Third Quarter of Fiscal Year 2014
Summary Result Presentation

Contents

P. 1-3	P/L, B/S
P. 4-7	Order Intake by Region / Model
P. 8-11	Net Sales by Region / Model
P. 12	Order Backlog
P. 13	Inventories
P. 14	Analysis of Operating Income for 3Q FY2014
P. 15-17	Forecast of Result of Operations for FY2014
P. 18	Capex, Depreciation and Amortization, R&D etc.
P. 19-29	Detailed Order Intake and Net Sales by Region
P. 30	Contact

Komori Corporation

P/L

(100 million ¥)

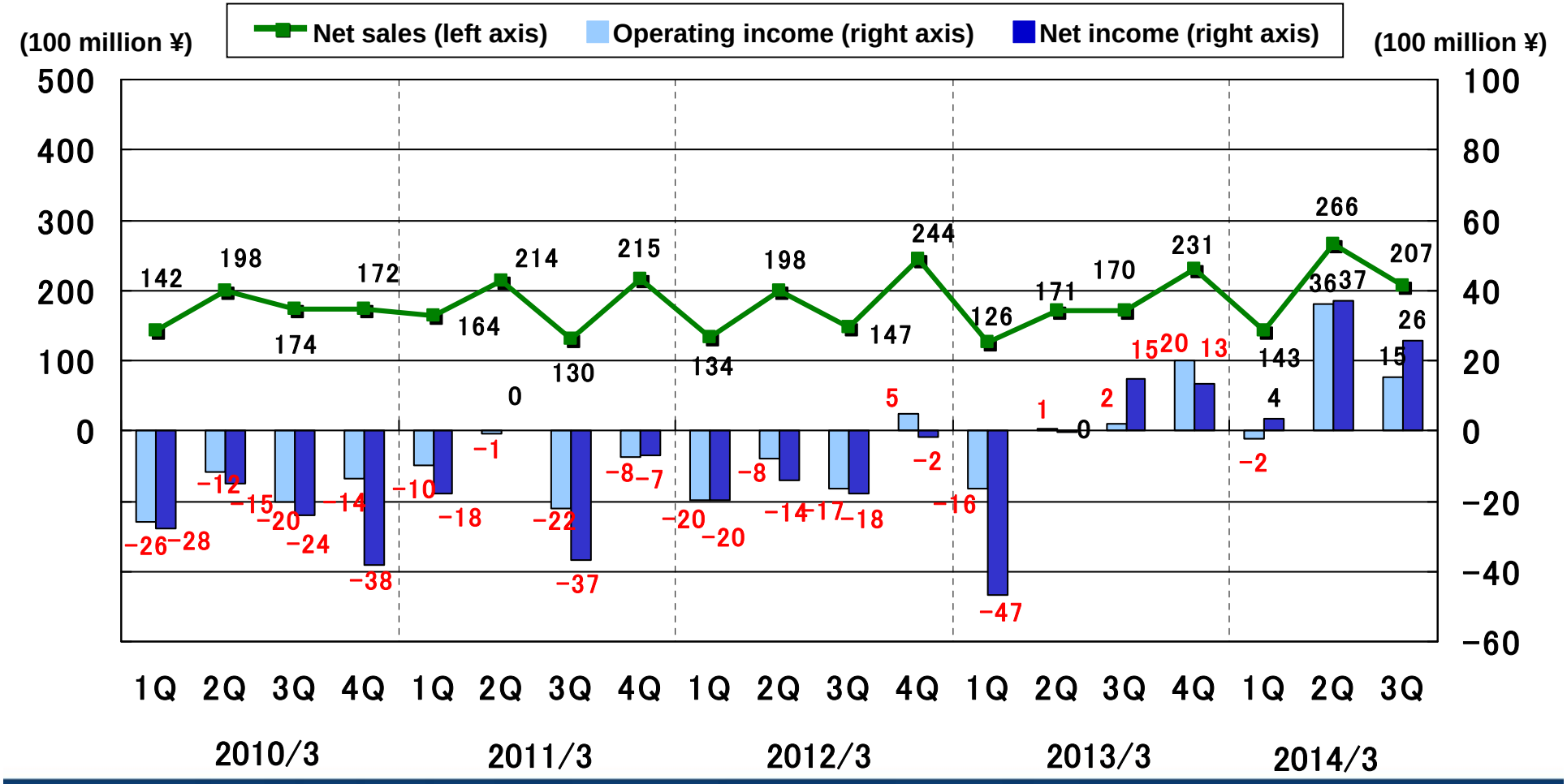
※Cumulative 3Q		FY2014 3Q	FY2013 3Q	Change	vs. FY2013 3Q
Order intake		723	524	199	138%
Net sales		615	468	148	132%
Operating income		49	−14	63	–
Ordinary income		69	−9	78	–
Net income		67	−32	99	–
FOREX : Average (Yen)	US$	99.23	80.43		
	EUR	132.13	103.24		
FOREX : End of term (Yen)	US$	105.39	86.58		
	EUR	145.05	114.71		

Major Assets and Liabilities

(100 million ¥)

	Dec. 31, 2013	Mar. 31, 2013	Change
Cash and deposits	464	393	70
Notes and account receivable－trade	207	221	−14
Short-term investment securities	184	47	137
Inventories	312	254	58
Breakdown: Merchandise and finished goods	147	113	34
Property, plant and equipment	323	326	−3
Intangible assets	24	26	−2
Notes and account payable－trade	197	140	57
Short-term loans payable	16	15	1
Bonds payable	100	−	100
Long-term loans payable	2	4	−2
Shareholders' equity	1,189	1,128	60
Total assets	1,704	1,440	264

Net Sales, Operating Income and Net Income

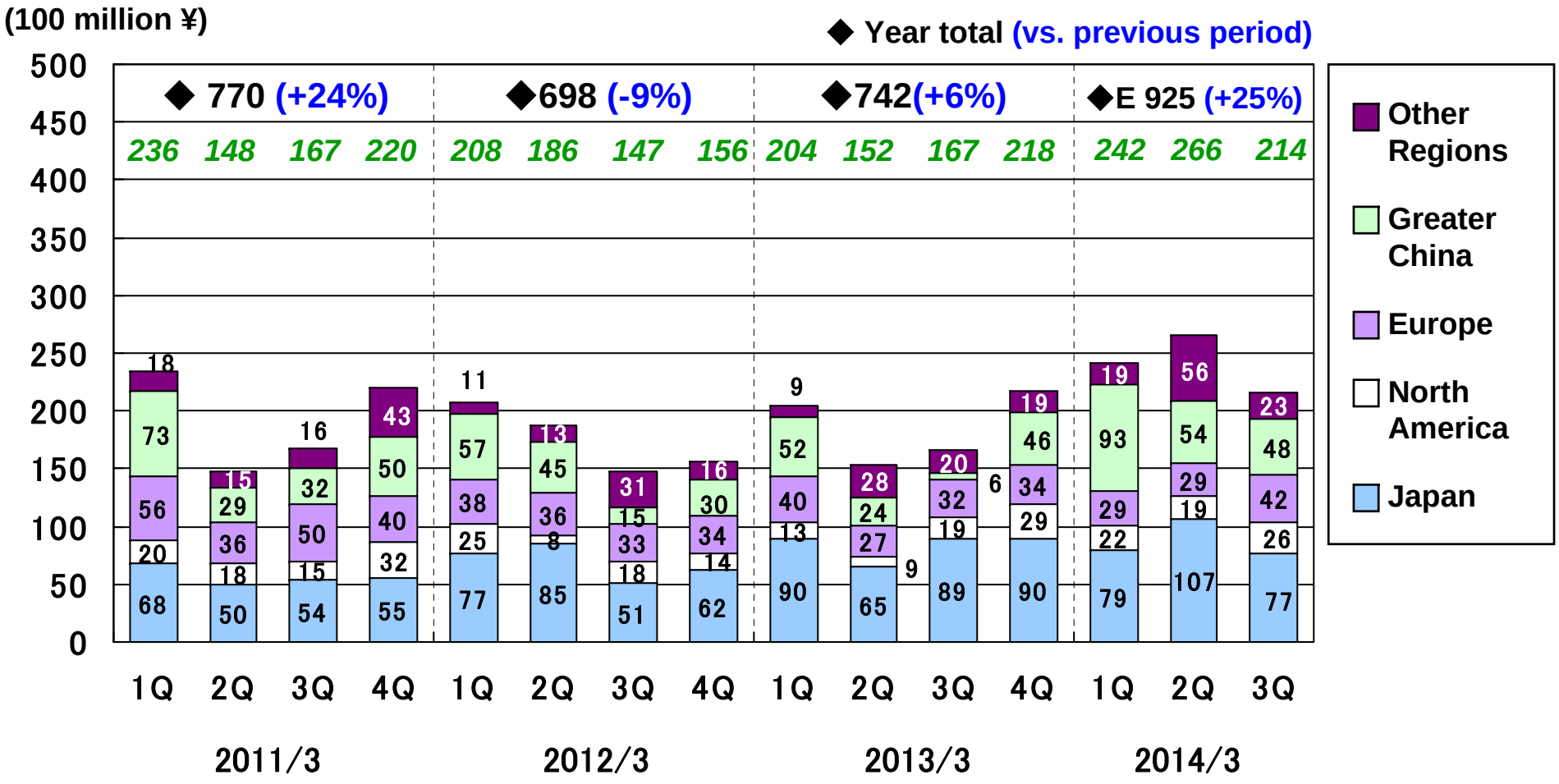


Order Intake by Region

(100 million ¥)

