

# **Supplemental Information for the Consolidated Financial Results for the 3<sup>rd</sup> Quarter ended September 30, 2020 (FY2020 3<sup>rd</sup> Quarter)**

November 13, 2020

## **SAKATA INX CORP.**

The forecasts, etc. set out in this presentation are based on the assumptions and beliefs in light of the information currently available and determined to be reasonable. Actual results, etc. may differ materially due to change in a wide range of factors. All amounts are rounded down to nearest full unit.

# FY2020 3<sup>rd</sup> Quarter (Accumulated)

## Consolidated Financial Results Highlights

※There is no change in the FY2020 (Forecast) from the August 7, 2020 announcement.

(Unit : million yen)

	FY2019 3Q	FY2020 3Q				FY2020 (Forecast)
	Amount	Amount	Increase/ Decrease Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %	Amount
Net sales	124,612	<b>119,417</b>	(5,194)	(4.2)	(2.5)	161,800
Operating income	4,876	<b>4,975</b>	98	2.0	4.6	7,000
Ordinary income	5,596	<b>4,861</b>	(734)	(13.1)	(15.7)	6,700
Net income attributable to owners of parent	3,495	<b>2,961</b>	(533)	(15.3)	(17.9)	4,200
Average rate (USD/YEN)	¥109.15	<b>¥107.59</b>				¥108.00

	FY2019 3Q	FY2020 3Q	FY2020 (Forecast)
Operating income margin	3.9%	<b>4.2%</b>	4.3%
Ordinary income margin	4.5%	<b>4.1%</b>	4.1%
Net income attributable to owners of parent margin	2.8%	<b>2.5%</b>	2.6%
Earnings per share	¥59.85	<b>¥50.70</b>	¥71.91

# FY2020 3<sup>rd</sup> Quarter (3 months & Accumulated)

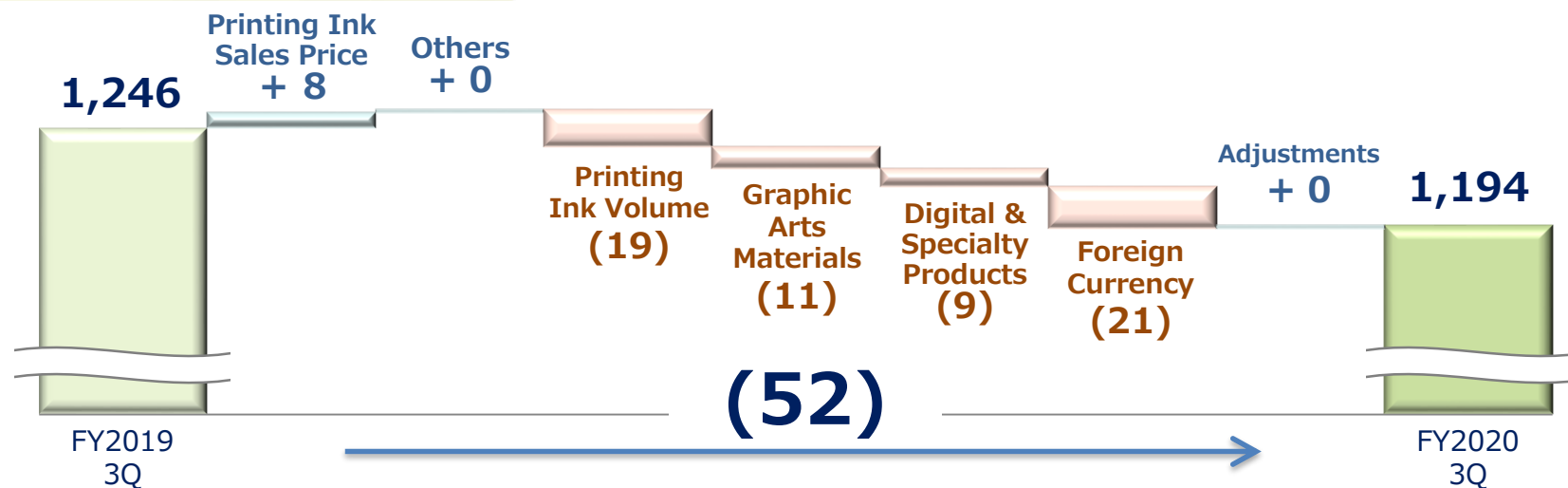
## Net sales & Operating income by Reportable Segment

(Unit : million yen)

