Second Quarter of Fiscal Year 2017
Summary Result Presentation



Komori Corporation

P/L

（100 million ¥）

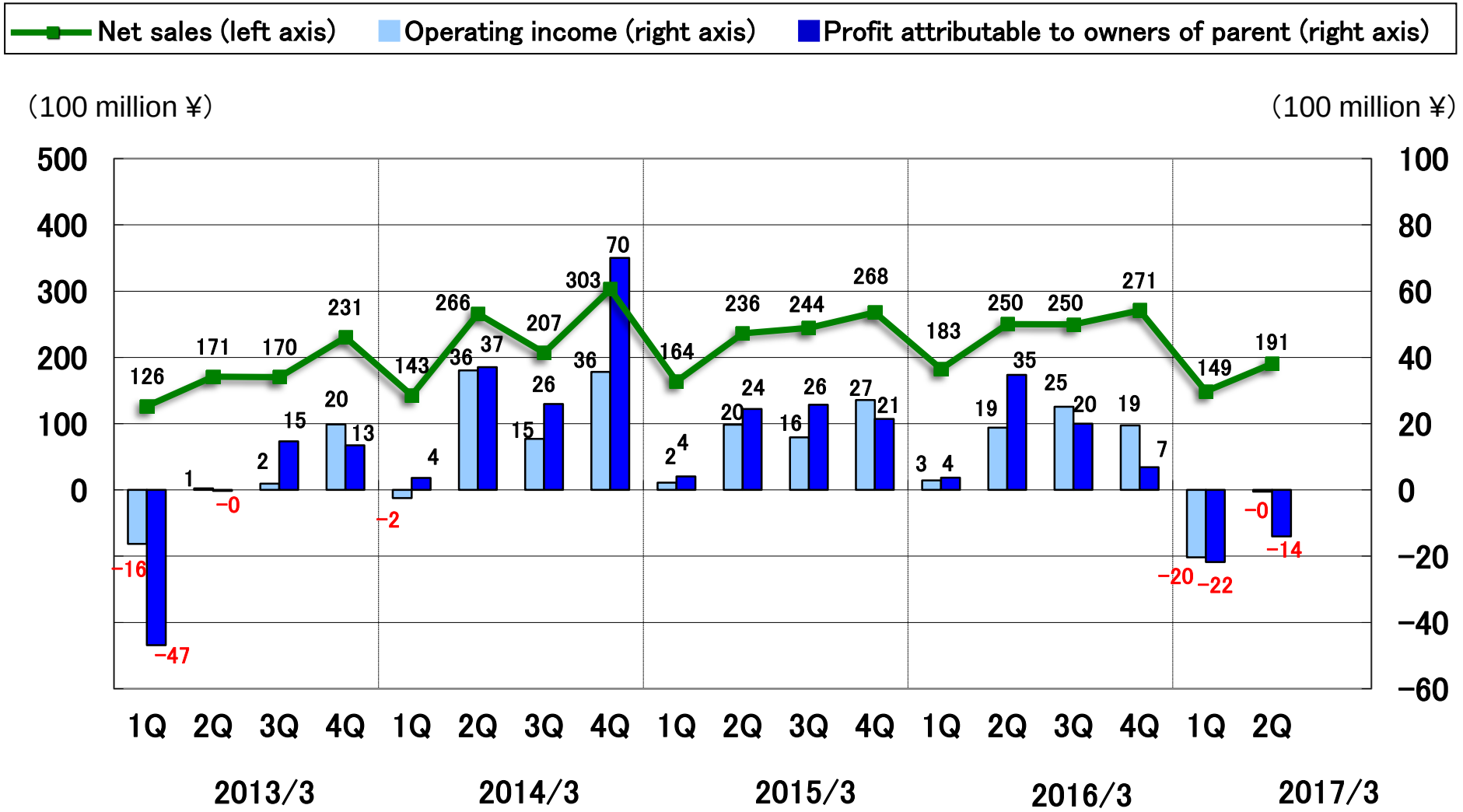
		FY2017 1H	FY2016 1H	Change	vs. FY16 1H	Budget FY2017 1H	Change	vs. Budget
Order intake		482	517	−34	93%	527	−45	92%
Net sales		339	433	−93	78%	412	−73	82%
Operating income		−21	22	−42	−	3	−24	−
Ordinary income		−30	28	−58	−	1	−31	−
Profit attributable to owners of parent		−36	38	−74	−	1	−37	−
FOREX : Average (Yen)	US$	106.71	121.50			110.00		
	EUR	119.44	134.60			120.00		
FOREX : End of term (Yen)	US$	101.12	119.96			110.00		
	EUR	113.36	134.97			120.00		

Major Assets and Liabilities

(100 million ¥)

	Sep. 30, 2016	Mar. 31, 2016	Change
Cash and deposits	354	500	−146
Notes and account receivable－trade	180	183	−3
Short-term investment securities	197	188	9
Inventories	363	324	39
Breakdown: Merchandise and finished goods	186	169	18
Property, plant and equipment	343	348	−5
Intangible assets	27	30	−3
Notes and account payable－trade	166	188	−22
Short-term loans payable	0	0	0
Bonds payable	100	100	0
Long-term loans payable	0	0	0
Shareholders' equity	1,291	1,362	−72
Total assets	1,771	1,882	−111

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

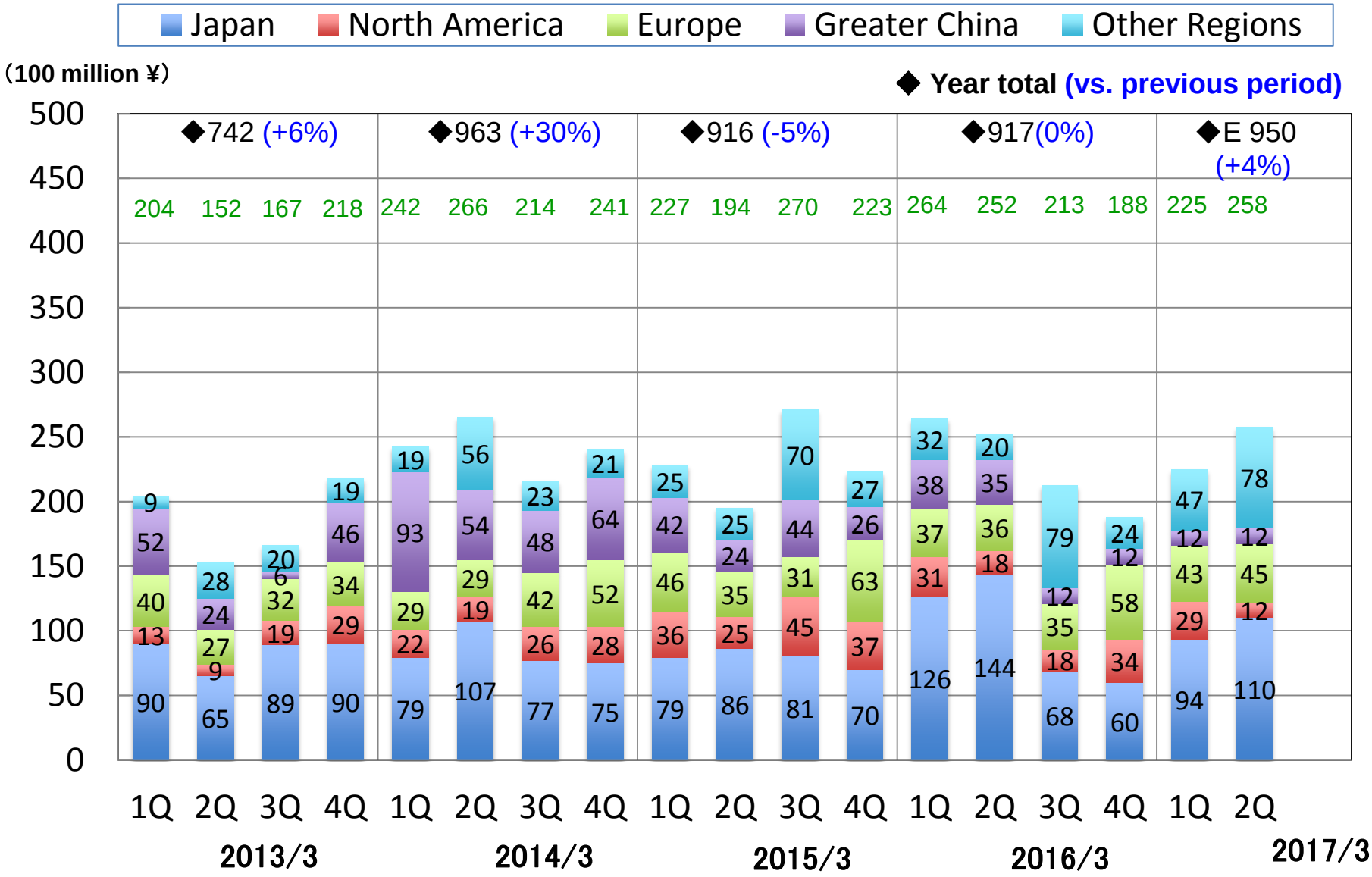


Order Intake by Region

(100 million ¥)

	FY2017 1H	FY2016 1H	vs. FY2016 1H	Budget FY2017 1H	vs. Budget
Japan	204	270	76%	217	94%
North-America	41	49	83%	66	62%
(million USD)	(38)	(41)	(94%)	(60)	(64%)
Europe	89	72	123%	95	94%
(million EUR)	(74)	(54)	(138%)	(79)	(94%)
Greater China	24	73	33%	52	46%
Other Regions	125	52	241%	97	129%
Total	482	517	93%	527	92%

