

# Flash Report Results of FY2019 1Q & Outlook for FY2019

Teijin Limited August 2, 2019



Results of the FY2019 1Q
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#### Disclaimer Regarding Forward-Looking Statements

Any statements in this document, other than those of historical fact, are forward-looking statements about the future performance of Teijin and its Group companies, which are based on management's assumptions and beliefs in light of information currently available, and involve risks and uncertainties. Actual results may differ materially from these forecasts.

#### Note

This material is based on the consolidated results for FY2019 1Q announced at 11:30 A.M. on Aug. 2, 2019 (local time in Japan).



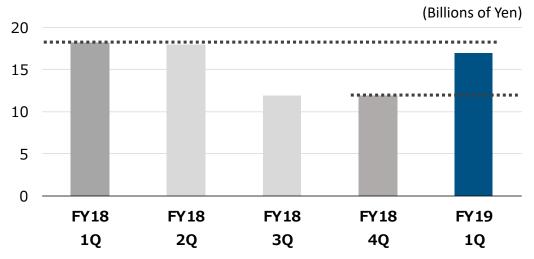
## 1. Results of the FY2019 1Q



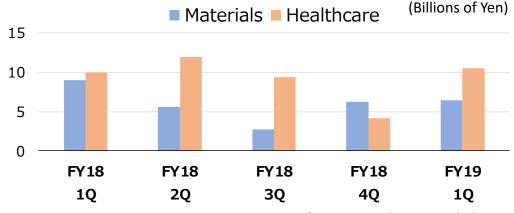
### Overview:

Operating income for FY2019 1Q has substantially recovered on QoQ basis, although decreased from same period in previous year

Operating income quarterly trend



#### Operating income quarterly trend by segment



#### **Materials**

- Material market condition deteriorated rapidly from FY2018 2Q
- Productivity in CSP\* recovered from FY2018 4Q, which had declined in FY2018 2Q &3Q

#### **Healthcare**

- Continuing favorable sales
- Expenses accumulated in FY2018 4Q



### Performance Highlights

- Operating income decreased year on year
- Progress rate: 28 % against the full-term forecast\* for FY2019 (60.0 billions of Yen)

(Billions of Yen) **Profit Attributable to Net Sales Operating Income Owners of Parent** -44.7% -7.1% -0.8% 214.6 216.4 18.3 17.0 19.5 10.8 **FY18 FY19 FY18 FY19 FY18 FY19** 1Q 1Q 1Q 1Q 1Q 1Q

- Operating income decreased due to a rapid deterioration in polycarbonate market that was in high price in the same period of the previous year. Meanwhile the operating income progressed against the full-term forecast for FY2019 is going as planned due to Aramid fibers and healthcare, which contributed to reduce the gap of operating income year on year as well as the recovery of productivity in CSP.
- Profit attributable to owners of parent also decreased due to the negative impact of exchange rate for non-operating items and an increase in extraordinary loss compared with FY2018 1Q, among other factors.



## Operating Results

Profit Attributable to

**Owners of Parent** 

	(Billions of Yen)			llions of Yen)	١)			(Bil	(Billions of Yen)	
	FY18	FY19	Difference % Change			FY18	Y18 FY19 Difference		% Change	
	1Q	1Q	Difference	70 Change		1Q	1Q	Directice	70 Change	
Net Sales	216.4	214.6	-1.8	-0.8%	CAPEX*4	11.9	14.0	+2.1	+17.4%	
Operating Income	18.3	17.0	-1.3	-7.1%	Depreciation & Amortization	11.6	12.5	+0.9	+7.6%	
Non-operating Items (Net)	2.9	(0.1)	-3.0	-	R&D Expenses	8.3	7.9	-0.4	-4.4%	
Ordinary Income	21.2	16.9	-4.3	-20.4%						
Extraordinary Items (Net)	4.9	(1.8)	-6.7	-						
Income Before Income Taxes	26.1	15.1	-11.0	-42.3%						

-44.7%

ROE *1	19.5%	10.6%	-8.8%
ROIC *2	11.2%	10.3%	-0.9%
EBITDA *3	29.9	29.4	-0.4

19.5

10.8

-8.7

	JPY / EUR ude oil price (USD/barrel)	130 72	123 67	-7 -5
PL exchange rate	JPY / USD	109	110	+1
♦ Assumptions f	or FY2019 1Q	FY18 1Q	FY19 1Q	Difference

<sup>\*1</sup> ROE= Profit attributable to owners of parent / Shareholders' equity

<sup>\*2</sup> ROIC based on operating income = Operating income / invested capital (Invested capital = Net assets + Interest-bearing debt – Cash and deposits )

<sup>\*1,2</sup> are annualized numbers based on 1Q results

<sup>\*3</sup> EBITDA = Operating income + Depreciation & amortization

<sup>\*4</sup> CAPEX includes investments in intangible assets



## Non-operating items

## Extraordinary items

(Ril	lions	٥f	Ven)	١
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		(B	illions of Yen)			(Bil	lions of Yen)
	FY18	FY19	Difference		FY18	FY19	Difference
	1Q	1Q			1Q	1Q	2 m er en ee
Interest income	0.3	0.3	-0.0	Gain on sales of noncurrent assets	0.2	0.0	-0.2
Dividends income	1.2	0.6	-0.6	Gain on sales of investment securities	0.5	3.7	+3.2
Equity in earnings of affiliates	0.3	0.4	+0.1	Settlement received	4.5	-	-4.5
Foreign exchange gains	-	1.5	+1.5	Others	0.0	0.0	+0.0
Gain on valuation of derivatives	2.9	-	-2.9	Extraordinary income, total	5.2	3.7	-1.5
Others	0.4	0.2	-0.2	Loss on sales and retirement of	0.2	0.2	-0.1
				noncurrent assets			
Non-operating income, total	5.0	2.9	-2.1	Impairment loss	0.1	1.7	+1.6
Interest expenses	0.8	0.9	+0.1	Business structure	0.0	3.4	+3.4
·				improvement expenses			
Foreign exchange losses	0.9	-	-0.9	Others	0.1	0.3	+0.2
Loss on valuation of derivatives	-	1.7	+1.7	Extraordinary loss, total	0.3	5.5	+5.2
Others	0.4	0.4	+0.0	Extraordinary items, total	4.9	(1.8)	-6.7
Non-operating expenses, total	2.1	3.0	+0.9				
Non-operating items, total	2.9	(0.1)	-3.0				

#### 1. Results of the FY2019 1Q



(Rillians of Van)

## Financial position

## Cash flows

			(Billions of Yen)	
Mar. 31, 2019	Jun. 30, 2019	Difference	(Impact of foreign exchange rate)	
1,020.7	1,002.6	-18.1	-9.1	Operating activities
593.4	586.0	-7.5	-2.8	Investing activities
369.2	374.3	+5.1	-1.7	Free cash flow
427.2	416.6	-10.6	-6.3	Financing activities
0.90	0.94	+0.04	<u>-</u>	Net inc/dec in Cash & cash equivalents
	2019 1,020.7 593.4 369.2 427.2	2019 2019 1,020.7 1,002.6 593.4 586.0 369.2 374.3 427.2 416.6	2019     2019     Difference       1,020.7     1,002.6     -18.1       593.4     586.0     -7.5       369.2     374.3     +5.1       427.2     416.6     -10.6	Mar. 31, 2019       Jun. 30, 2019       Difference       (Impact of foreign exchange rate)         1,020.7       1,002.6       -18.1       -9.1         593.4       586.0       -7.5       -2.8         369.2       374.3       +5.1       -1.7         427.2       416.6       -10.6       -6.3

	(Billions of Y						
	FY18 1Q	FY19 1Q	Difference				
Operating activities	14.6	19.7	+5.1				
Investing activities	(12.2)	(12.5)	-0.2				
Free cash flow	2.3	7.2	+4.9				
Financing activities	26.8	(10.0)	-36.8				
Net inc/dec in Cash & cash equivalents	29.2	(2.8)	-31.9				

Note: Cash flows fall outside the scope of quarterly results reporting under the Financial Instruments and Exchange Act.

