

Performance Overview for 3Q of FY2018

Segment	FY2017 3Q	FY2018 3Q	Overview
Energy and Industrial Plants			<ul style="list-style-type: none"> • Strong performance responded to construction demand
Industrial Products			<ul style="list-style-type: none"> • Strong demand for environmental products and fluoropolymer products
Advanced Products			<ul style="list-style-type: none"> • High level of demand for semiconductor manufacturing equipment
Autoparts			<ul style="list-style-type: none"> • Subsidiary acquisition of APJ Corporation • Solid overseas demand
Building Materials			<ul style="list-style-type: none"> • Increase in demand for fire-resistant covering material • Decrease in demand for sales department

Performance Overview for FY2018

(Billions of yen)

	FY2017					FY2018							
	H1	3Q		H2	Full year	H1	3Q			H2	Full year		
	Results	Results	Cumulative Results	Results	Results	Results	Results	YOY change	Cumulative Results	YOY change	Forecast (Nov. 6)	Forecast (Nov. 6)	YOY change
Net sales	84.7	45.3	130.0	95.7	180.4	92.1	48.8	7.6%	140.9	8.3%	97.9	190.0	5.3%
Operating income	8.9 10.5%	5.4 11.9%	14.3 11.0%	10.7 11.2%	19.6 10.9%	9.6 10.4%	5.5 11.3%	1.7%	15.1 10.7%	5.5%	10.1 10.3%	19.7 10.4%	0.5%
Ordinary income	8.4 9.9%	6.0 13.2%	14.3 11.0%	11.4 11.9%	19.8 11.0%	9.9 10.7%	5.8 11.9%	(2.4%)	15.7 11.1%	9.6%	10.0 10.2%	19.9 10.5%	0.7%
Profit attributable to owners of parent	5.7 6.7%	4.1 9.0%	9.7 7.5%	7.8 8.1%	13.4 7.4%	6.8 7.3%	3.9 8.0%	(3.6%)	10.7 7.6%	9.8%	6.7 6.9%	13.5 7.1%	0.7%

(yen)

Basic earnings per share	42.8	30.2	73.0	55.9	100.4	50.2	29.1		79.4		50.3	100.6	
Dividend(yen)	12.0			14.0	26.0	14.0					14.0	28.0	
Dividend payout ratio	28.0%			25.1%	25.9%	27.9%					27.8%	27.8%	

Performance Overview by Segment for FY2018

(Billions of yen)

Segment		FY2017				FY2018						
		H1	3Q		Full year	H1	3 Q			Full year		
		Results	Results	Cumulative Results	Results	Results	Results	YOY Change	Cumulative Results	YOY Change	Forecast (Feb. 5)	YOY Change
Energy and Industrial Plants	Net sales	24.6	13.1	37.6	52.4	26.4	11.7	(10.6%)	38.1	1.1%	53.0	1.1%
	Operating income	1.9	1.3	3.2	4.6	1.9	0.6	(48.9%)	2.5	(20.1%)	3.9	(14.9%)
		7.7%	9.7%	8.4%	8.7%	7.1%	5.5%		6.6%		7.4%	
Industrial Products	Net sales	20.3	10.4	30.7	41.4	20.7	11.8	14.1%	32.6	6.2%	42.0	1.5%
	Operating income	2.9	1.7	4.6	6.0	3.0	1.9	15.7%	4.9	7.9%	6.2	3.1%
		14.3%	16.2%	14.9%	14.5%	14.5%	16.4%		15.2%		14.8%	
Advanced Products	Net sales	8.8	5.0	13.8	19.5	11.0	6.7	33.2%	17.7	27.9%	24.0	23.3%
	Operating income	1.6	0.9	2.5	3.7	2.1	1.3	38.7%	3.4	36.5%	4.5	23.1%
		17.7%	18.6%	18.1%	18.8%	19.2%	19.4%		19.3%		18.8%	
Autoparts	Net sales	18.0	9.2	27.2	37.8	21.4	11.4	23.9%	32.9	20.9%	42.5	12.4%
	Operating income	2.2	1.1	3.2	4.1	2.3	1.3	16.7%	3.5	9.4%	4.1	(0.3%)
		12.1%	11.7%	11.9%	10.9%	10.7%	11.0%		10.8%		9.6%	
Building Materials	Net sales	13.1	7.7	20.8	29.3	12.6	7.1	(6.7%)	19.7	(5.0%)	28.5	(2.6%)
	Operating income	0.4	0.5	0.8	1.2	0.3	0.4	(21.7%)	0.6	(19.1%)	1.0	(19.1%)
		2.7%	5.9%	3.9%	4.2%	2.3%	5.0%		3.3%		3.5%	
Total	Net sales	84.7	45.3	130.0	180.4	92.1	48.8	7.6%	140.9	8.3%	190.0	5.3%
	Operating income	8.9	5.4	14.3	19.6	9.6	5.5	1.7%	15.1	5.5%	19.7	0.5%
		10.5%	11.9%	11.0%	10.9%	10.4%	11.3%		10.7%		10.4%	

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The NICHIAS Philosophy

NICHIAS contributes to the Earth's bright future through our "Insulation and Protection" technologies.

Our Promise

- We will abide by community standards and work together with the communities we serve.
- We will strive for customer satisfaction while never forgetting a sense of gratitude.
- We will believe in mutual trust and continue to grow together.



"TATSU-TAMOTSU" technologies for a brighter future



*"TATSU-TAMOTSU" refers to NICHIAS' "Insulation and Protection" technologies.

NICHIAS Environmental Charter

NICHIAS contributes to the realization of a society centered on sustainable development by utilizing our "Insulation and Protection" technology solutions in the reduction of a variety of negative environmental impacts including the mitigation of global warming.

Environmental Action Guidelines

In keeping with the NICHIAS Environmental Charter, NICHIAS continually engages in and endeavors to improve upon the following activities.

- 1. Thorough compliance**
Fulfill social responsibilities by not only observing legal requirements, but also establishing and implementing our own voluntary standards.
- 2. Development of products with lower environmental impact**
Strive to develop and promote products and services effective in reducing environmental impact.
- 3. Enhancement of environmental performance**
Establish and make progress toward environmental goals in such areas as energy and natural resources conservation, and chemicals management, etc.
- 4. Coexistence with society**
Coexist with the local community, and value the rich natural environment.



Established April 6, 2001
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