

FYE March 2016 Financial Briefing Supplemental Data

May 27, 2016

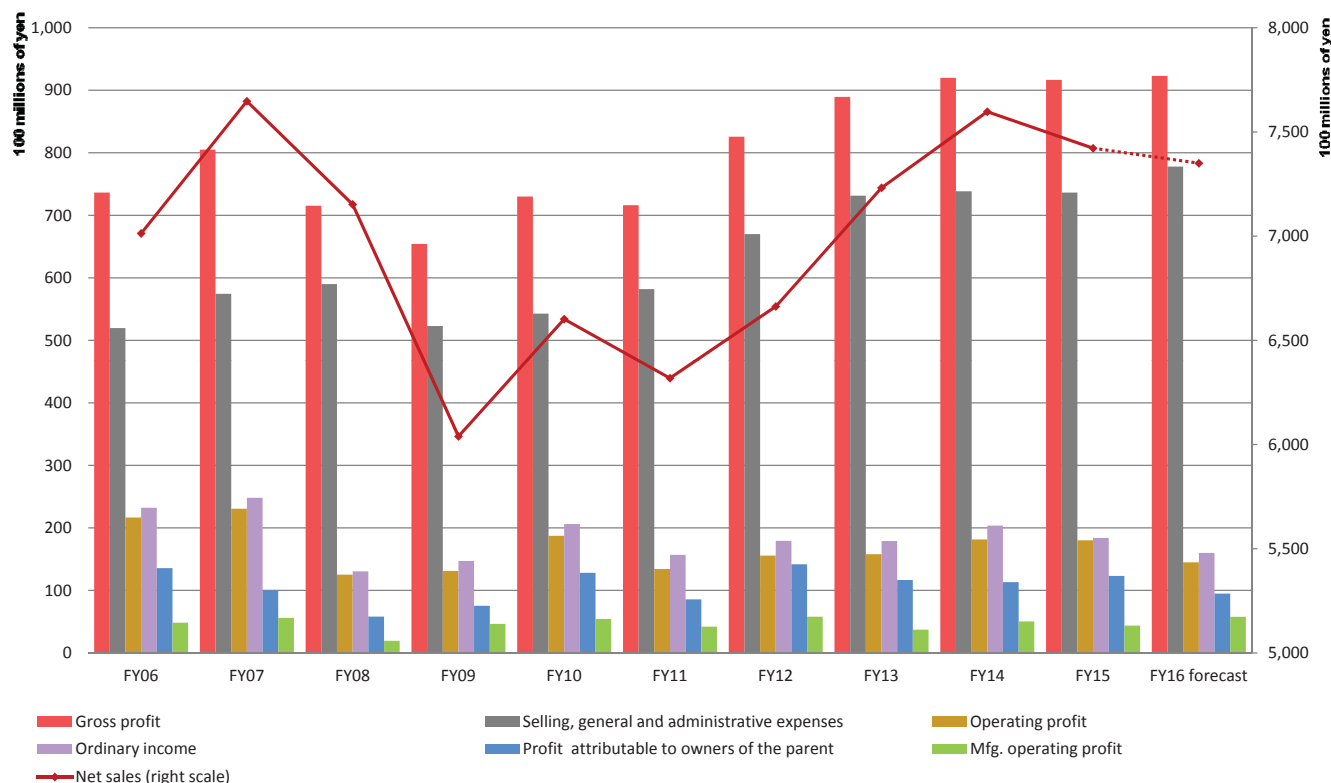
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P/L Trends



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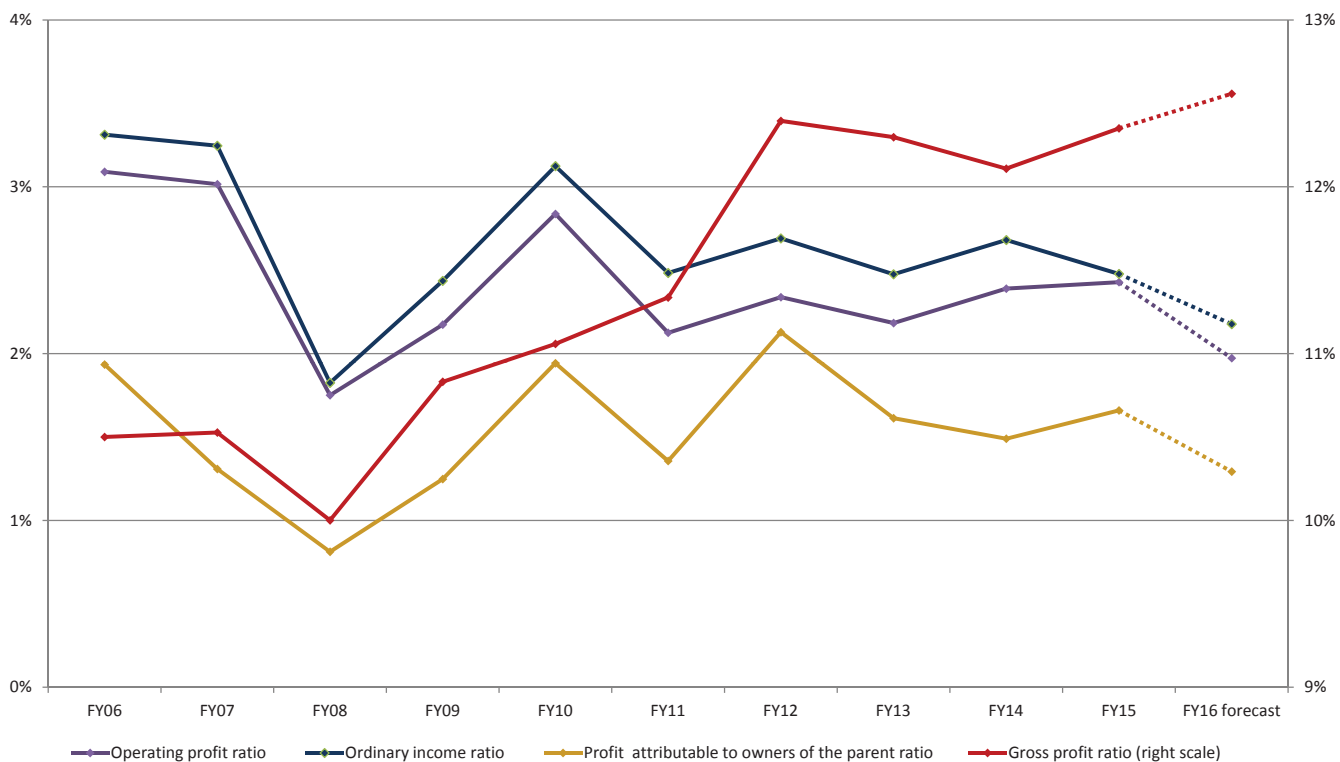
P/L Trends

