

Supplemental Data: FY ending December 31, 2019 Third Quarter 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.
November 13, 2019

● 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%		
Cost of Sales	12,183	104.9%	9,203	63.4%	11,841	90.5%		
Cost of Sales Margin	64.7%		66.3%		69.7%			
Operating Income	2,093	94.0%	33	1.1%	618	20.8%		
Operating Income Margin	11.1%		0.2%		3.6%			
Ordinary Income	2,168	111.4%	-94	-	503	17.3%		
Ordinary Income Margin	11.5%		-0.7%		3.0%			
Profit Attributable to Owners of	1,460	110.2%	-568	-	285	14.6%		
Net Profit Margin	7.8%		-4.1%		1.7%			

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%				
21,386	81.9%				
65.4%					
2,127	40.3%				
6.5%					
2,073	40.0%				
6.3%					
892	24.3%				
2.7%					

*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.

●Sales by business segment(Quarterly)

FY2017/12		1Q *		2Q		3Q	
		17/06	Year-on year change	17/09	Year-on year change	17/12	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	Year-on year change	17/10-17/12	Year-on year change	17/12
31,494		-	16,064	-	47,559	-
4,220		-	3,257	-	7,478	-
13.4%		-	20.3%	-	15.7%	-
6,531		-	3,449	-	9,981	-
714		-	262	-	976	-
10.9%		-	7.6%	-	9.8%	-
1,493		-	1,973	-	3,467	-
-68		-	247	-	178	-
-4.6%		-	12.5%	-	5.2%	-
2,888		-	1,708	-	4,596	-
653		-	193	-	847	-
22.6%		-	11.3%	-	18.4%	-
42,408		-	23,196	-	65,604	-
-1,313		-	-677	-	-1,991	-
4,206		-	3,283	-	7,490	-
9.9%		-	14.2%	-	11.4%	-

FY2018/12		1Q		2Q		3Q		4Q	
		18/03	Year-on year change	18/06	Year-on year change	18/09	Year-on year change	18/12	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	Year-on year change	18/07-18/12	Year-on year change	18/12
29,980		-	28,627	-	58,607	-
5,179		-	4,809	-	9,988	-
17.3%		-	16.8%	-	17.0%	-
4,981		-	6,174	-	11,155	-
302		-	500	-	802	-
6.1%		-	8.1%	-	7.2%	-
3,151		-	3,408	-	6,560	-
424		-	249	-	674	-
13.5%		-	7.3%	-	10.3%	-
3,303		-	3,089	-	6,392	-
695		-	334	-	1,030	-
21.0%		-	10.8%	-	16.1%	-
41,416		-	41,299	-	82,716	-
-1,324		-	-1,282	-	-2,607	-
5,277		-	4,610	-	9,888	-
12.7%		-	11.2%	-	12.0%	-

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

1H		2H		Full Year		
		19/01-19/06	Year-on year change	19/07-19/12	Year-on year change	19/12
23,444		78.2%	-	-	-	-
2,862		55.3%	-	-	-	-
12.2%		-	-	-	-	-
4,213		84.6%	-	-	-	-
-3		-	-	-	-	-
-0.1%		-	-	-	-	-
2,344		74.4%	-	-	-	-
293		69.1%	-	-	-	-
12.5%		-	-	-	-	-
2,715		82.2%	-	-	-	-
64		9.2%	-	-	-	-
2.4%		-	-	-	-	-
32,717		79.0%	-	-	-	-
-1,089		-	-	-	-	-
2,127		40.3%	-	-	-	-
6.5%		-	-	-	-	-

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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%				
Europe	1,414	77.9%	1,355	68.6%	1,630	101.8%				
China	4,975	85.5%	3,904	41.2%	4,658	55.0%				
Other Asian Countries	2,301	115.5%	1,924	56.9%	2,247	74.5%				
Overseas Sales Total	10,484	93.1%	9,141	55.2%	10,086	66.9%				
Japan	8,344	117.0%	4,747	73.5%	6,903	113.5%				
Net Sales	18,828	102.4%	13,889	60.3%	16,990	80.3%				

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Number of EDM (Electronic Discharge Machine) Orders

(unit)

