

Consolidated Results for the Third Quarter of FY2020 (Dec. 2019 to Aug. 2020)

Consolidated Financial Results and Forecast

(Million JPY)

	FY2019			FY2020		
	1 H	3 Q	Full Year	1 H	3 Q	Full Year Forecast
Net Sales	127,165	187,297	249,077	103,792	148,782	196,000
Operating Income	7,481	10,616	13,348	2,636	4,170	5,800
Ordinary Income	6,604	9,527	12,241	1,606	3,041	4,300
Net Income	4,212	6,309	8,245	445	1,072	1,800
Exchange Rate (USD)	JPY 110	JPY 107	JPY 109	JPY 108	JPY 107	JPY 107
(EUR)	JPY 125	JPY 120	JPY 122	JPY 119	JPY 120	JPY 120
(RMB)	JPY 16.3	JPY 15.4	JPY 15.8	JPY 15.4	JPY 15.3	JPY 15.3
Cash Dividends	JPY 100			JPY 50		

Quarterly Results (Million JPY)

FY2020		
1 Q	2 Q	3 Q
56,290	47,501	44,989
2,283	352	1,533
1,921	-314	1,434
1,033	-587	626
JPY 109	JPY 107	JPY 106
JPY 120	JPY 117	JPY 122
JPY 15.7	JPY 15.2	JPY 15.2

Quarterly Results

Orders Received/Net Sales

(100 Million JPY)

Operating Income



Cause of Changes in Operating Income

FY2019 3Q → FY2020 3Q
Down 6.4billion JPY
(billion JPY)

• Cost reduction	+1.7
• Decline in fixed costs, SGA and other costs	+8.4
Total	+10.1
• Decline of Operating rate	-14.5
• Decrease in sales price	-1.2
• Fluctuation of exchange rate	-0.8
Total	-16.5

Sales and Operating Income by Business Segments

(Million JPY)

Quarterly Results (Million JPY)

		FY2019			FY2020		
		1 H	3 Q	Full Year	1 H	3 Q	Full Year Forecast
Machinery & Tools	YoY				(-22.6%)	(-23.8%)	
	Cutting Tools	17,709	16,991	34,518	14,446	20,272	26,300
	Machine Tools	11,768	9,532	22,510	7,462	10,660	13,700
	Robots	16,000	16,000	30,710	13,693	20,199	26,700
	Net Sales	45,477	42,523	87,739	35,602	51,133	66,700
Operating Income	3,481	2,719	6,103	1,161	1,892	2,600	
Components	Bearings	39,556	37,944	77,206	31,701	46,515	62,400
	Hydraulic Equipment	32,748	33,752	65,846	29,257	41,012	54,400
	Net Sales	72,304	71,696	143,052	60,959	87,528	116,800
Operating Income	2,987	2,613	5,459	1,018	1,629	2,700	
Others	Special Steel	8,617	7,883	16,686	6,536	9,125	11,200
	Others	765	735	1,598	694	995	1,300
	Net Sales	9,382	8,618	18,285	7,230	10,120	12,500
	Operating Income	1,011	689	1,740	411	569	500
Total net sales	127,165	122,837	249,077	103,792	148,782	196,000	
Total Operating Income	7,481	6,021	13,348	2,636	4,170	5,800	
Japan	69,207	64,793	135,048	56,433	78,288	101,800	
Overseas (Overseas Sales Ratio)	57,957 (45.6%)	58,044 (47.3%)	114,028 (45.8%)	47,359 (45.6%)	70,493 (47.4%)	94,200 (48.1%)	
America	16,239	16,161	30,733	11,629	17,421	23,300	
Europe	7,181	6,819	13,836	5,008	7,334	9,900	
Asia (China)	34,536 (17,279)	35,064 (17,221)	69,458 (35,332)	30,720 (16,157)	45,738 (25,693)	61,000 (35,000)	

Quarterly Results (Million JPY)

FY2020		
1 Q	2 Q	3 Q
7,791	6,655	5,826
4,144	3,317	3,197
7,204	6,488	6,506
19,140	16,461	15,530
865	295	730
18,179	13,522	14,814
15,279	13,978	11,755
33,458	27,500	26,569
1,116	-98	611
3,337	3,199	2,588
353	340	301
3,691	3,539	2,890
283	128	157
56,290	47,501	44,989
2,283	352	1,533
29,973	26,460	21,855
26,317	21,041	23,134
<46.8%>	<44.3%>	<51.4%>
7,050	4,579	5,791
3,108	1,899	2,325
16,158	14,562	15,017
(7,756)	(8,400)	(9,536)