

# Third Quarter Financial Results for FY2018

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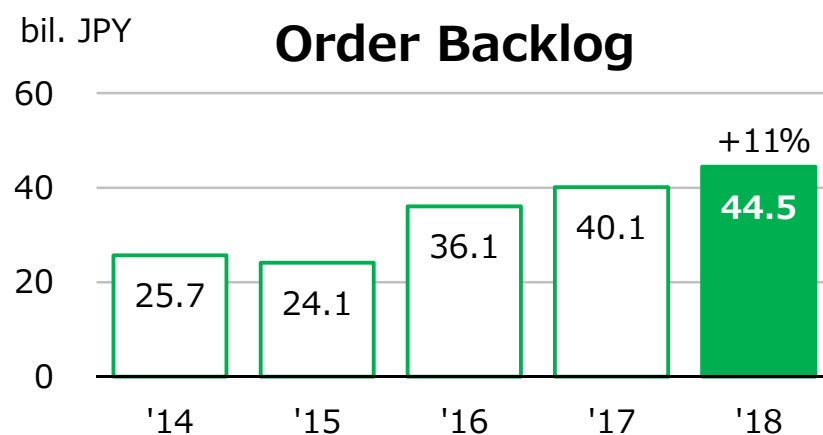
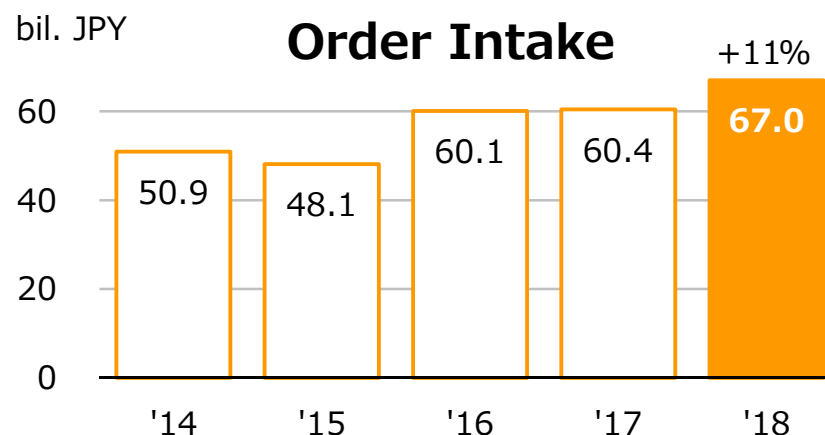
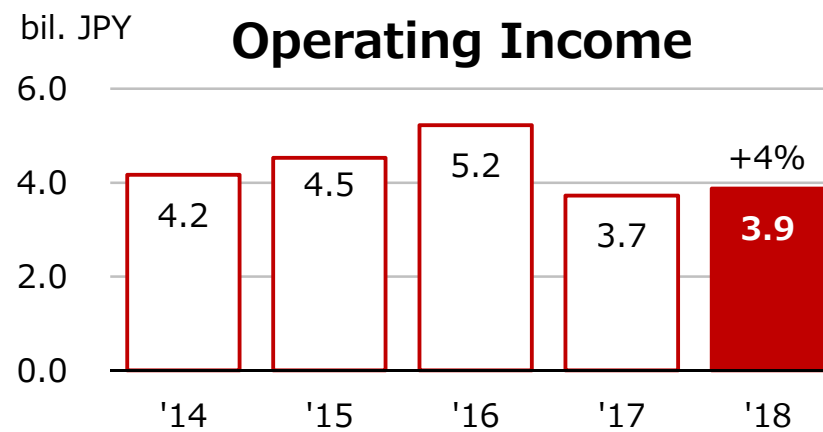
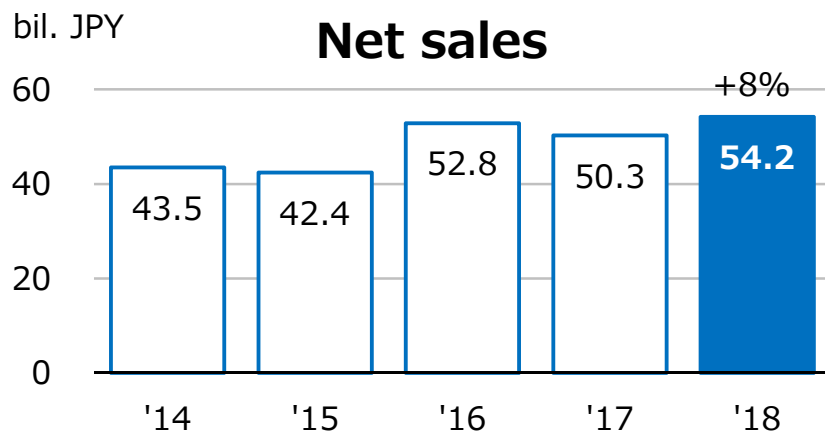
January 30, 2019

