

# Third Quarter Financial Results for FY2020

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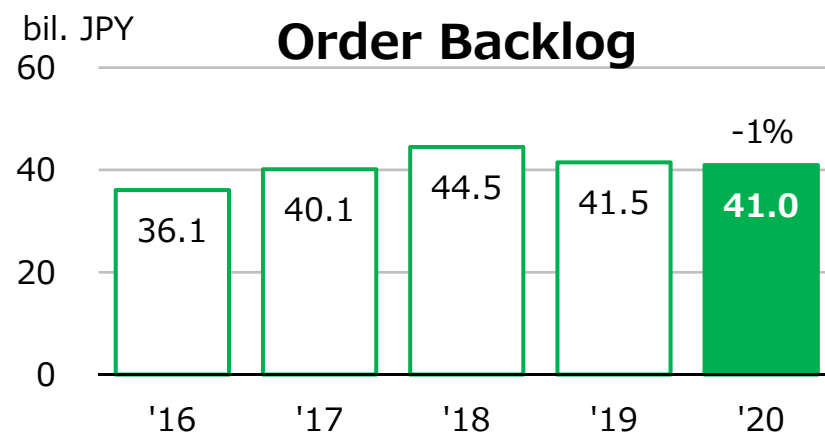
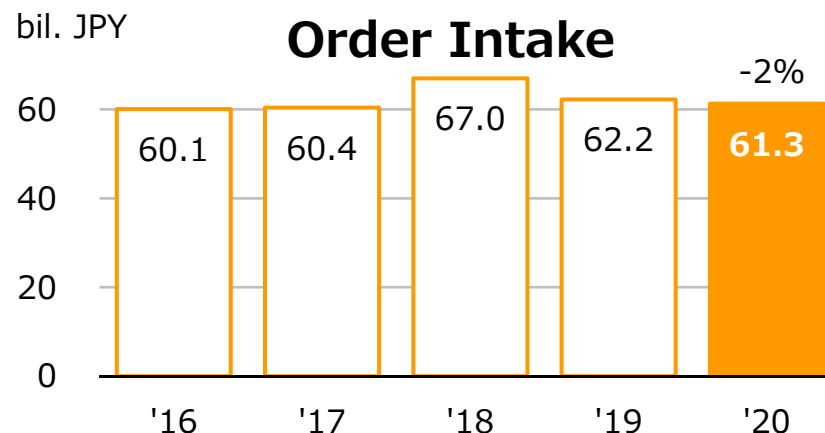
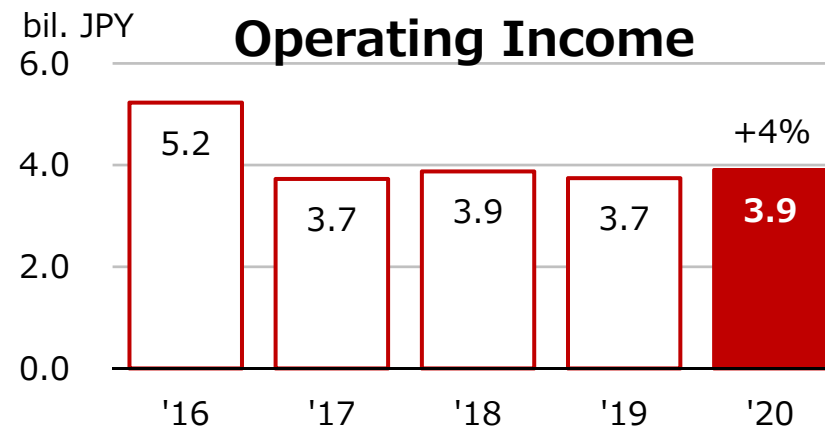
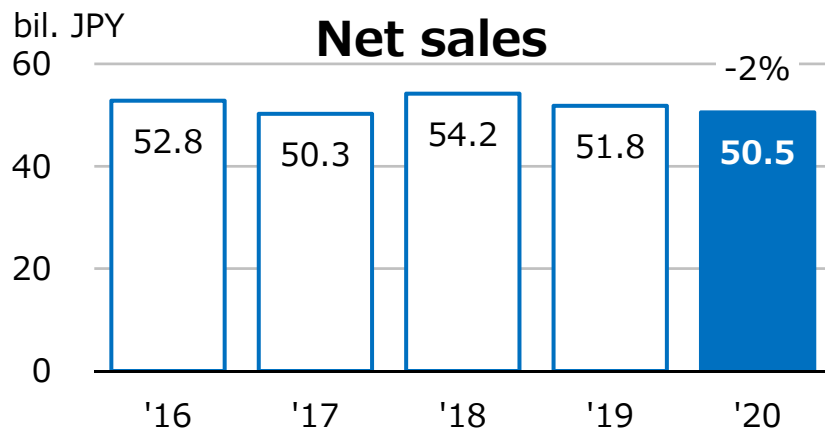
February 5, 2021

