

Kurita Water Industries Ltd.

Results Presentation for the First Half of the Fiscal Year Ending March 31, 2025

(Securities code: 6370)

November 8, 2024



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1 Consolidated Financial Results for the First Half of the Fiscal Year Ending March 31, 2025

Overview of Results

- Business profit increased year on year on an organic basis excluding the impact of the weaker yen, due to an improved cost of sales ratio in Electronics Industry and General Industry despite of a decreased net sales.
- Business profit and its margin exceeded 1H forecasts.

	(Billions of Yen)	FY03/2024	FY03/2025		1H Forecast
		1H Results	1H Results	YoY Change	(Announced in May)
Orders		186.4	212.2	+ 13.9%	212.0
Net Sales		188.4	195.5	+ 3.8%	194.0
Business Pro	ofit	18.1	21.2	+ 17.5%	20.0
Net of Other	Income and Expenses	+ 0.2	+ 0.3	—	(0.5)
Operating Pr	ofit	18.3	21.5	+ 17.5%	19.5
Profit Before	Тах	18.2	21.4	+ 17.7%	19.2
Profit Attribut	table to Owners of Parent	12.6	14.9	+ 18.6%	13.5
Basic Earnin	gs per Share (Yen)	112.05	132.83	+ 18.6%	120.13
Foreign	USD (Yen)	141.0	152.6		142.0
Exchange	EUR (Yen)	153.4	166.0		154.0
Rate	CNY (Yen)	19.8	21.2		19.8

• Arcade Engineering GmbH and its group companies were consolidated in the General Industry segment in the second quarter of the previous fiscal year.

Results by Segment



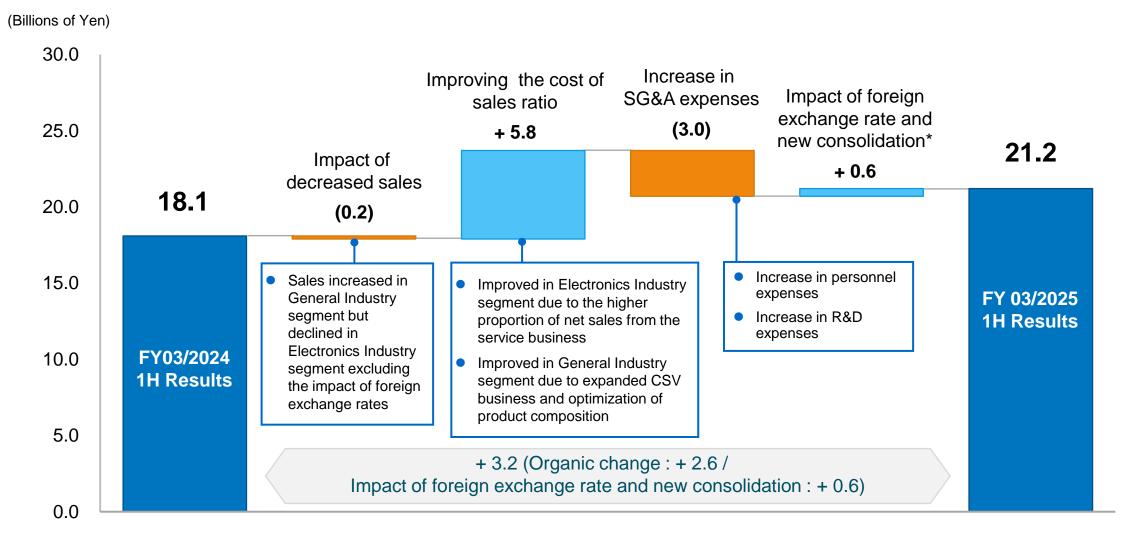
(Billions of Yen)					
		FY03/2024 1H Results	FY03/2025 1H Results	YoY Change	1H Forecast (Announced in May)
	Orders	186.4	212.2	+ 25.8	212.0
	Net Sales	188.4	195.5	+ 7.2	194.0
Total	Business Profit	18.1	21.2	+ 3.2	20.0
	Business Profit Margin	9.6%	10.9%	+ 1.3pp	10.3%
	Operating Profit	18.3	21.5	+ 3.2	19.5
	Orders	78.8	95.6	+ 16.8	86.0
	Net Sales	87.6	87.3	(0.3)	85.0
Electronics	Business Profit	9.1	11.1	+ 2.0	9.8
Industry	Business Profit Margin	10.4%	12.8%	+ 2.3pp	11.5%
	Operating Profit	9.4	10.9	+ 1.5	9.8
	Orders	107.6	116.6	+ 9.0	1,26.0
	Net Sales	100.8	108.2	+ 7.4	1,09.0
General	Business Profit	8.9	10.1	+ 1.2	10.2
Industry	Business Profit Margin	8.9%	9.3%	+ 0.5pp	9.4%
	Operating Profit	8.9	10.6	+ 1.7	9.7

Electronics Industry

- Orders increased mainly in facility and recurring contract-based service businesses.
- Net sales declined due to the absence of sales for a Japanese large-scale facility project posted in the same period of the previous fiscal year, although recurring contract-based services increased.
- Business profit increased, with the effects of an improved cost of sales ratio due to the increase of service business sales, more than offsetting the impact of decreased sales and increased SG&A expenses.

General Industry

- Orders and net sales increased due to the impacts of foreign exchange rates and new consolidation and increased facility business.
- Business profit increased due to the impact of increased sales and the effects of an improved cost of sales ratio due to expanded CSV business and optimization of product composition, more than offsetting the impact of increased SG&A expenses.



