## Fiscal $20172^{\text {nd }}$ Quarter Financial Results

- supplementary financial summary -

November 7, 2017
Asahi Kasei Corporation

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## AsahiKASEI

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# Consolidated results for $1^{\text {st }}$ half fiscal year 2017 

## Summary of financial results (i)

## AsahiKASEI

|  | H1 2016 |  | H1 2017 |  |
| :--- | ---: | ---: | ---: | :---: |
|  | Result | Forecast in <br> Aug. |  |  |
| Net sales | 890.7 | 964.7 | 957.0 |  |
| Operating income | 70.8 | 92.7 | 80.0 |  |
| Ordinary income | 69.9 | 98.2 | 84.0 |  |
| Net income attributable <br> to owners of the parent | 52.9 | 70.9 | 60.0 |  |


| H1 2017 vs. H1 2016 |  | Result vs. forecast in Aug. |  |
| :---: | :---: | :---: | :---: |
| Increase <br> (decrease) | \% change | Increase <br> (decrease) | \% change |
| 74.0 | +8.3\% | 7.7 | +0.8\% |
| 21.9 | +30.9\% | 12.7 | +15.8\% |
| 28.3 | +40.5\% | 14.2 | +16.9\% |
| 18.0 | +33.9\% | 10.9 | +18.1\% |


|  | At end of <br> Mar. 2017 | At end of <br> Sep. 2017 | Increase <br> (decrease) |
| :--- | ---: | ---: | ---: |
| Total assets | $2,254.5$ | $2,334.9$ | 80.4 |
| Equity | $1,151.3$ | $1,231.8$ | 80.4 |
| Interest-bearing debt | 402.8 | 378.2 | $(24.6)$ |
| Debt/equity ratio | 0.35 | 0.31 | $(0.04)$ |

## Summary of financial results (ii)

## AsahiKASEI

|  | H1 2016 | H1 2017 |
| :--- | ---: | ---: |
| Dividends per share | $¥ 10$ | $¥ 14$ |
| Net income per share (EPS) | $¥ 37.88$ | $¥ 50.75$ |
| Net worth per share (BPS) | $¥ 731.05$ | $¥ 882.26$ |

Scope of consolidation

| Number of consolidated subsidiaries | 171 | 174 |
| :--- | :---: | :---: |
| Number of affiliates for which the equity <br> method is applied | 33 | 55 |

Key operating factors

| Naphtha price (¥/kL, domestic) | 31,450 | 37,600 |
| :--- | ---: | ---: |
| $¥ /$ US\$ exchange rate (market average) | 105 | 111 |
| $¥ / €$ exchange rate (market average) | 118 | 126 | | Employees at end of period |
| :--- |

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|  | H1 2016 |  | H1 2017 |  | Increase <br> (decrease) | \% change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% of sales |  | \% of sales |  |  |
| Net sales | 890.7 | 100.0\% | 964.7 | 100.0\% | 74.0 | +8.3\% |
| Cost of sales | 610.9 | 68.6\% | 651.5 | 67.5\% | 40.6 | +6.7\% |
| Gross profit | 279.8 | 31.4\% | 313.2 | 32.5\% | 33.4 | +11.9\% |
| Selling, general and administrative expenses | 209.1 | 23.5\% | 220.6 | 22.9\% | 11.5 | +5.5\% |
| Operating income | 70.8 | 7.9\% | 92.7 | 9.6\% | 21.9 | +30.9\% |
| Net non-operating income (expenses) of which, net financing income (expense) net equity in earnings (losses) of affiliates foreign exchange income (loss) | $\begin{gathered} (0.9) \\ \\ 1.1 \\ 1.3 \\ (3.3) \\ \hline \end{gathered}$ |  | $\begin{gathered} 5.5 \\ \\ 1.5 \\ 5.3 \\ (0.9) \\ \hline \end{gathered}$ |  | $\begin{aligned} & 6.4 \\ & 0.4 \\ & 4.0 \\ & 2.4 \end{aligned}$ |  |
| Ordinary income | 69.9 | 7.8\% | 98.2 | 10.2\% | 28.3 | +40.5\% |
| Net extraordinary income (loss) | 0.8 |  | 3.5 | - | 2.7 | - |
| Income before income taxes | 70.7 | 7.9\% | 101.7 | 10.5\% | 31.0 | +43.8\% |
| Total income taxes <br> Net income attributable to non-controlling interests | $\begin{array}{r} (17.0) \\ (0.8) \\ \hline \end{array}$ |  | $\begin{array}{r} (29.7) \\ (1.1) \\ \hline \end{array}$ |  | $(12.8)$ (0.3) |  |
| Net income attributable to owners of the parent | 52.9 | 5.9\% | 70.9 | 7.3\% | 18.0 | +33.9\% |

## Extraordinary income and loss

|  |  | H1 2016 | H1 2017 |
| :--- | :--- | :---: | :---: | \(\left.\begin{array}{c}Increase <br>

(decrease)\end{array}\right]\)

