

Asahi Kasei Corporation

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Consolidated Results for 1st Quarter Fiscal 2013: April 1, 2013 – June 30, 2013

(All figures in millions of yen, rounded to the nearest million, unless otherwise specified)

I. Summary of Consolidated Results

1. Operating results (percent change from previous year in brackets)

| | Q1 2013 | Q1 2012 |
|-------------------------------|------------------|-----------------|
| Net sales | 429,963 [+17.8%] | 365,001 [-0.8%] |
| Operating income | 28,321 [+161.1%] | 10,846 [-64.1%] |
| Ordinary income | 27,514 [+238.5%] | 8,129 [-73.2%] |
| Net income | 19,634 [+522.4%] | 3,155 [-83.7%] |
| Net income per share* | 14.05 | 2.26 |
| Diluted net income per share* | — | — |

* Yen

Note: Comprehensive income (loss) was ¥39,130 million during Q1 2013, and ¥(11,650) million during Q1 2012.

2. Financial position

| At end of | June 2013 | March 2013 |
|------------------------|-----------|------------|
| Total assets | 1,841,946 | 1,800,170 |
| Net assets | 853,585 | 824,451 |
| Net worth/total assets | 45.7% | 45.1% |
| Net worth per share* | 601.83 | 581.05 |

* Yen

Notes:

- Net worth consists of shareholders' equity and accumulated other comprehensive income.
- Net worth as of June 30, 2013, was ¥841,089 million; as of March 31, 2013, ¥812,080 million.

II. Cash Dividends

| Fiscal year | Cash dividends per share* | | | | Total annual |
|-----------------|---------------------------|------|----|------|--------------|
| | Q1 | Q2 | Q3 | Q4 | |
| 2012 | — | 7.00 | — | 7.00 | 14.00 |
| 2013 | — | — | — | — | — |
| 2013 (forecast) | — | 7.00 | — | 7.00 | 14.00 |

* Yen

Note: No revision of cash dividend forecast was made subsequent to the latest announced forecast.

III. Forecasts for Fiscal 2013 (April 1, 2013 – March 31, 2014)

1. Latest forecasts (percent change from results in year-ago period in brackets)

| | First half | Full year |
|-----------------------|------------------|--------------------|
| Net sales | 920,000 [+16.8%] | 1,891,000 [+13.5%] |
| Operating income | 65,000 [+69.7%] | 130,000 [+41.4%] |
| Ordinary income | 61,000 [+70.1%] | 130,000 [+36.7%] |
| Net income | 38,000 [+84.3%] | 77,000 [+43.4%] |
| Net income per share* | 27.19 | 55.09 |

* Yen

2. Comparison of previous and revised H1 2013 forecasts

(billions of yen)

| | Previous H1 2013 forecast | Revised H1 2013 forecast | Increase (decrease) | cf. H1 2012 results |
|------------------|------------------------------|-----------------------------|------------------------|------------------------|
| Net sales | 912.0 | 920.0 | 8.0 | 787.5 |
| Operating income | 59.0 | 65.0 | 6.0 | 38.3 |
| Ordinary income | 57.5 | 61.0 | 3.5 | 35.9 |
| Net income | 32.5 | 38.0 | 5.5 | 20.6 |

Notes:

- Performance forecasts are based on the best information available at this time, but actual results may diverge from these forecasts due to a variety of factors which cannot be foreseen.
- The forecast for the first half of fiscal 2013 announced on May 9, 2013, has been revised.
- The forecast for the full year shown above is that which was announced on May 9, 2013. A revision will be made when first half results are announced.

IV. Other Information

1. Changes in significant subsidiaries which affected scope of consolidation during the period: None.

2. Special accounting methods for preparation of the consolidated financial statements

Income tax expenses: A reasonable estimate of the effective tax rate after applying tax-effect accounting for the current fiscal year is made, and quarterly income before income taxes is multiplied by the corresponding effective tax rate.

