# **Results Presentation for the Year Ended March 31, 2008**

# Kurita Water Industries Ltd.

(Stock code: 6370)

May 9, 2008

**Table of Contents** 

# I. Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

II. Consolidated Business Plan for the Fiscal Year Ending March 31, 2009 I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

- [1] Financial Highlights
- [2] Business Development
- [3] Orders, Net Sales, Operating Income, and Operating Income Margin
- [ 4 ] Water treatment chemicals
- **[** 5 **]** Water treatment facilities (for the electronics industry)
- [6] Water treatment facilities (for general industries)
- [7] Service Business Revenue
- [8] Overseas Businesses
- [9] Capital Expenditures, Depreciation, and R&D Expenses
- **[10]** Assets, Liabilities, and Net Assets

#### I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

# **[1]** Financial Highlights

			(Billions of Yen)
	2007/3	2008/3	Year-on-year change
Orders	192.5	208.7	+ 8.4%
Net Sales	197.1	204.9	+ 3.9%
Operating Income	24.3	30.5	+ 25.5%
Ordinary Income	25.2	31.2	+ 23.9%
Net Income	14.2	18.3	+ 28.8%

#### I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

#### [2] Business Development

#### Water Treatment Chemicals Business

- Improved domestic product mix
- Overseas growth contributing to higher sales
- Absorb the surge in raw material prices by reducing costs, boosting revenue, and improving product mix

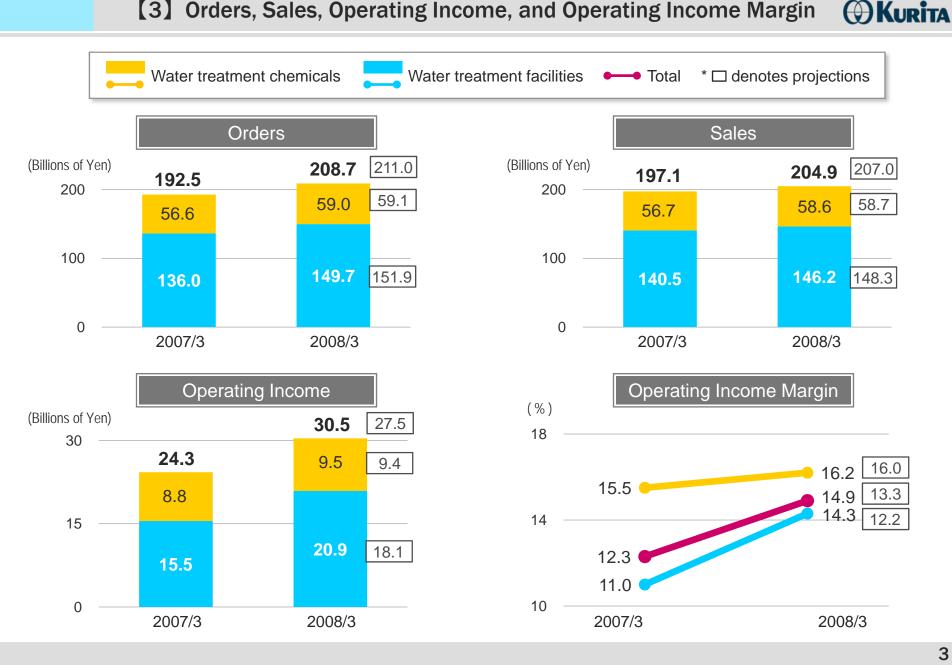
#### Water Treatment Facilities Business

- Increased sales to electronics industries on the back of a favorable domestic market environment
- Steady expansion in service businesses
- Improved hardware profitability

() KURITA

I. Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

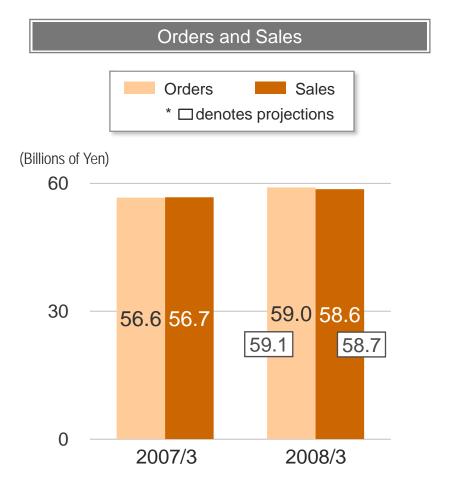
**(3)** Orders, Sales, Operating Income, and Operating Income Margin



I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

[4] Water treatment chemicals

**WKURITA** 



[Major areas of growth]