## Balance sheets

## AsahiKASEI

|  | At end of Mar. 2017 | At end of Sep. 2017 | Increase <br> (decrease) |  | At end of <br> Mar. 2017 | At end of Sep. 2017 | Increase <br> (decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current assets | 894.5 | 950.4 | 55.8 | Liabilities | 1,086.4 | 1,085.6 | (0.8) |
| Cash and deposits <br> Notes and accounts receivable-trade Inventories <br> Other current assets | 145.3 | 163.3 | 18.0 | Current liabilities | 594.9 | 604.4 | 9.6 |
|  | 302.8 | 321.9 | 19.1 | Noncurrent liabilities | 491.5 | 481.2 | (10.3) |
|  | 346.7 | 364.3 | 17.6 | Net assets <br> Shareholders' equity | 1,168.1 | 1,249.3 | 81.2 |
|  | 99.8 | 100.9 | 1.1 |  | 1,030.1 | 1,081.0 | 50.9 |
| Noncurrent assets | 1,360.0 | 1,384.5 | 24.5 | Capital stock | 103.4 | 103.4 | - |
| Property, plant and equipment <br> Intangible assets <br> Investments and other assets | 556.9 | 562.3 | 5.4 | Capital surplus | 79.4 | 79.4 | (0.0) |
|  | 462.8 | 449.1 | (13.7) | Retained earnings | 850.5 | 902.1 | 51.6 |
|  | 340.3 | 373.2 | 32.9 | Treasury stock | (3.2) | (3.9) | (0.7) |
|  |  |  |  | Accumulated other comprehensive income | 121.2 | 150.7 | 29.5 |
|  |  |  |  | Non-controlling interests | 16.8 | 17.5 | 0.8 |
| Total assets | 2,254.5 | 2,334.9 | 80.4 | Total liabilities and net assets | 2,254.5 | 2,334.9 | 80.4 |

## Financing activity

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Financing income and expenses

|  | H1 2016 | H1 2017 |
| :--- | :---: | :---: |
| Interest expenses | $(2.1)$ | $(2.3)$ |
| Interest income | 0.6 | 1.0 |
| Dividends income | 2.7 | 2.8 |
| Others | $(0.0)$ | $(0.0)$ |
| Total | 1.1 | 1.5 |

Interest-bearing debt

|  | At end of <br> Sep. 2016 | At end of <br> Mar. 2017 | At end of <br> Sep. 2017 |
| :--- | ---: | ---: | ---: |
| Short-term loans payable | 140.2 | 113.5 | 113.7 |
| Commercial paper | 34.0 | 56.0 | 60.0 |
| Current portion of bonds payable | 20.0 | 20.0 | - |
| Bonds payable | 20.0 | 20.0 | 20.0 |
| Long-term loans payable | 187.7 | 192.6 | 183.9 |
| Lease obligations | 1.0 | 0.8 | 0.6 |
| Total | 402.9 | 402.8 | 378.2 |

( $¥$ billion)

| Increase <br> (decrease) |
| :---: |
| $(0.2)$ |
| 0.3 |
| 0.2 |
| $(0.0)$ |
| 0.4 |

( $¥$ billion)

| Sep. vs. Mar. <br> 2017 increase <br> (decrease) |
| ---: |
| 0.2 |
| 4.0 |
| $(20.0)$ |
| - |
| $(8.7)$ |
| $(0.1)$ |
| $(24.6)$ |

## Cash flows and primary investments

| Cash flows | ( $¥$ billion) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2016 | H1 2017 |  |
| a. Net cash provided by (used in) operating activities |  | 90.4 | 115.0 |  |
| b. Net cash provided by (used in) investing activities |  | (50.5) | (53.0) |  |
| c. Free cash flows [a+b] |  | 39.9 | 62.1 |  |
| d. Net cash provided by (used in) financing activities |  | (43.4) | (45.9) |  |
| e. Effect of exchange rate change on cash and cash equivalents |  | (10.0) | 1.1 |  |
| f. Net increase (decrease) in cash and cash equivalents [ $\mathrm{c}+\mathrm{d}+\mathrm{e}$ ] |  | (13.4) | 17.2 |  |
| g. Cash and cash equivalents at beginning of period |  | 145.3 | 144.1 |  |
| h. <br> Increase in cash and cash equivalents resulting from changes in scope of consolidation |  | 0.4 | 0.3 |  |
| i. Cash and cash equivalents at end of period [ $\mathrm{f}+\mathrm{g}+\mathrm{h}]$ |  | 132.3 | 161.6 |  |
| Primary investments |  |  | ( $¥$ billion) |  |
|  |  | FY 2016 |  FY 2017 <br> H1 2017 forecast |  |
| Capital expenditure (tangible) | 43.1 | 80.9 | 40.6 | 91.0 |
| Capital expenditure (intangible) | 4.4 | 9.7 | 4.1 | 9.0 |
| Total capital expenditure | 47.4 | 90.6 | 44.7 | 100.0 |
| Depreciation and amortization excluding goodwill | 43.7 | 91.4 | 45.8 | 99.0 |
| Amortization of goodwill | 8.6 | 17.8 | 9.1 |  |
| Total depreciation and amortization | 52.3 | 109.2 | 54.9 |  |
| R\&D expenditures | 38.3 | 79.6 | 39.5 | 87.0 |

## H1 2017 vs. H1 2016 sales and operating income by segment

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|  | Sales |  |  | Operating income |  |  | H1 2017 forecast in Aug. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | H1 2016 | H1 2017 | Increase <br> (decrease) | H1 2016 | H1 2017 | Increase <br> (decrease) | Sales | Operating income |
| Material ${ }^{1}$ | 464.0 | 518.9 | 54.9 | 38.9 | 60.7 | 21.8 | 510.0 | 52.0 |
| Homes | 287.5 | 295.7 | 8.3 | 26.5 | 26.1 | (0.3) | 296.0 | 24.0 |
| Health Care | 132.3 | 142.5 | 10.2 | 17.6 | 18.4 | 0.9 | 143.0 | 17.0 |
| Others ${ }^{1}$ | 7.0 | 7.6 | 0.6 | 0.9 | 0.7 | (0.2) | 8.0 | 1.0 |
| Corporate expenses and eliminations | - | - | - | (13.1) | (13.3) | (0.2) | - | (14.0) |
| Consolidated | 890.7 | 964.7 | 74.0 | 70.8 | 92.7 | 21.9 | 957.0 | 80.0 |

(¥ billion)
${ }^{1}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Material segment.
FY 2016 figures are recalculated in accordance with the new classification.

