

May 11, 2009

# Medium-term Management Program "Project IT-II (Innovation TORAY II)"

Toray Industries, Inc.



### Recognition of the Business Environment and \*TORAY\* Response to the Deterioration of the Business Environment Innovation by Chemistry

#### [Recognition of the business environment]

- Deepening of a world wide chain reaction of a credit crunch and deterioration of business conditions triggered by the financial market
- Serious global economic downturn



Demand is declining rapidly on a global scale

Toray recognizes that the economy will take certain time to recover

#### [Response to the deterioration of the business environment]

#### August 2008 ~

#### Group-wide Emergency Measures (1st Phase)

- ①Promote cost reduction
- ②Maintain and expand the product spread
- ③Hold down capital expenditures and R&D expenses

#### December 2008 ~

#### Group-wide Emergency Measures (2<sup>nd</sup> Phase)

Strengthen
Phase 1 initiatives

4 Optimize inventory levels by reducing production

#### February 2009 ~

#### **Group-wide Emergency Measures (3rd Phase)**

- ①Zero executive bonus and reduce fixed remuneration for executives by an average of 30%
- ②Reduce all types of fixed and variable costs
- 3 Maximize earnings through securing demand
- ④Comprehensively reduce capital expenditures and prioritize boldly R&D themes
- ⑤ Reduce inventories by reducing production

### Medium-term Management Program "Project IT- II"



Basic strategy to overcome the economic crisis and respond to socioeconomic structural changes for the next two years

Medium-term Management Program "Project IT-II (Innovation TORAY II)"

launched in April 2009

#### [ Basic Principles of "IT-II" ]

- 1. Total cost reduction
- 2. Profit maximization by comprehensively "ensuring sales through every possible effort"
- 3. Optimization of the scale and systems of the businesses in response to structural changes in business environment
- 4. In-depth reduction of capital expenditures and working capital
- 5. Promotion of business structure reform to prepare for future growth

### **Group-wide Projects under "IT-II"**



1. Total Cost Reduction Project (TC Project: Total Cost Reduction Project)

2. "Action Program for Survival" Project (APS Project: Action Program for Survival)

3. "Action Program for Growth" Project (APG Project: Action Program for Growth)

# 1. Total Cost Reduction Project (TC Project)



- As a Group, we will reduce all types of costs to bolster our competitiveness in response to the rapid deterioration of the business environment
  - < Key issues >
  - >Reduce production fixed costs through all possible measures including scaling down, shutdown and consolidation of production lines
  - ➤ Comprehensively reduce SGA fixed costs
    (product development costs, labor costs, sales promotion costs, etc.)
  - >Comprehensively reduce variable costs
    (yield improvement, VA in purchasing, logistic efficiency improvement, etc.)

Cost reduction target (~ FY ending March 2011): total 100 billion yen <br/>
<b

→ aim for 50 billion yen of cost reduction by FY Mar/10

### 2. "Action Program for Survival" Project (APS Project)



- We will maximize earnings by comprehensively "ensuring sales through every possible effort" even in the contracted markets
- We will optimize the scale and systems for marketing and sales, production and development functions based on medium-term business forecasts

- < Key issues >
- >Increase sales volume using optimal pricing strategies (increasing market share in priority fields)
- Establish reasonable forecasts for the scale of businesses in the medium term, and optimize the scale and systems for marketing and sales, production and development functions (including actions on unprofitable and low-profit businesses and companies)
- ➤ Review allocation of technology development resources and realize profits ahead of schedule by concentrating the resources on top priority development themes which are expected to make a quick contribution to profit
- >Set up and implement specific tasks to achieve group-wide objectives established under the TC Project, etc.



