

# **Supplemental Information for the Consolidated Financial Results for the fiscal year ended December 31, 2020 (FY2020)**

February 12, 2021

## **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.

# FY2020 Consolidated Financial Results Highlights

※FY2020 (Forecast) is the forecast of consolidated figures for full year announced on August 7, 2020.

(Unit : million yen)

	FY2019	FY2020				FY2020 (Forecast)
	Amount	Amount	Increase/ Decrease Amount	Increase/ Decrease Rate %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %	Amount
Net sales	167,237	<b>161,507</b>	(5,730)	(3.4)	(1.5)	161,800
Operating income	6,225	<b>7,212</b>	987	15.9	19.2	7,000
Ordinary income	7,319	<b>7,789</b>	470	6.4	6.2	6,700
Net income attributable to owners of parent	4,114	<b>5,275</b>	1,160	28.2	27.6	4,200
Average rate (USD/YEN)	¥109.05	<b>¥106.82</b>				¥108.00

	FY2019	FY2020	FY2020 (Forecast)
Operating income margin	3.7%	<b>4.5%</b>	4.3%
Ordinary income margin	4.4%	<b>4.8%</b>	4.1%
Net income attributable to owners of parent margin	2.5%	<b>3.3%</b>	2.6%
Earnings per share	¥70.46	<b>¥90.32</b>	¥71.91

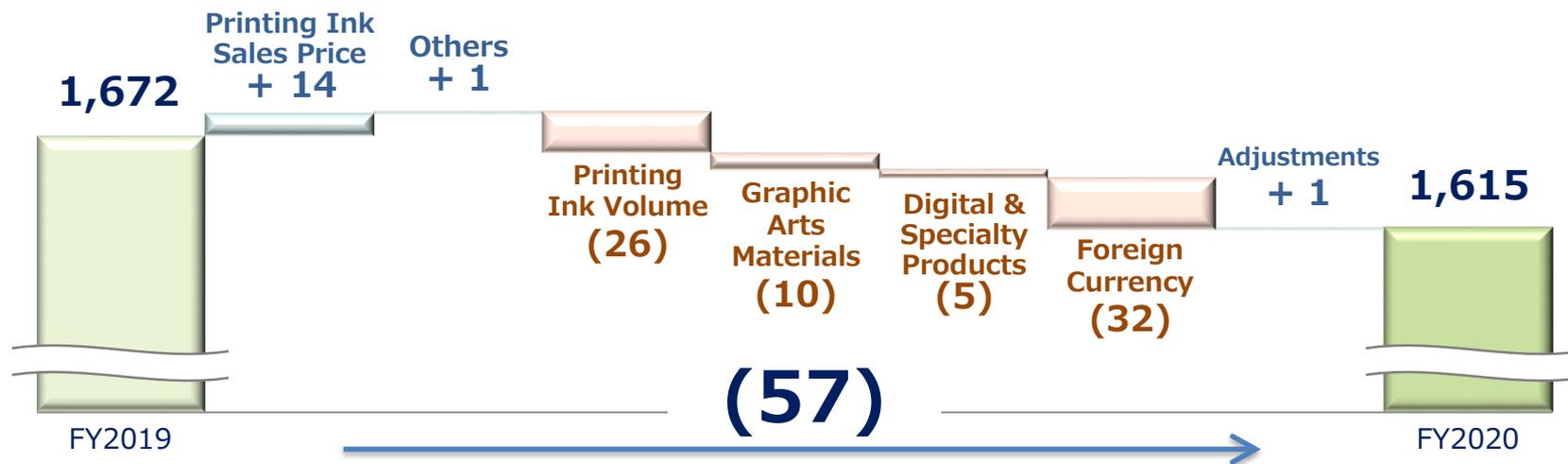
# FY2020 Net sales & Operating income by Reportable Segment

(Unit : million yen)

