

# Results Presentation for Six Months Ended June 30, 2020

**EBARA** (6361)

August 11, 2020

Looking ahead, going beyond expectations

Ahead > Beyond



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EBARA

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<sup>\*1.</sup> Fluid Machinery & Systems Business / \*2. Environmental Plants Business / \*3. Precision Machinery Business

#### **Abbreviations**

FY: fiscal year (FY20: fiscal year ending December 31, 2020) / 1Q: 1Q figures / 1-2Q, 1-3Q, 1-4Q: cumulative total from 1Q to each quarter

<sup>✓ &</sup>quot;Net Sales by Region" shown in this document indicates sales on the basis of the geographical location where the goods are sold.



#### **Points of 1-2Q Results**

FYZ	20 1-2Q Re	sults		FY20 Forecast			
			YoY*		<b>704 0</b> 1 1111	YoY	
	Orders	<b>257.6</b> billion yen	(+4.9%)	Orders	<b>506.0</b> billion yen	(-8.4%)	
	Sales	<b>245.4</b> billion yen	(-1.0%)	Sales	<b>506.0</b> billion yen	(-3.1%)	
	Operating			Operating		_	L
	Income	<b>13.6</b> billion yen	(+5.3%)	Income	<b>30.0</b> billion yen	(-15.0%)	

#### 1-2Q Results

- In the semiconductor market, capital investment has been postponed in part, but remains at a high level and PM business saw increased orders.
- Operating income increased due to profitability improvement and fixed cost reduction in FMS business.

#### **Full-year Forecast Assumptions**

- FMS business: in building equipment market and oil and gas market, impact of COVID-19 is expected to some extent
- EP business: unaffected by COVID-19
- PM business: supported by strong demand for semiconductors, business recovery is expected in the second half

<sup>\* 1 +5%</sup> change or more -5% change or more -less than ± 5% change

## 1. FY20 1-2Q Summary of Results **Consolidated**



(in billion yen)	FY19 1-2Q Results	FY20 1-2Q Results	Change
Orders	245.6	257.6	+11.9
Net Sales	248.0	245.4	-2.5
Operating Income	12.9	13.6	+0.6
Ol Ratio	5.2%	5.6%	+0.4pts
Ordinary Income	13.3	12.4	-0.9
Net Income Attributable to Owners of Parent	8.0	7.4	-0.5
Exchange Rate (USD)	JPY107.79	JPY107.74	

## 1. FY20 1-2Q Summary of Results **Segment**



		FY19 1-2Q	FY20 1-2Q	Change
(in billion yen)		Results	Results	
	Orders	245.6	257.6	+11.9
Total	Net Sales	248.0	245.4	-2.5
Total	Operating Income	12.9	13.6	+0.6
	OI Ratio	5.2%	5.6%	+0.4pts
	Orders	161.7	150.3	-11.4
FMS Business	Net Sales	154.2	149.2	-4.9
rivis business	Operating Income	5.3	8.2	+2.8
	OI Ratio	3.4%	5.5%	+2.1pts
	Orders	30.5	36.0	+5.4
EP Business	Net Sales	32.1	28.7	-3.4
EP business	Operating Income	3.0	2.2	-0.8
	OI Ratio	9.6%	8.0%	-1.6pts
	Orders	52.5	70.4	+17.9
DM Desirons	Net Sales	60.8	66.7	+5.8
PM Business	Operating Income	4.4	3.7	-0.7
	OI Ratio	7.3%	5.6%	-1.7pts
	Orders	0.7	0.7	-0.0
Othore Advisors	Net Sales	0.7	0.7	-0.0
Others, Adjustment	Operating Income	0.1	-0.5	-0.6
	OI Ratio	13.5%	-82.1%	-95.6pts

