

NAGASE



Fiscal Year Ended March 2012
**Financial Briefing
Supplemental Data**

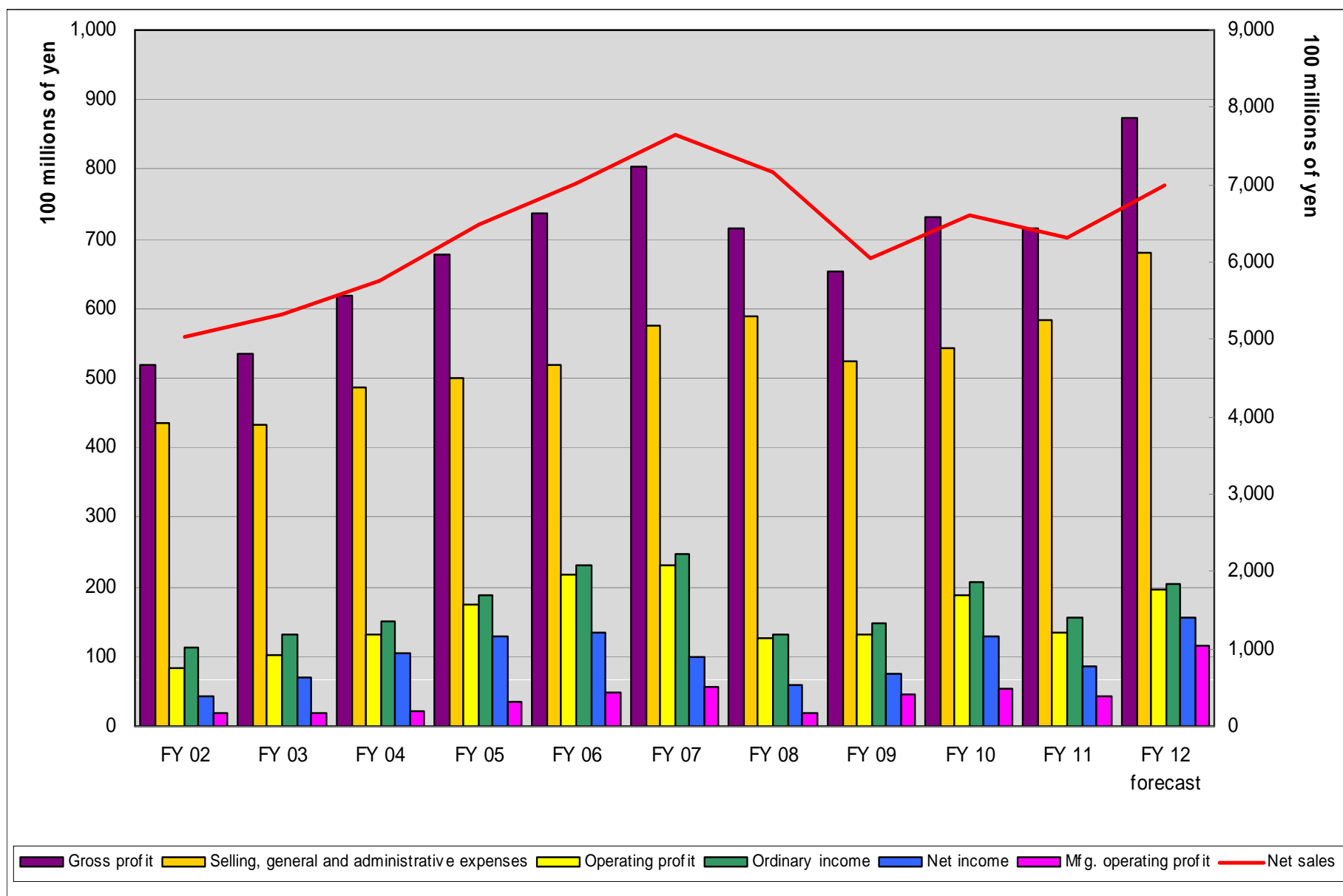
**A Technology and Intelligence Oriented Company
that Turns Wisdom into Business**

**NAGASE & CO., LTD.
May 25, 2012**



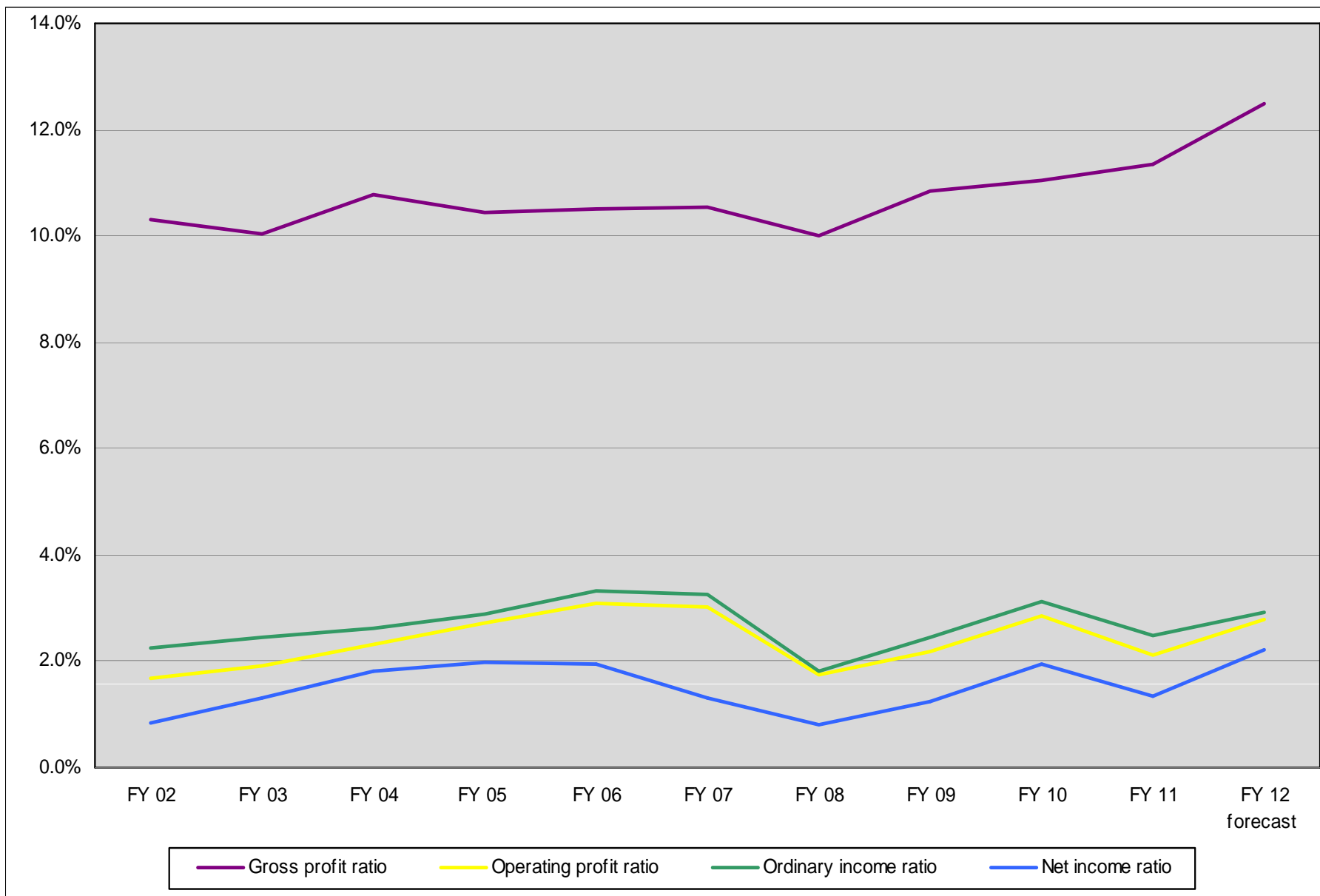
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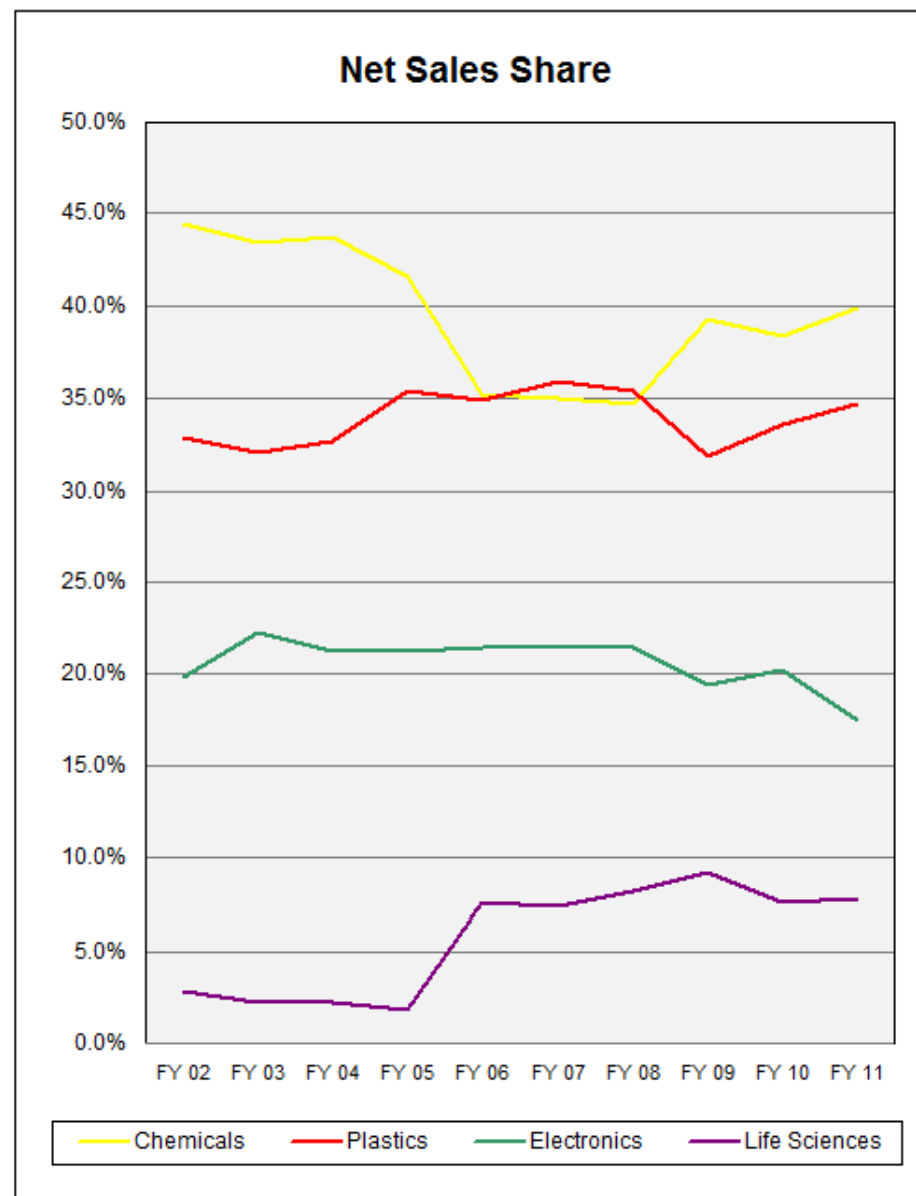
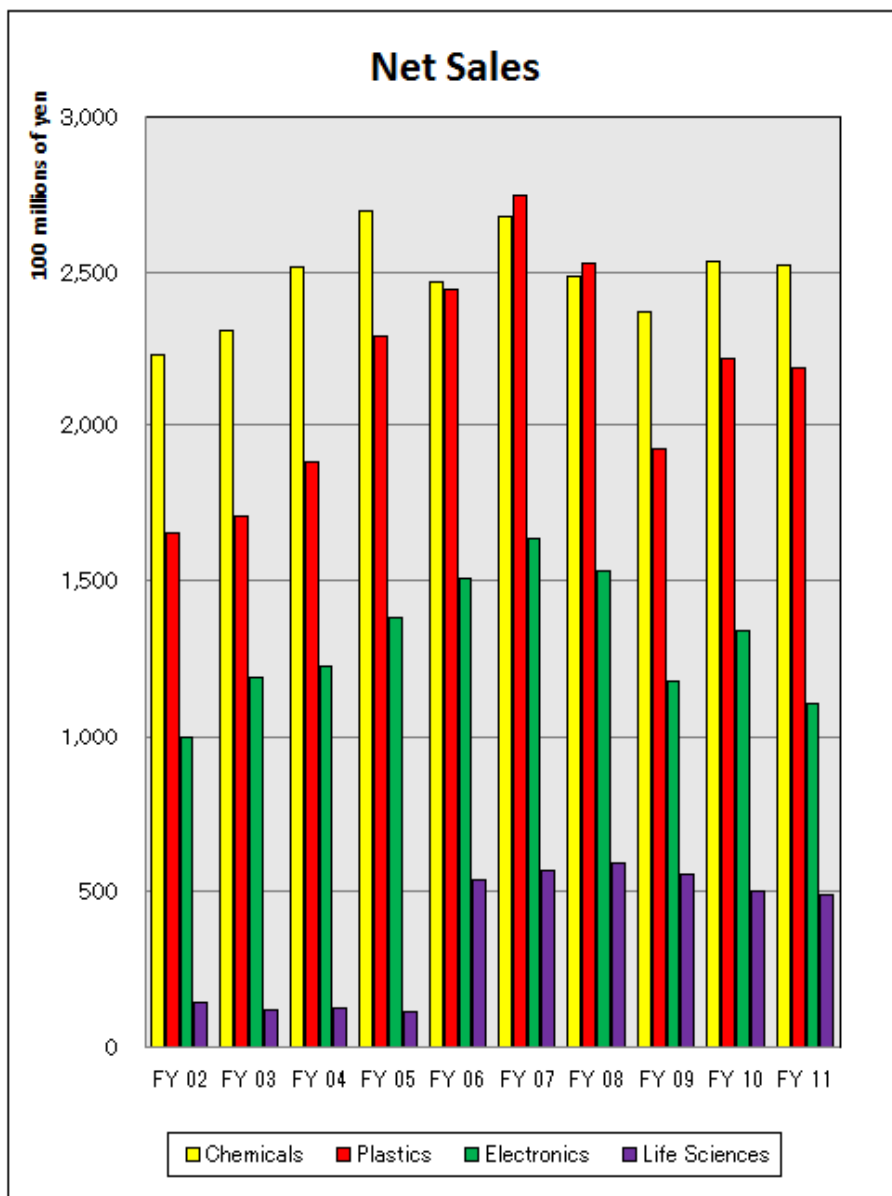