* Arcade Engineering GmbH and its group companies were consolidated in the General Industry segment in the second quarter of the previous fiscal year.

Electronics Industry Segment

(Billions of Yen)	FY03/2024 1H Results	FY03/2025 1H Results	YoY Change	1H Forecast (Announced in May)
Orders	78.8	95.6	+ 16.8	86.0
Facilities	27.9	38.1	+ 10.2	30.4
Recurring Contract- Based Services	22.8	25.6	+ 2.8	23.9
Services	28.1	31.9	+ 3.8	31.7
Chemicals	5.1	6.1	+ 0.9	5.5
Precision Tool Cleaning	11.9	14.6	+ 2.7	13.6
Maintenance	11.1	11.2	+ 0.2	12.6
Net Sales	87.6	87.3	(0.3)	85.0
Facilities	38.8	32.5	(6.4)	33.2
Recurring Contract- Based Services	22.7	25.7	+ 3.0	23.7
Services	26.0	29.1	+ 3.1	28.1
Chemicals	5.2	6.1	+ 0.9	5.5
Precision Tool Cleaning	11.9	14.4	+ 2.5	13.6
Maintenance	8.9	8.7	(0.2)	9.0

- Orders for facilities increased in China and South Korea. Net sales for facilities decreased due to the absence of sales for a Japanese large-scale facility project posted in the previous fiscal year despite of an increased sales with construction progress in China.
- Orders and net sales for recurring contract-based services increased due to the commencement of new projects.
- Net sales for precision tool cleaning increased even excluding the impact of foreign exchange rates.
- Orders and net sales for maintenance were in line with 1H forecast, while year on year change depends on the timing of the projects.

	Factors in Change (Billion	ns of Yen)
ł	Organic Change	(3.2)
	Impact of Foreign Exchange Rate	+ 2.9

General Industry Segment

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(Billions of Yen)	FY03/2024 1H Results	FY03/2025 1H Results	YoY Change	1H Forecast (Announced in May)
Orders	107.6	116.6	+ 9.0	126.0
Facilities	13.7	18.3	+ 4.7	29.5
Recurring Contract- Based Services	4.9	5.4	+ 0.5	5.0
Services	89.0	92.9	+ 3.9	91.5
Chemicals	58.2	59.8	+ 1.7	61.9
Maintenance	26.0	27.6	+ 1.6	25.4
Others	4.8	5.4	+ 0.6	4.3
Net Sales	100.8	108.2	+ 7.4 🕶	109.0
Facilities	11.7	15.1	+ 3.4	16.8
Recurring Contract- Based Services	5.1	5.5	+ 0.5	5.3
Services	84.0	87.5	+ 3.5	86.8
Chemicals	58.1	59.9	+ 1.8	61.7
Maintenance	22.1	23.0	+ 0.9	21.2
Others	3.9	4.7	+ 0.8	3.9

- Orders and net sales for facilities increased due to the new consolidation of Arcade Engineering and an acquisition of projects and construction progress for public sector in North America.
- Recurring contract-based services increased mainly in Japan.
- Orders and net sales for chemicals declined overseas excluding the impact of foreign exchange rates.
- Orders and net sales for maintenance increased mainly in Japan.

Factors in Change (Billions of Yen)
Organic Change	+ 2.6
Impact of Foreign Exchange F	Rate + 3.6
Impact of New Consolidation	+ 1.3



Net Sales by Region - Consolidated

(Billions of Yen)	FY03/2024 1H Results	FY03/2025 1H Results	YoY Change	1H Forecast (Announced in May)
Japan	97.5	92.2	(5.3)	85.8
Asia	43.1	48.2	+ 5.0	50.0
North &South America	29.8	35.4	+ 5.6	37.5
EMEA	18.0	19.8	+ 1.8	20.7
Total	188.4	195.5	+ 7.2	194.0

Net Sales by Region - Electronics Industry

(Billions of Yen)	FY03/2024 1H Results	FY03/2025 1H Results	YoY Change	1H Forecast (Announced in May)	
Japan	47.3	39.5	(7.9)	37.2	
Asia	32.0	37.6	+ 5.6	38.0	
North & South America	7.8	9.8	+ 2.0	9.8	
EMEA*	0.5	0.5	(0.1)	-	
Total	87.6	87.3	(0.3)	85.0	

Net Sales by Region - General Industry

(Billions of Yen)	FY03/2024 1H Results	FY03/2025 1H Results	YoY Change	1H Forecast (Announced in May)	
Japan	50.1	52.7	+ 2.6	48.6	
Asia	11.2	10.6	(0.6)	12.0	
North & South America	22.0	25.6	+ 3.6	27.8	
EMEA	17.5	19.3	+ 1.8	20.7	
Total	100.8	108.2	+ 7.4	109.0	

CSV Business Net Sales

	(Billions of Yen)	FY 03/2024 1H Results	FY 03/2025 1H Results	YoY Change	FY 03/2025 Forecast (Announced in May)
(Consolidated	19.2	24.0	+ 4.9	48.0
	Electronics Industry	6.3	6.9	+ 0.7	14.5
	General Industry	12.9	17.1	+ 4.2	33.5

* From the first quarter of this fiscal year, net sales for precision tool cleaning business in EMEA has been recognized as EMEA sales, while the forecast figures are still included in North and South America.

