# Operational Summary 

for the Nine Months Ended December 31, 2014

February 4, 2015
Mitsubishi Chemical Holdings Corporation

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## List of Abbreviations



Functional Products
Performance Chemicals
Pharmaceuticals
Diagnostics, Clinical Testing and API
Petrochemicals
Carbon
Industrial Gases
Polyolefins and Advanced Polymers
MMA Monomers and Polymers

## Consolidated Statements of Operations

| Exchange rate (\#luS\$) | 116.0 | 107.8 | 102.1 | 99.8 | 8.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Naphtha price (¥lkl) | 66,000 | 68,900 | 67,800 | 65,800 | 3,100 |


|  |  | Nine Months Ended Dec. 31, 2014 | (Billions of Yen) |  |  | \% | <Reference> <br> FY2014 <br> Forecast <br> (announced <br> on Nov. 27) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Nine Months Ended <br> Dec. 31, 2013 | Change |  |  |
|  | 3Q |  | 3Q |  |  |  |  |
| Net sales | 1,008.0 | 2,680.3 | 870.0 | 2,481.6 | 198.7 | 8\% | 3,680.0 |
| Operating income | 50.6 | 124.3 | 36.4 | 87.8 | 36.5 | 42\% | 160.0 |
| Income (expenses) on financing activities <br> [Dividend income included in above] <br> Equity in Earnings of non-consolidated subsidiaries and affiliates <br> Other non-operating income (expenses) | $\begin{gathered} (2.1) \\ {[1.8]} \\ (0.4) \\ 3.1 \\ \hline \end{gathered}$ | $(3.2)$ <br> $[7.2]$ <br> 1.3 <br> 5.1 <br> 127.5 | $\begin{gathered} (2.1) \\ {[1.4]} \\ 0.0 \\ (0.1) \end{gathered}$ | $(4.8)$ <br> $[5.2]$ <br> 1.0 <br> 0.4 <br> 84.4 | $\begin{array}{r}1.6 \\ {[2.0]} \\ 0.3 \\ 4.7 \\ \hline\end{array}$ |  | $\begin{gathered} \hline(7.5) \\ {[8.0]} \\ 2.0 \\ (1.5) \\ \hline \end{gathered}$ |
| Ordinary income | 51.2 | 127.5 | 34.2 | 84.4 | 43.1 | 51\% | 153.0 |
| Extraordinary gain Extraordinary loss | $\begin{gathered} 35.7 \\ (10.3) \end{gathered}$ | $\begin{gathered} 52.4 \\ (19.6) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 3.4 \\ (2.4) \end{gathered}$ | $\begin{gathered} 27.1 \\ (5.2) \end{gathered}$ | $\begin{gathered} 25.3 \\ (14.4) \\ \hline \end{gathered}$ |  | (8.0) |
| Income before income taxes and minority interests | 76.6 | 160.3 | 35.2 | 106.3 | 54.0 |  | 145.0 |
| Current and deferred income taxes | (21.2) | (52.1) | (15.4) | (43.5) | (8.6) |  | (66.5) |
| Income before minority interests | 55.4 | 108.2 | 19.8 | 62.8 | 45.4 |  | 78.5 |
| Minority interests in consolidated subsidiaries | (13.3) | (32.8) | (9.7) | (25.4) | (7.4) |  | (31.5) |
| Net income (loss) | 42.1 | 75.4 | 10.1 | 37.4 | 38.0 | 102\% | 47.0 |


| Comprehensive income attributable to : | 92.0 | $\mathbf{1 6 1 . 2}$ | $\mathbf{2 7 . 2}$ | $\mathbf{1 1 9 . 6}$ | $\mathbf{4 1 . 6}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Shareholders of the parent | 68.2 | $\mathbf{1 1 6 . 1}$ | $\mathbf{1 5 . 5}$ | $\mathbf{8 6 . 4}$ | $\mathbf{2 9 . 7}$ |
| Minority interests | 23.8 | $\mathbf{4 5 . 1}$ | 11.7 | $\mathbf{3 3 . 2}$ | $\mathbf{1 1 . 9}$ | by Business Segment


