

Fact Sheet 2012

June 14, 2012

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Notes

- 1 This fact sheet is intended to provide information about Hitachi Chemical, and does not constitute a solicitation to buy or sell the Company's marketable securities. This fact sheet does not necessarily always contain or reflect the most recent information.
- 2 In no event will Hitachi Chemical be liable for any loss or damage that may occur as a result of the use of the information on this fact sheet. We ask that you make any investment-related decisions at your own discretion.
- 3 The financial figures presented in this fact sheet are based on the figures in the financial summaries (*kessan tanshin*) for each fiscal period, which are prepared in conformity with accounting principles generally accepted in Japan.
- 4 Amounts less than the unit are rounded off.

 **Hitachi Chemical Co., Ltd.**

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CSR Management Sector

Financial Highlights

Hitachi Chemical Co., Ltd. and Consolidated Subsidiaries

(Millions of yen)

Net sales ^(Note 1)

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Net sales ^(Note 2)	628,805	626,929	488,638	455,287	497,452	473,069
Functional Materials	-	-	-	240,704	251,984	240,411
Advanced Components and Systems	-	-	-	214,583	245,468	232,658
Operating income	55,750	60,493	19,938	38,341	43,471	24,495
Functional Materials	-	-	-	32,183	31,075	20,004
Advanced Components and Systems	-	-	-	6,236	12,387	4,511
Adjustment	-	-	-	△ 78	9	△ 20
Ordinary Income	56,714	59,499	16,524	36,506	45,042	27,799
Net income	32,766	31,438	2,740	23,509	18,943	16,427

Financial Position

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Total assets	470,864	458,741	391,350	426,586	432,184	440,981
Total net assets	268,356	274,970	263,588	282,602	290,311	287,239
Net worth ratio	51.8%	56.6%	64.1%	62.9%	63.6%	64.2%

Cash Flows

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Cash flows from operating activities	46,382	58,251	55,490	56,497	44,015	42,072
Cash flows from investing activities	△ 37,059	△ 33,743	△ 41,621	△ 20,003	△ 35,748	△ 67,202
Cash flows from financing activities	△ 5,289	△ 10,516	△ 13,778	△ 12,622	△ 6,823	4,611
Cash and cash equivalents at end of term	65,572	76,084	73,964	97,603	96,775	76,318

Per Share Data

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Net income (Basic)	158.02	151.60	13.15	112.88	90.96	78.88
Net income (Diluted)	157.95	151.57	13.15	-	-	-
Dividend	28.00	32.00	32.00	32.00	36.00	36.00
Total net assets	1,175.49	1,251.66	1,203.92	1,289.11	1,320.30	1,359.33

Other Data

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Return on equity (ROE)	14.3%	12.5%	1.1%	9.1%	7.0%	5.9%
Return on assets (ROA)	12.4%	12.8%	3.9%	8.9%	10.5%	6.4%
Interest-bearing liabilities ^(Note 3)	39,312	37,210	30,806	24,557	27,151	40,856
Capital expenditures	37,661	37,383	35,972	20,984	30,432	37,347
Depreciation	28,077	32,866	34,560	31,666	28,985	28,240
Research and development expenses	27,835	28,166	27,617	25,402	26,382	25,680
Research and development expenses / Net sales	4.4%	4.5%	5.7%	5.6%	5.3%	5.4%
Number of consolidated subsidiaries	60	53	53	50	51	57
Number of employees ^(Note 4)	17,787	15,583	15,586	15,567	16,453	17,088

[Notes] Please see the notes on page 3.

