



Financial Result for the Third Quarter Ended December 31, 2018

MIMAKI ENGINEERING CO., LTD

February , 2019



Listed on the first section of
the Tokyo Stock Exchange

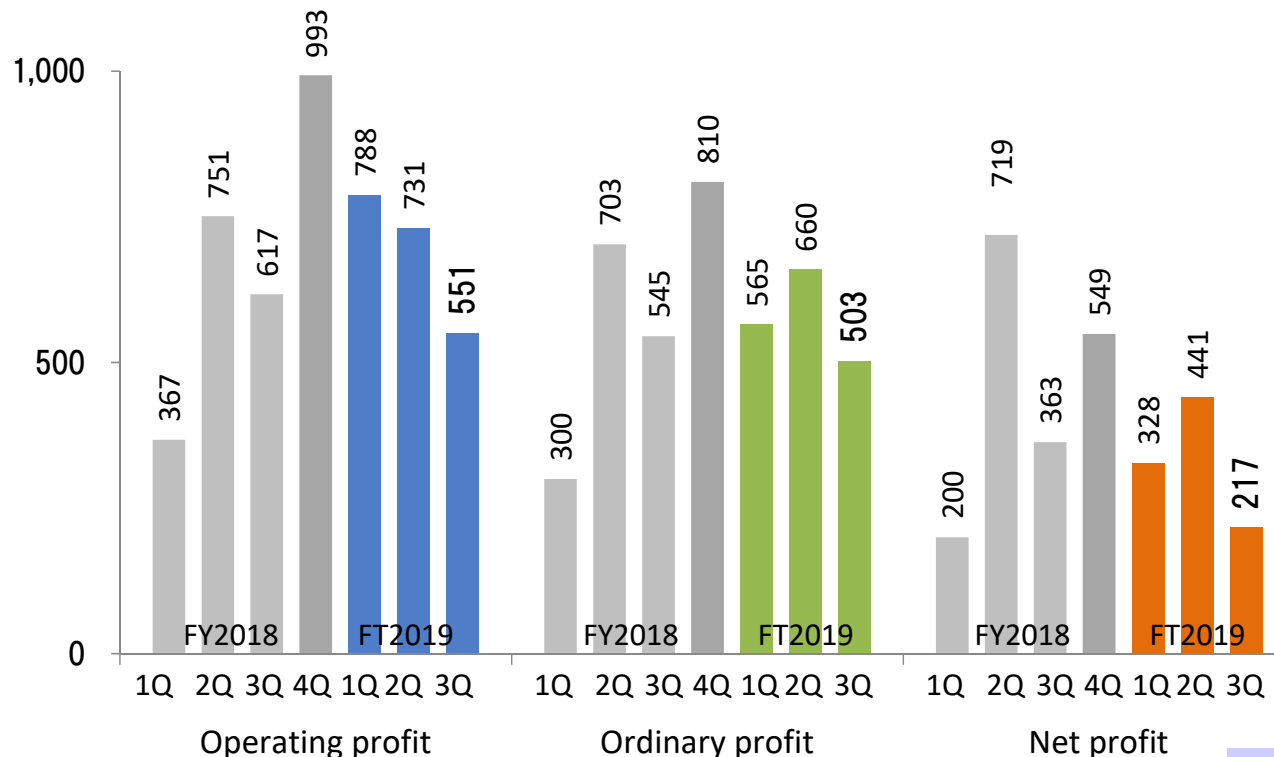
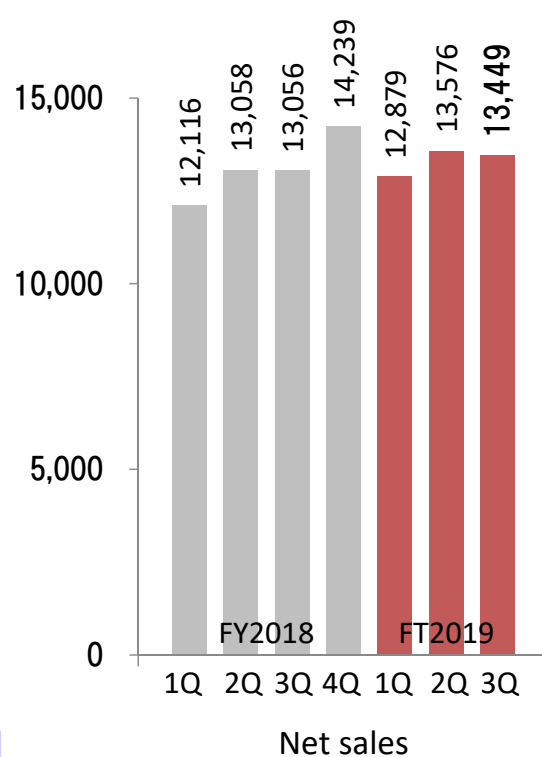
Financial Results for Fiscal Year ending March 31, 2019 - Third Quarter Result -



Consolidated Financial Highlights (Third Quarter of the FY2019)



Millions of yen	Fiscal Year 2018			Fiscal Year 2019						
	1-2Q Actual	3Q Actual	1-3Q Actual	1-2Q Actual	Change	3Q Actual	Change	1-3Q Actual	Change	
Net sales	25,174	13,056	38,231	26,455	5.1%	13,449	3.0%	39,905	4.4%	
Operating profit	1,119	617	1,736	1,520	35.9%	551	△10.6%	2,072	19.4%	
Ordinary profit	1,004	545	1,549	1,225	22.1%	503	△7.7%	1,728	11.6%	
Net profit	920	363	1,284	769	△16.4%	217	△40.2%	987	△23.1%	
Exchange rate	USD	JPY111.07	JPY112.98	JPY111.71	JPY110.27	△0.7%	JPY112.90	△0.1%	JPY111.15	△0.5%
	EURO	JPY126.29	JPY133.01	JPY128.53	JPY129.84	2.8%	JPY128.78	△3.2%	JPY129.49	0.7%

