



Nine Months Ended September 30, 2023 Supplementary Materials for Financial Results

November 2, 2023

EBARA JITSUGYO CO., LTD.



FY2023 Q3 Summary

Market Condition

- Demand for renewal and development of water infrastructure facilities, as well as demand for disaster prevention and mitigation, remains strong
- Private capital investment continues to recover gradually
- Impact of longer delivery times is starting to diminish
- Price pass-through of higher material and equipment prices progresses
- Demand in the medical segment decreased due to the relaxation of infectious disease controls by the government

Financial Highlights for Q3

- Orders received, net sales, and operating profit all exceeded the same period in the previous year
- SG&A expenses increased mainly in labor costs
- Orders backlog remains high

FY2023 Business Plan



No change in business plan

- No change in the business plan for net sales of 35.0 billion yen and operating profit of 3.5 billion yen

Q3 Results Highlights

Market Condition

- Demand for renewal and development of water infrastructure facilities, as well as demand for disaster prevention and mitigation, remains strong
- Private capital investment continues to recover gradually
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Net Sales

27.14 bn yen
(4.74 bn yen↑/ 21.2%↑)

- Increase in all segments
- In Manufacturing business, measuring instrument, storage batteries and fisheries plant equipment increased
- In Engineering and Trading businesses, the high orders backlog at the beginning of the period made a contribution

Orders Received

30.79 bn yen
(3.34 bn yen↑/ 12.2%↑)

- *All comparisons are year-on-year
- In Manufacturing business, there was a decrease in the medical segment
 - In Engineering business, large projects were won mainly in major metropolitan areas in Japan
 - In Trading business, there was a reactionary decline in orders received ahead of schedule in the same period in the previous year in anticipation of longer delivery times

Gross Profit

8.25 bn yen
(1.18 bn yen↑/ 16.7%↑)

- Gross profit increased in line with increase in net sales
- Impact of higher material and equipment prices, longer construction periods, etc. remains

Orders Backlog

32.90 bn yen
(3.01 bn yen↑/ 10.1%↑)

- Orders backlog increased in line with increase in orders received

Operating Profit

2.98 bn yen
(0.78 bn yen↑/ 36.0%↑)

- Operating profit increased in line with increase in gross profit
- SG&A expenses increased mainly in labor costs and R&D expenses

Ordinary Profit

3.07 bn yen
(0.75 bn yen↑/ 32.4%↑)

Profit

2.12 bn yen
(0.40 bn yen↑/ 23.6%↑)

Q3 Performance

(Unit: mn yen)	Dec. 2021 Q3		Dec. 2022 Q3		Dec. 2023 Q3		Year-on-Year	
		Ratio (%)		Ratio (%)		Ratio (%)	Change (%)	Change
Net Sales	24,335	100.0	22,398	100.0	27,141	100.0	+ 21.2	+ 4,742
Gross Profit	8,171	33.6	7,071	31.6	8,252	30.4	+ 16.7	+ 1,180
SG&A expenses	4,778	19.6	4,880	21.8	5,272	19.4	+ 8.0	+ 391
Operating Profit	3,392	13.9	2,190	9.8	2,980	10.9	+ 36.0	+ 789
Ordinary Profit	3,476	14.3	2,321	10.4	3,074	11.3	+ 32.4	+ 753
Profit	2,648	10.9	1,722	7.7	2,129	7.8	+ 23.6	+ 407
Orders received	26,937	-	27,447	-	30,790	-	+ 12.2	+ 3,343
Orders backlog	25,330	-	29,885	-	32,900	-	+ 10.1	+ 3,015

Q3 Results Trends by Segment

		(Unit: mn yen)	Dec. 2021 Q3	Dec. 2022 Q3	Dec. 2023 Q3	Year-on-Year	
						Change (%)	Change
 Manufacturing (environment-related)	Orders received	5,430	5,680	5,235	- 7.8	- 445	
	Net Sales	7,069	4,651	5,484	+ 17.9	+ 832	
	Gross Profit	3,185	1,975	2,350	+ 19.0	+ 375	
 Engineering (water-treatment-related)	Orders received	13,627	13,062	17,343	+ 32.8	+ 4,281	
	Net Sales	10,475	11,041	13,449	+ 21.8	+ 2,407	
	Gross Profit	3,280	3,330	3,890	+ 16.8	+ 560	
 Trading (fluid machinery-related)	Orders received	7,879	8,705	8,212	- 5.7	- 493	
	Net Sales	6,789	6,704	8,208	+ 22.4	+ 1,503	
	Gross Profit	1,706	1,765	2,010	+ 13.9	+ 244	