- Cooling water treatment chemicals; Paper/pulp process treatment chemicals (Japanese market)
- Overseas subsidiaries



- Surge in raw material prices
- Higher revenues overseas

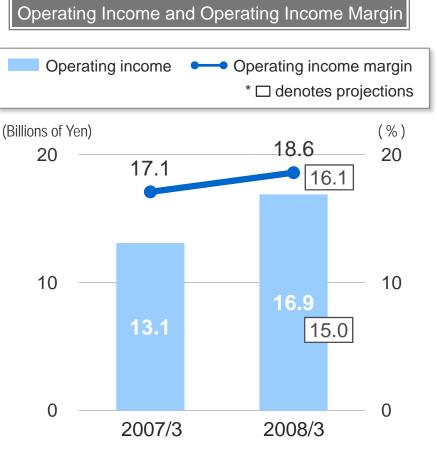
I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

**[5]** Water treatment facilities (for the electronics industry)

Orders and Sales Orders Sales \* denotes projections (Billions of Yen) 100 50 88.1 91.2 77.9 77.0 93.2 91.1 0 2007/32008/3

[Orders/sales growth areas]

Wafers, semiconductors, ultrapure water supply, tool cleaning (Japanese market)



[Major determinants of income growth]

- Increased revenue / improved profitability for domestic hardware
- Increased revenue from the ultrapure water supply business

I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

[6] Water treatment facilities (for general industries)

**W**Kurita



[Major areas of orders growth]
Iron and steel, oil refining, petrochemicals
[Major areas of sales declines]
Iron and steel, food, public sector demand

