

# **Results Presentation for Three Months Ended March 31, 2024**

# EBARA (6361)

May 14, 2024

Looking ahead, going beyond expectations *Ahead Beyond* 

EBARA CORPORATION

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Abbreviations: FY (Fiscal year, e.g., FY24: fiscal year ending December 31, 2024)/1Q: first quarter figures/1-2Q, 1-3Q, 1-4Q: cumulative total of each quarter indicated
 Figures in this document are based on IFRS

### **Points of Results**



7

 $\rightarrow$ 

FY24 1Q Results			FY24 Forecast	FY24 Forecast		
		ΥοΥ*			YoY*	
Orders	¥191.6 B.	¥-6.3 B. -3.2%	Orders	¥834.0 B.	¥13.4 B. +1.6%	
Revenue	¥193.8 B.	¥9.7 B. +5.3%	Revenue	¥827.0 B.	¥67.6 B. +8.9%	
Operating Profit	¥19.2 B.	¥4.0 B. +26.4%	Operating Profit	¥87.0 B.	¥0.9 B. +1.1%	
OP Ratio	10.0%	+1.7pts	OP Ratio	10.5%	-0.8pts	

\*  $\nearrow$  +5% change or more  $\rightarrow$  -5% change or more  $\rightarrow$  less than ±5% change

#### **Topics**

Topics	
FY24 1Q Results	<ul> <li>Orders at almost same level as FY23 1Q, which was a record high for 1Q The semiconductor market has bottomed out, although a full recovery may take time, orders for Precision Machinery Segment are recovering. Orders declined in Environmental Solutions and Energy Segments compared with FY23 1Q due to due to the timing of orders for large-scale projects rather than changes in market conditions</li> <li>Revenue, Operating Profit, and OP Ratio reached record highs for 1Q, supported by revenue growth, improved profitability, and the exchange rate</li> </ul>
FY24 Forecast	Results are mostly in line with initial forecasts and proceeding to plan (Slight revision of 1-2Q forecast in light of 1Q results)
Other	A five-for-one split of shares is scheduled for July 1, 2024



# 1. FY24 1Q Summary of Results

2. FY24 1Q Results by Segment

# 3. FY24 Forecast

4. Topics

5. Appendix



(billions of yen)	FY23 1Q	FY24 1Q	Change	Change %
	а	b	b-a	(b-a)/a
Orders	197.9	191.6	-6.3	-3.2%
Revenue	184.0	193.8	+9.7	+5.3%
Operating Profit	15.2	19.2	+4.0	+26.4%
OP Ratio	8.3%	10.0%	+1.7pts	
Profit Attributable to Owners of Parent	8.0	14.6	+6.5	+81.5%
EPS (yen)	87.95	159.20	+71.24	+81.0%
Exchange Rate*				
Vs. USD (JPY)	132.31	148.25	+15.94	
Vs. EUR (JPY)	141.92	160.98	+19.06	
Vs. CNY (JPY)	19.33	20.64	+1.31	

\* Exchange rates are the average rates for each quarter

# Segment



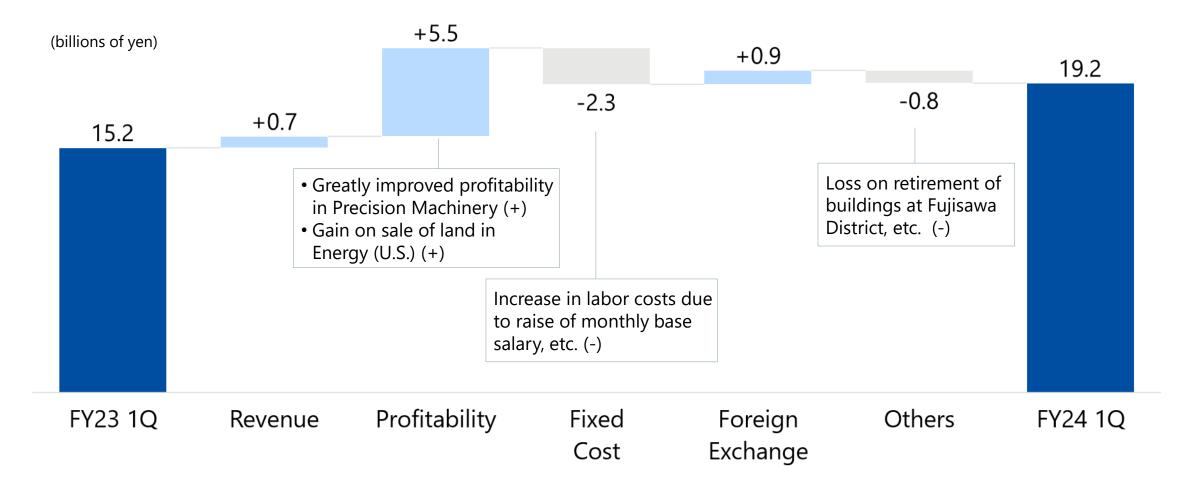
(billions of yen)		FY23 1Q	FY24 1Q	Change	Change %
		а	b	b-a	(b-a)/a
	Orders	197.9	191.6	-6.3	-3.2%
Total	Revenue	184.0	193.8	+9.7	+5.3%
TOLA	Operating Profit	15.2	19.2	+4.0	+26.4%
	OP Ratio	8.3%	10.0%	+1.7pts	
	Orders	52.2	58.1	+5.8	+11.3%
Building Service &	Revenue	53.0	56.5	+3.4	+6.6%
Industrial	Operating Profit	3.9	4.3	+0.4	+10.0%
	OP Ratio	7.5%	7.8%	+0.3pts	
	Orders	62.3	54.5	-7.8	-12.6%
Eporav	Revenue	35.9	43.5	+7.6	+21.2%
Energy	Operating Profit	1.1	3.6	+2.5	+229.5%
	OP Ratio	3.1%	8.4%	+5.3pts	
	Orders	15.6	18.9	+3.2	+21.0%
Infrastructure	Revenue	20.3	17.2	-3.1	-15.5%
mastructure	Operating Profit	4.8	3.5	-1.2	-26.7%
	OP Ratio	23.7%	20.6%	-3.1pts	
	Orders	33.3	5.2	-28.0	-84.1%
Environmental	Revenue	17.8	20.8	+2.9	+16.4%
Solutions	Operating Profit	1.8	3.0	+1.2	+68.1%
	OP Ratio	10.2%	14.8%	+4.6pts	
	Orders	34.0	54.3	+20.3	+59.9%
Precision Machinery	Revenue	56.4	55.3	-1.1	-2.0%
rieusion wachinery	Operating Profit	3.4	5.4	+1.9	+56.1%
	OP Ratio	6.2%	9.9%	+3.7pts	
	Orders	0.2	0.2	+0.0	+0.7%
Others,	Revenue	0.3	0.2	-0.0	-6.6%
Adjustment	Operating Profit	0.0	-0.8	-0.8	
, , , , , , , , , , , , , , , , , , ,	OP Ratio	1.9%	-285.9%	-287.8pts	

