Fiscal Year 2017
Summary Result Presentation



Komori Corporation

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P/L

（100 million ¥）

		FY2017 2017/3	FY2016 2016/3	Change	vs. FY2016	Budget FY2017	Change	vs. Budget
Order intake		896	917	−21	98%	950	−54	94%
Net sales		866	953	−87	91%	905	−39	96%
Operating income		17	66	−49	26%	20	−3	86%
Ordinary income		14	65	−51	22%	10	4	143%
Profit attributable to owners of parent		7	65	−59	10%	2	5	329%
FOREX : Average (Yen)	US$	109.18	120.00			107.29		
	EUR	119.54	132.19			117.97		
FOREX : End of term (Yen)	US$	112.19	112.68			100.00		
	EUR	119.79	127.70			110.00		

Major Assets and Liabilities

(100 million ¥)

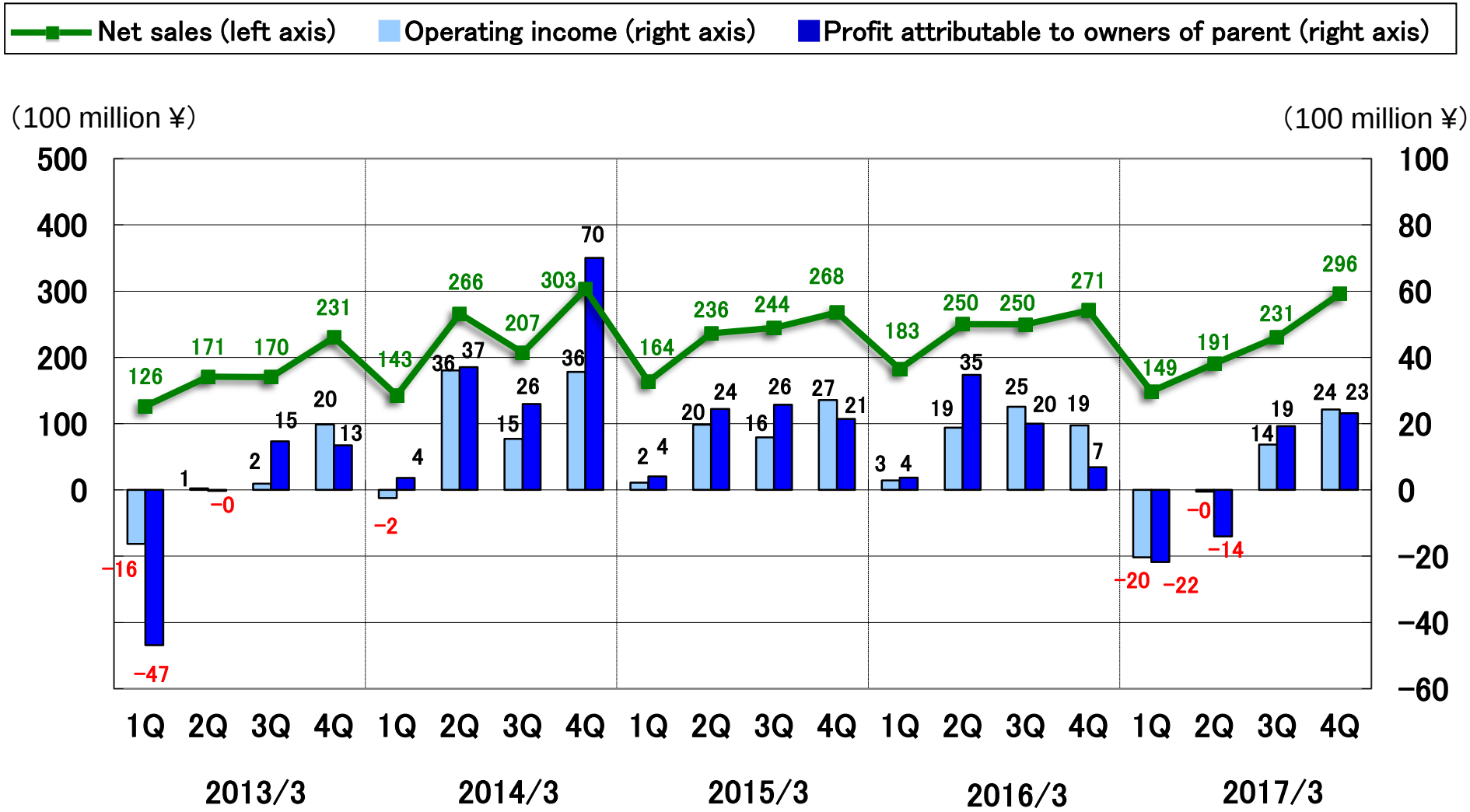
	Mar. 31, 2017	Mar. 31, 2016	Change
Cash and deposits	407	500	−93
Notes and account receivable－trade	221	183	38
Short-term investment securities	187	188	−1
Inventories	316	324	−8
Breakdown: Merchandise and finished goods	156	169	−13
Property, plant and equipment	338	348	−11
Intangible assets	25	30	−5
Notes and account payable－trade	176	188	−12
Short-term loans payable	0	0	0
Bonds payable	100	100	0
Long-term loans payable	0	0	0
Shareholders' equity	1,294	1,362	−68
Total assets	1,801	1,882	−81

Cash Flows

（100 million ¥）

	FY2017 2017/3	FY2016 2016/3	Change
Net cash provided by (used in) operating activities	−8	119	−127
Net cash provided by (used in) investing activities	43	−14	56
Net cash provided by (used in) financing activities	−77	−28	−49
Cash and cash equivalents at end of period	547	591	−45

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

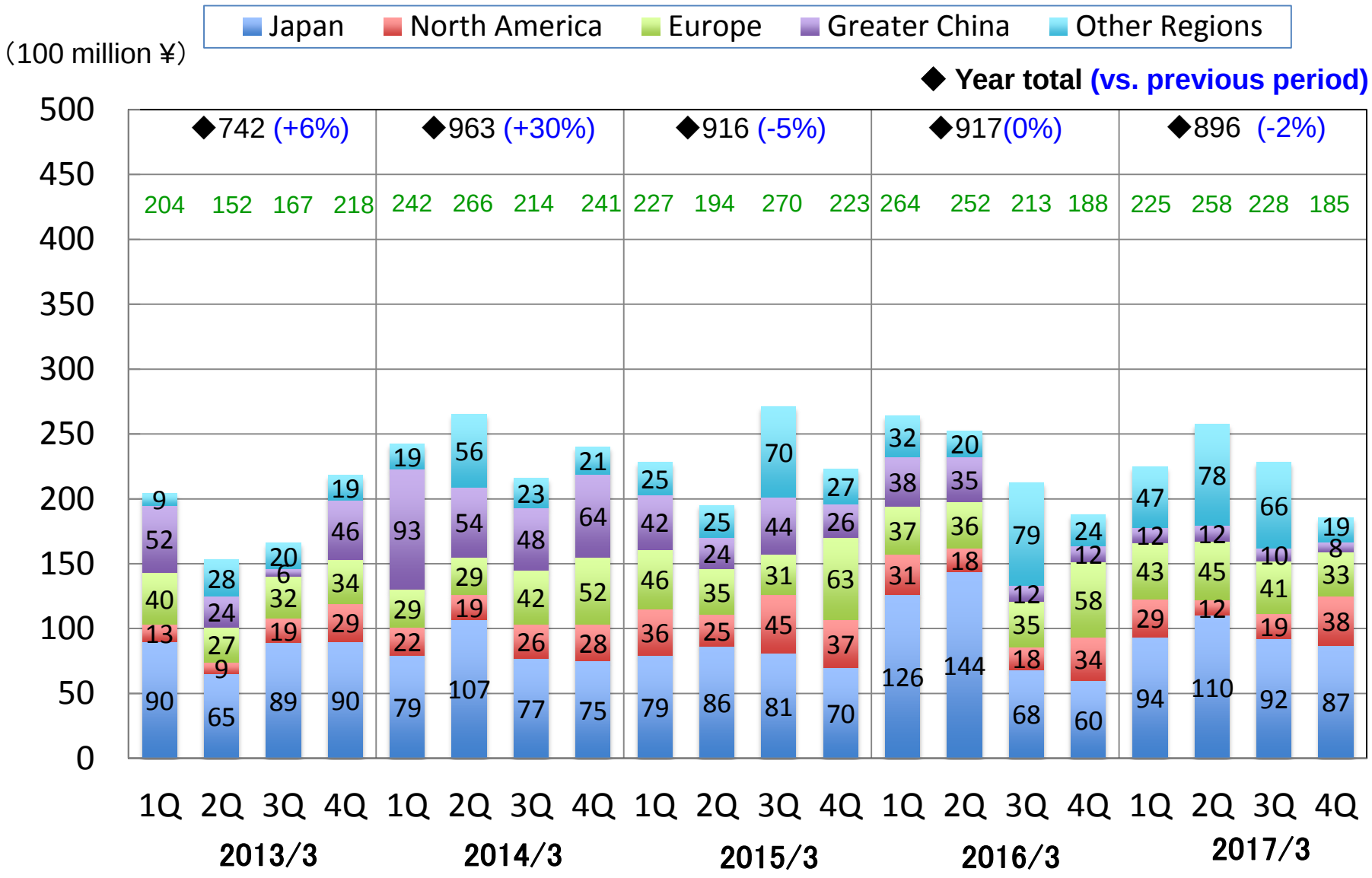


Order Intake by Region

(100 million ¥)

	FY2017 2017/3	FY2016 2016/3	vs. FY2016	Budget FY2017	vs. Budget
Japan	383	398	96%	401	96%
North-America	99	101	98%	96	103%
(million USD)	(90)	(84)	(108%)	(89)	(101%)
Europe	163	166	98%	183	89%
(million EUR)	(136)	(125)	(109%)	(155)	(88%)
Greater China	42	97	43%	54	78%
Other Regions	210	156	135%	217	97%
Total	896	917	98%	950	94%

