Fiscal Year 2024
Summary Result Presentation

May 20, 2024

Komori Corporation

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P/L

(100 million ¥)

		FY2024 2024/3	FY2023 2023/3	Change	vs. FY2023	Budget FY2024	Change	vs. Budget
Order intake		991	974	18	102%	1,030	-39	96%
Net sales		1,043	979	64	107%	1,057	-14	99%
Operating income		49	57	-8	86%	33	16	148%
Ordinary income		68	66	2	103%	45	23	151%
Profit attributable to owners of parent		46	57	-11	81%	31	15	150%
FOREX :	USD	144.40	134.95			138.40		
	EUR	156.80	141.24			149.58		
FOREX :	USD	151.41	133.53			135.00		
	EUR	163.24	145.72			145.00		

Major Assets and Liabilities

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(100 million ¥)

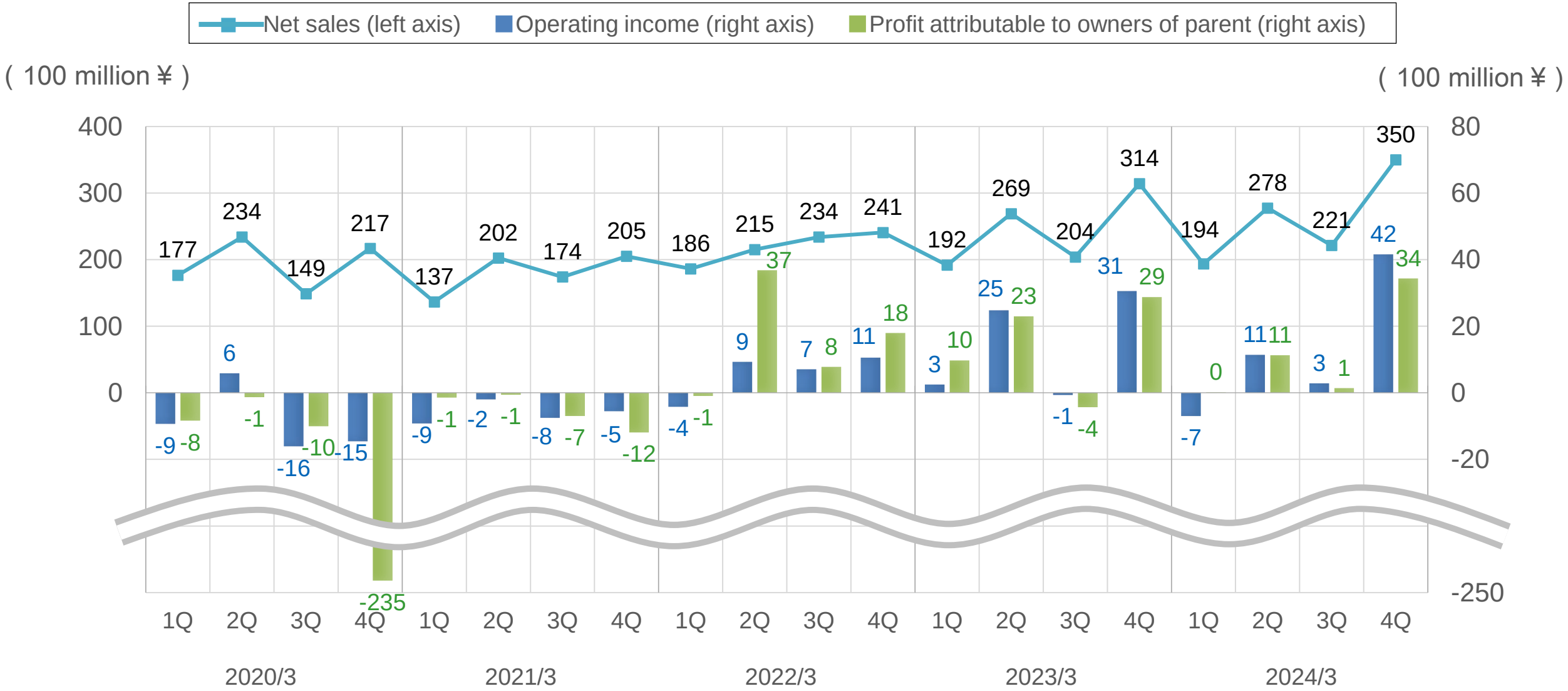
	Mar. 31, 2024	Mar. 31, 2023	Change
Cash, deposits and securities	506	634	-127
Notes and account receivable－trade	229	196	33
Inventories	419	374	45
Breakdown: Merchandise and finished goods	186	164	22
Property, plant and equipment	187	180	7
Intangible assets	13	33	-20
Other assets	321	238	83
Total assets	1,676	1,655	21
Notes and account payable－trade	143	208	-66
Short-term loans payable	6	4	2
Bonds payable	100	100	0
Long-term loans payable	2	2	-1
Other liabilities	280	269	11
Total liabilities	531	584	-53
Net assets	1,145	1,071	73
Total liabilities and net assets	1,676	1,655	21

Cash Flows

(100 million ¥)

	FY2024 2024/3	FY2023 2023/3	Change
Net cash provided by (used in) operating activities	-81	45	-125
Net cash provided by (used in) investing activities	5	-5	10
Net cash provided by (used in) financing activities	-49	-41	-8
Cash and cash equivalents at end of period	497	609	-113

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

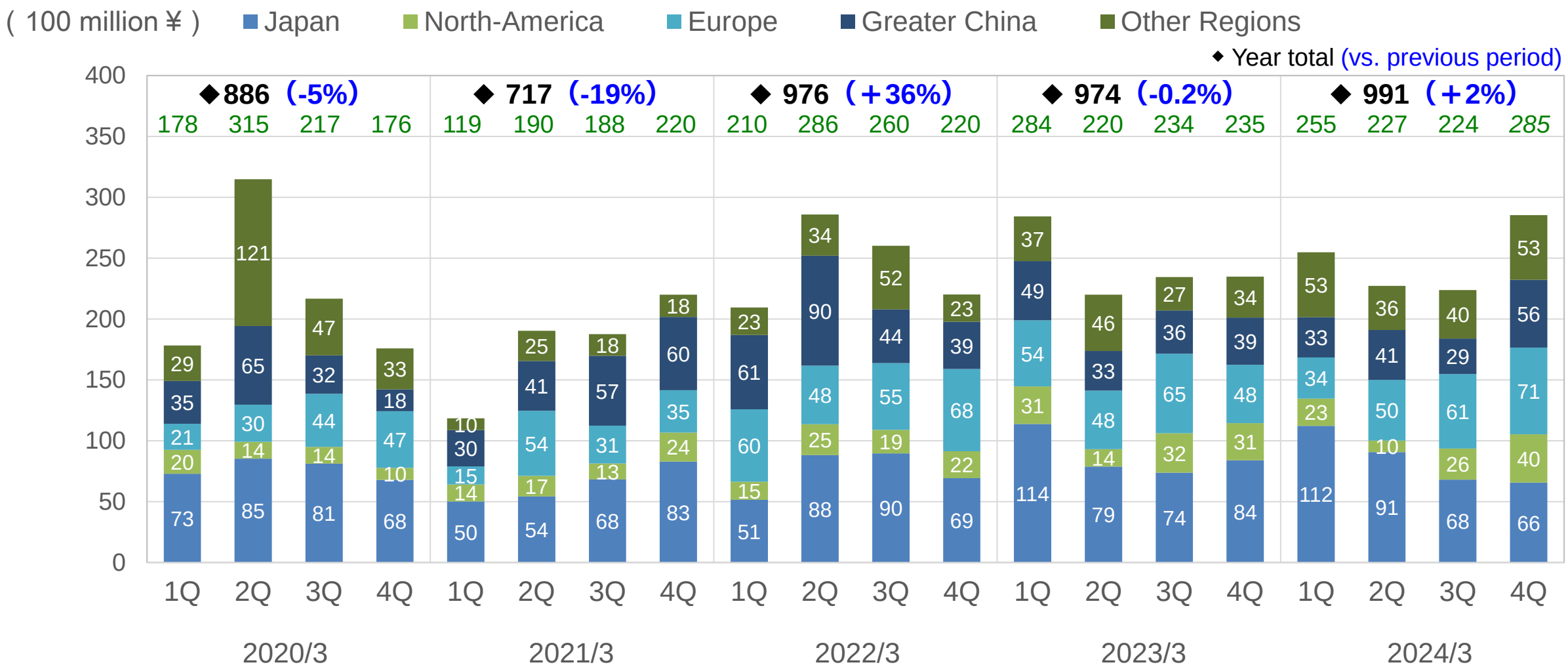


Order Intake by Region

(100 million ¥)

	FY2024 2024/3	FY2023 2023/3	vs. FY2023	Budget FY2024	vs. Budget
Japan	337	350	96%	319	106%
North-America	97	108	90%	90	108%
(million USD)	(67)	(80)	(84%)	(65)	(104%)
Europe	216	216	100%	213	101%
(million EUR)	(138)	(153)	(90%)	(142)	(97%)
Greater China	159	155	102%	188	85%
Other Regions	183	144	127%	222	82%
Total	991	974	102%	1,030	96%

