

# 2Q/FY2013 Financial Announcement

2Q/FY2013: April 1, 2012 to September 30, 2012  
FY2013: April 1, 2012 to March 31, 2013

- Presentation -

Amagasaki: October 31, 2012

Tokyo: November 1, 2012

**MEC COMPANY LTD.**

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Securities Code: 4971

URL <http://www.mec-co.com/ir>

# Points of 2Q/FY2013 (April 1, 2012 to September 30, 2012)

1)		2Q/FY2012	2Q/FY2013	Y-o-Y
	Net sales	¥ 3,296 million	¥ 3,191 million	-3.2%
	Operation income	¥ 474 million	¥ 390 million	-17.8%
	Ordinary income	¥ 414 million	¥ 369 million	-10.9%
	Net income (Net loss)	(¥ 19 million)	¥ 265 million	—
2)	Chemical sales Ratio of Net sales	¥ 2,824 million 85.7%	¥ 2,932 million 91.9%	+ 3.8% (+6.2% points)
3)	Overseas sales ratio	49.0%	45.9% (Note)	-3.1% points
4)	CZ series sales Ratio of chemical sales	¥ 1,577 million 55.9%	¥ 1,593 million 54.3%	+ 1.0% (-1.6% points)
5)	Gross profit	59.9%	63.4%	+3.5%

Note: If the overseas chemical sales achieved by domestic agents is added to the overseas sales, the ratio becomes 58.9 %. (2Q/FY2012: 56.7%)



# Consolidated Statements of Income (Summary)

( April 1, 2012 to September 30, 2012 )

Unit: Millions of yen

	2Q/FY2012 2011.4-9		2Q/FY2013 2012.4-9		Increase ( Decrease )	
	Amount	%	Amount	%	Amount	%
Net sale	3,296	100.0	3,191	100.0	( 104 )	—
Cost of sales	1,320	40.1	1,169	36.6	( 151 )	- 3.5
Gross profit	1,975	59.9	2,022	63.4	46	3.5
Selling, general administrative expenses	1,500	45.5	1,631	51.2	131	5.7
Operating income	474	14.4	390	12.2	( 84 )	- 2.2
Non-operating income	21	0.7	28	0.9	7	0.2
Non-operating expenses	81	2.5	49	1.5	( 31 )	- 1.0
Ordinary income	414	12.6	369	11.6	( 45 )	- 1.0
Extraordinary income	4	0.1	3	0.1	( 1 )	- 0.0
Extraordinary loss	3	0.1	4	0.2	0	0.1
Income before income taxes	415	12.6	368	11.5	( 46 )	- 1.1
Income taxes	434	13.2	102	3.2	( 331 )	- 10.0
Net income ( Net loss )	( 19 )	-0.6	265	8.3	284	8.9



# Sales by Product

( April 1, 2012 to September 30, 2012 )

Sales of chemicals PCBs increased

	2Q/FY2012 2011.4-2011.9		2Q/FY2013 2012.4-2012.9		
	Net Sales (Millions of yen)	%	Net sales (Millions of yen)	%	Y-o-Y (%)
Chemicals for PCBs	2,824	85.7	2,932	91.9	103.8
Equipment for PCBs	90	2.8	47	1.5	52.7
Materials for PCBs	369	11.2	183	5.8	49.7
Other	11	0.3	27	0.8	245.3
Total	3,296	100.0	3,191	100.0	96.8



# Sales by Region

( April 1, 2012 to September 30, 2012 )

MEC Japan grew year-on-year.

Unit: Millions of yen

	Japan		Taiwan		HK (HK, Zhuhai)		China(Suzhou)		Europe		Total	
	FY2012	FY2013	FY2012	FY2013	FY2012	FY2013	FY2012	FY2013	FY2012	Fy2013	FY2012	FY2013
1Q	1,015	939	237	231	150	120	134	143	202	130	1,741	1,564
2Q	840	939	265	263	141	145	141	154	165	122	1,554	1,626
3Q	856		251		158		162		113		1,541	
4Q	858		223		135		145		85		1,449	
TTL	3,571	1,879	978	495	586	265	583	297	566	253	6,286	3,191