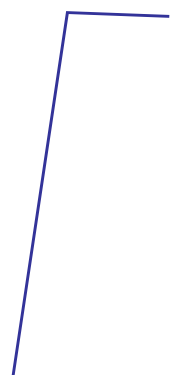


Factors effecting operating profit

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



(Millions of yen)



【impact by currency】

USD/JPY111.71	→	JPY111.15	△23
EUR/JPY128.53	→	JPY129.49	+66
TRY/JPY30.81	→	JPY21.88	△178
BRL/JPY34.83	→	JPY29.38	△203
Others (INR,AUD,IDR,etc)			△95
Total			△433

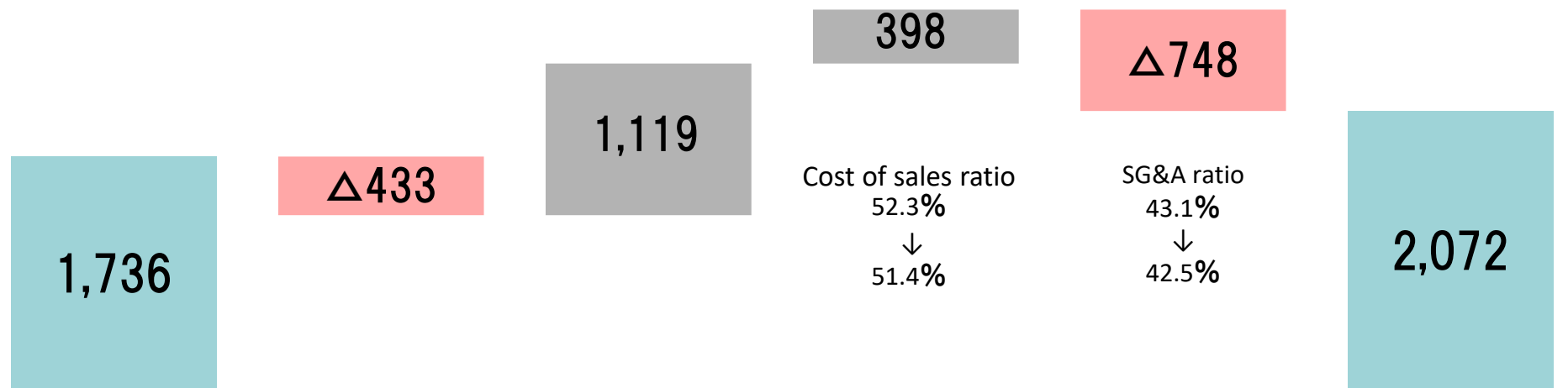
【FX impact on sales, cost and operating profit】
 Sales △675 — Cost of sales △ 80 — SG&A △ 162 = Operating profit △ 433

①FX impact

②Revenue increase
(Excluding FX impact)

③Improve cost of
sales ratio
(Excluding FX impact)

④Increase SG&A
(Excluding FX impact)



FY2018 1-3Q
Operating profit
Actual



Operating profit +336

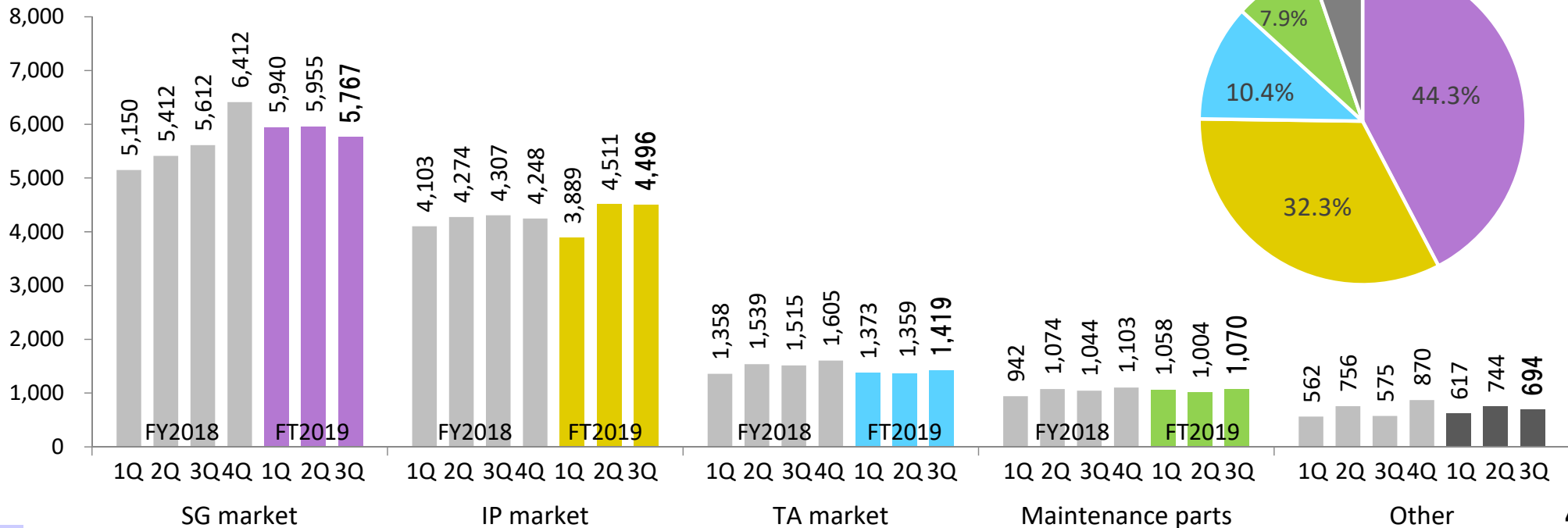
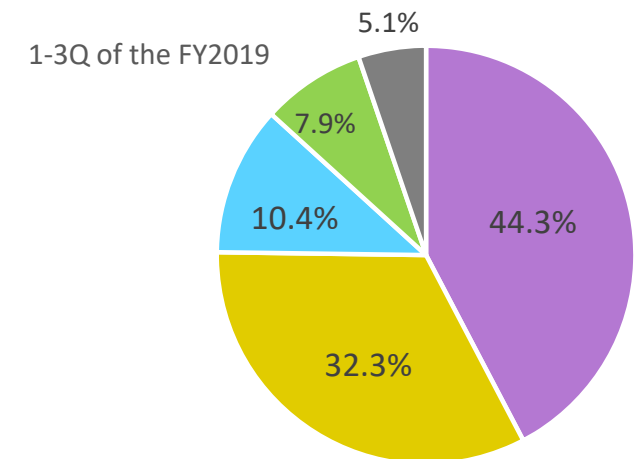
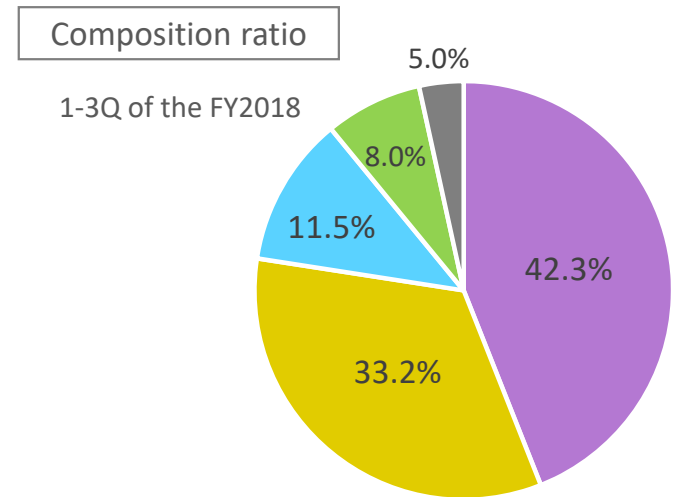
FY2019 1-3Q
Operating profit
Actual



