

Consolidated Financial Summary

For the Fiscal Year Ended March 31, 2016

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April 28, 2016



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

	2015/3						2016/3						2017/3					
	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	96,967	+7,228	+8.1%	181,282	+7,819	+4.5%	110,000	+13,033	+13.4%	221,273	+39,991	+22.1%	112,000	+2,000	+1.8%	223,000	+1,727	+0.8%
Water Treatment Chemicals	29,732	+405	+1.4%	59,353	-60	-0.1%	41,335	+11,603	+39.0%	83,440	+24,087	+40.6%	43,057	+1,722	+4.2%	85,946	+2,506	+3.0%
Water Treatment Facilities	67,235	+6,824	+11.3%	121,928	+7,879	+6.9%	68,664	+1,429	+2.1%	137,832	+15,904	+13.0%	68,943	+279	+0.4%	137,054	-778	-0.6%
Net Sales	88,956	+6,184	+7.5%	189,398	+11,261	+6.3%	97,918	+8,962	+10.1%	214,372	+24,974	+13.2%	104,000	+6,082	+6.2%	222,000	+7,628	+3.6%
Water Treatment Chemicals	29,349	+543	+1.9%	59,999	+1,155	+2.0%	40,595	+11,246	+38.3%	83,680	+23,681	+39.5%	42,594	+1,999	+4.9%	85,943	+2,263	+2.7%
Water Treatment Facilities	59,606	+5,641	+10.5%	129,399	+10,107	+8.5%	57,322	-2,284	-3.8%	130,692	+1,293	+1.0%	61,406	+4,084	+7.1%	136,057	+5,365	+4.1%
(Cost of Sales Ratio)	(68.0%)	(+0.3)		(68.9%)	(-0.1)		(65.5%)	(-2.5)		(67.2%)	(-1.7)		(66.2%)	(+0.7)		(67.1%)	(-0.1)	
Gross Profit	28,444	+1,697	+6.3%	58,889	+3,622	+6.6%	33,788	+5,344	+18.8%	70,407	+11,518	+19.6%	35,200	+1,412	+4.2%	73,000	+2,593	+3.7%
SG & A Expenses	19,808	-236	-1.2%	39,454	-926	-2.3%	24,654	+4,846	+24.5%	50,574	+11,120	+28.2%	25,700	+1,046	+4.2%	51,500	+926	+1.8%
(% of Net Sales)	(22.3%)	(-1.9)		(20.8%)	(-1.9)		(25.2%)	(+2.9)		(23.6%)	(+2.8)		(24.7%)	(-0.5)		(23.2%)	(-0.4)	
Operating Income	8,636	+1,934	+28.9%	19,435	+4,549	+30.6%	9,133	+497	+5.8%	19,833	+398	+2.0%	9,500	+367	+4.0%	21,500	+1,667	+8.4%
(% of Net Sales)	(9.7%)	(+1.6)		(10.3%)	(+1.9)		(9.3%)	(-0.4)		(9.3%)	(-1.0)		(9.1%)	(-0.2)		(9.7%)	(+0.4)	
Net of non-operating income and expenses	555	+99		-501	-1,686		355	-200		606	+1,107		200	-155		500	-106	
Ordinary Income	9,191	+2,033	+28.4%	18,934	+2,862	+17.8%	9,490	+299	+3.3%	20,439	+1,505	+7.9%	9,700	+210	+2.2%	22,000	+1,561	+7.6%
(% of Net Sales)	(10.3%)	(+1.7)		(10.0%)	(+1.0)		(9.7%)	(-0.6)		(9.5%)	(-0.5)		(9.3%)	(-0.4)		(9.9%)	(+0.4)	
Net of Extraordinary Gains and Losses	-	+500		-467	+230		-4	-4		-28	+439		-	+4		-300	-272	
Profit Attributable to Owners of Parent	5,885	+1,781	+43.4%	10,434	+1,082	+11.6%	5,764	-121	-2.1%	12,577	+2,143	+20.5%	6,200	+436	+7.6%	14,000	+1,423	+11.3%
(% of Net Sales)	(6.6%)	(+1.6)		(5.5%)	(+0.3)		(5.9%)	(-0.7)		(5.9%)	(+0.4)		(6.0%)	(+0.1)		(6.3%)	(+0.4)	
Net income per share (yen)	49.39	+14.95	+43.4%	87.81	+9.33	+11.9%	49.61	+0.22	+0.4%	108.24	+20.43	+23.3%	53.36	+3.75	+7.6%	120.49	+12.25	+11.3%