## ♦ Changes in total assets

(Billions of Yen)

### ♦ BS exchange rate

	<b>▲2.7</b>					
1,020.7	Cash and deposits, etc.	▲13.6  Trade receivables	+4.0 Tangible and intangible assets	▲10.9 Investment securities	<b>+5.1</b> Others	1,002.6
'19.3						'19.6

	Mar. 31,	Jun. 30,	Difference
	2019	2019	Difference
IPY / USD	111	108	-3
IPY / EUR	125	122	-2



◆ Changes in net sales and operating income by segment (Billions of Yen)									
		F'	Y18		FY19	Difference	Difference		
	1Q	2Q	3Q	4Q	1Q	19/1Q	19/1Q		
	AprJun.	JulSep.	OctDec.	JanMar.	AprJun.	-18/1Q	-18/4Q		
Net sales									
Material business group	68.7	65.7	62.8	66.7	62.7	-6.0	-4.0		
Polyester Fibers & Trading and Retail business group	73.8	80.3	81.2	83.1	73.8	+0.0	-9.3		
Composites, others	21.9	21.7	22.7	23.1	23.4	+1.5	+0.3		
Materials Total	164.4	167.6	166.7	172.9	159.9	-4.5	-13.0		
Healthcare	39.2	41.2	39.7	37.4	39.8	+0.6	+2.4		
Others	12.8	14.2	13.9	18.7	14.9	+2.1	-3.7		
Total	216.4	223.0	220.2	228.9	214.6	-1.8	-14.3		
Operating income (loss)									
Materials	9.0	5.6	2.7	6.2	6.4	-2.6	+0.2		
Healthcare	9.9	11.9	9.4	4.2	10.5	+0.6	+6.3		
Others	0.6	1.9	1.3	3.3	1.3	+0.7	-2.0		
Elimination and Corporate	(1.3)	(1.5)	(1.5)	(1.8)	(1.3)	-0.0	+0.5		
Total	18.3	17.9	11.9	11.9	17.0	-1.3	+5.1		

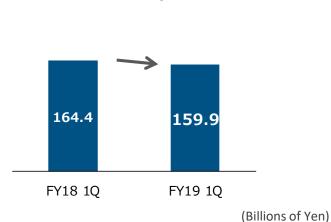


## Materials (Year on Year)

High-performance materials saw steady performances despite the deterioration of material market condition

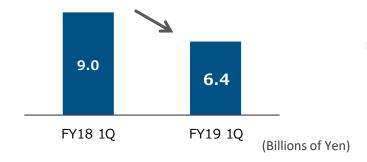


-2.7%



Operating income

-28.6%



#### Material business group

- In Aramid Fibers, product mix and pricing efforts contributed positively to profits.
- Carbon Fibers posted an increase in expenses related to the launch of a new plant in the U.S.
- High-value-added polycarbonate products maintained profitability. Meanwhile, sales prices for commodity products have been impacted by drastically worsening market prices from the second quarter of the previous fiscal year.

#### Polyester Fibers & Trading and Retail business group

Sales remained favorable mainly for staple fiber in Industrial Textiles and Materials, while sales of apparel products in domestic markets struggled in Fiber Materials and Apparel.

#### Composites, others

Sales of mass-produced automotive components of CSP, supported by increased demand for vehicle categories such as pick-up trucks and SUVs in North America, along with the rollout of new models in this market.

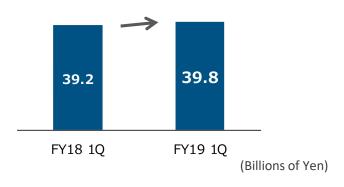


## Healthcare (Year on Year)

Earnings increased in line with favorable sales of mainstay products centered on *FEBURIC* 

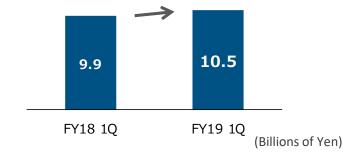






#### Operating income

#### +6.1%



#### **Pharmaceuticals**

Sales expanded steadily for the hyperuricemia and gout treatment FEBURIC.

#### Home Healthcare

- Rental volume for continuous positive airway pressure (CPAP) ventilators increased, mainly by leveraging the SAS-2100 sleeping pattern analysis devices.
- Rental volume for oxygen concentrators for home oxygen therapy (HOT) remained at high levels, including portable oxygen concentrators.

#### **New Healthcare**

In implantable medical products, artificial joint and orthopedic spine products performed firmly.

#### 1. Results of the FY2019 1Q

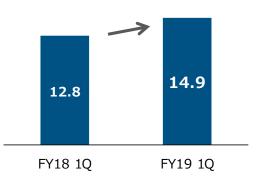




Earnings increased as the Digital Entertainment category in the IT business maintained a solid performance.







(Billions of Yen)

#### Operating income

+106.2%

#### IT business

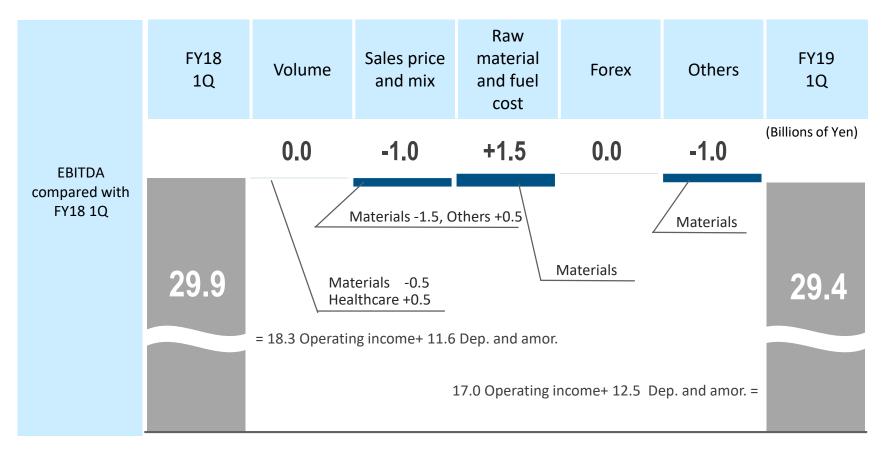
- The e-comics distribution service performed favorably.
- IT services for hospitals posted steady results.





