February 8, 2008

# Business Results Announcement for the Third Quarter (Apr.-Dec.) of Fiscal Year Ending March 2008 

Toray Industries, Inc.

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## I. Business Results for the 3Q (Apr.-Dec.) of Fiscal Year Ending March 2008 (Consolidated Basis)

## FY Mar/08 Third Quarter (Apr.-Dec.)

|  | 3Q FY Mar/07 <br> (Apr.-Dec.) | 3Q FY Mar/08 <br> (Apr.-Dec.) | Changes |  |
| :--- | ---: | ---: | ---: | ---: |
| Net Sales | $1,129.6$ | $\mathbf{1 , 2 0 7 . 5}$ | +77.8 | (+6.9\%) |
| Cost of Sales | 900.7 | $\mathbf{9 7 0 . 2}$ | +69.5 | (+7.7\%) |
| Gross Profit | 228.9 | $\mathbf{2 3 7 . 3}$ | +8.4 | (+3.7\%) |
| (Gross Profit to Net Sales) | $20.3 \%$ | $\mathbf{1 9 . 7 \%}$ | -0.6 | points |
| Operating Income | 64.1 | $\mathbf{6 3 . 3}$ | -0.8 | (-1.2\%) |
| (Operating Income to Net Sales) | $5.7 \%$ | $\mathbf{5 . 2 \%}$ | -0.4 | points |
| Non-operating Income and <br> Expenses, net | $\mathbf{\Delta} 2.6$ | $\mathbf{\Delta 4 . 2}$ | -1.6 |  |
| Ordinary Income | 61.5 | $\mathbf{5 9 . 2}$ | -2.4 | (-3.9\%) |
| Special Credits and Charges, <br> net | $\mathbf{\Delta} 11.0$ | $\mathbf{\Delta 4 . 4}$ | +6.6 |  |
| Income before Income Taxes | 50.5 | $\mathbf{5 4 . 8}$ | +4.2 | (+8.3\%) |
| Net Income | 40.6 | $\mathbf{3 2 . 0}$ | -8.6 | (-21.2\%) |


| FY: Before Revision of Depreciation Rules |  | Exchange Rate <br> < Yen/US\$> |
| :---: | :---: | :---: |
| 3Q FY Mar/08 (Apr.-Dec.) | Changes |  |
| 1,207.5 | +77.8 (+6.9\%) | 07/3 $\rightarrow$ 08/3 |
| 965.8 | +65.1 (+7.2\%) | Average: $\quad 116.2 \rightarrow 117.3$ |
| 241.7 | +12.8 (+5.6\%) | End of the term: $119.1 \rightarrow 114.2$ |
| 20.0\% | -0.2 points | < Yen/Euro> |
| 67.8 | +3.6 (+5.7\%) | $\begin{array}{ccc} 07 / 3 & \rightarrow 08 / 3 \\ \text { Apr.-Dec. } & \rightarrow \text { Apr.-Dec. } \end{array}$ |
| 5.6\% | -0.1 point | Average: $\quad 148.0 \rightarrow 162.8$ |
| - 4.0 | - 1.4 | End of the term: $156.5 \rightarrow 166.7$ |
| 63.8 | +2.2 (+3.6\%) | Oil Price |
| - 4.4 | +6.6 | $07 / 3 \rightarrow 08 / 3$ |
| 59.4 | +8.8 (+17.5\%) | $\text { Apr.-Dec. } \rightarrow \text { Apr.-Dec. }$ $62.7 \rightarrow 72.5$ |
| 34.9 | -5.7 (-14.0\%) |  |

[^0]
## Non-operating Income and Expenses

FY Mar/08 Third Quarter (Apr.-Dec.)
Billion $¥$

|  | 3Q FY Mar/07 (Apr.-Dec.) | 3Q FY Mar/08 (Apr.-Dec.) | Changes | Comments |
| :---: | :---: | :---: | :---: | :---: |
| Non-operating Income | 13.7 | 13.0 | -0.7 |  |
| Interest and Dividend Income | 2.5 | 3.6 | +1.1 |  |
| Equity in Earnings of Affiliates | 6.1 | 5.1 | -1.0 |  |
| Others | 5.1 | 4.3 | -0.8 |  |
| Non-operating Expenses | - 16.2 | - 17.2 | -0.9 |  |
| Interest Expenses | A 7.2 | - 8.5 | -1.3 | Increase in Japanese and overseas interest rates, etc. |
| Others | - 9.1 | - 8.7 | +0.4 |  |
| Non-operating Income and Expenses, net | - 2.6 | - 4.2 | -1.6 |  |
| Interest and Dividend Income, Interest Expenses, net | - 4.6 | - 4.9 | -0.3 |  |
| Other Income and Expenses, net | - 4.0 | - 4.4 | -0.4 |  |

