

# Mitsubishi Materials Corporation

Supplementary Explanation  
for the fiscal year ended March 31, 2013

May 14, 2013

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## 【Overview of Financial Results for Mar'13】

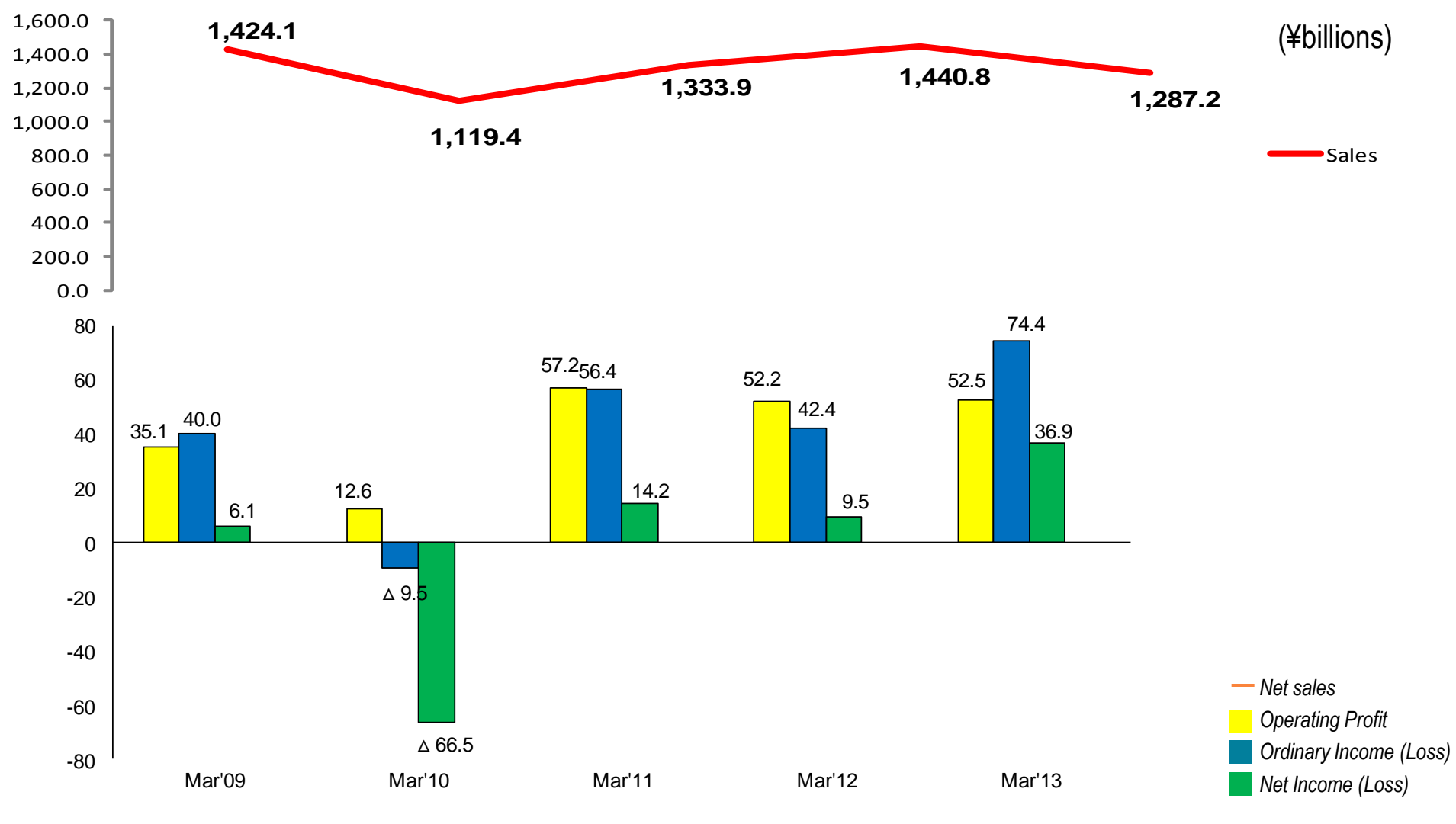
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# Performance Overview



