Third Quarter of Fiscal Year 2020
Summary Result Presentation

Komori Corporation

KOMORI

P/L

(100 million ¥)

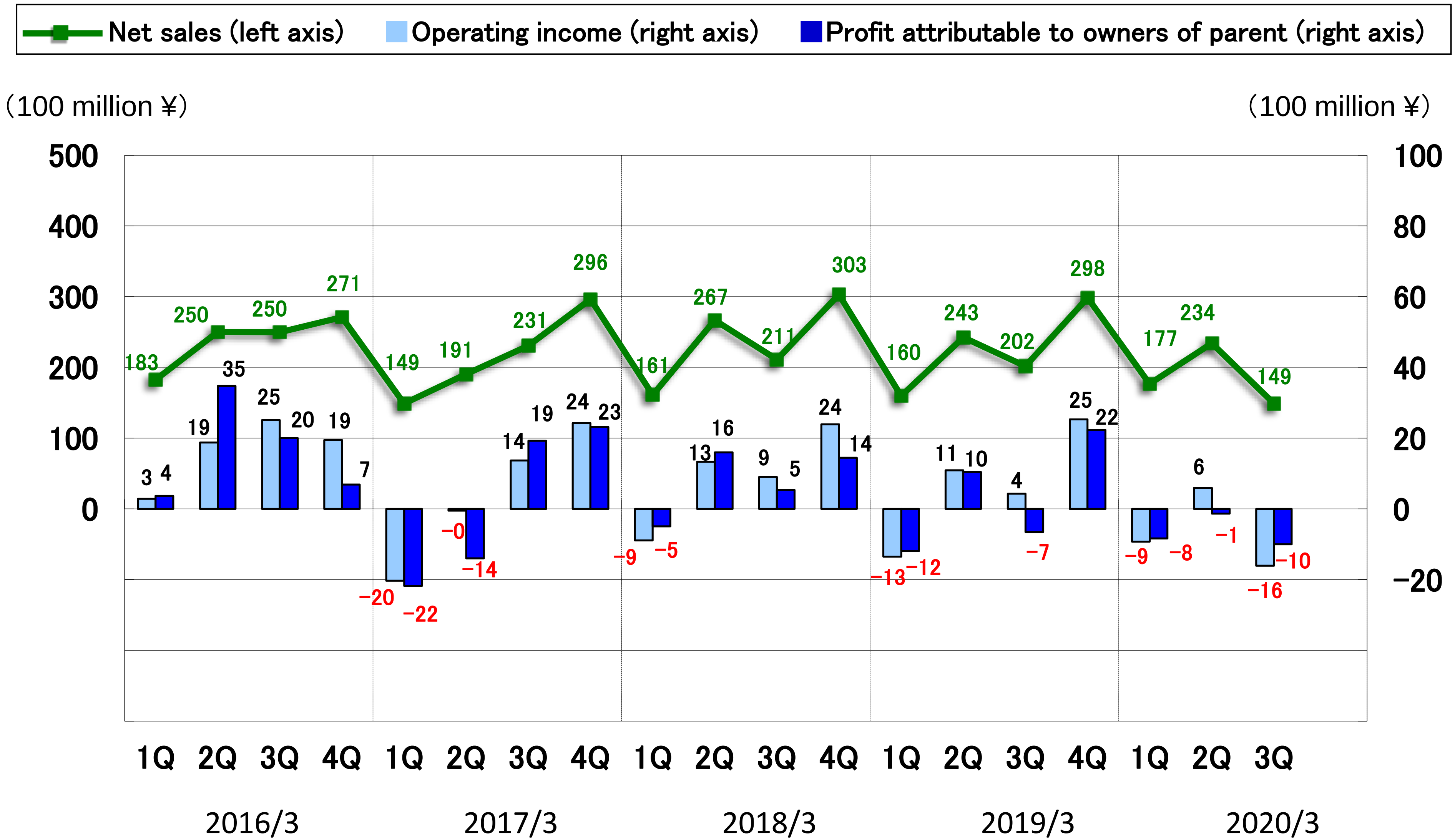
Nine Month Results		FY2020 3Q	FY2019 3Q	Change	vs. FY2019 3Q
Order intake		710	655	55	108%
Net sales		560	604	−45	93%
Operating income		−19	2	−21	−
Ordinary income		−18	1	−19	−
Profit attributable to owners of parent		−20	−8	−12	−
FOREX : Average (Yen)	US$	109.10	110.82		
	EUR	121.46	129.38		
FOREX : End of term (Yen)	US$	109.56	111.00		
	EUR	122.54	127.00		

Major Assets and Liabilities

(100 million ¥)

	Dec. 31, 2019	Mar. 31, 2019	Change
Cash and deposits	267	340	−73
Notes and account receivable－trade	184	262	−78
Short-term investment securities	129	152	−23
Inventories	392	322	69
Breakdown: Merchandise and finished goods	187	133	54
Property, plant and equipment	320	319	1
Intangible assets	57	22	35
Notes and account payable－trade	183	204	−21
Short-term loans payable	3	0	2
Bonds payable	0	0	0
Long-term loans payable	0	0	0
Shareholders' equity	1,223	1,292	−69
Total assets	1,614	1,674	−60

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

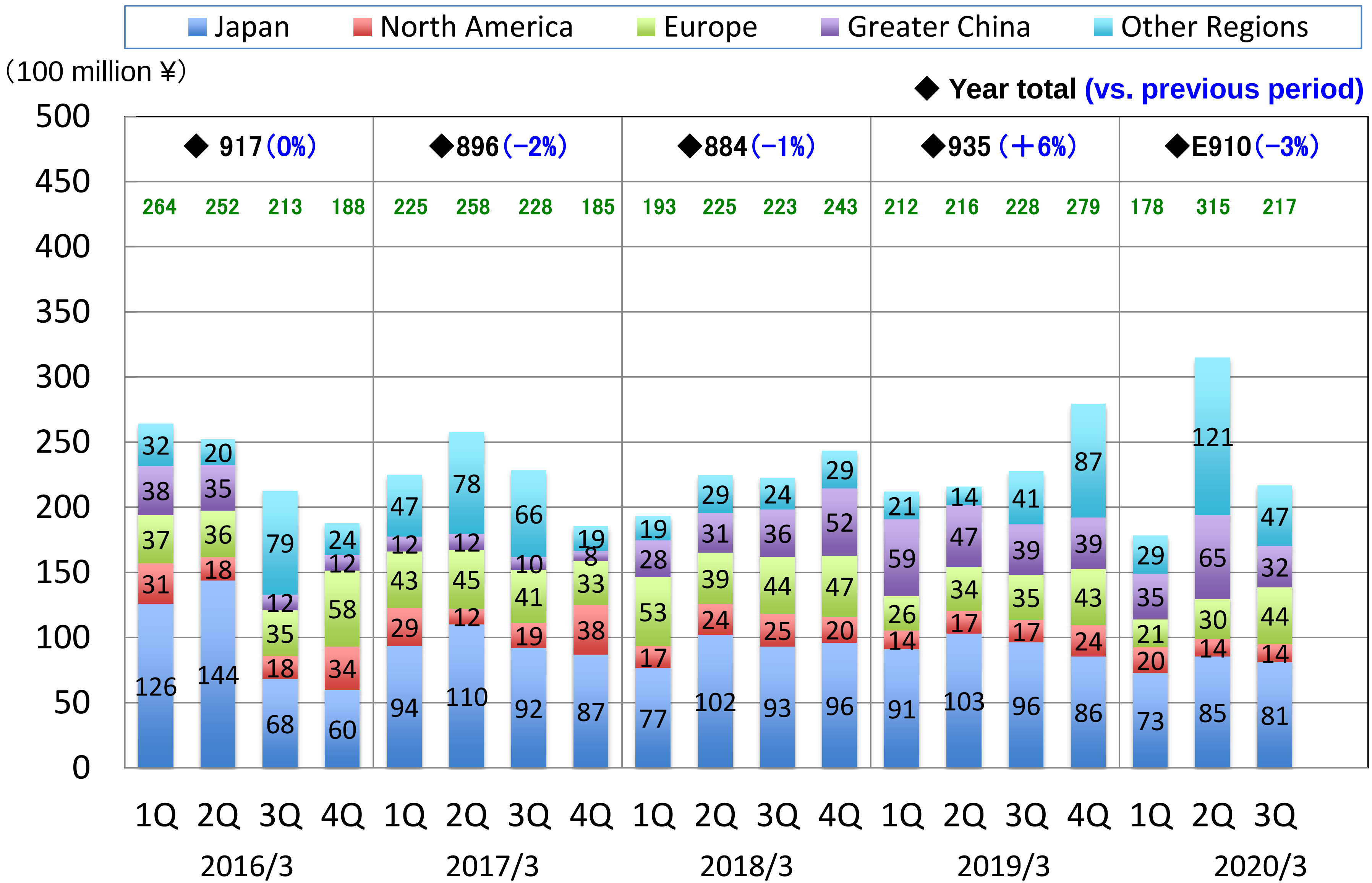


Order Intake by Region

（100 million ¥）

Nine Month Results		FY2020 3Q	FY2019 3Q	vs. FY2019 3Q
Japan		240	291	82%
North-America		47	49	96%
	(million USD)	(43)	(44)	(98%)
Europe		96	95	101%
	(million EUR)	(79)	(73)	(107%)
Greater China		131	145	91%
Other Regions		196	76	259%
Total		710	655	108%

