

May 28, 2013

Overview of Closing Accounts of Fiscal 2012 and Prospective Performance of Fiscal 2013

Fiscal 2012 [April 1, 2012 – March 31, 2013]

Representative Director and President Akio Kohri

Contents



- 1. Fiscal 2012 Consolidated Performance
- 2. Progress of the Mid-Term Management Plan "STEP 3000"
- 3. Fiscal 2013 Prospective Performance
- 4. Business Strategy
- 5. Creation of New Businesses
- 6. For Your Reference
 - > Overseas Sales

Fiscal 2012 Consolidated Performance



Consolidated data

(Unit: 100 million yen)

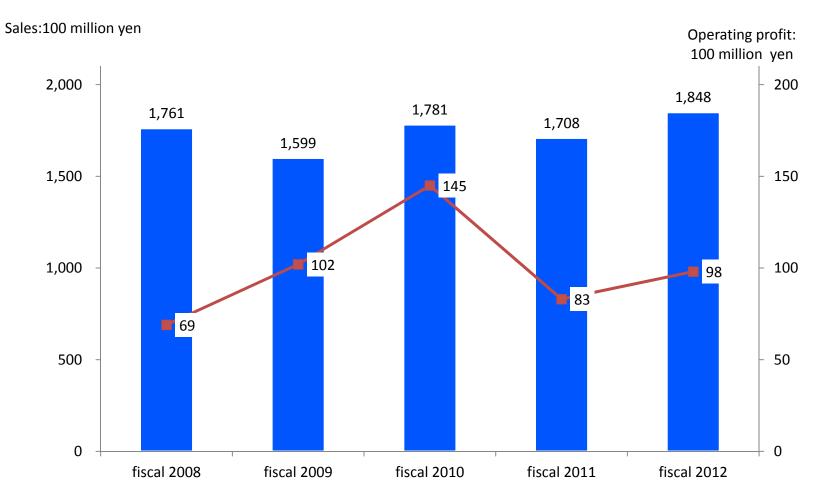
	fiscal 2011	fiscal 2012	Increase/decrease	Increase/decrease ratio (%)
Sales	1,708	1,848	140	8.2
Operating profit	83	98	15	18.1
Current profit	86	113	26	31.2
Net profit of the term	37	76	38	100.6
Net profit per share (yen/share)	36.8	73.7		
Dividend	¥22	¥22		

- We achieved an increase in both income and profit as compared with the previous year because we promoted the sales of competitive strategic products, acquired new customers and significantly improved the profitability of our food business.
- According to our mid-term management plan "STEP 3000," we made strategic overseas investments toward future growth and worked to expand and reinforce our business operations.
 - In chemical operations, we purchased PVC stabilizer operations through our subsidiary in the U.S. and established a subsidiary in Brazil. In food operations, we set up a joint venture in Malaysia to manufacture and sell processed fat and started the construction of a plant. Including the venture, we promoted overseas investments.
 - We completed a new research facility at Urawa R&D Laboratory, which serves as the global technical center for polymer additives. With this new research facility, we can now research and develop competitive products more quickly.
 - We reduced our chlor-alkali operations and withdrew our capital investment from three joint ventures in Kashima in order to proceed with the selection and concentration of operations.

Trends in Consolidated Performance







Fiscal 2012 Consolidated Performance (Figures)



(Unit: 100 million yen)

olidated (Unit: 100 million yen)				
data	fiscal 2011	fiscal 2012	Increase /decrease	Increase /decrease ratio (%)
Sales	1,708	1,848	140	8.2
Electronics and IT materials	181	200	18	10.3
Functional chemicals	790	886	96	12.2
Commodity chemicals	198	171	△ 26	△ 13.5
Chemicals	1,171	1,259	87	7.5
Food products	492	535	42	8.7
Other	43	53	9	22.7
Operating profit	83	98	15	18.1
Electronics and IT materials	30	27	Δ3	△ 10.2
Functional chemicals	45	49	3	7.6
Commodity chemicals	0	Δ3	Δ3	-
Chemicals	77	73	Δ3	△ 4.5
Food products	0	19	18	2758.0
Other	5	5	Δ 0	Δ 2.3

(Note) The amounts are indicated after rounding off figures less than 100 million yen.

