

Results Presentation for the 1st Quarter
ended June 30, 2016

EBARA (6361)

August 4, 2016



(unit : ¥bn)

	1st Quarter ended June 30, 2015	1st Quarter ended June 30, 2016	Change
Orders	124.2	123.5	-0.6
Net Sales	89.5	92.0	+2.4
Operating Income	-2.0	-0.3	+1.7
Ordinary Income	-2.6	-2.0	+0.5
Net Income attributable to owners of parent	-2.4	-1.4	+0.9

Exchange Rate
(Average)

1USD = 122 JPY

1USD = 103 JPY

1. Summary of Results

Segmental Summary of Results through the 1st Quarter

(unit : ¥bn)

	Orders			Net Sales			Operating Income		
	1Q ended June 30, 2015	1Q ended June 30, 2016	Change	1Q ended June 30, 2015	1Q ended June 30, 2016	Change	1Q ended June 30, 2015	1Q ended June 30, 2016	Change
FMS Business	74.6	66.0	-8.5	62.8	58.6	-4.1	-3.5	-3.1	+0.4
EE Business	25.6	22.0	-3.6	9.5	11.4	+1.9	0.1	0.1	-0.0
PM Business	23.5	35.0	+11.5	16.8	21.5	+4.6	1.1	2.6	+1.4
Others, Adjustment	0.4	0.4	-0.0	0.4	0.3	-0.0	0.1	0.1	-0.0
Total	124.2	123.5	-0.6	89.5	92.0	+2.4	-2.0	-0.3	+1.7

FMS Business ... Fluid Machinery & Systems Business

EE Business ... Environmental Engineering Business

PM Business ... Precision Machinery Business

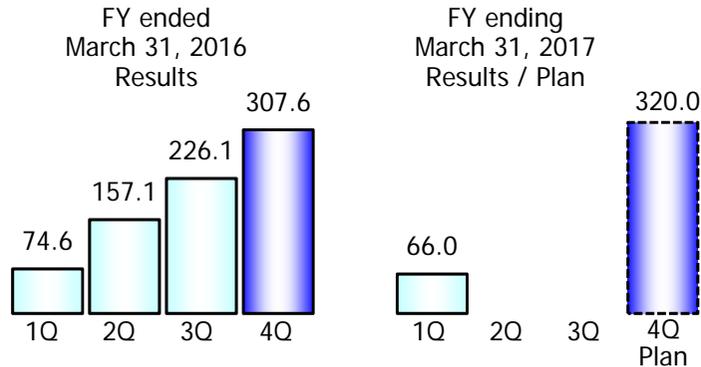
1. Summary of Results

FMS Results through the 1st Quarter

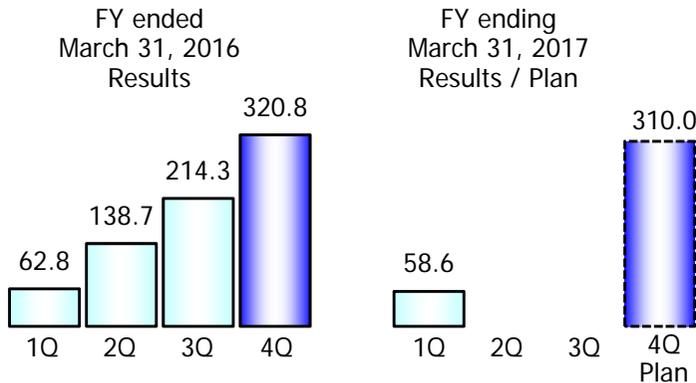
FMS Business ··· Fluid Machinery & Systems Business

(unit : ¥bn)

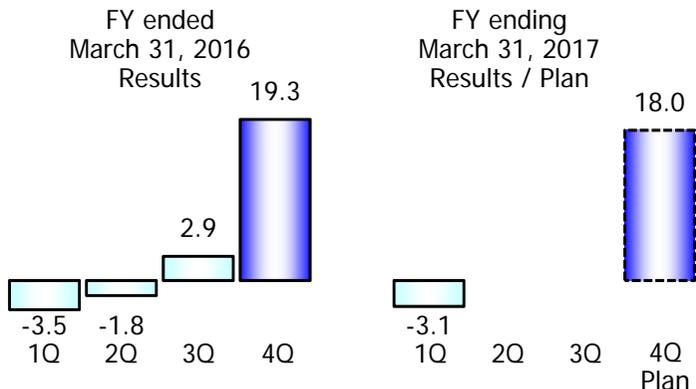
Orders



Sales



Operating Income



【Orders】

- ✓ In Pumps business, demand mainly for customized pumps for overseas decrease
- ✓ In Compressors & Turbines business, some small-sized projects have been started

