# Fiscal quarter ended June 2013

supplementary financial summary –

August 2, 2013
Asahi Kasei Corporation

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### Asahi **KASEI**

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# Consolidated results for fiscal quarter ended June 2013

# Summary of financial results



(¥ billion)

	Q1 2012	H1 2012	Q1 2013	H1 2013 forecast	Q1 2012 v	s. Q1 2013
	Q1 2012 111	111 2012	Q1 <b>2</b> 010	in May	Increase (decrease)	% change
Net sales	365.0	787.5	430.0	912.0	65.0	+17.8%
Operating income	10.8	38.3	28.3	59.0	17.5	+161.1%
Ordinary income	8.1	35.9	27.5	57.5	19.4	+238.5%
Net income	3.2	20.6	19.6	32.5	16.5	+522.4%

#### Key operating factors

Naphtha price (¥/kL, domestic)	60,600	55,200	65,500	62,000
¥/US\$ exchange rate (market average)	80	79	99	95

#### Financial position

(¥ billion, except D/E ratio)

	At end of March 2013	At end of June 2013	Increase (decrease)
Total assets	1,800.2	1,841.9	41.8
Equity	812.1	841.1	29.0
Interest-bearing debt	381.4	398.1	16.6
D/E ratio	0.47	0.47	0.00

## Statements of income

#### Asahi **KASEI**

						(1 01111011)
	Q1 2	012	Q1 2	2013	Increase	%
		% of sales		% of sales	(decrease)	change
Net sales	365.0	100.0%	430.0	100.0%	65.0	+17.8%
Cost of sales	274.4	75.2%	313.3	72.9%	39.0	+14.2%
Gross profit	90.6	24.8%	116.6	27.1%	26.0	+28.7%
Selling, general and administrative expenses	79.8	21.9%	88.3	20.5%	8.5	+10.7%
Operating income	10.8	3.0%	28.3	6.6%	17.5	+161.1%
Net non-operating income (expenses)	(2.7)		(0.8)		1.9	
of which,						
net financing income (expenses)	0.6		0.5		(0.1)	
net equity in earnings (losses) of affiliates	(0.5)		(1.9)		(1.3)	
foreign exchange income (loss)	(1.5)		0.7		2.2	
Ordinary income	8.1	2.2%	27.5	6.4%	19.4	+238.5%
Net extraordinary income (loss)	(1.2)		0.7		1.8	
Income before income taxes and minority interests	7.0	1.9%	28.2	6.6%	21.2	+304.7%
Income taxes	(3.8)		(8.4)		(4.6)	
Minority interests in income	(0.1)		(0.2)		(0.1)	
Net income	3.2	0.9%	19.6	4.6%	16.5	+522.4%

### Balance sheets

#### Asahi **KASEI**

	At end of Mar. 2013	At end of Jun. 2013	Increase (decrease)		At end of Mar. 2013	At end of Jun. 2013	Increase (decrease)
Current assets	819.5	841.5	22.0	Liabilities	975.7	988.4	12.6
Cash and deposits	109.5	102.0	(7.5)	Current liabilities	602.9	614.2	11.4
Notes and accounts receivable-trade	306.2	305.2	(1.0)	Noncurrent liabilities	372.9	374.1	1.3
Inventories	309.7	343.4	33.7	Net assets	824.5	853.6	29.1
Other current assets	94.1	90.8	(3.2)	Shareholders' equity	733.9	743.8	9.9
Noncurrent assets	980.7	1,000.5	19.8	Capital stock	103.4	103.4	_
Property, plant and equipment	461.6	469.1	7.5	Capital surplus	79.4	79.4	0.0
Intangible assets	255.4	261.0	5.6	Retained earnings	553.6	563.4	9.9
Investments and other assets	263.7	270.4	6.7	Treasury stock	(2.4)	(2.5)	(0.0)
other assets				Accumulated other comprehensive income	78.2	97.3	19.2
				Minority interests	12.4	12.5	0.1
Total assets	1,800.2	1,841.9	41.8	Total liabilities and net assets	1,800.2	1,841.9	41.8

