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Outline of Financial Results for Fiscal Year 2012

April 1, 2012 – March 31, 2013



May 13, 2013

Executive Vice President and Senior General Manager,
Corporate Administrative & Financial Affairs Division
and Chief Financial Officer
Masayuki Sato

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1. Income and Comprehensive Income(Consolidated)

(Unit : Billions of Yen)

	FY2011	FY2012	Difference	Forecast	Difference
Net sales	556.9	624.6	+67.6	600.0	+24.6
Gross profit	86.7	84.4	△ 2.2	88.0	△ 3.5
Profit ratio	15.6%	13.5%	△ 2.1pt	14.7%	△ 1.2pt
Operating income	67.0	64.1	△ 2.9	67.5	△ 3.3
Ordinary income	72.5	72.4	△ 0.0	68.5	+3.9
Net income	39.1	46.1	+7.0	44.0	+2.1
Income before minority interests	39.5	46.2	+6.6		
Other comprehensive income	△ 4.4	8.7	+13.1		
Comprehensive income	35.1	54.9	+19.7		

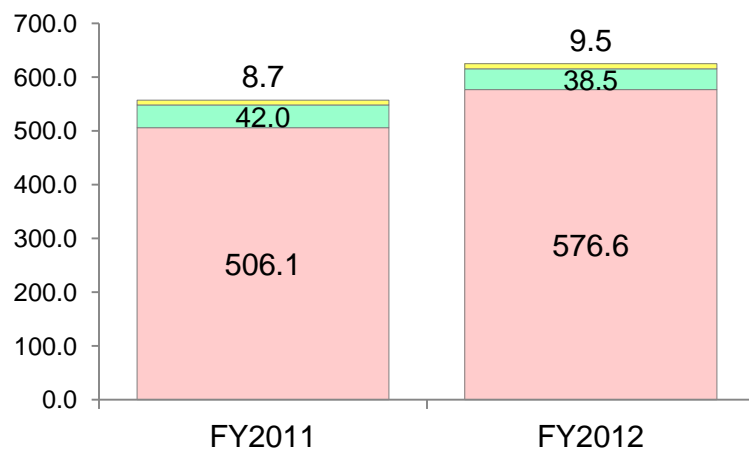
2. Segment Information (Consolidated)

1) By business segment

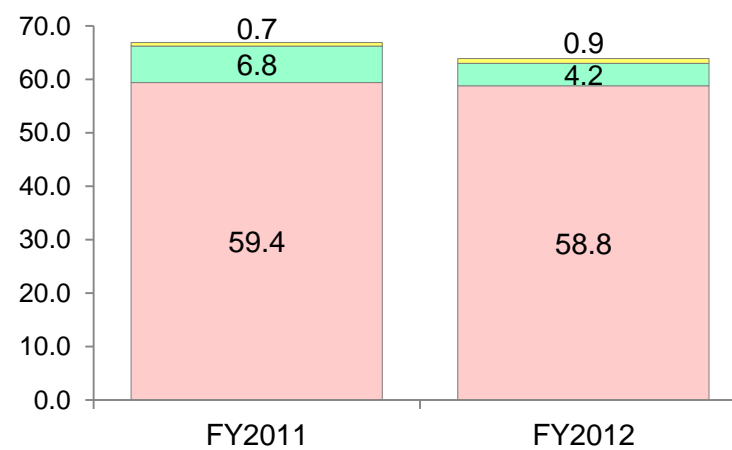
(Unit : Billions of Yen)

	Net sales				Segment profit			
	FY2011		FY2012		FY2011		FY2012	
Total engineering	506.1	90%	576.6	92%	59.4	89%	58.8	92%
Catalysts & fine products	42.0	8%	38.5	6%	6.8	10%	4.2	7%
Others	8.7	2%	9.5	2%	0.7	1%	0.9	1%
Total	556.9	100%	624.6	100%	67.0	100%	64.1	100%