【Sales】

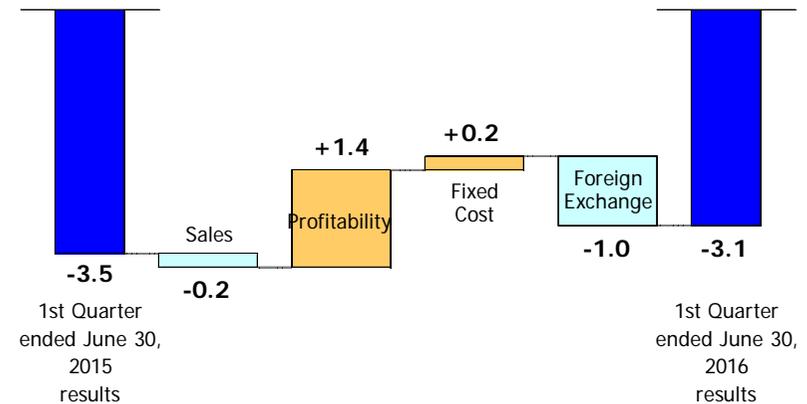
- ✓ Sales decrease mainly on strong yen

【Operating Income】

- ✓ Decline on strong yen (-)
- ✓ Proportion of sales of Service & Support business increased (+)

Breakdown of Changes in Operating Income

(unit : ¥bn)



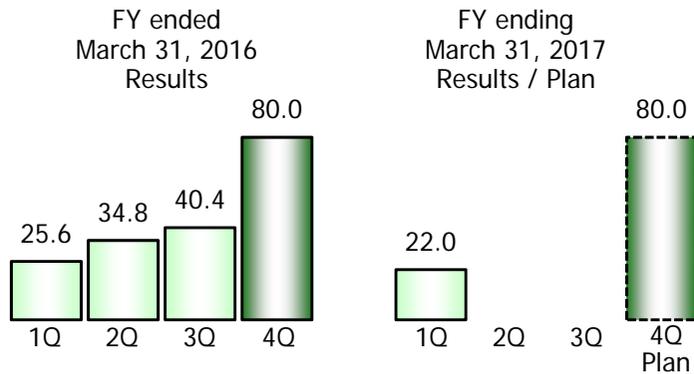
1. Summary of Results

EE Results through the 1st Quarter

EE Business ... Environmental Engineering Business

(unit : ¥bn)

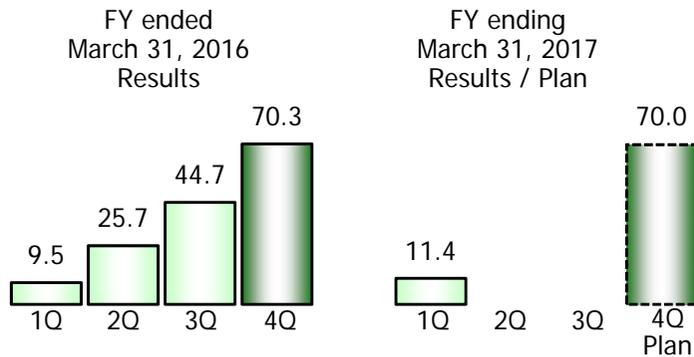
Orders



【Orders】

- ✓ Received one EPC order (two in the 1st quarter ended June 30, 2015)

Sales



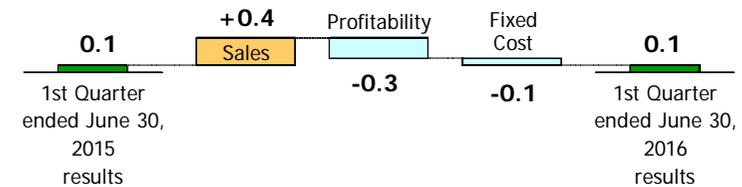
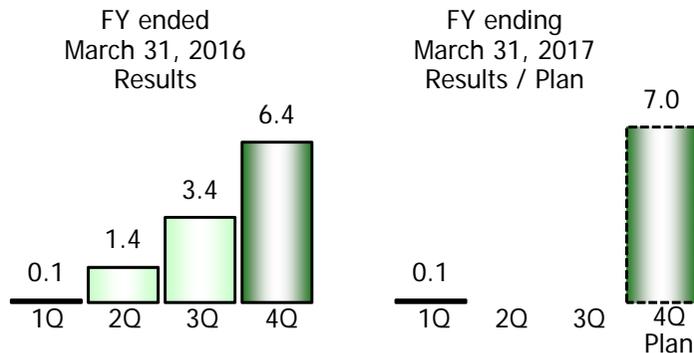
【Sales, Operating Income】

