November 7, 2003

# Midterm Business Results Announcement <br> <For the Six Months ended Sep. 30 2003> 

## Toray Industries, Inc.

## 'TORAY'

## Contents

## I. Midterm Business Results for the Fiscal Year Ending March 2004 (Consolidated Basis)

- Summary
- Nonoperating Income and Expenses / Ordinary Income
- Special Credits and Charges / Income before Income Taxes
- Assets / Capital Investment / Depreciation and Amortization
- Results by Business Segment
- Operating Profits Factor Analysis
- Results of Major Subsidiaries
- Research and Development Expenses / Number of Employees
- Changes in Subsidiaries and Affiliates
II. Business Forecast for the Fiscal Year Ending March 2004 (Consolidated Basis)
- Summary (P21)
- Forecast by Business Segment (P22-23)
III. Midterm Business Results for the Fiscal Year Ended March 2004(Non-consolidated Basis)
- Summary
( P25-26)
- Results by Business Segment
(P27)
- Forecast for the Fiscal Year Ending March 2004
( P28)


## Reference

1: Forecast of Capital Investment / Depreciation / Research \& Development Expenses (P30)
2 : Consolidated Business Results by Segment ( Changes by Quarter Terms)
(P31-34)

## 'TORAY'

I. Midterm Business Results for the Fiscal Year Ending March 2004 (Consolidated Basis)

## Summary (Profits)

## 'TORAY'

Billion $¥$

|  | FY Mar/03 <br> Midterm | FY Mar/04 <br> Midterm | Changes |  |
| :--- | ---: | ---: | ---: | ---: |
| Net Sales | 498.5 | 534.3 | +35.8 | $(+7.2 \%)$ |
| Cost of Sales | 393.6 | $\mathbf{4 1 9 . 9}$ | +26.3 | $(+6.7 \%)$ |
| Gross Margin | 104.9 | $\mathbf{1 1 4 . 5}$ | +9.5 | $(+9.1 \%)$ |
| (Gross Margin to Net Sales) | $21.1 \%$ | $\mathbf{2 1 . 4 \%}$ | +0.4 | points |
| Operating Income | 12.7 | $\mathbf{2 4 . 7}$ | +12.1 | $(+95.5 \%)$ |
| (Operating Income to Net Sales) | $2.5 \%$ | $\mathbf{4 . 6 \%}$ | +2.1 | points |
| Nonoperating Income and Expenses | $\mathbf{\Delta} 4.8$ | $\mathbf{\Delta 1 . 8}$ | +3.0 | $(-)$ |
| Ordinary Income | 7.9 | $\mathbf{2 3 . 0}$ | +15.1 | $(+191.7 \%)$ |
| Special Credits and Charges | 1.7 | $\mathbf{\Delta} 1.2$ | -2.9 | $(-)$ |
| Midterm Net Income | 1.3 | $\mathbf{1 0 . 9}$ | +9.7 | $(+754.6 \%)$ |

Exchange Rates
Midterm 03/3 Midterm 04/3
Midterm 03/3 Midterm 04/3
<Yen/US\$> Midterm average: $123.1 \longrightarrow 118.0<$ US\$/Euro> Midterm average: $0.95 \longrightarrow 1.13$
End of the term: $122.6 \longrightarrow 111.3 \quad$ End of the term: $0.98 \longrightarrow 1.16$

## Summary (Financial Position)

Billion $¥$

|  | End of <br> Mar/03 | End of <br> Sept/03 | Changes |  |
| :--- | ---: | ---: | ---: | ---: |
| Total Assets | $1,301.0$ | $\mathbf{1 , 3 0 2 . 3}$ | +1.3 | $(+0.1 \%)$ |
| Stockholder's Equity | 390.4 | $\mathbf{4 0 8 . 2}$ | +17.8 | $(+4.6 \%)$ |
| Interest-bearing Debts | 546.1 | $\mathbf{5 3 0 . 4}$ | -15.7 | $(-2.9 \%)$ |


|  | FY Mar/03 <br> Midterm | FY Mar/04 <br> Midterm | Changes |  |
| :--- | ---: | ---: | ---: | :--- |
| ROE | $0.6 \%$ | $\mathbf{5 . 5 \%}$ | +4.9 | points |
| ROA $^{* 1}$ | $1.9 \%$ | $\mathbf{3 . 8 \%}$ | +1.9 | points |
| Free Cash Flow | 7.8 | $\mathbf{2 0 . 1}$ | +12.3 | $(+157.7 \%)$ |

*1) $\mathrm{ROA}=$ Operating Profit / Total Assets
ROE, ROA are annual exchange ratios.

## Non-operating Income and Expenses/ Ordinary Income

## 'TORAY'

Billion $¥$

|  | FY Mar/03 Midterm | $\begin{array}{c\|} \hline \text { FY Mar/04 } \\ \text { Midterm } \end{array}$ | Changes | Comments |
| :---: | :---: | :---: | :---: | :---: |
| Nonoperating Income | 7.0 | 7.4 | +0.4 |  |
| Interest and Dividend Income | 1.2 | 0.9 | -0.4 |  |
| Equity in Earnings of Affiliates | 1.4 | 3.2 | +1.7 | Dow Corning Toray Silicone Co., Ltd., Du Pont Toray Co., Ltd., etc. |
| Other | 4.3 | 3.4 | -1.0 | Decrease of exchange profit from overseas subsidiaries, etc. |
| Nonoperating Expenditure | - 11.8 | $\triangle 9.2$ | +2.6 |  |
| Interest Expenses | - 5.4 | $\triangle 4.0$ | +1.3 | Reduction of interest-bearing debts, fall in the interest rate |
| Other | $\pm 6.4$ | $\triangle 5.1$ | +1.3 | Decrease of loss on write-down or disposal of inventories, etc. |
| Nonoperating Income and Expenses | $\pm 4.8$ | $\pm 1.8$ | +3.0 |  |
| Ordinary Income | 7.9 | 23.0 | +15.1 |  |

