

# Financial Summary For the year ended March 31, 2016

(April 26, 2016) Shin-Etsu Chemical Co., Ltd.



# • • CONTENTS

Operating Performance	P1
• Financial Highlights	P2
Segment Information	
Operating Performance	Р3
Operating Performance (Proportion)	P4
Capital expenditures and Depreciation and amortization	P5
Summary by Segment	
PVC/Chlor-Alkali Business Segment	P6
Silicones Business Segment	P7
Specialty Chemicals Business Segment	P8
Semiconductor Silicon Business Segment	<b>P</b> 9
Electronics & Functional Materials Business Segment	P10
Diversified Business Segment	P11
Quarterly Operating Performance by Segment	
Sales	P12
Operating Income	P13
Operating Performance of Shintech Inc	P14
Consolidated Financial Statements	
Comparative Income Statements	P15
Comparative Balance Sheets	P16
Comparative Statements of Cash Flows	P17
• Cash Dividends per Share	P18
• Appendix	P19-2





### Operating Performance

(Billions of Yen)

	Consolidated				
	Fiscal year 14/4-15/3	Fiscal year 15/4-16/3	Increase (Decrease)		
Net Sales	1,255.5	1,279.8	1.9% 24.3		
Operating income	185.3	208.5	12.5% 23.2		
Ordinary income	198.0	220.0	11.1% 22.0		
Net income	128.6	148.8	15.7% 20.2		
ROE	6.9%	7.5%	0.6points		
ROA	8.5%	8.9%	0.4points		
Per share (in Yen)					
Net income	302.05	349.46	47.41		
Cash dividends	100.00	110.00	10.00		

(=						
Non-consolidated						
Fiscal year	Fiscal year	Increase				
14/4-15/3	15/4-16/3	(Decrease)				
640.3	630.2	(1.6%)				
640.3	630.2	(10.1)				
04.7	400 F	12.9%				
91.7	103.5	11.8				
407.4	110.0	2.7%				
107.1		2.9				
CC 7	75.0	12.9%				
66.7	75.3	8.6				
9.1%	9.9%	0.8points				
44 70/	44 20/	(O Engints)				
11.7%	11.2%	(0.5points)				
156.69	176.86	20.17				
		<u> </u>				

Notes: (1) ROE: Return (Net income) on equity.

Equity used for this calculation is net assets excluding both Share subscription rights and Non-controlling interests in consolidated subsidiaries.

(2) ROA: Return (Ordinary income) on total assets.

	С	Consolidated				
	Mar. 31 2015	Increase (Decrease)				
Net Assets	2,012.7	2,080.4	67.7			
Total Assets	2,452.3	2,510.0	57.7			
Equity Ratio	79.9%	80.8%	0.9points			
Net Assets per share (in Yen)	4,603	4,761	158			

(Billions of Ten)						
Non-consolidated						
Mar. 31	Mar. 31 Increase					
2015	2016	(Decrease)				
751.6	774.6	23.0				
937.3	1,022.3	85.0				
80.2%	75.8%	(4.4points)				
1,765	1,818	53				

### Financial Highlights

(Billions of Yen)

		Conso	onsolidated		Non-consolidated	
		Fiscal year 14/4-15/3	Fiscal year 15/4-16/3		Fiscal year 14/4-15/3	Fiscal year 15/4-16/3
Capital expenditu	ıres	109.9	134.7		27.3	32.5
Depreciation and amortization		96.9	100.4		27.5	28.5
R&D costs		47.1	53.1		35.3	39.4
Interest-bearing I	iabilities	13.9	13.1		11.3	11.3
Number of employees		18,276	18,407		2,757	2,800
Exchange rate	Jan - Dec (Avg)	105.9	121.0		-	-
(Yen/US\$)	Apr - Mar (Avg)	109.9	120.1		109.9	120.1

Notes: (1) An average exchange rate between January and December was used for the Consolidated Income Statements of overseas subsidiaries.