# Consolidated Statements of Operations ( Mar'13)

(¥billions)	Mar '12 Result(a)	Mar '13 Result(b)	Difference (b)-(a)	Reason
Sales	1,440.8	1,287.2	-153.5	Metals△138.3 etc
Operating Profit	52.2	52.5	0.2	Cement+4.9, Copper△2.3, AMT △2.6
Financial Income/Expense	17.6	19.5	1.9	interest+1.0, dividend +0.8
Equity in Earnings of Affiliates	-21.0	5.1	26.2	SUMCO+24.5 etc
Other Non-Operating Income	-6.3	-2.8	3.5	
Ordinary Income	42.4	74.4	31.9	
Extraordinary Income/Losses	-14.1	-16.6	-2.4	
Income taxes	-12.4	-10.7	1.7	
Minority interests in income	-6.2	-10.0	-3.7	
Net Income	9.5	36.9	27.3	
Dividend Payment( ¥ )	2	4	2	

Exchange rate 79→83(JPY/\$)  
Copper price 385→356(¢/lb)

# Factor analysis of Net Sales, Operating Profit, and Ordinary Income by Segment

(¥billions)

		Mar '12 (a)	Mar '13 (b)	Differences (b)-(a)	Exchange rates & price differences	Quantity variation	Special factors	Earthquake effects	Flood in Thai	Dividends received	Earnings in equity of affiliates	Others
Cement	Sales	158.8	164.7	5.8	2.2	0.7	2.4	0.5				0.0
	Operating profit	9.2	14.2	4.9	1.4	-0.6	0.0	0.4	0.0			3.7
	Ordinary income	7.7	14.0	6.2			0.0	0.6	0.0	0.0	0.0	0.8
Metals	Sales	761.1	622.7	-138.3	-26.3	-127.6	1.6	13.6	0.4			0.0
	Operating profit	20.1	17.7	-2.3	-0.5	-6.5	0.2	1.6	0.1			2.8
	Ordinary income	37.8	39.1	1.2			0.3		0.1	1.7	1.0	3.5
Advanced Materials	Sales	144.2	136.6	-7.5	0.7	-13.3	-1.1	2.2	4.0			0.0
	Operating profit	13.4	10.7	-2.6	-0.4	-7.2	0.0	1.0	3.3			0.7
	Ordinary income	12.3	10.6	-1.7			0.0		0.0	0.2	0.0	1.4
Electronic materials	Sales	74.4	68.6	-5.8	-2.5	-3.8	0.1	0.5	-0.1			0.0
	Operating profit	4.1	4.8	0.6	-2.7	-1.9	3.2	0.2	0.0			1.8
	Ordinary income	-20.6	3.4	24.1			3.2	0.5		-1.6	24.4	2.2
Aluminum	Sales	149.8	146.6	-3.2	-3.0	-1.5	0.0	1.1	0.2			0.0
	Operating profit	5.6	6.1	0.5	-0.8	0.1	0.0	0.3	0.0			0.9
	Ordinary income	4.4	5.5	1.0			0.0		0.0	0.0	0.0	1.4
Others	Sales	408.9	348.9	-59.9	0.9	-60.1	0.0	-0.7	0.0			0.0
	Operating profit	7.0	6.9	0.0	0.3	-0.9	0.0	0.3	0.0			0.3
	Ordinary income	10.1	10.8	0.7			0.0	0.4	0.0	0.6	-0.2	0.5
Elimination etc	Sales	-256.5	-201.1	55.4	-2.3	55.6	0.0	2.1	0.0			0.0
	Operating profit	-7.3	-8.2	-0.8	0.0	0.0	0.0	0.2	0.0			-1.0
	Ordinary income	-9.2	-9.2	0.0			0.0	0.2	0.0	-0.2	0.0	0.0
Total	Sales	1,440.8	1,287.2	-153.5	-30.3	-149.9	2.9	19.3	4.5			0.0
	Operating profit	52.2	52.5	0.2	-2.9	-17.0	3.5	4.0	3.4			9.2
	Ordinary income	42.4	74.4	31.9			3.6	4.6		0.8	26.2	13.2

(breakdown) exchange gain +1.5 price difference  $\Delta$ 4.4

# Differences between Forecasts and Results (Year to March 2013)

(¥billions)

