# The Second Quarter Financial Results & Forecasts for FY2014
# Supplementary Documents

ORGANO CORPORATION

Novemver 10 , 2014

## ＜Contents＞



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

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ORGANO CORPORATION

# 1 The Second Quarter Financial Results & Forecasts for FY2014

## (1) Consolidated Results and Forecasts

(Unit: millions of yen)

| | FY2013 | | | | FY2014 | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1st Half | | Full Year | | 1st Half | | | Full Year (Forecasts) | | |
| | Actual | Growth | Actual | Growth | Plan | Actual | Growth | Plan | Forecasts | Growth |
| Orders received | 32,354 | 1.6 % | 65,501 | 8.7 % | 35,000 | 35,704 | 10.4 % | 75,000 | 75,000 | 14.5 % |
| Net sales | 26,791 | △ 9.4 % | 62,096 | △ 6.9 % | 30,000 | 28,633 | 6.9 % | 70,000 | 70,000 | 12.7 % |
| Overseas Net Sales | 6,009 | 61.0 % | 14,090 | 30.6 % | 6,000 | 4,316 | △ 28.2 % | 14,200 | 12,000 | △ 14.8 % |
| (Share of overseas net sales) | 22.4% | | 22.7% | | 20.0% | 15.1% | | 20.3% | 17.1% | |
| Gross profit | 6,447 | △ 15.0 % | 14,553 | △ 13.6 % | 6,300 | 6,115 | △ 5.1 % | 15,400 | 14,700 | 1.0 % |
| (Gross profit margin) | 24.1% | | 23.4% | | 21.0% | 21.4% | | 22.0% | 21.0% | |
| Selling, general and administrative expenses | 6,877 | 4.6 % | 13,720 | 2.8 % | 6,800 | 6,547 | △ 4.8 % | 13,900 | 13,200 | △ 3.8 % |
| Operating income | △ 429 | － % | 833 | △ 76.2 % | △ 500 | △ 432 | － % | 1,500 | 1,500 | 80.0 % |
| (Operating income ratio) | －% | | 1.3% | | －% | －% | | 2.1% | 2.1% | |
| Ordinary income | △ 229 | － % | 1,170 | △ 70.1 % | △ 550 | △ 444 | － % | 1,400 | 1,400 | 19.6 % |
| (Ordinary income ratio) | －% | | 1.9% | | －% | －% | | 2.0% | 2.0% | |
| Net income | △ 134 | － % | 664 | △ 74.1 % | △ 300 | △ 583 | － % | 900 | 900 | 35.5 % |
| (Net income ratio) | －% | | 1.1% | | －% | －% | | 1.3% | 1.3% | |

## (2) Consolidated Segment Info. by Business

(Unit: millions of yen)

| | FY2013 | | | | FY2014 | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1st Half | | Full Year | | 1st Half | | | Full Year (Forecast) | | |
| | Actual | Growth | Actual | Growth | Plan | Actual | Growth | Plan | Forecasts | Growth |
| Order Received | 32,354 | 1.6 % | 65,501 | 8.7 % | 35,000 | 35,704 | 10.4 % | 75,000 | 75,000 | 14.5 % |
| Water treatment engineering | 22,833 | 3.7 % | 45,814 | 12.3 % | 25,000 | 25,823 | 13.1 % | 53,500 | 54,100 | 18.1 % |
| Functional product | 9,521 | △ 3.0 % | 19,686 | 1.2 % | 10,000 | 9,881 | 3.8 % | 21,500 | 20,900 | 6.2 % |
| Net Sales | 26,791 | △ 9.4 % | 62,096 | △ 6.9 % | 30,000 | 28,633 | 6.9 % | 70,000 | 70,000 | 12.7 % |
| Water treatment engineering | 17,464 | △ 13.8 % | 42,112 | △ 11.3 % | 20,000 | 19,248 | 10.2 % | 48,500 | 49,100 | 16.6 % |
| Functional product | 9,326 | 0.2 % | 19,983 | 3.8 % | 10,000 | 9,385 | 0.6 % | 21,500 | 20,900 | 4.6 % |
| Operating Income | △ 429 | — % | 833 | △ 76.2 % | △ 500 | △ 432 | — % | 1,500 | 1,500 | 80.0 % |
| （%） | —% | | 1.3% | | —% | —% | | 2.1% | 2.1% | |
| Water treatment engineering | △ 1,000 | — % | △ 691 | — % | △ 1,200 | △ 1,029 | — % | △ 200 | △ 100 | — % |
| (%) | —% | | —% | | —% | —% | | —% | —% | |
| Functional product | 570 | 25.6 % | 1,524 | 29.5 % | 700 | 597 | 4.6 % | 1,700 | 1,600 | 4.9 % |
| (%) | 6.1% | | 7.6% | | 7.0% | 6.4% | | 7.9% | 7.7% | |

