

Consolidated Financial Summary

For the Fiscal Year Ended March 31, 2013

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May 2, 2013



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

	2012/3						2013/3						2014/3					
	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	98,436	+8,490	+9.4%	197,256	+15,305	+8.4%	94,070	-4,366	-4.4%	186,741	-10,515	-5.3%	96,500	+2,430	+2.6%	197,000	+10,259	+5.5%
Water Treatment Chemicals	29,018	-138	-0.5%	56,748	+34	+0.1%	28,694	-324	-1.1%	56,040	-708	-1.2%	30,400	+1,706	+5.9%	60,800	+4,760	+8.5%
Water Treatment Facilities	69,418	+8,629	+14.2%	140,507	+15,270	+12.2%	65,376	-4,042	-5.8%	130,700	-9,807	-7.0%	66,100	+724	+1.1%	136,200	+5,500	+4.2%
Net Sales	89,515	+1,803	+2.1%	193,792	+12,558	+6.9%	90,236	+721	+0.8%	180,143	-13,649	-7.0%	90,500	+264	+0.3%	191,000	+10,857	+6.0%
Water Treatment Chemicals	28,617	-46	-0.2%	56,443	-292	-0.5%	28,674	+57	+0.2%	56,091	-352	-0.6%	30,400	+1,726	+6.0%	60,800	+4,709	+8.4%
Water Treatment Facilities	60,898	+1,850	+3.1%	137,348	+12,849	+10.3%	61,562	+664	+1.1%	124,052	-13,296	-9.7%	60,100	-1,462	-2.4%	130,200	+6,148	+5.0%
(Cost of Sales Ratio)	(65.0%)	(+0.6)		(66.0%)	(+0.6)		(66.8%)	(+1.8)		(67.2%)	(+1.2)		(67.1%)	(+0.3)		(67.1%)	(-0.1)	
Gross Profit	31,288	+63	+0.2%	65,886	+3,226	+5.1%	29,942	-1,346	-4.3%	59,096	-6,790	-10.3%	29,800	-142	-0.5%	62,900	+3,804	+6.4%
SG & A Expenses	18,270	+458	+2.6%	36,503	+975	+2.7%	19,088	+818	+4.5%	38,106	+1,603	+4.4%	19,800	+712	+3.7%	39,400	+1,294	+3.4%
(% of Net Sales)	(20.4%)	(+0.1)		(18.8%)	(-0.8)		(21.2%)	(+0.8)		(21.2%)	(+2.4)		(21.9%)	(+0.7)		(20.6%)	(-0.6)	
Operating Income	13,017	-395	-2.9%	29,382	+2,251	+8.3%	10,854	-2,163	-16.6%	20,989	-8,393	-28.6%	10,000	-854	-7.9%	23,500	+2,511	+12.0%
(% of Net Sales)	(14.5%)	(-0.8)		(15.2%)	(+0.2)		(12.0%)	(-2.5)		(11.7%)	(-3.5)		(11.0%)	(-1.0)		(12.3%)	(+0.6)	
Net of non-operating income and expenses	367	-123		987	-40		482	+115		1,056	+69		200	-282		500	-556	
Ordinary Income	13,384	-518	-3.7%	30,369	+2,211	+7.9%	11,335	-2,049	-15.3%	22,046	-8,323	-27.4%	10,200	-1,135	-10.0%	24,000	+1,954	+8.9%
(% of Net Sales)	(15.0%)	(-0.8)		(15.7%)	(+0.2)		(12.6%)	(-2.4)		(12.2%)	(-3.5)		(11.3%)	(-1.3)		(12.6%)	(+0.4)	
Extraordinary Gain and Loss	-35	-35		-692	-378		-2,595	-2,560		-2,269	-1,577		-170	+2,425		-420	+1,849	
Net Income	7,881	-321	-3.9%	16,548	-590	-3.4%	4,865	-3,016	-38.3%	11,476	-5,072	-30.7%	6,100	+1,235	+25.4%	14,000	+2,524	+22.0%
(% of Net Sales)	(8.8%)	(-0.6)		(8.5%)	(-1.0)		(5.4%)	(-3.4)		(6.4%)	(-2.1)		(6.7%)	(+1.3)		(7.3%)	(+0.9)	
Net income per share (yen)	62.23	-1.53	-2.4%	130.65	-3.37	-2.5%	38.41	-23.82	-38.3%	92.43	-38.22	-29.3%	51.19	+12.78	+33.3%	117.48	+25.05	+27.1%

