"Performance" Through Chemistry

## A Statement of Accounts For the Six Months Ended September 30, 2009 1st Half Fiscal Year 2009 (1H-FY2009)

## Sanyo Chemical Industries, Ltd. Masaaki Ienaga, President

http//:www.sanyo-chemical.co.jp/ Code:4471





#### <<u>Notice</u>>

Yen amounts described in this presentation material are rounded down. Ratios described in this presentation material are rounded off .

We have changed accounting standard since this fiscal year, therefore described year on year change are reference data.

<<u>Cautionary Statement with Respect to Forward-Looking Statement></u>

This presentation material contains projections based on the assumptions, forwardlooking statements and plans about the future of Sanyo Chemical Industries, Ltd. as of November 16, 2009. Actual performance results may vary significantly due to a variety of factors affecting the sphere of business that include but are not limited to: the world economy, competitive position, and fluctuations in the exchange rate, raw material costs, and others.

Please Contact
Public Relations Dept.
Sanyo Chemical Industries, Ltd.
TEL +81-75-541-4312
FAX +81-75-551-2557
E-mail pr-group@sanyo-chemical.com
FAX +81-75-551-2557



#### **Corporate Data**

Date of Establishment : November 1, 1949

Head Office : Higashiyama-ku, Kyoto

Domestic Sales & Marketing Offices : Tokyo, Osaka, Nagoya, Hiroshima, Fukuoka, Toyama

Domestic Factories : Nagoya, Kashima, Kyoto, Kawasaki

Consolidated Number of Employees : 1,793 at September 30, 2009

Line of Business : Manufacture & sales of approx. 3,000 types of performance chemicals



## **Changed Our Product Classification System**

Based on chemical compositions

- Surfactants
- Polyurethane Chemicals
- Lipophilic High-Molecular Agents
- Hydrophilic High-Molecular Agents
- Specialty Products
- Others

Based on product applications

- Toiletries & Health Care
- Machinery & Automotives
- Plastics & Textiles
- Information & Electrics/Electronics
- Environmental Protection, Construction and Others



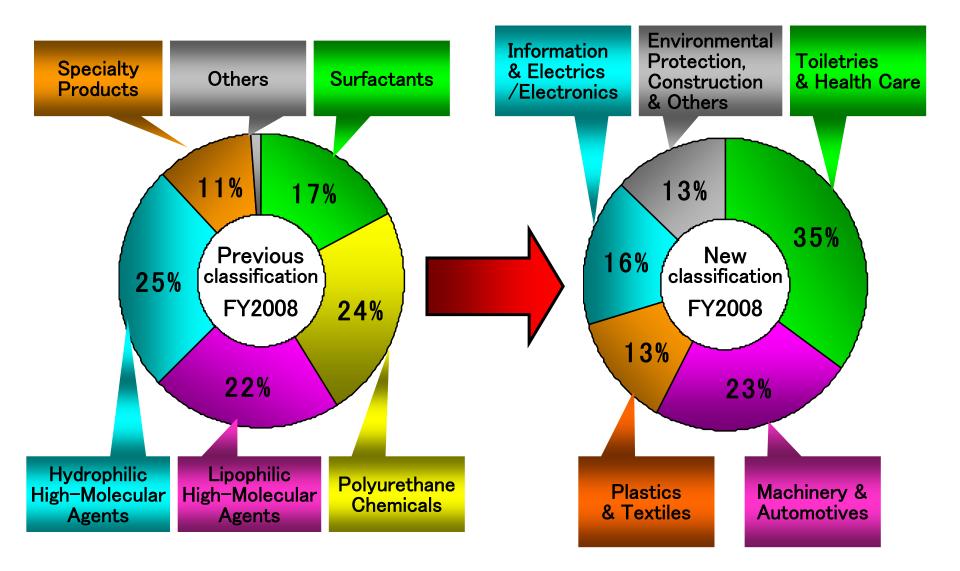
#### **Principal Products by New Product Group**

