

# Consolidated Financial Summary

For the Fiscal Year Ended March 31, 2012

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May 2, 2012



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

	2011/3						2012/3						2013/3					
	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	89,946	+1,845	+2.1%	181,951	+6,789	+3.9%	98,436	+8,490	+9.4%	197,256	+15,305	+8.4%	101,000	+2,564	+2.6%	201,000	+3,744	+1.9%
Water Treatment Chemicals	29,156	+2,381	+8.9%	56,714	+3,344	+6.3%	29,018	-138	-0.5%	56,748	+34	+0.1%	30,000	+982	+3.4%	59,300	+2,552	+4.5%
Water Treatment Facilities	60,789	-536	-0.9%	125,237	+3,446	+2.8%	69,418	+8,629	+14.2%	140,507	+15,270	+12.2%	71,000	+1,582	+2.3%	141,700	+1,193	+0.8%
Net Sales	87,712	+3,897	+4.6%	181,234	+2,714	+1.5%	89,515	+1,803	+2.1%	193,792	+12,558	+6.9%	95,000	+5,485	+6.1%	200,000	+6,208	+3.2%
Water Treatment Chemicals	28,663	+1,998	+7.5%	56,735	+2,992	+5.6%	28,617	-46	-0.2%	56,443	-292	-0.5%	29,900	+1,283	+4.5%	59,300	+2,857	+5.1%
Water Treatment Facilities	59,048	+1,898	+3.3%	124,499	-278	-0.2%	60,898	+1,850	+3.1%	137,348	+12,849	+10.3%	65,100	+4,202	+6.9%	140,700	+3,352	+2.4%
( Cost of Sales Ratio )	(64.4%)	(+0.1)		(65.4%)	(-0.3)		(65.0%)	(+0.6)		(66.0%)	(+0.6)		(65.9%)	(+0.9)		(66.3%)	(+0.3)	
Gross Profit	31,225	+1,292	+4.3%	62,660	+1,361	+2.2%	31,288	+63	+0.2%	65,886	+3,226	+5.1%	32,400	+1,112	+3.6%	67,500	+1,614	+2.4%
SG & A Expenses	17,812	+757	+4.4%	35,528	+587	+1.7%	18,270	+458	+2.6%	36,503	+975	+2.7%	18,900	+630	+3.4%	38,000	+1,497	+4.1%
( % of Net Sales )	(20.3%)	(0.0)		(19.6%)	(0.0)		(20.4%)	(+0.1)		(18.8%)	(-0.8)		(19.9%)	(-0.5)		(19.0%)	(+0.2)	
Operating Income	13,412	+534	+4.1%	27,131	+773	+2.9%	13,017	-395	-2.9%	29,382	+2,251	+8.3%	13,500	+483	+3.7%	29,500	+118	+0.4%
( % of Net Sales )	(15.3%)	(-0.1)		(15.0%)	(+0.2)		(14.5%)	(-0.8)		(15.2%)	(+0.2)		(14.2%)	(-0.3)		(14.8%)	(-0.4)	
Net of non-operating income and expenses	490	+202		1,026	+288		367	-123		987	-40		200	-167		500	-487	
Ordinary Income	13,902	+736	+5.6%	28,158	+1,062	+3.9%	13,384	-518	-3.7%	30,369	+2,211	+7.9%	13,700	+316	+2.4%	30,000	-369	-1.2%
( % of Net Sales )	(15.8%)	(+0.1)		(15.5%)	(+0.3)		(15.0%)	(-0.8)		(15.7%)	(+0.2)		(14.4%)	(-0.6)		(15.0%)	(-0.7)	
Extraordinary Gain and Loss	—	-543		-314	-1,395		-35	-35		-692	-378		-1,500	-1,465		-1,500	-808	
Net Income	8,202	+60	+0.7%	17,138	-150	-0.9%	7,881	-321	-3.9%	16,548	-590	-3.4%	7,500	-381	-4.8%	17,500	+952	+5.8%
( % of Net Sales )	(9.4%)	(-0.3)		(9.5%)	(-0.2)		(8.8%)	(-0.6)		(8.5%)	(-1.0)		(7.9%)	(-0.9)		(8.8%)	(+0.3)	
Net income per share (yen)	63.76	+0.47	+0.7%	134.02	-0.36	-0.3%	62.23	-1.53	-2.4%	130.65	-3.37	-2.5%	59.21	-3.02	-4.8%	138.17	+7.52	+5.8%

