## Supplemental Data of

## Business Results for FY ending March 2019 (April 1, 2018 to September 30, 2018)

## JSR JSR Corporation

NB: The forecasts, future plans and strategies made in this document contain a variety of uncertain factors since it has been prepared based on judgments from information that is currently available. Actual business results may differ from those projected, depending on factors such as the economic status of the market surrounding the company.

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## Summary 1

181H Actual \& FY18 Projection(unchanged)

|  | 181H Pro | 181 H Act |  |
| :---: | :---: | :---: | :---: |
| Consolidated | Sales | $\mathbf{2 , 4 0 0}$ | $\mathbf{2 , 4 5 7}$ |
|  | Operating Profit | $\mathbf{2 2 0}$ | $\mathbf{2 2 4}$ |
|  | Profit, attributable to owners of parent | $\mathbf{1 5 0}$ | $\mathbf{1 6 7}$ |
| Elastomers | Sales | 970 | 994 |
|  | Operating Profit | 45 | 47 |
| Plastics | Sales | 500 | 526 |
|  | Operating Profit | 45 | 39 |
| Life Sciences | Sales | 730 | 716 |
|  | Operating Profit | 155 | 166 |
| Others/Adjustment | Sales | 180 | 193 |
|  | Operating Profit | 5 | 4 |

Unit:100 Million yen

| FY18 Pro |
| :---: |
| 4,900 |
| 480 |
| 335 |
| 1,950 |
| 100 |
| 1,000 |
| 95 |
| 1,500 |
| 330 |
| 400 |
| 15 |
| 50 |
| -60 |


| Exchange rate (JPY/USD) | 105 | 110 |
| :---: | :---: | :---: |
| Butadiene Price (USD/Ton) (a) | 1,300 | 1,579 |
| MOPJ (USD/Ton) (b) | 600 | 654 |
| Spread(a-b) | 700 | 925 |


| 105 |
| :---: |
| 1,300 |
| 600 |
| 700 |

*Butadiene Price : Platts S.E Asia(MEAN)

- Financial result of 181 H Actual exceeded our Projection.
- Customers industry were good through 181H. JPY was weak against USD. Raw materials prices went up and spread between our sales price and cost of raw materials shrunk.
- We expect to achieve the FY18 Projection because of the following factors;

Elastomers and Plastics: Improvement of sales price and spread between our sales price
and cost of raw materials.
Digital Solutions: Sales expansion of our cutting-edge materials.
Life Sciences: Continuous high growth.
※No change in our financial projection for FY18.

## Summary 2

## YoY and QoQ

|  |  | 171H | 181Q | 182Q | 181H |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated | Sales | 203,538 | 122,257 | 123,438 | 245,695 |
|  | Operating Profit | 23,365 | 11,483 | 10,930 | 22,413 |
|  | Profit, attributable to owners of parent | 17,970 | 8,939 | 7,777 | 16,717 |
| Elastomers | Sales | 93,798 | 49,653 | 49,721 | 99,375 |
|  | Operating Profit | 8,575 | 2,452 | 2,263 | 4,715 |
| Plastics | Sales | 25,966 | 26,400 | 26,200 | 52,600 |
|  | Operating Profit | 3,172 | 2,171 | 1,776 | 3,947 |
| Digital Solutions | Sales | 69,874 | 35,398 | 36,187 | 71,585 |
|  | Operating Profit | 16,070 | 8,199 | 8,415 | 16,615 |
| Life Sciences | Sales | 11,176 | 8,974 | 10,295 | 19,269 |
|  | Operating Profit | -2,050 | 368 | 51 | 418 |
| Others/Adjustment | Sales | 2,725 | 1,831 | 1,036 | 2,867 |
|  | Operating Profit | -2,402 | -1,707 | -1,575 | -3,282 |


| YoY | QoQ |
| ---: | ---: |
| $\mathbf{1 2 1 \%}$ | $101 \%$ |
| $96 \%$ | $95 \%$ |
| $93 \%$ | $87 \%$ |
| $106 \%$ | $100 \%$ |
| $55 \%$ | $92 \%$ |
| $203 \%$ | $99 \%$ |
| $124 \%$ | $82 \%$ |
| $102 \%$ | $102 \%$ |
| $103 \%$ | $103 \%$ |
| $172 \%$ | $115 \%$ |
| - | $14 \%$ |
| $105 \%$ | $57 \%$ |
| $137 \%$ | $92 \%$ |

