#### Company Profile / Stock Information (As of September 30, 2021)

#### 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	1,938 (consolidated) 774 (parent company only)

#### Board Members

President	Kazuaki Ikeda
Managing Director	Kazuyuki Takeuchi
Executive Director	Hiroshi Miyake
Director	Yasuhiro Haba
Director	Koji Shimizu
Director	Nariaki Makino
Director	Takeshi Kodaira
Outside Director (Full-time Audit and Supervisory Committee Member)	Yoh Zenno
Director (Audit and Supervisory Committee Member)	Noriyuki Tanaka
Outside Director (Audit and Supervisory Committee Member)	Makoto Tanaka
Outside Director (Audit and Supervisory Committee Member)	Hisamitsu Arai
Outside Director (Audit and Supervisory Committee Member)	Seiko Minomo
Outside Director	Shunsuke Numata

#### Accounting Auditor

Deloitte Touche Tohmatsu LLC

#### 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 A date will be 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)

#### 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.

Click!			
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Company/IR site top page	1	R Librai	γ

#### Stock Information

Number of Authorized Shares Number of Issued Shares Number of Shareholders

128,160,000 shares 32,040,000 shares 4,171

#### Major Shareholders

Shareholder name	(shares)	Investment ratio (%)
Ikeda Holdings, Inc.	4,497,200	15.25
The Master Trust Bank of Japan, Ltd.	2,717,600	9.21
Tanaka Kikaku Ltd.	2,330,000	7.90
Noriyuki Tanaka	2,031,600	6.89
Tokyo Small and Medium Business Investment & Consultation Co., Ltd.	1,529,000	5.18
MIMAKI ENGINEERING Employee Stock Ownership	1,160,700	3.94
State Street Bank and Trust Company 505019	1,091,400	3.70
The Hachijuni Bank, Ltd.	840,000	2.85
Adeki Partners Co., Ltd.	833,200	2.82
Epson Avasys Corporation	720,000	2.44

#### **Ownership Breakdown**

	Financial inst	titutions	Financial instru	Financial instruments firms		Other Japanese corporations	
	Overseas cor	porations, etc.	c. Individuals and others			Treasury shares	
4,618,300 shares (14.42%)				2,545,767 shares (7.94%)			
		10,447,801	10,447,801 shares (32.61%)		9	,610,642 shares (30.00%)	
956,723 shares (2.99%)			3,	860	,767 shares (12.05%)		

Лаil address	P.O. Box No. 29, Shin-Tokyo Post Office 137-8081, Japan Mitsubishi UFJ Trust and Banking Corporation Transfer Agent Department
Aethod 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 <i>Nihon Keizai Shimbun</i> .
istings	Tokyo Stock Exchange First Section
ecurities code	6638
lotor:	

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

You may access it here https://ir-eng.mimaki.com/



#### Official SNS can be found here (Japanese only)

Facebook https://www.facebook.com/mimakiengineering/ YouTube https://www.youtube.com/user/MimakiPR/videos Instagram https://www.instagram.com/mimaki\_japan/



## **JFX600-2513** JFX550-2513



Securities Code: 6638

## BUSINESS REPORT 2021.9

Interim Business Report April 1, 2021-September 30, 2021

#### **Management Policy**

### We aim to be a market leader in digital on-demand products with our proprietary raster technology

### production by developing market-oriented (for inkjets, etc.) and vector technology (for cutting plotters, etc.)



We aspire to become a "Development-oriente d Enterprise" with our own technology and our own brand of products throughout the world.

We aim to become a company that can adapt and quickly provide our products that will satisfy the customers.

We strive to become an innovator always providing "something new, something different" in the market.

We aim at creating a corporate culture where our individual employees can exploit their personal characteristics and abilities to the fullest extent.



