

FYE March 2018 Financial Briefing Supplemental Data

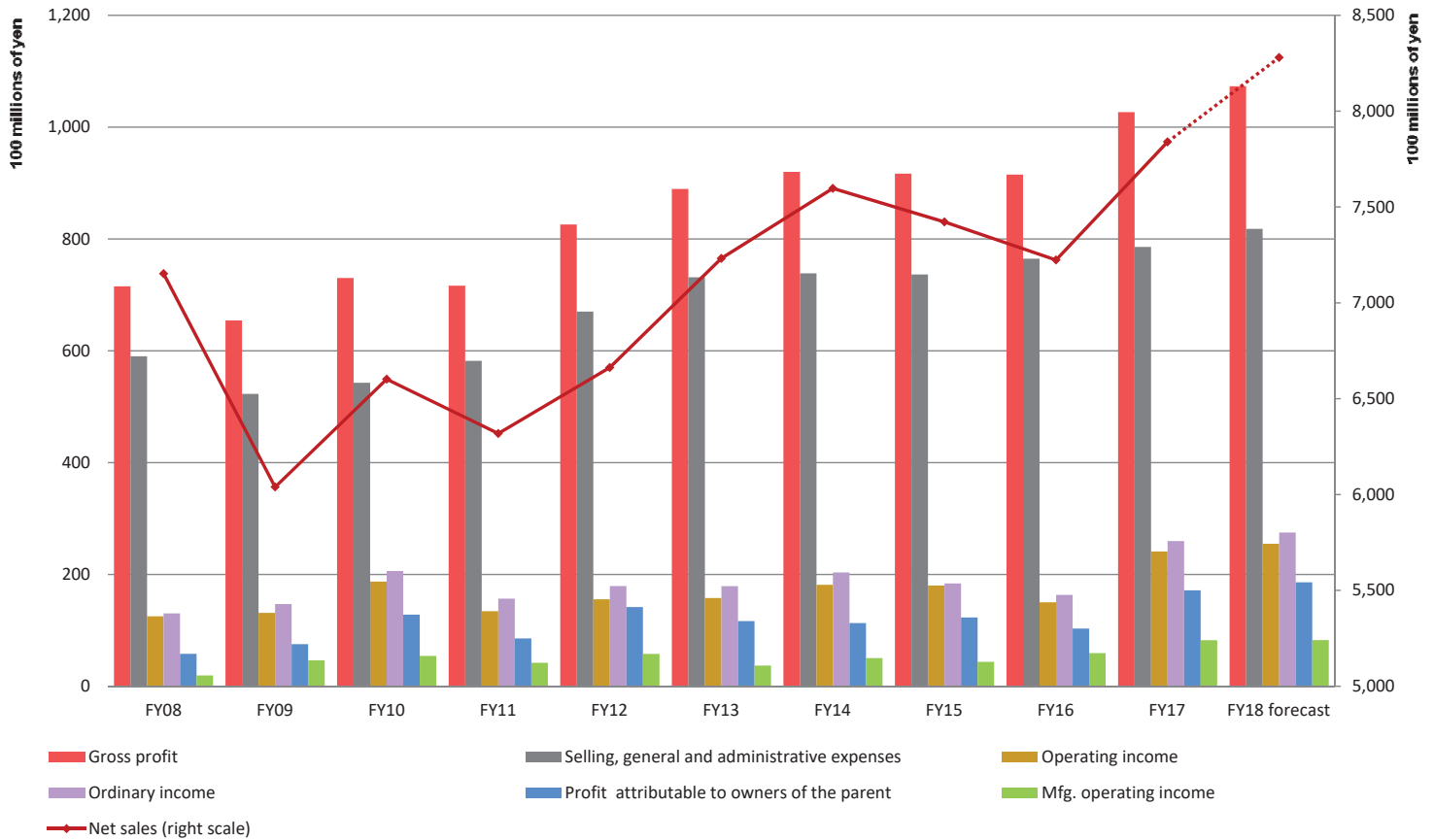
**May 25, 2018
NAGASE & CO., LTD.**

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Contents

P/L Trends	P.2
Profitability Trends	P.3
Net Sales by Segment	P.4
Operating Income by Segment	P.5
Operating Income Ratios by Segment	P.6
Net Sales by Region (Destination)	P.7
B/S Trends	P.8
Turnover Period Trends	P.9
C/F Trends	P.10
Operating C/F Trends Excluding Changes in Working Capital	P.11
Numerical Data/Indicators (FY2008- FY2018 forecast)	P.12

P/L Trends



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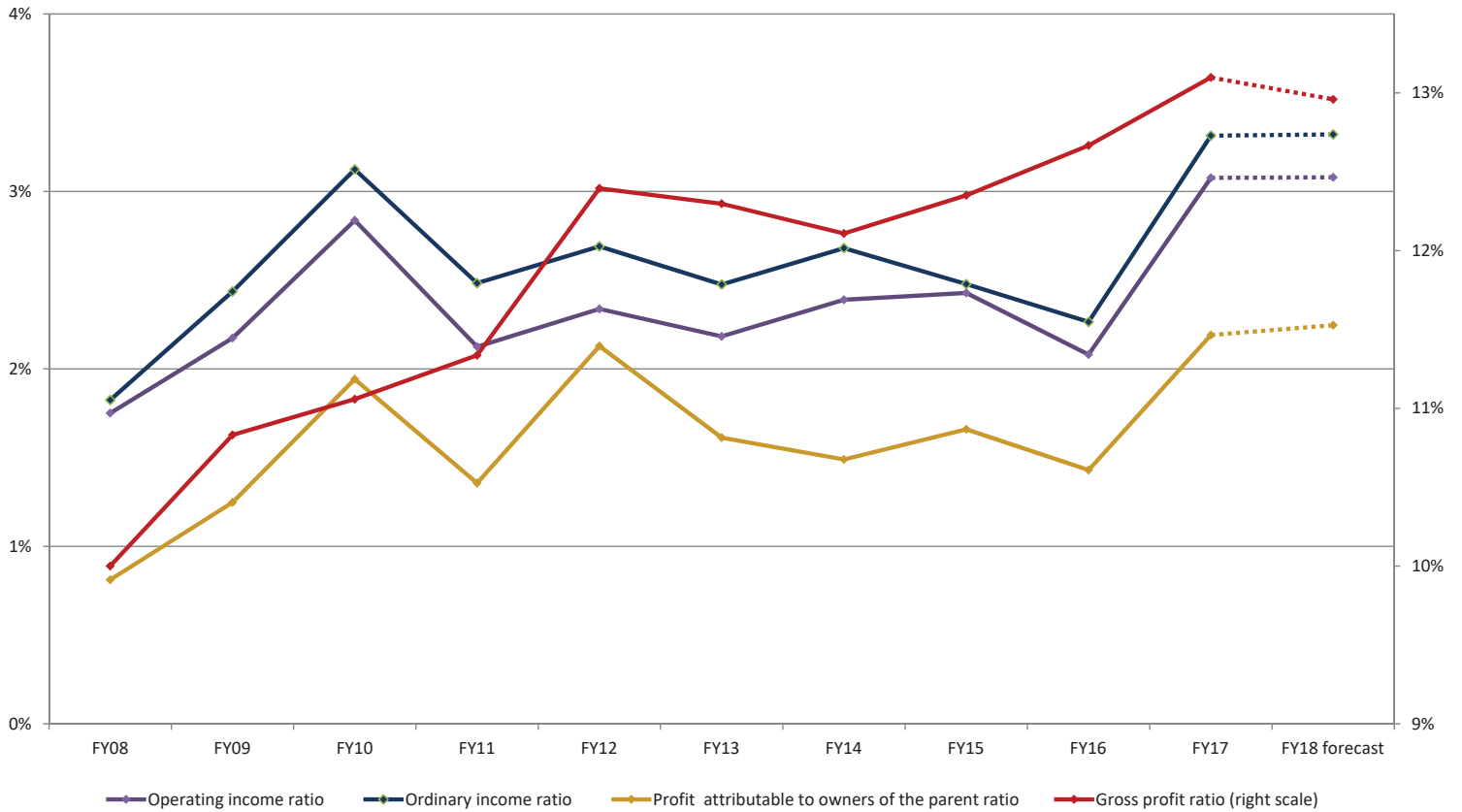
P/L Trends

