## Financial Report <br> The 2nd Quarter of FY2013 (From Apr. 1 to Sep. 30, 2012)

## November, 2012

## Disclaimer Regarding Forward-Looking Statements

These materials are intended to provide information only, and are not to solicit actions of any kind. Business results forecasts are based on management's assumptions in light of information currently available. Actual sales and income may differ significantly from these forecasts.

The Company shall not take any responsibility regarding the accuracy or completeness of any forecasts pertaining to business results forecasts contained herein.
The user acknowledges that he/she agrees to exercise his/her own judgment in using these materials. The Company shall bear no responsibility for any loss arising from investment decisions relying fully on these materials.

## ZEON CORPORATION

## Statements of Income (Consolidated)

(Unit : Millions of JPY)


- Elastomer Business -
(Unit : Millions of JPY)

|  | $\begin{aligned} & \text { Second Quarter } \\ & \text { ended } \\ & \text { September 30, } 2012 \end{aligned}$ | Second Quarter ended September 30, 2011 | Increase (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Percentage |
| Sales Quantity (thousand ton) | 250.1 | 270.2 | -20.1 | -7.4\% |
| Rubbers | 143.3 | 150.5 | -7.2 | -4.8\% |
| Latices | 56.3 | 67.4 | -11.1 | -16.5\% |
| Chemicals | 50.5 | 52.3 | -1.8 | -3.4\% |
| Net Sales | 85,296 | 89,482 | -4,186 | -4.7\% |
| Rubbers | 57,937 | 60,375 | -2,438 | -4.0\% |
| Latices | 9,476 | 11,080 | -1,604 | -14.5\% |
| Chemicals | 17,046 | 17,607 | -561 | -3.2\% |
| Others | 2,804 | 1,764 | 1,040 | 59.0\% |
| Eliminations | -1,968 | -1,343 | -625 | - |
| Operating expenses | 74,357 | 71,182 | 3,175 | 4.5\% |
| Operating income | 10,939 | 18,300 | -7,361 | -40.2\% |

- Specialty Materials Business -
(Unit : Millions of JPY)

|  |  | Second Quarter ended September 30, 2011 | Increase (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Percentage |
| Net Sales | 23,019 | 25,946 | -2,927 | -11.3\% |
| Specialty materials | 9,474 | 10,059 | -585 | -5.8\% |
| Specialty plastics | 11,667 | 13,884 | -2,217 | -16.0\% |
| Medical devices etc. Eliminations | 1,877 | - 2,003 | -126 | -6.3\% |
| Operating expenses | 23,278 | 23,590 | -312 | -1.3\% |
| Operating income | -259 | 2,356 | -2,615 | -111.0\% |

## - Others -

(Unit : Millions of JPY)

|  | Second Quarter <br> ended | Second Quarter <br> ended | Increase (Decrease) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | September 30, 2012 | September 30, 2011 | Amount | Percentage |
| Net Sales | 19,802 | 19,641 | 161 | $0.8 \%$ |
| Operating expenses | 19,048 | 19,017 | 31 | $0.2 \%$ |
| Operating income | 754 | 624 | 130 | $20.8 \%$ |

## Statements of Income (Consolidated) for 3 Months ended Sep. 30, 2012

ZEON
(Unit : Millions of JPY)

