"Performance" Through Chemistry

## A Statement of Accounts For the Three Months Ended June 30, 2011 1st Quarter in Fiscal Year 2011 (1Q-FY2011)

## SANYO CHEMICAL INDUSTRIES, LTD.

#### 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.

<<u>Cautionary Statement with Respect to Forward-Looking Statement></u> This presentation material contains projections based on the assumptions, forward-looking statements and plans about the future of Sanyo Chemical Industries, Ltd. as of July 29, 2011. 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.

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#### **Corporate Data**

#### Date of Establishment: November 1, 1949 Head Office: Higashiyama-ku, Kyoto Capital: ¥13,051 million

#### Major Shareholders as of March 31, 2011:

Toyota Tsusho Corporation (19.4%) Toray Industries, Inc. (17.3%) Nippon Shokubai Co., Ltd. (5.0%) JX Holdings, Inc. (4.8%)

#### **Domestic Sales & Marketing Offices:**

Tokyo, Osaka, Nagoya, Hiroshima, Fukuoka, Toyama

#### **Domestic Factories:**

Nagoya, Kinuura, Kashima, Kyoto, Kawasaki (San Chemical)

#### **Consolidated Number of Employees:**

1,786 as of June 30, 2011

#### Line of Business:

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



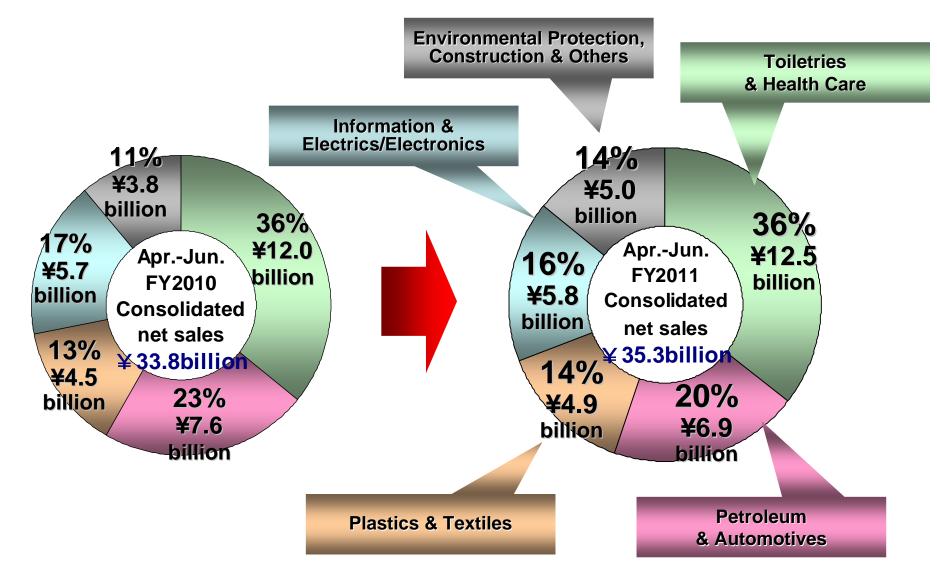
#### **Principal Products by Product Group**

Class.	Sub-category	Principal products
Toiletries	Toiletries	Surfactants for Detergents, Surfactants for Hair Care Products, Agents for Papermaking
& Health Care	Health Care	Superabsorbent Polymers (SAPs), Base Materials for Pharmaceuticals, Germicides/Disinfectants, EIA Diagnostic Reagents, Potting Resins for Artificial Kidneys
Petroleum & Automotives		Thermoplastic Polyurethane Beads (TUBs) for the Interior Parts of Automobiles, Raw Materials for Polyurethane Foams (PPG), Lubricating Oil Additives, Additives for Fuel Oils, Water-Soluble Cutting Fluids, CFC-Free Cleaning Agents, Base Materials for Synthetic Lubricants, Paste resin for design model, Paint Resins
Plastics & Textiles	Plastics	Permanent Antistatic Agents, Pigment Dispersants, Resin Modifiers, Base Materials for Polyurethane Elastomers, Paint Resins, Chemical Boards for Models
Textiles		Agents for Textile Manufacturing, Agents for Fiberglass, Polyurethane Resins for Synthetic Leather
Information	Information	Polyester Beads (PEBs) 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
Environmenta Construction &		Polymer Flocculants, Polyurethane for Heat-Insulating Materials (PPG), Slurry Agents, Reactive Hot-Melt Adhesives