- ✓ Slow start in the 1st quarter as usual

Breakdown of Changes in Operating Income

(unit : ¥bn)

Operating Income

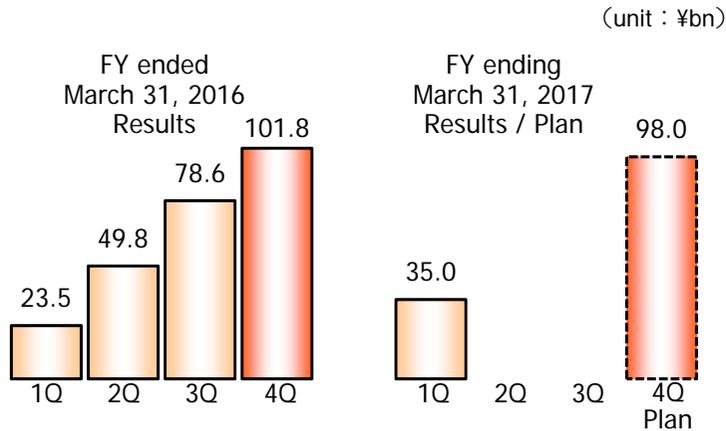


1. Summary of Results

PM Results through the 1st Quarter

PM Business ... Precision Machinery Business

Orders



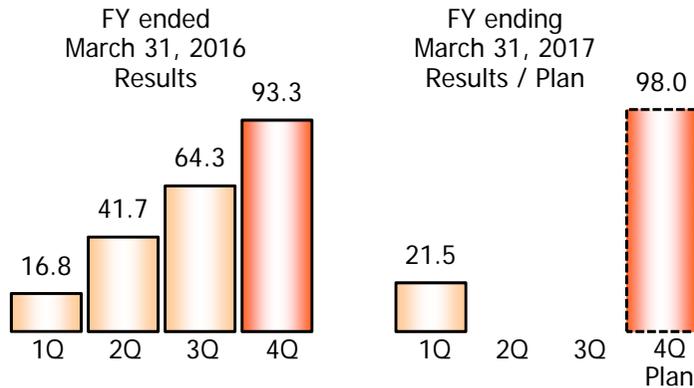
【Orders】

- ✓ Demand for CMP systems expands
- ✓ Some customers accelerate capital investment

【Sales】

- ✓ CMP business stays in good shape

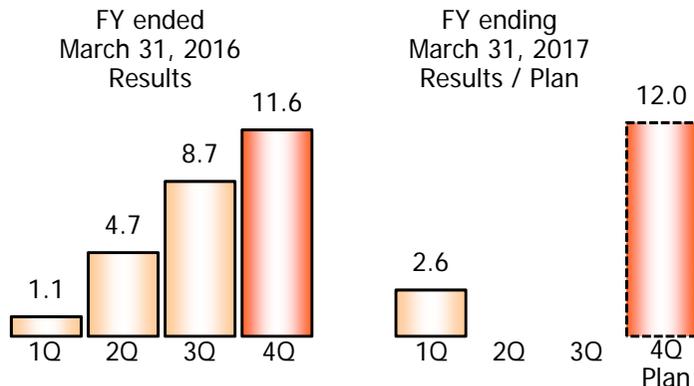
Sales



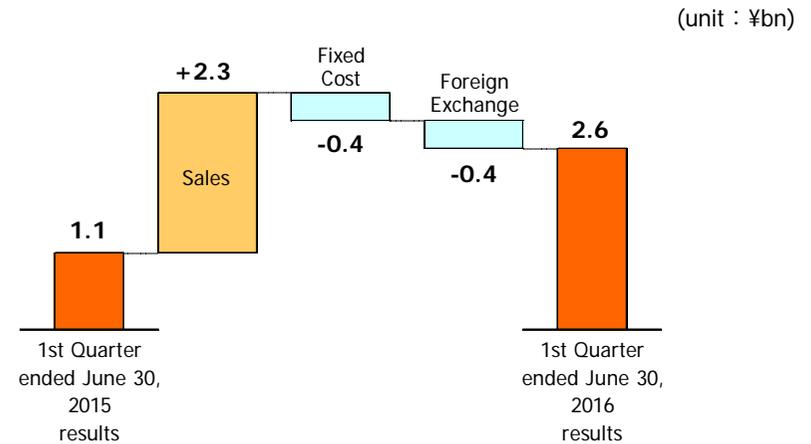
【Operating Income】

- ✓ Sales increased (+)
- ✓ Fixed costs mainly R&D costs increased (-)