Unit: %

Y-o-Y	101.2	98.4	90.9	107.6	68.9	96.8
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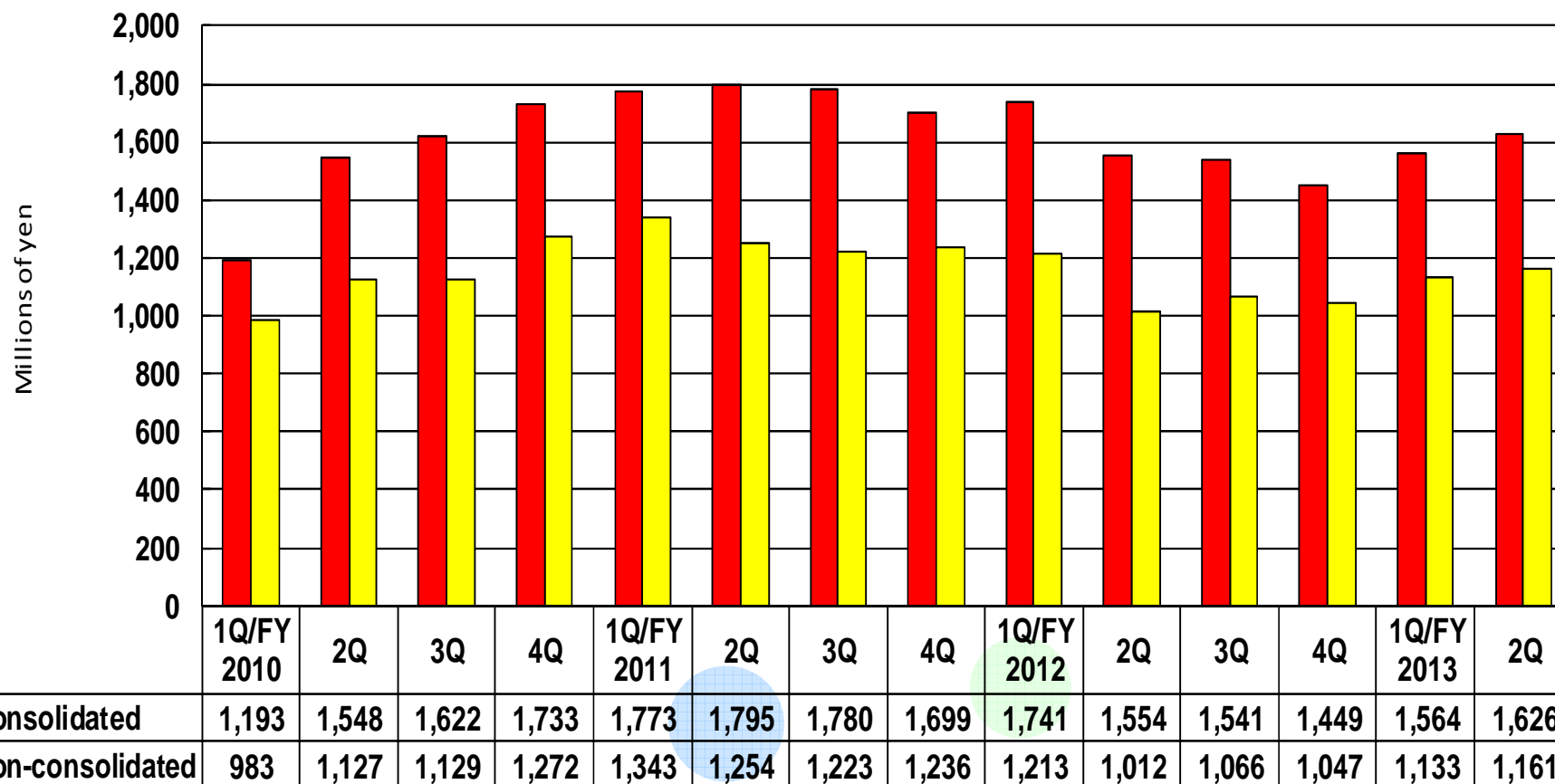
FY2012: April 1, 2011 to March 31, 2012

FY2013: April 1, 2012 to March 31, 2013



# Net Sales

Net sales grew year-on-year on both a consolidated and non-consolidated basis.

