

1Q/FY2013 Financial Announcement

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

- Presentation -

August 1, 2012 Wednesday

Tokyo

MEC COMPANY LTD.

Securities Code: 4971

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

Points of 1Q/FY2013

(April 1, 2012 to June 30, 2012)

1)		1Q/FY2012	1Q/FY2013	Y-o-Y
	Net sales	¥ 1,741 million	¥ 1,564 million	-10.1%
	Operating income	¥ 286 million	¥ 181 million	-36.6%
	Ordinary income	¥ 275 million	¥ 170 million	-38.0%
	Net income (Net loss)	(¥ 107 million)	¥ 131 million	
2)	Chemical sales	¥ 1,435 million	¥ 1,423 million	-0.8%
	Ratio of Net sales	82.4%	91.0%	(+8.6 % points)
3)	Overseas sales ratio	45.9%	47.1% (Note)	
4)	CZ series sales	¥ 800 million	¥ 780 million	-2.5%
	Ratio of chemical sales	55.8%	54.8%	(-1.0 % points)
5)	Gross profit	58.7%	62.9%	+4.2%

Note: If the overseas chemical sales achieved by domestic agents is added to the overseas sales, the ratio becomes 59.3 %.
(1Q/FY2012: 55.0%)



Consolidated Statements of Income (Summary)

(April 1, 2012 to June 30, 2012)

Millions of yen

	1Q/FY2012 2011.4-6		1Q/FY2013 2012.4-6		Increase (Decrease)	
	Amount	%	Amount	%	Amount	%
Net sale	1,741	100.0	1,564	100.0	(176)	-
Cost of sales	718	41.3	580	37.1	(137)	-4.2
Gross profit	1,022	58.7	983	62.9	(38)	4.2
Selling, general administrative expenses	735	42.2	801	51.3	66	9.1
Operating income	286	16.5	181	11.6	(104)	-4.9
Non-operating income	10	0.6	15	1.0	4	0.4
Non-operating expenses	22	1.3	27	1.7	4	0.4
Ordinary income	275	15.8	170	10.9	(104)	-4.9
Extraordinary income	4	0.2	1	0.1	(2)	-0.1
Extraordinary loss	2	0.1	1	0.1	(0)	-0.0
Income before income taxes	277	15.9	170	10.9	(106)	-5.0
Income taxes	384	22.1	39	2.5	(345)	-19.6
Net income	(107)	-	131	8.4	238	-



Sales by Product

(April 1, 2012 to June 30, 2012)

The component ratio of chemicals for PCBs went up.

	1Q/FY2012 2011.4 – 2011.6		1Q/FY2013 2012.4 – 2012.6		
	Sales (Millions of yen)	%	Sales (Millions of yen)	%	Y-o-Y (%)
Chemicals for PCBs	1,435	82.4	1,423	91.0	99.2
Equipment for PCBs	57	3.3	34	2.2	59.3
Materials for PCBs	239	13.7	88	5.7	37.1
Other	9	0.6	18	1.1	193.3
Total	1,741	100.0	1,564	100.0	89.9



Sales by Region

(April 1, 2012 to June 30, 2012)

Sales were down from the same period of the previous fiscal year in many regions, but sales in Japan grew from the fourth quarter.

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		265		141		141		165		1,554	
3Q	856		251		158		162		113		1,541	
4Q	858		223		135		145		85		1,449	
TTL	3,571		978		586		583		566		6,286	

Y-o-Y	92.4	97.4	80.0	106.1	64.5	89.9 [%]
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FY2012: April 1, 2011 – March 31, 2012