Class.	Principal products	
Toiletries & Health Care	Surfactants for Detergents, Surfactants for Hair Care Products, Superabsorbent Polymers, Potting Resins for Artificial Kidneys, Base Material for Pharmaceuticals,	
Machinery & Automotives	Polyurethane Beads for Interior Parts of Automobiles (TUB), Raw Material for Polyurethane Foam, Lubricating Oil Additives, Additives for Fuel Oils,	
Plastics & Textiles	Permanent Antistatic Agents, Pigment Dispersants, Resin Modifiers, Paint Resins, Agents for Fiberglass, Polyurethane Resins for Synthetic Leather, Agent for Textile Manufacturing	
Information & Electrics /Electronics	Polyester Beads (PEB) Used as a Core Component of Polymerization Toners, Toner Resins, UV/EB Curing Resins Electrolytes for Aluminum Electrolytic Capacitors, Electrolytes for Electric Double-Layer Capacitors, Processing Agents for Semiconductors	
Environmental Protection, Construction & Others	Polymer Flocculants, Polyurethane for Heat-Insulating Materials, Slurry Agents, Reactive Hot-Melt Adhesives Technical Income	

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#### **Proportion of Net Sales by Product Group**





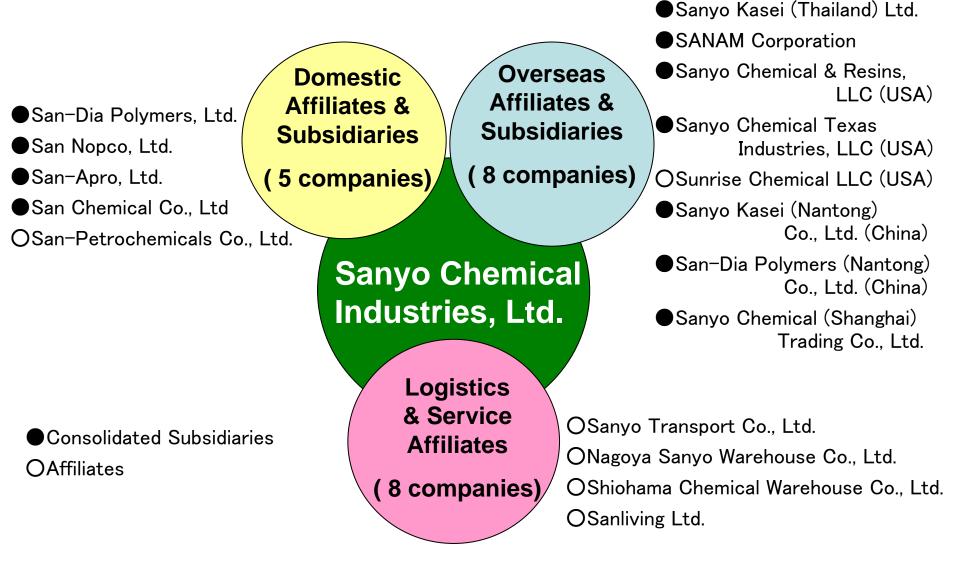
### **Principal Products (New Classification)**

Class.	Sub-category	Principal products				
Toiletries	Toiletries	Surfactants for Detergents, Surfactants for Hair Care Products, Antibacterial Agents				
& Health Care	Health Care	Superabsorbent Polymers, Base Material for Pharmaceuticals, EIA Diagnostic Reagents, Potting Resins for Artificial Kidneys				
Machinery & A	utomotives	Polyurethane Beads for Interior Parts of Automobiles (TUB), Raw Material for Polyurethane Foam, Lubricating Oil Additives, Additives for Fuel Oils, Water-Soluble Cutting Fluids, CFC-Free Cleaning Agents, Base material for Synthetic Lubricants				
Plastics & Textiles	Plastics	Permanent Antistatic Agents, Pigment Dispersants, Resin Modifiers, Base Material for Polyurethane Elastomer, Paint Resins, Chemical Boards for Design Models				
Textiles	Textiles	Agents for Textile Manufacturing, <mark>Agents for Fiberglass</mark> , Polyurethane Resins for Synthetic Leather				
Information	Information	Polyester Beads (PEB) Used as a Core Component of Polymerization Toners, Toner Resins				
& Electrics /Electronics	Electrics /Electronics	UV/EB Curing Resins, Electrolytes for Aluminum Electrolytic Capacitors, Electrolytes for Electric Double-Layer Capacitors, Processing Agents for Semiconductors				
Environmental Protection, Construction & Others		Polymer Flocculants, Polyurethane for Heat-Insulating Materials, Water-Swellable Sealants, Slurry Agents, Reactive Hot-Melt Adhesives				

Surfactants, Polyurethane Chemicals, Lipophilic High-Molecular Agents, Hydrophilic High-Molecular Agents, Specialty Products, Others