	Previous forecast (Feb.12) (a)	Mar'13 Result (b)	Difference (b)-(a)	Reason
Net sales	1300.0	1287.2	-12.7	Metals $\Delta$ 7.3, etc
Operating profit	54.0	52.5	-1.5	Cement $\Delta$ 1.3, etc
Net interest and dividend income	18.0	19.5	1.5	Dividend +1.0, etc
Earnings in equity of affiliates	3.5	5.1	1.6	SUMCO +0.7, etc
Other/Non-operating profit	-5.5	-2.8	2.6	
Ordinary income	70.0	74.4	4.4	
Extraordinary income	32.0	36.9	4.9	
Dividend Payment (¥)	4	4	—	

# Consolidated Balance Sheets: Assets

<i>(¥billions)</i>		FY2012 Result (a)	FY2013 Result (b)	Difference (b) - (a)
Current Assets	Cash and deposits	70.9	64.4	(6.5)
	Notes and accounts receivable-trade	223.9	211.7	(12.2)
	Inventories	257.6	282.3	24.7
	Other	208.8	220.4	11.5
	Sub total	761.3	778.9	17.5
Noncurrent Assets	Property, plant and equipment and intangible assets	710.6	707.2	(3.3)
	Investments and other assets	279.9	325.5	45.6
	Sub total	990.5	1,032.8	42.2
Total		1,751.8	1,811.7	59.8

# Consolidated Balance Sheets: Liabilities and Net Assets

(¥billions)

		FY2012 Result (a)	FY2013 Result (b)	Difference (b) - (a)
Liabilities	Notes and accounts payable-trade	115.5	105.8	(9.6)
	Short-term loans payable, bonds payable, and CP	(40%) 708.8	(38%) 692.9	(15.8)
	Other liabilities	518.3	546.6	28.3
	Sub total	1,342.7	1,345.5	2.7
Net Assets	Capital stock	119.4	119.4	-
	Capital surplus and treasury stock	112.1	90.5	(21.5)
	Retained earnings	116.8	158.4	41.5
	Other Comprehensive Income	2.6	36.7	34.1
	Minority interests	57.9	61.0	3.0
	Sub total	(23%) 409.0	(26%) 466.2	57.1
Total		1,751.8	1,811.7	59.8

Equity Ratio (Mar' 12) 20% → (Mar'13) 22%



# Assumptions / Sensitivity (1)

	Mar '12 Result	Mar '13 Result(a)	Mar '14 Forecast			Difference (b-a)
			1st Half	2nd Half	Annual(b)	
Average TTM rate (yen/\$)	79	83	95	95	95	12
Average TTM rate (yen/€)	109	107	125	125	125	18
Total demand for cement in Japan (million tons)	42.65	44.58	22.00	23.00	45.00	0.42
Cement sales volumes for MMC-Domestic (million tons)	6.56	6.59	3.29	3.82	7.11	0.52
Cement sales volumes for MMC-Exports (million tons)	2.82	2.73	1.32	1.34	2.66	-0.07
Total demand for cement in the U.S. (million tons)	70.29	76.70	-		81.19	4.49
Cement sales volumes in the U.S.(million short tons)	1.34	1.53	0.82	0.83	1.65	0.12
Ready-mixed concrete sales volumes in the U.S. (million cy)	4.72	5.30	2.79	2.91	5.70	0.40
Copper price LME (¢/lb)	385	356	330	330	330	-26
Effective copper price (¢/lb)	402	359	333	330	331	-28
Sales of cathodes(MMC) (thousand tons)	322	305	148	148	296	-9
exports included in above number (thousand tons)	101	98	47	47	94	-4
Sales of cahodes (PTS)(thousand tons)	261	202	136	146	282	80

# Assumptions / Sensitivity (2)

	Mar '12 Result	Mar '13 Result(a)	Mar' 14 Forecast			Difference (b-a)
			1st Half	2nd Half	Annual(b)	
Processed copper products sales volumes (thousand tons)	135	129	69	74	143	14
Dividends from copper mine ( ¥ billions)	22.2	24.5	4.0	9.0	13.0	-11.5
SUMCO's net income ( ¥ billions)	-84.4	3.4	1.0	9.0	10.0	6.6
MMC's equity method investment gain( ¥ billions)	-23.8	0.6	0.1	2.4	2.5	1.9
Sales of regular cans (billion cans)	3.7	3.6	2.0	1.7	3.7	0.1
Sales of bottle cans (billion cans)	1.0	1.1	0.6	0.5	1.1	0.0
Sales of aluminum sheet products (kilotons)	98	103	55	51	106	3
Sales of aluminum extrusion products (kilotons)	22	21	10	11	21	0