Orders, Sales and Operating Income by Business Segment

Unit: Billions of yen

	2015/3						2016/3						2017/3					
	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	97.0	+7.2	+8.1%	181.3	+7.8	+4.5%	110.0	+13.0	+13.4%	221.3	+40.0	+22.1%	112.0	+2.0	+1.8%	223.0	+1.7	+0.8%
Water Treatment Chemicals	29.7	+0.4	+1.4%	59.4	-0.1	-0.1%	41.3	+11.6	+39.0%	83.4	+24.1	+40.6%	43.1	+1.7	+4.2%	85.9	+2.5	+3.0%
Water Treatment Facilities	67.2	+6.8	+11.3%	121.9	+7.9	+6.9%	68.7	+1.4	+2.1%	137.8	+15.9	+13.0%	68.9	+0.3	+0.4%	137.1	-0.8	-0.6%
Electronics industry	36.3	+3.6	+11.0%	69.3	+4.2	+6.4%	38.4	+2.0	+5.6%	79.1	+9.7	+14.0%	36.6	-1.8	-4.6%	75.3	-3.7	-4.7%
General industries	30.9	+3.2	+11.6%	52.6	+3.7	+7.6%	30.3	-0.6	-2.0%	58.8	+6.2	+11.8%	32.3	+2.0	+6.7%	61.7	+2.9	+5.0%
Sales	89.0	+6.2	+7.5%	189.4	+11.3	+6.3%	97.9	+9.0	+10.1%	214.4	+25.0	+13.2%	104.0	+6.1	+6.2%	222.0	+7.6	+3.6%
Water Treatment Chemicals	29.3	+0.5	+1.9%	60.0	+1.2	+2.0%	40.6	+11.2	+38.3%	83.7	+23.7	+39.5%	42.6	+2.0	+4.9%	85.9	+2.3	+2.7%
Water Treatment Facilities	59.6	+5.6	+10.5%	129.4	+10.1	+8.5%	57.3	-2.3	-3.8%	130.7	+1.3	+1.0%	61.4	+4.1	+7.1%	136.1	+5.4	+4.1%
Electronics industry	35.6	+3.7	+11.4%	75.4	+4.4	+6.2%	33.2	-2.4	-6.6%	76.1	+0.6	+0.8%	38.0	+4.8	+14.6%	78.1	+2.1	+2.7%
General industries	24.1	+2.0	+9.0%	54.0	+5.7	+11.8%	24.1	+0.1	+0.3%	54.6	+0.7	+1.2%	23.4	-0.8	-3.1%	57.9	+3.3	+6.0%
Operating Income	8.6	+1.9	+28.8%	19.4	+4.5	+30.5%	9.1	+0.5	+5.8%	19.8	+0.4	+2.0%	9.5	+0.4	+4.0%	21.5	+1.7	+8.4%
(% of Sales)	(9.7%)	(+1.6)		(10.3%)	(+1.9)		(9.3%)	(-0.4)		(9.3%)	(-1.0)		(9.1%)	(-0.2)		(9.7%)	(+0.4)	
Water Treatment Chemicals	4.1	-0.3	-7.5%	7.9	-0.1	-1.0%	3.6	-0.5	-12.3%	6.5	-1.4	-17.9%	4.3	+0.7	+20.6%	8.0	+1.5	+23.8%
(% of Sales)	(14.0%)	(-1.4)		(13.1%)	(-0.4)		(8.9%)	(-5.1)		(7.7%)	(-5.4)		(10.2%)	(+1.3)		(9.3%)	(+1.6)	
Water Treatment Facilities	4.5	+2.3	+99.4%	11.6	+4.6	+66.7%	5.5	+1.0	+22.1%	13.4	+1.8	+15.6%	5.2	-0.4	-6.9%	13.5	+0.1	+0.9%
(% of Sales)	(7.6%)	(+3.4)		(8.9%)	(+3.1)		(9.7%)	(+2.1)		(10.2%)	(+1.3)		(8.4%)	(-1.3)		(9.9%)	(-0.3)	
Electronics industry	4.3	+1.0	+32.5%	9.7	+2.0	+25.3%	5.5	+1.2	+27.6%	12.7	+3.0	+30.7%	5.6	+0.2	+3.2%	12.3	-0.4	-3.0%
(% of Sales)	(12.0%)	(+1.9)		(12.9%)	(+2.0)		(16.4%)	(+4.4)		(16.7%)	(+3.8)		(14.8%)	(-1.6)		(15.8%)	(-0.9)	
General industries	0.3	+1.2	-	1.8	+2.7	-	0.1	-0.2	-70.1%	0.7	-1.2	-64.1%	-0.5	-0.6	-	1.2	+0.5	+76.2%
(% of Sales)	(1.1%)	(-)		(3.4%)	(+5.1)		(0.3%)	(-0.8)		(1.2%)	(-2.2)		(-2.0%)	(-2.3)		(2.0%)	(+0.8)	

