

Announcement of Business Results for the Fiscal Year Ended March 2016 and Business Forecast for the Fiscal Year Ending March 2017

Toray Industries, Inc. May 12, 2016

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# I.Business Results for the Fiscal Year Ended March 2016 (Consolidated Basis)

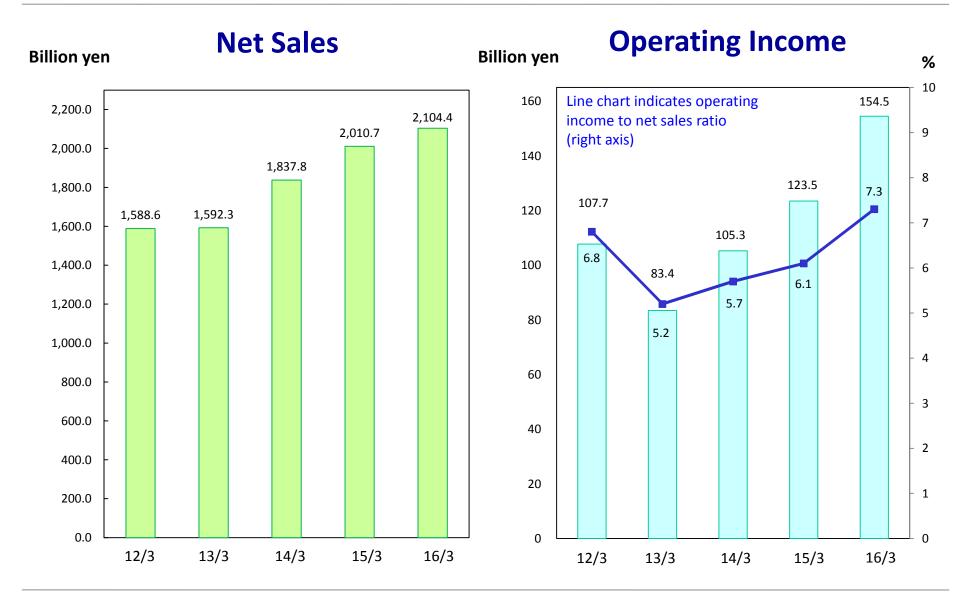
## **Summary of Consolidated Business Results for the Fiscal Year Ended March 2016**

#### Billion yen

	FY Mar/15		FY Mar/16			Characa		
	1st Half	2nd Half	Total	1st Half	2nd Half	Total	Chan	ges
Net Sales	948.0	1,062.8	2,010.7	1,028.6	1,075.9	2,104.4	+93.7	(+4.7%)
Cost of Sales	762.3	849.2	1,611.5	811.2	851.4	1,662.6	+51.1	(+3.2%)
Gross Profit	185.7	213.6	399.3	217.4	224.5	441.9	+42.6	(+10.7%)
(Gross Profit to Net Sales)	19.6%	20.1%	19.9%	21.1%	20.9%	21.0%	+1.1	points
Operating Income	51.3	72.2	123.5	75.1	79.4	154.5	+31.0	(+25.1%)
(Operating Income to Net Sales)	5.4%	6.8%	6.1%	7.3%	7.4%	7.3%	+1.2	points
Non-operating Income and Expenses, net	5.2	▲ 0.1	5.1	0.4	<b>▲</b> 4.7	<b>▲</b> 4.3	-9.4	
Ordinary Income	56.5	72.1	128.6	75.5	74.7	150.2	+21.6	(+16.8%)
Special Credits and Charges, net	▲ 2.1	▲ 12.0	▲ 14.1	▲ 2.8	<b>▲</b> 9.5	▲ 12.4	+1.7	
Income before Income Taxes	54.4	60.1	114.5	72.7	65.1	137.8	+23.3	(+20.4%)
Net Income Attributable to Owners of Parent	41.3	29.8	71.0	49.4	40.7	90.1	+19.1	(+26.9%)
Net Income per share	25.70 yen	18.61 yen	44.33yen	30.93 yen	25.45 yen	56.38 yen		
Dividend per share	5.00 yen	6.00 yen	11.00 yen	6.00 yen	7.00 yen	13.00 yen		

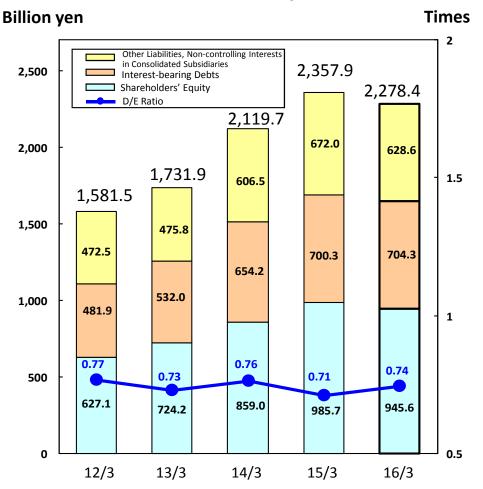
Exchange Rate					
<yen us\$=""></yen>					
FY	' Mar/15 → FY Mar/16				
Average:	109.9 → 120.1				
End of the terr	m: 120.2 → 112.7				
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FY	' Mar/15 → FY Mar/16				
Average:	138.8 → 132.6				
End of the terr	n: 130.3 → 127.7				

