

**Supplemental Information  
for the Consolidated Financial Results  
for the 3<sup>rd</sup> Quarter ended  
September 30, 2018  
(FY2018 3<sup>rd</sup> Quarter)**

November 13, 2018

**SAKATA INX CORP.**

The forecasts, etc. set out in this presentation are based on the assumptions and beliefs in light of the information currently available and determined to be reasonable. Actual results, etc. may differ materially due to change in a wide range of factors. All amounts are rounded down to nearest full unit.

※FY2018/12 (Forecast) is the forecast of consolidated figures for full year announced today on November 13, 2018.

(Unit : million yen)

	FY2017 3Q	FY2018 3Q				FY2018 (Annual Forecast)
	Amount	Amount	Increase/ Decrease Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %	Amount
Net sales	116,323	<b>119,366</b>	3,042	2.6	3.4	161,600
Operating income	6,607	<b>3,855</b>	(2,752)	(41.7)	(40.4)	5,500
Ordinary income	8,555	<b>5,163</b>	(3,391)	(39.6)	(38.6)	7,300
Net income attributable to owners of parent	6,331	<b>3,696</b>	(2,634)	(41.6)	(40.3)	5,300
Average rate (USD/YEN)	¥111.92	<b>¥109.61</b>				¥110.00

	FY2017 3Q	FY2018 3Q	FY2018 (Annual Forecast)
Operating income margin	5.7%	<b>3.2%</b>	3.4%
Ordinary income margin	7.4%	<b>4.3%</b>	4.5%
Net income attributable to owners of parent margin	5.4%	<b>3.1%</b>	3.3%
Earnings per share	¥107.64	<b>¥63.30</b>	¥90.75

# FY2018 3<sup>rd</sup> Quarter (3 months & Accumulated)

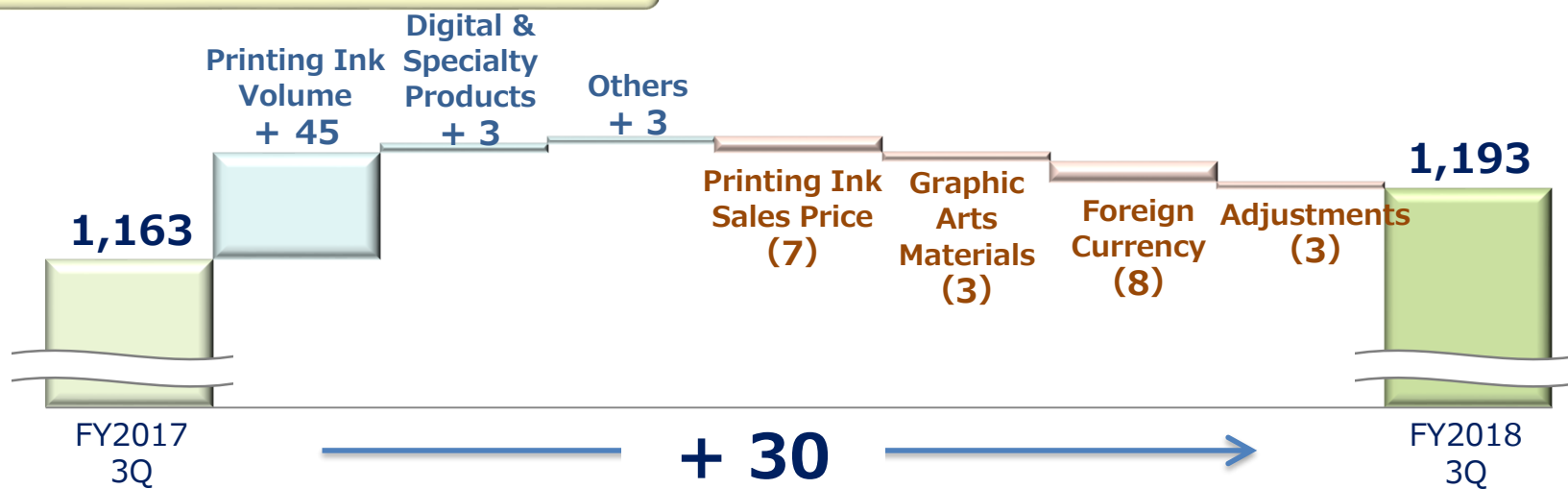
## Net sales & Operating income by Reportable Segment

(Unit : million yen)