Sales by market segment (Third Quarter of the FY2019)



Millions of yen	Fiscal Year 2018		Fiscal Year 2019		
	1-3Q Actual	Composition ratio	1-3Q Actual	Composition ratio	Change
SG market	16,175	42.3%	17,664	44.3%	9.2%
IP market	12,686	33.2%	12,897	32.3%	1.7%
TA market	4,413	11.5%	4,152	10.4%	△5.9%
Maintenance parts	3,061	8.0%	3,133	7.9%	2.4%
Other	1,894	5.0%	2,056	5.1%	8.6%
Total	38,231	100.0%	39,905	100.0%	4.4%

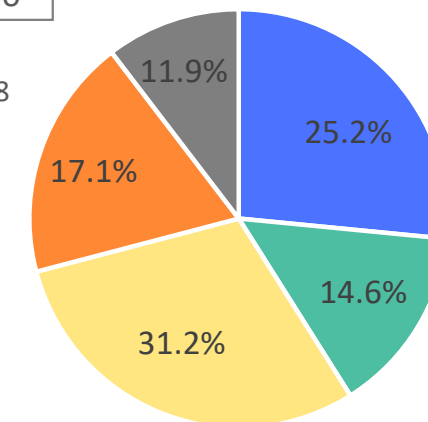


Sales by area (Third Quarter of the FY2019)

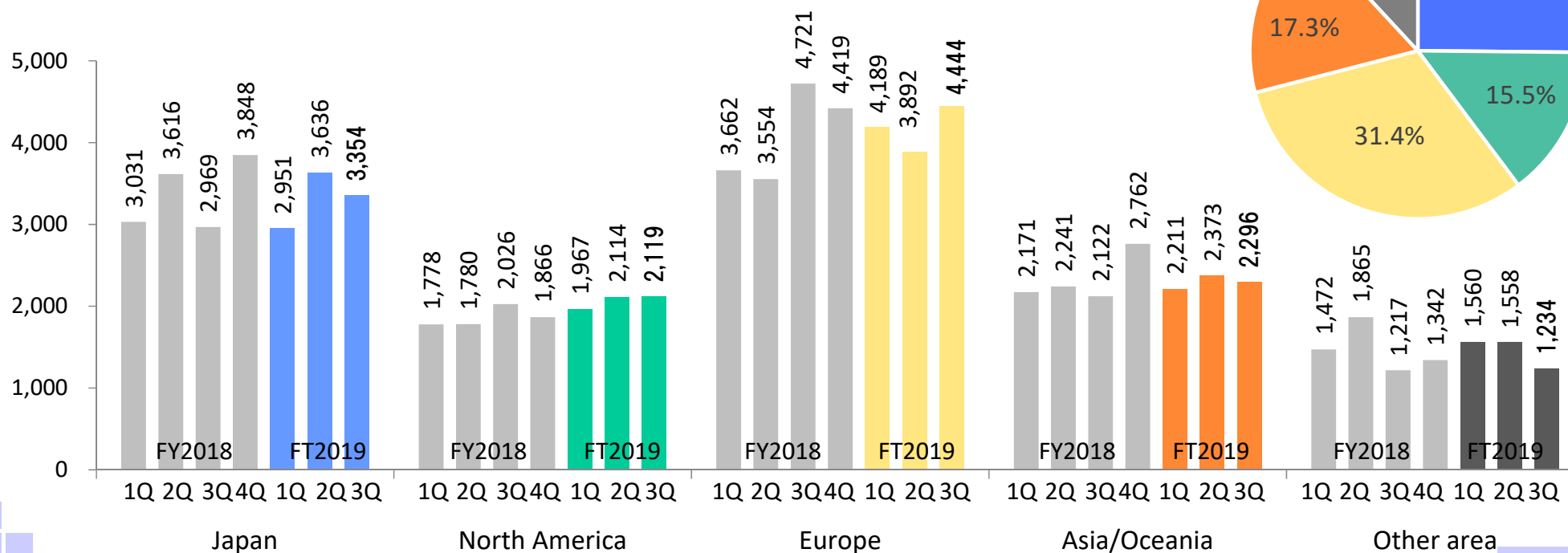
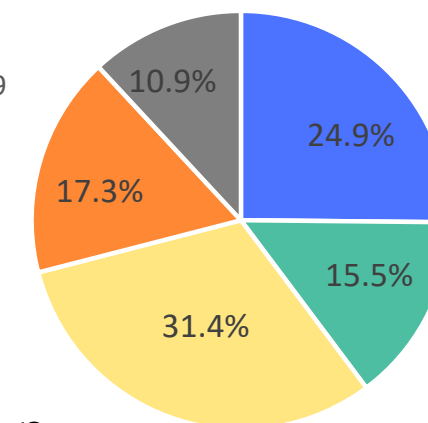
Millions of yen	Fiscal Year 2018		Fiscal Year 2019		
	1-3Q Actual	Composition ratio	1-3Q Actual	Composition ratio	Change
Japan	9,617	25.2%	9,941	24.9%	3.4%
North America (Local currency/\$)	5,585 (49.9M)	14.6%	6,201 (55.7M)	15.5%	11.0%
Europe (Local currency/€)	11,938 (92.6M)	31.2%	12,526 (96.7M)	31.4%	4.9%
Asia/Oceania	6,535	17.1%	6,881	17.3%	5.3%
Other area	4,555	11.9%	4,354	10.9%	△4.4%
Total	38,231	100.0%	39,905	100.0%	4.4%

