

FYE March 2019 Financial Briefing Supplemental Data

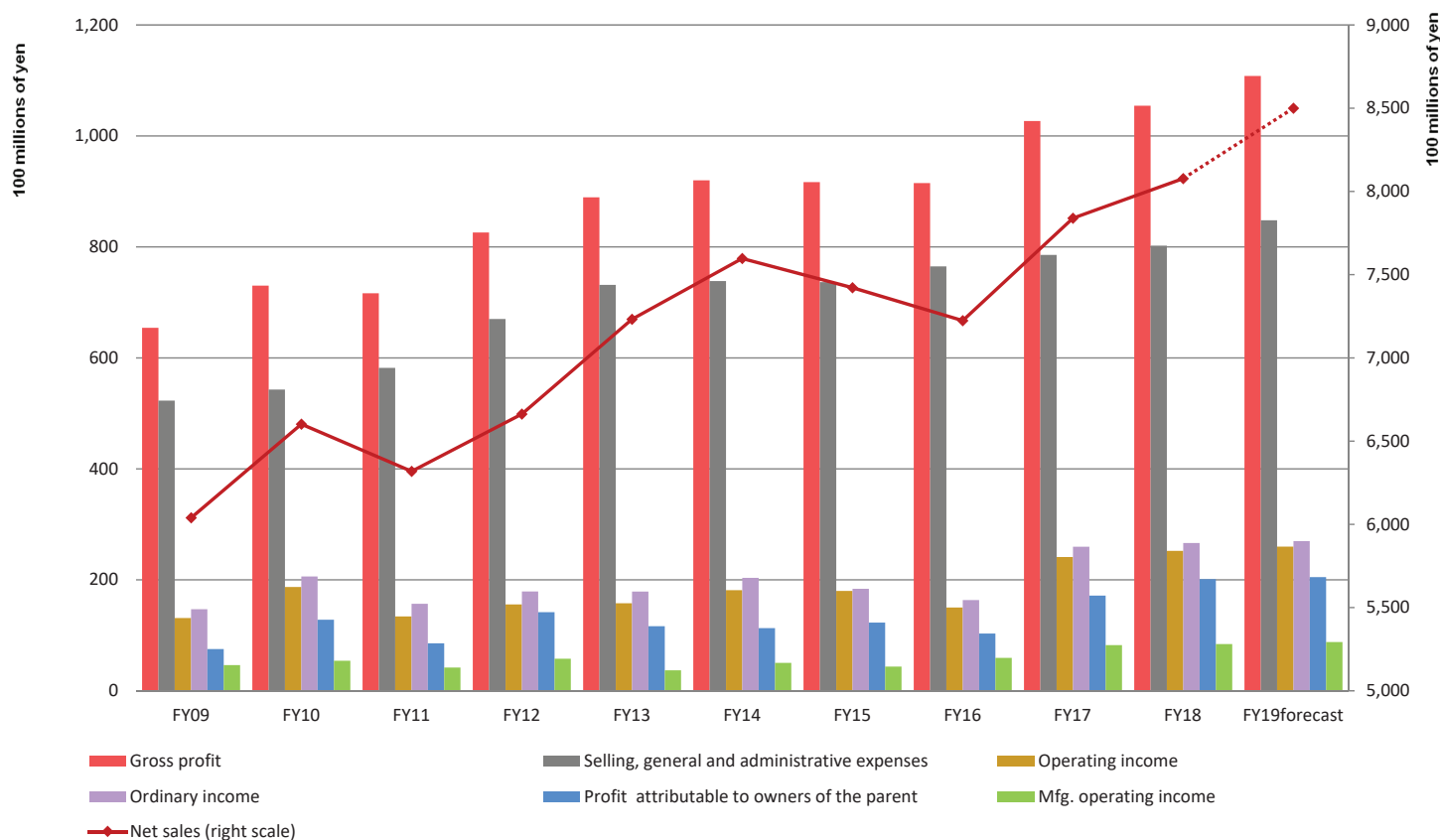
**May 24 2019
NAGASE & CO., LTD.**

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P/L Trends



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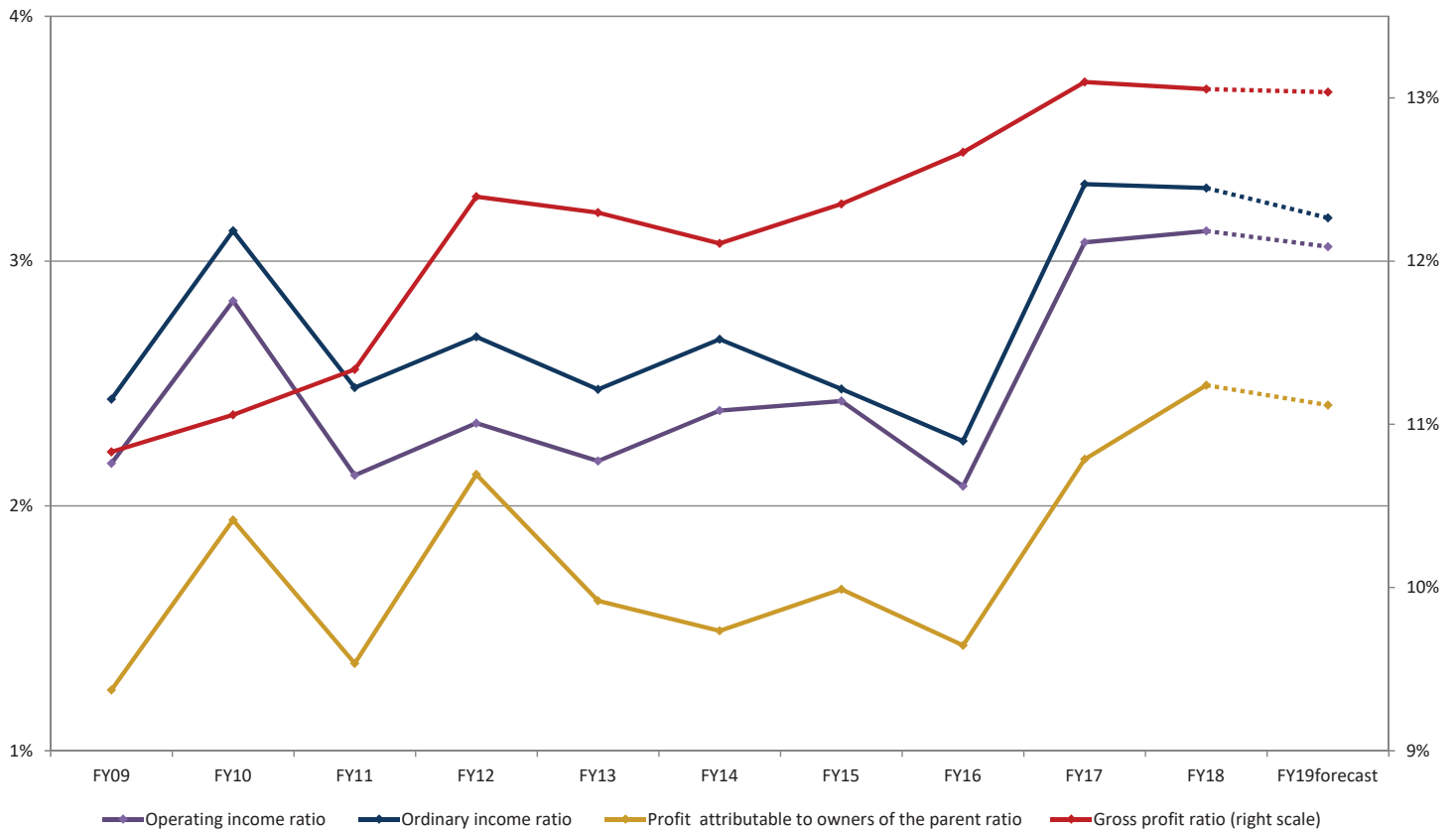
P/L Trends