Electronics and IT materials





Electronics and IT materials (increase in sales but decrease in profit)

- 1. Semiconductor materials, mainly high dielectric constant materials used in leading-edge semiconductor memories, sold well throughout the year, but saw declines in sales prices due to price competition.
- 2. Photosensitive materials used for optical films and photoresist materials, etchants for electronic circuit boards used for touch panels, and other competitive original products achieved sales growth.
- 3. Materials used for flat-panel displays enjoyed steady sales thanks to growing sales of smartphones and tablet computers.

	fiscal 2011	fiscal 2012	Increase/decrease
Sales	181	200	18
Operating profit	30	27	Δ3

Functional Chemicals



Consolidated data

Functional chemicals (increase in both sales and profit)

- 1. For polymer additives, light stabilizers as well as PVC plasticizers and stabilizers achieved sales growth thanks to recovering automobile production, but were considerably affected by the production adjustments of our customers in the second half of the year.
- 2. For surface active agents, additives for cosmetics and paint achieved sales growth, mainly in overseas markets.
- 3. Lubricant additives achieved sales growth thanks to enhanced consumer awareness of fuel efficiency and acquisition of new customers (mainly overseas).
- 4. Functional resins, mainly those for construction materials, showed steady sales.

	fiscal 2011	fiscal 2012	Increase/decrease
Sales	790	886	96
Operating profit	45	49	3

Commodity Chemicals



Consolidated data

Commodity chemicals (decrease in sales and operating loss)

- Propylene glycols suffered from sluggish sales due to lower demand and higher prices of raw materials.
- 2. Although the sales volumes of hydrogen peroxide and its derivatives increased from the first half which was affected by the disaster, they remained sluggish due to the continuing slump in the paper and pulp market.
- 3. We curtailed our sales activities of caustic soda and other electrolysis-related products for our withdrawal of investment from three joint ventures in Kashima.

	fiscal 2011	fiscal 2012	Increase/decrease
Sales	198	171	△ 26
Operating profit	0	Δ 3	Δ3

Food products



Consolidated data

Food products (increase in sales and profit)

- 1. Modified fat (such as margarine for business use) and processed foods (such as whipping cream), mainly rich butter-flavored margarine and highly functional creams that melt in your mouth, both of which meet customer needs, achieved growth in sales volume as demand for low-priced products was increasing among consumers.
- 2. Both the sales and profit of our food business increased from the first half which had been greatly affected by the disaster.

	fiscal 2011	fiscal 2012	Increase/decrease
Sales	492	535	42
Operating profit	0	19	18



PROGRESS OF THE MID-TERM MANAGEMENT PLAN "STEP 3000"

Progress of the Mid-Term Management Plan "STEP 3000"



Basic Policies and Goals

Global operations

Expanding globalization and accelerating localization

Human Resources

Developing globally competitive and strategically-minded human resources

Creation of Value

Increasing our presence through closer relations with our customers

Technology

Encouraging innovation by taking our fundamental and core technologies to higher levels of sophistication

Investment

Making active investments, including mergers and acquisitions, to grow business in our strategic areas

I -1. Global operations



> Expansion of Overseas Business [U.S.]

■ Establishment of a company manufacturing and selling polymer additives

(Included in the scope of consolidation from the second quarter of fiscal 2012)

Corporate name : AM STABILIZERS CORPORATION

Wholly owned subsidiary of our consolidated subsidiary Amfine

Chemical Corporation

Location : Indiana

Date of establishment : May 2012

Business : Manufacturing and sale of polymer additives such as PVC stabilizers

(Halstab)

Sales : About 3 billion yen/ per year

■ Purchase of PVC stabilizer operations (Halstab Division) from Hammond Group Inc. (June 2012)

We will enter new markets and business areas in the world as well as in the U.S. by combining our technological strengths, products, and sales networks with those of Hammond's stabilizer operations.

I -2. Global operations



> Expansion of Overseas Business

[Brazil]

■ Establishment of a local subsidiary

We will expand the sales of polymer additives and other products in automobile and electronics markets in South America, mainly Brazil.

Corporate name : ADEKA BRASIL LTDA.

Start of operation : April 2013

Location : Sao Paulo

Business : Sales support and market cultivation for the ADEKA Group's

products (such as polymer additives, lubricant additives, and IT and

electronic products)

I -3. Global operations



> Expansion of Overseas Business

[Malaysia]

■ Establishment of a food joint venture and start of plant construction

We established a joint venture with the IOI Group* to accelerate the continued expansion of our food operations in Southeast Asia, a region with potential for economic growth.

Corporate name : ADEKA FOODS (ASIA) SDN. BHD.

Location : Johor

Time of establishment: November 2012

Start of operation scheduled for June 2014

Business : Manufacturing and sale of margarine, shortening

and other food products

Partner : IOI Corporation Berhad (IOI Group)

Sales target : About 4 billion yen (for Fiscal 2016)

^{*} One of the leading conglomerates in Malaysia (extraction and refinement of palm oil, plantations and real estate)

II. Technology



> Enhancement of Technological Capabilities

■ Completion of a new research facility at Urawa R&D Laboratory (June 2012)

As the global technical center of our global polymer additive operations, this fullyequipped new research facility will facilitate our development of new products.