(Billions of Yen)	FY03/2024 1H Results	FY03/2025 1H Results	YoY Change	FY03/2025 Forecast (Announced in May)	
Capital Expenditures (Property, Plant and Equipment [*])	15.3	25.4	+ 10.1	46.4	
Depreciation (Property, Plant and Equipment [*])	13.9	14.9	+ 0.9	31.5	
R&D Expenses	3.6	4.2	+ 0.6	7.5	

* Right-of-use assets are included.

- Capital expenditures increased compared to the same period of the previous fiscal year due to a higher investment in water supply business and precision tool cleaning.
- Depreciation increased mainly due to the start of new water supply business project in this fiscal year.
- R&D expenses increased due to strengthening efforts to create innovation.

(Billions of Yen)	End of March 2024	End of September 2024	Change
Cash and Cash Equivalents	54.0	51.8	(2.3)
Trade and other receivables	139.5	130.4	(9.1)
Inventories	21.1	21.3	+ 0.3
Others	13.5	11.4	(2.1)
Total Current Assets	228.0	214.8	(13.2)
Property, Plant and Equipment	191.0	201.2	+ 10.2
Goodwill	71.0	67.8	(3.2)
Other Non-Current Assets	67.4	64.0	(3.4)
Total Non-Current Assets	329.4	333.0	+ 3.6
Total Assets	557.4	547.8	(9.6)
Current Liabilities	118.6	110.0	(8.6)
Non-Current Liabilities	105.4	100.9	(4.5)
Total Liabilities	224.0	210.9	(13.1)
Equity Attributable to Owners of Parent	331.3	334.7	+ 3.4
Non-Controlling Interests	2.2	2.3	+ 0.1
Total Equity	333.4	336.9	+ 3.5
Total Liabilities and Equity	557.4	547.8	(9.6)

Kurita

- Current assets declined due to decreases in trade receivables and contract assets.
- Property, plant and equipment increased, mainly reflecting the acquisition of water supply business facilities.
- Goodwill declined due to the impact of foreign exchange rates.
- Current liabilities declined mainly due to a decrease in repayments of bonds and borrowings.
- Total equity increased due to the increase in retained earnings despite of decreased posting of exchange differences on translation of foreign operations.



2 Revision to Business Forecast for the Fiscal Year Ending March 31, 2025

Revisions to Business Forecast

- Orders, net sales and business profit forecasts are revised upward reflecting the progress in the 1H and current business environment.
- Foreign exchange rate assumption is reviewed to the actual rates in the 1H financial results.

(Billions of Yen)		Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
Orders		400.0	425.0	+ 25.0	390.2
Net Sales		400.0	410.0	+ 10.0	384.8
Business Profit		47.0	50.0	+ 3.0	42.1
Net of Other Incom	e and Expenses	(1.0)	(0.3)	+ 0.7	(0.8)
Operating Profit		46.0	49.7	+ 3.7	41.2
Profit Before Tax		45.0	49.0	+ 4.0	41.7
Profit Attributable to	o Owners of Parent	33.0	34.5	+ 1.5	29.2
Basic Earnings per	Share (yen)	293.65	306.81	+ 13.16	259.70
Return on Equity (ROE)	9.7%	10.1%	+ 0.4pp	9.3%
Return on Invested	Capital (ROIC)	7.9%	8.0%	+ 0.1pp	7.2%
	USD (yen)	142.0	152.6	_	144.6
Foreign Exchange Rate	EUR (yen)	154.0	166.0	_	156.8
	CNY (yen)	19.8	21.2	_	20.1

Forecasts by Segment



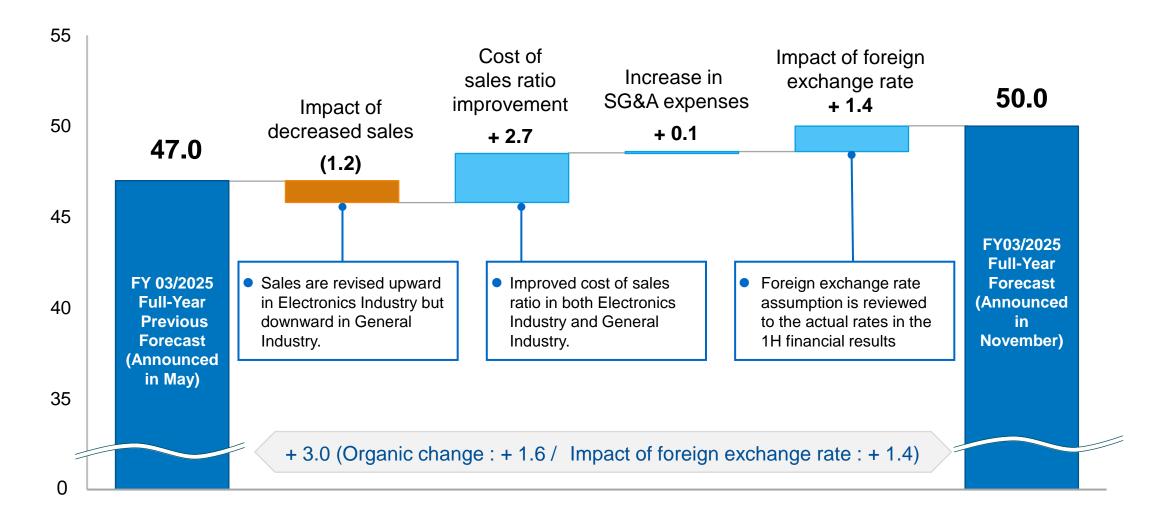
(Billic	ons of Yen)	Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
	Orders	400.0	425.0	+ 25.0	390.2
	Net Sales	400.0	410.0	+ 10.0	384.8
Total	Business Profit	47.0	50.0	+ 3.0	42.1
	Business Profit Margin	11.8%	12.2%	+ 0.4pp	10.9%
	Operating Profit	46.0	49.7	+ 3.7	41.2
	Orders	170.0	195.0	+ 25.0	165.8
	Net Sales	169.0	179.0	+ 10.0	172.7
Electronics	Business Profit	21.0	24.0	+ 3.0	19.9
Industry	Business Profit Margin	12.4%	13.4%	+ 1.0pp	11.5%
	Operating Profit	21.0	23.3	+ 2.3	20.2
	Orders	230.0	230.0	_	224.3
	Net Sales	231.0	231.0	_	212.1
General	Business Profit	26.0	26.0	_	22.1
Industry	Business Profit Margin	11.3%	11.3%	_	10.4%
	Operating Profit	25.0	26.4	+1.4	21.0

