

### Company Profile / Stock Information (As of September 30, 2018)

### Corporate Profile

Corporate Name MIMAKI ENGINEERING CO., LTD. Foundation August 1975

Capital 4,357 million yen

**Businesses** Development, manufacturing, and sales

of computer devices and software

**Employees** 1.678 (consolidated) 811 (parent company only)

#### **Board Members**

Executive Chairman	Akira Ikeda
President	Kazuaki Ikeda
Senior Managing Director	Kazuyuki Takeuchi
Director	Hiroshi Miyake
Director	Yasuhiro Haba
Director	Koji Shimizu
Director	Nariaki Makino
Director and Corporate Advisor	Noriyuki Tanaka
Director (Outside)	Makoto Tanaka
Director (Outside)	Hisamitsu Arai
Auditor (Full-time, Outside)	Yoh Zenno
Auditor (Outside)	Tomokazu Iwashita
Auditor (Outside)	Yukio Tsuchiya

#### Accounting Auditor

Deloitte Touche Tohmatsu LLC

#### Stock Information

**Number of Authorized Shares** 128,160,000 shares Number of Issued Shares 32,040,000 shares Number of Shareholders 4,522

#### **Major Shareholders**

Shareholder name	Number of shares held (shares)	Investment ratio (%)
Ikeda Holdings, Inc.	4,497,200	14.97
Japan Trustee Services Bank, Ltd.	2,630,600	8.76
Tanaka Kikaku Ltd.	2,330,000	7.76
Noriyuki Tanaka	2,025,400	6.74
State Street Bank and Trust Company 505019	1,725,900	5.75
Tokyo Small and Medium Business Investment & Consultation Co., Ltd	i. 1,524,000	5.07
MIMAKI ENGINEERING Employee Stock Ownership	1,468,800	4.89
The Master Trust Bank of Japan, Ltd.	979,700	3.26
The Hachijuni Bank, Ltd.	840,000	2.80
Adeki Partners Co., Ltd.	833,200	2.77

#### Ownership Breakdown

- 268.491 shares (0.84%)



---- 4.184.786 shares (13.06%)

#### Shareholder Information

Business year	From April 1 to March 31	
General meeting of shareholders	Within three months from the end of each business year	
Record date	Annual meeting of shareholders March 31 Year-end dividend March 31 Interim dividend September 30 Or a date announced beforehand if necessary.	
Share unit	100 shares	
Shareholder registry administrator	Mitsubishi UFJ Trust and Banking Corporation 4-5, Marunouchi 1-chome, Chiyoda-ku, Tokyo 100-8212, Japan	
Contact details for the above	Mitsubishi UFJ Trust and Banking Corporation Transfer Agent Department 1-1, Nikkocho, Fuchu-shi, Tokyo, Japan Tel: 0120-232-711 (toll free in Japan)	

Mail address	P.O. Box No. 29, Shin-Tokyo Post Office 137-8081, Japan Mitsubishi UFJ Trust and Banking Corporation Transfer Agent Department
Method of public notice	Public notices are posted on our website (https://ir.mimaki.com/, in Japanese). However, if an electronic public notice cannot be given due to unavoidable circumstances, it will be published in the Nihon Keizai Shimbun.
Listings	Tokyo Stock Exchange First Section
Securities code	6638

- 1. For inquiries on address changes or other procedures pertaining to shares, please contact the account management institution (securities firm, etc.) with which your account is held. Please note that the shareholder registry administrator (Mitsubishi UFJ Trust and Banking Corporation) cannot handle these procedures.
- 2. Unreceived dividends are paid at the head office of Mitsubishi UFJ Trust and Banking Corporation.



# The Evolution of Production Printing





- Newly developed heads for high-quality, high-speed printing (up to 140 m<sup>2</sup>/h)
- Optional units enable long, continuous operation and low running costs

**INTERIM 2018 BUSINESS REPORT** April 1, 2018-September 30, 2018

BUSINESS

REPORT



#### Sales commenced for the TS55-1800 water-based sublimation transfer inkjet printer





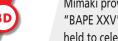
The TS55-1800 water-based sublimation transfer inkjet printer gives a choice of modes to match the work, from high-quality prints to high-speed output of up to 140 m<sup>2</sup>/h using the newly developed heads. New optional units, the mini jumbo roll unit and the 10-kg ink supply unit, were adopted for both low running costs and long, continuous operation. Demand is expected to be particularly strong in the fashion and apparel markets, where time savings going from planning to sales are always welcome.

