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# Financial Result for the Third Quarter Ended December 31, 2019

February, 2020

## MIMAKI ENGINEERING CO., LTD

**NEW**

**JV300Plus Series**



**NEW**

**CJV300Plus Series**



**NEW**

**TX300P-1800 MkII**



Mimaki 3D Printer

**3DUJ-553**



**UCJV300-130**



**JFX200-2513 EX**



**TS55-1800**



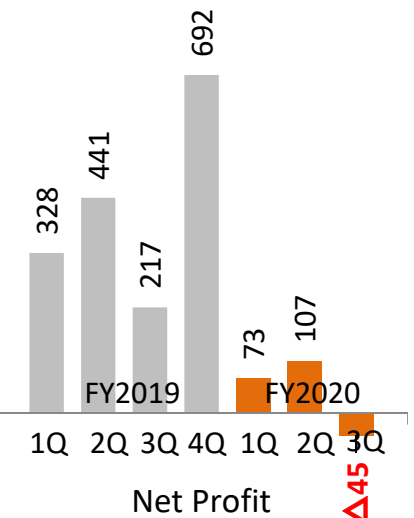
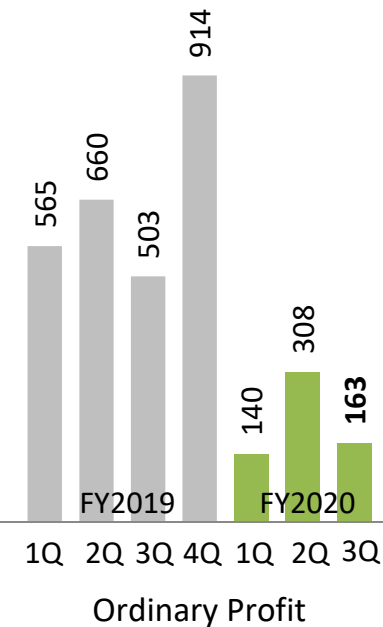
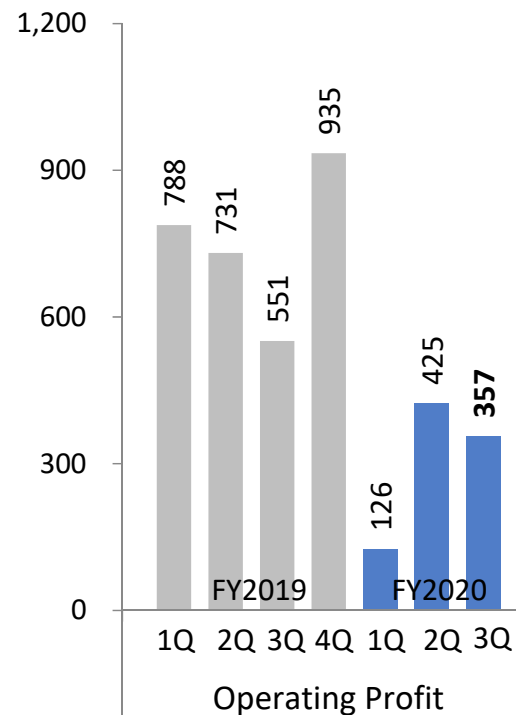
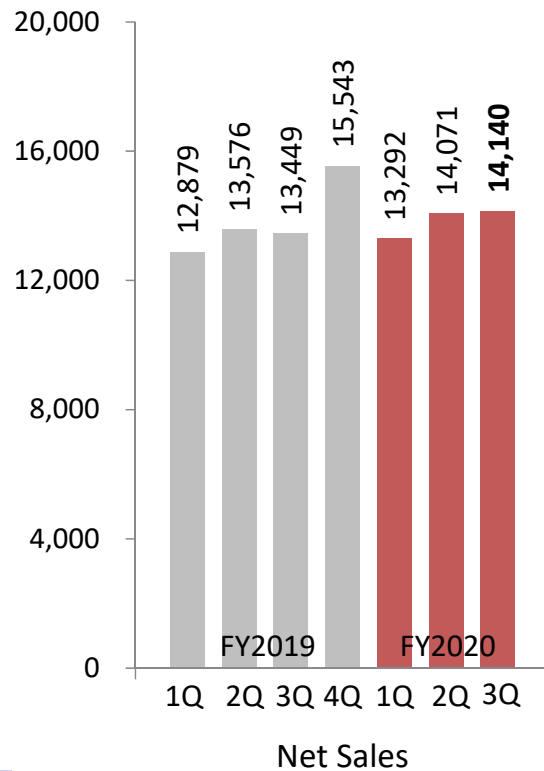
# Financial Results for Fiscal Year ending March 31, 2020

## - Third Quarter Result -

# Consolidated Financial Highlights (Third Quarter of FY2020)



Millions of yen	Fiscal Year 2019			Fiscal Year 2020						
	1-2Q Actual	3Q Actual	1-3Q Actual	1-2Q Actual	Change	3Q Actual	Change	1-3Q Actual	Change	
Net Sales	26,455	13,449	39,905	27,363	3.4%	14,140	5.1%	41,503	4.0%	
Operating Profit	1,520	551	2,072	551	△63.7%	357	△35.1%	909	△56.1%	
Ordinary Profit	1,225	503	1,728	449	△63.4%	163	△67.4%	612	△64.6%	
Net Profit	769	217	987	181	△76.4%	△ 45	-	136	△86.2%	
exchange rate	USD	JPY 110.27	JPY 112.90	JPY 111.15	JPY 108.63	△1.5%	JPY 108.76	△3.7%	JPY 108.67	△2.2%
	EUR	JPY 129.84	JPY 128.78	JPY 129.49	JPY 121.41	△6.5%	JPY 120.32	△6.6%	JPY 121.05	△6.5%



