

Financial Summary

Results for 1st Quarter of FY2020 & Outlook for FY2020

Mitsui Chemicals, Inc.

Aug 13, 2020

<Remarks>

FY2020 indicates the period from April 1, 2020 to March 31, 2021.

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Please note that this document has been translated from the original Japanese into English for the convenience of our stakeholders. The information was originally provided in Japanese. If there is any discrepancy, the Japanese language version is the official document and is available on our Japanese language website.



1. Results for 1st Quarter of FY2020 (April 1, 2020 – June 30, 2020)



1) Review on 1st Quarter of FY2020 (Business Overview and Topics)

<Business Overview>

- **Mobility**: Amid the global slowdown in automobile production caused by the COVID-19 pandemic, sales for elastomers, performance compounds, overseas polypropylene compounds and solution businesses declined. Stable demand continued in performance polymers despite weaker overall demand in the information and communication technology market.
- **Health Care**: Sales for vision care materials and dental materials declined due to the COVID-19 pandemic. In nonwoven fabrics, nonwovens for diapers, masks and medical gowns saw healthy sales.
- **Food & Packaging**: In coating & engineering materials, sales declined due to the COVID-19 pandemic. In functional films & sheets, packaging films and industrial films saw firm sales. Sales for agrochemicals were stable.
- **Basic Materials**: Operating rates of naphtha crackers reduced due to decreased demand for downstream products owing to the COVID-19 pandemic. Sales for polypropylene were impacted by weaker demand mainly in automotive applications. In acetones, the overseas market environments were at a higher level year-on-year due to increased demand for downstream products for disinfection applications.



1) Review on 1st Quarter of FY2020 (Business Overview and Topics)

<Topics>

- Supply of Nonwovens for Medical Gowns (Announced in April 2020)
- Capacity expansion of cyclic olefin copolymers APEL™ (Start of construction: April 2020 Completion: March 2022 +1 line)
- Enhancement of Business and Capital Tie-up with Shofu Inc. (Announced in May 2020)
- ARRK Corporation becoming a wholly-owned subsidiary of Mitsui Chemicals, Inc. (Announced in May 2020)
- Construction of production facility for a-Methylstyrene in Singapore (Completion in May 2020, 20,000 tons/annum)
- Commercial operations for PP Compounds Company in Netherlands (June 2020, 30,000 tons /annum)
- Capacity expansion of TEKNOROTE™ for mask nose clamps
 (Start of construction: June 2020 Completion: October 2020 +1 line)



2) Consolidated Financial Highlights

(Billions of Yen) () Denotes a minus

Items	FY2019 1Q	FY2020 1Q	Increase (Decrease)	%
Sales revenue	345.0	254.5	(90.5)	(26%)
Operating income before special items	24.5	0.6	(23.9)	(98%)
(inc. Equity in earnings)	2.2	(1.2)	(3.4)	-
Non-recurring items	(2.4)	(0.6)	1.8	-
Operating income	22.1	(0.0)	(22.1)	-
Financial incomes/expenses	(1.0)	(0.5)	0.5	-
Income before taxes	21.1	(0.5)	(21.6)	-
Net income attributable to owners of the parent	12.5	(2.3)	(14.8)	-

Exchange rate (Yen/US\$) 110 108 (2)

Domestic standard naphtha price (Yen/KL) 45,400 25,000 (20,400)



2) Consolidated Financial Highlights

(Billions of Yen) () Denotes a minus

Items	End of Mar. 2020	End of Jun.2020	Increase (Decrease)	%
Interest-bearing liabilities	599.4	652.4	53.0	9%
Interest-bearing liabilities (net)	427.7	414.3	(13.4)	(3%)
Shareholder's Equity*	529.2	523.6	(5.6)	(1%)
Net D/E Ratio (Times)	0.81	0.79	(0.02)	_
Shareholder's equity* Ratio (%)	34.6	34.6	0.0	_

^{*}Equity attributable to owners of the parent

(Number of companies)

Items	End of Mar. 2020	End of Jun.2020	Increase (Decrease)
Consolidated companies			
Consolidated subsidiaries	125	122	(3)
Joint operations	4	4	_
Non-consolidated subsidiaries and affiliates	27	27	0
Total	156	153	(3)



