

# Second Quarter Financial Results for FY2018

October 31, 2018

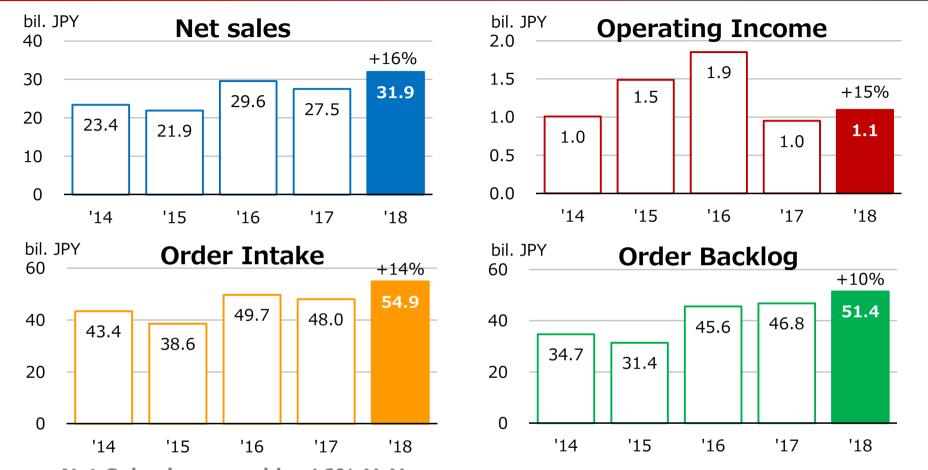
**Securities Code: 6455** 

#### MORITA HOLDINGS CORPORATION

http://www.morita119.com/en

## **Consolidated Performance (2Q)**



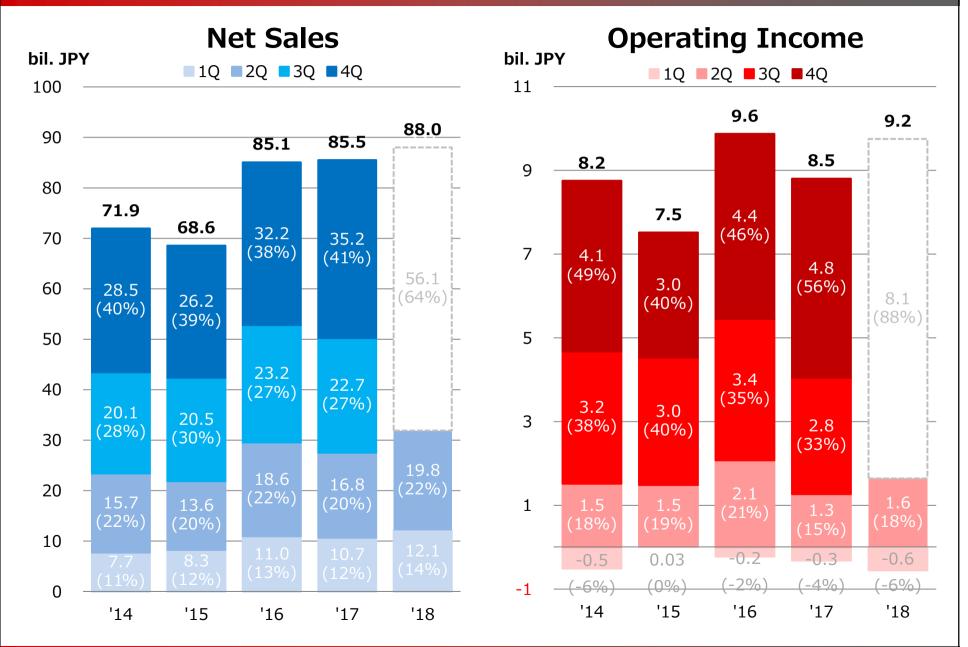


- Net Sales increased by 16% YoY
  - Driven by the growth in our main business, FFV and FPES
- Operating income increased by 15% YoY
  - Even though FFV decreased, FPES increased led by the growth of SPRINEX
- Order intake increased by 14% YoY, and order backlog increased by 10%
  - Order intake increased in all segments year on year