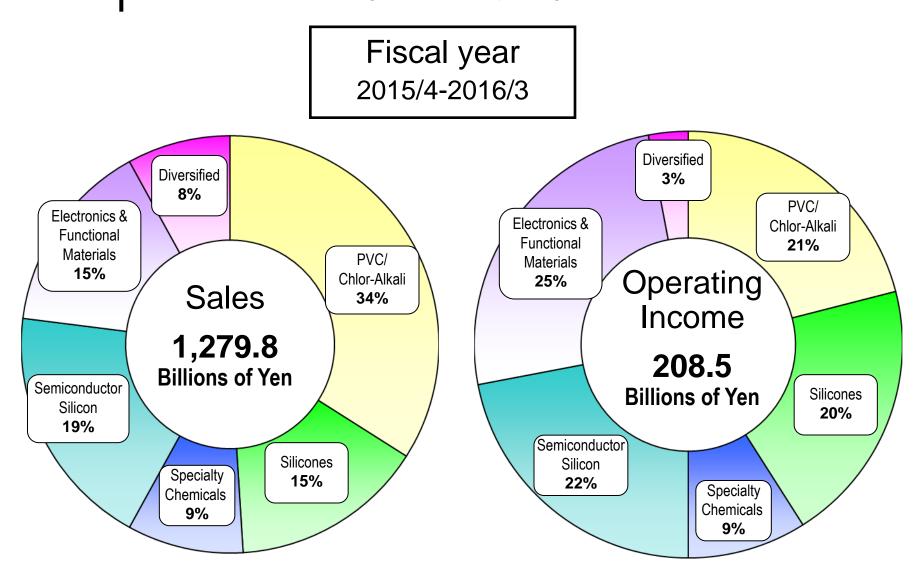
(2) For further exchange rate data, please see Appendix on page 19.



## Segment Information

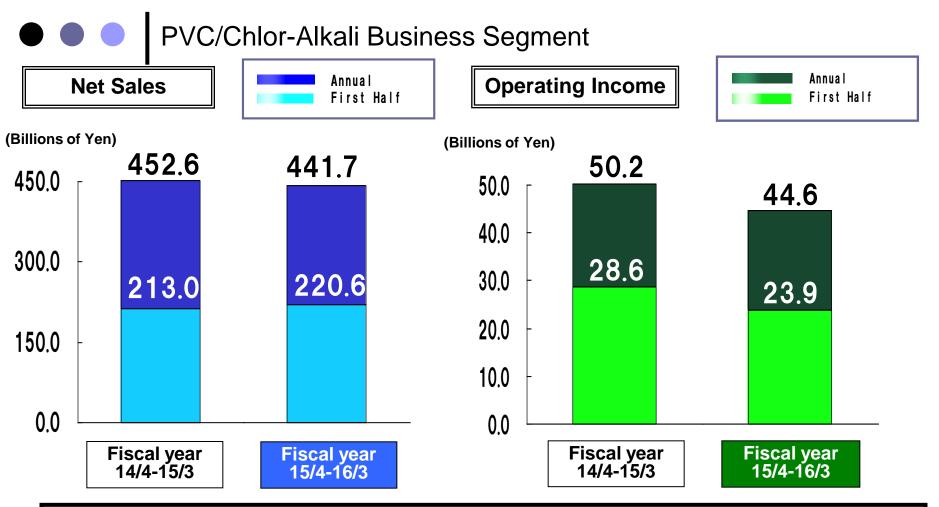
		Net Sales		Оре	erating Inc	ome
	Fiscal year	Fiscal year	Increase	Fiscal year	Fiscal year	Increase
	14/4-15/3	15/4-16/3	(Decrease)	14/4-15/3	15/4-16/3	(Decrease)
PVC/Chlor-Alkali Business	452.6	441.7	(2.4%) <b>(10.9)</b>	50.2	44.6	(11.1%) <b>(5.6)</b>
Silicones Business	177.4	187.7	5.8% <b>10.3</b>	33.4	41.5	24.2% <b>8.1</b>
Specialty Chemicals Business	112.3	116.8	4.0% <b>4.5</b>	15.2	18.1	19.1% <b>2.9</b>
Semiconductor Silicon Business	230.0	243.3	5.8% <b>13.3</b>	35.6	46.9	31.7% <b>11.3</b>
Electronics & Functional Materials Business	183.5	186.7	1.8% <b>3.2</b>	46.2	51.4	11.4% <b>5.2</b>
Diversified Business	99.5	103.4	3.9% <b>3.9</b>	4.8	5.6	16.7% <b>0.8</b>
Total	1,255.5	1,279.8	1.9% <b>24.3</b>	185.3	208.5	12.5% <b>23.2</b>