# Business Performance

#### **Proportion of Net Sales by Product Group (1Q in FY2011)**



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#### **Results of Operations for 1Q in FY2011**

(Billions of Yen)

Concolidated	April-June		Year on ye	ar change
Consolidated	FY2011	FY2010	Amount	Ratio (%)
Net sales	35.37	33.81	1.56	5
Operating income	2.33	2.68	<b>▲</b> 0.35	<b>▲</b> 13
Ordinary income	2.89	3.00	<b>▲</b> 0.11	▲4
Net income	1.50	1.75	▲0.25	<b>▲14</b>
Comprehensive income	1.84	1.26	0.57	46

Non-	April-	June	Year on year change		
Consolidated	FY2011	FY2010	Amount	Ratio (%)	
Net sales	24.81	23.33	1.47	6	
Operating income	0.94	1.53	<b>▲</b> 0.59	▲39	
Ordinary income	1.65	2.06	▲0.40	▲20	
Net income	1.03	1.41	<b>▲0.38</b>	▲27	

#### Subsidiary Results of Operations for 1Q in FY2011 Internal sales among Sanyo Chemical Group are not eliminated.

#### **11 Consolidated Subsidiaries**

(Billions of Yen)

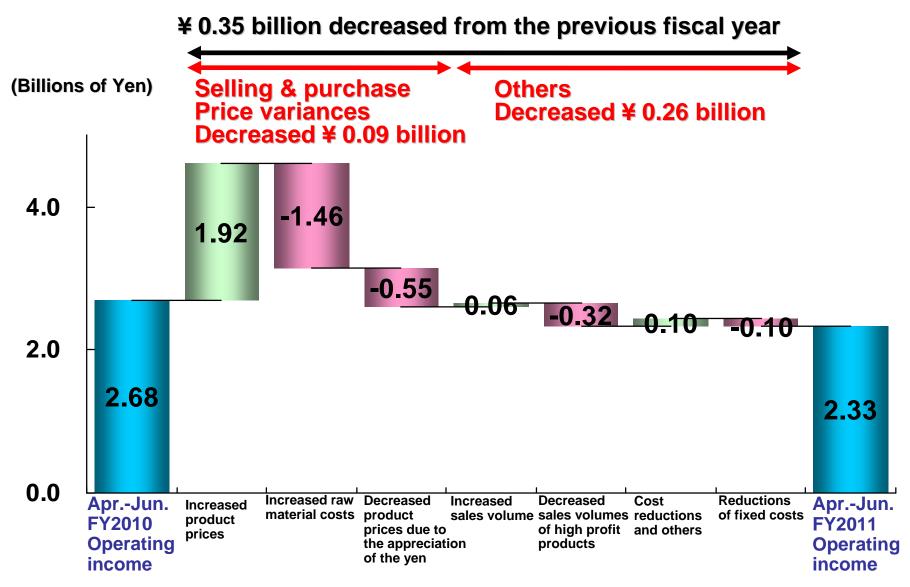
	April-	June	Year on ye	ear change
	FY2011 FY2010		Amount	Ratio (%)
Net sales	18.32	17.10	1.21	7
Operating income	1.28	1.09	0.18	17
Ordinary income	1.51	1.17	0.33	29

#### **SDP Group (SDP & SDN)**

	April-	June	Year on year	ar change
	FY2011	FY2011 FY2010		Ratio (%)
Net sales	8.00	7.95	0.04	1
Operating income	0.76	0.69	0.06	10
Ordinary income	0.83	0.69	0.13	19

