

First Half Financial Results and Full Year Forecasts  
of the Fiscal Year Ending March 31, 2020  
Supplementary Documents

November 11, 2019



**ORGANO CORPORATION**

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-- Business forecasts --

Forecasts or plans in this document are based on information currently available, and contain potential risks and uncertain

factors. Actual performance may differ materially from the above forecasts or plans due to a variety of factors.



**ORGANO CORPORATION**

# 1. First Half Financial Results and Full Year Forecast of the Fiscal Year Ending March 31, 2020

## (1) Consolidated Results and Forecasts

(Unit: millions of yen)

	03/2019				03/2020					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Orders received	50,031	26.4 %	103,838	17.9 %	45,000	42,160	Δ 15.7 %	95,000	100,000	Δ 3.7 %
Net sales	38,782	21.2 %	92,273	16.5 %	43,000	46,675	20.4 %	96,000	97,000	5.1 %
Overseas Net Sales (Share of overseas net sales)	9,166	17.7 %	24,125	42.0 %	13,700	10,421	13.7 %	25,000	22,500	Δ 6.7 %
	23.6%		26.1%		31.9%	22.3%		26.0%	23.2%	
Gross profit (Gross profit margin)	9,361	29.8 %	22,919	19.7 %	9,900	13,792	47.3 %	23,400	25,900	13.0 %
	24.1%		24.8%		23.0%	29.5%		24.4%	26.7%	
Selling, general and administrative expenses	7,851	5.4 %	16,361	6.7 %	8,300	8,348	6.3 %	16,800	17,400	6.3 %
Operating income (Operating income ratio)	1,509	— %	6,558	71.6 %	1,600	5,444	260.6 %	6,600	8,500	29.6 %
	3.9%		7.1%		3.7%	11.7%		6.9%	8.8%	
Ordinary income (Ordinary income ratio)	1,549	— %	6,538	66.2 %	1,550	5,317	243.1 %	6,500	8,350	27.7 %
	4.0%		7.1%		3.6%	11.4%		6.8%	8.6%	
owners of the parent company (Net income ratio)	916	— %	4,452	60.2 %	800	3,640	297.4 %	4,400	5,600	25.8 %
	2.4%		4.8%		1.9%	7.8%		4.6%	5.8%	

## (2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2019				03/2020					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Order Received	50,031	26.4 %	103,838	17.9 %	45,000	42,160	△ 15.7 %	95,000	100,000	△ 3.7 %
Water treatment engineering	40,807	— %	85,094	— %	35,750	33,052	△ 19.0 %	76,000	81,000	△ 4.8 %
Performance Products	9,223	— %	18,744	— %	9,250	9,108	△ 1.3 %	19,000	19,000	1.4 %
Net Sales	38,782	21.2 %	92,273	16.5 %	43,000	46,675	20.4 %	96,000	97,000	5.1 %
Water treatment engineering	29,707	— %	73,843	— %	33,750	37,351	25.7 %	77,000	78,000	5.6 %
Performance Products	9,074	— %	18,430	— %	9,250	9,323	2.7 %	19,000	19,000	3.1 %
Operating Income (%)	1,509	— %	6,558	71.6 %	1,600	5,444	260.6 %	6,600	8,500	29.6 %
	3.9%		7.1%		3.7%	11.7%		6.9%	8.8%	
Water treatment engineering (%)	743	— %	5,178	— %	950	4,788	544.0 %	5,200	7,100	37.1 %
	2.5%		7.0%		2.8%	12.8%		6.8%	9.1%	
Performance Products (%)	766	— %	1,380	— %	650	655	△ 14.4 %	1,400	1,400	1.4 %
	8.4%		7.5%		7.0%	7.0%		7.4%	7.4%	

## (3) Orders Received and Net Sales

(Unit: millions of yen)

	03/2019				03/2020					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Order Received	22,687	97.1 %	48,815	42.4 %	17,500	13,555	△ 40.3 %	40,000	42,000	△ 14.0 %
Domestic	9,269	22.3 %	25,094	27.6 %	8,000	9,073	△ 2.1 %	21,000	23,500	△ 6.4 %
Overseas	13,418	241.0 %	23,721	62.3 %	9,500	4,482	△ 66.6 %	19,000	18,500	△ 22.0 %
Net Sales	16,991	48.0 %	39,024	46.2 %	21,000	22,275	31.1 %	43,000	42,000	7.6 %
Domestic	10,110	74.4 %	20,424	36.0 %	11,000	14,126	39.7 %	23,500	24,500	20.0 %
Overseas	6,881	21.0 %	18,600	59.3 %	10,000	8,149	18.4 %	19,500	17,500	△ 5.9 %

## 2. Major Financial Indicators

(Unit: millions of yen)

		03/2019				03/2020			
		1st Half		Full Year		1st Half		Full Year	
		Actual	Growth	Actual	Growth	Actual	Growth	Forecast	Growth
<b>Consolidated</b>	Capital expenditures	227	△ 46.4 %	635	△ 1.4 %	441	94.0 %	800	25.9 %
	R&D Expenses	848	△ 5.9 %	1,823	2.7 %	1,048	23.6 %	2,100	15.2 %
	Depreciation	438	△ 3.4 %	920	△ 5.4 %	557	27.2 %	1,100	19.6 %
	Interest-bearing debt	14,571	△ 1.8 %	13,659	△ 11.8 %	12,930	△ 11.3 %	15,000	9.8 %
	Interest, net	△ 12	—	△ 39	—	△ 34	—	△ 50	—
	Number of Employee	2,189	+ 17 人	2,186	+ 7 人	2,249	+ 60 人	2,250	+ 64 人
	EPS (yen)	79.69		388.48		318.51		489.99	
	Dividend per share (yen/year)	—		73.0		—		94.0	
	ROE (%)	1.8		8.4		6.5		9.8	
	ROA (%)	1.6		6.6		5.3		—	