

First Half Financial Results and Full Year Forecasts
of the Fiscal Year Ending March 31, 2021
Supplementary Documents

November 13, 2020



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, 2021

(1) Consolidated Results and Forecasts

(Unit: millions of yen)

	03/2020				03/2021					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Orders received	42,160	Δ 15.7 %	104,986	1.1 %	41,000	44,050	4.5 %	100,000	100,000	Δ 4.7 %
Net sales	46,675	20.4 %	96,515	4.6 %	45,000	45,322	Δ 2.9 %	100,000	100,000	3.6 %
Overseas Net Sales (Share of overseas net sales)	10,421	13.7 %	21,522	Δ 10.8 %	10,000	12,413	19.1 %	24,000	25,500	18.5 %
	22.3%		22.3%		22.2%	27.4%		24.0%	25.5%	
Gross profit (Gross profit margin)	13,792	47.3 %	27,282	19.0 %	11,000	11,359	Δ 17.6 %	25,600	25,600	Δ 6.2 %
	29.5%		28.3%		24.4%	25.1%		25.6%	25.6%	
Selling, general and administrative expenses	8,348	6.3 %	17,374	6.2 %	9,000	8,176	Δ 2.1 %	18,400	18,400	5.9 %
Operating income (Operating income ratio)	5,444	260.6 %	9,908	51.1 %	2,000	3,182	Δ 41.5 %	7,200	7,200	Δ 27.3 %
	11.7%		10.3%		4.4%	7.0%		7.2%	7.2%	
Ordinary income (Ordinary income ratio)	5,317	243.1 %	9,929	51.9 %	1,950	3,276	Δ 38.4 %	7,100	7,100	Δ 28.5 %
	11.4%		10.3%		4.3%	7.2%		7.1%	7.1%	
Income of owners of the parent company (Net income ratio)	3,640	297.4 %	7,162	60.9 %	1,200	2,080	Δ 42.8 %	4,700	4,700	Δ 34.4 %
	7.8%		7.4%		2.7%	4.6%		4.7%	4.7%	

(2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2020				03/2021					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Order Received	42,160	△ 15.7 %	104,986	1.1 %	41,000	44,050	4.5 %	100,000	100,000	△ 4.7 %
Water treatment engineering	33,052	△ 19.0 %	86,475	1.6 %	31,500	34,948	5.7 %	81,000	81,600	△ 5.6 %
Performance Products	9,108	△ 1.3 %	18,510	△ 1.2 %	9,500	9,101	△ 0.1 %	19,000	18,400	△ 0.6 %
Net Sales	46,675	20.4 %	96,515	4.6 %	45,000	45,322	△ 2.9 %	100,000	100,000	3.6 %
Water treatment engineering	37,351	25.7 %	77,921	5.5 %	35,500	36,402	△ 2.5 %	81,000	81,600	4.7 %
Performance Products	9,323	2.7 %	18,593	0.9 %	9,500	8,920	△ 4.3 %	19,000	18,400	△ 1.0 %
Operating Income (%)	5,444	260.6 %	9,908	51.1 %	2,000	3,182	△ 41.5 %	7,200	7,200	△ 27.3 %
	11.7%		10.3%		4.4%	7.0%		7.2%	7.2%	
Water treatment engineering (%)	4,788	544.0 %	8,921	72.3 %	1,500	2,636	△ 44.9 %	6,200	6,200	△ 30.5 %
	12.8%		11.4%		4.2%	7.2%		7.7%	7.6%	
Performance Products (%)	655	△ 14.4 %	986	△ 28.5 %	500	545	△ 16.8 %	1,000	1,000	1.3 %
	7.0%		5.3%		5.3%	6.1%		5.3%	5.4%	

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

(Unit: millions of yen)

	03/2020				03/2021					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Order Received	13,555	△ 40.3 %	48,191	△ 1.3 %	17,500	19,557	44.3 %	46,000	48,000	△ 0.4 %
Domestic	9,073	△ 2.1 %	30,027	19.7 %	7,500	8,835	△ 2.6 %	26,000	23,000	△ 23.4 %
Overseas	4,482	△ 66.6 %	18,164	△ 23.4 %	10,000	10,722	139.2 %	20,000	25,000	37.6 %
Net Sales	22,275	31.1 %	41,986	7.6 %	20,500	22,251	△ 0.1 %	46,000	47,500	13.1 %
Domestic	14,126	39.7 %	25,132	23.1 %	12,500	11,374	△ 19.5 %	26,000	26,000	3.5 %
Overseas	8,149	18.4 %	16,854	△ 9.4 %	8,000	10,877	33.5 %	20,000	21,500	27.6 %

2. Major Financial Indicators

(Unit: millions of yen)

	03/2020				03/2021			
	1st Half		Full Year		1st Half		Full Year	
	Actual	Growth	Actual	Growth	Actual	Growth	Forecast	Growth
Consolidated								
Capital expenditures	441	34.0 %	965	51.9 %	222	Δ 49.7 %	※ 1,400	45.1 %
R&D Expenses	1,048	23.6 %	2,178	19.5 %	1,188	13.4 %	2,350	7.9 %
Depreciation	557	27.2 %	1,189	29.3 %	586	5.1 %	1,200	0.9 %
Interest-bearing debt	12,930	Δ 11.3 %	9,740	Δ 28.7 %	11,569	Δ 10.5 %	17,000	74.5 %
Interest, net	Δ 34	—	Δ 63	—	Δ 24	—	Δ 60	—
Number of Employee	2,249	+ 60 人	2,249	+ 63 人	2,296	+ 47 人	2,275	+ 26 人
EPS (yen)	318.51		626.05		181.54		410.13	
Dividend per share (yen/year)	—		104.0		—		104.0	
ROE (%)	6.5		12.4		3.4		7.5	
ROA (%)	5.3		9.8		3.2		—	

※Development center new experiment building expansion investment is not included.