The Second Quarter Financial Results & Forecasts for FY2013
Supplementary Documents

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ORGANO CORPORATION

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-- 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.

ORGANO CORPORATION

1. The Second Quarter Financial Results & Forecasts for FY2013

① Consolidated Results and Forecasts

(millions of yen)

	FY2012				FY2013					
	1st Half		Full Year		1st Half			Full Year (Forecasts)		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecasts	Growth
Orders received	31,834	△ 15.5 %	60,238	△ 11.5 %	34,000	32,354	1.6 %	75,000	75,000	24.5 %
Net sales	29,566	△ 2.2 %	66,718	△ 2.6 %	30,000	26,791	△ 9.4 %	73,000	67,000	0.4 %
Overseas Net Sales	3,732	△ 8.1 %	10,792	24.5 %	7,000	6,009	61.0 %	14,500	14,500	34.4 %
(Share of overseas net sales)	12.6%		16.2%		23.3%	22.4%		19.9%	21.6%	
Gross profit	7,587	△ 11.2 %	16,846	△ 8.3 %	6,800	6,447	△ 15.0 %	16,900	14,200	△ 15.7 %
(Gross profit margin)	25.7%		25.3%		22.7%	24.1%		23.2%	21.2%	
Selling, general and administrative expenses	6,576	1.7 %	13,348	△ 1.2 %	6,600	6,877	4.6 %	13,900	13,700	2.6 %
Operating income	1,010	△ 51.2 %	3,498	△ 27.9 %	200	△ 429	― %	3,000	500	△ 85.7 %
(Operating income ratio)	3.4%		5.2%		0.7%	―%		4.1%	0.7%	
Ordinary income	1,045	△ 47.4 %	3,909	△ 18.3 %	100	△ 229	― %	2,800	550	△ 85.9 %
(Ordinary income ratio)	3.5%		5.9%		0.3%	―%		3.8%	0.8%	
Net income	634	△ 40.4 %	2,564	△ 4.4 %	40	△ 134	― %	1,500	350	△ 86.4 %
(Net income ratio)	2.1%		3.8%		0.1%	―%		2.1%	0.5%	

② Consolidated Segment Info. by Business

(millions of yen)

	FY2012				FY2013					
	1st Half		Full Year		1st Half			Full Year (Forecast)		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecasts	Growth
Order Received	31,834	△ 15.5 %	60,238	△ 11.5 %	34,000	32,354	1.6 %	75,000	75,000	24.5 %
Water treatment engineering	22,022	△ 20.4 %	40,786	△ 16.2 %	23,600	22,833	3.7 %	53,400	53,800	31.9 %
Functional product	9,812	△ 1.7 %	19,452	0.5 %	10,400	9,521	△ 3.0 %	21,600	21,200	9.0 %
Net Sales	29,566	△ 2.2 %	66,718	△ 2.6 %	30,000	26,791	△ 9.4 %	73,000	67,000	0.4 %
Water treatment engineering	20,253	△ 2.3 %	47,468	△ 3.3 %	19,600	17,464	△ 13.8 %	51,400	45,800	△ 3.5 %
Functional product	9,312	△ 2.0 %	19,249	△ 0.8 %	10,400	9,326	0.2 %	21,600	21,200	10.1 %
Operating Income	1,010	△ 51.2 %	3,498	△ 27.9 %	200	△ 429	— %	3,000	500	△ 85.7 %
（%）	3.4%		5.2%		0.7%	—%		4.1%	0.7%	
Water treatment engineering	556	△ 51.7 %	2,321	△ 19.2 %	△ 500	△ 1,000	— %	1,400	△ 800	— %
(%)	2.7%		4.9%		—%	—%		2.7%	—%	
Functional product	454	△ 50.5 %	1,177	△ 40.5 %	700	570	25.6 %	1,600	1,300	10.4 %
(%)	4.9%		6.1%		6.7%	6.1%		7.4%	6.1%	

③ Electronics Industry (Consolidated Basis)

(millions of yen)

	FY2012				FY2013					
	1st Half		Full Year		1st Half			Full Year (Forecasts)		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecasts	Growth
Order Received	7,680	△ 30.1 %	19,088	10.0 %	10,000	9,074	18.2 %	22,700	20,500	7.4 %
Domestic	4,430	△ 29.8 %	10,079	△ 19.3 %	5,000	4,205	△ 5.1 %	12,140	10,100	0.2 %
Overseas	3,250	△ 30.5 %	9,009	85.0 %	5,000	4,869	49.8 %	10,560	10,400	15.4 %
Net Sales	8,355	△ 23.9 %	19,723	△ 6.7 %	9,000	8,677	3.9 %	22,000	19,100	△ 3.2 %
Domestic	5,421	△ 26.5 %	10,906	△ 24.0 %	4,300	4,039	△ 25.5 %	12,200	9,300	△ 14.7 %
Overseas	2,934	△ 18.6 %	8,817	29.6 %	4,700	4,638	58.1 %	9,800	9,800	11.1 %

2． Major Financial Indicators

(millions of yen)

		FY2012				FY2013			
		1st Half		Full Year		1st Half		Full Year (Forecasts)	
		Actual	Growth	Actual	Growth	Actual	Growth	Forecasts	Growth
Consolidated	CAPEX	364	△ 40.0 %	720	△ 5.7 %	153	△ 58.0 %	600	△ 16.7 %
	R&D Expenses	826	△ 1.1 %	1,655	△ 13.0 %	767	△ 7.2 %	1,500	△ 9.4 %
	Depreciation	558	△ 0.6 %	1,159	△ 2.6 %	516	△ 7.6 %	1,000	△ 13.7 %
	Debt with Interest	14,501	36.7 %	14,901	7.3 %	12,569	△ 13.3 %	12,200	△ 18.1 %
	Interest, net	△ 42	―	48	―	△ 14	―	△ 40	―
	No. of Employee	1,796	+ 29 人	1,835	+ 65 人	1,882	+ 86 人	1,880	+ 45 人
	EPS (yen）	11.01		44.52		△ 2.34		6.08	
	Dividend per share (yen/year)	―		12.0		―		8.0	
	ROE（%）	1.5		5.9		△ 0.3		―	
	ROA（%）	1.3		4.6		△ 0.3		―	