|  |  |  |  |  |  |  | (Billions of Yen) | <Reference> |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 3Q | Nine Months Ended <br> Dec. 31, 2014 | Nine Months Ended Dec. 31, 2013 | Change | FY2014 Forecast (announced on Nov. 27) |
| Total | Net Sales | 810.9 | 861.4 | 1,008.0 | 2,680.3 | 2,481.6 | 198.7 | 3,680.0 |
|  | Operating Income | 29.5 | 44.2 | 50.6 | 124.3 | 87.8 | 36.5 | 160.0 |
| Electronics Applications | Net Sales | 28.6 | 28.9 | 30.9 | 88.4 | 85.6 | 2.8 | 115.0 |
|  | Operating Income | (0.4) | (0.7) | (1.2) | (2.3) | (4.3) | 2.0 | (2.0) |
| Designed Materials | Net Sales | 194.8 | 201.4 | 202.2 | 598.4 | 564.3 | 34.1 | 825.0 |
|  | Operating Income | 12.9 | 14.4 | 14.4 | 41.7 | 34.5 | 7.2 | 55.5 |
| Health Care | Net Sales | 122.8 | 133.0 | 150.5 | 406.3 | 399.8 | 6.5 | 525.0 |
|  | Operating Income | 16.0 | 23.8 | 30.9 | 70.7 | 62.1 | 8.6 | 70.0 |
| Chemicals | Net Sales | 211.8 | 229.2 | 354.4 | 795.4 | 707.1 | 88.3 | 1,130.0 |
|  | Operating Income | 0.5 | 0.8 | 0.9 | 2.2 | (1.1) | 3.3 | 17.5 |
| Polymers | Net Sales | 203.6 | 212.9 | 213.9 | 630.4 | 579.7 | 50.7 | 845.0 |
|  | Operating Income | 1.5 | 6.0 | 6.2 | 13.7 | (0.8) | 14.5 | 20.5 |
| Others | Net Sales | 49.3 | 56.0 | 56.1 | 161.4 | 145.1 | 16.3 | 240.0 |
|  | Operating Income | 0.3 | 1.9 | 1.1 | 3.3 | 2.1 | 1.2 | 6.5 |
| Corporate | Net Sales |  | - |  | - | - | - | - |
|  | Operating Income | (1.3) | (2.0) | (1.7) | (5.0) | (4.7) | (0.3) | (8.0) |

*1 Including net sales of 136 billion yen and operating income of 9.2 billion yen in industrial gases.
*2 Effective from FY2014, certain businesses (including businesses in consolidated subsidiaries) have been reclassified from the Health Care segment to the Designed Materials segment. Accordingly, segment information for FY2013 is restated to match.

## Consolidated Net Sales and Operating Income by Business Sub-segment


*1 Effective from FY2014, certain businesses (including businesses in consolidated subsidiaries) have been reclassified
from the Health Care segment to the Designed Materials segment. Accordingly, segment information for FY2013 is restated to match.
Major reasons for the change:
(a) Rationalization, etc.
(b) Increased sales for electronic and industrial film, engineering plastic products, and carbon fiber, etc.
(c) Increased sales and rationalization for lithium-ion battery materials and increased sales for inorganic chemical products, despite decreased profit for optical PVOH film: OPL film and EVOH products, etc.
(d) Profit increased due to higher royalty revenues and decreased SG\&A expenses, while profit decreased due to drug price revisions and expanded use of generic drugs.
(e) Qualicaps Group, etc.

