Third Quarter of Fiscal Year 2013
Summary Result Presentation

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Komori Corporation

P/L

(100 million ¥)

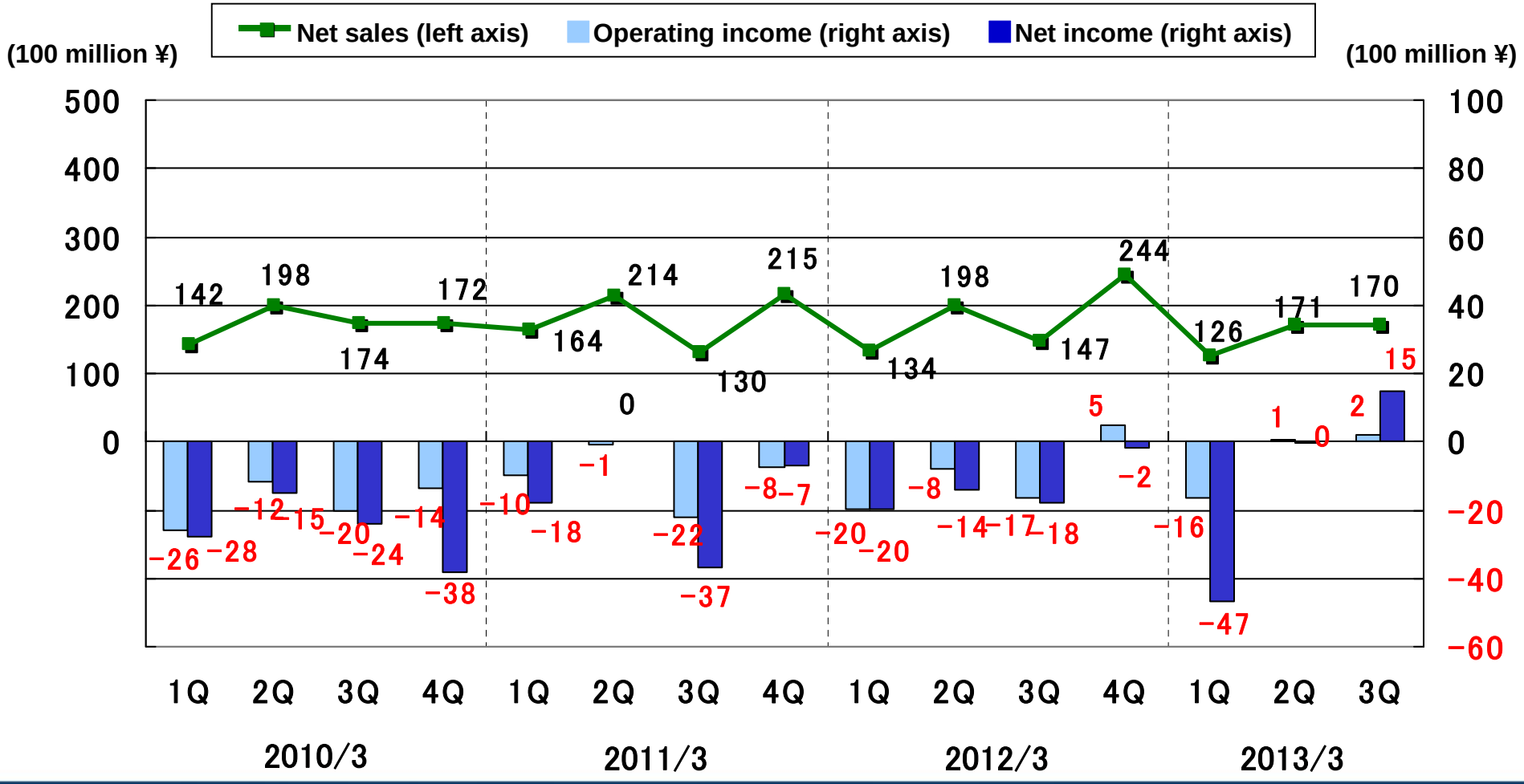
※Cumulative 3Q		FY2013 3Q	FY2012 3Q	Change	vs. FY2012 3Q
Order intake		524	542	−18	97%
Net sales		468	479	−11	98%
Operating income		−14	−45	31	−
Ordinary income		−9	−52	43	−
Net income		−32	−51	19	−
FOREX : Average (Yen)	US$	80.43	79.17		
	EUR	103.24	111.32		
FOREX : End of term (Yen)	US$	86.58	77.74		
	EUR	114.71	100.71		

Major Assets and Liabilities

(100 million ¥)

	Dec. 31, 2012	Mar. 31, 2012	Change
Cash and deposits	371	454	−83
Notes and account receivable−trade	166	201	−36
securities	42	23	19
Inventories	287	270	17
Breakdown: Merchandise and finished goods	156	133	22
Property, plant and equipment	332	341	−9
Intangible assets	18	21	−2
Notes and account payable−trade	141	138	3
Short-term loans payable	17	71	−54
Long-term loans payable	6	7	−1
Shareholders' equity	1,115	1,157	−42
Total assets	1,389	1,493	−104

Net Sales, Operating Income and Net Income



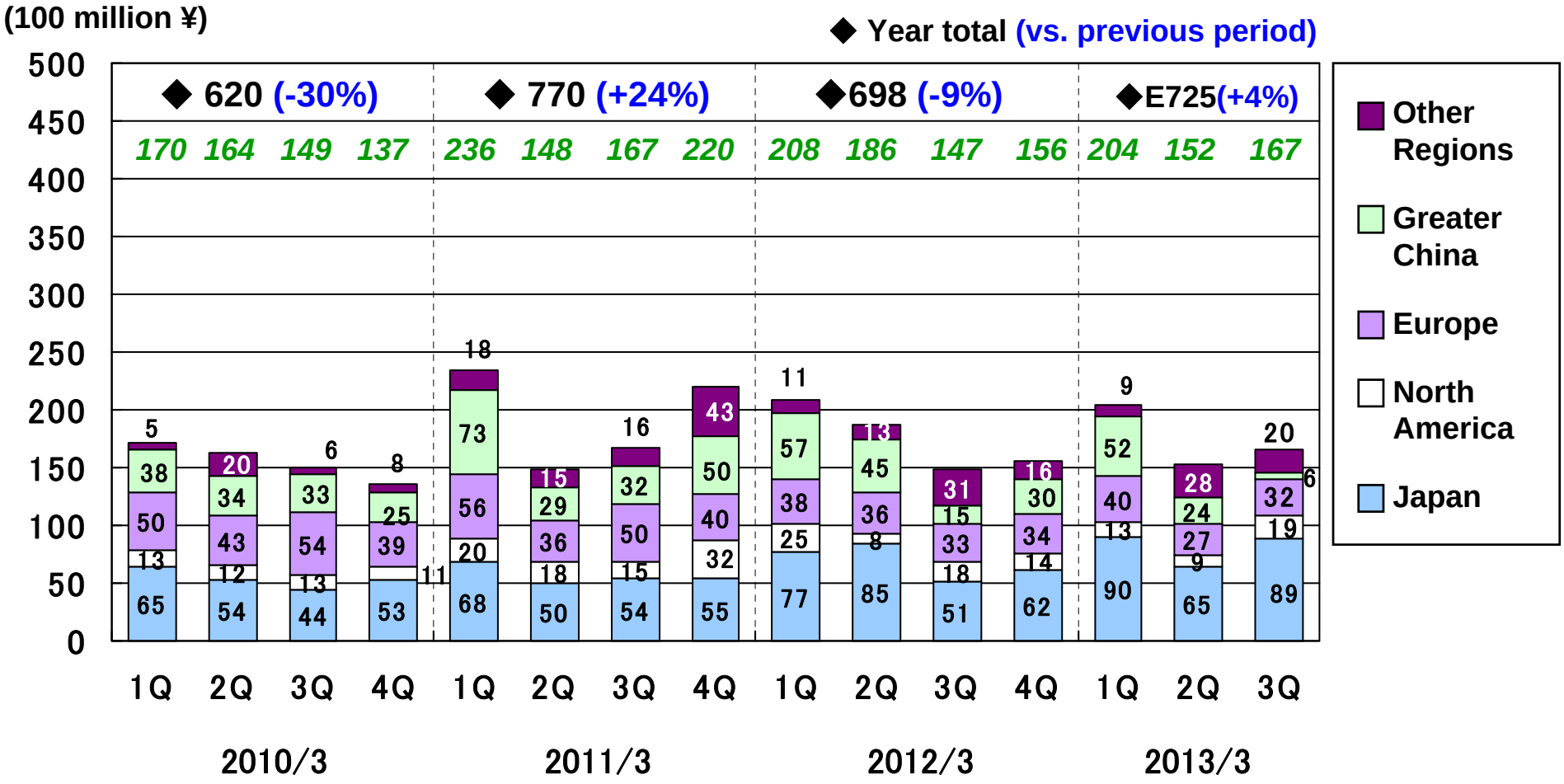
Order Intake by Region

(100 million ¥)

※Cumulative 3Q		FY2013 3H	FY2012 3H	vs. FY2012 3H
Japan		245	213	115%
North-America		41	51	81%
	(million US$)	(51)	(64)	(80%)
Europe		99	106	94%
	(million EUR)	(96)	(95)	(101%)
Greater China *		82	117	70%
	Mainland China	68	95	71%
	Hong Kong	9	16	56%
	Taiwan	5	6	86%
Other Regions		54	55	103%
Total		524	542	97%