3) Sales revenue and Operating Income before special items by Business Segment (compared with corresponding period of FY2019 results)

(Billions of Yen) () Denotes a minus								es a minus	
Segment	Sales revenue			Operating income before special items			Breakdown		
Segment	FY2019 1Q	FY2020 1Q	Incr. (Decr.)	FY2019 1Q	FY2020 1Q	Incr. (Decr.)	Volume	Terms of trade	Costs
Mobility	94.4	58.3	(36.1)	11.7	2.3	(9.4)	(8.2)	(0.3)	(0.9)
Health Care	35.2	28.9	(6.3)	3.7	1.4	(2.3)	(4.1)	0.0	1.8
Food & Packaging	47.3	45.4	(1.9)	3.1	4.4	1.3	0.6	0.2	0.5
Basic Materials	163.7	118.6	(45.1)	7.6	(6.3)	(13.9)	(3.9)	(7.1)	(2.9)
Others	4.4	3.3	(1.1)	(1.6)	(1.2)	0.4	-	-	0.4
Total	345.0	254.5	(90.5)	24.5	0.6	(23.9)	(15.6)	(7.2)	(1.1)
3 Targeted Domains*	176.9	132.6	(44.3)	18.5	8.1	(10.4)			

^{*}Mobility, Health Care and Food & Packaging



4) Non-recurring items

(Billions of Yen) () Denotes a minus

Items	FY2019 1Q	FY2020 1Q	Incr. (Decr.)
Loss on sales and disposal of non-current assets	0.0	(0.4)	(0.4)
Impairment loss	(0.7)	-	0.7
Loss on business of subsidiaries and affiliates	(0.6)	(0.0)	0.6
Others	(1.1)	(0.2)	0.9
Non-recurring items total	(2.4)	(0.6)	1.8



5) Consolidated Statement of Financial Position

(Billions of Yen) () Denotes a minus

Items	End of Mar. 2020	End of Jun.2020	Incr. (Decr.)	Items	End of Mar. 2020	End of Jun.2020	Incr. (Decr.)
Current assets	781.8	763.3	(18.5)	Liabilities	920.8	912.1	(8.7)
Cash and cash equivalents	164.6	230.8	66.2	Operating payables	121.0	84.9	(36.1)
Operating receivables	273.9	224.1	(49.8)	Interest-bearing liabilities	599.4	652.4	53.0
Inventories	284.3	260.1	(24.2)	Other liabilities	200.4	174.8	(25.6)
Other current assets	59.0	48.3	(10.7)				
Non-current assets	748.7	750.0	1.3	Equity	609.7	601.2	(8.5)
Property, plant and equipment & right-of-use assets	499.7	496.2	(3.5)	Equity attributable to owners of the parent	529.2	523.6	(5.6)
Goodwill and Intangible assets	26.2	25.6	(0.6)	Non-controlling interests	80.5	77.6	(2.9)
Other non-current assets	222.8	228.2	5.4				
Total	1,530.5	1,513.3	(17.2)	Total	1,530.5	1,513.3	(17.2)



6) Consolidated Statement of Cash Flow

(Billions of Yen)

() Denotes a minus

Items	FY2019 1Q	FY2020 1Q	Incr. (Decr.)
I. Cash flows from operating activities (a)	17.8	50.3	32.5
II. Cash flows from investing activities (b)	(20.7)	(24.9)	(4.2)
Free cash flows (a)+(b)	(2.9)	25.4	28.3
■. Cash flows from financing activities	(4.6)	41.2	45.8
IV. Others	(0.8)	(0.4)	0.4
Net incr.(decr.) in cash and cash equivalents	(8.3)	66.2	74.5



2. Outlook for FY2020 (April 1, 2020 – March 31, 2021)

This summary contains forward-looking statements about the future plans, strategies, belief and performance of the Mitsui Chemicals Group as a whole and its individual consolidated companies. These forward-looking statements are not historical facts. They are expectations, estimates, forecasts and projections based on information currently available to the Mitsui Chemicals Group and are subject to a number of risks, uncertainties and assumptions, which, without limitation, include economic trends, fluctuations in foreign currency exchange rates, fluctuations in the price of raw materials, competition in markets where the Company is active, personal consumption, market demand, the tax system and other legislation. As such, actual results may differ materially from those projected and the Mitsui Chemicals Group cannot guarantee that these forward-looking statements are accurate or will be achieved.