## Overseas sales by business category

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( $¥$ billion)

|  | H1 2016 |  |  | H1 2017 |  |  | Increase (decrease) in overseas sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total sales | Overseas sales |  | Total sales | Overseas sales |  |  |  |
|  | Total sales |  | \% of total |  |  | \% of total |  | \% change |
| Fibers | 62.3 | 25.6 | 41.2\% | 66.1 | 28.9 | 43.7\% | 3.2 | +12.6\% |
| Chemicals ${ }^{1}$ | 334.8 | 152.9 | 45.7\% | 375.2 | 182.4 | 48.6\% | 29.5 | +19.3\% |
| Electronics | 66.9 | 46.1 | 68.8\% | 77.7 | 53.8 | 69.3\% | 7.8 | +16.9\% |
| Homes | 264.8 | - | - | 269.6 | - | - | - | - |
| Construction Materials | 22.6 | 0.0 | 0.0\% | 26.1 | 0.0 | 0.0\% | 0.0 | +115.4\% |
| Health Care | 67.8 | 20.1 | 29.7\% | 66.3 | 19.6 | 29.5\% | (0.5) | -2.6\% |
| Critical Care | 64.5 | 63.8 | 99.0\% | 76.2 | 75.3 | 98.9\% | 11.5 | +18.0\% |
| Others ${ }^{1}$ | 7.0 | 0.9 | 12.3\% | 7.6 | 1.5 | 20.1\% | 0.7 | +78.3\% |
| Total | 890.7 | 309.4 | 34.7\% | 964.7 | 361.5 | 37.5\% | 52.2 | +16.9\% |
| Sales to East Asia ${ }^{2}$ |  | 137.8 | 15.5\% |  | 159.8 | 16.6\% | 21.9 | +15.9\% |
| of which, sales to China |  | 81.1 | 9.1\% |  | 88.4 | 9.2\% | 7.3 | +9.0\% |
| Sales, excluding Homes and Construction Materials | 603.3 | 309.4 | 51.3\% | 669.0 | 361.5 | 54.0\% |  |  |

[^0]
## Sales and operating income increase/decrease by business category ${ }^{1}$ (i)

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(¥ billion)

|  |  | H1 2016 | H1 2017 | Net increase (decrease) | Increase (decrease) due to: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sales volume |  |  | Sales <br> prices | of which, due to foreign exchange | Others | Operating costs and others |
| Fibers | Sales |  | 62.3 | 66.1 | 3.8 | 2.1 | 0.7 | 0.4 | 1.1 | - |
|  | Operating income | 6.0 | 6.6 | 0.6 | 1.4 | - |  |  | (1.5) |
| Chemicals ${ }^{2}$ | Sales | 334.8 | 375.2 | 40.3 | 3.8 | 32.4 | 5.8 | 4.1 | - |
|  | Operating income | 33.3 | 48.6 | 15.3 | 4.4 |  |  | - | (21.5) |
| Electronics | Sales | 66.9 | 77.7 | 10.7 | 9.6 | (0.5) | 1.3 | 1.7 | - |
|  | Operating income (loss) | (0.3) | 5.6 | 5.9 | 3.0 |  |  | - | 3.4 |
| Homes | Sales | 264.8 | 269.6 | 4.8 | 4.0 | 0.5 | - | 0.2 | - |
|  | Operating income | 24.6 | 24.3 | (0.3) | 0.7 |  |  | - | (1.5) |
| Construction <br> Materials | Sales | 22.6 | 26.1 | 3.5 | 2.8 | (0.2) | - | 0.9 | - |
|  | Operating income | 1.8 | 1.8 | 0.0 | 1.2 |  |  | - | (0.9) |

${ }^{1}$ Figures for operating income by business category include intrasegment transactions which are eliminated from the segment totals.
${ }^{2}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Chemicals business category.
FY 2016 figures are recalculated in accordance with the new classification.

## Sales and operating income increase/decrease by business category ${ }^{1}$ (ii)

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|  |  | H1 2016 | H1 2017 | Net increase (decrease) | Increase (decrease) due to: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sales volume |  |  | Sales prices | of which, due to foreign exchange | Others | Operating costs and others |
| Health Care | Sales |  | 67.8 | 66.3 | (1.4) | (2.7) | 0.4 | 0.0 | 0.8 | - |
|  | Operating income | 10.7 | 9.9 | (0.9) | (1.6) | - |  |  | 0.4 |
| Critical Care | Sales | 64.5 | 76.2 | 11.7 | 7.3 | 0.4 | 0.0 | 3.9 | - |
|  | Operating income | 6.8 | 8.5 | 1.7 | 4.1 |  |  | - | (2.8) |
| Others ${ }^{2}$ | Sales | 7.0 | 7.6 | 0.6 | 0.6 | - | - | - | - |
|  | Operating income | 0.9 | 0.7 | (0.2) | 0.3 |  |  | - | (0.5) |
| Corporate expenses and eliminations | Operating loss | (13.0) | (13.3) | (0.3) | - | - | - | - | (0.3) |
| Consolidated | Sales | 890.7 | 964.7 | 74.0 | 27.6 | 33.7 | 7.6 | 12.7 | - |
|  | Operating income | 70.8 | 92.7 | 21.9 | 13.5 |  |  | - | (25.3) |

${ }^{1}$ Figures for operating income by business category include intrasegment transactions which are eliminated from the segment totals.
${ }^{2}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Chemicals business category. FY 2016 figures are recalculated in accordance with the new classification.

