

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 address	Mitsubishi UFJ Trust and Banking Corporation Transfer Agent Department 7-10-11, Higashisuna, Koto-ku, Tokyo 137-8081, Japan Tel: 0120-232-711 (toll free, in Japan)

Public notices are posted on our website (http:// Method of public 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. Tokyo Stock Exchange First Section Securities code 6638

PT. MIMAKI INDONESIA

(Indonesia)

GRAPHIC CREATION

Co., Ltd.

(Japan)

O Branch offices and sales offices of affiliated companies, etc.

MIMAKI USA, INC.

MIMAKI BRASIL COMERCIO

E IMPORTACAO LTDA (Brazil)

MIMAKI AUSTRALIA

PTY LTD

(Australia)

(U.S.A.)

#### Notes:

notice

Listings

- 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.



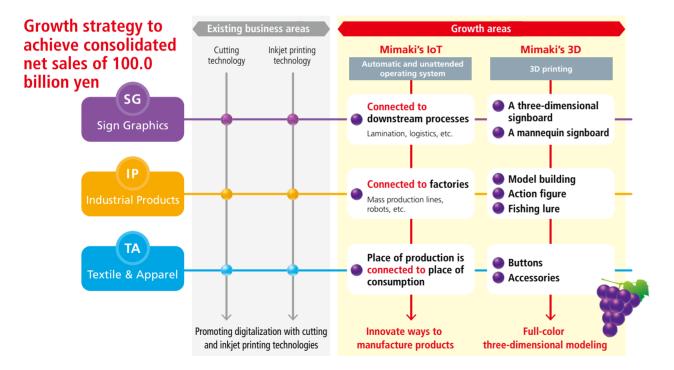
# 2016.3 BUSINESS REPORT

The Financial Report for the 41st Term The contents are based on data as of March 31, 2016. April 1, 2015 – March 31, 2016



# M1000: Aiming to Be a Truly Global Company

We have promoted the digitalization of cutting and printing based on our unique We view the Internet of Things (IoT) and 3D printing as key success factors for our and sell Mimaki products that can offer new added value to customers.



Our IoT strategy aims to "innovate ways to manufacture products." The strategy enables us to create a new role for inkjet printers—that of improving productivity—in addition to providing image quality and printing speed. Our 3D technology makes possible ultra-fine full-color three-dimensional modeling. The 3D strategy enables us to invent a new market for inkjet printers. Although it is small, this new market is supported by real demand.

cutting and inkjet printing technologies. growth. We will develop, manufacture,



In the past, we have used the analogy of individual grapes when describing the roles and new markets that our products fulfill and create. Under our IoT and 3D strategies, we will further increase these "grapes," developing them into a large and bountiful "bunch," or, in concrete terms, a company with consolidated net sales of 100.0 billion yen.

# Four Efforts to Be a Truly Global Company

MIMAKI ENGINEERING is a global company that earns around three-quarters of its consolidated net sales overseas. However, the Company cannot yet claim to procure and manage its operational resources—such as personnel, goods, funding, and information on a global basis. We will accelerate our efforts to turn Mimaki into a truly global company from the following standpoints.

# Development Open innovation

We will further promote exchanges with external research institutions, including facilities with links to industry, academia, and government in Japan and abroad, to create a regenerative core technology that adopts outside skills and ideas and to establish the next generation of cutting-edge technology.

# Sales Development of communitybased sales and services on a global basis

We will work harder than ever to promote community-based sales at a global level. We will also set up a laboratory center that provides technical support at our main strongholds to cultivate new markets among our customers.

# Manufacture Production of inks on a global basis

On a global basis, we will tackle the production of inks that account for more than 30.0% of consolidated net sales. Manufacturing inks at places close to where they are consumed reduces lead time, limiting the disposal loss of expired goods, and lessening negative foreign exchange effects such as yen appreciation.

# Administration Adoption of an independent profitability management system by division on a global basis

We will ensure that the concept of an independent profitability management system is communicated to and understood by all Group employees, including those of overseas subsidiaries, and share issues to be addressed and strategies to resolve them among all Group companies. We will enhance the capabilities of the entire Group to respond to changes in the environment.