1) Topics for and after 2nd Quarter of FY2020

<Topics>

- Capacity expansion of PP Compounds in Thailand (Commercial operations in September 2020, +13,000 tons /annum)
- Establishment of new production facility for EUV pellicle (Completion in 2nd Quarter of 2020, Commercial operations in 2nd Quarter of 2021)
- Capacity expansion of TAFMER™ High-Performance Elastomers (Completion in 3rd Quarter and after of 2020, +25,000 tons/annum)
- Establishment of new gas turbine facilities at Osaka Works in Japan (Commercial operations in November 2020, 30MW)
- Establishment of new production facility in China for Long Glass Fiber Reinforced Polypropylene (Commercial operations in December 2020, 3,500 tons/annum)
- Capacity expansion of high-purity propylene at Ichihara Works in Japan (Commercial operations in December 2020)



2) Consolidated Financial Highlights of Outlook

*1 Figures for the FY2019 results under IFRS provided were prepared for the purpose of comparison with FY2020

outlook figures, and have not been subject to certified audit.

(Billions of Yen)						() Denotes a minus
Items	FY2019 *1 (IFRS) (a)		FY2020 Outlook (IFRS) (b)		Incr.(Decr.) (b)-(a)		FY2020 Previous Outlook (on May 14, 2020)
	1st Half	Full Year	1st Half	Full Year	Full Year	%	Full Year
Sales revenue	678.7	1,349.5	540.0	1,170.0	(179.5)	(13%)	1,145.0
Operating income before special items	39.7	72.3	5.0	40.0	(32.3)	(45%)	35.0
Non-recurring items	(2.8)	(7.7)	1.0	2.0	9.7	_	2.0
Operating income	36.9	64.6	6.0	42.0	(22.6)	(35%)	37.0
Financial income/expenses	(1.3)	(3.8)	(1.0)	(3.0)	0.8	_	(3.0)
Income before taxes	35.6	60.8	5.0	39.0	(21.8)	(36%)	34.0
Net income attributable to owners of the parent	20.4	34.0	1.0	27.0	(7.0)	(21%)	20.0
Exchange rate (Yen/US\$) Domestic standard naphtha price (Yen/KL)	109 42,800	109 42,900	108 27,500	108 28,750	(1) (14,150)		108 23,300
	Interim	Year-end	Interim	Year-end	Interim	Year-end	Year-end
	50	50	50	50	0	0	
Dividend (Yen/Share)	Full year	100	Full year	100	Full year	0	Undecided

3) Sales revenue and Operating income before special items by Business Segment (compared with FY2019 results)



() Denotes a minus

(18.6)

2.7

(32.3)

(16.4)

Operating income before special items (IFRS) Sales revenue (IFRS) Segment FY2019 *1 FY2020 Outlook FY2019 *1 FY2020 Outlook Incr.(Decr.) Incr.(Decr.) (b) - (a) (d) - (c)1st Half Full Year (a) 1st Half Full Year (b) 1st Half Full Year (c) 1st Half Full Year (d) Mobility 187.3 367.9 130.0 300.0 (67.9)22.3 43.2 6.0 27.5 (15.7)Health Care 69.8 143.2 63.0 140.0 (3.2)13.0 13.0 0.0 5.7 4.0 Food & 96.6 201.3 90.0 195.0 (6.3)7.6 16.7 7.5 16.0 (0.7)**Packaging**

(99.5)

(2.6)

(179.5)

(77.4)

6.7

(2.6)

39.7

35.6

9.1

(9.7)

72.3

72.9

(9.0)

(3.5)

5.0

17.5

(9.5)

(7.0)

40.0

56.5

*2 Mobility, Health Care and Food & Packaging

316.0

9.0

678.7

353.7

619.5

17.6

1,349.5

712.4

250.0

7.0

540.0

283.0

520.0

15.0

1,170.0

635.0

(Billions of Yen)

Basic Materials

Others

Total

3 Targeted

Domains *2

^{*1} Figures for the FY2019 results under IFRS provided were prepared for the purpose of comparison with FY2020 outlook figures, and have not been subject to certified audit.

