

# **Supplemental Information for the Consolidated Financial Results for the 3<sup>rd</sup> Quarter ended September 30, 2019 (FY2019 3<sup>rd</sup> Quarter)**

November 13, 2019

**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.

# FY2019 3<sup>rd</sup> Quarter (Accumulated)

## Consolidated Financial Results Highlights

※There is no change in the FY2019 (Forecast) from the August 9, 2019 announcement.

(Unit : million yen)

	FY2018 3Q	FY2019 3Q				FY2019 (Forecast)
	Amount	Amount	Increase/ Decrease Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %	Amount
Net sales	119,366	<b>124,612</b>	5,245	4.4	5.8	170,000
Operating income	3,855	<b>4,876</b>	1,021	26.5	26.8	6,800
Ordinary income	5,163	<b>5,596</b>	432	8.4	8.3	8,200
Net income attributable to owners of parent	3,696	<b>3,495</b>	(201)	(5.5)	(6.0)	5,250
Average rate (USD/YEN)	¥109.61	<b>¥109.15</b>				¥109.00

	FY2018 3Q	FY2019 3Q	FY2019 (Forecast)
Operating income margin	3.2%	<b>3.9%</b>	4.0%
Ordinary income margin	4.3%	<b>4.5%</b>	4.8%
Net income attributable to owners of parent margin	3.1%	<b>2.8%</b>	3.1%
Earnings per share	¥63.30	<b>¥59.85</b>	¥89.90

# FY2019 3<sup>rd</sup> Quarter (3 months & Accumulated)

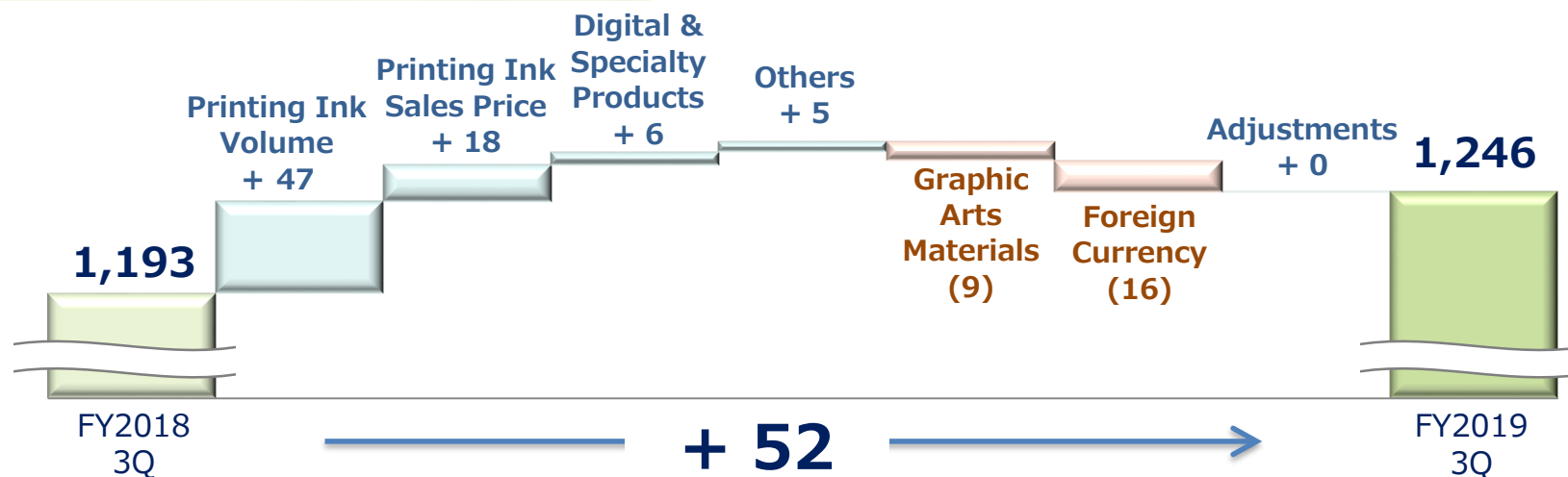
## Net sales & Operating income by Reportable Segment

(Unit : million yen)