Securities Code: 6455

**MORITA HOLDINGS CORPORATION**

<https://www.morita119.com/en>

# Consolidated Performance (3Q)



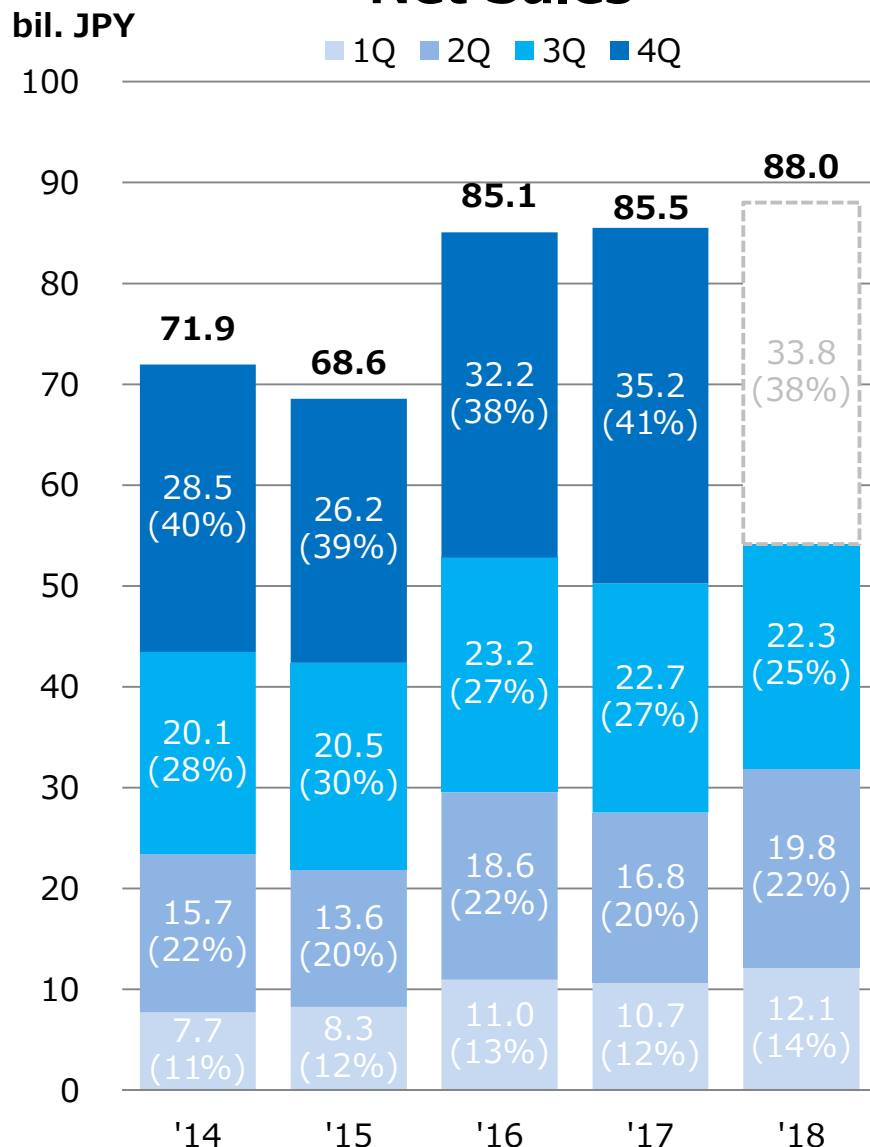
- **Net Sales increased by 8% YoY**
  - Increased in all segments
- **Operating income increased by 4% YoY**
  - Increased in 3 segments except for FFV
- **Order intake increased by 11% YoY, and order backlog increased by 11%**
  - Order intake increased in all segments year on year

