## November 7, 2012

# Announcement of Business Results For the 2Q and Six Months Ended September 30, 2012 

Toray Industries, Inc.
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# I.Business Results for the $\mathbf{2 Q}$ and Six Months Ended Sept 30, 2012 (Consolidated Basis) 

## Summary of Consolidated Business Results for the 2Q and Six Months Ended Sept 30, 2012

|  | $\begin{gathered} \hline \text { FY Mar } / 12 \\ 2 \mathrm{Q} \\ \text { (Jul.-Sept.) } \\ \hline \end{gathered}$ | $\begin{array}{c\|} \hline \text { FY Mar/ } 13 \\ 2 Q \\ \text { (Jul.-Sept) } \\ \hline \end{array}$ | Changes | FY Mar/12 Six Months (Apr.-Sept.) | FY Mar/ 13 Six Months (Apr.-Sept) | Changes |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 425.0 | 389.6 | -35.3 (-8.3\%) | 799.8 | 753.7 | -46.1 (-5.8\%) |
| Cost of Sales | 333.2 | 313.5 | - 19.7 (-5.9\%) | 628.0 | 604.8 | -23.1 (-3.7\%) |
| Gross Profit | 91.8 | 76.1 | - 15.6 (-17.0\%) | 171.8 | 148.9 | -22.9 (-13.3\%) |
| (Gross Profit to Net Sales) | 21.6\% | 19.5\% | -2.1 point | 21.5\% | 19.8\% | -1.7 points |
| Operating Income | 36.2 | 19.4 | - 16.7 (-46.3\%) | 63.4 | 36.7 | -26.7 (-42.1\%) |
| (Operating Income to Net Sales) | 8.5\% | 5.0\% | - 3.5 points | 7.9\% | 4.9\% | -3.1 point |
| Non-operating Income and Expenses, net | 0.3 | $\triangle 0.5$ | - 0.8 | 2.1 | 1.3 | -0.7 |
| Ordinary Income | 36.4 | 18.9 | - 17.5 (-48.0\%) | 65.5 | 38.0 | -27.5 (-41.9\%) |
| Special Credits and Charges, net | - 2.4 | - 4.2 | - 1.8 | - 3.1 | - 6.7 | -3.7 |
| Income before Income Taxes | 34.1 | 14.8 | - 19.3 (-56.7\%) | 62.4 | 31.3 | -31.1 (-49.9\%) |
| Net Income | 22.3 | 9.9 | - 12.4 (-55.5\%) | 40.1 | 20.0 | -20.1 (-50.1\%) |

$($ FY Mar/12 2Q) $\rightarrow($ FY Mar/13 2Q $) \quad(F Y$ Mar/ 12 1H) $\rightarrow($ FY Mar/13 1H)

| Exchange Rate <Yen/US\$> |  |  | Average | $77.9 \rightarrow 78.6$ | $79.8 \rightarrow 79.4$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | End of the term | $76.7 \rightarrow 77.6$ |  |
|  |  | <Yen/Euro> | Average | $110.2 \rightarrow 98.4$ | $113.8 \rightarrow 100.6$ |
|  |  |  | End of the term | $104.1 \rightarrow 100.2$ |  |
|  | Oil Price <US\$/B> |  |  |  |  |
|  |  | (DUBAI FOB) | Average | $107.1 \rightarrow 106.3$ | $108.9 \rightarrow 106.3$ |

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## Non-operating Income and Expenses

|  | $\begin{gathered} \hline \text { FY Mar/12 } \\ 2 \mathrm{Q} \\ \text { (lul.-Sept.) } \end{gathered}$ | $\begin{array}{c\|} \hline \text { FY Mar/ } 13 \\ \text { 2Q } \\ \text { (Jul.-Sept) } \\ \hline \end{array}$ | Changes |
| :---: | :---: | :---: | :---: |
| Non-operating Income | 3.2 | 3.3 | +0.1 |
| Interest and Dividend Income | 0.3 | 0.5 | +0.2 |
| Equity in Ea mings of Affiliates | 1.8 | 1.6 | -0.2 |
| Others | 1.1 | 1.2 | +0.2 |
| Non-operating Expenses | - 2.9 | - 3.8 | -0.9 |
| Interest Expenses | A 1.4 | A 1.4 | +0.0 |
| Others | A 1.5 | A 2.4 | -0.9 |
| Non-operating Income and Expenses, net | 0.3 | $\triangle 0.5$ | -0.8 |


| FY Mar/12 <br> Six Months <br> (Apr.-Sept.) | FY Mar/13 <br> Six Months <br> (Apr.-Sept) | Changes |
| ---: | ---: | ---: |
| 7.7 | $\mathbf{7 . 5}$ | -0.2 |
| 1.7 | $\mathbf{1 . 9}$ | +0.2 |
| 3.6 | $\mathbf{3 . 3}$ | -0.3 |
| 2.4 | $\mathbf{2 . 2}$ | -0.1 |
| $\mathbf{\Delta ~ 5 . 6 ~}$ | $\mathbf{\Delta ~ 6 . 1}$ | -0.6 |
| $\mathbf{\Delta ~ 2 . 8 ~}$ | $\mathbf{\Delta} \mathbf{2 . 8}$ | +0.0 |
| $\mathbf{\Delta} 2.7$ | $\mathbf{\Delta ~ 3 . 3}$ | -0.6 |
| 2.1 | $\mathbf{1 . 3}$ | $\mathbf{- 0 . 7}$ |