* Greater China: Mainland China, Hong Kong, Taiwan

Order Intake by Region

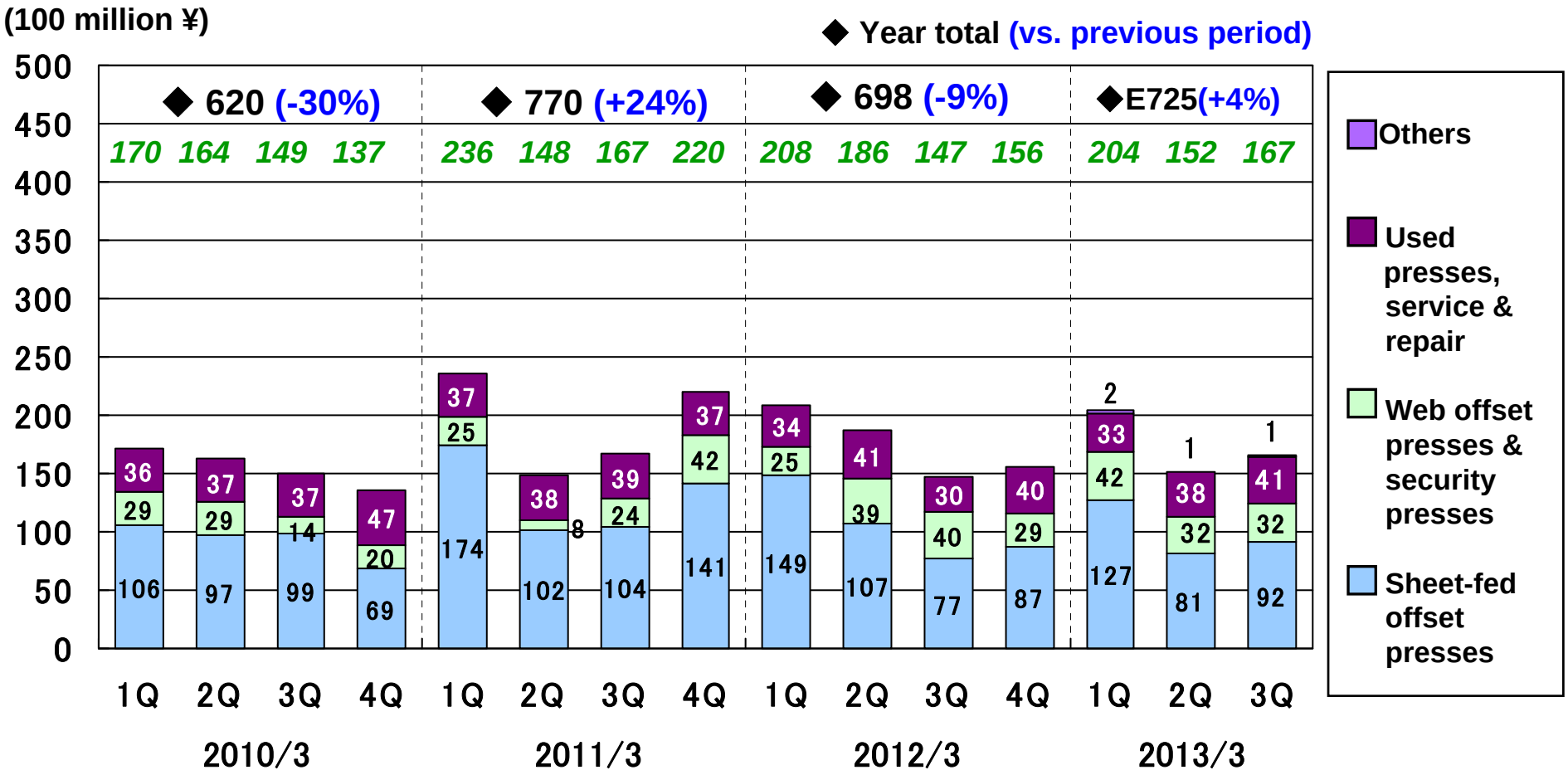


Order Intake by Model

(100 million ¥)

※Cumulative 3Q	FY2013 3H	FY2012 3H	vs. FY2012 3H
Sheet-fed offset presses	301	332	91%
Japan	124	103	120%
Web offset presses & security presses	106	103	103%
Japan	56	57	98%
Used presses, service & repair	112	106	106%
Japan	61	52	117%
Others	4	1	–
Japan	4	0	–
Total	524	542	97%

Order Intake by Model



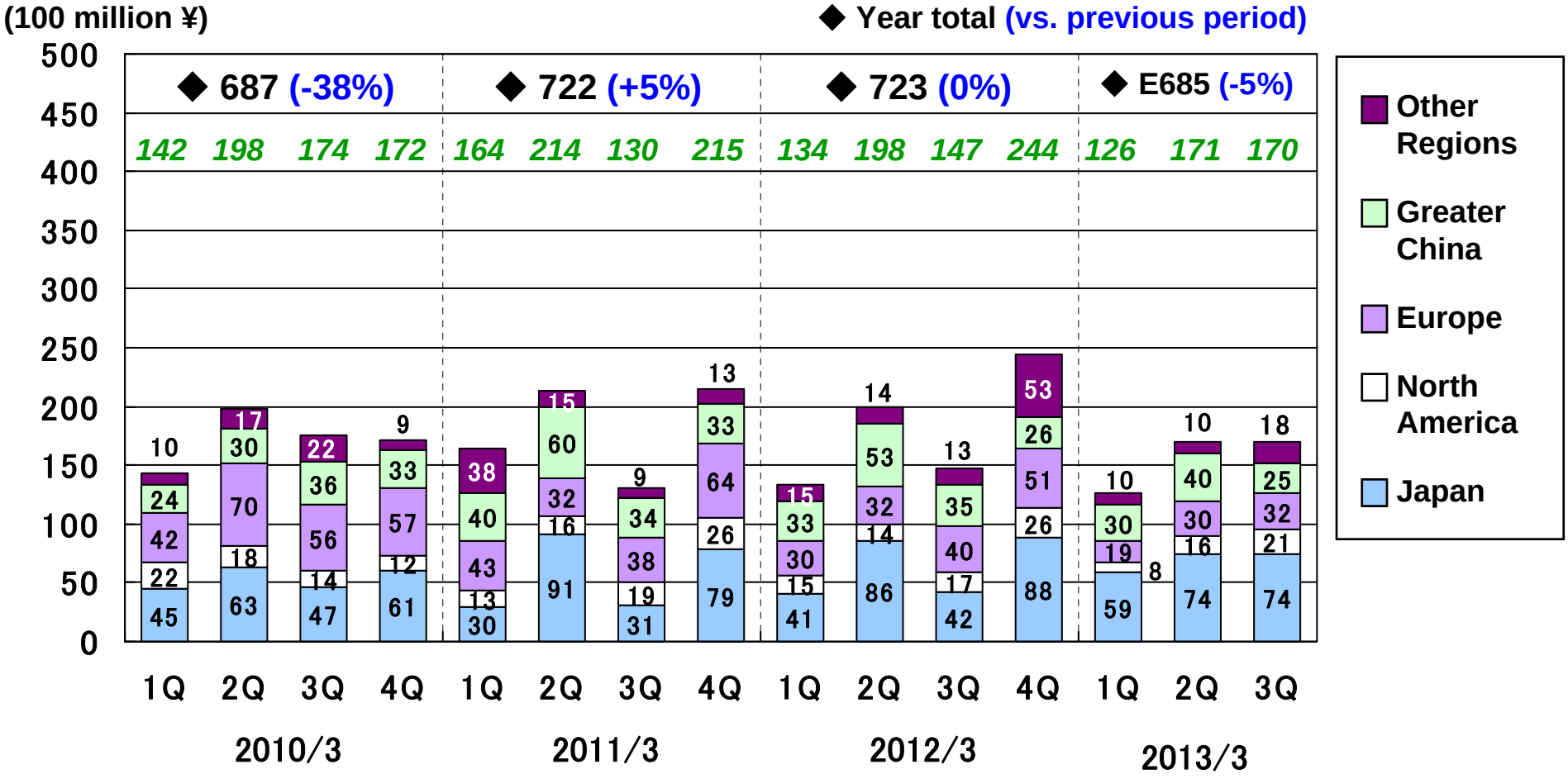
Net Sales by Region

(100 million ¥)

※Cumulative 3Q	FY2013 3H	FY2012 3H	vs. FY2012 3H
Japan	208	169	123%
North-America	46	46	101%
(million US$)	(57)	(58)	(99%)
Europe	81	101	80%
(million EUR)	(78)	(91)	(86%)
Greater China *	95	121	79%
Mainland China	76	92	82%
Hong Kong	18	16	112%
Taiwan	1	12	11%
Other Regions	38	43	89%
Total	468	479	98%