Order Intake by Region

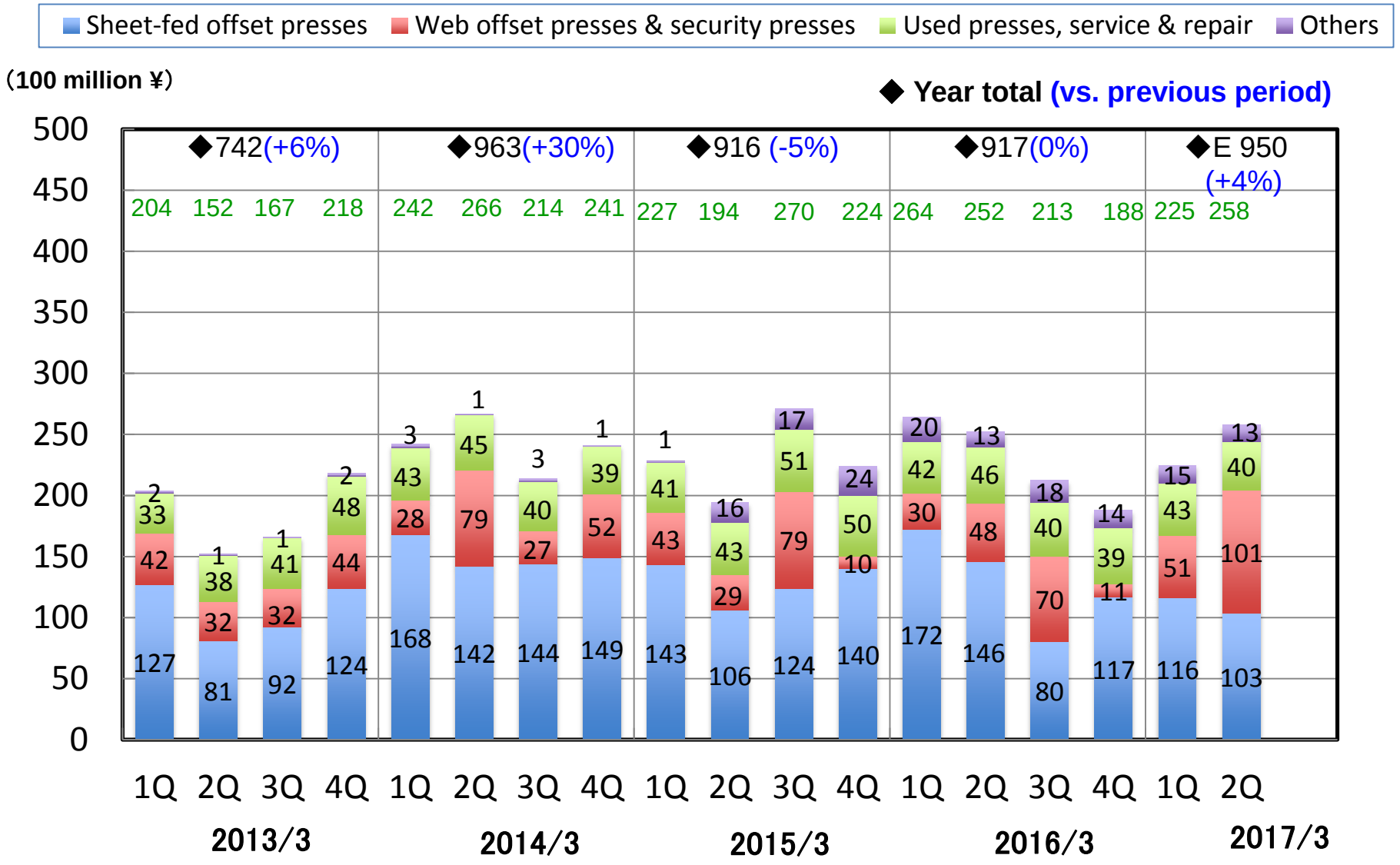


Order Intake by Model

（100 million ¥）

	FY2017 1H	FY2016 1H	vs. FY2016 1H	Budget FY2017 1H	VS. Budget
Sheet-fed offset presses	220	318	69%	253	87%
Web offset presses & Security presses	152	78	195%	114	133%
Used presses, service & repair	83	88	95%	94	88%
Others	28	33	85%	66	42%
Total	482	517	93%	527	92%

Order Intake by Model

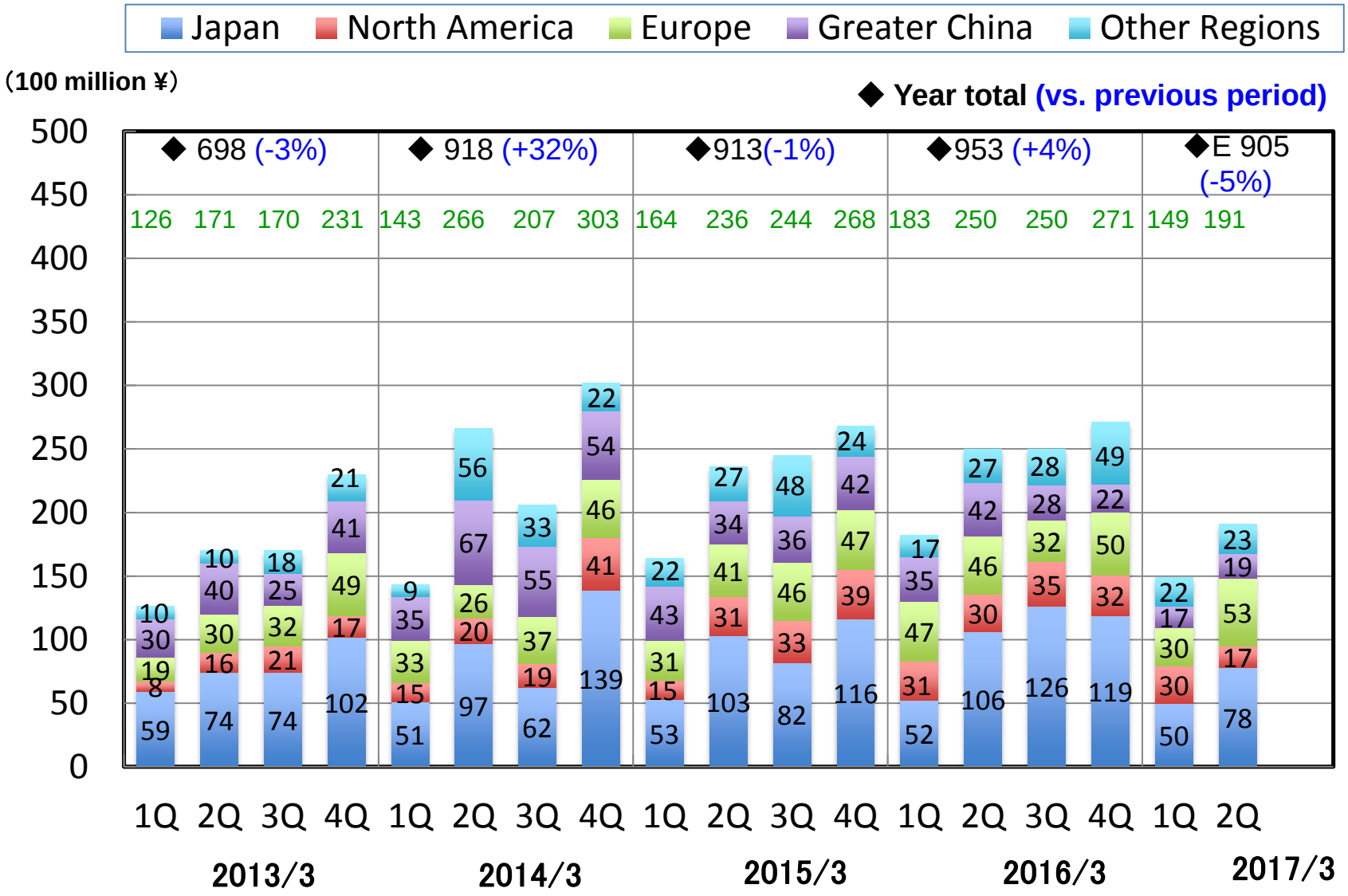


Net Sales by Region

（100 million ¥）

	FY2017 1H	FY2016 1H	vs. FY2016 1H	Budget FY2017 1H	vs. Budget
Japan	127	158	81%	170	75%
North-America	47	60	77%	45	104%
(million USD)	(44)	(50)	(88%)	(41)	(107%)
Europe	83	93	90%	86	97%
(million EUR)	(70)	(69)	(101%)	(72)	(97%)
Greater China	37	77	47%	55	67%
Other Regions	45	44	103%	56	81%
Total	339	433	78%	412	82%