4) Operating income before special items by Business Segment (compared with previous outlook of FY2020)



(Billions of Yen) () Denotes a minus

	Operating in	ncome before s FY2020	pecial items	Comments	
Segment	Previous Outlook (on May. 14, 2020)	Current Outlook	Incr. (Decr.)	[+] denotes profit trigger [-] denotes loss trigger	
Mobility	27.5	27.5	0.0	[-]Sales volume, [+] Fixed costs, etc.	
Health Care	10.5	13.0	2.5	[+]Sales volume, [+] Fixed costs, etc.	
Food & Packaging	16.0	16.0	0.0		
Basic Materials	(11.5)	(9.5)	2.0	[-]Sales volume, [+] Terms of trade, etc.	
Others	(7.5)	(7.0)	0.5		
Total	35.0	40.0	5.0		



5) Consolidated Statement of Cash Flow

(Billions of Yen) () Denotes a minus

Items		2019 AAP)	FY2020 (IF	FY2020 Previous Outlook (IFRS) (on May 14, 2020)	
	1st Half	Full Year	1st Half	Full Year	Full Year
I . Cash flows from operating activities (a)	74.5	115.0	65.0	135.0	130.0
II. Cash flows from investing activities (b)	(41.7)	(85.2)	(60.0)	(120.0)	(120.0)
Free cash flows (a)+(b)	32.8	29.8	5.0	15.0	10.0
■. Cash flows from financing activities	(19.1)	9.0	61.0	30.0	(15.0)
IV. Others	(1.3)	(1.3)	-	_	_
Net incr.(decr.) in cash and cash equivalents	12.4	37.5	66.0	45.0	(5.0)

3. Appendix

- 1) Trends in Product Prices
- 2) Increase/Decrease in Business Segment (Sales revenue and Operating income before special items, year on year)
- 3) Sales revenue and Operating Income before special items by Business Segment (by Quarter)
- 4) Financial Summary
- 5) Sales revenue by Region

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1) Trends in Product Prices

(Naphtha prices are Domestic Standard Naphtha Price)

(PE, PP, PH, BPA(Japan): Change in Prices and Raw Materials Prices in Japan / BPA(China), PTA, TDI: Chinese Market Price)

(ACP): Asian contract price

Year	2017		2018				2019				2020	
Month	JulSep.	OctDec.	JanMar.	AprJun.	JulSep.	OctDec.	JanMar.	AprJun.	JulSep.	OctDec.	JanMar.	AprJun.
Naphtha (Yen/KL)	36,100	44,600	47,900	48,800	53,500	54,200	41,200	45,400	40,200	41,300	44,800	25,000
PE (Yen/KG)	about (5)	about +10	about +10		about +10	about +10	about (15)	about +10		about (10)	about +10	about (30)
PP (Yen/KG)	about (5)	about +10	about +10		about +10	about +10	about (15)	about +10		about (10)	about +10	about (30)
PH (Formula Price) (Yen/KG)										+10		
BZ(ACP) (US\$/T)	\$770	\$830	\$920	\$850	\$860	\$770	\$580	\$620	\$660	\$680	\$700	\$360
BPA(Japan) (Yen/KG)								(15) From Apr.			+5 From Jan.	(15) From Jun.
				ne	gotiation ba	sed on BZ _I	orice and BF	PA market p	rice			
BPA(China) (US\$/T)	\$1,220	\$1,420	\$1,670	\$1,800	\$1,810	\$1,550	\$1,450	\$1,410	\$1,190	\$1,210	\$1,310	\$1,210
PTA (US\$/T)	\$640	\$690	\$760	\$810	\$960	\$910	\$840	\$790	\$700	\$620	\$560	\$420
PX(ACP) (US\$/T)	\$800	\$890	\$950	\$980	\$1,140	\$1,140	\$1,060	\$910	\$810	\$800	\$710	\$500
TDI (US\$/T)	\$3,680	\$4,380	\$4,470	\$4,150	\$3,400	\$2,480	\$1,730	\$1,790	\$1,610	\$1,500	\$1,430	\$1,330