(Millions of yen)

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19 forecast
Net sales	603,949	660,213	631,854	666,272	723,212	759,713	742,194	722,384	783,933	807,755	850,000
Gross profit	65,415	73,008	71,628	82,583	88,936	91,991	91,663	91,503	102,675	105,441	110,800
Selling, general and administrative expenses	52,286	54,276	58,200	67,004	73,146	73,838	73,639	76,472	78,557	80,215	84,800
Operating income	13,128	18,732	13,427	15,578	15,789	18,153	18,024	15,030	24,118	25,226	26,000
Ordinary income	14,712	20,625	15,690	17,927	17,905	20,366	18,390	16,361	25,982	26,643	27,000
Profit attributable to owners of the parent	7,537	12,823	8,570	14,182	11,663	11,318	12,316	10,331	17,175	20,136	20,500
Mfg. operating income	4,651	5,434	4,209	5,803	3,716	5,047	4,374	5,941	8,248	8,446	8,807
Mfg. ratio (operating income)	35.4%	29.0%	31.3%	37.3%	23.5%	27.8%	24.3%	39.5%	34.2%	33.5%	33.8%

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Profitability Trends



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Profitability Trends

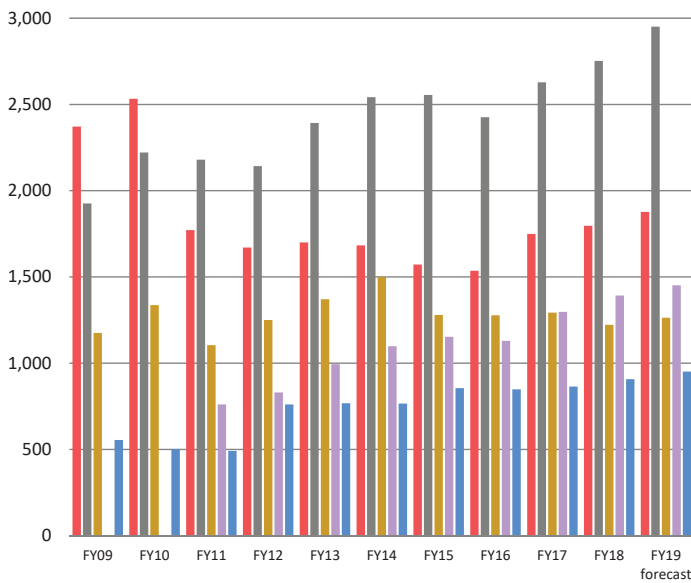
	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19 forecast
Gross profit ratio	10.8%	11.1%	11.3%	12.4%	12.3%	12.1%	12.4%	12.7%	13.1%	13.1%	13.0%
Operating income ratio	2.2%	2.8%	2.1%	2.3%	2.2%	2.4%	2.4%	2.1%	3.1%	3.1%	3.1%
Ordinary income ratio	2.4%	3.1%	2.5%	2.7%	2.5%	2.7%	2.5%	2.3%	3.3%	3.3%	3.2%
Profit attributable to owners of the parent ratio	1.2%	1.9%	1.4%	2.1%	1.6%	1.5%	1.7%	1.4%	2.2%	2.5%	2.4%

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Net Sales by Segment

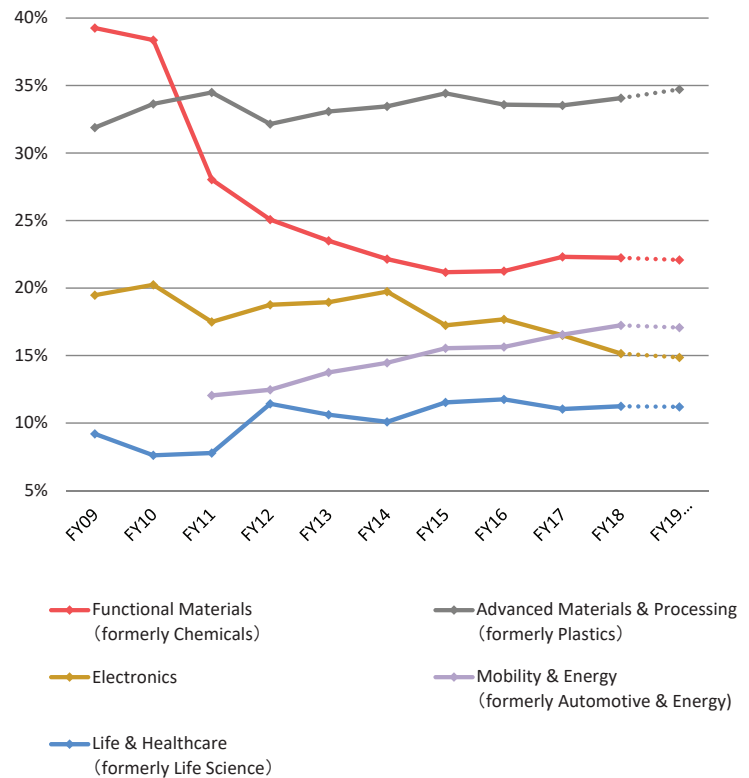


Net Sales



- Functional Materials (formerly Chemicals)
- Advanced Materials & Processing (formerly Plastics)
- Electronics
- Mobility & Energy (formerly Automotive & Energy)
- Life & Healthcare (formerly Life Science)

Net Sales Composition



- Functional Materials (formerly Chemicals)
- Advanced Materials & Processing (formerly Plastics)
- Electronics
- Mobility & Energy (formerly Automotive & Energy)
- Life & Healthcare (formerly Life Science)

