

# Consolidated Financial Summary

For the Fiscal Year Ended March 31, 2004

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May 14, 2004



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

	2003/3				2004/3					2005/3			
	1st Half Result	Change from Previous Year	Full Year Result	Change from Previous Year	1st Half Result	Change from Previous Year	Full Year Projected	Full Year Result	Change from Previous Year	1st Half Projected	Change from Previous Year	Full Year Projected	Change from Previous Year
Orders	68,000	-13,251	128,431	-12,061	78,197	+10,197	149,800	149,735	+21,304	84,500	+6,303	168,000	+18,265
Water treatment Chemicals	23,803	-901	46,450	-503	24,213	+410	48,300	47,516	+1,066	25,600	+1,387	50,800	+3,284
Water treatment Facilities	44,197	-12,349	81,981	-11,557	53,984	+9,787	101,500	102,218	+20,237	58,900	+4,916	117,200	+14,982
Net Sales	61,734	-7,783	141,628	-1,050	64,581	+2,847	147,500	146,819	+5,191	72,000	+7,419	161,800	+14,981
Water treatment Chemicals	23,214	-482	47,116	+839	23,645	+431	48,300	47,442	+326	24,600	+955	50,200	+2,758
Water treatment Facilities	38,520	-7,301	94,512	-1,889	40,936	+2,416	99,200	99,377	+4,865	47,400	+6,464	111,600	+12,223
(Cost of Sales Ratio)	(68.0%)	(-0.1)	(69.1%)	(-0.3)	(67.6%)	(-0.5)	(68.9%)	(69.1%)	(0.0)	(68.6%)	(+1.0)	(68.6%)	(-0.5)
Gross Profit	19,730	-2,454	43,781	+142	20,943	+1,213	45,800	45,386	+1,605	22,600	+1,657	50,800	+5,414
SG & A Expenses	15,390	-804	31,474	-1,374	16,720	+1,330	32,800	31,895	+421	17,000	+280	33,700	+1,805
(% of Net Sales)	(25.0%)	(+1.7)	(22.2%)	(-0.8)	(25.9%)	(+1.0)	(22.2%)	(21.7%)	(-0.5)	(23.6%)	(-2.2)	(20.8%)	(-0.9)
Operating Income	4,339	-1,650	12,307	+1,517	4,223	-116	13,000	13,490	+1,183	5,600	+1,377	17,100	+3,610
(% of Net Sales)	(7.0%)	(-1.6)	(8.7%)	(+1.1)	(6.5%)	(-0.5)	(8.8%)	(9.2%)	(+0.5)	(7.8%)	(+1.3)	(10.6%)	(+1.4)
Net of non-operating income and expenses	221	-335	93	-732	203	-18	300	448	+355	100	-103	300	-148
Ordinary Income	4,560	-1,985	12,400	+785	4,426	-134	13,300	13,938	+1,538	5,700	+1,274	17,400	+3,462
(% of Net Sales)	(7.4%)	(-2.0)	(8.8%)	(+0.7)	(6.8%)	(-0.6)	(9.0%)	(9.5%)	(+0.7)	(7.9%)	(+1.1)	(10.8%)	(+1.3)
Net Income	2,173	-659	5,476	-194	2,414	+241	7,700	8,444	+2,968	3,200	+786	10,000	+1,556
(% of Net Sales)	(3.5%)	(-0.6)	(3.9%)	(-0.1)	(3.7%)	(+0.2)	(5.2%)	(5.8%)	(+1.9)	(4.4%)	(+0.7)	(6.2%)	(+0.4)
Net income per share (yen)	16.43	-4.97	40.67	-2.18	18.77	+2.34	58.90	64.60	+23.93	24.89	+6.12	76.70	+12.10

