



CMK CORPORATION
(Stock code: 6958)

FY2018 Financial Results

(presentation material)

May 20, 2019

CMK CORPORATION

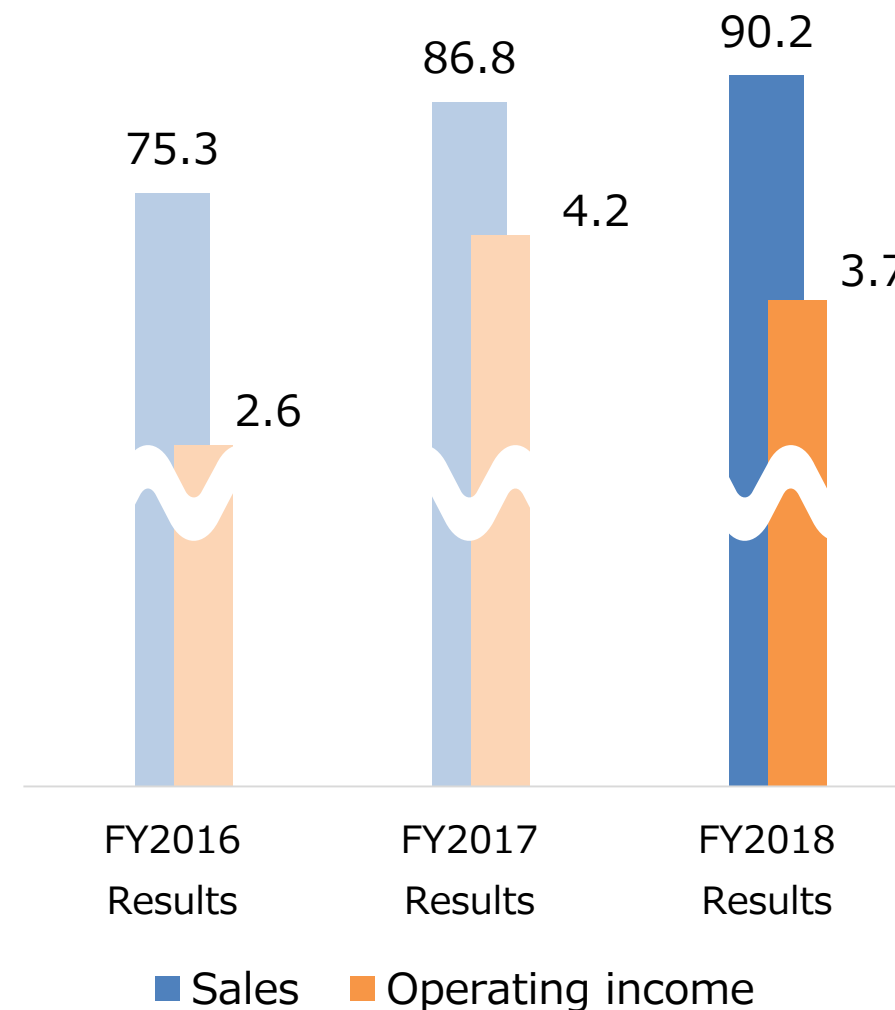
- 1 . Consolidated financial results for FY2018
- 2 . Consolidated financial forecast for FY2019
- 3 . Supplementary material

1 . Consolidated financial results for FY2018

① Key points of FY2018 Financial results

- Orders of our key products, PWBs for automotive use remained strong by the progress of automotive electrification
- Operating income decreased, affected by the strong Chinese yuan and Thai baht against the US dollar and the decline in operation rate due to temporary adjustment of supply-demand balance in the domestic market

(Billions of yen)



