First Quarter of Fiscal Year 2018
Summary Result Presentation



Komori Corporation

P/L

（100 million ¥）

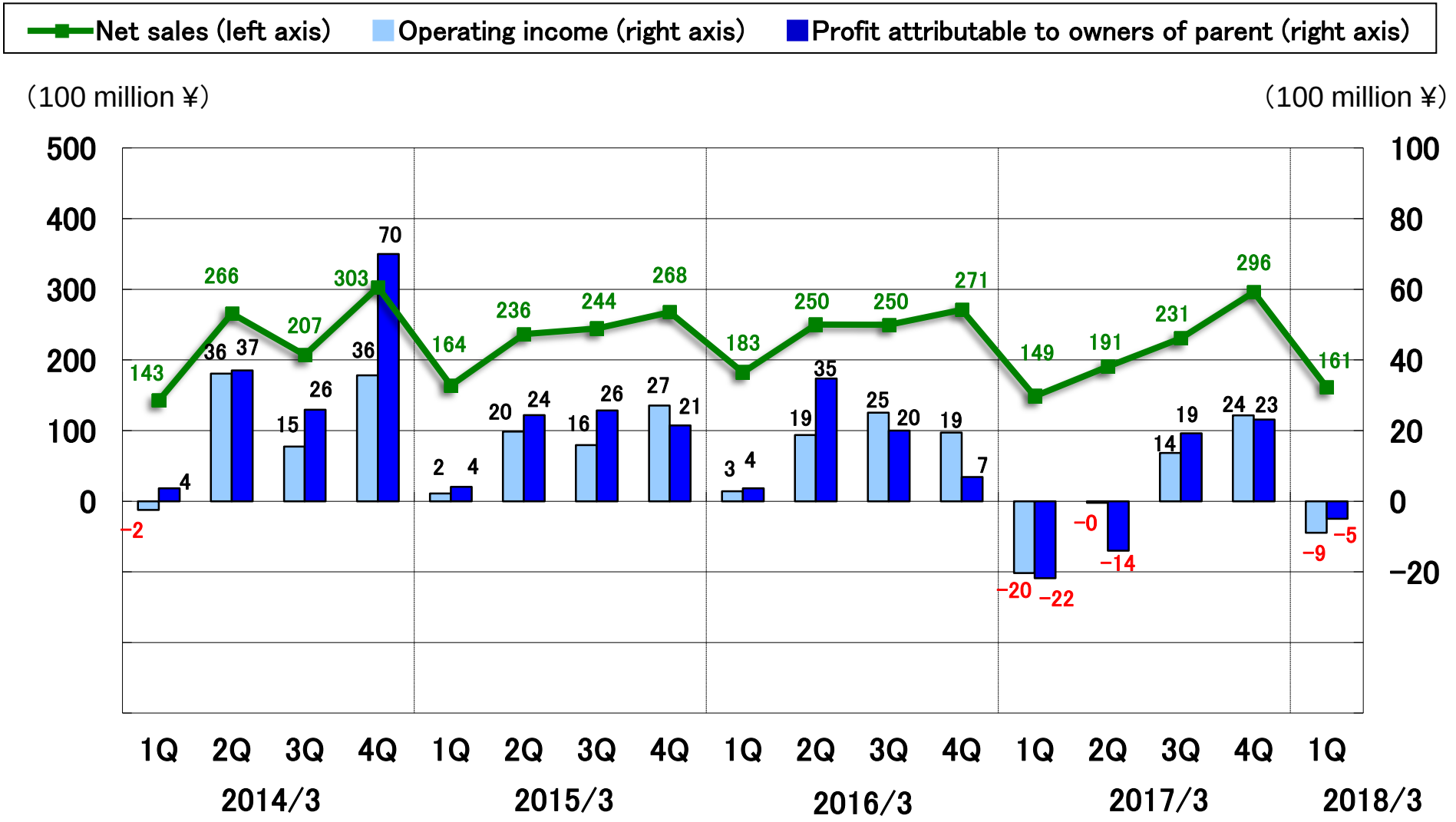
		FY2018 1Q	FY2017 1Q	Change	vs. FY17 1Q	Budget FY2018 1H	Budget FY2018 2H	Budget FY2018 Year Total
Order intake		193	225	−32	86%	505	475	980
Net sales		161	149	12	108%	435	535	970
Operating income		−9	−20	11	−	2	18	20
Ordinary income		−5	−29	24	−	2	19	21
Profit attributable to owners of parent		−5	−22	17	−	1	15	16
FOREX : Average (Yen)	US$	111.61	109.57			105.00	105.00	110.00
	EUR	123.14	123.03			115.00	115.00	120.00
FOREX : End of term (Yen)	US$	112.00	102.91			105.00	105.00	110.00
	EUR	127.97	114.39			115.00	115.00	120.00

Major Assets and Liabilities

(100 million ¥)

	June. 30, 2017	Mar. 31, 2017	Change
Cash and deposits	398	407	−10
Notes and account receivable－trade	194	221	−27
Short-term investment securities	194	187	7
Inventories	356	316	40
Breakdown: Merchandise and finished goods	194	156	38
Property, plant and equipment	335	338	−2
Intangible assets	23	25	−1
Notes and account payable－trade	179	176	3
Short-term loans payable	11	0	10
Bonds payable	100	100	0
Long-term loans payable	0	0	0
Shareholders' equity	1,278	1,294	−17
Total assets	1,826	1,801	25

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

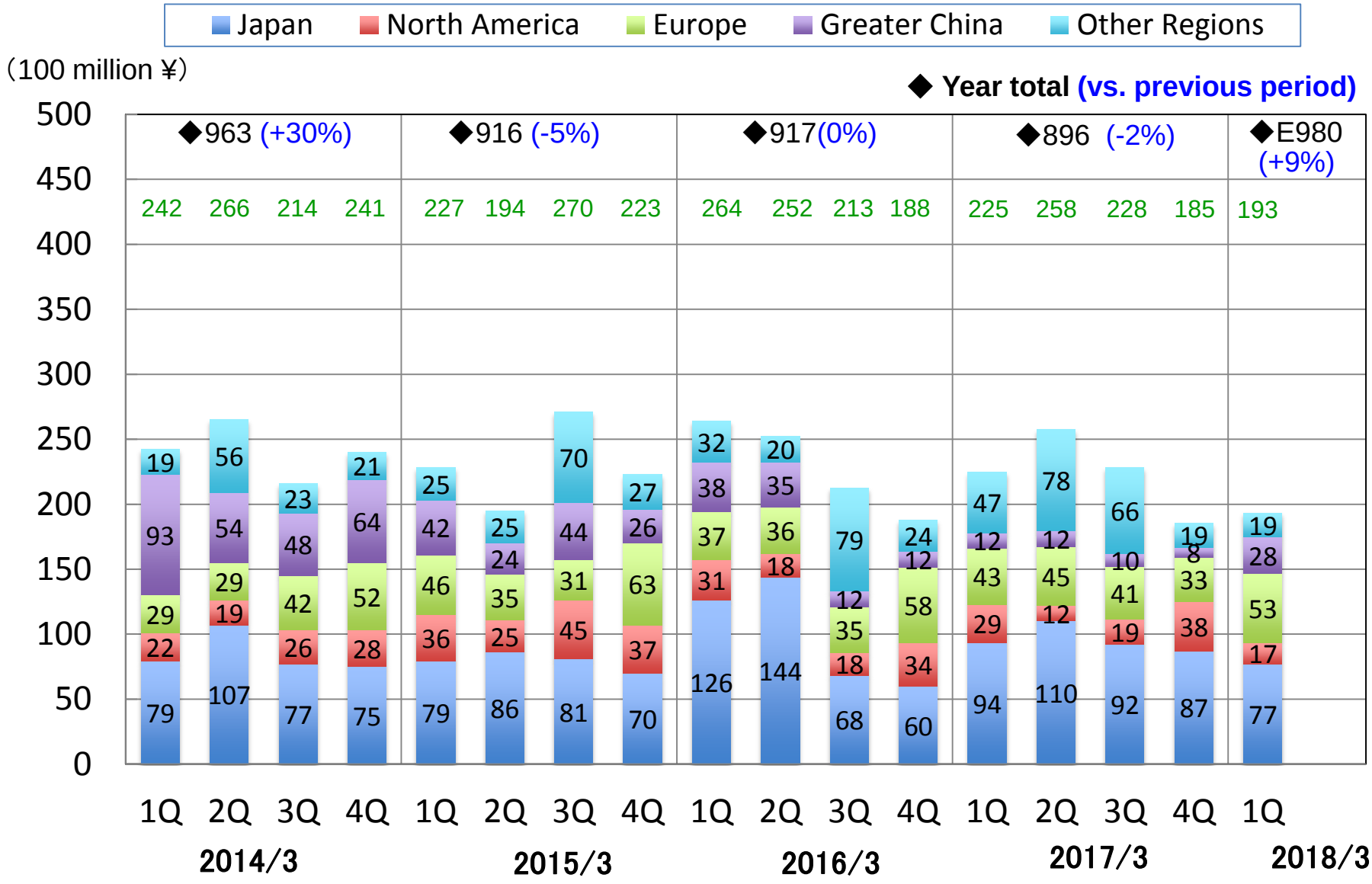


Order Intake by Region

(100 million ¥)