# To Our Shareholders

Before presenting the business report for the first half of our 41st term (April 1, 2015 to March 31, 2016), I would like to address a few words to our shareholders, and particularly to express my sincere appreciation for your continued support.

Kazuaki Ikeda President, MIMAKI ENGINEERING CO., LTD.

### PROFILE

April 2006	Joined MIMAKI ENGINEERING Co., Ltd.
September 2009	Director, MIMAKI KANPHOR INDIA PRIVATE LIMITED (current position)
December 2011	Head of Global Sales Promotion of Engineering Division of the Company
April 2013	Vice Head of Sales Division and General Manager of Global Marketing Department of the Company
June 2013	Director, Head of Sales Division and Genera Manager of Global Marketing Department of the Company
June 2014	Director, MIMAKI ENGINEERING (TAIWAN) Co., Ltd. (current position)
June 2014	Director, GRAPHIC CREATION Co., Ltd. (current position)
June 2015	Managing Director, Head of Sales Division of the Company
July 2015	Director, MIMAKI USA, INC. (current positio
July 2015	Director, MIMAKI EUROPE B.V. (current position)
July 2015	Director, Shanghai Mimaki Trading Co., Ltd. (current position)

July 2015 Director, MIMAKI INDIA PRIVATE LIMITED (current position)

April 2016 President and Head of Sales Division of the Company (current position)

Our management vision is to provide "something new, something different." In line with this vision, we have leveraged our unique inkjet printing and cutting technologies to create and open up the market for industrial inkjet printers. Along with further development of digital ondemand production, we will seek to enter a new growth stage as a leading company in the industry, both in name and substance.

We have been providing both world-first and industry-first products to the SG market, the IP market, and the TA market. We believe this is attributable to our superior business model, which is supported by the trust we have built with our customers (both sales agents and users of Mimaki's products) thanks to our community-based sales and services. We will strive to expand the market for digital on-demand production by continuously identifying customer needs and problems as soon as they arise and offering new added value, such as in relation to the IoT and 3D printing.

While the market for industrial inkjet printers is anticipated to grow in the future, the speed of technical innovation is fast, and fierce competition with competitors in the same and peripheral industries is likely to continue. We are determined to not remain satisfied with where we are, and to continue pushing forward with our business, with a sense of urgency and defined purpose.

We look forward to your continuing guidance and encouragement.

# 🌻 Trends in Business Performance

Consolidated Performance Highlights for the Fiscal Year Ended March 2016

In the fiscal year ended March 2016, operating profit, ordinary profit, and profit attributable to owners of parent decreased from the previous year. However, the Group's cash flow position improved due to the reduction of inventories. We will accelerate our efforts to become a truly global company as well as expand our market share.



#### Net Sales

The average foreign exchange rates during the period were as follows: 120.14 yen against the U.S. dollar and 132.57 yen against the euro. Compared to the average foreign exchange rates a year earlier (109.94 yen against the U.S. dollar and 138.77 yen against the euro), the yen depreciated against the dollar and appreciated against the euro. Consequently, consolidated net sales dropped by a mere 100 million yen or so from the previous year due to the overall negative foreign exchange effects. Regarding sales by market, sales of the existing products and new products for the IP market grew steadily. With respect to sales by region, sales in Japan, where we were already maintaining a leading market share, increased further.

Profits

The cost of sales ratio was 52.7%, up 1.7 percentage points year on year, reflecting price hikes in some product components. The ratio of selling and general administrative expenses to sales stood at 40.6%, up 1.2 percentage points year on year, due to an increase in labor costs, logistics costs, and sales promotion expenses. Consequently, operating profit decreased to 3,194 million yen, down 28.9% year on year. Meanwhile, ordinary profit fell to 2,756 million yen, down 26.5% year on year, although non-operating income/loss improved due to a decline in the foreign exchange loss.