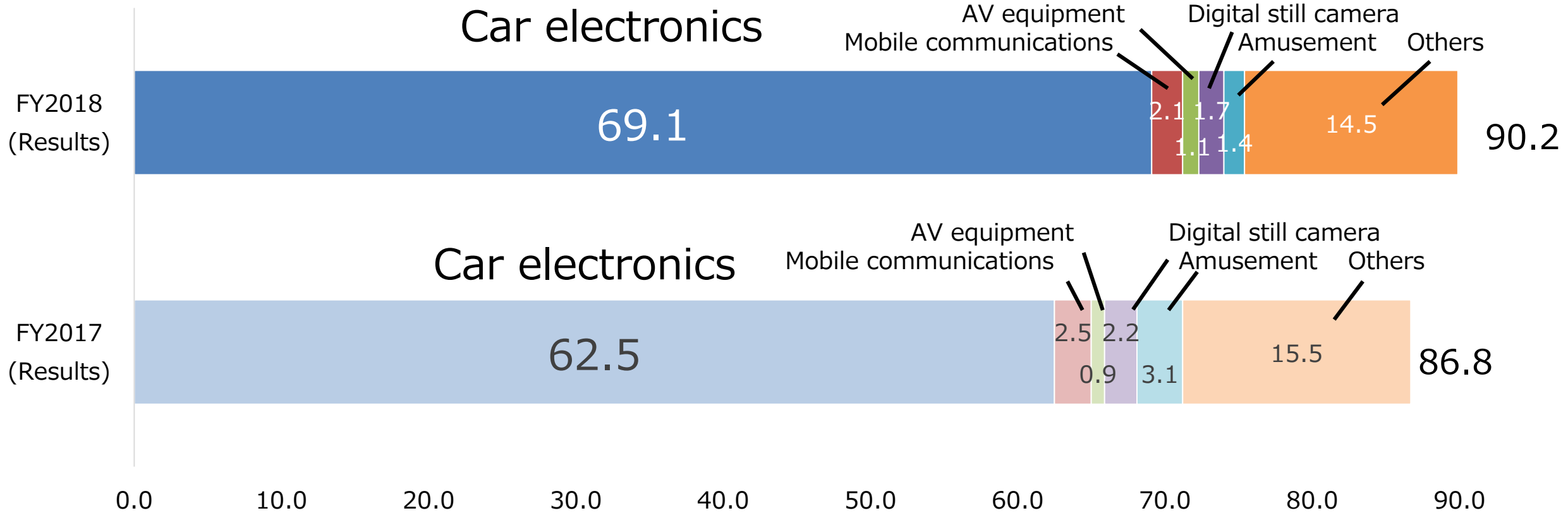
② Consolidated Income Statement

(Billions of yen)

	FY2017 Results	FY2018 Results	YoY		Compared with plan	
			Change	%	Plan	Change
Net sales	86.8	90.2	+3.3	3.8%	90.0	+0.2
Operating income	4.2	3.7	-0.4	-11.7%	4.0	-0.2
Operating margin	4.9%	4.2%	-0.7%		4.4%	-0.2%
Ordinary income	3.9	3.7	-0.1	-3.7%	3.7	+0
Profit attributable to owners of parent	3.6	2.0	-1.6	-44.6%	3.0	-0.9
ROE	7.2%	3.8%	-3.4%		5.7%	-1.9%
Exchange rate (USD/JPY)	112.04	110.37	-1.67	-1.5%	110.00	0.37

