

Financial Results for the Term Ended March 2020  
Supplementary Documents



**ORGANO CORPORATION**

May 18, 2020

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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, 2020, and Plans for the Fiscal Year Ending March 31, 2021

## (1) Consolidated Results and Plans

(Unit: millions of yen)

	03/2019		03/2020					03/2021 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Orders received	103,838	17.9 %	42,160	△ 15.7 %	95,000	104,986	1.1 %	41,000	△ 2.8 %	100,000	△ 4.7 %
Net sales	92,273	16.5 %	46,675	20.4 %	96,000	96,515	4.6 %	45,000	△ 3.6 %	100,000	3.6 %
Overseas Net Sales (Share of overseas net sales)	24,125	42.0 %	10,421	13.7 %	25,000	21,522	△ 10.8 %	10,000	△ 4.0 %	24,000	11.5 %
	26.1%		22.3%		26.0%	22.3%		22.2%		24.0%	
Gross profit (Gross profit margin)	22,919	19.7 %	13,792	47.3 %	23,400	27,282	19.0 %	11,000	△ 20.2 %	25,600	△ 6.2 %
	24.8%		29.5%		24.4%	28.3%		24.4%		25.6%	
Selling, general and administrative expenses	16,361	6.7 %	8,348	6.3 %	16,800	17,374	6.2 %	9,000	7.8 %	18,400	5.9 %
Operating income (Operating income ratio)	6,558	71.6 %	5,444	260.6 %	6,600	9,908	51.1 %	2,000	△ 63.3 %	7,200	△ 27.3 %
	7.1%		39.5%		6.9%	10.3%		4.4%		7.2%	
Ordinary income (Ordinary income ratio)	6,538	66.2 %	5,317	243.1 %	6,500	9,929	51.9 %	1,950	△ 63.3 %	7,100	△ 28.5 %
	7.1%		11.4%		6.8%	10.3%		4.3%		7.1%	
Profit attribute to owners of the parent company (Net income ratio)	4,452	60.2 %	3,640	297.4 %	4,400	7,162	60.9 %	1,200	△ 67.0 %	4,700	△ 34.4 %
	4.8%		7.8%		4.6%	7.4%		2.7%		4.7%	

## (2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2019		03/2020				03/2021 (Plan)				
	Full Year		1st Half		Full Year		1st Half		Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	103,838	17.9 %	42,160	Δ 15.7 %	95,000	104,986	1.1 %	41,000	Δ 2.8 %	100,000	Δ 4.7 %
Water treatment engineering	85,094	— %	33,052	Δ 19.0 %	76,000	86,475	1.6 %	31,500	Δ 4.7 %	81,000	Δ 6.3 %
Performance Products	18,744	— %	9,108	Δ 1.3 %	19,000	18,510	Δ 1.2 %	9,500	4.3 %	19,000	2.6 %
Net Sales	92,273	16.5 %	46,675	20.4 %	96,000	96,515	4.6 %	45,000	Δ 3.6 %	100,000	3.6 %
Water treatment engineering	73,843	— %	37,351	25.7 %	77,000	77,921	5.5 %	35,500	Δ 5.0 %	81,000	4.0 %
Performance Products	18,430	— %	9,323	2.7 %	19,000	18,593	0.9 %	9,500	1.9 %	19,000	2.2 %
Operating Income (%)	6,558	71.6 %	5,444	260.6 %	6,600	9,908	51.1 %	2,000	Δ 63.3 %	7,200	Δ 27.3 %
	7.1%		11.7%		6.9%	10.3%		4.4%		7.2%	
Water treatment engineering (%)	5,178	— %	4,788	544.0 %	5,200	8,921	72.3 %	1,500	Δ 68.7 %	6,200	Δ 30.5 %
	7.0%		12.8%		6.8%	11.4%		4.2%		7.7%	
Performance Products (%)	1,380	— %	655	Δ 14.4 %	1,400	986	Δ 28.5 %	500	Δ 23.8 %	1,000	1.3 %
	7.5%		7.0%		7.4%	5.3%		5.3%		7.2%	

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

(Unit: millions of yen)

	03/2019		03/2020				03/2021 (Plan)				
	Full Year		1st Half		Full Year		1st Half		Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	48,815	42.4 %	13,555	Δ 40.3 %	40,000	48,191	Δ 1.3 %	17,500	29.1 %	46,000	Δ 4.5 %
Domestic	25,094	27.6 %	9,073	Δ 2.1 %	21,000	30,027	19.7 %	7,500	Δ 17.3 %	26,000	Δ 13.4 %
Overseas	23,721	62.3 %	4,482	Δ 66.6 %	19,000	18,164	Δ 23.4 %	10,000	123.1 %	20,000	10.1 %
Net Sales	39,024	46.2 %	22,275	31.1 %	43,000	41,986	7.6 %	20,500	Δ 8.0 %	46,000	9.6 %
Domestic	20,424	36.0 %	14,126	39.7 %	23,500	25,132	23.1 %	12,500	Δ 11.5 %	26,000	3.5 %
Overseas	18,600	59.3 %	8,149	18.4 %	19,500	16,854	Δ 9.4 %	8,000	Δ 1.8 %	20,000	18.7 %

## 2. Major Financial Indicators

(Unit: millions of yen)

	03/2019		03/2020		03/2021 (Plan)	
	Full Year		Full Year		Full Year	
	Actual	Growth	Actual	Growth	Projection	Growth
<b>Consolidated</b>						
Capital expenditures	635	Δ 1.4 %	965	51.9 %	1,400	45.1 %
R&D Expenses	1,823	2.7 %	2,178	19.5 %	2,350	7.9 %
Depreciation	920	Δ 5.4 %	1,189	29.3 %	1,200	0.9 %
Interest-bearing debt	13,659	Δ 11.8 %	9,740	Δ 28.7 %	20,000	105.3 %
Interest, net	Δ 39	—	Δ 63	—	Δ 60	—
Number of Employee	2,186	+ 7 人	2,249	+ 63 人	2,275	+ 26 人
EPS (yen)	388.48		626.05		410.36	
Dividend per share (yen/year)	73		104		104	
ROE (%)	8.4		12.4		7.5	
ROA (%)	6.6		9.8		—	