※Cumulative 3Q		FY2014 3H	FY2013 3H	vs. FY2013 3H
Japan		263	245	107%
North-America		67	41	164%
	(million US$)	(68)	(51)	(133%)
Europe		100	99	101%
	(million EUR)	(75)	(96)	(79%)
Greater China		195	82	239%
	Mainland China	157	68	233%
	Hong Kong	24	9	263%
	Taiwan	14	5	290%
Other Regions		98	57	172%
Total		723	524	138%

Order Intake by Region

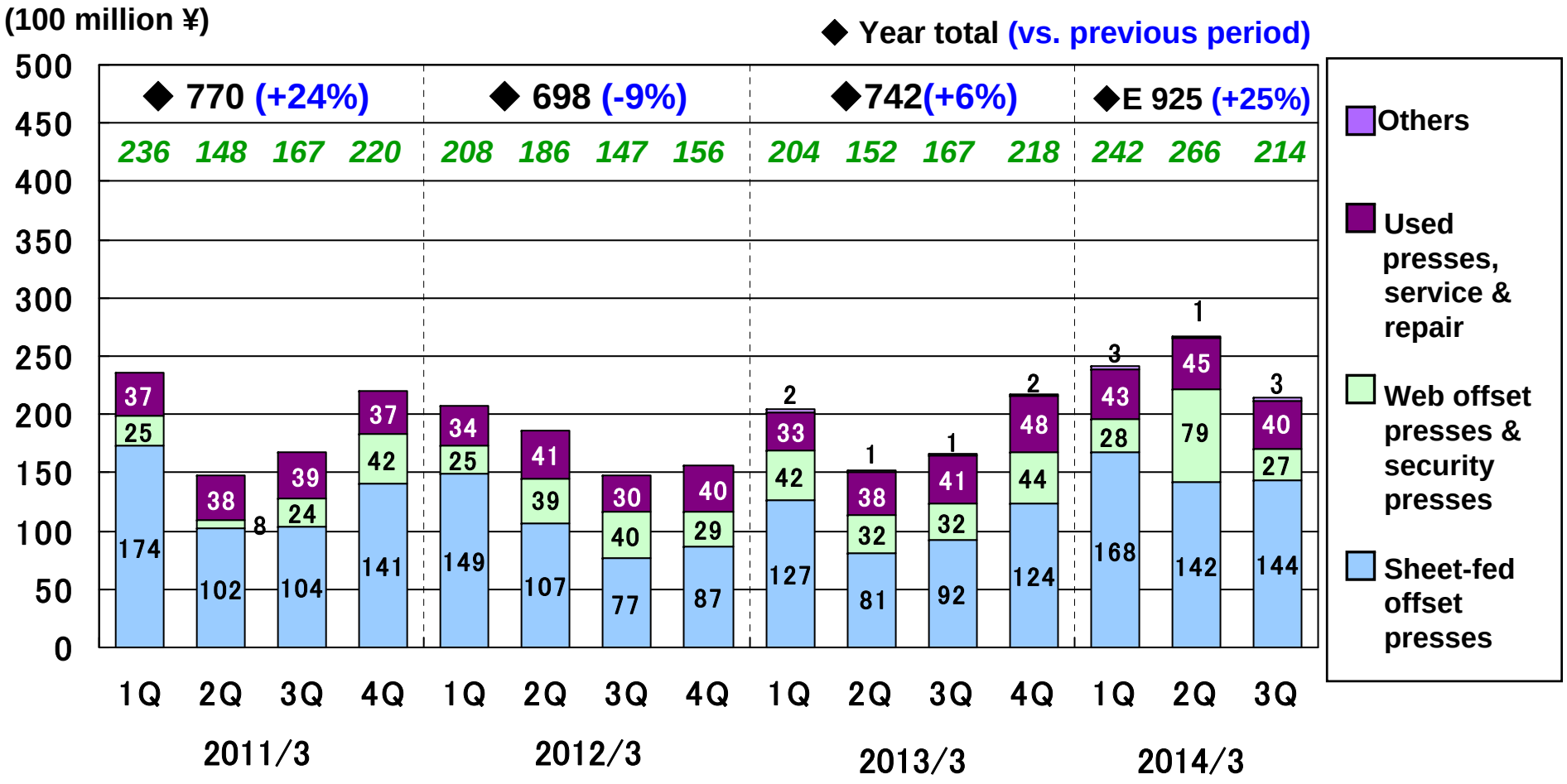


Order Intake by Model

(100 million ¥)

※Cumulative 3Q	FY2014 3H	FY2013 3H	FY2013 3H
Sheet-fed offset presses	453	301	151%
Japan	116	124	94%
Web offset presses & security presses	134	106	126%
Japan	81	56	144%
Used presses, service & repair	129	112	115%
Japan	63	61	103%
Others	7	4	154%
Japan	3	4	82%
Total	723	524	138%

Order Intake by Model

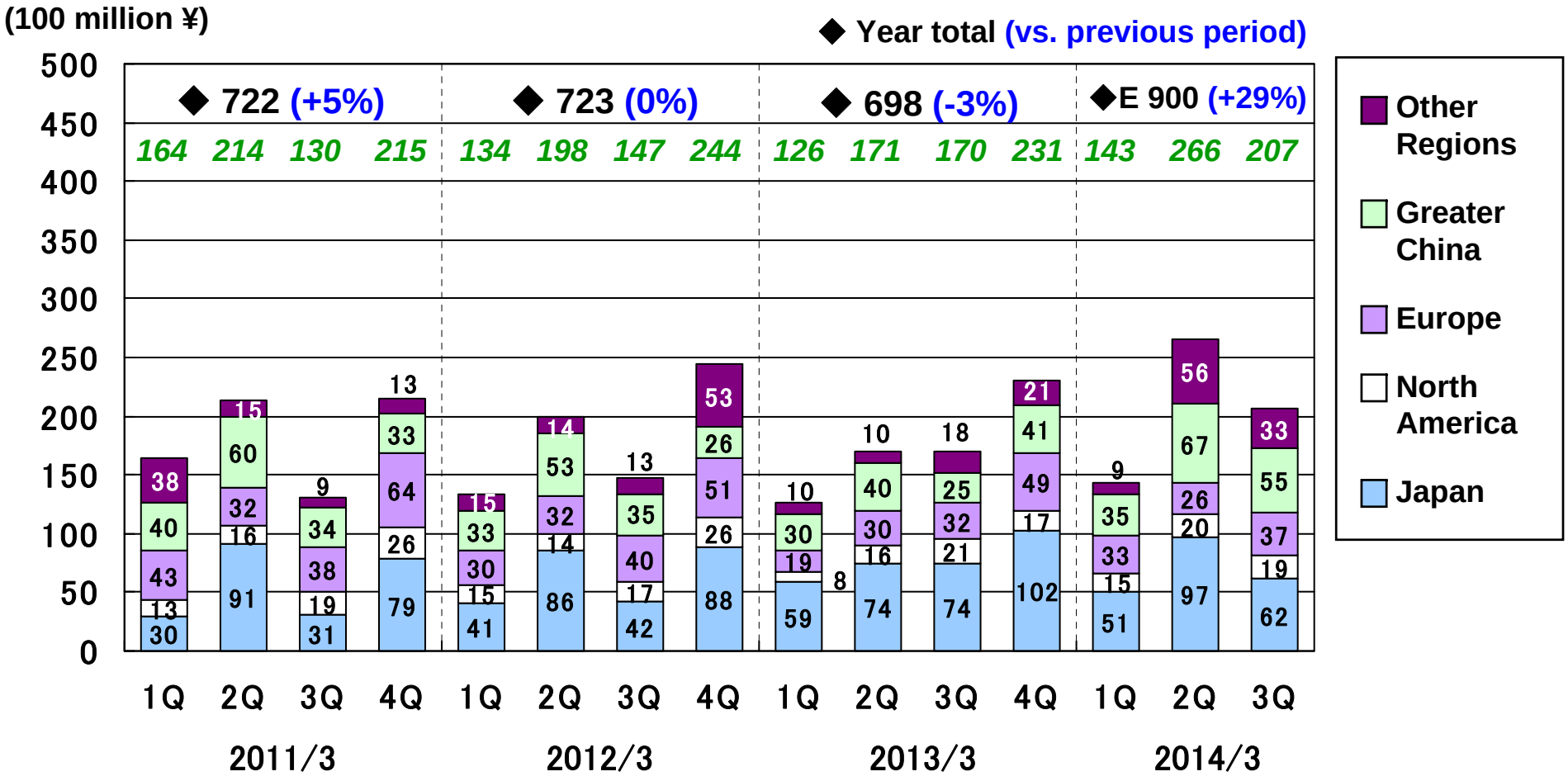


Net Sales by Region

(100 million ¥)

※Cumulative 3Q		FY2014 3H	FY2013 3H	vs. FY2013 3H
Japan		210	208	101%
North-America		54	46	117%
	(million US$)	(55)	(57)	(97%)
Europe		96	81	119%
	(million EUR)	(73)	(78)	(93%)
Greater China		157	95	165%
	Mainland China	134	76	177%
	Hong Kong	15	18	86%
	Taiwan	8	1	575%
Other Regions		98	38	259%
Total		615	468	132%

