

# Results Presentation for Six Months Ended June 30, 2021

# EBARA (6361)

August 13, 2021

Looking ahead, going beyond expectations *Ahead* - *Beyond* 

EBARA CORPORATION

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

Abbreviations

FY: fiscal year (FY21: fiscal year ending December 31, 2021)/1Q: 1Q figures/1-2Q, 1-3Q, 1-4Q: cumulative total from 1Q to each quarter

• Figures in this document are based on IFRS.





## **Points of Results**

FY21 1-2Q Resu	lts			FY21 Forecas	t		
		YoY*				YoY*	
Orders	¥344.9 B.	+33.7%	7	Orders	¥701.0 B.	+37.1%	7
Revenue	¥274.1 B.	+11.7%	7	Revenue	¥591.5 B.	+13.2%	7
Operating Profit	¥24.8 B.	+94.7%	7	Operating Profi	it <b>¥56.0 B.</b>	+49.1%	7
* ↗ +5% change or more	↘ -5% change or more	$\rightarrow$ less than ±	: 5% cha	nge			
Topics							

## Topics

## FY21 1-2Q Results

Orders, revenue, and profit increased year on year in all businesses of FMS, EP, and PM

#### FY21 Forecast

Orders, revenue, and profit in FMS and PM businesses, and orders in EP business revised upward; expecting record-high profit in consolidated results

#### FY21 Shareholder Returns

Raised the annual dividend forecast from 100 JPY to 130 JPY

Repurchased 7.5 billion yen of own shares as of the end of July, out of a maximum of 20 billion yen (progress: 37.7%)

# 1. FY21 1-2Q Summary of Results Consolidated



(in billion yen)	FY20 1-2Q	FY21 1-2Q	Change	Change %
Orders	258.0	344.9	+86.8	+33.7%
Revenue	245.4	274.1	+28.7	+11.7%
<b>Operating Profit</b>	12.7	24.8	+12.0	+94.7%
OP Ratio	5.2%	9.1%	+3.9pts	
Profit Attributable to Owners of Parent	6.9	16.9	+9.9	+142.1%
Exchange Rate (JPY/USD)	108.24	107.80		

# **1. FY21 1-2Q Summary of Results** Segment



(in billion yen)		FY20 1-2Q	FY21 1-2Q	Change	Change %
	Orders	258.0	344.9	+86.8	+33.7%
Total	Revenue	245.4	274.1	+28.7	+11.7%
Total	<b>Operating Profit</b>	12.7	24.8	+12.0	+94.7%
	OP Ratio	5.2%	9.1%	+3.9pts	
	Orders	150.8	165.4	+14.6	+9.7%
FMS Business	Revenue	149.3	162.8	+13.5	+9.1%
rivis dusiliess	Operating Profit	7.8	13.4	+5.5	+69.8%
	OP Ratio	5.3%	8.2%	+2.9pts	
	Orders	36.0	61.6	+25.5	+70.8%
EP Business	Revenue	28.7	31.3	+2.6	+9.1%
EP DUSITIESS	<b>Operating Profit</b>	2.1	2.8	+0.6	+29.8%
	OP Ratio	7.6%	9.0%	+1.4pts	
	Orders	70.3	116.8	+46.5	+66.1%
PM Business	Revenue	66.6	79.0	+12.4	+18.6%
Pivi Dusiliess	<b>Operating Profit</b>	3.4	8.9	+5.4	+158.2%
	OP Ratio	5.2%	11.3%	+6.1pts	
	Orders	0.7	0.9	+0.1	+24.4%
Others,	Revenue	0.7	0.8	+0.1	+18.3%
Adjustment	<b>Operating Profit</b>	-0.7	-0.2	+0.4	-
	OP Ratio	-105.9%	-34.3%	+71.6pts	