Both YoY and QoQ: Sales increased but OP decreased.
YoY : Decrease in Elastomers' OP (described later) affected total consolidated OP decline but other businesses especially Life Sciences business made great progress.

QoQ : Elastomers and Plastics : Shrink of spread between our sales price and cost of raw materials. Digital Solutions: Both Sales and OP expanded.
Life Sciences: Sales increased but OP decreased due to up-front cost.

# Segment Data : Elastomers business 

Unit:Million yen

|  | 171 H | 181 Q | 182 Q | 181 H | YoY |  | QoQ |  | 181 H Pro |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Act/Pro |  |  |  |  |  |  |  |  |  |
| Sales | 93,798 | 49,653 | 49,721 | 99,375 | $+5,577$ | $106 \%$ | +68 | $100 \%$ | 97,000 |
| OP | 8,575 | 2,452 | 2,263 | 4,715 | $\triangle 3,859$ | $55 \%$ | $\triangle 188$ | $92 \%$ | 4,500 |
| OP margin | $9 \%$ | $5 \%$ | $5 \%$ | $5 \%$ |  | $105 \%$ |  |  |  |


| Sales Volume(JSR+JBE,ton) | 322,949 | 162,025 | 156,898 | 318,923 | $\triangle 4,026$ | $99 \%$ | $\triangle 5,128$ | $97 \%$ | - |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Exchange rate (JPY/USD) | 111 | 109 | 111 | 110 | $\triangle 1$ | $99 \%$ | +2 | $102 \%$ | 105 |
| Butadiene(BD,USD/Ton) | 1,135 | 1,568 | 1,589 | 1,579 | +444 | $139 \%$ | +21 | $101 \%$ | 1,300 |
| MOPJ(USD/Ton) | 457 | 641 | 667 | 654 | +197 | $143 \%$ | +26 | $104 \%$ | 600 |
| Spread (BD-MOPJ) | 678 | 927 | 922 | 925 | +247 | $136 \%$ | $\triangle 5$ | $99 \%$ | 700 |

*BD : Platts S.E Asia(MEAN)

## OP analysis(Unit:100 Million yen)

YoY

- Volume +3 :Sales volume of SSBR increased. (+)
- Price $\boldsymbol{\triangle 1 4}$ :We experienced the expansion of spread between our sales price and cost of raw materials in 171Q caused by soaring raw material prices in 164Q.( $\mathbf{\Delta}$ )
Time lag between rising raw materials price and improvement of our sales price.( $\boldsymbol{\Delta}$ )
- Others $\boldsymbol{\Delta} 28$ :Temporal profit and decrease of COGS due to the inventories accumulation in 171 H . ( $\mathbf{\Delta}$ ) Increase of costs including Selling expenses in 181H.( $\mathbf{\Delta}$ )

QoQ
-Volume $\boldsymbol{\Delta} 4 \quad$ :Reaction to large sales volume in 181Q.( $\mathbf{\Delta}$ ) Sales for export decreased.( $\mathbf{\Delta}$ )

- Price $\boldsymbol{\Delta 3}$ :Time lag between rising raw materials price and improvement of our sales price.( $\mathbf{\Delta}$ )
- Others +5 :Decrease of COGS due to the inventories accumulation in $181 \mathrm{H} .(+)$ Repair expenses increased.( $\mathbf{\Delta}$ )


