Third Quarter of Fiscal Year 2021
Summary Result Presentation



Komori Corporation

P/L

（100 million ¥）

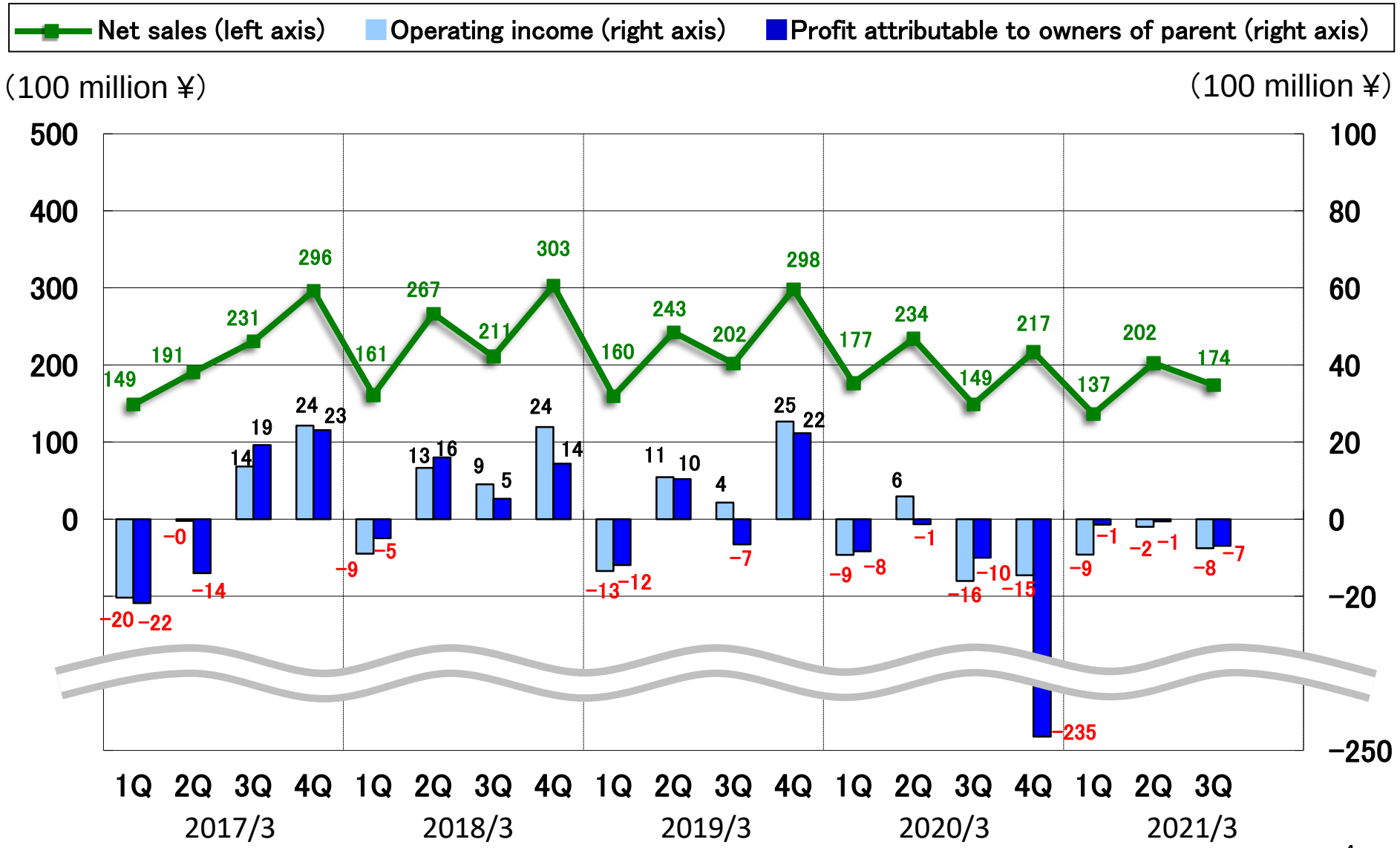
Nine Month Results		FY2021 3Q	FY2020 3Q	Change	vs. FY2020 3Q	Budget FY2021 3Q	Change	vs. Budget
Order intake		496	710	−213	70%	484	12	103%
Net sales		513	560	−46	92%	515	−2	100%
Operating income		−19	−19	1	−	−21	2	−
Ordinary income		−14	−18	4	−	−14	1	−
Profit attributable to owners of parent		−9	−20	11	−	−15	6	−
FOREX : Average (Yen)	US$	105.87	109.10			106.17		
	EUR	122.30	121.46			119.45		
FOREX : End of term (Yen)	US$	103.50	109.56			105.00		
	EUR	126.95	122.54			115.00		

Major Assets and Liabilities

（100 million ¥）

	Dec. 31, 2020	Mar. 31, 2020	Change
Cash and deposits	419	274	145
Notes and account receivable－trade	181	182	−1
Short-term investment securities	84	128	−44
Inventories	339	364	−25
Breakdown: Merchandise and finished goods	166	179	−13
Property, plant and equipment	169	157	13
Intangible assets	43	50	−7
Notes and account payable－trade	114	163	−50
Short-term loans payable	33	0	33
Bonds payable	100	0	100
Long-term loans payable	4	0	4
Shareholders' equity	968	988	−20
Total assets	1,437	1,357	80

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

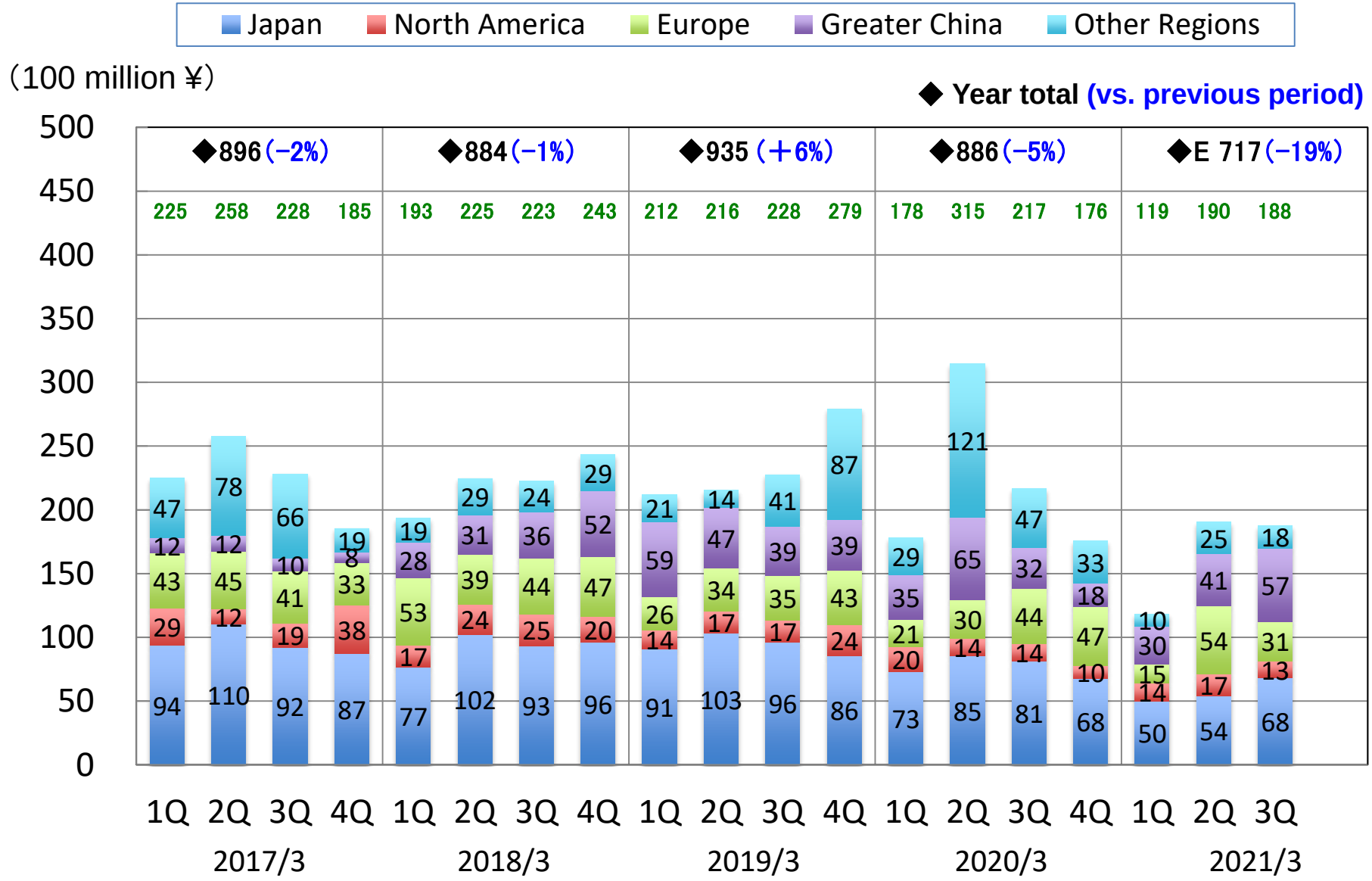


Order Intake by Region

(100 million ¥)

Nine Month Results	FY2021 3Q	FY2020 3Q	vs. FY2020 3Q
Japan	173	240	72%
North-America	44	47	94%
(million USD)	(42)	(43)	(96%)
Europe	99	96	104%
(million EUR)	(81)	(79)	(103%)
Greater China	128	131	98%
Other Regions	52	196	27%
Total	496	710	70%

