

Results Presentation for the 1st Quarter ended June 30, 2017

EBARA (6361)

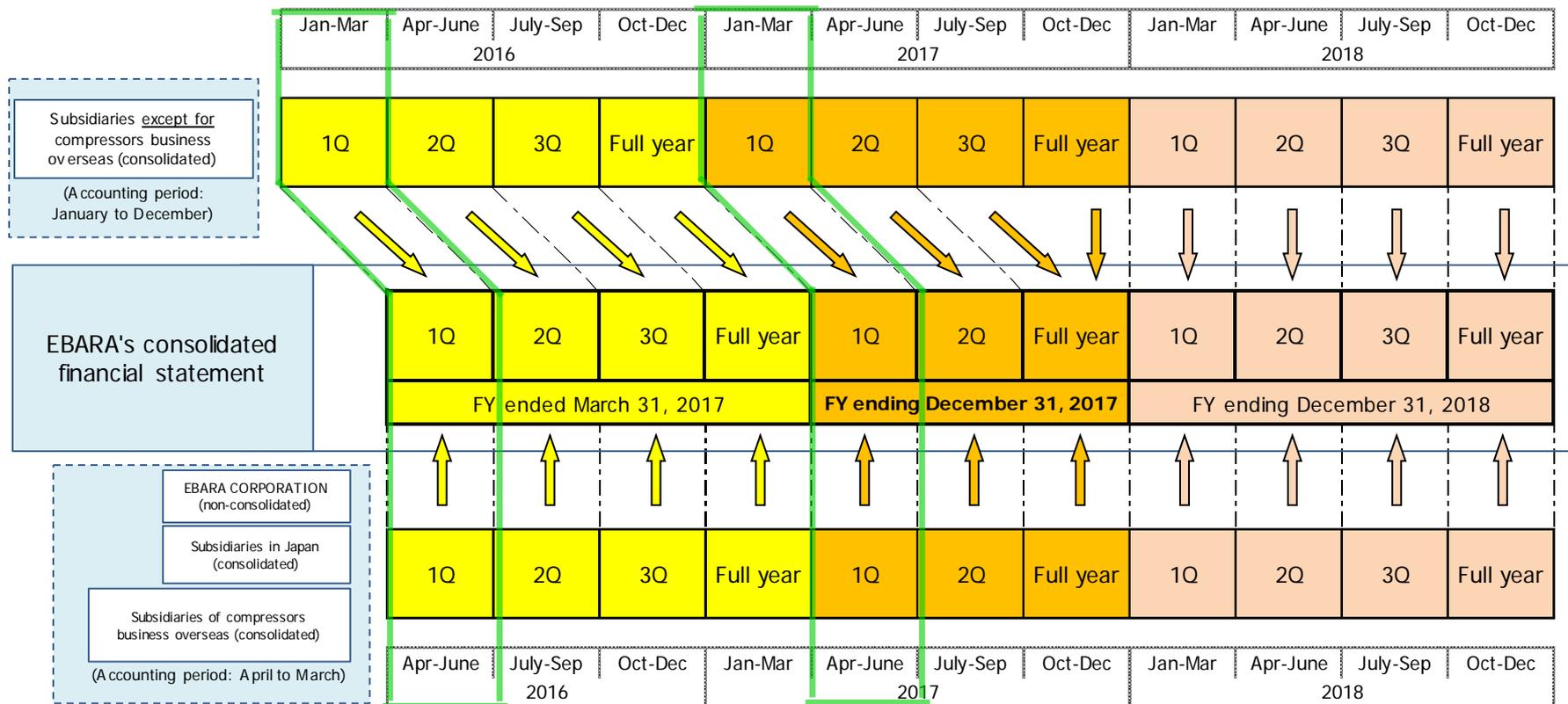
August 8, 2017



1. Summary of Results

Change in Accounting Period

- ✓ Change our company's accounting period and consolidated accounting period from the end of March to the end of December with approval in the shareholder meeting on June 23, 2017
- ✓ Our company and consolidated subsidiaries whose accounting period is the end of March change the period to the end of December
- ✓ The fiscal year ending December 31, 2017 is from April 1 to December 31, 2017 (9 months), but the accounting period of this 1Q is the same with 1Q of the last fiscal year



1. Summary of Results

Summary of Results through the 1st Quarter

(three months ended June 30, 2017)

(unit : ¥bn)

	1st Quarter ended June 30, 2016	1st Quarter ended June 30, 2017	Change
Orders	123.5	126.2	+2.6
Net Sales	92.0	102.9	+10.8
Operating Income	-0.2	0.6	+0.9
Ordinary Income	-2.0	0.1	+2.1
Net Income attributable to owners of parent	-1.4	-0.2	+1.1

Exchange Rate
(Average)

1USD = 103 JPY

1USD = 112 JPY

* In this material, figures are shown in billion yen unless stated.