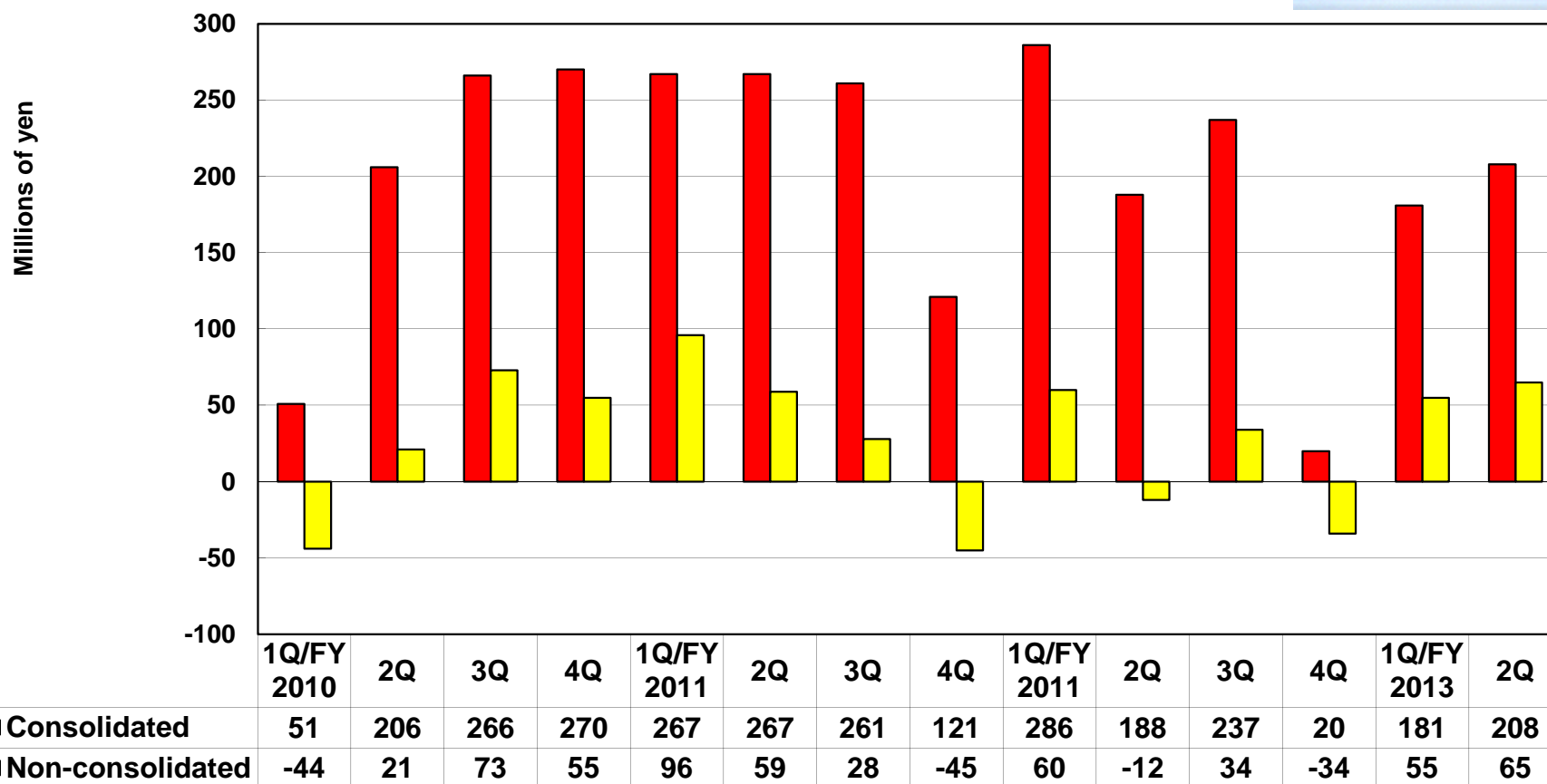


1Q: April – June 2Q: July – September 3Q: October – November 4Q: January- March



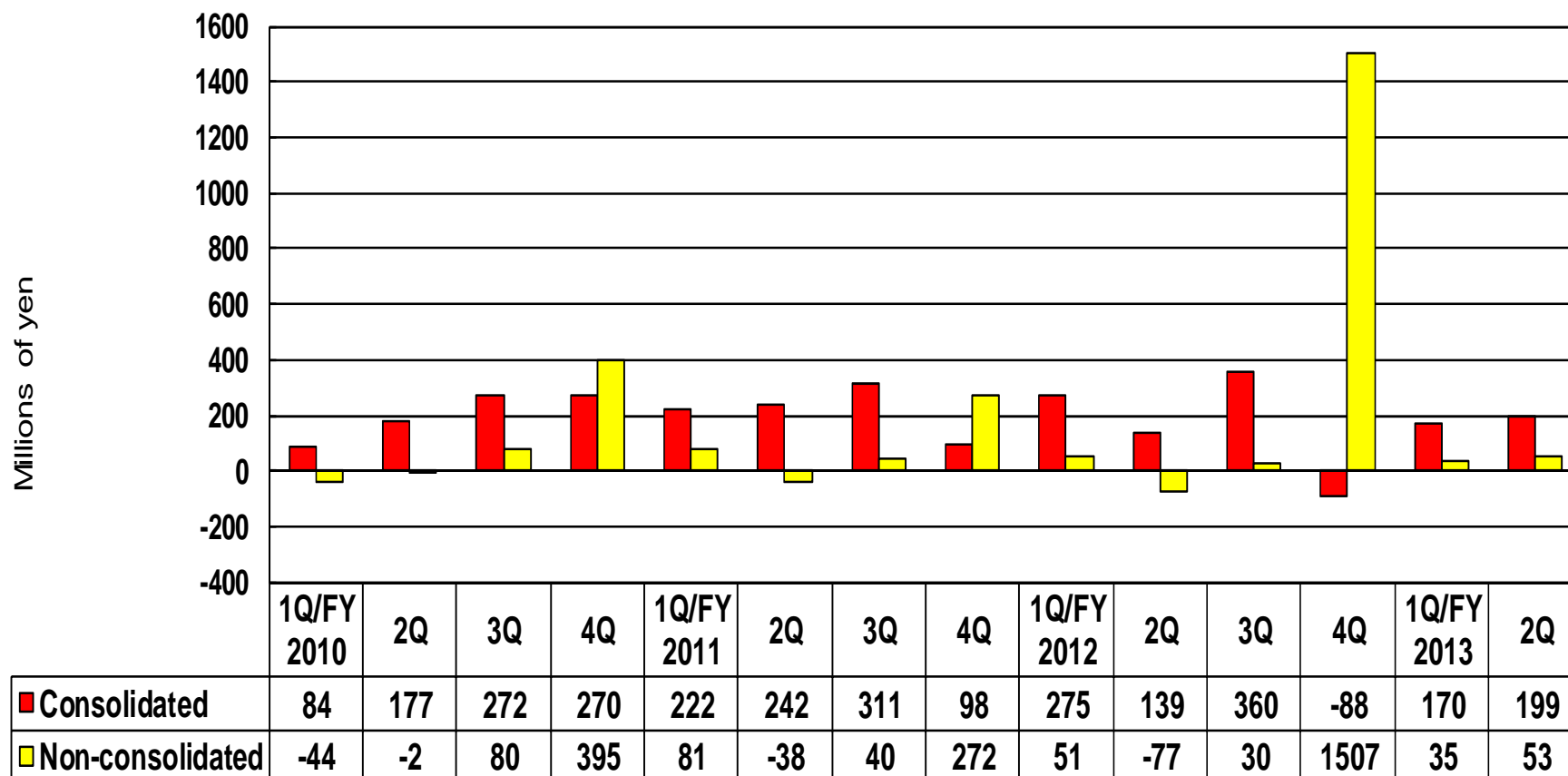
# Operating Income

Operating income grew year-on-year on both a consolidated and non-consolidated basis.