	FY2018 1Q	FY2017 1Q	vs. FY2017
Japan	77	94	82%
North-America	17	29	57%
(million USD)	(15)	(27)	(56%)
Europe	53	43	122%
(million EUR)	(43)	(35)	(122%)
Greater China	28	12	240%
Other Regions	19	47	40%
Total	193	225	86%

Order Intake by Region

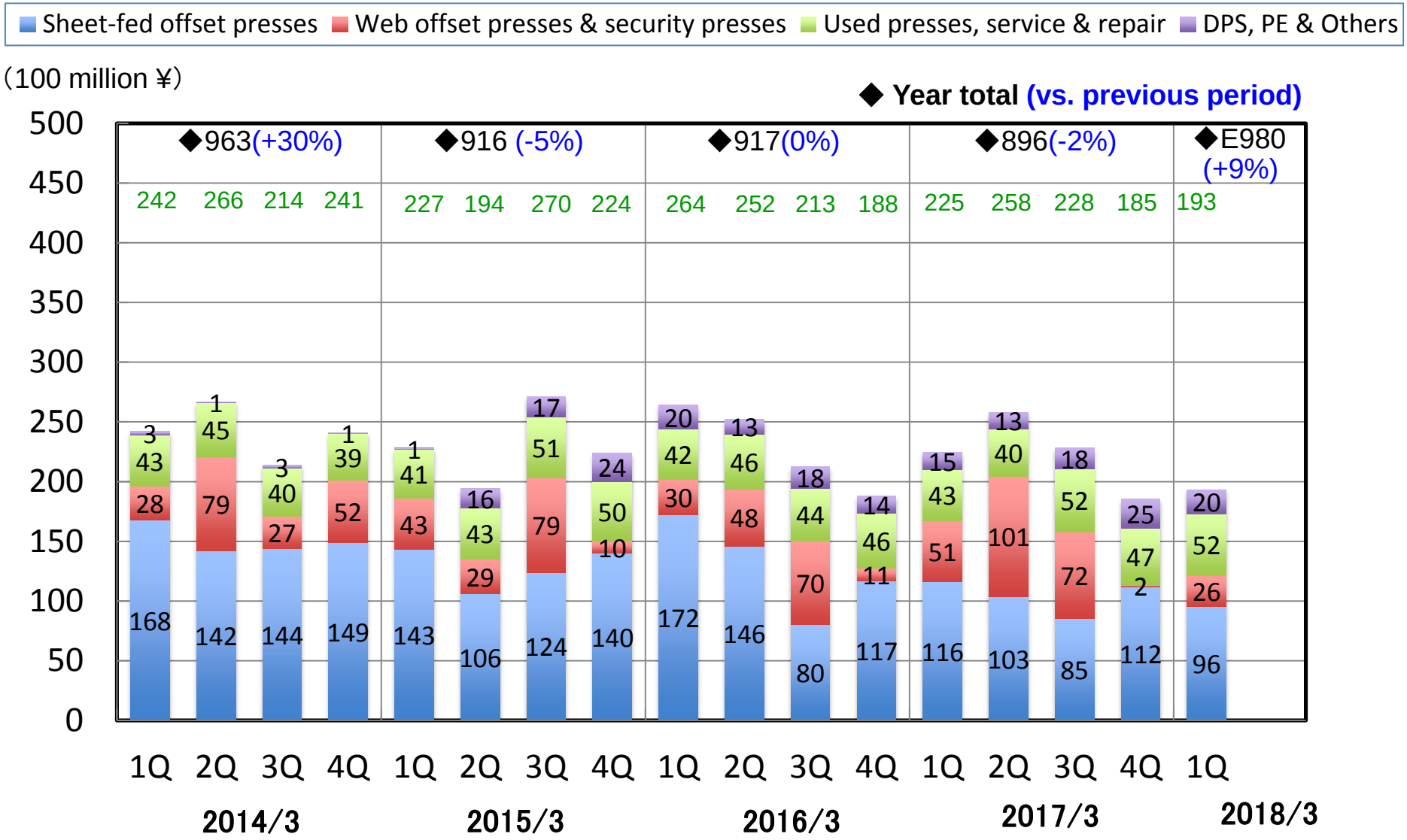


Order Intake by Model

(100 million ¥)

	FY2018 1Q	FY2017 1Q	vs. FY2017
Sheet-fed offset presses	96	116	82%
Web offset presses & Security presses	26	51	50%
Used presses, service & repair	52	43	120%
DPS, PE & Others	20	15	139%
Total	193	225	86%

Order Intake by Model

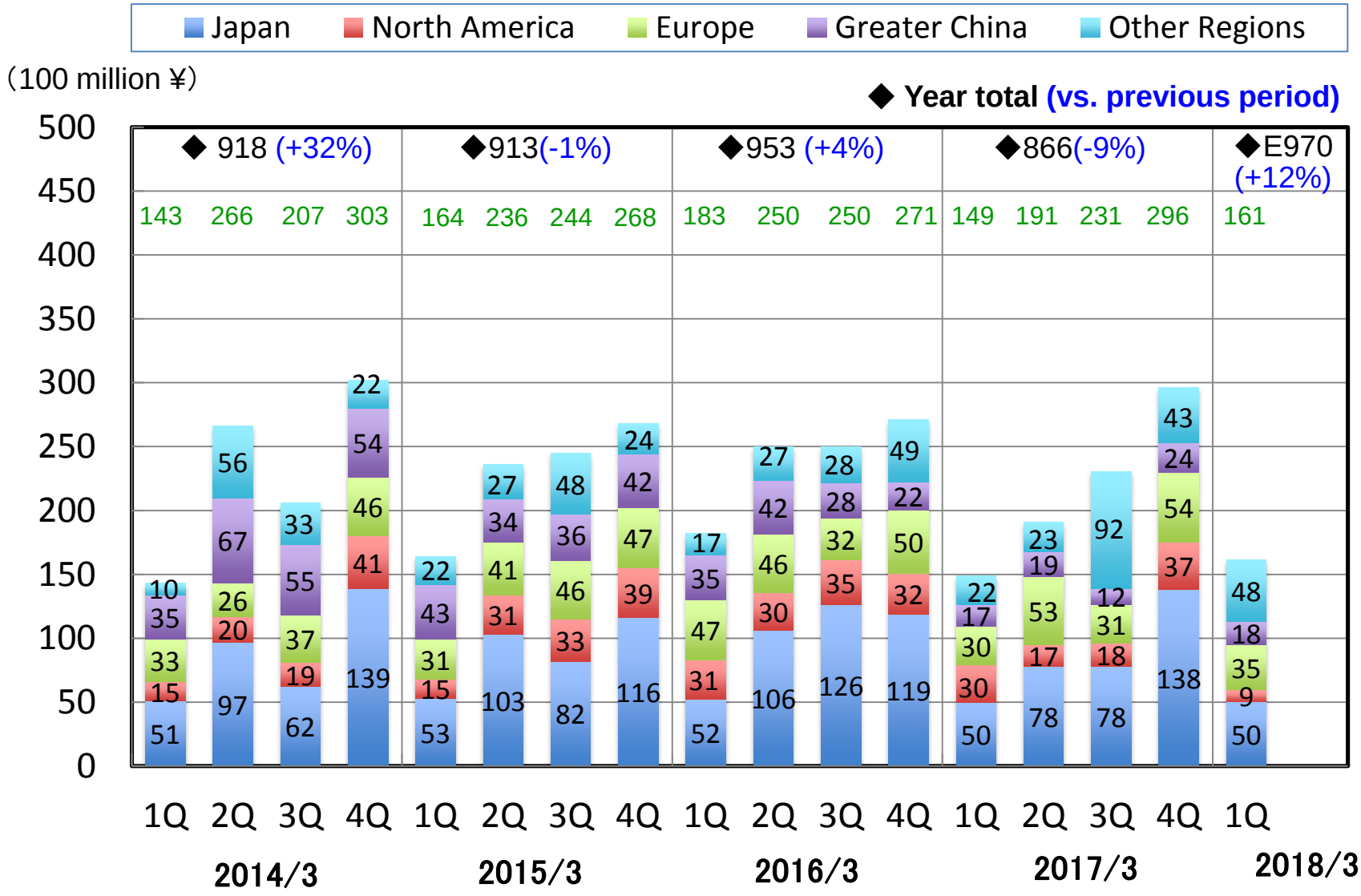


Net Sales by Region

(100 million ¥)

	FY2018 1Q	FY2017 1Q	vs. FY2017
Japan	50	50	101%
North-America	9	30	31%
(million USD)	(8)	(27)	(31%)
Europe	35	30	119%
(million EUR)	(29)	(24)	(119%)
Greater China	18	17	106%
Other Regions	48	22	214%
Total	161	149	108%

