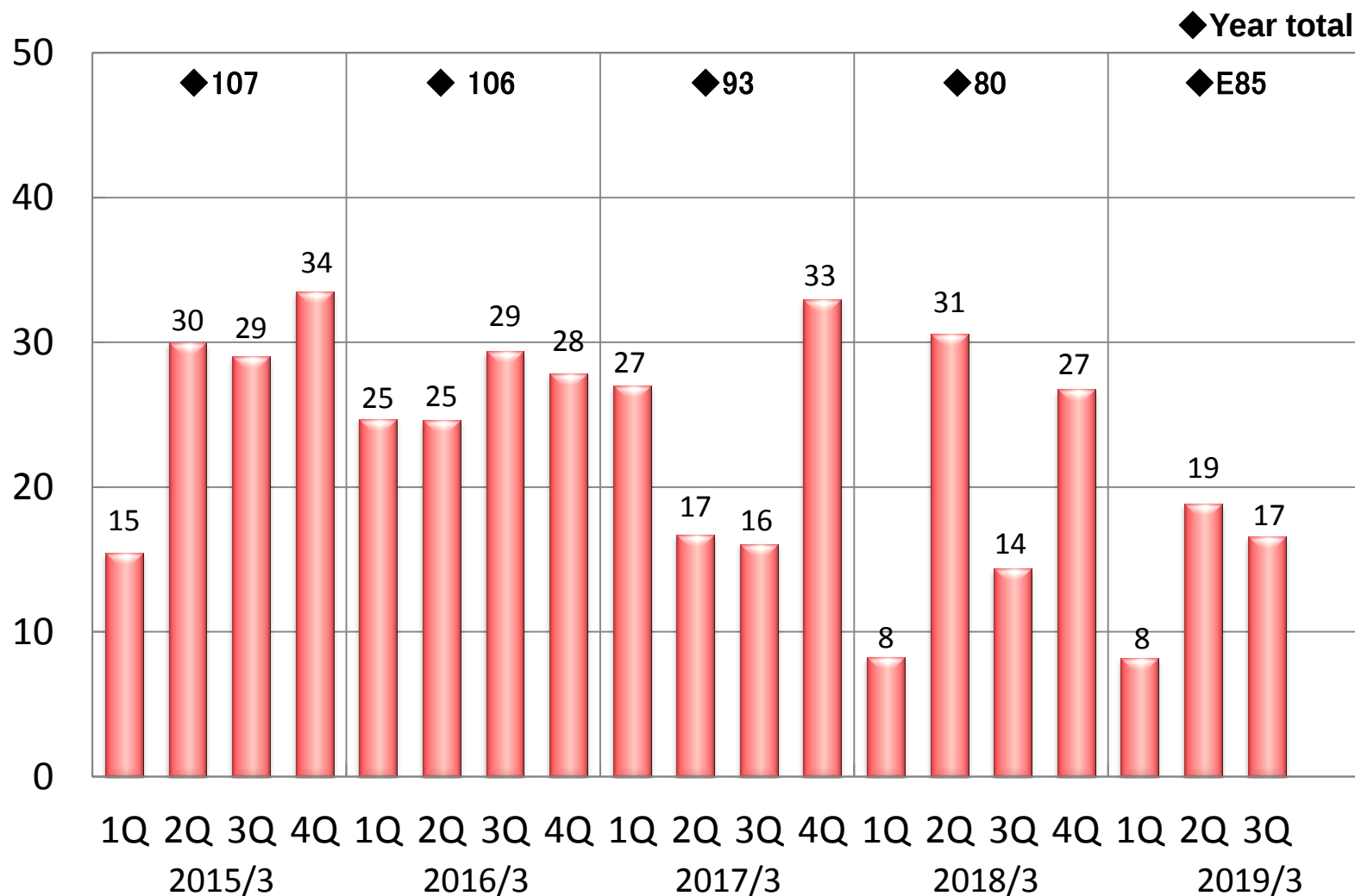
Order Intake in North American Market

(million \$)