(Millions of yen)

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18 forecast
Net sales	715,238	603,949	660,213	631,854	666,272	723,212	759,713	742,194	722,384	783,933	828,000
Gross profit	71,527	65,415	73,008	71,628	82,583	88,936	91,991	91,663	91,503	102,675	107,300
Selling, general and administrative expenses	59,004	52,286	54,276	58,200	67,004	73,146	73,838	73,639	76,472	78,557	81,800
Operating income	12,522	13,128	18,732	13,427	15,578	15,789	18,153	18,024	15,030	24,118	25,500
Ordinary income	13,052	14,712	20,625	15,690	17,927	17,905	20,366	18,390	16,361	25,982	27,500
Profit attributable to owners of the parent	5,808	7,537	12,823	8,570	14,182	11,663	11,318	12,316	10,331	17,175	18,600
Mfg. operating income	1,940	4,651	5,434	4,209	5,803	3,716	5,047	4,374	5,941	8,248	8,258
Mfg. ratio (operating income)	15.5%	35.4%	29.0%	31.3%	37.3%	23.5%	27.8%	24.3%	39.5%	34.2%	32.4%

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Profitability Trends



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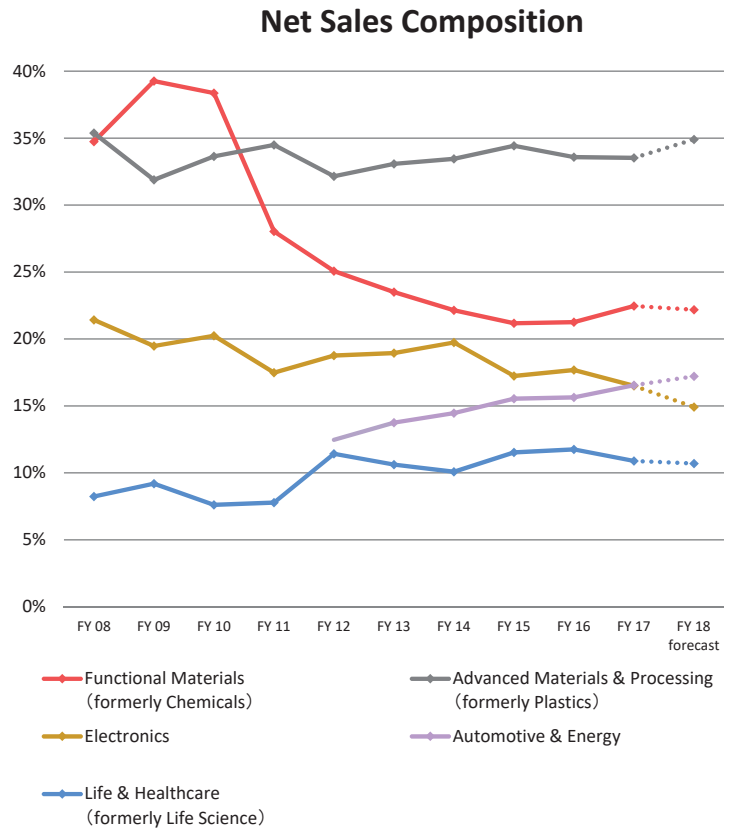
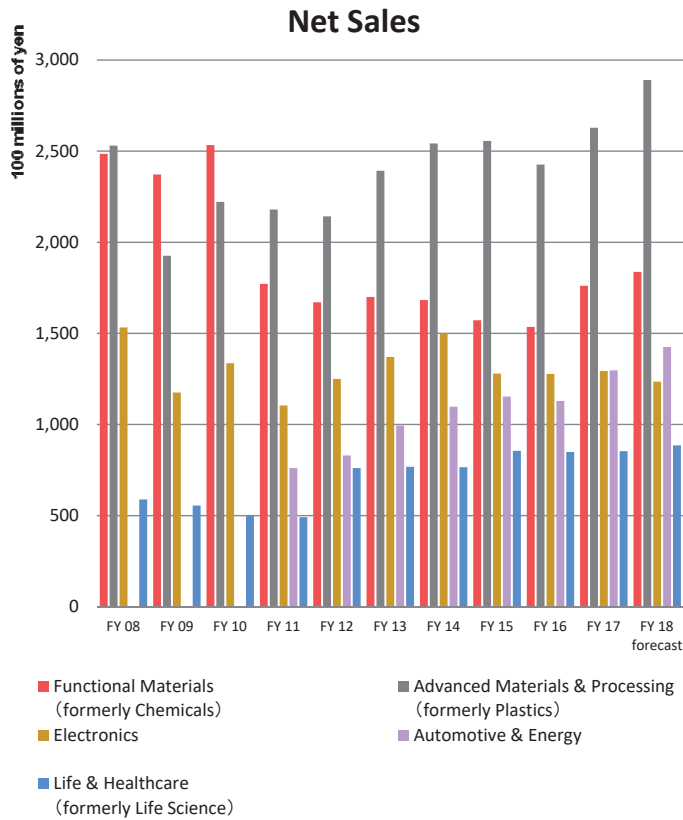
Profitability Trends



	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18 forecast
Gross profit ratio	10.0%	10.8%	11.1%	11.3%	12.4%	12.3%	12.1%	12.4%	12.7%	13.1%	13.0%
Operating income ratio	1.8%	2.2%	2.8%	2.1%	2.3%	2.2%	2.4%	2.4%	2.1%	3.1%	3.1%
Ordinary income ratio	1.8%	2.4%	3.1%	2.5%	2.7%	2.5%	2.7%	2.5%	2.3%	3.3%	3.3%
Profit attributable to owners of the parent ratio	0.8%	1.2%	1.9%	1.4%	2.1%	1.6%	1.5%	1.7%	1.4%	2.2%	2.2%

