

3Q/FY2013 Financial Announcement

FY2013: April 1, 2012 to March 31, 2013
3Q/FY2013: April 1, 2012 to December 31, 2012

- Presentation -

Amagasaki: January 31, 2013

Tokyo: February 4, 2013

MEC COMPANY LTD.

Securities code: 4971

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

Earning Forecast (April 1, 2012 to March 31, 2013)

	FY2013 (Announced on May 11, 2012)		FY2013 (Announced on January 31, 2013)		
	Amount	Profit ratio	Amount	Profit ratio	Vs. FY2012
Net sales	¥ 6,800 million	—	¥ 6,800 million	—	—
Operating income	¥ 850 million	12.5%	¥ 950 million	14.0%	111.8%
Ordinary income	¥ 800 million	11.8%	¥ 950 million	14.0%	118.8%
Net income	¥ 470 million	6.9%	¥ 700 million	10.3%	148.9%

Expected dividend (April 1, 2012 to March 31, 2013)

	Annual				
	1Q	2Q	3Q	4Q	Total
	Yen	Yen	Yen	Yen	Yen
Previous estimate (Announced on May 11, 2012)	—	4.00	—	4.00	8.00
Current estimate	—	—	—	6.00	10.00
Actual dividend for the current term	—	4.00	—		
Actual dividend for the previous term (ended March 31, 2102)	—	4.00	—	4.00	8.00

Points of 3Q/FY2013 (April 1, 2012 to December 31, 2012)

1)		3Q/FY12	3Q/FY13	Vs. 3Q/FY12
	Net sales	¥ 4,837 million	¥ 4,928 million	+ 1.9%
	Operating income	¥ 712 million	¥ 752 million	+ 5.6%
	Ordinary income	¥ 775 million	¥ 767 million	- 1.0%
	Net income	¥ 263 million	¥ 566 million	+ 114.6%
2)	Chemical sales	¥ 4,281 million	¥ 4,484 million	+ 4.7%
	Ratio of net sales	88.5%	91.0%	(+2.5% points)
3)	Overseas sales ratio	47.8%	45.3% *Note	(- 2.5% points)
4)	CZ series sales ratio of chemical sales	¥ 2,394 million 55.9%	¥ 2,361 million 52.7%	- 1.4% (- 3.2% points)
5)	Gross profit	61.3%	64.2%	+ 2.9%

***Note: If the overseas chemical sales achieved by domestic agents is added the overseas sales, the ratio becomes 57.7%. (3Q/FY2012: 58.0%)**

Consolidated Statements of Income (Summary)

(April 1, 2012 to December 31, 2012)

Unit: Millions of yen

	3Q/FY12 Apr. to Dec. 2011		3Q/FY13 Apr. to Dec. 2012		Increase (Decrease)	
	Amount	%	Amount	%	Amount	%
Net sale	4,837	100.0	4,928	100.0	90	—
Cost of sales	1,871	38.7	1,762	35.8	(108)	-2.9
Gross profit	2,966	61.3	3,165	64.2	199	2.9
Selling, general administrative expenses	2,253	46.6	2,413	48.9	159	2.3
Operating income	712	14.7	752	15.3	39	0.6
Non-operating income	109	2.3	44	0.9	(64)	-1.4
Non-operating expenses	46	1.0	29	0.6	(17)	-0.4
Ordinary income	775	16.0	767	15.6	(7)	-0.4
Extraordinary income	4	0.1	3	0.1	(0)	-0.0
Extraordinary loss	4	0.1	11	0.3	7	0.2
Income before income taxes	774	16.0	759	15.4	(15)	-0.6
Income taxes	511	10.5	193	3.9	(317)	-6.6
Net income (Net loss)	263	5.5	566	11.5	302	6.0

Sales by Product (April 1, 2012 to December 31, 2012)

Sales of chemicals PCBs increased.

	3Q/FY2012 Apr. to Dec. 2011		3Q/FY2013 Apr. to Dec. 2012		
	Net Sales (Millions of yen)	%	Net sales (Millions of yen)	%	Vs. 3Q/FY12 (%)
Chemicals for PCBs	4,281	88.5	4,484	91.0	104.7
Equipment for PCBs	104	2.2	134	2.7	128.4
Materials for PCBs	436	9.0	267	5.4	61.4
Other	14	0.3	41	0.9	283.8
Total	4,837	100.0	4,928	100.0	101.9

Sales by Region (April 1, 2012 to December 31, 2012)

MEC Japan grew year-on-year.