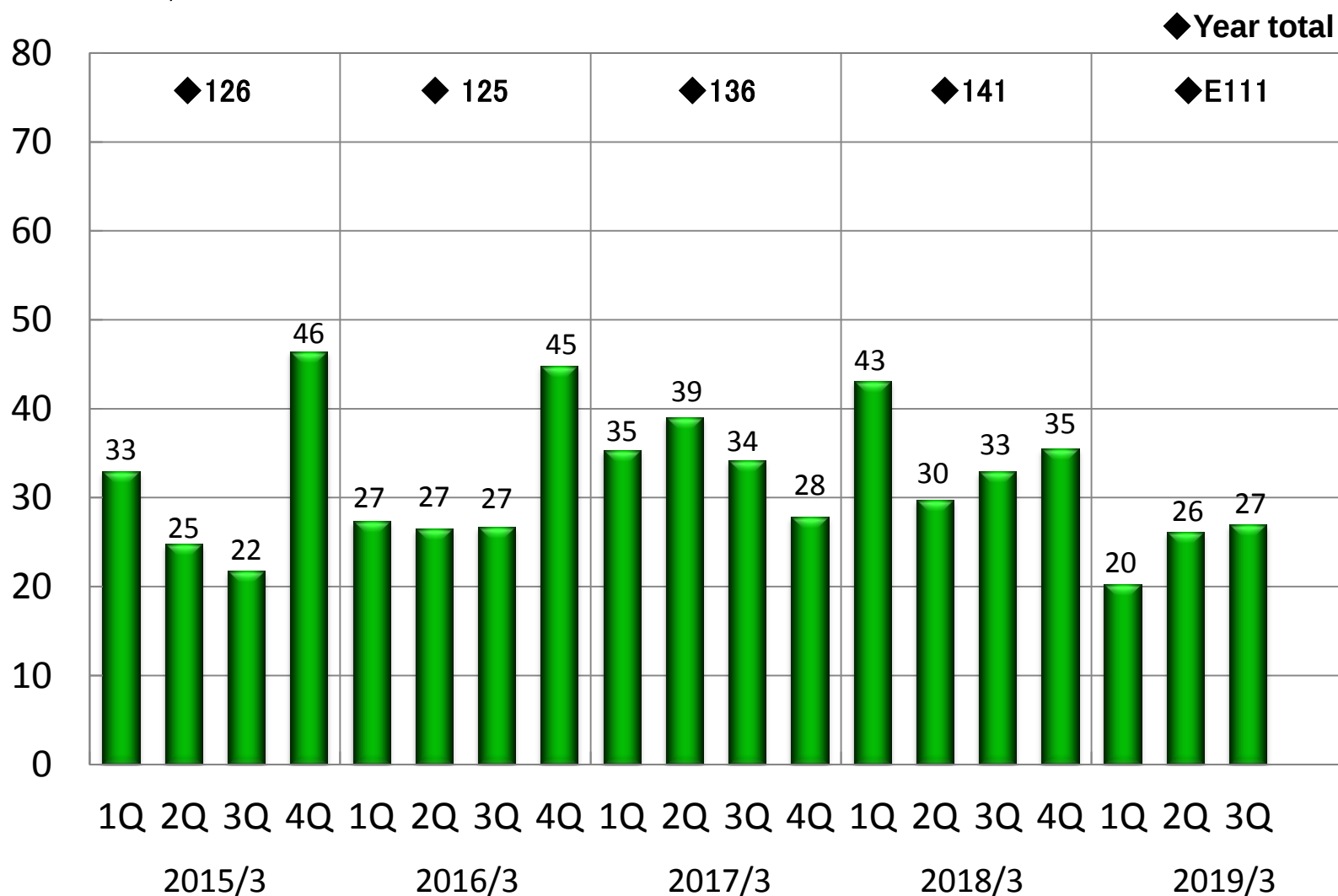
Net Sales in North American Market

(million \$)