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

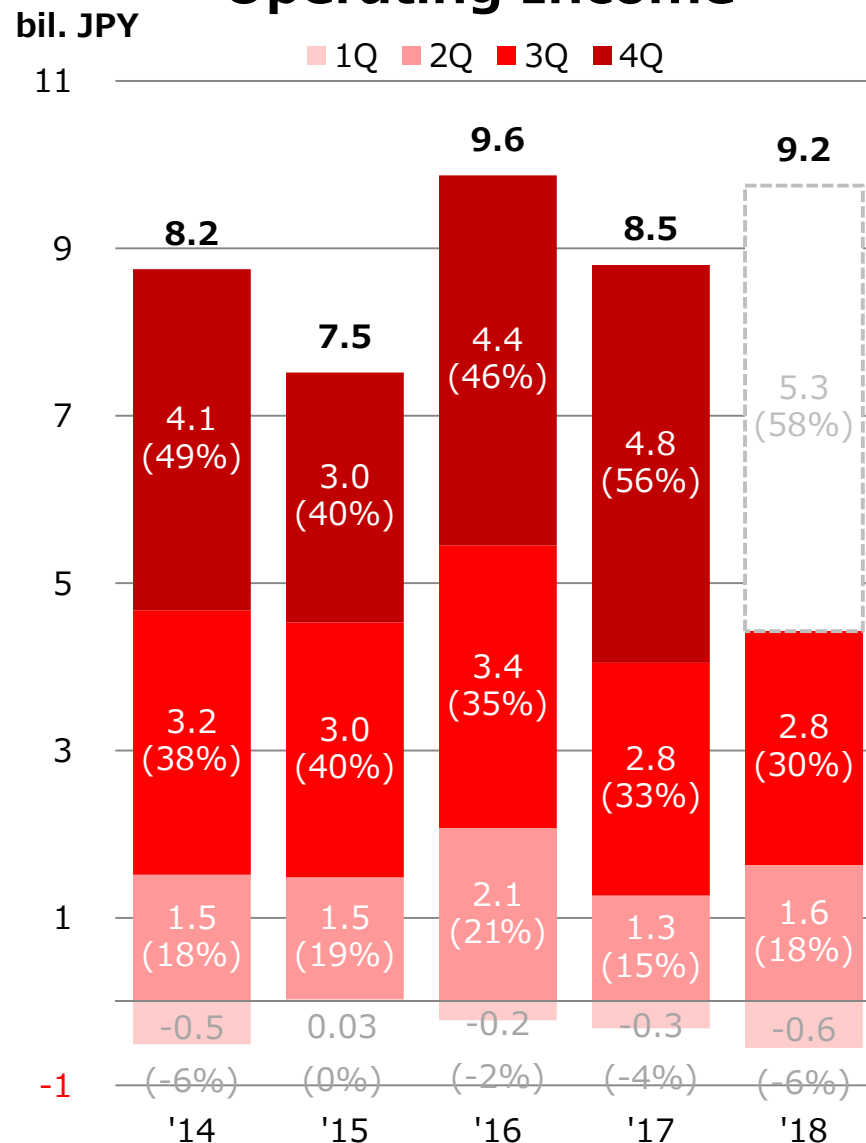
# Performance Composition