## Sensitivity for Mar' 14 (annual, operating profit base)

Exchange rate	yen/US\$ (yen rise negative)	300 million(JPY)
	yen/€ (yen rise negative)	60 million(JPY)
Copper price(LME)	operating profit 10 ¢ /lb	400 million(JPY)
	non-operating profit 10 ¢ /lb	1500 million(JPY)

# Consolidated Statements of Operations ( Mar'14 Forecast)

(¥billions)	Mar'13 Full Year Result(a)	Mar'14		Mar'14 Forecast(b)	Difference (b)-(a)	Mar'14 Medium-Term Plan(c)	Difference (b)-(c)
		1st Half	2nd Half				
Net sales	1,287.2	710.0	770.0	1,480.0	192.8	1,570.0	-90.0
Operating profit	52.5	31.0	41.0	72.0	19.5	83.0	-11.0
Net interest and dividend income	19.5	0.0	6.5	6.5	-13.0		
Earnings in equity of affiliates	5.1	1.0	4.0	5.0	-0.1		
Other/Non-operating profit	-2.8	-1.0	-2.5	-3.5	-0.7		
Ordinary income	74.4	31.0	49.0	80.0	5.6	110.0	-30.0
Extraordinary income	-16.6	5.0	-13.0	-8.0	8.6		
Income taxes	-10.7	-7.5	-12.0	-19.5	-8.8		
Minority interests in income	-10.0	-3.5	-4.0	-7.5	2.5		
Net income	36.9	25.0	20.0	45.0	8.1		
Dividend Payment (1)	4	2	4	6	2		

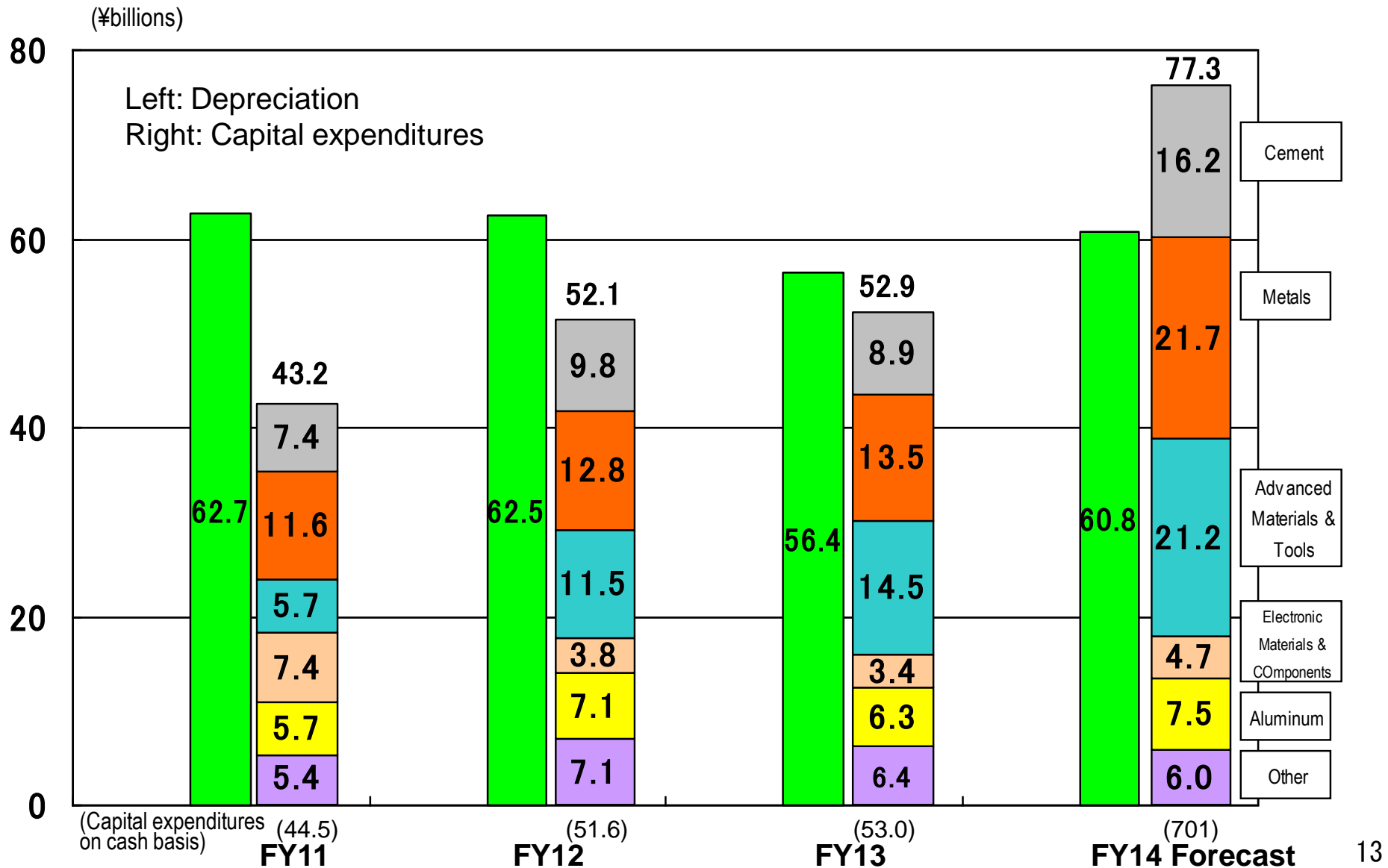
# Factor analysis of Net Sales, Operating Income and Ordinary income by Segment

