DATA BOOK 2011

November 1st, 2010

## 2nd Quarter ended September 30, 2010



* Achievement transition(Consolidated)


| Consolidated | $\begin{gathered} \text { FY2009(2Q) } \\ (' 08 / 4-\text { '08/9) } \end{gathered}$ |  | $\begin{gathered} \text { FY2010(2Q) } \\ (' 09 / 4-09 / 9) \end{gathered}$ |  | $\begin{gathered} \text { FY2011(2Q) } \\ (' 10 / 4-10 / 9) \end{gathered}$ |  | $\begin{gathered} \text { FY2009 } \\ (' 08 / 4-\text { '09/3) } \end{gathered}$ |  | $\begin{gathered} \text { FY2010 } \\ (' 09 / 4-10 / 3) \end{gathered}$ |  | $\begin{aligned} & \hline \text { FY2011 forecast } \\ & \text { ('10/4-'11/3) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Millions of } \\ \text { Yen } \end{gathered}$ | \%Change | Millions of Yen | \%Change | $\begin{gathered} \hline \text { Millions of } \\ \text { Yen } \\ \hline \end{gathered}$ | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change |
| Net sales | 33,875 | 5.6 | 26,677 | $\triangle 21.2$ | 32,285 | 21.0 | 59,959 | $\triangle 9.4$ | 56,861 | $\triangle 5.2$ | 63,000 | 10.8 |
| Operating income | 1,420 | $\triangle 2.1$ | 1,463 | 3.0 | 1,538 | 5.1 | 1,117 | $\triangle 63.1$ | 2,849 | 155.1 | 2,600 | $\triangle 8.8$ |
| Ordinary income | 1,555 | $\triangle 5.9$ | 1,656 | 6.5 | 1,625 | $\triangle 1.9$ | 1,291 | $\triangle 59.9$ | 3,224 | 149.6 | 2,900 | $\triangle 10.1$ |
| Net income | 1,103 | 16.6 | 671 | $\triangle 39.2$ | 965 | 43.9 | 657 | $\triangle 63.0$ | 1,395 | 112.3 | 1,550 | 11.1 |

* Management index(Consolidated)

| Consolidated | $\begin{gathered} \text { FY2009(2Q) } \\ \left(' 08 / 4-{ }^{\prime} 08 / 9\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2010(2Q) } \\ (' 09 / 4-' 09 / 9) \end{gathered}$ |  | $\begin{gathered} \text { FY2011(2Q) } \\ (' 10 / 4-10 / 9) \end{gathered}$ |  | $\begin{gathered} \text { FY2009 } \\ \left(' 08 / 4-{ }^{\prime} 09 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2010 } \\ (' 09 / 4-10 / 3) \end{gathered}$ |  | FY2011 forecast <br> ('10/4-'11/3) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{\|c\|} \hline \text { Millions of } \\ \text { Yen } \\ \hline \end{array}$ | Increase <br> /Decrease | $\begin{gathered} \hline \begin{array}{c} \text { Millions of } \\ \text { Yen } \end{array} \\ \hline \end{gathered}$ | Increase /Decrease | Millions of Yen | Increase <br> /Decrease | Millions of Yen | $\begin{array}{\|c\|} \hline \text { Increase } \\ \text { /Decrease } \end{array}$ | Millions of Yen | Increase /Decrease | Millions of Yen | Increase <br> /Decrease |
| Capital investment | 670 | $\triangle 1,457$ | 590 | $\triangle 80$ | 523 | $\triangle 67$ | 1,349 | $\triangle 1,642$ | 3,106 | 1,756 | 4,660 | 1,553 |
| Depreciation and amortization | 1,042 | 53 | 1,028 | $\triangle 14$ | 1,107 | 79 | 2,183 | 91 | 2,185 | 2 | 2,790 | 604 |
| R \& D expenses | 1,342 | 122 | 1,308 | $\triangle 33$ | 1,385 | 76 | 2,637 | 141 | 2,830 | 193 | 2,920 | 89 |
| Interest-bearing debt | 8,001 | $\triangle 162$ | 8,455 | 453 | 10,362 | 1,907 | 10,147 | 1,872 | 9,109 | $\triangle 1,038$ | 11,390 | 2,280 |