3. Changes in accounting policies, changes in accounting estimates, and retroactive restatement: None.

4. Number of shares outstanding

| | Q1 2013 | FY 2012 |
|---|---------------|----------------|
| Number of shares outstanding at end of period | 1,402,616,332 | 1,402,616,332 |
| Number of shares of treasury stock at end of period | 5,055,273 | 5,016,645 |
| Average number of shares outstanding during period | 1,397,579,922 | 1,397,683,505* |

* Q1 2012

V. Overview of Consolidated Results

1. Consolidated group results

Although the US economy showed signs of recovery with improving employment during the April–June quarter of 2013, the outlook for global economy remained obscure with slowing growth in China and other emerging economies and the European economy continuing to stagnate. The Japanese economy was on a gradual path of recovery under the government’s economic policies, with conditions for exports improving due to depreciation of the exchange value of the yen and signs of recovery in consumer spending.

Consolidated net sales of Asahi Kasei Corp. and its consolidated subsidiaries and equity-method affiliates (the Asahi Kasei Group) increased by ¥65.0 billion (17.8%) from a year ago to ¥430.0 billion, with increased deliveries in the Homes segment, and increased sales volume in the Chemicals segment and of pharmaceutical products in the Health Care segment, as well as the effect of the weaker yen. Operating income increased by ¥17.5 billion (161.1%) to ¥28.3 billion. Ordinary income increased by ¥19.4 billion (238.5%) to ¥27.5 billion. Net income increased by ¥16.5 billion (522.4%) to ¥19.6 billion.

2. Results by operating segment

The Asahi Kasei Group’s operations are described by major business classification: seven reportable segments of Chemicals, Fibers, Homes, Construction Materials, Health Care, and Critical Care, together with an “Others” category. Beginning with the April–June quarter of 2013, the sequence of reportable segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care. In the Critical Care segment, results for the year-ago period were included beginning on April 27, 2012, while results were subject to consolidation throughout the entire period beginning with the April–June quarter of 2013.

CHEMICALS

Sales increased by ¥32.1 billion (19.9%) from a year ago to ¥193.1 billion, and operating income increased by ¥5.9 billion (135.8%) to ¥10.2 billion.

Chemicals and derivative products operations were impacted by low market prices for acrylonitrile and high feedstock prices, but the depreciation of the yen and improved market prices for styrene monomer contributed to performance. The depreciation of the yen also contributed to performance in polymer products operations, and shipments of synthetic rubber for fuel-efficient tires and engineering plastics for automotive applications were firm. In specialty products operations, the effect of the depreciation of the yen was most notable for ion-exchange membranes, and shipments of coating materials were firm.

FIBERS

Sales increased by ¥2.6 billion (9.8%) from a year ago to ¥28.8 billion, and operating income increased by ¥1.6 billion (265.3%) to ¥2.2 billion.

Although the cost of petrochemical feedstocks rose, operating income in fibers increased with the effect of the weaker yen, increased sales volume of nonwovens such as Lamous™ artificial suede for automotive interiors and of Roica™ elastic polyurethane filament, and firm shipments of Bemberg™ cupro regenerated cellulose.

HOMES

Sales increased by ¥12.1 billion (14.0%) from a year ago to ¥98.4 billion, and operating income increased by ¥3.0 billion (81.9%) to ¥6.6 billion. Orders for order-built homes increased by ¥10.9 billion (10.8%) to ¥111.8 billion.

In order-built homes operations, deliveries of both Hebel Haus™ unit homes and Hebel Maison™ apartment buildings increased. In real estate operations, rental management performed well. Remodeling operations enjoyed strong orders for major remodeling work and other renovation work.

CONSTRUCTION MATERIALS

Sales increased by ¥1.5 billion (13.2%) from a year ago to ¥13.1 billion, and operating income increased by ¥0.8 billion (156.9%) to ¥1.3 billion.