# Factors Effecting Operating Profit

(Third Quarter of FY2019 vs Third Quarter of FY2020)



(Millions of yen)

## [Impact by Currency]

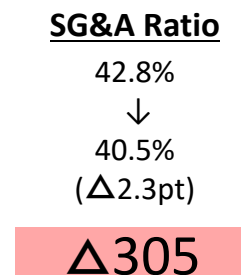
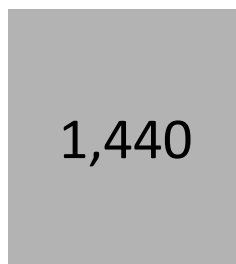
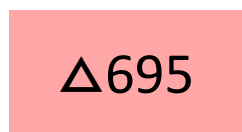
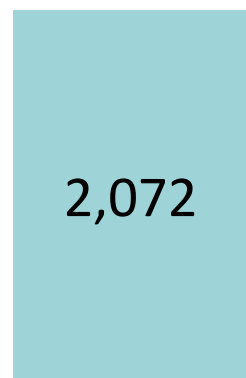
USD / JPY 111.15 → JPY 108.67	△99
EUR / JPY 129.49 → JPY 121.05	△511
CNY / JPY 16.61 → JPY 15.60	+132
BRL / JPY 29.38 → JPY 27.17	△85
TRY / JPY 21.88 → JPY 18.81	△79
Others (IDR, INR, AUD)	△53
<b>Total</b>	<b>△695</b>

1. FX Impact

2. Revenue Increase  
(Excluding FX Impact)

3. Improve Cost of  
Sales Ratio  
(Excluding FX Impact)

4. Increase SG&A  
(Excluding FX Impact)



SG&A Ratio

42.8%



40.5%

(Δ2.3pt)

Cost of Sales Ratio

52.0%



55.8%

(+3.8pt)

