

Financial Results for the Term Ended March 2015 Supplementary Documents



ORGANO CORPORATION

May 15, 2015

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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 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 FY2014 and Forecasts for FY2015

(1) Consolidated Results and Forecasts

(Unit: millions of yen)

		FY2013		FY2014					FY2015 (Plan)			
		Full Year		1st Half		Full Year			1st Half		Full Year	
		Actual	Growth	Actual	Growth	(Plan)	Actual	Growth	Projection	Growth	Projection	Growth
Orders received		65,501	8.7 %	35,704	10.4 %	75,000	77,873	18.9 %	37,500	5.0 %	75,000	Δ 3.7 %
Net sales		62,096	Δ 6.9 %	28,633	6.9 %	70,000	68,741	10.7 %	30,000	4.8 %	77,000	12.0 %
	Overseas Net Sales (Share of overseas net sales)	14,090	30.6 %	4,316	Δ 28.2 %	14,200	12,390	Δ 12.1 %	6,800	57.5 %	15,800	27.5 %
		22.7%		15.1%		20.3%	18.0%		22.7%		20.5%	
Gross profit (Gross profit margin)		14,553	Δ 13.6 %	6,115	Δ 5.1 %	15,400	15,544	6.8 %	6,600	7.9 %	16,700	7.4 %
		23.4%		21.4%		22.0%	22.6%		22.0%		21.7%	
Selling, general and administrative expenses		13,720	2.8 %	6,547	Δ 4.8 %	13,900	13,145	Δ 4.2 %	6,900	5.4 %	14,000	6.5 %
Operating income (Operating income ratio)		833	Δ 76.2 %	Δ 432	— %	1,500	2,398	187.9 %	Δ 300	— %	2,700	12.6 %
		1.3%		— %		2.1%	3.5%		— %		3.5%	
Ordinary income (Ordinary income ratio)		1,170	Δ 70.1 %	Δ 444	— %	1,400	2,465	110.6 %	Δ 350	— %	2,600	5.5 %
		1.9%		— %		2.0%	3.6%		— %		3.4%	
Net income (Net income ratio)		664	Δ 74.1 %	Δ 583	— %	900	1,085	63.5 %	Δ 230	— %	1,680	54.7 %
		1.1%		— %		1.3%	1.6%		— %		2.2%	

(2) Consolidated Segment Information by Business

(Unit: millions of yen)

	FY2013		FY2014					FY2015 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	(Plan)	Actual	Growth	Projection	Growth	Projection	Growth
Order Received	65,501	8.7 %	35,704	10.4 %	75,000	77,873	18.9 %	37,500	5.0 %	75,000	Δ 3.7 %
Water treatment engineering	45,814	12.3 %	25,823	13.1 %	53,500	57,645	25.8 %	27,700	7.3 %	54,000	Δ 6.3 %
Functional product	19,686	1.2 %	9,881	3.8 %	21,500	20,227	2.7 %	9,800	Δ 0.8 %	21,000	3.8 %
Net Sales	62,096	Δ 6.9 %	28,633	6.9 %	70,000	68,741	10.7 %	30,000	4.8 %	77,000	12.0 %
Water treatment engineering	42,112	Δ 11.3 %	19,248	10.2 %	48,500	48,841	16.0 %	20,200	4.9 %	56,000	14.7 %
Functional product	19,983	3.8 %	9,385	0.6 %	21,500	19,900	Δ 0.4 %	9,800	4.4 %	21,000	5.5 %
Operating Income (%)	833	Δ 76.2 %	Δ 432	— %	1,500	2,398	187.9 %	Δ 300	— %	2,700	12.6 %
	1.3%		— %		2.1%	3.5%		— %		3.5%	
Water treatment engineering (%)	Δ 691	— %	Δ 1,029	— %	Δ 200	1,063	— %	Δ 940	— %	1,260	18.5 %
	— %		— %		— %	2.2%		— %		2.3%	
Functional product (%)	1,524	29.5 %	597	4.6 %	1,700	1,335	Δ 12.4 %	640	7.1 %	1,440	7.8 %
	7.6%		6.4%		7.9%	6.7%		6.5%		6.9%	

(3) Electronics Industry (Consolidated Basis)

(Unit: millions of yen)

	FY2013		FY2014					FY2015 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	(Plan)	Actual	Growth	Projection	Growth	Projection	Growth
Order Received	19,745	3.4 %	11,264	24.1 %	21,000	30,335	53.6 %	11,100	Δ 1.5 %	27,400	Δ 9.7 %
Domestic	10,505	4.2 %	9,046	115.1 %	12,900	19,085	81.7 %	6,400	Δ 29.3 %	15,400	Δ 19.3 %
Overseas	9,240	2.6 %	2,218	Δ 54.4 %	8,100	11,250	21.8 %	4,700	111.9 %	12,000	6.7 %
Net Sales	19,275	Δ 2.3 %	9,606	10.7 %	19,800	22,145	14.9 %	11,000	14.5 %	28,300	27.8 %
Domestic	9,242	Δ 15.3 %	6,833	69.2 %	11,500	13,739	48.7 %	5,800	Δ 15.1 %	15,800	15.0 %
Overseas	10,033	13.8 %	2,773	Δ 40.2 %	8,300	8,406	Δ 16.2 %	5,200	87.5 %	12,500	48.7 %

2. Major Financial Indicators

(Unit: millions of yen)

		FY2013		FY2014		FY2015 (Plan)	
		Full Year		Full Year		Full Year	
		Actual	Growth	Actual	Growth	Projection	Growth
Consolidated	CAPEX	358	Δ 50.3 %	334	Δ 6.5 %	1,100	228.4 %
	R&D Expenses	1,490	Δ 9.9 %	1,392	Δ 6.6 %	1,450	4.2 %
	Depreciation	1,065	Δ 8.1 %	999	Δ 6.2 %	1,000	0.0 %
	Debt with Interest	10,230	Δ 31.3 %	12,717	24.3 %	13,000	2.2 %
	Interest, net	Δ 26	—	Δ 33	—	Δ 40	—
	Number of Employee	1,896	+ 61	1,944	+ 48	2,050	+ 106
	EPS (yen)	11.53		18.85		29.17	
	Dividend per share (yen/year)	8.0		8.0		8.0	
	ROE (%)	1.5		2.4		3.6	
	ROA (%)	1.4		3.1		—	