Order Intake by Region

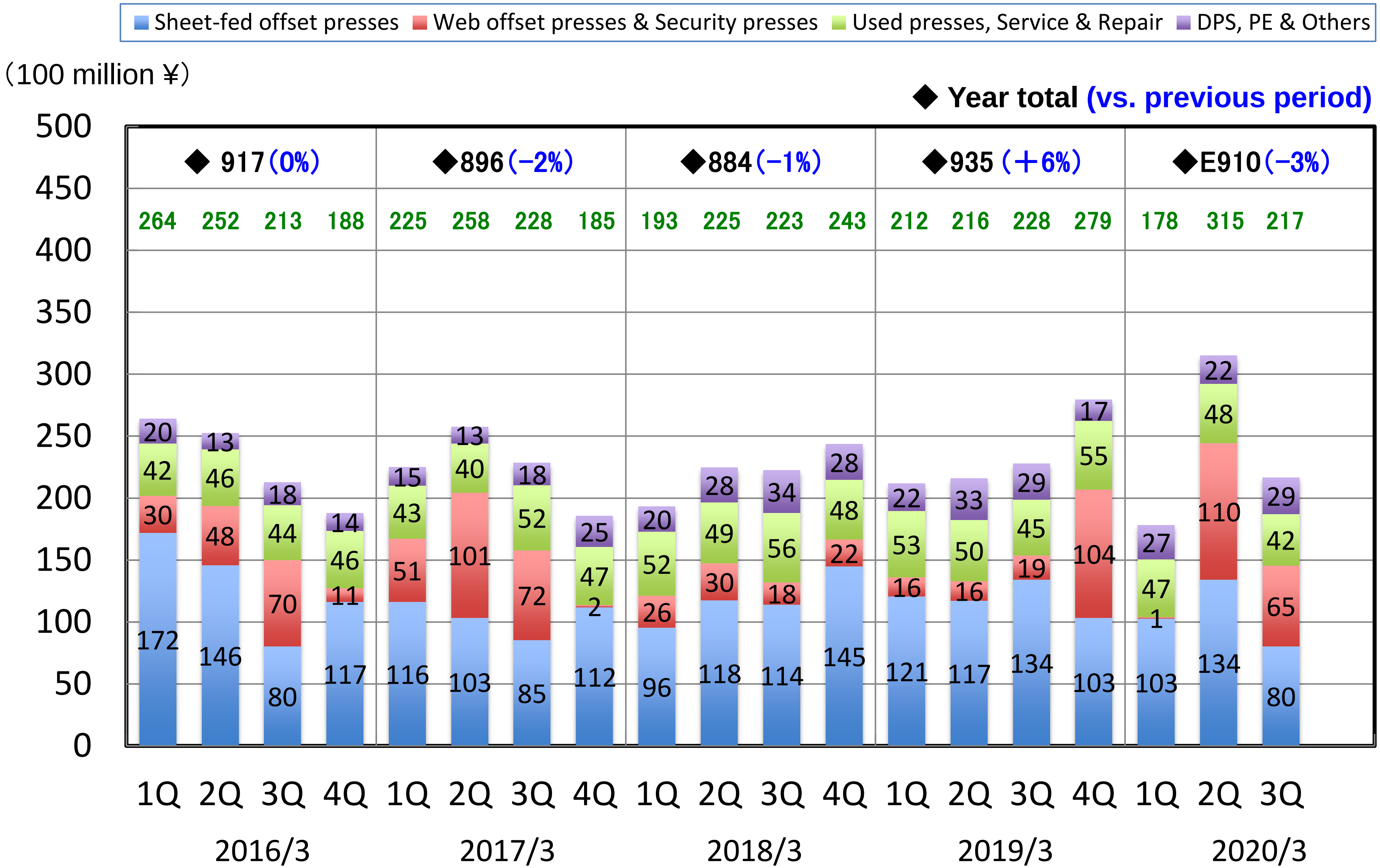


Order Intake by Model

（100 million ¥）

Nine Month Results	FY2020 3Q	FY2019 3Q	vs. FY2019 3Q
Sheet-fed offset presses	317	372	85%
Web offset presses & Security presses	177	51	350%
Used presses, Service & Repair	136	148	92%
DPS, PE & Others	79	85	94%
Total	710	655	108%

Order Intake by Model



	2016/3 1Q	2Q	3Q	4Q	2017/3 1Q	2Q	3Q	4Q	2018/3 1Q	2Q	3Q	4Q	2019/3 1Q	2Q	3Q	4Q	2020/3 1Q	2Q	3Q
Sheet-fed offset presses	172	146	80	117	116	103	85	112	96	118	114	145	121	117	134	103	103	134	80
Web offset presses & Security presses	30	48	70	11	51	101	72	2	26	30	18	22	16	16	19	104	1	110	65
Used presses, Service & Repair	42	46	44	46	43	40	52	47	52	49	56	48	53	50	45	55	47	48	42
DPS, PE & Others	20	13	18	14	15	13	18	25	20	28	34	28	22	33	29	17	27	22	29

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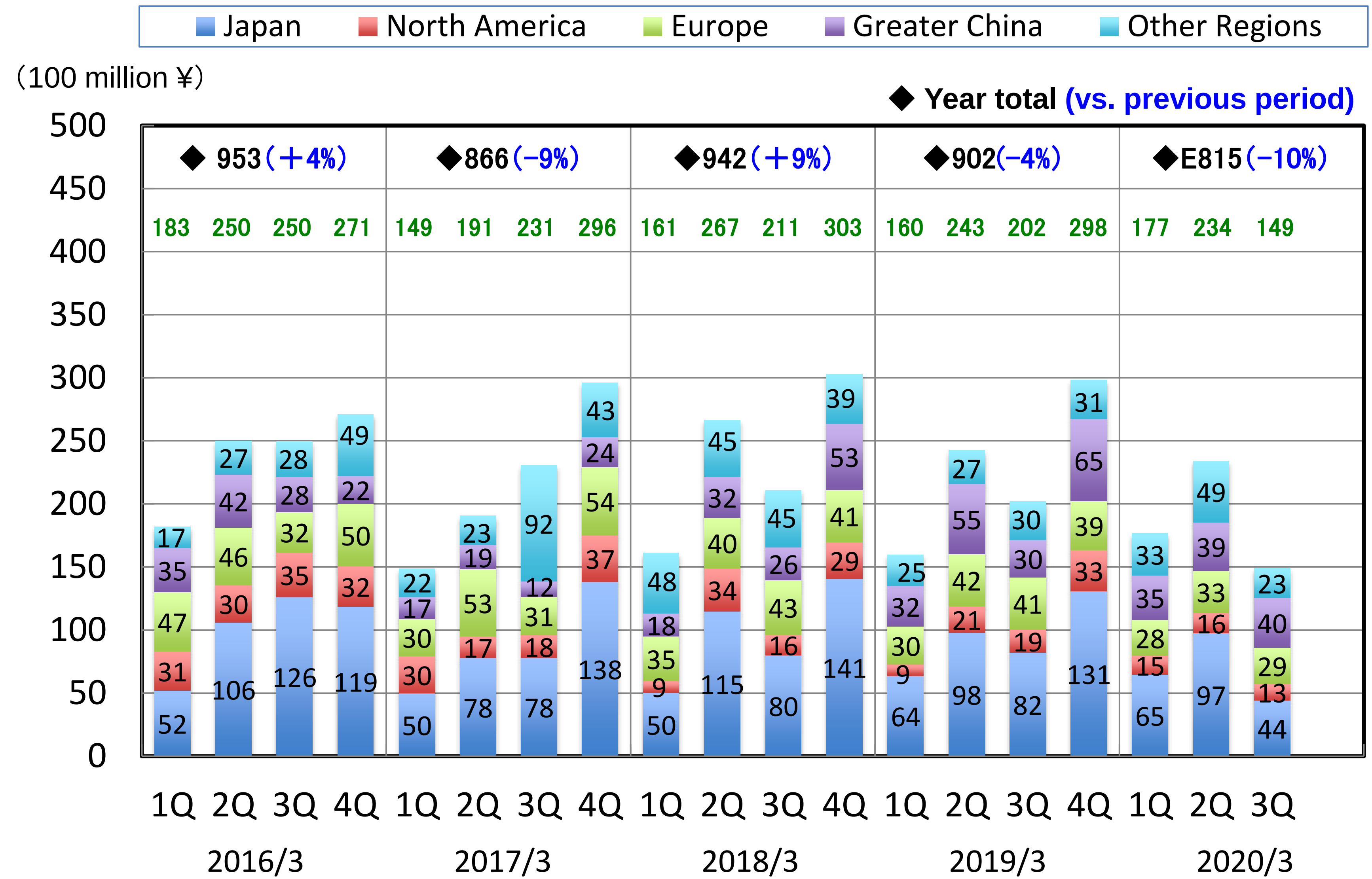
Net Sales by Region

(100 million ¥)

Nine Month Results		FY2020 3Q	FY2019 3Q	vs. FY2019 3Q
Japan		206	244	85%
North-America		44	48	92%
	(million USD)	(41)	(44)	(93%)
Europe		90	113	80%
	(million EUR)	(74)	(87)	(85%)
Greater China		113	117	97%
Other Regions		105	82	128%
Total		560	604	93%

