

Financial Summary

Fiscal Year ending March 31, 2020



May 29, 2020

NIPPON THOMPSON CO., LTD.

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Note 1: Forecast of consolidated operating performance is undetermined because it is difficult to reasonably calculate the impact of the novel coronavirus pandemic at this time. We will announce it as soon as it becomes possible to disclose the operating performance forecast.

Note 2: Amounts in these graphs and tables are rounded down to the million of Yen.

Note 3: Percentages in these graphs and tables are rounded off the fractions to two decimal places.

Consolidated Financial Data



(Millions of yen)

	F Y 2011	F Y 2012	F Y 2013	F Y 2014	F Y 2015	F Y 2016	F Y 2017	F Y 2018	F Y 2019	F Y 2020
Net Sales	43,849	42,505	35,962	39,259	44,972	43,664	44,130	55,228	57,570	47,457
Operating Income	4,362	3,053	1,185	(251)	3,877	3,018	1,145	2,649	4,883	1,341
Ordinary Income	4,112	2,857	1,465	857	4,792	2,756	905	2,397	5,325	1,268
Net Income attributable to owners of the parent	3,054	2,827	(124)	568	2,966	1,569	(291)	1,678	3,718	(185)
Total Assets	86,252	92,990	84,343	86,891	93,411	89,197	99,627	98,493	101,468	98,118
Net Assets	51,970	53,349	53,167	56,121	61,099	58,056	58,605	59,666	60,195	57,439
Equity Ratio	60.3%	57.4%	63.0%	64.6%	65.4%	65.0%	58.4%	60.1%	59.1%	58.4%
EPS	¥41.6	¥38.5	(¥1.7)	¥7.8	¥40.7	¥21.6	(¥4.0)	¥23.4	¥52.0	(¥2.6)
Net Assets per share	¥708	¥726	¥732	¥771	¥838	¥802	¥810	¥828	¥837	¥797
PER	15.99x	13.56x	-	65.16x	14.57x	18.58x	-	36.40x	9.80x	-
Cash Dividends per share	¥10.0	¥13.0	¥9.0	¥10.0	¥11.0	¥13.0	¥13.0	¥13.0	¥15.0	¥12.5
ROE	6.0%	5.4%	(0.2%)	1.0%	5.1%	2.6%	(0.5%)	2.9%	6.2%	(0.3%)

Note: Treasury stock, which is used to determine net income per share and net assets per share includes the shares held by ESOP trust of Employee Shareholders Association.
Balance Sheets at the end of FY2018 is partly adjusted due to the application of the "Partial Amendments to Accounting Standard for Tax Effect Accounting".

Transition in Consolidated Business Results



(Millions of yen)

	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020				
						1Q	2Q	3Q	4Q	Year
Net Sales	44,972	43,664	44,130	55,228	57,570	13,256	12,186	10,941	11,073	47,457
Monthly average	3,747	3,638	3,677	4,602	4,797	4,418	4,062	3,647	3,691	3,954
Cost of Sales	30,867	29,288	31,206	39,401	39,333	8,983	8,189	7,639	7,878	32,690
Gross profit	31.4%	32.9%	29.3%	28.7%	31.7%	32.2%	32.8%	30.2%	28.8%	31.1%
Selling expenses, General and Administrative expenses	14,104	14,376	12,924	15,826	18,237	4,273	3,997	3,301	3,194	14,766
Operating Income	8.6%	6.9%	2.6%	4.8%	8.5%	6.1%	3.3%	(0.5%)	1.7%	2.8%
	3,877	3,018	1,145	2,649	4,883	809	400	(54)	184	1,341
Non-Operating Income and Expenses	914	(261)	(240)	(251)	441	(156)	(111)	303	(107)	(72)
Ordinary Income	10.7%	6.3%	2.1%	4.3%	9.3%	4.9%	2.4%	2.3%	0.7%	2.7%
	4,792	2,756	905	2,397	5,325	653	289	248	77	1,268
Extraordinary Income and Losses	133	(2)	-	92	(209)	-	-	52	(302)	(249)
Income before income taxes	11.0%	6.3%	2.1%	4.5%	8.9%	4.9%	2.4%	2.8%	(2.0%)	2.1%
	4,925	2,754	905	2,489	5,115	653	289	301	(224)	1,019
Income Taxes	1,934	1,181	1,184	815	1,373	161	475	121	430	1,188
Net Income	6.7%	3.6%	(0.6%)	3.0%	6.5%	3.7%	(1.5%)	1.6%	(5.9%)	(0.4%)
	2,990	1,572	(278)	1,674	3,742	491	(185)	179	(655)	(169)
Net Income attributable to non-controlling interests	24	2	12	(4)	23	5	3	2	4	16
Net Income attributable to owners of the parent	6.6%	3.6%	(0.7%)	3.0%	6.5%	3.7%	(1.6%)	1.6%	(6.0%)	(0.4%)
	2,966	1,569	(291)	1,678	3,718	486	(189)	176	(659)	(185)