* Greater China: Mainland China, Hong Kong, Taiwan

Net Sales by Region

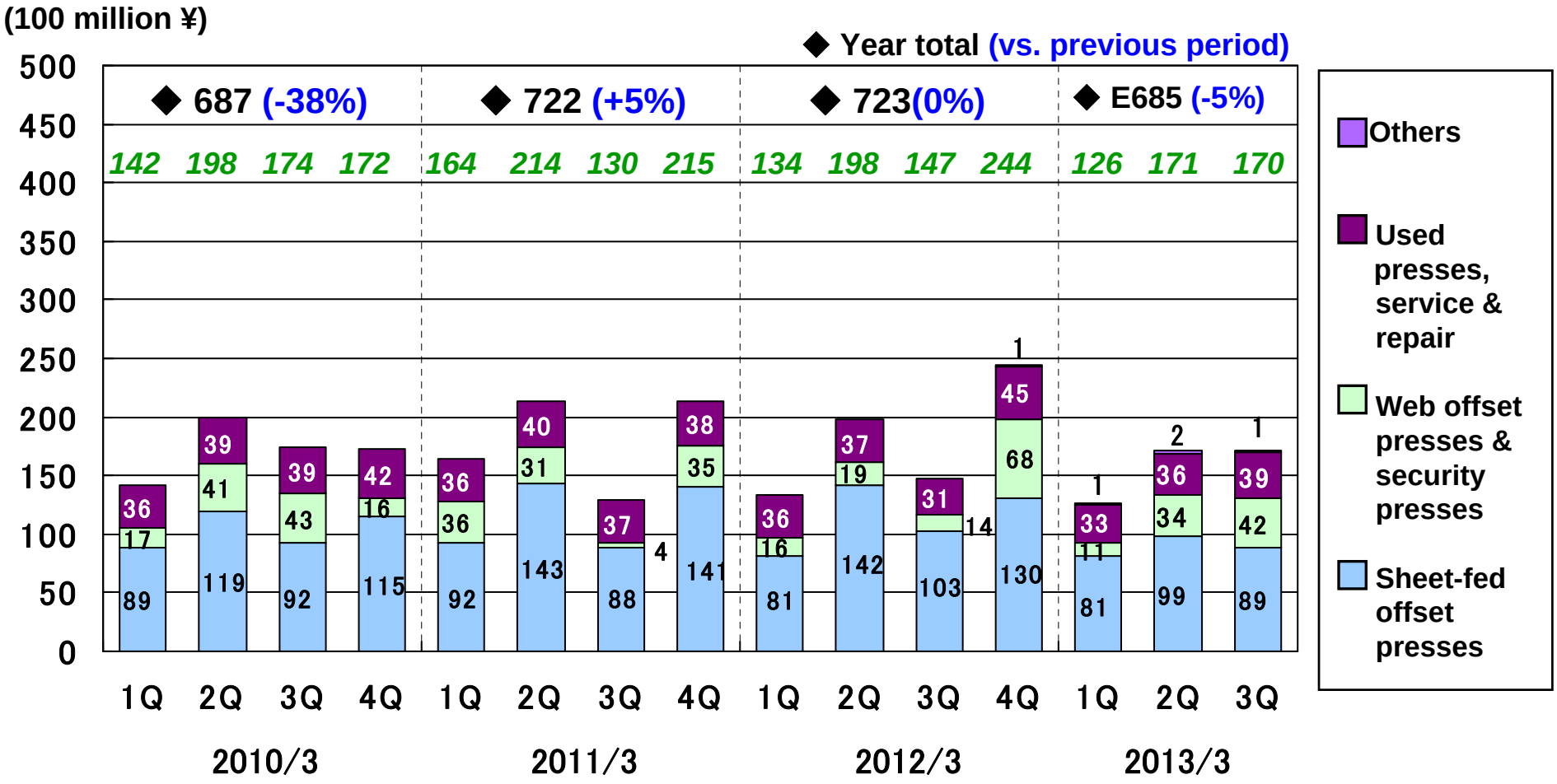


Net Sales by Model

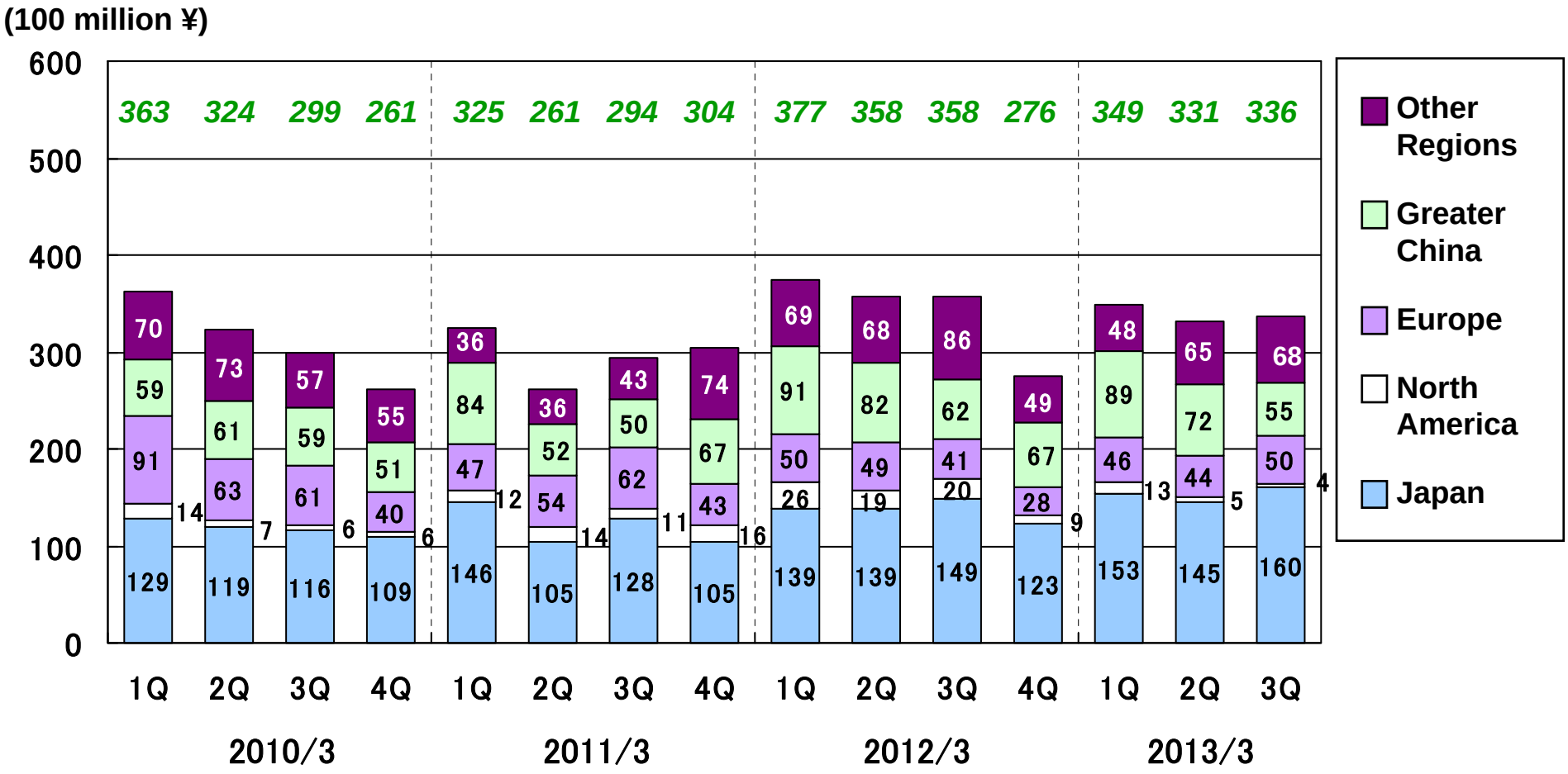
(100 million ¥)

※Cumulative 3Q	FY2013 3H	FY2012 3H	vs. FY2012 3H
Sheet-fed offset presses	268	324	83%
Japan	93	85	109%
Web offset presses & security presses	88	49	178%
Japan	54	32	167%
Used presses, service & repair	108	104	104%
Japan	58	50	115%
Others	3	2	156%
Japan	3	1	237%
Total	468	479	98%

