



Financial Result for the First Quarter Ended June 30, 2018

MIMAKI ENGINEERING CO., LTD

August, 2018



(Launched in July 2018)



Tiger-1800B MkII



(Launched in July 2018)



Mimaki
3D Printer



(Launched in November 2017)



Code:6638

Listed on the first section of
the Tokyo Stock Exchange

Mimaki

Financial Results for Fiscal Year ending March 31, 2019

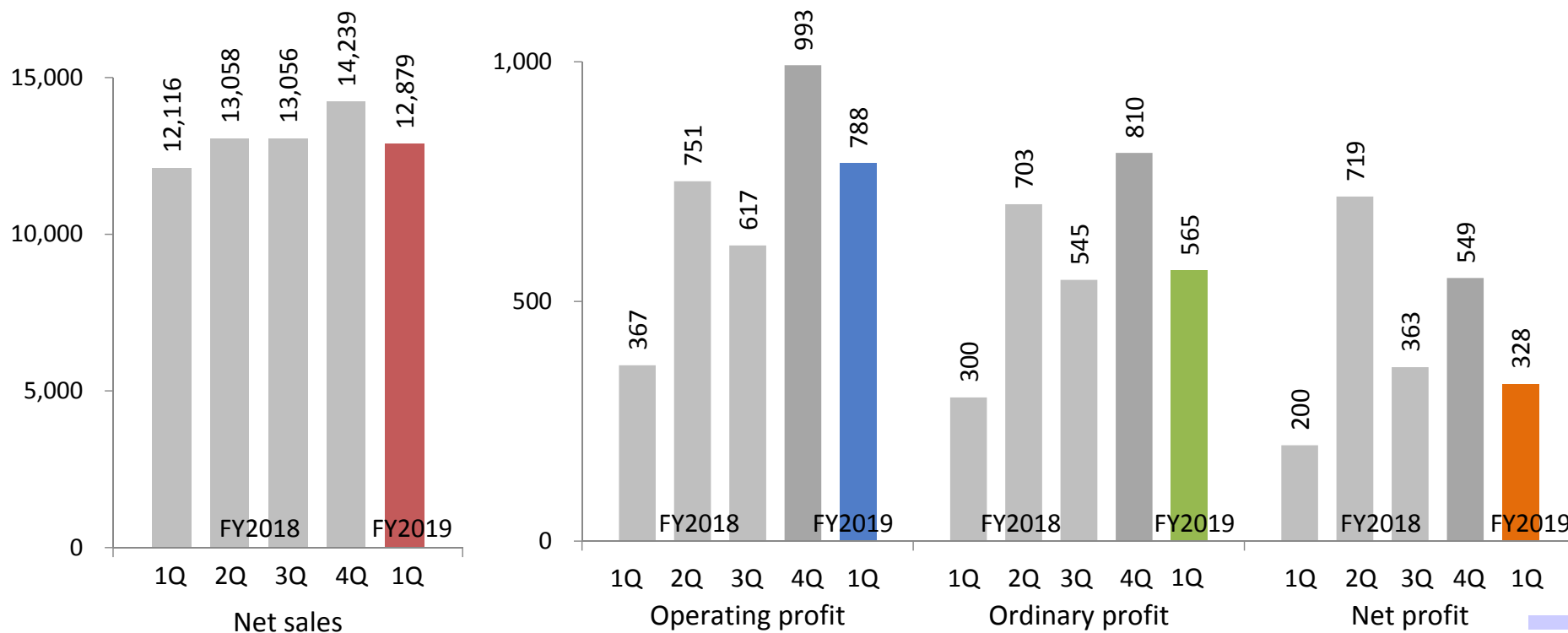
- First Quarter Result, First Half Forecast -



Consolidated Financial Highlights (1Q)



Millions of yen	Fiscal Year 2018		Fiscal Year 2019			
	Q1 Actual	First Half Actual	Q1 Actual	Change	First Half Forecast	Change
Net sales	12,116	25,174	12,879	6.3%	26,500	5.3%
Operating profit	367	1,119	788	114.5%	950	△ 15.1%
Ordinary profit	300	1,004	565	88.0%	800	△ 20.3%
Net profit	200	920	328	63.5%	650	△ 29.4%
Exchange rate	USD	JPY111.10	JPY109.07	△ 1.8%	JPY105.00	△ 5.5%
	EURO	JPY122.19	JPY130.06	6.4%	JPY128.00	1.4%



Factors affecting operating profit

(First Quarter of the FY2018 vs First Quarter of the FY2019)



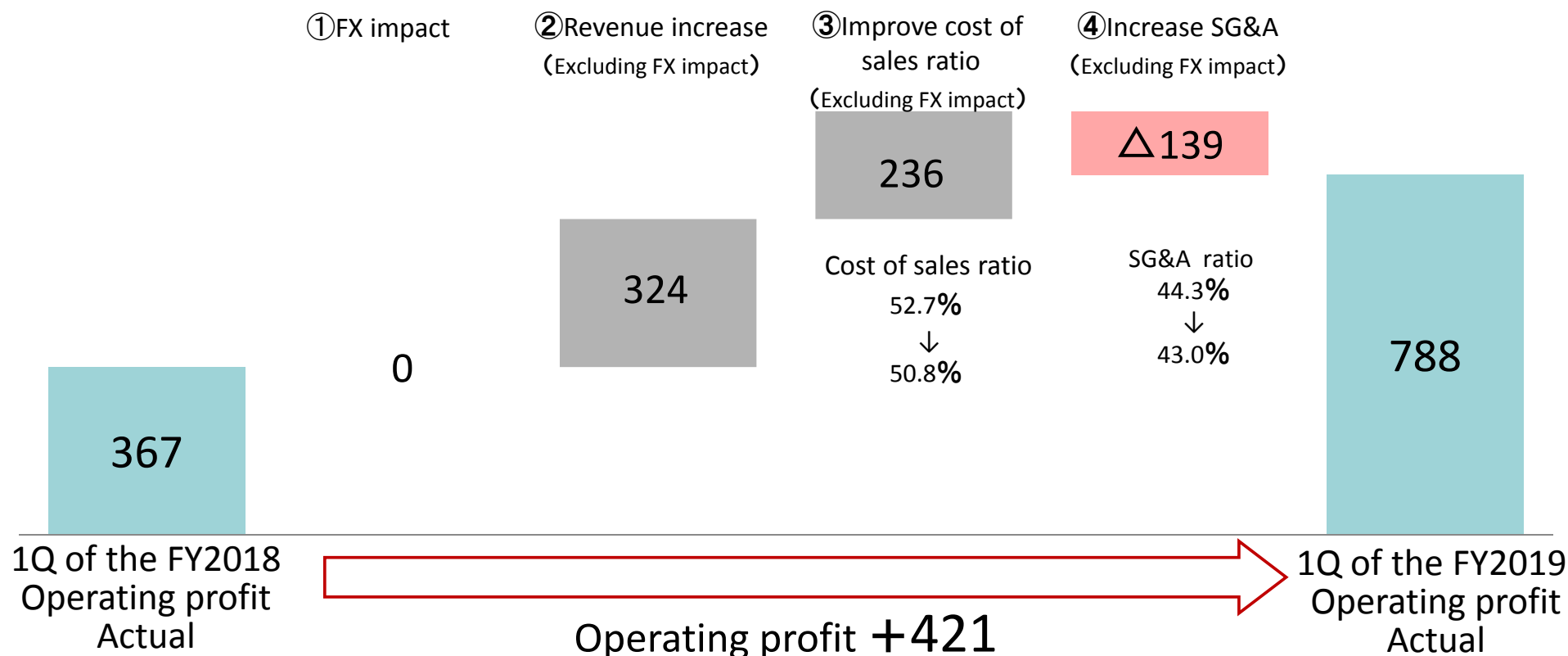
(Millions of yen)