* Positive numbers: Income, Negative numbers ( © ) : Expenses


## Special Credits and Charges

## FY Mar/08 Third Quarter (Apr.-Dec.)

Billion $¥$

|  | 3Q FY Mar/07 <br> (Apr.-Dec.) | 3Q FY Mar/08 (Apr.-Dec.) | Changes | Comments |
| :---: | :---: | :---: | :---: | :---: |
| Special Credits | 7.9 | 5.1 | -2.7 |  |
| Gain on Sales of Property, Plant and Equipment | 0.7 | 0.4 | -0.3 |  |
| Gain on Sales of Investment Securities | 7.2 | 2.0 | -5.2 |  |
| Others | - | 2.8 | +2.8 | Reversal of loss on adjustment of employees' retirement benefits of an overseas subsidiary, etc. |
| Special Charges | - 18.9 | - 9.5 | +9.3 |  |
| Loss on Sales and Disposal of Property, Plant and Equipment | - 2.7 | - 3.6 | -0.9 |  |
| Loss on Impairment of Fixed Assets | - 12.9 | - 4.7 | +8.2 | Loss on impairment of fixed assets of manufacturing facilities of LCD color filters, etc. |
| Loss on Write-down of Investment Securities | - 0.2 | $\triangle 0.1$ | +0.1 |  |
| Loss on Liquidation and Devaluation of Subsidiaries and Affiliates | ( 1.4 | $\triangle 0.0$ | +1.4 |  |
| Restructuring Costs | - 1.0 | - 0.8 | +0.3 |  |
| Loss on Adjustment of Employees Retirement Benefits of the U.K. Subsidiary | ( 0.6 | - | +0.6 |  |
| Others | - 0.0 | $\triangle 0.3$ | -0.3 |  |
| Special Credits and Charges, net | - 11.0 | - 4.4 | +6.6 |  |

* Positive numbers : Income, Negative numbers ( © ) : Expenses

|  | $\begin{aligned} & \text { End of } \\ & \text { Mar/07 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { End of } \\ & \text { Dec/07 } \end{aligned}$ | Changes | Comments | $\begin{gathered} \hline \text { End of Sep/07 } \\ <\mathrm{FY}> \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets | 1,674.4 | 1,715.5 | +41.0 |  | 1,711.4 |
| Current Assets | 727.5 | 742.8 | +15.3 |  | 725.4 |
| Tangible Assets | 643.4 | 673.8 | +30.5 | Increase of capital expenditures, etc. | 670.1 |
| Intangible Assets | 13.5 | 15.9 | +2.4 |  | 15.5 |
| Investments and Other Assets | 290.1 | 283.0 | -7.1 |  | 300.4 |


|  | $\begin{aligned} & \hline \text { End of } \\ & \text { Mar/07 } \\ & \hline \end{aligned}$ | End of Dec/07 | Changes | Comments | $\begin{array}{\|c} \hline \begin{array}{c} \text { End of Sep/07 } \\ <\mathrm{FY}> \end{array} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Liabilities | 1,024.8 | 1,064.9 | +40.1 |  | 1,043.1 |
| Current Liabilities | 541.0 | 551.7 | +10.8 |  | 547.4 |
| Other Liabilities | 483.8 | 513.2 | +29.3 | Increase of long-term debt, etc. | 495.8 |
| Total Net Assets | 649.7 | 650.6 | +0.9 |  | 668.2 |
| Interest-bearing Debts | 536.9 | 617.5 | +80.6 | Increase of capital expenditures, etc. | 593.9 |
| D/E ratio* | 0.91 | 1.04 | +0.13 |  | 0.97 |