FY2019 3Q  
Operating Profit  
Actual

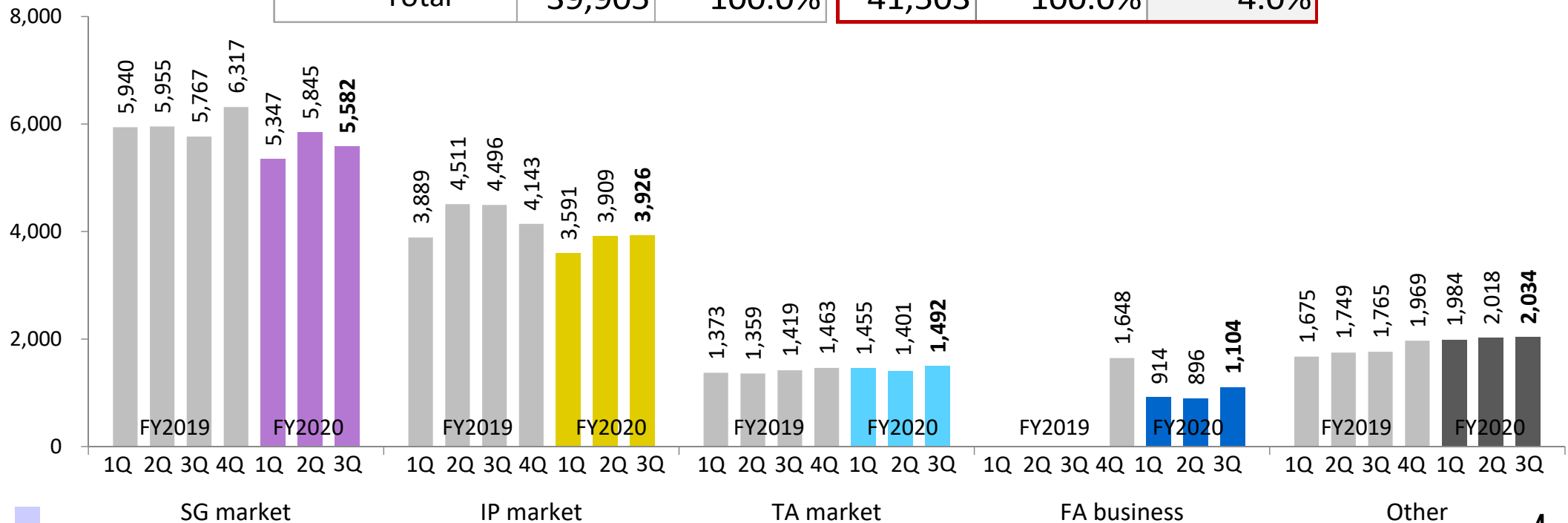


**Operating Profit Δ1,162**

FY2020 3Q  
Operating Profit  
Actual

# Sales by Market Segment (Third Quarter of the FY2020)

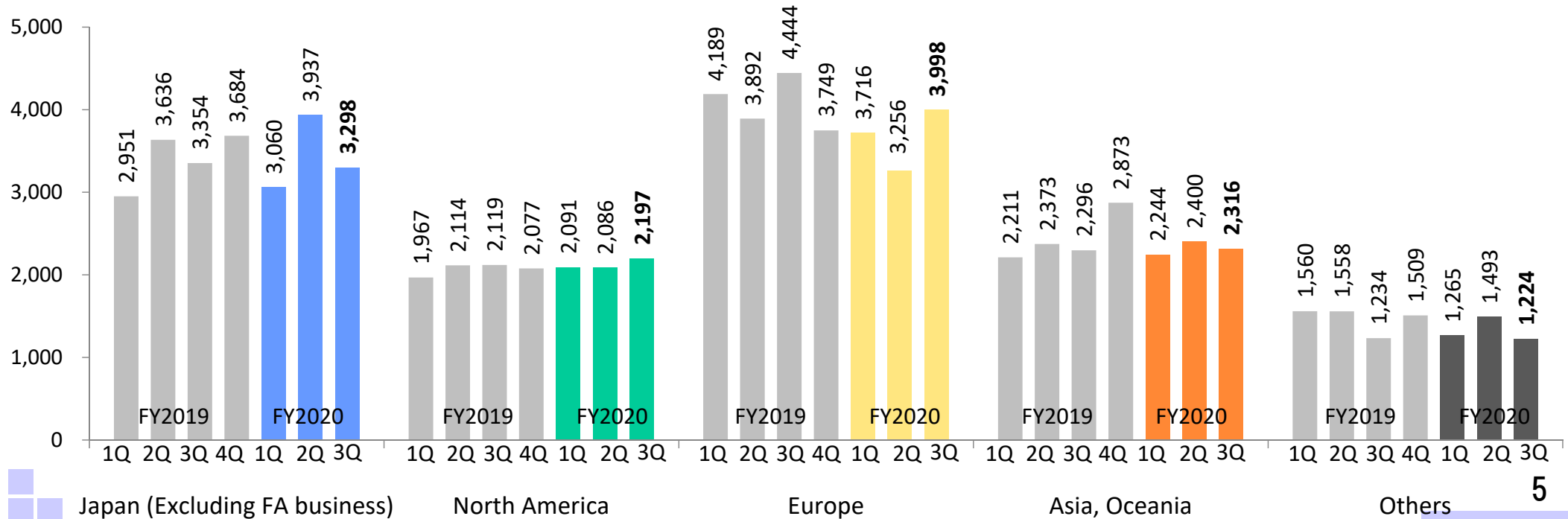
Millions of yen	Fiscal Year 2019		Fiscal Year 2020		
	1-3Q Actual	Composition ratio	1-3Q Actual	Composition ratio	Change
SG market	17,664	44.3%	16,776	40.4%	△5.0%
IP market	12,897	32.3%	11,426	27.5%	△11.4%
TA market	4,152	10.4%	4,348	10.5%	4.7%
FA business	-	-	2,915	7.0%	-
Other	5,190	13.0%	6,036	14.6%	16.3%
<b>Total</b>	<b>39,905</b>	<b>100.0%</b>	<b>41,503</b>	<b>100.0%</b>	<b>4.0%</b>



# Sales by Area (Third Quarter of the FY2020)



Millions of yen	Fiscal Year 2019		Fiscal Year 2020		
	1-3Q Actual	Composition ratio	1-3Q Actual	Composition ratio	Change
<b>Japan</b> (Excluding FA business)	<b>9,941</b>	<b>24.9%</b>	<b>13,212</b>	<b>31.8%</b>	<b>32.9%</b>
	9,941	24.9%	10,296	24.8%	3.6%
<b>North America</b> (Local currency/\$)	<b>6,201</b>	<b>15.5%</b>	<b>6,375</b>	<b>15.4%</b>	<b>2.8%</b>
	(55.7M)	-	(58.6M)	-	
<b>Europe</b> (Local currency/€)	<b>12,526</b>	<b>31.4%</b>	<b>10,971</b>	<b>26.4%</b>	<b>△12.4%</b>
	(96.7M)	-	(90.6M)	-	
<b>Asia, Oceania</b>	<b>6,881</b>	<b>17.3%</b>	<b>6,960</b>	<b>16.8%</b>	<b>1.1%</b>
<b>Others</b>	<b>4,354</b>	<b>10.9%</b>	<b>3,983</b>	<b>9.6%</b>	<b>△8.5%</b>
<b>Total</b>	<b>39,905</b>	<b>100.0%</b>	<b>41,503</b>	<b>100.0%</b>	<b>4.0%</b>