Order Intake by Region

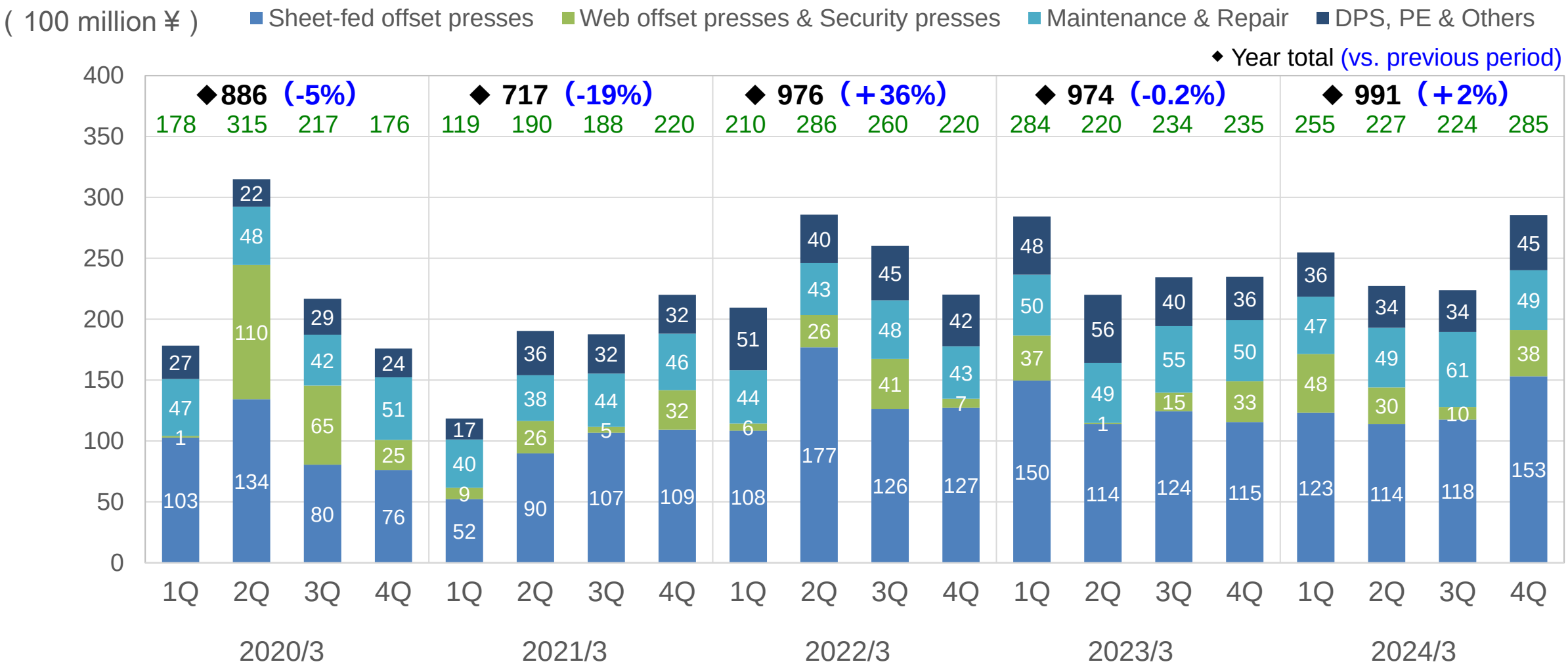


Order Intake by Model

(100 million ¥)

	FY2024 2024/3	FY2023 2023/3	vs. FY2023	Budget FY2024	VS. Budget
Sheet-fed offset presses	508	503	101%	478	106%
Web offset presses & Security presses	127	87	146%	189	67%
Maintenance & Repair	206	204	101%	204	101%
DPS, PE & Others	150	179	84%	159	94%
Total	991	974	102%	1,030	96%

Order Intake by Model

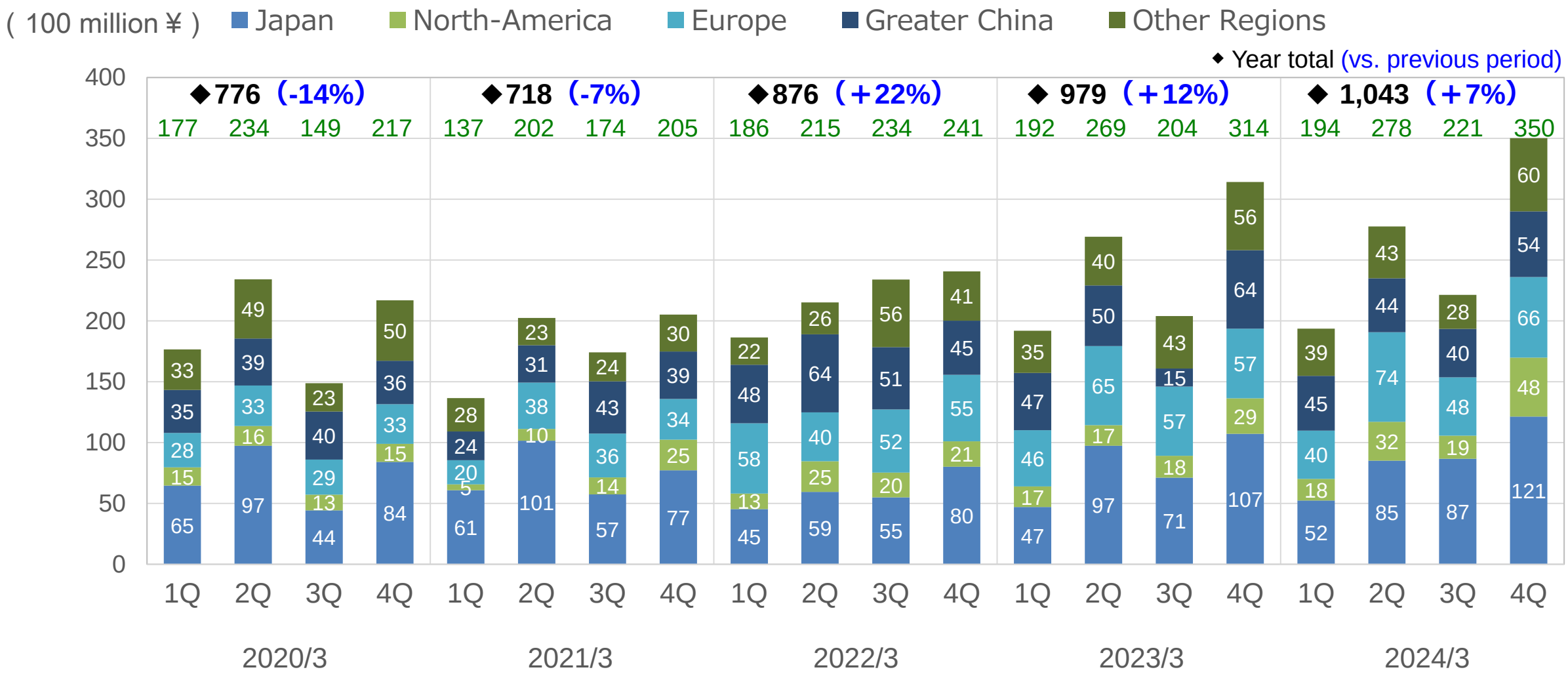


Net Sales by Region

(100 million ¥)

	FY2024 2024/3	FY2023 2023/3	vs. FY2023	Budget FY2024	vs. Budget
Japan	346	323	107%	347	100%
North-America	117	81	145%	106	110%
(million USD)	(81)	(60)	(135%)	(77)	(105%)
Europe	228	225	101%	237	96%
(million EUR)	(145)	(160)	(91%)	(158)	(92%)
Greater China	183	176	104%	186	99%
Other Regions	169	174	98%	181	93%
Total	1,043	979	107%	1,057	99%