| $\begin{array}{l}\text { Interest and Dividend Income, } \\ \text { Interest Expenses, net }\end{array}$ | $\mathbf{\Delta 1 . 1}$ | $\mathbf{\Delta ~ 0 . 9}$ | +0.2 |
| :--- | ---: | ---: | ---: |


| $\mathbf{\Delta ~ 1 . 2 ~}$ | $\mathbf{\Delta} 0.9$ | +0.3 |
| ---: | ---: | ---: |

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


## Special Credits and Charges

|  | $\begin{gathered} \text { FY Mar/ } 12 \\ 2 \mathrm{Q} \\ \text { (J ul.-Sept.) } \end{gathered}$ | $\begin{gathered} \text { FY Mar/ } 13 \\ 2 Q \\ \text { (Jul.-Sept) } \\ \hline \end{gathered}$ | Changes |
| :---: | :---: | :---: | :---: |
| Special Credits | 0.1 | 0.0 | -0.0 |
| Gain on Sales of Property, Plant and Equipment | 0.0 | 0.0 | -0.0 |
| G a in on Sales of Investment Sec urities | 0.0 | 0.0 | -0.0 |
| Special Charges | A 2.4 | - 4.2 | -1.8 |
| Loss on Sales and Disposal of Property, Plant and Equipment | $\pm 1.1$ | - 1.0 | +0.2 |
| Loss on Disaster | $\triangle 0.1$ | $\triangle 0.9$ | -0.8 |
| Loss on Write-down of Investment Sec unities | $\pm 1.2$ | $\triangle 2.1$ | -0.9 |
| Others | A 0.0 | - 0.2 | -0.2 |
| Special Credits and Charges, net | $\pm 2.4$ | - 4.2 | -1.8 |


| FY Mar/ 12 Six Months (Apr.-Sept.) | FY Mar/ 13 Six Months (Apr.-Sept) | Changes |
| :---: | :---: | :---: |
| 0.1 | 0.1 | +0.0 |
| 0.1 | 0.1 | +0.1 |
| 0.0 | 0.0 | -0.0 |
| - 3.2 | - 6.9 | -3.7 |
| $\triangle 1.4$ | $\triangle 1.4$ | +0.0 |
| A 0.4 | A 1.8 | -1.4 |
| $\pm 1.3$ | $\triangle 3.5$ | -2.2 |
| $\triangle 0.1$ | - 0.2 | -0.1 |
| A 3.1 | - 6.7 | -3.7 |

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

|  | Billion yen |  |  |
| :--- | :--- | ---: | ---: |
|  | End of <br> Mar/12 | End of <br> Sept/ $\mathbf{1 2}$ | Changes |
| Total Assets | $1,581.5$ | $\mathbf{1 , 6 0 2 . 8}$ | +21.3 |
| Current Assets | 726.2 | $\mathbf{7 4 7 . 5}$ | +21.3 |
| Tangible Assets | 561.9 | $\mathbf{5 7 4 . 7}$ | +12.8 |
| Intangible Assets | 42.6 | $\mathbf{4 1 . 7}$ | -0.9 |
| Investment and OtherAssets | 250.7 | $\mathbf{2 3 8 . 9}$ | -11.8 |


|  | End of <br> Mar/12 | End of <br> Sept/12 | Changes |
| :--- | ---: | ---: | ---: |
| Total Liabilities 907.4 $\mathbf{9 2 0 . 4}$ <br> Current Liabilities 515.8 $\mathbf{4 9 3 . 9}$ <br> Other Liabilities 391.5 $\mathbf{4 2 6 . 6}$ <br> Total Net Assets 674.1 $\mathbf{6 8 2 . 4}$ <br> Interest-bearing Debts 481.9 $\mathbf{5 2 4 . 1}$ <br> D/E Ratio 0.77 $\mathbf{0 . 8 3}$ | +42.2 |  |  |

<Free Cash Flows>

|  | FY Mar/12 <br> Six Months <br> (Apr.-Sept.) | FY Mar/ 13 <br> Six Months <br> (Apr.-Sept) | Changes |
| :---: | ---: | ---: | ---: |
| Cash Flows from <br> Operating Activities | $\mathbf{2 5 . 5}$ | $\mathbf{1 3 . 3}$ | $\mathbf{- 1 2 . 2}$ |
| Cash Flows from <br> Investment Activities | $\mathbf{\Delta 3 4 . 7}$ | $\mathbf{\Delta 4 8 . 1}$ | $\mathbf{- 1 3 . 4}$ |
| Free Cash Flows | $\mathbf{\Delta 9 . 2}$ | $\mathbf{\Delta 3 4 . 8}$ | $\mathbf{- 2 5 . 6}$ |