# Ordinary Income

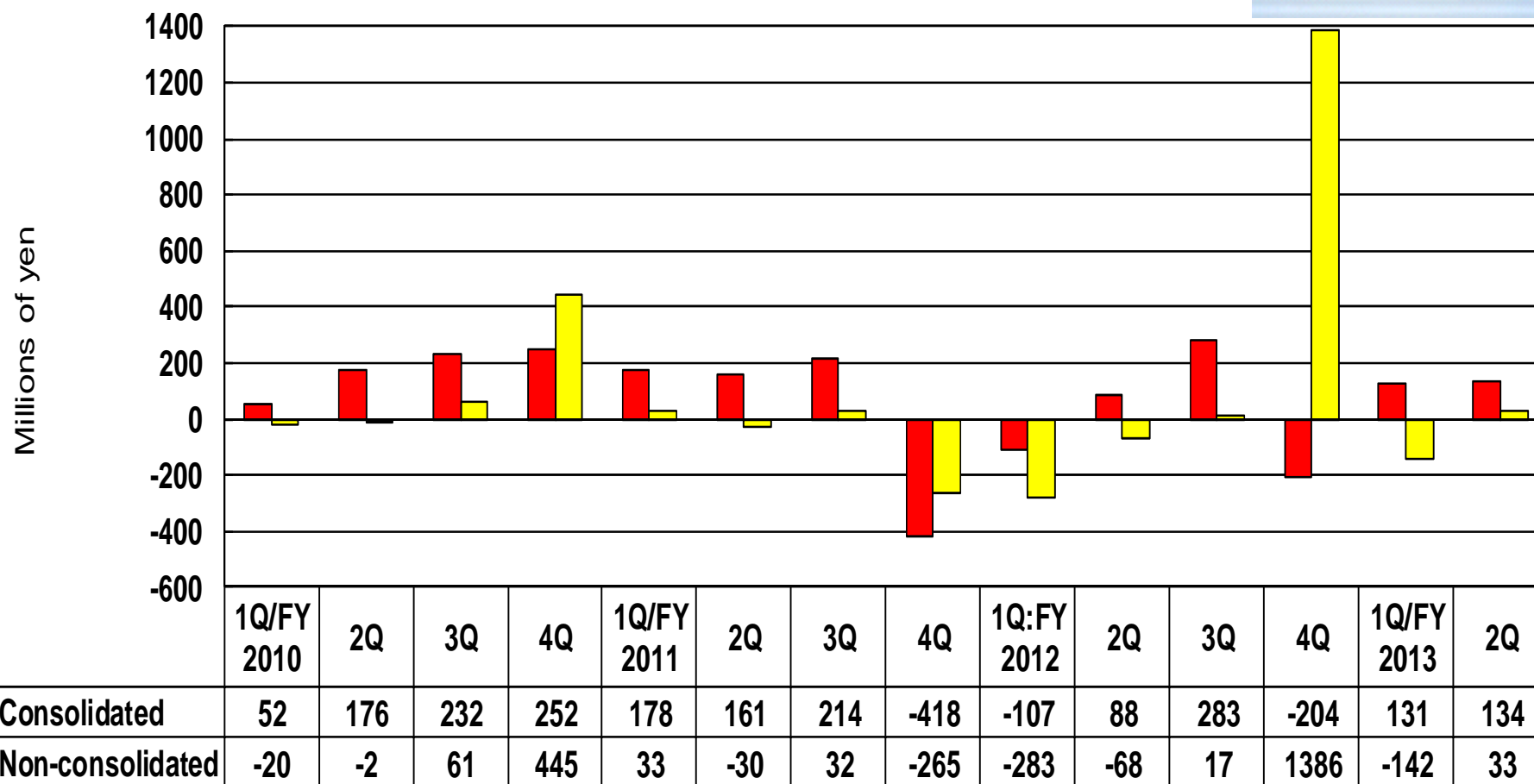
The same as operating income, ordinary income grew year-on-year on both a consolidated and non-consolidated basis.





