

Tsugami Corporation Financial data. Briefing on Financial Statements for the First Half of the Year Ending March 2018

November 13, 2017

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

	Full-year			Six-month					Quarter								
	FY2017/3 Actual	FY2018/3		FY2017/3 Actual		FY2018/3			FY2017/3 Actual				FY2018/3 Actual				
			Initial forecasts (May 12, 2017)	Revised forecast (Nov 13, 2017)	1H	2H	1H forecasts (May 12, 2017)	1H Actual	YoY (%)	2H forecasts (May 12, 2017)	2H forecasts (Nov 13, 2017)	1Q	2Q	3Q	4Q	1Q	2Q
Net sales	41,050	45,000	52,000	18,401	22,649	24,000	27,376	+48.8%	21,000	24,624	8,665	9,736	12,087	10,562	12,746	14,630	+50.3%
Gross profit	9,631	-	-	4,565	5,066	-	7,129	+56.2%	-	-	2,134	2,431	2,502	2,564	3,412	3,717	+52.9%
Gross profit margin	23.5%	-	-	24.8%	22.4%	-	26.0%	-	-	-	24.6%	25.0%	20.7%	24.3%	26.8%	25.4%	-
Operating income	3,083	4,500	6,000	1,452	1,631	2,700	3,347	+130.5%	1,800	2,653	598	854	625	1,006	1,551	1,796	+110.3%
Operating income margin	7.5%	10.0%	11.5%	7.9%	7.2%	11.3%	12.2%	-	8.6%	10.8%	6.9%	8.8%	5.2%	9.5%	12.2%	12.3%	-
Ordinary income	2,848	4,300	5,600	1,057	1,791	2,500	2,966	+180.4%	1,800	2,634	267	790	1,047	744	1,533	1,433	+81.4%
Ordinary income margin	6.9%	9.6%	10.8%	5.7%	7.9%	10.4%	10.8%	-	8.6%	10.7%	3.1%	8.1%	8.7%	7.0%	12.0%	9.8%	-
Net income	2,630	2,900	-	730	1,900	1,700	2,296	+214.6%	-	-	149	581	1,381	519	1,357	939	+61.6%
Net income attributable to non-controlling interests	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net income attributable to owners of parent	2,630	2,900	3,600	730	1,900	1,700	2,296	+214.6%	1,200	1,304	149	581	1,381	519	1,357	939	+61.6%
Net income attributable to owners of parent margin	6.4%	6.4%	6.9%	4.0%	8.4%	7.1%	8.4%	-	5.7%	5.3%	1.7%	6.0%	11.4%	4.9%	10.6%	6.4%	-
Net income per share	41.91	48.27	64.39	11.39	30.96	28.30	39.62	+247.8%	19.97	24.77	2.30	9.99	22.30	8.52	22.84	16.56	+65.8%

CNY/JPY	16.28 yen
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15.14 yen	16.28 yen
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16.98 yen

15.46 yen	15.14 yen	16.76 yen	16.28 yen	16.47 yen	16.98 yen
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Reportable segment (which are the areas where Group companies are located.)

	FY2017/3 Actual	FY2018/3 Actual	FY2018/3 YoY (%)	1Q	2Q	3Q	4Q	YoY (%)
Net sales to external customers	41,050	27,376	+48.8%	8,665	9,736	12,087	10,562	+50.3%
Japan	21,876	12,291	+11.6%	5,112	5,906	5,407	5,451	+18.2%
China	17,905	14,352	+114.7%	3,148	3,538	6,413	4,806	+104.5%
South Korea	1,268	732	+5.2%	404	292	267	305	+42.1%
Segment income	3,083	3,347	+130.5%	598	854	625	1,006	+110.3%
Japan	233	676	+114.6%	-38	353	-130	48	+47.0%
China	2,938	2,610	+124.4%	628	535	849	926	+130.8%
South Korea	78	65	+282.4%	13	4	19	21	+1000.0%
Adjustment of unrealized income	-166	-5	-	-3	-40	-113	-10	-2

Net sales by Geographic category

	FY2017/3 Actual	FY2018/3 Actual	FY2018/3 YoY (%)	1Q	2Q	3Q	4Q	YoY (%)
Asia	24,267	18,209	+85.8%	4,714	5,087	8,102	6,364	+86.6%
America	3,173	1,571	-11.2%	976	794	668	735	+13.4%
Europe	3,303	1,844	-0.6%	811	1,044	630	818	-2.1%
Overseas net sales	30,744	21,625	+61.1%	6,501	6,925	9,401	7,917	+64.9%
Japan	10,305	5,751	+15.6%	2,164	2,810	2,687	2,644	+14.3%

Net sales, of total

	FY2017/3 Actual	FY2018/3 Actual	FY2018/3 YoY (%)	1Q	2Q	3Q	4Q	YoY (%)
Asia	59.1%	66.5%		54.4%	52.2%	67.0%	60.3%	68.4%
America	7.7%	5.8%		11.3%	8.2%	5.5%	7.0%	5.3%
Europe	8.1%	6.7%		9.3%	10.7%	5.2%	7.7%	6.4%
Overseas net sales	74.9%	79.0%		75.0%	71.1%	77.8%	75.0%	80.1%
Japan	25.1%	21.0%		25.0%	28.9%	22.2%	25.0%	19.9%

Net sales by machinery category

	FY2017/3 Actual	FY2018/3 Actual	FY2018/3 YoY (%)	1Q	2Q	3Q	4Q	YoY (%)
Automatic lathes	34,217	22,315	+47.8%	7,211	7,886	10,052	9,068	+48.6%
Grinding machines	3,332	1,823	+13.6%	659	946	1,033	694	+30.4%
Machining centers	500	227	-30.7%	265	63	111	61	+44.4%
Rolling machines and specialized machines	2,723	2,855	+131.1%	462	773	829	659	+94.8%
Other	277	154	+14.1%	66	69	62	80	+20.3%

Net sales, of total

	FY2017/3 Actual	FY2018/3 Actual	FY2018/3 YoY (%)	1Q	2Q	3Q	4Q	YoY (%)
Automatic lathes	83.4%	81.5%		83.2%	81.0%	83.2%	85.9%	83.1%
Grinding machines	8.1%	6.7%		7.6%	9.7%	8.5%	6.6%	4.6%
Machining centers	1.2%	0.8%		3.1%	0.6%	0.9%	0.6%	1.1%
Rolling machines and specialized machines	6.6%	10.4%		5.3%	7.9%	6.9%	6.2%	10.6%
Other	0.7%	0.6%		0.8%	0.7%	0.5%	0.8%	0.6%