Hebel™ autoclaved aerated concrete panels and Neoma™ high-performance phenolic foam insulation panels enjoyed strong sales. In foundation systems, orders for Eazet™ piling systems for small-scale construction expanded in new applications such as “mega solar” projects. Performance in structural materials was firm.

ELECTRONICS

Sales increased by ¥2.5 billion (7.4%) from a year ago to ¥36.5 billion, and operating income increased by ¥4.2 billion to ¥3.8 billion.

Although electronic devices operations were impacted by reduced sales prices in each product category, the weaker yen contributed to performance, and sales of mixed-signal LSIs for smartphones were firm. In electronic materials operations, the weaker yen contributed to performance, and sales of high-end products in each product category grew, most notably Hipore™ Li-ion battery separator.

HEALTH CARE

Sales increased by ¥6.0 billion (18.4%) from a year ago to ¥38.3 billion, and operating income increased by ¥4.2 billion (89.6%) to ¥9.0 billion.

Although pharmaceuticals operations were impacted by higher selling, general and administrative expenses, shipments of Teribone™ osteoporosis drug and Recomodulin™ recombinant thrombomodulin increased. The weaker yen contributed to performance in devices-related operations, and shipments of Planova™ virus removal filters increased.

CRITICAL CARE

Sales increased by ¥8.7 billion (95.3%) from a year ago to ¥17.8 billion, gross operating income* decreased by ¥0.1 billion (4.4%) to ¥1.8 billion, and the consolidated operating loss increased by ¥1.0 billion to ¥1.5 billion. The effect of amortization of goodwill and other intangible assets, etc., related to acquisition of ZOLL Medical Corporation increased by ¥0.9 billion to ¥3.3 billion.

LifeVest™ wearable defibrillator operations expanded smoothly, and other products such as defibrillators for use by medical professionals performed well, but selling, general and administrative expenses grew with reinforced marketing activity. The increase in sales and increase in operating loss were enlarged by the difference in the period subject to consolidation.

* Operating income before amortization of goodwill and other intangible assets, etc., related to acquisition of ZOLL by Asahi Kasei.

OTHERS

Sales in “Others” decreased by ¥0.4 billion (9.4%) from a year ago to ¥4.0 billion, and operating income decreased by ¥0.4 billion (49.0%) to ¥0.4 billion.

VI. Consolidated Financial Statements

1. Balance sheets

| | At end of March 2013 | At end of June 2013 |
|---|-------------------------|------------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 109,513 | 102,034 |
| Notes and accounts receivable–trade | 306,222 | 305,242 |
| Short-term investment securities | 124 | 364 |
| Merchandise and finished goods | 145,470 | 148,471 |
| Work in progress | 100,513 | 123,370 |
| Raw materials and supplies | 63,695 | 71,537 |
| Deferred tax assets | 21,945 | 22,076 |
| Other | 73,619 | 70,060 |
| Allowance for doubtful accounts | (1,631) | (1,681) |
| Total current assets | 819,469 | 841,474 |
| Noncurrent assets | | |
| Property, plant and equipment | | |
| Buildings and structures | 428,616 | 441,301 |
| Accumulated depreciation | (241,191) | (244,748) |
| Buildings and structures, net | 187,425 | 196,553 |
| Machinery, equipment and vehicles | 1,236,111 | 1,258,789 |
| Accumulated depreciation | (1,082,480) | (1,099,141) |
| Machinery, equipment and vehicles, net | 153,631 | 159,648 |
| Land | 58,176 | 58,096 |
| Lease assets | 13,980 | 14,069 |
| Accumulated depreciation | (7,173) | (7,848) |
| Lease assets, net | 6,806 | 6,221 |
| Construction in progress | 41,482 | 32,739 |
| Other | 129,716 | 132,377 |
| Accumulated depreciation | (115,656) | (116,582) |
| Other, net | 14,060 | 15,795 |
| Subtotal | 461,581 | 469,052 |
| Intangible assets | | |
| Goodwill | 134,303 | 138,555 |
| Other | 121,114 | 122,448 |
| Subtotal | 255,417 | 261,003 |
| Investments and other assets | | |
| Investment securities | 224,903 | 233,906 |
| Long-term loans receivable | 5,248 | 5,083 |
| Deferred tax assets | 8,487 | 5,980 |
| Other | 25,311 | 25,715 |
| Allowance for doubtful accounts | (245) | (266) |
| Subtotal | 263,704 | 270,417 |
| Total noncurrent assets | 980,702 | 1,000,472 |
| Total assets | 1,800,170 | 1,841,946 |

