

November 6, 2017

# Summary of Financial Information and Business Results for the First Nine Months of Fiscal Year 2017 Ending December 31, 2017 on a Consolidated Basis <under Japanese GAAP>

Company name: **JUKI Corporation** 

Listing: First Section of the Tokyo Stock Exchange

Securities code: 6440

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Scheduled date to file the quarterly securities report: November 7, 2017

Scheduled date to commence dividend payments:

Preparation of supplementary material on quarterly financial results: None Holding of quarterly financial results presentation meeting: None

(Millions of yen with fractional amounts discarded, unless otherwise noted)

# Consolidated performance for the first nine months of fiscal year 2017 ending December 31, 2017 (January 1, 2017 to September 30, 2017)

## (1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes)

	Net sales		Operating profit		Operating profit Ordinary profit		Profit attributable to owners of parent	
Nine months ended	million yen	%	million yen	%	million yen	%	million yen	%
September 30, 2017	74,228	1.3	5,571	100.7	5,391	312.4	3,771	-
September 30, 2016	73,283	(11.9)	2,776	(49.7)	1,307	(70.6)	110	(96.2)

Note: Comprehensive income

Nine months ended September 30, 2017: 3,941 million yen

[-%]

Nine months ended September 30, 2016: (3,797) million yen

[-%]

	Basic earnings per share	Diluted earnings per share
Nine months ended	yen	yen
September 30, 2017	128.75	_
September 30, 2016	3.73	_

## (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	
As of	million yen	million yen	%	
September 30, 2017	110,692	30,911	27.4	
December 31, 2016	111,365	27,582	24.2	

Reference: Equity As of September 30, 2017: 30,334 million yen As of December 31, 2016: 27,005 million yen

## 2. Dividends

		Annual dividends					
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total		
	yen	yen	yen	yen	yen		
Fiscal year ended December 31, 2016	_	0.00	_	20.00	20.00		
Fiscal year ending December 31, 2017	_	0.00	-				
Fiscal year ending December 31, 2017 (Forecast)				20.00	20.00		

Note: Revisions to the dividend forecasts most recently announced: None

# 3. Consolidated earnings forecasts for the fiscal year 2017 ending December 31, 2017 (January 1, 2017 to December 31, 2017)

(Percentages indicate year-on-year changes)

	Net sale	es	Operating profit		ofit Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	million yen	%	million yen	%	million yen	%	million yen	%	yen
Fiscal year ending December 31, 2017	101,000	3.4	6,000	29.0	5,500	82.0	3,500	85.8	119.47

Note: Revisions to the consolidated earnings forecasts most recently announced: None

#### \* Notes

- (1) Changes in significant subsidiaries during the nine months under review (changes in specified subsidiaries resulting in changes in the scope of consolidation): None
- (2) Application of special accounting for preparing quarterly consolidated financial statements: Yes
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections
  - a. Changes in accounting policies due to revisions to accounting standards and other regulations: None
  - b. Changes in accounting policies due to other reasons: None
  - c. Changes in accounting estimates: None
  - d. Restatement of prior period financial statements after error corrections: None
- (4) Number of issued shares (common shares)
  - a. Total number of issued shares at the end of the period (including treasury shares)

As of September 30, 2017	29,874,179 shares
As of December 31, 2016	29,874,179 shares

b. Number of treasury shares at the end of the period

As of September 30, 2017	577,734 shares
As of December 31, 2016	577,229 shares

c. Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended September 30, 2017	29,296,688 shares		
Nine months ended September 30, 2016	29,501,664 shares		

<sup>\*</sup> Quarterly financial results reports are not required to be subjected to quarterly reviews.

This report contains forward-looking statements concerning future plans, strategies and assumptions in light of the economic, financial and other data currently available. Furthermore, they are subject to a number of risks and uncertainties. JUKI therefore wishes to caution readers that actual results may differ materially from those projected in such forward-looking statements. Significant factors that may have an impact on actual results include the economic environment surrounding JUKI's business, political situations in key markets, and foreign exchange rate fluctuations (primarily the yen to U.S. dollar rate).