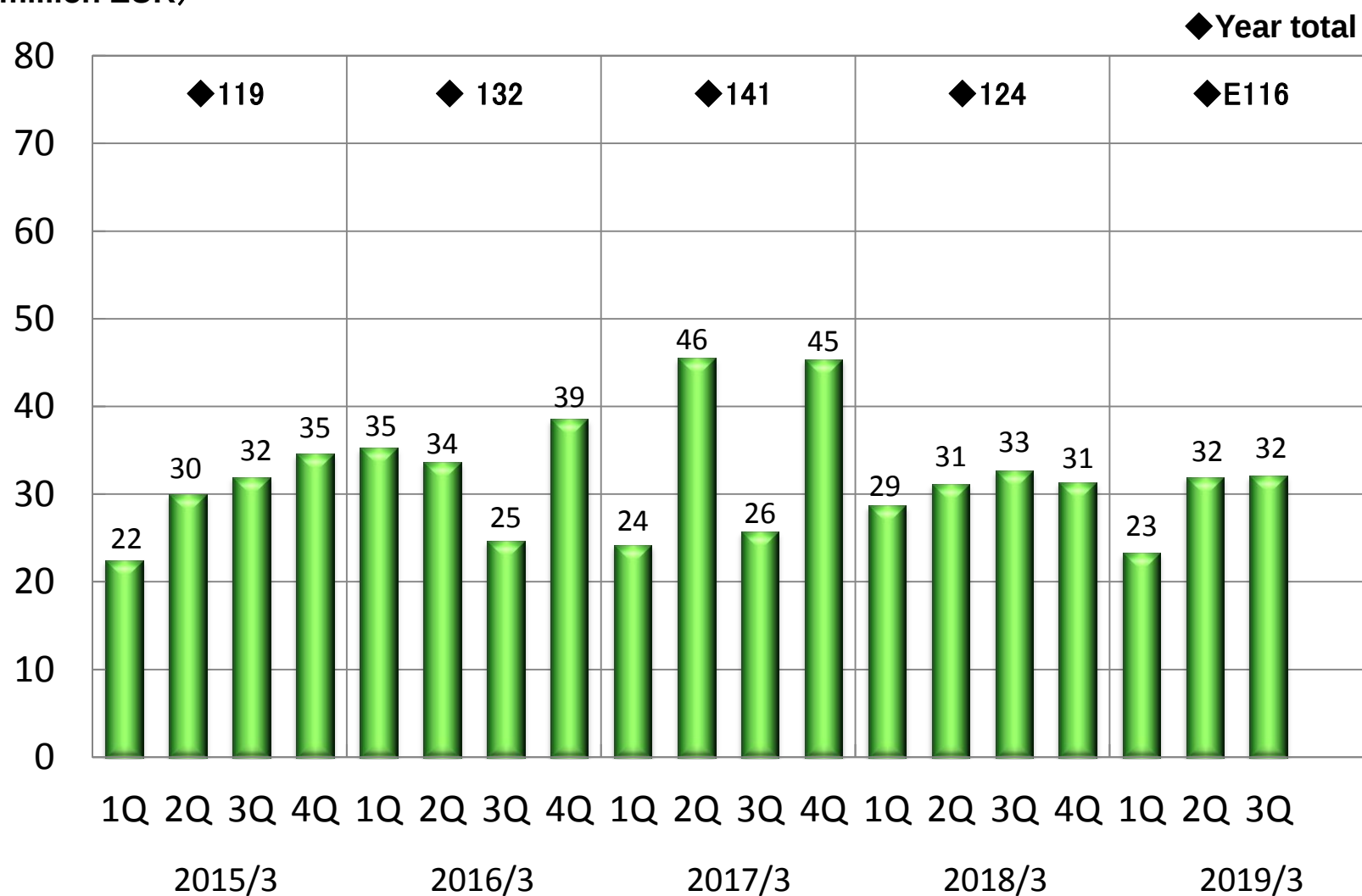
Order Intake in European Market

(million EUR)