#### 1. FY24 1Q Summary of Results

#### **Breakdown of Changes in Operating Profit**

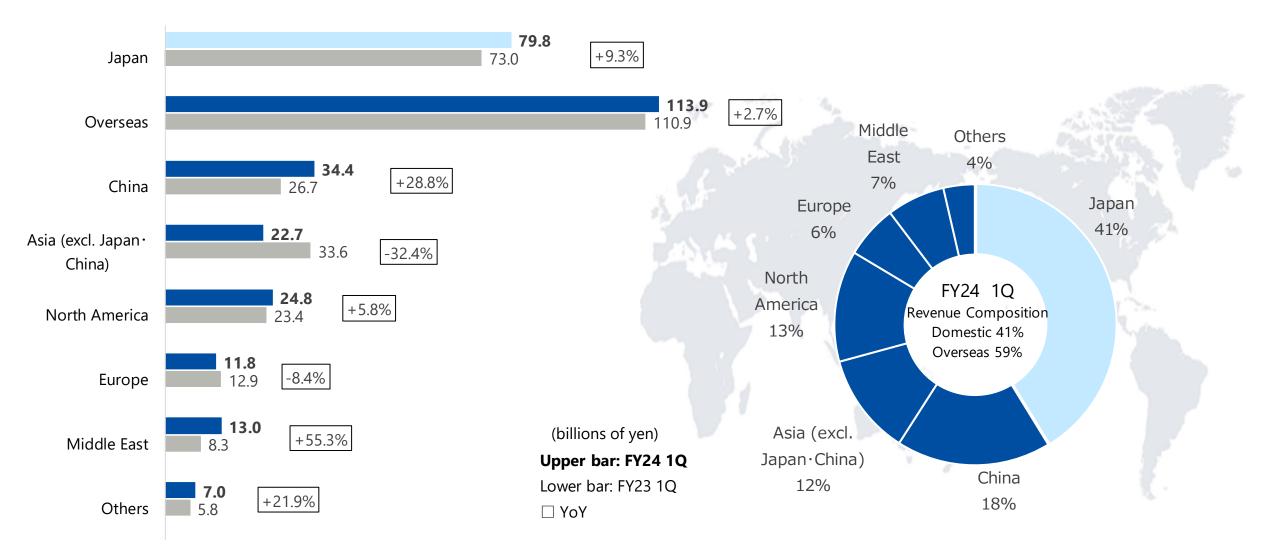


Profitability and revenue growth outpaced fixed cost increase



### **Revenue by Region**





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



# 1. FY24 1Q Summary of Results

# 2. FY24 1Q Results by Segment

# 3. FY24 Forecast

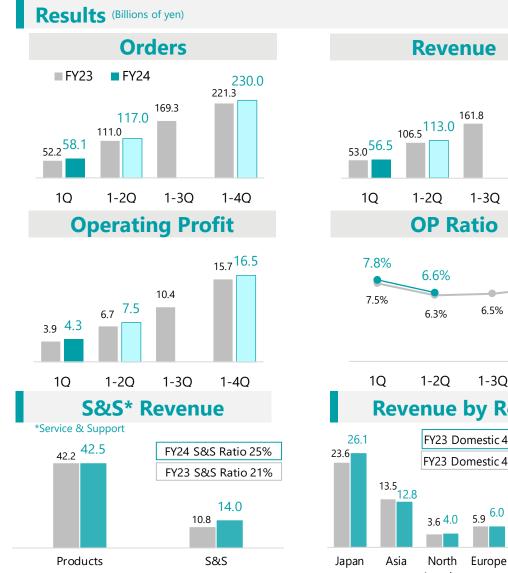
4. Topics

5. Appendix

#### 2. FY24 1Q Results by Segment

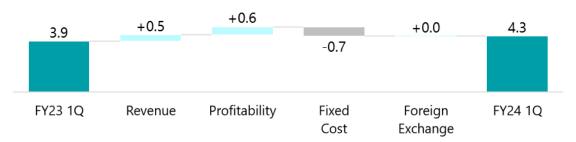
# **Building Service & Industrial**





	Reve	nue		
			230 222.1	.0
106 0 <sup>56.5</sup>	5.5 <sup>113.0<sup>1</sup></sup>	61.8		
1Q	1-2Q	1-3Q	1-4Q	
	OP Ra	atio		
7.8%	6.6%	6.5%	7.2%	
1Q	6.3% 1-2Q	0.3%	1-40	2
Reve	enue	by Re	egion	1
1	FY23 Do	omestic 46 omestic 45		
13.5 12.8	8 3.6 4.0	5.9 <b>6.0</b>	2.0 2.3	4.2 5.2
n Asia	North America	Europe	Middle East	Other