Consolidated Balance Sheets

Hitachi Chemical Co., Ltd. and Consolidated Subsidiaries

(Millions of yen)

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
[Assets]						
Current assets	261,952	265,179	207,458	256,685	270,150	248,499
Cash and cash equivalents	38,134	35,340	30,115	33,434	39,984	37,703
Trade notes and accounts receivables	125,409	126,526	77,235	105,059	106,939	107,126
Inventories	48,214	43,528	-	-	-	-
Finished goods	-	-	16,432	16,504	16,782	19,160
Work in process	-	-	8,747	9,306	9,651	10,387
Raw materials	-	-	9,823	10,727	12,150	12,972
Deferred income taxes	13,293	11,649	8,567	10,040	8,904	7,096
Other current assets	40,661	52,454	60,844	76,349	78,299	55,694
Less allowance for doubtful receivables	△ 3,759	△ 4,318	△ 4,305	△ 4,734	△ 2,559	△ 1,639
Fixed assets	208,912	193,562	183,892	169,901	162,034	192,482
Net property, plant and equipment	156,456	144,799	138,998	126,644	120,513	131,295
Buildings and structures	46,610	42,778	41,791	42,669	39,979	43,551
Machinery, equipment, and transportation equipment	65,501	62,759	57,294	51,394	48,961	49,500
Lands	22,719	20,933	19,397	19,220	18,173	18,334
Other fixed assets	21,629	18,329	20,516	13,361	13,400	19,910
Intangible assets	7,278	7,515	6,556	5,737	6,559	29,705
Investments and other assets	45,178	41,248	38,338	37,520	34,962	31,482
Investments in securities	23,027	20,659	16,460	20,114	17,275	14,173
Deferred income taxes	6,960	5,720	8,658	7,494	8,126	7,280
Other assets	15,904	15,453	14,008	10,835	10,375	10,728
Less allowance for doubtful receivables	△ 713	△ 584	△ 788	△ 923	△ 814	△ 699
Total assets	470,864	458,741	391,350	426,586	432,184	440,981
[Liabilities]						
Current liabilities	156,812	146,260	95,309	112,322	108,643	109,414
Trade notes and accounts payables	73,935	71,592	36,926	54,586	52,741	50,367
Short-term debts	15,281	16,104	13,434	11,763	12,895	15,931
Debentures to be redeemed within one year	3,000	4,000	5,000	-	-	-
Other current liabilities	64,596	54,564	39,949	45,973	43,007	43,116
Fixed liabilities	45,696	37,511	32,453	31,662	33,230	44,328
Debentures	19,000	15,000	10,000	10,000	10,000	20,000
Long-term debts	1,947	2,100	2,126	2,492	4,031	4,739
Retirement and severance benefits	18,971	14,423	14,940	15,552	16,044	16,544
Other liabilities	5,778	5,988	5,387	3,618	3,155	3,045
Total liabilities	202,508	183,771	127,762	143,984	141,873	153,742
[Net assets]						
Capital stock	239,208	264,537	261,983	279,140	290,801	299,701
Common stock	15,421	15,443	15,454	15,454	15,454	15,454
Capital surplus	34,312	34,334	36,113	36,113	36,113	36,113
Earnings surplus	189,581	214,881	210,554	227,754	239,422	248,325
Treasury stock	△ 106	△ 121	△ 138	△ 181	△ 188	△ 191
Accumulated other comprehensive income	4,550	△ 4,957	△ 11,218	△ 10,677	△ 15,846	△ 16,622
Valuation difference on available-for-sale securities	4,509	2,200	533	1,985	1,553	732
Deferred gains or losses on hedges	32	74	△ 7	△ 20	△ 41	△ 166
Foreign currency translation adjustments	9	△ 7,231	△ 11,744	△ 12,642	△ 17,358	△ 17,188
Minority interests	24,598	15,390	12,823	14,139	15,356	4,160
Total net assets	268,356	274,970	263,588	282,602	290,311	287,239
Total liabilities, net assets	470,864	458,741	391,350	426,586	432,184	440,981

[Notes]

Note 1: Segment division is changed from the year ended March 31, 2011 since the Accounting Standard for Disclosures about Segments of an Enterprise and Related Information was applied on April 1, 2010. Data for the year ended March 31, 2010 is presented based on new segments. Please refer to page 9 (Previous Segment Information) for data before the year ended March 31, 2010.