|  | Fiscal Year ended March 31, 2012 |  |  |  | Fiscal Year ended March 31, 2013 |  | Increase (Decrease) Q2/FY2013 vs. Q1/FY2013 |  | Remarks |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Apr.- Jun. | Jul.- Sep. | Oct.- Dec. | Jan.- Mar. | Apr.- Jun. | Jul.- Sep. | Amount | Percentage |  |  |
| Sales Quantity (thousand ton) | 136.0 | 134.2 | 127.3 | 146.6 | 126.7 | 123.4 | -3.2 | -2.5\% |  |  |
| Rubbers | 75.7 | 74.8 | 72.8 | 82.5 | 73.3 | 70.0 | -3.3 | -4.5\% |  |  |
| Latices | 33.6 | 33.8 | 32.5 | 33.8 | 27.4 | 28.8 | 1.4 | 5.3\% |  |  |
| Chemicals | 26.7 | 25.6 | 22.0 | 30.2 | 25.9 | 24.6 | -1.3 | -5.2\% |  |  |
| Net Sales | 66,730 | 67,342 | 65,347 | 63,424 | 65,187 | 62,018 | -3,169 | -4.9\% | Comparative Analysis of Net Sales (JPY100m) |  |
| Elastomer business | 43,987 | 45,496 | 44,531 | 43,533 | 44,955 | 40,341 | -4,614 | -10.3\% | Quantity variance | -12 |
| Rubbers | 29,148 | 31,227 | 29,767 | 29,319 | 30,797 | 27,140 | -3,657 | -11.9\% | Price variance | -15 |
| Latices | 5,283 | 5,798 | 6,038 | 4,999 | 4,941 | 4,535 | -406 | -8.2\% | Exchange rate variance | -5 |
| Chemicals | 9,228 | 8,379 | 8,040 | 8,596 | 8,762 | 8,284 | -478 | -5.5\% |  |  |
| Others | 876 | 888 | 1,667 | 1,348 | 1,493 | 1,311 | -182 | -12.2\% |  |  |
| Eliminations | -548 | -795 | -981 | -730 | -1,038 | -930 | 108 | - |  |  |
| Specialty materials business | 13,951 | 11,995 | 11,364 | 10,824 | 11,296 | 11,723 | 427 | 3.8\% |  |  |
| Specialty materials | 5,352 | 4,706 | 4,314 | 4,527 | 4,837 | 4,637 | -200 | -4.1\% |  |  |
| Specialty plastics | 7,626 | 6,258 | 6,066 | 5,374 | 5,521 | 6,146 | 625 | 11.3\% |  |  |
| Medical devices etc. | 973 | 1,030 | 984 | 922 | 937 | 940 | 3 | 0.3\% |  |  |
| Eliminations | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |  |  |
| Others | 9,303 | 10,339 | 9,951 | 9,465 | 9,483 | 10,319 | 836 | 8.8\% |  |  |
| Eliminations | -511 | -488 | -499 | -398 | -547 | -365 | 182 | -33.3\% |  |  |
| Operating income | 11,825 | 9,458 | 7,176 | 3,664 | 6,593 | 4,848 | -1,745 | -26.5\% | Comparative Analysis of Operating income (JPY100m) |  |
| Elastomer business | 9,740 | 8,560 | 6,988 | 4,878 | 6,348 | 4,591 | -1,757 | -27.7\% | Quantity variance | 0 |
| Specialty materials business | 1,883 | 472 | -268 | -1,597 | -41 | -218 | -177 | - | Price variance | -15 |
| Others | 218 | 406 | 437 | 374 | 272 | 482 | 210 | 77.2\% | Exchange rate variance | -5 |
| Eliminations | -16 | 20 | 18 | 8 | 12 | -5 | -17 | -141.7\% | Raw materials price variance and others. (net). | 0 |
|  |  |  |  |  |  |  |  |  | SG\&A | -3 |
|  |  |  |  |  |  |  |  |  | Cost reduction effect | 6 |
| Ordinary income | 11,661 | 8,131 | 7,344 | 4,351 | 5,736 | 4,584 | -1,152 | -20.1\% |  |  |
| Net income | 7,081 | 5,154 | 3,797 | 3,095 | 2,948 | 2,602 | -346 | -11.7\% |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Exchange rate (JPY/\$) | 82.0 | 78.4 | 76.8 | 78.3 | 80.8 | 78.7 | -2.1 | -2.5\% |  |  |
| Exchange rate (JPY/€) | 118.5 | 113.0 | 105.1 | 103.3 | 104.8 | 97.6 | -7.2 | -6.9\% |  |  |
| Naphtha Price (JPY/kl) | 59,000 | 54,900 | 51,700 | 54,100 | 60,600 | 49,800 | -10,800 | -17.8\% |  |  |
| Asian Butadiene Price (USD/t) | 3,430 | 3,815 | 2,178 | 3,415 | 2,509 | 2,169 | -340 | -13.6\% |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Depreciation \& Amortization | 4,614 | 5,061 | 5,070 | 5,140 | 4,116 | 4,439 | 323 | 7.8\% |  |  |
| Capital Expenditures | 5,374 | 6,855 | 5,626 | 5,140 | 6,260 | 3,922 | -2,338 | -37.3\% |  |  |
| Research and Development Expenses | 2,417 | 2,464 | 2,769 | 3,456 | 2,801 | 2,847 | 46 | 1.6\% |  |  |

## Comparative Balance Sheets (Consolidated)

## ZEON

(Unit : Millions of JPY, \%)


## Forecast of Operating Performance FY2013 (Consolidated)

The company is predicting no change in the forecast disclosed as of September 26, 2012.