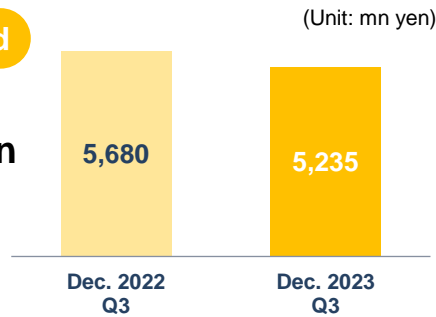
Q3 Results by Segment (Year-on-Year)



Manufacturing (environment-related)

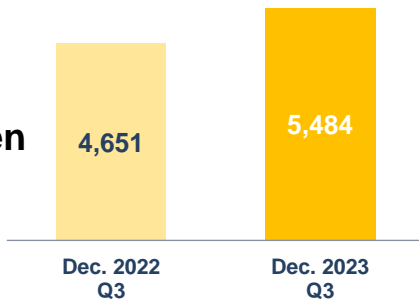
Orders Received

-0.44 bn yen
(-7.8%)



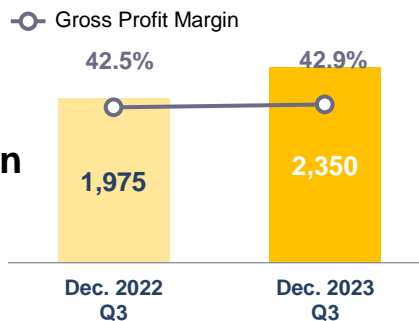
Net Sales

+0.83 bn yen
(+17.9%)



Gross Profit

+0.37 bn yen
(+19.0%)



Orders Received

(Unit: mn yen)

Field	Change factors	Change
Measuring	● Demand related to semiconductor manufacturing equipment decreased	-196
Energy-saving/creating	● Demand for storage batteries increased	+86
Deodorizing	● Deodorizing equipment including construction increased	+270
Water treatment plants	● Water treatment equipment for large parks decreased	-65
Medical	● Demand for infectious disease control equipment decreased	-540

Net Sales

(Unit: mn yen)

Field	Change factors	Change
Measuring	● Net sales increased due to progress in product shipments resulting from improved procurement of materials and equipment	+207
Energy-saving/creating	● Sales of storage batteries for large customers increased	+696
Deodorizing	● There was a stable demand trend for deodorizer replacements	-24
Water treatment plants	● Fisheries plant equipment, centered on land-based aquaculture facilities, increased	+179
Medical	● Demand for infectious diseases control equipment decreased	-225

Gross Profit

- Growth in gross profit due to increase in net sales
- Gross profit margin increased in line with increase in net sales in the measuring segment

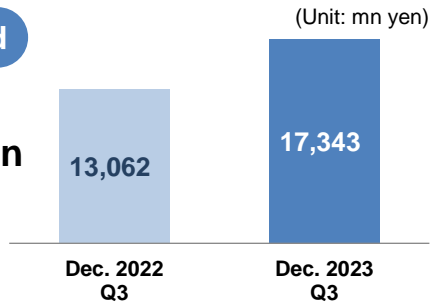
Q3 Results by Segment (Year-on-Year)



Engineering (water-treatment-related)

Orders Received

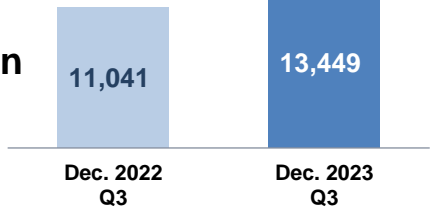
+4.28 bn yen
(+32.8%)



- Demand for renewal and development of water infrastructure facilities, as well as demand for disaster prevention and mitigation, remains strong
- Large projects were won mainly in major metropolitan areas in Japan