(10 million of yen)

	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12 Forecast
Net sales	50,368.8	53,330.1	57,563.6	64,802.3	70,132.1	76,475.5	71,523.8	60,394.9	66,021.3	63,185.4	70,000.0
Gross profit	5,189.9	5,349.4	6,196.0	6,764.0	7,363.9	80,506	7,152.7	6,541.5	7,300.8	7,162.8	8,750.0
Selling, general and administrative expenses	4,346.6	4,325.0	4,870.4	5,004.3	5,197.0	5,744.3	5,900.4	5,228.6	5,427.6	5,820.0	6,800.0
Operating profit	843.3	1,024.4	1,325.6	1,759.6	2,166.9	2,306.3	1,252.2	1,312.8	1,873.2	1,342.7	1,950.0
Ordinary income	1,128.4	1,311.0	1,515.8	1,,879.8	2,323.1	2,482.3	1,305.2	1,471.2	2,062.5	1,569.0	2,050.0
Net income	418.6	701.0	1,038.4	1,289.2	1,356.7	1,000.5	580.8	753.7	1,282.3	857.0	1,550.0
Mfg. operating profit	180.2	196.3	218.1	359.9	483.5	561.6	194.0	465.1	543.4	420.9	818.9
Mfg. ratio (Operating profit)	21.4%	19.2%	16.5%	20.5%	22.3%	24.4%	15.5%	35.4%	29.0%	31.3%	42.0%

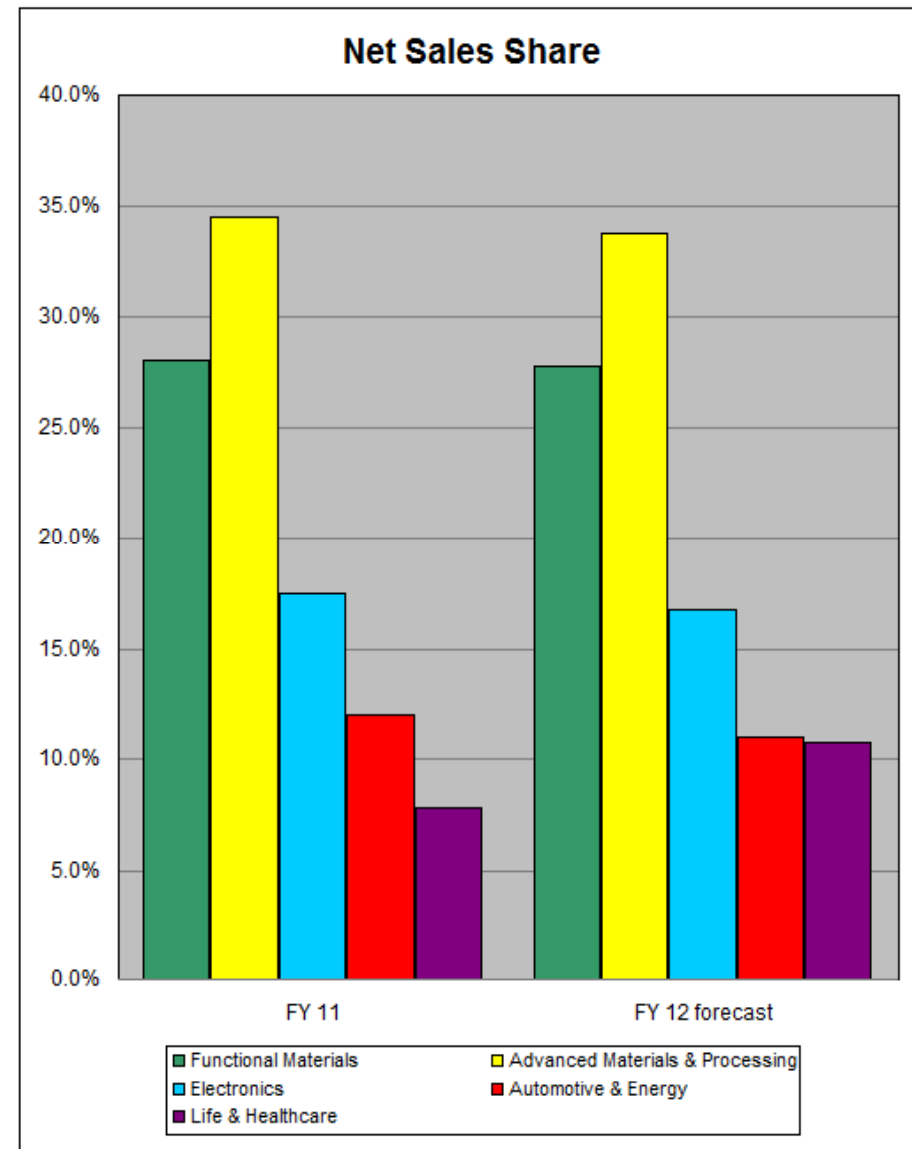
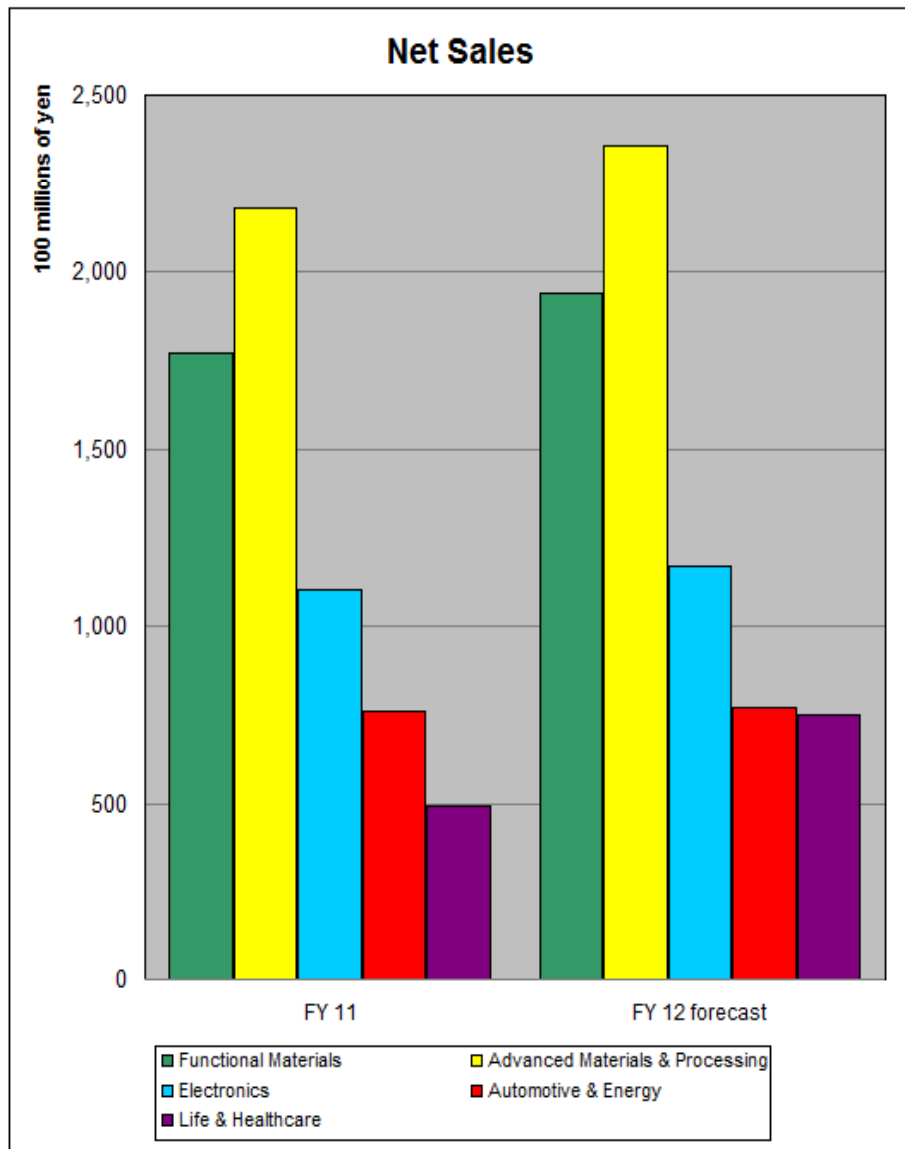


	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12 Forecast
Gross profit ratio	10.3%	10.0%	10.8%	10.4%	10.5%	10.5%	10.0%	10.8%	11.1%	11.3%	12.5%
Operating profit ratio	1.7%	1.9%	2.3%	2.7%	3.1%	3.0%	1.8%	2.2%	2.8%	2.1%	2.8%
Ordinary income ratio	2.2%	2.5%	2.6%	2.9%	3.3%	3.2%	1.8%	2.4%	3.1%	2.5%	2.9%
Net income ratio	0.8%	1.3%	1.8%	2.0%	1.9%	1.3%	0.8%	1.2%	1.9%	1.4%	2.2%



