



Results Presentation for Nine Months Ended September 30, 2019

EBARA (6361)

November 13, 2019

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

✓ As a [Reference], we disclose 12 months results (non-audited) of the fiscal year ended December 31, 2017 (from January 1, 2017 to December 31, 2017) to compare with the results for the fiscal year ended December 31, 2018 (from January 1, 2018 to December 31, 2018).

✓ "Net Sales by Region" shown in this document indicates sales on the basis of the geographical location where the goods are sold

Abbreviations

FY: fiscal year (FY19: fiscal year ending December 31, 2019) / 1Q: 1Q figures / 1-2Q, 1-3Q, 1-4Q: cumulative total from 1Q to each quarter

1. Summary of Results

Companywide



FY19 1-3Q Results

(in billion yen)	FY18 1-3Q Results	FY19 1-3Q Results	Change
Orders	443.1	379.8	- 63.3
Net Sales	368.0	366.4	- 1.5
Operating Income	20.4	20.2	- 0.1
OI Ratio	5.6%	5.5%	- 0.1pts
Ordinary Income	19.9	20.0	+ 0.0
Net Income Attributable to Owners of Parent	11.2	11.8	+ 0.6

Exchange Rate

USD1=JPY111.4

USD1=JPY107.6

Overview

Markets

- ✓ **Oil and gas (O&G)**
In the downstream sector, capex continues to maintain a certain level
- ✓ **Semiconductor**
Though memory manufacturers' capital investment remains stagnant, some customers start to expand capital investment.
- ✓ Concerns about US-China trade dispute and geopolitical risks remain

Results

- ✓ **FMS:** Sales and profit increased
- ✓ **EP:** Sales and profit increased
- ✓ **PM:** Sales and profit decreased

1. Summary of Results

Segment



(in billion yen)		FY18 1-3Q Results	FY19 1-3Q Results	Change
Total	Orders	443.1	379.8	- 63.3
	Net Sales	368.0	366.4	- 1.5
	Operating Income	20.4	20.2	- 0.1
	OI Ratio	5.6%	5.5%	- 0.1pts
FMS Business	Orders	244.2	237.2	- 6.9
	Net Sales	225.0	228.0	+ 3.0
	Operating Income	3.3	8.3	+ 4.9
	OI Ratio	1.5%	3.7%	+ 2.2pts
EP Business	Orders	93.3	52.1	- 41.1
	Net Sales	43.5	48.4	+ 4.9
	Operating Income	3.4	5.5	+ 2.0
	OI Ratio	7.9%	11.4%	+ 3.5pts
PM Business	Orders	104.3	89.2	- 15.0
	Net Sales	98.1	88.7	- 9.4
	Operating Income	13.4	6.2	- 7.1
	OI Ratio	13.7%	7.1%	- 6.6pts
Others, Adjustment	Orders	1.2	1.1	- 0.1
	Net Sales	1.2	1.1	- 0.1
	Operating Income	0.2	0.1	- 0.0
	OI Ratio	17.3%	10.4%	- 6.9pts

