

## Accounts Settlement for Fiscal Year 2014

1. Business Performance (Consolidated)

(Millions of yen; figures rounded down to the nearest million)

|  | Previous term                     |            | Reporting term                    |            | Current term (forecasts)          |            |
|--|-----------------------------------|------------|-----------------------------------|------------|-----------------------------------|------------|
|  | (April 1, 2012 to March 31, 2013) | YoY change | (April 1, 2013 to March 31, 2014) | YoY change | (April 1, 2014 to March 31, 2015) | YoY change |
| Sales  | 468,387                           | 1.9 %      | 522,746                           | 11.6 %     | 550,000                           | 5.2 %      |
| Operating income<br>(Ratio of income to sales) | 24,884<br>( 5.3)                  | 19.9       | 31,489<br>( 6.0)                  | 26.5       | 35,000<br>( 6.4)                  | 11.1       |
| Non-operating income                           | 1,823                             |            | 942                               |            | 1,800                             |            |
| Ordinary income<br>(Ratio of income to sales)  | 23,060<br>( 4.9)                  | 22.4       | 30,546<br>( 5.8)                  | 32.5       | 33,200<br>( 6.0)                  | 8.7        |
| extraordinary profit or loss                   | 23,511                            |            | 3,823                             |            | —                                 |            |
| Income before income taxes                     | 450                               |            | 34,370                            |            | 33,200                            |            |
| Income taxes                                   | 281                               |            | 12,808                            |            | 11,800                            |            |
| Minority interests                             | 1,339                             |            | 1,367                             |            | 1,400                             |            |
| Net income<br>(Ratio of net income to sales)   | 2,071<br>( 0.4)                   | —          | 20,194<br>( 3.9)                  | —          | 20,000<br>( 3.6)                  | 1.0        |

(Reference)

|   |         |         |         |
|---|---------|---------|---------|
| EPS (Yen)   | 5.25    | 49.42   | 46.20   |
| ROE   | 1.0 %   | 8.4 %   | 7.1 %   |
| ROCE  | 5.5 %   | 6.2 %   | 6.4 %   |
| Annual Dividend (yen)                               | 12.0    | 12.0    | 12.0    |
| Payout ratio  | — %     | 24.3 %  | 26.0 %  |
| Capital investment (on completion; millions of yen) | 31,715  | 32,532  | 39,000  |
| Investments & loans (millions of yen)               | 5,672   | 35,749  | 2,800   |
| Depreciation (millions of yen)                      | 29,400  | 33,507  | 36,000  |
| Depreciation of goodwill (millions of yen)          | 2,719   | 3,668   | 4,800   |
| Interest-bearing liabilities (millions of yen)      | 253,424 | 278,063 | 254,000 |
| Net interest-bearing liabilities (millions of yen)  | 228,681 | 219,727 | 209,000 |

※ EPS is calculated by dividing the net income by the number of shares outstanding of the follows.

|                                      |   |   |  |
|--------------------------------------|---|---|--|
| Number of shares outstanding(number) | 394,843,523   | 408,630,611   | 432,872,105  |
|                                      | (Average number of shares<br>outstanding during the period) | (Average number of shares<br>outstanding during the period) | (The number of shares<br>outstanding of March 31,2014) |

## 2. Results by bussiness segment

\*External customers basis

(Millions of yen; figures rounded down to the nearest million)

|                  |                           | Previous term |            |            | Reporting term |            |            | Current term (forecasts) |            |            |
|------------------|---------------------------|---------------|------------|------------|----------------|------------|------------|--------------------------|------------|------------|
|                  |                           | Amount        | YoY change | % of total | Amount         | YoY change | % of total | Amount                   | YoY change | % of total |
| Sales*           | Industrial Gas            | 298,073       | 2.4        | 63.6       | 338,616        | 13.6       | 64.8       | 362,000                  | 6.9        | 65.8       |
|                  | Electronics-related       | 96,546        | 16.3       | 20.6       | 98,399         | 1.9        | 18.8       | 99,000                   | 0.6        | 18.0       |
|                  | Energy                    | 40,031        | 3.0        | 8.5        | 44,511         | 11.2       | 8.5        | 45,000                   | 1.1        | 8.2        |
|                  | Other                     | 33,736        | 4.7        | 7.3        | 41,219         | 22.2       | 7.9        | 44,000                   | 6.7        | 8.0        |
|                  | Consolidated              | 468,387       | 1.9        | 100.0      | 522,746        | 11.6       | 100.0      | 550,000                  | 5.2        | 100.0      |
| Operating income | Industrial Gas            | 21,322        | 1.8        | 85.7       | 21,933         | 2.9        | 69.7       | 25,800                   | 17.6       | 73.7       |
|                  | Electronics-related       | 536           | —          | 2.2        | 5,282          | —          | 16.8       | 5,000                    | 5.3        | 14.3       |
|                  | Energy                    | 1,808         | 8.4        | 7.3        | 1,674          | 7.4        | 5.3        | 1,900                    | 13.4       | 5.4        |
|                  | Other                     | 3,291         | 20.9       | 13.2       | 3,782          | 14.9       | 12.0       | 3,500                    | 7.5        | 10.0       |
|                  | Eliminations or Corporate | 1,000         | 5.3        | 4.0        | 1,183          | 18.2       | 3.8        | 1,200                    | 1.4        | 3.4        |
|                  | Consolidated              | 24,884        | 19.9       | 100.0      | 31,489         | 26.5       | 100.0      | 35,000                   | 11.1       | 100.0      |