Forecast for Consolidated Business Performance for	ince sures	Operating profit	Ordinary profit	Profit attributable to owners of parent	Forecast of annual dividend for the fiscal year ending March 2017
Basiliess Fellomianee for	48,350 million yen	1,850 million yen (Down↓42.1% year on year)		900 million yen (Down↓44.8% year on year)	5.0 yen Year-end dividend per share: 5.0 yen

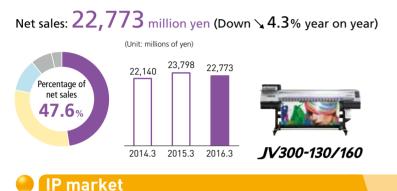
The assumed average foreign exchange rates for the fiscal year ending March 2017 are 105.00 yen against the U.S. dollar and 120.00 yen against the euro. Compared to the average foreign exchange rates for the fiscal year ended March 2016 (120.14 yen against the U.S. dollar and 132.57 yen against the euro), we forecast that the yen will appreciate greatly against both the dollar and euro. We forecast that in the fiscal year ending March 2017, net sales will increase by 1.1% year on year and operating profit will decrease by 42.1% year on year in nominal terms. However, leaving aside the exchange effects, net sales and operating profit will grow by 10% or more and 30% or more on a year-on-year basis, respectively. We are committed to achieving ongoing growth as a global company in the next fiscal year and beyond in accordance with our medium- and long-term growth vision.

For more detailed financial information, please visit our Company Profile and IR website (in Japanese): http://ir.mimaki.com/

# Financial Highlights

Performance Highlights by Market for the Fiscal Year Ended March 2016

# SG market



The products for this market are models designed to produce visual communications, such as advertisements and signboards. The JV300 Series and its low-cost model. the JV150 Series, which were launched during the previous fiscal year, won a high evaluation from the market in terms of their comprehensive functionality and recorded steady growth in sales volume. The print and cut machines in the CJV300 Series and the CJV150 Series also grew in terms of sales volume. However, net sales stood at 22,773 million yen, down 4.3% year on year, due to a fall in sales unit prices caused by price competition that competitors initiated.



The products for this market are used in the manufacture of industrial products. The compact models UJF-3042HG and UJF-6042 showed a robust increase in sales volume. Moreover, the large-model JFX200-2513 grew in sales volume, becoming a mainstay product. In addition, the UJF-7151 plus, a new product that was launched in November 2015, won a high evaluation from the market, contributing to a rise in net sales, if only for a short period. As a result, net sales rose by 17.4% year on year to 14 675 million ven.

The products in this market are used to produce textile

goods in the apparel industry. Entry models showed a good sales performance thanks to the contribution of the

TS300P-1800, launched in July 2015. In addition, the

large-model TS500P-3200, a water-based dye

sublimation printer that was launched in February 2016,

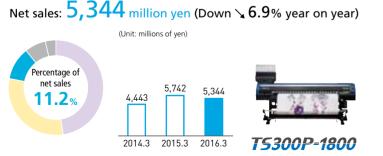
boosted sales, if only for a short period. However, high-

end models saw a plunge in sales, primarily in Europe.

This resulted in net sales of 5,344 million yen, down

6.9% year on year.

# TA market



Spare parts 7.1%, Others 3.5%



🐞 Financial Highlights

Performance Highlights: Market Conditions by Region and Product Category for the Fiscal Year Ended March 2016

# Japan North America

# Net sales: 12,149 million yen (Up / 12.8% year on year) Net sales: 7,600 million yen (Up / 10.1% year on year)

(Unit: millions of ven) 12,149 10.491 10,770

2014.3 2015.3 2016.3

Europe

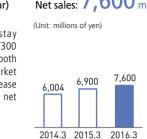
2014.3 2015.3 2016.3

15,122 14,138

(Unit: millions of ven)

12.736

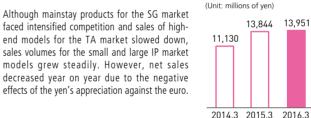
Even amid tough competition, mainstay products for the SG market, such as the JV300 Series, grew in sales volume. Moreover, both existing and new products for the IP market and the TA market showed a steady increase in sales volume. These resulted in higher net sales than in the previous fiscal year.