#### Sales and Operating Income by Segment (Proportion)

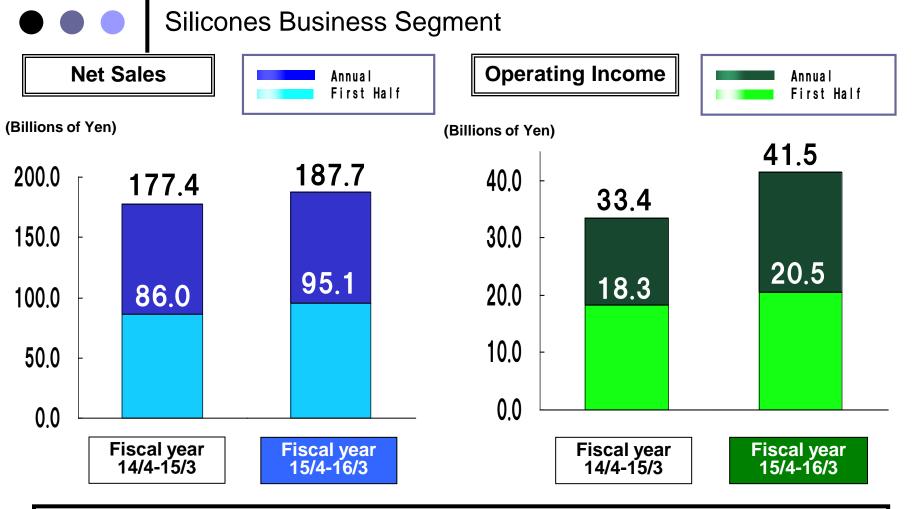


# Capital expenditures and Depreciation and amortization by Segment

	Fiscal year	Fiscal year
	14/4-15/3	15/4-16/3
Capital expenditures	109.9	134.7
PVC/Chlor- Alkali Business	44.4	62.4
Silicones Business	12.9	20.4
Specialty Chemicals Business	16.1	12.3
Semiconductor Silicon Business	15.8	17.6
Electronics & Functional Materials Business	16.4	16.6
Diversified Business	4.5	5.5
Depreciation and amortization	96.9	100.4
PVC/Chlor- Alkali Business	29.3	33.3
Silicones Business	11.9	11.9
Specialty Chemicals Business	10.7	11.2
Semiconductor Silicon Business	24.4	23.4
Electronics & Functional Materials Business	15.2	16.2
Diversified Business	5.4	4.5

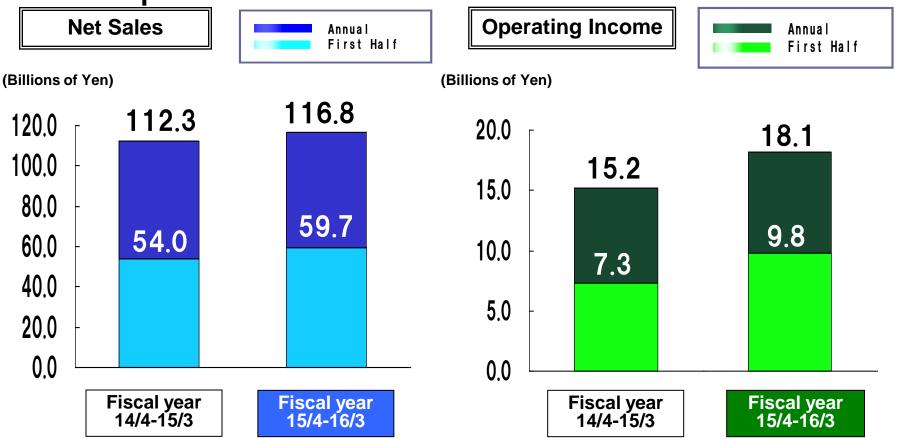


- With regard to the PVC business, despite North American demand decreasing 2% year-on-year in the whole industry, Shintech in the U.S. expanded its domestic sales and at the same time aggressively carried out sales to its worldwide customers, and its shipments continued to firm.
- Shin-Etsu PVC in the Netherlands was affected by facility problems that occurred at a raw materials supplier during the latter half of the previous fiscal year.
- In Japan, although exports increased, domestic housing-related demand was slow.



