

Supplemental Data: FY ending December 31, 2020 First 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.
May 12th, 2020

● Operating Results (Quarterly)

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%	

FY2018/12	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	41,416	-	41,299	-	82,716	-
Cost of Sales	26,125	-	26,362	-	52,488	-
Cost of Sales Margin	63.1%		63.8%		63.5%	
Operating Income	5,277	-	4,610	-	9,888	-
Operating Income Margin	12.7%		11.2%		12.0%	
Ordinary Income	5,185	-	4,434	-	9,619	-
Ordinary Income Margin	12.5%		10.7%		11.6%	
Profit Attributable to Owners of	3,677	-	2,785	-	6,462	-
Net Profit Margin	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%	

FY2019/12	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	32,717	79.0%	34,874	84.4%	67,591	81.7%
Cost of Sales	21,386	81.9%	24,035	91.2%	45,421	86.5%
Cost of Sales Margin	65.4%		68.9%		67.2%	
Operating Income	2,127	40.3%	1,295	28.1%	3,422	34.6%
Operating Income Margin	6.5%		3.7%		5.1%	
Ordinary Income	2,073	40.0%	1,485	33.5%	3,558	37.0%
Ordinary Income Margin	6.3%		4.3%		5.3%	
Profit Attributable to Owners of	892	24.3%	1,110	39.9%	2,002	31.0%
Net Profit Margin	2.7%		3.2%		3.0%	

FY2020/12	1Q		2Q		3Q		4Q	
	20/03		20/06		20/09		20/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change
Net Sales	13,030	69.2%						
Cost of Sales	8,957	73.5%						
Cost of Sales Margin	68.7%							
Operating Income	-88	-						
Operating Income Margin	-							
Ordinary Income	-67	-						
Ordinary Income Margin	-							
Profit Attributable to Owners of	-18	-						
Net Profit Margin	-							

FY2020/12	1H		2H		Full Year	
	20/01-20/06		20/07-20/12		20/12	
		Year-on year change		Year-on year change		Year-on year change
Net Sales						
Cost of Sales						
Cost of Sales Margin						
Operating Income						
Operating Income Margin						
Ordinary Income						
Ordinary Income Margin						
Profit Attributable to Owners of						
Net Profit Margin						

*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.

●Overseas Sales (Quarterly)

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%

FY2020/12	1Q		2Q		3Q		4Q		Full Year	
	20/03		20/06		20/09		20/12		20/12	
		Year-on year change		Year-on year change		Year-on year change		Year-on year change		Year-on year change
North and South America	1,536	85.7%								
Europe	1,156	81.8%								
China	3,204	64.4%								
Other Asian Countries	1,555	67.6%								
Overseas Sales Total	7,453	71.1%								
Japan	5,577	66.8%								
Net Sales	13,030	69.2%								

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Number of EDM (Electronic Discharge Machine) Orders

(unit)

	FY2018 (Ended December 31, 2018)					FY2019 (Ended December 31, 2019)					FY2020 (Ending December 31, 2020)				
	1-3	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	59	79	75	280	73	78	61	78	290	56				56
Europe	101	119	83	125	428	111	84	110	83	388	80				80
China	800	743	508	246	2,297	392	399	388	394	1,573	352				352
Asia (Excluding China)	98	98	81	72	349	103	79	63	77	322	76				76
Japan	110	138	161	128	537	79	88	106	75	348	66				66
Total	1,176	1,157	912	646	3,891	758	728	728	707	2,921	630	0	0	0	630

Number of EDM (Electronic Discharge Machine) Shipments

(unit)

	FY2018 (Ended December 31, 2018)					FY2019 (Ended December 31, 2019)					FY2020 (Ending December 31, 2020)				
	1-3	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	72	65	78	82	297	64	83	74	80	301	60				60
Europe	110	124	99	137	470	92	85	104	103	384	67				67
China	491	796	704	430	2,421	431	336	367	404	1,538	248				248
Asia (Excluding China)	90	112	75	64	341	96	94	76	62	328	60				60
Japan	105	121	112	164	502	167	69	104	110	450	82				82
Total	868	1,218	1,068	877	4,031	850	667	725	759	3,001	517	0	0	0	517

Number of employees

	15/03	15/09	16/03	16/09	17/03	17/09	17/12	18/06	18/12	19/06	19/12	20/03	20/06	20/09	20/12
separate	622	640	645	660	661	690	701	743	755	801	841	847			
consolidated	3,183	3,237	3,216	3,299	3,415	3,616	3,651	3,714	3,676	3,625	3,579	3,572			

*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

	17/06 ※	18/03	19/03	20/03
	-	3.2	2.9	3.3
	-	4.7	4.2	5.5
	-	2.3	1.6	2.1
	-	2.1	1.9	1.4
	-	6.6	6.3	9.1
	43.1	44.4	50.3	49.6
	53.6	53.3	36.7	26.8
	-	9.7	9.9	-0.1
	-	4.3	4.9	-0.1
	0.89	0.80	0.71	0.72
	-	-	-	-
	-	-	-	-

* 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)

	FY2018 (Ended December 31, 2018)				FY2019 (Ended December 31, 2019)				FY2020 (Ending December 31, 2020)			
	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	108.22	108.67	109.60	110.44	110.22	110.06	109.12	109.03	108.86			
Chinese Yuan	17.05	17.09	16.84	16.71	16.32	16.19	15.88	15.77	15.60			
Euro	133.14	131.55	130.87	130.35	125.16	124.32	122.62	122.03	120.08			
Thai Baht	3.43	3.43	3.41	3.42	3.49	3.49	3.49	3.52	3.48			
CR US dollar	106.24	110.54	113.57	111.00	110.99	107.79	107.92	109.56	108.83			
Chinese Yuan	16.92	16.66	16.50	16.16	16.47	15.69	15.13	15.67	15.31			
Euro	130.52	127.91	132.14	127.00	124.56	122.49	118.02	122.54	119.55			
Thai Baht	3.40	3.33	3.50	3.41	3.49	3.50	3.53	3.63	3.34			

*AR stands for the cumulative rate of the quarter.