## Forecast for fiscal year 2017

## Consolidated operating performance forecast AsahiKASEI

|  |  | Y 2016 |  |  | FY 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | H1 | H2 | Total <br> a | H1 | $\begin{gathered} \mathrm{H} 2 \\ \text { forecast } \end{gathered}$ | Total b | (decrease) b-a |
| Net sales | 890.7 | 992.3 | 1,883.0 | 964.7 | 1,035.3 | 2,000.0 | 117.0 |
| Operating income | 70.8 | 88.5 | 159.2 | 92.7 | 90.3 | 183.0 | 23.8 |
| Ordinary income | 69.9 | 90.8 | 160.6 | 98.2 | 93.8 | 192.0 | 31.4 |
| Net income attributable to owners of the parent | 52.9 | 62.1 | 115.0 | 70.9 | 69.1 | 140.0 | 25.0 |

(¥ billion)

| Naphtha price ( $¥ / \mathrm{kL}$, domestic) | 31,450 | 37,900 | 34,675 | 37,600 | 44,000 | 40,800 | 6,125 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $¥ /$ US\$ exchange rate (market average) | 105 | 112 | 108 | 111 | 110 | 111 | 2 |
| $¥ / €$ exchange rate (market average) | 118 | 119 | 119 | 126 | 130 | 128 | 9 |


| 41,000 | $(200)$ |
| ---: | ---: |
| 110 | 1 |
| 120 | 8 |


|  | FY 2016 | FY 2017 |
| :--- | :---: | :---: |
| Dividends per share | $¥ 24$ | $¥ 28$ (planned) |
| Payout ratio | $29.1 \%$ | $27.9 \%$ |

## Sales forecast by business category

|  | FY 2016 |  |  | FY 2017 |  |  | Increase (decrease) <br> b-a |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | H1 | H2 | Total a | H1 | $\begin{gathered} \mathrm{H} 2 \\ \text { forecast } \end{gathered}$ | Total b |  |
| Fibers | 62.3 | 63.4 | 125.7 | 66.1 | 68.9 | 135.0 | 9.3 |
| Chemicals ${ }^{1}$ | 334.8 | 378.0 | 712.8 | 375.2 | 385.8 | 761.0 | 48.2 |
| Electronics | 66.9 | 72.5 | 139.4 | 77.7 | 76.3 | 154.0 | 14.6 |
| Homes | 264.8 | 305.3 | 570.2 | 269.6 | 318.4 | 588.0 | 17.8 |
| Construction Materials | 22.6 | 26.2 | 48.8 | 26.1 | 26.9 | 53.0 | 4.2 |
| Health Care | 67.8 | 66.1 | 133.9 | 66.3 | 69.7 | 136.0 | 2.1 |
| Critical Care | 64.5 | 71.7 | 136.2 | 76.2 | 79.8 | 156.0 | 19.8 |
| Others ${ }^{1}$ | 7.0 | 9.0 | 16.0 | 7.6 | 9.4 | 17.0 | 1.0 |
| Consolidated | 890.7 | 992.3 | 1,883.0 | 964.7 | 1,035.3 | 2,000.0 | 117.0 |


| FY 2017 forecast in May |  | Increase (decrease) |  |  |  |
| ---: | ---: | :---: | ---: | ---: | ---: |
| H1 | H2 | Total <br> c | H1 | H2 | Total <br> b-c |
| 66.0 | 71.0 | 137.0 | 0.1 | $(2.1)$ | $(2.0)$ |
| 361.0 | 383.0 | 744.0 | 14.2 | 2.8 | 17.0 |
| 77.0 | 75.0 | 152.0 | 0.7 | 1.3 | 2.0 |
| 270.0 | 323.0 | 593.0 | $(0.4)$ | $(4.6)$ | $(5.0)$ |
| 26.0 | 28.0 | 54.0 | 0.1 | $(1.1)$ | $(1.0)$ |
| 67.0 | 70.0 | 137.0 | $(0.7)$ | $(0.3)$ | $(1.0)$ |
| 74.0 | 80.0 | 154.0 | 2.2 | $(0.2)$ | 2.0 |
| 9.0 | 10.0 | 19.0 | $(1.4)$ | $(0.6)$ | $(2.0)$ |
| 950.0 | $1,040.0$ | $1,990.0$ | 14.7 | $(4.7)$ | 10.0 |

${ }^{1}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Chemicals business category. FY 2016 figures are recalculated in accordance with the new classification.