Despite sluggish sales of models for the SG market, net sales increased greatly on a yearon-year basis due to robust sales, mainly of the large-model JFX200-2513 for the IP market, as well as the favorable effect of the ven's depreciation against the U.S. dollar.

Asia, Oceania, and Others

Net sales: 14,138 million yen (Down > 6.5% year on year) Net sales: 13,951 million yen (Up > 0.8% year on year)



Sales of products for the IP market expanded steadily, although effects of the slowdown of the Chinese economy became apparent. Meanwhile, net sales in Brazil decreased sharply year on year due to a recession.

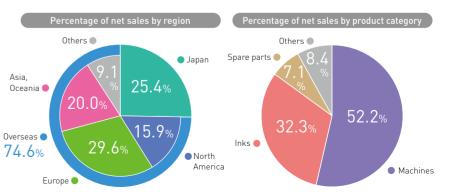
2014.3 2015.3 2016.3

However, net sales in the region of Asia, Oceania, and Others overall remained unchanged year on year, with other countries making up for the decrease.



35,690 million yen Percentage of consolidated net sales

74.6% We provide products and services to customers in some 150 countries and regions.



•		—— 198	5-2005 —			•	•	2006-201	1 ——•	2012	2013	2014	2015	2016	
Drafting Plotter 1985 April MX-11/10 Servo-Style Pen Plot Period APril MX-11/10 Servo-Style Pen Plot 1988 July MG-110 A1 Pen Plotter (Hokusai) July MG-110 A1 Pen Plotter (Hokusai) May MR-11 Thermal Plotter	April MX-760/790 High-Speed Pencil Plotter January MX-340/360/390 Low-Cost Pencil Plotter	II-Color Inkjet Plotter	Inkjet Pro 1996 United States United States Uni	1998 April JV2-130 Full-Color Inkjet Printer with Six-Color Pigment Ink October TX-1600S Digital Textile Inkjet Printer 1999 Nevember JV2-180 Large Format	2001 June JV4-130/160/180 Large Format Full-Color Inkjet Printer August TX2-1600 Digital Textile Inkjet Printer October Raster Link Pro Software RIP for PS3 2002 September JV3-1305/1605 Solvent Inkjet Printer	June June JV3-160SP Solvent Inkjet Printer October JV3-75SP [] /130SP []	Urranign-Speed Solvent Inkjet Printer December JF-1610/1631 Lage Format Facted W-Orable Inkjet Printer 2007 January UJF-605C [] Flatbed UV-Curable	1610B-U Indef FaceUl/Order Higt Print July Mimaki Profile Master II Color Management System August CJV30-60/ 100/130/160 Printer Cutter August Raster Link Pro4 SG/IP/TA	Pro5SG/IP/TA Software RIP for PS3 Cutting Software May JFX-1631 Large Format IV LED Curable Flatbed Inkjet Printer October TX400-1800D Digital Textile Inkjet Printe December UJF-706 Flatbed UV-Curable Inkjet Printe 2010 January	Flatbed Inkjet Printer March JV400-130/ 160LX Latex Inkjet Printer April TS500-1800 Ultra High-Speed Dye Sublimation Inkjet Printer May JV400-130/ 160SUV Solvent UV Inkjet Printer		June JV300-130/ 160 Solvent Inkjet Printer October JV150-130/ 160 Solvent Inkjet Printer	July TS300P-1800	r Dye Sublimation Inkjet Printer	
Cutting Plotter  1987 March MF-220C A2 Flat Cutting Plotter  December CF-70 A1 Flatbed Cutting Plotter  June CG-45 Desktop Cutting Plotter  Decktop Cutting Plotter  CG-60/90 Cotober CF-120 Cutting Plotter  CG-60/90 CF-120 Cutting Plotter  CF-120 Cutting Plotter CF-120 Cutting Plotter CF-120 Cutting Plotter CF-120 Cutting Plotter CF-120 Cutting Plotter CF-120 Cutting Plotter CF-120 Cuttin	January CG-50 High-Speed Cutting Plotter November CG-100SD High-Speed Cutting Plotter December MI POP POP Making System December Ittobori Software for Cutting Gravestone Character Masking Sheets December Vesta Cutting Software ter 1993 February HF-500 Heat Pen Cutting Plotter	995 January ector Link