



Financial Result for the Third Quarter of the Fiscal Year Ended March 2018

MIMAKI ENGINEERING CO., LTD

February , 2018



UCJV300-160



Mimaki
3D Printer

3DUJ-553



UJF-3042 MkII



UJF-6042 MkII



Code:6638

Listed on the first section of
the Tokyo Stock Exchange

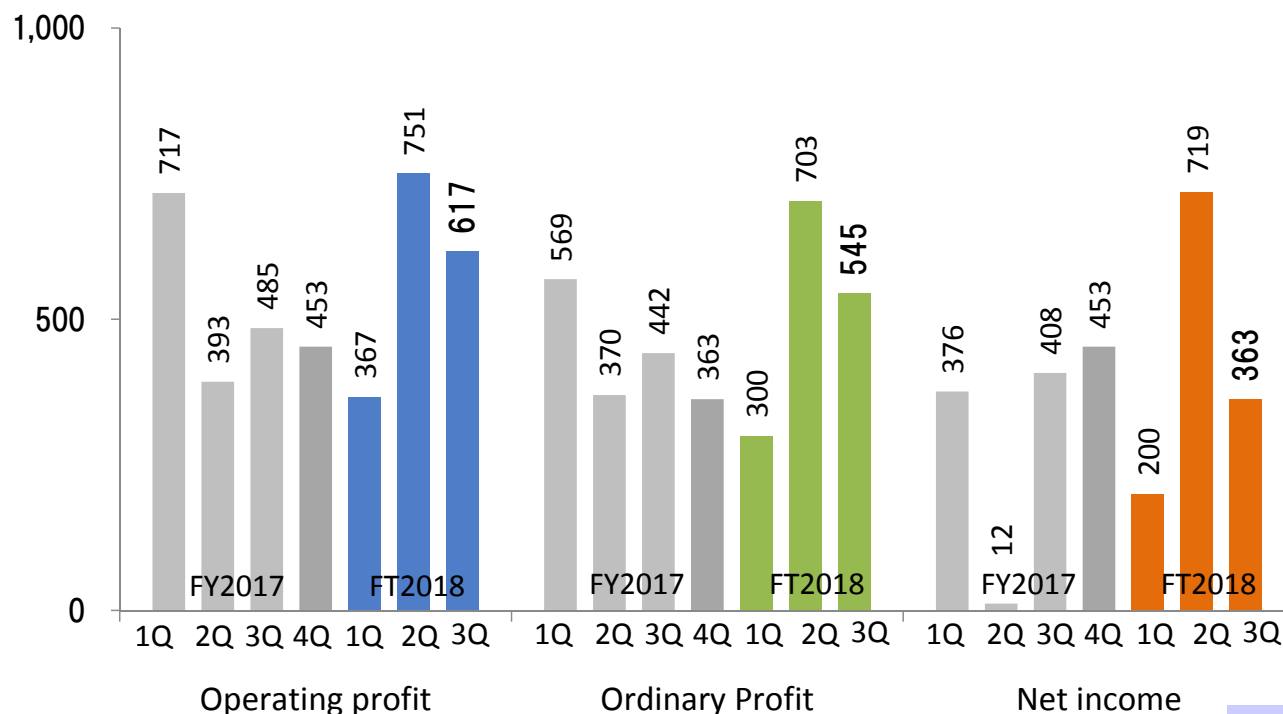
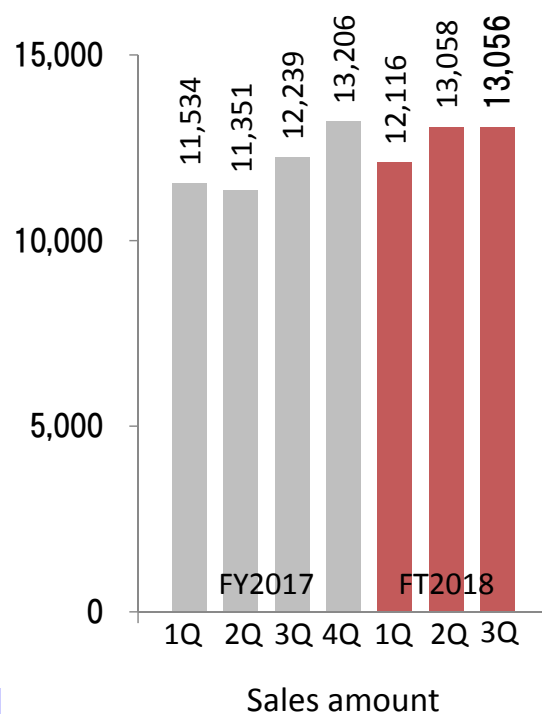
Financial Results for the Third Quarter of the Fiscal Year ending March 31, 2018



Consolidated Financial Highlights



Currency unit: million JPY	Fiscal Year 2017			Fiscal Year 2018							
	1-2Q	3Q	1-3Q	1-2Q	Increase and decrease ratio	3Q	Increase and decrease ratio	1-3Q	Increase and decrease ratio	sales ratio	
Sales amount	22,885	12,239	35,125	25,174	10.0%	13,056	6.7%	38,231	8.8%	-	
Operating profit	1,110	485	1,595	1,119	0.8%	617	27.2%	1,736	8.8%	4.5%	
Ordinary Profit	939	442	1,382	1,004	6.8%	545	23.2%	1,549	12.1%	4.1%	
Net income	388	408	796	920	137.0%	363	Δ10.9%	1,284	61.2%	3.4%	
Currency exchange rate (Yearly average)	USD	JPY105.33	JPY109.35	JPY106.67	JPY111.07	5.4%	JPY112.98	3.3%	JPY111.71	4.7%	-
	EURO	JPY118.21	JPY117.82	JPY118.08	JPY126.29	6.8%	JPY133.01	12.9%	JPY128.53	8.8%	-

