# Consolidated Earnings Report for the Three Quarters Ended December 31, 2004

Name of listed company: Kuraray Co., Ltd.

Stock code: 3405

Stock exchange listings: Tokyo and Osaka, first sections

URL: http://www.kuraray.co.jp

Representative

Title: Representative Director and President

Name: Yasuaki Wakui

Contact

Title: General Manager, Office of Public Relations

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- 1. Notes Relating to the Preparation of the Quarterly Statements
  - (1) Use of simplified accounting procedures : Yes (Details)

Certain allowances and adjustment of cost variance have been calculated using the simple method.

(2) Recent change in method of accounting from consolidated fiscal year: Yes (Details)

In the past, forward exchange contracts in connection with foreign-currency-denominated accounts receivable and accounts payable have been accounted for using the appropriation method. Beginning in the first quarter of the fiscal year ending March 31, 2005, these will be accounted for using the principle method.

(3) Changes in the scope of consolidation: Yes (Details)

Two companies were newly brought into the scope of consolidation: Okayama Rinkoh Co., Ltd. and Okayama Rinkoh Warehouse and Transport Co., Ltd.; and four companies were released from the scope of consolidation: Kuraray Techno Kuraray Techno Kuraray Techno Saijo Co., Ltd.; Kuraray Techno Okayama Co., Ltd.; Kuraray Techno Kashima Co., Ltd.; Kuraray Fudosan Co., Ltd.; and Kuraray Ohmiya Estate Co., Ltd.

# 2. Financial Results for the Three Quarters of the Fiscal Year Ending March 31, 2005 (April 1, 2004 to December 31, 2004)

### (1) Business Performance (consolidated)

(Millions of yen, rounded down)

	Net sa	ıles	es Operating income		Ordinary income		Net income	
Fiscal 2004 3Q	262,747	8.7%	23,761	19.5%	23,346	24.7%	13,772	13.4%
Fiscal 2003 3Q	241,787	-	19,876	-	18,726	-	12,145	-
Fiscal 2003	332,149		28,045		24,567		15,181	

	Net income per	Fully diluted net
	share (¥)	income per share (¥)
Fiscal 2004 3Q	37.51	-
Fiscal 2003 3Q	32.67	-
Fiscal 2003	40.81	-

Note: Percentages displayed for net sales and operating income are comparisons with the corresponding period of the previous fiscal year.

### Qualitative information and overview of business performance

The first three quarters of this fiscal year (April 1 through December 31, 2004) saw healthy business conditions in the first half (April 1 through September 30, 2004), supported by an expansion of export demand, principally from China. However, the effects of the steep rise in raw materials and fuels reached their full strength in October, while the yen rose against the dollar and prices of digital consumer electronics dropped. The Kuraray Group responded by passing the increase in raw material and fuel prices on in the cost of its products, by expanding sales of its original products, and by striving for further rationalization of costs.

As a result, for the first three quarters of this fiscal year the Company posted net sales of \(\frac{\cute{4}}{262,747}\) million (an increase of 8.7% in comparison to the corresponding period of the preceding fiscal year), and operating income of \(\frac{\cute{4}}{23,761}\) million (up 19.5%). In addition, with the reorganization of the Company's financial subsidiary in Europe, gains on exchange rate changes of \(\frac{\cute{4}}{2.5}\) billion were posted as non-operating income. Losses of \(\frac{\cute{4}}{2.4}\) billion on disposal of inventories in connection with the startup of new manufacturing facilities for Opto-screens (MD screens) were posted as non-operating expenses. As a result, ordinary income for the first three quarters grew 24.7% to \(\frac{\cute{4}}{23,346}\) million, and net income rose 13.4% to \(\frac{\cute{4}}{3,772}\) million.

Industrial segment information in comparison with the corresponding period of the previous fiscal year is as follows.

#### **Chemicals and resins**

Net sales in Europe and Asia expanded as prices of poval resin products rose. Sales of poval film for use in LCDs increased substantially. The volume of *EVAL* sales rose with the development of a new market for the recently launched *EVAL SP*. Sales of methacrylic resin molding materials for use in LCD light-guide plates and other applications also showed growth, while the Company continued to pass higher costs for methacrylic resins, including monomers, to the customer. In the area of isoprenes, domestic and overseas elastomer markets were in steady, while sales of aroma chemicals and other fine chemicals were somewhat stronger.

#### Fibers and textiles

The Company posted higher sales of *KURALON* as an asbestos-substitute cement-reinforcing agent. Polyester operations showed improvement with the shift in both filament and staple fiber to differentiated products, and displayed steady recovery. Sales of *CLARINO* for use in sports shoes, bags, and other accessories rose steeply, and *CLARINO* sales overall were strong. The profitability of non-woven fabrics and fastening materials improved as a result of cost rationalization.