## Orders, Sales, Operating Income by Segment

Unit: Billions of yen

	2003/3				2004/3					2005/3			
	1st Half Result	Change from Previous Year	Full Year Result	Change from Previous Year	1st Half Result	Change from Previous Year	Full Year Projected	Full Year Result	Change from Previous Year	1st Half Projected	Change from Previous Year	Full Year Projected	Change from Previous Year
Orders	68.0	-13.2	128.4	-12.1	78.2	+10.2	149.8	149.7	+21.3	84.5	+6.3	168.0	+18.3
Water treatment Chemicals	23.8	-0.9	46.4	-0.5	24.2	+0.4	48.3	47.5	+1.1	25.6	+1.4	50.8	+3.3
Water treatment Facilities	44.2	-12.3	82.0	-11.6	54.0	+9.8	101.5	102.2	+20.2	58.9	+4.9	117.2	+15.0
Electronics	15.2	-6.5	31.4	-5.0	23.0	+7.8	45.5	49.4	+18.0	27.4	+4.4	54.4	+5.0
General	14.7	-2.3	28.9	-4.0	12.8	-1.9	31.6	27.8	-1.1	18.2	+5.4	36.8	+9.0
Environment (Public Sector)	14.3	-3.5	21.7	-2.5	18.2	+3.9	24.4	25.0	+3.3	13.3	-4.9	26.0	+1.0
Sales	61.7	-7.8	141.6	-1.1	64.6	+2.9	147.5	146.8	+5.2	72.0	+7.4	161.8	+15.0
Water treatment Chemicals	23.2	-0.5	47.1	+0.8	23.7	+0.5	48.3	47.4	+0.3	24.6	+0.9	50.2	+2.8
Water treatment Facilities	38.5	-7.3	94.5	-1.9	40.9	+2.4	99.2	99.4	+4.9	47.4	+6.5	111.6	+12.2
Electronics	16.5	-3.3	36.7	-1.3	18.6	+2.1	42.8	45.1	+8.4	24.6	+6.0	53.0	+7.9
General	14.3	-1.1	33.1	+2.7	15.3	+1.0	31.6	30.2	-2.9	15.3	0.0	33.6	+3.4
Environment (Public Sector)	7.7	-2.9	24.7	-3.3	7.0	-0.7	24.8	24.1	-0.6	7.5	+0.5	25.0	+0.9
Operating Income	4.3	-1.7	12.3	+1.5	4.2	-0.1	13.0	13.5	+1.2	5.6	+1.4	17.1	+3.6
(% of Sales)	(7.0%)	(-1.6)	(8.7%)	(+1.1)	(6.5%)	(-0.5)	(8.8%)	(9.2%)	(+0.5)	(7.8%)	(+1.3)	(10.6%)	(+1.4)
Water treatment Chemicals	3.6	-0.1	6.5	+0.2	3.3	-0.3	6.5	6.6	+0.1	3.7	+0.4	7.9	+1.3
(% of Sales)	(15.5%)	(0.0)	(13.8%)	(+0.3)	(13.8%)	(-1.7)	(13.5%)	(14.0%)	(+0.2)	(15.2%)	(+1.4)	(15.7%)	(+1.7)
Water treatment Facilities	0.7	-1.6	5.8	+1.2	0.9	+0.2	6.5	6.9	+1.1	1.9	+1.0	9.2	+2.3
(% of Sales)	(1.9%)	(-3.2)	(6.1%)	(+1.4)	(2.2%)	(+0.3)	(6.6%)	(6.9%)	(+0.8)	(3.9%)	(+1.8)	(8.3%)	(+1.4)
Electronics	1.1	-0.1	2.8	+1.5	1.3	+0.2	3.6	4.9	+2.1	2.3	+1.0	5.9	+1.0
(% of Sales)	(6.7%)	(+0.6)	(7.6%)	(+4.1)	(7.1%)	(+0.4)	(8.4%)	(10.9%)	(+3.3)	(9.3%)	(+2.2)	(11.1%)	(+0.2)
General	0.2	-0.6	1.4	+0.2	0.4	+0.2	1.2	0.7	-0.7	0.5	+0.1	1.9	+1.2
(% of Sales)	(1.3%)	(-3.7)	(4.2%)	(+0.4)	(2.6%)	(+1.3)	(3.8%)	(2.2%)	(-2.0)	(3.2%)	(+0.6)	(5.6%)	(+3.4)
Environment (Public Sector)	-0.6	-0.9	1.6	-0.5	-0.8	-0.2	1.7	1.3	-0.3	-0.9	-0.1	1.4	+0.1
(% of Sales)	(-)	(-)	(6.5%)	(-1.0)	(-)	(-)	(6.9%)	(5.4%)	(-1.1)	(-)	(-)	(5.8%)	(+0.4)

