

**Results Presentation for the Third
Quarter ended December 31, 2015**

EBARA (6361)

February 9, 2016



1. Summary of Results

Summary of Results through the 3rd Quarter

(1/2)

(Nine months ended December 31, 2015)

(unit : ¥bn)

	3rd Quarter ended December 31, 2014 (Results)	3rd Quarter ended December 31, 2015 (Results)	Change
Orders	363.5	346.4	-17.0
Net Sales	308.8	324.7	+15.8
Operating Income	9.6	15.5	+5.8
Ordinary Income	10.8	13.9	+3.0
Net Income attributable to owners of parent *	5.0	7.3	+2.2

* "Net Income" as for 3Q ended December 31, 2014

Exchange Rate
(Average)

1USD = 115.1 JPY

1USD = 120.2 JPY

1. Summary of Results

Segmental Summary of Results through the 3rd Quarter

(2/2)

(Nine months ended December 31, 2015)

(unit : ¥bn)

	Orders			Net Sales			Operating Income		
	3Q ended Dec. 31, 2014	3Q ended Dec. 31, 2015	Change	3Q ended Dec. 31, 2014	3Q ended Dec. 31, 2015	Change	3Q ended Dec. 31, 2014	3Q ended Dec. 31, 2015	Change
FMS Business	240.9	226.1	-14.8	218.9	214.3	-4.5	2.7	2.9	+0.1
EE Business	69.2	40.4	-28.7	40.3	44.7	+4.3	3.0	3.4	+0.3
PM Business	52.0	78.6	+26.5	48.3	64.3	+15.9	3.2	8.7	+5.5
Others, Adjustment	1.2	1.2	-0.0	1.2	1.2	-0.0	0.5	0.4	-0.1
Total	363.5	346.4	-17.0	308.8	324.7	+15.8	9.6	15.5	+5.8

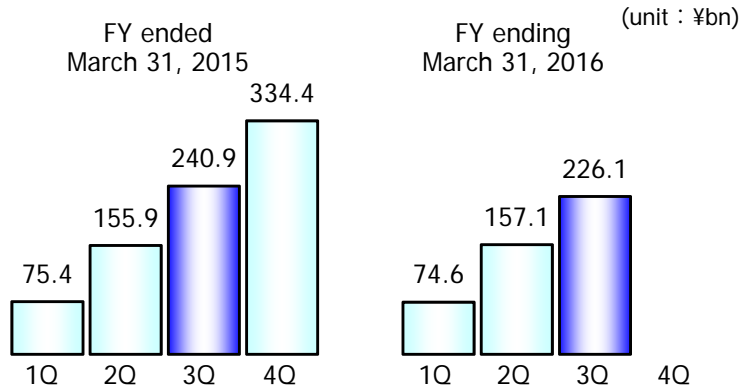
FMS Business ... Fluid Machinery & Systems Business

EE Business ... Environmental Engineering Business

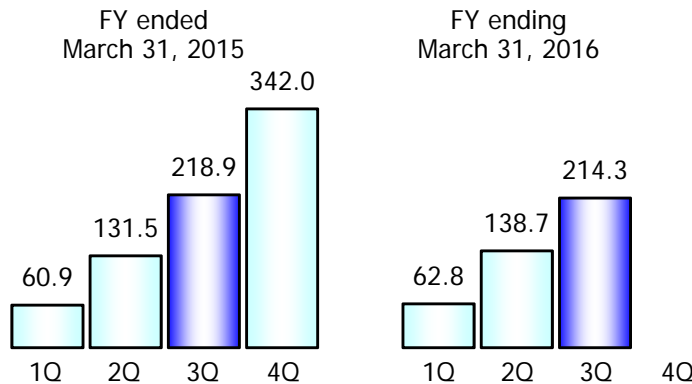
PM Business ... Precision Machinery Business

FMS Business ··· Fluid Machinery & Systems Business

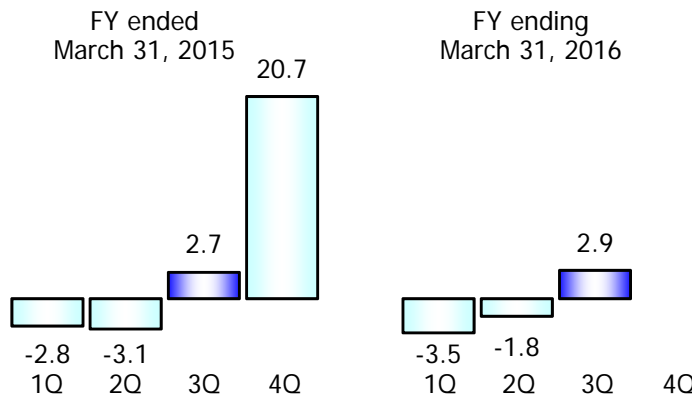
Orders



Sales



Operating Income



【Orders】

- ✓ Customers postponed their decision of the capital investment plan in Compressors & Turbines business.