# 3. "Action Program for Growth" Project (APG Project)



- We will promote growth strategies to once again consistently grow as a highly profitable business group after overcoming the economic crisis
- We will provide solutions toward global-scale constraining factors on economic growth (environmental issues, natural resources / energy, aging population with the diminishing number of children, etc.) with Toray products and technologies in order to achieve further growth

#### Medium-term and long-term growth strategies inherited from "IT-2010"

#### < Basic strategies>

<Specific Measures>

Transforming to a highly profitable business group

**Expand Strategically Expanding / Developing Businesses, Advance business structure reform** 

**Expanding advanced materials in 4 major growing business fields** 

Information / Telecommunications / Electronics

**Automobiles / Aircraft** 

**Life Science** 

**Environment / Water- related / Energy** 

Expand electro-coating / circuit materials businesses

Expand carbon fiber composite materials business, Expand A & A Center

Launch new drugs (Careload®LA, REMITCH®), Expand artificial kidney business

Expand water treatment business globally, Expand bio-polymer products

#### Basic strategies of the Action Program for Growth addressed in "IT-II"

Providing solutions to the constraining factors on economic growth with Toray Group products and technologies

- Preservation of global environment (CO<sub>2</sub> reduction, etc.)

: Energy conservation, Renewable energies

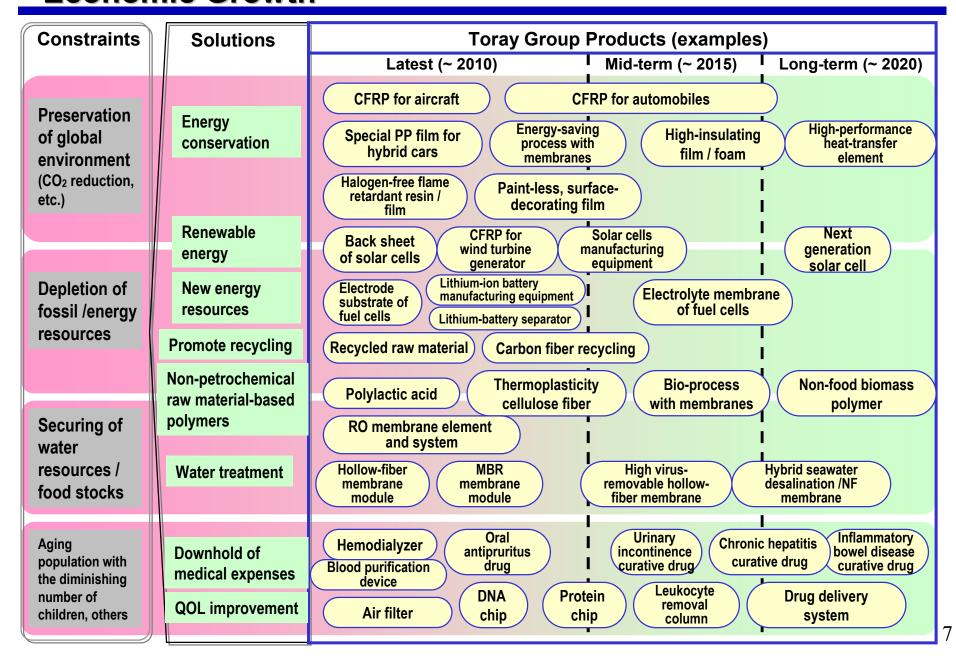
- Depletion of fossil / energy resources

- : New energy resources, Non-petrochemical raw materials-based polymers
- Securing of water resources / food stocks
- : Seawater desalination system, Non-food bio-polymers
- Aging population with the diminishing number of children

: QOL improvement with life science business, others

### Solution Proposal to Constraining Factors on Economic Growth





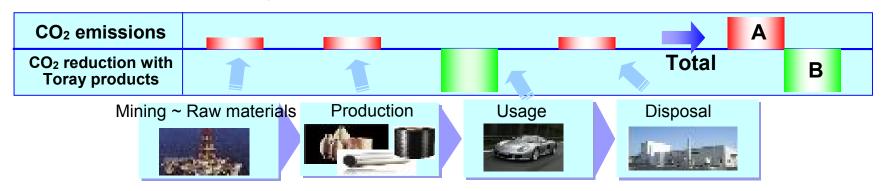
### Contribution to Global Environmental Issues through Life Cycle Assessment (LCA)