(Millions of yen)

	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16 forecast
Net sales	701,321	764,755	715,238	603,949	660,213	631,854	666,272	723,212	759,713	742,194	735,000
Gross profit	73,639	80,506	71,527	65,415	73,008	71,628	82,583	88,936	91,991	91,663	92,300
Selling, general and administrative expenses	51,970	57,443	59,004	52,286	54,276	58,200	67,004	73,146	73,838	73,639	77,800
Operating profit	21,669	23,063	12,522	13,128	18,732	13,427	15,578	15,789	18,153	18,024	14,500
Ordinary income	23,231	24,823	13,052	14,712	20,625	15,690	17,927	17,905	20,366	18,390	16,000
Profit attributable to owners of the parent	13,567	10,005	5,808	7,537	12,823	8,570	14,182	11,663	11,318	12,316	9,500
Mfg. operating profit	4,835	5,616	1,940	4,651	5,434	4,209	5,803	3,716	5,047	4,374	5,782
Mfg. ratio (operating profit)	22.3%	24.4%	15.5%	35.4%	29.0%	31.3%	37.3%	23.5%	27.8%	24.3%	39.9%

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Profitability Trends



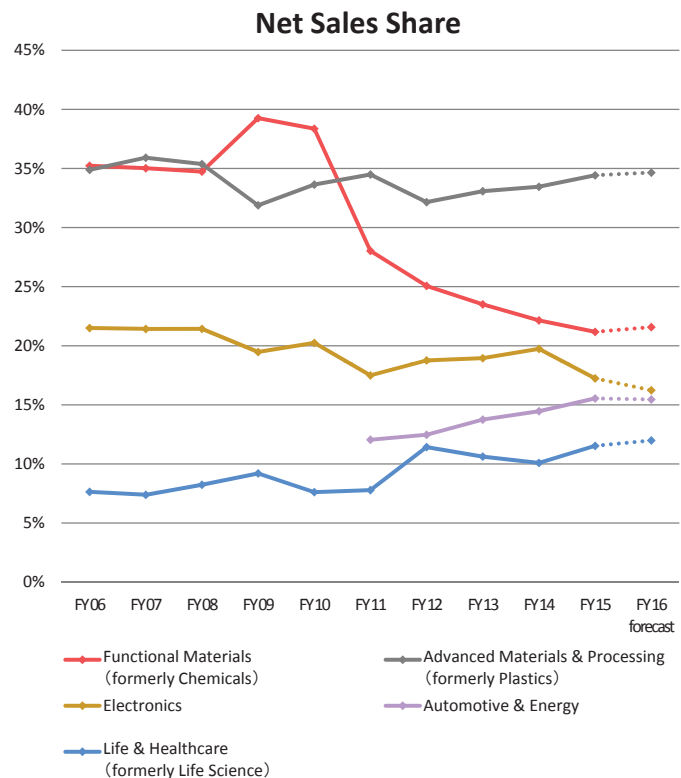
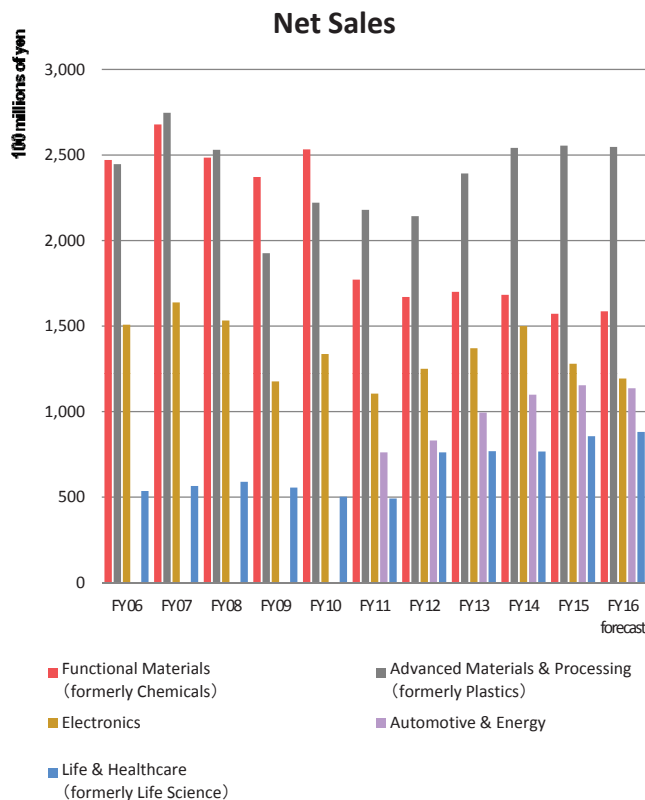
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Profitability Trends

	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY16	FY16 forecast
Gross profit ratio	10.5%	10.5%	10.0%	10.8%	11.1%	11.3%	12.4%	12.3%	12.1%	12.4%	12.6%
Operating profit ratio	3.1%	3.0%	1.8%	2.2%	2.8%	2.1%	2.3%	2.2%	2.4%	2.4%	2.0%
Ordinary income ratio	3.3%	3.2%	1.8%	2.4%	3.1%	2.5%	2.7%	2.5%	2.7%	2.5%	2.2%
Profit attributable to owners of the parent ratio	1.9%	1.3%	0.8%	1.2%	1.9%	1.4%	2.1%	1.6%	1.5%	1.7%	1.3%

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Net Sales by Segment



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Net Sales by Segment



(Millions of yen)

