

**Q3 FY2015** - Apr 1, 2015 to Dec 31, 2015 -

# Presentation for IR Meeting

**Tokuyama Corporation**

**January 29, 2016**



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- 2** Revised Performance Forecasts for FY2015
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# **1** Financial Results for Q3 FY2015

- 1. Financial Highlights**
- 2. Net Sales / Operating Income by Business Segment**
- 3. Changes in Operating Income**



# 1. Financial Highlights Consolidated (year-on-year change)

(Billions of yen)

	Q3 FY2014 YTD	Q3 FY2015 YTD	Difference	
			Amount	%
Net sales	222.0	226.6	+4.6	+2
Operating income	15.8	12.9	(2.9)	(18)
Ordinary income	11.0	9.3	(1.6)	(15)
Profit (loss) attributable to owners of parent	(78.8)	(115.8)	(36.9)	-
Basic earnings per share (yen)	(226.73)	(332.91)		
Exchange rate (¥/\$)	107	122		
Domestic naphtha price (¥/kl)	68,900	45,700		

## Qualitative information

(Net sales) ¥226.6 billion, up 2%

Pluses: increased sales volume of soda ash and calcium chloride as well as solar-grade polycrystalline silicon

Minus: weak selling prices of petro chemicals on the back of downturn in domestic naphtha prices

(Operating income) ¥12.9 billion, down 18%

Plus: improved profitability owing to drop in raw material cost arising from domestic naphtha price down and the weaker yen

Minus: increased depreciation expenses at Tokuyama Malaysia

# 1. Financial Highlights Consolidated (year-on-year change)

(Billions of yen)

	Q3 FY2014 YTD	Q3 FY2015 YTD	Difference	
			Amount	%
Net sales	222.0	226.6	+4.6	+2
Operating income	15.8	12.9	(2.9)	(18)
Ordinary income	11.0	9.3	(1.6)	(15)
Profit (loss) attributable to owners of parent	(78.8)	(115.8)	(36.9)	-
Basic earnings per share (yen)	(226.73)	(332.91)		
Exchange rate (¥/\$)	107	122		
Domestic naphtha price (¥/kl)	68,900	45,700		

## Qualitative information

(Ordinary income) ¥9.3 billion, down 15%

Plus: change from foreign exchange losses recorded in the corresponding period of the previous year to foreign exchange gains

Minus: decreased operating income

(Loss attributable to owners of parent) loss of ¥115.8 billion (deficit expansion)

Pluses: posting of gains from the sale of non-current assets and the sales of investment securities

Minus: posting of impairment loss on the polycrystalline silicon manufacturing facilities of Tokuyama Malaysia

# 1. Financial Highlights Consolidated (compared with the previous fiscal year-end)

(Billions of yen, except Shareholders' equity ratio and D/E ratio)

	As of Mar 31, 2015	As of Dec 31, 2015	Changes
Total assets	554.5	412.2	(142.2)
Shareholders' equity	162.5	43.3	(119.2)
Shareholders' equity ratio	29.3%	10.5%	(18.8pts)
Interest-bearing debt	283.1	257.7	(25.4)
D/E ratio	1.74	5.95	+4.21
Net D/E ratio*	1.03	3.33	+2.30
Net assets per share (yen)	467.36	124.51	

## Qualitative information

(Total assets)

Decrease factor: decrease in property, plant and equipment resulting from the impairment of polycrystalline silicon manufacturing facilities of Tokuyama Malaysia

(Shareholders' equity)

Decrease factor: decrease in retained earnings associated with posting of net loss attributable to owners of parent

(Interest-bearing debt)

Decrease factor: decrease in long-term loans payable and bond

\*Net D/E ratio: (Interest-bearing debt – Cash and deposits, Cash equivalents)/Shareholders' equity

## 2. Net Sales/Operating Income by Business Segment

(Year-on-year change)

(Billions of yen)

