

Third Quarter Financial Results for FY2019

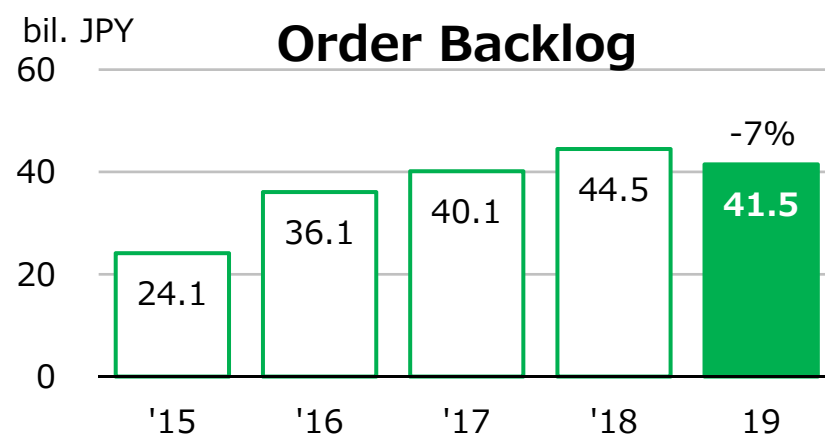
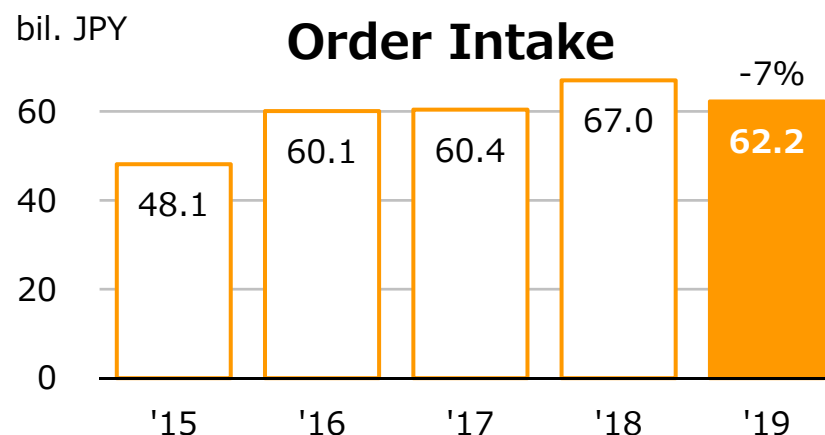
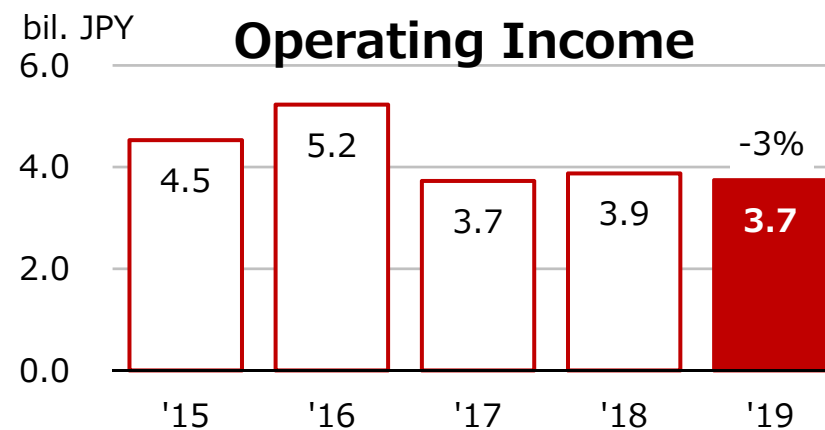
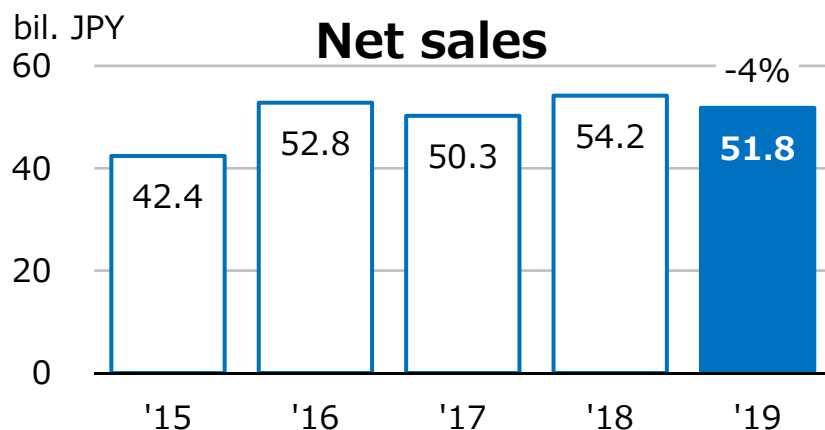
January 31, 2020