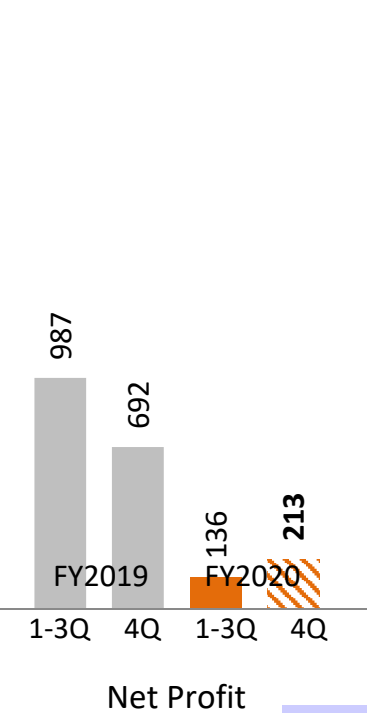
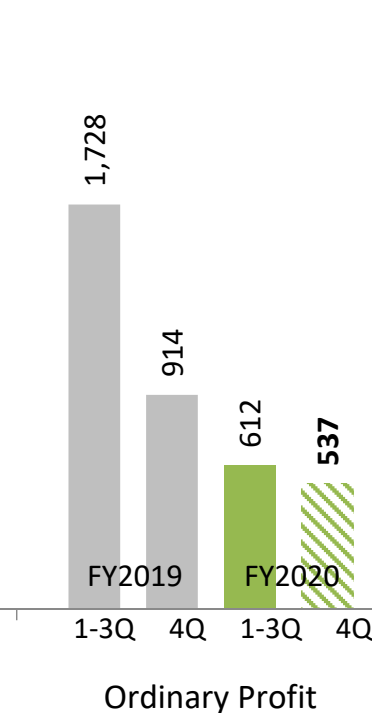
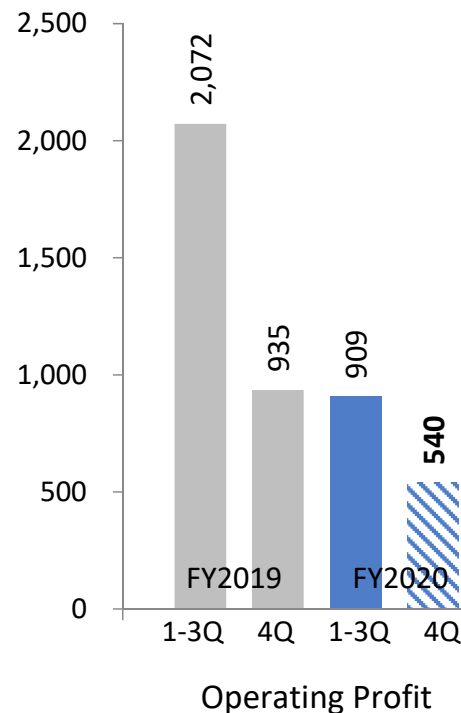
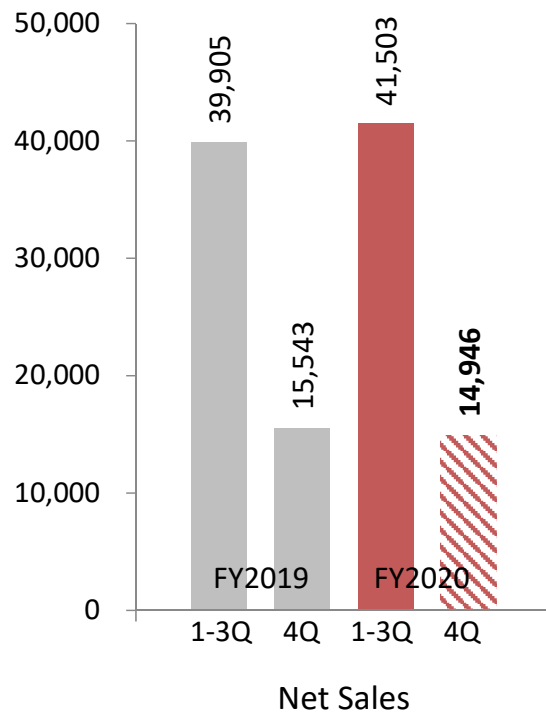


# FY2020 Forecast

# Consolidated Financial Highlights (Forecast for FY2020)



Millions of yen	Fiscal Year 2019			Fiscal Year 2020							
	1-3Q Actual	4Q Actual	Fiscal year Actual	1-3Q Actual	Change	4Q Forecast	Change	Fiscal year Forecast	Change	Sales ratio	
Net Sales	39,905	15,543	55,448	41,503	4.0%	14,946	△3.8%	56,450	1.8%	-	
Operating Profit	2,072	935	3,008	909	△56.1%	540	△42.2%	1,450	△51.8%	2.6%	
Ordinary Profit	1,728	914	2,643	612	△64.6%	537	△41.2%	1,150	△56.5%	2.0%	
Net Profit	987	692	1,680	136	△86.2%	213	△69.2%	350	△79.2%	0.6%	
exchange rate	USD	JPY 111.15	JPY 110.21	JPY 110.91	JPY 108.67	△2.7%	JPY 107.00	△2.9%	JPY 108.26	△2.4%	-
	EUR	JPY 129.49	JPY 125.16	JPY 128.40	JPY 121.05	△5.8%	JPY 117.00	△6.5%	JPY 120.04	△6.5%	-