## Orders, Sales and Operating Income by Business Segment

Unit: Billions of yen

	2011/3						2012/3						2013/3					
	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	89.9	+1.8	+2.1%	182.0	+6.8	+3.9%	98.4	+8.5	+9.4%	197.3	+15.3	+8.4%	101.0	+2.6	+2.6%	201.0	+3.7	+1.9%
Water Treatment Chemicals	29.2	+2.4	+8.9%	56.7	+3.3	+6.3%	29.0	-0.1	-0.5%	56.7	+0.0	+0.1%	30.0	+1.0	+3.4%	59.3	+2.6	+4.5%
Water Treatment Facilities	60.8	-0.5	-0.9%	125.2	+3.4	+2.8%	69.4	+8.6	+14.2%	140.5	+15.3	+12.2%	71.0	+1.6	+2.3%	141.7	+1.2	+0.8%
Electronics industry	36.2	+3.8	+11.6%	78.4	+7.4	+10.4%	38.7	+2.5	+6.9%	84.3	+5.9	+7.6%	39.8	+1.1	+2.8%	85.2	+0.9	+1.1%
General industry	24.6	-4.3	-14.9%	46.9	-3.9	-7.7%	30.7	+6.1	+25.0%	56.2	+9.3	+19.9%	31.2	+0.5	+1.6%	56.5	+0.3	+0.5%
Sales	87.7	+3.9	+4.6%	181.2	+2.7	+1.5%	89.5	+1.8	+2.1%	193.8	+12.6	+6.9%	95.0	+5.5	+6.1%	200.0	+6.2	+3.2%
Water Treatment Chemicals	28.7	+2.0	+7.5%	56.7	+3.0	+5.6%	28.6	-0.0	-0.2%	56.4	-0.3	-0.5%	29.9	+1.3	+4.5%	59.3	+2.9	+5.1%
Water Treatment Facilities	59.0	+1.9	+3.3%	124.5	-0.3	-0.2%	60.9	+1.9	+3.1%	137.3	+12.8	+10.3%	65.1	+4.2	+6.9%	140.7	+3.4	+2.4%
Electronics industry	38.0	+7.0	+22.5%	76.9	+9.6	+14.2%	37.7	-0.4	-0.9%	79.6	+2.8	+3.6%	40.0	+2.3	+6.1%	84.1	+4.5	+5.6%
General industry	21.0	-5.1	-19.5%	47.6	-9.8	-17.1%	23.2	+2.2	+10.5%	57.7	+10.1	+21.1%	25.1	+1.9	+8.2%	56.6	-1.1	-1.9%
Operating Income	13.4	+0.5	+4.1%	27.1	+0.8	+2.9%	13.0	-0.4	-2.9%	29.4	+2.3	+8.3%	13.5	+0.5	+3.7%	29.5	+0.1	+0.4%
(% of Sales)	(15.3%)	(-0.1)		(15.0%)	(+0.2)		(14.5%)	(-0.8)		(15.2%)	(+0.2)		(14.2%)	(-0.3)		(14.8%)	(-0.4)	
Water Treatment Chemicals	5.5	+1.3	+30.9%	10.1	+1.9	+23.5%	5.0	-0.5	-9.9%	9.3	-0.8	-8.2%	5.4	+0.4	+8.2%	10.4	+1.1	+12.2%
(% of Sales)	(19.3%)	(+3.4)		(17.8%)	(+2.6)		(17.4%)	(-1.9)		(16.4%)	(-1.4)		(18.1%)	(+0.7)		(17.5%)	(+1.1)	
Water Treatment Facilities	7.9	-0.8	-8.9%	17.0	-1.1	-6.3%	8.0	+0.2	+1.9%	20.1	+3.1	+18.2%	8.1	+0.1	+0.9%	19.1	-1.0	-5.1%
(% of Sales)	(13.3%)	(-1.8)		(13.7%)	(-0.9)		(13.2%)	(-0.1)		(14.7%)	(+1.0)		(12.4%)	(-0.8)		(13.6%)	(-1.1)	
Electronics industry	7.7	+0.4	+5.7%	15.2	+1.1	+8.2%	6.9	-0.8	-10.9%	15.2	-0.0	-0.1%	6.9	+0.0	+0.1%	15.0	-0.2	-1.2%
(% of Sales)	(20.3%)	(-3.3)		(19.8%)	(-1.1)		(18.3%)	(-2.0)		(19.1%)	(-0.7)		(17.3%)	(-1.0)		(17.8%)	(-1.3)	
General industry	0.1	-1.2	-89.4%	1.8	-2.3	-55.6%	1.1	+1.0	+715.3%	4.9	+3.1	+169.4%	1.2	+0.1	+5.9%	4.1	-0.8	-17.1%
(% of Sales)	(0.7%)	(-4.4)		(3.9%)	(-3.3)		(4.9%)	(+4.2)		(8.6%)	(+4.7)		(4.8%)	(-0.1)		(7.2%)	(-1.4)	