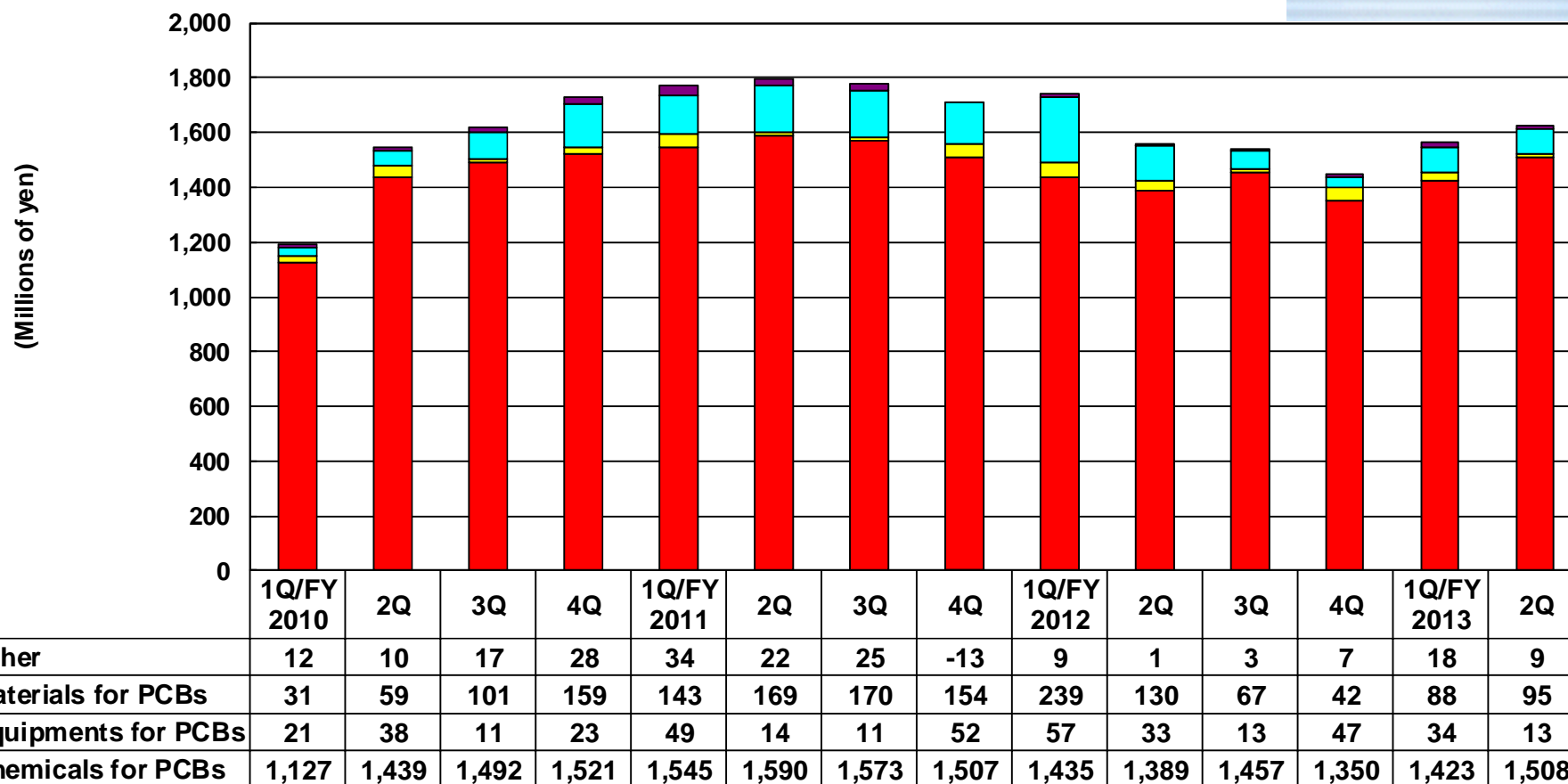
# Net Income

Net income grew year-on-year on both a consolidated and non-consolidated basis.



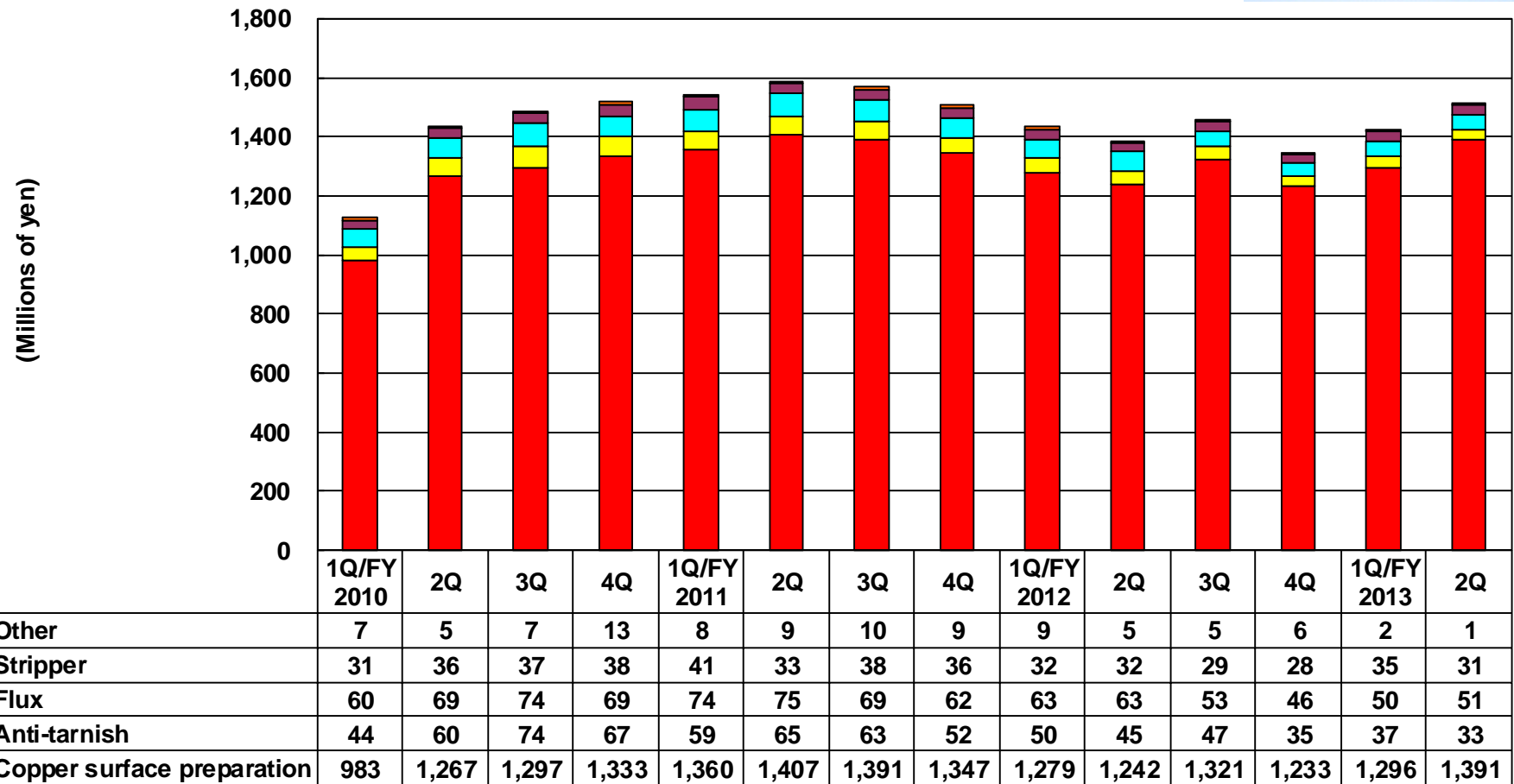
# Sales by Product « Consolidated »

Sales of chemicals grew year-on-year.



