

3rd Quarter Consolidated Financial Summary For the Nine Months Ended December 31, 2018

1. Overview of Results

Unit: Billions of Yen

	Year ending March 2019			Year ended March 2018			YoY Change		
	1st Half Result	3Q YTD	Full Year Forecast	1st Half Result	3Q YTD	Full Year Result	1st Half	3Q YTD	Full Year
Orders	139.6	200.6	256.0	125.3	187.9	251.4	+14.3	+12.7	+4.6
Water treatment chemicals	52.5	77.8	101.8	44.6	66.5	90.4	+7.9	+11.3	+11.4
Water treatment facilities	87.1	122.8	154.2	80.7	121.4	161.1	+6.4	+1.4	-6.9
Sales	128.6	193.7	260.0	108.1	163.5	236.8	+20.5	+30.2	+23.2
Water treatment chemicals	51.9	77.4	101.4	44.1	66.5	90.4	+7.8	+10.9	+11.0
Water treatment facilities	76.7	116.3	158.6	64.0	97.0	146.5	+12.7	+19.3	+12.1
Operating Income	10.3	17.3	24.0	10.2	14.9	22.5	+0.1	+2.4	+1.5
Water treatment chemicals	4.5	6.9	8.4	3.9	5.6	7.2	+0.7	+1.3	+1.2
Water treatment facilities	5.8	10.4	15.6	6.3	9.3	15.3	-0.5	+1.1	+0.3
Ordinary Income	10.4	17.6	24.2	10.3	14.7	22.1	+0.1	+2.9	+2.1
Net of Extraordinary Gains and expenses	-0.7	3.5	3.0	0.2	4.0	3.4	-0.9	-0.6	-0.4
Profit Attributable to Owners of Parent	6.5	12.9	17.0	7.4	13.5	17.9	-0.9	-0.6	-0.9

Note 1. Orders and net sales are figures for external customers.

Note 2. Operating income by segment indicates figures prior to adjustments and eliminations between segments.

2. Orders and Net Sales of Water Treatment Facilities by Products/Services

Unit: Billions of Yen

	Year ending March 2019			Year ended March 2018			YoY Change		
	1st Half Result	3Q YTD	Full Year Forecast	1st Half Result	3Q YTD	Full Year Result	1st Half	3Q YTD	Full Year
Domestic	68.9	96.3	124.7	63.0	87.5	111.7	+5.9	+8.7	+12.9
for the electronics ind.	31.6	48.2	60.3	27.6	39.6	55.3	+4.0	+8.6	+5.0
Facilities	6.3	10.7	10.8	4.7	6.2	9.2	+1.6	+4.5	+1.7
Maintenance	8.8	12.5	16.6	7.1	9.8	14.6	+1.7	+2.7	+2.0
UPWS Business	13.1	19.7	25.9	12.3	18.4	24.6	+0.8	+1.3	+1.3
Tool Cleaning	3.4	5.3	7.0	3.4	5.2	6.9	-0.0	+0.1	+0.1
for general ind.	37.3	48.1	64.4	35.4	47.9	56.5	+1.9	+0.2	+7.9
Enagy/Infrastructure	27.5	36.3	51.4	27.5	37.7	44.3	+0.0	-1.3	+7.2
Soil remediation	8.3	9.6	10.6	6.4	8.0	9.1	+1.9	+1.7	+1.5
Others	1.5	2.1	2.3	1.6	2.3	3.2	-0.1	-0.2	-0.8
Overseas	18.2	26.5	29.5	17.7	33.9	49.3	+0.5	-7.4	-19.8
Facilities	12.1	17.1	18.1	12.7	26.4	39.1	-0.6	-9.3	-21.0
Maintenance	4.5	7.0	8.3	3.9	5.6	7.5	+0.7	+1.5	+0.8
UPWS Business	1.6	2.4	3.1	1.2	2.0	2.8	+0.4	+0.5	+0.4
Total Orders	87.1	122.8	154.2	80.7	121.4	161.1	+6.4	+1.4	-6.9
Domestic	56.1	86.3	120.3	51.4	77.5	113.8	+4.7	+8.9	+6.5
for the electronics ind.	28.4	44.0	59.8	25.0	37.0	54.4	+3.3	+7.1	+5.3
Facilities	4.1	6.3	10.0	2.8	4.4	7.9	+1.3	+1.9	+2.1
Maintenance	7.7	12.7	16.9	6.5	8.9	15.0	+1.2	+3.8	+1.9
UPWS Business	13.1	19.7	25.9	12.3	18.4	24.6	+0.8	+1.3	+1.3
Tool Cleaning	3.4	5.3	7.0	3.4	5.2	6.9	+0.0	+0.0	+0.1
for general ind.	27.8	42.3	60.6	26.4	40.5	59.4	+1.4	+1.8	+1.2
Enagy/Infrastructure	20.9	32.5	46.4	22.3	33.6	48.4	-1.4	-1.0	-2.0
Soil remediation	5.5	7.8	10.8	2.9	4.7	7.8	+2.6	+3.1	+3.0
Others	1.4	2.0	3.3	1.2	2.3	3.1	+0.2	-0.3	+0.2
Overseas	20.6	29.9	38.3	12.6	19.5	32.6	+8.0	+10.4	+5.6
Facilities	16.1	22.1	26.8	8.7	13.2	22.5	+7.3	+8.9	+4.3
Maintenance	2.9	5.5	8.3	2.7	4.4	7.4	+0.2	+1.1	+0.9
UPWS Business	1.6	2.4	3.1	1.2	2.0	2.8	+0.4	+0.5	+0.4
Total Sales	76.7	116.3	158.6	64.0	97.0	146.5	+12.7	+19.3	+12.1