Net Sales by Region

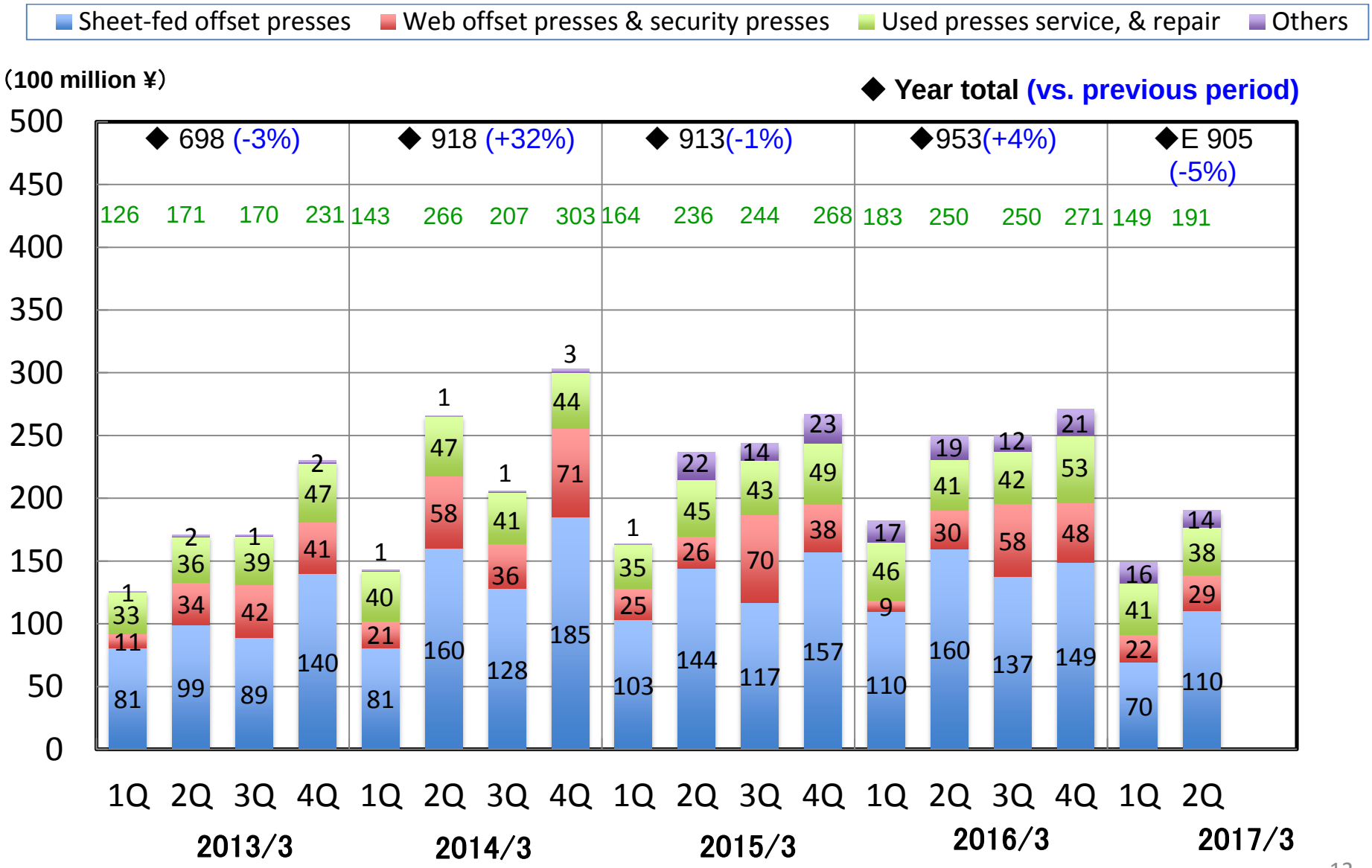


Net Sales by Model

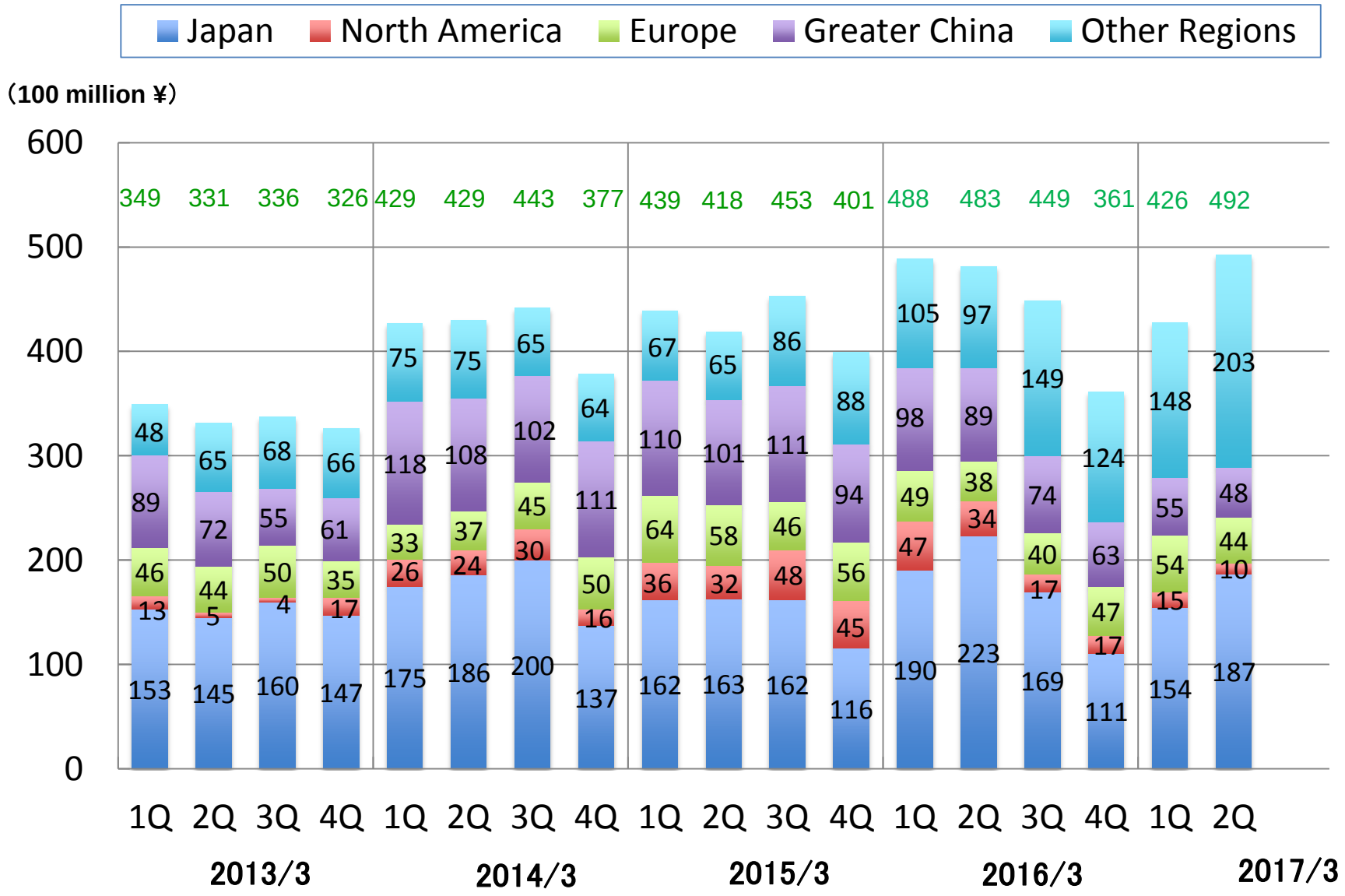
（100 million ¥）

	FY2017 1H	FY2016 1H	vs. FY2016 1H	Budget FY2017 1H	VS. Budget
Sheet-fed offset presses	180	270	67%	233	77%
Web offset presses & Security presses	50	40	127%	38	133%
Used presses, service & repair	79	87	91%	90	88%
Others	30	36	84%	51	59%
Total	339	433	78%	412	82%