#### Sign & Display Show 2018 (Tokyo)



Launched in December 2018

#### Experiencing 3D modeling using the Mimaki Full Color 3D Creative Lab



From April to September 2018, Mimaki hosted the Mimaki Full Color 3D Creative Lab to allow students and those in the creative industries to use the 3DUJ-553 free of charge for full-color modeling.



Mimaki provided support for the A BATHING APE® "BAPE XXV" 25TH ANNIVERSARY EXHIBITION held to celebrate the 25th anniversary of the founding of the A BATHING APE® brand

In Space O inside Omotesando Hills, Mimaki held a workshop using the latest UCJV300-75 model to allow printing and cutting of custom name stickers.







#### Alpha Design Co., Ltd. becomes a wholly owned subsidiary through a simplified share exchange

In September 2018, Mimaki concluded a simplified share exchange agreement with Alpha Design Co., Ltd., a company focused on development related to factory automation, resolving to make Alpha Design a wholly owned subsidiary.



Alpha Design Co., Ltd.		
Trade name	Alpha Design Co., Ltd. (The company and its subsidiaries together make up the Alpha Design Group.)	
Address	2211-3 Ko, Shigeno, Tomi-city, Nagano 389-0511, Japan	
President	Shujiro Morisawa	
Business	Development, manufacture, and sale of factory automation equipment, etc.	
Capital	195 million yen	
Foundation	January 1989	
Employees	70 (non-consolidated) 263 (consolidated) (as of September 30, 2018)	
Affiliated companies (three companies in Japan, two companies in	Alpha Systems Co., Ltd. Alpha Tech Co., Ltd. Tonami Corporation Ltd. Dalian Alpha Design Co., Ltd. Alpha Automation Technology (Shenzhen) Co., Ltd.	

#### LUCK'A Inc. becomes a wholly owned subsidiary through a simplified share exchange

In October 2018, Mimaki concluded a simplified share exchange agreement with LUCK'A Inc., a company involved in planning, design, creation, and sales of merchandise for the music and animation industries, resolving to make LUCK'A Inc. a wholly owned subsidiary.



	LUCK'A Inc.
Trade name	LUCK'A Inc.
Address	2-10-5, Sendagaya, Shibuya-ku, Tokyo 151-0051, Japan
President	Haruhisa Kato
Business	Planning, design, creation, and sales of merchandise
Capital	3 million yen
Foundation	April 2007
Employees	21 (as of September 30, 2018)



On behalf of Mimaki Engineering, I offer my heartfelt appreciation for the continued support of our shareholders. I would like to take this opportunity to extend our deepest sympathies to those affected by the recent torrential rains and earthquakes, and to offer our sincere prayers for the speedy recovery of the communities hit by these disasters. Below we provide a report on the state of the business during the first half of our 44th term (from April 1, 2018 to September 30, 2018).

Kazuaki Ikeda President, MIMAKI ENGINEERING CO., LTD.

# Overview of the first half of the fiscal year ending March 2019

During the first half of the fiscal year, we achieved both higher revenue and profit, with net sales rising 5.1% year on year to 26,455 million yen and operating profit reaching 1,520 million yen, an increase of 35.9% year on year.

There are two positive points that deserve special mention. The first is that, looking at sales by market, the launch of the UCJV series in November 2017 led to a significant expansion in sales to the Sign Graphics (SG) market. These are innovative models that use environmentally friendly UV ink and allow printing and cutting to be done by the same unit, and we expect the series to further strengthen its position as the mainstay model for the SG market and to maintain it over the long term. The second point is that, in terms of sales by region, there was steady expansion overall. Even in North, Central, and South America, where our share has until now suffered in comparison with others, our efforts to reorganize the sales channel have progressed, and on a local currency basis, excluding the effect of the exchange rate, net sales recorded a satisfactory increase. In addition, in the Japanese, Asian and Oceania markets, although the situation in China is difficult, we have been able to compensate for this in other regions, and net sales grew year on year. Markets in Europe, the Middle East, and Africa also grew smoothly.