# Segment Data : Plastics business 

Unit:Million yen

|  | 171H | 181Q | 182Q | 181H | YoY |  | QoQ |  | 181H Pro | Act/Pro |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 25,966 | 26,400 | 26,200 | 52,600 | +26,634 | 203\% | $\triangle 201$ | 99\% | 50,000 | 105\% |
| OP | 3,172 | 2,171 | 1,776 | 3,947 | +775 | 124\% | $\triangle 395$ | 82\% | 4,500 | 88\% |
| OP margin | 12\% | 8\% | 7\% | 8\% |  |  |  |  |  |  |


| Exchange rate (JPY/USD) | 111 | 109 | 111 | 110 | $\triangle 1$ | $99 \%$ | +2 | $102 \%$ | 105 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acrylonitrile(AN,USD/Ton) | 1,542 | 2,035 | 2,210 | 2,123 | +581 | $138 \%$ | +175 | $109 \%$ | - |
| Butadiene(BD,USD/Ton) | 1,135 | 1,568 | 1,589 | 1,579 | +444 | $139 \%$ | +21 | $101 \%$ | 1,300 |
| Styrene(SM,USD/Ton) | 1,184 | 1,415 | 1,427 | 1,421 | +237 | $120 \%$ | +12 | $101 \%$ | - |

*BD : Platts S.E Asia(MEAN), AN,SM : ICIS N.E Asia(MEAN)

## OP analysis(Unit:100 Million yen)

Techno-UMG was launched on April 1, 2018 and included in the consolidated financial statement from 181Q. *Former UMG's profit is included in OP analysis "Others" below.

YOY

- Volume +3 : Steady sales expansion.(+)
- Price $\boldsymbol{\Delta 9}$ : Temporary favorable external environment in 171 H . ( $\mathbf{\Delta}$ ) Time lag between rising raw materials price and improvement of our sales price.( $\mathbf{\Delta}$ )
- Others +14 : Inclusion of former UMG's OP.(+) Increase of repair expenses.( $\boldsymbol{\Delta}$ )

QoQ
-Volume $\mathbf{\Delta} 3$ : Troughs of shipment.( $\mathbf{\Delta}$ )

- Price $\boldsymbol{\Delta} 3$ : Time lag between rising raw materials price and improvement of our sales price.( $\mathbf{\Delta}$ )
- Others +2 : Decrease of fixed cost. $(+)$


# Segment Data : Digital Solutions business 

Unit:Million yen

|  | 171H | 181Q | 182Q | 181H | YoY |  | QoQ |  | 181H Pro | Act/Pro |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 69,874 | 35,398 | 36,187 | 71,585 | +1,711 | 102\% | +789 | 102\% | 73,000 | 98\% |
| Semiconductor materials | 35,449 | 18,998 | 19,281 | 38,279 | +2,830 | 108\% | +284 | 101\% | - | - |
| Display materials | 27,610 | 13,258 | 13,637 | 26,895 | $\triangle 715$ | 97\% | +380 | 103\% | - | - |
| Edge computing materials | 6,815 | 3,143 | 3,268 | 6,411 | $\triangle 404$ | 94\% | +126 | 104\% | - | - |
| OP | 16,070 | 8,199 | 8,415 | 16,615 | +544 | 103\% | +216 | 103\% | 15,500 | 107\% |
| OP margin | 23\% | 23\% | 23\% | 23\% |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Exchange rate (JPY/USD) | 111 | 109 | 111 | 110 | $\triangle 1$ | 99\% | +2 | 102\% | 105 |  |

## OP analysis(Unit:100 Million yen)

YoY

- Volume +32 : Great progress of the sales of Semiconductor materials and steady expansion of the sales of alignment films and dielectric films in Display materials.(+)
- Price $\boldsymbol{\Delta 1 6}$ : Sales price decline.( $\mathbf{\Delta}$ ) FX effects. ( $\mathbf{\Delta}$ )
- Others $\boldsymbol{\Delta 1 1}$ : Increase of RD and selling costs due to the sales expansion of Semiconductor materials .( $\mathbf{\Delta}$ )