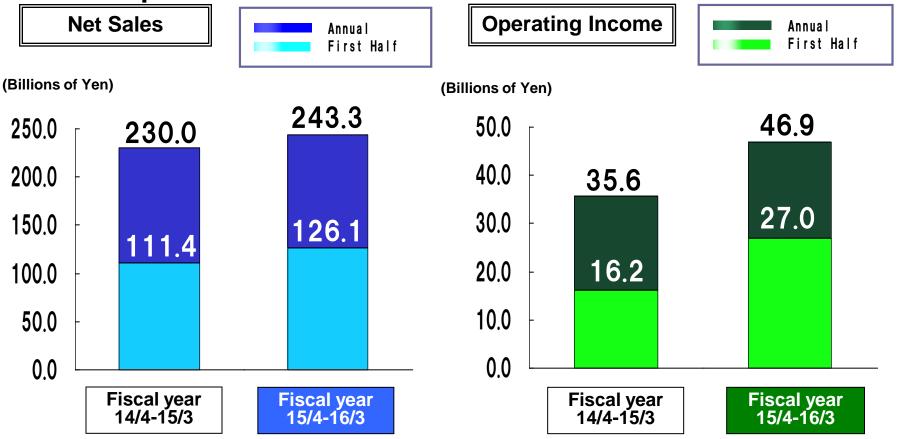
 With regard to the silicones business, in Japan, although a demand slowdown was seen in some product applications in the electric and electronics fields, in a wide range of fields, including cosmetics and automobile applications, shipments were firm. Our silicones business outside of Japan continued to do well, particularly for highly functional silicone products for Europe, the United States and Southeast Asia.





- With regard to cellulose derivatives, in Japan, shipments of pharmaceutical-use products and products for construction materials were firm. The business of SE Tylose in Germany continued to be steady, mainly for coatings products.
- Furthermore, in the silicon metal business of Simcoa Operations in Australia shipments continued to be firm.

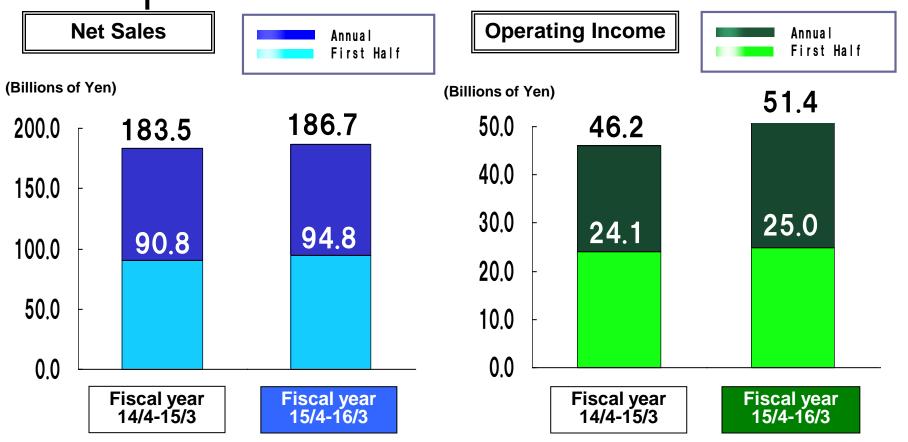




 With regard to semiconductor silicon, the business was affected by inventory adjustments of logic devices caused by a slowdown in demand for electronics equipment, including for smartphones. However, applications for memory devices on the whole continued to be firm.



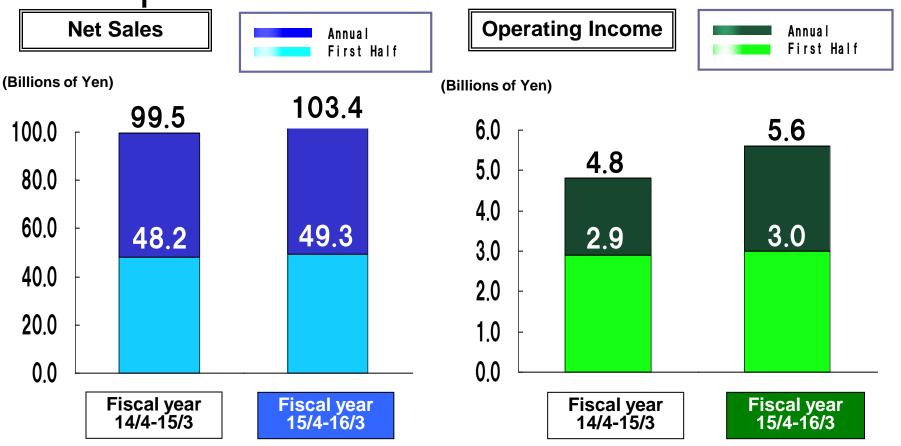
#### Electronics & Functional Materials Business Segment



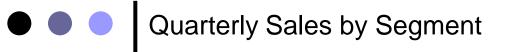
- With regard to the rare earth magnets business, although products for applications in industrial equipment were slow, products for applications in automobiles continued to be firm, including those for hybrid cars.
- With regard to the photoresist products business, ArF resists and trilayer materials continued to be steady. Shipments of photomask blanks greatly increased.
- The business of materials for LED packaging continued to be firm, and optical fiber preform also continued good shipments.



