

# Consolidated Financial Summary

For the Fiscal Year Ended March 31, 2020

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May 18, 2020

**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

	2019/3		2020/3					2021/3			
	1st Half Result	Full Year Result	1st Half Result	Change from Previous Year	Full Year Forecast	Full Year Result	Change from Previous Year	1st Half Forecast	Change from Previous Year	Full Year Forecast	Change from Previous Year
Orders	139,584	258,439	137,768	-1,816	270,000	259,545	+1,106	123,000	-14,768	261,000	+1,455
Water Treatment Chemicals	52,473	102,939	58,576	+6,103	117,400	113,777	+10,838	51,800	-6,776	108,500	-5,277
Water Treatment Facilities	87,110	155,500	79,192	-7,918	152,600	145,768	-9,732	71,200	-7,992	152,500	+6,732
Net Sales	126,542	257,331	131,758	+5,216	273,000	264,807	+7,476	123,000	-8,758	268,000	+3,193
Water Treatment Chemicals	51,894	102,126	58,484	+6,590	117,200	113,632	+11,506	51,500	-6,984	107,600	-6,032
Water Treatment Facilities	74,648	155,204	73,274	-1,374	155,800	151,174	-4,030	71,500	-1,774	160,400	+9,226
(Cost of Sales Ratio)	(69.0%)	(67.9%)	(64.8%)	(-4.2)	(65.8%)	(65.0%)	(-2.9)	(65.4%)	(+0.6)	(65.5%)	(+0.5)
Gross Profit	39,213	82,661	46,376	+7,163	93,500	92,715	+10,054	42,500	-3,876	92,500	-215
SG&A Expenses	28,282	56,994	32,694	+4,412	67,000	66,060	+9,066	33,600	+906	69,000	+2,940
Business Profit	10,931	25,667	13,681	+2,750	26,500	26,654	+987	8,900	-4,781	23,500	-3,154
(Business Profit Margin)	(8.6%)	(10.0%)	(10.4%)	(+1.7)	(9.7%)	(10.1%)	(+0.1)	(7.2%)	(-3.1)	(8.8%)	(-1.3)
Water Treatment Chemicals	5,230	9,791	6,519	+1,289	11,500	11,667	+1,876	4,000	-2,519	8,900	-2,767
Water Treatment Facilities	5,867	15,878	7,257	+1,390	15,000	15,061	-817	4,900	-2,357	14,600	-461
Net of Other Income and Expenses	-2,798	-5,806	4,822	+7,620	3,500	825	+6,631	-400	-5,222	-1,000	-1,825
Operating Profit	8,132	19,860	18,504	+10,372	30,000	27,479	+7,619	8,500	-10,004	22,500	-4,979
(Operating Profit Margin)	(6.4%)	(7.7%)	(14.0%)	(+7.6)	(11.0%)	(10.4%)	(+2.7)	(6.9%)	(-7.1)	(8.4%)	(-2.0)
Water Treatment Chemicals	2,443	4,258	6,435	+3,992	10,500	10,127	+5,869	3,700	-2,735	8,100	-2,027
Water Treatment Facilities	5,813	15,518	12,145	+6,332	19,500	17,390	+1,872	4,800	-7,345	14,400	-2,990
Net of Finance Income and Costs	131	259	177	+46	100	-848	-1,107	50	-127	0	+848
Share of profit of investments accounted for using equity method	33	146	89	+56	100	60	-86	50	-39	100	+40
Profit Before Taxes	8,297	20,267	18,772	+10,475	30,200	26,691	+6,424	8,600	-10,172	22,600	-4,091
Profit Attributable to Owners of Parent	5,775	12,050	13,490	+7,715	21,300	18,287	+6,237	6,000	-7,490	16,000	-2,287
Basic Earnings per Share (yen)	51.44	107.33	120.15	+68.71	189.69	162.86	+55.53	53.43	-66.72	142.48	-20.38
Number of Employees	6,219	6,613	6,868	+649	-	6,737	+124	-	-	-	-