## * Segment information(Consolidated)

| Consolidated |  | $\begin{gathered} \hline \text { FY2010(2Q) } \\ (' 09 / 4-\text { '09/9) } \end{gathered}$ |  | $\begin{gathered} \text { FY2011(2Q) } \\ \text { ('10/4-'10/9) } \end{gathered}$ |  | $\begin{gathered} \text { FY2010 } \\ (' 09 / 4-10 / 3) \\ \hline \end{gathered}$ |  | FY2011 forecast('10/4-'11/3) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change |
| Paper chemicals | Net sales | 7,885 | - | 8,679 | 10.1 | 16,471 | - | 17,500 | 6.2 |
|  | Segment income | 486 | - | 419 | $\triangle 13.9$ | - | - | - | - |
|  | Segment income/sales | 6.2\% |  | 4.8\% |  | - |  | - |  |
| Speciality chemicals | Net sales | 12,689 | - | 15,922 | 25.5 | 27,309 | - | 30,000 | 9.9 |
|  | Segment income | 353 | - | 774 | 119.1 | - | - | - | - |
|  | Segment income/sales | 2.8\% |  | 4.9\% |  | - |  | - |  |
| Electronic materials | Net sales | 5,957 | - | 7,532 | 26.4 | 12,794 | - | 15,250 | 19.2 |
|  | Segment income | 483 | - | 524 | 8.4 | - | - | - | - |
|  | Segment income/sales | 8.1\% |  | 7.0\% |  | - |  | - |  |
| Others | Net sales | 144 | - | 151 | 4.9 | 285 | - | 250 | $\triangle 12.3$ |
|  | Segment income | 4 |  | 0 | $\triangle 89.6$ | - | - | - | - |
|  | Segment income/sales | 2.8\% |  | 0.3\% |  | - |  | - |  |
| Consolidated total | Net sales | 26,677 | - | 32,285 | 21.0 | 56,861 | - | 63,000 | 10.8 |
|  | Segment income | 1,328 | - | 1,718 | 29.4 | - | - | - | - |
|  | Segment income/sales | 5.0\% |  | 5.3\% |  | - |  | - |  |

* As a result of the application of "Accounting Standard for Disclosure of Segment Information", the segment information has been changed from 1st Quarter. The amounts for FY2010(2Q) and FY2010 stated above have been modified to reflect the operating results based on the segments after the change for reference purposes.
* Relationship between new segment and previous segment is stated as follows.

* Paper chemicals..... Size agent, Paper strengthening agent, Ratex, etc.
* Speciality chemicals • . . . Printing ink resin, Paint resin, Adhesive resin,

Polymerization emulsifier, Colorless rosin derivatives, etc.

* Electronic materials . . . . UV/EB curable resin, Compound materials for electronics,

Flux cleaning solvent, Flux cleaning system, Functional fine chemical materials etc.

* Others $\cdots$... Real estate agent, Insurance business, etc.


| Consolidated | $\begin{gathered} \text { FY2009(2Q) } \\ (' 08 / 4-\text { '08/9) } \end{gathered}$ |  | $\begin{gathered} \text { FY2010(2Q) } \\ \left(' 09 / 4-{ }^{\prime} 09 / 9\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2011(2Q) } \\ \text { ('10/4-'10/9) } \end{gathered}$ |  | $\begin{gathered} \text { FY2009 } \\ \left(' 08 / 4-{ }^{\prime} 09 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2010 } \\ (' 09 / 4-10 / 3) \end{gathered}$ |  | FY2011 forecast <br> ('10/4-'11/3) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { Millions of } \\ \text { Yen } \end{array} \\ \hline \end{array}$ | \%Change | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { Millions of } \\ \text { Yen } \end{array} \\ \hline \end{array}$ | \%Change | Millions of Yen | \%Change | $\begin{aligned} & \text { Millions of } \\ & \text { Yen } \end{aligned}$ | \%Change | Millions of Yen | \%Change | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { Millions of } \\ \text { Yen } \end{array} \\ \hline \end{array}$ | \%Change |
| Paper chemicals business | 10,920 | $\triangle 1.1$ | 7,885 | $\triangle 27.8$ | 8,679 | 10.1 | 19,042 | $\triangle 15.3$ | 16,471 | $\triangle 13.5$ | 17,500 | 6.2 |
| Speciality chemicals business | 15,913 | 5.1 | 12,689 | $\triangle 20.3$ | 15,922 | 25.5 | 29,159 | $\triangle 6.0$ | 27,309 | $\triangle 6.3$ | 30,000 | 9.9 |
| Total Basis business | 26,834 | 2.5 | 20,575 | $\triangle 23.3$ | 24,601 | 19.6 | 48,202 | $\triangle 9.9$ | 43,780 | $\triangle 9.2$ | 47,500 | 8.5 |
| Share | 79.2\% |  | 77.1\% |  | 76.2\% |  | 80.4\% |  | 77.0\% |  | 75.4\% |  |
| Photo-Electronic materials business | 4,872 | 19.1 | 4,513 | $\triangle 7.4$ | 5,158 | 14.3 | 8,281 | $\triangle 3.5$ | 9,411 | 13.7 | 10,450 | 11.0 |
| Functional materials business | 1,998 | 20.1 | 1,443 | $\triangle 27.8$ | 2,374 | 64.4 | 3,167 | $\triangle 16.1$ | 3,382 | 6.8 | 4,800 | 41.9 |
| Total Expansion business | 6,870 | 19.4 | 5,957 | $\triangle 13.3$ | 7,532 | 26.4 | 11,448 | $\triangle 7.4$ | 12,794 | 11.7 | 15,250 | 19.2 |
| Share | 20. |  | 22. |  | 23. |  | 19. |  | 22. |  | 24 |  |
| Others | 170 | 6.3 | 144 | $\triangle 15.2$ | 151 | 4.9 | 308 | 3.0 | 285 | $\triangle 7.7$ | 250 | $\triangle 12.3$ |
| Total | 33,875 | 5.6 | 26,677 | $\triangle 21.2$ | 32,285 | 21.0 | 59,959 | $\triangle 9.4$ | 56,861 | $\triangle 5.2$ | 63,000 | 10.8 |