Consolidated Net Sales and Operating Income by Business Sub-segment (Continued)


| 1 Q | 2 Q | 3 Q | Nine Months <br> Ended <br> Dec. 31, 2014 |
| ---: | ---: | ---: | ---: |
| 161.9 | 180.0 | 169.7 | 511.6 |
| $(1.3)$ | $(1.9)$ | $(11.1)$ | $(14.3)$ |
| 49.9 | 49.2 | 48.7 | 147.8 |
| 1.8 | 2.7 | 2.8 | 7.3 |
| - | - | 136.0 | 136.0 |
| - | - | 9.2 | 9.2 |
| 125.7 | 128.3 | 135.2 | 389.2 |
| 0.7 | 1.7 | 4.2 | 6.6 |
| 77.9 | 84.6 | 78.7 | 241.2 |
| 0.8 | 4.3 | 2.0 | 7.1 |



## Inventory valuation gain/loss

| Chemicals (Petrochemicals) |
| :--- |
| Chemicals (Carbon) |
| Polymers |
| Total |


| 1 Q | 2 Q | 3 Q | Nine Months <br> Ended <br> Dec. 31, 2014 |
| :---: | :---: | ---: | ---: |
| 0.0 | $(0.1)$ | $(7.2)$ | $(7.3)$ |
| $(0.4)$ | $(0.3)$ | $(0.1)$ | $(0.8)$ |
| 0.8 | 1.2 | $(2.7)$ | $(0.7)$ |
| 0.4 | 0.8 | $(10.0)$ | $(8.8)$ |


| Nine Months <br> Ended <br> Dec. 31, 2014 | Change |
| ---: | ---: |
| 0.6 | $(7.9)$ |
| 0.0 | $(0.8)$ |
| 6.8 | $(7.5)$ |
| 7.4 | $(16.2)$ |

Major reasons for the change:
(a) Increased deficits due to the difference in scale of periodic maintenance, inventory valuation loss in naphtha and paraxylene, etc.
(b) Increased sales for synthetic rubber, despite inventory valuation loss in coking coke, etc.
(c) Impacts of making TNSC a consolidated subsidiary (FY2014-3Q-)
(d) Increased margins in polyolefin business, increased profit in performance polymers business, improved performance of phenol and polycarbonate chain, etc.
(e) Firm MMA market in Asia, etc.

## Analysis of Operating Income

|  | Nine Months Ended Dec. 31, 2014 | Nine Months Ended Dec. 31, 2013 | (Billions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Change | Analysis |  |  |  |
|  |  |  |  | Price | Volume | Cost reduction | Others *1 |
| Total | 124.3 | 87.8 | 36.5 | (0.3) | 23.5 | 18.3 | (5.0) |
| Electronics Applications | (2.3) | (4.3) | 2.0 | (2.2) | 1.2 | 2.8 | 0.2 |
| Designed Materials | 41.7 | *3 34.5 | 7.2 | (0.2) | 5.2 | 3.5 | (1.3) |
| Health Care | 70.7 | *3 62.1 | 8.6 | (17.0) | 20.3 | 2.7 | 2.6 |
| Chemicals | 2.2 | (1.1) | 3.3 | 0.2 | (1.8) | 3.2 | *2 1.7 |
| Polymers | 13.7 | (0.8) | 14.5 | 18.9 | (2.2) | 5.4 | (7.6) |
| Others | 3.3 | 2.1 | 1.2 | - | 0.8 | 0.4 | 0.0 |
| Corporate | (5.0) | (4.7) | (0.3) | - | - | 0.3 | (0.6) |

*1 Items included are impacts from inventory valuation gain/loss, etc.
*2 Including impacts of making TNSC a consolidated subsidiary ( 9.2 billion yen)
*3 Effective from FY2014, certain businesses (including businesses in consolidated subsidiaries) have been reclassified
from the Health Care segment to the Designed Materials segment. Accordingly, segment information for FY2013 is restated to match.

