

## **Kurita Water Industries Ltd.**

# Results Presentation for the First Quarter of the Year Ending March 31, 2016

(Stock code: 6370)



## 1. Financial Highlights

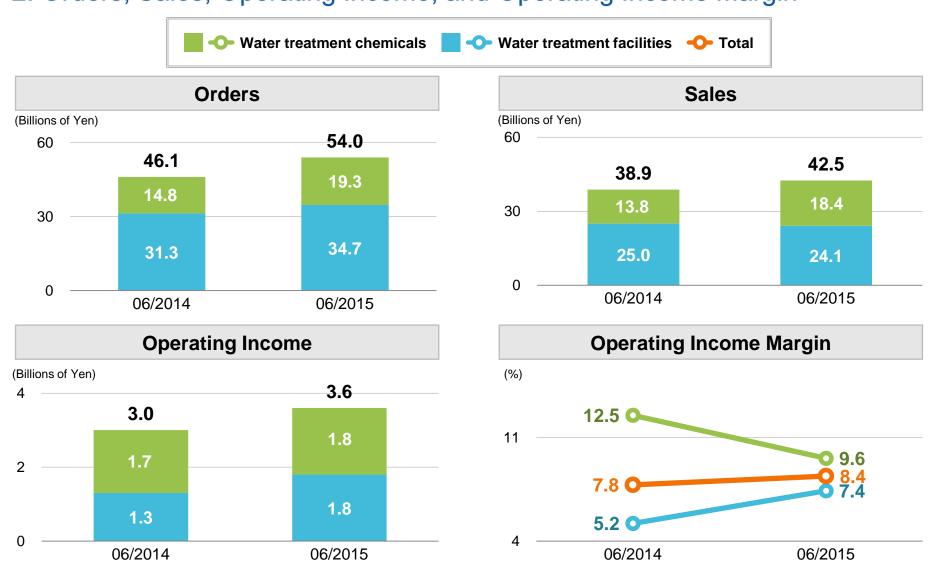
(Billions of Yen)

	Fiscal Year to March 2015 First Quarter Actual	Fiscal Year to March 2016 First Quarter Actual	Year-on-Year Change	Fiscal Year to March 2016 First Half Projections	Year-on-Year Change
Orders	46.1	54.0	+ 17.2%	111.2	+ 14.7%
Net Sales	38.9	42.5	+ 9.4%	101.4	+ 14.0%
Operating Income	3.0	3.6	+ 18.2%	8.7	+ 0.7%
Ordinary Income	3.2	4.0	+ 22.5%	8.9	- 3.2%
Net Income	2.1	2.6	+ 23.5%	5.5	- 6.5%

- Orders increased in the Water Treatment Facilities business and also rose in the Water Treatment Chemicals business due to the acquisition effect.
- Net sales rose in the Water Treatment Chemicals business mainly due to the acquisition effect.
- Operating income grew, reflecting improvement in the cost of sales ratio, despite an increase in SG&A expenses mainly due to the acquisition effect.
- As a result of the lowering of the effective tax rate, tax expenses decreased.



## 2. Orders, Sales, Operating Income, and Operating Income Margin





## 3. Water Treatment Chemicals



#### Orders / Sales

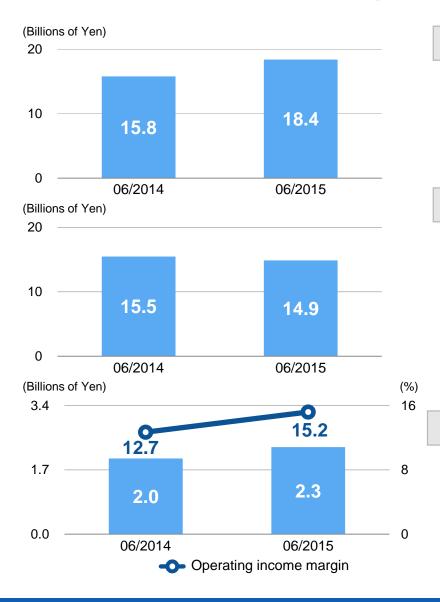
- Domestic orders and sales increased slightly, reflecting a moderate recovery in customers' capacity utilization.
- Overseas orders and sales expanded in Europe due to the acquisition effect and also grew smoothly in China and Southeast Asia.

## **Operating Income**

- Operating income increased due to the effect of higher sales, despite an increase in SG&A expenses.
- The operating income margin declined, primarily reflecting the effect of amortization of goodwill and technology-related assets, etc.



## 4. Water Treatment Facilities (for the electronics industry)



#### **Orders**

- Orders for hardware overseas increased, reflecting the acquisition of large contracts in China and Taiwan.
- Orders for maintenance services in Japan grew due to recovery in demand.
- Orders in the ultrapure water supply business rose slightly.