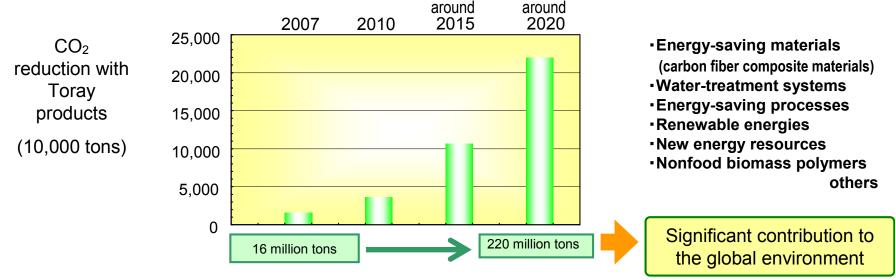
#### [LCA: CO<sub>2</sub> reduction effects of whole life cycle]

- CO<sub>2</sub> emissions during manufacturing process
   (mining natural resources ~ production) and disposal : A
- CO₂ reduction during usage through energy-saving effects, etc. : B
- CO<sub>2</sub> reduction of whole life cycle : B A

**LCA**(Life Cycle Assessment)



#### [CO<sub>2</sub> reduction effects with Toray products (estimation)]



### Relations of "IT-2010" and "IT-II"



Long-term vision

#### "AP-Innovation TORAY 21"

Corporate image of Toray Group in the 21st century Corporate slogan "Innovation by Chemistry"

"Toward a Global Top Company of Advanced Materials"

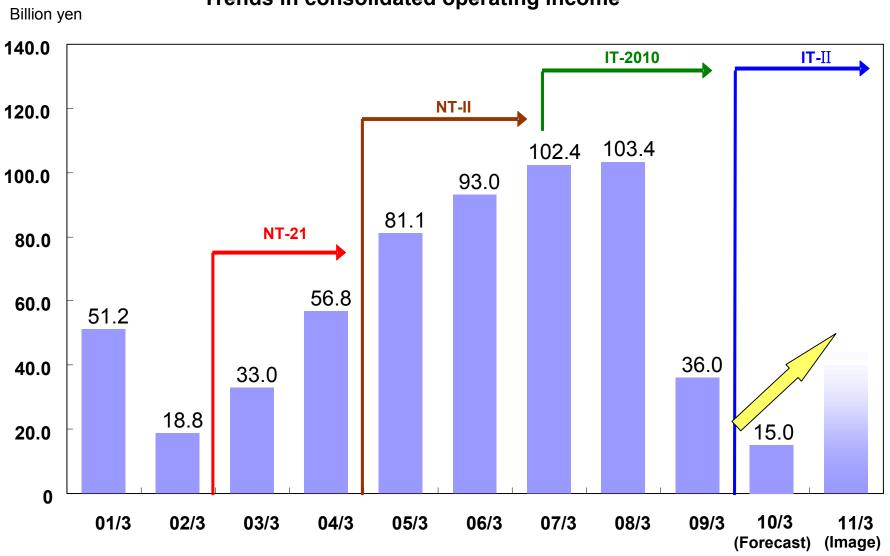
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"IT-2010" Mid-term Business Strategies **Management with** 「Reforms with No Exception」 Innovation and Creativity | - Overcoming Economic Crisis -- Challenges for Further Growth -Major issues: Five Innovations 1. transforming to a highly profitable business group Strategies 2. expanding advanced materials in four major continue growing business fields Capital expenditures / Concentrate on overcoming the **R&D** investment strategies economic crisis **Eight Projects** Build a foundation for the future growth 1. Business structure innovation **Three Projects** 2. Overseas business strengthening 3. Advanced material business expansion 1. Total cost reduction 4. R&D capabilities innovation 2. Action Program for Survival 5. Manufacturing technology innovation 3. Action Program for Growth 6. Cost innovation freeze **Numerical target for FY March 2011** 7. Marketing and sales innovation 8. Corporate brand strengthening Achieve operating income at least equal to the FY March **Numerical targets around 2010** new **2009 level** Net sales 1,800 billion ven Operating income 150 billion ven **ROA 8%, ROE 11%** 