<sup>\*</sup> Disclaimer regarding forward-looking statements

# [Attached Material]

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#### 1. Qualitative information regarding consolidated performance for the first nine months

### (1) Explanation regarding operating results

In the nine months ended September 30, 2017, net sales amounted to 74,228 million yen (up by 1.3% from the same period of the previous fiscal year). This was partly due to the fact that the Company promoted solution sales activities, involving proposing products and services that match customers' needs for labor saving and manpower saving, and smart factories, etc. to boost factorywide production efficiency, and in addition, sales activities were carried out focusing on profitability, as well as revisions to the profits from transactions.

With respect to profits, factors such as improved profitability due to the above-mentioned sales measures and cost reductions and so on, and the effects of cost-cutting led operating profit to amount to 5,571 million yen (up by 100.7% from the same period of the previous fiscal year). Ordinary profit stood at 5,391 million yen (up by 312.4% from the same period of the previous fiscal year) and profit attributable to owners of parent stood at 3,771 million yen (profit of 110 million yen in the same period of the previous fiscal year), owing to factors such as lower exchange losses accompanying the revaluation of foreign-currency-denominated receivables, which were significant in the previous fiscal year.

#### (Business overview by primary segment)

In order to respond to environmental changes in the future and build a business structure enabling continuous high revenues, the Company revised its managerial framework in the three months ended March 31, 2017. In line with this, the two existing segments the "Sewing Machinery Business" and the "Electronic Assembly Systems Business" were reorganized into two new segments called the "Sewing Machinery and Systems Business" and the "Industrial Equipment and Systems Business" in order to strengthen solution deployment with the inclusion of the systems field

Segment information related to the nine months ended September 30, 2016 has been prepared based on the categories after the change.

#### a. Sewing Machinery and Systems Business

In regard to geographic regions, although sales remained robust in Europe, the U.S. and China, sales were sluggish in some regions of the Asian market. In terms of products, sales of items in the non-apparel field were robust, but sales of products for the apparel market declined. Due to factors such as these, net sales of the Sewing Machinery and Systems Business amounted to 49,512 million yen (down by 4.5% from the same period of the previous fiscal year). With respect to profits, segment profit (ordinary profit or loss) stood at 4,113 million yen (up by 26.9% from the same period of the previous fiscal year), owing to factors such as improved profitability due to the deployment of the above-mentioned sales activities and cost reduction effects, etc.

#### b. Industrial Equipment and Systems Business

In regard to geographic regions, sales were robust, supported by increased capital investment demand starting with the largest market, China. In terms of products, there were increases related to the sales of new mounters, sales of labor-saving devices for deployment based on the smart factories proposal and the sales of group business, such as commissioned processing. Due to these and other factors, net sales of the Industrial Equipment and Systems Business stood at 24,471 million yen (up by 15.4% from the same period of the previous fiscal year). With respect to profits, as a result of cost reduction effects based on improved profitability due to increased sales of new products and structural reforms carried out to date, segment profit (ordinary profit or loss) rose significantly to 1,839 million yen (loss of 362 million yen in the same period of the previous fiscal year).

## (2) Explanation regarding financial position

Total assets as of September 30, 2017 were 110,692 million yen, a decrease of 672 million yen compared to the previous fiscal year-end. This was mainly due to a decrease in notes and accounts receivable - trade. Liabilities were 79,780 million yen, a decrease of 4,001 million yen compared to the previous fiscal year-end. This reflected a decrease in short-term and long-term loans payable. Net assets were 30,911 million yen, an increase of 3,329 million yen compared to the previous fiscal year-end. This was mainly due to an increase in retained earnings. Consequently, the equity ratio was 27.4%, an increase of 3.2 percentage points over that of the previous fiscal year-end.

## (3) Explanation regarding forward-looking statements such as consolidated earnings forecasts

The consolidated earnings forecasts for the fiscal year ending December 31, 2017 have not been revised from those previously announced on August 3, 2017.

Going forward, the Company will closely examine its earnings forecasts after taking into account the impact on the Company's earnings from factors including the business environment.