by Quarter



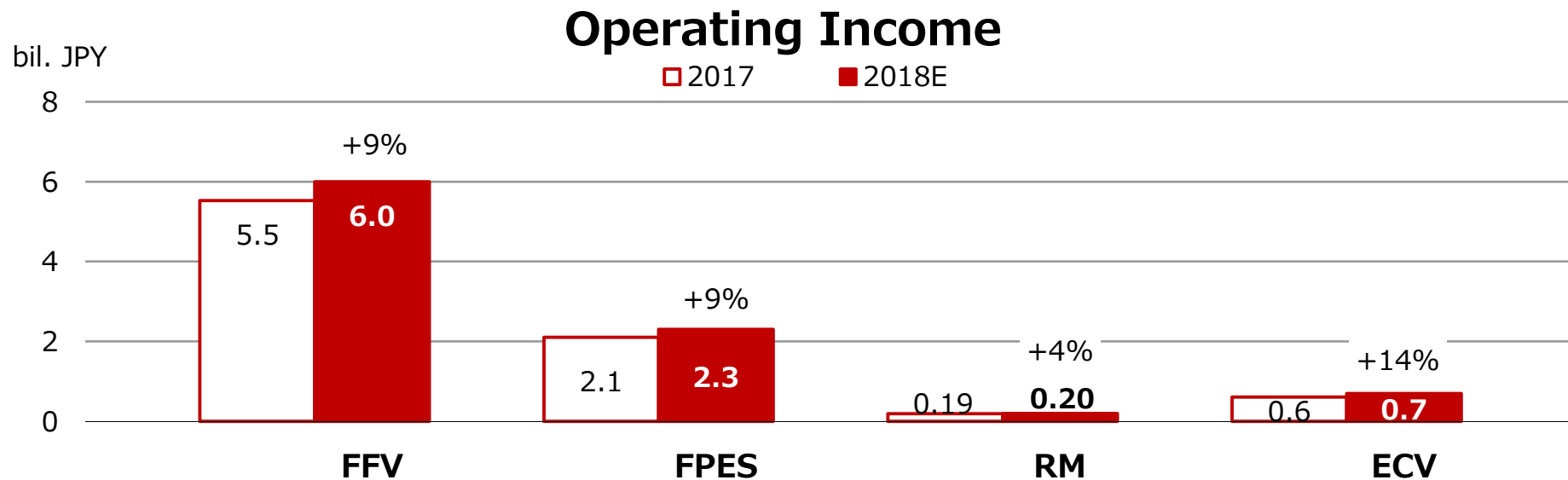
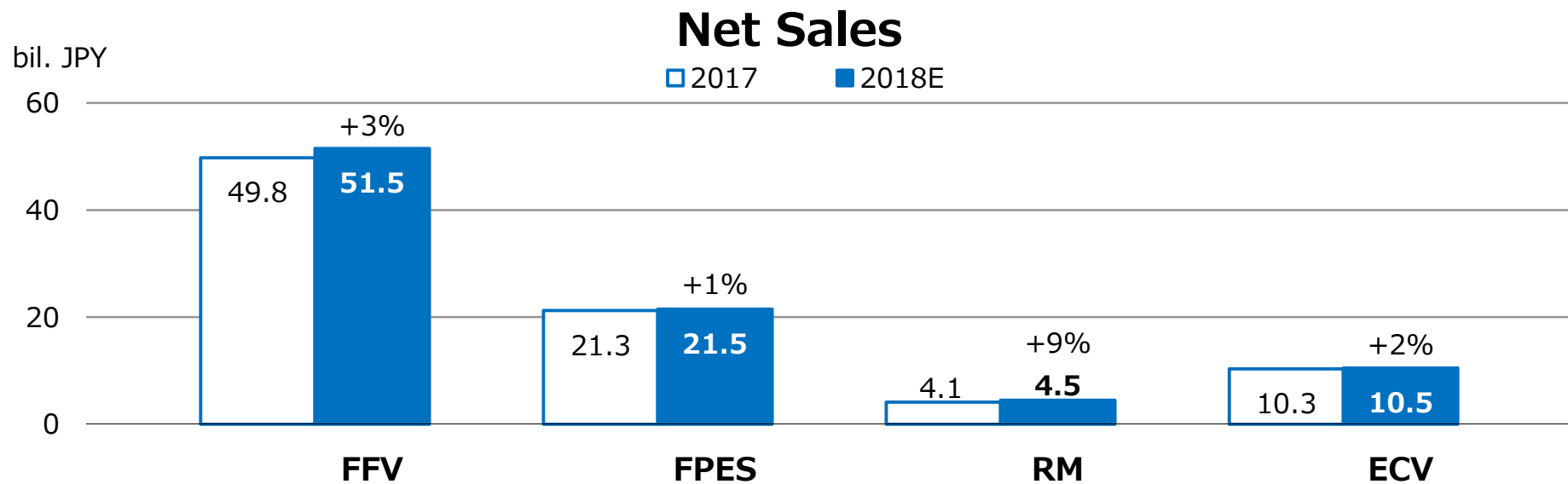
## Net Sales



