## November 2, 2011

# Announcement of Business Results For the 2Q and Six Months Ended September 30, 2011 

Toray Industries, Inc.

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## I. Business Results for the $\mathbf{2 Q}$ and Six Months Ended Sept 30, 2011 (Consolidated Basis)

## Summary of Consolidated Business Results for the 2Q and Six Months Ended Sept 30, 2011

|  | $\begin{gathered} \hline \text { FY Mar/11 } \\ 2 \mathrm{Q} \\ \text { (Jul.-Sept.) } \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY Mar/ } 12 \\ 2 Q \\ \text { (Jul.-Sept) } \\ \hline \end{array}$ | Changes | $\begin{gathered} \hline \text { FY Mar/11 } \\ \text { Six Months } \\ \text { (Apr.-Sept.) } \\ \hline \end{gathered}$ | FY Mar/ 12 Six Months (Apr.-Sept) | Changes |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 383.0 | 425.0 | +41.9 (+10.9\%) | 733.4 | 799.8 | +66.4 (+9.1\%) |
| Cost of Sales | 304.0 | 333.2 | +29.2 (+9.6\%) | 586.9 | 628.0 | +41.1 (+7.0\%) |
| Gross Profit | 79.1 | 91.8 | +12.7 (+16.1\%) | 146.5 | 171.8 | +25.3 (+17.3\%) |
| (G ross Profit to Net Sales) | 20.6\% | 21.6\% | +1.0 point | 20.0\% | 21.5\% | +1.5 points |
| Operating Income | 26.3 | 36.2 | +9.8 (+37.4\%) | 42.5 | 63.4 | +20.9 (+49.1\%) |
| (O perating Income to Net Sales) | 6.9\% | 8.5\% | +1.6 points | 5.8\% | 7.9\% | +2.1 point |
| Non-operating Income and Expenses, net | - 0.4 | 0.3 | +0.7 | - 2.1 | 2.1 | +4.1 |
| Ordinary Income | 25.9 | 36.4 | +10.5 (+40.5\%) | 40.5 | 65.5 | +25.0 (+61.9\%) |
| Special Credits and Charges, net | - 1.2 | $\triangle 2.4$ | - 1.1 | - 4.5 | $\triangle 3.1$ | +1.4 |
| Income before Income Taxes | 24.7 | 34.1 | +9.4 (+38.0\%) | 35.9 | 62.4 | +26.5 (+73.7\%) |
| Net Income | 16.3 | 22.3 | +6.1 (+37.2\%) | 24.9 | 40.1 | +15.2 (+60.9\%) |


|  | (FY Ma | F/11 2Q) $\rightarrow($ FY Mar/12 2Q) | (FY Mar/11 1H) $\rightarrow$ (FY Mar/ $12 \mathrm{1H}$ ) |
| :---: | :---: | :---: | :---: |
| Exchange Rate <Yen/US\$> | Average | $85.9 \rightarrow 77.9$ | $89.0 \rightarrow 79.8$ |
|  | End of the term | $83.8 \rightarrow 76.7$ |  |
| <Yen/Euro> | Average | 110.7 $\rightarrow 110.2$ | $113.8 \rightarrow 113.8$ |
|  | End of the term | $114.2 \rightarrow 104.1$ |  |
| Oil Price $\langle$ US\$/B> |  |  |  |
| (DUBAI FOB) | Average | $73.9 \rightarrow 107.1$ | $76.0 \rightarrow 108.9$ |