Unit: Millions of yen

	Japan		Taiwan		HK ((HK, Zhuhai)		China (Suzhou)		Europe		Total	
	FY12	FY13	FY12	FY13	FY12	FY13	FY12	FY13	FY12	FY13	FY12	FY13
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	1,076	251	263	158	143	162	173	113	78	1,541	1,736
4Q	858		223		135		145		85		1,449	
TTL	3,571	2,955	978	759	586	409	583	471	566	332	6,286	4,928

Unit: %

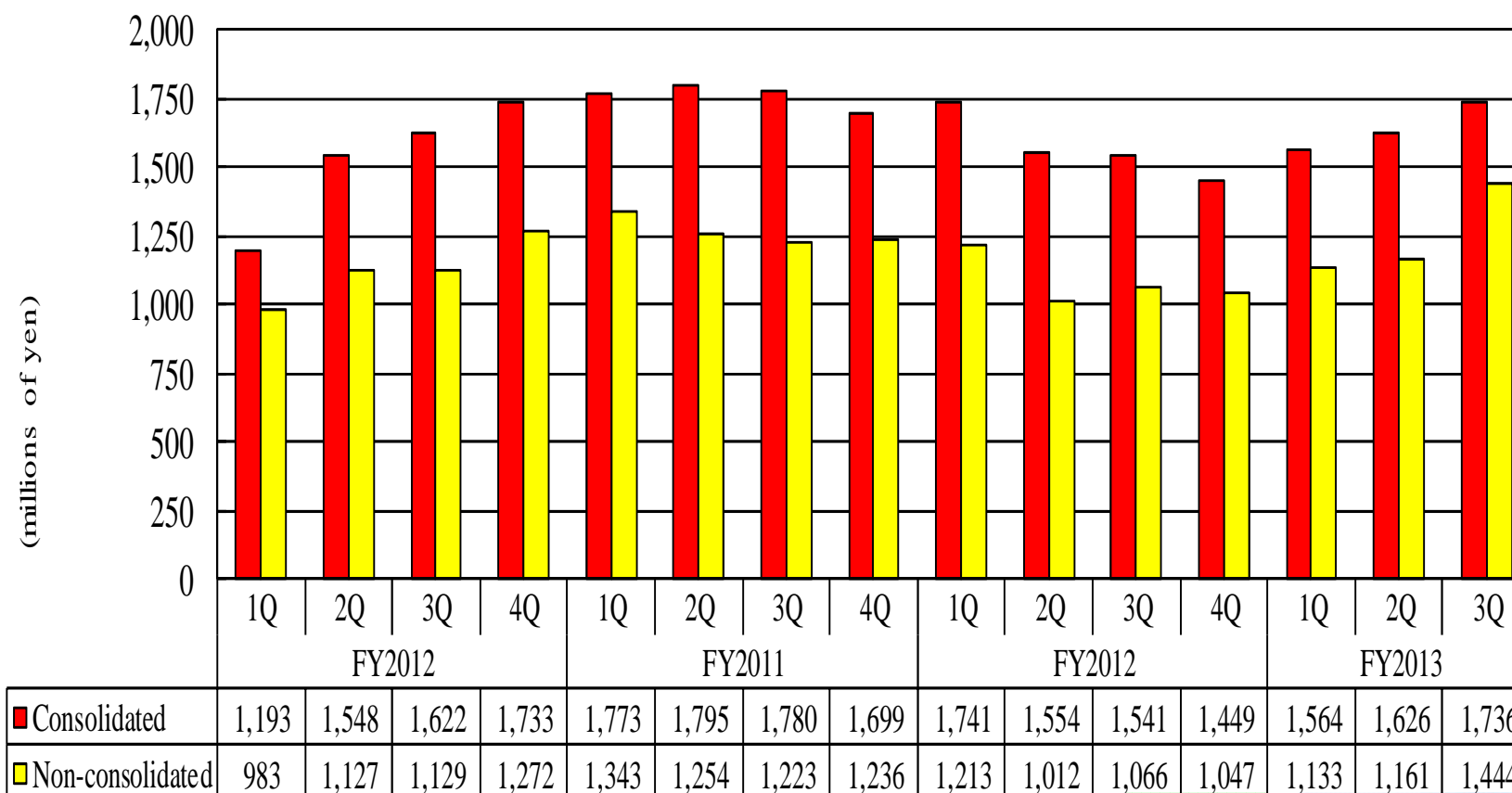
Vs. 9M	108.9	100.6	90.8	107.5	69.1	101.9
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FY12: April 1, 2011 to March 31, 2012