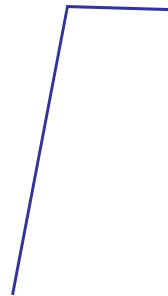


Factors affecting operating income

(Third Quarter of the FY3/17 vs Third Quarter of the FY3/18)



(Currency unit: million JPY)



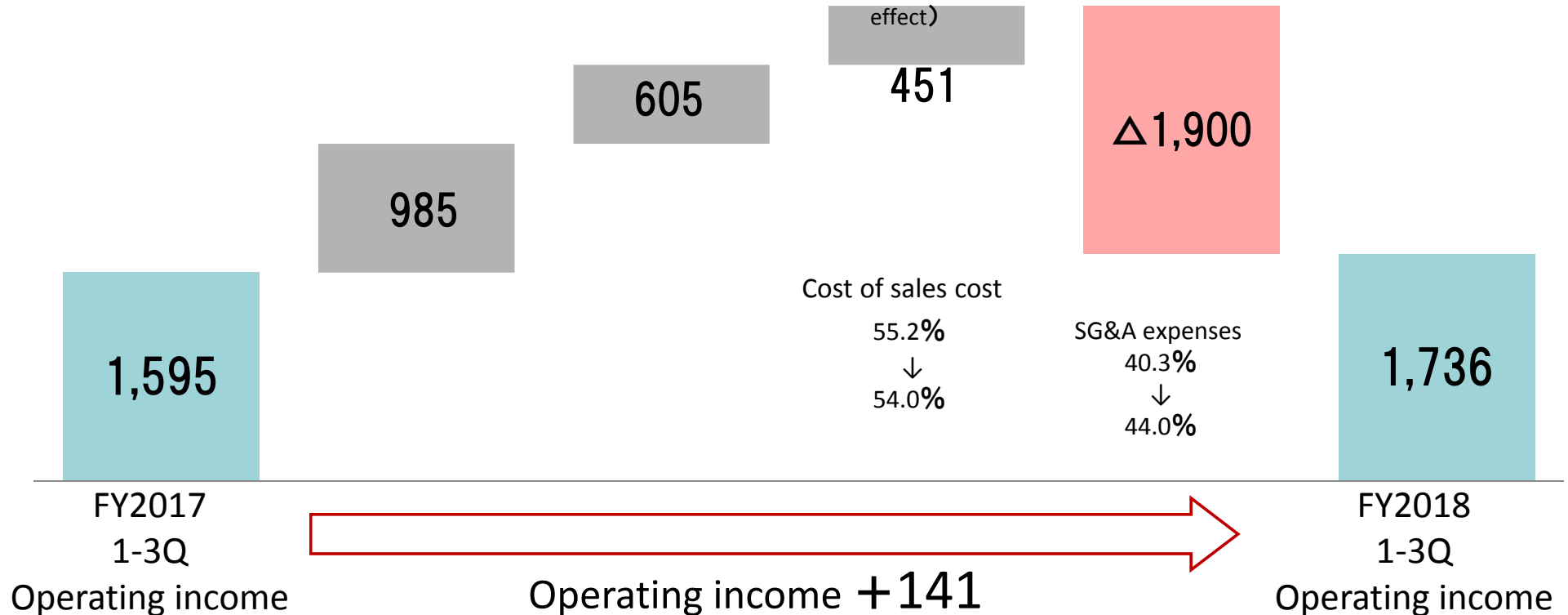
【Influence amount by currency】

USD/JPY106.67	→	JPY111.71	+202
EUR/JPY118.08	→	JPY128.53	+734
Others(BRL,CNY,etc)			+49
Total			+985