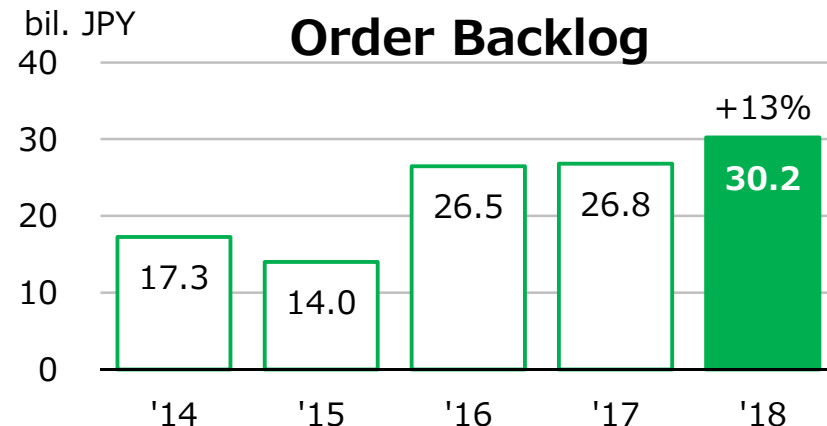
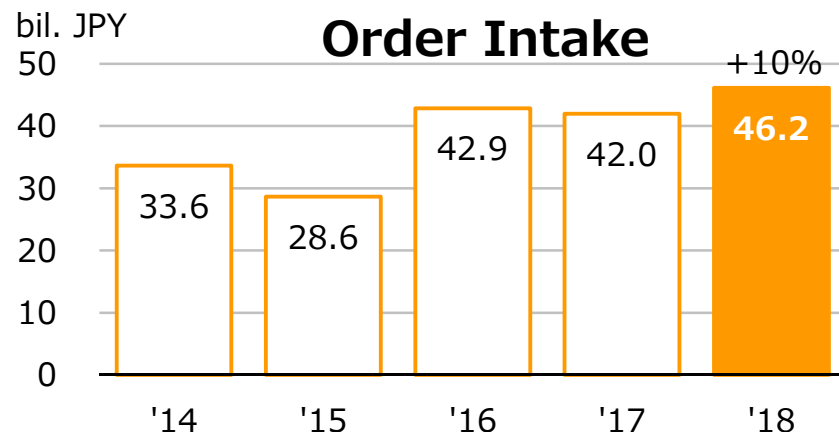
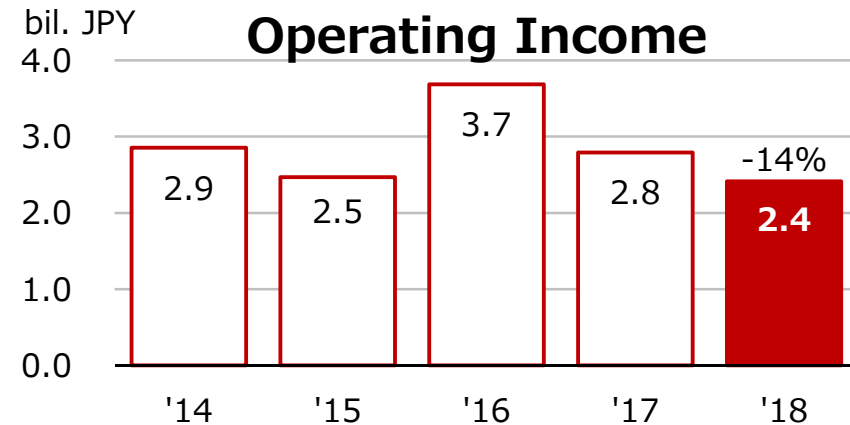
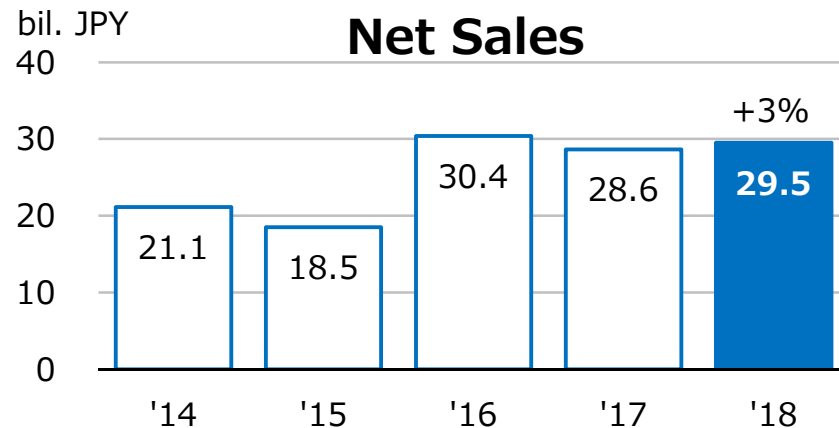
## Operating Income



