

FYE March 2013
Financial Briefing
Supplemental Data

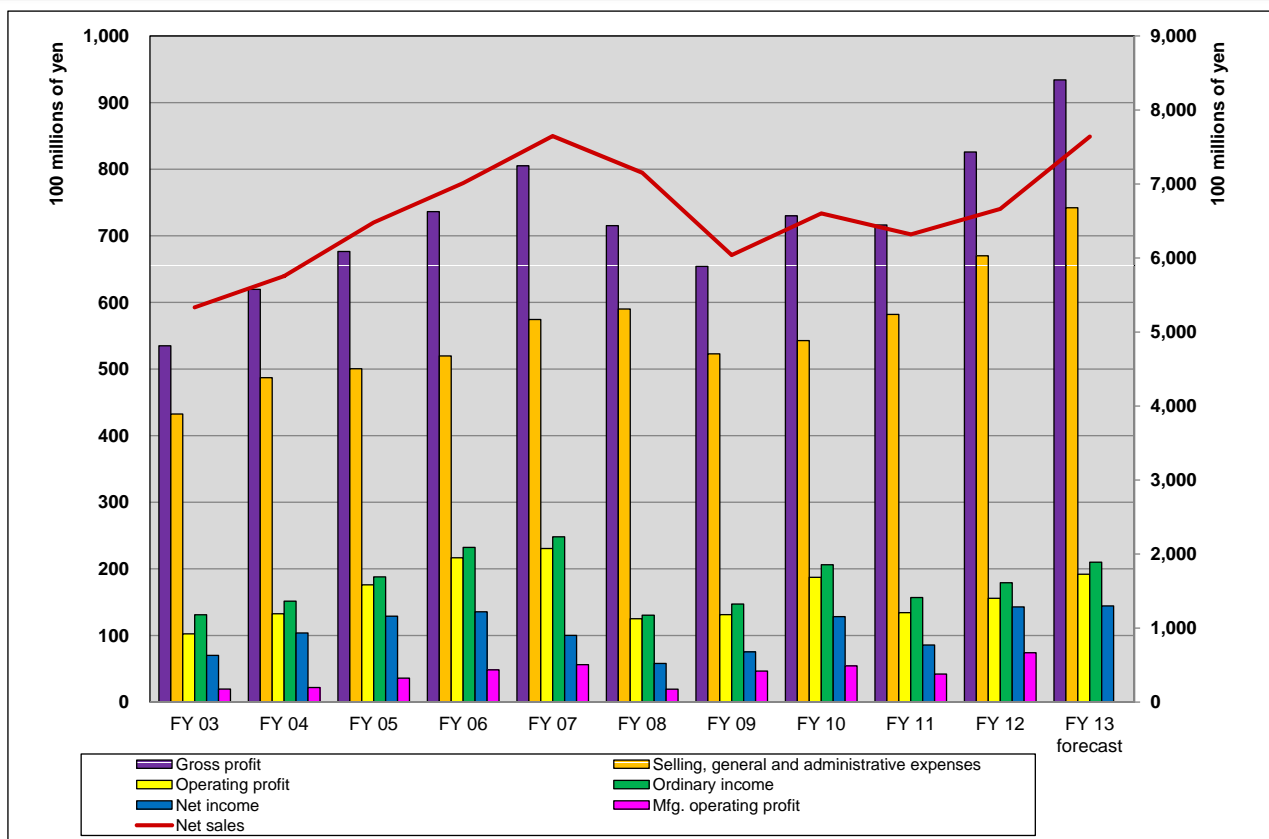
**A Technology and Intelligence Oriented Company
that Turns Wisdom into Business**

NAGASE & CO., LTD.

May 27, 2013

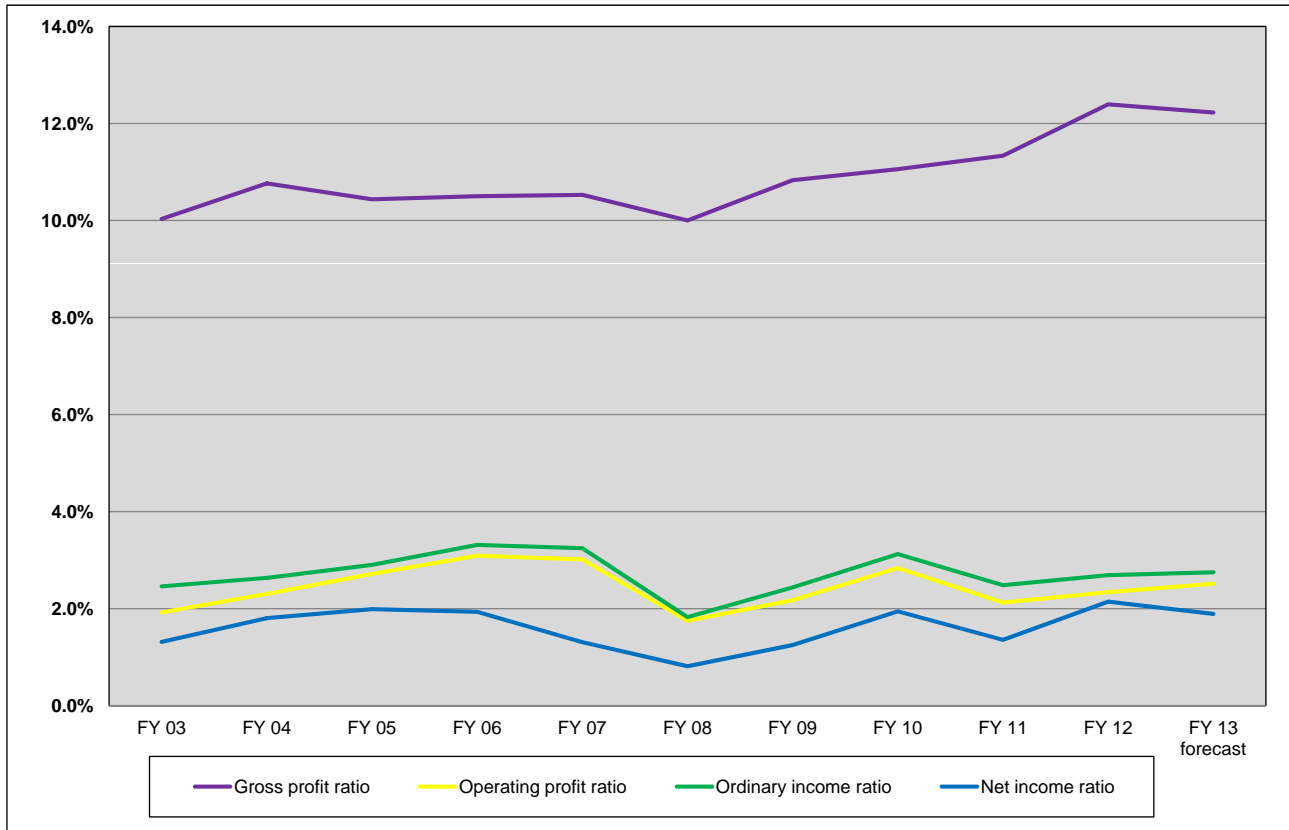
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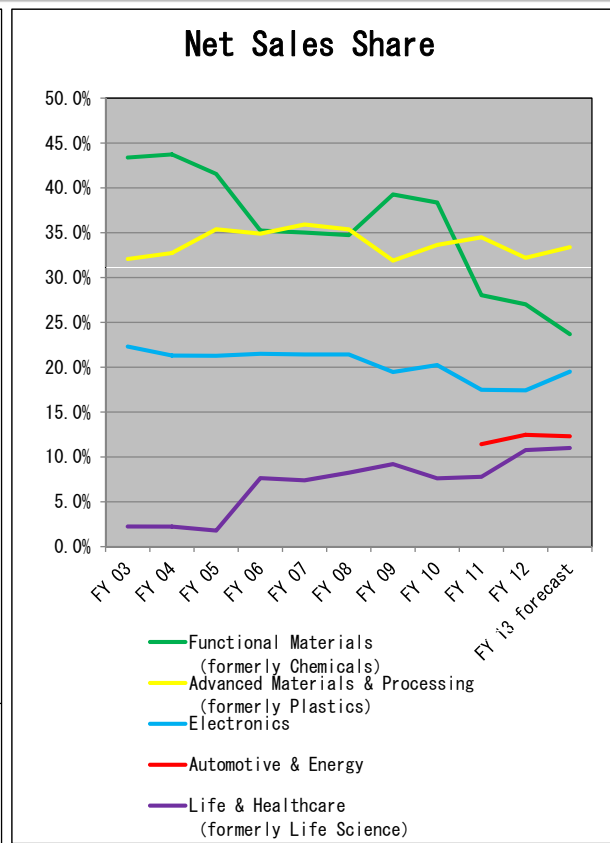
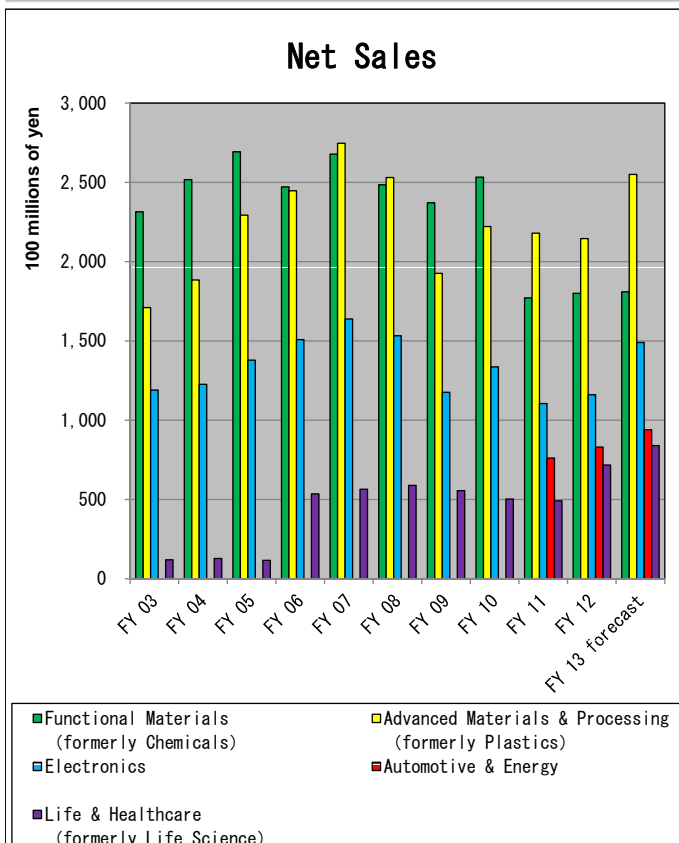


