

Fiscal Year 2023 Summary Result Presentation



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P/L

(100 million ¥)

		FY2023 2023/3	FY2022 2022/3	Change	vs. FY2022	Budget FY2023	Change	vs. Budget
Order intake		974	976	-2	100%	1,006	-32	97%
Net sales		979	876	103	112%	980	-1	100%
Operating income		57	23	35	252%	44	13	130%
Ordinary income		66	34	32	194%	54	12	122%
Profit attributable to owners of parent		57	62	-4	93%	42	15	136%
FOREX :	USD	134.95	112.86	/		134.17	/	
Average (Yen)	EUR	141.24	131.01			137.04		
FOREX :	USD	133.53	122.39			135.00		
End of term (Yen)	EUR	145.72	136.70			135.00		

Major Assets and Liabilities

(100 million ¥)

	Mar. 31, 2023	Mar. 31, 2022	Change
Cash, deposits and securities	634	639	-6
Notes and account receivable – trade	196	174	23
Inventories	374	324	50
Breakdown: Merchandise and finished goods	164	135	29
Property, plant and equipment	180	170	11
Intangible assets	33	39	-7
Other assets	238	225	13
Total assets	1,655	1,571	84
Notes and account payable – trade	208	158	50
Short-term loans payable	4	9	-5
Bonds payable	100	100	0
Long-term loans payable	2	4	-1
Other liabilities	269	267	3
Total liabilities	584	537	47
Net assets	1,071	1,034	38
Total liabilities and net assets	1,655	1,571	84

Cash Flows

(100 million ¥)

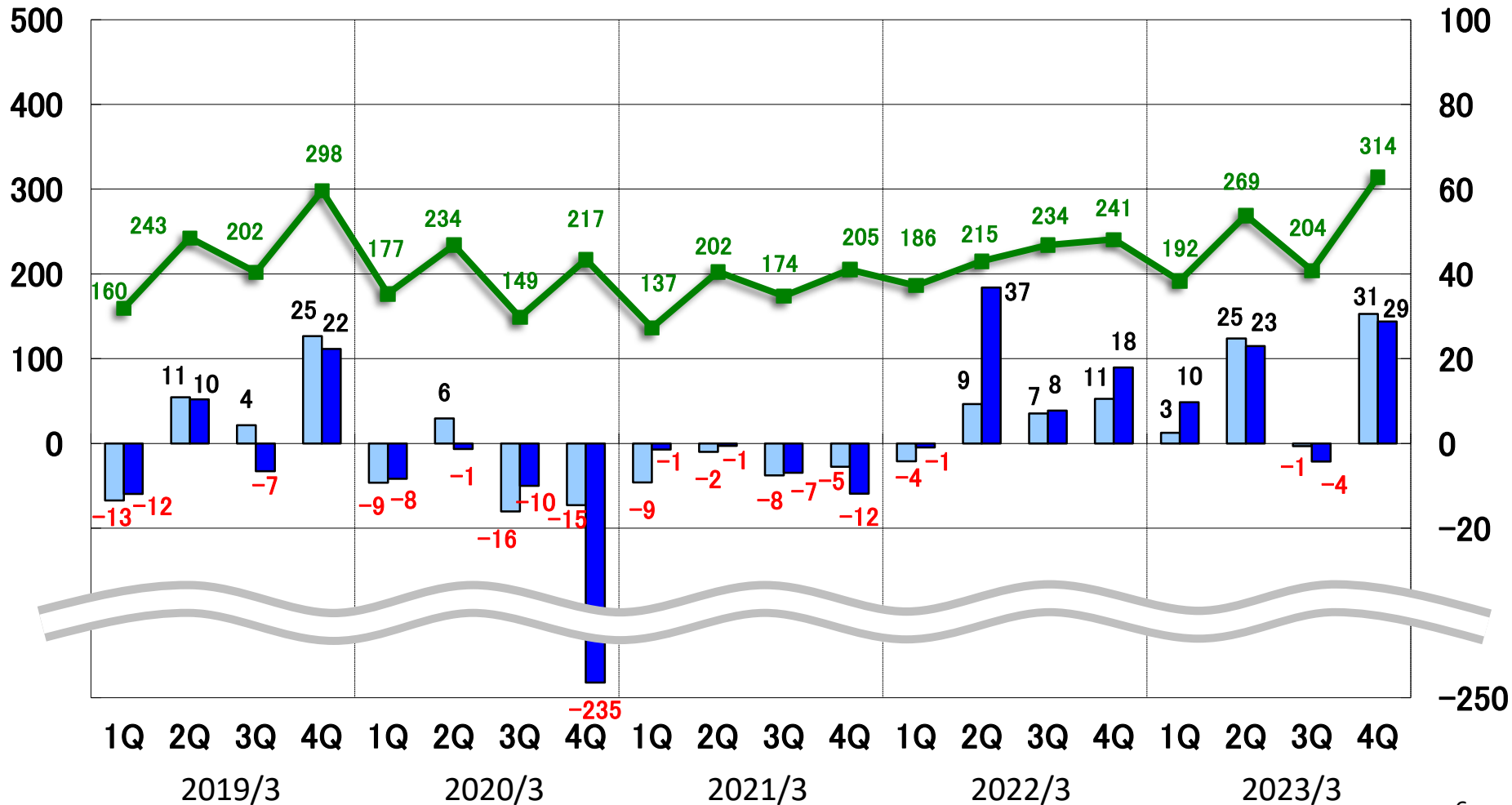
	FY2023 2023/3	FY2022 2022/3	Change
Net cash provided by (used in) operating activities	45	93	-48
Net cash provided by (used in) investing activities	-5	-14	9
Net cash provided by (used in) financing activities	-41	-29	-11
Cash and cash equivalents at end of period	609	603	6

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

■ Net sales (left axis)
 ■ Operating income (right axis)
 ■ Profit attributable to owners of parent (right axis)

(100 million ¥)

(100 million ¥)

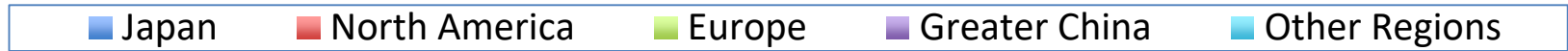


Order Intake by Region

(100 million ¥)

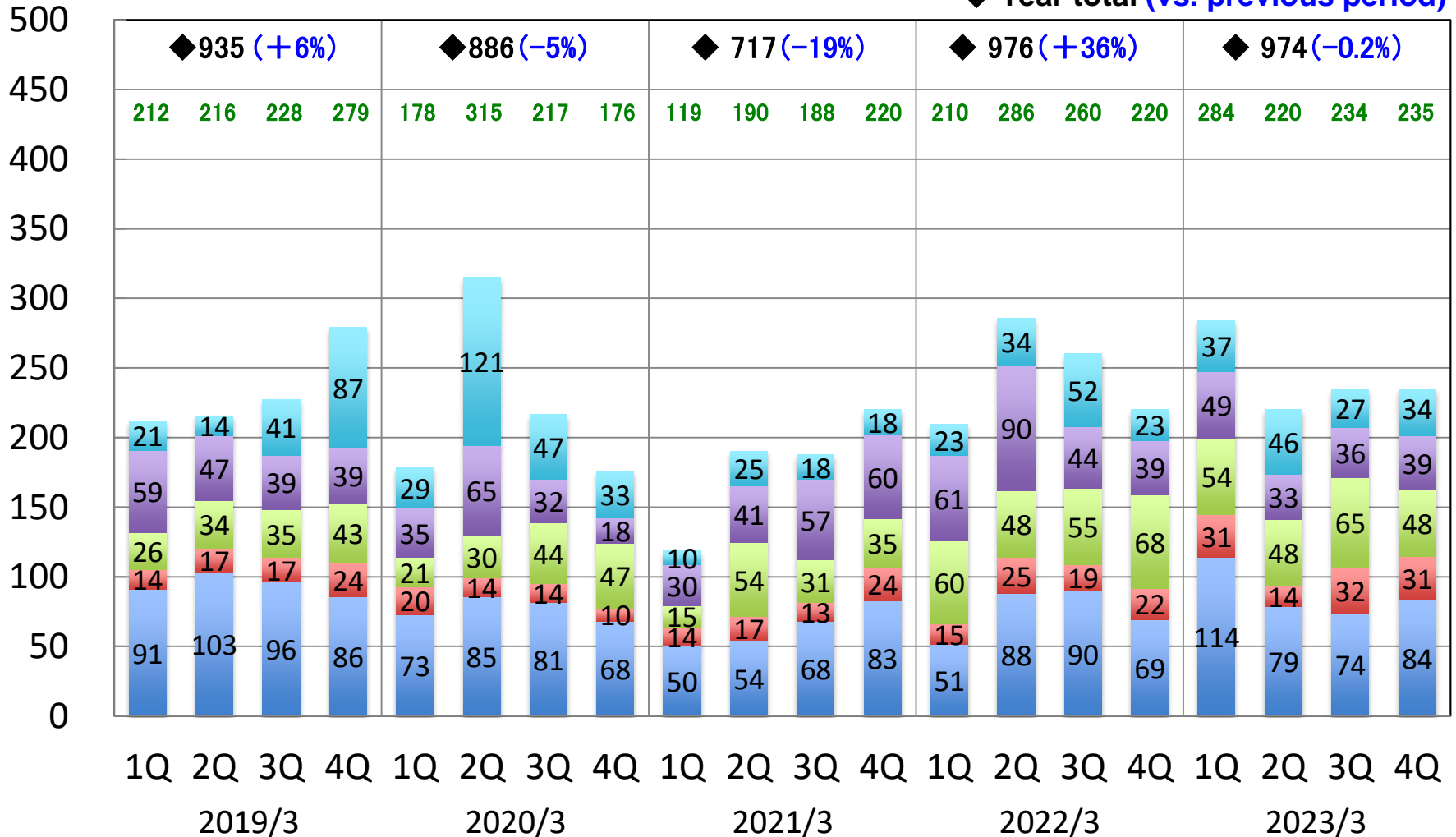
	FY2023 2023/3	FY2022 2022/3	vs. FY2022	Budget FY2023	vs. Budget
Japan	350	299	117%	318	110%
North-America	108	82	133%	92	117%
(million USD)	(80)	(72)	(111%)	(69)	(117%)
Europe	216	230	94%	187	115%
(million EUR)	(153)	(176)	(87%)	(137)	(112%)
Greater China	155	234	66%	183	85%
Other Regions	144	131	110%	225	64%
Total	974	976	100%	1,006	97%