Net sales



Segment Profit



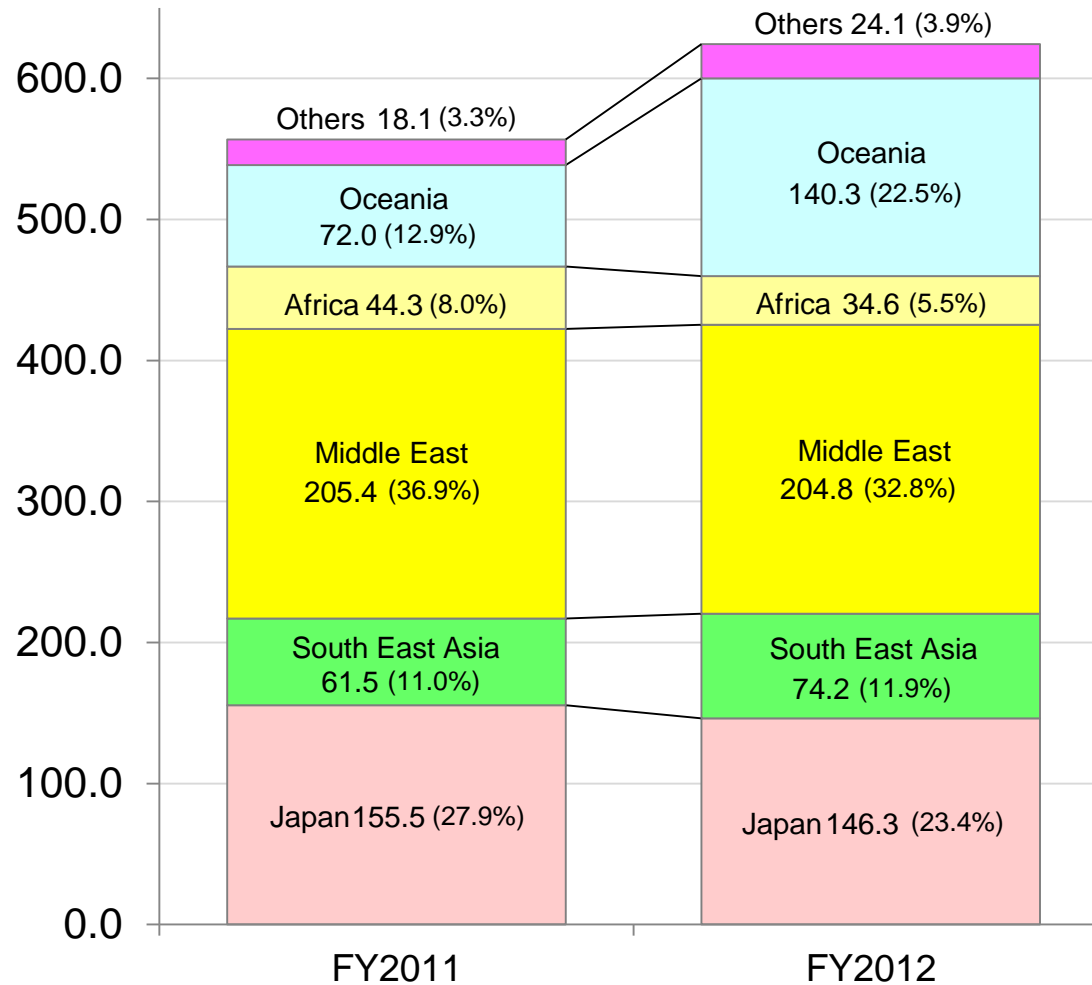
■ Total engineering
 ■ Catalysts & fine products
 ■ Others

2) By region

(Unit : Billions of Yen)