[^0]* Paper chemicals business..... Size agent, Paper strengthening agent, Ratex, etc.
* Speciality chemicals business. . ....Printing ink resin, Paint resin, Adhesive resin, Polymerization emulsifier, Colorless rosin derivatives, etc.
* Photo-Electronic materials business.....UV/EB curable resin, Compound materials for electronics, Organic/inorganic hybrid resin, etc.
* Functional materials business .....Flux cleaning solvent, Flux cleaning system, Functional fine chemical materials, Solder paste, etc.
* Others .....R Real estate agent, Insurance business, etc.
* Overseas sales(Consolidated)


| Consolidated | $\begin{gathered} \text { FY2009(2Q) } \\ \left(' 08 / 4-{ }^{\prime} 08 / 9\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2010(2Q) } \\ (' 09 / 4-' 09 / 9) \end{gathered}$ |  | $\begin{gathered} \text { FY2011(2Q) } \\ (' 10 / 4-10 / 9) \end{gathered}$ |  | $\begin{gathered} \text { FY2009 } \\ \left(' 08 / 4-{ }^{\prime} 09 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2010 } \\ (' 09 / 4-10 / 3) \end{gathered}$ |  | $\begin{gathered} \text { FY2011 forecast } \\ (' 10 / 4-11 / 3) \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change |
| Overseas sales | 6,027 | $\triangle 2.6$ | 4,661 | $\triangle 22.7$ | 7,033 | 50.9 | 10,436 | $\triangle 16.3$ | 10,532 | 0.9 | 11,700 | 11.1 |
| Overseas sales in Asia | 5,191 | $\triangle 3.7$ | 4,074 | $\triangle 21.5$ | 6,294 | 54.5 | 8,999 | $\triangle 17.7$ | 9,297 | 3.3 | 10,300 | 10.8 |
| Overseas sales ratio | 17.8\% |  | 17.5\% |  | 21.8\% |  | 17.4\% |  | 18.5\% |  | 18.6\% |  |

## Balance sheets(Consolidated)

(Unit:Millions of yen)