Net Sales by Region

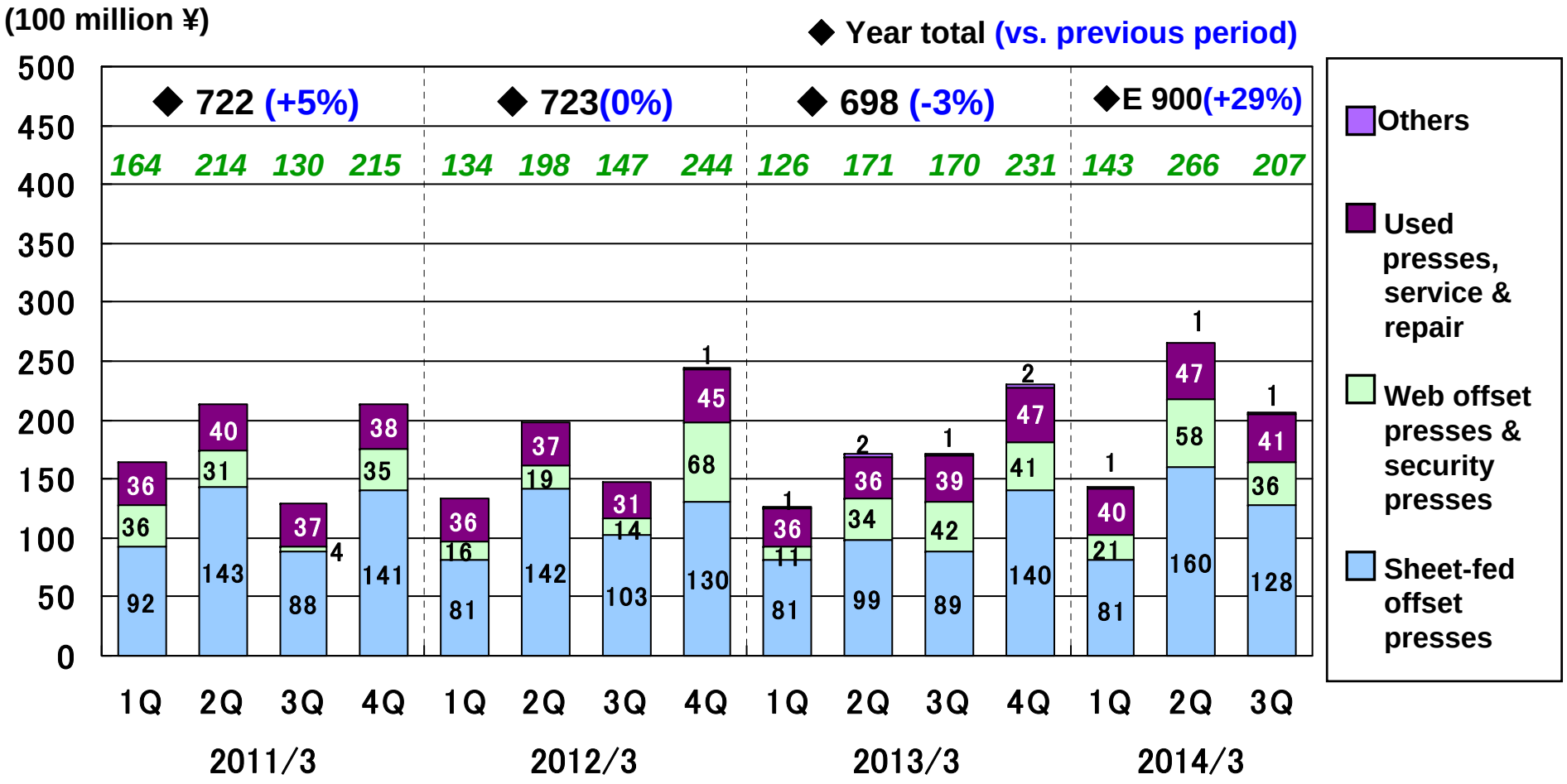


Net Sales by Model

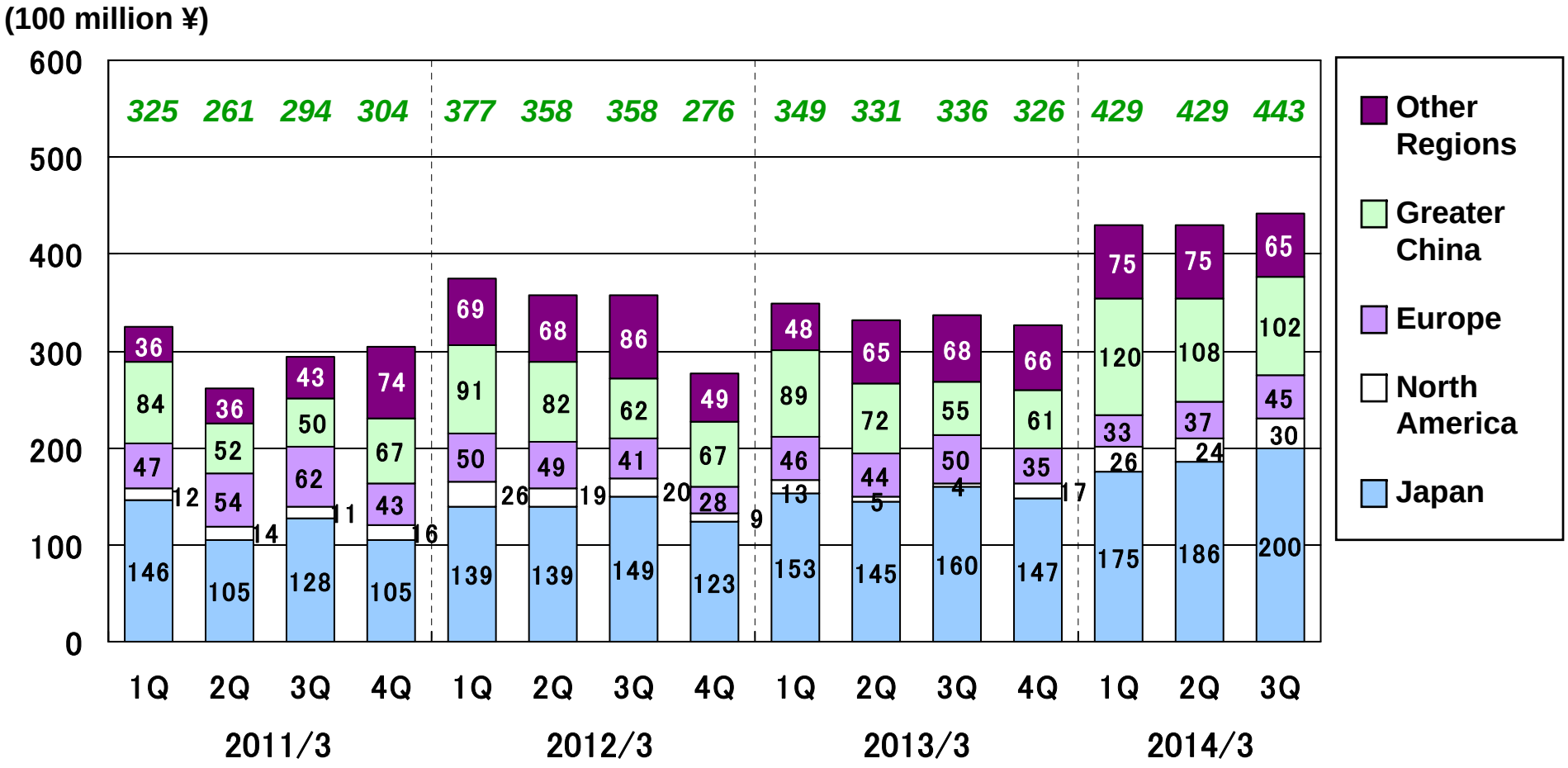
(100 million ¥)

※Cumulative 3Q		FY2014 3H	FY2013 3H	FY2013 3H
Sheet-fed offset presses		369	268	137%
	Japan	107	93	116%
Web offset presses & security presses		115	88	131%
	Japan	41	54	76%
Used presses, service & repair		128	108	118%
	Japan	59	58	103%
Others		4	3	113%
	Japan	2	3	57%
Total		615	468	132%