Net Sales

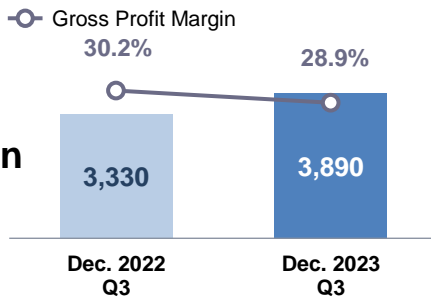
+2.40 bn yen
(+21.8%)



- Impact of longer construction periods remains, but the high orders backlog at the beginning of the period recorded as sales

Gross Profit

+0.56 bn yen
(+16.8%)



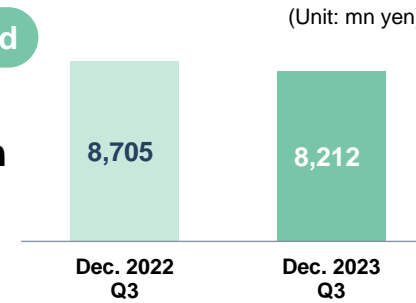
- Profit margin decreased due to the lingering effect of higher material and equipment prices and longer construction period



Trading (fluid machinery-related)

Orders Received

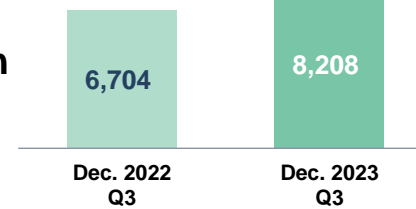
-0.49 bn yen
(-5.7%)



- Reactionary decline in orders received ahead of schedule in the same period in the previous year in anticipation of longer delivery times
- Private capital investment continues to recover gradually

Net Sales

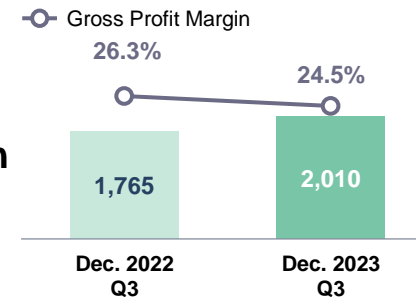
+1.50 bn yen
(+22.4%)



- High orders backlog at the beginning of the period recorded seamlessly as sales

Gross Profit

+0.24 bn yen
(+13.9%)



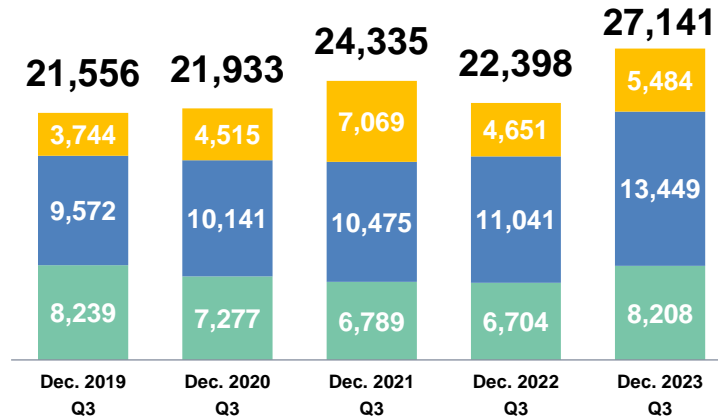
- Profit margin decreased due to large-scale low-margin projects
- Price pass-through of higher costs progresses

Trends in Net Sales, Gross Profit, Orders Received, and Orders Backlog

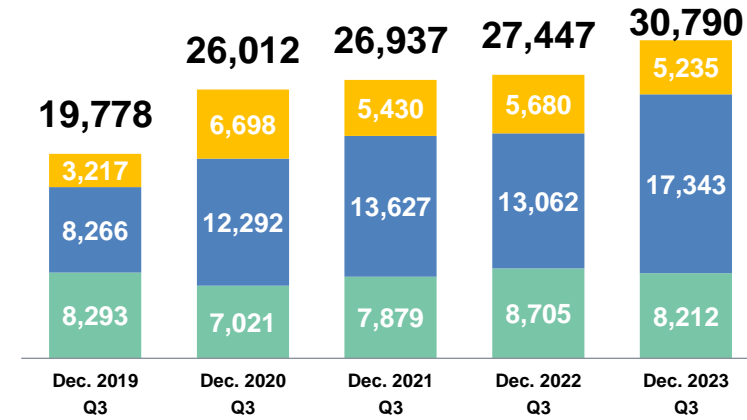
■ Manufacturing
 ■ Engineering
 ■ Trading