Order Intake by Region

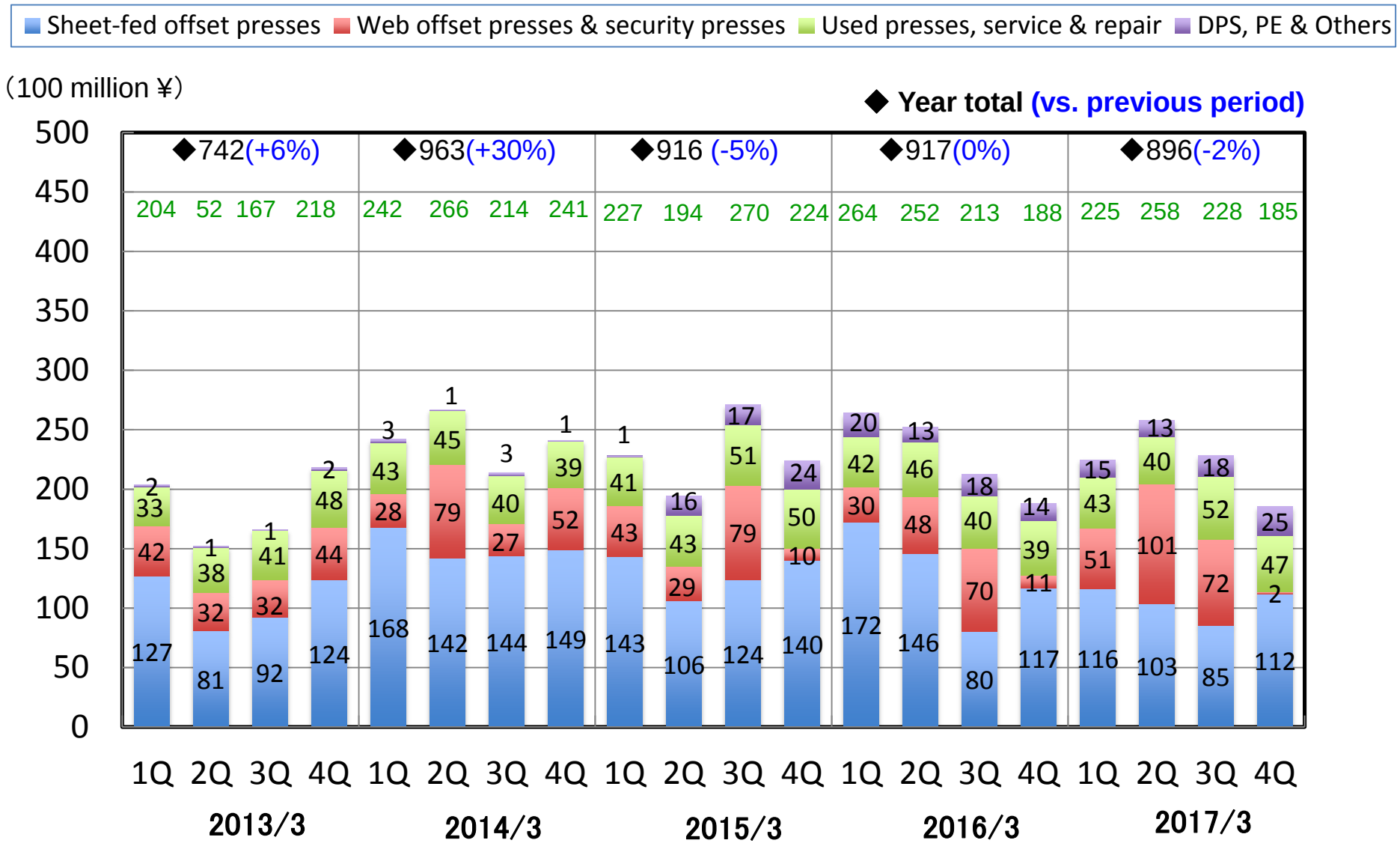


Order Intake by Model

（100 million ¥）

	FY2017 2017/3	FY2016 2016/3	vs. FY2016	Budget FY2017	VS. Budget
Sheet-fed offset presses	417	515	81%	446	93%
Web offset presses & Security presses	226	159	142%	242	93%
Used presses, service & repair	182	178	102%	192	95%
DPS, PE & Others	71	65	109%	69	103%
Total	896	917	98%	950	94%

Order Intake by Model

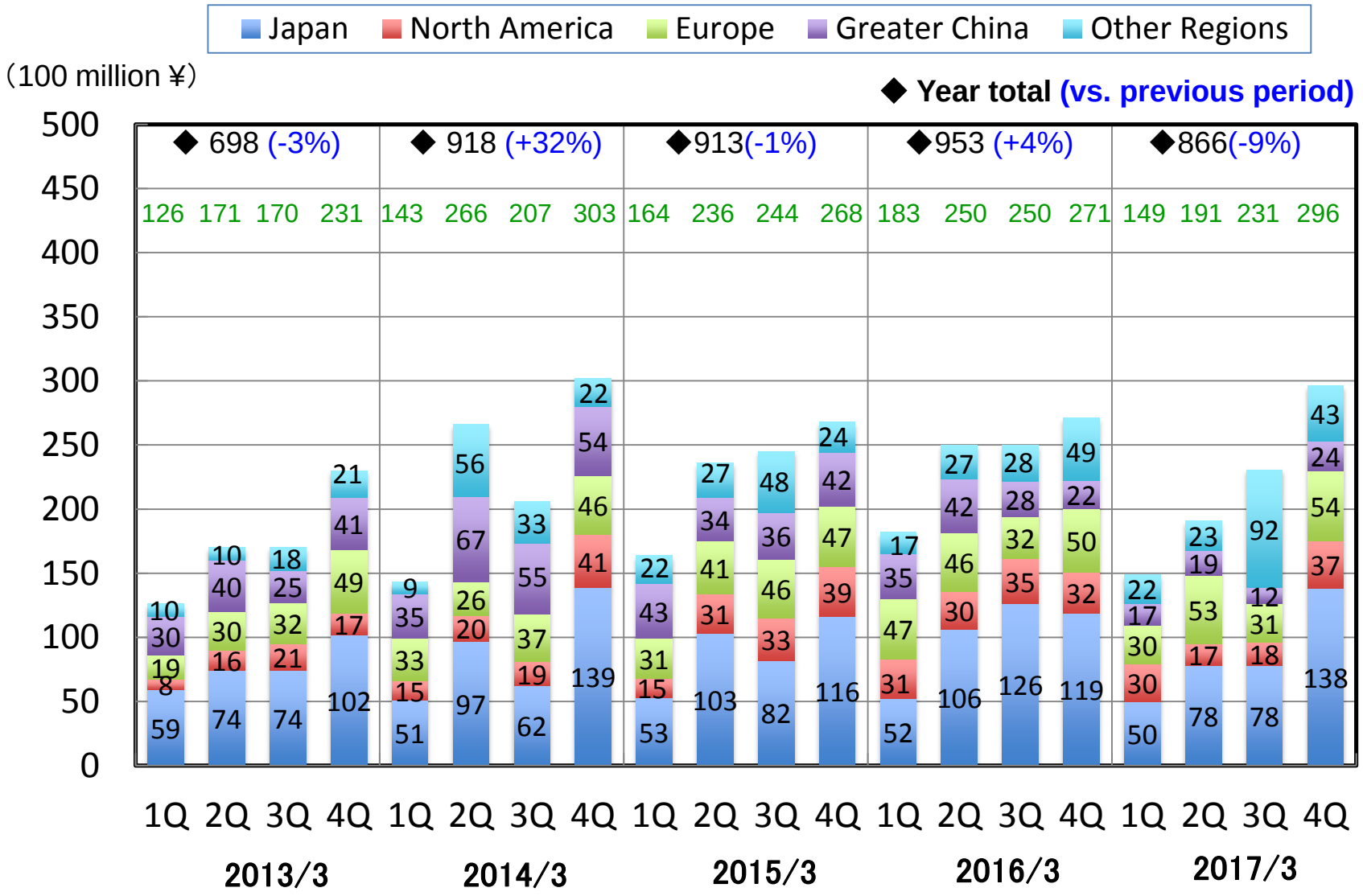


Net Sales by Region

(100 million ¥)

	FY2017 2017/3	FY2016 2016/3	vs. FY2016	Budget FY2017	vs. Budget
Japan	344	403	85%	364	95%
North-America	101	128	79%	100	101%
(million USD)	(93)	(106)	(87%)	(94)	(99%)
Europe	168	175	96%	176	96%
(million EUR)	(141)	(132)	(107%)	(149)	(94%)
Greater China	72	127	57%	78	93%
Other Regions	181	121	149%	187	96%
Total	866	953	91%	905	96%