FY2013: April 1, 2012 – March 31, 2013

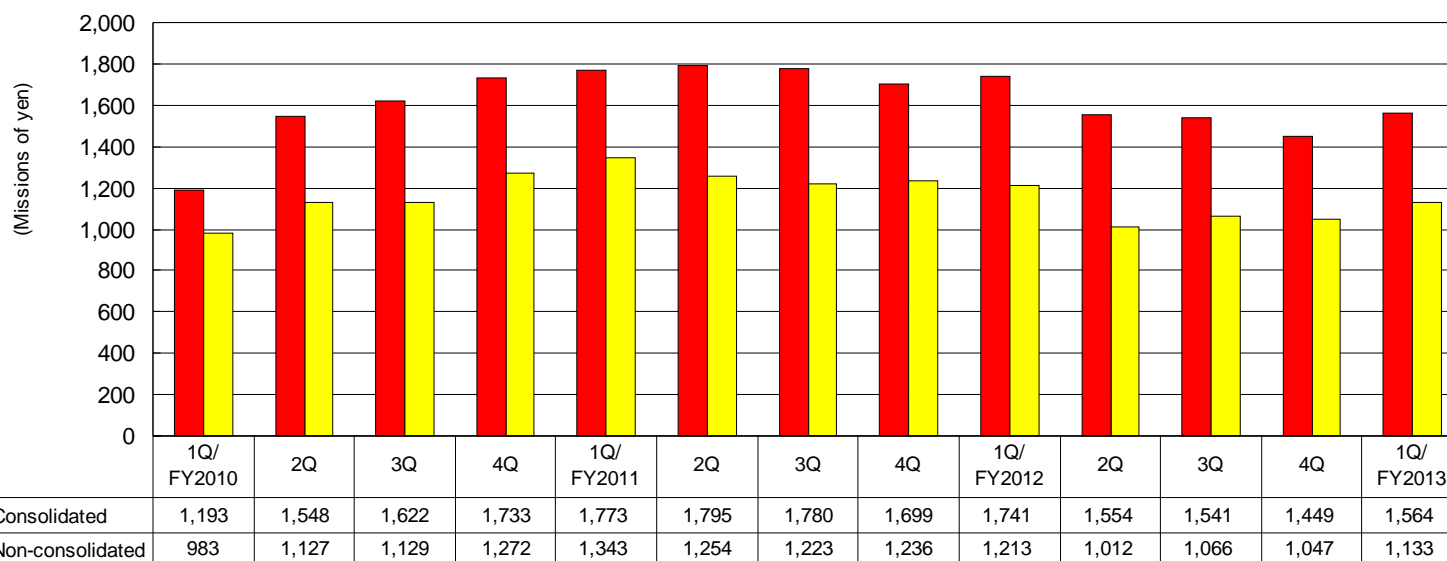


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1Q/FY2013 Financial Announcement

Net Sales

Although net sales declined from the same period of the previous fiscal year, they were up from the fourth quarter.

