Financial Results for the Term Ended March 2017
Supplementary Documents

Ecologically Clean

ORGANO CORPORATION

May 16, 2017

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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, 2017, and Plans for the Fiscal Year Ending March 31, 2018

(1) Consolidated Results and Plans

（Unit: millions of yen）

	03/2016		03/2017					03/2018 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Orders received	76,485	△ 1.8 %	38,332	△ 6.1 %	76,500	74,041	△ 3.2 %	36,500	△ 4.8 %	78,500	6.0 %
Net sales	78,719	14.5 %	34,364	2.6 %	79,000	81,114	3.0 %	33,500	△ 2.5 %	81,000	△ 0.1 %
Overseas Net Sales	18,399	48.5 %	8,279	△ 7.0 %	18,500	19,244	4.6 %	8,900	7.5 %	20,300	5.5 %
(Share of overseas net sales)	23.4%		24.1%		23.4%	23.7%		26.6%		25.1%	
Gross profit	17,749	14.2 %	7,744	16.3 %	17,300	18,644	5.0 %	7,400	△ 4.4 %	17,650	△ 5.3 %
(Gross profit margin)	22.5%		22.5%		21.9%	23.0%		22.1%		21.8%	
Selling, general and administrative expenses	13,802	5.0 %	7,057	3.1 %	14,300	14,529	5.3 %	7,100	0.6 %	14,600	0.5 %
Operating income	3,947	64.6 %	687	－ %	3,000	4,114	4.2 %	300	△ 56.3 %	3,050	△ 25.9 %
(Operating income ratio)	5.0%		2.0%		3.8%	5.1%		0.9%		3.8%	
Ordinary income	3,871	57.0 %	533	－ %	2,900	4,162	7.5 %	250	△ 53.1 %	2,950	△ 29.1 %
(Ordinary income ratio)	4.9%		1.6%		3.7%	5.1%		0.7%		3.6%	
Net Income Attributable to Owners Parent	2,485	129.0 %	89	－ %	1,950	2,731	9.9 %	55	△ 38.5 %	2,000	△ 26.8 %
(Net income ratio)	3.2%		0.3%		2.5%	3.4%		0.2%		2.5%	

(2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2016		03/2017					03/2018 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	76,485	△ 1.8 %	38,332	△ 6.1 %	76,500	74,041	△ 3.2 %	36,500	△ 4.8 %	78,500	6.0 %
Water treatment engineering	60,529	△ 2.9 %	30,211	△ 8.1 %	60,250	57,611	△ 4.8 %	28,000	△ 7.3 %	61,500	6.7 %
Functional product	15,956	2.6 %	8,120	2.3 %	16,250	16,429	3.0 %	8,500	4.7 %	17,000	3.5 %
Net Sales	78,719	14.5 %	34,364	2.6 %	79,000	81,114	3.0 %	33,500	△ 2.5 %	81,000	△ 0.1 %
Water treatment engineering	62,907	17.9 %	26,288	2.4 %	62,750	64,700	2.9 %	25,000	△ 4.9 %	64,000	△ 1.1 %
Functional product	15,811	2.8 %	8,076	3.5 %	16,250	16,413	3.8 %	8,500	5.2 %	17,000	3.6 %
Operating Income	3,947	64.6 %	687	− %	3,000	4,114	4.2 %	300	△ 56.3 %	3,050	△ 25.9 %
(%)	5.0%		2.0%		3.8%	5.1%		0.9%		3.8%	
Water treatment engineering	2,553	150.0 %	△ 133	− %	1,580	2,504	△ 1.9 %	△ 500	− %	1,400	△ 44.1 %
(%)	4.1%		−%		2.5%	3.9%		−%		2.2%	
Functional product	1,393	1.2 %	820	24.1 %	1,420	1,609	15.5 %	800	△ 2.5 %	1,650	2.5 %
(%)	8.8%		10.2%		8.7%	9.8%		9.4%		9.7%	

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

(Unit: millions of yen)

	03/2016		03/2017					03/2018 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	24,127	△ 20.5 %	11,217	△ 11.6 %	23,535	21,758	△ 9.8 %	14,500	29.3 %	25,040	15.1 %
Domestic	9,104	△ 52.3 %	5,354	△ 32.5 %	10,805	9,902	8.8 %	6,000	12.1 %	12,100	22.2 %
Overseas	15,023	33.5 %	5,863	23.3 %	12,730	11,856	△ 21.1 %	8,500	45.0 %	12,940	9.1 %
Net Sales	30,359	37.1 %	11,875	△ 11.7 %	25,860	25,555	△ 15.8 %	11,500	△ 3.2 %	26,685	4.4 %
Domestic	17,195	25.2 %	5,996	△ 17.7 %	13,275	12,234	△ 28.9 %	5,000	△ 16.6 %	12,200	△ 0.3 %
Overseas	13,164	56.6 %	5,879	△ 4.7 %	12,585	13,321	1.2 %	6,500	10.6 %	14,485	8.7 %

2． Major Financial Indicators

（Unit: millions of yen）

		03/2016		03/2017		03/2018 (Plan)	
		Full Year		Full Year		Full Year	
		Actual	Growth	Actual	Growth	Projection	Growth
Consolidated	CAPEX	603	80.2 %	903	49.7 %	1,000	10.7 %
	R&D Expenses	1,407	1.1 %	1,495	6.2 %	1,790	19.7 %
	Depreciation	950	△ 4.9 %	950	△ 0.0 %	950	△ 0.1 %
	Debt with Interest	17,412	36.9 %	16,910	△ 2.9 %	15,600	△ 7.8 %
	Interest, net	△ 50	－	△ 41	－	△ 50	－
	Number of Employee	2,088	+ 144	2,100	+ 12	2,110	+ 10
	EPS (yen)	43.17		47.44		173.68	
	Dividend per share (yen/year)	9.0		11.0		10.0	
	ROE（%）	5.4		5.7		4.0	
	ROA（%）	4.3		4.4		－	

*EPS (Earnings per share) of 03/2018(plan) is presented factoring in the effect of stock consolidation.

*Dividend per share of 03/2018(plan) is presented based on the stock unit adopted on April 1, 2017.