## Consolidated Financial Summary

## For the Fiscal Year Ended March 31, 2016

Contents
Results of Operations. .....  1
Orders, Sales and Operating Income by Business Segment... .....  2Orders from and Sales to the Electronics Industryby Product/Service Segment. 3
Research and Development (R\&D) Expenses .....  4
Capital Expenditures and Depreciation. .....  4
Number of Employees .....  4

## Q KURITA WATER INDUSTRIES LTD.

## Results of Operations

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | : Million | s of yen |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015/3 |  |  |  |  |  | 2016/3 |  |  |  |  |  | 2017/3 |  |  |  |  |  |
|  | 1st Half Result | Change from Previous Year |  | Full Year Result | Change from Previous Year |  | 1st Half <br> 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 ) Gross Profit | $\begin{array}{r} (68.0 \%) \\ 28,444 \end{array}$ | $\begin{array}{r} (+0.3) \\ +1,697 \end{array}$ | +6.3\% | (68.9\%) <br> 58,889 | $\begin{array}{r} (-0.1) \\ +3,622 \end{array}$ | +6.6\% | (65.5\%) <br> 33,788 | $\begin{array}{r} (-2.5) \\ +5,344 \end{array}$ | +18.8\% | (67.2\%) <br> 70,407 | $\begin{array}{r} (-1.7) \\ +11,518 \end{array}$ | +19.6\% | (66.2\%) <br> 35,200 | $\begin{array}{r} (+0.7) \\ +1,412 \end{array}$ | +4.2\% | (67.1\%) <br> 73,000 | $\begin{array}{r} (-0.1) \\ +2,593 \end{array}$ | +3.7\% |
| SG \& A Expenses <br> ( \% of Net Sales ) <br> Operating Income <br> ( \% of Net Sales ) | 19,808 (22.3\%) <br> 8,636 <br> (9.7\%) | $\begin{array}{r} -236 \\ (-1.9) \\ +1,934 \\ (+1.6) \end{array}$ | $\begin{gathered} -1.2 \% \\ +28.9 \% \end{gathered}$ |  | $\begin{array}{r} -926 \\ (-1.9) \\ +4,549 \\ (+1.9) \end{array}$ | $\begin{array}{r} -2.3 \% \\ +30.6 \% \end{array}$ | 24,654 <br> (25.2\%) <br> 9,133 <br> (9.3\%) | $\begin{array}{r} +4,846 \\ (+2.9) \\ +497 \\ (-0.4) \end{array}$ | $\begin{gathered} +24.5 \% \\ +5.8 \% \end{gathered}$ |  | $\begin{array}{r} +11,120 \\ (+2.8) \\ +398 \\ (-1.0) \end{array}$ | $\begin{gathered} +28.2 \% \\ +2.0 \% \end{gathered}$ | 25,700 <br> (24.7\%) <br> 9,500 <br> (9.1\%) | $\begin{array}{r} +1,046 \\ (-0.5) \\ +367 \\ (-0.2) \end{array}$ | $\begin{aligned} & +4.2 \% \\ & +4.0 \% \end{aligned}$ | 51,500 <br> (23.2\%) <br> 21,500 <br> (9.7\%) | $\begin{array}{r} +926 \\ (-0.4) \\ +1,667 \\ (+0.4) \end{array}$ | $+1.8 \%$ $+8.4 \%$ |
| Net of non-operating income and expenses Ordinary Income ( \% of Net Sales ) | $\begin{array}{r} 555 \\ 9,191 \\ (10.3 \%) \end{array}$ | $\begin{array}{r} +99 \\ +2,033 \\ (+1.7) \end{array}$ | +28.4\% | $\begin{array}{r} -501 \\ 18,934 \\ (10.0 \%) \end{array}$ | $\begin{gathered} -1,686 \\ +2,862 \\ (+1.0) \end{gathered}$ | +17.8\% | $\begin{array}{r} 355 \\ 9,490 \\ (9.7 \%) \end{array}$ | $\begin{gathered} -200 \\ +299 \\ (-0.6) \end{gathered}$ | +3.3\% | $\begin{array}{r} 606 \\ 20,439 \\ (9.5 \%) \end{array}$ | $\begin{array}{r} +1,107 \\ +1,505 \\ (-0.5) \end{array}$ | +7.9\% | $\begin{array}{r} 200 \\ 9,700 \\ (9.3 \%) \end{array}$ | $\begin{array}{r} -155 \\ +210 \\ (-0.4) \end{array}$ | +2.2\% | $\begin{array}{r} 500 \\ 22,000 \\ (9.9 \%) \end{array}$ | $\begin{array}{r} -106 \\ +1,561 \\ (+0.4) \end{array}$ | +7.6\% |