1. Summary of Results

Segmental Summary of Results through the 1st Quarter

	Orders			Net Sales			Operating Income		
	1Q ended June 30, 2016	1Q ended June 30, 2017	Change	1Q ended June 30, 2016	1Q ended June 30, 2017	Change	1Q ended June 30, 2016	1Q ended June 30, 2017	Change
FMS Business	66.0	74.3	+8.3	58.6	56.7	-1.9	-3.1	-4.1	-1.0
EP Business	22.0	23.3	+1.2	11.4	12.2	+0.7	0.1	0.4	+0.3
PM Business	35.0	28.0	-6.9	21.5	33.5	+12.0	2.6	4.3	+1.7
Others, Adjustment	0.4	0.4	+0.0	0.3	0.4	+0.0	0.1	0.0	-0.0
Total	123.5	126.2	+2.6	92.0	102.9	+10.8	-0.2	0.6	+0.9

FMS Business ... Fluid Machinery & Systems Business

EP Business ... Environmental Plant Business

PM Business ... Precision Machinery Business

1. Summary of Results

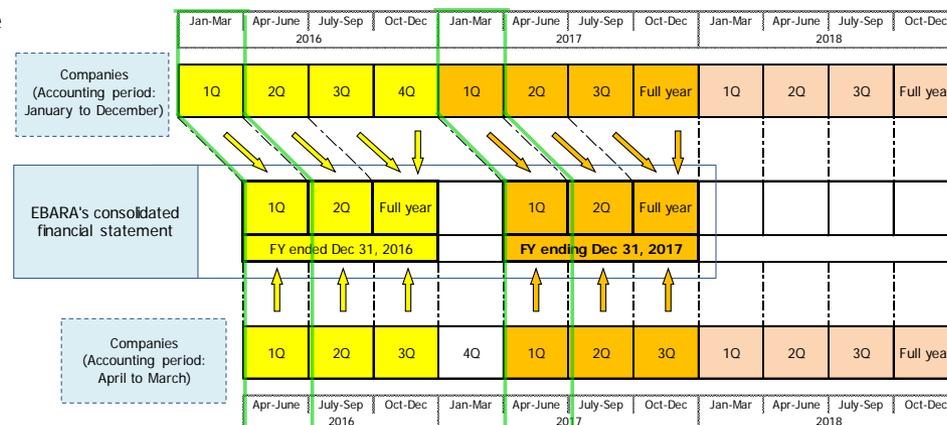
Summary of Projection (FY ending December 31, 2017: 9 month)

Not revised from the plan

	[Reference]* FY ended December 31, 2016 (Results)	FY ending December 31, 2017 (Plan)	Change
Orders	385.4	404.0	+18.5
Net Sales	350.2	354.0	+3.7
Operating Income	11.4	15.0	+3.5
Ordinary Income	9.5	14.0	+4.4
Net Income attributable to owners of parent	7.3	8.0	+0.6

Assumed Exchange Rate
1USD = 110 JPY

* As a reference, we disclose 9 months results of the fiscal year ended December 31, 2016 to compare with the fiscal year ending December 31, 2017.



1. Summary of Results

Summary of Projection (FY ending December 31, 2017: 9 month)

Not revised from the plan

	Orders			Net Sales			Operating Income		
	[Reference] FY ended Dec. 31, 2016 (Results)	FY ending Dec. 31, 2017 (Plan)	Change	[Reference] FY ended Dec. 31, 2016 (Results)	FY ending Dec. 31, 2017 (Plan)	Change	[Reference] FY ended Dec. 31, 2016 (Results)	FY ending Dec. 31, 2017 (Plan)	Change
FMS Business	231.5	238.0	+6.4	213.8	218.0	+4.1	-3.4	2.0	+5.4
EP Business	50.9	75.0	+24.0	45.7	45.0	-0.7	3.9	4.0	+0.0
PM Business	101.6	90.0	-11.6	89.4	90.0	+0.5	10.3	9.0	-1.3
Others, Adjustment	1.2	1.0	-0.2	1.2	1.0	-0.2	0.5	0.0	-0.5
Total	385.4	404.0	+18.5	350.2	354.0	+3.7	11.4	15.0	+3.5