Net Sales by Region

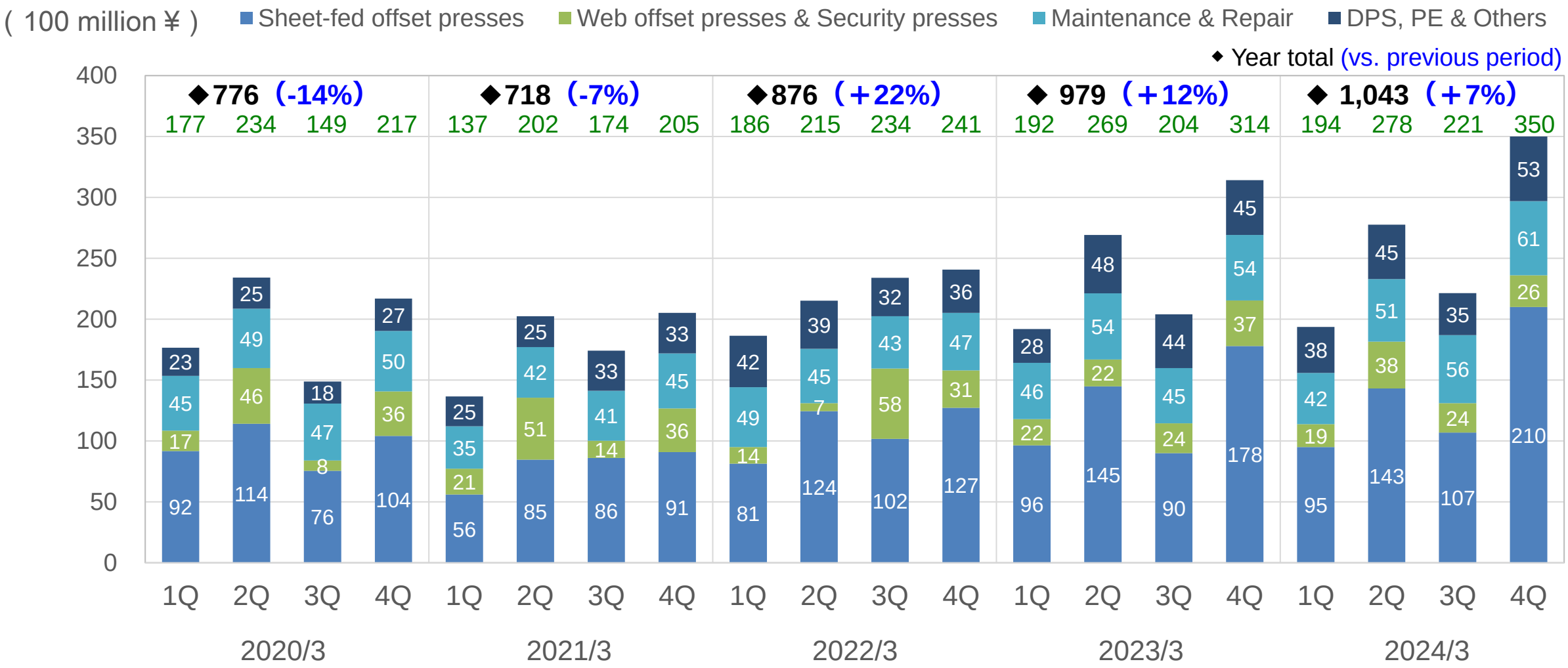


Net Sales by Model

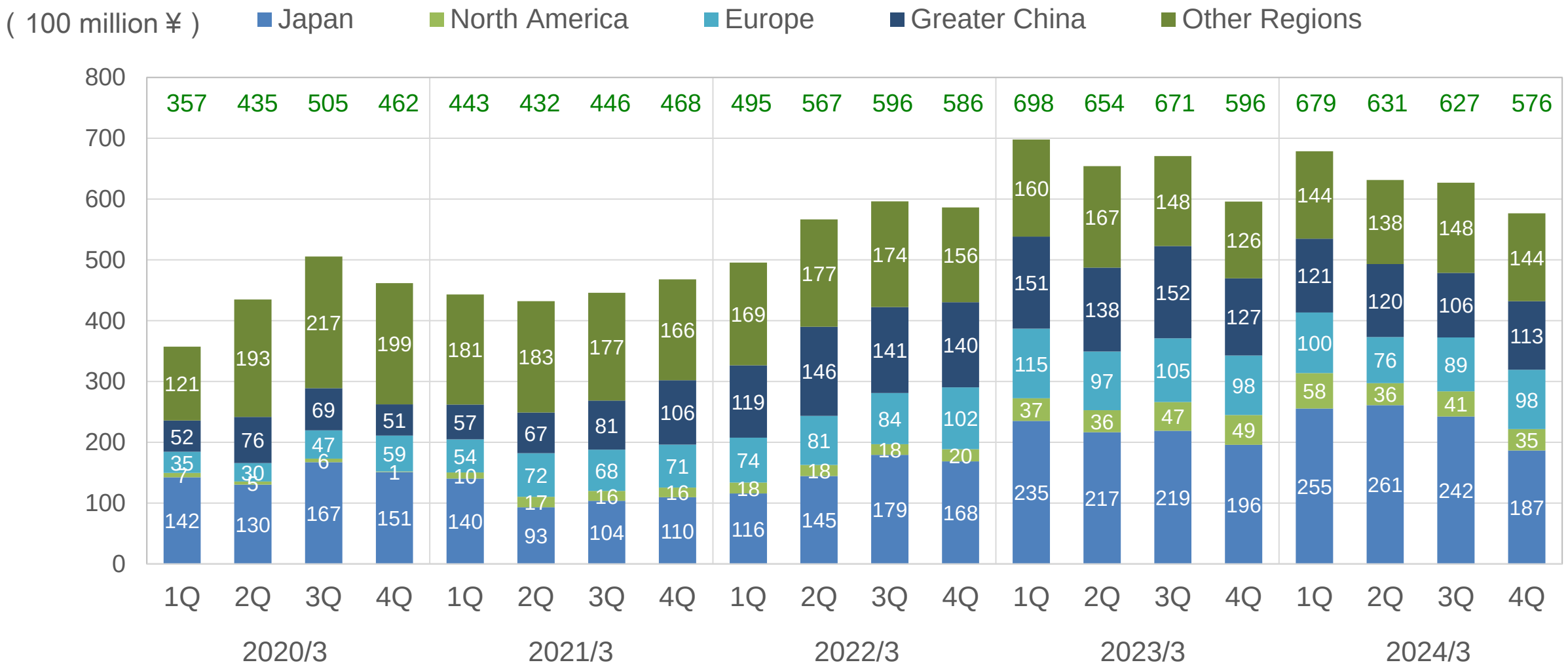
(100 million ¥)

	FY2024 2024/3	FY2023 2023/3	vs. FY2023	Budget FY2024	vs. Budget
Sheet-fed offset presses	555	509	109%	551	101%
Web offset presses & Security presses	107	106	102%	129	83%
Maintenance & Repair	210	200	105%	201	105%
DPS, PE & Others	171	165	104%	177	97%
Total	1,043	979	107%	1,057	99%