### High-performance materials, medical products and others

Sales of Opto-screens expanded, on the strength of both existing CRT type screens and the commencement of full-scale marketing of MD type screens. However, the profitability of the Opto-screen business is lagging, due both to falling prices for CRT type screens and to the low productivity at new manufacturing facilities for MD type screens. Sales in the medical products sector were flat, as a result of the adverse impact of the annual revision of pharmaceuticals prices by the government and of an increase in the patient's co-pay burden under the national health insurance scheme. Sales of the heat-resistant resin *GENESTAR* and activated carbon rose steadily.

(2) Changes in consolidated financial position

\ /		1			
	Total assets	Shareholders'	Shareholders'	Shareholders' equity	
	Total assets	equity	equity ratio(%)	per share (¥)	
Fiscal 2004 3Q	439,755	306,436	69.7	834.72	
Fiscal 2003 3Q	406,715	294,476	72.4	801.78	
Fiscal 2003	413,227	300,306	72.7	817.57	

### Qualitative information regarding changes in financial position

Higher capital investments and the Company's acquisition of a PVB-film-related business in Europe caused fixed assets to grow by \$24.5 billion. Total assets increased to \$439.8 billion, an increase of \$26.5 billion in comparison to the end of the previous fiscal year. Liabilities rose \$18.2 billion to \$131.1 billion, chiefly as a result of a \$13.2 billion increase in interest-bearing debt. Shareholders' equity expanded by \$6.1 billion to \$306.4 billion, largely as a result of a \$7.1 billion jump in retained earnings.

#### Qualitative information regarding forecast of business results

We do not reconsider the forecasts of the Company's performance in the fiscal year ending March 31, 2005.

#### References:

Consolidated statements of income for the quarter, consolidated balance sheets for the quarter, segment information for the quarter

## **First Three Quarters Consolidated Statements of Income**

(Unit: ¥ million)

	(Unit: \(\frac{1}{2}\) minor					
	Fiscal 2004	Fiscal 2003	Change	Fiscal 2003		
	3Q	3Q		(April 1,		
	(April 1 –	(April 1 –		2003 –		
	December	December		March 31,		
	31, 2004)	31, 2004)		2004)		
Net sales	262,747	241,787	20,959	332,149		
Cost of sales	188,579	171,676	16,902	236,245		
Gross profit	74,167	70,110	4,056	95,903		
Selling, general and administrative expenses	50,406	50,234	171	67,857		
Operating income	23,761	19,876	3,885	28,045		
Non-operating income						
Interest and dividends received	884	767	116	1,121		
Equity in earnings of affiliates	51	141	(89)	159		
Other, net	4,610	1,061	3,548	1,504		
Total non-operating income	5,546	1,970	3,575	2,785		
Non-operating expenses						
Interest paid	226	389	(162)	655		
Other expenses	5,733	2,730	3,002	5,607		
Total non-operating expenses	5,960	3,120	2,840	6,263		
Ordinary income	23,346	18,726	4,620	24,567		
T ( 19 )						
Extraordinary income	120	2 201	(0.170)	2.057		
Gain on sales of fixed assets	128	2,301	(2,173)	3,957		
Total extraordinary income	128	2,301	(2,173)	3,957		
Extraordinary expenses						
Restructuring charges	1,021	2,016	(994)	5,030		
Total extraordinary expenses	1,021	2,016	(994)	5,030		
Income before income taxes	22,453	19,011	3,441	23,494		
Current income taxes	7,034	5,707	1,326	6,828		
Deferred income taxes	1,571	1,153	418	1,480		
Total income taxes	8,604	6,861	1,744	8,308		
Minority interests in net income of	(Negative)	(Negative) 5	(69)	(Negative) 4		
consolidated subsidiaries	74		` /	, , ,		
Net income	13,772	12,145	1,627	15,181		

# First Three Quarters of Fiscal 2004 Consolidated Balance Sheets

ASSETS (Unit: ¥ million)

ASSE1S			(UIIII:	* million)
	Fiscal 2004	Fiscal 2003	Change	Fiscal 2003
	3Q	(As of		3Q
	(As of	March 31,		(As of
	December	2004)		December
	31, 2004)			31, 2003)
Current assets	173,440	171,428	2,012	168,137
Cash and cash equivalents	8,451	7,020	1,431	7,054
Notes and accounts receivable	82,371	82,901	(529)	75,505
Marketable securities	4,787	8,423	(3,636)	9,109
Inventories	66,261	61,866	4,394	67,314
Deferred income taxes	6,281	6,401	(119)	5,359
Others	6,180	5,684	495	4,710
Allowance for doubtful accounts	(892)	(870)	(22)	(917)
Fixed assets	266,3146	241,798	24,515	238,577
Property, plant and equipment	153,242	137,867	15,375	135,529
Buildings	33,312	34,029	(716)	33,411
Machinery and equipment	78,704	62,713	15,990	60,490
Land	20,296	18,173	2,122	19,064
Construction-in-progress	18,991	20,936	(1,945)	20,603
Others	1,938	2,014	(75)	1,959
Investments and other assets	29.014	20.224	7 770	20.176
Goodwill	38,014 34,934	30,234 27,800	7,779 7,133	30,176 27,638
Other intangible assets	3,079		645	2,537
Other intangible assets	3,079	2,434	043	2,337
Intangible fixed assets	75,057	73,696	1,360	72,872
Investment securities	27,024	28,047	(1,023)	25,855
Long-term loans	3,854	4,124	(269)	4,671
Accumulated premiums on insurance	34,926	33,987	939	33,961
Deferred income taxes	919	2,082	(1,162)	4,180
Others	9,693	6,804	2,889	5,366
Allowance for doubtful accounts	(1,361)	(1,348)	(12)	(1,164)
Total	420 755	412 227	27 520	407.745
1 VIAI	439,755	413,227	26,528	406,715