titing Software for PS ac OS) January USAKU avestone Design pport System April C-5 Odeling Machine July IJ Brain graving System August	Conversion Software November CF-0912/1215 Large Format Flatbed Cutting Plotter 1997 January CG-100AP 1-Meter-Width Apparel Pattern Cutting Plotter 1998 March My Brain Vehicle Cutting System for Car Film	Full-Color Inkjet Printer 2000 November TX Link Software RIP for Textile Printing December CG-60St Desktop Cutting Plotter 1999 June CG-100/130Lx High-Speed Cutting Plotte 2000 January Fine Cut Plug-In Cutting Software	2003 January DM2-1810 Flatbed Inkjet Printer April JV3-250SP Super-Wide Solvent Inkjet Printe November GP-604 Garment Printer 2004 UJF-605C Flatbed UV-Curable Inkjet Printe 2002 June Fine Cut for Corel Cutting Software for Corel Draw 2003 June	UJF-605R Roll-Fed UV-Curable Inkjet Printer May JV3-250SPF Super-Wide Solvent Inkjet Printer August Raster Link Pro II Software RIP for PS3 October GP-1810D Garment Printer November DS-1600/1800 Direct Dye Sublimation Printer JV3-130SL r Solvent Inkjet Printer	Solvent Inkjet Printer August UJF-605R II Rol-Fed UV-Ourdele High Printe September Raster Link Pro II/IP II/TA II Sothure RP Compatible with PS 2006 October CG-60SR Desktop Cutting Plotter	UJV-160 Hydrd UVLED Oxable Iniget Printe 2009 February JV33-260 Super Wide Solvent Iniget Printer February TPC-1000 Printer Oxfords Apparel February TS3-1600 By Salmetan Printer Str Systegated February TS3-1600AMF	February UJE-3042 WED Curatie February Tx400-1800B Uge late tight in these Hel tare set November JFX-1631plus Large Format UV LED Curatile Flatteed Inkjet Printer Starge Format UV LED Curatile Flatteed Inkjet Printer	32054 For emerging nations: Grand Format Solvent Inkjet Printer June TX500-1800DS Direct Printing Inkjet Printer JFX500-2131 UV LED Curable Flatbed Inkjet Printer December UJF-6042 UV LED Curable Flatbed Inkjet Printer	April UJV500-160 UV LED Curable	Printer Cutter	December TA300P-1800 Direct Textile Inkjet Pri		
November CG-90AP Apparel Pattern Cutting Plotter				for Illustrator June CFR-1220 Reciprocal Cutter	CG-130FX Cutting Plotter with High-Speed Crop-Marker Sensor	Print & Cut Combination December CF2 Series Flatbed Cutting Plotter	November CG-60SL For overseas: Low-Cost Desktop Cutting Plotter	CG-75/130/ 160FX II Multi Cutting Plotter	2011 May CG-100SRII High-Quality Cutting Plotter	August APC-130 Large Format CAD Cutting Plotter for Apparel	April CG-60/100SR III High-Quality Cutting Plotter		February CFL-605RT Small-Sized Flatbed Cutting Plotter		

# Introduction of New Products

### **Sign Graphics**

3.2-m Grand Format LED-UV Inkiet Printer



# (UJV55-320)

#### **Twin-roll simultaneous printing** expands your business

3.2-meter super wide output offers high productivity

Twin-roll printing improves efficiency

White ink enhances the overall quality of graphic design

- UV-curable ink dries instantaneously, drastically shortening printing time
- Built-in LED light for checking print quality prevents errors and saves time

The UJV55-320 is a 3.2-meter width roll-to-roll-type UV inkiet printer. The product employs a twin-roll printing function, enabling it to print on two media rolls up to 1,524 mm wide simultaneously, taking advantage of its 3.2-meter printing width. Printing two different data sets at once shortens the lead time for delivery and reduces the workloads and hours of operators.