### **Sanyo Chemical Group**





#### **Domestic Consolidated Subsidiaries (4 companies)**

Company name	Abbr.	Equity ownership		Line of business		
San-Dia Polymers, Ltd.	SDP	Sanyo Chemical Mitsubishi Chemical		Manufacture & sales of superabsorbent polymers		
San Nopco, Ltd.	SNL	Sanyo Chemical	100%	Manufacture & sales of specialty chemicals		
San Chemical Co., Ltd.	scc	Sanyo Chemical Nippon Oil Corp.		Manufacture of polyether polyols & polyethylene glycols		
San-Apro, Ltd.	SA	Sanyo Chemical Air-Products	50% 50%	Manufacture & sales of curing accelerators for epoxy resins, and catalysts for polyurethane foam		



#### **Overseas Consolidated Subsidiaries (7 companies)**

Company name		Abbr.	Equity ownership		Line of business
Sanyo Kasei (Thailand) Ltd. [Thailand]		SKT			Manufacture & sales of surfactants, polyurethane resins
SANAM Corporation [USA]		SANAM	Sanyo Chemical	100%	Supervising of subsidiaries and an affiliate in USA
Sanyo Chemical & Resins, LLC [USA]		SCR	SANAM Corp.	100%	Manufacture of toner resins, polyurethane resins
Sanyo Chemical Texas Industries, LLC [USA]		SCTI	SANAM Corp.	100%	Manufacture of polyurethane beads
Sanyo Kasei (Nantong) Co., Ltd. [China]		SKN	Sanyo Chemical	100%	Manufacture & sales of surfactants, polyurethane resins
San-Dia Polymers (Nantong) Co., Ltd. [China]		SDN	San-Dia Polymers, Ltd.	100%	Manufacture & sales of superabsorbent polymers
Sanyo Chemical (Shanghai) Trading Co., Ltd. [China]		SCST	Sanyo Chemical	100%	Trading of chemicals, Sales & Marketing in China



#### **Affiliates (6 companies)**

Company name	Abbr.	Equity ownership		Line of business
San-Petrochemicals Co., Ltd.	SPCC	Sanyo Chemical Nippon Oil Corp.		Manufacture & sales of raw materials for synthetic rubbers
Sunrise Chemical LLC [USA]	SRC	SANAM Corp. Nisseki Chemical Texas		Manufacture & sales of raw materials for synthetic rubbers
Sanyo Transport Co., Ltd.	—	Sanyo Chemical	100%	General trucking
Nagoya Sanyo Warehouse Co., Ltd.	—	Sanyo Chemical	100%	Warehousing
Shiohama Chemical Warehouse Co., Ltd.	—	Sanyo Chemical Nippon Oil Corp.		Warehousing
Sanliving Ltd.	SL	Sanyo Chemical	100%	Real estate, insurance, and travel agency

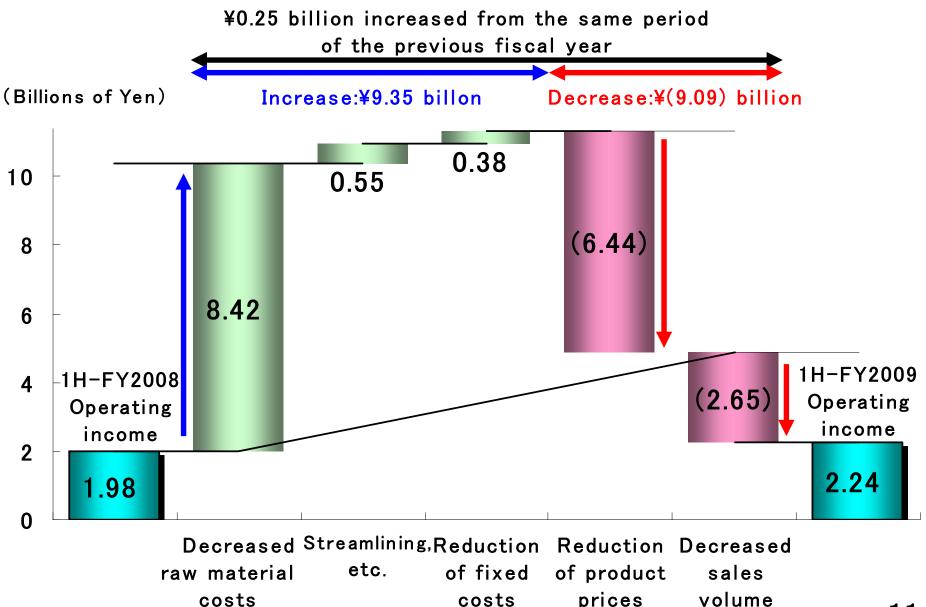


#### **Consolidated Results of Operations for 1H-FY2009**

Yen amounts are rounded down. Ratios are rounded off.