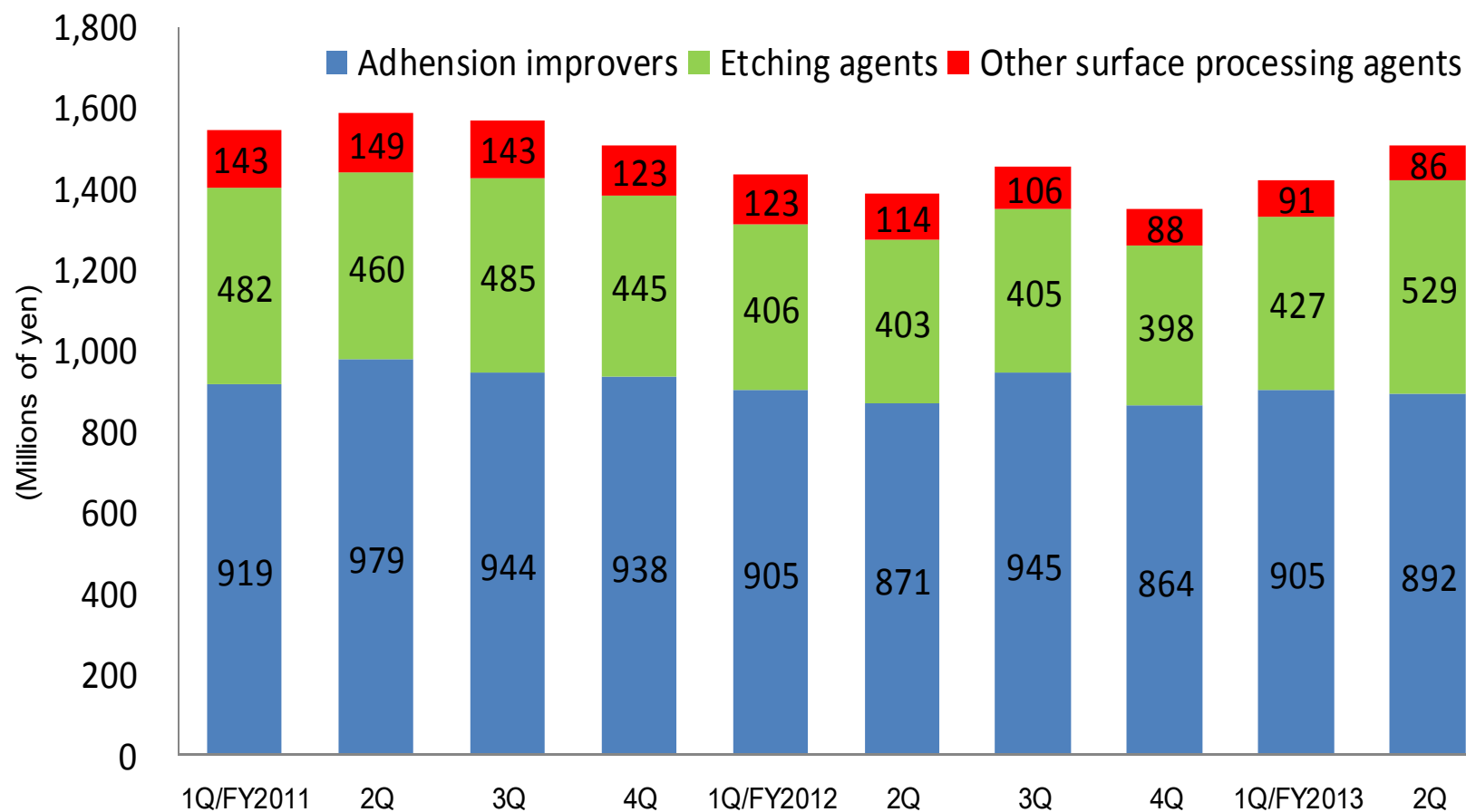
# Chemical Sales « Consolidated »-1

Sales of copper surface preparation grew year-on-year.



