Third Quarter of Fiscal Year 2023
Summary Result Presentation



Komori Corporation

P/L

（100 million ¥）

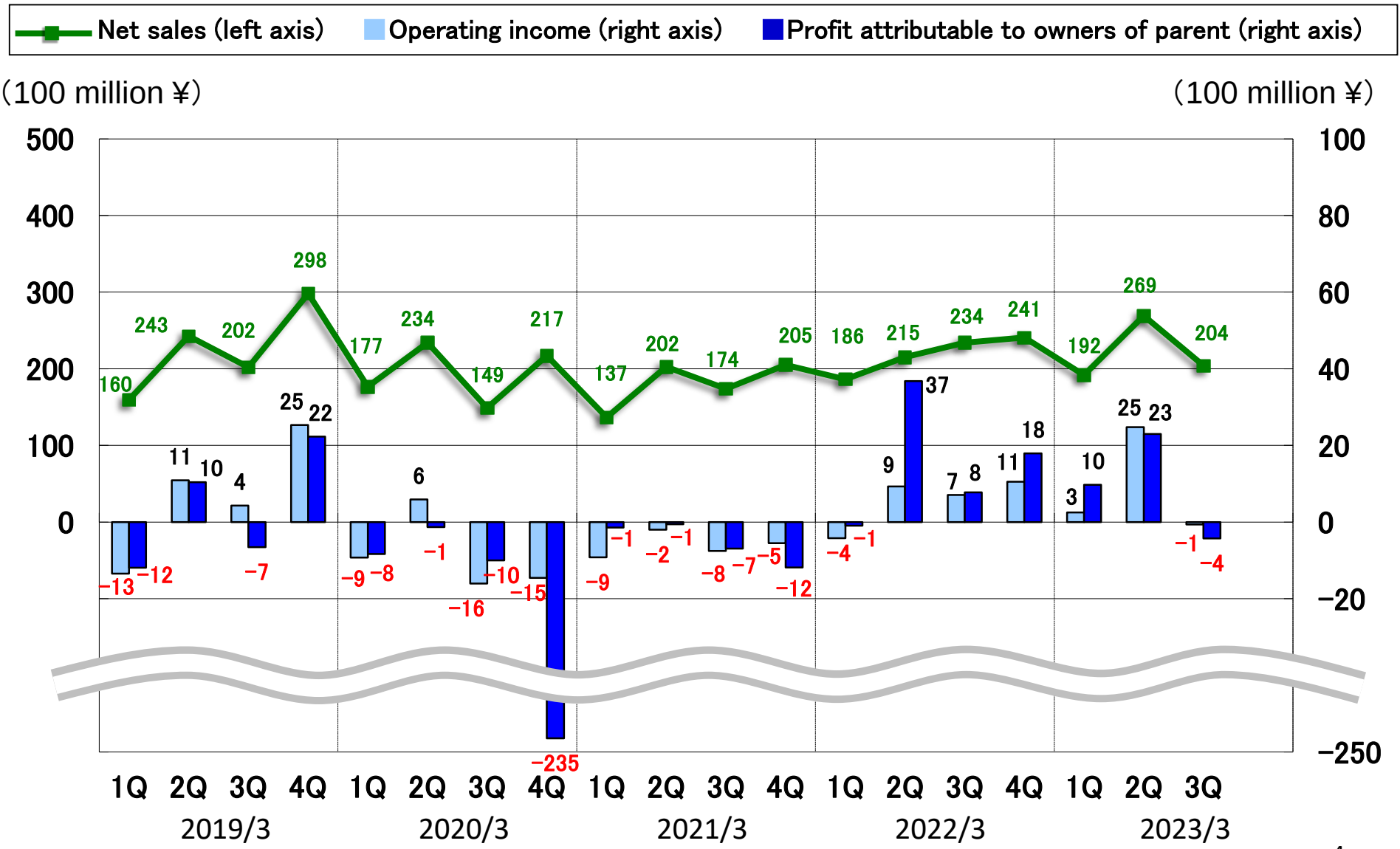
Nine Month Results		FY2023 3Q	FY2022 3Q	Change	vs. FY2022 3Q
Order intake		739	756	−17	98%
Net sales		665	635	30	105%
Operating income		27	12	14	219%
Ordinary income		36	19	17	186%
Profit attributable to owners of parent		28	44	−15	65%
FOREX : Average (Yen)	USD	135.40	111.38		
	EUR	140.42	130.85		
FOREX : End of term (Yen)	USD	132.70	115.02		
	EUR	141.47	130.51		

Major Assets and Liabilities

（100 million ¥）

	Dec. 31, 2022	Mar. 31, 2022	Change
Cash, deposits and securities	550	639	−90
Notes and account receivable－trade	193	174	19
Inventories	403	324	79
Breakdown: Merchandise and finished goods	185	135	50
Property, plant and equipment	174	170	4
Intangible assets	35	39	−4
Other assets	231	225	6
Total assets	1,585	1,571	15
Notes and account payable－trade	197	158	39
Short-term loans payable	4	9	−5
Bonds payable	100	100	0
Long-term loans payable	3	4	−1
Other liabilities	247	267	−20
Total liabilities	550	537	13
Net assets	1,035	1,034	1
Total liabilities and net assets	1,585	1,571	15

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

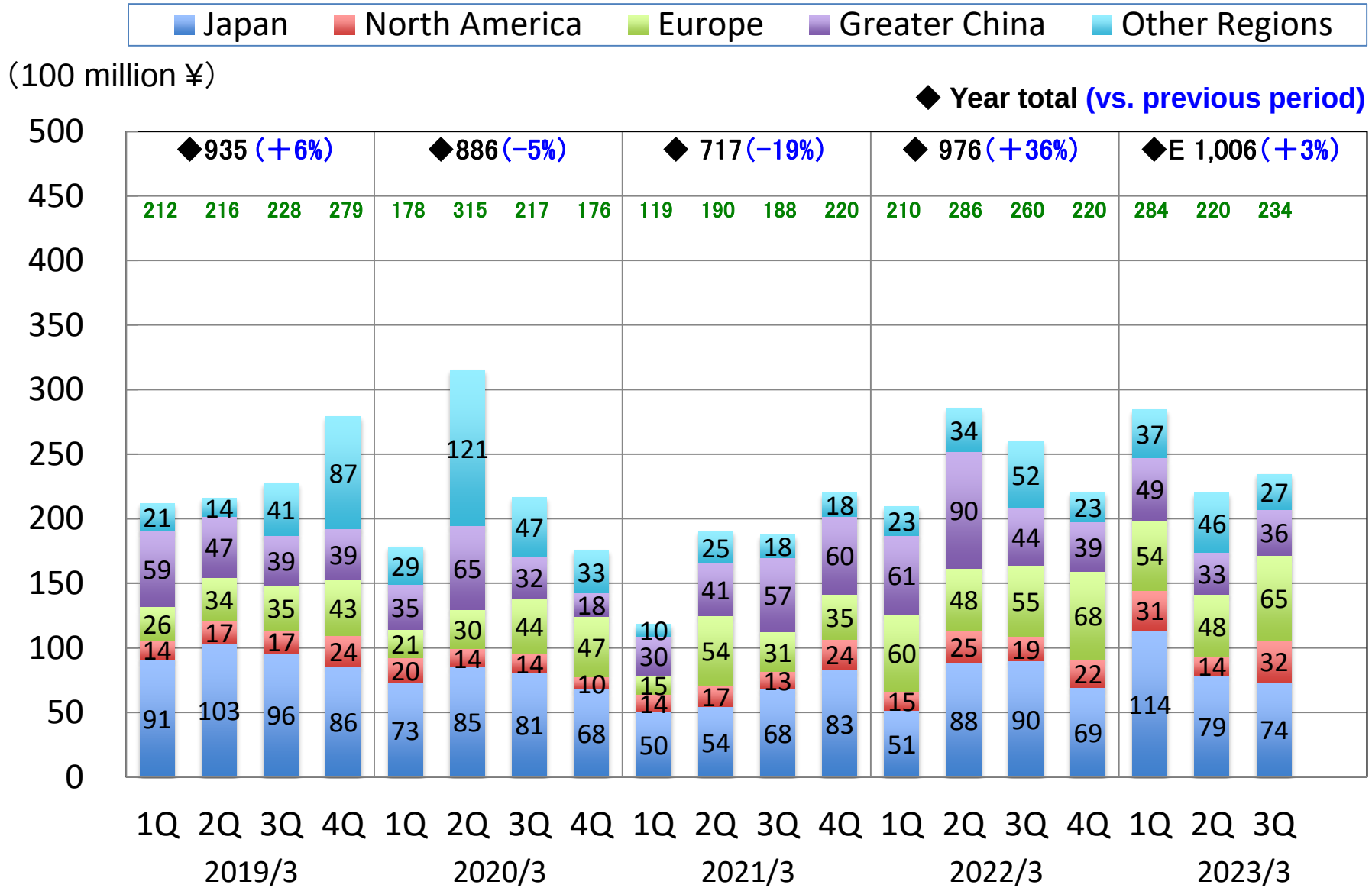


Order Intake by Region

（100 million ¥）

Nine Month Results	FY2023 3Q	FY2022 3Q	vs. FY2022 3Q
Japan	266	229	116%
North-America	78	59	131%
(million USD)	(57)	(53)	(108%)
Europe	168	162	103%
(million EUR)	(119)	(124)	(96%)
Greater China	117	196	60%
Other Regions	110	109	102%
Total	739	756	98%