# Cash flows

### Asahi **KASEI**

			(† Dillion)
		Q1 2012	Q1 2013
a.	Net cash provided by (used in) operating activities	4.7	18.7
b.	Net cash provided by (used in) investing activities	(197.0)	(30.9)
c.	Free cash flows [a+b]	(192.3)	(12.3)
d.	Net cash provided by (used in) financing activities	206.1	3.8
e.	Effect of exchange rate change on cash and cash equivalents	(5.3)	1.2
f.	Net increase (decrease) in cash and cash equivalents [c+d+e]	8.5	(7.3)
g.	Cash and cash equivalents at beginning of period	96.4	104.0
h.	Increase in cash and cash equivalents resulting from changes in scope of consolidation	0.1	0.0
i.	Effect of change in the reporting period of consolidated subsidiaries and affiliates	(5.3)	_
j.	Cash and cash equivalents at end of period [f+g+h+i]	99.6	96.7

# Sales and operating income by segment<sup>1</sup> AsahiKASEI

		Sales		Ope	erating inco	ome
	Q1 2012	Q1 2013	Increase (decrease)	Q1 2012	Q1 2013	Increase (decrease)
Chemicals	161.1	193.1	32.1	4.3	10.2	5.9
Fibers	26.3	28.8	2.6	0.6	2.2	1.6
Homes	86.3	98.4	12.1	3.6	6.6	3.0
Construction Materials	11.5	13.1	1.5	0.5	1.3	0.8
Electronics	34.0	36.5	2.5	(0.4)	3.8	4.2
Health Care	32.4	38.3	6.0	4.7	9.0	4.2
Critical Care <sup>2</sup>	9.1	17.8	8.7	(0.5)	(1.5)	(1.0)
Others	4.4	4.0	(0.4)	0.8	0.4	(0.4)
Corporate expenses and eliminations	_	_	_	(2.9)	(3.7)	(0.8)
Consolidated	365.0	430.0	65.0	10.8	28.3	17.5

<sup>&</sup>lt;sup>1</sup> Beginning with Q1 2013, the sequence of segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care.

<sup>&</sup>lt;sup>2</sup> In the Critical Care segment, results for the year-ago period were included beginning on April 27, 2012, while results are subject to consolidation throughout the entire period beginning with Q1 2013.

# Sales and operating income increases/decreases by segment<sup>1</sup> (i)



				Net		Increa	ise (decrease)	) due to:	
		Q1 2012	Q1 2013	increase (decrease)	Sales volume	Sales prices	of which, due to foreign exchange	Others	Operating costs and others
Chamiasla	Sales	161.1	193.1	32.1	23.3	(7	( F	2.1	_
Chemicals	Operating income	4.3	10.2	5.9	(0.1)	6.7	6.5		(0.7)
Eile o no	Sales	26.3	28.8	2.6	1.6	1.8	1.6	(0.8)	_
Fibers	Operating income	0.6	2.2	1.6	0.2	1.6	1.6	_	(0.4)
Homes	Sales	86.3	98.4	12.1	12.4	0.4		(0.8)	_
riomes	Operating income	3.6	6.6	3.0	3.9	0.4	_	_	(1.3)
Construction	Sales	11.5	13.1	1.5	1.4	0.1		-	_
Materials	Operating income	0.5	1.3	0.8	0.2	0.1	_	_	0.5
Electronics	Sales	34.0	36.5	2.5	0.1	2.4	4.7	_	_
Liectionics	Operating income	(0.4)	3.8	4.2	0.6	∠. <del>4</del>	4./		1.1

<sup>&</sup>lt;sup>1</sup> Beginning with Q1 2013, the sequence of segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care.

# Sales and operating income increases/decreases by segment<sup>1</sup> (ii)



									(1 51111011)
				Net		Increa	se (decrease	) due to:	
			Q1 2013	increase (decrease)	Sales volume	Sales prices	of which, due to foreign exchange	Others	Operating costs and others
Hoolth Como	Sales	32.4	38.3	6.0	4.5	4 -	1 5	_	_
Health Care	Operating income	4.7	9.0	4.2	4.2	1.5	1.5	_	(1.4)
Critical Care <sup>2</sup>	Sales	9.1	17.8	8.7	1.0	0.2	0.0	7.4	_
Critical Care	Operating loss	(0.5)	(1.5)	(1.0)	0.9	0.2	0.0	_	(2.1)
Others	Sales	4.4	4.0	(0.4)	(0.4)			_	_
Others	Operating income	0.8	0.4	(0.4)	(0.2)	_	_	_	(0.2)
Corporate expenses and eliminations	Operating loss	(2.9)	(3.7)	(0.8)	_	_	_	_	(0.8)
Consolidated	Sales	365.0	430.0	65.0	44.0	12.0	14.2	8.0	_
Consolidated	Operating income	10.8	28.3	17.5	9.7	13.0	14.3	_	(5.2)

<sup>&</sup>lt;sup>1</sup> Beginning with Q1 2013, the sequence of segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care.

