

# FY2010 First Half Results and Full-Year Forecast

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Managing Executive Officer

November 4, 2010

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# Today's Agenda



P4 FY2010 Full-Year Forecast

P7 Corporate Business Plan FY2010-FY2012

P10 Enhancing Financial Strength

P11 Dividend Policy

## **FY2010 First Half Results**





Sales
Operating Income
Equity in earnings of affiliates
Ordinary Income
Extraordinary Gain/ Losses
Income Taxes
Minority Interests
Net Income

FY2009.1H
¥ 735.2 bn
¥ 11.2 bn
- ¥ 1.4 bn
¥ 7.8 bn
- ¥ 0.5 bn
- ¥ 3.0 bn
- ¥ 7.8 bn
- ¥3.5 bn

FY2010.1H
¥ 989.2 bn
¥ 53.0 bn
¥ 7.5 bn
¥ 52.1 bn
- ¥ 29.6 bn
- ¥1 0.9 bn
- ¥ 9.1 bn
¥ 2.5 bn

Change
+ 254.0 bn
+ 41.9 bn
+ 8.9 bn
+ 44.3 bn
- 29.1 bn
- 7.9 bn
- 1.3 bn
+ 6.0 bn

**Naphtha Price Currency Rate** 

¥ 37,300/kl ¥ 95.53/US\$

¥ 46,200/kl ¥ 88.91/US\$

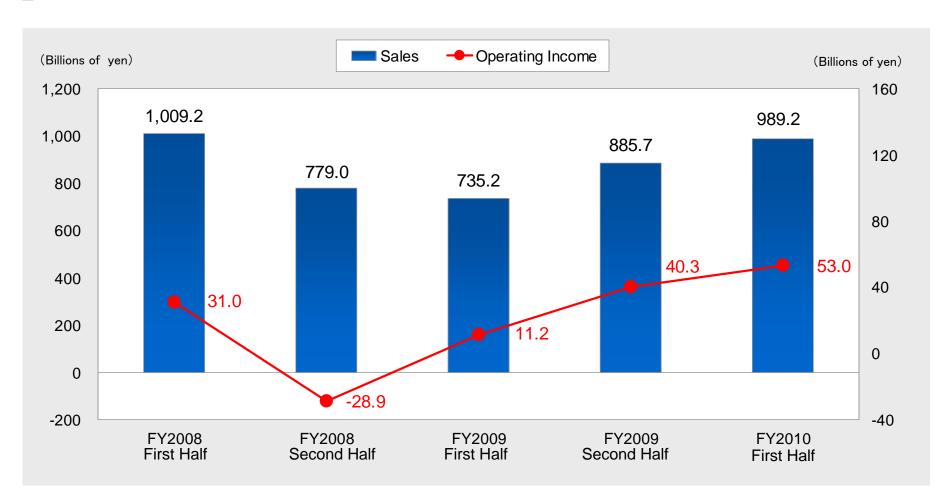
**Interim Dividend** 

¥ 0/share

¥ 3/share

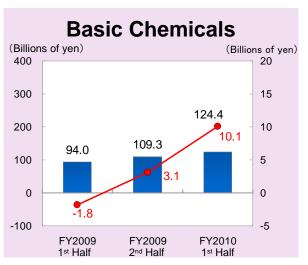
# FY2010 1H Results /Sales and Operating Income

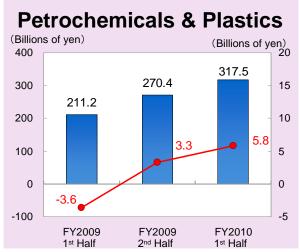
- Sales/ FY2009 1H ¥735.2 bn → FY2010 1H ¥989.2 bn (+ ¥254.0 bn)
- Operating Income/ FY2009 1H ¥11.2 bn → FY2010 1H ¥53.0bn (+ ¥41.9 bn)

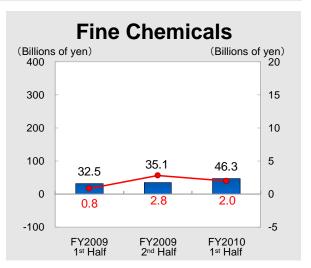


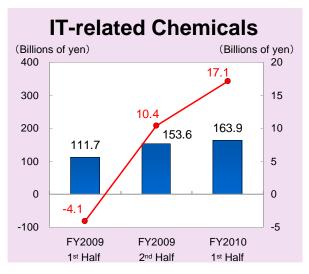
#### FY2010 1H Results /Sales and Operating Income by Segment

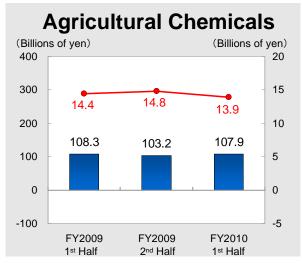


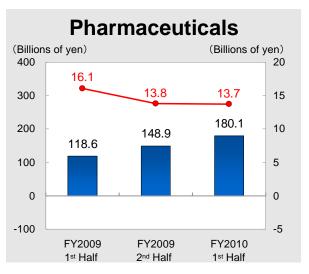












For comparison purposes, figures for FY 2009 have been adjusted to reflect accounting changes applied from the beginning of FY 2010.