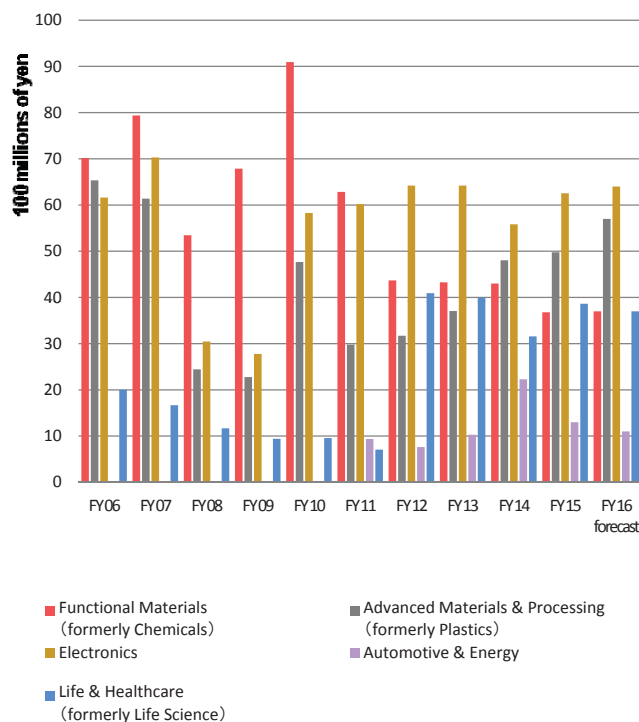
		FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16 forecast
Net Sales	Functional Materials (formerly Chemicals)	247,094	267,836	248,461	237,124	253,290	177,126	167,017	169,973	168,238	157,149	158,600
	Advanced Materials & Processing (formerly Plastics)	244,681	274,660	253,029	192,569	222,100	217,929	214,214	239,224	254,165	255,505	254,700
	Electronics	150,796	163,833	153,255	117,591	133,640	110,495	125,014	137,026	149,947	127,926	119,300
	Automotive & Energy	-	-	-	-	-	76,113	83,068	99,441	109,851	115,351	113,600
	Life & Healthcare (formerly Life Science)	53,556	56,489	58,905	55,542	50,247	49,170	76,116	76,810	76,609	85,571	88,100
	Other	5,191	1,934	1,585	1,121	934	1,018	841	737	900	689	700
	Total	701,321	764,755	715,238	603,949	660,213	631,854	666,272	723,212	759,713	742,194	735,000
Net Sales Share	Functional Materials (formerly Chemicals)	35.2%	35.0%	34.7%	39.3%	38.4%	28.0%	25.1%	23.5%	22.1%	21.2%	21.6%
	Advanced Materials & Processing (formerly Plastics)	34.9%	35.9%	35.4%	31.9%	33.6%	34.5%	32.2%	33.1%	33.5%	34.4%	34.7%
	Electronics	21.5%	21.4%	21.4%	19.5%	20.2%	17.5%	18.8%	18.9%	19.7%	17.2%	16.2%
	Automotive & Energy	-	-	-	-	-	12.0%	12.5%	13.7%	14.5%	15.5%	15.5%
	Life & Healthcare (formerly Life Science)	7.6%	7.4%	8.2%	9.2%	7.6%	7.8%	11.4%	10.6%	10.1%	11.5%	12.0%
	Other	0.7%	0.3%	0.2%	0.2%	0.1%	0.2%	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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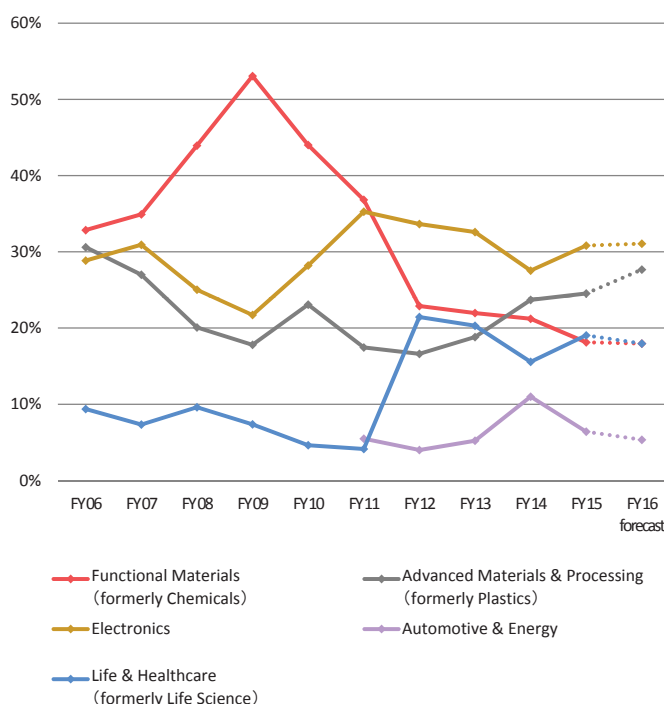
Operating Profit by Segment