Composition ratio

1-3Q of the FY2018



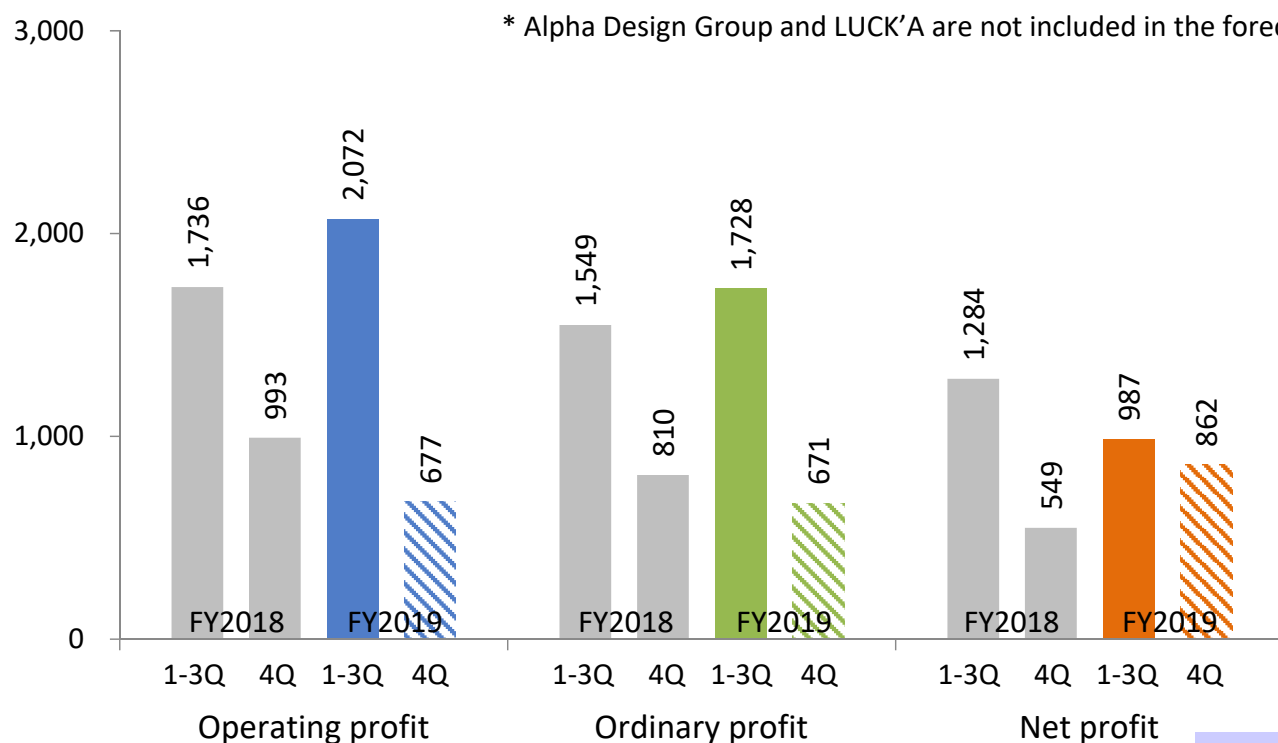
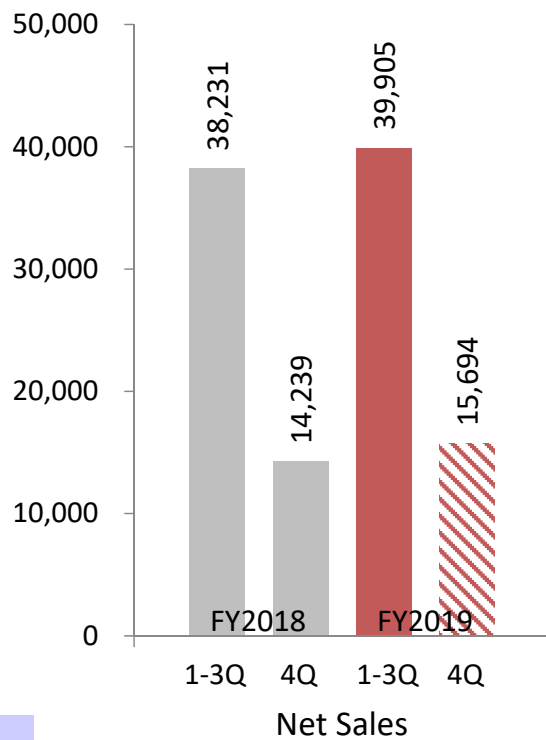
1-3Q of the FY2019



