

Supplemental Data: FY ended December 31, 2019 Financial Results

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The Company has implemented a change in fiscal term-end from March 31 to December 31, effective from the fiscal year ended December 31, 2017.

Accordingly, the fiscal year ended December 31, 2017 is a transitional period for the fiscal term change. The previous consolidated cumulative first quarter comprises 3 months (from April 1, 2017 to June 30, 2017) of results for the Company as well as consolidated subsidiaries and entities accounted for using the equity method whose fiscal year ends on March 31, and 6 months (from January 1, 2017 to June 30, 2017) of results for seven consolidated subsidiaries in China whose fiscal year ends December 31, resulting in irregular settlement of accounts.

Sodick Co., Ltd.
February 14, 2020

● Operating Results (Quarterly)

FY2017/12	1Q *		2Q		3Q	
	17/06		17/09		17/12	
		Year-on year change		Year-on year change		Year-on year change
Net Sales	21,179	-	21,229	-	23,196	-
Cost of Sales	13,929	-	13,904	-	14,611	-
Cost of Sales Margin	65.8%		65.5%		63.0%	
Operating Income	1,442	-	2,763	-	3,283	-
Operating Income Margin	6.8%		13.0%		14.2%	
Ordinary Income	1,639	-	2,826	-	3,444	-
Ordinary Income Margin	7.7%		13.3%		14.8%	
Profit Attributable to Owners of	1,137	-	2,021	-	2,577	-
Net Profit Margin	5.4%		9.5%		11.1%	

1H		2H		Full Year	
17/04-17/09		17/10-17/12		17/12	
	Year-on year change		Year-on year change		Year-on year change
42,408	-	23,196	-	65,604	-
27,834	-	14,611	-	42,445	-
65.6%		63.0%		64.7%	
4,206	-	3,283	-	7,490	-
9.9%		14.2%		11.4%	
4,466	-	3,444	-	7,910	-
10.5%		14.8%		12.1%	
3,159	-	2,577	-	5,736	-
7.4%		11.1%		8.7%	

FY2018/12	1Q		2Q		3Q		4Q	
	18/03		18/06		18/09		18/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change
Net Sales	18,385	-	23,031	-	21,160	-	20,138	-
Cost of Sales	11,612	-	14,513	-	13,083	-	13,278	-
Cost of Sales Margin	63.2%		63.0%		61.8%		65.9%	
Operating Income	2,227	-	3,050	-	2,975	-	1,635	-
Operating Income Margin	12.1%		13.2%		14.1%		8.1%	
Ordinary Income	1,947	-	3,237	-	2,903	-	1,530	-
Ordinary Income Margin	10.6%		14.1%		13.7%		7.6%	
Profit Attributable to Owners of	1,324	-	2,352	-	1,955	-	829	-
Net Profit Margin	7.2%		10.2%		9.2%		4.1%	

1H		2H		Full Year	
18/01-18/06		18/07-18/12		18/12	
	Year-on year change		Year-on year change		Year-on year change
41,416	-	41,299	-	82,716	-
26,125	-	26,362	-	52,488	-
63.1%		63.8%		63.5%	
5,277	-	4,610	-	9,888	-
12.7%		11.2%		12.0%	
5,185	-	4,434	-	9,619	-
12.5%		10.7%		11.6%	
3,677	-	2,785	-	6,462	-
8.9%		6.7%		7.8%	

FY2019/12	1Q		2Q		3Q		4Q	
	19/03		19/06		19/09		19/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change
Net Sales	18,828	102.4%	13,888	60.3%	16,990	80.3%	17,884	88.8%
Cost of Sales	12,183	104.9%	9,203	63.4%	11,841	90.5%	12,194	91.8%
Cost of Sales Margin	64.7%		66.3%		69.7%		68.2%	
Operating Income	2,093	94.0%	33	1.1%	618	20.8%	676	41.4%
Operating Income Margin	11.1%		0.2%		3.6%		3.8%	
Ordinary Income	2,168	111.4%	-94	-	503	17.3%	981	64.1%
Ordinary Income Margin	11.5%		-0.7%		3.0%		5.5%	
Profit Attributable to Owners of	1,460	110.2%	-568	-	285	14.6%	825	99.5%
Net Profit Margin	7.8%		-4.1%		1.7%		4.6%	