(Millions of yen)

	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13 forecast
Net sales	533,301	575,636	648,023	701,321	764,755	715,238	603,949	660,213	631,854	666,272	764,000
Gross profit	53,494	61,960	67,640	73,639	80,506	71,527	65,415	73,008	71,628	82,583	93,400
Selling, general and administrative expenses	43,250	48,704	50,043	51,970	57,443	59,004	52,286	54,276	58,200	67,004	74,200
Operating profit	10,244	13,256	17,596	21,669	23,063	12,522	13,128	18,732	13,427	15,578	19,200
Ordinary income	13,110	15,158	18,798	23,231	24,823	13,052	14,712	20,625	15,690	17,927	21,000
Net income	7,010	10,384	12,892	13,567	10,005	5,808	7,537	12,823	8,570	14,182	14,500
Mfg. operating profit	1,963	2,181	3,599	4,835	5,616	1,940	4,651	5,434	4,209	5,803	—
Mfg. ratio(operating profit)	19.2%	16.5%	20.5%	22.3%	24.4%	15.5%	35.4%	29.0%	31.3%	37.3%	—



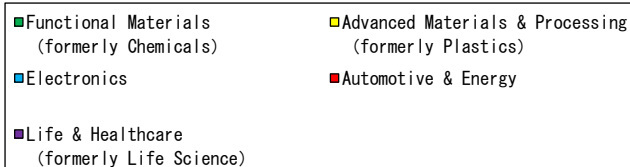
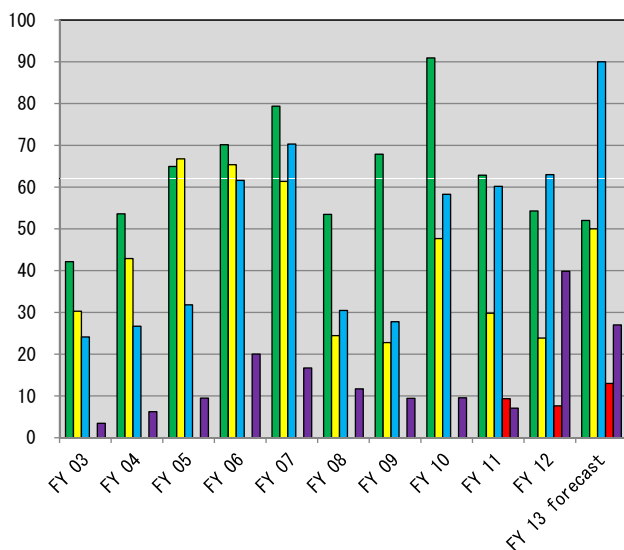
	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13 forecast
Gross profit ratio	10.0%	10.8%	10.4%	10.5%	10.5%	10.0%	10.8%	11.1%	11.3%	12.4%	12.2%
Operating profit ratio	1.9%	2.3%	2.7%	3.1%	3.0%	1.8%	2.2%	2.8%	2.1%	2.3%	2.5%
Ordinary income ratio	2.5%	2.6%	2.9%	3.3%	3.2%	1.8%	2.4%	3.1%	2.5%	2.7%	2.7%
Net income ratio	1.3%	1.8%	2.0%	1.9%	1.3%	0.8%	1.2%	1.9%	1.4%	2.1%	1.9%



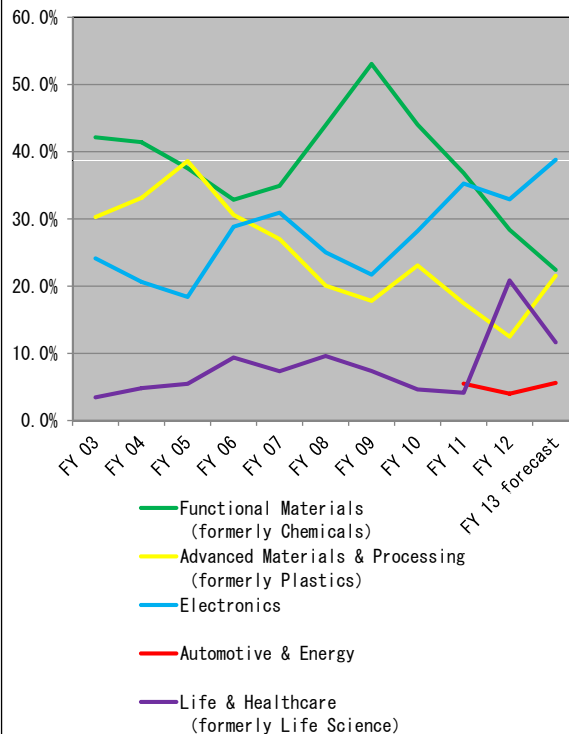
(Millions of yen)

		FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13 forecast	
Net Sales	Functional Materials (formerly Chemicals)	231,360	251,725	269,263	247,094	267,836	248,461	237,124	253,290	177,126	180,025	181,000	
	Advanced Materials & Processing (formerly Plastics)	170,996	188,456	229,278	244,681	274,660	253,029	192,569	222,100	217,930	214,546	255,000	
	Electronics	118,978	122,632	137,867	150,796	163,833	153,255	117,591	133,640	110,496	116,105	149,000	
	Automotive & Energy	-	-	-	-	-	-	-	-	-	76,114	83,068	94,000
	Life & Healthcare (formerly Life Science)	11,966	12,821	11,614	53,556	56,489	58,905	55,542	50,247	49,170	71,685	84,000	
	Other	-	-	-	5,191	1,934	1,585	1,121	934	1,018	841	1,000	
	Total	533,301	575,636	648,023	701,321	764,755	715,238	603,949	660,213	631,854	666,272	764,000	
Net Sales Share	Functional Materials (formerly Chemicals)	43.4%	43.7%	41.6%	35.2%	35.0%	34.7%	39.3%	38.4%	28.0%	27.0%	23.7%	
	Advanced Materials & Processing (formerly Plastics)	32.1%	32.7%	35.4%	34.9%	35.9%	35.4%	31.9%	33.6%	34.5%	32.2%	33.4%	
	Electronics	22.3%	21.3%	21.3%	21.5%	21.4%	21.4%	19.5%	20.2%	17.5%	17.4%	19.5%	
	Automotive & Energy	-	-	-	-	-	-	-	-	-	11.4%	12.5%	12.3%
	Life & Healthcare (formerly Life Science)	2.2%	2.2%	1.8%	7.6%	7.4%	8.2%	9.2%	7.6%	7.8%	10.8%	11.0%	
	Other	-	-	-	0.7%	0.3%	0.2%	0.2%	0.1%	0.2%	0.1%	0.1%	
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Operating Profit by Segment

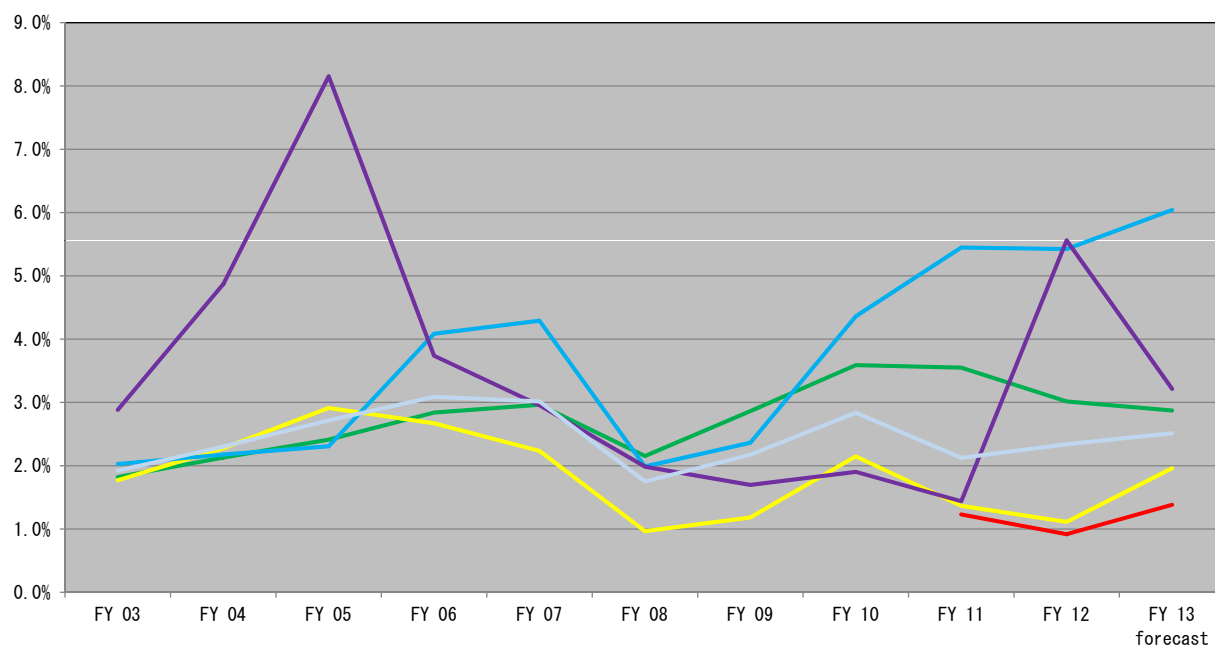


Operating Profit Ratio by Segment



(Millions of yen)

		FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13 forecast
Operating Profit by Segment	Functional Materials (formerly Chemicals)	4,214	5,360	6,495	7,015	7,938	5,346	6,787	9,093	6,286	5,428	5,200
	Advanced Materials & Processing (formerly Plastics)	3,027	4,288	6,677	6,535	6,138	2,443	2,277	4,767	2,980	2,386	5,000
	Electronics	2,412	2,669	3,182	6,161	7,031	3,046	2,778	5,827	6,019	6,297	9,000
	Automotive & Energy	-	-	-	-	-	-	-	-	936	763	1,300
	Life & Healthcare (formerly Life Science)	345	624	947	2,002	1,669	1,169	942	956	707	3,986	2,700
	Other	-	-	-	-358	-41	162	5	13	141	265	-
	Sub total	9,999	12,942	17,301	21,356	22,736	12,168	12,791	20,659	17,069	19,127	23,200
	Corporate/Eliminations	244	313	295	312	326	353	336	-1,927	-3,642	-3,549	-4,000
Total	10,244	13,256	17,596	21,669	23,063	12,522	13,128	18,732	13,427	15,578	19,200	
Operating Profit Ratio by Segment	Functional Materials (formerly Chemicals)	42.1%	41.4%	37.5%	32.8%	34.9%	43.9%	53.1%	44.0%	36.8%	28.4%	22.4%
	Advanced Materials & Processing (formerly Plastics)	30.3%	33.1%	38.6%	30.6%	27.0%	20.1%	17.8%	23.1%	17.5%	12.5%	21.6%
	Electronics	24.1%	20.6%	18.4%	28.8%	30.9%	25.0%	21.7%	28.2%	35.3%	32.9%	38.8%
	Automotive & Energy	-	-	-	-	-	-	-	-	5.5%	4.0%	5.6%
	Life & Healthcare (formerly Life Science)	3.5%	4.8%	5.5%	9.4%	7.3%	9.6%	7.4%	4.6%	4.1%	20.8%	11.6%
	Other	-	-	-	-1.7%	-0.2%	1.3%	0.0%	0.1%	0.8%	1.4%	-
	Functional Materials (formerly Chemicals)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



Functional Materials
(formerly Chemicals)

Advanced Materials & Processing
(formerly Plastics)

