

# **Financial Summary**

Results of FY2007 & Outlook for FY2008

Mitsui Chemicals, Inc.



FY2007 indicates the fiscal year starting from April 1 of 2007 and ending at March 31 of 2008 FY2008 indicates the fiscal year starting from April 1 of 2008 and ending at March 31 of 2009

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#### <u>Reference</u>

### 1. Results of FY2007

(April 1, 2007 - March 31, 2008)



# 1) Operation Topics in FY2007

Project	Action	Production Capacity	Location	Date
◆Performance Materials & Advanced C	hemicals			
1) New Start of Sankyo Agro as a 100% Subsidiary Company	Starting business			Apr. 07
2) Acquisition of Toner Resin Business from Sekisui Chemical	Acqusition			Apr. 07
3) Expansion of MDI Production Capacity (Completion in Jun.09) (Kumho Mitsui Chemicals)	Reached an agreement with Korea Kumho Petrochemicals	+65K t/y (65→130K t/y)	Korea	Apr. 07
4) Expansion of Nitrogen Trifluoride Production Capacity	Starting commercial operation	+400 t/y (1,300→1,700 t/y)	Shimonoseki	Aug. 07
5) Expansion of Nonwoven Polypropylene Fabric Production Capacity (MHM)	Starting commercial operation	+16K t/y (14→30K t/y)	Thailand	Dec. 07
6) Expansion of Ethylene/α Olefin Olygomer (LUCANT™) Capacity	Starting commercial operation	+ <b>6K t/y</b> (5→11K t/y)	lwakuni- Ohtake	Feb. 08
7) Withdrawal from Optical Filter Business for PDP	Withdrawal			Mar. 08



## 1) Operation Topics in FY2007

Project	Action	Production Capacity	Location	Date
◆Petro- & Basic Chemicals				
1) Expansion of PP Automotive Materials Production Capacity (ACP, GSC, MCZ)	Starting commercial operation	+63K t/y (537→600K t/y)	North America Thailand China	May. 07
2) Expansion of Phenol Production Capacity (Mitsui Phenols Singapore)	Starting commercial operation	+50K t/y (250→300K t/y)	Singapore	Aug. 07
3) Establishment of New PP Automotive Materials Company in India (Mitsui Prime Advanced Composites India)	Establishment	15K t/y	India	Sep. 07
4) Propylene Production System Utilizing C-4 Fraction By-products (Launch of trial verification in the middle of FY09)	Starting constraction	150K t/y	Ichihara	Feb. 08
<b>◆</b> Others				
1) Withdrawal from JV of GE and Nagase (GE Plastics Japan & GEM PC)	Reached an agreement			Jun. 07



### 2) Number of Subsidiaries and Affiliates

Items	FY2006 (a)	FY2007 (b)	Incr. (Decr.) (b)-(a)
Number of consolidated subsidiries	70	63	(7)
Number of non-consolidated subsidiaries and affiliates to which the equity method is applied	47	38	(9)
Total	117	101	(16)



### 3) Consolidated Financial Highlights

Items	FY2006	FY2007	Increase (Decrease)	%
Sales	1,688.1	1,786.7	98.6	6%
Operating income	91.7	77.2	(14.5)	(16%)
None-Operating income/expenses	3.8	(11.1)	(14.9)	-
Recurring income	95.5	66.1	(29.4)	(31%)
Special gains/losses	(11.0)	(21.5)	(10.5)	-
Income before incom taxes	84.5	44.6	(39.9)	(47%)
Net income	52.3	24.8	(27.5)	(53%)
Earnings Per Share (Yen/Share)	66.68	32.22	(34.46)	-
Exchange Rate (Yen/US\$)	117	114	(3)	
Domestic Standard Naphtha Price (Yen/KL)	49,950	61,450	11,500	
Interest-bearing liabilities	498.3	486.0	(12.3)	(2%)
D/E Ratio	0.99	0.97	(0.02)	-
Dividend (Yen/Share)	10.00	12.00	2.00	-



### 4) Change of Business Segments (Sales)

The company reorganized four business groups into three business sectors on April 1,2007 and changed business segments with each segment's performance of FY2006 being recomposed accordingly as below.