【Exchange impact on sales, cos and operating profit】

Sales 1,756 - Cost of sales 335 - SG&A 436 = Operating income 985

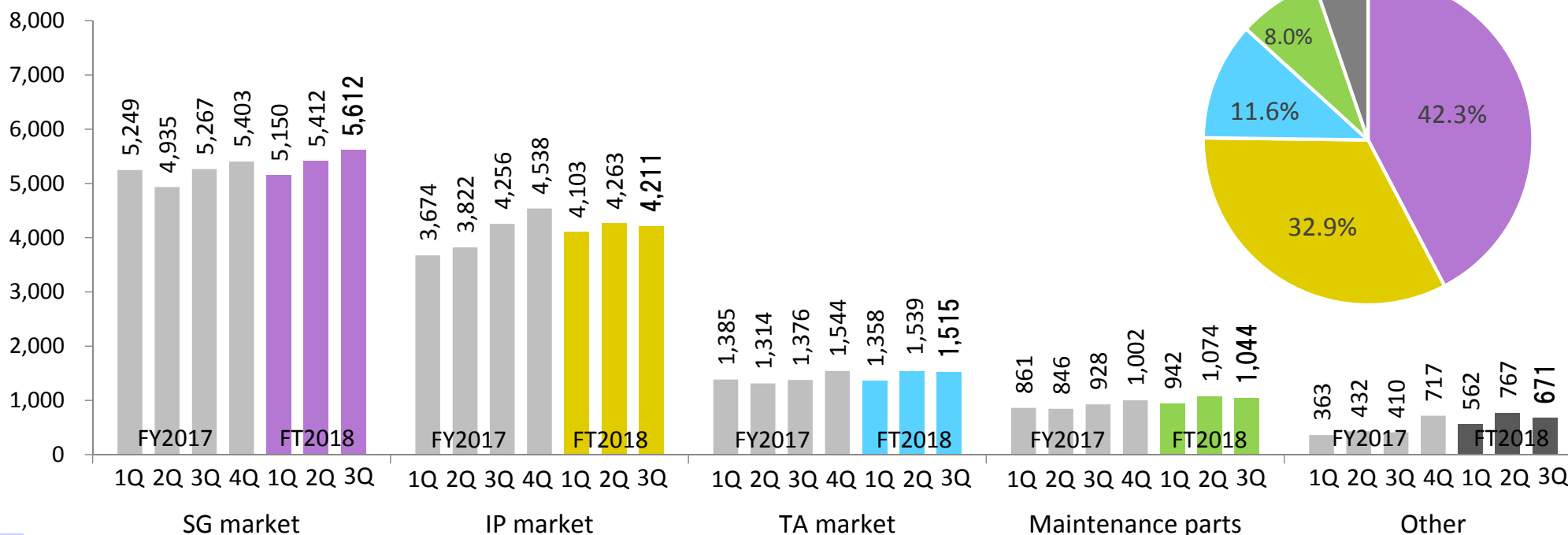
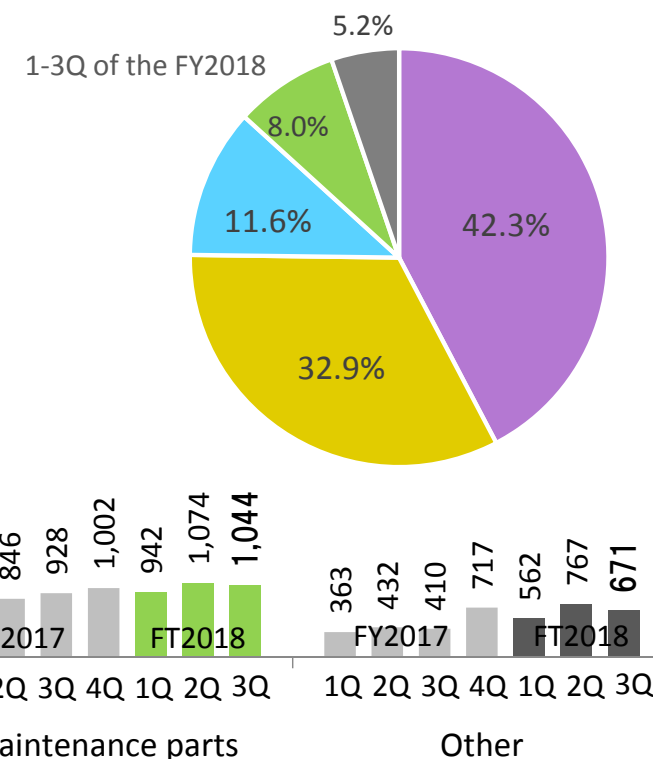
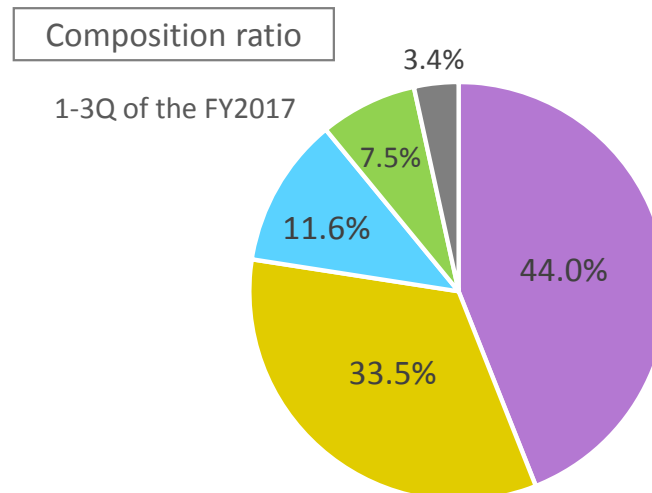
- ① Foreign exchange
impact amount
Revenue increase
- ② Revenue increase
(Excluding exchange effect)
- ③ Improve cost of
sales ratio
(Excluding exchange
effect)
- ④ Increase SG&A
(Excluding exchange effect)



Sales Amount of Each Market

(Third Quarter of the FY2018)

Currency unit: million JPY	Fiscal Year 2017		Fiscal Year 2018		
	1-3Q	Composition ratio	1-3Q	Composition ratio	Increase and decrease ratio
SG market	15,451	44.0%	16,175	42.3%	4.7%
IP market	11,753	33.5%	12,578	32.9%	7.0%
TA market	4,076	11.6%	4,413	11.6%	8.3%
Maintenance parts	2,636	7.5%	3,061	8.0%	16.1%
Other	1,207	3.4%	2,001	5.2%	65.9%
Total	35,125	100.0%	38,231	100.0%	8.8%