| | At end of March 2013 | At end of June 2013 |
|---|-------------------------|------------------------|
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable–trade | 172,630 | 177,224 |
| Short-term loans payable | 113,043 | 115,620 |
| Commercial paper | 70,000 | 81,000 |
| Current portion of bonds payable | 5,000 | 5,000 |
| Lease obligations | 2,415 | 2,298 |
| Accrued expenses | 91,646 | 77,197 |
| Income taxes payable | 13,978 | 8,651 |
| Advances received | 61,953 | 78,610 |
| Provision for periodic repairs | 2,359 | 5,432 |
| Provision for product warranties | 2,143 | 2,037 |
| Provision for removal cost of property, plant and equipment | 1,910 | 2,402 |
| Asset retirement obligations | 722 | 715 |
| Other | 65,064 | 58,052 |
| Total current liabilities | 602,864 | 614,237 |
| Noncurrent liabilities | | |
| Bonds payable | 40,000 | 40,000 |
| Long-term loans payable | 146,929 | 150,565 |
| Lease obligations | 4,051 | 3,572 |
| Deferred tax liabilities | 39,985 | 41,801 |
| Provision for retirement benefits | 107,776 | 109,099 |
| Provision for directors' retirement benefits | 767 | 663 |
| Provision for periodic repairs | 4,255 | 598 |
| Provision for removal cost of property, plant and equipment | 2,960 | 1,751 |
| Asset retirement obligations | 2,834 | 3,423 |
| Long-term guarantee deposits | 18,396 | 18,291 |
| Other | 4,902 | 4,359 |
| Total noncurrent liabilities | 372,855 | 374,123 |
| Total liabilities | 975,719 | 988,361 |
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 103,389 | 103,389 |
| Capital surplus | 79,403 | 79,403 |
| Retained earnings | 553,557 | 563,439 |
| Treasury stock | (2,431) | (2,457) |
| Total shareholders' equity | 733,918 | 743,774 |
| Accumulated other comprehensive income | | |
| Net unrealized gain on other securities | 62,622 | 69,474 |
| Deferred gains or losses on hedges | (900) | (688) |
| Foreign currency translation adjustments | 16,440 | 28,530 |
| Total accumulated other comprehensive income | 78,162 | 97,315 |
| Minority interests | 12,371 | 12,496 |
| Total net assets | 824,451 | 853,585 |
| Total liabilities and net assets | 1,800,170 | 1,841,946 |