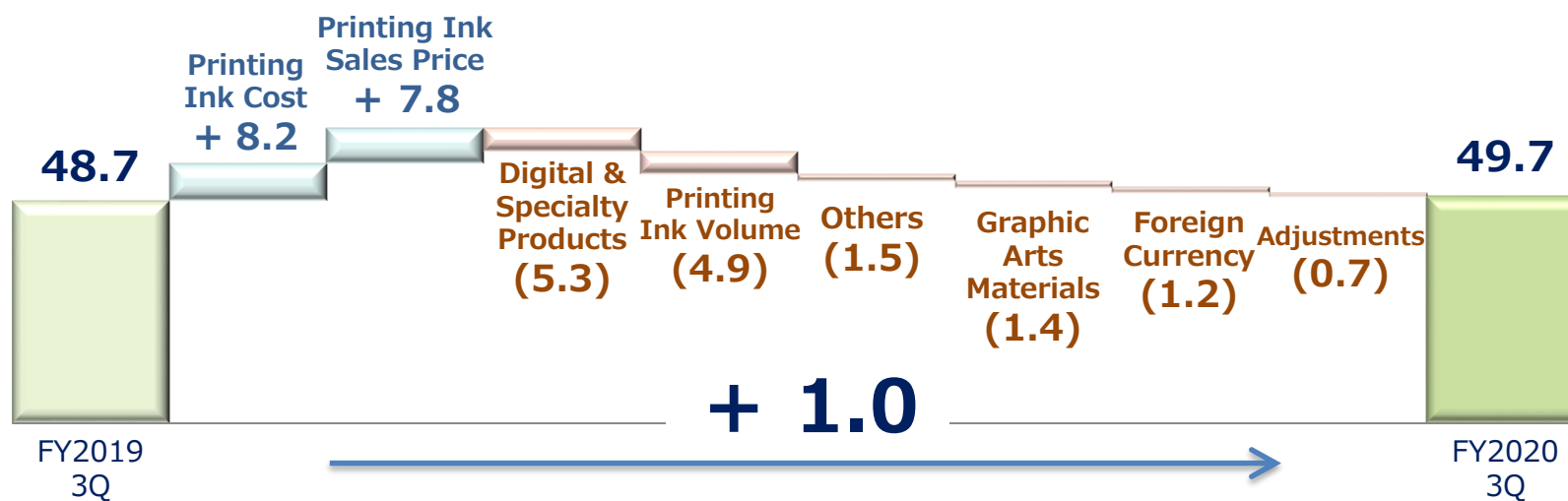
		FY2019 3Q (3 months)	FY2020 3Q (3 months)			FY2019 3Q	FY2020 3Q		
		Amount	Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %	Amount	Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %
N E T  S A L E S	Printing inks and graphic arts materials (Japan)	13,023	<b>11,698</b>	(10.2)	(10.2)	38,679	<b>35,500</b>	(8.2)	(8.2)
	Printing inks (Asia)	8,848	<b>8,502</b>	(3.9)	(1.7)	26,233	<b>23,867</b>	(9.0)	(6.1)
	Printing inks (Americas)	12,084	<b>12,576</b>	4.1	7.5	36,356	<b>37,445</b>	3.0	6.4
	Printing inks (Europe)	2,403	<b>2,406</b>	0.1	(6.4)	7,398	<b>7,552</b>	2.1	3.0
	Digital & Specialty products	2,939	<b>2,549</b>	(13.2)	(13.8)	9,260	<b>8,293</b>	(10.4)	(9.8)
	Reportable Segment Total	39,299	<b>37,733</b>	(4.0)	(2.9)	117,928	<b>112,660</b>	(4.5)	(2.7)
	Other businesses	4,121	<b>3,914</b>	(5.0)	(5.0)	12,474	<b>12,542</b>	0.5	0.5
	Adjustments	(1,975)	<b>(1,701)</b>	-	-	(5,790)	<b>(5,784)</b>	-	-
	Total	41,445	<b>39,945</b>	(3.6)	(2.6)	124,612	<b>119,417</b>	(4.2)	(2.5)
O P E R A T I N G  I N C O M E	Printing inks and graphic arts materials (Japan)	278	<b>183</b>	(34.0)	(34.0)	545	<b>577</b>	6.0	6.0
	Printing inks (Asia)	613	<b>721</b>	17.7	19.4	1,751	<b>1,582</b>	(9.6)	(7.8)
	Printing inks (Americas)	618	<b>870</b>	40.7	46.1	1,551	<b>2,352</b>	51.6	57.7
	Printing inks (Europe)	(210)	<b>(150)</b>	-	-	(581)	<b>(405)</b>	-	-
	Digital & Specialty products	296	<b>(10)</b>	-	-	818	<b>291</b>	(64.4)	(64.5)
	Reportable Segment Total	1,596	<b>1,615</b>	1.2	4.2	4,085	<b>4,399</b>	7.7	10.7
	Other businesses	66	<b>(2)</b>	-	-	273	<b>124</b>	(54.3)	(54.3)
	Adjustments	162	<b>180</b>	-	-	518	<b>451</b>	-	-
	Total	1,824	<b>1,793</b>	(1.7)	0.9	4,876	<b>4,975</b>	2.0	4.6