# 2. Quarterly consolidated financial statements and significant notes thereto

# (1) Consolidated balance sheet

(1) Consolidated balance sheet		(million yen)
	As of December 31, 2016	As of September 30, 2017
Assets		
Current assets		
Cash and deposits	8,048	7,518
Notes and accounts receivable - trade	30,741	29,716
Inventories	37,616	37,871
Other	4,059	4,729
Allowance for doubtful accounts	(399)	(358)
Total current assets	80,066	79,477
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	12,890	12,500
Land	6,523	6,459
Other, net	4,098	4,413
Total property, plant and equipment	23,512	23,373
Intangible assets	1,711	1,638
Investments and other assets		
Other	8,025	8,163
Allowance for doubtful accounts	(1,951)	(1,960)
Total investments and other assets	6,074	6,203
Total non-current assets	31,298	31,214
Total assets	111,365	110,692
Liabilities		
Current liabilities		
Notes and accounts payable - trade	9,972	12,632
Short-term loans payable	43,144	37,961
Income taxes payable	409	970
Provision for bonuses	15	556
Other	7,712	6,139
Total current liabilities	61,254	58,261
Non-current liabilities		
Long-term loans payable	16,647	15,664
Provision for directors' retirement benefits	69	61
Net defined benefit liability	5,163	5,175
Other	646	618
Total non-current liabilities	22,528	21,519
Total liabilities	83,782	79,780

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	As of December 31, 2016	As of September 30, 2017
Net assets		
Shareholders' equity		
Capital stock	18,044	18,044
Capital surplus	2,035	2,035
Retained earnings	8,937	12,123
Treasury shares	(605)	(606)
Total shareholders' equity	28,412	31,597
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	839	1,032
Foreign currency translation adjustment	(2,274)	(2,358)
Remeasurements of defined benefit plans	28	62
Total accumulated other comprehensive income	(1,406)	(1,263)
Non-controlling interests	576	577
Total net assets	27,582	30,911
Total liabilities and net assets	111,365	110,692

### (2) Consolidated statement of income and consolidated statement of comprehensive income

## Consolidated statement of income (cumulative)

(million yen) Nine months ended Nine months ended September 30, 2016 September 30, 2017 Net sales 73,283 74,228 Cost of sales 51,623 51,126 Gross profit 21,659 23,101 17,530 Selling, general and administrative expenses 18,883 Operating profit 2,776 5,571 Non-operating income 41 Interest income 24 100 119 Dividend income Commission fee 205 176 Reversal of allowance for doubtful accounts 213 51 260 277 803 Total non-operating income 667 Non-operating expenses Interest expenses 875 729 1,328 85 Foreign exchange losses Other 68 32 Total non-operating expenses 2,272 847 Ordinary profit 1,307 5,391 Extraordinary income Gain on sales of non-current assets 442 38 442 Total extraordinary income 38 Extraordinary losses Loss on sales and retirement of non-current assets 114 39 105 Impairment loss 79 Special retirement expenses Other 27 300 Total extraordinary losses 66 Profit before income taxes 1,449 5,363 Income taxes 1,536 1,570 Income taxes for prior periods 51 Profit (loss) (138)3,793 Profit (loss) attributable to non-controlling interests (248)21 110 Profit attributable to owners of parent 3,771

## Consolidated statement of comprehensive income (cumulative)

(million yen)

		(
	Nine months ended September 30, 2016	Nine months ended September 30, 2017
Profit (loss)	(138)	3,793
Other comprehensive income		
Valuation difference on available-for-sale securities	(260)	193
Foreign currency translation adjustment	(3,395)	(79)
Remeasurements of defined benefit plans, net of tax	(2)	34
Total other comprehensive income	(3,659)	147
Comprehensive income	(3,797)	3,941
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(3,486)	3,915
Comprehensive income attributable to non-controlling interests	(310)	26

# (3) Notes to quarterly consolidated financial statements (Notes to premise of going concern)

No items to report.

(Notes to significant changes in the amount of shareholders' equity)

No items to report.

#### (Application of special accounting for preparing quarterly consolidated financial statements)

#### Calculation of taxes

Taxes are calculated by reasonably estimating the effective tax rate after application of tax effect accounting to profit before income taxes for the fiscal year, and multiplying the quarterly profit before income taxes by such estimated effective tax rate.