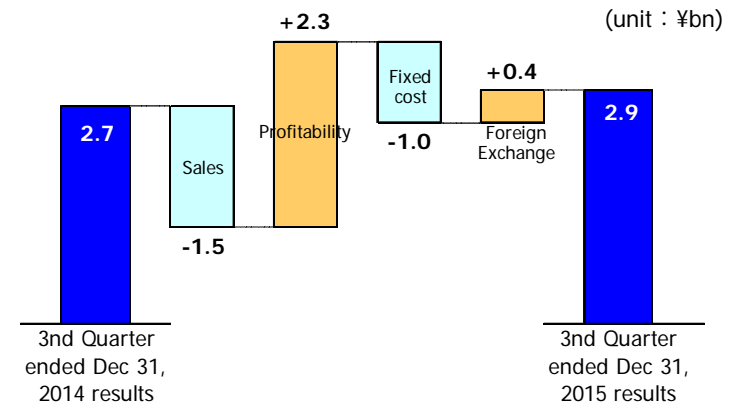
【Sales】

- ✓ Sales decreased in Compressors & Turbines business

【Operating Income】

- ✓ Sales decreased (-)
- ✓ Increased in the sales composition of the Service & Support business. (+)
- ✓ Fixed cost mainly from pumps business increased. (-)
- ✓ Gain by Yen depreciation (+)

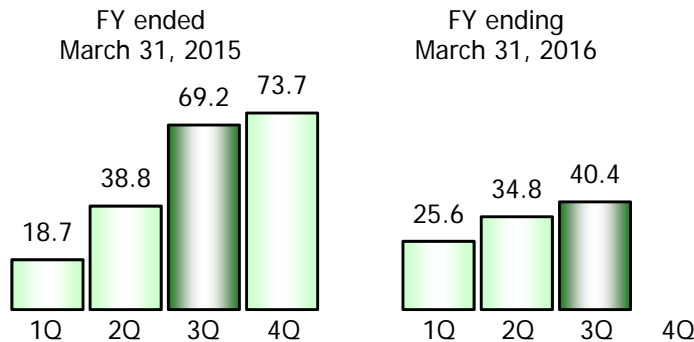
Breakdown of Changes in Operating Income



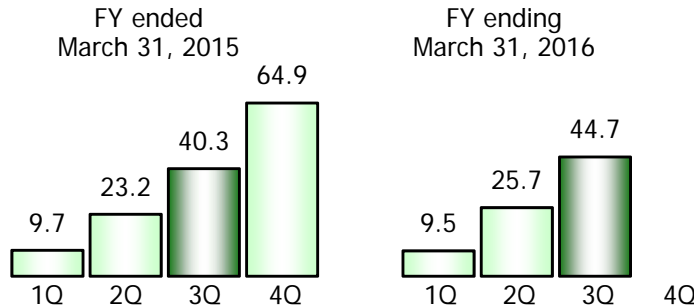
EE Business ... Environmental Engineering Business

(unit : ¥bn)

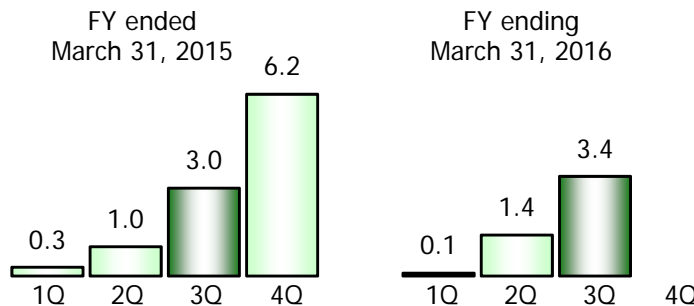
Orders



Sales



Operating Income



【Orders】

- ✓ When orders we got letter of intent of are taken into account, the order volume was almost equal to the prior year level.