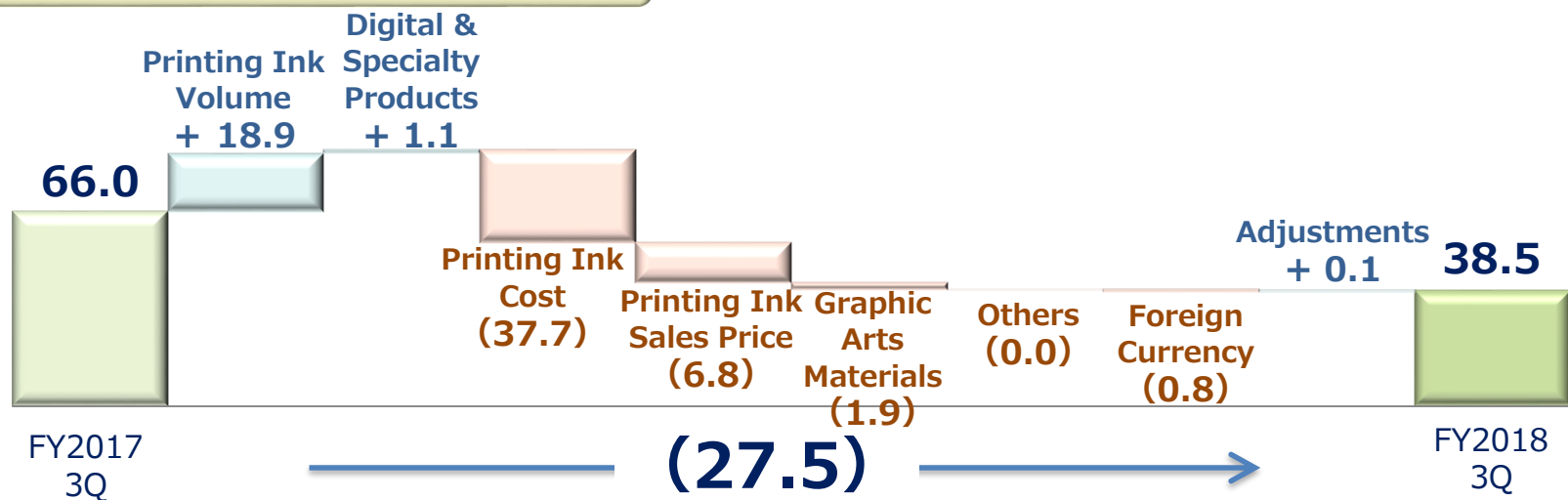
		FY2017 3Q (3 months)	FY2018 3Q (3 months)				FY2017 3Q	FY2018 3Q		
		Amount	Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %		Amount	Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %
NET SALES	Printing inks and graphic arts materials (Japan)	13,344	<b>13,767</b>	3.2	3.2	40,638	<b>40,189</b>	(1.1)	(1.1)	
	Printing inks (Asia)	7,734	<b>8,315</b>	7.5	10.7	22,260	<b>23,814</b>	7.0	9.4	
	Printing inks (North America)	10,793	<b>11,435</b>	5.9	5.5	32,490	<b>33,549</b>	3.3	5.4	
	Printing inks (Europe)	2,181	<b>2,327</b>	6.7	7.4	6,578	<b>6,984</b>	6.2	1.9	
	Digital & Specialty products	2,896	<b>2,745</b>	(5.2)	(5.2)	8,270	<b>8,732</b>	5.6	4.8	
	Reportable Segment Total	36,950	<b>38,590</b>	4.4	5.0	110,238	<b>113,271</b>	2.8	3.6	
	Other businesses	3,894	<b>3,821</b>	(1.9)	(1.9)	11,621	<b>11,927</b>	2.6	2.6	
	Adjustments	(1,793)	<b>(1,983)</b>	-	-	(5,537)	<b>(5,832)</b>	-	-	
	Total	39,050	<b>40,428</b>	3.5	4.1	116,323	<b>119,366</b>	2.6	3.4	
OPERATING INCOME	Printing inks and graphic arts materials (Japan)	517	<b>123</b>	(76.1)	(76.1)	1,727	<b>480</b>	(72.2)	(72.2)	
	Printing inks (Asia)	677	<b>403</b>	(40.4)	(38.8)	1,789	<b>1,103</b>	(38.3)	(36.1)	
	Printing inks (North America)	315	<b>328</b>	4.1	3.6	1,326	<b>954</b>	(28.1)	(26.0)	
	Printing inks (Europe)	1	<b>(204)</b>	-	-	144	<b>(420)</b>	-	-	
	Digital & Specialty products	278	<b>289</b>	4.0	3.6	877	<b>992</b>	13.1	13.0	
	Reportable Segment Total	1,791	<b>941</b>	(47.4)	(46.8)	5,864	<b>3,109</b>	(47.0)	(45.6)	
	Other businesses	81	<b>83</b>	2.6	2.6	267	<b>260</b>	(2.8)	(2.8)	
	Adjustments	176	<b>149</b>	-	-	475	<b>485</b>	-	-	
	Total	2,048	<b>1,175</b>	(42.6)	(42.1)	6,607	<b>3,855</b>	(41.7)	(40.4)	