	Q3 FY2014 YTD		Q3 FY2015 YTD		Difference			
	Net sales	Operating income	Net sales	Operating income	Net sales	%	Operating income	%
Chemicals	68.1	3.8	66.1	5.6	(1.9)	(3)	+1.8	+48
Specialty Products	38.4	3.6	40.8	(3.7)	+2.3	+6	(7.4)	-
Cement	60.3	3.5	64.9	4.1	+4.5	+8	+0.6	+17
Life & Amenity	43.8	3.6	43.3	4.9	(0.5)	(1)	+1.3	+36
Others	38.3	4.4	40.5	4.0	+2.2	+6	(0.3)	(8)
<b>Total</b>	<b>249.1</b>	<b>19.0</b>	<b>255.8</b>	<b>15.0</b>	<b>+6.7</b>	<b>+3</b>	<b>(4.0)</b>	<b>(21)</b>
Inter-segment eliminations and corporate-wide expenses	(27.0)	(3.1)	(29.2)	(2.0)	(2.1)	-	+1.0	-
<b>Consolidated results</b>	<b>222.0</b>	<b>15.8</b>	<b>226.6</b>	<b>12.9</b>	<b>+4.6</b>	<b>+2</b>	<b>(2.9)</b>	<b>(18)</b>

(Note) Sales and operating income shown above include inter-segment transactions.

(Reference)

Tokuyama Malaysia	1.6	(1.8)	5.7	(8.9)	+4.1	+257	(7.0)	-
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# 3. Changes in Operating Income

(Year-on-year change)

(Billions of yen)