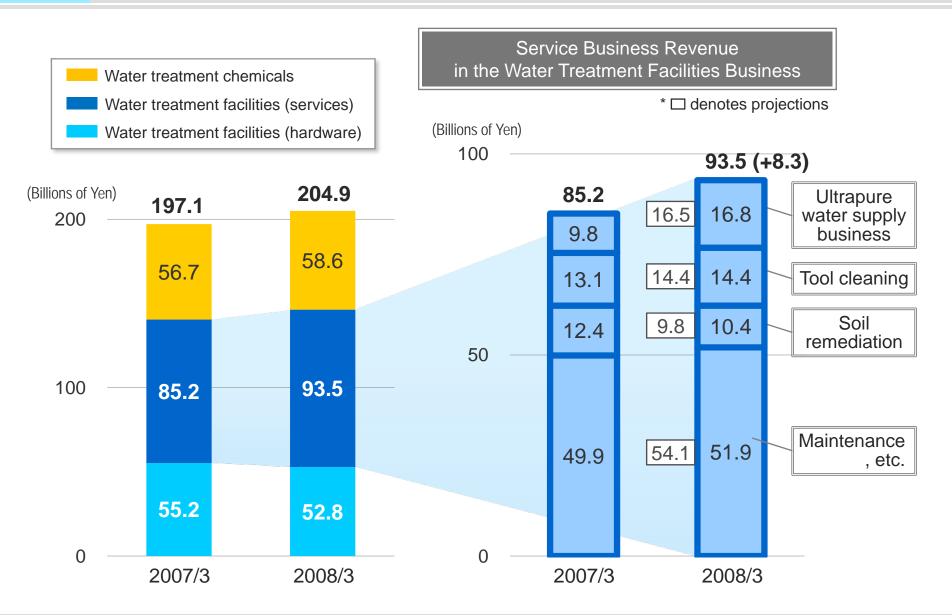


Operating Income and Operating Income Margin

[Major determinants of income growth]Improved hardware profitability

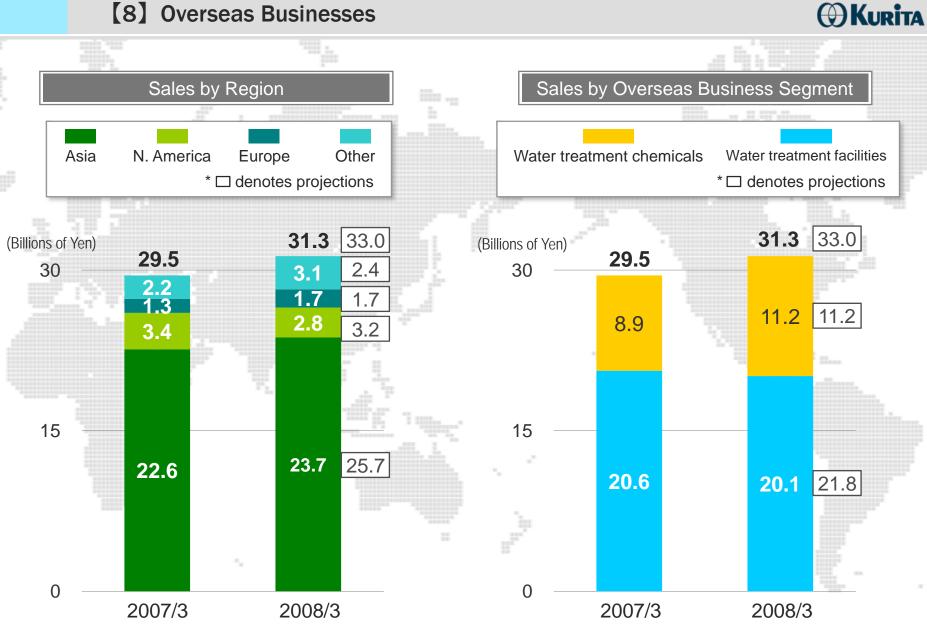
I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

#### [7] Service Business Revenue



I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

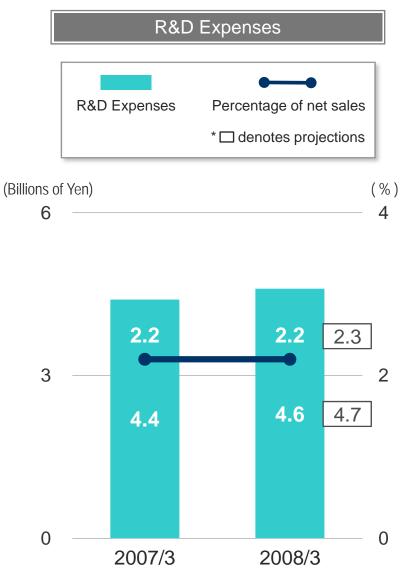
[8] Overseas Businesses



I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

[9] Capital Expenditures, Depreciation, and R&D Expenses

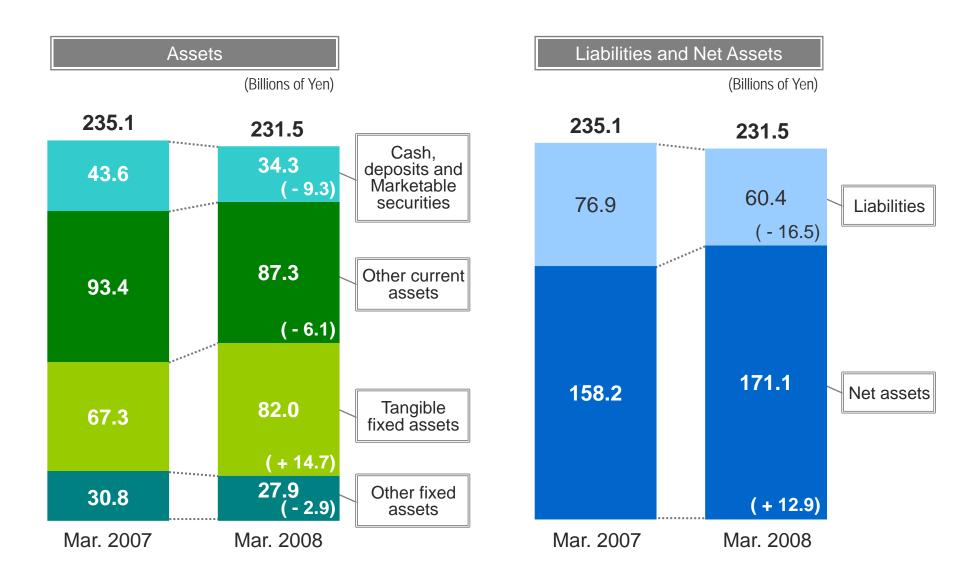
Capital Expenditures and Depreciation Depreciation Capital expenditures Capital expenditures (ultrapure water excl. ultrapure water supply business) supply business) \* denotes projections (Billions of Yen) 30 23.3 36.0 19.0 15 **19.8** 30.0 15.7 8.5 8.0 5.6 3.2 6.0 3.5 0 2007/3 2008/3



