## Fiscal quarter ended December 2008

- supplementary financial summary -

February 4, 2009
Asahi Kasei Corporation

## Contents

## Consolidated results for fiscal quarter ended Dec. 2008

Summary of financial results ..... 4
Statements of income ..... 5
Balance sheets ..... 6
Cash flows ..... 7
Sales and profit by segment ..... 8-14

## Forecast for fiscal year 2008

Consolidated operating performance ..... 16
Forecast by segment ..... 17-18
Execution of urgent actions ..... 19
Appendix
Overview of results by segment ..... 21-29

# Consolidated results for fiscal quarter ended Dec. 2008 

| 2007 | 2008 |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Oct.-Dec. | Apr.-Dec. | Oct.-Dec. | Apr.-Dec. <br> $[a]$ |
|  |  |  |  | 379.8 |
|  | 409.6 | $1,240.3$ | 223.0 |  |
| Operating profit | 34.4 | 98.1 | 9.9 | 50.1 |
| Ordinary profit | 34.9 | 98.0 | 5.7 | 46.3 |
| Net income | 23.4 | 61.4 | 1.6 | 25.0 |


| Oct.-Dec. <br> 2007 vs. 2008 |  | Apr.-Dec. <br> $2007 \mathrm{vs} 2008$. |  |
| ---: | ---: | ---: | ---: |
| Increase <br> (decrease) | \% change | Increase <br> (decrease) | \% <br> change |
| $(29.7)$ | $-7.3 \%$ | $(17.3)$ | $-1.4 \%$ |
| $(24.5)$ | $-71.2 \%$ | $(48.1)$ | $-49.0 \%$ |
| $(29.2)$ | $-83.7 \%$ | $(51.7)$ | $-52.7 \%$ |
| $(21.8)$ | $-93.2 \%$ | $(36.4)$ | $-59.3 \%$ |

( $¥$ billion)

Key operating factors

| Naphtha price <br> $(¥ / k L$, domestic $)$ | 61,600 | 59,700 | 52,200 | 69,600 |
| :--- | ---: | ---: | ---: | ---: |
| $¥ /$ US\$ exchange rate <br> (market average) | 113 | 117 | 96 | 103 |


|  | At end of March <br> 2008 | At end of Dec. <br> 2008 |
| :--- | ---: | ---: |
| Total assets | $1,425.4$ | $1,520.3$ |
| Equity | 666.2 | 641.7 |
| Interest-bearing debt | 211.4 | 320.9 |
| Debt/equity ratio | 0.32 | 0.50 |