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

Billion yen

|  | FY Mar/12 <br> Six Months <br> (Apr.-Sept.) | FY Mar/ 13 <br> Six Months <br> (Apr.-Sept) | Changes | Comments |
| :--- | ---: | ---: | ---: | :--- |
| Capital Expenditures | 28.2 | $\mathbf{4 3 . 7}$ | +15.5 | Toray : 12.7, Consolidated subsidiaries : 31.1 |
| Depreciation - -) | 32.7 | $\mathbf{3 1 . 1}$ | -1.6 | Toray : 13.9, Consolidated subsidiaries : 17.3 |
| Transfer, Disposal, etc. | 4.4 | $\mathbf{0 . 2}$ | -4.2 |  |
| Changes in Tangible Assets | $\mathbf{\Delta} 0.1$ | $\mathbf{1 2 . 8}$ | +12.9 |  |
| R\&D Expenses | 24.6 | $\mathbf{2 6 . 2}$ | +1.6 |  |

## Major Capital Expenditures:

Toray : PPS (polyphenylene sulfide ) resin production facilities
TAK (Toray Advanced Materials Korea Inc.) : Carbon fiber production facilities
TAFK (Toray Advanced Film Kaohsiung Co., Ltd.) : Self-adhesive protection film production facilities

Net Sales and Operating Income by Segment 'TORAY"


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



## 2Q (Jul.-Sept.)

Japan : In apparel applications, exc ept for steady functional inner wear usage, demand in general remained weak due to the slowing economy. Sales of industrial-use materials grew steadily including those for airbag application reflecting production expansion by automobile ma nufa cturers.
Overseas: Demand was sluggish given the impact of the slowdown in the U.S. and European economies and deceleration of China's domestic demand, however, effects of the floods in Thailand that occurred last fall was alleviated compared with the first quarter.

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

In J apan, sales of industrial-use materials grew strongly fueled by factors including rising sales for automotive applications reflecting production expansion by automobile manufacturers. Demand for apparel applications, however, remained weak due to the unseasonal weather in early spring as well as the slowing economy. Overseas, in addition to sluggish demand in Asia given the impact of the slowdown in the U.S. and European economies and deceleration of China' sdomestic demand, both production and sales were still affected by the floods in Thailand following the previous fisc al year.

# Business Results by Segment (Plastics \& Chemicals) 

Unit: Billion yen Net Sales

|  |  | 2Q (Jul.-Sept.) |  |  |  | Six Months (Apr.-Sept.) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY Mar/12 | FY Mar/13 | Changes |  | FY Mar/12 | FY Mar/13 | Changes |  |
| Net Sales | Toray | 20.8 | 18.6 | -2.1 | (-10.2\%) | 39.1 | 37.2 | -2.0 | (-5.0\%) |
|  | Japanese Subsidia ries | 36.9 | 32.9 | -4.0 | (-10.8\%) | 74.3 | 67.2 | -7.1 | (-9.6\%) |
|  | Overseas Subsidianes | 45.8 | 46.2 | +0.4 | (+0.8\%) | 93.0 | 90.6 | -2.4 | (-2.6\%) |
|  | Total | 103.5 | 97.7 | -5.7 | (-5.6\%) | 206.5 | 195.0 | -11.5 | (-5.6\%) |
| Operating Income | Toray | 1.1 | 0.1 | -1.0 | (-87.6\%) | 2.2 | 1.0 | -1.2 | (-54.0\%) |
|  |  | 2.4 | 1.6 | -0.8 | (-34.1\%) | 5.4 | 3.4 | -2.0 | (-36.3\%) |
|  | $\begin{array}{\|l} \text { Overseas } \\ \text { Subsidiaries } \\ \hline \end{array}$ | 4.0 | 3.3 | -0.7 | (-18.3\%) | 8.7 | 5.8 | -2.9 | (-33.6\%) |
|  | Adjustment | 0.2 | 0.0 | -0.2 |  | 0.1 | 0.3 | +0.2 |  |
|  | Total | 7.8 | 5.0 | -2.7 | (-35.3\%) | 16.4 | 10.5 | -5.9 | (-35.9\%) |

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2Q (Jul.-Sept.)
Plastic Resins
Business

Sales volume of engineering plastic sfor a utomotive applic a tions in the resins business inc reased as production expanded prima rily by automobile manufacturers in J apan. Overseas, while
: general purpose ABS resins rema ined sluggish reflecting the slumping U.S. and European economies and the stagnating Chinese market, the Company proceeded in sales expansion of highly value-added products.
Films Business: Demand remained sluggish in J apan and overseas due to the world wide economic slowdown, while price competition continued to intensify.

## Chemicals

 BusinessSix Months (Apr.-Sept.)

Sales volume of engineering plastics for a utomotive applic ations in the resins business inc reased as production expanded prima rily by automobile ma nufa cturers in J apan. Overseas, while general purpose ABS resins rema ined sluggish reflecting the stagnating Chinese market, sales of resin compounds, etc. for automobile a pplic ation in the U.S. expanded. Demand for film products remained sluggish in J a pan and overseas due to the worldwide economic slowdown, while price competition continued to intensify.