<sup>&</sup>lt;sup>2</sup> In the Critical Care segment, results for the year-ago period were beginning on April 27, 2012, while results are subject to consolidation throughout the entire period beginning with Q1 2013.



# Forecast for first half fiscal 2013

# Consolidated operating performance

#### Asahi **KASEI**

(¥ billion)

	FY 2012			H1 2013 forecast			Increase	H1 2013 forecast	Increase
	H1	H2	Total	Q1	Q2 forecast	Total	(decrease)	in May	(decrease)
	a					b	b-a	С	b-c
Net sales	787.5	879.1	1,666.6	430.0	490.0	920.0	132.5	912.0	8.0
Operating income	38.3	53.7	92.0	28.3	36.7	65.0	26.7	59.0	6.0
Ordinary income	35.9	59.3	95.1	27.5	33.5	61.0	25.1	57.5	3.5
Net income	20.6	33.1	53.7	19.6	18.4	38.0	17.4	32.5	5.5

#### Key operating factors

Naphtha price (¥/kL, domestic)	55,200	59,800	57,500	65,500	65,000	65,250	10,050	62,000	3,250
¥/US\$ exchange rate (market average)	79	87	83	99	99	99	19	95	4

	FY 2012	H1 2013 (planned)
Dividends per share	¥14	¥7

# Sales forecast by segment<sup>1</sup>

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		FY 201	2		FY 2013	3	Increase	H1 2013	Increase	Increase (decrease)
	Q1	Q2	H1	Q1	Q2 forecast	H1 forecast	(decrease)	forecast in May	(decrease)	from Q1 to Q2 2013
			a			b	b-a	С	b-c	forecast
Chemicals	161.1	171.3	332.3	193.1	204.9	398.0	65.7	398.0	_	11.7
Fibers	26.3	27.6	53.9	28.8	30.2	59.0	5.1	58.0	1.0	1.3
Homes	86.3	126.7	213.0	98.4	140.6	239.0	26.0	239.0	_	42.3
Construction Materials	11.5	13.2	24.8	13.1	14.9	28.0	3.2	28.0	_	1.9
Electronics	34.0	33.0	66.9	36.5	37.5	74.0	7.1	70.0	4.0	1.1
Health Care	32.4	32.4	64.8	38.3	37.7	76.0	11.2	73.0	3.0	(0.6)
Critical Care <sup>2</sup>	9.1	13.8	22.9	17.8	20.2	38.0	15.1	37.0	1.0	2.5
Others	4.4	4.5	8.9	4.0	4.0	8.0	(0.9)	9.0	(1.0)	0.0
Consolidated	365.0	422.5	787.5	430.0	490.0	920.0	132.5	912.0	8.0	60.1

<sup>&</sup>lt;sup>1</sup> Beginning with Q1 2013, the sequence of segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care.

<sup>&</sup>lt;sup>2</sup> In the Critical Care segment, results for the year-ago period were included beginning on April 27, 2012, while results are subject to consolidation throughout the entire period beginning with Q1 2013.

# Operating income forecast by segment<sup>1</sup>

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		-1.601			<b>-1</b> /-0/-					Increase
		FY 201	2		FY 2013	3	Increase	H1 2013	Increase	(decrease)
	Q1	Q2	H1	Q1	Q2 forecast	H1	(decrease)	forecast in May	(decrease)	from Q1 to Q2 2013
			a			b	b-a	С	b-c	forecast
Chemicals	4.3	10.2	14.6	10.2	10.8	21.0	6.4	21.0	_	0.6
Fibers	0.6	1.1	1.7	2.2	1.3	3.5	1.8	3.0	0.5	(0.9)
Homes	3.6	15.2	18.8	6.6	19.9	26.5	7.7	26.5	_	13.2
Construction Materials	0.5	1.1	1.6	1.3	1.2	2.5	0.9	2.5	_	(0.2)
Electronics	(0.4)	0.4	0.0	3.8	3.2	7.0	7.0	4.0	3.0	(0.6)
Health Care	4.7	2.8	7.5	9.0	5.0	14.0	6.5	10.5	3.5	(3.9)
Critical Care <sup>2</sup>	(0.5)	(0.6)	(1.1)	(1.5)	(0.5)	(2.0)	(0.9)	(2.0)	_	1.0
Others	0.8	0.3	1.2	0.4	0.1	0.5	(0.7)	0.5	_	(0.3)
Corporate expenses and eliminations	(2.9)	(3.0)	(6.0)	(3.7)	(4.3)	(8.0)	(2.0)	(7.0)	(1.0)	(0.5)
Consolidated	10.8	27.5	38.3	28.3	36.7	65.0	26.7	59.0	6.0	8.4

<sup>&</sup>lt;sup>1</sup> Beginning with Q1 2013, the sequence of segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care.