Electronics

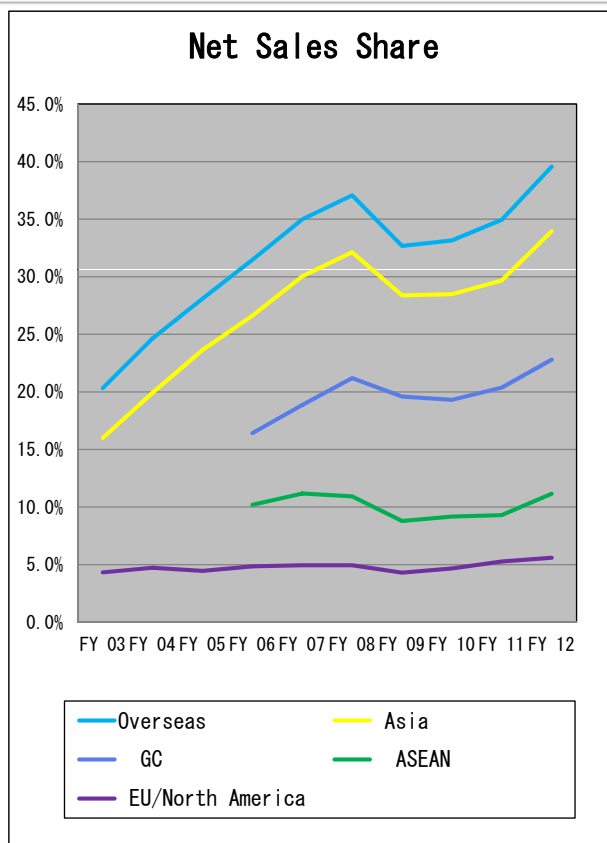
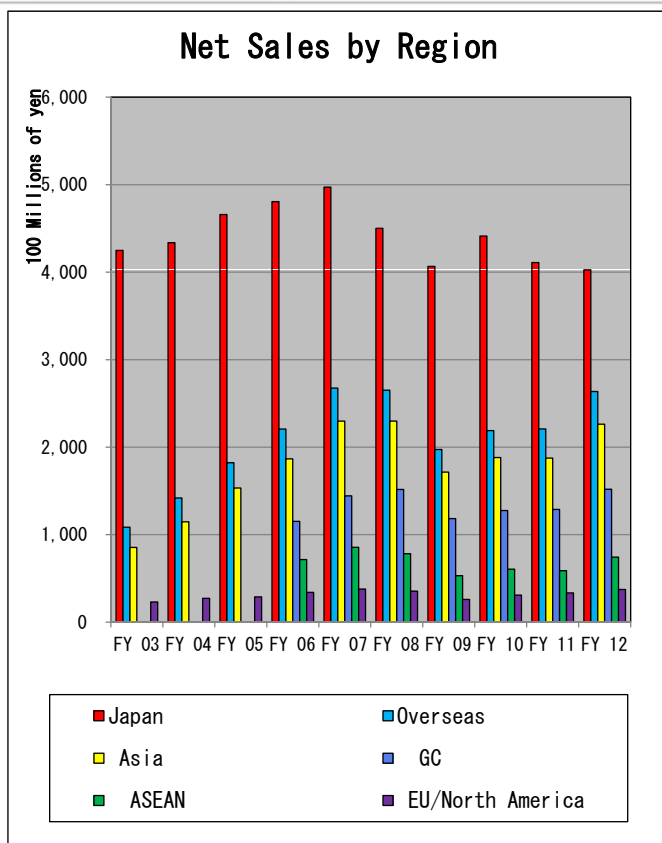
Automotive & Energy

Life & Healthcare
(formerly Life Science)

Total

(Millions of yen)

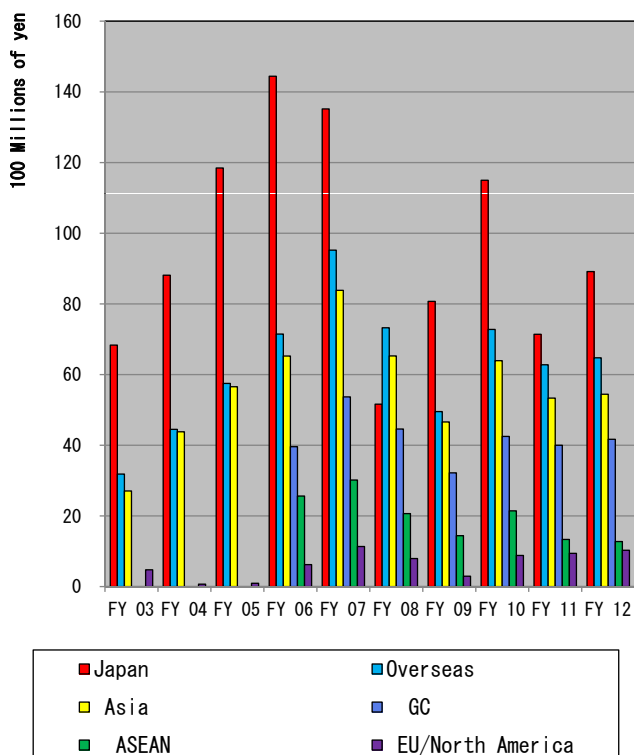
	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13 forecast
Functional Materials (formerly Chemicals)	1.8%	2.1%	2.4%	2.8%	3.0%	2.2%	2.9%	3.6%	3.5%	3.0%	2.9%
Advanced Materials & Processing (formerly Plastics)	1.8%	2.3%	2.9%	2.7%	2.2%	1.0%	1.2%	2.1%	1.4%	1.1%	2.0%
Electronics	2.0%	2.2%	2.3%	4.1%	4.3%	2.0%	2.4%	4.4%	5.4%	5.4%	6.0%
Automotive & Energy	-	-	-	-	-	-	-	-	1.2%	0.9%	1.4%
Life & Healthcare (formerly Life Science)	2.9%	4.9%	8.2%	3.7%	3.0%	2.0%	1.7%	1.9%	1.4%	5.6%	3.2%
Other	-	-	-	-6.9%	-2.1%	10.2%	0.4%	1.4%	13.9%	31.5%	-
Total	1.9%	2.3%	2.7%	3.1%	3.0%	1.8%	2.2%	2.8%	2.1%	2.3%	2.5%



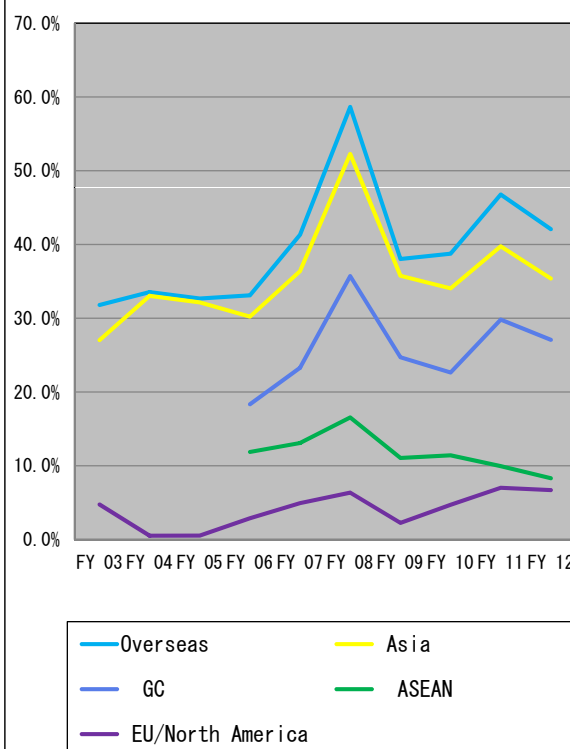
(Millions of yen)

		FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Net Sales	Japan	424,855	433,709	465,888	480,645	497,196	450,101	406,568	441,289	411,025	402,706
	Overseas	108,446	141,927	182,135	220,676	267,559	265,137	197,381	218,924	220,830	263,566
	Asia	85,356	114,719	153,229	186,654	229,746	229,782	171,411	188,095	187,487	226,237
	GC	-	-	-	115,139	144,282	151,622	118,337	127,506	128,746	151,945
	ASEAN	-	-	-	71,515	85,464	78,160	53,074	60,589	58,741	74,292
	EU/North America	23,089	27,205	28,904	34,021	37,810	35,353	25,969	30,829	33,342	37,329
	Total	533,301	575,636	648,023	701,321	764,755	715,238	603,949	660,213	631,854	666,272
Net Sales Share	Overseas	20.3%	24.7%	28.1%	31.5%	35.0%	37.1%	32.7%	33.2%	34.9%	39.6%
	Asia	16.0%	19.9%	23.6%	26.6%	30.0%	32.1%	28.4%	28.5%	29.7%	34.0%
	GC	-	-	-	16.4%	18.9%	21.2%	19.6%	19.3%	20.4%	22.8%
	ASEAN	-	-	-	10.2%	11.2%	10.9%	8.8%	9.2%	9.3%	11.2%
	EU/North America	4.3%	4.7%	4.5%	4.9%	4.9%	4.9%	4.3%	4.7%	5.3%	5.6%