**MIMAKI** develops new organization and corporate image

To remain as a group of innovators and to fully exploit the personal characteristics and abilities of every employee, we began a new system with small groups called GIPS (Group Independent Profitability management system). We also reorganized into five divisions-Research and Development, Sales, Production, Administration, and Corporate Planning—so that we can promptly identify potential market needs and provide solutions.

With GIPS every group will now have a clear role and responsibilities and will work cooperatively as if each group were an independent small factory.

The added value as the "fruit" of the activities of each group will be made clear, and in order to improve the profitability of their own division, all members of the group (centered on a leader) will share issues and ways to resolve them. Through these activities, all employees will participate in management and everyone will have efficiency in mind.

In this way, we are looking to make our company an aggregate of "small fruits like a cluster of grapes."

Kazuaki Ikeda President

# Providing the total solution: supporting everything from introduction to the final quality of products

The MIMAKI Group is a development-driven group of companies that provides integrated services through the development, manufacturing, sales, and maintenance service of products, such as industrial inkjet printers, cutting plotters, and inks. By leveraging our proprietary core technologies, we will drive additional progress during the digital transformation and play our role as a solutions provider that supports everything from the introduction to the final quality of products.



**Our core technologies** 

### The history of MIMAKI: continual 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.



### **Providing products for three markets and developing the FA business**

Promoting the expansion of markets by always providing optimal products to the players in each market.



P Industrial Products

Printing for gifts, novelty items, custom-made goods for general consumers, and industrial products including instrument panels for automobiles and control panels for household electrical appliances and other products

5 **Мітак** 





Main printing material

plastic • acrylics • glassmetal • wood, etc.



Products used for 3D printing of product designs, figures, and even 3D signboards, offering everything from fullcolor modeling with more than 10 million colors to ultra-large models up to 1.8 m high.



Tokyo Tech Museum and Archives



Developing five businesses based on vector and mechatronic technologies



#### **Growth Strategy**

### New medium- to long-term growth strategy MIMCIKI® V112

MIMAKI is steadily implementing measures aimed at achieving the targets set out in the new "Mimaki V10" medium-to long-term growth strategy: an operating profit margin of 10% by fiscal 2025 as well as ensuring a V-shaped recovery in business results. In addition, we will make the safety of our employees, local communities, and other stakeholders our number one priority, along with suppressing the spread of COVID-19.



#### Message from Top Management



I offer my heartfelt sympathies to all those who have recently been affected by COVID-19. MIMAKI ENGINEERING will continue to work to recover from the impact of the COVID-19 pandemic, together with its group employees, local communities, and other stakeholders. Here we provide a report on the state of business during the first half of the 47th term (from April 1, 2021 to September 30, 2021).

Kazuaki Ikeda President, MIMAKI ENGINEERING CO., LTD.

#### Overview of business performance during the first half of the fiscal year ending March 31, 2022

In the first six months of the fiscal year ending March 31, 2022 (the first half), both revenues and profits increased significantly. Net sales were 28,803 million yen (up 38.1% year on year), and operating profit was 1,691 million yen (compared with an operating loss of 1.902 million ven for the same period of the previous fiscal year).

Despite the remaining impact of COVID-19, the global economy in the first half was on a recovery trend thanks to the effective economic policy measures of various countries and the like. However, uncertainty remains with extended impacts of global supply chain disruption and difficulty in procuring parts and raw materials.

In terms of net sales for the first half, there was the impact from product supply difficulties due to shortages of parts and raw materials and the impact of a longer lead time, etc., caused by supply chain disruption. However, given a recovery in printing demand of customers and by seizing an opportunity to resume capital investment, etc., along with economic recoveries materialized in various global areas, net sales for the first half for all of the SG (Sign Graphics) market, the IP (Industrial Products) market, and the TA (Textile & Apparel) market significantly exceeded those for the same period of the previous fiscal year. New products such as JV / UJV100-160 for the SG market and TS100-1600 for the TA market, in addition to a significant increase in the sales volume of existing products mainly in the SG and IP markets, largely contributed to the sales growth. Increasing printing demand from customers boosted the sales of ink and spare parts significantly. Net sales by region resulted in outperforming the same period of the previous fiscal year in all regions due partly to the effect of a weaker yen exchange rate. Meanwhile, in comparison with the same period of the fiscal year two years ago, while revenues decreased in Japan and Central and South America, the revenues in North America and Europe increased significantly. Accordingly, our revenues as a whole topped the pre-COVID pandemic level.

