

# Half-Year Consolidated Financial Summary

For the Six Months Ended September 30, 2003

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November 12, 2003



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

(¥ Million)

	2003/3				2004/3				
	1st Half Result	Change from Previous Year	Full Year Result	Change from Previous Year	1st Half Result	Change from Previous Year	Full Year Projected at start of this FY	Full Year Forecast at this time	Change from Previous Year
Orders	68,000	-13,251	128,431	-12,061	78,197	+10,197	149,800	149,800	+21,369
Chemicals	23,803	-901	46,450	-503	24,213	+410	48,300	48,300	+1,850
Facilities	44,197	-12,349	81,981	-11,557	53,984	+9,787	101,500	101,500	+19,519
Net Sales	61,734	-7,783	141,628	-1,050	64,581	+2,847	147,500	147,500	+5,872
Chemicals	23,214	-482	47,116	+839	23,645	+431	48,300	48,300	+1,184
Facilities	38,520	-7,301	94,512	-1,889	40,936	+2,416	99,200	99,200	+4,688
(Cost of Sales Ratio )	(68.0%)	(-0.1)	(69.1%)	(-0.3)	(67.6%)	(-0.5)	(69.4%)	(68.9%)	(-0.1)
Gross Income	19,730	-2,454	43,781	+142	20,943	+1,213	45,100	45,800	+2,019
SG & A Expenses	15,390	-804	31,474	-1,374	16,720	+1,330	32,100	32,800	+1,326
(% of Net Sales )	(25.0%)	(+1.7)	(22.2%)	(-0.8)	(25.9%)	(+1.0)	(21.8%)	(22.2%)	(-0.1)
Operating Income	4,339	-1,650	12,307	+1,517	4,223	-116	13,000	13,000	+693
(% of Net Sales )	(7.0%)	(-1.6)	(8.7%)	(+1.1)	(6.5%)	(-0.5)	(8.8%)	(8.8%)	(+0.1)
Net of non-operating income and expenses	221	-335	93	-732	203	-18	300	300	+207
Ordinary Income	4,560	-1,985	12,400	+785	4,426	-134	13,300	13,300	+900
(% of Net Sales )	(7.4%)	(-2.0)	(8.8%)	(+0.7)	(6.8%)	(-0.5)	(9.0%)	(9.0%)	(+0.3)
Net Income	2,173	-659	5,476	-194	2,414	+241	7,700	7,700	+2,224
(% of Net Sales )	(3.5%)	(-0.6)	(3.9%)	(-0.1)	(3.7%)	(+0.2)	(5.2%)	(5.2%)	(+1.4)
Net income per share (¥)	16.43	-4.97	40.67	-2.18	18.77	+2.34	58.90	58.90	+18.23

## Orders, Sales, Operating Income by Segment

(¥ Billion)

