## Supplemental Information for the Consolidated Financial Results for the $2^{\text {nd }}$ Quarter ended June 30, 2018 (FY2018 $2^{\text {nd }}$ Quarter)

## August 10, 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.
※There is no change in the FY2018 (Annual Forecast) from the February 14, 2018 announcement.
(Unit : million yen)

|  | $\begin{gathered} \text { FY2017 } \\ \text { 2Q } \end{gathered}$ <br> Amount | $\begin{gathered} \text { FY2018 } \\ \text { 2Q } \end{gathered}$ |  |  |  | FY2018 (Annual Forecast) <br> Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Increase/ Decrease Amount | Increase/ Decrease Rate \% | Increase/ Decrease Rate excluding effects of Foreign CurrencyFluctuation |  |
| Net sales | 77,272 | 78,938 | 1,665 | 2.2 | 3.0 | 164,500 |
| Operating income | 4,558 | 2,680 | $(1,878)$ | (41.2) | (39.9) | 7,500 |
| Ordinary income | 5,923 | 3,540 | $(2,382)$ | (40.2) | (39.3) | 9,500 |
| Net income attributable to owners of parent | 4,630 | 2,609 | $(2,020)$ | (43.6) | (42.6) | 6,600 |
| Average rate (USD/YEN) | $¥ 112.37$ | ¥108.68 |  |  |  | $¥ 110.00$ |
|  | $\begin{gathered} \text { FY2017 } \\ \text { 2Q } \end{gathered}$ |  | $\begin{gathered} \text { FY2018 } \\ \text { 2Q } \end{gathered}$ |  | $\begin{gathered} \text { FY2018 } \\ \text { (Annual Forecast) } \end{gathered}$ |  |
| Operating income margin | 5.9\% |  | 3.4\% |  | 4.6\% |  |
| Ordinary income margin | 7.7\% |  | 4.5\% |  | 5.8\% |  |
| Net income attributable to owners of parent margin | 6.0\% |  | 3.3\% |  | 4.0\% |  |
| Earnings per share | $¥ 78.47$ |  | ¥44.68 |  | $¥ 113.01$ |  |

FY2018 2 ${ }^{\text {nd }}$ Quarter (3 months \& Accumulated)
Net sales \& Operating income by Reportable Segment
(Unit : million yen)

|  |  | $\begin{gathered} \text { FY2017 } \\ 2 Q \\ \text { (3 months) } \end{gathered}$ |  | $\begin{gathered} \text { FY2018 } \\ \text { 2Q } \\ \text { (3 months) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Amount | Increase/ Decrease Rate \% | Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations \% |
| $\begin{aligned} & \text { N } \\ & \text { E } \\ & \hline T \\ & \text { S } \\ & A \\ & L \\ & E \\ & S \end{aligned}$ | Printing inks and graphic arts materials (Japan) | 13,661 | 13,377 | (2.1) | (2.1) |
|  | Printing inks (Asia) | 7,395 | 7,788 | 5.3 | 7.2 |
|  | Printing inks (North America) | 10,782 | 11,213 | 4.0 | 5.9 |
|  | Printing inks (Europe) | 2,220 | 2,432 | 9.6 | 5.1 |
|  | Digital \& Specialty products | 2,509 | 3,205 | 27.7 | 26.7 |
|  | Reportable Segment Total | 36,568 | 38,016 | 4.0 | 4.6 |
|  | Other businesses | 3,963 | 4,078 | 2.9 | 2.9 |
|  | Adjustments | $(1,945)$ | $(1,950)$ | - | - |
|  | Total | 38,586 | 40,145 | 4.0 | 4.6 |
| OOPERATINGGINCOME | Printing inks and graphic arts materials (Japan) | 572 | 198 | (65.3) | (65.3) |
|  | Printing inks (Asia) | 448 | 290 | (35.3) | (33.2) |
|  | Printing inks (North America) | 419 | 210 | (49.9) | (48.7) |
|  | Printing inks (Europe) | 46 | (58) | - | - |
|  | Digital \& Specialty products | 260 | 372 | 42.7 | 38.4 |
|  | Reportable Segment Total | 1,748 | 1,012 | (42.1) | (41.8) |
|  | Other businesses | 92 | 99 | 7.2 | 7.2 |
|  | Adjustments | 157 | 161 | - | - |
|  | Total | 1,998 | 1,273 | (36.3) | (36.0) |


| $\begin{gathered} \text { FY2017 } \\ 2 Q \end{gathered}$ <br> Amount | $\begin{gathered} \text { FY2018 } \\ 2 Q \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | Amount | Increase/ Decrease Rate \% | Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations \% |
| 27,294 | 26,422 | (3.2) | (3.2) |
| 14,525 | 15,499 | 6.7 | 8.7 |
| 21,697 | 22,114 | 1.9 | 5.4 |
| 4,397 | 4,656 | 5.9 | (0.9) |
| 5,373 | 5,987 | 11.4 | 10.2 |
| 73,288 | 74,680 | 1.9 | 2.8 |
| 7,727 | 8,106 | 4.9 | 4.9 |
| $(3,743)$ | $(3,848)$ | - | - |
| 77,272 | 78,938 | 2.2 | 3.0 |
| 1,210 | 356 | (70.6) | (70.6) |
| 1,111 | 699 | (37.1) | (34.5) |
| 1,010 | 625 | (38.1) | (35.3) |
| 142 | (215) | - | - |
| 598 | 702 | 17.3 | 15.3 |
| 4,073 | 2,168 | (46.8) | (45.4) |
| 186 | 176 | (5.1) | (5.1) |
| 298 | 335 | - | - |
| 4,558 | 2,680 | (41.2) | (39.9) |

## Net sales \& Operating income Increase/Decrease Factor



※There is no change in the FY2018 (Forecast) from the February 14, 2018 announcement.
(Unit : million yen)

|  | FY2016 <br> Amount | FY2017 <br> Amount | $\begin{aligned} & \text { FY2018 } \\ & \text { (Forecast) } \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Increase/ Decrease Amount | Increase/ Decrease Rate \% |
| Net sales | 151,198 | 157,302 | 164,500 | 7,197 | 4.6 |
| Operating income | 10,119 | 8,573 | 7,500 | $(1,073)$ | (12.5) |
| Ordinary income | 11,868 | 11,249 | 9,500 | $(1,749)$ | (15.6) |
| Net income attributable to owners of parent | 7,837 | 8,383 | 6,600 | $(1,783)$ | (21.3) |
| Average rate (USD/YEN) | $¥ 109.27$ | $¥ 112.19$ | ¥110.00 |  |  |


|  | FY2016 | FY2017 | FY2018 <br> (Forecast) |
| :--- | :---: | :---: | :---: |
| Operating income margin | $6.7 \%$ | $5.5 \%$ | $\mathbf{4 . 6 \%}$ |
| Ordinary income margin | $7.8 \%$ | $7.2 \%$ | $\mathbf{5 . 8} \%$ |
| Net income attributable to <br> owners of parent margin | $5.2 \%$ | $5.3 \%$ | $\mathbf{4 . 0} \%$ |
| Earnings per share | $¥ 129.53$ | $¥ 142.76$ | $\mathbf{¥ 1 1 3 . 0 1}$ |

# 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/】).