Net Sales by Region

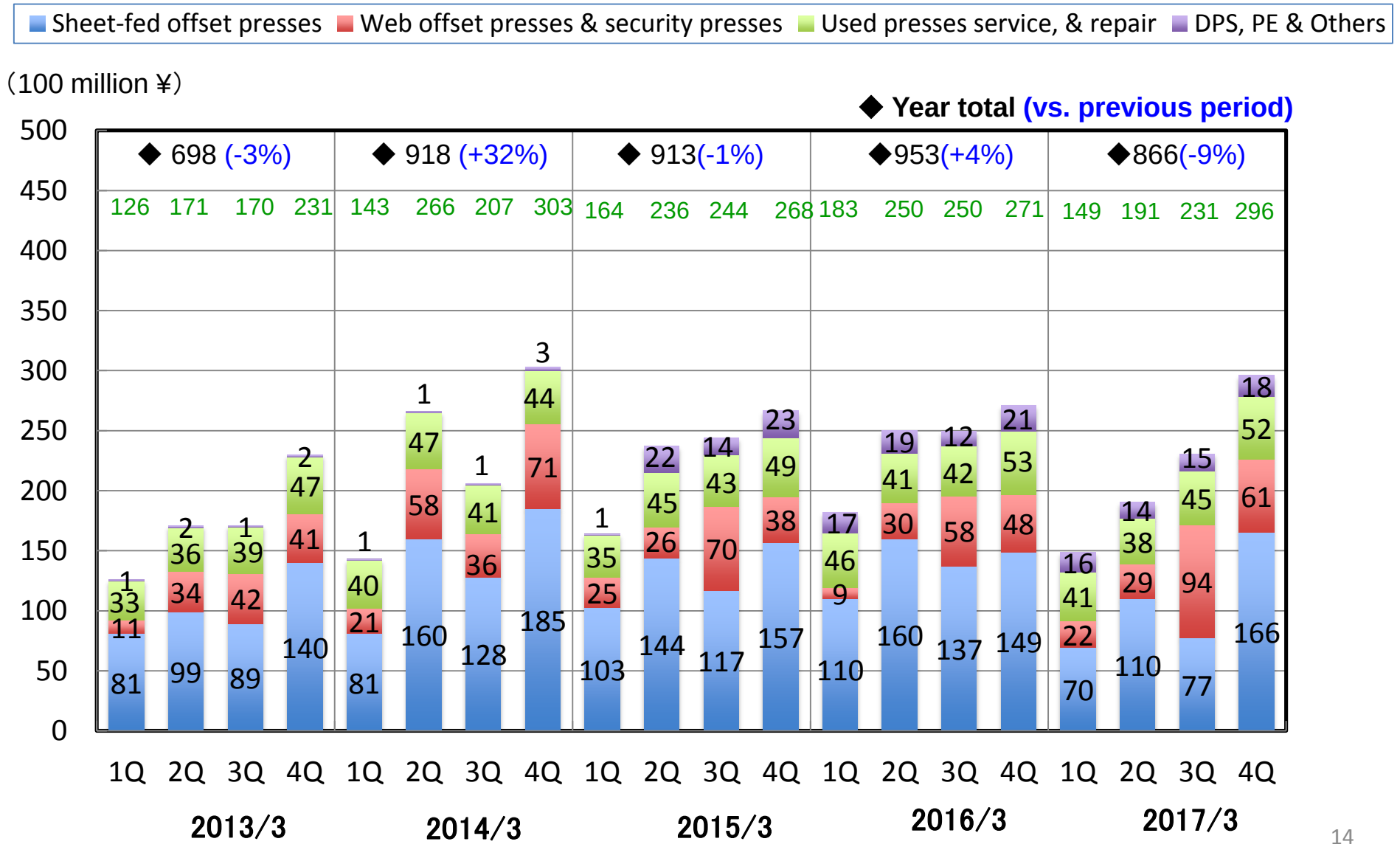


Net Sales by Model

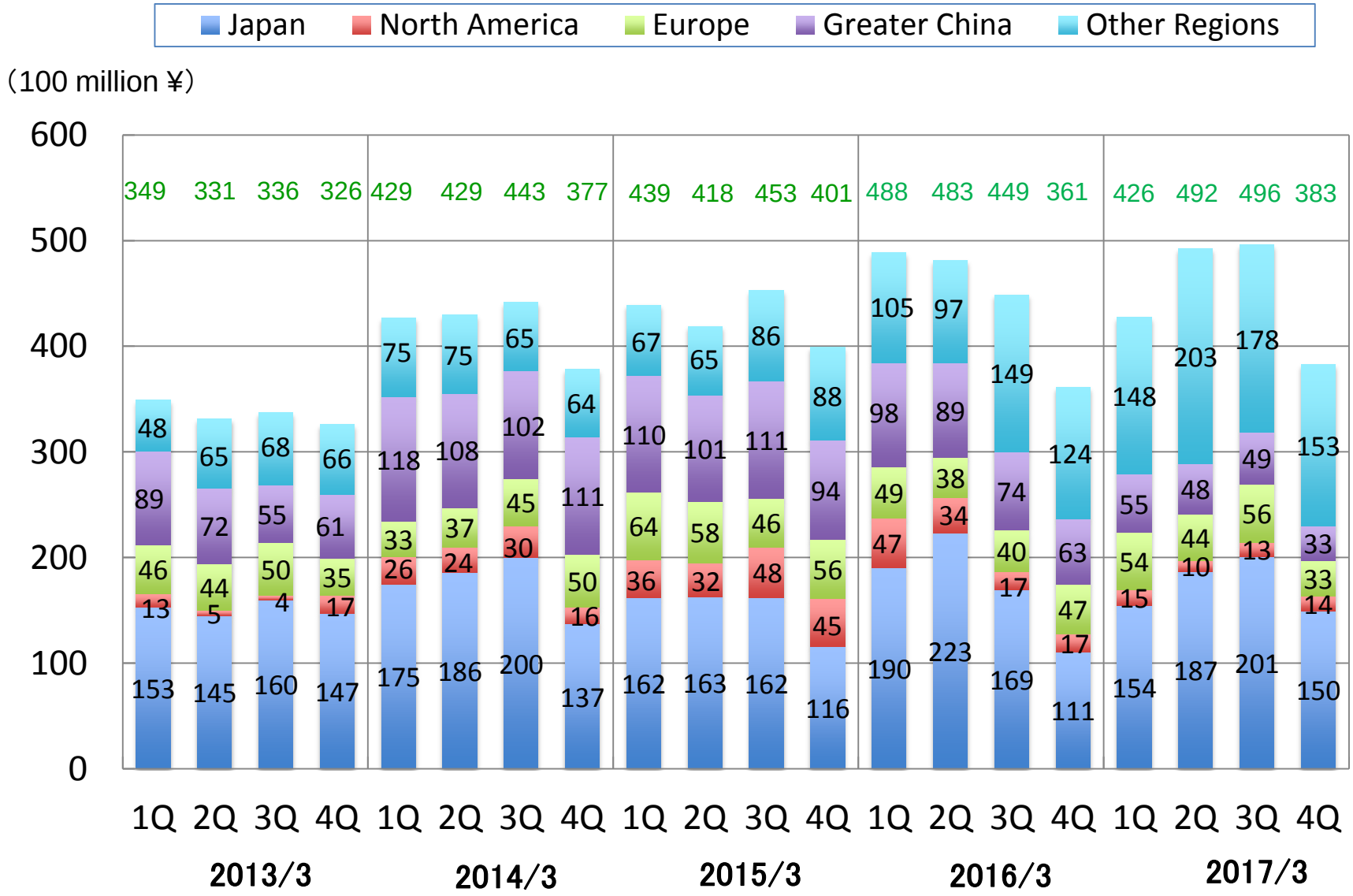
（100 million ¥）

	FY2017 2017/3	FY2016 2016/3	vs. FY2016	Budget FY2017	VS. Budget
Sheet-fed offset presses	423	556	76%	445	95%
Web offset presses & Security presses	205	146	141%	207	99%
Used presses, service & repair	176	182	97%	181	97%
DPS, PE & Others	62	69	90%	72	87%
Total	866	953	91%	905	96%