# Business Results by Segment (IT-related Products) 

Net Sales
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## 2Q (J ul.-Sept.)

The large liquid crystal display (LCD) panel-related materials are back on a gradual recovery track, however, given the impact of the sluggish flat-screen TV market, those products did not reach the same levels marked in the 2 Q of the previous year and price competition intensified. Sales of materials for small and mid-sized displays remained sluggish in general except for some products including those for smartphones, and were impacted by decline in selling pricescaused by intensified competition.

Despite production adjustment for LCD panel caused by the slowdown in the flat-screen TV market being almost over and production showing signs of recovery, the flat-screen TV-related products including films and processed film products did not reach the levels marked in the same period a yearearlier and price competition intensified. Sales of materials for small and mid-sized displays remained sluggish in general except for some products including those for smartphones.

## Details of the Sales of $\Pi$-related Products Segment

Sales ratio by sub-segment]
Unit: Billion yen

|  | FY Mar/12 <br> 2Q (Jul.-Sept) |  | FY Mar/13 <br> 2Q (Jul.-Sept) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Ratio | Net Sales | Ratio | Changes |
| Display Materials | 24.8 | $38 \%$ | 20.6 | $33 \%$ | $-17 \%$ |
| Electronic Components, Semic onductor, <br> Electric Circuit Materials | 23.5 | $36 \%$ | 25.1 | $40 \%$ | $+7 \%$ |
| Data Storage Materials | 8.4 | $13 \%$ | 7.8 | $12 \%$ | $-7 \%$ |
| Equipment, others | 9.0 | $14 \%$ | 9.6 | $15 \%$ | $+6 \%$ |
| Total of IT-related Products Segment | 65.8 |  | 63.1 |  | $-4 \%$ |


|  | FY Mar/12 <br> Six Months (Apr.-Sept) |  |  | FY Mar/13 <br> Six Months (Apr.-Sept) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Ratio | Net Sales | Ratio | Changes |  |
| Display Materials | 50.5 | $39 \%$ | 40.4 | $33 \%$ | $-20 \%$ |  |
| Eectronic Components, Semic onductor, <br> Electric Circuit Materials | 45.9 | $35 \%$ | 48.0 | $40 \%$ | $+5 \%$ |  |
| Data Storage Materials | 16.5 | $13 \%$ | 16.0 | $13 \%$ | $-3 \%$ |  |
| Equipment, others | 17.2 | $13 \%$ | 16.7 | $14 \%$ | $-2 \%$ |  |
| Total of IT-related Products Segment | 130.0 |  | 121.1 |  | $\mathbf{- 7 \%}$ |  |

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

| Unit: Billion yen |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2Q (Jul.-Sept.) |  |  |  | Six Months (Apr.-Sept.) |  |  |  |
|  |  | FY Mar/12 | FY Mar/13 | Changes |  | FY Mar/12 | FY Mar/13 | Changes |  |
| Net Sales | Toray | 14.7 | 15.5 | +0.8 | (+5.6\%) | 28.7 | 30.5 | +1.9 | (+6.6\%) |
|  | $\begin{aligned} & \text { Japanese } \\ & \text { Subsidiaries } \end{aligned}$ | 10.7 | 10.3 | -0.4 | (-3.3\%) | 21.6 | 21.0 | -0.5 | (-2.5\%) |
|  | Overseas Subsidianes | 13.7 | 15.8 | +2.1 | (+15.3\%) | 28.0 | 29.5 | +1.5 | (+5.5\%) |
|  | Adjustment | - 21.7 | - 23.4 | -1.7 |  | - 41.9 | - 44.5 | -2.6 |  |
|  | Total | 17.3 | 18.2 | +0.8 | (+4.8\%) | 36.3 | 36.5 | +0.2 | (+0.6\%) |
| Operating Income | Toray | 1.4 | 1.2 | -0.2 | (-17.1\%) | 2.8 | 2.6 | -0.2 | (-7.4\%) |
|  | $\begin{aligned} & \text { Japanese } \\ & \text { Subsidia } \end{aligned}$ | 0.1 | 0.1 | -0.0 | (-7.6\%) | 0.2 | 0.2 | +0.0 | (+4.4\%) |
|  | OVvirseas Subsidia | 1.1 | 1.0 | -0.1 | (-10.2\%) | 2.2 | 2.3 | +0.1 | (+4.4\%) |
|  | Adjustment | - 0.3 | - 0.3 | +0.0 |  | - 0.2 | - 0.9 | -0.7 |  |
|  | Total | 2.3 | 2.0 | -0.3 | (-14.2\%) | 5.0 | 4.2 | -0.8 | (-16.8\%) |

Net Sales
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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.

2Q (Jul.-Sept.)
Sales of a erospace applications and that of environmental and energy related a pplic ations including compressed natural gas tanks expanded, however, demand for the sports application weakened due to the delay in recovery in the Asian market. Some general products for the Asian market sa w intensified price competition.

Six Months (Apr.-Sept.)