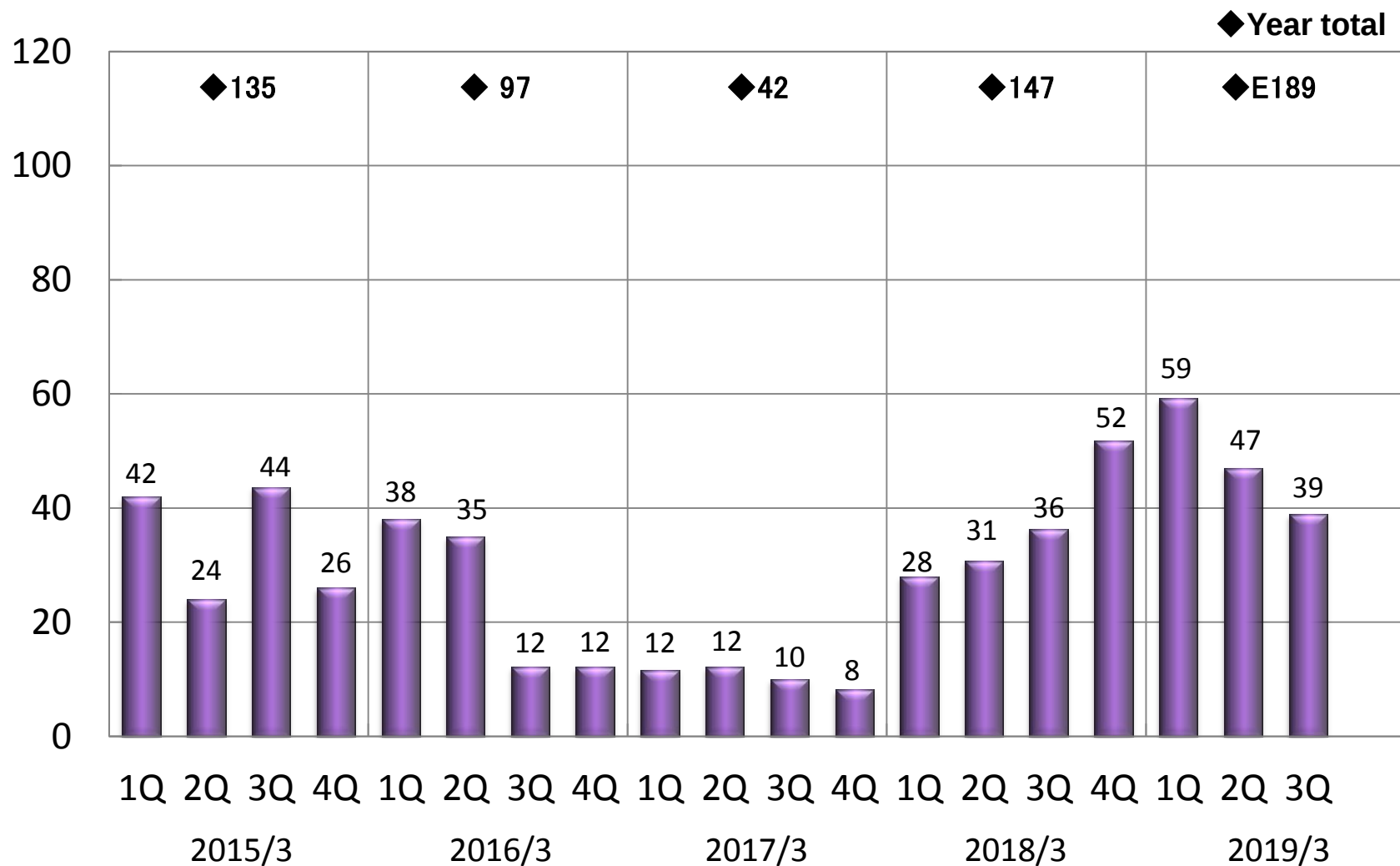
Net Sales in European Market

(million EUR)



