## Consolidated Financial Summary

## For the Fiscal Year Ended March 31, 2015

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## Q KURITA WATER INDUSTRIES LTD.

## Results of Operations

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | nit: Million | ns of yen |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014/3 |  |  |  |  |  | 2015/3 |  |  |  |  |  | 2016/3 |  |  |  |  |  |
|  | 1st Half <br> Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half <br> Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half 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 | 89,739 | -4,331 | -4.6\% | 173,463 | -13,278 | -7.1\% | 96,967 | +7,228 | +8.1\% | 181,282 | +7,819 | +4.5\% | 111,200 | +14,233 | +14.7\% | 217,000 | +35,718 | +19.7\% |
| Water Treatment Chemicals | 29,327 | +633 | +2.2\% | 59,413 | +3,373 | +6.0\% | 29,732 | +405 | +1.4\% | 59,353 | -60 | -0.1\% | 42,600 | +12,868 | +43.3\% | 86,200 | +26,847 | +45.2\% |
| Water Treatment Facilities | 60,411 | -4,965 | -7.6\% | 114,049 | -16,651 | -12.7\% | 67,235 | +6,824 | +11.3\% | 121,928 | +7,879 | +6.9\% | 68,600 | +1,365 | +2.0\% | 130,800 | +8,872 | +7.3\% |
| Net Sales | 82,772 | -7,464 | -8.3\% | 178,137 | -2,006 | -1.1\% | 88,956 | +6,184 | +7.5\% | 189,398 | +11,261 | +6.3\% | 101,400 | +12,444 | +14.0\% | 216,000 | +26,602 | +14.0\% |
| Water Treatment Chemicals | 28,806 | +132 | +0.5\% | 58,844 | +2,753 | +4.9\% | 29,349 | +543 | +1.9\% | 59,999 | +1,155 | +2.0\% | 42,600 | +13,251 | +45.1\% | 86,200 | +26,201 | +43.7\% |
| Water Treatment Facilities | 53,965 | -7,597 | -12.3\% | 119,292 | -4,760 | -3.8\% | 59,606 | +5,641 | +10.5\% | 129,399 | +10,107 | +8.5\% | 58,800 | -806 | -1.4\% | 129,800 | +401 | +0.3\% |
| ( Cost of Sales Ratio ) Gross Profit | (67.7\%) 26,747 | $\begin{array}{r} (+0.9) \\ -3,195 \end{array}$ | -10.7\% | (69.0\%) <br> 55,267 | $\begin{gathered} (+1.8) \\ -3,829 \end{gathered}$ | -6.5\% | $\begin{array}{r} (68.0 \%) \\ 28,444 \end{array}$ | $\begin{array}{r} (+0.3) \\ +1,697 \end{array}$ | +6.3\% | (68.9\%) <br> 58,889 | $\begin{array}{r} (-0.1) \\ +3,622 \end{array}$ | +6.6\% | (66.8\%) <br> 33,700 | $\begin{array}{r} (-1.2) \\ +5,256 \end{array}$ | +18.5\% | (67.6\%) <br> 70,000 | $(-1.3)$ <br> $+11,111$ | +18.9\% |
| SG \& A Expenses ( \% of Net Sales ) | $\begin{gathered} 20,044 \\ (24.2 \%) \end{gathered}$ | $\begin{gathered} +956 \\ (+3.0) \end{gathered}$ | $+5.0 \%$ | $40,380$ (22.7\%) | $\begin{array}{r} +2,274 \\ (+1.5) \end{array}$ | $+6.0 \%$ | $\begin{gathered} 19,808 \\ (22.3 \%) \end{gathered}$ | $\begin{gathered} -236 \\ (-1.9) \end{gathered}$ | $-1.2 \%$ | $\begin{gathered} 39,454 \\ (20.8 \%) \end{gathered}$ | $\begin{gathered} -926 \\ (-1.9) \end{gathered}$ | $-2.3 \%$ | $\begin{gathered} 25,000 \\ (24.7 \%) \end{gathered}$ | $\begin{array}{r} +5,192 \\ (+2.4) \end{array}$ | $+26.2 \%$ | $\begin{array}{r} 50,500 \\ (23.4 \%) \end{array}$ | $\begin{array}{r} +11,046 \\ (+2.5) \end{array}$ | $+28.0 \%$ |