■ Expansion of the R&D center in South Korea (April 2013)

We introduced cutting-edge semiconductor characterization equipment and increased personnel to enable the center to conduct research and development activities more swiftly than ever.

■ Discussions on the establishment of a R&D center in China

We began discussions on the establishment of a R&D center in China to accurately ascertain local information and needs and build a system for timely product development in this large market.

Ⅲ. Creation of Value



➤ Contribution to Scientific Progress through Open Innovation

- National projects (two projects)
 - Research on plasmalogens
 Development of new phospholipid foods which have the potential to prevent and treat dementia
 We are conducting joint research with Professor Hara of Hokkaido University.
 - Research on organic thin-film solar batteries
 We are working to reduce the weight and cost of solar battery modules while improving their processability.
- Joint research projects with universities and external organizations (more than 30 projects)
 - Development of diagnostic agents for early discovery of colon cancer (Setsunan University and Vanderbilt University, U.S.)
 - Development of organic dyes for dye-sensitized solar cells (Gunma University and Royal Melbourne Institute of Technology)
 - Development of new polymerization initiators for semiconductor resist (Yokohama National University)

IV. Investment



> Capital Investment (fiscal 2012): 11.4 billion yen

■ Domestic

- Construction of a new research facility in Urawa
- Construction of polymer additive manufacturing equipment

Overseas

Additional installation of semiconductor-related equipment in South Korea

> Establishment of Overseas Subsidiaries

- AM STABILIZERS CORPORATION
- ADEKA BRASIL LTDA.
- ADEKA FOODS (ASIA) SDN. BHD.

V. Human Resources



➤ Development of Globally Competitive Human Resources

- Expansion of the overseas training program
- Invitation of trainees from overseas subsidiaries
- Support for study at domestic and overseas universities

Strategic Hiring

- Hiring of more mid-career employees
- Hiring of international students and employees who have lived overseas before



FISCAL 2013 PROSPECTIVE PERFORMANCE

Fiscal 2013 Prospective Performance



(Unit: ¥100 million)					
solidated	Results in	fiscal 2012	Projections f	or fiscal 2013	Year-on-year
data	1st half		1st half		increase/decrease
Sales	884	1,848	950	2,000	151
Electronics and IT materials	95	200	100	210	10
Functional chemicals	418	886	473	980	93
Commodity chemicals	88	171	90	180	8
Chemicals	602	1,259	663	1,370	111
Food products	257	535	265	570	34
Other	25	53	27	60	6
Operating profit	47	98	56	125	26
Electronics and IT materials	13	27	15	31	4
Functional chemicals	25	49	31	67	17
Commodity chemicals	Δ0	Δ3	0	1	4
Chemicals	38	73	46	99	25
Food products	5	19	8	21	1
Other	2	5	2	5	0
Current profit	44	113	55	128	14
Net profit	24	76	37	86	9
Net profit per share		73.74		83.3	
Dividend	¥11	¥22	¥11	¥22	20



BUSINESS STRATEGY

Business Strategy



Electronics and IT Materials

- For high-dielectric constant materials, we will focus on expanding sales volumes and acquiring new customers in order to maintain our large share in the DRAM market. We will also expand the sales of NAND flash memories and logic semiconductors to promote business expansion.
- We will expand the sales of high-performance photosensitive materials used for optical films and photoresist materials as the smartphone market continues to grow.

Functional Chemicals

- For polymer additives, we will expand the sales of intumescent flame retardants. At the same time, we will expand the sales of high-performance light stabilizers, PVC stabilizers and antioxidants as the automobile-related market recovers. In addition, we will help our new subsidiaries in the Middle East, the U.S. and Brazil contribute to our business operations as early as possible.
- We will expand the overseas sales of lubricant additives, reactive emulsifiers and materials for perfumery and cosmetics.

Commodity Chemicals

- For the sales of peroxide products to return to the pre-disaster level, we will expand the sales of high-purity hydrogen peroxide and disinfectants for new applications.
- We will improve the profitability of propylene glycols by thorough management of profit margins.

Food Products

- For domestic operations, we will expand the sales of new products that are more functional, better tasting and safer in order to further expand our market share. At the same time, we will promote cost reduction efforts such as considering product lines.
- We will focus on constructing a new plant in Malaysia and accelerate our overseas operations in cooperation with our subsidiaries in China and Singapore.