|  | 2007 |  |  |  | 2008 |  |  |  | $\begin{gathered} \hline \text { Oct.-Dec. } \\ 2007 \text { vs. } 2008 \end{gathered}$ |  | $\begin{gathered} \text { Apr.-Dec. } \\ 2007 \text { vs. } 2008 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct.-Dec. |  | Apr.-Dec. |  | Oct.-Dec. |  | Apr.-Dec. |  | Increase <br> (decrease) | \% change | Increase <br> (decrease) | \% change |
|  |  | \% of <br> sales |  | \% of sales |  | \% of sales |  | \% of sales |  |  |  |  |
| Net sales | 409.6 | 100.0\% | 1,240.3 | 100.0\% | 379.8 | 100.0\% | 1,223.0 | 100.0\% | (29.7) | -7.3 | (17.3) | -1.4 |
| Cost of sales | 305.5 | 74.6\% | 932.7 | 75.2\% | 301.5 | 79.4\% | 959.5 | 78.5\% | (4.0) | -1.3 | 26.8 | +2.9 |
| Gross profit | 104.0 | 25.4\% | 307.6 | 24.8\% | 78.3 | 20.6\% | 263.5 | 21.5\% | (25.7) | -24.7 | (44.1) | -14.4 |
| Selling, general and administrative expenses | 69.6 | 17.0\% | 209.5 | 16.9\% | 68.4 | 18.0\% | 213.4 | 17.4\% | (1.2) | -1.7 | 3.9 | +1.9 |
| Operating profit | 34.4 | 8.4\% | 98.1 | 7.9\% | 9.9 | 2.6\% | 50.1 | 4.1\% | (24.5) | -71.2 | (48.1) | -49.0 |
| Non-operating expenses of which, <br> financing income and expense <br> equity in net earnings of unconsolidated subsidiaries and affiliates | $\begin{aligned} & 0.5 \\ & 0.0 \\ & 1.0 \end{aligned}$ | $/$ | (0.1) $0.3$ $3.2$ |  | (4.2) (0.0) <br> 0.3 |  | (3.7) <br> 0.0 <br> 0.9 |  | (4.7) (0.1) $(0.7)$ |  | $\begin{aligned} & (3.6) \\ & (0.3) \\ & (2.4) \end{aligned}$ |  |
| Ordinary profit | 34.9 | 8.5\% | 98.0 | 7.9\% | 5.7 | 1.5\% | 46.3 | 3.8\% | (29.2) | -83.7 | (51.7) | -52.7 |
| Special gains and losses | 0.1 |  | (6.3) |  | (1.1) |  | (2.5) |  | (1.2) |  | 3.8 |  |
| Income before income taxes and minority interest | 35.0 | 8.5\% | 91.8 | 7.4\% | 4.5 | 1.2\% | 43.8 | 3.6\% | (30.5) | -87.0 | (47.9) | -52.2 |
| Income taxes <br> Minority interest in income of consolidated subsidiaries | $\begin{gathered} (11.4) \\ (0.2) \end{gathered}$ |  | $\begin{array}{r} (30.0) \\ (0.5) \end{array}$ |  | $\begin{aligned} & (2.9) \\ & (0.0) \end{aligned}$ |  | $\begin{array}{r} (18.3) \\ (0.5) \end{array}$ | $1$ | $\begin{aligned} & 8.5 \\ & 0.2 \end{aligned}$ |  | $\begin{aligned} & 11.6 \\ & (0.1) \end{aligned}$ |  |
| Net income | 23.4 | 5.7\% | 61.4 | 4.9\% | 1.6 | 0.4\% | 25.0 | 2.0\% | (21.8) | -93.2 | (36.4) | -59.3 |

## Balance sheets

|  | At end of <br> Mar. 2008 | At end of Dec. 2008 | Increase <br> (decrease) |  | At end of <br> Mar. 2008 | At end of <br> Dec. 2008 | Increase <br> (decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current assets | 740.1 | 814.9 | 74.9 | Liabilities | 751.2 | 870.7 | 119.5 |
| Cash on hand and in banks | 82.9 | 112.9 | 30.0 | Current liabilities | 513.4 | 628.1 | 114.6 |
| Notes and accounts receivable, trade | 298.8 | 273.4 | (25.3) | Long-term liabilities | 237.8 | 242.7 | 4.9 |
| Inventories | 272.4 | 324.9 | 52.5 | Net assets | 674.2 | 649.6 | (24.6) |
| Other current assets | 86.0 | 103.7 | 17.7 | Shareholders' equity | 613.0 | 619.2 | 6.2 |
| Fixed assets | 685.3 | 705.4 | 20.1 | Common stock | 103.4 | 103.4 | - |
| Property, plant and equipment | 424.2 | 440.5 | 16.3 | Capital surplus | 79.4 | 79.4 | (0.0) |
| Intangible fixed assets | 26.2 | 38.4 | 12.2 | Retained earnings | 432.2 | 438.5 | 6.3 |
| Investments and other | 234.9 | 226.5 | (8.4) | Treasury stock, at cost | (2.0) | (2.1) | (0.1) |
| of which, investment securities | 191.0 | 168.3 | (22.7) | Valuation, translation adjustments and others | 53.2 | 22.5 | (30.8) |
|  |  |  |  | Minority interest in consolidated subsidiaries | 7.9 | 7.9 | (0.0) |
| Total assets | 1,425.4 | 1,520.3 | 94.9 | Total liabilities and net assets | 1,425.4 | 1,520.3 | 94.9 |