Consolidated Financial Highlights (Forecast for the FY2019)



Millions of yen	Fiscal Year 2018			Fiscal Year 2019							
	1-3Q Actual	4Q Actual	Fiscal year Actual	1-3Q Actual	Change	4Q Forecast	Change	Fiscal year Forecast	Change	Sales ratio	
Net Sales	38,231	14,239	52,471	39,905	4.4%	15,694	10.2%	55,600	6.0%	-	
Operating profit	1,736	993	2,729	2,072	19.4%	677	△31.8%	2,750	0.7%	4.9%	
Ordinary profit	1,549	810	2,359	1,728	11.6%	671	△17.2%	2,400	1.7%	4.3%	
Net profit	1,284	549	1,833	987	△23.1%	862	57.1%	1,850	0.9%	3.3%	
exchange rate	USD	JPY111.71	JPY108.30	JPY110.86	JPY111.15	△0.5%	JPY105.00	△3.0%	JPY109.61	△1.1%	-
	EURO	JPY128.53	JPY133.23	JPY129.70	JPY129.49	0.7%	JPY122.00	△8.4%	JPY127.62	△1.6%	-



* Alpha Design Group and LUCK'A are not included in the forecast.



Factors effecting operating profit (FY2018 vs FY2019)

(Millions of yen)

【impact by currency】

USD/JPY 110.86 → JPY109.61	△52
EUR/JPY 129.70 → JPY127.62	△142
TRY/JPY 30.21 → JPY21.46	△174
BRL/JPY 34.47 → JPY28.88	△208
Others (IDR, CNY, etc.)	△86
Total	△662

【FX impact on sales, cost and operating profit】

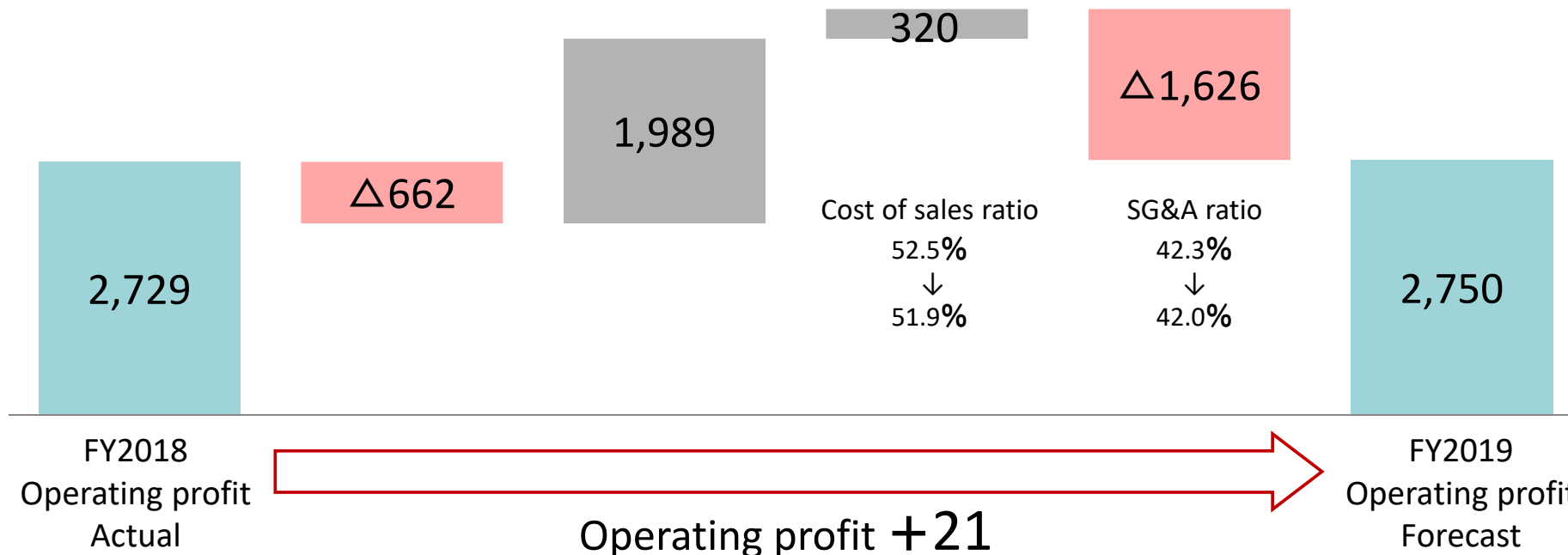
Sales △1,058 - Cost of sales △154 - SG&A △242 = Operating profit △662

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)