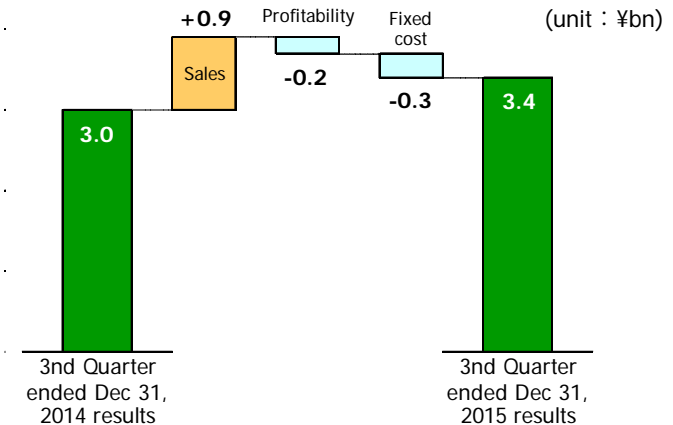
【Sales】

- ✓ Sales increased mainly from EPC business.

【Operating Income】

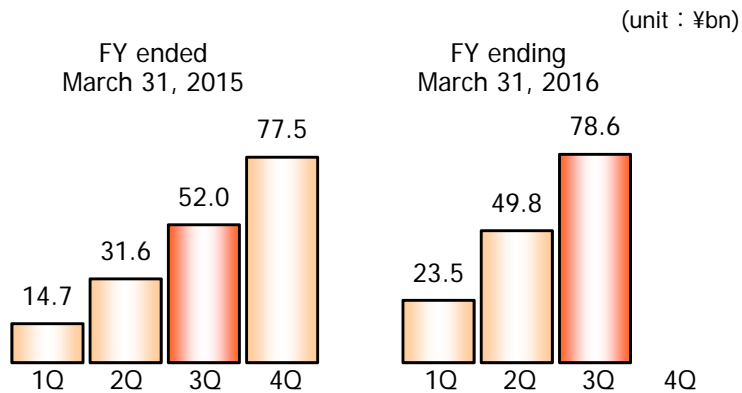
- ✓ Sales increased (+)
- ✓ Personnel costs increased (-)

Breakdown of Changes in Operating Income

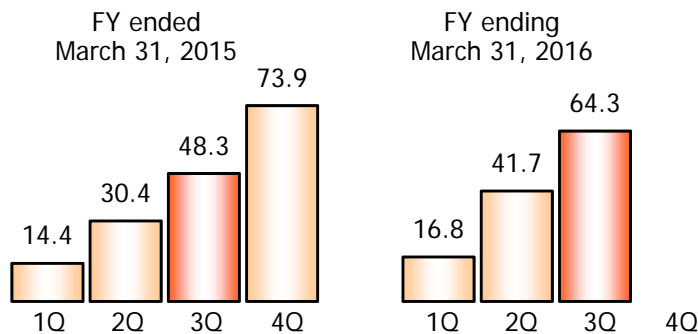


PM Business ··· Precision Machinery Business

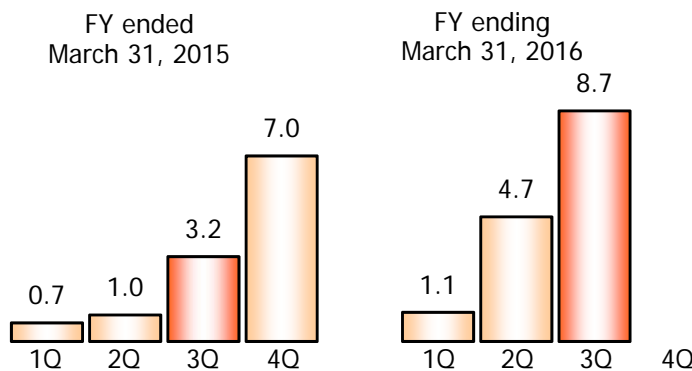
Orders



Sales



Operating Income



【Orders】

- ✓ Orders have changed steadily pulled along by active capital investment especially to CMP.
- ✓ Large-scale order of plating equipment