# 1. FY21 1-2Q Summary of Results Revenue by Region



	FY20 1-2Q		FY21 1-2Q			
(in billion yen)	Results	Composition of Revenue	Results	Composition of Revenue	Change	Change %
Total	245.4	100.0%	274.1	100.0%	+28.7	+11.7%
In domestic market (Japan)	112.5	45.9%	122.0	44.5%	+9.5	+8.5%
In overseas market	132.8	54.1%	152.0	55.5%	+19.1	+14.4%
China	31.6	12.9%	49.0	17.9%	+17.4	+55.2%
Asia (excl. China)	49.4	20.1%	44.5	16.2%	-4.9	-9.9%
North America	20.4	8.4%	22.1	8.1%	+1.6	+8.1%
Europe	16.9	6.9%	18.2	6.6%	+1.2	+7.3%
Middle East	9.5	3.9%	10.2	3.7%	+0.6	+7.2%
Others	4.7	1.9%	7.8	2.8%	+3.0	+64.1%

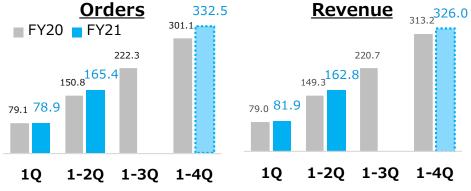
"Revenue by Region" indicates revenue on the basis of the geographical location where the goods are sold.

## 2. FY21 1-2Q Results by Segment



# **FMS Business**

# **Results** (in billion yen)



<b>Operating Prof</b>	fit	9.7%	<u> </u>	<u>Ratio</u>	
13.4 7.9 7.8 4.6	25.0	5.9%	8.2% 5.3%	5.1%	7.7% • 6.3%
1Q 1-2Q 1-3Q	1-4Q	1Q	1-2Q	1-3Q	1-4Q
S&S Revenue Ra	atio				

	FY20				FY21			
	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q	1-3Q	1-4Q
FMS	41.1%	38.9%	35.8%	35.5%	35.7%	34.3%	-	-
PUMP	34.3%	29.9%	26.8%	26.8%	31.3%	27.0%	-	-
СТ	55.9%	56.5%	52.9%	51.1%	51.3%	52.9%	-	-

## Highlights

#### Pumps

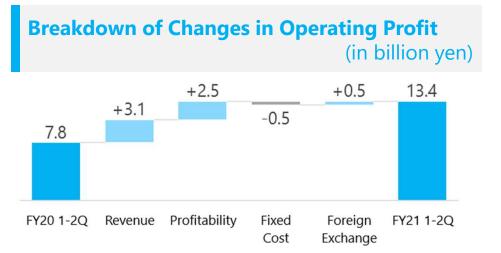
- Orders, revenue and profit of standard pumps increased due to recovery in the building equipment market (+)
- Custom pumps saw an increase in orders, revenue and profit in China, while profit increased in Japan due to improved profitability of products (+)

#### **Compressors and turbines (CT)**

- Revenue of service and support (S&S) decreased due to the impact of COVID-19, but orders recovered
- Profit increased due to improvement of product profitability (+)
- Decrease in fixed costs (+)

#### Chillers

- Orders and revenue increased due to recovery in the Chinese market
- Profitability declined due to S&S delays in Japan (-)

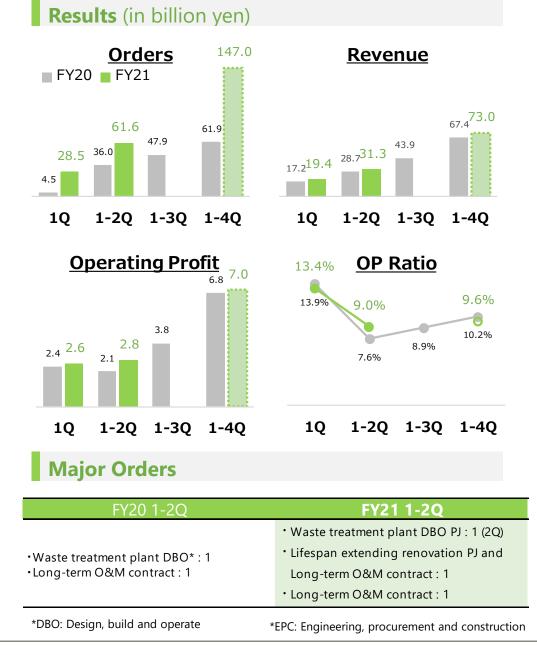


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## 2. FY21 1-2Q Results by Segment