Securities Code: 6455

MORITA HOLDINGS CORPORATION

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

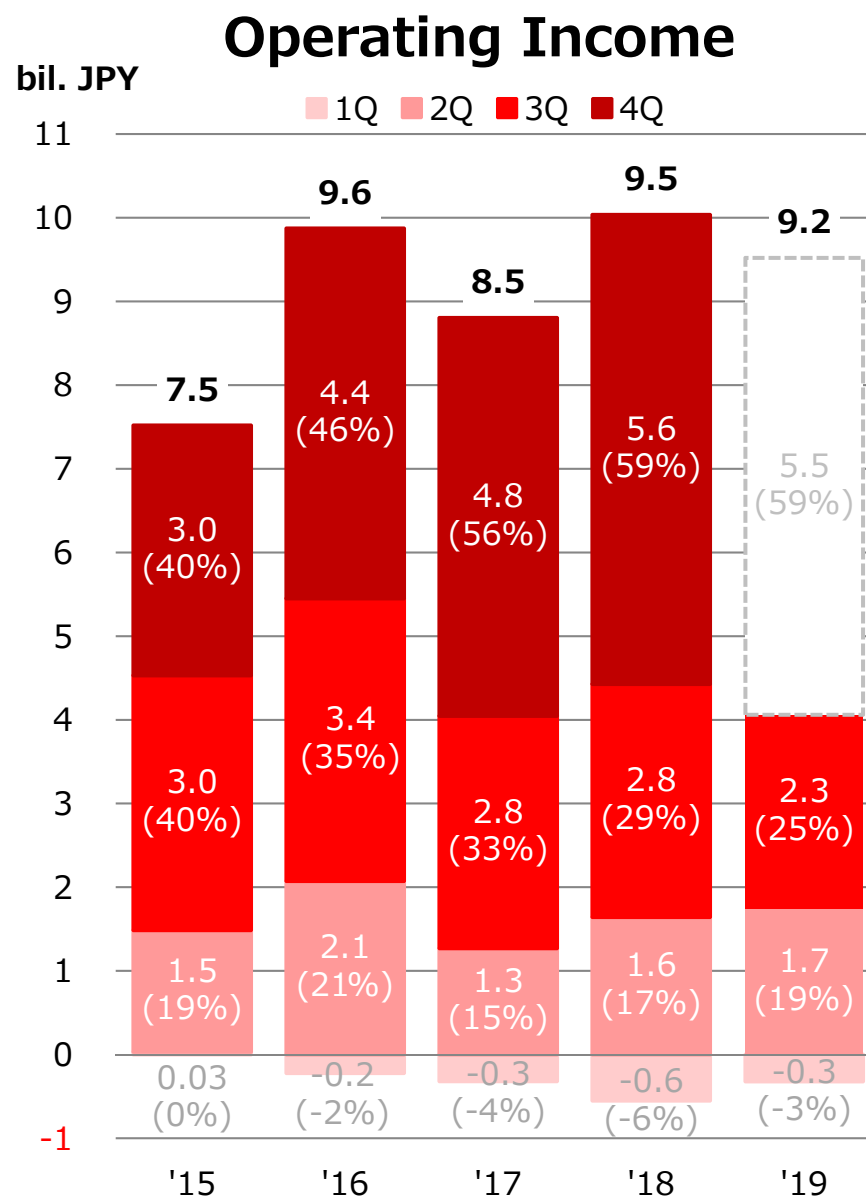
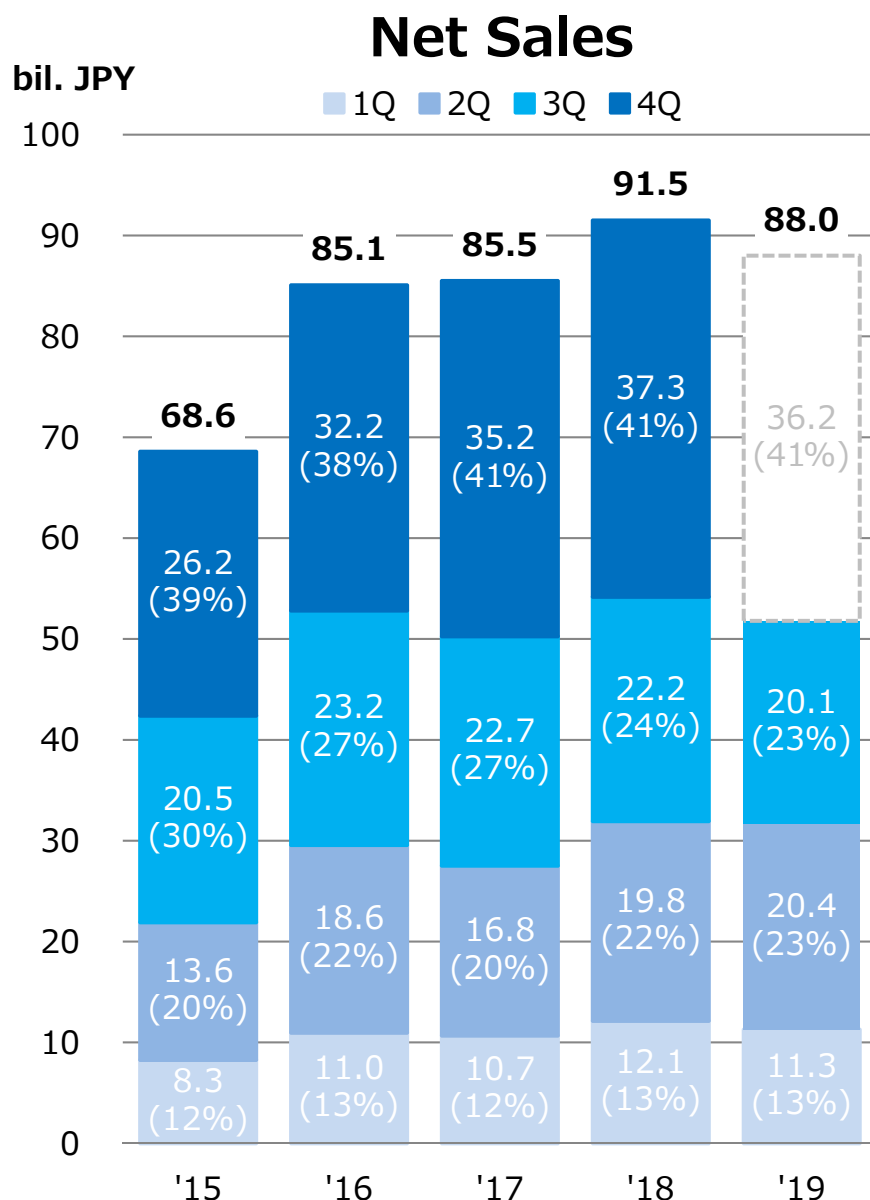
Consolidated Performance (3Q)