| Net of Extraordinary Gains and Losses | - | +500 |  | -467 | +230 |  | -4 | -4 |  | -28 | +439 |  | - | +4 |  | -300 | -272 |  |
| Profit Attributable to Owners of Parent ( \% of Net Sales ) | $\begin{array}{\|c} \hline 5,885 \\ (6.6 \%) \end{array}$ | $\begin{array}{r} +1,781 \\ (+1.6) \end{array}$ | +43.4\% | 10,434 <br> (5.5\%) | $\begin{array}{r} \hline+1,082 \\ (+0.3) \\ \hline \end{array}$ | +11.6\% | $\begin{array}{\|c} \hline 5,764 \\ (5.9 \%) \end{array}$ | $\begin{gathered} -121 \\ (-0.7) \end{gathered}$ | -2.1\% | 12,577 <br> (5.9\%) | $\begin{array}{r} +2,143 \\ (+0.4) \end{array}$ | +20.5\% | $\begin{array}{r} 6,200 \\ (6.0 \%) \end{array}$ | $\begin{gathered} +436 \\ (+0.1) \end{gathered}$ | +7.6\% | $\begin{aligned} & \hline 14,000 \\ & (6.3 \%) \\ & \hline \end{aligned}$ | $\begin{array}{r} +1,423 \\ (+0.4) \end{array}$ | +11.3\% |
| 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 <br> General industries | $\begin{aligned} & 36.3 \\ & 30.9 \\ & \hline \end{aligned}$ | $\begin{aligned} & +3.6 \\ & +3.2 \end{aligned}$ | $\begin{aligned} & +11.0 \% \\ & +11.6 \% \end{aligned}$ | $\begin{aligned} & 69.3 \\ & 52.6 \\ & \hline \end{aligned}$ | $\begin{aligned} & +4.2 \\ & +3.7 \end{aligned}$ | $\begin{array}{r} +6.4 \% \\ +7.6 \% \\ \hline \end{array}$ | $\begin{aligned} & 38.4 \\ & 30.3 \end{aligned}$ | $\begin{array}{r} +2.0 \\ -0.6 \\ \hline \end{array}$ | $\begin{gathered} \hline+5.6 \% \\ -2.0 \% \\ \hline \end{gathered}$ | $\begin{aligned} & 79.1 \\ & 58.8 \end{aligned}$ | $\begin{aligned} & +9.7 \\ & +6.2 \end{aligned}$ | $\begin{aligned} & +14.0 \% \\ & +11.8 \% \end{aligned}$ | 36.6 32.3 | $\begin{array}{r} -1.8 \\ +2.0 \\ \hline \end{array}$ | $\begin{array}{r} -4.6 \% \\ +6.7 \% \\ \hline \end{array}$ | $\begin{aligned} & 75.3 \\ & 61.7 \end{aligned}$ | $\begin{array}{r} -3.7 \\ +2.9 \\ \hline \end{array}$ | $\begin{gathered} -4.7 \% \\ +5.0 \% \end{gathered}$ |
| 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 <br> General industries | $\begin{aligned} & 35.6 \\ & 24.1 \\ & \hline \end{aligned}$ | $\begin{aligned} & +3.7 \\ & +2.0 \end{aligned}$ | $\begin{array}{r} +11.4 \% \\ +9.0 \% \\ \hline \end{array}$ | $\begin{aligned} & 75.4 \\ & 54.0 \\ & \hline \end{aligned}$ | $\begin{gathered} +4.4 \\ +5.7 \end{gathered}$ | $\begin{array}{r} +6.2 \% \\ +11.8 \% \\ \hline \end{array}$ | $\begin{aligned} & 33.2 \\ & 24.1 \end{aligned}$ | $\begin{array}{r} -2.4 \\ +0.1 \\ \hline \end{array}$ | $\begin{array}{r} -6.6 \% \\ +0.3 \% \\ \hline \end{array}$ | $\begin{aligned} & 76.1 \\ & 54.6 \end{aligned}$ | $\begin{array}{r} +0.6 \\ +0.7 \\ \hline \end{array}$ | $\begin{aligned} & +0.8 \% \\ & +1.2 \% \end{aligned}$ | $\begin{aligned} & 38.0 \\ & 23.4 \end{aligned}$ | $\begin{gathered} +4.8 \\ -0.8 \end{gathered}$ | $\begin{array}{r} +14.6 \% \\ -3.1 \% \\ \hline \end{array}$ | $\begin{aligned} & 78.1 \\ & 57.9 \end{aligned}$ | $\begin{aligned} & +2.1 \\ & +3.3 \end{aligned}$ | $\begin{aligned} & +2.7 \% \\ & +6.0 \% \end{aligned}$ |