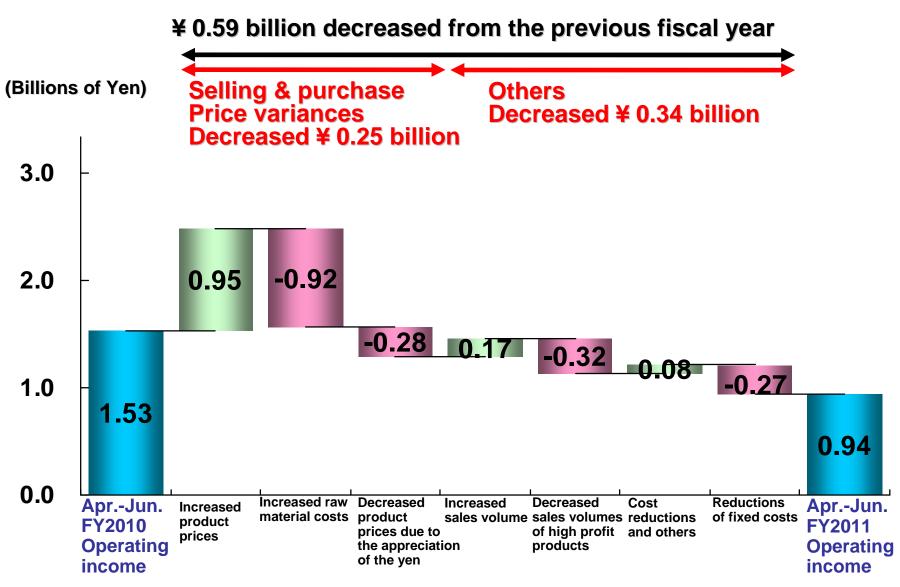


#### **Analysis of Changed Consolidated Operating Income**



Average exchange rate (Yen/US\$) 1Q-FY2010: ¥92.02 →1Q- FY2011: ¥81.72

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





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

	April-	June	Year on year
	FY2011	FY2010	change
Operating income	2.33	2.68	(0.35)
Equity in earnings of unconsolidated affiliates	0.24	0.11	0.12
Exchange gain and loss	0.04	(0.02)	0.06
Other non-operating expenses	0.26	0.22	0.04
Ordinary income	2.89	3.00	(0.11)
Gain and Loss on disposal/sales of property, plant and equipment	(0.08)	0	(0.07)
Other extraordinary income (expenses)	0.02	0	0.02
Income before income taxes & minority interests	2.83	2.99	(0.15)
Income taxes, etc.	(1.02)	(0.98)	(0.03)
Minority interests	(0.30)	(0.24)	(0.06)
Net income	1.50	1.75	(0.25)



#### **Consolidated Balance Sheet**

	Jun. 30 2011	Mar. 31 2011	Changed Amount	Notes: Changed amount
Current assets	69.0	65.3	3.6	Increase of notes & accounts receivable: 1.3, Increase of inventories: 2.7
Fixed assets	75.4	75.4	0.0	
Assets	144.4	140.8	3.6	
Current liabilities	43.5	40.2	3.2	Notes and accounts payable: 3.3
Long-term liabilities	11.8	12.1	(0.2)	
Liabilities	55.3	52.4	2.9	
Shareholder's equity	82.8	82.1	0.6	Net income: 1.5, Cash dividends paid: (0.8)
Other comprehensive	3.0	3.1	0.0	Unrealized gains on other securities: (0.2), Foreign currency translation adjustment: 0.2
Minority interests	3.1	3.1	0.0	
Net assets	89.0	88.3	0.6	
Liabilities & net assets	144.4	140.8	3.6	



#### **Consolidated Cash Flows**

	April-June		Changed	Notes: Changed amount
	FY2011	FY2010	amount	Notes. Changed amount
Operating activities	1.8	0.7	1.0	
Income before income taxes and minority interests	2.8	2.9	(0.1)	
Depreciation and amortization	2.0	1.7	0.3	
(Increase) decrease in operating capital	(0.6)	(1.3)	0.6	
Income taxes paid	(1.6)	(1.8)	0.1	
Others	(0.7)	(0.7)	0.0	
Investing activities	(2.3)	(1.9)	(0.4)	
Free cash flows	(0.5)	(1.1)	0.6	
Financing activities	(0.4)	(1.1)	0.6	Loans & repayment: 0.8
Net increase (decrease) in cash & cash equivalents	(0.9)	(2.2)	1.3	
Cash & cash equivalents at beginning of period	12.0	15.5	(3.5)	
Cash & cash equivalents at end of period	11.1	13.2	(2.1)	



#### **Forecast for FY2011**

(Billions of Yen)

	AprSep.	AprJun.		FY2011	EV	2010
Consolidated	FY2011	FY2011		112011	112	.010
	Forecast	Result	Progress to forecast (%)	Forecast	Result	Change(%)
Net sales	65.0	35.3	54	140.0	136.0	3
Operating income	3.7	2.3	63	8.6	9.6	(11)
Ordinary income	4.2	2.8	69	9.6	10.5	(9)
Net income	2.7	1.5	56	5.9	5.2	13
	AprSep.	Apr	Apr lup			
		AprJun.		FY2011 FY2010		
Non-				FY2011	FY2	2010
Non- Consolidated	FY2011	FY2	011	FY2011	FY2	2010
Non- Consolidated		FY2				 -
	FY2011	FY2	2011 Progress to			 -
Consolidated	FY2011 Forecast <b>44.0</b>	FY2 Result	011 Progress to forecast (%)	Forecast	Result	Change(%)
Consolidated Net sales	FY2011 Forecast <b>44.0</b>	FY2 Result 24.8	011 Progress to forecast (%) 56	Forecast 92.0	Result 93.6	Change(%) (2)