Net Sales by Model

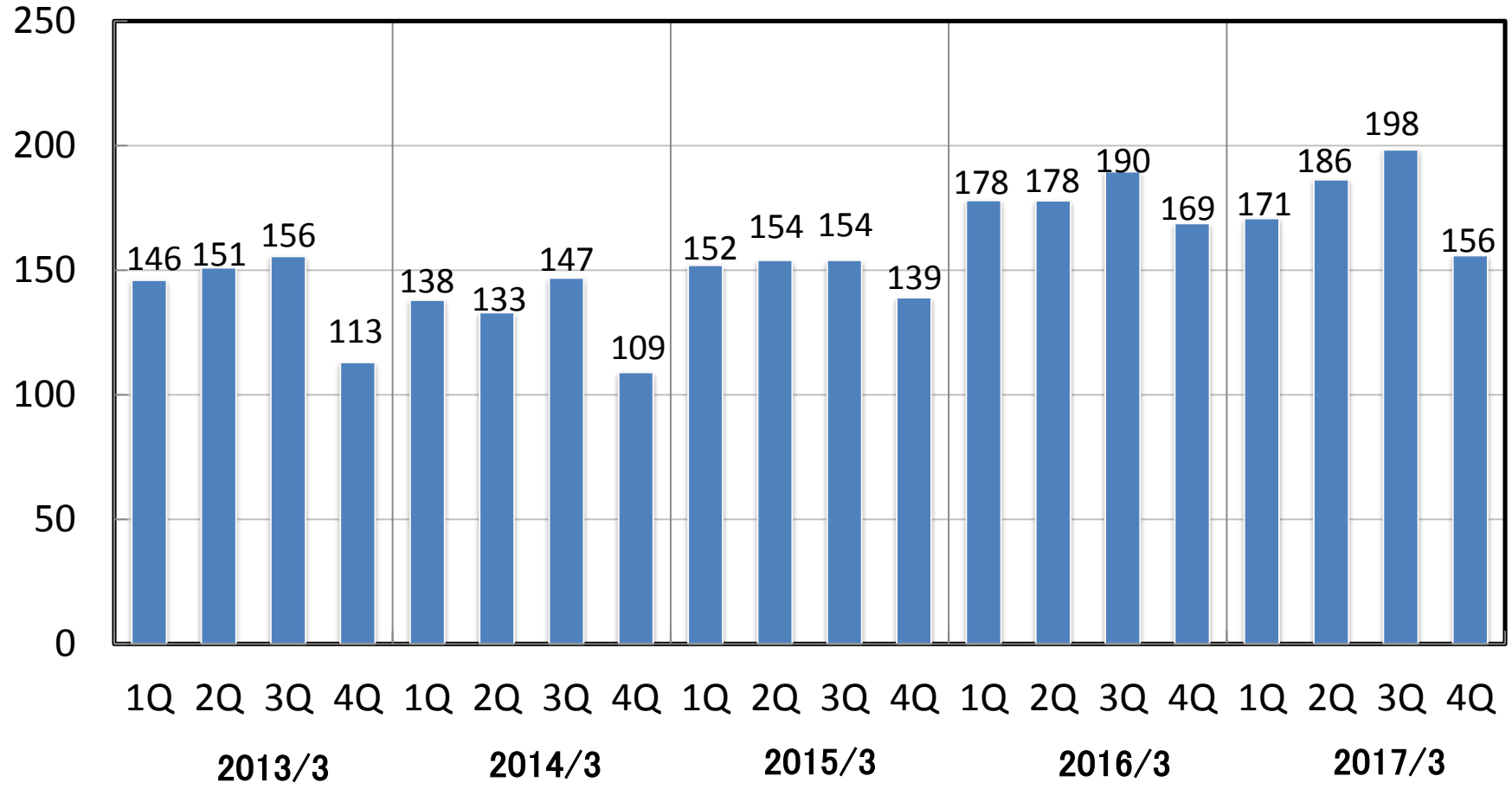


Order Backlog

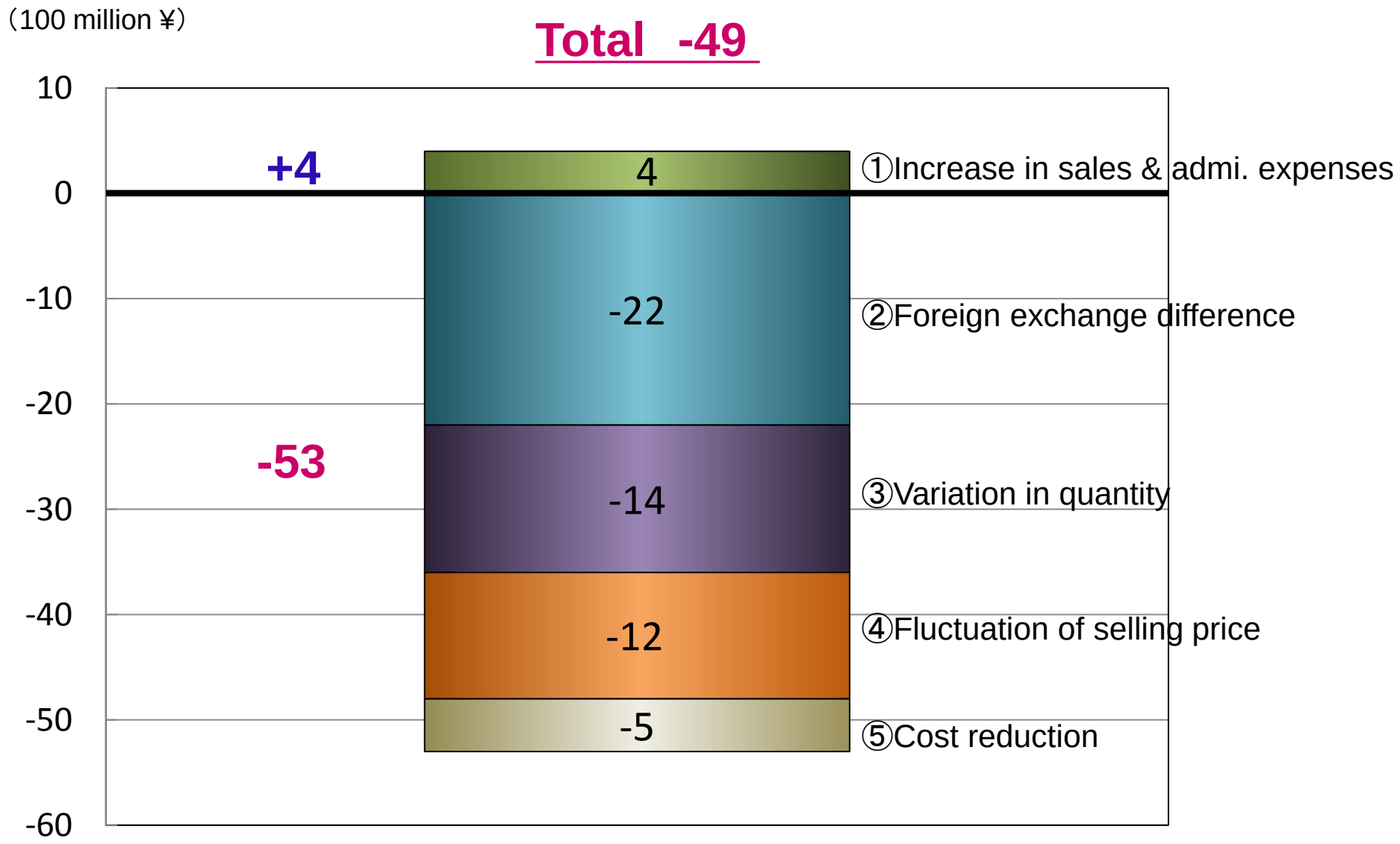


Inventories（Finished Goods, Cost of Sales）

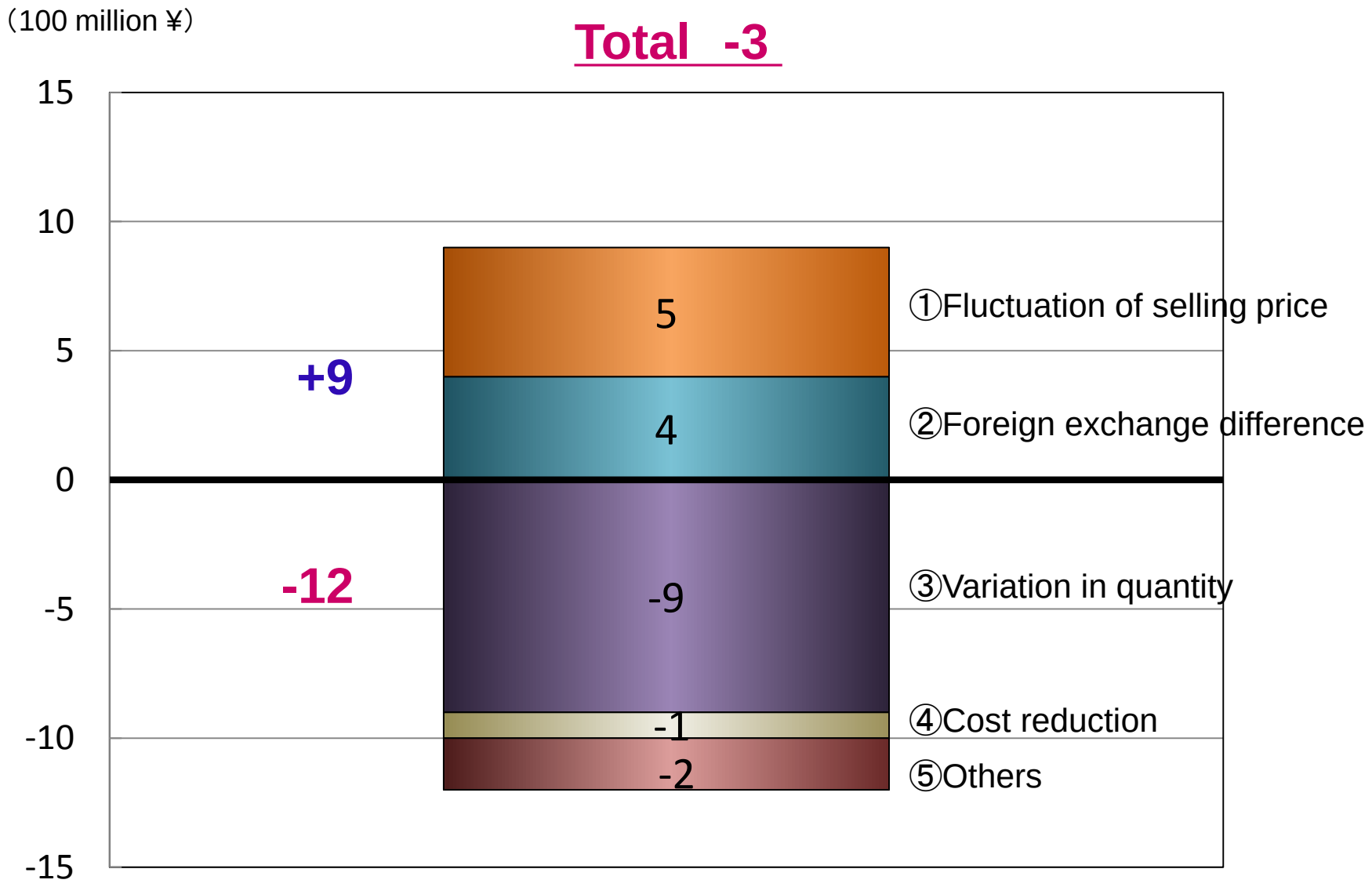
（100 million ¥）



Analysis of Operating Income for FY2017 (vs. FY2016)



Analysis of Operating Income for FY2017 (vs. Budget)



Forecast

Forecast of Result of Operations for FY2018

（100 million ¥）

		1H		2H		Year total			
		Budget FY2018	vs. FY2017	Budget FY2018	vs. FY2017	Budget FY2018	FY2017	Change	vs. FY2017
Order intake		505	105%	475	115%	980	896	84	109%
Net sales		435	128%	535	102%	970	866	104	112%
Operating income		2	–	18	47%	20	17	3	117%
Ordinary income		2	–	19	43%	21	14	7	147%
Profit attributable to owners of parent		1	–	15	35%	16	7	9	244%
FOREX : Average (Yen)	US$	105.00		105.00		105.00	109.18		
	EUR	115.00		115.00		115.00	119.54		
FOREX : End of term (Yen)	US$	105.00		105.00		105.00	112.19		
	EUR	115.00		115.00		115.00	119.79		

Forecast of Order Intake by Region

(100 million ¥)

	1H		2H		Year total			
	Budget FY2018	vs. FY2017	Budget FY2018	vs. FY2017	Budget FY2018	FY2017	Change	vs. FY2017
Japan	206	101%	243	136%	449	383	66	117%
North-America	64	156%	44	76%	108	99	9	109%
(million USD)	(61)	(158%)	(42)	(81%)	(103)	(90)	(12)	(114%)
Europe	85	95%	73	99%	158	163	−5	97%
(million EUR)	(74)	(99%)	(64)	(103%)	(137)	(136)	(1)	(101%)
Greater China	55	232%	45	249%	100	42	58	239%
Other Regions	95	76%	70	82%	165	210	−45	79%
Total	505	105%	475	115%	980	896	84	109%

Forecast of Order Intake by Model

(100 million ¥)

	1H		2H		Year total			
	Budget FY2018	vs. FY2017	Budget FY2018	vs. FY2017	Budget FY2018	FY2017	Change	vs. FY2017
Sheet-fed offset presses	266	121%	226	114%	492	417	74	118%
Web offset presses & Security presses	75	49%	65	88%	140	226	-86	62%
Used presses, service & repair	98	119%	103	103%	201	182	19	110%
DPS, PE & Others	66	235%	81	191%	147	71	77	209%
Total	505	105%	475	115%	980	896	84	109%

Forecast of Net Sales by Region

(100 million ¥)

