

Financial Results for the Term Ended March 2018
Supplementary Documents



ORGANO CORPORATION

May 15, 2018

<Contents>

1	Results for the Fiscal Year Ended March 31, 2018 and Plans for the Fiscal Year Ending March 31, 2019		
	(1) Consolidated Results and Plans	-----	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. Results for the Fiscal Year Ended March 31, 2018, and Plans for the Fiscal Year Ending March 31, 2019

(1) Consolidated Results and Plans

(Unit: millions of yen)

	03/2017		03/2018					03/2019 (Plan)			
	Full Year		1st Half		Full Year			1st Half		Full Year	
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Orders received	74,041	Δ 3.2 %	39,588	3.3 %	78,500	88,049	18.9 %	40,000	1.0 %	87,000	Δ 1.2 %
Net sales	81,114	3.0 %	32,003	Δ 6.9 %	81,000	79,226	Δ 2.3 %	40,000	25.0 %	89,000	12.3 %
Overseas Net Sales (Share of overseas net sales)	19,244	4.6 %	7,790	Δ 5.9 %	20,300	16,994	Δ 11.7 %	10,500	34.8 %	23,000	35.3 %
	23.7%		24.3%		25.1%	21.5%		26.3%		25.8%	
Gross profit (Gross profit margin)	18,644	5.0 %	7,212	Δ 6.9 %	17,650	19,150	2.7 %	8,400	16.5 %	19,900	3.9 %
	23.0%		22.5%		21.8%	24.2%		21.0%		22.4%	
Selling, general and administrative expenses	14,529	5.3 %	7,448	5.5 %	14,600	15,328	5.5 %	7,800	4.7 %	15,700	2.4 %
Operating income (Operating income ratio)	4,114	4.2 %	Δ 235	— %	3,050	3,821	Δ 7.1 %	600	— %	4,200	9.9 %
	5.1%		—%		3.8%	4.8%		1.5%		4.7%	
Ordinary income (Ordinary income ratio)	4,162	7.5 %	Δ 182	— %	2,950	3,933	Δ 5.5 %	550	— %	4,100	4.2 %
	5.1%		—%		3.6%	5.0%		1.4%		4.6%	
Net Income Attributable to Owners Parent (Net income ratio)	2,731	9.9 %	Δ 253	— %	2,000	2,780	1.8 %	320	— %	2,800	0.7 %
	3.4%		—%		2.5%	3.5%		0.8%		3.1%	

(2) Consolidated Information by Segments

(Unit: millions of yen)

	03/2017		03/2018				03/2019 (Plan)				
	Full Year		1st Half		Full Year		1st Half		Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	74,041	Δ 3.2 %	39,588	3.3 %	78,500	88,049	18.9 %	40,000	1.0 %	87,000	Δ 1.2 %
Water treatment engineering	57,611	Δ 4.8 %	31,020	2.7 %	61,500	70,889	23.0 %	31,450	1.4 %	69,500	Δ 2.0 %
Functional product	16,429	3.0 %	8,567	5.5 %	17,000	17,160	4.5 %	8,550	Δ 0.2 %	17,500	2.0 %
Net Sales	81,114	3.0 %	32,003	Δ 6.9 %	81,000	79,226	Δ 2.3 %	40,000	25.0 %	89,000	12.3 %
Water treatment engineering	64,700	2.9 %	23,581	Δ 10.3 %	64,000	62,164	Δ 3.9 %	31,450	33.4 %	71,500	15.0 %
Functional product	16,413	3.8 %	8,422	4.3 %	17,000	17,061	3.9 %	8,550	1.5 %	17,500	2.6 %
Operating Income (%)	4,114	4.2 %	Δ 235	— %	3,050	3,821	Δ 7.1 %	600	— %	4,200	9.9 %
	5.1%		—%		3.8%	4.8%		1.5%		4.7%	
Water treatment engineering (%)	2,504	Δ 1.9 %	Δ 1,037	— %	1,400	2,403	Δ 4.0 %	Δ 50	— %	2,800	16.5 %
	3.9%		—%		2.2%	3.9%		—%		3.9%	
Functional product (%)	1,609	15.5 %	802	Δ 2.2 %	1,650	1,418	Δ 11.9 %	650	Δ 19.0 %	1,400	Δ 1.3 %
	9.8%		9.5%		9.7%	8.3%		7.6%		8.0%	

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

(Unit: millions of yen)

	03/2017		03/2018				03/2019 (Plan)				
	Full Year		1st Half		Full Year		1st Half		Full Year		
	Actual	Growth	Actual	Growth	Plan	Actual	Growth	Plan	Growth	Plan	Growth
Order Received	21,758	Δ 9.8 %	11,513	2.6 %	25,040	34,280	57.6 %	16,000	39.0 %	32,630	Δ 4.8 %
Domestic	9,902	8.8 %	7,578	41.5 %	12,100	19,663	98.6 %	8,500	12.2 %	15,220	Δ 22.6 %
Overseas	11,856	Δ 21.1 %	3,935	Δ 32.9 %	12,940	14,617	23.3 %	7,500	90.6 %	17,410	19.1 %
Net Sales	25,555	Δ 15.8 %	11,483	Δ 3.3 %	26,685	26,698	4.5 %	17,500	52.4 %	35,200	31.8 %
Domestic	12,234	Δ 28.9 %	5,796	Δ 3.3 %	12,200	15,020	22.8 %	10,000	72.5 %	18,565	23.6 %
Overseas	13,321	1.2 %	5,687	Δ 3.3 %	14,485	11,678	Δ 12.3 %	7,500	31.9 %	16,635	42.4 %

2. Major Financial Indicators

(Unit: millions of yen)

	03/2017		03/2018		03/2019 (Plan)	
	Full Year		Full Year		Full Year	
	Actual	Growth	Actual	Growth	Projection	Growth
Consolidated						
CAPEX	903	49.7 %	644	Δ 28.7 %	900	39.7 %
R&D Expenses	1,495	6.2 %	1,776	18.8 %	1,950	9.8 %
Depreciation	950	Δ 0.0 %	972	2.3 %	1,100	13.1 %
Debt with Interest	16,910	Δ 2.9 %	15,484	Δ 8.4 %	16,000	3.3 %
Interest, net	Δ 41	—	Δ 21	—	Δ 40	—
Number of Employee	2,100	+ 12	2,179	+ 79	2,200	+ 21
EPS (yen)	237.18		241.50		243.22	
Dividend per share (yen/year)	55		53		58	
ROE (%)	5.7		5.5		5.2	
ROA (%)	4.4		4.1		—	