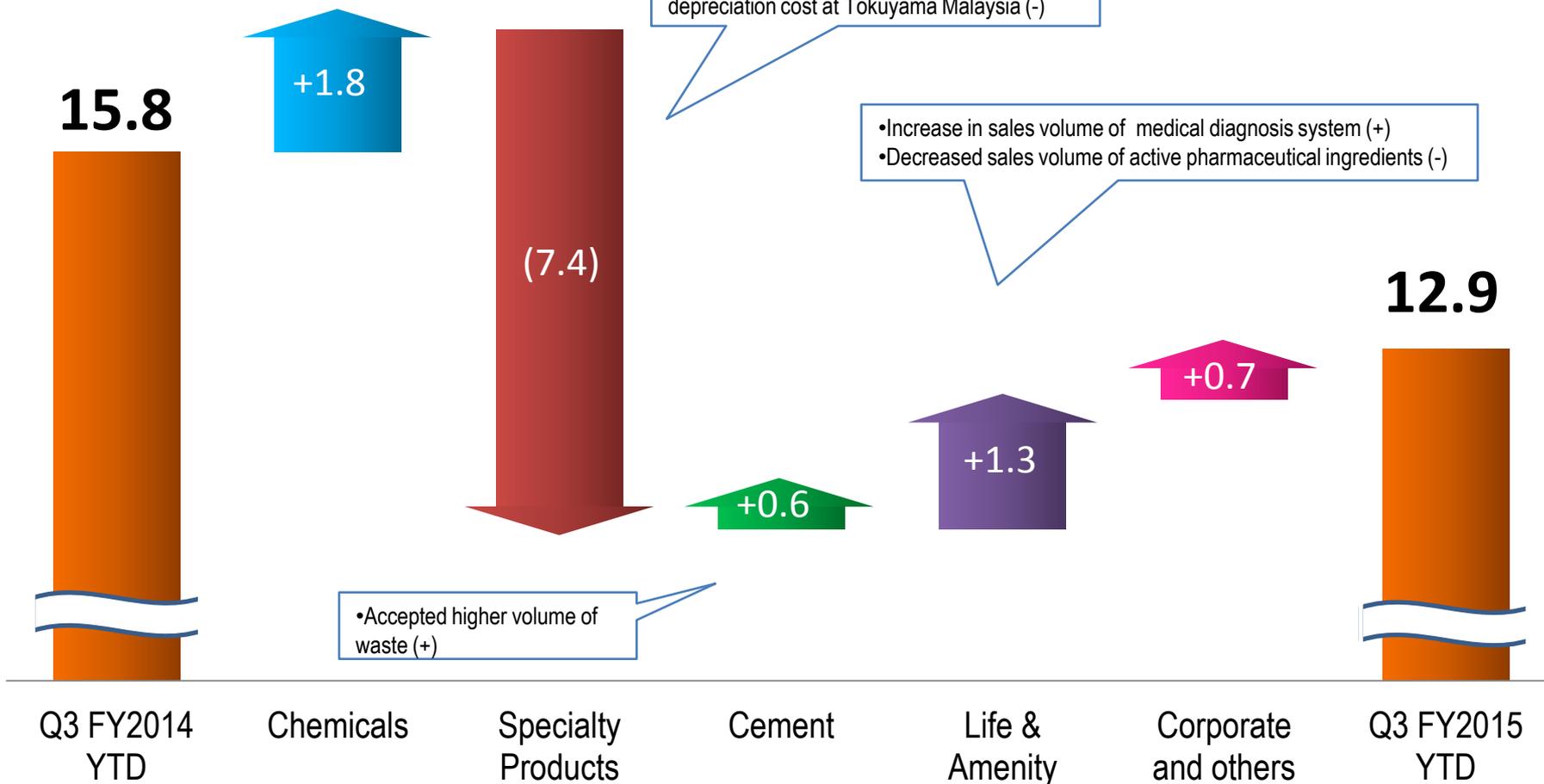
By Business Segment

- Improved profitability of petrochemicals (+)
- Weak trend of selling price of caustic soda (-)

- Deteriorated earnings due chiefly to increased depreciation cost at Tokuyama Malaysia (-)

- Increase in sales volume of medical diagnosis system (+)
- Decreased sales volume of active pharmaceutical ingredients (-)

- Accepted higher volume of waste (+)





## **2** Revised Performance Forecasts for FY2015

- 1. Revised Performance Forecasts**
- 2. Revised Performance Forecasts  
by Business Segment**

## 2 Revised Performance Forecasts for FY2015

# 1. Revised Performance Forecasts

**Consolidated**  
(compared with the previous forecast)  
(Billions of yen)

	FY2015 Previous forecast (Oct 30, 2015)	FY2015 Revised forecast (Jan 29, 2016)	Difference	Q3 FY2015 YTD Results
Net sales	306.0	306.0	0.0	226.6
Operating income	20.0	20.0	0.0	12.9
Ordinary income	14.0	15.0	+1.0	9.3
Profit (loss) attributable to owners of parent	14.0	(103.0)	(117.0)	(115.8)
Basic earnings (loss) per share (yen)	40.25	(296.1)		(332.91)
Exchange rate (¥/\$)	121	121		122
Domestic naphtha price (¥/kl)	44,000	43,900		45,700

### Reasons for the revision:

(Net sales) Not revised

(Operating income) Not revised

(Ordinary income)

Plus: improved non-operating income/expenses

(Profit (loss) attributable to owners of parent)

Pluses: posting of gains from the sale of non-current assets and the sales of investment securities

Minus: posting of impairment loss on the polycrystalline silicon manufacturing facilities of Tokuyama Malaysia

2 Revised Performance Forecasts for FY2015

## 2. Revised Performance Forecasts by Business Segment

(Compared with the previous forecast)

(Billions of yen)

	FY2015 Previous forecast (Oct 30, 2015)		FY2015 Revised forecast (Jan 29, 2016)		Difference		Q3 FY2015 YTD Results	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Chemicals	87.0	7.5	87.0	8.0	0.0	+0.5	66.1	5.6
Specialty Products	63.0	(1.5)	62.0	(1.5)	(1.0)	0.0	40.8	(3.7)
Cement	84.0	6.0	84.0	5.5	0.0	(0.5)	64.9	4.1
Life & Amenity	58.0	6.0	58.0	6.0	0.0	0.0	43.3	4.9
Others	55.0	5.0	55.0	5.0	0.0	0.0	40.5	4.0
<b>Total</b>	<b>347.0</b>	<b>23.0</b>	<b>346.0</b>	<b>23.0</b>	<b>(1.0)</b>	<b>0.0</b>	<b>255.8</b>	<b>15.0</b>
Inter-segment eliminations and corporate-wide expenses	(41.0)	(3.0)	(40.0)	(3.0)	+1.0	0.0	(29.2)	(2.0)
<b>Consolidated Results</b>	<b>306.0</b>	<b>20.0</b>	<b>306.0</b>	<b>20.0</b>	<b>0.0</b>	<b>0.0</b>	<b>226.6</b>	<b>12.9</b>

(Note) Sales and operating income shown above include inter-segment transactions.