[^1]
## Capital Expenditures, Depreciation

## FY Mar/08 Third Quarter (Apr.-Dec.)

Billion $¥$

|  | 3Q FY Mar/07 (Apr.-Dec.) | 3Q FY Mar/08 (Apr.-Dec.) | Changes | Comments | FY Mar/08 Forecast |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Capital Expenditures | 74.7 | 99.2 | +24.4 | Toray : 34.4, Japan : 8.6, Overseas: 56.2 | 150.0 |
| Depreciation -) | 51.6 | 63.8 | +12.3 | Toray: 29.1, Japan : 8.3, Overseas: 26.4 | 88.0 |
| Transfer, Disposal, etc. | 4.3 | - 4.9 | -9.2 |  |  |
| Changes in Tangible Assets | 27.5 | 30.5 |  |  |  |

```
Major Capital Expenditures:
    <Japan> Toray (Ehime) : Carbon fiber production facilities
    <Overseas> TSI (Korea): Film processing facilities
            CFA (US) : Carbon fiber production facilities
                        SOFICAR (France) : Carbon fiber production facilities
                        TPM (Malaysia) : ABS resin production facilities
```


## Results by Business Segment

'TORAY'
Innovation by Chemistry

## FY Mar/08 Third Quarter (Apr.-Dec.)

|  | Net Sales |  |  | Operating Income |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar/07 (Apr.-Dec.) | 3Q FY Mar/08 (Apr.-Dec.) | Changes | $\begin{aligned} & \text { 3Q FY Mar/07 } \\ & \text { (Apr.-Dec.) } \end{aligned}$ | 3Q FY Mar/08 (Apr.-Dec.) | Changes |  |
| Fibers \& Textiles | 457.8 | 485.1 | +27.3 (+6.0\%) | 14.4 | 14.7 | +0.3 | (+1.9\%) |
| Plastics \& Chemicals | 279.8 | 302.3 | +22.5 (+8.0\%) | 12.6 | 13.5 | +0.9 | (+6.8\%) |
| IT-related Products | 197.2 | 207.2 | +10.0 (+5.1\%) | 21.8 | 17.0 | -4.8 | (-21.9\%) |
| Carbon Fiber Composite Materials | 50.3 | 61.0 | +10.7 (+21.4\%) | 13.0 | 12.6 | -0.5 | (-3.5\%) |
| Environment \& Engineering | 96.8 | 104.5 | +7.7 (+7.9\%) | 0.4 | 4.2 | +3.8 | (+913.1\%) |
| Life Science \& Other Businesses | 47.7 | 47.3 | -0.4 (-0.8\%) | 2.9 | 2.9 | +0.0 | (+1.0\%) |
| Pharmaceuticals \& Medical <br> Products <br> Included) | 30.4 | 33.4 | +3.0 (+9.9\%) | 0.8 | 0.7 | -0.1 | (-13.9\%) |
| Total | 1,129.6 | 1,207.5 | +77.8 (+6.9\%) | 65.2 | 64.9 | -0.3 | (-0.5\%) |
| Elimination \& Corporate |  |  |  | -1.1 | $\triangle 1.5$ | -0.5 |  |
| Consolidated | 1,129.6 | 1,207.5 | +77.8 (+6.9\%) | 64.1 | 63.3 | -0.8 | (-1.2\%) |


| FYI: Before Revision of Depreciation Rules Operating Income |  |  |  | FY: Effect of <br> Revision of <br> Depreciation Rules <br> $3 Q$ FY Mar/08 <br> (Apr.-Dec.) |
| :---: | :---: | :---: | :---: | :---: |
| 3Q FY Mar/07 (Apr.-Dec.) | 3Q FY Mar/08 (Apr.-Dec.) |  | anges |  |
| 14.4 | 16.4 | +2.0 | (+13.8\%) | -1.7 |
| 12.6 | 14.7 | +2.0 | (+16.0\%) | -1.2 |
| 21.8 | 17.9 | -3.9 | (-17.7\%) | -0.9 |
| 13.0 | 12.9 | -0.1 | (-0.9\%) | -0.3 |
| 0.4 | 4.2 | +3.8 | (+925.7\%) | -0.1 |
| 2.9 | 3.2 | +0.3 | (+9.2\%) | -0.2 |
| 0.8 | 0.8 | +0.1 | (+10.4\%) | -0.2 |
| 65.2 | 69.3 | +4.1 | (+6.3\%) | -4.4 |
| -1.1 | $\triangle 1.5$ | -0.5 |  |  |
| 64.1 | 67.8 | +3.6 | (+5.7\%) | -4.4 |