FY13: April 1, 2012 to March 31, 2013

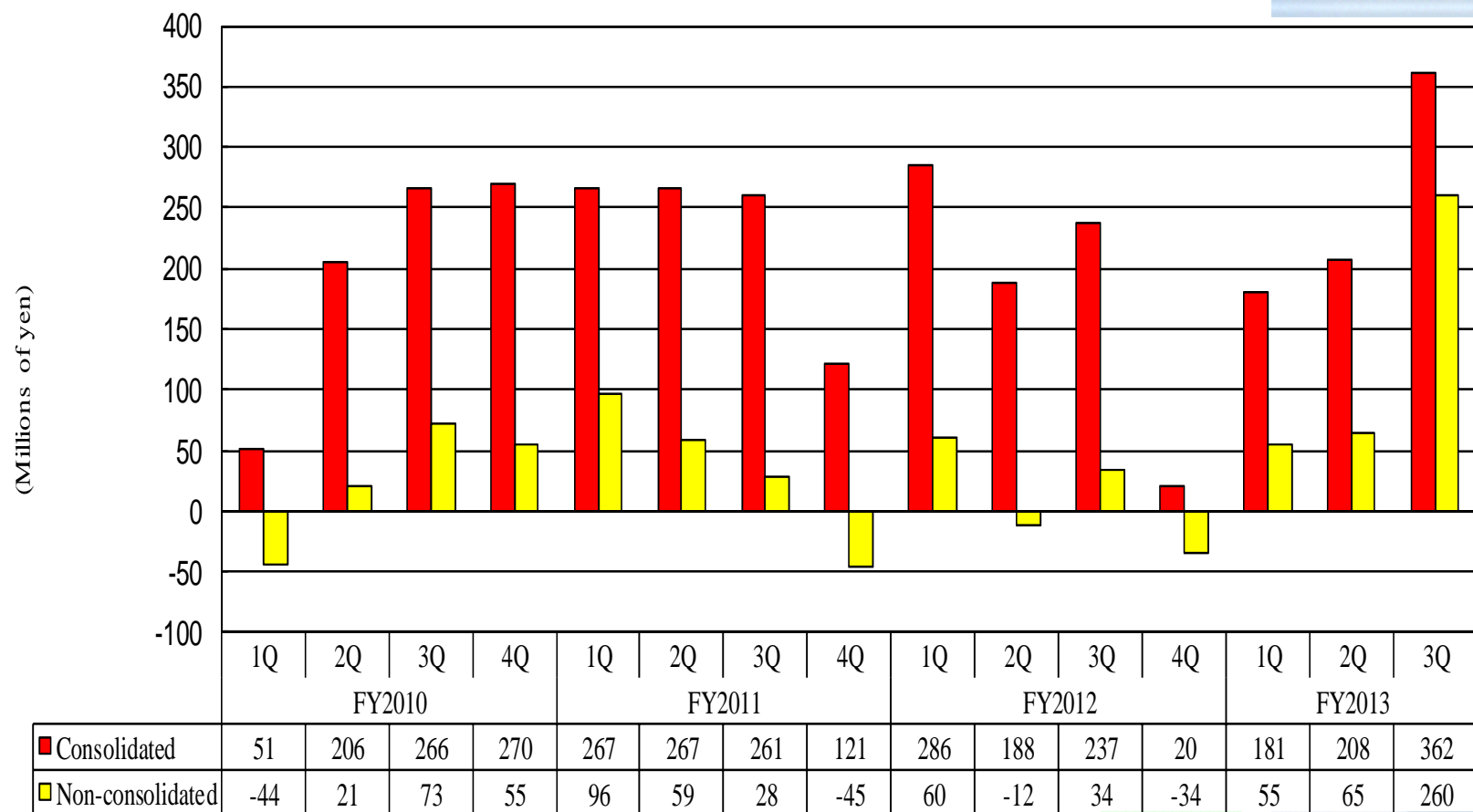
Net Sales

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



Operating Income