Net Sales by Model



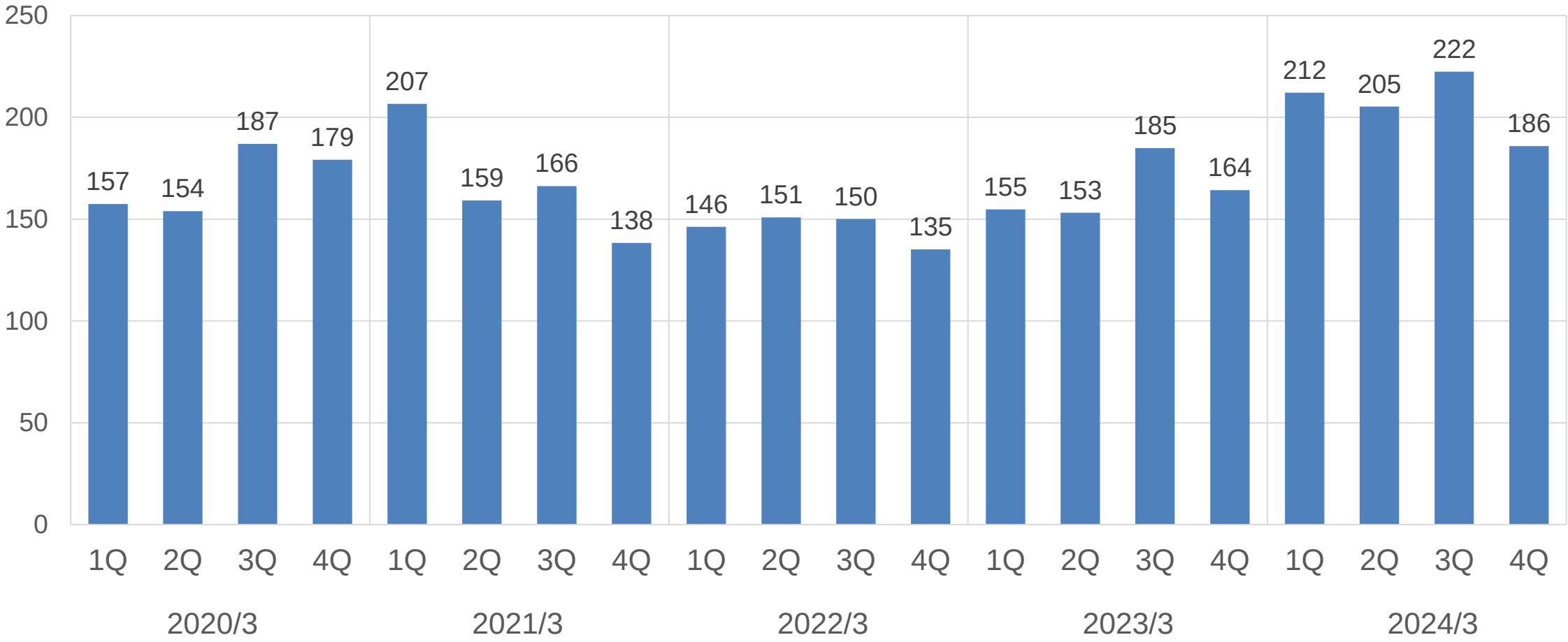
Order Backlog



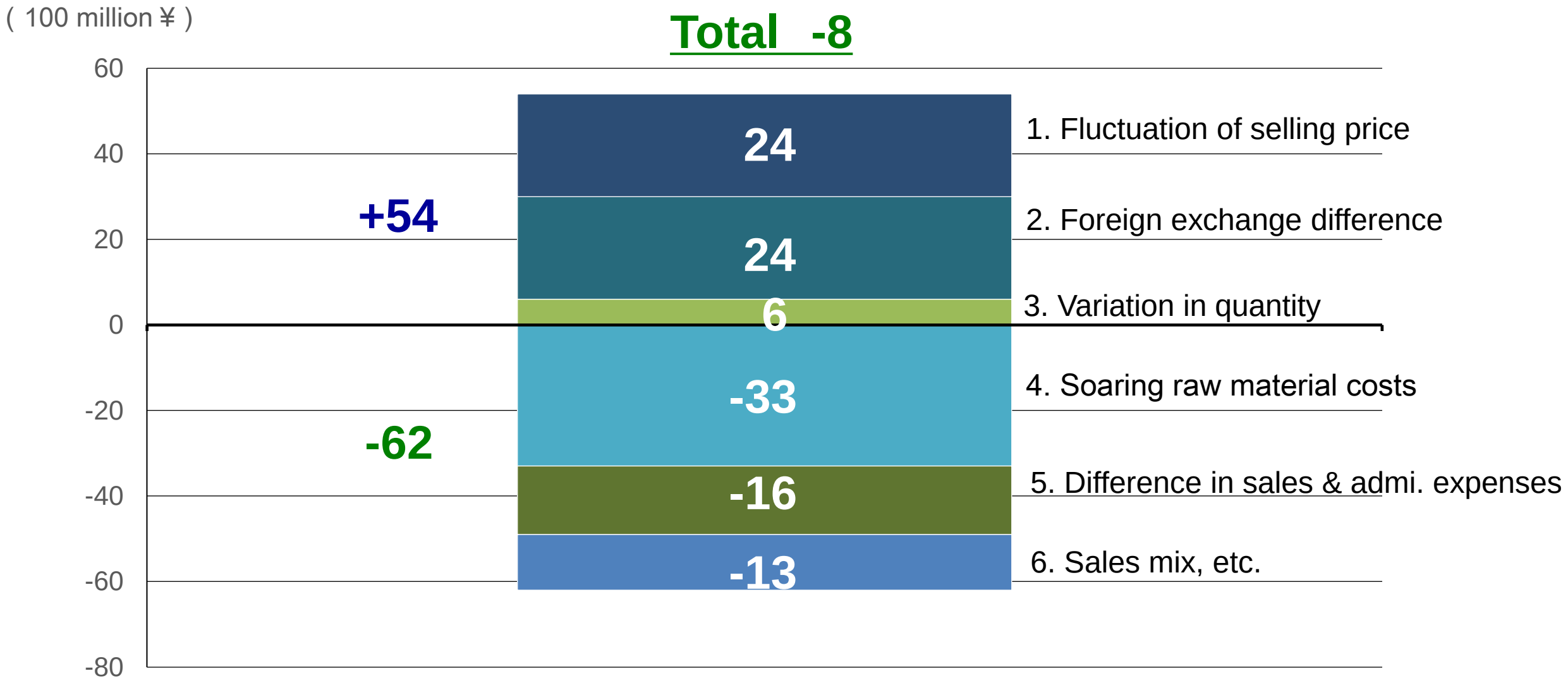
Inventories （Finished Goods, Cost of Sales）

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(100 million ¥)



Analysis of Operating Income for FY2024(vs. FY2023)



Forecast of result of operations for FY2024

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(100 million ¥)

		Budget FY2025			FY2024 2024/3	Change	vs. FY2024
		1H	2H	Year total			
Order intake		611	499	1,110	991	119	112%
Net sales		502	592	1,094	1,043	51	105%
Operating income		12	46	58	49	9	118%
Ordinary income		7	47	54	68	-14	79%
Profit attributable to owners of parent		5	53	58	46	12	125%
FOREX :	USD	140.00	140.00	140.00	144.40		
	EUR	150.00	150.00	150.00	156.80		
FOREX :	USD	140.00	140.00	140.00	151.41		
	EUR	150.00	150.00	150.00	163.24		

Forecast of Order Intake by Region

(100 million ¥)

	Budget FY2025			FY2024 2024/3	Change	vs. FY2024
	1H	2H	Year total			
Japan	174	179	353	337	16	105%
North-America	46	53	98	97	1	101%
(million USD)	(33)	(38)	(70)	(67)	(3)	(104%)
Europe	137	110	247	216	31	114%
(million EUR)	(91)	(74)	(165)	(138)	(27)	(120%)
Greater China	74	65	139	159	-20	88%
Other Regions	180	92	272	183	90	149%
Total	611	499	1,110	991	119	112%

Forecast of Order Intake by Model

(100 million ¥)

	Budget FY2025			FY2024 2024/3	Change	vs. FY2024
	1H	2H	Year total			
Sheet-fed offset presses	272	244	516	508	8	102%
Web offset presses & Security presses	144	40	184	127	57	145%
Maintenance & Repair	112	115	228	206	21	110%
DPS, PE & Others	83	100	183	150	32	122%
Total	611	499	1,110	991	119	112%

Forecast of Net Sales by Region

(100 million ¥)

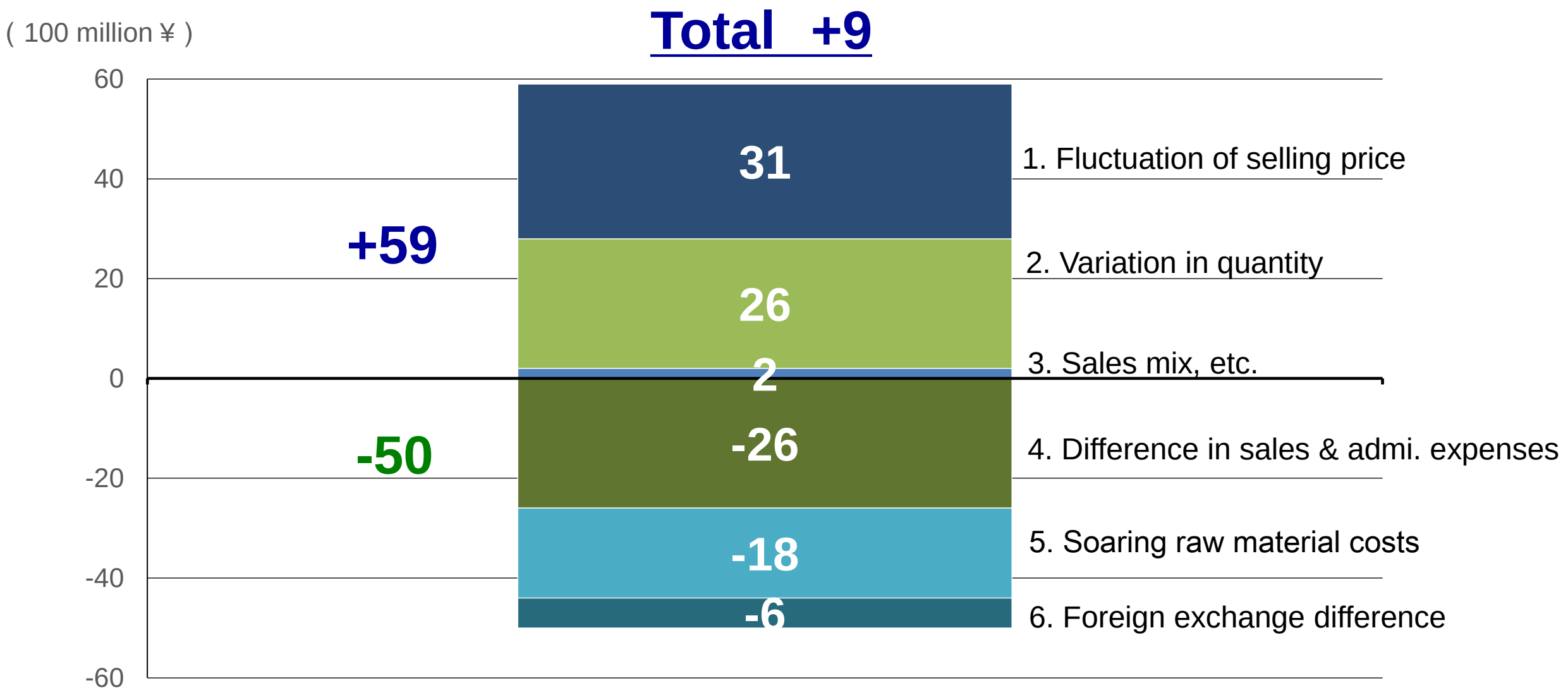
	Budget FY2025			FY2024 2024/3	Change	vs. FY2024
	1H	2H	Year total			
Japan	158	201	360	346	14	104%
North-America	43	55	98	117	-19	84%
(million USD)	(31)	(39)	(70)	(81)	(-11)	(86%)
Europe	85	164	249	228	22	110%
(million EUR)	(57)	(110)	(166)	(145)	(21)	(115%)
Greater China	92	62	154	183	-29	84%
Other Regions	124	110	233	169	64	138%
Total	502	592	1,094	1,043	51	105%

Forecast of Net Sales by Model

(100 million ¥)

	Budget FY2025			FY2024 2024/3	Change	vs. FY2024
	1H	2H	Year total			
Sheet-fed offset presses	248	273	520	555	-35	94%
Web offset presses & Security presses	74	99	173	107	65	161%
Maintenance & Repair	97	115	211	210	1	101%
DPS, PE & Others	84	106	190	171	19	111%
Total	502	592	1,094	1,043	51	105%

Analysis of Operating Income for FY2025 (vs. FY2024)



CAPEX, Depreciation and Amortization, R&D etc.