| Item | FY2010(2Q) <br> (As of September 30, 2009) |  | FY2011(2Q) <br> (As of September 30, 2010) |  | FY2010 <br> (As of March 31, 2010) |  | Increase /Decrease$(\mathrm{A})-(\mathrm{B})$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Composition ratio | Amount(A) | Composition ratio | Amount(B) | Composition ratio |  |
| (Assets) |  | \% |  | \% |  | \% |  |
| I Current assets |  |  |  |  |  |  |  |
| 1. Cash and deposits | 7, 825 |  | 6,547 |  | 6,857 |  | $\triangle 310$ |
| 2. Notes and accounts receivable-trade | 20, 204 |  | 23,255 |  | 21,719 |  | 1,536 |
| 3. Merchandise and finished goods | 5,140 |  | 5,891 |  | 5,679 |  | 211 |
| 4. Work in process | 509 |  | 652 |  | 611 |  | 41 |
| 5. Raw materials and supplies | 3,355 |  | 3,638 |  | 4,382 |  | $\triangle \quad 744$ |
| 6. Deferred tax assets | 604 |  | 600 |  | 705 |  | $\triangle 105$ |
| 7. Other | 514 |  | 683 |  | 745 |  | $\triangle \quad 61$ |
| Allowance for doubtful accounts | $\triangle \quad 113$ |  | $\triangle \quad 103$ |  | $\triangle \quad 116$ |  | 13 |
| Total Current assets | 38, 040 | 62.8 | 41,166 | 62.3 | 40,585 | 63.4 | 580 |
| II Noncurrent assets |  |  |  |  |  |  |  |
| 1. Property, plant and equipment |  |  |  |  |  |  |  |
| (1) Buildings and structures | 6,417 |  | 6,469 |  | 6,647 |  | $\triangle 177$ |
| (2) Machinery, equipment and vehicles | 4, 402 |  | 4, 029 |  | 4, 475 |  | $\triangle 446$ |
| (3) Land | 5, 065 |  | 5,423 |  | 5,424 |  | $\triangle \quad 0$ |
| (4) Construction in progress | 1,396 |  | 3,694 |  | 1,497 |  | 2,196 |
| (5) Other | 676 |  | 579 |  | 612 |  | $\triangle \quad 33$ |
| Total Property, plant and equipment | 17,958 | 29.7 | 20,196 | 30.6 | 18,657 | 29.1 | 1,538 |
| 2. Intangible assets | 440 | 0.7 | 413 | 0.6 | 411 | 0.6 | 1 |
| 3. Investments and other assets |  |  |  |  |  |  |  |
| (1) Investment securities | 3,452 |  | 3,542 |  | 3,719 |  | $\triangle \quad 177$ |
| (2) Deferred tax assets | 168 |  | 283 |  | 169 |  | 113 |
| (3) Other | 502 |  | 521 |  | 526 |  | $\triangle \quad 5$ |
| Allowance for doubtful accounts | $\triangle \quad 22$ |  | $\triangle \quad 23$ |  | $\triangle \quad 22$ |  | $\triangle 1$ |
| Total Investments and other assets | 4,101 | 6. 8 | 4,323 | 6. 5 | 4,393 | 6.9 | $\triangle \quad 69$ |
| Total Noncurrent assets | 22,501 | 37.2 | 24,933 | 37.7 | 23,462 | 36.6 | 1,470 |
| Total Assets | 60,541 | 100.0 | 66,099 | 100.0 | 64,048 | 100.0 | 2, 051 |
|  |  |  |  |  |  |  |  |

(Unit: Millions of yen)


Statements of income(Consolidated)

(Unit:Millions of yen)