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



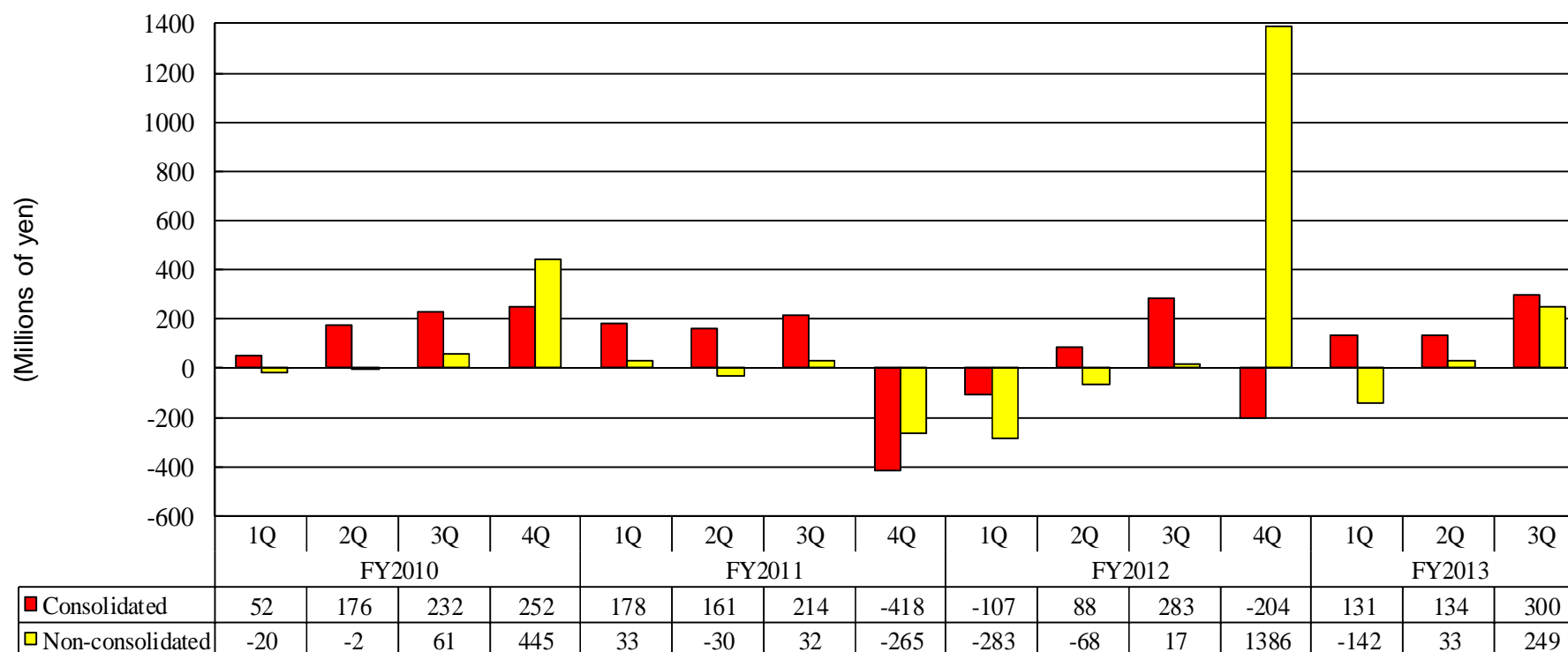
Ordinary Income

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



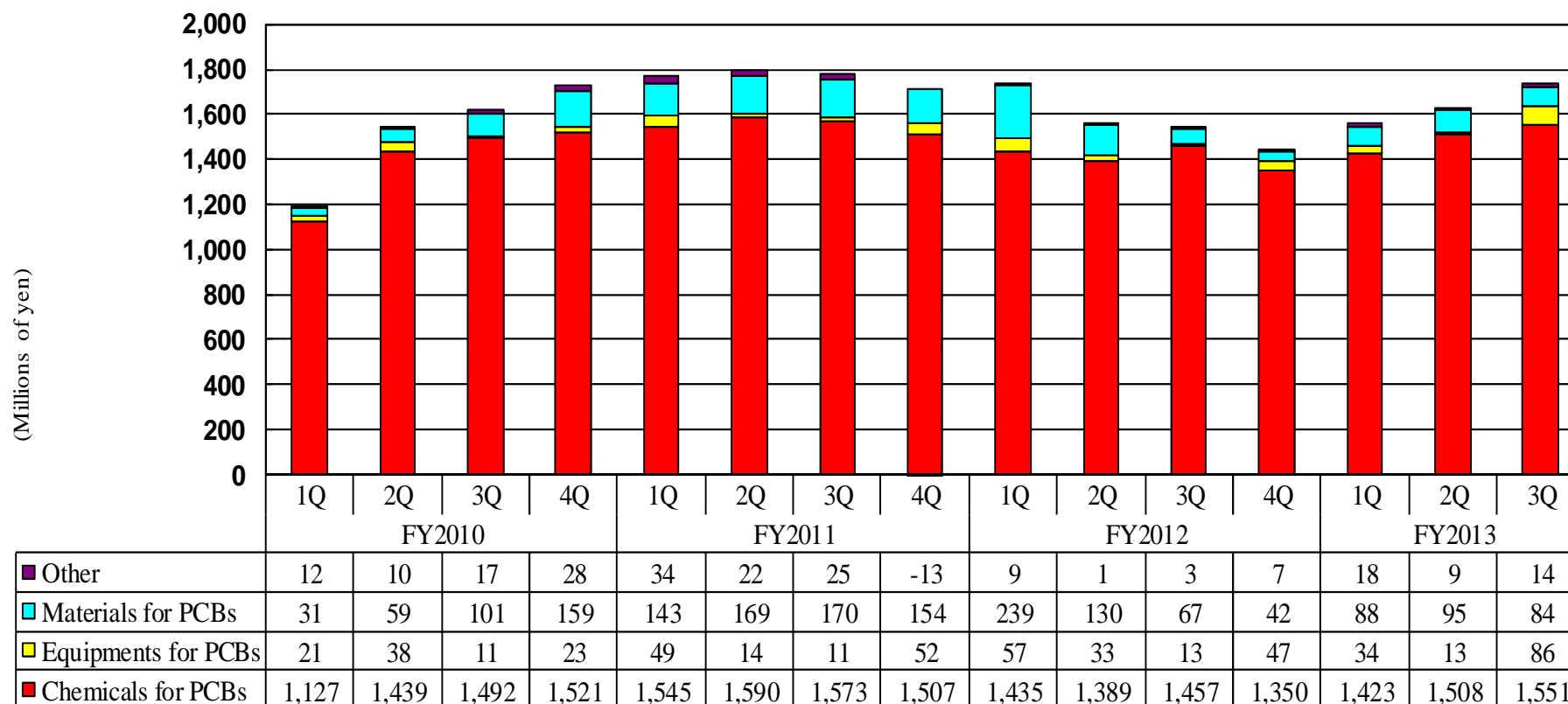