※Change

	YOY	YOY	YOY	YOY	YOY	QOQ	QOQ	QOQ	QOQ	YOY
Net Sales	14.5	(2.9)	1.1	25.1	4.2	(5.5)	(8.1)	(10.2)	1.2	(17.6)
Operating Income	-	(22.2)	(62.0)	131.2	84.4	(38.6)	(50.5)	-	-	(72.5)
Ordinary Income	459.1	(42.5)	(67.2)	164.7	122.2	(57.6)	(55.7)	(14.0)	(68.9)	(76.2)
Net Income attributable to owners of the parent	421.5	(47.1)	-	-	121.5	(54.5)	-	-	-	-

USD	109.93	120.14	108.38	110.85	110.91	109.90	107.35	108.76	108.92	108.74
EURO	138.77	132.58	118.79	129.70	128.41	123.49	119.34	120.32	120.11	120.82
RMB	17.74	18.85	16.11	16.75	16.54	16.07	15.29	15.45	15.60	15.60

Transition in Consolidated Balance Sheets



(Millions of yen)

	FY2015	FY2016	FY2017	FY2018	FY2019 (A)	FY 2020 (B)	Change	
							B-A	(%)
Cash and deposits	18,871	13,933	20,240	18,104	17,023	12,924	(4,099)	(24.1)
Notes and accounts receivable-trade	10,839	10,240	13,113	16,373	15,455	11,671	(3,784)	(24.5)
Inventories	27,851	28,386	25,916	25,543	29,770	33,734	3,963	13.3
Others	4,489	3,675	3,358	1,275	1,369	2,610	1,240	90.5
Total current assets	62,052	56,236	62,629	61,296	63,619	60,940	(2,679)	(4.2)
Buildings and structures	5,026	5,553	5,691	5,348	5,235	7,855	2,619	50.0
Machinery and vehicles	8,850	10,566	10,548	9,700	9,767	11,500	1,733	17.7
Others	4,420	4,624	4,632	5,265	7,427	5,387	(2,040)	(27.5)
Tangible fixed assets	18,297	20,744	20,872	20,313	22,430	24,742	2,312	10.3
Intangible fixed assets	1,320	1,974	3,374	2,956	2,566	2,107	(459)	(17.9)
Total investments and other assets	11,740	10,242	12,751	13,927	12,851	10,328	(2,522)	(19.6)
TOTAL ASSETS	93,411	89,197	99,627	98,493	101,468	98,118	(3,349)	(3.3)
Notes and accounts payable-trade	7,368	6,551	8,143	10,939	11,438	7,832	(3,605)	(31.5)
Short-term bank loans and Bonds, etc.	3,732	7,875	8,534	2,778	3,179	5,330	2,151	67.7
Others	4,797	5,300	4,182	5,859	7,520	4,591	(2,929)	(39.0)
Total current liabilities	15,898	19,728	20,861	19,577	22,138	17,754	(4,384)	(19.8)
Bonds, etc.	10,000	5,000	10,000	10,000	10,000	15,000	5,000	50.0
Long-term bank loans	4,915	5,114	8,133	8,516	8,317	6,876	(1,440)	(17.3)
Others	1,497	1,297	2,027	732	816	1,048	231	28.3
Total long-term liabilities	16,412	11,412	20,160	19,249	19,134	22,924	3,790	19.8
TOTAL LIABILITIES	32,311	31,141	41,021	38,827	41,273	40,679	(593)	(1.4)
Shareholders' equity	56,125	55,833	54,420	54,795	57,614	56,579	(1,034)	(1.8)
Total accumulated other comprehensive income	4,937	2,169	3,795	4,422	2,373	711	(1,661)	(70.0)
Subscription rights to shares	-	18	30	76	114	148	34	29.8
Non-controlling interests	37	35	359	372	93	-	(93)	-
TOTAL NET ASSETS	61,099	58,056	58,605	59,666	60,195	57,439	(2,755)	(4.6)
TOTAL LIABILITIES AND NET ASSETS	93,411	89,197	99,627	98,493	101,468	98,118	(3,349)	(3.3)
Equity ratio	65.4%	65.0%	58.4%	60.1%	59.1%	58.4%		

