KURARAY CO., LTD.

FY2023 Earnings Announcement

Presenters:

Hitoshi Kawahara	President and Representative Director
Keiji Taga	Representative Director and Senior Managing Executive Officer, Officer Responsible for Corporate Management Planning Office

February 8, 2024

FY2023 Results

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(Billion yen)

	FY2023	FY2022	Difference
Net Sales	**780.9**	756.4	24.6
Operating Income	**75.5**	87.1	(11.7)
Ordinary Income	**69.0**	84.1	(15.0)
Net Income Attributable to Owners of the Parent	**42.4**	54.3	(11.9)
	Reference		
JPY/USD (average)	141	132	
JPY/EUR (average)	152	138	
Domestic naphtha (JPY 1,000/kl)	68	75	

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Kawahara: I am President Kawahara. Thank you very much for taking time out of your busy schedule today to attend Kuraray Group's financial results briefing.

I will now begin to explain the financial results for FY2023.

In FY2023, economic activity in Europe stagnated due to continued monetary tightening, while in China, growth slowed due to the sluggish real estate market and other factors, and tensions over geopolitical risks in various regions caused the economy to slow down more toward the end of the year. The Company has also been affected although the situation differs by segment and business.

As a result, as shown in the slide, net sales increased JPY24.6 billion from the previous year to JPY780.9 billion, operating income decreased JPY11.7 billion to JPY75.5 billion, and net income decreased JPY11.9 billion to JPY42.4 billion.

The actual results for foreign exchange and raw materials and fuels are as shown in the materials.

FY2023 Factors Affecting the Change in Operating Income



	FY2022	FY2023
JPY/USD (average)	132	141
JPY/EUR (average)	138	152
Domestic naphtha (JPY 1,000/kl)	75	68

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This slide shows a company-wide summary of the factors behind the increase or decrease in operating income.

As for volume, the decrease in sales volume due to the economic slowdown and production adjustments contributed to a JPY24.5 billion decrease in profit.

On the other hand, the shift to high value-added products and other factors contributed JPY38.2 billion to the increase in sales price and composition. Compared to previous year, raw materials and fuel and foreign exchange factors contributed JPY14.8 billion to the increase, mainly due to the stabilization of raw materials and fuel prices. As for others, inventory valuation difference and increased expenses such as depreciation and amortization contributed to a JPY40.2 billion decrease in income.

FY2023 Cash Flows and Key Data

(Billion yen)

	FY2023	FY2022	Difference
Operating CF	**129.3**	51.7	77.6
Investing CF*	**(63.2)**	(72.0)	8.8
Free CF*	**66.1**	(20.2)	86.4
CAPEX(acceptance basis)	**67.3**	72.6	(5.3)
Depreciation and Amortization (incl. amortization of goodwill)	**77.2**	65.5	11.7
R&D Expenses	**24.4**	22.7	1.8

*Cash flows from investing activities and free cash flow exclude net cash used in fund management and M&A.

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This slide shows our cash flow and key indicators for FY2023.

Operating cash flow increased by JPY77.6 billion from the previous year to JPY129.3 billion, mainly due to a decrease in working capital. Investment cash flow was negative JPY63.2 billion. As a result, free cash flow was JPY66.1 billion.

On an acceptance basis, capital investment decreased JPY5.3 billion from the previous year to JPY67.3 billion. Depreciation and amortization expenses increased by JPY11.7 billion to JPY77.2 billion, and R&D expenses increased by JPY1.8 billion to JPY24.4 billion.

Balance Sheet [1]: Assets

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(Billion yen)

	Dec. 31, 2023	Dec. 31, 2022	Difference
Current Assets	**551.7**	533.9	17.8
Non-current Assets	**702.8**	687.6	15.2
Total Assets	**1,254.5**	1,221.5	33.0

	Dec. 31, 2023	Dec. 31, 2022
JPY/USD (end of period)	142	133
JPY/EUR (end of period)	157	141

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This slide compares the assets section of the balance sheet with that at the end of the previous year.

Current assets increased by JPY17.8 billion, mainly due to an increase in cash and deposits and the impact of foreign exchange rates. Fixed assets increased by JPY15.2 billion, mainly due to higher fixed asset valuations of overseas subsidiaries because of the weaker yen.

Balance Sheet [2]: Liabilities and Net Assets

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(Billion yen)

	Dec. 31, 2023	Dec. 31, 2022	Difference
Current Liabilities	**200.6**	221.3	(20.8)
Non-current Liabilities	**317.8**	331.7	(13.9)
Total Liabilities	**518.3**	553.0	(34.7)
Net Assets	**736.2**	668.5	67.6
Total Liabilities and Net Assets	**1,254.5**	1,221.5	33.0
Equity Ratio	**56.9%**	52.9%	4.0%

	Dec. 31, 2023	Dec. 31, 2022
JPY/USD (end of period)	142	133
JPY/EUR (end of period)	157	141

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This slide shows the liabilities and net assets sections of the balance sheet.