[^0]
## Special Credits and Charges / Income Before Income Taxes

## 'TORAY'

Billion $¥$

|  | $\begin{array}{\|c\|} \hline \text { FY Mar/03 } \\ \text { Midterm } \\ \hline \end{array}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \\ \hline \end{gathered}$ | Changes | Comments |
| :---: | :---: | :---: | :---: | :---: |
| Special Credits | 9.8 | 1.5 | -8.4 |  |
| Gain on Sales of Property, Plant, and Equipment | 0.3 | 1.4 | +1.1 | Sales of land for company apartment |
| Gain on Sales of Investments in Securities | 0.1 | 0.1 | +0 |  |
| Gain on Contribution of Securities to Retirement Benefit Trust | 9.5 | - | -9.5 |  |
| Special Charges | $\pm 8.1$ | ^ 2.7 | +5.4 |  |
| Loss on Sales or Disposal of Property, Plant, and Equipment | ^ 2.7 | ^ 1.3 | +1.4 | Disposal losses and expenses of equipment except for fibers \& textiles and plastics \& chemical segments |
| Loss of Sales or Write-down of Investments in Securities | - 0.1 | $\triangle 0.1$ | -0 |  |
| Restructing Expenses | $\pm 3.2$ | $\triangle 1.3$ | +2.0 | Disposal losses and expenses of equipment for fibers \& textiles and plastics \& chemical segments |
| Others | $\pm 2.2$ | $\triangle 0$ | +2.2 |  |
| Net Special Credits and Charges | 1.7 | $\triangle 1.2$ | -2.9 |  |
| Income Before Income Taxes | 9.6 | 21.8 | +12.2 |  |

*     + : Income / ( $\boldsymbol{*}$ ): Expenses


## Assets/Capital Investment/ Depreciation and Amortization

Billion $¥$

|  | End of <br> Mar/03 | End of <br> Sept/03 | Changes | Comments |
| :--- | ---: | ---: | ---: | :--- |
| Total Assets | $1,301.0$ | $\mathbf{1 , 3 0 2 . 3}$ | +1.3 |  |
| Total Current Assets | 521.6 | 525.4 | +3.7 |  |
| Tangible Fixed Assets | 583.3 | 573.4 | -9.8 | Efficiency efforts of capital investments, etc. |
| Intangible Assets | 9.1 | 9.7 | +0.6 |  |
| Investments and other <br> Assets | 186.9 | 193.7 | +6.8 | Increase of investment securities due to <br> recovery of stock prices, etc. |


|  | FY Mar/03 <br> Midterm | FY Mar/04 <br> Midterm | Changes | Comments |
| :--- | ---: | ---: | ---: | :--- |
| Capital Investment | 23.8 | $\mathbf{2 1 . 9}$ | -1.9 | Toray : 6.9, Japan : 4.5, Overseas : 10.6 |
| Depreciation | $-)$ | 37.3 | $\mathbf{3 3 . 3}$ | -4.0 |
| Toray : 14.0, Japan : 4.7, Overseas : 14.6 |  |  |  |  |
| Transfer, Elimination | $\mathbf{\Delta} 15.2$ | $\mathbf{1 . 6}$ | $\mathbf{+ 1 6 . 8}$ |  |
| Change in Tangible Fixed <br> Assets | $\mathbf{\Delta} 28.7$ | $\mathbf{\Delta 9 . 8}$ |  |  |

## 'TORAY'

## Results by Business Segment

Billion $¥$

|  | Net Sales |  |  | Operating Income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY Mar/03 Midterm | FY Mar/04 Midterm | Changes | $\begin{array}{\|c\|} \hline \text { FY Mar/03 } \\ \text { Midterm } \\ \hline \end{array}$ | FY Mar/04 Midterm | Changes |
| Fibers \& Textiles | 209.1 | 213.4 | +4.3 (+2.1\%) | 4.0 | 9.4 | +5.4 (+135.7\%) |
| Plastics and Chemicals | 119.2 | 129.0 | +9.8 (+8.2\%) | 2.9 | 4.5 | +1.6 (+56.2\%) |
| IT-related Products | 72.1 | 81.8 | +9.7 (+13.4\%) | 4.8 | 6.7 | +1.9 (+40.0\%) |
| Housing and Engineering | 44.7 | 54.3 | +9.5 (+21.3\%) | - 1.8 | 0.3 | +2.2 (-) |
| Pharmaceuticals and Medical Products | 22.9 | 22.0 | -0.9 (-3.8\%) | 0.9 | 0.7 | -0.2 (-26.4\%) |
| New Products and Other Businesses | 30.6 | 33.9 | +3.4 (+11.0\%) | 1.5 | 2.7 | +1.2 (+76.7\%) |
| Total | 498.5 | 534.3 | +35.8 (+7.2\%) | 12.3 | 24.4 | +12.1 (+98.0\%) |
| Elimination \& Corporate |  |  |  | 0.3 | 0.4 | +0 |
| Consolidated | 498.5 | 534.3 | +35.8 (+7.2\%) | 12.7 | 24.7 | +12.1 (+95.5\%) |

## Results by Business Segment (Fibers and Textiles)

| Billion $¥$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales |  |  | Operating Income |  |  | Comments |
|  | FY Mar/03 Midterm | $\begin{array}{\|c\|} \hline \text { FY Mar/04 } \\ \text { Midterm } \end{array}$ | Changes | FY Mar/03 Midterm | $\begin{array}{\|c\|} \hline \text { FY Mar/04 } \\ \text { Midterm } \end{array}$ | Changes |  |
| Toray | 69.1 | 64.1 | -4.9 (-7.1\%) | $\triangle 1.9$ | 3.5 | +5.4 (-) | Apparent sales drops due to the transfer of garment businesses to a trading subsidiary but actual sales increases. Income increased substantially due to the price rise, shift to more profitable products, reinforcement of corporate structure and promotion of New Value Creator business model. |
| Japanese Subsidiaries | 71.2 | 79.0 | +7.8 (+10.9\%) | 1.2 | 2.1 | +0.9 (+71.2\%) | Income increased mainly due to good performance of a trading subsidiary and reinforcement of each subsidiaries' corporate structure. |
| Overseas Subsidiaries | 68.8 | 70.2 | +1.5 (+2.1\%) | 4.0 | 4.2 | +0.2 (+4.1\%) | Income increased due to reinforcement of corporate structures of subsidiaries in South East Asia and Korea. Income declined in an European man-made suede subsidiary due to general consumption fall reflecting dull European economies. |
| Adjustment |  |  |  | 0.7 | - 0.3 | -1.0 |  |
| Total | 209.1 | 213.4 | +4.3 (+2.1\%) | 4.0 | 9.4 | +5.4 (+135.7\%) |  |