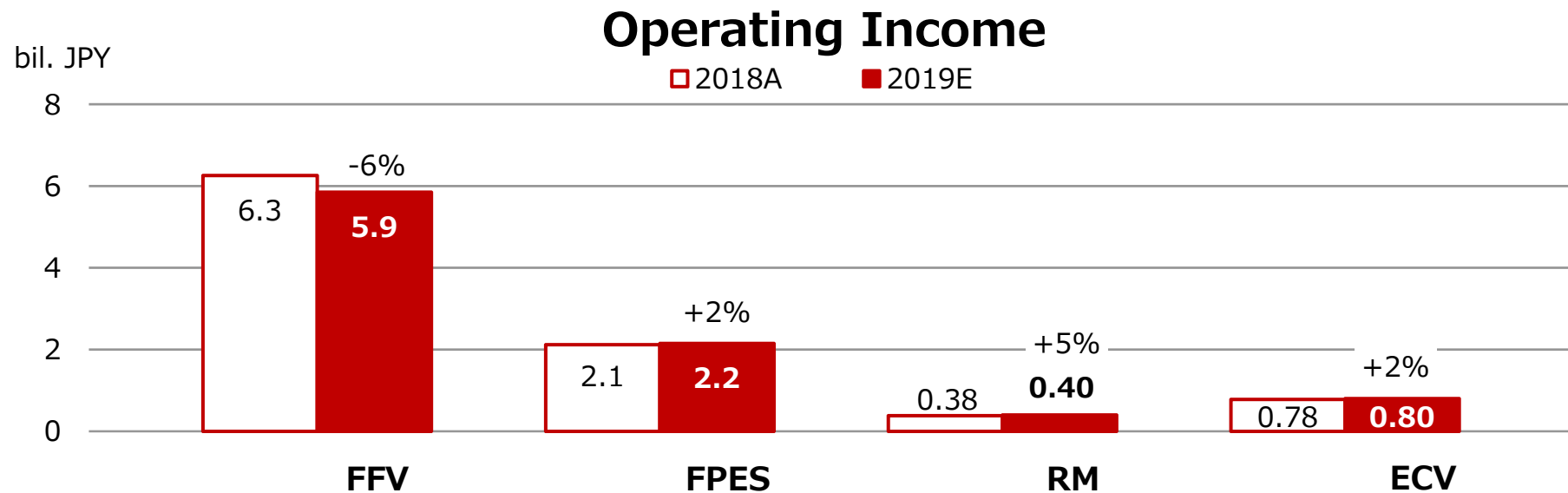
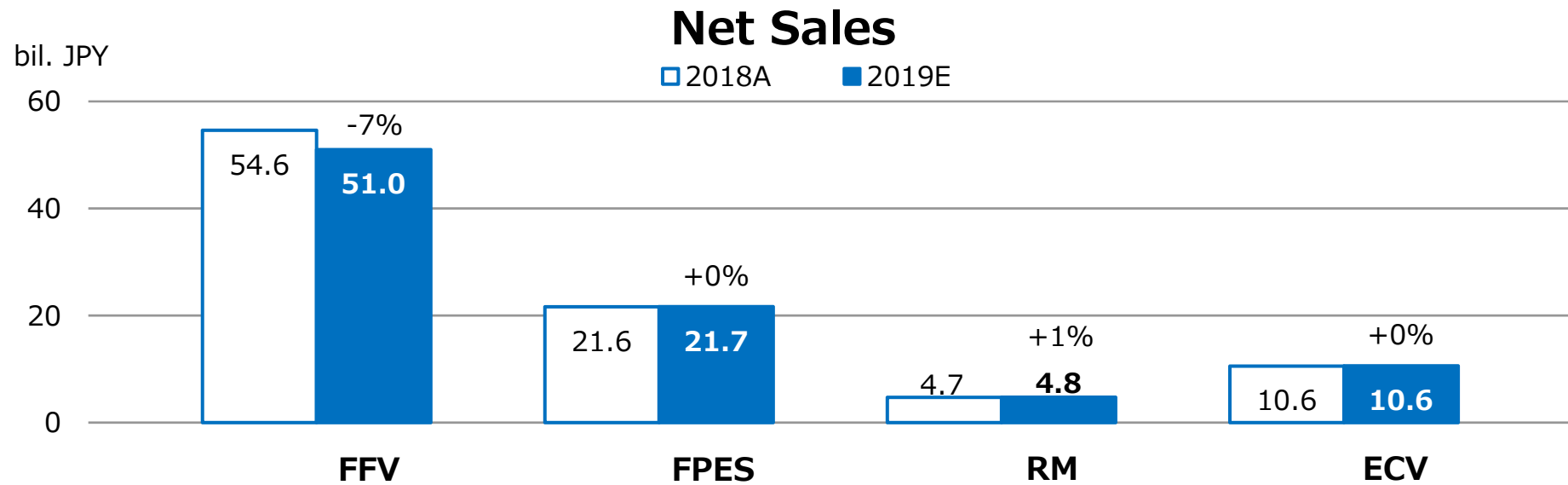
- **Net sales decreased by 4% YoY**
 - While net sales increased in RM and ECV business, it decreased in FFV and FPES business
- **Operating income decreased by 3% YoY**
 - Due to the impact of lower sales in FPES business
- **Order intake decreased by 7% YoY, and order backlog decreased by 7%**
 - Partly due to the decrease in order intake in FFV and FPES business