<sup>&</sup>lt;sup>2</sup> In the Critical Care segment, results for the year-ago period were included beginning on April 27, 2012, while results are subject to consolidation throughout the entire period beginning with Q1 2013.



# **Appendix**

# Extraordinary income and loss



	Q1 2012	Q1 2013	Increase (decrease)
Extraordinary income			
Gain on sales of investment securities	_	0.0	0.0
Gain on sales of noncurrent assets	0.0	1.5	1.4
Total extraordinary income	0.0	1.5	1.5
Extraordinary loss			
Loss on valuation of investment securities	0.0	_	(0.0)
Loss on disposal of noncurrent assets	1.1	0.5	(0.7)
Impairment loss	0.0	_	(0.0)
Business structure improvement expenses	0.0	0.4	0.3
Total extraordinary loss	1.2	0.8	(0.4)
Net extraordinary income (loss)	(1.2)	0.7	1.8

# Quarterly sales by segment<sup>1</sup>

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(¥ billion)

		FY 2	2011			FY 2	2012		FY 2	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2 forecast
Chemicals <sup>2</sup>	177.9	182.2	165.6	154.5	161.1	171.3	169.0	183.2	193.1	204.9
Fibers	27.7	28.4	27.2	27.5	26.3	27.6	27.5	28.3	28.8	30.2
Homes	79.2	120.8	109.0	143.0	86.3	126.7	117.4	155.7	98.4	140.6
Construction Materials	10.1	12.2	12.8	11.1	11.5	13.2	14.4	12.3	13.1	14.9
Electronics	39.8	37.8	35.6	32.9	34.0	33.0	33.2	31.0	36.5	37.5
Health Care	29.4	30.6	30.7	28.8	32.4	32.4	36.1	32.6	38.3	37.7
Critical Care <sup>3</sup>	_	_	_	_	9.1	13.8	13.3	16.0	17.8	20.2
Others	4.0	4.5	4.4	5.7	4.4	4.5	4.2	5.0	4.0	4.0
Total <sup>2</sup>	368.0	416.5	385.3	403.5	365.0	422.5	415.1	464.0	430.0	490.0

Naphtha resale amount excluded from net sales

8.2 9.6 16.4 5.6

<sup>&</sup>lt;sup>1</sup> Beginning with Q1 2013, the sequence of segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care.

<sup>&</sup>lt;sup>2</sup> The accounting policy for naphtha resale in the Chemicals segment was changed in Q4 2011to exclude the naphtha resale amount from net sales, which is applied retroactively for the full FY 2011.

<sup>&</sup>lt;sup>3</sup> Critical Care is added as a new operating segment in FY 2012, in which results of ZOLL Medical Corp., etc. are reported.

# Quarterly operating income by segment<sup>1</sup> AsahiKASEI

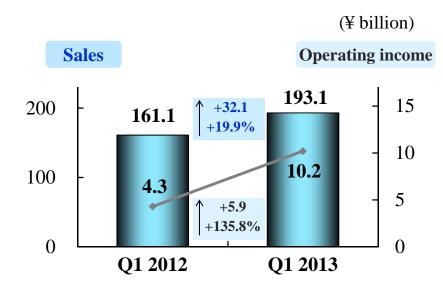
		FY 2	2011			FY 2	2012		FY 2	2013
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2 forecast
Chemicals	19.4	14.7	9.2	1.2	4.3	10.2	2.9	5.5	10.2	10.8
Fibers	1.4	0.7	0.5	0.5	0.6	1.1	1.3	1.0	2.2	1.3
Homes	3.6	14.2	10.9	17.5	3.6	15.2	13.0	22.5	6.6	19.9
Construction Materials	0.2	0.5	0.9	0.1	0.5	1.1	1.7	0.7	1.3	1.2
Electronics	4.8	2.2	(0.5)	(0.2)	(0.4)	0.4	1.4	1.4	3.8	3.2
Health Care	2.6	3.0	3.7	(0.6)	4.7	2.8	7.0	1.5	9.0	5.0
Critical Care <sup>2</sup>	-	_	_	_	(0.5)	(0.6)	(1.2)	(1.3)	(1.5)	(0.5)
Others	0.4	0.8	0.9	0.9	0.8	0.3	0.5	0.6	0.4	0.1
Corporate expenses and eliminations	(2.2)	(2.7)	(2.5)	(2.3)	(2.9)	(3.0)	(2.2)	(2.3)	(3.7)	(4.3)
Total	30.2	33.5	23.3	17.2	10.8	27.5	24.2	29.4	28.3	36.7