Liabilities decreased by JPY34.7 billion, mainly due to a decrease in repayment of interest-bearing debt.

Net assets increased by JPY67.6 billion, partly due to a JPY40.7 billion increase in foreign currency translation adjustments resulting from the weaker yen. As a result, the equity ratio increased four percentage points from the end of FY2022 to 56.9%.

Financial KPIs

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Financial KPIs

	FY2022	FY2023	FY2026 Targets
ROIC	7.0%	**6.2%**	8%
EBITDA*	¥152.6 billion	**¥152.6 billion**	¥170.0 billion
ROE	9.0%	**6.2%**	10%
EBITDA Margin（reference）	20.2%	**19.5%**	23%

*Operating income + depreciation and amortization

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This slide shows the FY2023 results for the financial KPIs set forth in our medium-term management plan, PASSION 2026.

The FY2023 results for each KPI were ROIC of 6.2%, EBITDA of JPY152.6 billion, and ROE of 6.2%, with ROE below the cost of shareholders' equity. Toward our goal of FY2026, we will strive to improve our ability to generate cash in our business activities, invest the funds we acquire in growth areas, and enhance shareholder returns to improve capital efficiency.



This slide shows the results for FY2023 and the themes for FY2024 with respect to the issues set forth in our medium-term management plan, PASSION 2026.

In FY2023, we focused on the safe launch of our isoprene plant in Thailand. As a result, we were able to safely launch it without any accidents. In H2 of FY2023, the business environment was difficult, and we struggled with the troubleshooting of equipment in the early stage of start-up. For FY2024, we will aim to increase occupancy rates and contribute to earnings as soon as possible.

In FY2023, we have decided to increase production capacity of VECTRAN™ and dental materials, which are expected to grow as a highly profitable business.

Regarding the Three Challenges, in relation to Sustainability as an Opportunity, we have expanded the scope of evaluation of PSA, which we introduced as a portfolio evaluation indicator. The results for FY2023 are currently being compiled, but the scope to be evaluated is expected to approach the final target of 80% in FY2026.

In the Innovation Starting from Networking area, we have been exploring opportunities for innovation by combining industrial areas such as automotive, agriculture, and paper and packaging with key areas where we can demonstrate our strengths, such as sustainable raw materials, recycled polymer materials, and lightweight metal alternative technologies and materials. We have been exploring opportunities for innovation in these areas. Currently, we have identified over 20 business themes and are strategically allocating resources to them.

Based on the results of the global engagement survey, each department has developed and implemented measures to improve engagement.

Shown on the right side, in FY2024, we will first make an investment decision for a new EVAL™ plant in Asia as a growth investment. In addition, we will start up large facilities for optical-use poval film and other products, aiming for early and stable operation of these facilities and their contribution to profitability.

As for Building more Sophisticated Business Portfolio, we will allocate resources to our core businesses with emphasis and determine which businesses to downsize or withdraw from, and we will do so in a balanced manner.

For the three challenges, we will proceed with setting emission reduction targets for Scope 3 and applying for certification of science based targets. In addition, we will begin full-scale operation of global mobility to promote optimal allocation of human resources.

Forecasts for FY2024

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(Billion yen)

	FY2024 Forecast	FY2023	Difference
Net Sales	**830.0**	780.9	49.1
Operating Income	**83.0**	75.5	7.5
Ordinary Income	**77.0**	69.0	8.0
Net Income Attributable to Owners of the Parent	**47.0**	42.4	4.6
CAPEX(decision basis)	120.0	59.9	60.1
CAPEX(acceptance basis)	79.0	67.3	11.7
Depreciation and Amortization (incl. amortization of goodwill)	85.0	77.2	7.8
R&D Expenses	27.0	24.4	2.6
JPY/USD (average)	145	141	
JPY/EUR (average)	160	152	
Domestic naphtha (JPY 1,000/kl)	75	68	

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This slide and the next slide present our forecast for FY2024.