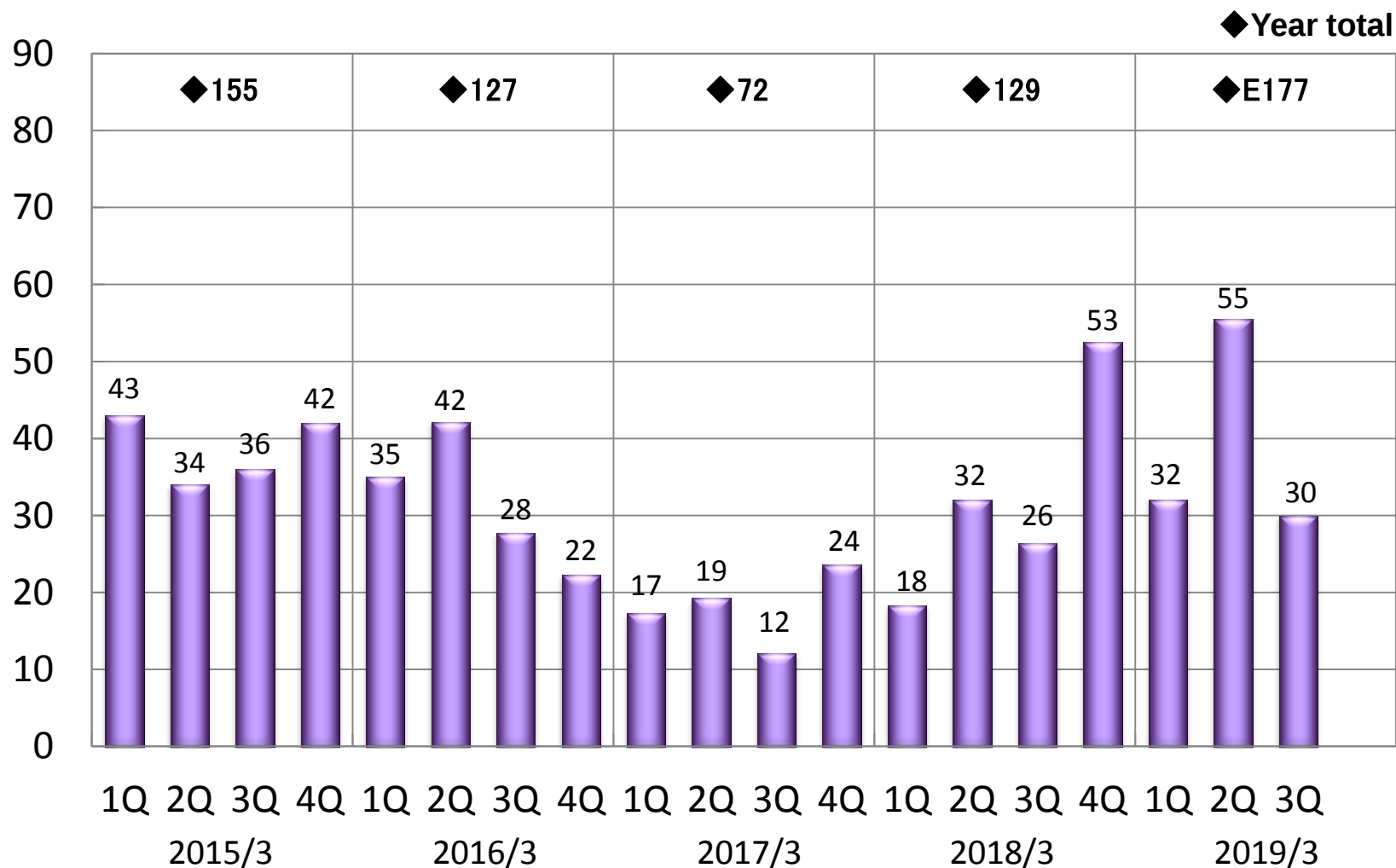
Order Intake in Chinese Market

(100 million ¥)