## Consolidated Extraordinary Gain and Loss

|  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q | Nine Months Ended Dec. 31, 2014 | Nine Months Ended Dec. 31, 2013 | Change |
| Net of extraordinary gain and loss | 25.4 | 32.8 | 21.9 | 10.9 |
| Extraordinary gain | 35.7 | 52.4 | 27.1 | 25.3 |
| Gain on step acquisitions | *1 34.1 | 34.1 | 0.9 | 33.2 |
| Gain on sales of property, plant and equipment | 0.7 | 12.8 | 2.0 | 10.8 |
| Gain on sales of investment securities | 0.5 | 2.6 | 10.3 | (7.7) |
| Others | 0.4 | 2.9 | 13.9 | (11.0) |
| Extraordinary loss | (10.3) | (19.6) | (5.2) | (14.4) |
| Business structure improvement expenses | *2 (5.8) | (12.5) | (1.0) | (11.5) |
| Impairment loss | (2.0) | (3.1) | (1.6) | (1.5) |
| Loss on sales and retirement of property, plant and equipment | (1.8) | (2.9) | (1.5) | (1.4) |
| Others | (0.7) | (1.1) | (1.1) | 0.0 |

*1 Impacts of making TNSC a consolidated subsidiary.
*2 Loss on sales of the Kashima Plant of Mitsubishi Tanabe Pharma Factory Ltd., etc.

## Consolidated Cash Flows

|  |
| :--- |
|  |
| Net cash provided by operating activities <br> Income before income taxes and minority interests <br> Depreciation and amortization <br> Amortization of goodwill <br> Change in operating receivables/payables <br> Change in Inventories <br> Others <br> Net cash used in investment activities <br> Capital expenditure <br> Sale of assets <br> Investment and loans receivable, etc <br> Free cash flow <br> Net cash used in financing activities <br> Interest bearing debts <br> Dividends, etc. <br> Increase (Decrease) in cash and cash equivalents <br> Effect of exchange rate changes and change in scope of consolidation <br> Cash and cash equivalents at the beginning of the period |



| Nine Months Ended Dec. 31, 2014 | Nine Months Ended Dec. 31, 2013 |
| :---: | :---: |
| 193.1 | 135.0 |
| 160.3 | 106.3 |
| 107.8 | 92.1 |
| 12.6 | 10.4 |
| (23.5) | (24.5) |
| 2.3 | (8.0) |
| (66.4) | (41.3) |
| (205.0) | (123.4) |
| (108.2) | (88.4) |
| 24.8 | 30.4 |
| (121.6) | (65.4) |
| (11.9) | 11.6 |
| 51.6 | (3.4) |
| 85.8 | 30.1 |
| (34.2) | (33.5) |
| 39.7 | 8.2 |
| 11.7 | 13.8 |
| 179.6 | 153.1 |
| 231.0 | 175.1 |


| Nine Months Ended Dec. 31, 2014 <br> Excluded (22.3) billion yen | Nine Months Ended Dec. 31, 2013 <br> Excluded 25.7 billion yen |
| :---: | :---: |
| 193.1 | 135.0 |
| 160.3 | 106.3 |
| 107.8 | 92.1 |
| 12.6 | 10.4 |
| (23.5) | (24.5) |
| 2.3 | (8.0) |
| * 1 (66.4) | (41.3) |
| (182.7) | (149.1) |
| (108.2) | (88.4) |
| 24.8 | 30.4 |
| * 2 (99.3) | (91.1) |
| 10.4 | (14.1) |

*1 Marginal gains brought by step acquisition of TNSC (34.1) , etc.
*2 Acquisition of TNSC (69.2): acquisition cost (105.9), cash and cash equivalents at the time of acquisition 36.7 , investment on The Saudi Methacrylates Company, etc.

## Consolidated Balance Sheets

|  | Dec. 31, 2014 | Mar. 31, 2014 | Change |
| :--- | ---: | ---: | ---: |
| Cash and deposits | 201.1 | 137.7 | 63.4 |
| Inventories | 653.4 | 591.1 | 62.3 |
| Trade receivables | 833.6 | 615.7 | 217.9 |
| Others | 270.0 | 218.9 | 51.1 |
| Current assets | $\mathbf{1 , 9 5 8 . 1}$ | $\mathbf{1 , 5 6 3 . 4}$ | 394.7 |
| Tangible and Intangible fixed assets | $1,684.1$ | $1,234.5$ | 449.6 |
| Goodwill | 250.9 | 180.1 | 70.8 |
| Investment and Others | 530.4 | 501.4 | 29.0 |
| Non-current assets | $\mathbf{2 , 4 6 5 . 4}$ | $\mathbf{1 , 9 1 6 . 0}$ | 549.4 |
| Total assets | $\mathbf{4 , 4 2 3 . 5}$ | $\mathbf{3 , 4 7 9 . 4}$ | $\mathbf{9 4 4 . 1}$ |