#### **Diversified Business Segment**



- Shin-Etsu Polymer Co., Ltd.'s business of input devices for automobiles and semiconductor wafer-related containers continued to do well.
- In addition, the engineering business of Shin-Etsu Engineering Co., Ltd. also continued to be steady.



(Sales) (Billions of Yen)

	Fiscal year 14/4-15/3							iscal y 15/4-16		
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
PVC/Chlor-Alkali Business	102.8	110.1	124.5	115.1	452.6	102.8	117.7	118.2	102.7	441.7
Silicones Business	42.0	44.0	44.3	47.0	177.4	46.8	48.3	46.8	45.7	187.7
Specialty Chemicals Business	27.2	26.8	29.2	29.1	112.3	29.7	30.0	29.5	27.6	116.8
Semiconductor Silicon Business	54.4	56.9	57.4	61.1	230.0	62.6	63.4	62.5	54.6	243.3
Electronics & Functional Materials Business	44.9	45.9	45.9	46.6	183.5	48.5	46.3	44.9	46.9	186.7
Diversified Business	23.0	25.2	24.3	26.9	99.5	23.4	25.9	27.9	26.0	103.4
Total	294.5	309.1	325.8	326.0	1,255.5	314.0	331.7	330.0	303.8	1,279.8



#### (Operating Income)

	Fiscal year 14/4-15/3						iscal ye 15/4-16/			
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
PVC/Chlor-Alkali Business	14.0	14.6	11.5	10.1	50.2	10.6	13.3	12.6	8.0	44.6
Silicones Business	9.1	9.2	4.8	10.2	33.4	10.2	10.3	10.8	10.1	41.5
Specialty Chemicals Business	3.9	3.3	3.7	4.2	15.2	4.7	5.1	4.4	3.8	18.1
Semiconductor Silicon Business	7.8	8.3	9.8	9.4	35.6	11.8	15.1	10.3	9.5	46.9
Electronics & Functional Materials Business	12.0	12.1	11.5	10.5	46.2	12.3	12.7	13.1	13.1	51.4
Diversified Business	1.5	1.3	0.9	0.9	4.8	1.3	1.7	1.0	1.5	5.6
Total	48.6	48.9	42.4	45.2	185.3	51.4	58.4	52.6	46.0	208.5

### Operating Performance of Shintech Inc.

	Fisca 14/1-		Fisca 15/1-	
	Millions of US\$	Billions of Yen	Millions of US\$	Billions of Yen
Net Sales	2,975	315.0	2,600	314.8
Ordinary Income	463	49.0	322	39.0
Net Income	317	33.5	219	26.5
Net Assets	4,087	492.7	4,316	520.6
Total Assets	5,430	654.6	5,567	671.5

Exchange rate Jan-Dec (Average): Fiscal year 14/1-14/12 105.9 Yen/US\$

Fiscal year 15/1-15/12 121.0 Yen/US\$



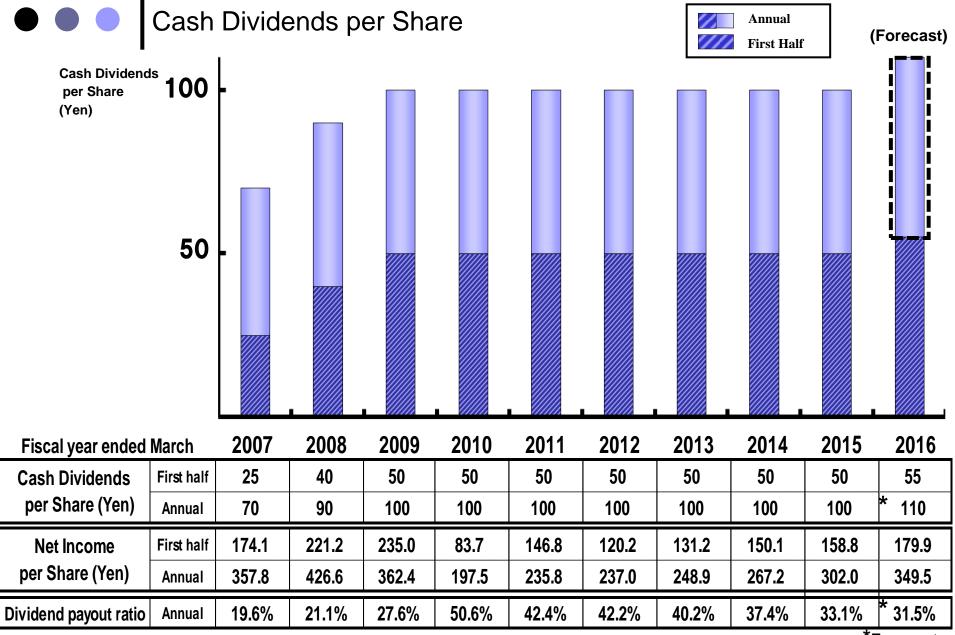
	Fiscal year	Fiscal year	Increase
	14/4-15/3	15/4-16/3	(Decrease)
Net Sales	1,255.5	1,279.8	1.9% 24.3
Cost of sales	940.3	930.0	(10.3)
Selling, general and administrative expenses	129.8	141.2	11.4
Operating Income	185.3	208.5	12.5% 23.2
Non-operating income/expenses	12.6	11.4	(1.2)
Ordinary Income	198.0	220.0	11.1% 22.0
Income Before Income Taxes	198.0	220.0	11.1% 22.0
Income taxes	68.1	69.6	1.5
Profit attributable to non-controlling interests	1.2	1.5	0.3
Profit attributable to owners of parent	128.6	148.8	15.7% 20.2