Order Intake by Region

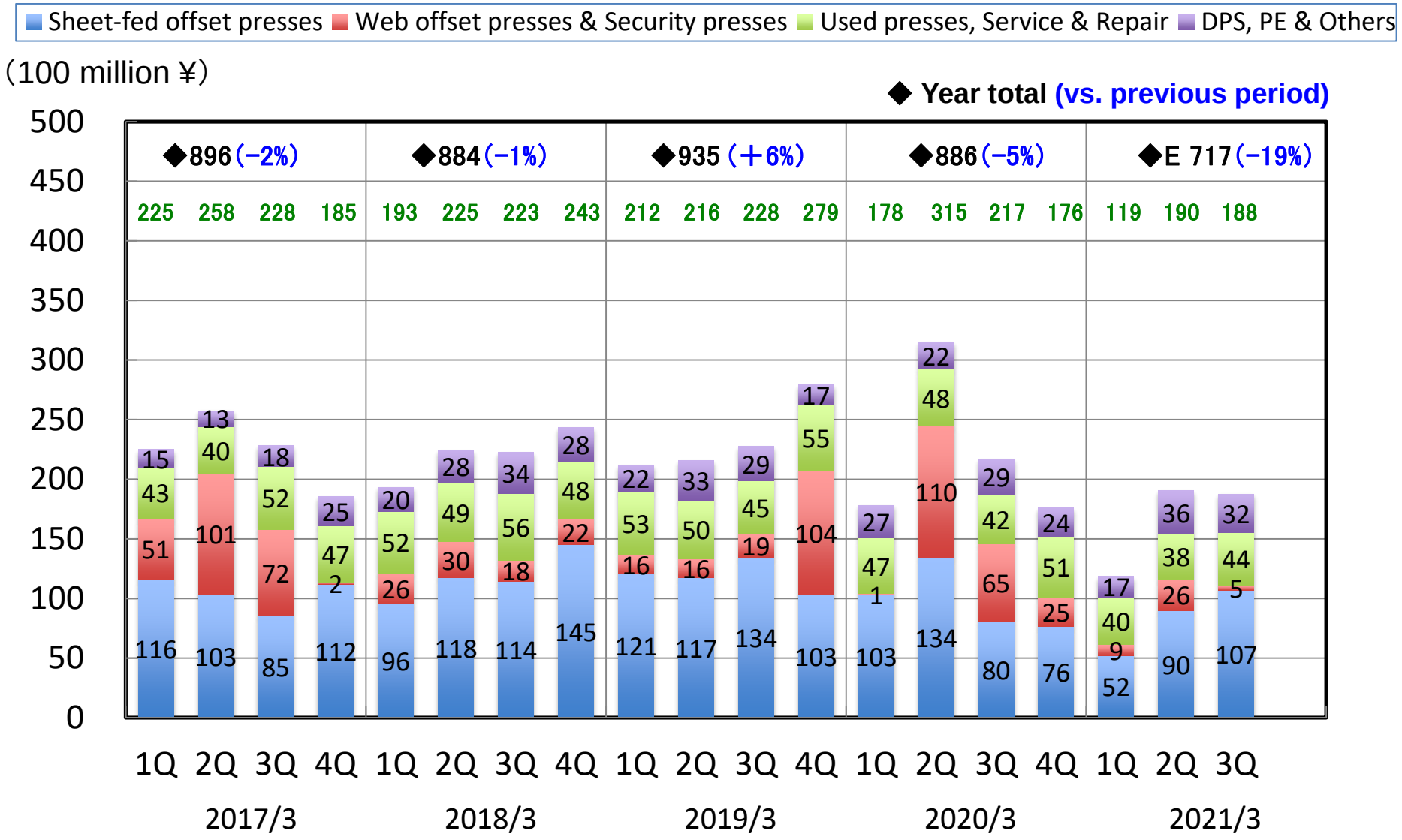


Order Intake by Model

（100 million ¥）

Nine Month Results	FY2021 3Q	FY2020 3Q	vs. FY2020 3Q
Sheet-fed offset presses	249	317	78%
Web offset presses & Security presses	40	177	23%
Used presses, Service & Repair	121	136	89%
DPS, PE & Others	86	79	109%
Total	496	710	70%

Order Intake by Model

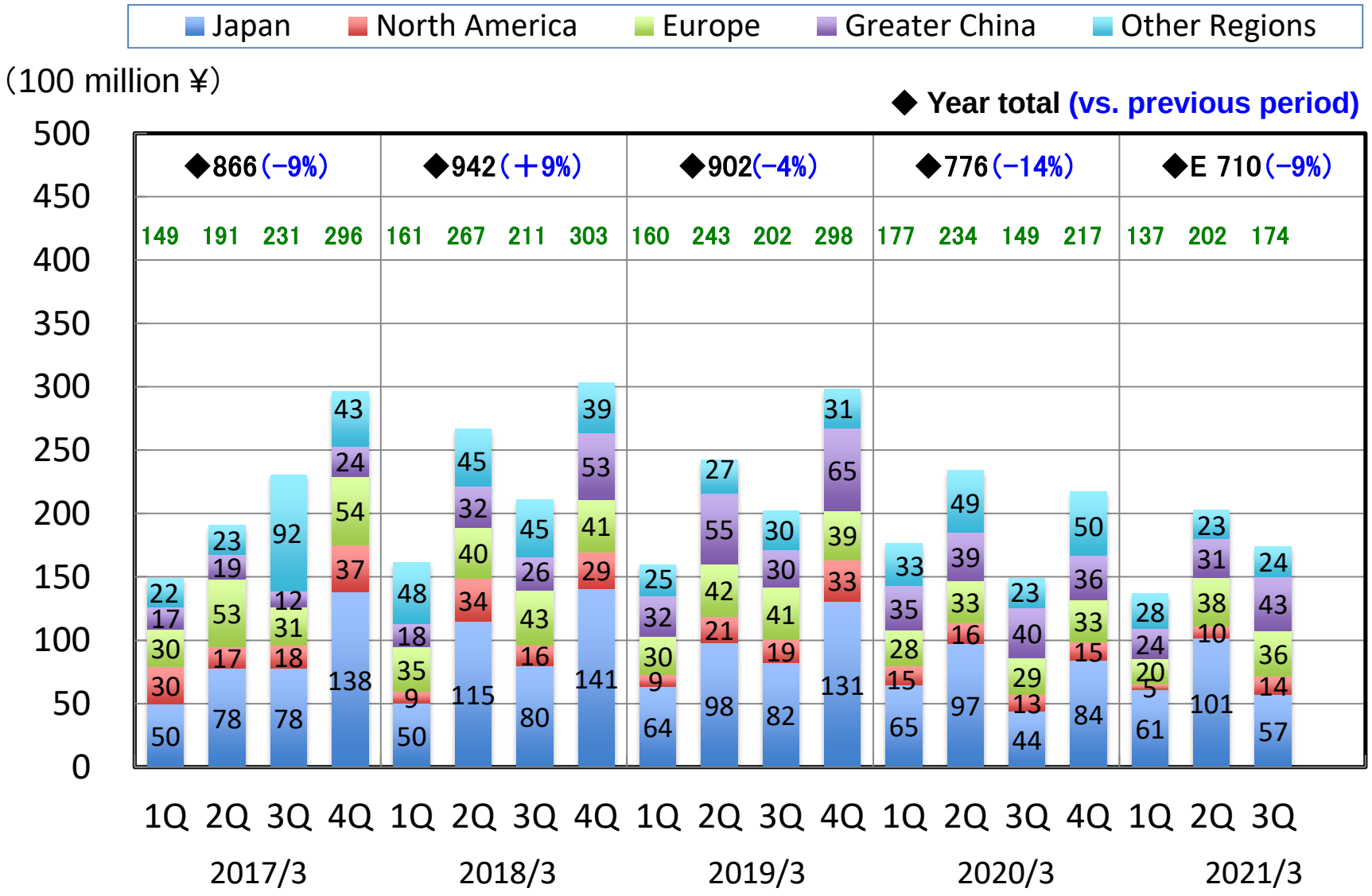


Net Sales by Region

（100 million ¥）

Nine Month Results		FY2021 3Q	FY2020 3Q	vs. FY2020 3Q
Japan		220	206	106%
North-America		28	44	64%
	(million USD)	(27)	(41)	(66%)
Europe		94	90	104%
	(million EUR)	(77)	(74)	(103%)
Greater China		97	113	86%
Other Regions		74	105	70%
Total		513	560	92%