	FY2011	FY2012	Difference
Net sales	556.9	624.6	+67.6

By Region



3. Balance Sheets (Consolidated)

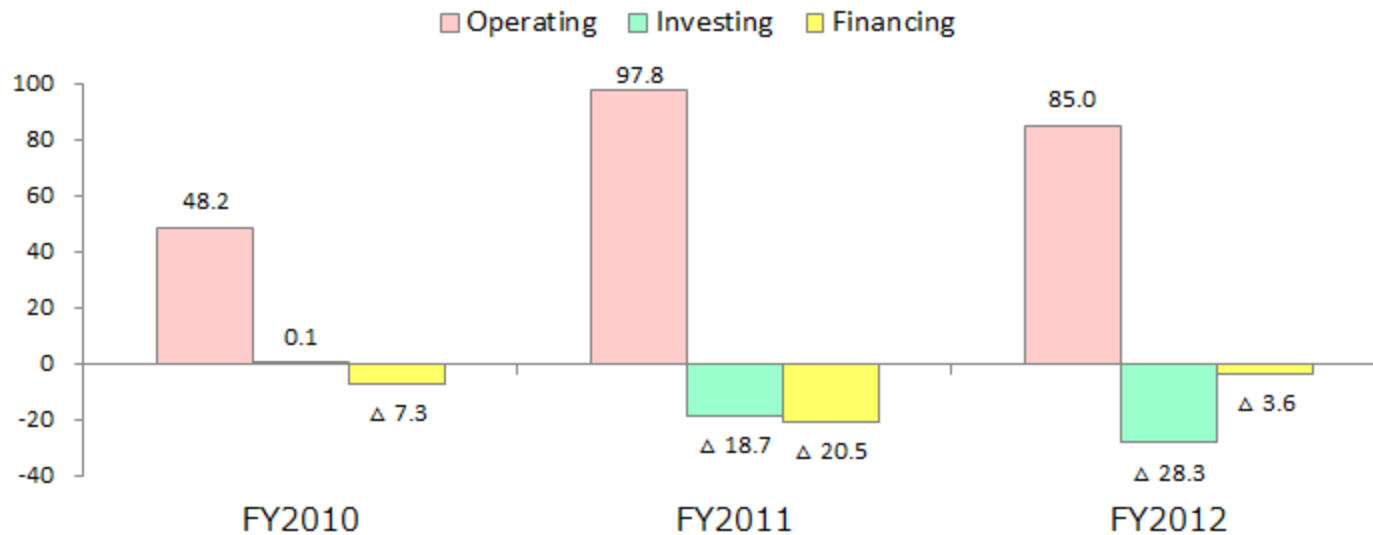
(Unit : Billions of Yen)

	FY2011	FY2012	Difference		
Current assets	376.1	460.2	*1 +84.0	*1	Cash & equivalents +62.2 Accounts receivable +9.3 Contract works in progress +10.1
Non-current assets	149.9	168.5	*2 +18.5	*2	Investment securities +17.3
Total assets	526.1	628.7	+102.5		
Current liabilities	205.7	262.4	*3 +56.6	*3	Accounts payable +10.9 Advances received +21.6 Reserve for losses on contracts +16.9
Non-current liabilities	29.3	30.2	+0.8		
Total liabilities	235.1	292.6	+57.5		
Total net assets	291.0	336.0	*4 +45.0	*4	Net income +46.1 Dividends △9.7 Accumulated other comprehensive income +8.7
Total liabilities & net assets	526.1	628.7	+102.5		

4. Cash Flows (Consolidated)

(Unit : Billions of Yen)

	FY2010	FY2011	FY2012
Operating activities	48.2	97.8	85.0
Investing activities	0.1	Δ 18.7	Δ 28.3
Financing activities	Δ 7.3	Δ 20.5	Δ 3.6
Effect of exchange rate changes	Δ 2.9	Δ 1.4	9.2
Net increase	38.0	57.1	62.2
Increase from newly consolidated subsidiaries	-	3.5	-
Cash & cash equivalents at end of period	161.8	222.5	284.7



5. Outline of Contracts

1) New Contracts(Consolidated)

(Unit : Billions of Yen)

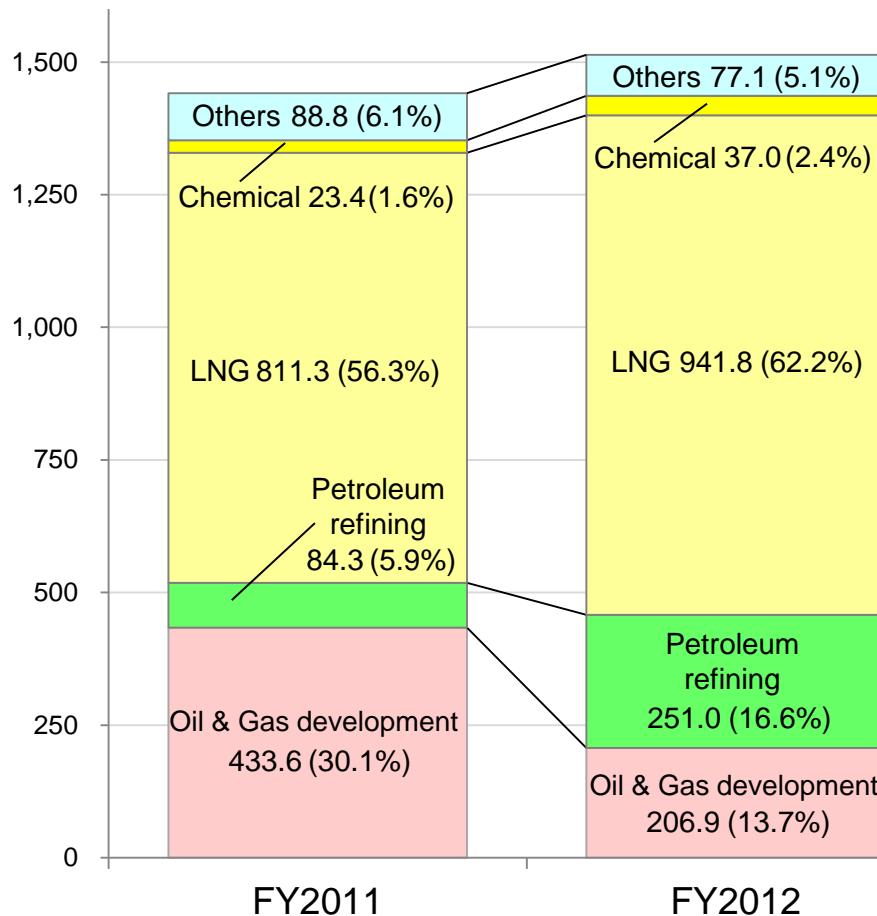
	FY2012	FY2012 Forecast
Overseas	482.8	480.0
Domestic	111.2	120.0
Total	594.0	600.0