Net Income

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



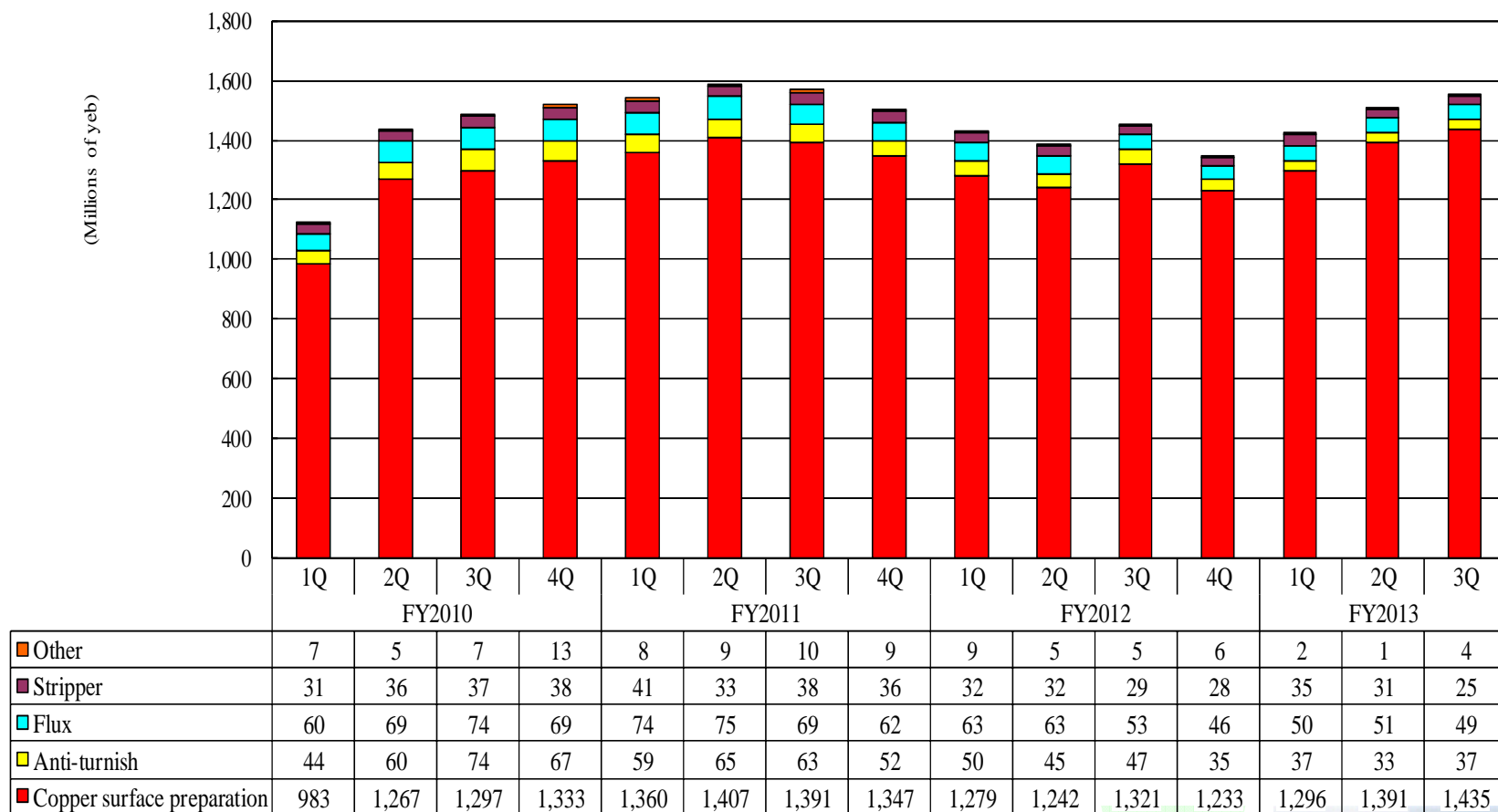
Sales by Product « Consolidated »

Chemical sales grew year-on year.