Net Sales by Region

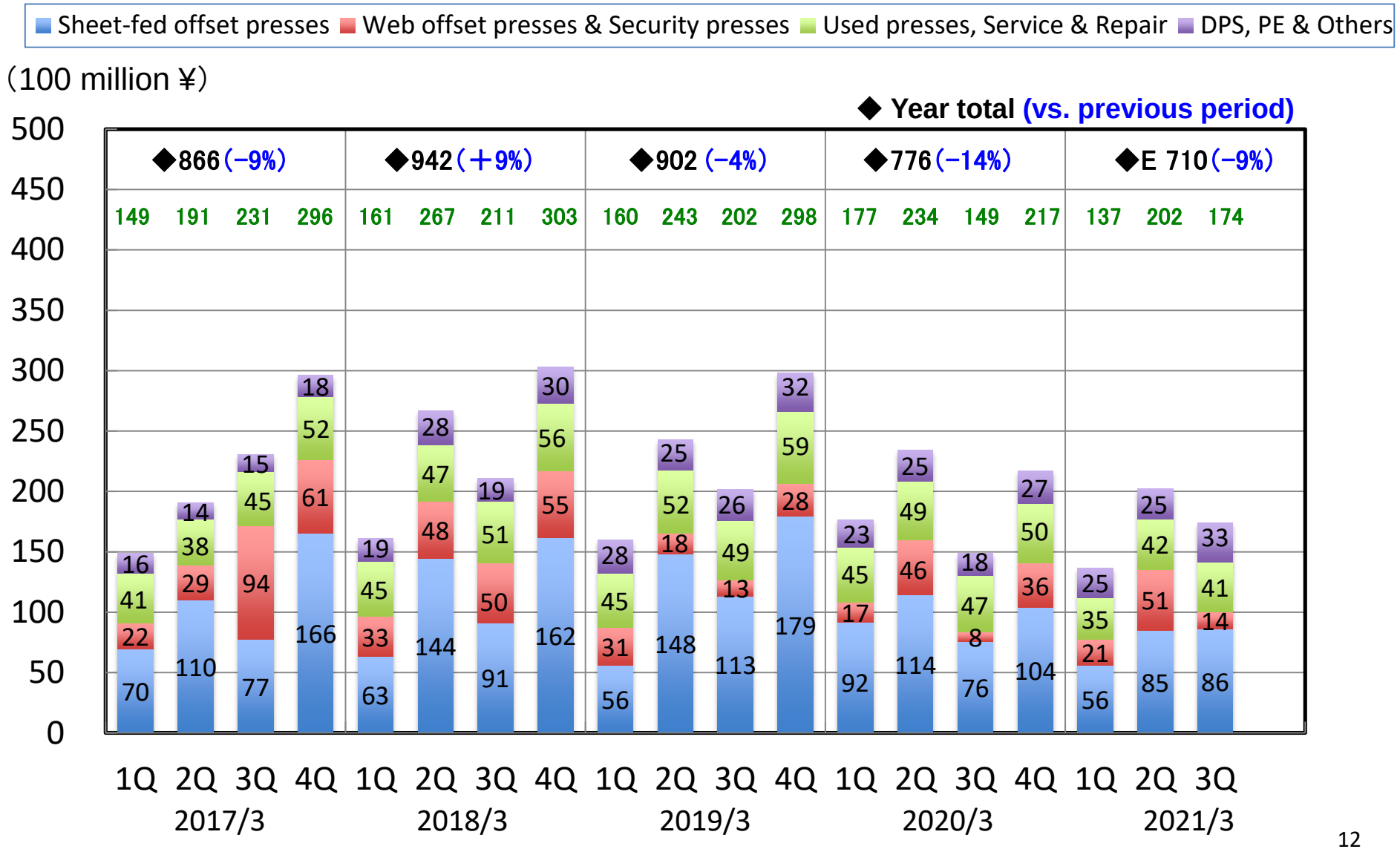


Net Sales by Model

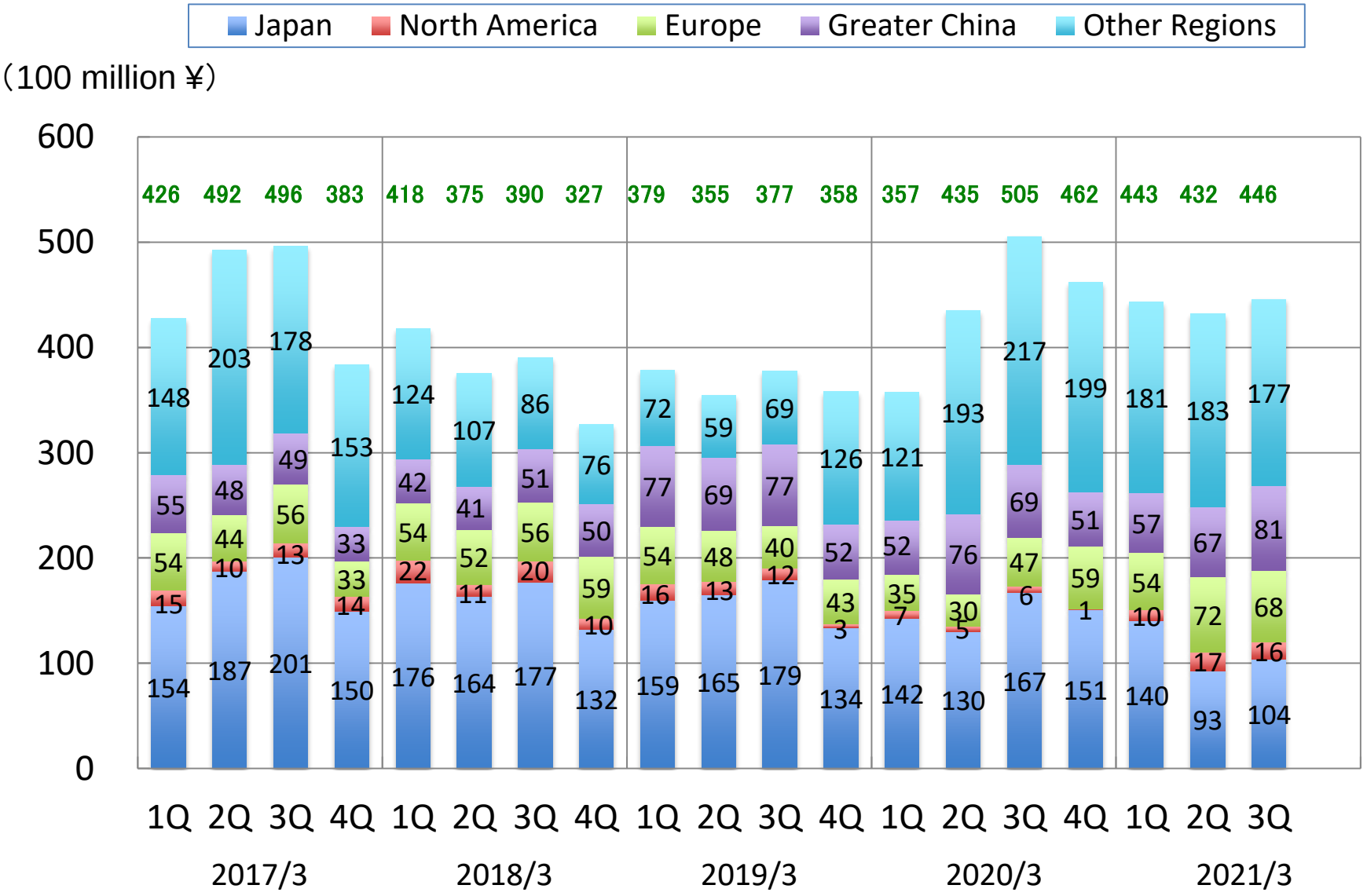
（100 million ¥）

Nine Month Results	FY2021 3Q	FY2020 3Q	vs. FY2020 3Q
Sheet-fed offset presses	227	281	81%
Web offset presses & Security presses	86	71	122%
Used presses, Service & Repair	117	141	83%
DPS, PE & Others	83	67	124%
Total	513	560	92%