③ Sales by application

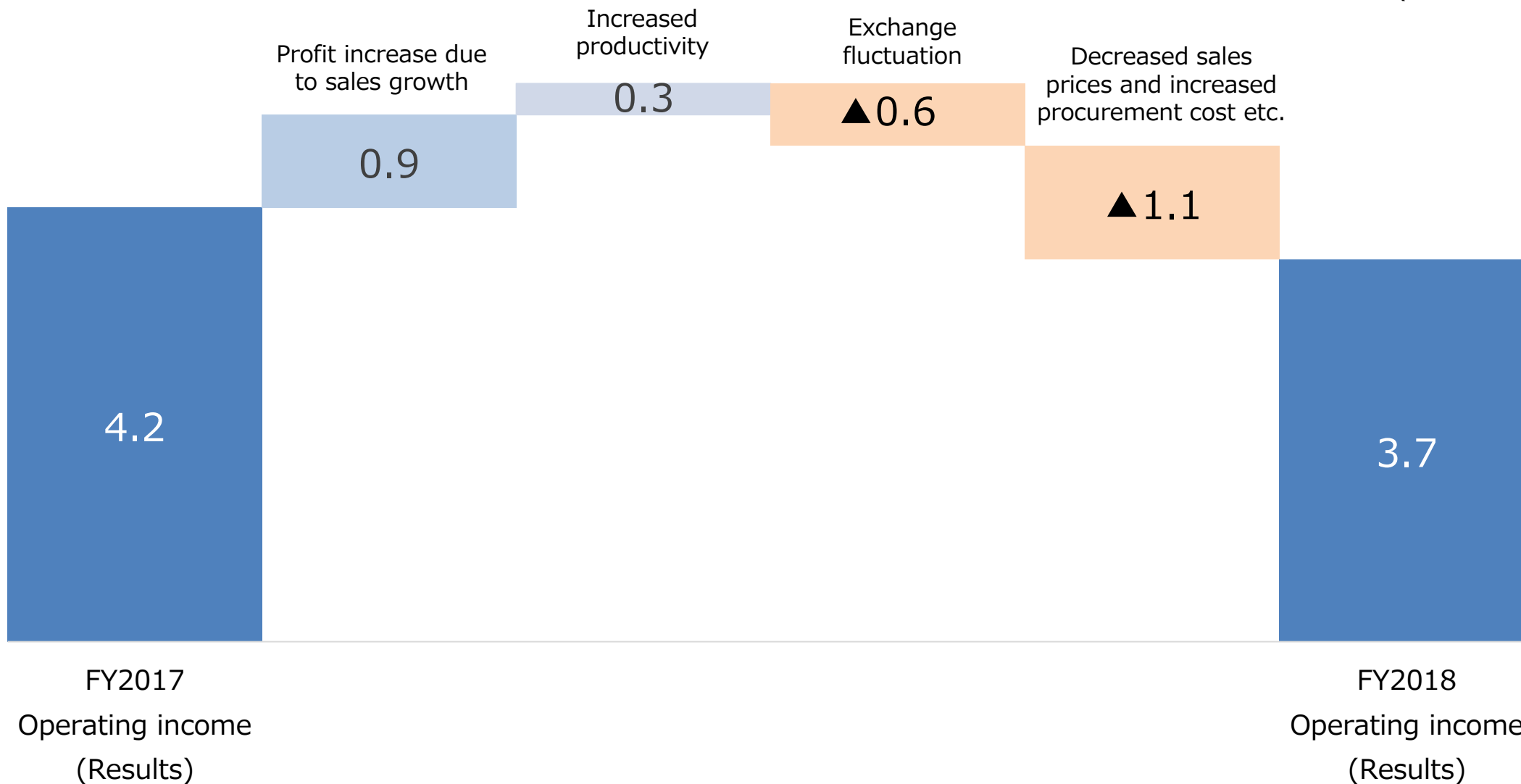
(Billions of yen)



- Sales of products for automotive use increased steadily by 10.6% compared with the previous fiscal year, exceeding the overall sales growth rate, driven by the progress of automotive electrification
- The share of products for automotive use in total sales increased from 72.0% in the previous fiscal year to 76.7%

④ Analysis of changes in operating income

(Billions of yen)