1. Summary of Results

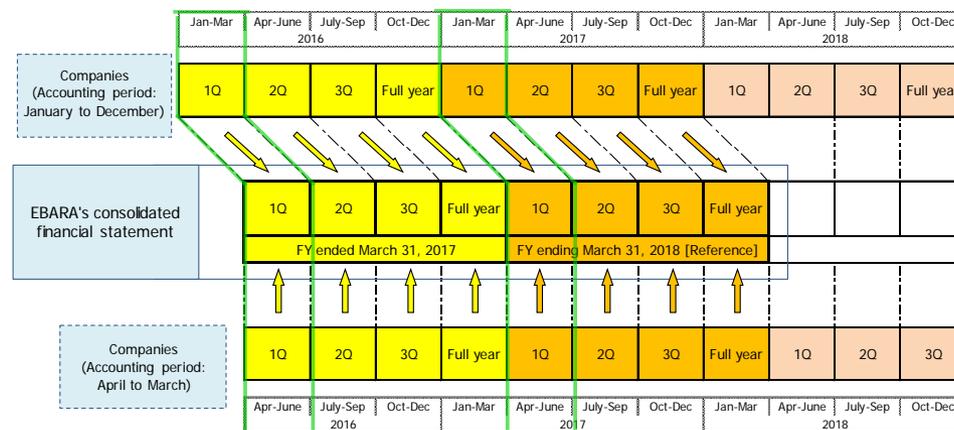
[Reference] Summary of Projection (FY ending March 31, 2018: 12 month)

Not revised from the plan

	FY ended March 31, 2017 (Results)	[Reference]* FY ending March 31, 2018 (Plan)	Change
Orders	477.9	502.0	+24.0
Net Sales	476.1	465.0	-11.1
Operating Income	29.9	30.0	+0.0
Ordinary Income	28.4	30.0	+1.5
Net Income attributable to owners of parent	20.5	19.0	-1.5

Assumed Exchange Rate
1USD = 110 JPY

* As a reference, we disclose the plan of the fiscal year ending March 31, 2018 with no change in accounting period to compare with the fiscal year ended March 31, 2017.



1. Summary of Results

[Reference] Summary of Projection (FY ending March 31, 2018: 12 month)

Not revised from the plan

	Orders			Net Sales			Operating Income		
	FY ended Mar. 31, 2017 (Results)	[Reference] FY ending Mar. 31, 2018 (Plan)	Change	FY ended Mar. 31, 2017 (Results)	[Reference] FY ending Mar. 31, 2018 (Plan)	Change	FY ended Mar. 31, 2017 (Results)	[Reference] FY ending Mar. 31, 2018 (Plan)	Change
FMS Business	288.5	300.0	+11.4	292.2	290.0	-2.2	9.4	11.0	+1.5
EP Business	64.6	90.0	+25.3	68.0	63.0	-5.0	5.7	6.5	+0.7
PM Business	123.1	110.0	-13.1	114.1	110.0	-4.1	14.1	12.0	-2.1
Others, Adjustment	1.6	2.0	+0.3	1.6	2.0	+0.3	0.6	0.5	-0.1
Total	477.9	502.0	+24.0	476.1	465.0	-11.1	29.9	30.0	+0.0

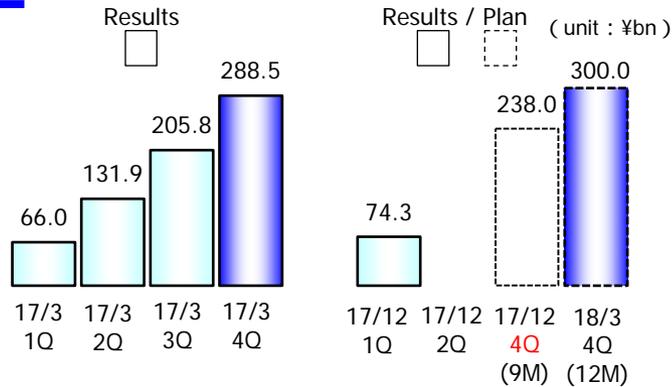
* From this page, "1Q" means 3 months cumulative, "2Q" means 6 months cumulative, "3Q" means 9 months cumulative, "4Q" means 12 months cumulative.