【impact by currency】

USD / JPY111.10	→	JPY109.07	△29
EUR / JPY122.19	→	JPY130.06	+184
BRL / JPY34.60	→	JPY30.32	△54
CNY / JPY16.21	→	JPY17.13	△40
TRY / JPY31.04	→	JPY25.03	△48
Others (INR, INR, AUD)			△13
Total			△0

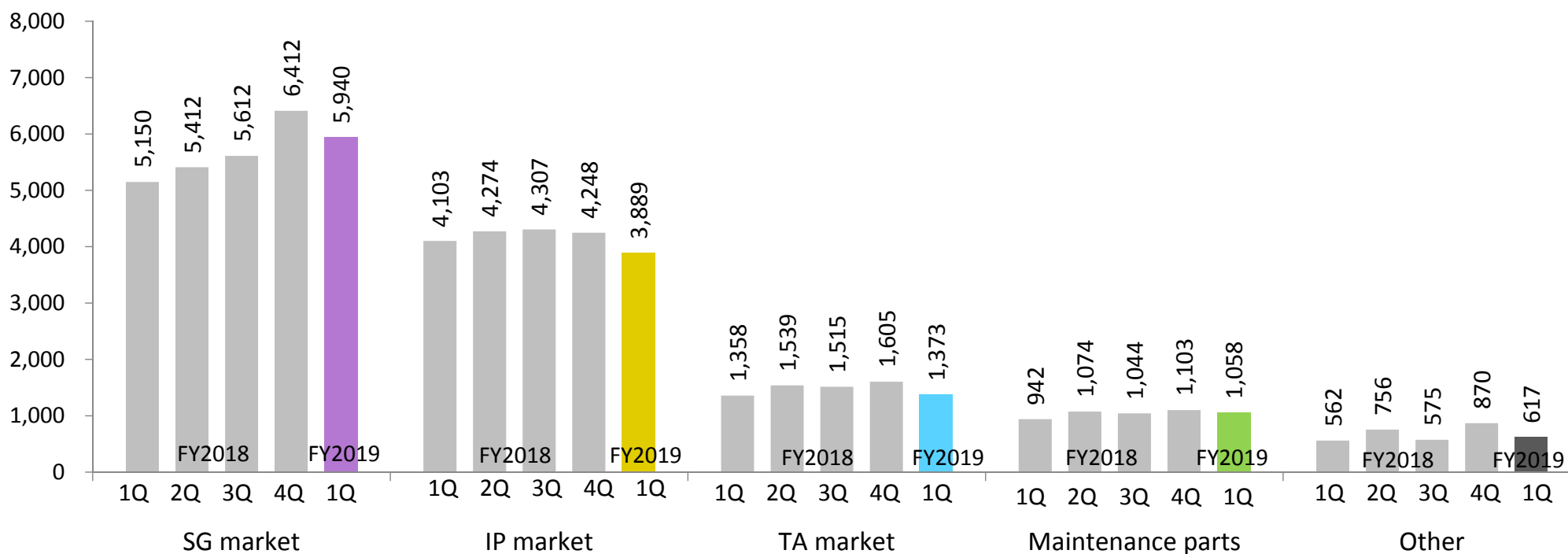
【FX impact on sales, cost and operating profit】

Sales 77 — Cost of sales 59 — SG&A 18 = Operating profit △0



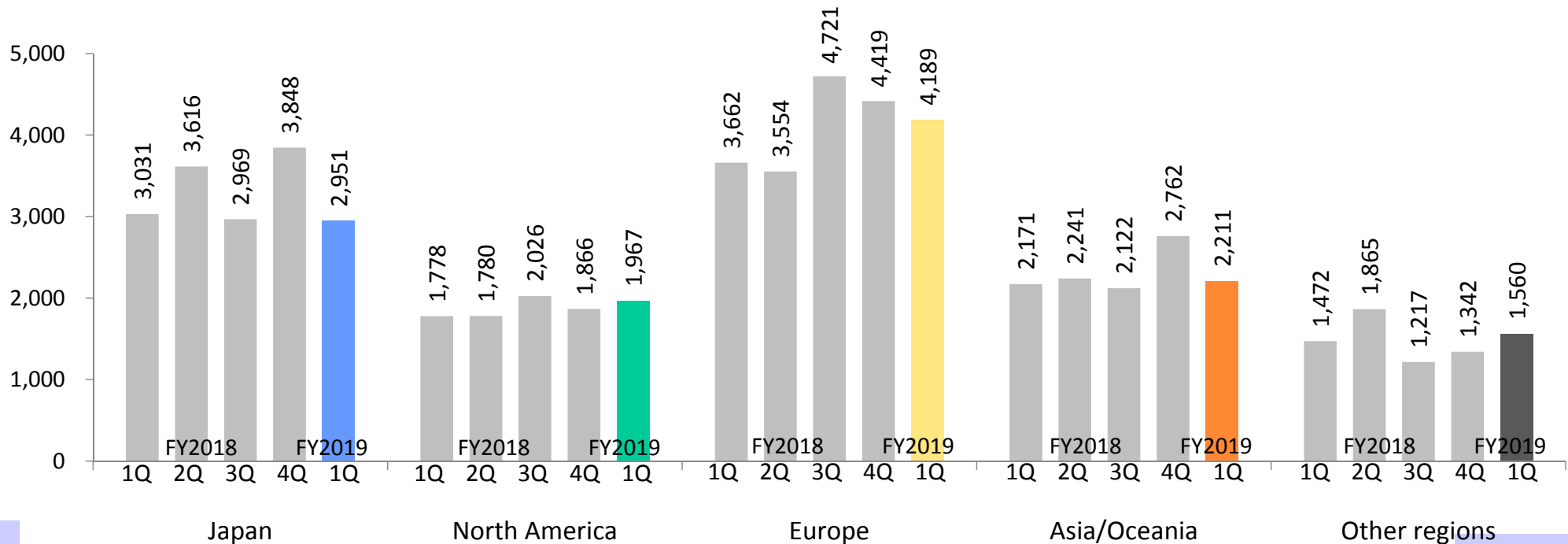
Sales by market segment (1Q)

Millions of yen	Fiscal Year 2018		Fiscal Year 2019			
	1Q Actual	First Half Actual	1Q Actual	Change	First Half Forecast	Change
SG market	5,150	10,562	5,940	15.4%	11,296	6.9%
IP market	4,103	8,378	3,889	-5.2%	8,720	4.1%
TA market	1,358	2,898	1,373	1.1%	3,210	10.8%
Maintenance parts	942	2,016	1,058	12.4%	1,969	△ 2.3%
Other	562	1,318	617	9.8%	1,303	△ 1.1%
Total	12,116	25,174	12,879	6.3%	26,500	5.3%



Sales by area (1Q)