1. Summary of Results

Net Sales by Region

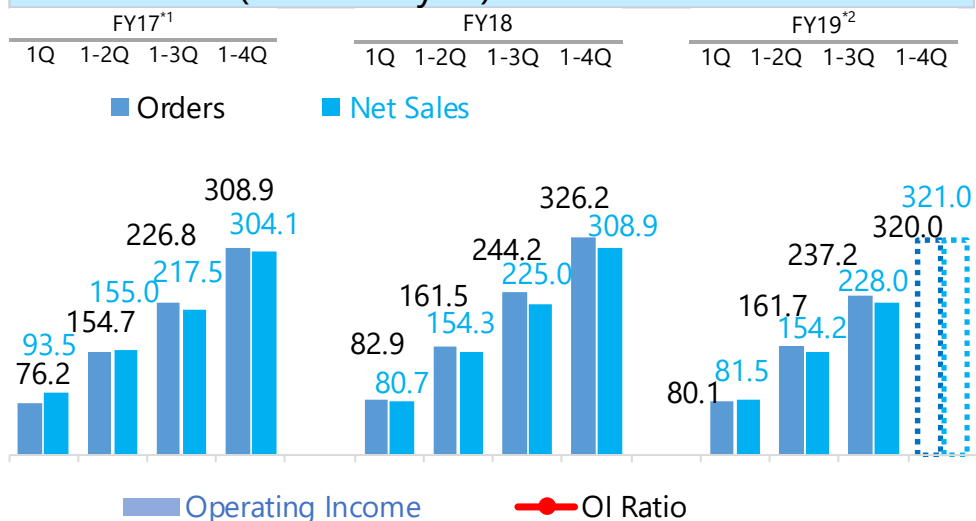
(in billion yen)	FY18 1-3Q		FY19 1-3Q		Change
	Results	Composition of Net Sales	Results	Composition of Net Sales	
Total	368.0	100.0%	366.4	100.0%	- 1.5
In domestic market (Japan)	164.8	44.8%	170.9	46.7%	+ 6.1
In overseas market	203.1	55.2%	195.4	53.3%	- 7.7
China	54.3	14.8%	54.3	14.8%	+ 0.0
Asia(excl. China)	67.9	18.5%	55.7	15.2%	- 12.2
North America	34.3	9.3%	40.8	11.2%	+ 6.5
Europe	23.1	6.3%	19.2	5.3%	- 3.8
Middle East	12.6	3.4%	16.3	4.5%	+ 3.6
Others	10.7	2.9%	8.8	2.3%	- 1.8

- ✓ FMS business is strong in North America. In Japan, FMS and EP business are steady.
- ✓ In Asia excluding China, PM business is sluggish because of the low capex level in the semiconductor industry

2. Results by Segment

FMS Business

Results (in billion yen)



Highlights

Pumps

- ✓ Orders and operating income increased due to a strong performance of custom pumps for O&G in China (+)
- ✓ Profit increased due to operational efficiency improvement in domestic standard pumps business (+)

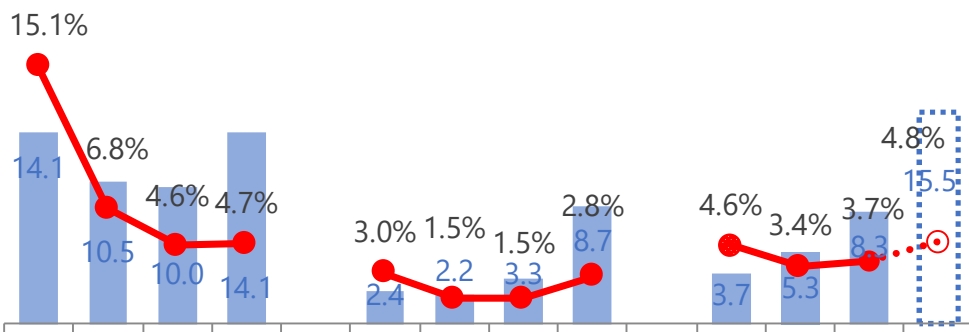
Compressors and turbines (CT)

- ✓ Orders decreased due to postponement of new projects
- ✓ A rise in service & support (S&S) sales increased profit (+)

Chillers

- ✓ Profit increased due to new product sales growth (+)

Breakdown of Changes in Operating Income (in billion yen)