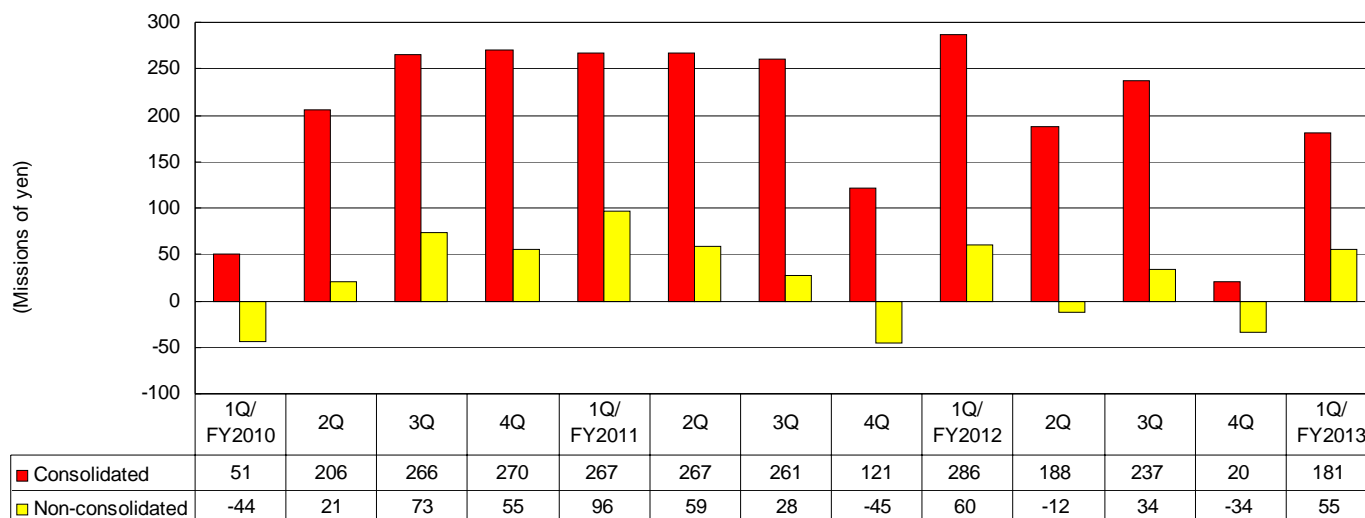


1Q: April 1, 20xx – June 30, 20xx 2Q: July 1, 20xx – September 30, 20xx 3Q: October 1, 20xx – December 31, 20xx 4Q: January 1, 20xx – March 31, 20xx



Operating Income

Operating income fell from the same period of the previous fiscal year, but grew from the fourth quarter.

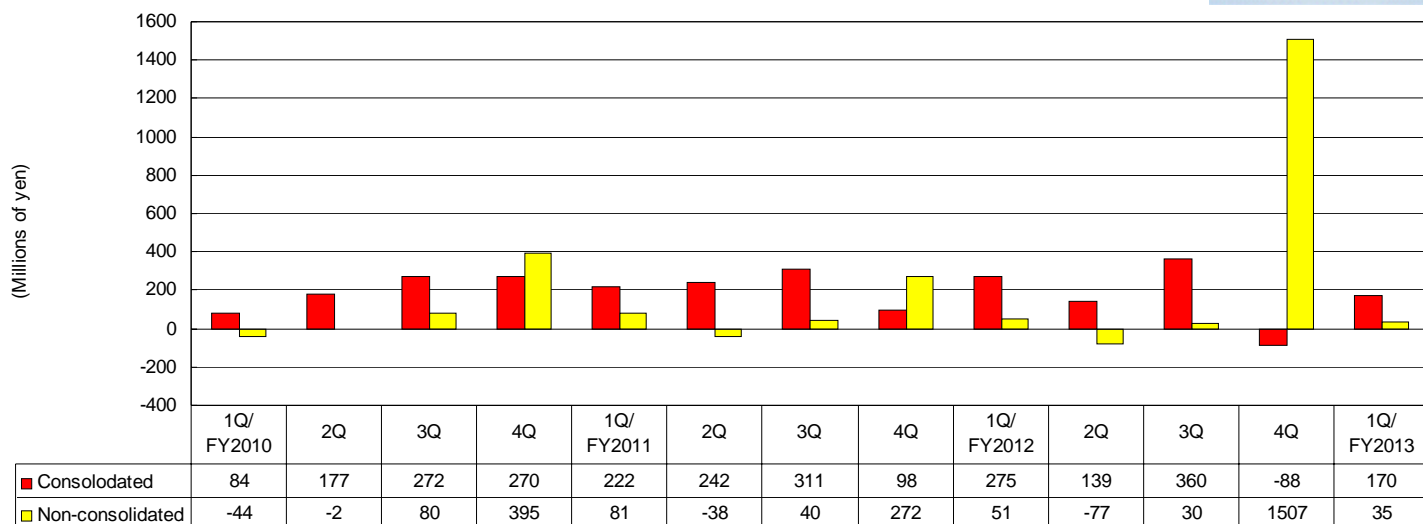


1Q: April 1, 20xx – June 30, 20xx 2Q: July 1, 20xx – September 30, 20xx 3Q: October 1, 20xx – December 31, 20xx 4Q: January 1, 20xx – March 31, 20xx



Ordinary Income

A similar trend was seen with operating income: it fell compared with the same period of the previous fiscal year, but was up from the fourth quarter.