In terms of profit, despite the impact of soaring transportation costs throughout the period and tangible effect of the increasing price of parts and raw materials from the latter half of the first quarter, the cost of sales ratio significantly improved compared to the same period of the previous fiscal year when we recorded expenses incurred in the thorough reduction of inventories, and a halt to factory operation triggered by the COVID-19 pandemic. The overall level of selling, general and administrative expenses remains lower than that of the same period of the fiscal year two years ago, despite increases in quality assurance expenses 31, 2022, will be 7.5 yen per share. associated with customers' higher utilization rate of products and launch of new products, personnel expenses arising from the lifting of production adjustments put

significant increases.

Our consolidated full-year business performance forecasts for the fiscal year ending March 31, 2022, indicate higher revenues and profits, with net sales of 59,100 million ven (up 21.3% year on year), operating profit of 2.630 million yen. (Compared with an operating loss of 509 million yen in the previous fiscal year)

The consolidated business performance forecasts for the second half factor in the prospect of the continued global economic recovery trend and increasing demand in our sales market. Meanwhile, the impacts of the global shortages of parts and raw materials and supply chain disruption will be even severer throughout the second half. MIMAKI's net sales are expected to be impacted by the constraints on addressing demand due to a difficulty in procuring parts and materials in terms of product supply, as well as longer transportation lead time, and the like. Meanwhile, profit is expected to be affected by the deteriorated cost of sales ratio. etc., arising from soaring transportation costs and parts and raw materials costs. Based on estimation, we made the second half and full-year consolidated business performance forecasts.

The MIMAKI Group will strive to ensure the V-shaped recovery in business results,

with the unified efforts put in by the Group's employees, by steadily implementing the following key measures aimed at achieving 10% of operating profit margin by fiscal 2025, the target set out in the "Mimaki V10" medium- to long-term growth strategy formulated in December last year: the measures include (1) Market launch and sales expansion of new products based on the "Mimaki V10" product development strategy, (2) Business development in anticipation of rapid changes in the market conditions and customer needs, and (3) Building a foundation for improving profitability. Based on the outlook of the business performance and our policy of stable and

shareholders.

in place during the same period of the previous fiscal year, and research and development expenses for developing new products aligned with the "Mimaki V10" strategy. In addition, thanks to the effects of higher revenues and depreciated exchange rate of the ven, each profit line item under operating profit saw

#### Outlook for the fiscal year ending March 31, 2022

#### Message to shareholders

consistent shareholder returns, the interim dividend for the fiscal year ending March

In closing, I humbly ask for the continuing guidance and encouragement of

#### **MIMAKI News Flash**



Launch of JFX600-2513 featuring high speed and high-definition printing

The JFX600-2513 is the successor to the JFX500-2131, a large format flatbed UV inkjet printer that was launched in 2012. With the number of print heads being substantially increased, realizing highly efficient printing, this model is expected to generate productivity improvements of approximately 300% compared with the conventional model. The model can equip six colors compared to four colors in the conventional model, improving expressiveness with rich ink variation. The maximum printable size is 2,500 mm x 1,300 mm, with a thickness of up to 60 mm, and it is compatible with the 4 x 8 board (1,220 mm x 2,440 mm) that is often used for signboard production. Direct media printing is available for printing various media such as large signboards, resins, glass, and metal and can be applied for broader fields, including large decorations, sign displays, and building materials. Direct printing on the media with a thickness of up to 60 mm is possible, and multilayered UV ink printing that enables 2.5D printing (emboss printing) to produce textured surface offers a high-value-added printing application.