I . Consolidated Financial Results for the Fiscal Year Ended March 31, 2008

#### **[10]** Assets, Liabilities, and Net Assets





- [1] Overview
- [2] Key Assumptions
- [3] Strategic Focuses for the Fiscal Year Ending March 31,2009
  - (1) Expansion of Service
  - (2) Overview of the Ultrapure Water Supply Business
  - (3) Ultrapure Water Supply Business (Trends)
  - (4) Ultrapure Water Supply Business (Trends)-2
  - (5) Expand Ultrapure Water Supply Business
  - (6) Expand Overseas Businesses
- [4] Orders , Sales, Operating Income, and Operating Income Margin
- [5] Water treatment chemicals
- **[** 6 **]** Water treatment facilities (for the electronics industry)
- [7] Water treatment facilities (for general industries)
- [8] Capital Expenditures, Depreciation, and R&D Expenses
- [9] Profit Distribution Policy

**[1]** Overview

			(Billions of Yen)
	2008/3	2009/3 (Projected)	Year-on-year change
Orders	208.7	218.0	+ 4.5%
Net Sales	204.9	213.0	+ 4.0%
Operating Income	30.5	32.0	+ 5.0%
Ordinary Income	31.2	32.3	+ 3.4%
Net Income	18.3	18.5	+ 1.1%

# [2] Key Assumptions

#### Water Treatment Chemicals Business

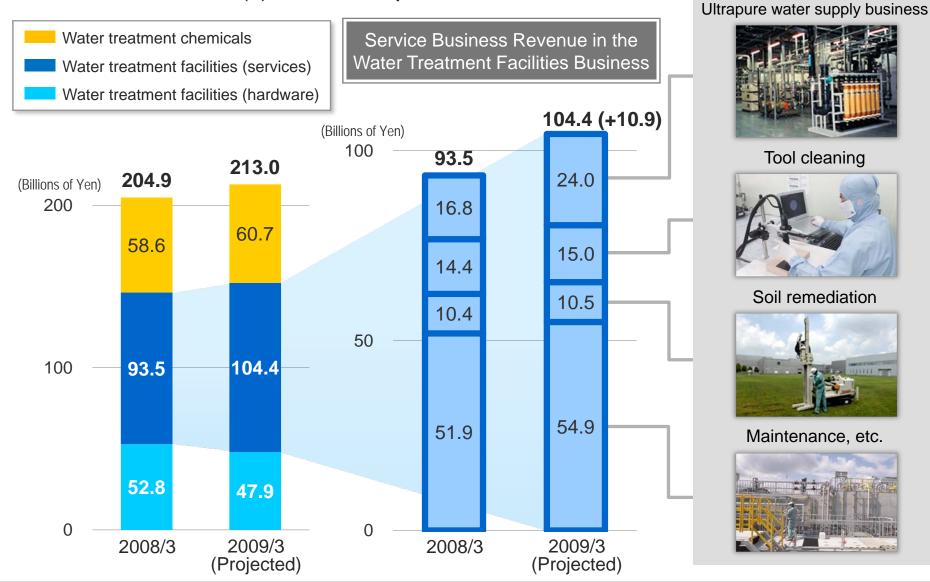
- Operating rates maintained in the domestic materials sector and at electronics plants
- Client companies: continued strong productivity increases, cost cutting efforts, and environmental requirements
- Continued expansion of Asian economies
- Continued rise in raw material prices

#### Water Treatment Facilities Business

- Growing demand in the ultrapure water supply business
- Temporary pause in large capital expenditures in the domestic electronics industry
- Overseas capital expenditure: Signs of a recovery for LCDs; Uncertainty for semiconductors
- Continued capital investment in the domestic materials sector

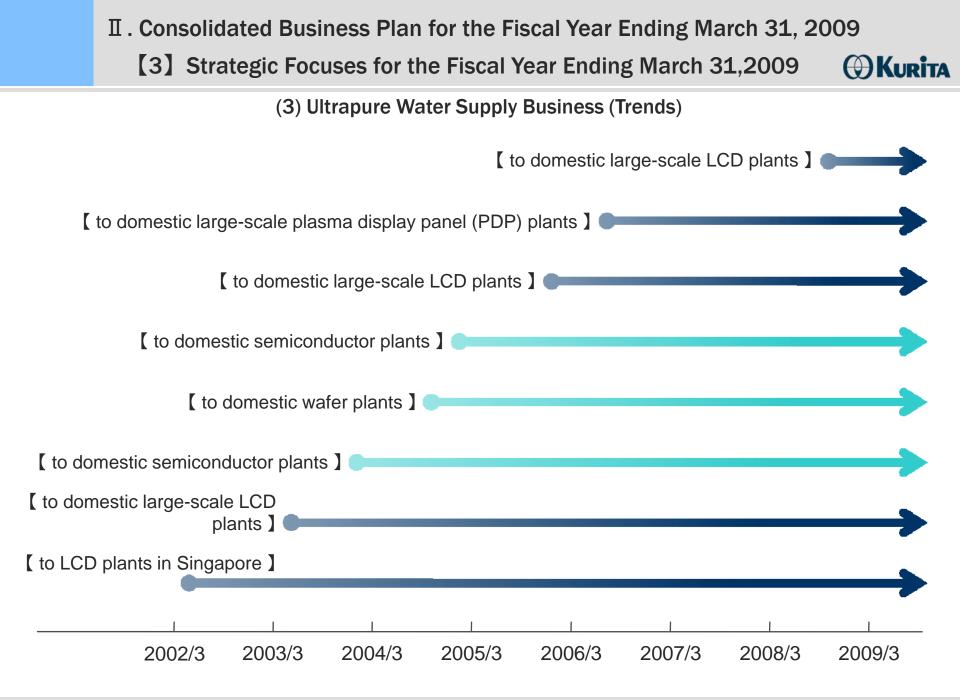
[3] Strategic Focuses for the Fiscal Year Ending March 31,2009

