



### May 11, 2009





#### (Cautionary Statement)

Statements made in this material with respect to Sumitomo Chemical's current plans, estimates, strategies and beliefs that are not historical facts are forward-looking statements about the future performance of Sumitomo Chemical. These statements are based on management's assumptions and beliefs in light of the information currently available to it, and involve risks and uncertainties. The important factors that could cause actual results to differ materially from those discussed in the forward-looking statements include, but are not limited to, general economic conditions in Sumitomo Chemical's markets; demand for, and competitive pricing pressure on, Sumitomo Chemical's products in the marketplace; Sumitomo Chemical's ability to continue to win acceptance for its products in these highly competitive markets; and movements of currency exchange rates.

Sumitomo Chemical Co., Ltd. 🤫

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## 1.Consolidated Financial Results for FY2008 Ended March 31, 2009













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### **Financial Summary**

	FY2008	FY2007	Difference	Growth	
Net Sales	1,788.2	1,896.5	108.3	5.7%	
Operating Income	2.1	102.4	100.3	97.9%	
(Equity in earnings of affiliates, included in ordinary income)	( 12.8)	(11.2)	( 24.0)	-	
Ordinary Income	32.6	92.8	125.4	-	
Net Income	59.2	63.1	122.2	-	
ROE	9.0%	8.1%			
Naphtha Price (yen/KL)	58,900	61,500			
Exchange Rate (yen/US\$)	100.71	114.44			

#### Net Sales by Segment

	FY2008	FY2007	Difference	Growth	Sales Price Variance	Shipping Volume Variance
Basic Chemicals	240.0	314.7	74.7	23.7%	18.0	56.7
Petrochemicals	553.0	603.3	50.4	8.3%	11.0	61.4
Fine Chemicals	80.8	92.9	12.2	13.1%	2.0	14.2
IT-related Chemicals	307.1	297.5	9.6	3.2%	21.0	30.6
Agricultural Chemicals	222.2	200.4	21.8	10.9%	9.0	12.8
Pharmaceuticals	235.6	237.6	2.0	0.8%	10.5	8.5
Others	149.5	150.1	0.5	0.4%	0.0	0.5
Total	1,788.2	1,896.5	108.3	5.7%	27.5	80.8
Overseas Operations	749.8	788.8	39.0	4.9%		

### **Operating Income by Segment**

							Unit; bill	lions of yen
	Basic Chemicals	Petro- Chemicals	Fine Chemicals	IT-related Chemicals	Agricultural Chemicals	Pharma- ceuticals	Others	Total
Operating Income								
FY2008	15.3	30.3	1.6	1.0	24.4	32.4	9.6	2.1
FY2007	10.6	4.5	11.4	6.3	20.9	46.5	2.2	102.4
Difference	25.9	34.9	9.8	7.3	3.5	14.1	11.8	100.3
Price Variance	7.0	0	1.0	27.0	4.5	10.5	0.0	41.0
Sales Price Variance	18.0	11.0	2.0	21.0	9.0	10.5	0.0	27.5
Purchase Price Variance	11.0	11.0	3.0	6.0	4.5	0.0	0.0	13.5
Cost Variance	6.0	6.0	2.5	6.5	1.5	10.0	15.0	34.5
VC	1.5	0.5	0.0	18.0	1.5	0.0	0.0	21.5
FC	7.5	6.5	2.5	11.5	3.0	10.0	15.0	56.0
Shipping Volume Variance	12.9	28.9	6.3	13.2	0.5	6.4	3.2	24.8
Total	25.9	34.9	9.8	7.3	3.5	14.1	11.8	100.3

### **Elements of Major Costs**

	Unit; billions of yen					
	FY2008	FY2007	Difference			
Labor Costs	229.5	216.2	13.3			
Maintenance Costs	52.5	50.2	2.2			
Depreciation and Amortization	140.7	125.0	15.7			
Research & Development Expenses	131.1	105.4	25.7			

Capital Expenditures	134.1	142.5	8.4
Number of employees (at March 31)	26,902	25,588	1,314