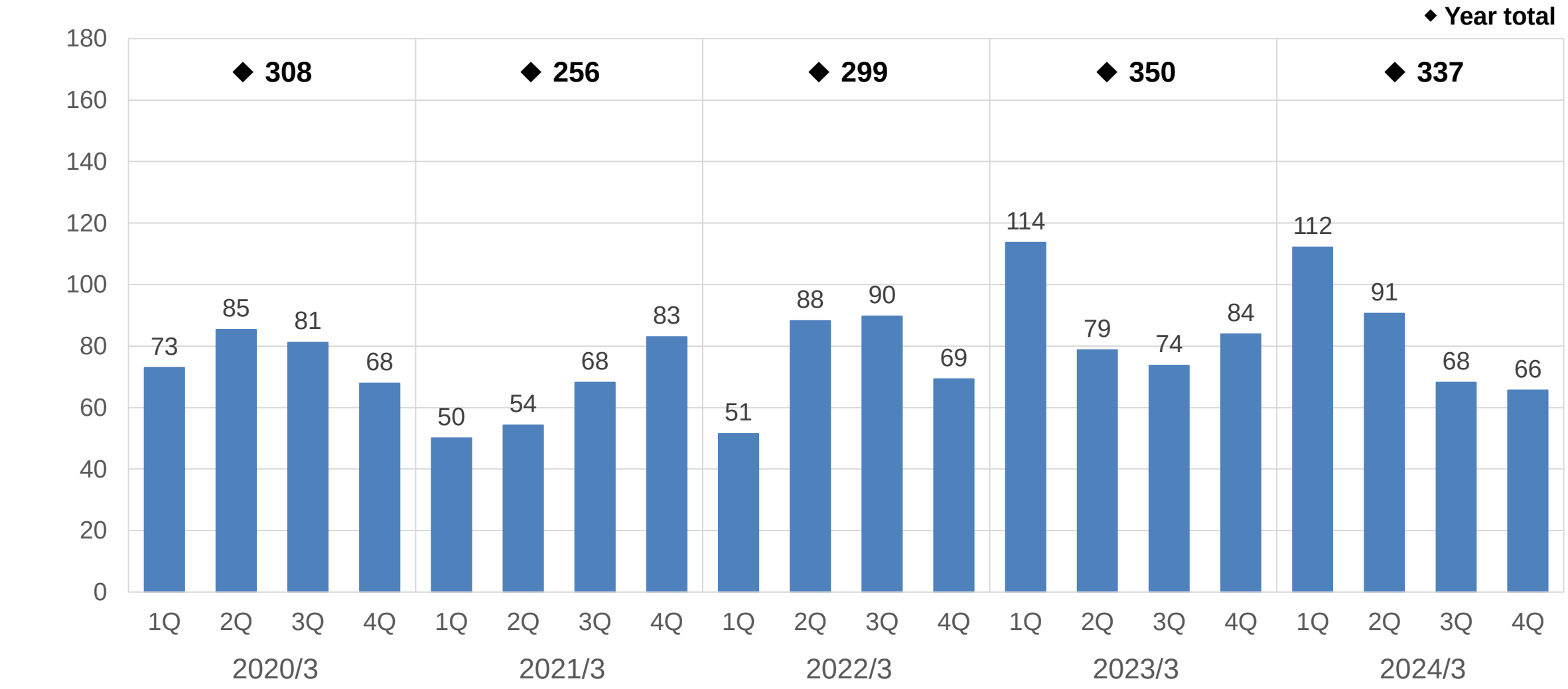
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(million ¥)

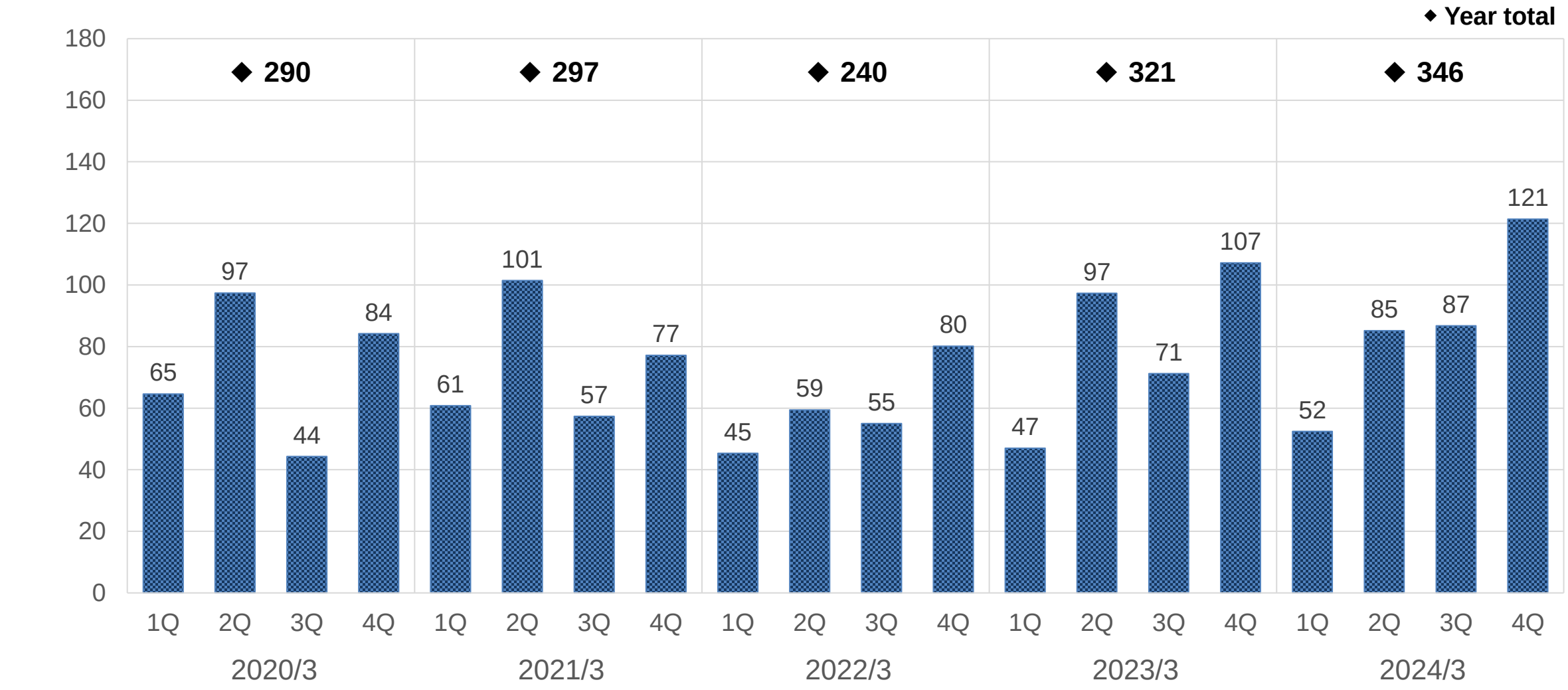
	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025 Forecast
Number of employees	2,363	2,686	2,613	2,567	2,562	2,640
Personnel expenses	20,386	20,199	22,122	23,246	24,656	25,000
Capital expenditures	1,678	1,394	2,371	2,303	1,997	3,000
Depreciation and amortization	2,304	1,604	1,877	1,896	1,968	1,900
R&D expenses	4,899	4,002	4,050	3,654	3,734	4,200
（% to net sales ）	(6.3%)	(5.6%)	(4.6%)	(3.7%)	(3.6%)	(3.8%)