## <Major Subsidiaries and Affiliates>

Domestic : Toray International Inc., Ichimura Sangyo, Co., Ltd., etc.
Asia : ITS (Indonesia), LUCKYTEX (Thailand), PENFABRIC (Malaysia), TFNL, TAK (China), etc.
Europe \& U.S. : ALCANTARA (Italy), etc.

# Results by Business Segment (Plastics and Chemicals) 

## 'TORAY'

Billion $¥$

|  | Net Sales |  |  | Operating Income |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { FY Mar/03 } \\ \text { Midterm } \\ \hline \end{gathered}$ | FY Mar/04 Midterm | Changes | $\begin{gathered} \text { FY Mar/03 } \\ \text { Midterm } \\ \hline \end{gathered}$ | FY Mar/04 Midterm | Changes |  |
| Toray | 41.1 | 41.5 | +0.4 (+0.9\%) | 0.2 | 0.1 | -0 (-23.4\%) | Income increased in resins for automotives. Income increased in films for industrial use. Income decreased in chemicals due to a hike in raw material costs. |
| Japanese Subsidiaries | 35.6 | 39.8 | +4.3 (+12.0\%) | 1.6 | 2.2 | +0.6 (+37.0\%) | Sales and income increased mainly due to good performance of film and resin processing subsidiaries. |
| Overseas Subsidiaries | 42.5 | 47.7 | +5.2 (+12.2\%) | 1.1 | 2.2 | +1.1 (+103.9\%) | Sales and income increased through production mix change and reinforcement of corporate structures in European and US film subsidiaries. |
| Adjustment |  |  |  | 0.1 | 0 | -0 |  |
| Total | 119.2 | 129.0 | +9.8 (+8.2\%) | 2.9 | 4.5 | +1.6 (+56.2\%) |  |

<Major Subsidiaries and Affiliates>
Domestic : Toyo Metallizing Co., Ltd., Toray Fine Chemicals Co., Ltd., etc.
Overseas : TPA (U.S.), TSI (Korea), TPEU (France), TPM (Malaysia), etc.

## Results by Business Segment (IT-related Products)

Billion $¥$


## <Major Subsidiaries and Affiliates>

Domestic : Toray Engineering Co., Ltd., Toyo Metallizing Co., Ltd., etc. Overseas : TSI (Korea), TPA (U.S.), TPEU (France), etc.

## Results by Business Segment (Housing and Engineering)

## 'TORAY'

|  | Billion $¥$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales |  |  | Operating Income |  |  |  | Comments |
|  | $\begin{array}{\|c\|} \hline \text { FY Mar/03 } \\ \text { Midterm } \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline \text { FY Mar/04 } \\ \text { Midterm } \end{array}$ | Changes | $\begin{array}{c\|} \hline \text { FY Mar/03 } \\ \text { Midterm } \\ \hline \end{array}$ | FY Mar/04 Midterm |  |  |  |
| Toray | 3.3 | 3.6 | +0.2 (+7.0\%) | - 0.7 | - 0.6 | $+0.1$ | (-) |  |
| Japanese Subsidiaries | 41.1 | 50.4 | +9.3 (+22.6\%) | $\pm 1.2$ | 0.9 | +2.1 | $\text { ( }-() \mid$ | Sales increased drastically in plant and mansion businesses. Income increased drastically due to reinforcement of corporate structure. |
| Overseas Subsidiaries | 0.3 | 0.3 | -0 (-4.3\%) | $\triangle 0$ | 0 | +0 | (-) |  |
| Adjustment |  |  |  | 0 | 0 | -0 |  |  |
| Total | 44.7 | 54.3 | +9.5 (+21.3\%) | $\pm 1.8$ | 0.3 | +2.2 | (-) |  |

<Major Subsidiaries and Affiliates>
Domestic : Toray Construction Co., Ltd., Toray Engineering Co., Ltd., etc.

## Results by Business Segment (Pharmaceuticals and Medical Products)

 'TORAY'Billion $¥$

|  | Net Sales |  |  | Operating Income |  |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{c\|} \hline \text { FY Mar/03 } \\ \text { Midterm } \end{array}$ | FY Mar/04 Midterm | Changes | FY Mar/03 <br> Midterm | FY Mar/04 Midterm |  | ges |  |
| Toray | 7.4 | 6.1 | -1.3 (-17.3\%) | 0.9 | 0.6 | -0.3 | (-32.3\%) | Feron* business was as the same as the previous year and Dorner* business was affected by tough competition. |
| Japanese Subsidiaries | 13.8 | 14.3 | +0.5 (+3.3\%) | $\triangle 0.1$ | 0.3 | +0.4 | ( - ) | Income increased through sales expansion of polysulfone artificial kidney and reinforcement of corporate structure. |
| Overseas <br> Subsidiaries | 1.7 | 1.6 | -0.1 (-3.4\%) | - 0.0 | 0 | +0 | (-) |  |
| Adjustment |  |  |  | 0.1 | - 0.3 | -0.4 |  |  |
| Total | 22.9 | 22.0 | -0.9 (-3.8\%) | 0.9 | 0.7 | -0.2 | (-26.4\%) |  |

<Major Subsidiaries and Affiliates>
Domestic: Toray Medical Co., Ltd.

## Results by Business Segment (New Products and Others)

## 'TORAY'


<Major Subsidiaries and Affiliates>
Domestic: Toray Research Center Inc.,Toray Enterprise Corp., etc.
Overseas : SOFICAR (France), etc.