#### Extraordinary Gains / Losses

		Un	nit; billions of yen
	FY2008	FY2007	Difference
Gain on contribution of securities to retirement benefit trust	14.8	-	14.8
Reversal of provision for loss on litigation	1.1	-	1.1
Gain on sales of property, plant and equipment	1.0	4.7	3.7
Gain on sale of investment securities	0.9	6.7	5.9
Gain on change in equity by affiliate stock offering	-	28.8	28.8
Extraordinary Gains	17.7	40.2	22.5
Impairment loss on fixed assets	20.8	-	20.8
Restructuring charges	8.8	4.8	4.0
Loss on valuation of investment securities	4.1	-	4.1
Extraordinary Losses	33.8	4.8	29.0
Extraordinary Gains / Losses	16.1	35.5	51.6

#### **Consolidated Balance Sheets**

				Unit;	billions of yen
	31-Mar-09	31-Mar-08		31-Mar-09	31-Mar-08
Current Assets	838.1	1,003.2	Liabilities	1,246.9	1,352.9
Cash and cash equivalents	85.8	107.4	Trade notes and accounts	151.5	282.7
Trade notes and accounts	294.3	423.8	Short-term debt	277.3	202.6
Inventories	335.7	338.2	Long-term debt due within one year	41.2	85.6
Others	122.3	133.8	Long-term debt due after one year	476.9	385.7
Non-current Assets	1,184.4	1,355.8	Others	300.0	396.3
Property, plant and equipment	567.8	636.5	Net Assets	775.6	1,006.0
Intangible assets	63.4	83.9	Shareholders' equity	592.1	673.0
Investment securities	384.6	518.9	Valuation and translation adjustments	47.8	95.1
Others	168.6	116.5	Minority interests	231.3	237.9
Total	2,022.6	2,358.9	Total	2,022.6	2,358.9

Interest-bearing debt	795.4	672.0
balance	795.4	673.9



#### **Consolidated Statements of Cash Flows**

	FY2008	FY2007	Difference
Cash flows from operating activities	78.4	156.6	78.2
Cash flows from investing activities	206.2	182.7	23.6
Free cash flows	127.8	26.1	101.7
Cash flows from financing activities	112.5	7.1	105.4
Others	6.3	0.3	6.6
Net increase (decrease) in cash and cash equivalents	21.6	18.8	2.8
Cash and cash equivalents at end of year	85.8	107.4	21.6

#### Major Subsidiaries

Company	Net Sales		Operating Income
Company	FY2008	FY2007	Status
The Polyolefin Company (Singapore)	126.9	139.3	Decreased because of squeezed margins caused by a sharp decline in selling prices and inventory write-downs.
Petrochemical Corporation of Singapore	306.4	337.1	Decreased because of product margins squeezed by soaring naphtha price.
Dongwoo Fine-Chem	180.2	182.5	Increased thanks to boost in shipments and cost reductions exceeding declines in selling prices.
Valent U.S.A. and Subsidiaries	42.7	40.1	Increased because of strong sales.



# 2. Outlook for FY2009

#### **Financial Summary**

	FY2009 (estimated)	FY2008	Difference	Growth
Net Sales	1,620.0	1,788.2	168.2	9.4%
Operating Income	35.0	2.1	32.9	-
(Equity in earnings of affiliates, included in ordinary income)	(8.0)	( 12.8)	( 20.8)	-
Ordinary Income	30.0	32.6	62.6	-
Net Income	10.0	59.2	69.2	-
ROE	1.8%	9.0%		
Naphtha Price (yen/KL)	35,000	58,900		
Exchange Rate (yen/US\$)	95.00	100.71		

#### Net Sales by Segment

					Unit;	billions of yen
	FY2009 (estimated)	FY2008	Difference	Growth	Sales Price Variance	Shipping Volume Variance
Basic Chemicals	200.0	240.0	40.0	16.7%	44.5	4.5
Petrochemicals	505.0	553.0	48.0	8.7%	158.0	110.0
Fine Chemicals	75.0	80.8	5.8	7.1%	4.0	1.8
IT-related Chemicals	255.0	307.1	52.1	17.0%	39.0	13.1
Agricultural Chemicals	210.0	222.2	12.2	5.5%	10.0	2.2
Pharmaceuticals	230.0	235.6	5.6	2.4%	0	5.6
Others	145.0	149.5	4.5	3.0%	0	4.5
Total	1,620.0	1,788.2	168.2	9.4%	255.5	87.3