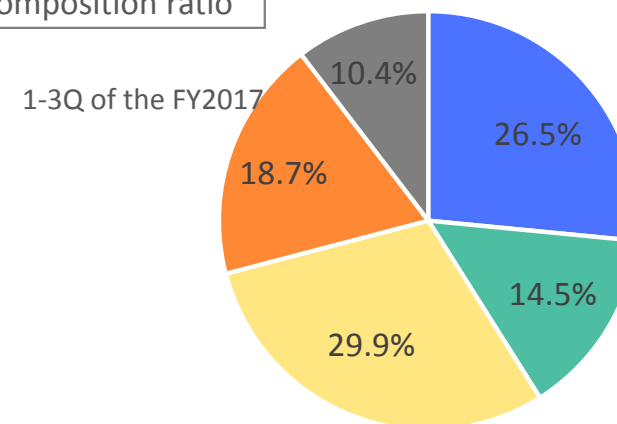


Sales Amount of Each Product Category

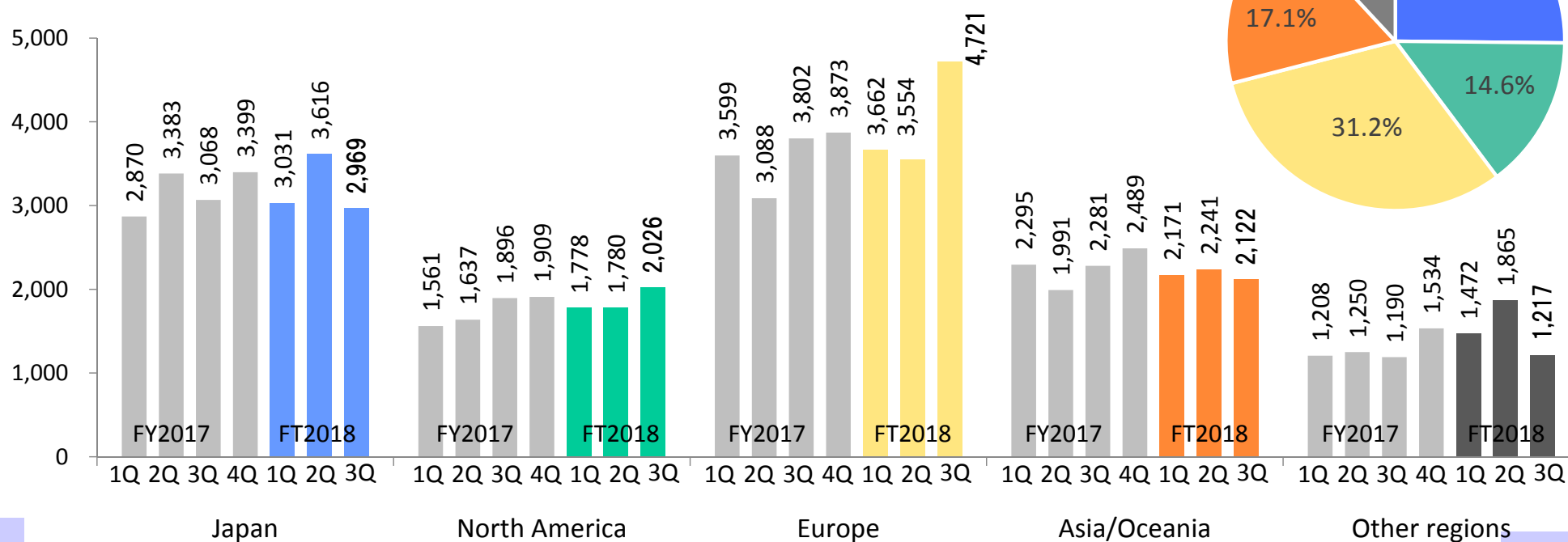
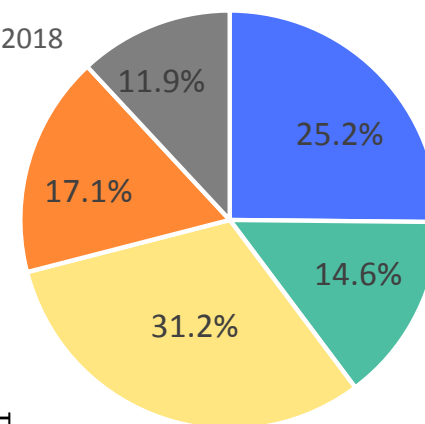
(Third Quarter of the FY2018)

Currency unit: million JPY	Fiscal Year 2017		Fiscal Year 2018		
	1-3Q	Composition ratio	1-3Q	Composition ratio	Increase and decrease ratio
Japan	9,322	26.5%	9,617	25.2%	3.2%
North America (Local currency/\$)	5,094 (47.7M)	14.5%	5,585 (49.9M)	14.6%	9.6%