## Operating income (loss) forecast by business category ${ }^{1}$

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(¥ billion)

|  | FY 2016 |  |  | FY 2017 |  |  | Increase (decrease) <br> b-a | FY 2017 forecastin May |  |  | Increase (decrease) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | H1 | H2 | Total a | H1 | H2 <br> forecast | $\begin{gathered} \text { Total } \\ \mathrm{b} \end{gathered}$ |  | H1 | H2 | $\begin{gathered} \text { Total } \\ c \end{gathered}$ | H1 | H2 | Total b-c |
| Fibers | 6.0 | 5.7 | 11.7 | 6.6 | 5.9 | 12.5 | 0.8 | 6.0 | 6.5 | 12.5 | 0.6 | (0.6) | - |
| Chemicals ${ }^{2}$ | 33.3 | 41.1 | 74.4 | 48.6 | 39.9 | 88.5 | 14.1 | 35.5 | 37.0 | 72.5 | 13.1 | 2.9 | 16.0 |
| Electronics | (0.3) | 2.8 | 2.5 | 5.6 | 1.9 | 7.5 | 5.0 | 3.0 | 2.0 | 5.0 | 2.6 | (0.1) | 2.5 |
| Homes | 24.6 | 34.9 | 59.5 | 24.3 | 35.7 | 60.0 | 0.5 | 21.5 | 38.5 | 60.0 | 2.8 | (2.8) | - |
| Construction <br> Materials | 1.8 | 2.6 | 4.5 | 1.8 | 2.7 | 4.5 | 0.0 | 1.5 | 3.0 | 4.5 | 0.3 | (0.3) | - |
| Health Care | 10.7 | 6.4 | 17.1 | 9.9 | 8.1 | 18.0 | 0.9 | 9.0 | 9.0 | 18.0 | 0.9 | (0.9) | - |
| Critical Care | 6.8 | 8.0 | 14.8 | 8.5 | 10.0 | 18.5 | 3.7 | 7.5 | 10.0 | 17.5 | 1.0 | (0.0) | 1.0 |
| Others ${ }^{2}$ | 0.9 | 1.2 | 2.0 | 0.7 | 0.8 | 1.5 | (0.5) | 1.0 | 1.0 | 2.0 | (0.3) | (0.2) | (0.5) |
| Corporate expenses and eliminations | (13.0) | (14.1) | (27.1) | (13.3) | (14.7) | (28.0) | (0.9) | (13.5) | (13.5) | (27.0) | 0.2 | (1.2) | (1.0) |
| Consolidated | 70.8 | 88.5 | 159.2 | 92.7 | 90.3 | 183.0 | 23.8 | 71.5 | 93.5 | 165.0 | 21.2 | (3.2) | 18.0 |

${ }^{1}$ Figures for operating income by business category include intrasegment transactions which are eliminated from the segment totals.
${ }^{2}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Chemicals business category.
FY 2016 figures are recalculated in accordance with the new classification.

## Sales and operating income forecast by segment

Sales

|  | FY 2016 |  |  | FY 2017 |  |  | Increase (decrease) b-a |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | H1 | H2 | Total a | H1 | H2 <br> forecast | $\begin{gathered} \text { Total } \\ \mathrm{b} \end{gathered}$ |  |
| Material ${ }^{1}$ | 464.0 | 513.9 | 977.9 | 518.9 | 531.1 | 1,050.0 | 72.1 |
| Homes | 287.5 | 331.5 | 619.0 | 295.7 | 345.3 | 641.0 | 22.0 |
| Health Care | 132.3 | 137.8 | 270.1 | 142.5 | 149.5 | 292.0 | 21.9 |
| Others ${ }^{1}$ | 7.0 | 9.0 | 16.0 | 7.6 | 9.4 | 17.0 | 1.0 |
| Consolidated | 890.7 | 992.3 | 1,883.0 | 964.7 | 1,035.3 | 2,000.0 | 117.0 |

## Operating income

|  | FY 2016 |  |  | FY 2017 |  |  | Increase <br> (decrease) <br> b-a |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | H1 | H2 | Total a | H1 | H 2 forecast | Total b |  |
| Material ${ }^{1}$ | 38.9 | 49.6 | 88.5 | 60.7 | 47.8 | 108.5 | 20.0 |
| Homes | 26.5 | 37.6 | 64.1 | 26.1 | 38.4 | 64.5 | 0.4 |
| Health Care | 17.6 | 14.4 | 31.9 | 18.4 | 18.1 | 36.5 | 4.6 |
| Others ${ }^{1}$ | 0.9 | 1.2 | 2.0 | 0.7 | 0.8 | 1.5 | (0.5) |
| Corporate expenses and eliminations | (13.1) | (14.2) | (27.3) | (13.3) | (14.7) | (28.0) | (0.7) |
| Consolidated | 70.8 | 88.5 | 159.2 | 92.7 | 90.3 | 183.0 | 23.8 |


| FY 2017 forecast in May |  | Increase (decrease) |  |  |  |
| ---: | ---: | :---: | ---: | ---: | ---: |
| H1 | H2 | Total <br> c | H1 | H2 | Total <br> b-c |
| 504.0 | 529.0 | $1,033.0$ | 14.9 | 2.1 | 17.0 |
| 296.0 | 351.0 | 647.0 | $(0.3)$ | $(5.7)$ | $(6.0)$ |
| 141.0 | 150.0 | 291.0 | 1.5 | $(0.5)$ | 1.0 |
| 9.0 | 10.0 | 19.0 | $(1.4)$ | $(0.6)$ | $(2.0)$ |
| 950.0 | 1040.0 | $1,990.0$ | 14.7 | $(4.7)$ | 10.0 |

(¥ billion)

| FY 2017 forecast in May |  | Increase (decrease) |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| H1 | H2 | Total <br> c | H1 | H2 | Total <br> b-c |
| 44.5 | 45.5 | 90.0 | 16.2 | 2.3 | 18.5 |
| 23.0 | 41.5 | 64.5 | 3.1 | $(3.1)$ | - |
| 16.5 | 19.0 | 35.5 | 1.9 | $(0.9)$ | 1.0 |
| 1.0 | 1.0 | 2.0 | $(0.3)$ | $(0.2)$ | $(0.5)$ |
| $(13.5)$ | $(13.5)$ | $(27.0)$ | 0.2 | $(1.2)$ | $(1.0)$ |
| 71.5 | 93.5 | 165.0 | 21.2 | $(3.2)$ | 18.0 |

${ }^{1}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Material segment. FY 2016 figures are recalculated in accordance with the new classification.