Millions of yen	Fiscal Year 2018		Fiscal Year 2019			
	1Q Actual	First Half Actual	1Q Actual	Change	First Half Forecast	Change
Japan	3,031	3,616	2,951	Δ 2.7%	7,036	5.9%
North America (Local currency/\$)	1,778 (16.0M)	1,780 (16.0M)	1,967 (18.0M)	10.6%	3,745 (35.6M)	5.3%
Europe (Local currency/€)	3,662 (29.9M)	3,554 (27.1M)	4,189 (32.2M)	14.4%	8,156 (63.7M)	13.0%
Asia/Oceania	2,171	2,241	2,211	1.8%	4,725	7.1%
Other regions	1,472	1,865	1,560	6.0%	2,834	Δ 15.1%
Total	12,116	13,058	12,879	6.3%	26,500	5.3%



Financial Results for Fiscal Year ending March 31, 2019

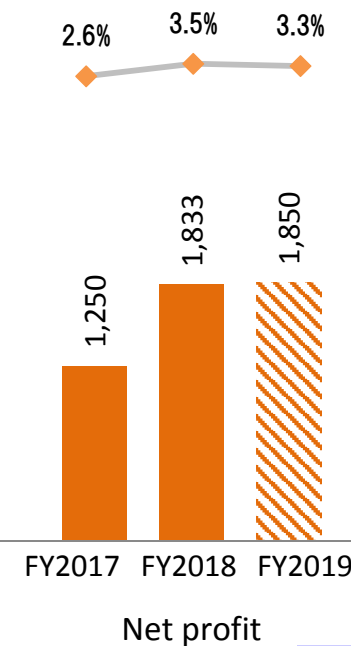
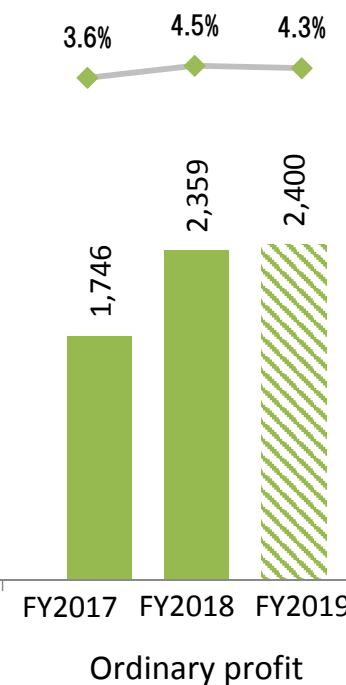
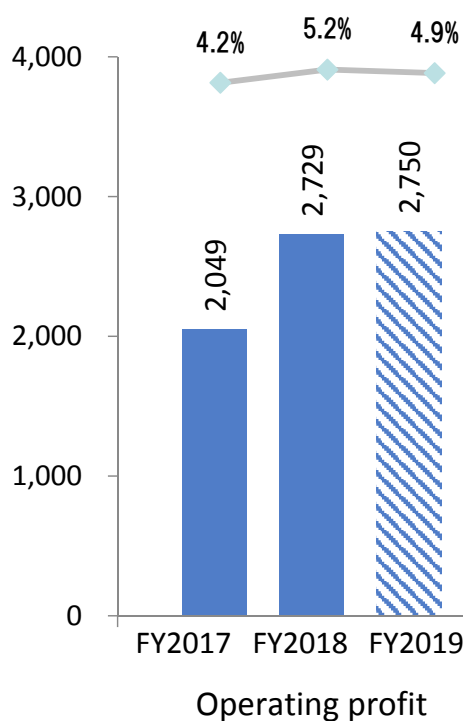
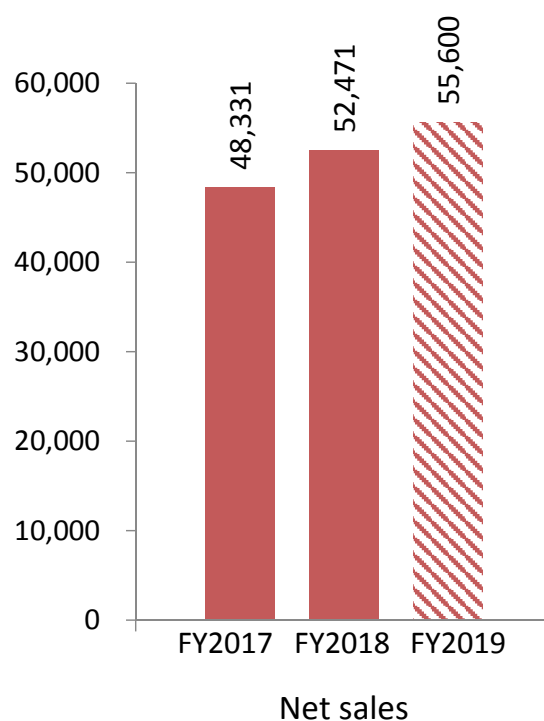
- Forecast-



Consolidated Financial Highlights (Forecast for the FY2019)



Millions of yen	Fiscal Year 2018		Fiscal Year 2019				
	Fiscal year Actual	Sales ratio	First half Forecast	Second half Forecast	Fiscal year Forecast	Change	Sales ratio
Net Sales	52,471	-	26,500	29,100	55,600	6.0%	—
Operating profit	2,729	5.2%	950	1,800	2,750	0.7%	4.9%
Ordinary profit	2,359	4.5%	800	1,600	2,400	1.7%	4.3%
Net profit	1,833	3.5%	650	1,200	1,850	0.9%	3.3%
exchangerate	USD	JPY110.86	JPY105.00	JPY105.00	JPY105.00	△ 5.3%	—
	EURO	JPY129.70	JPY128.00	JPY128.00	JPY128.00	△ 1.3%	—



Factors affecting operating profit (FY2018 vs FY2019)

(Millions of yen)

【impact by currency】

USD／JPY110.86 → JPY105	△406
EUR／JPY129.70 → JPY128	△161
Others (BRL, CNY, etc.)	△196
Total	△763