Net Sales by Model

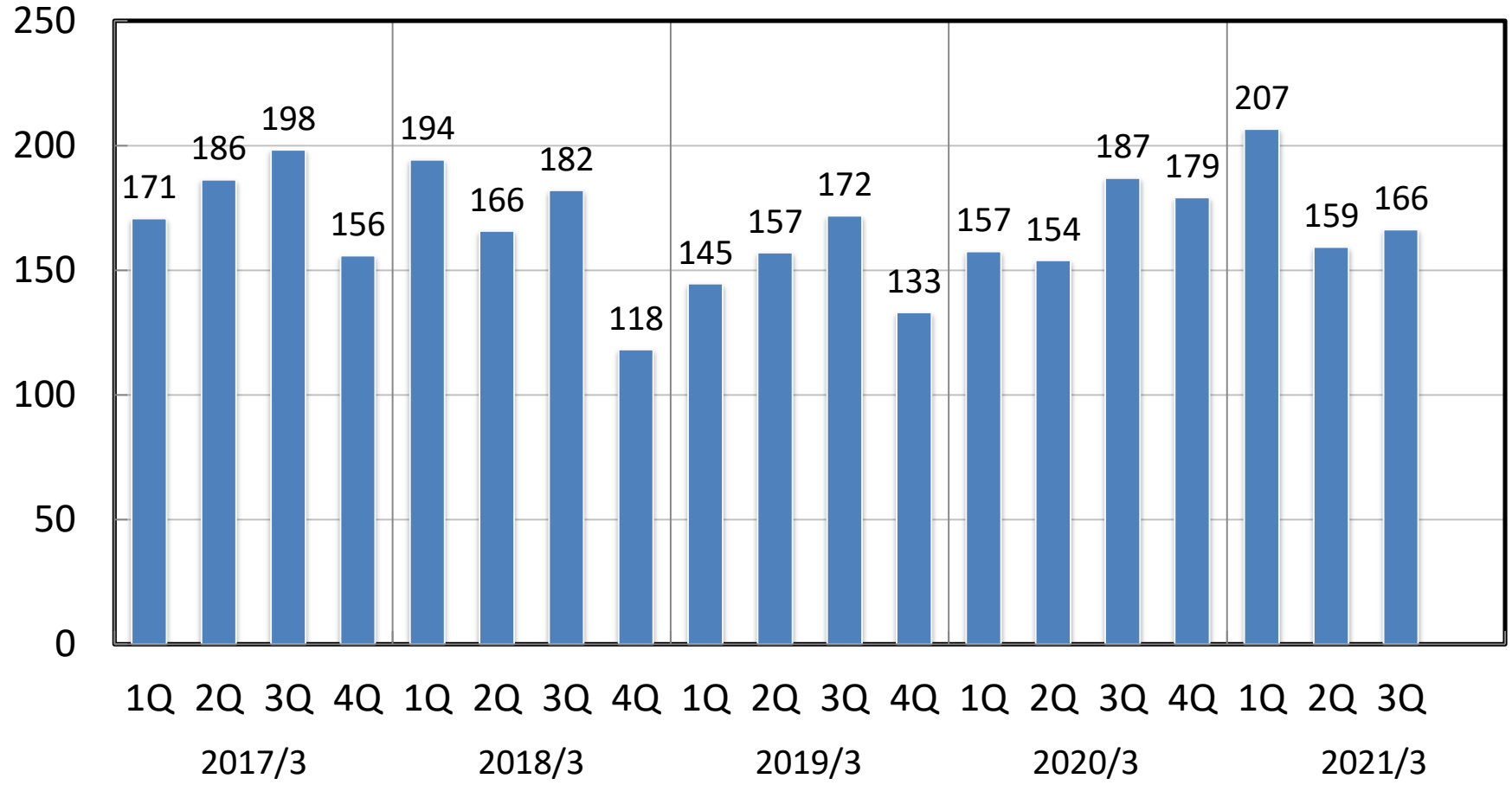


Order Backlog

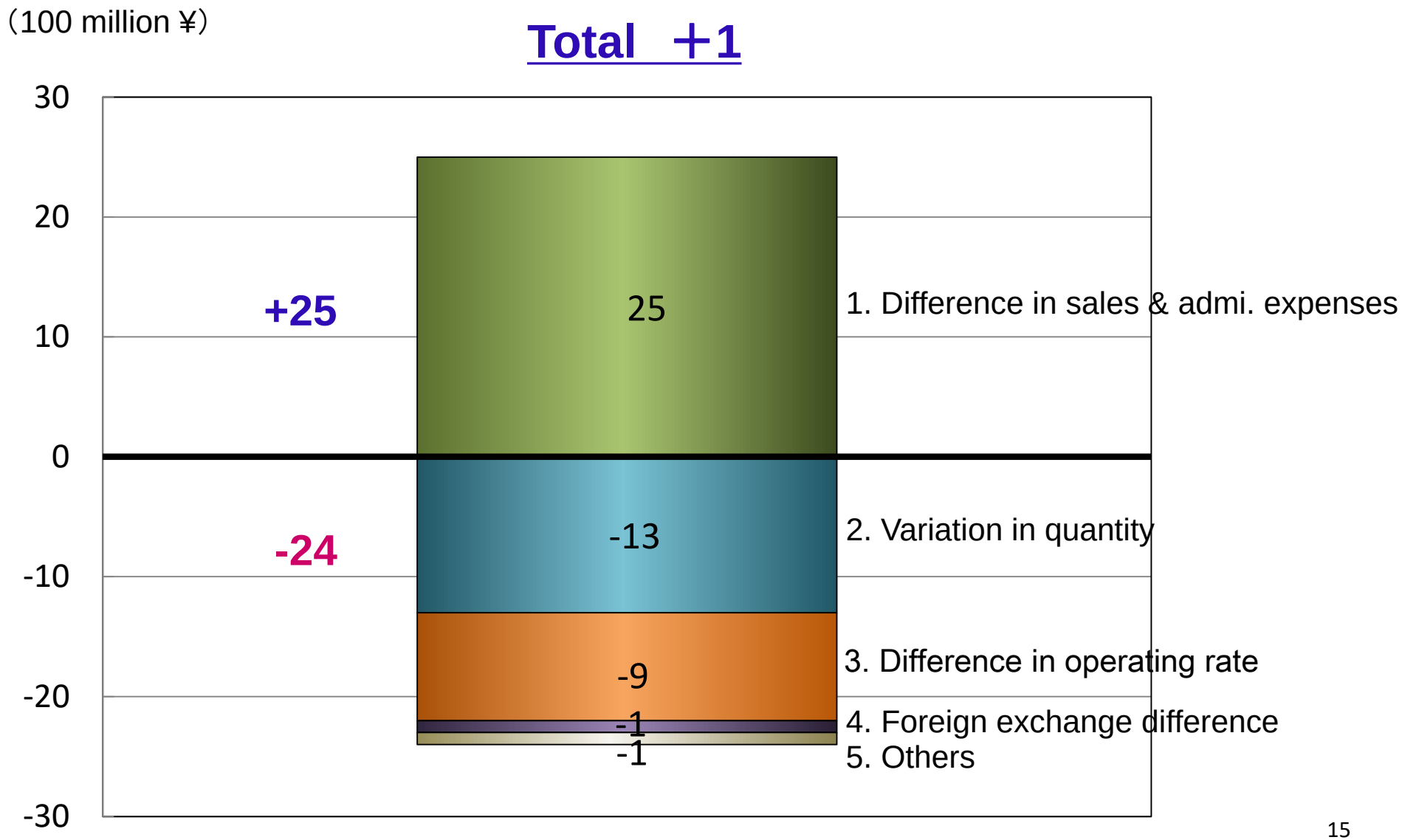


Inventories（Finished Goods, Cost of Sales）

（100 million ¥）



Analysis of Operating Income for 3Q FY2021 (vs. 3Q FY2020)



Forecast of result of operations for FY2021

(100 million ¥)

		FY2021 3Q	FY2020 3Q	Change	vs. FY2020 3Q	Forecast FY2021 year total	FY2020 year total	Change	vs. FY2020 year total
Order intake		496	710	−213	70%	717	886	−169	81%
Net sales		513	560	−46	92%	710	776	−66	91%
Operating income		−19	−19	1	−	−26	−34	8	−
Ordinary income		−14	−18	4	−	−19	−35	16	−
Profit attributable to owners of parent		−9	−20	11	−	−21	−255	234	−
FOREX : Average (Yen)	US$	105.87	109.10			105.90	109.10		
	EUR	122.30	121.46			118.43	121.14		
FOREX : End of term (Yen)	US$	103.50	109.56			105.00	108.83		
	EUR	126.95	122.54			115.00	119.55		

Forecast of Order Intake by Region

(100 million ¥)

	FY2021 3Q	Forecast FY2021 year total	FY2020 year total	Change	vs. FY2020 year total
Japan	173	264	308	−44	86%
North-America	44	47	57	−10	82%
(million USD)	(42)	(44)	(52)	(−8)	(84%)
Europe	99	136	142	−7	95%
(million EUR)	(81)	(115)	(117)	(−3)	(98%)
Greater China	128	129	149	−20	86%
Other Regions	52	142	230	−88	62%
Total	496	717	886	−169	81%

Forecast of Order Intake by Model

（100 million ¥）

	FY2021 3Q	Forecast FY2021 year total	FY2020 year total	Change	vs. FY2020 year total
Sheet-fed offset presses	249	302	394	-92	77%
Web offset presses & Security presses	40	130	202	-72	64%
Used presses, Service & Repair	121	166	188	-22	88%
DPS, PE & Others	86	120	103	17	116%
Total	496	717	886	-169	81%

Forecast of Net Sales by Region

(100 million ¥)

	FY2021 3Q	Forecast FY2021 year total	FY2020 year total	Change	vs. FY2020 year total
Japan	220	295	290	4	101%
North-America	28	43	59	−16	73%
(million USD)	(27)	(40)	(54)	(−14)	(75%)
Europe	94	139	123	16	113%
(million EUR)	(77)	(117)	(102)	(16)	(115%)
Greater China	97	117	149	−32	78%
Other Regions	74	117	155	−38	75%
Total	513	710	776	−66	91%

Forecast of Net Sales by Model

(100 million ¥)

	FY2021 3Q	Forecast FY2021 year total	FY2020 year total	Change	vs. FY2020 year total
Sheet-fed offset presses	227	312	386	-73	81%
Web offset presses & Security presses	86	114	107	6	106%
Used presses, Service & Repair	117	163	190	-28	85%
DPS, PE & Others	83	121	93	28	130%
Total	513	710	776	-66	91%

CAPEX, Depreciation and Amortization, R&D etc.