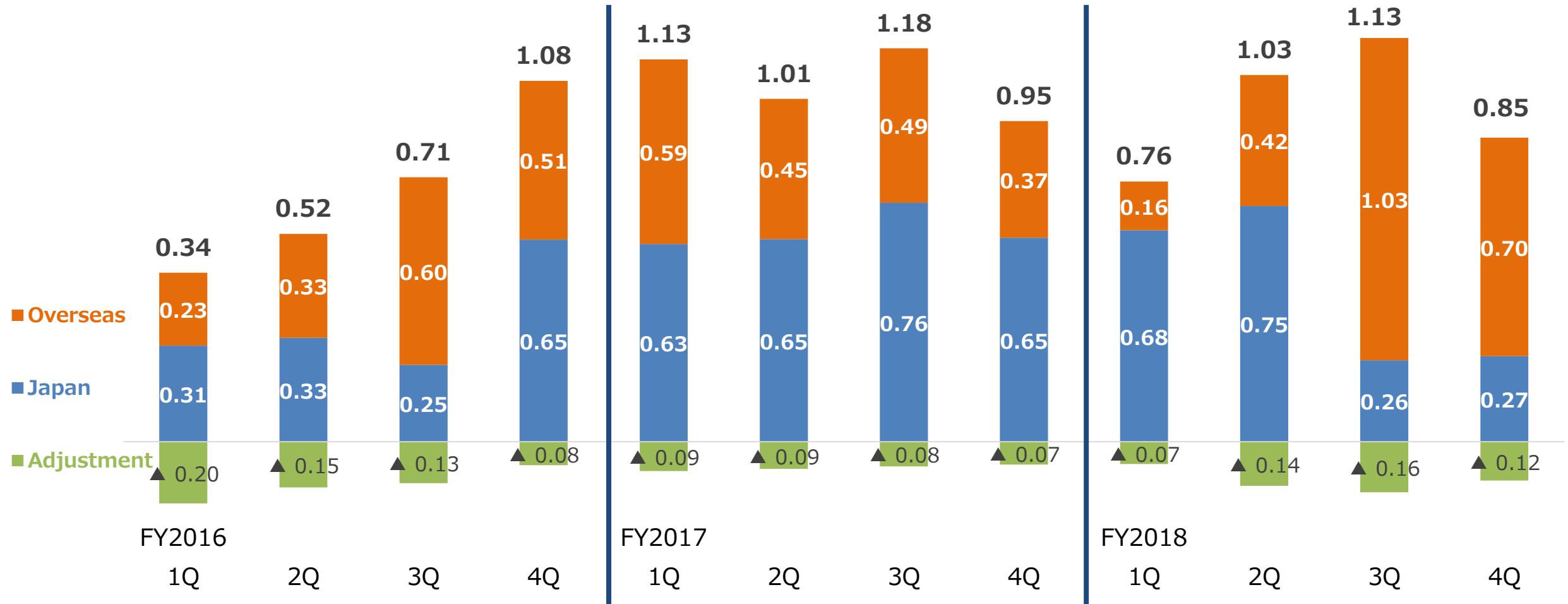
⑤ Changes in quarterly operating income

(Billions of yen)

Japan : Downsizing of production sites
Overseas : Enhancement of production capacity in the factory of Thailand

Japan : Productivity enhancement
Overseas : Enhancement of production capacity in the factory of Thailand and Wuxi