Operating Profit by Region

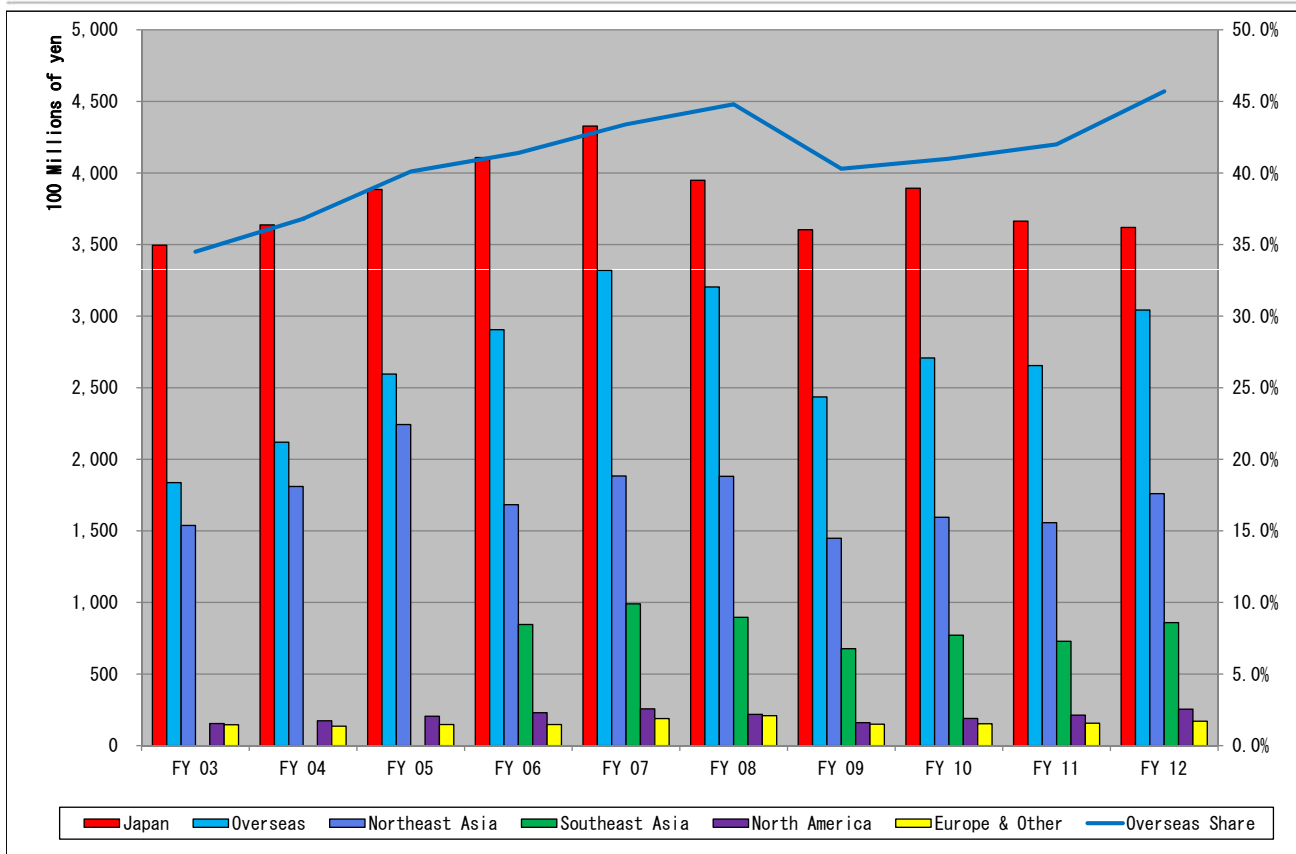


Operating Profit Share



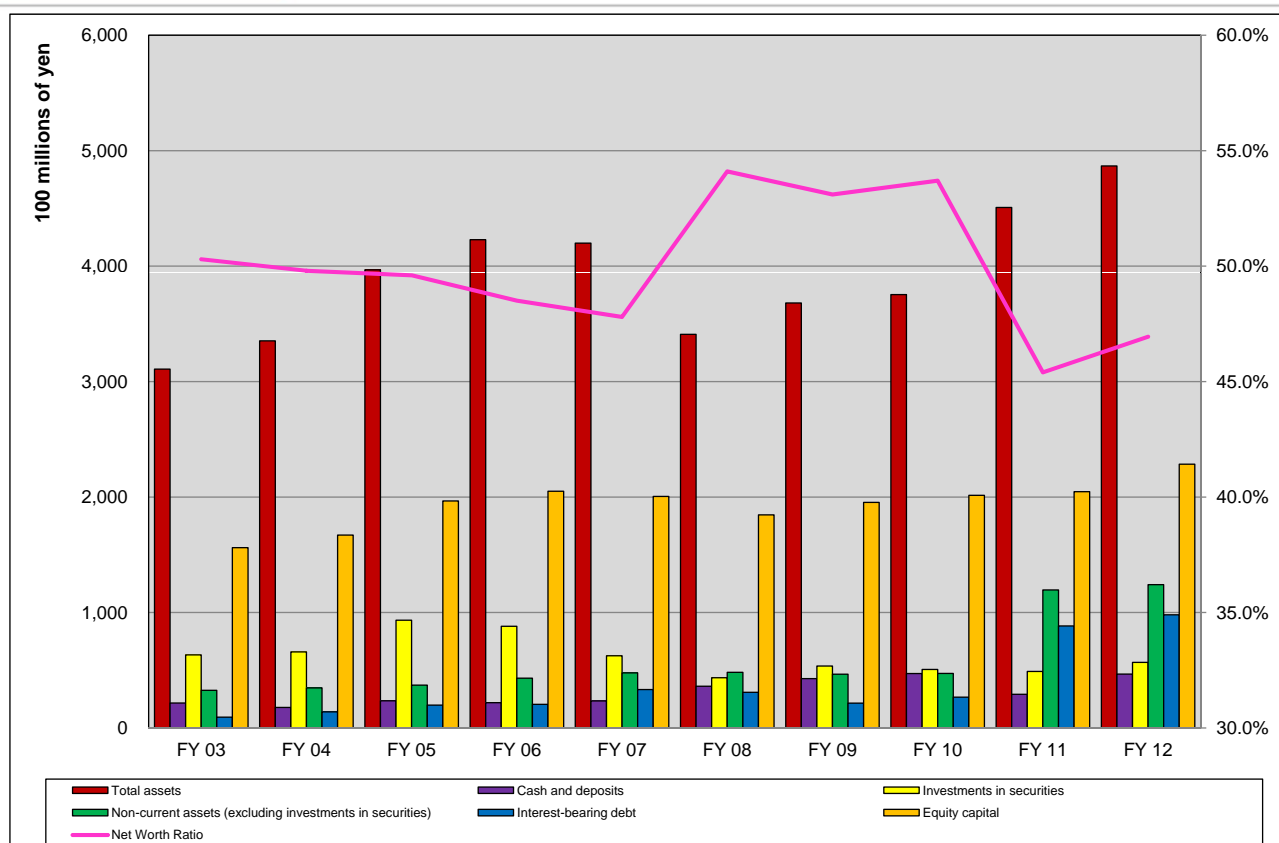
(Millions of yen)

		FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Operating Profit by Segment	Japan	6,833	8,813	11,847	14,442	13,517	5,164	8,072	11,500	7,141	8,916
	Overseas	3,185	4,449	5,750	7,148	9,522	7,325	4,954	7,277	6,277	6,475
	Asia	2,708	4,381	5,656	6,524	8,384	6,527	4,658	6,394	5,334	5,445
	GC	-	-	-	3,960	5,368	4,460	3,218	4,251	4,000	4,168
	ASEAN	-	-	-	2,564	3,016	2,067	1,440	2,143	1,334	1,277
	EU/North America	476	68	93	621	1,135	794	294	883	942	1,030
	Sub total	10,018	13,262	17,597	21,590	23,039	12,489	13,026	18,777	13,418	15,391
	Corporate/Eliminations	225	-6	0	79	23	33	102	-45	9	187
Total	10,244	13,256	17,596	21,669	23,063	12,522	13,128	18,732	13,427	15,578	
Operating Profit Ratio by Segment	Overseas	31.8%	33.5%	32.7%	33.1%	41.3%	58.7%	38.0%	38.8%	46.8%	42.1%
	Asia	27.0%	33.0%	32.1%	30.2%	36.4%	52.3%	35.8%	34.1%	39.8%	35.4%
	GC	-	-	-	18.3%	23.3%	35.7%	24.7%	22.6%	29.8%	27.1%
	ASEAN	-	-	-	11.9%	13.1%	16.6%	11.1%	11.4%	9.9%	8.3%
	EU/North America	4.8%	0.5%	0.5%	2.9%	4.9%	6.4%	2.3%	4.7%	7.0%	6.7%



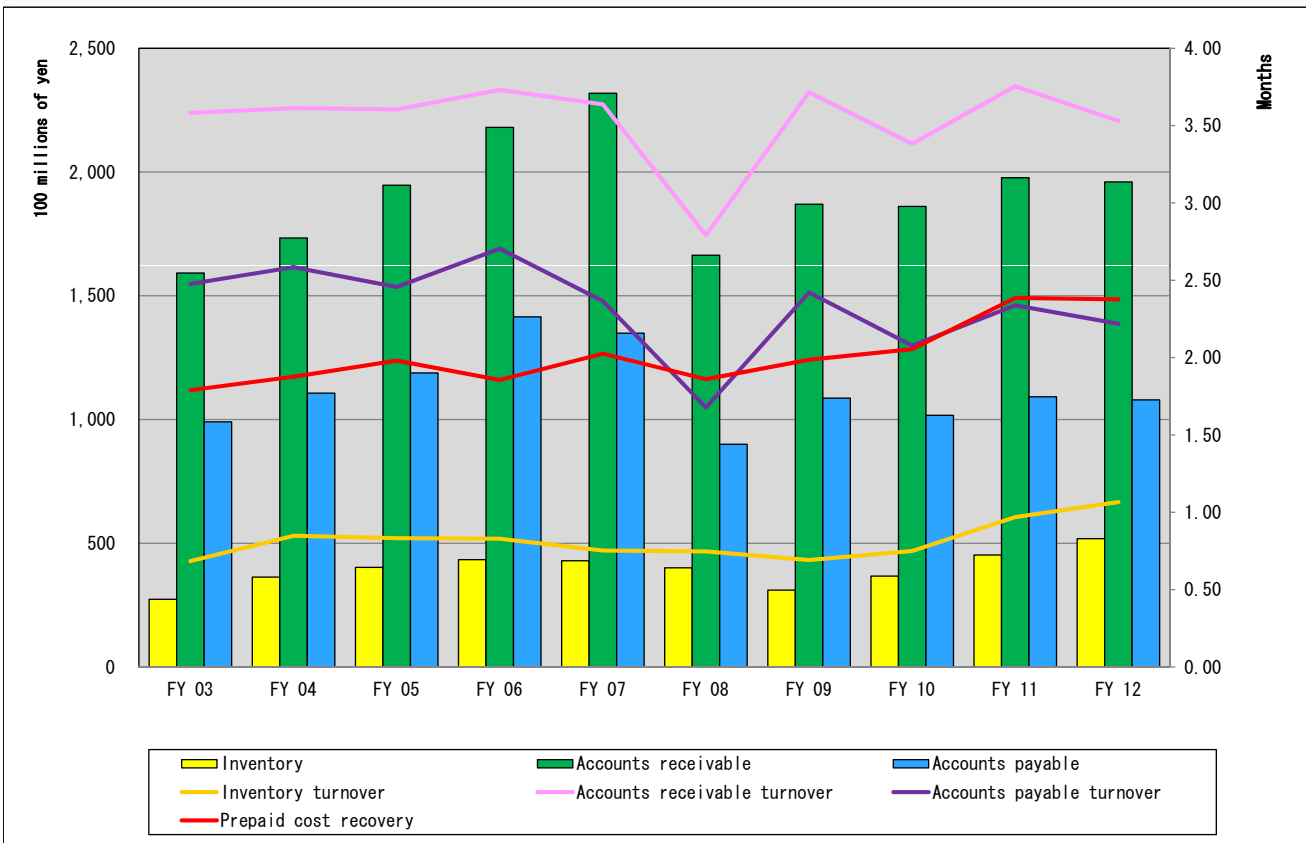
(Millions of yen)

	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Japan	349,557	363,708	388,470	410,789	432,813	394,874	360,382	389,380	366,369	361,971
Overseas	183,744	211,928	259,553	290,532	331,942	320,364	243,567	270,833	265,484	304,301
Northeast Asia				168,274	188,305	188,082	144,860	159,485	155,692	175,965
Southeast Asia	153,751	181,010	224,273	84,594	99,041	89,577	67,715	77,144	72,882	85,881
North America	15,397	17,373	20,537	22,947	25,686	21,783	16,018	18,974	21,236	25,423
Europe & Other	14,594	13,544	14,742	14,715	18,908	20,921	14,973	15,229	15,673	17,031
Total	533,301	575,636	648,023	701,321	764,755	715,238	603,949	660,213	631,854	666,272
Overseas Share	34.5%	36.8%	40.1%	41.4%	43.4%	44.8%	40.3%	41.0%	42.0%	45.7%



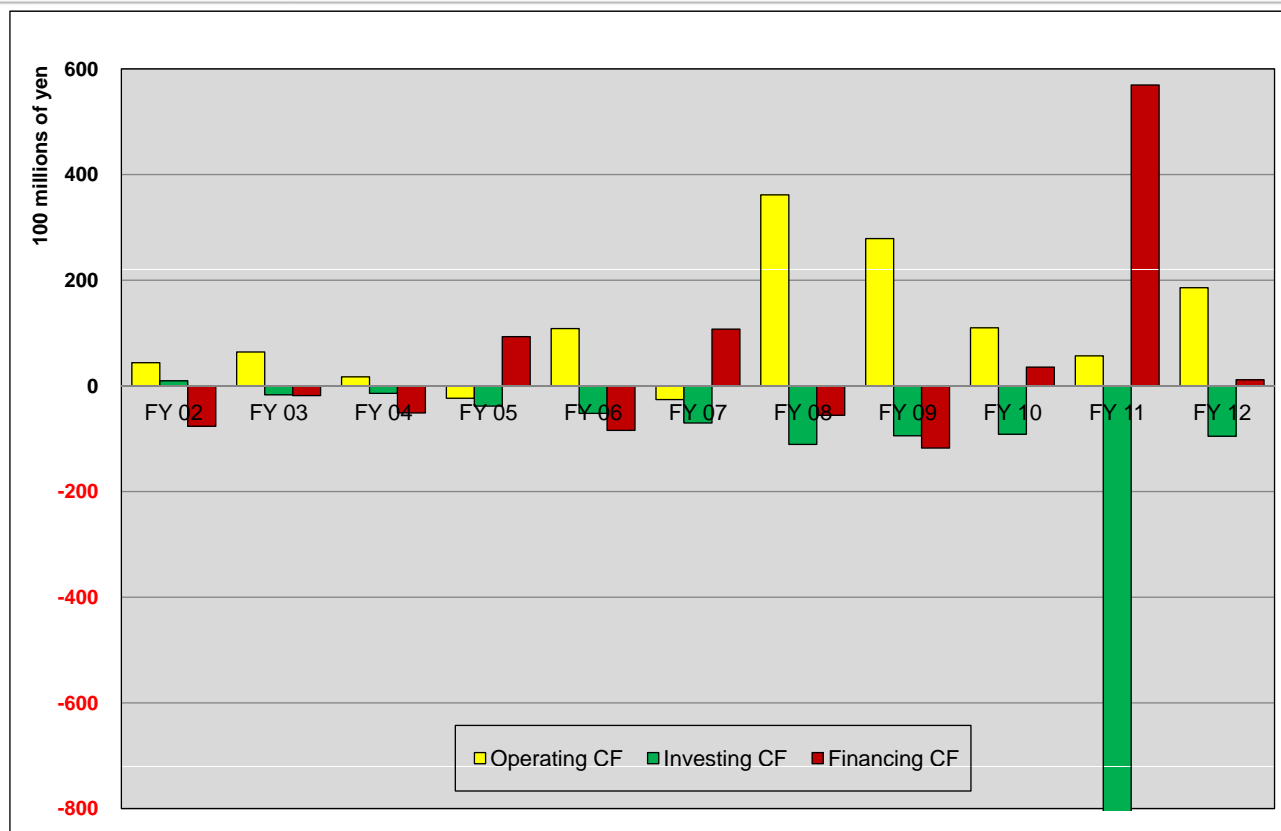
(Millions of yen)