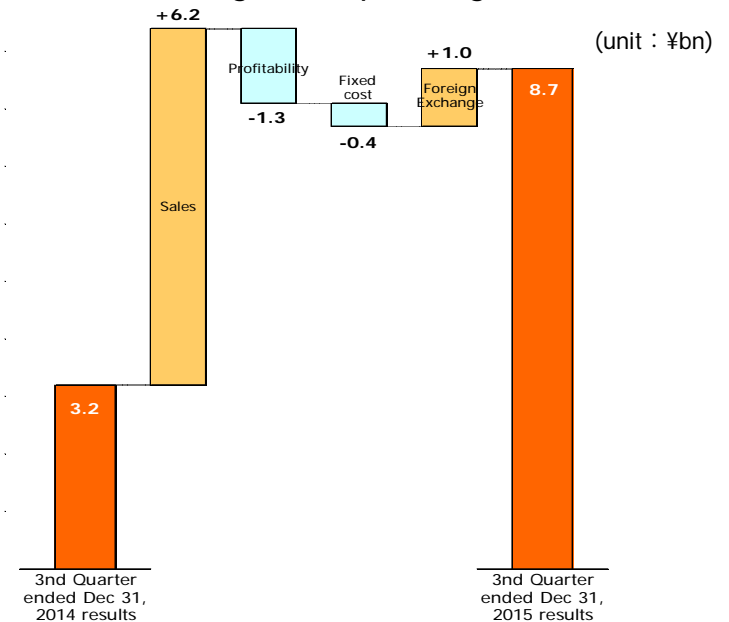
【Sales】

- ✓ Sales increased mainly from CMP business.

【Operating Income】

- ✓ Sales increased (+)
- ✓ Gain by Yen depreciation (+)
- ✓ Personnel costs increased (-)

Breakdown of Changes in Operating Income



2. Projection and Strategy

Summary of Projection for Fiscal Year Ending March 31, 2016 (1/2)

(unit : ¥bn)

	Fiscal Year ended March 31, 2015 (Results) (A)	Fiscal Year ending March 31, 2016 (Plan*) (B)	Fiscal Year ending March 31, 2016 (Forecast) (C)	Change (C-B)	Change (C-A)
Orders	487.5	517.0	502.0	-15.0	+14.4
Net Sales	482.6	507.0	497.0	-10.0	+14.3
Operating Income	34.5	37.0	37.0	—	+2.4
Ordinary Income	36.2	37.0	36.0	-1.0	-0.2
Net Income attributable to owners of parent **	23.5	24.0	24.0	—	+0.4

Exchange Rate

Average
1USD = 117.1JPY

Assumed
1USD = 115JPY

Assumed
1USD = 115JPY

* "Plan" The full-year plan announced in November 2015

** "Net Income" as for fiscal year ended March 31, 2015

2. Projection and Strategy

Summary of Projection for Fiscal Year Ending March 31, 2016 (2/2)

(unit : ¥bn)

		Fiscal Year ended March 31, 2015 (Results) (A)	Fiscal Year ending March 31, 2016 (Plan) (B)	Fiscal Year ending March 31, 2016 (Forecast) (C)	Change (C-B)	Change (C-A)
FMS Business	Orders	334.4	345.0	320.0	-25.0	-14.4
	Net Sales	342.0	355.0	335.0	-20.0	-7.0
	Operating Income	20.7	21.5	19.5	-2.0	-1.2
EE Business	Orders	73.7	80.0	80.0	—	+6.2
	Net Sales	64.9	70.0	70.0	—	+5.0
	Operating Income	6.2	7.0	7.0	—	+0.7
PM Business	Orders	77.5	90.0	100.0	+10.0	+22.4
	Net Sales	73.9	80.0	90.0	+10.0	+16.0
	Operating Income	7.0	8.0	10.0	+2.0	+2.9
Others, Adjustment	Orders	1.7	2.0	2.0	—	+0.2
	Net Sales	1.7	2.0	2.0	—	+0.2
	Operating Income	0.5	0.5	0.5	—	+0.0
Total	Orders	487.5	517.0	502.0	-15.0	+14.4
	Net Sales	482.6	507.0	497.0	-10.0	+14.3
	Operating Income	34.5	37.0	37.0	—	+2.4