## Operating Profits Factor Analysis

|  | Midterm Mar/03 to Midterm Mar/04 |  |  |
| :--- | :---: | :---: | :---: |
|  | Toray | Subsidiaries | Total |
| Expansion of Advanced Materials and NVC* activities, <br> Production \& Sales Efficiency Improvement (Improvement <br>  <br> Production Amount Increase, etc. | +2.8 | +8.3 | $\mathbf{+ 1 1 . 1}$ |
| Achievement of "TC* Project" (Reduction of Production <br> Fixed Costs, Outsourcing Costs, Procurement and <br> Logistics Costs, Overhead Costs, and Sales Expenses, <br> Optimization of Head Count, Etc.) | +5.1 | +1.4 | $\mathbf{+ 6 . 5}$ |
| Influence of Selling Prices and Raw Material Costs <br> change, etc. | -1.1 | $\mathbf{- 4 . 4}$ | $\mathbf{- 5 . 5}$ |
| Total | $\mathbf{+ 6 . 8}$ | $\mathbf{+ 5 . 3}$ | $\mathbf{+ 1 2 . 1}$ |

* NVC : New Value Creator
*TC Project: Total Cost Down Project


## Results of Major Subsidiaries

| Company Name | Main Businesses | Location | Shares Owned by Toray (\%) | Account <br> Closing <br> Month | Net Sales (Billion Yen) |  |  | Operating Income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | FY <br> Mar/04 <br> Midterm <br> 15.7 | Change |  | FY <br> Mar/04 <br> Midterm | Changes |
| Ichimura Sangyo, Co., Ltd. | Fibers \& Textiles/Plastics | Japan | 85.0 | March | 16.2 | 15.7 | -0.5 | Black | Black | Increased |
| Toray Construction Co., Ltd. | Construction,Housing Estates | Japan | 100.0 | March | 13.6 | 25.1 | +11.4 | Red | Black | Improved |
| Toray Engineering Co., Ltd. | Engineering/IT Equipment | Japan | 99.9 | March | 29.9 | 34.2 | +4.3 | Red | Black | Improved |
| Toray Medical Co., Ltd. | Medical,Pharmaceuticals | Japan | 100.0 | March | 15.1 | 15.6 | +0.5 | Zero | Black | Increased |
| Toray International, Inc. | Trading | Japan | 100.0 | March | 91.0 | 119.3 | +28.3 | Black | Black | Increased |
| Du Pont-Toray Co., Ltd. | Fibers/Textiles/Plastics/Films | Japan | 50.0 | March | 19.7 | 15.7 | -4.0 | Black | Black | Increased |
| Dow Corning Toray Silicone | Plastics/Chemicals | Japan | 35.0 | December | 19.9 | 20.4 | +0.5 | Black | Black | Increased |
| ITS | Fibers \& Textiles | Indonesia | 80.1 | December | 6.6 | 7.6 | +0.9 | Black | Black | Decreased |
| LUCKYTEX | Fibers \& Textiles | Thailand | 51.0 | March | 7.8 | 7.7 | -0.1 | Black | Black | Decreased |
| PENFABRIC | Fibers \& Textiles | Malaysia | 100.0 | March | 9.3 | 9.1 | -0.2 | Black | Black | Stable |
| PENFIBRE (Fibers \& Textiles | Fibers \& Textiles | Malaysia | 100.0 | March | 3.0 | 2.9 | -0 | Red | Zero | Increased |
| PENFIBRE (Films) | Films | Malaysia | 100.0 | March | 3.6 | 3.7 | +0 | Black | Black | Stable |
| TPM | Plastics | Malaysia | 100.0 | March | 11.2 | 12.0 | +0.8 | Black | Black | Decreased |
| TFNL | Fibers \& Textiles | China | 100.0 | December | 4.8 | 4.6 | -0.2 | Red | Red | Flat |
| TSI (Fibers \& Textiles) | Fibers \& Textiles | Korea | 70.0 | December | 9.2 | 10.0 | +0.8 | Black | Black | Increased |
| TSI (Films) | Films | Korea | 70.0 | December | 14.5 | 16.7 | +2.2 | Black | Black | Increased |
| ALCANTARA | Fibers \& Textiles | Italy | 70.0 | December | 8.1 | 7.7 | -0.4 | Black | Black | Decreased |
| TPA | Films | U.S. | 100.0 | December | 17.4 | 17.9 | +0.5 | Red | Zero | Improved |
| TPEu | Films | France | 100.0 | December | 10.5 | 11.1 | +0.6 | Red | Zero | Improved |
| SOFICAR | Carbon Fiber | France | 70.0 | December | 5.3 | 5.9 | +0.7 | Black | Black | Stable |

(*) Affiliated Companies under the Equity Method
Above Net Sales include internal sales.
DuPont-Toray's decrease is due to the separation of polyurethane elastic fiber business.

## Research and Development Expenses/ Number of Employees

Research and Development Expenses
Billion $¥$

|  | FY Mar/03 <br> Midterm | FY Mar/04 <br> Midterm | Changes |
| :---: | ---: | ---: | ---: |
| Toray Parent Company | 15.7 | $\mathbf{1 5 . 5}$ | -0.2 |
| Consolidated Subsidiaries | 3.4 | $\mathbf{3 . 1}$ | -0.3 |
| Consolidated Base | 19.1 | $\mathbf{1 8 . 6}$ | -0.5 |

## Number of Employees

|  | End of <br> Sept/02 | End of <br> Mar/03 | End of <br> Sept/03 | Changes |
| :---: | ---: | ---: | ---: | ---: |
| Toray Parent Company | 8,233 | 7,790 | $\mathbf{7 , 6 3 5}$ | -155 |
| Consolidated Japanese <br> Subsidiaries | 8,744 | 8,751 | $\mathbf{8 , 4 7 5}$ | -276 |
| Consolidated Overseas <br> Subsidiaries | 17,719 | 17,250 | $\mathbf{1 6 , 9 2 0}$ | -330 |
| Total | 34,696 | 33,791 | $\mathbf{3 3 , 0 3 0}$ | -761 |