1H		2H		Full Year	
19/01-19/06		19/07-19/12		19/12	
	Year-on year change		Year-on year change		Year-on year change
32,717	79.0%	34,874	84.4%	67,591	81.7%
21,386	81.9%	24,035	91.2%	45,421	86.5%
65.4%		68.9%		67.2%	
2,127	40.3%	1,295	28.1%	3,422	34.6%
6.5%		3.7%		5.1%	
2,073	40.0%	1,485	33.5%	3,558	37.0%
6.3%		4.3%		5.3%	
892	24.3%	1,110	39.9%	2,002	31.0%
2.7%		3.2%		3.0%	

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●Sales by business segment(Quarterly)

FY2017/12		1Q *		2Q		3Q	
		17/06		17/09		17/12	
		Year-on year change		Year-on year change		Year-on year change	
Machine Tool Operations	Net Sales	15,841	-	15,652	-	16,064	-
	Segment Income	1,510	-	2,709	-	3,257	-
	Segment Income margin	9.5%	-	17.3%	-	20.3%	-
Industrial Machinery Operations	Net Sales	3,266	-	3,264	-	3,449	-
	Segment Income	313	-	401	-	262	-
	Segment Income margin	9.6%	-	12.3%	-	7.6%	-
Food Processing Machinery Operations	Net Sales	463	-	1,029	-	1,973	-
	Segment Income	-101	-	32	-	247	-
	Segment Income margin	-21.8%	-	3.1%	-	12.5%	-
Other Operations	Net Sales	1,606	-	1,281	-	1,708	-
	Segment Income	390	-	263	-	193	-
	Segment Income margin	24.3%	-	20.5%	-	11.3%	-
Consolidated	Net Sales	21,179	-	21,229	-	23,196	-
	Adjustments	-669	-	-643	-	-677	-
	Operating income	1,442	-	2,763	-	3,283	-
	Operating income margin	6.8%	-	13.0%	-	14.2%	-

1H		2H		Full Year			
		17/04-17/09		17/10-17/12		17/12	
		Year-on year change		Year-on year change		Year-on year change	
Net Sales		31,494	-	16,064	-	47,559	-
Segment Income		4,220	-	3,257	-	7,478	-
Segment Income margin		13.4%	-	20.3%	-	15.7%	-
Net Sales		6,531	-	3,449	-	9,981	-
Segment Income		714	-	262	-	976	-
Segment Income margin		10.9%	-	7.6%	-	9.8%	-
Net Sales		1,493	-	1,973	-	3,467	-
Segment Income		-68	-	247	-	178	-
Segment Income margin		-4.6%	-	12.5%	-	5.2%	-
Net Sales		2,888	-	1,708	-	4,596	-
Segment Income		653	-	193	-	847	-
Segment Income margin		22.6%	-	11.3%	-	18.4%	-
Net Sales		42,408	-	23,196	-	65,604	-
Adjustments		-1,313	-	-677	-	-1,991	-
Operating income		4,206	-	3,283	-	7,490	-
Operating income margin		9.9%	-	14.2%	-	11.4%	-

FY2018/12		1Q		2Q		3Q		4Q	
		18/03		18/06		18/09		18/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change	
Machine Tool Operations	Net Sales	13,366	-	16,613	-	15,136	-	13,490	-
	Segment Income	2,361	-	2,818	-	2,854	-	1,955	-
	Segment Income margin	17.7%	-	17.0%	-	18.9%	-	14.5%	-
Industrial Machinery Operations	Net Sales	2,424	-	2,557	-	2,754	-	3,419	-
	Segment Income	148	-	153	-	302	-	197	-
	Segment Income margin	6.1%	-	6.0%	-	11.0%	-	5.8%	-
Food Processing Machinery Operations	Net Sales	1,005	-	2,146	-	1,783	-	1,625	-
	Segment Income	68	-	355	-	193	-	55	-
	Segment Income margin	6.8%	-	16.5%	-	10.8%	-	3.4%	-
Other Operations	Net Sales	1,588	-	1,714	-	1,486	-	1,603	-
	Segment Income	308	-	387	-	235	-	98	-
	Segment Income margin	19.4%	-	22.6%	-	15.8%	-	6.1%	-
Consolidated	Net Sales	18,385	-	23,031	-	21,160	-	20,138	-
	Adjustments	-660	-	-664	-	-611	-	-671	-
	Operating income	2,227	-	3,050	-	2,975	-	1,635	-
	Operating income margin	12.1%	-	13.2%	-	14.1%	-	8.1%	-