| Operating Income (\% of Sales) | $\begin{array}{r} 8.6 \\ (9.7 \%) \end{array}$ | $\begin{array}{r} +1.9 \\ (+1.6) \end{array}$ | +28.8\% | $\begin{array}{r} 19.4 \\ (10.3 \%) \end{array}$ | $\begin{array}{r} +4.5 \\ (+1.9) \end{array}$ | +30.5\% | $\begin{array}{r} 9.1 \\ (9.3 \%) \end{array}$ | $\begin{gathered} +0.5 \\ (-0.4) \end{gathered}$ | +5.8\% | $\begin{array}{r} 19.8 \\ (9.3 \%) \end{array}$ | $\begin{gathered} +0.4 \\ (-1.0) \end{gathered}$ | +2.0\% | $\begin{array}{r} 9.5 \\ (9.1 \%) \end{array}$ | $\begin{gathered} +0.4 \\ (-0.2) \end{gathered}$ | +4.0\% | $\begin{array}{r} 21.5 \\ (9.7 \%) \end{array}$ | $\begin{array}{r} +1.7 \\ (+0.4) \end{array}$ | +8.4\% |
| Water Treatment Chemicals (\% of Sales) | 4.1 (14.0\%) | $\begin{array}{r} -0.3 \\ (-1.4) \end{array}$ | -7.5\% | $\begin{array}{r} 7.9 \\ (13.1 \%) \end{array}$ | $\begin{array}{r} -0.1 \\ (-0.4) \end{array}$ | -1.0\% | $\begin{array}{r} 3.6 \\ (8.9 \%) \end{array}$ | $\begin{array}{r} -0.5 \\ (-5.1) \end{array}$ | -12.3\% | $\begin{array}{r} 6.5 \\ (7.7 \%) \end{array}$ | $\begin{array}{r} -1.4 \\ (-5.4) \end{array}$ | -17.9\% | $\begin{array}{r} 4.3 \\ (10.2 \%) \end{array}$ | $\begin{array}{r} +0.7 \\ (+1.3) \end{array}$ | +20.6\% | $\begin{array}{r} 8.0 \\ (9.3 \%) \end{array}$ | $\begin{array}{r} +1.5 \\ (+1.6) \end{array}$ | +23.8\% |
| Water Treatment Facilities (\% of Sales) | $\begin{array}{r} 4.5 \\ (7.6 \%) \end{array}$ | $\begin{array}{r} +2.3 \\ (+3.4) \end{array}$ | +99.4\% | $\begin{array}{r} 11.6 \\ (8.9 \%) \end{array}$ | $\begin{array}{r} +4.6 \\ (+3.1) \end{array}$ | +66.7\% | $\begin{array}{r} 5.5 \\ (9.7 \%) \end{array}$ | $\begin{array}{r} +1.0 \\ (+2.1) \end{array}$ | +22.1\% | $\begin{array}{r} 13.4 \\ (10.2 \%) \end{array}$ | $\begin{array}{r} +1.8 \\ (+1.3) \end{array}$ | +15.6\% | $\begin{array}{r} 5.2 \\ (8.4 \%) \end{array}$ | $\begin{array}{r} -0.4 \\ (-1.3) \end{array}$ | -6.9\% | $\begin{array}{r} 13.5 \\ (9.9 \%) \end{array}$ | $\begin{gathered} +0.1 \\ (-0.3) \end{gathered}$ | +0.9\% |
| Electronics industry (\% of Sales) <br> General industries (\% of Sales) | $\begin{array}{r} \hline 4.3 \\ (12.0 \%) \\ 0.3 \\ (1.1 \%) \end{array}$ | $\begin{array}{r} +1.0 \\ (+1.9) \\ +1.2 \\ (-) \end{array}$ | +32.5\% | $\begin{array}{r} 9.7 \\ (12.9 \%) \\ 1.8 \\ (3.4 \%) \end{array}$ | $\begin{array}{r} +2.0 \\ (+2.0) \\ +2.7 \\ (+5.1) \end{array}$ | +25.3\% | $\begin{array}{r} 5.5 \\ (16.4 \%) \\ 0.1 \\ (0.3 \%) \end{array}$ | $\begin{array}{r} +1.2 \\ (+4.4) \\ -0.2 \\ (-0.8) \end{array}$ | $\begin{gathered} +27.6 \% \\ -70.1 \% \end{gathered}$ | $\begin{array}{r} 12.7 \\ (16.7 \%) \\ 0.7 \\ (1.2 \%) \end{array}$ | $\begin{array}{r} +3.0 \\ (+3.8) \\ -1.2 \\ (-2.2) \end{array}$ | $\begin{gathered} +30.7 \% \\ -64.1 \% \end{gathered}$ | $\begin{array}{r} 5.6 \\ (14.8 \%) \\ -0.5 \\ (-2.0 \%) \end{array}$ | $\begin{array}{r} +0.2 \\ (-1.6) \\ -0.6 \\ (-2.3) \end{array}$ | +3.2\% | $\begin{array}{r} 12.3 \\ (15.8 \%) \\ 1.2 \\ (2.0 \%) \end{array}$ | $\begin{array}{r} -0.4 \\ (-0.9) \\ +0.5 \\ (+0.8) \end{array}$ | $\begin{array}{r} -3.0 \% \\ +76.2 \% \end{array}$ |