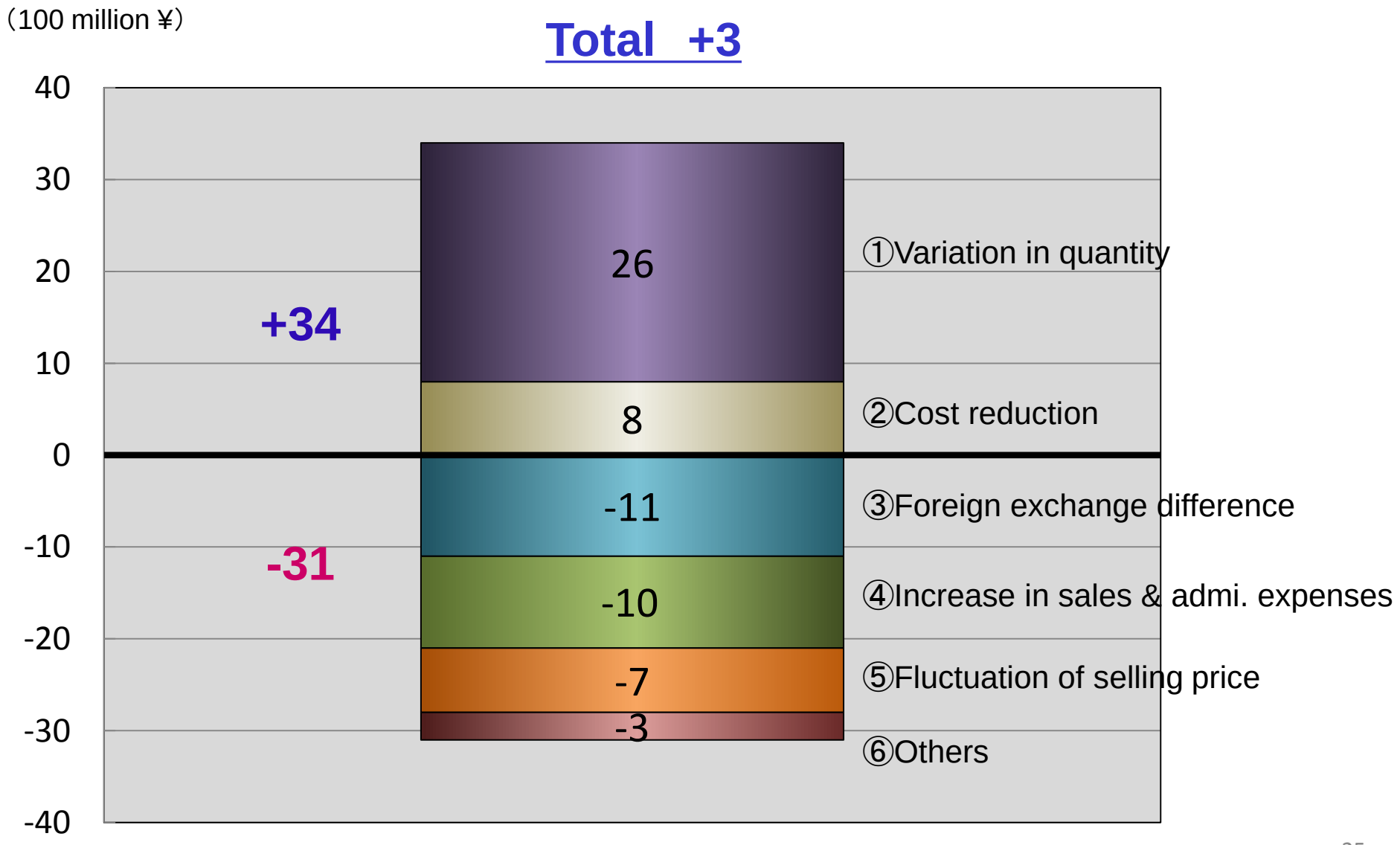
	1H		2H		Year total			
	Budget FY2018	vs. FY2017	Budget FY2018	vs. FY2017	Budget FY2018	FY2017	Change	vs. FY2017
Japan	190	149%	249	115%	440	344	96	128%
North-America	50	107%	56	103%	107	101	5	105%
(million USD)	(48)	(109%)	(54)	(110%)	(101)	(93)	(9)	(109%)
Europe	71	86%	69	81%	140	168	−28	83%
(million EUR)	(62)	(89%)	(60)	(84%)	(122)	(141)	(−19)	(87%)
Greater China	41	113%	53	147%	94	72	22	130%
Other Regions	82	179%	108	80%	190	181	9	105%
Total	435	128%	535	102%	970	866	104	112%

Forecast of Net Sales by Model

(100 million ¥)

	1H		2H		Year total			
	Budget FY2018	vs. FY2017	Budget FY2018	vs. FY2017	Budget FY2018	FY2017	Change	vs. FY2017
Sheet-fed offset presses	210	117%	245	101%	456	423	33	108%
Web offset presses & Security presses	68	135%	113	73%	180	205	-25	88%
Used presses, service & repair	97	122%	101	104%	197	176	21	112%
DPS, PE & Others	60	201%	76	236%	137	62	74	219%
Total	435	128%	535	102%	970	866	104	112%

Analysis of Operating Income for FY2018 (vs. FY2017)



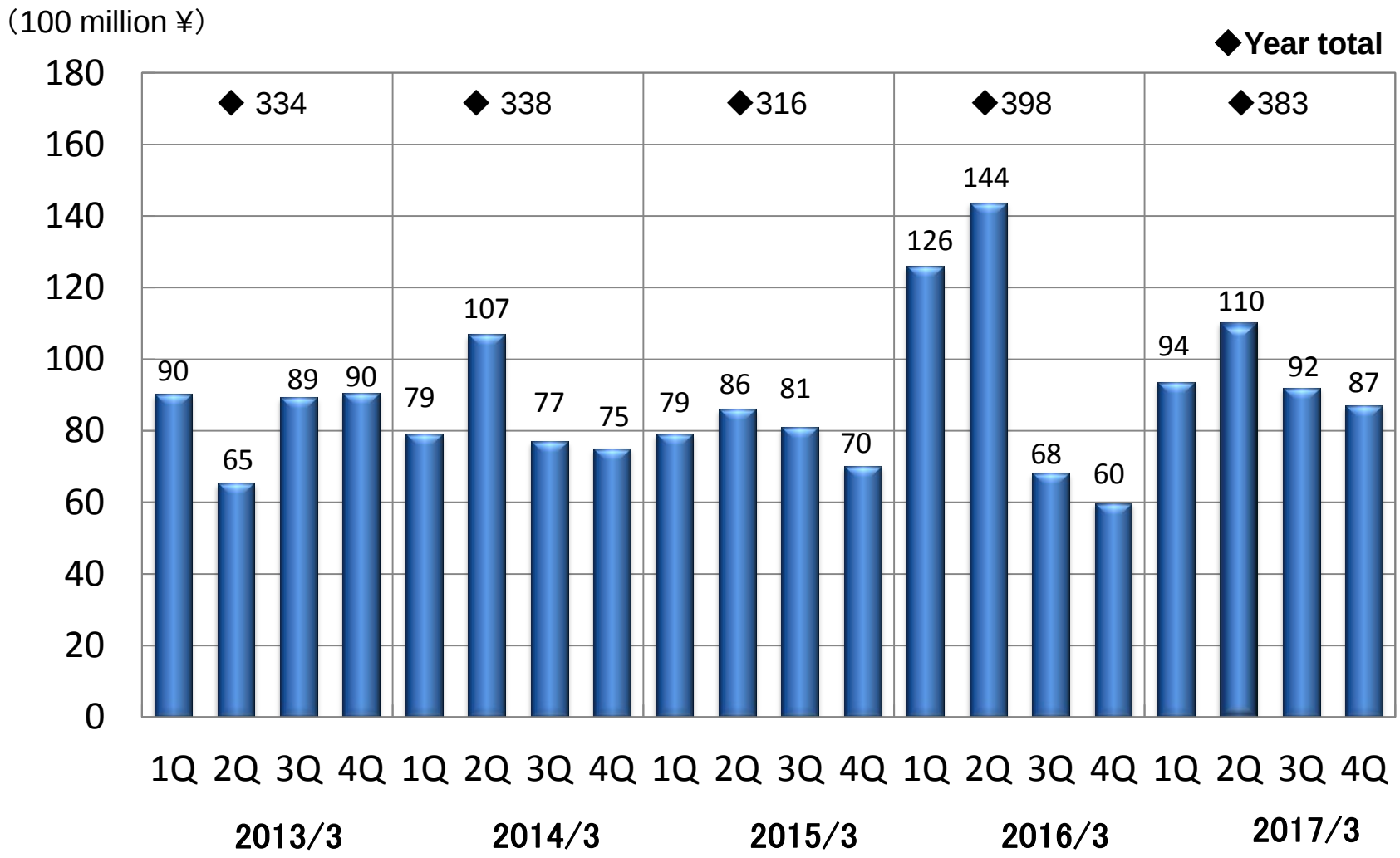
Capex, Depreciation and Amortization, R&D etc.

(million ¥)

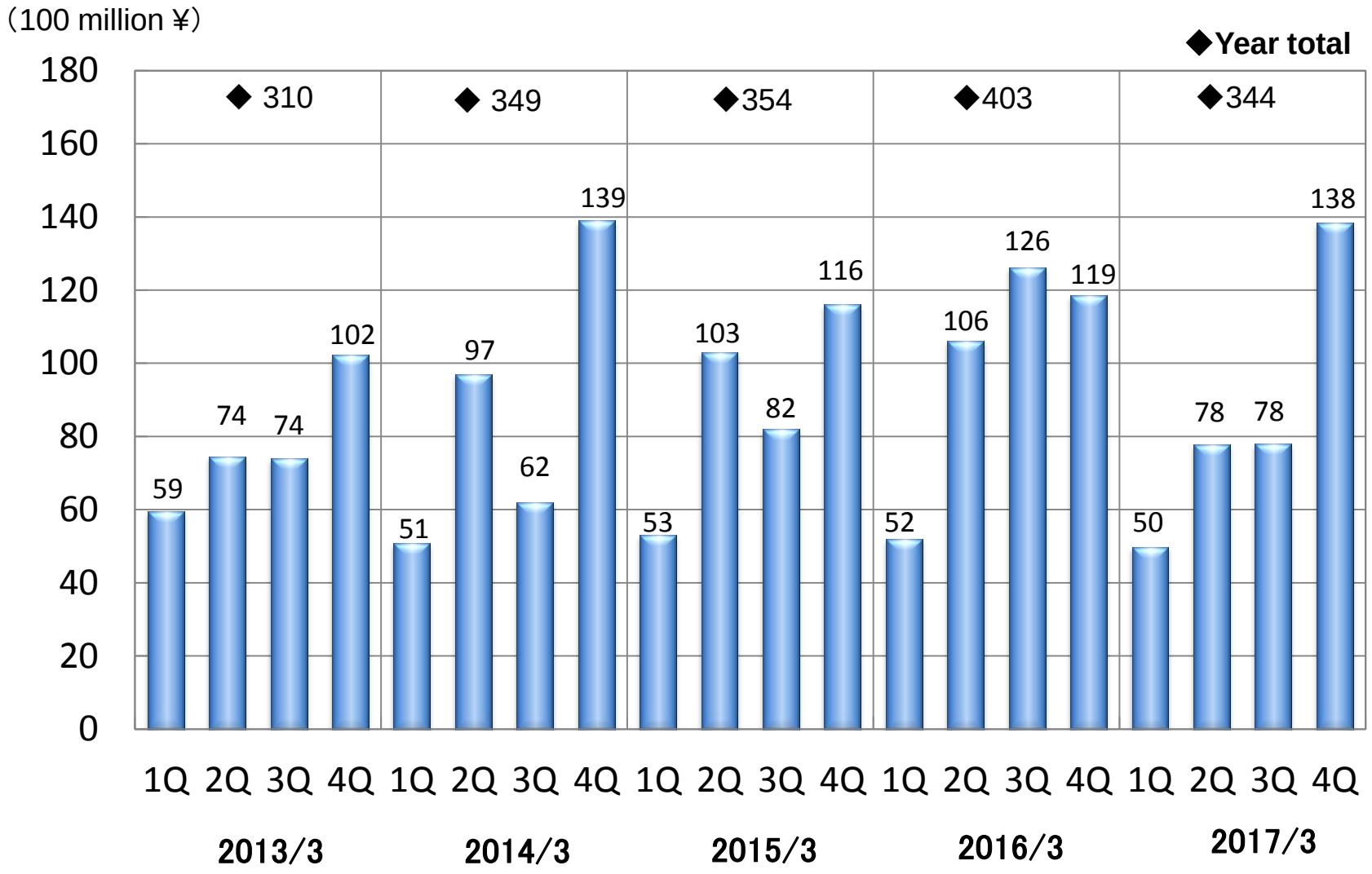
	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018 Forecast
Number of employees	1,814	1,784	2,106	2,189	2,195	2,200
Personnel expenses	14,892	16,972	19,796	20,495	20,261	20,400
Capital expenditures	1,881	1,367	2,116	3,126	1,414	2,100
Depreciation and amortization	2,251	2,172	1,860	2,027	2133	2,130
R&D expenses	3,806	4,184	5,123	4,975	4,885	5,000
(% to net sales)	(5.5%)	(4.6%)	(5.6%)	(5.2%)	(5.6%)	(5.2%)