◆ Changes in EBITDA\*¹ compared with FY2018 1Q

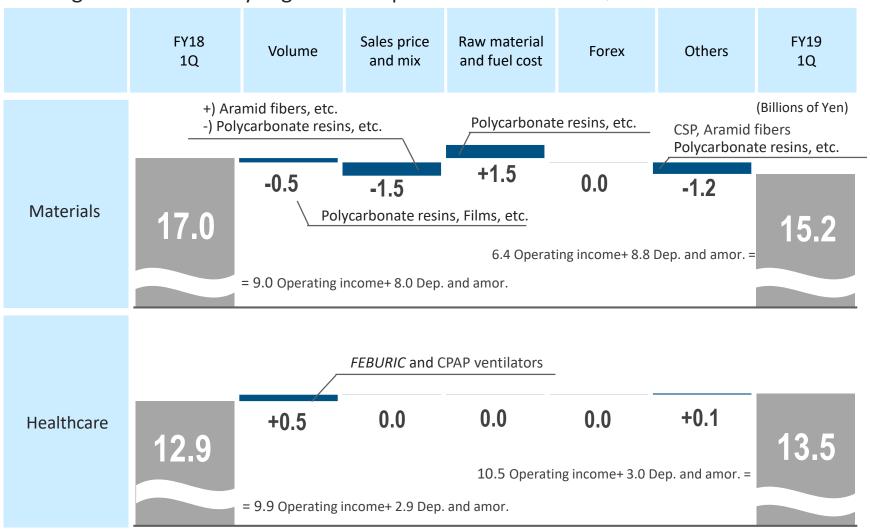
EBITDA remained unchanged; Aramid Fibers and domestic Healthcare saw steady performances, meanwhile there was a huge deterioration in polycarbonate resin market.



<sup>\*1</sup> EBITDA = Operating income + Depreciation & amortization



Changes in EBITDA<sup>\*1</sup> by segment compared with FY2018 1Q.



<sup>\*1</sup> EBITDA = Operating income + Depreciation & amortization



## 2. Outlook for FY2019



## **Key Financial Indicators**

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'15

'16

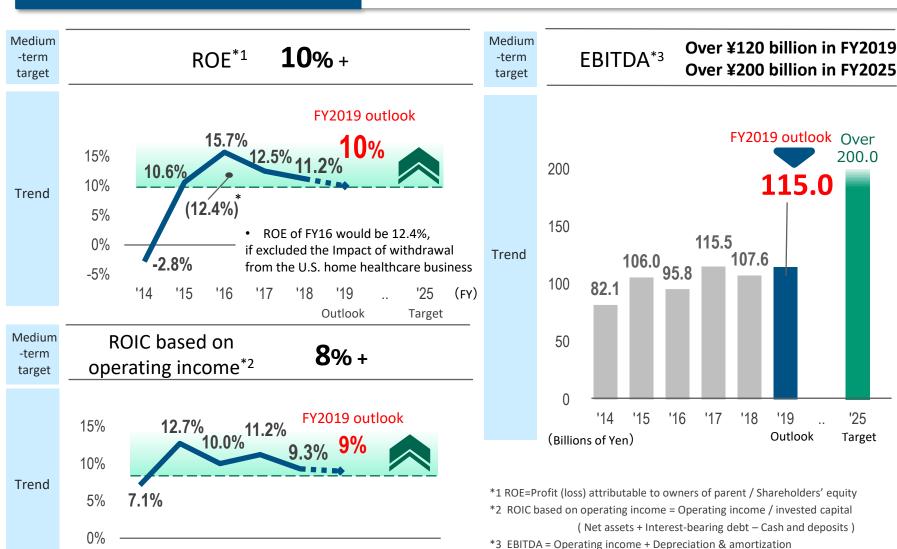
'17

'18

'19

Outlook

- Our medium-term targets of ROE 10% or more, and operating income ROIC 8% or more, expected to be achieved
- EBITDA to fall short of FY2019 target (over ¥120.0 billion), but continuous effort to achieve



'25

Target

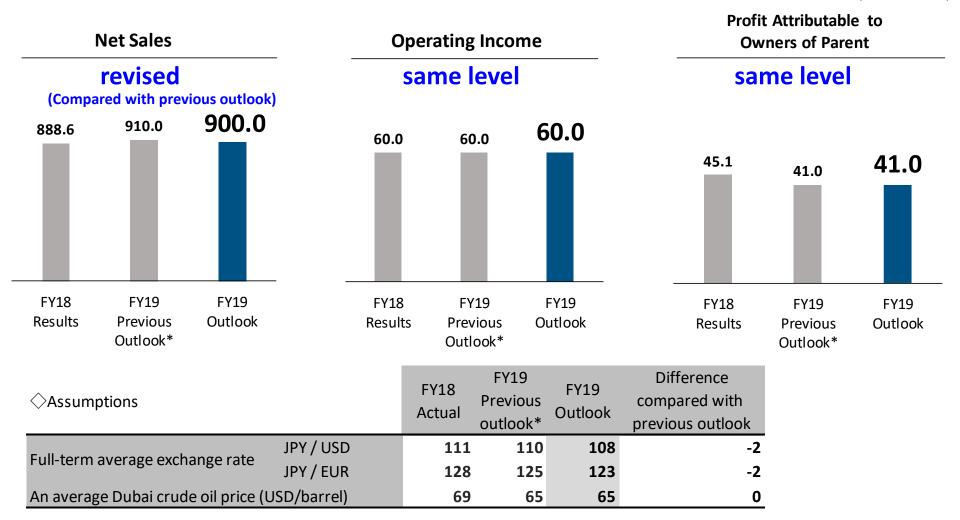
(FY)



## ✓ Revised Net Sales forecast, but Operating Income remain unchanged

Net sales have been revised to reflect revisions to exchange rate assumptions and transfer of subsidiaries for film business; the transfer scheduled October  $1^{st}$ , 2019

Operating Income and Profit Attributable to Owners of Parent have remain unchanged





## Transformation Strategy (New Business)

Materials: Steady progress in projects for mobilities

Healthcare: Propel research and development for advanced

healthcare materials as well as drugs

#### **Materials**





## Teijin's *Sereebo* in Use for General Motors as World's First CFRTP for High-volume Production Vehicles

*Sereebo* is a carbon fiber reinforced thermoplastic (CFRTP) that supports high-volume production of automotive components and other products. The molding time for *Sereebo* is approximately one minute, which is a world first.

#### Acquisition of Benet Automotive (Czech Republic)

Through this acquisition, Teijin will accelerate expansion of the automotive composites business in Europe as a Tier 1 supplier.

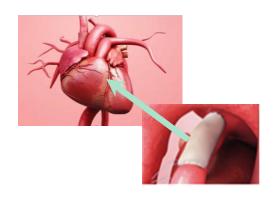
CSP VICTALL\*1 Partners With JMC\*2 To Debut the First Composite Pickup Box in China

The composite products offer superior benefits such as lower weight, better resistance to corrosion and higher impact strength compared with conventional sheet metal products . The composite pickup boxes will also boost cost effectiveness by reducing the number of parts.