### 1. FY20 1-2Q Summary of Results



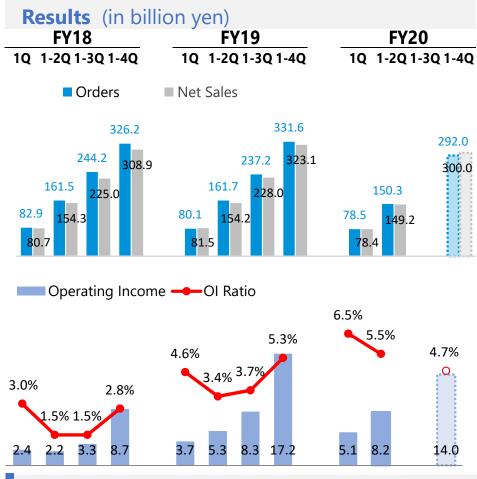
## **Net Sales by Region**

(in billion yen)	FY19	1-2Q	FY20	Channe	
	Results	Composition of Net Sales	Results	Composition of Net Sales	Change
Total	248.0	100.0%	245.4	100.0%	-2.5
In domestic market (Japan)	116.8	47.1%	112.5	45.9%	-4.2
In overseas market	131.1	52.9%	132.9	54.1%	+1.7
China	38.2	15.4%	31.5	12.8%	-6.7
Asia (excl. China)	37.9	15.3%	49.9	20.3%	+11.9
North America	24.4	9.9%	20.3	8.3%	-4.1
Europe	13.5	5.5%	17.0	7.0%	+3.5
Middle East	11.0	4.5%	9.5	3.9%	-1.5
Others	5.9	2.4%	4.5	1.8%	-1.3

## 2. FY20 1-2Q Results by Segment



### **FMS Business**



#### FY20 1-2Q S&S Sales Ratio

		FY	FY	20		
	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q
FMS	36.0%	36.2%	34.4%	35.5%	41.3%	38.4%
PUMP	29.4%	25.1%	23.3%	22.8%	34.6%	29.8%
СТ	54.8%	62.6%	56.8%	59.6%	55.1%	54.8%

#### **Highlights**

**Pumps** 

Domestic and overseas building equipment markets are sluggish due to the effects of COVID-19, and standard pumps' orders and sales declined

 Owing to fixed cost reduction, custom pumps' project mix and increased sales of service and support (S&S), profitability improved and profit increased (+)

**Compressors and turbines (CT)** 

Orders decreased due to postponement of some projects

Sales and profit increased as a result of S&S parts sales increase (+)

**Chillers** 

 Japanese and Chinese building equipment markets have yet to recover, and orders and sales declined

 Profit increased due to fixed cost reductions and profitability improvements in Japan (+)

#### **Breakdown of Changes in Operating Income**

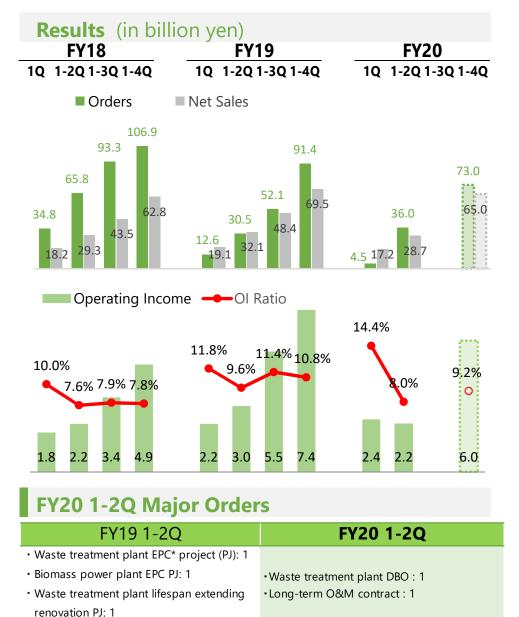
(in billion yen)



## 2. FY20 1-2Q Results by Segment







Highlights

#### **Orders**

Orders increased year-on-year, despite there being delays in some bids on the customerside

#### Sales, Operating income

There was a lull in sales and profit in FY20 1-2Q due to the timing and progress of ongoing construction (-)

### **Breakdown of Changes in Operating Income**

(in billion yen)