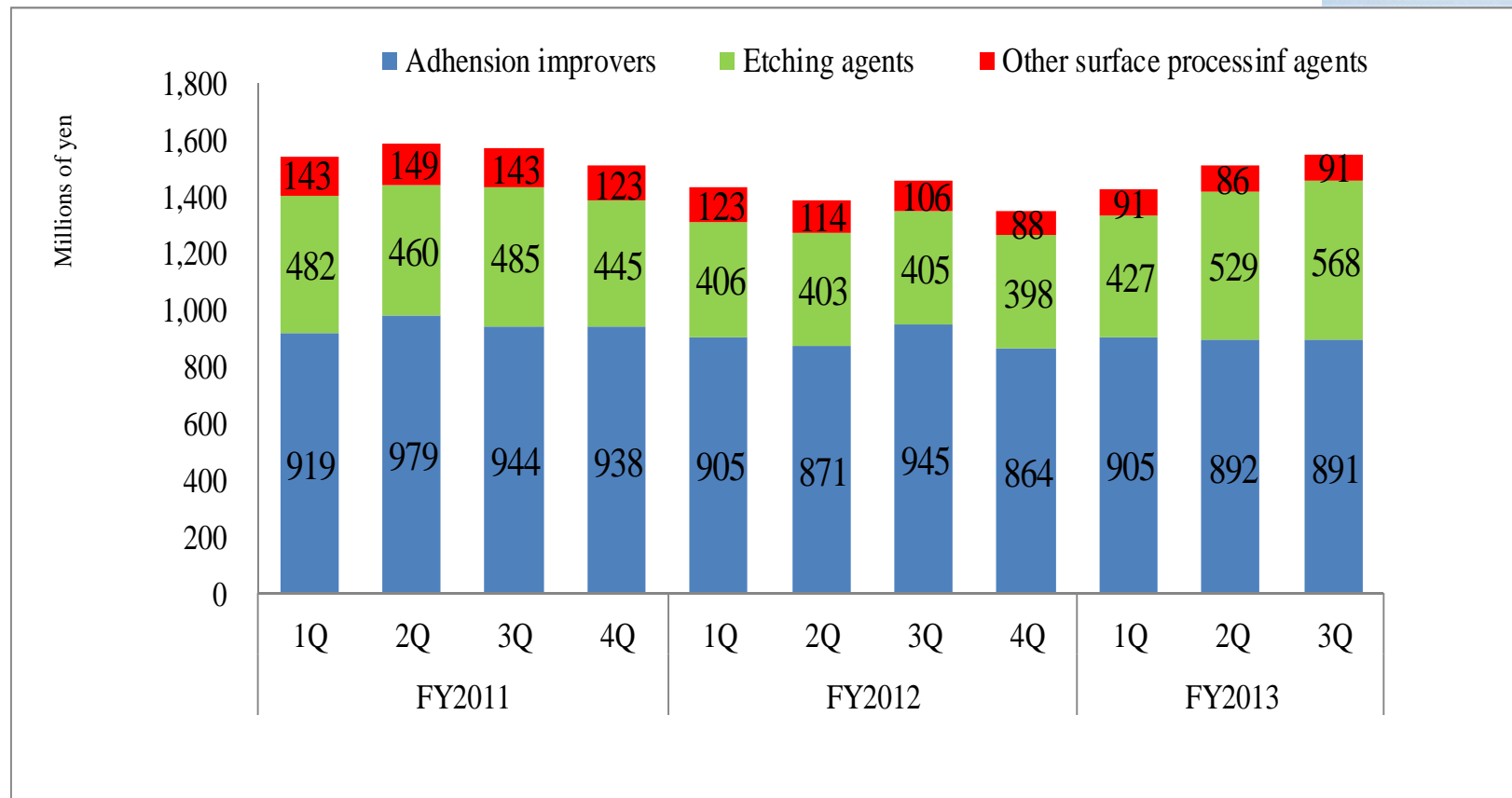
Chemical sales « Consolidated » -1

Copper surface preparation sales grew year-on-year.