It should be noted that income taxes-deferred are included in income taxes.

#### (Segment information, etc.)

1. Information regarding the amounts of net sales and profit/loss by reportable segment

Nine months ended September 30, 2016 (January 1, 2016 to September 30, 2016) (million yen)

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	Sewing	Reportable segmen	t	Other Businesses (Note 1)	Total	Adjustments (Note 2)	Amount recorded in the quarterly	
	Machinery and Systems Business	Equipment and Systems Business	Total				consolidated statement of income (Note 3)	
Net sales								
To external customers	51,838	21,198	73,036	246	73,283	_	73,283	
Inter-segment sales or transfers	598	343	941	384	1,325	(1,325)	_	
Total	52,436	21,541	73,978	630	74,608	(1,325)	73,283	
Segment profit (loss)	3,240	(362)	2,877	47	2,924	(1,617)	1,307	

- (Notes) 1. The "Other Businesses" category refers to business segments not included in reportable segments under which businesses such as the building management business are classified.
  - 2. Included in the 1,617 million yen deducted from segment profit (loss) as adjustment are 6 million yen in inter-segment eliminations and a deduction of 1,623 million yen in corporate loss that cannot be allocated to any reportable segment. The corporate loss mainly consists of costs related to the administrative functions of the Company that have not been attributed to any reportable segment and foreign exchange losses that have not been attributed to any reportable segment.
  - 3. Segment profit (loss) is adjusted with ordinary profit in the quarterly consolidated statement of income.

Nine months ended September 30, 2017 (January 1, 2017 to September 30, 2017) (million yen)

	F	Reportable segmen	ıt	•			Amount
	Sewing Machinery and Systems Business	Industrial Equipment and Systems Business	Total	Other Businesses (Note 1)	Total	Adjustments (Note 2)	recorded in the quarterly consolidated statement of income (Note 3)
Net sales							
To external customers	49,512	24,471	73,984	244	74,228	_	74,228
Inter-segment sales or transfers	725	277	1,002	351	1,354	(1,354)	_
Total	50,237	24,749	74,987	595	75,583	(1,354)	74,228
Segment profit	4,113	1,839	5,953	33	5,987	(595)	5,391

- (Notes) 1. The "Other Businesses" category refers to business segments not included in reportable segments under which businesses such as the building management business are classified.
  - 2. Included in the 595 million yen deducted from segment profit as adjustment are a deduction of 11 million yen in inter-segment eliminations and a deduction of 583 million yen in corporate loss that cannot be allocated to any reportable segment. The corporate loss mainly consists of costs related to the administrative functions of the Company that have not been attributed to any reportable segment and foreign exchange losses that have not been attributed to any reportable segment.
  - 3. Segment profit is adjusted with ordinary profit in the quarterly consolidated statement of income.

2. Information regarding impairment loss of non-current assets and goodwill by reportable segment Nine months ended September 30, 2016 (January 1, 2016 to September 30, 2016) (Significant impairment loss on non-current assets)

In the nine months ended September 30, 2016, impairment loss comprising 105 million yen in assets of Industrial Equipment and Systems Business segment is recorded as extraordinary loss.

Nine months ended September 30, 2017 (January 1, 2017 to September 30, 2017) No items to report.

### 3. Matters regarding changes in reportable segments

In three months ended March 31, 2017, the Company reorganized its reportable segments, changing the two existing segments, the "Sewing Machinery Business" and the "Electronic Assembly Systems Business," into two new segments called the "Sewing Machinery and Systems Business" and the "Industrial Equipment and Systems Business," accompanying a revision of its managerial framework and reorganization.

The "Sewing Machinery and Systems Business" consists of an industrial sewing machine business and a household sewing machine business. Meanwhile, the "Industrial Equipment and Systems Business" is comprised of "Group Business" that includes the commissioned processing business, which has potential for growth, "Customer Business," such as parts sales and maintenance services, and the "Electronic Assembly Systems Business," which carries out the manufacture and sale of mounting equipment such as mounters.

Segment information related to the nine months ended September 30, 2016 has been prepared based on the categories after the change.