\*1 CSP VICTALL: A joint venture established in China (Headquarters: Tangshan, China) by CSP

\*2 JMC: Jiangling Motors Corporation (JMC) (Headquarters: Nanchang, China)

#### Healthcare



#### Clinical trial of new cardiovascular patch (OFT-G1) launched

OFT-G1 is a medical material currently being developed for patients with congenital cardiovascular diseases. It was created by integrating Osaka Medical College's expertise in cardiovascular surgery, Fukui Tateami Co., Ltd.'s warp-knitting technology , and Teijin's advanced polymer-application technology.

Teijin and AMED\* sign R&D consignment agreement to develop drugs for frail

The Japan Geriatric Society has proposed that the English word "frail" be adopted as a new expression for "frailty" in Japanese. The proposed definition of "Frail" is a state of reduced resilience to stress as a result of aging and the stage before a person requires nursing care. To realize a society where people can lead long, healthy lives, Teijin will take steps to develop the world's first preventive and therapeutic drugs for frail.

\*AMED: Japan Agency for Medical Research and Development



## 3. Supplementary information



## Consolidated Statements of Income

		FY	/18		FY19	Difference
	1Q	2Q	3Q	4Q	1Q	19/1Q
	AprJun.	JulSep.	OctDec.	JanMar.	AprJun.	-18/1Q
Net Sales	216.4	223.0	220.2	228.9	214.6	-1.8
Cost of sales	147.7	155.6	156.4	161.0	147.0	-0.7
Gross profit	68.7	67.4	63.8	67.9	67.7	-1.1
SG & A	50.5	49.4	51.9	56.0	50.7	+0.2
Operating income	18.3	17.9	11.9	11.9	17.0	-1.3
Non-operating items, net	2.9	0.6	(0.4)	(2.9)	(0.1)	-3.0
(Balance of financial expenses)	0.6	(0.6)	0.1	(0.4)	(0.1)	-0.7
(Equity in earnings and losses of affiliates)	0.3	1.1	0.2	(1.2)	0.4	+0.1
Ordinary income	21.2	18.6	11.5	9.0	16.9	-4.3
Extraordinary items (net)	4.9	(1.3)	(0.6)	(2.9)	(1.8)	-6.7
Income before income taxes	26.1	17.3	10.9	6.1	15.1	-11.0
Income taxes	6.4	2.4	3.7	1.1	4.0	-2.4
Profit attributable to non-controlling interests	0.2	0.5	0.4	0.7	0.3	+0.1
Profit attributable to owners of parent	19.5	14.4	6.8	4.3	10.8	-8.7



### Consolidated balance sheets

								(Dill	ions of fell)
		FY	17		FY18				FY19
	Jun. 30,	Sep. 30,	Dec. 31,	Mar. 31,	Jun. 30,	Sep. 30,	Dec. 31,	Mar. 31,	Jun. 30,
	2017	2017	2017	2018*	2018	2018	2018	2019	2019
Total assets									
Current assets	473.6	459.5	475.5	477.9	520.5	546.5	522.7	523.9	511.6
Fixed assets	498.7	494.3	503.1	504.1	507.6	506.3	493.0	496.8	491.0
Total	972.3	953.8	978.6	982.0	1,028.1	1,052.8	1,015.7	1,020.7	1,002.6
Total liabilities and									
net assets									
Liabilities	596.6	556.0	567.3	573.7	604.7	619.3	586.0	593.4	586.0
[Interest-bearing debt]	386.2	341.1	347.5	344.2	385.2	400.7	374.0	369.2	374.3
Net assets	375.7	397.8	411.3	408.2	423.4	433.5	429.7	427.2	416.6
Total	972.3	953.8	978.6	982.0	1,028.1	1,052.8	1,015.7	1,020.7	1,002.6

<sup>\*</sup> Teijin has adopted the "Partial Amendments to Accounting Standard for Tax Effect Accounting, etc." (ASBJ Statement No. 28, February 16, 2018) from FY2018. Figures as of the end of FY2017 (March 31, 2018) have been adjusted to reflect the retrospective application of the new accounting standard.



•	Summary of Outlook for FY2019  (Billions of Yen)		FY19 Outlook	Differ- ence	% Change	FY19 Previous Outlook <sup>*5</sup>	Differ- ence
	Net sales	888.6	900.0	+11.4	+1.3%	910.0	-10.0
	Operating income	60.0	60.0	0.0	0.0%	60.0	0.0
	Ordinary income	60.3	60.0	-0.3	-0.4%	60.0	0.0
	Profit attributable to owners of parent	45.1	41.0	-4.1	-9.0%	41.0	0.0
	ROE <sup>*1</sup>	11.2%	10%	-1%		10%	0%
	ROIC *2	9.3%	9%	-0%		9%	0%
	EBITDA*3	107.6	115.0	+7.4		115.0	0.0
	Free cash flow	39.6	15.0	-24.6		5.0	+10.0
	CAPEX*4	62.8	70.0	+7.2		70.0	0.0
	Depreciation & Amortization	47.6	55.0	+7.4		55.0	0.0
	R&D Expenses	36.4	38.0	+1.6		38.0	0.0
	♦Assumptions						
	Full-term average JPY/USD	111	108	-3		110	-2
	exchange rate JPY/EUR	128	123	-5		125	-2
	An average Dubai crude oil price (USD/barrel)	69	65	-4		65	0

<sup>\*1</sup> ROE= Profit attributable to owners of parent / Shareholders' equity

Dividend forecasts (No changes from previous outlook)

Interim: ¥30 per share Year-end: ¥30 pers share

Annual: ¥60 per share

<sup>\*2</sup> ROIC based on operating income = Operating income / invested capital\*

\*Net assets + Interest-bearing debt – Cash and deposits

<sup>\*3</sup> EBITDA = Operating income + Depreciation & amortization

<sup>\*4</sup> CAPEX includes investments in intangible assets

<sup>\*5</sup> Announced on May 9, 2019



Changes in net sales and operating income by segment (Billions of Yen) FY19 **FY19** Differ-% Differ-% Previous FY18 Outlook ence Change Change ence Outlook\* Net sales Material business group 263.9 252.0 -11.9 -4.5% 262.0 -10.0 -3.8% Polyester Fibers & Trading 318.3 340.0 +21.7 +6.8% 340.0 0.0 0.0% and Retail business group Composites, others 89.4 94.0 +4.6 +5.2% 94.0 0.0 0.0% Materials Total 686.0 696.0 -10.0 -1.4% 671.6 +14.4 +2.2% Healthcare 157.5 150.0 -7.5 -4.8% 150.0 0.0 0.0% 59.5 64.0 +4.5 +7.5% 0.0 0.0% Others 64.0 **Total** 888.6 900.0 +11.4 +1.3% 910.0 -10.0 -1.1% Operating income (loss) 23.5 28.5 +5.0 +21.3% 28.5 0.0 0.0% Materials Healthcare 35.5 31.0 -4.5 -12.6% 31.0 0.0 0.0% Others 7.2 7.5 +0.3 0.0% +4.7% 7.5 0.0 **Elimination and Corporate** (6.1)(7.0)-0.9 0.0 (7.0)0.0% **Total** 60.0 60.0 0.0 0.0% 60.0 0.0