## 'TORAY'

## Changes in Subsidiaries and Affiliates

|  |  | End of Mar/03 | End of Sept/03 | Changes |
| :---: | :---: | :---: | :---: | :---: |
| Consolidated Subsidiary <br> (a) | Japan | 59 | 55 | -4 |
|  | Overseas | 55 | 51 | -4 |
|  | Total | 114 | 106 | -8 |
| Subsidiaries under the Equity Method (b) | Japan | 40 | 38 | -2 |
|  | Overseas | 21 | 21 | +0 |
|  | Total | 61 | 59 | -2 |
| Total Subsidiaries(a) + (b) | Japan | 99 | 93 | -6 |
|  | Overseas | 76 | 72 | -4 |
|  | Total | 175 | 165 | -10 |
| Affiliates under the Equity Method <br> (c) | Japan | 15 | 16 | +1 |
|  | Overseas | 14 | 13 | -1 |
|  | Total | 29 | 29 | +0 |
| Companies subject to Consolidation(a) + (b) + (c) | Japan | 114 | 109 | -5 |
|  | Overseas | 90 | 85 | -5 |
|  | Total | 204 | 194 | -10 |

## 'TORAY'

# II. Business Forecast for the Fiscal Year Ending March 2004 <br> (Consolidated Basis) 

## 'TORAY'

Billion $¥$

|  |  | $\begin{array}{r} \text { FY Mar/ } 03 \\ \hline 498.5 \\ \hline \end{array}$ | $\begin{array}{r} \text { FY Mar/04 } \\ \hline 534.3 \\ \hline \end{array}$ | Changes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1st Half |  |  | +35.8 | (+7.2\%) |
|  | 2nd Half | 534.5 | 545.7 | +11.2 | (+2.1\%) |
|  | Total | 1,033.0 | 1,080.0 | +47.0 | (+4.6\%) |
| Operating Income | 1st Half | 12.7 | 24.7 | +12.1 | (+95.5\%) |
|  | 2nd Half | 20.4 | 29.3 | +8.9 | (+43.5\%) |
|  | Total | 33.0 | 54.0 | +21.0 | (+63.4\%) |
| Ordinary Income | 1st Half | 7.9 | 23.0 | +15.1 | (+191.7\%) |
|  | 2nd Half | 15.9 | 27.0 | +11.2 | (+70.3\%) |
|  | Total | 23.7 | 50.0 | +26.3 | +110.6\%) |
| Net Income | 1st Half | 1.3 | 10.9 | +9.7 | (+754.6\%) |
|  | 2nd Half | 4.5 | 8.1 | +3.5 | (+78.6\%) |
|  | Total | 5.8 | 19.0 | +13.2 | +228.2\%) |
| Net Income per Share | 1st Half | 0.91 yen | 7.81 yen |  |  |
|  | 2nd Half | 3.22 yen | 5.75 yen |  |  |
|  | Total | 4.13 yen | 13.56 yen |  |  |

Estimated Exchange Rate : 110yen / US¥, 1.1 US¥ / Euro
Estimated Oil Price : 27 US¥ / B

## 'TORAY'

## Forecast by Business Segment

Billion $¥$


## Business Forecast by Segment (Changes)

Billion $¥$

|  | Net Sales FY Mar / 04 |  |  |  |  |  | Operating Income FY Mar / 04 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Previous } \\ \text { Announcement } \\ \hline \end{gathered}$ |  | PresentAnnouncement |  | Changes |  |  |  | PresentAnnouncement |  | Changes |  |
|  | Midterm Forecast | Year End Forecast | Midterm (Actual) | Year End (Forecast) | Midterm | Year End | Midterm Forecast | Year End Forecast | Midterm (Actual) | Year End (Forecast) | Midterm | Year End |
| Fibers \& Textiles | 211.0 | 420.0 | 213.4 | 420.0 | +2.4 | 0.0 | 8.5 | 18.0 | 9.4 | 19.0 | +0.9 | 1.0 |
| Plastics \& Chemicals | 131.0 | 250.0 | 129.0 | 260.0 | -2.0 | 10.0 | 4.0 | 7.5 | 4.5 | 10.0 | +0.5 | 2.5 |
| IT-related Products | 76.0 | 150.0 | 81.8 | 165.0 | +5.7 | 15.0 | 5.0 | 9.5 | 6.7 | 14.0 | +1.7 | 4.5 |
| Housing and Engineering | 55.0 | 120.0 | 54.3 | 120.0 | -0.7 | 0.0 | 0.5 | 1.5 | 0.3 | 2.0 | -0.2 | 0.5 |
| Pharmacueticals and Medical Products | 21.0 | 50.0 | 22.0 | 50.0 | +1.0 | 0.0 | 1.0 | 3.0 | 0.7 | 3.5 | -0.3 | 0.5 |
| New Products and Other Businesses | 31.0 | 60.0 | 33.9 | 65.0 | +3.0 | 5.0 | 2.0 | 3.5 | 2.7 | 5.5 | +0.7 | 2.0 |
| Total | 525.0 | 1,050.0 | 534.3 | 1,080.0 | +9.4 | 30.0 | 21.0 | 43.0 | 24.4 | 54.0 | +3.4 | 11.0 |
| Elimination \& Corporate |  |  |  |  |  |  | 0.0 | 0.0 | 0.4 | 0.0 | +0.4 | 0.0 |
| Consolidated | 525.0 | 1,050.0 | 534.3 | 1,080.0 | +9.4 | 30.0 | 21.0 | 43.0 | 24.7 | 54.0 | +3.7 | +11 |

"Previous Announcements" stand for the one on August $5^{\text {th }}$ for midterm and the one on May $9^{\text {th }}$ for Year End.
III. Midterm Business Results for the Fiscal Year Ended March 20004 (Non-consolidated Basis)