Order Intake in Japanese Market

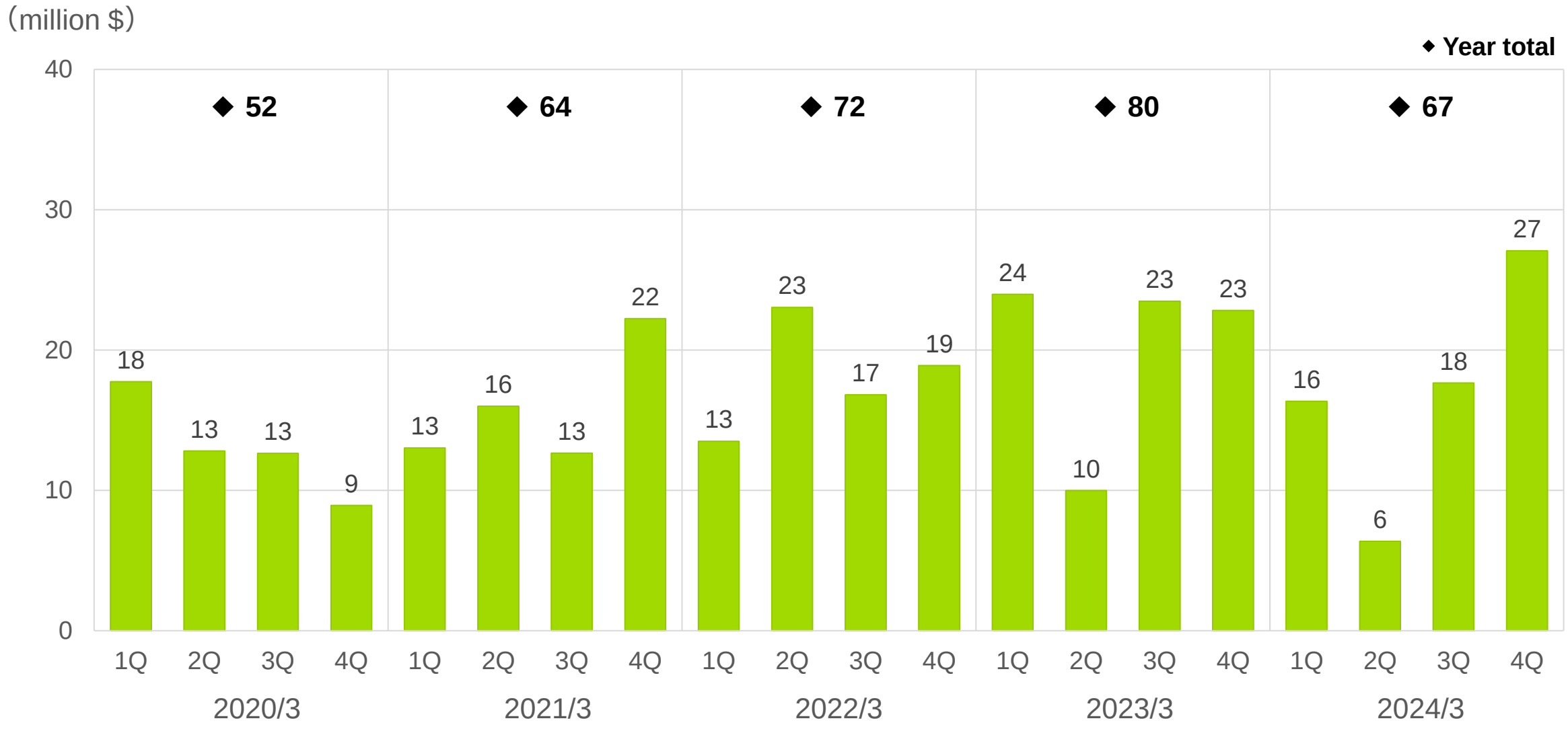
Appendix: Detailed Order Intake and Net Sales by Region