*1 [Reference] *2 1-4Q figures are forecasts

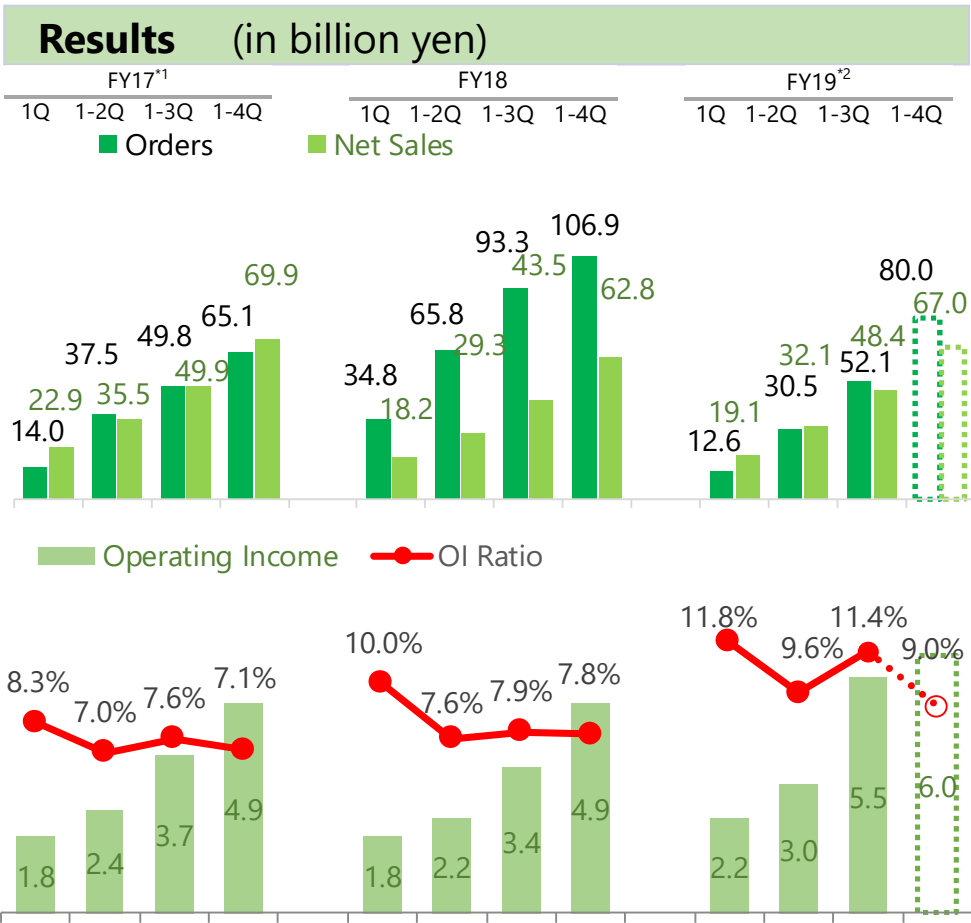
FY19 1-3Q S&S Sales Ratio

	FY18				FY19		
	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q	1-3Q
FMS	34.5%	33.6%	33.1%	34.7%	36.0%	36.2%	34.4%
PUMP	31.2%	27.1%	24.5%	23.7%	29.4%	25.1%	23.3%
CT	39.7%	45.3%	50.2%	55.6%	54.8%	62.6%	56.8%

2. Results by Segment



EP Business



Highlights

Orders

- ✓ Got targeted project orders (FY18 results were strong due to several large orders)
- ✓ We are a preferred bidder for two DBO projects

Sales, Operating income

- ✓ Profit increased owing to operation and maintenance (O&M) sales growth (+)

Breakdown of Changes in Operating Income (in billion yen)