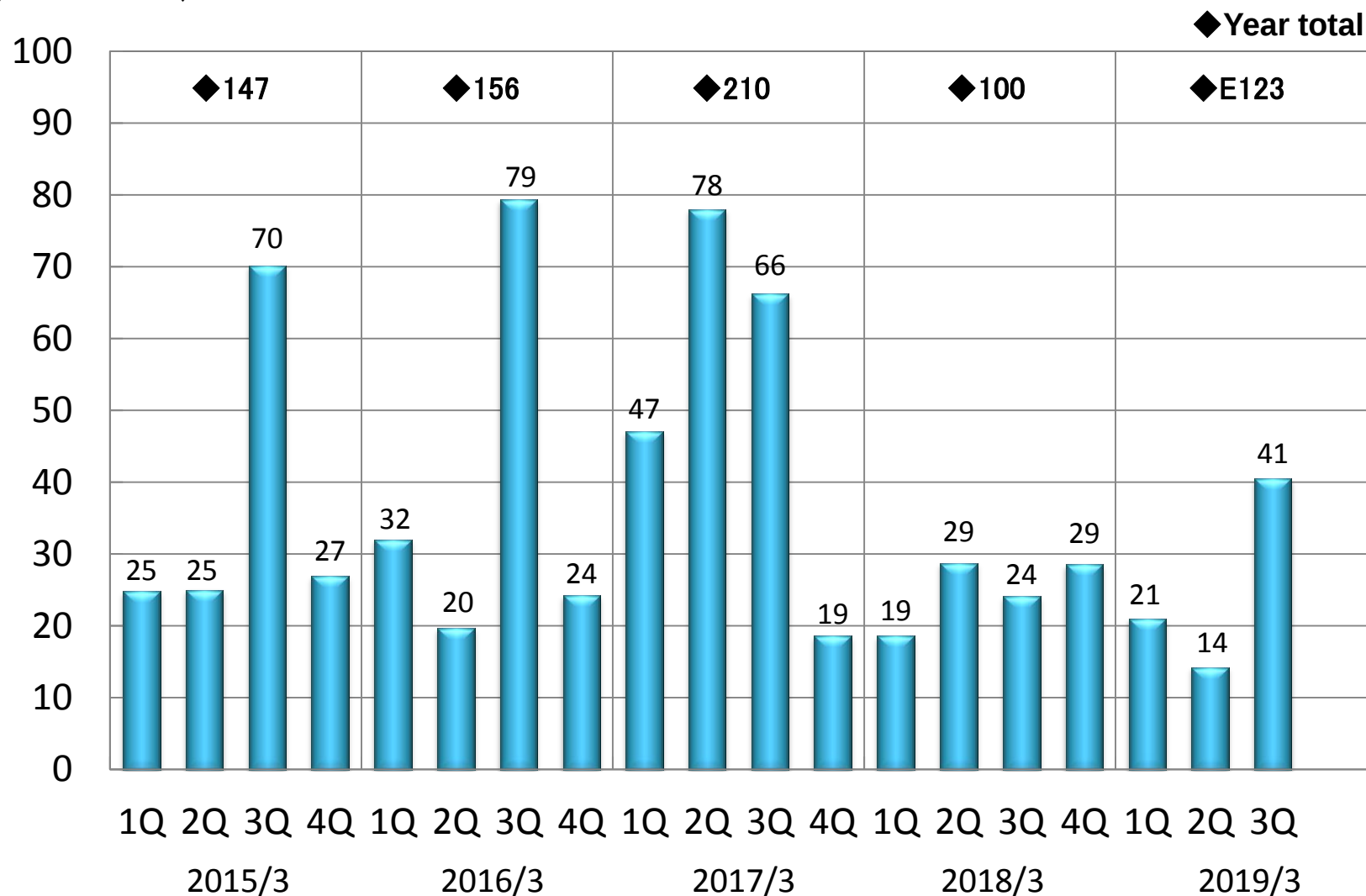
Net Sales in Chinese Market

(100 million ¥)



