Fiscal Year 2019
Summary Result Presentation

Komori Corporation

Contents

KOMORI

P/L

(100 million ¥)

		FY2019 2019/3	FY2018 2018/3	Change	vs. FY2018	Budget FY2019	Change	vs. Budget
Order intake		935	884	51	106%	970	−35	96%
Net sales		902	942	−39	96%	930	−28	97%
Operating income		27	37	−10	72%	15	12	180%
Ordinary income		25	44	−19	57%	18	7	139%
Profit attributable to owners of parent		14	31	−16	46%	11	3	130%
FOREX : Average (Yen)	US$	110.69	110.81			107.73		
	EUR	128.43	129.45			127.63		
FOREX : End of term (Yen)	US$	110.99	106.24			105.00		
	EUR	124.56	130.52			125.00		

Major Assets and Liabilities

（100 million ¥）

	Mar. 31, 2019	Mar. 31, 2018	Change
Cash and deposits	340	431	−92
Notes and account receivable－trade	262	266	−4
Short-term investment securities	152	207	−55
Inventories	322	278	44
Breakdown: Merchandise and finished goods	133	118	15
Property, plant and equipment	319	328	−9
Intangible assets	22	21	2
Notes and account payable－trade	204	189	15
Short-term loans payable	0	2	−2
Bonds payable	0	100	−100
Long-term loans payable	0	0	0
Shareholders' equity	1,292	1,302	−9
Total assets	1,674	1,812	−138

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

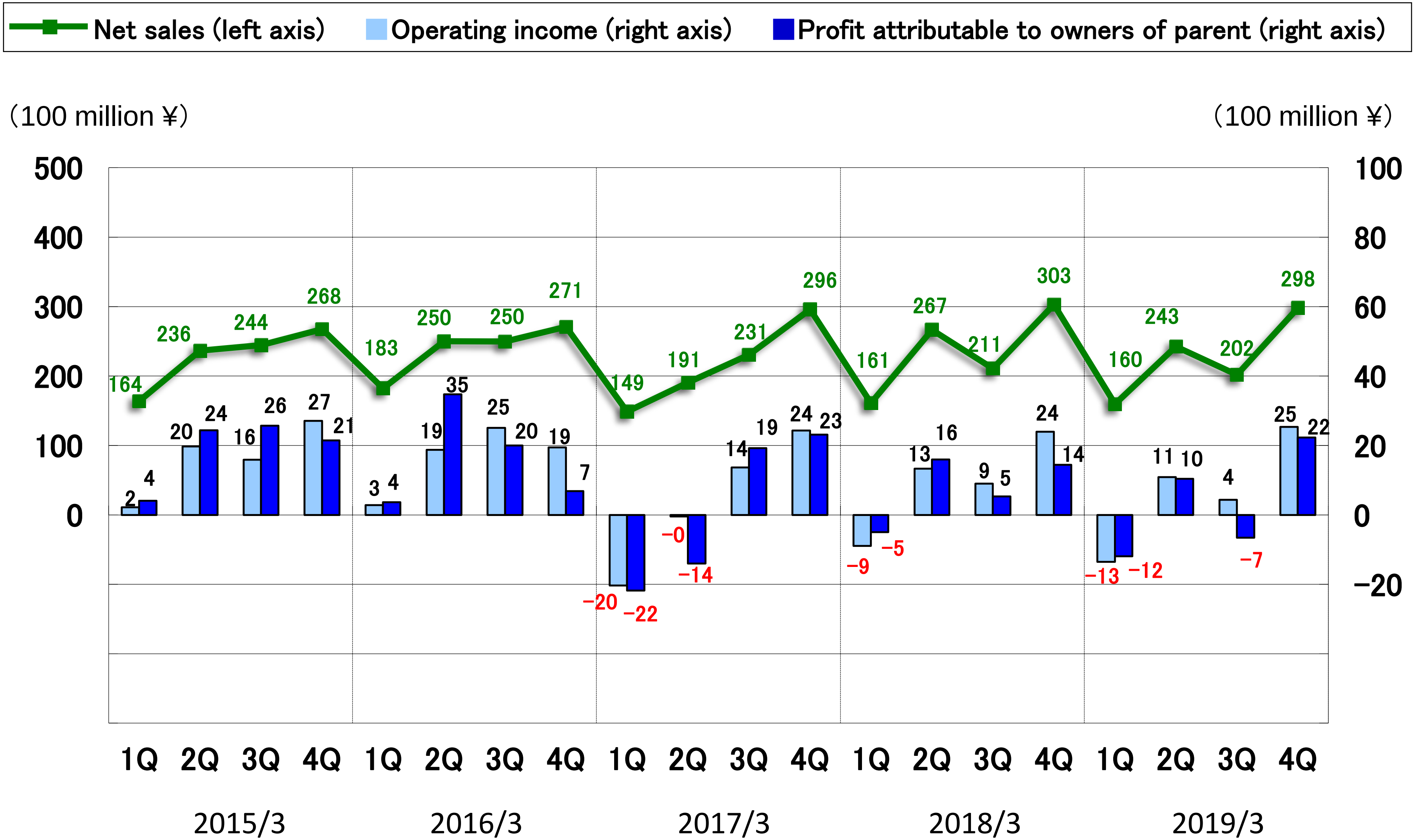
In the first three months of the fiscal year under review, Komori adopted "Partial Amendments to Accounting Standard for Tax Effect Accounting, etc." (ASBJ Statement No. 28, dated February 16, 2018).In line with this standard, deferred tax assets are classified under total investments and advances, while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

Cash Flows

（100 million ¥）

	FY2019 2019/3	FY2018 2018/3	Change
Net cash provided by (used in) operating activities	1	61	−60
Net cash provided by (used in) investing activities	−4	3	−7
Net cash provided by (used in) financing activities	−128	−23	−104
Cash and cash equivalents at end of period	457	588	−132

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



Order Intake by Region

(100 million ¥)

		FY2019 2019/3	FY2018 2018/3	vs. FY2018	Budget FY2019	vs. Budget
Japan		376	368	102%	430	87%
North-America		73	85	86%	86	85%
	(million USD)	(66)	(77)	(86%)	(80)	(83%)
Europe		138	183	76%	141	98%
	(million EUR)	(108)	(141)	(76%)	(111)	(97%)
Greater China		184	147	126%	189	97%
Other Regions		163	100	163%	123	132%
Total		935	884	106%	970	96%

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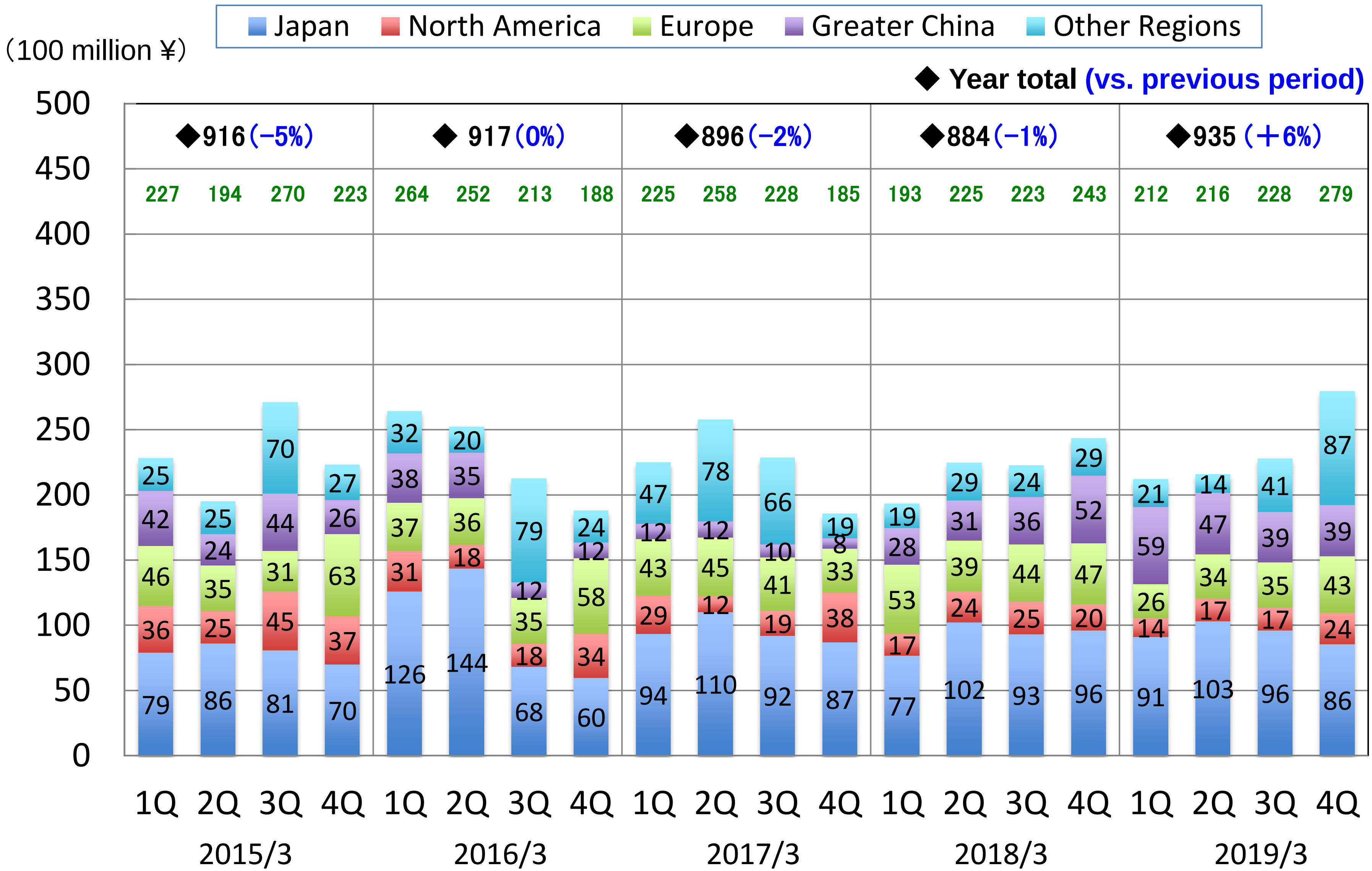
Order Intake by Region