Key Financial Indicators by segment

					(Billions of Ferr)
	FY18	FY19	Difference	FY19 Previous Outlook <sup>*1</sup>	Difference compared with FY19 Previous Outlook
EBITDA <sup>*2</sup>					
Materials	56.4	69.0	+12.6	69.0	0.0
Healthcare	47.3	43.5	-3.8	43.5	0.0
Others	10.0	10.5	+0.5	10.5	0.0
Elimination and Corporate	(6.1)	(8.0)	-1.9	(8.0)	0.0
Total	107.6	115.0	+7.4	115.0	0.0
					(%)
ROIC*3			_		
Materials	5%	6%	+1%	6%	0%
Healthcare	35%	34%	-1%	34%	0%
Total	9%	9%	-0%	9%	0%

<sup>\*1</sup> Announced on May 9, 2019

<sup>\*2</sup> EBITDA = Operating income + Depreciation & amortization

<sup>\*3</sup> ROIC based on operating income = Operating income / invested capital ( Net assets + Interest-bearing debt – Cash and deposits )



Changes in net sales and operating income by segment compared with FY2018

						(billions of Ten)		
FY1	L8 Result	S	FY:	19 Outloo	k	D	ifference	
1H	2H	Total	1H	2H	Total	1H	2H	Total
134.4	129.5	263.9	129.5	122.5	252.0	-4.9	-7.0	-11.9
154.0	164.3	318.3	165.0	175.0	340.0	+11.0	+10.7	+21.7
43.6	45.8	89.4	45.5	48.5	94.0	+1.9	+2.7	+4.6
332.0	339.6	671.6	340.0	346.0	686.0	+8.0	+6.4	+14.4
80.4	77.1	157.5	76.0	74.0	150.0	-4.4	-3.1	-7.5
27.0	32.5	59.5	30.0	34.0	64.0	+3.0	+1.5	+4.5
439.4	449.2	888.6	446.0	454.0	900.0	+6.6	+4.8	+11.4
14.6	8.9	23.5	14.0	14.5	28.5	-0.6	+5.6	+5.0
21.9	13.6	35.5	18.5	12.5	31.0	-3.4	-1.1	-4.5
2.6	4.6	7.2	2.5	5.0	7.5	-0.1	+0.4	+0.3
(2.8)	(3.3)	(6.1)	(3.0)	(4.0)	(7.0)	-0.2	-0.7	-0.9
36.2	23.8	60.0	32.0	28.0	60.0	-4.2	+4.2	0.0
	1H  134.4  154.0  43.6  332.0  80.4  27.0  439.4  14.6  21.9  2.6  (2.8)	1H 2H  134.4 129.5 154.0 164.3 43.6 45.8 332.0 339.6 80.4 77.1 27.0 32.5 439.4 449.2  14.6 8.9 21.9 13.6 2.6 4.6 (2.8) (3.3)	134.4       129.5       263.9         154.0       164.3       318.3         43.6       45.8       89.4         332.0       339.6       671.6         80.4       77.1       157.5         27.0       32.5       59.5         439.4       449.2       888.6         14.6       8.9       23.5         21.9       13.6       35.5         2.6       4.6       7.2         (2.8)       (3.3)       (6.1)	1H       2H       Total       1H         134.4       129.5       263.9       129.5         154.0       164.3       318.3       165.0         43.6       45.8       89.4       45.5         332.0       339.6       671.6       340.0         80.4       77.1       157.5       76.0         27.0       32.5       59.5       30.0         439.4       449.2       888.6       446.0         14.6       8.9       23.5       14.0         21.9       13.6       35.5       18.5         2.6       4.6       7.2       2.5         (2.8)       (3.3)       (6.1)       (3.0)	1H       2H       Total       1H       2H         134.4       129.5       263.9       129.5       122.5         154.0       164.3       318.3       165.0       175.0         43.6       45.8       89.4       45.5       48.5         332.0       339.6       671.6       340.0       346.0         80.4       77.1       157.5       76.0       74.0         27.0       32.5       59.5       30.0       34.0         439.4       449.2       888.6       446.0       454.0         14.6       8.9       23.5       14.0       14.5         21.9       13.6       35.5       18.5       12.5         2.6       4.6       7.2       2.5       5.0         (2.8)       (3.3)       (6.1)       (3.0)       (4.0)	1H         2H         Total         1H         2H         Total           134.4         129.5         263.9         129.5         122.5         252.0           154.0         164.3         318.3         165.0         175.0         340.0           43.6         45.8         89.4         45.5         48.5         94.0           332.0         339.6         671.6         340.0         346.0         686.0           80.4         77.1         157.5         76.0         74.0         150.0           27.0         32.5         59.5         30.0         34.0         64.0           439.4         449.2         888.6         446.0         454.0         900.0           14.6         8.9         23.5         14.0         14.5         28.5           21.9         13.6         35.5         18.5         12.5         31.0           2.6         4.6         7.2         2.5         5.0         7.5           (2.8)         (3.3)         (6.1)         (3.0)         (4.0)         (7.0)	1H         2H         Total         1H         2H         Total         1H           134.4         129.5         263.9         129.5         122.5         252.0         -4.9           154.0         164.3         318.3         165.0         175.0         340.0         +11.0           43.6         45.8         89.4         45.5         48.5         94.0         +1.9           332.0         339.6         671.6         340.0         346.0         686.0         +8.0           80.4         77.1         157.5         76.0         74.0         150.0         -4.4           27.0         32.5         59.5         30.0         34.0         64.0         +3.0           439.4         449.2         888.6         446.0         454.0         900.0         +6.6           21.9         13.6         35.5         18.5         12.5         31.0         -3.4           2.6         4.6         7.2         2.5         5.0         7.5         -0.1           (2.8)         (3.3)         (6.1)         (3.0)         (4.0)         (7.0)         -0.2	FY18 Results         FY19 Outlook         Difference           1H         2H         Total         1H         2H         Total         1H         2H           134.4         129.5         263.9         129.5         122.5         252.0         -4.9         -7.0           154.0         164.3         318.3         165.0         175.0         340.0         +11.0         +10.7           43.6         45.8         89.4         45.5         48.5         94.0         +1.9         +2.7           332.0         339.6         671.6         340.0         346.0         686.0         +8.0         +6.4           80.4         77.1         157.5         76.0         74.0         150.0         -4.4         -3.1           27.0         32.5         59.5         30.0         34.0         64.0         +3.0         +1.5           439.4         449.2         888.6         446.0         454.0         900.0         +6.6         +4.8           14.6         8.9         23.5         14.0         14.5         28.5         -0.6         +5.6           21.9         13.6         35.5         18.5         12.5 <t< td=""></t<>



Changes in net sales and operating income by segment compared with Previous Outlook\*