QoQ

- Volume +1 : Progress continued from 181Q.
- Price +3 : FX effects.(+)
- Others $\mathbf{\Delta} 2$ : Increase of costs due to sales expansion.( $\mathbf{\Delta}$ )


| Display Materials | YoY | QoQ |
| :---: | :---: | :---: |
| Alignment Films | Slightly over 95\% | flat |
| Color Pigmented Resists | Approx. 80\% | flat |
| Other LCD Materials | Slightly under 110\% | Slight increase |
| Edge computing | YoY | QoQ |
| OFC | Slightly under 105\% | Slightly under 90\% |
| ARTON | Approx.90\% | Approx. 115\% |

## Segment Data : Life Sciences business

|  | 171H | 181Q | 182Q | 181H | YoY |  | QoQ |  | 181H Pro | Act/Pro |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 11,176 | 8,974 | 10,295 | 19,269 | +8,092 | 172\% | +1,321 | 115\% | 18,000 | 107\% |
| OP | -2,050 | 368 | 51 | 418 | +2,469 | - | $\triangle 317$ | 14\% | 500 | 84\% |
| OP margin | -18\% | 4\% | 0\% | 2\% |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Exchange rate (JPY/USD) | 111 | 109 | 111 | 110 | $\triangle 1$ | 99\% | +2 | 102\% | 105 |  |

OP analysis

## YOY

- IVD, IVD materials : Steady sales increase.(+)
- Bio process, Bio process materials: We achieved sharp sales growth in KBI's CDMO business while it bore initial investment costs last year. (+)
Sales of Amsphere A3 expanded.(+)
- CRO : Acquisition of Crown Bio completed on May 31, 2018 and was consolidated from June 2018. QoQ
- IVD, IVD materials : Steady sales increase.(+)
- Bio process, Bio process materials : KBI performed well.(+) Up-front cost in 182Q.( $\mathbf{\Delta}$ )
- CRO : Profit of Crown Bio attributed.(+) Up-front cost in 182Q.( $\mathbf{\Delta}$ )


## (Consolidated) Overall Statement of Profit or Loss

|  | 171 H | $\mathbf{1 8 1 H}$ |
| :---: | :---: | :---: |
| Sales | $\mathbf{2 , 0 3 5}$ | $\mathbf{2 , 4 5 7}$ |
| Cost of sales | 1,399 | 1,735 |
| Gross profit | 636 | 722 |
| Selling, general and <br> administrative expenses | 417 | 501 |
| Other operating income/expenses | 10 | -1 |
| Share of profit of investments <br> accounted for using equity method | 5 | 5 |
| Operating Profit | $\mathbf{2 3 4}$ | $\mathbf{2 2 4}$ |
| Finance income/cost | 15 | 11 |
| Income taxes | 56 | 62 |
| Profit | 192 | 173 |
| Profit, attributable to <br> owners of parent | $\mathbf{1 8 0}$ | $\mathbf{1 6 7}$ |
| Profit, attributable to <br> non-controlling interests | 12 | 6 |


| YoY |  |
| :---: | :---: |
| +422 | $121 \%$ |
| +336 | $124 \%$ |
| +86 | $113 \%$ |
| +85 | $120 \%$ |
| $\triangle 11$ | - |
| +1 | $114 \%$ |
| $\triangle 10$ | $96 \%$ |
| $\triangle 4$ | $74 \%$ |
| +6 | $110 \%$ |
| $\triangle 19$ | $90 \%$ |
| $\triangle 13$ | $93 \%$ |
| $\triangle 7$ | $45 \%$ |