### Comparative Balance Sheets (Consolidated)

	Mar 31 2015	Mar 31 2016	Increase (Decrease)		Mar 31 2015	Mar 31 2016	Increase (Decrease)
Current Assets	1,399.8	1,452.6	52.8	Current Liabilities	298.8	281.9	(16.9)
Cash and time deposits	461.4	597.0	135.6	Notes and accounts payable-trade	120.6	115.5	(5.1)
Notes and accounts receivable-trade	292.7	268.9	(23.8)	Short-term borrowings	6.8	7.8	1.0
Securities	304.1	236.4	(67.7)	Accrued income taxes	33.5	29.5	(4.0)
Inventories	276.9	281.0	4.1	Other	137.7	129.0	(8.7)
Deferred tax assets	36.7	36.3	(0.4)				
Other	27.7	32.8	5.1	Long-term Liabilities	140.7	147.6	6.9
Fixed Assets	1,052.4	1,057.4	5.0	Long-term debt	7.1	5.2	(1.9)
Property, Plant and Equipment	784.4	804.9	20.5	Deferred tax liabilities	93.5	96.1	2.6
Machinery and equipment, net	441.1	410.3	(30.8)	Other	40.0	46.1	6.1
Other, net	343.2	394.6	51.4	Total Liabilities	439.5	429.6	(9.9)
Intangible Assets	18.0	13.1	(4.9)	Stockholders' Equity	1,841.0	1,945.8	104.8
Investments and Other Assets	250.0	239.3	(10.7)	Accumulated Other Comprehensive Income	119.3	82.4	(36.9)
Investments in securities	145.7	130.2	(15.5)	Share Subscription Rights Non - Controllig Interests in Consolidated Subsidiaries	52.3	52.1	(0.2)
Other	104.3	109.1	4.8	Total Net Assets	2,012.7	2,080.4	67.7
Total Assets	2,452.3	2,510.0	57.7	Total Liabilities and Net Assets	2,452.3	2,510.0	57.7

# Comparative Statements of Cash Flows (Consolidated)

		(D	illions of Yen)
	Fiscal year	Fiscal year	Increase
	14/4-15/3	15/4-16/3	(Decrease)
(1) Cash Flows from Operating Activities	243.4	281.6	38.2
Income before income taxes	198.0	220.0	22.0
Payments of income taxes	(68.7)	(73.6)	(4.9)
Depreciation and amortization	96.9	100.4	3.5
Decrease in working capital	0.6	7.0	6.4
Others	16.6	27.7	11.1
(2) Cash Flows from Investing Activities	(167.1)	(166.5)	0.6
Capital expenditures	(87.3)	(148.0)	(60.7)
Increase in securities (mainly Negotiable certificates of deposit)	(53.7)	77.7	131.4
Others	(26.0)	(96.2)	(70.2)
(3) Cash Flows from Financing Activities	(43.5)	(38.9)	4.6
Decrease in borrowings	(1.1)	(0.7)	0.4
Cash dividends paid	(42.5)	(44.7)	(2.2)
Others	0.1	6.5	6.4
(4) Effect of Exchange Rate Changes on Cash and Cash Equivalents, and other	28.5	(12.5)	(41.0)
Net Increase (Decrease) in Cash and Cash Equivalents	61.2	63.7	2.5
Balance of Cash and Cash Equivalents	423.8	487.6	63.8
Balance of Interest-bearing Liabilities	13.9	13.1	(8.0)