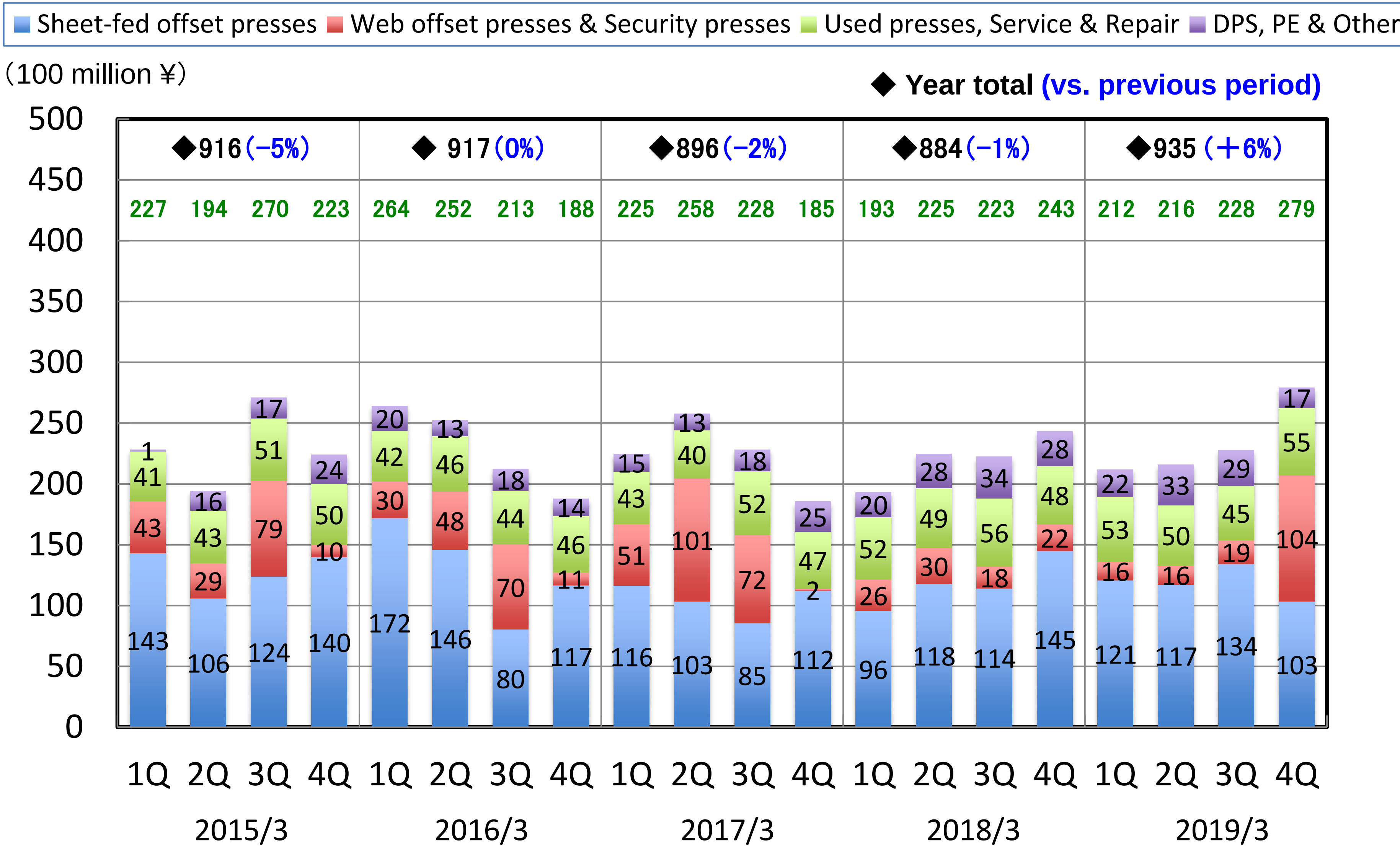


Order Intake by Model

（100 million ¥）

	FY2019 2019/3	FY2018 2018/3	vs. FY2018	Budget FY2019	VS. Budget
Sheet-fed offset presses	475	472	101%	510	93%
Web offset presses & Security presses	154	95	162%	102	151%
Used presses, Service & Repair	203	205	99%	219	93%
DPS, PE & Others	101	111	91%	138	73%
Total	935	884	106%	970	96%

Order Intake by Model

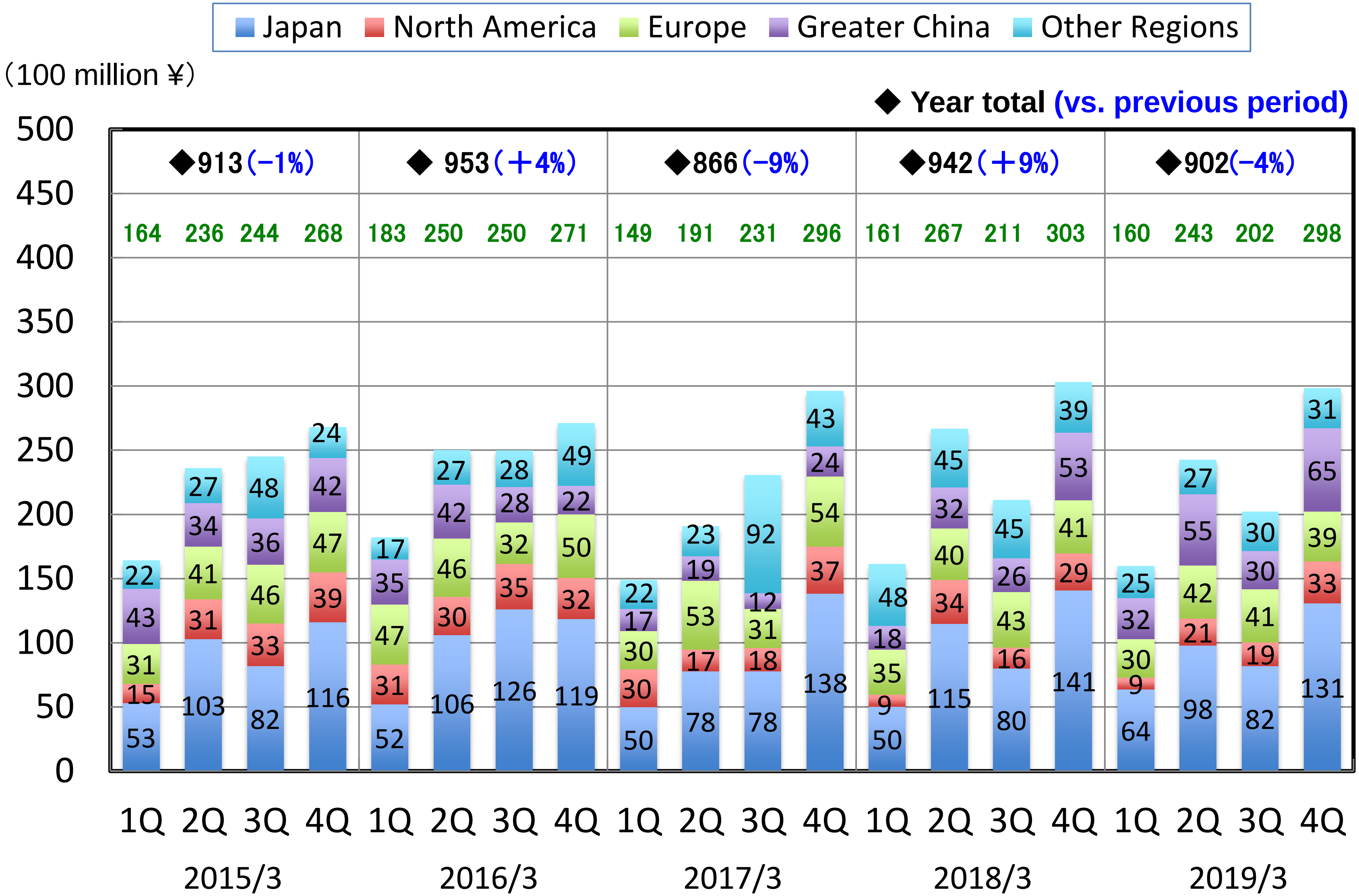


Net Sales by Region

（100 million ¥）

		FY2019 2019/3	FY2018 2018/3	vs. FY2018	Budget FY2019	vs. Budget
Japan		374	386	97%	393	95%
North-America		81	89	91%	92	88%
	(million USD)	(73)	(80)	(91%)	(85)	(86%)
Europe		152	160	95%	148	102%
	(million EUR)	(118)	(124)	(96%)	(116)	(102%)
Greater China		182	129	141%	177	103%
Other Regions		113	178	64%	119	95%
Total		902	942	96%	930	97%

