## Consolidated Financial Summary

## For the Fiscal Year Ended March 31, 2014

Contents

Results of Operations $\qquad$ ... 1
Orders, Sales and Operating Income by Business Segment.... 2
Orders from and Sales to the Electronics Industry
by Product/Service Segment. .. 3

Research and Development (R\&D) Expenses........................ 4
Capital Expenditures and Depreciation.................................. 4
Number of Employees ........................................................ 4

## $\bigoplus_{\text {kuia }}$ KURITA WATER INDUSTRIES LTD.

## Results of Operations

Unit: Millions of yen

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Unit: Milli | s of yen |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013/3 |  |  |  |  |  | 2014/3 |  |  |  |  |  | 2015/3 |  |  |  |  |  |
|  | 1st Half Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half <br> Projected | Change from Previous Year |  | Full Year Projected | Change from Previous Year |  |
|  |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |
| Orders | 94,070 | -4,366 | -4.4\% | 186,741 | -10,515 | -5.3\% | 89,739 | -4,331 | -4.6\% | 173,463 | -13,278 | -7.1\% | 92,000 | +2,261 | +2.5\% | 189,000 | +15,537 | +9.0\% |
| Water Treatment Chemicals | 28,694 | -324 | -1.1\% | 56,040 | -708 | -1.2\% | 29,327 | +633 | +2.2\% | 59,413 | +3,373 | +6.0\% | 30,000 | +673 | +2.3\% | 61,000 | +1,587 | +2.7\% |
| Water Treatment Facilities | 65,376 | -4,042 | -5.8\% | 130,700 | -9,807 | -7.0\% | 60,411 | -4,965 | -7.6\% | 114,049 | -16,651 | -12.7\% | 62,000 | +1,589 | +2.6\% | 128,000 | +13,951 | +12.2\% |
| Net Sales | 90,236 | +721 | +0.8\% | 180,143 | -13,649 | -7.0\% | 82,772 | -7,464 | -8.3\% | 178,137 | -2,006 | -1.1\% | 87,000 | +4,228 | +5.1\% | 185,000 | +6,863 | +3.9\% |
| Water Treatment Chemicals | 28,674 | +57 | +0.2\% | 56,091 | -352 | -0.6\% | 28,806 | +132 | +0.5\% | 58,844 | +2,753 | +4.9\% | 29,800 | +994 | +3.5\% | 60,900 | +2,056 | +3.5\% |
| Water Treatment Facilities | 61,562 | +664 | +1.1\% | 124,052 | -13,296 | -9.7\% | 53,965 | -7,597 | -12.3\% | 119,292 | -4,760 | -3.8\% | 57,200 | +3,235 | +6.0\% | 124,100 | +4,808 | +4.0\% |
| ( Cost of Sales Ratio ) Gross Profit | $\begin{array}{r} (66.8 \%) \\ 29,942 \end{array}$ | $\begin{gathered} (+1.8) \\ -1,346 \end{gathered}$ | -4.3\% | $\begin{array}{r} (67.2 \%) \\ 59,096 \end{array}$ | $\begin{gathered} (+1.2) \\ -6,790 \end{gathered}$ | -10.3\% | $\begin{array}{r} (67.7 \%) \\ 26,747 \end{array}$ | $\begin{gathered} (+0.9) \\ -3,195 \end{gathered}$ | -10.7\% | $\begin{array}{r} (69.0 \%) \\ 55,267 \end{array}$ | $\begin{gathered} (+1.8) \\ -3,829 \end{gathered}$ | -6.5\% | $\begin{array}{r} (67.6 \%) \\ 28,200 \end{array}$ | $\begin{array}{r} (-0.1) \\ +1,453 \end{array}$ | +5.4\% | $\begin{array}{r} (68.8 \%) \\ 57,800 \end{array}$ | $\begin{array}{r} (-0.2) \\ +2,533 \end{array}$ | +4.6\% |