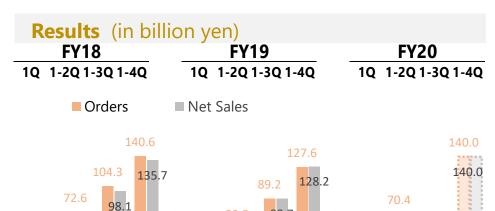


<sup>\*</sup> Engineering, procurement, and construction

#### 2. FY20 1-2Q Results by Segment

#### **PM Business**





60.8

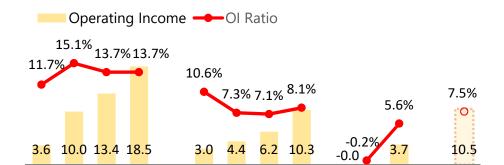
23.9

29.0

88.7

39.8

26.4



FY20 1-2Q Sales by Region								
(in billion yen)	Japan	Asia (excl.Japan)	North America	Europe	Middle East	Others	Total	
Sales	16.1	40.5	6.9	2.4	0.6	0.0	66.7	
Change* ( vs FY19 1-2Q )	7	7	Z	Z	Z	Z	7	
* $\nearrow$ +5% change or more $\searrow$ -5% change or more $\rightarrow$ less than $\pm$ 5% change								

#### **Highlights**

#### **Orders**

- Semiconductor market capital investment has remained at the same high level as at the end of 2019, however there have been some postponements
- Both components and CMP orders increased significantly from the same period last year

#### **Sales**

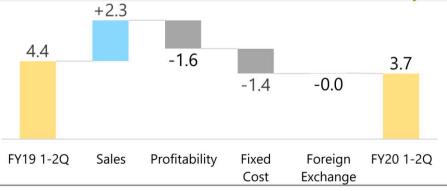
 Although affected by COVID-19, sales increased due to strong orders

#### **Operating income**

- Sales increased (+)
- Project mix deteriorated in CMP and profitable S&S projects delayed (-)
- Fixed costs related to automated plant increased (-)

#### **Breakdown of Changes in Operating Income**

(in billion yen)



40.6

30.8

66.7

## 3. FY20 Forecast Consolidated



(in billion yen)	FY19 1-4Q Results	FY20 1-4Q Plan	Change	<reference> Plan</reference>
Announced date(m/d/y)	а	b Aug/11/20	b-a	Feb/26/20
Orders	552.2	506.0	-46.2	550.0
Net Sales	522.4	506.0	-16.4	526.0
Operating Income	35.2	30.0	-5.2	30.6
OI Ratio	6.8%	5.9%	-0.9pts	5.8%
Ordinary Income	35.5	27.0	-8.5	29.1
Net Income Attributable to Owners of Parent	23.3	17.0	-6.3	18.5
ROIC	6.5%	4.6%	-1.9pts	5.0%
Annual Dividend per share	¥60	¥60	-	¥60
Interim Dividend	¥30	¥30	-	¥30
Year-end Dividend	¥30	¥30	-	¥30

## 3. FY20 Forecast **Segment**



(in billion yen)		FY19 1-4Q Results a	FY20 1-4Q Plan b	Change b-a	<reference> Plan</reference>
	Announced date(m/d/y)		Aug/11/20		Feb/26/20
	Orders	552.2	506.0	-46.2	550.0
Total	Net Sales	522.4	506.0	-16.4	526.0
Total	Operating Income	35.2	30.0	-5.2	30.6
	OI Ratio	6.8%	5.9%	-0.9pts	5.8%
	Orders	331.6	292.0	-39.6	324.0
FMS Business	Net Sales	323.1	300.0	-23.1	318.0
FIVIS Business	Operating Income	17.2	14.0	-3.2	15.0
	OI Ratio	5.3%	4.7%	-0.6pts	4.7%
	Orders	91.4	73.0	-18.4	84.0
EP Business	Net Sales	69.5	65.0	-4.5	67.0
EP business	Operating Income	7.4	6.0	-1.4	5.5
	OI Ratio	10.8%	9.2%	-1.6pts	8.2%
	Orders	127.6	140.0	+12.3	140.0
PM Business	Net Sales	128.2	140.0	+11.7	139.0
PIVI Business	Operating Income	10.3	10.5	+0.1	10.5
	OI Ratio	8.1%	7.5%	-0.6pts	7.6%
	Orders	1.5	1.0	-0.5	2.0
Othors Adjustment	Net Sales	1.5	1.0	-0.5	2.0
Others, Adjustment	Operating Income	0.1	-0.5	-0.6	-0.4
	OI Ratio	10.9%	-50.0%	-60.9pts	-20.0%

#### 4. COVID-19 Impacts

## EBARA

### **Segment-specific**

- Our main markets, social and industrial infrastructure are stable and in a recovery trend.
- While prioritizing the health and safety of our stakeholders, we will respond swiftly to production and inventory issues to minimize the impact of COVID-19 and contribute to society.