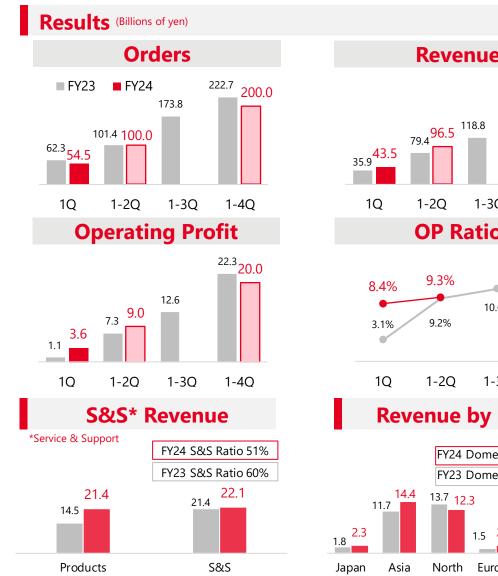
Key Chan	ges (vs. FY23 1Q)
Market Environment	<ul> <li>GDP growth continues at a slow pace in Japan, China, and South America, but is recovering in Asia in developing markets and the Middle East</li> <li>China's building equipment market remains weak due to restrained real estate investment</li> </ul>
Orders	<ul> <li>Strong in China for industrial market products</li> <li>Increased in Japan due to price revisions</li> <li>Strong in North America and the Middle East</li> </ul>
Revenue	<ul> <li>Increased due to strong performance in Japan</li> <li>Increased in South America, North America, and the Middle East due to exchange rate</li> </ul>
Operating Profit	<ul> <li>Revenue increased (+)</li> <li>Profitability improved due to increased revenue in higher-margin S&amp;S (+)</li> <li>Labor costs increased (-)</li> </ul>

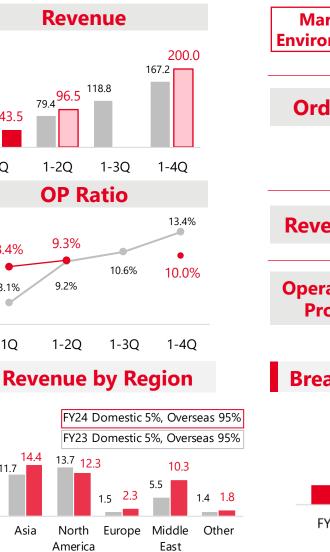


#### 2. FY24 1Q Results by Segment

#### Energy





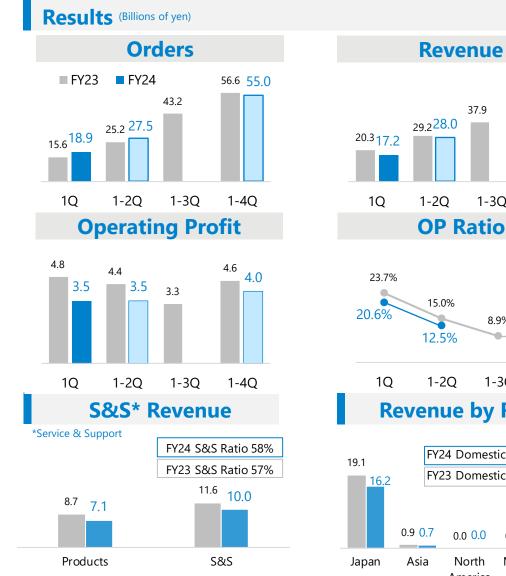


Key Chan	Key Changes (vs. FY23 1Q)				
Market Environment	<ul> <li>Movement in petrochemical projects in the downstream market, mainly in the Middle East</li> <li>North American LNG market has settled compared to last year</li> </ul>				
Orders	<ul> <li>Orders for products were in line with plans, with several large orders received in the Middle East and China, but down from the same period of the previous year</li> <li>S&amp;S: Strong performance in Asia, but decreased in North America and Europe</li> </ul>				
Revenue	<ul><li>Increased in the Middle East and Asia</li><li>Slight increase in S&amp;S</li></ul>				
Operating Profit	<ul> <li>Revenue increased (+)</li> <li>Profitability improved due to selective orders, price revisions, and gains on sales of land despite S&amp;S ratio decline (+)</li> <li>Labor costs increased (-)</li> </ul>				