Conversely, there were two areas that we feel need focused attention. The first is the strengthening of our quality management systems. Due to defects in some of our inks during the previous fiscal year, we worked to establish the cause, dealt with customers, and took measures to prevent a reoccurrence. We used this opportunity to improve awareness of the problem in the design, manufacturing, and service divisions. We regard the creation of a mechanism that allows us to prevent quality problems before they occur to be one of the highest management priorities, and we continue to devote ourselves to this issue. The second area is expanding sales of products for the Textile & Apparel (TA) market. In the first half of the fiscal year, net sales to the TA market fell year on year, partly because this was a transitional period ahead of the launch of a new strategic product. Using the launch of the new TS55-1800 strategic product scheduled for the third quarter as a catalyst, we will work wholeheartedly on initiatives to grow sales going forward.

#### Outlook for the full year

Our consolidated forecasts for the full year ending March 2019 are unchanged at net sales of 55,600 million yen (up 6.0% year on year) and operating profit of 2,750 million yen (up 0.7% year on year).

Profit ran ahead of plans for the first half of the fiscal year, but recently there have been many causes for concern, such as trade friction between the United States and China, and the impact on currencies in developing countries of U.S. interest rate policies, which have led to ongoing instability. Consideration of such factors explains why we have not changed consolidated forecasts for the full year. In particular, our exchange rate assumptions for the main currencies from the third quarter onward are US\$1 = ¥105 and €1 = ¥128, but we are taking a severe approach to the outlook for currencies of developing countries, such as the Turkish lira and the Brazilian real. In addition, the two companies that we acquired this fiscal year have insignificant sales and profits, and therefore their impact has not been reflected in our consolidated forecasts for the full year.

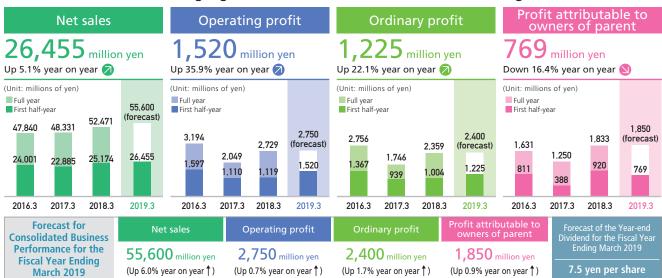
#### Message to shareholders

Under the management slogan of "Aiming to Be a Truly Global Company," the Group will expand sales and profits steadily. Going forward, we will continue to use research and development and M&As to obtain management resources in anticipation of growth. In parallel with this, we will implement initiatives to create a mechanism that enables sustainable growth.

We believe that there is still considerable growth potential remaining in the industrial inkjet printer market in which the Group conducts business, and there are a correspondingly large number of issues to address. We intend to continue to engage with these issues with a sense of speed and urgency. I would be most grateful for the continued guidance and encouragement of shareholders.

### Business Performance: Key Points

#### Consolidated Performance Highlights for the First Half of the Fiscal Year Ending March 2019



#### Performance Highlights by Market for the First Half of the Fiscal Year Ending March 2019



Net sales of products for the SG market, such as advertisements and signboards, were 11,896 million yen, up 12.6% year on year. In addition to the strong performance of the UCJV series, sales of consumables-related items, such as ink and media. also grew.

Net sales of items for the Industrial Products (IP) market, which includes novelty items, industrial products, and others, rose 0.3% year on year to 8,400 million yen. Sales of machines, ink and other items were all flat year on year.

Net sales of products for the TA market, such as clothing, fabrics, and others, came to 2,732 million yen (down 5.7% year on year). Sales of machines struggled, but sales of ink, media and other consumables-related items expanded.

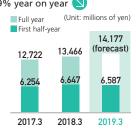
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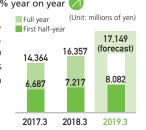
### Net sales: 6,587 million yen Down 0.9% year on year

Net sales declined slightly year on year, but we maintained our leading position in the competitive environment of the domestic market. Going forward, we will continue to strengthen our presence as a solutions provider in digital on-demand printing.



### Net sales: 8,082 million yen Up 12.0% year on year

Net sales grew significantly year on year, and also grew on a local currency basis, excluding the effects of the yen/euro exchange rate. The UCJV series that was launched in November 2017 continues to drive the expansion of net sales



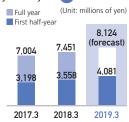
## Net sales: 7,704 million yen Down 0.6% year on year

Despite the impact of declines in developing-country currencies, we were able to limit the fall in net sales year on year to a small decrease. Net sales in China posted a year-on-year decline, but this was offset by strong sales in other areas of Asia and Oceania.