2) Outstanding Contracts (Consolidated)

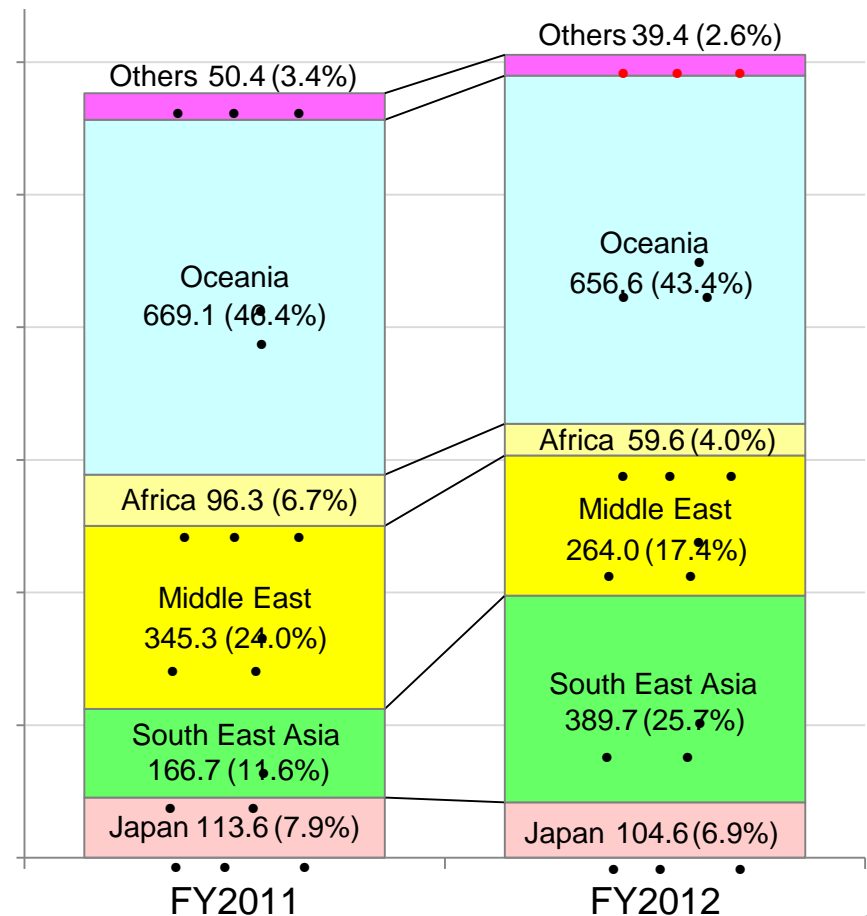
FY2011	FY2012	Difference
1,441.6	1,514.1	+72.4

(Unit : Billions of Yen)

By Business Area



By Region



6. Forecasts for Fiscal Year 2013

(Unit : Billions of Yen)

	Consolidated
Net sales	690.0
Gross profit	90.0
Profit ratio	13.0%
Operating income	69.5
Ordinary income	74.0
Net income	47.0
New contracts	650.0

Dividends : ¥46.5 per share (FY2013 Forecast)

Forecasts based on : ¥95.00/US\$

Note on future outlook

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