### **Trends in Net Sales and Operating Income**

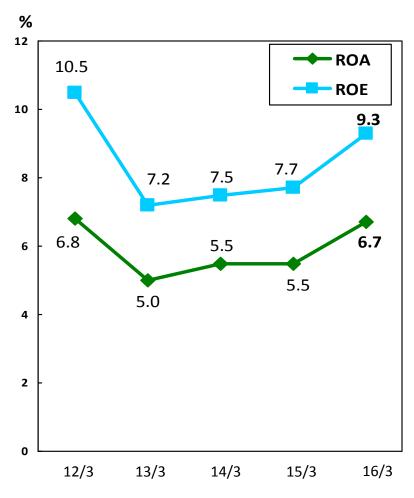


### Total Assets, D/E Ratio and ROA · ROE

#### Total Assets, D/E Ratio



#### **ROA · ROE**



ROA = Operating Income / Total Assets

ROE = Net Income Attributable to Owners of Parent / Owner's Equity

### Non-operating Income and Expenses

Billion yen

	FY Mar/15	FY Mar/16	Changes	
Non-operating Income	22.0	14.9	-7.1	
Interest and Dividend Income	4.1	5.0	+0.9	
Equity in Earnings of Affiliates	11.8	5.0	-6.8	
Foreign Exchange Gains	2.1	-	-2.1	
Others	4.0	4.8	+0.8	
Non-operating Expenses	<b>▲</b> 16.9	<b>▲</b> 19.2	-2.3	
Interest Expenses	<b>▲</b> 6.3	<b>▲</b> 5.4	+1.0	
Foreign Exchange Losses	-	<b>▲</b> 2.4	-2.4	
Costs related to Start-up of New Facilities	▲ 2.2	<b>▲</b> 1.2	+1.0	
Costs related to Idle Facilities	<b>▲</b> 2.8	<b>▲</b> 4.2	-1.4	
Others	▲ 5.6	<b>▲</b> 6.1	-0.5	
Non-operating Income and Expenses, net	5.1	<b>▲</b> 4.3	-9.4	
Interest and Dividend Income, Interest Expenses, net	▲ 2.2	▲ 0.3	+1.9	

<sup>\*</sup> Positive numbers : Income, Negative numbers (▲) : Expenses

### **Special Credits and Charges**

#### Billion yen

		FY Mar/15	FY Mar/16	Changes
Special Cred	lits	1.8	6.0	+4.1
	Gain on Sales of Property, Plant and Equipment	0.5	1.0	+0.5
	Gain on Sales of Investment Securities	0.5	4.5	+3.9
	Gain on Sales of Securities of Subsidiaries	0.7	0.1	-0.5
	Others	0.2	0.4	+0.2
Special Char	rges	<b>▲</b> 15.9	<b>▲</b> 18.3	-2.4
	Loss on Sales and Disposal of Property, Plant and Equipment	<b>▲</b> 6.2	<b>▲</b> 6.1	+0.1
	Loss on Impairment of Fixed Assets	<b>▲</b> 7.9	<b>▲</b> 9.1	-1.1
	Loss on Write-down of Investment Securities	▲ 0.1	<b>▲</b> 2.2	-2.1
	Others	<b>▲</b> 1.8	<b>▲</b> 1.0	+0.8
Special Cred	lits and Charges, net	<b>▲</b> 14.1	<b>▲ 12.4</b>	+1.7

<sup>\*</sup> Positive numbers: Income, Negative numbers (▲): Expenses

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

Bil	lion	yen

		End of Mar/15	End of Mar/16	Changes
Tota	al Assets	2,357.9	2,278.4	-79.5
	Current Assets	1,017.9	1,009.6	-8.3
	Tangible Assets	855.6	830.6	-25.0
	Intangible Assets	98.5	87.2	-11.3
	Investment and Other Assets	386.0	351.1	-34.9

	End of Mar/15	End of Mar/16	Changes
Total Liabilities	1,277.2	1,253.5	-23.7
Current Liabilities	600.9	571.3	-29.5
Other Liabilities	676.3	682.1	+5.8
Total Net Assets	1,080.8	1,024.9	-55.8
Owner's Equity	985.7	945.6	-40.1
Equity Ratio	41.8%	41.5%	-0.3 points

#### <Free Cash Flows>

	FY Mar/15	FY Mar/16	Changes
Cash Flows from Operating Activities	141.3	196.1	+54.9
Cash Flows from Investment Activities	<b>▲</b> 140.7	<b>▲</b> 154.4	-13.8
Free Cash Flows	0.6	41.7	+41.1

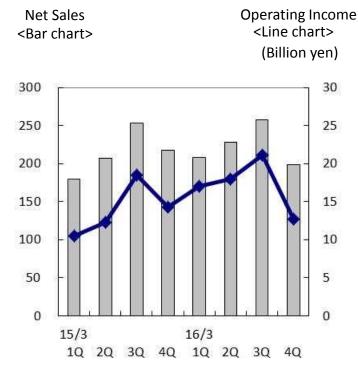
### **Net Sales and Operating Income by Segment**