Net Sales by Region

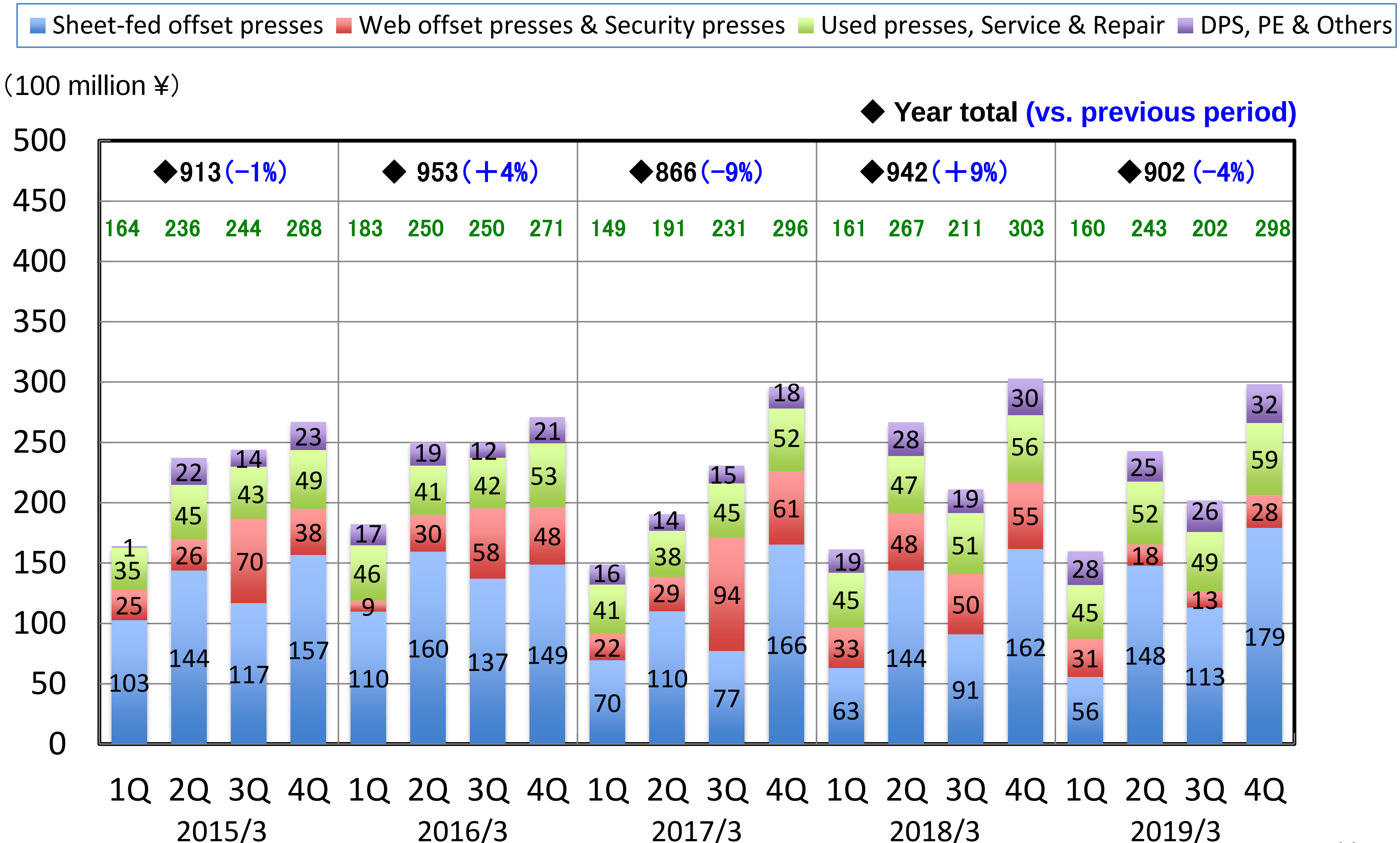


Net Sales by Model

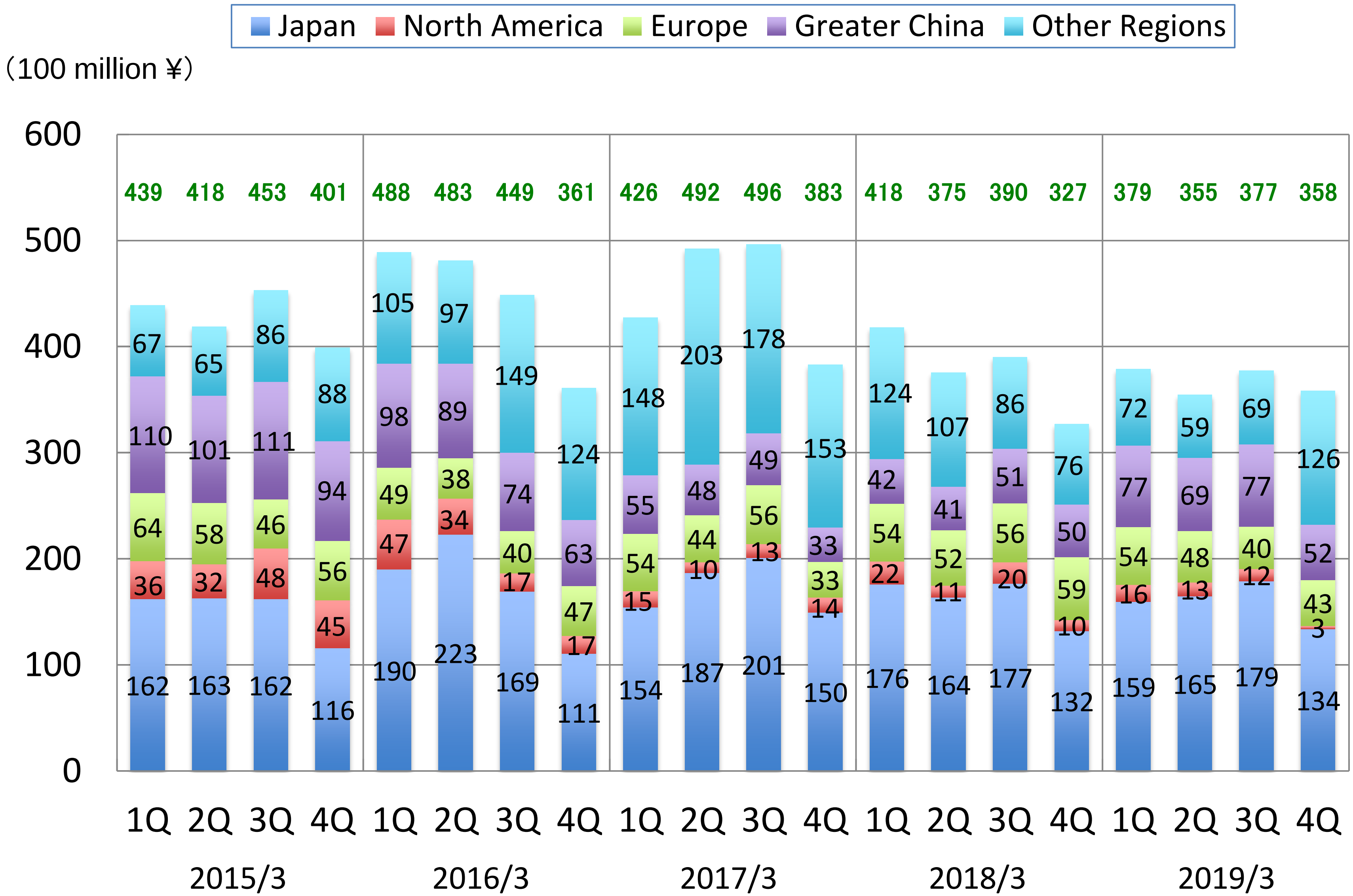
(100 million ¥)

	FY2019 2019/3	FY2018 2018/3	vs. FY2018	Budget FY2019	VS. Budget
Sheet-fed offset presses	497	461	108%	503	99%
Web offset presses & Security presses	90	186	48%	92	98%
Used presses, Service & Repair	206	199	103%	207	99%
DPS, PE & Others	110	96	115%	128	86%
Total	902	942	96%	930	97%