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

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

Note 3. 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

		2019/3		2020/3					2021/3			
		1st Half Result	Full Year Result	1st Half Result	Change from Previous Year	Full Year Forecast	Full Year Result	Change from Previous Year	1st Half Forecast	Change from Previous Year	Full Year Forecast	Change from Previous Year
Orders	Domestic	68.9	125.3	59.5	-9.4	115.0	112.4	-12.8	49.7	-9.7	108.4	-4.0
	For the Electronics Industry	31.6	61.4	27.2	-4.4	56.9	56.4	-5.0	25.5	-1.7	56.1	-0.2
	Facilities	6.3	10.9	1.4	-4.9	5.1	5.5	-5.5	2.3	+0.9	6.5	+1.0
	Maintenance	8.8	17.8	9.6	+0.8	18.4	17.1	-0.6	5.7	-3.9	14.2	-2.9
	UPWS Business	13.1	25.8	12.7	-0.4	26.2	26.6	+0.8	13.9	+1.2	28.1	+1.4
	Tool Cleaning	3.4	6.9	3.5	+0.0	7.1	7.2	+0.3	3.6	+0.1	7.3	+0.2
	For General Industries	37.3	63.9	32.2	-5.0	58.2	56.1	-7.8	24.2	-8.0	52.3	-3.8
	Energy / Infrastructure	27.4	50.6	25.6	-1.8	47.1	45.5	-5.1	20.4	-5.2	42.8	-2.7
	Soil Remediation	8.3	10.6	5.2	-3.1	8.5	7.8	-2.8	2.8	-2.4	7.3	-0.5
	Others	1.6	2.8	1.5	-0.1	2.6	2.8	+0.1	1.1	-0.4	2.3	-0.5
	Overseas	18.2	30.2	19.7	+1.5	37.6	33.3	+3.1	21.5	+1.8	44.0	+10.7
	Facilities	12.1	18.4	13.9	+1.8	26.4	22.8	+4.4	11.0	-2.9	22.6	-0.2
	Maintenance	4.5	8.6	4.4	-0.2	8.3	7.5	-1.1	4.2	-0.1	8.5	+1.0
	UPWS Business	1.6	3.2	1.5	-0.1	2.9	3.0	-0.2	1.4	-0.1	2.8	-0.3
	Tool Cleaning	-	-	-	-	-	-	-	4.9	+4.9	10.1	+10.1
Total Orders		87.1	155.5	79.2	-7.9	152.6	145.8	-9.7	71.2	-8.0	152.5	+6.7
Net Sales	Domestic	54.1	115.7	55.2	+1.1	117.5	115.7	+0.0	51.1	-4.1	116.9	+1.3
	For the Electronics Industry	27.8	58.1	28.5	+0.7	57.3	56.0	-2.1	25.0	-3.4	56.0	-0.0
	Facilities	3.7	9.5	4.5	+0.7	7.0	6.1	-3.4	1.9	-2.5	6.3	+0.2
	Maintenance	7.5	15.9	7.8	+0.3	17.0	16.1	+0.2	5.6	-2.1	14.3	-1.8
	UPWS Business	13.1	25.8	12.7	-0.4	26.2	26.6	+0.8	13.9	+1.2	28.1	+1.4
	Tool Cleaning	3.4	6.9	3.5	+0.1	7.1	7.2	+0.3	3.6	+0.1	7.3	+0.1
	For General Industries	26.3	57.5	26.7	+0.4	60.2	59.7	+2.1	26.1	-0.7	61.0	+1.3
	Energy / Infrastructure	19.7	44.5	21.5	+1.8	49.0	49.0	+4.5	21.6	+0.1	49.7	+0.7
	Soil Remediation	5.3	10.4	3.7	-1.5	8.5	7.9	-2.5	3.4	-0.3	9.0	+1.1
	Others	1.3	2.7	1.5	+0.2	2.7	2.8	+0.2	1.1	-0.4	2.3	-0.5
	Overseas	20.6	39.5	18.1	-2.5	38.3	35.5	-4.0	20.4	+2.3	43.5	+8.0
	Facilities	16.1	28.7	12.1	-4.0	26.1	23.8	-4.9	10.9	-1.2	22.6	-1.3
	Maintenance	2.9	7.7	4.5	+1.6	9.4	8.6	+0.9	3.2	-1.3	8.0	-0.6
	UPWS Business	1.6	3.2	1.5	-0.1	2.9	3.0	-0.2	1.4	-0.1	2.8	-0.3
	Tool Cleaning	-	-	-	-	-	-	-	4.9	+4.9	10.1	+10.1
Total Sales		74.6	155.2	73.3	-1.4	155.8	151.2	-4.0	71.5	-1.8	160.4	+9.2

Note. UPWS Business stands for Ultrapure Water Supply Business.