Net Sales by Region

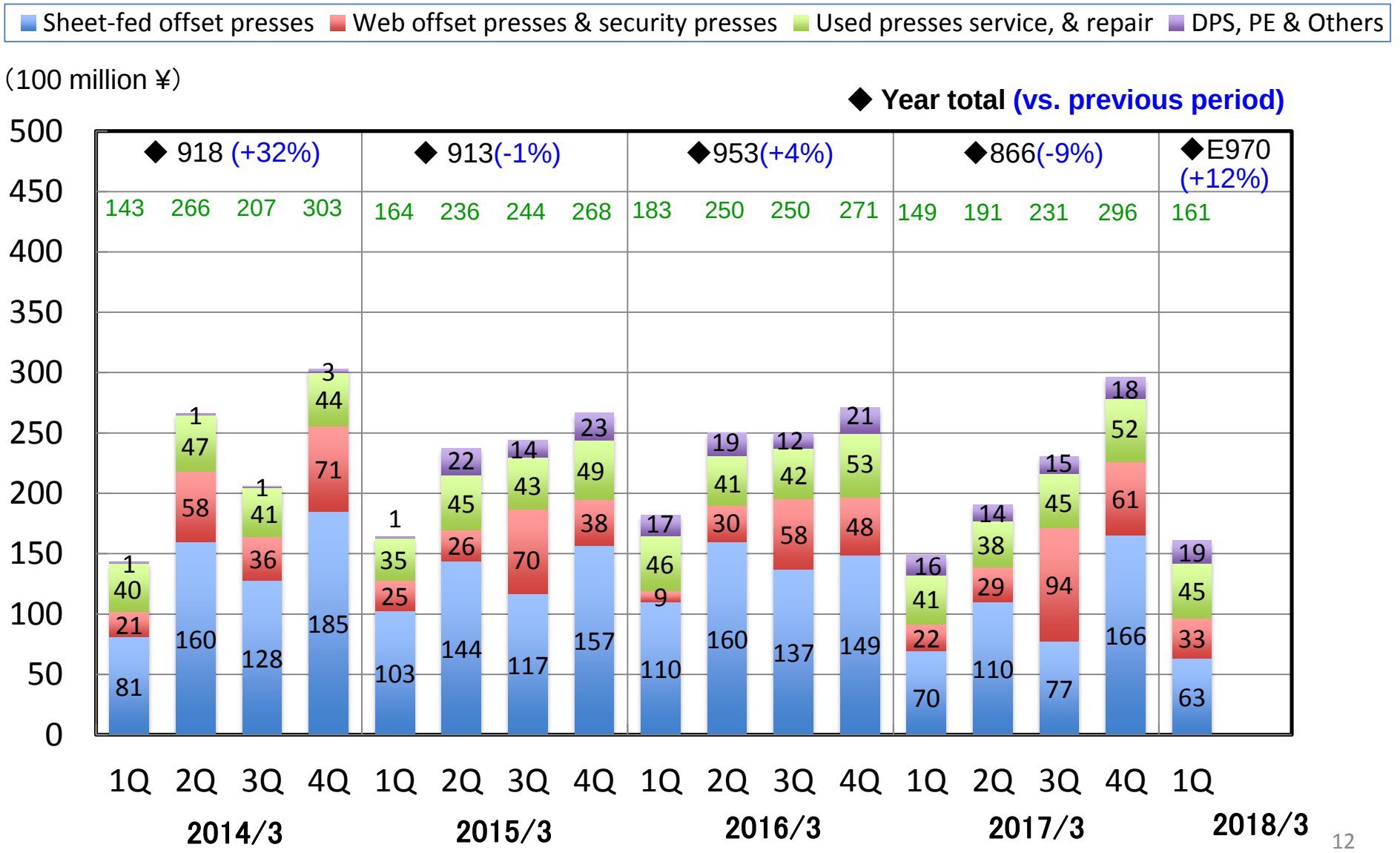


Net Sales by Model

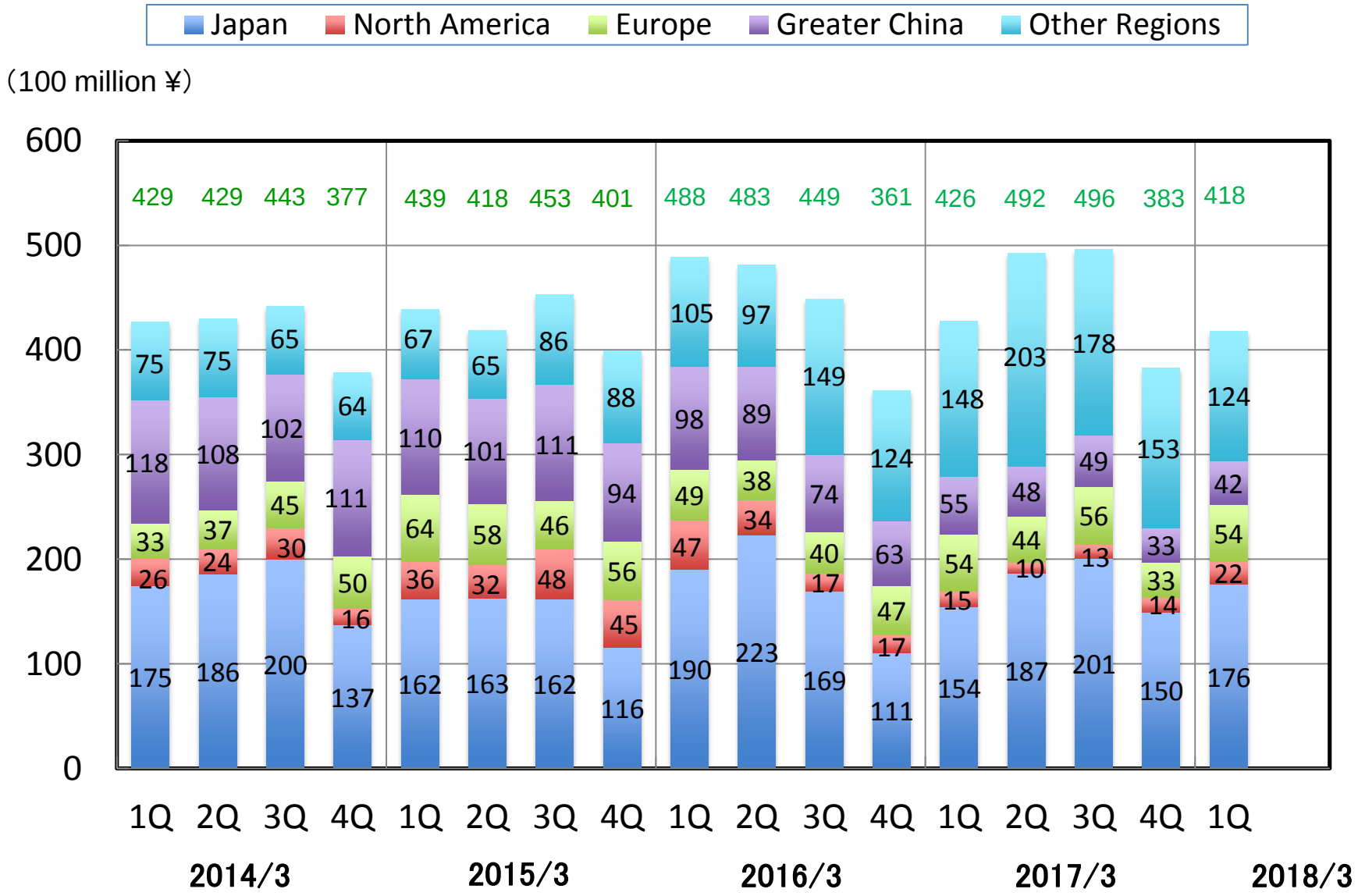
（100 million ¥）

	FY2018 1Q	FY2017 1Q	vs. FY2017
Sheet-fed offset presses	63	70	91%
Web offset presses & Security presses	33	22	152%
Used presses, service & repair	45	41	111%
DPS, PE & Others	19	16	116%
Total	161	149	108%

