



Financial Result for the First Quarter Ended June 30, 2019

MIMAKI ENGINEERING CO., LTD

August, 2019

Mimaki
3D Printer **3DUJ-553**



UCJV300-130



UJF-6042 MkII



(Launched in July 2018)



JFX200-2513 EX



(Launched in May 2019)



TS55-1800



(Launched in March 2019)

Financial Results for Fiscal Year Ending March 31, 2020

- First Quarter Result, First Half Forecast -

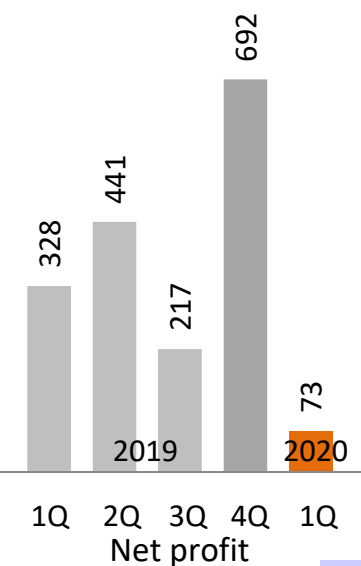
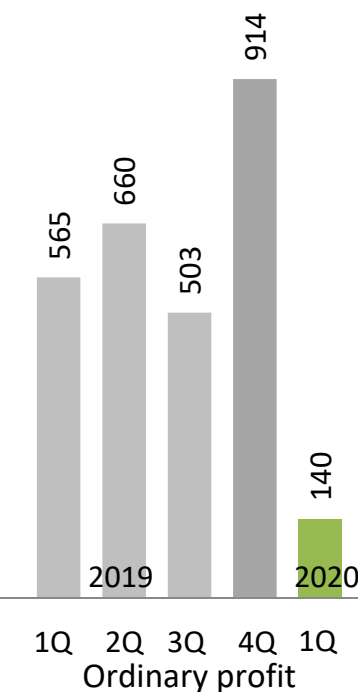
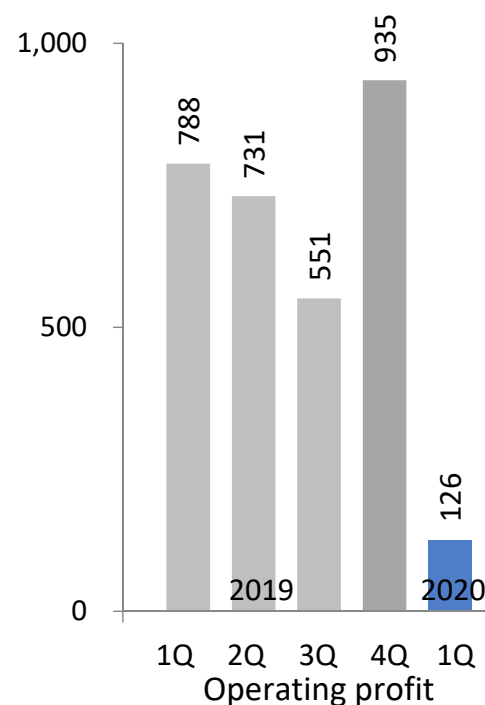
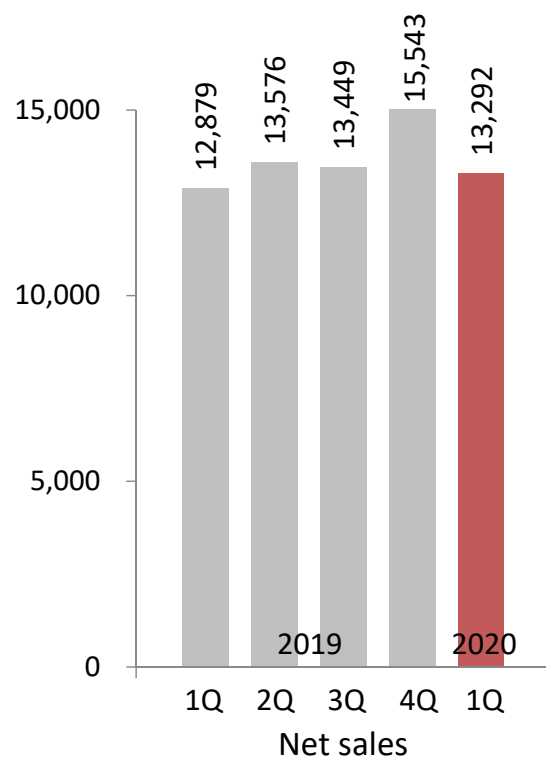


Consolidated Financial Highlights

(1Q Actual & First Half Forecast)



Millions of yen	Mar-19		Mar-20	
	Q1 Actual	First Half Actual	Q1 Actual	Increase and decrease ratio
Net sales	12,879	26,455	13,292	3.2%
Operating profit	788	1,520	126	△83.9%
Ordinary profit	565	1,225	140	△75.2%
Net profit	328	769	73	△77.5%
Exchange rate	USD	JPY109.07	JPY110.27	
	EURO	JPY130.06	JPY129.84	
			First Half Forecast	Increase and decrease ratio
			28,950	9.4%
			800	△47.4%
			650	△46.9%
			450	△41.5%
			JPY107.00	△3.0%
			JPY122.00	△6.0%



Factors Affecting Operating Profit

(1Q of the FY Ending March 2019 vs 1Q of the FY Ending March 2020)



