

February 3, 2017

Nissan Chemical,
-where unique & solution meet

3Q FY2016 (April 1- December 31, 2016) Financial Results

Supplemental Information



NISSAN CHEMICAL INDUSTRIES, LTD.

FY2015-16 Quarterly Sales by Segment (1)

(¥billion)

	FY2015				FY2016				
	1Q	2Q	3Q	1-3Q Total	1Q	2Q	3Q	vs 3Q Outlook (as of Nov. 2016) (undisclosed)	1-3Q Total
Chem	8.7	8.0	9.0	25.7	8.5	8.0	9.1	Above	25.6
Fine Chemicals	3.0	2.5	2.5	8.0	2.8	2.5	2.7	Above	8.0
Basic Chemicals	5.7	5.5	6.5	17.7	5.7	5.5	6.4	Above	17.6
Performance Materials	13.0	13.0	13.6	39.6	12.6	12.9	13.8	Above	39.3
Agro	13.6	7.5	5.0	26.1	14.5	9.5	4.2	Above	28.2
Pharma (2)	2.1	1.6	3.5	7.2	2.2	1.5	2.4	Above	6.1
Trading	14.7	12.8	14.9	42.4	14.4	13.2	13.7	Below	41.3
Others	4.1	4.8	4.7	13.6	4.0	4.6	5.8	Above	14.4
Adjustment	-11.0	-9.2	-11.0	-31.2	-11.1	-10.3	-11.4	-	-32.8
Total	45.2	38.5	39.7	123.4	45.1	39.4	37.6	Above	122.1

(1) Including inter-segment sales/transfers

(2) 3Q FY2015: Including up-front payment on NIP-022

FY2015-16 Quarterly OP by Segment

(¥billion)

	FY2015				FY2016				
	1Q	2Q	3Q	1-3Q Total	1Q	2Q	3Q	vs 3Q Outlook (as of Nov. 2016) (undisclosed)	1-3Q Total
Chem	1.5	-0.1	1.2	2.6	1.5	-0.2	1.3	Above	2.6
Performance Materials	3.4	2.9	3.6	9.9	3.0	3.2	3.8	Above	10.0
Agro	4.4	1.8	-1.3	4.9	4.5	2.4	-2.0	Above	4.9
Pharma (1)	0.4	0.2	1.6	2.2	0.6	0.0	0.8	Above	1.4
Trading	0.5	0.4	0.5	1.4	0.4	0.4	0.5	Below	1.3
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.2	Above	0.2
Adjustment	-0.8	-0.3	-0.7	-1.8	-0.5	-0.6	-0.6	-	-1.7
Total	9.4	4.9	4.9	19.2	9.5	5.2	4.0	Above	18.7

(1) 3Q FY2015: Including up-front payment on NIP-022

1-3Q FY2016 Sales Review (vs. 1-3Q FY2015 and vs. 3Q FY2016 Outlook as of Nov.2016(undisclosed))

Chem		YOY		vs 3Q Outlook
		3Q	1-3Q	
Fine Chem	Total subsegment	+4%	-1%	Above
	TEPIC	+7%	-3%	Above
	Environmental related products	+12%	+5%	Above
Basic Chem	Total subsegment	-1%	-1%	Above
	Melamine	+1%	+1%	Above
	Urea including AdBlue	-11%	-3%	Below
	High purity sulfuric acid	+4%	+1%	Above

Agro(1)(2)

Total segment	-9%	+8%	Above
ROUNDUP	+18%	+20%	Above
Except ROUNDUP	-11%	+5%	Above

Performance Materials		YOY		vs 3Q Outlook
		3Q	1-3Q	
Display	Total SUNEVER	+2%	+3%	Above
	Other Display Materials	+23%	+6%	Above
	Total Display Materials	+2%	+4%	Above
Semiconductor	KrF (ARC®)	+8%	-3%	Above
	ArF (ARC®)	+5%	+1%	Above
	Total	+7%	-0%	Above
	Other Semiconductors Materials	-2%	-10%	Below
	Total Semiconductors Materials	+5%	-2%	Below
	SNOWTEX (1)	-1%	-3%	Below
Organo sol (1)	-10%	-8%	Flat	

Pharma

Total segment	-30%	-15%	Above
LIVALO	-16%	-11%	Above
Custom Chemicals	-20%	-6%	Above

(1) Non-consolidated basis

(2) Before discount

*ARC® and OptiStack® are registered trade mark of Brewer Science, Inc.

*Other Semiconductors Materials: Multi layer process materials (OptiStack®), microlens, etc