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

|  | $\begin{array}{c\|} \hline \text { FY Mar/11 } \\ 2 \mathrm{Q} \\ \text { (Jul.-Sept.) } \\ \hline \end{array}$ | $\begin{array}{c\|} \hline \text { FY Mar/ } 12 \\ 2 \mathrm{Q} \\ \text { ( ul.-Sept) } \\ \hline \end{array}$ | Changes | $\begin{aligned} & \text { FY Mar/ } 11 \\ & \text { Six Months } \\ & \text { (Apr.-Sept.) } \end{aligned}$ | FY Mar/ 12 Six Months (Apr.-Sept) | Changes |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-operating Income | 3.0 | 3.2 | +0.2 | 7.8 | 7.7 | -0.2 |
| Interest and Dividend Income | 0.2 | 0.3 | +0.1 | 1.4 | 1.7 | +0.3 |
| Equity in Eamings of Affiliates | 2.0 | 1.8 | -0.2 | 4.2 | 3.6 | -0.5 |
| Others | 0.7 | 1.1 | +0.3 | 2.3 | 2.4 | +0.1 |
| Non-operating Expenses | - 3.4 | - 2.9 | +0.5 | - 9.9 | - 5.6 | +4.3 |
| Interest Expenses | A 1.7 | A 1.4 | +0.2 | - 3.4 | - 2.8 | +0.6 |
| Others | A 1.7 | A 1.5 | +0.3 | - 6.5 | - 2.7 | +3.7 |
| Non-operating Income and Expenses, net | - 0.4 | 0.3 | +0.7 | - 2.1 | 2.1 | +4.1 |
| Interest and Dividend Income, Interest Expenses, net | - 1.4 | © 1.1 | +0.3 | - 2.0 | ( 1.2 | +0.8 |

* Positive numbers: Income, Negative numbers (4) : Expenses


## Special Credits and Charges

|  | $\begin{gathered} \hline \text { FY Mar/11 } \\ 2 \mathrm{Q} \\ \text { (Jul.-Sept.) } \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { FY Mar/ } 12 \\ 2 \mathrm{Q} \\ \text { (ul.-Sept) } \\ \hline \end{array}$ | Changes | FY Mar/l1 Six Months (Apr.-Sept.) | FY Mar/ 12 Six Months (Apr.-Sept) | Changes |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Special Credits | 0.3 | 0.1 | -0.2 | 1.9 | 0.1 | -1.8 |
| Gain on Sales of Property, Plant and Equipment | 0.3 | 0.0 | -0.2 | 0.3 | 0.1 | -0.2 |
| Gain on Sales of Invesment Securities | - | 0.0 | +0.0 | 1.6 | 0.0 | -1.5 |
| Special Charges | - 1.5 | - 2.4 | -0.9 | - 6.4 | - 3.2 | +3.2 |
| Losson Ssles and Disposal of Property, Plant and Eauinment | - 1.1 | ( 1.1 | -0.0 | $\pm 1.7$ | - 1.4 | +0.3 |
| Los on Winte-down of investment Securities | $\triangle 0.2$ | (1.2 | -1.0 | - 3.0 | (1.3 | +1.8 |
| Loss on Adjustment for Changes of Ac counting Sta nd a rds for Asset Retirement Obligations | - | - |  | $\triangle 1.4$ | - | +1.4 |
| Others | ( 0.2 | $\triangle 0.1$ | +0.1 | A 0.2 | - 0.5 | -0.3 |
| Special Credits and Charges, net | - 1.2 | - 2.4 | -1.1 | - 4.5 | - 3.1 | +1.4 |

* Positive numbers: Income, Negative numbers ( $\Delta$ ) : Expenses


## Assets, Liabilities, Net Assets and Free Cash Hows

|  | End of Mar/11 | End of Sept/ 11 | Changes |
| :---: | :---: | :---: | :---: |
| Total Assets | 1,567.5 | 1,601.5 | +34.0 |
| Current Assets | 724.1 | 773.2 | +49.2 |
| Tangible Assets | 531.6 | 531.5 | -0.1 |
| Intangible Assets | 9.3 | 9.6 | +0.3 |
| Investment and OtherAssets | 302.5 | 287.2 | -15.3 |


|  | End of Mar/11 | End of Sept/ 11 | Changes |
| :---: | :---: | :---: | :---: |
| Total Liabilities | 926.5 | 933.7 | +7.2 |
| Current Liabilities | 503.0 | 517.9 | +15.0 |
| Other Liabilities | 423.5 | 415.8 | -7.7 |
| Total Net Assets | 641.0 | 667.8 | +26.8 |
| Interest-bearing Debts | 493.5 | 514.5 | +21.0 |
| D/E Ratio | 0.83 | 0.83 | +0.00 |