(Reference)

Tokuyama Malaysia	9.6	(11.2)	8.4	(10.8)	(1.2)	+0.4	5.7	(8.9)
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### **3 Tokuyama Malaysia**

- 1. Impairment Loss on the Polysilicon Plant at Tokuyama Malaysia**
- 2. Current Status and Schedule Going Forward**



# 1. Impairment Loss on the Polysilicon Plant at Tokuyama Malaysia

Taking into consideration the downturn in solar-grade polycrystalline silicon market conditions, which has triggered a deterioration in the business environment, together with the conditions of plant operation following periodic maintenance at Tokuyama Malaysia's polycrystalline silicon plant conducted from October to November 2015, steps were taken to review the plant's medium- to long-term business plan and to reexamine the likelihood of recouping the Company's investment going forward. As a result, Tokuyama posted an impairment loss of ¥123.4 billion as a consolidated extraordinary loss during the third quarter of the fiscal year ending March 31, 2016.

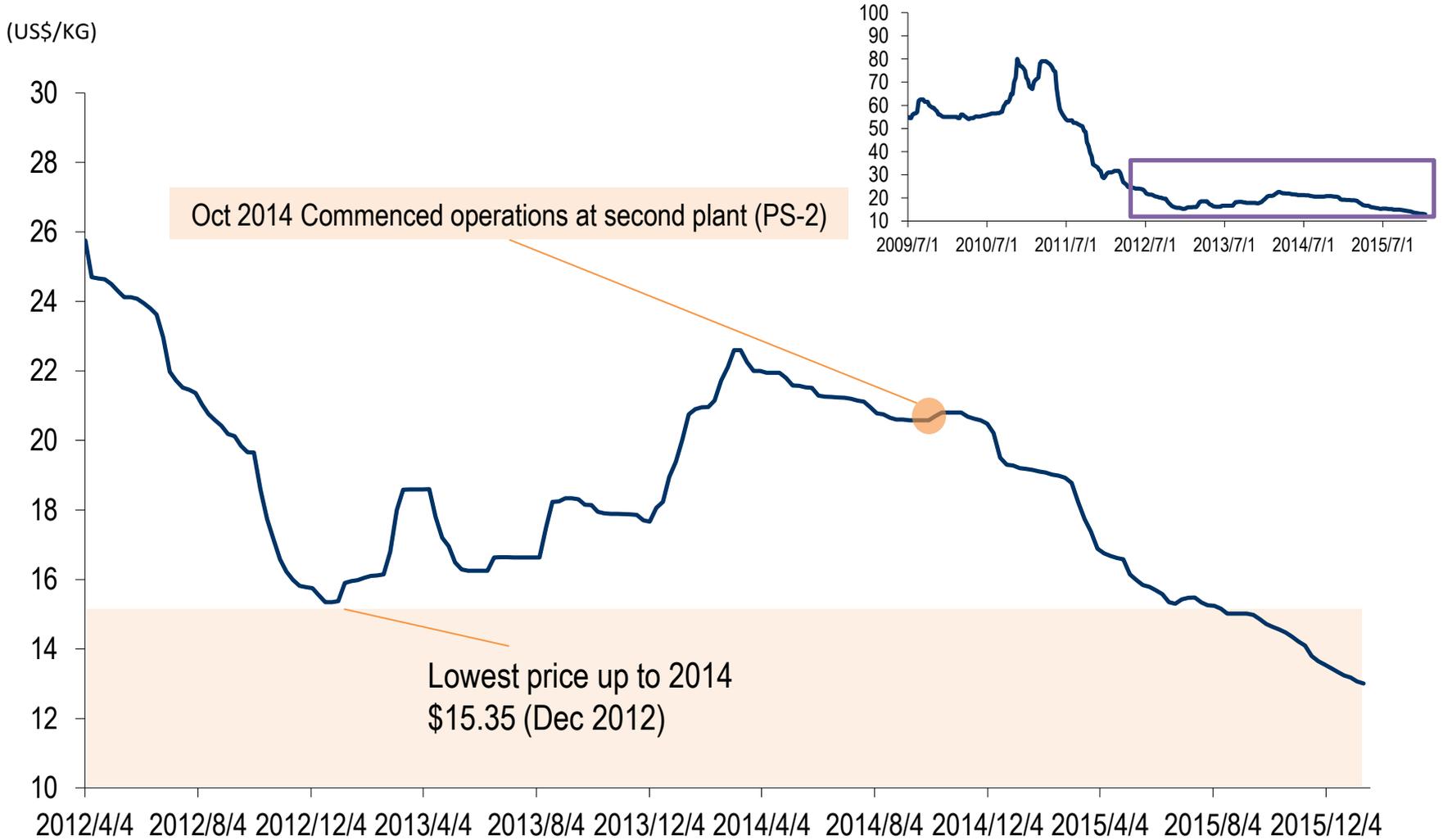
\*The book value of the plant after posting the impairment loss was ¥9.4 billion.

