

# Consolidated Financial Summary

For the Fiscal Year Ended March 31, 2019

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May 13, 2019

**KURITA WATER INDUSTRIES LTD.**

Forecasts contained in this report are based on management's assumption and beliefs in light of the information currently available. But they may be subject to change due to a wide range of factors, and no warranty is made regarding their attainability.

## Results of Operations

Unit: Millions of yen

	2018/3 (JGAAP)						2019/3 (JGAAP)						
	1st Half Result	Change from Previous Year		Full Year Result	Change from Previous Year		1st Half Result	Change from Previous Year		Full Year Forecast	Full Year Result	Change from Previous Year	
		Amount	Percentage		Amount	Percentage		Amount	Percentage			Amount	Percentage
Orders	125,300	+12,819	+11.4%	251,447	+32,717	+15.0%	139,584	+14,284	+11.4%	256,000	258,439	+6,991	+2.8%
Water Treatment Chemicals	44,582	+2,577	+6.1%	90,358	+8,240	+10.0%	52,473	+7,891	+17.7%	101,800	102,939	+12,580	+13.9%
Water Treatment Facilities	80,717	+10,241	+14.5%	161,088	+24,477	+17.9%	87,110	+6,392	+7.9%	154,200	155,500	-5,588	-3.5%
Net Sales	108,107	+4,296	+4.1%	236,815	+22,628	+10.6%	128,587	+20,479	+18.9%	260,000	259,409	+22,593	+9.5%
Water Treatment Chemicals	44,074	+2,623	+6.3%	90,361	+8,478	+10.4%	51,875	+7,800	+17.7%	101,400	102,088	+11,726	+13.0%
Water Treatment Facilities	64,032	+1,672	+2.7%	146,453	+14,149	+10.7%	76,711	+12,678	+19.8%	158,600	157,321	+10,867	+7.4%
( Cost of Sales Ratio )	(66.2%)	(-0.7)		(67.8%)	(-0.1)		(69.4%)	(+3.2)		(68.1%)	(68.1%)	(+0.3)	
Gross Profit	36,532	+2,208	+6.4%	76,338	+7,606	+11.1%	39,297	+2,764	+7.6%	83,000	82,746	+6,407	+8.4%
SG&A Expenses	26,378	+1,698	+6.9%	53,863	+4,583	+9.3%	29,024	+2,645	+10.0%	59,000	58,420	+4,556	+8.5%
Operating Income	10,153	+510	+5.3%	22,475	+3,023	+15.5%	10,272	+119	+1.2%	24,000	24,326	+1,850	+8.2%
Net of Non-operating Income and Expenses	121	+125	-	-370	-992	-	104	-17	-	200	-407	-37	-
Ordinary Income	10,274	+635	+6.6%	22,104	+2,030	+10.1%	10,376	+101	+1.0%	24,200	23,919	+1,814	+8.2%
Net of Extraordinary Income and Losses	206	+206	-	3,430	+3,039	-	-723	-929	-	3,000	3,613	+183	-
Profit Attributable to Owners of Parent	7,412	+870	+13.3%	17,897	+3,391	+23.4%	6,516	-896	-12.1%	17,000	17,323	-574	-3.2%
Net Income per Share (yen)	65.99	+9.63	+17.1%	159.37	+34.14	+27.3%	58.04	-7.95	-12.0%	151.41	154.29	-5.08	-3.2%