		1	2Q	3-4Q F	orecast
	Market	Market Situation	EBARA	Market Situation	EBARA
Pumps	Building equipment	<ul> <li>Suspension of construction work or delay of construction start in many countries (including Japan)</li> <li>Countries around the world have negative GDP growth rates</li> </ul>	<ul> <li>Orders and sales for standard pumps decreased in Japan, China, Europe, America and Southeast Asia</li> </ul>	<ul> <li>Suspension of construction work or delay of construction start in many countries (including Japan)</li> <li>Gradual recovery of GDP growth rates</li> <li>Recovery in China, but not to pre-COVID-19 levels</li> </ul>	<ul> <li>Due to the decrease in demand, orders and sales for standard pumps are expected to decrease</li> </ul>
	Oil and gas	<ul> <li>Project order and construction delays in regions other than China</li> </ul>	<ul><li>Product orders decreased in regions other than China</li><li>S&amp;S orders declined in</li></ul>	<ul><li>Further project order and construction delays</li><li>Requests to postpone</li></ul>	<ul> <li>Orders for products and S&amp;S are expected to decrease</li> <li>Decreased orders are</li> </ul>
СТ		<ul> <li>Requests for postponement of S&amp;S implementation periods</li> <li>Restrictions on the movement of people and lock-downs</li> </ul>	<ul> <li>S&amp;S orders declined in all regions</li> <li>CT S&amp;S sales declined in North America</li> <li>Limited witness testing and instructor dispatches</li> </ul>	<ul><li>S&amp;S implementation periods</li><li>Restrictions on the movement of people and lock-downs</li></ul>	expected to affect next year's sales results

## 4. COVID-19 Impacts



Segment-speci	fic
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		1	-2Q	3-4Q Forecast			
	Market	Market Situation	EBARA	Market Situation	EBARA		
Chillers	Building equipment	<ul> <li>Project order delays and cancellation of orders in China</li> <li>Requests to postpone S&amp;S implementation periods in Japan</li> </ul>	<ul> <li>In China, product orders and sales decreased</li> <li>In Japan, S&amp;S orders and sales decreased</li> </ul>	<ul> <li>China will recover, but the impact of the first half of FY20 is expected to linger</li> <li>In Japan, S&amp;S deals will become more active</li> </ul>	<ul> <li>In China, product orders and sales are expected to decline</li> <li>In Japan, S&amp;S orders will recover but overall, sales are expected to decline</li> </ul>		
EP	Waste treatment plant	■ No impact	None	■ No impact	None		
PM	Semiconductor	<ul> <li>Market forecasts turned positive due to resumption of economic activity around the world after May</li> <li>Restrictions on the movement of people and lockdowns</li> <li>Delays in capital investment seen in some semiconductor manufacturers</li> </ul>	<ul> <li>Orders increased due to customer inventory accumulation</li> <li>S&amp;S sales were delayed due to restrictions on the movement from Japan and lack of local resources</li> </ul>	<ul> <li>Market forecasts turned positive due to resumption of economic activity around the world after May</li> <li>Easing of movement restrictions and lockdowns in most regions</li> <li>Delays in orders and shipping due to postponement of some customer capital investments</li> </ul>	<ul> <li>Decline in component orders anticipated</li> <li>Risk of delays in equipment startups</li> </ul>		



### **New Business Development Initiatives**

Further efforts to solve E-Vision 2030's material issues through the creation of new businesses

- Marketing organization: Strengthen company-wide functions
- R&D: Strengthen core technologies, create research themes that lead to new business ideas, diversify personnel
- New business idea open call system, "E-Start": A system to open call for new business ideas in-house, examine them, and aim for early commercialization
- Collaboration: Strengthen ties with venture companies, universities, etc.