							•	,
FY19 Pre	evious Ou	tlook*	FY1	19 Outloo	k	[	Difference	
1H	2H	Total	1H	2H	Total	1H	2H	Total
129.5	132.5	262.0	129.5	122.5	252.0	0.0	-10.0	-10.0
165.0	175.0	340.0	165.0	175.0	340.0	0.0	0.0	0.0
45.5	48.5	94.0	45.5	48.5	94.0	0.0	0.0	0.0
340.0	356.0	696.0	340.0	346.0	686.0	0.0	-10.0	-10.0
76.0	74.0	150.0	76.0	74.0	150.0	0.0	0.0	0.0
30.0	34.0	64.0	30.0	34.0	64.0	0.0	0.0	0.0
446.0	464.0	910.0	446.0	454.0	900.0	0.0	-10.0	-10.0
13.0	15.5	28.5	14.0	14.5	28.5	+1.0	-1.0	0.0
17.5	13.5	31.0	18.5	12.5	31.0	+1.0	-1.0	0.0
2.5	5.0	7.5	2.5	5.0	7.5	0.0	0.0	0.0
(3.0)	(4.0)	(7.0)	(3.0)	(4.0)	(7.0)	0.0	0.0	0.0
30.0	30.0	60.0	32.0	28.0	60.0	+2.0	-2.0	0.0
	1H  129.5  165.0  45.5  340.0  76.0  30.0  446.0  13.0  17.5  2.5  (3.0)	1H 2H  129.5 132.5  165.0 175.0  45.5 48.5  340.0 356.0  76.0 74.0  30.0 34.0  446.0 464.0  13.0 15.5  17.5 13.5  2.5 5.0  (3.0) (4.0)	129.5     132.5     262.0       165.0     175.0     340.0       45.5     48.5     94.0       340.0     356.0     696.0       76.0     74.0     150.0       30.0     34.0     64.0       446.0     464.0     910.0       13.0     15.5     28.5       17.5     13.5     31.0       2.5     5.0     7.5       (3.0)     (4.0)     (7.0)	1H       2H       Total       1H         129.5       132.5       262.0       129.5         165.0       175.0       340.0       165.0         45.5       48.5       94.0       45.5         340.0       356.0       696.0       340.0         76.0       74.0       150.0       76.0         30.0       34.0       64.0       30.0         446.0       464.0       910.0       446.0         17.5       13.5       31.0       18.5         2.5       5.0       7.5       2.5         (3.0)       (4.0)       (7.0)       (3.0)	1H       2H       Total       1H       2H         129.5       132.5       262.0       129.5       122.5         165.0       175.0       340.0       165.0       175.0         45.5       48.5       94.0       45.5       48.5         340.0       356.0       696.0       340.0       346.0         76.0       74.0       150.0       76.0       74.0         30.0       34.0       64.0       30.0       34.0         446.0       464.0       910.0       446.0       454.0         17.5       13.5       31.0       18.5       12.5         2.5       5.0       7.5       2.5       5.0         (3.0)       (4.0)       (7.0)       (3.0)       (4.0)	1H         2H         Total         1H         2H         Total           129.5         132.5         262.0         129.5         122.5         252.0           165.0         175.0         340.0         165.0         175.0         340.0           45.5         48.5         94.0         45.5         48.5         94.0           340.0         356.0         696.0         340.0         346.0         686.0           76.0         74.0         150.0         76.0         74.0         150.0           30.0         34.0         64.0         30.0         34.0         64.0           446.0         464.0         910.0         446.0         454.0         900.0           13.0         15.5         28.5         14.0         14.5         28.5           17.5         13.5         31.0         18.5         12.5         31.0           2.5         5.0         7.5         2.5         5.0         7.5           (3.0)         (4.0)         (7.0)         (3.0)         (4.0)         (7.0)	1H         2H         Total         1H         2H         Total         1H           129.5         132.5         262.0         129.5         122.5         252.0         0.0           165.0         175.0         340.0         165.0         175.0         340.0         0.0           45.5         48.5         94.0         45.5         48.5         94.0         0.0           340.0         356.0         696.0         340.0         346.0         686.0         0.0           76.0         74.0         150.0         76.0         74.0         150.0         0.0           30.0         34.0         64.0         30.0         34.0         64.0         0.0           446.0         464.0         910.0         446.0         454.0         900.0         0.0           17.5         13.5         31.0         18.5         12.5         31.0         +1.0           2.5         5.0         7.5         2.5         5.0         7.5         0.0           (3.0)         (4.0)         (7.0)         (3.0)         (4.0)         (7.0)         0.0	1H         2H         Total         1H         2H         Total         1H         2H           129.5         132.5         262.0         129.5         122.5         252.0         0.0         -10.0           165.0         175.0         340.0         165.0         175.0         340.0         0.0         0.0           45.5         48.5         94.0         45.5         48.5         94.0         0.0         0.0           340.0         356.0         696.0         340.0         346.0         686.0         0.0         -10.0           76.0         74.0         150.0         76.0         74.0         150.0         0.0         0.0           30.0         34.0         64.0         30.0         34.0         64.0         0.0         0.0           446.0         464.0         910.0         446.0         454.0         900.0         0.0         -10.0           17.5         13.5         31.0         18.5         12.5         31.0         +1.0         -1.0           2.5         5.0         7.5         2.5         5.0         7.5         0.0         0.0           (3.0)         (4.0)         (7.0)         (3.0

<sup>\*</sup> Announced on May 9, 2019



#### Historical Financial Indicators

	FY15	FY16	FY17	FY18	FY19	
	Actual	Actual	Actual <sup>*6</sup>	Actual	Outlook	ı
ROE <sup>*1</sup>	10.6%	15.7%	12.5%	11.2%	10%	
ROIC *2	12.7%	10.0%	11.2%	9.3%	9%	
EBITDA *3 (Billions of Yen)	106.0	95.8	115.5	107.6	115.0	ı
Earnings per share *4 (Yen)	158.1	254.9	231.3	232.4	213.7	
Dividends per share *4 (Yen)	35	55	60	<b>70</b> *	60	ı
			* ¥	Including a co 10 per share f	mmemorative or our founding	dividend of g centennial
Total assets (Billions of Yen)	823.4	964.1	982.0	1,020.7	1,070.0	
Interest-bearing debt (Billions of Yen)	303.3	376.2	344.2	369.2	380.0	
D/E ratio *5	1.01	1.11	0.88	0.90	0.9	
Shareholders' equity ratio	36.4%	35.1%	40.0%	40.2%	41%	

<sup>\*1</sup> ROE= Profit attributable to owners of parent / Shareholders' equity

<sup>\*2</sup> ROIC based on operating income = Operating income / invested capital ( Net assets + Interest-bearing debt – Cash and deposits )

<sup>\*3</sup> EBITDA = Operating income + Depreciation & amortization

<sup>\*4</sup> Reflecting the impact of the consolidation of shares

<sup>\*5</sup> D/E ratio = Interest-bearing debt / Total shareholders' equity

<sup>\*6</sup> Teijin has adopted the "Partial Amendments to Accounting Standard for Tax Effect Accounting, etc." (ASBJ Statement No. 28, February 16, 2018) from FY2018. Results for FY2017 have been adjusted to reflect the retrospective application of the new accounting standard.