Europe (Local currency/€)	10,490 (88.8M)	29.9%	11,938 (92.6M)	31.2%	13.8%
Asia/Oceania	6,567	18.7%	6,535	17.1%	Δ0.5%
Other regions	3,649	10.4%	4,555	11.9%	24.8%
Total	35,125	100.0%	38,231	100.0%	8.8%

Composition ratio



1-3Q of the FY2018



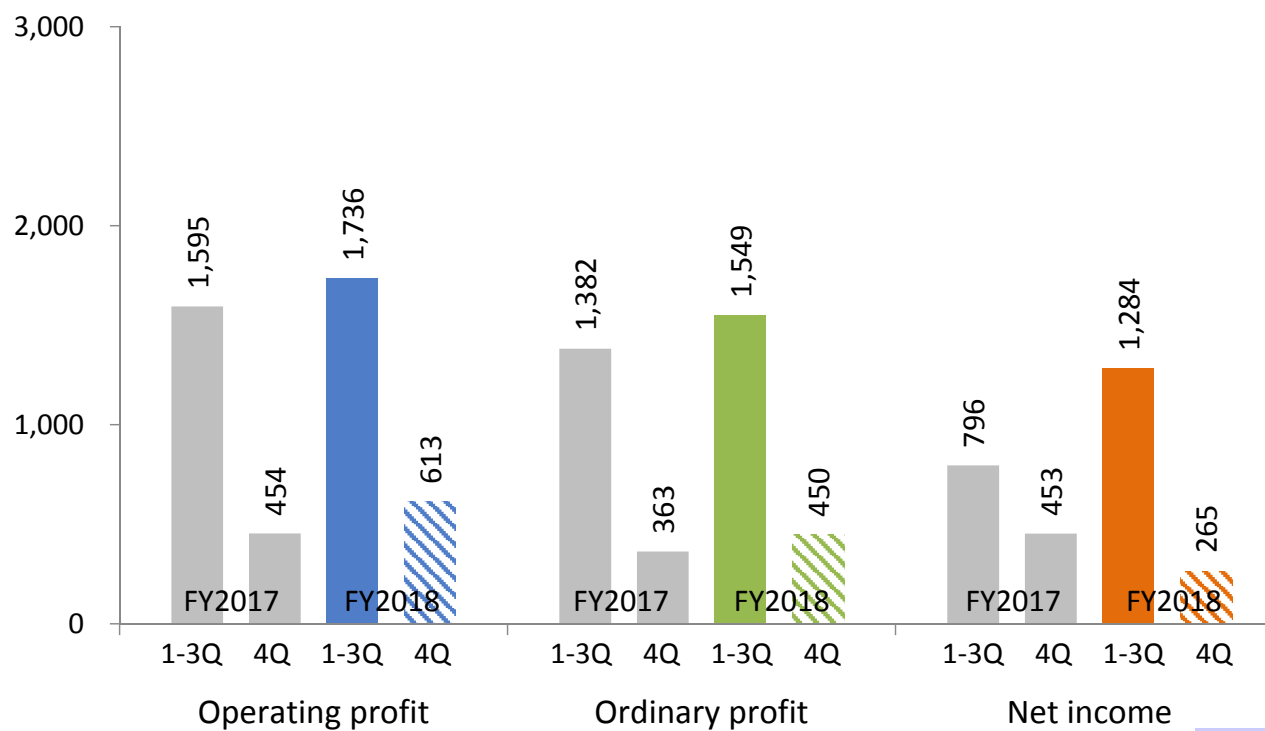
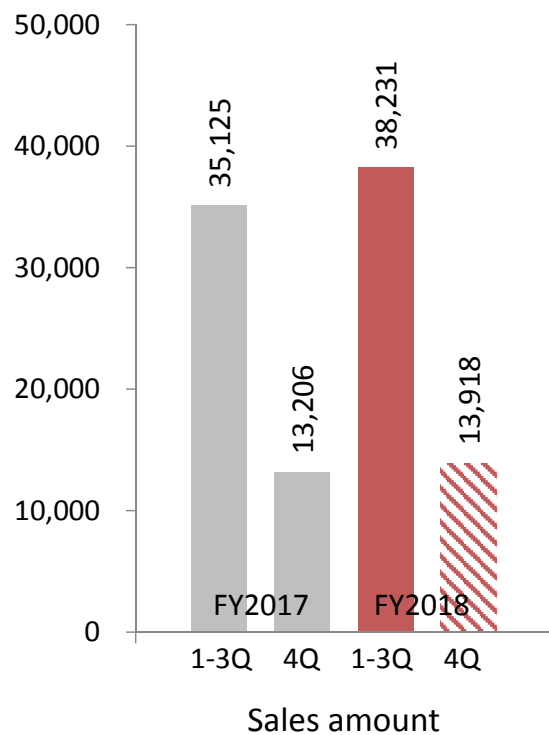
Forecast for the Fiscal Year ending March 31, 2018