【FX impact on sales, cost and operating profit】

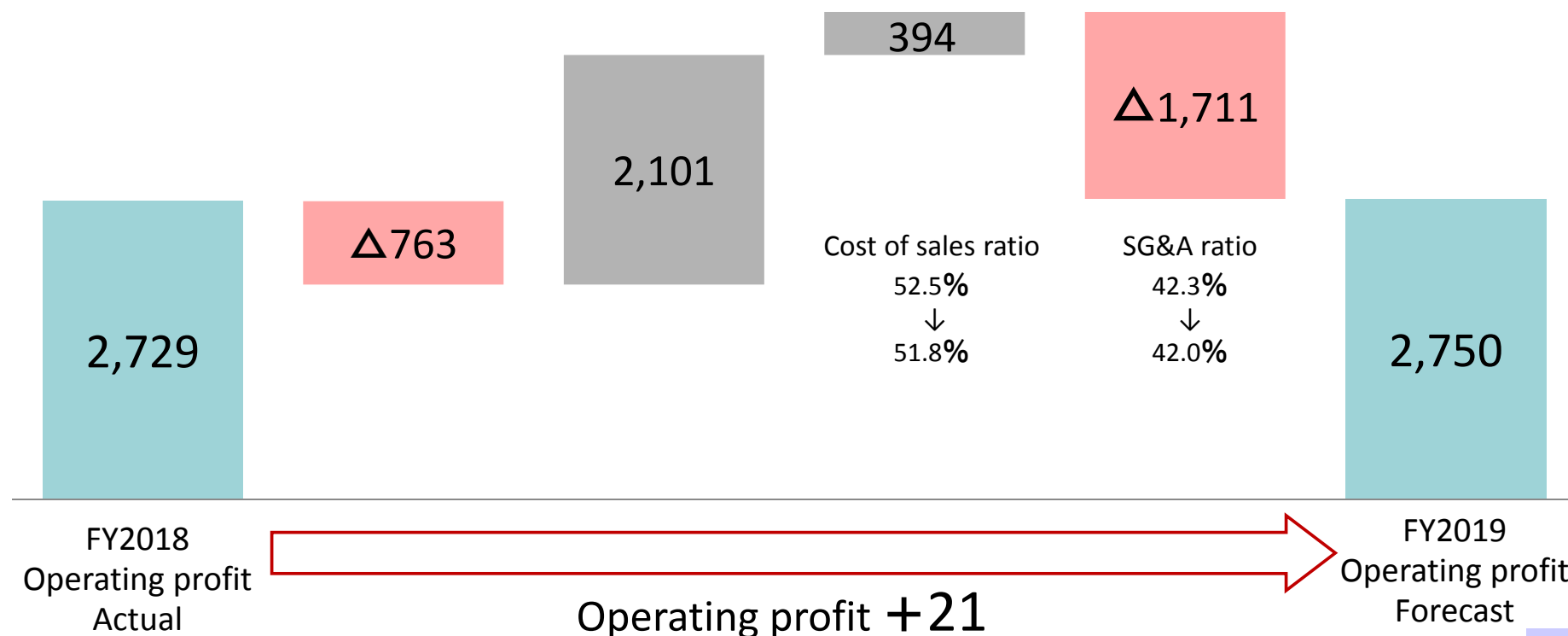
Sales△1,294 — Cost of sales△205 — SG&A△326 = Operating profit△763

① FX impact

② Revenue increase
(Excluding FX impact)

③ Improve cost of
sales ratio
(Excluding FX impact)

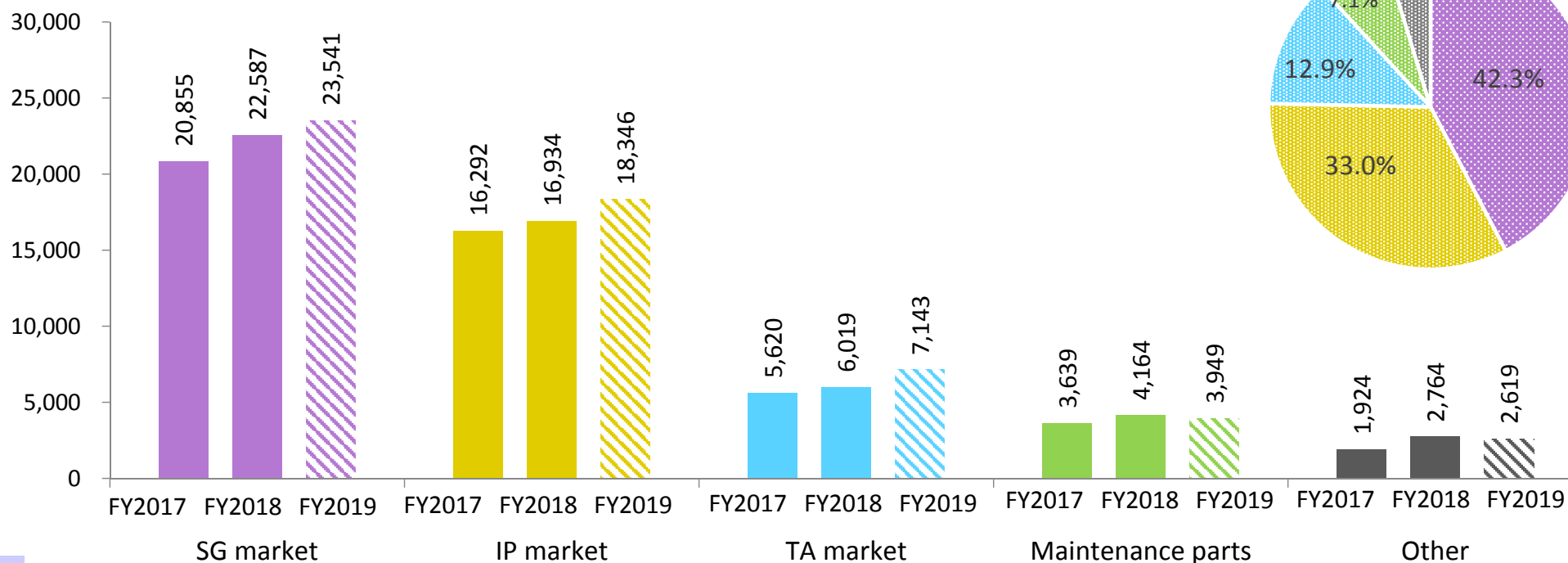
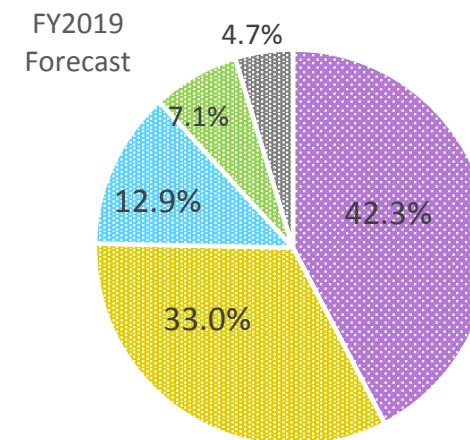
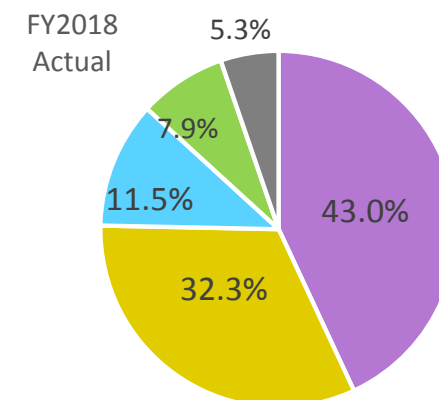
④ Increase SG&A
(Excluding FX impact)



Sales by market segment (Forecast for the FY2019)

Millions of yen	Fiscal Year 2018	Fiscal Year 2019			
	Fiscal year Actual	First half Forecast	Second half Forecast	Fiscal year Forecast	Change
SG market	22,587	11,296	12,245	23,541	4.2%
IP market	16,934	8,720	9,625	18,346	8.3%
TA market	6,019	3,210	3,933	7,143	18.7%
Maintenance parts	4,164	1,969	1,980	3,949	Δ 5.2%
Other	2,764	1,303	1,315	2,619	Δ 5.3%
Total	52,471	26,500	29,100	55,600	6.0%