Billion yen

			Net	Sales			Operati	ng Income	Billion yei
		FY Mar/15	FY Mar/16	Changes	(%)	FY Mar/15		Changes	(%)
	1st Half	386.2	435.8	+49.7	(+12.9%)	22.8	35.0	+12.3	(+54.0%
ibers & Textiles	2nd Half	470.5	456.2	-14.3	(-3.0%)	32.8	33.9	+1.0	(+3.1%
	Total	856.7	892.0	+35.4	(+4.1%)	55.6	68.9	+13.3	(+23.9%
	1st Half	246.2	257.2	+11.0	(+4.5%)	11.7	15.7	+3.9	(+33.6%
Plastics & Chemicals	2nd Half	250.2	264.0	+13.9	(+5.5%)	12.2	13.7	+1.6	(+12.9%
	Total	496.4	521.2	+24.9	(+5.0%)	23.9	29.4	+5.5	(+23.1%
	1st Half	121.8	125.0	+3.1	(+2.6%)	10.3	12.0	+1.6	(+16.0%
IT-related Products	2nd Half	126.1	126.1	-0.0	(-0.0%)	14.2	14.2	+0.0	(+0.0%
	Total	248.0	251.1	+3.1	(+1.2%)	24.5	26.2	+1.7	(+6.8%
	1st Half	76.6	94.3	+17.7	(+23.1%)	11.8	18.6	+6.8	(+57.9%
Carbon Fiber Composite Materials	2nd Half	81.7	91.9	+10.2	(+12.4%)	14.5	17.5	+3.1	(+21.3%
	Total	158.4	186.2	+27.8	(+17.6%)	26.2	36.1	+9.9	(+37.7%
	1st Half	83.4	82.6	-0.8	(-0.9%)	2.1	1.6	-0.5	(-22.3%
Environment & Engineering	2nd Half	96.6	100.7	+4.1	(+4.3%)	5.9	8.0	+2.0	(+34.1%
	Total	180.0	183.3	+3.3	(+1.9%)	8.0	9.6	+1.6	(+19.5%
	1st Half	26.5	26.4	-0.1	(-0.5%)	1.7	0.6	-1.1	(-63.6%
Life Science	2nd Half	30.5	29.5	-1.1	(-3.5%)	2.4	2.4	+0.1	(+3.3%
	Total	57.0	55.8	-1.2	(-2.1%)	4.1	3.1	-1.0	(-24.7%
	1st Half	7.2	7.2	-0.0	(-0.0%)	0.7	0.5	-0.2	(-28.2%
Others	2nd Half	7.1	7.5	+0.4	(+5.6%)	1.2	1.4	+0.3	(+22.2%
	Total	14.3	14.7	+0.4	(+2.8%)	1.9	2.0	+0.1	(+3.2%
Adjustment	1st Half					▲ 9.8	▲ 8.9	+0.9	
	2nd Half					<b>▲</b> 11.0	▲ 11.8	-0.8	
	Total					▲ 20.7	▲ 20.7	+0.0	
	1st Half	948.0	1,028.6	+80.6	(+8.5%)	51.3	75.1	+23.8	(+46.4%
Consolidated	2nd Half	1,062.8	1,075.9	+13.1	(+1.2%)	72.2	79.4	+7.2	(+10.0%
	Total	2,010.7	2,104.4	+93.7	(+4.7%)	123.5	154.5	+31.0	(+25.1%

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

					Billion yen
		FY Mar/15	FY Mar/16	Cha	anges
	Toray	185.1	191.8	+6.7	(+3.6%)
	Japanese Subsidiaries	452.0	466.8	+14.9	(+3.3%)
Net Sales	Overseas Subsidiaries	490.7	532.6	+41.9	(+8.5%)
	Adjustment	▲ 271.1	▲ 299.3	-28.1	
	Total	856.7	892.0	+35.4	(+4.1%)
	Toray	13.4	17.5	+4.1	(+30.2%)
	Japanese Subsidiaries	12.5	13.3	+0.8	(+6.0%)
Operating Income	Overseas Subsidiaries	31.4	41.0	+9.7	(+30.8%)
	Adjustment	<b>▲</b> 1.7	▲ 2.9	-1.2	
	Total	55.6	68.9	+13.3	(+23.9%)



#### Japan

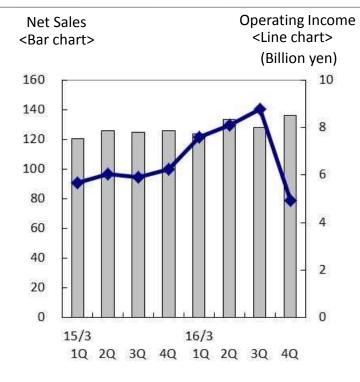
• Demand for apparel applications remained weak and sales for industrial applications were affected by inventory adjustment at some customers for automotive applications. Against this background, Toray Group not only strived to expand sales on the whole but also worked to improve profitability by upgrading the business primarily through promotion of a business format that integrates fibers to textiles to final products.

#### Overseas

Despite being affected by a slowdown in demand in Europe and sluggish domestic demand in China, textile subsidiaries in China and Southeast Asia pursued sales expansion and a shift towards high value-added products. In addition, shipment for automotive applications such as airbag fabric and interior materials was strong, and demand for hygiene products in Southeast Asia and India expanded.

### **Business Results by Segment (Plastics & Chemicals)**

	,				Billion yen
		FY Mar/15	FY Mar/16	Cha	anges
	Toray	139.4	122.1	-17.3	(-12.4%)
Net	Japanese Subsidiaries	366.0	388.7	+22.7	(+6.2%)
Net Sales	Overseas Subsidiaries	365.9	346.7	-19.1	(-5.2%)
	Adjustment	▲ 374.8	▲ 336.2	+38.6	
	Total	496.4	521.2	+24.9	(+5.0%)
	Toray	2.3	4.7	+2.4	(+104.8%)
0	Japanese Subsidiaries	8.8	7.3	-1.4	(-16.4%)
Operating Income	Overseas Subsidiaries	13.0	17.3	+4.3	(+33.2%)
	Adjustment	▲ 0.2	0.0	+0.2	
	Total	23.9	29.4	+5.5	(+23.1%)



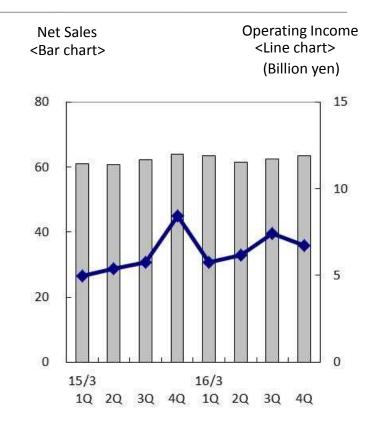
**Resins Business:** While shipment of automotive application products was affected in Japan by the decline in automobile production, other applications performed strongly in general. Overseas, shipment at subsidiaries in the U.S. expanded for automotive applications and shipment of ABS resin at a Malaysian subsidiary remained strong.

**Films Business**: The products for packaging applications performed strongly both in Japan and abroad.

Toray Group, despite many applications being affected by price competition, strived to improve profitability of the business by emphasizing on sales expansion of high value-added products and cost reduction.