Consolidated Financial Highlights (Prediction for the FY2018)



Currency unit: million JPY	Fiscal Year 2017			Fiscal Year 2018							
	1-3Q	4Q	Fiscal year	1-3Q	Increase and decrease ratio	4Q	Increase and decrease ratio	Fiscal year	Increase and decrease ratio	Sales ratio	
■ Sales amount	35,125	13,206	48,331	38,231	8.8%	13,918	5.4%	52,150	7.9%	-	
■ Operating profit	1,595	454	2,049	1,736	8.8%	613	35.2%	2,350	14.7%	4.5%	
■ Ordinary profit	1,382	363	1,746	1,549	12.1%	450	23.9%	2,000	14.5%	3.8%	
■ Net income	796	453	1,250	1,284	61.2%	265	Δ41.5%	1,550	24.0%	3.0%	
Currency exchange rate (Yearly average)	USD	JPY106.67	JPY113.64	JPY108.41	JPY111.71	4.7%	JPY107.25	Δ5.6%	JPY110.59	2.0%	-
	EURO	JPY118.08	JPY121.08	JPY118.83	JPY128.53	8.8%	JPY120.42	Δ0.5%	JPY126.50	6.5%	-



Factors affecting operating income

Currency unit:
Million JPY

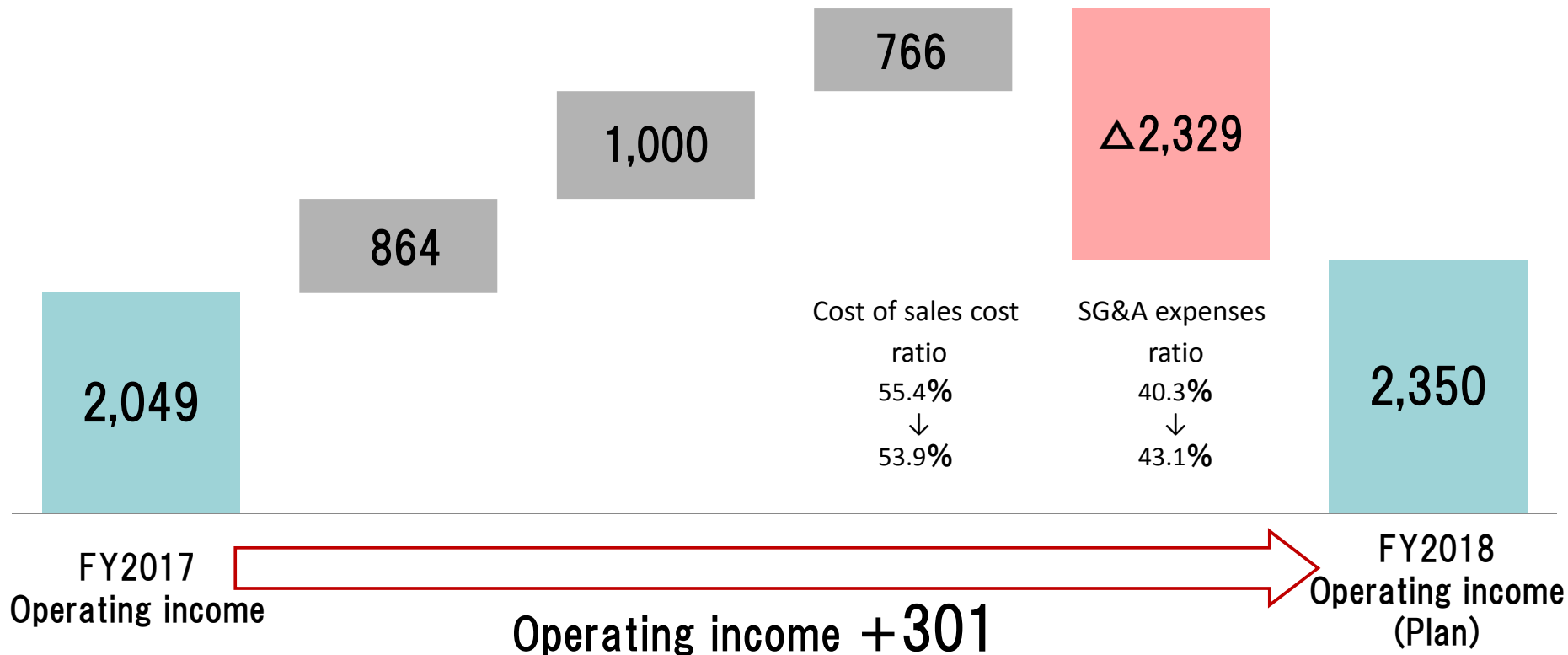
【Influence amount by currency】

USD/JPY108.41 → JPY110.59	+126
EUR/JPY118.83 → JPY126.50	+743
Others (BRL, CNY, etc.)	△5
Total	+864

【Exchange impact on sales, cos and operating profit】

Sales 1,574 - Cost of sales 332 - SG&A 378 = Operating income 864

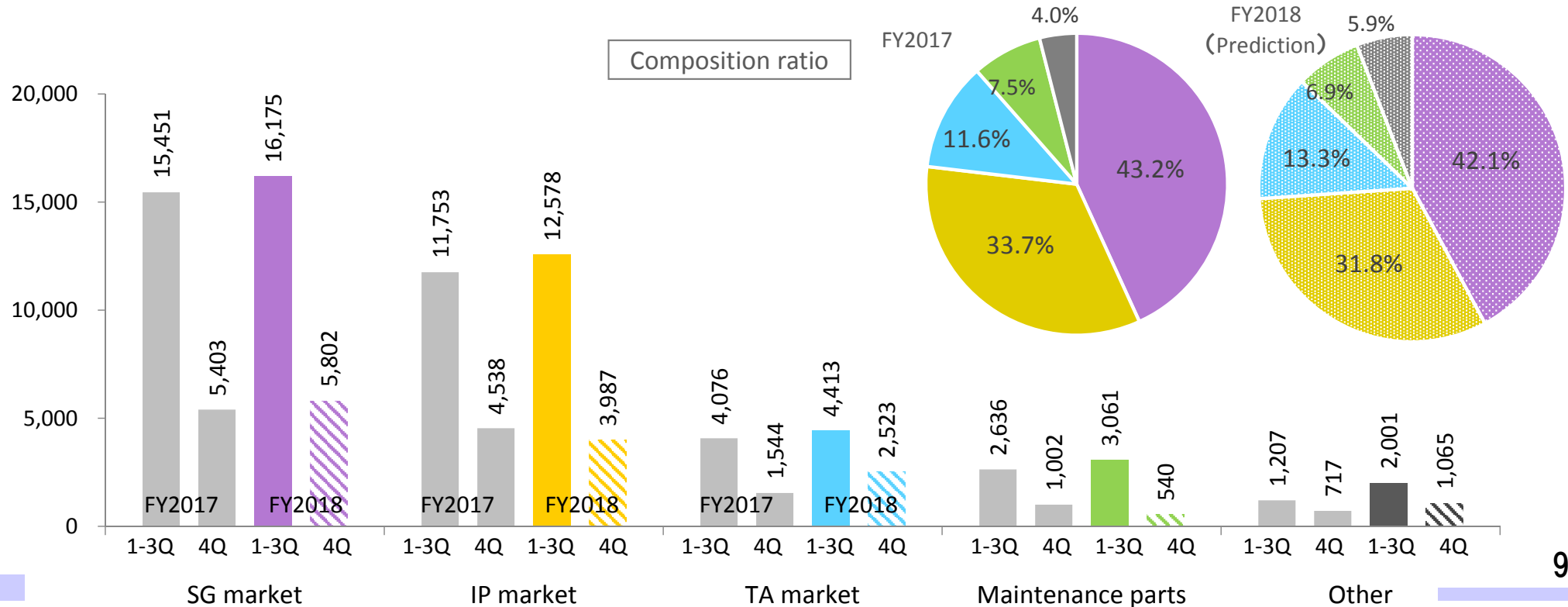
- ① Foreign exchange impact amount (Excluding exchange effect) Revenue increase
 ② Revenue increase
 ③ Improve cost of sales ratio (Excluding exchange effect)
 ④ Increase SG&A (Excluding exchange effect)



Sales Amount of Each Market (Prediction for the FY2018)