Electronics Industry

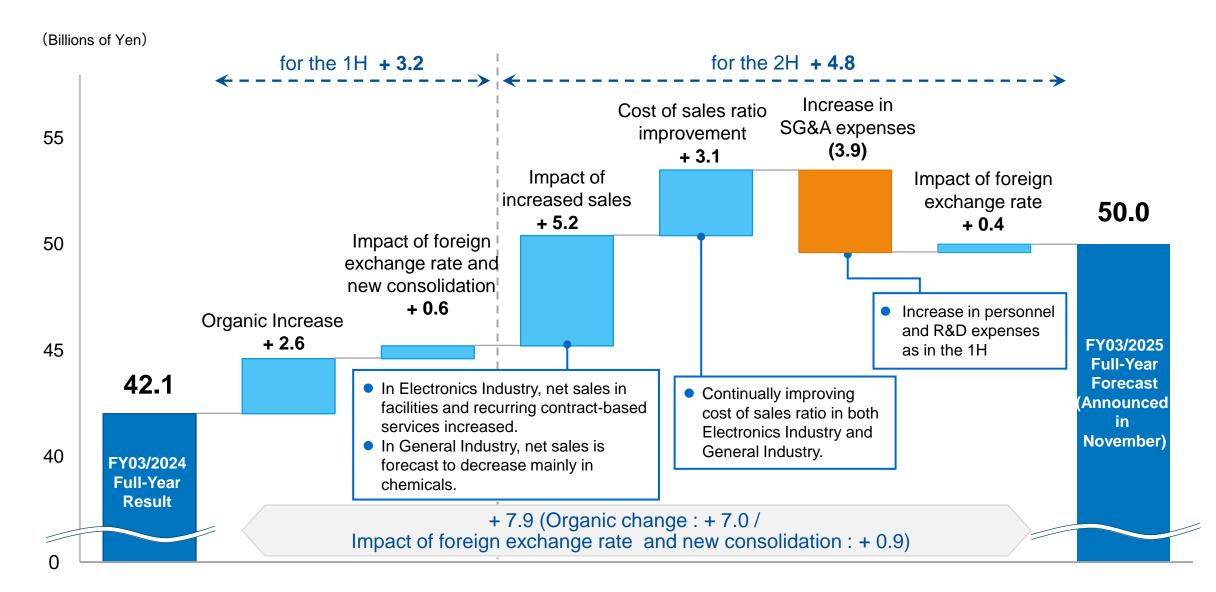
- Orders and net sales forecasts are revised upward to reflect the progress of orders for facilities and onetime sales recognition for recurring contract-based services.
- Business profit forecast is revised upward reflecting the effects of higher sales and an improved cost of sales ratio due to increased recurring contract-based services.

General Industry

 Orders, net sales and business profit forecasts remain unchanged as the previous forecast reflecting the progress of chemicals business overseas, despite of a positive impact of the optimization of foreign exchange rates. (Billions of Yen)



Factors in Change in Business Profit (YoY Change)



Breakdown of Revisions in Electronics Industry Segment

(Billions of Yen)	Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
Orders	170.0	195.0	+ 25.0	165.8
Facilities	58.4	78.8	+ 20.4	62.6
Recurring Contract- Based Services	49.4	54.1	+ 4.7	46.6
Services	62.2	62.1	(0.2)	56.6
Chemicals	10.9	11.8	+ 0.9	10.4
Precision Tool Cleaning	30.1	28.7	(1.4)	24.9
Maintenance	21.3	21.6	+ 0.3	21.2
Net Sales	169.0	179.0	+ 10.0 🖕	172.7
Facilities	58.4	64.7	+ 6.3	70.3
Recurring Contract- Based Services	49.4	53.8	+ 4.4	46.6
Services	61.2	60.5	(0.7)	55.8
Chemicals	11.0	11.8	+ 0.8	10.4
Precision Tool Cleaning	30.1	28.1	(1.9)	25.0
Maintenance	20.2	20.6	+ 0.4	20.3

 In facilities, orders forecast is revised upward reflecting the active capital investment in Japan, China and South Korea. Net sales are also revised upward reflecting the construction progress in China and South Korea.

- Net sales forecast for recurring contract-based services is revised upward reflecting one-time sales recognition and operational situation in customers' plants.
- In precision tool cleaning business, forecasts is revised downward reflecting the operational situation in customers' plants.

