

# **Financial Results for the Term Ended March 2021 Supplementary Documents**



**ORGANO CORPORATION**

**May 17, 2021**

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-- Business forecasts --

The details of business forecasts and plans presented in this document are made based on information available at the time of writing and contain potential risks and uncertain factors. Actual performance may differ materially from the above forecasts due to a variety of factors.



**ORGANO CORPORATION**

# 1 Results for the Fiscal Year Ended March 31, 2021 and Plans for the Fiscal Year Ending March 31, 2022

## (1) Consolidated Results and Plans

(Unit: millions of yen)

	03/2020		03/2021					03/2022 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Orders received	104,986	1.1 %	44,050	4.5 %	100,000	94,563	△ 9.9 %	53,000	20.3 %	100,000	5.7 %
Net sales	96,515	4.6 %	45,322	△ 2.9 %	100,000	100,638	4.3 %	50,000	10.3 %	103,000	2.3 %
Overseas Net Sales (Share of overseas net sales)	21,522	△ 10.8 %	12,413	19.1 %	24,000	24,962	16.0 %	17,000	37.0 %	32,500	30.2 %
	22.3%		27.4%		24.0%	24.8%		34.0%		31.6%	
Gross profit (Gross profit margin)	27,282	19.0 %	11,359	△ 17.6 %	25,600	26,326	△ 3.5 %	11,400	0.4 %	26,250	△ 0.3 %
	28.3%		25.1%		25.6%	26.2%		22.8%		25.5%	
Selling, general and administrative expenses	17,374	6.2 %	8,176	△ 2.1 %	18,400	16,746	△ 3.6 %	8,800	7.6 %	18,000	7.5 %
Operating income (Operating income ratio)	9,908	51.1 %	3,182	△ 41.5 %	7,200	9,579	△ 3.3 %	2,600	△ 18.3 %	8,250	△ 13.9 %
	10.3%		7.0%		7.2%	9.5%		5.2%		8.0%	
Ordinary income (Ordinary income ratio)	9,929	51.9 %	3,276	△ 38.4 %	7,100	9,900	△ 0.3 %	2,550	△ 22.2 %	8,150	△ 17.7 %
	10.3%		7.2%		7.1%	9.8%		5.1%		7.9%	
Profit attribute to owners of the parent company (Net income ratio)	7,162	60.9 %	2,080	△ 42.8 %	4,700	7,074	△ 1.2 %	1,500	△ 27.9 %	6,500	△ 8.1 %
	7.4%		4.6%		4.7%	7.0%		3.0%		6.3%	

## (2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2020		03/2021					03/2022 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	104,986	1.1 %	44,050	4.5 %	100,000	94,563	△ 9.9 %	53,000	20.3 %	100,000	5.7 %
Water treatment engineering	86,475	1.6 %	34,948	5.7 %	81,000	76,227	△ 11.9 %	43,700	25.0 %	81,000	6.3 %
Performance Products	18,510	△ 1.2 %	9,101	△ 0.1 %	19,000	18,336	△ 0.9 %	9,300	2.2 %	19,000	3.6 %
Net Sales	96,515	4.6 %	45,322	△ 2.9 %	100,000	100,638	4.3 %	50,000	10.3 %	103,000	2.3 %
Water treatment engineering	77,921	5.5 %	36,402	△ 2.5 %	81,000	82,424	5.8 %	40,700	11.8 %	84,000	1.9 %
Performance Products	18,593	0.9 %	8,920	△ 4.3 %	19,000	18,213	△ 2.0 %	9,300	4.3 %	19,000	4.3 %
Operating Income	9,908	51.1 %	3,182	△ 41.5 %	7,200	9,579	△ 3.3 %	2,600	△ 18.3 %	8,250	△ 13.9 %
(%)	10.3%		7.0%		7.2%	9.5%		5.2%		8.0%	
Water treatment engineering	8,921	72.3 %	2,636	△ 44.9 %	6,200	8,466	△ 5.1 %	2,000	△ 24.2 %	7,050	△ 16.7 %
(%)	11.4%		7.2%		7.7%	10.3%		4.9%		8.4%	
Performance Products	986	△ 28.5 %	545	△ 16.8 %	1,000	1,113	12.8 %	600	10.0 %	1,200	7.8 %
(%)	5.3%		6.1%		5.3%	6.1%		6.5%		6.3%	

## (3) Orders Received and Net Sales for Electronics Industry (Consolidated)

(Unit: millions of yen)

	03/2020		03/2021					03/2022 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	48,191	△ 1.3 %	19,557	44.3 %	46,000	42,575	△ 11.7 %	25,000	27.8 %	47,500	11.6 %
Domestic	30,027	19.7 %	8,835	△ 2.6 %	26,000	16,903	△ 43.7 %	13,000	47.1 %	22,500	33.1 %
Overseas	18,164	△ 23.4 %	10,722	139.2 %	20,000	25,672	41.3 %	12,000	11.9 %	25,000	△ 2.6 %
Net Sales	41,986	7.6 %	22,251	△ 0.1 %	46,000	47,631	13.4 %	26,000	16.8 %	50,500	6.0 %
Domestic	25,132	23.1 %	11,374	△ 19.5 %	26,000	26,489	5.4 %	12,000	5.5 %	23,500	△ 11.3 %
Overseas	16,854	△ 9.4 %	10,877	33.5 %	20,000	21,141	25.4 %	14,000	28.7 %	27,000	27.7 %

## 2 Major Financial Indicators

(Unit: millions of yen)

		03/2020		03/2021		03/2022 (Plan)	
		Full Year		Full Year		Full Year	
		Actual	Growth	Actual	Growth	Projection	Growth
Consolidated	Capital expenditures	1,154	47.7 %	1,015	△ 12.0 %	4,500	343.2 %
	R&D Expenses	2,178	19.5 %	2,300	5.6 %	2,300	△ 0.0 %
	Depreciation	1,189	29.3 %	1,212	1.9 %	1,200	△ 1.0 %
	Interest-bearing debt	9,740	△ 28.7 %	16,005	64.3 %	17,000	6.2 %
	Interest, net	△ 63	—	△ 62	—	△ 65	—
	Number of Employee	2,249	+ 63	2,319	+ 70	2,340	+ 21
	EPS (yen)	626.05		616.72		566.33	
	Dividend per share (yen/year)	104		114		114	
	ROE(%)	12.4		11.1		9.3	
	ROA(%)	9.8		9.1		—	