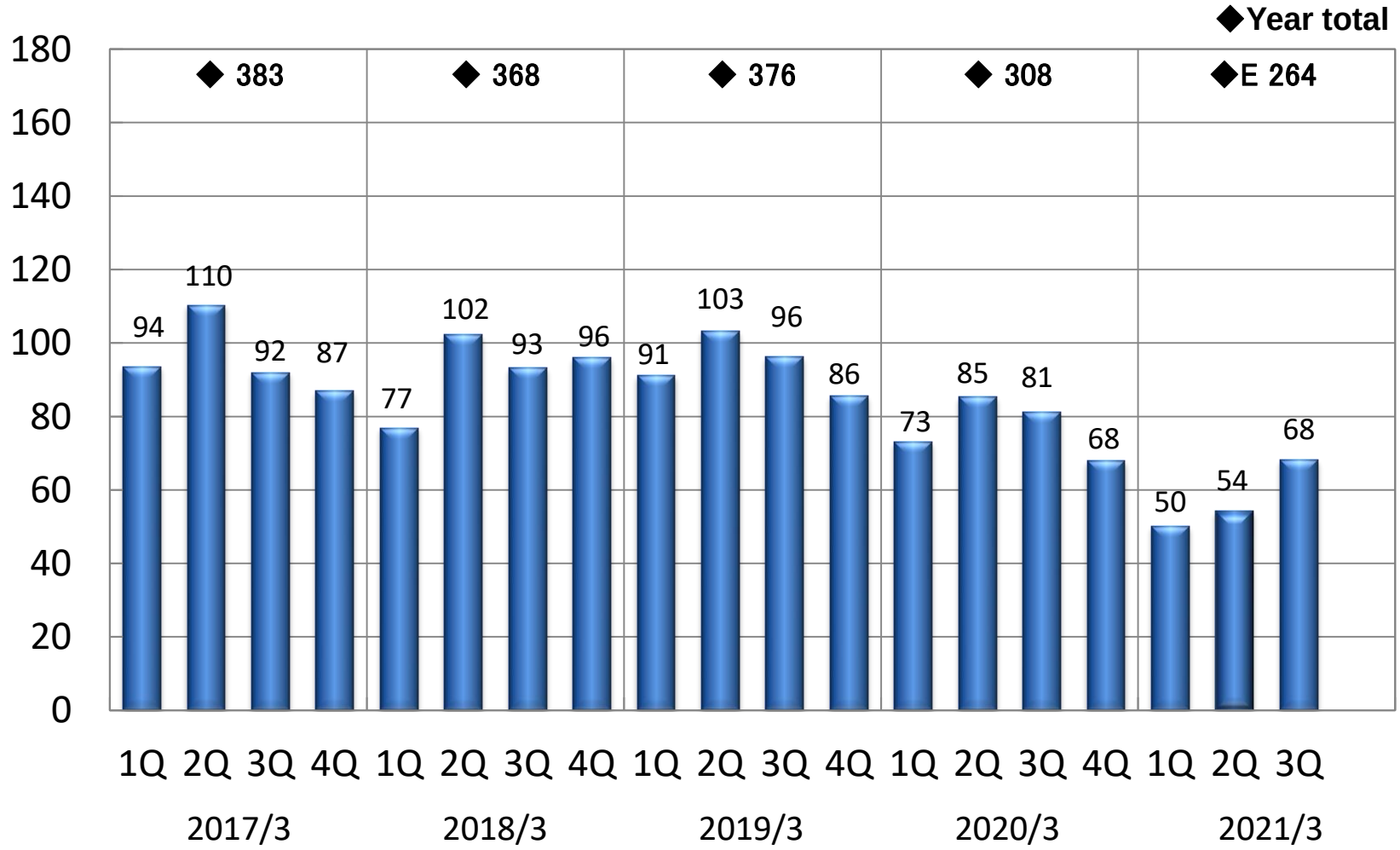
(million ¥)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021 3Q	FY2021 Forecast
Number of employees	2,189	2,195	2,227	2,335	2,363	2,738	2,740
Personnel expenses	20,495	20,317	20,245	20,908	20,386	14,899	20,000
Capital expenditures	3,126	1,455	1,201	1,334	1,678	828	1,400
Depreciation and amortization	2,027	2,133	1,889	1,965	2,304	1,151	1,600
R&D expenses	4,975	4,885	4,785	4,740	4,899	3,029	4,000
(% to net sales)	(5.2%)	(5.6%)	(5.1%)	(5.3%)	(6.3%)	(5.9%)	(5.6%)

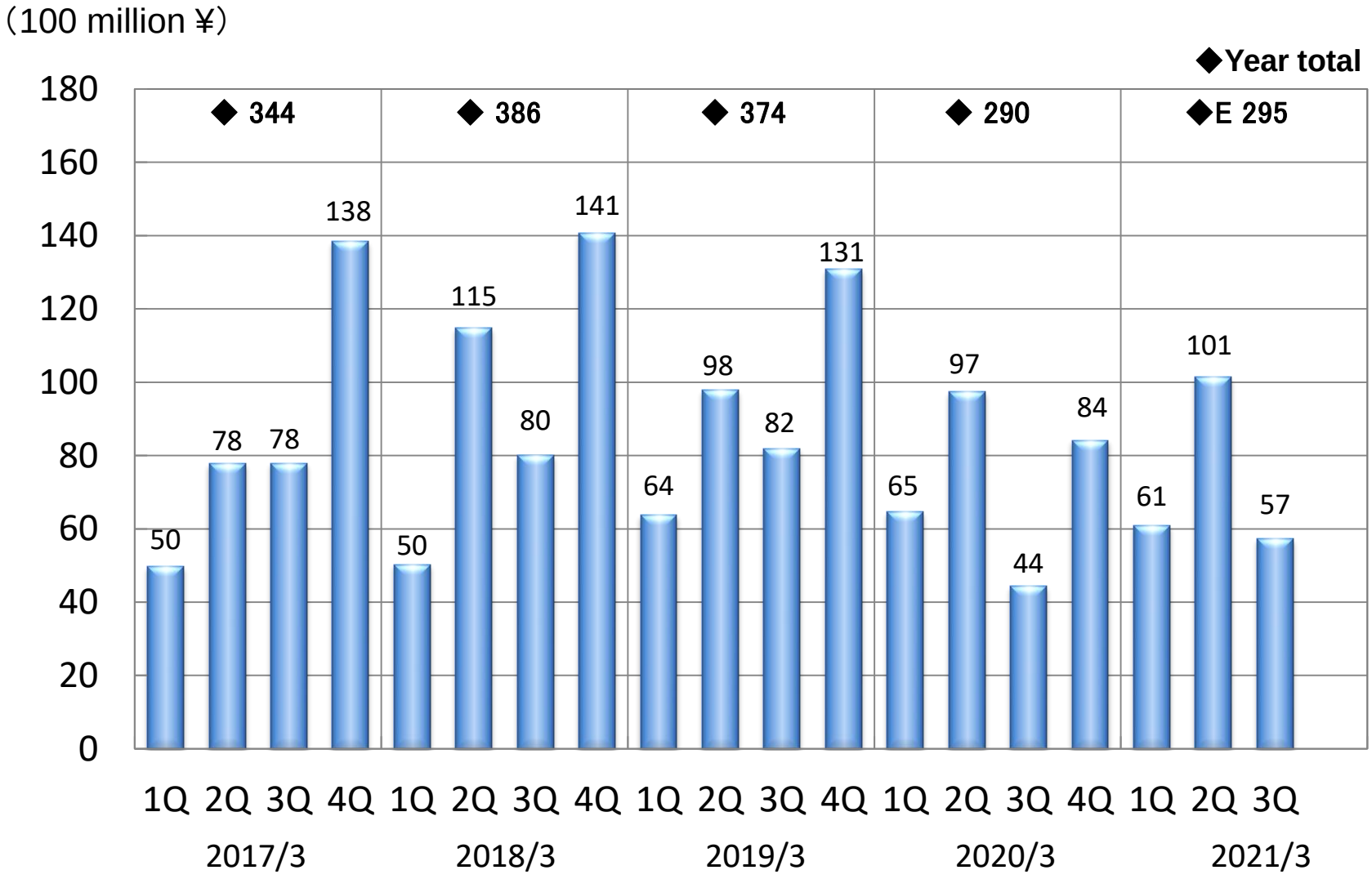
Appendix: Detailed Order Intake and Net Sales by Region