(1) Accelerate Expansion of Service Businesses



[3] Strategic Focuses for the Fiscal Year Ending March 31,2009

(2) Overview of the Ultrapure Water Supply Business Raw **Kurita** water Construction(CAPEX) Ownership(Capitalize) Wastewater Pretreatment facility Operation/Management reclaim system Maintenance Reclaimed water **Client Factory** Ultrapure water Semiconduction/FPD Wastewater manufacturing process treatment facility production system supply of Itrapure water Wastewater payment of fees Client Discharge Pays fees based on volume of water used



# [3] Strategic Focuses for the Fiscal Year Ending March 31,2009

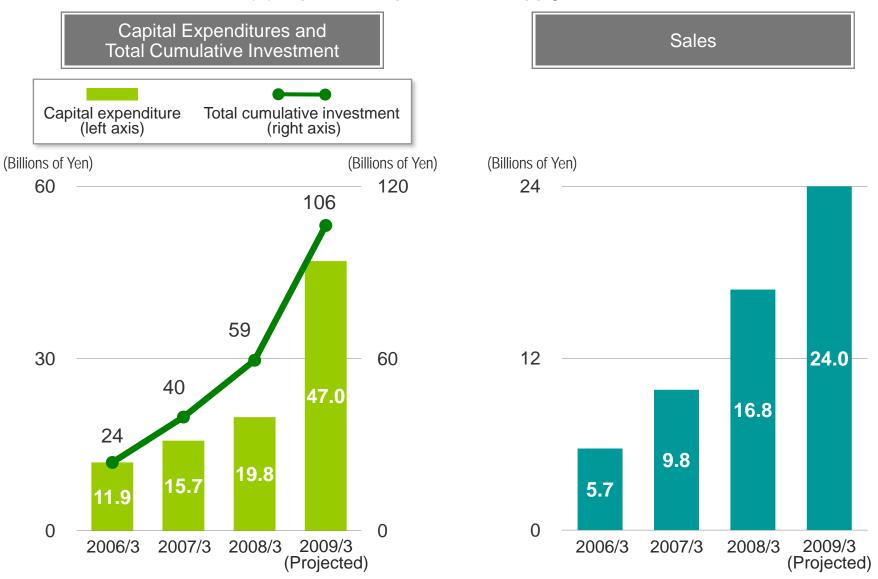
(4) Ultrapure Water Supply Business (Trends)-2



Completed LCD industrial complex (conceptual image)

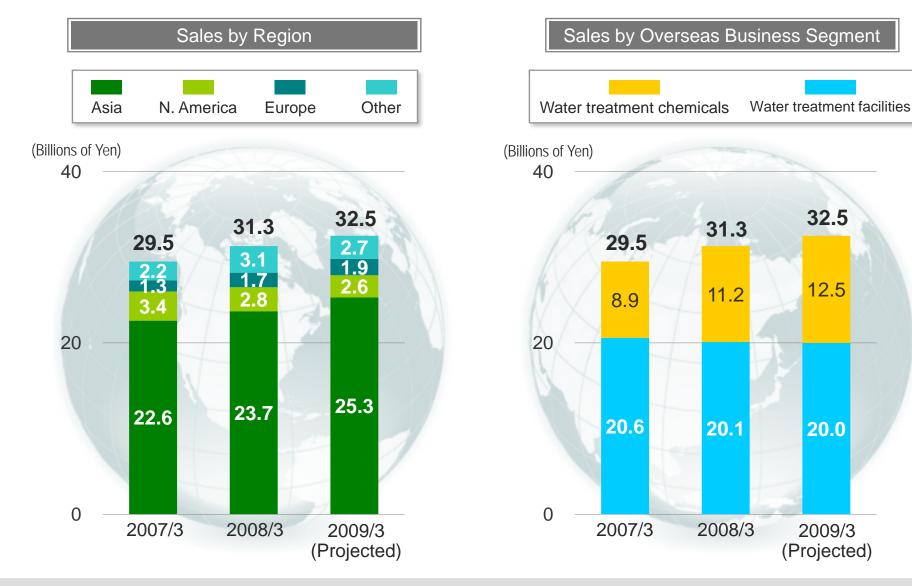
[3] Strategic Focuses for the Fiscal Year Ending March 31,2009