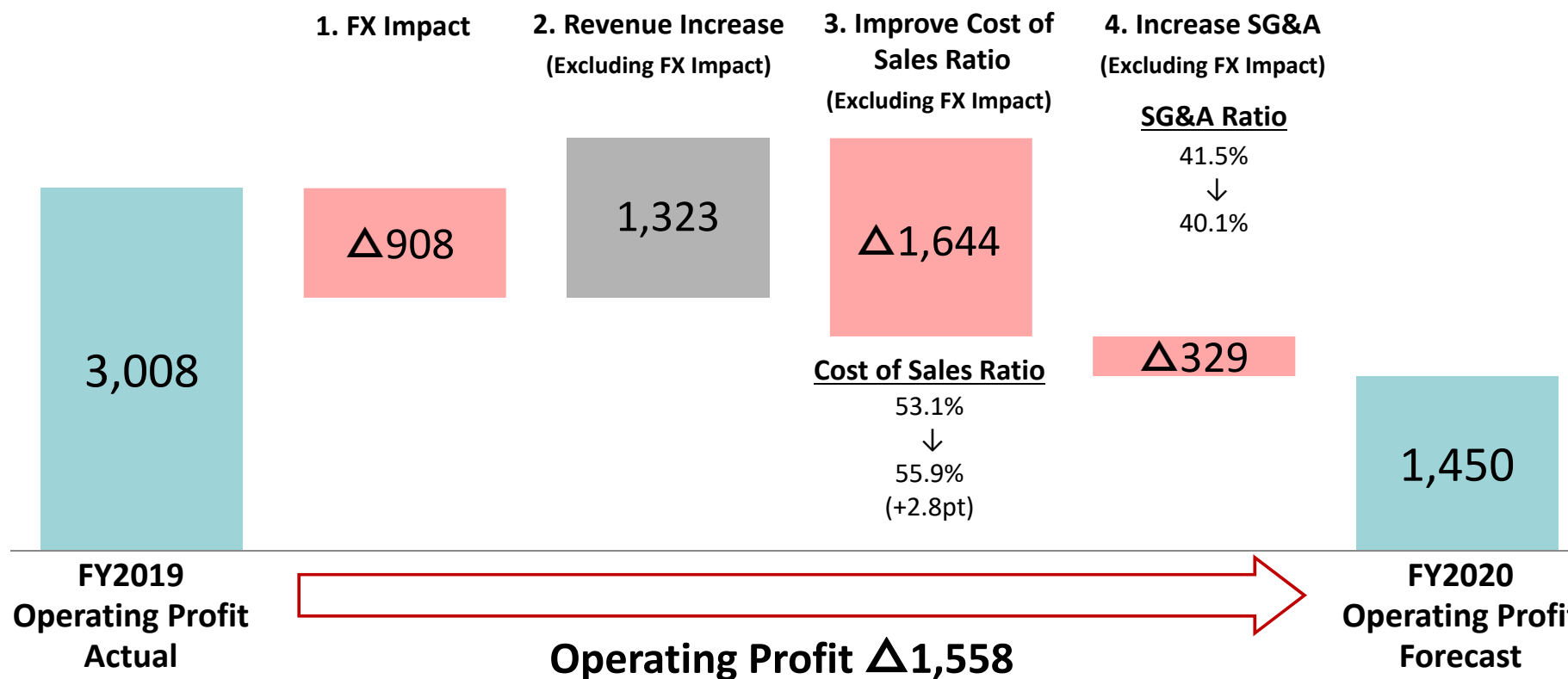


# Factors Effecting Operating Profit (FY2019 vs FY2020)

(Millions of yen)

[Impact by Currency]

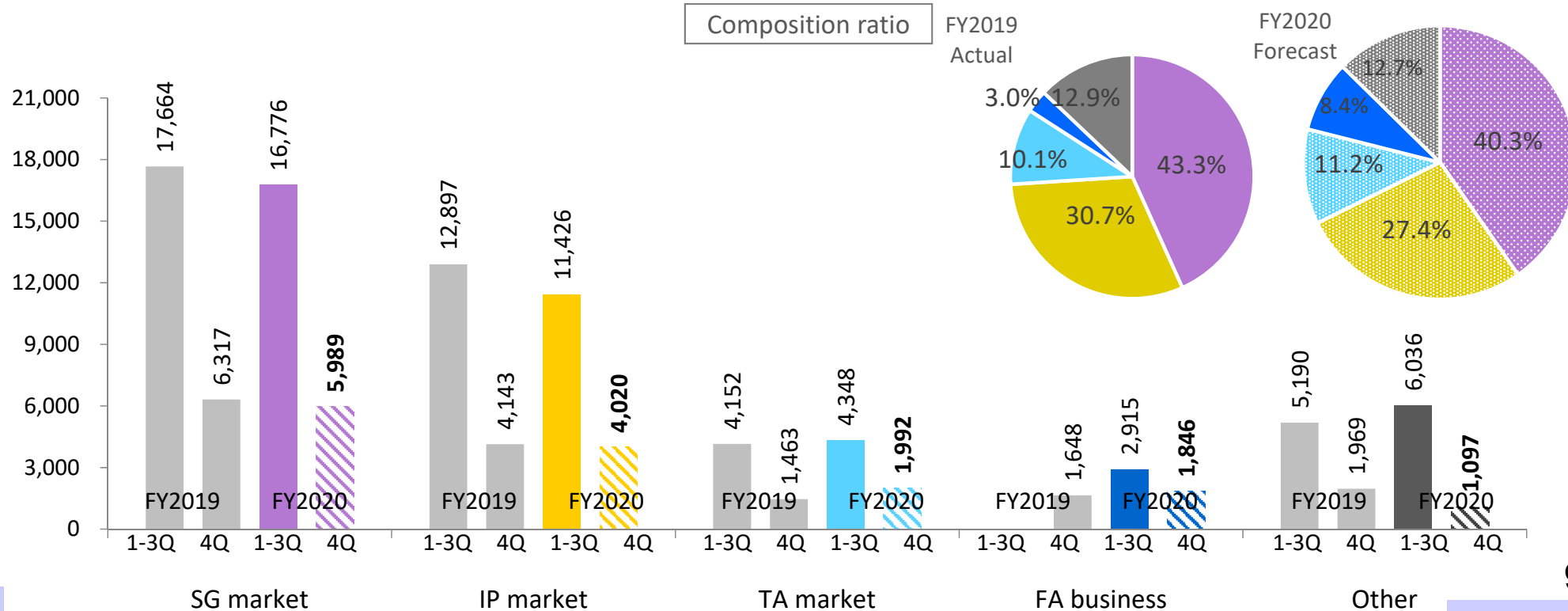
USD / JPY 110.91 → JPY 108.26	△149
EUR / JPY 128.40 → JPY 120.04	△690
CNY / JPY 16.54 → JPY 15.55	+152
BRL / JPY 29.34 → JPY 27.63	△89
TRY / JPY 21.55 → JPY 19.43	△68
Others (IDR, INR, AUD, etc.)	△64
<b>Total</b>	<b>△908</b>