| SG \& A Expenses <br> ( \% of Net Sales ) <br> Operating Income <br> ( \% of Net Sales ) | $\begin{array}{r} 19,088 \\ (21.2 \%) \\ 10,854 \\ (12.0 \%) \end{array}$ | $\begin{gathered} +818 \\ (+0.8) \\ -2,163 \\ (-2.5) \end{gathered}$ | $\begin{aligned} & +4.5 \% \\ & -16.6 \% \end{aligned}$ | $\begin{array}{r} 38,106 \\ (21.2 \%) \\ 20,989 \\ (11.7 \%) \end{array}$ | $\begin{array}{r} +1,603 \\ (+2.4) \\ -8,393 \\ (-3.5) \end{array}$ | $\begin{aligned} & +4.4 \% \\ & -28.6 \% \end{aligned}$ | $\begin{array}{r} 20,044 \\ (24.2 \%) \\ 6,702 \\ (8.1 \%) \end{array}$ | $\begin{gathered} +956 \\ (+3.0) \\ -4,152 \\ (-3.9) \end{gathered}$ | $\begin{aligned} & +5.0 \% \\ & -38.3 \% \end{aligned}$ | $\begin{array}{r} 40,380 \\ (22.7 \%) \\ 14,886 \\ (8.4 \%) \end{array}$ | $\begin{array}{r} +2,274 \\ (+1.5) \\ -6,103 \\ (-3.3) \end{array}$ | $\begin{aligned} & +6.0 \% \\ & -29.1 \% \end{aligned}$ | $\begin{array}{r} 20,300 \\ (23.3 \%) \\ 7,900 \\ (9.1 \%) \end{array}$ | $\begin{array}{r} +256 \\ (-0.9) \\ +1,198 \\ (+1.0) \end{array}$ | $\begin{gathered} +1.3 \% \\ +17.9 \% \end{gathered}$ | $\begin{array}{r} 40,800 \\ (22.1 \%) \\ 17,000 \\ (9.2 \%) \end{array}$ | $\begin{array}{r} +420 \\ (-0.6) \\ +2,114 \\ (+0.8) \end{array}$ | $\begin{gathered} +1.0 \% \\ +14.2 \% \end{gathered}$ |
| Net of non-operating income and expenses Ordinary Income ( \% of Net Sales ) | $\begin{array}{r} 482 \\ 11,335 \\ (12.6 \%) \end{array}$ | $\begin{gathered} +115 \\ -2,049 \\ (-2.4) \end{gathered}$ | -15.3\% | $\begin{array}{r} 1,056 \\ 22,046 \\ (12.2 \%) \end{array}$ | $\begin{array}{r} +69 \\ -8,323 \\ (-3.5) \end{array}$ | -27.4\% | $\begin{array}{r} 456 \\ 7,158 \\ (8.6 \%) \end{array}$ | $\begin{array}{r} -26 \\ -4,177 \\ (-4.0) \end{array}$ | -36.9\% | $\begin{array}{r} 1,185 \\ 16,072 \\ (9.0 \%) \end{array}$ | $\begin{array}{r} +129 \\ -5,974 \\ (-3.2) \end{array}$ | -27.1\% | $\begin{array}{r} 400 \\ 8,300 \\ (9.5 \%) \end{array}$ | $\begin{array}{r} -56 \\ +1,142 \\ (+0.9) \end{array}$ | +16.0\% | $\begin{array}{r} 800 \\ 17,800 \\ (9.6 \%) \end{array}$ | $\begin{array}{r} -385 \\ +1,728 \\ (+0.6) \end{array}$ | +10.8\% |
| Extraordinary Gains and Losses | -2,595 | -2,560 |  | -2,269 | -1,577 |  | -500 | +2,095 |  | -697 | +1,572 |  |  | +500 |  | -350 | +347 |  |
| Net Income <br> ( \% of Net Sales ) | $\begin{array}{r} 4,865 \\ (5.4 \%) \end{array}$ | $\begin{array}{r} -3,016 \\ (-3.4) \end{array}$ | -38.3\% | $\begin{aligned} & 11,476 \\ & (6.4 \%) \end{aligned}$ | $\begin{array}{r} -5,072 \\ (-2.1) \end{array}$ | -30.7\% | $\begin{gathered} 4,104 \\ (5.0 \%) \end{gathered}$ | $\begin{gathered} -761 \\ (-0.4) \end{gathered}$ | -15.6\% | $\begin{gathered} 9,352 \\ (5.2 \%) \end{gathered}$ | $\begin{array}{r} -2,124 \\ (-1.2) \end{array}$ | -18.5\% | $\begin{array}{r} 5,300 \\ (6.1 \%) \end{array}$ | $\begin{array}{r} +1,196 \\ (+1.1) \end{array}$ | +29.1\% | $\begin{aligned} & 11,000 \\ & (5.9 \%) \end{aligned}$ | $\begin{array}{r} +1,648 \\ (+0.7) \end{array}$ | +17.6\% |
| Net income per share (yen) | 38.41 | -23.82 | -38.3\% | 92.43 | -38.22 | -29.3\% | 34.44 | -3.97 | -10.3\% | 78.48 | -13.95 | -15.1\% | 44.48 | +10.04 | +29.2\% | 92.31 | +13.83 | +17.6\% |