## Cash flows

## AsahiKASEI



## Sales and operating profit by segment, Oct.-Dec. 2007 and 2008

## AsahiKASEI

(¥ billion)

|  | Sales |  |  | Operating profit |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Oct.-Dec. } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Oct.-Dec. } \\ 2008 \end{gathered}$ | Increase (decrease) | $\begin{gathered} \text { Oct.-Dec. } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Oct.-Dec. } \\ 2008 \end{gathered}$ | Increase (decrease) |
| Chemicals | 216.4 | 169.8 | (46.6) | 19.0 | (0.4) | (19.3) |
| Homes | 84.8 | 112.1 | 27.3 | 3.2 | 7.7 | 4.5 |
| Pharma | 30.8 | 29.6 | (1.3) | 5.3 | 2.8 | (2.5) |
| Fibers | 27.1 | 24.4 | (2.8) | 1.8 | (0.7) | (2.5) |
| Electronics Materials \& Devices | 29.2 | 21.9 | (7.3) | 5.5 | 0.2 | (5.4) |
| Construction Materials | 13.5 | 16.7 | 3.2 | 0.8 | 1.0 | 0.2 |
| Services, Engineering and Others | 7.7 | 5.4 | (2.3) | 0.7 | 1.0 | 0.3 |
| Corporate Expenses and Eliminations | - | - | - | (1.9) | (1.8) | 0.1 |
| Consolidated | 409.6 | 379.8 | (29.7) | 34.4 | 9.9 | (24.5) |
| Overseas sales <br> Percent of total | $\begin{aligned} & 122.5 \\ & 29.9 \% \end{aligned}$ | $\begin{gathered} 87.7 \\ 23.1 \% \end{gathered}$ | $\begin{aligned} & (34.8) \\ & -6.8 \% \end{aligned}$ |  |  |  |

## Sales and operating profit by segment, Apr.-Dec. 2007 and 2008

## AsahiKASEI

(¥ billion)

|  | Sales |  |  | Operating profit |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Apr.-Dec. } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Apr.-Dec. } \\ 2008 \end{gathered}$ | Increase (decrease) | $\begin{gathered} \text { Apr.-Dec. } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Apr.-Dec. } \\ 2008 \end{gathered}$ | Increase (decrease) |
| Chemicals | 662.8 | 623.0 | (39.8) | 55.1 | 18.1 | (37.0) |
| Homes | 251.7 | 282.4 | 30.6 | 8.1 | 10.8 | 2.7 |
| Pharma | 85.7 | 92.4 | 6.7 | 13.0 | 13.0 | (0.1) |
| Fibers | 84.1 | 80.2 | (3.8) | 5.2 | 0.9 | (4.3) |
| Electronics Materials \& Devices | 86.8 | 77.7 | (9.1) | 17.0 | 8.4 | (8.6) |
| Construction Materials | 43.4 | 48.0 | 4.6 | 2.9 | 1.9 | (1.0) |
| Services, Engineering and Others | 25.8 | 19.3 | (6.5) | 3.5 | 4.1 | 0.6 |
| Corporate Expenses and Eliminations | - | - | - | (6.7) | (7.1) | (0.4) |
| Consolidated | 1,240.3 | 1,223.0 | (17.3) | 98.1 | 50.1 | (48.1) |
| Overseas sales <br> Percent of total | $\begin{aligned} & 376.3 \\ & 30.3 \% \end{aligned}$ | $\begin{aligned} & \hline 324.6 \\ & 26.5 \% \end{aligned}$ | $\begin{aligned} & (51.8) \\ & -3.8 \% \end{aligned}$ |  |  |  |