Operating Profit by Segment



Operating Profit Ratio by Segment



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Operating Profit by Segment

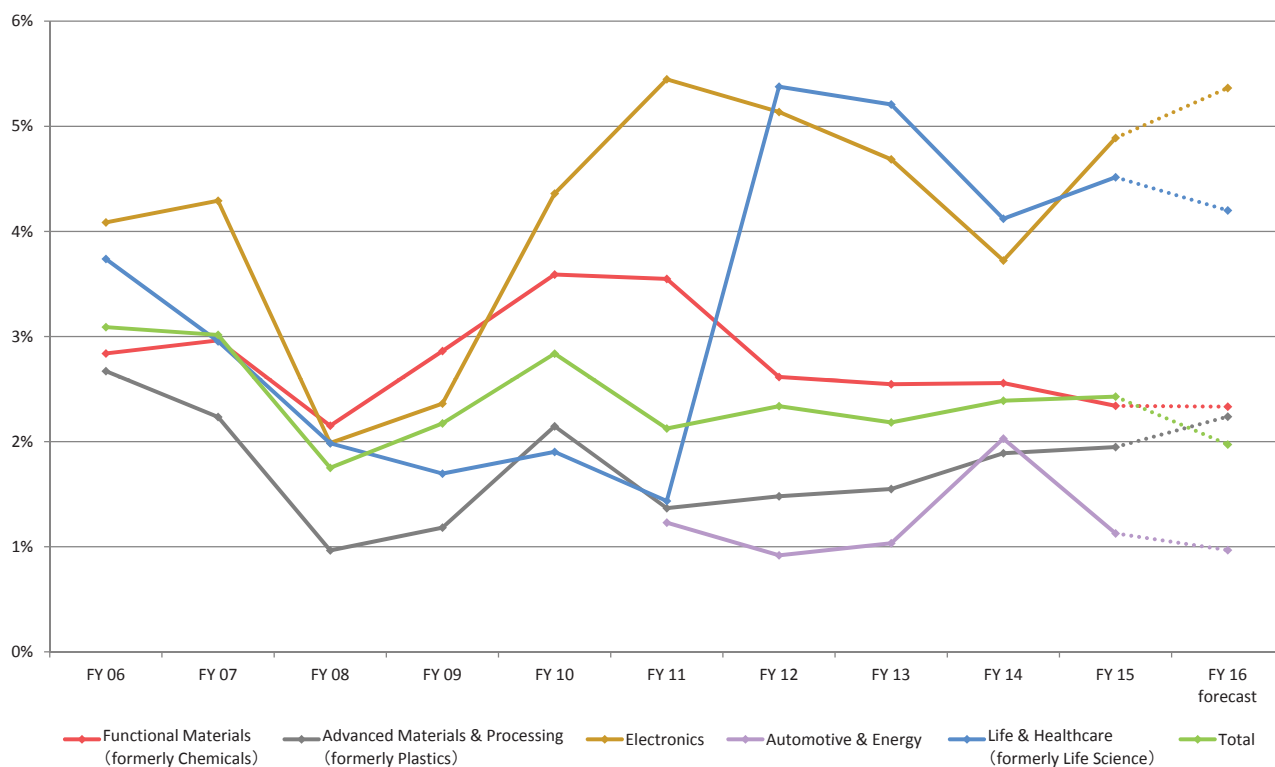


(Millions of yen)

		FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16 forecast
Operating Profit by Segment	Functional Materials (formerly Chemicals)	7,015	7,938	5,346	6,787	9,093	6,285	4,368	4,328	4,302	3,679	3,700
	Advanced Materials & Processing (formerly Plastics)	6,535	6,138	2,443	2,277	4,767	2,979	3,171	3,707	4,804	4,979	5,700
	Electronics	6,161	7,031	3,046	2,778	5,827	6,019	6,421	6,421	5,583	6,255	6,400
	Automotive & Energy	-	-	-	-	-	936	763	1,028	2,229	1,300	1,100
	Life & Healthcare (formerly Life Science)	2,002	1,669	1,169	942	956	706	4,093	4,000	3,157	3,864	3,700
	Other	-358	-41	162	5	13	141	265	215	201	215	-
	Sub total	21,356	22,736	12,168	12,791	20,659	17,068	19,083	19,701	20,278	20,295	20,600
Corporate/Eliminations	312	326	353	336	-1,927	-3,641	-3,505	-3,912	-2,125	-2,270	-6,100	
Total	21,669	23,063	12,522	13,128	18,732	13,427	15,578	15,789	18,153	18,024	14,500	
Operating Profit Share by Segment	Functional Materials (formerly Chemicals)	32.8%	34.9%	43.9%	53.1%	44.0%	36.8%	22.9%	22.0%	21.2%	18.1%	18.0%
	Advanced Materials & Processing (formerly Plastics)	30.6%	27.0%	20.1%	17.8%	23.1%	17.5%	16.6%	18.8%	23.7%	24.5%	27.7%
	Electronics	28.8%	30.9%	25.0%	21.7%	28.2%	35.3%	33.6%	32.6%	27.5%	30.8%	31.1%
	Automotive & Energy	-	-	-	-	-	5.5%	4.0%	5.2%	11.0%	6.4%	5.3%
	Life & Healthcare (formerly Life Science)	9.4%	7.3%	9.6%	7.4%	4.6%	4.1%	21.4%	20.3%	15.6%	19.0%	18.0%
	Other	-1.7%	-0.2%	1.3%	0.0%	0.1%	0.8%	1.4%	1.1%	1.0%	1.1%	-
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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Operating Profit Ratios by Segments



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Operating Profit Ratios by Segments