Net Sales by Model

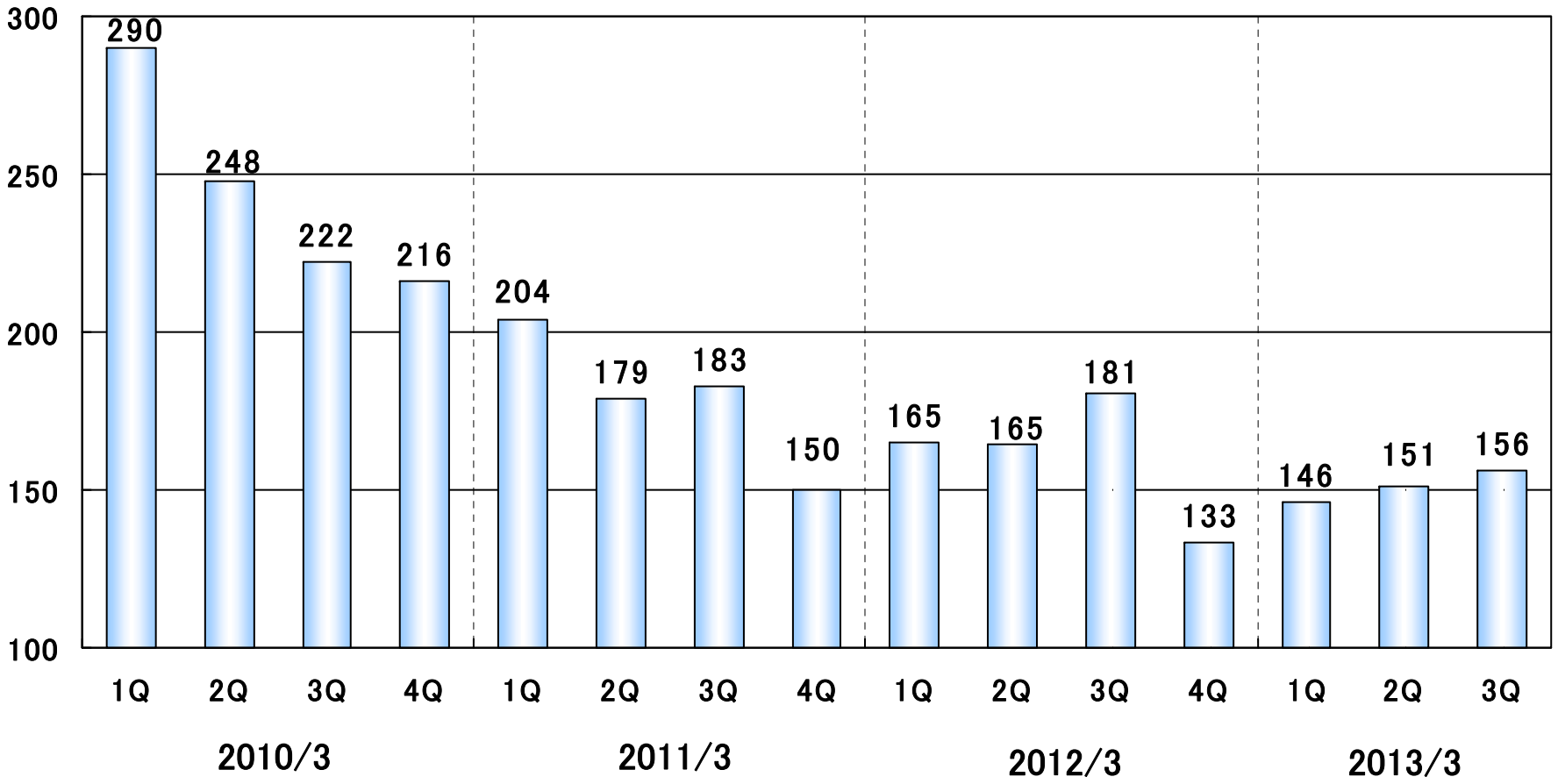


Order Backlog

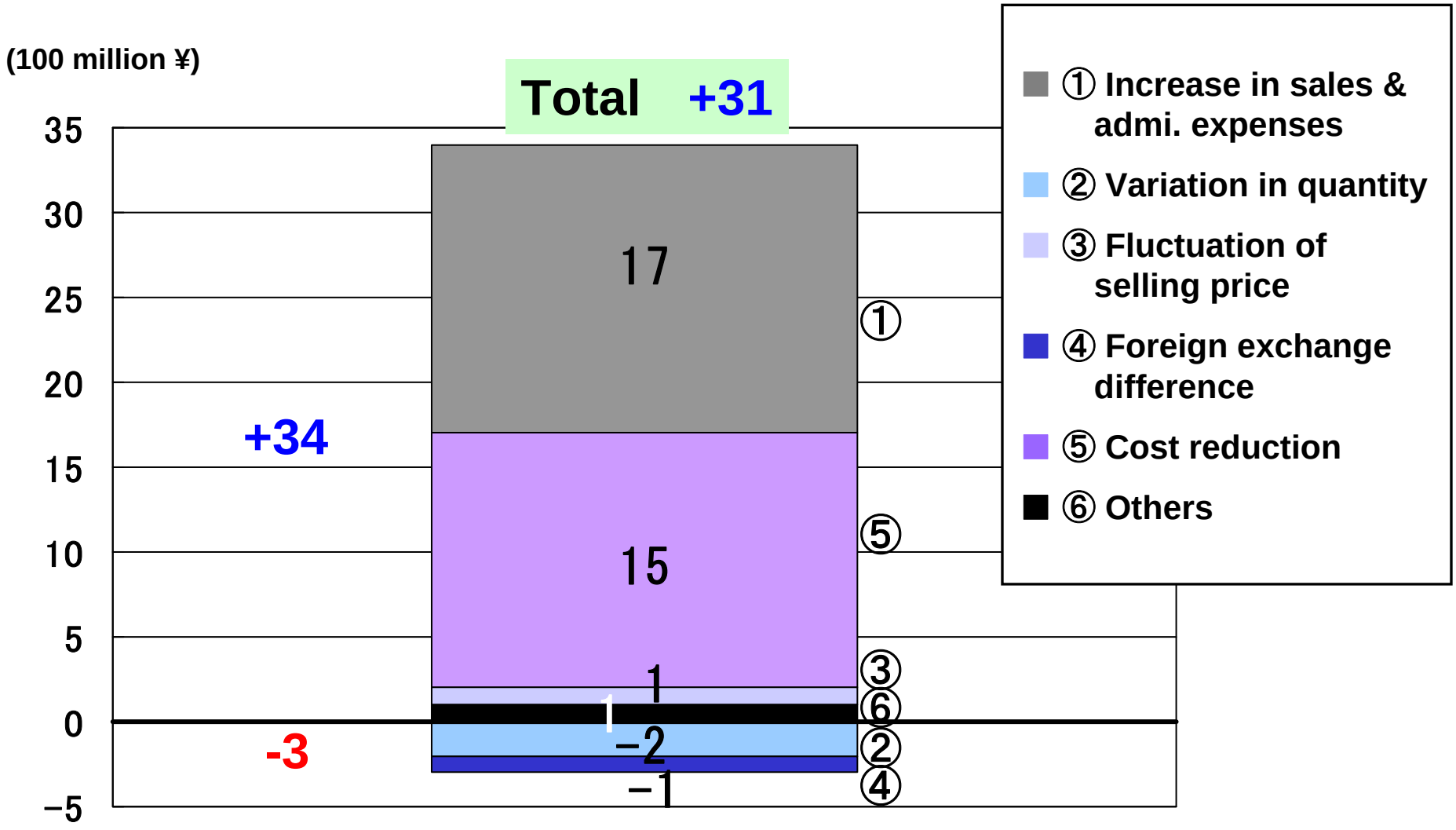


Inventories (Finished Goods, Cost of Sales)

(100 million ¥)



Analysis of Operating Income for 3Q FY2013 (vs. 3Q FY2012)



Forecast of result of operations for FY2013

＊ Forecast is not revised in 3Q FY2013　(100 million ¥)

		FY2013 3Q	FY2012 3Q	vs. FY2012 3Q	＊ Forecast FY2013	FY2012 year total	Change	vs. FY2012 year total
Order intake		524	542	97%	725	698	27	104%
Net sales		468	479	98%	685	723	−38	95%
Operating income		−14	−45	−	−5	−40	35	−
Ordinary income		−9	−52	−	−10	−43	33	−
Net income		−32	−51	−	−39	−53	14	−
FOREX : Average (Yen)	US$	80.43	79.17		79.69	79.30		
	EUR	103.24	111.32		100.60	110.17		
FOREX : End of term (Yen)	US$	86.58	77.74		80.00	82.19		
	EUR	114.71	100.71		100.00	109.80		

Forecast of Order Intake by Region

＊ Forecast is not revised in 3Q FY2013　(100 million ¥)

	FY2013 3Q	＊ Forecast FY2013	FY2012 year total	Change	vs. FY2012 year total
Japan	245	323	275	48	117%
North-America	41	62	65	-3	96%
(million US$)	(51)	(78)	(81)	(-4)	(96%)
Europe	99	115	140	-25	82%
(million EUR)	(96)	(114)	(127)	(-13)	(90%)
Greater China ＊	82	132	147	-16	89%
Mainland China	68	98	117	-18	84%
Hong Kong	9	18	25	-7	71%
Taiwan	5	16	6	10	272%
Other Regions	57	93	71	23	132%
Total	524	725	698	27	104%

＊ Greater China : Mainland China, Hong Kong, Taiwan

Forecast of Net Sales by Region

＊ Forecast is not revised in 3Q FY2013　(100 million ¥)

		FY2013 3Q	＊ Forecast FY2013	FY2012 year total	Change	vs. FY2011 year total
Japan		208	313	257	56	122%
North-America		46	54	72	−18	75%
	(million US$)	(57)	(68)	(91)	(−23)	(75%)
Europe		81	119	152	−33	78%
	(million EUR)	(78)	(118)	(138)	(−20)	(86%)
Greater China ＊		95	131	147	−16	89%
	Mainland China	76	98	113	−15	87%
	Hong Kong	18	25	20	5	128%
	Taiwan	1	7	14	−6	54%
Other Regions		38	68	96	−27	71%
Total		468	685	723	−38	95%