| EPS(JPY) | 80.75 | 75.29 |
| :---: | :--- | :--- |



Exchange rate (JPY/USD)
111
110
$\triangle 1$

# (Consolidated) Overall Statement of Financial position 

|  | 2018/3E | 2018/9E | Variance | Million yen |
| :---: | :---: | :---: | :---: | :---: |
| Current assets | 3,579 | 3,450 | $\triangle 129$ |  |
| Cash and cash equivalents | 1,250 | 782 | $\triangle 467$ | Assets: +52.1 Bn yen |
| Trade and other receivables | 1,225 | 1,410 | +185 | -Goodwill increased due to |
| Inventories | 876 | 1,097 | +221 | acquisition of Crown Bio |
| Others | 229 | 161 | $\triangle 68$ | (Cash decreased) |
| Non-current assets | 2,898 | 3,548 | +650 | -Effects of merger of former UMG |
| Property, plant and equipment | 1,598 | 1,828 | +229 |  |
| Goodwill | 194 | 611 | +417 |  |
| Other intangible assets | 104 | 126 | +22 | Total Liabilities: +26.8 Bn yen |
| Others | 1,002 | 984 | $\triangle 18$ | - Effects of merger of former UMG. |
| Total Assets | 6,477 | 6,998 | +521 |  |
| Current liabilities | 1,540 | 1,844 | +303 |  |
| Trade and other payables | 1,103 | 1,272 | +169 | Equity: +25.3 Bn yen |
| Borrowings | 259 | 355 | +96 | -Increase Non-controlling interests |
| Others | 178 | 216 | +39 | and retained earnings. |
| Non-current liabilities | 821 | 785 | $\triangle 35$ |  |
| Borrowings | 535 | 499 | $\triangle 35$ |  |
| Others | 286 | 286 | $\triangle 0$ | Equity ratio |
| Total Liabilities | 2,361 | 2,629 | +268 |  |
| Equity attributable to owners of parent | 3,935 | 3,995 | +60 | 2018/3E : 60.8\% |
| Non-controlling interests | 181 | 375 | +193 | 2018/9 E : 57.1\% |

【APPENDIX】Quarterly Sales \& Operating Profit Trends by Segments
Unit:Million yen

*BD : Platts S.E Asia(MEAN), AN,SM : ICIS N.E Asia(MEAN)

## 【APPENDIX】 Projections for FY ending March 2019

There are no changes with projections for FY ending March 2019
Unit: 100 Million yen

|  |  | 181H Act |
| :---: | :---: | :---: |
| Consolidated | Sales <br> Operating Profit <br> Profit, attributable to owners of parent | $\begin{gathered} \hline 2,457 \\ 224 \\ 167 \end{gathered}$ |
| Elastomers | Sales Operating Profit | $\begin{gathered} 994 \\ 47 \end{gathered}$ |
| Plastics | Sales Operating Profit | $\begin{gathered} 526 \\ 39 \end{gathered}$ |
| Digital Solutions | Sales Operating Profit | $\begin{aligned} & 716 \\ & 166 \end{aligned}$ |
| Life Sciences | Sales Operating Profit | $\begin{gathered} 193 \\ 4 \end{gathered}$ |
| Others/Adjustment | Sales Operating Profit | $\begin{gathered} 29 \\ -33 \end{gathered}$ |


| Depreciation | 103 |
| :---: | :--- |
| CAPEX | 171 |
| RD expenses | 116 |


| 205 |
| :---: |
| 290 |
| 225 |


| Exchange rate (JPY/USD) | 110 |
| :---: | :---: |
| Butadiene Price (USD/Ton) (a) | 1,579 |
| MOPJ (USD/Ton) (b) | 654 |
| Spread(a-b) | 925 |


| 105 |
| :---: |
| 1,300 |
| 600 |
| 700 |

*Butadiene Price : Platts S.E Asia(MEAN)

## [APPENDIX】 New Segment classification

Changed disclosure segment classification from FY ending March 2019


## 【APPENDIX】IR Calendar

## Announcement of Earnings Results

FY ending
Mar. 2019 Q3

## January 28th 2019

FY ending
Mar. 2019

## April 24th 2019

*Please note that the above is subject to change.