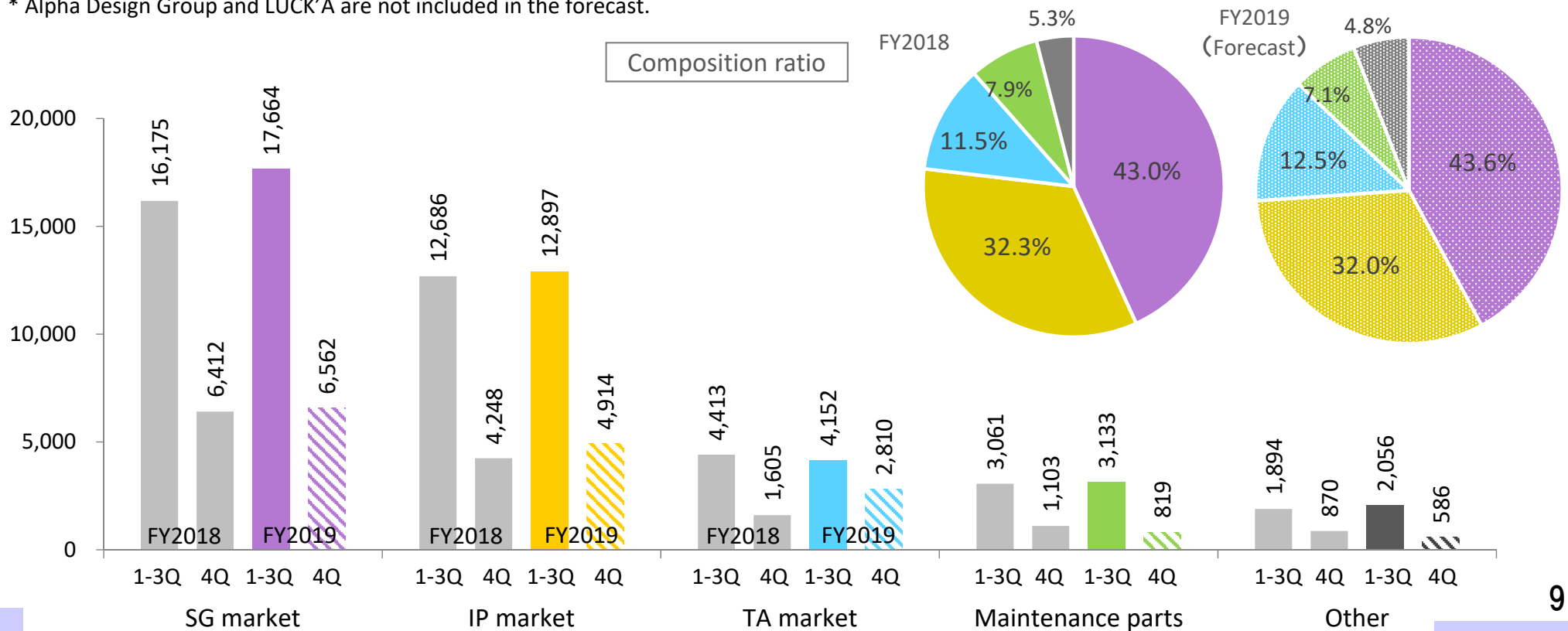


Sales of market segment (Forecast for the FY2019)



Millions of yen	Fiscal Year 2018			Fiscal Year 2019					
	1-3Q Actual	4Q Actual	Fiscal year Actual	1-3Q Actual	Change	4Q Forecast	Change	Fiscal year Forecast	Change
SG market	16,175	6,412	22,587	17,664	9.2%	6,562	2.4%	24,227	7.3%
IP market	12,686	4,248	16,934	12,897	1.7%	4,914	15.7%	17,811	5.2%
TA market	4,413	1,605	6,019	4,152	△5.9%	2,810	75.1%	6,963	15.7%
Maintenance parts	3,061	1,103	4,164	3,133	2.4%	819	△25.7%	3,953	△5.1%
Other	1,894	870	2,764	2,056	8.6%	586	△32.7%	2,643	△4.4%
Total	38,231	14,239	52,471	39,905	4.4%	15,694	10.2%	55,600	6.0%

* Alpha Design Group and LUCK'A are not included in the forecast.

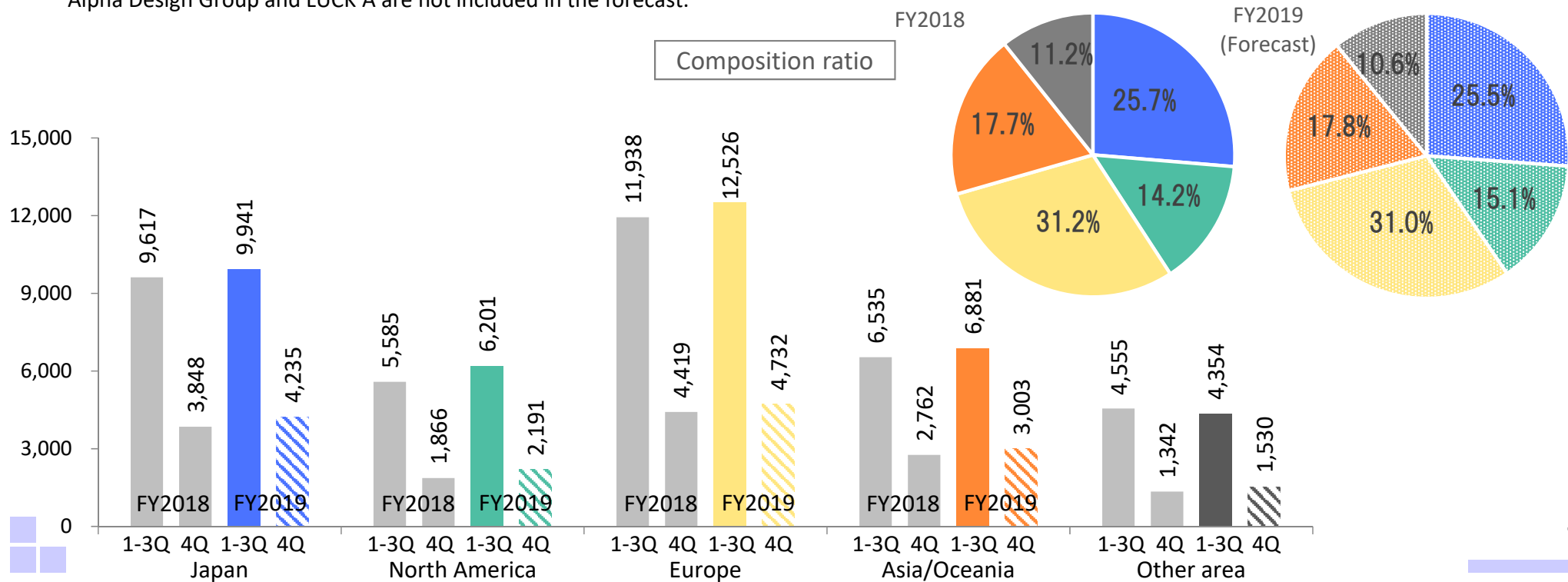


Sales by area (Forecast for the FY2019)