Note: Balance Sheets at the end of FY2018 is partly adjusted due to the application of the "Partial Amendments to Accounting Standard for Tax Effect Accounting".

Transition in Consolidated Cash Flows



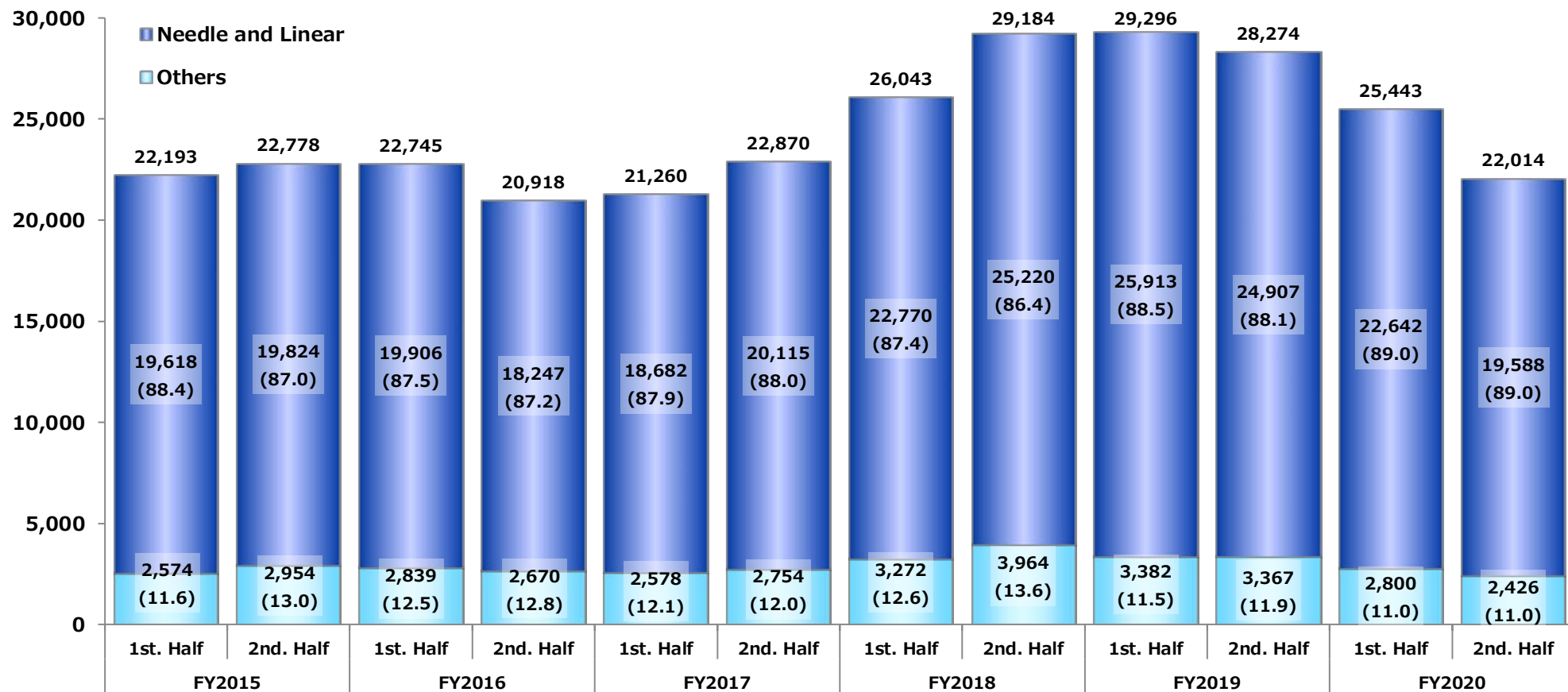
(Millions of yen)