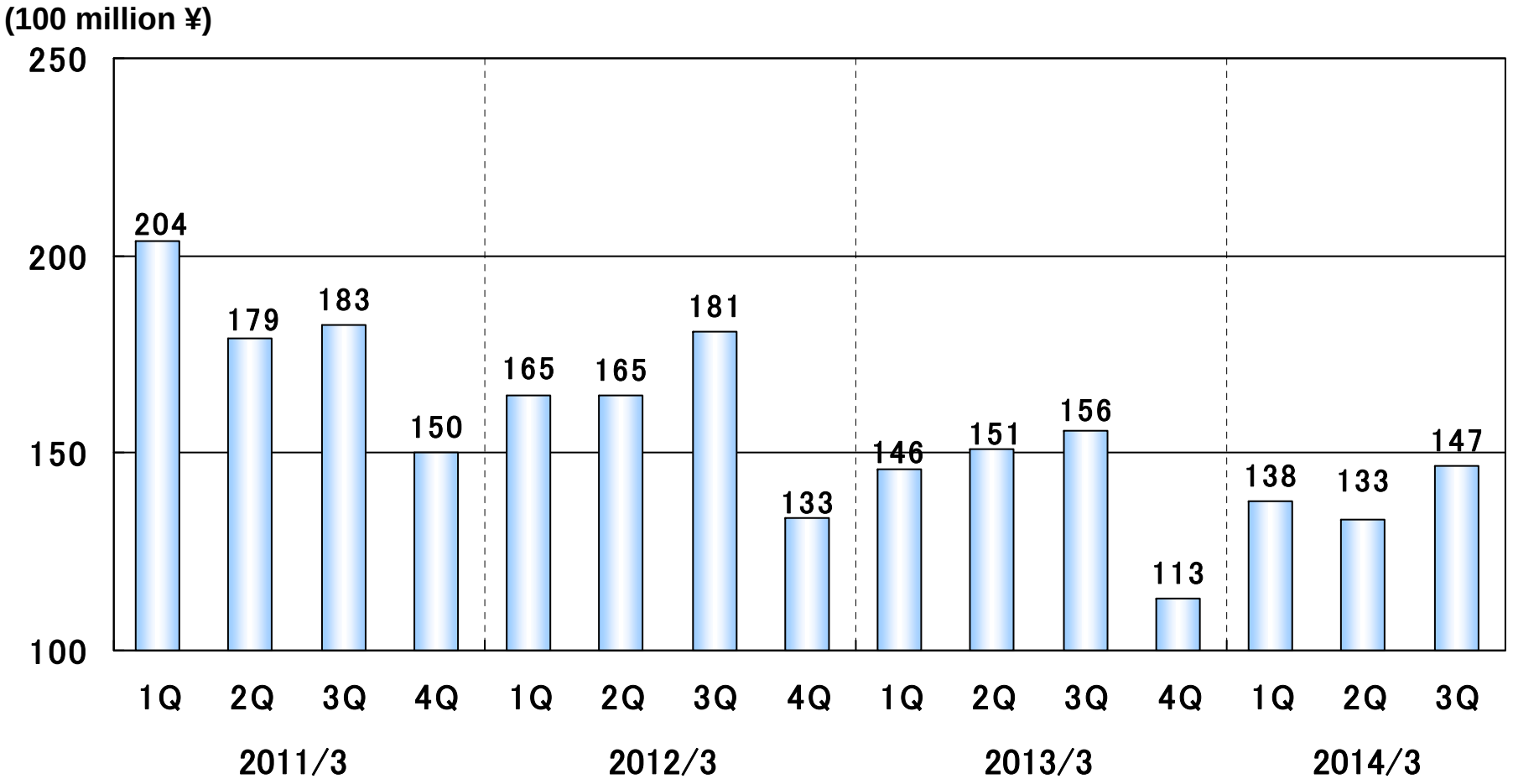
Net Sales by Model



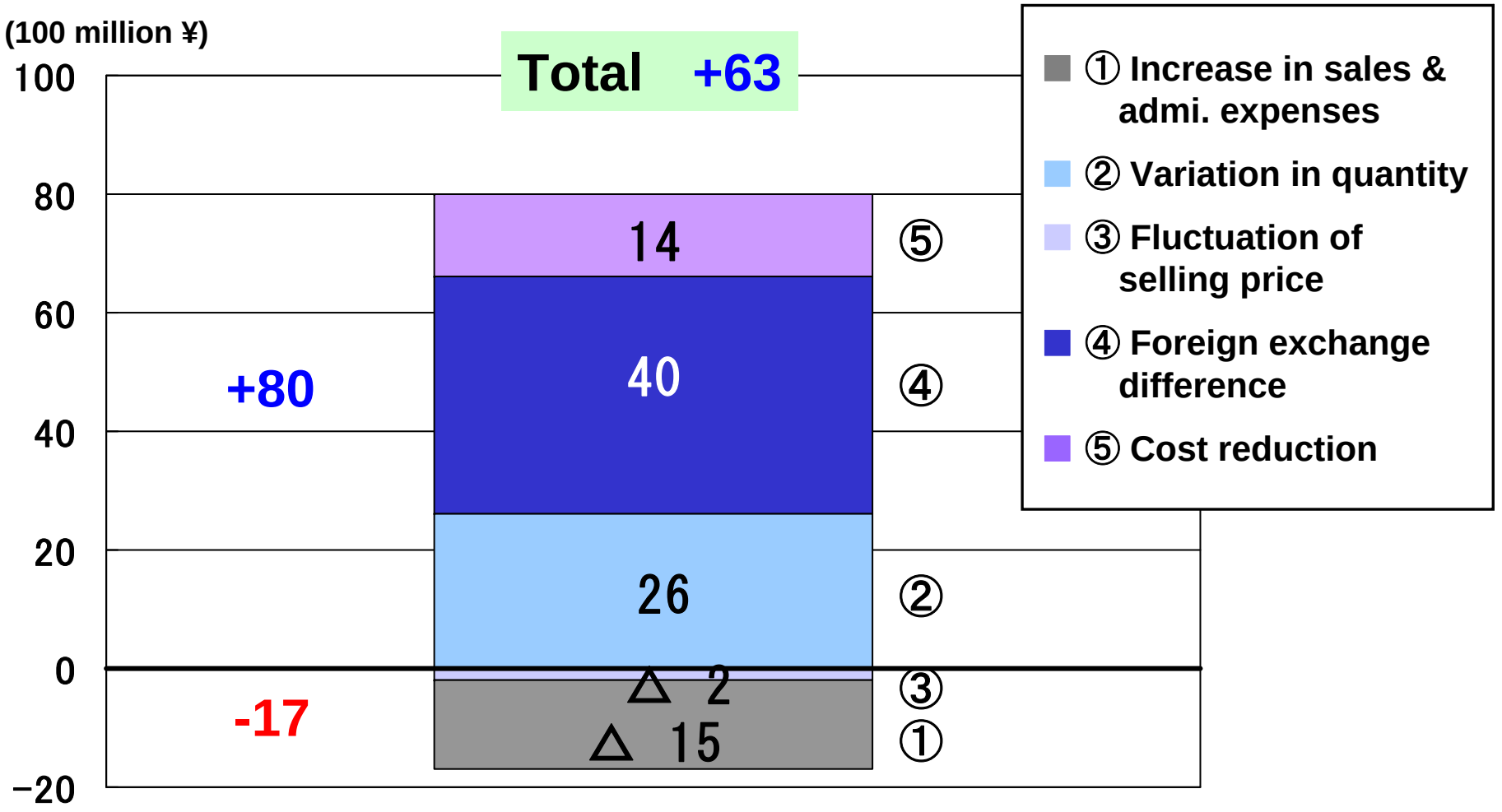
Order Backlog



Inventories (Finished Goods, Cost of Sales)



Analysis of Operating Income for 3Q FY2014 (vs. 3Q FY2013)



Forecast of result of operations for FY2014

＊ Revised on Jan. 30, 2014 (100 million ¥)

		FY2014 3Q	FY2013 3Q	vs. FY2013 3Q	Revised budget FY2014	FY2013 year total	vs. FY2013 year total	Previous Budget FY2014	change
Order intake		723	524	138%	925	742	125%	925	0
Net sales		615	468	132%	＊ 900	698	129%	865	35
Operating income		49	−14	−	＊ 75	6	−	60	15
Ordinary income		69	−9	−	＊ 90	18	511%	65	25
Net income		67	−32	−	＊ 85	−19	−	60	25
FOREX : Average (Yen)	US$	99.23	80.43		99.41	83.23		96.61	
	EUR	132.13	103.24		133.95	107.57		127.04	
FOREX : End of term (Yen)	US$	105.39	86.58		100.00	94.05		95.00	
	EUR	145.05	114.71		140.00	120.73		125.00	

Forecast of Order Intake by Region

＊ Revised on Jan. 30, 2014 (100 million ¥)

		FY2014 3Q	Revised ＊ Budget FY2014	FY2013 year total	Change	vs. FY2013 year total	Previous Budget FY2014	change
Japan		263	325	334	−9	97%	332	−7
North-America		67	90	70	20	129%	93	−3
	(million US$)	(68)	(91)	(84)	(7)	(108%)	(96)	−6
Europe		100	146	133	13	110%	125	21
	(million EUR)	(75)	(109)	(124)	(−15)	(88%)	(98)	10
Greater China		195	230	128	102	180%	228	2
	Mainland China	157	182	109	73	167%	184	−2
	Hong Kong	24	30	10	20	291%	27	3
	Taiwan	14	18	9	9	210%	17	1
Other Regions		98	133	76	57	174%	147	−13
Total		723	925	742	183	125%	925	0

Forecast of Net Sales by Region

＊ Revised on Jan. 30, 2014 （100 million ¥）

		FY2014 3Q	Revised＊ Budget FY2014	FY2013 year total	Change	vs. FY2013 year total	Previous Budget FY2014	change
Japan		210	348	310	39	112%	334	14
North-America		54	95	63	32	150%	92	3
	(million US$)	(55)	(95)	(76)	(19)	(125%)	(95)	0
Europe		96	140	130	10	108%	134	6
	(million EUR)	(73)	(104)	(121)	(−17)	(86%)	(105)	−1
Greater China		157	198	136	62	146%	191	7
	Mainland China	134	163	110	53	148%	155	8
	Hong Kong	15	22	22	0	101%	24	−1
	Taiwan	8	13	4	9	340%	12	0
Other Regions		98	118	59	59	199%	114	5
Total		615	900	698	201	129%	865	35