Old Segment	FY2006
Functional Chemicals & Engineered Materials	214.0
Functional Polymeric Materials	317.3
Basic Chemicals	553.5
Petrochemicals	559.9
Others	43.4
Total	1,688.1



New Segment	FY2006
Performance Materials	496.3
Advanced Chemicals	93.9
Basic Chemicals	1,037.8
Others	60.1
Total	1,688.1



### 5) Change of Business Segments (Operating Income)

The company reorganized four business groups into three business sectors on April 1,2007 and changed business segments with each segment's performance of FY2006 being recomposed accordingly as below.

Old Segment	FY2006
Functional Chemicals & Engineered Materials	13.5
Functional Polymeric Materials	22.2
Basic Chemicals	11.0
Petrochemicals	45.4
Others	(0.4)
Total	91.7



New Segment	FY2006
Performance Materials	25.9
Advanced Chemicals	11.7
Basic Chemicals	53.1
Others	1.0
Total	91.7



### 6) Sales (by Business Segment)

Seament	Segment FY2006 FY2007		Incr.	Incr. Breakdown	
Jegment	1 12000	1 12007	(Decr.)	Volume	Price
Performance Materials	496.3	504.1	7.8	(22.1)	29.9
Advanced Chemicals	93.9	122.1	28.2	28.6	(0.4)
Basic Chemicals	1,037.8	1,111.2	73.4	(32.5)	105.9
Others	60.1	49.3	(10.8)	(10.8)	0.0
Total	1,688.1	1,786.7	98.6	(36.8)	135.4



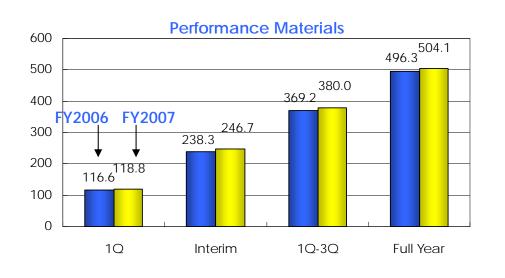
## 7) Operating Income (by Business Segment)

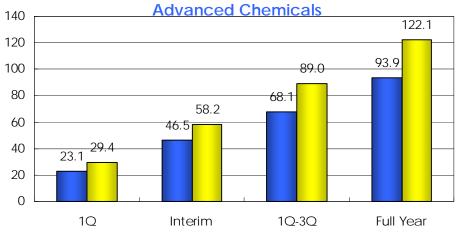
Segment	FY2006	FY2007	Incr.	В	reakdow	n
Segment	1 12000	1 12007	(Decr.)	Volume	* Price	Costs
Performance Materials	25.9	35.9	10.0	1.1	13.4	(4.5)
Advanced Chemicals	11.7	10.8	(0.9)	4.6	(4.3)	(1.2)
Basic Chemicals	53.1	33.4	(19.7)	(2.1)	(14.6)	(3.0)
Others	1.0	(2.9)	(3.9)	(0.1)	0.0	(3.8)
Total	91.7	77.2	(14.5)	3.5	(5.5)	(12.5)

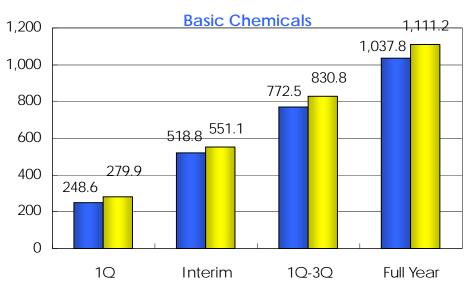
<sup>\*</sup> Price: including both selling and purchase price variances