	FY2015	FY2016	FY2017	FY2018	FY2019	F Y 2020
Income (loss) before income taxes	4,925	2,754	905	2,489	5,115	1,019
Depreciation	2,584	2,272	2,596	3,094	3,297	3,800
Decrease (increase) in notes and accounts receivable – trade	(1,118)	735	(2,264)	(3,196)	861	3,642
Decrease (increase) in inventories	2,216	(864)	2,984	410	(4,266)	(4,266)
Others	(917)	(2,375)	759	3,246	150	(6,692)
Operating activities	7,690	2,521	4,981	6,043	5,158	(2,497)
Payments for purchase of property, plant and equipment	(1,232)	(3,881)	(3,756)	(1,539)	(4,588)	(6,048)
Others	(1,211)	(1,026)	(1,619)	159	(473)	(139)
Investing activities	(2,443)	(4,908)	(5,376)	(1,379)	(5,061)	(6,188)
Net increase (decrease) in bank loans	(1,143)	(592)	3,279	(368)	201	710
Proceeds from corporate bonds	-	-	10,000	-	-	5,000
Repayment of convertible bond	-	-	(4,999)	(5,000)	-	-
Cash dividends paid and others	(712)	(1,351)	(1,153)	(1,327)	(1,248)	(1,091)
Financing activities	(1,856)	(1,944)	7,126	(6,696)	(1,047)	4,618
Foreign currency translation adjustments on cash and cash equivalents	356	(80)	(78)	11	(44)	(108)
Net increase (decrease) in cash and cash equivalents	3,747	(4,410)	6,653	(2,020)	(995)	(4,175)
Cash and cash equivalents at beginning of year	14,290	17,797	13,386	20,040	18,019	17,023
Cash and cash equivalents at end of year	18,038	13,386	20,040	18,019	17,023	12,847

Note: "Cash and cash equivalents at beginning of year" in the FY2016, include "Increase (decrease) in cash and cash equivalents due to change in fiscal period of consolidated subsidiaries".

Transition in Consolidated Net Sales «By Business Segment» **IKO**

(Millions of yen)



Change (Year-on-year)