JFX600-2513 JFX550-2513



#### Launch of UJF-7151 plusII equipped with the new "Color Gloss" function

UJF-7151 plusII has had its head configuration expanded by increasing the number of heads from the conventional six to eight, and the head configuration is changeable depending on the ink set. The four-color composition has four color double ink set that enables a printing speed of up to 190% compared to the speed of the conventional model, and the six-color composition containing Lc and Lm provides a more delicate color expression. The newly added color gloss feature, which enables the curing of color ink that creates gloss tone, realized the texture and the detail difference from those the conventional clear printing can create, enabling a unique and new expression that has never been realized. MFD2 (Mimaki Fine Diffusion 2), which controls dot placement position, is supported to add extra enhancement in image guality, and the newly installed 1,800 dpi printing mode achieves high-definition guality with less graininess and color unevenness.







#### Launch of UJF-3042Mklle and UJF-6042Mklle that bring about creativity with boundless originality

UJF-3042MkIle and UJF-6042MkIle succeed various functions of conventional models, including our proprietary functions, NCU (Nozzle Check Unit), NRS (Nozzle Recovery System), MAPS4 (Mimaki Advanced Pass System 4) that enable stable, high-quality printing. By supporting the MDL (Mimaki Device Language) command, which can control the printer from the customer's production system and peripheral devices, enabled automation and laborsaving of printing processes such as a work transfer. In addition, the upgraded RIP software "RasterLink<sup>®</sup>7" is included as standard, with the addition of a new function for variable data printing.







#### Launch of the digital coating machine, DCF-605PU spray coat set model

The DCF-605PU spray coat set model is a product achieving highlyprecise coating, which became possible by a collaboration of application control technology cultivated by a group company, ALPHA DESIGN, and a precise positioning function which leverages MIMAKI's proprietary XYZ axis control technology. In addition, the model includes original application software as standard and uses MIMAKI's mass-production technology, helping realize both userfriendliness and affordability. The DCF-605PU spray coat set model is the first product of the digital on-demand type "Spray-Jetting series," which allows liquid application without a plate, and thus immediate production is possible when necessary as long as digital data is available. It is a piece of environment-friendly equipment that does not emit pollution because it does not require plate cleaning. Coating requiring only minimum liquid quantity realized higher-cost performance, achieving application with a more consistent coating thickness than manual brushing or spraying applications. In addition, non-contact coating by spray method made possible an application to objects with height differences and unevenness.





#### EVENT

#### Innovation Days implementation report

The global online event "Mimaki Innovation Days" was held from June 2 to 4, 2021. The event aims to foster innovation in the sign graphics, industrial products, textile/apparel, and 3D markets in collaboration with bases in Japan, the United States, and Europe. The latest model, JFX600-2513, was unveiled for the first time in Japan, and seminars and workshops were held online using a proprietary platform.

In Japan, 21 seminars centered on sign graphics were held, with applications received from about 800 people.

Our President, Kazuaki Ikeda, expressed sincere gratitude to those who attended the exciting virtual event. He mentioned that amid the pandemic, MIMAKI aimed to continue to innovation and Mimaki announced a launch of eight new products starting from October to continue to innovation itself. He also said that he hopes to meet you in person when we are coming out of the woods to be able to ensure safety, but until then, he is looking forward to producing the result of collaboration and innovation in the printing industry that he saw at the innovation Days.







#### Duplicated the collection of Chichibu Shrine, "Tsunagi no Ryu (Tied Dragon)" with 3DUJ-553

MIMAKI produced and offered a replica of the collection of Chichibu Shrine, the "*Tsunagi no Ryu* (Tied Dragon)," using high-precision 3D scanning and high-precision full-color 3D printer in collaboration with Hara Seisakusho (Ueda City, Nagano Prefecture) and Kowa Display Co., Inc. (Meguro-ku, Tokyo). The replica was produced as part of an initiative to record "*Tsunagi no Ryu* (Tied Dragon)" created by Jingoro Hidari, known as the creator of "Nikko Toshogu Sleeping Cat," with the use of 3D technology. The replica is on special display at the Chichibu Shrine Hall in the precincts of Chichibu Shrine.