\*Forecast

#### 1) Average Exchange Rate

			l	JS\$ (yen/\$)			EUR (yen/€)					
			6 mc	6 months		12 months		6 m	onths	12 m	onths	
		Quarterly	Jan-Jun	Apr-Sep	Jan-Dec	Apr-Mar	Quarterly	Jan-Jun	Apr-Sep	Jan-Dec	Apr-Mar	
			Jul-Dec	Oct-Mar	Jan-Dec	Api-iviai		Jul-Dec	Oct-Mar	Jan-Dec	Apr-Ivial	
	Jan-Mar	102. 8	102. 5				140. 8	140. 4				
2014	Apr-Jun	102. 2	102. 5	103. 0	105. 9	9 109.9	140. 1	140. 4	138. 9	140. 4	138. 8	
2014	Jul-Sep	103. 9	109. 2				137. 8	140. 4	100. 9			
	Oct-Dec	114. 5		110.0			143. 1	140.4	120.6			
	Jan-Mar	119. 1	100 0	116. 8			134. 2	104 0	138. 6			
0015	Apr-Jun	121. 4	120. 2	101 0	101 0		134. 2	134. 2	105 1	134. 3	100.0	
2015	Jul-Sep	122. 2	101 0	121. 8	121. 0	100 1	136. 0	404 5	135. 1			
	Oct-Dec	121. 5	121. 9	110 5	440.5	120. 1	132. 9	134. 5	120 1		132. 6	
2016	Jan-Mar	115. 5		118. 5			127. 2		130. 1			

Note: An average exchange rate between January and December was used for the Consolidated Income Statements of overseas subsidiaries.

#### 2) Sales by Region

(Billions of Yen)

				Ove	erseas			Total
	Japan	U.S. Asia/Oceania Europe		Other Areas	Total	Consolidated		
				China				Net Sales
Fiscal year	28%	22%	29%	10%	12%	9%	72%	
14/4-15/3	351.2	271.7	366.3	122.8	147.5	118.7	904.3	1,255.5
Fiscal year	26%	23%	31%	9%	11%	9%	74%	
15/4-16/3	331.4	295.6	394.6	115.2	144.7	113.2	948.3	1,279.8

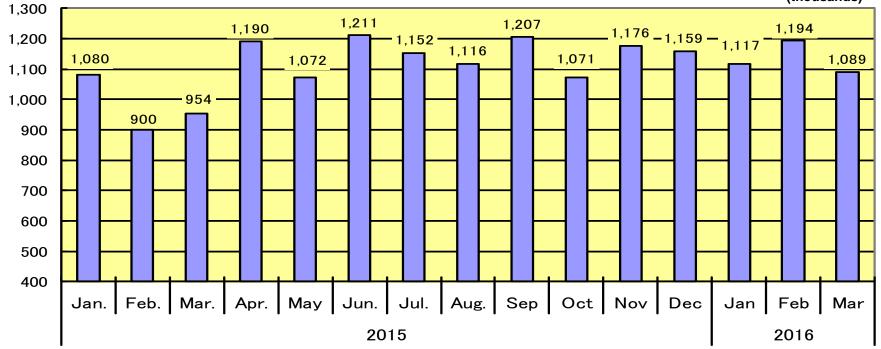
Note: % indicates the proportion of total consolidated net sales

#### 3) Assets by Segments

	PVC/ Chlor-Alkali Business	Silicones Business	Speciality Chemicals Business	Semiconductor Silicon Business	Electronics & Functional Materials Business	Diversified Business	Corporate assets	Consolidated total
March 31 2015	718.3	206.3	185.8	600.8	208.8	174.5	357.5	2,452.3
March 31 2016	728.8	204.9	168.4	588.8	205.9	139.0	474.0	2,510.0

#### 4) Housing Starts in the U.S. (Seasonally Adjusted Annual Rate)

(thousands)



#### Annual Trend of the Housing Starts in the U.S. (10 year history)

(thousands/year)

2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
1,801	1,355	906	554	587	609	781	925	1,003	1,112

\*Source from United States Department of Commerce

#### **Domestic PVC Sales in the U.S. (10 year history)**

(thousands of tons/year)

2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
6,259	5,941	4,985	4,616	4,169	4,015	4,340	4,527	4,652	4,556