Toray Group actively pursued sales growth in aerospace a nd general industrial a pplic ations, as demand for a irc raft applic ations grew a nd that for environmental and energy fields including compressed natural gas tanks expanded. The recovery of the market for sports a pplic ations stalled reflecting the economic slowdown in J apan and abroad, a nd price competition has been intensifying.

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

Sales ratio by sub-segment]
Unit Billion yen

|  | FY Mar/ 12 <br> 2Q (Jul.-Sept) |  | FY Mar/ 13 <br> 2Q (Jul.-Sept) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Ratio | Net Sales | Ratio | Changes |
| Aerospace | 6.2 | $36 \%$ | 7.7 | $42 \%$ | $+25 \%$ |
| Sports | 3.3 | $19 \%$ | 2.6 | $14 \%$ | $-23 \%$ |
| Industrial | 7.8 | $45 \%$ | 7.9 | $44 \%$ | $+1 \%$ |
| Total of Carbon Fiber <br> Composite Materials | 17.3 |  | 18.2 |  | $+5 \%$ |


|  | FY Marl 12 <br> Six Months (Apr.-Sept) |  | FY Mar/ 13 <br> Six Months (Apr.-Sept) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Ratio | Net Sales | Ratio | Changes |
|  | 13.1 | $36 \%$ | 15.4 | $42 \%$ | $+17 \%$ |
| Sports | 7.3 | $20 \%$ | 5.5 | $15 \%$ | $-25 \%$ |
| Industrial | 15.9 | $44 \%$ | 15.6 | $43 \%$ | $-2 \%$ |
| Total of Carbon Fiber <br> Composite Materials | 36.3 |  | 36.5 |  | $+\mathbf{+ 1 \%}$ |

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



## 2Q (J ul.-Sept.)

Water Treatment: Business

Japan

The Company proceeded in winning orders for large-scale water treatment membrane business of reverse osmosis membranes, and expanded sales in China.

The number of completed large projects retumed to the normal level which had concentrated in the same period of the previous year at the construction and real estate company. Engineering subsidia ries reported weak sales of their ind ustrial equipment.

Six Months
(Apr.-Sept.)

While demand for water treatment membranes was sluggish in its ma in markets such as Europe, U.S., Middle East and China, the Company has been pursuing a ctivities to win orders for va rious water trea tment membranes including reverse osmosis membrane around the world. Among domestic subsidiaries, compared with the same period a year earlier, the number of completed projects at the construction and real estate company declined, although the water treatment engineering subsidiary performed strongly.

# Business Results by Segment (Life Science) 

Unit: Billion yen

|  |  | 2Q (Jul.-Sept.) |  |  |  | Six Months (Apr.-Sept.) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY Mar/12 | FY Mar/13 | Changes |  | FY Mar/12 | FY Mar/13 | Changes |  |
| Net Sales | Toray | 4.4 | 3.6 | -0.9 | (-19.4\%) | 8.7 | 7.4 | -1.3 | (-15.2\%) |
|  | Japanese Subsidiaries | 9.6 | 10.1 | +0.5 | (+5.3\%) | 18.1 | 19.2 | +1.2 | (+6.4\%) |
|  | Overseas Subsidiaries | 0.4 | 0.2 | -0.2 | (-39.8\%) | 0.8 | 0.4 | -0.3 | (-43.1\%) |
|  | Total | 14.4 | 13.9 | -0.5 | (-3.6\%) | 27.5 | 27.0 | -0.5 | (-1.8\%) |
| Operating Income | Toray | 1.8 | 0.9 | -0.9 | (-49.4\%) | 3.5 | 2.6 | -0.9 | (-26.5\%) |
|  | Japanese Subsidiaries | 0.6 | 0.6 | +0.0 | (+6.7\%) | 0.7 | 0.8 | +0.1 | (+8.1\%) |
|  | Overseas Subsidiaries | 0.0 | - 0.0 | -0.1 | (-) | 0.0 | - 0.1 | -0.1 | ( - ) |
|  | Adjustment | - 0.1 | - 0.1 | -0.0 |  | 0.0 | - 0.3 | -0.3 |  |
|  | Total | 2.3 | 1.4 | -0.9 | (-38.7\%) | 4.2 | 3.0 | -1.2 | (-29.2\%) |

Net Sales
<Barchart>
Operating Income <ine chart> (Billion yen)


## 2Q (J ul.-Sept.)

Sales of medical products including TORAYUG $H T^{\text {m }} N V$, a polysulfone membrane artificial kidney, inc reased strongly. Sales of pharmac eutical products, however, were affected by intensified competition as well as the lowering of the selling price under the National Health Insurance (NHI) price revision in April this year.

Sales of medic al products including TORAYLG HTTM NV, a polysulfone membra ne artificial kidney, a nd TORAYMYXIN®, a hemoperfusion absorption column for removing endotoxin, inc reased strongly. Sales of pharmaceutic al products, however, were affected by intensified competition as well as the lowering of the selling price underthe National Health Insurance (NHI) pric e revision in April this year.