Order Intake by Region

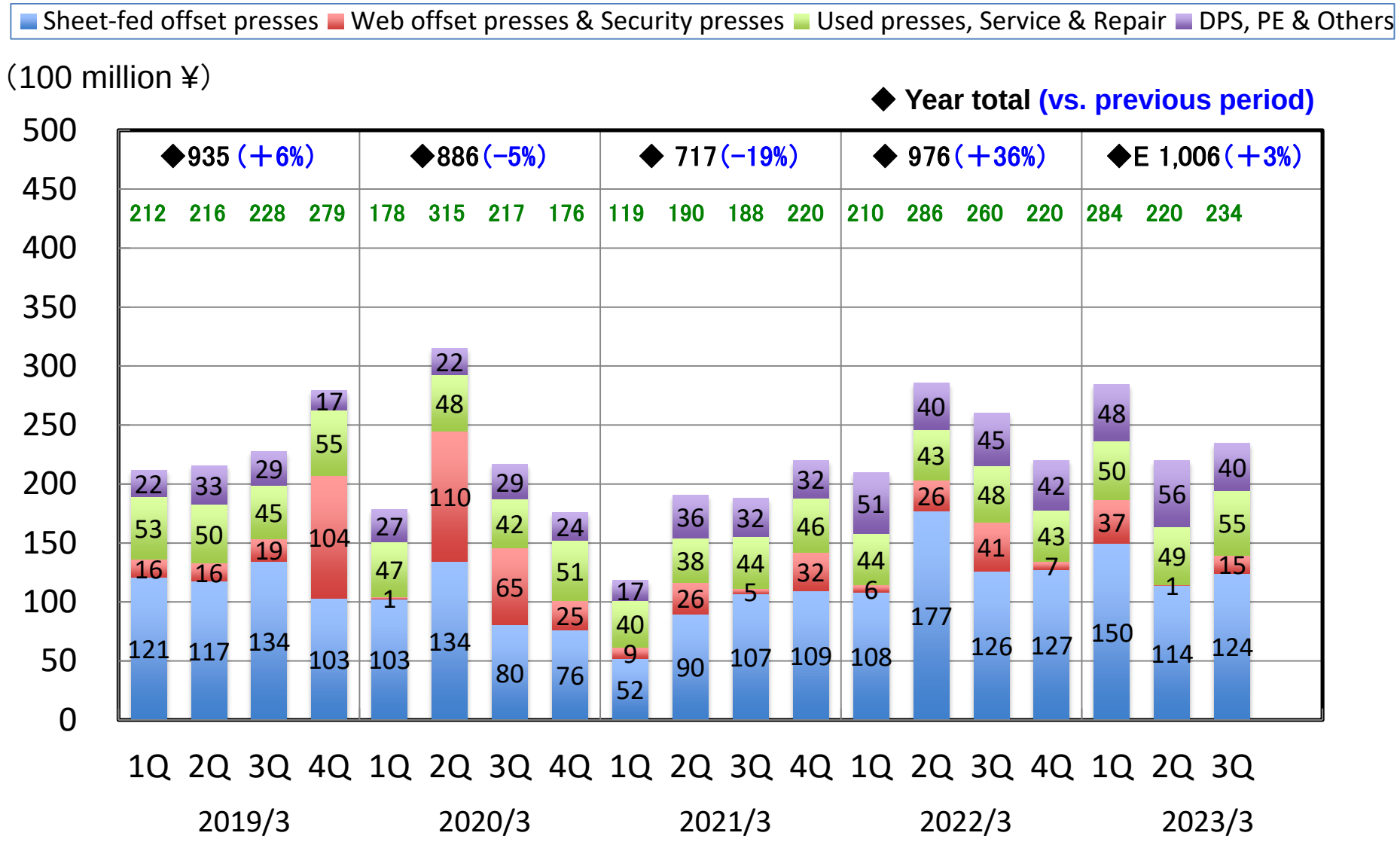


Order Intake by Model

（100 million ¥）

Nine Month Results	FY2023 3Q	FY2022 3Q	vs. FY2022 3Q
Sheet-fed offset presses	388	412	94%
Web offset presses & Security presses	53	73	72%
Used presses, Service & Repair	154	135	114%
DPS, PE & Others	144	136	106%
Total	739	756	98%

Order Intake by Model

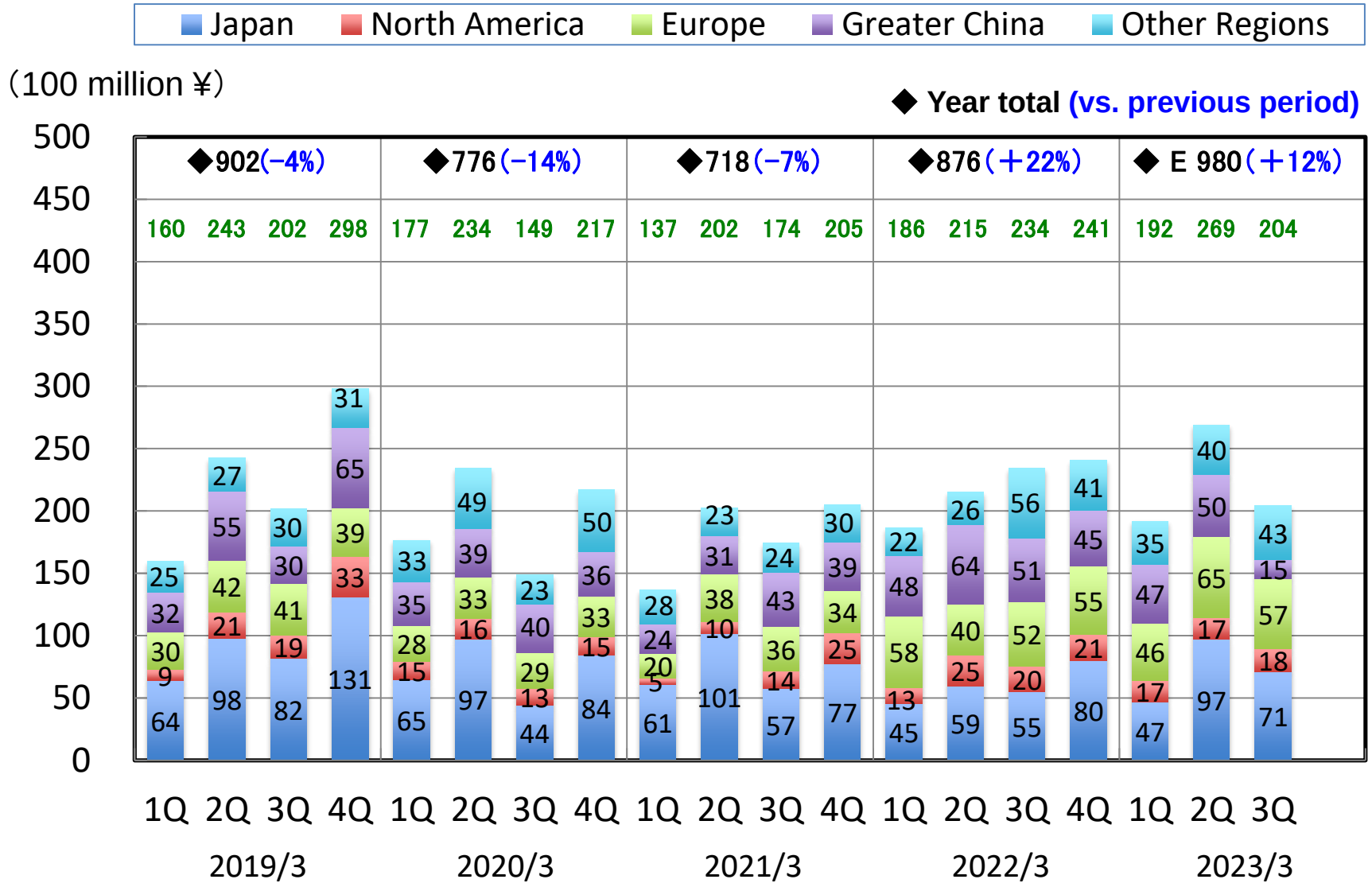


Net Sales by Region

(100 million ¥)

Nine Month Results	FY2023 3Q	FY2022 3Q	vs. FY2022 3Q
Japan	216	160	135%
North-America	52	58	89%
(million USD)	(38)	(52)	(73%)
Europe	168	150	112%
(million EUR)	(120)	(115)	(104%)
Greater China	112	163	69%
Other Regions	118	104	113%
Total	665	635	105%