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Net Sales by Segment



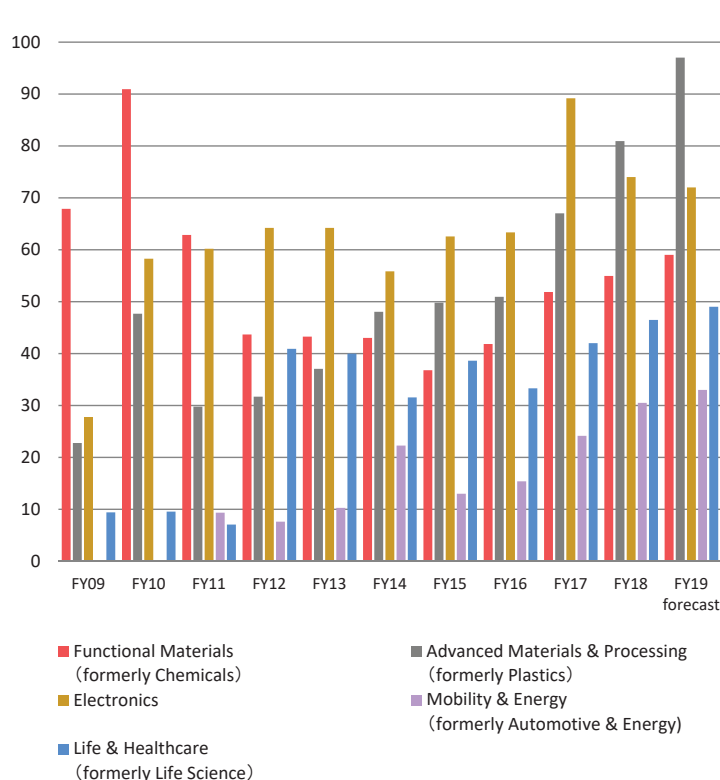
(Millions of yen)

		FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19 forecast
Net Sales	Functional Materials (formerly Chemicals)	237,124	253,290	177,126	167,017	169,973	168,238	157,149	153,546	174,922	179,627	187,700
	Advanced Materials & Processing (formerly Plastics)	192,569	222,100	217,929	214,214	239,224	254,165	255,505	242,609	262,831	275,203	295,100
	Electronics	117,591	133,640	110,495	125,014	137,026	149,947	127,926	127,722	129,324	122,319	126,300
	Mobility & Energy (formerly Automotive & Energy)	-	-	76,113	83,068	99,441	109,851	115,351	112,956	129,708	139,235	145,100
	Life & Healthcare (formerly Life Science)	55,542	50,247	49,170	76,116	76,810	76,609	85,571	84,904	86,517	90,794	95,200
	Other	1,121	934	1,018	841	737	900	689	644	629	574	600
	Total	603,949	660,213	631,854	666,272	723,212	759,713	742,194	722,384	783,933	807,755	850,000
Net Sales Composition	Functional Materials (formerly Chemicals)	39.3%	38.4%	28.0%	25.1%	23.5%	22.1%	21.2%	21.3%	22.3%	22.2%	22.1%
	Advanced Materials & Processing (formerly Plastics)	31.9%	33.6%	34.5%	32.2%	33.1%	33.5%	34.4%	33.6%	33.5%	34.1%	34.7%
	Electronics	19.5%	20.2%	17.5%	18.8%	18.9%	19.7%	17.2%	17.7%	16.5%	15.1%	14.9%
	Mobility & Energy (formerly Automotive & Energy)	-	-	12.0%	12.5%	13.7%	14.5%	15.5%	15.6%	16.5%	17.2%	17.1%
	Life & Healthcare (formerly Life Science)	9.2%	7.6%	7.8%	11.4%	10.6%	10.1%	11.5%	11.8%	11.0%	11.2%	11.2%
	Other	0.2%	0.1%	0.2%	0.1%	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%

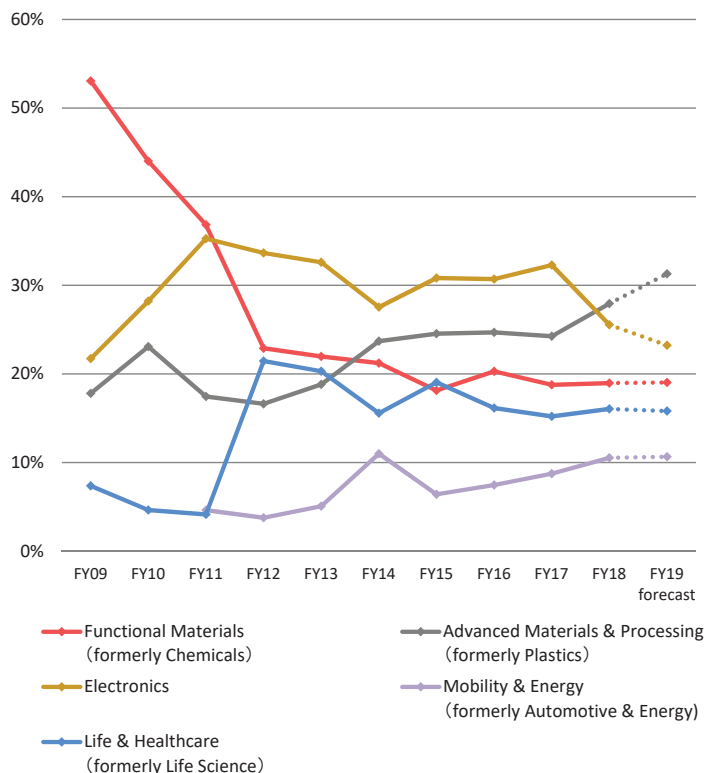
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Operating Income by Segment