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

Unit: Billions of yen

	2015/3							2016/3					2017/3							
	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	Amount	Percentage
Domestic	25.2	-0.1	-0.4%	52.2	-2.0	-3.8%	26.7	+1.5	+5.8%	53.3	+1.2	+2.3%	24.6	-2.1	-7.8%	52.0	-1.3	-2.4%		
Facilities	16.6	-0.8	-4.4%	32.9	-3.0	-8.4%	17.3	+0.8	+4.5%	33.8	+0.9	+2.8%	16.4	-0.9	-5.1%	32.8	-1.0	-2.8%		
Maintenance	4.3	+0.4	+10.3%	10.9	+0.6	+6.3%	6.1	+1.8	+42.5%	13.3	+2.4	+21.9%	4.8	-1.3	-21.0%	12.4	-0.9	-6.9%		
Tool Cleaning	4.4	+0.3	+6.1%	8.4	+0.3	+4.0%	3.2	-1.1	-25.7%	6.3	-2.1	-25.2%	3.3	+0.1	+2.7%	6.9	+0.6	+9.1%		
Overseas	11.1	+3.7	+50.0%	17.2	+6.2	+56.5%	11.7	+0.6	+5.3%	25.7	+8.5	+49.6%	12.0	+0.3	+2.7%	23.3	-2.4	-9.4%		
Facilities	8.5	+3.9	+83.3%	11.5	+6.3	+122.6%	8.4	-0.2	-1.9%	19.1	+7.6	+66.4%	7.9	-0.4	-5.3%	16.0	-3.0	-16.0%		
Maintenance	2.6	-0.2	-6.3%	5.7	-0.1	-1.9%	3.3	+0.8	+29.1%	6.6	+0.9	+15.9%	4.1	+0.8	+22.9%	7.3	+0.6	+9.4%		
Total Orders of Electronics	36.3	+3.6	+11.0%	69.3	+4.2	+6.4%	38.4	+2.0	+5.6%	79.1	+9.7	+14.0%	36.6	-1.8	-4.6%	75.3	-3.7	-4.7%		
Domestic	26.8	+1.4	+5.6%	54.4	+0.1	+0.2%	26.1	-0.8	-2.8%	54.0	-0.4	-0.8%	25.3	-0.8	-2.9%	51.4	-2.6	-4.8%		
Facilities	17.5	+0.8	+4.5%	35.1	-1.0	-2.7%	17.5	+0.0	+0.1%	34.9	-0.1	-0.4%	16.7	-0.8	-4.7%	32.9	-2.1	-6.0%		
Maintenance	5.0	+0.4	+9.7%	11.0	+0.8	+8.0%	5.3	+0.2	+4.2%	12.8	+1.7	+15.5%	5.3	+0.0	+0.4%	11.7	-1.1	-8.3%		
Tool Cleaning	4.3	+0.2	+5.2%	8.3	+0.3	+3.1%	3.3	-1.0	-23.3%	6.3	-2.0	-24.2%	3.3	+0.1	+1.5%	6.9	+0.6	+8.8%		
Overseas	8.7	+2.2	+34.3%	21.0	+4.3	+25.9%	7.1	-1.6	-18.3%	22.1	+1.0	+5.0%	12.7	+5.6	+78.5%	26.7	+4.7	+21.2%		
Facilities	6.6	+2.2	+50.4%	15.7	+4.2	+36.5%	5.0	-1.6	-24.2%	15.3	-0.4	-2.6%	9.5	+4.5	+89.0%	19.4	+4.1	+26.6%		
Maintenance	2.1	+0.0	+0.4%	5.3	+0.1	+2.2%	2.1	+0.0	+0.2%	6.7	+1.5	+27.6%	3.2	+1.1	+53.4%	7.3	+0.6	+8.8%		
Total Sales of Electronics	35.6	+3.6	+11.4%	75.4	+4.4	+6.2%	33.2	-2.4	-6.6%	76.1	+0.6	+0.8%	38.0	+4.8	+14.6%	78.1	+2.1	+2.7%		
Ultrasure Water Supply Business	15.9	+0.1	+0.5%	32.2	+0.6	+1.8%	16.1	+0.2	+1.3%	32.0	-0.1	-0.4%	16.0	-0.2	-1.0%	32.2	+0.2	+0.7%		

* 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

	2015/3	2016/3	2017/3
	Full Year Result	Full Year Result	Full Year Projected
Water Treatment Chemicals	1.5	2.1	2.0
Water Treatment Facilities	2.9	3.1	3.5
Total research and development (R&D) expenses	4.4	5.3	5.5

Capital Expenditures and Depreciation

Unit: Billions of yen

	2015/3	2016/3	2017/3
	Full Year Result	Full Year Result	Full Year Projected
Capital expenditures (tangibles)	8.5	18.8	8.4
Depreciation	14.4	13.4	13.6

Number of Employees

	2015/3	2016/3	Amount change
Consolidated	5,222	5,481	+259