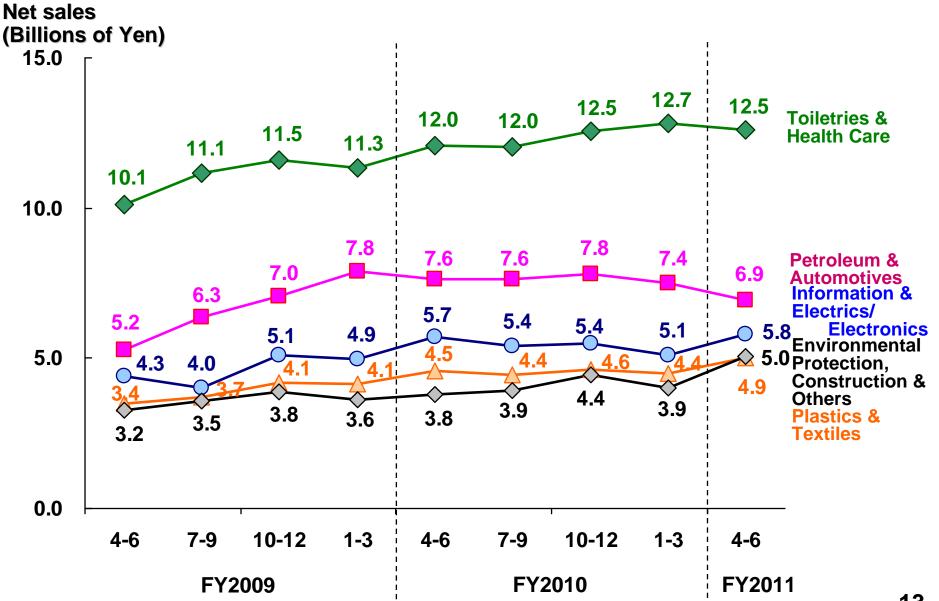
<Precondition for the forecast> Domestic naphtha price: 53 thousand of Yen/kl, Exchange rate: 80 Yen/US\$

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

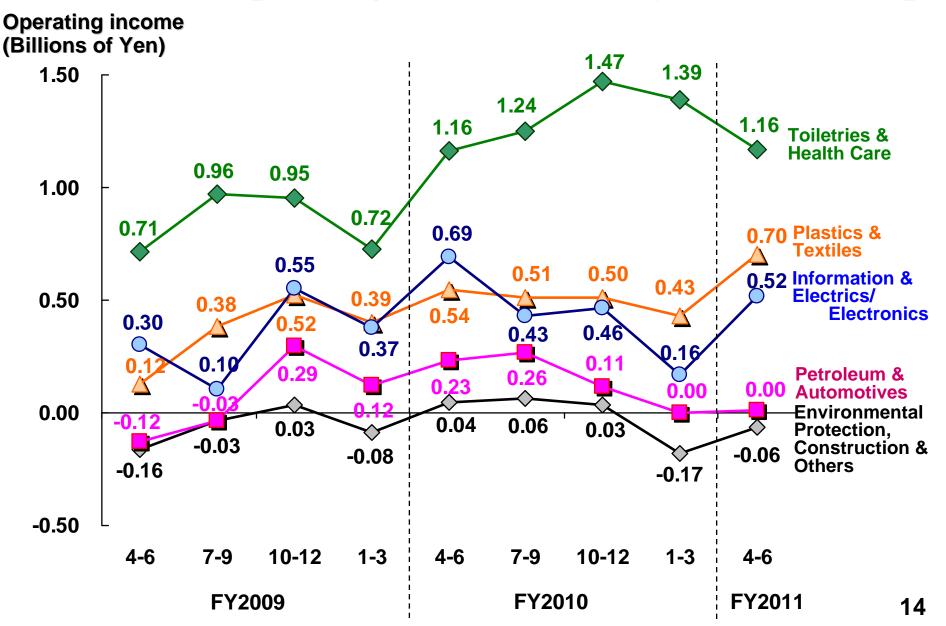
Product group	April-	June	Year on ye	ar change
	FY2011	FY2010	Amount	Ratio (%)
<b>Toiletries &amp; Health Care</b>	12.58	12.09	0.48	4
Toiletries	3.83	3.33	0.50	15
Health Care	8.75	8.76	(0.01)	(0)
Petroleum & Automotives	6.92	7.63	(0.70)	(9)
Plastics & Textiles	4.99	4.55	0.43	10
Plastics	2.92	2.69	0.23	9
Textiles	2.06	1.86	0.20	11
Information & Electrics/Electronics	5.81	5.72	0.08	2
Information	3.80	3.92	(0.11)	(3)
Electrics/Electronics	2.00	1.80	0.20	11
Environmental Protection, Construction & Others	5.05	3.80	1.25	33
Total	35.37	33.81	1.56	5