|  | (Billions of Yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Dec. 31, 2014 | Mar. 31, 2014 | Change |
| Interest-bearing debts | 1,650.4 | 1,258.2 | 392.2 |
| Trade payables | 541.5 | 413.4 | 128.1 |
| Others | 651.3 | 492.9 | 158.4 |
| Liabilities | 2,843.2 | 2,164.5 | 678.7 |
| Shareholders' equity | 892.2 | 849.6 | 42.6 |
| Accumulated other comprehensive income | 91.9 | 51.2 | 40.7 |
| Minority interests, etc. | 596.2 | 414.1 | 182.1 |
| Net assets | 1,580.3 | 1,314.9 | 265.4 |
| Total liabilities and net assets | 4,423.5 | 3,479.4 | 944.1 |
| Net interest-bearing debts (*1) | 1,316.6 | 998.0 | 318.6 |
| Net D/E ratio | 1.34 | 1.11 | 0.23 |
| Net D/E ratio (incld. minority interests in the denominator) | 0.83 | 0.76 | 0.07 |
| Shareholders' equity (*2) | 984.1 | 900.8 | 83.3 |
| Shareholders' equity ratio | 22.2\% | 25.8\% | (3.6\%) |
| *1. Net interest-bearing debts ( $1,316.6$ billion yen) <br> $=$ interest bearing debts ( $1,650.4$ billion yen) <br> - \{cash and cash equivalents (231.0 billion yen) + investments of surplus funds (102.8 billion yen)\} |  |  |  |

## Consolidated Statements of Comprehensive Income

Exchange rate used to convert balance sheets for foreign subsidiaries

| For subsidiaries with Apr.-Mar. accounting peirod $(\neq / U S \$)$ | Dec. 2014 | Mar. 2014 |
| :--- | ---: | ---: |
| For subsidiaries with Apr.-Mar. accounting peirod ( $¥ \notin)$ | 120.6 | 102.9 |


|  | (Billions of Yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Nine Months Ended Dec. 31, 2014 | Nine Months Ended Dec. 31, 2013 | Change |
| Net income | 75.4 | 37.4 | 38.0 |
| Minority interests in consolidated subsidiaries | 32.8 | 25.4 | 7.4 |
| Income before minority interests | 108.2 | 62.8 | 45.4 |
| Other comprehensive income (loss): <br> Net unrealized holding gain (loss) on other securities <br> Gain (loss) on deferred hedges <br> Foreign currency translation adjustments <br> Remeasurements of defined benefit plans <br> Other comprehensive income (loss) for affiliates accounted for using equity method | $\begin{gathered} 14.2 \\ (0.9) \\ 36.9 \\ (0.9) \\ 3.7 \end{gathered}$ | $\begin{gathered} 14.7 \\ (0.7) \\ 35.9 \\ 0.4 \\ 6.5 \end{gathered}$ | $\begin{gathered} (0.5) \\ (0.2) \\ 1.0 \\ (1.3) \\ (2.8) \end{gathered}$ |
| Other comprehensive income (loss), net | 53.0 | 56.8 | (3.8) |
| Total comprehensive income (loss) | 161.2 | 119.6 | 41.6 |
| Total comprehensive income (loss) attributable to : <br> Shareholders of the parent <br> Minority interests | $\begin{array}{r} 116.1 \\ 45.1 \end{array}$ | $\begin{aligned} & 86.4 \\ & 33.2 \end{aligned}$ | $\begin{aligned} & 29.7 \\ & 11.9 \end{aligned}$ |