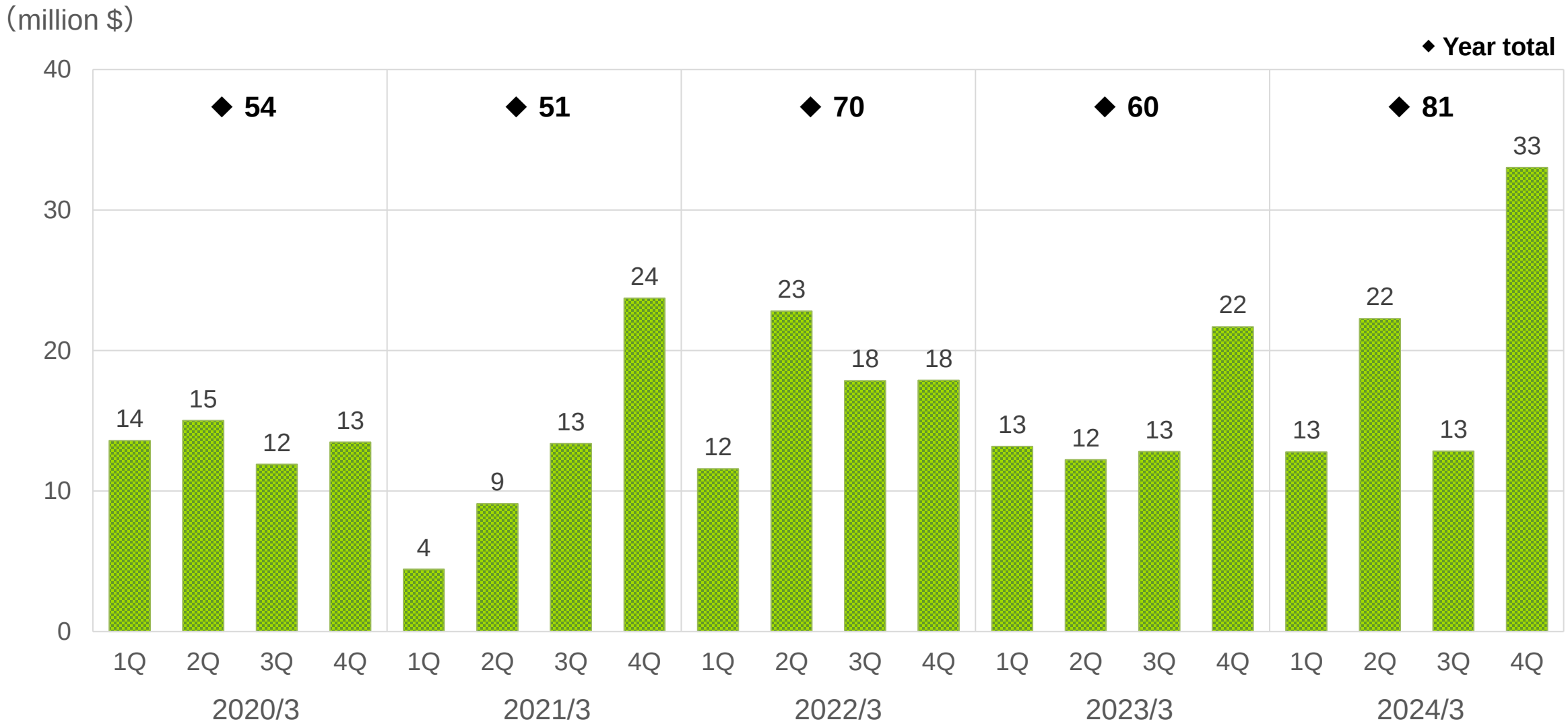
Net Sales in Japanese Market



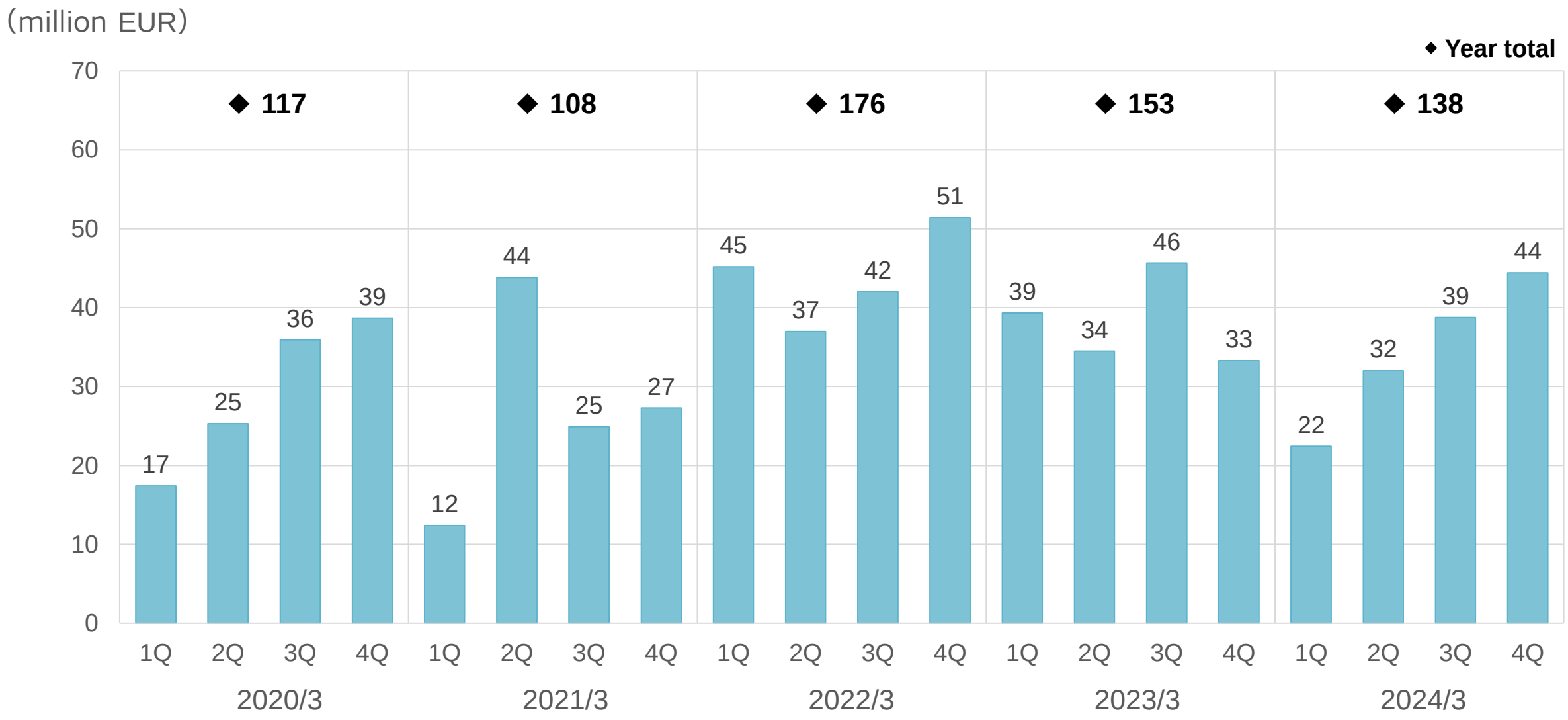
Order Intake in North American Market



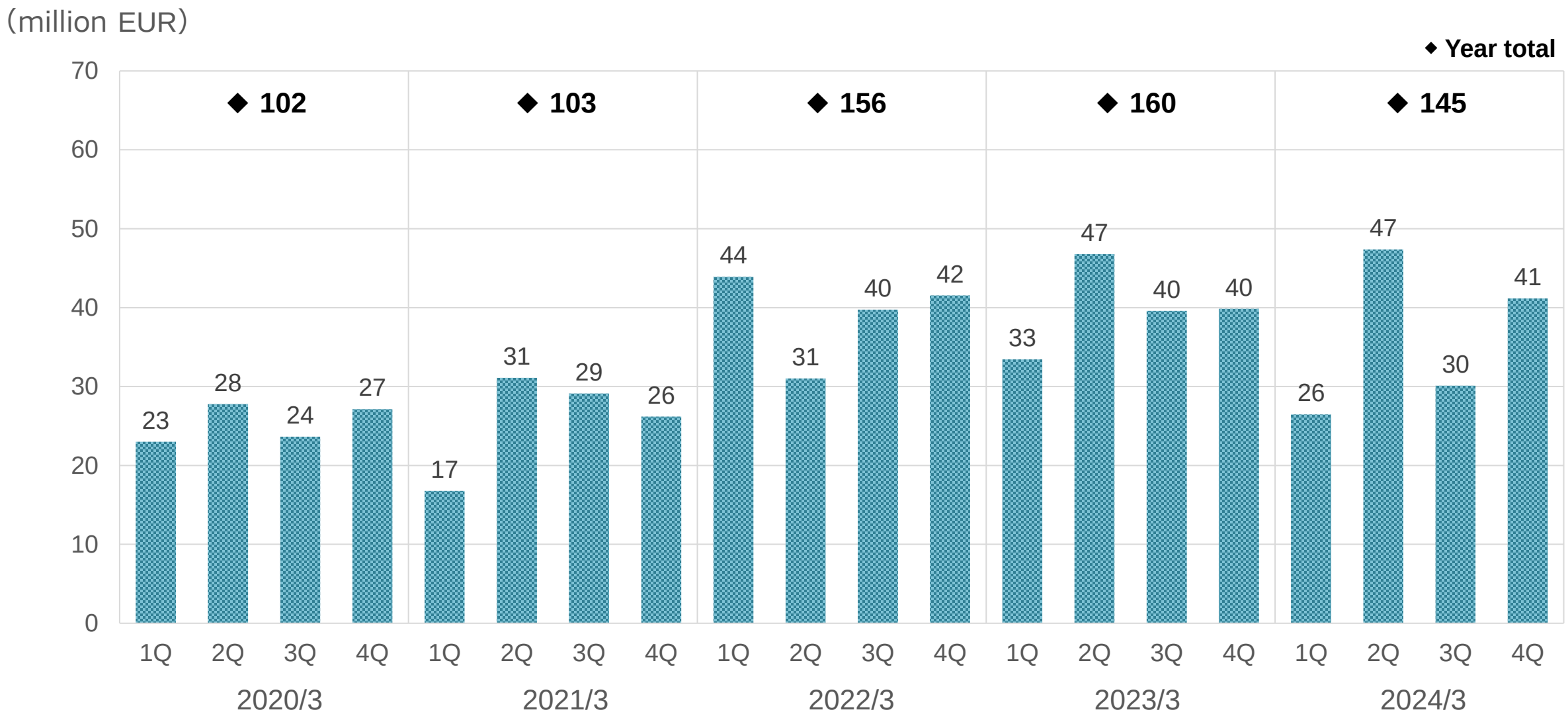
Net Sales in North American Market



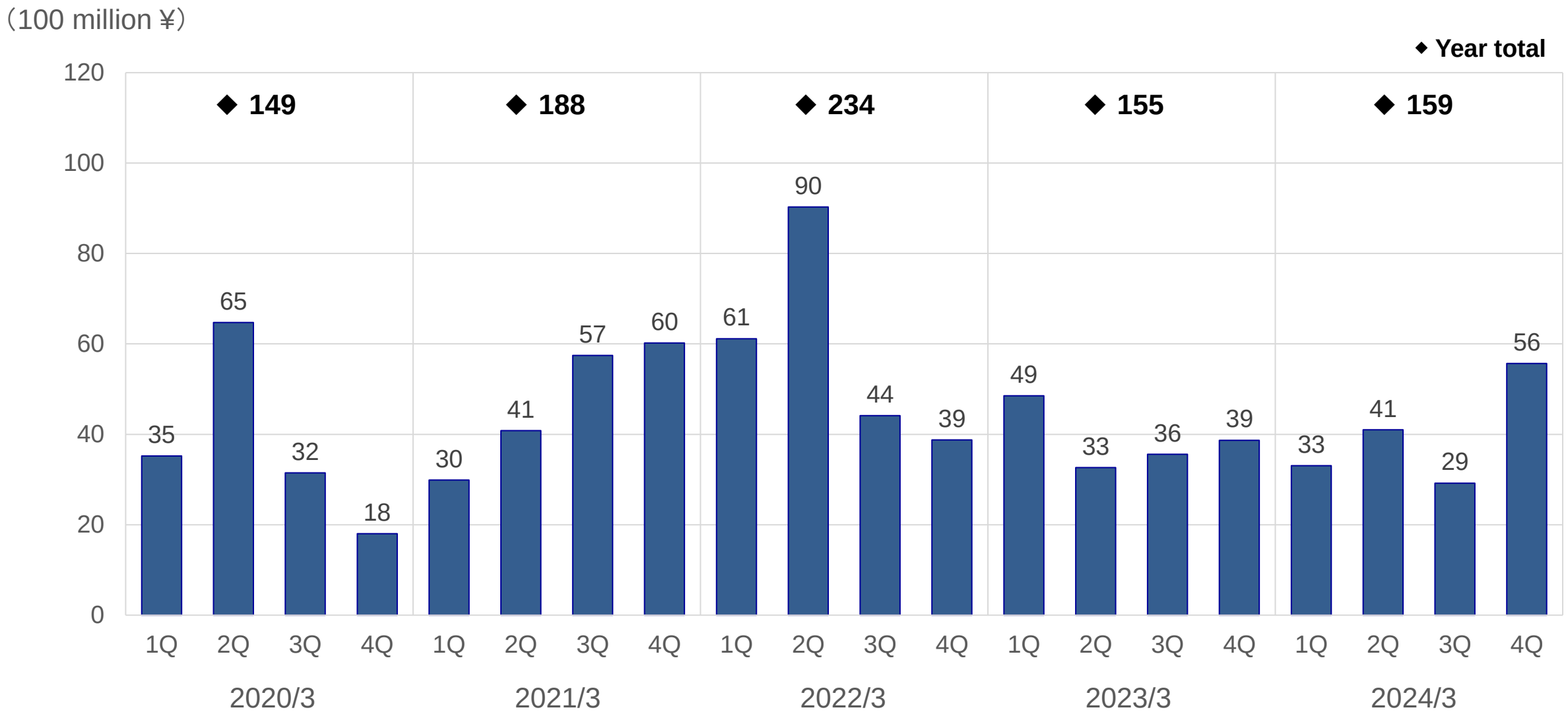
Order Intake in European Market



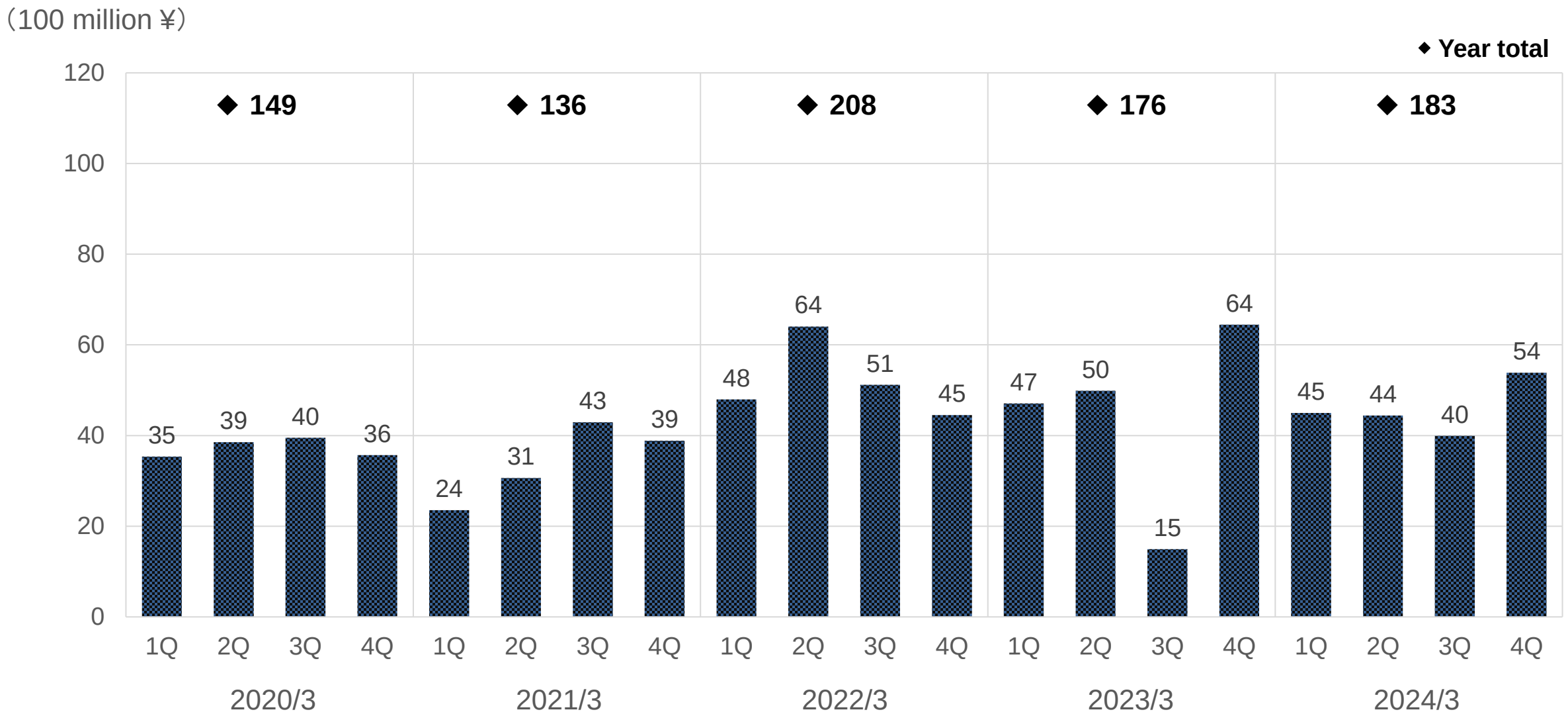