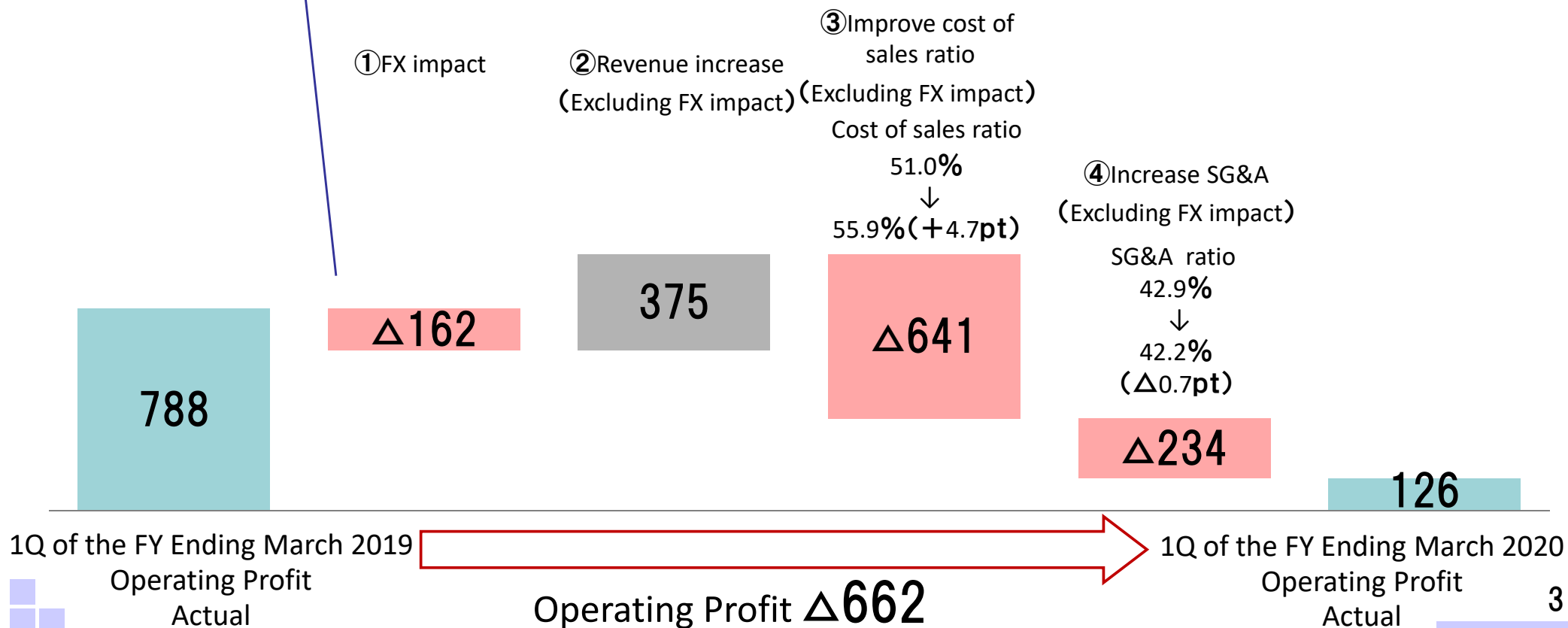
(Millions of yen)

【impact by currency】

USD / JPY109.07	→	JPY109.90	+10
EUR / JPY130.06	→	JPY123.49	△129
BRL / JPY30.32	→	JPY28.05	△24
CNY / JPY17.13	→	JPY16.07	+47
TRY / JPY25.03	→	JPY18.74	△51
Others (INR, INR, AUD)			△15
Total			△162

【FX impact on sales, cost and operating profit】

Sales △353 - Cost of sales △99 - SG&A △92 = Operating profit △162

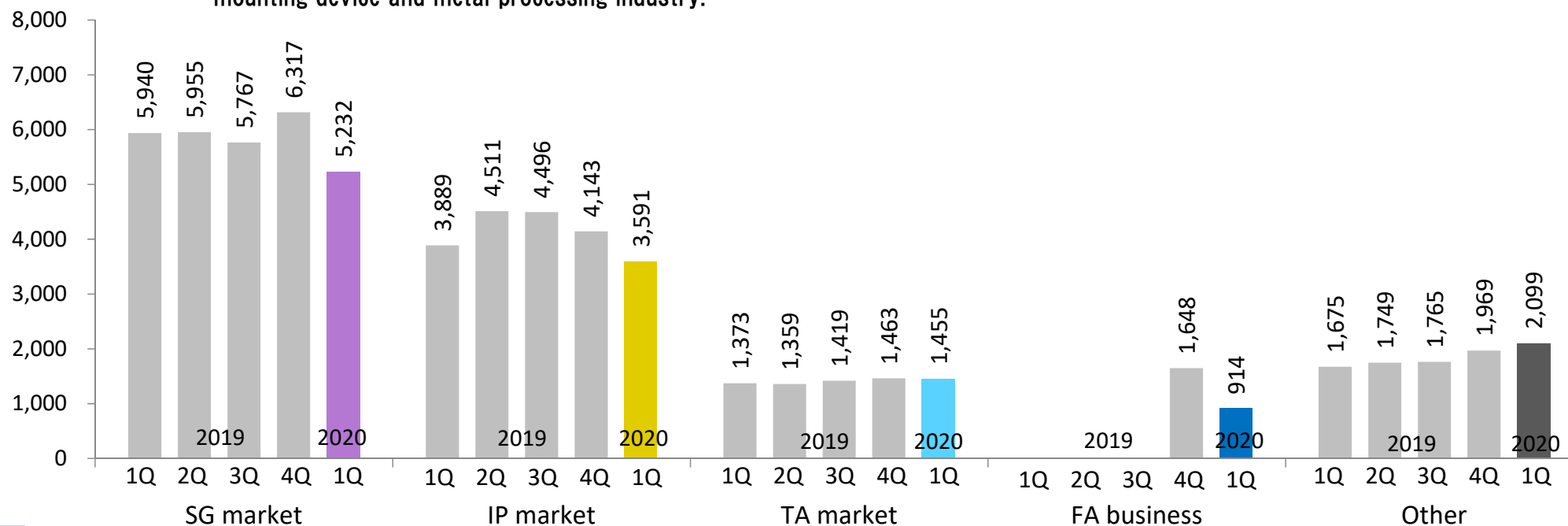


Sales by Market Segment (1Q Actual & First Half Forecast)