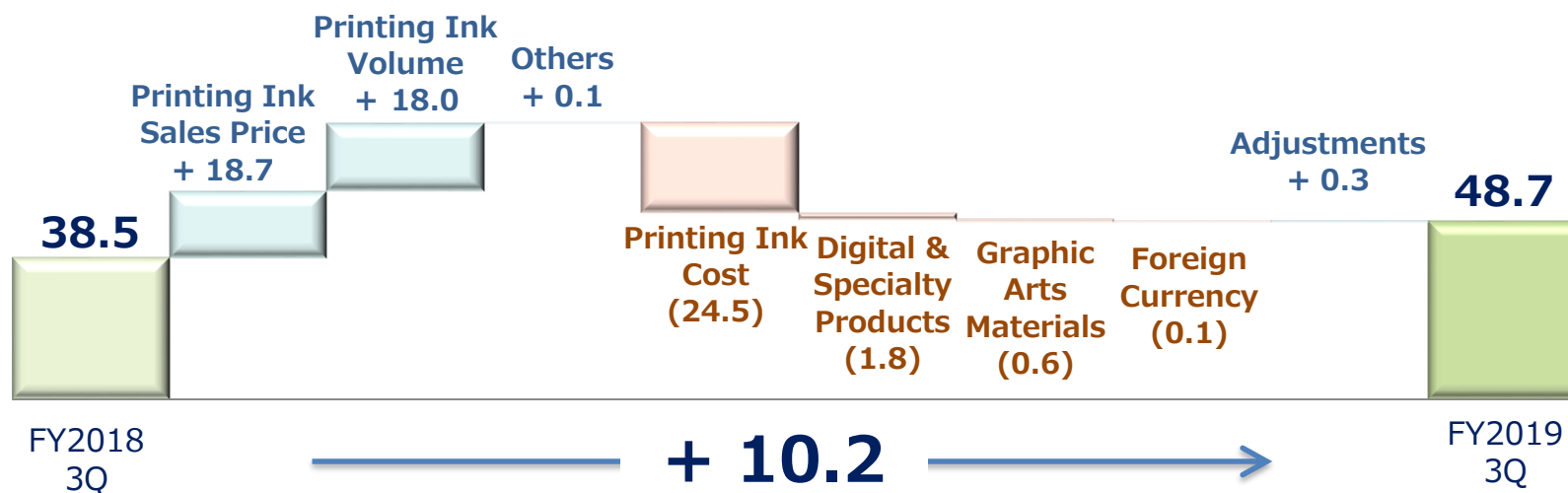
		FY2018 3Q (3 months)	FY2019 3Q (3 months)			FY2018 3Q	FY2019 3Q		
		Amount	Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %	Amount	Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %
NET SALES	Printing inks and graphic arts materials (Japan)	13,767	<b>13,023</b>	(5.4)	(5.4)	40,189	<b>38,679</b>	(3.8)	(3.8)
	Printing inks (Asia)	8,315	<b>8,848</b>	6.4	11.2	23,814	<b>26,233</b>	10.2	13.6
	Printing inks (Americas)	11,435	<b>12,084</b>	5.7	9.5	33,549	<b>36,356</b>	8.4	8.8
	Printing inks (Europe)	2,327	<b>2,403</b>	3.3	14.1	6,984	<b>7,398</b>	5.9	13.4
	Digital & Specialty products	2,745	<b>2,939</b>	7.1	9.9	8,732	<b>9,260</b>	6.0	7.6
	Reportable Segment Total	38,590	<b>39,299</b>	1.8	4.8	113,271	<b>117,928</b>	4.1	5.6
	Other businesses	3,821	<b>4,121</b>	7.8	7.8	11,927	<b>12,474</b>	4.6	4.6
	Adjustments	(1,983)	<b>(1,975)</b>	-	-	(5,832)	<b>(5,790)</b>	-	-
	Total	40,428	<b>41,445</b>	2.5	5.4	119,366	<b>124,612</b>	4.4	5.8
OPERATING INCOME	Printing inks and graphic arts materials (Japan)	123	<b>278</b>	125.2	125.2	480	<b>545</b>	13.6	13.6
	Printing inks (Asia)	403	<b>613</b>	51.8	57.9	1,103	<b>1,751</b>	58.7	62.4
	Printing inks (Americas)	328	<b>618</b>	88.3	93.9	954	<b>1,551</b>	62.5	63.0
	Printing inks (Europe)	(204)	<b>(210)</b>	-	-	(420)	<b>(581)</b>	-	-
	Digital & Specialty products	289	<b>296</b>	2.2	1.8	992	<b>818</b>	(17.5)	(17.9)
	Reportable Segment Total	941	<b>1,596</b>	69.5	72.2	3,109	<b>4,085</b>	31.4	31.7
	Other businesses	83	<b>66</b>	(20.8)	(20.8)	260	<b>273</b>	4.9	4.9
	Adjustments	149	<b>162</b>	-	-	485	<b>518</b>	-	-
	Total	1,175	<b>1,824</b>	55.3	57.6	3,855	<b>4,876</b>	26.5	26.8