#### **Sales**

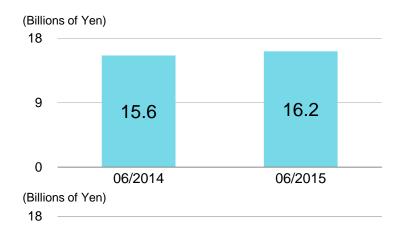
- Sales of tool cleaning declined due to a withdrawal from unprofitable businesses.
- Sales of hardware overseas increased with progress in construction.
- Sales of maintenance services in Japan grew due to recovery in demand.
- Sales in the ultrapure water supply business increased slightly.

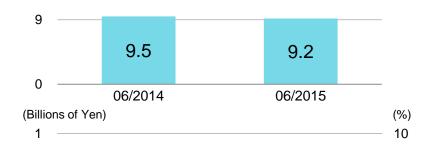
### **Operating Income**

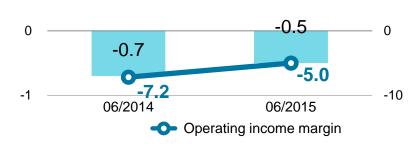
Operating income increased with an improvement in the cost of sales ratio, despite an increase in SG&A expenses.



## 5. Water Treatment Facilities (for general industries)







#### **Orders**

- Orders for soil remediation increased mainly in assessment contracts for land transactions, etc.
- Orders for electric power industries hardware declined due to timing differences.
- Orders for general industries hardware fell slightly.

#### Sales

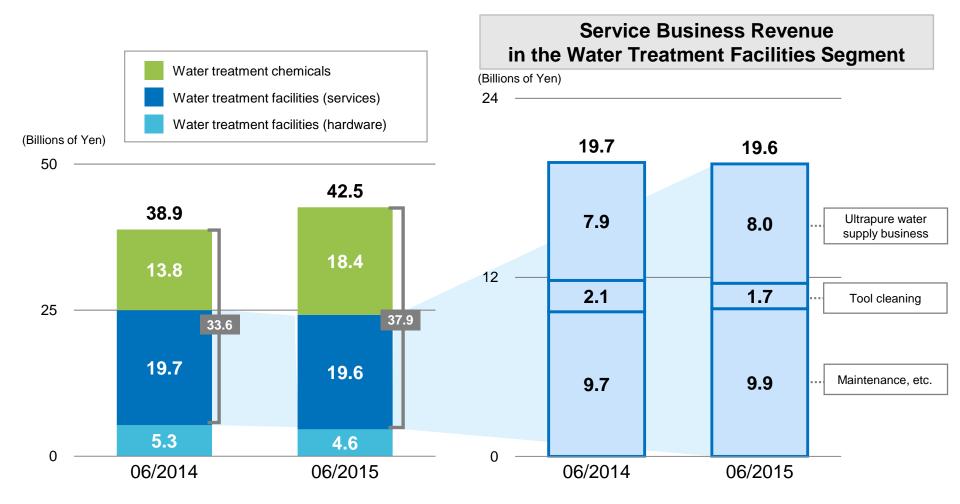
- Sales of general industries hardware declined due to delayed progress in construction.
- Sales of electric power industries hardware increased due to progress in construction.

## **Operating Income**

■ The operating loss contracted thanks to an improvement in the cost of sales ratio.



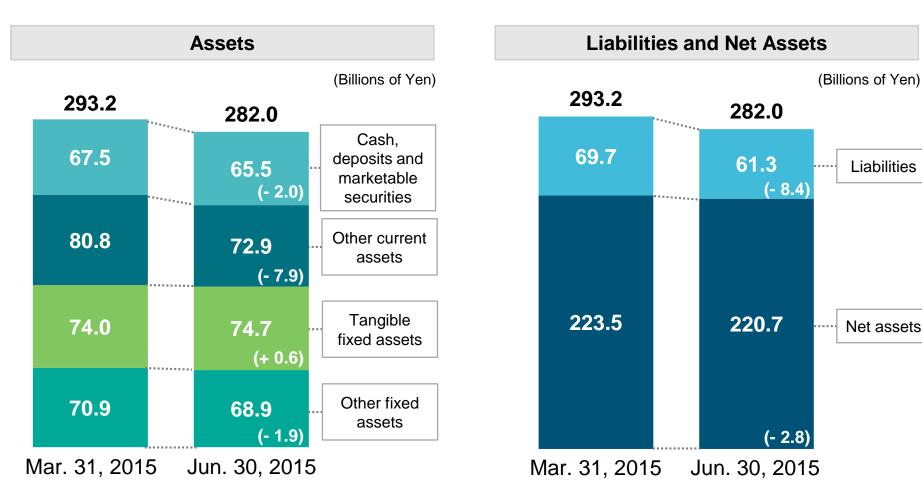
## 6. Service Business Revenue



- Revenue from tool cleaning declined, but revenues from water treatment chemicals and maintenance increased.
- Service business revenue accounted for 89.3% of total sales.



## 7. Financial Condition



- Other current assets declined due to the collection of accounts receivable-trade.
- Liquidity on hand declined, mainly because of the acquisition of treasury shares.
- Other fixed assets decreased, reflecting the amortization of goodwill and technology-related assets, etc. and a fall in their yen equivalent.