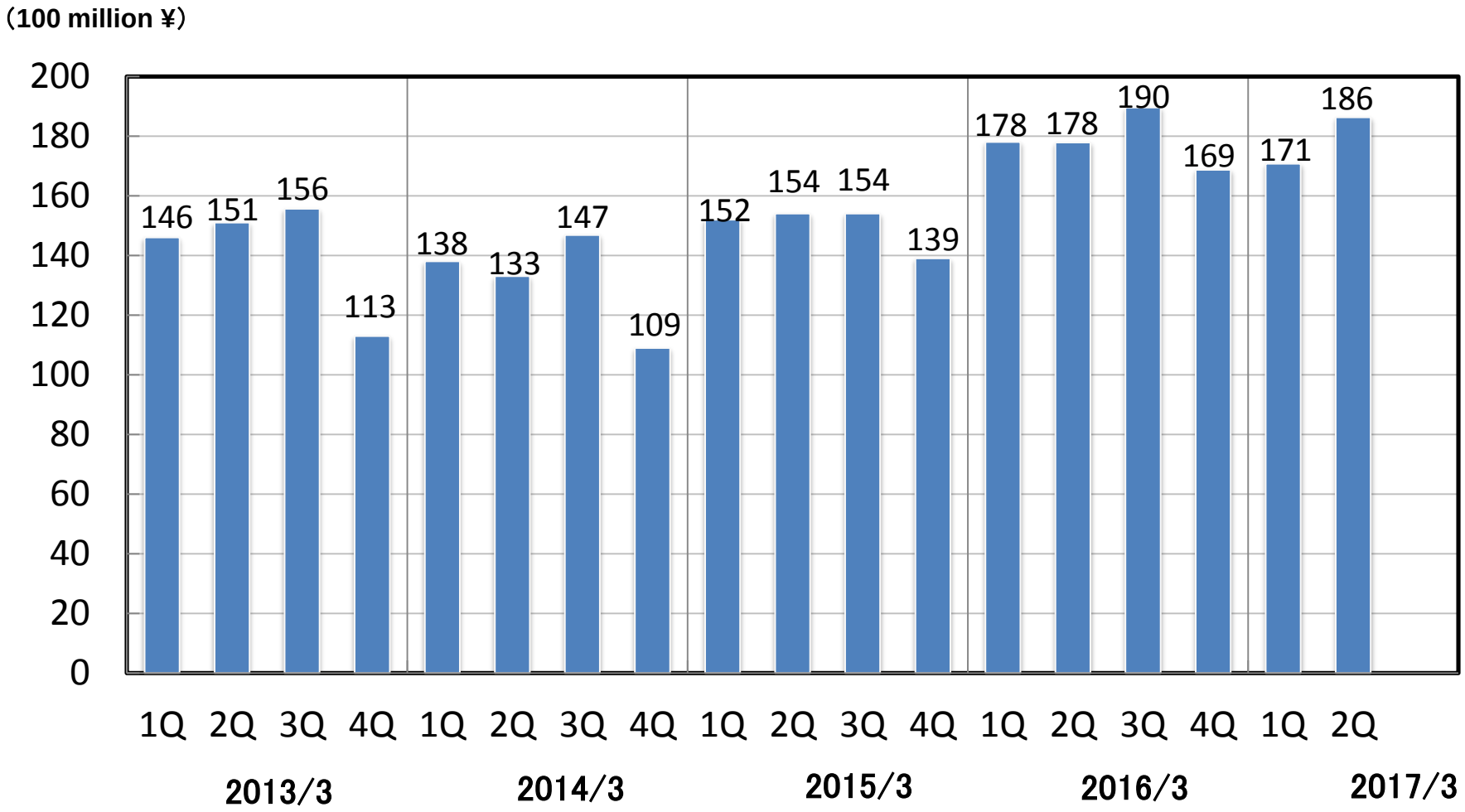
Net Sales by Model



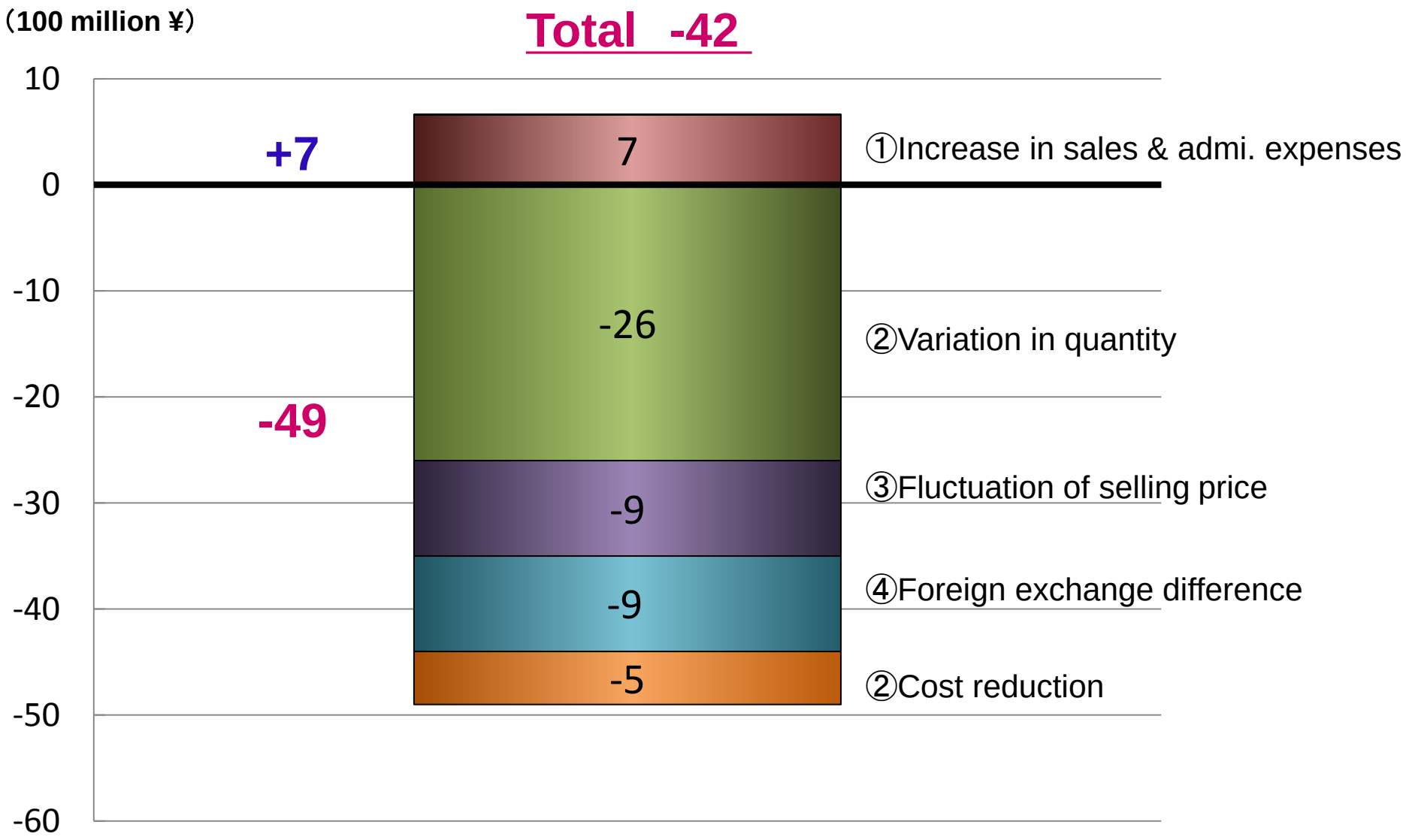
Order Backlog



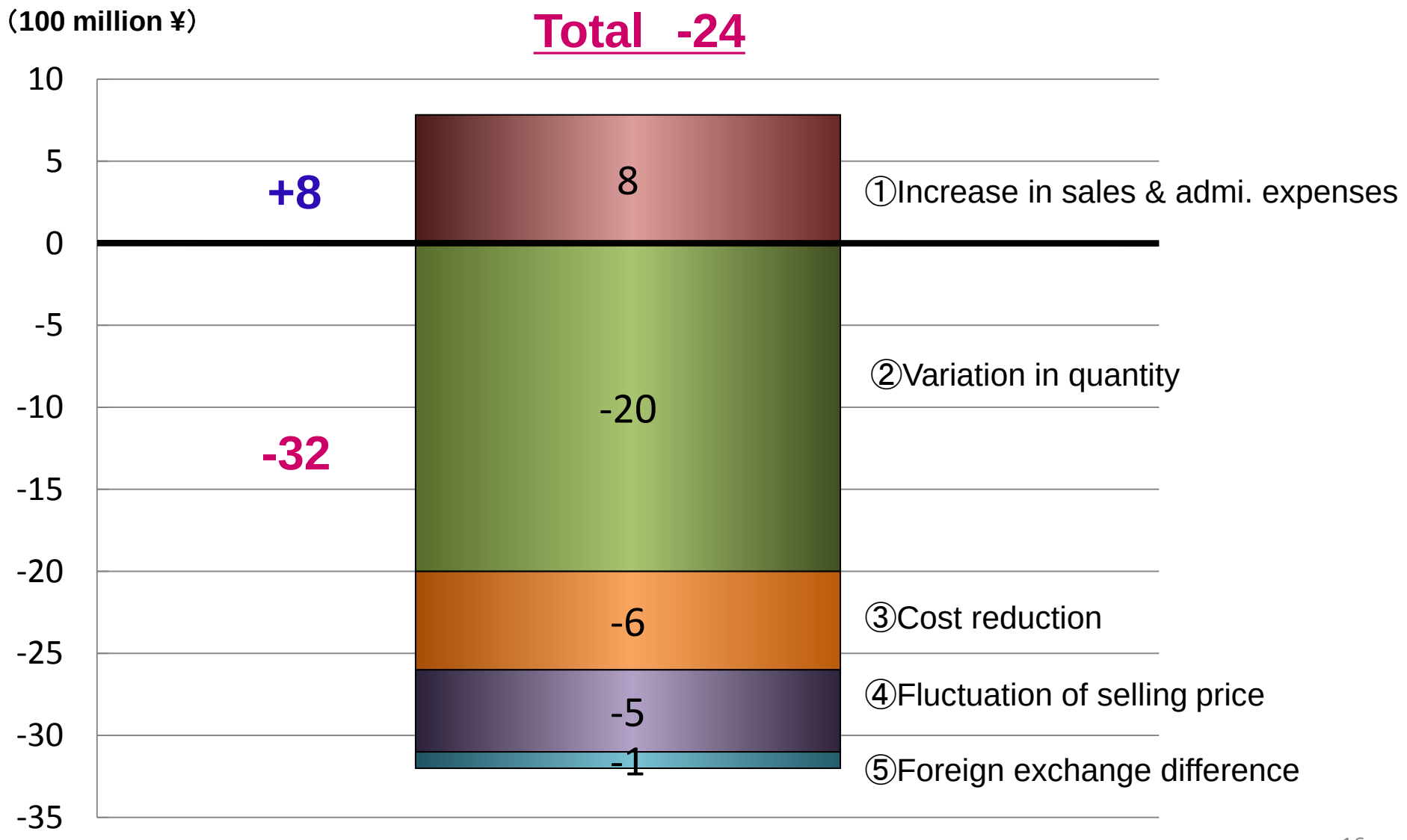
Inventories（Finished Goods, Cost of Sales）



Analysis of Operating Income for FY2017 1H (vs. FY2016 1H)



Analysis of Operating Income for FY2017 1H (vs. Budget)



Forecast

Forecast of result of operations for FY2017

(100 million ¥)

		FY2017 1H	Budget FY2017 2H	Budget FY2017 year total	FY2016 year total	Change	vs. FY2016 year total	Original budget FY2017	Change
Order intake		482	468	950	917	33	104%	1,003	−53
Net sales		339	566	905	953	−48	95%	975	−70
Operating income		−21	41	20	66	−46	30%	52	−32
Ordinary income		−30	40	10	65	−55	15%	50	−40
Profit attributable to owners of parent		−36	38	2	65	−63	3%	40	−38
FOREX : Average (Yen)	US$	106.71	100.00	103.62	120.00			110.00	
	EUR	119.44	110.00	115.08	132.19			120.00	
FOREX : End of term (Yen)	US$	101.12	100.00	100.00	112.68			110.00	
	EUR	113.36	110.00	110.00	127.70			120.00	

Forecast of Order Intake by Region

(100 million ¥)

	FY2017 1H	Budget FY2017 2H	Budget FY2017 year total	FY2016 year total	Change	vs. FY2016 year total
Japan	204	214	418	398	20	105%
North-America	41	59	100	101	-1	99%
(million USD)	(38)	(58)	(97)	(84)	(13)	(115%)
Europe	89	78	167	166	1	101%
(million EUR)	(74)	(71)	(145)	(125)	(20)	(116%)
Greater China	24	41	65	97	-32	67%
Other Regions	125	75	200	156	45	129%
Total	482	468	950	917	33	104%

Forecast of Order Intake by Model

(100 million ¥)

	FY2017 1H	Budget FY2017 2H	Budget FY2017 year total	FY2016 year total	Change	vs. FY2016 year total
Sheet-fed offset presses	220	248	468	515	-47	91%
Web offset presses & Security presses	152	65	217	159	58	136%
Used presses, service & repair	83	97	179	178	1	101%
Others	28	58	86	65	21	132%
Total	482	468	950	917	33	104%

Forecast of Net Sales by Region

(100 million ¥)

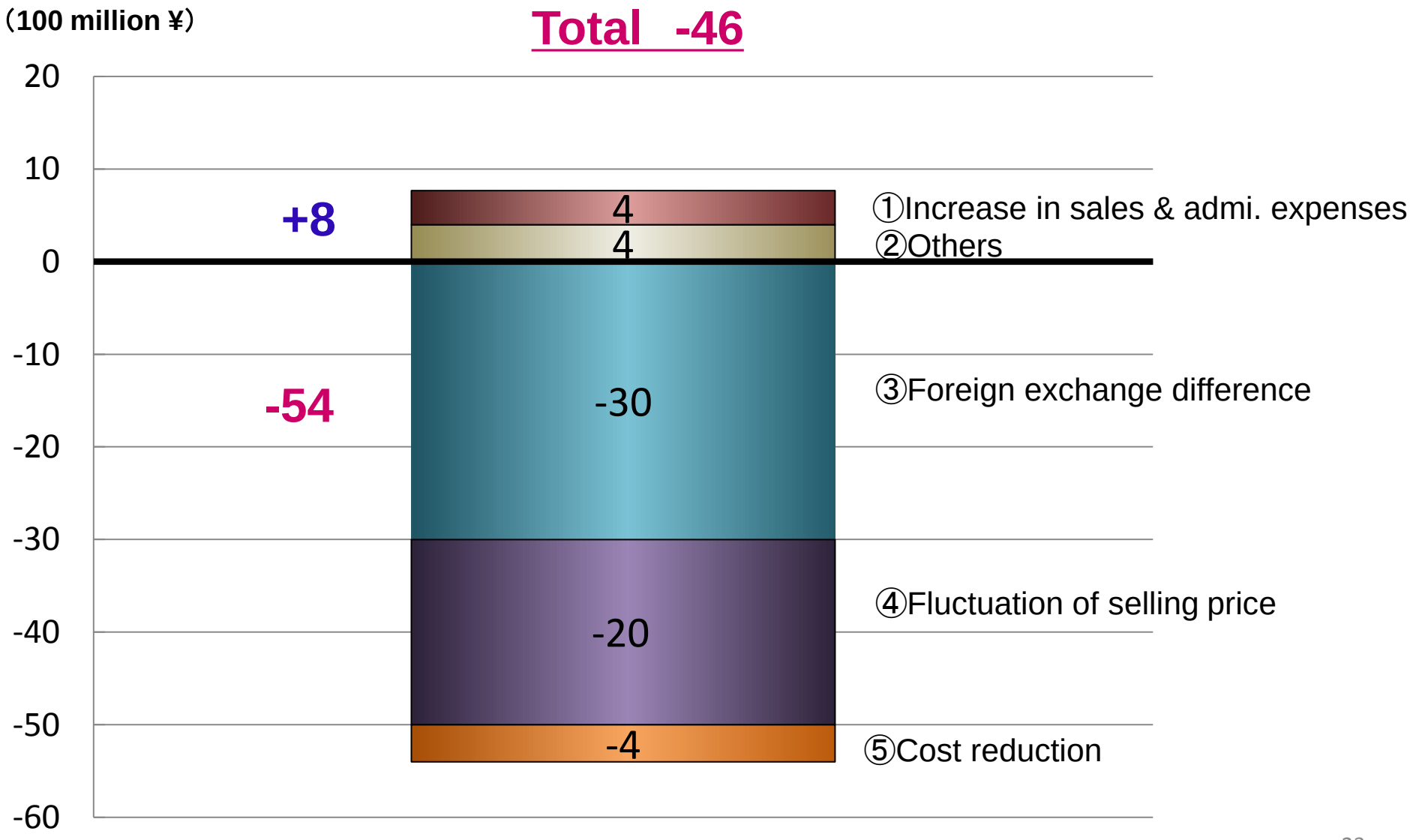
	FY2017 1H	Budget FY2017 2H	Budget FY2017 year total	FY2016 year total	Change	vs. FY2016 year total
Japan	127	265	392	403	−11	97%
North-America	47	64	111	128	−17	87%
(million USD)	(44)	(63)	(107)	(106)	(1)	(101%)
Europe	83	92	175	175	0	100%
(million EUR)	(70)	(82)	(152)	(132)	(20)	(115%)
Greater China	37	47	84	127	−43	66%
Other Regions	45	97	143	121	22	118%
Total	339	566	905	953	−48	95%