# Outlook for Segment Performance (Full year) MORITA

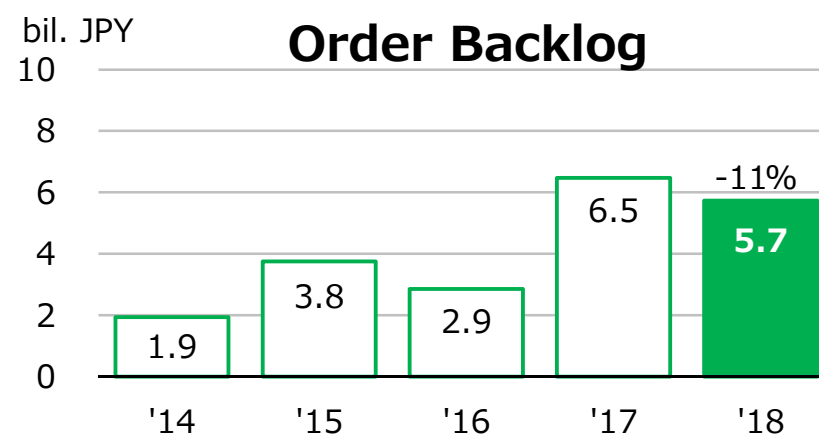
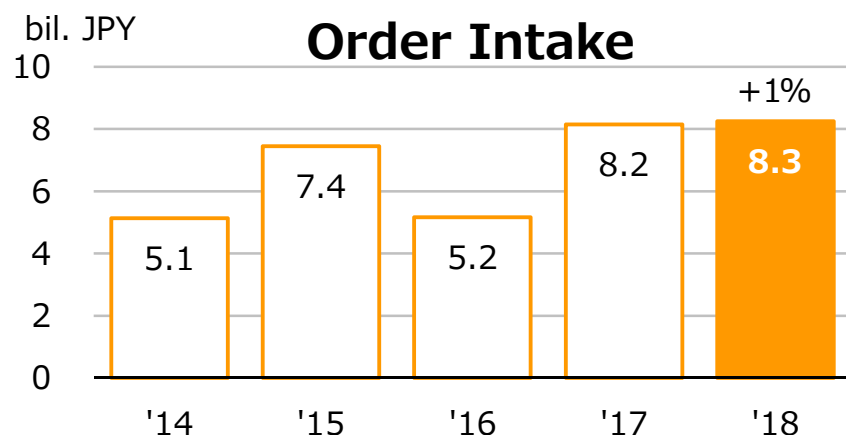
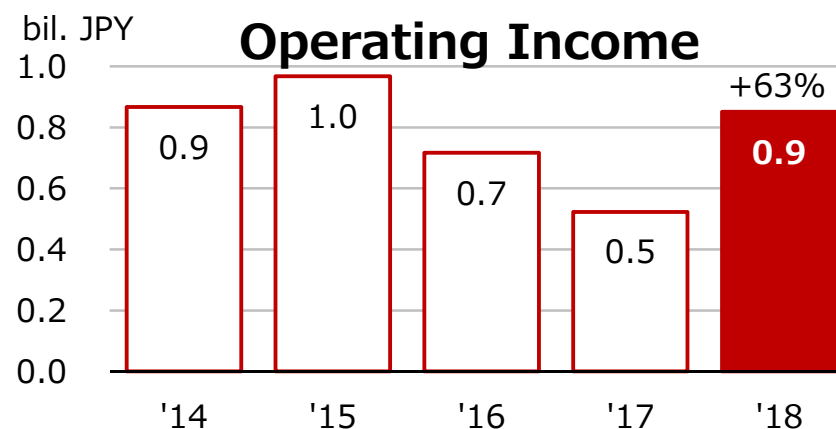
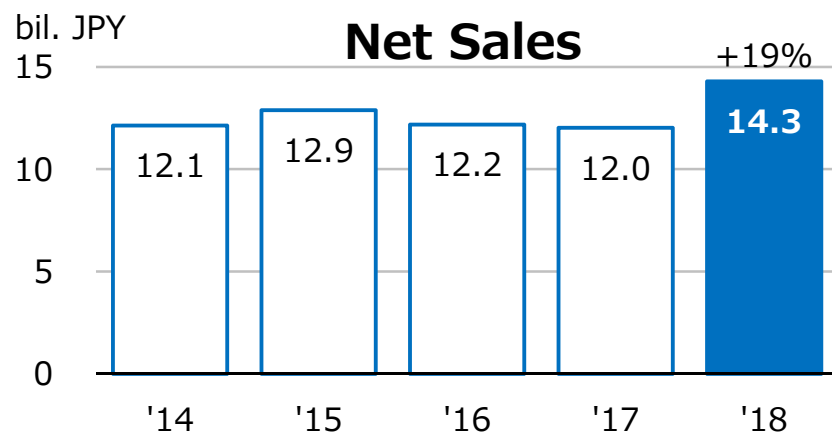