FY19 1-3Q Major Orders

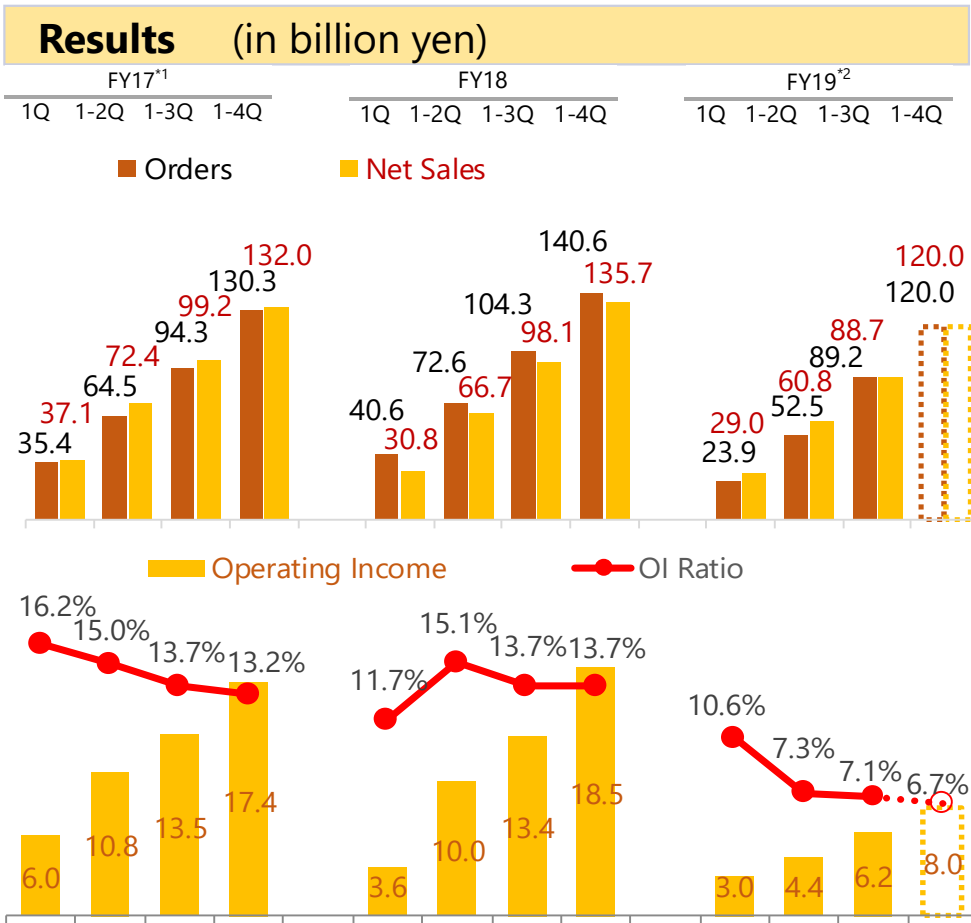
FY18 1-3Q	FY19 1-3Q
<ul style="list-style-type: none"> • Biomass power plant EPC^{*3} project (PJ) : 1 • Waste treatment plant DBO^{*4} PJ : 1 • Long-term O&M contract : 3 • Lifespan extending renovation PJ : 4 	<ul style="list-style-type: none"> • Waste treatment plant EPC PJ : 1 • Biomass power plant EPC PJ : 1 • Waste treatment plant DBO PJ : 1 (1 in 3Q) • Waste treatment plant lifespan extending renovation PJ : 2 (1 in 3Q)

*3 Engineering, procurement, and construction *4 Design, build, and operate

2. Results by Segment



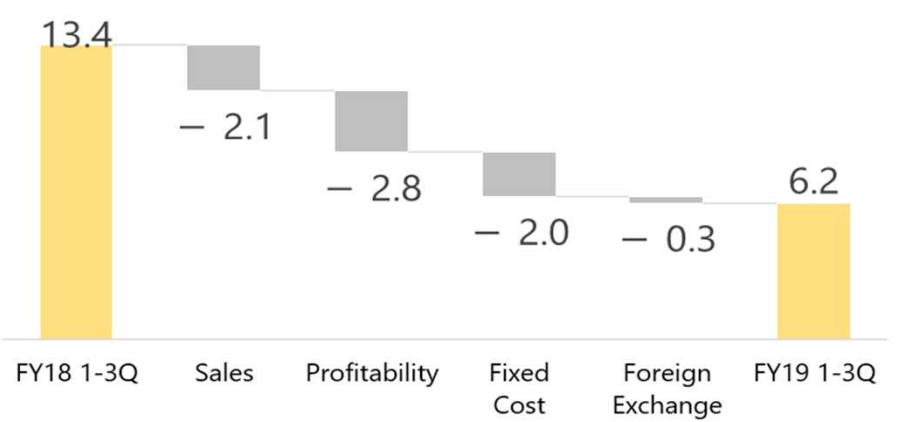
PM Business



Highlights

- Orders**
 - ✓ Capex level remains low in the semiconductor industry mainly for memory
 - ✓ Entering 3Q, demand for CMP is recovering among some customers
- Sales**
 - ✓ Decreased in both CMP and components business
- Operating income**
 - ✓ Declined in the CMP business due to project mix (-)
 - ✓ Development-related projects increased (-)
 - ✓ Personnel costs increased (-)

Breakdown of Changes in Operating Income (in billion yen)



FY19 1-3Q Net Sales by Region

(in billion yen)	Japan	Asia (excl.Japan)	North America	Europe	Middle East	Others	Total
Sales	23.8	44.0	13.5	5.0	2.1	0.0	88.7
Change ³ (vs FY18 1-3Q)	→	↘	↗	→	→	↘	↘