## Results by Business Segment <br> (Fibers and Textiles)

FY Mar/08 Third Quarter (Apr.-Dec.)
Billion $¥$

|  | Net Sales |  |  |  | Operating Income |  |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3 \text { 3 FY Mar/07 } \\ \text { (Apr.-Dec.) } \end{gathered}$ | 3Q FY Mar/08 (Apr.-Dec.) | Changes |  | $\begin{array}{\|c\|} \hline 3 \mathrm{BFY} \text { Mar/07 } \\ \text { (Apr.-Dec.) } \end{array}$ | 3Q FY Mar/08 (Apr.-Dec.) |  | ges |  |
| Toray | 92.9 | 92.2 | -0.7 | (-0.7\%) | 4.8 | 3.1 | -1.7 | (-35.8\%) | For industrial use, ground fabric business for air bags performed strongly in Japan. For apparel use, sales expanded through increase of highly profitable applications and utilization of operations of import from overseas subsidiaries. However, total sales and income decreased due to partial transfer of commercial right of industrial use to a subsidiary, cost increase stemming from the steep rise in raw materials and fuel prices, and the revision of depreciation rules. |
| Japanese Subsidiaries | 225.4 | 233.3 | +7.9 | (+3.5\%) | 7.3 | 7.1 | -0.2 | (-2.6\%) | Sales increased through sales expansion in fibers business and robust exports of textiles at trading subsidiaries, however, income decreased due to increase in costs at a trading subsidiary, etc. |
| Overseas Subsidiaries | 139.5 | 159.6 | +20.1 | (+14.4\%) | 2.7 | 5.0 | +2.4 | (+88.5\%) | Sales and income increased drastically due to strong garment business at overseas trading subsidiaries as well as sales expansion and income improvement at each manufacturing subsidiary in China, Korea, Italy, and Indonesia, etc. |
| Adjustment |  |  |  |  | - 0.3 | - 0.5 | -0.2 |  |  |
| Total | 457.8 | 485.1 | +27.3 | (+6.0\%) | 14.4 | 14.7 | +0.3 | (+1.9\%) |  |

## <Major Subsidiaries >

Japan : Toray International Inc., Ichimura Sangyo, Co., Ltd., Chori Co., Ltd., etc.
Asia : PENFABRIC (Malaysia), LUCKYTEX (Thailand), ITS (Indonesia), TFNL (China), etc.
Europe \& US : ALCANTARA (Italy), etc.

# Results by Business Segment (Plastics and Chemicals) 

FY Mar/08 Third Quarter (Apr.-Dec.)
Billion $¥$

|  | Net Sales |  |  |  | Operating Income |  |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\left\lvert\, \begin{gathered} 3 \mathrm{~B} \text { FY Mar/07 } \\ \text { (Apr.-Dec.) } \end{gathered}\right.$ | $\left\lvert\, \begin{gathered} 3 Q \mathrm{FY} \text { Mar/08 } \\ \text { (Apr.-Dec.) } \end{gathered}\right.$ | Changes |  | $\begin{array}{\|c} 3 \mathrm{~B} \text { FY Mar/07 } \\ \text { (Apr.-Dec.) } \end{array}$ | $\begin{gathered} \text { 3Q FY Mar/08 } \\ \text { (Apr.-Dec.) } \end{gathered}$ | Changes |  |  |
| Toray | 65.3 | 66.6 | +1.3 | (+2.0\%) | 2.2 | 1.0 | -1.2 | (-53.4\%) | Sales increased through steady sales expansion for automobiles and electric appliances applications in plastic resins business, and solar cells and hybrid car capacitors applications in films business. However, income decreased due to the effect of revision of depreciation rules, etc. |
| Japanese Subsidiaries | 106.6 | 105.7 | -0.9 | (-0.8\%) | 7.2 | 7.6 | +0.4 | (+6.2\%) | Sales decreased at plastic-related subsidiaries while business was steady at a chemical-related subsidiary In total, sales decreased and income increased. |
| Overseas Subsidiaries | 108.2 | 130.3 | +22.1 | (+20.5\%) | 2.7 | 4.8 | +2.0 | (+75.4\%) | Sales and income increased remarkably through sales expansion at plastic resins subsidiaries in China and Malaysia, and sales increase of high value-added products at US films subsidiary as well as income improvement at films subsidiary in Europe through business structure reform. |
| Adjustment |  |  |  |  | 0.5 | 0.1 | -0.4 |  |  |
| Total | 279.8 | 302.3 | +22.5 | (+8.0\%) | 12.6 | 13.5 | +0.9 | (+6.8\%) |  |