|  | 2013/3 |  |  |  |  |  | 2014/3 |  |  |  |  |  | 2015/3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Half Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half <br> Projected | Change from Previous Year |  | Full Year Projected | Change from Previous Year |  |
|  |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |
| Orders | 94.1 | -4.4 | -4.4\% | 186.7 | -10.5 | -5.3\% | 89.7 | -4.3 | -4.6\% | 173.5 | -13.3 | -7.1\% | 92.0 | +2.3 | +2.5\% | 189.0 | +15.5 | +9.0\% |
| Water Treatment Chemicals | 28.7 | -0.3 | -1.1\% | 56.0 | -0.7 | -1.2\% | 29.3 | +0.6 | +2.2\% | 59.4 | +3.4 | +6.0\% | 30.0 | +0.7 | +2.3\% | 61.0 | +1.6 | +2.7\% |
| Water Treatment Facilities | 65.4 | -4.0 | -5.8\% | 130.7 | -9.8 | -7.0\% | 60.4 | -5.0 | -7.6\% | 114.0 | -16.7 | -12.7\% | 62.0 | +1.6 | +2.6\% | 128.0 | +14.0 | +12.2\% |
| Electronics industry General industries | $\begin{aligned} & 36.7 \\ & 28.7 \end{aligned}$ | $\begin{gathered} -2.0 \\ -2.0 \end{gathered}$ | $\begin{aligned} & \hline-5.3 \% \\ & -6.5 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 75.4 \\ & 55.3 \end{aligned}$ | $\begin{aligned} & -8.9 \\ & -0.9 \end{aligned}$ | $\begin{array}{r} -10.6 \% \\ -1.5 \% \end{array}$ | $\begin{aligned} & \hline 32.7 \\ & 27.7 \end{aligned}$ | $\begin{aligned} & -3.9 \\ & -1.0 \end{aligned}$ | $\begin{array}{\|r\|} \hline-10.7 \% \\ -3.6 \% \end{array}$ | $\begin{aligned} & 65.2 \\ & 48.9 \end{aligned}$ | $\begin{array}{r} \hline-10.2 \\ -6.5 \end{array}$ | $\begin{aligned} & -13.5 \% \\ & -11.7 \% \end{aligned}$ | 32.8 29.2 | +0.0 +1.6 | $\begin{aligned} & +0.1 \% \\ & +5.6 \% \end{aligned}$ | 72.9 55.1 | +7.8 +6.2 | $\begin{aligned} & +11.9 \% \\ & +12.7 \% \end{aligned}$ |
| Sales | 90.2 | +0.7 | +0.8\% | 180.1 | -13.6 | -7.0\% | 82.8 | -7.5 | -8.3\% | 178.1 | -2.0 | -1.1\% | 87.0 | +4.2 | +5.1\% | 185.0 | +6.9 | +3.9\% |
| Water Treatment Chemicals | 28.7 | +0.1 | +0.2\% | 56.1 | -0.4 | -0.6\% | 28.8 | +0.1 | +0.5\% | 58.8 | +2.8 | +4.9\% | 29.8 | +1.0 | +3.5\% | 60.9 | +2.1 | +3.5\% |
| Water Treatment Facilities | 61.6 | +0.7 | +1.1\% | 124.1 | -13.3 | -9.7\% | 54.0 | -7.6 | -12.3\% | 119.3 | -4.8 | -3.8\% | 57.2 | +3.2 | +6.0\% | 124.1 | +4.8 | +4.0\% |