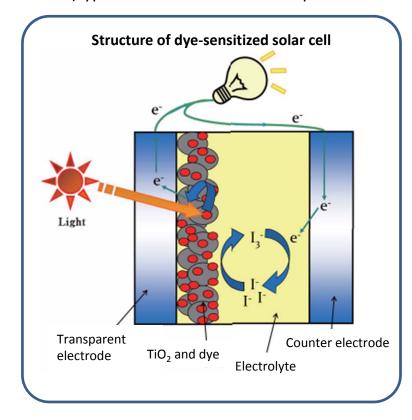
Creation of New Businesses ①

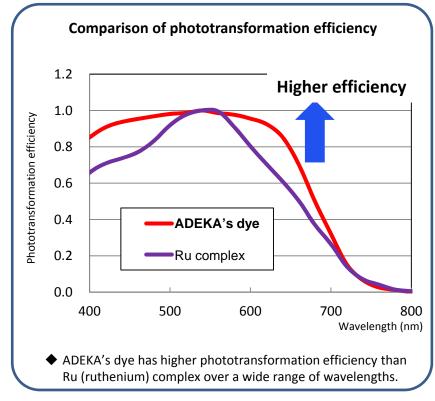


[Environment and Energy Material Laboratory]

Organic Dyes for Dye-Sensitized Solar Cells

- Our non-metal complex organic dyes have high photoabsorption efficiency and phototransformation efficiency. Their durability can be improved because they easily adhere to titanium oxide electrodes.
- We are developing products that can generate power more efficiently than existing products under interior lighting.
 - (Typical indoor solar cell: amorphous silicon solar cell)





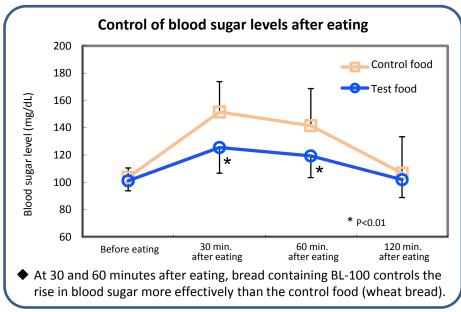
Creation of New Businesses 2

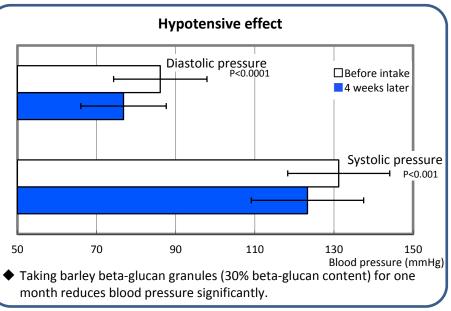


[Life Science Material Laboratory]

> Barley Beta-Glucan

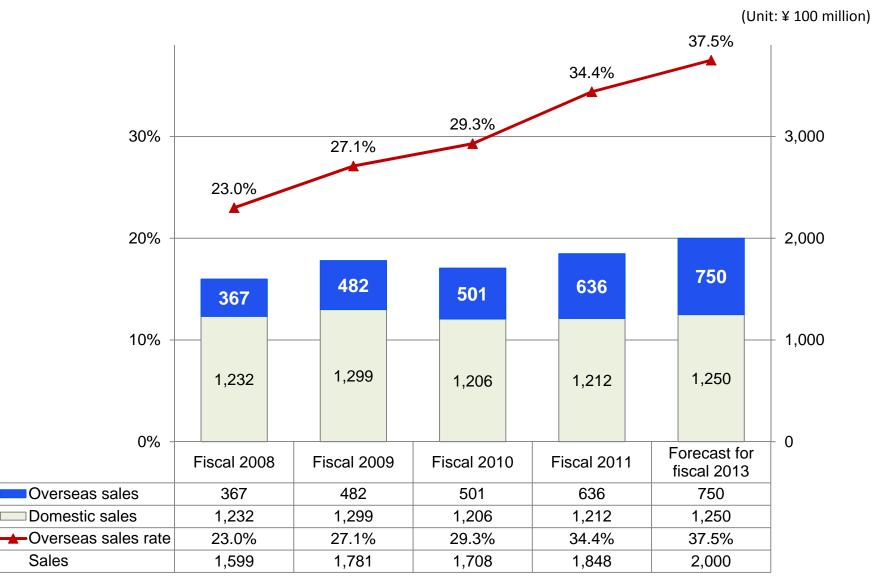
- The barley beta-glucan products we offer include barley flour with a high content of natural beta-glucan (BL-100) and highly water-soluble and purified beta-glucan derived from barley (30 or 70% beta-glucan content).
- Barley beta-glucan products are health-enhancing food materials recognized by the FDA (U.S.) and the EFSA (EU).
- In food functionality evaluation by the Japan Health and Nutrition Food Association, barley betaglucan products are highly rated for three functions: controlling blood sugar levels, lowering blood cholesterol levels and a long-lasting feeling of fullness.
- The hypotensive effect of barley beta-glucan has been confirmed.