	2003/3				2004/3				
	1st Half	Change from Previous Year	Full Year	Change from Previous Year	1st Half	Change from Previous Year	Full Year	Full Year	Change from Previous Year
	Result		Result		Result		Projected at start of this FY	Forecast at this time	
Orders	68.0	-13.3	128.4	-12.1	78.2	+10.2	149.8	149.8	+21.4
Chemicals	23.8	-0.9	46.4	-0.5	24.2	+0.4	48.3	48.3	+1.9
Facilities	44.2	-12.3	82.0	-11.6	54.0	+9.8	101.5	101.5	+19.5
Electronics	15.2	-6.5	31.4	-5.0	23.0	+7.8	42.5	45.5	+14.1
General	14.7	-2.3	28.9	-4.0	12.8	-1.9	34.6	31.6	+2.7
Environment (Public Sector)	14.3	-3.5	21.7	-2.5	18.2	+3.9	24.4	24.4	+2.7
Sales	61.7	-7.8	141.6	-1	64.6	+2.9	147.5	147.5	+5.9
Chemicals	23.2	-0.5	47.1	+1	23.7	+0.5	48.3	48.3	+1.2
Facilities	38.5	-7.3	94.5	-2	40.9	+2.4	99.2	99.2	+4.7
Electronics	16.5	-3.3	36.7	-1	18.6	+2.1	42.8	42.8	+6.1
General	14.3	-1.1	33.1	+3	15.3	+1.0	31.6	31.6	-1.5
Environment (Public Sector)	7.7	-2.9	24.7	-3	7.0	-0.7	24.8	24.8	+0.1
Operating Income	4.3	-1.7	12.3	+1.5	4.2	-0.1	13.0	13.0	+0.7
(% of Sales)	(7.0%)	(-1.8)	(8.7%)	(+1.1)	(6.5%)	(-0.5)	(8.8%)	(8.8%)	(+0.1)
Chemicals	3.6	-0.1	6.5	+0.2	3.3	-0.3	6.5	6.5	0.0
(% of Sales)	(15.5%)	(+0.0)	(13.8%)	(+0.3)	(13.8%)	(-1.7)	(13.5%)	(13.5%)	(-0.3)
Facilities	0.7	-1.6	5.8	+1.2	0.9	+0.2	6.5	6.5	+0.7
(% of Sales)	(1.9%)	(-3.2)	(6.1%)	(+1.4)	(2.2%)	(+0.3)	(6.6%)	(6.6%)	(+0.5)
Electronics	1.1	-0.1	2.8	+1.5	1.3	+0.2	3.6	3.6	+0.8
(% of Sales)	(6.7%)	(+0.6)	(7.6%)	(+4.1)	(7.1%)	(+0.4)	(8.4%)	(8.4%)	(+0.8)
General	0.2	-0.6	1.4	+0	0.4	+0	1.2	1.2	-0.2
(% of Sales)	(1.3%)	(-3.7)	(4.2%)	(+0.4)	(2.6%)	(+1.3)	(3.8%)	(3.8%)	(-0.4)
Environment (Public Sector)	-0.6	-0.9	1.6	-0.5	-0.8	-0.2	1.7	1.7	+0.1
(% of Sales)	(-7.5%)	(-10.5)	(6.5%)	(-1.0)	(-11.4%)	(-3.9)	(6.9%)	(6.9%)	(+0.4)

## Orders and Sales of Electronics by Market

(¥ Billion)

		2003/3				2004/3				
		1st Half		Full Year		1st Half		Full Year	Full Year	Change from Previous Year
		Result	Change from Previous Year	Result	Change from Previous Year	Result	Change from Previous Year	Projected at start of this FY	Forecast at this time	
Orders	Domestic	11.4	-3.2	23.4	-1.4	18.4	+7.0	27.4	32.8	+9.4
	Facilities	3.2	-2.2	5.9	-2.5	8.4	+5.2	9.0	13.3	+7.4
	Maintenance	5.9	-1.2	12.4	+0.0	7.2	+1.3	12.8	13.6	+1.2
	Tool Cleaning	2.3	+0.2	5.1	+1.1	2.8	+0.5	5.6	5.9	+0.8
	Overseas	3.8	-3.3	8.0	-3.6	4.6	+0.8	15.1	12.7	+4.7
	Facilities	3.1	-3.1	5.4	-4.2	3.4	+0.3	12.0	9.4	+4.0
	Maintenance	0.7	-0.2	2.6	+0.6	1.2	+0.5	3.1	3.3	+0.7
	Total Orders of Electronics	15.2	-6.5	31.4	-5.0	23.0	+7.8	42.5	45.5	+14.1
	Sales	Domestic	10.4	-5.5	23.8	-6.1	14.8	+4.4	29.4	31.3
Facilities		2.4	-4.1	6.5	-6.7	5.5	+3.1	11.4	12.0	+5.5
Maintenance		5.7	-1.6	12.2	-0.5	6.5	+0.8	12.4	13.4	+1.2
Tool Cleaning		2.3	+0.2	5.1	+1.1	2.8	+0.5	5.6	5.9	+0.8
Overseas		6.1	+2.2	12.9	+4.8	3.8	-2.3	13.4	11.5	-1.4
Facilities		5.4	+2.2	10.9	+4.8	2.4	-3.0	10.5	8.2	-2.7
Maintenance		0.7	+0.0	2.0	+0.0	1.4	+0.7	2.9	3.3	+1.3
Total Sales of Electronics		16.5	-3.3	36.7	-1.3	18.6	+2.1	42.8	42.8	+6.1