## Results of Operations (IFRS)

Unit: Millions of yen

	2019/3 (IFRS [Reference])		2020/3 (IFRS)					
	1st Half Result	Full Year Result	1st Half Forecast	Change from Previous Year		Full Year Forecast	Change from Previous Year	
				Amount	Percentage		Amount	Percentage
Orders	139,584	258,439	137,900	-1,684	-1.2%	270,000	+11,561	+4.5%
Water Treatment Chemicals	52,473	102,939	59,700	+7,227	+13.8%	118,400	+15,461	+15.0%
Water Treatment Facilities	87,110	155,500	78,200	-8,911	-10.2%	151,600	-3,900	-2.5%
Net Sales	126,458	257,280	133,800	+7,342	+5.8%	278,000	+20,721	+8.1%
Water Treatment Chemicals	51,875	102,088	59,200	+7,325	+14.1%	118,100	+16,012	+15.7%
Water Treatment Facilities	74,582	155,192	74,600	+18	+0.0%	159,900	+4,708	+3.0%
( Cost of Sales Ratio )	(68.9%)	(67.8%)	(65.6%)	(-3.3)		(66.0%)	(-1.8)	
Gross Profit	39,297	82,746	46,000	+6,703	+17.1%	94,600	+11,854	+14.3%
SG&A Expenses	28,201	56,777	33,700	+5,499	+19.5%	68,100	+11,323	+19.9%
Business Profit	11,096	25,969	12,300	+1,204	+10.8%	26,500	+531	+2.0%
Net of Other Income and Expenses	-3,176	-6,348	3,200	+6,376	-	2,500	+8,848	-
Operating Income	7,920	19,621	15,500	+7,580	+95.7%	29,000	+9,379	+47.8%
Income Before Taxes	8,566	20,749	15,600	+7,034	+82.1%	29,200	8,451	+40.7%
Net Income Attributable to Owners of Parent	5,961	12,681	11,000	+5,039	+84.5%	20,600	+7,919	+62.4%
Net Income per Share (yen)	53.09	112.95	97.97	+44.88	+84.5%	183.47	+70.52	+62.4%

Note 1. The IFRS-basis financial results for the year ended March 31, 2019 are approximate values tentatively calculated in May 2019, and subject to change

Note 2. Business profit is calculated by deducting cost of sales and SG&A expenses from net sales.

## Orders, Net Sales and Operating Income by Business Segment

Unit: Billions of yen

	2018/3 (JGAAP)							2019/3 (JGAAP)						
	1st Half Result	Change from Previous Year		Full Year Result	Change from Previous Year			1st Half Result	Change from Previous Year		Full Year Forecast	Full Year Result	Change from Previous Year	
		Amount	Percentage		Amount	Percentage			Amount	Percentage			Amount	Percentage
Orders	125.3	+12.8	+11.4%	251.4	+32.7	+15.0%		139.6	+14.3	+11.4%	256.0	258.4	+7.0	+2.8%
Water Treatment Chemicals	44.6	+2.6	+6.1%	90.4	+8.2	+10.0%		52.5	+7.9	+17.7%	101.8	102.9	+12.6	+13.9%
Domestic	23.0	+0.6	+2.7%	44.5	+1.0	+2.3%		23.5	+0.5	+2.0%	45.6	46.2	+1.7	+3.8%
Overseas	21.5	+2.0	+10.1%	45.8	+7.3	+18.8%		29.0	+7.4	+34.5%	56.2	56.7	+10.9	+23.8%
Water Treatment Facilities	80.7	+10.2	+14.5%	161.1	+24.5	+17.9%		87.1	+6.4	+7.9%	154.2	155.5	-5.6	-3.5%
Domestic	63.0	+3.0	+5.0%	111.7	-3.0	-2.7%		68.9	+5.9	+9.4%	124.7	125.3	+13.5	+12.1%
Overseas	17.7	+7.3	+69.5%	49.3	+27.5	+126.2%		18.2	+0.5	+2.8%	29.5	30.2	-19.1	-38.7%
Net Sales	108.1	+4.3	+4.1%	236.8	+22.6	+10.6%		128.6	+20.5	+18.9%	260.0	259.4	+22.6	+9.5%
Water Treatment Chemicals	44.1	+2.6	+6.3%	90.4	+8.5	+10.4%		51.9	+7.8	+17.7%	101.4	102.1	+11.7	+13.0%
Domestic	22.6	+0.7	+3.2%	44.4	+1.1	+2.4%		23.0	+0.4	+1.6%	45.4	45.5	+1.1	+2.5%
Overseas	21.4	+1.9	+9.8%	45.9	+7.4	+19.3%		28.9	+7.4	+34.7%	56.0	56.6	+10.6	+23.1%
Water Treatment Facilities	64.0	+1.7	+2.7%	146.5	+14.1	+10.7%		76.7	+12.7	+19.8%	158.6	157.3	+10.9	+7.4%
Domestic	51.4	+0.5	+1.0%	113.8	+7.2	+6.7%		56.1	+4.7	+9.1%	120.3	117.8	+4.0	+3.5%
Overseas	12.6	+1.2	+10.3%	32.6	+7.0	+27.1%		20.6	+8.0	+63.3%	38.3	39.5	+6.9	+21.2%
Operating Income	10.2	+0.5	+5.3%	22.5	+3.0	+15.5%		10.3	+0.1	+1.2%	24.0	24.3	+1.9	+8.2%
Water Treatment Chemicals	3.9	-0.2	-5.7%	7.2	-0.1	-0.7%		4.5	+0.7	+17.3%	8.4	8.3	+1.1	+16.0%
Water Treatment Facilities	6.3	+0.7	+13.3%	15.3	+3.1	+25.3%		5.8	-0.5	-8.6%	15.6	15.9	+0.6	+4.1%