Overseas Sales (For your reference)





Supplementary Data for the Fiscal 2012 Closing of Accounts

- I . Supplementary Data for Consolidated Account Closing
- II. Management Indexes, etc.
- III. Reference Data
 - Overview of non-consolidated and consolidated account closing
 - Overview of the ADEKA Group (consolidated subsidiaries & equity method-applicable companies)
 - Core products of each business division

Director and Operating Officer Haruhiko Tomiyasu

I . Supplementary Data for the Consolidated Closing of Accounts

I -1. Consolidated Balance Sheet



		(Unit: ¥ million)	(Uı	nit: ¥ million)
	As of Mar 31,	As of Mar 31,	Annual	POINT(1)	
	2012	2013	increase	In any and the summent and the	
Assets				Increase in current assets	
Current assets ①	110,009	116,293	6,284	Increase in cash and deposit	3,409
Fixed assets	100,757	106,311	5,553	Increase in inventories	3,179
Tangible fixed assets ②	68,582	71,983	3,400	increase in inventories	3,173
Intangible fixed assets	3,237	3,471	233		
Investment and other assets ③	28,937	30,856	1,919	POINT②	
Total assets	210,766	222,604	11,837	Increase in tangible fixed assets	
Liabilities				Increase in huildings and	
Current liabilities ④	60,820	55,099	△ 5,720	Increase in buildings and structures	2,102
Long-term liabilities ⑤	21,345	30,277	8,931	Structures	
Total liabilities	82,166	85,376	3,210		
Net assets				POINT③	
Shareholders' equity	122,826	128,260	5,434	Increase in investments and other assets	<u> </u>
Capital stock	22,899	22,899		Increase in investment securities	1,028
Capital surplus	19,925	19,925	— — — — — — — — — — — — — — — — — — —	increase in investment securities	1,020
Retained earnings	80,225	85,660	5,434		
Treasury stock	△ 224	△ 224	△0	POINT4	
Accumulated other comprehensive				Decrease in current liabilities	
income	2,422	4,819	2,396		
Valuation difference on available	004	4.060	000	Decrease in long-term debts to be repaid within one year	5 205
-for-sale securities	984	1,868	883	to be repaid within one year	5,395
Reserve for land revaluation	3,791	3,697	△ 94		
Translation adjustment	△ 2,353	△ 746	1,607	POINT®	
Minority interests	3,351	4,147	796	Increase in long-term liabilities	
Total net assets	128,600	137,227	8,627		
Total liabilities and net assets	210,766	222,604	11,837	Increase in long-term debts payable	8,438

(Note 1) Values are rounded to the nearest million yen.

(Note 2) The accumulated depreciation of tangible fixed assets is 137,615 million yen.

I . Supplementary Data for the Consolidated Closing of Accounts

I -2. Cash Flow Statement (Summary)



(Unit: ¥ million)

	Fiscal 2011 (from April 1, 2011 to March 31, 2012)	Fiscal 2012 (from April 1, 2012 to March 31, 2013)
Cash flows from operating activities (1)	7,751	14,445
Cash flows from investing activities (2)	△4,424	Δ11,903
Cash flows from financing activities	Δ964	173
Effect of exchange-rate changes on cash and cash equivalents	Δ163	739
Net increase/decrease in cash and cash equivalents (increase)	2,199	3,455
Cash and cash equivalents at the beginning of period	23,555	25,755
Cash and cash equivalents at the end of period	25,755	29,210

POINT (1)

The increase in cash inflows from operating activities is mainly due to increased net income before income taxes and decreased accounts receivable.

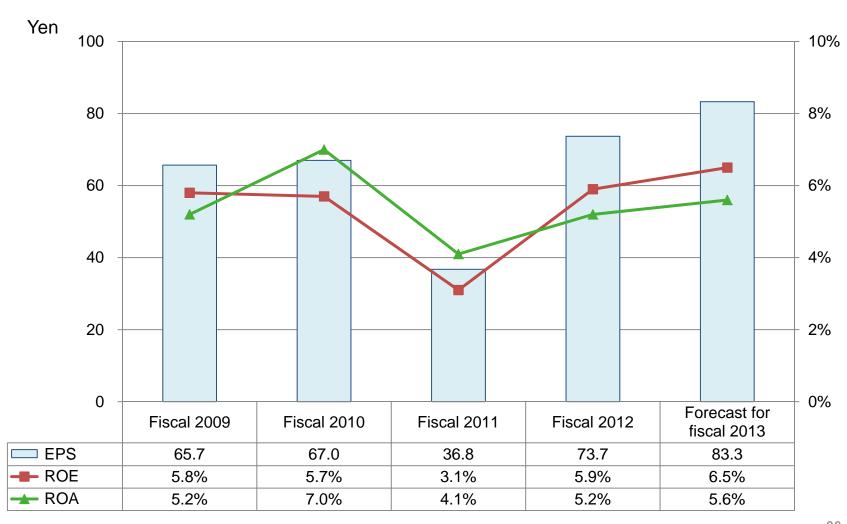
POINT (2)

The increase in cash outflows from investing activities is mainly due to increased cash outflows caused by purchase of tangible fixed assets.