Order Intake by Region



(100 million ¥)

◆ Year total (vs. previous period)



Order Intake by Model

(100 million ¥)

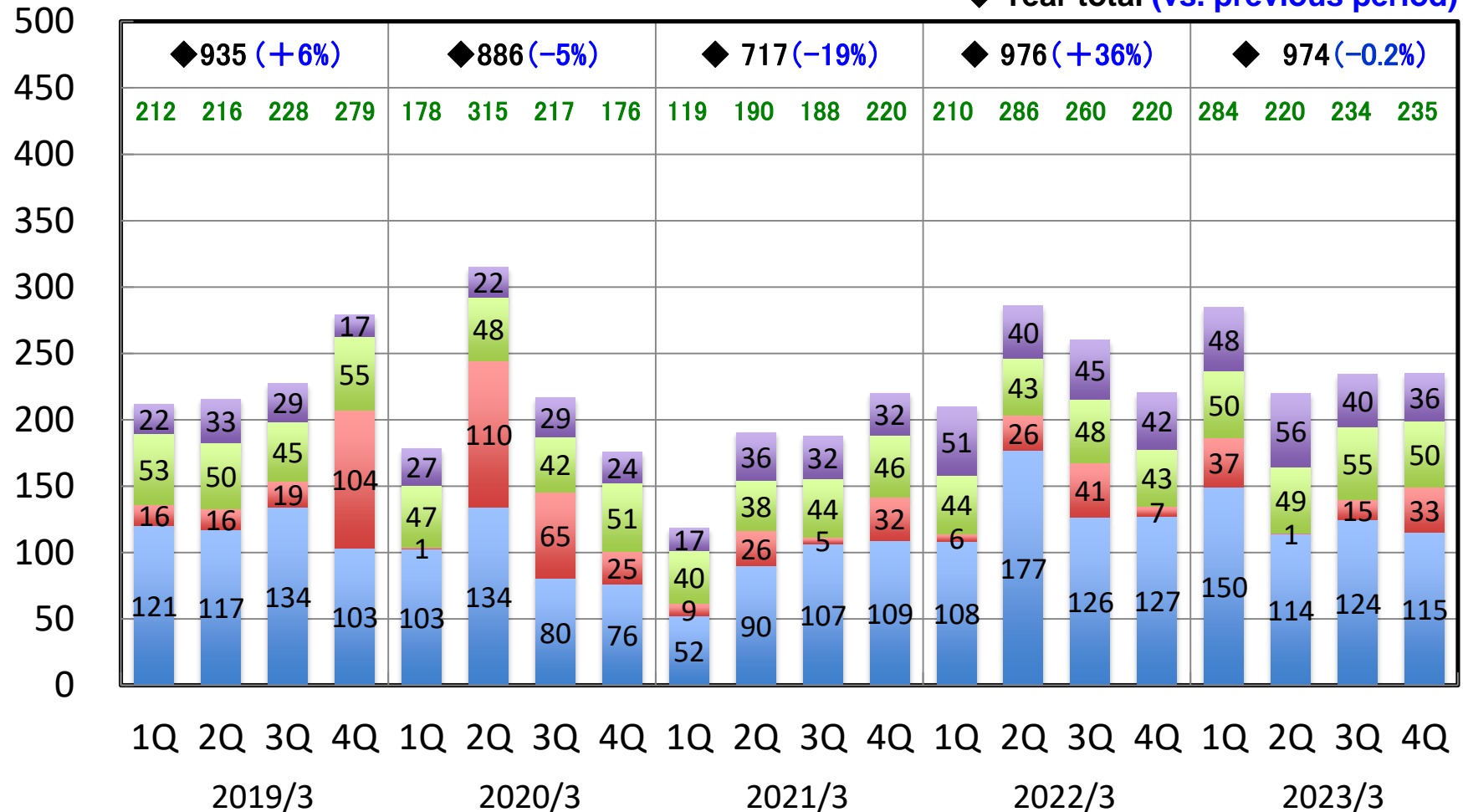
	FY2023 2023/3	FY2022 2022/3	vs. FY2022	Budget FY2023	VS. Budget
Sheet-fed offset presses	503	539	93%	466	108%
Web offset presses & Security presses	87	81	107%	144	60%
Used presses, Service & Repair	204	178	115%	195	105%
DPS, PE & Others	179	178	101%	201	89%
Total	974	976	100%	1,006	97%

Order Intake by Model

■ Sheet-fed offset presses ■ Web offset presses & Security presses ■ Used presses, Service & Repair ■ DPS, PE & Others

(100 million ¥)

◆ Year total (vs. previous period)



Net Sales by Region

(100 million ¥)

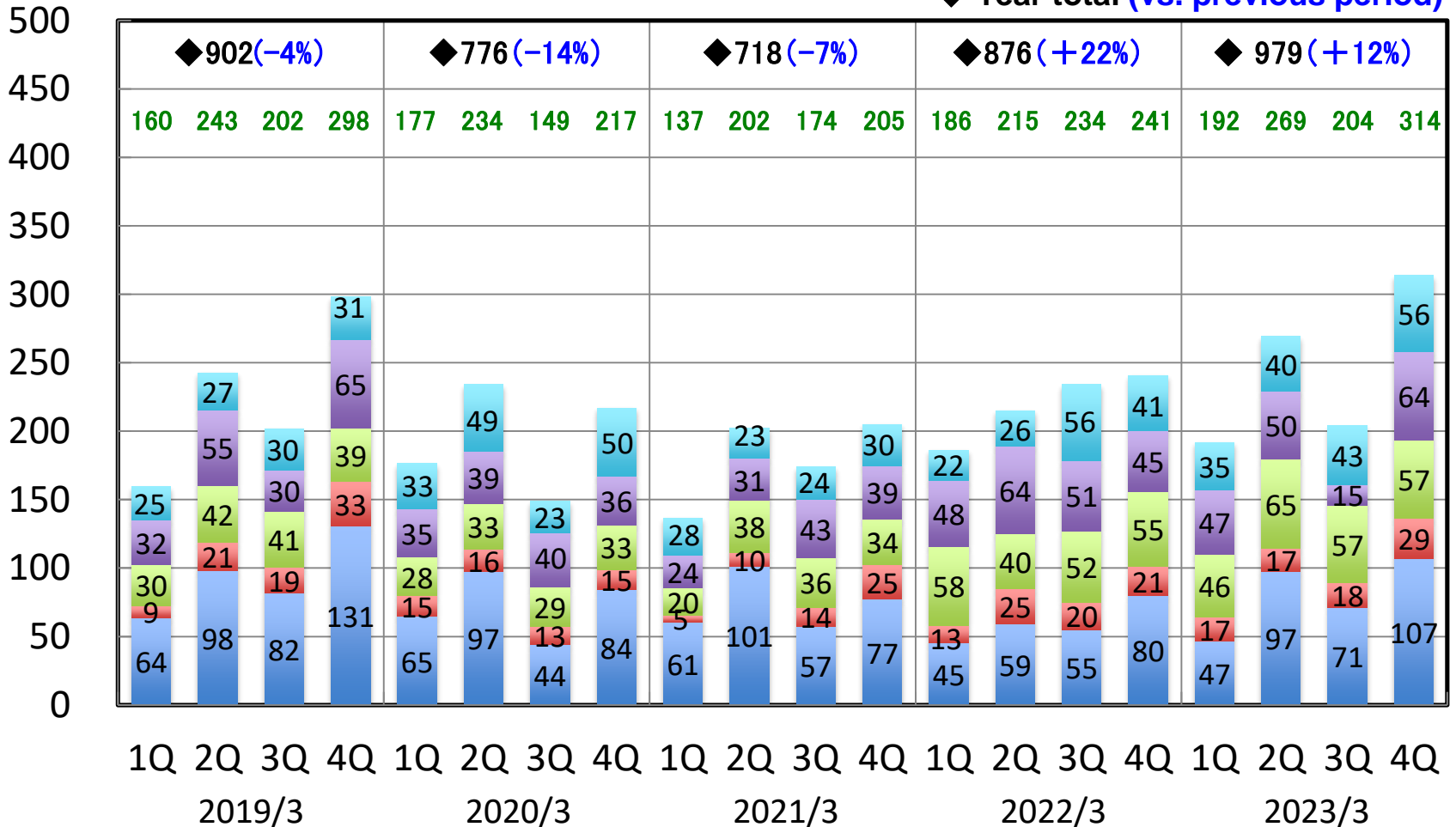
	FY2023 2023/3	FY2022 2022/3	vs. FY2022	Budget FY2023	vs. Budget
Japan	323	240	135%	321	101%
North-America	81	79	102%	82	98%
(million USD)	(60)	(70)	(85%)	(61)	(97%)
Europe	225	205	110%	223	101%
(million EUR)	(160)	(156)	(102%)	(163)	(98%)
Greater China	176	208	85%	173	102%
Other Regions	174	145	120%	181	96%
Total	979	876	112%	980	100%

Net Sales by Region



(100 million ¥)

◆ Year total (vs. previous period)



Net Sales by Model

(100 million ¥)