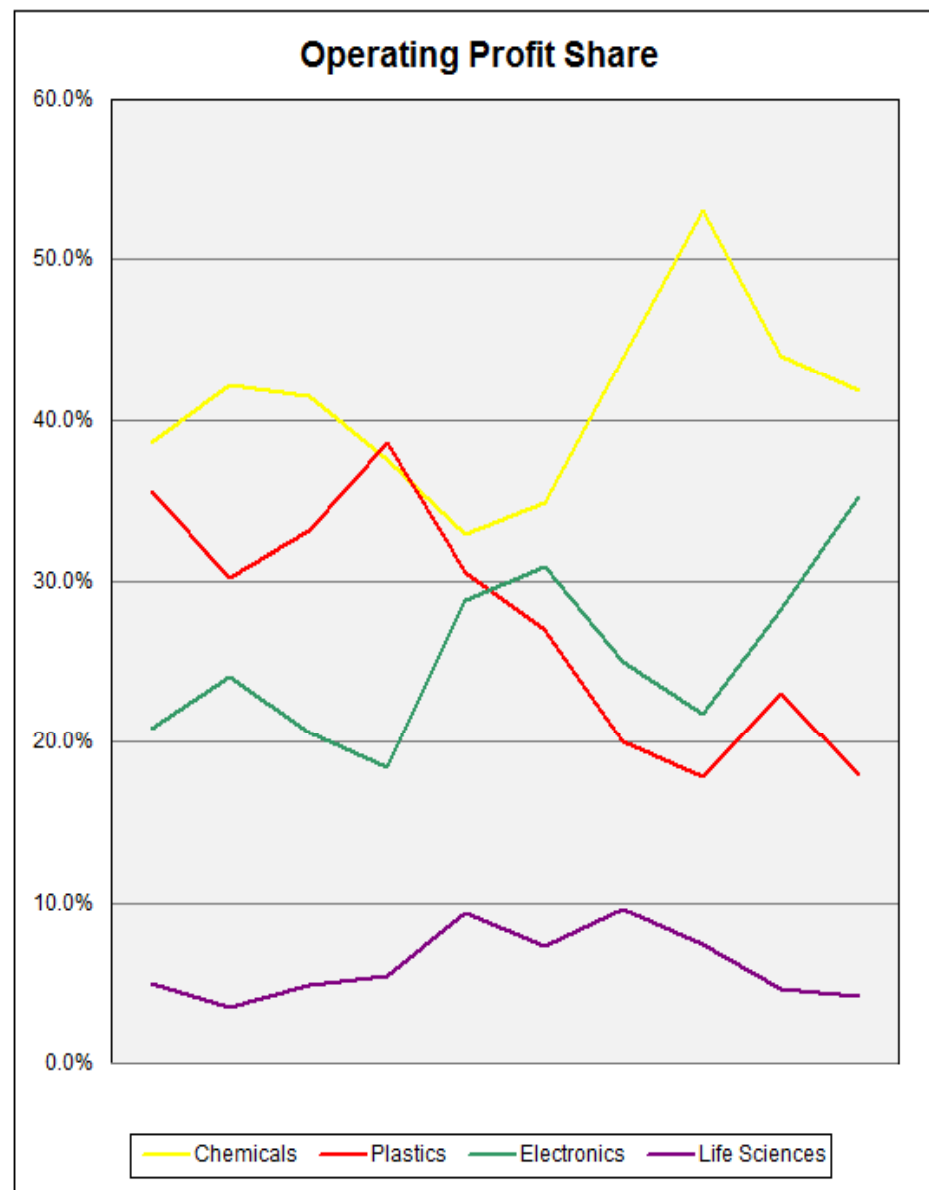
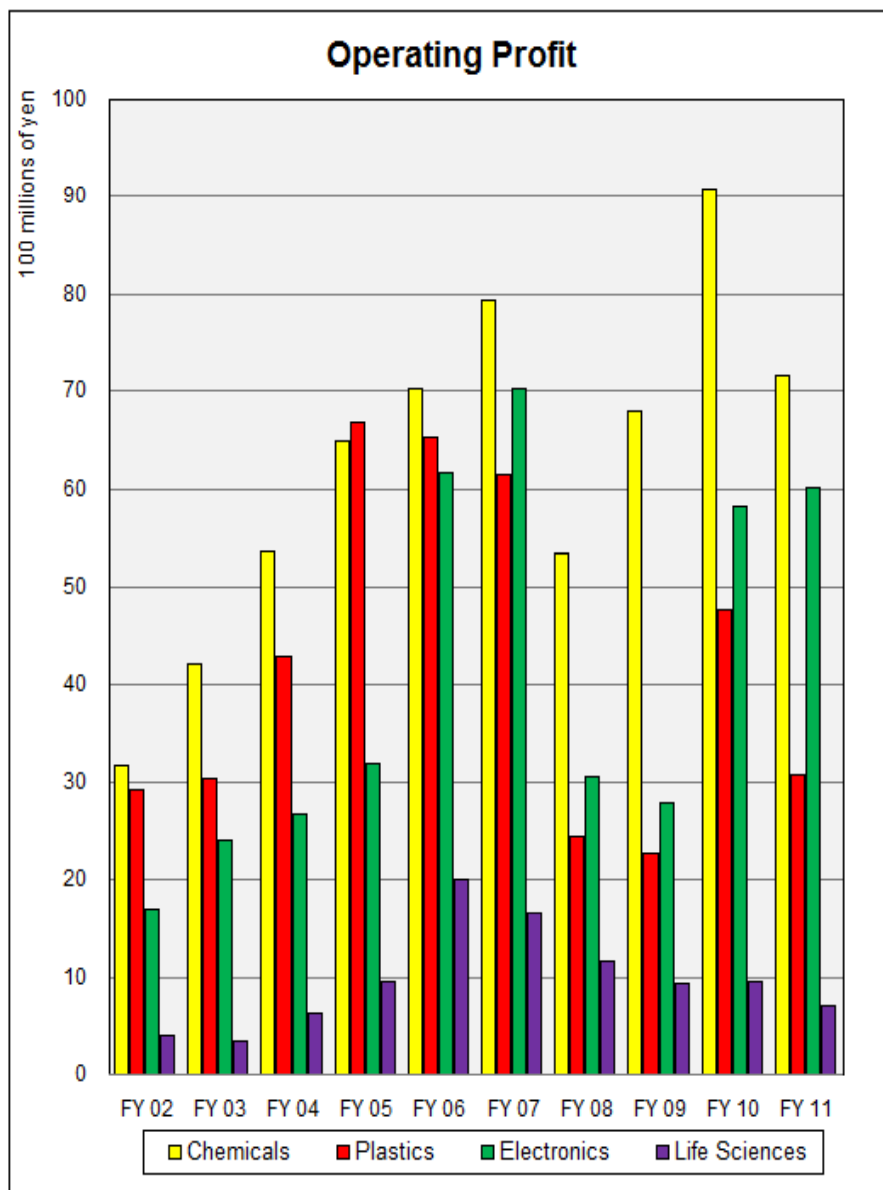
(10 million of yen)

		FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Net Sales	Chemicals	22,365.6	23,136.0	25,172.5	26,926.3	24,709.4	26,783.6	24,846.1	23,712.4	25,329.0	25,194.2
	Plastics	16,581.0	17,099.6	18,845.6	22,927.8	24,468.1	27,466.0	25,302.9	19,256.9	22,210.0	21,920.9
	Electronics	9,975.9	11,897.8	12,263.2	13,786.7	15,079.6	16,383.3	15,325.5	11,759.1	13,364.0	11,051.3
	Life Sciences	1,446.1	1,196.6	1,282.1	1,161.4	5,355.6	5,648.9	5,890.5	5,554.2	5,024.7	4,917.0
	Other	-	-	-	-	519.1	193.4	158.5	112.1	93.4	101.8
	Total	50,368.8	53,330.1	57,563.6	64,802.3	70,132.1	76,475.5	71,523.8	60,394.9	66,021.3	63,185.4
Share	Chemicals	44.4%	43.4%	43.7%	41.6%	35.2%	35.0%	34.7%	39.3%	38.4%	39.9%
	Plastics	32.9%	32.1%	32.7%	35.4%	34.9%	35.9%	35.4%	31.9%	33.6%	34.7%
	Electronics	19.8%	22.3%	21.3%	21.3%	21.5%	21.4%	21.4%	19.5%	20.2%	17.5%
	Life Sciences	2.9%	2.2%	2.2%	1.8%	7.6%	7.4%	8.2%	9.2%	7.6%	7.8%
	Other	-	-	-	-	0.7%	0.3%	0.2%	0.2%	0.1%	0.2%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