Securities Code: 6455

**MORITA HOLDINGS CORPORATION**

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

# Consolidated Performance (3Q)



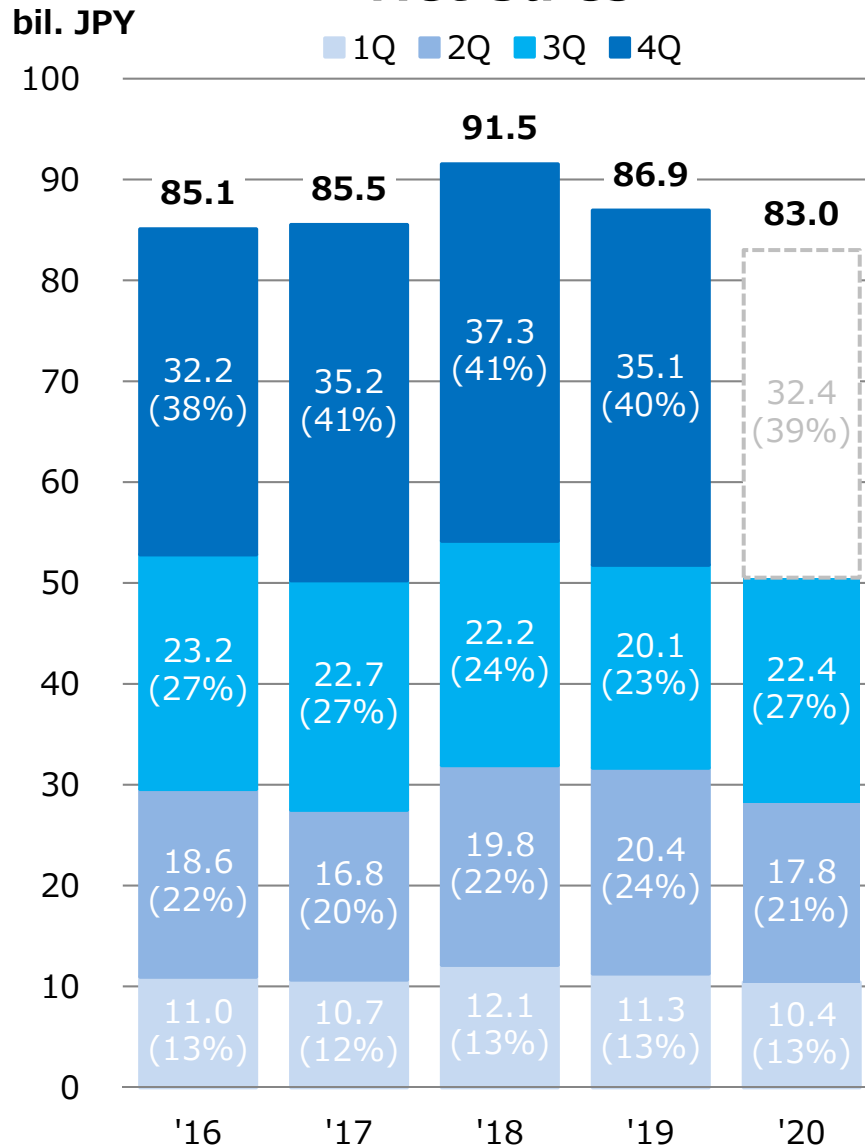
- **Net sales decreased by 2% YoY, and operating income increased by 4% YoY**
  - While net sales and operating income decreased in FPES business, RM business, and ECV business, both net sales and operating income increased in main business FFV
- **Order intake decreased by 2% YoY, and order backlog decreased by 1% YoY**
  - Partly due to the decrease in order intake in FPES business