## 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.

## Appendix

## H1 2017 vs. H1 2016 sales and operating income by business category ${ }^{1}$

|  | Sales |  |  | Operating income (loss) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | H1 2016 | H1 2017 | Increase <br> (decrease) | H1 2016 | H1 2017 | Increase (decrease) |
| Fibers | 62.3 | 66.1 | 3.8 | 6.0 | 6.6 | 0.6 |
| Chemicals ${ }^{2}$ | 334.8 | 375.2 | 40.3 | 33.3 | 48.6 | 15.3 |
| Electronics | 66.9 | 77.7 | 10.7 | (0.3) | 5.6 | 5.9 |
| Homes | 264.8 | 269.6 | 4.8 | 24.6 | 24.3 | (0.3) |
| Construction Materials | 22.6 | 26.1 | 3.5 | 1.8 | 1.8 | 0.0 |
| Health Care | 67.8 | 66.3 | (1.4) | 10.7 | 9.9 | (0.9) |
| Critical Care | 64.5 | 76.2 | 11.7 | 6.8 | 8.5 | 1.7 |
| Others ${ }^{2}$ | 7.0 | 7.6 | 0.6 | 0.9 | 0.7 | (0.2) |
| Corporate expenses and eliminations | - | - | - | (13.0) | (13.3) | (0.3) |
| Consolidated | 890.7 | 964.7 | 74.0 | 70.8 | 92.7 | 21.9 |


| H1 2017 forecast <br> in Aug. |  |
| ---: | ---: |
| Sales | Operating <br> income <br> (loss) |
| 66.0 | 6.0 |
| 368.0 | 43.0 |
| 76.0 | 3.0 |
| 270.0 | 22.5 |
| 26.0 | 1.5 |
| 67.0 | 9.0 |
| 76.0 | 8.0 |
| 8.0 | 1.0 |
| - | $(14.0)$ |
| 957.0 | 80.0 |

[^1]${ }^{2}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Chemicals business category. FY 2016 figures are recalculated in accordance with the new classification.

## Quarterly sales by business category

|  | FY 2016 |  |  |  | FY 2017 |  | FY2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | H2 <br> forecast |
| Fibers | 30.9 | 31.4 | 31.4 | 32.0 | 32.0 | 34.1 | 68.9 |
| Chemicals ${ }^{1}$ | 167.0 | 167.9 | 185.2 | 192.8 | 178.3 | 196.8 | 385.8 |
| Electronics | 32.2 | 34.7 | 36.4 | 36.1 | 36.5 | 41.2 | 76.3 |
| Homes | 115.7 | 149.1 | 125.4 | 179.9 | 115.6 | 154.0 | 318.4 |
| Construction Materials | 10.3 | 12.3 | 14.1 | 12.1 | 12.6 | 13.5 | 26.9 |
| Health Care | 34.5 | 33.3 | 34.3 | 31.8 | 32.7 | 33.6 | 69.7 |
| Critical Care | 32.2 | 32.3 | 34.8 | 37.0 | 37.3 | 38.8 | 79.8 |
| Others ${ }^{1}$ | 2.9 | 4.1 | 4.5 | 4.5 | 3.6 | 4.0 | 9.4 |
| Total | 425.8 | 464.9 | 466.1 | 526.1 | 448.7 | 516.0 | 1,035.3 |

${ }^{1}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Chemicals business category. FY 2016 figures are recalculated in accordance with the new classification.

## Quarterly operating income (loss) by business category ${ }^{1}$

## AsahiKASEI

|  | FY 2016 |  |  |  | FY 2017 |  | FY 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | $\begin{gathered} \mathrm{H} 2 \\ \text { forecast } \end{gathered}$ |
| Fibers | 3.3 | 2.7 | 3.4 | 2.3 | 3.5 | 3.1 | 5.9 |
| Chemicals ${ }^{2}$ | 14.7 | 18.6 | 22.4 | 18.8 | 22.5 | 26.0 | 39.9 |
| Electronics | (0.1) | (0.2) | 1.7 | 1.0 | 2.0 | 3.6 | 1.9 |
| Homes | 7.8 | 16.8 | 10.8 | 24.1 | 6.9 | 17.3 | 35.7 |
| Construction Materials | 0.9 | 1.0 | 1.9 | 0.8 | 0.7 | 1.1 | 2.7 |
| Health Care | 6.8 | 4.0 | 5.4 | 1.0 | 5.3 | 4.6 | 8.1 |
| Critical Care | 2.8 | 4.0 | 4.0 | 4.0 | 3.7 | 4.8 | 10.0 |
| Others ${ }^{2}$ | 0.2 | 0.7 | 0.4 | 0.7 | 0.0 | 0.6 | 0.8 |
| Corporate expenses and eliminations | (6.4) | (6.6) | (6.5) | (7.6) | (6.9) | (6.4) | (14.7) |
| Total | 29.9 | 40.9 | 43.4 | 45.1 | 37.9 | 54.8 | 90.3 |

[^2]
${ }^{1}$ Amortization of goodwill is excluded and shown separately below the table.