Note 2: Segment sales are sales to outside customers.

Note 3: Interest-bearing liabilities include trade notes discounted.

Note 4: Number of employees includes temporary staff.

Note 5: [Transfer of Housing Equipment and Environmental Facilities Segment]

Housing Equipment and Environmental Facilities segment was removed from the scope of consolidation in October 2007 due to the sale of its shares. For this reason, the earnings of this segment are not included in the Company's consolidated financial results from October 1, 2007.

Note 6: "Accounting Standard for Presentation of Comprehensive Income" (ASBJ Statement No.25 issued on June 30, 2010) was applied starting from the year ended March 31, 2011.

Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

Hitachi Chemical Co., Ltd. and Consolidated Subsidiaries

(Millions of yen)

Consolidated Statements of Income

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Net sales	628,805	626,929	488,638	455,287	497,452	473,069
Cost of sales	463,849	468,077	387,864	342,415	373,214	368,983
Gross Profit	164,956	158,852	100,774	112,872	124,238	104,086
Selling, general and administrative expenses	109,206	98,359	80,836	74,531	80,767	79,591
Operating income	55,750	60,493	19,938	38,341	43,471	24,495
Non-operating income	7,794	7,626	6,361	6,788	7,507	7,366
Interest and dividend income	1,326	1,422	1,042	480	532	607
Other Non-operating income	6,468	6,204	5,319	6,308	6,975	6,759
Non-operating expenses	6,830	8,620	9,775	8,623	5,936	4,062
Interest expenses	1,167	1,215	1,030	639	613	761
Other non-operating expenses	5,663	7,405	8,745	7,984	5,323	3,301
Ordinary income	56,714	59,499	16,524	36,506	45,042	27,799
Extraordinary profit	-	3,846	-	-	2,709	6,024
Gain on transfer of business	-	2,962	-	-	-	-
Gain on sale of fixed assets	-	884	-	-	-	661
Gain on step acquisitions	-	-	-	-	392	-
Reversal of allowance for doubtful accounts	-	-	-	-	2,317	-
Insurance income	-	-	-	-	-	2,810
Compensation income	-	-	-	-	-	2,553
Extraordinary loss	-	5,468	3,733	-	12,734	3,751
Loss on business structural reform	-	2,032	430	-	-	862
Loss on product safety measures	-	600	-	-	-	-
Loss on transfer of business	-	1,275	-	-	-	-
Impairment loss	-	1,561	3,138	-	1,840	599
Surcharge	-	-	165	-	-	-
Loss on adjustment for changes of accounting standard for asset retirement obligations	-	-	-	-	620	-
Loss on disaster	-	-	-	-	10,274	2,099
Loss on step acquisitions	-	-	-	-	-	191
Income before income taxes and minority interests	56,714	57,877	12,791	36,506	35,017	30,072
Income taxes (corporate, inhabitant, and business taxes)	22,015	23,799	9,227	11,533	13,986	11,769
Current	21,972	20,873	7,955	12,957	13,411	8,386
Deferred	43	2,926	1,272	Δ 1,424	575	3,383
Income before minority interests	-	-	-	-	21,031	18,303
Minority interests	1,933	2,640	824	1,464	2,088	1,876
Net income	32,766	31,438	2,740	23,509	18,943	16,427

Percentage Increase / Decrease from the Preceding Year

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Net sales	4.3%	Δ 0.3%	Δ 22.1%	Δ 6.8%	9.3%	Δ 4.9%
Operating income	3.6%	8.5%	Δ 67.0%	92.3%	13.4%	Δ 43.7%
Ordinary income	4.2%	4.9%	Δ 72.2%	120.9%	23.4%	Δ 38.3%
Net income	3.7%	Δ 4.1%	Δ 91.3%	758.0%	Δ 19.4%	Δ 13.3%

Percentage of net sales

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Operating income	8.9%	9.6%	4.1%	8.4%	8.7%	5.2%
Ordinary income	9.0%	9.5%	3.4%	8.0%	9.1%	5.9%
Net income	5.2%	5.0%	0.6%	5.2%	3.8%	3.5%