## Inc ome Variance Factor Analysis (Six Months)



|  |  | Billion yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Net Sales |  |  | Operating Income |  |  |
|  |  | FY Mar/ 12 Six Months (Apr.-Sept.) | FY Mar/ 13 Six Months (Apr.-Sept) | Changes | FY Mar/ 12 Six Months (Apr.-Sept.) | FY Mar/ 13 Six Months (Apr.-Sept) | Changes |
| Toray Intemational Inc. |  | 228.6 | 212.7 | -15.8 | 3.9 | 4.3 | +0.4 |
| Toray Engineering Co., Ltd. |  | 39.3 | 40.1 | +0.8 | 1.6 | - 0.3 | -1.8 |
| Toray Construction Co., Ltd. |  | 30.9 | 20.4 | -10.5 | 2.9 | 0.5 | -2.4 |
| Toray Advanced Film Co., Ltd. |  | 24.7 | 23.7 | -1.0 | 1.8 | 1.2 | -0.6 |
| Toray Medical Co., Ltd. |  | 18.2 | 19.6 | +1.4 | 0.7 | 0.8 | +0.1 |
| TAK (Republic of Korea) |  | 48.7 | 46.1 | -2.6 | 8.3 | 6.2 | -2.1 |
| TPM (Malaysia) |  | 31.8 | 29.7 | -2.0 | 0.5 | 0.8 | +0.3 |
|  |  |  |  |  |  |  |  |
| Subsidia ries inSoutheast Asia *1 | Fibers \& Textiles | 52.0 | 43.9 | -8.1 | 4.8 | $\triangle 0.2$ | -5.0 |
|  | Pla stic \& C hemic als | 38.4 | 34.7 | -3.7 | 2.4 | 2.0 | -0.3 |
|  | Others | 3.3 | 4.1 | +0.8 | 0.2 | 0.2 | -0.0 |
|  | Total | 93.7 | 82.7 | -11.0 | 7.4 | 2.0 | -5.4 |
| Subsidia ries in China *2 | Fibers \& Textiles | 49.5 | 52.6 | +3.1 | 4.5 | 5.1 | +0.6 |
|  | Plastics \& C hemicals | 27.7 | 27.4 | -0.3 | 0.5 | 0.3 | -0.3 |
|  | Others | 5.1 | 6.0 | +0.9 | 0.0 | - 0.4 | -0.4 |
|  | Total | 82.2 | 86.0 | +3.8 | 5.1 | 5.0 | -0.1 |
| Films Subsidia ries (Overseas) *3 | Pla stics \& Chemicals | 45.2 | 39.7 | -5.5 | 7.0 | 4.0 | -3.0 |
|  | IT-related Products | 25.2 | 24.6 | -0.6 | 4.5 | 3.7 | -0.8 |
|  | Total | 70.4 | 64.3 | -6.1 | 11.5 | 7.7 | -3.8 |

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

| Segment | Operating Income <br> FY Mar/ 13 1Q $\rightarrow$ <br> FY Mar/ $132 Q$ <br> ( ) difference | Variance Factors |
| :---: | :---: | :---: |
| Fibers \& Textiles | $\begin{gathered} 8.7 \rightarrow 9.8 \\ (+1.0) \end{gathered}$ | - Shipment volume of garments for functional inner wear inc reased. <br> - The effects of the floods in Thailand was alleviated at fibers and textiles subsidiaries in Thailand. |
| Plastics \& Chemicals | $\begin{gathered} 5.5 \rightarrow 5.0 \\ (-0.5) \end{gathered}$ | - Sales of plastic resins for automotive applic ations was steady on production expansion by automobile manufacturers. <br> - Toray parent company as well as its J apanese subsidiaries reported weak performance of their chemicals products due to dec rease in demand and decline in price. |
| IT-related Products | $\begin{gathered} 4.2 \rightarrow 5.5 \\ (+1.3) \end{gathered}$ | - FPD-related materials rec overed due to retrieval of operating rate at LCD panel manufacturers. |
| Carbon Fiber Composite Materials | $\begin{gathered} 2.2 \rightarrow 2.0 \\ (-0.2) \end{gathered}$ | - Sales of aerospace and general industrial applic ations were steady, however, sports applications for Asia saw delay in market recovery, and price competition intensified. |
| Environment \& Engineering | $\begin{gathered} \Delta 0.1 \rightarrow 0.1 \\ (+0.2) \end{gathered}$ | - Mostly the same level as 1Q. |
| Life Science | $\begin{gathered} 1.6 \rightarrow 1.4 \\ (-0.2) \end{gathered}$ | Sales were steady while pharmaceutical-related costs inc reased. |
| Others | $\begin{gathered} 0.2 \rightarrow 0.4 \\ (+0.2) \end{gathered}$ |  |
| Adjustment | $\begin{gathered} \Delta 5.0 \rightarrow \Delta 4.8 \\ (+0.2) \end{gathered}$ |  |
| Consolidated | $\begin{gathered} \hline 17.3 \rightarrow 19.4 \\ (+2.2) \end{gathered}$ |  |