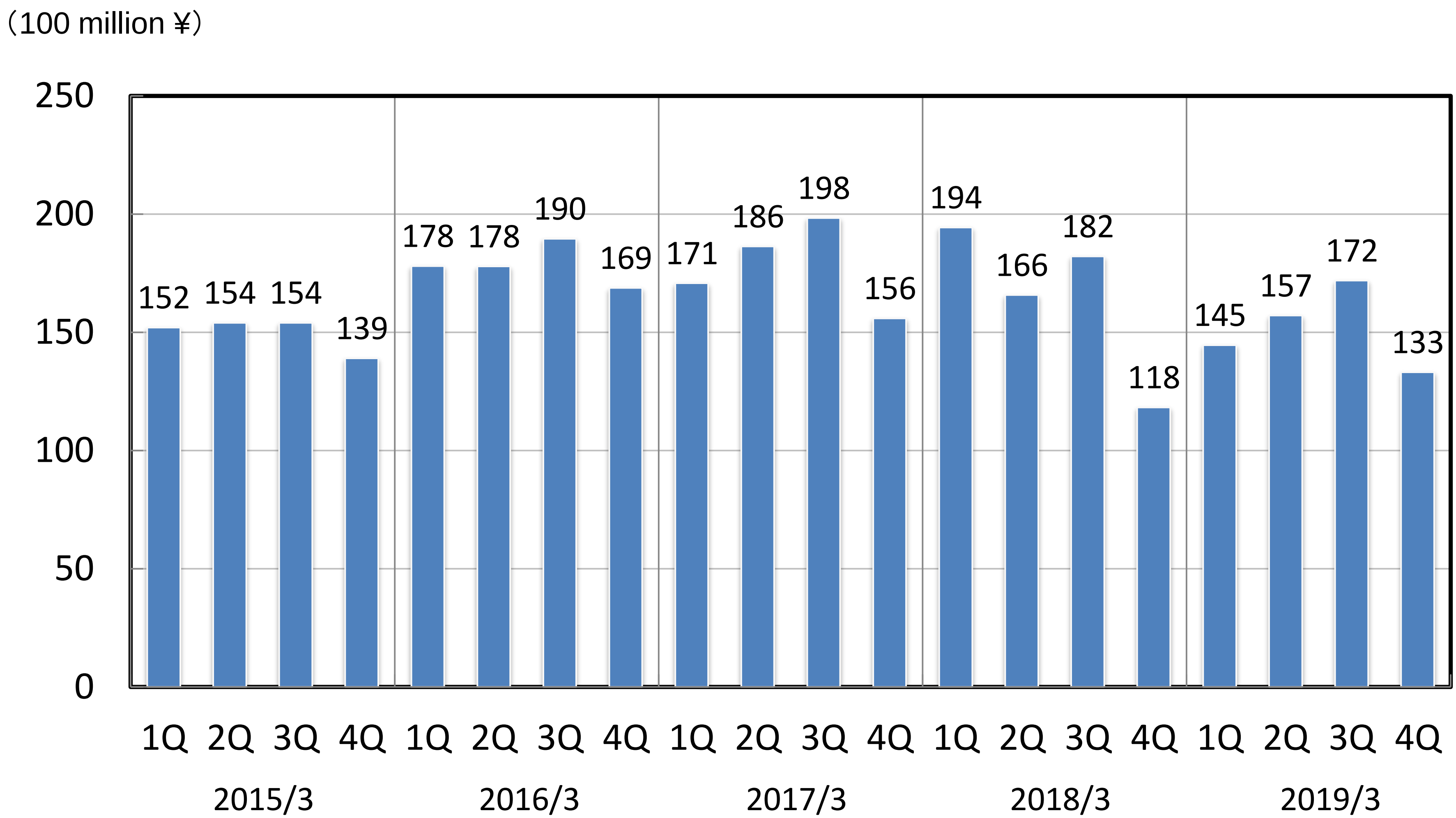
Net Sales by Model



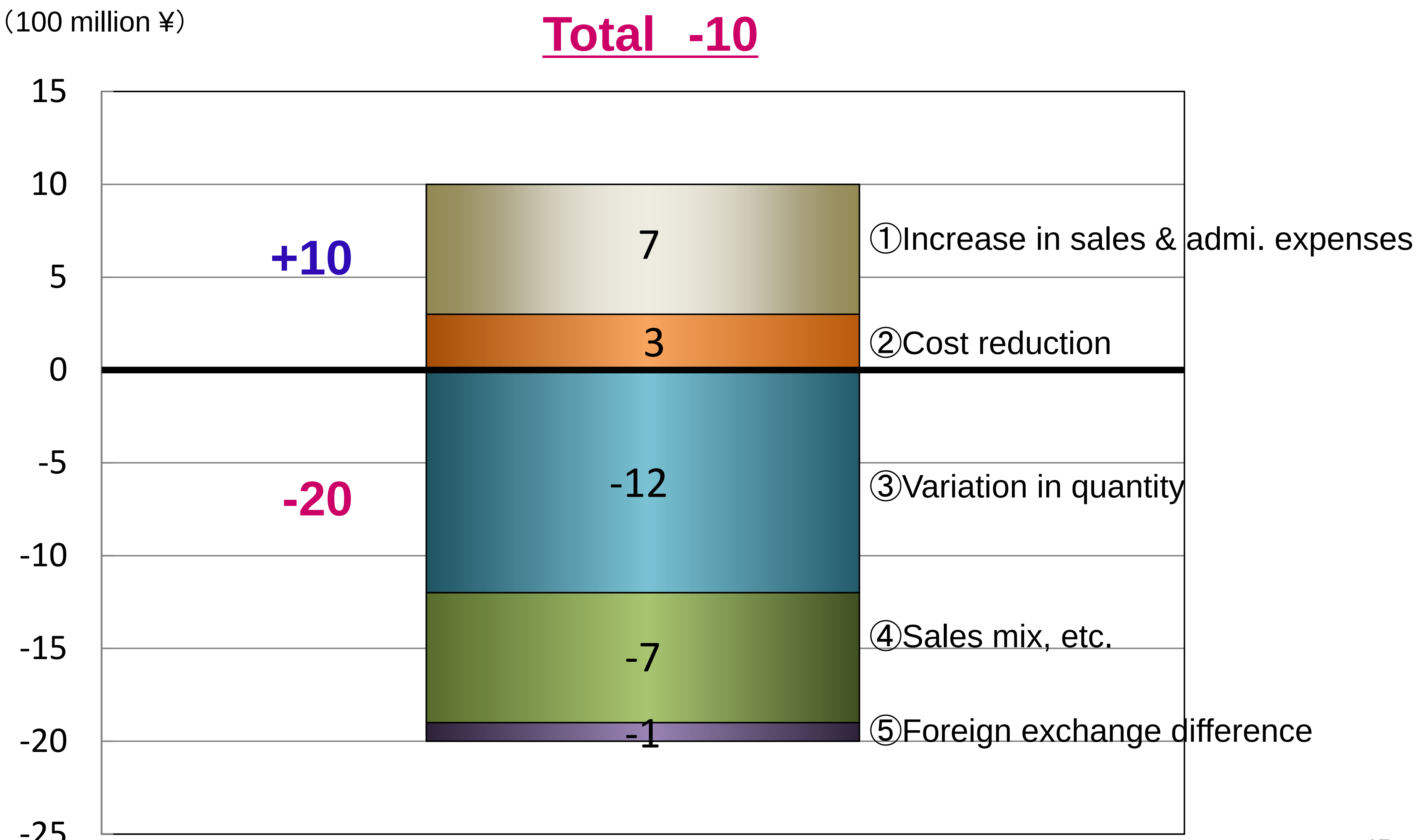
Order Backlog



Inventories（Finished Goods, Cost of Sales）



Analysis of Operating Income for FY2019 (vs. FY2018)



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Forecast of Result of Operations for FY2020

(100 million ¥)

		Budget FY2020			FY2019	Change	vs. FY2019
		1H	2H	Year total			
Order intake		440	560	1,000	935	65	107%
Net sales		415	517	932	902	30	103%
Operating income		−4	27	23	27	−4	85%
Ordinary income		−4	28	24	25	−1	96%
Profit attributable to owners of parent		−7	21	14	14	0	98%
FOREX : Average (Yen)	US$	105.00	105.00	105.00	110.69		
	EUR	120.00	120.00	120.00	128.43		
FOREX : End of term (Yen)	US$	105.00	105.00	105.00	110.99		
	EUR	120.00	120.00	120.00	124.56		

Forecast of Order Intake by Region

(100 million ¥)

		Budget FY2020			FY2019	Change	vs. FY2019
		1H	2H	Year total			
Japan		201	205	406	376	30	108%
North-America		26	59	85	73	12	117%
	(million USD)	(25)	(56)	(81)	(66)	(15)	(123%)
Europe		58	95	154	138	15	111%
	(million EUR)	(48)	(80)	(128)	(108)	(20)	(119%)
Greater China		93	86	179	184	-6	97%
Other Regions		63	114	177	163	14	109%
Total		440	560	1,000	935	65	107%

Forecast of Order Intake by Model

(100 million ¥)

	Budget FY2020			FY2019	Change	vs. FY2019
	1H	2H	Year total			
Sheet-fed offset presses	231	268	499	475	24	105%
Web offset presses & Security presses	50	104	154	154	0	100%
Used presses, Service & Repair	100	113	213	203	10	105%
DPS, PE & Others	58	75	134	101	32	132%
Total	440	560	1,000	935	66	107%

Forecast of Net Sales by Region

(100 million ¥)

		Budget FY2020			FY2019	Change	vs. FY2019
		1H	2H	Year total			
Japan		164	221	385	374	10	103%
North-America		17	65	82	81	1	102%
	(million USD)	(16)	(62)	(78)	(73)	(5)	(107%)
Europe		60	86	146	152	−6	96%
	(million EUR)	(50)	(72)	(122)	(118)	(3)	(103%)
Greater China		96	66	163	182	−20	89%
Other Regions		78	78	156	113	43	138%
Total		415	517	932	902	30	103%

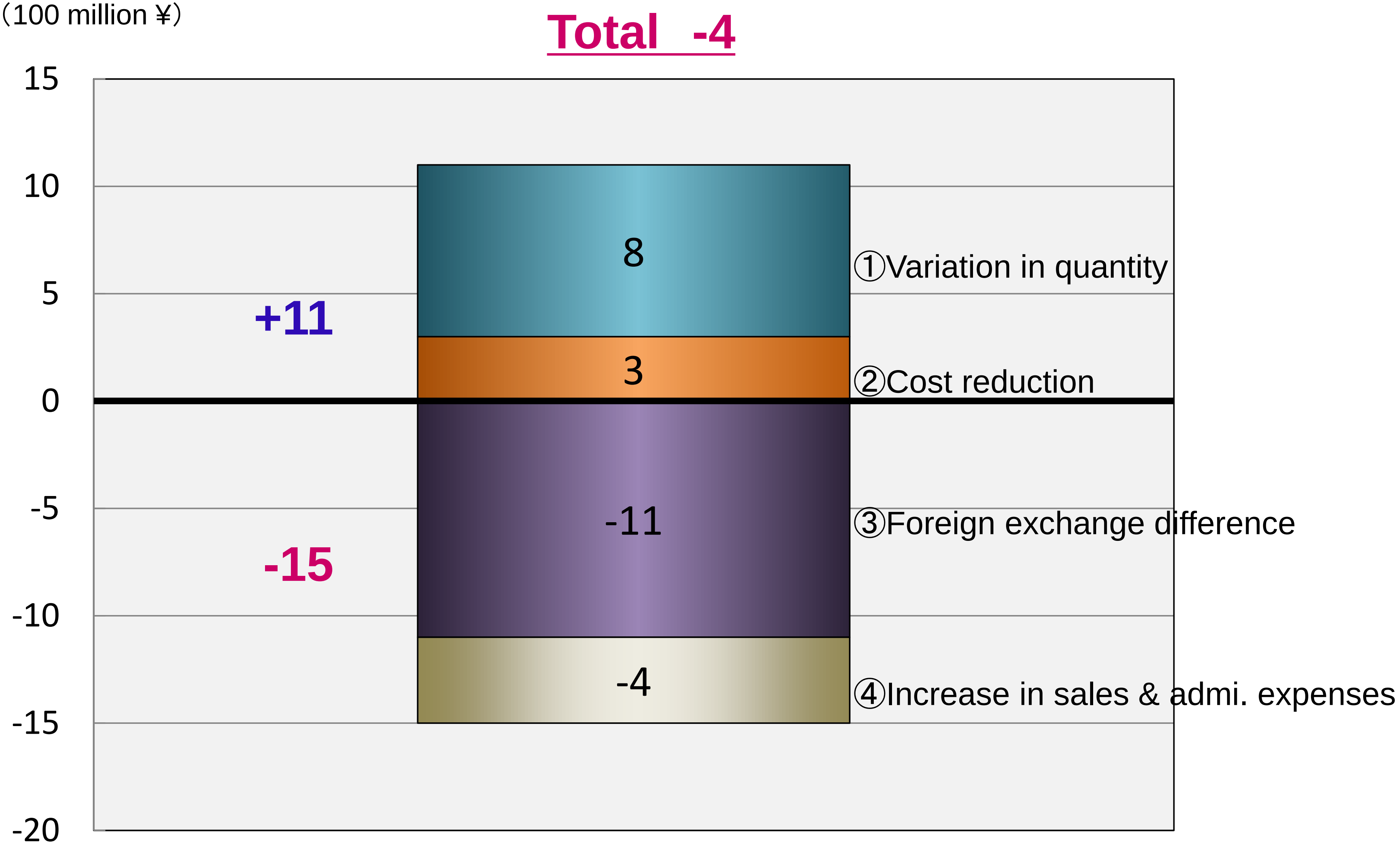
Forecast of Net Sales by Model

(100 million ¥)

	Budget FY2020			FY2019	Change	vs. FY2019
	1H	2H	Year total			
Sheet-fed offset presses	201	259	459	497	-37	93%
Web offset presses & Security presses	65	58	123	90	33	137%
Used presses, Service & Repair	100	116	216	206	10	105%
DPS, PE & Others	49	84	133	110	23	121%
Total	415	517	932	902	30	103%

Analysis of Operating Income for FY2020 (vs. FY2019)

（100 million ¥）



Capex, Depreciation and Amortization, R&D etc.