#### **Existing technologies/products**

#### Fluid tech.

- Material tech.
- Numerical analysis tech.
- Rotating machinery tech.
- Others





#### **New technologies/products**

- Al Crane (Ridge-i Inc.)
- **Small-sized robots (HiBot Corporation)**



- May 2020, formed a Capital and Business Agreement with **HiBot Corporation**
- EBARA Environmental Plant and HiBot jointly developed a small size travel robot "SQUID" equipped with waterimmersion ultrasonic sensor (flaw detector)

#### Structural protein material manufacturing (Spiber Inc.)

Inland Aquaculture (Regional Fish Institute, Ltd.)

## Regional Fish

- June 2020, formed a Capital and Business Alliance with Regional Fish
- Leverage technologies such as fluid, heat control, etc. to advance labor saving and automation and improve productivity of inland aquaculture

#### **Real Tech Global Fund (REAL TECH Holdings Co., Ltd.)**



- July 2020, Investment in Real Tech Global Fund
- This fund specifically targets science and technology startups in Southeast Asia

#### New Mark ets

**Existi** 

ng Mark

ets



### **New Business Development Initiatives: Inland Aquaculture**

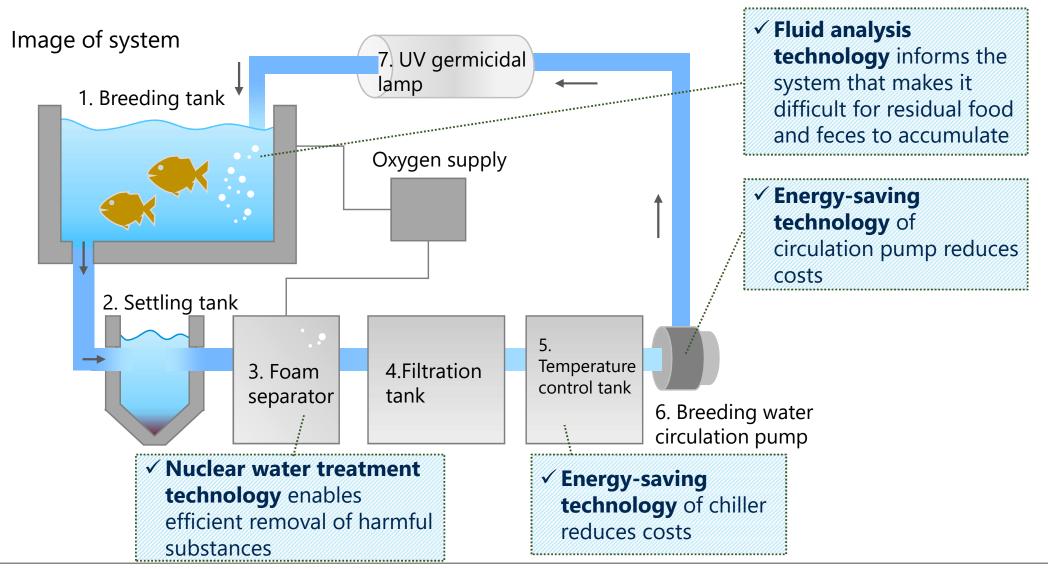
In June 2020, EBARA formed a capital and business alliance with Regional Fish Institute, Ltd., a food tech venture company aiming to create the next-generation of aquaculture

Background of initiative	<ul> <li>Increasing global demand for aqua products and expansion of aquaculture business and increasing issues arising from conventional offshore aquaculture spurred the creation of this project</li> <li>Aiming to create a sustainable aquaculture system that can produce aqua products in sufficient quantity with reliable quality, that is environmentally friendly and unaffected by external elements</li> </ul>						
E-Vision 2030 Material Issue	Contribute to the creation of a sustainable society  2 7800 8 05000 000 114 181 000 000 000 000 000 000 000 000 000						
Partner	Regional Fish Institute, Ltd. (June 2020 capital and business alliance)  Regional Fish  Regional Fish						
Target business	Inland recirculating aquaculture system (RAS)						
EBARA technologies at work	EBARA will leverage its technologies such as, fluid, heat control, and heat generated from waste incineration to advance labor saving and automation and improve productivity of RAS						