## <Major Subsidiaries>

Japan : Toray Advanced Film Co., Ltd., Toray Fine Chemicals Co., Ltd., Soda Aromatic Co., Ltd., Chori Co., Ltd., etc. Overseas : TPA (US), TPM (Malaysia), TPEu (France), TSI (Korea), etc.

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

FY Mar/08 Third Quarter (Apr.-Dec.)
Billion $¥$

|  | Net Sales |  |  | Operating Income |  |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar/07 <br> (Apr.-Dec.) | $\left\lvert\, \begin{gathered} \text { 3Q FY Mar/08 } \\ \text { (Apr.-Dec.) } \end{gathered}\right.$ | Changes | $\begin{gathered} \text { 3Q FY Mar/07 } \\ \text { (Apr.-Dec.) } \end{gathered}$ | 3Q FY Mar/08 (Apr.-Dec.) |  | ges |  |
| Toray | 79.5 | 85.1 | +5.6 (+7.1\%) | 10.9 | 8.4 | $-2.5$ | (-22.9\%) | Sales increased through steady expansion of IT-related films and semiconductor coating materials, however, income decreased due to the effect of revision of depreciation rules, price decline of color filters resulting from tough competition in the medium/small size LCD market, and sluggish circuit materials business, etc. |
| Japanese Subsidiaries | 67.5 | 63.6 | -3.9 (-5.7\%) | 7.5 | 5.4 | -2.1 | (-27.4\%) | Sales of LCD-related equipment were small, especially in 3Q (Oct.-Dec.), which led to decrease in sales and income in total. |
| Overseas <br> Subsidiaries | 50.2 | 58.5 | +8.3 (+16.4\%) | 3.4 | 2.9 | -0.4 | (-12.6\%) | Sales increased through sales expansion of FPD-related and electronic components-related films and circuit materials at Korean subsidiaries. However, income decreased due to the effect of price decline of TAB, COF tapes during the first half of the FY at a Korean subsidiary, etc. |
| Adjustment |  |  |  | 0.1 | 0.2 | +0.2 |  |  |
| Total | 197.2 | 207.2 | +10.0 (+5.1\%) | 21.8 | 17.0 | -4.8 | (-21.9\%) |  |

## <Major Subsidiaries>

Japan : Toray Engineering Co., Ltd., Toray Advanced Film Co., Ltd., etc.
Overseas : TPA (US), TPEu (France), TSI (Korea), STEMCO (Korea), etc.

## Results by Business Segment <br> (Carbon Fiber Composite Materials)

FY Mar/08 Third Quarter (Apr.-Dec.)
Billion $¥$


As the segment highly conducts global operation with Japanese, Europe, and US facilities, internal sales figures are shown in adjustment line, to describe the true state of the business.

## <Major Subsidiaries>

Japan : Toray International, Inc.
Overseas : SOFICAR (France), CFA (US), TCA (US)