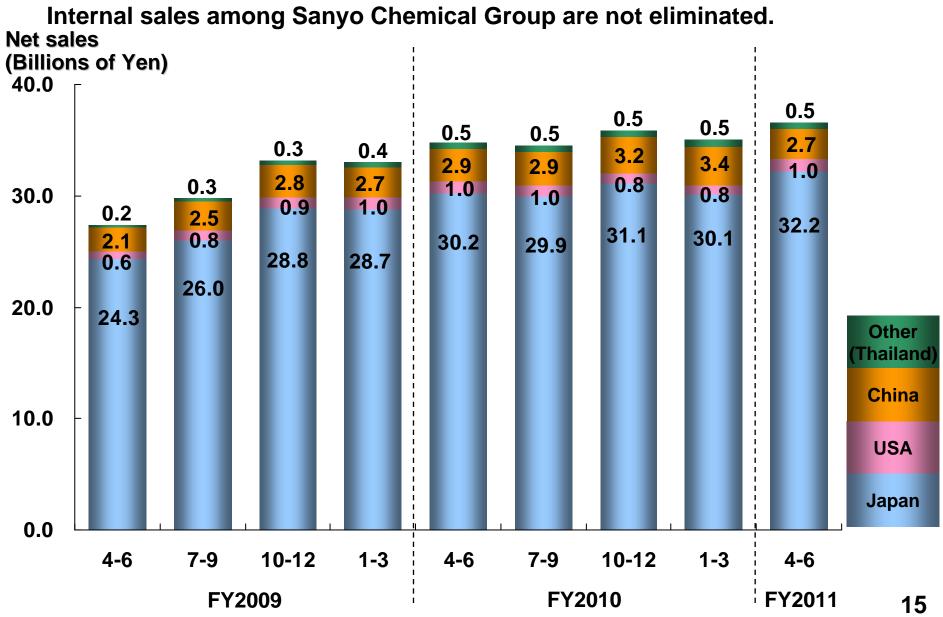
#### **Consolidated Net Sales Trend by Product Group**