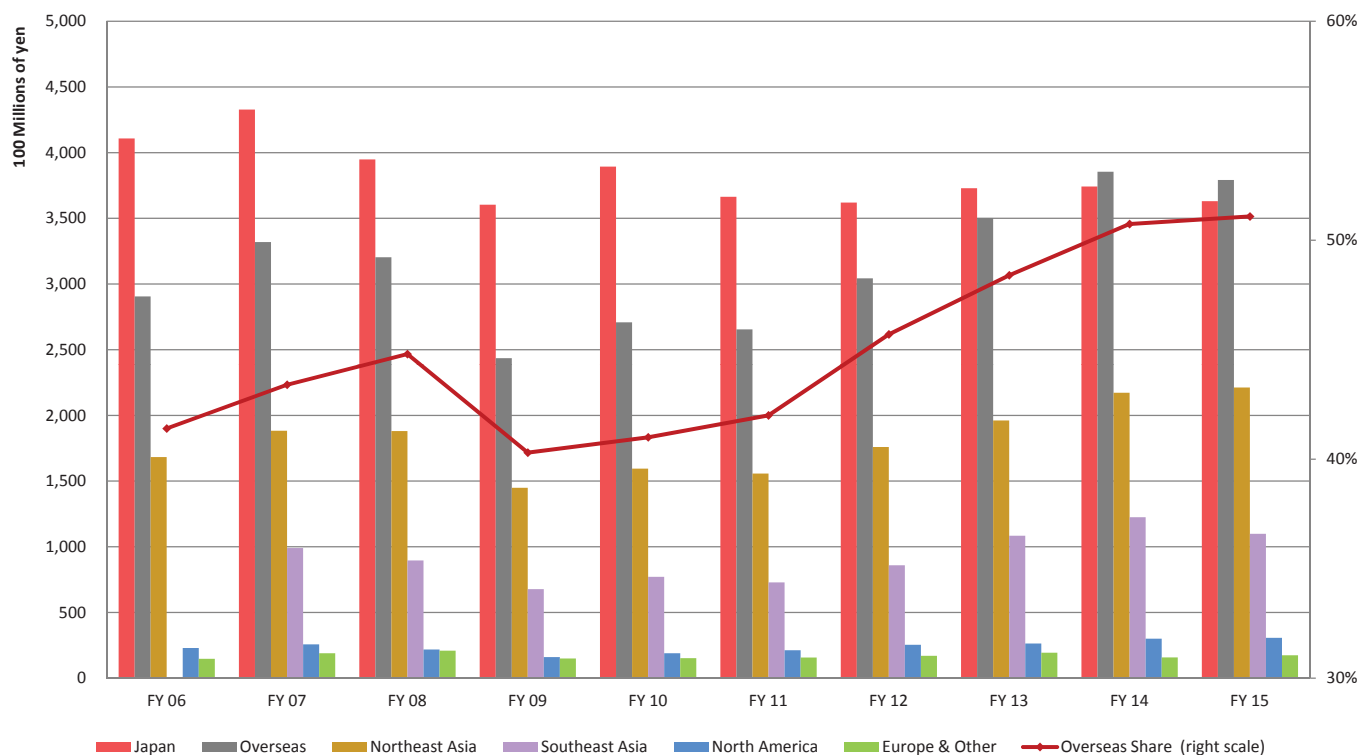


(millions of yen)

	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16 forecast
Functional Materials (formerly Chemicals)	2.8%	3.0%	2.2%	2.9%	3.6%	3.5%	2.6%	2.5%	2.6%	2.3%	2.3%
Advanced Materials & Processing (formerly Plastics)	2.7%	2.2%	1.0%	1.2%	2.1%	1.4%	1.5%	1.5%	1.9%	1.9%	2.2%
Electronics	4.1%	4.3%	2.0%	2.4%	4.4%	5.4%	5.1%	4.7%	3.7%	4.9%	5.4%
Automotive & Energy	-	-	-	-	-	1.2%	0.9%	1.0%	2.0%	1.1%	1.0%
Life & Healthcare (formerly Life Science)	3.7%	3.0%	2.0%	1.7%	1.9%	1.4%	5.4%	5.2%	4.1%	4.5%	4.2%
Total	3.1%	3.0%	1.8%	2.2%	2.8%	2.1%	2.3%	2.2%	2.4%	2.4%	2.0%

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Net Sales by Region (Destination)



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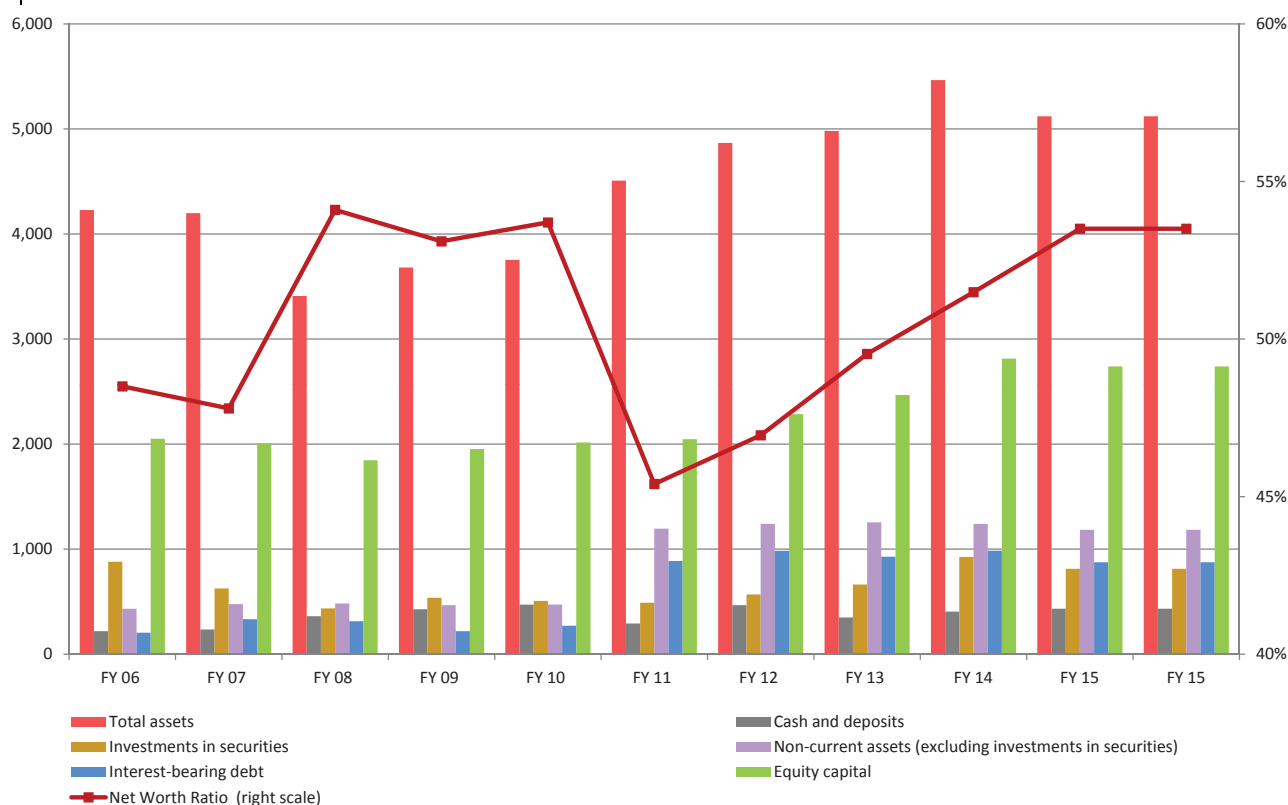
Net Sales by Region (Destination)

(Millions of yen)

	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15
Japan	410,789	432,813	394,874	360,382	389,380	366,369	361,971	372,939	374,208	363,038
Overseas	290,532	331,942	320,364	243,567	270,833	265,484	304,301	350,272	385,505	379,155
Northeast Asia	168,274	188,305	188,082	144,860	159,485	155,692	175,965	196,118	217,232	221,197
Southeast Asia	84,594	99,041	89,577	67,715	77,144	72,882	85,881	108,414	122,493	109,837
North America	22,947	25,686	21,783	16,018	18,974	21,236	25,423	26,344	29,995	30,684
Europe & Other	14,715	18,908	20,921	14,973	15,229	15,673	17,031	19,394	15,783	17,437
Total	701,321	764,755	715,238	603,949	660,213	631,854	666,272	723,212	759,713	742,194
Overseas Share	41.4%	43.4%	44.8%	40.3%	41.0%	42.0%	45.7%	48.4%	50.7%	51.1%