Millions of yen	Fiscal Year 2018			Fiscal Year 2019					
	1-3Q Actual	4Q Actual	Fiscal year Actual	1-3Q Actual	Change	4Q Forecast	Change	Fiscal year Forecast	Change
Japan	9,617	3,848	13,466	9,941	3.4%	4,235	10.1%	14,177	5.3%
North America (Local currency/ \$)	5,585 (49.9M)	1,866 (17.2M)	7,451 (67.2M)	6,201 (55.7M)	11.0%	2,191 (20.7M)	17.4%	8,392 (76.5M)	12.6%
Europe (Local currency/€)	11,938 (92.6M)	4,419 (33.4M)	16,357 (126.1M)	12,526 (96.7M)	4.9%	4,732 (38.4M)	7.1%	17,259 (135.2M)	5.5%
Asia/Oceania	6,535	2,762	9,297	6,881	5.3%	3,003	8.8%	9,885	6.3%
Other area	4,555	1,342	5,898	4,354	△4.4%	1,530	14.0%	5,885	△0.2%
Total	38,231	14,239	52,471	39,905	4.4%	15,694	10.2%	55,600	6.0%

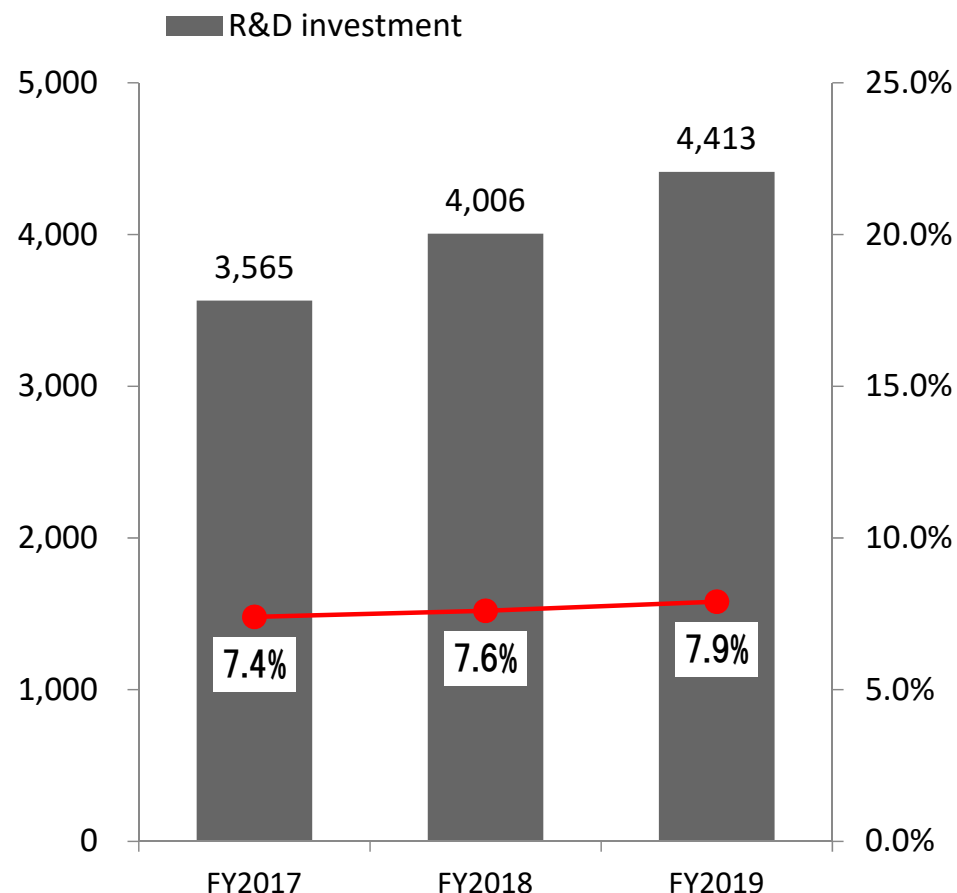
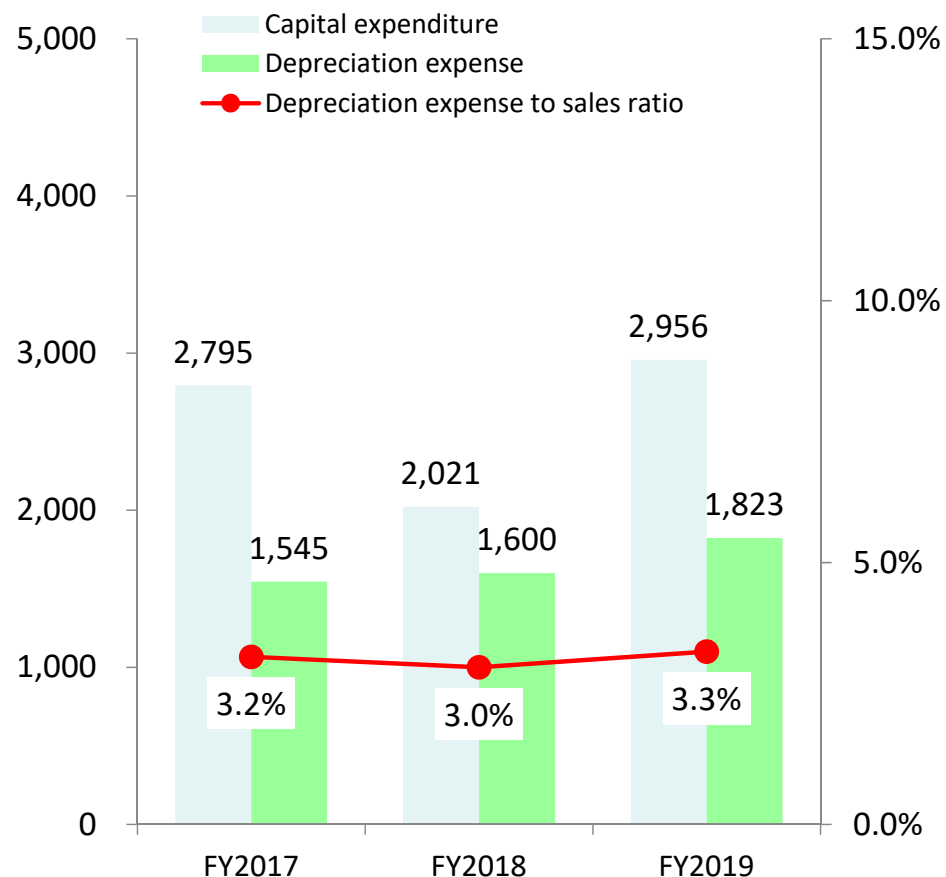
* Alpha Design Group and LUCK'A are not included in the forecast.