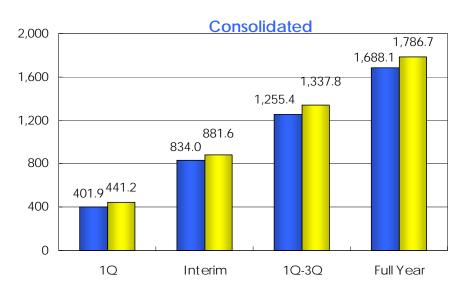






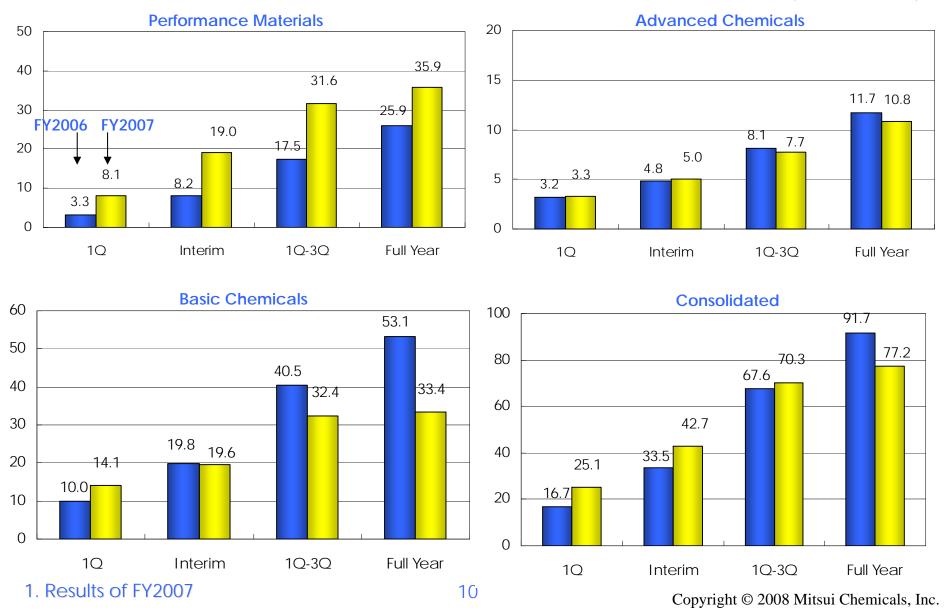






# 9) Operating Income (by Business Segment)







### 10) Assets, Depreciation, Capex (by Business Segment)

FY2006 (a) (Billions of Yen)

	Performance Materials	Advanced Chemicals	Basic Chemicals	Others	Total
Assets	477.0	160.0	710.1	151.1	1,498.2
Depreciation	30.0	5.4	31.2	3.6	70.2
Capex	42.1	7.9	14.9	7.8	72.7

#### FY2007 (b)

	Performance	Advanced	Basic	Others	Total
	Materials	Chemicals	Chemicals	Otricis	lotai
Assets	490.0	159.0	697.9	122.3	1,469.2
Depreciation	29.6	6.3	30.8	5.9	72.6
Capex	50.4	6.2	20.6	7.5	84.7

#### Incr.(Decr.) (b)-(a)

	Performance Materials	Advanced Chemicals	Basic Chemicals	Others	Total
Assets	13.0	(1.0)	(12.2)	(28.8)	(29.0)
Depreciation	(0.4)	0.9	(0.4)	2.3	2.4
Capex	8.3	(1.7)	5.7	(0.3)	12.0



### 11) Regional Sales and Operating Income

Sales (Billions of Yen)

Segment	FY2006		FY200	7	Incr.(Decr.)	
Segment	amount	%	amount	%	amount	%
Japan	1,412.8	84%	1,466.6	82%	53.8	4%
Asia	178.4	11%	215.6	12%	37.2	21%
Others	96.9	5%	104.5	6%	7.6	8%
Total	1,688.1	100%	1,786.7	100%	98.6	6%

#### Operating Income

Segment	FY2006		FY200	7	Incr.(Decr.)		
Segment	amount	%	amount	%	amount	%	
Japan	84.8	92%	72.1	93%	(12.7)	(15%)	
Asia	4.0	4%	1.2	2%	(2.8)	(70%)	
Others	2.9	3%	3.9	5%	1.0	34%	
Total	91.7	100%	77.2	100%	(14.5)	(16%)	



### 12) Non-Operating Income and Expenses

Items	FY2006	FY2007	Incr. (Decr.)
Equity in earnings of non-consolidated subsidiaries and affiliates	6.0	5.9	(0.1)
Interest expenses, interest and dividend income	(5.4)	(5.5)	(0.1)
Gain (loss) on Foreign exchange	2.7	(6.1)	(8.8)
Other net	0.5	(5.4)	(5.9)
Total	3.8	(11.1)	(14.9)