Orders, Sales and Operating Income by Business Segment

Unit: Billions of yen

	2012/3						2013/3						2014/3					
	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	98.4	+8.5	+9.4%	197.3	+15.3	+8.4%	94.1	-4.4	-4.4%	186.7	-10.5	-5.3%	96.5	+2.4	+2.6%	197.0	+10.3	+5.5%
Water Treatment Chemicals	29.0	-0.1	-0.5%	56.7	+0.0	+0.1%	28.7	-0.3	-1.1%	56.0	-0.7	-1.2%	30.4	+1.7	+5.9%	60.8	+4.8	+8.5%
Water Treatment Facilities	69.4	+8.6	+14.2%	140.5	+15.3	+12.2%	65.4	-4.0	-5.8%	130.7	-9.8	-7.0%	66.1	+0.7	+1.1%	136.2	+5.5	+4.2%
Electronics industry	38.7	+2.5	+6.9%	84.3	+5.9	+7.6%	36.7	-2.0	-5.3%	75.4	-8.9	-10.6%	37.6	+1.0	+2.6%	80.1	+4.8	+6.3%
General industries	30.7	+6.1	+25.0%	56.2	+9.3	+19.9%	28.7	-2.0	-6.5%	55.3	-0.9	-1.5%	28.5	-0.2	-0.8%	56.1	+0.7	+1.3%
Sales	89.5	+1.8	+2.1%	193.8	+12.6	+6.9%	90.2	+0.7	+0.8%	180.1	-13.6	-7.0%	90.5	+0.3	+0.3%	191.0	+10.9	+6.0%
Water Treatment Chemicals	28.6	-0.0	-0.2%	56.4	-0.3	-0.5%	28.7	+0.1	+0.2%	56.1	-0.4	-0.6%	30.4	+1.7	+6.0%	60.8	+4.7	+8.4%
Water Treatment Facilities	60.9	+1.9	+3.1%	137.3	+12.8	+10.3%	61.6	+0.7	+1.1%	124.1	-13.3	-9.7%	60.1	-1.5	-2.4%	130.2	+6.1	+5.0%
Electronics industry	37.7	-0.4	-0.9%	79.6	+2.8	+3.6%	36.2	-1.5	-3.9%	73.3	-6.3	-7.9%	37.5	+1.3	+3.6%	79.5	+6.1	+8.4%
General industries	23.2	+2.2	+10.5%	57.7	+10.1	+21.1%	25.3	+2.1	+9.1%	50.7	-7.0	-12.1%	22.6	-2.8	-10.9%	50.7	+0.0	+0.0%
Operating Income	13.0	-0.4	-2.9%	29.4	+2.3	+8.3%	10.9	-2.2	-16.6%	21.0	-8.4	-28.6%	10.0	-0.9	-7.9%	23.5	+2.5	+12.0%
(% of Sales)	(14.5%)	(-0.8)		(15.2%)	(+0.2)		(12.0%)	(-2.5)		(11.7%)	(-3.5)		(11.0%)	(-1.0)		(12.3%)	(+0.6)	
Water Treatment Chemicals	5.0	-0.5	-9.9%	9.3	-0.8	-8.2%	4.7	-0.3	-6.2%	8.3	-0.9	-10.1%	5.1	+0.4	+8.9%	9.9	+1.6	+18.8%
(% of Sales)	(17.4%)	(-1.9)		(16.4%)	(-1.4)		(16.3%)	(-1.1)		(14.9%)	(-1.5)		(16.8%)	(+0.5)		(16.3%)	(+1.4)	
Water Treatment Facilities	8.0	+0.2	+1.9%	20.1	+3.1	+18.2%	6.2	-1.9	-23.2%	12.6	-7.5	-37.2%	4.9	-1.3	-20.5%	13.6	+1.0	+7.6%
(% of Sales)	(13.2%)	(-0.1)		(14.7%)	(+1.0)		(10.0%)	(-3.2)		(10.2%)	(-4.5)		(8.2%)	(-1.8)		(10.4%)	(+0.2)	
Electronics industry	6.9	-0.8	-10.9%	15.2	-0.0	-0.1%	5.3	-1.6	-22.6%	11.5	-3.6	-23.9%	4.8	-0.5	-9.3%	12.0	+0.5	+4.3%
(% of Sales)	(18.3%)	(-2.0)		(19.1%)	(-0.7)		(14.7%)	(-3.6)		(15.7%)	(-3.4)		(12.9%)	(-1.8)		(15.2%)	(-0.5)	
General industries	1.1	+1.0	+715.3%	4.9	+3.1	+169.4%	0.8	-0.3	-26.8%	1.1	-3.9	-77.9%	0.1	-0.8	-92.2%	1.6	+0.5	+42.7%
(% of Sales)	(4.9%)	(+4.2)		(8.6%)	(+4.7)		(3.3%)	(-1.6)		(2.2%)	(-6.4)		(0.3%)	(-3.0)		(3.1%)	(+0.9)	