(¥billions)

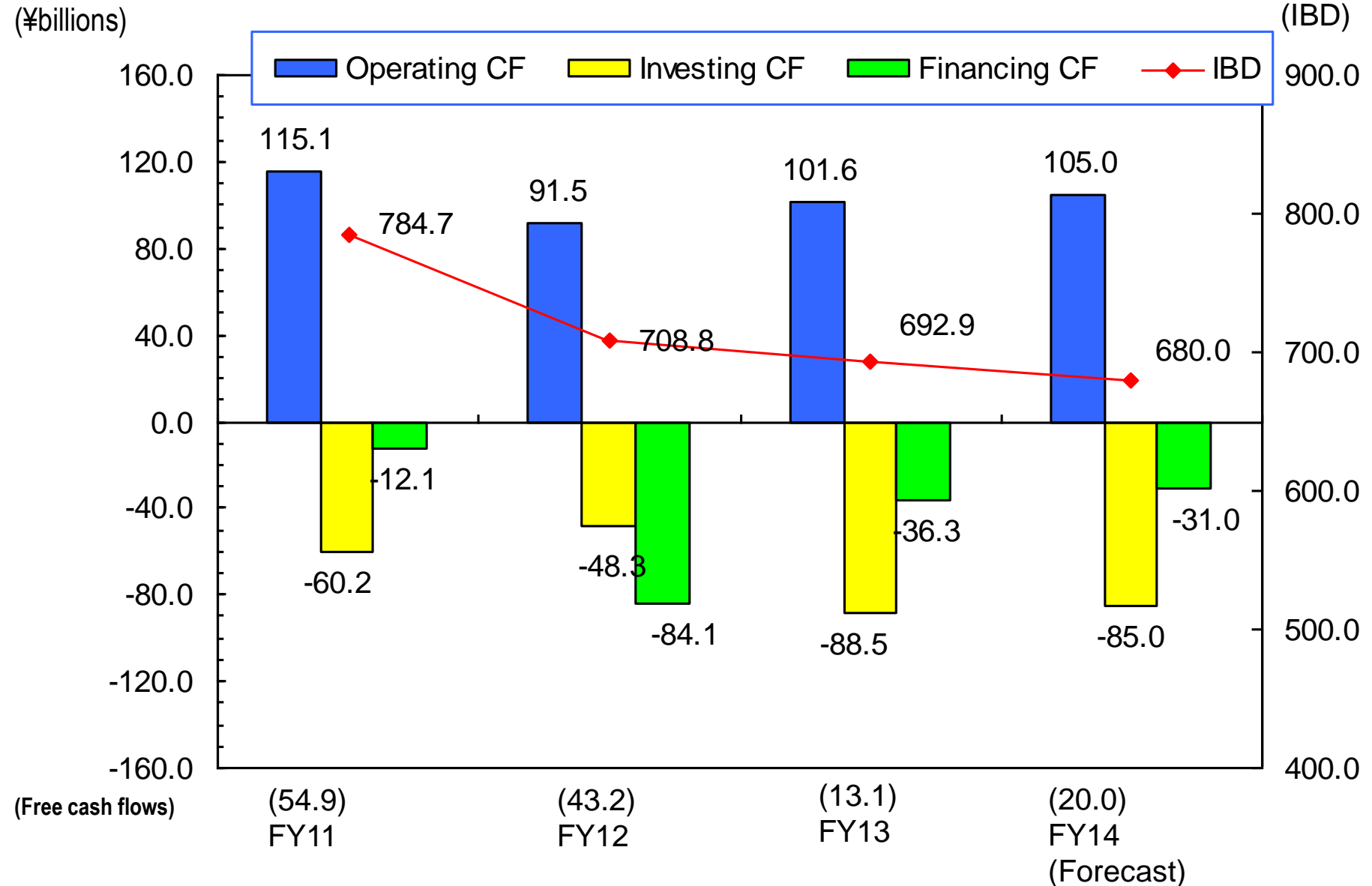
		Mar' 13 (a)	Mar' 14 (b)	Difference (b)-(a)	Exchange rates and price differences	Quantity variation	Special factors	Dividends received	Earnings in equity of affiliates	Other	Mar' 14 1st Half	Mar' 14 2nd Half
Cement	Sales	164.7	193.0	28.3	14.9	11.4	0.0			2.0	91.0	102.0
	Operating profit	14.2	20.5	6.3			0.0			2.0	8.0	12.5
	Ordinary income	14.0	19.5	5.5	2.0	2.3	0.0	-0.1	-0.4	1.7	7.0	12.5
Metals	Sales	622.7	760.0	137.3	52.3	79.8	5.2			0.0	360.0	400.0
	Operating profit	17.7	23.0	5.3			0.2			1.4	11.0	12.0
	Ordinary income	39.1	35.0	-4.1	1.0	2.7	0.3	-11.6	-0.1	3.6	14.5	20.5
Advanced Materials & Tools	Sales	136.6	159.0	22.4	8.6	12.6	1.2			0.0	76.0	83.0
	Operating profit	10.7	16.5	5.8			0.5			-2.3	7.0	9.5
	Ordinary income	10.6	15.5	4.9	3.2	4.4	0.4	-0.2	0.0	-2.9	6.5	9.0
Electronic materials& component	Sales	68.6	74.0	5.4	2.0	3.4	0.0			0.0	35.0	39.0