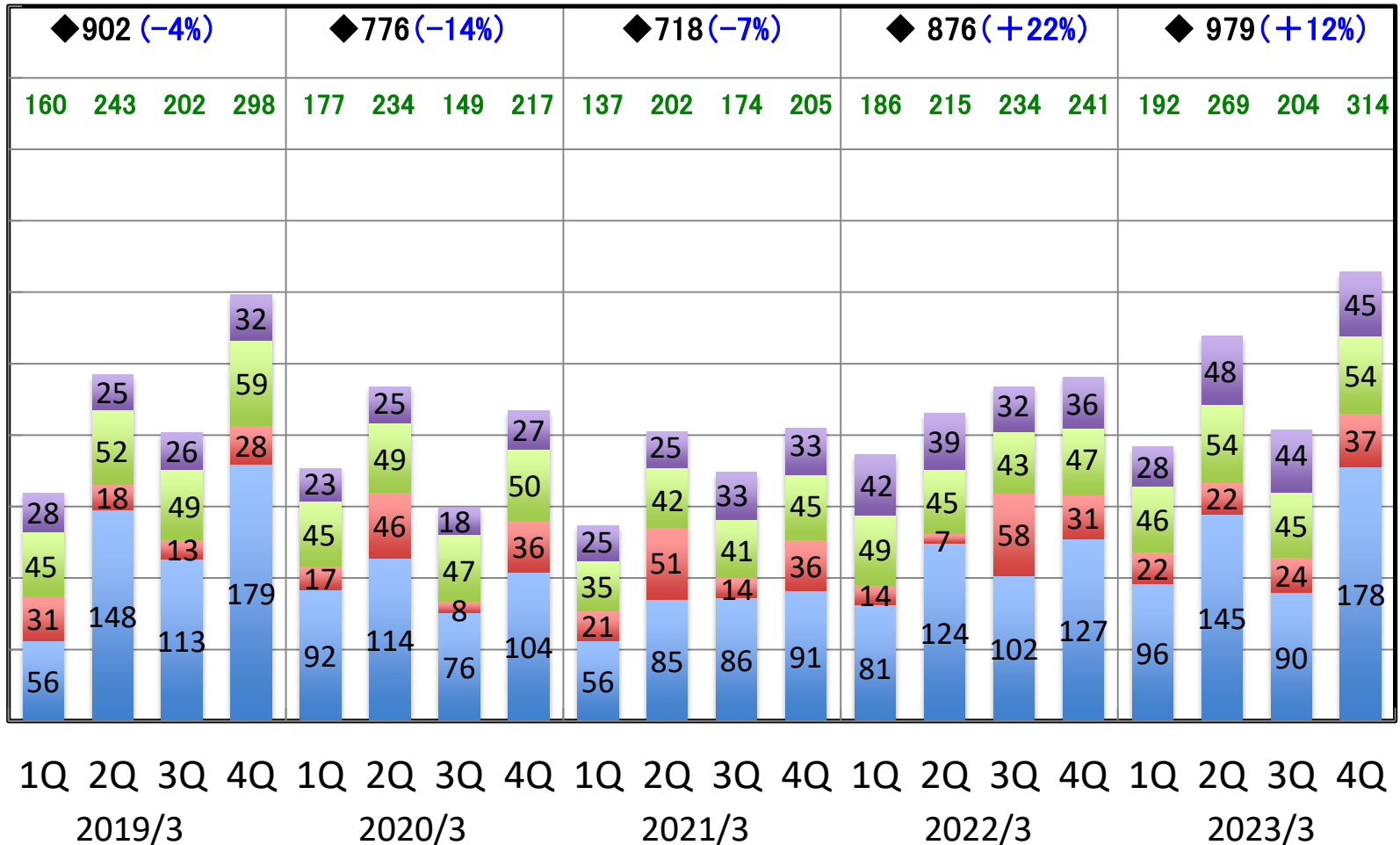
	FY2023 2023/3	FY2022 2022/3	vs. FY2022	Budget FY2023	vs. Budget
Sheet-fed offset presses	509	435	117%	513	99%
Web offset presses & Security presses	106	109	98%	110	96%
Used presses, Service & Repair	200	184	108%	193	104%
DPS, PE & Others	165	149	111%	164	100%
Total	979	876	112%	980	100%

Net Sales by Model

■ Sheet-fed offset presses ■ Web offset presses & Security presses ■ Used presses, Service & Repair ■ DPS, PE & Others

(100 million ¥)

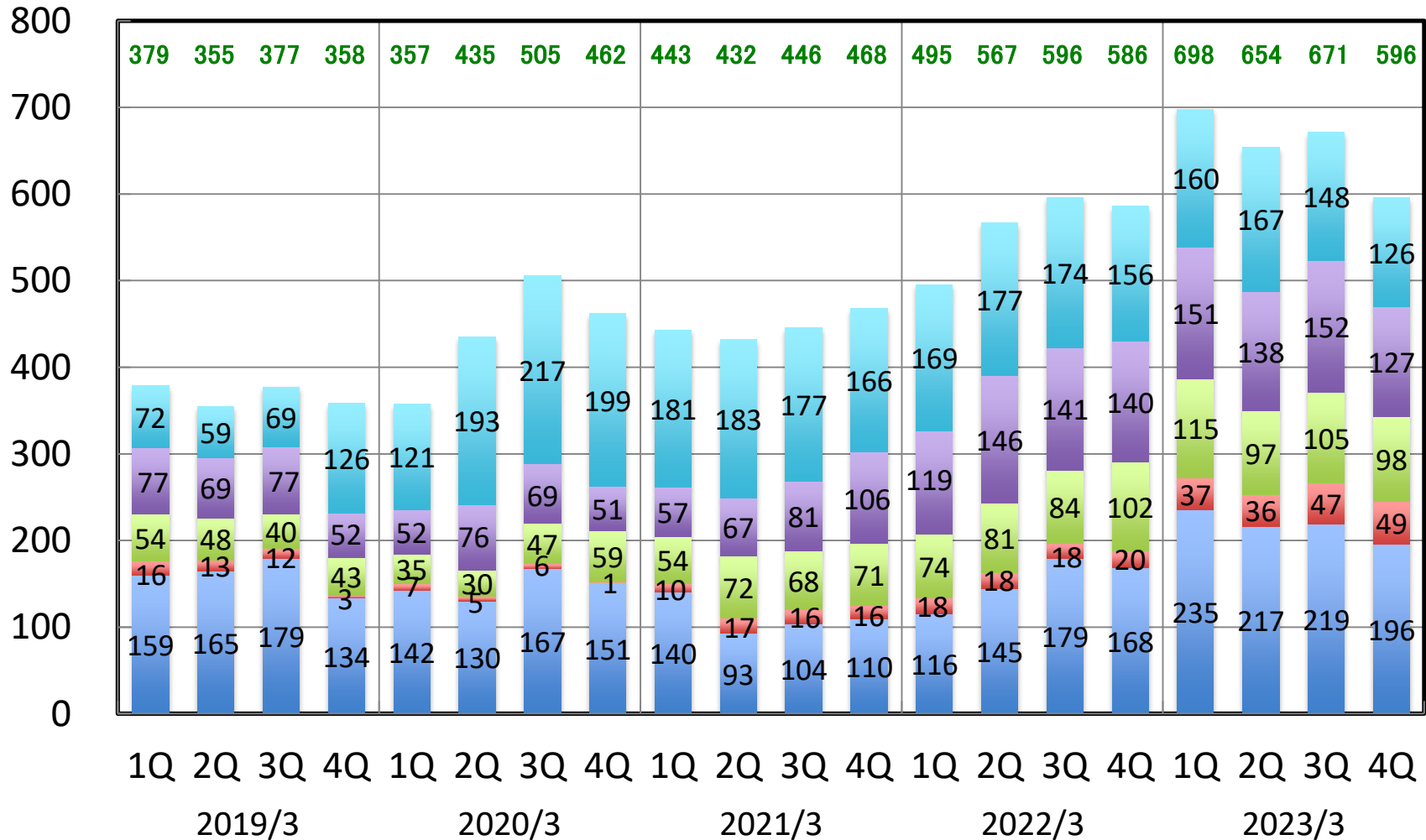
◆ Year total (vs. previous period)



Order Backlog

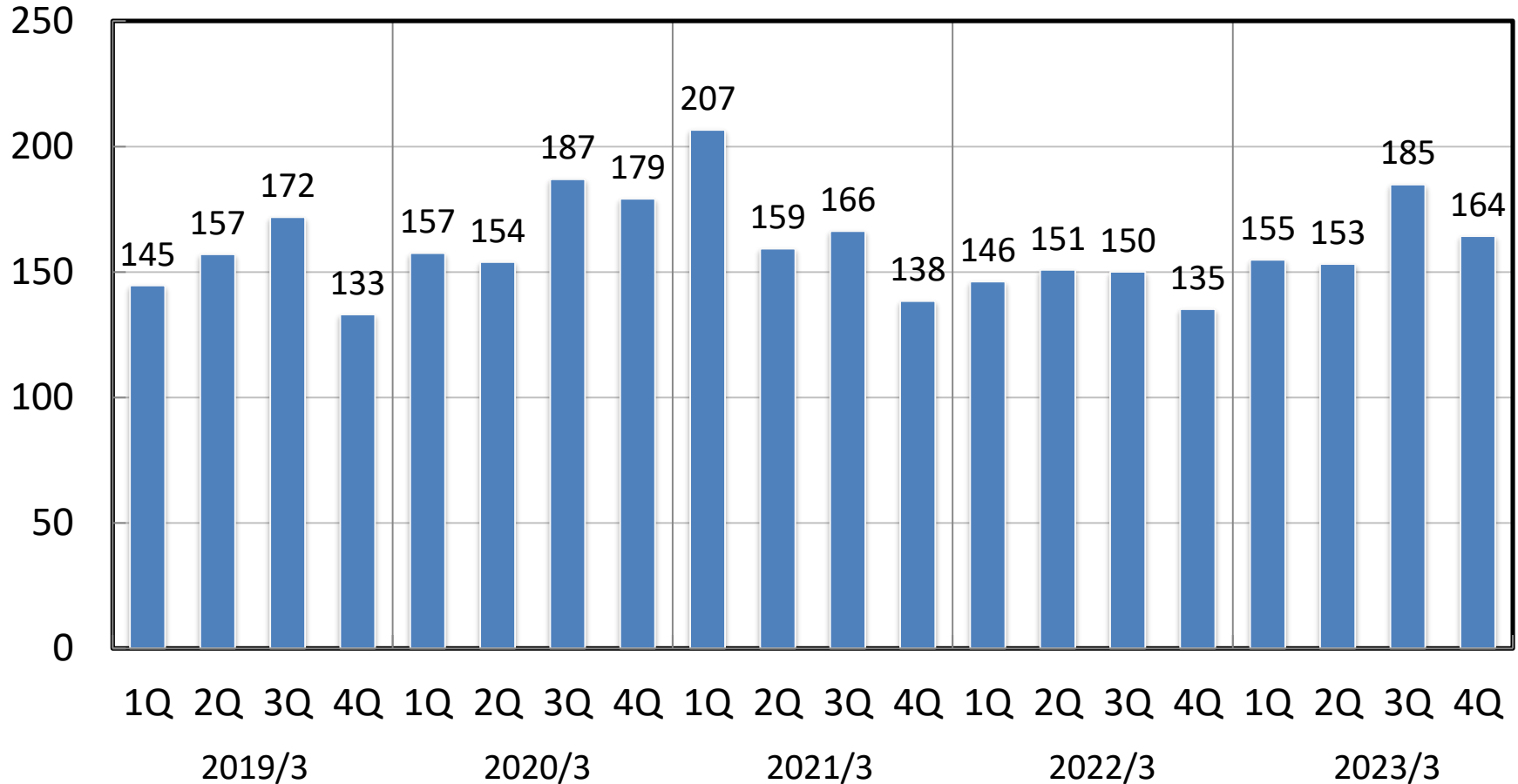


(100 million ¥)