Net Sales by Model

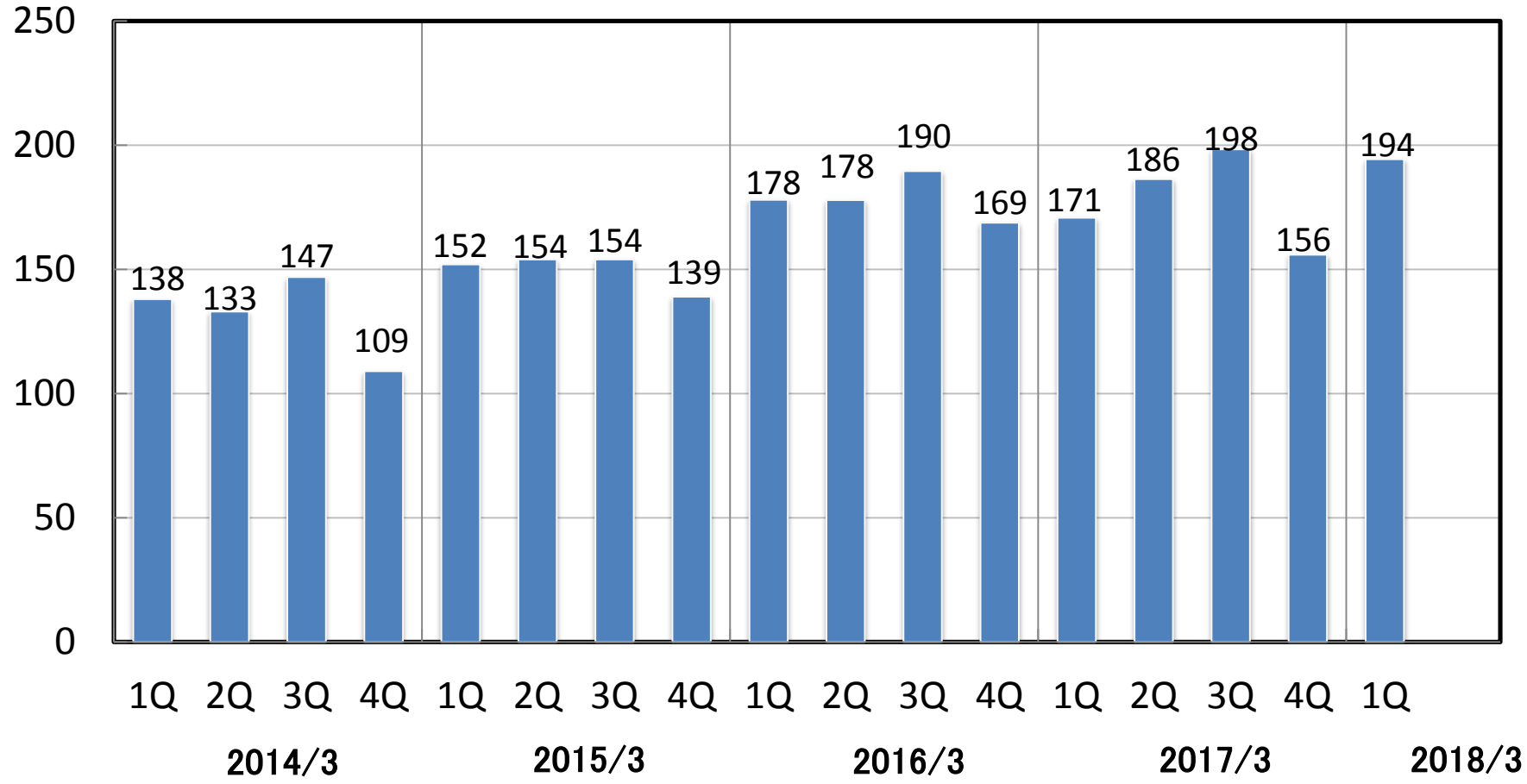


Order Backlog

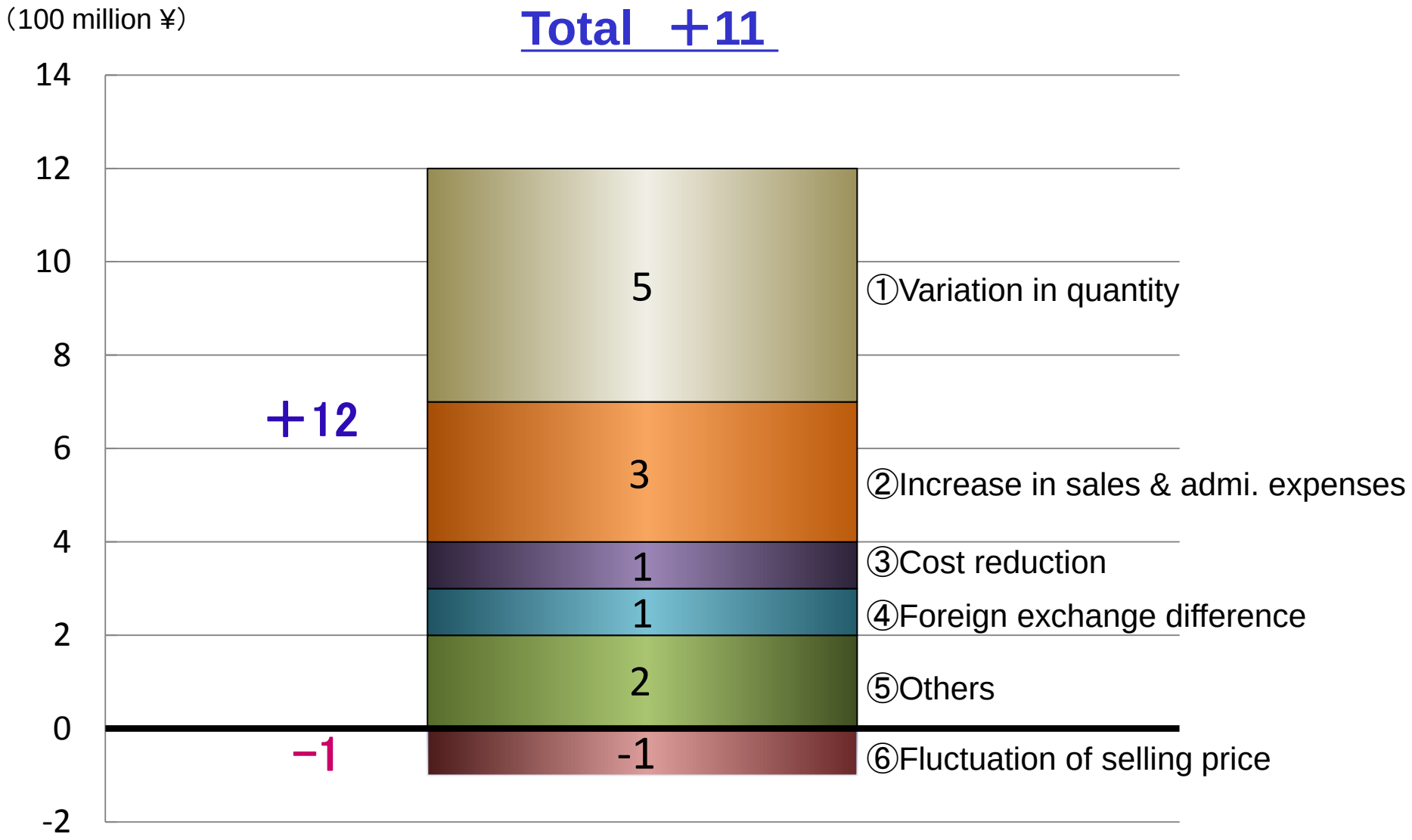


Inventories（Finished Goods, Cost of Sales）

（100 million ¥）

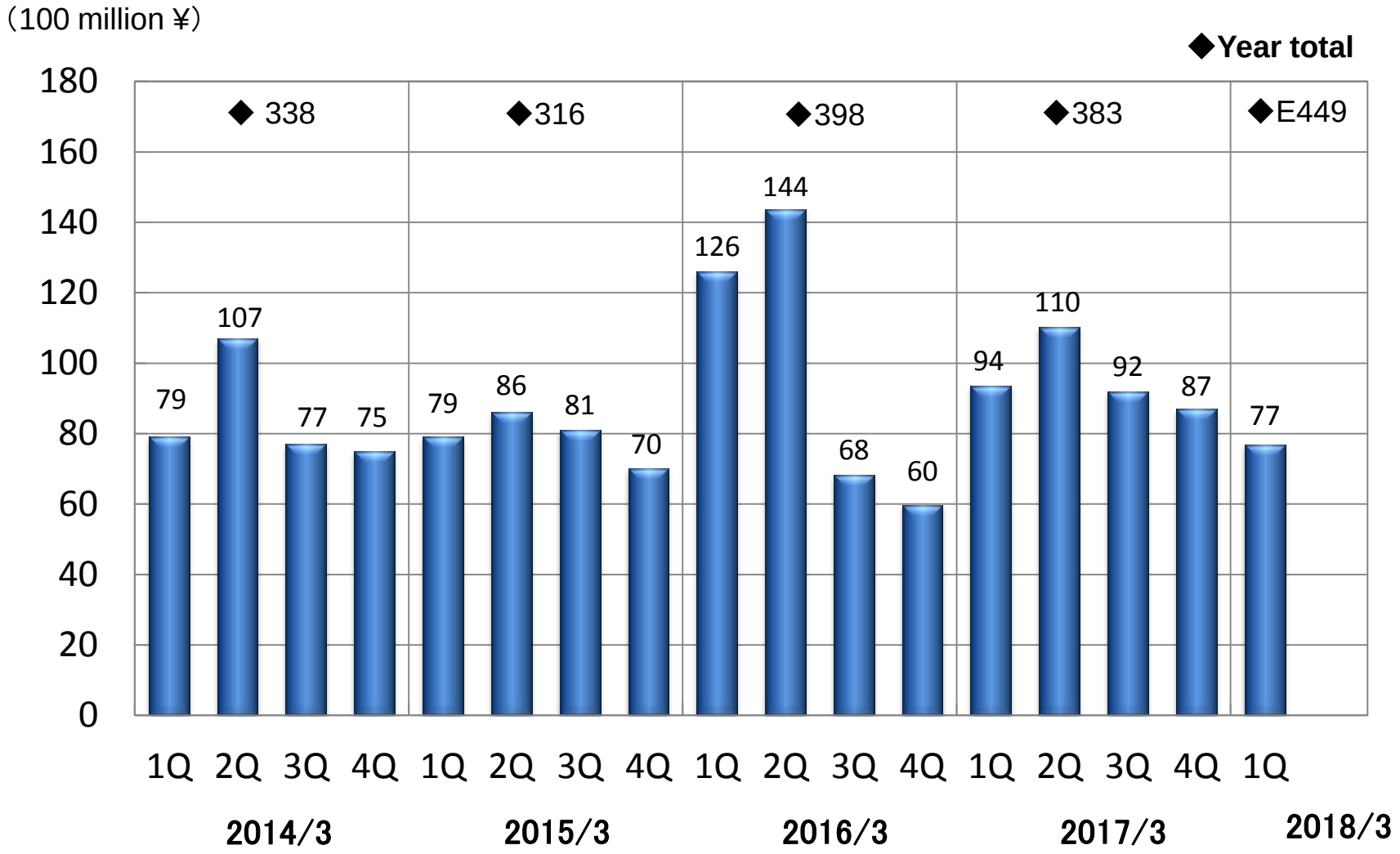


Analysis of Operating Income for 1Q FY2018 (vs. 1Q FY2017)