Net Sales by Region

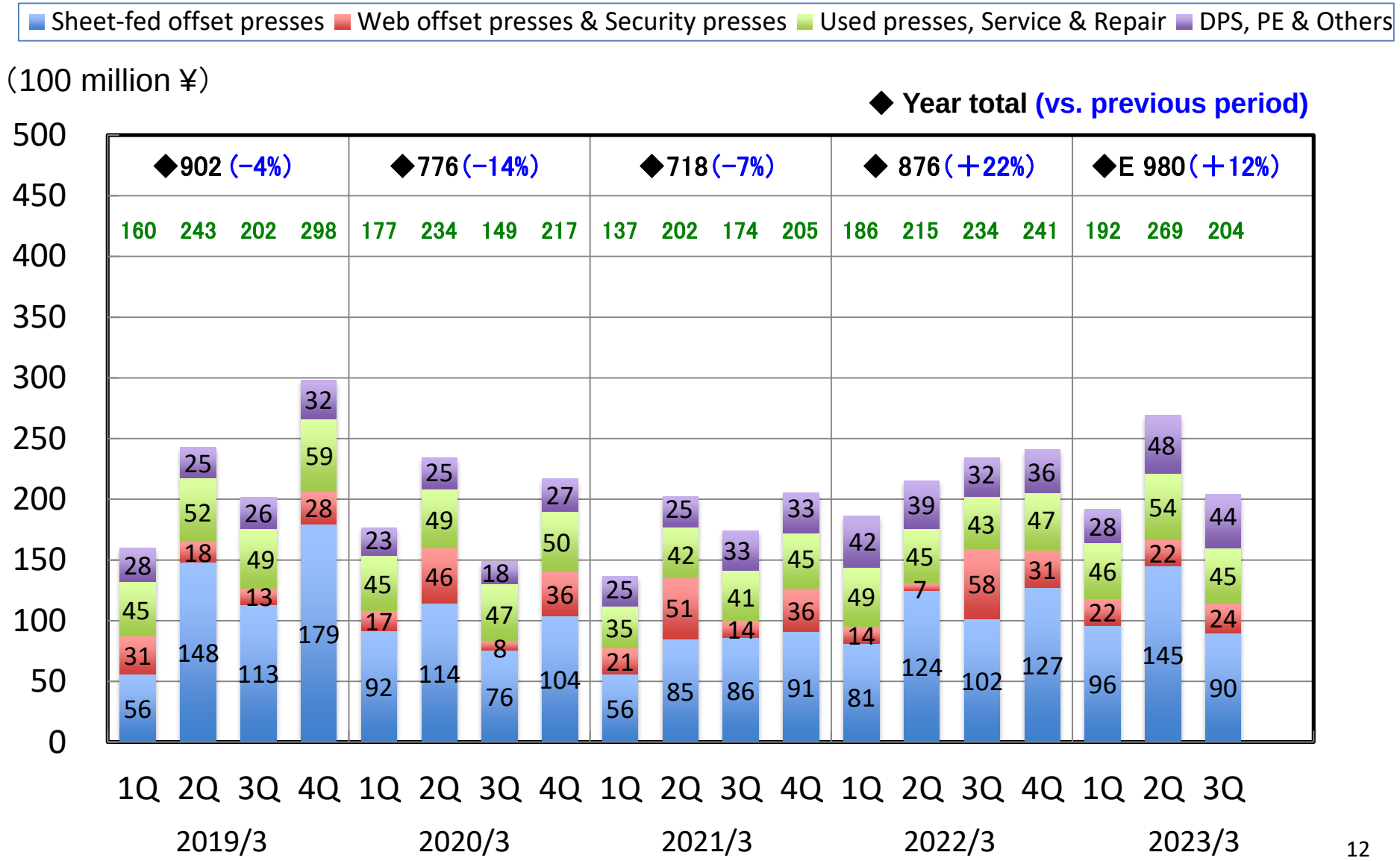


Net Sales by Model

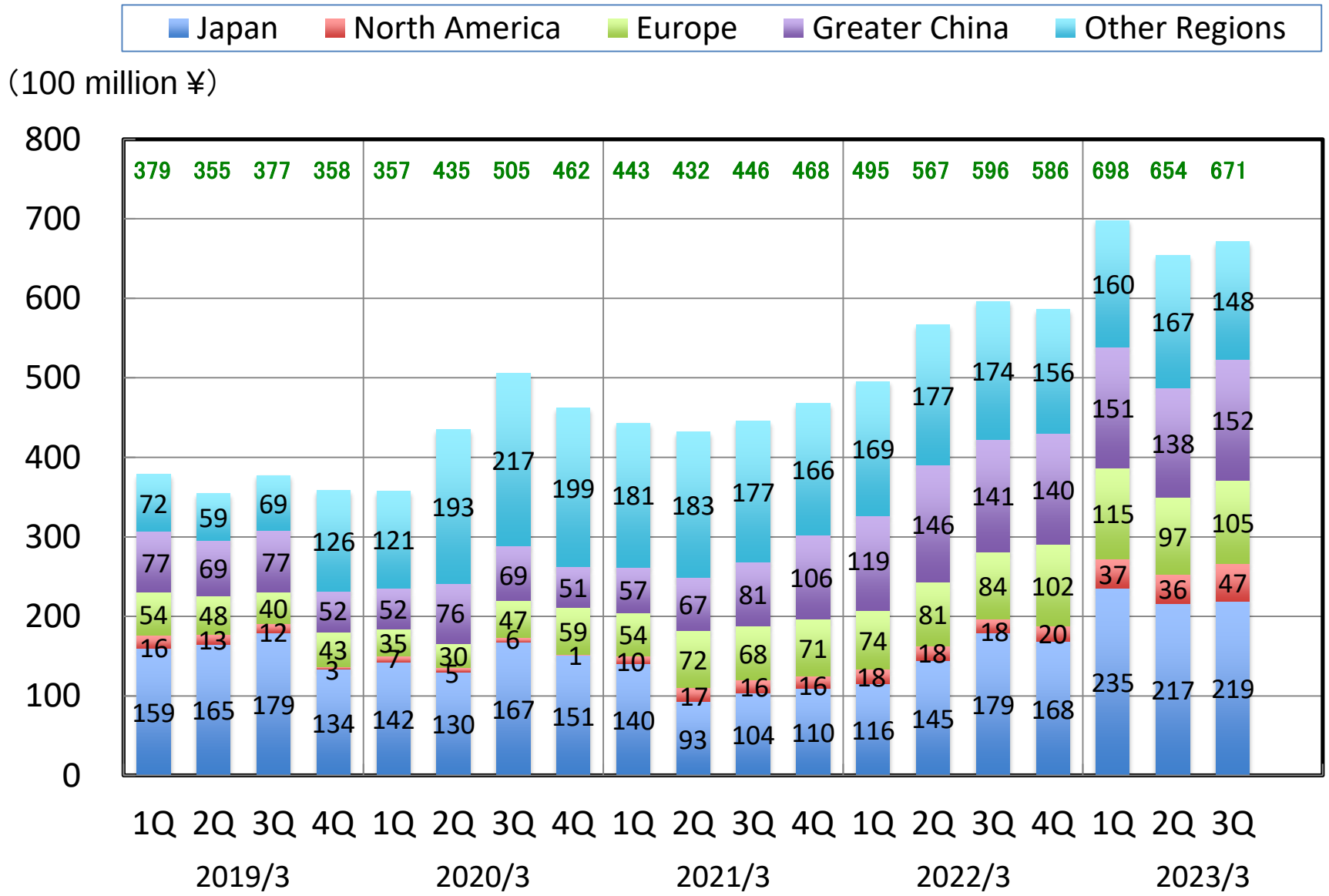
（100 million ¥）

Nine Month Results	FY2023 3Q	FY2022 3Q	vs. FY2022 3Q
Sheet-fed offset presses	331	308	108%
Web offset presses & Security presses	68	78	88%
Used presses, Service & Repair	146	137	107%
DPS, PE & Others	120	113	106%
Total	665	635	105%