2. Details of Results

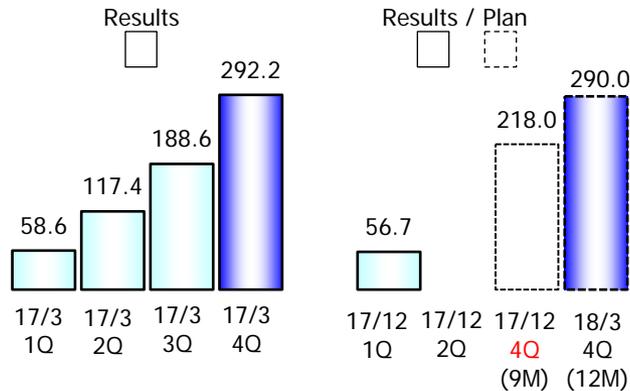
FMS Results through the 1st Quarter

FMS Business

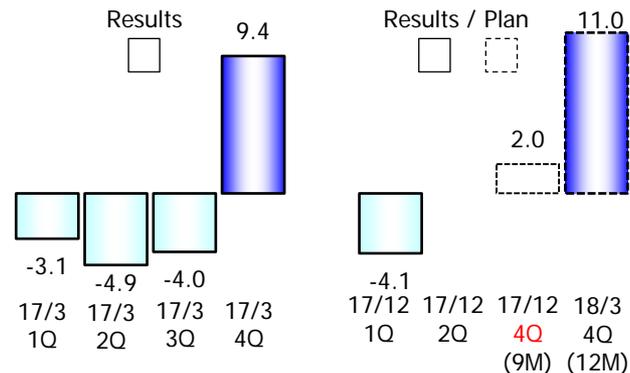
Orders



Sales



Operating Income



[Orders]

- ✓ In the Pumps business, standard pumps have increased
- ✓ In the Compressors & Turbines business, though customers have postponed their decision of the capital investment plan, they seem to stop postponing service and support (S&S)

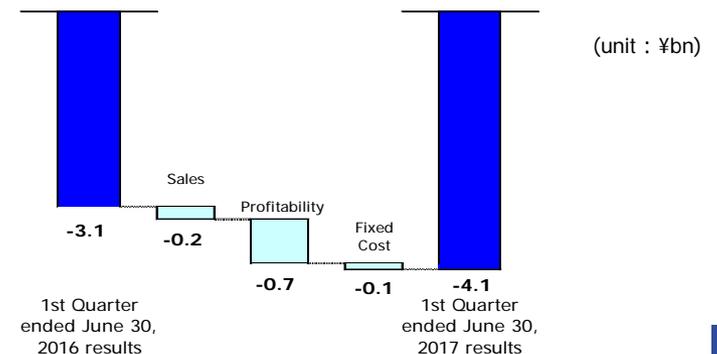
[Sales]

- ✓ Decreased mostly in Custom Pumps business
- ✓ Product sales increased in the Compressors & Turbines business

[Operating Income]

- ✓ Proportion of sales of S&S business decreased (-)
- ✓ Sales decreased (-)

Breakdown of Changes in Operating Income

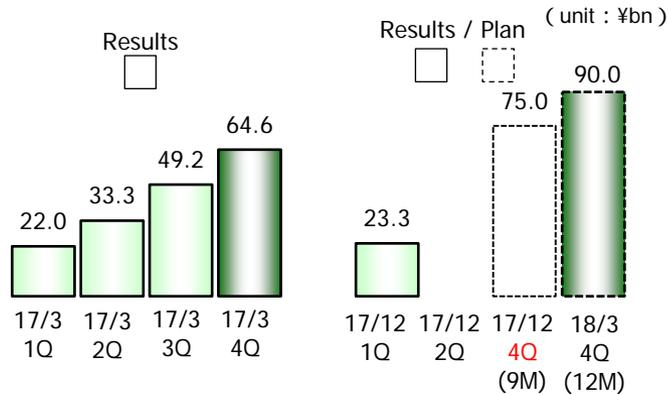


2. Details of Results

EP Results through the 1st Quarter

EP Business

Orders



[Orders]

✓ Received one "DBO" order

*DBO: Design, Build, Operate.

In addition to EPC, undertake O&M after construction for a certain period.