## Net sales &amp; Operating income Increase/Decrease Factor

Net sales Increase/Decrease Factor  
(100 million yen)



Operating income Increase/Decrease Factor  
(100 million yen)



# FY2020 3<sup>rd</sup> Quarter Consolidated Financial Results Highlights

(Unit : 100 million yen)

	As of December 31, 2019	As of September 30, 2020	Increase/ Decrease
Current assets	790	<b>770</b>	(20)
Non-current assets	692	<b>673</b>	(18)
Total assets	1,482	<b>1,444</b>	(38)
Current liabilities	463	<b>436</b>	(26)
Non-current liabilities	205	<b>216</b>	11
Total liabilities	668	<b>653</b>	(15)
Equity ※	766	<b>744</b>	(22)
Non-controlling interests	47	<b>46</b>	(0)
Total net assets	814	<b>790</b>	(23)
Total liabilities and net assets	1,482	<b>1,444</b>	(38)

Closing rate (USD/YEN)      ¥109.56      **¥105.80**

※ Equity = Total shareholders' equity +  
Total accumulated other comprehensive income

	As of December 31, 2019	As of September 30, 2020	Increase/ Decrease
Net assets per share	¥1,313.31	<b>¥1,273.65</b>	¥(39.66)

Total loans payable (Unit : 100 million yen)

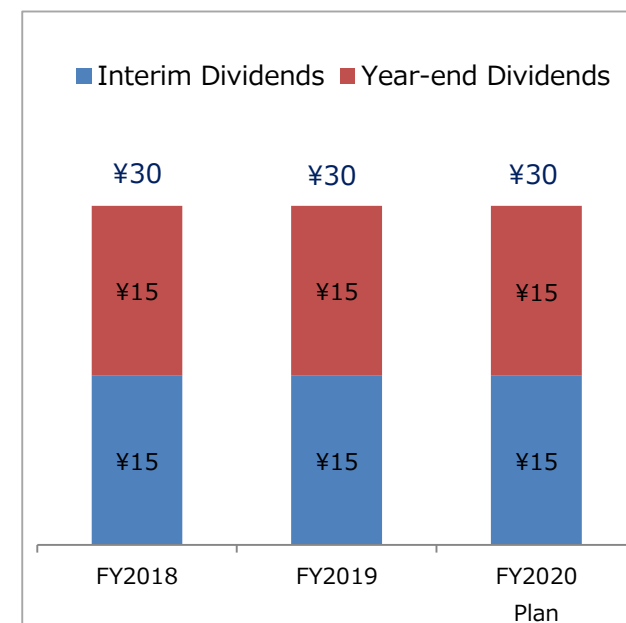
End of December 2019      162

**End of September 2020      223**

Equity Ratio

End of December 2019      51.7%

**End of September 2020      51.5%**



# FY2020 Financial Forecast

※There is no change in the FY2020 (Forecast) from the August 7, 2020 announcement.

(Unit : million yen)

	FY2018	FY2019	FY2020 (Forecast)		
	Amount	Amount	Amount	Increase/ Decrease Amount	Increase/ Decrease Rate %
Net sales	162,056	167,237	<b>161,800</b>	(5,437)	(3.3)
Operating income	5,112	6,225	<b>7,000</b>	774	12.4
Ordinary income	6,910	7,319	<b>6,700</b>	(619)	(8.5)
Net income attributable to owners of parent	4,692	4,114	<b>4,200</b>	85	2.1
Average rate (USD/YEN)	¥110.43	¥109.05	<b>¥108.00</b>		

	FY2018	FY2019	FY2020 (Forecast)
Operating income margin	3.2%	3.7%	<b>4.3%</b>
Ordinary income margin	4.3%	4.4%	<b>4.1%</b>
Net income attributable to owners of parent margin	2.9%	2.5%	<b>2.6%</b>
Earnings per share	¥80.36	¥70.46	<b>¥71.91</b>

# SAKATA INX...

Visual Communication Technology



This material is also available on our website (“Financial Performance & Plan” > “Financial Statements” [<http://www.inx.co.jp/english/financial/statements/>]).