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

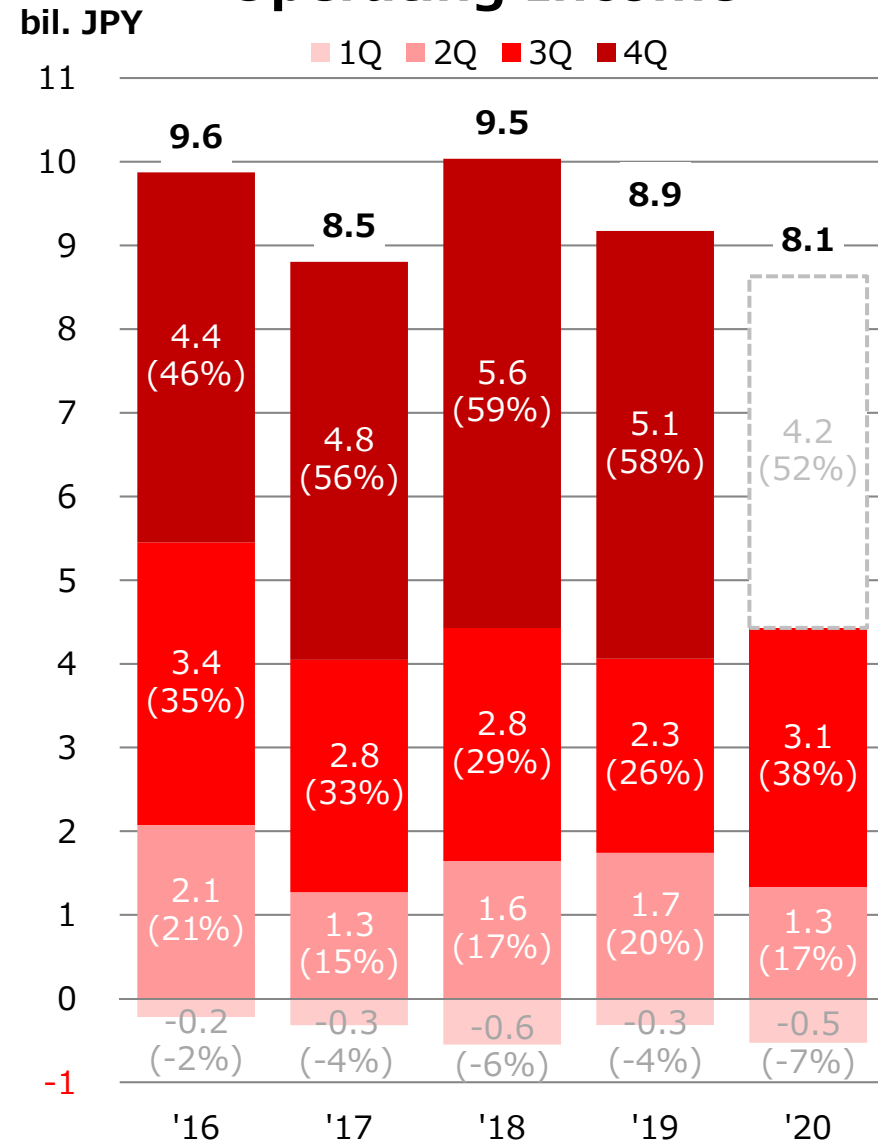
# Performance Composition by Quarter



## Net Sales