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Net Sales by Segment



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Net Sales by Segment



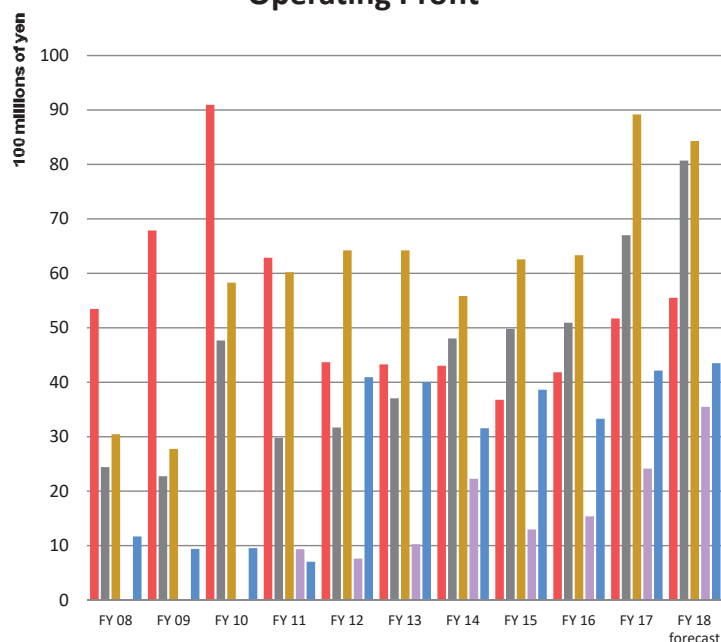
(Millions of yen)

		FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18 forecast
Net Sales	Functional Materials (formerly Chemicals)	248,461	237,124	253,290	177,126	167,017	169,973	168,238	157,149	153,546	176,068	183,700
	Advanced Materials & Processing (formerly Plastics)	253,029	192,569	222,100	217,929	214,214	239,224	254,165	255,505	242,609	262,831	289,000
	Electronics	153,255	117,591	133,640	110,495	125,014	137,026	149,947	127,926	127,722	129,324	123,500
	Automotive & Energy	-	-	-	76,113	83,068	99,441	109,851	115,351	112,956	129,708	142,500
	Life & Healthcare (formerly Life Science)	58,905	55,542	50,247	49,170	76,116	76,810	76,609	85,571	84,904	85,371	88,600
	Other	1,585	1,121	934	1,018	841	737	900	689	644	629	700
	Total	715,238	603,949	660,213	631,854	666,272	723,212	759,713	742,194	722,384	783,933	828,000
Net Sales Composition	Functional Materials (formerly Chemicals)	34.7%	39.3%	38.4%	28.0%	25.1%	23.5%	22.1%	21.2%	21.3%	22.5%	22.2%
	Advanced Materials & Processing (formerly Plastics)	35.4%	31.9%	33.6%	34.5%	32.2%	33.1%	33.5%	34.4%	33.6%	33.5%	34.9%
	Electronics	21.4%	19.5%	20.2%	17.5%	18.8%	18.9%	19.7%	17.2%	17.7%	16.5%	14.9%
	Automotive & Energy	-	-	-	12.0%	12.5%	13.7%	14.5%	15.5%	15.6%	16.5%	17.2%
	Life & Healthcare (formerly Life Science)	8.2%	9.2%	7.6%	7.8%	11.4%	10.6%	10.1%	11.5%	11.8%	10.9%	10.7%
	Other	0.2%	0.2%	0.1%	0.2%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

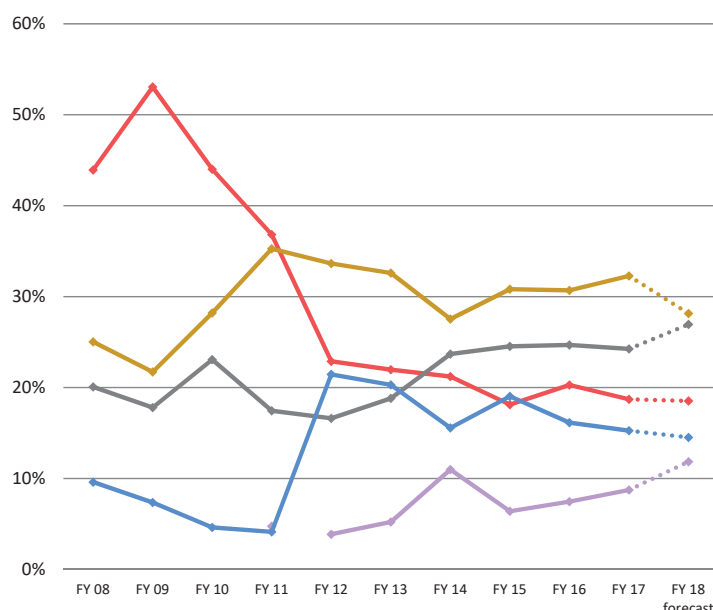
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Operating Income by Segment

Operating Profit



Operating Income Composition



■ Functional Materials (formerly Chemicals)
■ Electronics
■ Life & Healthcare (formerly Life Science)

■ Advanced Materials & Processing (formerly Plastics)
■ Automotive & Energy

— Functional Materials (formerly Chemicals)
— Electronics
— Life & Healthcare (formerly Life Science)

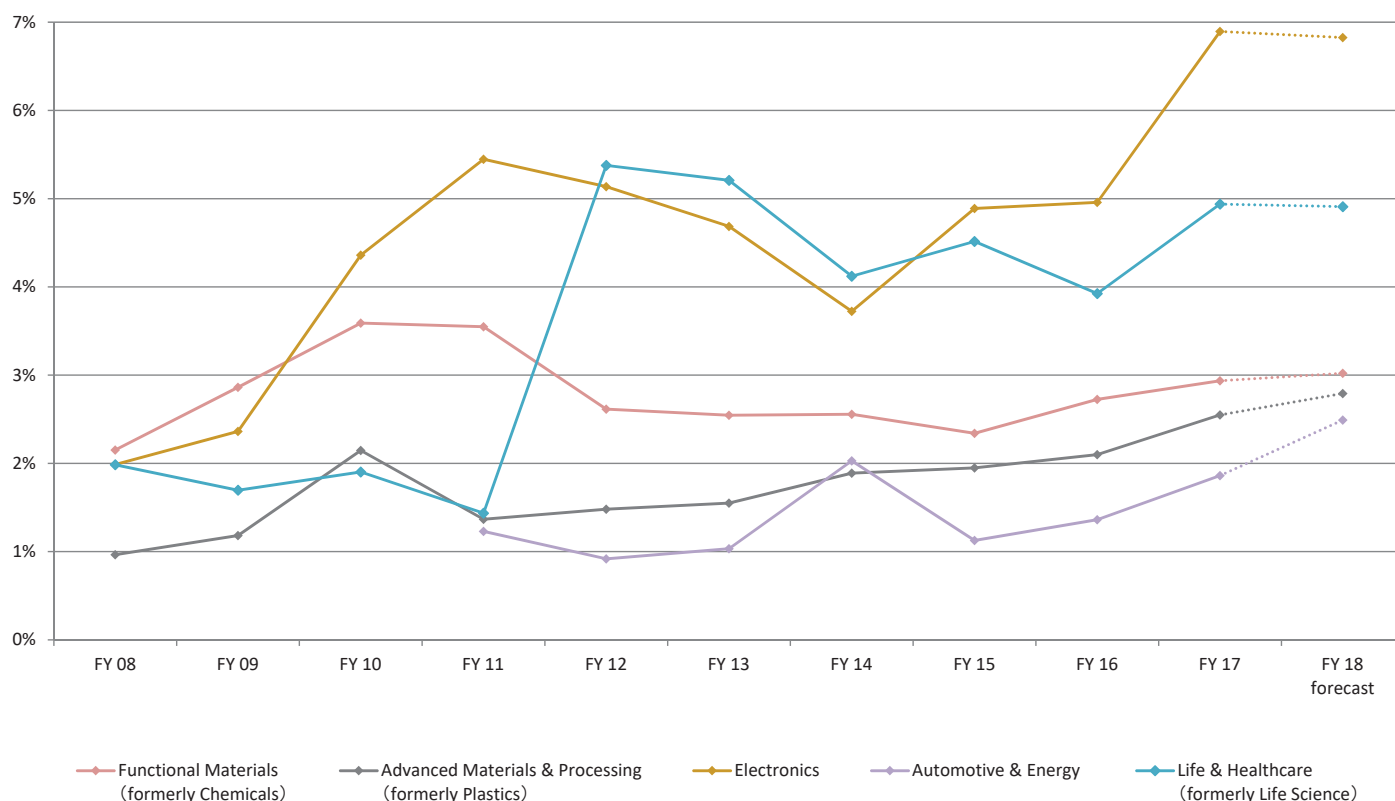
— Advanced Materials & Processing (formerly Plastics)
— Automotive & Energy