	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Total assets	310,793	335,290	396,773	422,859	419,869	340,968	368,088	375,336	450,842	486,747
Cash and deposits	21,636	17,853	23,539	21,922	23,490	36,137	42,807	47,202	29,184	46,693
Investments in securities	63,370	65,897	93,328	88,065	62,546	43,569	53,688	50,726	49,014	56,870
Non-current assets (excluding investments in securities)	32,595	34,732	37,145	43,168	47,708	48,251	46,625	47,306	119,547	124,126
Interest-bearing debt	9,416	14,019	19,834	20,491	33,341	30,940	21,516	26,693	88,384	98,083
Equity capital	156,210	167,092	196,620	205,084	200,555	184,600	195,345	201,517	204,706	228,505
Net Worth Ratio	50.3%	49.8%	49.6%	48.5%	47.8%	54.1%	53.1%	53.7%	45.4%	46.9%



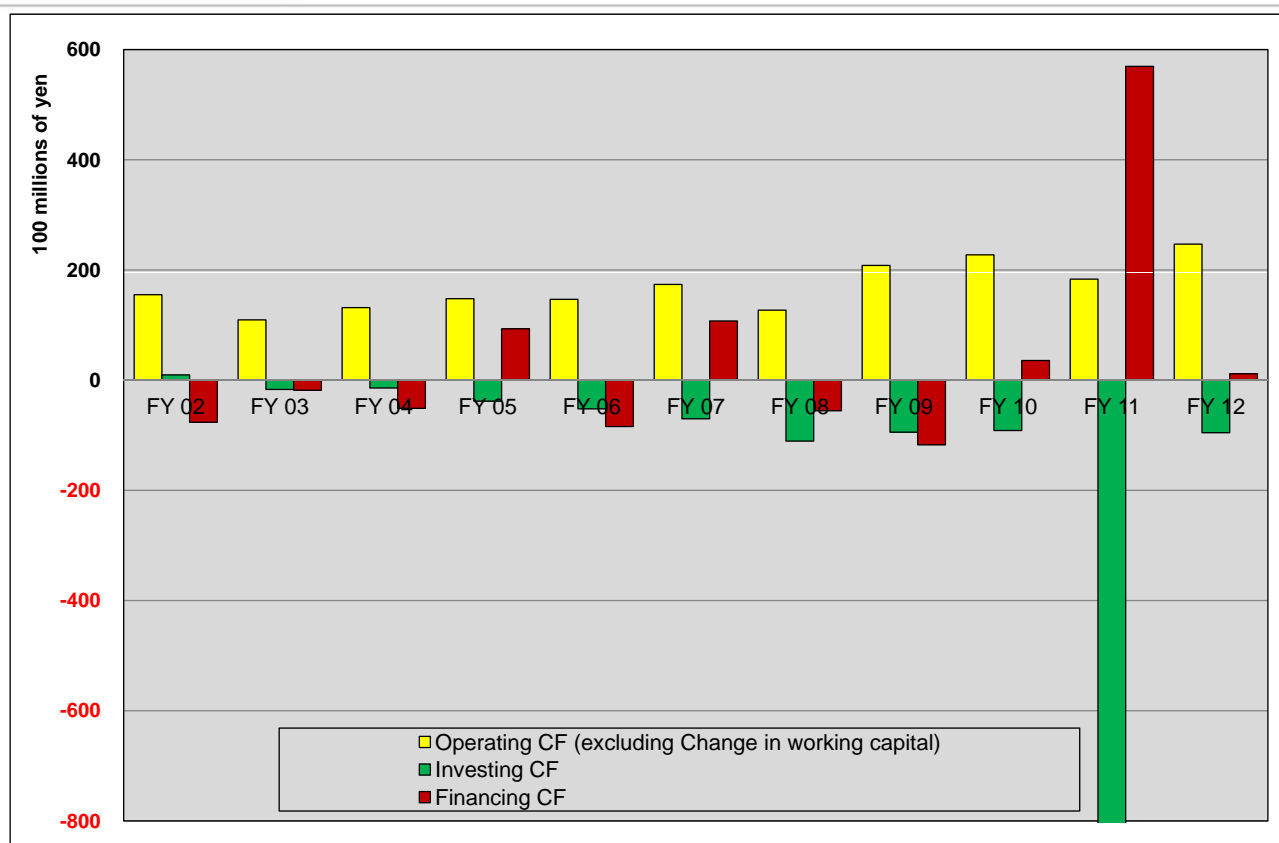
(Units: NO. of months, millions of yen)

	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Inventory	27,369	36,316	40,268	43,372	42,946	40,071	31,051	36,714	45,258	51,863
Inventory turnover	0.68	0.85	0.83	0.83	0.75	0.75	0.69	0.75	0.97	1.07
Accounts receivable	159,200	173,318	194,664	218,037	231,823	166,380	186,985	186,113	197,702	196,001
Accounts receivable turnover	3.58	3.61	3.60	3.73	3.64	2.79	3.72	3.38	3.75	3.53
Accounts payable	99,036	110,648	118,810	141,461	134,864	90,007	108,643	101,679	109,163	107,941
Accounts payable turnover	2.48	2.58	2.46	2.70	2.37	1.68	2.42	2.08	2.34	2.22
Prepaid cost recovery	1.79	1.88	1.98	1.86	2.03	1.86	1.99	2.06	2.39	2.38



(millions of yen)

	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Operating C/F	6,431	1,716	-2,341	10,855	-2,586	36,161	27,875	10,997	5,690	18,576
Investing C/F	-1,689	-1,412	-3,809	-5,203	-7,009	-11,062	-9,438	-9,147	-81,066	-9,529
Financing C/F	-1,832	-5,119	9,330	-8,420	10,738	-5,549	-11,753	3,564	56,961	1,164
Net income before taxes	11,721	17,558	20,583	23,095	20,264	11,183	13,534	20,918	16,536	19,458
Depreciation and amortization	3,188	3,074	3,528	4,110	5,131	5,425	5,976	6,387	7,273	7,445
Change in working capital	-4,517	-11,453	-17,136	-3,826	-19,957	23,461	7,051	-11,755	-12,649	-6,126



(millions of yen)

	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12
Operating C/F	6,431	1,716	-2,341	10,855	-2,586	36,161	27,875	10,997	5,690	18,576
Change in working capital	-4,517	-11,453	-17,136	-3,826	-19,957	23,461	7,051	-11,755	-12,649	-6,126
Operating C/F (excluding Change in working capital)	10,948	13,169	14,795	14,681	17,371	12,700	20,824	22,752	18,339	24,702
Investing C/F	-1,689	-1,412	-3,809	-5,203	-7,009	-11,062	-9,438	-9,147	-81,066	-9,529
Financing C/F	-1,832	-5,119	9,330	-8,420	10,738	-5,549	-11,753	3,564	56,961	1,164