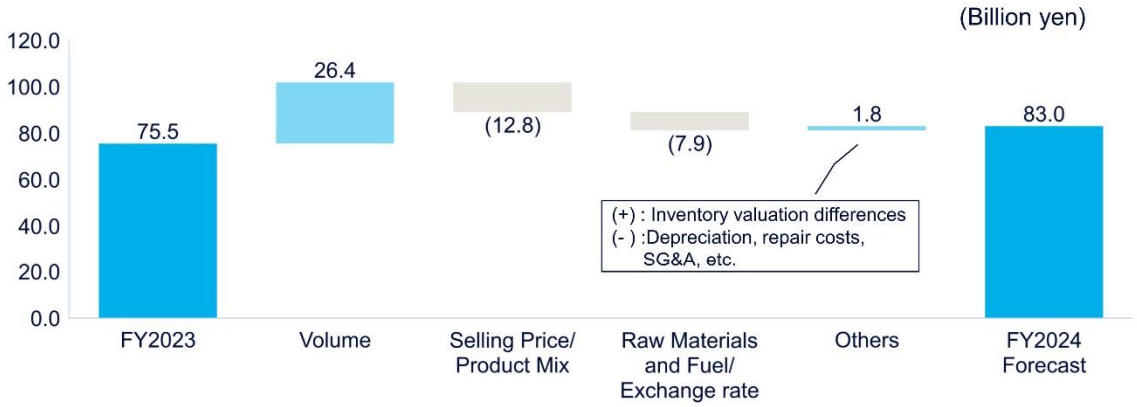
As for the economic environment, although geopolitical risks in various regions, economic stagnation in China, and other uncertainties continue, a gradual recovery is expected in H2 as monetary policy is reviewed due to easing inflationary pressures.

Based on these projections, for FY2024, we expect net sales to increase JPY49.1 billion to JPY830 billion, operating income to increase JPY7.5 billion to JPY83 billion, and net income to increase JPY4.6 billion to JPY47 billion. As explained in the previous slide, we plan to implement structural reforms more aggressively than before, and we have factored in a certain amount of extraordinary losses or structural reform expenses in FY2024.

The amount of capital investment is JPY120 billion, which includes the new EVAL™ Asia plant that is scheduled to be decided in FY2024. On an incoming basis, we expect JPY79 billion, mainly due to progress in the construction of optical-use poval film. Depreciation increased by JPY7.8 billion to JPY85 billion due to the start of operation of activated carbon production facilities in the US and other facilities. R&D expenses are expected to increase by JPY2.6 billion to JPY27 billion.

FY2024 Factors Affecting the Change in Operating Income

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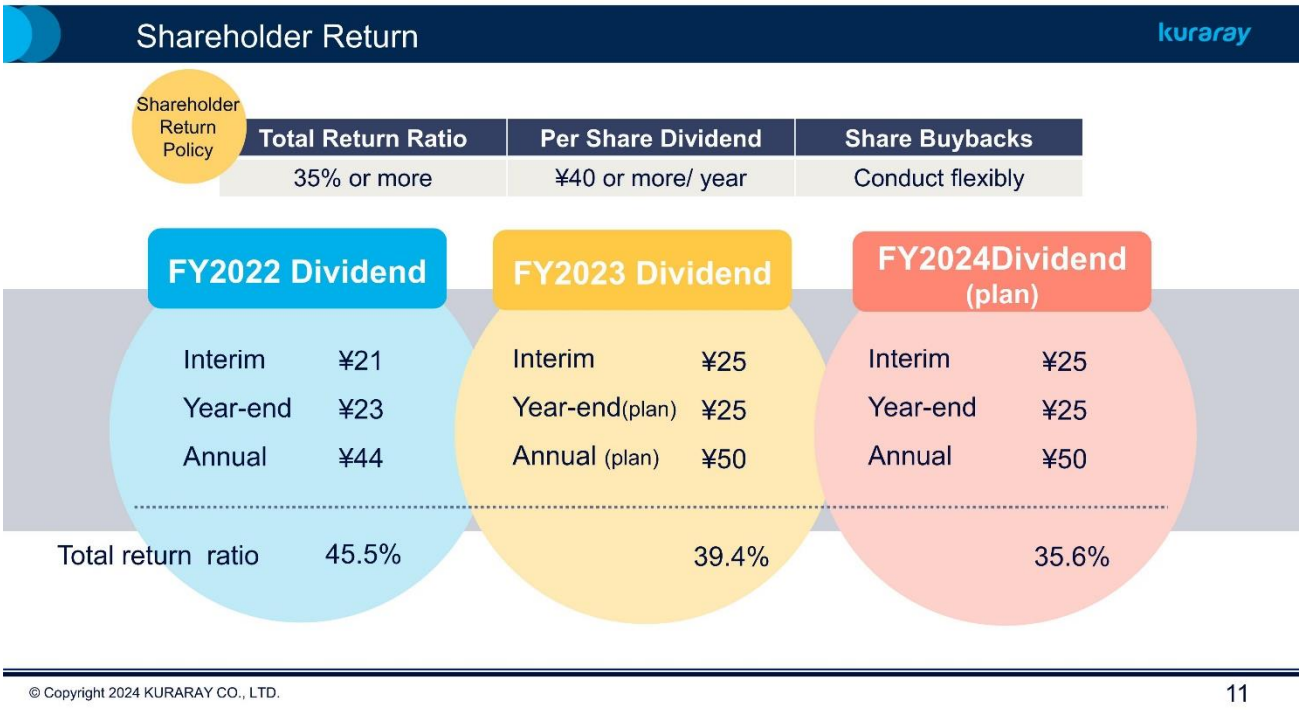


	FY2023	FY2024
JPY/USD (average)	141	145
JPY/EUR (average)	152	160
Domestic naphtha (JPY 1,000/kl)	68	75

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The slide shows the factors for the increase or decrease in operating income in FY2024 compared to FY2023.