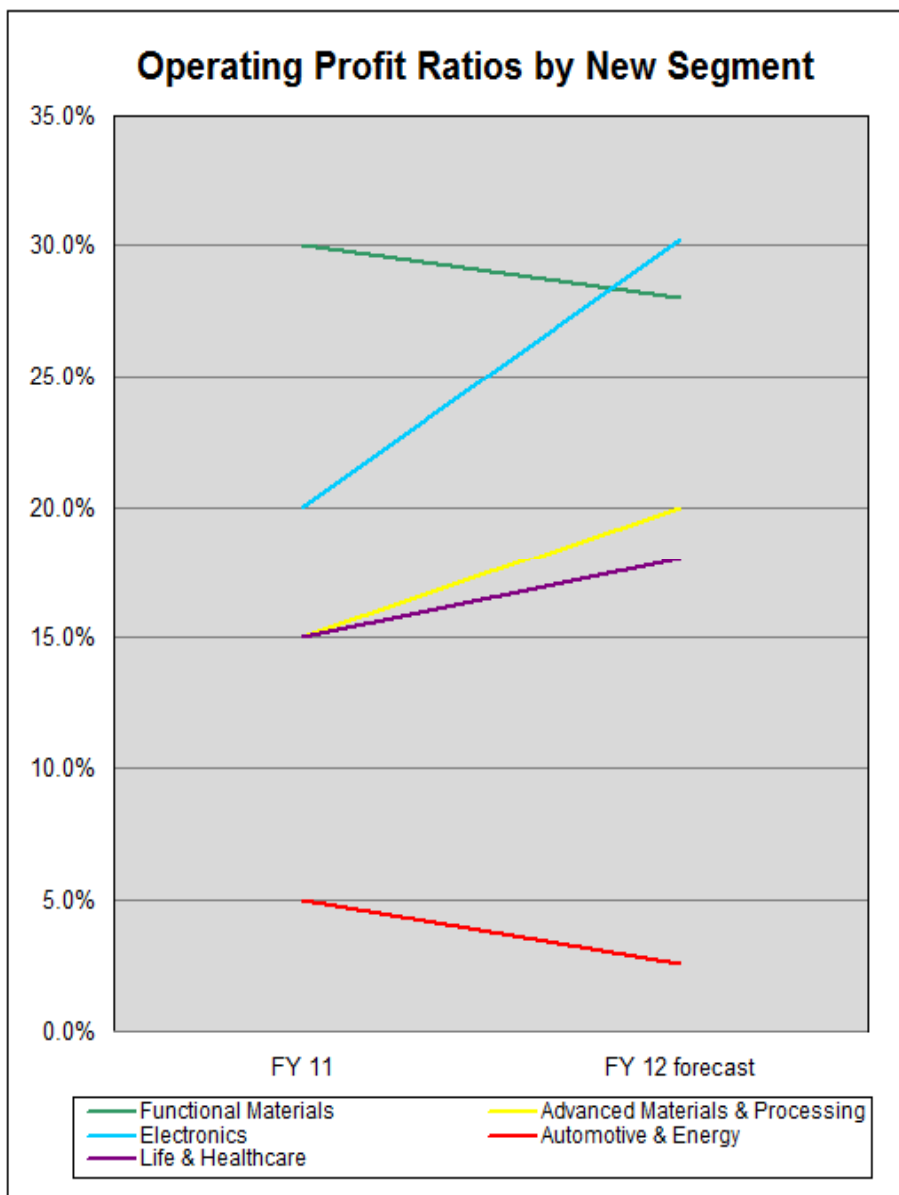
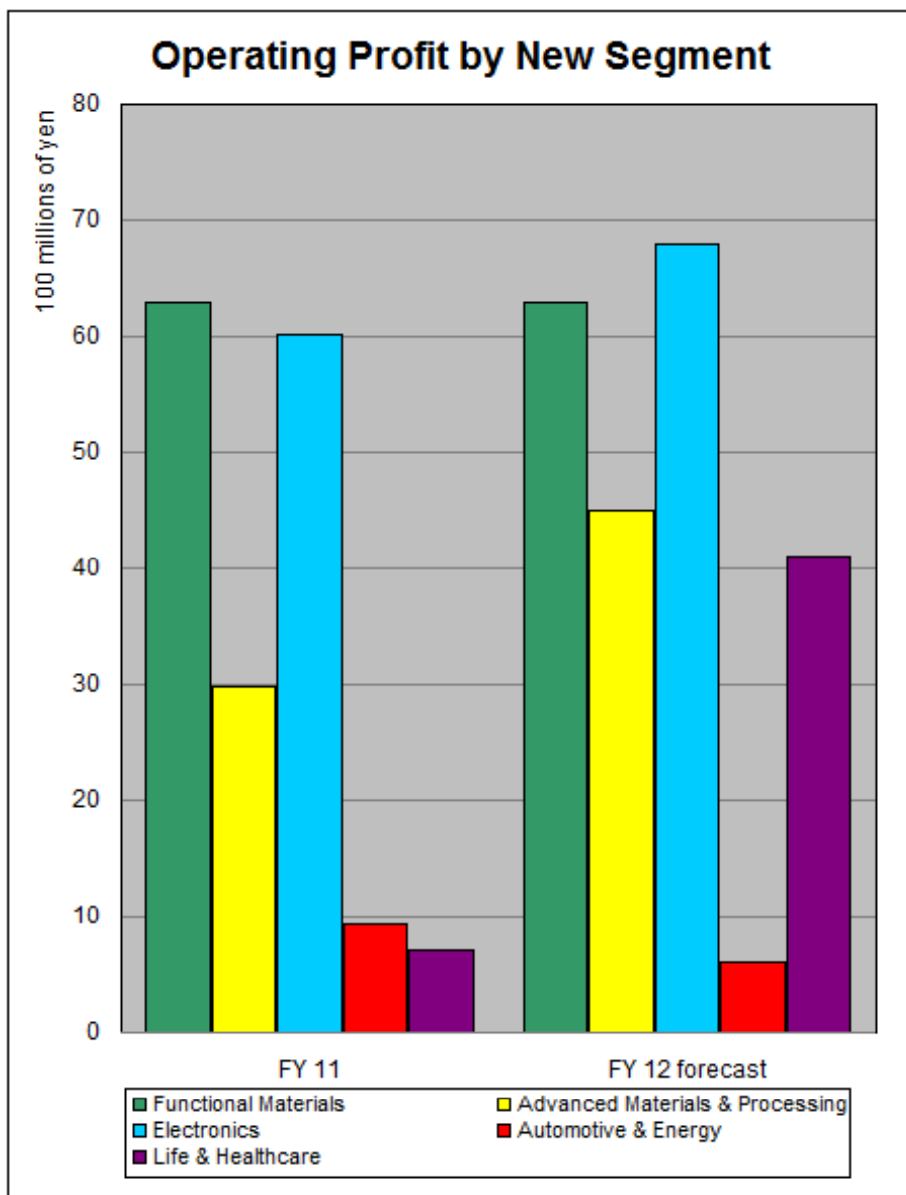
(10 million of yen)

		FY 11	FY 12 Forecast
Net Sales	Functional Materials	17,712.6	19,400.0
	Processing Materials	21,793.0	23,600.0
	Electronics	11,049.6	11,700.0
	Automobiles & Energy	7,611.4	7,700.0
	Life & Healthcare	4,917.0	7,500.0
	Other	101.8	100.0
	Total	63,185.4	70,000.0
Share	Functional Materials	28%	27.7%
	Processing Materials	35.4%	33.7%
	Electronics	17.5%	16.7%
	Automobiles & Energy	12.0%	11.0%
	Life & Healthcare	7.8%	10.7%
	Other	0.2%	0.1%
	Total	100%	100%



(10 million of yen)

		FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Operating profit	Chemicals	316.6	421.4	536.0	649.5	701.5	793.8	534.6	678.7	878.3	715.4
	Plastics	291.8	302.7	428.8	667.7	653.5	613.8	244.3	227.7	476.7	307.1
	Electronics	170.8	241.2	266.9	318.2	616.1	703.1	304.6	277.8	613.7	601.7
	Life Sciences	40.9	34.5	62.4	94.7	200.2	166.9	116.9	94.2	95.6	71.0
	Other	-	-	-	-	-35.8	-4.1	16.2	0.5	1.3	14.1
	Sub total	820.2	999.9	1,294.2	1,730.1	2,135.6	2,273.6	1,216.8	1,279.1	2,065.9	1,709.4
	Corporate/ Eliminations	23.1	24.4	31.3	29.5	31.2	32.6	35.3	33.6	-192.7	-366.7
	Total	843.3	1,024.4	1,325.6	1,759.6	2,166.9	2,306.3	1,252.2	1,312.8	1,873.2	1,342.7
Share	Chemicals	38.6%	42.1%	41.4%	37.5%	32.8%	34.9%	43.9%	53.1%	42.5%	41.9%
	Plastics	35.6%	30.3%	33.1%	38.6%	30.6%	27.0%	20.1%	17.8%	23.1%	18.0%
	Electronics	20.8%	24.1%	20.6%	18.4%	28.8%	30.9%	25.0%	21.7%	29.7%	35.2%
	Life Sciences	5.0%	3.5%	4.8%	5.5%	9.4%	7.3%	9.6%	7.4%	4.6%	4.2%
	Other	-	-	-	-	-1.7%	-0.2%	1.3%	0.0%	0.1%	0.8%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

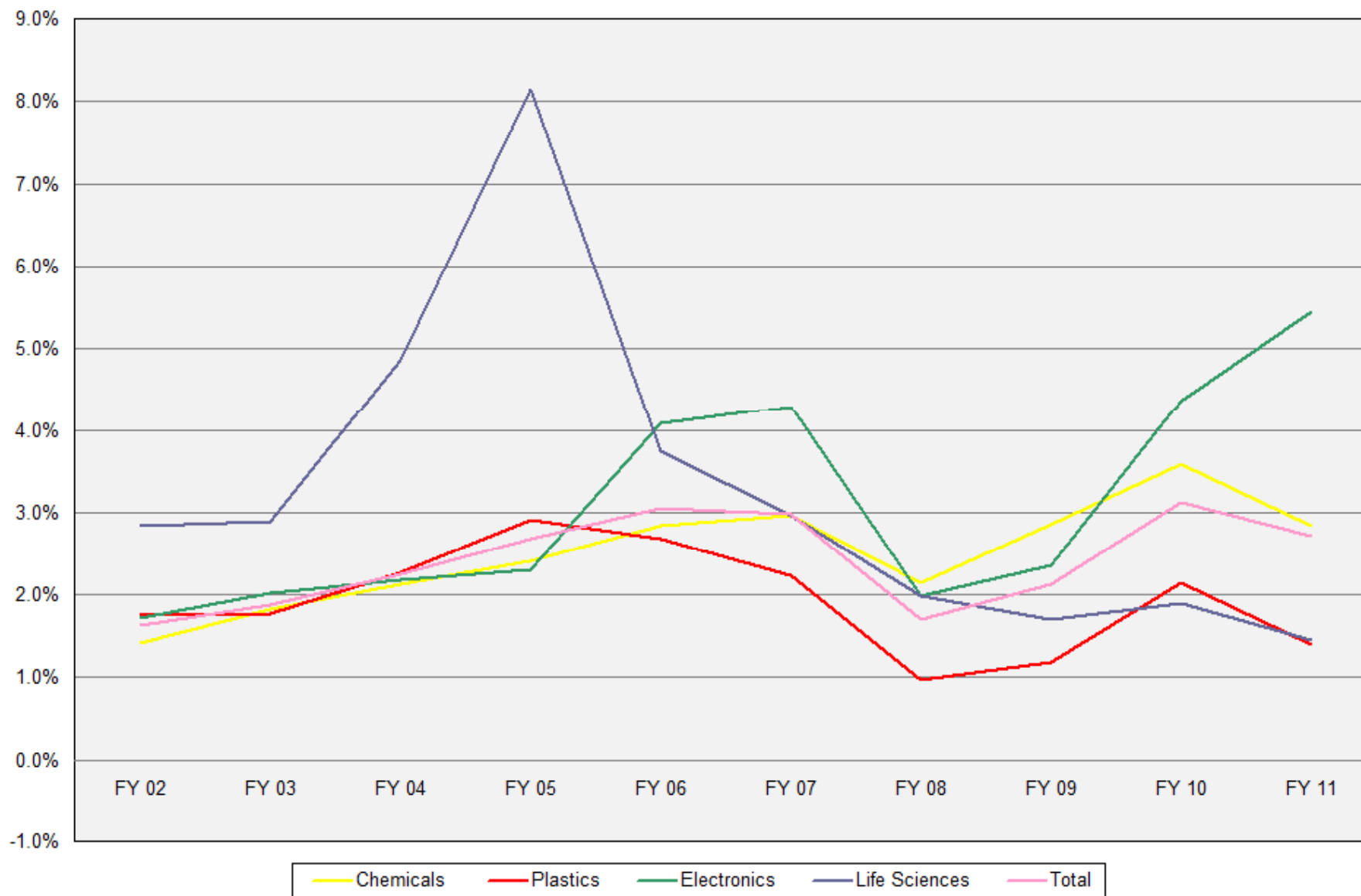


(10 million of yen)

		FY 11	FY 12 Forecast
Operating profit	Functional Materials	628.6	630.0
	Processing Materials	298.0	450.0
	Electronics	601.9	680.0
	Automobiles & Energy	93.6	60.0
	Life & Healthcare	70.7	410.0
	Other	14.1	20.0
	Sub total	1,706.9	2,250.0
	Corporate/Eliminations	-364.2	-300.0
	Total	1,342.7	1,950.0
Share	Functional Materials	46.8%	28.0%
	Processing Materials	17.5%	20.0%
	Electronics	35.3%	30.2%
	Automobiles & Energy	5.5%	2.7%
	Life & Healthcare	4.1%	18.2%
	Other	0.8%	0.9%
	Total	100%	100%

Operating Profit Ratios by Segment

* Fine chemicals business transferred from Chemicals to Life Sciences in fiscal 2006