Operating Income



Breakdown of Changes in Operating Income



2. Summary of Projection

Summary of Projection for Fiscal Year Ending March 31, 2017

Not revised from the plan

(unit : ¥bn)

	Fiscal Year ended March 31, 2016 (Results)	Fiscal Year ending March 31, 2017 (Plan)	Change
Orders	491.2	500.0	+8.7
Net Sales	486.2	480.0	-6.2
Operating Income	38.0	37.0	-1.0
Ordinary Income	36.4	36.5	+0.0
Net Income attributable to owners of parent	17.2	21.0	+3.7

Exchange Rate

1USD = 115.8 JPY

1USD = 105 JPY

2. Summary of Projection

Segmental Projection for Fiscal Year Ending March 31, 2017

Not revised from the plan

(unit : ¥bn)

	Orders			Net Sales			Operating Income		
	FY ended Mar 31, 2016 (Results)	FY ending Mar 31, 2017 (Plan)	Change	FY ended Mar 31, 2016 (Results)	FY ending Mar 31, 2017 (Plan)	Change	FY ended Mar 31, 2016 (Results)	FY ending Mar 31, 2017 (Plan)	Change
FMS Business	307.6	320.0	+12.3	320.8	310.0	-10.8	19.3	18.0	-1.3
EE Business	80.0	80.0	-0.0	70.3	70.0	-0.3	6.4	7.0	+0.5
PM Business	101.8	98.0	-3.8	93.3	98.0	+4.6	11.6	12.0	+0.3
Others, Adjustment	1.6	2.0	+0.3	1.6	2.0	+0.3	0.5	0.0	-0.5
Total	491.2	500.0	+8.7	486.2	480.0	-6.2	38.0	37.0	-1.0

Breakdown of Orders and Sales Results by business segment

Orders

(unit : ¥bn)

	FY ended	FY ending	Change	1Q ended	1Q ended	Change
	Mar. 31, 2016 Results	Mar. 31, 2017 Plan		June. 31, 2015 Results	June. 31, 2016 Results	
FMS Business						
Pumps	176.8	190.0	+13.1	44.8	37.9	-6.9
Compressors and Turbines	75.9	80.0	+4.0	14.9	16.1	+1.2
Chillers	33.3	30.0	-3.3	8.7	8.1	-0.6
Others	21.4	20.0	-1.4	6.1	3.8	-2.2
FMS Business Total	307.6	320.0	+12.3	74.6	66.0	-8.5
EE Business						
Environmental Plants	80.0	80.0	-0.0	25.6	22.0	-3.6
EE Business Total	80.0	80.0	-0.0	25.6	22.0	-3.6
PM Business						
Components	40.1	38.0	-2.1	10.9	10.6	-0.2
CMP Systems	47.7	50.0	+2.2	10.9	23.4	+12.4
Others	14.0	10.0	-4.0	1.6	0.9	-0.6
PM Business Total	101.8	98.0	-3.8	23.5	35.0	+11.5
Others	1.6	2.0	+0.3	0.4	0.4	-0.0
Others Total	1.6	2.0	+0.3	0.4	0.4	-0.0
Total	491.2	500.0	+8.7	124.2	123.5	-0.6

Breakdown of Orders and Sales Results by business segment

Sales

(unit : ¥bn)

	FY ended	FY ending	Change	1Q ended	1Q ended	Change
	Mar. 31, 2016 Results	Mar. 31, 2017 Plan		June. 31, 2015 Results	June. 31, 2016 Results	
FMS Business						
Pumps	178.6	180.0	+1.4	35.7	32.4	-3.2
Compressors and Turbines	90.2	80.0	-10.2	17.9	14.7	-3.2
Chillers	31.3	30.0	-1.3	5.7	6.3	+0.5
Others	20.5	20.0	-0.5	3.3	5.1	+1.7
FMS Business Total	320.8	310.0	-10.8	62.8	58.6	-4.1
EE Business						
Environmental Plants	70.3	70.0	-0.3	9.5	11.4	+1.9
EE Business Total	70.3	70.0	-0.3	9.5	11.4	+1.9
PM Business						
Components	38.5	38.0	-0.5	9.7	9.3	-0.3
CMP Systems	42.4	50.0	+7.5	6.1	8.8	+2.6
Others	12.3	10.0	-2.3	1.0	3.3	+2.3
PM Business Total	93.3	98.0	+4.6	16.8	21.5	+4.6
Others	1.6	2.0	+0.3	0.4	0.3	-0.0
Others Total	1.6	2.0	+0.3	0.4	0.3	-0.0
Total	486.2	480.0	-6.2	89.5	92.0	+2.4

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