In FY2024, volume is expected to be a factor of JPY26.4 billion in profit increase due to the recovery in demand and the resulting increase in production volume. On the other hand, we expect selling price and composition to be a negative factor of JPY12.8 billion due to price adjustments, etc., and raw materials and fuel and foreign exchange to be a negative factor of JPY7.9 billion due to the impact of higher raw material and fuel prices. As for others, although inventory valuation difference will be an increase factor, it will be offset by an increase in depreciation and expenses, resulting in an expected increase factor of JPY1.8 billion. As a result, overall operating income is expected to increase by JPY7.5 billion.



The medium-term management plan, PASSION 2026, sets forth a shareholder return policy of a total return ratio of at least 35%, a dividend of at least JPY40 per share, and flexible implementation of share buybacks.

The Company plans to pay a year-end dividend of JPY25 per share for FY2023, for a total annual dividend of JPY50 per share, including the interim dividend of JPY25 per share. As a result, the total return ratio for FY2023 will be 39.4%. Although the annual dividend for FY2024 is currently planned to be JPY50 per share, we will consider enhancing shareholder returns, including dividend increase and share buybacks.

It was an overview of the financial results of FY2023.

Next, Taga, Representative Director and Senior Managing Executive Officer, will now explain the segment information.

Net Sales and Operating Income by Segment

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(Billion yen)

	FY2023		FY2022		Difference	
	Net Sales	**Operating Income**	Net Sales	Operating Income	Net Sales	Operating Income
Vinyl Acetate	**406.8**	**86.3**	385.3	77.5	21.4	8.8
Isoprene	**65.7**	**(10.9)**	65.6	4.3	0.0	(15.1)
Functional Materials	**189.8**	**10.3**	174.1	8.6	15.7	1.7
Fibers & Textiles	**61.9**	**1.8**	66.9	6.7	(5.0)	(4.9)
Trading	**61.6**	**5.2**	58.8	5.1	2.7	0.1
Others	**45.7**	**0.5**	52.1	2.7	(6.4)	(2.2)
Elimination & Corporate	**(50.4)**	**(17.8)**	(46.4)	(17.8)	(4.0)	(0.0)
Total	**780.9**	**75.5**	756.4	87.1	24.6	(11.7)

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Taga: I, Taga, will explain the segment information.

This slide shows the sales and operating income results for each segment compared to the previous year.

Vinyl acetate and functional materials posted higher sales and profits, while isoprene and fibers & textiles posted sharply lower profits and net sales and profits, respectively.

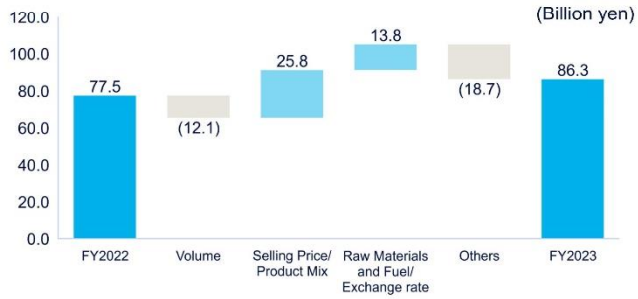
Vinyl Acetate

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(Billion yen)

	FY2022	FY2023	Difference
Net Sales	385.3	**406.8**	21.4
Operating Income	77.5	**86.3**	8.8

【Factors Affecting the Change in Operating Income】



PVOH resin	We further promoted a shift to high value-added products. However, sales volume declined due to receding demand, especially in Europe and the U.S.
Optical-use poval film	Shipments recovered in stages due to inventory adjustments for LCD panels returning to normal.
Water-soluble PVOH film MonoSol	Shipments showed signs of recovery in the latter half of the year despite continued inflation-driven belt tightening and other effects.
Advanced Interlayer Solutions	Although demand for PVB film showed signs of receding for construction applications, mainly in Europe, demand for automotive applications remained firm.
EVAL™	Although sales for automotive applications remained firm, sales volume decreased due in part to a temporary drop in demand for food packaging applications in the latter half of the year.

Main reason of increase/ decrease	Despite receding demand in Europe and the U.S. and the impact of inventory valuation, segment income increased overall due to a recovery in optical-use poval film and automotive applications as well as a shift to high value-added products.

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I will now explain the business situation by segment.