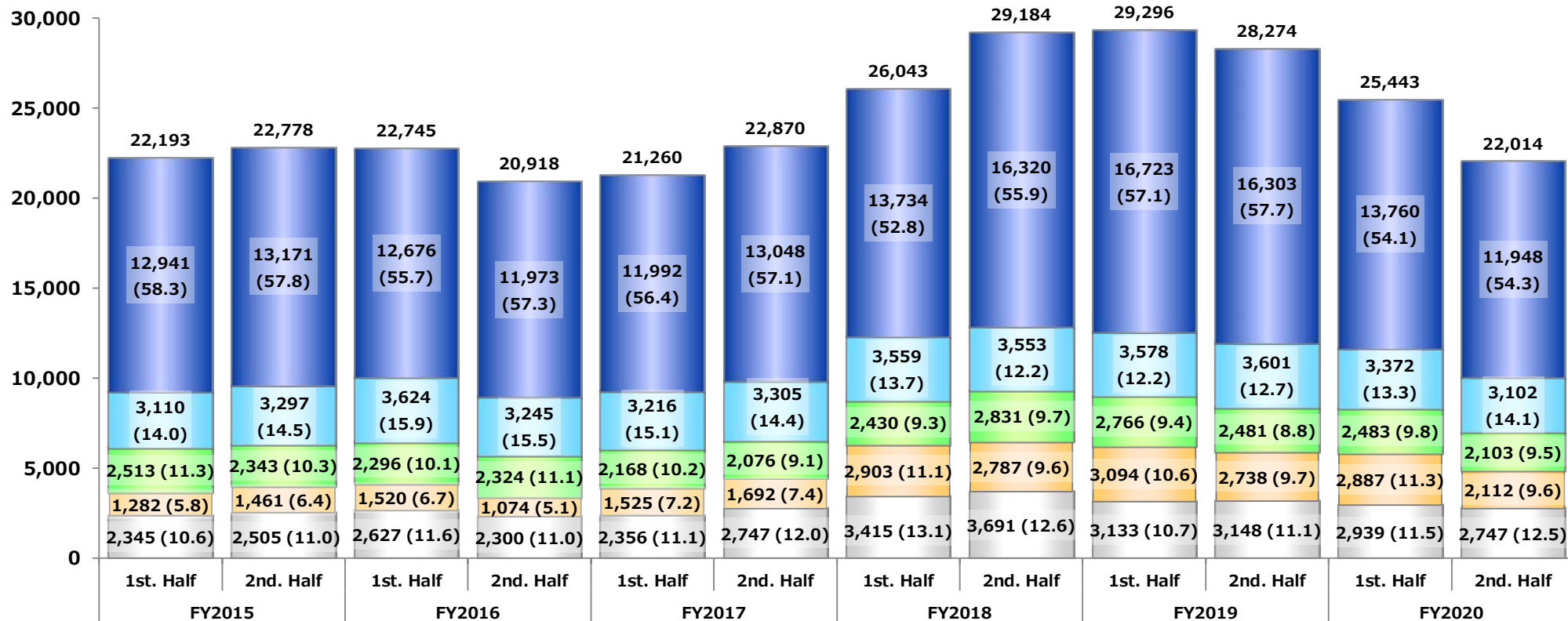
(Millions of yen)

	FY2015	YOY	FY2016	YOY	FY2017	YOY	FY2018	YOY	FY2019	YOY	FY2020	YOY
Needle and Linear	39,442	15.1	38,154	(3.3)	38,797	1.7	47,990	23.7	50,820	5.9	42,230	(16.9)
Others	5,529	10.7	5,509	(0.4)	5,332	(3.2)	7,237	35.7	6,750	(6.7)	5,226	(22.6)
Total	44,972	14.5	43,664	(2.9)	44,130	1.1	55,228	25.1	57,570	4.2	47,457	(17.6)

Transition in Consolidated Net Sales «By Geographical Area» **IKO**

(Millions of yen)

■ Japan ■ Americas ■ Europe ■ China ■ Others



Change (Year-on-year)