|  | FY Mar/11 <br> Six Months <br> (Apr.-Sept.) | FY Mar/ 12 <br> Six Months <br> (Apr.-Sept) | Changes |
| :---: | ---: | ---: | ---: |
| Cash Flows from Operating <br> Activities | $\mathbf{3 1 . 2}$ | $\mathbf{2 5 . 5}$ | -5.7 |
| Cash Flows from Investment <br> Activities | $\mathbf{\Delta 1 9 . 7}$ | $\mathbf{\Delta 3 4 . 7}$ | $\mathbf{- 1 5 . 0}$ |
| Free Cash Flows | $\mathbf{1 1 . 4}$ | $\mathbf{\Delta 9 . 2}$ | -20.7 |

## Capital Expenditures, Deprec iation, R\&D Expenses

## Major Capital Expenditures:

<Toray> : Carbon fiber production facilities
<Overseas> TAK (Toray Advanced Materials Korea Inc.)
: Optic al polyester (PET) film production facilities (Republic of Korea)

Net Sales and Operating Income by Segment 'TORAY'


## Business Results by Segment (Fibers \& Textiles)



2Q (Jul.-Sept.)
Toray
Japanese Subsidiaries
Overseas Subsidiaries

## Sales/ Income Increased

In apparel a pplic ations, sales for inner wear using functional materials increased steadily. Sales of industrial-use materials, especially automotive applic ations including materials for air bags, also recovered a long with retrieval of a utomobile manufacturers' operation. Materials for general industrial-use a pplication also performed steadily.
Gament business for major SPAs expanded.
G a ment business and textile business for apparel a pplic ations were steady in China a nd sales volume of polypropylene spunbonded non-woven fabric for the use of dia pers expanded as well reflecting the starting of operation of additional facility in March this year. Also of note, all business shifted its focus to high value-added products.

## Six-months <br> (Apr.-Sept.)

In J apan, sales inc rea sed strongly in apparel applic ations inc luding inner wear using functional materia ls and the garment business targeting major SPAs also expanded. Sales of industrial-use materia ls, especially automotive applications, also recovered along with retrieval of automobile manufacturers' operation. Overseas, the polyester filament and staple fiber business in ASEAN countries, the clothing textile business in
Sales/ Income Increased China and ASEAN countries and the textile business for air bag applications in Tha iland and Czech Republic expanded sales and shifted focusto high value-added products. This resulted in steady performance in both apparel and industrial applic ations abroad.

# Business Results by Segment <br> (Plastics \& Chemicals) 



## 2Q (Jul.-Sept.)

## Toray

Japanese Subsidiaries

Overseas Subsidiaries

## Sales/ Income Increased

In the resins business, sales volume of automotive applic ation recovered since J uly from the impact of the Earthquake in J apan. In the films business, products in industrial material applic ations partic ularly those for solar cell back sheets performed steadily.
A films subsidiary expanded its sales volume of materialsfor packaging applic ations and solarcell back sheets.
Films subsidiaries shifted their focus to high value-added products. Sales volume decreased at a resins subsidiary in Malaysia due to the negative impact of the sluggish Chinese market.

## Six-months

(Apr.-Sept.)
Sales/ Income Increased

In J apan, sales volume of a utomotive applic ation a nd other products, mainly in the resins business, recovered since J uly from the impact of the Earthquake in J apan. In the films business, products in industrial material applic ations and packaging materials performed strongly during the period. Overseas, the polyester film business a nd polypropylene film business expanded sales in the U.S., Europe and Asia.

# Business Results by Segment (II-related Products) 



## 2Q (Jul.-Sept.) Sales/ Income Decreased

Toray
Japanese
Subsidiaries
Overseas
Subsidiaries
Six-months
(Apr.-Sept.)

Shipment of materials for small and mid-sized displays such as for smartphones proceeded steadily and sales volume of semiconductor-related material increased. By contrast, flat panel display (FPD) related material had a negative influence of production adjustment at panel manufacturers.
Sales of FPD-related materials decreased at a film processing subsidiary and a fine chemic als subsidiary.
In the Republic of Korea, a films and processed film-related subsidiary and an electric circuit materialsrelated subsidiary were impacted by production adjustment at LCD panel manufacturers.