2-1) Increase/Decrease in Mobility



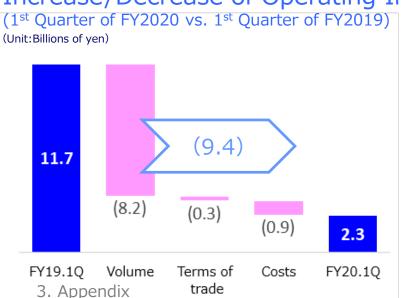
(Sales revenue and Operating Income before special items, year on year)

Increase/Decrease of Sales revenue (1st Quarter of FY2020 vs. 1st Quarter of FY2019) (1) Denotes a minus



- > Volume (32.5) billion yen
- Elastomers, performance compounds, overseas PP compounds and solution businesses were impacted by global slowdown in automobile production due to the COVID-19 pandemic.
- Captured solid market needs for targeted information and communication technology.
- > Prices (3.6) billion yen
- Decrease from sales price revision in line with decline in raw material prices, etc.

Increase/Decrease of Operating Income before special items



- Volume (8.2) billion yen
- Elastomers, performance compounds, overseas PP compounds and solution businesses were impacted by global slowdown in automobile production due to the COVID-19 pandemic.
- Captured solid market needs for targeted information and communication technology.
- > Terms of trade (0.3) billion yen
- Costs (0.9) billion yen
- Equity in earnings, inventory fixed costs, etc.

2-2) Increase/Decrease in Health Care



() Denotes a minus

(Sales revenue and Operating Income before special items, year on year)



Prices

Volume

FY19.1Q

Volume (5.4) billion yen

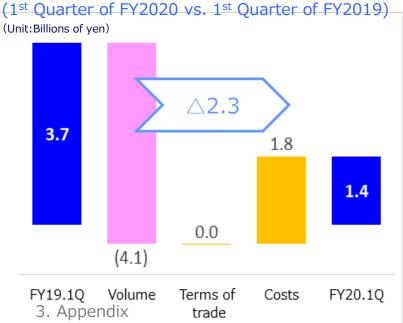
- Vision care materials and dental materials declined due to the COVID-19 pandemic.
- Healthy sales of nonwovens for diapers, masks and medical gowns.

Prices (0.9) billion yen

Decrease from sales price revision in line with decline in raw material prices, etc.

Increase/Decrease of Operating Income before special items

FY20.10



- Volume (4.1) billion yen
- Vision care materials and dental materials declined due to the COVID-19 pandemic.
- Healthy sales of nonwovens for diapers, masks and medical gowns.
- Terms of trade +0.0 billion yen
- Costs +1.8 billion yen
- Cost reduction, etc.

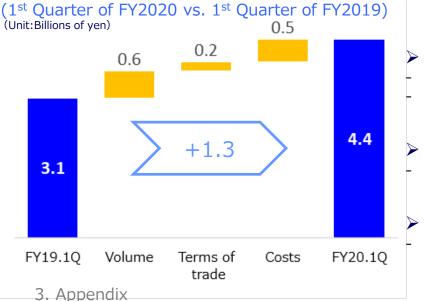
2-3) Increase/Decrease in Food & Packaging



(Sales revenue and Operating Income before special items, year on year)



<u>Increase/Decrease of Operating Income before special items</u>



Volume +0.6 billion yen

Firm sales of packaging films, industrial films & agrochemicals. Decrease in coating & engineering materials caused by the COVID-19 pandemic.

Terms of trade +0.2 billion yen

Increase from favorable terms of trade due to decline in raw material prices, etc.

Costs +0.5 billion yen

Cost reduction, etc.