1H		2H		Full Year			
		18/01-18/06		18/07-18/12		18/12	
		Year-on year change		Year-on year change		Year-on year change	
Net Sales		29,980	-	28,627	-	58,607	-
Segment Income		5,179	-	4,809	-	9,988	-
Segment Income margin		17.3%	-	16.8%	-	17.0%	-
Net Sales		4,981	-	6,174	-	11,155	-
Segment Income		302	-	500	-	802	-
Segment Income margin		6.1%	-	8.1%	-	7.2%	-
Net Sales		3,151	-	3,408	-	6,560	-
Segment Income		424	-	249	-	674	-
Segment Income margin		13.5%	-	7.3%	-	10.3%	-
Net Sales		3,303	-	3,089	-	6,392	-
Segment Income		695	-	334	-	1,030	-
Segment Income margin		21.0%	-	10.8%	-	16.1%	-
Net Sales		41,416	-	41,299	-	82,716	-
Adjustments		-1,324	-	-1,282	-	-2,607	-
Operating income		5,277	-	4,610	-	9,888	-
Operating income margin		12.7%	-	11.2%	-	12.0%	-

FY2019/12		1Q		2Q		3Q		4Q	
		19/03		19/06		19/09		19/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change	
Machine Tool Operations	Net Sales	13,362	100.0%	10,081	60.7%	11,054	73.0%	11,298	83.8%
	Segment Income	2,191	92.8%	671	23.8%	701	24.6%	1,056	54.0%
	Segment Income margin	16.4%	-	6.7%	-	6.3%	-	9.3%	-
Industrial Machinery Operations	Net Sales	2,320	95.7%	1,892	74.0%	3,029	110.0%	2,531	74.0%
	Segment Income	80	54.1%	-83	-	222	73.5%	-53	-26.9%
	Segment Income margin	3.4%	-	-4.4%	-	7.3%	-	-2.1%	-
Food Processing Machinery Operations	Net Sales	1,776	176.7%	568	26.5%	1,125	63.1%	2,813	173.1%
	Segment Income	336	494.1%	-43	-	76	39.4%	255	463.6%
	Segment Income margin	18.9%	-	-7.6%	-	6.8%	-	9.1%	-
Other Operations	Net Sales	1,369	86.2%	1,346	78.5%	1,781	119.9%	1,240	77.4%
	Segment Income	-7	-	71	18.3%	172	73.2%	75	76.5%
	Segment Income margin	-0.5%	-	5.3%	-	9.7%	-	6.0%	-
Consolidated	Net Sales	18,828	102.4%	13,888	60.3%	16,990	80.3%	17,883	88.8%
	Adjustments	-507	-	-582	-	-554	-	-657	-
	Operating income	2,093	94.0%	33	1.1%	618	20.8%	676	41.3%
	Operating income margin	11.1%	-	0.2%	-	3.6%	-	3.8%	-

1H		2H		Full Year			
		19/01-19/06		19/07-19/12		19/12	
		Year-on year change		Year-on year change		Year-on year change	
Net Sales		23,444	78.2%	22,352	78.1%	45,797	78.1%
Segment Income		2,862	55.3%	1,758	36.6%	4,621	46.3%
Segment Income margin		12.2%	-	7.9%	-	10.1%	-
Net Sales		4,213	84.6%	5,560	90.1%	9,773	87.6%
Segment Income		-3	-	168	33.6%	165	20.6%
Segment Income margin		-0.1%	-	3.0%	-	1.7%	-
Net Sales		2,344	74.4%	3,939	115.6%	6,283	95.8%
Segment Income		293	69.1%	332	133.3%	625	92.7%
Segment Income margin		12.5%	-	8.4%	-	10.0%	-
Net Sales		2,715	82.2%	3,021	97.8%	5,737	89.8%
Segment Income		64	9.2%	247	74.0%	311	30.2%
Segment Income margin		2.4%	-	8.2%	-	5.4%	-
Net Sales		32,717	79.0%	34,874	84.4%	67,591	81.7%
Adjustments		-1,089	-	-1,211	-	-2,301	-
Operating income		2,127	40.3%	1,294	28.1%	3,422	34.6%
Operating income margin		6.5%	-	3.7%	-	5.1%	-

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●Overseas Sales (Quarterly)