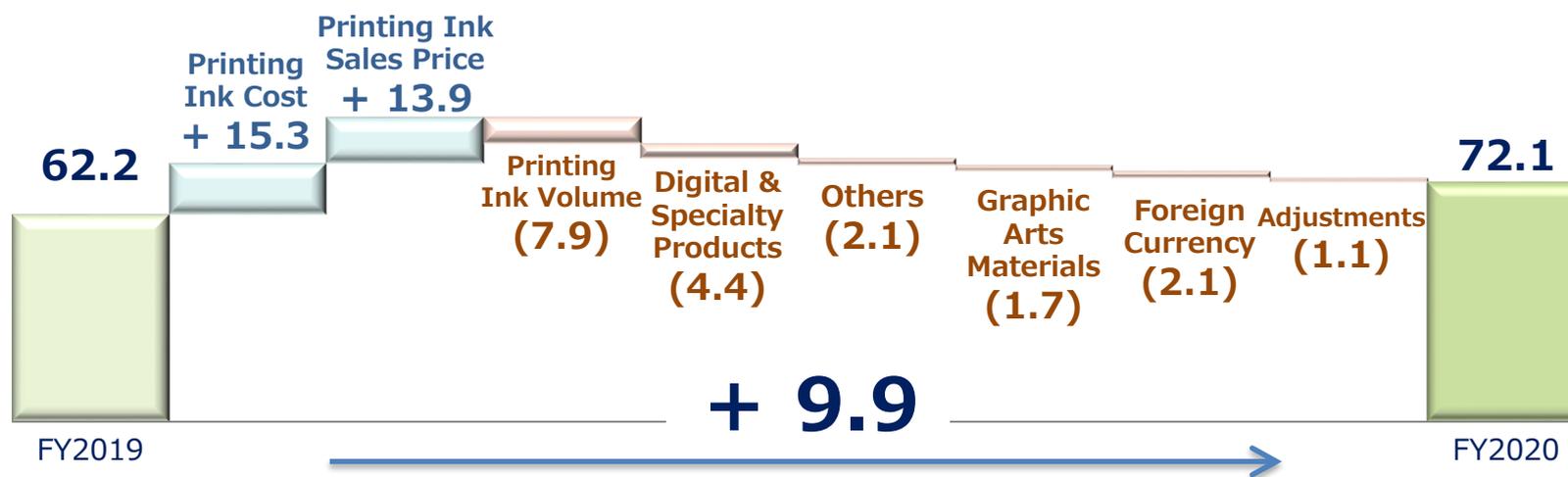
		FY2019 4Q (3 months)	FY2020 4Q (3 months)		FY2019 Amount	FY2020		Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %	Increase/ Decrease Rate excluding effects of Foreign Currency Fluctuations %
			Amount	Amount		Increase/ Decrease Rate %	Amount		
NET SALES	Printing inks and graphic arts materials (Japan)	13,197	<b>12,570</b>	(4.7)	(4.7)	51,876	<b>48,071</b>	(7.3)	(7.3)
	Printing inks (Asia)	9,043	<b>8,729</b>	(3.5)	0.1	35,277	<b>32,597</b>	(7.6)	(4.5)
	Printing inks (Americas)	12,414	<b>12,064</b>	(2.8)	3.5	48,771	<b>49,510</b>	1.5	5.6
	Printing inks (Europe)	2,392	<b>2,611</b>	9.2	8.7	9,790	<b>10,164</b>	3.8	4.4
	Digital & Specialty products	3,191	<b>3,550</b>	11.2	12.0	12,452	<b>11,844</b>	(4.9)	(4.2)
	Reportable Segment Total	40,239	<b>39,527</b>	(1.8)	1.0	158,168	<b>152,187</b>	(3.8)	(1.7)
	Other businesses	4,362	<b>4,441</b>	1.8	1.8	16,837	<b>16,984</b>	0.9	0.9
	Adjustments	(1,977)	<b>(1,879)</b>	-	-	(7,767)	<b>(7,664)</b>	-	-
	Total	42,625	<b>42,089</b>	(1.3)	1.4	167,237	<b>161,507</b>	(3.4)	(1.5)
OPERATING INCOME	Printing inks and graphic arts materials (Japan)	277	<b>405</b>	46.4	46.4	822	<b>983</b>	19.6	19.6
	Printing inks (Asia)	669	<b>868</b>	29.9	33.9	2,420	<b>2,451</b>	1.3	3.7
	Printing inks (Americas)	394	<b>601</b>	52.5	65.0	1,945	<b>2,953</b>	51.8	59.2
	Printing inks (Europe)	(403)	<b>(27)</b>	-	-	(985)	<b>(432)</b>	-	-
	Digital & Specialty products	107	<b>190</b>	77.1	79.4	926	<b>481</b>	(48.0)	(47.8)
	Reportable Segment Total	1,044	<b>2,038</b>	95.2	103.2	5,129	<b>6,437</b>	25.5	29.5
	Other businesses	96	<b>31</b>	(67.4)	(67.4)	369	<b>156</b>	(57.7)	(57.7)
	Adjustments	208	<b>167</b>	-	-	727	<b>618</b>	-	-
	Total	1,349	<b>2,237</b>	65.9	72.2	6,225	<b>7,212</b>	15.9	19.2