### 13) Special Gains and Losses

Items	FY2006	FY2007	Incr. (Decr.)
Special gains (a)	5.0	2.9	(2.1)
Gain on sales of fixed assets	1.9	2.9	1.0
Gain on change in interests in consolidated subsidiaries	3.1	0.0	(3.1)
Special losses (b)	(16.0)	(24.4)	(8.4)
Loss on sales and disposal of fixed assets	(6.0)	(5.4)	0.6
Impairment loss	(1.3)	(0.7)	0.6
Loss on restructuring of subsidiaries and affiliates etc.	(5.6)	(3.2)	2.4
Loss on business withdrawal	0.0	(2.6)	(2.6)
Enviromental measure expenses	0.0	(11.7)	(11.7)
Others	(3.1)	(8.0)	2.3
Special gains and losses (a)+(b)	(11.0)	(21.5)	(10.5)



### 14) Consolidated Balance Sheets

(Billions of Yen)

Items	End of 07/3	End of 08/3	Incr. (Decr.)	ltems	End of 07/3	End of 08/3	Incr. (Decr.)
Current assets	733.2	726.3	(6.9)	Liabilities	927.9	905.0	(22.9)
Cash and cash equivalents	40.4	25.5	(14.9)	Notes and accounts payables	244.9	239.5	(5.4)
Notes and accounts receivables	346.7	332.9	(13.8)	Interest-bearing liabilities	498.3	486.0	(12.3)
Inventories	257.1	269.2	12.1	Other liabilities	184.7	179.5	(5.2)
Other current assets	89.0	98.7	9.7				
				Net assets	570.3	564.2	(6.1)
Fixed assets	765.0	742.9	(22.1)	Shareholders' equity	465.9	479.5	13.6
Tangible fixed assets	542.3	564.8	22.5	Appraisal and Translation Differences	38.6	20.5	(18.1)
Investments & other non-current assets	222.7	178.1	(44.6)	Minority interest	65.8	64.2	(1.6)
Total	1,498.2	1,469.2	(29.0)	Total	1,498.2	1,469.2	(29.0)
				Contingent liabilities as	15.0	11.5	(3.5)

guarantor of indebtedness



### 15) Consolidated Statements of Cash Flow

Items	FY2006	FY2007	Incr. (Decr.)
I. Cash flows from operating activities[A]	100.5	92.4	(8.1)
II. Cash flows from investing activities[B]	(133.6)	(78.2)	55.4
Free cash flows[A+B]	(33.1)	14.2	47.3
III. Cash flows from financing activities	41.2	(28.7)	(69.9)
IV. Others	1.1	(0.4)	(1.5)
Net incr.(decr.) in cash and cash equivalents	9.2	(14.9)	(24.1)

#### 2. Outlook for FY2008

(April 1, 2008 – March 31, 2009)

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) Operation Topics in FY2008

Project	Action	Production Capacity	Location	Date
◆Performance Materials				
Expansion of EPT Production     Capacity	Starting commercial operation	+75K t/y (45→120K t/y)	Ichihara	Apr. 08
2) Expansion of Cycloolefin Copolymer (APEL™) Production Capacity	Starting commercial operation	+3K t/y (3.4→6.4K t/y)	Osaka	May. 08
3) Expansion of Alpha-Olefin Copolymer (TAFMER™) Production Capacity (Mitsui Elastmers Singapore)	Starting construction	+100K t/y (100→200K t/y)	Singapore	Jul. 08
◆Petro- & Basic Chemicals				
4) Announcement on the Establishment of aJoint Venture towards the Construction of Nghi Son Complex	Reached a decision to participate in a joint venture		Vietnam	Apr. 08
5) A new BPA Plant	Plant completed	120K t/y	Shanghai, China (SSMC)	Jul. 08
6) A new PP Automotive Materials Plant	Plant completed	15K t/y	India (ACI)	Oct. 08