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

	i				Billion yen
		FY Mar/15	FY Mar/16	Cha	anges
	Toray	90.7	87.0	-3.7	(-4.0%)
	Japanese Subsidiaries	98.1	108.2	+10.0	(+10.2%)
Net Sales	Overseas Subsidiaries	101.2	100.3	-0.9	(-0.9%)
	Adjustment	<b>▲</b> 42.1	<b>▲</b> 44.4	-2.4	
	Total	248.0	251.1	+3.1	(+1.2%)
	Toray	6.9	6.0	-0.9	(-12.5%)
	Japanese Subsidiaries	9.3	10.9	+1.6	(+16.9%)
Operating Income	Overseas Subsidiaries	11.5	12.6	+1.2	(+10.4%)
	Adjustment	▲ 3.2	<b>▲</b> 3.4	-0.2	
	Total	24.5	26.2	+1.7	(+6.8%)



Regarding large LCD panel-related materials, the trend shifted to larger displays and demand for 4K TV expanded, but related materials such as films and processed film products were affected by production adjustment at customers given the slowing demand in China and other emerging countries. Smartphone- and tablet terminal-related materials performed strongly, as shipment of high performance electric circuit materials at a subsidiary in Republic of Korea expanded. A Japanese subsidiary expanded sales of LCD color filter manufacturing equipment, etc. In the meantime, all materials continued to be affected by price competition and Toray Group worked to maintain profitability of the business through measures such as cost reduction.

### **Details of the Sales of IT-related Products Segment**

#### **(Sales ratio by sub-segment)**

**Unit: Billion yen** 

	FY Ma	r/15	FY Mar/16			
	Net Sales	Ratio	Net Sales	Ratio	Changes	
Display Materials	83.8	34%	69.9	28%	-17%	
Electronic Components, Semiconductor, Electric Circuit Materials	109.7	44%	119.4	48%	+9%	
Data Storage Materials	33.7	14%	30.4	12%	-10%	
Equipment, others	20.7	8%	31.4	13%	+52%	
Total of IT-related Products Segment	248.0		251.1		+1%	

Display Materials: Films and processed film products were affected by sluggish TV demand.

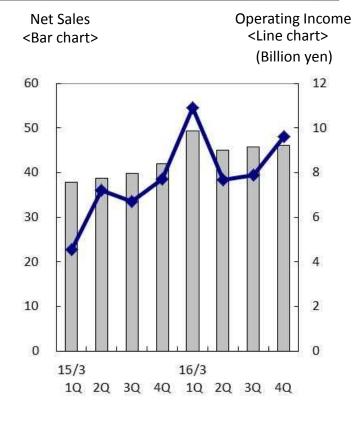
Electronic Components, Semiconductor, Electric Circuit Materials: Films for electronic components and highperformance electric circuit materials at a Korean subsidiary performed strongly.

Data Storage Materials : Sales remained sluggish in general.

Equipment, others: Sales of LCD color filter manufacturing equipment and other IT-related equipment increased.

### Business Results by Segment (Carbon Fiber Composite Materials)

					Billion yen
		FY Mar/15	FY Mar/16	Cha	anges
	Toray	93.1	107.0	+13.9	(+14.9%)
	Japanese Subsidiaries	63.1	80.9	+17.8	(+28.3%)
Net Sales	Overseas Subsidiaries	138.9	163.7	+24.8	(+17.9%)
	Adjustment	▲ 136.7	<b>▲</b> 165.3	-28.7	
	Total	158.4	186.2	+27.8	(+17.6%)
	Toray	16.8	22.0	+5.3	(+31.4%)
	Japanese Subsidiaries	0.8	1.2	+0.4	(+44.6%)
Operating Income	Overseas Subsidiaries	12.6	18.1	+5.6	(+44.4%)
	Adjustment	▲ 3.9	▲ 5.2	-1.3	
	Total	26.2	36.1	+9.9	(+37.7%)



Shipment of carbon fibers and intermediate products (prepreg) increased, as demand for aircrafts as well as that in the environment and energy fields including wind turbine applications expanded. The new facilities that started production in the latter half of 2014 and in the first half of 2015 contributed to production increase and sales expansion, and the shipment of products for fuel cell vehicles started in earnest.

# Details of the Sales of Carbon Fiber Composite Materials Segment

#### **(Sales ratio by sub-segment)**

**Unit: Billion yen** 

	FY M	FY Mar/16			
	Net Sales	Ratio	Net Sales	Ratio	Changes
Aerospace	78.0	49%	94.4	51%	+21%
Sports	16.0	10%	15.7	8%	-2%
Industrial	64.4	41%	76.0	41%	+18%
Total of Carbon Fiber Composite Materials	158.4		186.2		+18%

Aerospace: In addition to the expanding demand of aircraft for existing models, shipment for Boeing 787 was healthy.

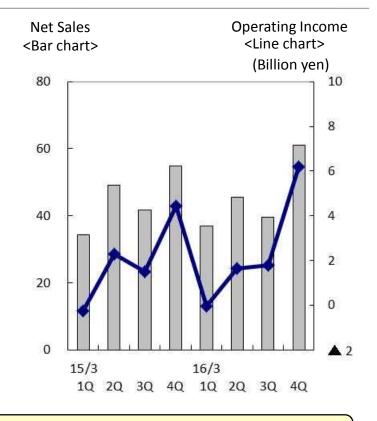
Sports : Sales of materials for bicycles was strong while the business was impacted by the stagnating golf market

in Japan and the economic downturn in China.

Industrial: Shipment for wind turbine applications and products for fuel cell vehicles performed strongly.