	FY2009	FY2008		Year on y	ear change	
	Apr-Sep	Apr-Sep	Amount	Ratio(%)	Analysis	
Net sales	55.37	71.04	(15.67)	(22)	Decreased demand	
Operating income	2.24	1.98	0.25	13	Variance between product prices & raw material costs, countermeasures against global recessions	
Ordinary income	2.16	2.31	(0.15)	(7)	Decreased equity in earnings of unconsolidated affiliates	
Net income	0.87	1.20	(0.33)	(28)	Increased minority interests	

#### **Analysis of Changed Consolidated Operating Income**





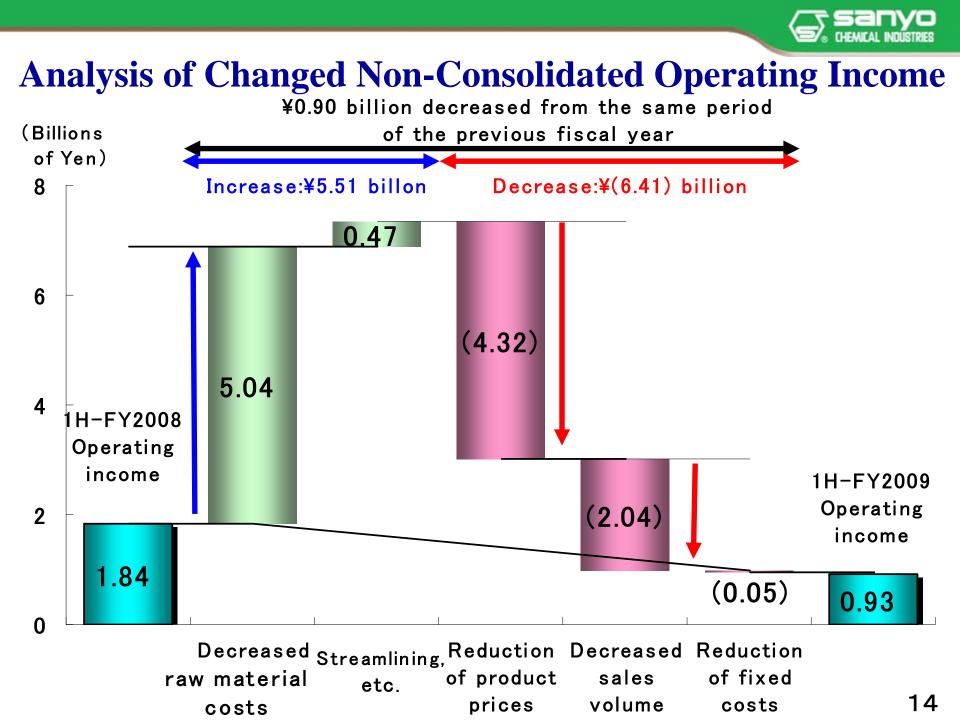
#### **Analysis of Changed Consolidated Income**

	(B	<u>illions of Yen)</u>
Apr	-Sep.	Year on year
FY2009	FY2008	change
2.24	1.98	0.25
(0.24)	0.08	(0.33)
0.01	0.07	(0.06)
0.14	0.16	(0.02)
2.16	2.31	(0.15)
—	_	-
(0.09)	(0.07)	(0.02)
0.01	(0.13)	0.15
(0.04)	0.00	(0.04)
2.02	2.10	(0.07)
(0.73)	(0.86)	0.12
(0.41)	(0.02)	(0.38)
0.87	1.20	(0.33)
	Apr FY2009 2.24 (0.24) 0.01 0.14 2.16  (0.09) 0.01 (0.04) 2.02 (0.73) (0.41)	AprSep.FY2009FY20082.241.98(0.24)0.080.010.070.140.162.162.31(0.09)(0.07)(0.01)(0.07)(0.04)0.00(0.73)(0.86)(0.41)(0.02)



#### **Non-Consolidated Results of Operations for 1H-FY2009**

	FY2009	FY2008		Year on y	vear change
	Apr-Sep	Apr-Sep	Amount	Ratio(%)	Analysis
Net sales	38.53	53.03	(14.50)	(27)	Decreased demand
Operating income	0.93	1.84	(0.90)	(49)	Decreased demand
Ordinary income	1.66	2.85	(1.19)	(42)	Exchange loss, Decreased dividend income
Net income	1.19	1.89	(0.69)	(37)	Decreased income taxes