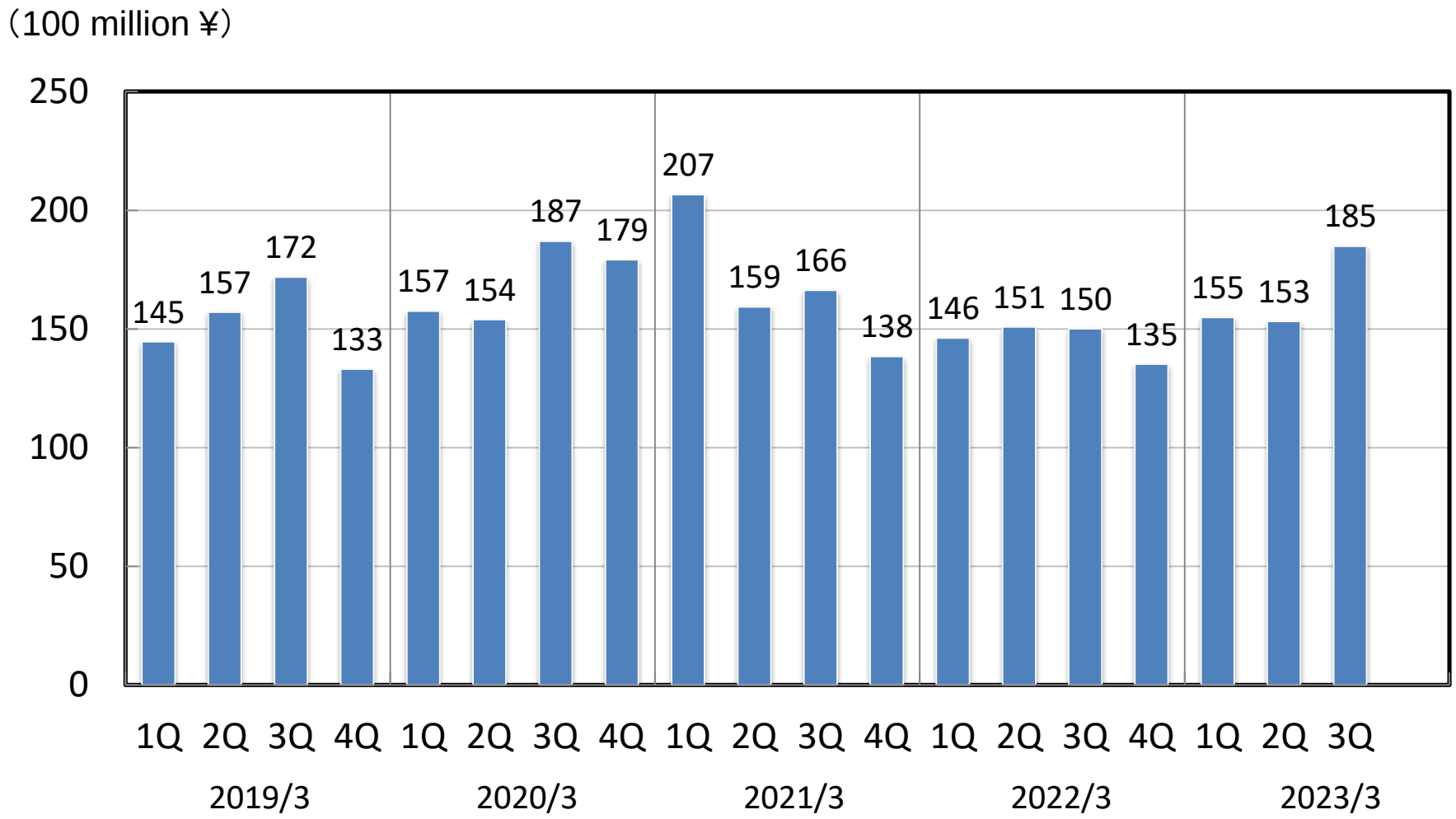
Net Sales by Model



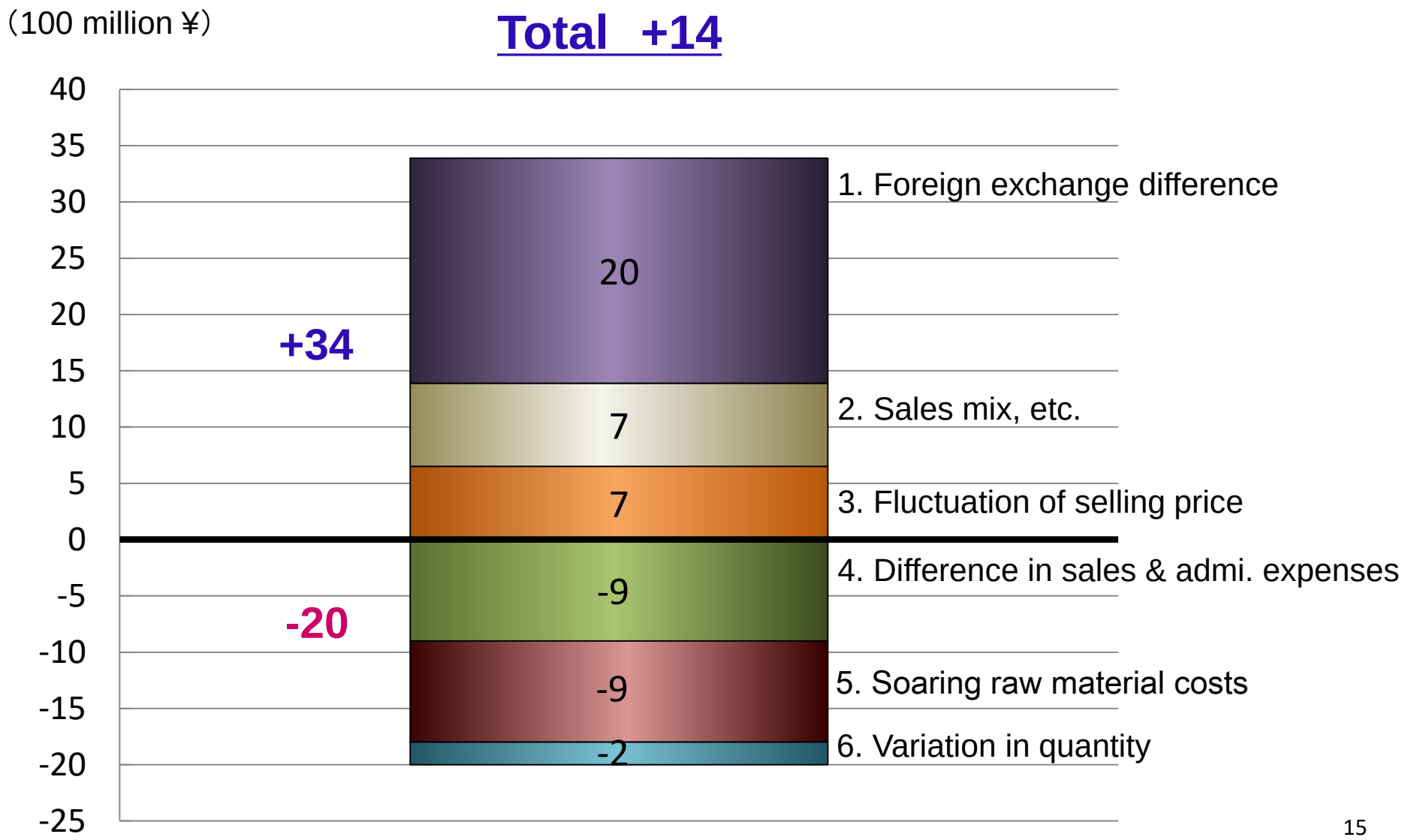
Order Backlog



Inventories （ Finished Goods, Cost of Sales ）



Analysis of Operating Income for 3Q FY2023 (vs. 3Q FY2022)



Forecast of result of operations for FY2023

(100 million ¥)

		FY2023 3Q	FY2022 3Q	Change	vs. FY2022 3Q	Forecast FY2023 year total	FY2022 year total	Change	vs. FY2022 year total
Order intake		739	756	−17	98%	1,006	976	30	103%
Net sales		665	635	30	105%	980	876	104	112%
Operating income		27	12	14	219%	44	23	21	194%
Ordinary income		36	19	17	186%	54	34	20	158%
Profit attributable to owners of parent		28	44	−15	65%	42	62	−20	68%
FOREX : Average (Yen)	USD	135.40	111.38			134.17	112.86		
	EUR	140.42	130.85			137.04	131.01		
FOREX : End of term (Yen)	USD	132.70	115.02			135.00	122.39		
	EUR	141.47	130.51			135.00	136.70		

Forecast of Order Intake by Region

(100 million ¥)

	FY2023 3Q	Forecast FY2023 year total	FY2022 year total	Change	vs. FY2022 year total
Japan	266	318	299	19	106%
North-America	78	92	82	11	113%
(million USD)	(57)	(69)	(72)	(−3)	(95%)
Europe	168	187	230	−43	82%
(million EUR)	(119)	(137)	(176)	(−39)	(78%)
Greater China	117	183	234	−51	78%
Other Regions	110	225	131	94	171%
Total	739	1,006	976	30	103%

Forecast of Order Intake by Model

（100 million ¥）

	FY2023 3Q	Forecast FY2023 year total	FY2022 year total	Change	vs. FY2022 year total
Sheet-fed offset presses	388	466	539	−73	87%
Web offset presses & Security presses	53	144	81	63	178%
Used presses, Service & Repair	154	195	178	17	110%
DPS, PE & Others	144	201	178	23	113%
Total	739	1,006	976	30	103%

Forecast of Net Sales by Region

(100 million ¥)

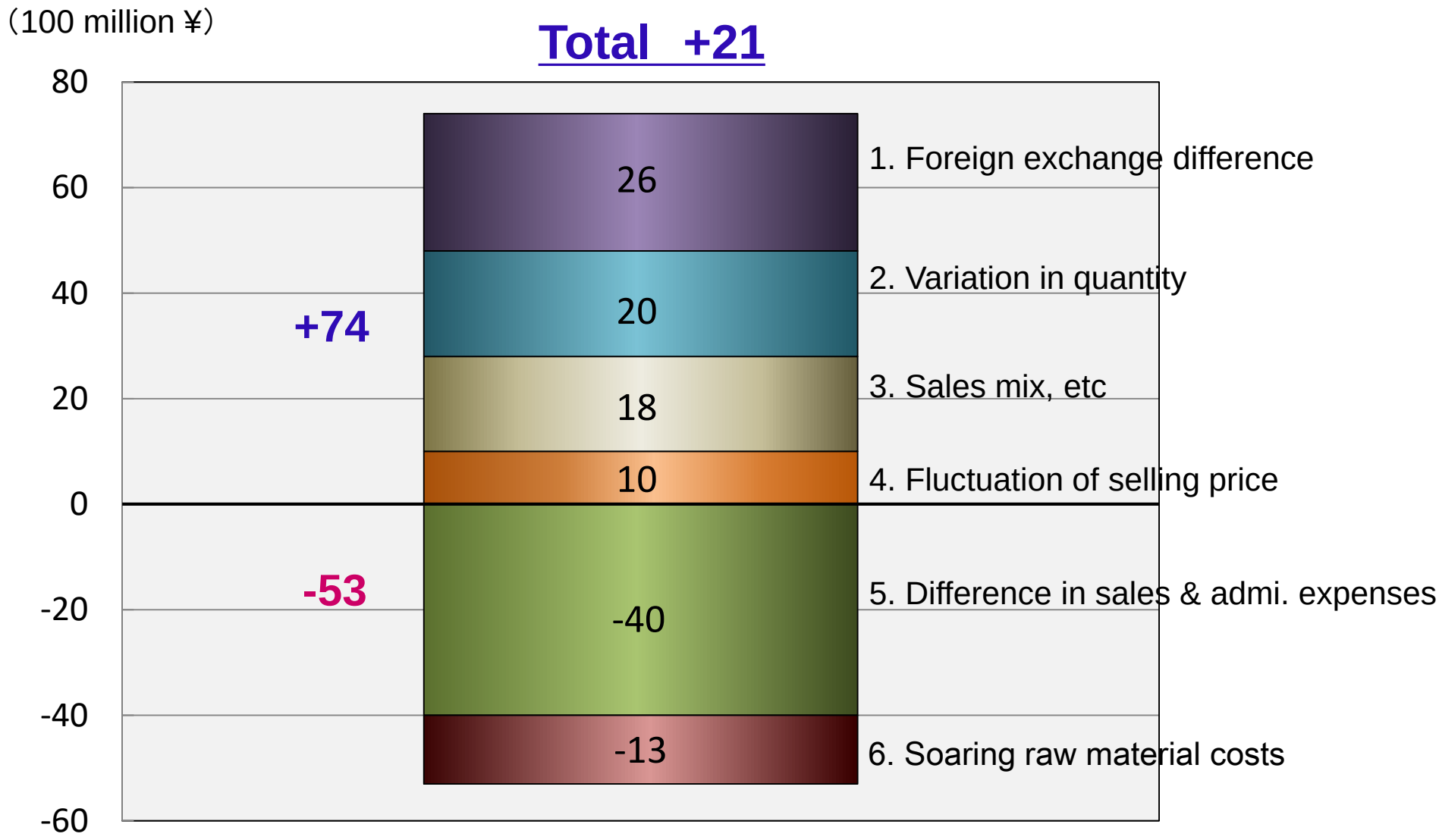
	FY2023 3Q	Forecast FY2023 year total	FY2022 year total	Change	vs. FY2022 year total
Japan	216	321	240	81	134%
North-America	52	82	79	3	104%
(million USD)	(38)	(61)	(70)	(−9)	(88%)
Europe	168	223	205	19	109%
(million EUR)	(120)	(163)	(156)	(7)	(104%)
Greater China	112	173	208	−35	83%
Other Regions	118	181	145	36	125%
Total	665	980	876	104	112%

Forecast of Net Sales by Model

(100 million ¥)