### Business Results by Segment (Environment & Engineering)

					Billion yen
		FY Mar/15	FY Mar/16	Cha	anges
	Toray	23.0	21.5	-1.5	(-6.5%)
	Japanese Subsidiaries	221.0	222.0	+1.1	(+0.5%)
Net Sales	Overseas Subsidiaries	25.0	26.9	+1.9	(+7.5%)
	Adjustment	▲ 89.0	▲ 87.1	+1.9	
	Total	180.0	183.3	+3.3	(+1.9%)
	Toray	0.7	1.5	+0.8	(+103.4%)
	Japanese Subsidiaries	6.0	5.4	-0.6	(-10.3%)
Operating Income	Overseas Subsidiaries	1.9	3.3	+1.4	(+75.5%)
	Adjustment	▲ 0.7	▲ 0.7	-0.0	
	Total	8.0	9.6	+1.6	(+19.5%)

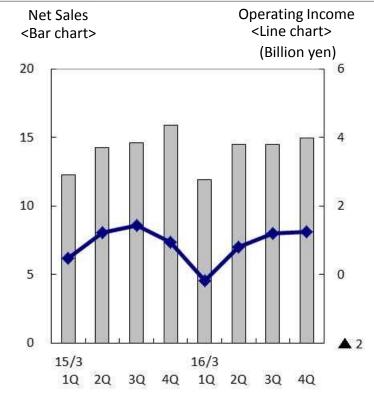


Water Treatment: Profitability of exports of products including reverse osmosis membranes from Japan improved thanks to the progress made in cost reduction and the weaker yen. Subsidiaries in the U.S., China and Republic of Korea also performed strongly.

**Japan**: The number of plant construction projects declined at an engineering subsidiary.

### **Business Results by Segment** (Life Science)

	ı				Billion yen
		FY Mar/15	FY Mar/16	Cha	anges
	Toray	35.0	34.2	-0.8	(-2.2%)
	Japanese Subsidiaries	39.9	40.4	+0.5	(+1.2%)
Net Sales	Overseas Subsidiaries	8.7	11.7	+3.0	(+35.2%)
	Adjustment	▲ 26.5	▲ 30.5	-4.0	
	Total	57.0	55.8	-1.2	(-2.1%)
	Toray	4.5	3.1	-1.4	(-31.7%)
	Japanese Subsidiaries	0.6	0.9	+0.3	(+49.0%)
Operating Income	Overseas Subsidiaries	▲ 0.6	▲ 0.0	+0.6	( - )
	Adjustment	▲ 0.4	▲ 0.8	-0.5	
	Total	4.1	3.1	-1.0	(-24.7%)

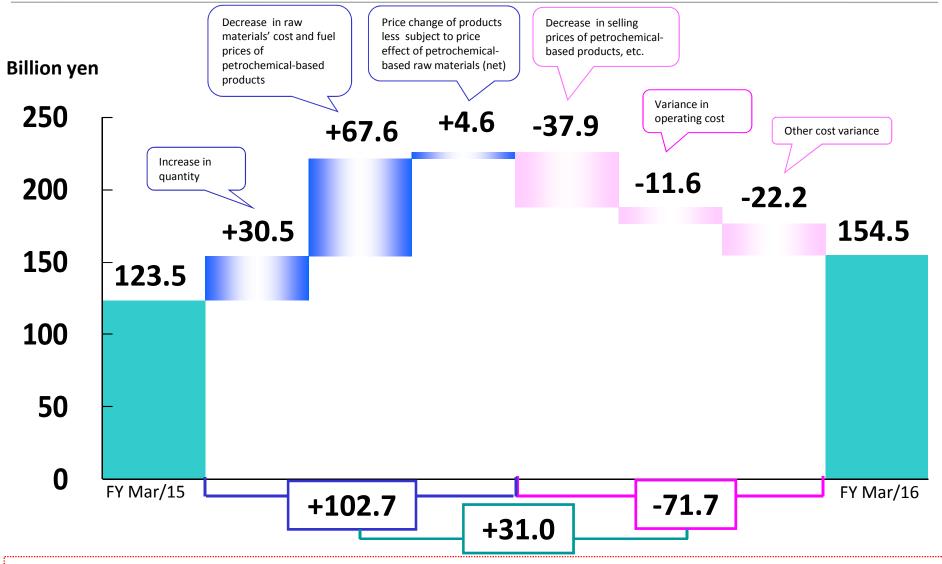


In the pharmaceutical business, shipment of natural-type interferon beta preparation FERON® and orally active prostacyclin derivative DORNER® remained sluggish due to the impact of alternative medicine and generic drugs. License revenue also decreased. On the other hand, sales volume of pruritus treatment REMITCH®\* increased, as the product received approval for the additional indication of treating pruritus in chronic liver disease patients.

The medical devices business performed strongly, as shipment of dialyzers grew strongly and profitability of exports improved.

<sup>\*\*</sup> REMITCH\* is a registered trademark of Torii Pharmaceutical Co., Ltd.

### **Income Variance Factor Analysis**



"Petrochemical-based products, etc." are the total of Fibers & Textiles, Plastics & Chemicals and Carbon Fiber Composite Materials Segments

### **Results of Major Subsidiaries**

Billion yen

		Net Sales			Ор	erating Income	
		FY Mar/15	FY Mar/16	Changes	FY Mar/15	FY Mar/16	Changes
Toray International, Inc.		576.4	595.4	+19.0	11.4	12.6	+1.2
Toray Engineering Co., Ltd.		85.6	90.7	+5.1	3.0	3.2	+0.2
Toray Construction Co., Ltd.		57.1	55.8	-1.3	1.9	2.3	+0.4
Toray Advanced Film Co., Lt	d.	46.8	41.8	-5.1	2.5	1.5	-1.0
Toray Medical Co., Ltd.		39.9	40.4	+0.5	0.6	0.9	+0.3
TAK (Republic of Korea)		119.7	112.9	-6.8	11.1	11.1	-0.0
TPM (Malaysia)		69.7	64.6	-5.0	3.2	4.9	+1.8
		-					
Subsidiaries in	Fibers & Textiles	126.7	124.1	-2.6	6.5	8.6	+2.1
Southeast Asia *1	Plastics & Chemicals	83.5	78.9	-4.5	4.0	6.3	+2.4
	Others	8.0	8.1	+0.2	0.6	1.0	+0.3
	Total	218.1	211.1	-7.0	11.1	15.9	+4.8
Subsidiaries in China *2	Fibers & Textiles	222.5	267.3	+44.8	16.4	21.2	+4.8
	Plastics & Chemicals	85.5	77.3	-8.2	2.6	2.5	-0.0
	Others	20.8	26.7	+5.9	▲0.1	1.9	+2.0
	Total	328.9	371.3	+42.5	18.9	25.6	+6.7
Films Subsidiaries	Plastics & Chemicals	107.7	102.9	-4.8	5.6	6.8	+1.1
(Overseas) *3	IT-related Products	67.3	59.1	-8.2	9.5	6.7	-2.7
	Total	175.0	162.0	-13.0	15.1	13.5	-1.6