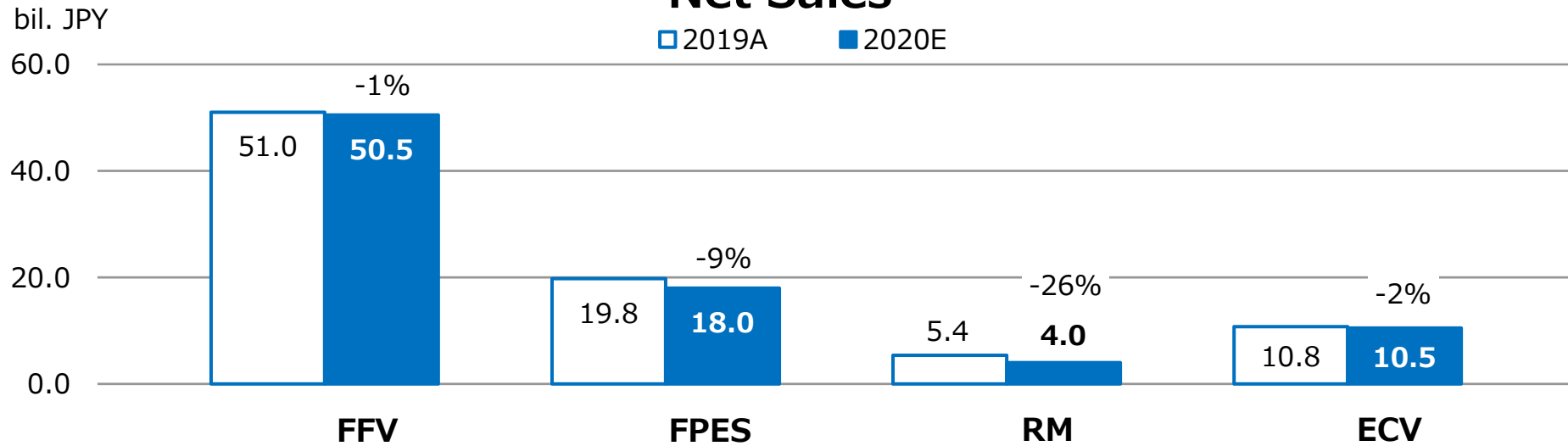


## Operating Income

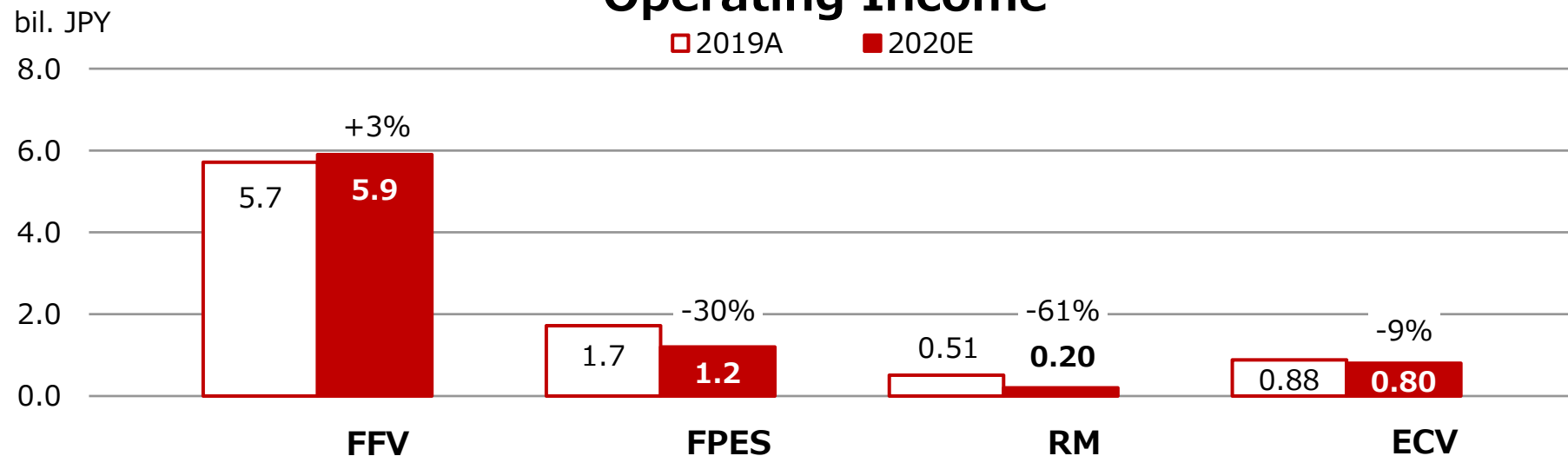


# Outlook for Segment Performance (Full year) **MORITA**