| Electronics industry <br> General industries | $\begin{aligned} & \hline 36.2 \\ & 25.3 \end{aligned}$ | $\begin{array}{r} -1.5 \\ +2.1 \end{array}$ | $\begin{gathered} -3.9 \% \\ +9.1 \% \end{gathered}$ | $\begin{aligned} & \hline 73.3 \\ & 50.7 \end{aligned}$ | $\begin{aligned} & \hline-6.3 \\ & -7.0 \\ & \hline \end{aligned}$ | $\begin{array}{r} -7.9 \% \\ -12.1 \% \\ \hline \end{array}$ | $\begin{aligned} & \hline 31.9 \\ & 22.1 \end{aligned}$ | $\begin{aligned} & \hline-4.3 \\ & -3.3 \end{aligned}$ | $\begin{aligned} & \hline-12.0 \% \\ & -12.9 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 71.0 \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \hline-2.3 \\ & -2.5 \\ & \hline \end{aligned}$ | $\begin{aligned} & -3.1 \% \\ & -4.8 \% \end{aligned}$ | $\begin{aligned} & \hline 34.0 \\ & 23.2 \end{aligned}$ | $\begin{aligned} & \hline+2.1 \\ & +1.1 \end{aligned}$ | $\begin{aligned} & +6.7 \% \\ & +4.9 \% \end{aligned}$ | $\begin{aligned} & 73.1 \\ & 51.0 \end{aligned}$ | $\begin{aligned} & +2.1 \\ & +2.7 \end{aligned}$ | $\begin{aligned} & +2.9 \% \\ & +5.6 \% \end{aligned}$ |
| Operating Income (\% of Sales) | $\begin{array}{r} 10.9 \\ (12.0 \%) \end{array}$ | $\begin{array}{r} -2.2 \\ (-2.5) \end{array}$ | -16.6\% | $\begin{array}{r} 21.0 \\ (11.7 \%) \end{array}$ | $\begin{gathered} -8.4 \\ (-3.5) \end{gathered}$ | -28.6\% | $\begin{array}{r} 6.7 \\ (8.1 \%) \end{array}$ | $\begin{array}{r} -4.2 \\ (-3.9) \end{array}$ | -38.3\% | $\begin{array}{r} 14.9 \\ (8.4 \%) \end{array}$ | $\begin{array}{r} \hline-6.1 \\ (-3.3) \end{array}$ | -29.1\% | $\begin{array}{r} 7.9 \\ (9.1 \%) \end{array}$ | $\begin{array}{r} +1.2 \\ (+1.0) \end{array}$ | +17.9\% | $\begin{gathered} 17.0 \\ (9.2 \%) \end{gathered}$ | $\begin{array}{r} +2.1 \\ (+0.8) \end{array}$ | +14.2\% |
| Water Treatment Chemicals (\% of Sales) | $\begin{array}{r} 4.7 \\ (16.3 \%) \end{array}$ | $\begin{array}{\|r\|} \hline-0.3 \\ (-1.1) \end{array}$ | -6.2\% | $\begin{array}{r} 8.3 \\ (14.9 \%) \end{array}$ | $\begin{array}{r\|} \hline-0.9 \\ (-1.6) \\ \hline \end{array}$ | -10.1\% | $\begin{array}{r} 4.4 \\ \text { (15.4\%) } \end{array}$ | $\begin{array}{r} \hline-0.2 \\ (-0.9) \\ \hline \end{array}$ | -5.3\% | $\begin{array}{r} \hline 8.0 \\ (13.5 \%) \end{array}$ | $\begin{array}{r\|} \hline-0.4 \\ (-1.4) \\ \hline \end{array}$ | -4.6\% | $\begin{array}{r} 4.7 \\ (15.8 \%) \end{array}$ | $\begin{array}{r} +0.3 \\ (+0.4) \end{array}$ | +6.0\% | $\begin{array}{r} 8.8 \\ (14.4 \%) \end{array}$ | $\begin{array}{r} +0.8 \\ (+0.9) \end{array}$ | +10.6\% |
| Water Treatment Facilities (\% of Sales) | $\begin{array}{r} 6.2 \\ (10.0 \%) \end{array}$ | $\begin{gathered} -1.9 \\ (-3.2) \end{gathered}$ | -23.2\% | $\begin{array}{r} 12.6 \\ (10.2 \%) \end{array}$ | $\begin{array}{r} -7.5 \\ (-4.5) \end{array}$ | -37.2\% | $\begin{array}{r} 2.3 \\ (4.2 \%) \end{array}$ | $\begin{array}{r} -3.9 \\ (-5.8) \end{array}$ | -63.1\% | $\begin{array}{r} 6.9 \\ (5.8 \%) \end{array}$ | $\begin{array}{r} -5.7 \\ (-4.4) \end{array}$ | -45.1\% | $\begin{array}{r} 3.2 \\ (5.6 \%) \end{array}$ | $\begin{array}{r} +0.9 \\ (+1.4) \end{array}$ | +40.5\% | $\begin{array}{r} 8.2 \\ (6.6 \%) \end{array}$ | $\begin{array}{r} +1.3 \\ (+0.8) \end{array}$ | +18.3\% |
| Electronics industry (\% of Sales) <br> General industries <br> (\% of Sales) | 5.3 $(14.7 \%)$ 0.8 $(3.3 \%)$ | $\begin{array}{r} -1.6 \\ (-3.6) \\ -0.3 \\ (-1.6) \\ \hline \end{array}$ | $\begin{aligned} & -22.6 \% \\ & -26.8 \% \end{aligned}$ | $\begin{array}{r} 11.5 \\ (15.7 \%) \\ 1.1 \\ (2.2 \%) \end{array}$ | $\begin{array}{r} \hline-3.6 \\ (-3.3) \\ -3.9 \\ (-6.4) \end{array}$ | $\begin{aligned} & -23.9 \% \\ & -77.9 \% \end{aligned}$ | $\begin{array}{r} 3.2 \\ (10.1 \%) \\ -1.0 \\ (-4.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} -2.1 \\ (-4.6) \\ -1.8 \\ (-) \end{array}$ | -39.4\% | $\begin{array}{r} 7.8 \\ (10.9 \%) \\ -0.8 \\ (-1.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline-3.8 \\ (-4.8) \\ -1.9 \\ (-) \end{array}$ | -32.8\% | $\begin{array}{r} 3.3 \\ (9.8 \%) \\ -0.1 \\ (-0.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} +0.1 \\ (-0.3) \\ +0.8 \\ (-) \end{array}$ | +2.8\% | $\begin{array}{r} 8.2 \\ (11.2 \%) \\ 0.0 \\ (0.1 \%) \end{array}$ | $\begin{array}{r} +0.4 \\ (+0.3) \\ +0.9 \\ (-) \end{array}$ | $+5.3 \%$ |