# **EP Business**



## Highlights

#### Orders

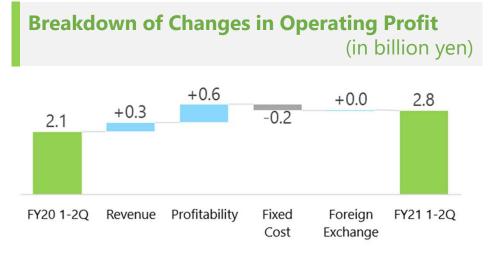
Received one large order in 2Q

#### Revenue

Revenue from EPC\* increased

#### **Operating Profit**

- Revenue increased (+)
- Improved profitability of operation and maintenance (O&M) (+)
- Increased labor costs (-)



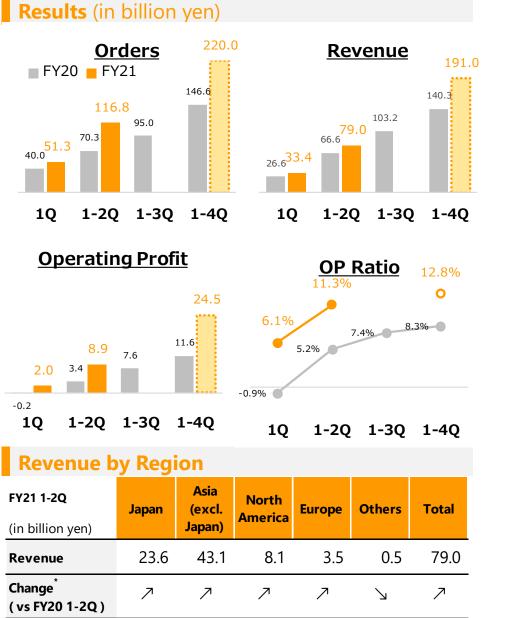
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## 2. FY21 1-2Q Results by Segment



# **PM Business**



\*  $\overline{\phantom{x}}$  is +5% or more,  $\overline{\phantom{y}}$  is -5% or more changes,  $\rightarrow$  is less than ± 5% changes

## Highlights

#### **Orders**

- Capex in the semiconductor market remains at a high level
- Strong orders for both components and CMP

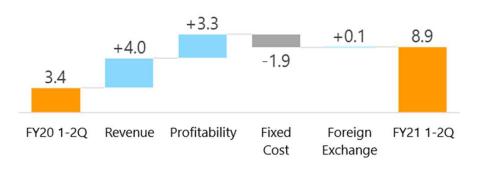
#### Revenue

- Revenue increased due to strong orders
- Increased S&S for both components and CMP

#### **Operating Profit**

- Revenue increased (+)
- Improved profitability due to the project mix of CMP (+)
- Profitability of components improved as the automated plant started operations (+)
- Increase in labor costs and fixed costs related to automated plant (-)

#### **Breakdown of Changes in Operating Income** (in billion yen)





# Consolidated



	1-4Q						
(in billion yen)	FY20	FY21 P.Plan*	FY21 Plan	Change	Change %		
Announced date(m/d/y)	а	May/14/21	Aug/13/21 b	b-a			
Orders	511.2	663.0	701.0	+189.7	+37.1%		
Revenue	522.4	574.0	591.5	+69.0	+13.2%		
Operating Profit	37.5	45.5	56.0	+18.4	+49.1%		
OP Ratio	7.2%	7.9%	9.5%	+2.3pts			
Profit Attributable to Owners of Parent	24.2	29.5	37.0	+12.7	+52.7%		
Exchange Rate (JPY/USD)	106.80	105.00	105.00				
ROIC	6.4%	7.5%	9.3%	+2.9pts			
Annual Dividend per share	¥90	¥100	¥130	+¥40			
Interim Dividend	¥30	¥50	¥50	+¥20			
Year-end Dividend	¥60	¥50	¥80	+¥20			