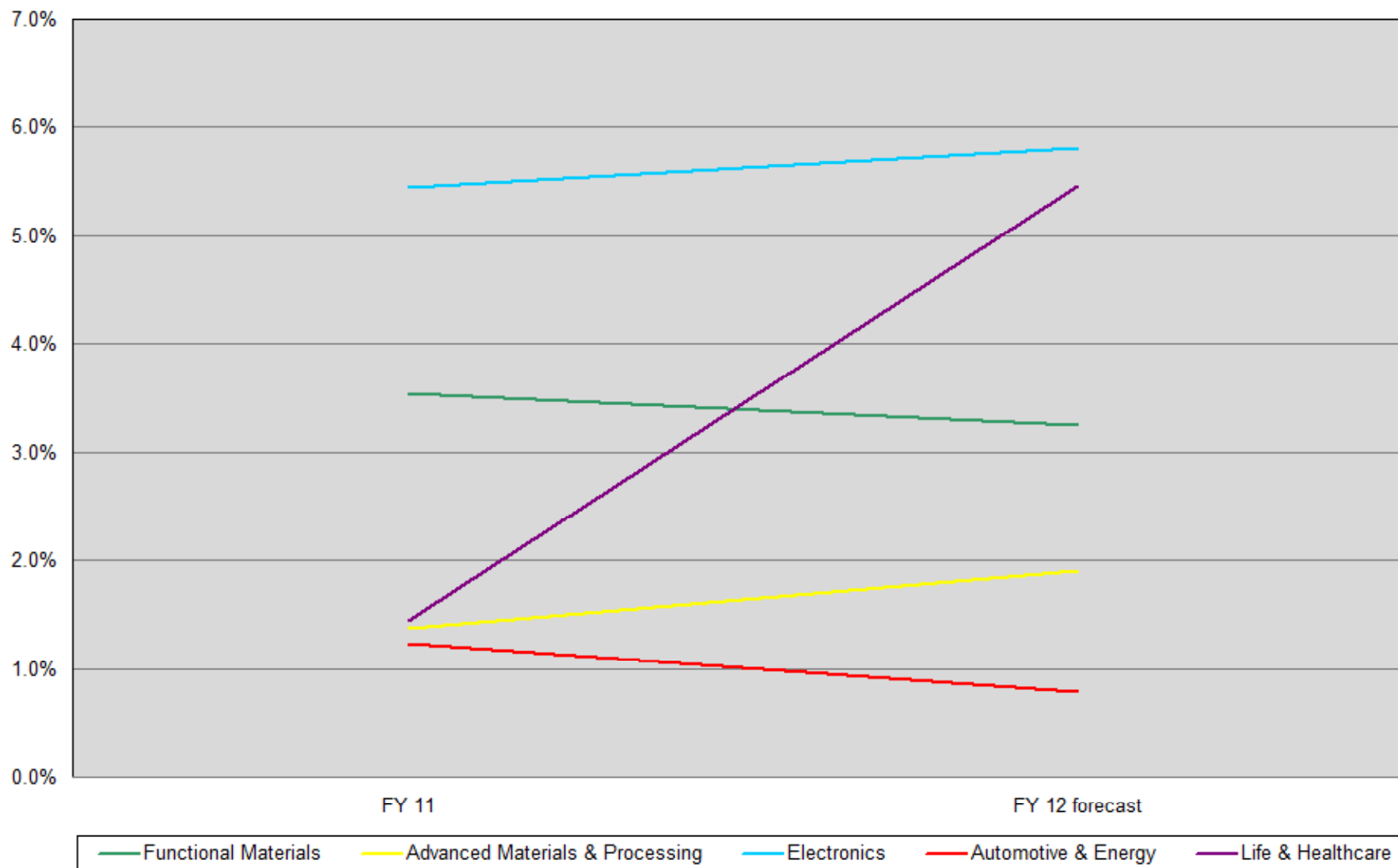


Operating Profit Ratios by Segment

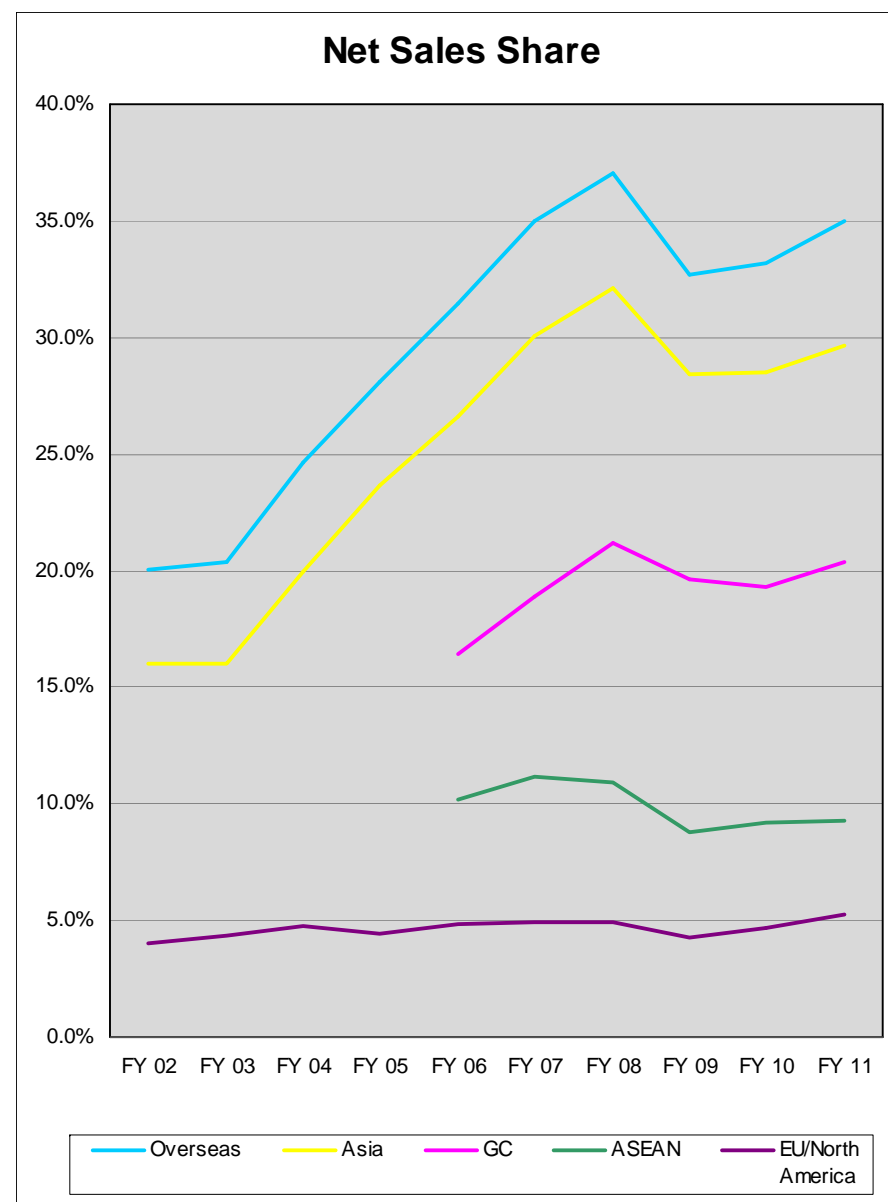
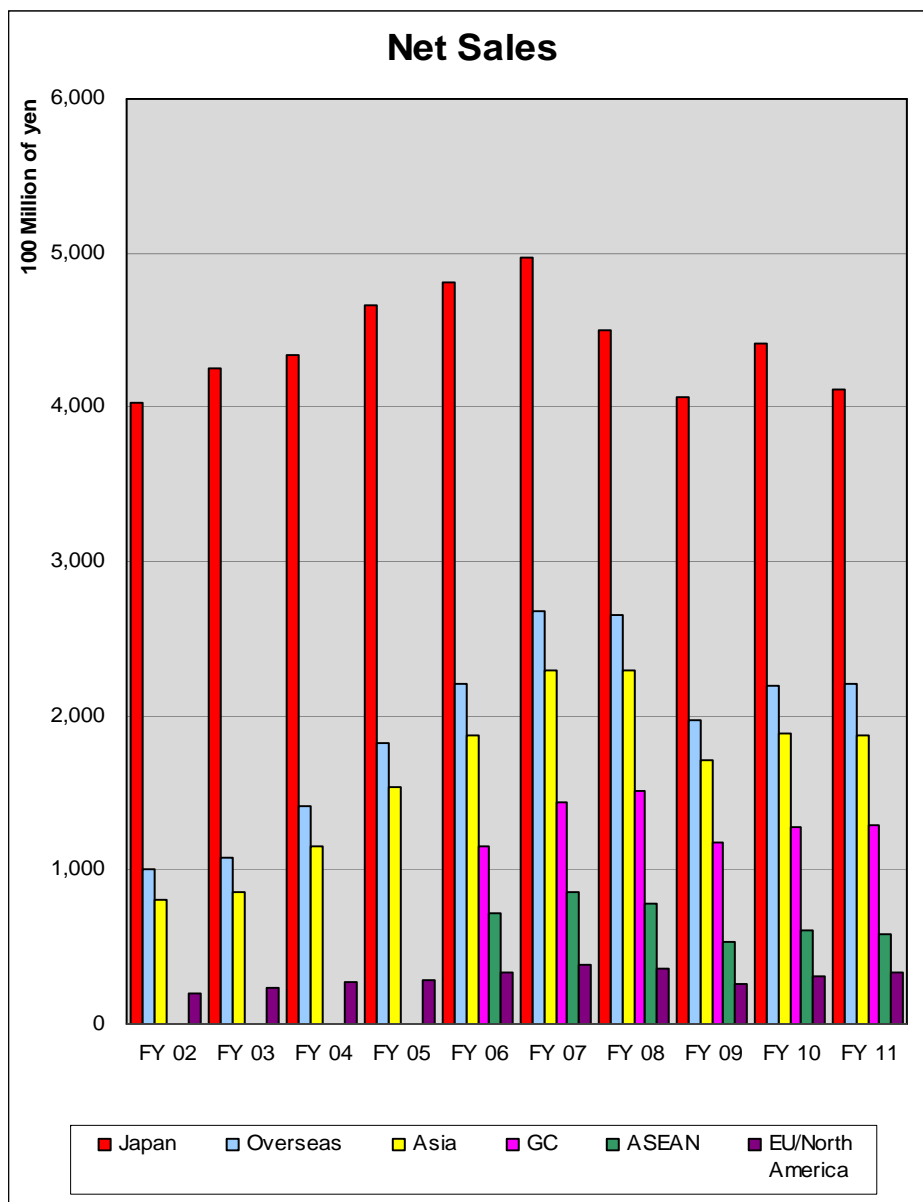
* Fine chemicals business transferred from Chemicals to Life Sciences in fiscal 2006

	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Chemicals	1.4%	1.8%	2.1%	2.4%	2.8%	3.0%	2.2%	2.9%	3.5%	2.8%
Plastics	1.8%	1.8%	2.3%	2.9%	2.7%	2.2%	1.0%	1.2%	2.1%	1.4%
Electronics	1.7%	2.0%	2.2%	2.3%	4.1%	4.3%	2.0%	2.4%	4.6%	5.4%
Life Sciences	2.8%	2.9%	4.9%	8.2%	3.7%	3.0%	2.0%	1.7%	1.9%	1.4%
Other	-	-	-	-	-6.9%	-2.1%	10.2%	0.4%	1.4%	13.9%
Total	1.6%	1.9%	2.2%	2.7%	3.0%	3.0%	1.7%	2.1%	3.1%	2.7%