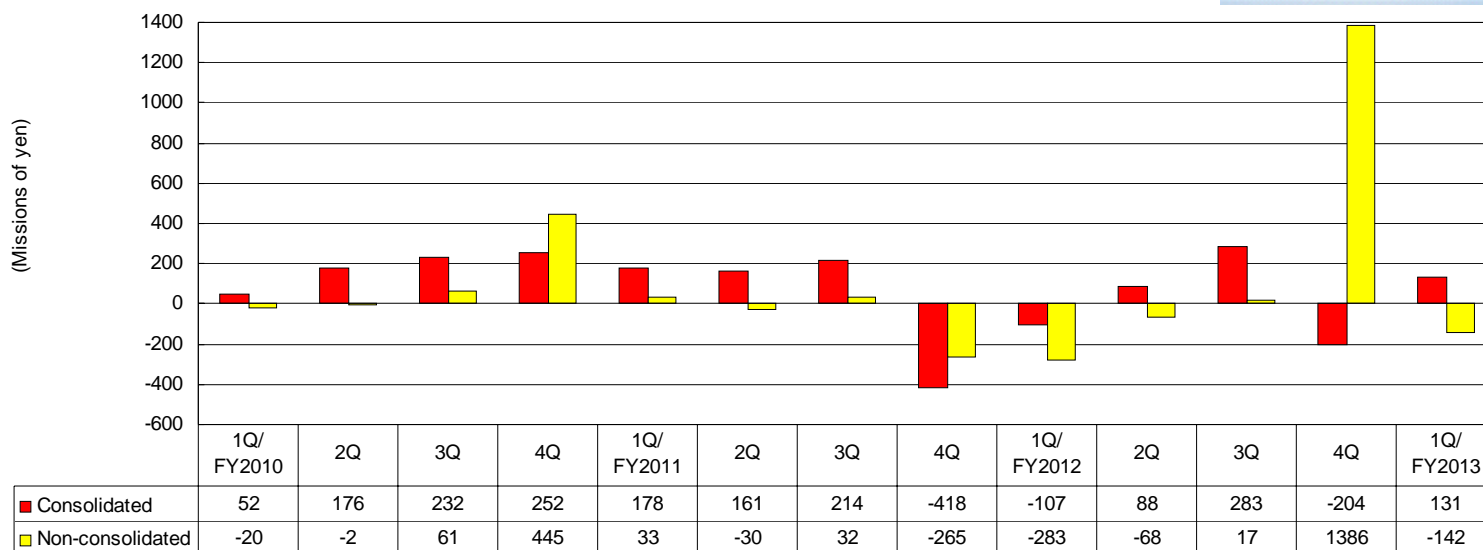


1Q: April 1, 20xx – June 30, 20xx 2Q: July 1, 20xx – September 30, 20xx 3Q: October 1, 20xx – December 31, 20xx 4Q: January 1, 20xx – March 31, 20xx



Net Income

Net income grew from the same period of the previous fiscal year and the third quarter.