# 2. FY24 1Q Results by Segment **Infrastructure**



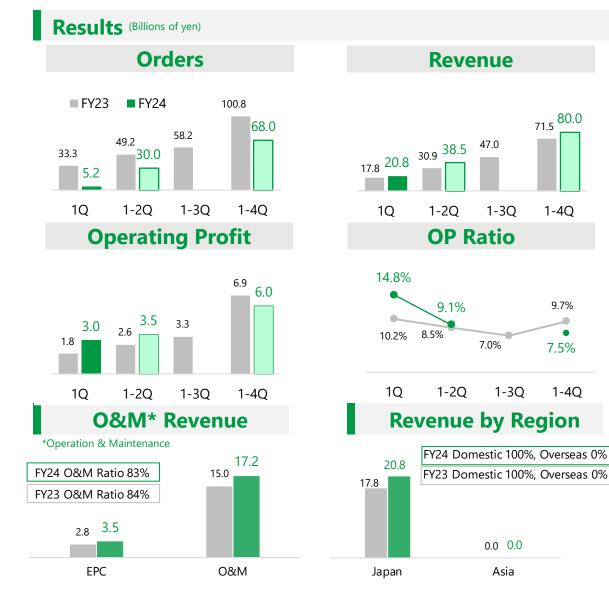


					Key Cha
	Reve	nue		[	Market Environmen
<sup>20.3</sup> 17.2	29.228.0	37.9	50.1 51.0	-	
1Q	1-2Q	1-3Q	1-4Q		Orders
	OP R	atio		-	
23.7%	15.0%				Revenue
20.6%	12.5%	8.9%	9.2% • 7.8%		Operating Profit
1Q	1-2Q	1-3Q	1-4Q		
Re	venue	by Re	gion		Breakdo
19.1 16.2	FY23 D		%, Overseas %, Overseas 0.1 0.0 0.	6%	4.8
	Asia No	orth Mid erica Ea	dle Othe		FY23 1Q

Key Chan	ges (vs. FY23 1Q)
Market Environment	Domestic public pump market remains steady due to the investment in advanced disaster prevention, remote monitoring, and aging measures in line with the "Five-Year Acceleration of National Land Resilience Measures"
Orders	<ul> <li>Increased in Japan due to several large orders</li> <li>Same level outside of Japan as FY23 1Q</li> </ul>
Revenue	<ul><li>Decrease in domestic public sector sales</li><li>Same level outside of Japan as FY23 1Q</li></ul>
Operating Profit	<ul> <li>Revenue decreased (-)</li> <li>Fixed costs decreased (+)</li> </ul>



#### 2. FY24 1Q Results by Segment **Environmental Solutions**



1-4Q

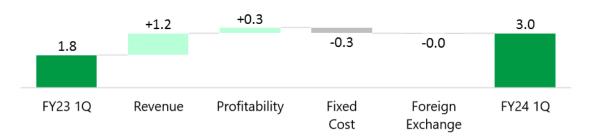
9.7%

•

1-4Q

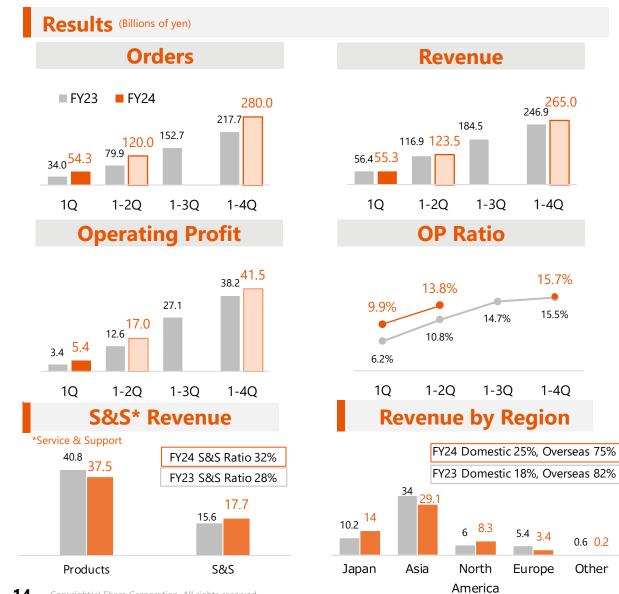
7.5%

Key Chan	ges (vs. FY23 1Q)		
Market EnvironmentDemand for new construction of waste treatment			
Orders Progress is in line with plans, but no orders for large- scale projects were received, resulting in decrease			
	*DBO: Design, build and operate facilities long-term         FY23 1Q       FY24 1Q         • Waste treatment plant DBO* PJ : 1       No large-scale orders         • Long-term O&M contract : 1       No large-scale orders		
Revenue	O&M and Engineering, Procurement, and Construction sales increased		
Operating Profit	<ul> <li>Revenue increased (+)</li> <li>Profitable projects in life extension and maintenance increased in O&amp;M (+)</li> <li>Labor costs increased (-)</li> </ul>		



#### 2. FY24 1Q Results by Segment **Precision Machinery**





Key Chan	ges (vs. FY23 1Q)
Market Environment	<ul> <li>Demand for semiconductors has bottomed out and some customers have seen a normalization of inventory conditions and a gradual recovery in factory utilization rates, but full-scale investment in increased production remains stalled</li> <li>Chinese semiconductor manufacturers continue active investment</li> </ul>
Orders	<ul> <li>Increased mainly due to recovery in demand for CMP</li> <li>S&amp;S increased in CMP and components</li> </ul>
Revenue	<ul> <li>CMP decreased due to delay in timing of customer acceptance testing</li> <li>Components increased due to strong S&amp;S demand</li> </ul>
Operating Profit	<ul> <li>Revenue decreased (-)</li> <li>Profitability improved due to improved project mix and higher S&amp;S ratio (+)</li> <li>Increased labor and R&amp;D costs (-)</li> </ul>

#### **Breakdown of Changes in Operating Profit** (Billions of yen)

0.6 0.2

Other





# FY24 1Q Summary of Results FY24 1Q Results by Segment

# 3. FY24 Forecast

4. Topics
 5. Appendix

#### 3. FY24 Forecast

# Consolidated



Full-year forecast remains unchanged (Slight revision of 1H forecasts based on 1Q results)