Income Tax Rate

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
	38.8%	41.1%	72.1%	31.6%	39.9%	39.1%

Note: Income Tax Rate = Current and Deferred Income Taxes ÷ Income before Income Taxes and Minority Interests × 100

Consolidated Statements of Comprehensive Income

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Income before minority interests	-	-	-	-	21,031	18,303
Other comprehensive income	-	-	-	-	Δ 5,320	Δ 814
Valuation difference on available-for-sale securities	-	-	-	-	Δ 443	Δ 770
Deferred gains or losses on hedges	-	-	-	-	Δ 25	Δ 185
Foreign currency translation adjustments	-	-	-	-	Δ 4,736	241
Share of other comprehensive income of associates accounted for using equity method	-	-	-	-	Δ 116	Δ 100
Comprehensive Income	-	-	-	-	15,711	17,489
(Comprehensive income attributable to)						
Comprehensive income attributable to owners of the parent	-	-	-	-	13,774	15,650
Comprehensive income attributable to minority interests	-	-	-	-	1,937	1,839

Consolidated Statements of Cash Flows

Hitachi Chemical Co., Ltd. and Consolidated Subsidiaries

(Millions of yen)

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
[Cash flows from operating activities]						
Income before income taxes and minority interests	56,714	57,877	12,791	36,506	35,017	30,072
Depreciation and amortization	28,077	32,866	34,560	31,666	28,985	28,240
Interest and dividends received	△ 1,326	△ 1,422	△ 1,042	△ 480	△ 532	△ 607
Interest paid	1,167	1,215	1,030	639	613	761
Impairment loss	-	-	-	-	6,555	599
Increase (decrease) in trade receivables	△ 5,819	△ 14,506	47,444	△ 28,365	△ 4,912	1,023
Increase (decrease) in inventories	△ 3,553	△ 1,948	7,794	△ 2,223	△ 1,951	△ 2,971
Increase (decrease) in trade payables	△ 128	6,186	△ 33,215	17,919	1,320	△ 2,324
Increase (decrease) in provision for loss disaster	-	-	-	-	2,461	△ 2,449
Increase (decrease) in accrued expenses and retirement and severance benefits	△ 1,319	△ 1,700	529	607	492	500
Other	△ 7,837	2,357	4,598	719	△ 7,837	△ 2,084
Subtotal	65,976	80,925	74,489	56,988	60,211	50,760
Interest and dividends received	2,193	2,354	1,939	1,348	1,997	1,738
Interest paid	△ 1,182	△ 1,243	△ 1,041	△ 647	△ 590	△ 720
Corporate and other taxes paid	△ 20,605	△ 23,785	△ 19,897	△ 5,174	△ 18,236	△ 9,706
Refund of income tax and other taxes	-	-	-	3,982	633	-
Net cash provided by operating activities	46,382	58,251	55,490	56,497	44,015	42,072
[Cash flows from investing activities]						
Purchase of short-term investment in securities	-	-	-	-	△ 3,499	△ 500
Expenses of property, plant, and equipment acquired	△ 36,487	△ 34,209	△ 36,272	△ 20,894	△ 27,511	△ 33,546
Income from sale of property, plant and equipment	2,596	2,694	1,777	681	479	1,921
Expenses of investment securities	-	-	△ 2,635	△ 1,555	△ 3,133	△ 1,908
Income from sale of investment securities	1,806	14	339	654	281	4,083
Purchase of trust beneficiary right	-	-	-	-	△ 5,770	-
Proceeds from redemption of trust beneficiary right	-	-	-	-	6,769	-
Purchase of investments in subsidiaries resulting in change in scope of consolidation	-	-	-	-	△ 1,596	△ 4,944
Proceed from sales of subsidiaries' stock to result in changing the scope of consolidation	-	13,382	-	-	-	-
Expense for subsidiaries' stock acquired	△ 1,628	△ 9,114	△ 206	-	△ 19	△ 36,393
Other	△ 3,346	△ 6,510	△ 4,624	1,111	△ 1,749	4,085
Net cash provided (used in) by investing activities	△ 37,059	△ 33,743	△ 41,621	△ 20,003	△ 35,748	△ 67,202
[Cash flows from financing activities]						
Net increase (decrease) in short-term loans	388	983	△ 1,898	△ 1,336	△ 2,323	2,911
Proceeds from long-term debts	1,900	-	235	480	3,226	1,606
Payments on long-term debts	△ 1,241	△ 895	△ 249	△ 54	△ 54	△ 1,856
Income from issuance of debentures	10,000	-	-	-	-	10,000
Reimbursement of debentures	△ 10,000	△ 3,000	△ 4,000	△ 5,000	-	-
Dividends paid to stockholders	△ 5,390	△ 6,221	△ 7,067	△ 6,248	△ 7,289	△ 7,497
Dividends paid to minority stockholders of subsidiaries	△ 400	△ 437	△ 258	△ 234	△ 287	△ 497
Other	△ 546	△ 946	△ 541	△ 230	△ 96	△ 56
Net cash provided (used in) by financing activities	△ 5,289	△ 10,516	△ 13,778	△ 12,622	△ 6,823	4,611
Effect of exchange rate changes on cash and cash equivalents	728	△ 3,480	△ 2,211	△ 233	△ 2,386	△ 67
Net increase (decrease) in cash and cash equivalents	4,762	10,512	△ 2,120	23,639	△ 942	△ 20,586
Cash and cash equivalents at beginning of term	60,810	65,572	76,084	73,964	97,603	96,775
Increase (decrease) in cash and cash equivalents resulting from change in fiscal year-end of consolidated subsidiaries	-	-	-	-	114	129
Cash and cash equivalents at end of term	65,572	76,084	73,964	97,603	96,775	76,318