| Operating Income <br> ( \% of Net Sales ) | $\begin{gathered} 6,702 \\ (8.1 \%) \end{gathered}$ | $\begin{array}{r} -4,152 \\ (-3.9) \end{array}$ | -38.3\% | $\begin{aligned} & 14,886 \\ & (8.4 \%) \end{aligned}$ | $\begin{array}{r} -6,103 \\ (-3.3) \end{array}$ | -29.1\% | $\begin{gathered} 8,636 \\ (9.7 \%) \end{gathered}$ | $\begin{array}{r} +1,934 \\ (+1.6) \end{array}$ | +28.9\% | $\begin{array}{r} 19,435 \\ (10.3 \%) \end{array}$ | $\begin{array}{r} +4,549 \\ (+1.9) \end{array}$ | +30.6\% | $\begin{gathered} 8,700 \\ (8.6 \%) \end{gathered}$ | $\begin{gathered} +64 \\ (-1.1) \end{gathered}$ | +0.7\% | $\begin{aligned} & 19,500 \\ & (9.0 \%) \end{aligned}$ | $\begin{array}{r} +65 \\ (-1.2) \end{array}$ | +0.3\% |
| Net of non-operating income and expenses <br> Ordinary Income <br> ( \% of Net Sales ) | $\begin{array}{r} 456 \\ 7,158 \\ (8.6 \%) \end{array}$ | $\begin{array}{r} -26 \\ -4,177 \\ (-4.0) \end{array}$ | -36.9\% | $\begin{gathered} 1,185 \\ 16,072 \\ (9.0 \%) \end{gathered}$ | $\begin{gathered} +129 \\ -5,974 \\ (-3.2) \end{gathered}$ | -27.1\% | $\begin{array}{r} 555 \\ 9,191 \\ (10.3 \%) \end{array}$ | $\begin{array}{r} +99 \\ +2,033 \\ (+1.7) \end{array}$ | +28.4\% | $\begin{array}{r} -501 \\ 18,934 \\ (10.0 \%) \end{array}$ | $\begin{gathered} -1,686 \\ +2,862 \\ (+1.0) \end{gathered}$ | +17.8\% | $\begin{array}{r} 200 \\ 8,900 \\ (8.8 \%) \end{array}$ | $\begin{gathered} -355 \\ -291 \\ (-1.5) \end{gathered}$ | -3.2\% | 500 20,000 $(9.3 \%)$ | $\begin{array}{r} +1,001 \\ +1,066 \\ (-0.7) \end{array}$ | +5.6\% |
| Extraordinary Gains and Losses | -500 | +2,095 |  | -697 | +1,572 |  | - | +500 |  | -467 | +230 |  | - | - |  | -250 | +217 |  |
| Net Income <br> ( \% of Net Sales ) | $\begin{array}{r} 4,104 \\ (5.0 \%) \end{array}$ | $\begin{gathered} -761 \\ (-0.4) \\ \hline \end{gathered}$ | -15.6\% | $\begin{array}{r} 9,352 \\ (5.2 \%) \end{array}$ | $\begin{gathered} -2,124 \\ (-1.2) \end{gathered}$ | -18.5\% | $\begin{gathered} 5,885 \\ (6.6 \%) \end{gathered}$ | $\begin{array}{r} +1,781 \\ (+1.6) \end{array}$ | +43.4\% | 10,434 <br> (5.5\%) | $\begin{array}{r} +1,082 \\ (+0.3) \end{array}$ | +11.6\% | $\begin{array}{r} 5,500 \\ (5.4 \%) \end{array}$ | $\begin{gathered} -385 \\ (-1.2) \end{gathered}$ | -6.5\% | 12,300 <br> (5.7\%) | $\begin{array}{r} +1,866 \\ (+0.2) \end{array}$ | +17.9\% |
| Net income per share (yen) | 34.44 | -3.97 | -10.3\% | 78.48 | -13.95 | -15.1\% | 49.39 | +14.95 | +43.4\% | 87.81 | +9.33 | +11.9\% | 47.19 | -2.20 | -4.5\% | 105.54 | +17.73 | +20.2\% |