Polyester Film business companies transfer (published at. May 22, 2019)

## Agreed to transfer subsidiaries engaged in Film Business to Toyobo Co., Ltd

## Overview of the transfer

- Teijin Film Solutions Limited (Net sales: 26.1 billions of Yen, FY ended Dec. 2018)
- P.T. Indonesia Teijin Film Solution (Net sales: 25 million USD, FY ended Dec. 2018)
- Transfer price: approximately 10 billions of Yen

(it will be determined after the required adjustment until the transfer date.)

#### Schedule

- Execution of the agreement: May 22, 2019
- The transfer is expected to be completed on October 1, 2019

## **Expected effects**

- Further growth of these two film businesses companies.
- Optimize capital efficiency in the Teijin Group toward achieving our long-term vision



Sales of Principal Pharmaceuticals in Japan

				FY2018			FY2019
Product	Target disease	1Q AprJuneJ	2Q uly-Sept.	3Q OctDec. J	4Q anMar.	Total	1Q AprJune
FEBURIC®	Hyperuricemia and gout	8.7	8.7	10.2	8.2	35.8	9.9
Bonalon®*1	Osteoporosis	2.6	2.5	2.7	2.2	10.0	2.5
Onealfa®	Osteoporosis	0.5	0.4	0.4	0.4	1.7	0.4
Venilon <sup>®</sup>	Severe infection	1.3	1.3	1.4	1.2	5.3	1.6
Mucosolvan <sup>®</sup>	Expectorant	1.0	1.0	1.2	0.9	4.1	0.9
Somatuline <sup>®*2</sup>	Acromegaly and pituitary gigantism, gastroentero-pancreatic neuroendocrine tumors	0.8	0.9	1.0	1.0	3.7	1.1
LOQOA®	osteoarthritis pain and inflammation	0.5	0.5	0.6	0.4	2.0	0.6
Laxoberon <sup>®</sup>	Laxative	0.4	0.3	0.3	0.3	1.3	0.3
Tricor <sup>®</sup>	Hyperlipidemia	0.3	0.2	0.2	0.1	0.8	0.1
Alvesco®	Asthma	0.3	0.3	0.3	0.3	1.1	0.3

<sup>\*1</sup> Bonalon® is the registered trademark of Merck Sharp & Dohme Corp., U.S.A.

<sup>\*2</sup> *Somatuline*\* is the registered trademark of Ipsen Pharma, France.



### Development status by therapeutic area

(As of June 30, 2019)

\* Information of Approved/New Launch is for the past 1 year

	Phase of Clinical Trials						
	PhaseII	PhaseIII	Filed for Approval	Approved/ * New Launch			
Bone and joint disease	KTP-001	ITM-058 NT 201					
Respiratory disease	PTR-36						
Cardio-vascular and metabolic disease	TCF-12 TMX-049 TMX-049DN TMX-67HK <sup>*1</sup>	ITM-014T		TMX-67 (PRC) *2 STM-279*3			
Others	JTR-161* <sup>4</sup>	GGS-MPA <sup>*5</sup>	GGS-CIDP <sup>*5</sup> GGS-ON <sup>*5</sup>				

<sup>\*1</sup> Started Phase II trials in July 2018 for an additional indication of FEBURIC® (febuxostat) for gout and hyperuricemia in pediatric patients

<sup>\*2</sup> In September 2018, TMX-67 (PRC) obtained approval in the PRC for an indication for the treatment of hyperuricemia in gout patients

<sup>\*3</sup> Obtained marketing approval for adenosine deaminase (ADA) deficiency in March 2019

<sup>\*4</sup> Started Phase I/II trials in October 2018 for obtaining an indication for acute cerebral infarction (stroke)

<sup>\*5</sup> Currently under development as an additional indication of Venilon®



### **♦**

## Newly developed pharmaceutical candidates

(As of June 30, 2019)

## [ Approved/New Launch ]

Code No. (Generic name)	Target disease	Medical properties/characteristics	Dosage form	Remarks
TMX-67 (febuxostat)	Gout	Licensing out of febuxostat for sale in the PRC. A highly potent drug that selectively inhibits xanthine oxidase and is also available for patients with impaired renal function who may be unable to tolerate existing treatments.	Tablet	Under joint development with Astellas Pharma China, Inc. Approved in September 2018
STM-279 (Elapegademase (genetical recombination))	Adenosine deaminase (ADA) deficiency	Polyethylene glycol recombinant bovine adenosine deaminase; an injectable recombinant ADA for patients with ADA deficiency that prevents the reduction in lymphocytes. It is expected to prevent the onset of severe combined immune deficiency (SCID).	Injection	Licensed in from Leadiant Biosciences Limited (U.K.) Approved in March 2019

### [FILED]

Code No. (Generic name)	Target disease	Medical properties/characteristics	Dosage form	Remarks
GGS-CIDP (freeze-dried sulfonated human immunoglobulin)	Chronic inflammatory demyelinating polyneuropathy	Immunoregulatory action inhibits inflammation of the peripheral nerves; Expected as a treatment that will restore lost muscle strength.	Injection	Under joint development with KM Biologics Co., Ltd. (Additional indication) Filed in September 2018
GGS-ON (freeze-dried sulfonated human immunoglobulin)	Optic neuritis	The immunoregulatory mechanism of this drug inhibits inflammation of the optic nerve; being expected to restore lost visual function.	Injection	Under joint development with KM Biologics Co., Ltd. (Additional indication) Filed in March 2019





## Newly developed pharmaceutical candidates

(As of June 30, 2019)

## [ PHASE III ]

Code No. (Generic name)	Target disease	Medical properties/characteristics	Dosage form	Remarks
ITM-058 (Abaloparatide acetate)	Osteoporosis	Promising for treatment of osteoporosis with potency in promoting bone formation, resulting in a rapid increase in bone density and reduction in the risk of bone fracture. Superior to existing PTH derived drugs, having ability to increase bone density and its safety (minimal risk of hypercalcemia).	Injection	Licensed in from Ipsen Pharma, France
NT 201 (Incobotulinumt oxin A)	Upper and lower limb spasticity	Promising for relaxation and improvement of excessive skeletal-muscular tension caused by upper and lower limb spasticity, through the muscle relaxant action of pure botulinum neurotoxin type A1.	Injection	Licensed in from with Merz Pharma GmbH & Co. KGaA (Germany)
ITM-014T (lanreotide acetate)	Thyroid stimulating hormone-secreting pituitary tumors	Promising for normalization of thyroid function through the following actions: induction of apoptosis via the somatostatin receptor (direct action) and the control of secretion of cellular growth factor (indirect action)	Injection	Licensed in from Ipsen Pharma, France (Additional indication)
GGS-MPA (freeze-dried sulfonated human immunoglobulin)	Microscopic polyangiitis	Anti-inflammatory and immunoregulatory actions mitigate autoimmune vasculitis; also promising as a treatment for mononeuritis multiplex, a neuropathic disorder that is not alleviated by standard therapies.	Injection	Under joint development with KM Biologics Co., Ltd. (Additional indication)



## Newly developed pharmaceutical candidates

(As of June 30, 2019)