# Segment



1-4Q (in billion yen) FY20 FY21 P.Plan\* FY21 Plan Change Change % Announced date(m/d/y) May/14/21 Aug/13/21 b b-a а Orders 511.2 663.0 701.0 +189.7 +37.1% +69.0 Revenue 522.4 574.0 591.5 +13.2% **Total** 37.5 45.5 56.0 +18.4 +49.1% **Operating Profit** 7.2% 7.9% **OP** Ratio 9.5% +2.3pts Orders 301.1 320.0 332.5 +31.3 +10.4% 313.2 +12.7 Revenue 319.0 326.0 +4.1% **FMS Business** 19.8 21.5 25.0 +5.1 +26.3% **Operating Profit** 6.7% **OP** Ratio 6.3% 7.7% +1.4pts Orders 61.9 141.0 +85.0 +137.4% 147.0 67.4 73.0 73.0 +5.5 +8.3% Revenue **EP Business** 6.8 7.0 7.0 +0.1 +1.9% **Operating Profit** 9.6% **OP** Ratio 10.2% 9.6% -0.6pts Orders 146.6 200.0 220.0 +73.3 +50.0% 140.3 180.0 191.0 +50.6 +36.1% Revenue **PM Business** 11.6 17.5 24.5 +12.8 +110.7% **Operating Profit OP** Ratio 8.3% 9.7% 12.8% +4.5pts Orders 1.4 2.0 1.5 +0.0 +0.9% Others, 1.4 2.0 1.5 +0.0 +0.7% Revenue **Adjustment** -0.5 +0.2 -0.7 -0.5 **Operating Profit OP** Ratio -49.1% -25.0% -33.3% +15.8pts

## 4. FY21 Shareholder Returns

# EBARA

# Forecast of Shareholder Returns

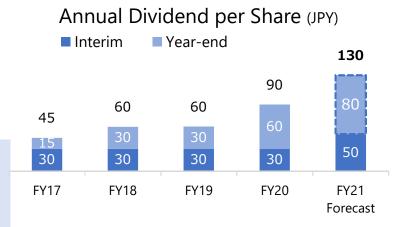
- In accordance with our dividend policy, we have increased the year-end dividend per share from 50 JPY to 80 JPY, and raised the annual dividend forecast from 100 JPY to 130 JPY.
- Repurchased 7.5 billion yen of own shares as of the end of July (progress: 37.7%), 1,410,000 shares (progress: 27.1%)

### **Forecast of Annual Dividend per Share**

Dividend per share	Initial forecast	Latest forecast
Interim	50 JPY	50 JPY
Year-end	50 JPY	80 JPY
Annual	100 JPY	<b>130</b> JPY

#### **Dividend Policy**

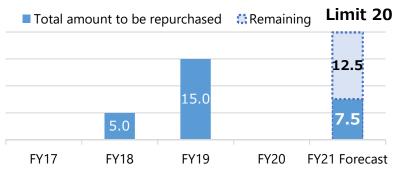
- Targeting a consolidated dividend payout ratio of 35% or more, dividends are linked to the performance of the fiscal year
   Ensure a cancelidated dividend on anyity ratio (DOE) of more than
- Ensure a consolidated dividend on equity ratio (DOE) of more than 2.0%



#### **Status of Share Repurchase**

	Repurchase limit Announced on May 14, 2021	Progress As of July 31, 2021
Total amount to be repurchased	20 billion yen	<b>7.5</b> billion yen (progress: <b>37.7</b> %)
Total number of shares to be repurchased	5,200,000 shares	<b>1,410,000</b> shares (progress: <b>27.1</b> %)
Repurchase period	From May 17, 2021 to December 23, 2021	From May 17, 2021 to July 31, 2021

## Status of Share Repurchase (billion yen)



• Purchase will end when reaches the upper limit of either 20 billion yen or 5.2 million shares.