Factors in Change (E	Billions of Yen)
Organic Change	+ 4.5
Impact of Foreign Exchange Rate	e + 5.5

Breakdown of Revisions in General Industry Segment

(Billions of Yen)	Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
Orders	230.0	230.0	-	224.3
Facilities	43.0	42.7	(0.2)	41.9
Recurring Contract- Based Services	11.4	12.1	+ 0.7	10.4
Services	175.6	175.1	(0.4)	172.1
Chemicals	122.3	119.0	(3.2)	116.6
Maintenance	44.7	47.3	+ 2.6	46.6
Others	8.6	8.8	+ 0.1	8.9
Net Sales	231.0	231.0	- •-	212.1
Facilities	41.5	41.9	+ 0.4	29.8
Recurring Contract- Based Services	11.9	12.1	+ 0.2	10.2
Services	177.6	176.9	(0.7)	172.1
Chemicals	122.3	120.7	(1.6)	116.6
Maintenance	46.7	48.0	+ 1.3	45.8
Others	8.6	8.3	(0.4)	9.7

- In chemicals, orders and net sales forecasts are revised downward reflecting the progress in overseas business for 1H of this fiscal year.
- Orders and net sales forecasts for maintenance are revised upward reflecting the increase in the 1H in Japan.

Factors in Change (Bi	llions of Yen)
Organic Change	(7.8)
Impact of Foreign Exchange Rate	+7.8

Net Sales by Region / CSV Business Net Sales



(Billions of Yen)	Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
Japan	187.7	190.5	+ 2.8	198.4
Asia	92.2	100.5	+ 8.3	85.9
North & South America	78.4	78.0	(0.4)	62.6
EMEA	41.7	40.9	(0.7)	38.0
Total	400.0	410.0	+ 10.0	384.8

Net Sales by Region - Consolidated

Net Sales by Region - Electronics Industry

(Billions of Yen)	Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
Japan	78.6	81.3	+ 2.8	91.6
Asia	68.5	77.2	+ 8.7	63.4
North & South America	21.9	19.6	(2.4)	16.7
EMEA	_	0.9	+ 0.9	1.0
Total	169.0	179.0	+ 10.0	172.7

Net Sales by Region - General Industry

(Billions of Yen)	Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
Japan	109.1	109.2	+ 0.0	106.8
Asia	23.8	23.4	(0.4)	22.5
North & South America	56.4	58.4	+ 2.0	45.8
EMEA	41.7	40.0	(1.7)	37.0
Total	231.0	231.0	_	212.1

CSV Business Net Sales

(Billions of Yen)	Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
Consolidated	48.0	48.0	_	40.2
Electronics Industry	14.5	13.5	(1.0)	12.1
General Industry	33.5	34.5	+ 1.0	28.1

* From the first quarter of this fiscal year, net sales for precision tool cleaning business in EMEA has been recognized as EMEA sales, while the previous forecast figures were included in North and South America.

(Billions of Yen)	Previous Forecast (Announced in May)	FY 03/2025 Forecast (Announced in Nov.)	Change	FY 03/2024 Results
Capital Expenditures (Property, Plant and Equipment*)	46.4	46.4	_	38.9
Depreciation (Property, Plant and Equipment*)	31.5	31.5	_	28.3
R&D Expenses	7.5	7.5	_	7.4

 Forecasts for capital expenditures ,depreciation and R&D expenses remain unchanged.

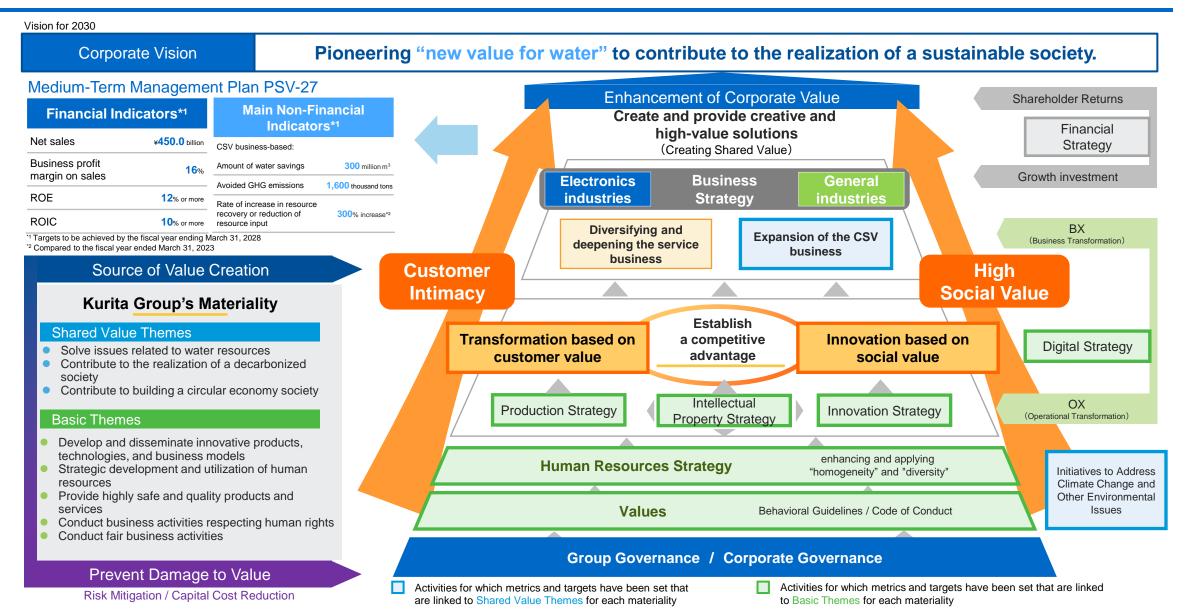
* Right-of-use assets are included.