(million ¥)

	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020 Forecast
Number of employees	2,106	2,189	2,195	2,227	2,335	2,370
Personnel expenses	19,796	20,495	20,317	20,245	20,908	20,700
Capital expenditures	2,116	3,126	1,455	1,201	1,334	2,100
Depreciation and amortization	1,860	2,027	2,133	1,889	1,965	2,100
R&D expenses	5,123	4,975	4,885	4,785	4,740	4,700
(% to net sales)	(5.6%)	(5.2%)	(5.6%)	(5.1%)	(5.3%)	(5.0%)

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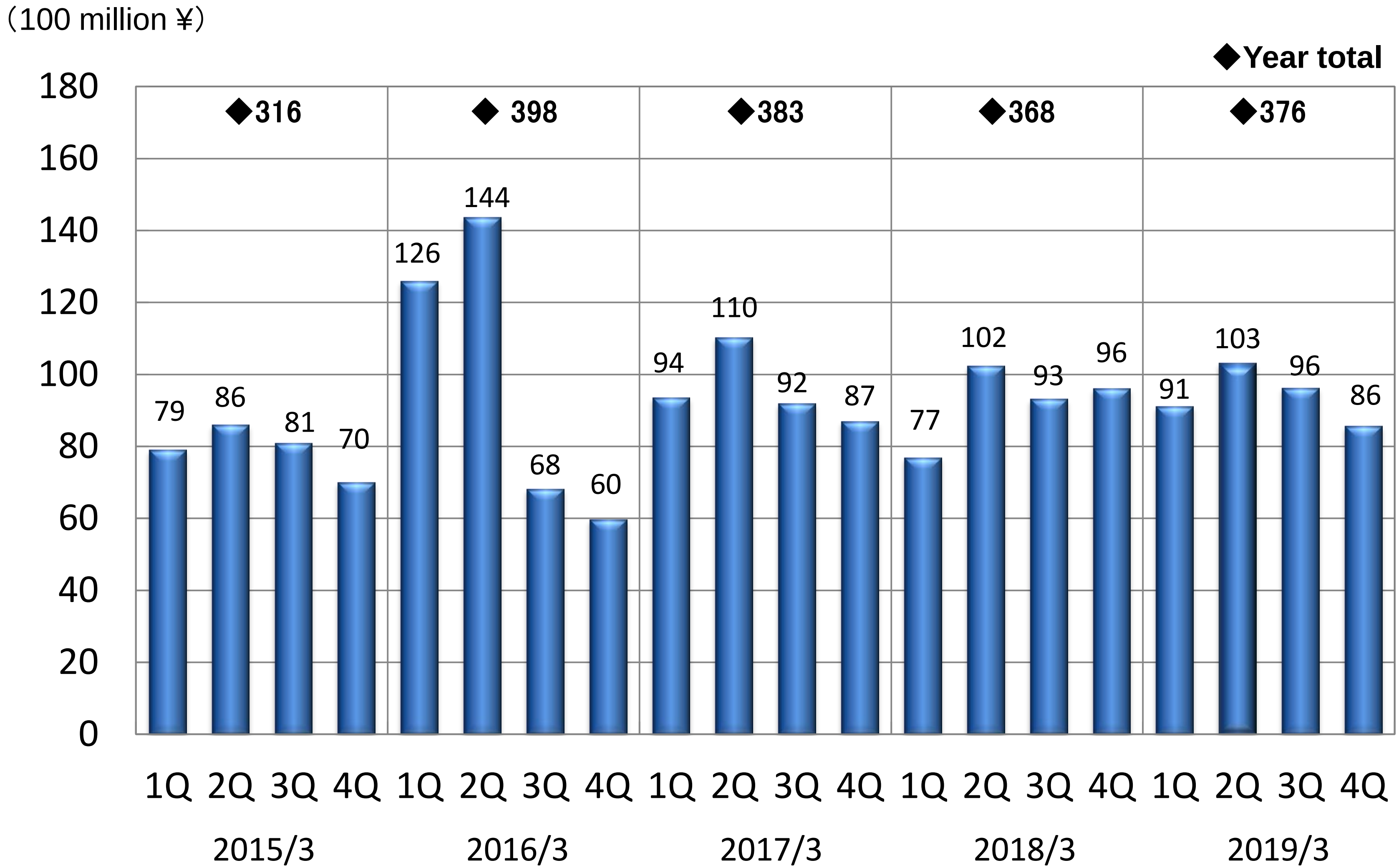
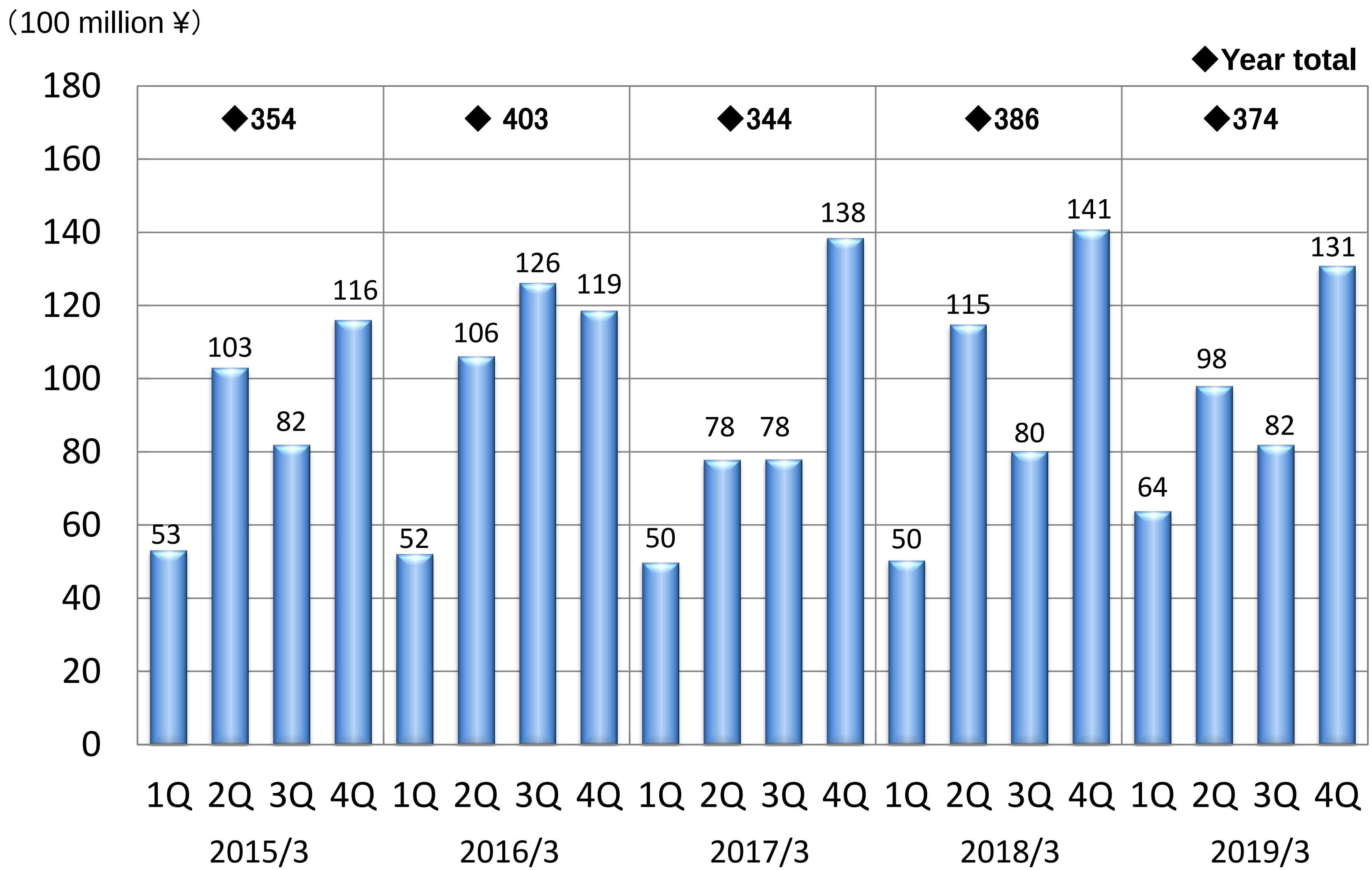
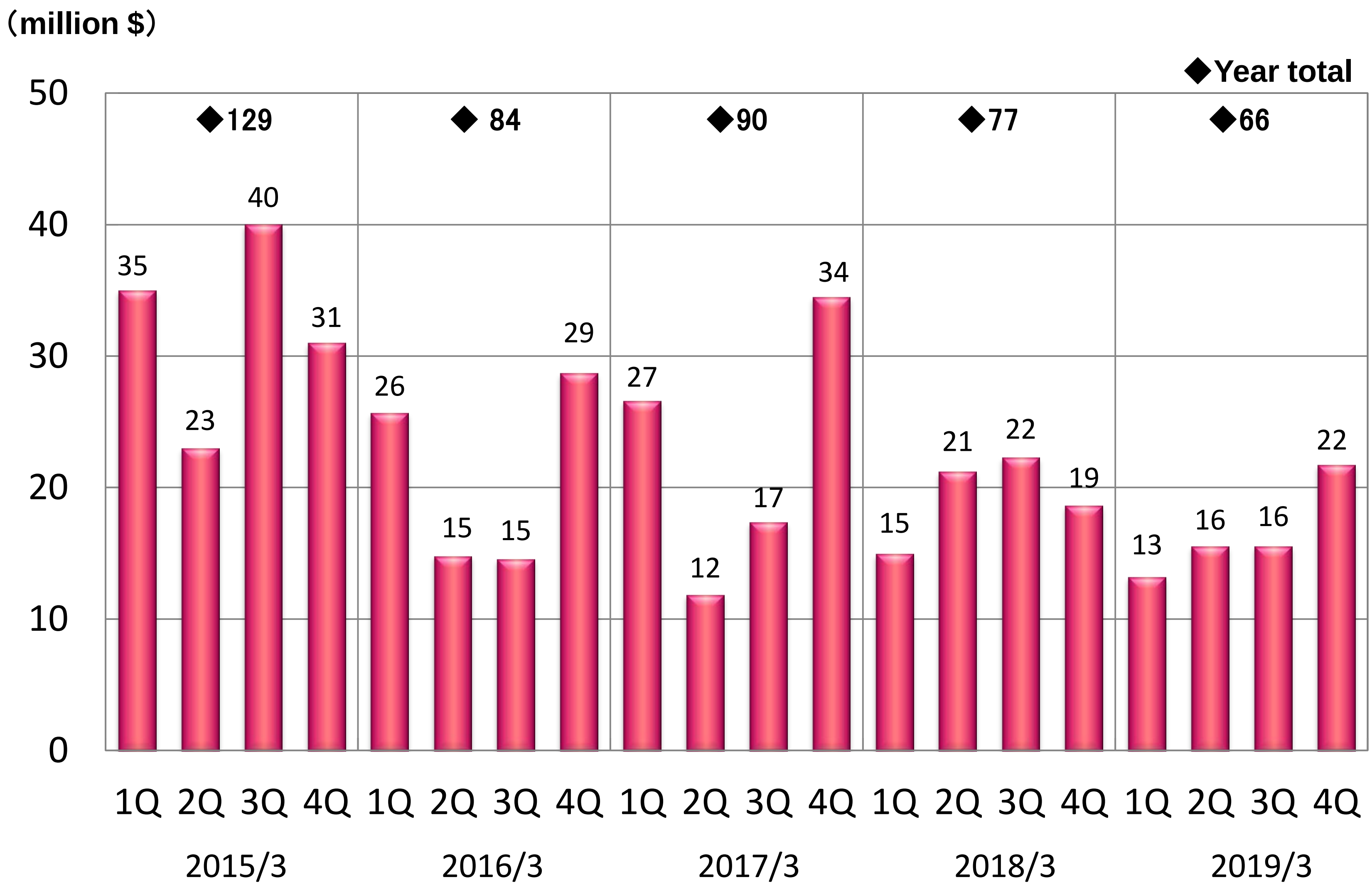
Order Intake in Japanese Market