## Overseas sales by segment, Apr.-Dec. 2007 and 2008

## AsahiKASEI

|  | Apr.- Dec. 2007 |  |  | Apr.-Dec. 2008 |  |  | Increase (decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total sales | Overseas sales |  | Total sales | Overseas sales | \% of total |  |  |
|  |  |  | \% of total |  |  |  |  | \% change |
| Chemicals | 662.8 | 276.2 | 41.7 | 623.0 | 236.9 | 38.0 | (39.3) | -14.2 |
| Homes | 251.7 | - | - | 282.4 | - | - | - | - |
| Pharma | 85.7 | 21.2 | 24.7 | 92.4 | 21.8 | 23.6 | 0.6 | +2.9 |
| Fibers | 84.1 | 29.8 | 35.4 | 80.2 | 27.2 | 34.0 | (2.5) | -8.4 |
| Electronics Materials \& Devices | 86.8 | 39.2 | 45.2 | 77.7 | 34.1 | 43.8 | (5.1) | -13.1 |
| Construction Materials | 43.4 | - | - | 48.0 | - | - | - | - |
| Services, Engineering and Others | 25.8 | 10.0 | 39.0 | 19.3 | 4.6 | 23.8 | (5.4) | -54.2 |
| Total | 1,240.3 | 376.3 | 30.3 | 1,223.0 | 324.6 | 26.5 | (51.8) | -13.8 |
| Sales to East Asia* |  | 227.6 | 18.4 |  | 193.6 | 15.8 | (34.0) | -15.0 |
| Sales, excluding Homes and Construction Materials | 945.1 | 376.3 | 39.8 | 892.6 | 324.6 | 36.4 |  |  |

## Sales increases/decreases by segment, Oct.-Dec. 2008 vs. 2007

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## Operating profit increases/decreases by segment, Oct.-Dec. 2008 vs. 2007

(¥ billion)

|  | $\begin{array}{\|c\|} \hline \text { Oct.-Dec. } \\ 2007 \end{array}$ | $\left\|\begin{array}{c} \text { Oct.-Dec. } \\ 2008 \end{array}\right\|$ | Increase (decrease) due to: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Sales volume | Sales prices | of which, due to foreign exchange | Operating costs and others |  |
| Chemicals | 19.0 | (0.4) | (6.9) | (1.6) | (4.7) | (10.8) | (19.3) |
| Homes | 3.2 | 7.7 | 4.3 | (2.8) | - | 3.0 | 4.5 |
| Pharma | 5.3 | 2.8 | 2.0 | (2.4) | (1.1) | (2.0) | (2.5) |
| Fibers | 1.8 | (0.7) | (0.9) | (0.1) | (1.0) | (1.5) | (2.5) |
| Electronics Materials \& Devices | 5.5 | 0.2 | (1.7) | (2.2) | (1.4) | (1.5) | (5.4) |
| Construction Materials | 0.8 | 1.0 | 0.4 | 0.6 | - | (0.8) | 0.2 |
| Services, Engineering and Others | 0.7 | 1.0 | 0.1 | 0.0 | 0.0 | 0.1 | 0.3 |
| Corporate expenses and eliminations | (1.9) | (1.8) | - | - | - | 0.1 | 0.1 |
| Total | 34.4 | 9.9 | (2.6) | (8.6) | (8.1) | (13.3) | (24.5) |

## Sales increases/decreases by segment, Apr.-Dec. 2008 vs. 2007

## AsahiKASEI


## Operating profit increases/decreases by segment, Apr.-Dec. 2008 vs. 2007 <br> AsahiKASEI



## AsahiKASEI

## Forecast for fiscal year 2008

## Consolidated operating performance

## AsahiKASEI

( $¥$ billion)

|  | FY 2007 |  | Total | FY 2008 revised forecast |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st half | 2nd half |  | 1st half |  |  | 2nd half |  |
|  |  |  |  |  | Oct.-Dec. | Jan.-Mar. | forecast |  |
| Net sales | 830.8 | 866.0 | 1,696.8 | 843.2 | 379.8 | 348.0 | 727.8 | 1,571.0 |
| Operating profit | 63.7 | 64.0 | 127.7 | 40.1 | 9.9 | (10.0) | 0.0 | 40.1 |
| Ordinary profit | 63.1 | 57.3 | 120.5 | 40.7 | 5.7 | (12.3) | (6.7) | 34.0 |
| Net income | 38.0 | 31.9 | 69.9 | 23.4 | 1.6 | (11.0) | (9.4) | 14.0 |


| FY 2008 <br> forecast <br> in Nov. |
| ---: |
| $1,739.0$ |
| 95.0 |
| 95.0 |
| 55.0 |