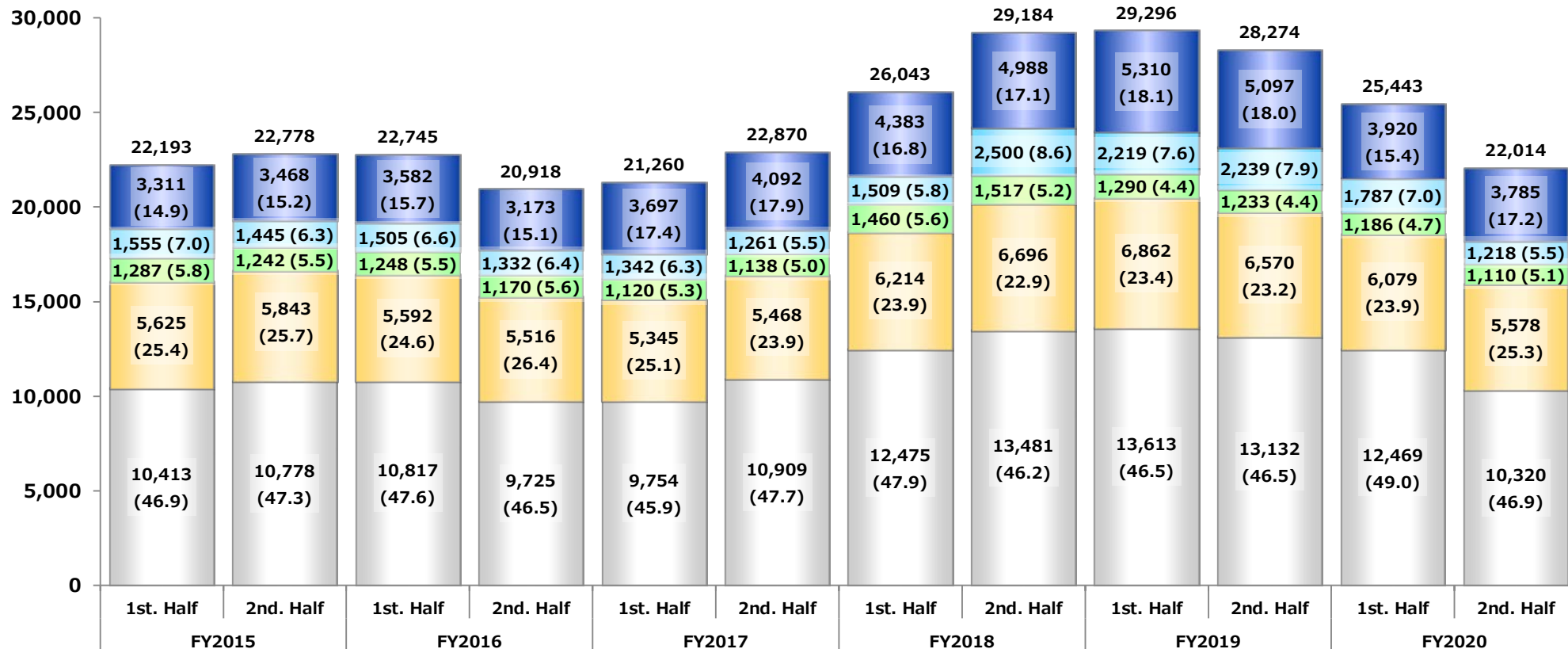
(Millions of yen)

	FY2015	YOY	FY2016	YOY	FY2017	YOY	FY2018	YOY	FY2019	YOY	FY2020	YOY
Japan	26,112	12.3	24,650	(5.6)	25,041	1.6	30,055	20.0	33,027	9.9	25,708	(22.2)
Americas	6,407	13.7	6,870	7.2	6,521	(5.1)	7,112	9.1	7,180	0.9	6,475	(9.8)
Europe	4,856	23.8	4,621	(4.8)	4,245	(8.1)	5,262	24.0	5,248	(0.3)	4,586	(12.6)
China	2,744	24.8	2,595	(5.4)	3,217	24.0	5,690	76.9	5,833	2.5	5,000	(14.3)
Others	4,850	14.0	4,927	1.6	5,104	3.6	7,106	39.2	6,281	(11.6)	5,686	(9.5)
Total	44,972	14.5	43,664	(2.9)	44,130	1.1	55,228	25.1	57,570	4.2	47,457	(17.6)

Transition in Consolidated Net Sales «By Industry Category» **IKO**

(Millions of yen)

■ Electronics ■ Machine Tools ■ Transportation ■ Other Machinery ■ Agency Dealing



Change (Year-on-year)

(Millions of yen)

	FY2015	YOY	FY2016	YOY	FY2017	YOY	FY2018	YOY	FY2019	YOY	FY2020	YOY
D Electronics	6,779	17.8	6,755	(0.4)	7,789	15.3	9,371	20.3	10,408	11.1	7,705	(26.0)
D Machine Tools	3,000	14.8	2,837	(5.4)	2,603	(8.3)	4,010	54.0	4,459	11.2	3,006	(32.6)
D Transportation	2,530	1.1	2,418	(4.4)	2,259	(6.6)	2,977	31.8	2,524	(15.2)	2,297	(9.0)
Other Machinery	11,469	11.2	11,109	(3.1)	10,814	(2.7)	12,911	19.4	13,433	4.0	11,658	(13.2)
Agency Dealing	21,191	17.3	20,542	(3.1)	20,664	0.6	25,957	25.6	26,746	3.0	22,789	(14.8)
Total	44,972	14.5	43,664	(2.9)	44,130	1.1	55,228	25.1	57,570	4.2	47,457	(17.6)

Analysis of Consolidated Operating Income



(Millions of yen)

