

Tsugami Corporation Financial data. Briefing on Financial Statements for the First Half of the Year Ending March 2016

November 12, 2015

Million yen (Figures are rounded down to the nearest one million yen.)

	Full-year			Six-month					Quarter								
	FY2015/3 Actual	FY2016/3		FY2015/3 Actual		FY2016/3					FY2015/3 Actual				FY2016/3 Actual		
		Initial forecasts (May 13, 2015)	Revised forecast (Nov 12, 2015)	1H	2H	1H forecasts (May 13, 2015)	1H Actual	YoY (%)	2H forecasts (May 13, 2015)	2H forecasts (Nov 12, 2015)	1Q	2Q	3Q	4Q	1Q	2Q	YoY (%)
Net sales	54,132	54,000	42,000	29,703	24,429	26,000	21,141	-28.8%	28,000	20,859	12,670	17,033	12,247	12,182	11,892	9,249	-45.7%
Gross profit	14,241	-	-	8,034	6,207	-	5,213	-35.1%	-	-	3,409	4,625	3,302	2,905	3,020	2,193	-52.6%
Gross profit margin	26.3%	-	-	27.0%	25.4%	-	24.7%	-	-	-	26.9%	27.2%	27.0%	23.8%	25.4%	23.7%	-
Operating income	7,253	7,500	3,000	4,756	2,497	3,600	1,321	-72.2%	3,900	1,679	1,903	2,853	1,348	1,149	908	413	-85.5%
Operating income margin	13.4%	13.9%	7.1%	16.0%	10.2%	13.8%	6.2%	-	13.9%	8.0%	15.0%	16.7%	11.0%	9.4%	7.6%	4.5%	-
Ordinary income	7,745	7,000	2,500	4,877	2,868	3,400	848	-82.6%	3,600	1,652	1,676	3,201	1,867	1,001	974	-126	-
Ordinary income margin	14.3%	13.0%	6.0%	16.4%	11.7%	13.1%	4.0%	-	12.9%	7.9%	13.2%	18.8%	15.2%	8.2%	8.2%	-1.4%	-
Net income	5,297	4,800	1,800	3,405	1,892	2,300	679	-80.1%	2,500	1,121	1,094	2,311	1,191	701	721	-42	-
Net income margin	9.8%	8.9%	4.3%	11.5%	7.7%	8.8%	3.2%	-	8.9%	5.4%	8.6%	13.6%	9.7%	5.8%	6.1%	-0.5%	-
Net income per share	74.37	70.27	26.75	47.21	27.16	33.62	10.05	-78.7%	36.65	16.70	15.17	32.04	16.88	10.28	10.58	-0.63	-

CNY/JPY 19.36 yen

17.73 yen 19.36 yen

18.96 yen

16.32 yen 17.73 yen 19.35 yen 19.36 yen 19.73 yen 18.96 yen

Reportable segment (which are the areas where Group companies are located.)

		Six-month		Six-month		Quarter						
		1H	2H	1H Actual	YoY (%)	1Q	2Q	3Q	4Q	1Q	2Q	YoY (%)
Net sales to external customers	54,132	29,703	24,429	21,141	-28.8%	12,670	17,033	12,247	12,182	11,892	9,249	-45.7%
Japan	23,758	11,451	12,307	12,330	+7.7%	5,468	5,983	5,760	6,547	6,410	5,920	-1.1%
China	29,249	17,736	11,513	8,023	-54.8%	6,906	10,830	6,089	5,424	4,971	3,052	-71.8%
South Korea	1,124	515	609	787	+52.8%	294	221	398	211	511	276	+24.9%
Segment income	7,253	4,756	2,497	1,321	-72.2%	1,903	2,853	1,348	1,149	908	413	-85.5%
Japan	1,485	775	710	328	-57.7%	334	441	170	540	335	-7	-
China	5,749	4,064	1,685	994	-75.5%	1,682	2,382	1,192	493	491	503	-78.9%
South Korea	24	20	4	61	+205.0%	25	-5	9	-5	60	1	-
Adjustment of unrealized	-5	-104	99	-63	-	-138	34	-22	121	20	-83	-

Net sales by Geographic category

		Six-month		Six-month		Quarter						
		1H	2H	1H Actual	YoY (%)	1Q	2Q	3Q	4Q	1Q	2Q	YoY (%)
Asia	37,451	22,300	15,151	12,132	-45.6%	9,446	12,854	8,218	6,933	7,440	4,692	-63.5%
America	3,172	1,445	1,727	2,089	+44.6%	719	726	709	1,018	1,075	1,014	+39.7%
Europe	3,794	1,844	1,950	1,533	-16.9%	887	957	815	1,135	810	723	-24.5%
Overseas net sales	44,419	25,590	18,829	15,755	-38.4%	11,054	14,536	9,742	9,087	9,326	6,429	-55.8%
Japan	9,712	4,113	5,599	5,386	+31.0%	1,615	2,498	2,505	3,094	2,566	2,820	+12.9%

Net sales, of total

		Six-month		Six-month		Quarter						
		1H	2H	1H Actual	YoY (%)	1Q	2Q	3Q	4Q	1Q	2Q	YoY (%)
Asia	69.2%	75.1%	62.0%	57.4%		74.5%	75.5%	67.1%	56.9%	62.6%	50.7%	
America	5.9%	4.9%	7.1%	9.9%		5.7%	4.3%	5.8%	8.4%	9.0%	11.0%	
Europe	7.0%	6.2%	8.0%	7.2%		7.0%	5.6%	6.7%	9.3%	6.8%	7.8%	
Overseas net sales	82.1%	86.2%	77.1%	74.5%		87.2%	85.3%	79.5%	74.6%	78.4%	69.5%	
Japan	17.9%	13.8%	22.9%	25.5%		12.8%	14.7%	20.5%	25.4%	21.6%	30.5%	

Net sales by machinery category

		Six-month		Six-month		Quarter						
		1H	2H	1H Actual	YoY (%)	1Q	2Q	3Q	4Q	1Q	2Q	YoY (%)
Automatic lathes	44,150	26,606	17,544	16,610	-37.6%	11,468	15,138	9,366	8,178	9,036	7,574	-50.0%
Grinding machines	3,222	1,433	1,789	1,910	+33.2%	486	947	898	891	889	1,021	+7.8%
Machining centers	1,536	712	824	344	-51.6%	427	285	722	102	232	112	-60.7%
Rolling machines and specialized machines	4,914	781	4,133	2,143	+174.5%	215	566	1,195	2,938	1,665	478	-15.5%
Other	307	170	137	132	-22.3%	72	98	65	72	69	63	-35.7%

Net sales, of total

		Six-month		Six-month		Quarter						
		1H	2H	1H Actual	YoY (%)	1Q	2Q	3Q	4Q	1Q	2Q	YoY (%)
Automatic lathes	81.6%	89.6%	71.8%	78.6%		90.5%	88.9%	76.5%	67.1%	76.0%	81.9%	
Grinding machines	5.9%	4.8%	7.3%	9.0%		3.8%	5.6%	7.3%	7.3%	7.5%	11.0%	
Machining centers	2.8%	2.4%	3.4%	1.6%		3.4%	1.7%	5.9%	0.8%	1.9%	1.2%	
Rolling machines and specialized machines	9.1%	2.6%	16.9%	10.2%		1.7%	3.3%	9.8%	24.1%	14.0%	5.2%	
Other	0.6%	0.6%	0.6%	0.6%		0.6%	0.6%	0.5%	0.6%	0.6%	0.7%	