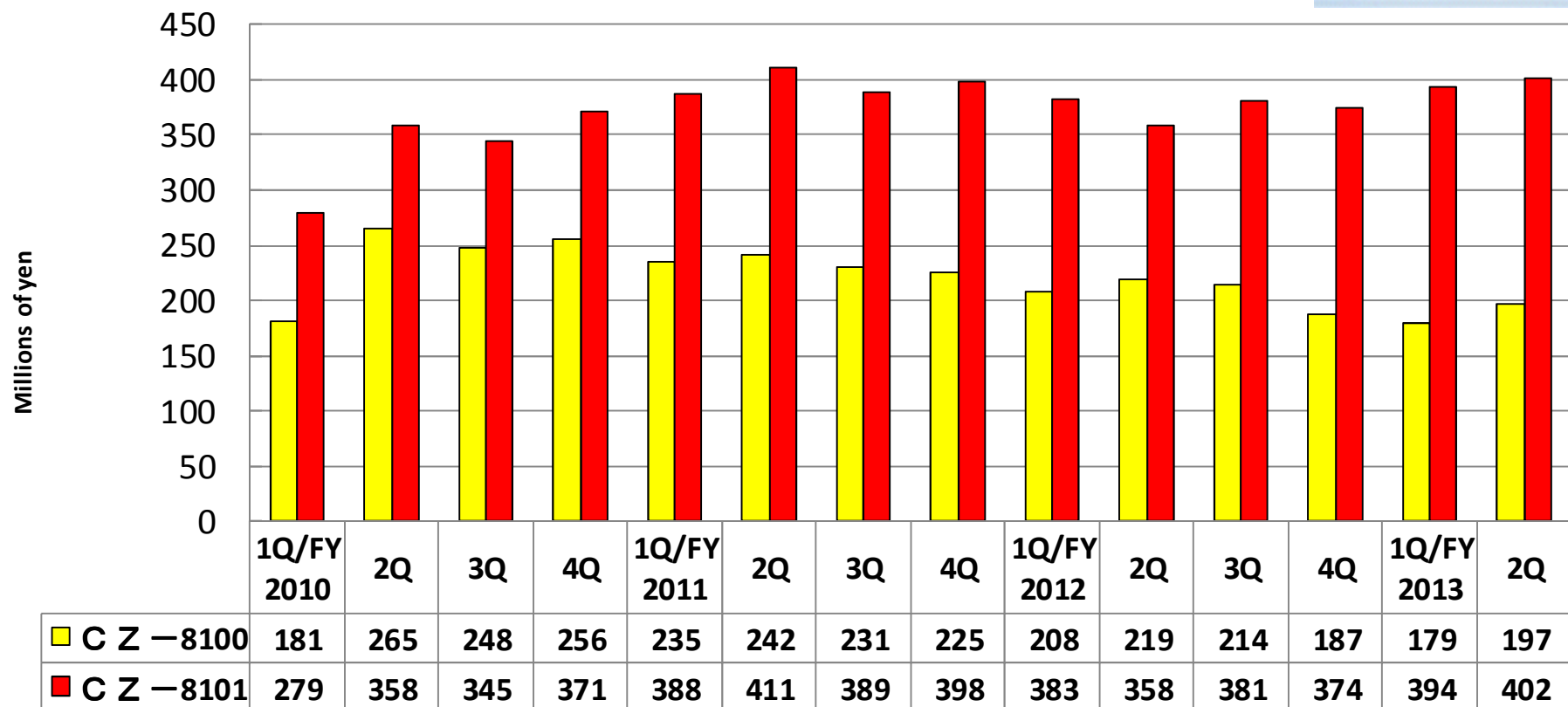
# Chemical Sales « Consolidated »-2

Sales of etching agents grew year-in-year.