Order Intake in Japanese Market

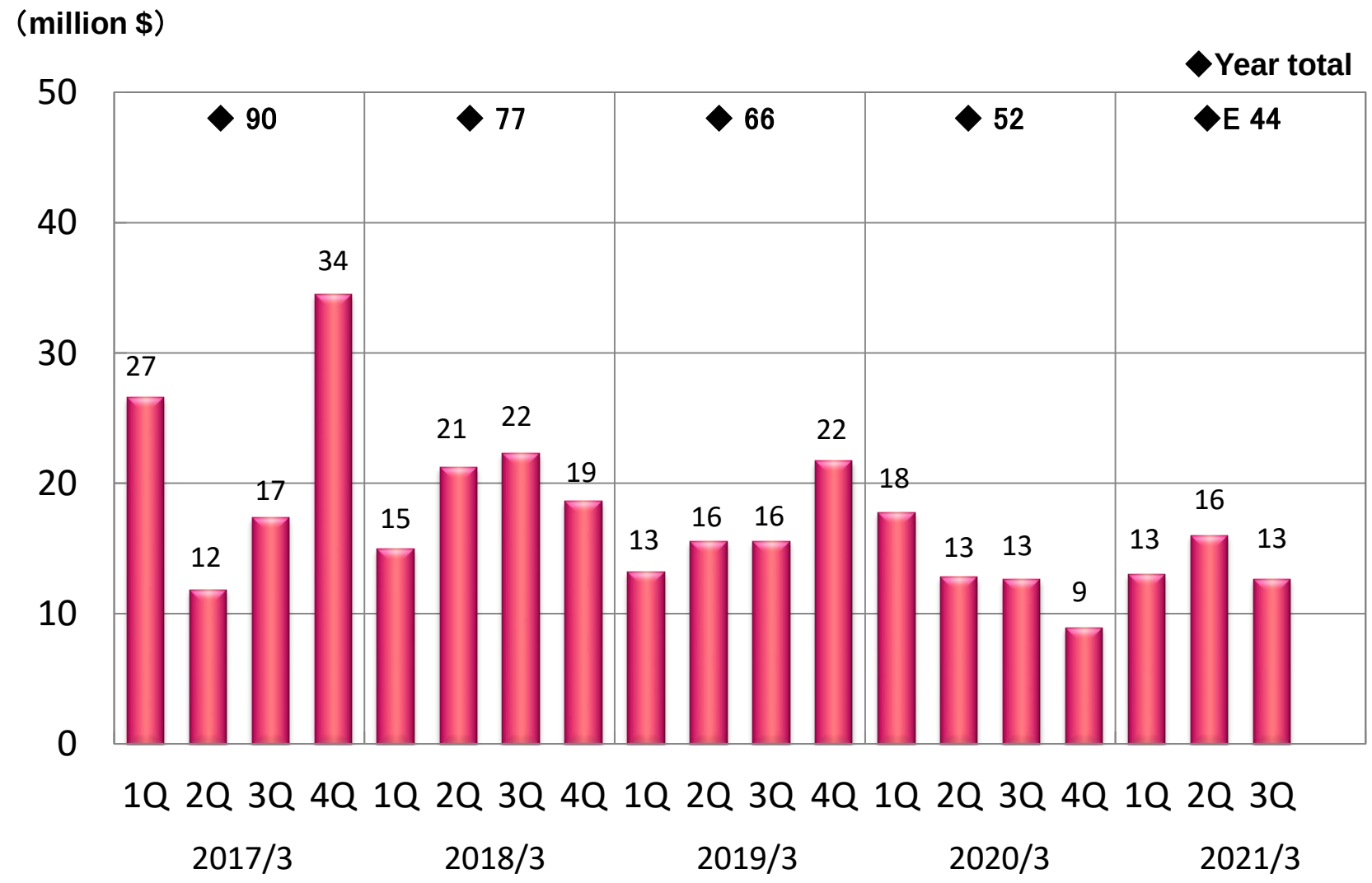
（100 million ¥）



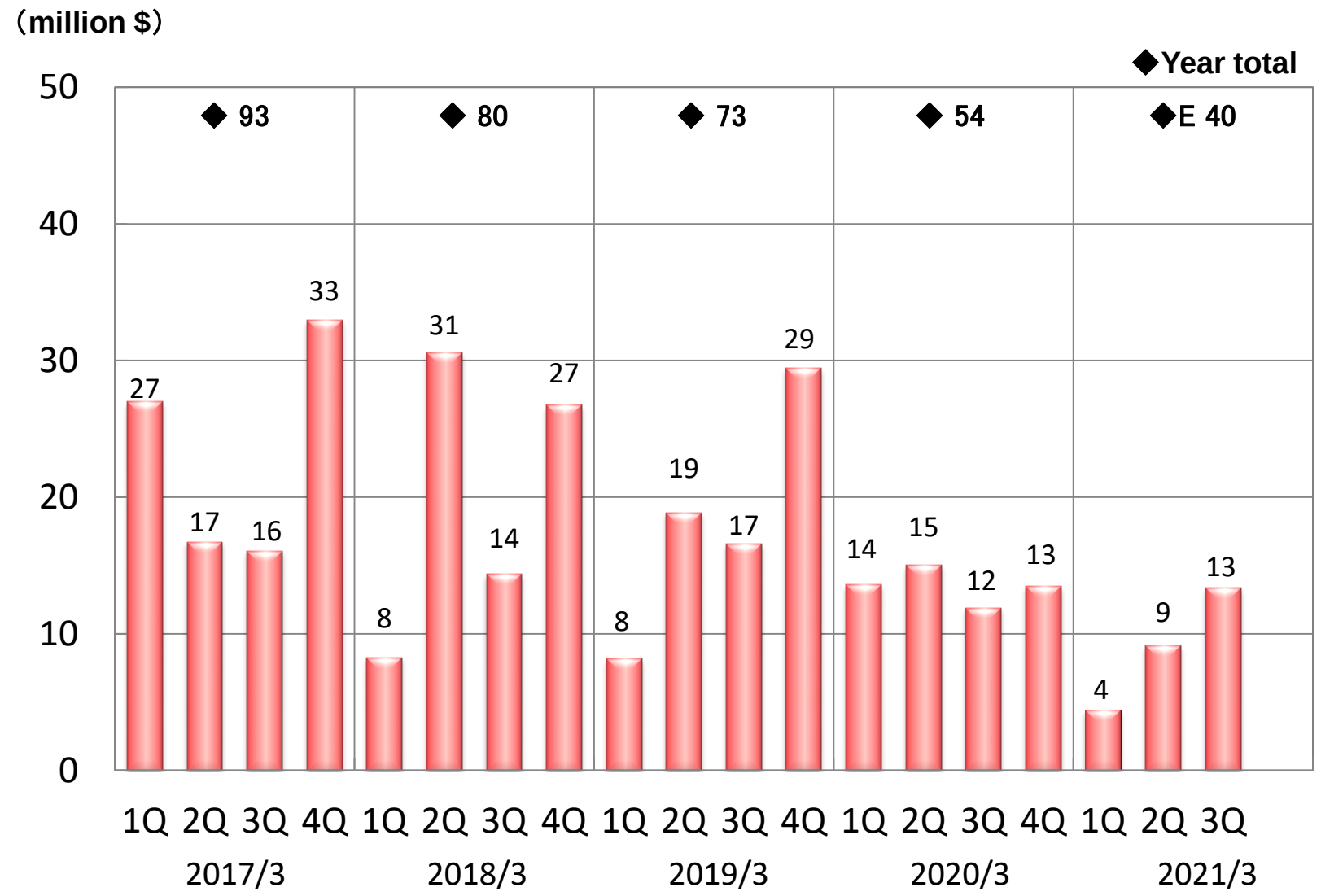
Net Sales in Japanese Market



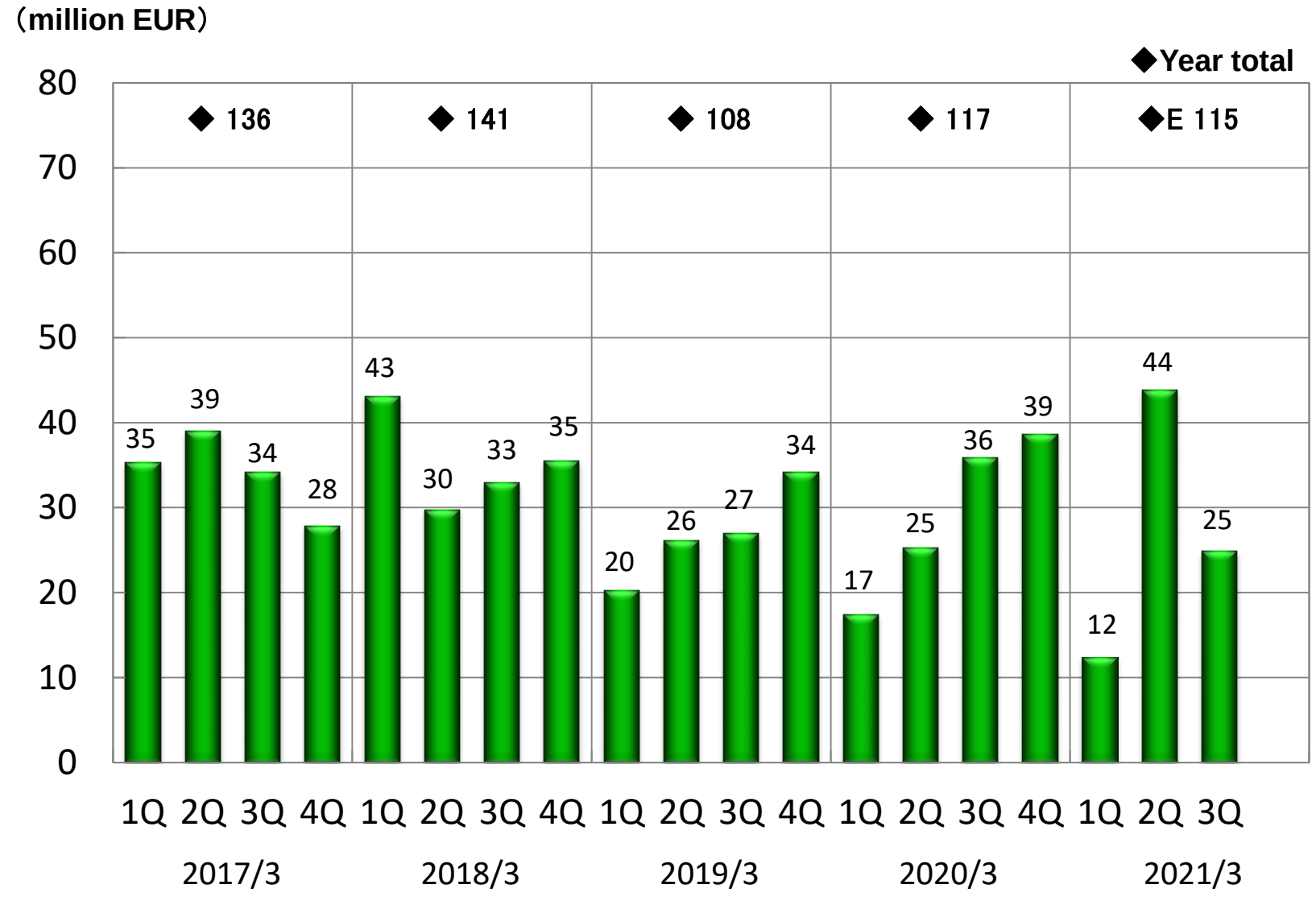
Order Intake in North American Market