Operating Income by Segment

(Millions of yen)

		FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18 forecast
Operating Income	Functional Materials (formerly Chemicals)	5,346	6,787	9,093	6,285	4,368	4,328	4,302	3,679	4,185	5,170	5,550
	Advanced Materials & Processing (formerly Plastics)	2,443	2,277	4,767	2,979	3,171	3,707	4,804	4,979	5,093	6,700	8,070
	Electronics	3,046	2,778	5,827	6,019	6,421	6,421	5,583	6,255	6,333	8,917	8,430
	Automotive & Energy	-	-	-	936	763	1,028	2,229	1,300	1,539	2,415	3,550
	Life & Healthcare (formerly Life Science)	1,169	942	956	706	4,093	4,000	3,157	3,864	3,332	4,216	4,350
	Other	162	5	13	141	265	215	201	215	148	207	-
	Sub total	12,168	12,791	20,659	17,068	19,083	19,701	20,278	20,295	20,633	27,628	29,950
	Corporate/Eliminations	353	336	-1,927	-3,641	-3,505	-3,912	-2,125	-2,270	-5,602	-3,509	-4,450
Total	12,522	13,128	18,732	13,427	15,578	15,789	18,153	18,024	15,030	24,118	25,500	
Operating Income Composition	Functional Materials (formerly Chemicals)	43.9%	53.1%	44.0%	36.8%	22.9%	22.0%	21.2%	18.1%	20.3%	18.7%	18.5%
	Advanced Materials & Processing (formerly Plastics)	20.1%	17.8%	23.1%	17.5%	16.6%	18.8%	23.7%	24.5%	24.7%	24.3%	26.9%
	Electronics	25.0%	21.7%	28.2%	35.3%	33.6%	32.6%	27.5%	30.8%	30.7%	32.3%	28.1%
	Automotive & Energy	-	-	-	5.5%	4.0%	5.2%	11.0%	6.4%	7.5%	8.7%	11.9%
	Life & Healthcare (formerly Life Science)	9.6%	7.4%	4.6%	4.1%	21.4%	20.3%	15.6%	19.0%	16.2%	15.3%	14.5%
	Other	1.3%	0.0%	0.1%	0.8%	1.4%	1.1%	1.0%	1.1%	0.7%	0.8%	-
	Sub total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Operating Income Ratios by Segments



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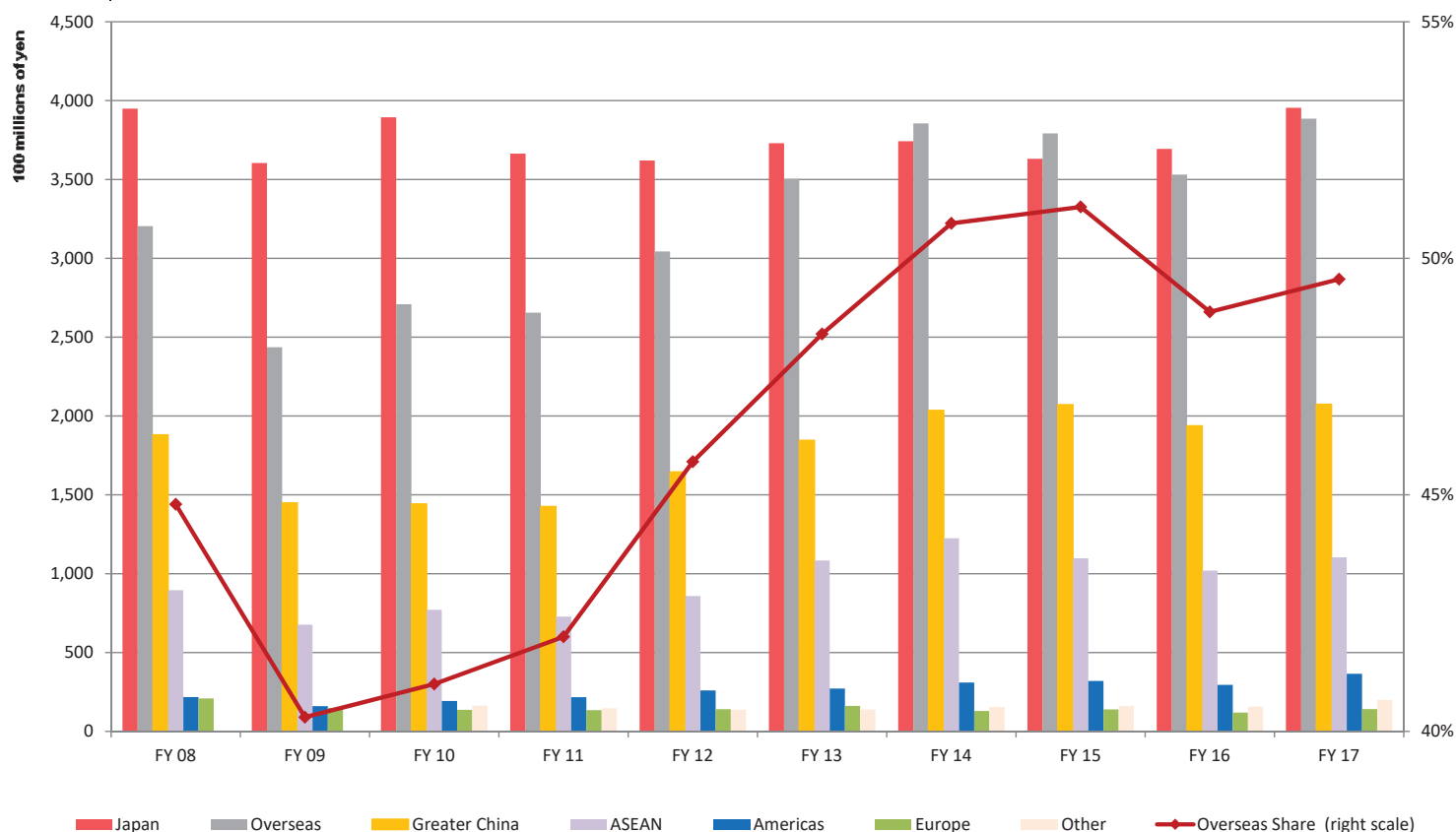
Operating Income Ratios by Segments