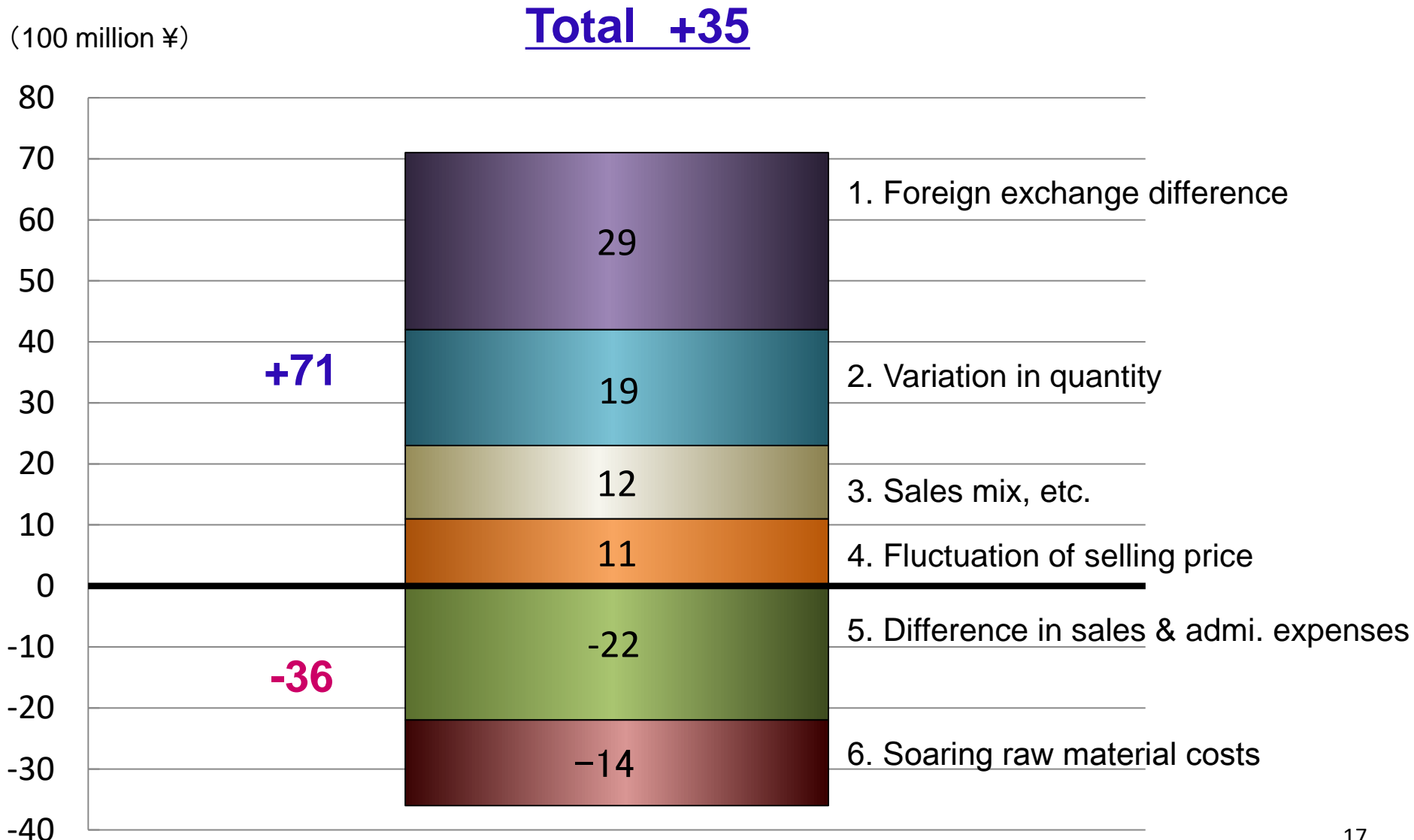


Inventories (Finished Goods, Cost of Sales)

(100 million ¥)



Analysis of Operating Income for FY2023 (vs. FY2022)



Forecast of Result of Operations for FY2024

(100 million ¥)

		Budget FY2024			FY2023	Change	vs. FY2023
		1H	2H	Year total			
Order intake		515	495	1,010	974	36	104%
Net sales		490	530	1,020	979	41	104%
Operating income		3	30	33	57	-24	58%
Ordinary income		3	32	35	66	-31	53%
Profit attributable to owners of parent		1	25	26	57	-31	45%
FOREX :	USD	125.00	125.00	125.00	134.95	/	/
Average (Yen)	EUR	135.00	135.00	135.00	141.24		
FOREX :	USD	125.00	125.00	125.00	133.53		
End of term (Yen)	EUR	135.00	135.00	135.00	145.72		

Forecast of Order Intake by Region

(100 million ¥)

	Budget FY2024			FY2023	Change	vs. FY2023
	1H	2H	Year total			
Japan	166	161	327	350	-23	93%
North-America	62	41	102	108	-6	95%
(million USD)	(49)	(33)	(82)	(80)	(2)	(102%)
Europe	103	88	191	216	-25	89%
(million EUR)	(76)	(66)	(142)	(153)	(-11)	(93%)
Greater China	90	89	179	155	24	115%
Other Regions	95	116	210	144	66	146%
Total	515	495	1,010	974	36	104%

Forecast of Order Intake by Model

(100 million ¥)

	Budget FY2024			FY2023	Change	vs. FY2023
	1H	2H	Year total			
Sheet-fed offset presses	247	220	466	503	-37	93%
Web offset presses & Security presses	67	86	153	87	66	177%
Used presses, Service & Repair	97	104	201	204	-3	99%
DPS, PE & Others	105	85	190	179	10	106%
Total	515	495	1,010	974	36	104%

Forecast of Net Sales by Region

(100 million ¥)

	Budget FY2024			FY2023	Change	vs. FY2023
	1H	2H	Year total			
Japan	143	199	342	323	20	106%
North-America	52	39	91	81	10	113%
(million USD)	(41)	(31)	(73)	(60)	(13)	(122%)
Europe	107	105	212	225	-13	94%
(million EUR)	(79)	(78)	(157)	(160)	(-3)	(98%)
Greater China	108	93	201	176	24	114%
Other Regions	81	93	174	174	0	100%
Total	490	530	1,020	979	41	104%

Forecast of Net Sales by Model

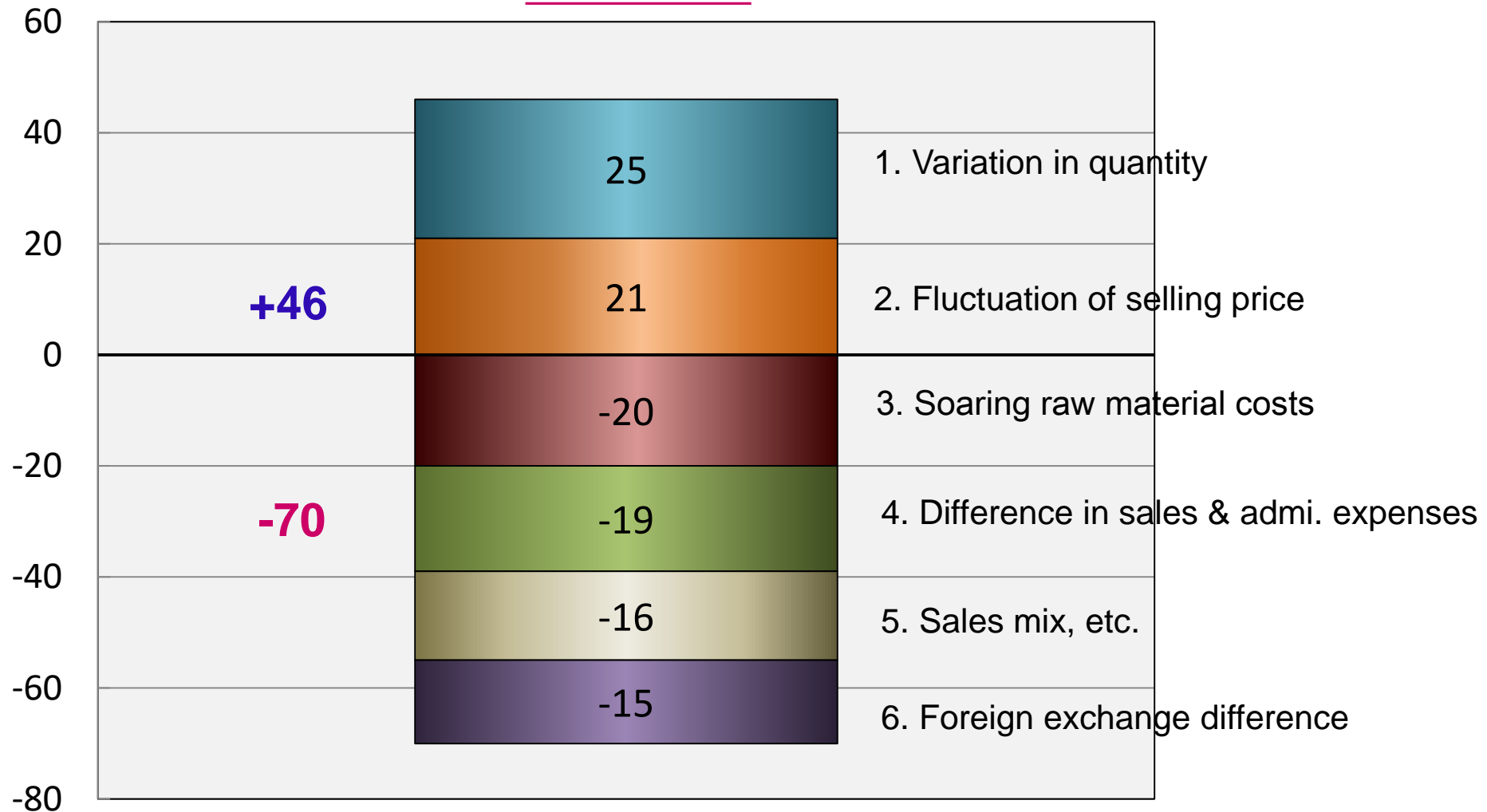
(100 million ¥)