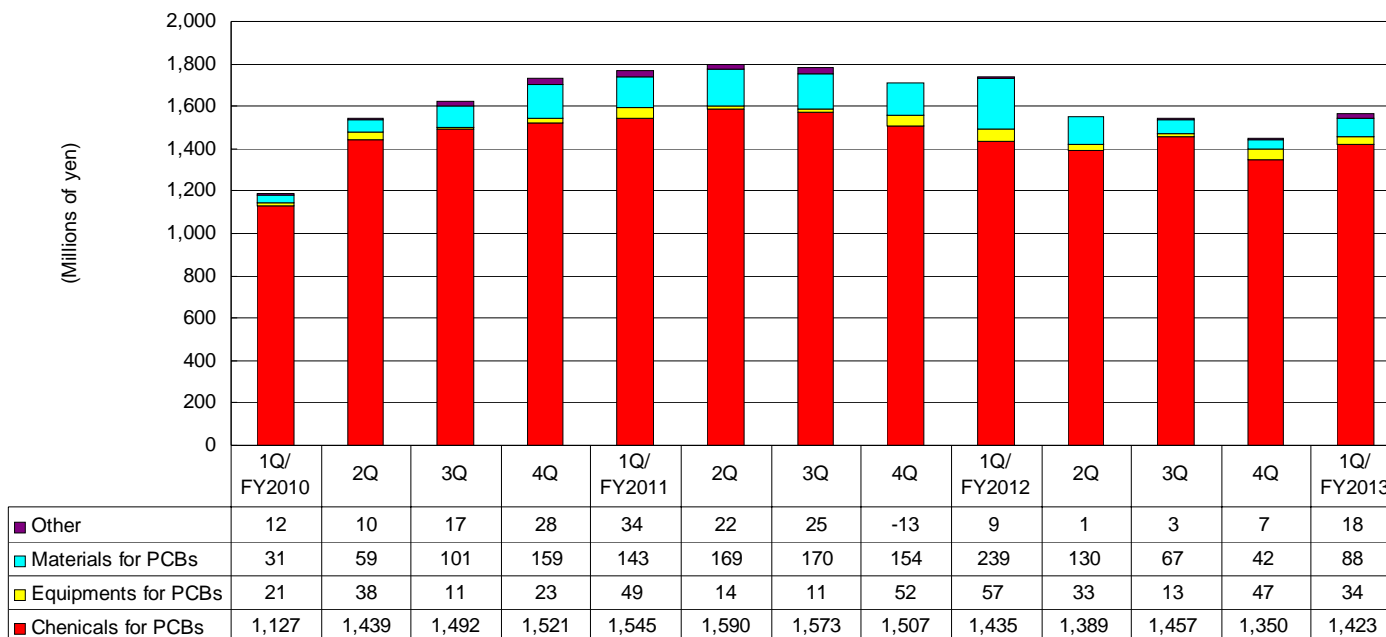


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Sales by Product Consolidated

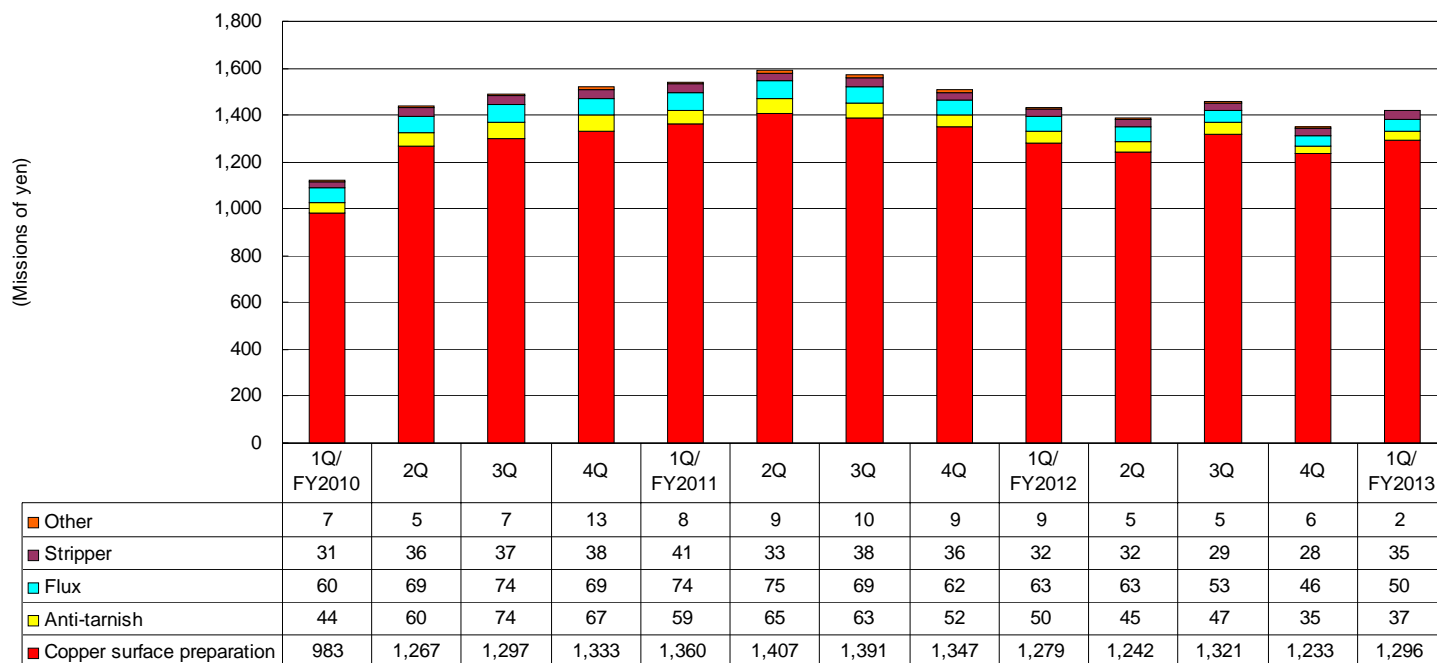
The component ratio of sales of chemicals increased from the same period of the previous fiscal year.