＊ Greater China : Mainland China, Hong Kong, Taiwan

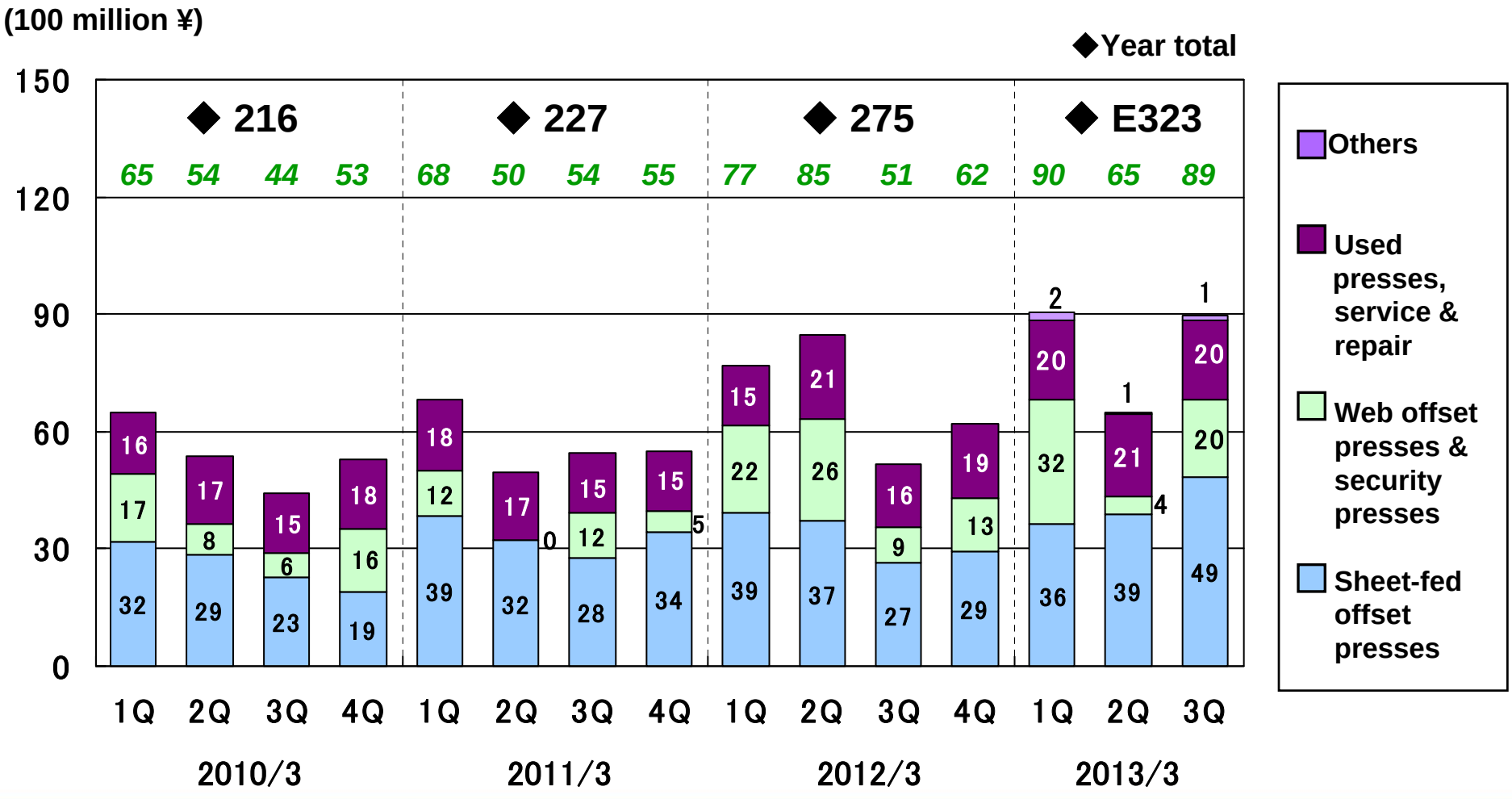
Capex, Depreciation and Amortization, R&D etc.

(million ¥)

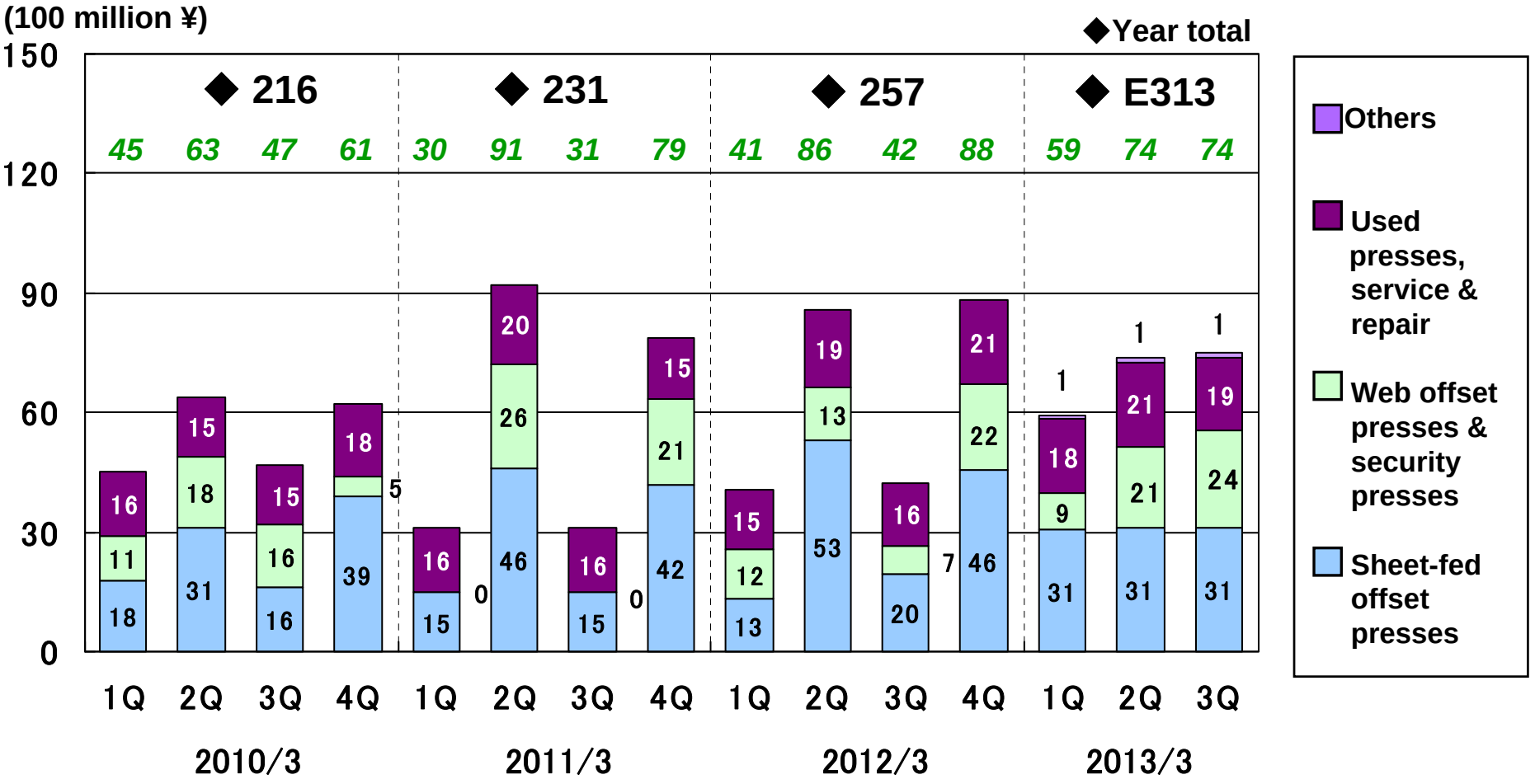
	FY2009	FY2010	FY2011	FY2012 3Q	FY2012	FY2013 3Q	FY2013 budget
Number of employees	2,471	2,190	2,138	2,132	2,104	1,837	1,790
Personnel expenses	22,628	17,967	16,673	12,553	16,757	11,335	14,780
Capital expenditures	5,320	6,257	1,286	447	692	487	860
Depreciation and amortization	2,922	2,903	3,083	2,094	2,849	1,671	2,290
R&D expenses	5,768	4,015	4,320	3,643	4,830	2,739	3,665
(% to net sales)	(5.2%)	(5.8%)	(6.0%)	(7.6%)	(6.7%)	(5.9%)	(5.4%)