## [ PHASE II ]

Code No.	Target disease	Medical properties/characteristics	Dosage form	Remarks
KTP-001	Lumbar disc herniation	Chemonucleolysis treatment for herniated lumbar discs; a recombinant human protease—identical in structure to matrix metalloprotease, which promotes the spontaneous regression of herniated discs—this drug minimizes the risk of allergic reaction and facilitates the selective treatment of affected discs, thus reducing damage to surrounding tissue and enhancing the viability of this procedure as a minimally invasive alternative to surgery.	Injection	Engineered by Professor Hirotaka Haro and Dr. Hiromichi Komori Under joint development with Kaketsuken
PTR-36	Bronchial asthma	A CRTh2 receptor antagonist, a novel mechanism to control symptoms of asthma, facilitating effective long-term management of the disease; expected to use as a monotherapy for mild asthma patients and concomitant use with inhaled steroid for mild to severe asthma patients, delivering sufficient therapeutic value for patients with	Tablet	Licensed in from Pulmagen Therapeutics (Asthma) Limited
TCF-12	Chronic kidney disease	A fibrous adsorption charcoal for alleviating uremia symptoms in chronic kidney disease (progressive) and delaying the onset of end-stage renal disease (ESRD) based on its high adsorption capacity for uremic toxins, along with improving medication adherence due to a reduced dosage.	Capsule	Developed in-house
TMX-049	Hyperuricemia and gout	A novel non-purine xanthine oxidase inhibitor; as a new treatment for hyperuricemia and gout that is both highly effective and safe.	Tablet	Developed in-house
TMX-049DN	Diabetic nephropathy in Type 2 diabetes	A novel non-purine xanthine oxidase inhibitor; expected to prevent the progression of nephropathy, as a new treatment for diabetic nephropathy	Tablet	Developed in-house



[ PHASE II ]

## Newly developed pharmaceutical candidates

(As of June 30, 2019)

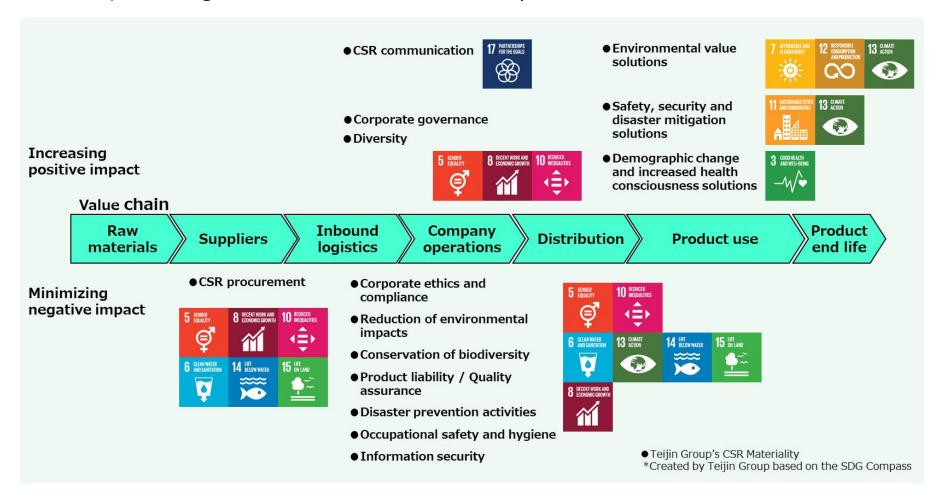
Code No.	Target disease	Medical properties/characteristics	Dosage form	Remarks
TMX-67HK (febuxostat)	Pediatric gout and hyperuricemia	Trials to establish the appropriate dosage and administration of FEBURIC® for pediatric patients with gout and hyperuricemia.	Tablet	Developed in-house
		Promising for improving and maintaining appropriate levels of serum uric acid in pediatric patients through its potent effect in selectively inhibiting xanthine oxidase.		
JTR-161	Acute cerebral infarction (stroke)	A processed allogenic human stem cell product derived from dental pulp separated from extracted teeth of healthy Japanese people. Compared with cells sourced from bone marrow, etc., this process is less invasive and cells can be procured inside Japan.	Injection	Under joint development with JCR Pharmaceuticals Co., Ltd.
		It is expected to be effective for suppressing inflammation through the production of immunomodulators, and protecting and promoting regeneration of organs through the production of nutritional factors.		



#### Non-financial Information

#### Teijin Group's CSR Materiality and SDGs

Teijin Group is taking active steps on a global level to define CSR materiality (material issues), referring to the social issues identified by the SDGs.





#### Non-financial Information

#### Teijin Group's CSR Materiality and SDGs

### Teijin Group's initiatives to achieve the SDGs

<Core priority fields and products and services >

<Topics>

**Environmental Value** Solutions

Weight-reducing materials and

components through multiple

Safety, Security and **Disaster Mitigation** Solutions

**Demographic Change** and Increased Health Consciousness Solutions



Ultra-lightweight Ceiling Material kal-ten



Comprehensive community healthcare systems VitalLink































#### Teiiin Joins TCFD Consortium to **Help Promote Climate-related Financial Disclosures**







The Teijin Group recognizes that its business activities have an impact on the environment and it has been working towards finding a variety of solutions. In the process, the Teijin Group has been continuously seeking to make a contribution to a "low-carbon society." a contribution to a "recycling-based society," and a contribution to a "society to preserve the global environment" through its businesses.

Against this backdrop, in March 2019, the Teijin Group announced its support for the recommendations of the Task Force on Climate-related Financial Disclosures (TCFD), which was established by the Financial Stability Board. Accordingly, the Teijin Group will strive to enhance disclosure of information regarding opportunities and risks from climate change for Teijin's operations. In addition, on May 27, 2019, the TCFD Consortium\* was inaugurated in unison by companies, financial institutions and other entities that support the TCFD recommendations. This consortium will serve as a forum for holding discussions on effective corporate information disclosure and measures to ensure that the disclosed information is used to support the investment decisions of financial institutions, and other entities. The Teijin Group has also joined the TCFD Consortium.

<sup>&</sup>quot;TCFD Consortium to be inaugurated" (Ministry of Economy, Trade and Industry website) https://www.meti.go.jp/press/2019/05/20190521003/20190521003.html



#### Non-financial Information

#### **ESG External Evaluation**

#### Selected as a component stock of all four ESG indexes of GPIF

Teijin Limited has been included in all four indexes selected by Government Pension Investment Fund (GPIF) of Japan upon commencing ESG investment.

The four indexes are FTSE Blossom Japan Index, MSCI Japan ESG Select Leaders Index, MSCI Japan Empowering Women Index (WIN) and S&P/JPX Carbon Efficient Index.



MSCI

2018 Constituent MSCI Japan ESG Select Leaders Index





Selected for inclusion in three programs as a stock with excellent ESG-related features (Jointly organized by the Ministry of Economy, Trade and Industry and the Tokyo Stock Exchange)

"Nadeshiko"

"White 500"

"Competitive IT Strategy Company"

Encouraging women's success in the workplace

Promoting health and productivity management

Promoting the use of IT









**Human Chemistry, Human Solutions**