*3. ↗ is +5% or more, ↘ is -5% or less changes, → is less than ± 5% changes

3. Forecast

Companywide



(in billion yen)	FY18 1-4Q	FY19 1-4Q		Change	
	Results	Plan			
	a	b	c	c-a	c-b
Announced date(m/d/y)		Aug/9/19	Nov/13/19		
Orders	575.5	512.0	522.0	-53.5	+10.0
Net Sales	509.1	500.0	510.0	+0.8	+10.0
Operating Income	32.4	28.0	29.5	-2.9	+1.5
OI Ratio	6.4%	5.6%	5.8%	- 0.6pts	+ 0.2pts
Ordinary Income	31.2	27.0	28.5	-2.7	+1.5
Net Income Attributable to Owners of Parent	18.2	16.0	17.0	-1.2	+1.0
ROIC	4.9%	4.5%	4.8%	- 0.1pts	+ 0.3pts
ROE	6.6%	5.8%	6.1%	- 0.5pts	+ 0.3pts

3. Forecast Segment



(in billion yen)		FY18 1-4Q	FY19 1-4Q		Change	
		Results	Plan		c-a	c-b
Announced date(m/d/y)	a	b	c			
			Aug/9/19	Nov/13/19		
Total	Orders	575.5	512.0	522.0	- 53.5	+ 10.0
	Net Sales	509.1	500.0	510.0	+ 0.8	+ 10.0
	Operating Income	32.4	28.0	29.5	- 2.9	+ 1.5
	OI Ratio	6.4%	5.6%	5.8%	- 0.6pts	+ 0.2pts
FMS Business	Orders	326.2	320.0	320.0	- 6.2	-
	Net Sales	308.9	321.0	321.0	+ 12.0	-
	Operating Income	8.7	15.5	15.5	+ 6.7	-
	OI Ratio	2.8%	4.8%	4.8%	+ 2.0pts	-
EP Business	Orders	106.9	80.0	80.0	- 26.9	-
	Net Sales	62.8	67.0	67.0	+ 4.1	-
	Operating Income	4.9	5.5	6.0	+ 1.0	+ 0.5
	OI Ratio	7.8%	8.2%	9.0%	+ 1.2pts	+ 0.8pts
PM Business	Orders	140.6	110.0	120.0	- 20.6	+ 10.0
	Net Sales	135.7	110.0	120.0	- 15.7	+ 10.0
	Operating Income	18.5	7.0	8.0	- 10.5	+ 1.0
	OI Ratio	13.7%	6.4%	6.7%	- 7.0pts	+ 0.3pts
Others, Adjustment	Orders	1.6	2.0	2.0	+ 0.3	-
	Net Sales	1.6	2.0	2.0	+ 0.3	-
	Operating Income	0.2	0.0	0.0	- 0.2	-
	OI Ratio	15.8%	0.0%	0.0%	- 15.8pts	-

4. Appendix : Summary by Segment



Orders

(in billion yen)	1-3Q			1-4Q				
	FY18 Results	FY19 Results	Change	FY18 Results	FY19 Plan		Change	
	a	b	b-a	c	d	e	e-c	e-d
Announced date(m/d/y)					Aug/9/19	Nov/13/19		
Total	443.1	379.8	- 63.3	575.5	512.0	522.0	- 53.5	+ 10.0
FMS Business	244.2	237.2	- 6.9	326.2	320.0	320.0	- 6.2	-
Pumps	126.1	128.6	+ 2.4	171.0	175.0	175.0	+ 3.9	-
CT	77.7	67.5	- 10.1	102.7	100.0	100.0	- 2.7	-
Chillers	29.3	30.1	+ 0.7	37.5	33.0	33.0	- 4.5	-
Others	11.0	10.9	- 0.1	14.9	12.0	12.0	- 2.9	-
EP Business	93.3	52.1	- 41.1	106.9	80.0	80.0	- 26.9	-
PM Business	104.3	89.2	- 15.0	140.6	110.0	120.0	- 20.6	+ 10.0
Components	45.8	39.4	- 6.4	62.8	50.0	55.0	- 7.8	+ 5.0
CMP Systems	54.3	45.5	- 8.7	72.0	55.0	60.0	- 12.0	+ 5.0
Others	4.1	4.2	+ 0.0	5.7	5.0	5.0	- 0.7	-
Others	1.2	1.1	- 0.1	1.6	2.0	2.0	+ 0.3	-