The first is the vinyl acetate segment. Both sales and income in this segment increased from the previous fiscal year. Please see the comments in the upper right corner for the status of sales in each business.

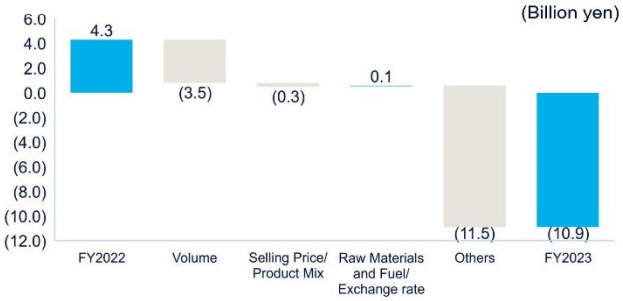
Operating income increased by JPY8.8 billion from the previous year. Declining demand and production adjustments contributed to a JPY12.1 billion decline in volume. On the other hand, the shift to high value-added products and other factors contributed to a JPY25.8 billion increase in sales price and composition, while raw materials and fuel and foreign exchange also contributed to a JPY13.8 billion increase. In addition, inventory valuation differences and other factors contributed to the JPY18.7 billion decrease in other income.

Isoprene

(Billion yen)

	FY2022	**FY2023**	Difference
Net Sales	65.6	**65.7**	0.0
Operating Income	4.3	**(10.9)**	(15.1)

【Factors Affecting the Change in Operating Income 】



Isoprene Chemicals and Elastomers	Results were affected by intensifying competition in addition to lower demand.
GENESTAR™	Although demand for automotive applications were on a recovery track, there was a delay in recovery for demand for electric and electronic device applications.

Main reason of increase/ decrease	Income decreased due in part to receding demand, extended shutdown maintenance and higher depreciation at Thai plant, and a delay in the recovery of demand for electric and electronic devices.

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Isoprene segment. Sales in this segment remained unchanged from the previous year, while profits declined sharply. Please refer to the comments listed for the status of sales for each business.

Operating income decreased by JPY15.1 billion. Continued sluggish demand and the impact of production adjustments contributed to a JPY3.5 billion decline in volume. Others posted a negative JPY11.5 billion, mainly due to an increase in depreciation and expenses at the Thai plant. In addition, the maintenance work was carried out at the Thai plant in Q3, and there was an increase in costs due to the extension of the maintenance period by about one month, as well as the impact of a decrease in production volume.

Functional Materials

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(Billion yen)

	FY2022	**FY2023**	Difference
Net Sales	174.1	**189.8**	15.7
Operating Income	8.6	**10.3**	1.7

【Factors Affecting the Change in Operating Income 】



Methacrylate	Results were affected by higher raw material and fuel prices in addition to a delay in demand recovery for electric and electronic devices.
Medical	Sales of cosmetic dental materials, mainly in Europe and the U.S., remained brisk.
Environmental Solutions	Despite the effects of economic deceleration in Europe, demand increased for drinking water and other applications in North America, and sales of activated carbon remained steady.

Main reason of increase/ decrease	Impact of inventory adjustments, higher business expenses, and inventory valuation differences were offset by higher profit from better sales composition, stabilized raw material and fuel prices, and yen depreciation.

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In the functional materials segment, both sales and income increased from the previous fiscal year. The status of each business is as commented.

Volume was a negative factor of JPY2.3 billion, while others were a negative factor of JPY5 billion due to increased expenses, including the impact of inventory valuation differences and SG&A expenses. On the other hand, selling price and composition and raw materials and fuel and foreign exchange were factors of JPY6.5 billion and JPY2.6 billion, respectively. As a result, operating income increased by JPY1.7 billion.

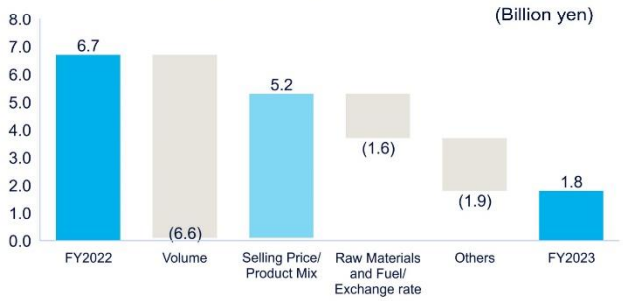
By business segment, methacrylate struggled throughout the fiscal year due to a delayed recovery in demand and rising raw material and fuel prices, while medical and environmental solutions performed well.

Fibers and Textiles

(Billion yen)

	FY2022	**FY2023**	Difference
Net Sales	66.9	**61.9**	(5.0)
Operating Income	6.7	**1.8**	(4.9)

【Factors Affecting the Change in Operating Income】



CLARINO™	Shipments decreased due to the effects of lower demand for luxury applications despite a continued recovery in automotive and sports applications.
Fibers and Industrial Materials	Sales of KURALON™ were weak in Europe, but we saw signs of recovery for automotive applications in the U.S. and other countries. In addition, sales of VECTRAN™ remained stable, especially with regard to exports.
Consumer Goods and Materials	Demand for KURAFLEX™ in the restaurant industry was weak.