Unit: Billions of yen

|  | 2013/3 |  |  |  |  |  | 2014/3 |  |  |  |  |  | 2015/3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Half Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half <br> Projected | Change from Previous Year |  | Full Year Projected | Change from Previous Year |  |
|  |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |  | Amount | Percentage |
| Domestic | 26.8 | -3.2 | -10.7\% | 54.8 | -5.0 | -8.3\% | 25.3 | -1.4 | -5.3\% | 54.2 | -0.6 | -1.1\% | 24.9 | -0.4 | -1.6\% | 52.1 | -2.1 | -4.0\% |
| Facilities <br> Maintenance <br> Tool Cleaning | 18.6 3.9 4.2 | $\begin{aligned} & -0.6 \\ & -2.2 \\ & -0.3 \end{aligned}$ | $\begin{array}{r} \hline-3.4 \% \\ -36.1 \% \\ -7.3 \% \end{array}$ | $\begin{array}{r} 36.0 \\ 10.3 \\ 8.5 \end{array}$ | $\begin{aligned} & -0.8 \\ & -3.5 \\ & -0.8 \end{aligned}$ | $\begin{array}{r} \hline-2.1 \% \\ -25.1 \% \\ -8.2 \% \end{array}$ | 17.3 3.9 4.1 | $\begin{aligned} & -1.3 \\ & -0.0 \\ & -0.1 \end{aligned}$ | $\begin{aligned} & -6.8 \% \\ & -0.9 \% \\ & -3.2 \% \end{aligned}$ | $\begin{array}{r} 35.9 \\ 10.3 \\ 8.1 \end{array}$ | $\begin{aligned} & -0.1 \\ & -0.1 \\ & -0.5 \end{aligned}$ | $\begin{aligned} & -0.3 \% \\ & -0.5 \% \\ & -5.3 \% \end{aligned}$ | $\begin{array}{r} 16.8 \\ 4.1 \\ 4.0 \end{array}$ | $\begin{array}{r} -0.5 \\ +0.2 \\ -0.1 \end{array}$ | $\begin{gathered} -2.9 \% \\ +5.4 \% \\ -2.6 \% \end{gathered}$ | $\begin{array}{r} 33.9 \\ 10.0 \\ 8.2 \end{array}$ | -1.9 -0.3 +0.1 | $\begin{gathered} -5.4 \% \\ -2.7 \% \\ +1.0 \% \end{gathered}$ |
| Overseas | 9.9 | +1.2 | +13.1\% | 20.6 | -4.0 | -16.2\% | 7.4 | -2.5 | -25.3\% | 11.0 | -9.6 | -46.6\% | 7.9 | +0.4 | +5.9\% | 20.9 | +9.9 | +90.2\% |
| Facilities <br> Maintenance | $\begin{aligned} & 8.1 \\ & 1.8 \end{aligned}$ | $\begin{aligned} & \hline+0.8 \\ & +0.3 \\ & \hline \end{aligned}$ | $\begin{aligned} & +11.0 \% \\ & +24.0 \% \end{aligned}$ | $\begin{array}{r} 16.5 \\ 4.0 \end{array}$ | $\begin{array}{r} \hline-4.9 \\ +0.9 \\ \hline \end{array}$ | $\begin{array}{r\|} \hline-22.8 \% \\ +30.3 \% \\ \hline \end{array}$ | 4.7 2.8 | $\begin{array}{r} \hline-3.5 \\ +1.0 \\ \hline \end{array}$ | $\begin{array}{r} \hline-42.8 \% \\ +54.4 \% \\ \hline \end{array}$ | 5.2 5.8 | $\begin{array}{r\|} \hline-11.4 \\ +1.8 \end{array}$ | $\begin{gathered} \hline-68.9 \% \\ +45.4 \% \end{gathered}$ | $\begin{aligned} & \hline 5.7 \\ & 2.1 \end{aligned}$ | $\begin{gathered} \hline+1.1 \\ -0.6 \end{gathered}$ | $\begin{gathered} +23.2 \% \\ -23.1 \% \end{gathered}$ | $\begin{array}{r\|} \hline 15.4 \\ 5.5 \\ \hline \end{array}$ | $\begin{array}{r} +10.3 \\ -0.4 \end{array}$ | $\begin{array}{r} +199.7 \% \\ -6.4 \% \\ \hline \end{array}$ |
| Total Orders of Electronics | 36.7 | -2.0 | -5.3\% | 75.4 | -8.9 | -10.6\% | 32.7 | -3.9 | -10.7\% | 65.2 | -10.2 | -13.5\% | 32.8 | +0.0 | +0.1\% | 72.9 | +7.8 | +11.9\% |
| Domestic | 27.7 | -3.4 | -11.0\% | 56.7 | -6.1 | -9.7\% | 25.4 | -2.3 | -8.2\% | 54.3 | -2.3 | -4.1\% | 25.9 | +0.5 | +2.0\% | 52.7 | -1.7 | -3.0\% |