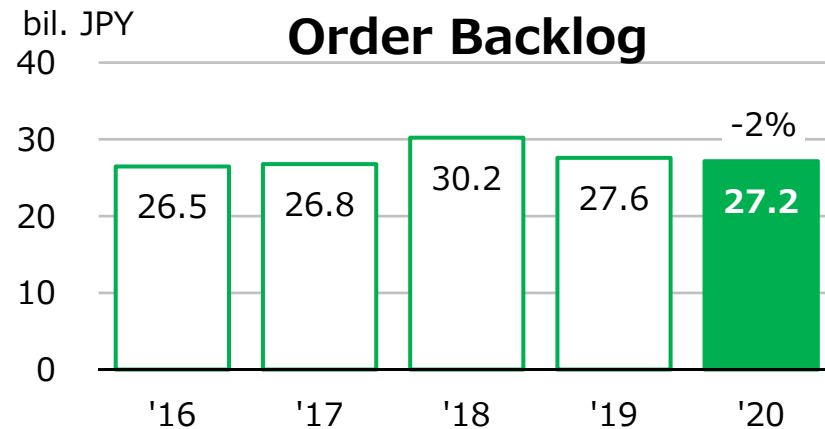
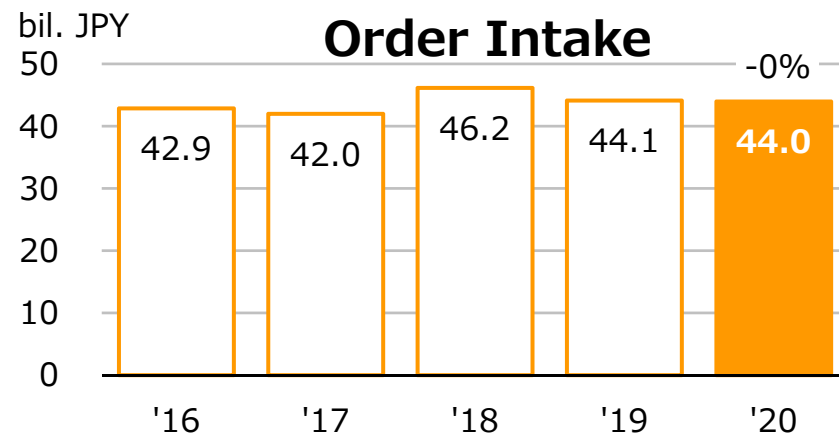
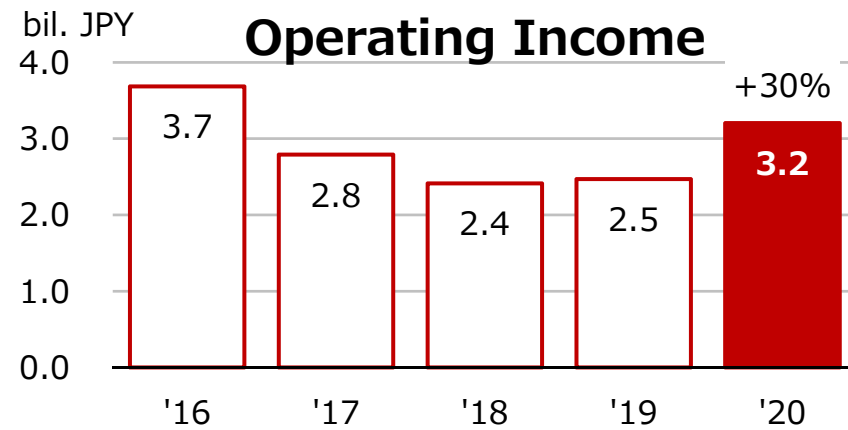
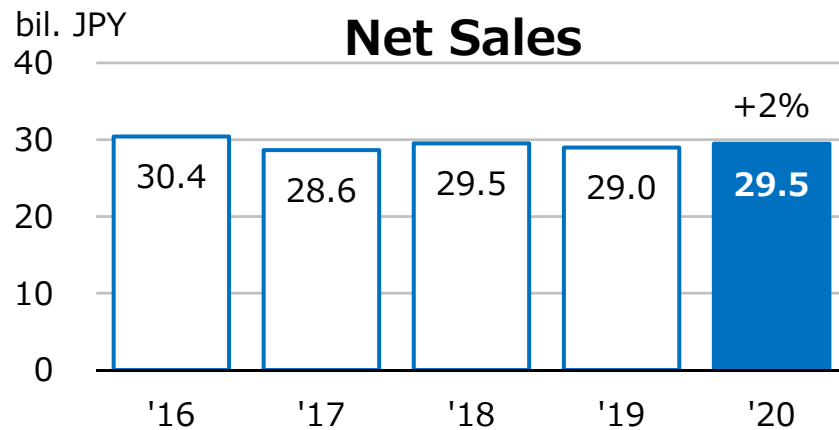
## Net Sales