Main reason of increase/ decrease	Despite promoting price revisions, profit decreased due to lower demand and shipments caused by economic deceleration, and higher raw material and fuel prices.

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This is the fibers & textiles segment. Both sales and profits in this segment declined from the previous fiscal year. The status of each business is as per the comments listed.

Volume was affected by sluggish demand, which was a negative factor of JPY6.6 billion. Although the selling price and composition was a factor of JPY5.2 billion in higher income, higher raw material and fuel prices and inventory valuation differences led to lower income in raw materials and fuel, foreign exchange, and others, resulting in a JPY4.9 billion overall decrease in segment income.

Net Sales and Operating Income by Segment

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(Billion yen)

	FY2024 Forecast		FY2023		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Vinyl Acetate	**416.0**	**84.0**	406.8	86.3	9.2	(2.3)
Isoprene	**76.0**	**(9.0)**	65.7	(10.9)	10.3	1.9
Functional Materials	**210.0**	**13.5**	189.8	10.3	20.2	3.2
Fibers & Textiles	**72.0**	**4.0**	61.9	1.8	10.1	2.2
Trading	**66.0**	**5.5**	61.6	5.2	4.4	0.3
Others	**43.0**	**2.0**	45.7	0.5	(2.7)	1.5
Elimination & Corporate	**(53.0)**	**(17.0)**	(50.4)	(17.8)	(2.6)	0.8
Total	**830.0**	**83.0**	780.9	75.5	49.1	7.5

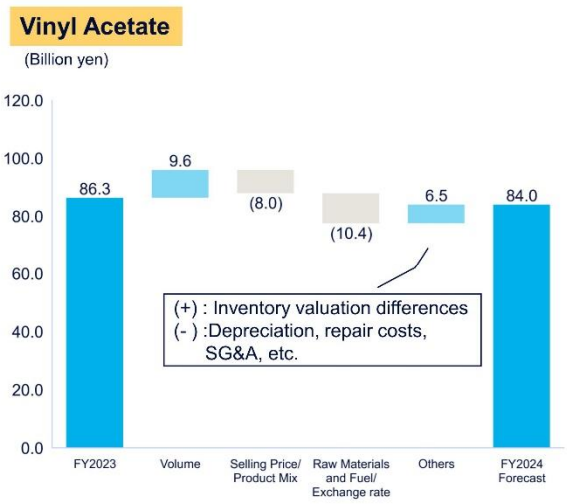
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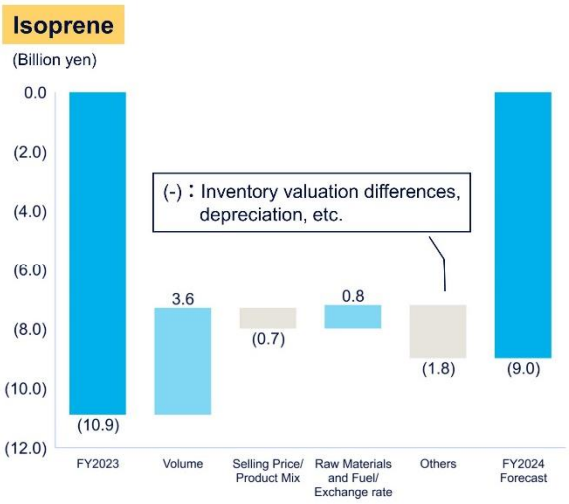
This slide shows the projected net sales and operating income for each segment for FY2024 in comparison with the actual results for FY2023.

Although vinyl acetate is expected to see a decrease in profit, other segments are expected to see an increase in profit.

Factors Affecting the Change in Operating Income by Segment

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This slide shows, by segment, the factors behind the increase or decrease in operating income forecast for FY2024.

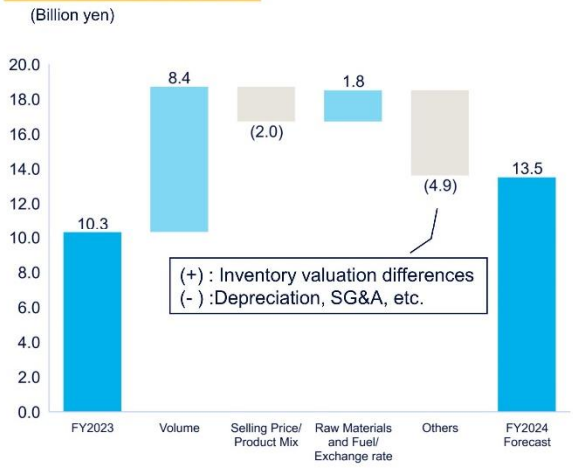
In the vinyl acetate segment on the left, although there is an increase in profit due to higher volume, price revisions and higher raw material and fuel prices will be factors in lower profit. In others, while inventory valuation difference is expected to be a factor for increased income, increased expenses, such as repair and depreciation, are expected to be a factor for decreased income, resulting in a total of JPY6.5 billion increase in others.