	Budget FY2024			FY2023	Change	vs. FY2023
	1H	2H	Year total			
Sheet-fed offset presses	249	259	508	509	-1	100%
Web offset presses & Security presses	75	55	130	106	24	123%
Used presses, Service & Repair	92	105	197	200	-2	99%
DPS, PE & Others	74	111	184	165	20	112%
Total	490	530	1,020	979	41	104%

Analysis of Operating Income for FY2024 (vs. FY2023)

(100 million ¥)

Total -24



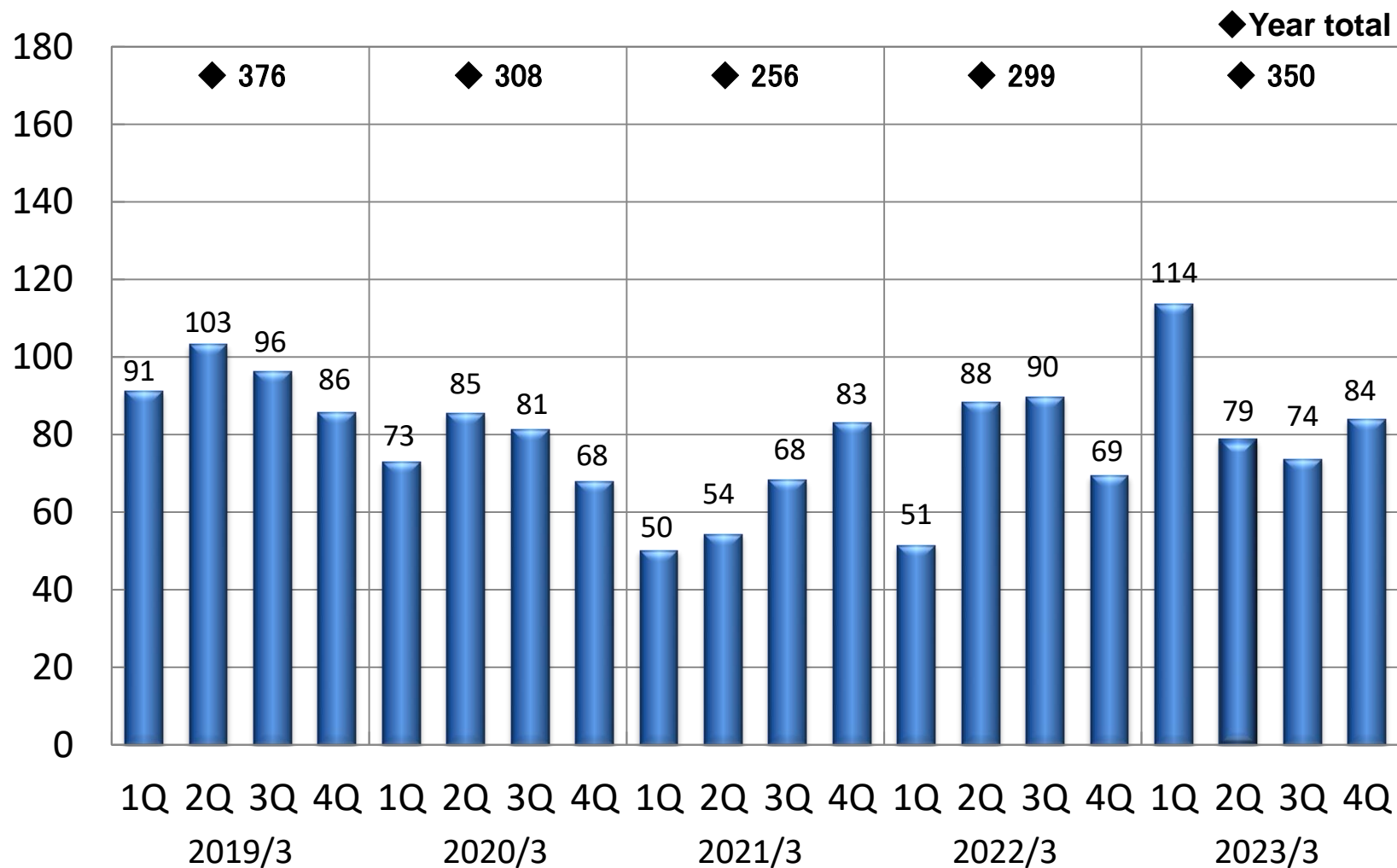
Capex, Depreciation and Amortization, R&D etc.

(million ¥)

	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024 Forecast
Number of employees	2,335	2,363	2,686	2,613	2,567	2,650
Personnel expenses	20,908	20,386	20,199	22,122	23,246	23,700
Capital expenditures	1,334	1,678	1,394	2,371	2,303	4,700
Depreciation and amortization	1,965	2,304	1,604	1,877	1,896	1,800
R&D expenses	4,740	4,899	4,002	4,050	3,654	4,300
(% to net sales)	(5.3%)	(6.3%)	(5.6%)	(4.6%)	(3.7%)	(4.2%)

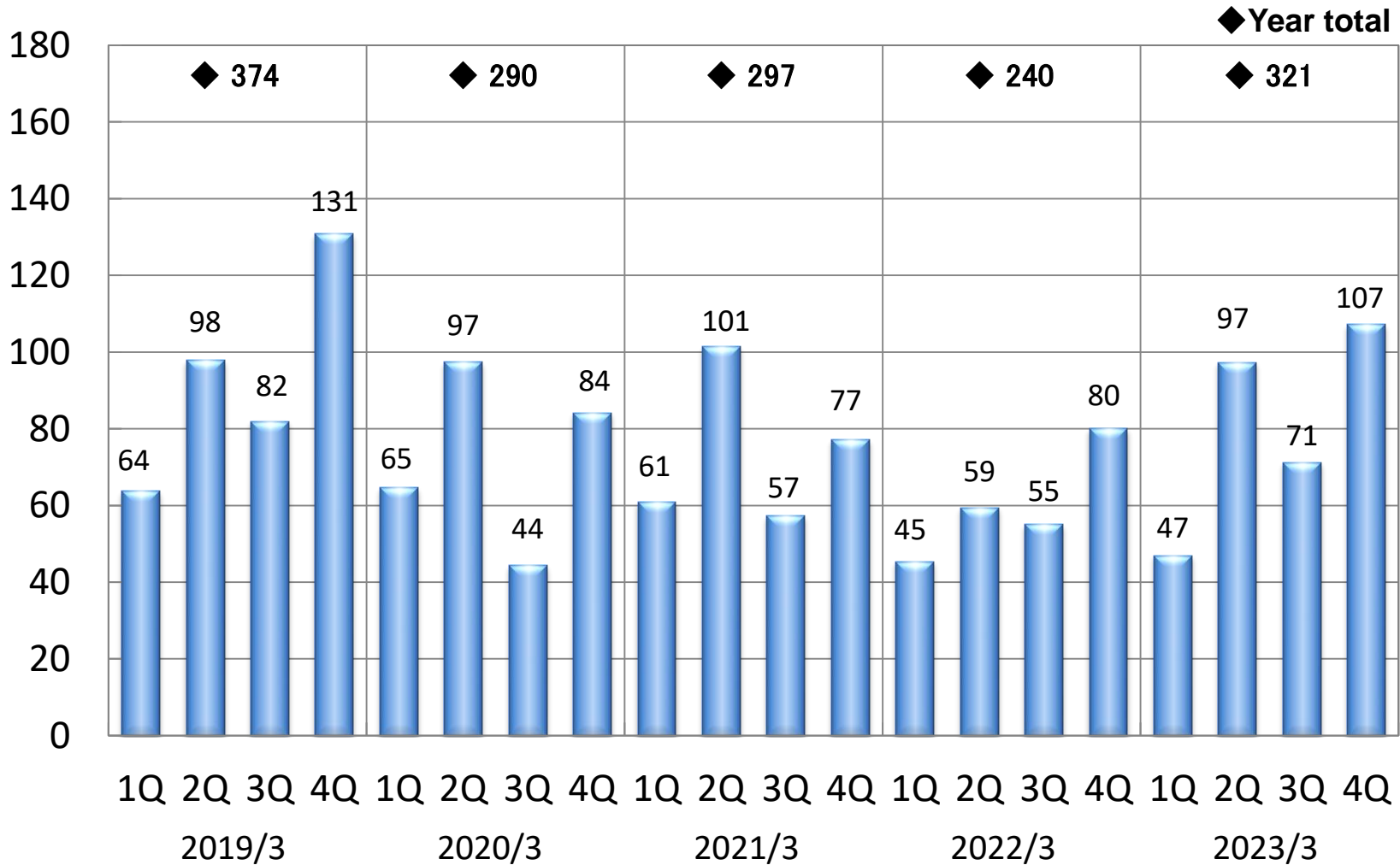
Order Intake in Japanese Market

(100 million ¥)