(Note) Values are rounded to the nearest million yen.

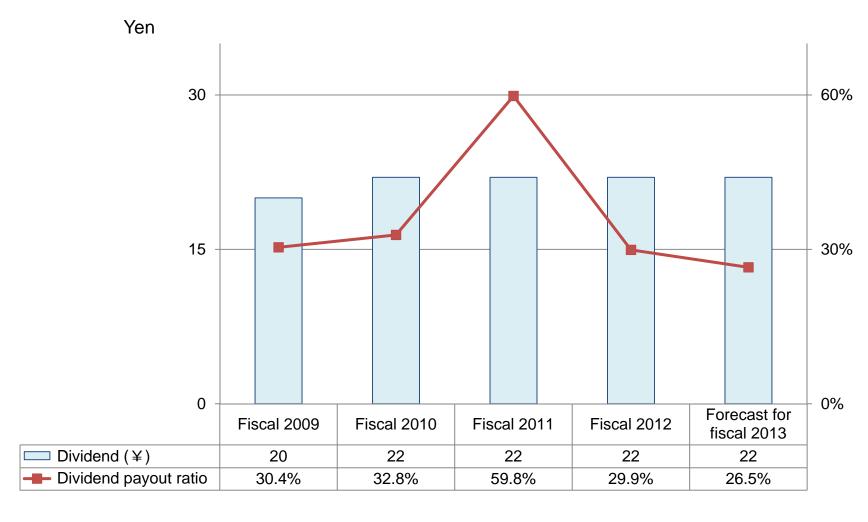
II - 1. Profitability





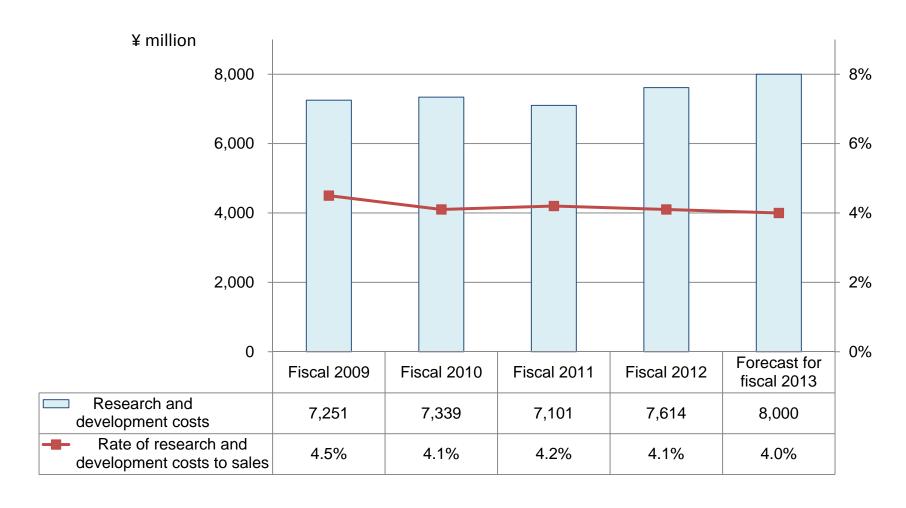
II - 2. Dividend payout ratio and dividends