(Unit: mn yen)

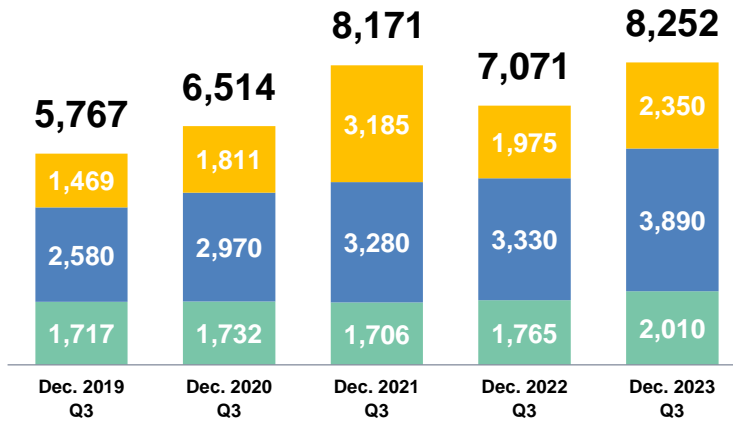
Trend in Net Sales



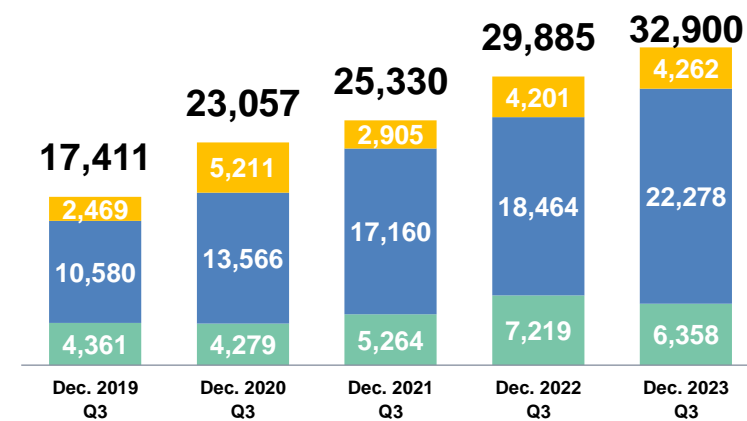
Trend in Orders received



Trend in Gross Profit

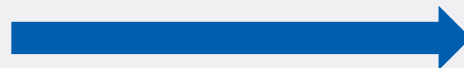


Trend in Orders backlog



FY2023 Business Plan

- Market condition was generally steady
- Results up to Q3 progressed as planned



No change in business plan

(Unit: mn yen)	Dec. 2021 Results		Dec. 2022 Results		Dec. 2023 Plan		Year-on-Year	
		Ratio (%)		Ratio (%)		Ratio (%)	Change (%)	Change
Net Sales	32,485	100.0	30,229	100.0	35,000	100.0	+15.8	+4,771
Gross Profit	10,489	32.3	9,282	30.7	10,500	30.0	+13.1	+1,218
SG&A expenses	6,507	20.0	6,525	21.6	7,000	20.0	+7.3	+475
Operating Profit	3,982	12.3	2,756	9.1	3,500	10.0	+27.0	+744
Ordinary Profit	4,110	12.7	2,929	9.7	3,650	10.4	+24.6	+721
Profit	3,159	9.7	2,169	7.2	2,600	7.4	+19.9	+431
Orders received	35,014	-	34,643	-	36,000	-	+3.9	+1,357
Orders backlog	25,256	-	29,250	-	30,250	-	+3.4	+1,000
Dividend per share	85 yen	-	85 yen	-	85 yen	-	-	-

* Figures for dividend per share have been adjusted retroactively for the 1:2 stock split effective July 1, 2021.