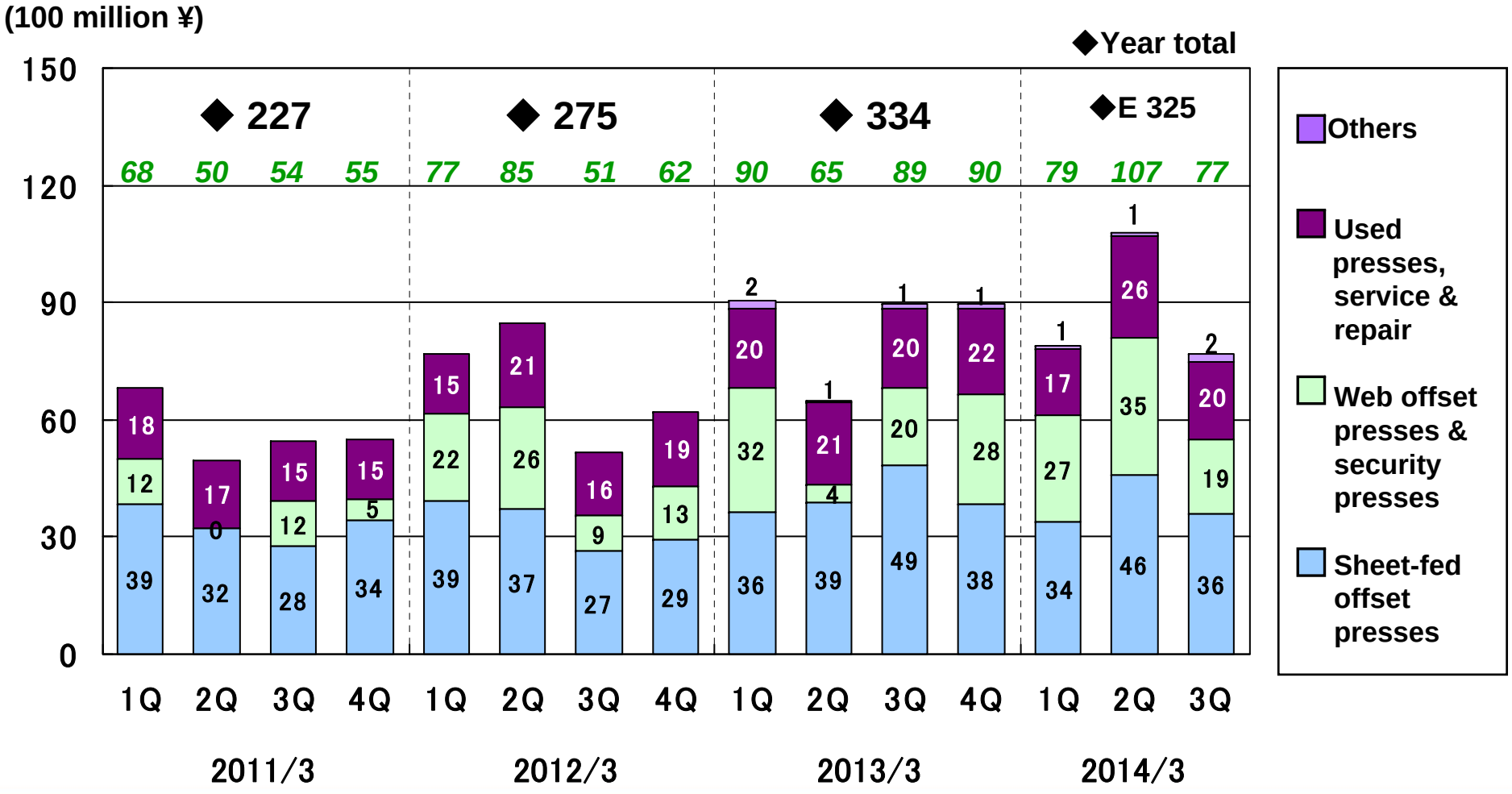
Capex, Depreciation and Amortization, R&D etc.

(million ¥)

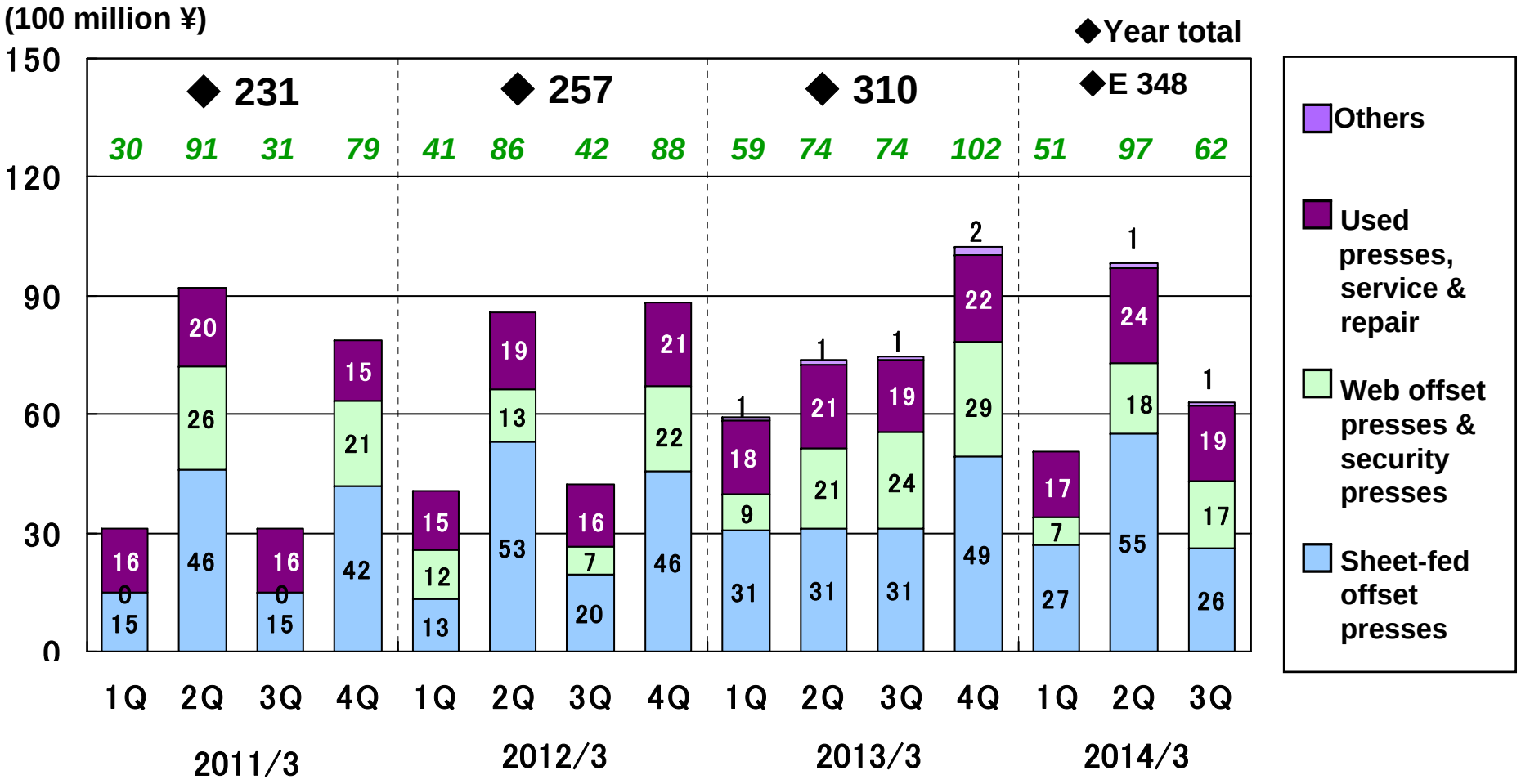
	FY2010	FY2011	FY2012	FY2013 3Q	FY2013	FY2014 3Q	FY2014 budget
Number of employees	2,190	2,138	2,104	1,837	1,814	1,786	1,810
Personnel expenses	17,967	16,673	16,757	11,335	14,892	12,229	16,000
Capital expenditures	6,257	1,286	692	487	1,881	995	2,200
Depreciation and amortization	2,903	3,083	2,849	1,671	2,251	1,676	2,300
R&D expenses	4,015	4,320	4,830	2,739	3,806	2,962	4,200
(% to net sales)	(5.8%)	(6.0%)	(6.7%)	(5.9%)	(5.5%)	(4.8%)	(4.7%)