KOMORI

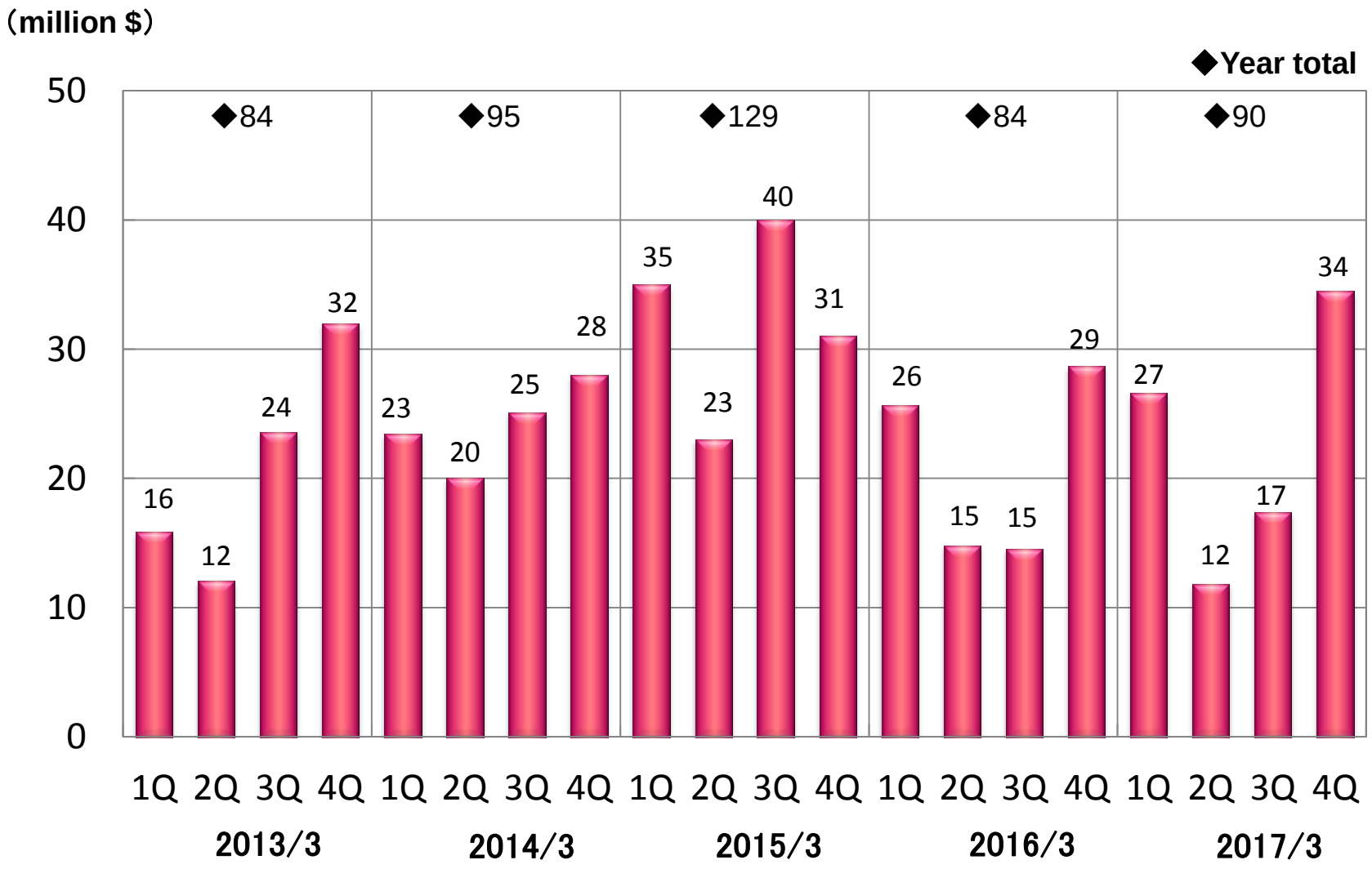
Order Intake in Japanese Market



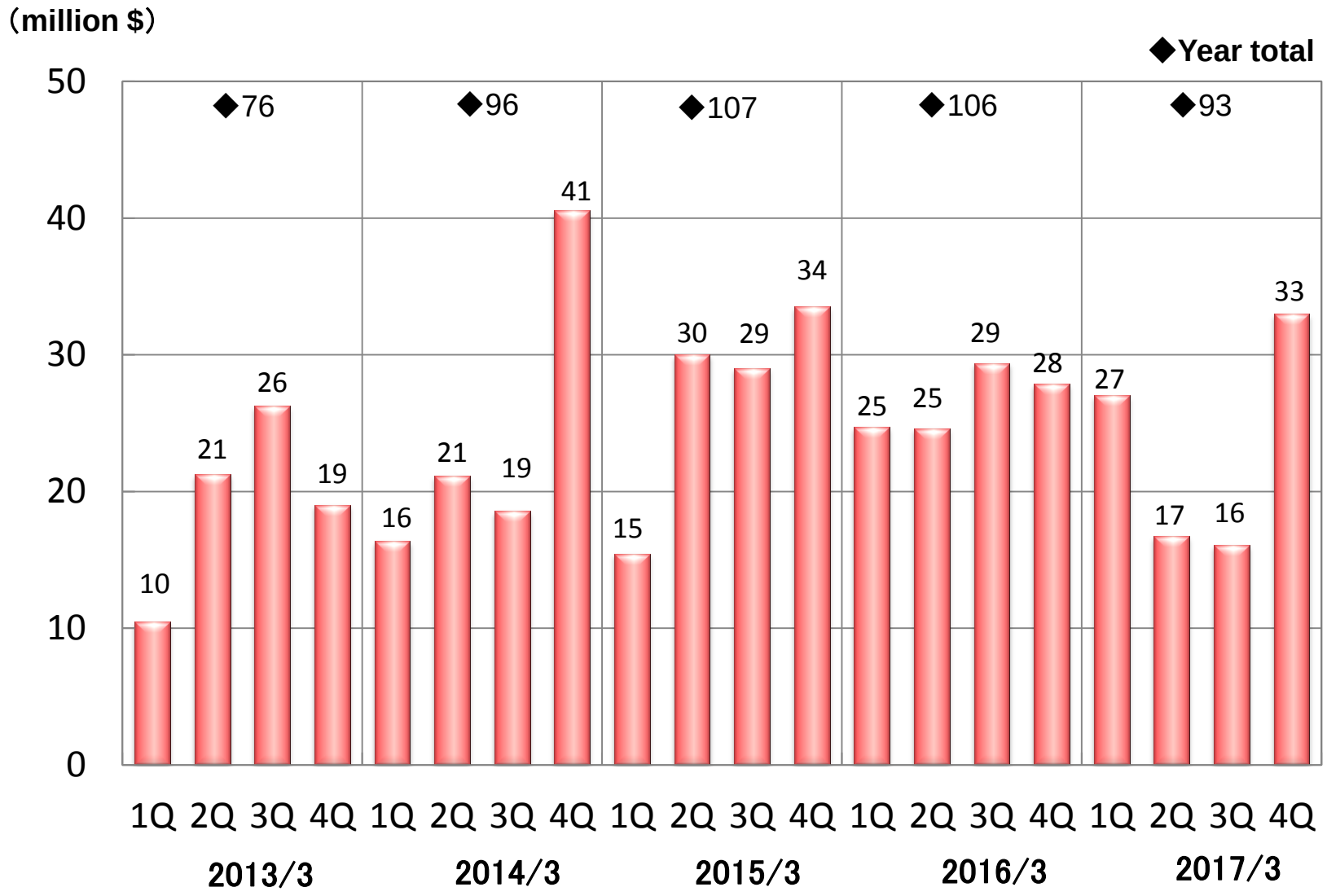
Net Sales in Japanese Market



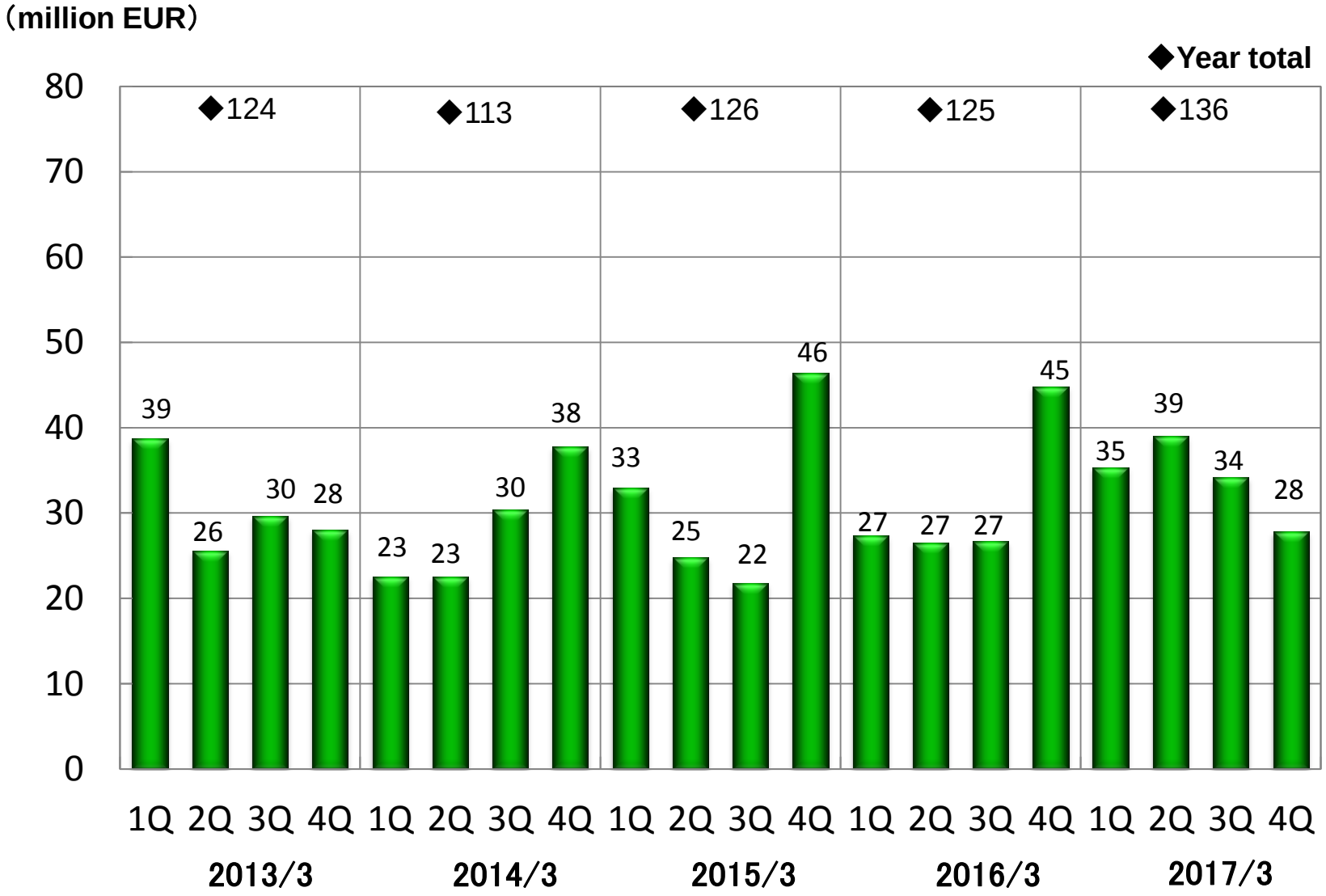
Order Intake in North American Market