# Sales by Market Segment (Forecast for FY2020)



Millions of yen	Fiscal Year 2019			Fiscal Year 2020					
	1-3Q Actual	4Q Actual	Fiscal year Actual	1-3Q Actual	Change	4Q Forecast	Change	Fiscal year Forecast	Change
SG market	17,664	6,317	23,981	16,776	△5.0%	5,989	△5.2%	22,765	△5.1%
IP market	12,897	4,143	17,040	11,426	△11.4%	4,020	△3.0%	15,447	△9.4%
TA market	4,152	1,463	5,616	4,348	4.7%	1,992	36.1%	6,341	12.9%
FA business	-	1,648	1,648	2,915	-	1,846	12.0%	4,761	188.9%
Other	5,190	1,969	7,160	6,036	16.3%	1,097	△44.3%	7,133	△0.4%
<b>Total</b>	<b>39,905</b>	<b>15,543</b>	<b>55,448</b>	<b>41,503</b>	<b>4.0%</b>	<b>14,946</b>	<b>△3.8%</b>	<b>56,450</b>	<b>1.8%</b>



# Sales by Area (Forecast for FY2020)

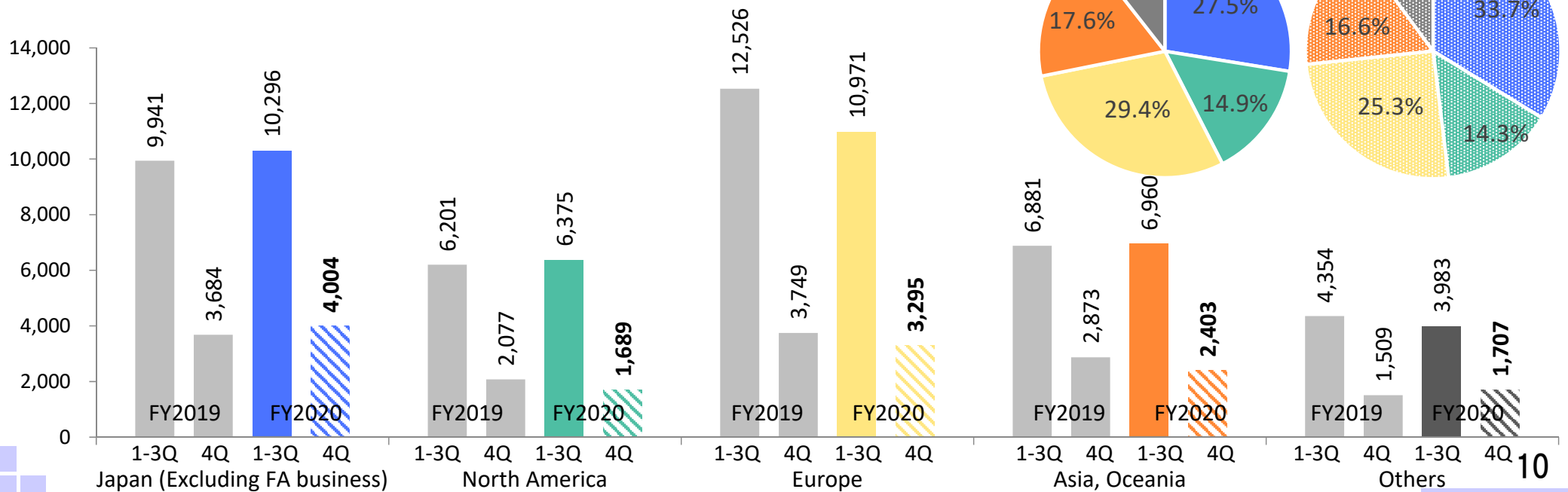


Millions of yen	Fiscal Year 2019			Fiscal Year 2020					
	1-3Q Actual	4Q Actual	Fiscal year Actual	1-3Q Actual	Change	4Q Forecast	Change	Fiscal year Forecast	Change
Japan (Excluding FA business)	9,941	5,333	15,274	13,212	32.9%	5,851	9.7%	19,063	24.8%
	9,941	3,684	13,626	10,296	3.6%	4,004	8.7%	14,301	5.0%
North America (Local currency/\$)	6,201	2,077	8,278	6,375	2.8%	1,689	△18.7%	8,064	△2.6%
	(55.7M)	(18.8M)	(74.6M)	(58.6M)		(15.8M)		(74.4M)	
Europe (Local currency/€)	12,526	3,749	16,276	10,971	△12.4%	3,295	△12.1%	14,266	△12.4%
	(96.7M)	(30.0M)	(126.7M)	(90.6M)		(28.1M)		(118.8M)	
Asia, Oceania	6,881	2,873	9,754	6,960	1.1%	2,403	△16.3%	9,363	△4.0%
Others	4,354	1,509	5,863	3,983	△8.5%	1,707	13.1%	5,690	△2.9%
<b>Total</b>	<b>39,905</b>	<b>15,543</b>	<b>55,448</b>	<b>41,503</b>	<b>4.0%</b>	<b>14,946</b>	<b>△3.8%</b>	<b>56,450</b>	<b>1.8%</b>

