

Financial Results for the Term Ended March 2016 Supplementary Documents



ORGANO CORPORATION

May 16, 2016

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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 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. Results for the Fiscal Year Ended March 31, 2016, and Plans for the Fiscal Year Ending March 31, 2017

(1) Consolidated Results and Plans

(Unit: millions of yen)

	03/2015		03/2016						03/2017 (Plan)			
	Full Year		1st Half		Full Year				1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth		Plan	Growth	Plan	Growth
Orders received	77,873	18.9 %	40,820	14.3 %	75,000	76,485	△ 1.8 %		31,500	△ 22.8 %	76,500	0.0 %
Net sales	68,741	10.7 %	33,479	16.9 %	77,000	78,719	14.5 %		32,000	△ 4.4 %	79,000	0.4 %
Overseas Net Sales (Share of overseas net sales)	12,390	△ 12.1 %	8,900	106.2 %	15,800	18,399	48.5 %		8,400	△ 5.6 %	18,500	0.5 %
	18.0%		26.6%		20.5%	23.4%			26.3%		23.4%	
Gross profit (Gross profit margin)	15,544	6.8 %	6,658	8.9 %	16,700	17,749	14.2 %		6,650	△ 0.1 %	17,300	△ 2.5 %
	22.6%		19.9%		21.7%	22.5%			20.8%		21.9%	
Selling, general and administrative expenses	13,145	△ 4.2 %	6,846	4.6 %	14,000	13,802	5.0 %		7,000	2.2 %	14,300	3.6 %
Operating income (Operating income ratio)	2,398	187.9 %	△ 187	— %	2,700	3,947	64.6 %		△ 350	— %	3,000	△ 24.0 %
	3.5%		— %		3.5%	5.0%			— %		3.8%	
Ordinary income (Ordinary income ratio)	2,465	110.6 %	△ 221	— %	2,600	3,871	57.0 %		△ 400	— %	2,900	△ 25.1 %
	3.6%		— %		3.4%	4.9%			— %		3.7%	
Net income (Net income ratio)	1,085	63.5 %	△ 278	— %	1,680	2,485	129.0 %		△ 335	— %	1,950	△ 21.6 %
	1.6%		— %		2.2%	3.2%			— %		2.5%	

(2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2015		03/2016					03/2017 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	77,873	18.9 %	40,820	14.3 %	75,000	76,485	△ 1.8 %	31,500	△ 22.8 %	76,500	0.0 %
Water treatment engineering	62,318	— %	32,884	17.4 %	58,800	60,529	△ 2.9 %	23,500	△ 28.5 %	60,250	△ 0.5 %
Functional product	15,554	— %	7,935	3.2 %	16,200	15,956	2.6 %	8,000	0.8 %	16,250	1.8 %
Net Sales	68,741	10.7 %	33,479	16.9 %	77,000	78,719	14.5 %	32,000	△ 4.4 %	79,000	0.4 %
Water treatment engineering	53,367	— %	25,677	21.4 %	60,800	62,907	17.9 %	24,000	△ 6.5 %	62,750	△ 0.3 %
Functional product	15,374	— %	7,801	4.2 %	16,200	15,811	2.8 %	8,000	2.5 %	16,250	2.8 %
Operating Income (%)	2,398	187.9 %	△ 187	— %	2,700	3,947	64.6 %	△ 350	— %	3,000	△ 24.0 %
	3.5%		— %		3.5%	5.0%		— %		3.8%	
Water treatment engineering (%)	1,021	— %	△ 848	— %	1,200	2,553	150.0 %	△ 970	— %	1,580	△ 38.1 %
	1.9%		— %		2.0%	4.1%		— %		2.5%	
Functional product (%)	1,377	— %	661	△ 5.8 %	1,500	1,393	1.2 %	620	△ 6.2 %	1,420	1.9 %
	9.0%		8.5%		9.3%	8.8%		7.8%		8.7%	

(3) Orders Received and Net Sales

(Unit: millions of yen)

	03/2015		03/2016					03/2017 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	30,335	53.6 %	12,687	12.6 %	27,400	24,127	△ 20.5 %	9,270	△ 26.9 %	23,535	△ 2.5 %
Domestic	19,085	81.7 %	7,932	△ 12.3 %	15,400	9,104	△ 52.3 %	3,635	△ 54.2 %	10,805	18.7 %
Overseas	11,250	21.8 %	4,754	114.4 %	12,000	15,023	33.5 %	5,635	18.5 %	12,730	△ 15.3 %
Net Sales	22,145	14.9 %	13,455	40.1 %	28,300	30,359	37.1 %	11,510	△ 14.5 %	25,860	△ 14.8 %
Domestic	13,739	48.7 %	7,288	6.7 %	15,800	17,195	25.2 %	5,445	△ 25.3 %	13,275	△ 22.8 %
Overseas	8,406	△ 16.2 %	6,167	122.4 %	12,500	13,164	56.6 %	6,065	△ 1.7 %	12,585	△ 4.4 %

2. Major Financial Indicators

(Unit: millions of yen)

		03/2015		03/2016		03/2017 (Plan)	
		Full Year		Full Year		Full Year	
		Actual	Growth	Actual	Growth	Projection	Growth
Consolidated	CAPEX	334	Δ 6.5 %	603	80.2 %	800	32.6 %
	R&D Expenses	1,392	Δ 6.6 %	1,407	1.1 %	1,550	10.1 %
	Depreciation	999	Δ 6.2 %	950	Δ 4.9 %	950	Δ 0.1 %
	Debt with Interest	12,717	24.3 %	17,412	36.9 %	17,800	2.2 %
	Interest, net	Δ 33	—	Δ 50	—	Δ 50	—
	Number of Employee	1,944	+ 48	2,088	+ 144	2,110	+ 22
	EPS (yen)	18.85		43.17		33.86	
	Dividend per share (yen/year)	8.0		9.0		10.0	
	ROE (%)	2.4		5.4		4.1	
	ROA (%)	3.1		4.3		—	