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B/STrends



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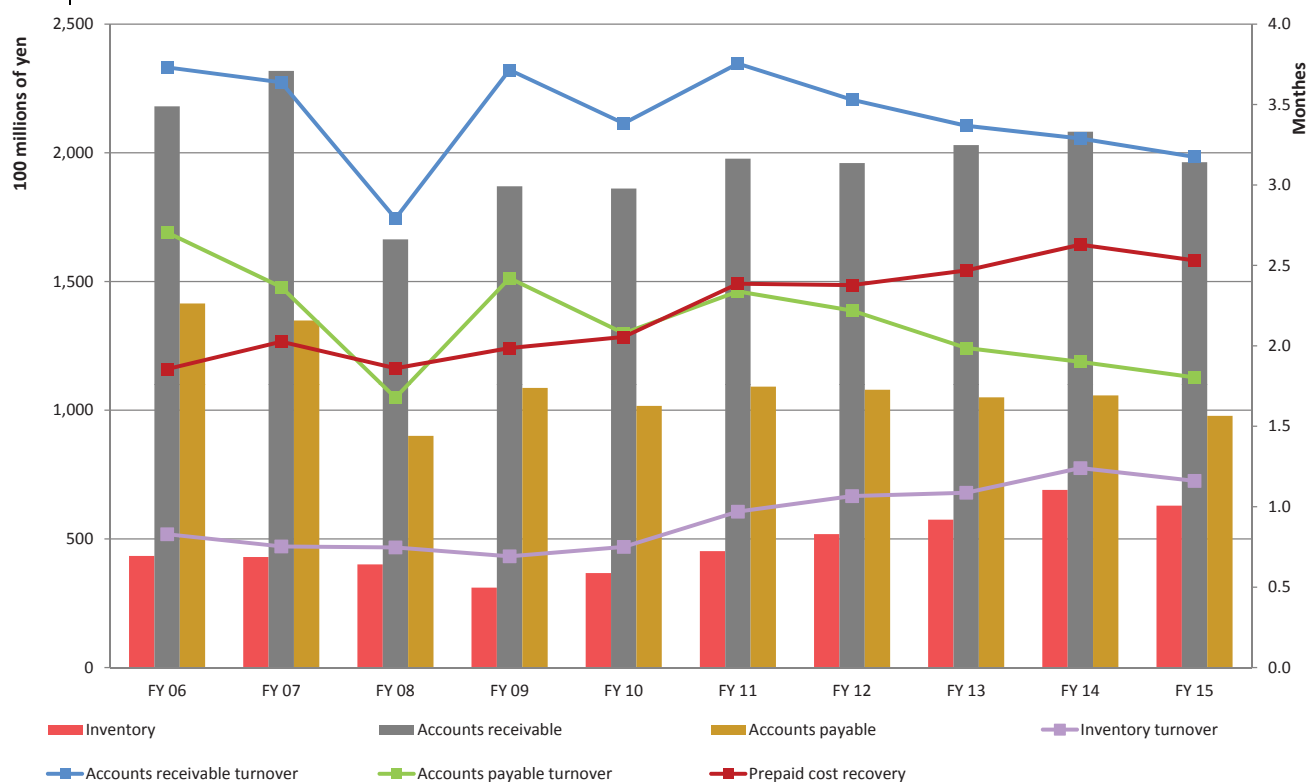
B/STrends

(millions of yen)

	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15
Total assets	422,859	419,869	340,968	368,088	375,336	450,842	486,747	498,141	546,525	512,081
Cash and deposits	21,922	23,490	36,137	42,807	47,202	29,184	46,693	34,980	40,575	43,283
Investments in securities	88,065	62,546	43,569	53,688	50,726	49,014	56,870	66,275	92,638	81,345
Non-current assets (excluding investments in securities)	43,168	47,708	48,251	46,625	47,306	119,547	124,126	125,503	124,039	118,401
Interest-bearing debt	20,491	33,342	31,340	21,886	27,125	88,710	98,425	92,828	98,493	87,560
Equity capital	205,084	200,555	184,600	195,345	201,517	204,706	228,505	246,723	281,398	273,963
Net Worth Ratio	48.5%	47.8%	54.1%	53.1%	53.7%	45.4%	46.9%	49.5%	51.5%	53.5%