Net sales & Operating income Increase/Decrease Factor

Net sales Increase/Decrease Factor  
(100 million yen)



Operating income Increase/Decrease Factor  
(100 million yen)



# FY2018 3<sup>rd</sup> Quarter Consolidated Financial Results Highlights

(Unit : 100 million yen)

	As of December 31, 2017	As of September 30, 2018	Increase/ Decrease
Current assets	761	<b>763</b>	1
Non-current assets	692	<b>720</b>	27
Total assets	1,454	<b>1,484</b>	29
Current liabilities	479	<b>500</b>	20
Non-current liabilities	187	<b>192</b>	5
Total liabilities	667	<b>693</b>	25
Equity ※	756	<b>761</b>	4
Non-controlling interests	31	<b>30</b>	(0)
Total net assets	787	<b>791</b>	3
Total liabilities and net assets	1,454	<b>1,484</b>	29

Closing rate (USD/YEN)      ¥113.00      **¥113.57**

※ Equity = Total shareholders' equity +  
Total accumulated other comprehensive income

	As of December 31, 2017	As of September 30, 2018	Increase/ Decrease
Net assets per share	¥1,295.39	<b>¥1,303.65</b>	¥8.26

Total loans payable (Unit : 100 million yen)

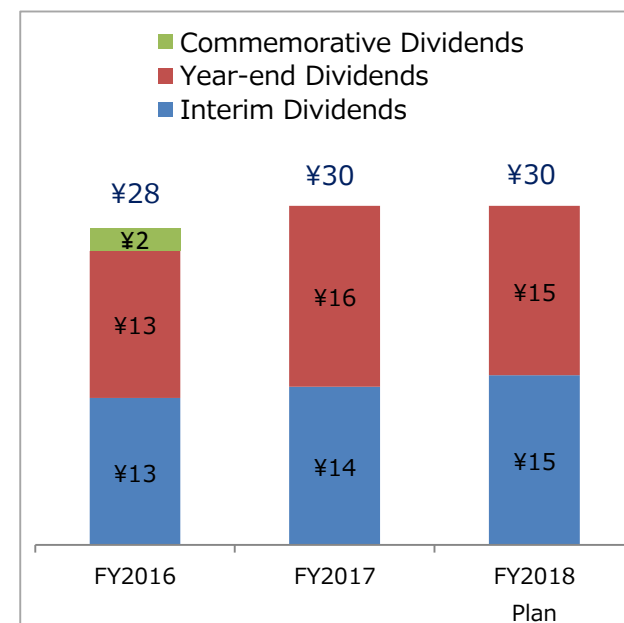
End of December 2017      156

**End of September 2018      181**

Equity Ratio

End of December 2017      52.0%

**End of September 2018      51.3%**



# FY2018 Financial Forecast

※FY2018/12 (Forecast) is the forecast of consolidated figures for full year announced today on November 13, 2018.

(Unit : million yen)

	FY2016	FY2017	FY2018 (Forecast)		
	Amount	Amount	Amount	Increase/ Decrease Amount	Increase/ Decrease Rate %
Net sales	151,198	157,302	<b>161,600</b>	4,297	2.7
Operating income	10,119	8,573	<b>5,500</b>	(3,073)	(35.8)
Ordinary income	11,868	11,249	<b>7,300</b>	(3,949)	(35.1)
Net income attributable to owners of parent	7,837	8,383	<b>5,300</b>	(3,083)	(36.8)
Average rate (USD/YEN)	¥109.27	¥112.19	<b>¥110.00</b>		

	FY2016	FY2017	FY2018 (Forecast)
Operating income margin	6.7%	5.5%	<b>3.4%</b>
Ordinary income margin	7.8%	7.2%	<b>4.5%</b>
Net income attributable to owners of parent margin	5.2%	5.3%	<b>3.3%</b>
Earnings per share	¥129.53	¥142.76	<b>¥90.75</b>

# SAKATA INX...

Visual Communication Technology



This material is also available on our website (“Financial Performance & Plan” > “Financial Statements” 【<http://www.inx.co.jp/english/financial/statements/>】).