Operating Profit



Operating Income Composition



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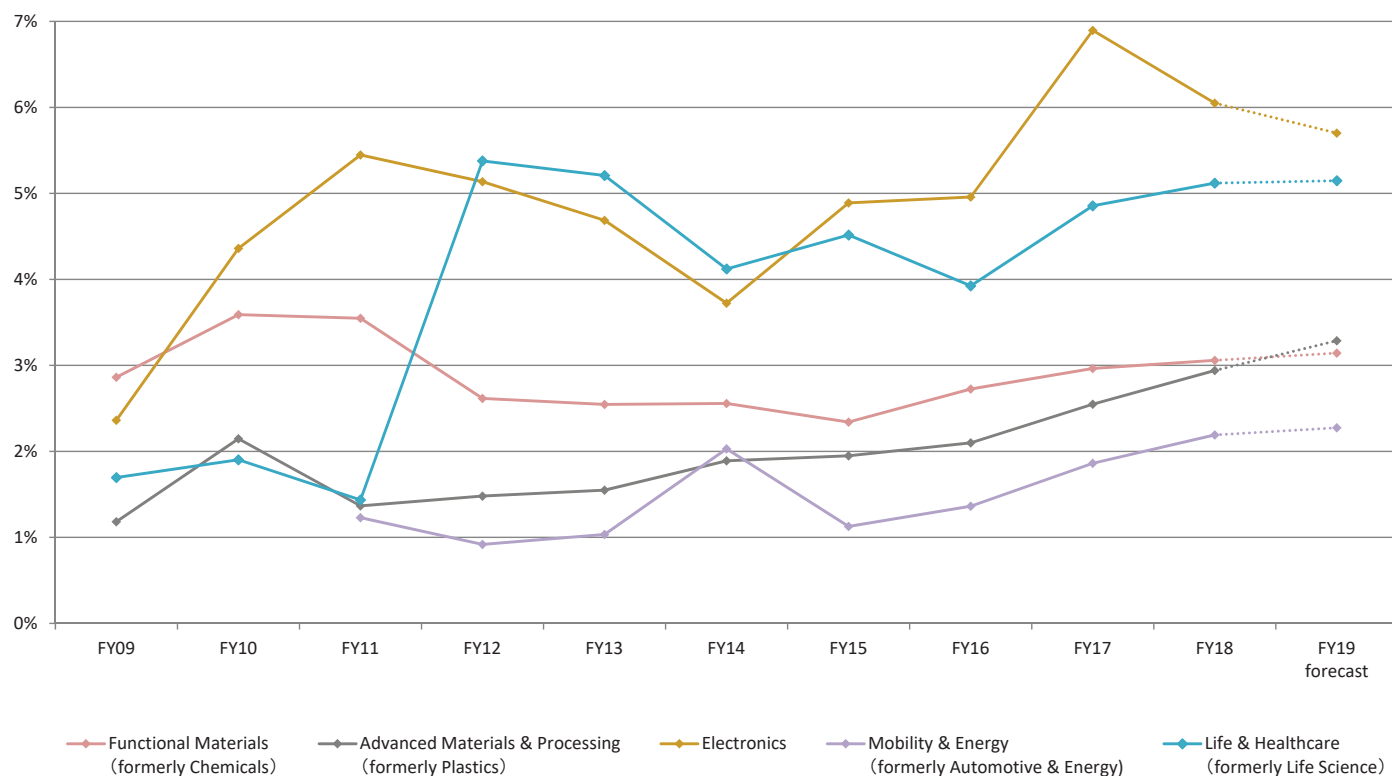
Operating Income by Segment

(Millions of yen)

		FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19 forecast
Operating Income	Functional Materials (formerly Chemicals)	6,787	9,093	6,285	4,368	4,328	4,302	3,679	4,185	5,185	5,494	5,900
	Advanced Materials & Processing (formerly Plastics)	2,277	4,767	2,979	3,171	3,707	4,804	4,979	5,093	6,700	8,093	9,700
	Electronics	2,778	5,827	6,019	6,421	6,421	5,583	6,255	6,333	8,917	7,400	7,200
	Mobility & Energy (formerly Automotive & Energy)	-	-	936	763	1,028	2,229	1,300	1,539	2,415	3,051	3,300
	Life & Healthcare (formerly Life Science)	942	956	706	4,093	4,000	3,157	3,864	3,332	4,201	4,648	4,900
	Other	5	13	141	265	215	201	215	148	207	284	-
	Sub total	12,791	20,659	17,068	19,083	19,701	20,278	20,295	20,633	27,628	28,973	31,000
	Corporate/Eliminations	336	-1,927	-3,641	-3,505	-3,912	-2,125	-2,270	-5,602	-3,509	-3,747	-5,000
Total	13,128	18,732	13,427	15,578	15,789	18,153	18,024	15,030	24,118	25,226	26,000	
Operating Income Composition	Functional Materials (formerly Chemicals)	53.1%	44.0%	36.8%	22.9%	22.0%	21.2%	18.1%	20.3%	18.8%	19.0%	19.0%
	Advanced Materials & Processing (formerly Plastics)	17.8%	23.1%	17.5%	16.6%	18.8%	23.7%	24.5%	24.7%	24.3%	27.9%	31.3%
	Electronics	21.7%	28.2%	35.3%	33.6%	32.6%	27.5%	30.8%	30.7%	32.3%	25.5%	23.2%
	Mobility & Energy (formerly Automotive & Energy)	-	-	5.5%	4.0%	5.2%	11.0%	6.4%	7.5%	8.7%	10.5%	10.6%
	Life & Healthcare (formerly Life Science)	7.4%	4.6%	4.1%	21.4%	20.3%	15.6%	19.0%	16.2%	15.2%	16.0%	15.8%
	Other	0.0%	0.1%	0.8%	1.4%	1.1%	1.0%	1.1%	0.7%	0.8%	1.0%	-
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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Operating Income Ratios by Segments



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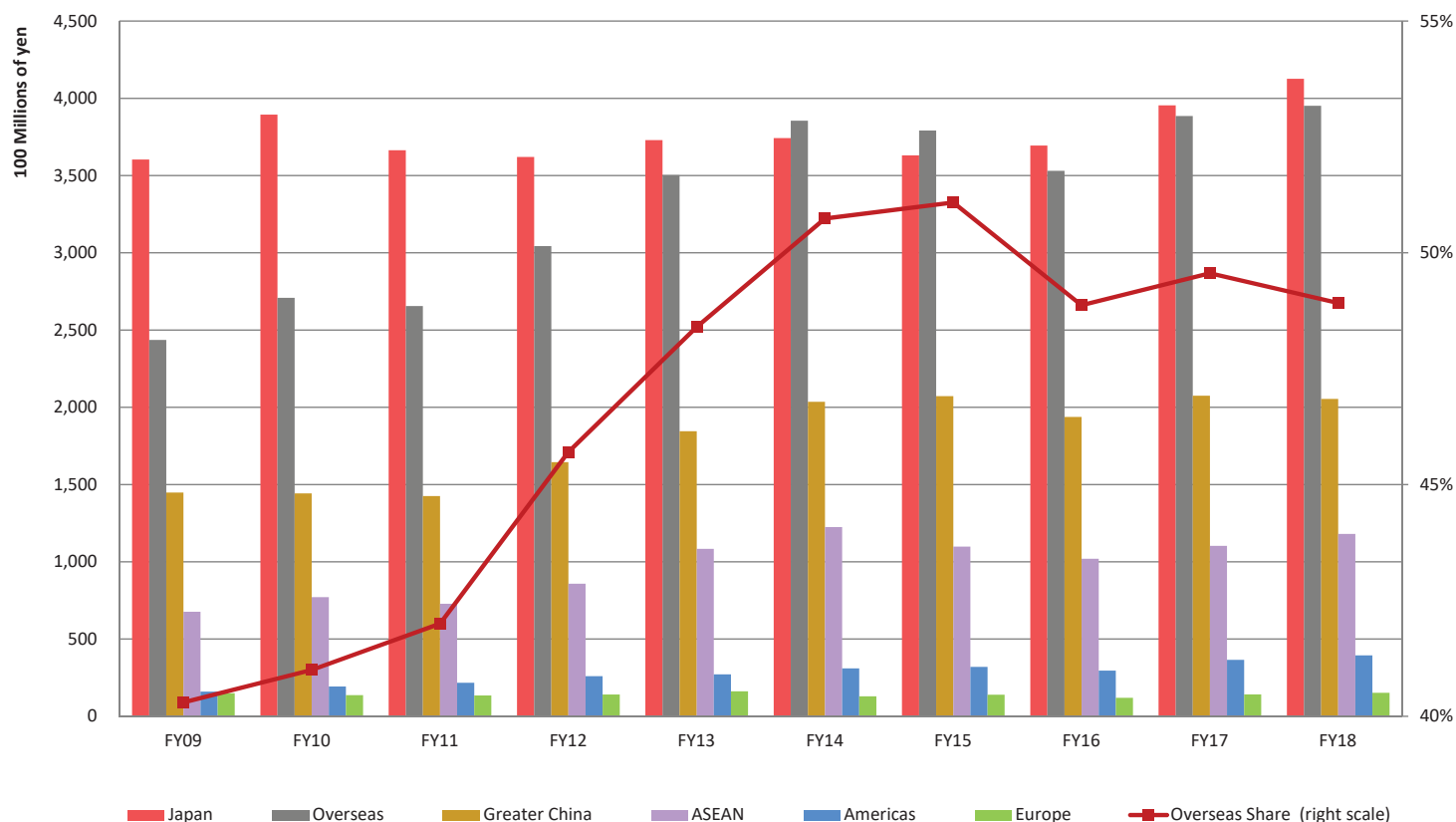
Operating Income Ratios by Segments