Key operating factors

| Naphtha price (¥/kL, <br> domestic) | 58,750 | 64,150 | 61,450 | 78,350 | 52,200 | 24,000 | 38,100 | 58,230 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $¥ /$ US\$ exchange rate <br> (market average) | 119 | 109 | 114 | 106 | 96 | 90 | 93 | 100 |


| 66,675 |
| ---: |
| 103 |


|  | FY 2007 | FY 2008 <br> forecast |
| :--- | :---: | :---: |
| Dividends per share | $¥ 13$ | $¥ 10$ <br> (planned) |
| Payout ratio | $26.0 \%$ | $99.9 \%$ |

## Sales forecast by segment

## AsahiKASEI

(¥ billion)

|  | FY 2007 |  | Total | FY 2008 revised forecast |  |  |  | Total <br> [a] | FY 2008 forecast in Nov. [b] | Increase <br> (decrease) $[a-b]$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st half | 2nd half |  | 1st half |  |  | 2nd half |  |  |  |
|  |  |  |  |  | Oct.-Dec. | Jan.-Mar. | forecast |  |  |  |
| Chemicals | 446.4 | 432.8 | 879.2 | 453.2 | 169.8 | 130.0 | 299.8 | 753.0 | 879.0 | (126.0) |
| Homes | 166.9 | 219.3 | 386.2 | 170.3 | 112.1 | 126.6 | 238.7 | 409.0 | 412.0 | (3.0) |
| Pharma | 54.8 | 56.4 | 111.2 | 62.8 | 29.6 | 29.6 | 59.2 | 122.0 | 125.0 | (3.0) |
| Fibers | 56.9 | 57.1 | 114.1 | 55.9 | 24.4 | 25.8 | 50.1 | 106.0 | 115.0 | (9.0) |
| Electronics Materials \& Devices | 57.7 | 55.6 | 113.3 | 55.8 | 21.9 | 14.3 | 36.2 | 92.0 | 118.0 | (26.0) |
| Construction Materials | 29.9 | 25.8 | 55.7 | 31.3 | 16.7 | 13.0 | 29.7 | 61.0 | 62.0 | (1.0) |
| Services, Engineering and Others | 18.1 | 19.0 | 37.0 | 13.9 | 5.4 | 8.7 | 14.1 | 28.0 | 28.0 | 0.0 |
| Consolidated | 830.8 | 866.0 | 1,696.8 | 843.2 | 379.8 | 348.0 | 727.8 | 1,571.0 | 1,739.0 | (168.0) |

## Operating profit forecast by segment

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|  | FY 2007 |  | Total | FY 2008 revised forecast |  |  |  | Total$[a]$ | FY 2008 forecast in Nov. [b] | Increase <br> (decrease) [a-b] |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st half | 2nd half |  | 1st half |  |  | 2nd half |  |  |  |
|  |  |  |  |  | Oct.-Dec. | Jan.-Mar. | forecast |  |  |  |
| Chemicals | 36.2 | 29.0 | 65.2 | 18.5 | (0.4) | (11.1) | (11.5) | 7.0 | 43.5 | (36.5) |
| Homes | 4.8 | 16.5 | 21.4 | 3.0 | 7.7 | 11.2 | 19.0 | 22.0 | 23.0 | (1.0) |
| Pharma | 7.7 | 4.9 | 12.7 | 10.2 | 2.8 | 0.0 | 2.8 | 13.0 | 15.0 | (2.0) |
| Fibers | 3.5 | 3.7 | 7.2 | 1.7 | (0.7) | (1.4) | (2.2) | (0.5) | 2.0 | (2.5) |
| Electronics Materials \& Devices | 11.5 | 10.8 | 22.2 | 8.2 | 0.2 | (6.4) | (6.2) | 2.0 | 14.0 | (12.0) |
| Construction Materials | 2.1 | 0.7 | 2.8 | 0.8 | 1.0 | (0.4) | 0.7 | 1.5 | 1.5 | 0.0 |
| Services, Engineering and Others | 2.7 | 2.4 | 5.2 | 3.1 | 1.0 | 0.9 | 1.9 | 5.0 | 5.0 | 0.0 |
| Corporate Expenses and Eliminations | (4.9) | (4.1) | (9.0) | (5.3) | (1.8) | (2.8) | (4.6) | (9.9) | (9.0) | (0.9) |
| Consolidated | 63.7 | 64.0 | 127.7 | 40.1 | 9.9 | (10.0) | 0.0 | 40.1 | 95.0 | (54.9) |