Japan : 3-4Q Low operating rate
Overseas : 1-2Q Exchange fluctuation



⑥ Cash dividends

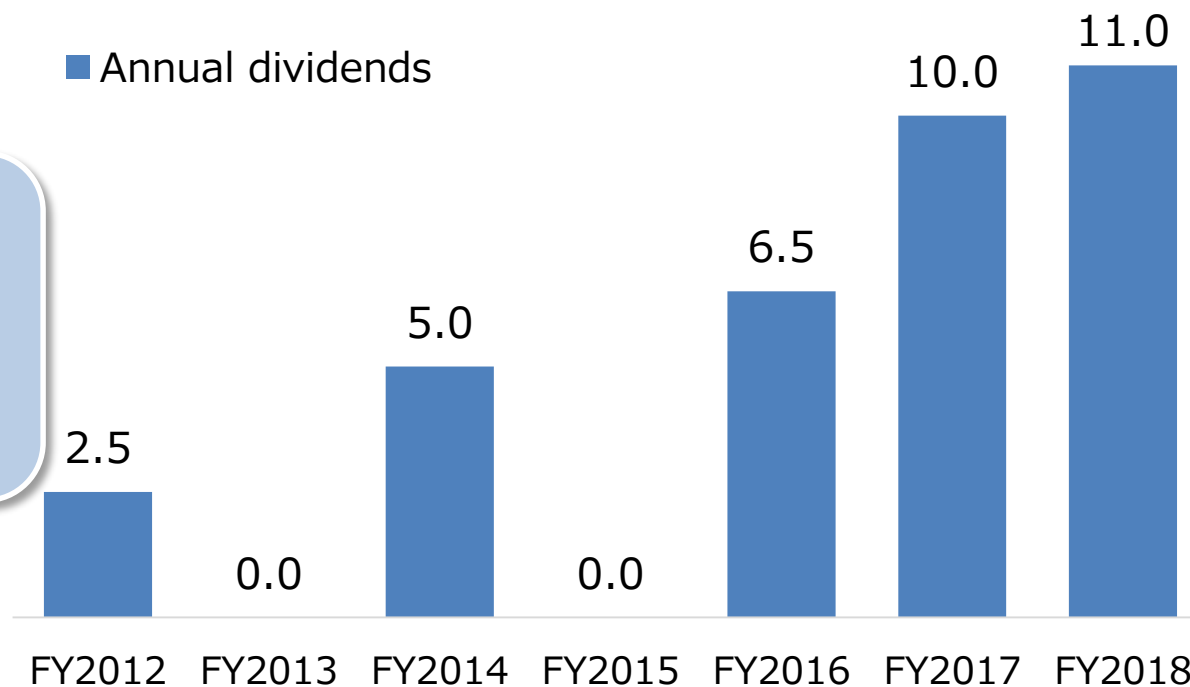
■ Basic policy

Continue to pay stable dividends in light of our financial results and performance, while securing sufficient internal reserves we need to reinforce our management structure and expand our business further

■ Cash dividends

FY2018 Annual dividends per share

11Yen (+1 yen increase)

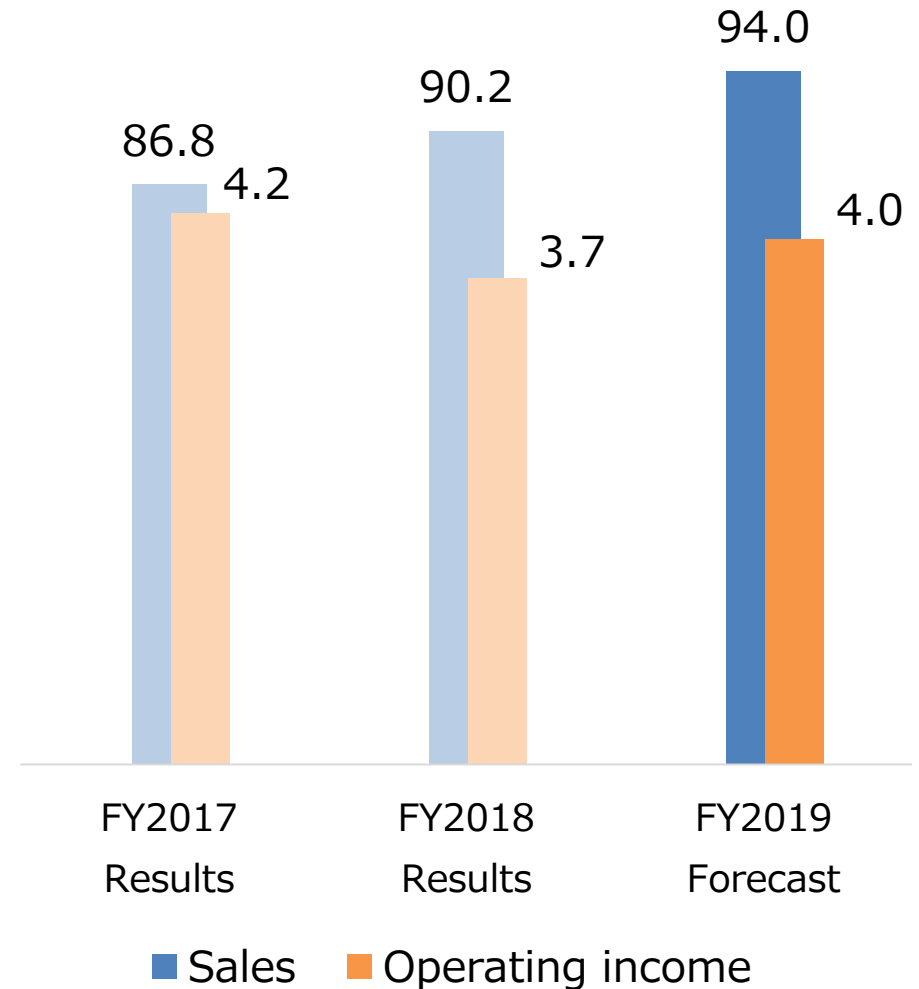


2. Consolidated financial forecast for FY2019

① Key points of FY2019 forecast

- Demand for products for automotive use is expected to remain strong, driven by the progress of automotive electrification
- Continue capital investment in order to increase production capacity and improve productivity in factories
- Operating income increased only slightly, as a result of a temporary increase in depreciation