(millions of yen)

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19 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%
Mobility & Energy (formerly 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)

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18
Japan	360,382	389,379	366,369	361,971	372,939	374,208	363,038	369,365	395,428	412,617
Overseas	243,567	270,833	265,484	304,301	350,272	385,505	379,155	353,019	388,504	395,137
Greater China (Northeast Asia)	144,860	144,310	142,616	164,522	184,554	203,527	207,191	193,784	207,437	205,408
ASEAN (Southeast Asia)	67,715	77,144	72,882	85,881	108,414	122,493	109,837	101,998	110,380	118,113
Americas (North America)	16,018	19,298	21,754	26,017	27,191	31,025	32,016	29,573	36,564	39,451
Europe (Europe & Other)		13,700	13,489	14,114	16,185	12,985	13,992	11,975	14,178	15,272
Other	14,973	16,379	14,740	13,765	13,926	15,472	16,117	15,687	19,943	16,892
Total	603,949	660,213	631,854	666,272	723,212	759,713	742,194	722,384	783,933	807,755
Overseas Share	40.3%	41.0%	42.0%	45.7%	48.4%	50.7%	51.1%	48.9%	49.6%	48.9%

※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.

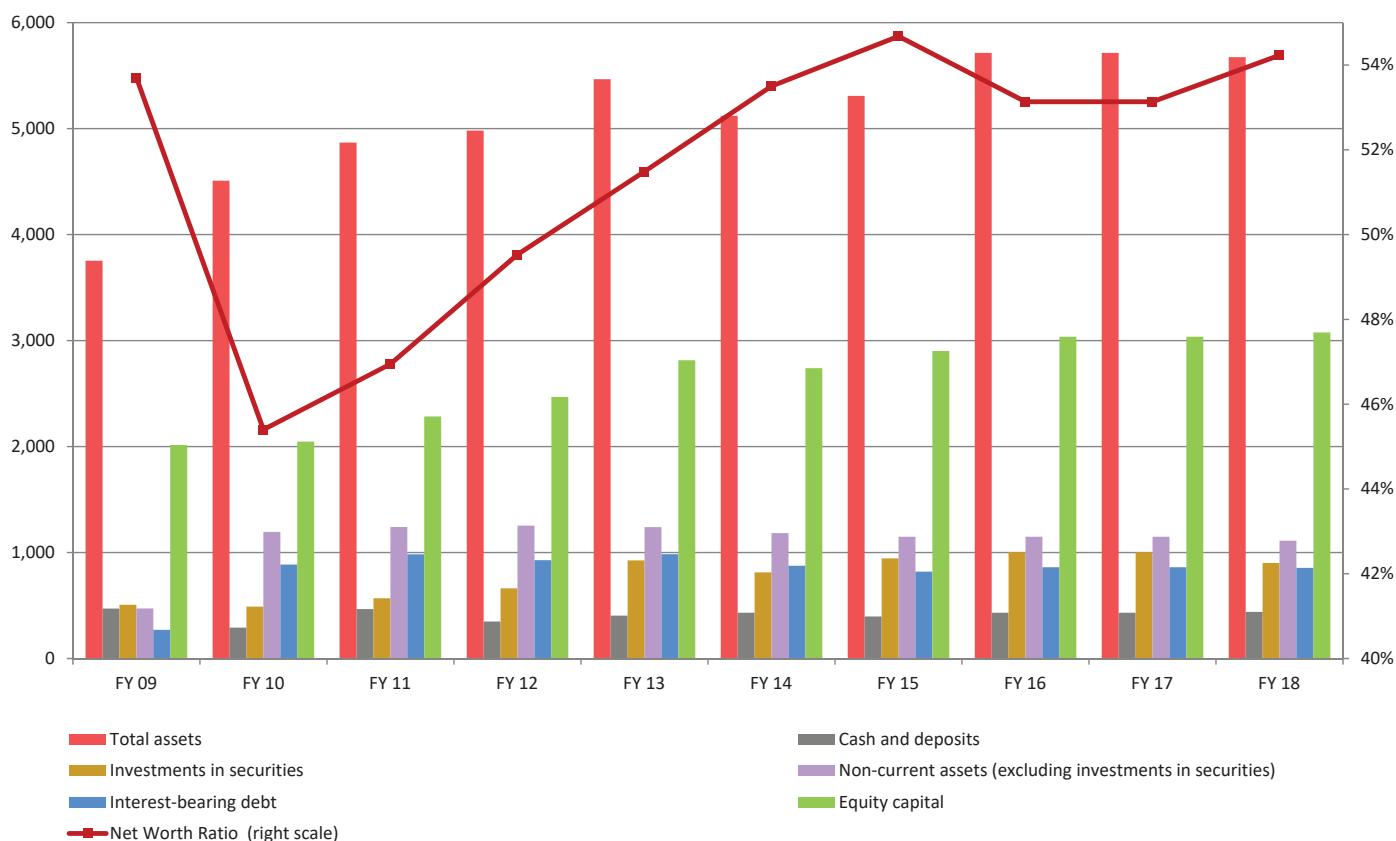
(1) Northeast Asia renamed as Greater China; Southeast Asia renamed as ASEAN; North America renamed as Americas. Europe & Others categorized separately into Europe and Other.