[3] Strategic Focuses for the Fiscal Year Ending March 31,2009

(6) Expand Overseas Businesses



**W**Kurita

32.5

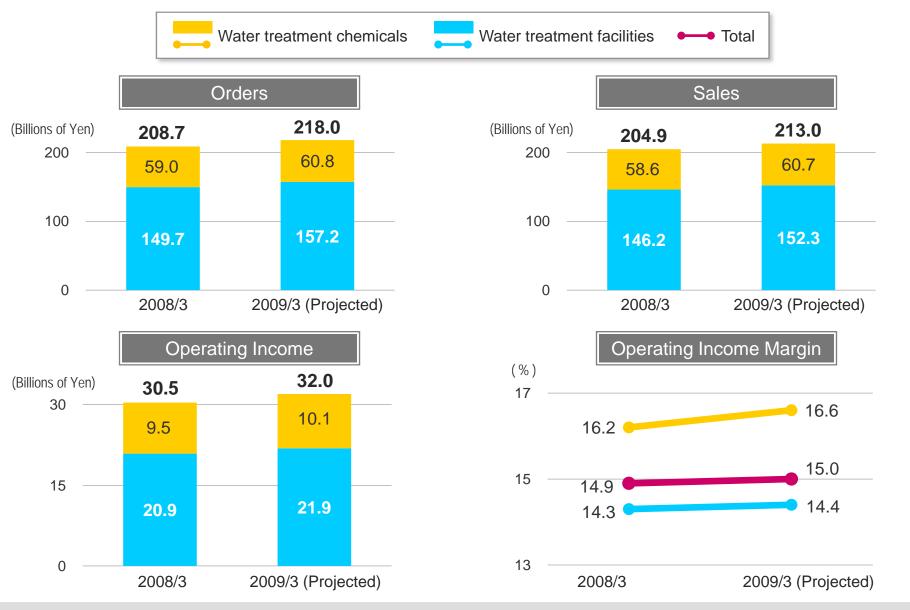
12.5

20.0

2009/3

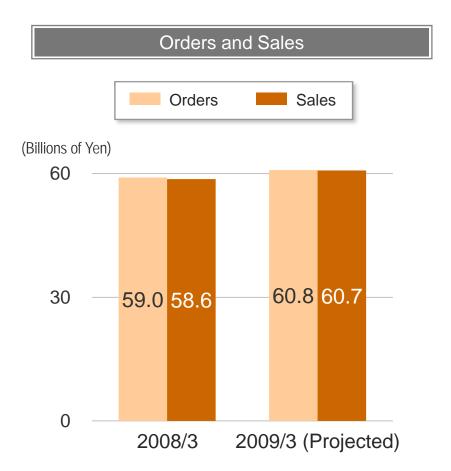
**II** . Consolidated Business Plan for the Fiscal Year Ending March 31, 2009

