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IONICS INC  
Form 8-K  
August 01, 2003

SECURITIES AND EXCHANGE COMMISSION  
Washington, DC 20549

FORM 8-K

Current Report

Pursuant to Section 13 or 15(d) of  
The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) August 1, 2003

IONICS, INCORPORATED  
(Exact name of registrant as specified in its charter)

Massachusetts (State of incorporation)	1-7211 (Commission File Number)	04-2068530 (IRS Employer ID No.)
65 Grove Street Watertown, MA (Address of principal executive offices)	02472 (Zip Code)	(617) 926-2500 (Registrant's telephone number including area code)

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Item 7. Financial Statements and Exhibits  
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(c) Exhibits

Exhibit Number -----	Description -----
99	Press release dated August 1, 2003 regarding the financial results of Ionics, Incorporated for the second quarter ended June 30, 2003.

Item 12. Results of Operations and Financial Condition  
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On August 1, 2003, Ionics, Incorporated issued a press release reporting financial results for the second quarter and first six months of 2003, ended June 30, 2003. A copy of the press release is attached hereto as Exhibit 99 and is hereby incorporated by reference.

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SIGNATURES  
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Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned duly authorized.

August 1, 2003

IONICS, INCORPORATED

By: /s/Douglas R. Brown  
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Name: Douglas R. Brown

Title: Chief Executive Officer

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Number -----	Description -----	Page Number -----
99	Press Release of Ionics, Incorporated dated August 1, 2003	4

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EXHIBIT 99

IONICS REPORTS SECOND QUARTER AND FIRST HALF RESULTS

WATERTOWN, MA, August 1, 2003... Ionics, Incorporated (NYSE-ION) today reported financial results for the quarter and six months ended June 30, 2003. For the quarter, revenues of \$90.9 million were up from \$79.5 million for the second quarter of 2002. The net loss for the quarter of \$4.9 million compared to net income of \$1.2 million for the second quarter of 2002, and the loss per share of \$0.28 for the quarter compared to earnings per share of \$0.07 for the second quarter of 2002.

Revenues for the first six months of 2003 were \$179.1 million, compared to \$159.5 million for the first six months of 2002. The net loss for the first six months of 2003 was \$4.3 million, or \$0.25 per share, compared to net income of

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\$2.7 million, or \$0.15 per share, for the first six months of 2002. Ending backlog on June 30, 2003 was \$346.0 million, compared to \$370.5 million one year earlier.

During the quarter, the Company's Trinidadian affiliate, Desalination Company of Trinidad and Tobago, Ltd. (Desalcott), completed long-term financing of the desalination plant with the bank that provided the construction financing. The proceeds were disbursed in July. Also during the quarter, the Company resolved the outstanding payment matters that were in dispute with Desalcott relating to the construction of the facility. In addition, the Company and Desalcott agreed to a price of \$7.7 million for the work required to complete the last phase of the facility, which will result in a 9% capacity increase. The Company recorded a \$3.4 million equity loss associated with Desalcott in the quarter, in large part attributable to the expenses associated with the close of the long-term financing.

Results for the quarter and six month period ended June 30, 2003 also included an asset impairment charge of \$4.0 million related to the decision to no longer utilize Cloromat sodium hypochlorite production equipment in the Company's consumer chemical operations.

Subsequent to the close of the quarter, Ionics purchased the assets of CoolerSmart LLC, located in New Castle, Delaware. CoolerSmart is a leading point-of-use water cooler rental company with over 10,000 water coolers placed throughout the mid-Atlantic region.

Ionics will broadcast its second quarter and first half financial results conference call via the internet today at 10:30AM, EDT. This conference call will be accessible on the Company's website at [www.ionics.com](http://www.ionics.com). A recorded replay of the conference call will also be accessible on our website for a two-week period commencing at 5:00PM today. In addition, this press release will also be accessible on our website promptly following its issuance.

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Ionics is a global separations technology company involved in the manufacture and sale of membranes, equipment and own and operate services for the purification, disinfection, concentration, treatment and analysis of water, wastewater and ultrapure water. Over a period of more than 50 years Ionics has built more desalination plants than any company in the world.