[Sales]

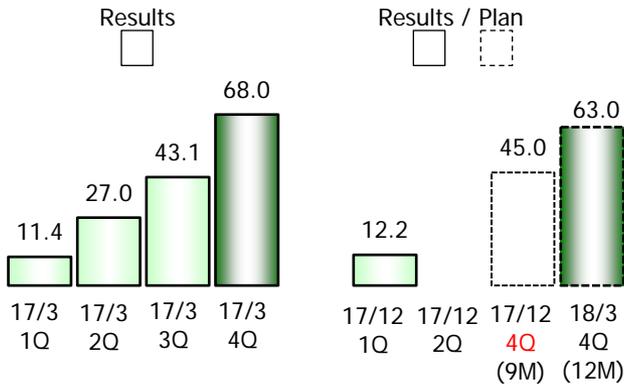
✓ "Services to lengthen the lifetimes of aging facilities" decreased

✓ "EPC" increased

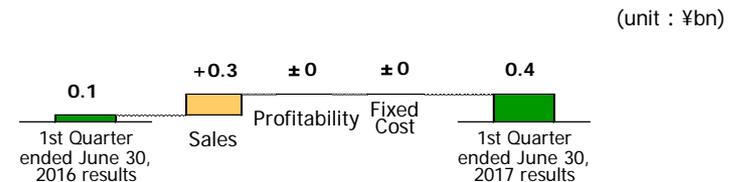
[Operating Income]

✓ Sales increased (+)

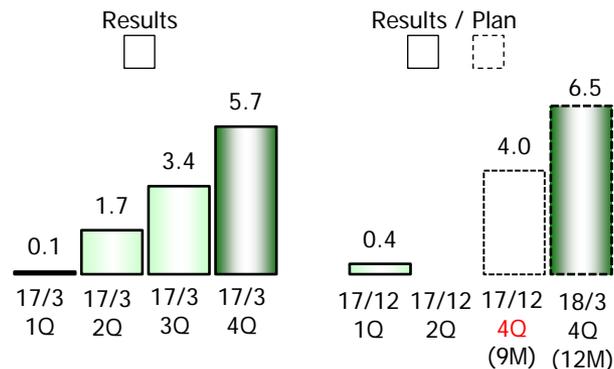
Sales



Breakdown of Changes in Operating Income



Operating Income

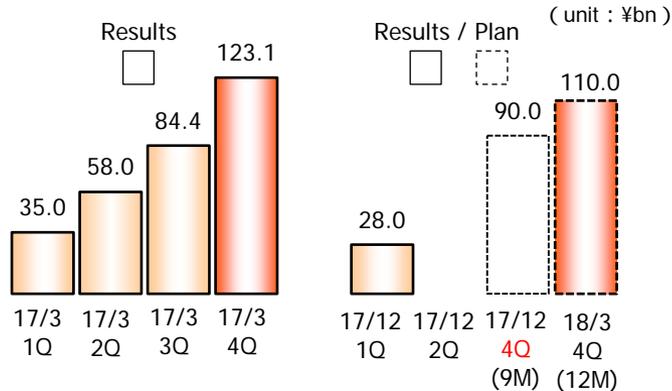


2. Details of Results

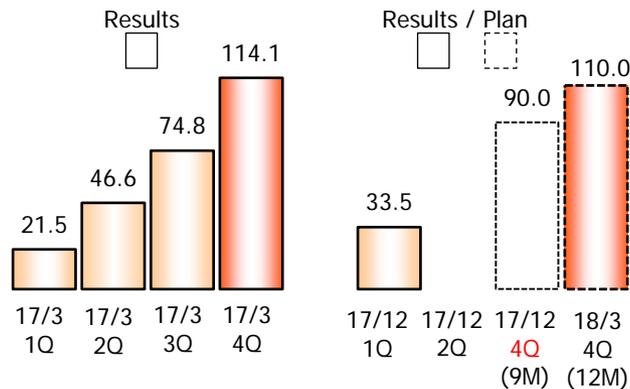
PM Results through the 1st Quarter

PM Business

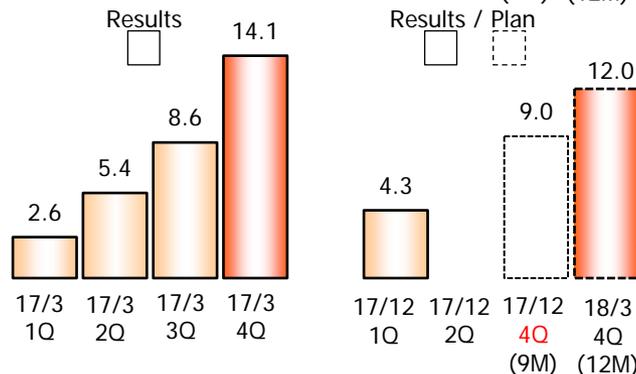
Orders



Sales



Operating Income



[Orders]