#### **Analysis of Changed Non-Consolidated Income**

	Apr	Sep.	Year on year
	FY2009	FY2008	change
Operating income	0.93	1.84	(0.90)
Dividend income	0.58	0.68	(0.10)
Exchange gain and loss	(0.15)	0.09	(0.24)
Other non-operating expenses	0.29	0.23	0.05
Ordinary income	1.66	2.85	(1.19)
Loss on disposal of fixed assets	(0.08)	(0.06)	(0.01)
Gain (loss) on investments in securities	0.01	(0.13)	0.15
Other extraordinary income (expenses)	(0.04)	0.00	(0.04)
Income before income taxes & minority interests	1.54	2.65	(1.11)
Income taxes, etc.	(0.34)	(0.75)	0.41
Net income	1.19	1.89	(0.69)



#### **Consolidated Balance Sheet**

	Sep.30 2009	Mar.31 2009	Changed amount	Notes: Change amount
Current assets	61.0	52.8	8.2	Increase of cash & equivalents: 8.0
Fixed assets	72.9	71.0	1.9	Gains on valuation of investment securities: 3.7
Assets	134.0	123.9	10.1	
Current	33.2	26.0	7.2	Increase of purchasing: 5.4, Increase of short-term loans: 2.3
Long-term liabilities	18.5	19.3	(0.7)	Decrease of long-term debt (0.5), Decrease of accrued retirements benefits for employees: (0.2)
Liabilities	51.8	45.3	6.4	
Shareholder's	77.5	77.2	0.2	Increase of retained earnings: 0.2
Valuation & translation adjustments	2.2	(0.7)	3.0	Increase of unrealized gain from stock price: 2.6
Minority interests	2.4	2.0	0.3	Improvement in result of SDP group: 0.3
Net assets	82.2	78.5	3.6	
Liabilities & net assets	134.0	123.9	10.1	



#### **Consolidated Cash Flows**

				(Billions of Yen)
	FY2009 AprSep.	FY2008 AprSep.	Changed amount	Notes: Change amount
Operating activities	12.1	3.9	8.1	
Income before income taxes and minority interests	2. 0	2. 1	(0. 0)	
Depreciation and amortization	3. 8	3. 9	(0. 0)	
Decrease in notes and accounts receivable	(0. 6)	(1.4)	0.7	
Decrease in inventories	0. 4	(2. 8)	3. 2	Operating capital: 6.1
Increase in notes and accounts payable	5. 2	3.1	2.0	J
Others	1.1	(0. 9)	2.0	Income taxes: 0.7
Investing activities	(4.8)	(4.6)	(0.1)	Property, plant & equipment (0.4), Investments in securities: 0.1, Loans: 0.1
Free cash flows	7.3	(0.7)	8.0	
Financing activities	0.8	(0.9)	1.7	Short-term loans: 1.7, Long-term debt: (0.2), Cut in dividends: 0.2
Net increase in cash & cash equivalents	8.0	(1.6)	9.7	
Cash & cash equivalents at end of period	15.1	9.9	5.1	



#### **Subsidiaries Results of Operations for 1H-FY2009**

Internal sales among Sanyo Chemical Group are not eliminated.

#### **11 Consolidated Subsidiaries**

(Billions of Yen)

	FY2009	FY2008	Year on year change			
	Apr-Sep	Apr-Sep	Amount	Ratio(%)	Analysis	
Net sales	26.92	33.61	(6.68)	(20)	Decreased product prices	
Operating income	1.29	0.08	1.20		Decreased raw material costs	
Ordinary income	1.14	0.00	1.14		Decreased equity in earnings of unconsolidated affiliates	

#### SDP Group

	FY2009	FY2008	Year on year change			
	Apr-Sep	Apr-Sep	Amount	Ratio(%)	Analysis	
Net sales	13.49	13.97	(0.47)	(3)	Decreased product prices	
Operating income	1.02	(0.23)	1.26	—	Increased demand, Decreased raw material costs	
Ordinary income	1.10	(0.27)	1.37		Exchange gain	

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#### **Progress of Forecast for FY 2009**