## FY2010 Full-Year Forecast





#### **Sales**

#### **Operating Income**

Equity in earnings of affiliates

#### **Ordinary Income**

Extraordinary Gain/ Losses

**Income Taxes** 

Minority Interests

**Net Income** 

#### **FY2009**

¥ 1,620.9 bn

¥ 51.5 bn

- ¥7.0 bn

¥ 35.0 bn

¥ 6.3 bn

- ¥ 11.3 bn

- ¥ 15.2 bn

¥ 14.7 bn

#### FY2010

(Forecast in July)

¥ 1,950.0 bn (¥2,000.0 bn)

**¥ 72.0 bn** (¥70.0 bn)

¥ 11.0 bn (¥15.0 bn)

¥ 62.0 bn (¥68.0 bn)

- ¥ 30.0 bn

- ¥ 10.0 bn

- ¥ 12.0 bn

¥ 10.0 bn (¥45.0 bn)

#### Change

+ 329.1 bn

+ 20.5 bn

+ 18.0 bn

+ 27.0 bn

- 36.3 bn

+ 1.3 bn

+ 3.2 bn

- 4.7 bn

#### **Naphtha Price**

**Currency Rate** 

¥ 41,200/kl

¥ 92.89/US\$

**¥ 45,100/kl** (2H: ¥44,000/kl)

¥ 84.00/US\$ (2H: ¥80.0/US\$)

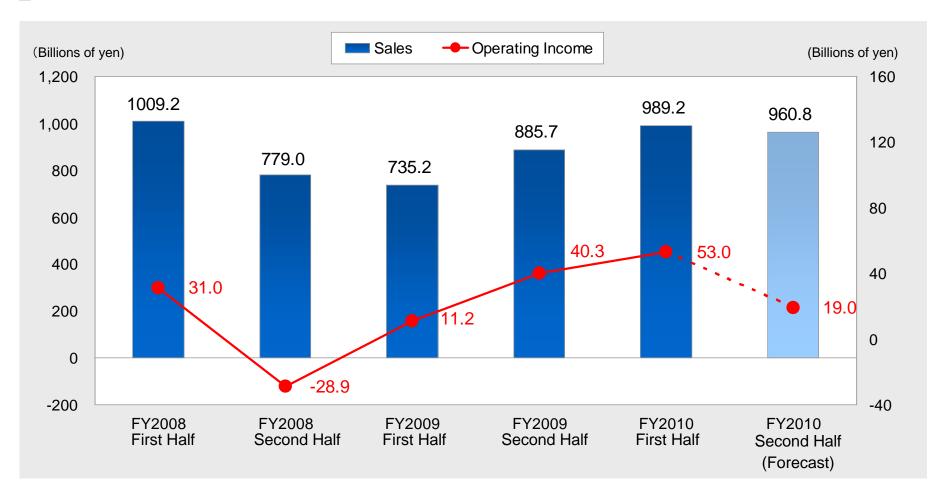
¥6/share

¥9/share

#### **Full-Year Dividend**

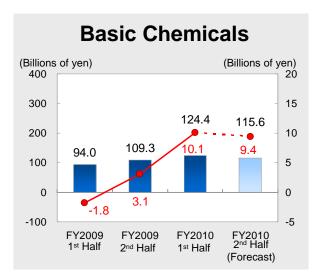
# FY2010 Forecast /Sales and Operating Income

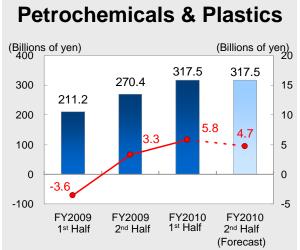
- Sales/ FY2009 ¥1,620.9 bn → FY2010 Forecast ¥1,950.0 bn (+ ¥329.1 bn)
- Operating Income/ FY2009 ¥51.5 bn → FY2010 Forecast ¥72.0bn (+ ¥20.5 bn)

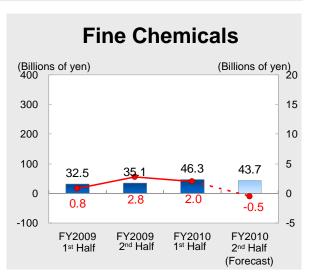


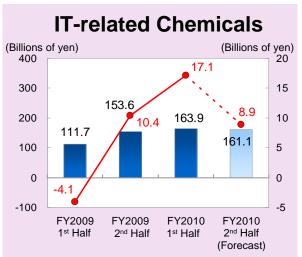
### FY2010 Forecast/Sales and Operating Income by Segment