### **New Business Development Initiatives: Inland Aquaculture**

EBARA owns many elemental technologies for inland recirculating aquaculture system (RAS) components





### **Digital Transformation (DX) Initiatives**

- Aim to lead the industry in terms of efficiency in management and business operations through digital transformation (DX) in order to achieve our mission, expressed in the words "Technology. Passion. Support our Globe."
- Utilizing data and digital technology, radically transform products, services, and business models through the implementation of "aggressive DX" initiatives on a global level, and "preparative DX" to develop information infrastructure such as ERP and a global talent management system

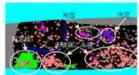
#### (Overview of Digital Transformation Initiatives)



#### **Aggressive DX**

External (Customers, Stakeholders, Society)







#### 2. Innovation of Existing Businesses

- Promote automation and utilization of IoT for production
- Utilization of 3D digital manufacturing
- Employment of automated 3D parametric design
- Application of multifaceted optimization technologies

#### 3. Creation of New Businesses

- Application of AI image analysis technologies
- Promotion of IoT and data mining technologies
- Utilization of virtual and augmented reality technologies





1. Revolutionary Productivity Improvements

- Utilization of ERP
- Implementation of customer resource management systems
- Utilization of global procurement system
- Employment of global talent management system
- Introduction of robot process automation and Al

Industrial application of supercomputers

**Preparative DX** 

Internal (Company)

Existing (Core)

Businesses

(Ongoing)

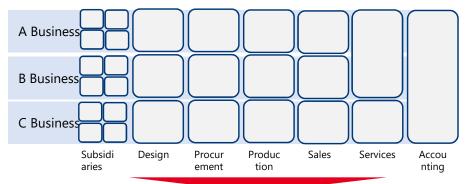
## EBARA

### **Digital Transformation (DX) Initiatives: ERP**

- Shift from multinational management-style to true global management-style
- Aim to standardize operations globally by introducing ERP to all group companies by end of 2024

#### **Current Status of Processes and Systems:**

Lack of consistency between departments/divisions makes understanding the precise status of management activities difficult



#### **Processes and Systems after Introduction of ERP:**

More timely and accurate management visualization



#### **ERP Implementation Project Overview**

- 1. Introduce to all Group Companies
  - Introduce on a global scale to all group companies by 2024
- 2. Strengthen ERP Organizational Structure
  - Participation by all upper management, including President
  - Recruitment of highly specialized human resources with advanced knowledge of DX
  - Build ERP Introduction System (~70 people)
- 3. Enhance Business Administration Capabilities
  - Shorten management cycle, settle accounts quickly
  - Improvement of accuracy of forecast management

#### 4. Business Reform

- Streamline and improve operations
- Standardize operations globally
- Reduce number of applications/systems, reduce IT-related costs

## EBARA

### **Orders**

(in billion yen)		1-2Q			<reference></reference>		
	FY19 Results	FY20 Results b	Change b-a	FY19 Results	FY20 Plan d	Change d-c	FY20 1-4Q Plan
Announced date(m/d/y)	а	D	D-a	С	a Aug/11/20	u-c	Feb/26/20
Total	245.6	257.6	+11.9	552.2	506.0	-46.2	550.0
FMS Business	161.7	150.3	-11.4	331.6	292.0	-39.6	324.0
Pumps	88.6	83.3	-5.3	176.3	164.0	-12.3	181.0
СТ	45.6	42.8	-2.8	102.0	83.0	-19.0	93.0
Chillers	20.3	16.8	-3.5	38.1	32.0	-6.1	38.0
Others	7.0	7.3	+0.3	15.1	13.0	-2.1	12.0
EP Business	30.5	36.0	+5.4	91.4	73.0	-18.4	84.0
PM Business	52.5	70.4	+17.9	127.6	140.0	+12.3	140.0
Components	25.2	31.6	+6.4	53.5	59.0	+5.4	58.0
CMP Systems	24.8	35.9	+11.1	67.7	75.5	+7.7	75.0
Others	2.4	2.8	+0.3	6.3	5.5	-0.8	7.0
Others	0.7	0.7	-0.0	1.5	1.0	-0.5	2.0