		1-4	Q					1-2Q			
(billions of yen)	FY23 Results	FY24 Plan	Change	Change %	FY23 Results	FY24 P.Plan	FY24 Plan	YoY Cł	nange	Change from	n prior plan
Announced date (m/d/y)		Feb/14/24				Feb/14/24	May/14/24	Change	Change %	Change	Change %
	а	b	b-a	(b-a)/a	C	d	е	e-c	(e-c)/c	e-d	(e-d)/d
Orders	820.5	834.0	+13.4	+1.6%	367.6	384.5	395.0	+27.3	+7.4%	+10.5	+2.7%
Revenue	759.3	827.0	+67.6	+8.9%	363.8	402.5	400.0	+36.1	+9.9%	-2.5	-0.6%
Operating Profit	86.0	87.0	+0.9	+1.1%	33.7	38.5	40.0	+6.2	+18.5%	+1.5	+3.9%
OP Ratio	11.3%	10.5%	-0.8pts	-	9.3%	9.6%	10.0%	+0.7pts	-	+0.4pts	-
Profit Attributable to Owners of Parent	60.2	60.8	+0.5	+0.9%	20.5	25.3	26.5	+5.9	+28.7%	+1.2	+4.7%
ROIC	12.2%	11.0%	-1.2pts								
ROE	15.7%	14.2%	-1.5pts								
EPS (yen)* <sup>1</sup>	653.64	658.50	+4.86	+0.7%							
Annual Dividend per share (yen)*1	229	230	+1								
Exchange Rate <sup>*2</sup>											
Vs. USD (JPY)	140.50	140.00			134.79	140.00	140.00			-	
Vs. EUR (JPY)	151.90	150.00			145.66	150.00	150.00			-	
Vs. CNY (JPY)	19.83	19.50			19.46	19.50	19.50			-	

\*<sup>1</sup> Values are pre-5-for-1 stock split scheduled for July 1, 2024, and do not take into account effect of the split

\*<sup>2</sup> Exchange Rate: FY23 exchange rates are simple averages of quarterly average rates; FY24 rates are assumed exchange rates for the year

#### 3. FY24 Forecast

# Segment



			1-40	Q					1-2Q			
(billions of yen)		FY23 Results	FY24 Plan	Change	Change %	FY23 Results	FY24 P.Plan	FY24 Plan	YoY Ch	lange	Change from	prior plan
Announced date (m/d/y)			Feb/14/24				Feb/14/24	May/14/24	Change	Change %	Change	Change %
		а	b	b-a	(b-a)/a	с	d	е	e-c	(e-c)/c	e-d	(e-d)/d
	Orders	820.5	834.0	+13.4	+1.6%	367.6	384.5	395.0	+27.3	+7.4%	+10.5	+2.7%
Total	Revenue	759.3	827.0	+67.6	+8.9%	363.8	402.5	400.0	+36.1	+9.9%	-2.5	-0.6%
TOtal	<b>Operating Profit</b>	86.0	87.0	+0.9	+1.1%	33.7	38.5	40.0	+6.2	+18.5%	+1.5	+3.9%
	OP Ratio	11.3%	10.5%	-0.8pts		9.3%	9.6%	10.0%	+0.7pts		+0.4pts	
	Orders	221.3	230.0	+8.6	+3.9%	111.0	117.0	117.0	+5.9	+5.3%	-	-
Building Service &	Revenue	222.1	230.0	+7.8	+3.5%	106.5	113.0	113.0	+6.4	+6.1%	-	-
Industrial	<b>Operating Profit</b>	15.7	16.5	+0.7	+4.8%	6.7	6.5	7.5	+0.7	+11.4%	+1.0	+15.4%
	OP Ratio	7.1%	7.2%	+0.1pts		6.3%	5.8%	6.6%	+0.3pts		+0.8pts	
	Orders	222.7	200.0	-22.7	-10.2%	101.4	84.0	100.0	-1.4	-1.5%	+16.0	+19.0%
Eporav	Revenue	167.2	200.0	+32.7	+19.6%	79.4	96.5	96.5	+17.0	+21.4%	-	-
Energy Operating Profit	<b>Operating Profit</b>	22.3	20.0	-2.3	-10.5%	7.3	9.0	9.0	+1.6	+22.9%	-	-
	OP Ratio	13.4%	10.0%	-3.4pts		9.2%	9.3%	9.3%	+0.1pts		-	
	Orders	56.6	55.0	-1.6	-2.9%	25.2	25.0	27.5	+2.2	+8.8%	+2.5	+10.0%
Infrastructure	Revenue	50.1	51.0	+0.8	+1.6%	29.2	30.5	28.0	-1.2	-4.4%	-2.5	-8.2%
minastructure	<b>Operating Profit</b>	4.6	4.0	-0.6	-13.1%	4.4	4.0	3.5	-0.9	-20.5%	-0.5	-12.5%
	OP Ratio	9.2%	7.8%	-1.4pts		15.0%	13.1%	12.5%	-2.5pts		-0.6pts	
	Orders	100.8	68.0	-32.8	-32.6%	49.2	24.0	30.0	-19.2	-39.1%	+6.0	+25.0%
Environmental	Revenue	71.5	80.0	+8.4	+11.8%	30.9	38.5	38.5	+7.5	+24.3%	-	-
Solutions	<b>Operating Profit</b>	6.9	6.0	-0.9	-13.5%	2.6	3.5	3.5	+0.8	+33.0%	-	-
	OP Ratio	9.7%	7.5%	-2.2pts		8.5%	9.1%	9.1%	+0.6pts		-	
	Orders	217.7	280.0	+62.2	+28.6%	79.9	134.0	120.0	+40.0	+50.1%	-14.0	-10.4%
Precision	Revenue	246.9	265.0	+18.0	+7.3%	116.9	123.5	123.5	+6.5	+5.6%	-	-
Machinery	<b>Operating Profit</b>	38.2	41.5	+3.2	+8.4%	12.6	16.0	17.0	+4.3	+34.7%	+1.0	+6.3%
	OP Ratio	15.5%	15.7%	+0.2pts		10.8%	13.0%	13.8%	+3.0pts		+0.8pts	
	Orders	1.1	1.0	-0.1	-14.2%	0.5	0.5	0.5	-0.0	-15.4%	-	-
Others,	Revenue	1.1	1.0	-0.1	-16.7%	0.6	0.5	0.5	-0.1	-19.5%	-	-
Adjustment	<b>Operating Profit</b>	-1.8	-1.0	+0.8	-	0.0	-0.5	-0.5	-0.5	_	-	-
	OP Ratio	-156.9%	-100.0%	+56.9pts		9.1%	-100.0%	-100.0%	-109.1pts		-	