- ✓ Capital investment in semiconductor market stays strong
- ✓ Orders decreased in CMP business compared to the same period last year in which we received large orders

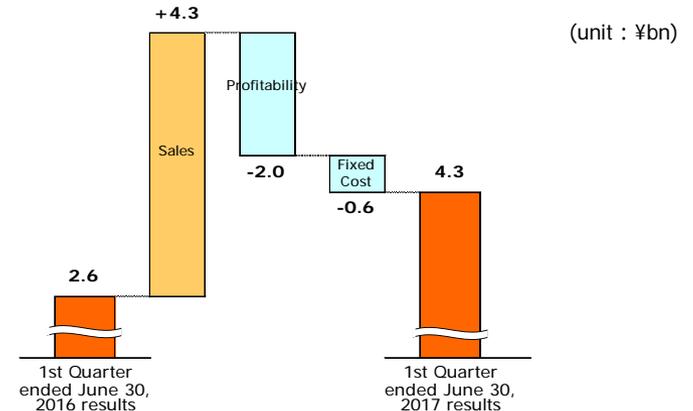
[Sales]

- ✓ Increased due to strong orders received during the last fiscal year

[Operating Income]

- ✓ Sales increased (+)
- ✓ Profitability deteriorated compared to the same period last year in which profitability was high due to CMP business (-)
- ✓ Fixed costs mainly R&D costs increased (-)

Breakdown of Changes in Operating Income



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Breakdown of Orders Results by Business Segment

Orders

(unit : ¥bn)

	[Reference]					
	FY ended Dec. 31, 2016 Results	FY ending Dec. 31, 2017 Plan	Change	1Q ended June 30, 2016 Results	1Q ended June 30, 2017 Results	Change
FMS Business						
Pumps	145.6	150.0	+4.3	37.9	44.3	+6.4
Compressors and Turbines	44.5	50.0	+5.4	16.1	19.7	+3.5
Chillers	27.5	25.0	-2.5	8.1	7.7	-0.4
Others	13.8	13.0	-0.8	3.8	2.5	-1.2
FMS Business Total	231.5	238.0	+6.4	66.0	74.3	+8.3
EP Business						
Environmental Plants	50.9	75.0	+24.0	22.0	23.3	+1.2
EP Business Total	50.9	75.0	+24.0	22.0	23.3	+1.2
PM Business						
Components	39.9	34.0	-5.9	10.6	14.5	+3.8
CMP Systems	57.9	49.5	-8.4	23.4	12.4	-10.9
Others	3.7	6.5	+2.7	0.9	1.0	+0.1
PM Business Total	101.6	90.0	-11.6	35.0	28.0	-6.9
Others	1.2	1.0	-0.2	0.4	0.4	+0.0
Others Total	1.2	1.0	-0.2	0.4	0.4	+0.0
Total	385.4	404.0	+18.5	123.5	126.2	+2.6

Breakdown of Sales Results by Business Segment

Sales

(unit : ¥bn)

	[Reference]					
	FY ended Dec. 31, 2016 Results	FY ending Dec. 31, 2017 Plan	Change	1Q ended June 30, 2016 Results	1Q ended June 30, 2017 Results	Change
FMS Business						
Pumps	126.9	130.0	+3.0	32.4	31.4	-1.0
Compressors and Turbines	48.0	50.0	+1.9	14.7	16.0	+1.3
Chillers	25.0	25.0	-0.0	6.3	7.0	+0.7
Others	13.9	13.0	-0.9	5.1	2.1	-2.9
FMS Business Total	213.8	218.0	+4.1	58.6	56.7	-1.9
EP Business						
Environmental Plants	45.7	45.0	-0.7	11.4	12.2	+0.7
EP Business Total	45.7	45.0	-0.7	11.4	12.2	+0.7
PM Business						
Components	37.9	34.0	-3.9	9.3	13.3	+4.0
CMP Systems	45.8	49.5	+3.6	8.8	18.3	+9.5
Others	5.6	6.5	+0.8	3.3	1.8	-1.5
PM Business Total	89.4	90.0	+0.5	21.5	33.5	+12.0
Others	1.2	1.0	-0.2	0.3	0.4	+0.0
Others Total	1.2	1.0	-0.2	0.3	0.4	+0.0
Total	350.2	354.0	+3.7	92.0	102.9	+10.8

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