Note 1. Orders and net sales are figures for external customers.

Note 2. Operating income by segment indicates figures prior to adjustments and eliminations between segments.

## Orders, Net Sales, Business Profit and Operating Income by Business Segment (IFRS)

Unit: Billions of yen

	2019/3 (IFRS [Reference])		2019/3 (IFRS)					
	1st Half Result	Full Year Result	1st Half Forecast	Change from Previous Year		Full Year Forecast	Change from Previous Year	
				Amount	Percentage		Amount	Percentage
Orders	139.6	258.4	137.9	-1.7	-1.2%	270.0	+11.6	+4.5%
Water Treatment Chemicals	52.5	102.9	59.7	+7.2	+13.8%	118.4	+15.5	+15.0%
Domestic	23.5	46.2	24.2	+0.7	+2.9%	47.3	+1.1	+2.5%
Overseas	29.0	56.7	35.5	+6.6	+22.6%	71.1	+14.3	+25.3%
Water Treatment Facilities	87.1	155.5	78.2	-8.9	-10.2%	151.6	-3.9	-2.5%
Domestic	68.9	125.3	54.8	-14.1	-20.4%	114.5	-10.8	-8.6%
Overseas	18.2	30.2	23.4	+5.1	+28.2%	37.1	+6.9	+22.8%
Net Sales	126.5	257.3	133.8	+7.3	+5.8%	278.0	+20.7	+8.1%
Water Treatment Chemicals	51.9	102.1	59.2	+7.3	+14.1%	118.1	+16.0	+15.7%
Domestic	23.0	45.5	23.6	+0.6	+2.8%	47.0	+1.5	+3.3%
Overseas	28.9	56.6	35.6	+6.7	+23.1%	71.1	+14.5	+25.7%
Water Treatment Facilities	74.6	155.2	74.6	+0.0	+0.0%	159.9	+4.7	+3.0%
Domestic	54.3	115.9	55.0	+0.7	+1.3%	120.1	+4.2	+3.6%
Overseas	20.3	39.3	19.6	-0.7	-3.4%	39.8	+0.5	+1.3%
Business Profit	11.1	26.0	12.3	+1.2	+10.8%	26.5	+0.5	+2.0%
Water Treatment Chemicals	5.3	9.9	5.7	+0.3	+6.6%	11.0	+1.1	+11.4%
Water Treatment Facilities	5.8	16.1	6.7	+0.9	+14.7%	15.5	-0.6	-3.7%
Operating Income	7.9	19.6	15.5	+7.6	+95.7%	29.0	+9.4	+47.8%
Water Treatment Chemicals	2.3	4.8	4.9	+2.5	+108.9%	9.5	+4.7	+100.0%
Water Treatment Facilities	5.6	14.9	10.7	+5.1	+90.2%	19.5	+4.6	+31.1%

Note 1. Orders and net sales are figures for external customers.