Sales/ Income
While sales of materials for small and mid-sized displays such as for smartphones performed strongly, those of LCD and PDP TV-related products including films and processed film products fell due to the impact of panel production adjustments ca used by the slowdown in the TV Decreased

## Details of the Sales of IT-related Products Seqment

Sales ratio by sub-segment]
Unit : Billion yen

|  | $\begin{gathered} \text { FY Mar/ } 11 \\ \text { 2Q (Jul.-Sept) } \end{gathered}$ |  | $\begin{gathered} \text { FY Mar/ } 12 \\ \text { 2Q (Jul.-Sept) } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Ratio | Net Sales | Ratio | Changes |
| Display Materials | 30.4 | 42\% | 24.8 | 38\% | -18\% |
| Eectronic Components, Semiconductor, Eectric Circuit Materials | 25.4 | 35\% | 23.5 | 36\% | -7\% |
| Data Storage Materials | 8.4 | 12\% | 8.4 | 13\% | -0\% |
| Equipment, others | 8.4 | 12\% | 9.0 | 14\% | +8\% |
| Total of 1 -related Products Segment | 72.6 |  | 65.8 |  | -9\% |


|  | FY Mar/ 11 <br> Six Months (Apr.-Sept) |  | FY Mar/ 12 <br> Six Months (Apr.-Sept) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Ratio | Net Sales | Ratio | Changes |
| Display Materials | 56.5 | 41\% | 50.5 | 39\% | -11\% |
| Eectronic Components, Semic onductor, Eectric Circuit Materials | 48.8 | 36\% | 45.9 | 35\% | -6\% |
| Data Storage Materials | 16.6 | 12\% | 16.5 | 13\% | -0\% |
| Equipment, others | 14.4 | 11\% | 17.2 | 13\% | +19\% |
| Total of IT-related Products Segment | 136.2 |  | 130.0 |  | -4\% |

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



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

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2Q (Jul.-Sept.)
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## Sales/ Income Increased

Following the first quarter, all a pplications performed steadily. Additional price push back has mostly penetrated.

## Six-months (Apr.-Sept.)

Sales/ Income Increased

Despite the impact of the strong yen and rising raw material prices, Toray Group has been actively pursuing sales expansion as demand for aircraft a pplic ations recovered a nd that in environmental and energy field including compressed natural gastanks expanded. As a result, sales volumes in these applications increased. The Group also made steady efforts to push back prices of prima rily in the a reas of general products for sports and general industrial a pplic ations.

## Details of the Sales of Carbon Fiber Composite Materials Seqment

Sales ratio by sub-segment]
Unit : Billion yen

|  | FY Mar/ 11 <br> 2Q (Jul.-Sept) |  | FY Mar/ 12 <br> 2Q (J ul.-Sept) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Ratio | Net Sales | Ratio | Changes |
|  | 6.6 | $41 \%$ | 6.2 | $36 \%$ | $-7 \%$ |
| Sports | 3.5 | $22 \%$ | 3.3 | $19 \%$ | $-4 \%$ |
| Industrial | 6.1 | $38 \%$ | 7.8 | $45 \%$ | $+28 \%$ |
| Total of Carbon Fiber <br> Composite Materials | 16.2 |  | 17.3 |  | $+\mathbf{7 \%}$ |


|  | FY Mar/ 11 <br> Six Months (Apr.-Sept) |  | FY Mar/ 12 <br> Six Months (Apr.-Sept) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Ratio | Net Sales | Ratio | Changes |
| Aircraft | 12.5 | $39 \%$ | 13.1 | $36 \%$ | $+5 \%$ |
| Sports | 6.7 | $21 \%$ | 7.3 | $20 \%$ | $+9 \%$ |
| Industrial | 12.6 | $40 \%$ | 15.9 | $44 \%$ | $+25 \%$ |
| Total of Carbon Fiber <br> Composite Materials | 31.9 |  | 36.3 |  | $+14 \%$ |

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



## 2 Q (Jul.-Sept.) Sales/ Income Increased

Toray
Japanese
Subsidiaries
Overseas
Subsidiaries : A Chinese subsidiary reported sales inc rease of its reverse osmosis membrane.
Sales of the water treatment business declined due to a lack of large-scale projects similar to those during the same period a yearearlier as well as the impact of the strong yen.
Sales increased at a construction and real-estate subsidiary and large projects made progress at a water trea tment engineering subsidiary. Accordingly, both subsidia ries achieved some sales in advance which was expected to be accounted for in the second half.
Six-months
(Apr.-Sept.)