FY2017/12	1Q *		2Q		3Q		Full Year	
	17/06		17/09		17/12		17/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change
North and South America	1,815	-	1,862	-	1,925	-	5,603	-
Europe	1,728	-	1,742	-	2,232	-	5,702	-
China	10,461	-	8,420	-	8,298	-	27,179	-
Other Asian Countries	2,244	-	2,646	-	2,300	-	7,190	-
Overseas Sales Total	16,250	-	14,670	-	14,755	-	45,675	-
Japan	4,929	-	6,559	-	8,440	-	19,928	-
Net Sales	21,179	-	21,229	-	23,196	-	65,604	-

FY2018/12	1Q		2Q		3Q		4Q		Full Year	
	18/03		18/06		18/09		18/12		18/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change		Year-on year change
North and South America	1,629	-	1,729	-	1,985	-	2,153	-	7,496	-
Europe	1,815	-	1,976	-	1,602	-	1,931	-	7,326	-
China	5,819	-	9,484	-	8,472	-	5,842	-	29,617	-
Other Asian Countries	1,991	-	3,381	-	3,018	-	1,618	-	10,008	-
Overseas Sales Total	11,255	-	16,571	-	15,078	-	11,544	-	54,450	-
Japan	7,129	-	6,461	-	6,083	-	8,594	-	28,266	-
Net Sales	18,385	-	23,032	-	21,161	-	20,138	-	82,716	-

FY2019/12	1Q		2Q		3Q		4Q		Full Year	
	19/03		19/06		19/09		19/12		19/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change		Year-on year change
North and South America	1,792	110.0%	1,956	113.2%	1,550	78.1%	1,862	86.5%	7,162	95.5%
Europe	1,414	77.9%	1,355	68.6%	1,630	101.8%	1,509	78.1%	5,910	80.7%
China	4,975	85.5%	3,904	41.2%	4,658	55.0%	4,912	84.1%	18,450	62.3%
Other Asian Countries	2,301	115.5%	1,924	56.9%	2,247	74.5%	3,886	240.2%	10,360	103.5%
Overseas Sales Total	10,484	93.1%	9,141	55.2%	10,086	66.9%	12,171	105.4%	41,883	76.9%
Japan	8,344	117.0%	4,747	73.5%	6,903	113.5%	5,712	66.5%	25,707	90.9%
Net Sales	18,828	102.4%	13,889	60.3%	16,990	80.3%	17,883	88.8%	67,591	81.7%

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Number of EDM (Electronic Discharge Machine) Orders (unit)

	FY2017/12 (Ended December 31, 2017)				FY2018 (Ended December 31, 2018)				FY2019 (Ended December 31, 2019)					
	4-6	7-9	10-12	Total	1-3	4-6	7-9	10-12	Total	1-3	4-6	7-9	10-12	Total
North&South America	67	58	88	213	67	59	79	75	280	73	78	61	78	290
Europe	154	121	122	397	101	119	83	125	428	111	84	110	83	388
China	887	663	692	2,242	800	743	508	246	2,297	392	399	388	394	1,573
Asia (Excluding China)	115	120	99	334	98	98	81	72	349	103	79	63	77	322
Japan	160	127	121	408	110	138	161	128	537	79	88	106	75	348
Total	1,383	1,089	1,122	3,594	1,176	1,157	912	646	3,891	758	728	728	707	2,921

Number of EDM (Electronic Discharge Machine) Shipments (unit)

	FY2017/12 (Ended December 31, 2017)				FY2018 (Ended December 31, 2018)				FY2019 (Ended December 31, 2019)					
	4-6	7-9	10-12	Total	1-3	4-6	7-9	10-12	Total	1-3	4-6	7-9	10-12	Total
North&South America	66	64	85	215	72	65	78	82	297	64	83	74	80	301
Europe	127	109	143	379	110	124	99	137	470	92	85	104	103	384
China	577	711	663	1,951	491	796	704	430	2,421	431	336	367	404	1,538
Asia (Excluding China)	99	112	106	317	90	112	75	64	341	96	94	76	62	328
Japan	79	144	152	375	105	121	112	164	502	167	69	104	110	450
Total	948	1,140	1,149	3,237	868	1,218	1,068	877	4,031	850	667	725	759	3,001

Number of employees

	13/03	14/03	15/03	16/03	16/09	17/03	17/09	17/12	18/06	18/12	19/03	19/06	19/09	19/12
separate	617	609	622	645	660	661	690	701	743	755	761	801	823	841
consolidated	2,921	2,999	3,183	3,216	3,299	3,415	3,616	3,651	3,714	3,676	3,597	3,625	3,576	3,579