## Orders, Sales and Operating Income by Business Segment

Unit: Billions of yen

|  | 2014/3 |  |  |  |  |  | 2015/3 |  |  |  |  |  | 2016/3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 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 | 89.7 | -4.3 | -4.6\% | 173.5 | -13.3 | -7.1\% | 97.0 | +7.2 | +8.1\% | 181.3 | +7.8 | +4.5\% | 111.2 | +14.2 | +14.7\% | 217.0 | +35.7 | +19.7\% |
| Water Treatment Chemicals | 29.3 | +0.6 | +2.2\% | 59.4 | +3.4 | +6.0\% | 29.7 | +0.4 | +1.4\% | 59.4 | -0.1 | -0.1\% | 42.6 | +12.9 | +43.3\% | 86.2 | +26.8 | +45.2\% |
| Water Treatment Facilities | 60.4 | -5.0 | -7.6\% | 114.0 | -16.7 | -12.7\% | 67.2 | +6.8 | +11.3\% | 121.9 | +7.9 | +6.9\% | 68.6 | +1.4 | +2.0\% | 130.8 | +8.9 | +7.3\% |
| Electronics industry <br> General industries | $\begin{aligned} & 32.7 \\ & 27.7 \end{aligned}$ | $\begin{aligned} & -3.9 \\ & -1.0 \end{aligned}$ | $\begin{array}{r} -10.7 \% \\ -3.6 \% \end{array}$ | $\begin{aligned} & 65.2 \\ & 48.9 \end{aligned}$ | $\begin{array}{r} -10.2 \\ -6.5 \end{array}$ | -13.5\% <br> -11.7\% | $\begin{aligned} & 36.3 \\ & 30.9 \end{aligned}$ | $\begin{aligned} & +3.6 \\ & +3.2 \end{aligned}$ | $\begin{aligned} & +11.0 \% \\ & +11.6 \% \end{aligned}$ | $\begin{aligned} & 69.3 \\ & 52.6 \end{aligned}$ | $\begin{aligned} & +4.2 \\ & +3.7 \end{aligned}$ | $\begin{aligned} & +6.4 \% \\ & +7.6 \% \end{aligned}$ | $\begin{aligned} & 37.5 \\ & 31.1 \end{aligned}$ | $\begin{aligned} & +1.2 \\ & +0.2 \end{aligned}$ | $\begin{aligned} & +3.3 \% \\ & +0.5 \% \end{aligned}$ | $\begin{aligned} & 72.2 \\ & 58.6 \end{aligned}$ | $\begin{aligned} & +2.9 \\ & +6.0 \end{aligned}$ | $\begin{array}{r} +4.2 \% \\ +11.4 \% \end{array}$ |
| Sales | 82.8 | -7.5 | -8.3\% | 178.1 | -2.0 | -1.1\% | 89.0 | +6.2 | +7.5\% | 189.4 | +11.3 | +6.3\% | 101.4 | +12.4 | +14.0\% | 216.0 | +26.6 | +14.0\% |
| Water Treatment Chemicals | 28.8 | +0.1 | +0.5\% | 58.8 | +2.8 | +4.9\% | 29.3 | +0.5 | +1.9\% | 60.0 | +1.2 | +2.0\% | 42.6 | +13.3 | +45.1\% | 86.2 | +26.2 | +43.7\% |
| Water Treatment Facilities | 54.0 | -7.6 | -12.3\% | 119.3 | -4.8 | -3.8\% | 59.6 | +5.6 | +10.5\% | 129.4 | +10.1 | +8.5\% | 58.8 | -0.8 | -1.4\% | 129.8 | +0.4 | +0.3\% |
| Electronics industry General industries | $\begin{aligned} & 31.9 \\ & 22.1 \end{aligned}$ | $\begin{aligned} & -4.3 \\ & -3.3 \end{aligned}$ | $\begin{aligned} & -12.0 \% \\ & -12.9 \% \end{aligned}$ | $\begin{aligned} & 71.0 \\ & 48.3 \end{aligned}$ | $\begin{aligned} & -2.3 \\ & -2.5 \end{aligned}$ | $\begin{aligned} & -3.1 \% \\ & -4.8 \% \end{aligned}$ | $\begin{aligned} & 35.6 \\ & 24.1 \end{aligned}$ | $\begin{aligned} & +3.7 \\ & +2.0 \end{aligned}$ | $\begin{array}{r} +11.4 \% \\ +9.0 \% \\ \hline \end{array}$ | $\begin{aligned} & 75.4 \\ & 54.0 \end{aligned}$ | $\begin{aligned} & +4.4 \\ & +5.7 \end{aligned}$ | $\begin{array}{r} +6.2 \% \\ +11.8 \% \\ \hline \end{array}$ | $\begin{aligned} & 34.2 \\ & 24.6 \\ & \hline \end{aligned}$ | $\begin{array}{r} -1.4 \\ +0.6 \end{array}$ | $\begin{array}{r} -3.9 \% \\ +2.4 \% \\ \hline \end{array}$ | $\begin{aligned} & 73.9 \\ & 55.9 \end{aligned}$ | $\begin{array}{r} -1.5 \\ +1.9 \\ \hline \end{array}$ | $\begin{array}{r} -2.0 \% \\ +3.6 \% \\ \hline \end{array}$ |