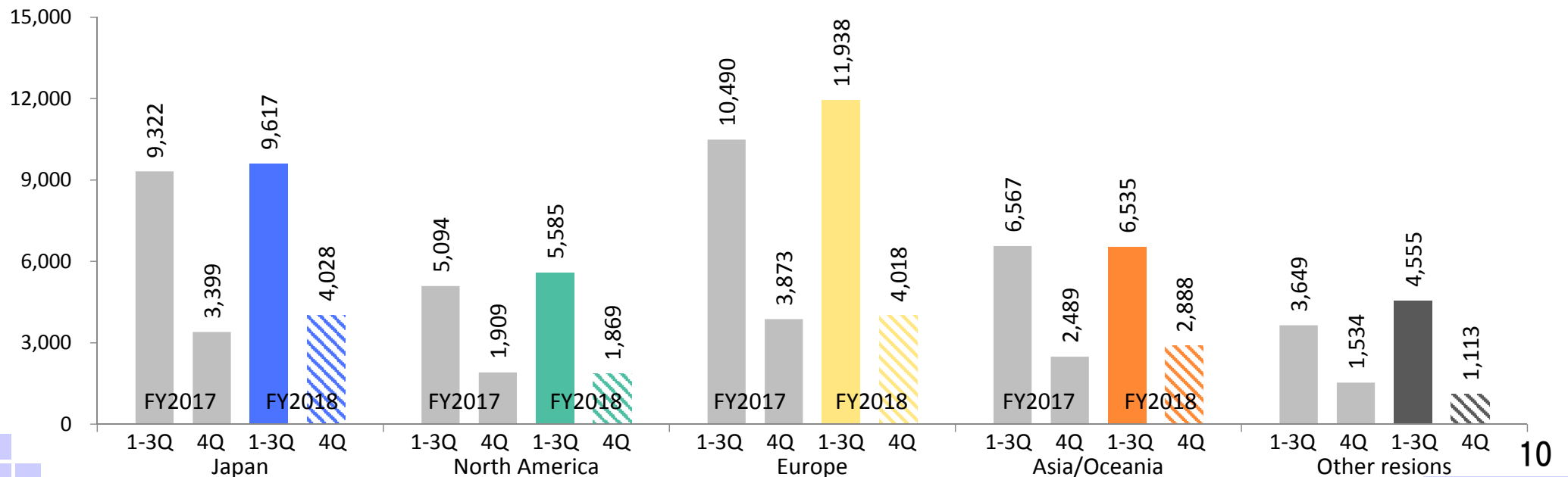
Currency unit: million JPY	Fiscal Year 2017			Fiscal Year 2018					
	1-3Q	4Q	Fiscal year	1-3Q	Increase and decrease ratio	4Q	Increase and decrease ratio	Fiscal year	Increase and decrease ratio
SG market	15,451	5,403	20,855	16,175	4.7%	5,802	7.4%	21,977	5.4%
IP market	11,753	4,538	16,292	12,578	7.0%	3,987	Δ12.1%	16,566	1.7%
TA market	4,076	1,544	5,620	4,413	8.3%	2,523	63.4%	6,936	23.4%
Maintenance parts	2,636	1,002	3,639	3,061	16.1%	540	Δ46.1%	3,601	Δ1.0%
Other	1,207	717	1,924	2,001	65.9%	1,065	48.6%	3,067	59.4%
Total	35,125	13,206	48,331	38,231	8.8%	13,918	5.4%	52,150	7.9%



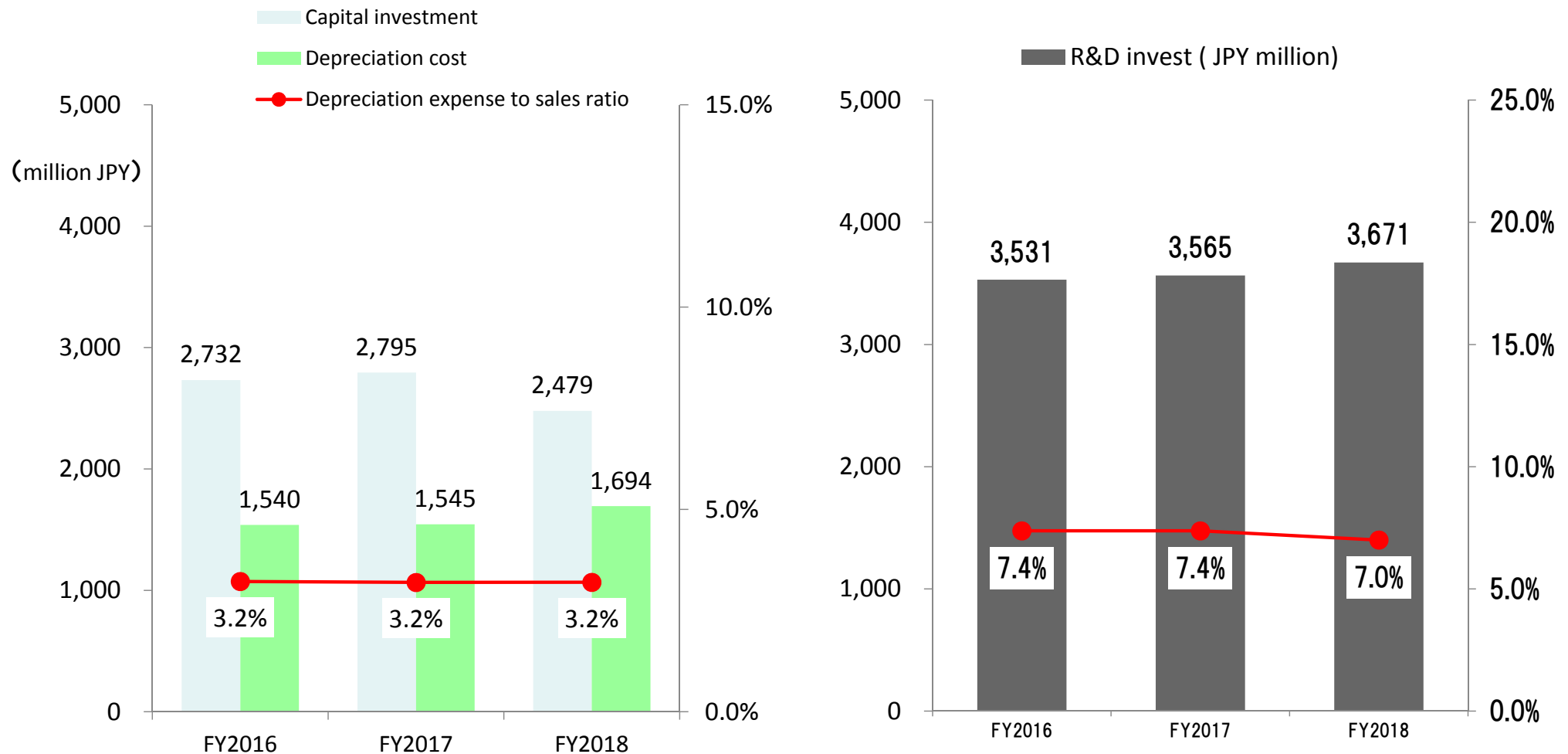
Sales Amount of Each Region (Prediction for the FY2018)