### Net sales: 4,081 million yen Up 14.7% year on year

Net sales grew significantly year on year, and also grew on a local currency basis, excluding the effects of the yen/dollar exchange rate. The restructuring of the sales network, an initiative that has been in progress for some time, has finally started to show results.



**Мітакі** 6

#### **Drafting Plotter**



MF-120 A2 Flat Pen Plotter [Hokusai]

July MG-110 A1 Pen Plotter [Hokusai]

MF-220C

December

**CF-70** 

A1 Flatbed

CG-45

Cutting Plotter

**Cutting Plotter** 

A2 Flat Cutting Plotter Cutting Plotter

July MX-11/10P Pencil Plotter

Thermal Plotter

October

CG-90SD

1990

January

1991

CG-120

Cutting Plotter with

Auto-Roll Feeder

March MX-760/790 JP-560/590 High-Speed Monochrome Pencil Plotter Inkjet Plotter

1995

Servo-Style Pen Plotter 1993 December

MX-340/360/390 JP-660/690C Low-Cost Pencil Plotter Full-Color Inkiet Plotter

MR-1600 LED Plotter A1 Version

MR-1900 LED Plotter A0 Version **Inkjet Printer** 

October

with Six-Color Pigment Ink Tx2-1600 JV-1300 Full-Color Inkjet Printer with Water-Based Pigment Ink October

Raster Link

Software RIP for PS2 1999

1998

JV2-130

Full-Color Inkjet Printer August

April

October

Tx-1600S

Digital Textile

Inkjet Printer

November JV2-180 Large-Format

Full-Color Inkiet Printer 2000 November TX Link Software RIP

December

CG-60St

DM2-1810 Flatbed Inkjet Printer April for Textile Printing JV3-250SP Super-Wide Solvent Inkjet Printer

November **GP-604** Garment Printer

2001

Inkjet Printer

October

September

Solvent

2003

January

March **UJF-605C** Flatbed UV-Curable Inkjet Printer

Desktop Cutting Plotter

JV3-130SL 2004 April

Cutting Plotter with High-Speed Crop-Marker Sensor

2005 October Print & Cut Combination

**Simple Cut** Cutting Application

October 0 November IPF-1610B/ Pro5 SG/IP/TA UJF-3042HG Software RIP for PS3 UV LED Curable Industrial Flatbed UV-Curable May JFX-1631 Large Format UV LED Curable

Mimaki Profile Master II Color Management System CJV30-60/ December

100/130/160 Printer Cutter August **Raster Link** Pro4

2009

February

JV33-260

**TPC-1000** 

TS3-1600

for Sports Apparel

for Sports Apparel

2008

February

Dve Sublimation Inkiet Printer

TS5-1600AMF

February

2008

1610B-U

January

Inkjet Printer

July

SG/IP/TA Software RIP for PS3 September **UJV-160** Hybrid UV LED Curable

February UJF-3042 Inkjet Printer

February Super-Wide Solvent Inkiet Printer

Large Format UV LED

JV34-260 Super-Wide-Format Inkiet Printer

September **UJF-3042FX** November TS34-1800A for Sports Apparel

October FineCut8 Plug-In Cutting Software

Raster Link February Flatbed Inkjet Printer

October Tx400-1800D

March Digital Textile Inkjet Printer JV400-130/ 160LX **UJF-706** Latex Inkjet Printer Flatbed UV-Curable

Inkjet Printer January JV5-320DS

Direct Printing / Dye Sublimation TS500-1800 Grand-Format Inkjet Printer Ultra-High-Speed Dve Sublimation

Tx400-1800B May Digital Textile Inkjet Printer with JV400-130/ Adhesive Belt Carrier System 160SUV