	FY2023 3Q	Forecast FY2023 year total	FY2022 year total	Change	vs. FY2022 year total
Sheet-fed offset presses	331	513	435	78	118%
Web offset presses & Security presses	68	110	109	2	101%
Used presses, Service & Repair	146	193	184	9	105%
DPS, PE & Others	120	164	149	15	110%
Total	665	980	876	104	112%

Analysis of Operating Income for FY2023 (vs. FY2022)

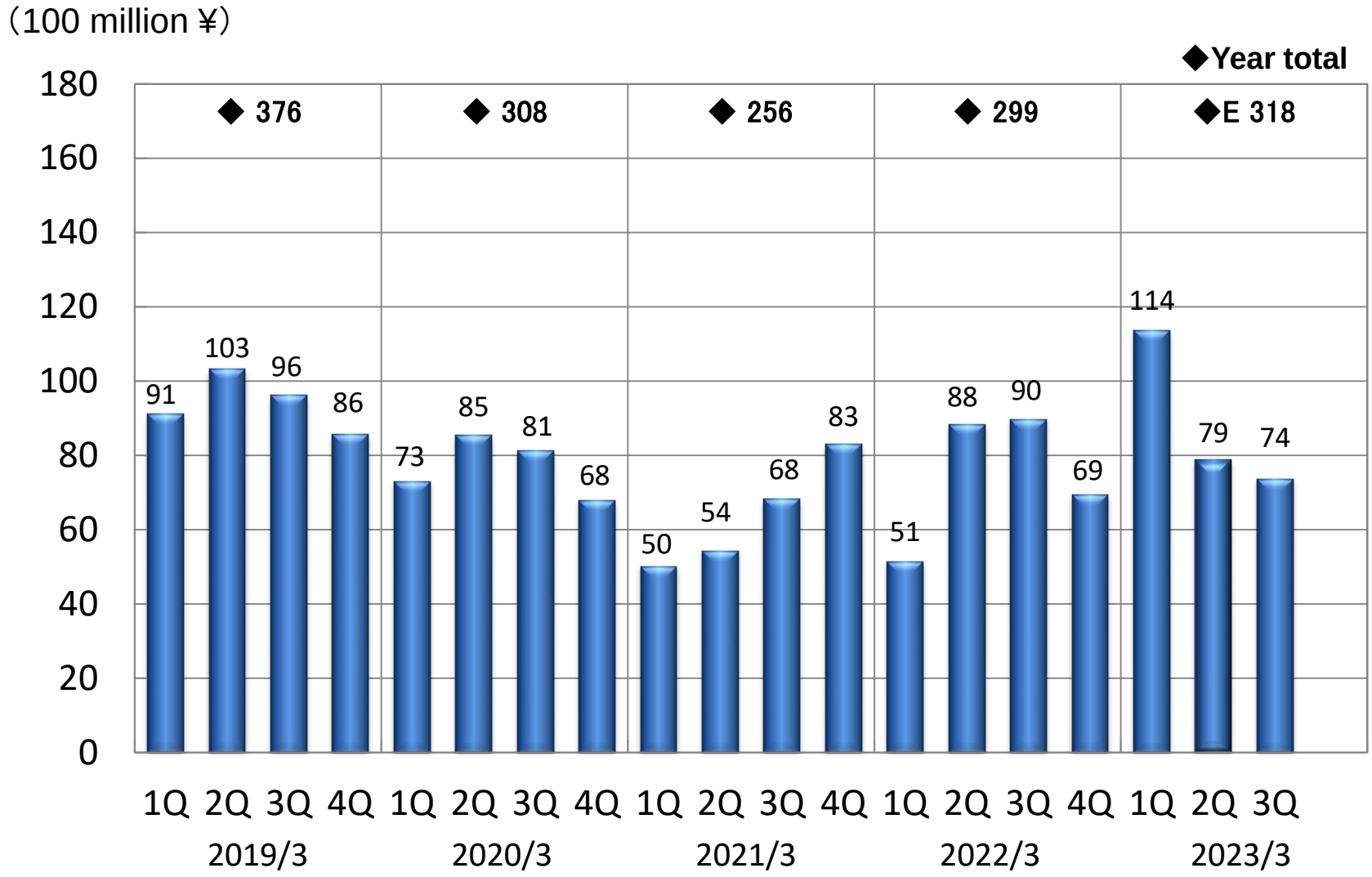


CAPEX, Depreciation and Amortization, R&D etc.

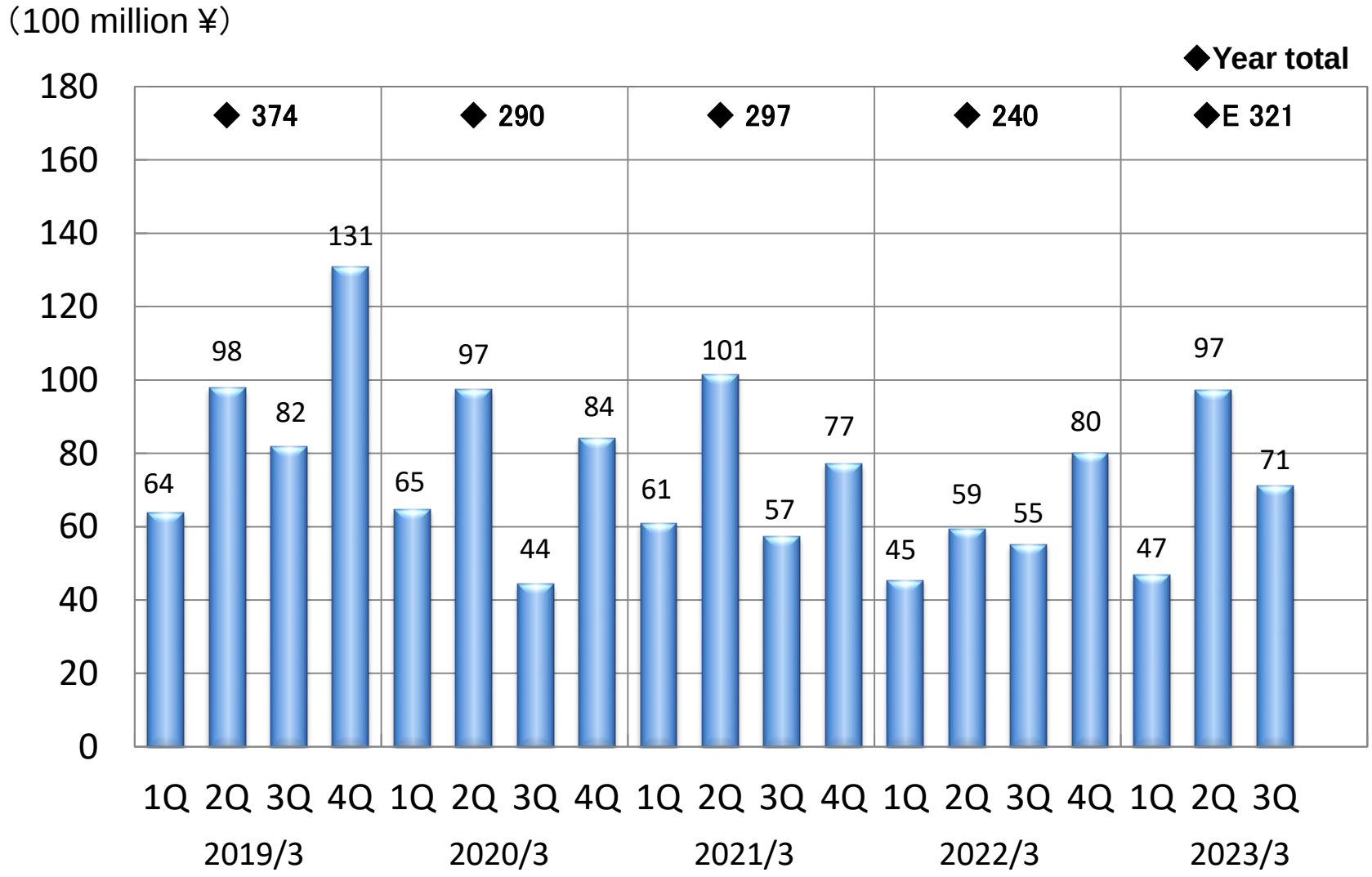
(million ¥)

	FY2019	FY2020	FY2021	FY2022	FY2023 3Q	FY2023 Forecast
Number of employees	2,335	2,363	2,686	2,613	2,608	2,640
Personnel expenses	20,908	20,386	20,199	22,122	17,301	23,500
Capital expenditures	1,334	1,678	1,394	2,371	1,603	2,500
Depreciation and amortization	1,965	2,304	1,604	1,877	1,410	2,000
R&D expenses	4,740	4,899	4,002	4,050	2,735	4,100
(% to net sales)	(5.3%)	(6.3%)	(5.6%)	(4.6%)	(4.1%)	(4.2%)