Completed in H1 2017

N/A

Under construction at end of Sep. 2017

- Hipore Li-ion battery separator -60 million $\mathrm{m}^{2} / \mathrm{y}$ capacity increase in Moriyama-shi, Shiga, Japan, H1 2018.*
- Hipore Li-ion battery separator - 200 million $\mathrm{m}^{2} / \mathrm{y}$ capacity increase in Moriyama-shi, Shiga, Japan, H1 2019.*
- Solution-polymerized styrene-butadiene rubber (S-SBR) - 30,000 t/y capacity increase in Singapore, Jan 2019.*
- Lamous microfiber suede - 3 million $\mathrm{m}^{2} / \mathrm{y}$ capacity increase in Nobeoka-shi, Miyazaki, Japan, H1 2019.*
* Investment of $¥ 3$ billion or more.


## Statements of comprehensive income

|  | H1 2016 | H1 2017 | Increase <br> (decrease) |
| :---: | :---: | :---: | :---: |
| a: Net income | 53.7 | 72.0 | 18.2 |
| Net increase or decrease in unrealized gain on other securities | 0.7 | 12.6 | 11.9 |
| Deferred gains or losses on hedges | (0.1) | (0.1) | (0.0) |
| Foreign currency translation adjustment | (64.0) | 12.5 | 76.5 |
| Remeasurements of defined benefit plans | 4.4 | 3.9 | (0.5) |
| Share of other comprehensive income of affiliates accounted for using equity method | (1.8) | 0.8 | 2.6 |
| b: Other comprehensive income | (60.8) | 29.8 | 90.5 |
| Comprehensive income [a+b] | (7.0) | 101.7 | 108.7 |
| Comprehensive income attributable to owners of the parent | (7.2) | 100.3 | 107.6 |
| Comprehensive income attributable to non-controlling interests | 0.2 | 1.4 | 1.2 |

## AsahiKASEI

( $¥$ billion)


Sales increase/decrease due to:


Operating income increase/decrease due to:

${ }^{1}$ Increase (decrease) in sales prices excluding impact of foreign exchange
${ }^{2}$ Impact of foreign exchange on sales prices


## Electronics

## AsahiKASEI

(¥ billion)

## Sales



Sales increase/decrease due to:

Operating income increase/decrease due to:

[^3]${ }^{2}$ Impact of foreign exchange on sales prices


## Review of operations

Separators:
Considerably increased shipments of each battery separator product, centered on Li-ion battery separator. Sales and operating income increase.
Electronic devices:
Firm sales of electronic devices for camera modules and magnetic sensors for household appliances. Sales and operating income increase.
(¥ billion)

Sales


Results by product category
( $¥$ billion)

|  | H1 2016 |  | H1 2017 |  | Increase (decrease) |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Sales | Operating <br> income | Sales | Operating <br> income | Sales | Operating <br> income |
| Order-built homes, etc. <br> (Asahi Kasei Homes) | 183.5 | 16.0 | 182.7 | 15.5 | $(0.8)$ | $(0.5)$ |
| Real estate <br>  <br> Residence) | 54.8 | 5.2 | 59.0 | 5.2 | 4.3 | $(0.0)$ |
| Remodeling <br> (Asahi Kasei Reform) | 27.0 | 2.3 | 26.8 | 2.6 | $(0.2)$ | 0.3 |
| Other housing-related, <br> etc. | $(0.5)$ | 1.0 | 1.1 | 1.0 | 1.6 | $(0.0)$ |
| Total | 264.8 | 24.6 | 269.6 | 24.3 | 4.8 | $(0.3)$ |

## Review of operations

## Order-built homes:

- Increased deliveries of Hebel Haus unit homes, but decreased deliveries of Hebel Maison apartment buildings. Increased SG\&A expenses such as labor expenses. Sales and operating income decrease.
- Year-on-year $6.5 \%$ decrease in value of new orders. Increased value of new orders for multidwelling homes with firm demand for apartment buildings, but decreased value for unit homes.
Real estate, remodeling and others:
Firm performance of rental management in real estate. Firm orders for exterior painting work in remodeling. Sales and operating income increase.


## Highlights

- May, new high-durability double-layer insulation system adopted in all products.
- June, start of sales of Hebel Haus Cubic Roomy, a new model of the main product series of Hebel Haus Cubic two-story unit homes.
- August, formation of capital alliance with McDonald Jones Homes Pty Ltd, an Australian company which constructs and sells unit homes.


## Homes (ii)

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Sales ${ }^{1}$ and order trends
( $¥$ billion, $\%$ indicates year-on-year comparison)


[^4]
## Homes (iii)

## AsahiKASEI

## Breakdown of H1 2017 sales and orders of Asahi Kasei Homes

(\% change from previous year)

${ }^{1}$ Includes certain parcel sales and insurance commissions, etc.

## Homes (iv)

## AsahiKASEI

## Breakdown of FY 2017 sales and order forecast of Asahi Kasei Homes

(\% change from previous year)

${ }^{1}$ Includes certain parcel sales and insurance commissions, etc.

## Construction Materials

## AsahiKASEI

( $¥$ billion)

Sales


Review of operations
Firm shipments of Neoma Foam phenolic foam insulation panels. Impact of higher feedstock costs. Sales increase, but operating income flat.

Sales increase/decrease due to:


Operating income increase/decrease due to:

## Health Care (i)

## AsahiKASEI



Sales increase/decrease due to:

| $(2.7)$ | 0.4 | 0.0 | 0.8 |
| :---: | :---: | :---: | :---: |
| Sales <br> volume | Sales <br> prices $^{1}$ | Foreign <br> exchange ${ }^{2}$ | Others |

Operating income increase/decrease due to:

| $(1.6)$ | 0.4 | 0.0 | 0.4 |
| :---: | :---: | :---: | :---: |
| Sales <br> volume | Sales <br> prices |  |  |

## Review of operations

Pharmaceuticals:
Increased shipments of Teribone osteoporosis drug. Decreased shipments of Flivas agent for treatment of benign prostatic hyperplasia due to competition from generics. Sales and operating income decrease.
Devices:
Decreased shipments of Planova virus removal filters. Firm performance of blood-purification products. Impact of weaker yen. Sales and operating income flat.