2. Statements of income and statements of comprehensive income

(1) Statements of income

| | Q1 2012 | Q1 2013 |
|---|---------|---------|
| Net sales | 365,001 | 429,963 |
| Cost of sales | 274,374 | 313,327 |
| Gross profit | 90,627 | 116,636 |
| Selling, general and administrative expenses | 79,781 | 88,314 |
| Operating income | 10,846 | 28,321 |
| Non-operating income | | |
| Interest income | 373 | 280 |
| Dividends income | 1,007 | 1,088 |
| Foreign exchange gains | — | 727 |
| Other | 814 | 787 |
| Total non-operating income | 2,193 | 2,882 |
| Non-operating expenses | | |
| Interest expense | 792 | 852 |
| Equity in losses of affiliates | 524 | 1,872 |
| Foreign exchange loss | 1,500 | — |
| Other | 2,095 | 966 |
| Total non-operating expenses | 4,911 | 3,690 |
| Ordinary income | 8,129 | 27,514 |
| Extraordinary income | | |
| Gain on sales of investment securities | — | 35 |
| Gain on sales of noncurrent assets | 33 | 1,467 |
| Total extraordinary income | 33 | 1,502 |
| Extraordinary loss | | |
| Loss on valuation of investment securities | 22 | — |
| Loss on disposal of noncurrent assets | 1,128 | 461 |
| Impairment loss | 27 | — |
| Business structure improvement expenses | 18 | 357 |
| Total extraordinary loss | 1,194 | 818 |
| Income before income taxes and minority interests | 6,967 | 28,197 |
| Income taxes | 3,750 | 8,376 |
| Income before minority interests | 3,217 | 19,821 |
| Minority interests in income | 62 | 187 |
| Net income | 3,155 | 19,634 |

(2) Statements of comprehensive income

| | Q1 2012 | Q1 2013 |
|---|----------|---------|
| Income before minority interests | 3,217 | 19,821 |
| Other comprehensive income | | |
| Net increase or decrease in unrealized gain on other securities | (3,086) | 6,837 |
| Deferred gains or losses on hedges | 1,428 | 211 |
| Foreign currency translation adjustment | (11,684) | 11,885 |
| Share of other comprehensive income of affiliates accounted for using equity method | (1,526) | 376 |
| Total other comprehensive income (loss) | (14,867) | 19,309 |
| Comprehensive income (loss) | (11,650) | 39,130 |
| Comprehensive income (loss) attributable to: | | |
| Owners of the parent | (11,447) | 38,787 |
| Minority interests | (203) | 343 |

3. Statements of cash flows

| | Q1 2012 | Q1 2013 |
|--|------------------|-----------------|
| Cash flows from operating activities | | |
| Income before income taxes and minority interests | 6,967 | 28,197 |
| Depreciation and amortization | 17,895 | 19,951 |
| Impairment loss | 27 | — |
| Amortization of goodwill | 1,397 | 2,190 |
| Amortization of negative goodwill | (58) | (58) |
| Decrease in provision for periodic repairs | (3,497) | (584) |
| Decrease in provision for product warranties | (230) | (114) |
| Decrease in provision for removal cost of property, plant and equipment | (649) | (717) |
| Increase in provision for retirement benefits | 538 | 1,291 |
| Interest and dividend income | (1,379) | (1,368) |
| Interest expense | 792 | 852 |
| Equity in losses of affiliates | 524 | 1,872 |
| Gain on sales of investment securities | — | (35) |
| Loss on valuation of investment securities | 22 | — |
| Gain on sale of property, plant and equipment | (33) | (1,467) |
| Loss on disposal of noncurrent assets | 1,128 | 461 |
| Decrease in notes and accounts receivable–trade | 6,573 | 3,077 |
| Increase in inventories | (22,685) | (30,906) |
| Increase in notes and accounts payable–trade | 12,965 | 3,023 |
| Decrease in accrued expenses | (15,054) | (15,330) |
| Increase in advances received | 13,660 | 16,494 |
| Other, net | (10,511) | 1,896 |
| Subtotal | 8,391 | 28,725 |
| Interest and dividend income, received | 2,112 | 1,927 |
| Interest expense paid | (983) | (627) |
| Income taxes paid | (4,827) | (11,353) |
| Net cash provided by operating activities | 4,692 | 18,673 |
| Cash flows from investing activities | | |
| Payments into time deposits | (3,828) | (2,640) |
| Proceeds from withdrawal of time deposits | 2,784 | 2,640 |
| Purchase of property, plant and equipment | (16,652) | (21,518) |
| Proceeds from sales of property, plant and equipment | 99 | 2,030 |
| Purchase of intangible assets | (2,732) | (8,955) |
| Purchase of investment securities | (1,128) | (2,507) |
| Proceeds from sales of investment securities | 500 | 87 |
| Purchase of shares in subsidiaries resulting in change in scope of consolidation | (174,308) | — |
| Additional purchase of investments in consolidated subsidiaries | (1,310) | — |
| Payments of loans receivable | (3,123) | (2,453) |
| Collection of loans receivable | 2,018 | 2,565 |
| Other, net | 706 | (192) |
| Net cash used in investing activities | (196,973) | (30,943) |