#### 3. FY24 Forecast

#### **Breakdown of Changes in Operating Profit**



We expect profit levels higher than FY23, while investing in growth and infrastructure

(billions of yen)

86.0	+0.7				+3.2	+0.8	87.0
	Decr •	-2.3 eased S&S revenue Demand may fall co strong FY23 Decrease in order k beginning of FY24	ompared to	has bott • Market e full reco 2. Improved	revenue (+) nvestment in semic comed out expected to gradua very in second half CMP profitability (+ S&S demand	lly move toward of FY24	
FY23 1-4Q Consolidated	Building Service & Industrial	Energy	Infrastructure	Environmental Solutions	Precision Machinery	Others	FY24 1-4Q Consolidated Plan



# FY24 1Q Summary of Results FY24 1Q Results by Segment FY24 Forecast

# 4. Topics

5. Appendix

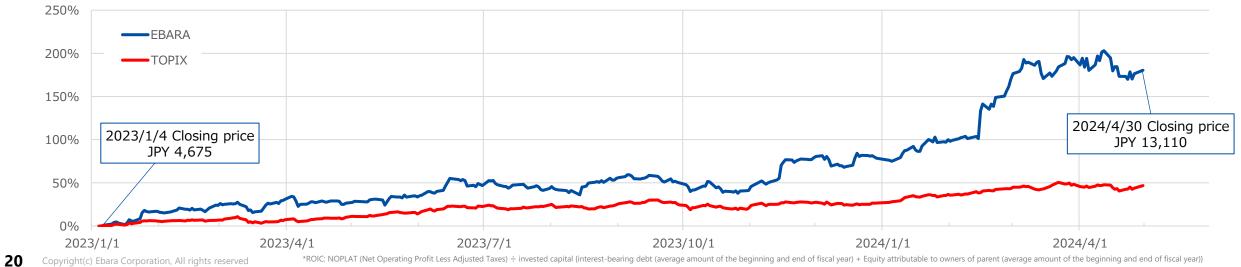
4. Topics





Purpose	<ul> <li>Create an environment that makes it easier to invest and expand investor base (Ratio of individual shareholders: 11.1% compared to an average of 17.6% for listed companies, as of December 31, 2023)</li> <li>Set investment unit level below level recommended by the TSE (less than JPY 500,000)</li> </ul>
Division Method	Each share of common stock will be split into 5 shares
Record Date	June 30, 2024
Date Effective	July 1, 2024

#### **Stock Price vs. TOPIX**





# FY24 1Q Summary of Results FY24 1Q Results by Segment FY24 Forecast Topics

# 5. Appendix

# **Consolidated Forecast (FY24 3-4Q)**



			3-40	2		1-2Q	3-4Q	Change
(billions of yen) Announced date (m/d/y)		FY23 Results	FY24 Plan May/14/24	Change	Change %	FY24 Plan May/14/24	FY24 Plan May/14/24	, in the second s
		а	b	b-a	(b-a)/a	С	b	b-c
	Orders	452.9	439.0	-13.9	-3.1%	395.0	439.0	+44.0
Total	Revenue	395.5	427.0	+31.5	+8.0%	400.0	427.0	+27.0
TOtal	Operating Profit	52.3	47.0	-5.3	-10.1%	40.0	47.0	+7.0
	OP Ratio	13.2%	11.0%	-1.8pts		10.0%	11.0%	+1.0pts
	Orders	110.3	113.0	+2.7	+2.4%	117.0	113.0	-4.0
Building Service &	Revenue	115.6	117.0	+1.4	+1.2%	113.0	117.0	+4.0
Industrial	Operating Profit	9.0	9.0	+0.0	+0.0%	7.5	9.0	+1.5
	OP Ratio	7.8%	7.7%	+0.6pts		6.6%	7.7%	+1.1pts
	Orders	121.3	100.0	-21.3	-17.6%	100.0	100.0	+0.0
Energy	Revenue	87.8	103.5	+15.7	+17.9%	96.5	103.5	+7.0
Lifergy	<b>Operating Profit</b>	15.0	11.0	-4.0	-26.7%	9.0	11.0	+2.0
	OP Ratio	17.1%	10.6%	-6.5pts		9.3%	10.6%	+1.3pts
	Orders	31.4	27.5	-3.9	-12.4%	27.5	27.5	+0.0
Infrastructure	Revenue	20.9	23.0	+2.1	+10.0%	28.0	23.0	-5.0
limastructure	Operating Profit	0.2	0.5	+0.3	+150.0%	3.5	0.5	-3.0
	OP Ratio	1.0%	2.2%	-1.0pts		12.5%	2.2%	-10.3pts
	Orders	51.6	38.0	-13.6	-26.4%	30.0	38.0	+8.0
Environmental	Revenue	40.6	41.5	+0.9	+2.2%	38.5	41.5	+3.0
Solutions	<b>Operating Profit</b>	4.3	2.5	-1.8	-41.9%	3.5	2.5	-1.0
	OP Ratio	10.6%	6.0%	-4.6pts		9.1%	6.0%	-3.1pts
	Orders	137.8	160.0	+22.2	+16.1%	120.0	160.0	+40.0
Precision	Revenue	130.0	141.5	+11.5	+8.8%	123.5	141.5	+18.0
Machinery	<b>Operating Profit</b>	25.6	24.5	-1.1	-4.3%	17.0	24.5	+7.5
	OP Ratio	19.7%	17.3%	-1.7pts		13.8%	17.3%	+3.5pts
	Orders	0.6	0.5	-0.1	-16.7%	0.5	0.5	+0.0
Others,	Revenue	0.5	0.5	+0.0	+0.0%	0.5	0.5	+0.0
Adjustment	<b>Operating Profit</b>	-1.8	-0.5	+1.3	-72.2%	-0.5	-0.5	+0.0
	OP Ratio	-360.2%	-100.0%	260.2pts		-100.0%	-100.0%	+0.0pts