Net Sales by Region

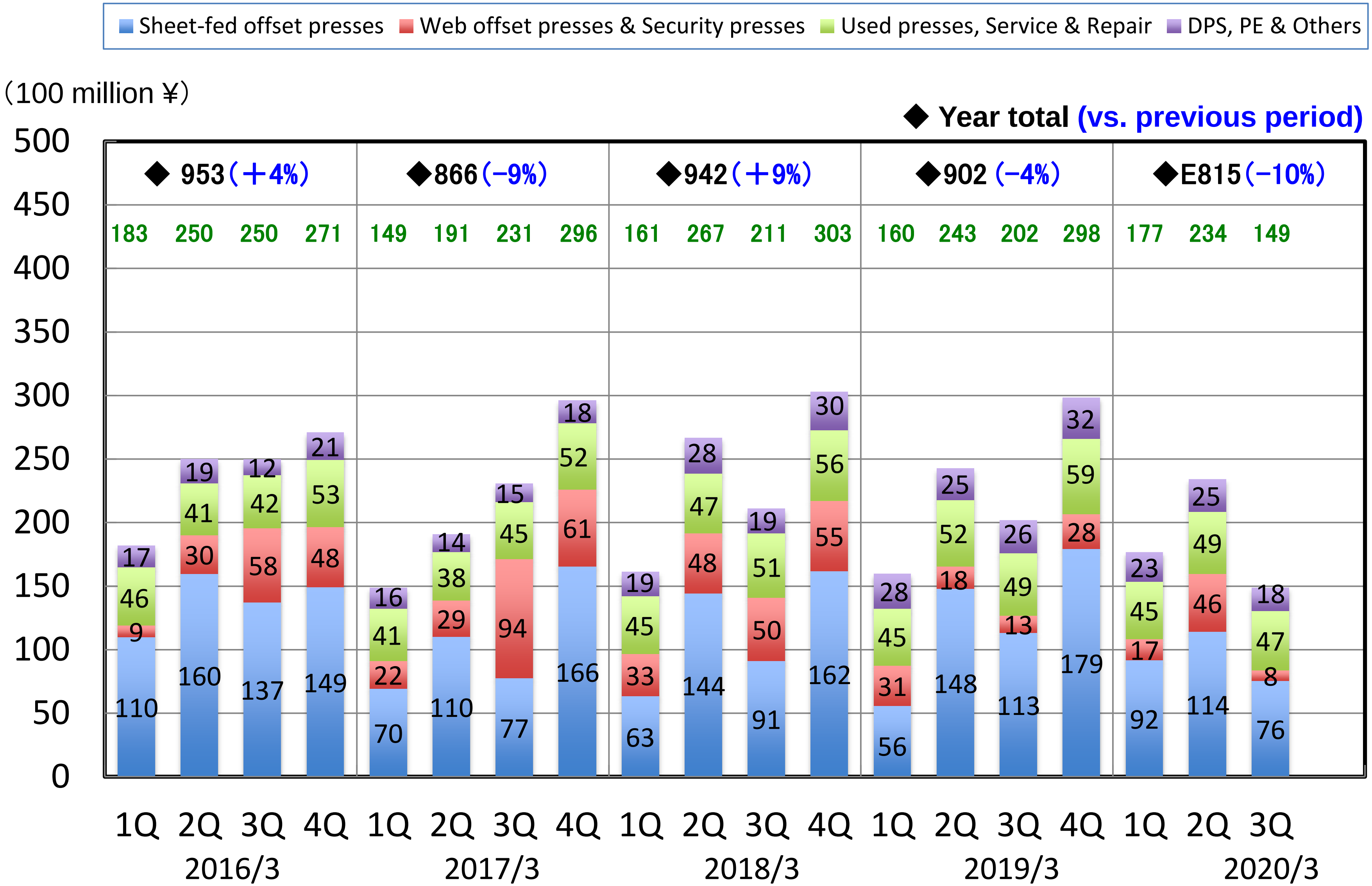


Net Sales by Model

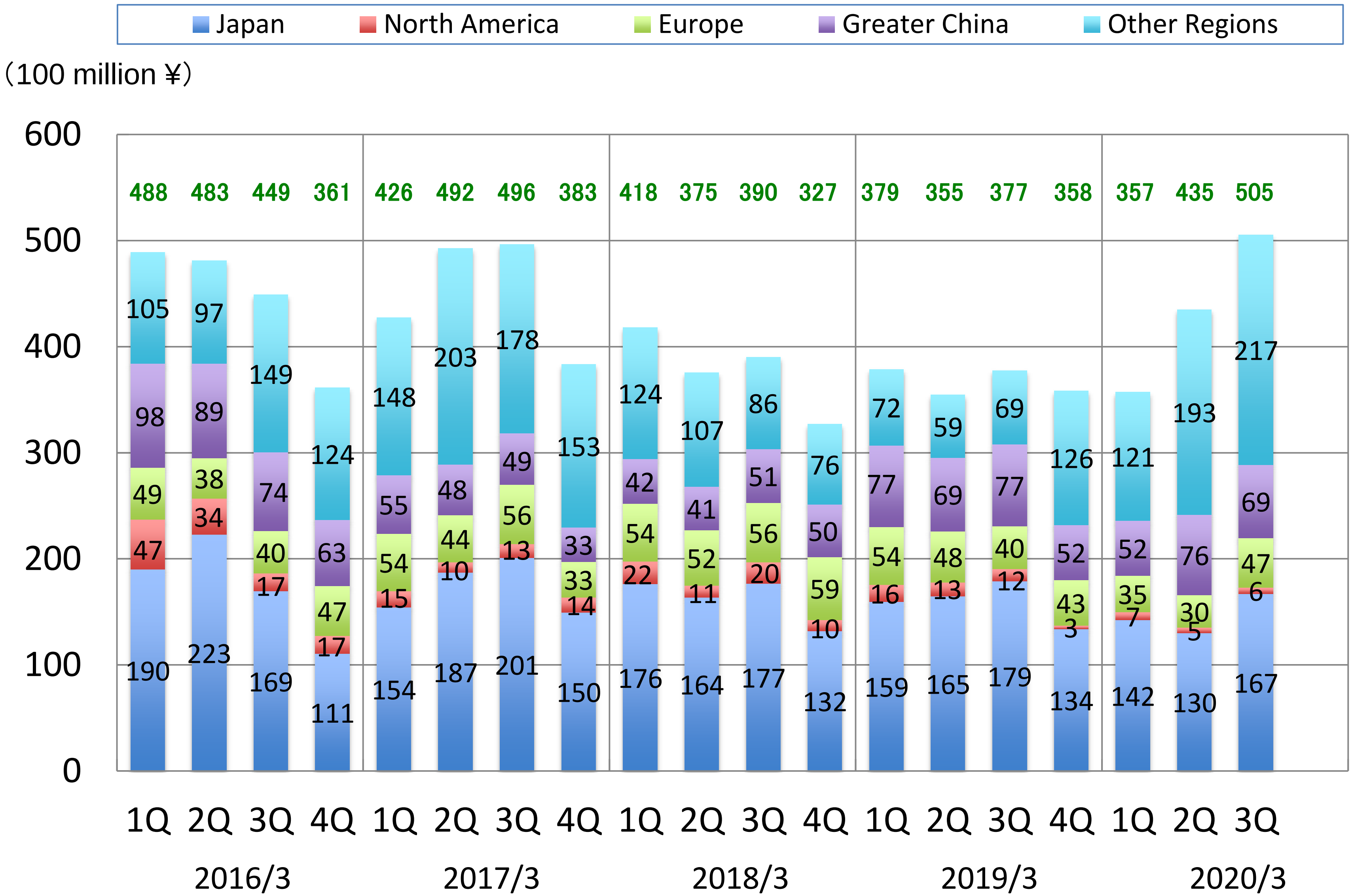
(100 million ¥)

Nine Month Results	FY2020 3Q	FY2019 3Q	vs. FY2019 3Q
Sheet-fed offset presses	281	317	89%
Web offset presses & Security presses	71	63	113%
Used presses, Service & Repair	141	146	96%
DPS, PE & Others	67	78	85%
Total	560	604	93%