(Billions of yen)

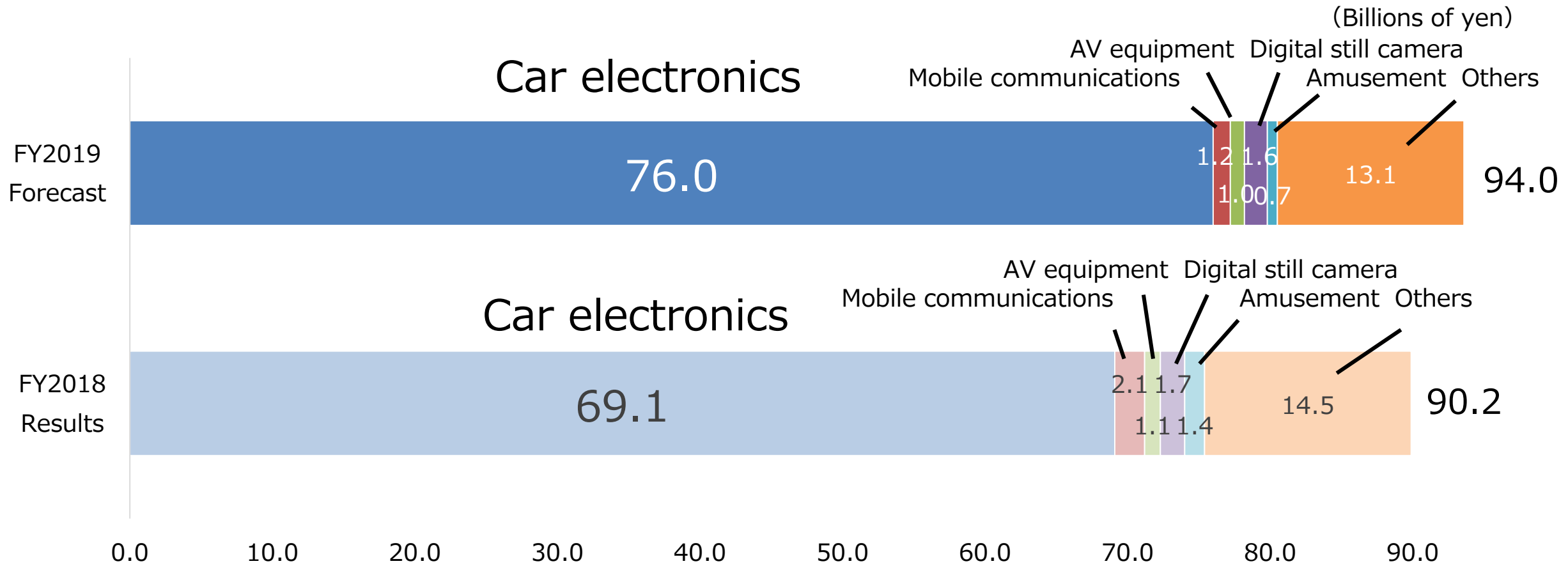


② Consolidated Income Statement

(Billions of yen)

	FY2018 Results	FY2019 Forecast	YoY	
			Change	%
Net sales	90.2	94.0	+3.7	+4.2%
Operating income	3.7	4.0	+0.2	+6.2%
Operating margin	4.2%	4.3%		
Ordinary income	3.7	3.6	-0.1	-4.5%
Profit attributable to owners of parent	2.0	2.7	+0.6	+34.0%
Exchange rate (USD/JPY)	110.37	110.00	0.37	-0.3%

③ Sales by application



- Sales of products for automotive use are expected to remain strong and increase by 10.0% compared with the previous fiscal year, driven by the progress of automotive electrification

④ Our business overview : Enhancing production capacity in overseas factories

CMK electronics(Wuxi)co., Ltd. (HDI)