# Orders



		FY2	.3		FY24				
(billions of yen) Announced date (m/d/y)	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q Plan May/14/24	3-4Q Plan May/14/24	1-4Q Plan Feb/14/24	
Total	197.9	367.6	598.3	820.5	191.6	395.0	439.0	834.0	
Building Service & Industrial	52.2	111.0	169.3	221.3	58.1	117.0	113.0	230.0	
Energy	62.3	101.4	173.8	222.7	54.5	100.0	100.0	200.0	
Infrastructure	15.6	25.2	43.2	56.6	18.9	27.5	27.5	55.0	
Environmental Solutions	33.3	49.2	58.2	100.8	5.2	30.0	38.0	68.0	
Precision Machinery	34.0	79.9	152.7	217.7	54.3	120.0	160.0	280.0	
Components	24.1	42.3	69.3	89.9	22.4	45.0	56.0	101.0	
CMP Systems	9.0	34.9	76.9	117.9	28.6	69.0	100.0	169.0	
Others	0.7	2.6	6.4	9.8	3.3	6.0	4.0	10.0	
Others	0.2	0.5	0.8	1.1	0.2	0.5	0.5	1.0	

#### Revenue



		FY2	23			FY	24	
(billions of yen) Announced date (m/d/y)	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q Plan May/14/24	3-4Q Plan May/14/24	1-4Q Plan Feb/14/24
Total	184.0	363.8	551.2	759.3	193.8	400.0	427.0	827.0
Building Service & Industrial	53.0	106.5	161.8	222.1	56.5	113.0	117.0	230.0
Energy	35.9	79.4	118.8	167.2	43.5	96.5	103.5	200.0
Infrastructure	20.3	29.2	37.9	50.1	17.2	28.0	23.0	51.0
Environmental Solutions	17.8	30.9	47.0	71.5	20.8	38.5	41.5	80.0
Precision Machinery	56.4	116.9	184.5	246.9	55.3	123.5	141.5	265.0
Components	23.8	47.7	71.9	97.4	24.8	45.0	56.0	101.0
CMP Systems	31.7	67.6	109.3	144.7	29.5	76.0	78.0	154.0
Others	0.8	1.5	3.2	4.7	0.8	2.5	7.5	10.0
Others	0.3	0.6	0.9	1.1	0.2	0.5	0.5	1.0

# **Operating Profit**



		FY	23		FY24				
(billions of yen) Announced date (m/d/y)	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q Plan May/14/24	3-4Q Plan May/14/24	1-4Q Plan Feb/14/24	
Total	15.2	33.7	56.9	86.0	19.2	40.0	47.0	87.0	
Building Service & Industrial	3.9	6.7	10.4	15.7	4.3	7.5	9.0	16.5	
Energy	1.1	7.3	12.6	22.3	3.6	9.0	11.0	20.0	
Infrastructure	4.8	4.4	3.3	4.6	3.5	3.5	0.5	4.0	
Environmental Solutions	1.8	2.6	3.3	6.9	3.0	3.5	2.5	6.0	
Precision Machinery	3.4	12.6	27.1	38.2	5.4	17.0	24.5	41.5	
Others, Adjustment	0.0	0.0	0.0	-1.8	-0.8	-0.5	-0.5	-1.0	

# **Backlog of Orders**



		FY	23			FY24	
(billions of yen) Announced date (m/d/y)	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q Plan May/14/24	1-4Q Plan Feb/14/24
Total	827.2	836.8	892.5	890.7	909.1	885.7	897.7
Building Service & Industrial	61.7	74.6	70.1	60.6	65.0	64.6	60.6
Energy	173.6	182.0	220.4	210.1	232.9	213.6	210.1
Infrastructure	51.3	52.5	67.3	67.4	69.6	66.9	71.4
Environmental Solutions	332.9	329.1	330.6	346.9	332.1	338.4	334.9
Precision Machinery	207.5	198.4	203.9	205.4	209.4	201.9	220.4
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0