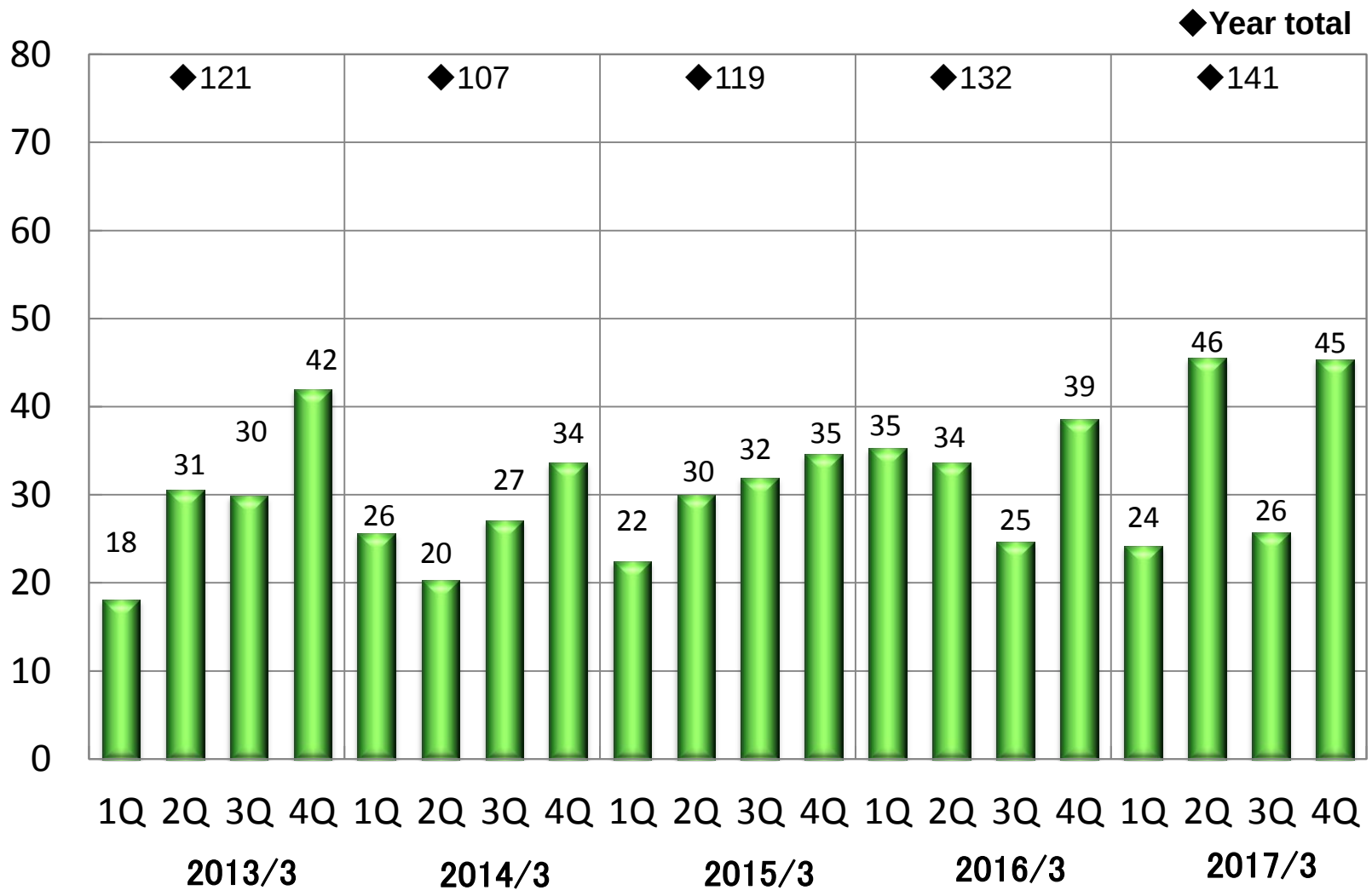
Net Sales in North American Market



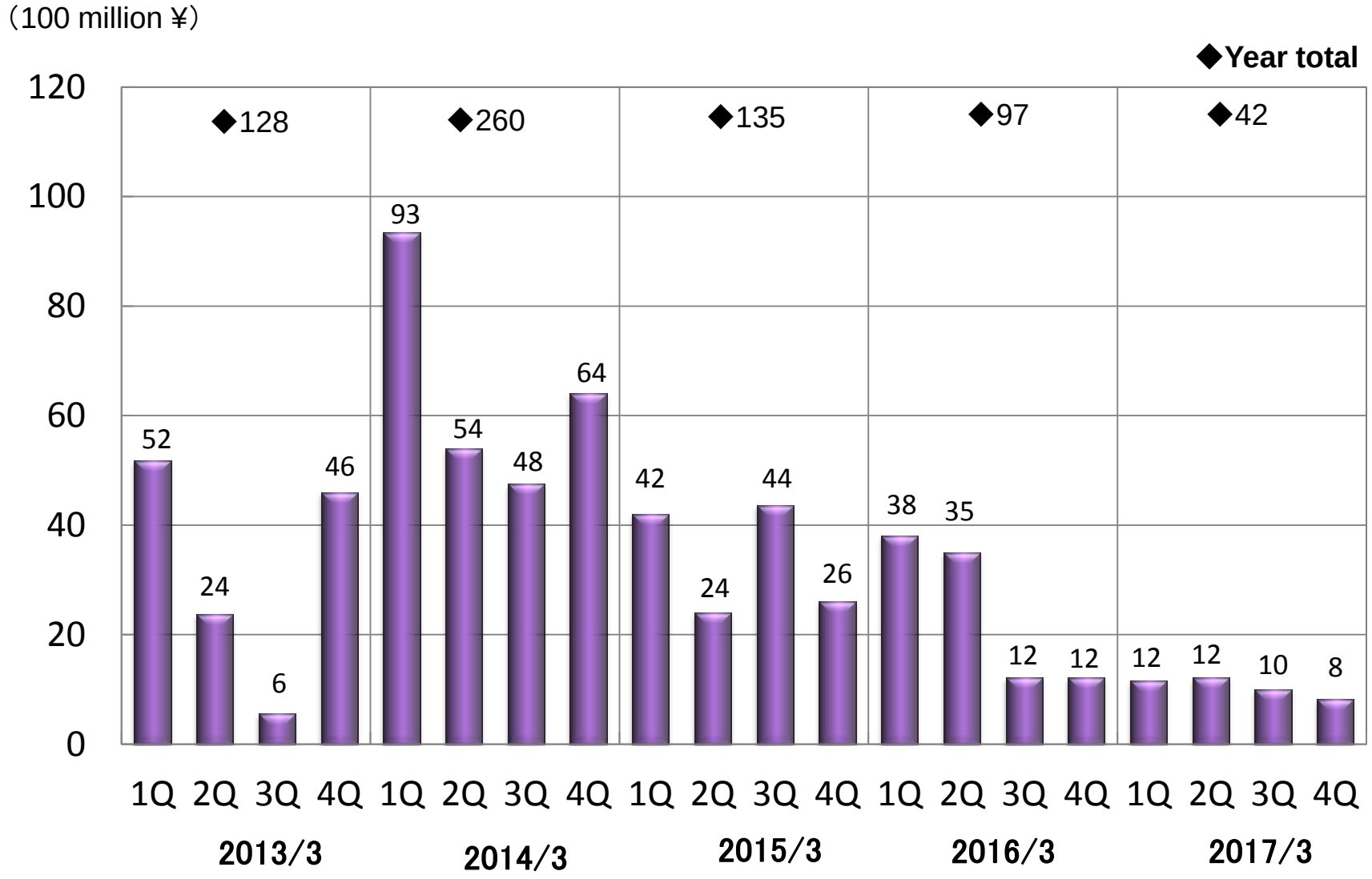
Order Intake in European Market



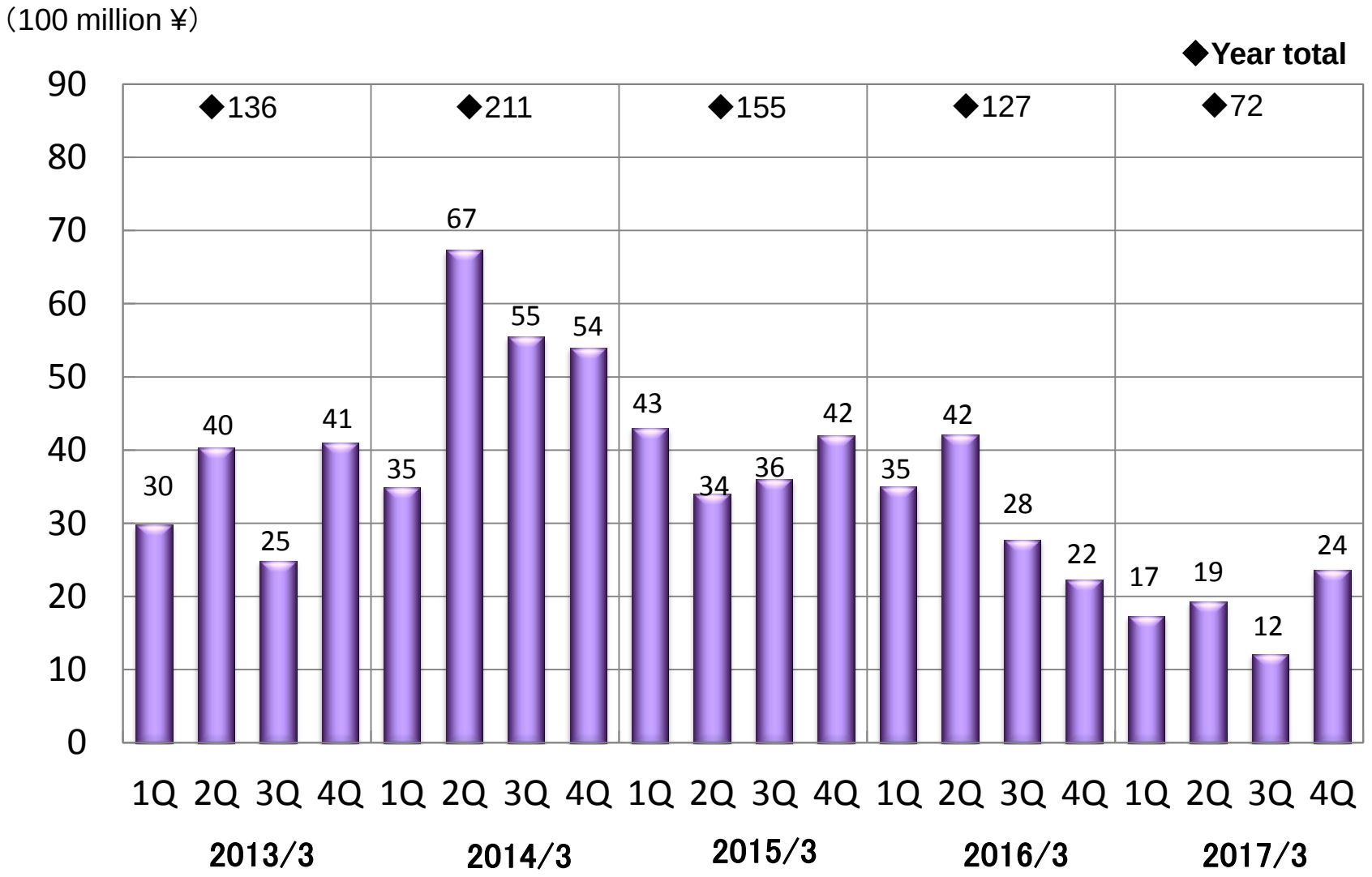