Appendix:
Detailed Order Intake and Net Sales by Region

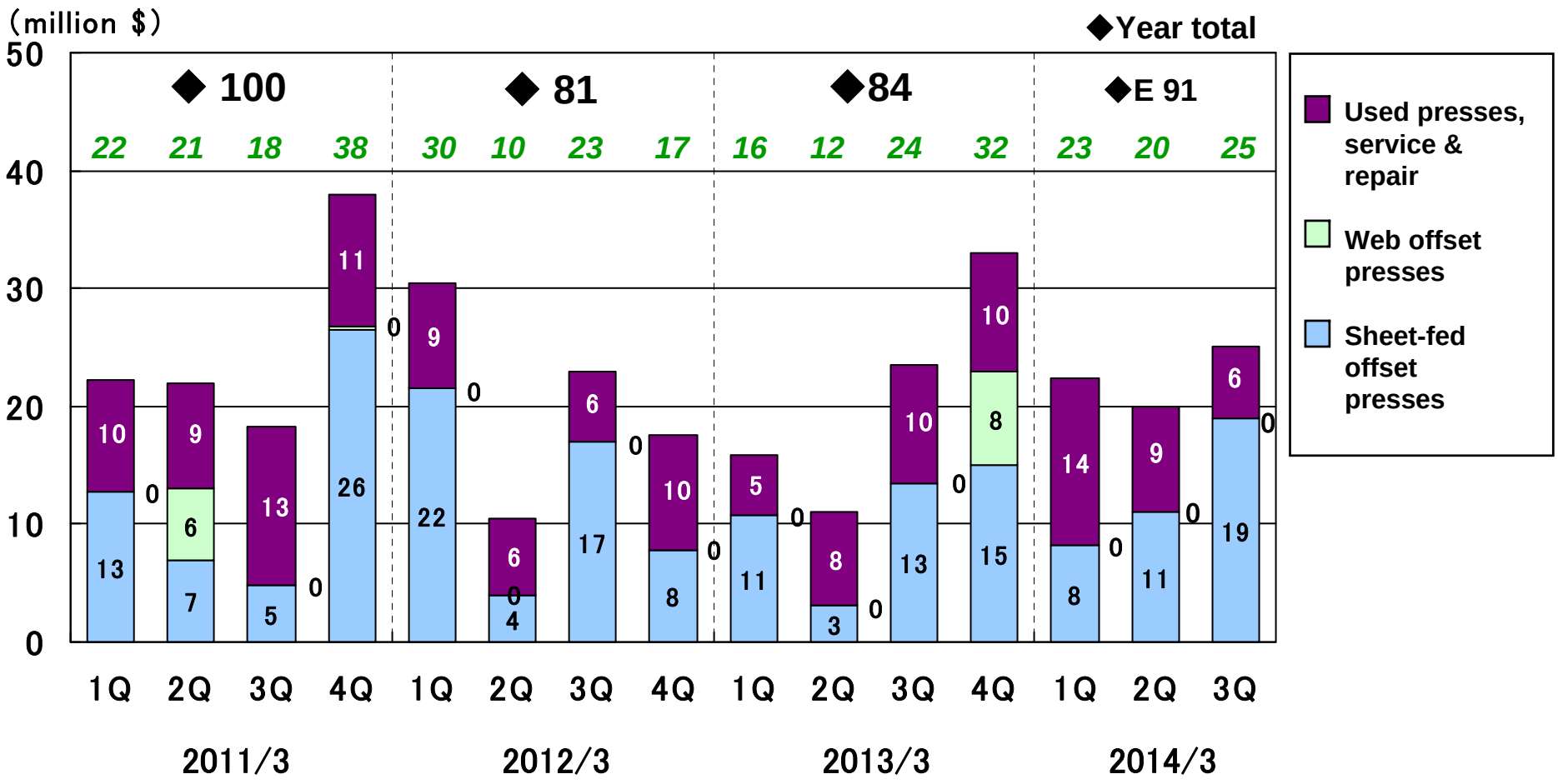
Order Intake in Japanese Market



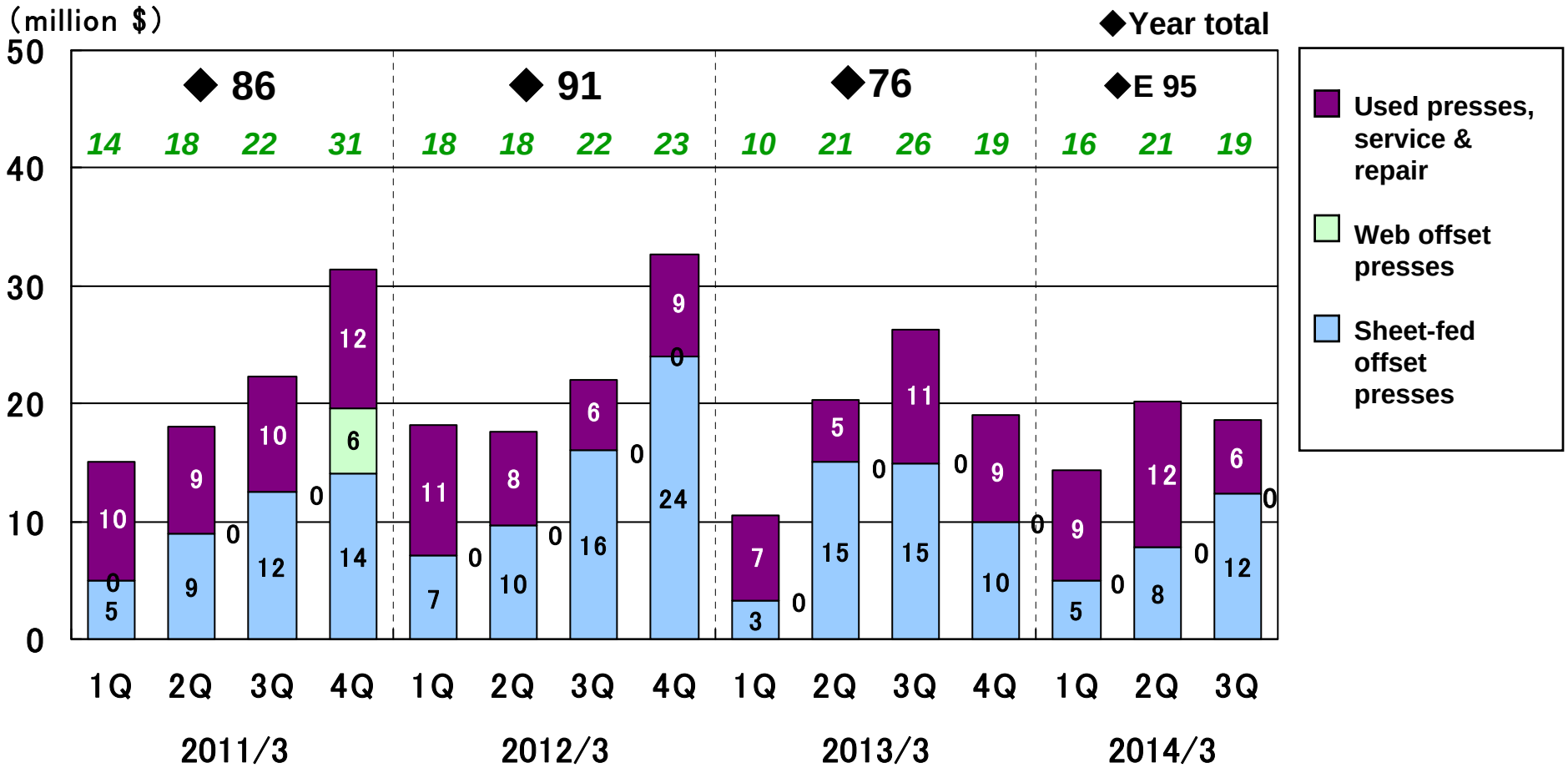
Net Sales in Japanese Market



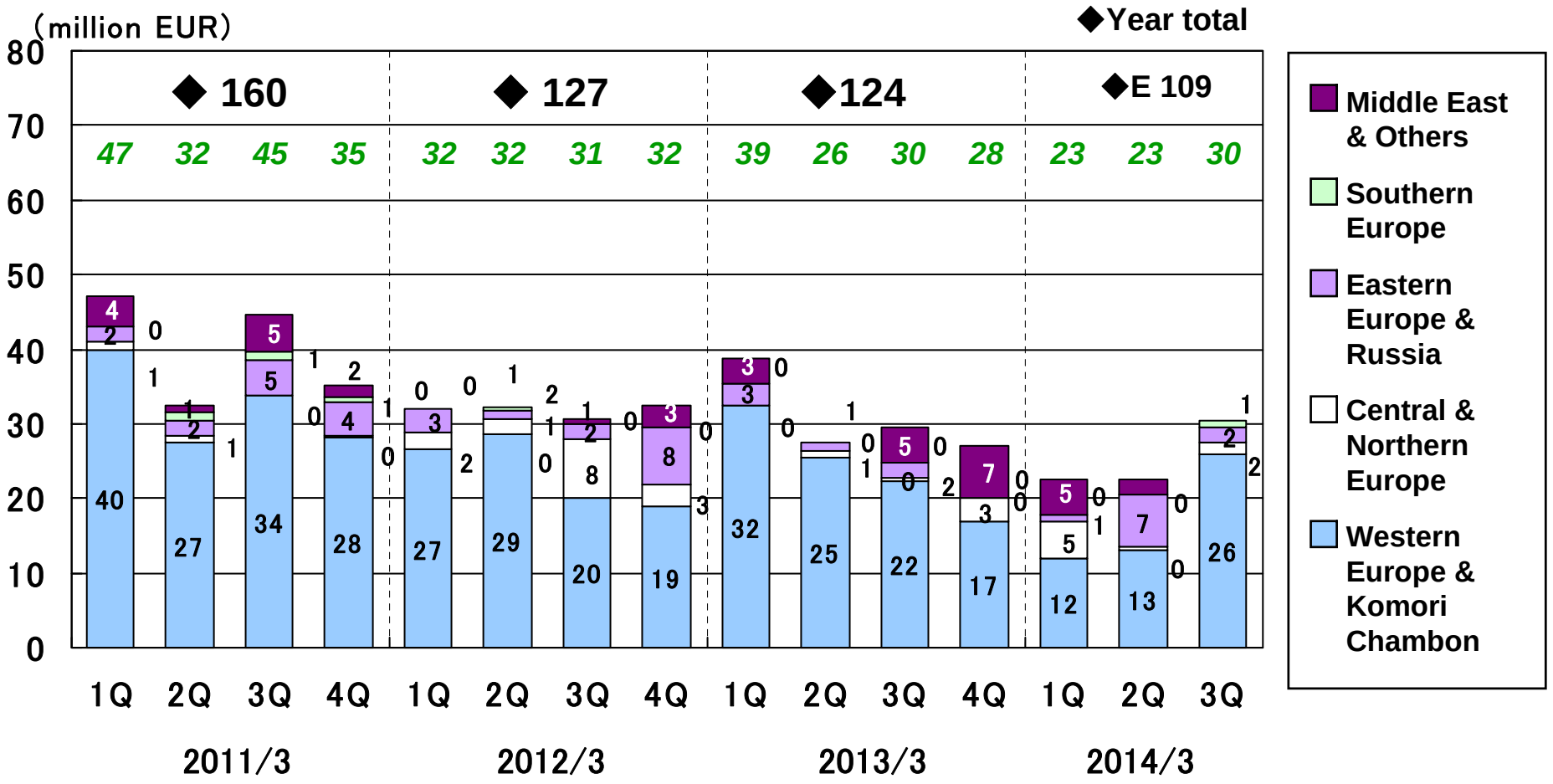
Order Intake in North American Market