Segment Related Information

Hitachi Chemical Co., Ltd. and Consolidated Subsidiaries

(Millions of Yen)

Business Segment Information

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Functional Materials						
Sales	-	-	-	244,285	260,574	249,022
Sales to outside customers	-	-	-	240,704	251,984	240,411
Inter-segment sales	-	-	-	3,581	8,590	8,611
Segment profit	-	-	-	32,183	31,075	20,004
Segment assets	-	-	-	254,526	261,844	251,071
Depreciation and amortization	-	-	-	16,264	14,702	14,291
Amortization of goodwill	-	-	-	-	-	136
Investments in equity method affiliates	-	-	-	4,302	4,340	4,747
Increase in property, plant and equipment and intangible assets	-	-	-	9,520	14,159	19,579
Advanced Components and Systems						
Sales	-	-	-	215,070	245,908	233,086
Sales to outside customers	-	-	-	214,583	245,468	232,658
Inter-segment sales	-	-	-	487	440	428
Segment profit	-	-	-	6,236	12,387	4,511
Segment assets	-	-	-	173,110	171,951	191,618
Depreciation and amortization	-	-	-	15,402	14,283	13,949
Amortization of goodwill	-	-	-	-	316	672
Investments in equity method affiliates	-	-	-	2,415	1,204	1,680
Increase in property, plant and equipment and intangible assets	-	-	-	11,464	17,953	41,839
Adjustment						
Sales	-	-	-	△ 4,068	△ 9,030	△ 9,039
Segment profit	-	-	-	△ 78	9	△ 20
Segment assets	-	-	-	△ 1,050	△ 1,611	△ 1,708
Amounts shown on consolidated statements of income						
Sales	-	-	-	455,287	497,452	473,069
Segment profit	-	-	-	38,341	43,471	24,495
Segment assets	-	-	-	426,586	432,184	440,981
Depreciation and amortization	-	-	-	31,666	28,985	28,240
Amortization of goodwill	-	-	-	-	316	808
Investments in equity method affiliates	-	-	-	6,717	5,544	6,427
Increase in property, plant and equipment and intangible assets	-	-	-	20,984	32,112	61,418
Percentage Increase / Decrease from the Preceding Year of Sales to Outside Customers						
	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Functional Materials	-	-	-	-	4.7%	△ 4.6%
Advanced Components and Systems	-	-	-	-	14.4%	△ 5.2%
Operating Margin*						
	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Functional Materials	-	-	-	13.4%	12.3%	8.3%
Advanced Components and Systems	-	-	-	2.9%	5.0%	1.9%