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

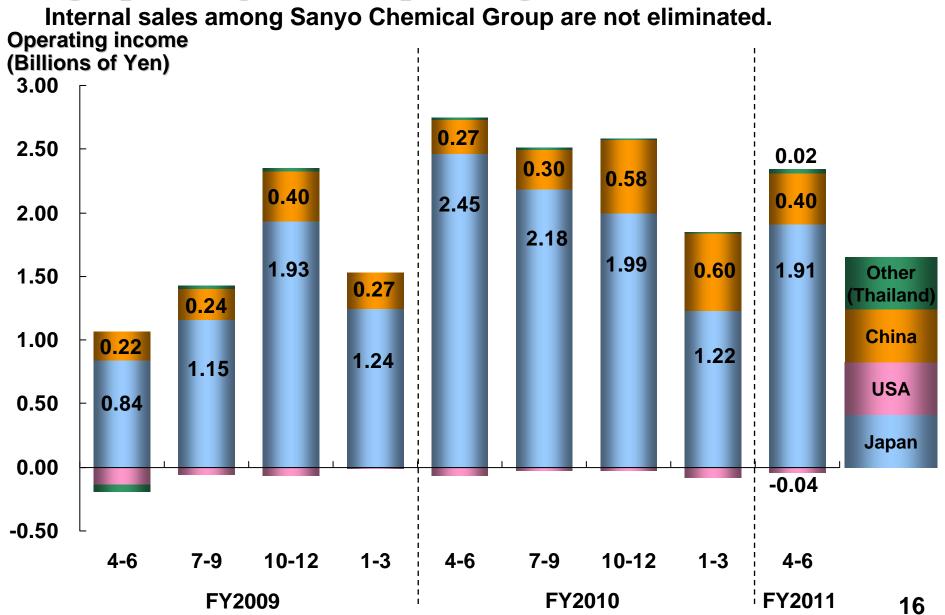


#### **Geographic Segments (Net Sales)**



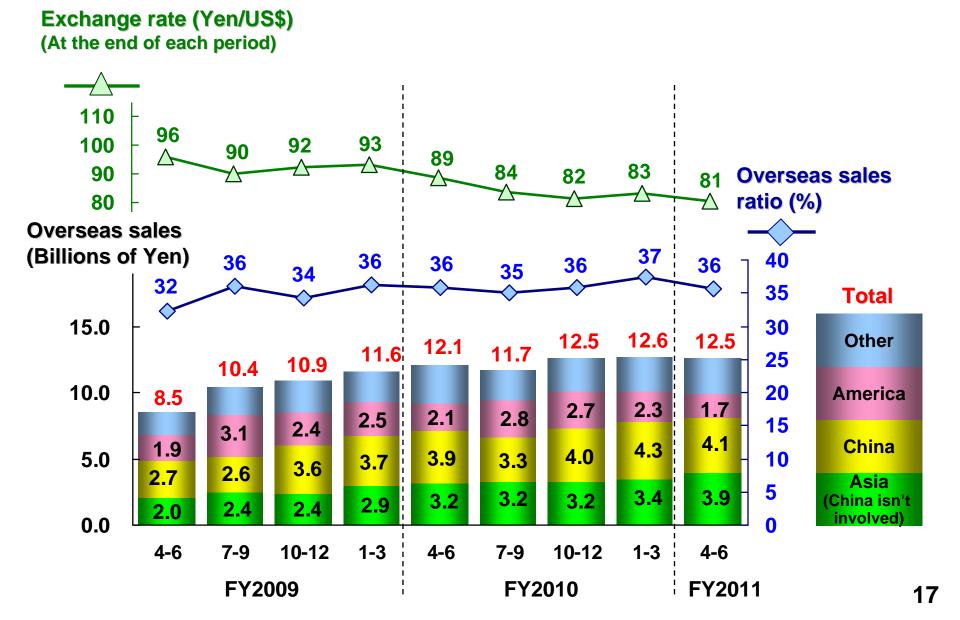


#### **Geographic Segments (Operating Income)**



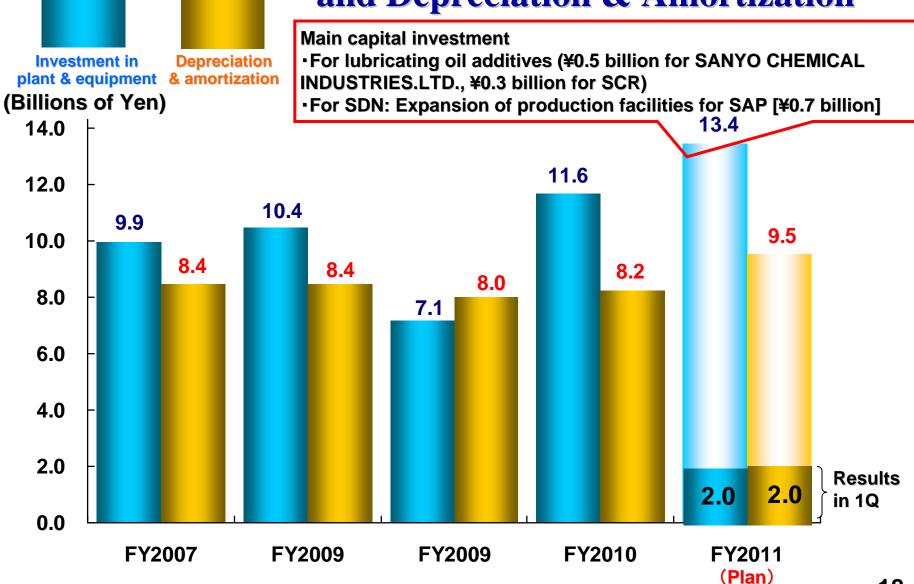


#### **Consolidated Overseas Sales Trend**





#### Consolidated Investment in Plant & Equipment, and Depreciation & Amortization





### TOPICS

#### **Superabsorbent Polymer Operations Begin at New Facilities**



#### **SDN (Nantong in China)**

- Operations began in June 2011
   Total investment: ¥4.3 billion
   Increased production capacity: 70,000 ton/year



### TOPICS

#### **Conclusion of Distribution Agreement on Conductive Polymers for OLED lighting**

- Sanyo Chemical concluded a domestic exclusive distribution agreement for organic light emitting diodes (OLED) lighting with Plextronics, Inc. (USA)
- Conductive Polymers are materials used for hole injection layers and hole transport layers of the OLED lighting.
- Conductive Polymers make it possible to achieve emissions at low operating voltage, extended lifetime and luminance improvement.