Operating Profit Ratios by New Segment

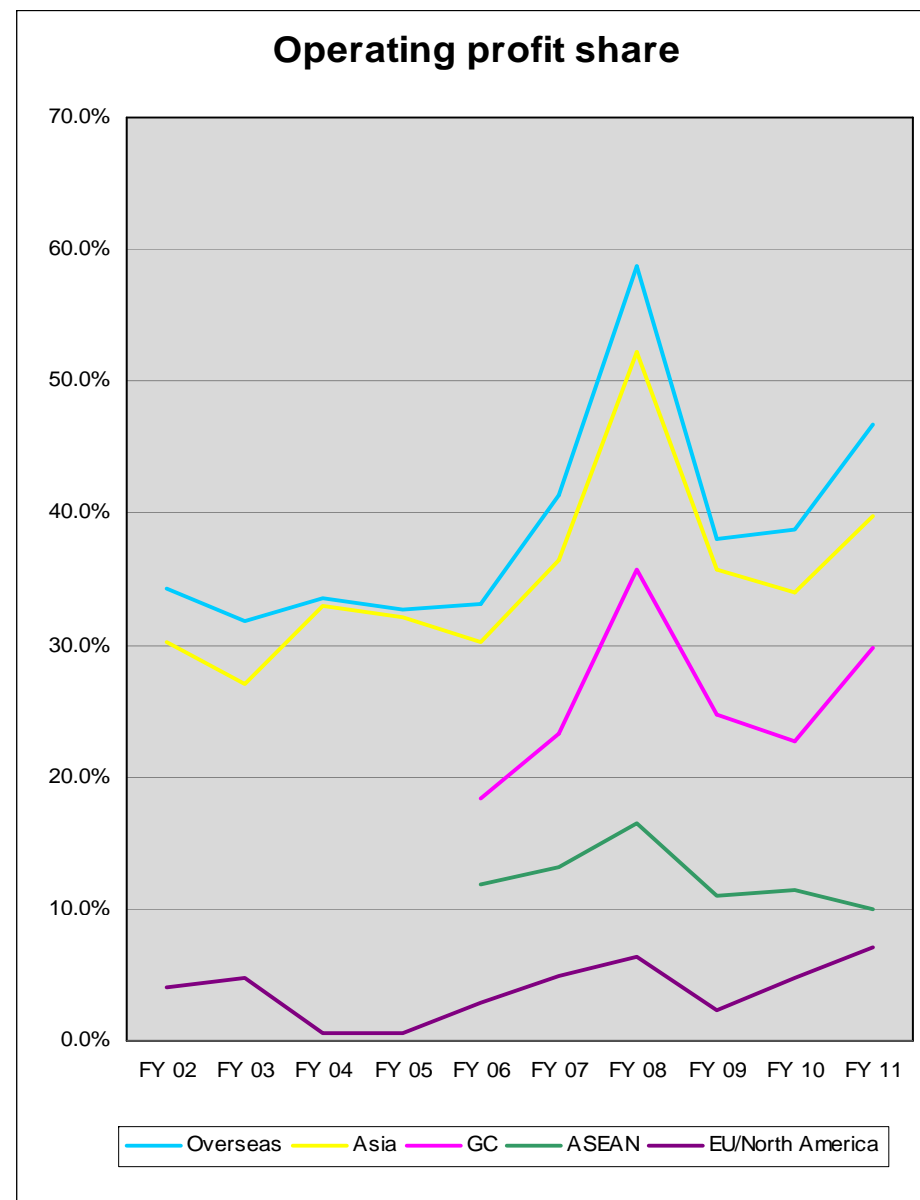
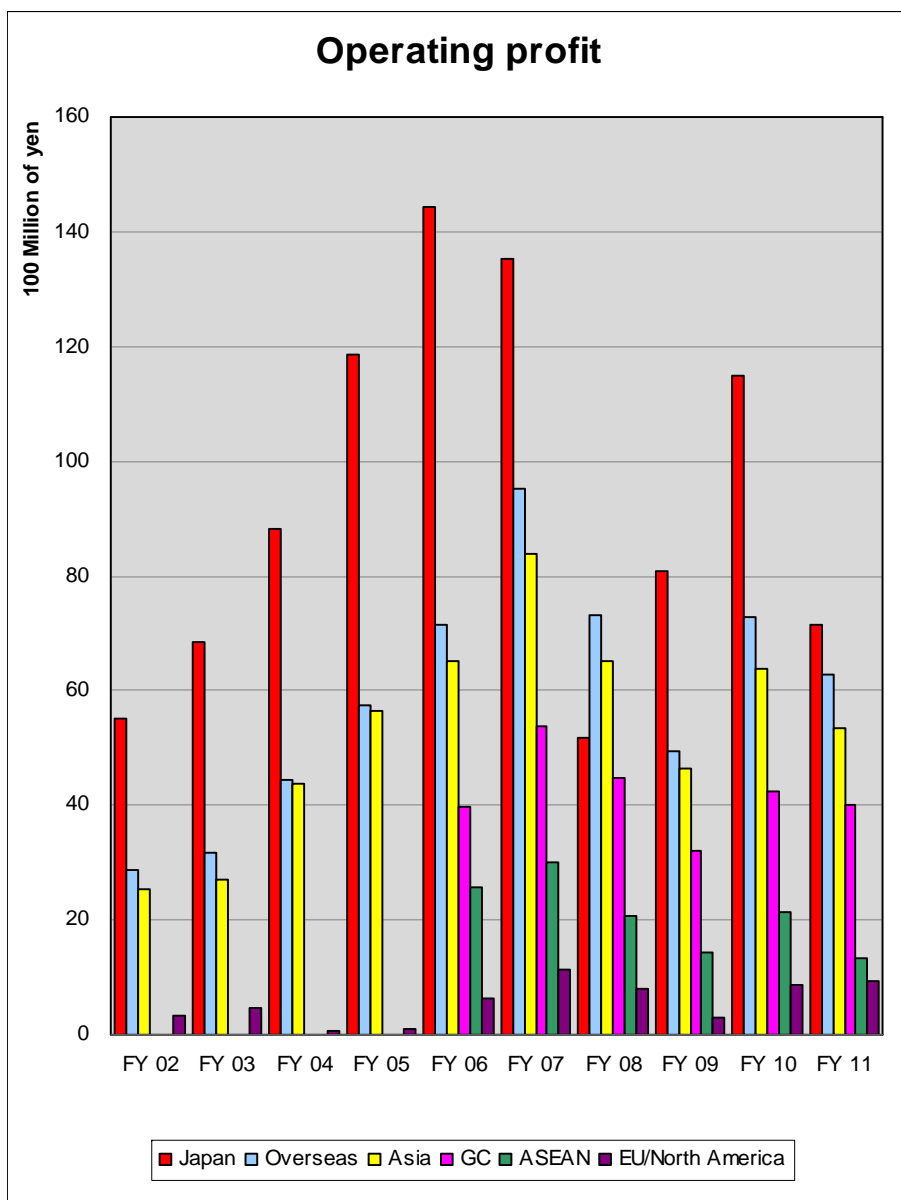


	FY 11	FY 12 Forecast
Functional Materials	3.5%	3.2%
Advanced Materials & Processing	1.4%	1.9%
Electronics	5.4%	5.8%
Automotive & Energy	1.2%	0.8%
Life & Healthcare	1.4%	5.5%
Other	13.9%	20.0%
Total	2.7%	2.8%



(10 million of yen)

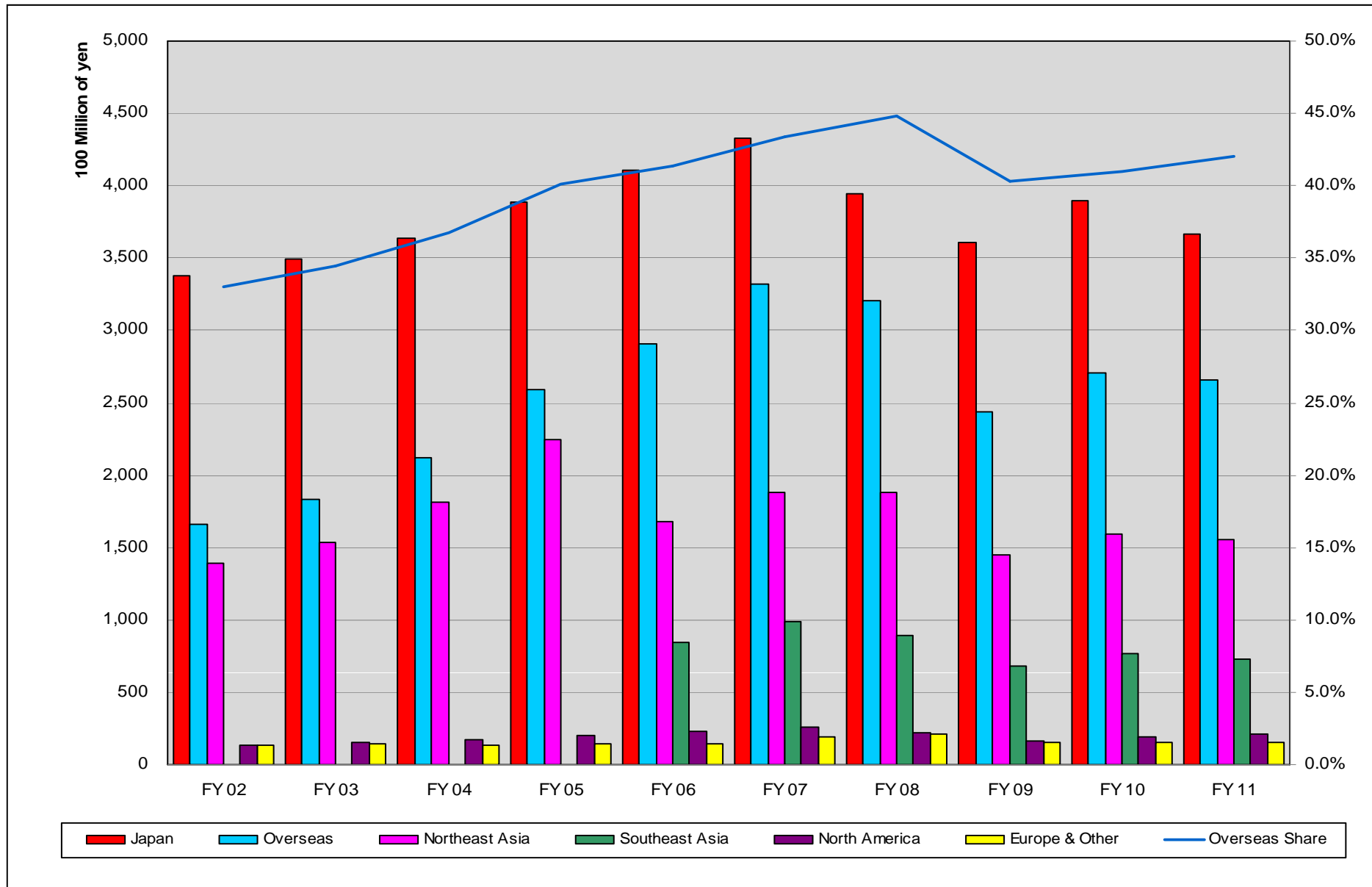
		FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Net Sales	Japan	40,276.6	42,485.5	43,370.9	46,588.8	48,064.5	49,719.6	45,010.1	40,656.8	44,128.9	41,102.5
	Overseas	10,092.2	10,844.6	14,192.7	18,213.5	22,067.6	26,755.9	26,513.7	19,738.1	21,892.4	22,083.0
	Asia	8,050.3	8,535.6	11,471.9	15,322.9	18,665.4	22,974.6	22,978.2	17,141.1	18,809.5	18,748.7
	(GC)	-	-	-	-	11,513.9	14,428.2	15,162.2	11,833.7	12,750.6	12,874.6
	(ASEAN)	-	-	-	-	7,151.5	8,546.4	7,816.0	5,307.4	6,058.9	5,874.1
	EU/North America	2,041.7	2,308.9	2,720.5	2,890.4	3,402.1	3,781.0	3,535.3	2,596.9	3,082.9	3,334.2
	Total	50,368.8	53,330.1	57,563.6	64,802.3	70,132.1	76,475.5	71,523.8	60,394.9	66,021.3	63,185.4
Share	Overseas	20.0%	20.3%	24.7%	28.1%	31.5%	35.0%	37.1%	32.7%	33.2%	34.9%
	Asia	16.0%	16.0%	19.9%	23.6%	26.6%	30.0%	32.1%	28.4%	28.5%	29.7%
	(GC)	-	-	-	-	16.4%	18.9%	21.2%	19.6%	19.3%	20.4%
	(ASEAN)	-	-	-	-	10.2%	11.2%	10.9%	8.8%	9.2%	9.3%
	EU/North America	4.1%	4.3%	4.7%	4.5%	4.9%	4.9%	4.9%	4.3%	4.7%	5.3%