Performance (Q3)

(Unit: m n yen)		Dec. 2019 Q3		Dec. 2020 Q3		Dec. 2021 Q3		Dec. 2022 Q3		Dec. 2023 Q3	
		Result	YoY	Result	YoY	Result	YoY	Result	YoY	Result	YoY
Orders received	Measuring	1,000	+9.3%	1,174	+17.4%	1,188	+1.2%	1,564	+31.6%	1,368	-12.5%
	Energy-saving/creating	423	+213.3%	536	+26.7%	845	+57.6%	679	-19.6%	765	+12.7%
	Deodorizing	615	-31.4%	647	+5.2%	974	+50.5%	839	-13.9%	1,109	+32.2%
	Water treatment plants	1,090	-44.7%	1,716	+57.4%	1,117	-34.9%	1,600	+43.2%	1,535	-4.1%
	Medical	89	-62.0%	2,625	+2849.4%	1,305	-50.3%	998	-23.5%	458	-54.1%
	Manufacturing (environment-related)	3,217	-22.5%	6,698	+108.2%	5,430	-18.9%	5,680	+4.6%	5,235	-7.8%
	Engineering (water-treatment-related)	8,266	+24.3%	12,292	+48.7%	13,627	+10.9%	13,062	-4.1%	17,343	+32.8%
	Trading (fluid machinery-related)	8,293	+10.9%	7,021	-15.3%	7,879	+12.2%	8,705	+10.5%	8,212	-5.7%
	Total	19,778	+8.2%	26,012	+31.5%	26,937	+3.6%	27,447	+1.9%	30,790	+12.2%
Net Sales	Measuring	932	-10.2%	942	+1.1%	1,081	+14.8%	1,040	-3.8%	1,247	+19.9%
	Energy-saving/creating	377	+47.8%	480	+27.3%	486	+1.3%	467	-3.9%	1,163	+149.0%
	Deodorizing	828	-23.0%	735	-11.2%	734	-0.1%	923	+25.7%	899	-2.6%
	Water treatment plants	1,392	+15.6%	1,634	+17.4%	1,618	-1.0%	1,388	-14.2%	1,567	+12.9%
	Medical	215	-24.3%	724	+236.7%	3,148	+334.8%	833	-73.5%	608	-27.0%
	Manufacturing (environment-related)	3,744	-2.9%	4,515	+20.6%	7,069	+56.6%	4,651	-34.2%	5,484	+17.9%
	Engineering (water-treatment-related)	9,572	-10.3%	10,141	+5.9%	10,475	+3.3%	11,041	+5.4%	13,449	+21.8%
	Trading (fluid machinery-related)	8,239	+15.0%	7,277	-11.7%	6,789	-6.7%	6,704	-1.2%	8,208	+22.4%
	Total	21,556	-0.6%	21,933	+1.7%	24,335	+11.0%	22,398	-8.0%	27,141	+21.2%
Gross Profit	Manufacturing (environment-related)	1,469	-12.4%	1,811	+23.3%	3,185	+75.9%	1,975	-38.0%	2,350	+19.0%
	Engineering (water-treatment-related)	2,580	-7.9%	2,970	+15.1%	3,280	+10.4%	3,330	+1.5%	3,890	+16.8%
	Trading (fluid machinery-related)	1,717	+28.5%	1,732	+0.9%	1,706	-1.5%	1,765	+3.5%	2,010	+13.9%
	Total	5,767	-0.8%	6,514	+13.0%	8,171	+25.4%	7,071	-13.5%	8,252	+16.7%
Selling, general and administrative expenses	4,115	+3.0%	4,215	+2.4%	4,778	+13.4%	4,880	+2.1%	5,272	+8.0%	
Operating profit	1,652	-9.2%	2,298	+39.1%	3,392	+47.6%	2,190	-35.4%	2,980	+36.0%	
Non-operating profit	153		153		161		179		175		
Non-operating expenses	50		41		77		49		80		
Ordinary profit	1,755	-7.7%	2,409	+37.3%	3,476	+44.3%	2,321	-33.2%	3,074	+32.4%	
Extraordinary income	-		-		338		140		-		
Extraordinary losses	-		31		26		21		-		
Profit before income taxes	1,755	-7.7%	2,378	+35.5%	3,788	+59.3%	2,440	-35.6%	3,074	+26.0%	
Profit attributable to owners of parent	1,239	-7.2%	1,685	+36.0%	2,648	+57.1%	1,722	-35.0%	2,129	+23.6%	

Performance (annual)