Composition ratio

FY2019 Actual

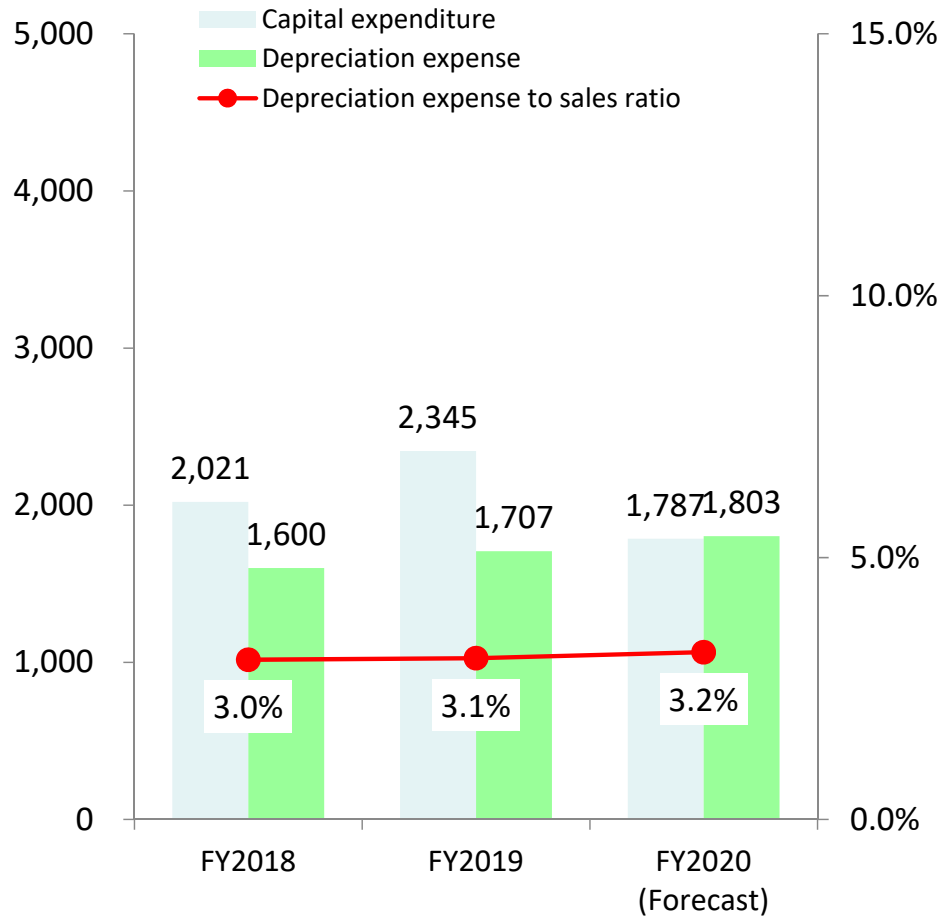
FY2020 Forecast



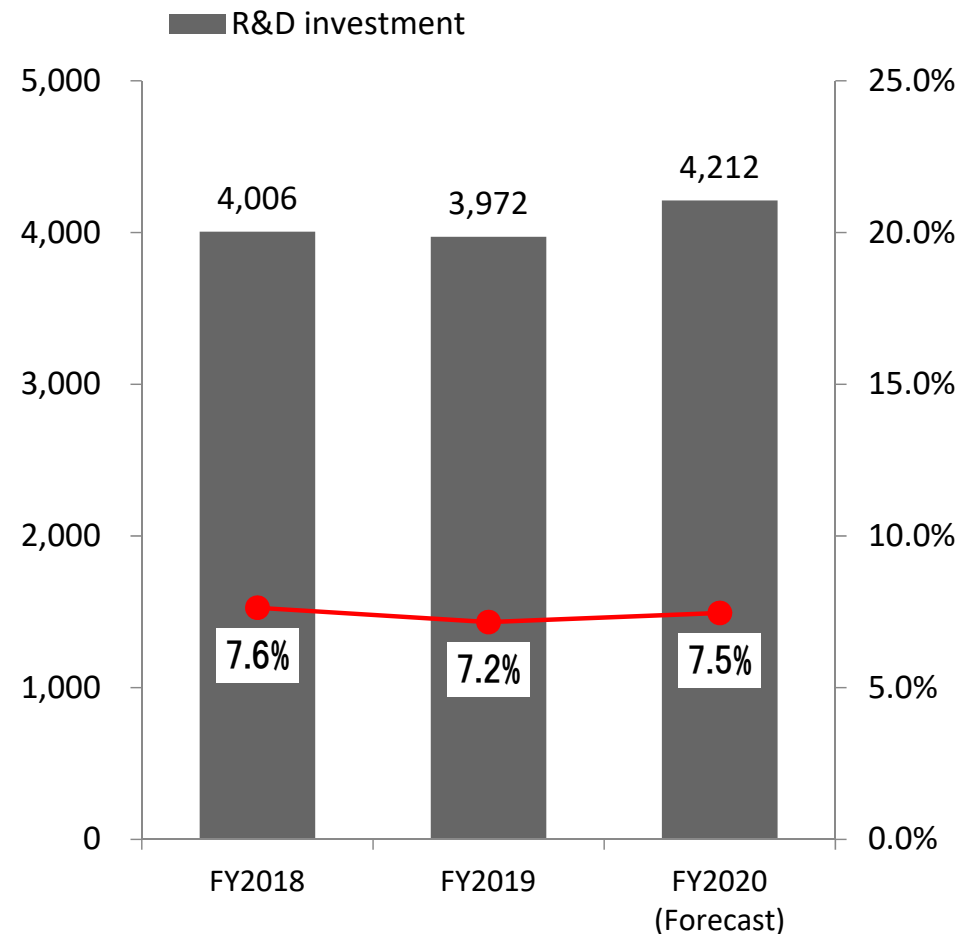
# Capital Expenditure, Depreciation, R&D Investment