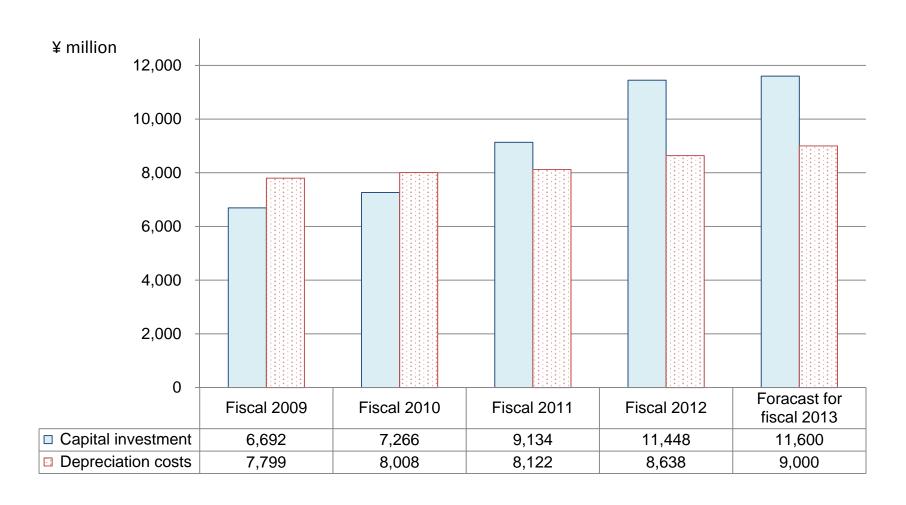
II - 3. Research and development costs





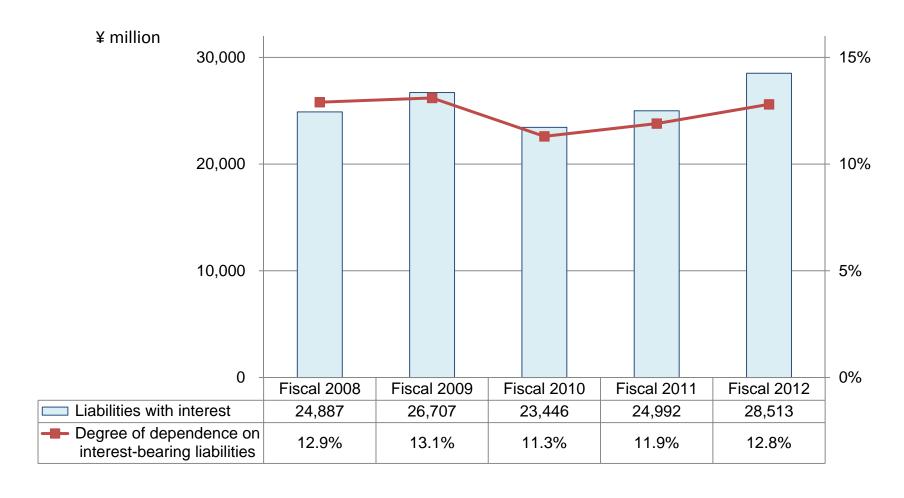
II - 4. Capital investment





II - 5. Interest-bearing liabilities





Ⅲ-1. Overview of non-consolidated and consolidated closing accounts



(Unit: ¥100 million)

Non-consolidated closing of accounts					
	Results in fiscal 2011	Results in fiscal 2012	Increase/ decrease	Increase/ decrease ratio(%)	
Sales	1,131	1,133	1	0.2	
Operating profit	50	61	11	21.8	
Current profit	57	74	17	29.8	
NET profit of the Term	22	47	25	112.5	
NET profit per share of the Term	21.6	45.9			

Domestic companies (10)						
	Results in fiscal 2012 Increase/ decrease ratio(%)					
Sales	693	693	0	0.0		
Operating profit	11 10 \triangle 1 \triangle 11.					

Overseas companies (14)					
	Results in fiscal 2011 Results in decrease Increase/ decre ratio				
Sales	615	789	173	28.2	
Operating profit	23	30	7	32.5	

Consolidation adjustment accounts (deleted)		
	Results in fiscal 2011	Results in fiscal 2012
Sales	△732	△767
Operating profit	Δ1	Δ3

III-2. Consolidated Subsidiaries (10 companies in Japan)



Segment	Consolidated subsidiary	Capital	Controlling share(%)	Line of business
Chemicals	ADEKA CHEMICAL SUPPLY CORP.	¥104million	98.04 (Indirect ownership: 3.61)	Sales of chemical products, and the development, manufacturing and sales of metal processing oils, etc.
Chemicals	ADEKA CLEAN AID CORP.	140million	100.00	Development and sales of kitchen detergents for commercial use, industrial detergents, etc.
Chemicals	OXIRANE CHEMICAL CORP.	600million	50.00	Manufacturing and sales of epoxy elasticizers, etc.
Food products	ADEKA FOOD SALES CORP.	42million	100.00	Sales of edible processed oils and fats for confectionary and breads, and sales of other foodstuffs, etc.
Food products	YONGO CO.,LTD.	18million	90.69	Wholesaling of ingredients for confectionery and bakery business use
Food products	ADEKA FINE FOODS CORP.	50million	100.00	Manufacturing and sales of mayonnaise products, oil and fat processed food products and processed products using seafood.
Food products	UEHARA FOOD INDUSTRY CO.,LTD.	70million	100.00	Manufacturing and sales of flour paste products, bean-jams and retort pouch foods.
Others	ADEKA LOGISTICS CORP.	50million	100.00	General and principal contracting of logistics for the company, warehousing, leasing of vehicles, etc.
Others	ADEKA ENGINEERING & CONSTRUCTION CORP.	130million	100.00	Design, construction, and construction supervision of facility plants, and facilities maintenance.
Others	ADEKA LIFE-CREATE CORP.	65million	90.00 (Indirect ownership: 10.00)	Trading, brokerage and management of real estate, property and life insurance agency, sales in the OA equipment area, and management of buildings and company-owned apartments