In the isoprene segment on the right, volume is a factor of JPY3.6 billion in profit increase, while others are a factor of JPY1.8 billion in profit decrease due to an increase in depreciation and inventory valuation difference.

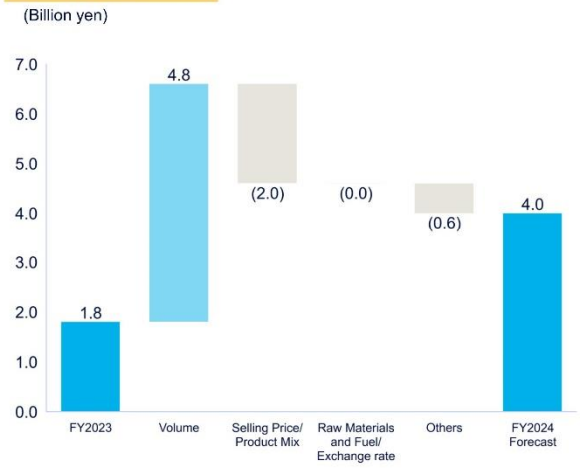
Factors Affecting the Change in Operating Income by Segment

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Functional Materials



Fibers & Textiles



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In the functional materials segment, volume is expected to be a factor of JPY8.4 billion due to an increase in activated carbon for drinking water applications in North America and other applications. On the other hand, the increase in depreciation expenses for the activated carbon production facility to be newly started in the US and other factors will contribute to a decrease of JPY4.9 billion in the others.

In the fibers & textiles segment, volume will be a factor of JPY4.8 billion increase due to higher sales volume, while selling price and composition will be a factor of JPY2 billion decrease due to price revision and other factors.

Please refer to page 21 and beyond for detailed counting information.

This concludes the explanation. Thank you.

【Ref.】 Net Sales and Operating Income by Segment

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(Billion yen)

	FY2024 Forecast		FY2024 Medium-term Management Plan		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Vinyl Acetate	**416.0**	**84.0**	330.0	66.0	86.0	18.0
Isoprene	**76.0**	**(9.0)**	75.0	5.0	1.0	(14.0)
Functional Materials	**210.0**	**13.5**	155.0	11.0	55.0	2.5
Fibers & Textiles	**72.0**	**4.0**	63.0	6.0	9.0	(2.0)
Trading	**66.0**	**5.5**	60.0	5.0	6.0	0.5
Others	**43.0**	**2.0**	47.0	2.5	(4.0)	(0.5)
Elimination & Corporate	**(53.0)**	**(17.0)**	(50.0)	(15.5)	(3.0)	(1.5)
Total	**830.0**	**83.0**	680.0	80.0	150.0	3.0

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【Ref.】 Forecast for FY2024

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(Billion yen)

	FY2024 Forecast			FY2023			Difference		
	1H	2H	FY	1H	2H	FY	1H	2H	FY
Net Sales	**400.0**	**430.0**	**830.0**	381.0	399.9	780.9	19.0	30.1	49.1
Operating Income	**40.0**	**43.0**	**83.0**	41.0	34.5	75.5	(1.0)	8.5	7.5
Ordinary Income	**37.0**	**40.0**	**77.0**	38.5	30.5	69.0	(1.5)	9.5	8.0
Net Income Attributable to Owners of the Parent	**23.0**	**24.0**	**47.0**	21.8	20.6	42.4	1.2	3.4	4.6

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【Ref.】Net Sales Forecast by Segment

(Billion yen)

	FY2024 Forecast			FY2023			Difference		
	1H	**2H**	**FY**	1H	2H	FY	1H	2H	FY
Vinyl Acetate	**203.0**	**213.0**	**416.0**	198.9	207.9	406.8	4.1	5.1	9.2
Isoprene	**36.0**	**40.0**	**76.0**	31.8	33.9	65.7	4.2	6.1	10.3
Functional Materials	**100.0**	**110.0**	**210.0**	93.4	96.4	189.8	6.6	13.6	20.2
Fibers & Textiles	**34.0**	**38.0**	**72.0**	30.2	31.7	61.9	3.8	6.3	10.1
Trading	**31.0**	**35.0**	**66.0**	29.0	32.6	61.6	2.0	2.4	4.4
Others	**21.0**	**22.0**	**43.0**	22.9	22.8	45.7	(1.9)	(0.8)	(2.7)
Elimination & Corporate	**(25.0)**	**(28.0)**	**(53.0)**	(25.1)	(25.3)	(50.4)	0.1	(2.7)	(2.6)
Total	**400.0**	**430.0**	**830.0**	381.0	399.9	780.9	19.0	30.1	49.1