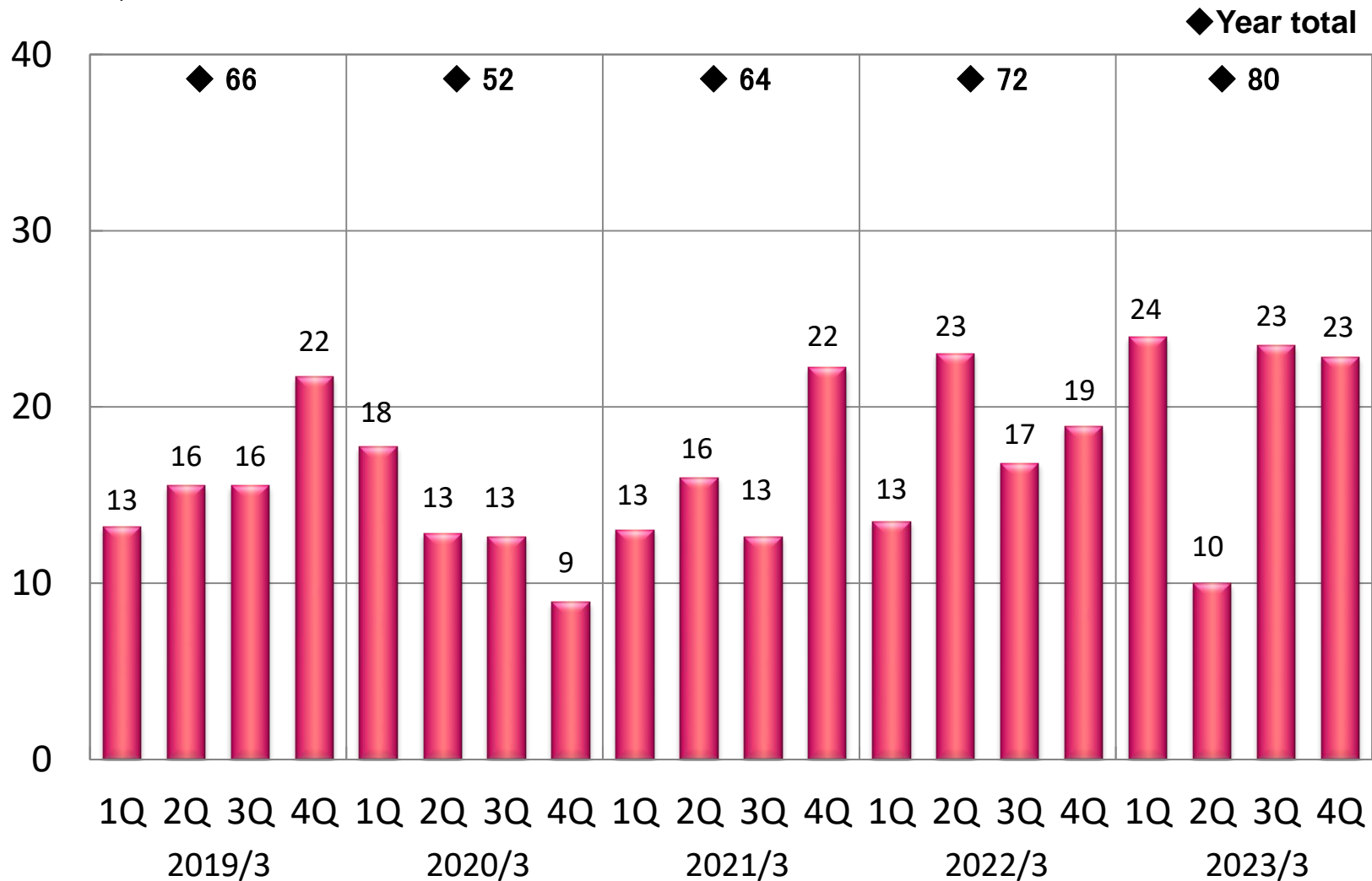
Net Sales in Japanese Market

(100 million ¥)



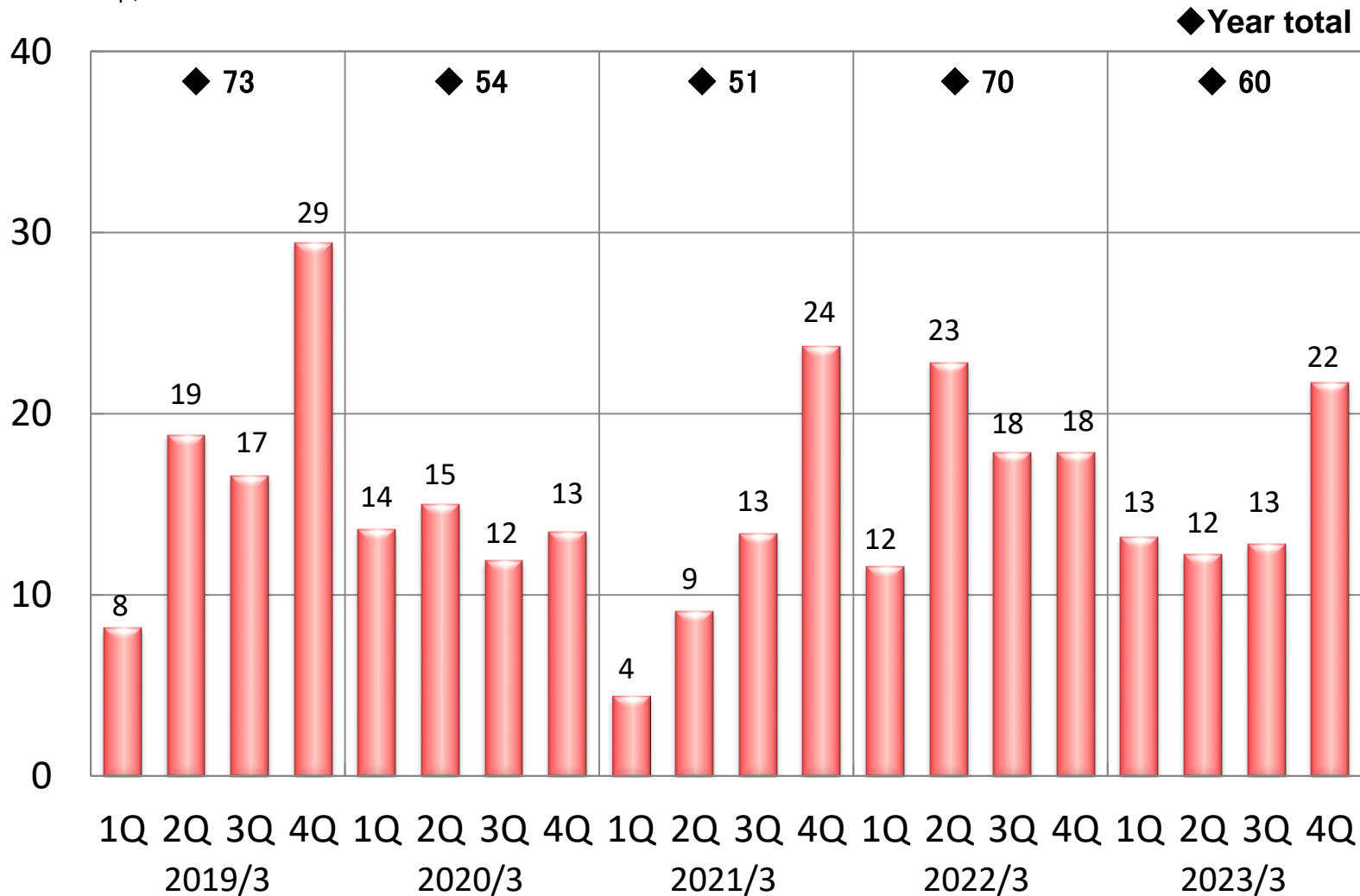
Order Intake in North American Market

(million \$)



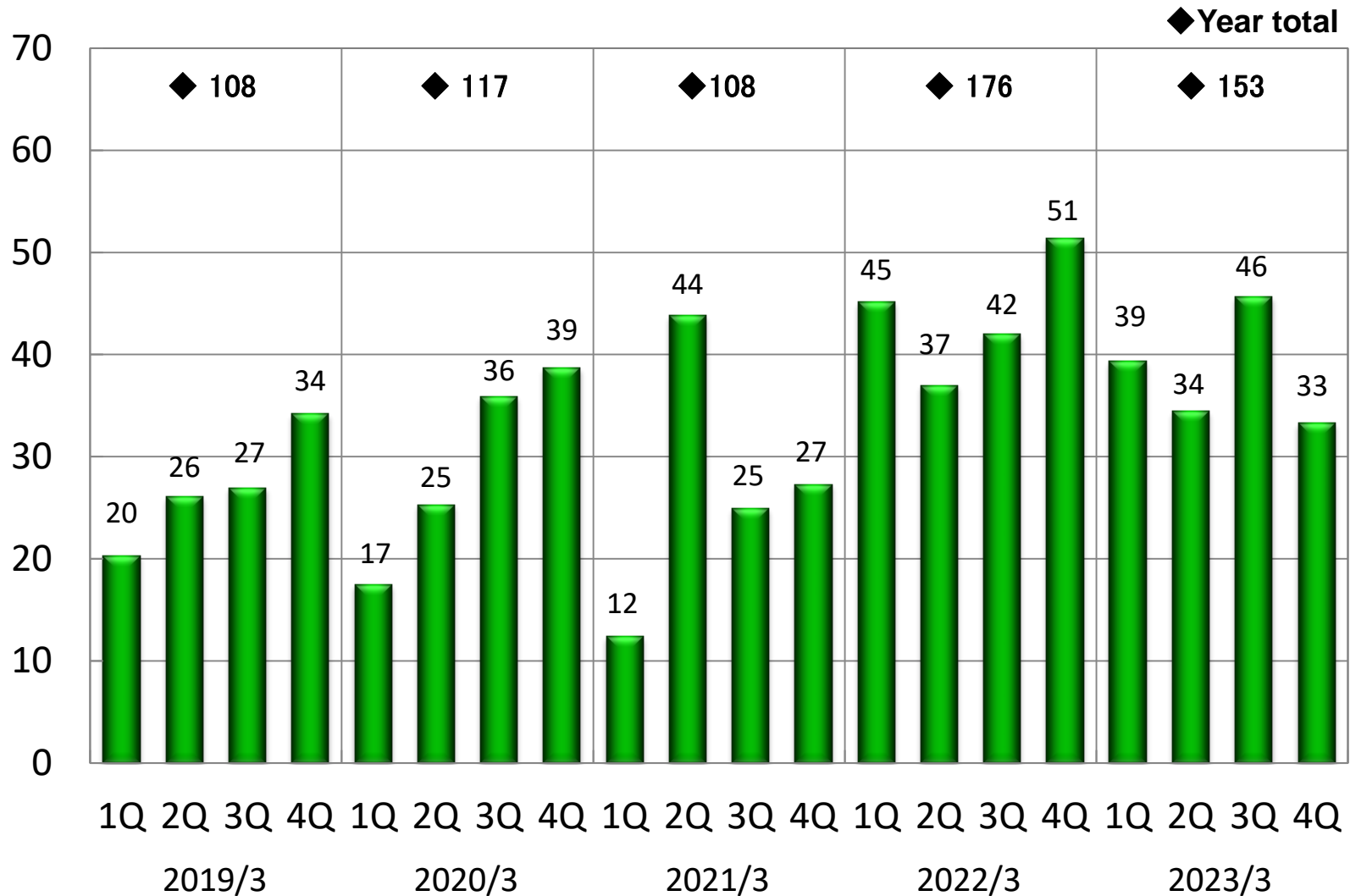
Net Sales in North American Market

(million \$)