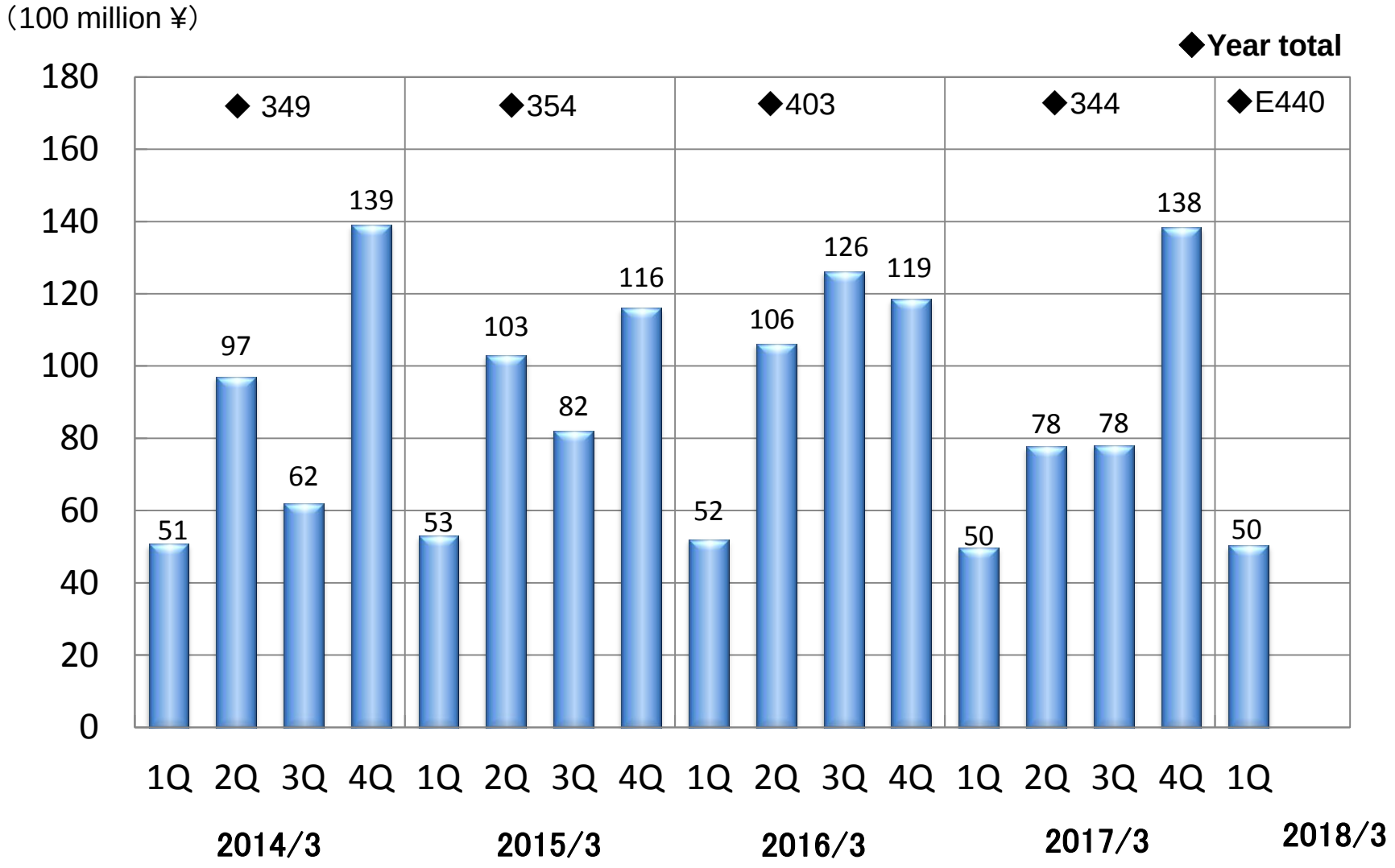


Appendix: Detailed Order Intake and Net Sales by Region

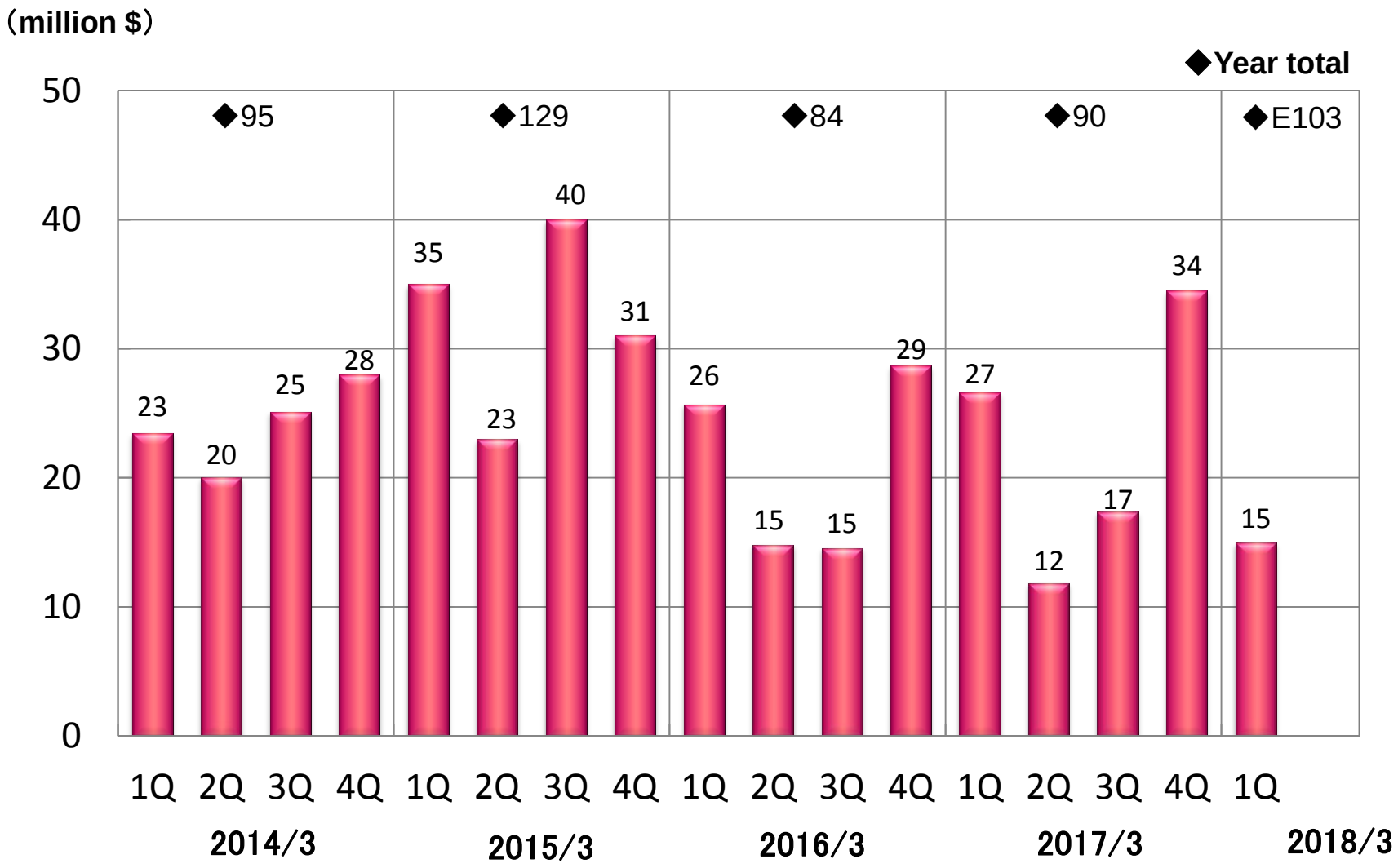
Order Intake in Japanese Market



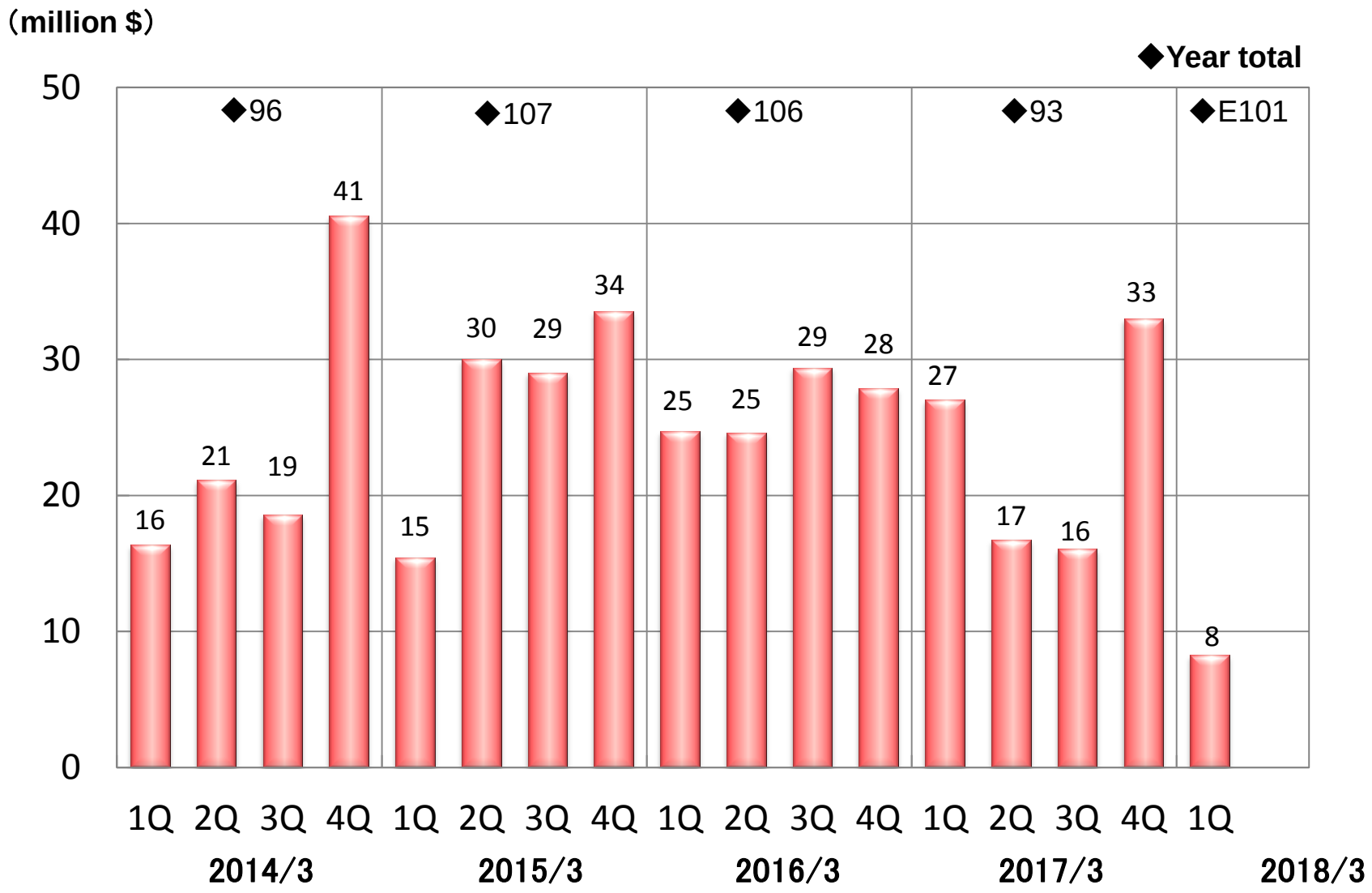