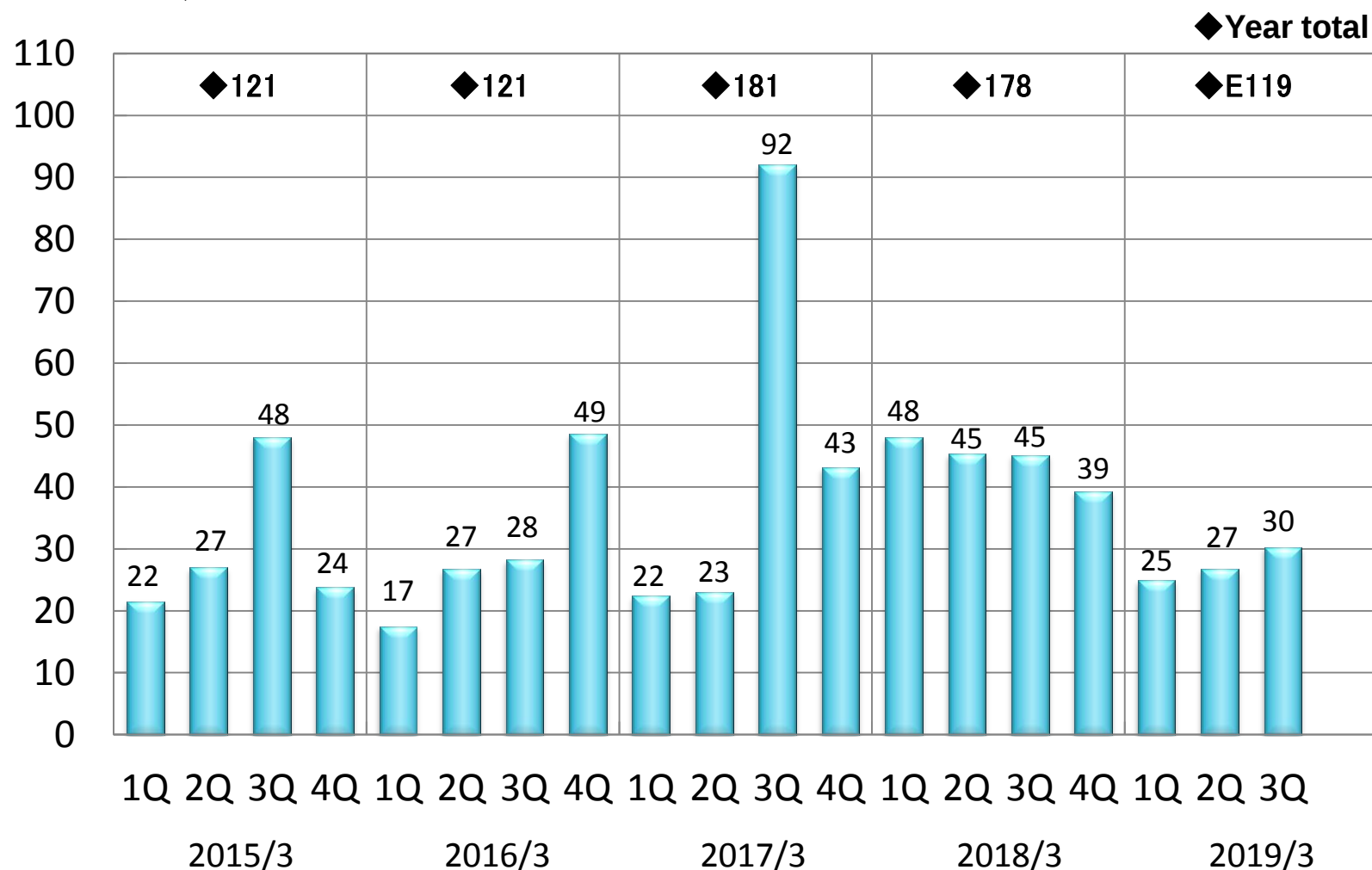
Order Intake in Other Regions' Markets

(100 million ¥)



Net Sales in Other Regions' Markets

(100 million ¥)



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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.