• All shares repurchased as described above are scheduled to be cancelled January 31, 2022.

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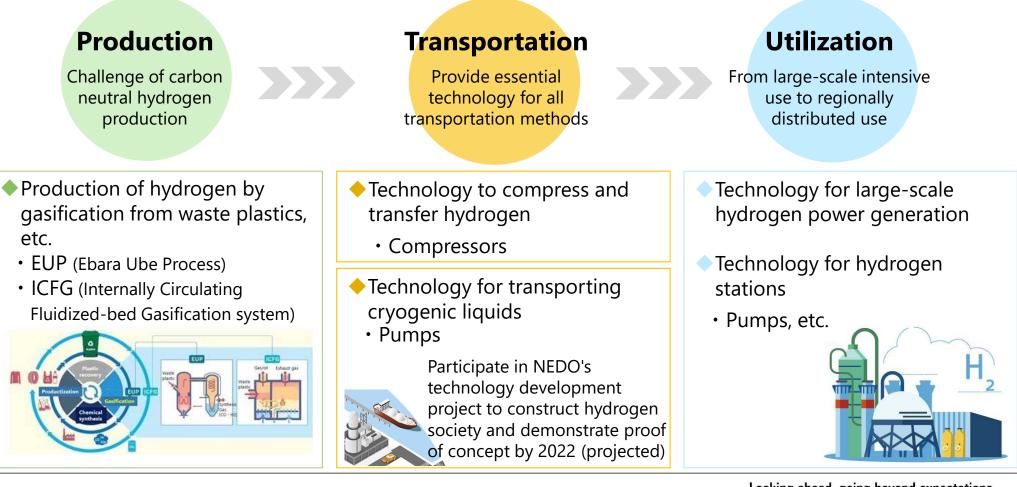


## 5. Topics

# Hydrogen Business Project

- Initiatives in the hydrogen-related field have been launched to contribute to the creation of a sustainable society, which is the materiality of the long-term vision E-Vision 2030
- Strongly promote the hydrogen business project under the corporate project system directly managed by the president

## Our Technologies and Products Have a High Affinity with the Hydrogen Business



Orders



(in billion yen)		FY	20		FY21			
	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q	1-4Q P.Plan*	1-4Q Plan
Announced date(m/d/y)							May/14/21	Aug/13/21
Total	124.1	258.0	366.4	511.2	159.4	344.9	663.0	701.0
FMS Business	79.1	150.8	222.3	301.1	78.9	165.4	320.0	332.5
Pumps	43.6	83.6	123.9	166.0	48.8	96.3	181.0	190.0
ст	23.6	43.0	61.0	87.1	17.5	40.4	90.0	90.0
Chillers	7.2	16.8	25.6	33.1	9.5	22.1	38.0	40.0
Others	4.5	7.3	11.6	14.7	3.0	6.4	11.0	12.5
EP Business	4.5	36.0	47.9	61.9	28.5	61.6	141.0	147.0
PM Business	40.0	70.3	95.0	146.6	51.3	116.8	200.0	220.0
Components	16.2	31.6	45.6	63.2	20.3	44.5	70.0	83.0
CMP Systems	21.9	35.9	45.0	77.9	28.0	68.0	124.0	130.0
Others	1.8	2.8	4.3	5.4	3.0	4.2	6.0	7.0
Others	0.4	0.7	1.1	1.4	0.5	0.9	2.0	1.5