| | Q1 2012 | Q1 2013 |
|--|---------|---------|
| Cash flows from financing activities | | |
| Increase in short-term loans payable | 185,425 | 2,071 |
| Increase in commercial paper | 36,000 | 11,000 |
| Proceeds from long-term loans payable | 812 | 1,862 |
| Repayment of long-term loans payable | (5,243) | (651) |
| Repayments of lease obligations | (625) | (672) |
| Purchase of treasury stock | (8) | (26) |
| Proceeds from disposal of treasury stock | 2 | 0 |
| Cash dividends paid | (9,784) | (9,783) |
| Cash dividends paid to minority shareholders | (403) | (20) |
| Other, net | (60) | (17) |
| Net cash provided by financing activities | 206,117 | 3,763 |
| Effect of exchange rate change on cash and cash equivalents | (5,329) | 1,175 |
| Net increase (decrease) in cash and cash equivalents | 8,507 | (7,331) |
| Cash and cash equivalents at beginning of period | 96,351 | 104,008 |
| Increase in cash and cash equivalents resulting from changes in scope of consolidation | 102 | 1 |
| Effect of change in the reporting period of consolidated subsidiaries and affiliates | (5,327) | — |
| Cash and cash equivalents at end of period | 99,634 | 96,678 |

VII. Additional Information

1. Consolidated net sales and operating income (loss) by segment

Note: Beginning with the April–June quarter of 2013, the sequence of segments has been changed to correspond with the classification of our four business sectors: Chemicals & Fibers, Homes & Construction Materials, Electronics, and Health Care.

1) Consolidated net sales by segment

(billions of yen)

| | Q1 2012 | Q1 2013 | Increase (decrease) | First half FY 2013 forecast |
|------------------------|---------|---------|------------------------|--------------------------------|
| Chemicals | 161.1 | 193.1 | 32.1 | 398.0 |
| Fibers | 26.3 | 28.8 | 2.6 | 59.0 |
| Homes | 86.3 | 98.4 | 12.1 | 239.0 |
| Construction Materials | 11.5 | 13.1 | 1.5 | 28.0 |
| Electronics | 34.0 | 36.5 | 2.5 | 74.0 |
| Health Care | 32.4 | 38.3 | 6.0 | 76.0 |
| Critical Care | 9.1 | 17.8 | 8.7 | 38.0 |
| Others | 4.4 | 4.0 | (0.4) | 8.0 |
| Total | 365.0 | 430.0 | 65.0 | 920.0 |

2) Consolidated operating income (loss) by segment

(billions of yen)

| | Q1 2012 | Q1 2013 | Increase (decrease) | First half FY 2013 forecast |
|-------------------------------------|---------|---------|------------------------|--------------------------------|
| Chemicals | 4.3 | 10.2 | 5.9 | 21.0 |
| Fibers | 0.6 | 2.2 | 1.6 | 3.5 |
| Homes | 3.6 | 6.6 | 3.0 | 26.5 |
| Construction Materials | 0.5 | 1.3 | 0.8 | 2.5 |
| Electronics | (0.4) | 3.8 | 4.2 | 7.0 |
| Health Care | 4.7 | 9.0 | 4.2 | 14.0 |
| Critical Care | (0.5) | (1.5) | (1.0) | (2.0) |
| Others | 0.8 | 0.4 | (0.4) | 0.5 |
| Combined | 13.8 | 32.1 | 18.3 | 73.0 |
| Corporate expenses and eliminations | (2.9) | (3.7) | (0.8) | (8.0) |
| Consolidated | 10.8 | 28.3 | 17.5 | 65.0 |