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

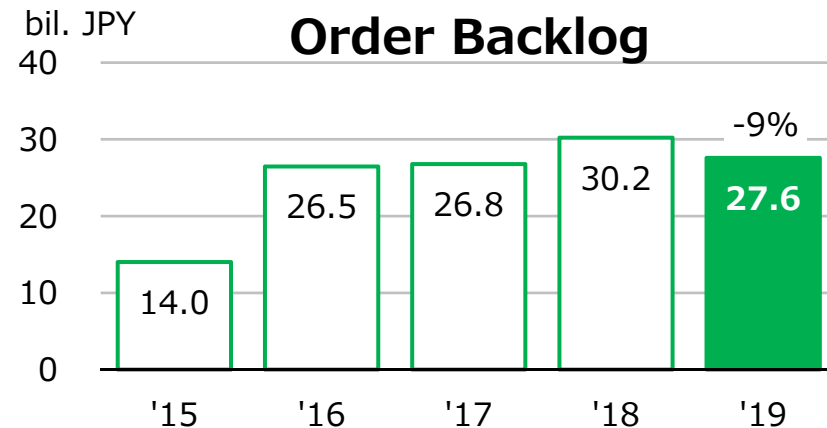
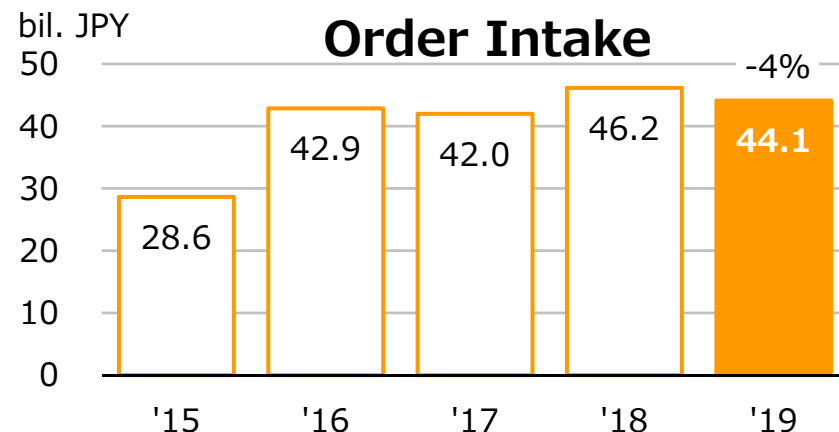
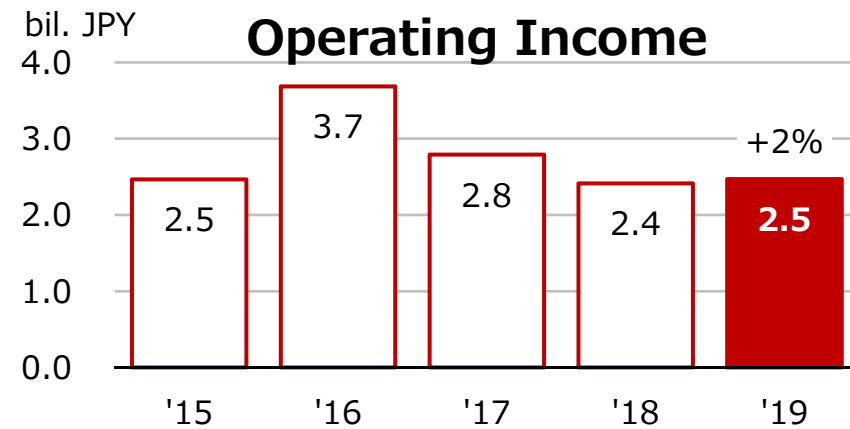
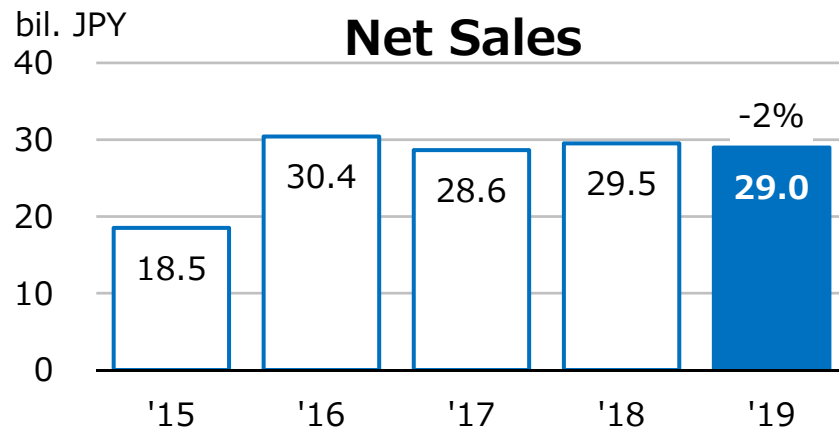
Performance Composition by Quarter