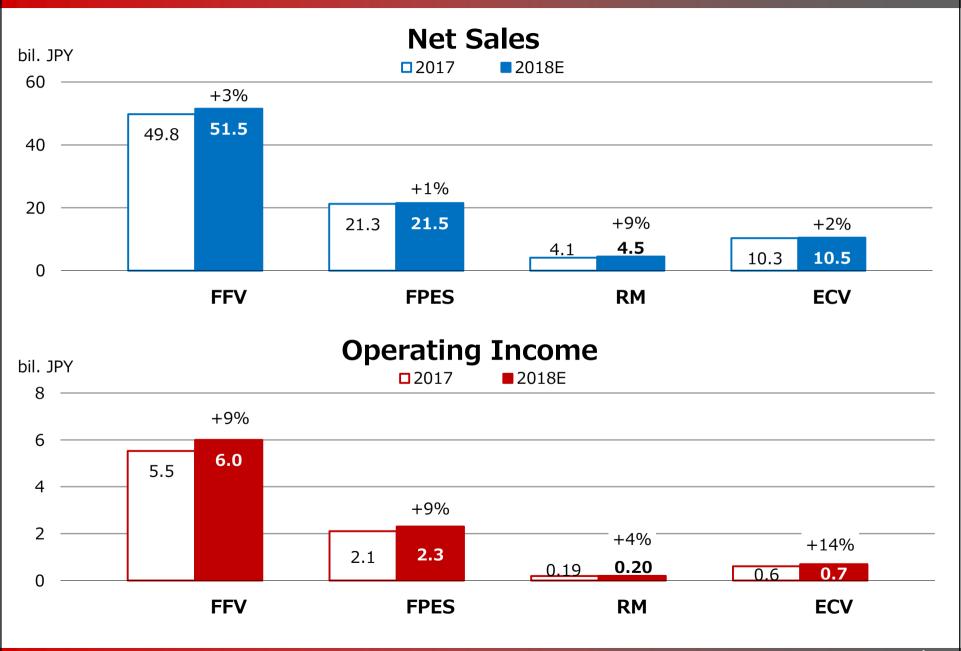
<sup>\*</sup> FFV: Fire Fighting Vehicles \*FPES: Fire Protection Equipment & Systems \*RM: Recycling Machines \*ECV: Environmental Conservation Vehicles

#### **Performance Composition by Quarter**



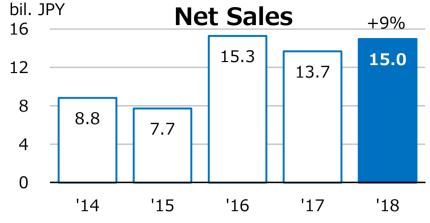


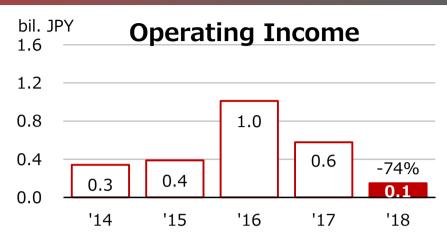
## Outlook for Segment Performance (Full year) MURITA

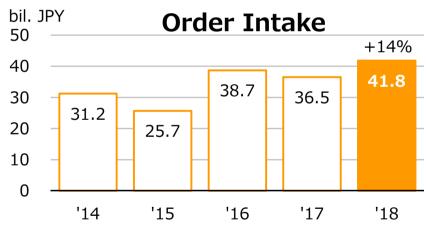


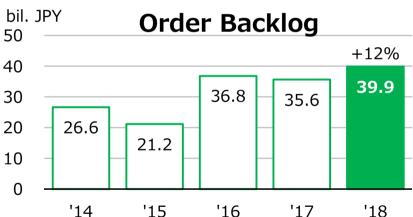
### Fire Fighting Vehicles (2Q)







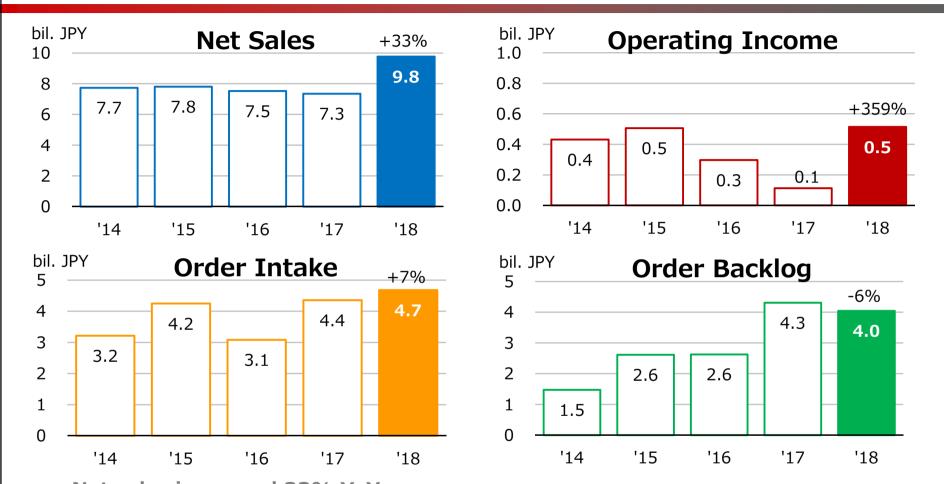




- Net sales increased by 9% YoY
  - While delay in issuing import license occurred in China, sales in other areas increased
- Operating income decreased by 0.4 billion yen YoY
  - Due to the cost for an exhibition and the influence of product mix
- Order intake increased by 14% YoY, and order backlog increased by 12%, remaining robust
  - Both domestic and overseas have grown steadily