<sup>&</sup>lt;sup>1</sup> Beginning with Q1 2013, the sequence of segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care.

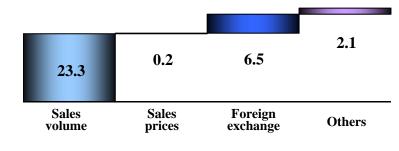
<sup>&</sup>lt;sup>2</sup> Critical Care is added as a new operating segment in FY 2012, in which results of ZOLL Medical Corp., etc. are reported.

#### Chemicals

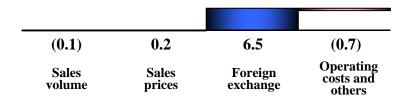
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Sales increases/decreases due to:



Operating income increases/decreases due to:



#### Review of operations

Sales and operating income increase.

#### Volume products:

Chemicals and derivative products: Impact of low market prices for acrylonitrile and high feedstock prices. Contribution from depreciation of the yen and improved market prices for styrene monomer.

Polymer products: Contribution from depreciation of the yen. Firm shipments of synthetic rubber for fuelefficient tires and engineering plastics for automotive applications.

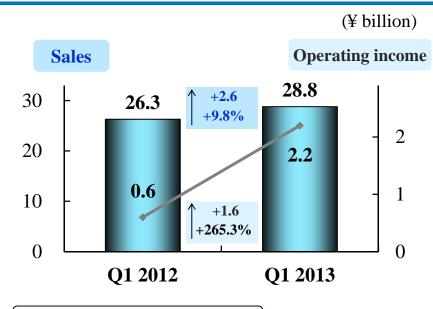
#### Specialty products:

Effect of depreciation of the yen, most notably for ion-exchange membranes. Firm shipments of coating materials and other products.

#### Highlights

- April, start of commercial operation of a new plant in Singapore for solution-polymerized styrene-butadiene rubber (S-SBR) for fuel-efficient tires.
- June, decision to obtain full ownership of a joint venture for production and sale of polyacetal in China by a share transfer from DuPont.

#### **AsahiKASEI**



#### Review of operations

Sales and operating income increase.

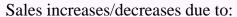
Impact of higher cost of petrochemical feedstocks.

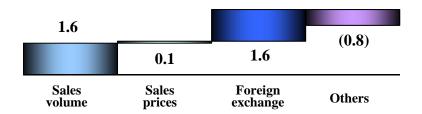
Contribution from depreciation of the yen.

Increased sales volume of nonwovens such as

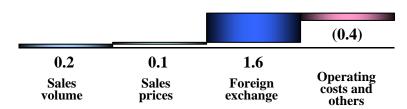
Lamous<sup>TM</sup> artificial suede for automotive interiors
and of Roica<sup>TM</sup> elastic polyurethane filament.

Firm shipments of Bemberg<sup>TM</sup> cupro regenerated cellulose.



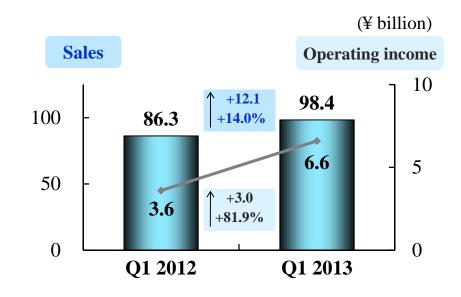


#### Operating income increases/decreases due to:



#### Homes

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Results by product category

	Q.	1 2012	Q.	1 2013	Increas	se (decrease)
	Sales	Operating income	Sales	Operating income	Sales	Operating income
Order-built homes, etc. (Asahi Kasei Homes)	61.4	1.9	71.7	5.1	10.3	3.2
Real estate (Asahi Kasei Fudousan Residence)	14.4		15.1		0.7	
Remodeling (Asahi Kasei Reform)	9.8	1.8	11.2	1.5	1.4	(0.3)
Other housing-related, etc.	0.7		0.3		(0.3)	
Total	86.3	3.6	98.4	6.6	12.1	3.0