## Sales/ Income Increased

Sales of the water treatment business dec lined due to a lack of large-scale projects similar to those during the same period a yearearlier. Nevertheless, the Company actively pursued activities to win orders for reverse osmosis membranes and other water treatment membranes around the world. In J apan, large projects at a water treatment engineering subsidiary made progress, while sales at construction and real estate subsidiaries expanded.

## Business Results by Segment (Life Science)



## 2 Q (Jul.-Sept.) Sales/ Income Increased

Shipment of REMITCH®, an oral a ntipruritus drug for hemodialysis patients a nd Toraymyxin*, a hemoperfusion absorption column for removing endotoxin showed steady progress.

## Six-months <br> (Apr.-Sept.)

## Sales/ Income

 Increased* REMITCH® is a registered trademark of Tonii Pha maceutical Co., Ltd.

Sales of pharmac eutic al products including REMITCH®, a n oral a ntip ruritus drug for hemodialysis patients, as well as those of Toraymyxin*, a hemoperfusion absorption column for removing endotoxin, inc reased.

## Inc ome Variance Factor Analysis (Six Months)



|  |  | Billion yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Net Sales |  |  | Operating Income |  |  |
|  |  | FY Mar/ 11 Six Months (Apr.-Sept.) | FY Mar/12 Six Months (Apr.-Sept.) | Changes | FY Mar/ 11 Six Months (Apr.-Sept.) | FY Mar/ 12 Six Months (Apr.-Sept.) | Changes |
| Toray Intemational Inc. |  | 200.1 | 228.6 | +28.4 | 2.6 | 3.9 | +1.3 |
| Toray Engineering Co., Ltd. |  | 34.6 | 39.3 | +4.7 | 1.2 | 1.6 | +0.4 |
| Toray Construction Co., Ltd. |  | 13.0 | 30.9 | +17.9 | (10.6 | 2.9 | +3.6 |
| Toray Advanced Film Co., Ltd. |  | 28.3 | 24.7 | -3.6 | 2.2 | 1.8 | -0.4 |
| Toray Medical Co., Ltd. |  | 18.4 | 18.2 | -0.2 | 0.6 | 0.7 | +0.1 |
| TAK (Republic of Korea) |  | 44.5 | 48.7 | +4.2 | 6.8 | 8.3 | +1.5 |
| TPM (Malaysia) |  | 32.8 | 31.8 | -1.0 | 1.2 | 0.5 | -0.7 |
|  |  |  |  |  |  |  |  |
| Subsidia ries in Southeast Asia *1 | Fibers \& Textiles | 44.6 | 52.0 | +7.4 | 1.5 | 4.8 | +3.3 |
|  | Plastics \& C hemicals | 38.0 | 38.4 | +0.4 | 2.3 | 2.4 | +0.1 |
|  | Others | 3.8 | 3.3 | -0.5 | 0.2 | 0.2 | +0.1 |
|  | Total | 86.4 | 93.7 | +7.3 | 4.0 | 7.4 | +3.4 |
| Subsidia ries in China *2 | Fibers \& Textiles | 46.4 | 61.5 | +15.1 | 2.5 | 4.5 | +2.0 |
|  | Plastics \& Chemicals | 22.6 | 27.7 | +5.1 | 0.6 | 0.5 | -0.1 |
|  | Others | 5.5 | 5.1 | -0.4 | 0.2 | 0.0 | -0.1 |
|  | Total | 74.5 | 94.3 | +19.8 | 3.3 | 5.1 | +1.8 |
| Films Subsidia ries (Overseas) *3 | Pla stics \& Chemic als | 38.2 | 45.2 | +7.0 | 3.1 | 7.0 | +3.9 |
|  | IT-related Products | 24.0 | 25.2 | +1.2 | 4.1 | 4.5 | +0.3 |
|  | Total | 62.2 | 70.4 | +8.2 | 7.2 | 11.5 | +4.3 |