#### **Promotion of Multipoint Production System**

- Sanyo Chemical will have two production sites, one in Japan and one in China for resin materials for electrodeposition paint used for automobiles. The production facilities under construction in SKN (China) will be ready to begin operations in Feb. 2012.
- Sanyo Chemical will increase the number of production sites for lubricating oil additives.

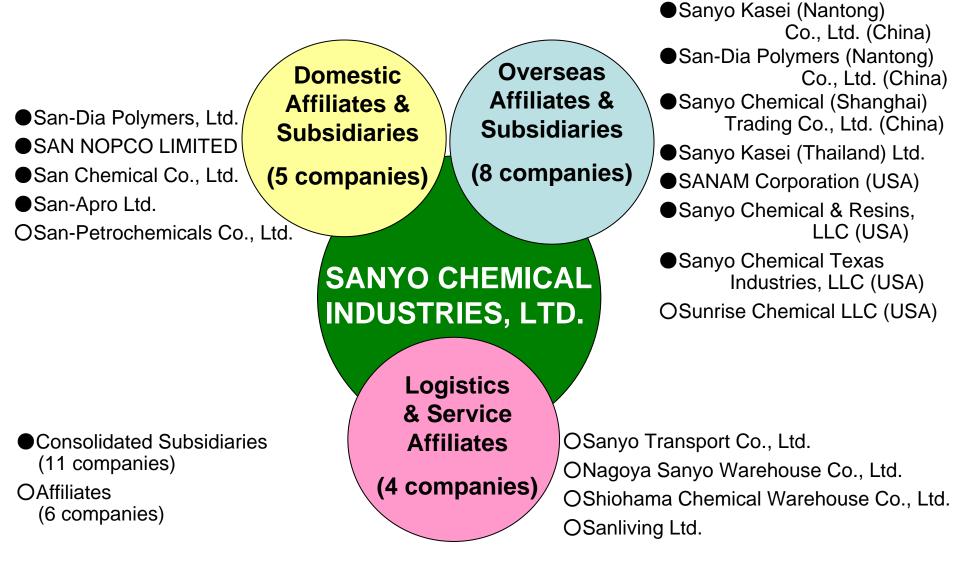
The production facilities under construction in SCR (USA), will be an addition to the original Kashima and Kyoto Factories, which will be ready to begin operations in Spring 2012.



## Reference



### **Sanyo Chemical Group**



#### (Reference-1)



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

Company name	Abbr.	Equity ownership		Line of business
San-Dia Polymers, Ltd.		Sanyo Chemical Mitsubishi Chemical		Manufacture & sales of superabsorbent polymers
SAN NOPCO LIMITED	SNL	Sanyo Chemical	100%	Manufacture & sales of surfactants
San Chemical Co., Ltd.		Sanyo Chemical JX Nippon Oil & Energy Corporation		Manufacture of raw materials for polyurethane foam
San-Apro Ltd.	SA	Sanyo Chemical Air-Products	50% 50%	Manufacture & sales of curing accelerators for epoxy resins, and urethane catalysts

(Reference-2)