# Industrial Products UJF-7151 DIUS

#### High-Performance Flatbed UV Inkjet Printer



### Wins SGIA's 2015 Product of the Year Award

- The adoption of a table drive mechanism achieves high-precision printing The fastest printing speed in its class makes printing at a size of 636 × 469 mm  $(25 \times 18.5 \text{ in})$  possible
- Reliable operating support package: the ink-circulation system reduces clogging of nozzles



3.2m Superwide Format Sublimation Inkjet Printer



# Reliable mechanism for high productivity

The maximum printing speed is 180 m²/h Its unique transfer mechanism supports quality printing Uninterrupted printing solutions

Company Profile / Stock Information (As of March 31, 2016)

# **Corporate Profile**

MIMAKI ENGINEERING CO., LTD. August 1975
4,357 million yen
Development, manufacturing, and
sales of computer devices and
software
1,449 (consolidated)
755 (parent company only)

Akira Ikeda

Kazuaki Ikeda

Hiroshi Mivake

Yasuhiro Haba

Noriyuki Tanaka Makoto Tanaka

Hisamitsu Arai

Yukio Tsuchiva

Masayoshi Tsuchiya

Tomokazu Iwashita

Kazuyuki Takeuchi

# Board Members (As of June 21, 2016)

**Executive Chairman** President Executive Vice President Sakae Sagane **Executive Director** Director Director Counselor for Director Director (Outside) Director (Outside) Auditor (Full-Time) Auditor (Outside) Auditor (Outside)

# Accounting Auditor

Deloitte Touche Tohmatsu LLC

#### **Business Locations**

Sales Bases

Head Office and	2182-3 Shigeno-Otsu, Tomi-shi,
Headquarters	Nagano 389-0512, Japan
Kazawa Factory	1333-3 Kazawa, Tomi-shi, Nagano 389-0514, Japan
Nagano Development	520-1 Kitanagaike, Nagano-shi,
Center	Nagano 381-0025, Japan
Hachioji Development	593-6 Kitano-town, Hachioji-shi,
Center	Tokyo 192-0906, Japan

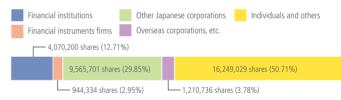
Tokyo, Osaka, Sapporo, Sendai, Nagano, Yokohama, Saitama, Kanazawa, Nagoya, Kyoto, Kobe, Hiroshima, Shikoku (Takamatsu), and Fukuoka

# **Stock Information**

Total Number of Authorized Shares	128,160,000 shares
Total Number of Issued Shares	32,040,000 shares
Number of Shareholders	6,498
Major Shareholders	

Shareholder name	Number of shares held (shares)	Investment ratio (%)
Ikeda Holdings, Inc.	4,427,200	13.82
Tanaka Kikaku Ltd.	2,400,000	7.49
Noriyuki Tanaka	2,022,000	6.31
MIMAKI ENGINEERING Employee Stock Ownership	1,625,600	5.07
Tokyo Small and Medium Business Investment & Consultation Co., Ltd.	1,524,000	4.76
Japan Trustee Services Bank, Ltd.	1,231,200	3.84
THE HACHIJUNI BANK, LTD.	840,000	2.62
Akira Ikeda	827,000	2.58
The Master Trust Bank of Japan, Ltd.	811,300	2.53
EPSON AVASYS CORPORATION	720,000	2.25

#### **Ownership Breakdown**



#### Notice Regarding Renewal of the MIMAKI ENGINEERING Website

We renewed our IR website on April 1, 2016. We update our website by posting not only the latest information, such as press releases and information for investors, but also content that helps readers understand the nature of our business, products, and services. Please feel free to visit our website at

# http://ir.mimaki.com/ Now even easier to read on your smartphone.