## II. Business Forec ast for the Fiscal Year Ending March 2013 (Consolidated Basis)

## Forec ast Summary

|  |  | FY Marl 12 Actual | FY Mar/ 13 New Forecast | Changes |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1st Half | 799.8 | 753.7 | -46.1 (-5.8\%) |
|  | 2nd Half | 788.8 | 871.3 | +82.5 (+10.5\%) |
|  | Total | 1,588.6 | 1,625.0 | +36.4 (+2.3\%) |
| Operating Income | 1st Half | 63.4 | 36.7 | -26.7 (-42.1\%) |
|  | 2nd Half | 44.3 | 53.3 | +9.0 (+20.3\%) |
|  | Total | 107.7 | 90.0 | -17.7 (-16.5\%) |
| Ordina ry Income | 1st Half | 65.5 | 38.0 | -27.5 $\begin{array}{ll}(-41.9 \%)\end{array}$ |
|  | 2nd Half | 44.3 | 53.0 | +8.6 (-19.4\%) |
|  | Total | 109.8 | 91.0 | -18.8 (-17.2\%) |
| Net Income | 1st Half | 40.1 | 20.0 | -20.1 (-50.1\%) |
|  | 2nd Half | 24.1 | 30.0 | +5.9 (+24.3\%) |
|  | Total | 64.2 | 50.0 | -14.2 (-22.1\%) |


| Previous <br> Forecast | Difference <br> from <br> Previous <br> Forecast |
| ---: | ---: |
| 790.0 | -36.3 |
| 940.0 | -68.7 |
| $\mathbf{1 , 7 3 0 . 0}$ | $\mathbf{- 1 0 5 . 0}$ |
| 40.0 | -3.3 |
| 75.0 | -21.7 |
| $\mathbf{1 1 5 . 0}$ | $\mathbf{- 2 5 . 0}$ |
| 39.0 | -1.0 |
| 75.0 | -22.0 |
| $\mathbf{1 1 4 . 0}$ | $\mathbf{- 2 3 . 0}$ |
| 21.0 | -1.0 |
| 45.0 | -15.0 |
| $\mathbf{6 6 . 0}$ | $\mathbf{- 1 6 . 0}$ |


| Net Income per Share | 1st Half | 24.6 ven | 12.3 ven | Remarks: <br> Estimated exchange rate : 79 yen / US\$ (October~) Estimated oil price : 112.5 US\$/ B (DUBAI FOB) (October ~) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2nd Half | 14.8 ven | 18.4 ven |  |
|  | Total | 39.4 yen | 30.7 yen |  |
| Dividend perShare | 1st Half | 5.0 ven | 5.0 ven |  |
|  | 2nd Half | 5.0 yen | 5.0 ven |  |
|  | Total | 10.0 yen | 10.0 yen |  |

## Forecast by Segment

## 'TORAY'

Innosurlon by chamintry

|  |  |  |  |  |  |  |  |  |  |  |  | Billio | yen |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY Mar/ 12 |  |  | FY Mar/13 |  |  | Changes |  |  | Difference from Previous Forecast |  |  |
|  |  | 1st Half Actual | 2nd Half Actual | Full-year Actual | 1st Half Actual | 2nd Half Forecast | Full-year Forecast | 1st Half Actual | 2nd Half Forecast | Full-year Forecast | 1st Half Actual | 2nd Half Forecast | Full-year Forecast |
| Net Sales | Fibers \& Textiles | 307.5 | 330.9 | 638.4 | 288.9 | 346.1 | 635.0 | -18.6 | +15.3 | -3.4 | -21.1 | -23.9 | -45.0 |
|  | Plastics \& C hemicals | 206.5 | 191.4 | 397.8 | 195.0 | 200.0 | 395.0 | -11.5 | +8.7 | -2.8 | -15.0 | -20.0 | -35.0 |
|  | IT-related Products | 130.0 | 113.4 | 243.4 | 121.1 | 128.9 | 250.0 | -8.9 | +15.5 | +6.6 | +1.1 | -21.1 | -20.0 |
|  | Carbon Fiber Composite Materials | 36.3 | 33.6 | 69.9 | 36.5 | 43.5 | 80.0 | +0.2 | +9.9 | +10.1 | -3.5 | -6.5 | -10.0 |
|  | Environment \& Engineering | 85.3 | 85.0 | 170.2 | 78.1 | 111.9 | 190.0 | -7.1 | +26.9 | +19.8 | +3.1 | +1.9 | +5.0 |
|  | Life Science | 27.5 | 28.0 | 55.6 | 27.0 | 33.0 | 60.0 | -0.5 | +4.9 | +4.4 | -1.0 | +1.0 | - |
|  | Others | 6.7 | 6.6 | 13.3 | 7.1 | 7.9 | 15.0 | +0.4 | +1.3 | +1.7 | +0.1 | -0.1 | - |
|  | Consolidated | 799.8 | 788.8 | 1,588.6 | 753.7 | 871.3 | 1,625.0 | -46.1 | +82.5 | +36.4 | -36.3 | -68.7 | -105.0 |
| Operating Income | Fibers \& Textiles | 22.7 | 22.6 | 45.3 | 18.5 | 25.5 | 44.0 | -4.2 | +2.9 | -1.3 | -0.5 | -4.5 | -5.0 |
|  | Plastics \& C hemicals | 16.4 | 11.0 | 27.4 | 10.5 | 9.5 | 20.0 | -5.9 | -1.5 | -7.4 | -1.5 | -5.5 | -7.0 |
|  | IT-related Products | 19.7 | 14.8 | 34.5 | 9.6 | 13.4 | 23.0 | -10.1 | -1.4 | -11.5 | -0.4 | -7.6 | -8.0 |
|  | Carbon Fiber Composite Materials | 5.0 | 2.6 | 7.7 | 4.2 | 4.8 | 9.0 | -0.8 | +2.2 | +1.3 | -0.8 | -2.2 | -3.0 |
|  | Environment \& Engineering | 4.2 | 0.7 | 4.9 | - 0.0 | 4.0 | 4.0 | -4.2 | +3.3 | -0.9 | -0.0 | -2.0 | -2.0 |
|  | Life Science | 4.2 | 1.7 | 6.0 | 3.0 | 4.0 | 7.0 | -1.2 | +2.3 | +1.0 | +0.5 | -0.5 | - |
|  | Others | 0.5 | 0.9 | 1.3 | 0.7 | 1.4 | 2.0 | +0.2 | +0.5 | +0.7 | -0.4 | +0.4 | - |
|  | Adjustment | - 9.4 | - 9.9 | - 19.4 | - 9.8 | - 9.2 | - 19.0 | -0.4 | +0.8 | +0.4 | -0.3 | +0.3 | - |
|  | Consolidated | 63.4 | 44.3 | 107.7 | 36.7 | 53.3 | 90.0 | -26.7 | +9.0 | -17.7 | -3.3 | -21.7 | -25.0 |