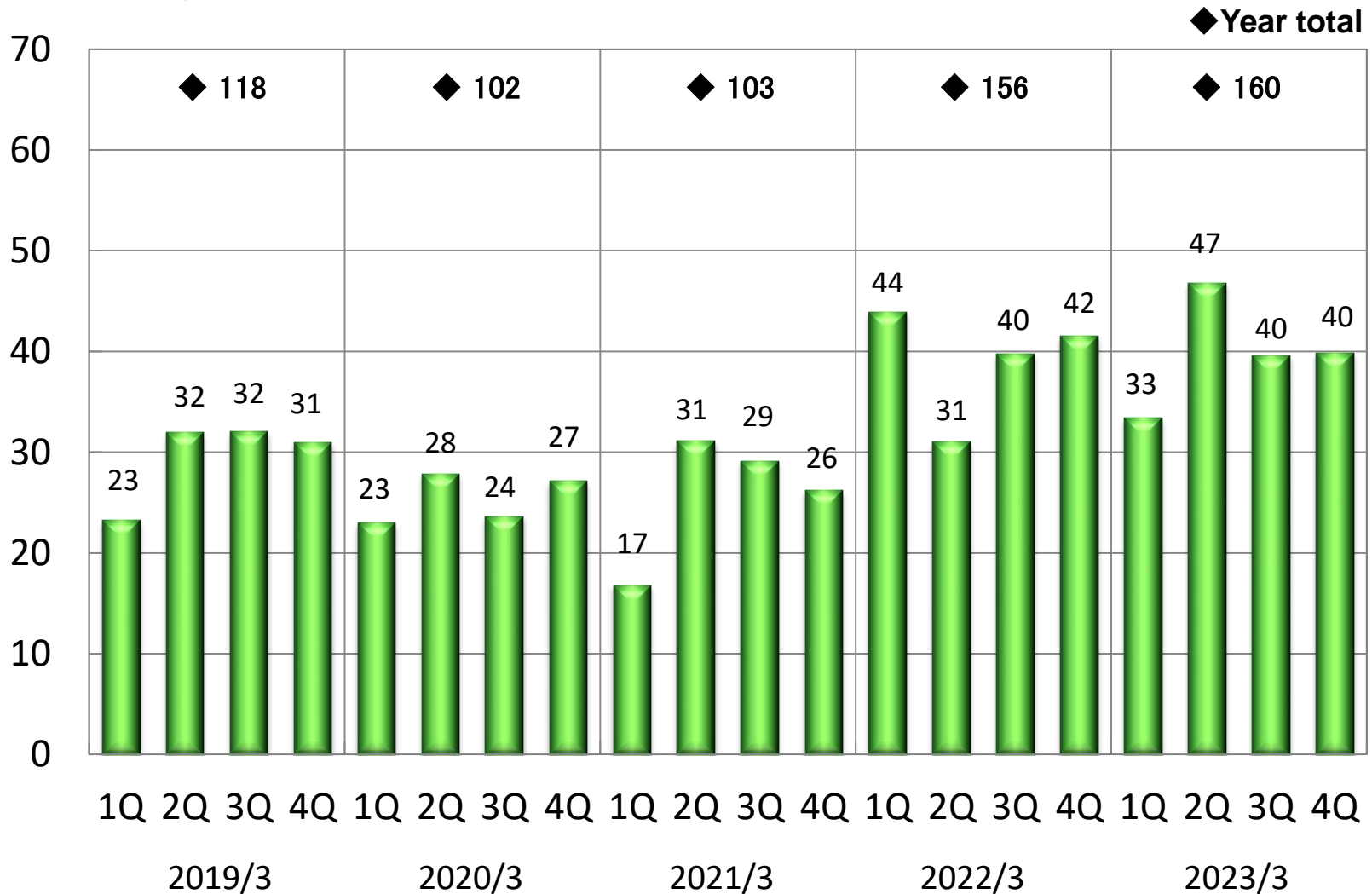
Order Intake in European Market

(million EUR)



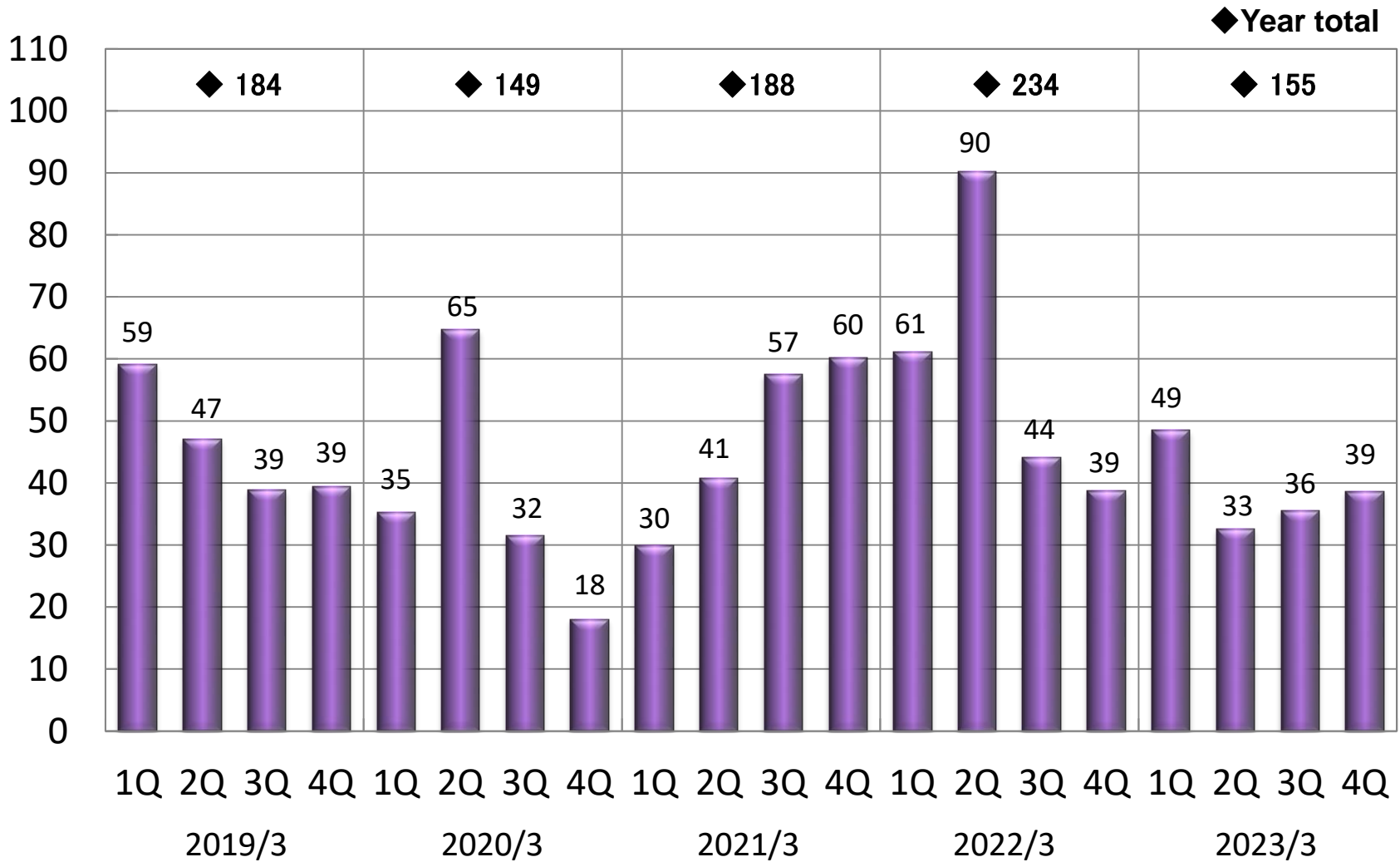
Net Sales in European Market

(million EUR)