[^1]
## 1Q vs. 2Q Comparison of Operating Inc ome by Segment

| Segment | Operating Income FY Mar/ 12 1Q $\rightarrow$ FY Marl $122 Q$ ( ) difference | Variance Factors |
| :---: | :---: | :---: |
| Fibers \& Textiles | $\begin{gathered} 10.2 \rightarrow 12.6 \\ (+2.4) \end{gathered}$ | - Shipment volume of garments such as inner wear using functional materials inc reased. <br> - The polyester filament textile business ata Chinese subsidiary has entered seasonal production. |
| Plastics \& Chemic als | $\begin{gathered} 8.6 \rightarrow 7.8 \\ (-0.9) \end{gathered}$ | Although demand for automobile-related resins recovered, a J apanese subsidiary saw comection in frontloaded orders in preparation for the summer power saving which existed in the first quarter. - Overseas, demand for ABS resin was sluggish especially in China. Films subsidiaries are having negative impact of the weakening of sales prices due to the inc reasingly tough competition in Asia and Europe. |
| IT-related Products | $\begin{gathered} 9.5 \rightarrow 10.3 \\ (+0.8) \end{gathered}$ | - Smartphone-related materials were steady at Toray parent company and also achieved technic al fee revenues in the second quarter. <br> - Regarding overseas subsidiaries, sales expanded ata Korean films subsidiary reflecting the start-up of a new optical PETfilm line which started in March. |
| Carbon Fiber Composite Materials | $\begin{gathered} 2.7 \rightarrow 2.3 \\ (-0.4) \end{gathered}$ | - Seasonal production of materials for sports applic ation has decreased and there are signs of inventory <br> adjustment among some customers in Asia. <br> - Tial cost for the development of new products increased in all applications mainly at Toray parent company. |
| Environment \& Engineering | $\begin{gathered} \Delta 1.4 \rightarrow 5.6 \\ (+6.9) \end{gathered}$ | - Sales of condominiums inc reased ata construction-related subsidiary. <br> - Large-scale projects proceeded steadily ata water-treatmentengineering subsidiary. |
| Life Science | $\begin{gathered} 1.9 \rightarrow 2.3 \\ (+0.4) \end{gathered}$ | - The negative impact of the Earthquake on the dialyzer business in the first quarter has been resolved and sales volume increased at a Japanese subsidiary. |
| Others | $\begin{gathered} 0.1 \rightarrow 0.4 \\ (+0.2) \end{gathered}$ | - Sales increased at an analysis, survey and research senice subsidiary. |
| Adjustment | $\begin{gathered} \Delta 4.4 \rightarrow \Delta 5.0 \\ (-0.6) \end{gathered}$ |  |
| Consolidated | $\begin{gathered} 27.3 \rightarrow 36.2 \\ (+8.9) \\ \hline \end{gathered}$ | 9 |

# Comparison of 1H Operating Inc ome with Previous Forec ast by Segment 

Billion yen

| Segment | 1H Operating Income Previous Forecast* $\rightarrow$ Actual <br> () difference | Variance Factors |
| :---: | :---: | :---: |
| Fibers \& Textiles | $\begin{gathered} 21.0 \rightarrow 22.7 \\ (+1.7) \end{gathered}$ | - Shipment of inner wear using functional materials increased steadily. |
| Plastics \& Chemic als | $\begin{gathered} 16.0 \rightarrow 16.4 \\ (+0.4) \end{gathered}$ | - Mostly in line with the forecast |
| IT-related Products | $\begin{gathered} 20.0 \rightarrow 19.7 \\ (-0.3) \end{gathered}$ | - Mostly in line with the forecast |
| Carbon Fiber Composite Materials | $\begin{gathered} 5.0 \rightarrow 5.0 \\ (+0.0) \end{gathered}$ | - Mostly in line with the forecast |
| Environment \& Engineering | $\begin{gathered} 3.0 \rightarrow 4.2 \\ (+1.2) \end{gathered}$ | - Sales of condominiums inc reased at a construction subsidiary. <br> - Large-scale projects proceeded steadily at a water-treatment engineering subsidiary. |
| Life Science | $\begin{gathered} 4.0 \rightarrow 4.2 \\ (+0.2) \end{gathered}$ | - Mostly in line with the forecast |
| Others | $\begin{gathered} 0.5 \rightarrow 0.5 \\ (-0.0) \end{gathered}$ | - Mostly in line with the forecast |
| Adjustment | $\begin{gathered} \Delta 9.5 \rightarrow \Delta 9.4 \\ (+0.1) \end{gathered}$ | * Previous forecast refers to the previous business a nnouncement for the 1Q of FY Mar/ 12 on August 4, 2011. |
| Consolidated | $\begin{gathered} 60.0 \rightarrow 63.4 \\ (+3.4) \end{gathered}$ | Promote the Total Cost Reduction (TC-II) Project on a group-wide basis |