2. Projection and Strategy

FMS Projection for Fiscal Year Ending March 31, 2016

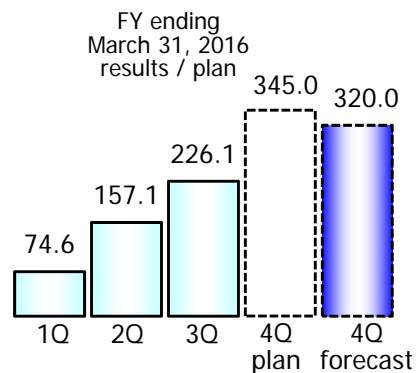
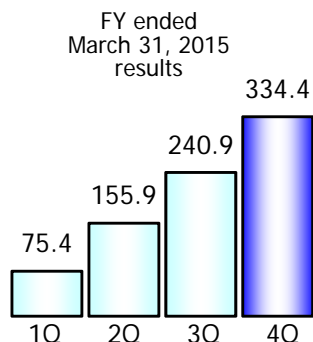
(1/3)

FMS Business

Revised projection : 【Orders】 【Sales】 【Operating Income】

(unit : ¥bn)

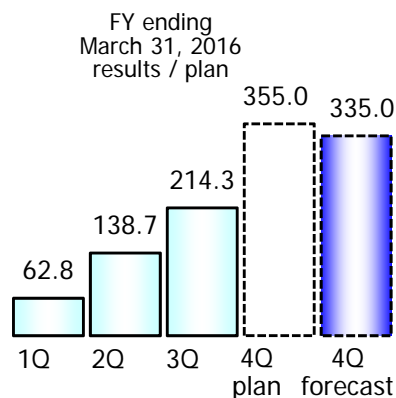
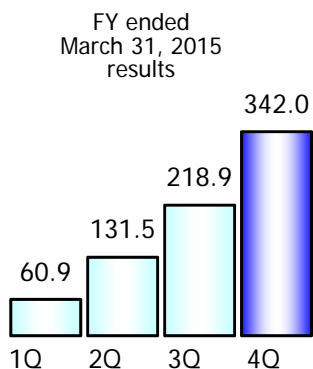
Orders



【Orders】

- ✓ Pumps business was affected by capital investment cutbacks in the oil & gas market as well as compressors & turbines business.

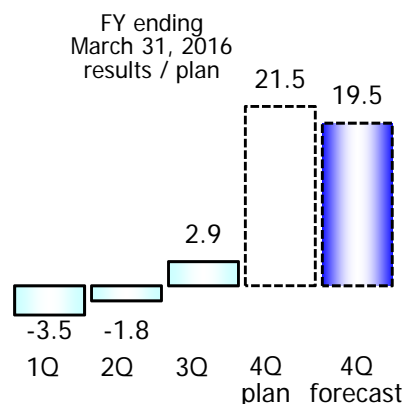
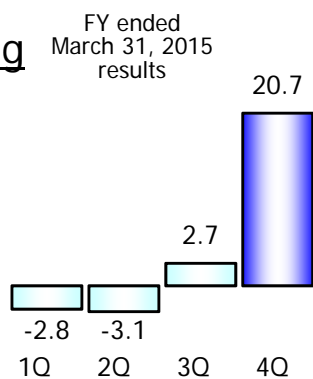
Sales



【Sales】

- ✓ The sales plan was revised downward affected by some projects postponed and by the declines in orders.

Operating Income



【Operating Income】

- ✓ We compensated for the impact of the lower sales by reduction of fixed costs.

2. Projection and Strategy

EE Projection for Fiscal Year Ending March 31, 2016

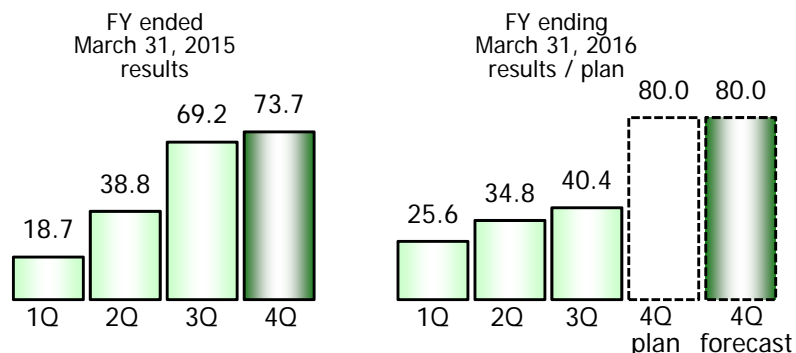
(2/3)

EE Business

Revised projection : (No revision)

(unit : ¥bn)