[4] Orders, Sales, Operating Income, and Operating Income Margin



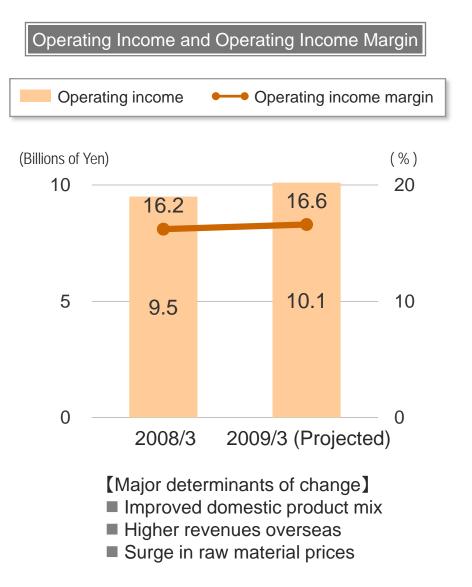
[5] Water treatment chemicals





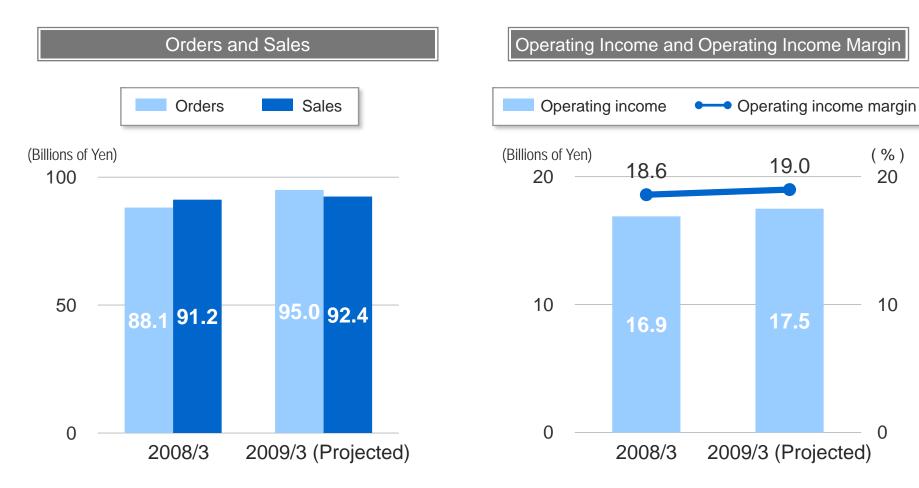
[Major areas of growth]

- Japan: Cooling water treatment chemicals, paper/pulp process treatment chemicals
- Overseas: China, Thailand, Europe



[6] Water treatment facilities (for the electronics industry)

**W**Kurita

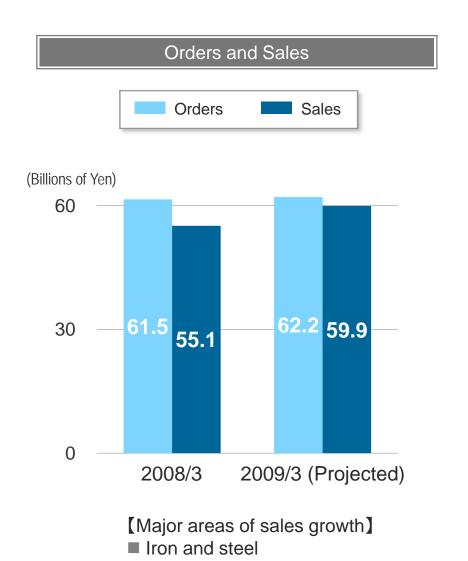


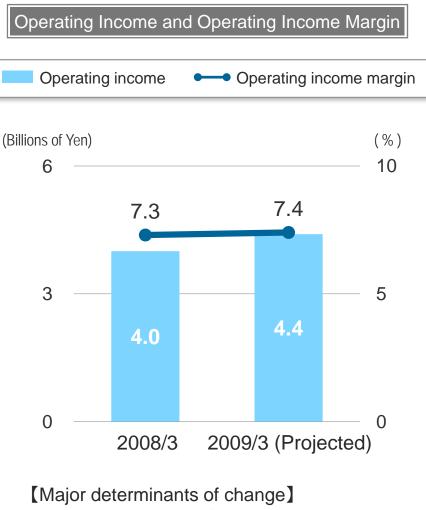
[Major determinants of change]

- Decrease in domestic hardware
- Growth in the ultrapure water supply business
- [Major determinants of change]
- Decreased revenue from domestic hardware
- Increased revenue from the ultrapure water supply business