(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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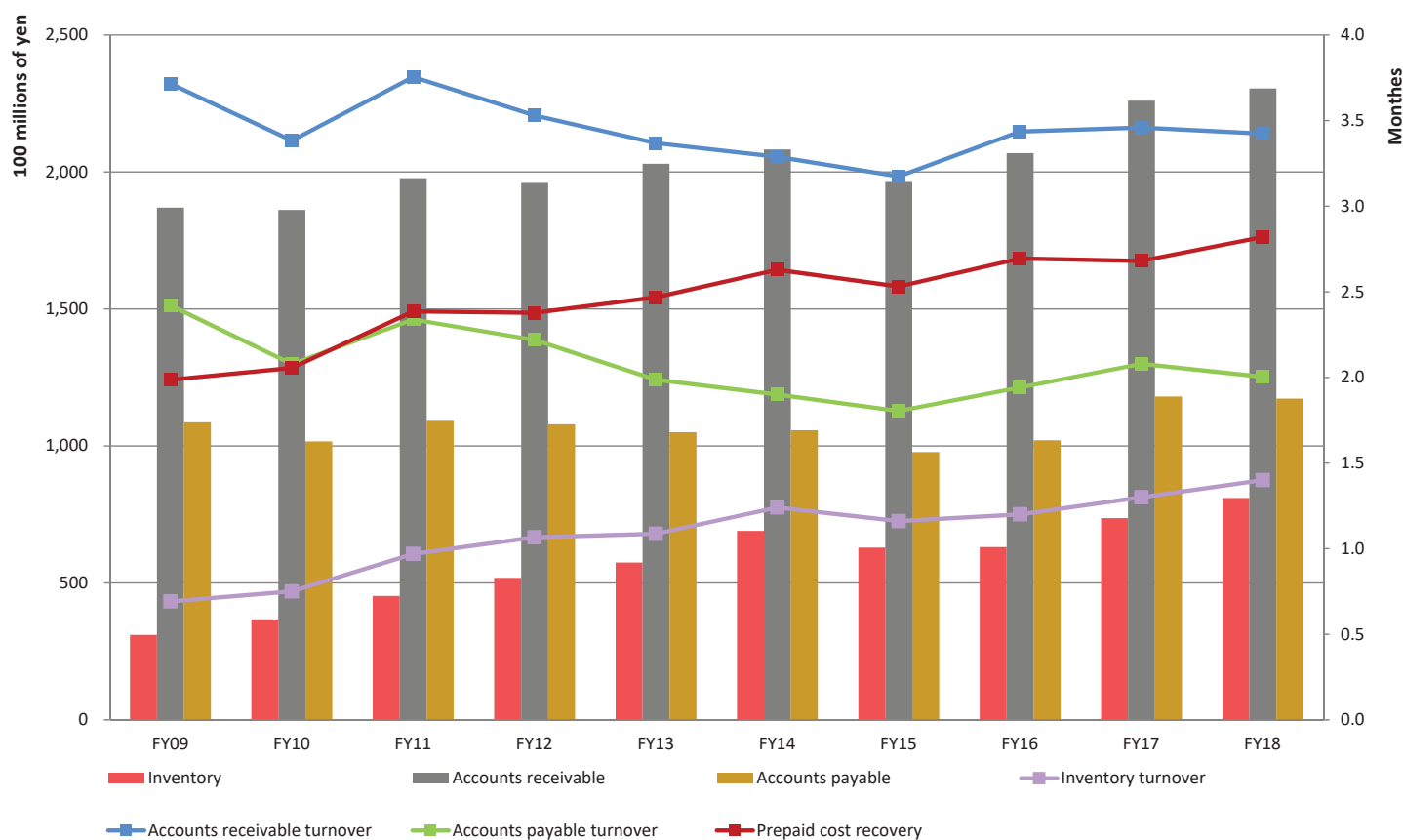
B/S Trends

(millions of yen)

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18
Total assets	368,088	375,336	450,842	486,747	498,141	546,525	512,081	530,775	569,456	567,346
Cash and deposits	42,807	47,202	29,184	46,693	34,980	40,575	43,283	39,730	43,303	44,068
Investments in securities	53,688	50,726	49,014	56,870	66,275	92,638	81,345	94,548	100,403	90,263
Non-current assets (excluding investments in securities)	46,625	47,306	119,547	124,126	125,503	124,039	118,401	115,011	115,727	111,255
Interest-bearing debt	21,886	27,125	88,710	98,425	92,828	98,493	87,560	82,046	86,173	85,620
Equity capital	195,345	201,517	204,706	228,505	246,723	281,398	273,963	290,217	303,636	307,674
Net Worth Ratio	53.1%	53.7%	45.4%	46.9%	49.5%	51.5%	53.5%	54.7%	53.3%	54.2%

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Turnover Period Trends



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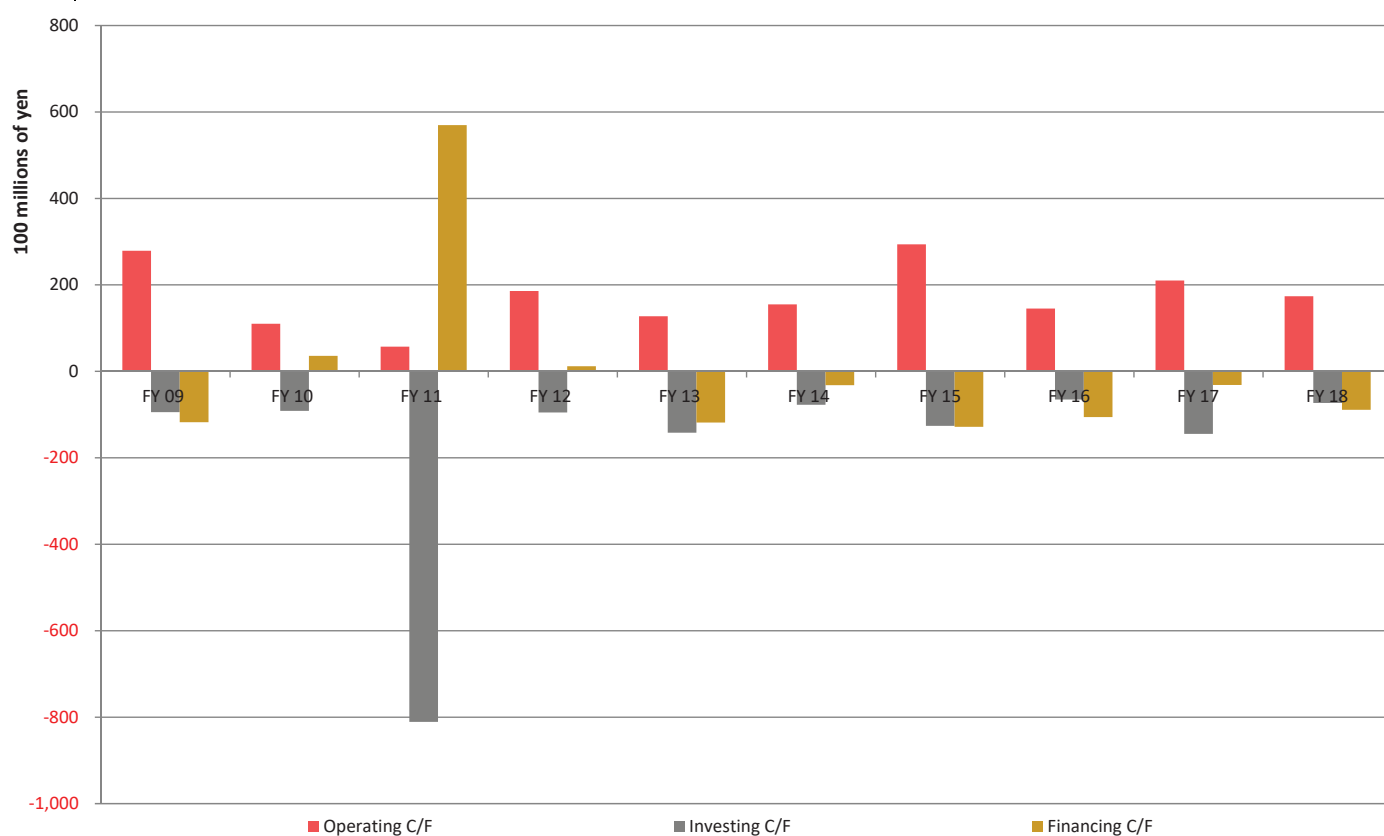
Turnover Period Trends