#### Review of operations

Sales and operating income increase. Increased deliveries of both Hebel Haus<sup>TM</sup> unit homes and Hebel Maison<sup>TM</sup> apartment buildings in order-built homes operations. Good performance of rental management in real estate operations. Strong orders for major remodeling work and other renovation work in remodeling operations.

Value of new orders in order-built homes operations increasing 10.8% from the first quarter a year ago. Development of products matching needs in urban (¥ billion) areas. Generally low mortgage rates.

#### **Highlights**

• April, launch of Hebel Haus<sup>TM</sup> FREX RESIDENCE high-grade three-story houses for large plots.

### Homes – sales<sup>1</sup> and order trends

#### **AsahiKASEI**

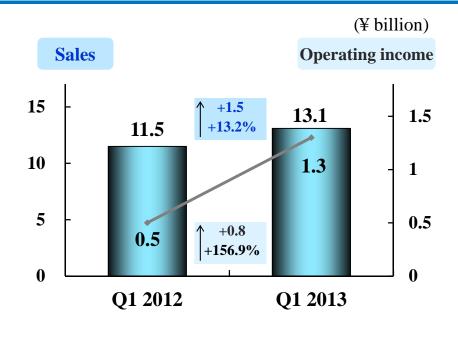
(¥ billion, % indicates year-on-year comparison)

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			new orders the term	Sales of order- built homes	Sale	es of pre	-built ho	omes	Other sales		olidated idiaries	Conse	olidated	Order backlog
FY09	H1	154.6	(-1.6%)	115.8 (-10.5%)		5.2	(-12.6	5%)	0.8	35.8	(+4.4%)	157.7	(-7.4%)	321.3
	H2	152.3	(+13.7%)	166.5 (-6.4%)		26.9	(+12.4	4%)	1.1	37.5	(+1.7%)	232.0	(-3.2%)	307.1
	annual	306.9	(+5.4%)	282.3 (-8.1%)		32.1	(+7.4	%)	1.9	73.4	(+3.0%)	389.7	(-4.9%)	
FY10	H1	181.7	(+17.6%)	125.5 (+8.3%)		9.4	(+79.8	8%)	1.1	37.5	(+4.8%)	173.5	(+10.0%)	363.4
	H2	172.8	(+13.4%)	176.6 (+6.1%)		18.4	(-31.7	7%)	1.5	39.2	(+4.5%)	235.7	(+1.6%)	359.5
	annual	354.5	(+15.5%)	302.1 (+7.0%)		27.8	(-13.6	5%)	2.5	76.8	(+4.6%)	409.2	(+5.0%)	
FY11	H1	189.4	(+4.2%)	145.9 (+16.3%)		11.9	(+26.	5%)	1.5	40.6	(+8.3%)	200.0	(+15.2%)	403.0
	H2	182.5	(+5.6%)	193.7 (+9.7%)		11.8	(-35.7	7%)	46.	5	(+14.2%)	252.0	(+6.9%)	391.8
	annual	371.9	(+4.9%)	339.6 (+12.4%)		23.7	(-14.7	7%)	88.	7	(+11.8%)	452.0	(+10.4%)	
	Value of new orders		new orders	Sales of order-	Sales of real estate		Sales	s of	Other			Order		
		during t	the term	built homes, etc.	Pre-built Rental housing Other Total		remod	remodeling sale		Consolidated		backlog		
FY12	Q1	100.9	(+6.6%)	61.4	2.4	11.4	0.5	14.4	9.8	3	0.7	86.3	(+9.0%)	433.1
	Q2	106.5	(+12.4%)	100.1	2.0	11.8	0.5	14.4	11.	8	0.5	126.7	(+4.9%)	441.5
	H1	207.5	(+9.5%)	161.4	4.4	23.3	1.1	28.8	21.	6	1.2	213.0	(+6.5%)	
	H2	204.9	(+12.3%)	205.9	16.2	24.5	1.1	41.9	24.	7	0.7	273.1	(+8.4%)	444.6
	annual	412.4	(+10.9%)	367.3	20.6	47.8	2.2	70.6	46.	3	1.9	486.2	(+7.6%)	
FY13	Q1	111.8	(+10.8%)	71.7 (+16.8%)	1.6	12.8	0.7	15.1	11	2	0.3	98.4	(+14.0%)	486.4
	Q2 forecast	122.2	(+14.7%)	109.6 (+9.5%)	2.6	13.2	1.0	16.8	14.	3	(0.1)	140.6	(+10.9%)	501.6
	H1 forecast	234.0	(+12.8%)	181.3 (+12.3%)	4.2	26.1	1.7	31.9	25.	5	0.3	239.0	(+12.2%)	