## Orders and Sales for Electronics Industries by Market

Unit: Billions of yen

		2003/3				2004/3					2005/3			
		1st Half		Full Year		1st Half		Full Year	Full Year		1st Half		Full Year	
		Result	Change from Previous Year	Result	Change from Previous Year	Result	Change from Previous	Projected	Result	Change from Previous Year	Projected	Change from Previous Year	Projected	Change from Previous Year
Domestic		11.4	-3.2	23.4	-1.4	18.4	+7.0	32.8	36.9	+13.5	20.0	+1.6	37.2	+0.3
	Facilities	3.2	-2.2	5.9	-2.5	8.4	+5.2	13.3	16.0	+10.1	9.3	+0.9	15.5	-0.5
	Maintenance	5.9	-1.2	12.4	0.0	7.2	+1.3	13.6	14.5	+2.1	7.3	+0.1	14.2	-0.3
	Tool Cleaning	2.3	+0.2	5.1	+1.1	2.8	+0.5	5.9	6.4	+1.3	3.4	+0.6	7.5	+1.1
Overseas		3.8	-3.3	8.0	-3.6	4.6	+0.8	12.7	12.5	+4.5	7.4	+2.8	17.2	+4.7
	Facilities	3.1	-3.1	5.4	-4.2	3.4	+0.3	9.4	9.6	+4.2	5.8	+2.4	13.7	+4.1
	Maintenance	0.7	-0.2	2.6	+0.6	1.2	+0.5	3.3	2.9	+0.3	1.6	+0.4	3.5	+0.6
Total Orders of Electronics		15.2	-6.5	31.4	-5.0	23.0	+7.8	45.5	49.4	+18.0	27.4	+4.4	54.4	+5.0
Domestic		10.4	-5.5	23.8	-6.1	14.8	+4.4	31.3	34.4	+10.6	16.6	+1.8	36.9	+2.5
	Facilities	2.4	-4.1	6.5	-6.7	5.5	+3.1	12.0	14.3	+7.8	6.3	+0.8	15.5	+1.2
	Maintenance	5.7	-1.6	12.2	-0.5	6.5	+0.8	13.4	13.8	+1.6	6.9	+0.4	13.9	+0.1
	Tool Cleaning	2.3	+0.2	5.1	+1.1	2.8	+0.5	5.9	6.3	+1.2	3.4	+0.6	7.5	+1.2
Overseas		6.1	+2.2	12.9	+4.8	3.8	-2.3	11.5	10.7	-2.2	8.0	+4.2	16.1	+5.4
	Facilities	5.4	+2.2	10.9	+4.8	2.4	-3.0	8.2	8.1	-2.8	6.1	+3.7	12.7	+4.6
	Maintenance	0.7	0.0	2.0	0.0	1.4	+0.7	3.3	2.6	+0.6	1.9	+0.5	3.4	+0.8
Total Sales of Electronics		16.5	-3.3	36.7	-1.3	18.6	+2.1	42.8	45.1	+8.4	24.6	+6.0	53.0	+7.9

## Summary of Consolidated Balance Sheets

Unit: Billions of yen

	2003/3	2004/3	Amount change
Cash and Deposits	31.8	35.5	+3.7
Notes and accounts receivable, trade	59.7	66.7	+7.0
Plant and equipment	5.0	9.3	+4.3
Construction in progress	1.6	0.5	-1.1
Investments in securities	17.3	13.2	-4.1
Deferred tax assets	4.0	2.1	-1.9
Other	54.3	56.3	+2.0
<b>Total assets</b>	<b>173.7</b>	<b>183.6</b>	<b>+9.9</b>
Notes and accounts payable, trade	24.3	26.9	+2.6
Accrued employees' retirement benefits	11.5	9.2	-2.3
Other	16.0	17.8	+1.8
<b>Total liabilities</b>	<b>51.8</b>	<b>53.9</b>	<b>+2.1</b>
Minority interests	1.0	1.0	0.0
Unrealized gain (loss) on revaluation of land	-0.1	1.6	+1.7
<b>Total shareholders' equity</b>	<b>121.0</b>	<b>128.7</b>	<b>+7.7</b>
<b>Total liabilities, minority interests and shareholders' equity</b>	<b>173.7</b>	<b>183.6</b>	<b>+9.9</b>

## Capital Expenditure, Depreciation and Amortization

Unit: Billions of yen

	2003/3	2004/3	2005/3 (Projected)
Capital expenditure (tangibles)	5.6	8.3	4.2
Depreciation	3.0	3.3	3.6

## Number of Employees

	2003/3	2004/3	Amount change
Consolidated	3,346	3,383	+37
Non-Consolidated	1,719	1,655	-64

## Selling, General and Administrative (SG&A) Expenses

Unit: Billions of yen

	2003/3	2004/3	Amount change
Salaries, provision for employee bonuses and employee retirement benefit costs	13.59	13.57	-0.02
Travel expenses	2.21	2.32	+0.11
Research and development expenses	4.48	4.29	-0.19
Other	11.19	11.72	+0.53
Total selling, general and administrative (SG&A) expenses	31.47	31.90	+0.43

## Research and Development (R&D) Expenses

Unit: Billions of yen

	2003/3	2004/3	2005/3 (Projected)
Water treatment chemicals	1.6	1.6	1.6
Water treatment facilities	2.9	2.7	2.8
Total research and development (R&D) expenses	4.5	4.3	4.4

## Non-Operating Income and Expenses, Special Gains and Losses

Unit: Billions of yen

		2003/3	2004/3	Amount change
Non-operating income and expenses	Interest and dividend income	0.42	0.41	-0.01
	Equity in earnings of unconsolidated subsidiaries and affiliates	0.14	0.21	+0.07
	Other	0.45	0.41	-0.04
	Total non-operating income	1.01	1.03	+0.02
	Interest expenses	0.01	0.03	+0.02
	Foreign exchange losses	0.21	0.15	-0.06
	Other	0.69	0.41	-0.28
Total non-operating expenses	0.91	0.59	-0.32	
Special gains and losses	Gains from sale of fixed assets	-	0.07	+0.07
	Gains from sale of investments in securities	-	1.41	+1.41
	Total special gains	-	1.48	+1.48
	Loss on write-down of investments in securities	-	0.50	+0.57
	Other	2.14	-	-2.14
	Total special losses	2.14	0.50	-1.64