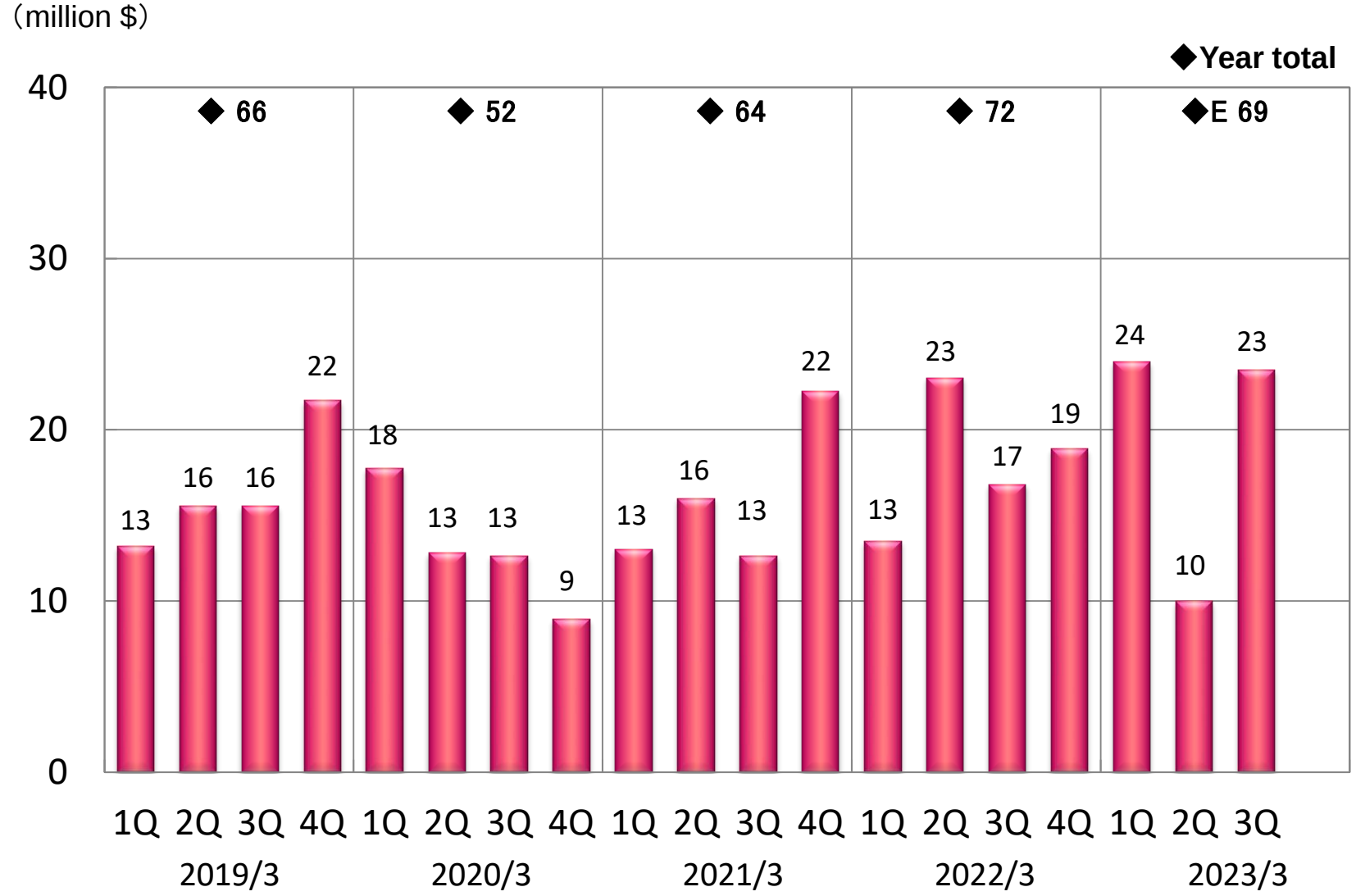
Order Intake in Japanese Market



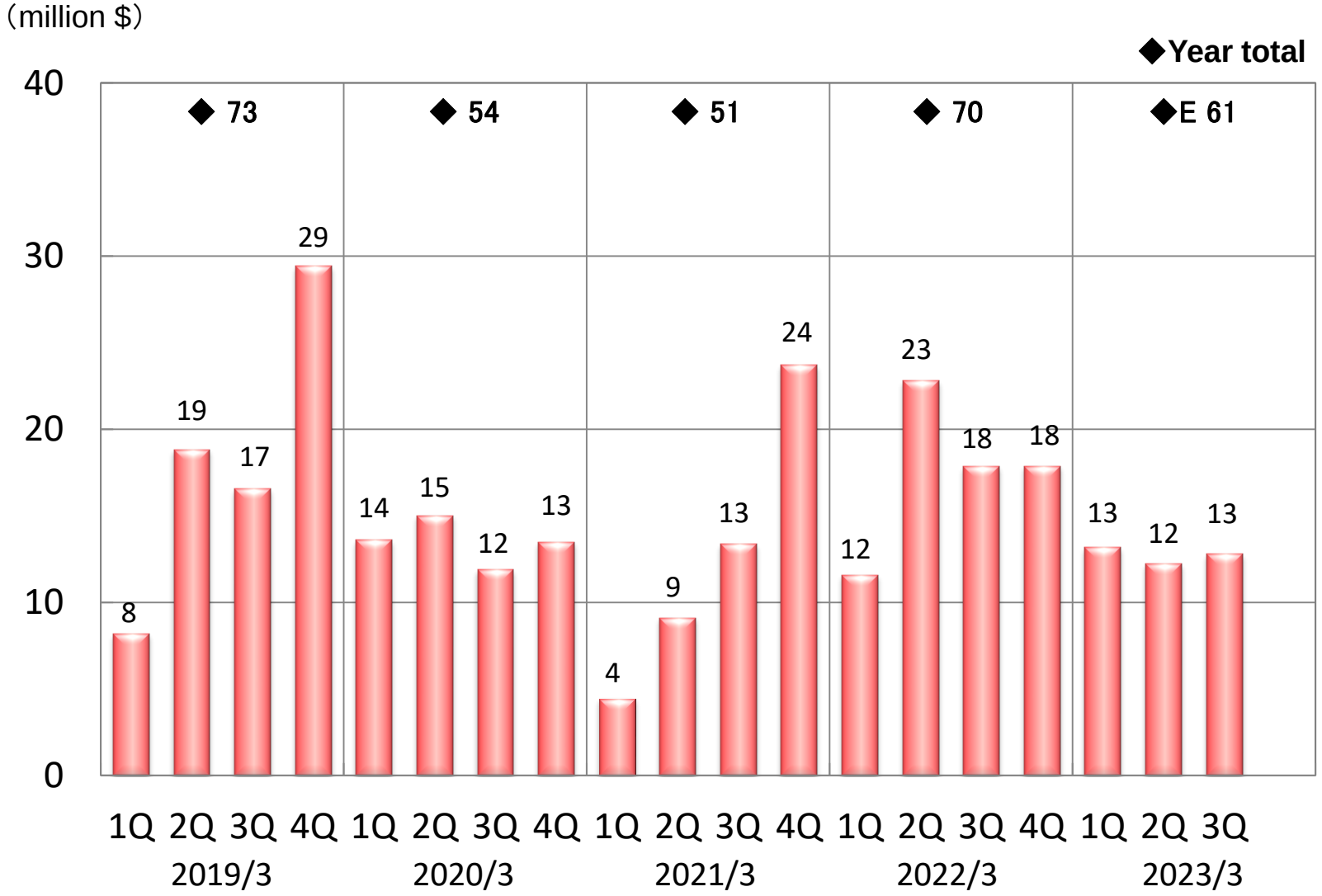
Net Sales in Japanese Market



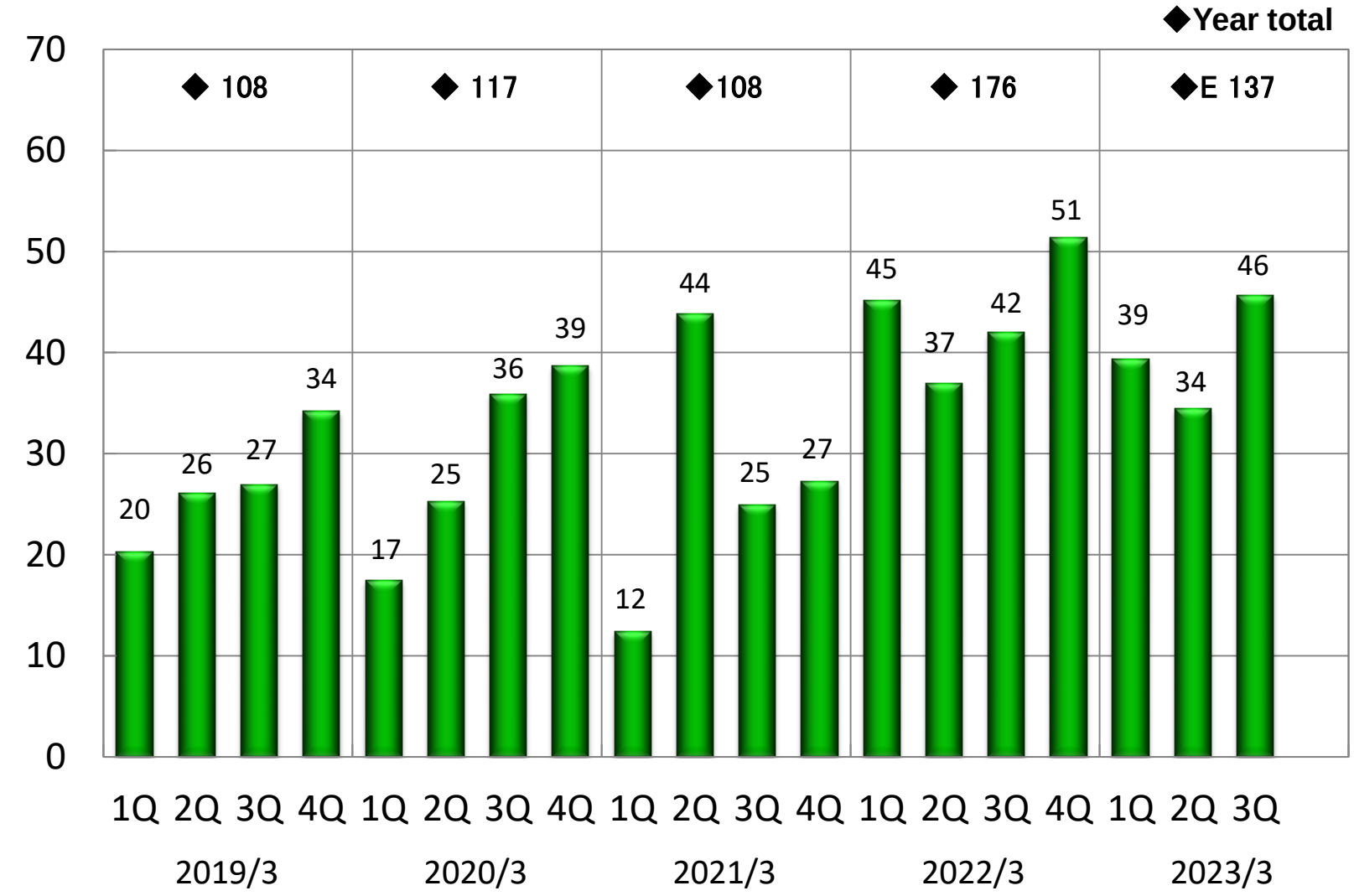
Order Intake in North American Market



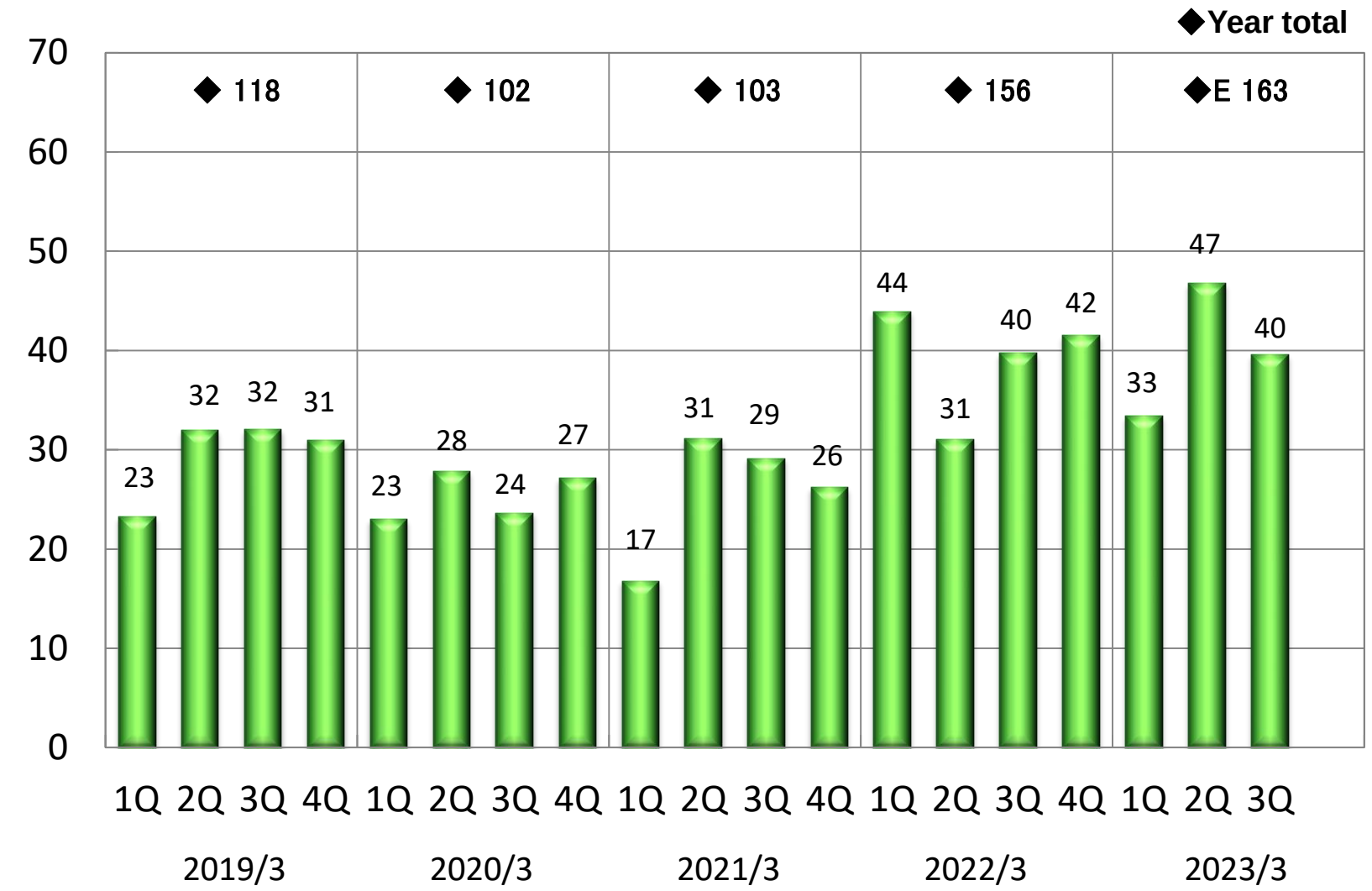