#### Fire Protection Equipment & Systems (2Q) MURITA

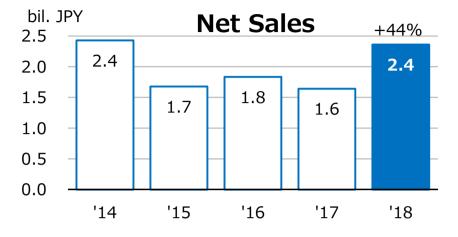


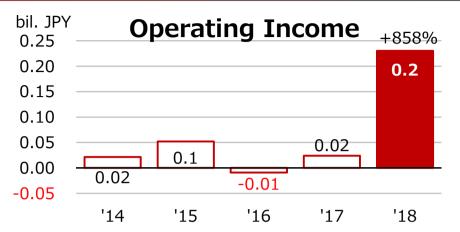


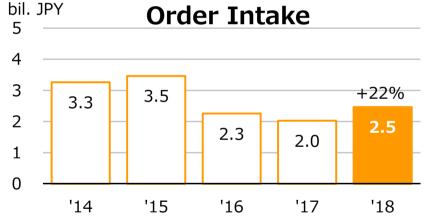
- Net sales increased 33% YoY
  - Sales of SPRINEX increased against a backdrop of the abundant order backlog at the beginning of the fiscal year
- Operating income increased 0.4 billion ven YoY
  - Due to the positive impact by the increase in sales of SPRINEX
- Order intake increased by 7% YoY, and order backlog decreased by 6% but still remain robust
  - Strong order intake at faster pace than the previous year

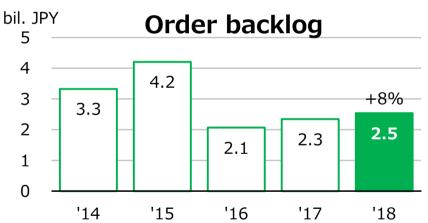
## **Recycling Machines (2Q)**





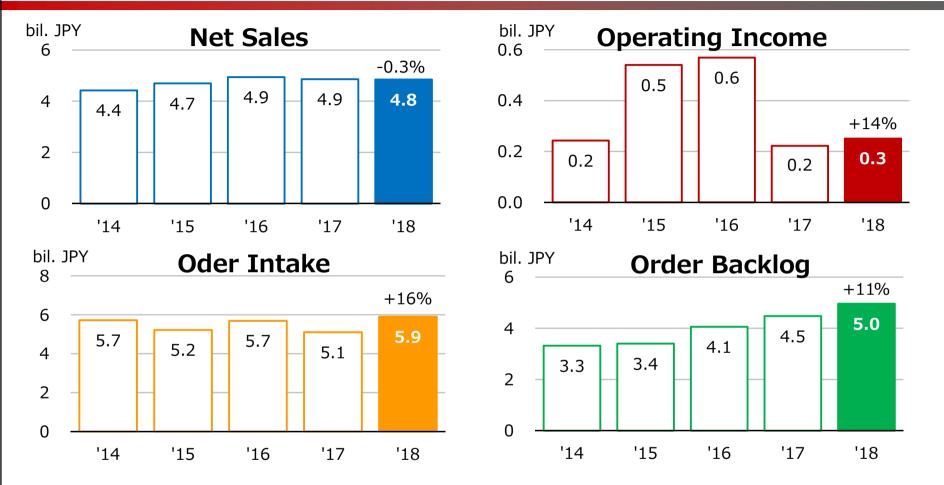






- Net sales increased by 44% YoY
  - Due to the steady growth in sales of maintenance and service
- Operating income increased by 0.2 billion YoY
  - Profit expanded in accordance with the increase in sales
- Order intake increased by 22% YoY, and order backlog increased by 8%
  - Order intake progressed ahead of schedule

## Environmental Conservation Vehicles (2Q) MURITA



- Net sales decreased by 0.3% YoY
  - Due to the delay in some delivery influenced by a series of natural disasters
- Operating income increased by 0.03 billion yen YoY
  - Due to the normalization of delay in production line caused by the relocation of factory in May 2017, and positive impact by the increase in sales
- Order intake increased by 16% YoY, and order backlog increased by 11%
  - Strong demand for both sanitary vehicles and garbage collectors





This document contains forward-looking statements. Where any such forward-looking statement includes a statement of the assumptions, bases underlying such a forward-looking statement, or economic environment in the primary markets and fluctuations of demand and supply, Morita Holdings cautions that assumed facts for bases almost always vary from the actual results, and differences between assumed facts or bases and actual results can be material, depending upon the circumstances. Where, in any forward-looking statement, Morita Holdings or its management expresses an expectation or belief as to future results, there can be no guaranty or assurance that the statement of expectation or belief will result or be achieved or accomplished. The words "forecast", "project", "believe", "expect", "anticipate", and similar expressions may identify forward-looking statements.

Taking into account the foregoing, the following are identified as important factors, risks or uncertainties that cause the actual results to differ materially from those expressed in any forward-looking statement made by, or on behalf of, Morita Holdings: competitive factors, including and not limited to, pricing, the implementation of Morita Holdings' product strategies, and economic trends in important markets worldwide.

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