<sup>\*1:</sup> ITS, ETX, ISTEM, ACTEM, CENTEX, TPJ, PFR, PAB-G, TTS, LTX, TTTM, TPM

<sup>\*2:</sup> TFNL, TSD, TJQ, TPN, TCH, TICH, TIHK, THK-G, TPCH-G, TPPH/TPPZ, TFH/TFZ, TBMC, TMQ, TFCC, TFN

### Number of Employees, Changes in Subsidiaries and Affiliates

#### **Number of Employees**

	End of Mar/15	End of Mar/16	Changes
Toray	7,232	7,223	-9
Japanese Consolidated Subsidiaries	10,299	10,520	+221
Overseas Consolidated Subsidiaries	28,258	28,096	-162
Total	45,789	45,839	+50

#### **Changes in Subsidiaries and Affiliates**

Number of companies

		End of Mar/15	End of Mar/16	Changes
Consolidated Subsidiaries	Japan	58	60	+2
(2)	Overseas	98	98	±0
(a)	Total	156	158	+2
Subsidiaries accounted for	Japan	27	26	-1
by Equity Method	Overseas	32	35	+3
(b)	Total	59	61	+2
Total Subsidiaries	Japan	85	86	+1
(a) . (b)	Overseas	130	133	+3
(a) + (b)	Total	215	219	+4
Affiliates accounted for	Japan	13	14	+1
by Equity Method	Overseas	25	21	-4
(c)	Total	38	35	-3
Companies subject to	Japan	98	100	+2
Consolidation	Overseas	155	154	-1
(a) + (b) + (c)	Total	253	254	+1



### II. Business Forecast for the Fiscal Year Ending March 2017 (Consolidated Basis)

### Forecast Summary for the Fiscal Year Ending March 2017

Billion yen

		FY Mar/16 Actual	FY Mar/17 Forecast	Chai	nges
	1st Half	1,028.6	1,080.0	+51.4	(+5.0%)
Net Sales	2nd Half	1,075.9	1,150.0	+74.1	(+6.9%)
	Total	2,104.4	2,230.0	+125.6	(+6.0%)
Operating Income	1st Half	75.1	78.0	+2.9	(+3.8%)
	2nd Half	79.4	92.0	+12.6	(+15.9%)
	Total	154.5	170.0	+15.5	(+10.0%)
	1st Half	75.5	78.0	+2.5	(+3.3%)
Ordinary Income	2nd Half	74.7	92.0	+17.3	(+23.2%)
	Total	150.2	170.0	+19.8	(+13.2%)
Net Income	1st Half	49.4	50.0	+0.6	(+1.1%)
Attributable to	2nd Half	40.7	55.0	+14.3	(+35.2%)
Owners of Parent	Total	90.1	105.0	+14.9	(+16.5%)

Nathanana	1st Half	30.93 yen	31.28 yen
Net Income per Share	2nd Half	25.45 yen	34.41 yen
Snare	Total		65.68 yen
	1st Half	6.00 yen	7.00 yen
Dividend per Share	2nd Half	7.00 yen	7.00 yen
	Total	13.00 yen	14.00 yen

Remarks:

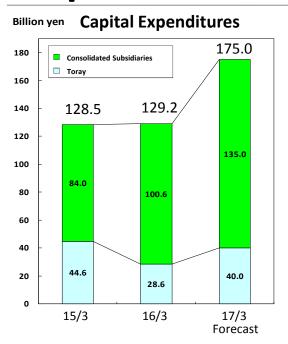
Estimated exchange rate: 105 yen / US\$

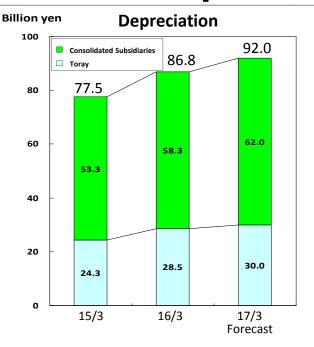
### Forecast by Segment (Net Sales / Operating Income)