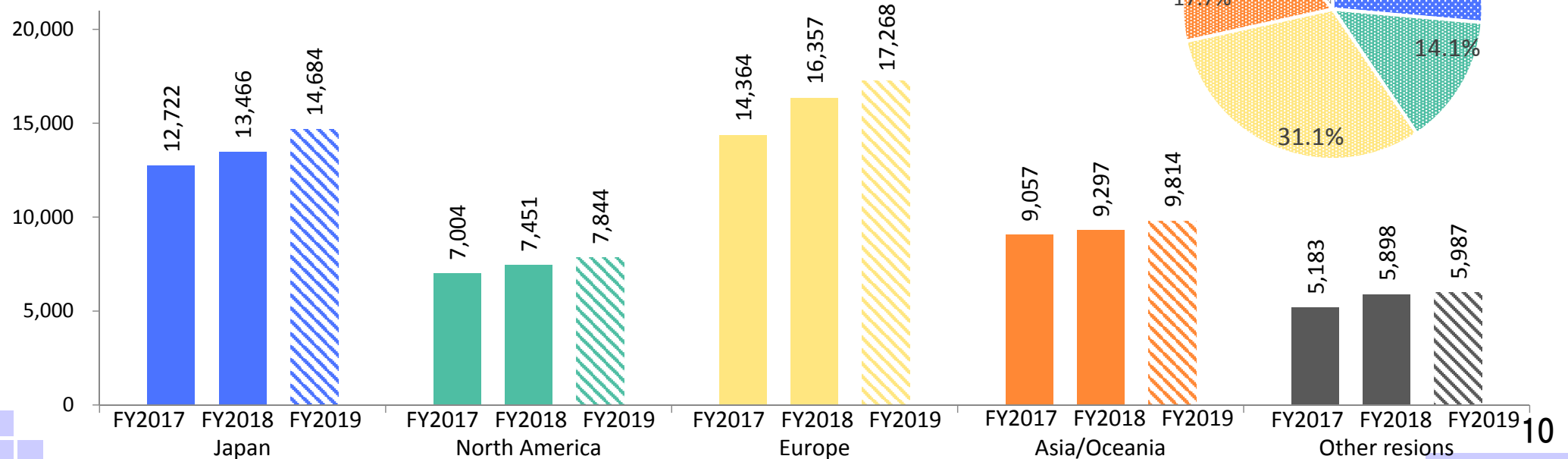
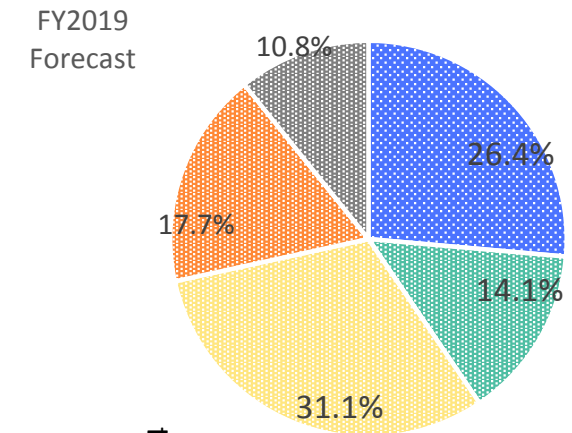
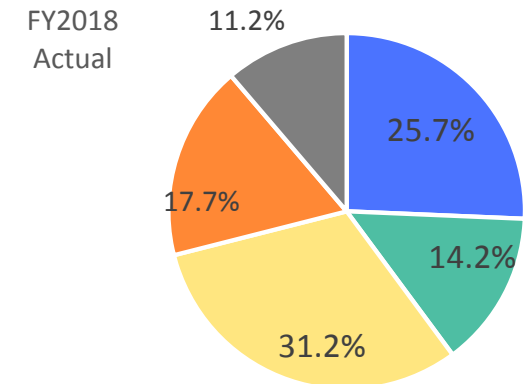
Composition ratio



Sales by area (Forecast for the FY2019)

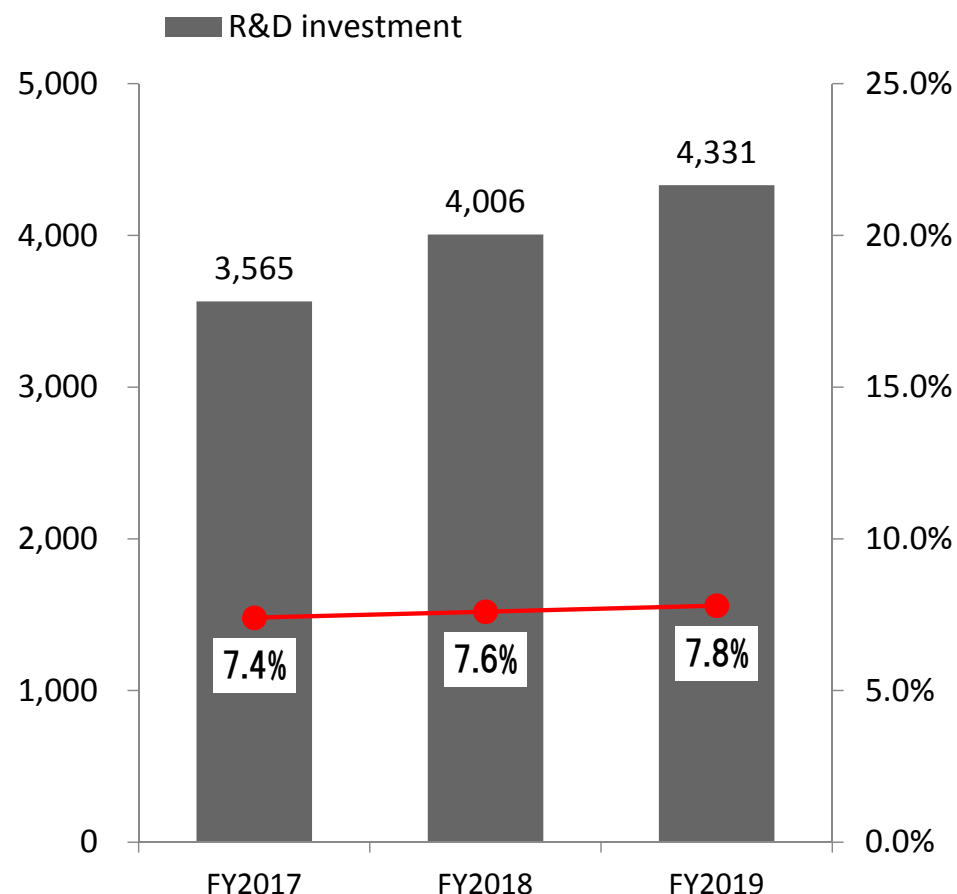
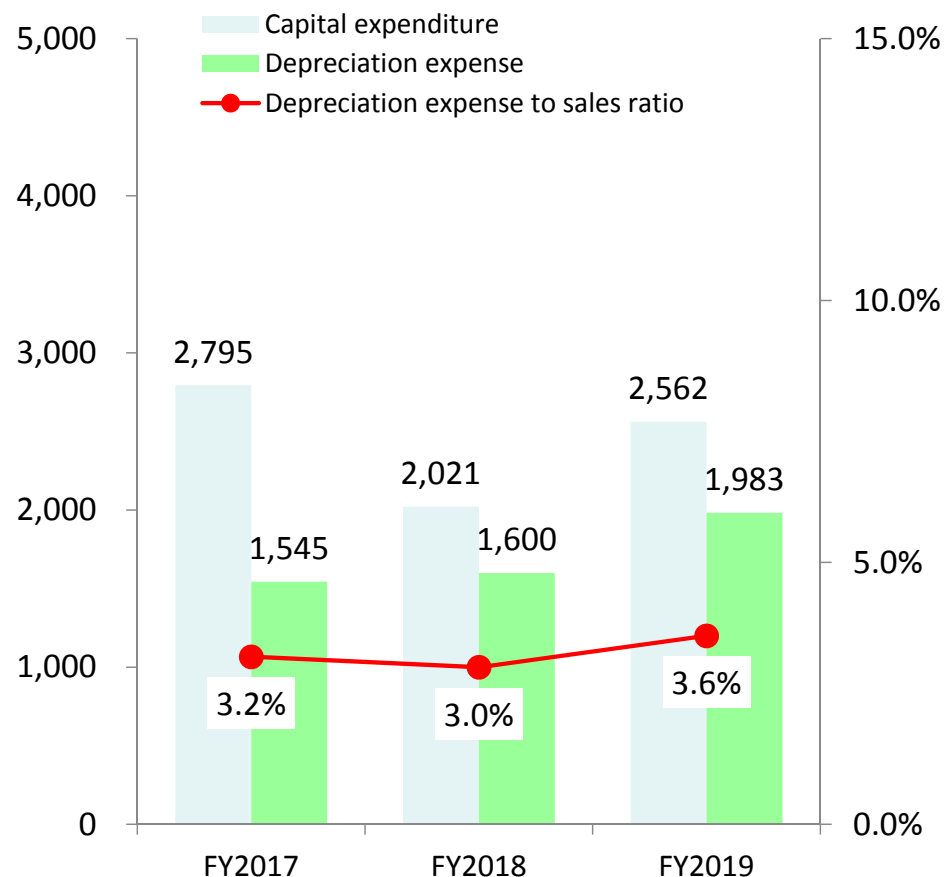
Millions of yen	Fiscal year 2018	Fiscal Year 2019			
	Fiscal year Actual	First half Forecast	Second half Forecast	Fiscal year Forecast	Change
Japan	13,466	7,036	7,647	14,684	9.0%
North America (Local currency/\$)	7,451 (67.2M\$)	3,745 (35.6M\$)	4,098 (39.0M\$)	7,844 (74.7M\$)	5.3%
Europe (Local currency/€)	16,357 (126.1M€)	8,156 (63.7M€)	9,111 (71.1M€)	17,268 (134.9M€)	5.6%
Asia/Oceania	9,297	4,725	5,088	9,814	5.6%
Other regions	5,898	2,834	3,153	5,987	1.5%
Total	52,471	26,500	29,100	55,600	6.0%