(millions of yen)

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18 forecast
Functional Materials	2.2%	2.9%	3.6%	3.5%	2.6%	2.5%	2.6%	2.3%	2.7%	2.9%	3.0%
Advanced Materials & Processing	1.0%	1.2%	2.1%	1.4%	1.5%	1.5%	1.9%	1.9%	2.1%	2.5%	2.8%
Electronics	2.0%	2.4%	4.4%	5.4%	5.1%	4.7%	3.7%	4.9%	5.0%	6.9%	6.8%
Automotive & Energy	-	-	-	1.2%	0.9%	1.0%	2.0%	1.1%	1.4%	1.9%	2.5%
Life & Healthcare	2.0%	1.7%	1.9%	1.4%	5.4%	5.2%	4.1%	4.5%	3.9%	4.9%	4.9%
Total	1.8%	2.2%	2.8%	2.1%	2.3%	2.2%	2.4%	2.4%	2.1%	3.1%	3.1%

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Net Sales by Region (Destination)



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Net Sales by Region (Destination)

(Millions of yen)

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Japan	394,874	360,382	389,379	366,369	361,971	372,939	374,208	363,038	369,365	395,428
Overseas	320,364	243,567	270,833	265,484	304,301	350,272	385,505	379,155	353,019	388,504
Greater China (Northeast Asia)	188,082	144,860	144,310	142,616	164,522	184,554	203,527	207,191	193,784	207,437
ASEAN (Southeast Asia)	89,577	67,715	77,144	72,882	85,881	108,414	122,493	109,837	101,998	110,380
Americas (North America)	21,783	16,018	19,298	21,754	26,017	27,191	31,025	32,016	29,573	36,564
Europe (Europe & Other)			13,700	13,489	14,114	16,185	12,985	13,992	11,975	14,178
Other	20,921	14,973	16,379	14,740	13,765	13,926	15,472	16,117	15,687	19,943
Total	715,238	603,949	660,213	631,854	666,272	723,212	759,713	742,194	722,384	783,933
Overseas Share	44.8%	40.3%	41.0%	42.0%	45.7%	48.4%	50.7%	51.1%	48.9%	49.6%

※The Company had classified its regions as Northeast Asia, Southeast Asia, North America, and Europe & Others. Beginning with the current consolidated fiscal year, the Company has renamed and reclassified its regions for coordination with the Company's ACE-2020, our mid-term management plan.

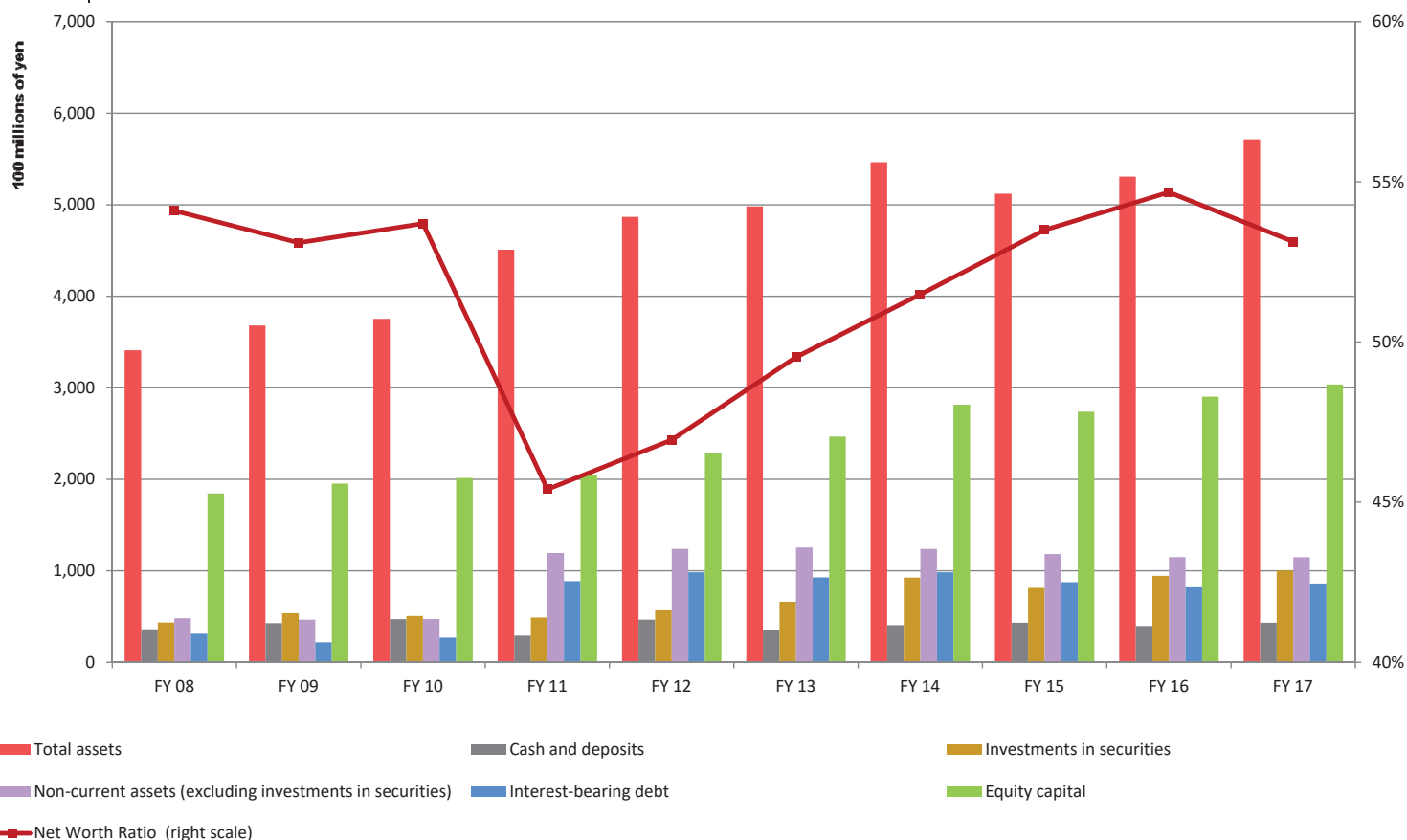
(1) Northeast Asia renamed as Greater China; Southeast Asia renamed as ASEAN; North America renamed as Americas. Europe & Others categorized separately into Europe and Other.