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

							- ,	line or you
	Basic Chemicals	Petro- chemicals	Fine Chemicals	IT-related Chemicals	Agricultural Chemicals	Pharma- ceuticals	Others	Total
Operating Income								
FY2009(estimated)	8.5	2.0	4.0	0.0	25.0	17.0	4.5	35.0
FY2008	15.3	30.3	1.6	1.0	24.4	32.4	9.6	2.1
Difference	6.8	32.3	2.4	1.0	0.6	15.4	5.1	32.9
Price Variance	3.5	13.0	0.5	39.0	2.0	0.0	0.0	20.0
Sales Price Variance	44.5	158.0	4.0	39.0	10.0	0.0	0.0	255.5
Purchase Price Variance	48.0	171.0	4.5	0.0	12.0	0.0	0.0	235.5
Cost Variance	2.0	0.0	0.0	29.5	2.0	12.5	6.0	23.0
VC	0.0	1.0	0.5	17.0	1.5	0.0	0.0	20.0
FC	2.0	1.0	0.5	12.5	3.5	12.5	6.0	3.0
Shipping Volume Variance	1.3	19.3	1.9	10.5	0.6	2.9	0.9	29.9
Total	6.8	32.3	2.4	1.0	0.6	15.4	5.1	32.9

### **Elements of Major Costs**

		Unit	; billions of yen
	FY2009 (estimated)	FY2008	Difference
Labor Costs	246.0	229.5	16.5
Maintenance Costs	50.0	52.5	2.5
Depreciation and Amortization	111.0	140.7	29.7
Research & Development Expenses	126.0	131.1	5.1
Capital Expenditures	110.0	134.1	24.1
Number of employees (at March 31)	28,000	26,902	1,098



#### **Consolidated Statements of Cash Flows**

		Ui	nit; billions of yen
	FY2009 (estimated)	FY2008	Difference
Cash flows from operating activities	80.0	78.4	1.6
Cash flows from investing activities	125.0	206.2	81.2
Free cash flows	45.0	127.8	82.8
Cash flows from financing activities	45.0	112.5	67.5
Others	-	6.3	6.3
Net increase (decrease) in cash and cash equivalents	-	21.6	21.6
Interest-Bearing Debt Balance	850.0	795.4	54.6