| Operating Income (\% of Sales) | $\begin{array}{r} 6.7 \\ (8.1 \%) \end{array}$ | $\begin{array}{r} \hline-4.2 \\ (-3.9) \end{array}$ | -38.3\% | $\begin{array}{r} \hline 14.9 \\ (8.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline-6.1 \\ (-3.3) \\ \hline \end{array}$ | -29.1\% | $\begin{array}{r} \hline 8.6 \\ (9.7 \%) \end{array}$ | $\begin{array}{r} +1.9 \\ (+1.6) \end{array}$ | +28.8\% | $\begin{array}{r} 19.4 \\ (10.3 \%) \end{array}$ | $\begin{array}{r} +4.5 \\ (+1.9) \end{array}$ | +30.5\% | $\begin{array}{r} \hline 8.7 \\ (8.6 \%) \end{array}$ | $\begin{array}{r} +0.1 \\ (-1.1) \\ \hline \end{array}$ | +0.7\% | $\begin{array}{r} 19.5 \\ (9.0 \%) \\ \hline \end{array}$ | $\begin{gathered} +0.1 \\ (-1.2) \end{gathered}$ | +0.3\% |
| Water Treatment Chemicals (\% of Sales) |  | $\begin{array}{r} -0.2 \\ (-0.9) \\ \hline \end{array}$ | -5.3\% |  | $\begin{array}{r} -0.4 \\ (-1.4) \\ \hline \end{array}$ | -4.6\% |  | $\begin{array}{r} -0.3 \\ (-1.4) \\ \hline \end{array}$ | -7.5\% |  | $\begin{array}{r} -0.1 \\ (-0.4) \\ \hline \end{array}$ | -1.0\% | $\begin{array}{r} 4.2 \\ (9.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} +0.1 \\ (-4.1) \\ \hline \end{array}$ | +2.4\% | $\begin{array}{r} 7.7 \\ (8.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} -0.2 \\ (-4.2) \end{array}$ | -2.2\% |
| Water Treatment Facilities (\% of Sales) | $\begin{array}{r} 2.3 \\ (4.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} -3.9 \\ (-5.8) \end{array}$ | -63.1\% | $\begin{array}{r} 6.9 \\ (5.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} -5.7 \\ (-4.4) \end{array}$ | -45.1\% | $\begin{array}{r} 4.5 \\ (7.6 \%) \end{array}$ | $\begin{array}{r} +2.3 \\ (+3.4) \end{array}$ | +99.4\% | $\begin{array}{r} 11.6 \\ (8.9 \%) \end{array}$ | $\begin{array}{r} +4.6 \\ (+3.1) \end{array}$ | +66.7\% | $\begin{array}{r} 4.5 \\ (7.7 \%) \end{array}$ | $\begin{array}{r} -0.0 \\ (+0.1) \end{array}$ | -0.9\% | $\begin{array}{r} 11.8 \\ (9.1 \%) \end{array}$ | $\begin{array}{r} +0.2 \\ (+0.2) \end{array}$ | +2.1\% |
| Electronics industry (\% of Sales) <br> General industries (\% of Sales) | $\begin{array}{r} 3.2 \\ (10.1 \%) \\ -1.0 \\ (-4.3 \%) \end{array}$ | $\begin{array}{r} -2.1 \\ (-4.6) \\ -1.8 \\ (-) \\ \hline \end{array}$ | -39.4\% | $\begin{array}{r} \hline 7.8 \\ (10.9 \%) \\ -0.8 \\ (-1.7 \%) \end{array}$ | $\begin{array}{r} -3.8 \\ (-4.8) \\ -1.9 \\ (-) \end{array}$ | -32.8\% | $\begin{array}{r} 4.3 \\ (12.0 \%) \\ 0.3 \\ (1.1 \%) \end{array}$ | $\begin{array}{r} +1.0 \\ (+1.9) \\ +1.2 \\ (-) \end{array}$ | +32.5\% | $\begin{array}{r} 9.7 \\ (12.9 \%) \\ 1.8 \\ (3.4 \%) \end{array}$ | $\begin{array}{r} +2.0 \\ (+2.0) \\ +2.7 \\ (+5.1) \end{array}$ | +25.3\% | $\begin{array}{r} 4.3 \\ (12.6 \%) \\ 0.2 \\ (0.8 \%) \end{array}$ | $\begin{array}{r} +0.0 \\ (+0.6) \\ -0.1 \\ (-0.3) \end{array}$ | $\begin{aligned} & +0.5 \% \\ & -22.5 \% \end{aligned}$ | $\begin{array}{r} 10.0 \\ (13.5 \%) \\ 1.8 \\ (3.2 \%) \end{array}$ | $\begin{array}{r} +0.3 \\ (+0.6) \\ -0.0 \\ (-0.2) \end{array}$ | $+2.9 \%$ $-2.0 \%$ |