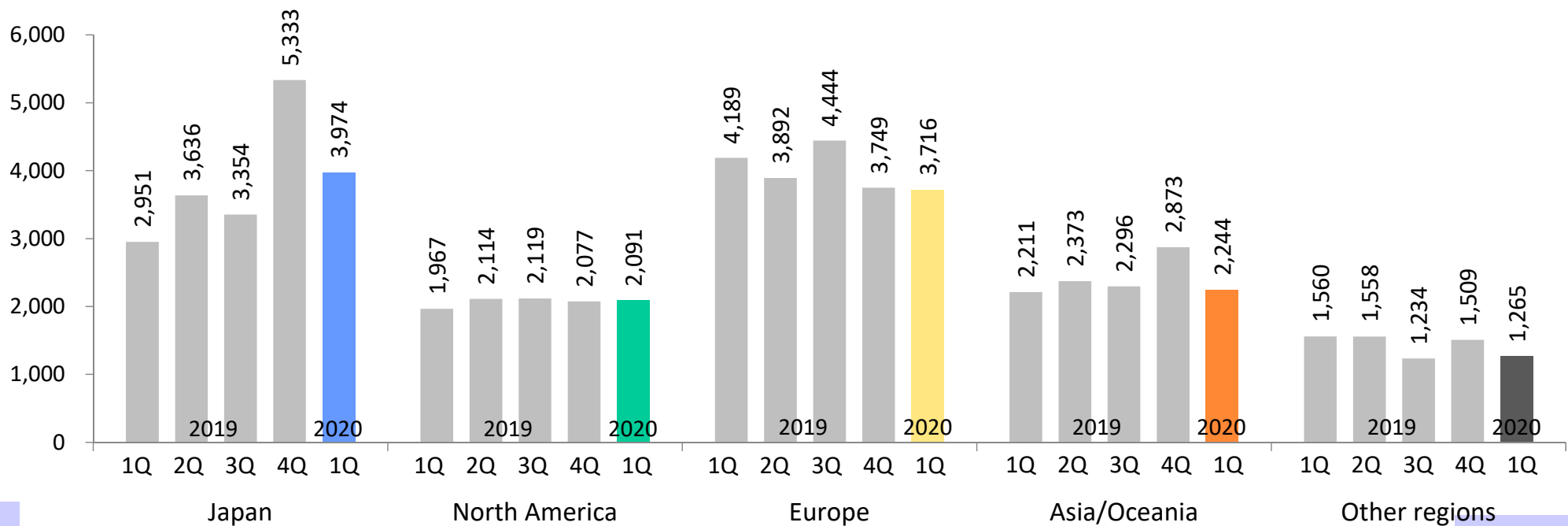
Millions of yen	Mar-19		Mar-20			
	1Q Actual	First Half Actual	1Q Actual	Increase and decrease ratio	First Half Forecast	Increase and decrease ratio
SG market	5,940	11,896	5,232	△11.9%	11,294	△5.1%
IP market	3,889	8,400	3,591	△7.7%	8,119	△3.4%
TA market	1,373	2,732	1,455	6.0%	3,375	23.5%
FA business	-	-	914	-	2,595	-
Other	1,675	3,425	2,099	25.3%	3,563	4.0%
Total	12,879	26,455	13,292	3.2%	28,950	9.4%

※ FA business is a general term of the business which is based on the ALPHA DESIGN GROUP, specifically development, manufacturing and sales of Factory Automation (FA) device, moisture-proof agent, semiconductor mounting device and metal processing industry.



Sales by Area (1Q Actual & First Half Forecast)

Millions of yen	Mar-19		Mar-20			
	1Q Actual	First Half Actual	1Q Actual	Increase and decrease ratio	First Half Forecast	Increase and decrease ratio
Japan	2,951	6,587	3,974	34.7%	9,401	42.7%
North America (Local currency/\$)	1,967 (18.0M\$)	4,081 (37.0M\$)	2,091 (19.0M\$)	6.3% -	3,968 (37.0M\$)	△2.8% -
Europe (Local currency/€)	4,189 (32.2M€)	8,082 (62.2M€)	3,716 (30.0M€)	△11.3% -	7,643 (62.6M€)	△5.4% -
Asia/Oceania	2,211	4,585	2,244	1.5%	4,813	5.0%
Other regions	1,560	3,119	1,265	△18.9%	3,122	0.1%
Total	12,879	26,455	13,292	3.2%	28,950	9.4%