Outlook for Segment Performance (Full year) **MORITA**

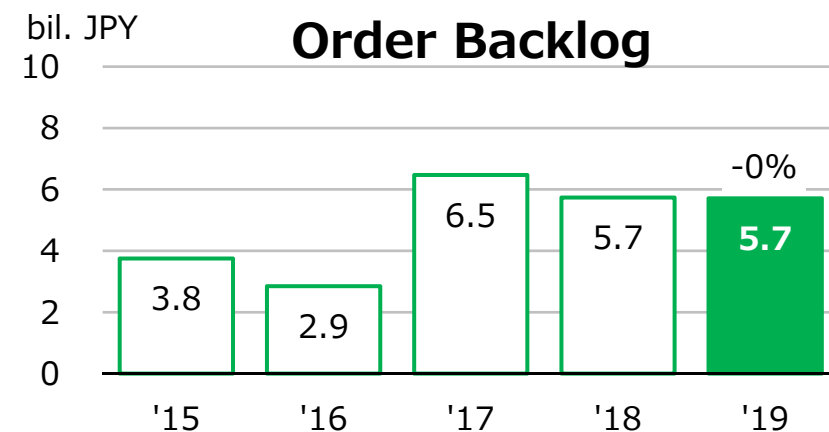
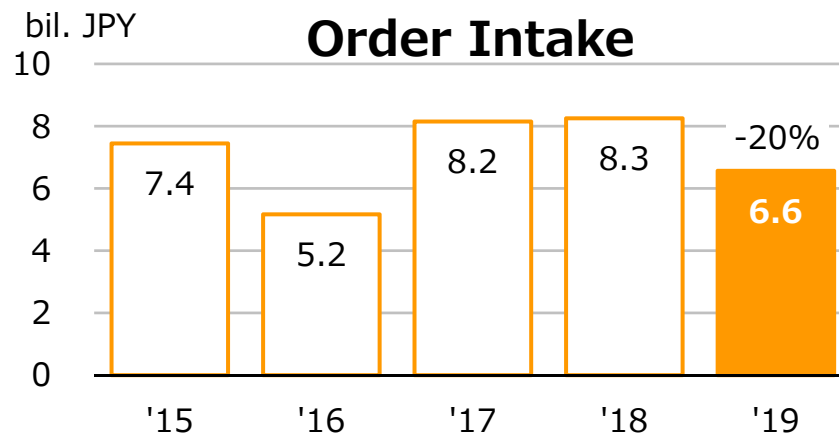
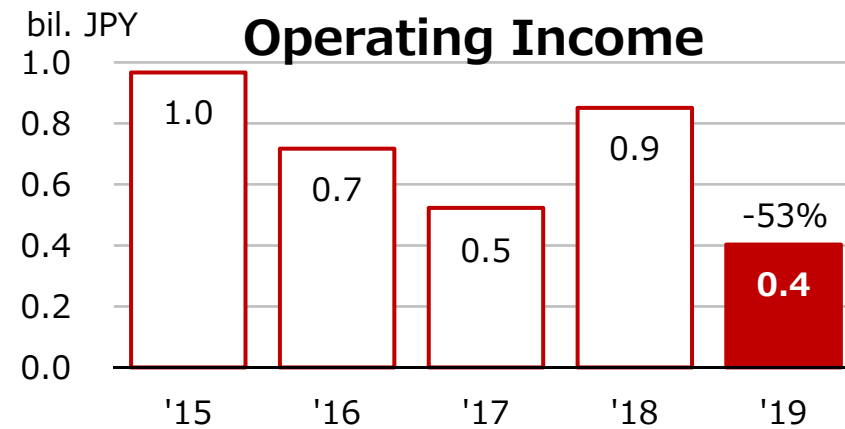
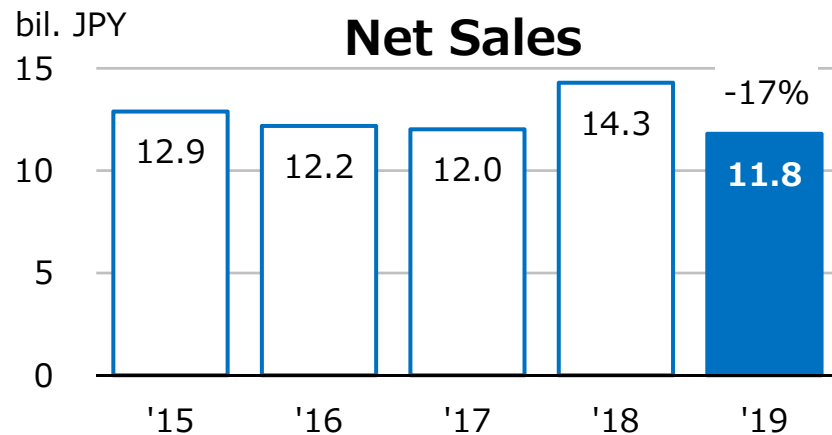


Fire Fighting Vehicles (3Q)