Orders from and Sales to the Electronics Industry by Product/Service Segment

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Unit: Billio | ns of yen |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014/3 |  |  |  |  |  | 2015/3 |  |  |  |  |  | 2016/3 |  |  |  |  |  |
|  | 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 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 | 25.3 | -1.4 | -5.3\% | 54.2 | -0.6 | -1.1\% | 25.2 | -0.1 | -0.4\% | 52.2 | -2.0 | -3.8\% | 24.4 | -0.8 | -3.3\% | 50.4 | -1.8 | -3.4\% |
| Facilities <br> Maintenance <br> Tool Cleaning | $\begin{array}{r} 17.3 \\ 3.9 \\ 4.1 \end{array}$ | $\begin{aligned} & -1.3 \\ & -0.0 \\ & -0.1 \end{aligned}$ | $\begin{gathered} -6.8 \% \\ -0.9 \% \\ -3.2 \% \end{gathered}$ | $\begin{array}{r} 35.9 \\ 10.3 \\ 8.1 \end{array}$ | $\begin{gathered} -0.1 \\ -0.1 \\ -0.5 \end{gathered}$ | $\begin{gathered} -0.3 \% \\ -0.5 \% \\ -5.3 \% \end{gathered}$ | $\begin{array}{r} 16.6 \\ 4.3 \\ 4.4 \end{array}$ | $\begin{array}{r} -0.8 \\ +0.4 \\ +0.3 \end{array}$ | $\begin{array}{r} -4.4 \% \\ +10.3 \% \\ +6.1 \% \end{array}$ | $\begin{array}{r} 32.9 \\ 10.9 \\ 8.4 \end{array}$ | $\begin{array}{r} -3.0 \\ +0.6 \\ +0.3 \end{array}$ | $\begin{gathered} -8.4 \% \\ +6.3 \% \\ +4.0 \% \end{gathered}$ | $\begin{array}{r} 16.7 \\ 4.2 \\ 3.5 \end{array}$ | $\begin{gathered} +0.1 \\ -0.1 \\ -0.9 \end{gathered}$ | $\begin{gathered} +0.9 \% \\ -2.7 \% \\ -19.5 \% \end{gathered}$ | $\begin{array}{r} 32.8 \\ 10.7 \\ 6.9 \end{array}$ | $\begin{aligned} & -0.1 \\ & -0.2 \\ & -1.5 \end{aligned}$ | $\begin{gathered} -0.2 \% \\ -2.0 \% \\ -17.8 \% \end{gathered}$ |
| Overseas | 7.4 | -2.5 | -25.3\% | 11.0 | -9.6 | -46.6\% | 11.1 | +3.7 | +50.0\% | 17.2 | +6.2 | +56.5\% | 13.1 | +2.0 | +18.2\% | 21.9 | +4.7 | +27.2\% |
| Facilities <br> Maintenance | $\begin{aligned} & 4.7 \\ & 2.8 \end{aligned}$ | $\begin{array}{r} -3.5 \\ +1.0 \end{array}$ | $\begin{array}{r} -42.8 \% \\ +54.4 \% \end{array}$ | $\begin{aligned} & 5.2 \\ & 5.8 \end{aligned}$ | $\begin{array}{r} -11.4 \\ +1.8 \end{array}$ | $\begin{array}{r} -68.9 \% \\ +45.4 \% \end{array}$ | $\begin{aligned} & 