Composition ratio



Capital expenditure, Depreciation, R&D investment

(Millions of yen)



※ Main capital expenditure (FY2019)

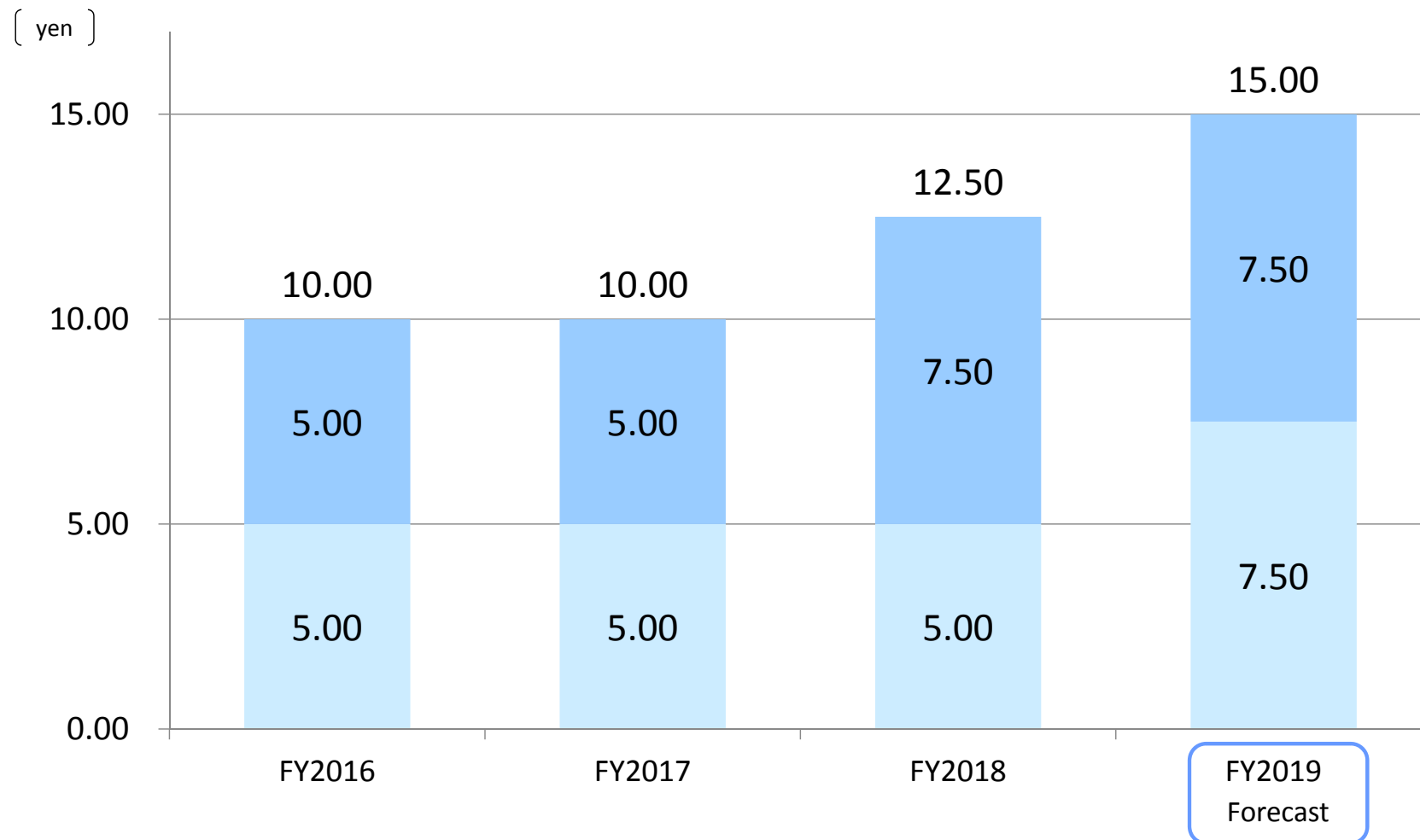
- Core system JPY342M
- Mold JPY315M
- Mechanical equipment(subsidiary) JPY206M
- Laboratory equipment JPY203M

※ 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 2,413 million yen in FY2017, 2,330 million yen in FY2018, and 2,552 million yen in FY2019.