*Not including employee on loan to subsidiary companies in separate number

*Not including the number of temporary employee

Management index

	17/03	17/12 ※	18/12	19/12
Accounts receivable collection period (month)	2.8	-	2.4	2.7
Inventories turnover period (month)	4.4	-	4.0	4.2
Accounts payable turnover period (month)	2.2	-	1.8	1.7
Fixed assets turnover ratio	2.0	-	2.2	1.7
Interest-bearing debt turnover period (month)	8.0	-	5.7	6.9
Equity ratio (%)	44.5	45.2	48.5	51.2
Equity ratio based on market value (%)	47.3	56.5	27.1	40.0
Return on Equity(ROE) (%)	7.4	-	11.4	3.4
Return on Assets(ROA) (%)	3.5	-	5.4	1.7
Debt-to-equity ratio (multiple)	0.92	0.84	0.72	0.69
Debt redemption period (year)	4.9	-	4.3	4.6
Interest coverage ratio (multiple)	20.3	-	29.3	28.5

	16/09	17/09 *	18/06	19/06
	2.8	-	2.7	2.5
	4.6	-	4.2	4.9
	2.0	-	2.2	1.8
	1.9	-	2.3	1.7
	9.8	-	5.6	7.1
	40.4	43.3	45.1	49.7
	32.9	57.8	37.8	37.8
	4.6	-	13.2	3.1
	2.1	-	5.9	1.5
	1.09	0.87	0.74	0.70
	5.8	-	2.3	3.3
	18.5	-	49.0	39.3

* Accounts receivable collection period: Accounts receivable/Net sales(per month)

* Inventories turnover period: Inventories/Net sales(per month)

* Accounts payable turnover period: accounts payable/Net sales(per month)

* Fixed assets turnover ratio: Net sales/Fixed assets

* Interest-bearing Debt turnover period: Interest-bearing Debt/Net Sales

* Equity ratio based on market value:

closing stock price at fiscal year end × shares issued outstanding as of the balance sheet date(not including treasury shares)

* ROE: Profit attributable to owners of parent/average shareholders' equity

* ROE: Profit attributable to owners of parent/average shareholders' equity of the beginning and the end of the fiscal year

* ROA: Profit/average total assets of the beginning and the end of the period

* Debt-to-Equity Ratio: Interest-bearing Debt/shareholders' equity

* Debt redemption period: interest-bearing Debt/ Operating cash flow

* Interest coverage ratio: Operating cash flow / interest expenditure

*The Company has implemented a change in fiscal term-end from March 31 to December 31, effective from the fiscal year ended December 31, 2017. Accordingly, the fiscal year ended December 31, 2017 is a transitional period for the fiscal term change. The previous consolidated cumulative first quarter comprises 3 months (from April 1, 2017 to June 30, 2017) of results for the Company as well as consolidated subsidiaries and entities accounted for using the equity method whose fiscal year ends on March 31, and 6 months (from January 1, 2017 to June 30, 2017) of results for seven consolidated subsidiaries in China whose fiscal year ends December 31, resulting in irregular settlement of accounts. As a result, changes compared to the same quarter preceding fiscal year are not provided.

Foreign Exchange Rates

(Yen)

	FY2017/12 (Ended December 31, 2017)			FY2018 (Ended December 31, 2018)				FY2019 (Ended December 31, 2019)			
	4-6	4-9	4-12	1-3	1-6	1-9	1-12	1-3	1-6	1-9	1-12
AR* US dollar	111.09	111.04	111.69	108.22	108.67	109.60	110.44	110.22	110.06	109.12	109.03
Chinese Yuan	16.39	16.47	16.62	17.05	17.09	16.84	16.71	16.32	16.19	15.88	15.77
Euro	122.26	126.32	128.55	133.14	131.55	130.87	130.35	125.16	124.32	122.62	122.03
Thai Baht	3.24	3.28	3.33	3.43	3.43	3.41	3.42	3.49	3.49	3.49	3.52
CR US dollar	112.00	112.73	113.00	106.24	110.54	113.57	111.00	110.99	107.79	107.92	109.56
Chinese Yuan	16.49	16.96	17.29	16.92	16.66	16.50	16.16	16.47	15.69	15.13	15.67
Euro	127.97	132.85	134.94	130.52	127.91	132.14	127.00	124.56	122.49	118.02	122.54
Thai Baht	3.29	3.38	3.45	3.40	3.33	3.50	3.41	3.49	3.50	3.53	3.63

*AR stands for the cumulative rate of the quarter.