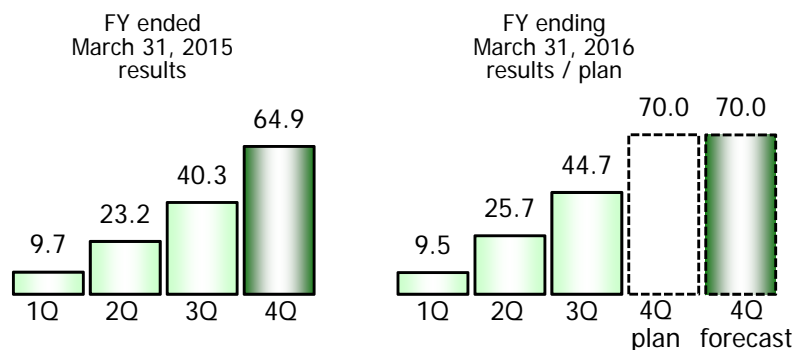
Orders



【Orders, Sales】

- ✓ Although we are able to achieve the initial sales plan, with respect to the initial orders plan, it depends on when we can get orders we already got letter of intent of.

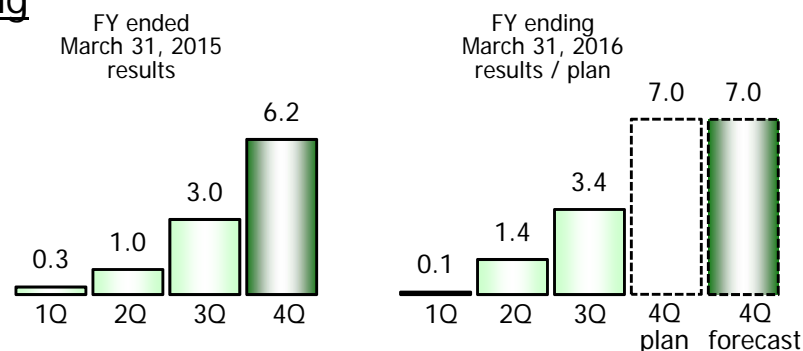
Sales



【Operating Income】

- ✓ O&M business makes stable income.

Operating Income

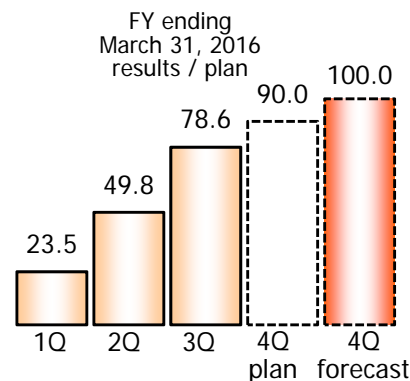
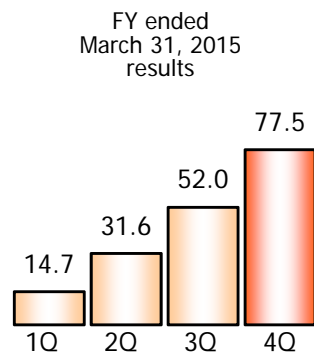


PM Business

Revised projection : 【Orders】 【Sales】 【Operating Income】

(unit : ¥bn)

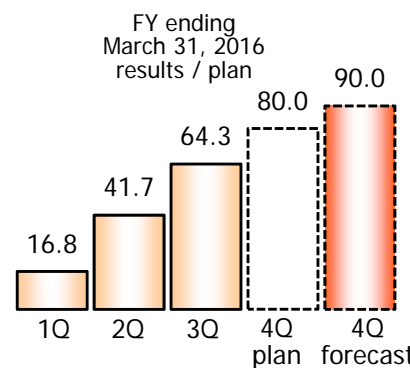
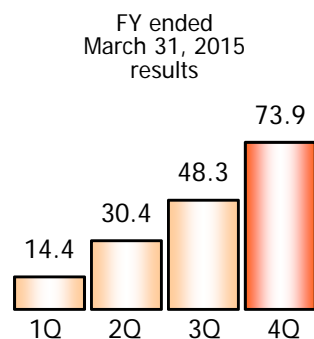
Orders



【Orders • Sales】

✓ With the increase in demand, the full-year plan was raised upward.