Net Sales in North American Market



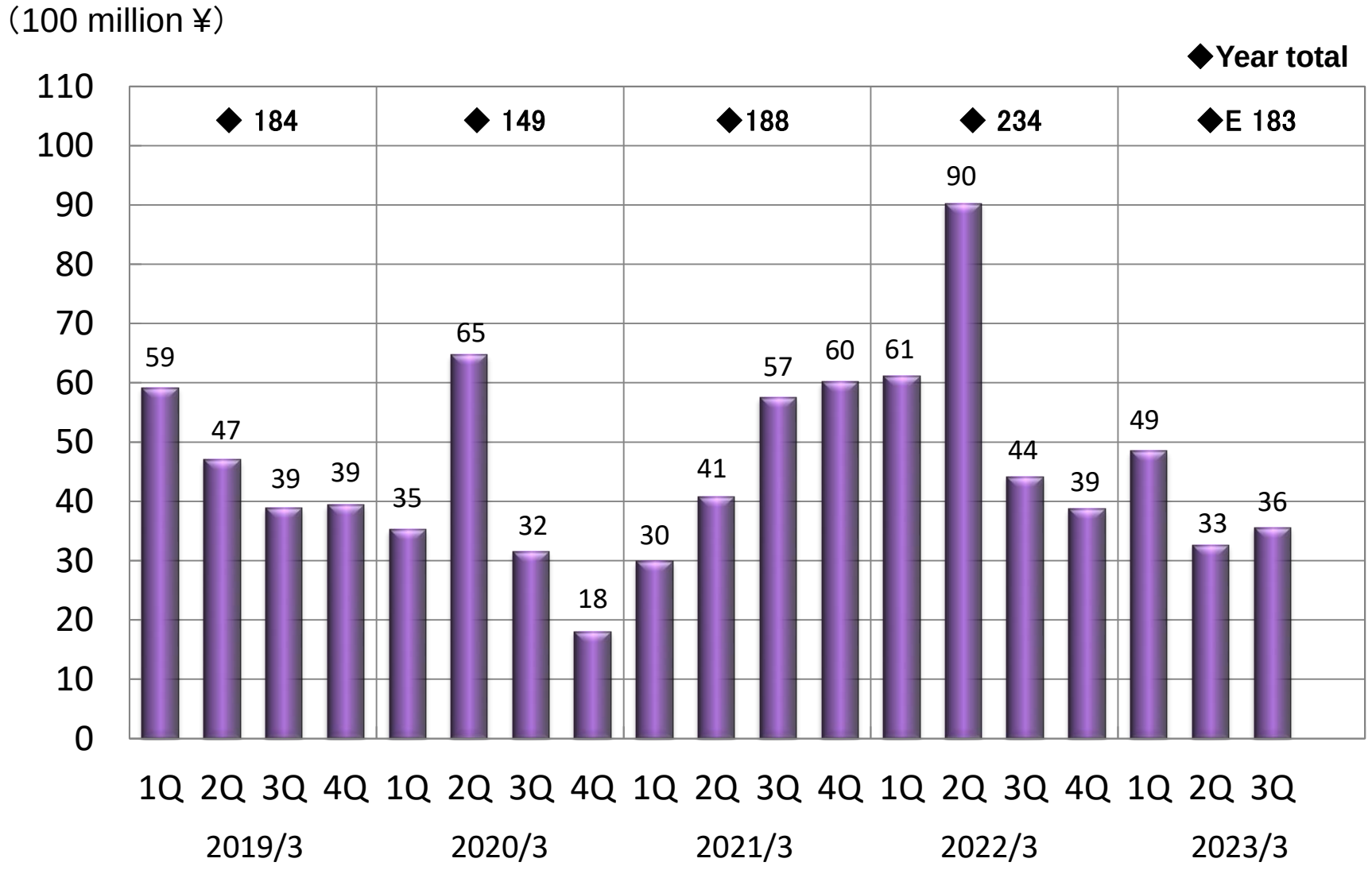
Order Intake in European Market



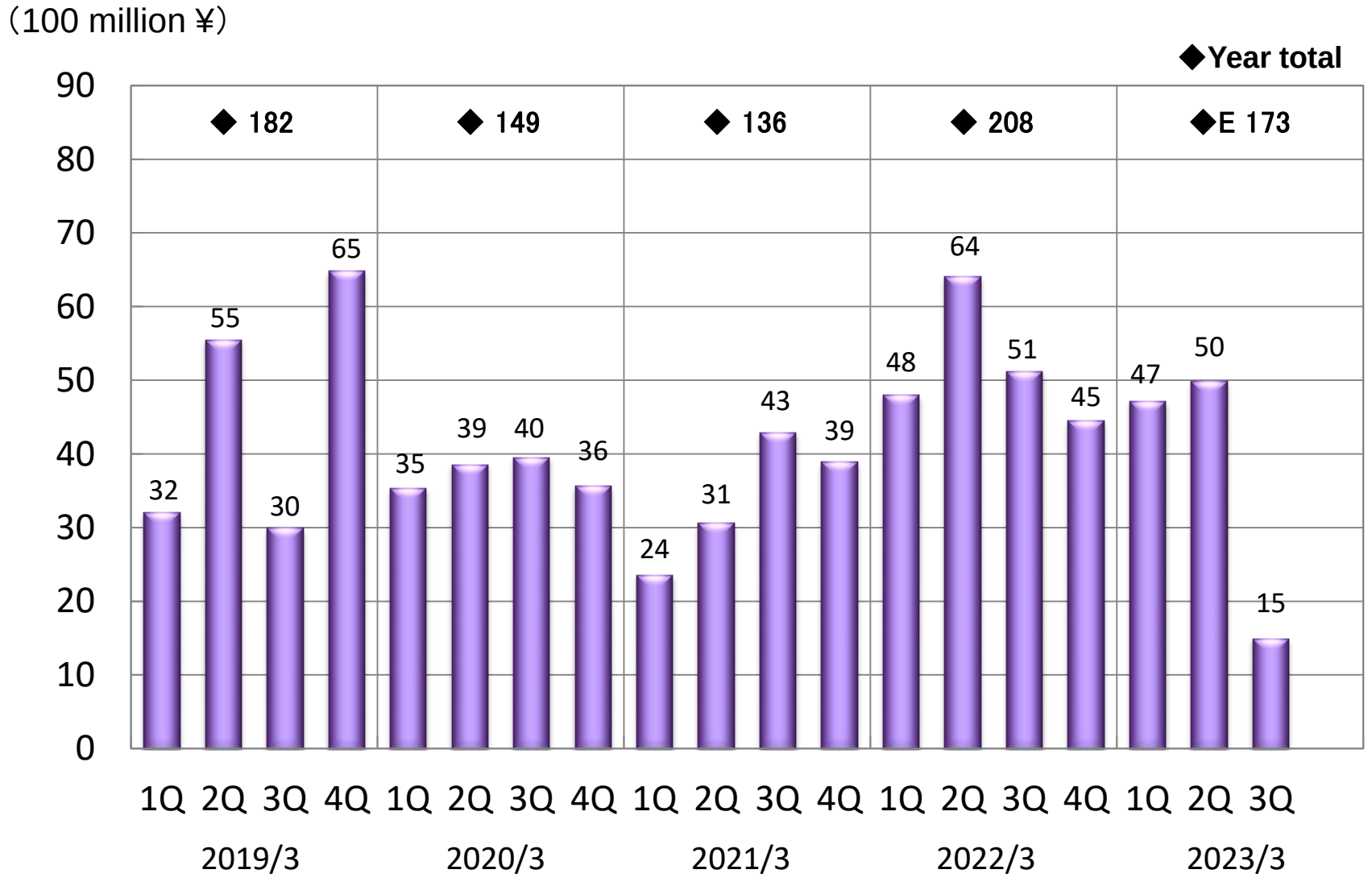
Net Sales in European Market



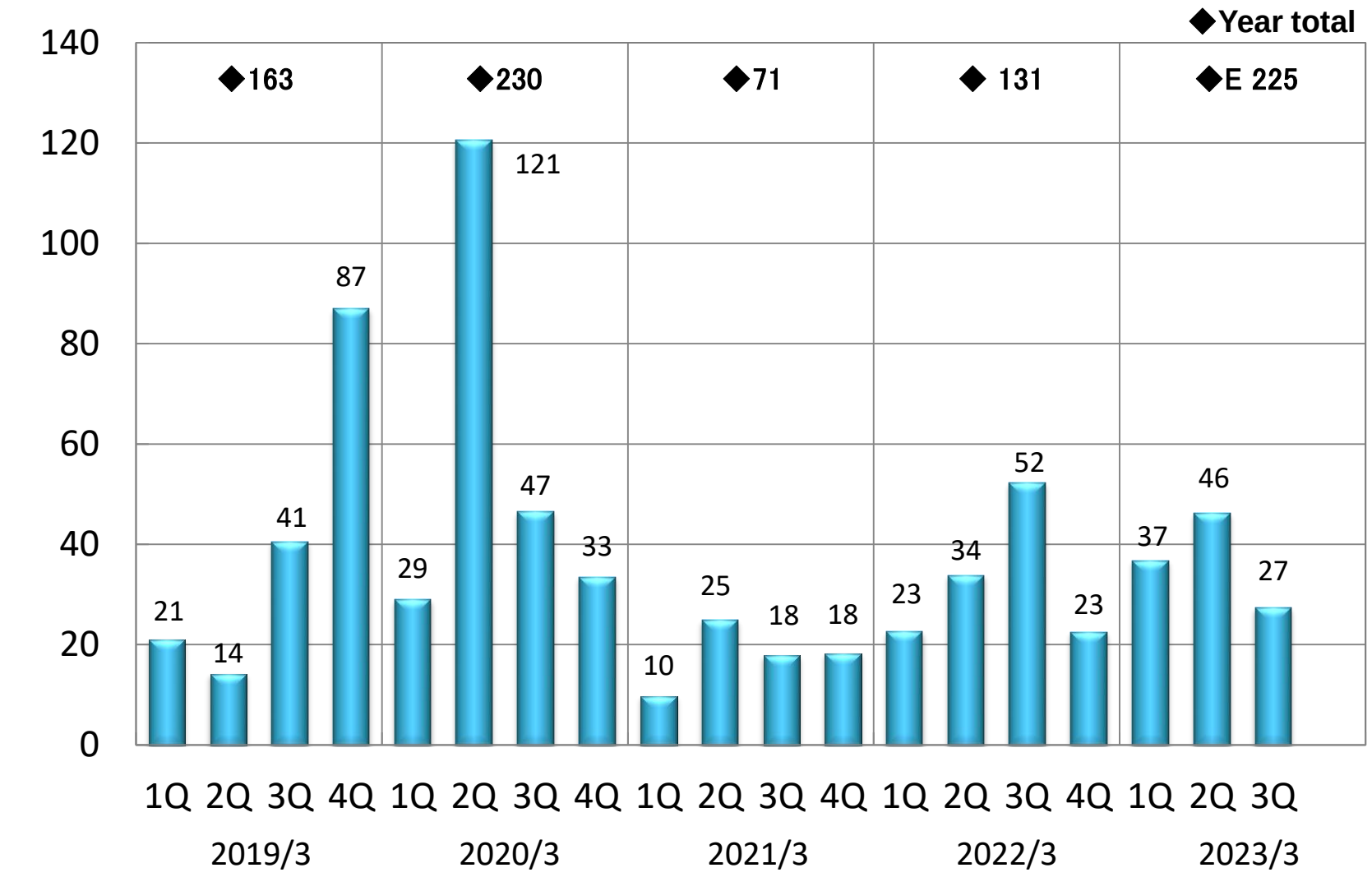
Order Intake in Greater China Market