## 3 . Results by geographical segment

\*External customers basis

(Millions of yen; figures rounded down to the nearest million)

|                  |                           | Previous term |            |            | Reporting term |            |            | Current term (forecasts) |            |            |
|------------------|---------------------------|---------------|------------|------------|----------------|------------|------------|--------------------------|------------|------------|
|                  |                           | Amount        | YoY change | % of total | Amount         | YoY change | % of total | Amount                   | YoY change | % of total |
| Sales*           | Japan                     | 339,267       | 6.1        | 72.4       | 358,692        | 5.7        | 68.6       | 363,000                  | 1.2        | 66.0       |
|                  | North America             | 90,666        | 0.4        | 19.4       | 115,857        | 27.8       | 22.2       | 135,000                  | 16.5       | 24.5       |
|                  | Other countries           | 38,453        | 54.1       | 8.2        | 48,197         | 25.3       | 9.2        | 52,000                   | 7.9        | 9.5        |
|                  | Consolidated              | 468,387       | 1.9        | 100.0      | 522,746        | 11.6       | 100.0      | 550,000                  | 5.2        | 100.0      |
| Operating income | Japan                     | 22,172        | 17.9       | 89.1       | 24,744         | 11.6       | 78.6       | 26,000                   | 5.1        | 75.1       |
|                  | North America             | 2,091         | 42.7       | 8.4        | 5,682          | 171.7      | 18.0       | 7,100                    | 24.9       | 19.4       |
|                  | Other countries           | 1,851         | 28.1       | 7.4        | 2,675          | 44.5       | 8.5        | 3,400                    | 27.1       | 9.7        |
|                  | Eliminations or Corporate | 1,231         | 19.9       | 4.9        | 1,612          | 31.0       | 5.1        | 1,500                    | 7.0        | 4.2        |
|                  | Consolidated              | 24,884        | 19.9       | 100.0      | 31,489         | 26.5       | 100.0      | 35,000                   | 11.1       | 100.0      |

## 4. Breakdown of sales by business segment

\*External customers basis

(Millions of yen; figures rounded down to the nearest million)

|                |                            | Previous term |            |            | Reporting term |            |            | Current term (forecasts) |            |            |
|----------------|----------------------------|---------------|------------|------------|----------------|------------|------------|--------------------------|------------|------------|
|                |                            | Amount        | YoY change | % of total | Amount         | YoY change | % of total | Amount                   | YoY change | % of total |
| Industrial Gas | Bulk/On-site               | 158,090       |            | 33.8       | 173,284        | 9.6        | 33.2       | 191,900                  | 10.7       | 34.7       |
|                | Pakcage                    | 98,476        |            | 21.0       | 118,545        | 20.4       | 22.7       | 124,400                  | 3.3        | 22.4       |
|                | Plants and equipment       | 41,506        |            | 8.8        | 46,785         | 12.7       | 8.9        | 47,700                   | 2.0        | 8.7        |
|                | Total                      | 298,073       |            | 63.6       | 338,616        | 13.6       | 64.8       | 362,000                  | 6.9        | 65.8       |
| Electronics    | Gases                      | 71,913        |            | 15.4       | 72,190         | 0.4        | 13.8       | 72,500                   | 0.4        | 13.2       |
|                | Equipment and installation | 24,632        |            | 5.2        | 26,208         | 6.4        | 5.0        | 26,500                   | 1.1        | 4.8        |
|                | Total                      | 96,546        |            | 20.6       | 98,399         | 1.9        | 18.8       | 99,000                   | 0.6        | 18.0       |
| Energy         | Gases                      | 36,259        |            | 7.7        | 40,880         | 12.7       | 7.8        | 41,000                   | 0.3        | 7.5        |
|                | Equipment                  | 3,771         |            | 0.8        | 3,631          | 3.7        | 0.7        | 4,000                    | 10.2       | 0.7        |
|                | Total                      | 40,031        |            | 8.5        | 44,511         | 11.2       | 8.5        | 45,000                   | 1.1        | 8.2        |
| Other          | Medical                    | 18,474        |            | 4.0        | 22,169         | 20.0       | 4.2        | 24,600                   | 11.0       | 4.5        |
|                | Thermos                    | 12,871        |            | 2.7        | 16,495         | 28.2       | 3.2        | 16,700                   | 1.2        | 3.0        |
|                | Other                      | 2,390         |            | 0.6        | 2,554          | 6.9        | 0.5        | 2,700                    | 5.7        | 0.5        |
|                | Total                      | 33,736        |            | 7.3        | 41,219         | 22.2       | 7.9        | 44,000                   | 6.7        | 8.0        |
| Consolidated   |                            | 468,387       |            | 100.0      | 522,746        | 11.6       | 100.0      | 550,000                  | 5.2        | 100.0      |