Capital investment is in progress to **enhance production capacity by 20%** compared with the existing capacity, responding to a growing demand for HDI PWBs for automotive use (Due to complete in June 2019)



CMK Corporation(THAILAND) co., Ltd. (Double-sided, Multilayered, HDI)

Capital investment is in progress to **enhance production capacity by 25%** compared with the existing capacity, responding to a growing demand for products for Powertrain and Driving control and Safety (Due to complete in June 2019)

CMK AMERICA CORPORATION
North America Atlanta

CMK EUROPE N.V.
Belgium Geel

CMK electronics(Wuxi)co., Ltd.
China Wuxi

CMKC(Dong Guan)ltd.
China Dong Guan

CMKC (SHENZHEN), LTD.
China Shenzhen/Wuxi/
Dong Guan

CMKC (HK) LIMITED.



CMK Corporation (THAILAND) co., Ltd.
Thailand Purachin Buri

CMK ASIA(PTE.)LTD.
Singapore
Malaysia Penang/Kuala Lumpur
Indonesia Jakarta
Vietnam Hanoi

CMK CORPORATION (THAILAND)CO.,LTD.
Thailand Bangkok

⑤ Analysis of changes in operating income

(Billions of yen)



3 . Supplementary material

① Sales by application

(Billions of yen)

	FY2017 Results	FY2018 Results	YoY Change
Car electronics	62.5	69.1	+6.6
Mobile communications	2.5	2.1	-0.3
AV equipment	0.9	1.1	+0.2
Digital still camera	2.2	1.7	-0.4
Amusement	3.1	1.4	-1.6
Others	15.5	14.5	-1.0
Total	86.8	90.2	+3.3

FY2019 Forecast	YoY Change
76.0	+6.8
1.2	-0.8
1.0	-0.1
1.6	-0.0
0.7	-0.7
13.1	-1.3
94.0	+3.7

② Sales by type of PWBs

(Billions of yen)

	FY2017 Results	FY2018 Results	YoY Change	FY2019 Forecast	YoY Change
HDI PWBs	26.9	26.2	-0.6	26.4	+0.1
Multilayered PWBs	37.0	41.7	+4.7	47.1	+5.3
Double-sided PWBs	15.2	14.8	-0.4	14.6	-0.1
Others	7.6	7.3	-0.2	5.7	-1.6
Total	86.8	90.2	+3.3	94.0	+3.7

③ Financial results by region

(Billions of yen)

	FY2017 Results		FY2018 Results		YoY	
	Sales	Operating income	Sales	Operating income	Sales	Operating income
Japan	52.6	2.6	53.4	1.9	+0.8	-0.7
China	29.0	1.2	29.9	1.6	+0.9	+0.4
Southeast Asia	21.4	0.2	23.7	0.2	+2.2	-0
Europe & North America	6.6	0.4	7.0	0.4	+0.4	-0
Total	109.7	4.5	114.2	4.2	+4.4	-0.3
Adjustment	▲22.8	▲0.3	▲23.9	▲0.4	-1.0	-0.1
Consolidated	86.8	4.2	90.2	3.7	+3.3	-0.4

FY2019 Forecast		YoY	
Sales	Operating income	Sales	Operating income
55.7	2.4	+2.2	+0.4
30.9	1.6	+0.9	+0
25.9	0.3	+2.1	+0
6.8	0.3	-0.1	-0.1
119.4	4.6	+5.2	+0.4
▲25.4	▲0.6	-1.4	-0.1
94.0	4.0	+3.7	+0.2

④ Capital investment

(Billions of yen)

	FY2017 Results	FY2018 Results	YoY Change
Japan	1.5	1.5	+0.0
Overseas	5.4	5.9	+0.4
Consolidated	7.0	7.5	+0.4

FY2019 Forecast	YoY Change
4.2	+2.7
9.8	+3.9
14.1	+6.6

Depreciation cost	4.1	4.2	+0.1
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5.6	+1.3
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Future-related information and descriptions in this material are just forward-looking statements and not guarantees for future achievements
(Amounts are rounded, and % is rounded to one decimal place.)

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