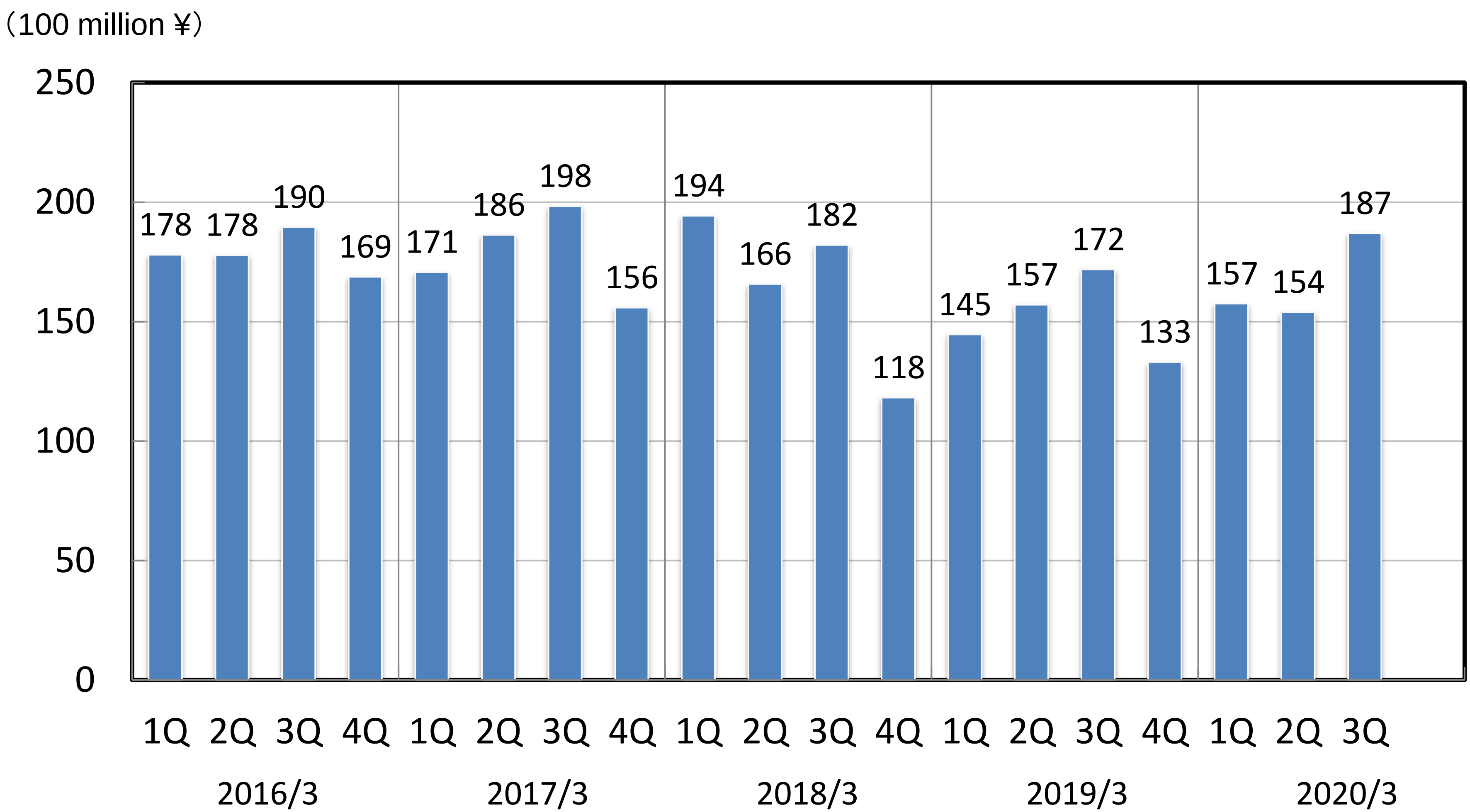
Net Sales by Model



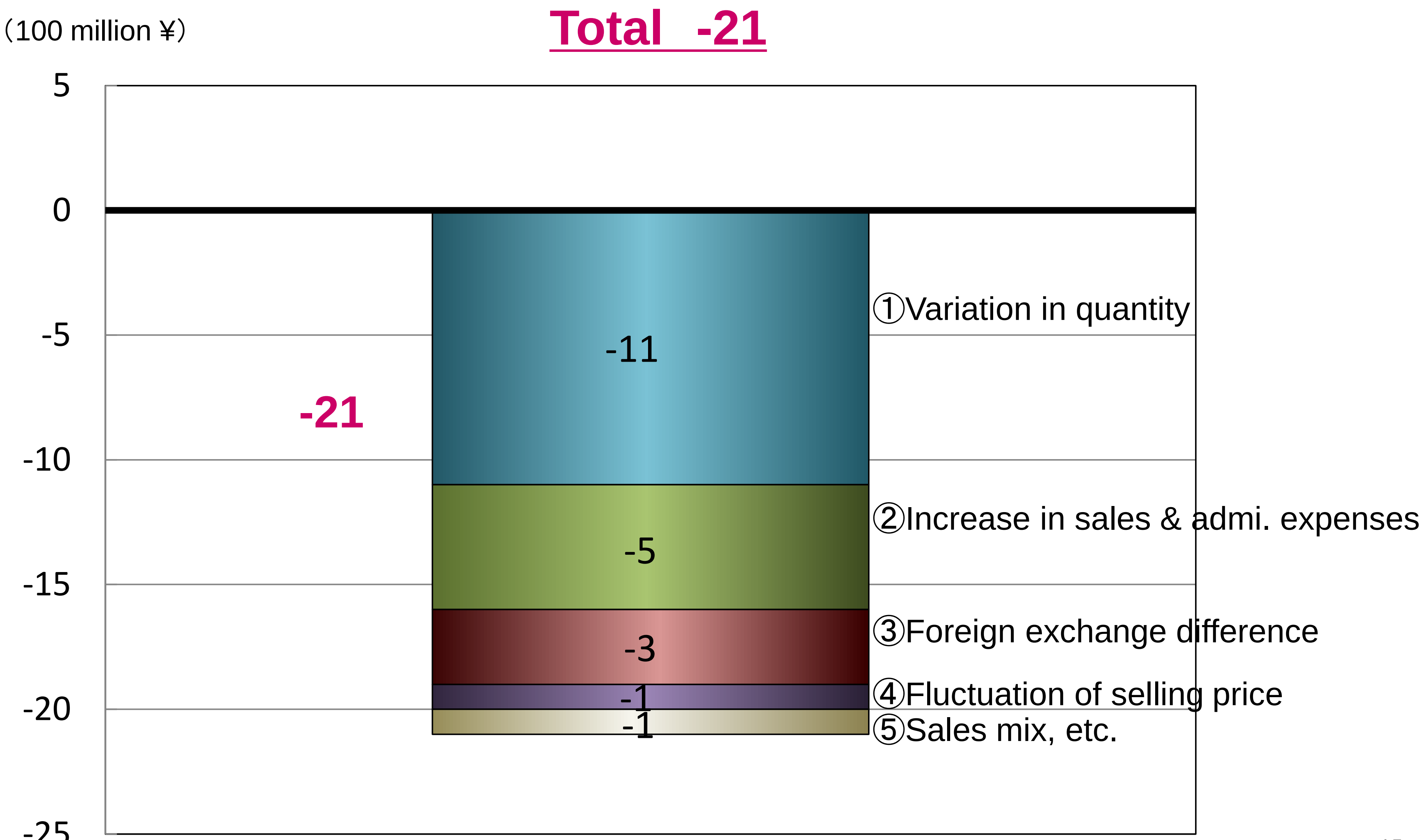
Order Backlog



Inventories （Finished Goods, Cost of Sales）



Analysis of Operating Income for 3Q FY2020 (vs. 3Q FY2019)



Forecast of result of operations for FY2020

*** Revised on Jan. 28, 2020.**

（100 million ¥）

		FY2020 3Q	FY2019 3Q	Change	vs. FY2019 3Q	Forecast * FY2020 year total	FY2019 year total	Change	vs. FY2019 year total
Order intake		710	655	55	108%	910	935	−25	97%
Net sales		560	604	−45	93%	815	902	−87	90%
Operating income		−19	2	−21	−	−16	27	−43	−
Ordinary income		−18	1	−19	−	−12	25	−37	−
Profit attributable to owners of parent		−20	−8	−12	−	−18	14	−32	−
FOREX : Average (Yen)	US$	109.10	110.82			108.15	110.69		
	EUR	121.46	129.38			119.97	128.43		
FOREX : End of term (Yen)	US$	109.56	111.00			105.00	110.99		
	EUR	122.54	127.00			115.00	124.56		

Forecast of Order Intake by Region

* Revised on Jan. 28, 2020.

(100 million ¥)

		FY2020 3Q	Forecast * FY2020 year total	FY2019 year total	Change	vs. FY2019 year total
Japan		240	321	376	−55	85%
North−America		47	67	73	−6	92%
	(million USD)	(43)	(62)	(66)	(−4)	(95%)
Europe		96	138	138	0	100%
	(million EUR)	(79)	(115)	(108)	(8)	(107%)
Greater China		131	161	184	−23	87%
Other Regions		196	222	163	59	137%
Total		710	910	935	−25	97%

Forecast of Order Intake by Model

*** Revised on Jan. 28, 2020.**

(100 million ¥)

	FY2020 3Q	Forecast * FY2020 year total	FY2019 year total	Change	vs. FY2019 year total
Sheet-fed offset presses	317	424	475	−51	89%
Web offset presses & Security presses	177	190	154	36	123%
Used presses, Service & Repair	136	187	203	−16	92%
DPS, PE & Others	79	108	101	7	107%
Total	710	910	935	−25	97%

Forecast of Net Sales by Region

* Revised on Jan. 28, 2020.

(100 million ¥)

		FY2020 3Q	Forecast * FY2020 year total	FY2019 year total	Change	vs. FY2019 year total
Japan		206	302	374	−72	81%
North-America		44	59	81	−21	74%
	(million USD)	(41)	(55)	(73)	(−18)	(75%)
Europe		90	130	152	−22	85%
	(million EUR)	(74)	(108)	(118)	(−10)	(92%)
Greater China		113	161	182	−21	88%
Other Regions		105	162	113	49	144%
Total		560	815	902	−87	90%

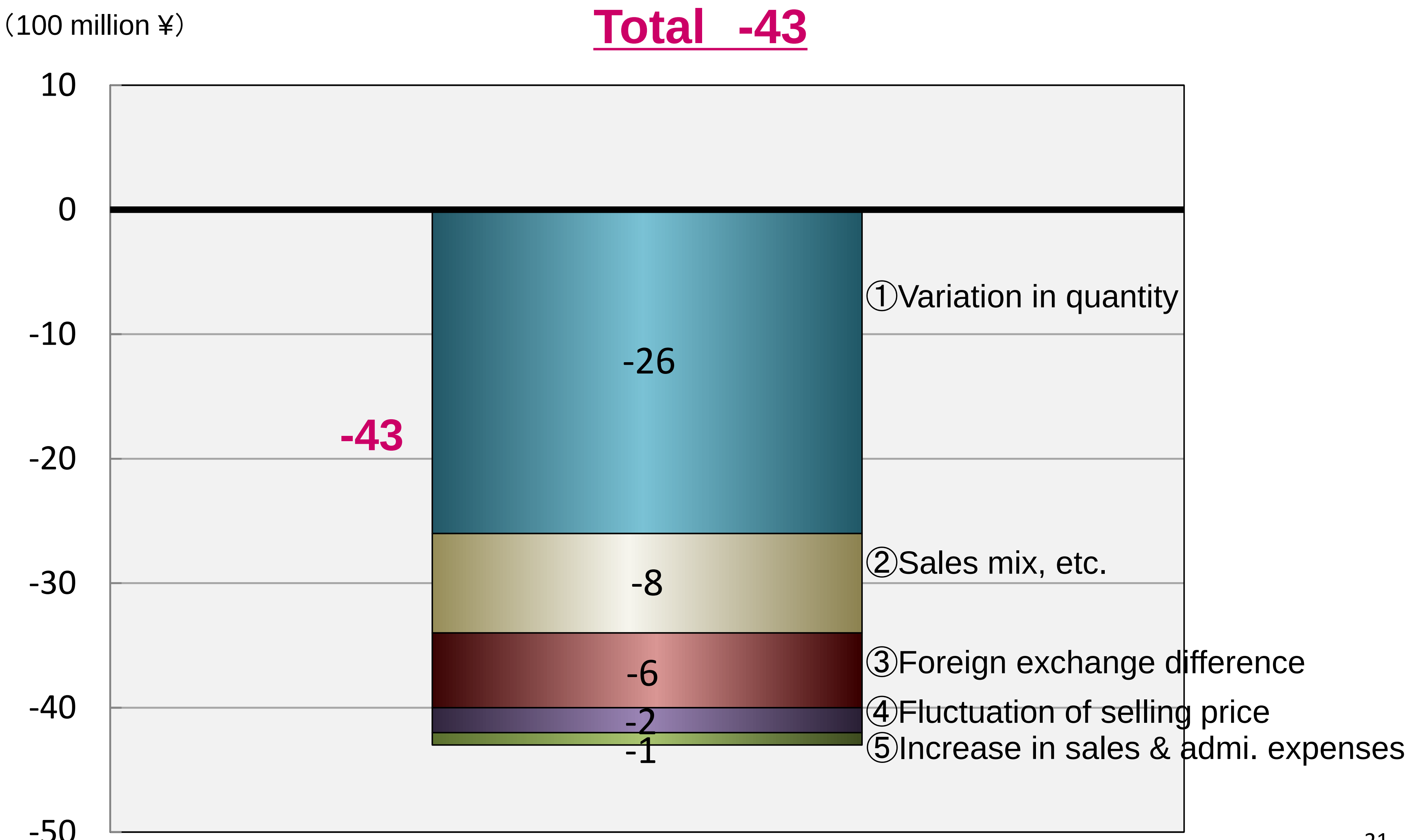
Forecast of Net Sales by Model

*** Revised on Jan. 28, 2020.**

(100 million ¥)