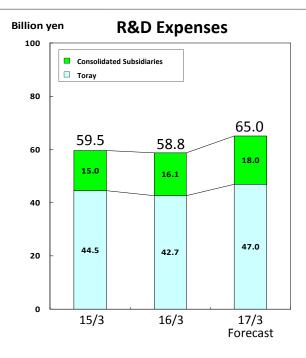
Billion yen

		FY Mar/16 Actual		FY Mar/17 Forecast			Changes			
	_	1st Half	2nd Half	Total	1st Half	2nd Half	Total	1st Half	2nd Half	Total
	Fibers & Textiles	435.8	456.2	892.0	450.0	460.0	910.0	+14.2	+3.8	+18.0
	Plastics & Chemicals	257.2	264.0	521.2	270.0	270.0	540.0	+12.8	+6.0	+18.8
	IT-related Products	125.0	126.1	251.1	135.0	145.0	280.0	+10.0	+18.9	+28.9
Net Sales	Carbon Fiber Composite Materials	94.3	91.9	186.2	100.0	100.0	200.0	+5.7	+8.1	+13.8
ivet Sales	Environment & Engineering	82.6	100.7	183.3	90.0	130.0	220.0	+7.4	+29.3	+36.7
	Life Science	26.4	29.5	55.8	27.0	37.0	64.0	+0.6	+7.5	+8.2
	Others	7.2	7.5	14.7	8.0	8.0	16.0	+0.8	+0.5	+1.3
	Consolidated	1,028.6	1,075.9	2,104.4	1,080.0	1,150.0	2,230.0	+51.4	+74.1	+125.6
	Fibers & Textiles	35.0	33.9	68.9	35.0	36.0	71.0	-0.0	+2.1	+2.1
	Plastics & Chemicals	15.7	13.7	29.4	17.0	17.0	34.0	+1.3	+3.3	+4.6
	IT-related Products	12.0	14.2	26.2	14.0	17.0	31.0	+2.0	+2.8	+4.9
Oncorptions	Carbon Fiber Composite Materials	18.6	17.5	36.1	19.0	19.0	38.0	+0.4	+1.5	+1.9
Operating Income	Environment & Engineering	1.6	8.0	9.6	3.0	9.0	12.0	+1.4	+1.0	+2.4
	Life Science	0.6	2.4	3.1	0.5	4.5	5.0	-0.1	+2.1	+1.9
	Others	0.5	1.4	2.0	0.5	1.5	2.0	-0.0	+0.1	+0.0
	Adjustment	▲ 8.9	▲ 11.8	▲ 20.7	<b>▲</b> 11.0	▲ 12.0	▲ 23.0	-2.1	-0.2	-2.3
	Consolidated	75.1	79.4	154.5	78.0	92.0	170.0	+2.9	+12.6	+15.5

# Trends in Capital Expenditures, Depreciation and R&D Expenses







#### **Major Capital Expenditure Projects**

[FY March 2016] Toray Advanced Materials Korea Inc.: PPS (polyphenylene sulfide) resin production facilities

Toray Chemical Korea Inc.: Polyester staple fiber production facilities

Toray Composites (America), Inc.: Carbon fiber TORAYCA® prepreg production facilities Zoltek Companies, Inc.: Large tow carbon fiber production facilities

[FY March 2017] P.T. Toray Polytech Jakarta.: High-performance polypropylene spunbond production facilities

Toray Carbon Fibers America, Inc.: Carbon fiber TORAYCA® prepreg integrated production facilities

Toray Battery Separator Film Korea Limited: Polyethylene film production facilities



**Basic Strategies Group-wide Projects** 1. Business expansion in growth business fields **Green Innovation Business Expansion** 2. Business expansion in growth countries and regions (GR) Project 3. Bolstering competitiveness Life Innovation Business Expansion (LI) Project 4. Strengthening sales and marketing 5. R&D strategies/Intellectual property strategies Asia, Americas and Emerging Country Business Expansion (AE-II) Project 6. Capital investment strategies 7. M&A and business alliance strategies Total Cost Reduction (TC-III) Project 8. Human resources strategies

#### **Green Innovation Business Expansion (GR) Project**

#### Main Initiatives in FY 2015

- Signed a comprehensive long-term agreement with The Boeing Company to supply carbon fiber TORAYCA® prepreg.
- Extended the agreement that was signed in November 2005 by more than ten years from 2015.
- The total value of prepreg supplied for both 787 and 777X programs is expected to exceed 1.3 trillion yen.

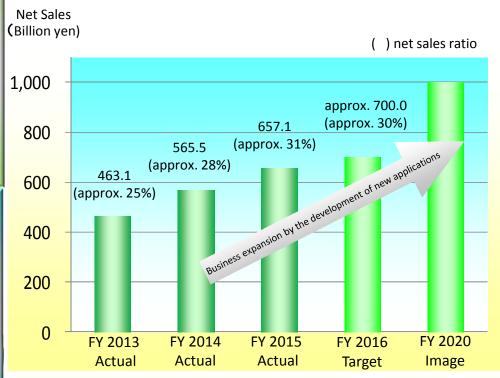


• Received an order to supply TORAYFIL® hollow fiber ultrafiltration (UF) membrane module to the largest membrane-based water purification facility in the Republic of Korea.

- <Facility details>
- Location: Yeosu City
- Water-treatment capacity : 134,000 m³per day
- Expects to start operation in 2017.



### **Green Innovation Business Expansion Plan <Consolidated Net Sales>**





#### **Life Innovation Business Expansion (LI) Project**

#### Main Initiatives in FY 2015

Expansion of bio-sensing electrode-conductive textile hitoe®

Started practical tests on safety control systems and services for operators utilizing Toray's "Internet of Things (IoT)" system.

Initiatives with Obayashi Corp. and NTT Communications Corp.

- Aimed at creating a safe working environment for workers by proceeding changes in workingstyles at construction sites.
- Started in April 2015.

Initiatives with Japan Airlines Co., Ltd. and NTT Communications Corp.

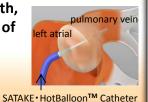
- Aimed at creating a safe working environment for workers outdoors at airports.
- Started in August 2015.



(image of targeted workers)

### Received approval of a catheter ablation system for the treatment of paroxysmal atrial fibrillation.

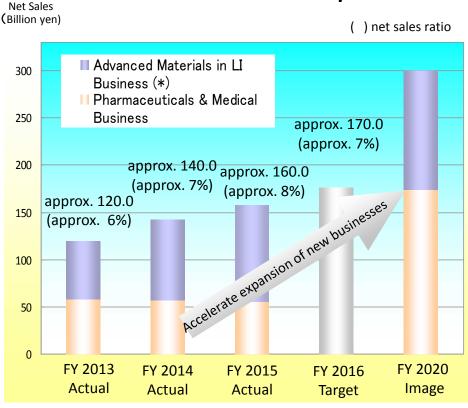
- Received approval from the Japanese Ministry of Health, Labour and Welfare for the production and marketing of SATAKE • HotBalloon™ Catheter,
- SATAKE HotBalloon™Generator and TRESWALTZ™.
- Started sales in April 2016.







#### **Life Innovation Business Expansion Plan**



(\*)Toray Group estimation



#### Asia, Americas and Emerging Country Business Expansion (AE-II) Project

#### Main Initiatives in FY 2015

Decided to establish an integrated production facility for carbon fiber TORAYCA® prepreg in the U.S.