|  | Fiscal Year ended September 30, 2012 (Apr-Sep) | Fiscal Year ended March 31, 2013 (Oct - Mar) | Fiscal Year ended March 31, 2013 |
| :---: | :---: | :---: | :---: |
| Net Sales | 127,205 | 132,795 | 260,000 |
| Elastomer Business | 85,296 | 85,995 | 171,291 |
| Specialty Materials Business | 23,019 | 28,700 | 51,719 |
| Others | 19,802 | 19,100 | 38,902 |
| Eliminations | -912 | -1,000 | -1,912 |
| Operating income | 11,441 | 10,559 | 22,000 |
| Elastomer Business | 10,939 | 8,139 | 19,078 |
| Specialty Materials Business | -259 | 1,620 | 1,361 |
| Others | 754 | 800 | 1,554 |
| Eliminations | 7 | 0 | 7 |
| Ordinary income | 10,321 | 10,679 | 21,000 |
| Net income | 5,550 | 6,450 | 12,000 |
|  |  |  |  |
| Exchange rate (JPY/\$) | 79.7 | 80.0 | 79.9 |
| Exchange rate (JPY/€) | 101.2 | 95.0 | 98.1 |
| Naphtha Price (JPY/kl) | 55,200 | 54,700 | 55,000 |
| Asian Butadiene Price (USD/t) | 2,339 | 2,000 | 2,170 |
| Depreciation \& Amortization | 8,555 | 10,445 | 19,000 |
| Capital Expenditures | 10,182 | 11,818 | 22,000 |
| Research and Development |  |  |  |
| Expenses | 5,648 | 6,352 | 12,000 |


| Fiscal Year ended March 31, 2012 | Increase (Decrease) |  |
| :---: | :---: | :---: |
|  | Amount | Percentage |
| 262,842 | -2,842 | -1.1\% |
| 177,547 | -6,256 | -3.5\% |
| 48,134 | 3,585 | 7.4\% |
| 39,057 | -155 | -0.4\% |
| -1,896 | -16 | - |
| 32,123 | -10,122 | -31.5\% |
| 30,166 | -11,088 | -36.8\% |
| 491 | 870 | 177.4\% |
| 1,435 | 119 | 8.3\% |
| 30 | -23 | - |
| 31,487 | -10,487 | -33.3\% |
| 19,127 | -7,127 | -37.3\% |
| 78.9 | 1.0 | 1.2\% |
| 110.0 | -11.9 | -10.8\% |
| 54,900 | 100 | 0.2\% |
| 3,210 | -1,040 | -32.4\% |
| 19,885 | -885 | -4.5\% |
| 22,995 | -995 | -4.3\% |
| 11,106 | 894 | 8.0\% |


|  | Fiscal Year ended September 30, 2012 (Apr-Sep) | $\begin{aligned} & \text { Fiscal Year ended } \\ & \text { March 31, 2013 } \\ & \text { (Oct - Mar) } \end{aligned}$ | Fiscal Year ended March 31, 2013 |
| :---: | :---: | :---: | :---: |
| Net Sales | 127,205 | 132,795 | 260,000 |
| Elastomer Business | 85,296 | 85,995 | 171,291 |
| Specialty Materials Business | 23,019 | 28,700 | 51,719 |
| Others | 19,802 | 19,100 | 38,902 |
| Eliminations | -912 | -1,000 | -1,912 |
| Operating income | 11,441 | 10,559 | 22,000 |
| Elastomer Business | 10,939 | 8,139 | 19,078 |
| Specialty Materials Business | -259 | 1,620 | 1,361 |
| Others | 754 | 800 | 1,554 |
| Eliminations | 7 | 0 | 7 |
| Ordinary income | 10,321 | 10,679 | 21,000 |
| Net income | 5,550 | 6,450 | 12,000 |
|  |  |  |  |
| Exchange rate (JPY/\$) | 79.7 | 80.0 | 79.9 |
| Exchange rate (JPY/€) | 101.2 | 95.0 | 98.1 |
| Naphtha Price (JPY/kl) | 55,200 | 54,700 | 55,000 |
| Asian Butadiene Price (USD/t) | 2,339 | 2,000 | 2,170 |
| Depreciation \& Amortization | 8,555 | 10,445 | 19,000 |
| Capital Expenditures | 10,182 | 11,818 | 22,000 |
| Research and Development Expenses | 5,648 | 6,352 | 12,000 |

(Unit : Millions of JPY)

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[^0]:    Any forward-looking statements in this document are based upon information available to the company on the date of this release. These forward-looking statements are and will be, as the case may be, subject to many risks, uncertainties and factors relating to the company's operations and business environment which may cause the company's actual results to be materially different from any future results, expressed or implied, in these forward-looking statements.