	FY2020 3Q	Forecast * FY2020 year total	FY2019 year total	Change	vs. FY2019 year total
Sheet-fed offset presses	281	418	497	−79	84%
Web offset presses & Security presses	71	106	90	16	118%
Used presses, Service & Repair	141	191	206	−15	93%
DPS, PE & Others	67	101	110	−9	91%
Total	560	815	902	−87	90%

Analysis of Operating Income for FY2020 (vs. FY2019)

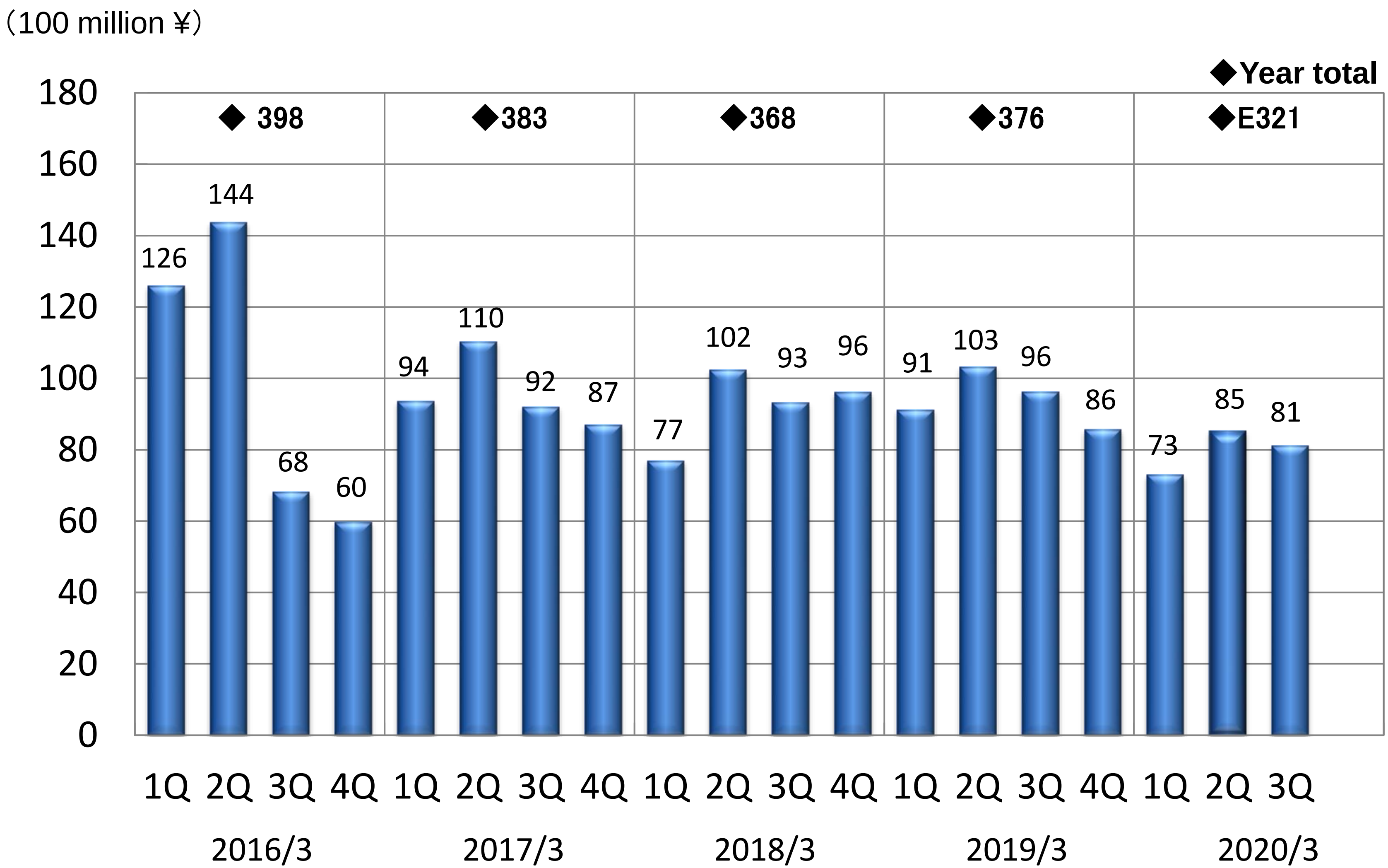


CAPEX, Depreciation and Amortization, R&D etc.

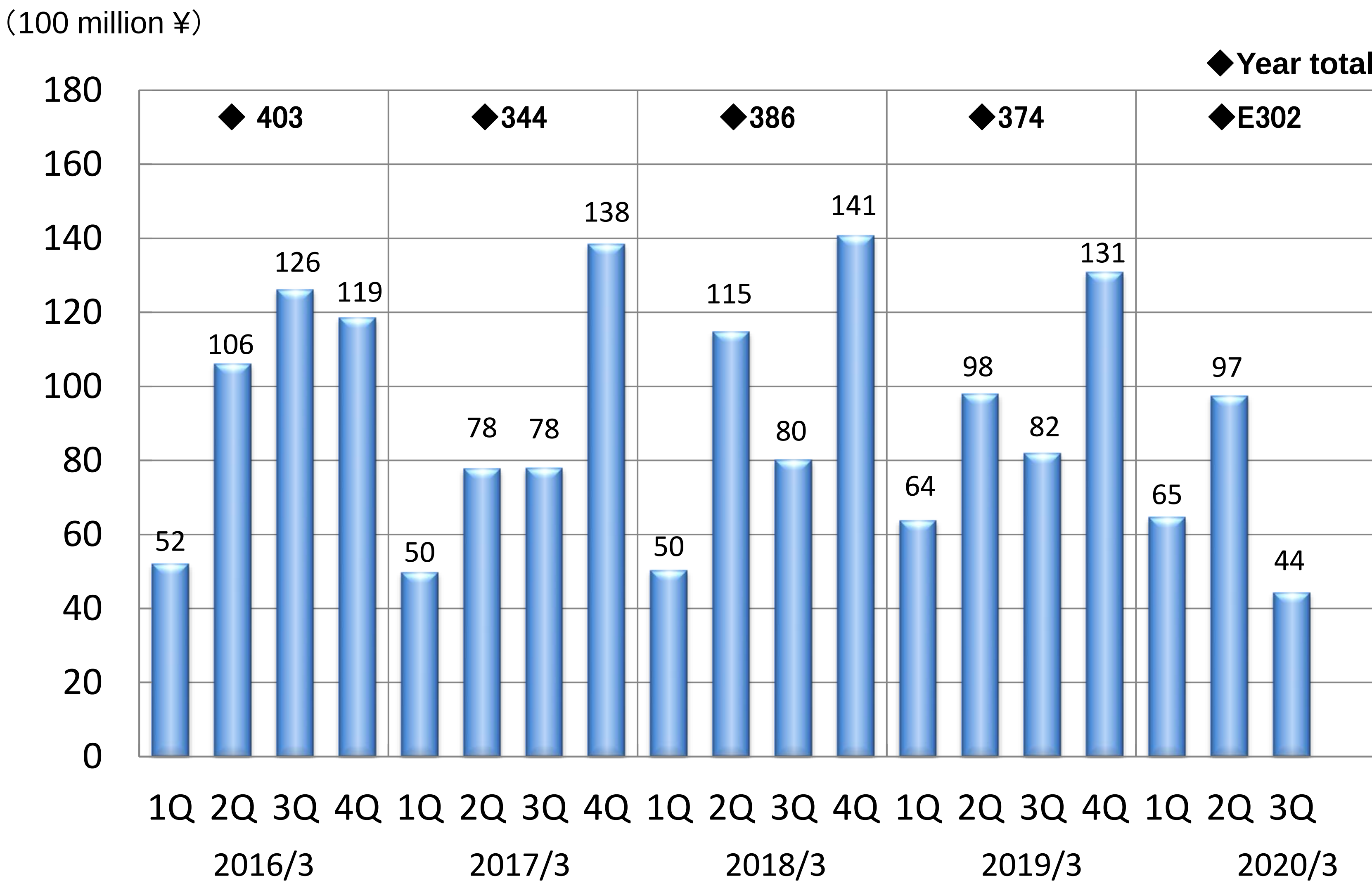
（million ¥）

	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020 3Q	FY2020 Forecast
Number of employees	2,106	2,189	2,195	2,227	2,335	2,404	2,430
Personnel expenses	19,796	20,495	20,317	20,245	20,908	15,617	20,600
Capital expenditures	2,116	3,126	1,455	1,201	1,334	1444	1,900
Depreciation and amortization	1,860	2,027	2,133	1,889	1,965	1,630	2,100
R&D expenses	5,123	4,975	4,885	4,785	4,740	3,686	4,700
（% to net sales ）	(5.6%)	(5.2%)	(5.6%)	(5.1%)	(5.3%)	(6.6%)	(5.8%)