# Operating Income Comparison with Previous Forec ast by Segment 

| Segment | Full-year Operating Income <br> Previous Forecast <br> $\rightarrow$ New Forecast <br> ( ) difference | Variance Factors |
| :---: | :---: | :---: |
| Fibers \& Textiles | $\begin{gathered} 49.0 \rightarrow 44.0 \\ (-5.0) \end{gathered}$ | - Expect apparel business to proceed on a weak note in general reflecting the world wide economic slowdown. <br> - Expect gament business to remain steady. <br> - Uncertainty forautomotive applications is becoming stronger due to dec rease in domestic demand given the impact of the end of the eco-carsubsidies as well as dec reasing demand for J apanese automobiles in China. |
| Plastics \& Chemicals | $\begin{gathered} 27.0 \rightarrow 20.0 \\ (-7.0) \end{gathered}$ | - Expect weak demand in films business due to the worldwide economic stump as well as intensifying price competition. <br> - Uncertainty in the plastic resins business for automotive applic ations is becoming stronger due to dec rease in domestic demand given the impact of the end of the eco-carsubsidies as well as decreasing demand for J apanese automobiles in China. |
| IT-related Products | $\begin{gathered} 31.0 \rightarrow 23.0 \\ (-8.0) \end{gathered}$ | - The production situation at large LCD panel manufacturers is slowly recovering, however, there are concems over inventory adjustment among ultimate customers, so the Company antic ipates that sales of related materials will not expand as much as the previous forecast |
| Carbon Fiber Composite Materials | $\begin{gathered} 12.0 \rightarrow 9.0 \\ (-3.0) \end{gathered}$ | - Expect steady business in aerospace applic ations and that of environmental and energy related applications including compressed natural gas tanks. <br> - Expect to take longer period of time for the product price to recover because demand forgeneral products are weak mainly in Asia. |
| Environment \& Engineering | $\begin{gathered} 6.0 \rightarrow 4.0 \\ (-2.0) \end{gathered}$ | - Expect water treatment business to proceed on a weak note due to worldwide economic slowdown. <br> - Expect weak performance at engineering subsidiaries due to economic slump in J apan and overseas. |
| Life Science | $\begin{gathered} 7.0 \rightarrow 7.0 \\ ( \pm 0.0) \end{gathered}$ | - Expect to be in line with the previous forecast |
| Others | $\begin{gathered} 2.0 \rightarrow 2.0 \\ ( \pm 0.0) \end{gathered}$ | - Expect to be in line with the previous forecast |
| Adjustment | $\begin{gathered} \Delta 19.0 \rightarrow \Delta 19.0 \\ ( \pm 0.0) \end{gathered}$ |  |
| Consolidated | $\begin{gathered} 115.0 \rightarrow 90.0 \\ (-25.0) \end{gathered}$ |  |

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



Descriptions of predicted business results, projections, and business plans for the Fiscal Year ending March 2013 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 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, TPJ, PFR, PAB-G, TIS, LTX, TTTM, TPM sum total
    *2 : TFNL, TSD, TJ Q, TPN, TCH, TICH, THK-G, TPCH-G, RKH/RKZ, TFH/TFZ, TBMC, TMQ, TFCC sum total
    *3 : TAK, PFR, TPA, TFE, TFH/TFZ, TAFK sum total