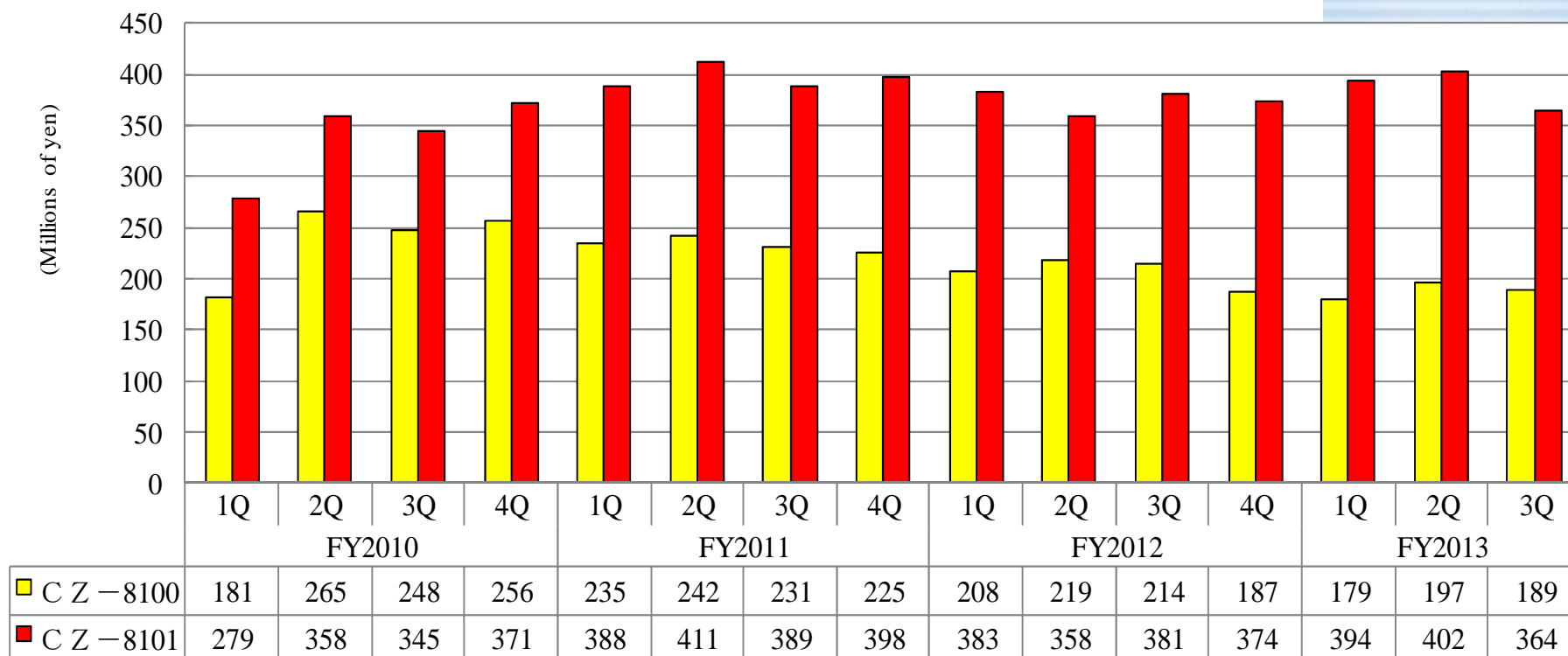
Chemical Sales « Consolidated »-2

Etching agents sales grew year-on-year.



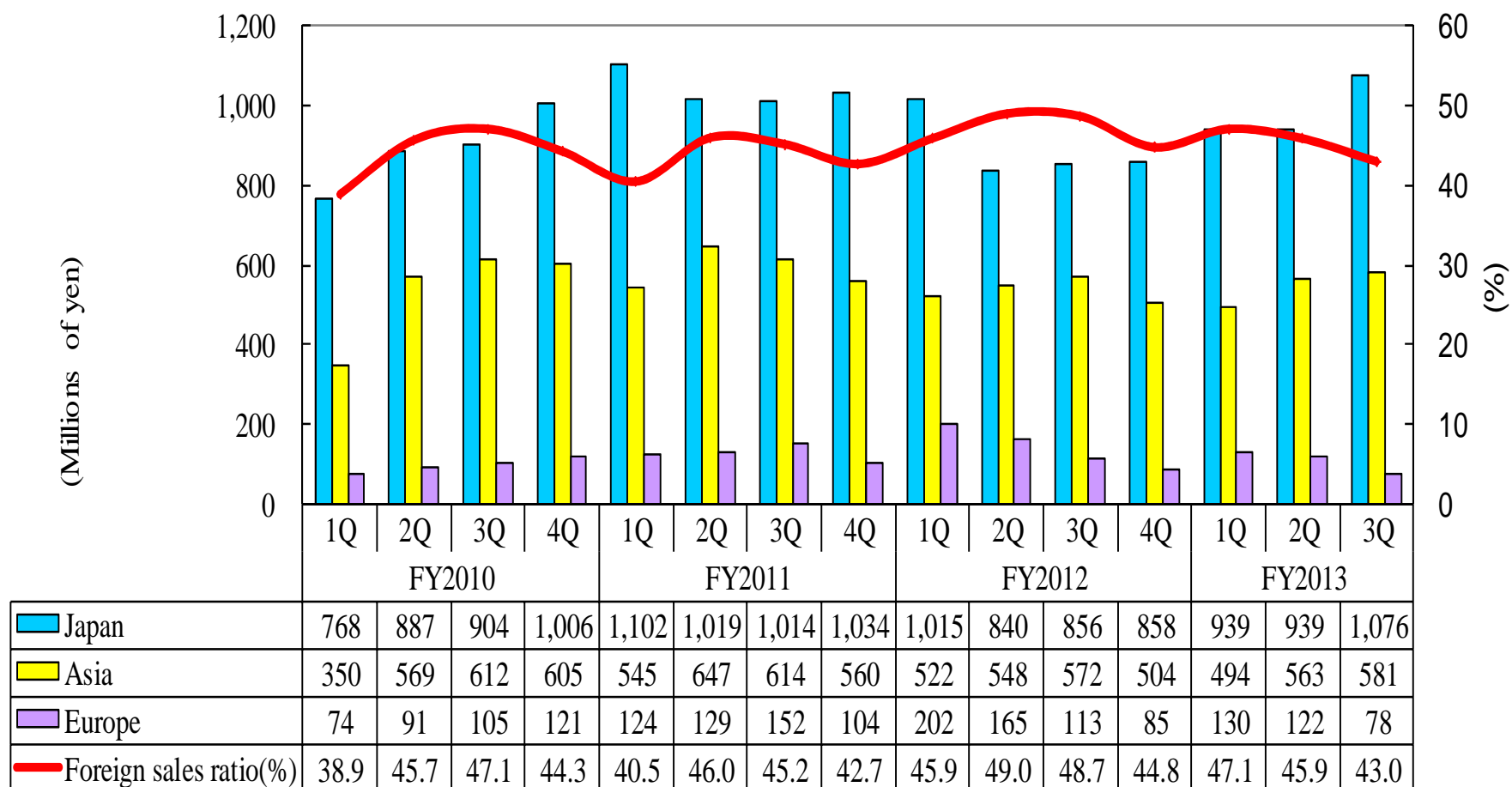
CZ Series Sales

Due to a slump in PC sales, sales of our chemicals for MPU packages decreased year-on-year.