- •Invested approximately 50 billion yen in the construction of an integrated production line for yarn (precursor), carbonization (TORAYCA® yarn) and prepreg in the new commercial premises the company acquired in South Carolina, U.S.
- Decisions were made in November 2015 to start production of yarn (precursor) in phases starting in May 2017.

Decided to enhance the production facilities for large tow carbon fibers in Mexico.

- Will double the production capacity of Zoltek's Mexican plant to 5,000 tons per year.
- Started production in March 2016.
- Plans to double the existing capacity of 13,000 tons per year including that of Hungary's plant, by 2020.

#### **Expansion of battery separator film (BSF) business**

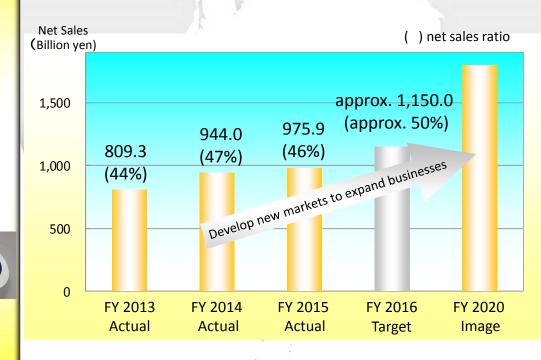
Increased production capacity in the Republic of Korea

- Increased production capacity by 130% at Toray Battery
   Separator Film Korea Limited.
- Expects to start operation within 2016.

Acquired a BSF processing facility in the Republic of Korea

Acquired LG Chem Ltd.'s facility related to the coating process of BSFs.

#### Asia, Americas and Emerging Country Business Expansion Plan





**Total Cost Reduction (TC-III) Project** 

Target to reduce 200 billion yen from FY 2014 to FY 2016

Continuation of TC-II

- ◆Continue activities of variable costs reduction (over 3% each year and over 10% in three years)
- ◆Control fixed costs through P-ratio(\*) accounting method (P-ratio = under 0.96 each fiscal year )
- **◆**Activities involve participation of employees group-wide

Innovation of Production Process

- Set up innovative production processes to achieve drastic cost reductions based on new perspectives and approaches
- ◆Collaboration between research, technical, production and engineering departments to pursue innovation groupwide

Total
Operational
Cost Reduction
in Sales and
Marketing

◆Establish a highly competitive supply chain, by analyzing and understanding the operational costs and logistics systems

Results of FY 2015 Variable Costs: Reduce 200 Reduced 31.4 billion yen in billion yen three years (Reduction Ratio 3.7%) **Fixed Costs:** 150 Reduced 14.0 billion yen (P-ratio=0.97) Reduced 68.7 Effects from billion ven in FY 2015 Innovation of **Production Process** and Reduced Total 64.6 **Operational Cost** billion yen **Reduction in Sales** in FY 2014 and Marketing Total:23.4 billion ven **Target** Actual

\*P(Performance)-ratio= fixed cost growth rate/ marginal profit growth rate. Target: less than 1.0 or monitored by division under budget.

Financial <sup>-</sup>	Targets		<billion yen=""></billion>

	FY 2013	FY 2014	FY 2015	FY 2016 Forecast	FY 2016 Initial Target
Net Sales	1,837.8	2,010.7	2,104.4	2,230.0	2,300.0
Operating Income	105.3	123.5	154.5	170.0	180.0
Operating Income to Net Sales Ratio	5.7%	6.1%	7.3%	7.6%	7.8%
ROA	5.5%	5.5%	6.7%	approx. 7%	8%

ROA	5.5%	5.5%	6.7%	approx. 7%	8%
ROE	7.5%	7.7%	9.3%	approx. <b>10</b> %	10%

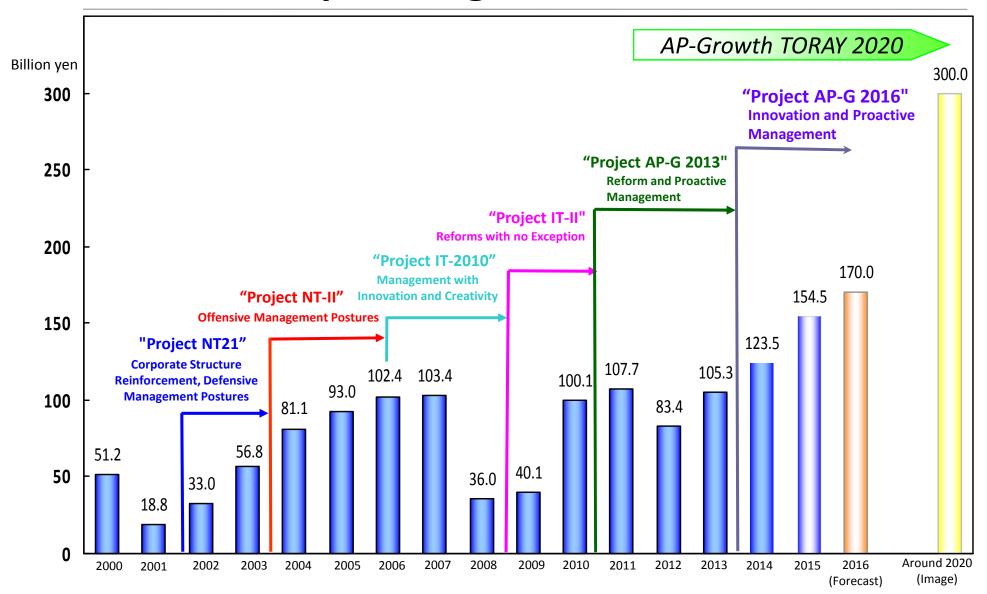
ROA=Operating Income/ Total Assets

ROE=Net Income Attributable to Owners of Parent / Owner's Equity

Basic policy of Dividends: Aim for sustainable increase of dividends linked to business performance

Guideline of D/E ratio: Below 1

### **Trends in Operating Income**



Descriptions of predicted business results, projections, and business plans for the Fiscal Year Ending March 2017 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.