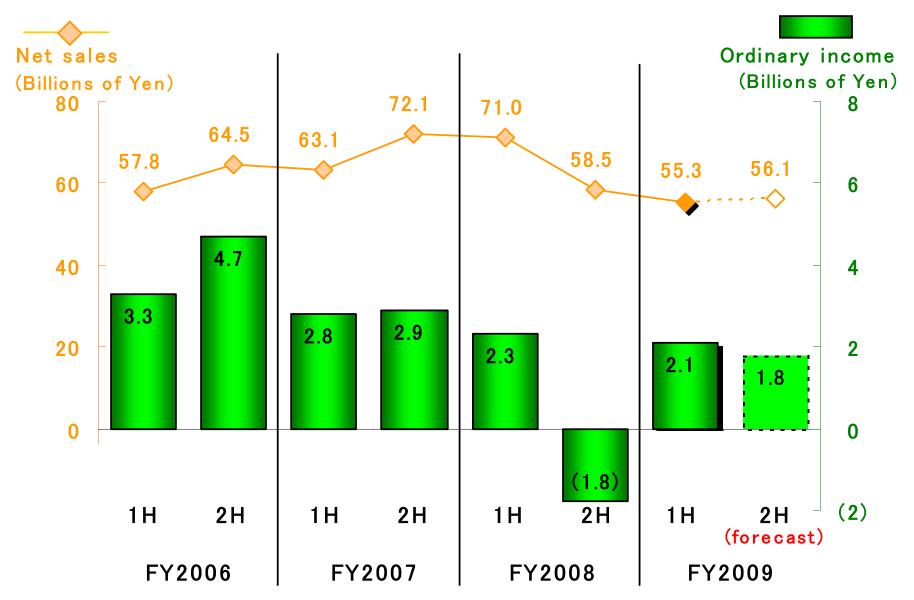
				<u>(Billions of Yen)</u>
	FY2009	Apr-Sep FY2009		FY2008
Consolidated	Annual	1st Half	Progress	Annual
	forecast*	result	(%)	result
Net sales	111.50	55.37	50	129.55
Operating income	4.20	2.24	54	0.64
Ordinary income	4.00	2.16	54	0.49
Net income	1.70	0.87	51	(2.40)
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Non-	FY2009	Apr-Sep FY2009		FY2008
Consolidated	Annual	1st Half	Progress	Annual
Consolidated	forecast*	result	(%)	result
Net sales	77.50	38.53	50	93.02
Operating income	1.70	0.93	55	0.06
Ordinary income	3.00	1.66	55	1.60
Net income	2.00	1.19	60	0.19

\* : We disclosed the amount on October 26, 2009.