## Operating Income

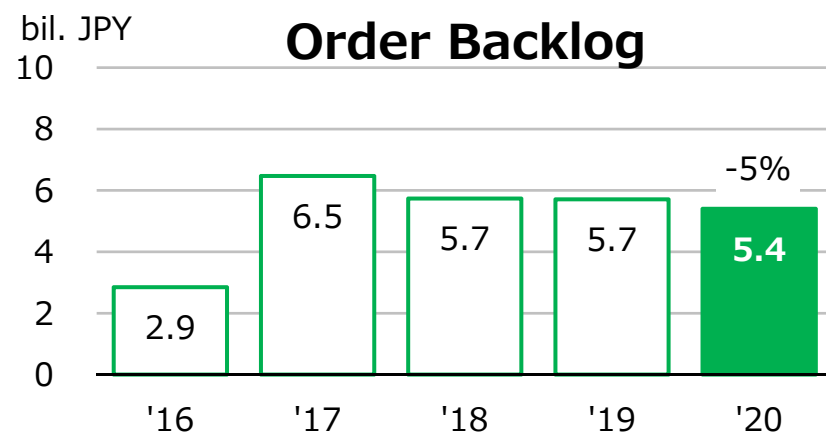
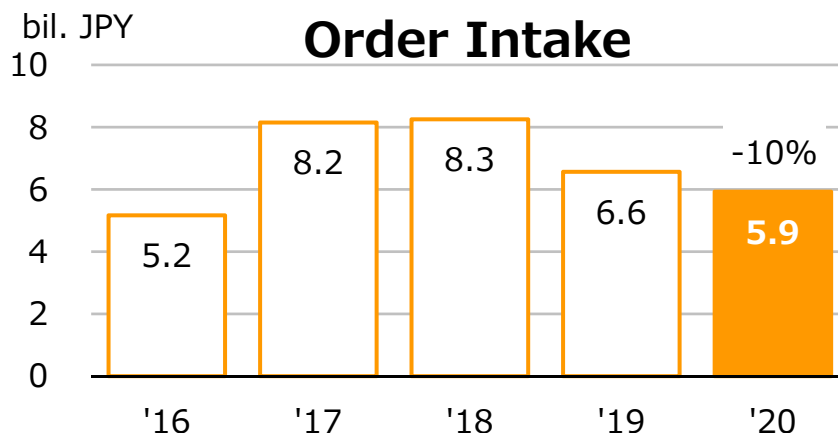
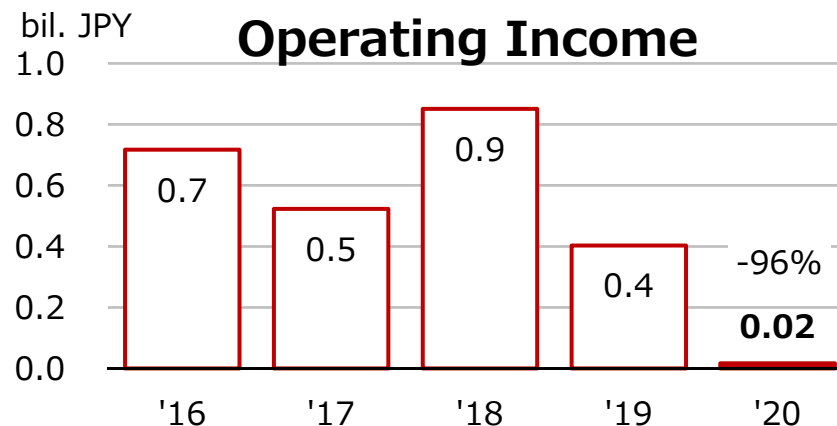
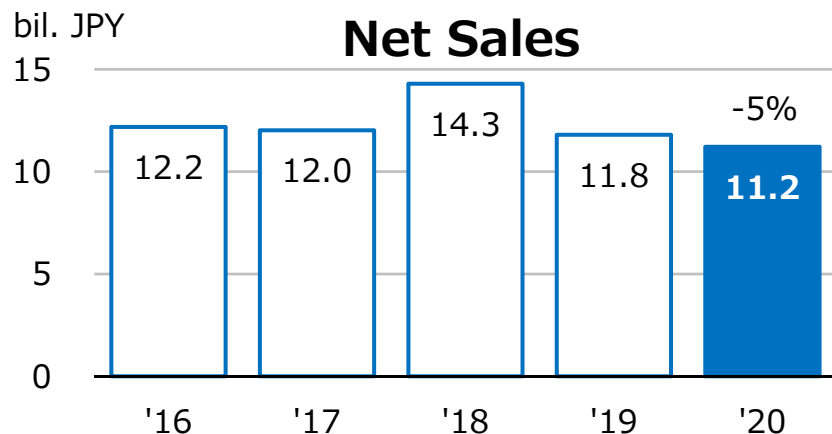