		Dec 2019		Dec 2020		Dec 2021		Dec 2022		Dec 2023	
		Result	YoY	Result	YoY	Result	YoY	Result	YoY	Corrected plan	YoY
		(Unit: m n yen)									
Orders received	Measuring	1,212	+3.1%	1,519	+25.3%	1,717	+13.0%	1,908	+11.1%	1,700	-10.9%
	Energy-saving/creating	600	+2.9%	642	+7.0%	739	+15.1%	1,120	+51.6%	1,700	+51.8%
	Deodorizing	1,189	-13.3%	987	-17.0%	1,197	+21.3%	1,264	+5.6%	1,200	-5.1%
	Water treatment plants	2,138	-3.8%	2,094	-2.1%	2,110	+0.8%	2,228	+5.6%	2,400	+7.7%
	Medical	189	-30.0%	3,729	+1873.0%	1,476	-60.4%	1,106	-25.1%	1,000	-9.6%
	Manufacturing (environment-related)	5,328	-5.3%	8,972	+68.4%	7,240	-19.3%	7,626	+5.3%	8,000	+4.9%
	Engineering (water-treatment-related)	12,072	+1.6%	15,748	+30.5%	17,435	+10.7%	16,349	-6.2%	17,000	+4.0%
	Trading (fluid machinery-related)	10,818	+8.3%	9,278	-14.2%	10,338	+11.4%	10,667	+3.2%	11,000	+3.1%
	Total	28,220	+2.6%	34,000	+20.5%	35,014	+3.0%	34,643	-1.1%	36,000	+3.9%
Net Sales	Measuring	1,304	-6.2%	1,388	+6.4%	1,514	+9.1%	1,350	-10.8%	1,800	+33.3%
	Energy-saving/creating	734	+28.3%	689	-6.1%	590	-14.4%	637	+8.0%	1,500	+135.5%
	Deodorizing	1,118	-29.6%	1,016	-9.1%	1,023	+0.7%	1,252	+22.4%	1,200	-4.2%
	Water treatment plants	1,784	+22.7%	2,629	+47.4%	2,033	-22.7%	2,060	+1.3%	2,400	+16.5%
	Medical	356	-9.4%	1,733	+386.8%	3,402	+96.3%	989	-70.9%	1,000	+1.1%
	Manufacturing (environment-related)	5,296	-1.9%	7,456	+40.8%	8,563	+14.9%	6,288	-26.6%	7,900	+25.6%
	Engineering (water-treatment-related)	12,544	-11.5%	13,155	+4.9%	14,683	+11.6%	14,408	-1.9%	15,600	+8.3%
	Trading (fluid machinery-related)	10,590	+8.8%	9,639	-9.0%	9,238	-4.2%	9,532	+3.2%	11,500	+20.6%
	Total	28,431	-2.9%	30,250	+6.4%	32,485	+7.4%	30,229	-6.9%	35,000	+15.8%
Gross Profit	Manufacturing (environment-related)	2,105	-0.1%	3,011	+43.0%	3,803	+26.3%	2,580	-32.2%	3,320	+28.7%
	Engineering (water-treatment-related)	3,355	-7.3%	3,752	+11.8%	4,403	+17.4%	4,234	-3.8%	4,600	+8.6%
	Trading (fluid machinery-related)	2,159	+18.2%	2,246	+4.0%	2,281	+1.6%	2,467	+8.1%	2,580	+4.6%
	Total	7,621	+0.8%	9,010	+18.2%	10,489	+16.4%	9,282	-11.5%	10,500	+13.1%
Selling, general and administrative expenses	5,596	+3.3%	5,795	+3.6%	6,507	+12.3%	6,525	+0.3%	7,000	+7.3%	
Operating profit	2,024	-5.4%	3,214	+58.8%	3,982	+23.9%	2,756	-30.8%	3,500	+27.0%	
Non-operating profit	210		209		230		241		200		
Non-operating expenses	65		61		102		68		50		
Ordinary profit	2,169	-3.7%	3,363	+55.0%	4,110	+22.2%	2,929	-28.7%	3,650	+24.6%	
Extraordinary income	-		3		338		140		-		
Extraordinary losses	-		27		57		21		-		
Profit before income taxes	2,169	-3.7%	3,339	+53.9%	4,392	+31.5%	3,048	-30.6%	3,650	+19.8%	
Profit attributable to owners of parent	1,512	-5.5%	2,342	+54.9%	3,159	+34.9%	2,169	-31.4%	2,600	+19.9%	



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