Forecast of Net Sales by Model

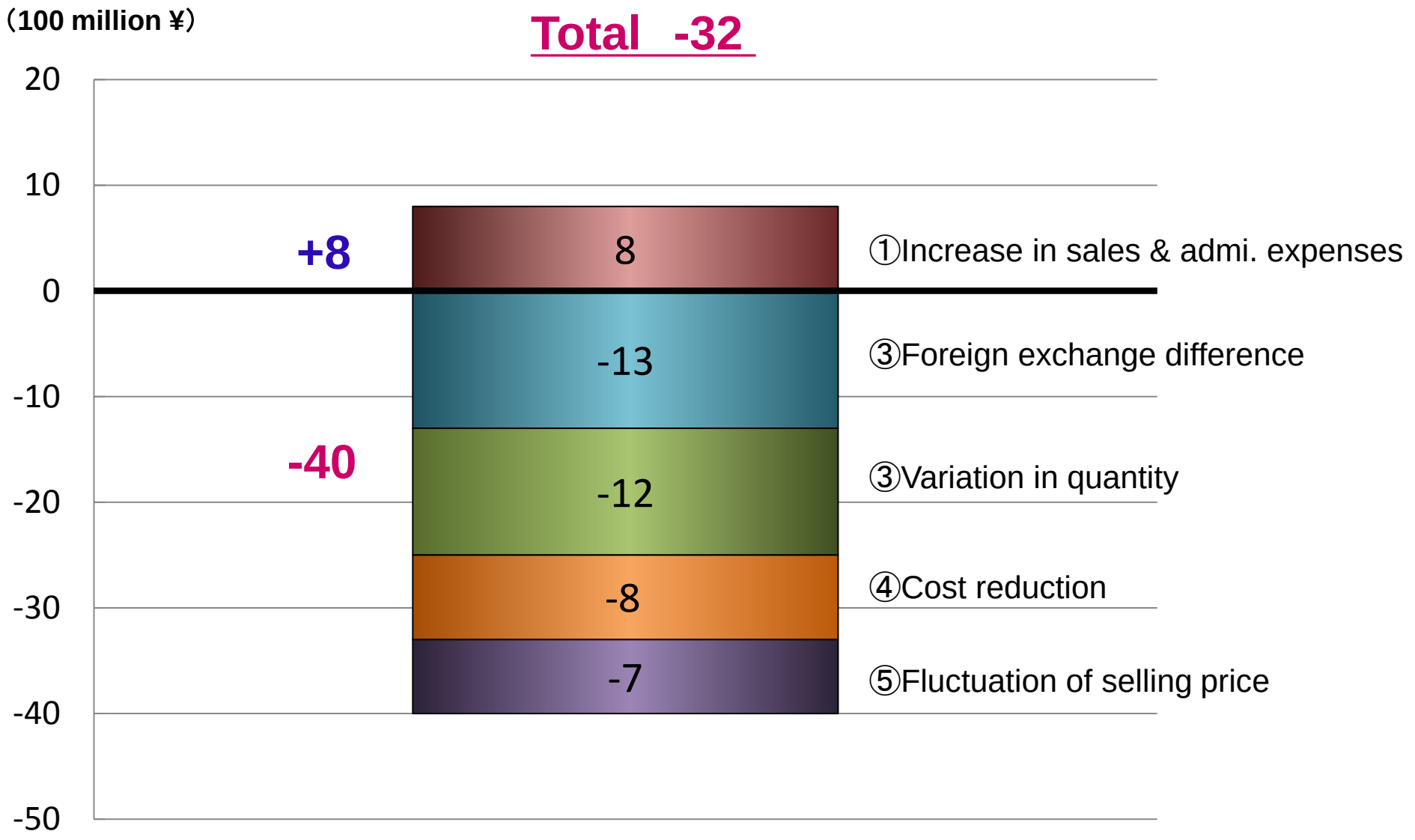
(100 million ¥)

	FY2017 1H	Budget FY2017 2H	Budget FY2017 year total	FY2016 year total	Change	vs. FY2016 year total
Sheet-fed offset presses	180	293	473	556	-84	85%
Web offset presses & Security presses	50	111	161	146	16	111%
Used presses, service & repair	79	100	179	182	-3	98%
Others	30	62	92	69	23	133%
Total	339	566	905	953	-48	95%

Analysis of Operating Income for FY2017(vs. FY2016)



Analysis of Operating Income for FY2017(vs. Original Budget)



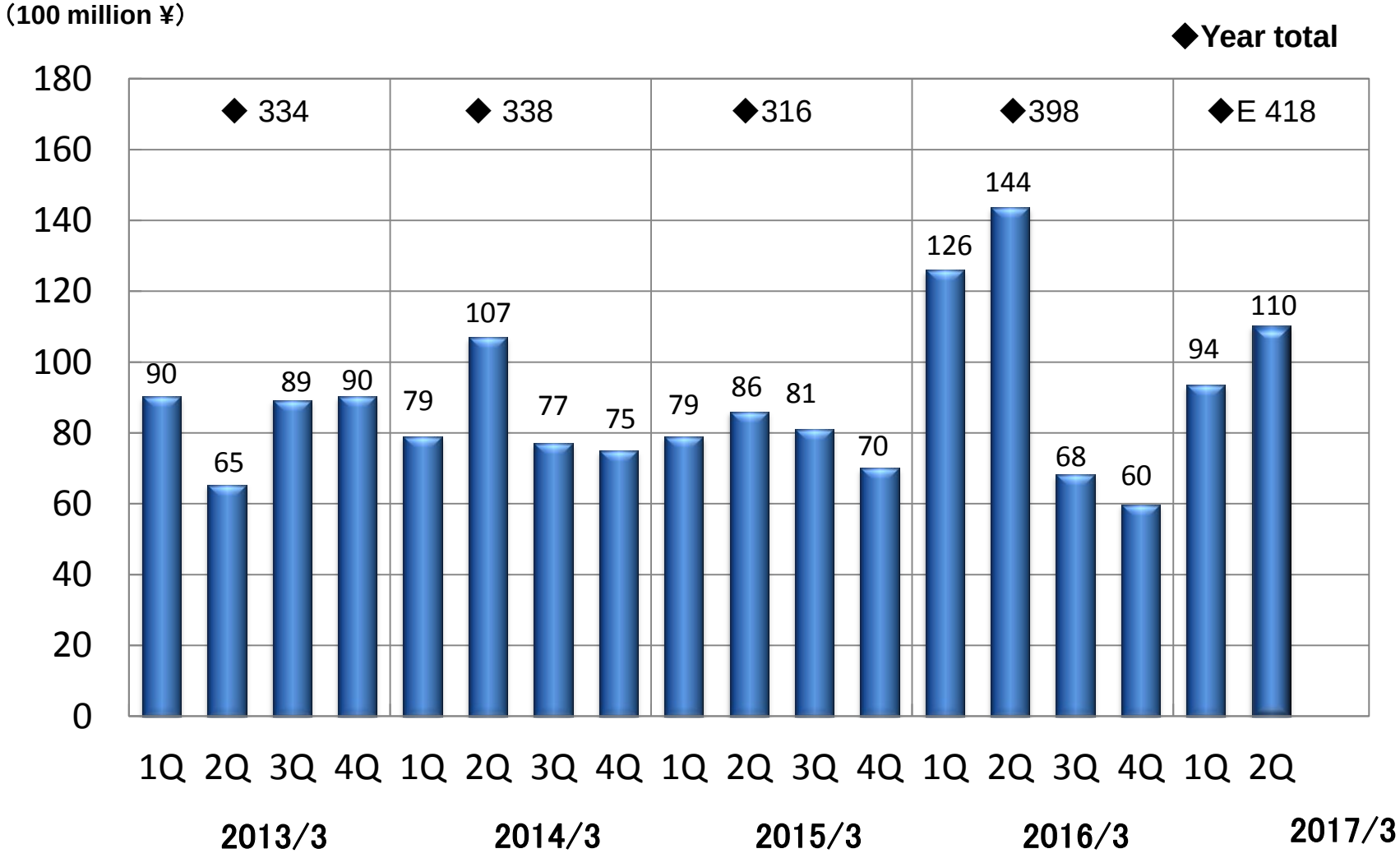
CAPEX, Depreciation and Amortization, R&D etc.

(million ¥)

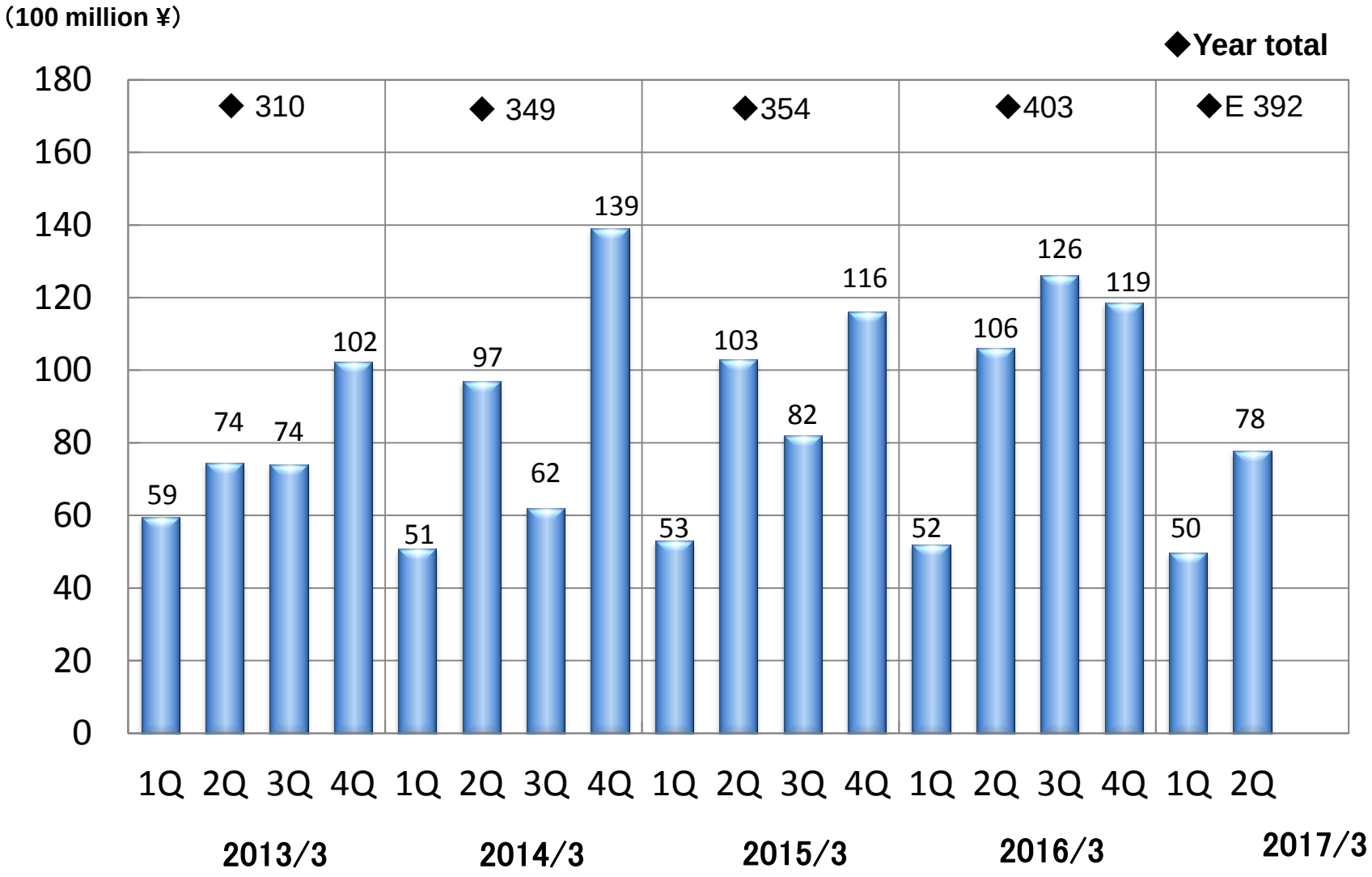
	FY2013	FY2014	FY2015	FY2016 1H	FY2016	FY2017 1H	FY2017 Budget
Number of employees	1,814	1,784	2,106	2,192	2,189	2,220	2,240
Personnel expenses	14,892	16,972	19,796	10,393	20,495	10,227	20,200
Capital expenditures	1,881	1,367	2,116	1,917	3,126	647	1,700
Depreciation and amortization	2,251	2,172	1,860	968	2,027	1,098	2,100
R&D expenses	3,806	4,184	5,123	2,415	4,975	2,508	4,600
(% to net sales)	(5.5%)	(4.6%)	(5.6%)	(5.6%)	(5.2%)	(7.4%)	(5.1%)