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Turnover Period Trends



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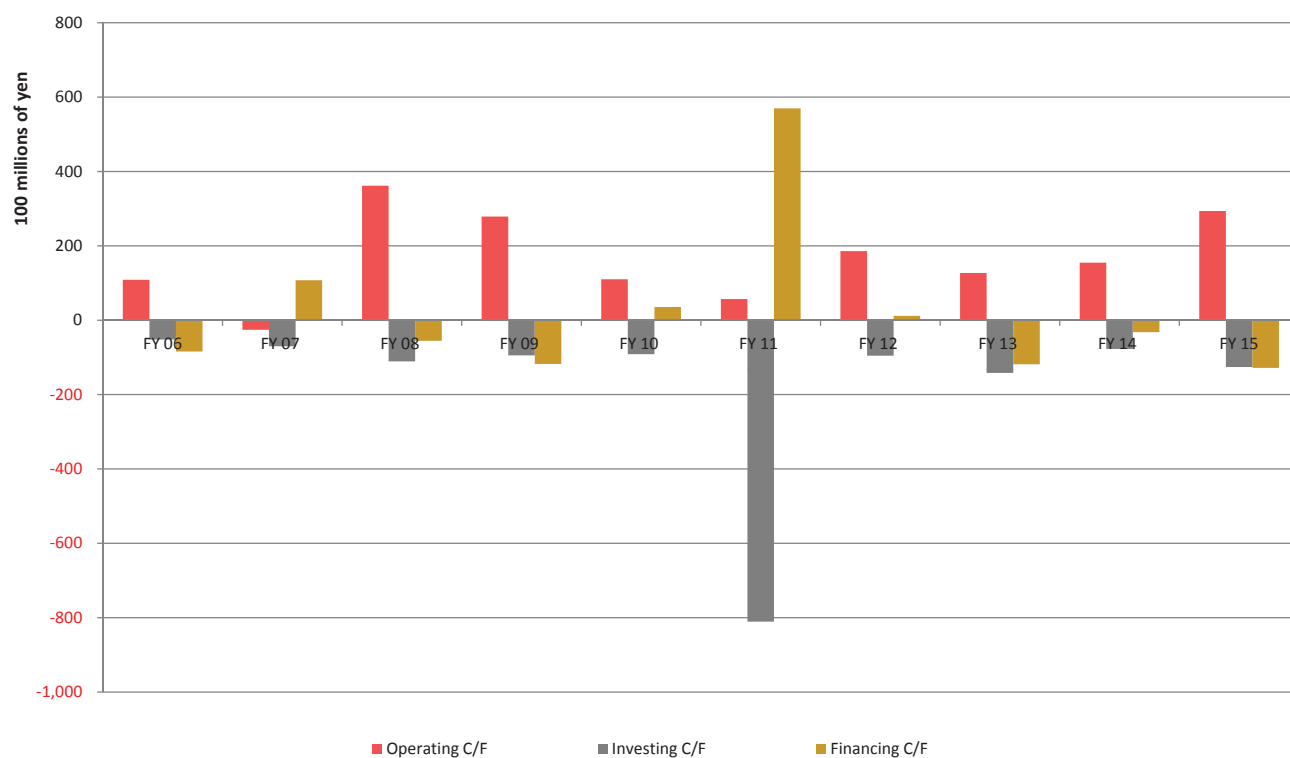
Turnover Period Trends

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

	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15
Inventory	43,372	42,946	40,071	31,051	36,714	45,258	51,862	57,458	69,012	62,920
Inventory turnover	0.83	0.75	0.75	0.69	0.75	0.97	1.07	1.09	1.24	1.16
Accounts receivable	218,037	231,823	166,380	186,985	186,113	197,702	196,001	202,996	208,209	196,335
Accounts receivable turnover	3.73	3.64	2.79	3.72	3.38	3.75	3.53	3.37	3.29	3.17
Accounts payable	141,461	134,864	90,007	108,643	101,679	109,163	107,941	105,014	105,737	97,800
Accounts payable turnover	2.70	2.37	1.68	2.42	2.08	2.34	2.22	1.99	1.90	1.80
Prepaid cost recovery	1.86	2.03	1.86	1.99	2.06	2.39	2.38	2.47	2.63	2.53

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C/FTrends



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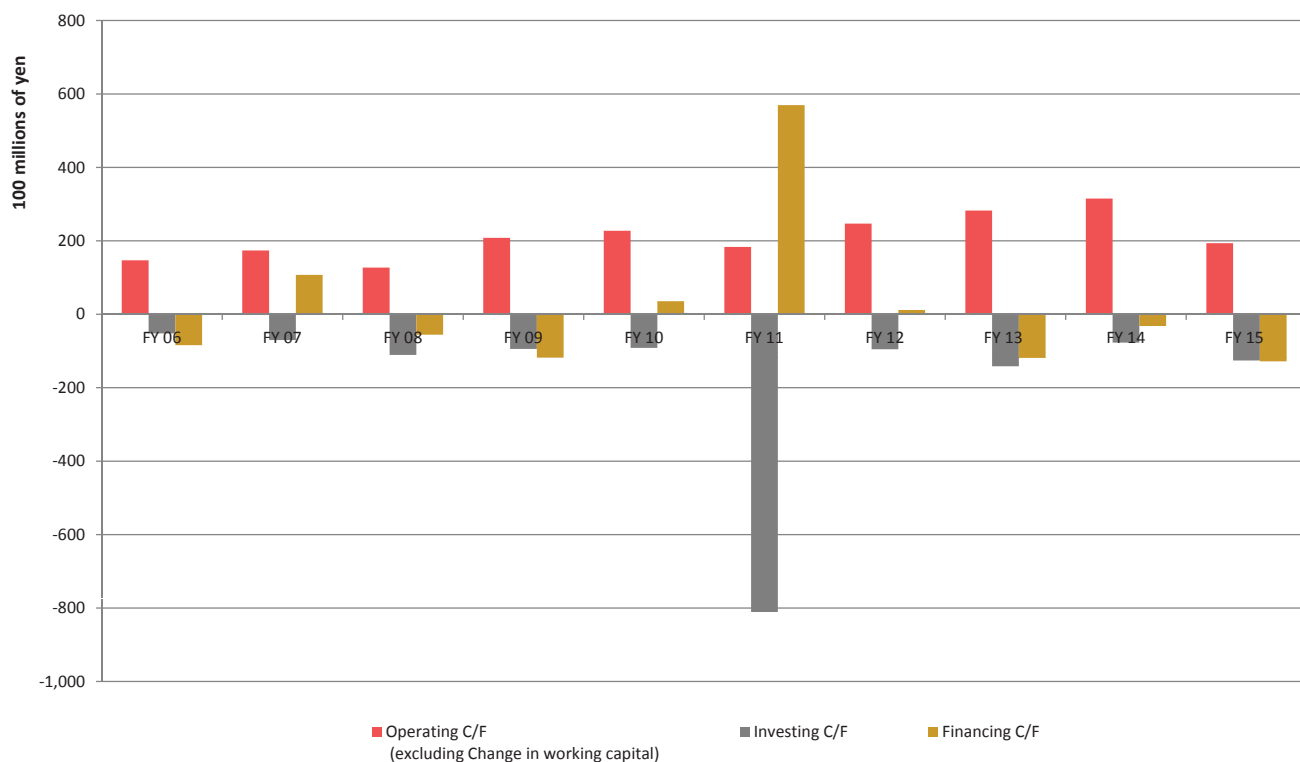
C/FTrends

(millions of yen)