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

Unit: Billions of yen

	2012/3							2013/3						2014/3					
	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	29.9	+1.7	+5.8%	59.8	-1.8	-2.9%	26.8	-3.2	-10.7%	54.8	-5.0	-8.3%	25.4	-1.3	-5.0%	51.7	-3.1	-5.6%	
Facilities	19.2	+1.5	+8.2%	36.8	-2.0	-5.3%	18.6	-0.6	-3.4%	36.0	-0.8	-2.1%	17.2	-1.4	-7.3%	33.0	-2.9	-8.2%	
Maintenance	6.1	+0.4	+7.2%	13.8	+0.6	+4.6%	3.9	-2.2	-36.1%	10.3	-3.5	-25.1%	4.0	+0.0	+0.8%	10.0	-0.3	-3.2%	
Tool Cleaning	4.6	-0.2	-4.5%	9.3	-0.4	-3.9%	4.2	-0.3	-7.3%	8.5	-0.8	-8.2%	4.2	0.0	0.0%	8.7	+0.2	+2.2%	
Overseas	8.8	+0.8	+10.6%	24.5	+7.7	+46.2%	9.9	+1.2	+13.1%	20.6	-4.0	-16.2%	12.2	+2.3	+23.0%	28.4	+7.8	+38.1%	
Facilities	7.3	+0.6	+8.4%	21.4	+7.5	+53.7%	8.1	+0.8	+11.0%	16.5	-4.9	-22.8%	9.8	+1.6	+20.3%	23.6	+7.1	+42.7%	
Maintenance	1.4	+0.3	+23.1%	3.1	+0.3	+9.2%	1.8	+0.3	+24.0%	4.0	+0.9	+30.3%	2.4	+0.6	+35.2%	4.8	+0.8	+19.6%	
Total Orders of Electronics	38.7	+2.5	+6.9%	84.3	+5.9	+7.6%	36.7	-2.0	-5.3%	75.4	-8.9	-10.6%	37.6	+0.9	+2.6%	80.1	+4.8	+6.3%	
Domestic	31.1	-0.2	-0.7%	62.7	+1.2	+1.9%	27.7	-3.4	-11.0%	56.7	-6.1	-9.7%	25.8	-1.9	-6.9%	54.2	-2.5	-4.3%	
Facilities	19.4	-1.0	-4.9%	39.3	+0.5	+1.2%	18.5	-0.9	-4.5%	37.2	-2.1	-5.4%	16.7	-1.8	-9.9%	34.7	-2.6	-6.9%	
Maintenance	7.2	+1.0	+15.8%	14.1	+1.1	+8.2%	5.0	-2.2	-30.9%	10.9	-3.2	-22.6%	4.8	-0.1	-2.6%	10.8	-0.1	-0.8%	
Tool Cleaning	4.6	-0.2	-4.1%	9.3	-0.4	-3.9%	4.3	-0.3	-6.9%	8.5	-0.8	-8.2%	4.3	+0.0	+0.9%	8.7	+0.2	+2.0%	
Overseas	6.6	-0.1	-2.1%	16.9	+1.6	+10.5%	8.5	+2.0	+29.7%	16.7	-0.2	-1.4%	11.8	+3.2	+37.7%	25.3	+8.6	+51.6%	
Facilities	5.1	-0.4	-7.9%	13.6	+1.0	+8.0%	7.0	+1.9	+37.3%	13.1	-0.5	-3.5%	9.6	+2.7	+38.0%	20.4	+7.3	+55.5%	
Maintenance	1.5	+0.3	+24.1%	3.3	+0.6	+22.5%	1.6	+0.1	+3.8%	3.5	+0.2	+7.2%	2.1	+0.6	+36.0%	4.8	+1.3	+36.8%	
Total Sales of Electronics	37.7	-0.4	-0.9%	79.6	+2.8	+3.6%	36.2	-1.5	-3.9%	73.3	-6.3	-7.9%	37.5	+1.3	+3.6%	79.5	+6.1	+8.4%	
Ultrasure Water Supply Business	17.3	-0.4	-2.5%	34.8	-0.3	-0.9%	16.8	-0.5	-3.0%	32.4	-2.4	-6.9%	15.9	-0.9	-5.3%	31.6	-0.8	-2.4%	

* 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

	2012/3	2013/3	2014/3(Projected)
Water Treatment Chemicals	1.3	1.4	1.5
Water Treatment Facilities	2.9	3.0	3.0
Total research and development (R&D) expenses	4.2	4.4	4.5

Capital Expenditures and Depreciation

Unit: Billions of yen

	2012/3	2013/3	2014/3(Projected)
Capital expenditures (tangibles)	7.7	6.1	4.0
Depreciation	15.4	14.5	14.4

Number of Employees

	2012/3	2013/3	Amount change
Consolidated	4,555	4,640	+85