Capital expenditure, Depreciation, R&D investment



(Millions of yen)



※ Main capital expenditure (FY2019)

- Mechanical equipment JPY766M
- Demonstration machine JPY450M
- Mold JPY325M
- Core system JPY246M

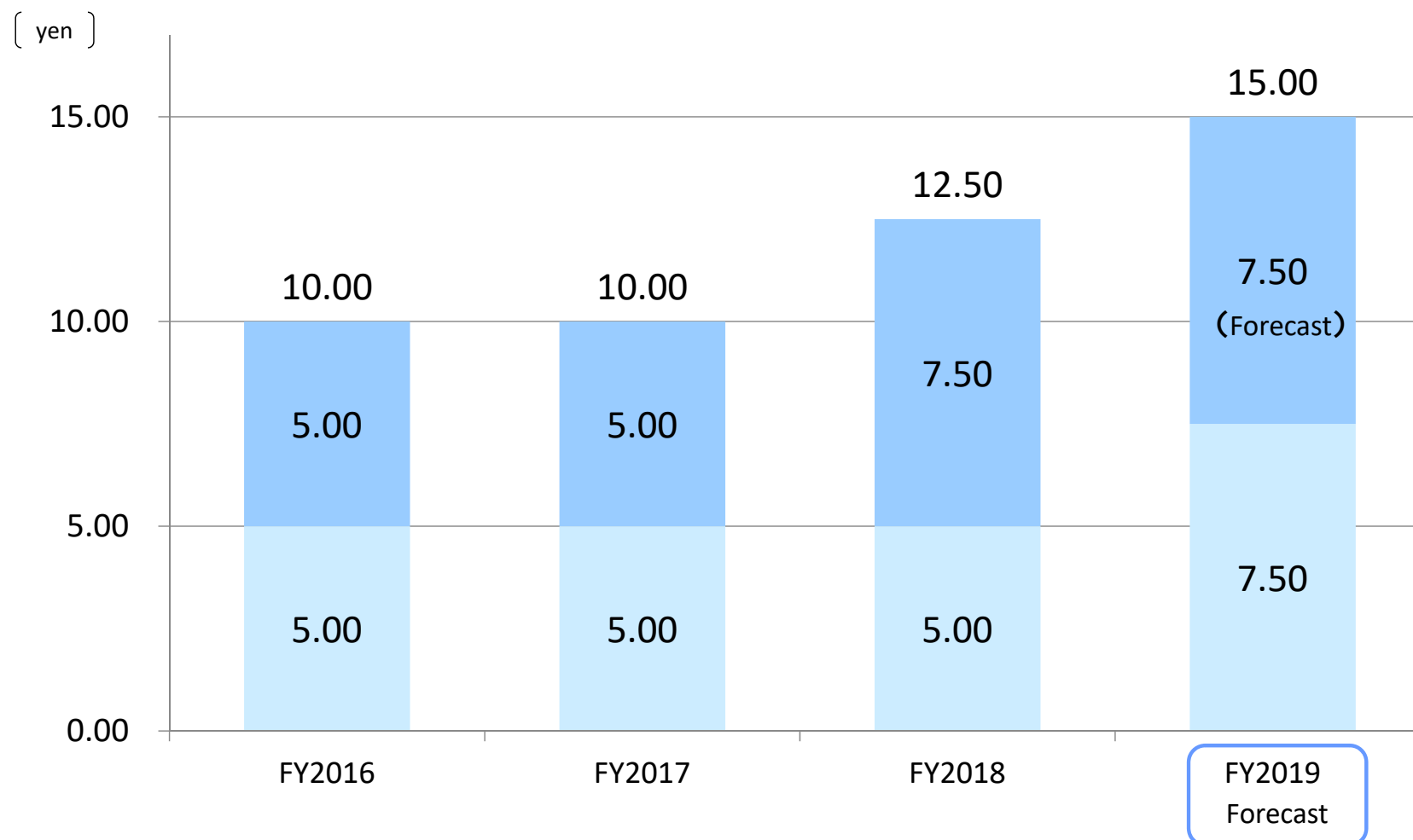
※ The above amount shows the total cost of research and development activities, and includes expenses related to improvement and application etc. of existing products. "Research and development investment" for SG & A in each fiscal year are 2,413 million yen in FY2017, 2,330 million yen in FY2018, and 2,552 million yen in FY2019.



Dividends (Forecast for the FY2019)



Dividend record and current term forecast





Thank you