## II. Business Forec ast for the Fiscal Year Ending March 2012 (Consolidated Basis)

## Forec ast Summary



| Net Income per Share | 1st Half | 16.0 yen | 24.6 yen | Remarks: <br> Estimated exchange rate : 77 yen / US\$ (October~) Estimated oil price : 100 US $\$ /$ B (DUBAI FOB) (October ~) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2nd Half | 20.3 yen | 20.8 yen |  |
|  | Total | 36.4 yen | 45.4 yen |  |
| Dividend per Share | 1st Half | 2.5 yen | 5.0 yen |  |
|  | 2nd Half | 5.0 yen | 5.0 yen |  |
|  | Total | 7.5 yen | 10.0 yen |  |

## Forecast by Segment

## 'TORAY'

Innowatlon by chamistry

|  |  |  |  |  |  |  |  |  |  |  |  | lion | yen |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY Mar/11 |  |  | FY Mar/ 12 |  |  | Year-on-Year Changes |  |  | Difference from Previous Forecast |  |  |
|  |  | 1H <br> Actual | $\begin{gathered} 2 \mathrm{H} \\ \text { Actual } \end{gathered}$ | Total Actual | $1 \mathrm{H}^{2}$ Actual | 2 H | Total Forecast | $1 \mathrm{H}^{2}$ Actual | 2 H | Total Forecast | 1H Actual | 2 H | Total Forecast |
| Net <br> Sales | Fibers \& Textiles | 273.1 | 311.1 | 584.1 | 307.5 | 332.5 | 640.0 | +34.4 | +21.5 | +55.9 | +7.5 | +12.5 | +20.0 |
|  | Plastics \& Chemicals | 186.5 | 195.8 | 382.3 | 206.5 | 223.5 | 430.0 | +19.9 | +27.8 | +47.7 | -3.5 | -6.5 | -10.0 |
|  | IT-related Products | 136.2 | 125.9 | 262.0 | 130.0 | 130.0 | 260.0 | -6.1 | +4.1 | -2.0 | +0.0 | -10.0 | -10.0 |
|  | Carbon Fiber Composite Materials | 31.9 | 35.1 | 67.0 | 36.3 | 43.7 | 80.0 | +4.5 | +8.5 | +13.0 | -3.7 | +3.7 | - |
|  | Environment \& Engineering | 73.5 | 104.7 | 178.2 | 85.3 | 104.7 | 190.0 | +11.8 | +0.0 | +11.8 | +0.3 | -0.3 | - |
|  | Life Science | 25.5 | 26.9 | 52.4 | 27.5 | 27.5 | 55.0 | +2.0 | +0.6 | +2.6 | +0.5 | -0.5 | - |
|  | Others | 6.8 | 6.9 | 13.6 | 6.7 | 8.3 | 15.0 | -0.1 | +1.5 | +1.4 | -1.3 | +1.3 | - |
|  | Consolidated | 733.4 | 806.3 | 1,539.7 | 799.8 | 870.2 | 1,670.0 | +66.4 | +63.9 | +130.3 | -0.2 | +0.2 | - |
| Operating Income | Fibers \& Textiles | 13.6 | 18.9 | 32.4 | 22.7 | 22.3 | 45.0 | +9.2 | +3.4 | +12.6 | +1.7 | +0.3 | +2.0 |
|  | Plastics \& Chemic als | 12.1 | 15.0 | 27.1 | 16.4 | 14.6 | 31.0 | +4.3 | -0.5 | +3.9 | +0.4 | -0.4 | - |
|  | IT-related Products | 21.3 | 20.9 | 42.2 | 19.7 | 18.3 | 38.0 | -1.6 | -2.7 | -4.2 | -0.3 | -2.7 | -3.0 |
|  | Carbon Fiber Composite Materials | 1.2 | 2.0 | 3.3 | 5.0 | 5.0 | 10.0 | +3.8 | +2.9 | +6.7 | +0.0 | -0.0 | - |
|  | Environment \& Engineering | A 1.5 | 4.9 | 3.3 | 4.2 | 3.8 | 8.0 | +5.7 | -1.1 | +4.7 | +1.2 | -1.2 | - |
|  | Life Science | 3.3 | 2.8 | 6.1 | 4.2 | 1.8 | 6.0 | +0.9 | -1.0 | -0.1 | +0.2 | -0.2 | - |
|  | Others | 0.4 | 0.6 | 1.0 | 0.5 | 0.5 | 1.0 | +0.1 | -0.1 | -0.0 | -0.0 | +0.0 | - |
|  | Adjustment | - 7.8 | - 7.7 | - 15.5 | - 9.4 | - 9.6 | - 19.0 | -1.6 | -1.9 | -3.5 | +0.1 | +0.9 | +1.0 |
|  | Consolidated | 42.5 | 57.6 | 100.1 | 63.4 | 56.6 | 120.0 | +20.9 | -1.0 | +19.9 | +3.4 | -3.4 | - |