### 2) Consolidated Financial Highlights

Items	FY2007	FY2008 Outlook		Increase	%
TO TO	1 12007	1-2Q	Full Year	(Decrease)	/0
Sales	1,786.7	930.0	1,900.0	113.3	6%
Operating income	77.2	25.0	66.0	(11.2)	(15%)
(Equity in earnings of non-consolidated subsidiaries&affiliates)	5.9	3.0	6.5	0.6	-
Recurring income	66.1	24.0	64.0	(2.1)	(3%)
Specail gains/losses	(21.5)	(3.0)	(9.0)	12.5	-
Net income	24.8	12.0	29.0	4.2	17%
Earnings Per Share (Yen/Share)	32.22	15.59	37.68	5.46	-
Exchange Rate (Yen/US\$)	114	100	100	(14)	
Domestic Standard Naphtha Price (Yen/KL)	61,450	72,000	72,000	10,550	
Dividend (Yen/Share)	12.00	6.00	13.00	1.00	-



## 3) Sales (by Business Segment)

Segment	FY2007	FY2008	Incr.	Breakdown	
Jegment	1 12007	Outlook	(Decr.)	Volume	Price
Performance Materials	504.1	550.0	45.9	42.0	3.9
Advanced Chemicals	122.1	130.0	7.9	7.3	0.6
Basic Chemicals	1,111.2	1,200.0	88.8	2.7	86.1
Others	49.3	20.0	(29.3)	(29.3)	0.0
Total	1,786.7	1,900.0	113.3	22.7	90.6



# 4) Operating Income (by Business Segment)

Segment	FY2007	FY2008	Incr.	Breakdown			
Segment	segment F12007		(Decr.)	Volume	* Price	Costs	
Performance Materials	35.9	25.0	(10.9)	11.8	(8.8)	(13.9)	
Advanced Chemicals	10.8	12.0	1.2	3.0	(0.2)	(1.6)	
Basic Chemicals	33.4	31.0	(2.4)	2.1	(1.1)	(3.4)	
Others	(2.9)	(2.0)	0.9	0.0	0.0	0.9	
Total	77.2	66.0	(11.2)	16.9	(10.1)	(18.0)	

<sup>\*</sup> Price: including both selling and purchase price variances



## 5) Sales and Operating Income (Interim and Full year) Mitsui Chemicals

(Billions of yen)

#### Sales

Segment	FY2008 Outlook				
Segment	1-2Q	Full Year			
Performance Materials	270.0	550.0			
Advanced Chemicals	60.0	130.0			
Basic Chemicals	590.0	1,200.0			
Others	10.0	20.0			
Total	930.0	1,900.0			

#### Operating Income

Segment	FY2008 Outlook				
Jeginent	1-2Q	Full Year			
Performance Materials	9.0	25.0			
Advanced Chemicals	4.0	12.0			
Basic Chemicals	13.0	31.0			
Others	(1.0)	(2.0)			
Total	25.0	66.0			



### 6) Special Gains and Losses

Items	FY2007	FY2008	Incr.	
TIGHS	1 12007	1-2Q	Full Year	(Decr.)
Special gains (a)	2.9	0.0	0.0	(2.9)
Gain on sales of fixed assets	2.9	0.0	0.0	(2.9)
Gain on change in interests in consolidated subsidiaries	0.0	0.0	0.0	0.0
Special losses (b)	(24.4)	(3.0)	(9.0)	15.4
Loss on sales and disposal of fixed assets	(5.4)	(3.0)	(9.0)	(3.6)
Impairment loss	(0.7)	0.0	0.0	0.7
Loss on restructuring of subsidiaries and affiliates etc.	(3.2)	0.0	0.0	3.2
Loss on Business withdrawal	(2.6)	0.0	0.0	2.6
Enviromental measure expenses	(11.7)	0.0	0.0	11.7
Others	(8.0)	0.0	0.0	0.8
Special gains and losses (a)+(b)	(21.5)	(3.0)	(9.0)	12.5



### 7) Consolidated Statements of Cash Flow

	FY2007	FY2008 (	Incr.	
Items	(a)	1-20	Full Year(b)	(Decr.) (b)-(a)
I. Cash flows from operating activities[A]	92.4	40.0	110.0	17.6
II. Cash flows from investing activities[B]	(78.2)	(80.0)	(160.0)	(81.8)
Free cash flows[A+B]	14.2	(40.0)	(50.0)	(64.2)
III. Cash flows from financing activities	(28.7)	40.0	50.0	78.7
IV. Others	(0.4)	0.0	0.0	0.4
Net incr.(decr.) in cash and cash equivalents	(14.9)	0.0	0.0	14.9