Financial Results for Fiscal Year Ending March 31, 2020

- Forecast-

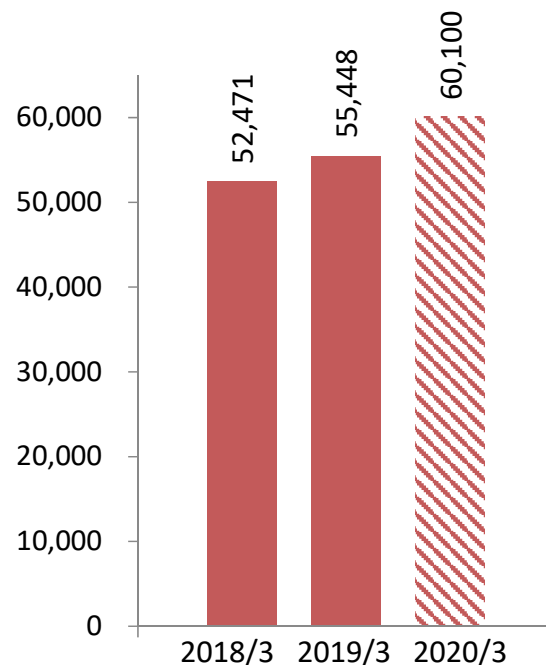


Consolidated Financial Highlights

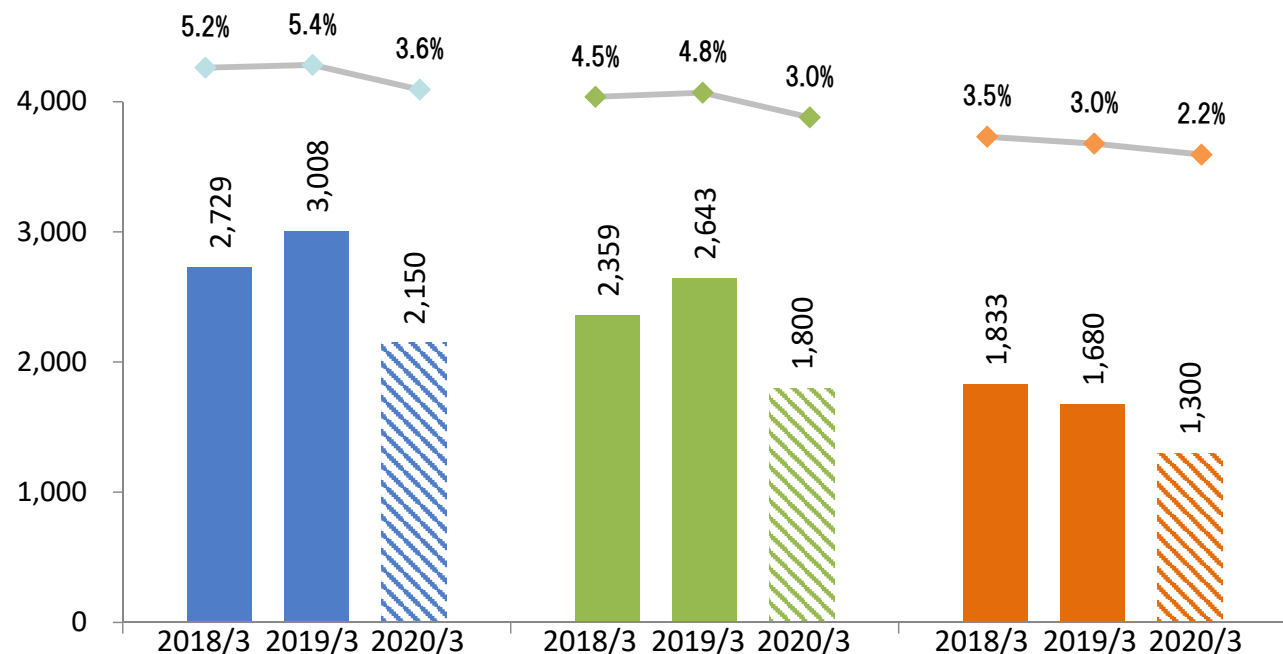
(The FY Ending March 2020 Forecast)



Millions of yen	Mar-19		Mar-20				
	Fiscal year Actual	Sales ratio	First half Forecast	Second half Forecast	Fiscal year Forecast	Increase and decrease ratio	Sales ratio
Net Sales	55,448	100.0%	28,950	31,150	60,100	8.4%	100.0%
Operating profit	3,008	5.4%	800	1,350	2,150	△28.5%	3.6%
Ordinary profit	2,643	4.8%	650	1,150	1,800	△31.9%	3.0%
Net profit	1,680	3.0%	450	850	1,300	△22.6%	2.2%
exchangerate	USD	JPY110.91	-	-	JPY107.00	△3.5%	-
	EURO	JPY128.40	-	-	JPY122.00	△5.0%	-



Net sales



Operating profit

Ordinary profit

Net profit

Factors Affecting Operating Profit

(The FY Ending March 2019 Actual vs the FY Ending March 2020 Forecast) **MIMAKI**

(Million of yen)

【Influence amount by currency】

USD / JPY 110.91 → JPY 107.00	△243
EUR / JPY 128.40 → JPY 122.00	△592
CNY / JPY 16.54 → JPY 16.70	△29
AUD / JPY 80.92 → JPY 78.00	△36
BRL / JPY 29.34 → JP 29.00	△19
Othes (IDR, THB, etc.)	△35
Total	△954