# Results by Business Segment <br> (Environment \& Engineering) 

FY Mar/08 Third Quarter (Apr.-Dec.)
Billion $¥$

|  | Net Sales |  |  |  | Operating Income |  |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar/07 <br> (Apr.-Dec.) | $\begin{gathered} 3 \mathrm{Q} \text { FY Mar/08 } \\ \text { (Apr.-Dec.) } \end{gathered}$ | Changes |  | 3Q FY Mar/07 (Apr.-Dec.) | 3 FY Mar/08 <br> (Apr.-Dec.) | Changes |  |  |
| Toray | 5.9 | 5.9 | -0.0 | (-0.0\%) | - 0.8 | - 0.3 | +0.4 | (-) | In water treatment businesses, RO membrane business performed strongly, however, sales through the newly established US water treatment consolidated subsidiary increased. <br> As a result, Toray's sales were almost the same level and income improved. |
| Japanese Subsidiaries | 90.5 | 97.6 | +7.1 | (+7.8\%) | 1.2 | 4.9 | +3.7 | (+314.9\%) | Sales and income increased through expansion of plant and industrial equipment businesses at an engineering subsidiary as well as advancement in corporate-structure reinforcement at building material-related subsidiary and water treatment engineering subsidiary. |
| Overseas Subsidiaries | 0.4 | 0.9 | +0.6 | (+165.2\%) | - 0.0 | - 0.4 | -0. | (-) | Sales increased through steady business at US water treatment subsidiary, however income decreased due to the increase of its start-up cost. |
| Adjustment |  |  |  |  | 0.0 | - 0.1 | -0.1 |  |  |
| Total | 96.8 | 104.5 | +7.7 | (+7.9\%) | 0.4 | 4.2 | +3.8 | (+913.1\%) |  |

<Major Subsidiaries>
Japan : Toray Construction Co., Ltd., Toray Engineering Co., Ltd.,
Toray ACE Co., Ltd., Suido Kiko Kaisha, Ltd., etc.

## Results by Business Segment (Life Science \& Other Businesses)

Innovation by Chemistry
FY Mar/08 Third Quarter (Apr.-Dec.)
Billion $¥$

|  | Net Sales |  |  |  | Operating Income |  |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{\|c\|} \hline \text { 3Q FY Mar/07 } \\ \text { (Apr.-Dec.) } \end{array}$ | 3Q FY Mar/08 (Apr.-Dec.) | Changes |  | $\begin{gathered} 3 \mathrm{BFY} \text { Mar/07 } \\ \text { (Apr.-Dec.) } \end{gathered}$ | 3Q FY Mar/08 (Apr.-Dec.) |  | ges |  |
| Toray | 6.6 | 6.7 | +0.1 | (+1.6\%) | - 0.4 | - 0.3 | +0.2 | (-) | In pharmacueticals and medical products, sales increased through sales expansion of Interferon |
| Japanese <br> Subsidiaries | 39.8 | 39.5 | -0.3 | (-0.8\%) | 2.8 | 2.8 | +0.0 | (+0.7\%) | decreased due to the decrease of licensing revenues, etc. |
| Overseas Subsidiaries | 1.3 | 1.1 | -0.2 | (-15.4\%) | 0.1 | 0.1 | +0.0 | (+0.7\%) |  |
| Adjustment |  |  |  |  | 0.4 | 0.2 | -0.2 |  |  |
| Total | 47.7 | 47.3 | -0.4 | (-0.8\%) | 2.9 | 2.9 | +0.0 | (+1.0\%) |  |
| (Pharmaceuticals \& Medical Products Included) | 30.4 | 33.4 | +3.0 | (+9.9\%) | 0.8 | 0.7 | -0.1 | (-13.9\%) |  |

<Major Subsidiaries>
Japan : Toray Medical Co., Ltd., Toray Research Center Inc., Toray Enterprise Corp., etc.

## Income Variance Factor Analysis

FY Mar/08 Third Quarter (Apr.-Dec.)


# II. Business Forecast for the Fiscal Year Ending March 2008 (Consolidated Basis) 

## Forecast Summary

|  | $\begin{aligned} & \text { FY Mar/07 } \\ & \text { (Actual) } \end{aligned}$ | FY Mar/08 (Forecast) | Changes | FY Mar/08 <br> (Previous Forecast <br> as of Nov.9/07) |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1,546.5 | 1,640.0 | +93.5 (+6.0\%) | 1,660.0 |
| Operating Income | 102.4 | 104.0 | +1.6 (+1.5\%) | 108.0 |
| Ordinary Income | 97.5 | 93.0 | -4.5 (-4.6\%) | 101.0 |
| Net Income | 58.6 | 49.0 | -9.6 (-16.3\%) | 56.0 |


| FYI: Before Revision of Depreciation Rules |  |  |
| ---: | ---: | ---: |
| FY Mar/08 <br> (Forecast) | Changes |  |
| $1,640.0$ | $+93.5 \quad(+6.0 \%)$ |  |
| 110.0 | $+7.6 \quad(+7.4 \%)$ |  |
| 99.0 | +1.5 | $(+1.5 \%)$ |
| 53.0 | -5.6 | $(-9.5 \%)$ |