1Q: April 1, 20xx – June 30, 20xx 2Q: July 1, 20xx – September 30, 20xx 3Q: October 1, 20xx – December 31, 20xx 4Q: January 1, 20xx – March 31, 20xx

Chemical Sales Consolidated -1

The ratio of sales of copper surface preparation increased from the same period of the previous fiscal year and the fourth quarter.

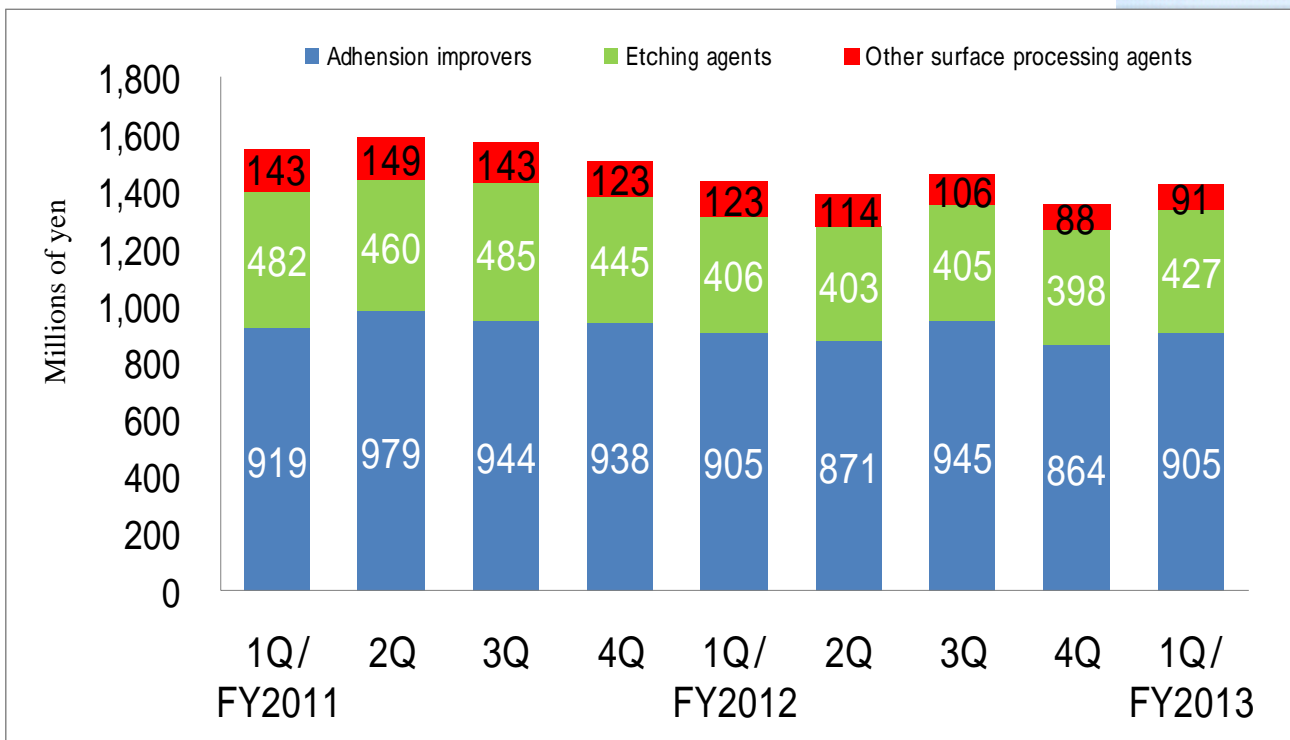


1Q: April 1, 20xx – June 30, 20xx 2Q: July 1, 20xx – September 30, 20xx 3Q: October 1, 20xx – December 31, 20xx 4Q: January 1, 20xx – March 31, 20xx