3 Progress of the Medium-Term Management Plan "Pioneering Shared Value 2027 (PSV-27)"

PSV-27 and Materiality (Value Pioneering Path)





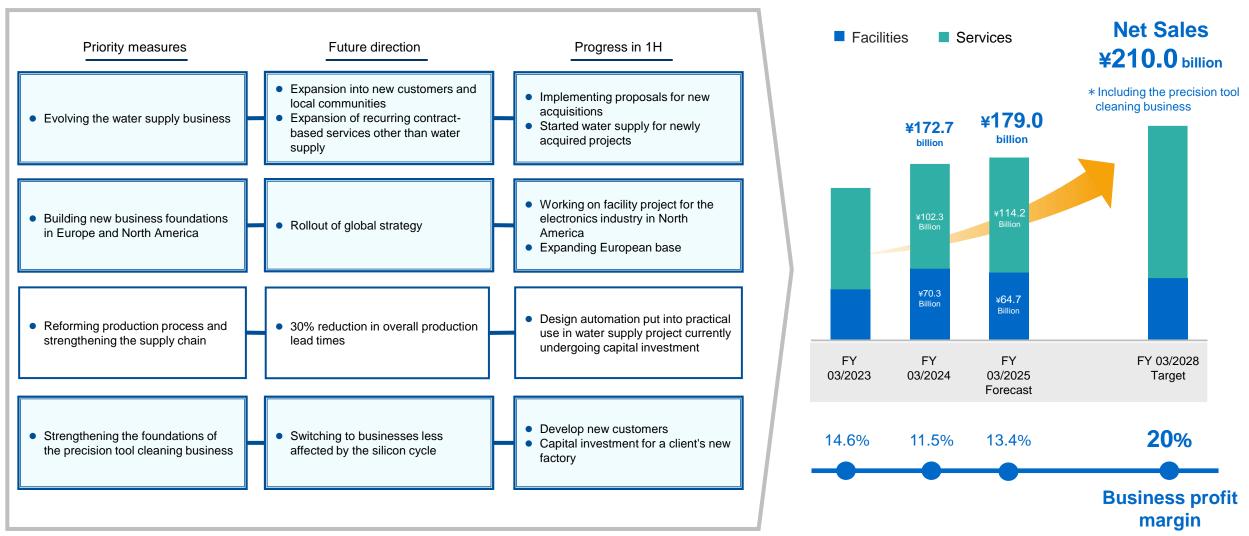
Promoting measures to position FY 03/2025 as a stage for paving the way for accelerating future growth through strengthening our business foundation and strategic growth investments

Medium-term Management Plan PSV-27	FY 03 Res			3/2025 ecast		PSV-27 FY 03/2028 Target
			Previous forecast	Revised Forecast Announced on November 7		
	Net sales	¥ 384.8 billion	¥ 400.0 billion	¥ 410.0 billior		¥ 450.0 billion
Financial	Business profit margin on sales	10.9 %	11.8 %	12.2 %		16.0 %
Indicators	ROE	9.3 %	9.7 %	10.1 %		12.0 % or mor
	ROIC	7.2 %	7.9 %	8.0 %		10.0 % or mor
	CSV business-base	ed:				
Main Non- Financial Indicators	Amount of water savings	111 million m	135 million m	135 million m		300 million m
	Avoided GHG* emissions	733 thousand tons	900 thousand tons	900 thousand tons		1,600 thousand tons
	Rate of increase in resource recovery or reduction of resource input	minus2% (compared to FY03/2023)	65 %	65% (compared to FY03/2023)		300 % (compared to FY03/2023)

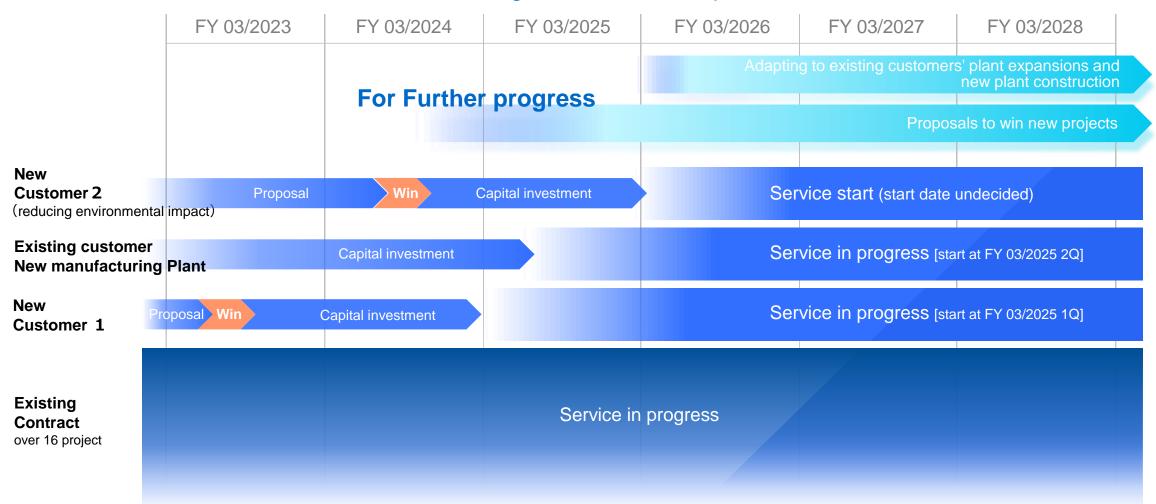
Business Strategy for the Electronics Industries