Appendix:
Detailed Order Intake and Net Sales by Region

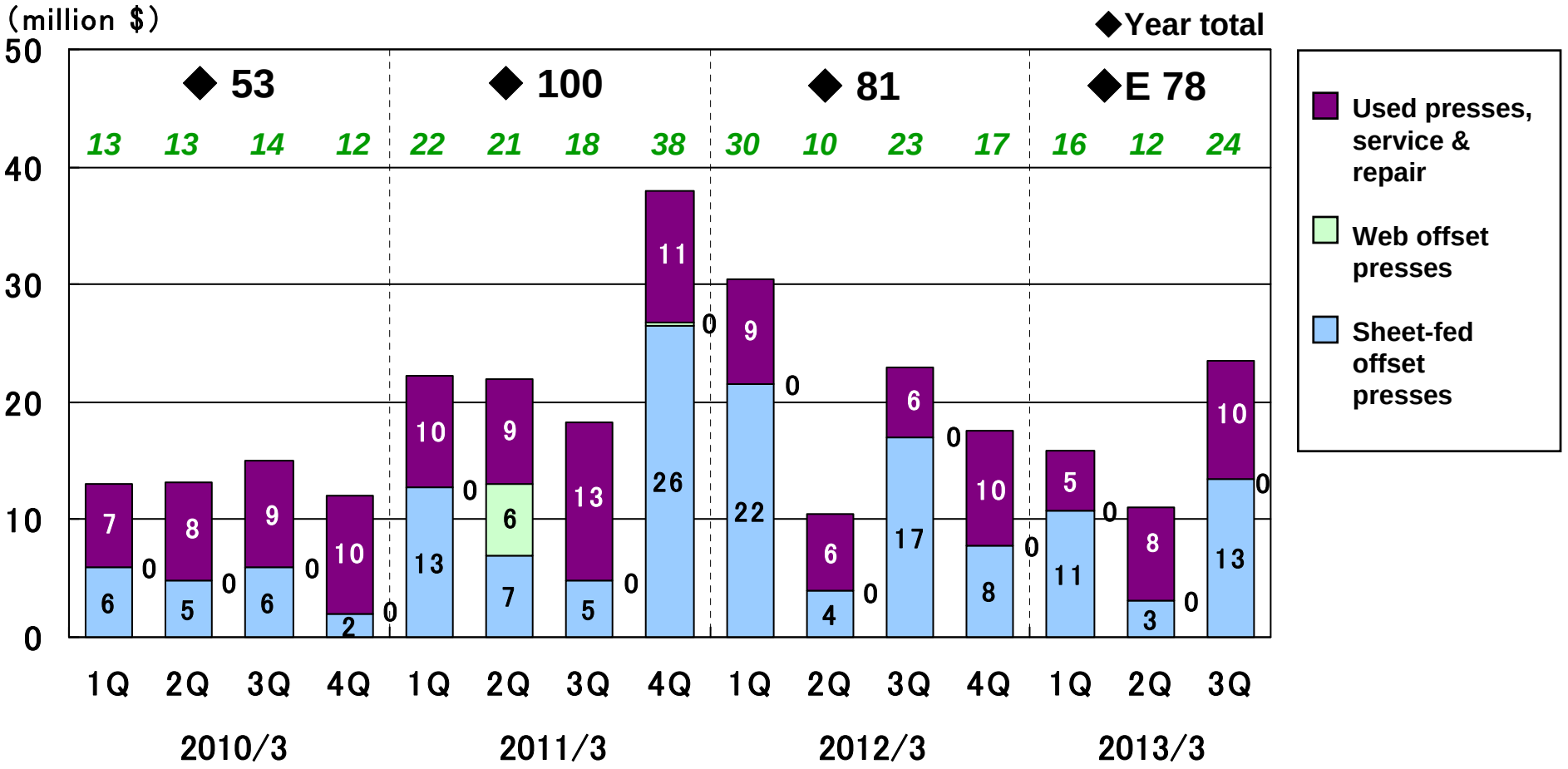
Order Intake in Japanese Market



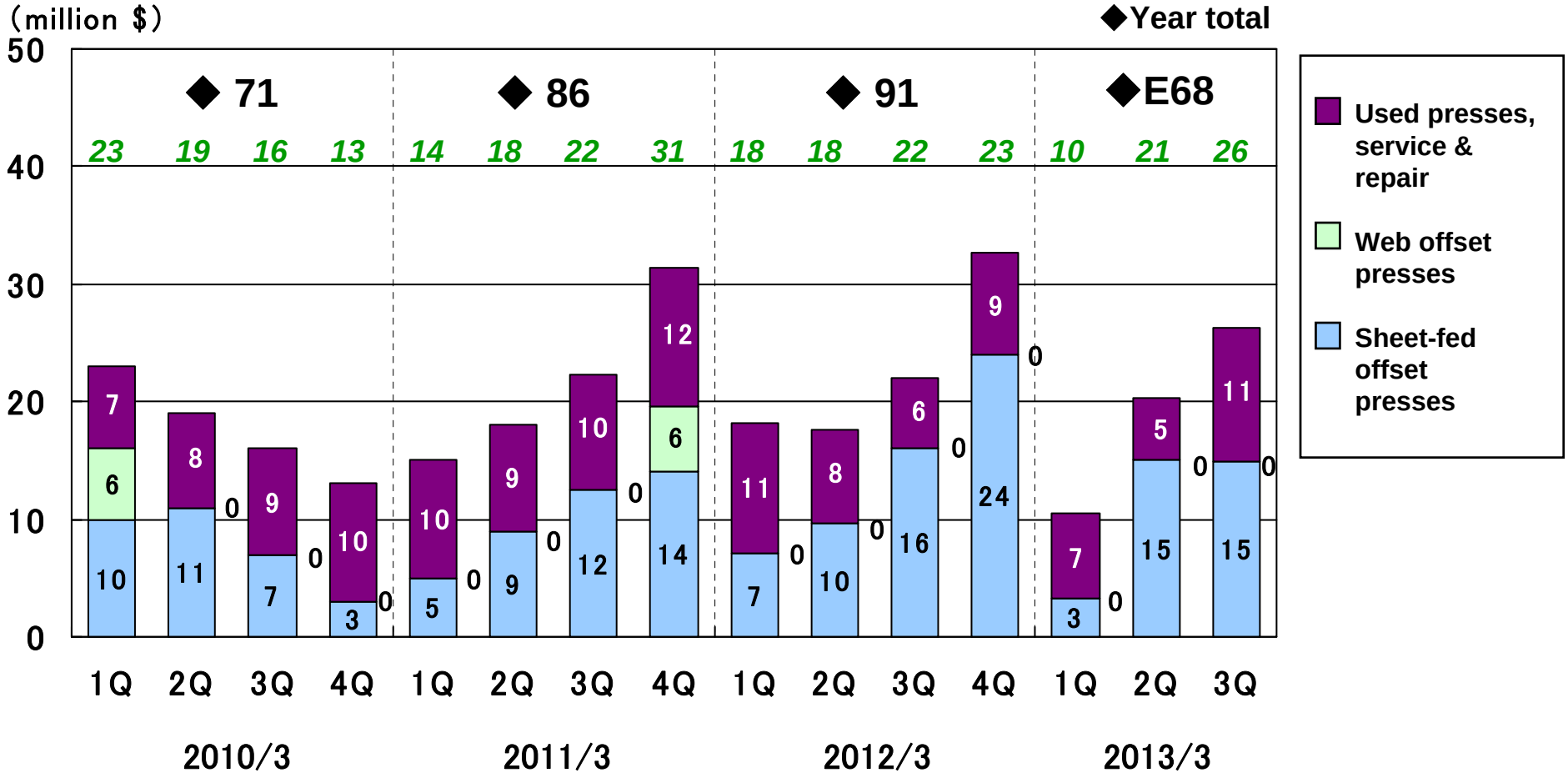
Net Sales in Japanese Market



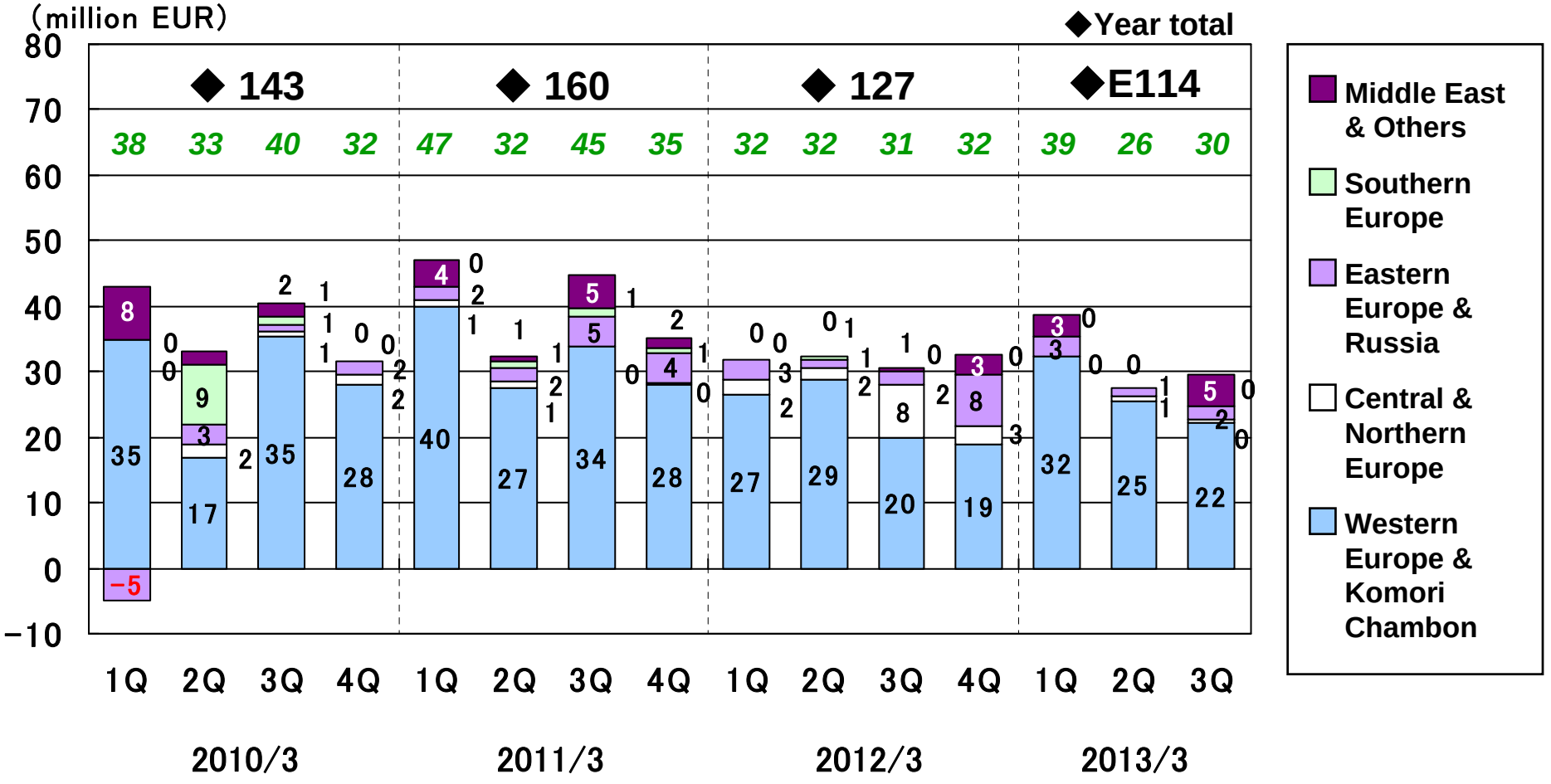