# Image of Business Recovery under "IT-II" (consolidated operating income)



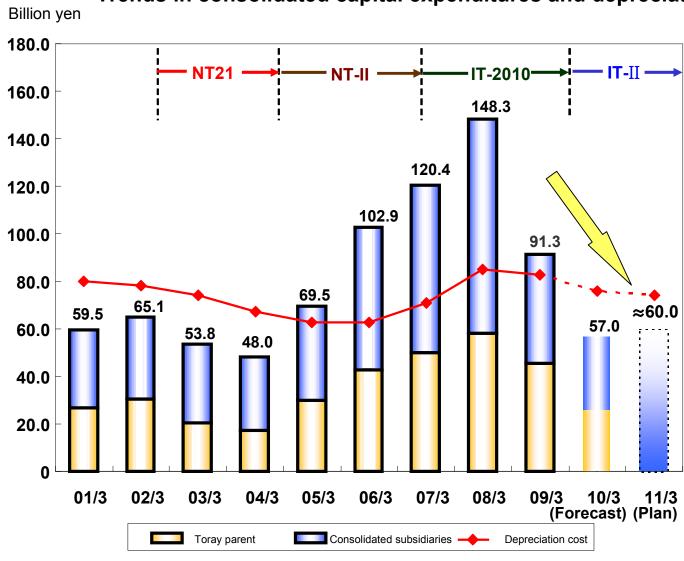








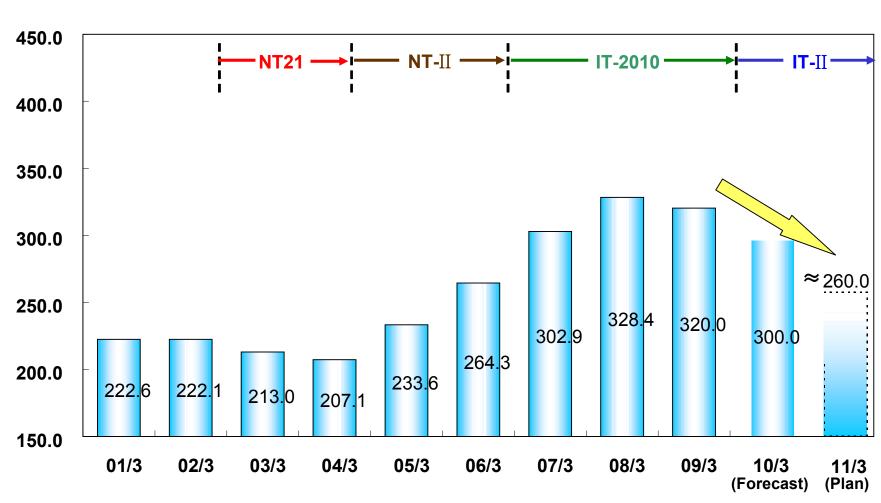
#### Trends in consolidated capital expenditures and depreciation cost



# Reduction of Working Capitals (inventories / account receivable, etc.)



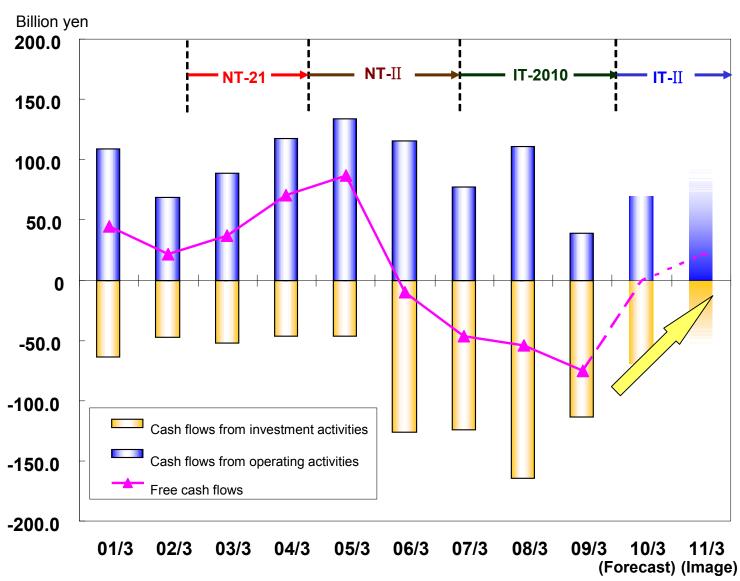




### Improvement of Cash Flows



#### Trends in consolidated cash flows





Descriptions of predicted business results, projections and business plans contained in this material are based on assumptions and forecasts regarding the future business environment, made at the present time.

The material in this presentation is not a guarantee of the company's future business performance.