(2) Brazil, formerly classified under Europe & Others, now included in Americas

(3) Korea, formerly classified under Northeast Asia, now included in Other

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B/S Trends



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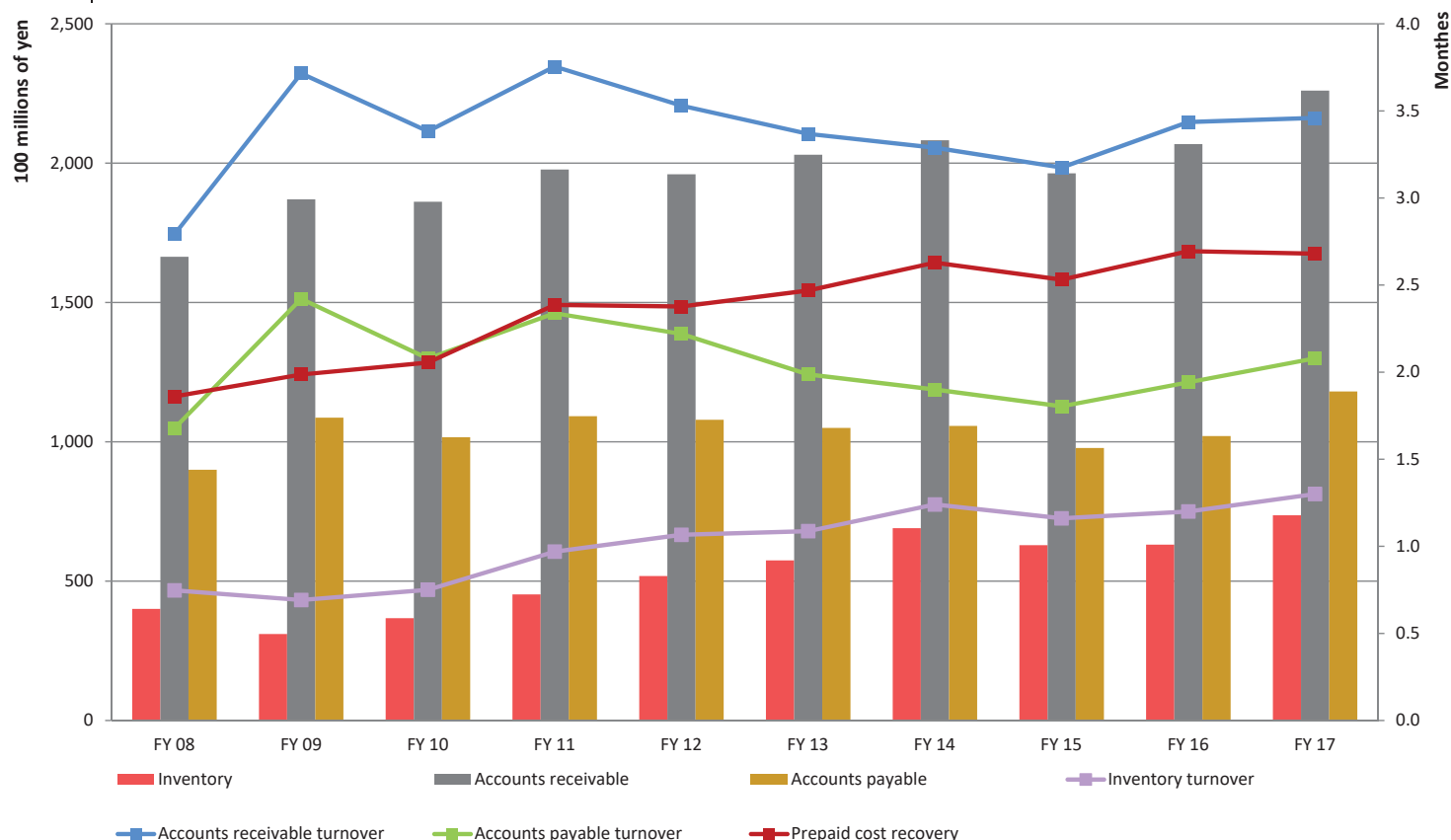
B/S Trends

(millions of yen)

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Total assets	340,968	368,088	375,336	450,842	486,747	498,141	546,525	512,081	530,775	571,445
Cash and deposits	36,137	42,807	47,202	29,184	46,693	34,980	40,575	43,283	39,830	43,303
Investments in securities	43,569	53,688	50,726	49,014	56,870	66,275	92,638	81,345	94,548	100,403
Non-current assets (excluding investments in securities)	48,251	46,625	47,306	119,547	124,126	125,503	124,039	118,401	115,011	114,932
Interest-bearing debt	31,340	21,886	27,125	88,710	98,425	92,828	98,493	87,560	82,046	86,173
Equity capital	184,600	195,345	201,517	204,706	228,505	246,723	281,398	273,963	290,217	303,636
Net Worth Ratio	54.1%	53.1%	53.7%	45.4%	46.9%	49.5%	51.5%	53.5%	54.7%	53.1%

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Turnover Period Trends



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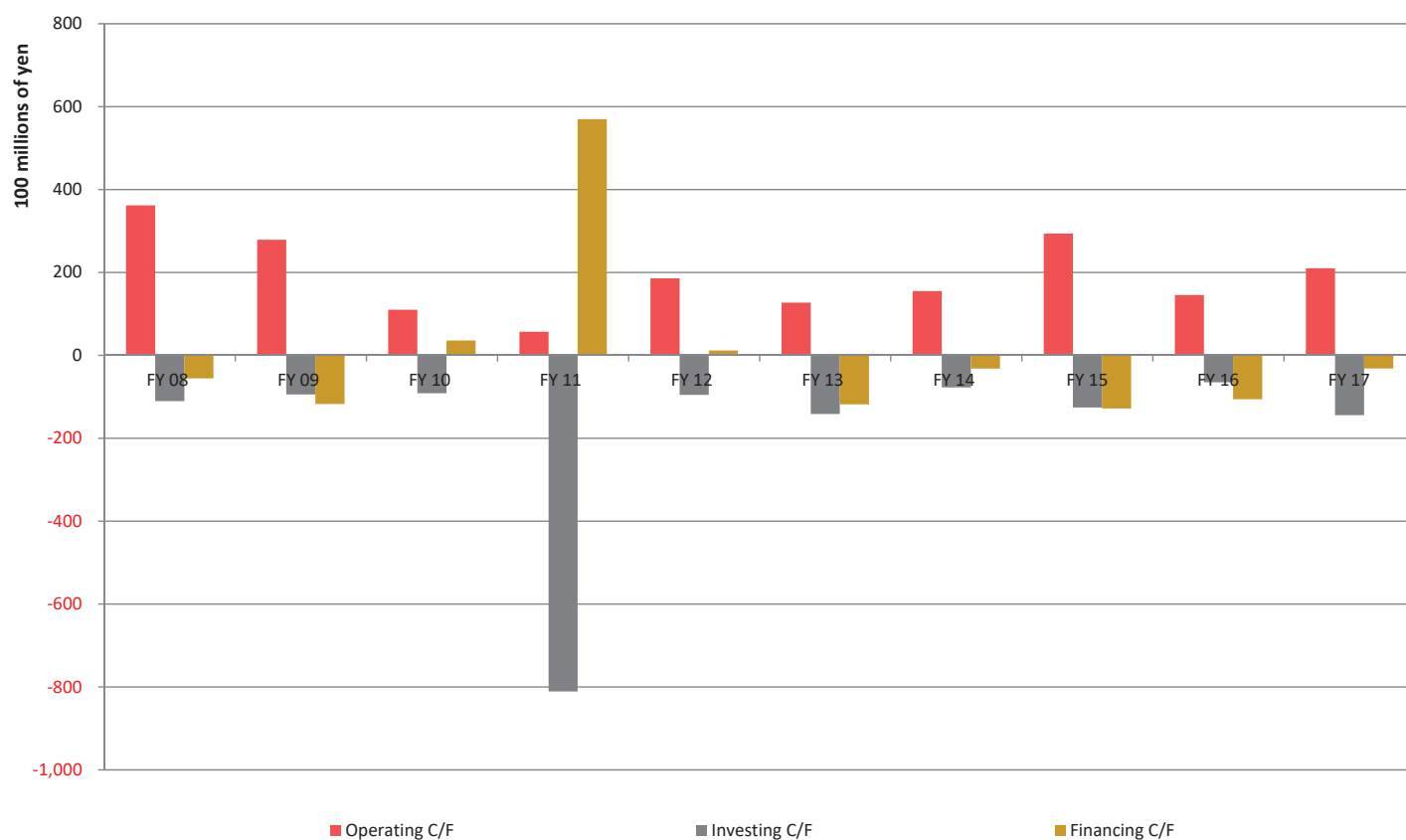
Turnover Period Trends