### MIMAKI will use inkjet technology to contribute to seven of the 17 sustainable development goals (SDGs) adopted by the United Nations in 2015



### Our Group is working enthusiastically on resource recycling and related technology as part of our response to the need for sustainability

Up to this point, we had used proprietary inkjet technology to promote the growth of digital on-demand printing, in turn contributing to fulfilling the needs of society and the environment. Going forward, we will continue to effectively harness the digital transformation (the shift to digitization that includes the value chain and leads to new added value). In this way, we will be able to respond promptly to the needs of society and the environment that are linked to high-level added value, such as unattended operation, saving labor, higher speeds and quality, and waterless printing—all technologies that are expected to grow.

#### ▶ Helping achieve a sustainable society by promoting digital on-demand printing

By using proprietary raster and vector technologies, we will drive the further development of digital on-demand printing.



#### Reduced distribution

Distribution is shortened by digital on-demand printing

#### More efficient production plants

Inkjet printing makes it possible to have environmentally conscious production plants

### Environmentally aware ink cartridges

Free collection and recycle of used ink cartridges, and adoption of eco-ink cartridges

#### **Network / Corporate History**



MIMAKI BRASIL COMERCIO

2019

March Founded MIMAKI (THAILAND) CO., LTD

#### **Product Development History**



Consolidated performance highlights for the first half of the fiscal year ending March 2022



Performance highlights by market for the first half of the fiscal year ending March 2022



COVID-19 pandemic, which was the factor behind the weak fiscal year, a significant recovery in demand arising from activated economic activities and growing new demand for sign printing related to the virus infection prevention, etc., boosted revenues for the current period significantly.

Net sales were 12,252 million yen (up 43.2% year on year). Net sales were 7,709 million yen (up 46.1% year on year). Despite the protracted impact of cancellation and postponement Compared to the weak demand for printing of industrial for all kinds of exhibitions and other events globally due to the products and novelty items due to sluggish consumption worldwide during the same period of the previous fiscal demand for sign printing during the same period of the previous year, a significant increase in demand accompanied by the economic recovery helped increase revenues significantly. thanks to the favorable trend in machine and ink.

Net sales were 2,766 million yen (up 69.6% year on year). During the same period of the previous fiscal year, sales were affected by the contraction in demand in the textile/ apparel market caused by slow global economic activity and restrictions on going out and the like. However, during the current period, the growing demand accompanied by economic recovery and a return of customer's capital investment and higher utilization rate boosted sales of machine and ink, leading to significantly higher revenues.

#### Market conditions by region for the first half of the fiscal year ending March 2022



#### Europe

#### Net sales: 8,261 million yen

Net sales were 8,261 million yen (up 57.5% Full year year on year). As opposed to the same period of the previous fiscal year, which was battered by a severe economic slump due to strict outing restrictions, etc. in European countries, during the current period with the spread of vaccination in each country along with the economic recovery with the rollout of the economic stimulus package, etc., revenues increased significantly as a result of the favorable trend in machine and ink. In addition, the cheaper yen than that in the same period of the previous year also contributed to the increase in revenues.



#### North America

#### Net sales: 5,423 million yen

Net sales were 5,423 million yen (up 50.1% Full year year on year). In North America, during the current period, sales of machine and ink grew significantly, thanks to the steady recovery in customers' capital investment and printing demand that declined substantially in the same period of the previous fiscal year. Further, as a result of the yen depreciating against the US dollar compared to the same period of the previous year, revenues increased



Percentage of net sales by product category Others 🔵 🔵 Japan 21.9 42.5% 35.6 Inks 🛑 North America Machines