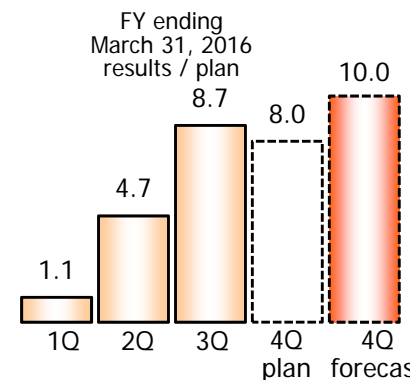
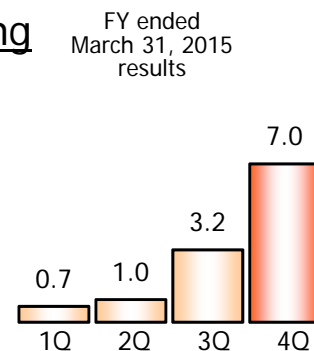
Sales



【Operating Income】

✓ Although there are some less profitable projects, we expect an increase in both sales and income.

Operating Income



Breakdown of Orders and Sales Results by business segment (1/2)

Orders

(unit : ¥bn)

	FY ended	FY ending			Change	3Q ended	3Q ended	Change
	Mar. 31,	Mar. 31,				Dec. 31,	Dec. 31,	
	2015	2016				2014	2015	
	Results	Plan	Forecast	Change	Results	Results	Change	
FMS Business								
Pumps	180.0	190.0	180.0	-10.0	-0.0	126.9	131.7	+4.8
Compressors and Turbines	96.8	100.0	85.0	-15.0	-11.8	72.7	53.8	-18.9
Chillers	36.3	35.0	35.0	-	-1.3	24.8	25.4	+0.5
Others	21.2	20.0	20.0	-	-1.2	16.4	15.0	-1.3
FMS Business Total	334.4	345.0	320.0	-25.0	-14.4	240.9	226.1	-14.8
EE Business								
Environmental Plants	73.7	80.0	80.0	-	+6.2	69.2	40.4	-28.7
EE Business Total	73.7	80.0	80.0	-	+6.2	69.2	40.4	-28.7
PM Business								
Components	36.5	37.0	39.0	+2.0	+2.4	26.2	29.4	+3.2
CMP Systems	33.2	45.0	48.0	+3.0	+14.7	21.1	37.3	+16.1
Others	7.7	8.0	13.0	+5.0	+5.2	4.6	11.8	+7.1
PM Business Total	77.5	90.0	100.0	+10.0	+22.4	52.0	78.6	+26.5
Others	1.7	2.0	2.0	-	+0.2	1.2	1.2	-0.0
Others Total	1.7	2.0	2.0	-	+0.2	1.2	1.2	-0.0
Total	487.5	517.0	502.0	-15.0	+14.4	363.5	346.4	-17.0

Breakdown of Orders and Sales Results by business segment (2/2)

Sales

(unit : ¥bn)

	FY ended	FY ending			Change	3Q ended	3Q ended	Change
	Mar. 31,	Mar. 31,				Dec. 31,	Dec. 31,	
	2015	2016				2014	2015	
	Results	Plan	Forecast	Change	Results	Results	Change	
FMS Business								
Pumps	180.5	190.0	180.0	-10.0	-0.5	108.6	115.0	+6.4
Compressors and Turbines	106.8	110.0	100.0	-10.0	-6.8	74.8	66.4	-8.3
Chillers	34.8	35.0	35.0	-	+0.1	23.3	20.3	-3.0
Others	19.8	20.0	20.0	-	+0.1	12.0	12.5	+0.4
FMS Business Total	342.0	355.0	335.0	-20.0	-7.0	218.9	214.3	-4.5
EE Business								
Environmental Plants	64.9	70.0	70.0	-	+5.0	40.3	44.7	+4.3
EE Business Total	64.9	70.0	70.0	-	+5.0	40.3	44.7	+4.3
PM Business								
Components	37.2	38.0	39.0	+1.0	+1.7	25.3	29.0	+3.6
CMP Systems	30.5	34.0	41.0	+7.0	+10.4	19.6	30.5	+10.8
Others	6.1	8.0	10.0	+2.0	+3.8	3.4	4.8	+1.4
PM Business Total	73.9	80.0	90.0	+10.0	+16.0	48.3	64.3	+15.9
Others	1.7	2.0	2.0	-	+0.2	1.2	1.2	-0.0
Others Total	1.7	2.0	2.0	-	+0.2	1.2	1.2	-0.0
Total	482.6	507.0	497.0	-10.0	+14.3	308.8	324.7	+15.8

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