| Item | $\begin{aligned} & \text { FY2010(2Q) } \\ & , 09 / 4-\quad 09 / 9 \end{aligned}$ | $\begin{aligned} & \text { FY2011(2Q) } \\ & , 10 / 4-{ }^{\prime} 10 / 9 \end{aligned}$ | Increase /Decrease <br> (B) $-(A)$ | $\begin{gathered} \text { FY2010 } \\ \text { 09/4-' } 10 / 3 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount(A) | Amount(B) |  | Amount |
| I Operating activities |  |  |  |  |
| Income before income taxes | 1,240 | 1,605 | 364 | 2, 647 |
| Depreciation and amortization | 1, 028 | 1,107 | 79 | 2, 185 |
| Impairment loss | 360 | - | $\triangle \quad 360$ | 510 |
| Amortization of goodwill | 18 | - | $\triangle \quad 18$ | 18 |
| Loss on adjustment for changes of accounting standard | - | 59 | 59 | - |
| Increase (decrease) in allowance for doubtful accounts | 4 | $\triangle \quad 10$ | $\triangle \quad 15$ | 7 |
| Increase (decrease) in provision for bonuses | 954 | $\triangle \quad 82$ | $\triangle \quad 1,036$ | 1, 050 |
| Increase (decrease) in provision for directors' bonuses | $\triangle \quad 7$ | $\triangle \quad 21$ | $\triangle 14$ | 20 |
| Increase (decrease) in provision for retirement benefits | 25 | $\triangle 1$ | $\triangle \quad 26$ | 23 |
| Loss (gain) on sales of investment securities | - | 0 | 0 | - |
| Loss (gain) on sales and retirement of noncurrent assets | 53 | $\triangle \quad 28$ | $\triangle \quad 81$ | 100 |
| Interest and dividends income | $\triangle \quad 46$ | $\triangle \quad 51$ | $\triangle \quad 4$ | $\triangle \quad 87$ |
| Interest expenses | 90 | 83 | $\triangle \quad 7$ | 170 |
| Equity in (earnings) losses of affiliates | $\triangle 33$ | $\triangle \quad 35$ | $\triangle \quad 1$ | $\Delta \quad 69$ |
| Decrease (increase) in notes and accounts receivable-trade | $\triangle 2,146$ | $\triangle 1,639$ | 507 | $\triangle 3,720$ |
| Decrease (increase) in inventories | 1, 853 | 426 | $\triangle \quad 1,427$ | 107 |
| Increase (decrease) in notes and accounts payable-trade | 624 | 566 | $\triangle \quad 57$ | 2,113 |
| Other, net | $\triangle \quad 226$ | $\triangle \quad 212$ | 13 | 121 |
| Subtotal | 3, 791 | 1,765 | $\triangle$ 2,026 | 5,200 |
| Interest and dividends income received | 96 | 97 | 1 | 134 |
| Interest expenses paid | $\triangle \quad 92$ | $\triangle 85$ | 7 | $\triangle 161$ |
| Income taxes paid | $\triangle \quad 68$ | $\triangle 1,172$ | $\triangle \quad 1,104$ | $\triangle \quad 204$ |
| Net cash provided by (used in) operating activities | 3, 726 | 605 | $\triangle$ 3,121 | 4, 969 |
| II Investment activities |  |  |  |  |
| Decrease (increase) in time deposits | 4 | - | $\triangle \quad 4$ | 3 |
| Purchase of property, plant and equipment | $\triangle \quad 748$ | $\triangle 1,491$ | $\triangle \quad 742$ | $\triangle 3,687$ |
| Proceeds from sales of property, plant and equipment | 1 | 48 | 47 | 374 |
| Purchase of investment securities |  | $\triangle \quad 352$ | $\triangle \quad 342$ | $\triangle \quad 19$ |
| Proceeds from sales of investment securities | - | 2 | 2 | - |
| Purchase of intangible assets | $\Delta \quad 13$ | $\triangle \quad 54$ | $\triangle \quad 41$ | $\Delta \quad 38$ |
| Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation | 55 | - | $\triangle \quad 55$ | 46 |
| Purchase of investments in capital of subsidiaries | $\triangle 122$ | - | 122 | $\triangle 122$ |
| Decrease (increase) in other investments | 4 | $\triangle \quad 51$ | $\triangle \quad 56$ | 15 |
| Other, net | 0 | $\triangle \quad 5$ | $\triangle$ - 5 | $\triangle \quad 24$ |
| Net cash provided by (used in) investment activities | $\triangle 828$ | $\triangle 1,905$ | $\triangle 1,076$ | $\triangle 3,451$ |
| III Financing activities |  |  |  |  |
| Net increase (decrease) in short-term loans payable | $\triangle 1,633$ | 2, 000 | 3,633 | $\triangle \quad 978$ |
| Proceeds from long-term loans payable | - | - | - | 273 |
| Repayment of long-term loans payable | $\triangle 192$ | $\triangle \quad 675$ | $\triangle \quad 483$ | $\triangle 428$ |
| Purchase of treasury stock |  |  | 0 | $\triangle$ - 0 |
| Cash dividends paid | $\triangle 201$ | $\triangle \quad 261$ | $\triangle \quad 60$ | $\triangle \quad 443$ |
| Cash dividends paid to minority shareholders | - | - | - | $\triangle \quad 64$ |
| Net cash provided by (used in) financing activities | $\triangle 2,027$ | 1,062 | 3, 090 | $\triangle 1,642$ |
| IV Effect of exchange rate change on cash and cash equivalents | 29 | $\triangle \quad 72$ | $\triangle \quad 101$ | 57 |
| V Net increase (decrease) in cash and cash equivalents | 899 | $\triangle \quad 309$ | $\triangle \quad 1,209$ | $\triangle \quad 67$ |
| VI Cash and cash equivalents, Beginning of term | 6,812 | 6,745 | $\triangle \quad 67$ | 6,812 |
| VII Cash and cash equivalents, End of term | 7, 712 | 6, 436 | $\triangle \quad 1,276$ | 6,745 |


[^0]:    * Some manufactures belonging to the business segment have been restructured from 1st Quarter. The amounts for FY2010(2Q) and FY2010 stated above have been modified to reflect the operating results based on the business segment after the change.