8.5 \\ & 2.6 \end{aligned}$ | $\begin{array}{r} +3.9 \\ -0.2 \end{array}$ | $\begin{array}{r} +83.3 \% \\ -6.3 \% \end{array}$ | $\begin{array}{r} 11.5 \\ 5.7 \end{array}$ | $\begin{gathered} +6.3 \\ -0.1 \end{gathered}$ | $\begin{array}{r} +122.6 \% \\ -1.9 \% \end{array}$ | 10.2 3.0 | $\begin{aligned} & +1.6 \\ & +0.4 \end{aligned}$ | $\begin{aligned} & +19.2 \% \\ & +15.0 \% \end{aligned}$ | 16.4 5.5 | +4.9 -0.2 | $\begin{array}{r} +42.6 \% \\ -3.7 \% \\ \hline \end{array}$ |
| Total Orders of Electronics | 32.7 | -3.9 | -10.7\% | 65.2 | -10.2 | -13.5\% | 36.3 | +3.6 | +11.0\% | 69.3 | +4.2 | +6.4\% | 37.5 | +1.2 | +3.3\% | 72.2 | +2.9 | +4.2\% |
| Domestic | 25.4 | -2.3 | -8.2\% | 54.3 | -2.3 | -4.1\% | 26.8 | +1.4 | +5.6\% | 54.4 | +0.1 | +0.2\% | 25.6 | -1.2 | -4.5\% | 51.4 | -3.0 | -5.5\% |
| Facilities <br> Maintenance <br> Tool Cleaning | $\begin{array}{r} 16.8 \\ 4.6 \\ 4.1 \end{array}$ | $\begin{aligned} & -1.7 \\ & -0.4 \\ & -0.2 \end{aligned}$ | $\begin{gathered} -9.3 \% \\ -7.1 \% \\ -5.0 \% \end{gathered}$ | $\begin{array}{r} 36.1 \\ 10.2 \\ 8.1 \end{array}$ | $\begin{aligned} & -1.1 \\ & -0.7 \\ & -0.5 \end{aligned}$ | $\begin{gathered} -3.1 \% \\ -6.4 \% \\ -5.7 \% \\ \hline \end{gathered}$ | $\begin{array}{r} 17.5 \\ 5.0 \\ 4.3 \end{array}$ | $\begin{aligned} & +0.8 \\ & +0.4 \\ & +0.2 \end{aligned}$ | $\begin{aligned} & +4.5 \% \\ & +9.7 \% \\ & +5.2 \% \end{aligned}$ | $\begin{array}{r} 35.1 \\ 11.0 \\ 8.3 \end{array}$ | $\begin{array}{r} -1.0 \\ +0.8 \\ +0.3 \end{array}$ | $\begin{gathered} -2.7 \% \\ +8.0 \% \\ +3.1 \% \end{gathered}$ | $\begin{array}{r} 17.2 \\ 4.9 \\ 3.5 \end{array}$ | $\begin{gathered} -0.3 \\ -0.1 \\ -0.8 \end{gathered}$ | $\begin{gathered} -2.0 \% \\ -1.9 \% \\ -17.8 \% \end{gathered}$ | $\begin{array}{r} 33.3 \\ 11.2 \\ 6.9 \end{array}$ | -1.7 +0.1 -1.4 | $\begin{array}{r} -4.9 \% \\ +1.1 \% \\ -16.9 \% \\ \hline \end{array}$ |
| Overseas | 6.5 | -2.1 | -24.0\% | 16.7 | +0.0 | +0.1\% | 8.7 | +2.2 | +34.3\% | 21.0 | +4.3 | +25.9\% | 8.5 | -0.2 | -2.1\% | 22.5 | +1.5 | +7.0\% |