【Foreign exchange impact on sales, cost and operating profit】

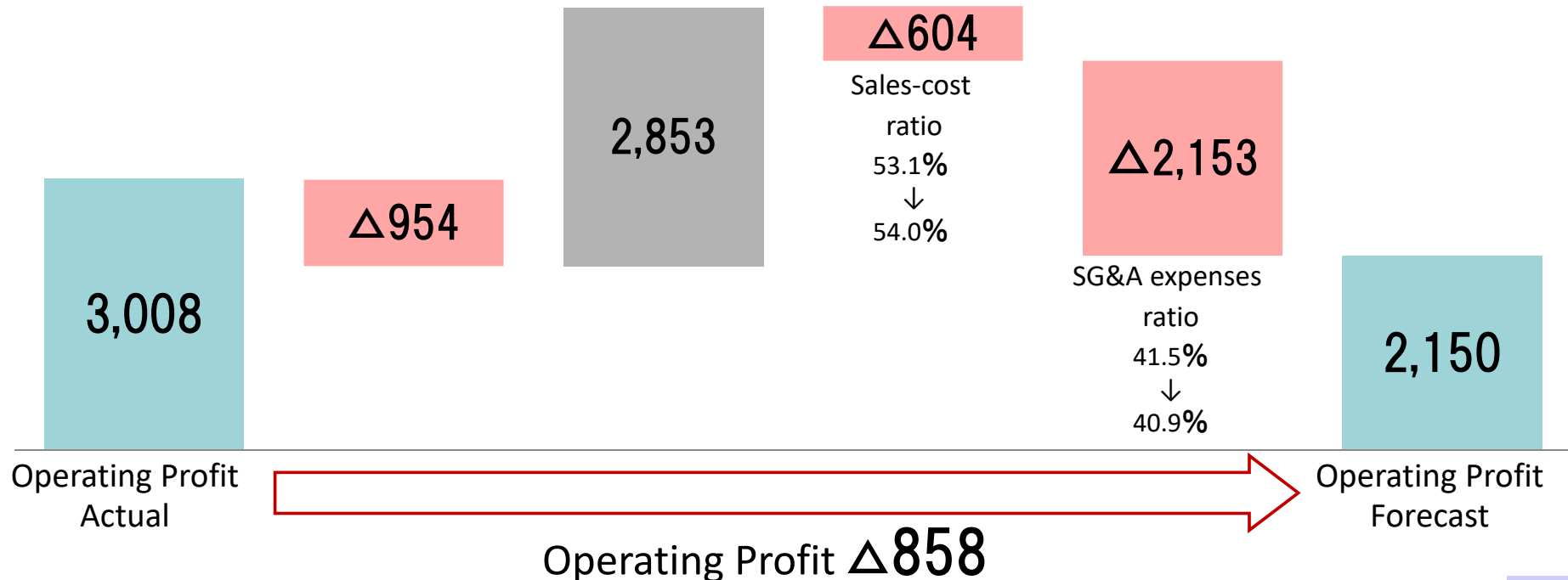
Sales △1,426 – Cost of sales △170 – SG&A △302 = Operating profit △954

① Foreign exchange impact amount

② Revenue increase
(Excluding foreign exchange impact)

③ Decrease in sales-cost ratio
(Excluding foreign exchange impact)

④ Increase in SG&A
(Excluding foreign exchange impact)

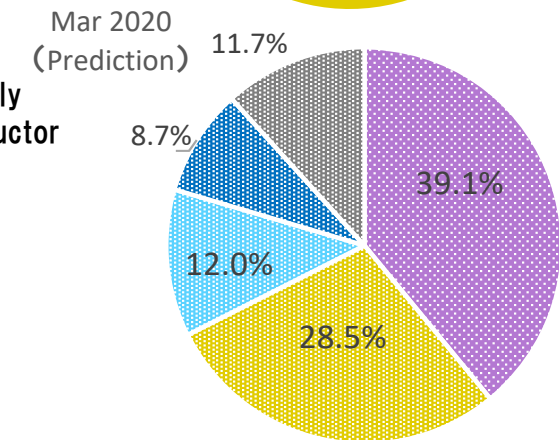
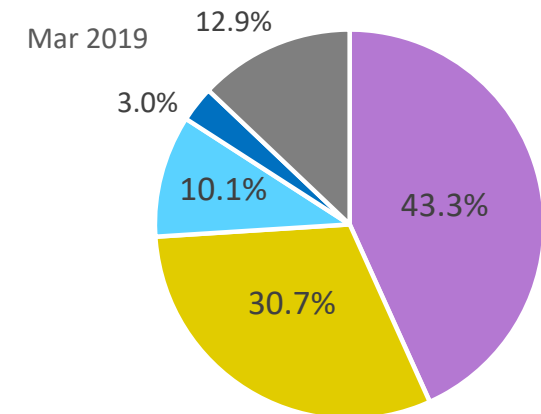


Sales by Market Segment (The FY Ending March 2020 Forecast)