Order Intake in North American Market



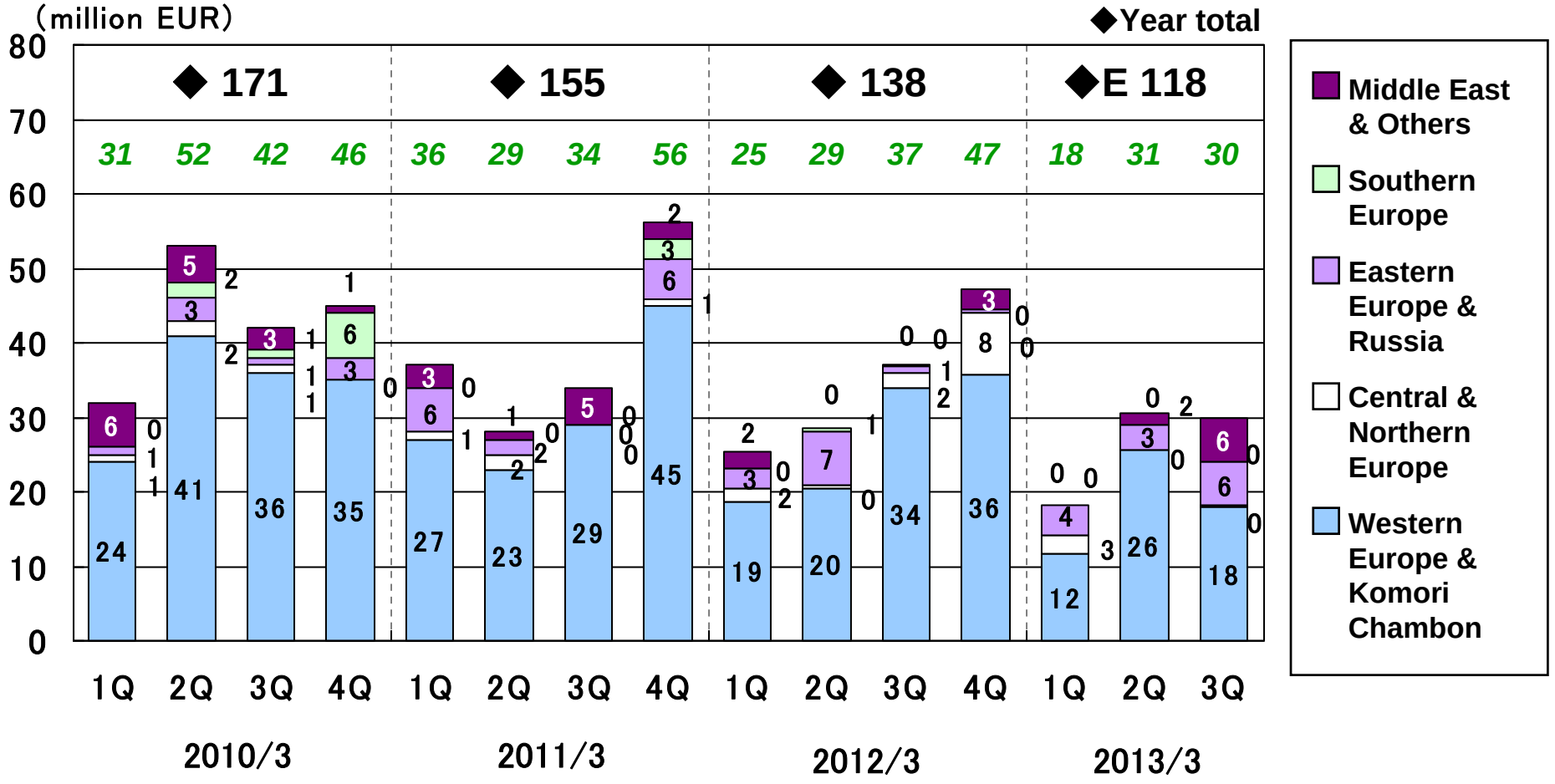
Net Sales in North American Market



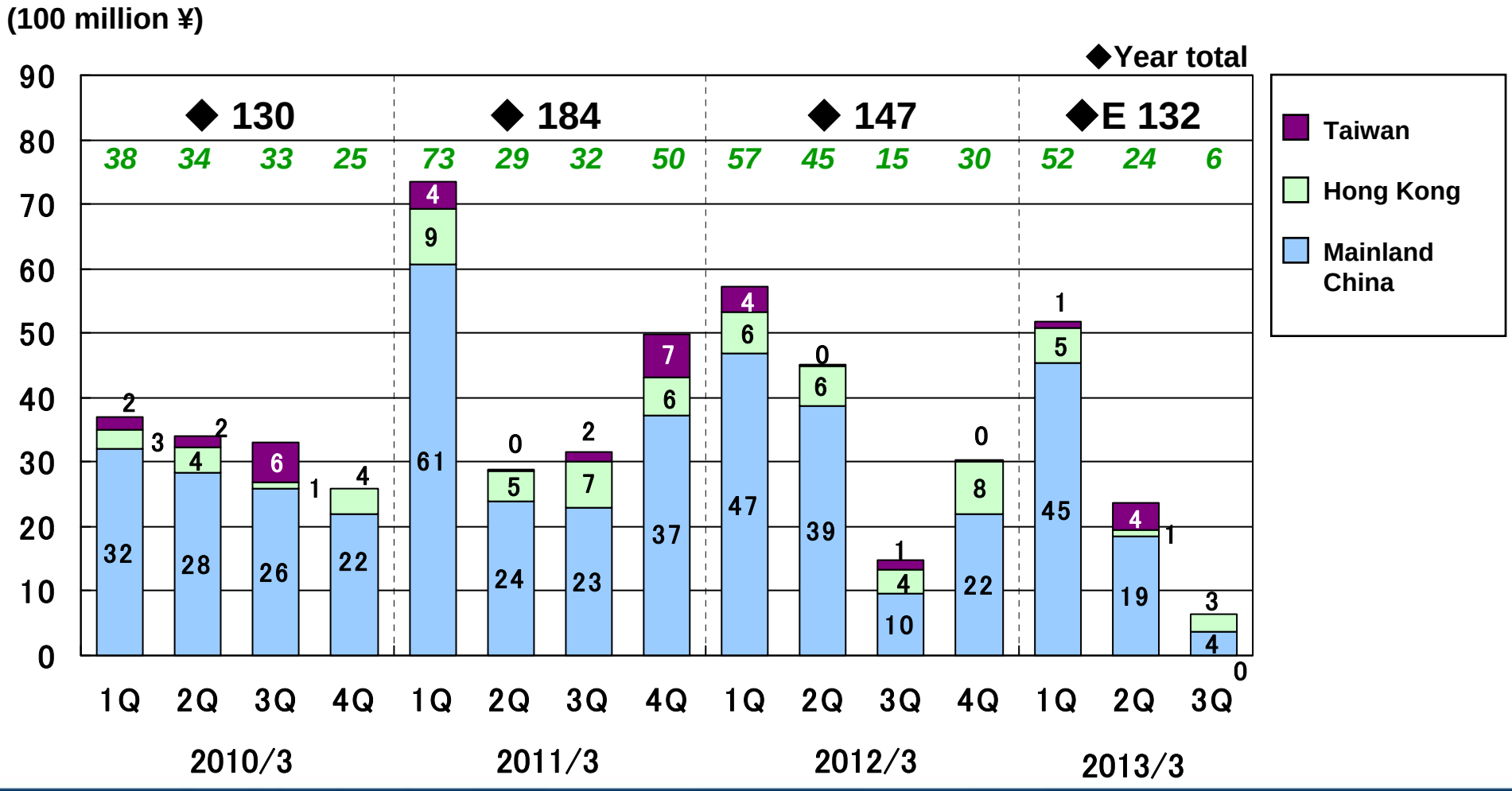
Order Intake in European Market



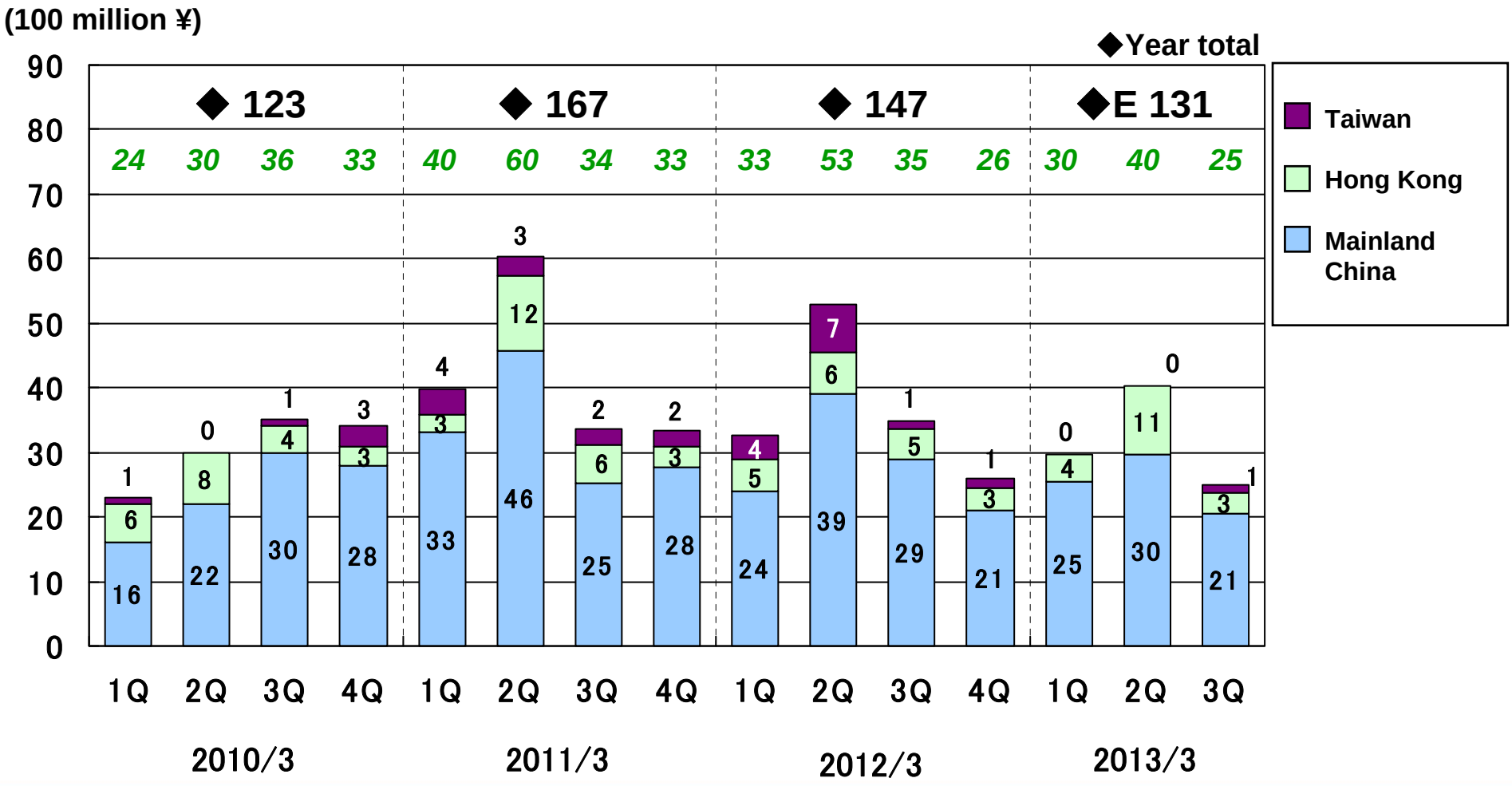