# **Revenue by Region**



(billions of yen)		FY23	3		FY24
	1Q	1-2Q	1-3Q	1-4Q	1Q
Building Service & Industrial	53.0	106.5	161.8	222.1	56.5
Japan	23.6	45.2	66.3	94.0	26.1
Asia (excl. Japan)	13.5	29.0	46.4	62.0	12.8
North America	3.6	7.8	11.8	15.5	4.0
Europe	5.9	12.3	17.7	23.2	6.0
Middle East	2.0	3.2	5.4	6.6	2.3
Others	4.2	8.7	14.0	20.6	5.2
Energy	35.9	79.4	118.8	167.2	43.5
Japan	1.8	4.9	7.0	10.6	2.3
Asia (excl. Japan)	11.7	31.9	45.6	63.0	14.4
North America	13.7	14.9	25.2	35.7	12.3
Europe	1.5	6.6	10.8	15.3	2.3
Middle East	5.5	16.1	22.8	31.2	10.3
Others	1.4	4.8	7.2	11.0	1.8
Infrastructure	20.3	29.2	37.9	50.1	17.2
Japan	19.1	26.5	32.8	43.5	16.2
Asia (excl. Japan)	0.9	2.3	4.4	5.5	0.7
North America	0.0	0.1	0.3	0.5	0.0
Middle East	0.0	0.1	0.2	0.4	0.1
Others	0.0	0.0	0.0	0.0	-
Environmental Solutions	17.8	30.9	47.0	71.5	20.8
Japan	17.8	29.8	45.0	67.1	20.8
Asia (excl. Japan)	0.0	1.1	2.0	4.3	0.0
Precision Machinery	56.4	116.9	184.5	246.9	55.3
Japan	10.2	22.3	39.3	54.6	14.0
Asia (excl. Japan)	34.0	68.5	103.9	136.4	29.1
North America	6.0	12.9	20.6	29.2	8.3
Europe	5.4	12.1	19.5	25.3	3.4
Others	0.6	0.8	1.0	1.3	0.2

# Service & Support (S&S) Revenue



(billions of yen)			FY	23		FY24
		1Q	1-2Q	1-3Q	1-4Q	1Q
Building Service & Industrial -	S&S Revenue	10.8	21.7	31.5	49.9	14.0
building service & mudstria	S&S Ratio	21%	20%	20%	23%	25%
Enorgy	S&S Revenue	21.4	46.2	67.8	96.4	22.1
Energy	S&S Ratio	60%	58%	57%	58%	51%
Infrastructure	S&S Revenue	11.6	15.4	19.2	24.4	10.0
IIIIastructure	S&S Ratio	57%	53%	51%	49%	58%
Environmental Solutions	S&S Revenue	15.0	25.5	37.6	56.6	17.2
	S&S Ratio	84%	82%	80%	79%	83%
Dracicion Machinary	S&S Revenue	15.6	32.4	50.9	71.1	17.7
Precision Machinery	S&S Ratio	28%	28%	28%	29%	32%

## **Balance Sheet**



(billions of yen)	FY23 1Q a	FY23 4Q b	FY24 1Q c	Change c-a	Change c-b
Total Assets	858.2	913.9	953.4	+95.2	+39.5
Current Assets	605.3	648.3	675.5	+70.1	+27.1
Cash and cash equivalents	145.7	148.0	165.2	+19.4	+17.1
Trade receivables	251.0	263.2	271.5	+20.5	+8.3
Inventories	187.7	200.6	208.2	+20.5	+7.6
Other Current Assets	20.9	36.3	30.4	+9.5	-5.9
Non-current Assets	252.8	265.5	277.9	+25.0	+12.3
Total Liabilities	488.3	492.3	519.3	+30.9	+27.0
Trade payables	157.9	153.2	139.0	-18.9	-14.2
Interest-bearing Debt	156.6	145.2	164.7	+8.0	+19.4
Other Liabilities	173.7	193.8	215.6	+41.8	+21.7
Total Equity	369.8	421.5	434.0	+64.2	+12.5
Total equity attributable to owners of paren	360.5	409.8	423.9	+63.3	+14.0
Other Equity	9.2	11.6	10.1	+0.8	-1.5
Equity Ratio	42.0%	44.8%	44.5%	+2.5pts	-0.3pts
Debt-to-Equity Ratio	0.43	0.35	0.39	-0.04	+0.04

# **Cash Flows**



(billions of yen)	1Q			1-4Q		
Announced date (m/d/y)	FY23	FY24	Change	FY23	FY24 Plan Feb/14/24	Change
	а	b	b-a	С	d	d-c
CF from operating activities	12.2	19.6	7.3	70.0	70.0	-0.0
CF from investing activities	-8.3	-6.7	1.5	-35.6	-73.0	-37.3
FCF	3.8	12.8	8.9	34.3	-3.0	-37.3
CF from financing activities	25.1	1.3	-23.7	-4.6	-8.0	-3.3

# **ESG Topics**



Environment	<ul> <li>Certified as an Eco-First Company by the Ministry of the Environment <sup>2024/4</sup> News release (Japanese language only)</li> <li>Wins HVAC&amp;R Award 2024 in the Product Category <sup>2024/2</sup> News release (Japanese language only)</li> <li>Ebara Elliott Energy Wins Contract to Provide Compressor For Thailand's First Sustainable Aviation Fuel (SAF) Project <sup>2024/5</sup> News release <a href="https://www.ebara.co.jp/en/corporate/newsroom/release/company/detail/1218403_10220.html">https://www.ebara.co.jp/en/corporate/newsroom/release/company/detail/1218403_10220.html</a></li> </ul>
S	First-time Silver Sponsor of Tokyo Rainbow Pride Event 2024/4 News release (Japanese language only)
Social	Recognized as a 2024 Excellent Corporation for Health Management (Large Corporation Category (White 500)) 2024/3 News release (Japanese language only)
	Endorses "100% Childcare Leave for Men" Declaration
<b>G</b> Governance	Holds Small Meeting for Independent Directors 2024/4 News release (Japanese language only)
Third-party Evaluations	Selected by GPIF's Asset Managers Entrusted with Domestic Equity Investment for Excellent TCFD Disclosure for Strategy and Metrics and Targets (2023) 2024/3 News release (Japanese language only)
	Wins Award for Excellence at the 3 <sup>rd</sup> Nikkei Integrated Report Awards 2023 2024/3 News release (Japanese language only)
<b>31</b> Copyright(c) Ebara Corporation, All right	Selected as an 'Excellent Integrated Report' by the GPIF's Asset Managers Entrusted with Domestic Equity Investment 2024/2 News release (Japanese language only)



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