Net Sales in Japanese Market



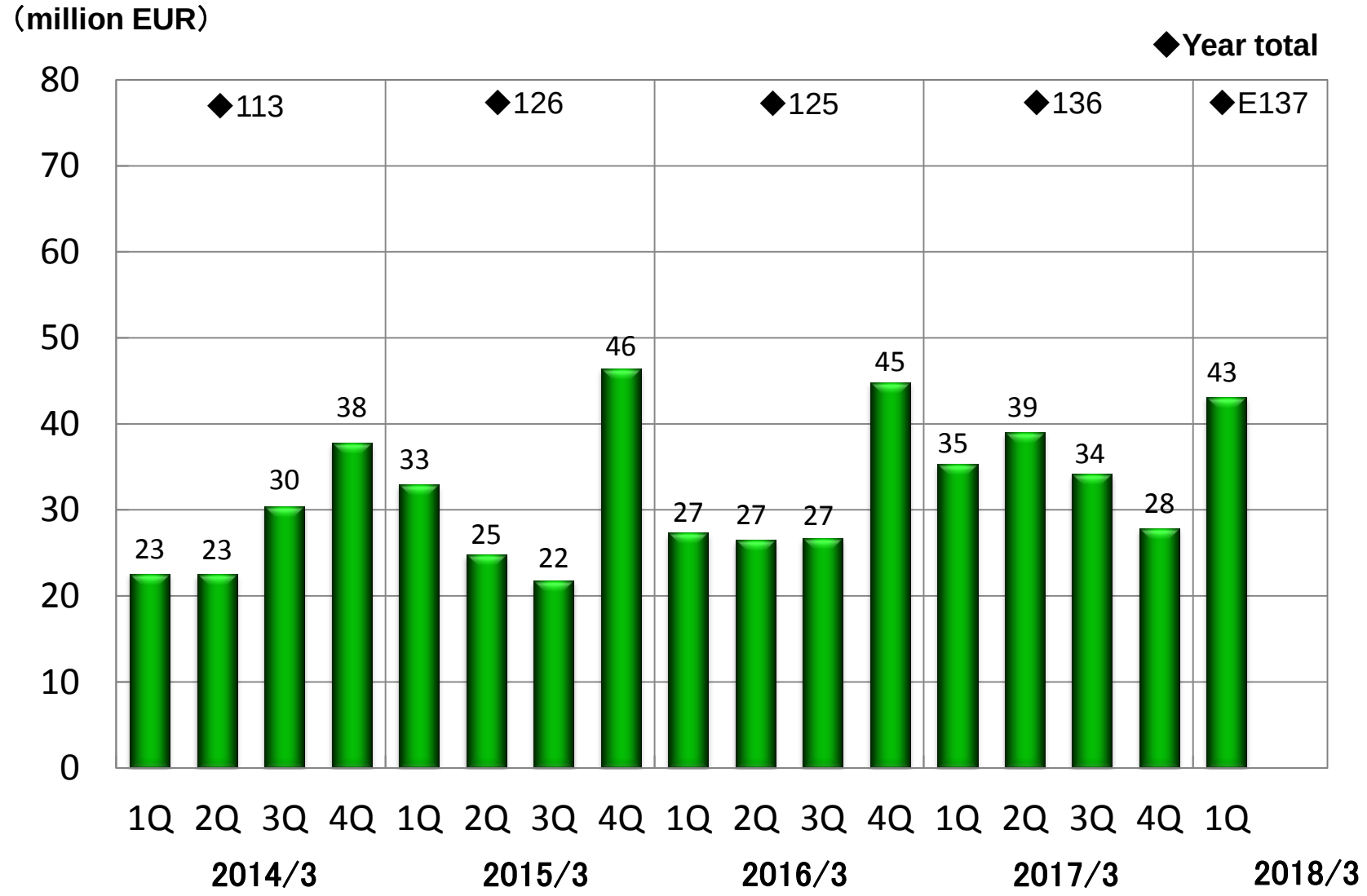
Order Intake in North American Market



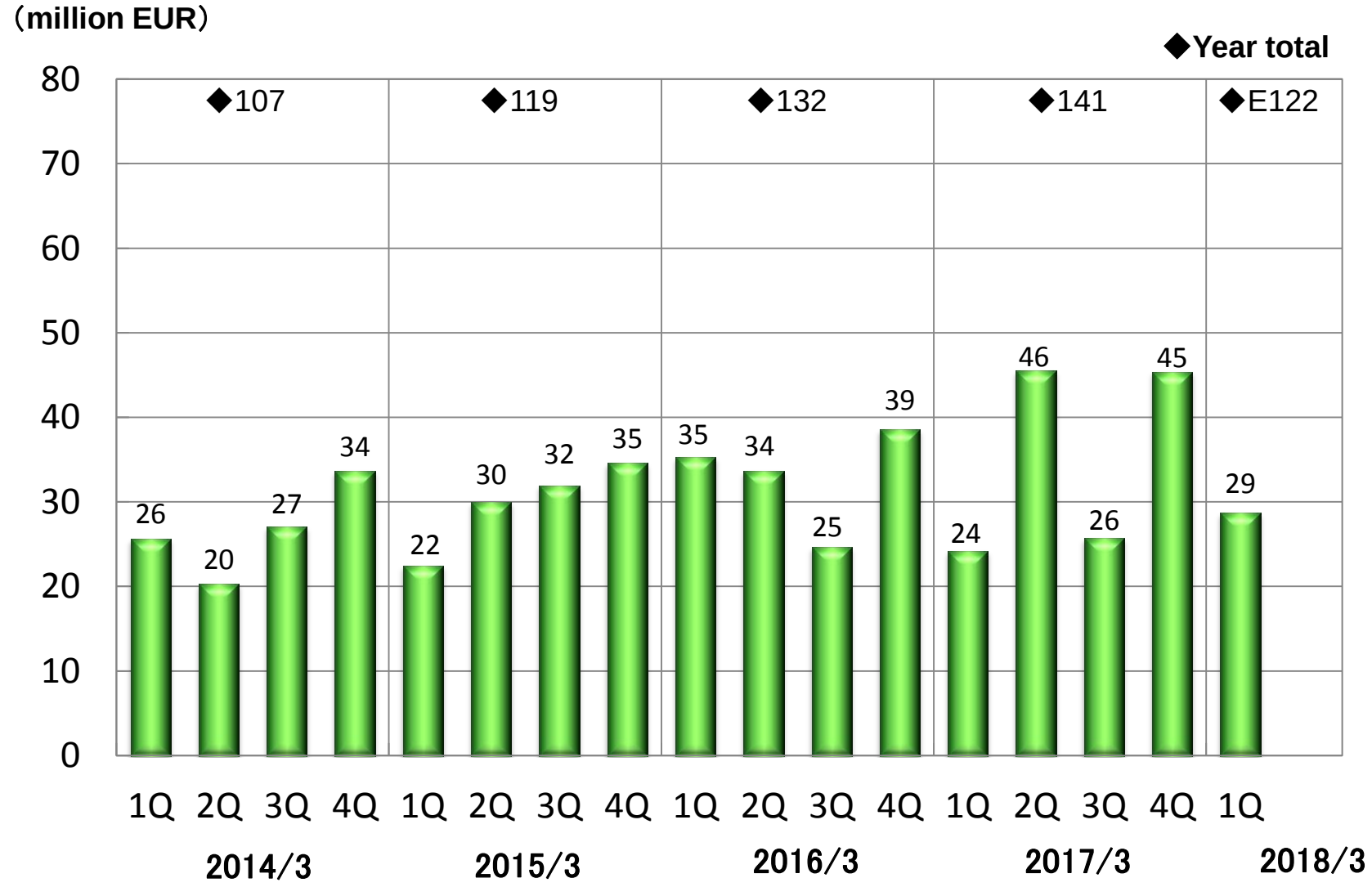
Net Sales in North American Market