# Operating Income Comparison with Previous Forec ast by Segment 

Billion yen

| Segment | Full-year Operating Income Previous Forecast $\rightarrow$ New Forecast ( ) difference | Variance Factors |
| :---: | :---: | :---: |
| Fibers \& Textiles | $\begin{gathered} 43.0 \rightarrow 45.0 \\ (+2.0) \end{gathered}$ | - Shipment of gamments inc luding inner wear using functional material is expected to increase. |
| Plastics \& Chemicals | $\begin{gathered} 31.0 \rightarrow 31.0 \\ (-) \end{gathered}$ | In line with the previous forecast |
| \%-related Products | $\begin{gathered} 41.0 \rightarrow 38.0 \\ (-3.0) \end{gathered}$ | - Estimate a delay in recovery of demand for PPDs. |
| Carbon Fiber Composite Materials | $\begin{gathered} 10.0 \rightarrow 10.0 \\ (-) \end{gathered}$ | - In line with the previous forecast |
| Environment \& Engineering | $\begin{gathered} 8.0 \rightarrow 8.0 \\ (-) \end{gathered}$ | - In line with the previous forecast |
| Life Science | $\begin{gathered} 6.0 \rightarrow 6.0 \\ (-) \end{gathered}$ | - In line with the previous forecast. |
| Others | $\begin{gathered} 1.0 \rightarrow 1.0 \\ (-) \end{gathered}$ | - In line with the previous forecast |
| Adjustment | $\begin{gathered} \Delta 20.0 \rightarrow \Delta 19.0 \\ (+1.0) \end{gathered}$ |  |
| Consolidated | $\begin{gathered} 120.0 \rightarrow 120.0 \\ (-) \end{gathered}$ |  |

## Forec ast of Capital Expenditures, Depreciation, R\&D Expenses



# Desc riptions of predicted business results, projections and business plans for the Fiscal Year ending March 2012 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]:    *C onsolidated business results are the sums of J ul. - Sept. business results in companies whose FY ends on March 31 and Apr. - J un. business results in companies whose FY ends on December 31.

[^1]:    *1 : ITS, ETX, ISTEM, AC TEM, CENTEX, PFR, PAB-G, TIS, LTX, TTTM, TPM sum total
    *2 : TFNL, TSD, T Q , TPN, TCH, TSL, THK-G, TPCH-G, RKH/RKZ, TFH/TFZ, TBMC sum total
    *3 : TAK, PFR, TPA, TFE, TFH/TFZ, TAFK sum total