## Revenue



FY21 FY20 (in billion yen) 1Q 1-2Q 1-3Q 1-4Q 1Q 1-2Q 1-4Q P.Plan\* 1-4Q Plan Announced date(m/d/y) May/14/21 Aug/13/21 245.4 369.0 522.4 135.2 123.4 274.1 574.0 **Total** 591.5 313.2 162.8 326.0 **FMS Business** 79.0 149.3 220.7 81.9 319.0 81.9 120.0 46.5 168.1 52.4 96.2 178.0 183.0 **Pumps** 21.3 66.3 95.8 91.0 СТ 44.0 16.6 40.5 91.0 16.7 8.6 Chillers 7.4 24.7 35.5 19.0 37.0 39.0 6.5 3.6 9.6 13.7 13.0 13.0 **Others** 4.1 7.1 17.2 28.7 31.3 73.0 73.0 **EP Business** 43.9 67.4 19.4 **PM Business** 26.6 66.6 103.2 140.3 33.4 79.0 180.0 191.0 18.4 13.7 28.4 43.0 60.0 37.5 67.0 80.0 **Components** 11.4 56.0 74.0 105.0 35.3 13.8 38.8 107.0 **CMP Systems Others** 1.4 2.9 4.1 6.3 1.1 2.6 8.0 4.0 0.4 0.7 1.1 **Others** 1.4 0.4 0.8 2.0 1.5

# **Operating Profit**

(in billion yen)	FY20				FY21				
Announced date(m/d/y)	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q	1-4Q P.Plan* May/14/21	1-4Q Plan Aug/13/21	
Total	6.0	12.7	22.0	37.5	12.2	24.8	45.5	56.0	
FMS Business	4.6	7.8	11.2	19.8	7.9	13.4	21.5	25.0	
Pumps	4.6	5.9	6.4	9.2	7.6	10.0	12.5	14.0	
СТ	-0.7	1.0	3.1	7.7	-0.6	1.7	6.2	8.0	
Chillers	0.5	1.1	1.2	1.9	0.3	0.8	2.2	2.2	
Others	0.2	-0.2	0.5	0.9	0.7	0.7	0.6	0.8	
EP Business	2.4	2.1	3.8	6.8	2.6	2.8	7.0	7.0	
PM Business	-0.2	3.4	7.6	11.6	2.0	8.9	17.5	24.5	
Others, Adjustment	-0.7	-0.7	-0.8	-0.7	-0.3	-0.2	-0.5	-0.5	



# Backlog of Orders

(in billion yen)		FY20 FY21					/21	
Announced date(m/d/y)	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q	1-4Q P.Plan* May/14/21	1-4Q Plan Aug/13/21
Total	481.7	493.0	477.4	467.5	498.4	546.1	556.5	577.0
FMS Business	209.3	209.8	209.1	194.2	196.6	203.2	195.2	200.7
Pumps	89.9	94.3	96.7	90.9	89.1	94.3	93.9	97.9
ст	94.7	90.8	85.6	81.0	85.0	83.4	80.0	80.0
Chillers	15.3	15.7	16.6	13.0	14.2	16.8	14.0	14.0
Others	9.2	8.9	10.1	9.2	8.1	8.5	7.2	8.7
EP Business	218.8	239.0	236.1	226.7	236.2	257.4	294.7	300.7
PM Business	53.6	44.0	32.0	46.5	65.4	85.3	66.5	75.5
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0



# Revenue by Region

		FY	FY	FY21		
(in billion yen)	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q
FMS Business	79.0	149.3	220.7	313.2	81.9	162.8
Japan	41.9	68.2	93.2	130.6	41.6	67.1
Asia (excl. Japan)	16.2	39.2	65.5	96.1	23.1	49.5
North America	9.0	13.5	23.3	29.1	5.4	14.0
Europe	5.0	14.5	19.5	29.3	5.3	14.6
Middle East	4.4	8.9	11.8	16.8	3.3	9.7
Others	2.4	4.7	7.2	11.1	3.0	7.8
EP Business	17.2	28.7	43.9	67.4	19.4	31.3
Japan	17.0	27.3	41.6	63.6	19.1	30.4
Asia (excl. Japan)	0.2	1.3	2.3	3.7	0.2	0.9
PM Business	26.6	66.6	103.2	140.3	33.4	79.0
Japan	7.2	16.1	28.7	40.1	9.1	23.6
Asia (excl. Japan)	14.0	40.4	59.0	78.8	18.4	43.1
North America	3.6	6.9	9.9	12.7	4.0	8.1
Europe	1.2	2.4	4.6	7.3	1.3	3.5
Others	0.4	0.6	0.8	1.1	0.3	0.5

"Revenue by Region" indicates revenue on the basis of the geographical location where the goods are sold.