Net Sales in European Market



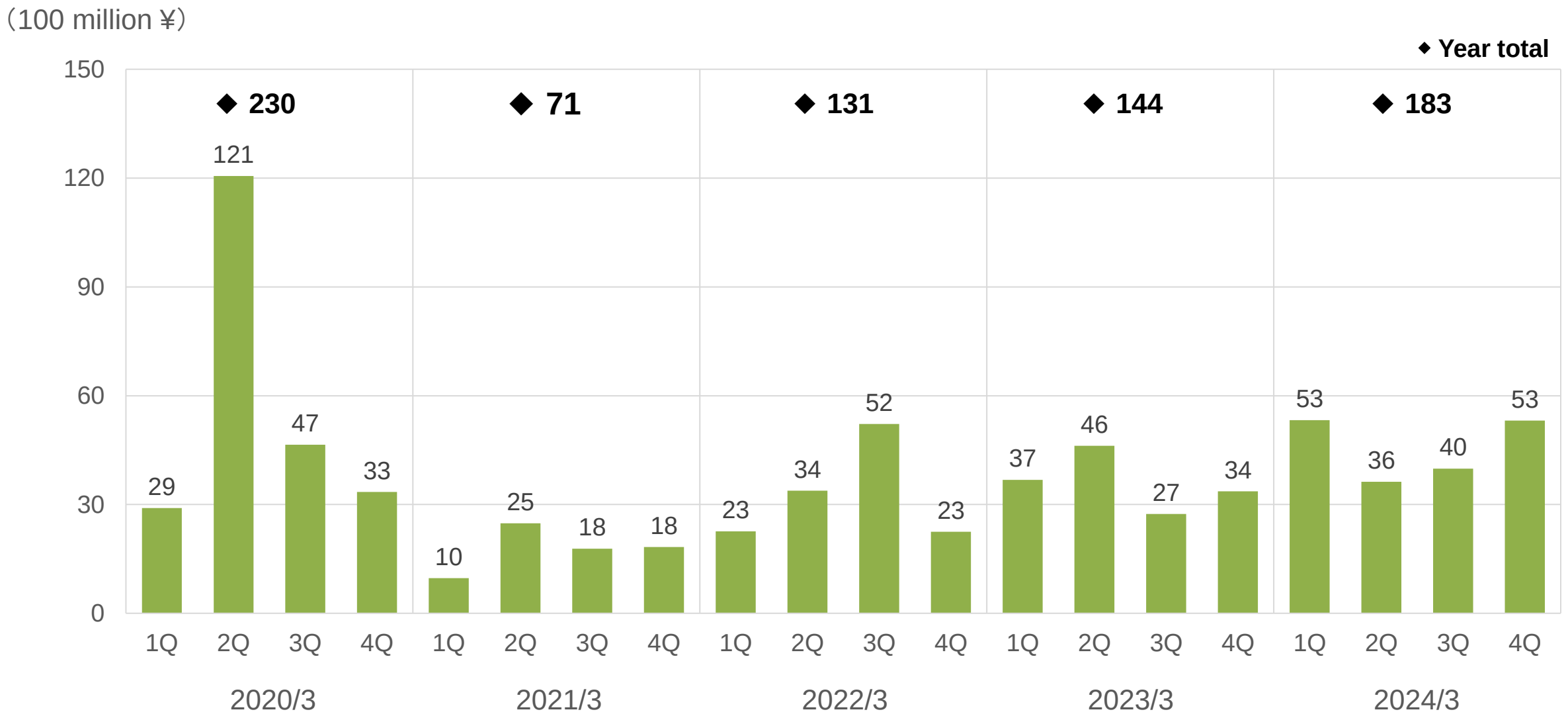
Order Intake in Greater China Market



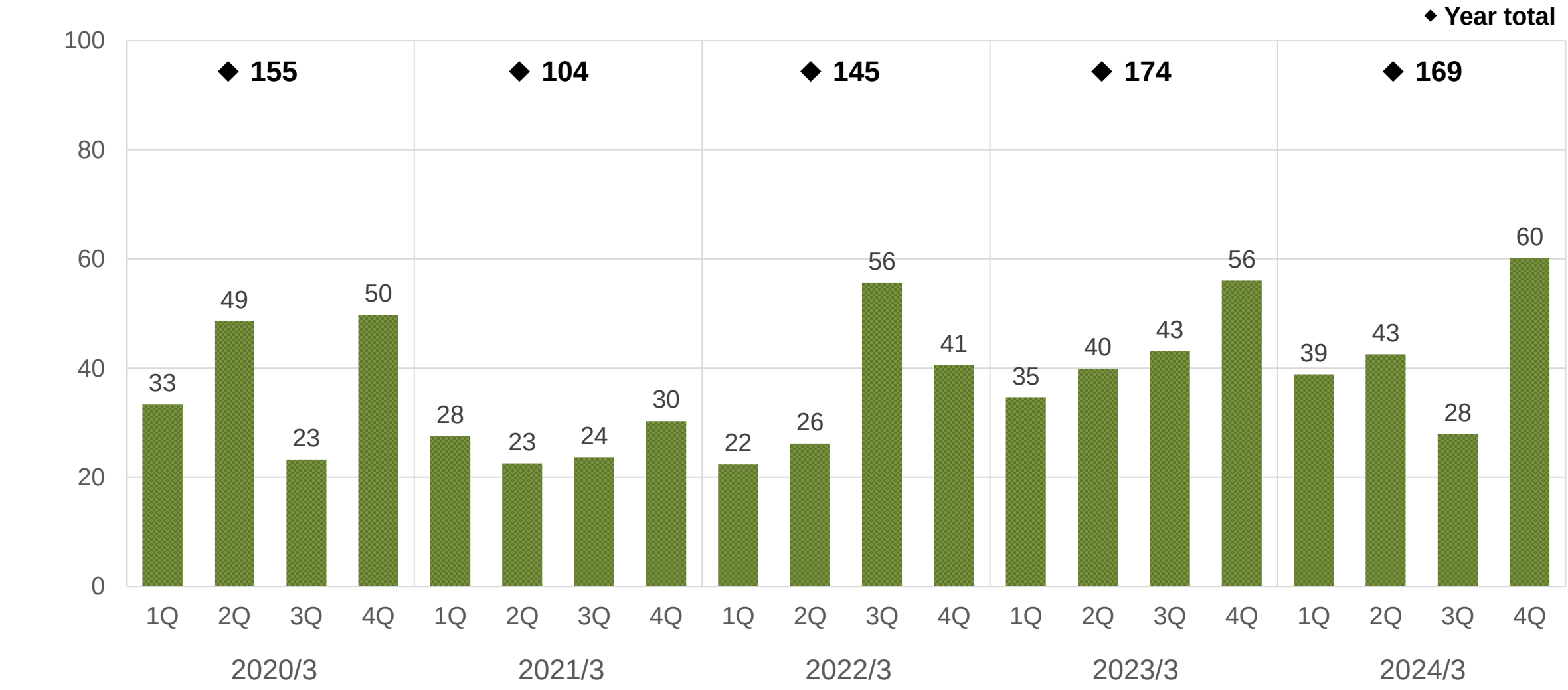
Net Sales in Greater China Market



Order Intake in Other Regions' Markets



Net Sales in Other Regions' Markets



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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.