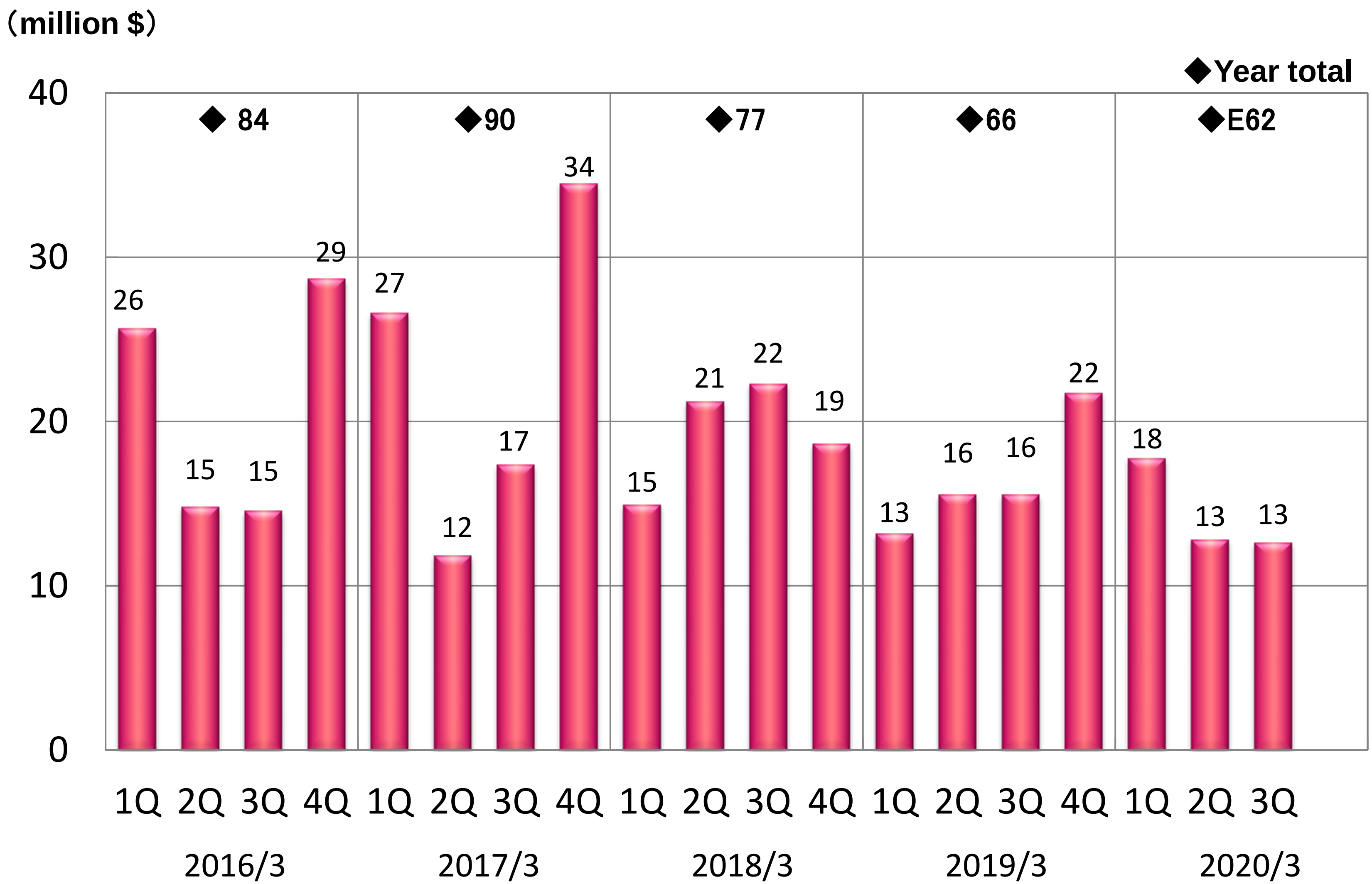
Order Intake in Japanese Market



Net Sales in Japanese Market



Order Intake in North American Market



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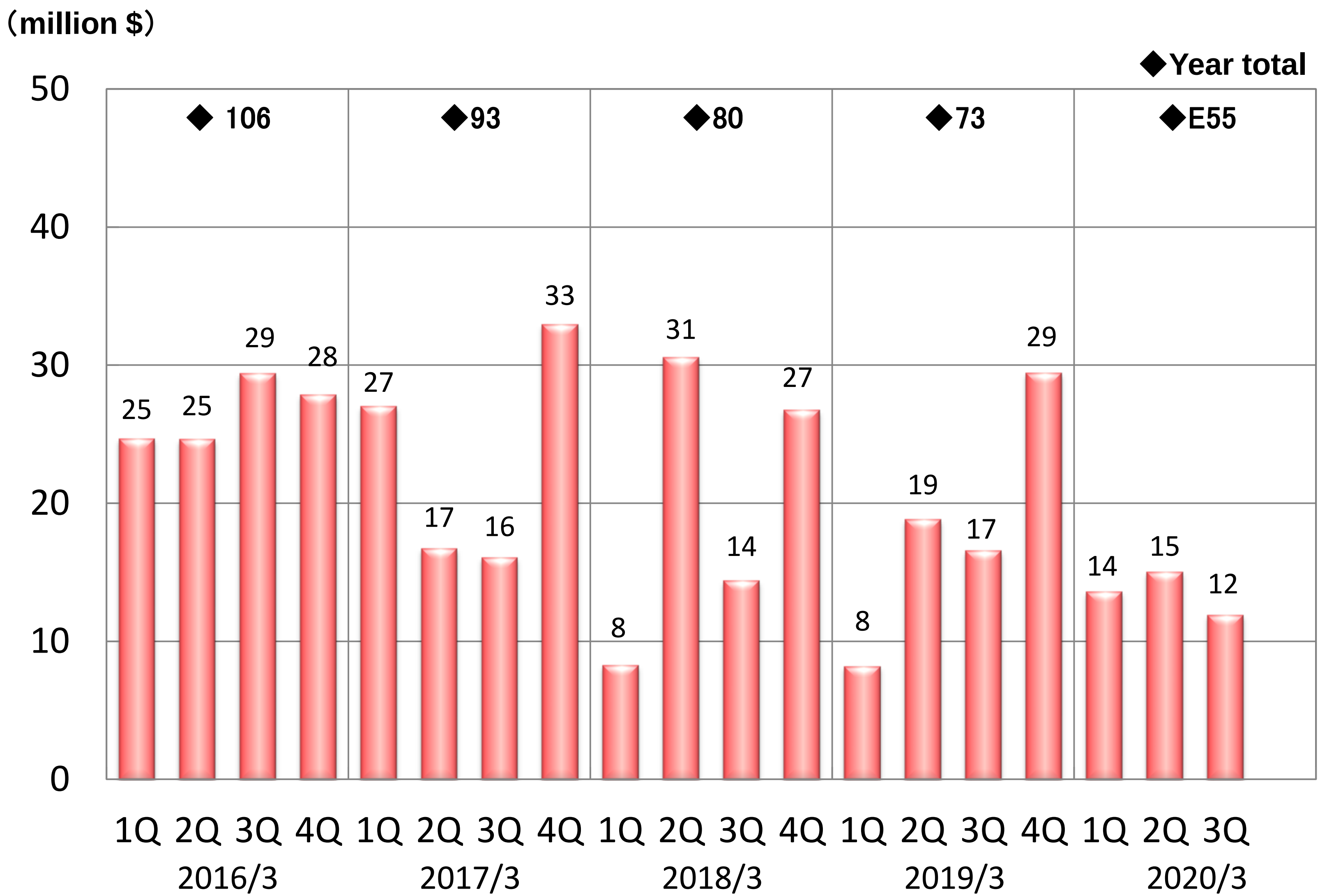
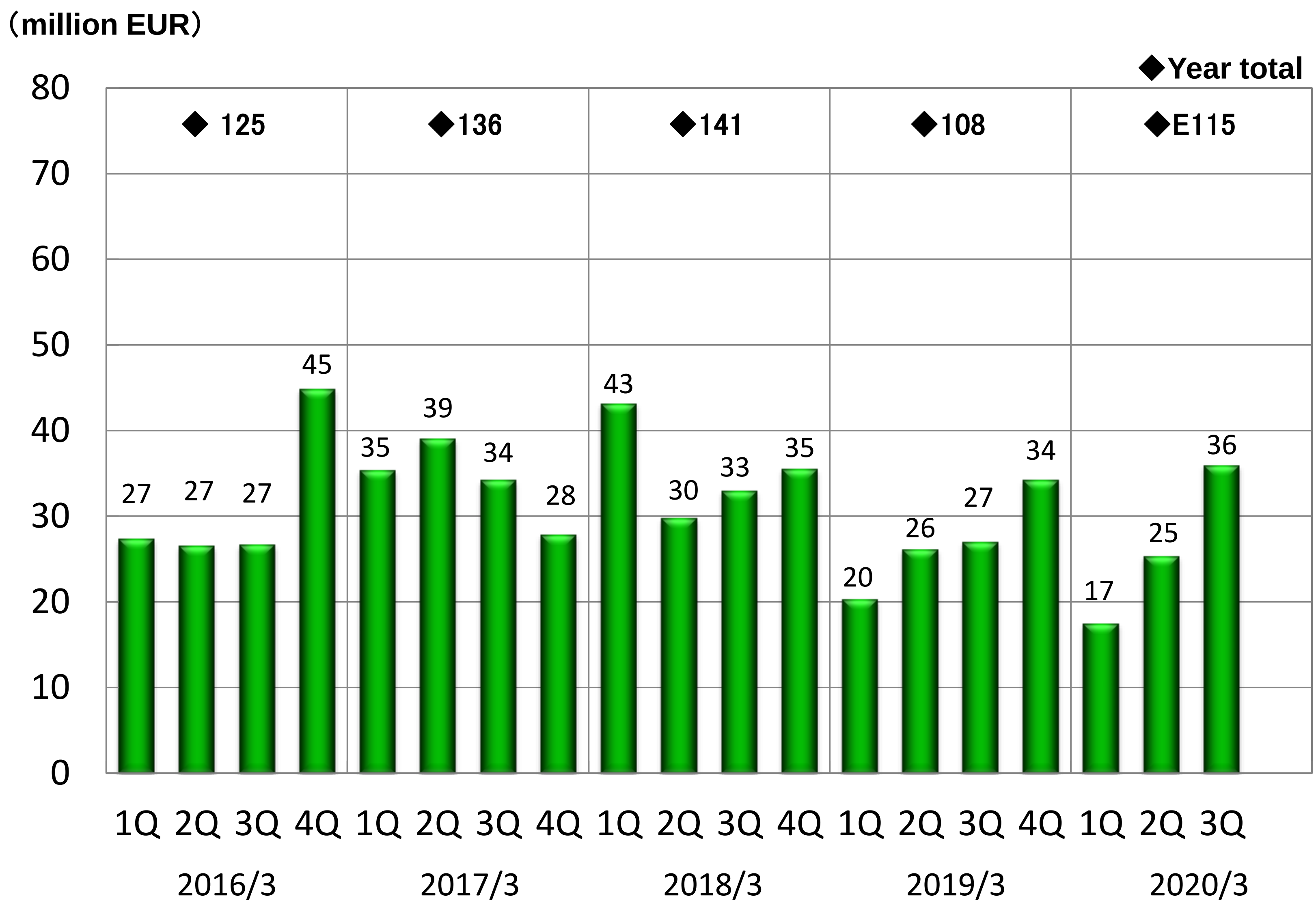
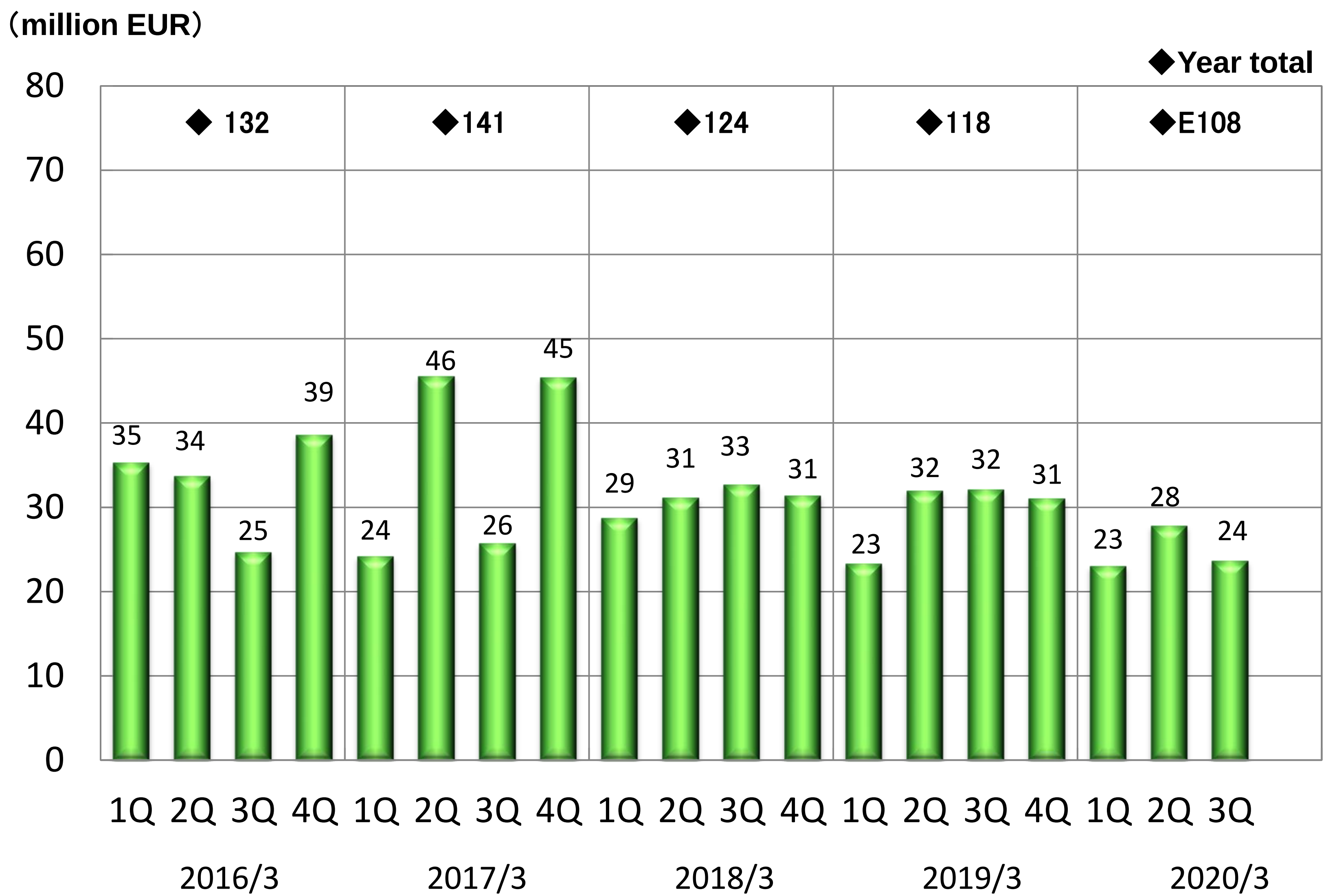
Net Sales in North American Market