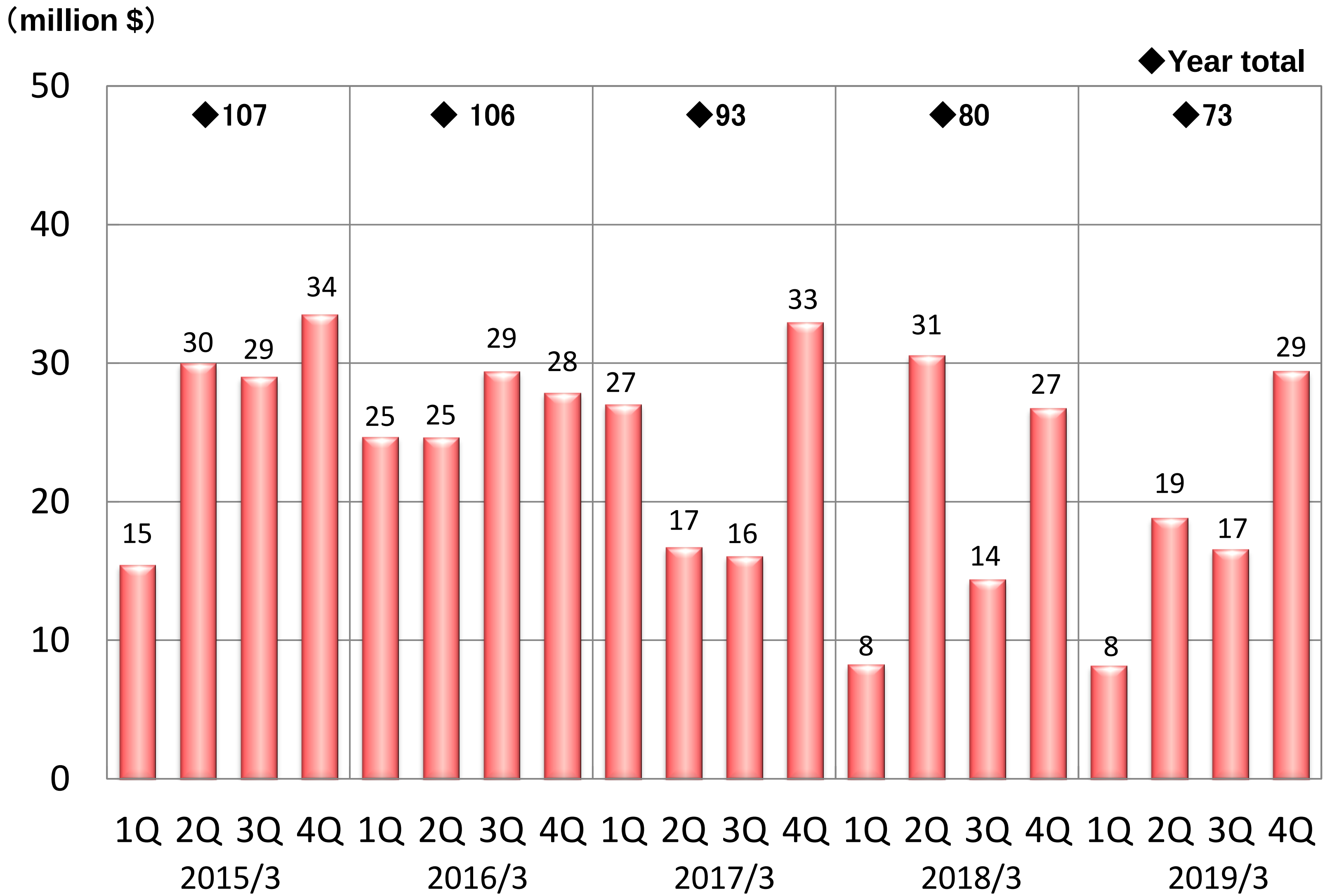
Net Sales in Japanese Market



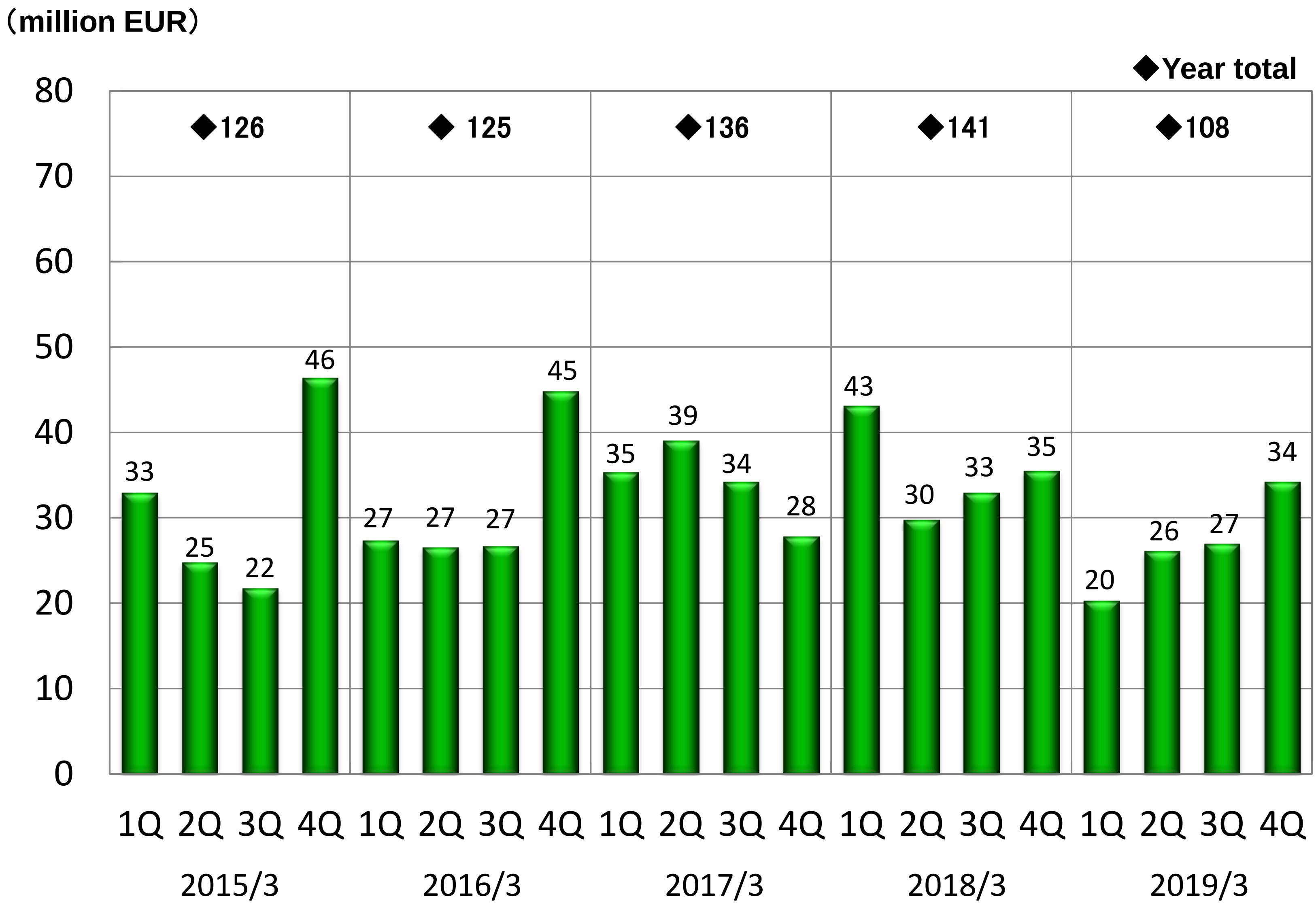
Order Intake in North American Market



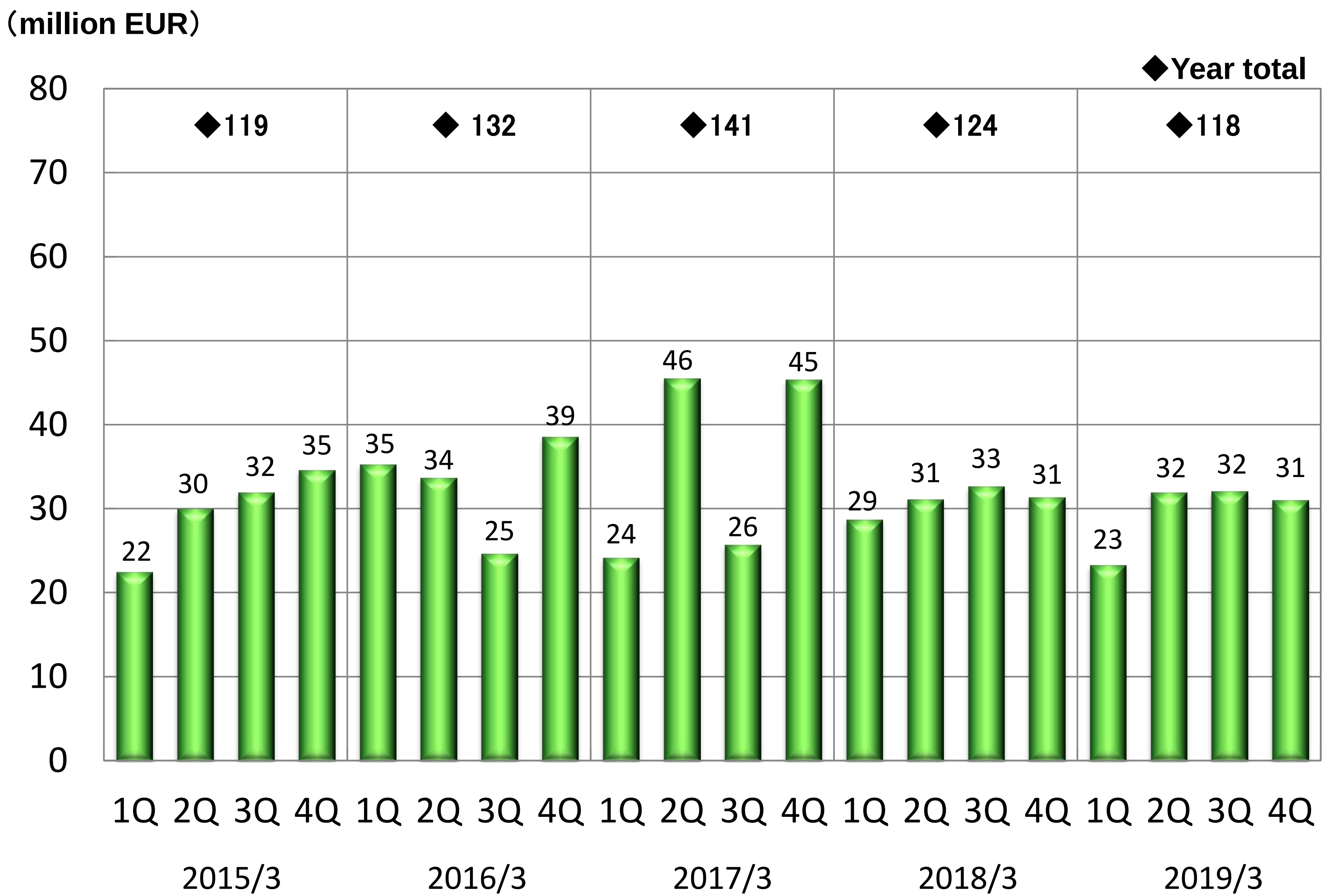
Net Sales in North American Market