(Units: NO. of months, millions of yen)

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Inventory	40,071	31,051	36,714	45,258	51,862	57,458	69,012	62,920	63,120	73,671
Inventory turnover	0.75	0.69	0.75	0.97	1.07	1.09	1.24	1.16	1.20	1.30
Accounts receivable	166,380	186,985	186,113	197,702	196,001	202,996	208,209	196,335	206,846	225,999
Accounts receivable turnover	2.79	3.72	3.38	3.75	3.53	3.37	3.29	3.17	3.44	3.46
Accounts payable	90,007	108,643	101,679	109,163	107,941	105,014	105,737	97,800	102,076	118,028
Accounts payable turnover	1.68	2.42	2.08	2.34	2.22	1.99	1.90	1.80	1.94	2.08
Prepaid cost recovery	1.86	1.99	2.06	2.39	2.38	2.47	2.63	2.53	2.70	2.68

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C/F Trends



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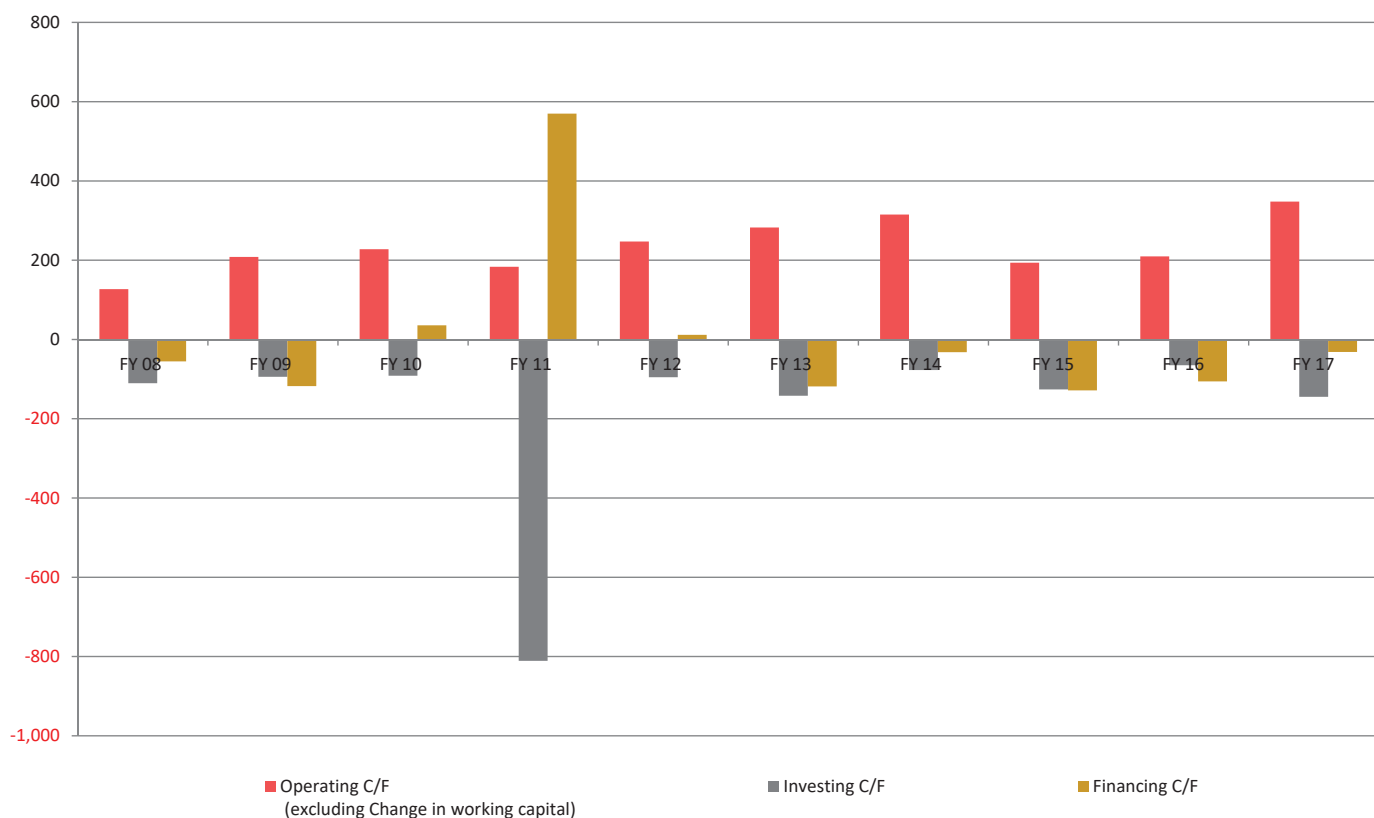
C/F Trends

(millions of yen)

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Operating C/F	36,161	27,875	10,997	5,690	18,576	12,721	15,474	29,376	14,527	21,013
Investing C/F	-11,062	-9,438	-9,147	-81,066	-9,529	-14,171	-7,732	-12,600	-6,518	-14,442
Financing C/F	-5,549	-11,753	3,564	56,961	1,164	-11,833	-3,205	-12,822	-10,592	-3,161
Net income before taxes	11,183	13,534	20,918	16,536	19,458	18,353	18,989	15,239	16,100	24,049
Depreciation and amortization	5,425	5,976	6,387	7,273	7,445	8,634	9,292	9,493	9,381	9,295
Change in working capital	23,461	7,051	-11,755	-12,649	-6,125	-15,518	-16,044	10,030	-6,435	-13,751
Working capital	116,444	109,393	121,148	133,797	139,922	155,440	171,484	161,454	167,890	181,641

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Operating C/F (excluding Change in working capital)



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Operating C/F (excluding Change in working capital)

(millions of yen)

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Operating C/F	36,161	27,875	10,997	5,690	18,576	12,721	15,474	29,376	14,527	21,013
Change in working capital	23,461	7,051	-11,755	-12,649	-6,125	-15,518	-16,044	10,030	-6,435	-13,751
Operating C/F (excluding Change in working capital)	12,700	20,824	22,752	18,339	24,701	28,239	31,518	19,346	20,963	34,765
Investing C/F	-11,062	-9,438	-9,147	-81,066	-9,529	-14,171	-7,732	-12,600	-6,518	-14,442
Financing C/F	-5,549	-11,753	3,564	56,961	1,164	-11,833	-3,205	-12,822	-10,592	-3,161

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Numerical Data/Indicators (FY2008 – FY2018 forecast)