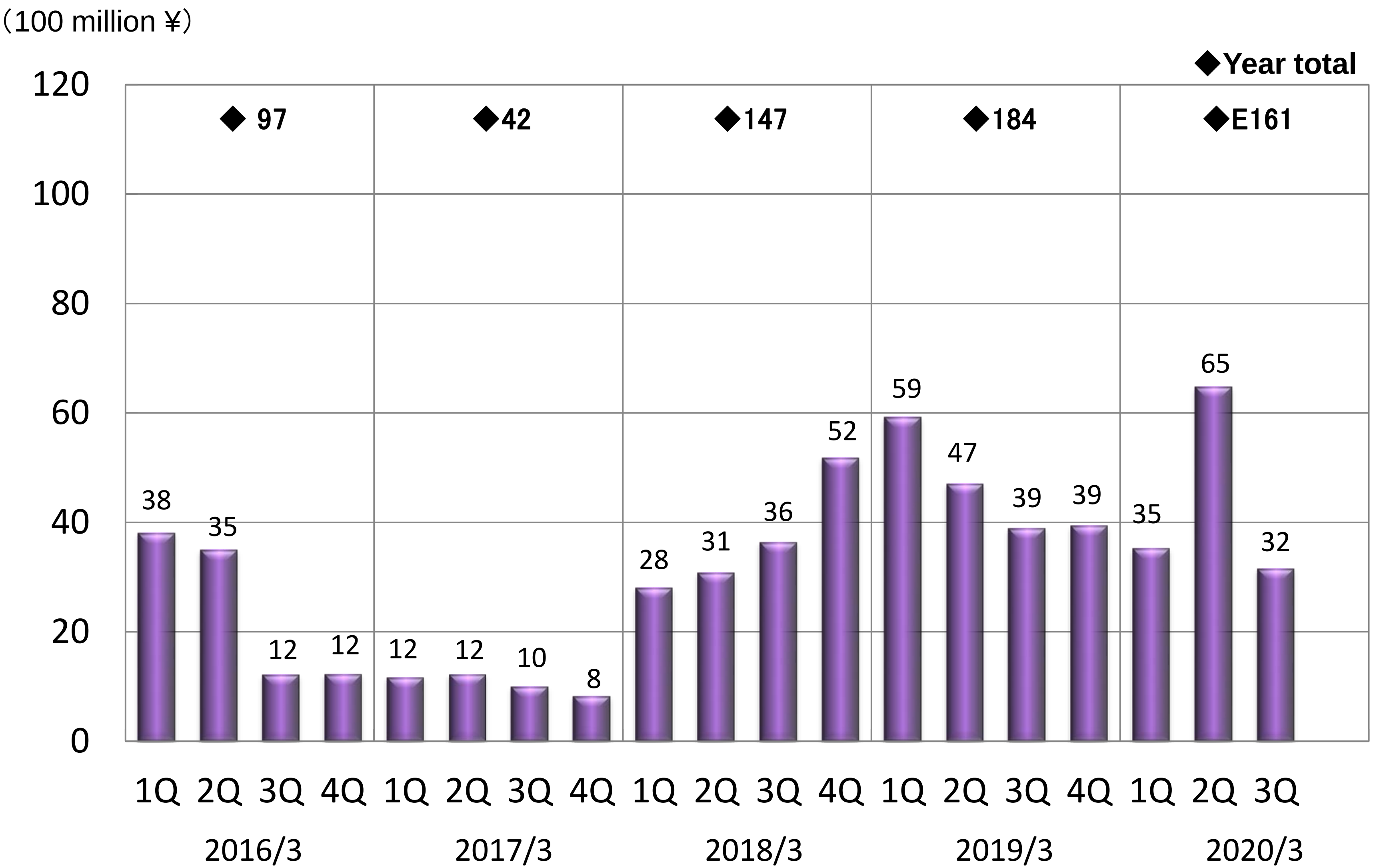
Order Intake in European Market



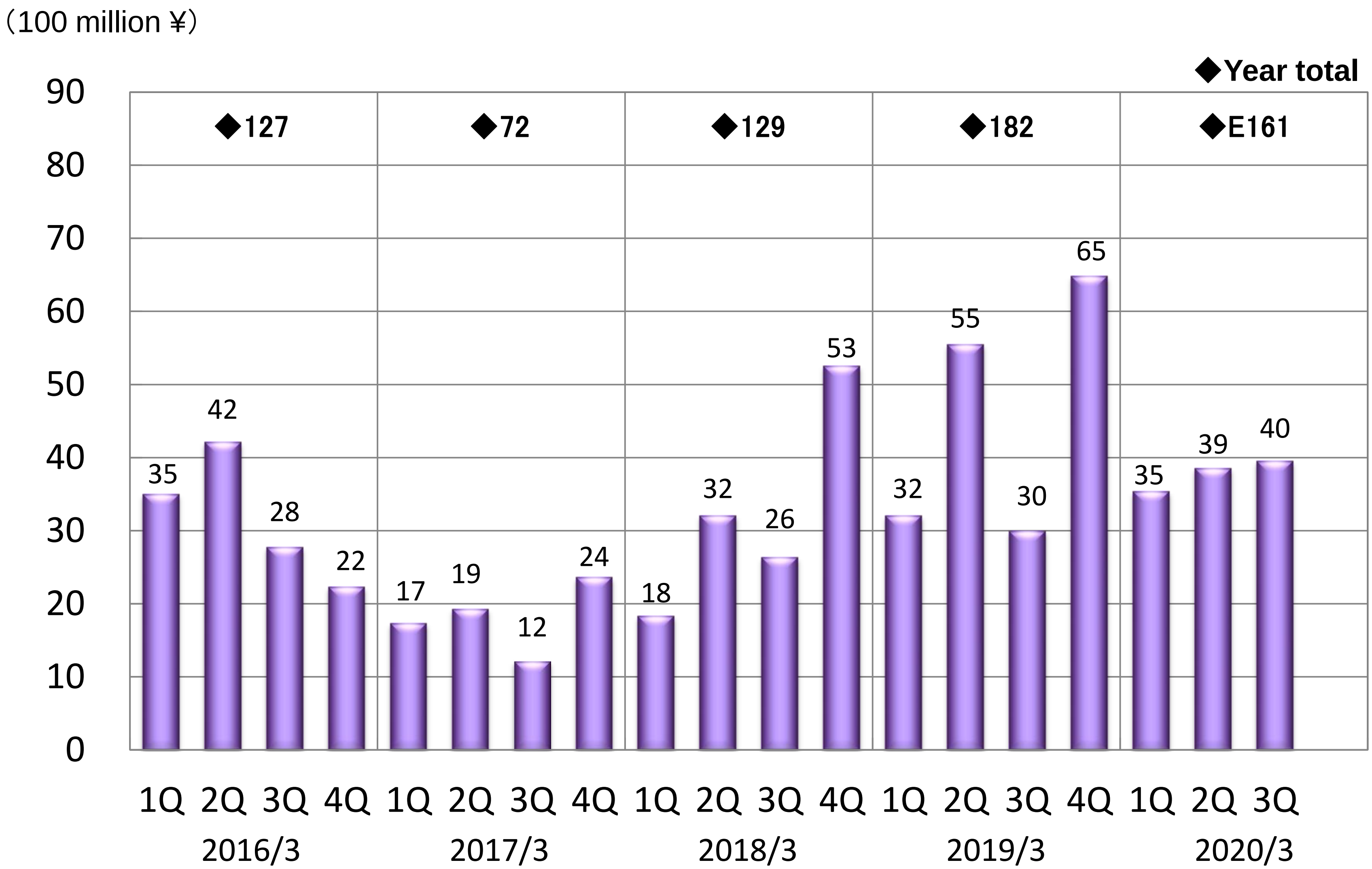
Net Sales in European Market



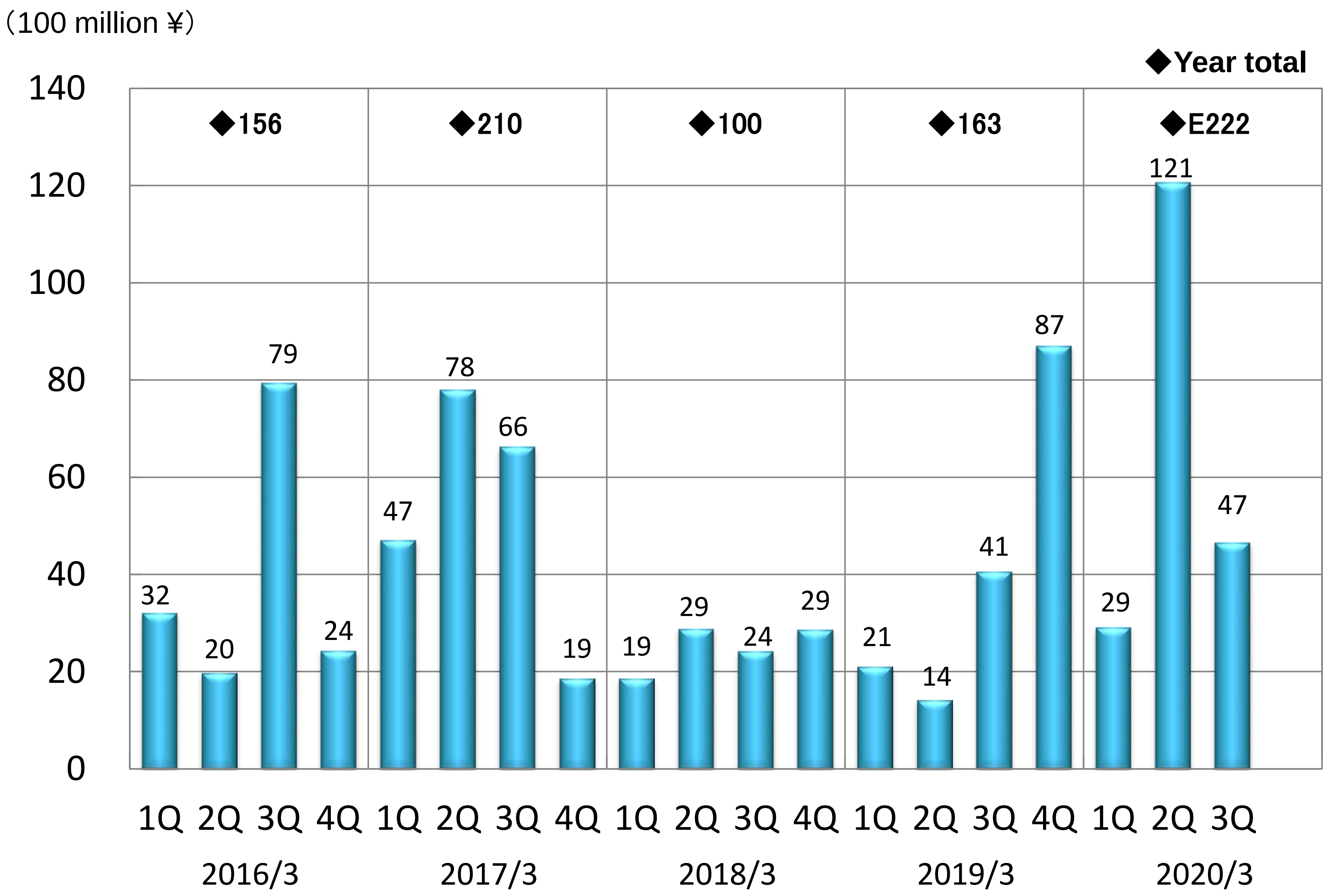