## Highlights

- May, approval for an extension of the maximum duration of treatment for the osteoporosis drug Teribone $56.5 \mu \mathrm{~g}$ subcutaneous injection.
- June, application for import drug registration for Flivas (naftopidil) in China.
- October, announcement of an open competition for new-drug development proposals from researchers at domestic and overseas universities, research institutions, and corporations.
- October, receipt of $510(\mathrm{k})$ clearance from the US Food and Drug Administration for Lucica Glycated Albumin-L, an in vitro diagnostic assay kit for glycated albumin formulated for the US market.

[^5]
## Health Care (ii)

AsahiKASEI
Sales of Health Care segment
( $¥$ billion)

|  | FY 2016 |  | FY 2017 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | H1 | Total | H1 | forecast |
| Domestic pharmaceuticals Others | $\begin{array}{r} \hline 31.2 \\ 3.4 \end{array}$ | $\begin{array}{r} 61.5 \\ 6.4 \end{array}$ | $\begin{array}{r} \hline 30.5 \\ 2.8 \end{array}$ | $\begin{array}{r} \hline 61.1 \\ 5.9 \end{array}$ |
| Asahi Kasei Pharma consolidated | 34.7 | 67.8 | 33.3 | 67.0 |
| Devices ${ }^{1}$ | 33.1 | 66.1 | 33.0 | 69.0 |
| Total | 67.8 | 133.9 | 66.3 | 136.0 |

${ }^{1}$ Asahi Kasei Medical and its affiliate companies.
Main pharmaceuticals domestic sales
( $¥$ billion)

|  | FY 2016 |  | FY 2017 |  |
| :--- | ---: | ---: | ---: | ---: |
|  | H1 | Total | H1 | forecast |
| Teribone | 12.0 | 23.9 | 13.3 | 27.1 |
| Recomodulin | 6.3 | 12.6 | 5.8 | 12.2 |
| Flivas | 3.1 | 5.9 | 2.5 | 4.7 |
| Elcitonin | 2.3 | 4.4 | 1.9 | 3.4 |
| Bredinin | 2.2 | 4.2 | 1.9 | 3.8 |

## Health Care (iii)

Main pharmaceutical products

|  | Generic name | Classifications | Indication | Formulation |
| :--- | :--- | :--- | :--- | :--- |
| Teribone | Teriparatide acetate | Synthetic human <br> parathyroid hormone <br> (PTH) | Osteoporosis with high risk <br> of fracture | Injection |
| Recomodulin | Recombinant <br> thrombomodulin <br> alpha | Anticoagulant | Disseminated intravascular <br> coagulation | Injection |
| Reclast | Zoledronic acid | Osteoporosis drug | Osteoporosis | Injection |
| Flivas | Naftopidil | Selective $\alpha-1$ blocker | Benign prostatic hyperplasia | Tablet |
| Elcitonin | Elcatonin | Eel calcitonin derivative | Osteoporosis pain | Injection |
| Bredinin | Mizoribine | Immunosuppressant | Rheumatoid arthritis, kidney <br> transplantation, nephrotic <br> syndrome, lupus nephritis | Tablet |

Pharmaceutical pipeline

| Development <br> stage | Code name, form, <br> generic name | Remarks | Classifications | Indication | Origin |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Phase III | ART-123, injection, <br> recombinant <br> thrombomodulin <br> alpha | Additional indication | Anticoagulant | Acute <br> exacerbation of <br> idiopathic <br> pulmonary <br> fibrosis (AE-IPF) | In-house |
|  | MN-10-T, <br> autoinjection, <br> teriparatide acetate | New formulation; <br> new dose | Osteoporosis drug | Osteoporosis with <br> high risk of <br> fracture | In-house |
|  | ART-123, injection, <br> recombinant <br> thrombomodulin <br> alpha | Additional indication | Anticoagulant | Chemotherapy- <br> induced <br> peripheral <br> neuropathy <br> (CIPN) | In-house |

## Critical Care

## AsahiKASEI



Financial performance of Critical Care
(\$ million)


[^6]
[^0]:    ${ }^{1}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Chemicals business category
    FY 2016 figures are recalculated in accordance with the new classification.
    ${ }^{2}$ China, Korea, and Taiwan.

[^1]:    ${ }^{1}$ Figures for operating income by business category include intrasegment transactions which are eliminated from the segment totals.

[^2]:    ${ }^{1}$ Figures for operating income by business category include intrasegment transactions which are eliminated from the segment totals.
    ${ }^{2}$ Beginning with FY 2017, the Energy Division, which was formerly included in Others, is reclassified into the Chemicals business category. FY 2016 figures are recalculated in accordance with the new classification.

[^3]:    ${ }^{1}$ Increase (decrease) in sales prices excluding impact of foreign exchange

[^4]:    ${ }^{1}$ As the rental management operation of Asahi Kasei Homes was transferred to Asahi Kasei Realty \& Residence, the corresponding

[^5]:    ${ }^{1}$ Increase (decrease) in sales prices excluding impact of foreign exchange
    ${ }^{2}$ Impact of foreign exchange on sales prices

[^6]:    ${ }^{1}$ Purchase price allocation.