(in billion yen)	1-2Q				<reference></reference>		
	FY19 Results a	FY20 Results b	Change b-a	FY19 Results c	FY20 Plan d	Change d-c	FY20 1-4Q Plan
Announced date(m/d/y)			~ ~		Aug/11/20		Feb/26/20
Total	248.0	245.4	-2.5	522.4	506.0	-16.4	526.0
FMS Business	154.2	149.2	-4.9	323.1	300.0	-23.1	318.0
Pumps	88.4	82.0	-6.4	174.9	167.0	-7.9	177.0
СТ	39.3	44.2	+4.9	95.2	89.0	-6.2	91.0
Chillers	19.0	16.4	-2.5	37.7	32.0	-5.7	37.0
Others	7.4	6.5	-0.8	15.2	12.0	-3.2	13.0
EP Business	32.1	28.7	-3.4	69.5	65.0	-4.5	67.0
PM Business	60.8	66.7	+5.8	128.2	140.0	+11.7	139.0
Components	29.6	28.4	-1.1	58.9	57.5	-1.4	57.0
CMP Systems	28.3	35.3	+6.9	62.6	77.5	+14.8	77.0
Others	2.8	2.9	+0.0	6.6	5.0	-1.6	5.0
Others	0.7	0.7	-0.0	1.5	1.0	-0.5	2.0

## **Operating Income**



(in billion yen)		1-2Q			<reference></reference>		
	FY19 Results	FY20 Results	Change	FY19 Results	FY20 Plan	Change	FY20 1-4Q Plan
Announced date(m/d/y)	a	b	b-a	С	d Aug/11/20	d-c	Feb/26/20
Total	12.9	13.6	+0.6	35.2	30.0	-5.2	30.6
FMS Business	5.3	8.2	+2.8	17.2	14.0	-3.2	15.0
Pumps	5.6	6.3	+0.7	11.0	8.5	-2.5	8.5
СТ	-0.1	1.2	+1.3	4.8	4.2	-0.6	4.5
Chillers	0.8	1.2	+0.4	1.8	1.1	-0.7	1.5
Others	-0.9	-0.6	+0.2	-0.4	0.2	+0.6	0.5
EP Business	3.0	2.2	-0.8	7.4	6.0	-1.4	5.5
PM Business	4.4	3.7	-0.7	10.3	10.5	+0.1	10.5
Others, Adjustment	0.1	-0.5	-0.6	0.1	-0.5	-0.6	-0.4

## EBARA

## **Backlog of Orders**

(in billion yen)	FY19 Results a	1-2Q FY20 Results b	Change b-a	FY19 Results c	1-4Q FY20 Plan d	Change d-c	<reference> FY20 1-4Q Plan</reference>
Announced date(m/d/y)					Aug/11/20		Feb/26/20
Total	453.9	494.4	+40.5	487.4	487.4	-	511.4
FMS Business	214.7	211.2	-3.4	216.7	208.7	-8.0	222.7
Pumps	96.7	95.3	-1.4	98.0	95.0	-3.0	102.0
СТ	92.1	90.0	-2.0	93.3	87.3	-6.0	95.3
Chillers	17.8	16.9	-0.9	16.8	16.8	-	17.8
Others	8.0	8.9	+0.8	8.3	9.3	+1.0	7.3
EP Business	212.5	239.0	+26.4	236.1	244.1	+8.0	253.1
PM Business	26.5	44.0	+17.4	34.5	34.5	-	35.5
Others	0.0	0.0	+0.0	0.0	0.0	-	0.0

## EBARA

## **Net Sales by Region**

(in billion yen)	1-2		
	FY19 Results	FY20 Results	Change
<b>FMS Business</b>	154.2	149.2	-4.9
Japan	71.2	68.2	-2.9
Asia (excl. Japan)	42.2	39.5	-2.7
<b>North America</b>	15.3	13.4	-1.8
Europe	9.9	14.6	+4.6
Middle East	9.5	8.9	-0.6
Others	5.9	4.5	-1.3
<b>EP Business</b>	32.1	28.7	-3.4
Japan	31.0	27.3	-3.6
Asia (excl. Japan)	1.1	1.3	+0.2
PM Business	60.8	66.7	+5.8
Japan	14.4	16.1	+1.7
Asia (excl. Japan)	32.4	40.5	+8.1
<b>North America</b>	8.9	6.9	-2.0
Europe	3.5	2.4	-1.0
Middle East	1.5	0.6	-0.8
Others	0.0	0.0	-0.0