2. Operating income increases/decreases by segment

(billions of yen)

| | Increase (decrease) due to: | | | | Net increase (decrease) |
|--|-----------------------------|---|------|----------------------------------|-------------------------------|
| | Sales volume | Sales prices [<i>of which, due to foreign exchange</i>] | | Operating costs and others | |
| Chemicals | (0.1) | 6.7 | 6.5 | (0.7) | 5.9 |
| Fibers | 0.2 | 1.8 | 1.6 | (0.4) | 1.6 |
| Homes | 3.9 | 0.4 | — | (1.3) | 3.0 |
| Construction Materials | 0.2 | 0.1 | — | 0.5 | 0.8 |
| Electronics | 0.6 | 2.4 | 4.7 | 1.1 | 4.2 |
| Health Care | 4.2 | 1.5 | 1.5 | (1.4) | 4.2 |
| Critical Care | 0.9 | 0.2 | 0.0 | (2.1) | (1.0) |
| Others | (0.2) | — | — | (0.2) | (0.4) |
| Corporate expenses and eliminations | — | — | — | (0.8) | (0.8) |
| Consolidated | 9.7 | 13.0 | 14.3 | (5.2) | 17.5 |

3. Major financial metrics (consolidated)

(billions of yen, except employees and D/E ratio)

| | Q1 2012 | Q1 2013 |
|-------------------------------------|---------|---------|
| Capital expenditure (tangible) | 22.0 | 17.6 |
| Capital expenditure (intangible) | 3.6 | 2.7 |
| Depreciation and amortization | 17.9 | 20.0 |
| Balance of payments | 0.6 | 0.5 |
| <i>of which, dividends received</i> | (1.0) | (1.1) |
| Employees at end of period | 28,401 | 28,987 |
| D/E ratio | 0.57 | 0.47 |

4. Contract trends for home construction operations

| | Q1 2012 | Q1 2013 | Increase (decrease) | First half FY 2013 forecast |
|--------------------------------------|---------|---------|------------------------|--------------------------------|
| No. of orders received (home units) | 4,553 | 4,794 | 241 | 10,560 |
| Value of orders received (¥ billion) | 100.9 | 111.8 | 10.9 | 234.0 |
| Backlog of orders (¥ billion) | 433.1 | 486.4 | 53.4 | 501.6 |
| No. of sales (home units) | 2,379 | 2,791 | 412 | 7,300 |
| Value of sales (¥ billion) | 59.7 | 70.0 | 10.3 | 177.0 |

5. Key operating factors

| | Q1 2012 | Q1 2013 | Increase (decrease) | First half FY 2013 forecast | |
|-------------------------------------|----------|---------|------------------------|--------------------------------|-----|
| Naphtha price (yen/kL, domestic) | 60,600 | 65,500 | 4,900 | 65,250 | |
| Exchange rates (market average) | Yen/US\$ | 80 | 99 | 19 | 99 |
| | Yen/€ | 103 | 129 | 26 | 129 |

6. Interest-bearing debt (consolidated)

(billions of yen)

| | At end of March 2013 | At end of June 2013 | Increase (decrease) |
|----------------------------------|-------------------------|------------------------|------------------------|
| Short-term loans payable | 113.0 | 115.6 | 2.6 |
| Commercial paper | 70.0 | 81.0 | 11.0 |
| Current portion of bonds payable | 5.0 | 5.0 | — |
| Long-term loans payable | 146.9 | 150.6 | 3.6 |
| Bonds payable | 40.0 | 40.0 | — |
| Lease obligations | 6.5 | 5.9 | (0.6) |
| Total | 381.4 | 398.1 | 16.6 |