Net Sales in European Market



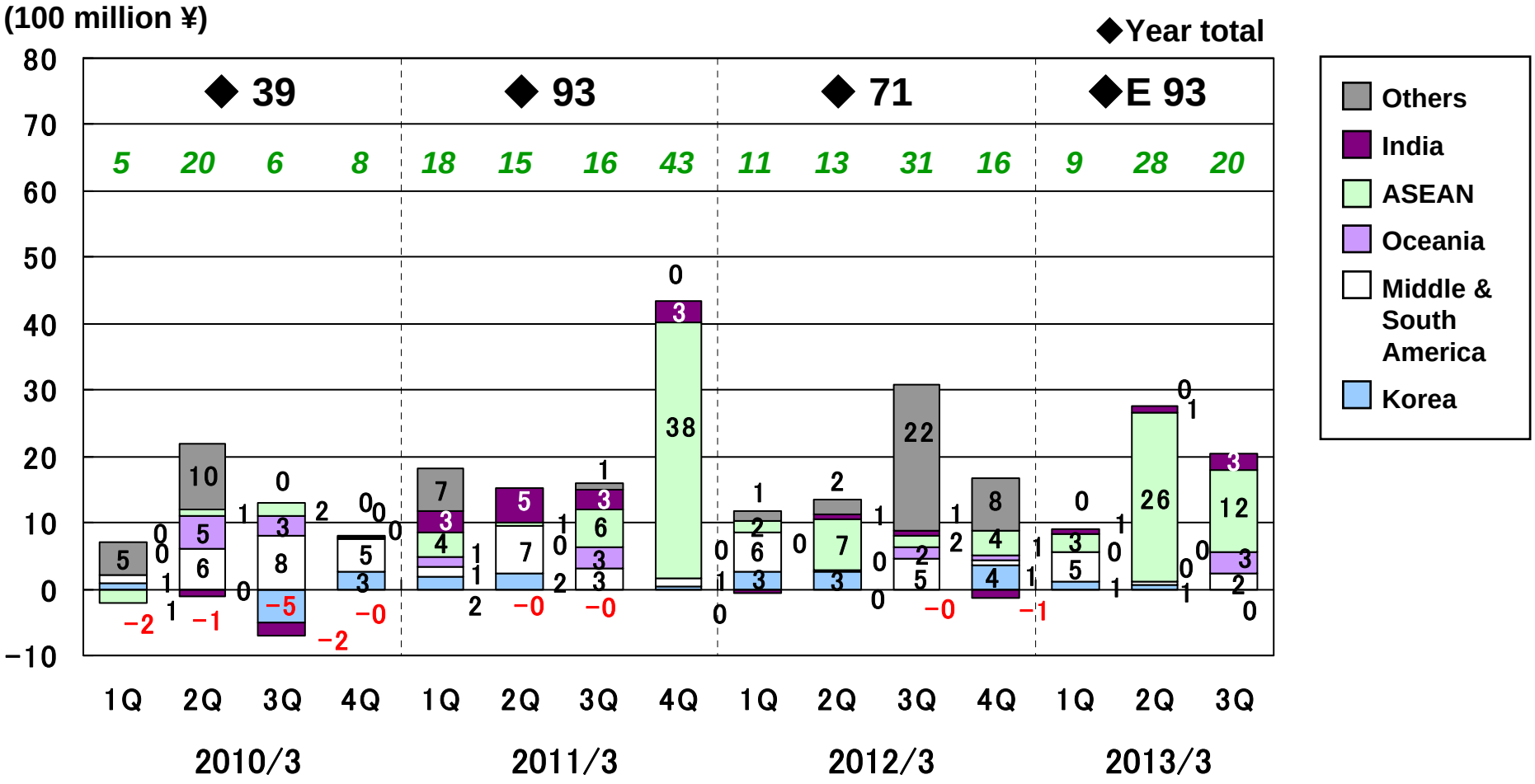
Order Intake in Greater China



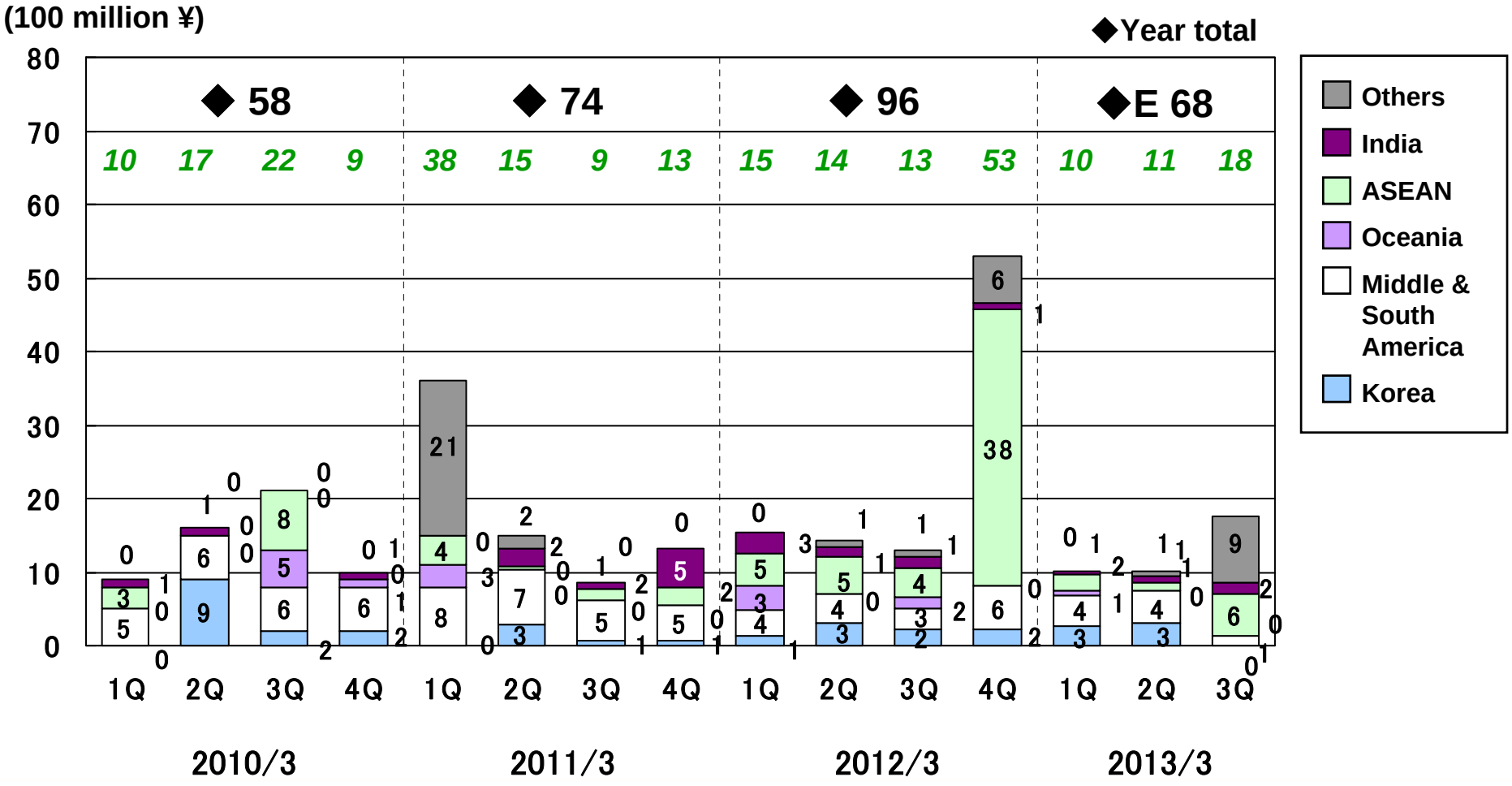
Net Sales in Greater China



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.