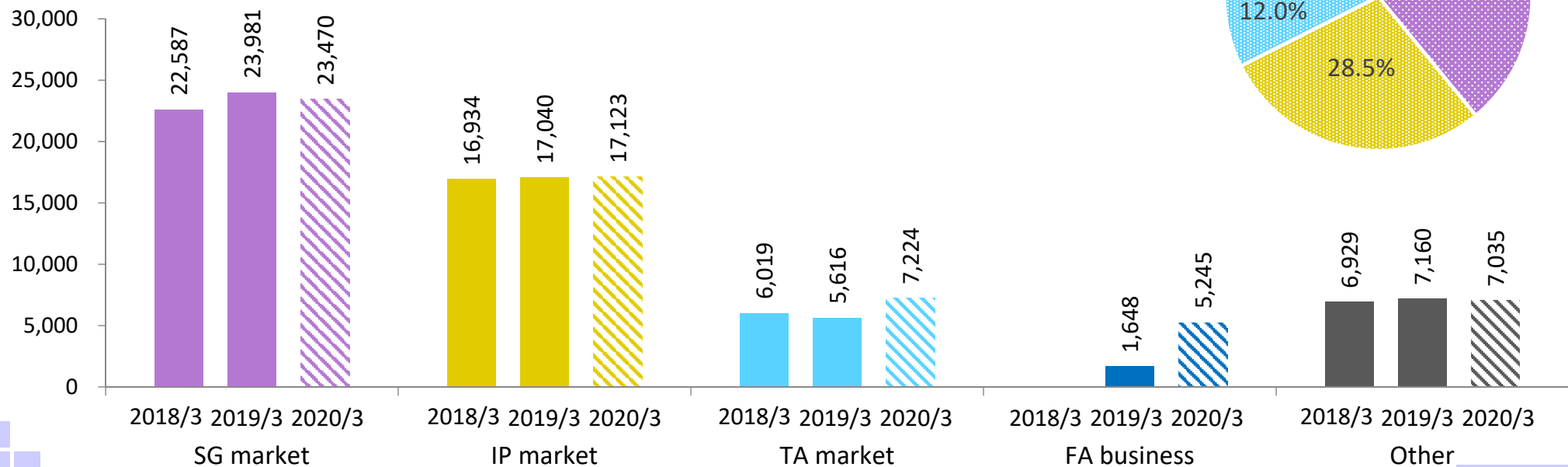


Millions of yen	Mar-19	Mar-20			
	Fiscal year Actual	First half Forecast	Second half Forecast	Fiscal year Forecast	Increase and decrease ratio
SG market	23,981	11,294	12,175	23,470	△2.1%
IP market	17,040	8,119	9,004	17,123	0.5%
TA market	5,616	3,375	3,848	7,224	28.6%
FA business	1,648	2,595	2,650	5,245	218.2%
Other	7,160	3,563	3,471	7,035	△1.7%
Total	55,448	28,950	31,150	60,100	8.4%

Composition ratio



※ FA business is a general term of the business which is based on the ALPHA DESIGN GROUP, specifically development, manufacturing and sales of Factory Automation (FA) device, moisture-proof agent, semiconductor mounting device and metal processing industry.

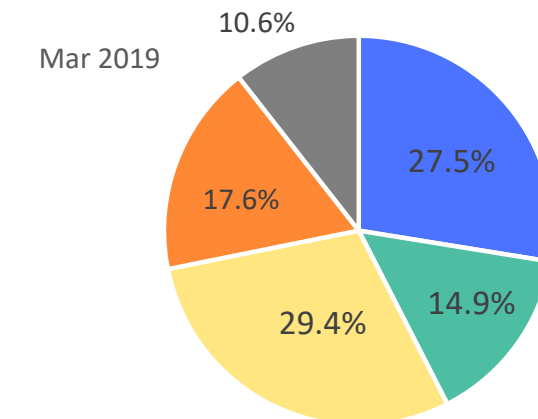


Sales by Area (The FY Ending March 2020 Forecast)

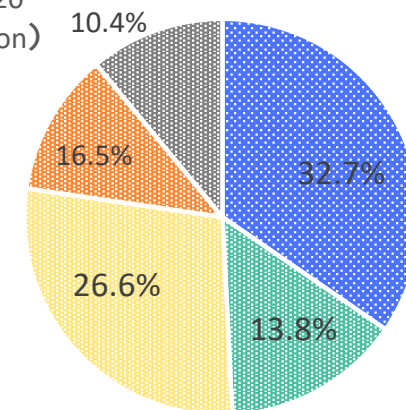


Millions of yen	Mar-19	Mar-20			
	Fiscal year Actual	First half Forecast	Second half Forecast	Fiscal year Forecast	increase and decrease ratio
Japan	15,274	9,401	10,252	19,654	28.7%
North America (Local currency/\$)	8,278 (74.6M\$)	3,968 (37.0M\$)	4,325 (40.4M\$)	8,294 (77.5M\$)	0.2%
Europe (Local currency/€)	16,276 (126.7M€)	7,643 (62.6M€)	8,318 (68.1M€)	15,961 (130.8M€)	△1.9%
Asia/Oceania	9,754	4,813	5,131	9,944	1.9%
Other regions	5,863	3,122	3,122	6,245	6.5%
Total	55,448	28,950	31,150	60,100	8.4%

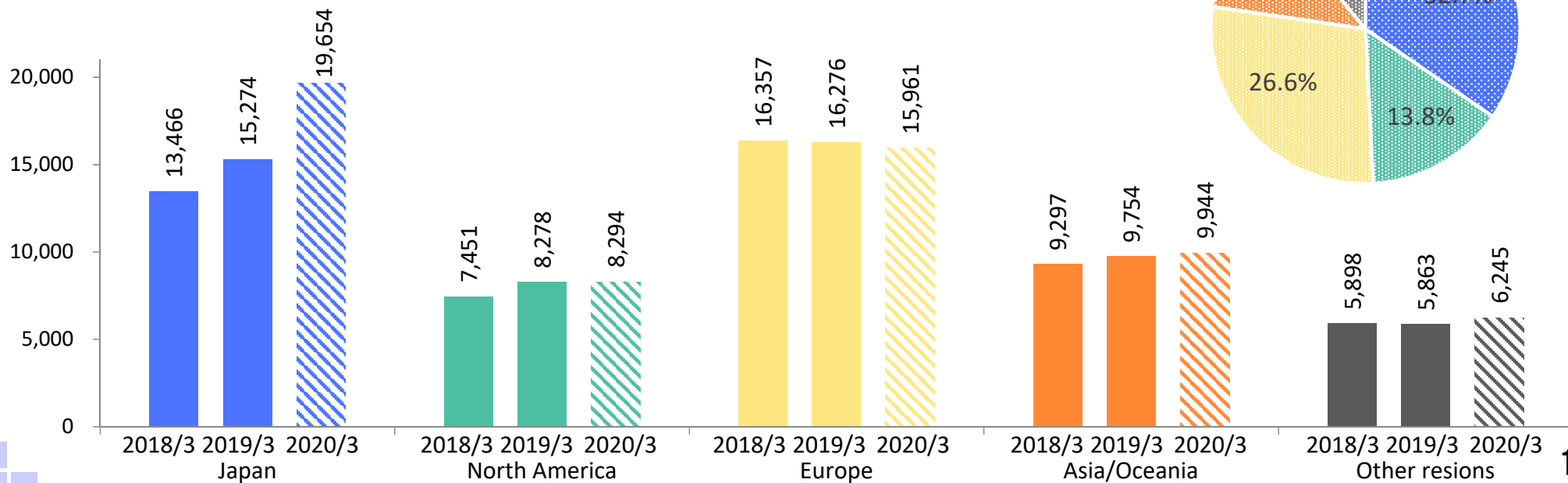
Composition ratio



Mar 2020 (Prediction)