**[7]** Water treatment facilities (for general industries)

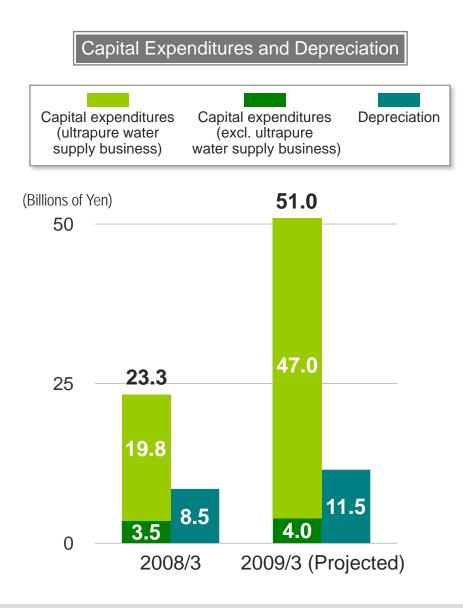
**W**Kurita

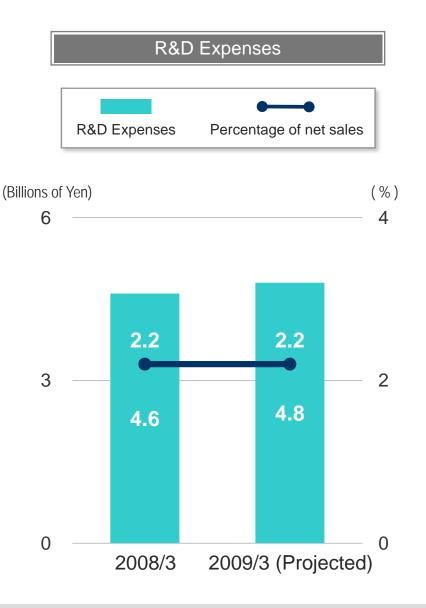




Increased revenue from domestic hardware

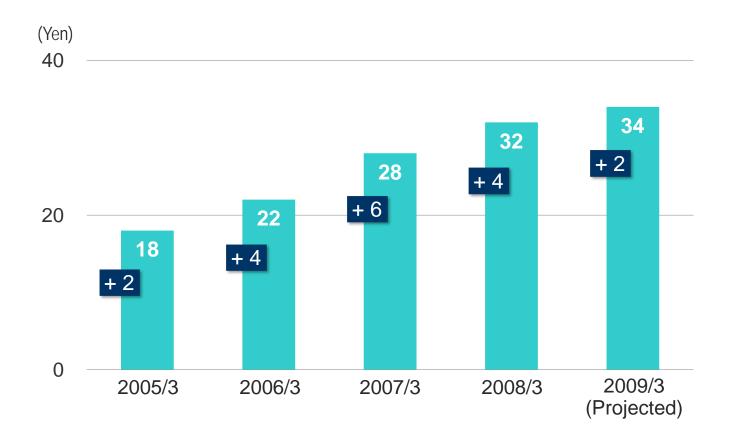
[8] Capital Expenditures, Depreciation, and R&D Expenses





# **[9]** Profit Distribution Policy

**W**Kurita



#### **Basic Dividend Policy**

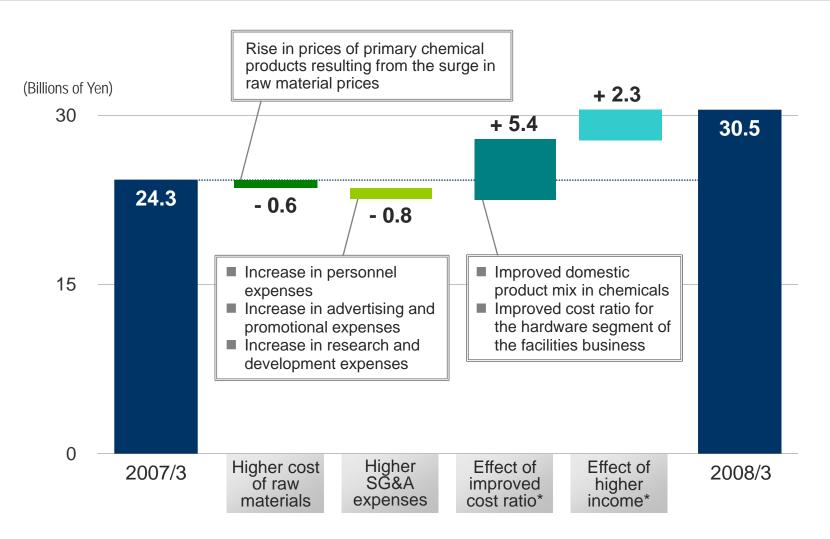
Kurita's basic policy is to maintain stable dividends, and the company will work to increase dividends while giving due consideration to trends in results and investments in its businesses.

**Reference Materials** 

#### **Reference Materials**

Analysis of Changes in Operating Income for the Fiscal Year Ended March 31, 2008

**W**Kurita



\* Effects of improved cost ratio and higher income are calculated using the gross profit margin. "Cost ratio" refers to the sales-to-cost ratio.

# Kurita Water Industries Ltd.

# URL http://www.kurita.jp/ MAIL ir@kurita.co.jp

**Forward-looking Statements** 

This presentation contains forward-looking statements, business plan projections, and judgments based on information available to management at the time of writing. Due to the existence of a variety of risk factors and uncertainties, actual results may differ from those specified or implied by these forward-looking statements and projections.