### First Three Quarters of Fiscal 2004 Consolidated Balance Sheets

Liabilities, Minority Interests, and Shareholders' Equity (Unit: ¥ million)

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Fiscal 2004	Fiscal 2003	Change	Fiscal 2003
3Q	(As of		3Q
			(As of
	2004)		December
31, 2004)			31, 2003)
	75,165	14,934	74,889
42,216	38,628	3,587	41,702
5,107	5,345	(237)	7,901
14,000	3,000	11,000	7,500
-	-	_	500
5,121	4,737	383	3,958
5,198	4,694	504	2,836
3,342	5,968	(2,625)	3,344
9	31	(22)	49
15,103	12,759	2,343	7,096
40,983	37,689	3,294	37,282
5,952	3,474	2,477	4,066
3,920	4,024	(103)	3,260
13,065	13,049	15	13,519
709	755	(46)	717
		, ,	
17,335	16,384	951	15,717
121 002	112.054	10.220	110 171
131,083	112,854	18,228	112,171
2,235	66	2,169	67
00.055	00.055		00.055
			88,955 87,149
			124,111
			5,695
	· ·		228
			(11,664)
(11,011)	(11,090)	(120)	(11,004)
306,436	300,306	6,130	294,476
306,436	300,306	6,130	294,476
	Fiscal 2004 3Q (As of December 31, 2004)  90,099 42,216 5,107 14,000  - 5,121 5,198 3,342 9 15,103  40,983 5,952 3,920 13,065 709  17,335	3Q (As of March 31, 2004)  90,099 75,165  42,216 38,628  5,107 5,345  14,000 3,000	Fiscal 2004   Fiscal 2003   Change   (As of March 31, December 31, 2004)

## **Segment Information**

### **Industrial segment information**

First Three Quarters of Fiscal 2004 (April 1, 2004 to December 31, 2004) (Millions of yen)

		(	· · · · · · · · · · · · · · · · · · ·	.o B eccimoci o 1, 200 1)		
	Chemicals and resins	Fibers and textiles	High-performance materials, medical products and others	Total	Eliminated on consolidation and corporate	Consolidated total
1 Net sales and operating income						
Net sales						
(1) Outside customers	124,118	81,821	56,807	262,747	_	262,747
(2) Inter-segment sales						
and transfers	572	933	17,387	18,893	(18,893)	_
Total	124,690	82,754	74,195	281,640	(18,893)	262,747
Operating expenses	104,084	76,624	68,608	249,317	(10,331)	238,985
Operating income	20,606	6,129	5,586	32,322	(8,561)	23,761

First Three Quarters of Fiscal 2003 (April 1, 2003 to December 31, 2003) (Millions of yen)

•	Chemicals and resins	Fibers and textiles	High-performance materials, medical products and others	Total	Eliminated on consolidation and corporate	Consolidated total
1 Net sales and operating income Net sales						
(1) Outside customers	114,907	77,322	49,557	241,787		241,787
(2) Inter-segment sales						
and transfers	395	1,234	14,764	16,393	(16,393)	
Total	115,303	78,557	64,321	258,181	(16,393)	241,787
Operating expenses	98,007	74,313	58,188	230,509	(8,597)	221,911
Operating income	17,296	4,243	6,132	27,672	(7,796)	19,876

**Fiscal 2003** (April 1, 2003 to March 31, 2004) (Millions of yen)

\ 1 '			-			
	Chemicals and resins	Fibers and textiles	High-performance materials, medical products and others	Total	Eliminated on consolidation and corporate	Consolidated total
1 Net sales and operating income						
Net sales						
(1) Outside customers	155,920	106,003	70,225	332,149	_	332,149
(2) Inter-segment sales						
and transfers	661	1,653	22,614	24,929	(24,929)	_
Total	156,582	107,657	92,840	357,079	(24,929)	332,149
Operating expenses	131,378	102,325	84,839	318,543	(14,439)	304,103
Operating income	25,203	5,331	8,000	38,535	(10,489)	28,045