Order Intake in Greater China Market



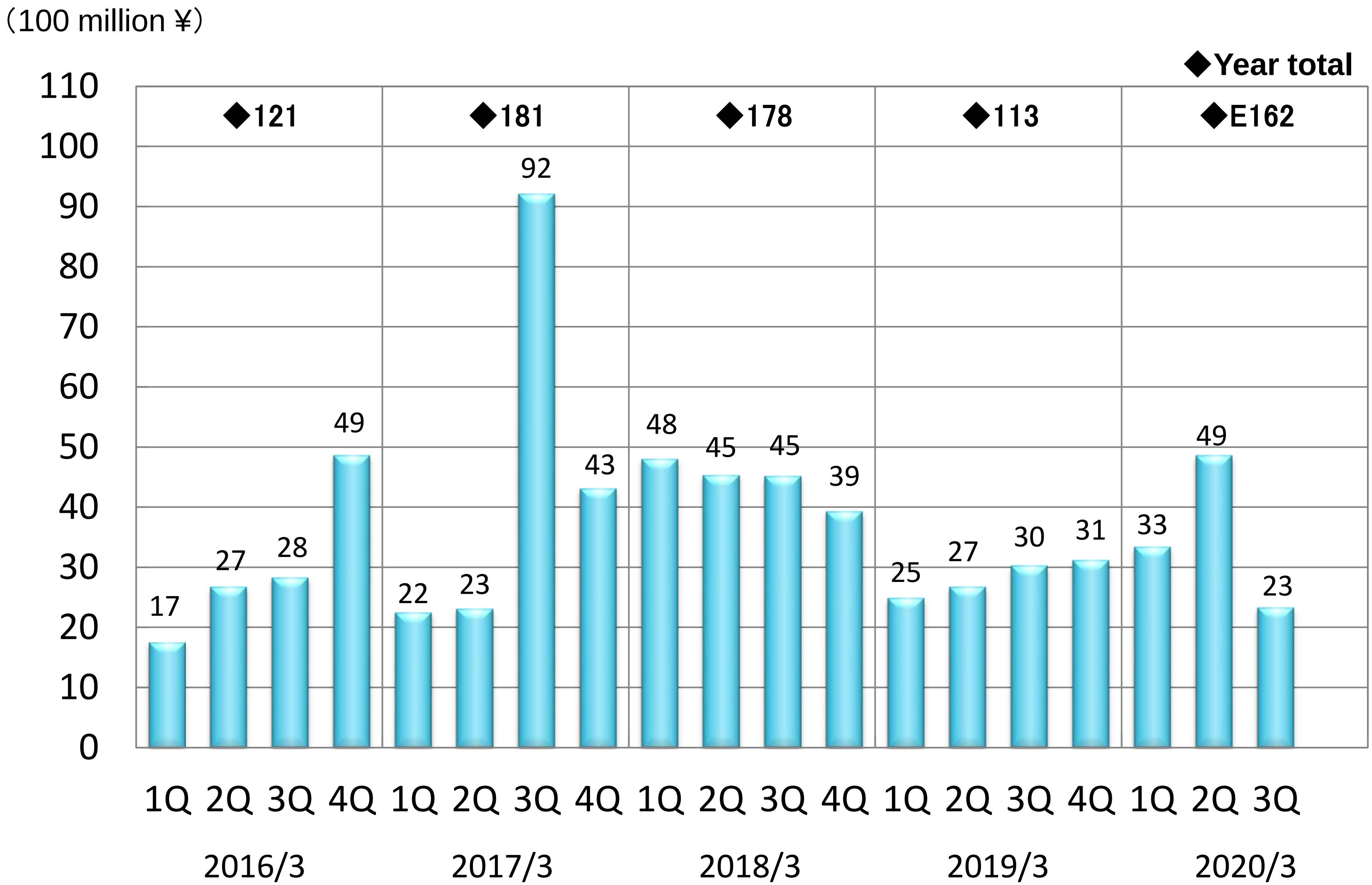
Net Sales in Greater China Market



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.