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

[China]Image: China polymetric resultsSan-Dia Polymers (Nantong) Co., Ltd.SDN [China]San-Dia Polymers100%Manufacture & sales of superabsorbent polymersSanyo Chemical (Shanghai) Trading Co., Ltd.SCST [China]Sanyo Chemical Sanyo Chemical100%Import and export of chemi market surveys in China, a sales-related activitiesSanyo Kasei (Thailand) Ltd. [Thailand]SKTSanyo Chemical Toyota Tsusho & others89% 11%Manufacture & sales of surfactants and polyurethane resinsSANAM CorporationSANAM CorporationSanya Chemical Toyota Tsusho100%Supervising of subsidiaries	Company name	Abbr.	Equity ownership	Line of business
Co., Ltd.SDN [China]SDN SDNSan-Dia Polymers100%Manufacture & sales of superabsorbent polymersSanyo Chemical (Shanghai) Trading Co., Ltd.SCST [China]Sanyo Chemical Sanyo Chemical100%Import and export of chemi market surveys in China, a sales-related activitiesSanyo Kasei (Thailand) Ltd. [Thailand]SKTSanyo Chemical Toyota Tsusho & others89% 11%Manufacture & sales of surfactants and polyurethane resinsSANAM CorporationSANAM Serve Chemical Sanyo Chemical400%Supervising of subsidiaries	Co., Ltd.		Sanyo Chemical 100 <sup>°</sup>	Manufacture of surfactants and polyurethane resins
Trading Co., Ltd.SCSTSanyo Chemical100%market surveys in China, a sales-related activitiesSanyo Kasei (Thailand) Ltd. [Thailand]SKTSanyo Chemical Toyota Tsusho & others89%Manufacture & sales of surfactants and polyurethane resinsSANAM CorporationSANAM CorporationSANAM CorporationSanyo Chemical Toyota Tsusho & others400%Supervising of subsidiaries	Co., Ltd.		San-Dia Polymers 100 <sup>°</sup>	Manufacture & sales of superabsorbent polymers
SKT       Toyota Tsusho       surfactants and         [Thailand]       & others       11%       polyurethane resins         SANAM Corporation       SANAM Composed       10%       Supervising of subsidiaries	Trading Co., Ltd.		Sanyo Chemical 100 <sup>°</sup>	Import and export of chemicals, market surveys in China, and sales-related activities
SANAM Corporation			Tovota Tsusho	Isurfactants and
	SANAM Corporation [USA]	SANAM	Sanyo Chemical 100	<sup>//</sup> Supervising of subsidiaries and an affiliate in USA
Sanyo Chemical & Resins, LLC [USA] SCR SANAM 100% Manufacture of toner resins	Resins, LLC		SANAM 100	Manufacture of toner resins
Sanyo Chemical Texas Industries, LLC [USA] SCTI SANAM 100% Manufacture of polyurethan [USA]	Texas Industries, LLC		SANAM 100	Manufacture of polyurethane beads

(Reference-3)



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

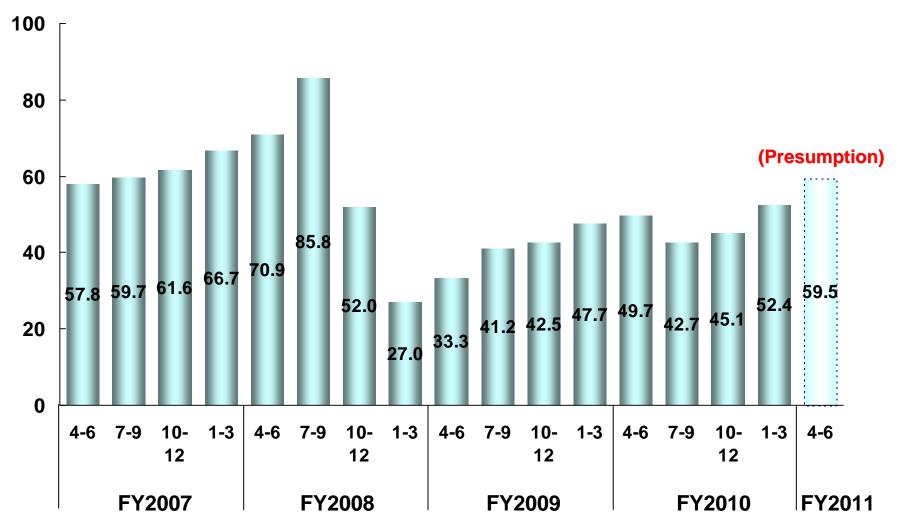
Company name	Abbr.	Equity ownership		Line of business
San-Petrochemicals Co., Ltd.	SPCC	Sanyo Chemical JX Nippon Oil & Energy		Manufacture of raw materials for synthetic rubbers
Sunrise Chemical LLC [USA]	SRC	SANAM JX Nippon Chemical Texas	50% 50%	Manufacture of raw materials for synthetic rubbers
Sanyo Transport Co., Ltd.	_	Sanyo Chemical	100%	General trucking
Nagoya Sanyo Warehouse Co., Ltd.	_	Sanyo Chemical	100%	Warehousing
Shiohama Chemicals Warehouse Co., Ltd.	_	Sanyo Chemical JX Nippon Oil & Energy	50% 50%	Warehousing
Sanliving Ltd.	SL	Sanyo Chemical	100%	Real estate, insurance, and travel agency

(Reference-4)



#### **Transition of Price of Domestically Produced Naphtha**

Domestic naphtha price (Thousands of Yen/kl)



(Reference-5)