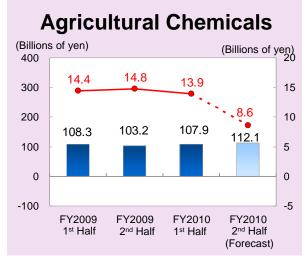


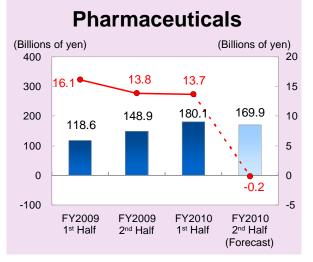












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# **Corporate Business Plan FY2010-FY2012**



#### Priority Initiatives

1.

Quickly maximize profits & cash flows from major investments

2.

Enhance financial strength

Strengthen cost competitiveness of core & commodity businesses

4.

Accelerate business growth

**5**.

Implement climate change strategy

6.

Strengthen global management system

**7**.

Ensure full & strict compliance; maintain safe & stable operations

#### **Performance Targets of the Corporate Business Plan**

#### **FY2012 Performance Targets (consolidated)**

Sales ¥2.4 trillion

Operating Income ¥ 190 billion

Ordinary Income ¥220 billion

\*Including equity in earnings of affiliates of ¥40 billion

Net Income ¥ 140 billion

#### Assumptions

Ex. Rate: ¥90/US\$

Naphtha:  $\pm$  50,000/kl

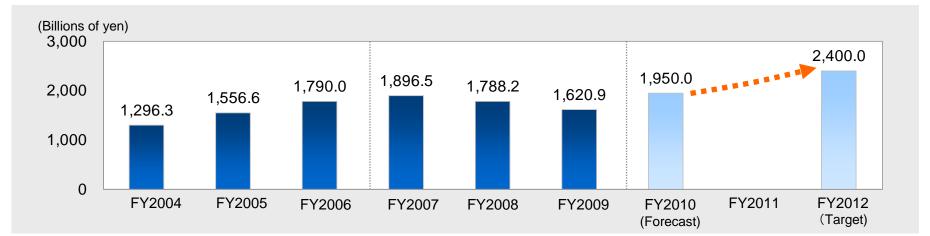
Crude Oil: US\$85/bbl

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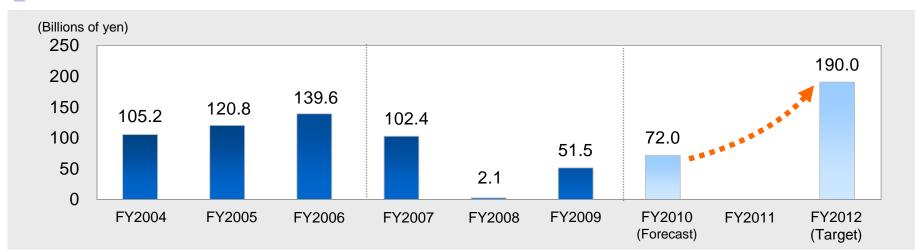
# **Corporate Business Plan FY2010-FY2012**



#### Sales



## Operating Income



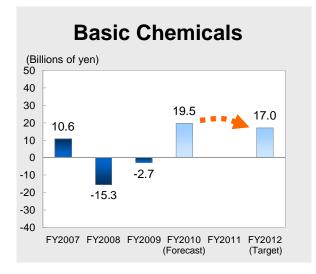
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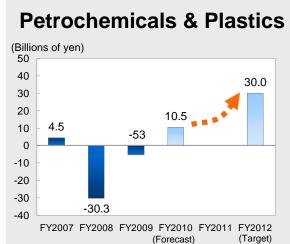
## Corporate Business Plan FY2010-FY2012

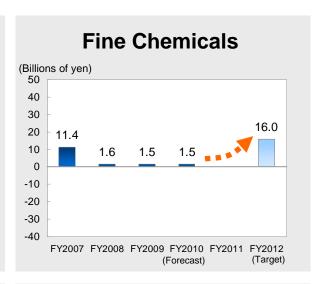


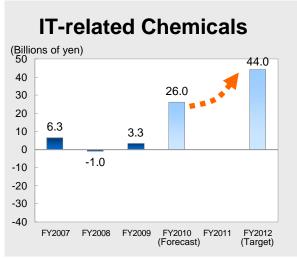


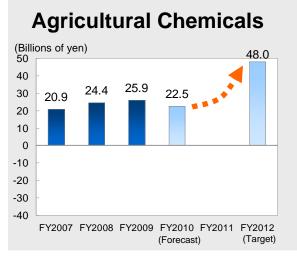
#### **Operating Income by Segment**

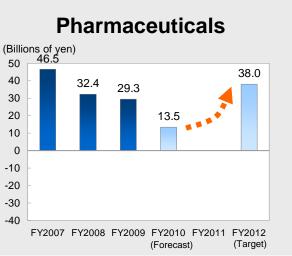












From FY2010, we have revised our method of allocation of R&D expenses for companywide projects, etc.