(Reference 1) Numerical Data/Indicators (FY2001 – FY2013)

	FY2001	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013 Forecast
P/L													
Net sales (millions of yen)	490,583	503,688	533,301	575,636	648,023	701,321	764,755	715,238	603,949	660,213	631,854	666,272	764,000
Operating profit (millions of yen)	1,673	8,433	10,244	13,256	17,596	21,669	23,063	12,522	13,128	18,732	13,427	15,578	19,200
Ordinary income (millions of yen)	4,739	11,284	13,110	15,158	18,798	23,231	24,823	13,062	14,712	20,625	15,690	17,927	21,000
Net income before taxes (millions of yen)	△ 2,949	7,528	11,721	17,558	20,583	23,095	20,284	11,183	13,534	20,918	16,536	19,458	21,600
Net income (millions of yen)	△ 2,097	4,186	7,010	10,384	12,892	13,567	10,005	5,808	7,537	12,823	8,570	14,182	14,500
Total assets (millions of yen)	300,073	284,800	310,793	335,290	396,773	422,859	419,869	340,968	368,088	375,336	450,842	486,747	
Net assets (millions of yen)	147,917	145,016	160,407	171,936	202,375	211,672	208,377	191,931	202,753	209,316	212,744	237,806	249,211
Shareholders' equity	131,521	132,510	138,471	148,217	159,529	170,961	180,039	182,611	185,599	195,946	201,188	211,792	222,784
Accumulated other comprehensive income (loss)	12,653	8,433	17,738	18,873	37,090	34,121	20,515	1,987	9,744	5,570	3,518	16,712	16,606
(Unrealised holding gain on securities)	(11,890)	(8,455)	(18,933)	(20,431)	(36,504)	(32,348)	(18,613)	(7,939)	(14,961)	(13,188)	(12,791)	(17,943)	(17,342)
(Translation adjustments)	(963)	(△22)	(△1,195)	(△1,558)	(566)	(1,772)	(1,922)	(△6,016)	(△5,225)	(△7,610)	(△9,191)	(△1,223)	(△648)
Equity capital	144,174	140,943	156,209	167,090	196,619	205,082	200,554	184,598	195,343	201,516	204,706	228,505	239,390
Stock acquisition rights	-	-	-	-	-	123	183	235	235	235	110	50	0
Minority interests	3,741	4,072	4,197	4,844	5,755	6,465	7,639	7,096	7,173	7,584	7,927	9,250	9,821
ROE (%) Net income/Equity capital	△ 1.4	2.9	4.7	6.4	7.1	6.8	4.9	3.0	4.0	6.5	4.2	6.5	6.2
ROA (%) Net income/Total assets	△ 0.6	1.4	2.4	3.2	3.5	3.3	2.4	1.5	2.1	3.4	2.1	3.0	3.0
Total number of shares issued and outstanding (1,000 Shares)	138,408	138,408	138,408	138,408	138,408	138,408	138,408	138,408	138,408	138,408	138,408	138,408	138,408
Treasury stock (1,000 Shares)	5,178	11,162	11,185	11,005	10,389	9,975	9,807	9,813	9,859	9,894	9,894	11,693	11,693
Total number of shares issued and outstanding (excluding treasury stock) (1,000 Shares)	133,230	127,204	127,187	127,361	127,981	128,396	128,563	128,562	128,549	128,514	128,514	126,715	126,715
Earnings per share (yen)	-15.74	32.91	55.12	81.53	100.73	105.67	77.82	45.18	56.63	99.78	66.69	111.92	114.43
Net assets per share (yen)	1,082.14	1,108.01	1,228.18	1,311.94	1,536.31	1,597.26	1,559.86	1,435.67	1,519.60	1,568.04	1,592.67	1,603.30	1,689.19
NAGASE & CO share price (closing pr Fiscal year end)	510	520	948	1,075	1,582	1,485	1,018	761	1,169	980	1,024	1,147	
Change (%)	1.0	△ 0.6	82.3	17.2	46.2	△ 8.0	△ 28.9	△ 27.3	54.0	△ 15.3	4.9	12.0	
Fiscal year end	11,025	7,973	11,715	11,669	17,060	17,288	12,526	8,110	11,090	9,755	10,084	12,397	
Change (%)	△ 14.8	△ 27.7	46.7	△ 0.1	45.5	△ 0.3	△ 26.4	△ 35.9	32.8	△ 13.2	3.9	22.6	
Dividends per share (yen)	8.0	8.0	9.0	10.0	15.0	18.0	17.0	16.0	16.0	22.0	24.0	26.0	28.0
(Interim dividend + Year-end dividend)					(7.5 + 0.5)	(0.0 + 17.0)		(8.0 + 8.0)	(7.0 + 9.0)	(9.0 + 13.0)	(12.0 + 12.0)	(13.0 + 13.0)	(14.0 + 14.0)
Dividend amount (based on resolution)	1,066	1,018	1,145	1,274	1,920	2,311	2,186	2,057	2,057	2,827	3,084	3,295	3,548
Payout ratio (%)	-	24.3	16.3	12.3	14.9	17.0	21.8	35.4	27.3	22.1	36.0	23.4	24.5
Dividend yield (%)	1.57	1.54	0.95	0.93	0.95	1.21	1.67	2.10	1.37	2.22	2.34	2.27	
Year avg.	1.43	1.50	1.33	1.08	1.17	1.22	1.29	1.69	1.58	2.21	2.49	2.73	
Japan Government Bond 10-Year	1.40	0.70	1.44	1.32	1.77	1.65	1.28	1.34	1.40	1.31	1.09	0.56	
Net Yield (%)	0.72	0.71	0.77	0.79	1.06	1.15	1.08	1.07	1.08	1.42	1.52	1.53	1.52
Dividends on equity (%)	-63.5	24.3	16.3	12.3	14.9	17.0	21.8	35.4	27.3	22.1	36.0	23.4	24.5
Total return ratio (%)	67.847	66.146	120.573	136.913	202.467	190.668	130.877	97.835	150.274	127.229	131.599	145.342	
Market capitalization (millions of yen)													
PBR	0.46	0.46	0.75	0.80	1.00	0.90	0.63	0.51	0.74	0.61	0.62	0.61	
PER	-32.40	15.80	17.20	13.19	15.70	14.05	13.08	16.84	19.94	9.92	15.36	10.25	

ROE : Net income / ((Equity capital, beginning of period + Equity capital, end of period) / 2) Dividends on equity : (Total number of shares issued and outstanding, excluding treasury stock x Dividends per share) / ((Shareholders' equity, beginning of period + Shareholders' equity, end of period) / 2)

*Equity capital = (Shareholders' equity + Valuation and translation adjustments) Total return ratio : ((Total number of shares issued and outstanding, excluding treasury stock x Dividends per share) + Treasury stock retirement) / Net income

ROA : Net income / ((Total assets, beginning of period + Total assets, end of period) / 2) Dividend yield : Dividends per share / Share price

Earnings per share : Net income / Total number of shares issued and outstanding, excluding treasury stock Japan Government Bond 10-Year Note Yield : Used the present value/rate (closing price) provided by QUICK

Net assets per share : Net assets / Total number of shares issued and outstanding, excluding treasury stock PBR : Share price / Net assets per share = Share price / (Net assets / No. of shares) = (Share price x No. of shares) / Net assets = Market capitalization / Net assets

Payout ratio : (Total number of shares issued and outstanding, excluding treasury stock x Dividends per share) / Net PER : Share price / Earnings per share = Share price / (Net income / No. of shares) = (Share price x No. of shares) / Net income = Market capitalization / Net income