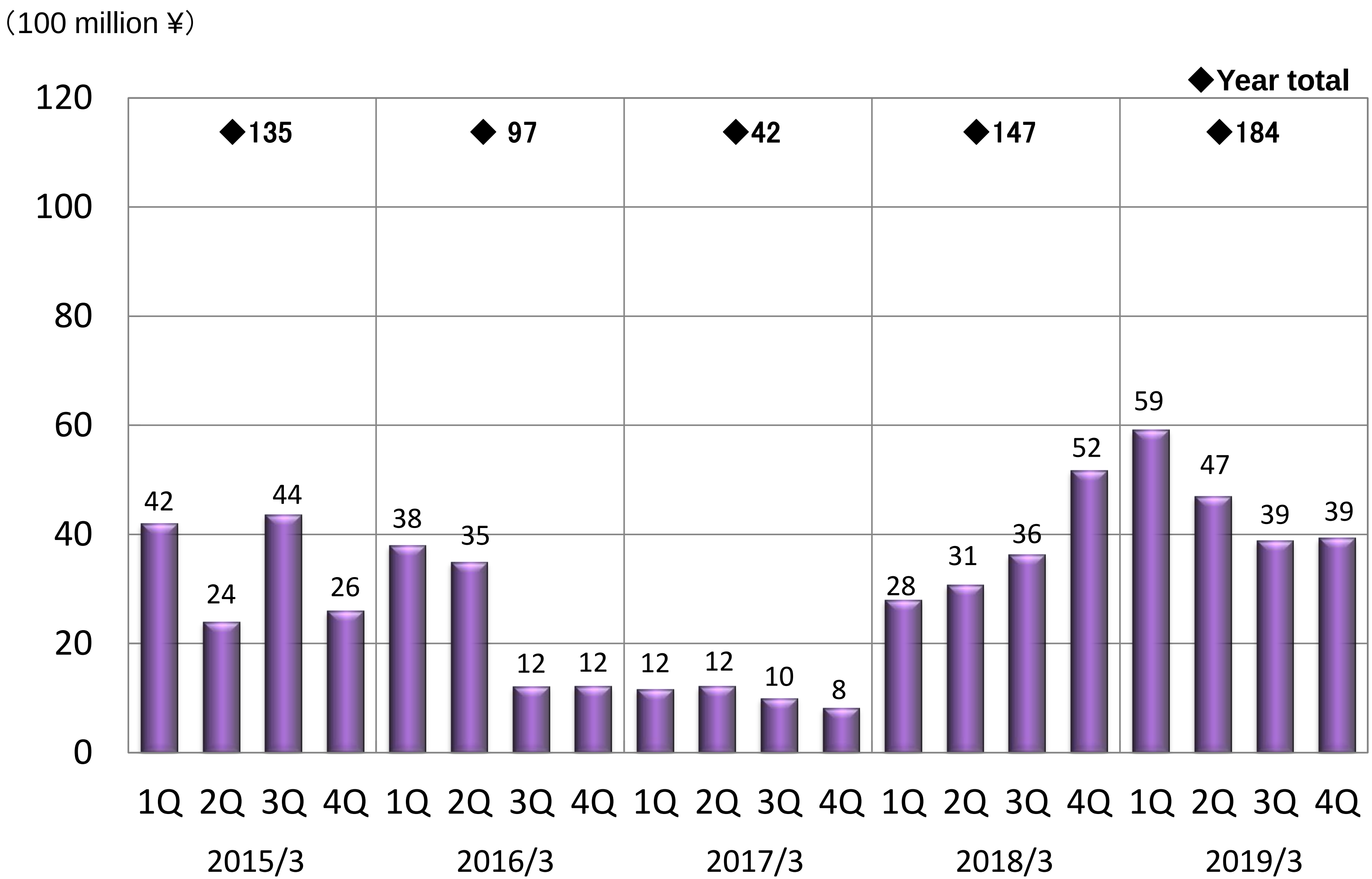
Order Intake in European Market



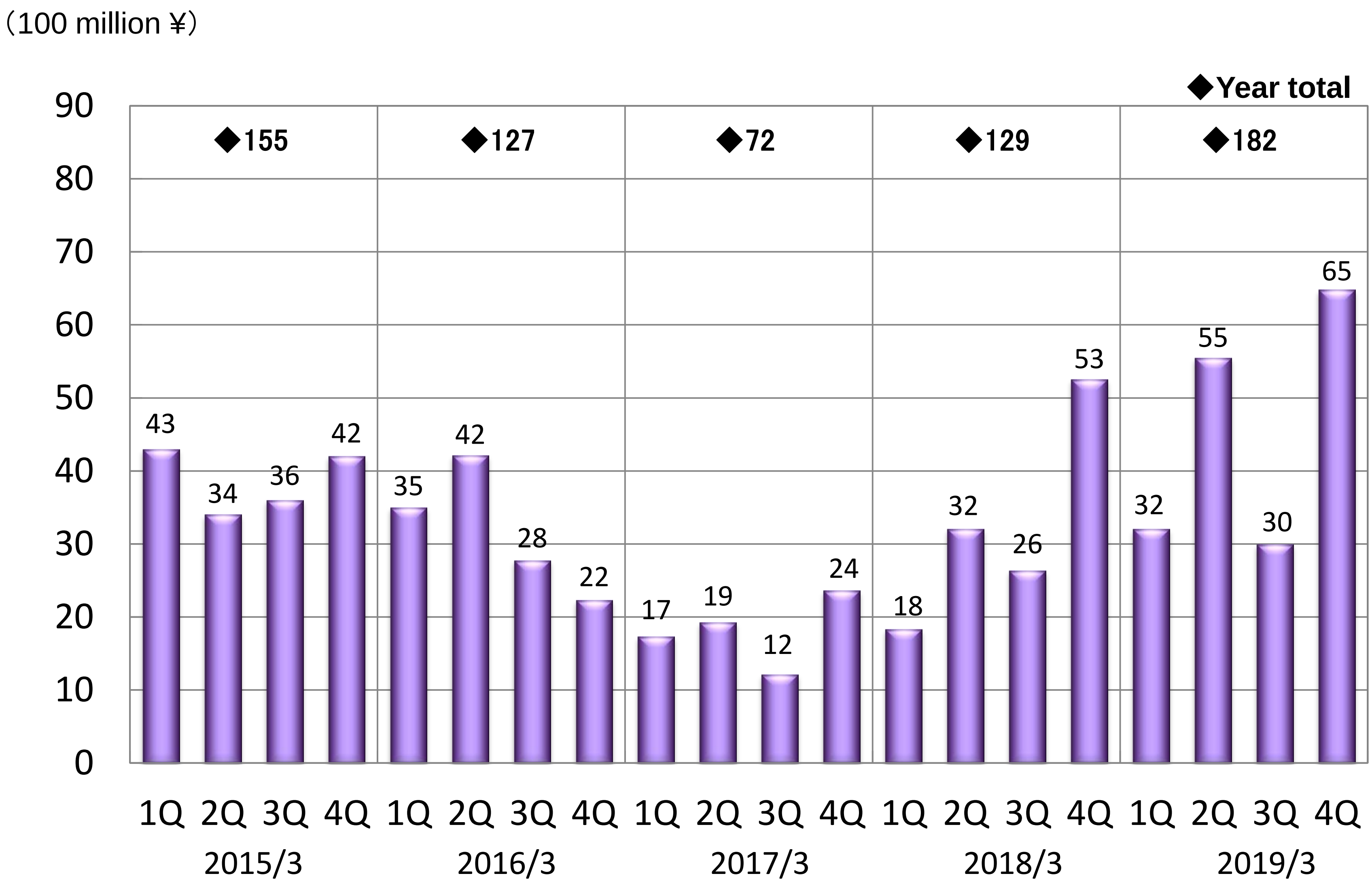
Net Sales in European Market



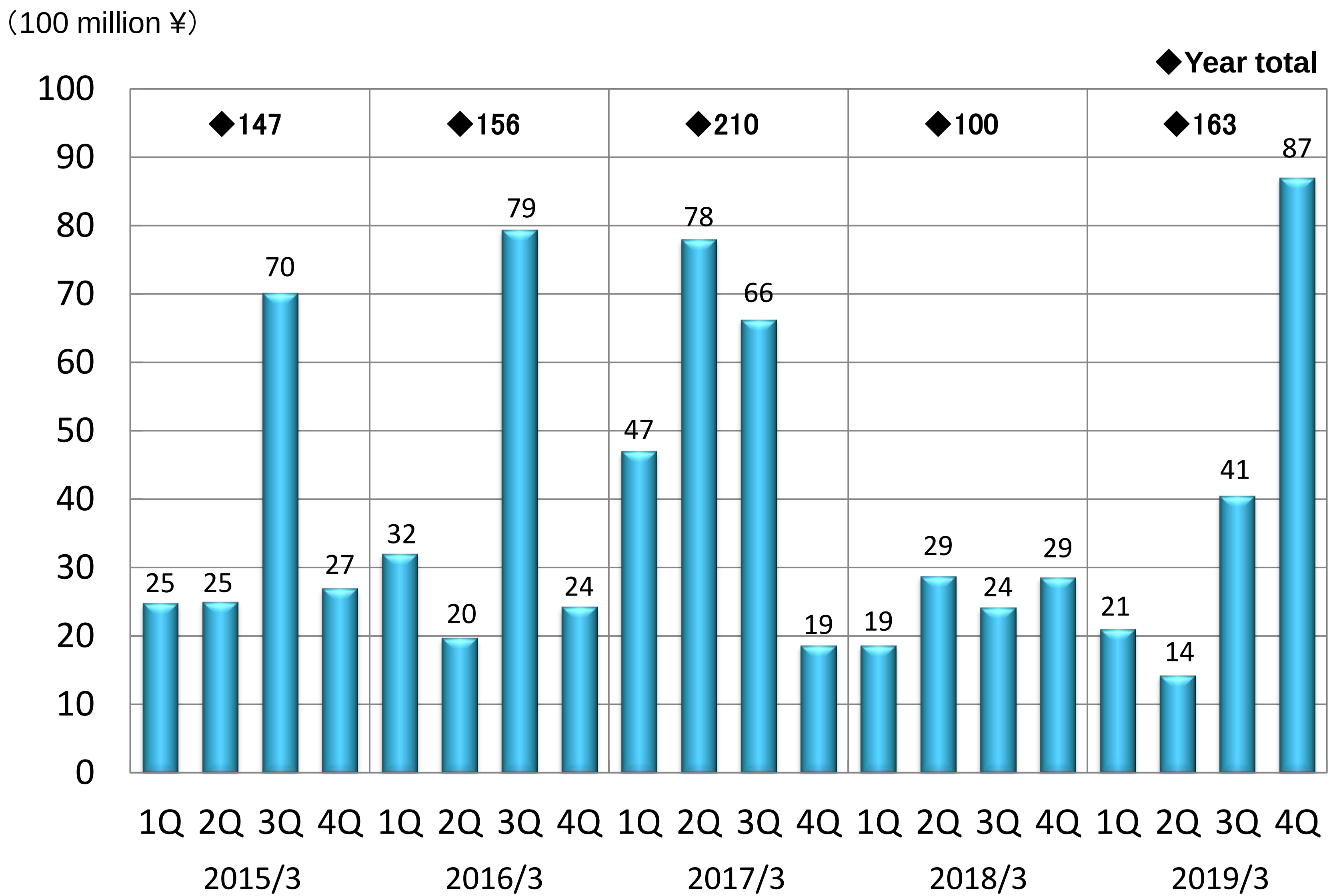
Order Intake in Chinese Market