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【Ref.】Operating Income Forecast by Segment

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(Billion yen)

	FY2024 Forecast			FY2023			Difference		
	1H	**2H**	**FY**	1H	2H	FY	1H	2H	FY
Vinyl Acetate	**42.0**	**42.0**	**84.0**	40.2	46.1	86.3	1.8	(4.1)	(2.3)
Isoprene	**(6.0)**	**(3.0)**	**(9.0)**	(2.7)	(8.2)	(10.9)	(3.3)	5.2	1.9
Functional Materials	**6.5**	**7.0**	**13.5**	5.7	4.6	10.3	0.8	2.4	3.2
Fibers & Textiles	**1.0**	**3.0**	**4.0**	0.7	1.2	1.8	0.3	1.8	2.2
Trading	**2.5**	**3.0**	**5.5**	2.3	2.9	5.2	0.2	0.1	0.3
Others	**1.0**	**1.0**	**2.0**	0.6	(0.1)	0.5	0.4	1.1	1.5
Elimination & Corporate	**(7.0)**	**(10.0)**	**(17.0)**	(5.9)	(12.0)	(17.8)	(1.1)	2.0	0.8
Total	**40.0**	**43.0**	**83.0**	41.0	34.5	75.5	(1.0)	8.5	7.5

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FY2023 Net Sales and Operating Income by Segment (vs. Previous Forecast)

(Billion yen)

	FY2023		Previous Forecast (As of Nov. 9, 2023)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Vinyl Acetate	**406.8**	**86.3**	406.0	84.0	0.8	2.3
Isoprene	**65.7**	**(10.9)**	62.0	(9.0)	3.7	(1.9)
Functional Materials	**189.8**	**10.3**	190.0	10.0	(0.2)	0.3
Fibers & Textiles	**61.9**	**1.8**	61.0	2.5	0.9	(0.7)
Trading	**61.6**	**5.2**	61.0	5.0	0.6	0.2
Others	**45.7**	**0.5**	42.0	0.5	3.7	0.0
Elimination & Corporate	**(50.4)**	**(17.8)**	(52.0)	(15.0)	1.6	(2.8)
Total	**780.9**	**75.5**	770.0	78.0	10.9	(2.5)

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【Ref.】 Quarterly Net Sales by Segments

(Billion yen)

	FY2022					FY2023				
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY
Vinyl Acetate	86.2	99.3	100.2	99.7	385.3	97.8	101.1	103.9	104.0	406.8
Isoprene	15.4	16.5	16.8	16.9	65.6	15.8	16.0	15.0	18.8	65.7
Functional Materials	38.0	39.8	45.9	50.3	174.1	45.4	48.0	46.3	50.1	189.8
Fibers & Textiles	14.4	17.4	16.8	18.2	66.9	13.5	16.6	14.8	16.9	61.9
Trading	14.0	15.8	14.1	15.1	58.8	13.8	15.2	15.8	16.8	61.6
Others	10.7	13.0	14.0	14.4	52.1	11.3	11.5	11.1	11.7	45.7
Elimination & Corporate	(11.0)	(11.2)	(12.7)	(11.4)	(46.4)	(12.7)	(12.4)	(13.5)	(11.8)	(50.4)
Total	167.6	190.5	195.1	203.2	756.4	185.0	196.0	193.4	206.6	780.9

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【Ref.】 Quarterly Operating Income by Segments

(Billion yen)

	FY2022					FY2023				
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY
Vinyl Acetate	17.2	16.4	25.4	18.6	77.5	17.8	22.4	23.5	22.6	86.3
Isoprene	2.7	(0.2)	1.7	0.1	4.3	0.2	(2.9)	(1.4)	(6.8)	(10.9)
Functional Materials	2.2	1.1	3.2	2.1	8.6	3.5	2.3	2.4	2.2	10.3
Fibers & Textiles	1.6	2.2	2.8	0.2	6.7	0.2	0.4	1.1	0.1	1.8
Trading	1.3	1.5	1.1	1.2	5.1	1.1	1.2	1.4	1.4	5.2
Others	0.4	0.8	0.7	0.7	2.7	0.1	0.5	0.0	(0.1)	0.5
Elimination & Corporate	(3.3)	(5.8)	(2.1)	(6.6)	(17.8)	(1.6)	(4.2)	(6.3)	(5.6)	(17.8)
Total	22.1	15.9	32.8	16.3	87.1	21.3	19.6	20.7	13.8	75.5

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