(10 million of yen)

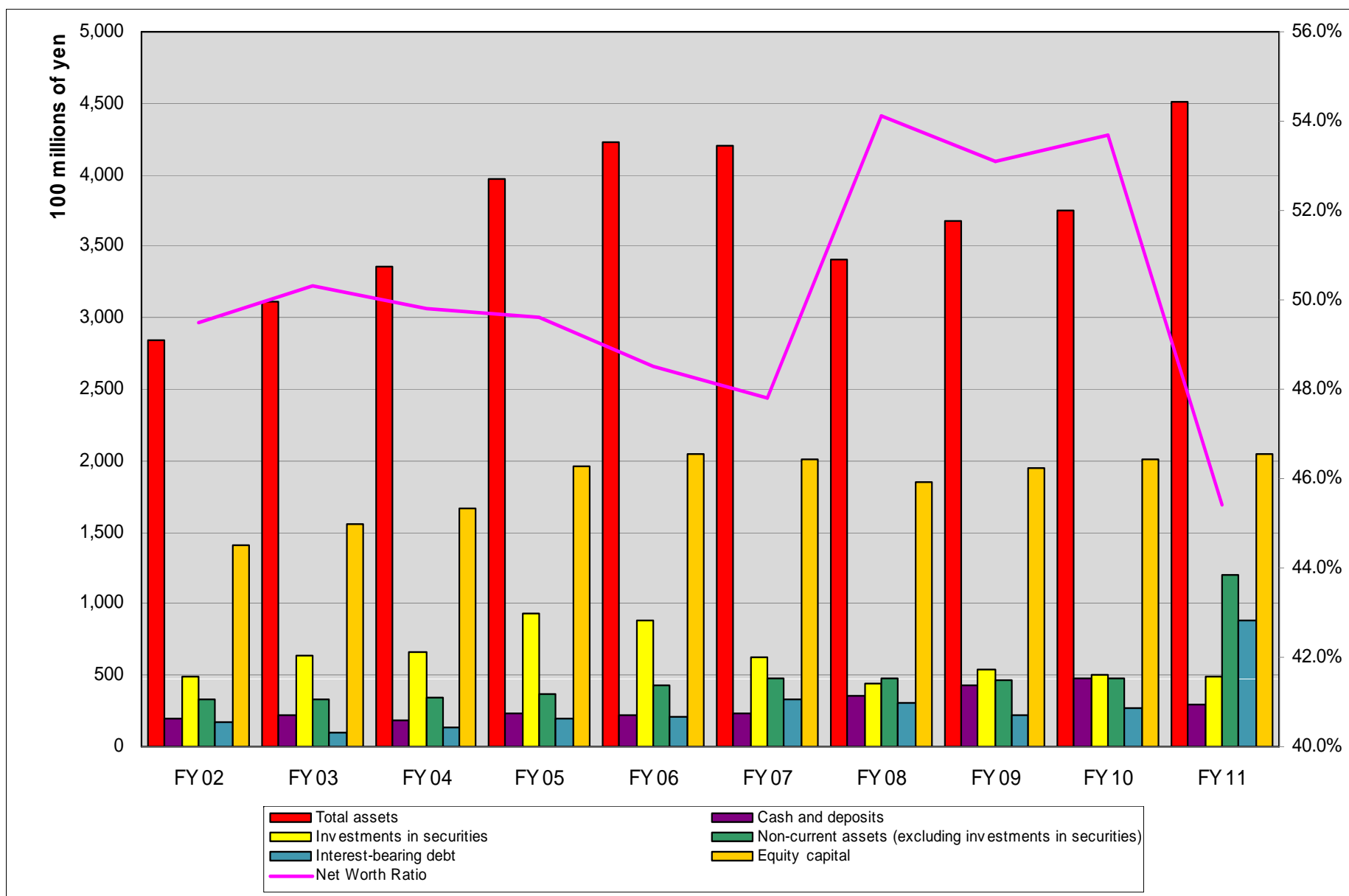
		FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Operating profit	Japan	551.1	683.3	881.3	1,184.7	1,444.2	1,351.7	516.4	807.2	1,150.0	714.1
	Overseas	287.9	318.5	444.9	575.0	714.8	952.2	732.5	495.4	727.7	627.7
	Asia	253.7	270.8	438.1	565.6	652.4	838.4	652.7	465.8	639.4	533.4
	(GC)	-	-	-	-	396.0	536.8	446.0	321.8	425.1	400.0
	(ASEAN)	-	-	-	-	256.4	301.6	206.7	144.0	214.3	133.4
	EU/North America	34.1	47.6	6.8	9.3	62.1	113.5	79.4	29.4	88.3	94.2
	Subtotal	839.0	1001.8	1,326.2	1,759.7	2,159.0	2,303.9	1,248.9	1,302.6	1,877.7	1,341.8
	Corporate/ Eliminations	4.2	22.5	-0.6	0.0	7.9	2.3	3.3	10.2	-4.5	0.9
	Total	843.3	1,024.4	1,325.6	1,759.6	2,166.9	2,306.3	1,252.2	1,312.8	1,873.2	1,342.7
Share	Overseas	34.3%	31.8%	33.5%	32.7%	33.1%	41.3%	58.7%	38.0%	38.8%	46.8%
	Asia	30.2%	27.0%	33.0%	32.1%	30.2%	36.4%	52.3%	35.8%	34.1%	39.8%
	(GC)	-	-	-	-	18.3%	23.3%	35.7%	24.7%	22.6%	29.8%
	(ASEAN)	-	-	-	-	11.9%	13.1%	16.6%	11.1%	11.4%	9.9%
	EU/North America	4.1%	4.8%	0.5%	0.5%	2.9%	4.9%	6.4%	2.3%	4.7%	7.0%

Net Sales by Region (Destination)



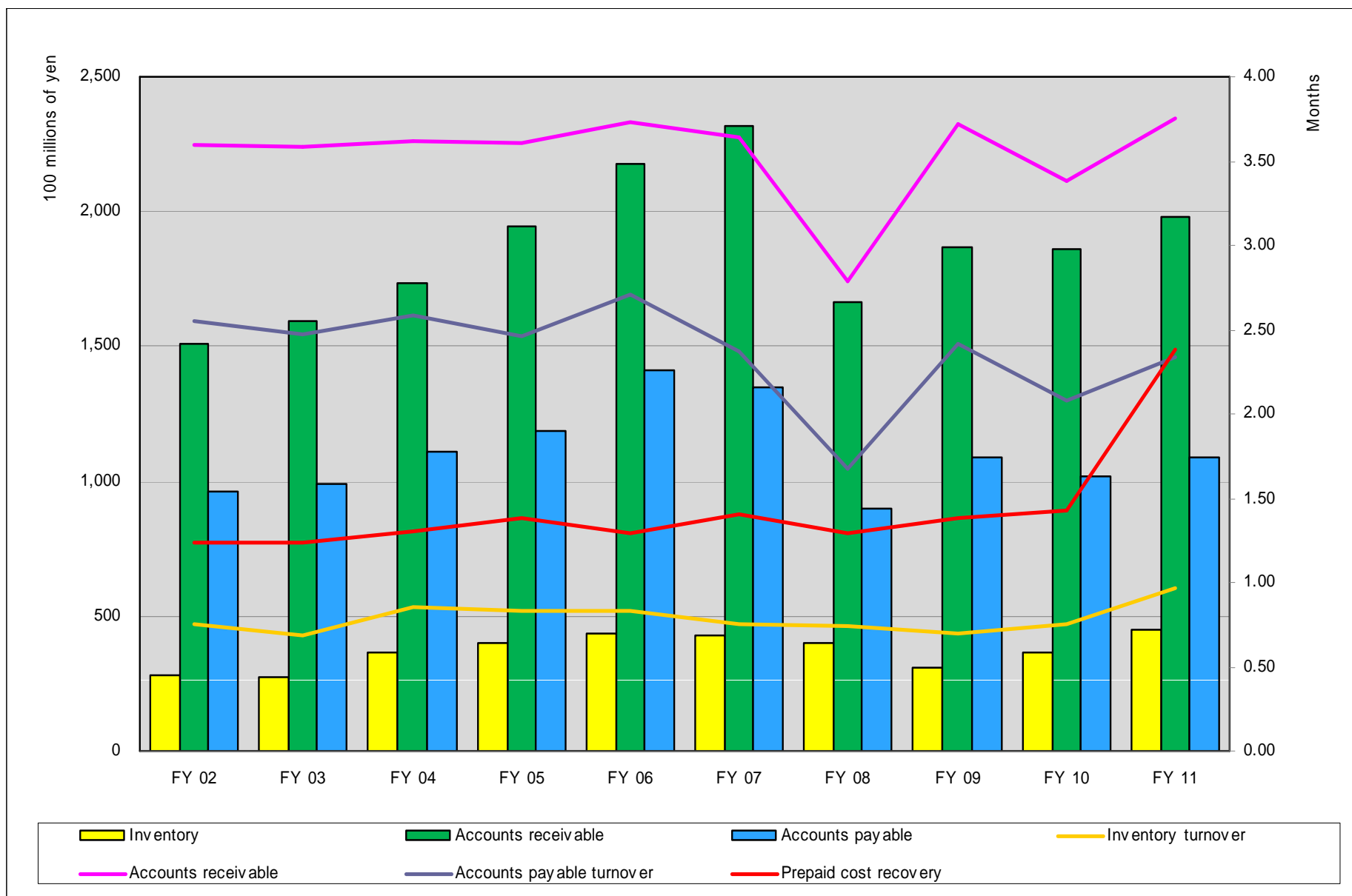
(10 million of yen)

	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Japan	33,753.1	34,955.7	36,370.8	38,847.0	41,078.9	43,281.3	39,487.4	36,038.2	38,938.0	36,636.9
Overseas	16,615.7	18,374.4	21,192.8	25,955.3	29,053.2	33,194.2	32,036.4	24,356.7	27,083.3	26,548.4
Northeast Asia					16,827.4	18,830.5	18,808.2	14,486.0	15,948.5	15,569.2
Southeast Asia	13,894.1	15,375.1	18,101.0	22,427.3	8,459.4	9,904.1	8,957.7	6,771.5	7,714.4	7,288.2
North America	1,354.7	1,539.7	1,737.3	2,053.7	2,294.7	2,568.6	2,178.3	1,601.8	1,897.4	2,123.6
Europe & Other	1,366.8	1,459.4	1,354.4	1,474.2	1,471.5	1,890.8	2,092.1	1,497.3	1,522.9	1,567.3
Total	50,368.8	53,330.1	57,563.6	64,802.3	70,132.1	76,475.5	71,523.8	60,394.9	66,021.3	63,185.4
Overseas Share	33.0%	34.5%	36.8%	40.1%	41.4%	43.4%	44.8%	40.3%	41.0%	42.0%