III-3. Consolidated Subsidiaries(14 overseas companies)



Segment	Country	Consolidated subsidiary	Capital	Controlling share (%)	Line of business
Chemicals	U.S.	AMFINE CHEMICAL CORP.	US\$16 million	60.00	Manufacturing and sales of polymer additives.
Chemicals	TAIWAN	CHANG CHIANG CHEMICAL CO., LTD.	NT\$30.0 million	50.00	Sales of polymer additives, special elasticizers and similar products.
Chemicals	SOUTH KOREA	ADEKA KOREA CORP.	₩15 billion	100.00	Manufacturing and sale of chemical products
Chemicals	SINGAPORE	ADEKA (ASIA) PTE.LTD.	US\$0.8 million	100.00	Sales of chemical products.
Chemicals	GERMANY	ADEKA Europe GmbH	€0.5 million	100.00	Sales of chemical products.
Chemicals	FRANCE	ADEKA PALMAROLE SAS	€3.0 million	90.00 (Indirect ownership:90.00)	Sales of polymer additives.
Chemicals	TAIWAN	ADEKA FINE CHEMICAL TAIWAN CORP.	NT\$200.0 million	100.00	Manufacturing and sale of liquid crystal panel-related chemicals, and import and sale of chemical products
Chemicals	CHINA	ADEKA (SHANGHAI) CO., LTD.	US\$1.0 million	100.00	Sales of chemical products.
Chemicals	CHINA	ADEKA FINE CHEMICAL (SHANGHAI) CO., LTD.	US\$20.5 million	100.00	Manufacturing and sales of polymer additives, functional resins, electrochemical materials and similar products.
Chemicals	CHINA	ADEKA FINE CHEMICAL (CHANGSHU) CO., LTD.	US\$21.54 million	50.00	Manufacturing and sales of polymer additives.
Chemicals	THAILAND	ADEKA FINE CHEMICAL (THAILAND) CO., LTD.	₿350.0 million	81.00	Manufacturing and sale of chemical products
Chemicals	U.S.	AM STABILIZERS CORP.	US\$8.5 million	60.00 (Indirect ownership:90.00)	Manufacturing and sales of polymer additives.
Food products	SINGAPORE	ADEKA(SINGAPORE)PTE.LTD.	S\$8.0 million	90.00	Manufacturing and sales of edible processed oils and fats, frozen piecrusts and related food products.
Food products	CHINA	ADEKA FOODS (CHANGSHU) CO., LTD.	US\$1,500 million	70.00	Manufacture and sale of edible oil products and processed foods.

AM STABILIZERS CORPORATION has been included in the scope of consolidation since the second quarter of fiscal 2012.

III-4. Equity method-applicable companies



Two equity method- applicable companies	Capital	Controlling share	Line of business
NIHON NOHYAKU CO., LTD.	¥10,939 million	24.17%	Manufacturing and sales of agrichemicals and other products.
CO-OP CLEAN CO., LTD.	¥80 million	46.88%	Development and sales of soap, detergents and similar products.

^{*}We now have two equity method-applicable companies as we sold all of our shares in Kashima Chemical Co., Ltd. in the third quarter of the consolidated fiscal year.

III-5. Core products of each business category **→**



Business category		Core products
reportable segment	Electronics and IT materials	High-purity materials for semiconductors, AFES System and etching agents, Optical hardening resins, Optical recording materials, Imaging materials, and others.
	Functional chemicals	Additives for polyolefins, PVC plasticizers/stabilizers, Flame retardants, Epoxy resins, Polyurethanes, Water-borne resins, Surfactants, Lubricant, Metal working fluid, cosmetic materials, and others.
	Commodity chemicals	Polypropylene glycol, Hydrogen peroxide, Industrial fats and oil-induced products, Water-swelling sealing materials, Silicate-induced products, and others.
	Food products business	Margarines, Shortenings, Oil and fats for chocolate, Oils and fats for frying, Whipping cream, Enriched milk products, Fillings, Frozen pie crusts, Mayonnaise dressing, functional foods, and others.
Other business		Designing of equipment plants, Construction and construction management, Maintenance of equipment, Logistic services, Warehousing, Leasing of vehicles, Real estate and insurance business, and others.

Notice on Forecast Performance and Business Plans



The forecast performance and business plans specified in this document have been prepared based on information available as of the date of publication, as well as on various prerequisites; therefore, the actual results may differ from these forecasts or plans depending on various factors that may arise hereafter.