

First Half Financial Results and Full Year Forecasts
of the Fiscal Year Ending March 31, 2022
Supplementary Documents

November 9, 2021



ORGANO CORPORATION

<Contents>

1	First Half Financial Results and Full Year Forecasts of the Fiscal Year Ending March 31, 2022		
	(1) Consolidated Results and Forecasts	-----	1
	(2) Consolidated Information by Segments	-----	2
	(3) Orders Received and Net Sales for Electronics Industry (Consolidated)	-----	2
2	Major Financial Indicators	-----	3

-- 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 First Half Financial Results and Full Year Forecast of the Fiscal Year Ending March 31, 2022

(1) Consolidated Results and Forecasts

(Unit: millions of yen)

	03/2021				03/2022 (Plan)					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Orders received	44,050	4.5 %	94,563	△ 9.9 %	53,000	58,903	33.7 %	100,000	120,000	26.9 %
Net sales	45,322	△ 2.9 %	100,638	4.3 %	50,000	50,001	10.3 %	103,000	110,000	9.3 %
Overseas Net Sales (Share of overseas net sales)	12,413	19.1 %	24,962	16.0 %	17,000	15,677	26.3 %	32,500	37,000	48.2 %
	27.4%		24.8%		34.0%	31.4%		31.6%	33.6%	
Gross profit (Gross profit margin)	11,359	△ 17.6 %	26,326	△ 3.5 %	11,400	12,404	9.2 %	26,250	27,500	4.5 %
	25.1%		26.2%		22.8%	24.8%		25.5%	25.0%	
Selling, general and administrative expenses	8,176	△ 2.1 %	16,746	△ 3.6 %	8,800	8,632	5.6 %	18,000	17,500	4.5 %
Operating income (Operating income ratio)	3,182	△ 41.5 %	9,579	△ 3.3 %	2,600	3,771	18.5 %	8,250	10,000	4.4 %
	7.0%		9.5%		5.2%	7.5%		8.0%	9.1%	
Ordinary income (Ordinary income ratio)	3,276	△ 38.4 %	9,900	△ 0.3 %	2,550	4,193	28.0 %	8,150	10,300	4.0 %
	7.2%		9.8%		5.1%	8.4%		7.9%	9.4%	
Profit attribute to owners of the parent company (Net income ratio)	2,080	△ 42.8 %	7,074	△ 1.2 %	1,500	2,696	29.6 %	6,500	8,200	15.9 %
	4.6%		7.0%		3.0%	5.4%		6.3%	7.5%	

(2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2021				03/2022 (Plan)					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Order Received	44,050	4.5 %	94,563	△ 9.9 %	53,000	58,903	33.7 %	100,000	120,000	26.9 %
Water treatment engineering	34,948	5.7 %	76,227	△ 11.9 %	43,700	48,998	40.2 %	81,000	100,800	32.2 %
Performance Products	9,101	△ 0.1 %	18,336	△ 0.9 %	9,300	9,905	8.8 %	19,000	19,200	4.7 %
Net Sales	45,322	△ 2.9 %	100,638	4.3 %	50,000	50,001	10.3 %	103,000	110,000	9.3 %
Water treatment engineering	36,402	△ 2.5 %	82,424	5.8 %	40,700	40,378	10.9 %	84,000	90,800	10.2 %
Performance Products	8,920	△ 4.3 %	18,213	△ 2.0 %	9,300	9,623	7.9 %	19,000	19,200	5.4 %
Operating Income	3,182	△ 41.5 %	9,579	△ 3.3 %	2,600	3,771	18.5 %	8,250	10,000	4.4 %
(%)	7.0%		9.5%		5.2%	7.5%		8.0%	9.1%	
Water treatment engineering	2,636	△ 44.9 %	8,466	△ 5.1 %	2,000	3,040	15.3 %	7,050	8,600	1.6 %
(%)	7.2%		10.3%		4.9%	7.5%		8.4%	9.5%	
Performance Products	545	△ 16.8 %	1,113	12.8 %	600	730	34.0 %	1,200	1,400	25.7 %
(%)	6.1%		6.1%		6.5%	7.6%		6.3%	7.3%	

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

(Unit: millions of yen)

	03/2021				03/2022 (Plan)					
	1st Half		Full Year		1st Half			Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Forecast	Growth
Order Received	19,557	44.3 %	42,575	△ 11.7 %	25,000	32,392	65.6 %	47,500	67,300	58.1 %
Domestic	8,835	△ 2.6 %	16,903	△ 43.7 %	13,000	17,362	96.5 %	22,500	30,000	77.5 %
Overseas	10,722	139.2 %	25,672	41.3 %	12,000	15,030	40.2 %	25,000	37,300	45.3 %
Net Sales	22,251	△ 0.1 %	47,631	13.4 %	26,000	25,376	14.0 %	50,500	57,300	20.3 %
Domestic	11,374	△ 19.5 %	26,489	5.4 %	12,000	11,849	4.2 %	23,500	27,300	3.1 %
Overseas	10,877	33.5 %	21,141	25.4 %	14,000	13,527	24.4 %	27,000	30,000	41.9 %

2 Major Financial Indicators

(Unit: millions of yen)

	03/2021				03/2022(Plan)				
	1st Half		Full Year		1st Half		Full Year		
	Actual	Growth	Actual	Growth	Actual	Growth	Forecast	Growth	
Consolidated	Capital expenditures	369	△ 22.9 %	1,015	△ 12.0 %	1,233	233.4 %	4,500	343.2 %
	R&D Expenses	1,188	13.4 %	2,300	5.6 %	1,107	△ 6.9 %	2,300	△ 0.0 %
	Depreciation	586	5.1 %	1,212	1.9 %	594	1.5 %	1,200	△ 1.0 %
	Interest-bearing debt	11,569	△ 10.5 %	16,005	64.3 %	14,187	22.6 %	17,000	6.2 %
	Interest, net	△ 24	—	△ 62	—	△ 25	—	△ 65	—
	Number of Employee	2,296	+ 47 人	2,319	+ 70 人	2,458	+ 162 人	2,450	+ 131 人
	EPS (yen)	181.54		616.72		234.81		714.00	
	Dividend per share (yen/year)	—		114.0		—		144.0	
	ROE(%)	3.4		11.1		3.9		11.6	
	ROA(%)	3.2		9.1		3.7		—	