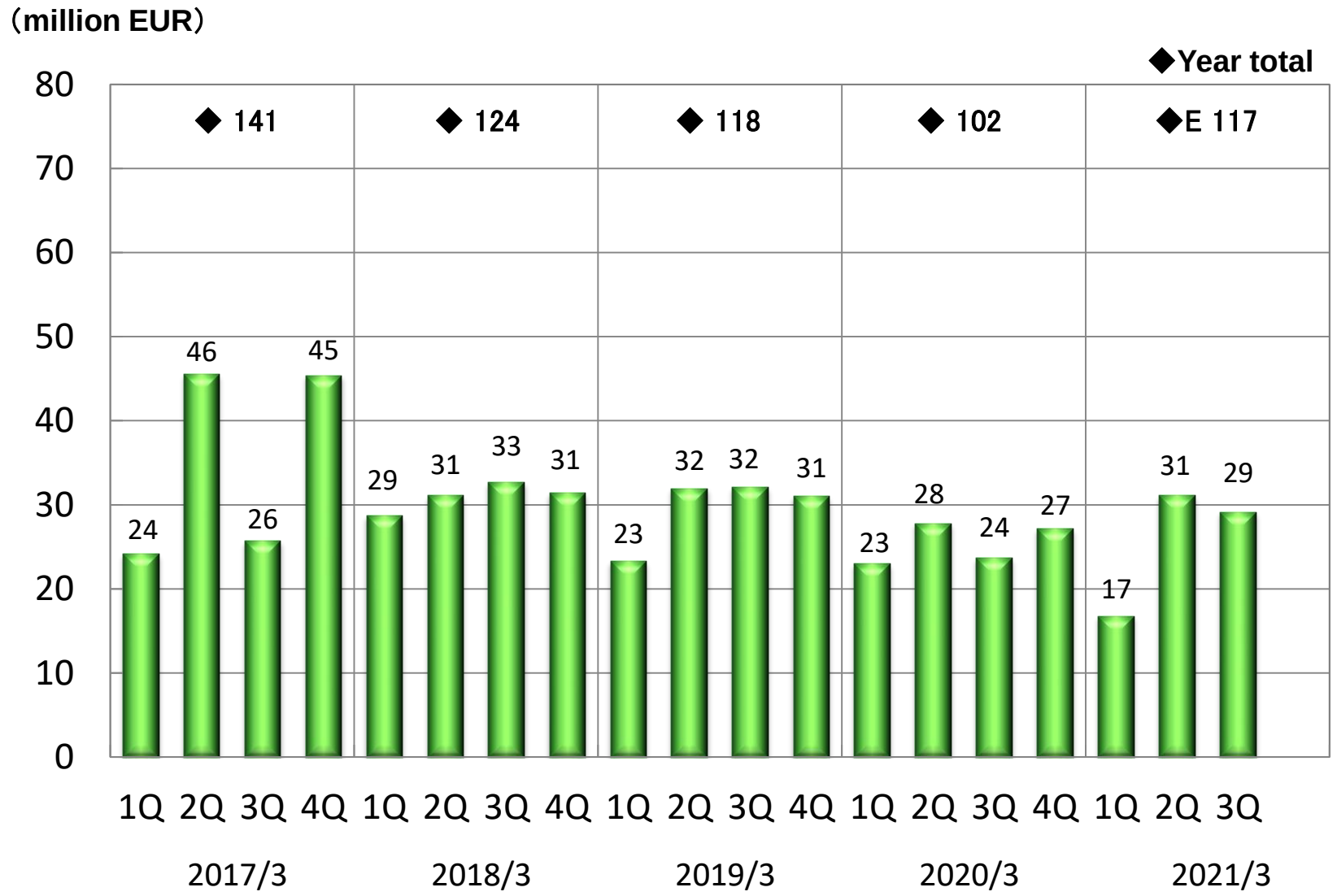
Net Sales in North American Market



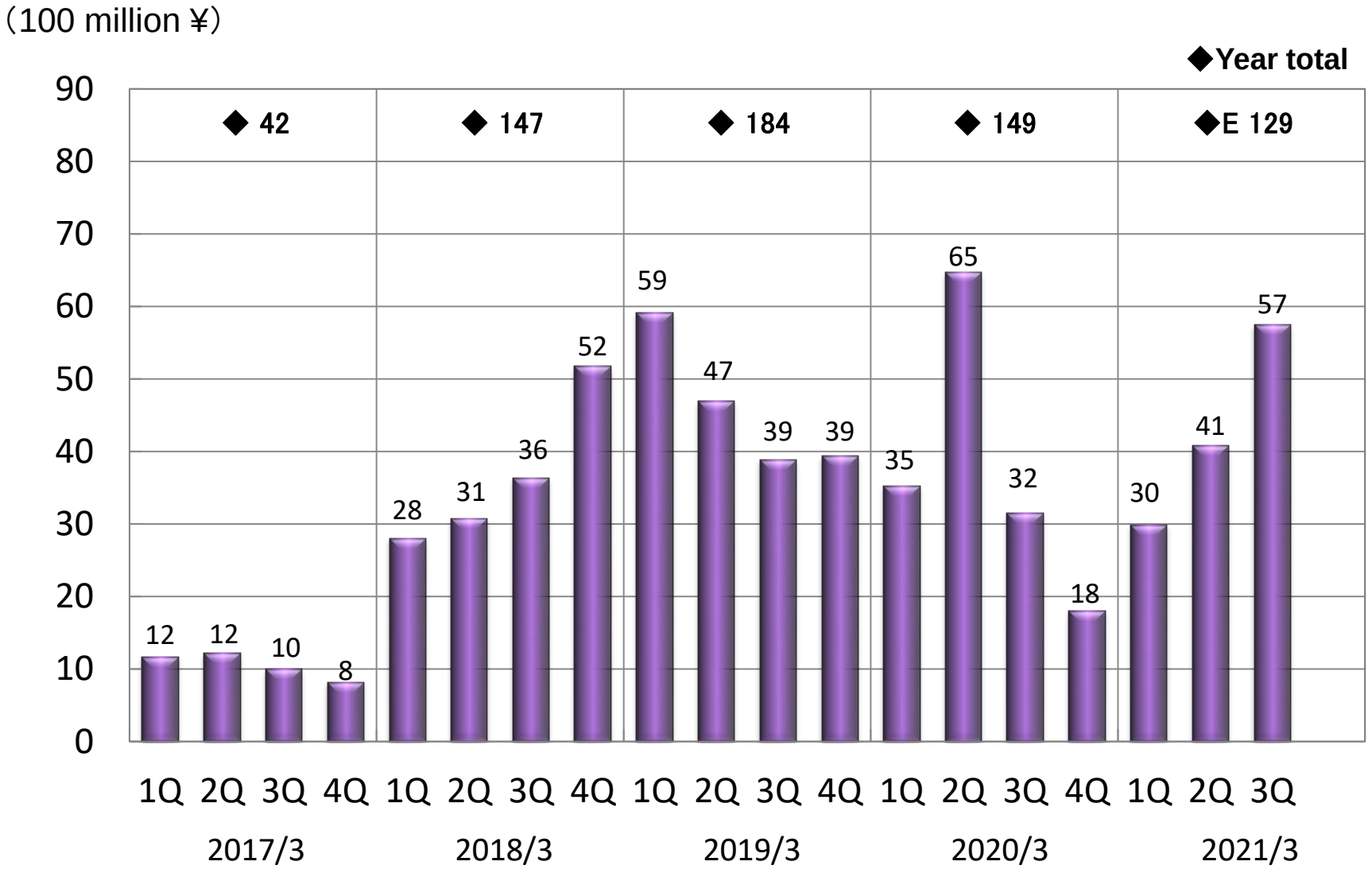
Order Intake in European Market



Net Sales in European Market

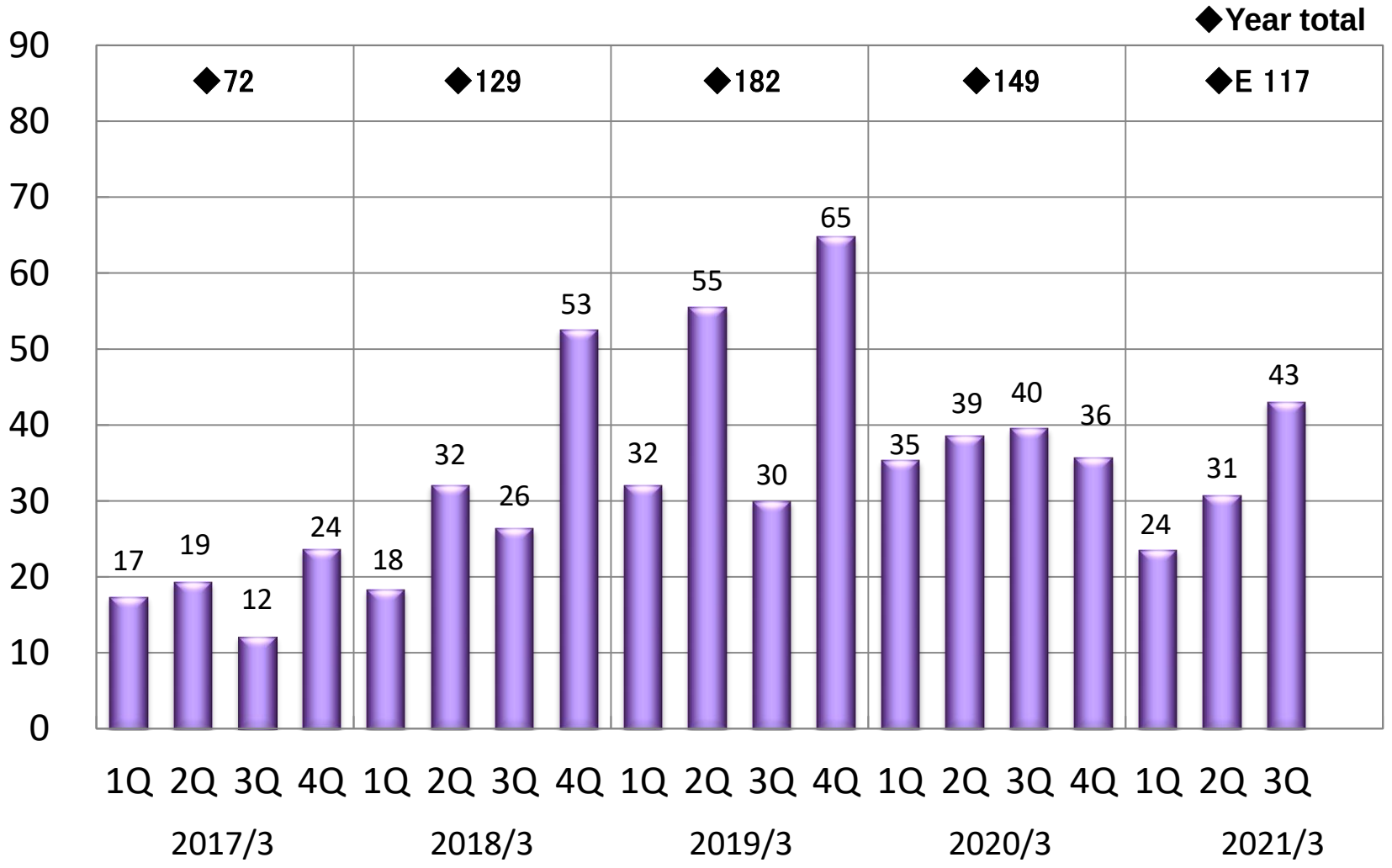