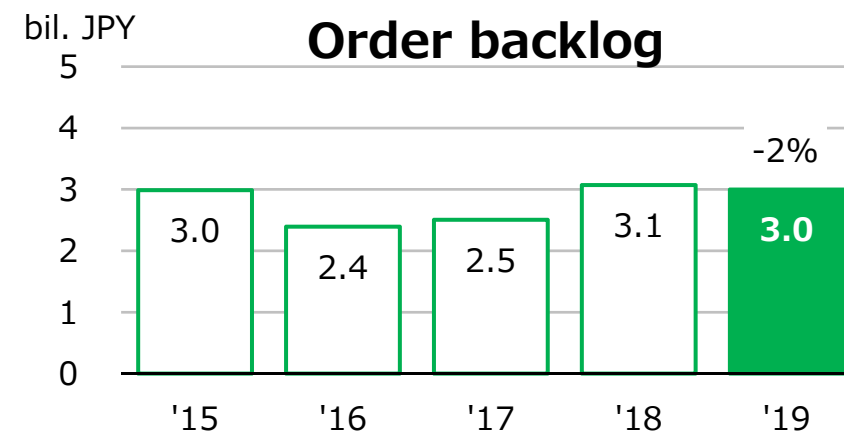
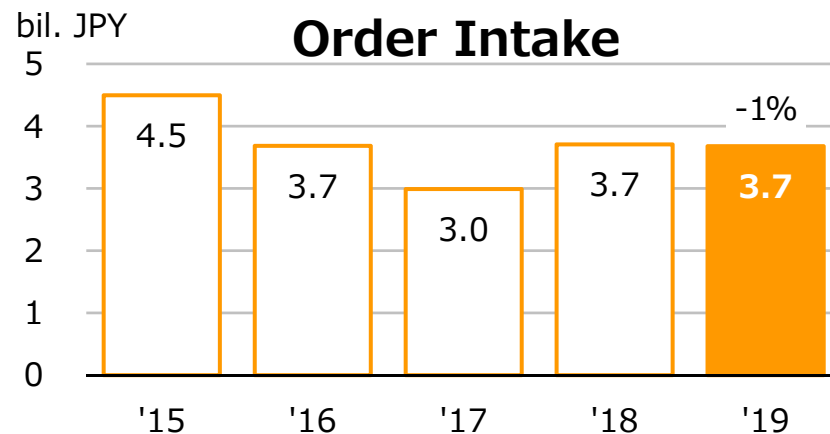
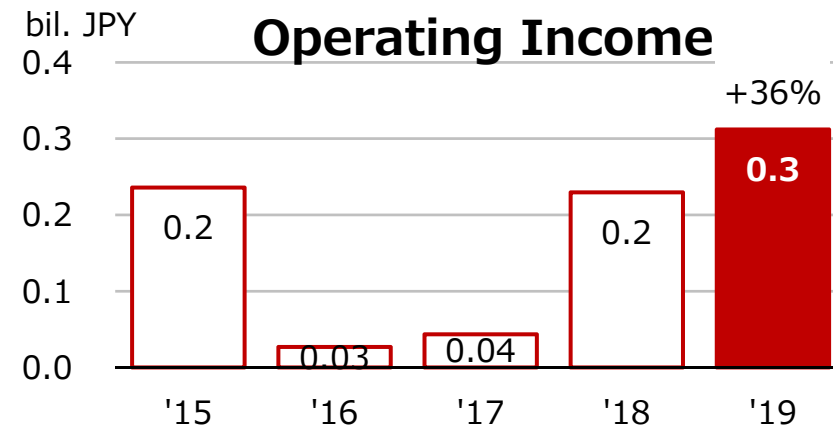
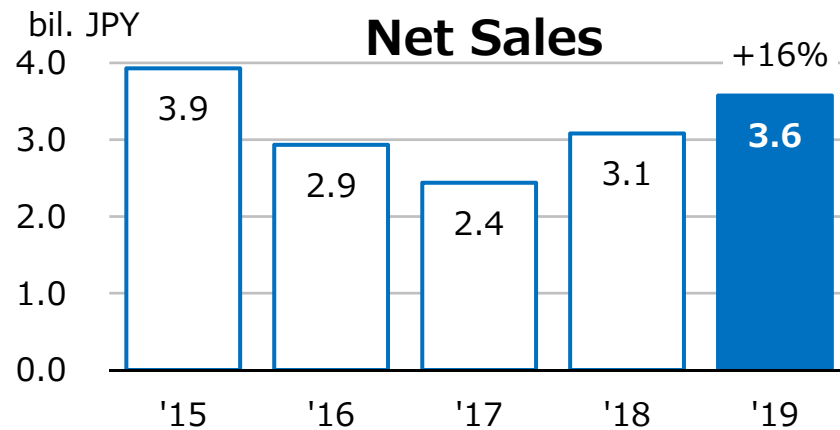
- **Net sales decreased by 2% YoY**
 - While overseas sales increased steadily, domestic sales decreased due to the lower level of deliveries yet the market share improved
- **Operating income increased by 2% YoY**
 - Due to the absence of cost for an exhibition occurred in the previous year, partly offset by the impact of decrease in sales
- **Order intake decreased by 4% YoY, and order backlog decreased by 9%**
 - Due to the changes in domestic product mix

Fire Protection Equipment & Systems (3Q)