<sup>&</sup>lt;sup>1</sup> Product categories are revised from FY 2012. A portion of sales previously included in pre-built homes is now included in order-built homes, etc. Otherwise, sales in the previous pre-built homes category are now included in real estate.

#### **Construction Materials**

#### **AsahiKASEI**

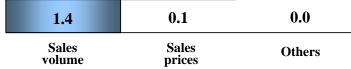


#### Review of operations

Sales and operating income increase.

Strong sales of Hebel<sup>TM</sup> autoclaved aerated concrete panels and Neoma<sup>TM</sup> high-performance phenolic foam insulation panels. Increased orders for Eazet<sup>TM</sup> piling systems for small-scale construction in new applications such as "mega solar" projects in foundation systems. Firm performance in structural materials.



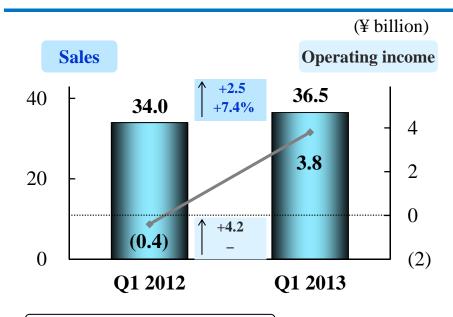


Operating income increases/decreases due to:



#### **Electronics**

#### **AsahiKASEI**



Sales increases/decreases due to:



Operating income increases/decreases due to:



#### Review of operations

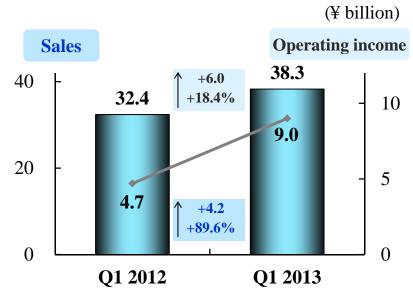
Sales and operating income increase.

Electronic devices: Impact of reduced sales prices in each product category. Contribution from depreciation of the yen. Firm sales of mixed-signal LSIs for smartphones.

Electronic materials: Contribution from depreciation of the yen. Growth of sales of high-end products in each product category, most notably Hipore<sup>TM</sup> Li-ion battery separator.

#### **Health Care**

#### **AsahiKASEI**



#### (¥ billion) Review of operations

Sales and operating income increase.

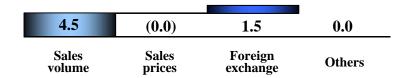
Pharmaceuticals:

Impact of increased selling, general and administrative expenses. Increased shipments of Teribone<sup>TM</sup> osteoporosis drug and Recomodulin<sup>TM</sup> recombinant thrombomodulin.

Devices:

Contribution from depreciation of the yen. Increased shipments of Planova<sup>TM</sup> virus removal filters.

Sales increases/decreases due to:



Operating income increases/decreases due to:

4.2	(0.0)	1.5	(1.4)
Sales volume	Sales prices	Foreign exchange	Operating costs and others

#### Sales of Health Care segment

(¥ billion)

		FY 20	012	FY 2013
		Q1	H1	Q1
	Domestic pharmaceuticals	17.1	34.2	20.9
	Others	1.3	2.3	1.2
	Asahi Kasei Pharma consolidated	18.4	36.5	22.1
	Devices <sup>1</sup>	14.0	28.3	16.3
To	otal	32.4	64.8	38.3

<sup>&</sup>lt;sup>1</sup> Asahi Kasei Medical and affiliated companies.