## (3) Electronics Industry (Consolidated Basis)

(Unit: millions of yen)

| | FY2013 | | | | FY2014 | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1st Half | | Full Year | | 1st Half | | | Full Year (Forecasts) | | |
| | Actual | Growth | Actual | Growth | Plan | Actual | Growth | Plan | Forecasts | Growth |
| Order Received | 9,074 | 18.2 % | 19,745 | 3.4 % | 10,000 | 11,264 | 24.1 % | 21,000 | 22,700 | 15.0 % |
| Domestic | 4,205 | △ 5.1 % | 10,505 | 4.2 % | 6,000 | 9,046 | 115.1 % | 12,900 | 13,800 | 31.4 % |
| Overseas | 4,869 | 49.8 % | 9,240 | 2.6 % | 4,000 | 2,218 | △ 54.4 % | 8,100 | 8,900 | △ 3.7 % |
| Net Sales | 8,677 | 3.9 % | 19,275 | △ 2.3 % | 8,800 | 9,606 | 10.7 % | 19,800 | 21,800 | 13.1 % |
| Domestic | 4,039 | △ 25.5 % | 9,242 | △ 15.3 % | 4,800 | 6,833 | 69.2 % | 11,500 | 14,600 | 58.0 % |
| Overseas | 4,638 | 58.1 % | 10,033 | 13.8 % | 4,000 | 2,773 | △ 40.2 % | 8,300 | 7,200 | △ 28.2 % |

## 2 Major Financial Indicators

(Unit: millions of yen)

| | | FY2013 | | | | FY2014 | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | 1st Half | | Full Year | | 1st Half | | Full Year (Forecasts) | |
| | | Actual | Growth | Actual | Growth | Actual | Growth | Forecasts | Growth |
| *Consolidated* | CAPEX | 153 | △ 58.0 % | 358 | △ 50.3 % | 149 | △ 2.4 % | 700 | 95.4 % |
| | R&D Expenses | 767 | △ 7.2 % | 1,490 | △ 9.9 % | 716 | △ 6.6 % | 1,550 | 4.0 % |
| | Depreciation | 516 | △ 7.6 % | 1,065 | △ 8.1 % | 480 | △ 6.8 % | 1,000 | △ 6.1 % |
| | Debt with Interest | 12,569 | △ 13.3 % | 10,230 | △ 31.3 % | 10,649 | △ 15.3 % | 12,000 | 17.3 % |
| | Interest, net | △ 14 | ― | △ 26 | ― | △ 16 | ― | △ 30 | ― |
| | Number of Employees | 1,882 | + 86 人 | 1,896 | + 61 人 | 1,931 | + 49 人 | 1,920 | + 24 人 |
| | EPS (yen) | △ 2.34 | | 11.53 | | △ 10.13 | | 15.63 | |
| | Dividend per Share (yen/year) | ― | | 8.0 | | ― | | 8.0 | |
| | ROE（%） | △ 0.3 | | 1.5 | | △ 1.3 | | ― | |
| | ROA（%） | △ 0.3 | | 1.4 | | △ 0.6 | | ― | |