

The Second Quarter Financial Results & Forecasts
for the Term Ending March 31, 2016
Supplementary Documents



ORGANO CORPORATION

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<Contents>

1	The Second Quarter Financial Results & Forecasts for the Term Ending March 2016		
	(1) Consolidated Results and Forecasts	-----	1
	(2) Consolidated Segment Info. by Business	-----	2
	(3) Electronics Industry (Consolidated Basis)	-----	2
2	Major Financial Indicators	-----	3

-- Business forecasts --

The details of business forecasts and projections presented in this document are made based on information available at the time of printing 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 The Second Quarter Financial Results & Forecasts for the Term Ending March 2016

(1) Consolidated Results and Forecasts

(Unit: millions of yen)

	03/2015				03/2016					
	1st Half		Full Year		1st Half			Full Year (Forecasts)		
	Actual	Change from previous FY	Actual	Change from previous FY	Plan	Actual	Change from previous FY	Plan	Forecasts	Change from previous FY
Orders received	35,704	10.4 %	77,873	18.9 %	37,500	40,820	14.3 %	75,000	75,000	Δ 3.7 %
Net sales	28,633	6.9 %	68,741	10.7 %	30,000	33,479	16.9 %	77,000	79,000	14.9 %
Overseas Net Sales (Share of overseas net sales)	4,316	Δ 28.2 %	12,390	Δ 12.1 %	6,800	8,900	106.2 %	15,800	17,500	41.2 %
	15.1%		18.0%		22.7%	26.6%		20.5%	22.2%	
Gross profit (Gross profit margin)	6,115	Δ 5.1 %	15,544	6.8 %	6,600	6,658	8.9 %	16,700	17,400	11.9 %
	21.4%		22.6%		22.0%	19.9%		21.7%	22.0%	
Selling, general and administrative expenses	6,547	Δ 4.8 %	13,145	Δ 4.2 %	6,900	6,846	4.6 %	14,000	13,900	5.7 %
Operating income (Operating income ratio)	Δ 432	— %	2,398	187.9 %	Δ 300	Δ 187	— %	2,700	3,500	45.9 %
	—%		3.5%		—%	—%		3.5%	4.4%	
Ordinary income (Ordinary income ratio)	Δ 444	— %	2,465	110.6 %	Δ 350	Δ 221	— %	2,600	3,400	37.9 %
	—%		3.6%		—%	—%		3.4%	4.3%	
Net income attributable to owners of parent (Net income ratio)	Δ 583	— %	1,085	63.5 %	Δ 230	Δ 278	— %	1,680	2,250	107.3 %
	—%		1.6%		—%	—%		2.2%	2.8%	

(2) Consolidated Segment Information by Business

(Unit: millions of yen)

	03/2015				03/2016					
	1st Half		Full Year		1st Half			Full Year (Forecast)		
	Actual	Change from previous FY	Actual	Change from previous FY	Plan	Actual	Change from previous FY	Plan	Forecasts	Change from previous FY
Order Received	35,704	10.4 %	77,873	18.9 %	37,500	40,820	14.3 %	75,000	75,000	Δ 3.7 %
Water treatment engineering	28,016	— %	62,318	— %	29,500	32,884	17.4 %	58,800	59,300	Δ 4.8 %
Functional product	7,687	— %	15,554	— %	8,000	7,935	3.2 %	16,200	15,700	0.9 %
Net Sales	28,633	6.9 %	68,741	10.7 %	30,000	33,479	16.9 %	77,000	79,000	14.9 %
Water treatment engineering	21,149	— %	53,367	— %	22,000	25,677	21.4 %	60,800	63,300	18.6 %
Functional product	7,484	— %	15,374	— %	8,000	7,801	4.2 %	16,200	15,700	2.1 %
Operating Income (%)	Δ 432	— %	2,398	187.9 %	Δ 300	Δ 187	— %	2,700	3,500	45.9 %
Water treatment engineering (%)	— %	— %	3.5%	— %	— %	— %	— %	3.5%	4.4%	— %
Water treatment engineering (%)	Δ 1,134	— %	1,021	— %	Δ 1,040	Δ 848	— %	1,200	2,100	105.6 %
Water treatment engineering (%)	— %	— %	1.9%	— %	— %	— %	— %	2.0%	3.3%	— %
Functional product (%)	702	— %	1,377	— %	740	661	Δ 5.8 %	1,500	1,400	— %
Functional product (%)	9.4%	— %	9.0%	— %	9.3%	8.5%	— %	9.3%	8.9%	1.6 %

(3) Electronics Industry (Consolidated Basis)

(Unit: millions of yen)

	03/2015				03/2016					
	1st Half		Full Year		1st Half			Full Year (Forecasts)		
	Actual	Change from previous FY	Actual	Change from previous FY	Plan	Actual	Change from previous FY	Plan	Forecasts	Change from previous FY
Order Received	11,264	24.1 %	30,335	53.6 %	11,100	12,687	12.6 %	27,400	25,320	Δ 16.5 %
Domestic	9,046	115.1 %	19,085	81.7 %	6,400	7,932	Δ 12.3 %	15,400	10,200	Δ 46.6 %
Overseas	2,218	Δ 54.4 %	11,250	21.8 %	4,700	4,754	114.4 %	12,000	15,120	34.4 %
Net Sales	9,606	10.7 %	22,145	14.9 %	11,000	13,455	40.1 %	28,300	29,100	31.4 %
Domestic	6,833	69.2 %	13,739	48.7 %	5,800	7,288	6.7 %	15,800	15,400	12.1 %
Overseas	2,773	Δ 40.2 %	8,406	Δ 16.2 %	5,200	6,167	122.4 %	12,500	13,700	63.0 %

2 Major Financial Indicators

(Unit: millions of yen)

	03/2015				03/2016			
	1st Half		Full Year		1st Half		Full Year (Forecasts)	
	Actual	Change from previous FY	Actual	Change from previous FY	Actual	Change from previous FY	Forecasts	Change from previous FY
Consolidated								
CAPEX	149	Δ 2.4 %	334	Δ 6.5 %	252	68.7 %	1,000	198.5 %
R&D Expenses	716	Δ 6.6 %	1,392	Δ 6.6 %	722	0.8 %	1,400	0.6 %
Depreciation	480	Δ 6.8 %	999	Δ 6.2 %	465	Δ 3.3 %	1,000	0.0 %
Debt with Interest	10,649	Δ 15.3 %	12,717	24.3 %	13,822	29.8 %	15,000	18.0 %
Interest, net	Δ 16	—	Δ 33	—	Δ 24	—	Δ 50	—
Number of Employees	1,931	+ 49	1,944	+ 48	2,061	+ 130	2,050	+ 106
EPS (yen)	Δ 10.13		18.85		Δ 4.84		39.07	
Dividend per Share (yen/year)	—		8.0		—		8.0	
ROE (%)	Δ 1.3		2.4		Δ 0.6		4.8	
ROA (%)	Δ 0.6		3.1		Δ 0.3		—	