Currency unit : million JPY	Fiscal Year 2017				Fiscal Year 2018						
	1-3Q	4Q	Fiscal year	Composition ratio	1-3Q	increase and decrease ratio	4Q	increase and decrease ratio	Fiscal year	increase and decrease ratio	Composition ratio
Japan	9,322	3,399	12,722	26.3%	9,617	3.2%	4,028	18.5%	13,645	7.3%	26.1%
North America (Local currency/\$)	5,094 (47.7M)	1,909 (16.8M)	7,004 (64.6M)	14.5%	5,585 (49.9M)	9.6%	1,869 (17.4M)	Δ2.1%	7,454 (67.4M)	6.4%	14.3%
Europe (Local currency/€)	10,490 (88.8M)	3,873 (32.0M)	14,364 (120.8M)	29.7%	11,938 (92.6M)	13.8%	4,018 (33.5M)	3.7%	15,957 (126.1M)	11.1%	30.6%
Asia/Oceania	6,567	2,489	9,057	18.8%	6,535	Δ0.5%	2,888	16.0%	9,423	4.0%	18.1%
Other regions	3,649	1,534	5,183	10.7%	4,555	24.8%	1,113	Δ27.4%	5,669	9.4%	10.9%
Total	35,125	13,206	48,331	100.0%	38,231	8.8%	13,918	5.4%	52,150	7.9%	100.0%



Capital Expenditures, Depreciation, R&D invest



※ Main capital investment(FY 3/18)

- Core system JPY337M
- Production facility JPY310M
- Demonstration machine(subsidiary) JPY224M
- Mold JPY211M

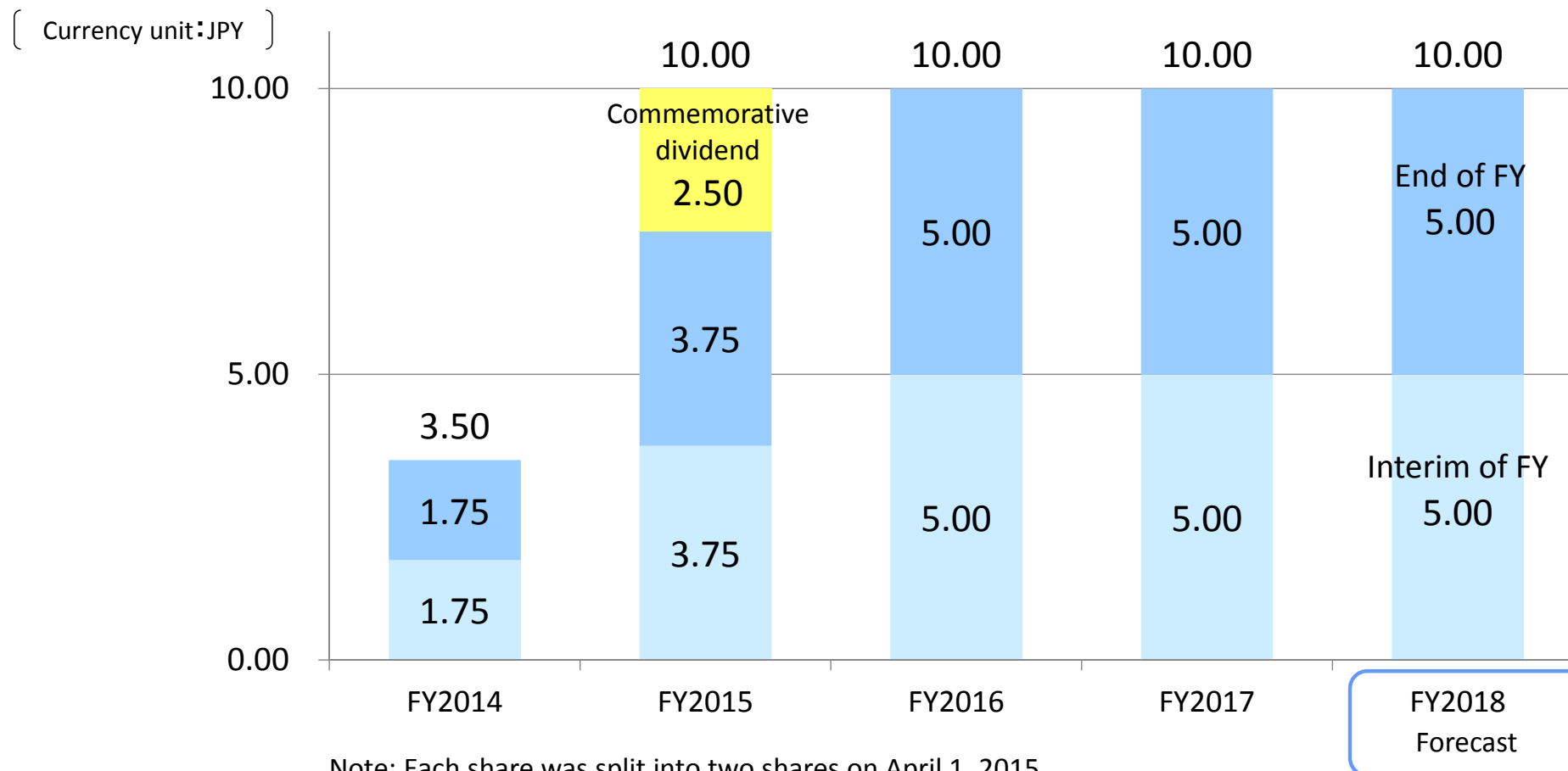
※ The above amount shows the total cost of research and development activities, and includes expenses related to improvement and application etc. of existing products. "Research and development expenses" for SG & A expenses in each fiscal year are 2,318 million yen in FY3 / 16, 2,413 million yen in FY3 / 3, and 2,482 million yen in FY08 / 3.



Dividends (Prediction for the FY2018)

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.



Note: Each share was split into two shares on April 1, 2015.

In the graph above, in order to make comparison with the past easier to understand, it is displayed considering the stock split.



Thank you