Chemical Sales Consolidated -2

Sales of etching agents grew from the same period of the previous fiscal year.

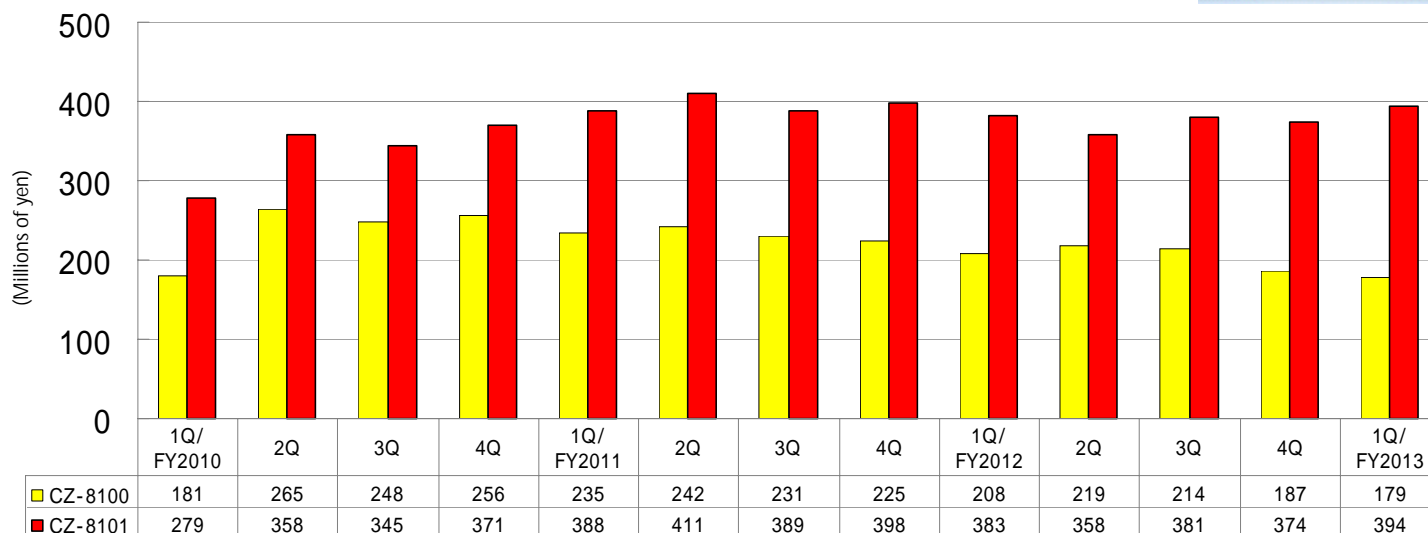


1Q: April 1, 20xx – June 30, 20xx 2Q: July 1, 20xx – September 30, 20xx 3Q: October 1, 20xx – December 31, 20xx 4Q: January 1, 20xx – March 31, 20xx



CZ Series Sales

Overall, sales of CZ series of products fell from the same period of the previous fiscal year, though sales of CZ-8101 for high-density PCBs increased slightly.