4. Appendix : Summary by Segment



Net Sales

(in billion yen)	1-3Q			1-4Q				
	FY18 Results	FY19 Results	Change	FY18 Results	FY19 Plan		Change	
	a	b	b-a	c	d	e	e-c	e-d
Announced date(m/d/y)					Aug/9/19	Nov/13/19		
Total	368.0	366.4	- 1.5	509.1	500.0	510.0	+ 0.8	+ 10.0
FMS Business	225.0	228.0	+ 3.0	308.9	321.0	321.0	+ 12.0	-
Pumps	128.5	126.7	- 1.8	172.0	176.0	176.0	+ 3.9	-
CT	62.8	64.0	+ 1.1	87.6	100.0	100.0	+ 12.3	-
Chillers	24.0	26.6	+ 2.6	35.8	33.0	33.0	- 2.8	-
Others	9.5	10.6	+ 1.0	13.4	12.0	12.0	- 1.4	-
EP Business	43.5	48.4	+ 4.9	62.8	67.0	67.0	+ 4.1	-
PM Business	98.1	88.7	- 9.4	135.7	110.0	120.0	- 15.7	+ 10.0
Components	44.7	43.3	- 1.3	59.3	50.0	55.0	- 4.3	+ 5.0
CMP Systems	48.6	39.9	- 8.6	69.8	55.0	60.0	- 9.8	+ 5.0
Others	4.7	5.3	+ 0.6	6.5	5.0	5.0	- 1.5	-
Others	1.2	1.1	- 0.1	1.6	2.0	2.0	+ 0.3	-

4. Appendix : Summary by Segment



Operating Income

(in billion yen)	1-3Q			1-4Q				
	FY18 Results	FY19 Results	Change	FY18 Results	FY19 Plan		Change	
	a	b	b-a	c	d	e	e-c	e-d
Announced date(m/d/y)					Aug/9/19	Nov/13/19		
Total	20.4	20.2	- 0.1	32.4	28.0	29.5	- 2.9	+ 1.5
FMS Business	3.3	8.3	+ 4.9	8.7	15.5	15.5	+ 6.7	-
Pumps	5.4	7.3	+ 1.9	5.9	10.0	10.0	+ 4.0	-
CT	- 2.8	0.9	+ 3.7	1.9	3.0	3.0	+ 1.0	-
Chillers	- 0.0	0.8	+ 0.8	0.4	2.0	2.0	+ 1.5	-
Others	0.7	- 0.8	- 1.5	0.4	0.5	0.5	+ 0.0	-
EP Business	3.4	5.5	+ 2.0	4.9	5.5	6.0	+ 1.0	+ 0.5
PM Business	13.4	6.2	- 7.1	18.5	7.0	8.0	- 10.5	+ 1.0
Others, Adjustment	0.2	0.1	- 0.0	0.2	-	-	- 0.2	-

4. Appendix : Summary by Segment



Backlog of Orders

(in billion yen)	3Q			4Q		
	FY18 Results	FY19 Results	Change	FY18 Results	FY19 Plan	Change
	a	b	b-a	c	d	d-c
Announced date(m/d/y)					Nov/13/19	
Total	469.8	468.3	- 1.4	459.0	471.0	+ 12.0
FMS Business	212.8	215.2	+ 2.4	209.3	208.3	- 1.0
Pumps	99.0	97.6	- 1.4	100.1	99.1	- 1.0
CT	85.1	89.3	+ 4.1	84.3	84.3	-
Chillers	20.4	19.6	- 0.8	16.7	16.7	-
Others	8.1	8.6	+ 0.5	8.1	8.1	-
EP Business	219.9	217.6	- 2.3	214.3	227.3	+ 13.0
PM Business	37.0	35.4	- 1.5	35.3	35.3	-
Others	0.0	0.0	- 0.0	0.0	0.0	-

4. Appendix : Summary by Segment



Net Sales by Region

(in billion yen)	FY19 1-3Q Results				
	FMS Business	EP Business	PM Business	Others	Total
Total	228.0	48.4	88.7	1.1	366.4
Japan	100.4	46.4	23.8	0.1	170.9
Asia (excl. Japan)	63.3	2.0	44.0	0.6	110.1
North America	27.0	-	13.5	0.2	40.8
Europe	14.1	-	5.0	0.0	19.2
Middle East	14.1	-	2.1	0.0	16.3
Others	8.8	-	0.0	0.0	8.8

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