# Fire Fighting Vehicles (3Q)



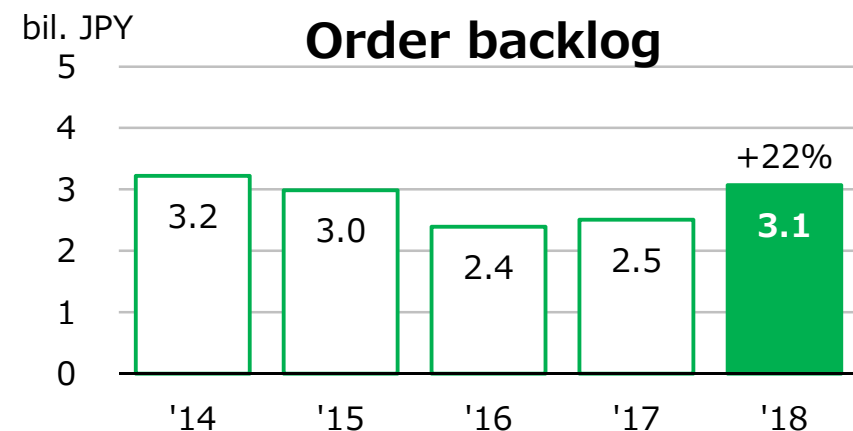
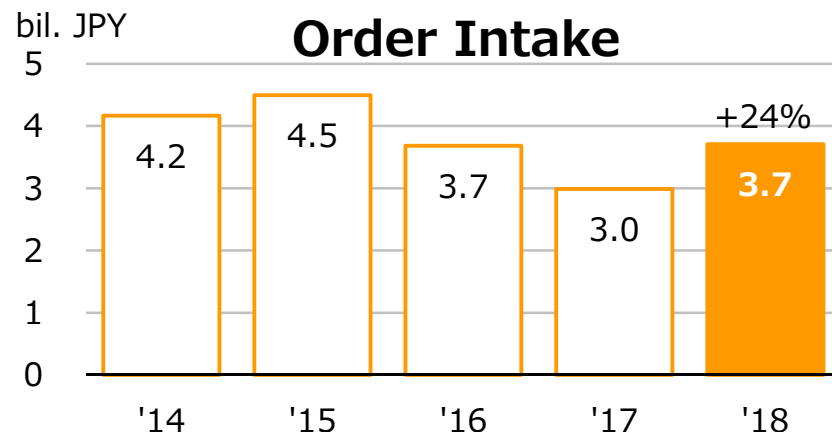
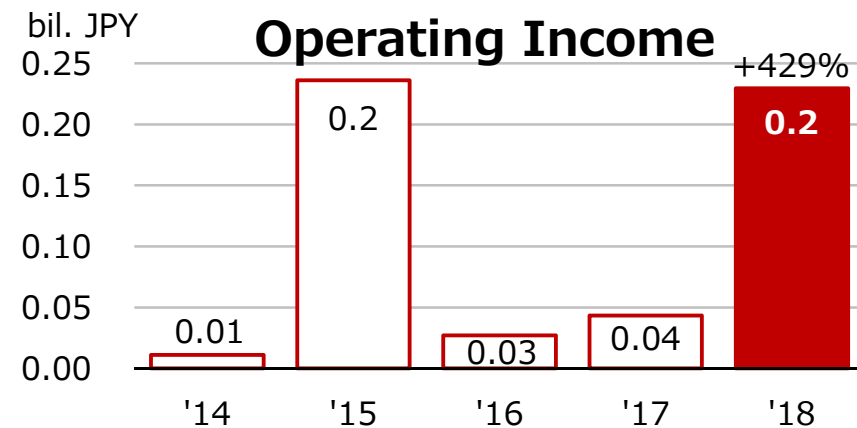
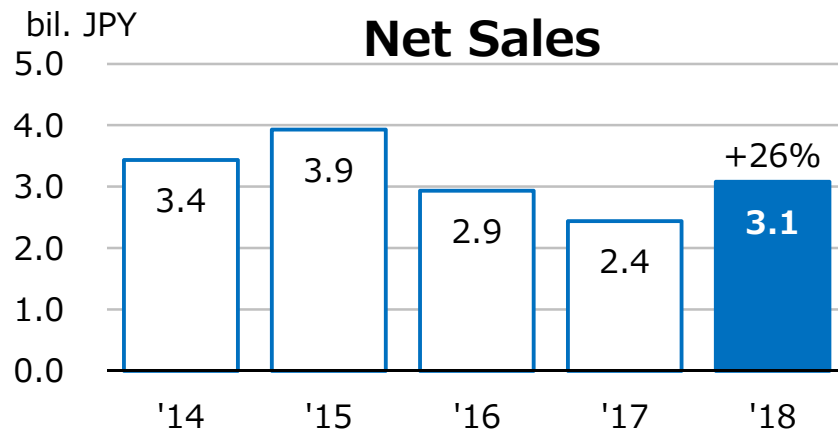
- **Net sales increased by 3% YoY**
  - While delay in issuing import license occurred in China, domestic sales increased steadily
- **Operating income decreased by 14% YoY**
  - Due to the cost for an exhibition and the influence of product and geographic mix
- **Order intake increased by 10% YoY, and order backlog increased by 13%, remaining robust**
  - Both domestic and overseas have grown steadily