Appendix:
Detailed Order Intake and Net Sales by Region

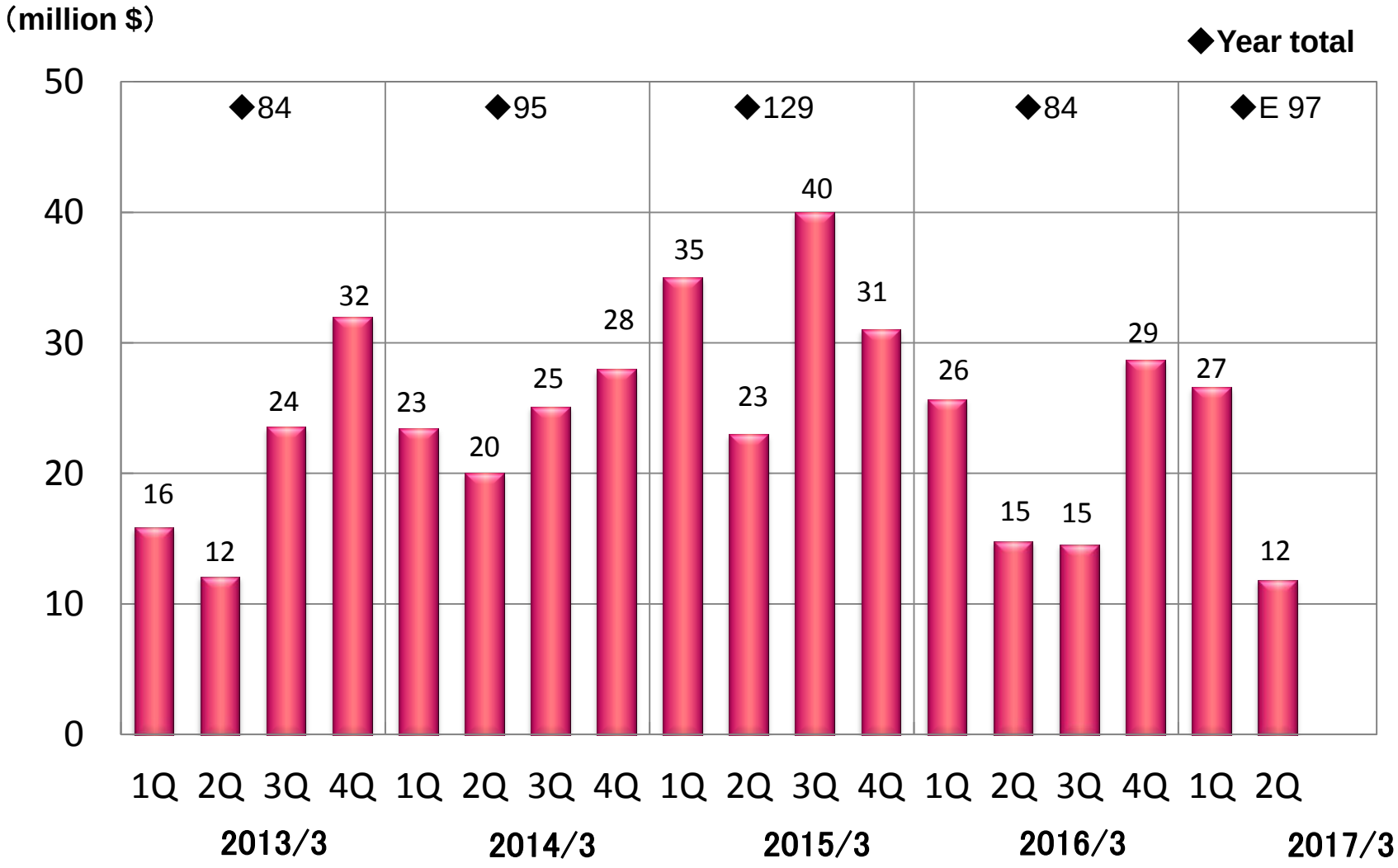
Order Intake in Japanese Market



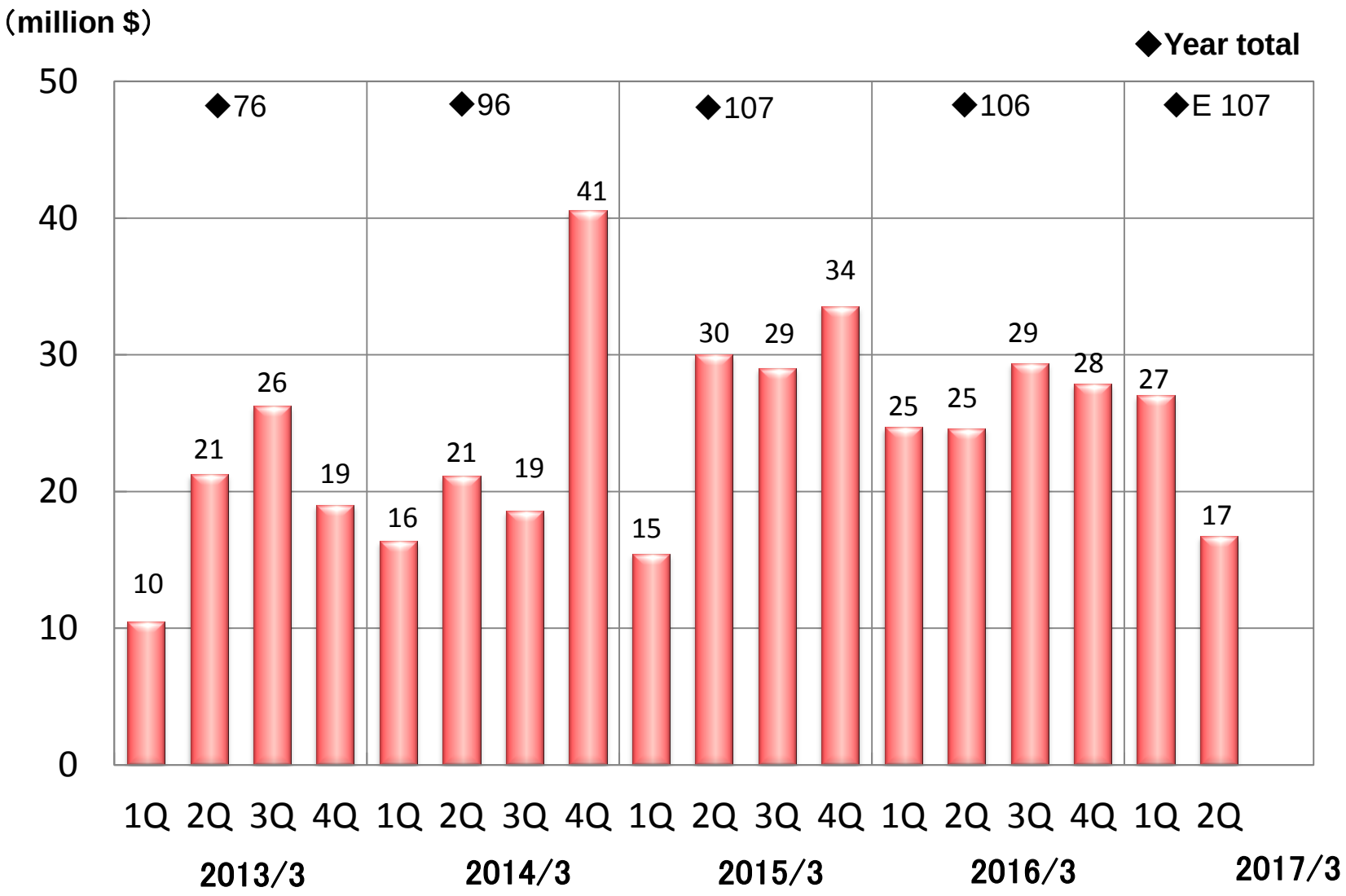
Net Sales in Japanese Market



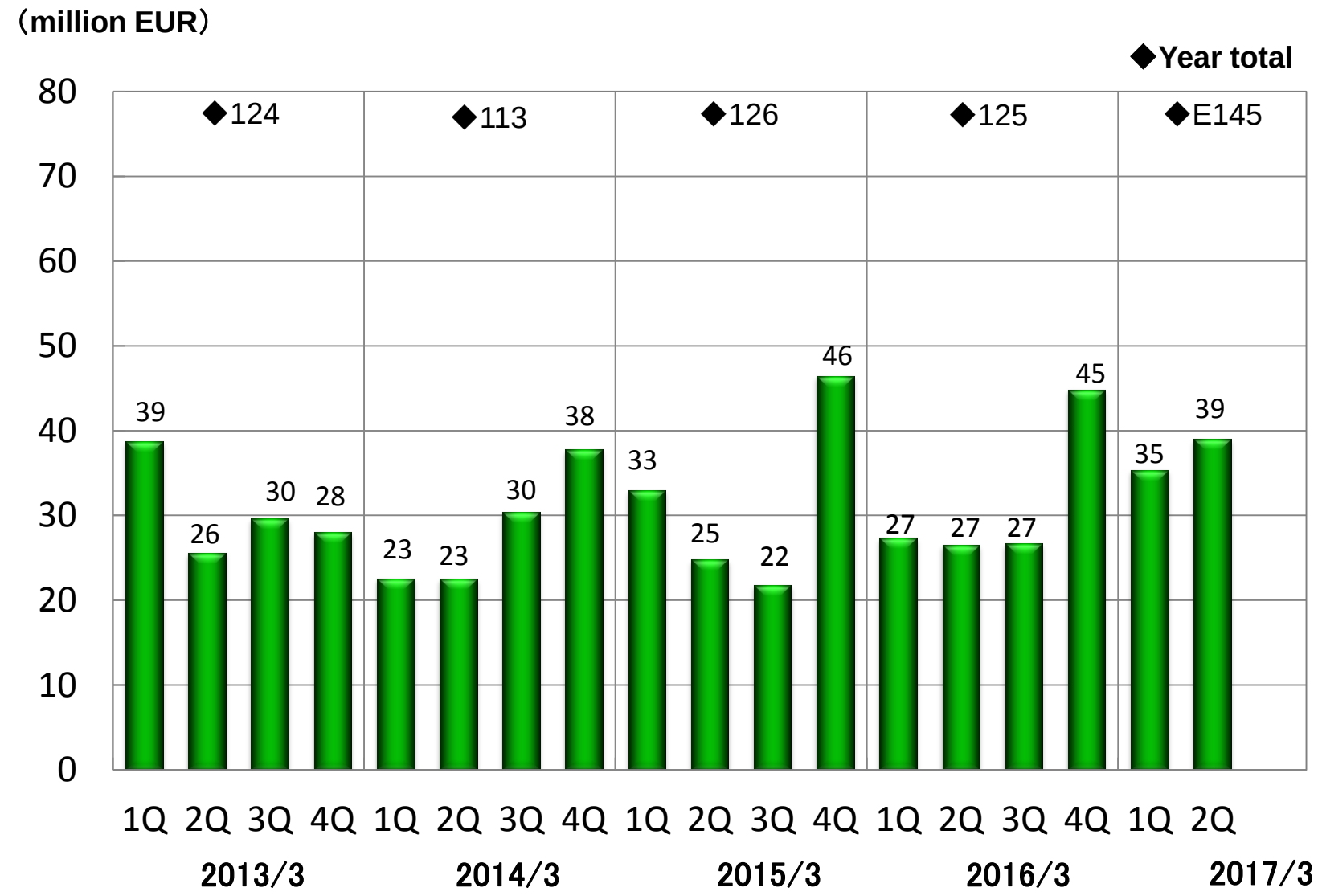
Order Intake in North American Market