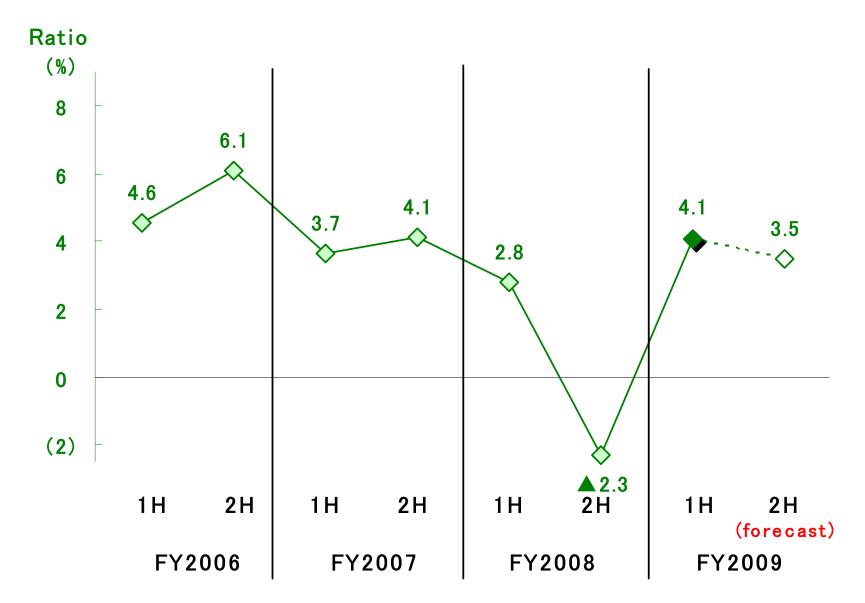


#### **Consolidated Business Result Trend**





#### **Trend of Consolidated Operating Income Ratio**

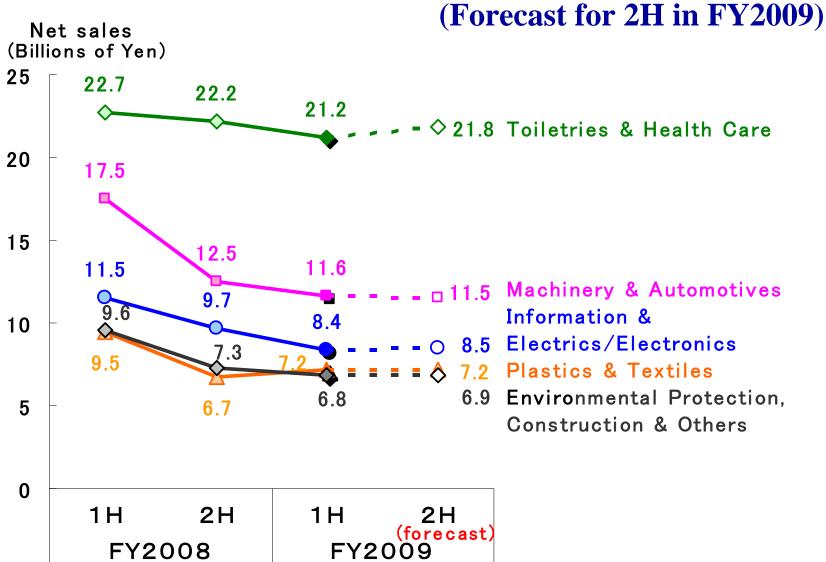


#### **Consolidated Net Sales by Product Group**

Product group	FY2009 Apr-Sep	FY2008 Apr-Sep	Year on year Ratio(%)
Toiletries & Health Care	21.27	22.79	(7)
Toiletries	6.39	7.68	(17)
Health Care	14.87	15.10	(1)
Machinery & Automotives	11.63	17.54	(34)
Plastics & Textiles	7.22	9.51	(24)
Plastics	4.49	5.74	(22)
Textiles	2.72	3.76	(28)
Information & Electrics /Electronics	8.41	11.52	(27)
Information	5.83	7.39	(21)
Electrics/Electronics	2.58	4.12	(37)
Environmental Protection, Construction & Others	6.82	9.67	(29)
Total	55.37	71.04	(22)



## Consolidated Net Sales Trend by Product Group



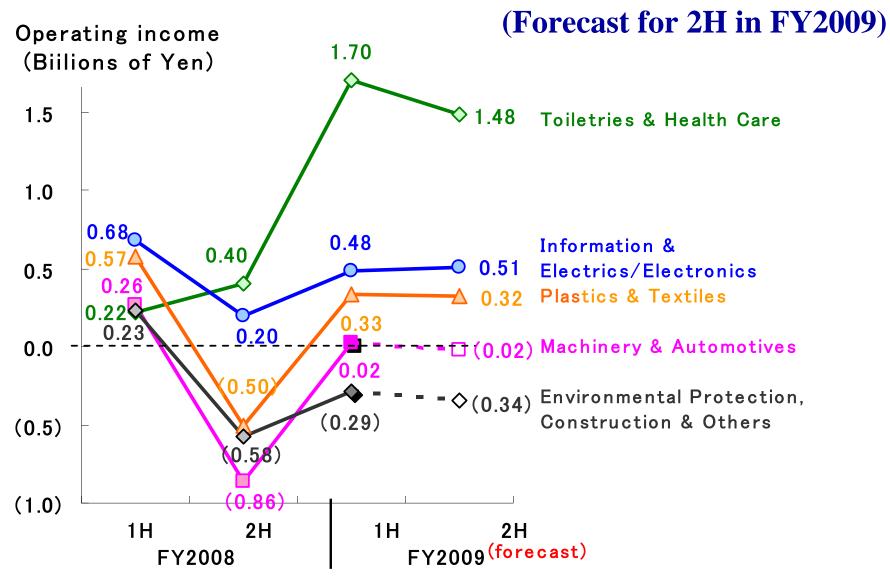


#### **Consolidated Operating Income by Product Group**

Product group	FY2009	FY2008	Year on year change			
	Apr-Sep	Apr-Sep	Amount	Ratio(%)		
Toiletries & Health Care	1.70	0.22	1.47	652		
Machinery & Automotives	0.02	0.26	(0.24)	(91)		
Plastics & Textiles	0.33	0.57	(0.24)	(43)		
Information & Electrics /Electronics	0.48	0.68	(0.20)	(29)		
Environmental Protection, Construction & Others	(0.29)	0.23	(0.52)	_		
Total	2.24	1.98	0.25	13		