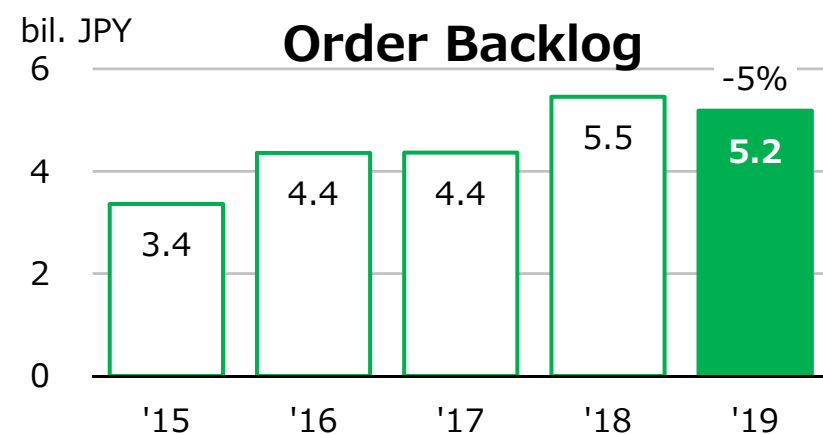
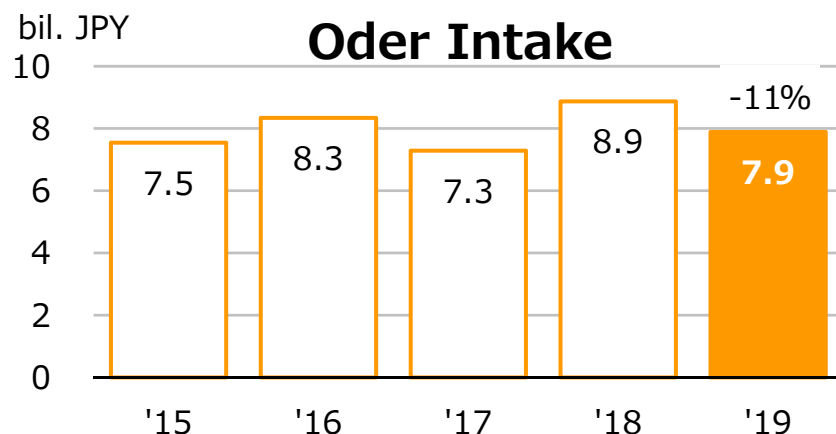
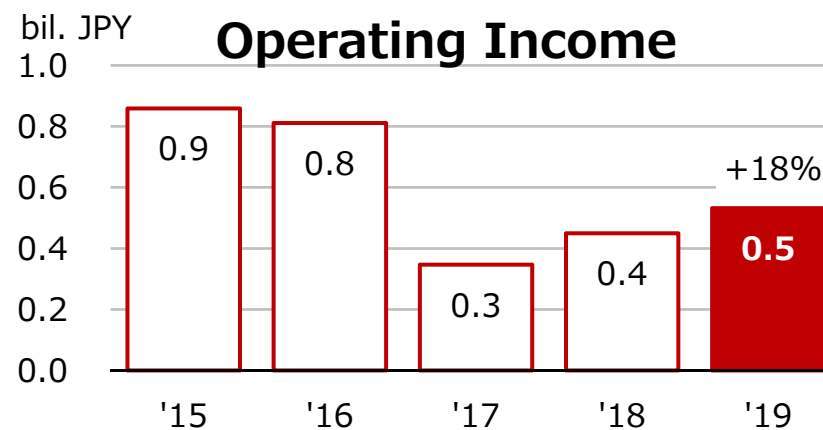
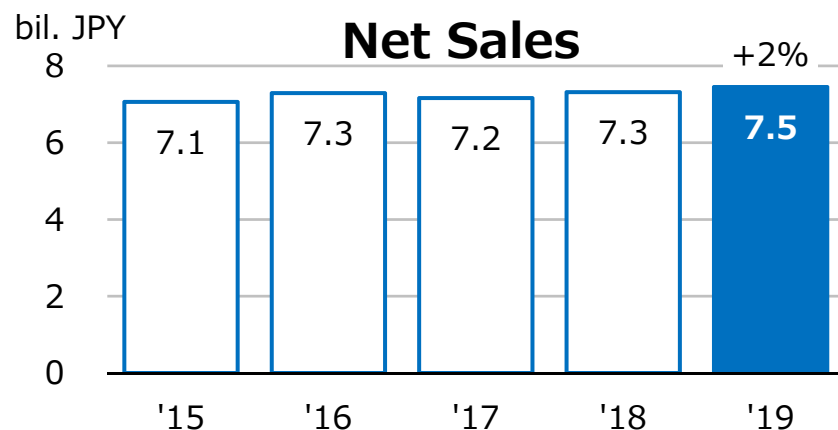
- **Net sales decreased by 17% YoY**
 - While sales of fire extinguisher remain solid, sales of SPRINEX for medical clinics decreased due to the delay in grant of government subsidies
- **Operating income decreased by 53% YoY**
 - In accordance with the decrease in sales of SPRINEX
- **Order intake decreased by 20% YoY, and order backlog decreased slightly**
 - In addition to the delay in grant of government subsidies for medical clinics, the demand is weaker at this moment

Recycling Machines (3Q)



- **Net sales increased by 16% YoY**
 - Due to the steady increase in sales of products
- **Operating income increased by 36% YoY**
 - In accordance with the increase in sales of products
- **Order intake decreased by 1% YoY, and order backlog decreased by 2%**
 - Remain robust yet decreased slightly compared to the previous year

Environmental Conservation Vehicles (3Q) MORITA



- **Net sales increased by 2% YoY**
 - Due to the steady increase in deliveries of products, primarily in garbage trucks
- **Operating income increased by 18% YoY**
 - In accordance with the increase in sales of products
- **Order intake decreased by 11% YoY, and order backlog decreased by 5%**
 - Due to the reactionary decrease in rush demand occurred in the previous year



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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