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

Unit: Billions of yen

	2011/3						2012/3						2013/3					
	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	28.3	-0.5	-1.6%	61.6	+2.3	+4.0%	29.9	+1.7	+5.8%	59.8	-1.8	-2.9%	29.0	-1.0	-3.3%	60.4	+0.6	+1.0%
Facilities	17.8	-1.3	-6.6%	38.8	+1.3	+3.3%	19.2	+1.5	+8.2%	36.8	-2.0	-5.3%	18.2	-1.0	-5.3%	36.7	-0.1	-0.3%
Maintenance	5.7	+1.1	+24.6%	13.2	+1.6	+14.3%	6.1	+0.4	+7.2%	13.8	+0.6	+4.6%	6.2	+0.0	+0.0%	14.3	+0.5	+3.6%
Tool Cleaning	4.8	-0.3	-6.5%	9.7	-0.6	-5.5%	4.6	-0.2	-4.5%	9.3	-0.4	-3.9%	4.6	+0.0	+0.4%	9.5	+0.2	+2.4%
Overseas	7.9	+4.2	+113.7%	16.8	+5.0	+42.8%	8.8	+0.8	+10.6%	24.5	+7.7	+46.2%	10.9	+2.1	+23.9%	24.8	+0.3	+1.2%
Facilities	6.8	+4.3	+177.4%	13.9	+4.9	+53.6%	7.3	+0.6	+8.4%	21.4	+7.5	+53.7%	8.3	+1.0	+13.6%	20.5	-0.9	-4.4%
Maintenance	1.2	-0.1	-8.1%	2.8	+0.2	+5.7%	1.4	+0.3	+23.1%	3.1	+0.3	+9.2%	2.5	+1.1	+75.9%	4.3	+1.2	+40.4%
Total Orders of Electronics	36.2	+3.8	+11.6%	78.4	+7.4	+10.4%	38.7	+2.5	+6.9%	84.3	+5.9	+7.6%	39.8	+1.1	+2.8%	85.2	+0.9	+1.1%
Domestic	31.3	+3.7	+13.3%	61.6	+3.2	+5.5%	31.1	-0.2	-0.7%	62.7	+1.2	+1.9%	29.1	-2.0	-6.5%	59.6	-3.1	-4.9%
Facilities	20.3	+2.9	+16.4%	38.8	+2.1	+5.8%	19.4	-1.0	-4.9%	39.3	+0.5	+1.2%	17.7	-1.7	-8.5%	35.5	-3.8	-9.7%
Maintenance	6.2	+1.2	+23.9%	13.0	+1.6	+13.9%	7.2	+1.0	+15.8%	14.1	+1.1	+8.2%	6.8	-0.4	-5.4%	14.6	+0.5	+3.7%
Tool Cleaning	4.8	-0.4	-7.4%	9.7	-0.5	-5.1%	4.6	-0.2	-4.1%	9.3	-0.4	-3.9%	4.6	+0.0	+0.3%	9.5	+0.2	+2.1%
Overseas	6.7	+3.3	+96.5%	15.3	+6.4	+71.2%	6.6	-0.1	-2.1%	16.9	+1.6	+10.5%	10.9	+4.3	+65.8%	24.5	+7.6	+44.7%
Facilities	5.5	+3.2	+143.4%	12.6	+6.2	+98.0%	5.1	-0.4	-7.9%	13.6	+1.0	+8.0%	8.8	+3.8	+73.9%	20.3	+6.7	+49.3%
Maintenance	1.2	+0.1	+5.0%	2.7	+0.1	+4.8%	1.5	+0.3	+24.1%	3.3	+0.6	+22.5%	2.1	+0.6	+38.2%	4.1	+0.8	+25.4%
Total Sales of Electronics	38.0	+7.0	+22.5%	76.9	+9.6	+14.2%	37.7	-0.4	-0.9%	79.6	+2.8	+3.6%	40.0	+2.3	+6.1%	84.1	+4.5	+5.6%
Ultrasure Water Supply Business	17.7	+0.4	+2.2%	35.1	+0.5	+1.5%	17.3	-0.4	-2.5%	34.8	-0.3	-0.9%	16.0	-1.3	-7.3%	31.8	-3.0	-8.6%

\* Figures for the Ultrasure Water Supply Business are included in domestic and overseas "facilities", the amounts for orders received and sales are identical.

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

Unit: Billions of yen

	2011/3	2012/3	2013/3(Projected)
Water Treatment Chemicals	1.3	1.3	1.4
Water Treatment Facilities	2.9	2.9	3.2
Total research and development (R&D) expenses	4.2	4.2	4.7

### Capital Expenditures and Depreciation

Unit: Billions of yen

	2011/3	2012/3	2013/3(Projected)
Capital expenditures (tangibles)	5.5	7.7	5.0
Depreciation	15.4	15.4	15.4

### Number of Employees

	2011/3	2012/3	Amount change
Consolidated	4,490	4,555	+65