	Operating profit	4.8	5.0	0.2			-3.2			1.6	2.5	2.5
	Ordinary income	3.4	5.5	2.1	0.4	1.4	-3.2	0.0	2.0	1.5	1.5	4.0
Aluminum	Sales	146.6	147.0	0.4	-0.3	0.7	0.0			0.0	74.0	73.0
	Operating profit	6.1	6.5	0.4			0.0			1.9	3.5	3.0
	Ordinary income	5.5	5.5	0.0	-3.3	1.8	0.0	0.0	0.0	1.5	3.0	2.5
Others	Sales	348.9	359.0	10.1	0.2	9.8	0.1			0.0	176.0	183.0
	Operating profit	6.9	7.0	0.1			0.0			-0.1	2.0	5.0
	Ordinary income	10.8	8.5	-2.3	0.0	0.2	0.0	-0.9	-1.5	-0.1	2.0	6.5
Elimination etc	Sales	-201.1	-212.0	-10.9	0.4	-14.6	3.3			0.0	-102.0	-110.0
	Operating profit	-8.2	-6.5	1.7			0.1			1.5	-3.0	-3.5
	Ordinary income	-9.2	-9.5	-0.3	0.0	0.1	0.1	0.2	0.0	-0.7	-3.5	-6.0
Total	Sales	1,287.2	1,480.0	192.8	78.1	102.9	9.8			2.0	710.0	770.0
	Operating profit	52.5	72.0	19.5			-2.4			5.8	31.0	41.0
	Ordinary income	74.4	80.0	5.6	3.3	12.8	-2.4	-12.7	-0.1	4.7	31.0	49.0