## Summary (Profits)

Billion $¥$

|  | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | FY Mar/04 Midterm | Changes |
| :---: | :---: | :---: | :---: |
| Net Sales | 223.4 | 222.9 | -0.6 (-0.3\%) |
| Gross Margin | 47.5 | 51.3 | +3.8-- (+8.0\%) |
| (Gross Margin to Net Sales) | 21.2\% | 23.0\% | +1.8 Point |
| Operating Income | 2.5 | 9.3 | +6.8 (+277.7\%) |
| (Operating Income to Net Sales) | 1.1\% | 4.2\% | +3.1 Point |
| Nonoperating Income and Expenses | $\pm 1.2$ | 3.4 | +4.6 |
| Ordinary Income | 1.3 | 12.7 | +11.4 (+887.5\%) |
| Special Credits and Charges | $\pm 0.3$ | - 1.8 | -1.5 |
| Midterm Net Income | 1.6 | 8.1 | +6.5 (+407.9\%) |

## 'TORAY'

## Summary (Financial Position)

Billion $¥$

|  | End of <br> Mar/03 | End of <br> Sept/03 | Changes |  |
| :--- | ---: | ---: | ---: | ---: |
| Total Assets | 873.6 | $\mathbf{8 7 3 . 8}$ | +0.2 | $(+0.0 \%)$ |
| Stockholder's Equity | 402.5 | $\mathbf{4 1 6 . 4}$ | +13.8 | $(+3.4 \%)$ |
| Interest-bearing Debts | 316.5 | $\mathbf{3 1 0 . 6}$ | -5.9 | $(-1.8 \%)$ |


|  | FY Mar/03 <br> Midterm | FY Mar/04 <br> Midterm | Changes |  |
| :--- | ---: | ---: | ---: | :--- |
| ROE | $0.8 \%$ | $\mathbf{4 . 0 \%}$ | +3.2 | Points |
| ROA $^{*}$ | $0.5 \%$ | $\mathbf{2 . 1} \%$ | +1.6 | Points |


| Net Income per Share (Midterm) | 1.14 yen | 5.77 yen |
| :--- | ---: | ---: |
| Dividend per Share (Midterm) | 2.5 yen | $\mathbf{2 . 5}$ yen |
| Dividend Payout Ratio | $220.0 \%$ | $\mathbf{4 3 . 3} \%$ |

*ROA = Operating Income / Total Assets

## 'TORAY'

## Business Results by Segment



Forecast for the FY Ending Mar/2004
Billion $¥$


## 'TORAY'

## Reference

## 'TORAY'

## 1. Forecast of Capital Investment / Depreciation / R\&D Expenses

Capital Investment
Research \& Development Expenses

|  |  | Billion $¥$ |  |
| :--- | ---: | ---: | ---: |
|  | FY Mar/ 03 <br> (Actual) | FY Mar/04 <br> (Forecast) | Changes |
| Consolidated | 53.8 | 53.0 | -0.8 |
| Toray Parent | 20.5 | 18.0 | -2.5 |


|  |  | Billion $¥$ |  |
| :--- | ---: | ---: | ---: |
|  | FY Mar/ 03 <br> (Actual) | FY Mar/04 <br> (Forecast) | Changes |
| Consolidated | 37.6 | 36.0 | -1.6 |
| Toray Parent | 30.9 | 30.0 | -0.9 |

Depreciation Expenses

|  | Billion $¥$ |  |  |
| :--- | ---: | ---: | ---: |
| Consolidated | 74.1 | $\mathbf{6 9 . 0}$ | -5.1 |
| Toray Parent | 32.1 | $\mathbf{3 0 . 0}$ | $\mathbf{- 2 . 1}$ |

*Midterm results of Capital Investment and Depreciation Expenses are on Page 8 and that of R\&D Expenses is on Page 18.

## 2.Consolidated Business Results by Segment (Changes by Quarter Terms)

## 'TORAY'

Billion $¥$

|  | Net Sales Mar / 04 |  |  |  |  | Operating Income Mar / 04 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 \mathrm{Q} \\ \text { (Actual) } \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ \text { (Actual) } \end{gathered}$ | 1st Half (Actual) | $\begin{array}{\|c\|} \hline \text { 2nd Half } \\ \text { (Forecast) } \end{array}$ | $\begin{array}{\|l\|} \hline \text { FY Mar/04 } \\ \text { (Forecast) } \\ \hline \end{array}$ | $\begin{gathered} 1 \mathrm{Q} \\ \text { (Actual) } \\ \hline \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ \text { (Actual) } \\ \hline \end{gathered}$ | 1st Half (Actual) | 2nd Half (Forecast) | $\begin{aligned} & \hline \text { FY Mar/04 } \\ & \text { (Forecast) } \\ & \hline \end{aligned}$ |
| Fibers \& Textiles | 107.3 | 106.1 | 213.4 | 206.6 | 420.0 | 5.0 | 4.4 | 9.4 | 9.6 | 19.0 |
| Plastics \& Chemicals | 65.7 | 63.3 | 129.0 | 131.0 | 260.0 | 1.5 | 3.1 | 4.5 | 5.5 | 10.0 |
| IT-related Products | 38.7 | 43.0 | 81.8 | 83.2 | 165.0 | 3.0 | 3.7 | 6.7 | 7.3 | 14.0 |
| Housing \& Engineering | 14.9 | 39.4 | 54.3 | 65.7 | 120.0 | - 1.2 | 1.5 | 0.3 | 1.7 | 2.0 |
| Pharmaceuticals \& Medical Products | 10.1 | 11.9 | 22.0 | 28.0 | 50.0 | 0.0 | 0.7 | 0.7 | 2.8 | 3.5 |
| New Products \& Other Businesses | 15.1 | 18.9 | 33.9 | 31.1 | 65.0 | 1.1 | 1.6 | 2.7 | 2.8 | 5.5 |
| Total | 251.7 | 282.6 | 534.3 | 545.7 | 1,080.0 | 9.4 | 14.9 | 24.4 | 29.6 | 54.0 |
| Elimination \& Corporate |  |  |  |  |  | 0.0 | 0.4 | 0.4 | - 0.4 | 0.0 |
| Consolidated | 251.7 | 282.6 | 534.3 | 545.7 | 1,080.0 | 9.4 | 15.3 | 24.7 | 29.3 | 54.0 |