## EBARA

### **Balance Sheets**

(in billion yen)	FY19 2Q Results	FY19 4Q Results	FY20 2Q Results	Change	Change
	a	b	С	c-a	c-b
Total Assets	592.1	595.2	628.5	+36.3	+33.2
<b>Current Assets</b>	424.4	421.9	451.8	+27.3	+29.8
Cash and deposits, Securities	136.8	95.1	170.2	+33.3	+75.1
Notes and Accounts Receivable-trade	156.3	192.1	160.8	+4.5	-31.2
Inventories	121.2	121.1	106.7	-14.5	-14.3
Other Current Assets	10.0	13.5	13.9	+3.9	+0.3
Fixed Assets	167.6	173.3	176.6	+8.9	+3.3
Total Liabilities	314.2	303.4	339.6	+25.3	+36.2
Notes and Accounts Payable-trade	115.0	120.4	119.5	+4.5	-0.8
Interest-bearing Debt	101.2	80.9	110.2	+9.0	+29.2
Other Liabilities	97.9	101.9	109.7	+11.8	+7.7
Total Net Assets	277.9	291.8	288.8	+10.9	-2.9
Shareholders' Equity	270.7	283.6	281.4	+10.6	-2.2
Other Net Assets	7.1	8.1	7.4	+0.2	-0.7
<b>Equity Ratio</b>	45.7%	47.7%	44.8%	-0.9pts	-2.9pts
Debt-to-Equity Ratio	0.37	0.29	0.39	+0.02	+0.10

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### **Cash Flows**

(in billion yen)	1-2Q				<reference></reference>		
	FY19 Results	FY20 Results	Change	FY19 Results	FY20 Plan	Change	FY20 1-4Q Plan
	а	b	b-a	С	d	d-c	
Announced date(m/d/y)					Aug/11/20		Feb/26/20
<b>CF from operating activities</b>	30.2	59.3	+29.1	26.7	38.5	+11.7	33.0
<b>CF from investing activities</b>	-11.8	-13.3	-1.4	-24.0	-37.0	-12.9	-37.8
FCF	18.3	46.0	+27.6	2.6	1.5	-1.1	-4.8
CF from financing activities	6.2	27.0	+20.8	-20.1	-2.3	+17.8	-8.4



### **CAPEX, Depreciation and Amortization, R&D Expenses**

(in billion yen)	1-2Q				<reference></reference>		
	FY19 Results a	FY20 Results b	Change b-a	FY19 Results c	FY20 Plan d	Change d-c	FY20 1-4Q Plan
Announced date(m/d/y)					Aug/11/20		Feb/26/20
CAPEX	15.6	17.2	+1.5	34.3	28.0	-6.3	26.0
FMS	3.8	5.0	+1.2	10.9	11.0	+0.0	11.0
EP	0.3	0.4	+0.0	0.9	1.0	+0.0	1.0
PM	11.1	10.9	-0.2	21.8	14.0	-7.8	7.0
Others, Adjustment	0.3	0.7	+0.4	0.6	2.0	+1.3	7.0
D&A	7.4	7.9	+0.5	15.1	16.5	+1.3	18.0
FMS	4.1	4.1	-0.0	8.3	7.5	-0.8	7.5
EP	0.2	0.2	+0.0	0.5	0.5	-0.0	0.5
PM	2.1	2.7	+0.5	4.5	6.0	+1.4	7.5
Others, Adjustment	0.8	0.8	-0.0	1.6	2.5	+0.8	2.5
R&D	5.2	5.3	+0.0	11.5	14.0	+2.4	14.0
FMS	2.5	2.3	-0.1	5.2	6.0	+0.7	6.0
EP	0.3	0.3	-0.0	0.7	1.0	+0.2	1.0
PM	2.3	2.6	+0.2	5.5	7.0	+1.4	7.0



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