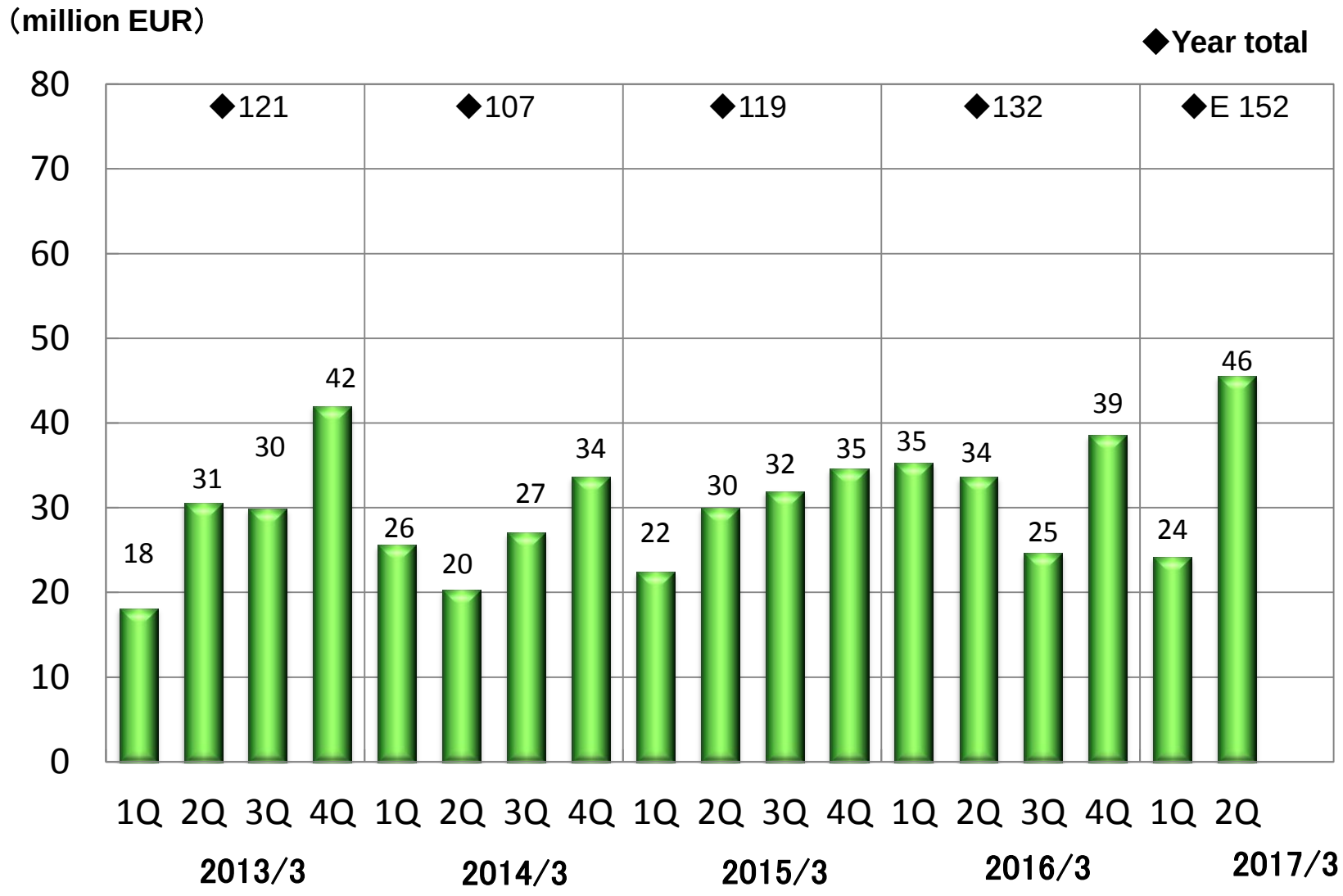
Net Sales in North American Market



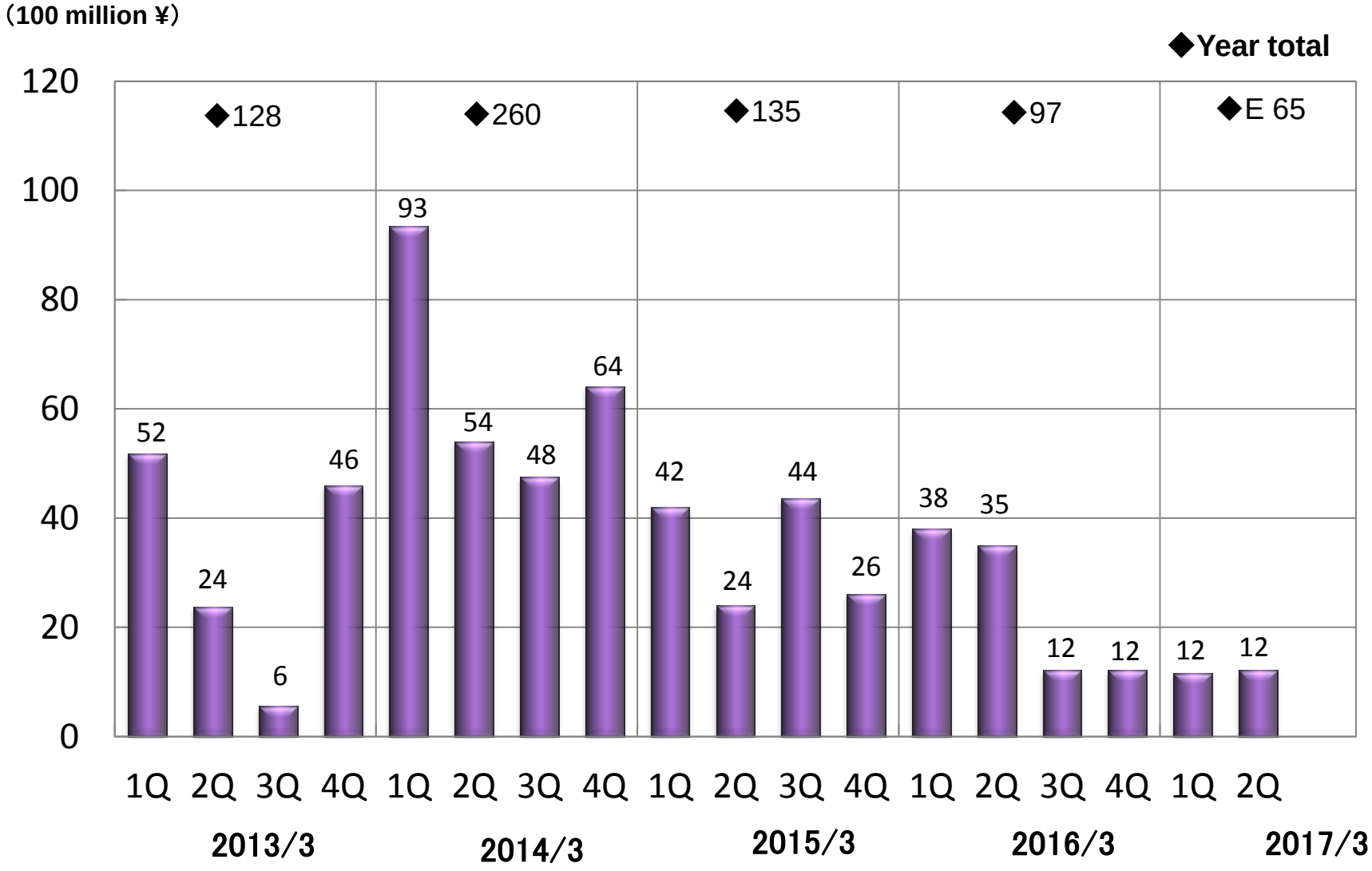
Order Intake in European Market



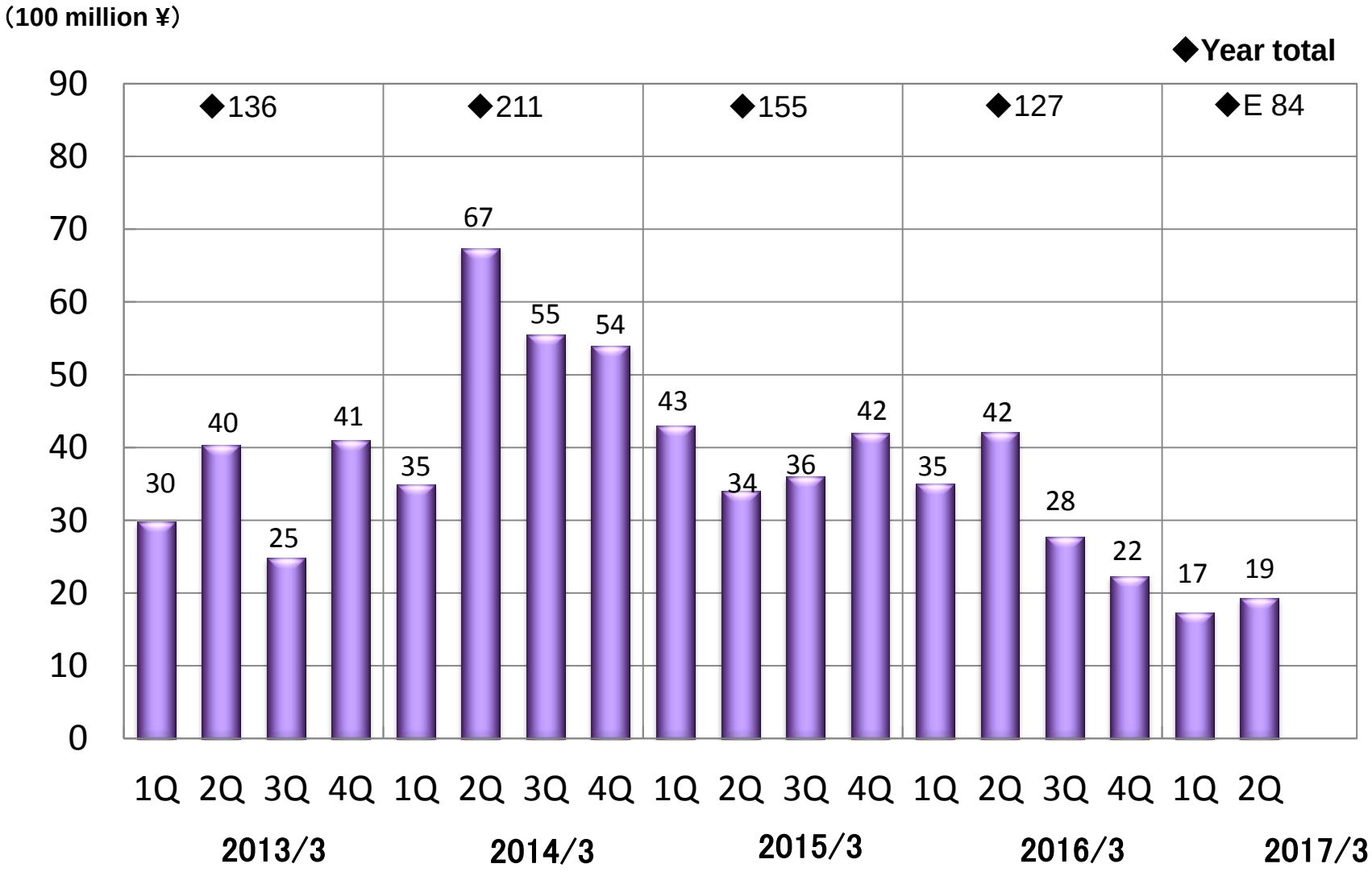
Net Sales in European Market



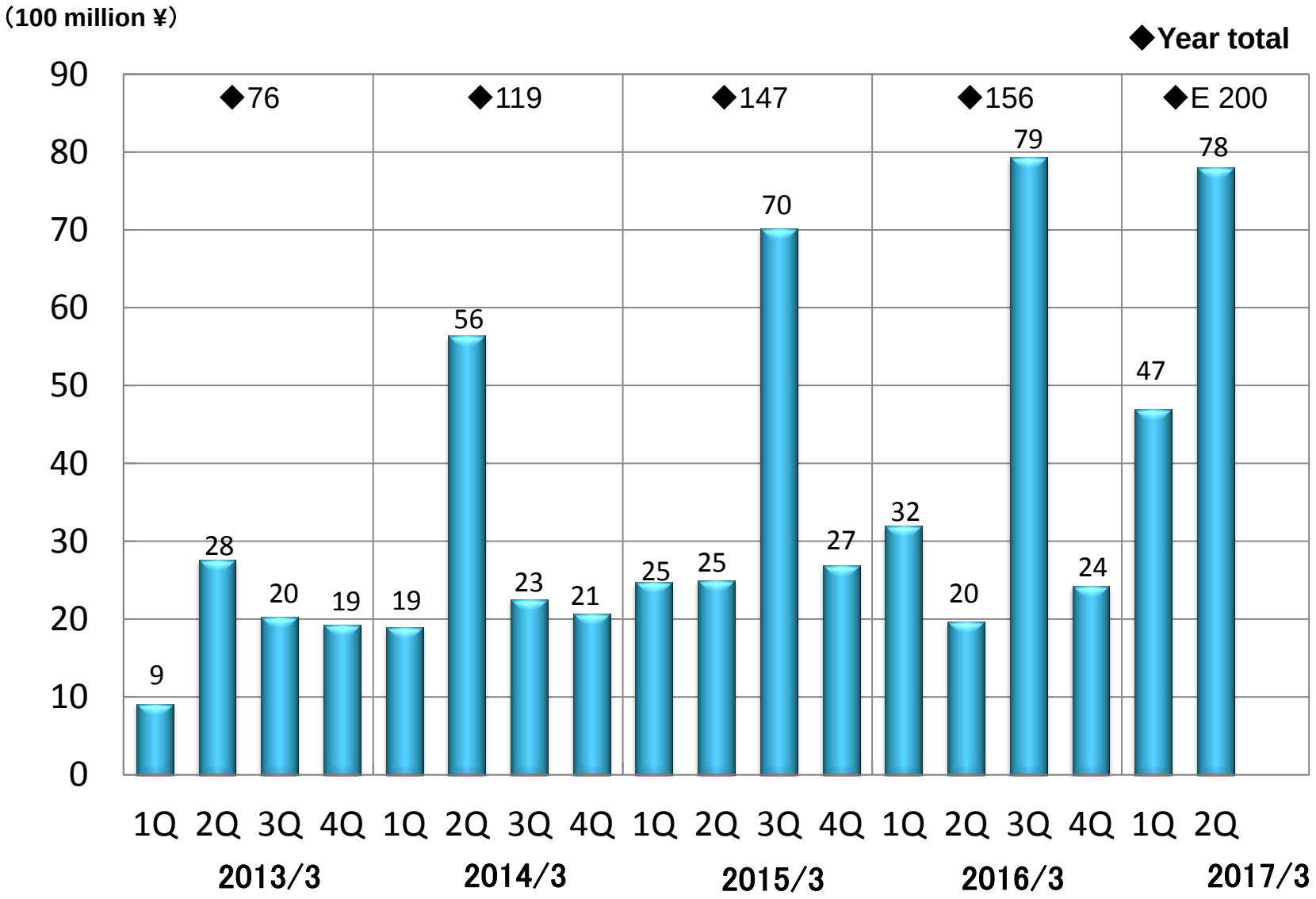