Sales by Region, Foreign Sales Ratio

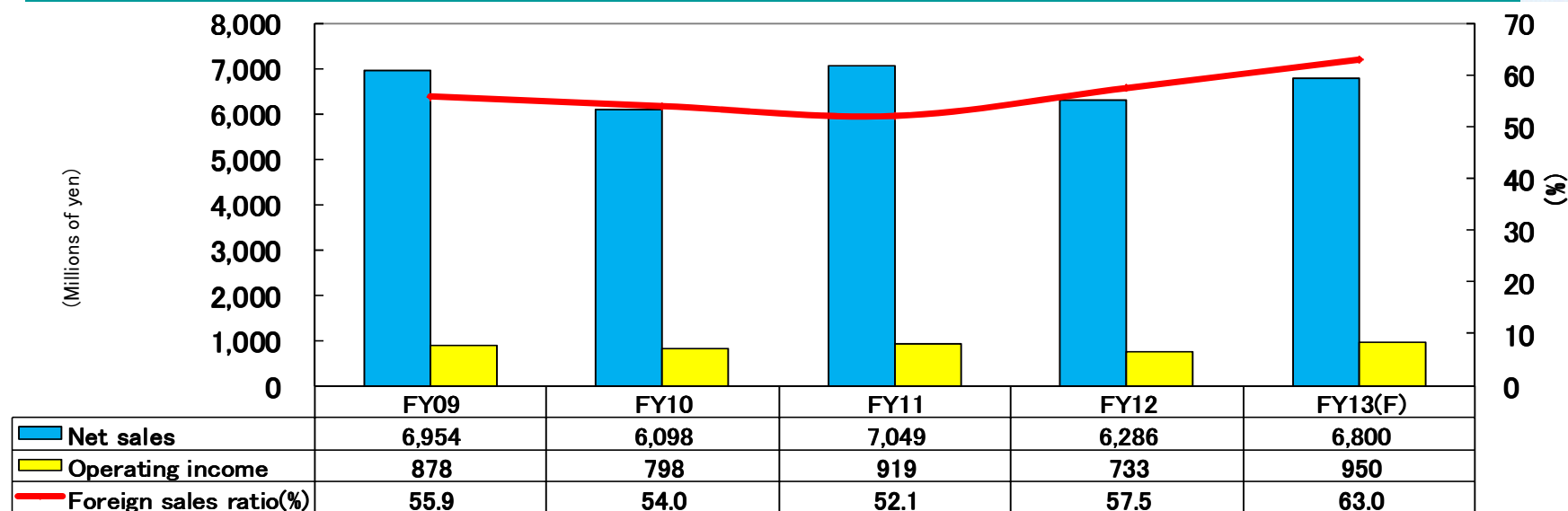
Sales in Japan grew.



FY2013 Consolidated Financial Forecast

(April 1, 2012 to March 31, 2013)

	FY2012 Apr.1, 2011- Mar. 31, 2012		FY2013(F) Apr.1, 2012 – Mar.31, 2013		
	Amount	Profit ratio (%)	Amount	Profit ratio (%)	Vs. FY12(%)
Net sales	¥ 6,286 million	—	¥ 6,800 million	—	108.2
Operating income	¥ 733 million	11.7%	¥ 950 million	14.0%	129.6
Ordinary income	¥ 686 million	10.9%	¥ 950 million	14.0%	138.4
Net income	¥ 58 million	0.9%	¥ 700 million	10.3%	1,186.9



Consolidated Statements of Income (Summary)

(April 1., 2012 to March 31, 2013)

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	2,502	36.8	59	-2.1
Gross profit	3,843	61.1	4,297	63.2	453	2.1
Selling, general administrative expenses	3,110	49.5	3,347	49.2	236	-0.3
Operating income	733	11.7	950	14.0	216	2.3
Non-operating income	43	0.7	45	0.7	1	-0.0
Non-operating expenses	90	1.4	45	0.7	(45)	-0.7
Ordinary income	686	10.9	950	14.0	263	3.1
Extraordinary income	4	0.1	5	0.1	0	-0.0
Extraordinary loss	61	1.0	15	0.2	(46)	-0.8
Income before income taxes	629	10.0	940	13.8	310	3.8
Income taxes	570	9.1	240	3.5	(330)	-5.6
Net income	58	0.9	700	10.3	641	9.4