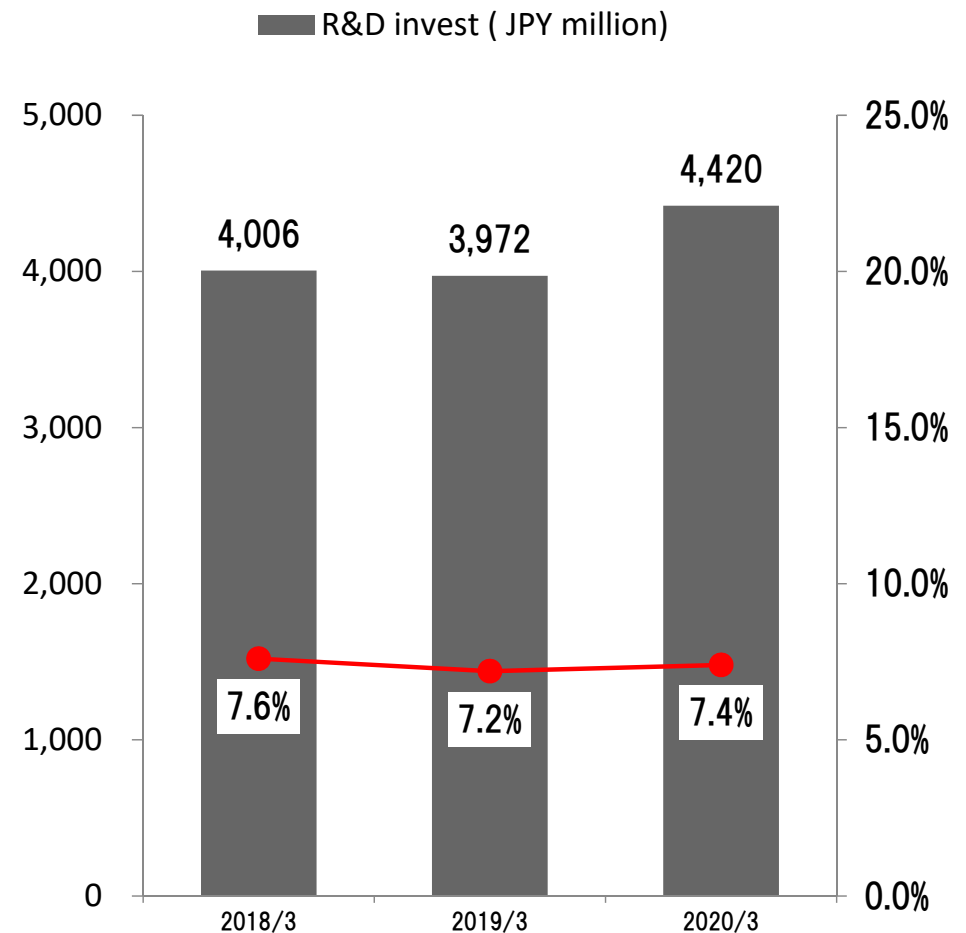
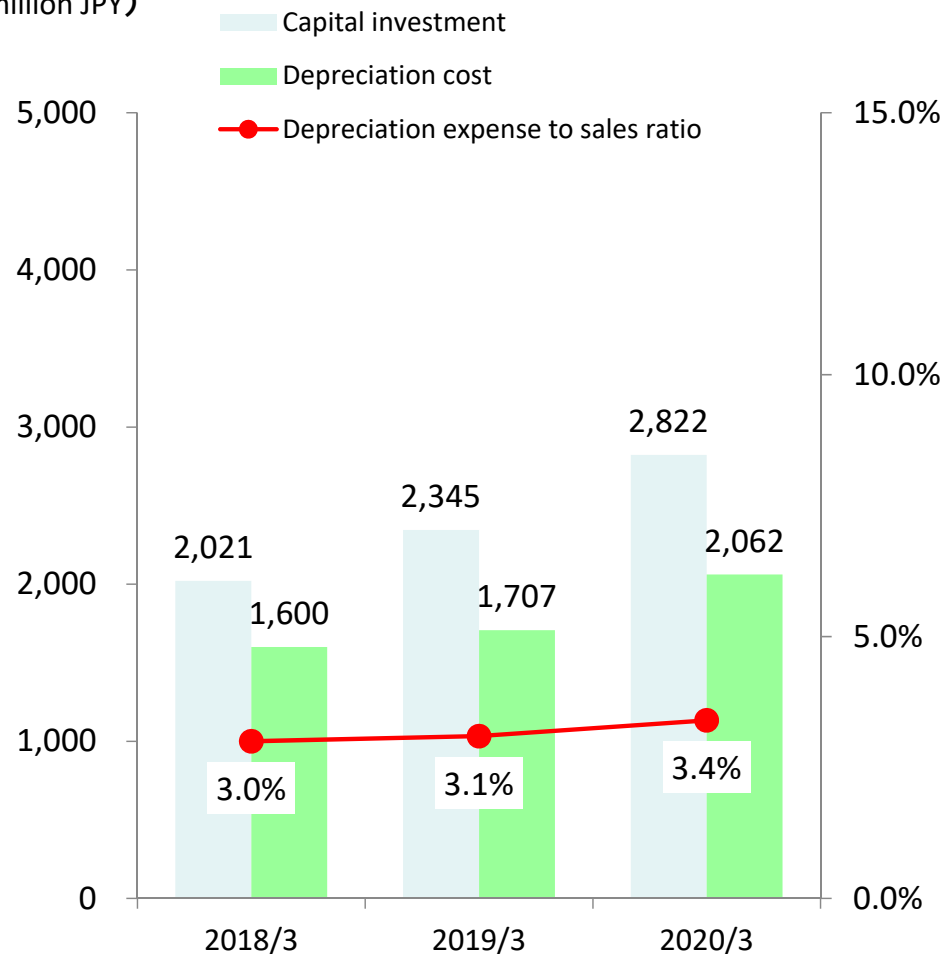
※A 28.7% increase in Japan results since FA business is added in fourth quarter. (A 5.1% increase if excluded.)