## Net sales &amp; Operating income Increase/Decrease Factor

Net sales Increase/Decrease Factor  
(100 million yen)



Operating income Increase/Decrease Factor  
(100 million yen)



# FY2019 3<sup>rd</sup> Quarter Consolidated Financial Results Highlights

(Unit : 100 million yen)

	As of December 31, 2018	As of September 30, 2019	Increase/ Decrease
Current assets	757	<b>755</b>	(2)
Non-current assets	697	<b>676</b>	(21)
Total assets	1,454	<b>1,431</b>	(23)
Current liabilities	492	<b>433</b>	(58)
Non-current liabilities	188	<b>212</b>	23
Total liabilities	680	<b>645</b>	(35)
Equity ※	743	<b>740</b>	(2)
Non-controlling interests	30	<b>45</b>	14
Total net assets	773	<b>785</b>	11
Total liabilities and net assets	1,454	<b>1,431</b>	(23)

Closing rate (USD/YEN)      ¥111.00      **¥107.92**

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

	As of December 31, 2018	As of September 30, 2019	Increase/ Decrease
Net assets per share	¥1,272.41	<b>¥1,268.20</b>	¥(4.21)

Total loans payable (Unit : 100 million yen)

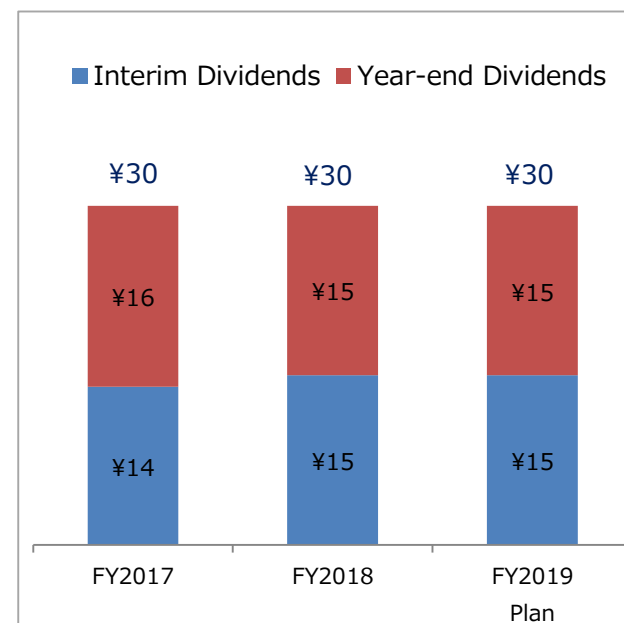
End of December 2018      177

**End of September 2019      174**

Equity Ratio

End of December 2018      51.1%

**End of September 2019      51.7%**



# FY2019 Financial Forecast

※There is no change in the FY2019 (Forecast) from the August 9, 2019 announcement.

(Unit : million yen)

	FY2017	FY2018	FY2019 (Forecast)		
	Amount	Amount	Amount	Increase/ Decrease Amount	Increase/ Decrease Rate %
Net sales	157,302	162,056	<b>170,000</b>	7,943	4.9
Operating income	8,573	5,112	<b>6,800</b>	1,687	33.0
Ordinary income	11,249	6,910	<b>8,200</b>	1,289	18.7
Net income attributable to owners of parent	8,383	4,692	<b>5,250</b>	557	11.9
Average rate (USD/YEN)	¥112.19	¥110.43	<b>¥109.00</b>		

	FY2017	FY2018	FY2019 (Forecast)
Operating income margin	5.5%	3.2%	<b>4.0%</b>
Ordinary income margin	7.2%	4.3%	<b>4.8%</b>
Net income attributable to owners of parent margin	5.3%	2.9%	<b>3.1%</b>
Earnings per share	¥142.76	¥80.36	<b>¥89.90</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/>]).