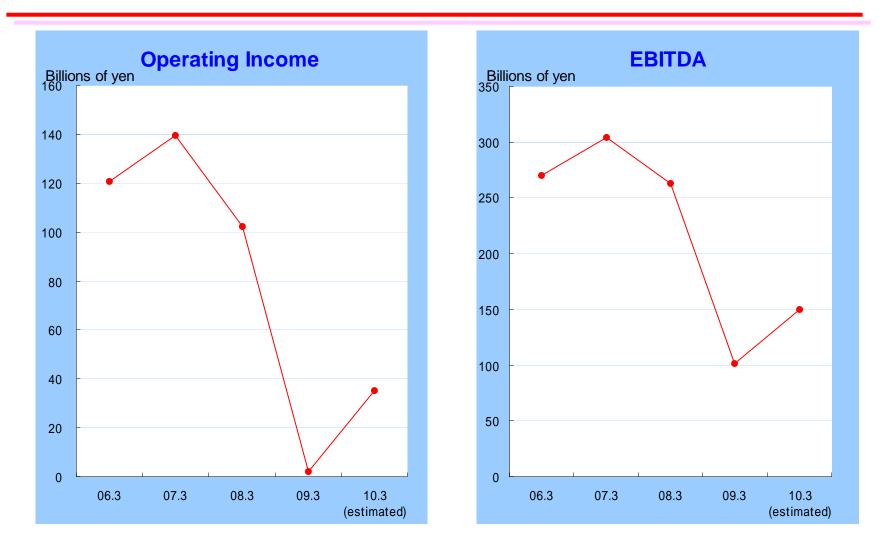


## 3. Financial Analysis

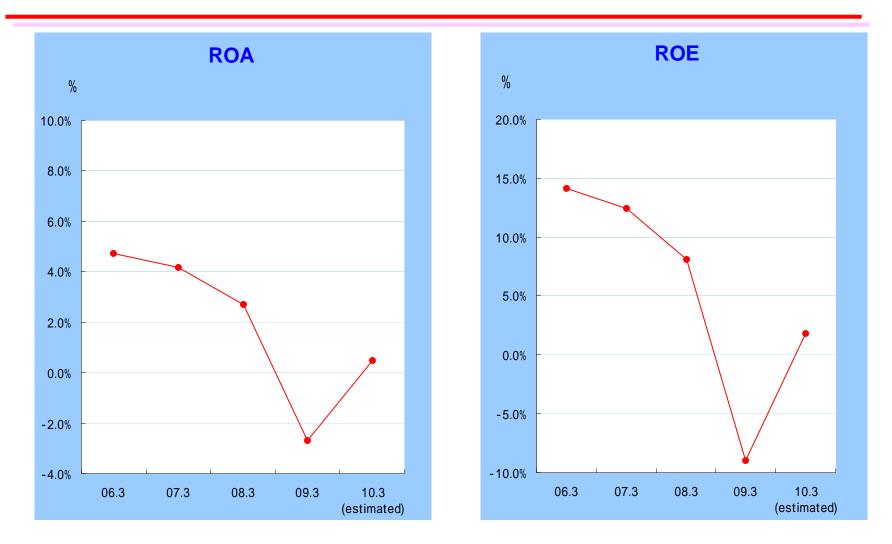


















# (Reference; Segment Information)

### **Capital Expenditures by Segment**

	Unit; billions of ye			
	FY2008	FY2007	Difference	
Basic Chemicals	14.7	27.6	12.9	
Petrochemicals	17.6	21.2	3.6	
Fine Chemicals	7.7	6.9	0.8	
IT-related Chemicals	50.6	33.4	17.3	
Agricultural Chemicals	11.3	8.5	2.8	
Pharmaceuticals	12.7	18.3	5.6	
Others	19.6	26.7	7.1	
Total	134.1	142.5	8.4	

#### **Depreciation and Amortization by Segment**

	Unit; billions of yer			
	FY2008	FY2007	Difference	
Basic Chemicals	17.2	13.3	3.9	
Petrochemicals	20.9	18.4	2.6	
Fine Chemicals	6.3	6.1	0.2	
IT-related Chemicals	39.8	42.2	2.4	
Agricultural Chemicals	13.1	12.8	0.3	
Pharmaceuticals	14.5	15.4	0.9	
Others	29.0	16.9	12.1	
Total	140.7	125.0	15.7	

#### **Research & Development Expenses by Segment**

	Unit; billions of yer			
	FY2008	FY2007	Difference	
Basic Chemicals	6.4	6.1	0.3	
Petrochemicals	12.0	11.1	0.9	
Fine Chemicals	4.2	4.1	0.1	
IT-related Chemicals	21.2	13.7	7.5	
Agricultural Chemicals	20.7	19.4	1.3	
Pharmaceuticals	55.0	47.7	7.3	
Others	11.6	3.3	8.3	
Total	131.1	105.4	25.7	

Corporate R&D expenses are allocated to each business segments.

#### **Estimated Capital Expenditures by Segment**

		L	Init; billions of yen
	FY2009 (estimated)	FY2008	Difference
Basic Chemicals	18.0	14.7	3.3
Petrochemicals	11.5	17.6	6.1
Fine Chemicals	14.5	7.7	6.8
IT-related Chemicals	10.0	50.6	40.6
Agricultural Chemicals	19.5	11.3	8.2
Pharmaceuticals	13.5	12.7	0.8
Others	23.0	19.6	3.4
Total	110.0	134.1	24.1

#### **Estimated Depreciation and Amortization by Segment**

		L	Init; billions of yen
	FY2009 (estimated)	FY2008	Difference
Basic Chemicals	13.5	17.2	3.7
Petrochemicals	20.0	20.9	0.9
Fine Chemicals	6.0	6.3	0.3
IT-related Chemicals	24.0	39.8	15.8
Agricultural Chemicals	12.5	13.1	0.6
Pharmaceuticals	15.0	14.5	0.5
Others	20.0	29.0	9.0
Total	111.0	140.7	29.7

#### Estimated Research & Development Expenses by Segment

Unit; billions of yen **FY2009 FY2008** Difference (estimated) **Basic Chemicals** 6.0 6.4 0.4 **Petrochemicals** 12.0 12.5 0.5 **Fine Chemicals** 4.5 4.2 0.3 **IT-related Chemicals** 13.0 21.2 8.2 **Agricultural Chemicals** 21.5 20.7 0.8 **Pharmaceuticals** 59.0 55.0 4.0 Others 9.5 11.6 2.1 126.0 131.1 5.1 Total

Corporate R&D expenses are allocated to each business segments.