Safe-harbor statement under the Private Securities Litigation Reform Act of 1995: Forward-looking statements in this news release involve risk and uncertainty. The statements contained in this release which are not historical facts are forward-looking statements. These forward-looking statements are based on management's current views and assumptions and are neither promises nor guarantees but are subject to risks, uncertainties and other factors that could cause actual results to differ materially from management's current expectations as described in such forward-looking statements, including overall economic and business conditions; competitive factors, such as acceptance of new products, pricing pressures and competition from competitors larger than the Company; risks of nonpayment of accounts receivable, including those from affiliated companies; risks associated with foreign operations; technological and product development risks; availability of manufacturing capacity; and other factors described in the Company's filings with the Securities and Exchange Commission,

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including its annual report on Form 10-K for the year ended December 31, 2002. You should not place undue reliance on the forward-looking statements in this press release, and the Company disavows any obligation to update or supplement those statements in the event of any changes in the facts, circumstances, or expectations that underlie those statements.

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### IONICS REPORTS SECOND QUARTER AND FIRST HALF RESULTS

#### CONSOLIDATED STATEMENTS OF OPERATIONS (Amounts in thousands, except per share amounts)

	Three months ended June 30,		Six mo Jun
	2003	2002	2003
	(as restated)		
<b>Revenues:</b>			
Equipment Business Group	\$ 37,430	\$ 35,944	\$ 70,11
Ultrapure Water Group	23,615	25,440	48,86
Consumer Water Group	10,006	8,726	20,82
Instrument Business Group	6,879	6,810	14,55
Affiliated companies	13,006	2,577	24,78
	90,936	79,497	179,14
<b>Costs and expenses:</b>			
Cost of sales of Equipment Business Group	28,554	26,579	52,01
Cost of sales of Ultrapure Water Group	18,078	18,613	36,86
Cost of sales of Consumer Water Group	6,753	4,874	14,26
Cost of sales of Instrument Business Group	3,010	2,584	6,12
Cost of sales to affiliated companies	11,166	2,279	21,38
Research and development	1,954	1,594	3,73
Selling, general and administrative	22,827	21,545	45,37
Impairment of long-lived assets	3,981	-	3,98
	96,323	78,068	183,74
(Loss) income from operations	(5,387)	1,429	(4,60)
Interest income, net	491	492	1,05
Equity (loss) income	(2,742)	782	(2,84)
(Loss) income before income taxes and minority interest expense	(7,638)	2,703	(6,39)

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Income tax (benefit) expense	(2,902)	1,297	(2,42)
(Loss) income before minority interest expense	(4,736)	1,406	(3,96)
Minority interest expense	188	161	38
Net (loss) income	\$ (4,924)	\$ 1,245	\$ (4,34)
Basic (loss) earnings per share	\$ (0.28)	\$ 0.07	\$ (0.2)
Diluted (loss) earnings per share	\$ (0.28)	\$ 0.07	\$ (0.2)
Shares used in basic (loss) earnings per share calculations	17,564	17,547	17,55
Shares used in diluted (loss) earnings per share calculations	17,564	17,707	17,55
Backlog			\$ 346,04

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CONDENSED CONSOLIDATED BALANCE SHEETS  
(Amounts in thousands)

	June 30, 2003	December 2002
Current assets:		
Cash and cash equivalents	\$ 126,979	\$ 136
Restricted cash	-	4
Short-term investments	1,033	
Notes receivable, current	7,092	6
Accounts receivable, net	83,907	94
Receivables from affiliated companies	47,491	23
Inventories	34,665	34
Other current assets	25,331	27
Total current assets	326,498	328
Receivables from affiliated companies, long-term	17,935	11
Notes receivable, long-term, net	25,123	24
Investments in affiliated companies	19,078	22

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Property, plant and equipment, net	179,537	179
Other assets	40,742	40
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Total assets	\$ 608,913	\$ 608
	=====	=====
Current liabilities:		
Notes payable and current portion of long-term debt	\$ 5,075	\$ 4
Accounts payable	28,619	36
Deferred revenue and advances from affiliated companies	11,816	4
Other current liabilities	63,060	69
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Total current liabilities	108,570	114
Long-term debt and notes payable	9,421	9
Deferred income taxes	36,376	35
Deferred revenue from affiliated companies, long-term	3,916	4
Other liabilities	7,950	6
Stockholders' equity	442,680	438
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Total liabilities and stockholders' equity	\$ 608,913	\$ 608
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For more information, contact:

Francine S. Bernitz, Vice President  
Marketing and Corporate Communications  
Ionics, Incorporated  
Tel: (617) 926-2510 ext. 312  
fbernitz@ionics.com

Theodore G. Papastavros  
Executive Vice President and Treasurer  
Ionics, Incorporated  
Tel: (617) 926-2510 ext. 221  
tpapastavros@ionics.com