| Facilities <br> Maintenance | $\begin{aligned} & 4.4 \\ & 2.1 \end{aligned}$ | $\begin{array}{r} -2.6 \\ +0.5 \end{array}$ | $\begin{array}{r} -36.8 \% \\ +32.8 \% \end{array}$ | $\begin{array}{r} 11.5 \\ 5.2 \end{array}$ | $\begin{array}{r} -1.6 \\ +1.6 \\ \hline \end{array}$ | $\begin{array}{r} -12.2 \% \\ +46.1 \% \end{array}$ | $\begin{aligned} & 6.6 \\ & 2.1 \end{aligned}$ | $\begin{aligned} & +2.2 \\ & +0.0 \end{aligned}$ | $\begin{array}{r} +50.4 \% \\ +0.4 \% \end{array}$ | $\begin{array}{r} 15.7 \\ 5.3 \end{array}$ | $\begin{aligned} & +4.2 \\ & +0.1 \end{aligned}$ | $\begin{array}{r} +36.5 \% \\ +2.2 \% \end{array}$ | $\begin{aligned} & 6.3 \\ & 2.3 \end{aligned}$ | -0.4 +0.2 | $\begin{gathered} -5.7 \% \\ +9.3 \% \end{gathered}$ | 15.9 6.6 | $\begin{aligned} & +0.2 \\ & +1.3 \end{aligned}$ | $\begin{array}{r} +1.0 \% \\ +24.8 \% \end{array}$ |
| Total Sales of Electronics | 31.9 | -4.3 | -12.0\% | 71.0 | -2.3 | -3.1\% | 35.6 | +3.6 | +11.4\% | 75.4 | +4.4 | +6.2\% | 34.2 | -1.4 | -3.9\% | 73.9 | -1.5 | -2.0\% |
| Ultrapure Water Supply Business | 15.8 | -0.9 | -5.6\% | 31.6 | -0.8 | -2.5\% | 15.9 | +0.1 | +0.5\% | 32.2 | +0.6 | +1.8\% | 16.0 | +0.1 | +0.6\% | 31.6 | -0.6 | -1.8\% |

[^0]
## Research and Development (R\&D) Expenses

|  | Unit: Billions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | 2014/3 | 2015/3 | 2016/3 |
|  | Full Year Result | Full Year Result | Full Year Projected |
| Water Treatment Chemicals | 1.6 | 1.5 | 2.0 |
| Water Treatment Facilities | 3.0 | 2.9 | 3.3 |
| Total research and development (R\&D) expenses | 4.5 | 4.4 | 5.3 |

Capital Expenditures and Depreciation

|  | Unit: Billions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | 2014/3 | 2015/3 | 2016/3 |
|  | Full Year Result | Full Year Result | Full Year Projected |
| Capital expenditures (tangibles) |  | 8.5 | 16.5 13 |
| Depreciation | 14.3 | 14.4 | 13.7 |

## Number of Employees

|  | $2014 / 3$ | $2015 / 3$ | Amount change |
| ---: | ---: | ---: | ---: |
| Consolidated | 4,635 | 5,222 | +587 |


[^0]:    Figures for the Ultrapure Water Supply Business are included in domestic and overseas "facilities", the amounts for orders received and sales are identical