2-4) Increase/Decrease in Basic Materials

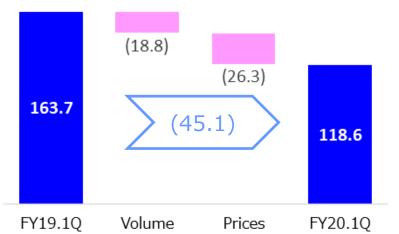


(Sales revenue and Operating Income before special items, year on year)

Increase/Decrease of Sales revenue (1st Quarter of FY2020 vs. 1st Quarter of FY2019)

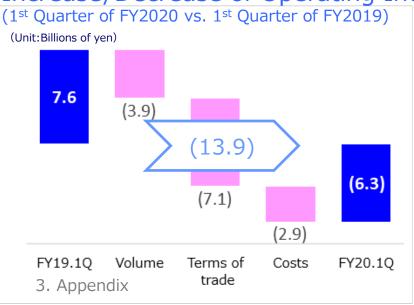


() Denotes a minus



- > Volume (18.8) billion yen
- Decrease in olefins and polypropylenes.
- Prices (26.3) billion yen
- Decrease from sales price revision in line with decline in raw material prices.
- Weaker overseas market, etc.

Increase/Decrease of Operating Income before special items



- > Volume (3.9) billion yen
- Decrease in olefins and polypropylenes.
- Terms of trade (7.1) billion yen
- Inventory valuation difference, etc.
- Costs (2.9) billion yen
- Equity in earnings, inventory fixed costs, etc.

3) Sales revenue and Operating Income before special items by Business Segment (by Quarter)



(Billions of Yen)

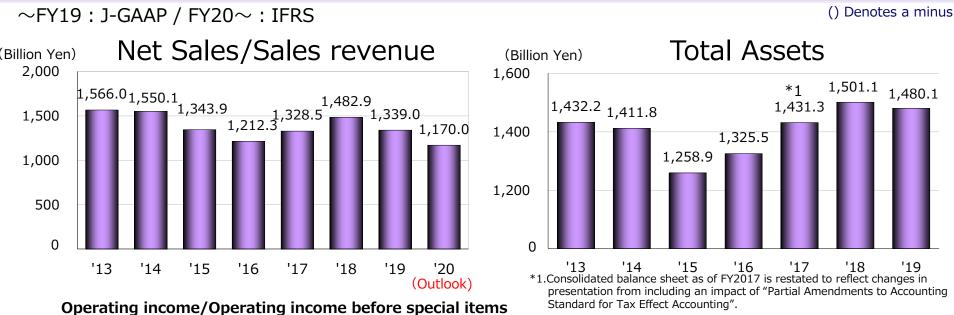
		Net s (J-G/	Sales revenue (IFRS)			
Segment		FY2	FY2019	FY2020		
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun	Apr-Jun
Mobility	94.1	93.4	90.2	89.9	94.4	58.3
Health Care	35.2	34.5	37.0	36.3	35.2	28.9
Food & Packaging	45.6	47.4	46.4	54.4	47.3	45.4
Basic Materials	163.5	152.3	146.4	154.7	163.7	118.6
Others	4.4	4.5	4.2	4.6	4.4	3.3
Total	342.8	332.1	324.2	339.9	345.0	254.5

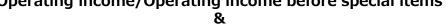
(Billions of Yen) () Denotes a minus

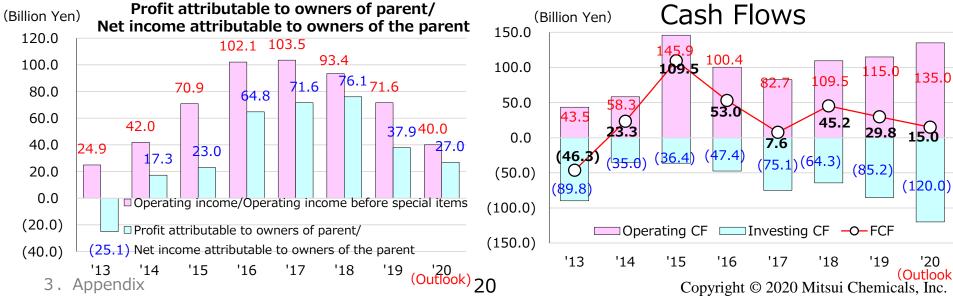
	•	,			()	
Segment		Operatin (J-G	Operating income before special items (IFRS)			
		FY2	FY2019	FY2020		
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun	Apr-Jun
Mobility	10.1	9.7	9.6	9.8	11.7	2.3
Health Care	3.8	2.2	3.8	4.0	3.7	1.4
Food & Packaging	3.3	4.6	3.9	6.3	3.1	4.4
Basic Materials	6.1	(1.2)	3.7	0.1	7.6	(6.3)
Others	(2.6)	(1.5)	(2.5)	(1.6)	(1.6)	(1.2)
Total	20.7	13.8	18.5	18.6	24.5	0.6