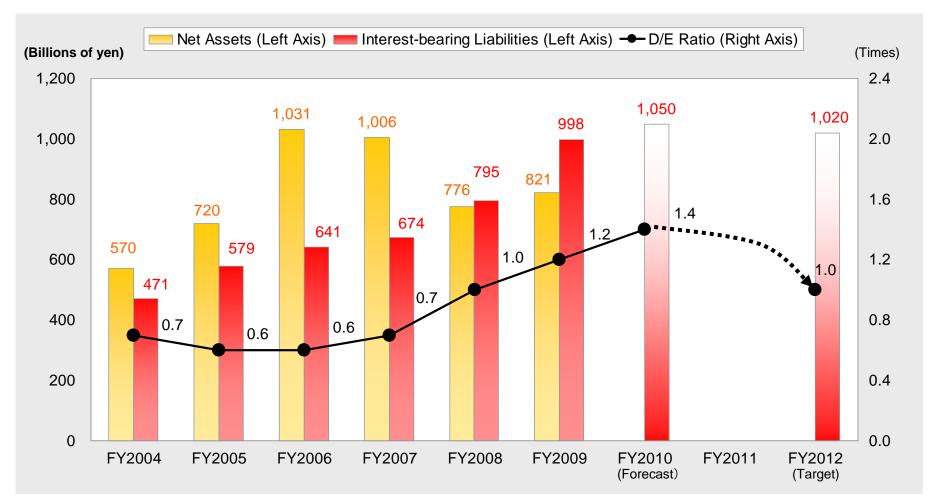
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# **Enhancing Financial Strength**



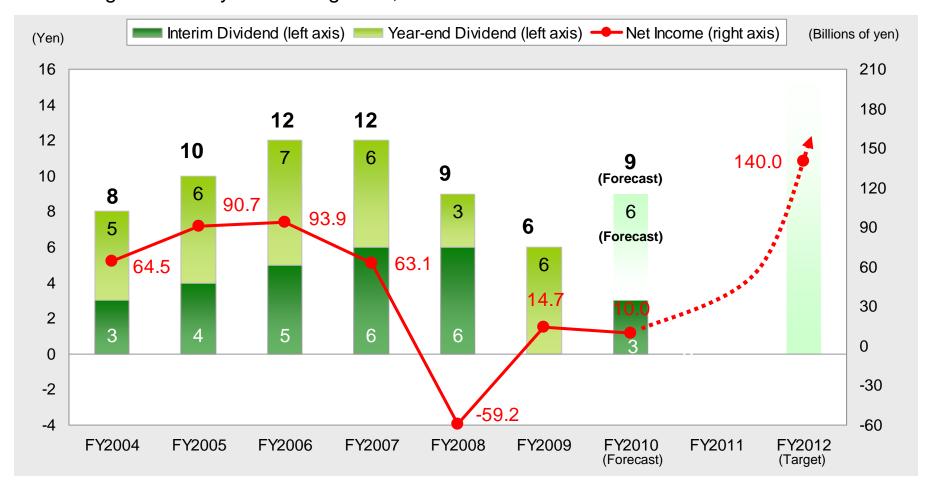
#### **Net Assets, Interest-bearing Liabilities & D/E Ratio**

Interest-bearing liabilities are expected to decrease after peaking in FY 2010



# **Dividend Policy**

We consider shareholder return as one of our priority management issues and have made it a policy to maintain stable dividend payment, giving due consideration to our business performance and a dividend payout ratio for each fiscal period, the level of retained earnings necessary for future growth, and other relevant factors.



# **Creative Hybrid Chemistry**



#### **Forward-Looking Statements**

Statements made in this material with respect to Sumitomo Chemical's plans, projections, strategies, beliefs, and future performance that are not historical facts are forward-looking statements that are based on information available at the time of the preparation of this material and include risks and uncertainties. Factors that could materially affect actual results of Sumitomo Chemical's future performance include, but are not limited to, economic conditions in the areas of Sumitomo Chemical's business, demand for Sumitomo Chemical's products in markets, downward price pressure on Sumitomo Chemical's products resulting from intensifying competition, Sumitomo Chemical's ability to continue to provide products that are accepted by customers in highly-competitive markets, and movements of currency exchange rates.