### 8) Consolidated Accounting Fundamentals

Items	FY2006	FY2007	FY2008 Outlook		
ITCITIS		112000	112007	1-2Q	Full Year
Exchange Rate	Yen/US\$	117	114	100	100
Domestic Standard Naphtha Price	Yen/KL	49,950	61,450	72,000	72,000
R&D Expenditures	¥ Billions	36.9	42.1	23.0	46.0
Depreciation & Amortization	¥Billions	70.2	72.6	40.0	90.0
Capital Expenditure	¥ Billions	72.7	84.7	70.0	130.0
Financing income and expense	¥ Billions	(5.4)	(5.5)	(4.0)	(8.0)
Interest-bearing liabilities	¥Billions	498.3	486.0	530.0	550.0
Number of Employees	person	12,511	12,814	13,300	13,500

# 3. Appendix



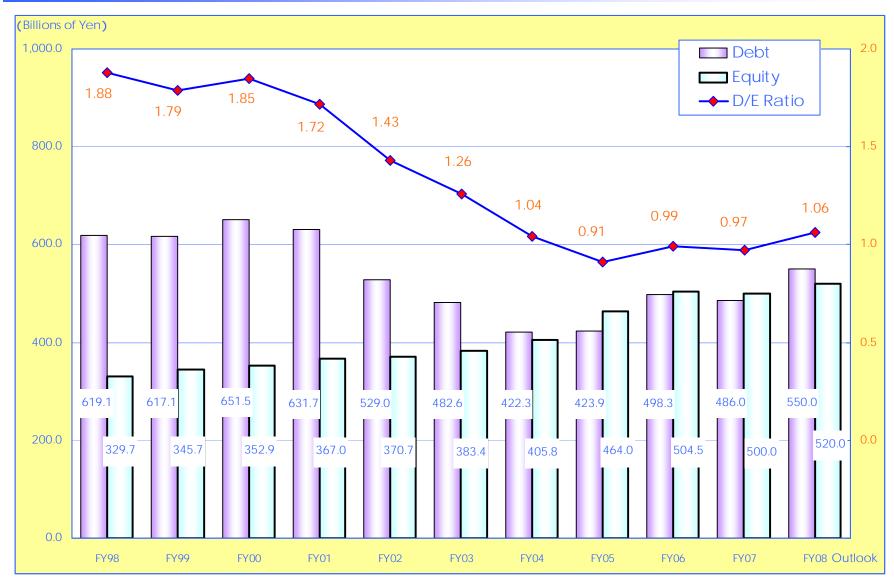
### 1) History of Main Products Prices

(PE, PP, PH, BPA: Change of Price and Raw Materials Price to Products Price / PTA, TDI: Asian Market Price)

Year		2005			20	06		2007				2008
Month	AprJun.	JulSep.	OctDec.	JanMar.	AprJun.	JulSep.	OctDec.	JanMar.	AprJun.	JulSep.	OctDec.	JanMar.
Naphtha (Yen/KL)	36,900	39,100	47,300	46,100	48,800	54,100	48,100	48,800	57,800	59,700	61,600	66,700
PE (Yen/KG)	+10 more	<b>→</b>	+20~25	<b>→</b>	<b>→</b>	about +12	about +10	about (10)	about +13	about +13	<b>→</b>	about +15
(HN)	36,000		45,000			approx. 50,000	approx. 55,000	approx. 50,000	approx. 56,000	approx. 62,000		approx. 68,000
PP (Yen/KG)	+10 more	<b>→</b>	+20~25	<b>→</b>	<b>→</b>	about +12	about +10	about (10)	about +13	about +13	<b>→</b>	about +15
(HN)	36,000		45,000			approx. 50,000	approx. 55,000	approx. 50,000	approx. 56,000	approx. 62,000		approx. 68,000
PH (Yen/KG)	+28~35	ACP-BZ Link	<b>→</b>	<b>→</b>	<b>→</b>	+10 Base Price of Formula	<b>→</b>	<b>→</b>	<b>→</b>	<b>→</b>	+15 Base Price of Formula	<b>→</b>
BZ(ACP) (US\$/T)	\$835	\$815	\$710	\$735	\$820	<b>\$92</b> 5	\$900	\$985	\$1,075	\$1,010	\$1,015	\$1,030
BPA	+25~30					+25		+15	+22		+17	
(Yen/KG)				neg	otiation bas	ed on BZ p	rice and BF	A market p	orice			
BPA Price of Asian Market	\$1,900	\$1,700	\$1,600	\$1,450	\$1,450	\$1,500	\$1,700	\$1,850	\$2,000	\$2,000	\$2,000	\$2,030
PTA (US\$/T)	\$860	\$880	\$890	\$880	\$915	\$1,030	\$880	\$860	+\$70 *	(\$30) *	(\$60) *	+\$60 *
(PX)	\$925	\$915	\$1,010	\$1,010	\$1,070	\$1,320	\$1,160	\$1,110	+\$120 *	(\$60) *	(\$30) *	+\$40 *
									* Change f	rom a form	ner quarte <b>∗</b>	*
TDI (US\$/T)	\$1,900	\$1,900	\$2,300	\$2,500	\$2,500	\$2,500	\$3,100	\$3,500	\$3,500	\$3,600	\$4,000	\$4,000