Note 2. Operating income by segment indicates figures prior to adjustments and eliminations between segments.

Note 3. The IFRS-basis financial results for the year ended March 31, 2019 are approximate values tentatively calculated in May 2019, and subject to change depending on the accounting audit results.

Note 4. Business profit is calculated by deducting cost of sales and SG&A expenses from net sales.

## Orders and Net Sales of Water Treatment Facilities

Unit: Billions of yen

		2018/3 (JGAAP)						2019/3 (JGAAP)							
		1st Half Result	Change from Previous Year		Full Year Result	Change from Previous Year		1st Half Result	Change from Previous Year		Full Year Forecast	Full Year Result	Change from Previous Year		
			Amount	Percentage		Amount	Percentage		Amount	Percentage			Amount	Percentage	
Orders	Domestic	63.0	+3.0	+5.0%	111.7	-3.0	-2.7%	68.9	+5.9	+9.4%	124.7	125.3	+13.5	+12.1%	
	For the Electronics Industry		27.6	+3.3	+13.6%	55.3	+4.0	+7.8%	31.6	+4.0	+14.6%	60.3	61.8	+6.5	+11.8%
		Facilities	4.7	+3.6	+307.6%	9.2	+4.9	+115.6%	6.3	+1.6	+33.0%	10.8	10.9	+1.8	+19.2%
		Maintenance	7.1	+1.6	+28.1%	14.6	+1.5	+11.4%	8.8	+1.7	+24.2%	16.6	18.2	+3.5	+24.2%
		UPWS Business	12.3	-2.2	-15.1%	24.6	-2.8	-10.3%	13.1	+0.8	+6.3%	25.9	25.8	+1.2	+4.9%
		Tool Cleaning	3.4	+0.4	+12.2%	6.9	+0.4	+6.1%	3.4	-0.0	-0.5%	7.0	6.9	+0.0	+0.0%
	For General Industries		35.4	-0.3	-0.9%	56.5	-7.0	-11.1%	37.3	+1.9	+5.3%	64.4	63.5	+7.0	+12.4%
		Energy / Infrastructure	27.5	-2.0	-6.6%	44.3	-7.2	-14.0%	27.5	+0.0	+0.0%	51.4	49.9	+5.7	+12.8%
		Soil Remediation	6.4	+1.4	+29.1%	9.1	-0.1	-1.1%	8.3	+1.9	+30.3%	10.6	10.6	+1.5	+16.7%
		Others	1.6	+0.2	+13.2%	3.2	+0.3	+10.9%	1.5	-0.1	-3.8%	2.3	3.0	-0.2	-5.1%