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018 forecast
P/L												
Net sales (millions of yen)	764,755	715,238	603,949	660,213	631,854	686,272	723,212	759,713	742,194	722,384	783,933	828,000
Operating income (millions of yen)	23,063	13,128	13,128	18,732	13,427	15,578	15,789	18,153	18,024	15,030	24,118	25,500
Ordinary income (millions of yen)	24,823	13,052	14,712	20,625	15,690	17,927	17,905	20,866	18,390	16,361	25,982	27,500
Net income before taxes (millions of yen)	20,264	11,183	13,534	20,918	16,536	19,458	18,353	16,536	15,239	16,100	24,049	27,700
Profit attributable to owners of the parent (millions of yen)	10,005	5,808	7,537	12,823	8,570	14,182	11,683	11,318	12,316	10,331	17,175	18,800
Total assets (millions of yen)	419,869	340,968	368,088	375,336	450,842	486,747	498,141	546,525	512,081	530,775	571,445	-
Net assets (millions of yen)	206,377	191,931	202,753	209,316	212,744	237,806	251,892	287,500	279,149	285,198	308,804	323,078
Shareholders' equity	180,039	182,611	185,599	195,946	201,188	211,792	219,377	226,328	234,657	239,674	250,278	263,745
Accumulated other comprehensive income (loss)	(18,613)	(7,839)	(14,961)	(13,188)	(12,731)	(17,943)	(24,725)	(44,920)	(37,074)	(47,683)	(50,773)	(50,773)
(Unrealized holding gain on securities)	(1,922)	(-5,016)	(-5,225)	(-7,610)	(-9,191)	(-1,223)	(2,239)	(9,478)	(4,411)	(3,129)	(2,917)	(2,917)
(Translation adjustments)	200,554	184,598	195,343	201,516	204,706	228,505	246,723	281,398	273,963	290,217	303,636	317,347
Equity capital	7,639	7,096	7,173	7,564	7,927	9,250	5,168	6,102	5,185	4,981	5,168	5,731
Non-controlling interests												
ROE (%)	4.9	3.0	4.0	6.5	4.2	6.5	4.9	4.3	4.4	3.7	5.8	6.0
ROA (%)	2.4	1.5	2.1	3.4	2.1	3.0	2.4	2.2	2.3	2.0	3.1	-
Total number of shares issued and outstanding (1,000 Shares)	138,408	138,408	138,408	138,408	138,408	138,408	138,408	127,408	127,408	127,408	127,408	127,408
Treasury stock (1,000 Shares)	9,807	9,813	9,859	9,894	9,894	11,693	11,375	376	377	1,287	2,196	2,196
Total number of shares issued and outstanding (excluding treasury stock) (1,000 Shares)	128,563	128,562	128,549	128,514	128,514	126,715	127,033	127,032	127,031	126,120	125,212	125,212
Earnings per share (yen)	77.86	45.17	58.64	99.76	66.69	111.31	91.86	89.10	96.96	81.65	136.34	148.55
Net assets per share (yen)	1,559.96	1,435.87	1,519.60	1,568.04	1,592.87	1,803.30	1,942.20	2,215.18	2,156.67	2,301.10	2,424.97	2,534.47
NAGASE & CO share price (closing price)	1,018	781	1,169	990	1,024	1,147	1,275	1,573	1,237	1,551	1,805	-
Change (%)	△ 31.4	△ 25.2	△ 25.2	△ 15.3	3.4	12.0	11.2	23.4	△ 21.4	25.4	16.4	-
Nikkei Average Closing price	12,526	8,110	11,090	9,755	10,084	12,398	14,828	19,207	16,759	18,909	21,454	-
Change (%)	△ 27.5	△ 35.3	36.8	△ 12.0	3.4	23.0	19.6	29.5	△ 12.7	12.8	13.0	-
Dividends per share (yen)	17.0	16.0	16.0	22.0	24.0	26.0	28.0	30.0	32.0	33.0	40.0	37.0
(Interim dividend + Year-end dividend)	(0.0 + 17.0)	(8.0 + 8.0)	(7.0 + 9.0)	(9.0 + 13.0)	(12.0 + 12.0)	(13.0 + 13.0)	(14.0 + 14.0)	(15.0 + 15.0)	(16.0 + 16.0)	(16.0 + 17.0)	(17.0 + 23.0)	(18.0 + 19.0)
Dividend amount (based on resolution)	2,186	2,057	2,057	2,827	3,084	3,295	3,557	3,910	4,064	4,162	5,023	4,632
Payout ratio (%)	21.8	35.4	27.3	22.1	36.0	23.4	30.5	33.0	33.0	40.4	29.3	24.9
Dividend yield (%)	1.67	2.10	1.37	2.22	2.94	2.27	2.20	1.91	2.59	2.13	2.22	2.19
Year avg.	1.29	1.69	1.58	2.21	2.49	2.73	2.31	2.22	2.15	2.47	2.19	-
Japan Government Bond 10-Year Note Yield (%)	1.28	1.34	1.40	1.31	1.09	0.56	0.61	0.40	-0.05	0.06	0.04	-
Dividends on equity (%)	1.08	1.07	1.08	1.42	1.52	1.52	1.50	1.44	1.46	1.48	1.69	1.49
Total return ratio (%)	21.8	35.4	27.3	22.0	35.4	22.0	30.5	33.7	33.0	51.0	39.5	24.9
Market capitalization (millions of yen)	130,877	97,835	150,274	127,229	131,599	145,342	161,967	199,821	157,137	195,614	226,008	-
Fiscal year end	0.65	0.53	0.77	0.63	0.64	0.64	0.66	0.71	0.57	0.67	0.74	-
PBR	13.08	16.84	19.94	9.92	15.36	10.25	13.89	17.66	12.76	18.93	13.16	-
Consolidated companies	62	62	59	60	66	82	85	84	85	80	83	-
Affiliated companies	51	51	49	51	55	61	60	59	60	59	61	-
Companies accounted for under the equity method	11	11	10	9	11	21	25	25	25	21	22	-

Dividends on equity: (Total number of shares issued and outstanding, excluding treasury stock x Dividends per share) / ((Shareholders' equity, beginning of period + Shareholders' equity, end of period) / 2)
 Total return ratio: (Total number of shares issued and outstanding, excluding treasury stock x Dividends per share + Acquisition of Treasury Shares) / Profit attributable to owners of the parent
 Dividend yield: Dividends per share / Share price
 Japan Government Bond 10-Year Note Yield: Used the present value rate (closing price) provided by QUICK
 PBR: Share price / Net assets per share = Share price / (Net assets / No. of shares) = (Share price x No. of shares) / Net assets = Market capitalization / Net assets
 Net assets per share: Net assets / Total number of shares issued and outstanding, excluding treasury stock
 Payout ratio: Total number of shares issued and outstanding, excluding treasury stock x Dividends per share / Profit attributable to owners of the parent
 ROE: Profit attributable to owners of the parent / (Equity capital, beginning of period + Equity capital, end of period) / 2
 *Equity capital = (Shareholders' equity + Valuation and translation adjustments)
 ROA: Profit attributable to owners of the parent / ((Total assets, beginning of period + Total assets, end of period) / 2)
 Earnings per share: Profit attributable to owners of the parent / Total number of shares issued and outstanding, excluding treasury stock
 Net assets per share: Net assets / Total number of shares issued and outstanding, excluding treasury stock
 Payout ratio: Total number of shares issued and outstanding, excluding treasury stock x Dividends per share / Profit attributable to owners of the parent