## Execution of urgent actions

Execution of the following actions in light of the severe deterioration of the operating climate
$\checkmark$ Reduction of capital expenditure

- Postponing investments for capacity expansion in general-use/commodity businesses.
- Expansion of high-growth businesses to proceed with prudent consideration of the business situation.
$\checkmark$ Firmly holding down inventories
$\checkmark$ Cutting fixed costs - obtaining lower break-even point
$\checkmark$ Review of general-use/commodity businesses
- Further heightening of added value; advancing globalization to establish global No. 1 position.
- Acceleration of business portfolio realignment, including restructuring of underperforming businesses.
$\checkmark$ Curtailment of remuneration of corporate officers

Appendix

## Chemicals

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* Product category division unaudited, simplified calculation.


## Review of operations

Recovery in the number of deliveries of Hebel Haus ${ }^{\text {TM }}$ unit homes from a decline which resulted from an incident of falsified building material performance as came to light in Oct. 2007. Good performance in prebuilt homes with deliveries of large condominiums. Good performance in housing-related operations, particularly remodeling operations. Sales and operating profit increase.

Value of home orders decreasing 13.7\% year-on-year during Oct. to Dec. and 2.7\% year-on-year during Apr. to Dec. Despite maintaining growth in H1 2008, orders affected by severe deterioration of housing market due to financial crisis.

## Highlights

- Jan., promotion campaign for Hebel Haus ${ }^{\text {TM }}$ homes featuring electric power generation with leading-edge environmental performance.

Sales and order trends
( $¥$ billion, \% change from same period of previous year shown at right)


* Including commissions on property insurance.


Sales increases/decreases


Increase (decrease) due to:

| Sales <br> volume | Sales <br> prices | Foreign <br> exchange |
| :---: | :---: | :---: | Others

Operating profit increases/decreases

| 5.5 | (3.9) | (1.4) | (0.2) |
| :---: | :---: | :---: | :---: |
| Increase (decrease) due to: |  |  |  |
| Sales <br> volume | Sales <br> prices | Foreign <br> exchange | Operating <br> costs and <br> others |

## Review of operations

Licensing income for Famvir ${ }^{\mathrm{TM}}$ antiviral for herpes zoster but reduced reimbursement prices in pharmaceuticals. Sales and operating profit increase in pharmaceuticals. Increased shipments of Planova ${ }^{\text {TM }}$ virus removal filters but increased depreciation with plant expansion and higher yen exchange value in devices. Sales increase, but operating profit decrease in devices. Overall, sales increase, but slight operating profit decrease.

## Highlights

- Nov., completion of new dry-pack APS ${ }^{\text {TM }}$ polysulfonemembrane artificial kidney plant with integrated spinning and assembly lines
- Nov., announcement of acquisition of intellectual property rights related to naftopidil, an agent for treatment of benign prostatic hyperplasia marketed as Flivas ${ }^{\mathrm{TM}}$, from Roche Diagnostics GmbH.
- Dec., market launch of 12.5 mg and 25 mg tablets of Toledomin ${ }^{\mathrm{TM}}$ antidepressant.
- Dec., Japanese Red Cross Society selects Lucica ${ }^{\text {TM }}$ GA-L liquid reagent kit for measurement of glycated albumin as marker for glycemic control in diabetes; tests on donated blood beginning in Mar. 09.
- Jan., decision to construct new assembly plant for Planova ${ }^{\text {TM }}$ virus removal filters in Oita; groundbreaking in Apr. 09, start-up in Mar. 2010.