	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15
Operating C/F	10,855	-2,586	36,161	27,875	10,997	5,690	18,576	12,721	15,474	29,376
Investing C/F	-5,203	-7,009	-11,062	-9,438	-9,147	-81,066	-9,529	-14,171	-7,732	-12,600
Financing C/F	-8,420	10,738	-5,549	-11,753	3,564	56,961	1,164	-11,833	-3,205	-12,822
Net income before taxes	23,095	20,264	11,183	13,534	20,918	16,536	19,458	18,353	18,989	15,239
Depreciation and amortization	4,110	5,131	5,425	5,976	6,387	7,273	7,445	8,634	9,292	9,493
Change in working capital	-3,826	-19,957	23,461	7,051	-11,755	-12,649	-6,125	-15,518	-16,044	10,030
Working capital	119,948	139,905	116,444	109,393	121,148	133,797	139,922	155,440	171,484	161,454

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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)

	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15
Operating C/F	10,855	-2,586	36,161	27,875	10,997	5,690	18,576	12,721	15,474	29,376
Change in working capital	-3,826	-19,957	23,461	7,051	-11,755	-12,649	-6,125	-15,518	-16,044	10,030
Operating C/F (excluding Change in working capital)	14,681	17,371	12,700	20,824	22,752	18,339	24,701	28,239	31,518	19,346
Investing C/F	-5,203	-7,009	-11,062	-9,438	-9,147	-81,066	-9,529	-14,171	-7,732	-12,600
Financing C/F	-8,420	10,738	-5,549	-11,753	3,564	56,961	1,164	-11,833	-3,205	-12,822

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(Reference 1) Numerical Data/Indicators (FY2007 – FY2016 forecast)

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016 forecast
P/L	Net sales (millions of yen)	764,755	715,238	603,949	660,213	631,854	723,212	759,713	742,194	735,000
	Operating profit (millions of yen)	23,063	12,522	13,128	18,732	13,427	15,578	15,789	18,153	14,500
B/S	Ordinary income (millions of yen)	24,823	13,052	14,712	20,625	15,690	17,927	17,305	20,366	16,000
	Net income before taxes (millions of yen)	20,264	11,183	13,534	20,918	16,536	19,458	18,989	15,239	-
	Profit attributable to owners of the parent (millions of yen)	10,005	5,808	7,537	12,823	8,570	14,182	11,663	11,318	9,500
	Total assets (millions of yen)	419,869	340,968	368,088	375,336	450,842	486,747	498,141	546,525	512,081
	Net assets (millions of yen)	208,377	191,931	202,753	209,316	212,744	237,806	251,892	287,500	279,149
	Shareholders' equity	180,039	182,611	185,599	195,946	201,188	211,792	219,377	226,328	234,657
	Accumulated other comprehensive income (loss)	20,515	1,987	9,744	5,570	3,518	16,712	27,346	55,069	39,305
	(Unrealized holding gain on securities)	(18,613)	(7,939)	(14,961)	(13,188)	(12,731)	(17,943)	(24,725)	(44,920)	(37,074)
	(Translation adjustments)	(1,922)	(6,016)	(-5,225)	(-7,610)	(-9,191)	(-1,223)	(2,239)	(9,478)	(4,411)
	Equity capital	200,554	184,598	195,343	201,516	204,706	228,505	246,723	281,398	273,963
Stock acquisition rights	183	235	235	235	110	50	0	0	0	
Non-controlling interests	7,639	7,096	7,173	7,564	7,927	9,250	5,168	6,102	5,185	
ROE (%)	4.9	3.0	4.0	6.5	4.2	6.5	4.9	4.3	4.4	3.4
ROA (%)	2.4	1.5	2.1	3.4	2.1	3.0	2.4	2.2	2.3	-
Stock	Total number of shares issued and outstanding (1,000 Shares)	138,408	138,408	138,408	138,408	138,408	138,408	127,408	127,408	127,408
	Treasury stock (1,000 Shares)	9,807	9,813	9,859	9,894	9,894	11,693	376	377	377
	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
	Earnings per share (yen)	77.86	45.17	58.64	99.76	66.69	111.31	91.86	89.10	96.96
Share Price	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
	NAGASE & CO share price (closing price) Fiscal year end	1,018	761	1,169	990	1,024	1,147	1,275	1,573	1,237
Dividends	Change (%)	△ 31.4	△ 25.2	53.6	△ 15.3	3.4	12.0	23.4	△ 21.4	-
	Fiscal year end	12,526	8,110	11,090	9,755	10,084	12,398	14,828	19,207	16,759
Share Value	Change (%)	△ 27.5	△ 35.3	36.8	△ 12.0	3.4	23.0	19.6	△ 12.7	-
	Dividends per share (yen)	17.0	16.0	16.0	22.0	24.0	26.0	28.0	30.0	32.0
	(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)
	Dividend amount (based on resolution)	2,186	2,057	2,057	2,827	3,084	3,295	3,557	3,810	4,064
	Payout ratio (%)	21.8	35.4	27.3	22.1	36.0	23.4	30.5	33.7	33.0
	Dividend yield (%)	1.67	2.10	1.37	2.22	2.34	2.27	2.20	1.91	2.59
	Year avg.	1.29	1.69	1.58	2.21	2.49	2.73	2.31	2.22	2.15
	Japan Government Bond 10-Year Note \Fiscal year end	1.28	1.34	1.40	1.31	1.09	0.56	0.61	0.40	-0.05
	Dividends on equity (%)	1.08	1.07	1.08	1.42	1.52	1.52	1.50	1.44	1.46
	Total return ratio (%)	21.8	35.4	27.3	22.0	36.0	34.9	30.5	33.7	33.0
Share Value	Market capitalization (millions of yen)	130,877	97,835	150,274	127,229	131,599	145,342	161,967	199,821	157,137
	PBR	0.65	0.53	0.77	0.63	0.71	0.64	0.66	0.71	0.57
	PER	13.08	16.84	19.94	9.92	15.36	10.25	13.89	17.66	12.76
Affiliated company	Consolidated companies	62	62	59	60	66	82	84	85	85
	Consolidated subsidiaries	51	51	49	51	55	61	59	60	60
	Companies accounted for under the equity method	11	11	10	9	11	21	25	25	25

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
 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
 PER : Share price / Earnings per share = Share price / (Profit attributable to owners of the parent / No. of shares) = (Share price x No. of shares) / Profit attributable to owners of the parent
 Profit : Profit attributable to owners of the parent