## 2.Consolidated Business Results by Segment (Changes by Quarter Terms)

## 'TORAY'

Billion $¥$

|  |  | Net Sales |  |  |  |  |  |  |  |  | Operating Income |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  |
|  |  | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \end{gathered}$ | FY Mar/04 | Changes | FY Mar/03 | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | FY <br> Mar/03 | $\begin{gathered} \hline \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \mathrm{FY} \\ \text { Mar/03 } \end{gathered}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \end{gathered}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | FY <br> Mar/03 | $\begin{gathered} \hline \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes |
| Fibers \& Textiles | Toray | 35.2 | 32.3 | -2.9 | 33.9 | 31.8 | -2.1 | 69.1 | 64.1 | -4.9 | - 0.7 | 2.1 | +2.8 | - 1.2 | 1.5 | +2.7 | - 1.9 | 3.5 | +5.4 |
|  | Domestic | 34.5 | 38.2 | +3.7 | 36.8 | 40.8 | +4.0 | 71.2 | 79.0 | +7.8 | 0.5 | 0.9 | +0.4 | 0.7 | 1.1 | +0.4 | 1.2 | 2.1 | +0.9 |
|  | Overseas | 34.3 | 36.7 | +2.4 | 34.5 | 33.5 | -1.0 | 68.8 | 70.2 | +1.5 | 2.3 | 2.0 | -0.3 | 1.7 | 2.1 | +0.4 | 4.0 | 4.2 | +0.2 |
|  | Correction |  |  |  |  |  |  |  |  |  | $\triangle 0.1$ | 0 | +0.1 | 0.7 | $\triangle 0.4$ | -1.1 | 0.7 | $\triangle 0.3$ | -1.0 |
|  | Total | 104.0 | 107.3 | +3.3 | 105.1 | 106.1 | +1.0 | 209.1 | 213.4 | +4.3 | 2.0 | 5.0 | +3.0 | 2.0 | 4.4 | +2.4 | 4.0 | 9.4 | +5.4 |
|  |  | Net Sales |  |  |  |  |  |  |  |  | Operating Income |  |  |  |  |  |  |  |  |
|  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  |
|  |  | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{array}{c\|} \hline \text { FY } \\ \text { Mar/04 } \end{array}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \end{array}$ | Changes | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/03 } \end{array}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes |
| Plastics \& Chemicals | Toray | 22.1 | 21.6 | -0.5 | 19.0 | 19.9 | +0.9 | 41.1 | 41.5 | +0.4 | 0.2 | 0.2 | 0 | 0 | 0 | 0 | 0.2 | 0.1 | -0 |
|  | Domestic | 17.2 | 21.4 | +4.2 | 18.3 | 18.4 | +0.1 | 35.6 | 39.8 | +4.3 | 0.8 | 0.9 | +0.1 | 0.8 | 1.3 | +0.5 | 1.6 | 2.2 | +0.6 |
|  | Overseas | 19.8 | 22.7 | +2.9 | 22.6 | 24.9 | +2.3 | 42.5 | 47.7 | +5.2 | 0.2 | 0.3 | +0.1 | 0.8 | 1.8 | +1.0 | 1.1 | 2.2 | +1.1 |
|  | Correction |  |  |  |  |  |  |  |  |  | 0 | 0 | 0 | 0.1 | 0 | -0 | 0.1 | 0 | -0 |
|  | Total | 59.2 | 65.7 | +6.5 | 60.0 | 63.3 | +3.3 | 119.2 | 129.0 | +9.8 | 1.2 | 1.4 | +0.2 | 1.7 | 3.1 | +1.5 | 2.9 | 4.5 | +1.6 |

## 2.Consolidated Business Results by Segment (Changes by Quarter Terms)

## 'TORAY'

Billion $¥$

|  |  | Net Sales |  |  |  |  |  |  |  |  | Operating Income |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  |
|  |  | $\begin{array}{\|c\|} \hline \mathrm{FY} \\ \mathrm{Mar} / 03 \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \\ \hline \end{array}$ | Changes | $\begin{array}{\|c\|} \hline \mathrm{FY} \\ \mathrm{Mar} / 03 \\ \hline \end{array}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \\ \hline \end{array}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \\ \hline \end{array}$ | Changes | $\begin{array}{\|c\|} \hline F Y \\ \text { Mar/03 } \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \\ \hline \end{array}$ | Changes | $\begin{gathered} \mathrm{FY} \\ \text { Mar/03 } \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \\ \hline \end{array}$ | Changes |
| IT-related Products | Toray | 16.1 | 16.4 | +0.2 | 16.0 | 16.3 | +0.3 | 32.1 | 32.7 | +0.6 | 1.7 | 2.1 | +0.4 | 1.9 | 2.1 | +0.2 | 3.6 | 4.3 | +0.6 |
|  | Domestic | 6.5 | 11.2 | +4.7 | 10.1 | 14.7 | +4.6 | 16.7 | 26.0 | +9.3 | - 0.3 | 0.4 | +0.8 | $\triangle 0.1$ | 0.8 | +0.9 | $\triangle 0.4$ | 1.3 | +1.6 |
|  | Overseas | 11.8 | 11.1 | -0.7 | 11.5 | 12.0 | +0.5 | 23.3 | 23.1 | -0.2 | 0.7 | 0.5 | -0.2 | 0.6 | 0.7 | +0.1 | 1.3 | 1.2 | -0.1 |
|  | Correction |  |  |  |  |  |  |  |  |  | 0 | 0 | 0 | 0.2 | 0 | -0.2 | 0.2 | 0 | -0.2 |
|  | Total | 34.5 | 38.7 | +4.3 | 37.6 | 43.0 | +5.4 | 72.1 | 81.8 | +9.7 | 2.1 | 3.0 | +0.9 | 2.6 | 3.7 | +1.0 | 4.8 | 6.7 | +1.9 |