Net Sales in European Market



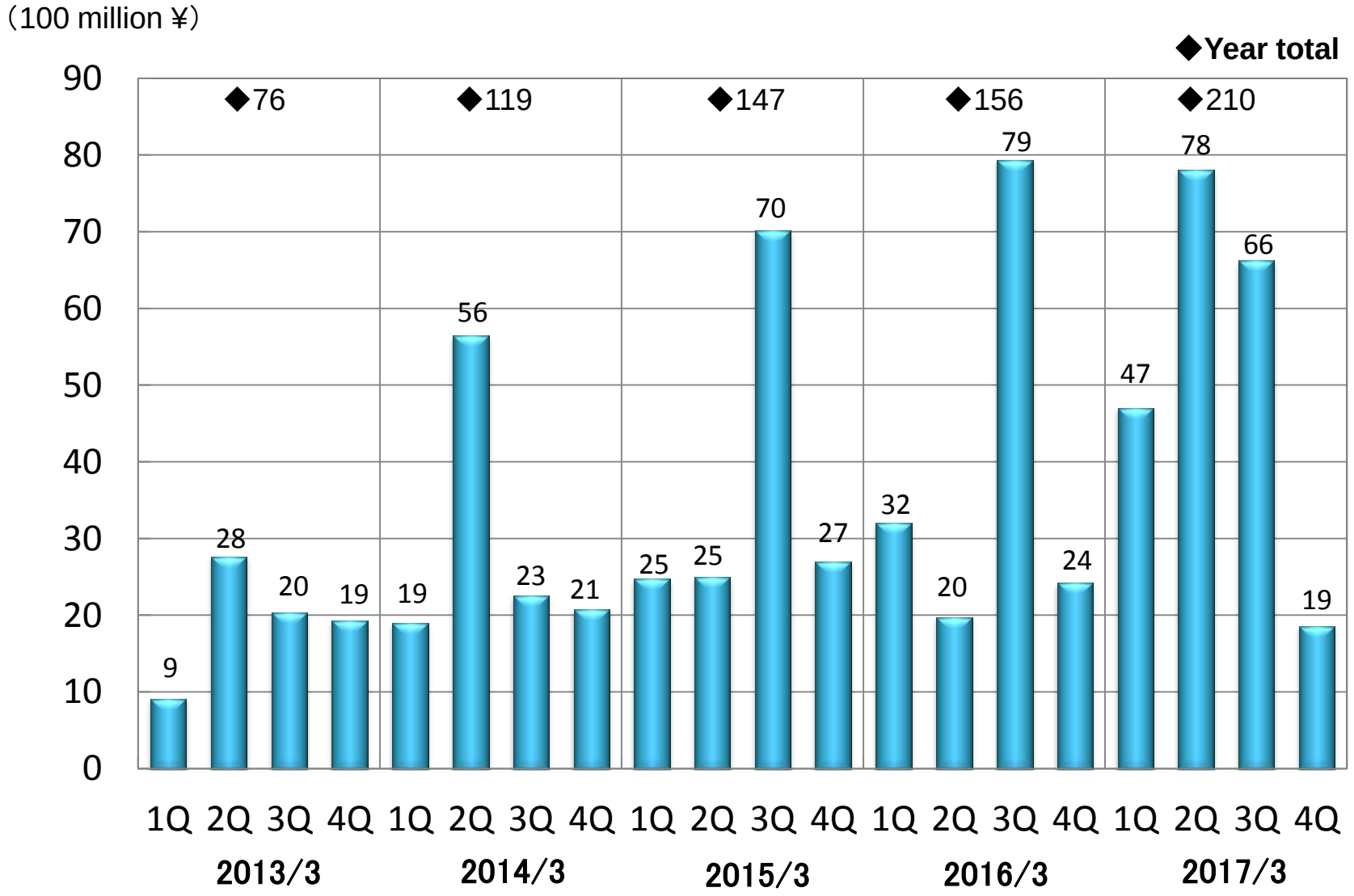
Order Intake in Chinese Market



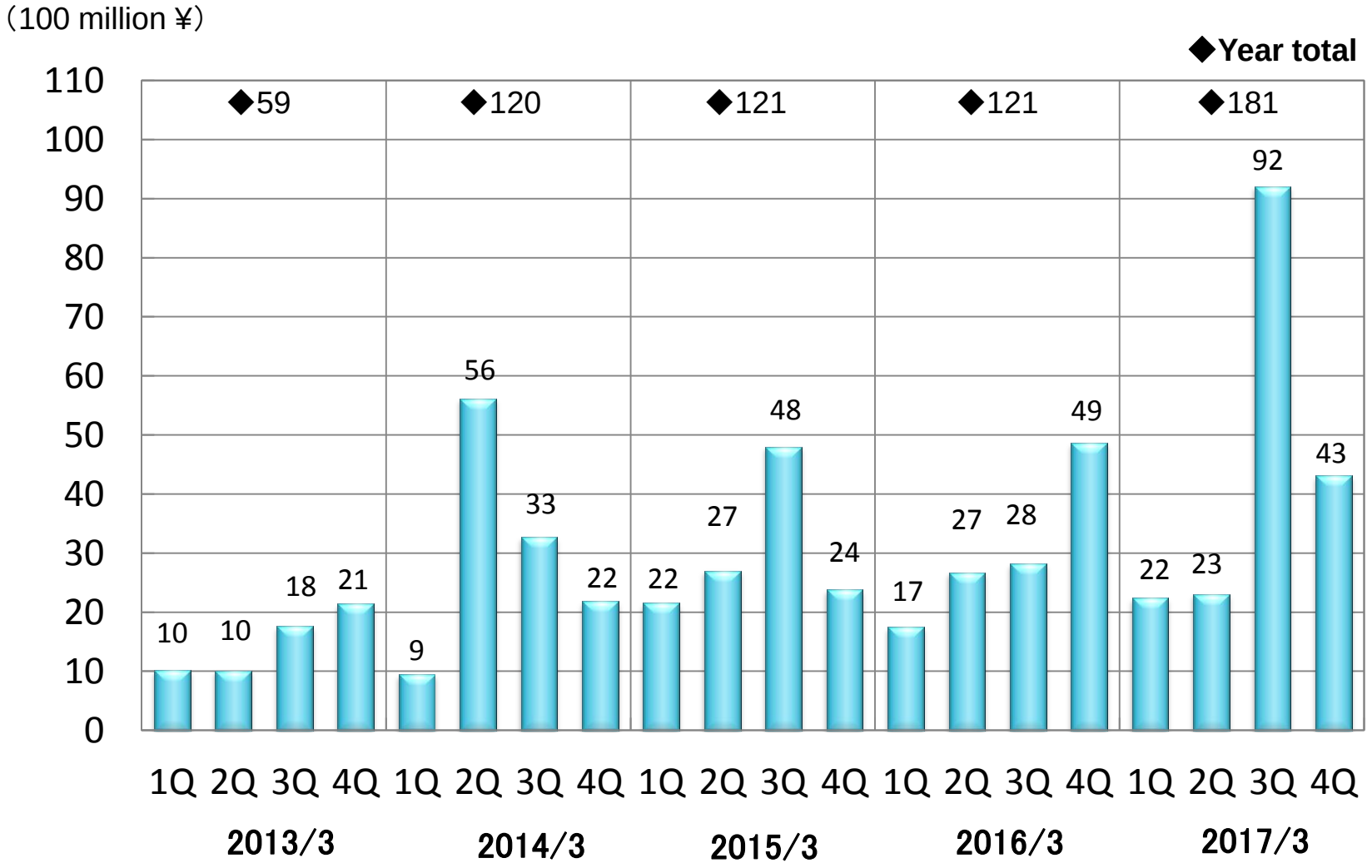
Net Sales in Chinese Market



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.