[ FYI: Percentage of Achievement of Year-end Operating Income Forecast ]

|  |  | Billion $¥ \mid$ |
| :--- | ---: | ---: |
| Operating Income <br> (Apr.-Dec.) | FY Mar/07 | FY Mar/08 |
| Year-end Operating Income <br> FY Mar/07 is Actual <br> FY Mar/08 is Forecast | 64.1 | $\mathbf{6 3 . 3}$ |
| Percentage of Achievement <br> (Apr.-Dec.) | $62.6 \%$ | $\mathbf{6 0 . 9 \%}$ |

Expected exchange rate (Jan./08~Mar./08) : 107 Yen / US\$, 160 Yen / Euro
Expected oil price (Jan./08~Mar./08) : US\$90 / B (Dubai FOB)

|  | Net Sales |  |  |  | Operating Income |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY Mar/07 | FY Mar/08 | Changes |  | FY Mar/07 | FY Mar/08 | Changes |  |
| Fibers \& Textiles | 607.8 | 630.0 | +22.2 | (+3.7\%) | 19.2 | 19.5 | +0.3 | (+1.4\%) |
| Plastics \& Chemicals | 375.3 | 400.0 | +24.7 | (+6.6\%) | 19.2 | 19.5 | +0.3 | (+1.4\%) |
| IT-related Products | 263.8 | 280.0 | +16.2 | (+6.1\%) | 33.5 | 29.5 | -4.0 | (-11.8\%) |
| Carbon Fiber Composite Materials | 68.6 | 90.0 | +21.4 | (+31.2\%) | 18.1 | 19.5 | +1.4 | (+7.8\%) |
| Environment \& Engineering | 161.3 | 170.0 | +8.7 | (+5.4\%) | 6.0 | 9.5 | +3.5 | (+59.6\%) |
| Life Science \& Other Businesses | 69.7 | 70.0 | +0.3 | (+0.4\%) | 8.2 | 8.5 | +0.3 | (+4.3\%) |
| (Pharmaceuticals \& Medical Products Included) | 46.8 | 50.0 | +3.2 | (+6.8\%) | 4.8 | 5.0 | +0.2 | (+3.9\%) |
| Total | 1,546.5 | 1,640.0 | +93.5 | (+6.0\%) | 104.1 | 106.0 | +1.9 | (+1.8\%) |
| Elimination \& Corporate |  |  |  |  | - 1.7 | - 2.0 | -0.3 |  |
| Consolidated | 1,546.5 | 1,640.0 | +93.5 | (+6.0\%) | 102.4 | 104.0 | +1.6 | (+1.5\%) |


| Previous Forecast as of Nov.9/07 and Variance |  |  |  |
| :---: | :---: | :---: | :---: |
| Net Sales |  | Operating Income |  |
| Previous Forecast | Variance | Previous Forecast | Variance |
| 630.0 | - | 19.5 | - |
| 400.0 | - | 19.5 |  |
| 290.0 | - 10.0 | 32.0 | -2.5 |
| 90.0 | - | 20.0 | -0.5 |
| 180.0 | - 10.0 | 10.0 | -0.5 |
| 70.0 | - | 9.0 | -0.5 |
| 50.0 | - | 5.5 | - 0.5 |
| 1,660.0 | -20.0 | 110.0 | -4.0 |
|  |  | - 2.0 | - |
| 1,660.0 | -20.0 | 108.0 | -4.0 |

> Descriptions of predicted business results, projections, and business plans for the Fiscal Year ending March 2008 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.


[^0]:    *Consolidated business results are the sums of Apr.-Dec. business results in companies whose FY ends on March 31, and Jan.-Sep. business results in companies whose FY ends on December 31.

[^1]:    * Interest-bearing Debts / Shareholders' Equity
    (Shareholders' Equity = Total Net Assets - Minority Interests in Consolidated Subsidiaries)