*Operating Margin = Segment profit ÷ Sales to Outside Customers × 100

Geographic Information

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
Net Sales	-	-	-	455,287	497,452	473,069
Japan	-	-	-	259,914	281,352	272,355
Asia	-	-	-	163,267	181,535	171,613
Other Areas	-	-	-	32,106	34,565	29,101
Net Property, Plant and Equipment	-	-	-	-	120,513	131,295
Japan	-	-	-	-	92,874	90,769
Asia	-	-	-	-	24,064	35,865
Other Areas	-	-	-	-	3,575	4,661

Reference Previous Segment Information

Hitachi Chemical Co., Ltd. and Consolidated Subsidiaries

(Millions of Yen)

Business Segment Information

	2006.3	2007.3	2008.3	2009.3	2010.3
Electronics Related Products					
Sales	274,142	294,690	314,177	251,937	244,788
Sales to outside customers	272,739	293,575	312,755	250,849	244,635
Inter-segment sales	1,403	1,115	1,422	1,088	153
Operating expenses	236,425	253,820	268,507	234,725	214,298
Operating income	37,717	40,870	45,670	17,212	30,490
Assets	209,489	227,840	237,467	206,313	236,481
Depreciation	11,752	12,144	15,848	17,329	15,256
Capital expenditures	17,125	16,915	19,060	17,581	10,091
Advanced performance products					
Sales	243,719	251,509	279,894	239,264	212,174
Sales to outside customers	243,351	250,821	278,080	237,789	210,652
Inter-segment sales	368	688	1,814	1,475	1,522
Operating expenses	228,813	236,512	264,335	236,348	204,428
Operating Income	14,906	14,997	15,559	2,916	7,746
Assets	195,269	204,323	221,654	185,433	190,297
Depreciation	12,761	13,674	15,966	17,231	16,410
Capital expenditures	19,074	19,110	17,620	18,391	10,893
Housing Equipment and Environmental Facilities					
Sales	86,820	84,745	36,183	-	-
Sales to Outside Customers	86,613	84,409	36,094	-	-
Inter-segment Sales	207	336	89	-	-
Operating Expenses	85,910	84,800	37,020	-	-
Operating Income	910	△ 55	△ 837	-	-
Assets	40,725	40,186	-	-	-
Depreciation	2,687	2,259	1,052	-	-
Capital Expenditures	2,488	1,636	703	-	-
Elimination					
Sales	△ 1,978	△ 2,139	△ 3,325	△ 2,563	△ 1,675
Operating Expenses	△ 2,278	△ 2,077	△ 3,426	△ 2,373	△ 1,780
Operating Income	300	△ 62	101	△ 190	105
Assets	△ 1,298	△ 1,485	△ 380	△ 396	△ 192
Consolidated					
Sales	602,703	628,805	626,929	488,638	455,287
Operating Expenses	548,870	573,055	566,436	468,700	416,946
Operating Income	53,833	55,750	60,493	19,938	38,341
Assets	444,185	470,864	458,741	391,350	426,586
Depreciation	27,200	28,077	32,866	34,560	31,666
Capital Expenditures	38,687	37,661	37,383	35,972	20,984
Percentage Increase / Decrease from the Preceding Year of Sales to Outside Customers					
	2006.3	2007.3	2008.3	2009.3	2010.3
Electronics Related Products	10.7%	7.6%	6.5%	△ 19.8%	△ 2.5%
Advanced Performance Products	8.3%	3.1%	10.9%	△ 14.5%	△ 11.4%
Housing Equipment and Environmental Facilities	2.6%	△ 2.5%	△ 57.2%	-	-
Operating Margin*					
	2006.3	2007.3	2008.3	2009.3	2010.3
Electronics Related Products	13.8%	13.9%	14.6%	6.9%	12.5%
Advanced Performance Products	6.1%	6.0%	5.6%	1.2%	3.7%
Housing Equipment and Environmental Facilities	1.1%	-	-	-	-