	FY2017/12 (Ended December 31, 2017)				FY2018 (Ended December 31, 2018)				FY2019 (Ending 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		212
Europe	154	121	122	397	101	119	83	125	428	111	84	110		305
China	887	663	692	2,242	800	743	508	246	2,297	392	399	387		1,178
Asia (Excluding China)	115	120	99	334	98	98	81	72	349	103	79	63		245
Japan	160	127	121	408	110	138	161	128	537	79	88	106		273
Total	1,383	1,089	1,122	3,594	1,176	1,157	912	646	3,891	758	728	727	0	2,213

Number of EDM (Electronic Discharge Machine) Shipments

(unit)

	FY2017/12 (Ended December 31, 2017)				FY2018 (Ended December 31, 2018)				FY2019 (Ending 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		221
Europe	127	109	143	379	110	124	99	137	470	92	85	104		281
China	577	711	663	1,951	491	796	704	430	2,421	431	336	367		1,134
Asia (Excluding China)	99	112	106	317	90	112	75	64	341	96	94	76		266
Japan	79	144	152	375	105	121	112	164	502	167	68	104		339
Total	948	1,140	1,149	3,237	868	1,218	1,068	877	4,031	850	666	725	0	2,241

Number of employees

	13/03	13/09	14/03	14/09	15/03	15/09	16/03	16/09	17/03	17/09	17/12	18/06	18/12	19/09
separate	617	614	609	621	622	640	645	660	661	690	701	743	755	823
consolidated	2,921	3,026	2,999	3,148	3,183	3,237	3,216	3,299	3,415	3,616	3,651	3,714	3,676	3,576

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

*Not including the number of temporary employee

Management index

	16/03	17/03	17/12 *	18/12
Accounts receivable collection period (month)	2.7	2.8	-	2.4
Inventories turnover period (month)	4.1	4.4	-	4.0
Accounts payable turnover period (month)	1.6	2.2	-	1.8
Fixed assets turnover ratio	2.0	2.0	-	2.2
Interest-bearing debt turnover period (month)	6.2	8.0	-	5.7
Equity ratio (%)	49.8	44.5	45.2	48.5
Equity ratio based on market value (%)	42.5	47.3	56.5	27.1
Return on Equity(ROE) (%)	8.4	7.4	-	11.4
Return on Assets(ROA) (%)	4.1	3.5	-	5.4
Debt-to-equity ratio (multiple)	0.75	0.92	0.84	0.72
Debt redemption period (year)	5.1	4.9	-	4.3
Interest coverage ratio (multiple)	13.5	20.3	-	29.3

	16/12	17/12 ✖	18/09	19/09
Accounts receivable collection period (month)	3.0	-	2.4	2.5
Inventories turnover period (month)	4.6	-	4.3	4.6
Accounts payable turnover period (month)	2.1	-	2.1	1.7
Fixed assets turnover ratio	1.9	-	2.2	1.7
Interest-bearing debt turnover period (month)	9.0	-	5.8	7.1
Equity ratio (%)	42.1	45.2	46.8	49.5
Equity ratio based on market value (%)	41.5	56.5	38.7	31.7
Return on Equity(ROE) (%)	6.9	-	13.2	2.7
Return on Assets(ROA) (%)	3.2	-	6.1	1.3
Debt-to-equity ratio (multiple)	1.01	0.84	0.74	0.72
Debt redemption period (year)	-	-	-	-
Interest coverage ratio (multiple)	-	-	-	-

* 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

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Foreign Exchange Rates

(Yen)

	FY2017/12 (Ended December 31, 2017)			FY2018 (Ended December 31, 2018)				FY2019 (Ending 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	
Chinese Yuan	16.39	16.47	16.62	17.05	17.09	16.84	16.71	16.32	16.19	15.88	
Euro	122.26	126.32	128.55	133.14	131.55	130.87	130.35	125.16	124.32	122.62	
Thai Baht	3.24	3.28	3.33	3.43	3.43	3.41	3.42	3.49	3.49	3.49	
CR US dollar	112.00	112.73	113.00	106.24	110.54	113.57	111.00	110.99	107.79	107.92	
Chinese Yuan	16.49	16.96	17.29	16.92	16.66	16.50	16.16	16.47	15.69	15.13	
Euro	127.97	132.85	134.94	130.52	127.91	132.14	127.00	124.56	122.49	118.02	
Thai Baht	3.29	3.38	3.45	3.40	3.33	3.50	3.41	3.49	3.50	3.53	

*AR stands for the cumulative rate of the quarter.