	Overseas	17.7	+7.3	+69.5%	49.3	+27.5	+126.2%	18.2	+0.5	+2.8%	29.5	30.2	-19.1	-38.7%	
	Facilities	12.7	+5.6	+78.2%	39.1	+24.7	+171.7%	12.1	-0.6	-4.6%	18.1	18.4	-20.7	-52.9%	
		Maintenance	3.9	+1.2	+43.5%	7.5	+1.4	+23.1%	4.5	+0.7	+17.4%	8.3	8.6	+1.2	+15.5%
		UPWS Business	1.2	+0.5	+82.5%	2.8	+1.4	+103.0%	1.6	+0.4	+34.4%	3.1	3.2	+0.4	+15.9%
Total Orders		80.7	+10.2	+14.5%	161.1	+24.5	+17.9%	87.1	+6.4	+7.9%	154.2	155.5	-5.6	-3.5%	
Net Sales	Domestic	51.4	+0.5	+1.0%	113.8	+7.2	+6.7%	56.1	+4.7	+9.1%	120.3	117.8	+4.0	+3.5%	
	For the Electronics Industry		25.0	+0.3	+1.2%	54.4	+5.1	+10.4%	28.4	+3.3	+13.2%	59.8	59.8	+5.4	+9.9%
		Facilities	2.8	+1.4	+94.1%	7.9	+5.3	+203.6%	4.1	+1.3	+46.3%	10.0	9.9	+1.9	+24.5%
		Maintenance	6.5	+0.8	+14.0%	15.0	+2.2	+17.3%	7.7	+1.2	+19.0%	16.9	17.2	+2.2	+14.7%
		UPWS Business	12.3	-2.2	-15.1%	24.6	-2.8	-10.3%	13.1	+0.8	+6.3%	25.9	25.8	+1.2	+4.9%
		Tool Cleaning	3.4	+0.3	+10.8%	6.9	+0.4	+6.6%	3.4	+0.0	+0.4%	7.0	6.9	+0.0	+0.4%
	For General Industries		26.4	+0.2	+0.7%	59.4	+2.1	+3.6%	27.8	+1.4	+5.3%	60.6	58.0	-1.4	-2.4%
		Energy / Infrastructure	22.3	+1.1	+5.1%	48.4	+2.7	+5.9%	20.9	-1.4	-6.3%	46.4	44.5	-3.9	-8.0%
		Soil Remediation	2.9	-0.7	-19.7%	7.8	-1.0	-10.9%	5.5	+2.6	+90.7%	10.8	10.7	+2.9	+36.6%
		Others	1.2	-0.2	-12.7%	3.1	+0.3	+10.3%	1.4	+0.2	+14.7%	3.3	2.8	-0.4	-12.2%
	Overseas	12.6	+1.2	+10.3%	32.6	+7.0	+27.1%	20.6	+8.0	+63.3%	38.3	39.5	+6.9	+21.1%	
	Facilities	8.7	+0.3	+3.9%	22.5	+4.3	+23.6%	15.7	+7.0	+80.0%	26.8	28.7	+6.1	+27.2%	
		Maintenance	2.7	+0.3	+13.2%	7.4	+1.3	+20.9%	2.9	+0.2	+8.5%	8.3	7.7	+0.3	+4.7%
		UPWS Business	1.2	+0.5	+82.5%	2.8	+1.4	+103.0%	1.6	+0.4	+34.4%	3.1	3.2	+0.4	+15.9%
Total Sales		64.0	+1.7	+2.7%	146.5	+14.1	+10.7%	76.7	+12.7	+19.8%	158.6	157.3	+10.9	+7.4%	