|  |  | Net Sales |  |  |  |  |  |  |  |  | Operating Income |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  |
|  |  | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \\ \hline \end{array}$ | Changes | $\begin{array}{c\|} \hline \text { FY } \\ \text { Mar/03 } \\ \hline \end{array}$ | FY Mar/04 | Changes | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \end{gathered}$ | FY Mar/04 | Changes | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \end{gathered}$ | Mar/04 | Changes | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \\ \hline \end{array}$ | Changes | $\begin{gathered} \mathrm{FY} \\ \mathrm{Mar} / 03 \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \\ \hline \end{array}$ | Changes |
| Housing \& Engineering | Toray | 1.6 | 1.6 | -0.1 | 1.7 | 2.0 | +0.3 | 3.3 | 3.6 | +0.2 | $\triangle 0.3$ | $\triangle 0.4$ | -0.1 | $\triangle 0.4$ | $\triangle 0.2$ | +0.2 | $\triangle 0.7$ | $\triangle 0.6$ | +0.1 |
|  | Domestic | 12.7 | 13.1 | +0.5 | 28.4 | 37.3 | +8.8 | 41.1 | 50.4 | +9.3 | $\triangle 1.2$ | $\triangle 0.8$ | +0.4 | 0 | 1.7 | +1.7 | $\triangle 1.2$ | 0.9 | +2.1 |
|  | Overseas | 0.1 | 0.2 | +0 | 0.2 | 0.1 | -0.1 | 0.3 | 0.3 | 0 | 0 | 0 | 0 | $\triangle 0$ | 0 | +0 | $\triangle 0$ | 0 | +0 |
|  | Correction |  |  |  |  |  |  |  |  |  | 0 | 0 | 0 | 0 | 0 | -0 | 0 | 0 | -0 |
|  | Total | 14.4 | 14.9 | +0.4 | 30.3 | 39.4 | +9.1 | 44.7 | 54.3 | +9.5 | $\triangle 1.5$ | $\triangle 1.2$ | +0.3 | $\triangle 0.3$ | 1.5 | +1.9 | $\triangle 1.8$ | 0.3 | +2.2 |

## 2.Consolidated Business Results by Segment (Changes by Quarter Terms)

## 'TORAY'

Billion $¥$

|  |  | Net Sales |  |  |  |  |  |  |  |  | Operating Income |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  | $1 Q$ |  |  | 2Q |  |  | Midterm |  |  |
|  |  | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \end{array}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \end{array}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY } \\ \text { Mar/04 } \end{array}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{array}{\|c} \hline \text { FY } \\ \text { Mar/04 } \end{array}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{array}{\|c\|} \text { FY } \\ \text { Mar/04 } \end{array}$ | Changes |
| Phamaceuticals \& Medical Products | Toray | 3.3 | 2.8 | -0.5 | 4.2 | 3.3 | -0.8 | 7.4 | 6.1 | -1.3 | 0.2 | 0.1 | -0.1 | 0.7 | 0.5 | -0.2 | 0.9 | 0.6 | -0.3 |
|  | Domestic | 6.1 | 6.4 | +0.4 | 7.7 | 7.8 | +0.1 | 13.8 | 14.3 | +0.5 | - 0.4 | $\triangle 0.1$ | +0.3 | 0.3 | 0.4 | +0.1 | - 0.1 | 0.3 | +0.4 |
|  | Overseas | 0.9 | 0.9 | -0.1 | 0.7 | 0.7 | +0 | 1.7 | 1.6 | -0.1 | $\triangle 0$ | 0 | +0 | $\triangle 0$ | 0 | +0 | $\triangle 0$ | 0 | +0 |
|  | Correction |  |  |  |  |  |  |  |  |  | 0 | 0 | 0 | 0.1 | $\triangle 0.3$ | -0.4 | 0.1 | $\triangle 0.3$ | -0.4 |
|  | Total | 10.3 | 10.1 | -0.2 | 12.6 | 11.9 | -0.7 | 22.9 | 22.0 | -0.9 | - 0.2 | 0 | +0.2 | 1.1 | 0.7 | -0.5 | 0.9 | 0.7 | -0.2 |
|  |  |  |  |  |  |  |  |  |  |  | Operating Income |  |  |  |  |  |  |  |  |
|  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  | 1Q |  |  | 2Q |  |  | Midterm |  |  |
|  |  | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{gathered} \mathrm{FY} \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{gathered} \hline \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | FY | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | $\begin{gathered} \text { FY } \\ \text { Mar/04 } \end{gathered}$ | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | Mar/04 | Changes | $\begin{gathered} \text { FY } \\ \text { Mar/03 } \end{gathered}$ | FY Mar/04 | Changes |
| New Products \& Other Businesses | Toray | 2.1 | 2.9 | +0.8 | 3.1 | 3.0 | -0.2 | 5.2 | 5.9 | +0.7 | 0.3 | 0.6 | +0.4 | 0 | 0.7 | +0.7 | 0.3 | 1.3 | +1.0 |
|  | Domestic | 6.6 | 6.6 | +0 | 7.4 | 11.0 | +3.5 | 14.0 | 17.6 | +3.6 | $\triangle 0$ | 0.4 | +0.4 | 1.2 | 0.9 | -0.3 | 1.2 | 1.3 | +0.1 |
|  | Overseas | 5.8 | 5.6 | -0.3 | 5.5 | 4.9 | -0.6 | 11.3 | 10.5 | -0.9 | 0.3 | 0.1 | -0.1 | 0 | 0.1 | +0.1 | 0.3 | 0.2 | -0.1 |
|  | Correction |  |  |  |  |  |  |  |  |  | 0 | 0 | 0 | - 0.2 | $\triangle 0.1$ | +0.2 | - 0.2 | $\triangle 0.1$ | +0.2 |
|  | Total | 14.5 | 15.1 | +0.6 | 16.1 | 18.9 | +2.8 | 30.6 | 33.9 | +3.4 | 0.5 | 1.1 | +0.6 | 1.0 | 1.6 | +0.6 | 1.5 | 2.7 | +1.2 |

## 'TORAY'

Descriptions of predicted business results, projections, and business plans contained in this material are based on predictive forecasts of 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.

November 7, 2003
Toray Industries, Inc.


[^0]:    * Positive numbers: Income, Negative Numbers: Expenses