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

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18
Inventory	31,051	36,714	45,258	51,862	57,458	69,012	62,920	63,120	73,671	81,003
Inventory turnover	0.69	0.75	0.97	1.07	1.09	1.24	1.16	1.20	1.30	1.38
Accounts receivable	186,985	186,113	197,702	196,001	202,996	208,209	196,335	206,846	225,999	230,459
Accounts receivable turnover	3.72	3.38	3.75	3.53	3.37	3.29	3.17	3.44	3.46	3.42
Accounts payable	108,643	101,679	109,163	107,941	105,014	105,737	97,800	102,076	118,028	117,256
Accounts payable turnover	2.42	2.08	2.34	2.22	1.99	1.90	1.80	1.94	2.08	2.00
Prepaid cost recovery	1.99	2.06	2.39	2.38	2.47	2.63	2.53	2.69	2.68	2.80

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C/F Trends



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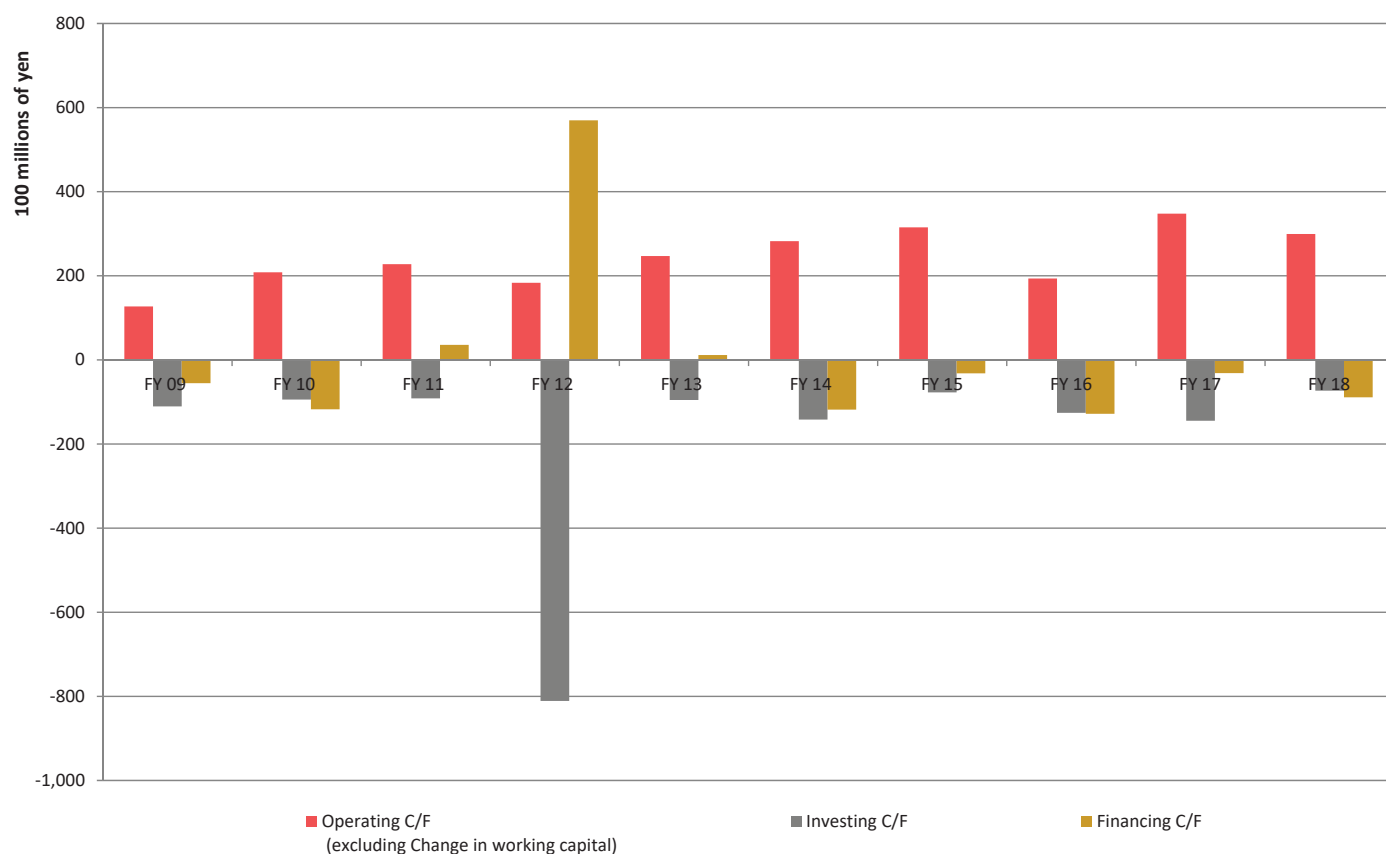
C/F Trends

(millions of yen)

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18
Operating C/F	27,875	10,997	5,690	18,576	12,721	15,474	29,376	14,527	21,013	17,375
Investing C/F	-9,438	-9,147	-81,066	-9,529	-14,171	-7,732	-12,600	-6,518	-14,442	-7,325
Financing C/F	-11,753	3,564	56,961	1,164	-11,833	-3,205	-12,822	-10,592	-3,161	-8,909
Net income before taxes	13,534	20,918	16,536	19,458	18,353	18,989	15,239	16,100	24,049	28,204
Depreciation and amortization	5,976	6,387	7,273	7,445	8,634	9,292	9,493	9,381	9,295	9,329
Change in working capital	7,051	-11,755	-12,649	-6,125	-15,518	-16,044	10,030	-6,435	-13,751	-12,564
Working capital	109,393	121,148	133,797	139,922	155,440	171,484	161,454	167,890	181,641	194,205

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Operating C/F (excluding Change in working capital)



■ Operating C/F (excluding Change in working capital)

■ Investing C/F

■ Financing C/F

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Operating C/F (excluding Change in working capital)