Capital Expenditure, Depreciation, R&D Investment



(million JPY)



※ Main capital investment(March 2020)

- Machinery and equipment (mainly for ink) JPY669M
- Software, Core system JPY465M
- Demonstration device JPY445M

※ The above amount shows the total cost of research and development activities, and includes expenses related to improvement and application etc. of existing products. "Research and development expenses" for SG & A expenses in each fiscal year are 2,330 million yen in FY2018, 2,379 million yen in FY2019, and 2,077 million yen in FY2020.



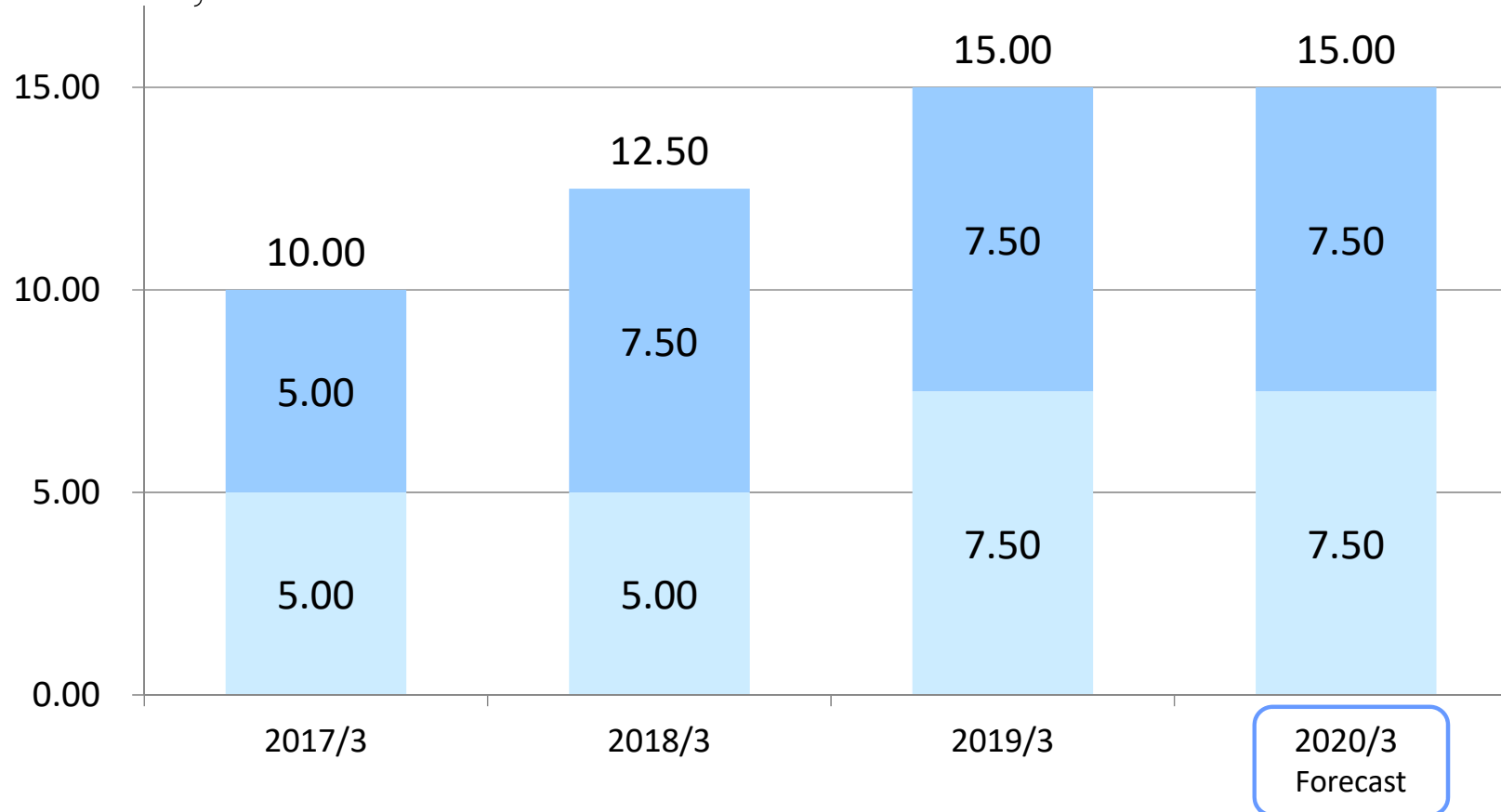
Dividends (March 2020 Forecast)



Dividend Policy

MIMAKI ENGINEERING treats shareholder returns as a key management tenet. As such, it is the Company's basic policy to stably and continuously pay out dividends commensurate with growth in business performance.

(Currency unit: JPY)





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