Order Intake in Greater China Market

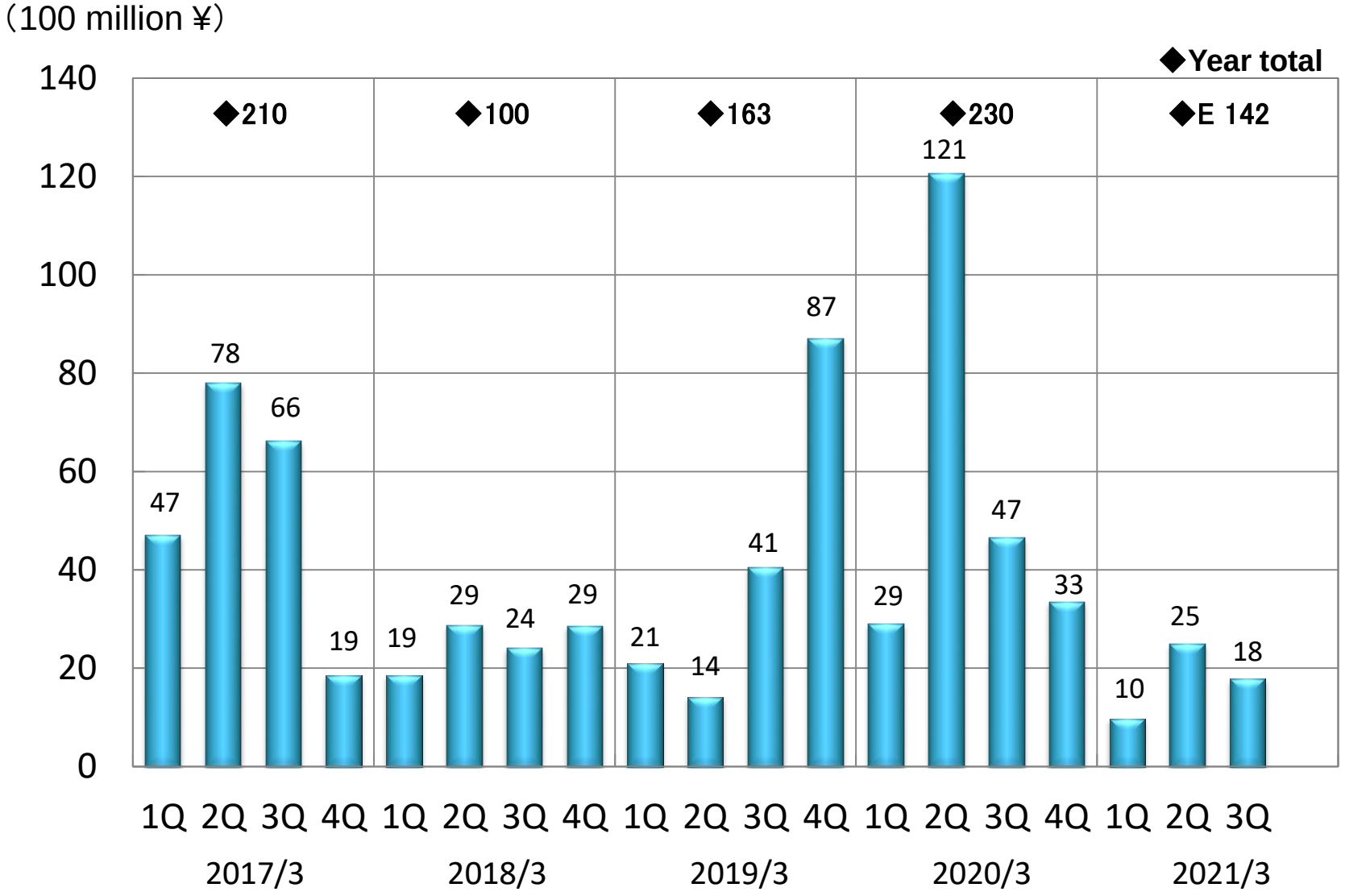


Net Sales in Greater China Market

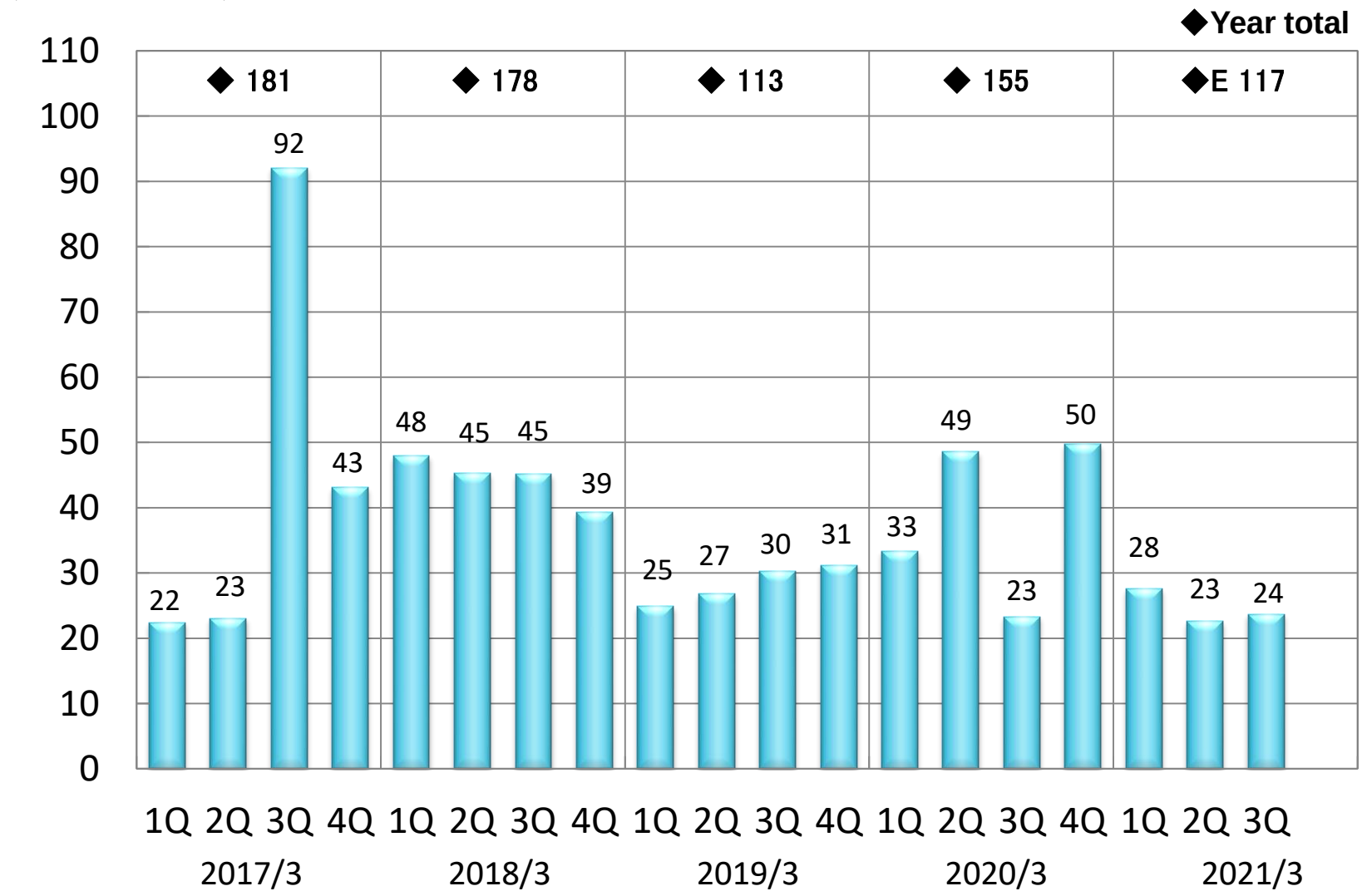
（100 million ¥）



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.