*Operating Margin = Operating Income ÷ Sales to Outside Customers × 100

Geographic Segment Information

	2006.3	2007.3	2008.3	2009.3	2010.3
Japan					
Sales	536,949	550,510	533,859	408,879	385,494
Sales to Outside Customers	479,967	482,291	454,684	344,350	307,924
Inter-segment Sales	56,982	68,219	79,175	64,529	77,570
Operating Expenses	487,782	500,642	482,953	394,066	355,278
Operating Income	49,167	49,868	50,906	14,813	30,216
Assets	367,431	383,227	373,634	314,435	342,289
Asia					
Sales	108,471	130,524	153,228	126,158	131,260
Sales to Outside Customers	98,651	117,924	140,392	117,310	124,736
Inter-segment Sales	9,820	12,600	12,836	8,848	6,524
Operating Expenses	104,274	124,978	144,469	122,007	123,336
Operating Income	4,197	5,546	8,759	4,151	7,924
Assets	78,609	90,477	91,283	74,066	89,734
Other Areas					
Sales	26,571	30,683	33,701	28,641	23,923
Sales to Outside Customers	24,085	28,590	31,853	26,978	22,627
Inter-segment Sales	2,486	2,093	1,848	1,663	1,296
Operating Expenses	25,705	29,969	32,842	28,460	23,344
Operating Income	866	714	859	181	579
Assets	18,193	20,415	19,013	17,691	19,381
Elimination					
Sales	△ 69,288	△ 82,912	△ 93,859	△ 75,040	△ 85,390
Operating Expenses	△ 68,891	△ 82,534	△ 93,828	△ 75,833	△ 85,012
Operating Income	△ 397	△ 378	△ 31	793	△ 378
Assets	△ 20,048	△ 23,255	△ 25,189	△ 14,842	△ 24,818
Consolidated					
Sales	602,703	628,805	626,929	488,638	455,287
Operating Expenses	548,870	573,055	566,436	468,700	416,946
Operating Income	53,833	55,750	60,493	19,938	38,341
Assets	444,185	470,864	458,741	391,350	426,586

Percentage Increase / Decrease from the Preceding Year of Sales to Outside Customers

	2006.3	2007.3	2008.3	2009.3	2010.3
Japan	3.5%	0.5%	△ 5.7%	△ 24.3%	△ 10.6%
Asia	35.5%	19.5%	19.1%	△ 16.4%	6.3%
Other Areas	27.7%	18.7%	11.4%	△ 15.3%	△ 16.1%

Operating Margin*

	2006.3	2007.3	2008.3	2009.3	2010.3
Japan	10.2%	10.3%	11.2%	4.3%	9.8%
Asia	4.3%	4.7%	6.2%	3.5%	6.4%
Other Areas	3.6%	2.5%	2.7%	0.7%	2.6%

*Operating Margin = Operating Income ÷ Sales to Outside Customers × 100

Overseas Sales

	2006.3	2007.3	2008.3	2009.3	2010.3
Overseas Sales	184,312	207,447	239,268	195,490	195,373
Asia	143,985	162,931	193,261	159,415	163,267
Others	40,327	44,516	46,007	36,075	32,106
Consolidated Sales	602,703	628,805	626,929	488,638	455,287
Percentage of Overseas Sales in Consolidated Sales	30.6%	33.0%	38.2%	40.0%	42.9%
Asia	23.9%	25.9%	30.8%	32.6%	35.9%
Others	6.7%	7.1%	7.4%	7.4%	7.0%