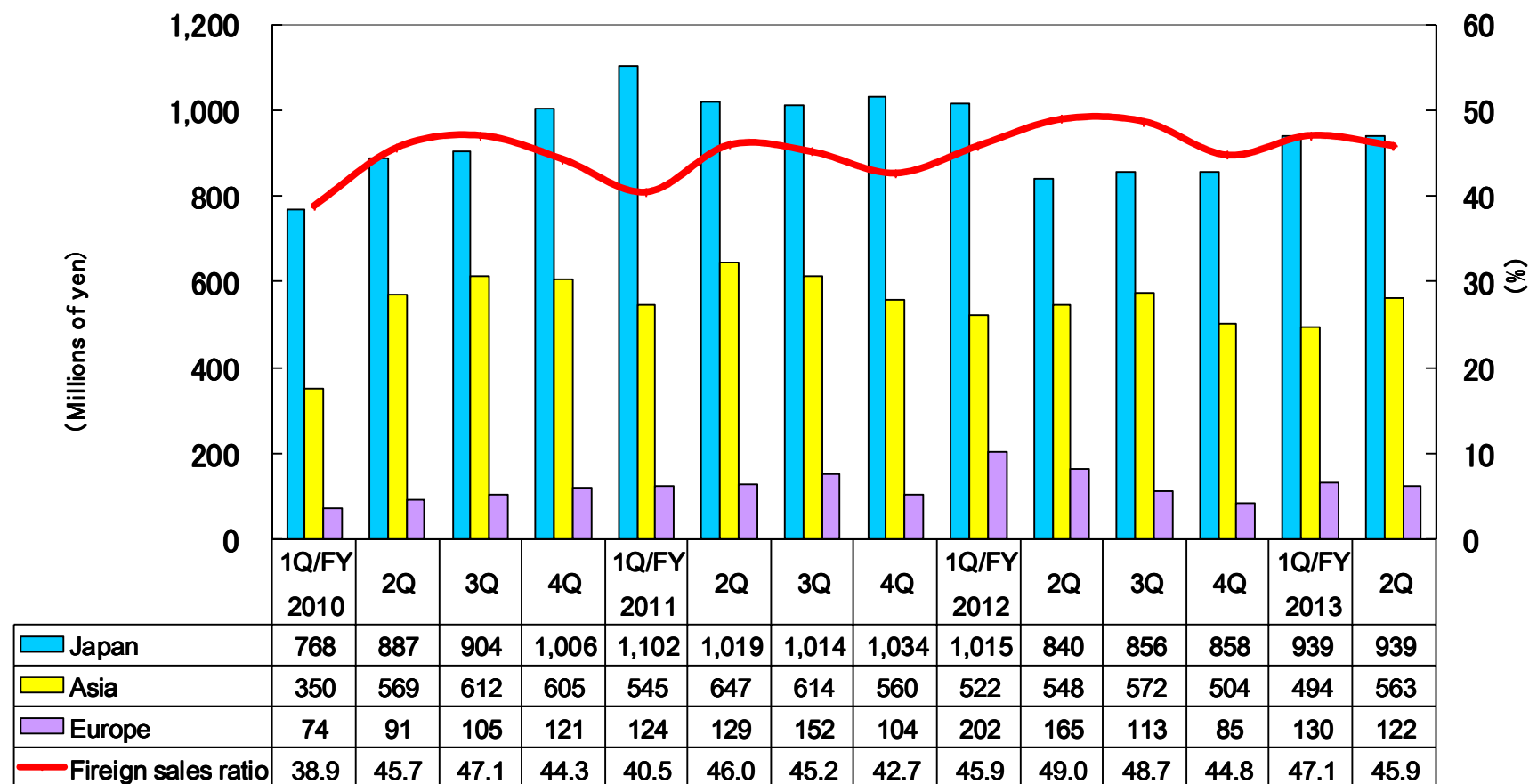
# CZ Series Sales

Sales of CA-8101 for high-density PCBs grew year-on-year



# Sales by Region, Foreign Sales Ratio

The foreign sales ratio remained at the same level.

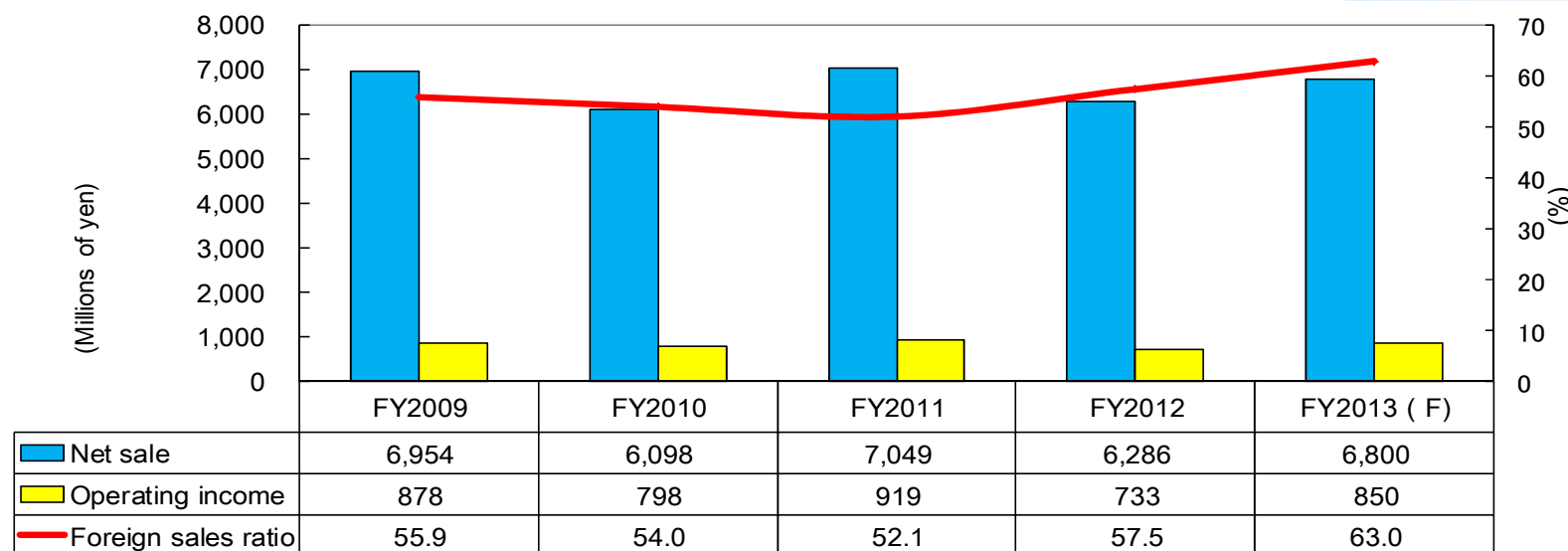


# FY2013 Consolidated Financial Forecast

( April 1, 2012 to March 31, 2013 )

\* There is no change to the forecast announced on May 11, 2012

	FY2012 April 1, 2011 – March 31, 2012		FY2013 ( Forecast ) April 1, 2012 – March 31, 2013		
	Amount	%	Amount	%	Y-o-Y
Net sales	¥ 6286 million	—	¥ 6800 million	—	108.2%
Operating income	¥ 733 million	11.7%	¥ 850 million	12.5%	115.9%
Ordinary income	¥ 686 million	10.9%	¥ 800 million	11.8%	116.5%
Net income	¥ 58 million	0.9%	¥ 470 million	6.9%	796.9%



# Consolidated Statements of Income ( Summary ) for FY2013

( April 1, 2012 to March 31, 2013 )

\* There is no change to the forecast announcement on May 11, 2012

Unit: Millions of yen

	FY2012		FY2013 ( F )		Increase ( Decrease )	
	Amount	%	Amount	%	Amount	%
Net sale	6,286	100.0	6,800	100.0	513	
Cost of sales	2,443	38.9	2,600	38.2	156	△0.7
Gross profit	3,843	61.1	4,200	61.8	356	0.7
Selling, general administrative expenses	3,110	49.5	3,350	49.3	239	△0.2
Operating income	733	11.7	850	12.5	116	0.8
Non-operating income	43	0.7	40	0.6	△3	△0.1
Non-operating expenses	90	1.4	90	1.3	△0	△0.1
Ordinary income	686	10.9	800	11.8	113	0.9
Extraordinary income	4	0.1	—	—	△4	△0.1
Extraordinary loss	61	1.0	—	—	△61	△1.0
Income before income taxes	629	10.0	800	11.8	170	1.8
Income taxes	570	9.1	330	4.9	△240	△4.2
Net income	58	0.9	470	6.9	411	6.0