# Fire Fighting Vehicles (3Q)



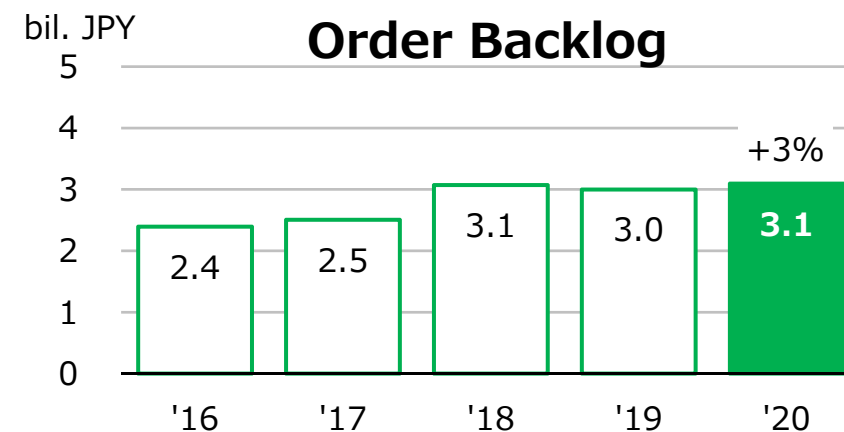
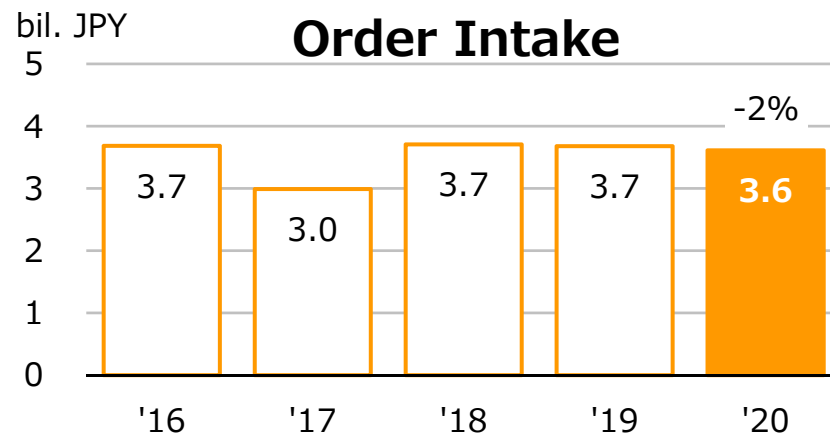
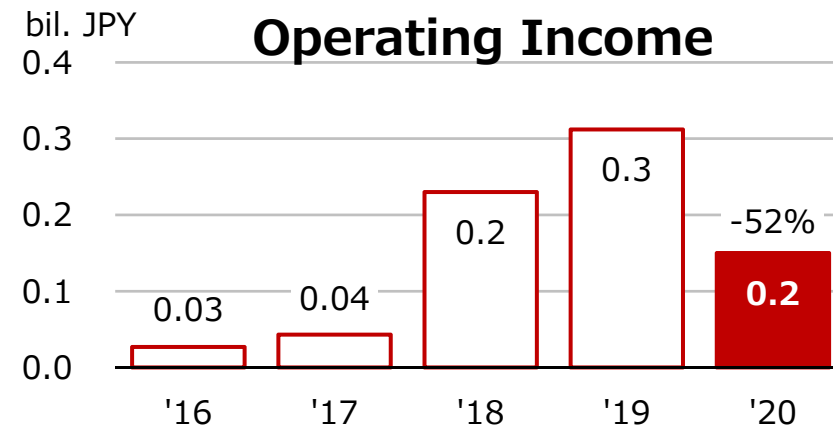
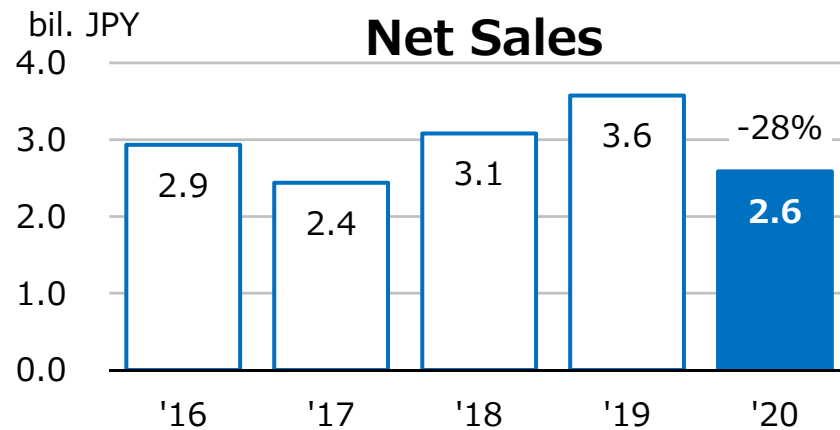
- **Net sales increased by 2% YoY, and operating income increased by 30% YoY**
  - In addition to solid sales in domestic market, SG&A cost reduction contributed to improved productivity
- **Order intake slightly decreased YoY, and order backlog decreased by 2% YoY**
  - While order intake in domestic market has remained steady, some overseas market has remained delay