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 |
| 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 <br> Maintenance | $\begin{aligned} & 8.5 \\ & 2.6 \end{aligned}$ | $\begin{gathered} +3.9 \\ -0.2 \end{gathered}$ | $\begin{array}{r} +83.3 \% \\ -6.3 \% \end{array}$ | $\begin{array}{r} 11.5 \\ 5.7 \end{array}$ | $\begin{gathered} +6.3 \\ -0.1 \end{gathered}$ | $\begin{array}{\|r\|} +122.6 \% \\ -1.9 \% \end{array}$ | $\begin{aligned} & 8.4 \\ & 3.3 \end{aligned}$ | $\begin{array}{r} -0.2 \\ +0.8 \end{array}$ | $\begin{array}{r} -1.9 \% \\ +29.1 \% \end{array}$ | $\begin{array}{r} 19.1 \\ 6.6 \end{array}$ | $\begin{aligned} & +7.6 \\ & +0.9 \end{aligned}$ | $\begin{aligned} & +66.4 \% \\ & +15.9 \% \end{aligned}$ | 7.9 4.1 | -0.4 +0.8 | $\begin{array}{r} -5.3 \% \\ +22.9 \% \end{array}$ | $\begin{array}{r} \hline 16.0 \\ 7.3 \end{array}$ | -3.0 +0.6 | $\begin{gathered} -16.0 \% \\ +9.4 \% \end{gathered}$ |
| 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 |  | 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\% |
| Ultrapure 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\% |

[^0]
## 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 |


[^0]:    * Figures for the Ultrapure Water Supply Business are included in domestic and overseas "Facilities", the amounts for orders received and sales are identical