\*Source from American Chemistry Council

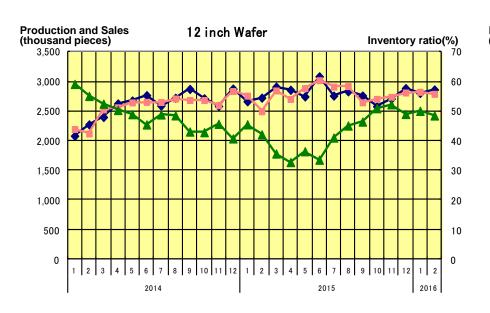
#### 5) Trend of Naphtha Price Traded in Japan

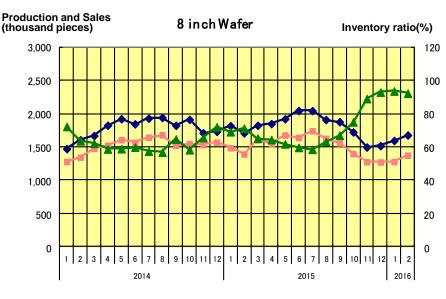
(Yen / KL)

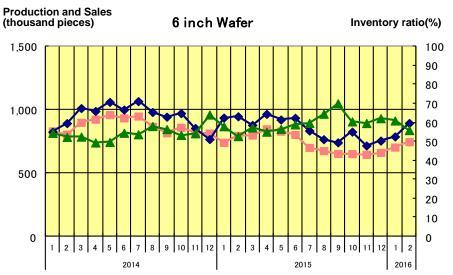
	Fiscal You	ear 2015 March 201	5			ear 2016 March 2010	(2016)			
Apr – Jun	Jul – Sept	Oct – Dec	(2015) Jan - Mar	Apr – Jun	Jul – Sept	Oct – Dec	(2016) Jan - Mar			
69,900	70,900	66,000	47,000	48,800	47,200	40,900	34,000			

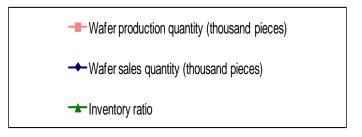
★ Data Source: (From Apr. 2014 to Dec. 2015) Japan Ministry of Finance (From Jan 2016 to Mar. 2016) Shin-Etsu Chemical's forecast

#### 6) The Statistics Data of Silicon Wafers Produced in Japan (for each size)









<sup>\*</sup> Source from Ministry of Economy, Trade and Industry and Japan Society of Newer Metals

#### 7) Recent Topics (Apr. 1, 2015~ Apr. 25, 2016)

- Apr. 2015 Shin-Etsu Chemical decided to establish a new plant for photoresists-related products in Taiwan.
- Apr. 2015 Shintech decided to construct an ethylene production plant in the U.S.
- Jun. 2015 Shin-Etsu Chemical decided to construct an advanced photomask blanks plant in Japan.
- Jun. 2015 Shin-Etsu Chemical decided to establish a manufacturing and sales JV in China that will construct a new optical fiber preform plant.
- Jun. 2015 \*Shin-Etsu Chemical developed silicone encapsulation material for solar cell modules.
- Oct. 2015 Shin-Etsu Chemical announced the reinforcement of production capacity for highly functional silicone products.



#### 8) Recent Capital Investments

Commonii	Dusiasta	Investment	20	15	20	16	20	17	20	18
Company	Projects	Amount	1H	2H	1H	2H	1H	2H	1H	2H
Shintech (USA)	Expansion of PVC and VCM production facility	\$ 500 million		★ PVC	★ VCM		☆ VCM			
Shintech (USA)	Establishment of a manufacturing plant for ethylene	\$ 1,400 million							☆	
Shin-Etsu Chemical (Gunma)	Construction of a new research building adjoining its existing Silicone-Electronics Materials Research Center	¥ 5 billion			*					
Shin-Etsu Chemical (Gunma, Naoetsu)	Reinforcement of the production capacity for highly functional silicone products	¥ 20 billion					☆			
Asia Silicones Monomer (Thailand) , Shin-Etsu Silicones (Thailand)	Increase of the production capacity for silicone products	¥ 20 billion							☆	
SE Tylose (USA)	Establishment of a new plant for cellulose	\$ 120 million		*						
Shin-Etsu Magnetics Materials (Vietnam)	Establishment of a new plant for rare earth magnets plant	¥ 12 billion		*		☆				
Shin-Etsu Chemical (Taiwan)	Establishment of a new plant for photoresist-related products	¥ 13 billion						☆		
Shin-Etsu Chemical (China)	Establishment of a new plant for optical fiber preform	¥ 12.5 billion				☆				
Shin-Etsu Chemical (Fukui)	Establishment of a new plant for photomask blanks	¥ 7 billion				☆				