4-1) Financial Summary

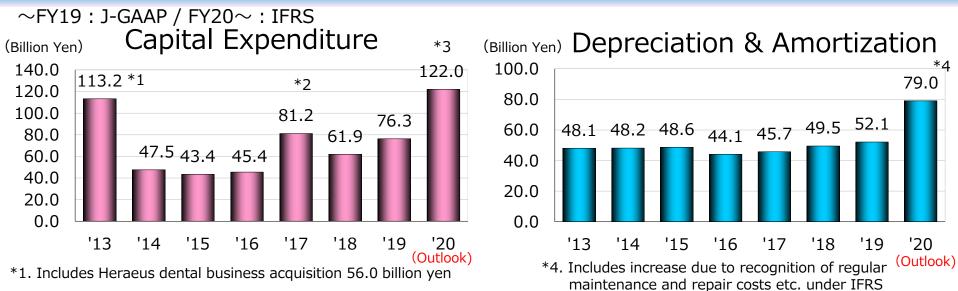




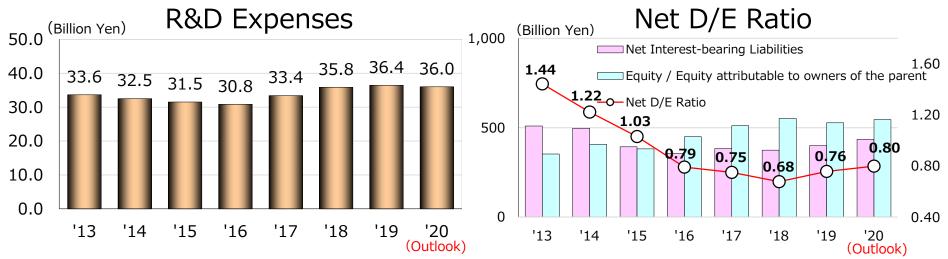




4-2) Financial Summary

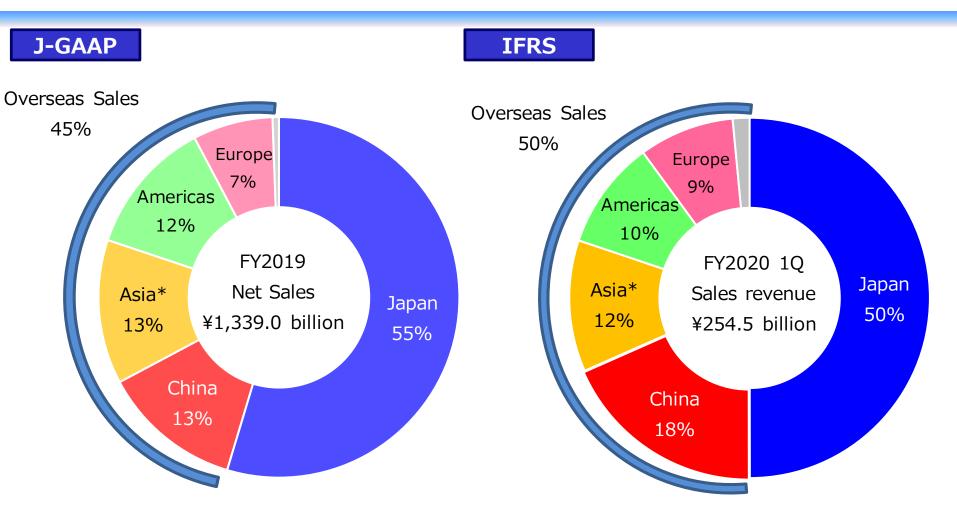


- *2. Includes acquisition of shares of ARRK corporation 23.9 billion yen
- *3. Includes increase due to recognition of regular maintenance and repair costs etc. under IFRS





5) Sales revenue by Region



^{*} Asia excluding Japan and China



Creating New Customer Value and Solving Social Challenges through Business Activities