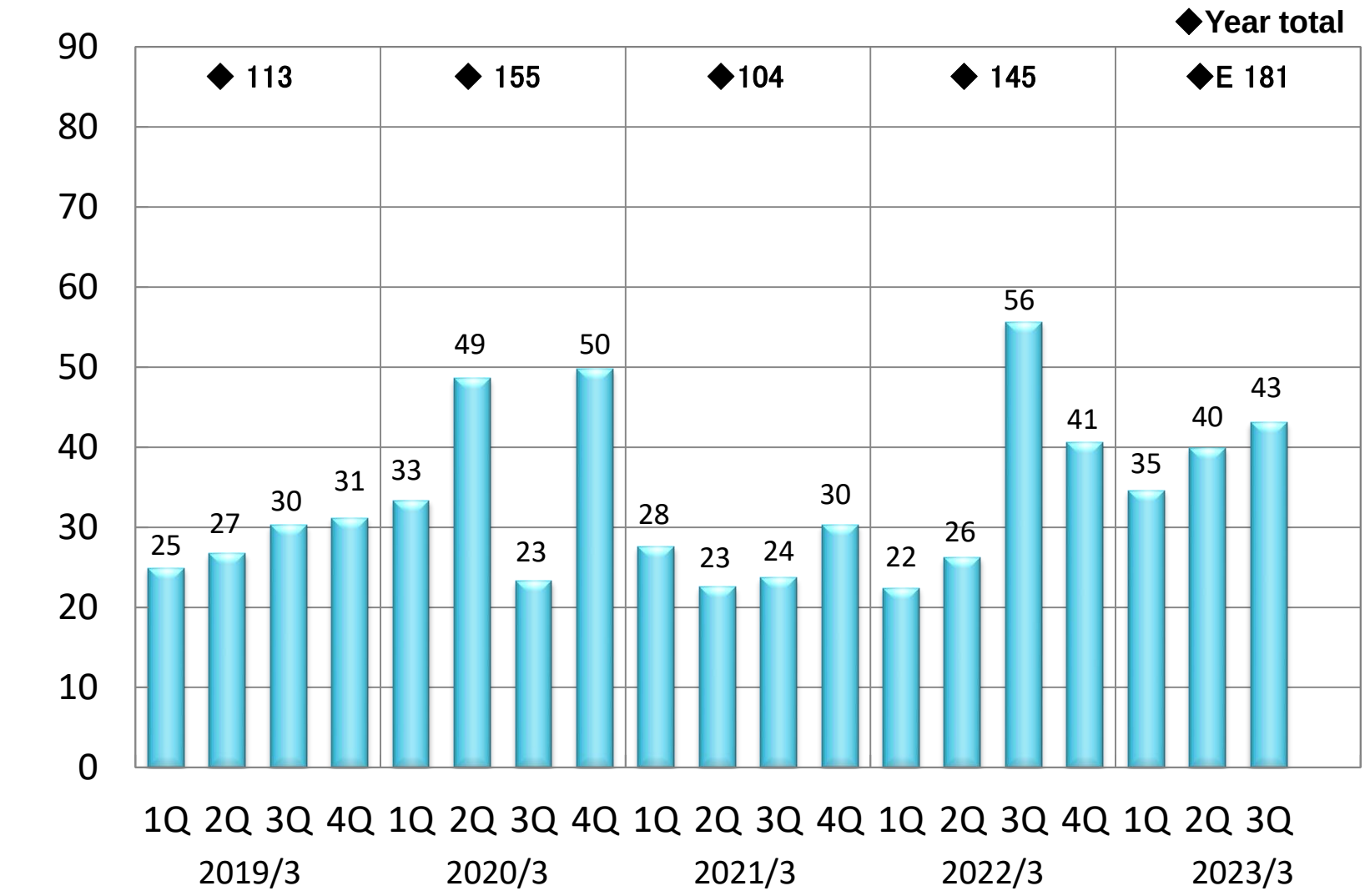
Net Sales in Greater China Market



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



Mr. Akihiro Sagi
General Manager of Finance Department (IR section)

E-mail: Akihiro_Sagi@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.