JFX-1631plus Curable Flatbed Inkjet Printer

JFX-1615plus Large-Format UV LFD Curable

For emerging nations: Grand-Format Solvent Inkjet Printer

RasterLink6 IJP Software Direct Printing Sublimission

> May CG-100SRⅡ High-Quality Cutting Plotter

Tx500-1800DS

SWJ-320S2/

**320S4** 

UJF-6042 UV LED Curable Flatbed Inkjet Printer

JFX500-2131

Flatbed Inkjet Printer

UV LED Curable

February April MIMAKI Target UJV500-160 **Color Emulator** UV LED Curable Color Management System Roll-to-Roll Inkiet Printer SIJ-320UV

0ctober Tx500-1800B Adhesive Belt Carrier System

June TxLink3 IJP Software Solvent UV Inkiet Printer December July JFX200-2513 UV LED Curable

TS300P-1800 Dye Sublimation Inkjet Printer Flatbed Inkiet Printer

UJF-7151 plus UV LED Curable Flatbed Inkiet Printer

JV300-130/160 UV LED Curable Flatbed Inkjet Printer Solvent Inkiet Printer

Decembe

JV150-130/160 Tx300P-1800

UJF-6042MkⅡ

2016

February

TS500P-3200

TS30-1300

UJV55-320

UV LED Curable Inkiet Printer

MM700-1800B

Direct Textile Inkiet Printer

**Mimaki Profile** 

Color Management System

Direct Textile Inkiet Printer

UJF-3042Mk II

Tiger-1800B

Master 3

CJV300-130/160

CJV150-75/

107/130/160

UV LED Inkjet Printer

Printer Cutter

JFX200-2531 UV LED Large Flatbed Dye Sublimation Inkjet Printer

Dye Sublimation Inkjet Printer Tx300P-1800B



Tiger-1800B Mk I Inkiet Printer with Adhesive Belt Carrier System

2018

UCJV300-75

UCJV300-107

UCJV300-130

Print & Cut Inkjet Printer

UV-curable ink

July

2017 Direct Textile Model/ Dve Sublimation Model UCJV300-160 UCJV150-160 New Technology UV LED Inkiet Printer Using



sublimation transfer Inkjet Printer November



December Rimslow Series

pre-treatment unit TR300-1850C

December

water-based

TS55-1800



2017

November CF22-1225

CG-60/90 For overseas: Cutting Plotter

October

November CG-90AP Apparel Pattern Cutting Plotter

1992 January **CG-50** 

November

**CG-100SD** December

MI POP December

Ittobori Masking Sheets

December Vesta Cutting Software

Desktop Cutting Plotter June MC-300S Desktop Cutting Plotter 1993

September CF-120 120-cm-Width

Flatbed Cutting Plotter ME-500

January

CG-6/9/12 High-Speed Cutting Plotter Low-Cost Cutting Plotter Cutting Data

High-Speed Cutting Plotter 1995 January

Vector Link POP Making System Cutting Software for PS (Mac OS)

NC-5

January Software for Cutting Zusaku Gravestone Character Gravestone Design Support System April

Modeling Machine July My Brain February HF-500

Heat Pen Cutting Plotter March

Engraving System August Low-Cost Cutting Plotter CG60/100/

January

Cutting Plotter

October

**CAM LINK** 

Conversion Software

CF-0912/1215

Large-Format Flatbed

**CG-100AP** 1-Meter-Width Apparel Pattern Cutting Plotter

1998 March My Brain Vehicle Cutting System for

CG-51/61/101/121 May

130EX

for Illustrator June CFR-1220 Cutting Plotter with Reciprocal Cutter Crop-Marker Sensor

January

Fine Cut

CG-100/130Lx June High-Speed Cutting Plotter Fine Cut for Corel CG-160FX Cutting Software for Corel Draw

2003 Plug-In Cutting Software June CG-130FX Cutting Plotter with High-Speed

CG-75ML+JV3-75SP II Plotter CF2 Series Crop-Marker

Software CG-60SR Desktop Cutting

2006

June

JV5-130S/160S

JF-1610/1631

Large Format Flatbed

Ultrahigh-Speed

December

Inkjet Printer

2007

January

Inkjet Printer

JV5-320S

Grand Format Solvent

\_August

Roll-Fed UV-Curable Inkiet Printer

Pro II / IP II / TA II

UJF-605R II

Raster Link

August

Raster Link Pro I JV33-130/160

**UJF-605C I** 

Flatbed UV-Curable

UJV-110
Roll-Fed UV-Curable Inkjet Printer
Mimaki Profile

JV4-130/160/180 JV22-130/160 Color Management

JV3-160SP

Tx3-1600

GP-604D

**UJF-605R** 

Inkjet Printer

Inkjet Printer

October

November

**GP-1810D** 

May

Roll-Fed UV-Curable

JV3-250SPF

Software RIP for PS3

DS-1600/1800

Solvent Inkiet Printer

JV3-75SP [ /130SP ]