# FY2020 Net sales & Operating income Increase/Decrease Factor

## Net sales Increase/Decrease Factor (100 million yen)



## Operating income Increase/Decrease Factor (100 million yen)



# FY2020 Consolidated Financial Results Highlights

(Unit : 100 million yen)

	As of December 31, 2019	As of December 31, 2020	Increase/ Decrease
Current assets	790	<b>776</b>	(14)
Non-current assets	692	<b>676</b>	(15)
Total assets	1,482	<b>1,452</b>	(30)
Current liabilities	463	<b>423</b>	(40)
Non-current liabilities	205	<b>215</b>	10
Total liabilities	668	<b>638</b>	(30)
Equity ※	766	<b>763</b>	(3)
Non-controlling interests	47	<b>50</b>	3
Total net assets	814	<b>814</b>	(0)
Total liabilities and net assets	1,482	<b>1,452</b>	(30)

Closing rate (USD/YEN)      ¥109.56      **¥103.50**

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

	As of December 31, 2019	As of December 31, 2020	Increase/ Decrease
Net assets per share	¥1,313.31	<b>¥1,307.13</b>	¥(6.18)

Total loans payable (Unit : 100 million yen)

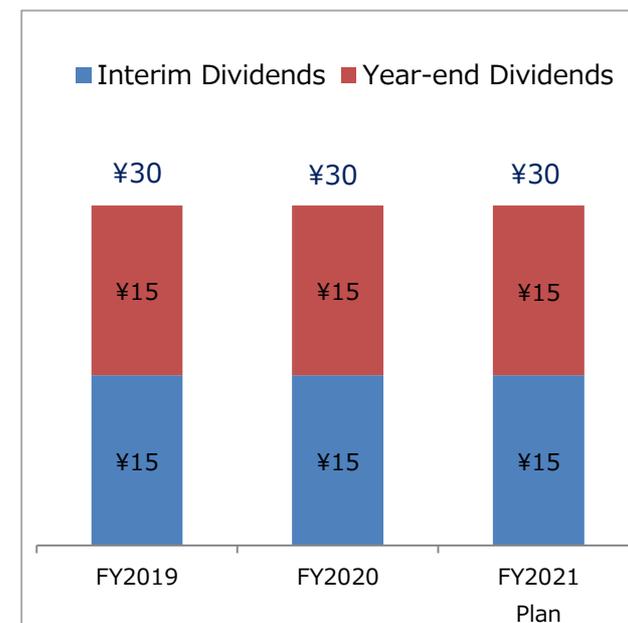
End of December 2019      162

**End of December 2020      170**

Equity Ratio

End of December 2019      51.7%

**End of December 2020      52.6%**



# FY2021 Financial Forecast

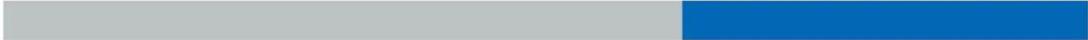
(Unit : million yen)

	FY2019 Amount	FY2020 Amount	FY2021 (Forecast)		
			Amount	Increase/ Decrease Amount	Increase/ Decrease Rate %
Net sales	167,237	161,507	<b>170,000</b>	8,492	5.3
Operating income	6,225	7,212	<b>8,000</b>	787	10.9
Ordinary income	7,319	7,789	<b>9,200</b>	1,410	18.1
Net income attributable to owners of parent	4,114	5,275	<b>6,400</b>	1,124	21.3
Average rate (USD/YEN)	¥109.05	¥106.82	<b>¥105.00</b>		

	FY2019	FY2020	FY2021 (Forecast)
Operating income margin	3.7%	4.5%	<b>4.7%</b>
Ordinary income margin	4.4%	4.8%	<b>5.4%</b>
Net income attributable to owners of parent margin	2.5%	3.3%	<b>3.8%</b>
Earnings per share	¥70.46	¥90.32	<b>¥109.53</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/>]).