1Q: April 1, 20xx – June 30, 20xx 2Q: July 1, 20xx – September 30, 20xx 3Q: October 1, 20xx – December 31, 20xx 4Q: January 1, 20xx – March 31, 20xx



Sales by Region, Foreign Sales Ratio

The foreign sales ratio remained at the same level.



1Q: April 1, 20xx – June 30, 20xx 2Q: July 1, 20xx – September 30, 20xx 3Q: October 1, 20xx – December 31, 20xx 4Q: January 1, 20xx – March 31, 20xx



Financial Forecast

(First two quarters/FY2013: April 1, 2012 to September 30, 2012)

We have upwardly revised our earnings forecast based on factors like the recent sales situation.

	April 1, 2012 to September 30, 2012 (Previously announced on May 11, 2012)		April 1, 2012 to September 30, 2012 (Currently revised on July 31, 2012)		
	Amount	%	Amount	%	Rate of change
Net Sales	¥ 3150 million		¥ 3150 million		
Operating income	¥ 280 million	8.9%	¥ 370 million	11.7%	132.1%
Ordinary income	¥ 255 million	8.1%	¥ 345 million	11.0%	135.3%
Net income	¥ 130 million	4.1%	¥ 200 million	6.3%	153.8%

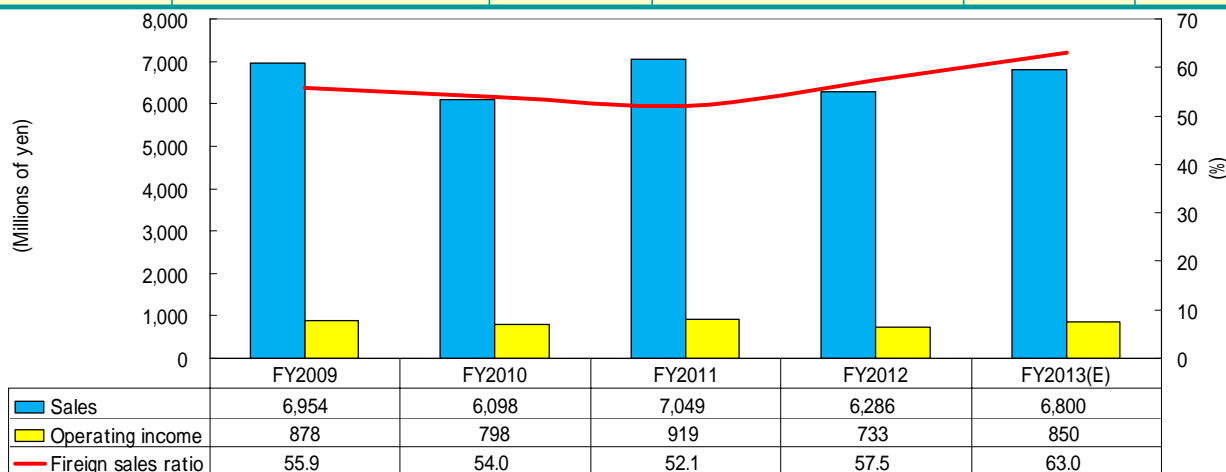


FY2013 Consolidated Financial Forecast

(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, 2012		
	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%



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Consolidated Statements of Income (Summary) for FY2013 (April 1, 2012 to March 31, 2013)

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

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