Digital Textile Inkjet Printer UV-Curable

Large Format Full-Color Full-Color Inkjet Printer

Digital Textile Inkjet Printer October

Raster Link Pro

Software RIP for PS3

JV3-130S/160S

Inkiet Printer

June

CG-60SL For overseas:

January CF3-1631/1610 Flatbed Cutting Plotter with Router Head March CG-75/130/ 160FX Ⅱ

Multi Cutting Plotter August August Simple Studio Print & Cut Application Software

August APC-130 Plotter for Apparel

June

October

Solvent Inkiet Printer

April Large-Format CAD Cutting High-Quality Cutting

2013 CG-60/100SR Ⅲ

February CFL-605RT Small Flathed

ArtiosCAD DS

December

JV300-190

Solvent Inkjet Printer

Packing Design CAD Software Flatbed Cuttin

# **Promoting Automatic and Unattended Operation!**

The MIMAKI business proposal What does "automatic and unattended operation" mean?

Traditional, non-automated production line





Manual labor is required for all the processes: setting up a printer printing, removing, inspecting, and packaging





A large facility requiring many employees

#### Automatic production line proposed by MIMAKI





Machines perform all the processes (automatic) of setting up a printer, printing, removing, inspecting and packaging, so manual labor is not required (unattended operation)



Created automatically using printer and robots

Facilities are small, but a network connection enables operation even with only one person

### Initiatives for automatic and unattended operation Alpha Design (AD) Group and LUCK'A become subsidiaries

#### What the AD Group does

Involved mainly in the development, manufacture, and sale of factory automation and print circuit board (PCB) mounting equipment, as well as metalworking. Has particular strengths in accurate position-sensing technology and in the development of high-performance transportation products.



#### Objective of conversion to subsidiary

Adding the AD Group's technological strengths to our inkjet technology will open the way to a more fully featured product lineup, such as transportation equipment, for handling automatic and unattended operation. In addition, technological synergies will result in the development of high-value-added products.



#### What LUCK'A does

Mainly involved in planning, design, creation and sales of merchandise for the music and animation industries. LUCK'A possesses superior design and product planning capabilities.

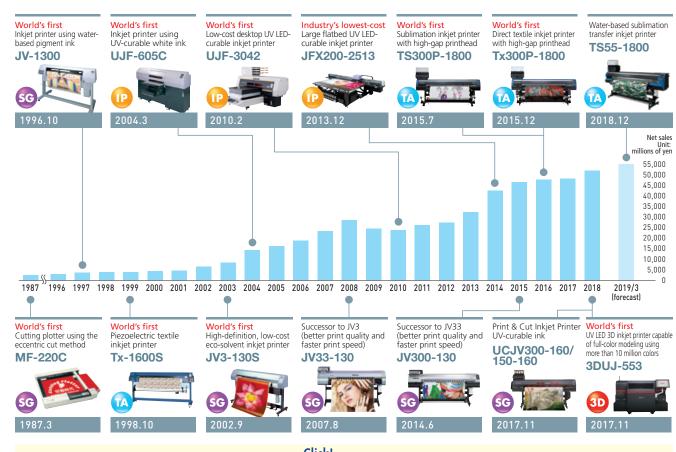
#### Objective of conversion to a subsidiary

By securing a certain volume of the production of goods designed by LUCK'A, the Group will link this to initiatives for the commercialization of automatic and unattended operation. The Company will also combine printing technology with LUCK'A's design and commercial distribution and copyrights for



## The History of MIMAKI as One of Continuous Innovation

As a market leader in digital on-demand production, we will continue to create new markets and customers by identifying diverse needs promptly and accurately and by providing products that target these needs



#### Corporate Website

In addition to the latest information and news, our corporate website provides visitors with a deeper understanding of the business, products and services of MIMAKI ENGINEERING. Please have a look



The OR code to the right may be used for access by cellular phones and smartphones.

You may access it here

https://ir-eng.mimaki.com/