#### Main pharmaceuticals domestic sales

	FY 20	FY 2013	
	Q1	H1	Q1
Teribone <sup>TM</sup>	3.3	7.3	6.4
Flivas <sup>TM</sup>	3.6	7.0	3.6
Recomodulin <sup>TM</sup>	2.0	4.3	2.8
Elcitonin <sup>TM</sup>	2.7	5.3	2.2
Bredinin <sup>TM</sup>	1.6	3.1	1.7

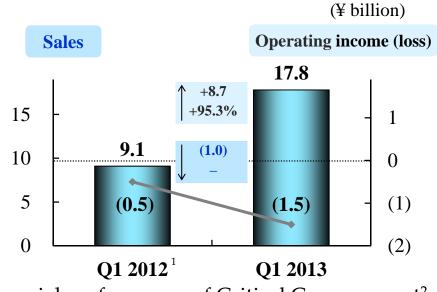
# Health Care – pharmaceutical pipeline

#### Asahi **KASEI**

Development stage	Code name, form, generic name	Remarks	Classifications	Indication	Origin
	AK-156, injection, zoledronic acid	New efficacy, new dose; once-yearly administration	Bisphosphonate	Osteoporosis	Licensed
Phase III	AK-160, injection	New biologic	Collagenase clostridium histolyticum	Dupuytren's contracture	Licensed
Phase II	AT-877, oral, fasudil hydrochloride hydrate	Additional indication, new dosage form	Rho-kinase inhibitor	Pulmonary arterial hypertension	In-house
111430 11	HC-58, injection, elcatonin	Additional indication	Calcitonin	Shoulder hand syndrome	In-house
Phase III (overseas)	ART-123, injection, recombinant thrombomodulin alpha	New biologic	Recombinant human thrombomodulin	Sepsis with disseminated intravascular coagulation	In-house
Phase II (overseas)	AK106	New chemical entity	Anti- inflammatory	Rheumatoid arthritis	In-house

#### **Critical Care**

#### **AsahiKASEI**



#### Review of operations

Sales increase, but consolidated operating loss increase. Smooth expansion of LifeVest<sup>TM</sup> wearable defibrillator operations. Good performance of other products such as defibrillators for use by medical professionals. Increase in selling, general and administrative expenses with reinforced marketing activity. Impact of difference in the period subject to consolidation.

#### Highlights

• July, approval for manufacturing and marketing of LifeVest<sup>TM</sup> wearable defibrillator in Japan.

Financial performance of Critical Care segment<sup>2</sup>

	<u> </u>	FY2012			FY 2013		
					H1		
		Q1	H1	H2	(Mary Man)	Q1	forecast
		(May-Jun.)	(May-Sep.)	(OctMar.)	(May-Mar.)	(Aprjun.)	(AprSep.)
]	Net sales		22.9	29.3	52.1	17.8	38.0
	Gross operating income before PPA <sup>3</sup> impact [a]	1.9	4.1	3.2	7.3	1.8	4.6
	Amortization/depreciation from PPA <sup>3</sup> revaluation [b]	(2.4)	(5.2)	(5.8)	(11.0)	(3.3)	(6.6)
	Goodwill	(0.9)	(2.3)	(3.0)	(5.3)	(1.7)	(3.5)
	Other intangible assets, etc. [c]	(1.5)	(2.9)	(2.7)	(5.7)	(1.6)	(3.1)
(	Consolidated operating income (loss) [a-b]	(0.5)	(1.1)	(2.6)	(3.7)	(1.5)	(2.0)

<sup>&</sup>lt;sup>1</sup> Results for May and June 2012.

<sup>&</sup>lt;sup>2</sup> Amount for amortization of intangible assets that had been incurred prior to Asahi Kasei's acquisition, which was formerly included in [b] and [c], is now excluded from those items and deducted from [a].

<sup>&</sup>lt;sup>3</sup> Purchase price allocation.

# Statements of comprehensive income



		FY 2012	FY 2013	Increase	
		Q1	Q1	(decrease)	
a: Income befor	3.2	19.8	16.6		
Net unrealiz	ed gain on other securities	(3.1)	6.8	9.9	
Deferred gai	ins or losses on hedges	1.4	0.2	(1.2)	
Foreign curr	ency translation adjustment	(11.7)	11.9	23.6	
	er comprehensive income of ounted for using equity method	(1.5)	0.4	1.9	
b: Other comp	rehensive income	(14.9)	19.3	34.2	
Comprehensive income [a+b]		(11.7)	39.1	50.8	
-	come attributable to owners of the parent come attributable to minority interests	(11.4) (0.2)	38.8 0.3	50.2 0.5	

#### – 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.