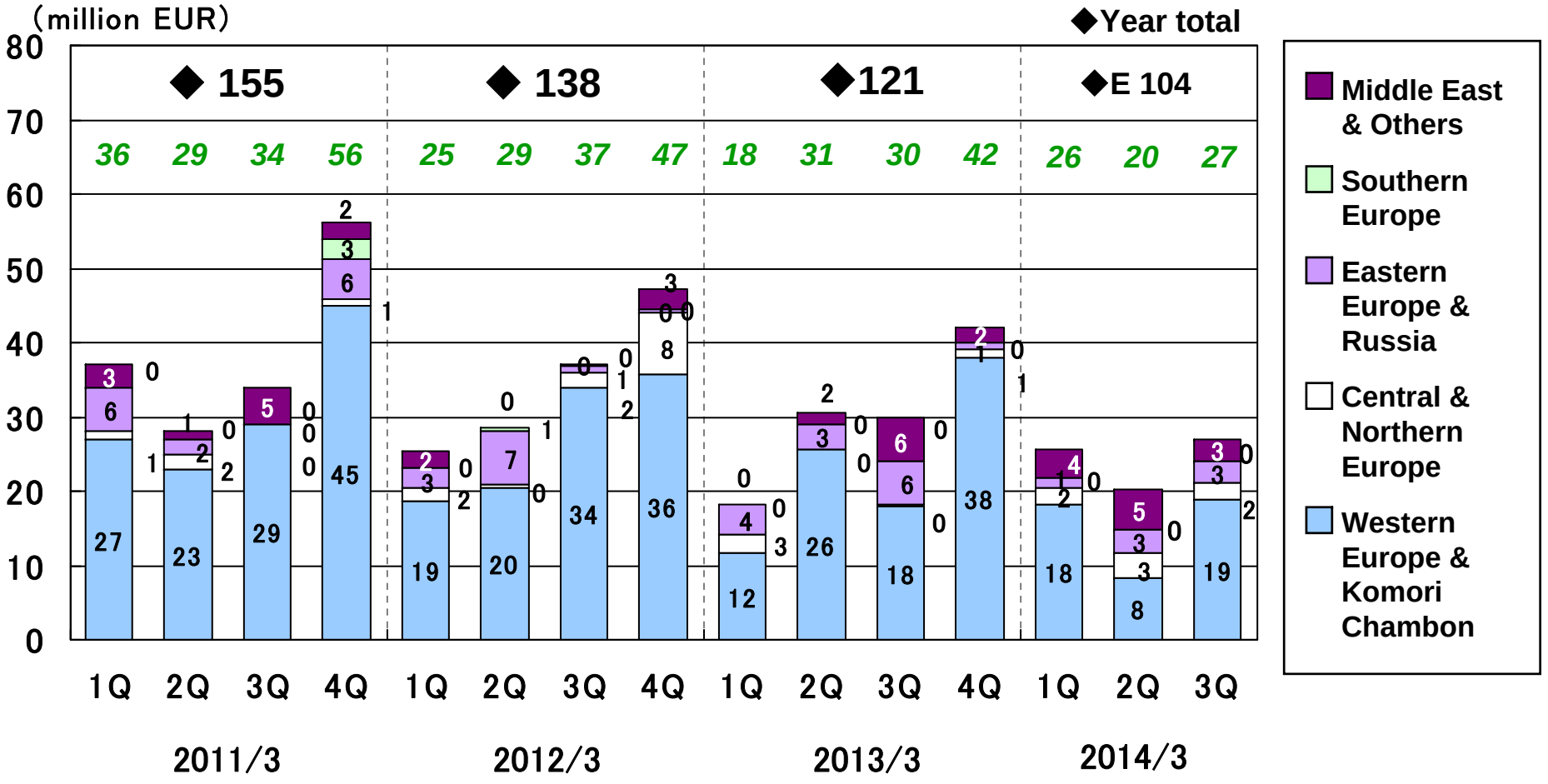
Net Sales in North American Market



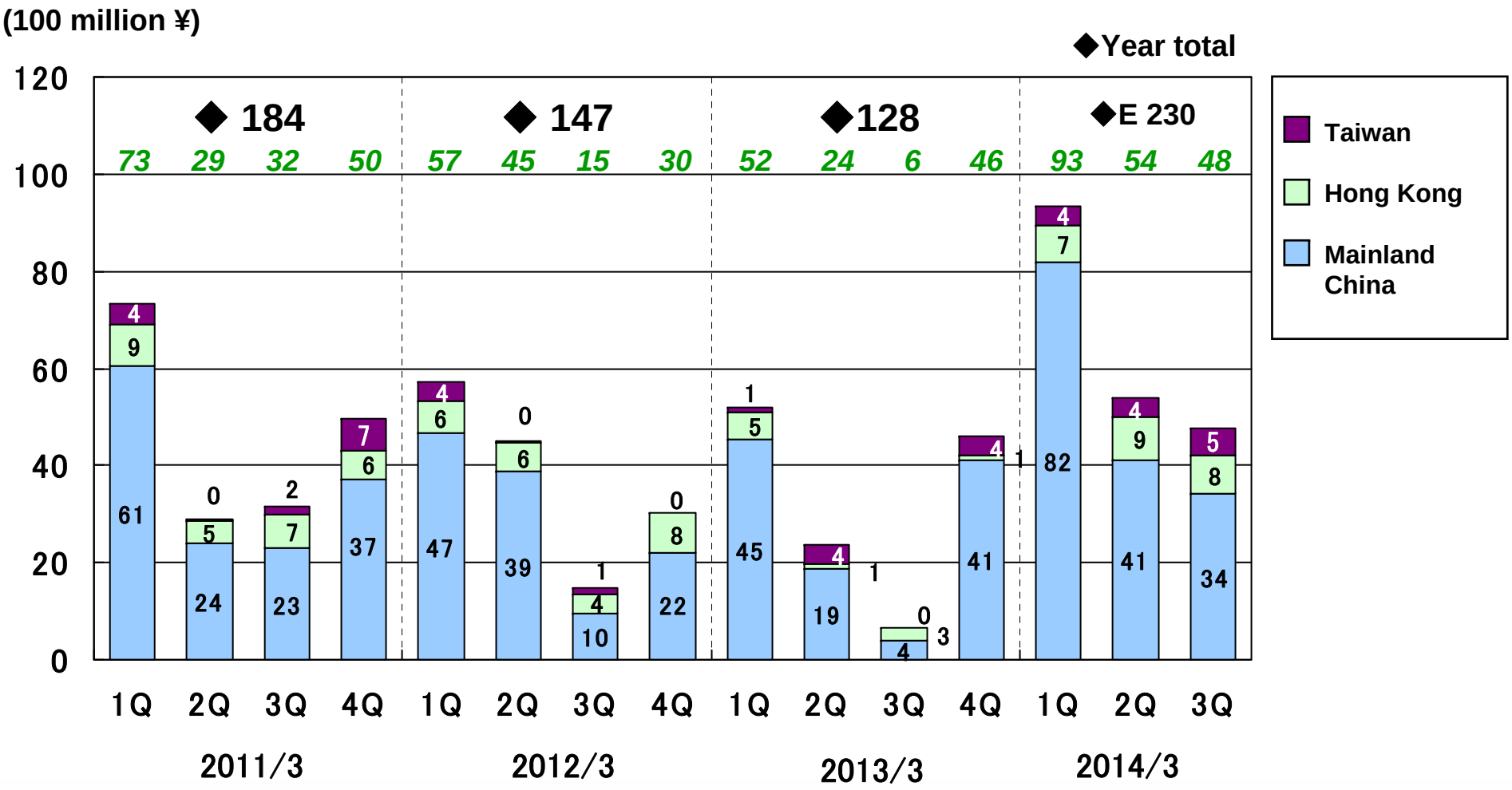
Order Intake in European Market



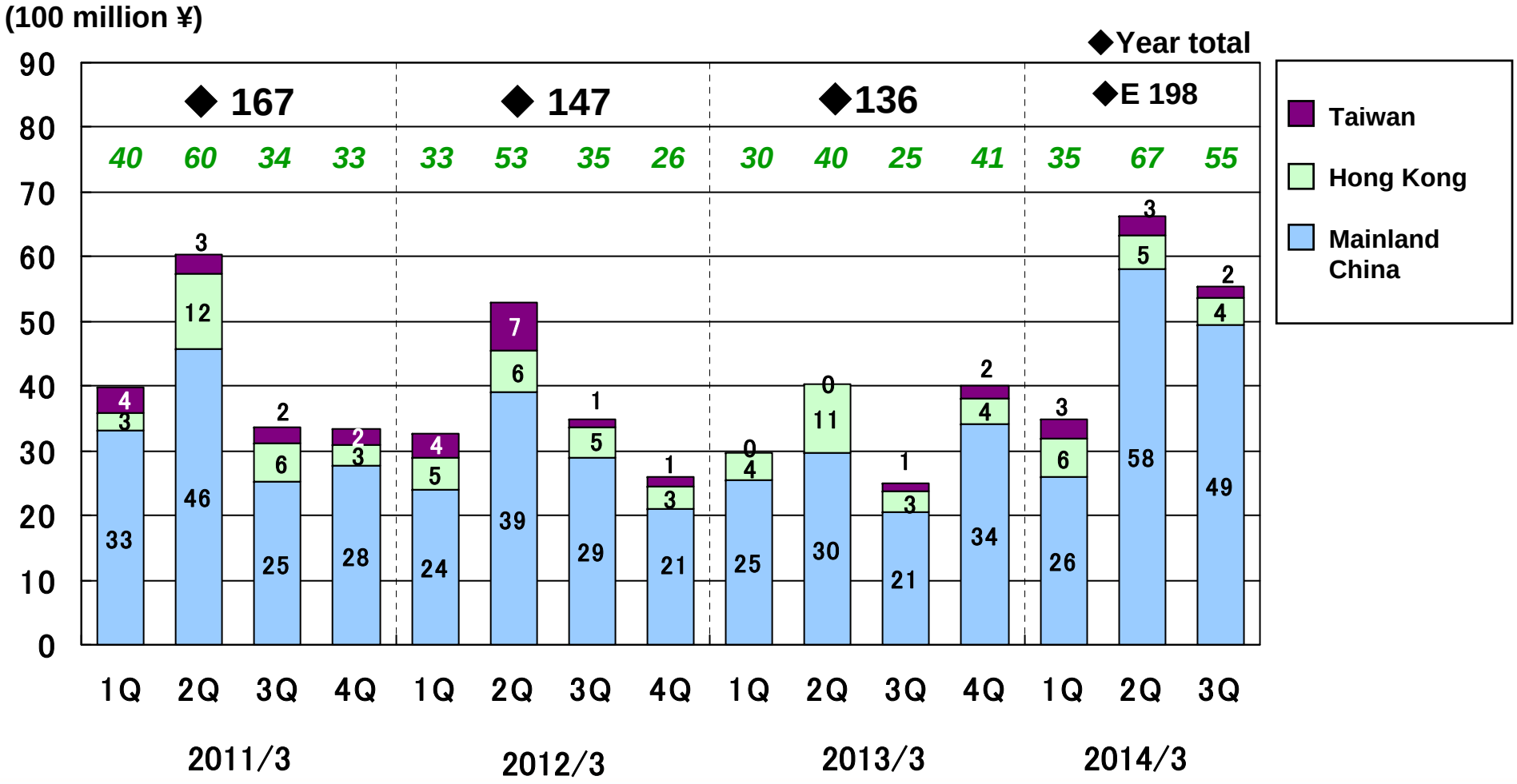
Net Sales in European Market



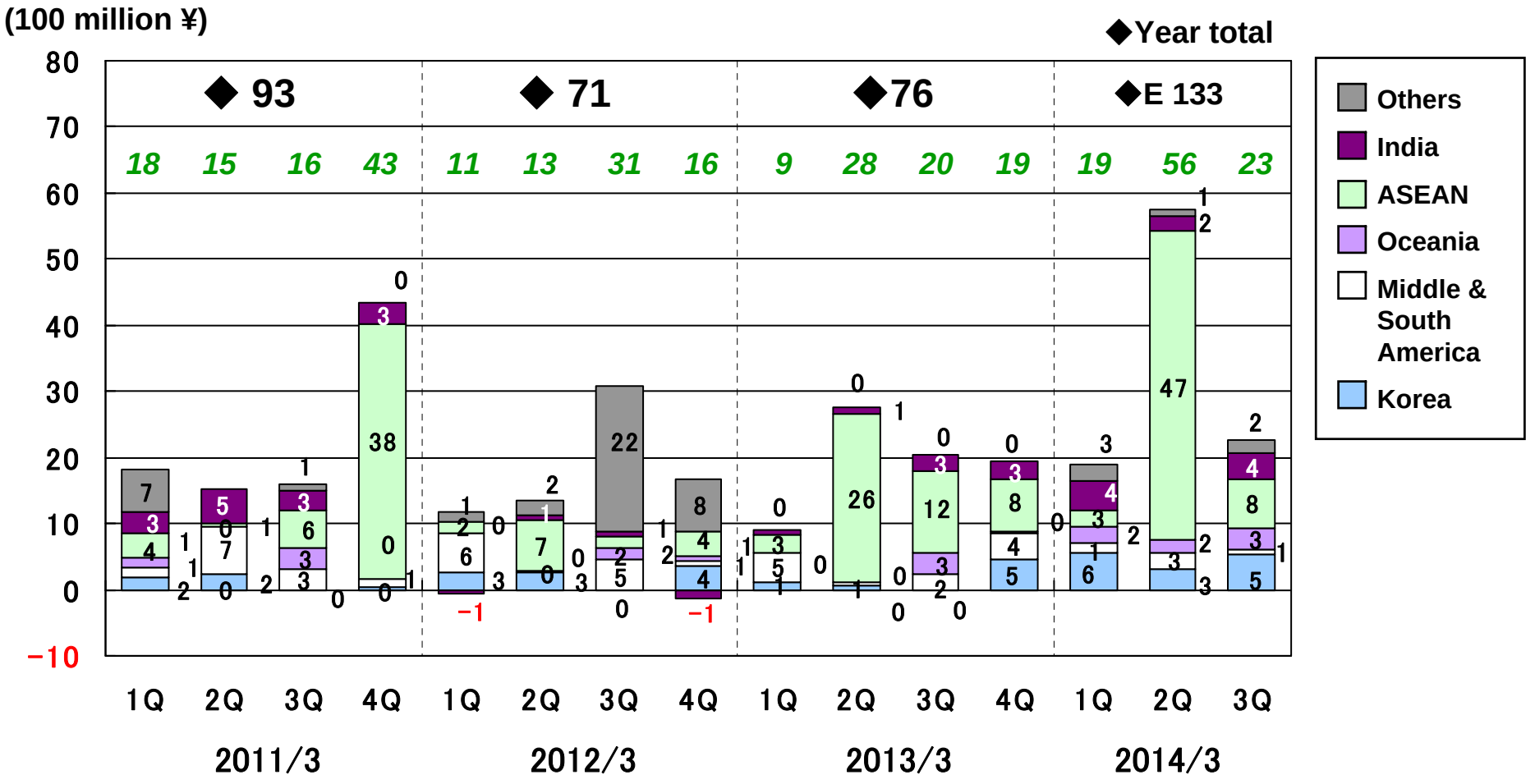
Order Intake in Greater China