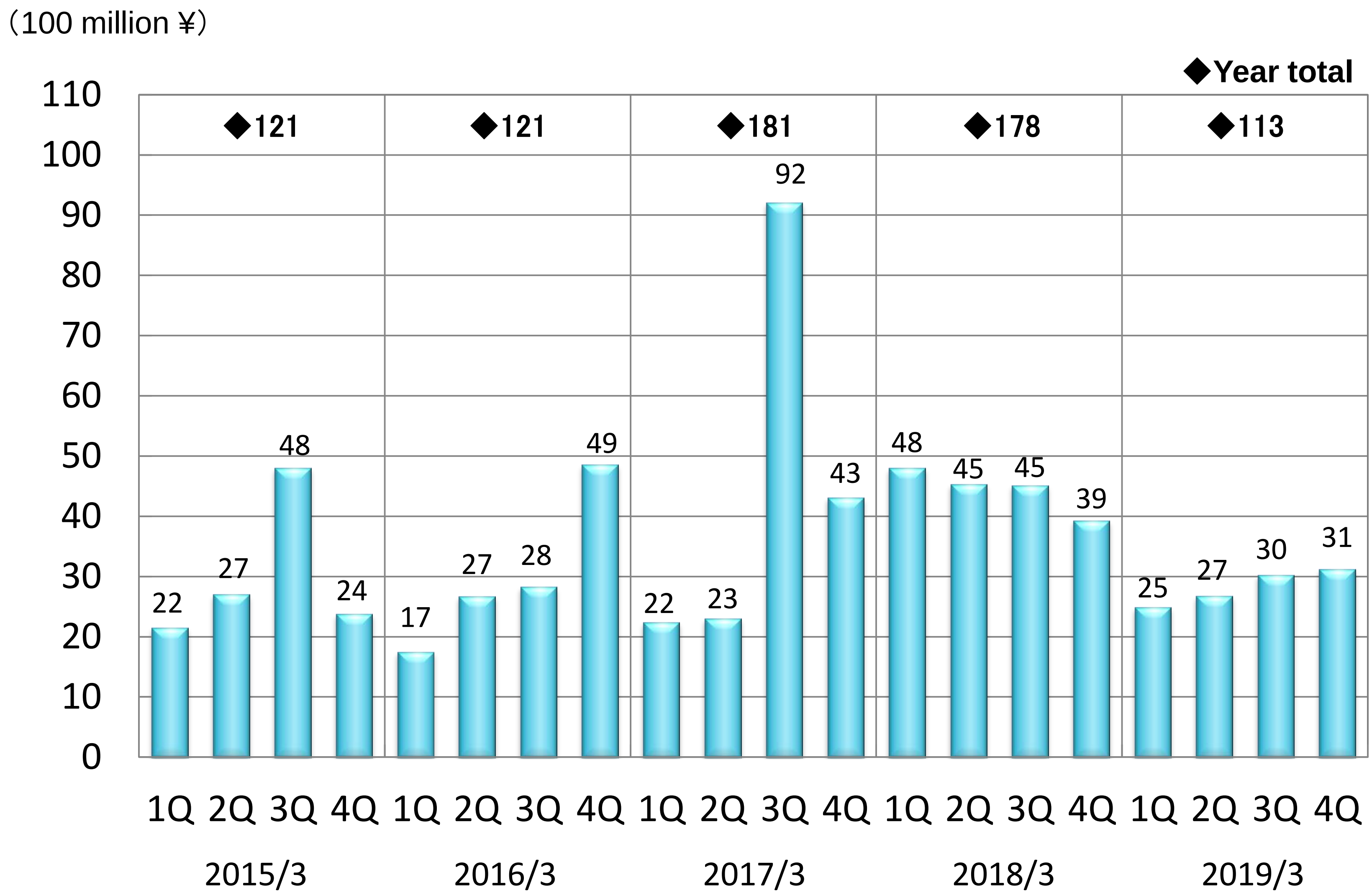
Net Sales in Chinese Market



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



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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.