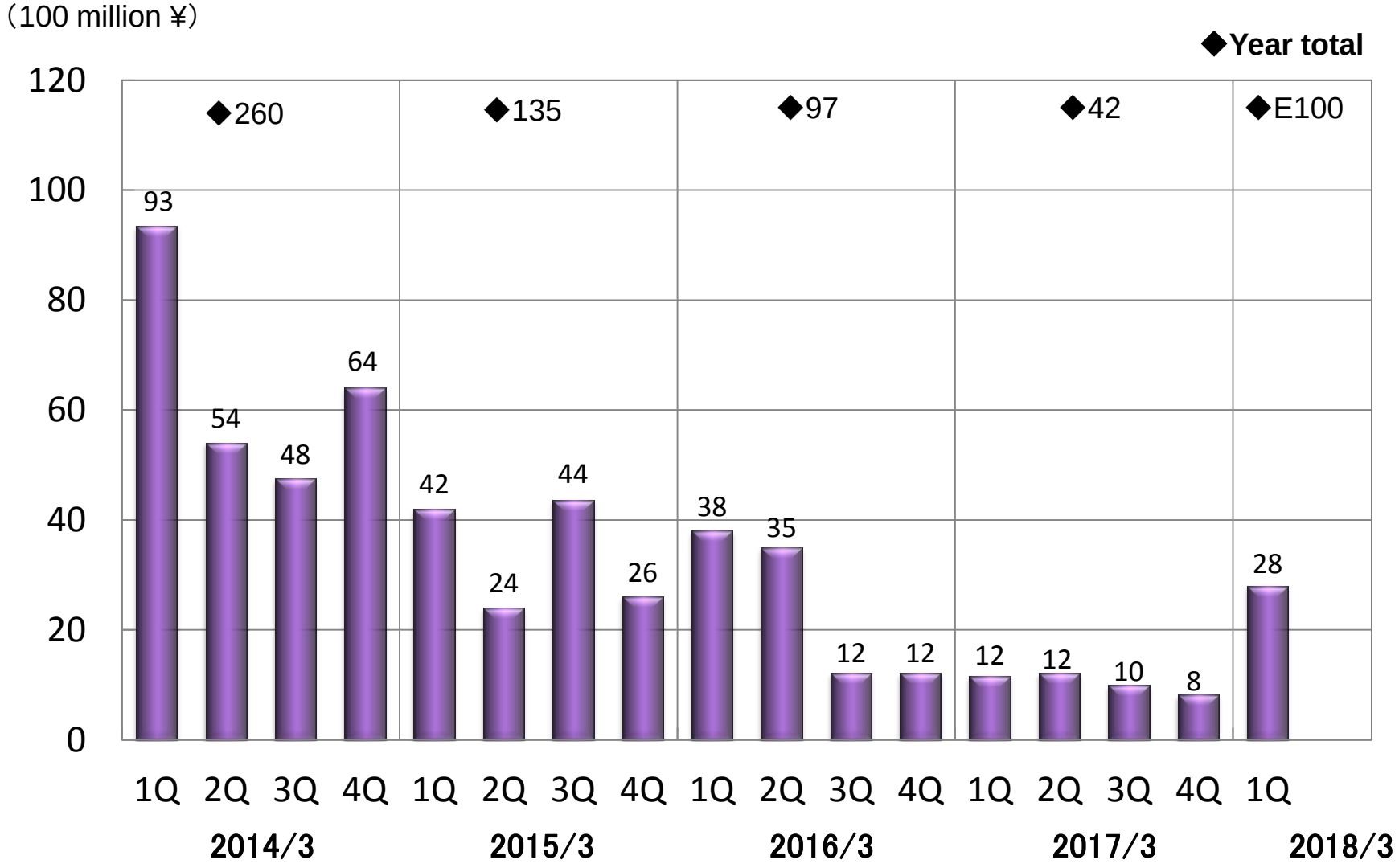
Order Intake in European Market



Net Sales in European Market

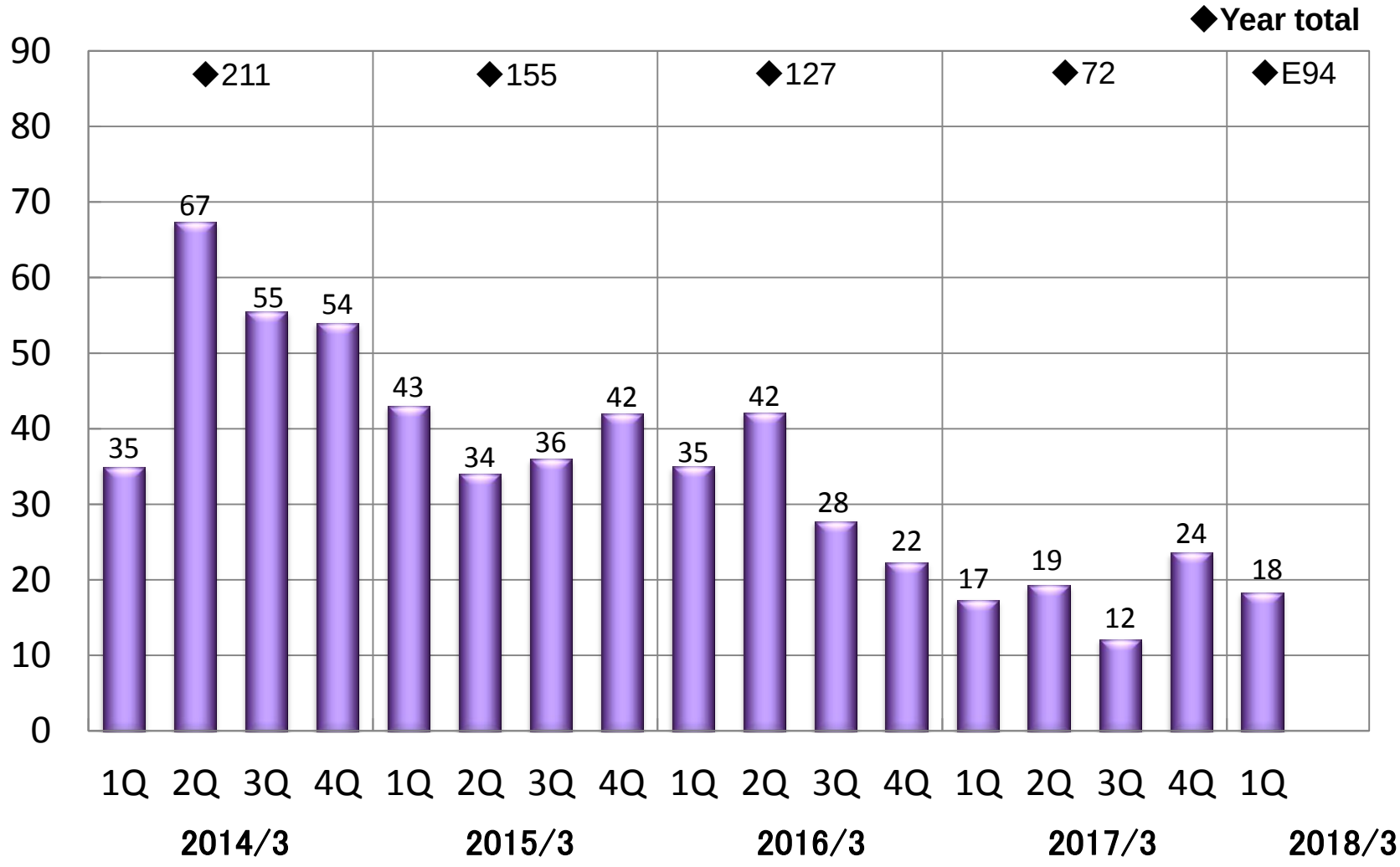


Order Intake in Chinese Market