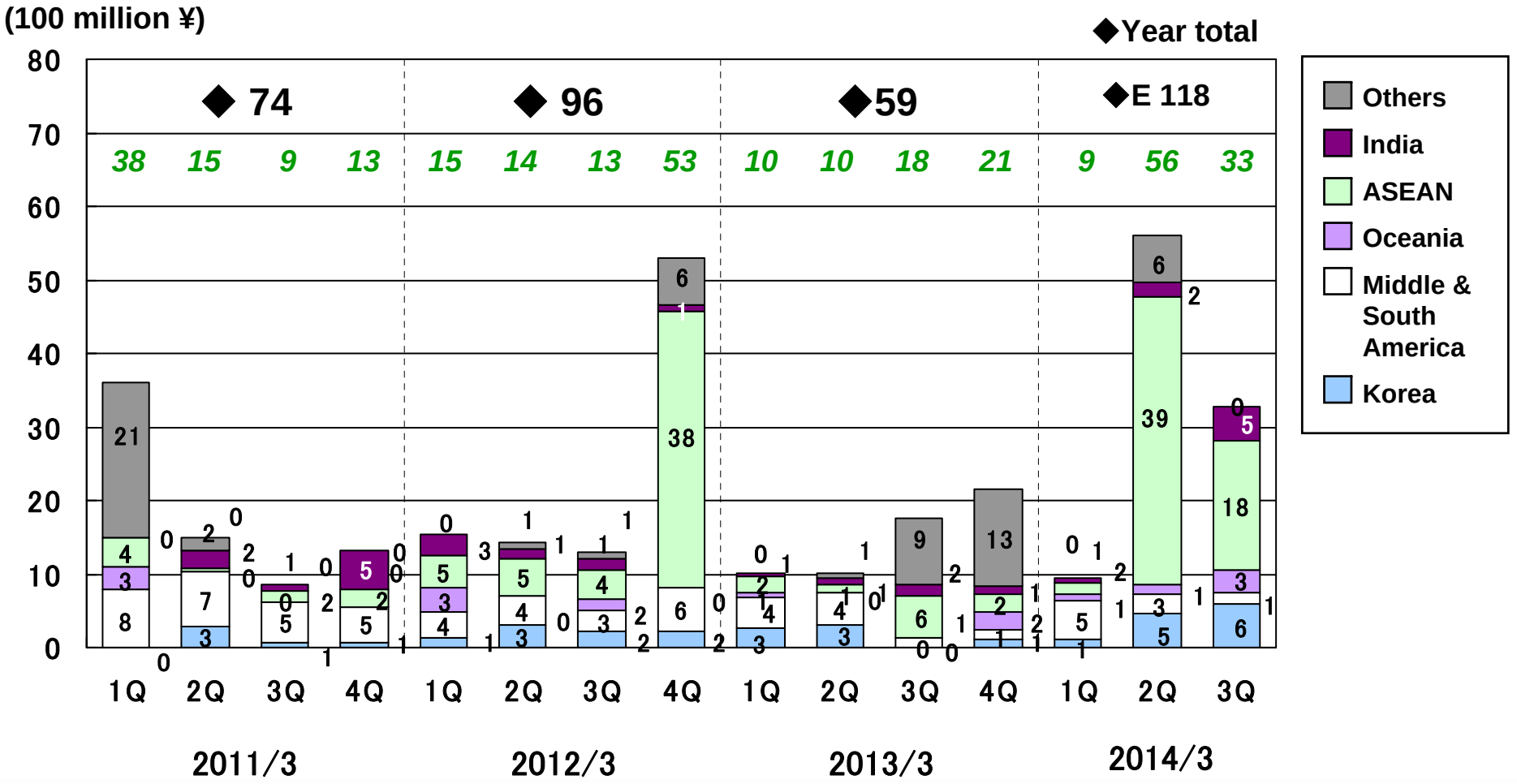
Net Sales in Greater China



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



Contact

Mr. Yasuhiro Chiba
General Manager of Finance Department (IR section)

E-mail: Yasuhiro_Chiba@komori.co.jp

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.