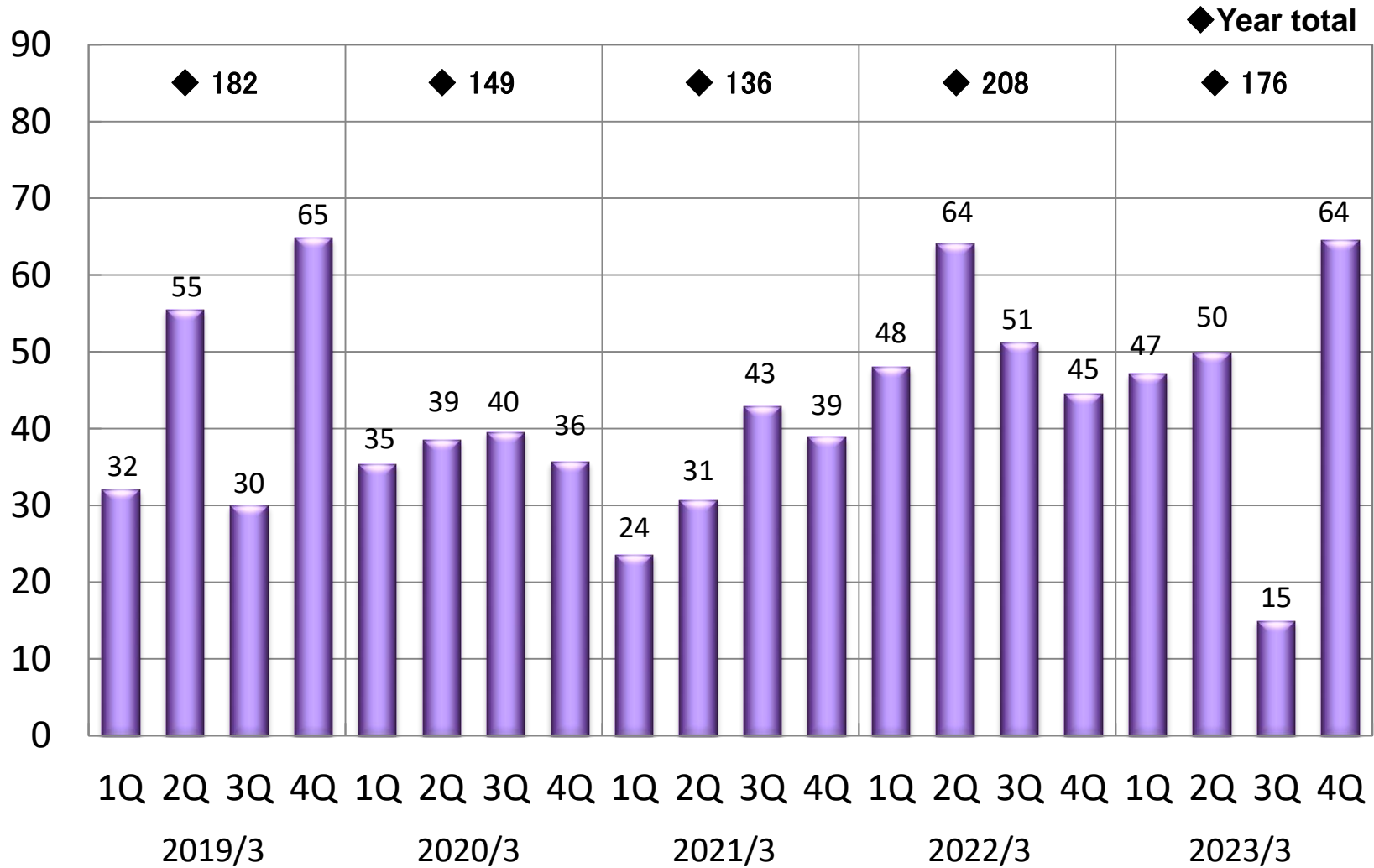
Order Intake in Greater China Market

(100 million ¥)



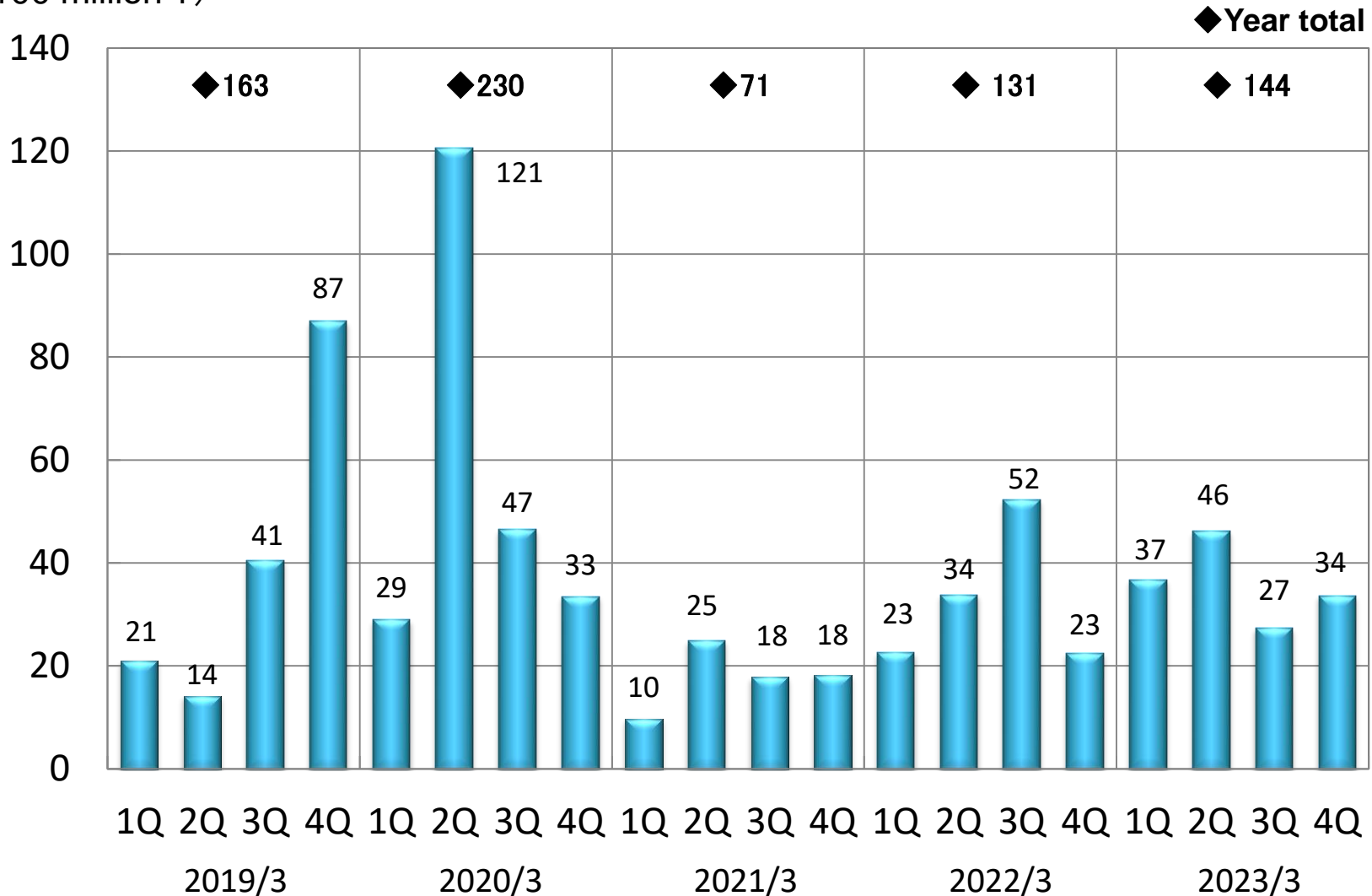
Net Sales in Greater China Market

(100 million ¥)



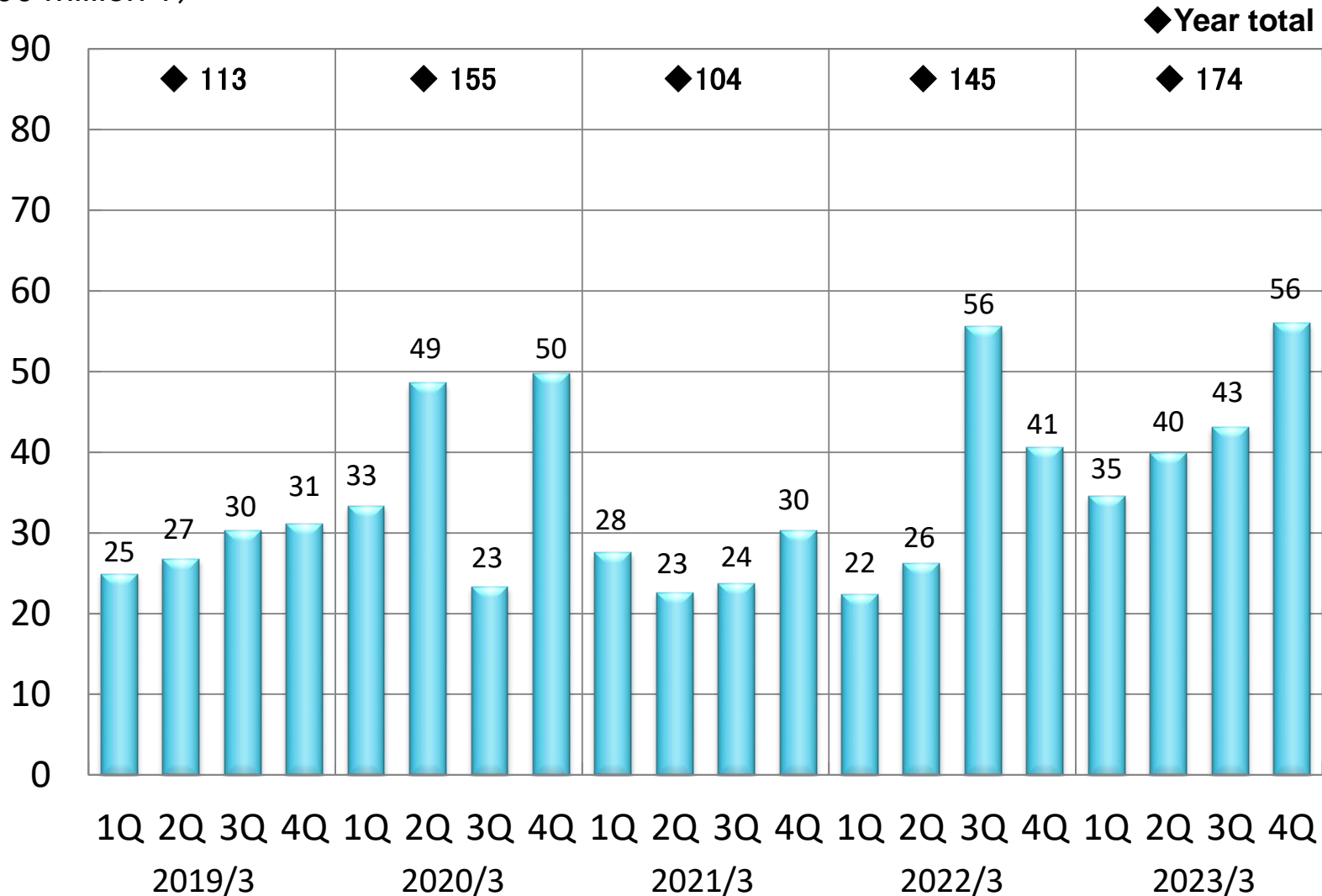
Order Intake in Other Regions' Markets

(100 million ¥)



Net Sales in Other Regions' Markets

(100 million ¥)



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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.