# Fire Protection Equipment & Systems (3Q)



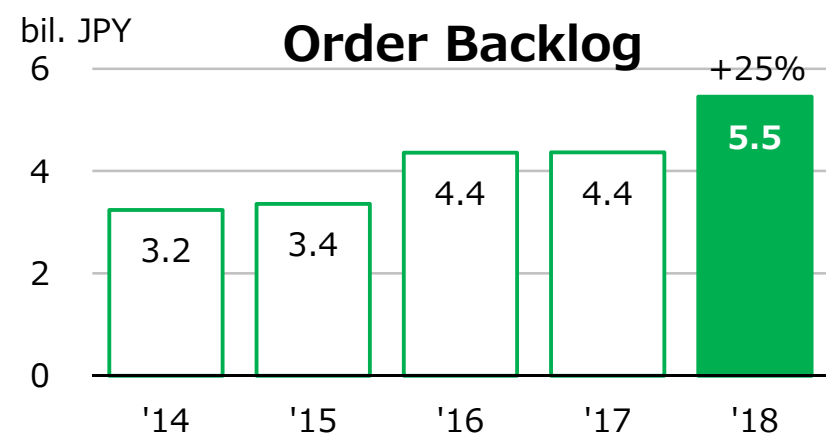
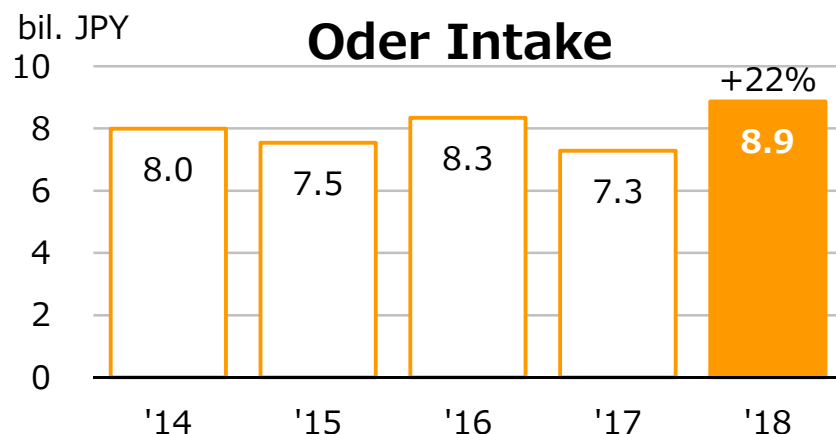
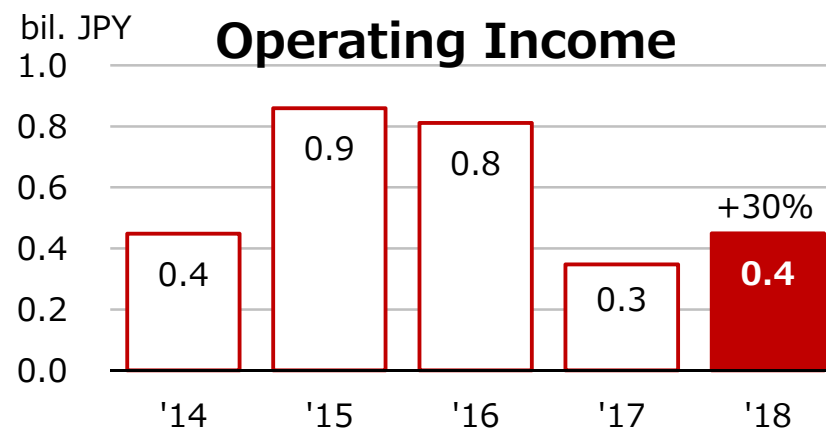
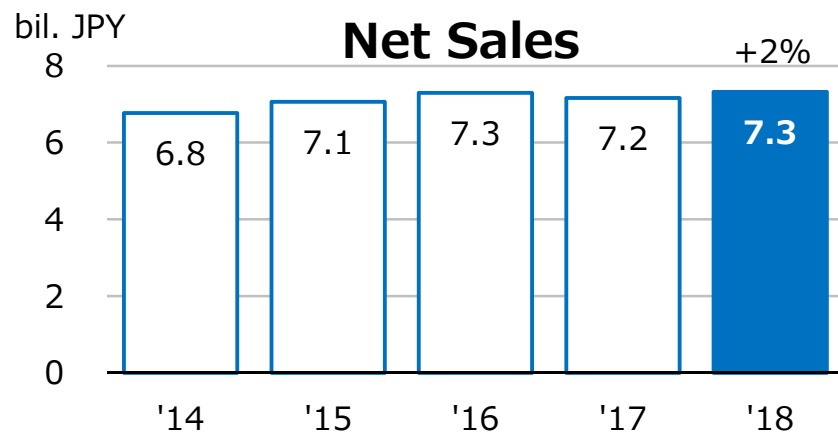
- **Net sales increased by 19% YoY**
  - Sales of SPRINEX increased against a backdrop of the abundant order backlog at the beginning of the fiscal year
- **Operating income increased by 0.3 billion yen YoY**
  - Positive impact by the increase in sales of SPRINEX
- **Order intake increased by 1% YoY, and order backlog decreased by 11% but still remain robust**
  - Remain robust due to the growth of SPRINEX for apartment houses

# Recycling Machines (3Q)



- **Net sales increased by 26% YoY**
  - Sales of products, maintenance and service progressed well
- **Operating income increased by 0.2 billion yen YoY**
  - Profit expanded in accordance with the increase in sales
- **Order intake increased by 24% YoY, and order backlog increased by 22%**
  - Order intake progressed solidly

# Environmental Conservation Vehicles (3Q) MORITA



- **Net sales increased by 2% YoY**
  - Sales of parts and maintenance increased steadily
- **Operating income increased by 30% YoY**
  - Due to the normalization of delay in production line caused by the relocation of factory in May 2017
- **Order intake increased by 22% YoY, and order backlog increased by 25%**
  - Strong demand for both sanitary vehicles and garbage collectors





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