## Effect of new consolidation of TNSC (1)

<Effect of consolidated statements of operations (2014/10-12)>

|  | Nine Months <br> Ended <br> Dec. 31, 2014 |
| :--- | ---: |
| Net sales | $2,680.3$ |
| Operating income | 124.3 |
| Ordinary income | 127.5 |
| Extraordinary gain(loss) | 32.8 |
| Income before income taxes and minority interests | 160.3 |
| Current and deferred income taxes <br> Minority interests in consolidated subsidiaries | $(84.9)$ |
| Net income (loss) | 75.4 |


| Effect of new consolidation of TNSC (FY2014-3Q) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| TNSC consolidation | Amortization <br> of goodwill and minority interests | Marginal gains on step acquisition | Exclusion of equity in earnings of affiliates | Total effect |
| 137.8 | (1.8) |  |  | 136.0 |
| 9.6 | * $1 \quad(0.4)$ |  | - | 9.2 |
| 10.2 | (0.4) |  | (1.5) | 8.3 |
| 0.1 | 0.0 | 34.1 |  | 34.2 |
| 10.3 | (0.4) | 34.1 | (1.5) | 42.5 |
| (4.6) | * 2 (3.0) | - |  | (7.6) |
| 5.7 | (3.4) | 34.1 | (1.5) | 34.9 |

*1 Amortization of goodwill (1.1), Amortization of PPA assets (0.7), Cancellation of amortization of TNSC goodwill 1.4
*2 Minority interests (3.2), etc.
<Effect of consolidated free cash flow (FY2014-3Q)>

| Acquisition cost | $(105.9)$ |
| :--- | ---: |
| Cash and cash equivalents of TNSC consolidation | 36.7 |
| Expenditure for acquisition | $(69.2)$ |

## Effect of new consolidation of TNSC (2)

| <Effect of consolidated total assets | Beginning o | 2014-3Q)> |  |  |  | Billions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | A |  |  |  | B | A+B |
|  |  |  | fect of new con | solidation of TNSC |  |  |
|  | Consolidated B/S <br> (Beginning of FY2014-3Q) | TNSC consolidation | Market value Goodwill | Excluding equity in earnings of affiliates and others | Total | Consolidated <br> B/S <br> including TNSC effect |
| Cash and deposits | 173.0 | 38.2 | - | - | 38.2 | 211.2 |
| Inventories | 598.7 | 45.6 | - | - | 45.6 | 644.3 |
| Trade receivables | 620.6 | 132.3 | - | - | 132.3 | 752.9 |
| Others | 250.2 | 13.7 | - | - | 13.7 | 263.9 |
| Current assets | 1,642.5 | 229.8 | - | - | 229.8 | 1,872.3 |
| Tangible and Intangible fixed assets | 1,244.6 | 322.1 | 76.8 | - | 398.9 | 1,643.5 |
| Goodwill | 171.3 | * 1 | 83.2 | - | 83.2 | 254.5 |
| Investment and Others | 505.2 | 90.7 | - | (85.7) | 5.0 | 510.2 |
| Non-current assets | 1,921.1 | 412.8 | 160.0 | (85.7) | 487.1 | 2,408.2 |
| Total assets | 3,563.6 | 642.6 | 160.0 | (85.7) | 716.9 | 4,280.5 |

*1 In the TNSC consolidation, goodwill held by TNSC ( 59.5 billion yen) is rendered worthless and deducted from the fair value of the TNSC Group's land and intangible assets.
<Effect of net interest-bearing debts (End of FY2014-3Q)>

|  | Effect of new consolidation of TNSC |  |  |
| :---: | :---: | :---: | :---: |
|  | TNSC consolidated | TOB funding | Total |
| Interest-bearing debts | 244.7 | 105.9 | 350.6 |
| Cash and cash equivalents | 36.7 |  | 36.7 |
| Net interest-bearing debts | 208.0 | 105.9 | 313.9 |

The forward-looking statements are based largely on company expectations and information available as of the date hereof, and are subject to risks and uncertainties, which may be beyond company control.

Actual results could differ materially due to numerous factors, including without limitation, marketing conditions and the effects of industry competition.