# **Balance Sheets**

(in billion yen)	FY20 2Q a	FY20 4Q b	FY21 2Q c	Change c-a	Change c-b
Total Assets	652.6	644.7	697.2	+44.6	+52.5
Current Assets	452.9	440.0	476.9	+23.9	+36.8
Cash and cash equivalents	167.8	120.5	152.7	-15.1	+32.2
Trade receivables	162.2	200.0	181.5	+19.3	-18.5
Inventories	105.6	101.6	120.6	+15.0	+18.9
<b>Other Current Assets</b>	17.1	17.7	21.9	+4.7	+4.1
Non-current Assets	199.6	204.7	220.3	+20.6	+15.6
Total Liabilities	373.5	347.8	386.8	+13.3	+38.9
Trade payables	119.6	129.7	135.0	+15.3	+5.2
Interest-bearing Debt	132.9	98.3	113.2	-19.6	+14.9
Other Liabilities	120.9	119.8	138.5	+17.6	+18.7
Total Equity	279.0	296.8	310.4	+31.3	+13.5
Shareholders' Equity	272.7	289.5	302.2	+29.5	+12.7
Other Equity	6.3	7.3	8.1	+1.7	+0.8
Equity Ratio	41.8%	44.9%	43.3%	+1.5pts	-1.6pts
Debt-to-Equity Ratio	0.49	0.34	0.38	-0.11	+0.04

# Cash Flows



(in billion yen)		1-2Q		1-4Q				
Announced date(m/d/y)	FY20 a	FY21 b	Change b-a	FY20 c	FY21 P.Plan* Feb/12/21	FY21 Plan Aug/13/21 d	Change d-c	
CF from operating activities	61.0	62.8	+1.8	68.8	31.0	45.0	-23.8	
CF from investing activities	-12.8	-29.0	-16.1	-29.2	-43.0	-43.0	-13.7	
FCF	48.1	33.8	-14.3	39.6	-12.0	2.0	-37.6	
CF from financing activities	24.8	-3.9	-28.8	-14.3	-5.0	-29.0	-14.6	





(in billion yen)	1-2Q			1-4Q				
Announced date(m/d/y)	FY20	FY21	Change	FY20	FY21 P.Plan* Feb/12/21	FY21 Plan Aug/13/21	Change	
	а	b	b-a	С		d	d-c	
CAPEX	18.4	10.8	-7.5	35.0	26.0	27.0	-8.0	
FMS Business	6.1	4.8	-1.3	14.6	11.0	12.0	-2.6	
EP Business	0.4	0.2	-0.1	1.0	1.0	1.0	-0.0	
PM Business	10.9	3.0	-7.9	16.9	7.0	7.0	-9.9	
Others, Adjustment	0.8	2.6	+1.8	2.4	7.0	7.0	+4.5	
D&A	9.9	10.1	+0.2	19.8	18.0	21.0	+1.1	
FMS Business	5.1	5.2	+0.0	10.3	8.0	9.5	-0.8	
EP Business	0.4	0.3	-0.0	0.8	0.5	0.5	-0.3	
PM Business	2.8	3.1	+0.3	5.7	7.5	7.5	+1.7	
Others, Adjustment	1.4	1.3	-0.1	2.8	2.0	3.5	+0.6	
R&D	5.3	6.2	+0.9	12.5	14.0	14.0	+1.4	
FMS Business	2.3	2.9	+0.5	5.7	6.0	6.0	+0.2	
EP Business	0.3	0.3	+0.0	0.6	1.0	1.0	+0.3	
PM Business	2.6	3.0	+0.3	6.0	7.0	7.0	+0.9	





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