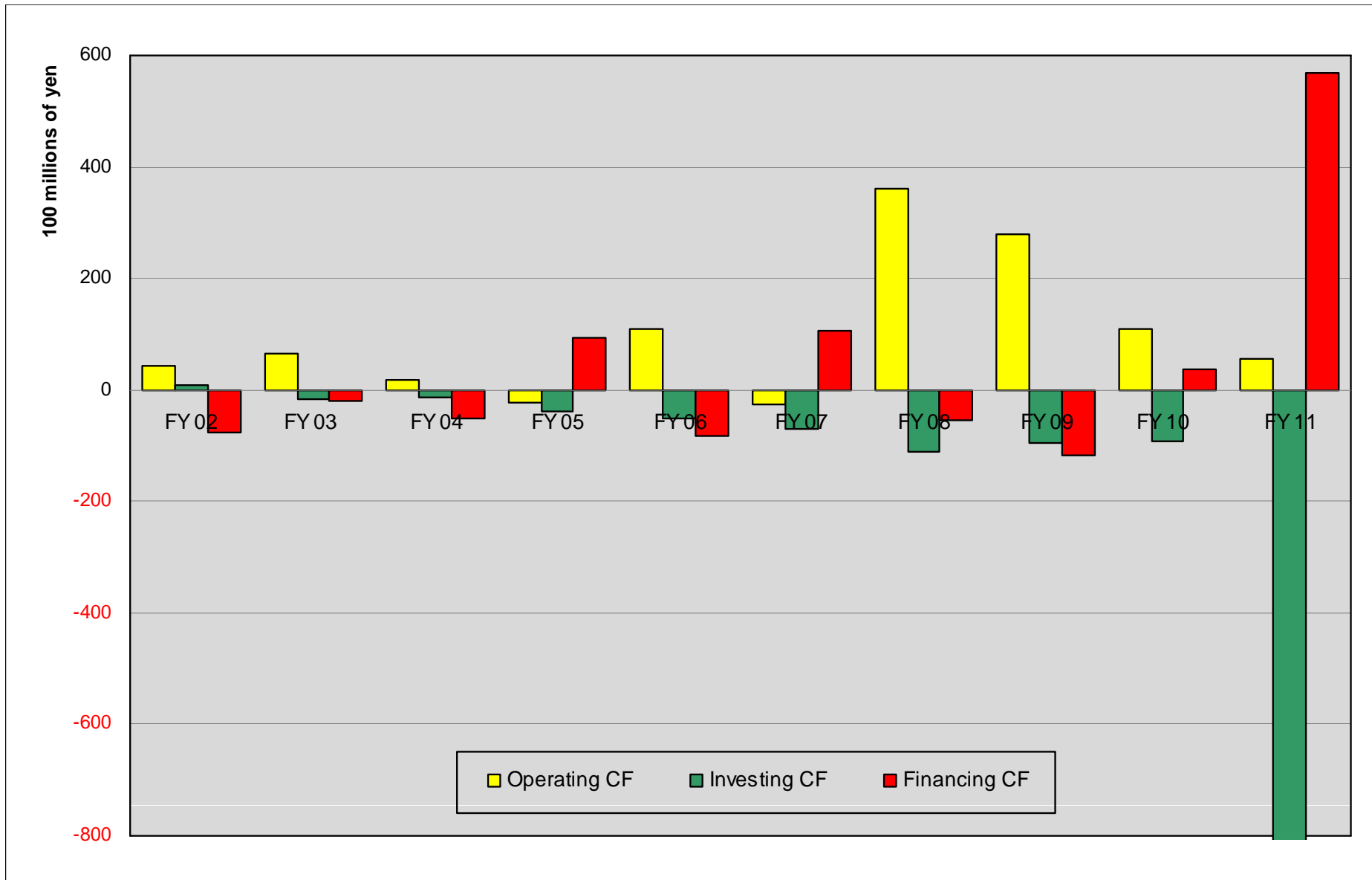
(10 million of yen)

	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Total assets	28,480.0	31,079.3	33,529.0	39,677.3	42,285.9	41,986.9	34,096.8	36,808.8	37,533.6	45,084.2
Cash and deposits	1,966.1	2,163.6	1,785.3	2,353.9	2,192.2	2,349.0	3,613.7	4,280.7	4,720.2	2,918.4
Investments in securities	4,907.6	6,337.0	6,589.7	9,332.8	8,806.5	6,254.6	4,356.9	5,368.8	5,072.6	4,901.4
Property, plant and equipment, at cost (excluding investments in securities)	3,296.1	3,259.5	3,473.2	3,714.5	4,316.8	4,770.8	4,825.1	4,662.5	4,730.6	11,954.7
Interest-bearing debt	1,657.8	941.6	1,401.9	1,983.4	2,049.1	3,334.1	3,094.0	2,151.6	2,669.3	8,838.4
Equity capital	14,094.4	15,621.0	16,709.2	19,662.0	20,508.4	20,055.5	18,460.0	19,534.5	20,151.7	20,470.6
Net worth ratio	49.5%	50.3%	49.8%	49.6%	48.5%	47.8%	54.1%	53.1%	53.7%	45.4%



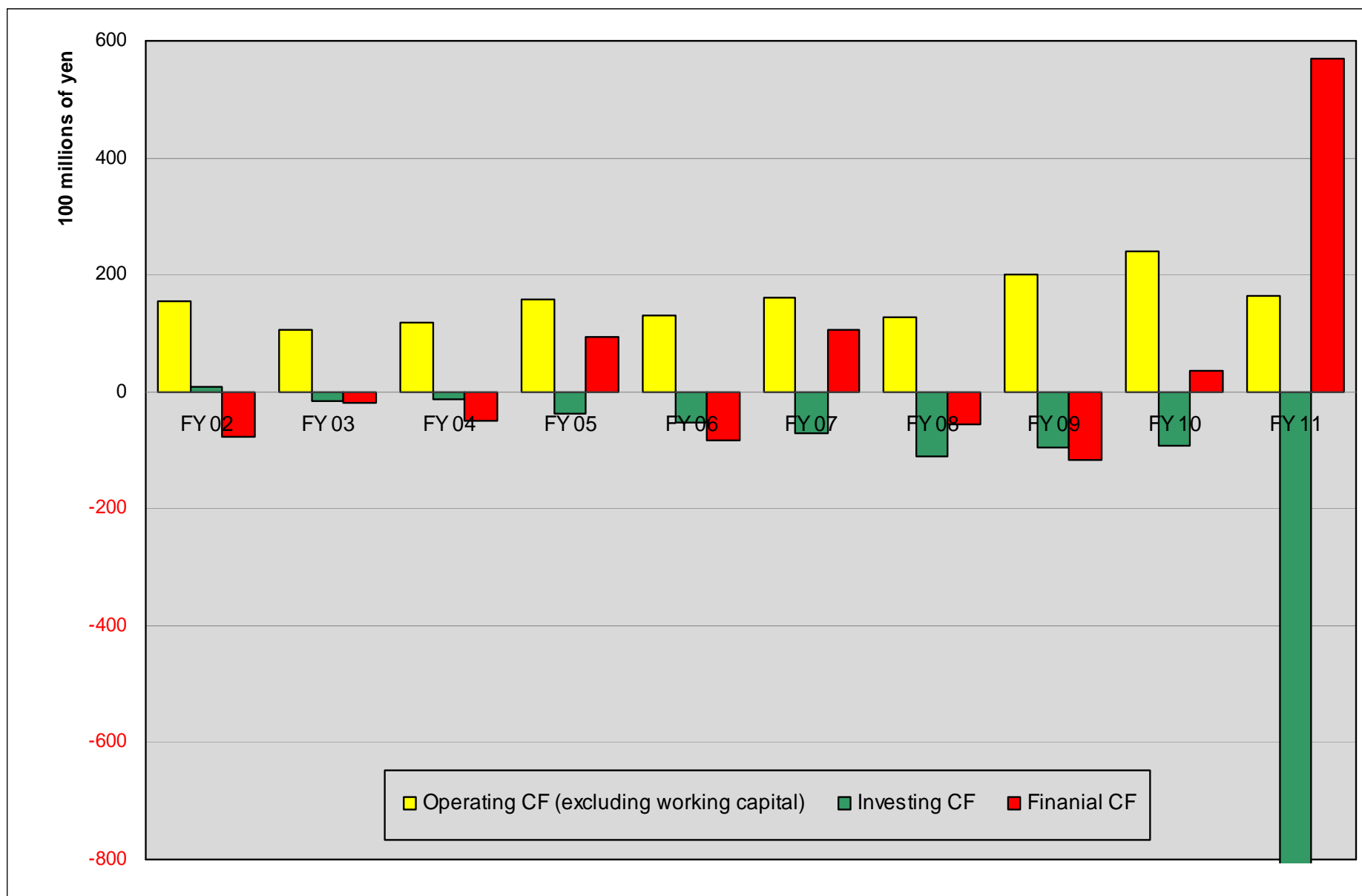
(Units: No. of months, 10 million of yen)

	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Inventory	2,818.3	2,736.9	3,631.6	4,026.8	4,337.2	4,294.6	4,007.1	3,105.1	3,671.4	4,525.8
Inventory turnover	0.75	0.68	0.85	0.83	0.83	0.75	0.75	0.69	0.75	0.97
Accounts receivable	15,080.2	15,920.0	17,331.8	19,466.4	21,803.7	23,182.3	16,638.0	18,698.5	18,611.3	19,770.2
Accounts receivable turnover	3.59	3.58	3.61	3.60	3.73	3.64	2.79	3.72	3.38	3.75
Accounts payable	9,596.9	9,903.6	11,064.8	11,881.0	14,146.1	13,486.4	9,000.7	10,864.3	10,167.9	10,916.3
Accounts payable turnover	2.55	2.48	2.58	2.46	2.70	2.37	1.68	2.42	2.08	2.34
Prepaid cost recovery	1.24	1.24	1.30	1.38	1.29	1.41	1.29	1.38	1.43	2.39



(10 million of yen)

	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Operating CF	439.2	643.1	171.6	-234.1	1,085.5	-258.6	3,616.1	2,787.5	1,099.7	569.0
Investing CF	96.3	-168.9	-141.2	-380.9	-520.3	-700.9	-1,106.2	-943.8	-914.7	-8,106.6
Financing CF	-764.3	-183.2	-511.9	933.0	-842.0	1,073.8	-554.9	-1,175.3	356.4	5,696.1
Net income before taxes	752.8	1,172.1	1,755.8	2,058.3	2,309.5	2,026.4	1,118.3	1,353.4	2,091.8	1,653.6
Depreciation and amortization	311.9	318.8	307.4	352.8	411.0	513.1	542.5	597.6	6387	7,273
Change in working capital	-1,186.8	-451.7	-1,145.3	-1,713.6	-382.6	-1,995.7	2,346.1	705.1	-1,175.5	-1,264.9



(10 million of yen)

	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Operating CF	439.2	643.1	171.6	-234.1	1,085.5	-258.6	3,616.1	2,787.5	1,099.7	569.0
Change in working capital	-1,112.0	-426.2	-1,011.0	-1,808.3	-223.7	-1,871.8	2,340.1	779.6	-1,301.7	-1,082.5
Operating CF (excluding changes in working capital)	1,551.2	1,069.3	1,182.6	1,574.2	1,309.2	1,613.2	1,276.0	2,007.9	2,401.4	1,651.5
Investing CF	96.3	-168.9	-141.2	-380.9	-520.3	-700.9	-1,106.2	-943.8	-914.7	-8,106.6
Financing CF	-764.3	-183.2	-511.9	933.0	-842.0	1,073.8	-554.9	-1,175.3	356.4	5,696.1