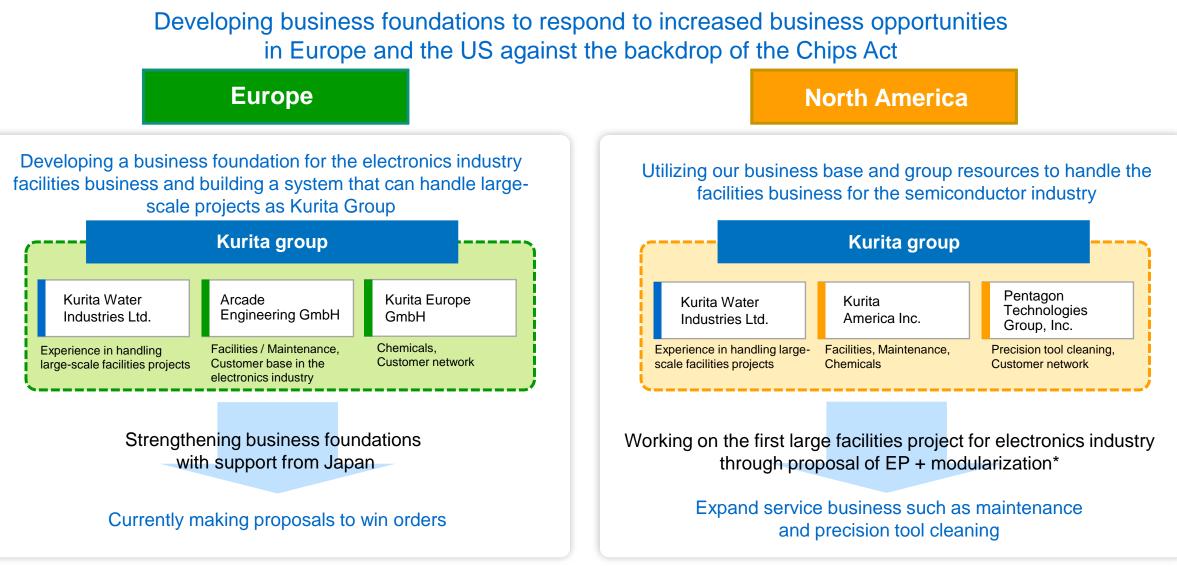
Securing points of contact with a wide range of customers globally through various services and DX



Accumulating top line through winning of water supply services including a model that contributes to reducing environmental impact







* EP (Engineering & Procurement) + Modularization: Construction method to modularize completed water treatment facilities and assemble them within a customer plants, instead of building facilities from scratch within a customer plant

Strengthening the foundations of Precision Tool Cleaning

Preparing for growth during a full-scale recovery phase in the semiconductor market under the current market weakness

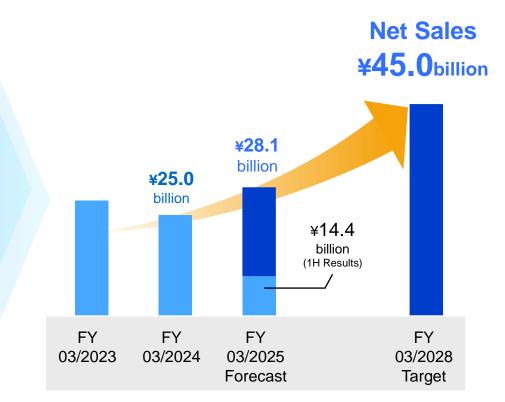
Progress through 1H of FY 03/2025



Challenges for achieving FY 03/2028 targets

- Progress in capital investments for new construction and expansion of cleaning plants
- Winning of new customers through synergies with other businesses
- Acquisition of customer certification

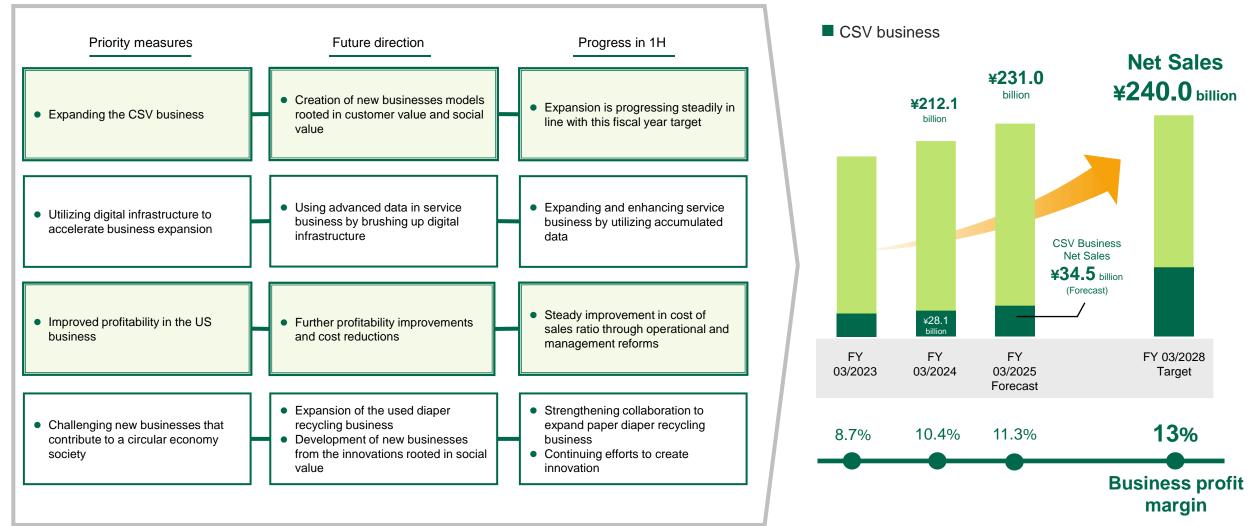
- Further expansion of customer base
- Launch of new services
- Strengthening governance as business scale expands