Dividends (Forecast for the FY2019)



Dividend record and current term forecast



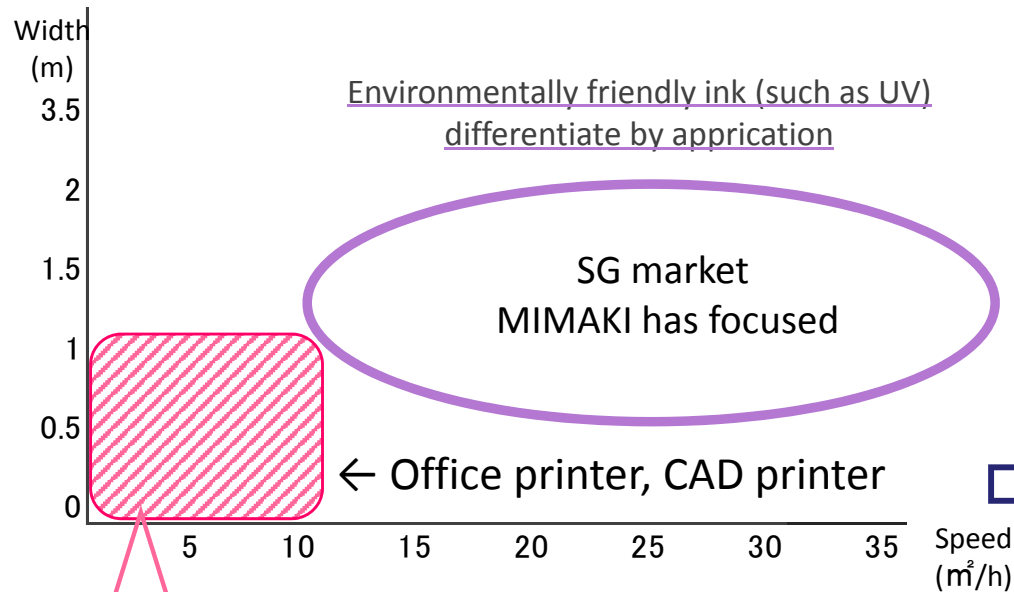
Topics

1. Strategic new products
2. FESPA Global Print Expo 2018



1-1. Product Expansion of UCJV300 Series

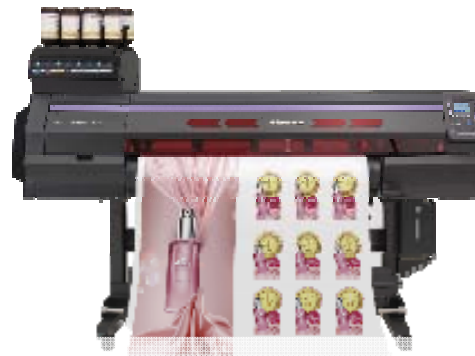
New lineup(75/107/130cm size) for SG market are available



The POP market of 0.75m width or more will expand from now



UCJV300-75



UCJV300-107

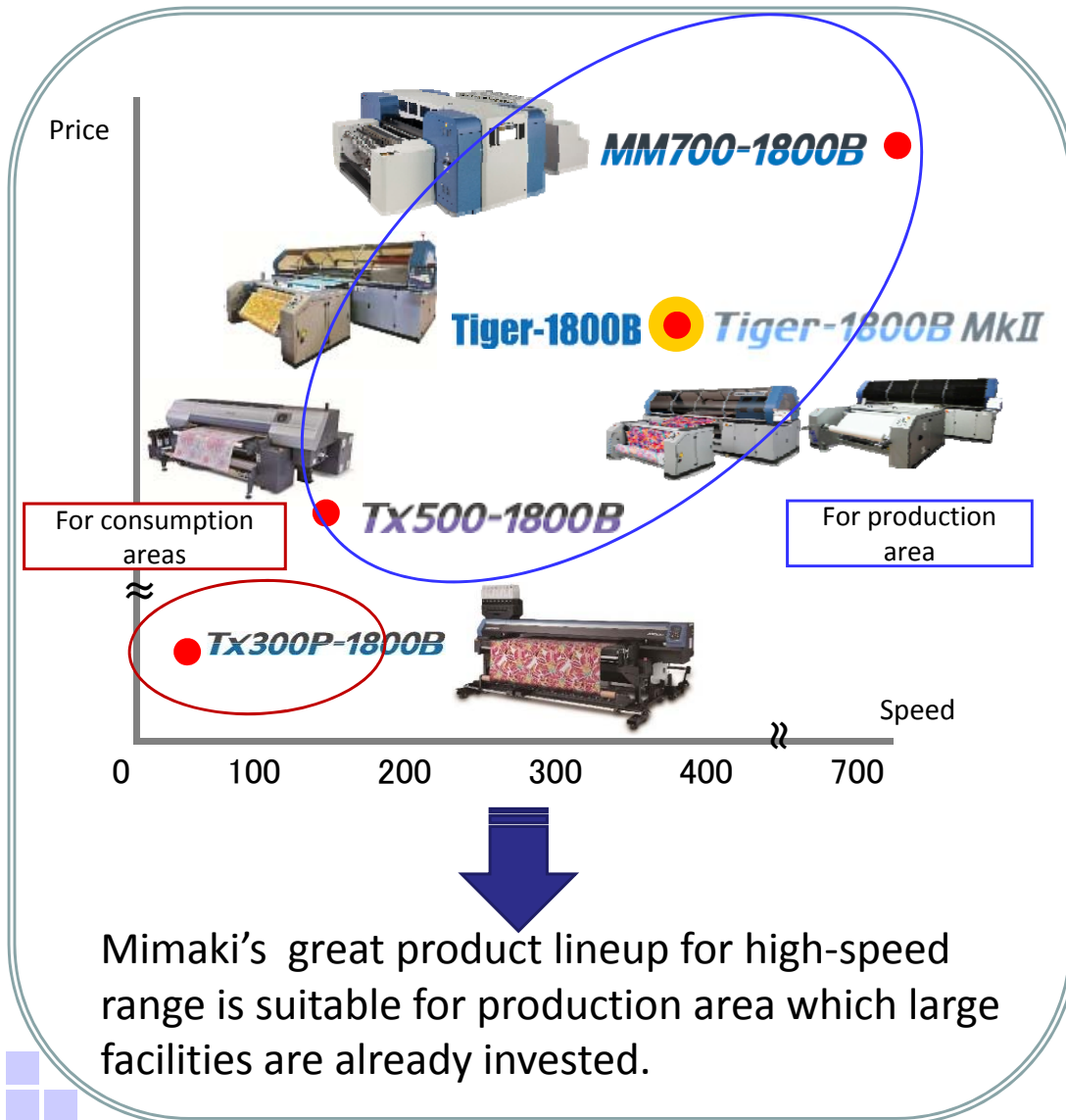


UCJV300-130

(Launched in July 2018)

1-2. Launched the Tiger-1800B Mk II

Add New Tiger, industrial high-speed model,
is best production for large-scale production at manufacturing sites



Tiger-1800B MkII

Mimaki controller which realizes addition of high resolution and print mode is installed

Direct textile model



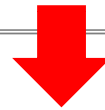
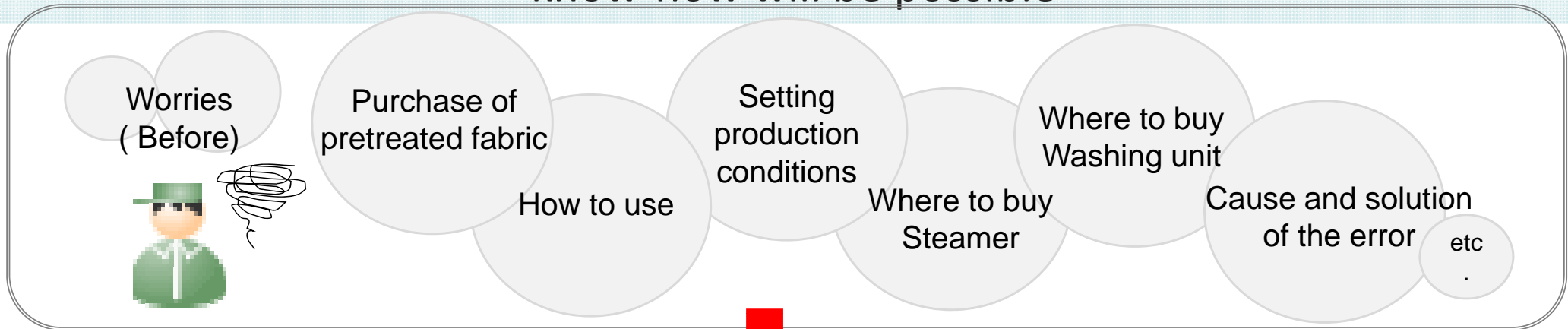
Sublimation transfer model