| Facilities <br> Maintenance <br> Tool Cleaning | 18.5 5.0 4.3 | $\begin{aligned} & \hline-0.9 \\ & -2.2 \\ & -0.3 \end{aligned}$ | $\begin{array}{\|r\|} \hline-4.5 \% \\ -30.9 \% \\ -6.9 \% \end{array}$ | $\begin{array}{r} \hline 37.2 \\ 10.9 \\ 8.5 \end{array}$ | $\begin{aligned} & \hline-2.1 \\ & -3.2 \\ & -0.8 \end{aligned}$ | $\begin{array}{\|r\|} \hline-5.4 \% \\ -22.6 \% \\ -8.2 \% \\ \hline \end{array}$ | 16.8 4.6 4.1 | $\begin{aligned} & \hline-1.7 \\ & -0.4 \\ & -0.2 \end{aligned}$ | $\begin{gathered} -9.3 \% \\ -7.1 \% \\ -5.0 \% \end{gathered}$ | 36.1 10.2 8.1 | $\begin{aligned} & \hline-1.1 \\ & -0.7 \\ & -0.5 \end{aligned}$ | $\begin{gathered} -3.1 \% \\ -6.4 \% \\ -5.7 \% \end{gathered}$ | 17.2 4.8 4.0 | +0.4 +0.2 -0.1 | $\begin{gathered} +2.4 \% \\ +3.3 \% \\ -1.3 \% \end{gathered}$ | $\begin{array}{r} 34.3 \\ 10.2 \\ 8.2 \end{array}$ | -1.8 +0.0 +0.1 | $\begin{array}{r}-4.9 \% \\ +0.2 \% \\ +1.2 \% \\ \hline\end{array}$ |
| Overseas | 8.5 | +2.0 | +29.7\% | 16.7 | -0.2 | -1.4\% | 6.5 | -2.1 | -24.0\% | 16.7 | +0.0 | +0.1\% | 8.1 | +1.6 | +25.2\% | 20.4 | +3.8 | +22.5\% |
| Facilities <br> Maintenance | 7.0 1.6 | $\begin{aligned} & \hline+1.9 \\ & +0.1 \end{aligned}$ | $\begin{array}{r} +37.3 \% \\ +3.8 \% \end{array}$ | 13.1 3.5 | $\begin{array}{r} \hline-0.5 \\ +0.2 \\ \hline \end{array}$ | $\begin{array}{r} \hline-3.5 \% \\ +7.2 \% \\ \hline \end{array}$ | 4.4 2.1 | $\begin{array}{r} \hline-2.6 \\ +0.5 \\ \hline \end{array}$ | $\begin{array}{r} \hline-36.8 \% \\ +32.8 \% \\ \hline \end{array}$ | 11.5 5.2 | $\begin{array}{r} \hline-1.6 \\ +1.6 \\ \hline \end{array}$ | $\begin{aligned} & \hline-12.2 \% \\ & +46.1 \% \end{aligned}$ | 5.9 2.3 | $\begin{aligned} & +1.4 \\ & +0.2 \end{aligned}$ | $\begin{array}{r} +32.8 \% \\ +9.3 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 14.6 \\ 5.9 \\ \hline \end{array}$ | +3.0 +0.7 | $\begin{aligned} & +26.2 \% \\ & +14.2 \% \end{aligned}$ |
| Total Sales of Electronics | 36.2 | -1.5 | -3.9\% | 73.3 | -6.3 | -7.9\% | 31.9 | -4.3 | -12.0\% | 71.0 | -2.3 | -3.1\% | 34.0 | +2.1 | +6.7\% | 73.1 | +2.1 | +2.9\% |
| Ultrapure Water Supply Business | 16.8 | -0.5 | -3.0\% | 32.4 | -2.4 | -6.9\% | 15.8 | -0.9 | -5.6\% | 31.6 | -0.8 | -2.5\% | 15.7 | -0.2 | -1.1\% | 31.5 | -0.1 | -0.3\% |

* Figures for the Ultrapure Water Supply Business are included in domestic and overseas "facilities", the amounts for orders received and sales are identical.


## Research and Development (R\&D) Expenses

|  | Unit: Billions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | 2013/3 | 2014/3 | 2015/3 |
|  | Full Year Result | Full Year Result | Full Year Projected |
| Water Treatment Chemicals | 1.4 | 1.6 | 1.6 |
| Water Treatment Facilities | 3.0 | 3.0 | 3.2 |
| Total research and development (R\&D) expenses | 4.4 | 4.5 | 4.8 |

Capital Expenditures and Depreciation

|  | Unit: Billions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | 2013/3 | 2014/3 | 2015/3 |
|  | Full Year Result | Full Year Result | Full Year <br> Projected |
| Capital expenditures (tangibles) | 6.1 | 5.3 | 7.3 |
| Depreciation | 14.5 | 14.3 | 14.5 |

## Number of Employees

|  | $2013 / 3$ | $2014 / 3$ | Amount change |
| ---: | ---: | ---: | ---: |
| Consolidated | 4,640 | 4,635 | -5 |