(breakdown) exchange gain +9.2 price difference  $\Delta$ 1.7 electricity price difference  $\Delta$ 4.2

# Depreciation and Capital Expenditures

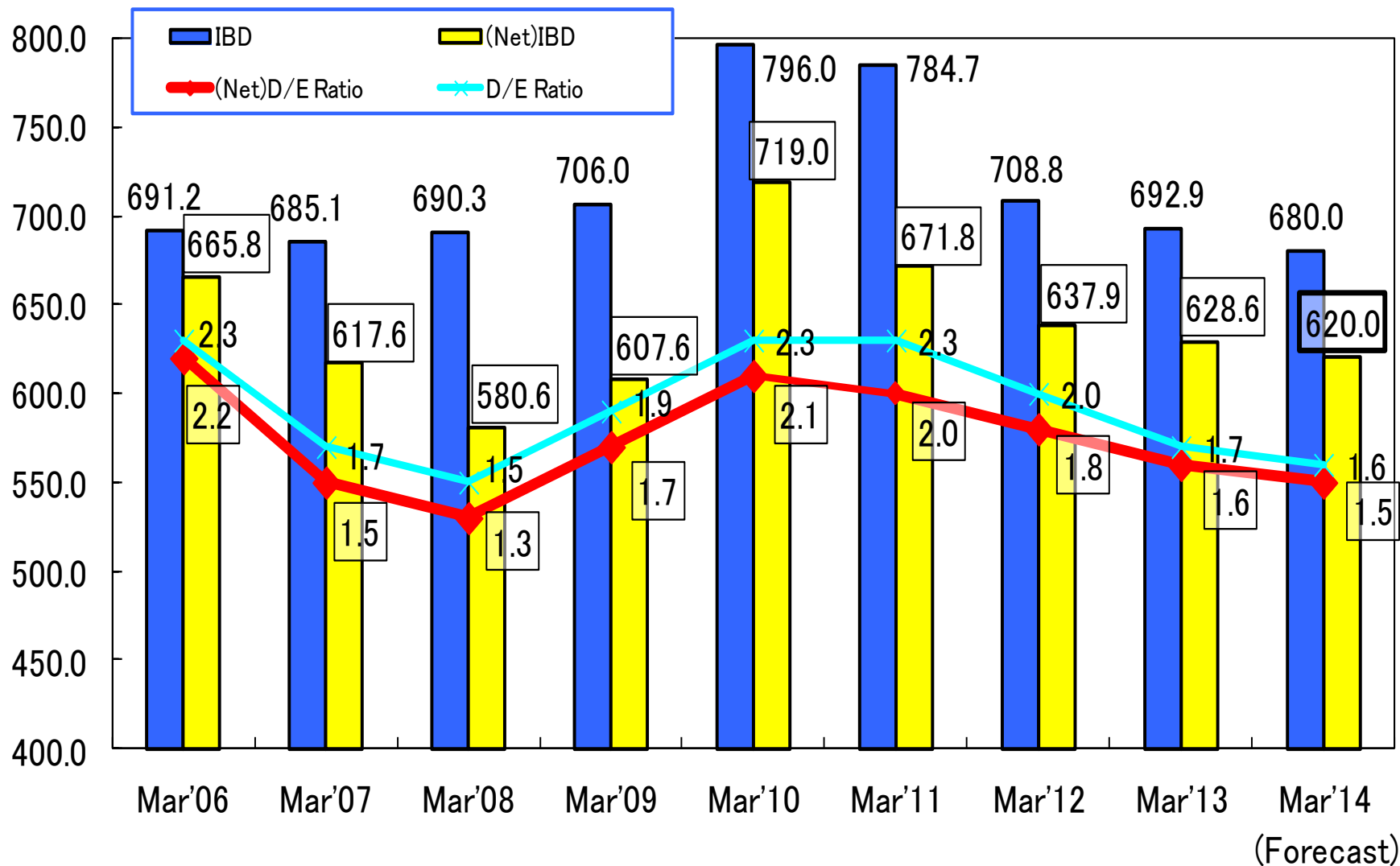


# Cash Flows



# Interest-Bearing Debt & D/E Ratio

(¥billions)



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