Note. UPWS Business stands for Ultrapure Water Supply Business.

## Orders and Net Sales of Water Treatment Facilities (IFRS)

Unit: Billions of yen

		2019/3 (IFRS [Reference])		2020/3 (IFRS)					
		1st Half Result	Full Year Result	1st Half Forecast	Change from Previous Year		Full Year Forecast	Change from Previous Year	
					Amount	Percentage		Amount	Percentage
	Domestic	68.9	125.3	54.8	-14.0	-20.4%	114.5	-10.8	-8.6%
	For the Electronics Industry	31.6	61.8	26.0	-5.6	-17.8%	56.9	-4.9	-7.9%
	Facilities	6.3	10.9	2.6	-3.7	-59.3%	6.6	-4.4	-40.1%
	Maintenance	8.8	18.2	7.2	-1.6	-18.2%	16.1	-2.0	-11.1%
	UPWS Business	13.1	25.8	12.7	-0.5	-3.5%	26.9	+1.1	+4.4%
	Tool Cleaning	3.4	6.9	3.6	+0.2	+4.5%	7.3	+0.4	+5.8%
	For General Industries	37.3	63.5	28.9	-8.4	-22.6%	57.6	-5.9	-9.3%
	Energy / Infrastructure	27.5	49.9	24.2	-3.3	-11.9%	46.8	-3.1	-6.2%
	Soil Remediation	8.3	10.6	3.5	-4.8	-58.1%	8.1	-2.4	-23.2%
	Others	1.5	3.0	1.2	-0.3	-21.2%	2.6	-0.3	-11.6%
	Overseas	18.2	30.2	23.4	+5.1	+28.2%	37.1	+6.9	+22.8%
	Facilities	12.1	18.4	17.6	+5.5	+45.6%	25.7	+7.3	+39.8%
	Maintenance	4.5	8.6	4.3	-0.3	-5.7%	8.4	-0.2	-2.6%
	UPWS Business	1.6	3.2	1.5	-0.1	-6.9%	3.0	-0.2	-6.9%
Total Orders		87.1	155.5	78.2	-8.9	-10.2%	151.6	-3.9	-2.5%
	Domestic	54.3	115.9	55.0	+0.7	+1.3%	120.1	+4.2	+3.6%
	For the Electronics Industry	28.0	59.4	29.2	+1.2	+4.1%	59.1	-0.3	-0.6%
	Facilities	4.0	9.8	5.1	+1.1	+26.7%	7.7	-2.1	-21.3%
	Maintenance	7.5	17.0	7.9	+0.4	+5.5%	17.2	+0.2	+1.3%
	UPWS Business	13.1	25.8	12.7	-0.5	-3.5%	26.9	+1.1	+4.4%
	Tool Cleaning	3.4	6.9	3.6	+0.1	+4.0%	7.3	+0.4	+5.5%
	For General Industries	26.3	56.5	25.8	-0.4	-1.7%	61.0	+4.5	+8.0%
	Energy / Infrastructure	19.7	43.3	20.8	+1.2	+6.0%	49.8	+6.5	+15.0%
	Soil Remediation	5.3	10.4	3.8	-1.5	-28.0%	8.5	-1.9	-18.6%
	Others	1.4	2.8	1.2	-0.2	-11.4%	2.7	-0.0	-0.5%
	Overseas	20.3	39.3	19.6	-0.7	-3.4%	39.8	+0.5	+1.3%
	Facilities	15.8	28.4	13.6	-2.2	-13.9%	27.9	-0.4	-1.6%
	Maintenance	2.9	7.7	4.5	+1.6	+55.9%	8.9	+1.2	+15.3%
	UPWS Business	1.6	3.2	1.5	-0.1	-6.9%	3.0	-0.2	-6.9%
Total Sales		74.6	155.2	74.6	+0.0	+0.0%	159.9	+4.7	+3.0%

Note. The IFRS-basis financial results for the year ended March 31, 2019 are approximate values tentatively calculated in May 2019, and subject to change depending on the accounting audit results.

**Research and Development (R&D) Expenses**

Unit: Billions of yen

	2018/3 Full Year Result (JGAAP)	2019/3 Full Year Result (JGAAP)	2020/3 Full Year Forecast (IFRS)
Water Treatment Chemicals	2.1	1.9	1.8
Water Treatment Facilities	3.2	3.6	3.8
Total	5.3	5.5	5.6

**Capital Expenditures (Property, Plant and Equipment)**

Unit: Billions of yen

	2018/3 Full Year Result (JGAAP)	2019/3 Full Year Result (JGAAP)	2019/3 Full Year Result (IFRS [Reference])	2020/3 Full Year Forecast (IFRS)
Water Treatment Chemicals	2.8	3.1	3.1	
Water Treatment Facilities	19.3	33.8	35.0	
Total	22.1	36.9	38.1	24.0

**Depreciation (Property, Plant and Equipment)**

Unit: Billions of yen

	2018/3 Full Year Result (JGAAP)	2019/3 Full Year Result (JGAAP)	2019/3 Full Year Result (IFRS [Reference])	2020/3 Full Year Forecast (IFRS)
Water Treatment Chemicals	1.8	2.4	3.3	3.3
Water Treatment Facilities	11.7	11.5	13.6	12.7
Total	13.5	13.9	16.9	16.0

**Number of Employees**

	2018/3	2019/3	Amount change
Consolidated	6,011	6,613	+602

Note. The IFRS-basis financial results for the year ended March 31, 2019 are approximate values tentatively calculated in May 2019, and subject to change depending on the accounting audit results.