# Fire Protection Equipment & Systems (3Q)



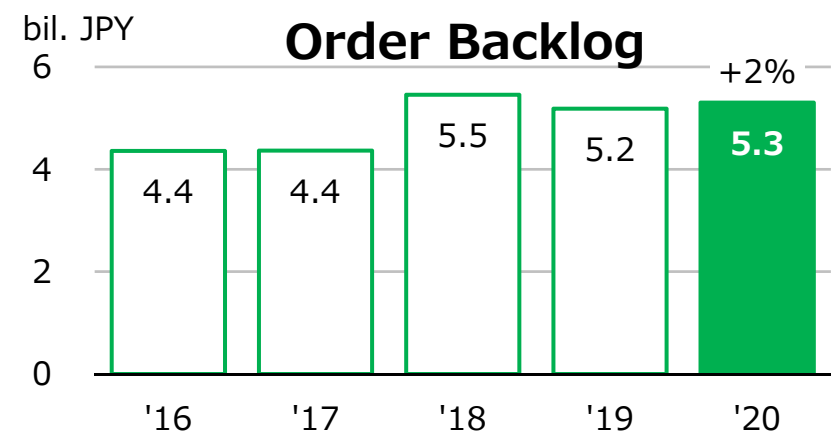
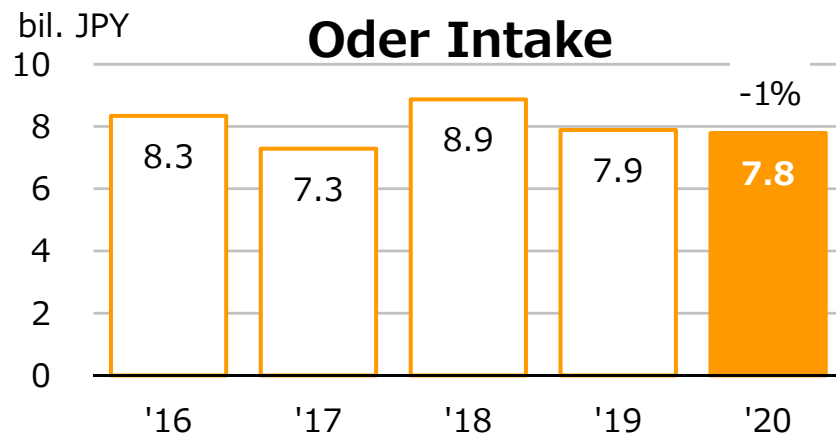
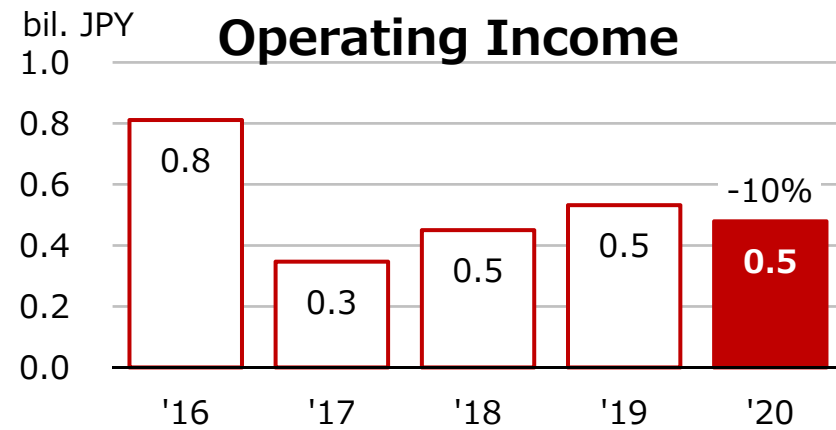
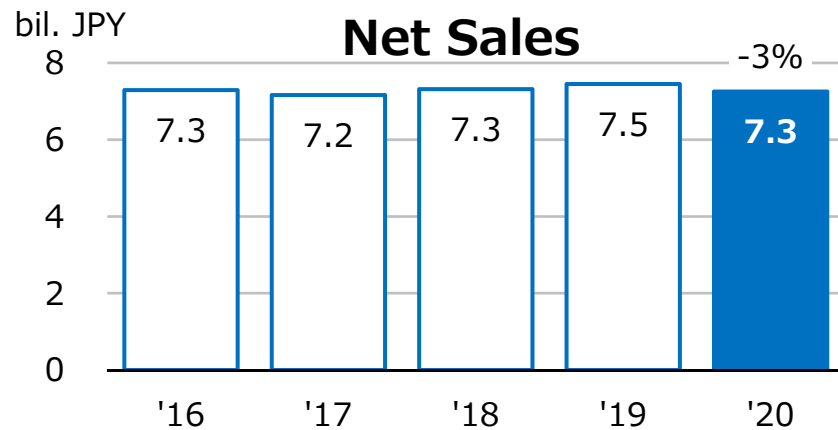
- **Net sales decreased by 5% YoY, and operating income decreased by 96% YoY**
  - While the sales of fire extinguisher is currently recovering, temporary additional costs were incurred in production
- **Order intake decreased by 10% YoY, and order backlog decreased by 5% YoY**
  - While orders of SPRINEX for apartment houses have remained steady, orders of SPRINEX for medical clinics decreased

# Recycling Machines (3Q)



- **Net sales decreased by 28% YoY, and operating income decreased by 52% YoY**
  - Sales of products decreased since order backlog at the beginning of the period was lower than the previous year
- **Order intake decreased by 2% YoY, and order backlog increased by 3% YoY**
  - Orders for both products and parts were generally at the same level as the previous year

# Environmental Conservation Vehicles (3Q) MORITA



- **Net sales decreased by 3% YoY, and operating income decreased by 10% YoY**
  - While sales of sanitary vehicles were solid, garbage trucks decreased
- **Order intake decreased by 1% YoY, and order backlog increased by 2% YoY**
  - Orders for both products and parts were generally at the same level as 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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