1-3. Four models added to the Rimslow series

Mimaki

Total solution proposal including equipment, production conditions, know-how will be possible



Mimaki's total solution solves it all at once



Rimslow Series
TR300-1850C



Direct textile printer



Rimslow Series
TR300-1850S / TR600-1850S



Rimslow Series
TR600-1850W

Pre-treatment unit

Printer

Steamer

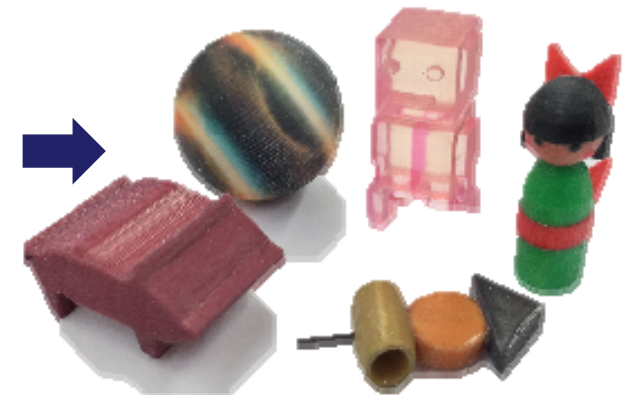
Washing unit

1-4. Start 3D printer experience

Efforts to expand the possibilities (new applications) of 3D printers

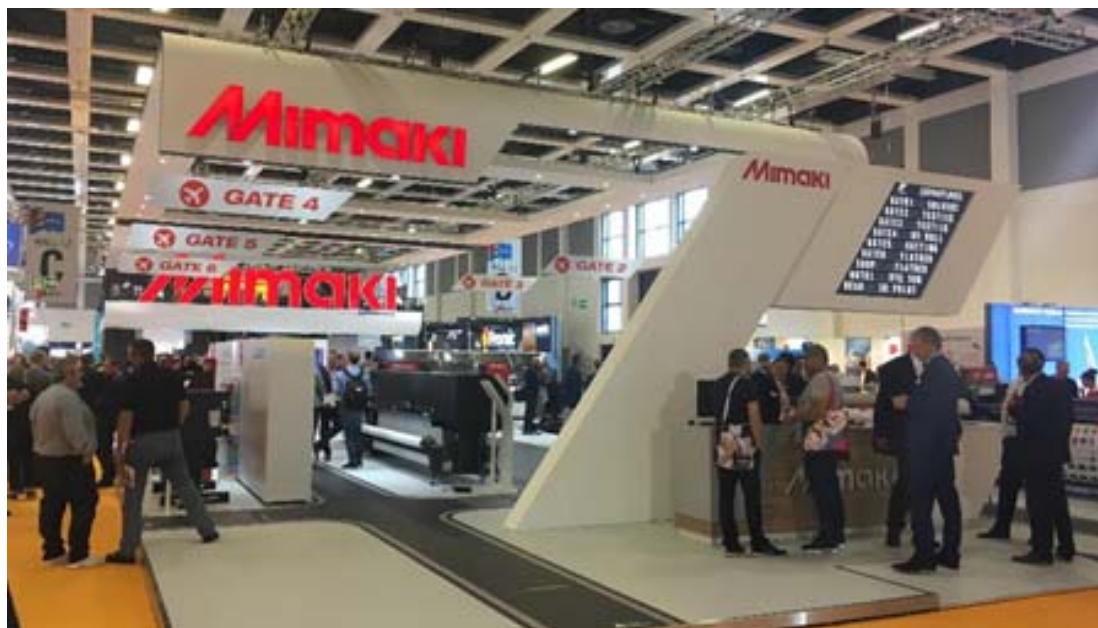
- ✓ Start offering Mimaki's 3D printer lending program
- ✓ Mimaki Full Color 3D Creative Lab. opened in May, 2018 !
(Creators and students can have great experience of 3D modeling with Mimaki for free.)

Mimaki Full Color 3D Creative Lab.

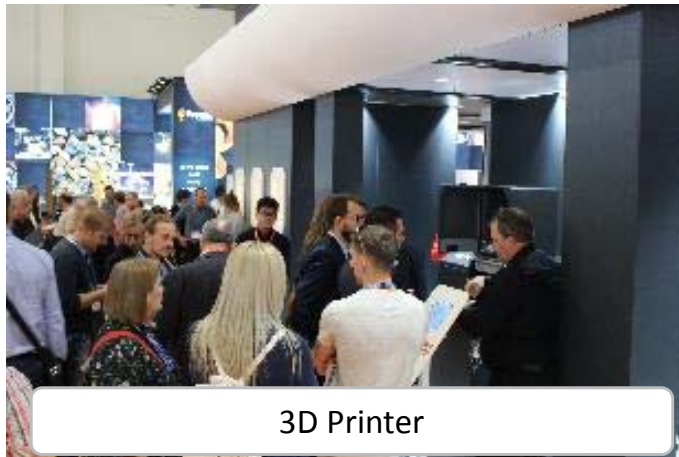


2. Exhibited at FESPA2018

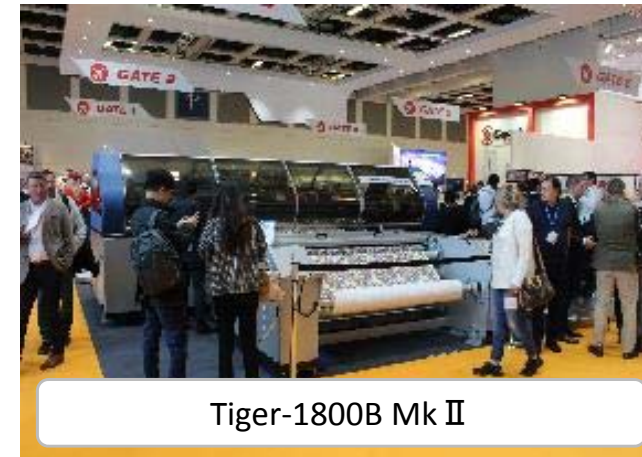
Exhibited at the world's largest screen / digital / textile printing international exhibition (In Berlin , 2018.5.15-2018.5.18)



UCJV series



3D Printer



Tiger-1800B Mk II

2. Two EDP Award !

Received the "EDP Award" because innovative technologies affecting the industrial printing industry were acknowledged



- ✓ Using eco-friendly UV-curable ink
Quick drying, usually dramatically shortens drying time required
- ✓ Since you can print on any media, you can expand the range of your work



- ✓ Full color modeling of more than 10 million colors
- ✓ Delicate expression possible
- ✓ Representation diversified by using clear ink

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