Order Intake in Chinese Market



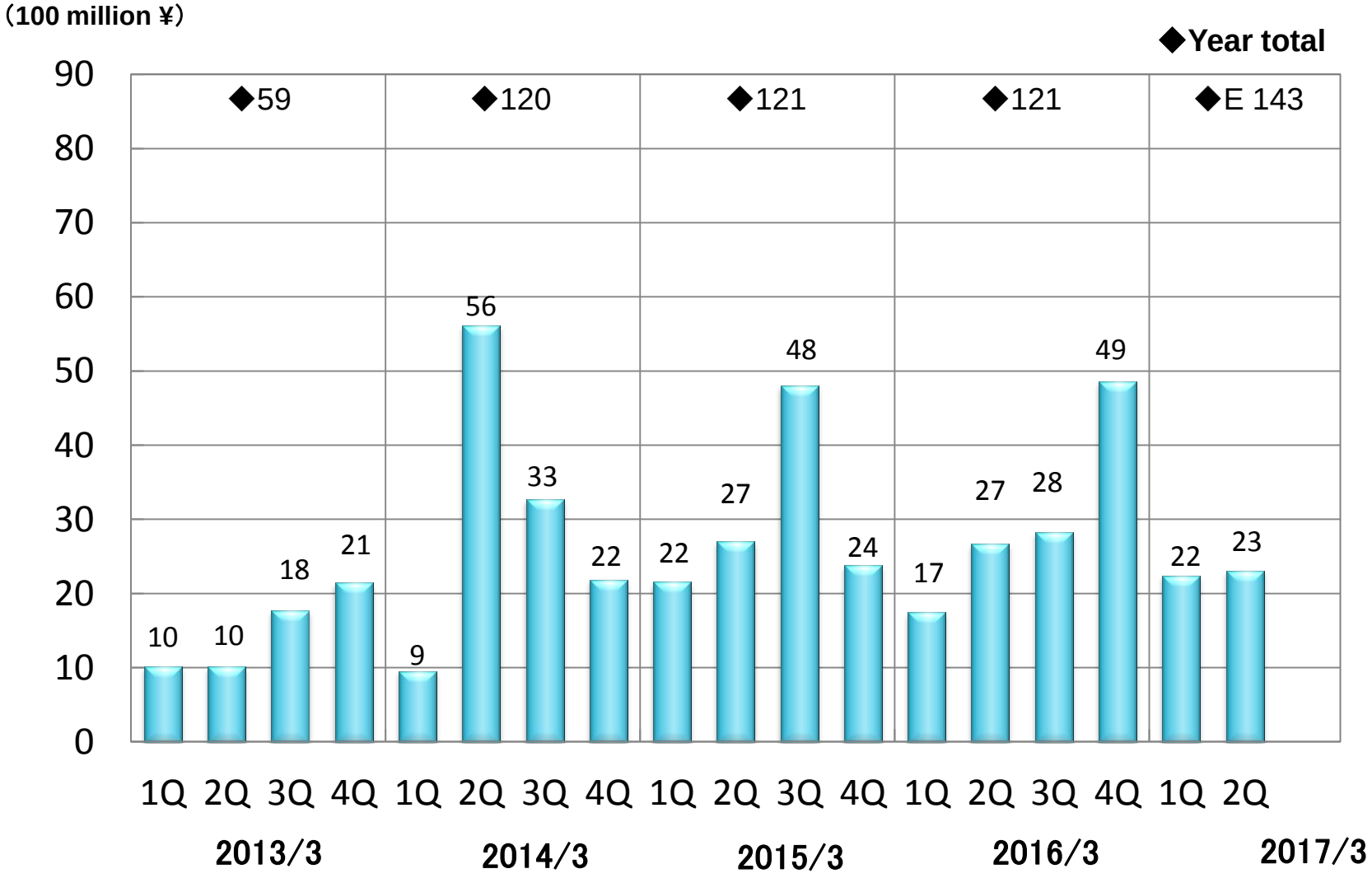
Net Sales in Chinese Market



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



Contact

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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.