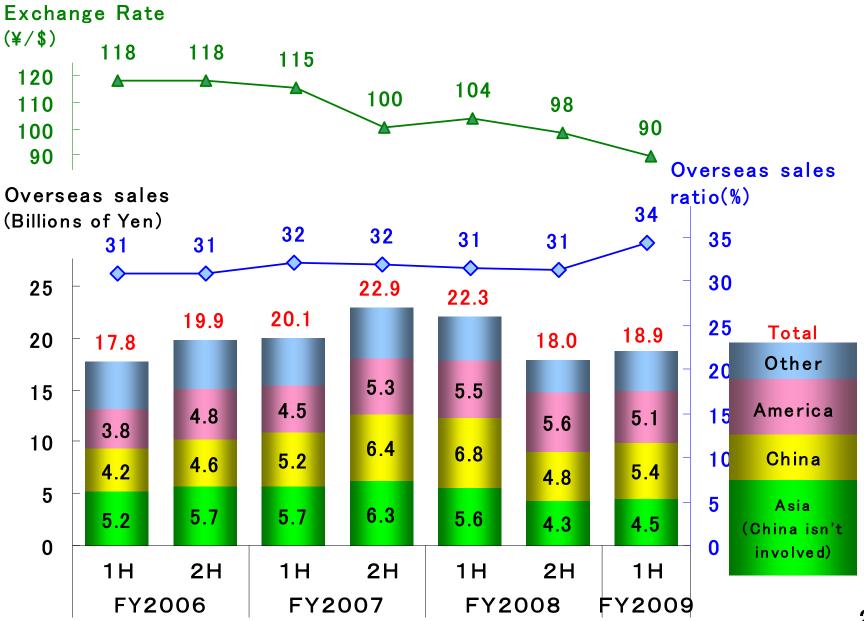


### **Consolidated Operating Income Trend by Product Group**



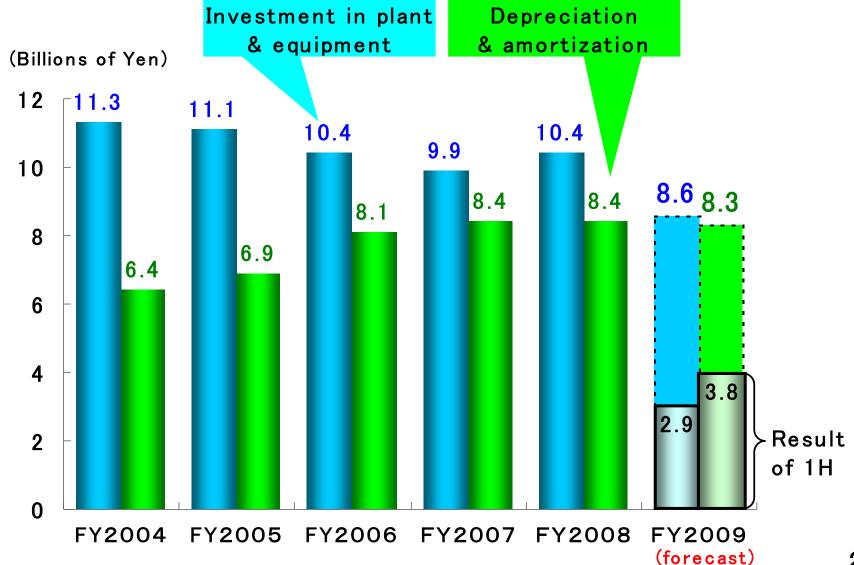


#### **Consolidated Overseas Sales Trend**





#### **Consolidated Investment in Plant & Equipment, And Depreciation & Amortization**





#### **Reforming Our Corporate Structure**

# Actions taken in each capability

to fundamentally improve company quality

<Research & Development>

Careful selection of product and technology development items and concentration of personnel

→We selected 17 items as "priority development items".

Target sales of these items in FY2014 is ¥65 billion.

<Sales & Marketing>

Reinforcement of sales and marketing capabilities

→Strengthening the cooperation with trading companies Developing human resources in Sales & Marketing Division

<Production>

**Production innovation** 

→Aiming to double our productivity in volume per operator and reduce our production costs by 20% by the end of FY2013

<General Affairs>

→Promotion of streamlining and efficiency by reviewing organizational and management structures such as company rules and regulations



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