## Pharma (ii)

AsahiKASEI

Sales of Asahi Kasei Pharma Corporation
(¥ billion)

|  | FY 2007 |  | total | FY 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct.-Dec. | Apr.-Dec. |  | Oct.-Dec | Apr.-Dec. |
| Pharamaceuticals | 13.5 | 37.6 | 48.4 | 13.4 | 43.8 |
| Others | 1.3 | 4.2 | 5.5 | 1.0 | 3.4 |
| Non-consolidated | 14.8 | 41.8 | 53.9 | 14.3 | 47.1 |
| Devices ${ }^{*}$ | 14.3 | 39.0 | 51.1 | 13.9 | 40.9 |
| Others | 1.7 | 4.9 | 6.2 | 1.0 | 4.3 |
| Consolidated | 30.8 | 85.7 | 111.2 | 29.6 | 92.4 |

* Asahi Kasei Kuraray Medical and Asahi Kasei Medical

Main pharmaceuticals domestic sales
(¥ billion)

|  | FY 2007 |  |  | FY 2008 |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Oct.-Dec. | Apr.-Dec. | total | Oct.-Dec. | Apr.-Dec. |
| Elcitonin $^{\text {TM }}$ | 3.8 | 10.9 | 13.9 | 3.5 | 10.3 |
| Bredinin $^{\text {TM }}$ | 1.7 | 4.9 | 6.2 | 1.7 | 4.8 |
| Flivas $^{\text {TM }}$ | 2.7 | 7.4 | 9.4 | 2.8 | 7.3 |
| Toledomin $^{\text {TM }}$ | 1.8 | 4.9 | 6.3 | 1.2 | 4.1 |
| Exaci $^{\text {TM }}$ |  | 0.3 | 0.8 | 1.0 | 0.2 |
| Zesulan $^{\text {TM }}$ | 0.4 | 0.9 | 1.2 | 0.3 | 0.8 |
| Eril $^{\text {TM }}$ |  | 0.5 | 1.2 | 1.5 | 0.4 |

## Overview of new products

|  | Generic name | Mechanism/ <br> substance class | Indication | Formulation | Co-development <br> partner |
| :--- | :--- | :--- | :--- | :--- | :---: |
| Recomodulin <br> market launch <br> in May 2008 | Recombinant <br> thrombomodulin <br> alpha | Blood coagulation | Disseminated <br> intravascular <br> coagulation | Injection | - |
| Famvir <br> market launch <br> in July 2008 | Famciclovir | Antiviral | Shingles (zoster) | Oral | Novartis Pharma AG |

## Product pipeline

| Development stage | Product | Objective | Class | Indication |
| :--- | :--- | :--- | :--- | :--- |
| Phase III | AT-877 <br> (Injection) | Additional <br> indication | Rho-kinase inhibitor | Acute cerebral thrombosis |
|  | PTH <br> (Injection) | Additional <br> indication | Synthetic human <br> parathyroid hormone | Osteoporosis |
| Before entering of <br> Phase III | AK-120 <br> (Oral) | Additional <br> indication | Famciclovir antivirus | Herpes simplex |
| Phase II | AT-877 <br> (Oral) | New dosage <br> form | Rho-kinase inhibitor | Pulmonary hypertension |
|  | Additional <br>  <br> (Oral) | $\alpha-1$ blocker | Neurogenic bladder |  |

## Fibers

## AsahiKASEI



## Electronics Materials and Devices

## AsahiKASEI



## Construction Materials

## AsahiKASEI



Sales increases/decreases


Increase (decrease) due to:


Increase (decrease) due to:

| Sales <br> volume | Sales <br> prices | Operating <br> costs and <br> others |
| :---: | :---: | :---: |

prices

## Review of operations

Increased shipments of BasePack ${ }^{\mathrm{TM}}$ earthquakeresistant column base attachment system and foundation systems such as Eazet ${ }^{\mathrm{TM}}$ and ATT Column ${ }^{\text {TM }}$ piling systems for small-scale construction and DynaWing ${ }^{\text {TM }}$ pre-cast piling system featuring minimal soil disposal and high load-bearing capacity. Higher feedstock and fuel costs for Hebel ${ }^{\text {TM }}$ autoclaved lightweight concrete (ALC) panels. Sales increase, but operating profit decrease.

## Highlights

- Jan., expansion of product lineup of FreeDonut ${ }^{\text {TM }}$ system for reinforcement of openings to pass plumbing/wiring through I-beams.


## AsahiKASEI

## - Disclaimer -

The forecasts and estimates shown in this document are dependent on a variety of assumptions and economic conditions. Plans and figures depicting the future do not imply a guarantee of actual outcomes.

