

Financial Results for the Term Ended March 2019  
Supplementary Documents



**ORGANO CORPORATION**

May 15, 2019

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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, 2019, and Plans for the Fiscal Year Ending March 31, 2020

## (1) Consolidated Results and Plans

(Unit: millions of yen)

	03/2018		03/2019					03/2020 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Orders received	88,049	18.9 %	50,031	26.4 %	87,000	103,838	17.9 %	45,000	△ 10.1 %	95,000	△ 8.5 %
Net sales	79,226	△ 2.3 %	38,782	21.2 %	89,000	92,273	16.5 %	43,000	10.9 %	96,000	4.0 %
Overseas Net Sales (Share of overseas net sales)	16,994	△ 11.7 %	9,166	17.7 %	23,000	24,125	42.0 %	13,700	49.5 %	25,000	3.6 %
	21.5%		23.6%		25.8%	26.1%		31.9%		26.0%	
Gross profit (Gross profit margin)	19,150	2.7 %	9,361	29.8 %	19,900	22,919	19.7 %	9,900	5.8 %	23,400	2.1 %
	24.2%		24.1%		22.4%	24.8%		23.0%		24.4%	
Selling, general and administrative expenses	15,328	5.5 %	7,851	5.4 %	15,700	16,361	6.7 %	8,300	5.7 %	16,800	2.7 %
Operating income (Operating income ratio)	3,821	△ 7.1 %	1,509	— %	4,200	6,558	71.6 %	1,600	6.0 %	6,600	0.6 %
	4.8%		3.9%		4.7%	7.1%		3.7%		6.9%	
Ordinary income (Ordinary income ratio)	3,933	△ 5.5 %	1,549	— %	4,100	6,538	66.2 %	1,550	0.0 %	6,500	△ 0.6 %
	5.0%		4.0%		4.6%	7.1%		3.6%		6.8%	
Profit attribute to owners of the parent company (Net income ratio)	2,780	1.8 %	916	— %	2,800	4,452	60.2 %	800	△ 12.7 %	4,400	△ 1.2 %
	3.5%		2.4%		3.1%	4.8%		1.9%		4.6%	

## (2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2018		03/2019					03/2020 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	88,049	18.9 %	50,031	26.4 %	87,000	103,838	17.9 %	45,000	Δ 10.1 %	95,000	Δ 8.5 %
Water treatment engineering	70,889	23.0 %	41,183	32.8 %	69,500	85,943	21.2 %	36,000	Δ 12.6 %	77,000	Δ 10.4 %
Performance Products	17,160	4.5 %	8,847	3.3 %	17,500	17,894	4.3 %	9,000	1.7 %	18,000	0.6 %
Net Sales	79,226	Δ 2.3 %	38,782	21.2 %	89,000	92,273	16.5 %	43,000	10.9 %	96,000	4.0 %
Water treatment engineering	62,164	Δ 3.9 %	30,084	27.6 %	71,500	74,653	20.1 %	34,000	13.0 %	78,000	4.5 %
Performance Products	17,061	3.9 %	8,697	3.3 %	17,500	17,620	3.3 %	9,000	3.5 %	18,000	2.2 %
Operating Income (%)	3,821	Δ 7.1 %	1,509	— %	4,200	6,558	71.6 %	1,600	6.0 %	6,600	0.6 %
	4.8%		3.9%		4.7%	7.1%		3.7%		6.9%	
Water treatment engineering (%)	2,403	Δ 4.0 %	813	— %	2,800	5,316	121.2 %	950	16.7 %	5,300	Δ 0.3 %
	3.9%		2.7%		3.9%	7.1%		2.8%		6.8%	
Performance Products (%)	1,418	Δ 11.9 %	695	Δ 13.3 %	1,400	1,242	Δ 12.4 %	650	Δ 6.6 %	1,300	4.6 %
	8.3%		8.0%		8.0%	7.1%		7.2%		7.2%	

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

(Unit: millions of yen)

	03/2018		03/2019					03/2020 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	34,280	57.6 %	22,687	97.1 %	32,630	48,815	42.4 %	17,500	Δ 22.9 %	40,000	Δ 18.1 %
Domestic	19,663	98.6 %	9,269	22.3 %	15,220	25,094	27.6 %	8,000	Δ 13.7 %	21,000	Δ 16.3 %
Overseas	14,617	23.3 %	13,418	241.0 %	17,410	23,721	62.3 %	9,500	Δ 29.2 %	19,000	Δ 19.9 %
Net Sales	26,698	4.5 %	16,991	48.0 %	35,200	39,024	46.2 %	21,000	23.6 %	43,000	10.2 %
Domestic	15,020	22.8 %	10,110	74.4 %	18,565	20,424	36.0 %	11,000	8.8 %	23,500	15.1 %
Overseas	11,678	Δ 12.3 %	6,881	21.0 %	16,635	18,600	59.3 %	10,000	45.3 %	19,500	4.8 %

## 2. Major Financial Indicators

(Unit: millions of yen)

	03/2018		03/2019		03/2020 (Plan)	
	Full Year		Full Year		Full Year	
	Actual	Growth	Actual	Growth	Projection	Growth
<b>Consolidated</b>						
Capital expenditures	644	Δ 28.7 %	635	Δ 1.4 %	800	25.9 %
R&D Expenses	1,776	18.8 %	1,823	2.7 %	2,100	15.2 %
Depreciation	972	2.3 %	920	Δ 5.4 %	1,100	19.6 %
Interest-bearing debt	15,484	Δ 8.4 %	13,659	Δ 11.8 %	15,000	9.8 %
Interest, net	Δ 21	—	Δ 39	—	Δ 50	—
Number of Employee	2,179	+ 79 人	2,186	+ 7 人	2,200	+ 14 人
EPS (yen)	241.50		388.48		385.18	
Dividend per share (yen/year)	53		73		78	
ROE (%)	5.5		8.4		7.8	
ROA (%)	4.1		6.6		—	