(Millions of yen)



(Millions of yen)



**\*Main capital expenditure (FY2020)**

- Demonstration machine JPY387M
- Mechanical equipment JPY342M
- Software, Core system JPY282M

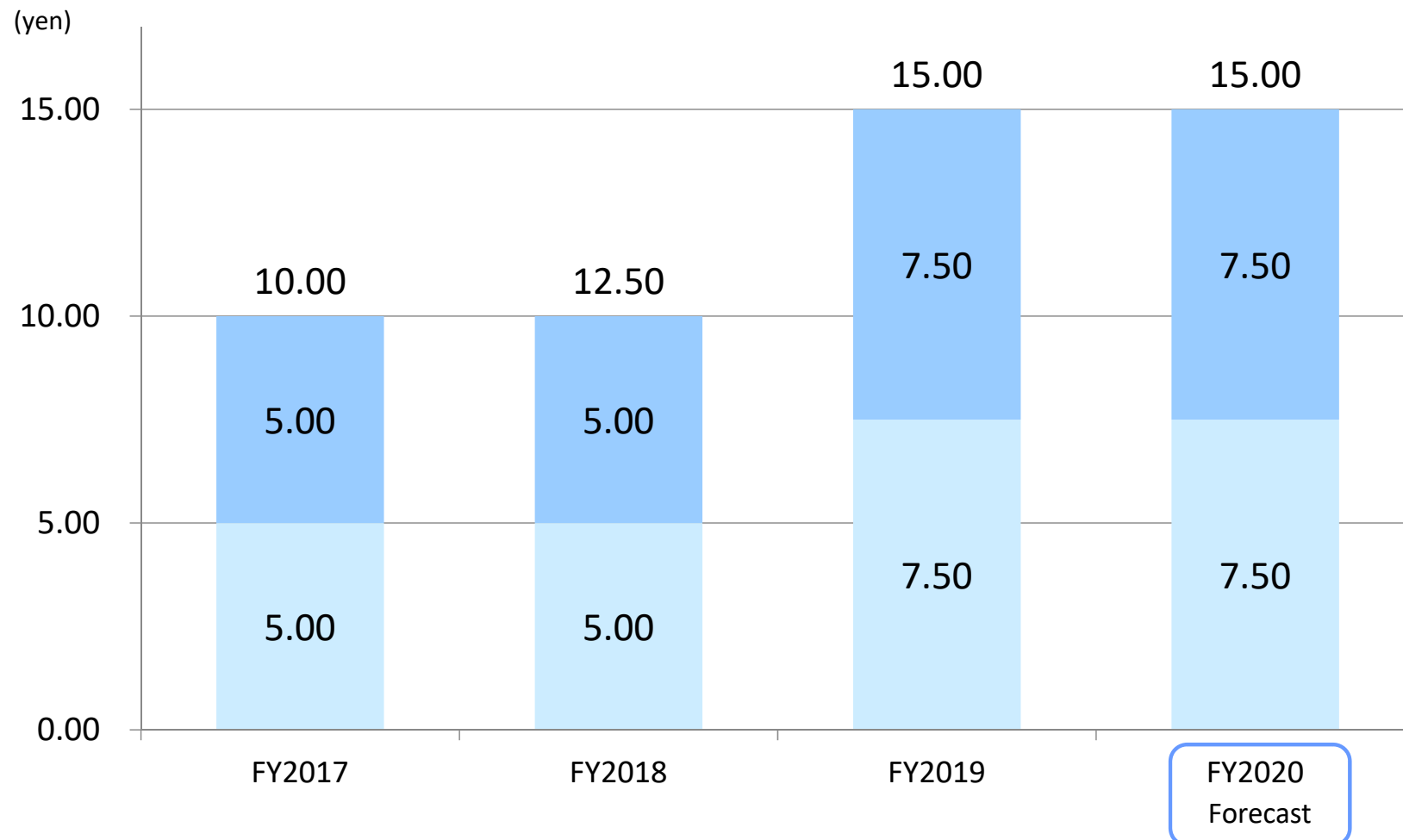
\* The above amount shows the total cost of research and development activities, and includes expenses related to improvement and application etc. of existing products. "Research and development investment" for SG & A in each fiscal year are 2,330 million yen in FY2018, 2,379 million yen in FY2019, and 2,420 million yen in FY2020.



# Dividends (Forecast for FY2020)



## Dividend Record and Current Term Forecast





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