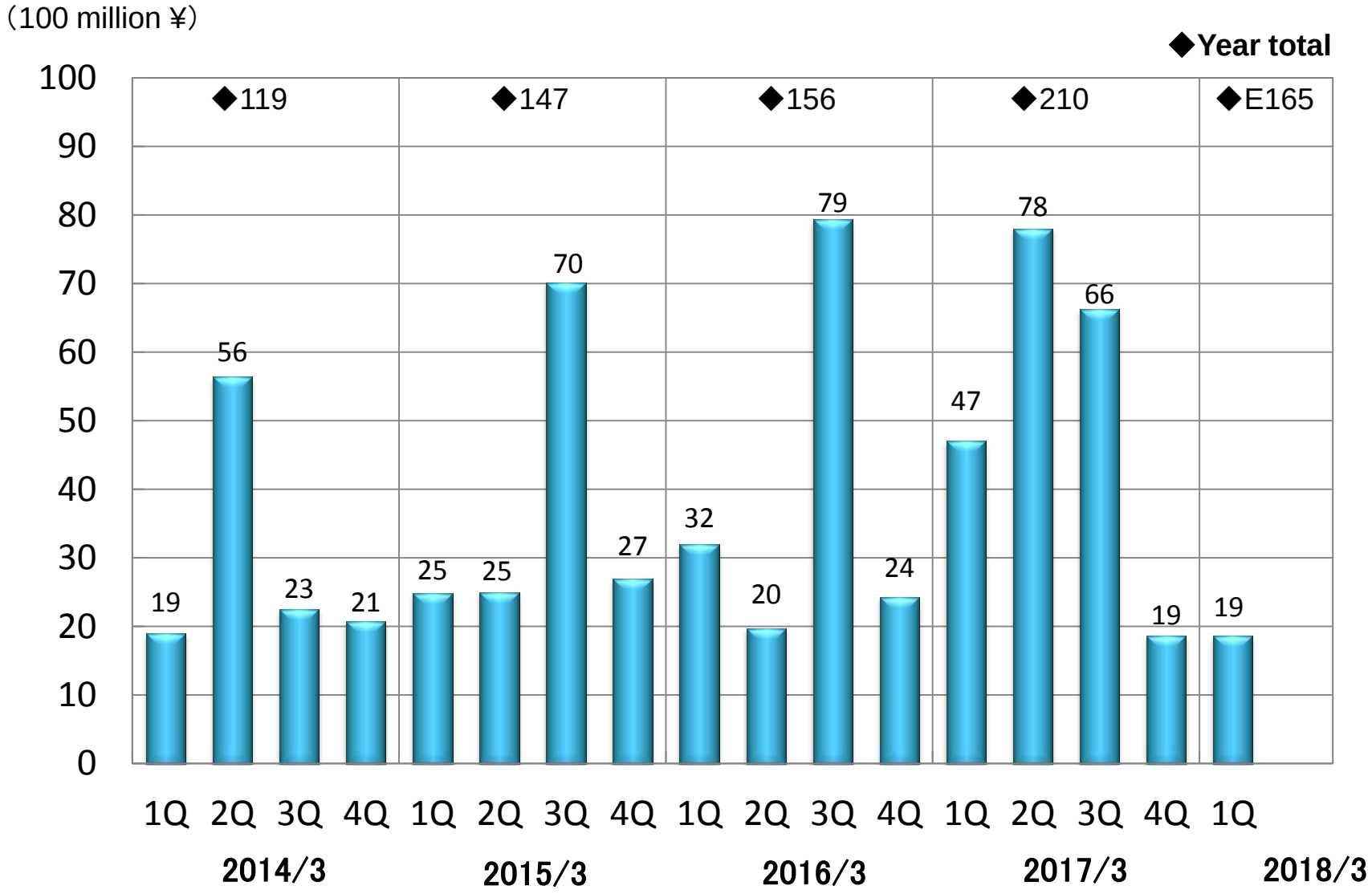


Net Sales in Chinese Market

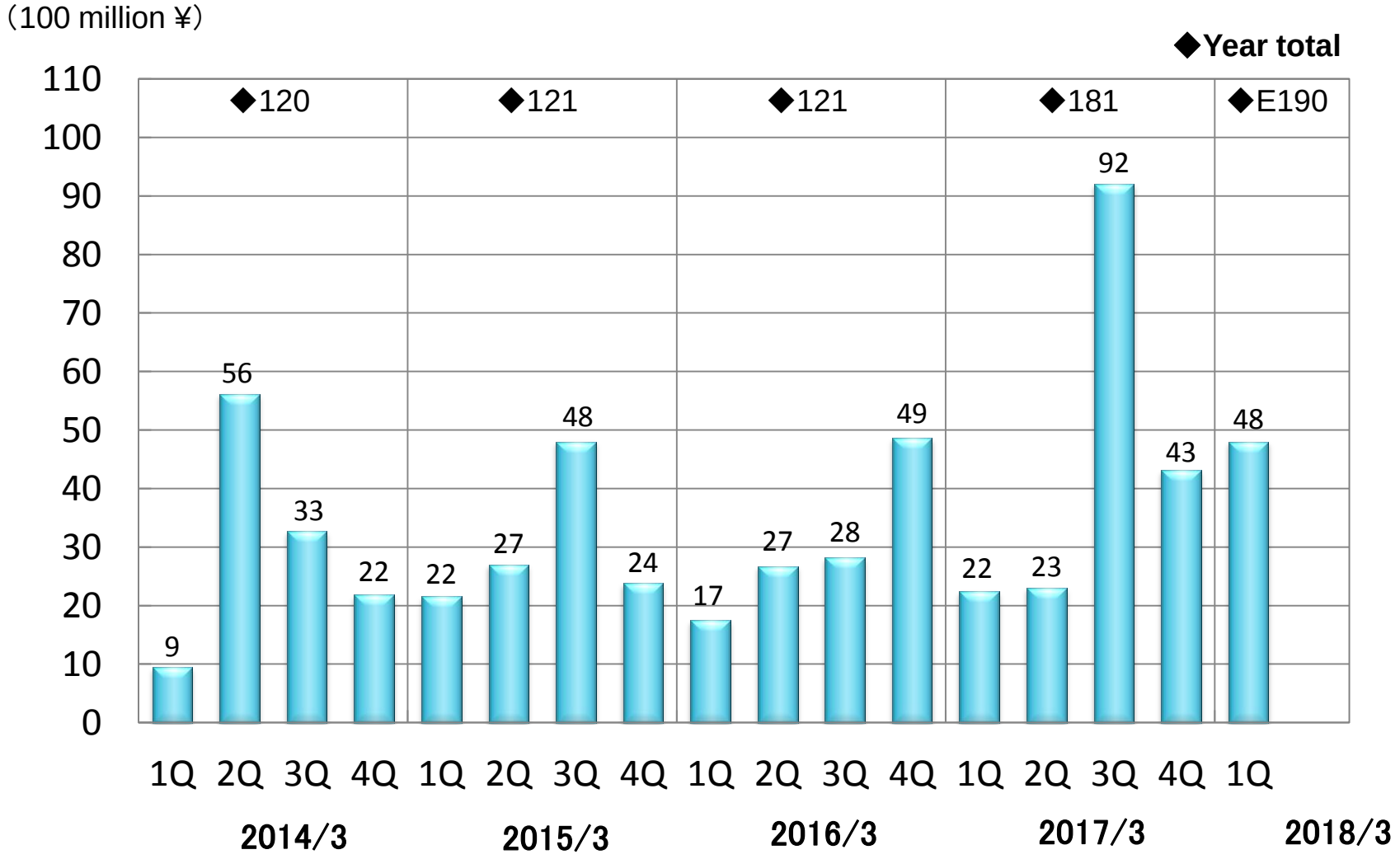
（100 million ¥）



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.

KOMORI

KOMORI CORPORATION