#### 2) History of Consolidated D/E Ratio





#### 3) Main Subsidiaries and Affiliates

				Sales	Operating Income		
Item	Common stock		Our share	amount	FY2007	FY2008 Outlook	
Subsidiaries			%	Billions of Yen			
Mitsui Chemicals Polyurethanes	Billions of Yen	20	100.0	169	gain	↓ ↓	
Prime Polymer	Billions of Yen	20	65.0	375	gain	<b>†</b>	
Osaka Petrochemical Industries	Billions of Yen	5	100.0	167	gain	↓ ↓	
Mitsui Chemicals America	Millions of USD	72	100.0	81	gain	<b>→</b>	
Siam Mitsui PTA	Millions of BAHT	2,800	50.02	143	loss	<b>†</b>	
Mitsui Phenols Singapore	Millions of USD	120	95.0	72	gain	<b>→</b>	
Mitsui Elastomers Singapore	Millions of USD	64	100.0	27	gain	<b>→</b>	
Affiliates							
DU PONT-Mitsui Polychemicals	Billions of Yen	6	50.0	40	gain	<b>→</b>	
Amoco Mitsui PTA Indonesia	Millions of USD	160	45.0	47	loss	1	

#### Operating Income:

"→" represents "flat", or a gain/loss under 500million yen conpared to FY2007.

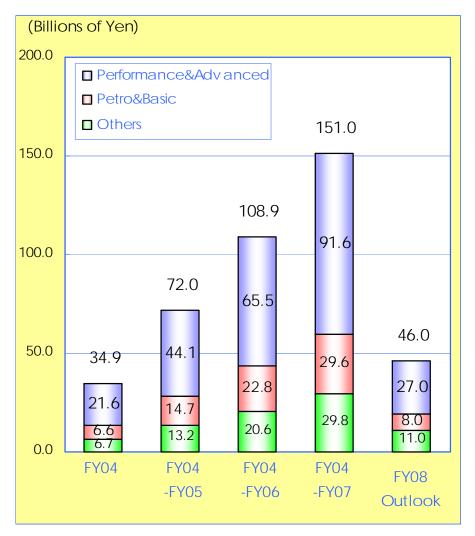


### 4) Capital Expenditure and R&D

#### **Capital Expenditure**

#### (Billions of Yen) 400.0 ■ Performance&Advanced 361.0 ■ Petro&Basic Others 300.0 267.8 206. 200.0 149. 160.0 131.5 80.0 46.9 100.0 120.5 98.3 49.0 40.0 80.7 40.0 34.4 20.0 0.0 **FY04** FY04 FY04 FY08 FY04 -FY06 -FY07 Outlook -FY05

#### R&D



#### Reference



#### <Company Names>

- ACI (Mitsui Prime Advanced Composites India)
- ACP (Advanced Composites, Inc.)
- GSC (Grand Siam Composites Co., Ltd.)
- MCZ (Mitsui Chemicals Plastic Compounds (Zhongshan) Co., Ltd.)
- MHM (Mitsui Hygiene Materials Thailand)
- SSMC(Shanghai Sinopec Mitsui Chemicals, Co., Ltd)

#### <Product Names>

- PDP(Plasma Display Panel)
- MDI (Methylene diphenyl isocyanate)

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