\*Sales breakdowns were previously listed according to each main product. From the fiscal year under review, however, sales breakdowns are listed by business in each segment. Since sales breakdowns for the fiscal year ended March 31, 2012 have not been recombined, year-on-year changes are not listed.

**FY 2014 Accounts Settlement (on a consolidated basis) Sales Breakdown by Product**

Note: All figures are rounded to the nearest first decimal place.

**1. Breakdown by Supply Method (oxygen, nitrogen)**

## ① Oxygen

| Supply Method | Volume<br>(% of total) | Volume<br>(YoY % change) | Value<br>(% of total) | Value<br>(YoY % change) |
|---------------|------------------------|--------------------------|-----------------------|-------------------------|
| Bulk          | 19.2%                  | 3.0%                     | 50.1%                 | 5.3%                    |
| Onsite        | 80.8%                  | 9.7%                     | 49.9%                 | 13.6%                   |

## ② Nitrogen

| Supply Method | Volume<br>(% of total) | Volume<br>(YoY % change) | Value<br>(% of total) | Value<br>(YoY % change) |
|---------------|------------------------|--------------------------|-----------------------|-------------------------|
| Bulk          | 22.3%                  | 0.6%                     | 51.3%                 | 4.1%                    |
| Onsite        | 77.7%                  | 2.0%                     | 48.7%                 | 7.3%                    |

**2. Principal Users (oxygen, nitrogen, argon) in the "Industrial Gas" and "Electronics" segments**

## ① Oxygen

| Main user industries                                   | Volume<br>(% of total) | Volume<br>(YoY % change) |
|--|------------------------|--------------------------|
| 1)Steel and other metals                               | 59.4%                  | 9.3%                     |
| 2)Chemicals  | 19.6%                  | 16.4%                    |
| 3)Shipbuilding, machinery,<br>transportation equipment | 3.1%                   | 16.8%                    |

## ② Nitrogen

| Main user industries                       | Volume<br>(% of total) | Volume<br>(YoY % change) |
|--|------------------------|--------------------------|
| 1)Steel and other metals                   | 35.4%                  | 1.6%                     |
| 2)Electronic equipment &<br>semiconductors | 23.7%                  | -1.1%                    |
| 3)Chemicals                                | 22.6%                  | 10.5%                    |

## ③ Argon

| Main user industries                                   | Volume<br>(% of total) | Volume<br>(YoY % change) |
|--|------------------------|--------------------------|
| 1)Steel and other metals                               | 37.9%                  | 6.5%                     |
| 2)Electronic equipment &<br>semiconductors             | 15.9%                  | -12.5%                   |
| 3)Shipbuilding, machinery,<br>transportation equipment | 13.5%                  | 16.0%                    |

**3. Breakdown by Principal User Industry Sectors**

| Main sectors                                       | % of sales value | YoY % change<br>in % of total sales | YoY % change<br>in sales |
|--|------------------|-------------------------------------|--------------------------|
| *Semiconductor manufacturing<br>related industries | 22.0%            | -1.7%                               | 3.5%                     |
| **Steel smelting and related<br>industries         | 22.5%            | 1.0%                                | 12.4%                    |
| **Chemicals and related<br>industries              | 23.8%            | 1.2%                                | 12.8%                    |

\*Percentage of sales value for semiconductor manufacturing sector is percentage of total sales value.

\*\*Percentage of sales value for steel smelting and chemicals sector is percentage of total sales of oxygen, nitrogen, and argon in the "Industrial Gas" and "Electronics" segments only.