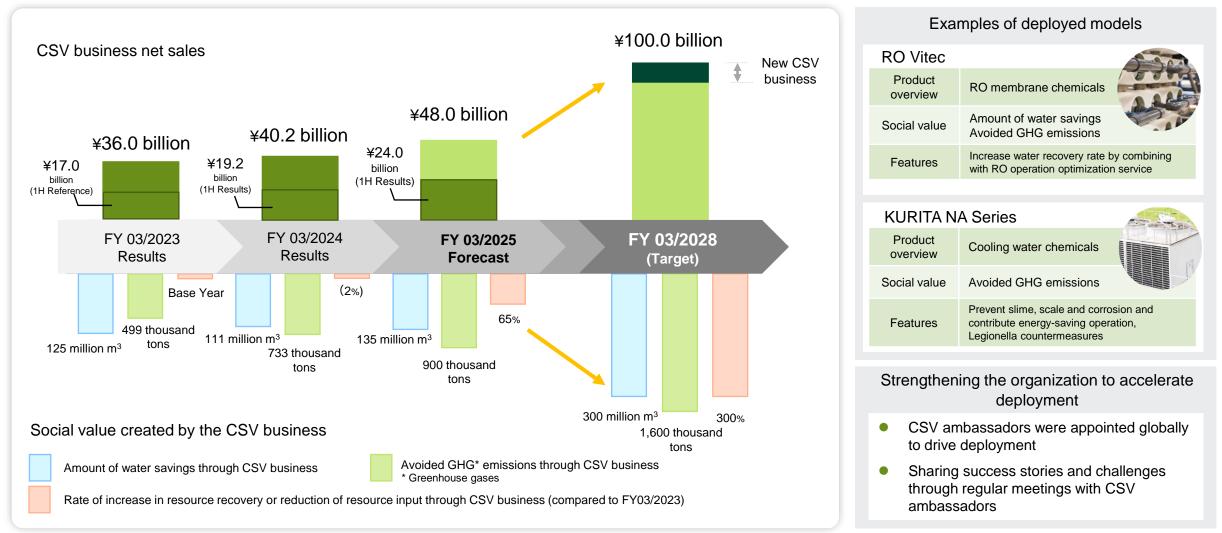
Accelerate the rollout of high value-added models

through business expansion tailored to the characteristics of specific regions and markets





Gradual expansion and high profitability of CSV business will contribute to improved profitability in the General Industry segment





Develop the high-value proposition business on a stable business foundation realized through reforms, and further accelerate profitability improvement

 FY 03/2024 Steady progress in profitability improvement 	FY 03/2025 ~ Further profitability improvement
Management reforms	New initiatives
 Horizontal deployment of successful business integration cases in Europe to the US Restructure business portfolio 	 Partnership with Solugen which is a company of decarbonization specialist Solutions for industrial and social challenges with PFAS regulations
·	Expansion of CSV business
Operation reforms	 Expansion of CSV business originating in the US Strengthening deployment of RO membrane solutions
 Optimization of product composition 	 Developing area expansion by using a common data platform
 Reviewing the supply chain and improving the logistics system 	Promoting further efficiency
logistics system	 Continuing to strengthen supply chain management





Establish a Local Company in India for Water Treatment Chemicals Sales

As India's industrial water treatment needs increase due to economic development and the entry of foreign companies, Kurita is assisting customers in solving a variety of water and environmental issues.





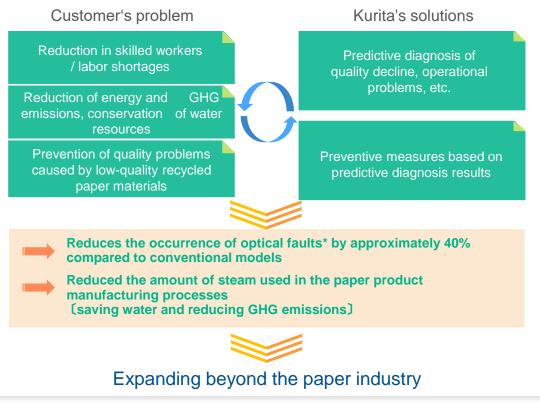
Company name	Kurita AquaChemie India Private Limited
Establishment	May 3, 2024
Head office	Chennai, Tamil Nadu, Republic of India
Shareholders	Kurita AquaChemie Limited Kurita AquaChemie FZE
Main business	Sales of water treatment chemicals





Full-scale rollout of a predictive diagnostic service for the paper product manufacturing processes

Using data on water quality in paper product manufacturing processes, Kurita can predict problems such as declines in production quality and operational troubles in advance and estimate their causes.





Forward-looking Statements

This presentation contains forward-looking statements, business plan projections, and judgments based on information available to management at the time of writing. Due to the existence of a variety of risk factors and uncertainties, actual results may differ from those specified or implied by these forward-looking statements and projections.

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