(millions of yen)

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18
Operating C/F	27,875	10,997	5,690	18,576	12,721	15,474	29,376	14,527	21,013	17,375
Change in working capital	7,051	-11,755	-12,649	-6,125	-15,518	-16,044	10,030	-6,435	-13,751	-12,564
Operating C/F (excluding Change in working capital)	20,824	22,752	18,339	24,701	28,239	31,518	19,346	20,963	34,765	29,940
Investing C/F	-9,438	-9,147	-81,066	-9,529	-14,171	-7,732	-12,600	-6,518	-14,442	-7,325
Financing C/F	-11,753	3,564	56,961	1,164	-11,833	-3,205	-12,822	-10,592	-3,161	-8,909

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Numerical Data/Indicators (FY2009 – FY2019 forecast)

P/L	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 forecast
Net sales (millions of yen)	603,949	660,213	631,854	666,272	723,212	759,713	742,194	722,384	783,933	807,755	850,000
Operating income (millions of yen)	13,128	18,732	13,427	15,578	15,789	18,153	18,024	15,030	24,118	25,226	26,000
Ordinary income (millions of yen)	14,712	20,625	15,690	17,927	17,905	20,366	18,390	16,361	25,982	26,643	27,000
Net income before taxes (millions of yen)	13,534	20,918	16,536	19,458	18,353	18,989	15,239	16,100	24,049	28,204	30,200
Profit attributable to owners of the parent (millions of yen)	7,537	12,823	8,570	14,182	11,663	11,318	12,316	10,331	17,175	20,136	20,500
Total assets (millions of yen)	368,068	375,336	450,842	486,747	498,141	546,525	512,081	530,775	569,456	567,346	328,096
Net assets (millions of yen)	202,753	209,316	212,744	237,806	251,892	279,149	287,500	295,198	308,804	312,609	277,689
Shareholders' equity	185,599	195,946	201,188	211,792	219,377	226,328	234,657	239,674	250,278	262,882	44,993
Accumulated other comprehensive income (loss)	9,744	5,570	3,518	16,712	27,346	55,069	39,305	50,542	53,358	44,781	(41,857)
(Unrealized holding gain on securities)	(14,961)	(13,188)	(12,731)	(17,943)	(24,725)	(44,920)	(37,074)	(47,683)	(50,773)	(41,857)	(3,224)
(Translation adjustments)	(-5,225)	(-7,610)	(-9,191)	(-1,223)	(2,239)	(9,478)	(4,411)	(3,129)	(2,917)	(3,224)	322,682
Equity capital	195,343	201,516	204,706	228,505	246,723	281,398	273,963	290,217	303,636	307,674	5,414
Non-controlling interests	7,173	7,564	7,927	9,250	5,168	6,102	5,185	4,981	5,168	4,934	6.5
ROE (%)	4.0	6.5	4.2	6.5	4.9	4.3	4.4	3.7	5.8	6.6	3.5
ROA (%)	2.1	3.4	2.1	3.0	2.4	2.2	2.3	2.0	3.1	3.5	127,408
Total number of shares issued and outstanding (1,000 Shares)	138,408	138,408	138,408	138,408	138,408	127,408	127,408	127,408	127,408	127,408	127,408
Treasury stock (1,000 Shares)	9,859	9,894	9,894	11,693	11,375	376	377	1,287	2,196	3,396	3,396
Total number of shares issued and outstanding (excluding treasury stock) (1,000 Shares)	128,549	128,514	128,514	126,715	127,033	127,032	127,031	126,121	125,212	124,012	124,012
Earnings per share (yen)	58.64	99.76	66.69	111.31	91.86	89.10	96.96	81.65	136.34	161.30	165.31
Net assets per share (yen)	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	2,481.01	2,602.03
NAGASE & CO share price (closing price)	1,169	990	1,024	1,147	1,275	1,573	1,237	1,551	1,805	1,589	1,589
Fiscal year end Change (%)	53.6	△ 15.3	3.4	12.0	11.2	23.4	△ 21.4	25.4	16.4	△ 12.0	△ 12.0
Nikkei Average (closing price)	11,090	9,755	10,084	12,398	14,828	19,207	16,759	18,909	21,454	21,205	21,205
Fiscal year end Change (%)	36.8	△ 12.0	3.4	23.0	19.6	29.5	△ 12.7	12.8	13.0	△ 1.2	△ 1.2
Dividends per share (yen)	16.0	22.0	24.0	26.0	28.0	30.0	32.0	33.0	40.0	42.0	44.0
(Interim dividend + Year-end dividend)	(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)	(17.0 + 17.0)	(18.0 + 23.0)	(18.0 + 24.0)	(22.0 + 22.0)
Dividend amount (based on resolution)	2,057	2,827	3,084	3,295	3,557	3,810	4,064	4,162	5,023	5,230	5,456
Payout ratio (%)	27.3	22.1	36.0	23.4	30.5	33.7	33.0	40.4	29.3	26.0	26.6
Dividend yield (%)	1.37	2.22	2.34	2.27	2.20	1.91	2.59	2.13	2.22	2.64	2.64
Japan Government Bond 10-Year Note Yield (%)	1.40	1.31	1.09	0.56	0.61	0.40	-0.05	0.06	0.04	-0.08	-0.08
Dividends on equity (%)	1.08	1.42	1.52	1.52	1.50	1.44	1.46	1.48	1.69	1.71	1.73
Total return ratio (%)	27.3	22.0	36.0	34.9	30.5	33.7	33.0	51.0	39.5	35.6	26.6
Market capitalization (millions of yen)	150,274	127,229	131,599	145,342	161,967	199,821	157,137	195,614	226,008	197,055	-
Fiscal year end	0.77	0.63	0.64	0.64	0.66	0.71	0.57	0.87	0.74	0.64	-
Fiscal year end	19.94	9.92	15.36	10.25	13.89	17.66	12.76	18.93	13.16	9.79	-
PER	59	60	66	82	85	84	85	80	83	83	-
Consolidated companies	49	51	55	61	60	59	60	59	61	60	-
Affiliated company	10	9	11	21	25	25	25	21	22	23	-
Consolidated subsidiaries	-	-	-	-	-	-	-	-	-	-	-
Companies accounted for under the equity method	-	-	-	-	-	-	-	-	-	-	-

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 / Dividends per share) x 100
 Dividends per share : Profit attributable to owners of the parent / Total number of shares issued and outstanding, excluding treasury stock x owners of the parent
 Dividends on equity : (Dividends per share / Net assets per share) x 100
 PER : Share price / Earnings per share = Share price / (Profit attributable to owners of the parent / No. of shares) = Market capitalization / Profit attributable to owners of the parent
 Total return ratio : (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)
 Dividend yield : Dividends per share / Share price
 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
 Japan Government Bond 10-Year Note Yield : Japan Government Bond information provided by Ministry of Finance
 Consolidated companies : Japan Government Bond information provided by Ministry of Finance