\*Cash flows for this fiscal year are unaffected by the posting of the impairment loss.

## Underlying Assumptions of the Tokuyama Malaysia Business Plan

	Medium-Term Management Plan 2017	Revised Plan
Spot price	US\$16 - 20/kg	US\$13.5 - 15/kg
Sales qty (average)	12,000 tonnes / year	11,000 tonnes / year
Exchange rate (¥/US\$)	115	120
Exchange rate (¥/MYR)	35	28

# (Ref.) Polysilicon Spot Price Trend (Apr 2012 -)



Source: PV insights

## 2. Current Status and Schedule Going Forward

	FY2015 (ending Mar-16)	FY2016 (ending Mar-17)	FY2017 (ending Mar-18)	FY2018 (ending Mar-19)
PS1	Consider promoting effective use			
PS2	Oct to Nov 2015 - Periodic maintenance Dec 2015 - Restart	Implement cost reduction	Achieve profitable operations	
	Sales Qty: 5,000 tonnes	Sales Qty: 8,000 tonnes	Sales Qty: 11,000 tonnes	Sales Qty: 11,000 tonnes



Tokuyama Malaysia Second Plant (PS-2)

Location : Samalaju Industrial Park, Sarawak, Malaysia  
 Product to be manufactured: Solar-grade Polysilicon  
 Annual production capacity: 13,800 tonnes  
 Production method: Siemens method

## **4** Future Course of Action

- 1. Financial Platform Rebuilding Plan**
- 2. Decision to Forgo a Portion of the Compensation Payable to Executives and Future Course of Action**



# 1. Financial Platform Rebuilding Plan

## Infringements of Certain Loan Agreement Financial Covenants

- Steps taken to approach the relevant financial institutions and to request that the Company be exempted from certain loan agreement financial covenants, where infringements are likely at the end of this fiscal year following the posting of an extraordinary loss, and to obtain approval to continuous transactions and avoid possible infringements
- Steps also taken to confirm that the Company has secured ample cash-in-hand to fund its working capital needs and scheduled debt repayments as well as the ability to procure funds on a stable basis

## About the Company's Financial Platform Rebuilding Plan and Capital Policy Going Forward

- Consider initiatives aimed at ensuring a recovery in net assets from various angles while consulting with the relevant financial institutions and other concerned parties
- Reexamine the Company's capital policy going forward including the structure of liabilities and capital in light of such factors as the identified extraordinary loss, review of the Medium-Term Management Plan and recent business environment

**Tokuyama continues to receive the full support of its financial institutions including main bank, The Bank of Tokyo-Mitsubishi UFJ, Ltd.**

## 2. Decision to Forgo a Portion of the Compensation Payable to Executives and Future Course of Action

### About the Return of Executive Compensation

Tokuyama takes most seriously the posting of substantial losses for two consecutive periods and the anticipated substantial damage to its shareholders' equity. Accordingly, the decision by the Company executives to voluntarily waive (return) a portion of their compensation until June 2016 has been made.

Details of the decision by executives to voluntarily waive (return) a portion of their compensation:

Chairman, President: Voluntarily waive (return) 50% of their annual compensation

Other executive officers and deputy executive officers: Voluntarily waive (return) 30% of their annual compensation

### Establishment of a Committee to Investigate the Causes behind the Impairment Loss

Set up a committee that includes members from outside the Company to reexamine investments in the second polycrystalline silicon plant (PS-2) of consolidated subsidiary Tokuyama Malaysia and to investigate and identify the causes behind the impairment loss; look to apply the committee's investigation results and findings in future operations and business management

### Review of the Medium-Term Management Plan

Undertake a review of the Medium-Term Management Plan, put in place in July 2015, after incorporating changes in Tokuyama Malaysia's business plan; plans to release details at the time of the announcement of the Company's financial results for full fiscal 2015

We sincerely ask for the continued support and understanding of all stakeholders including shareholders and investors.



## **5** Progress of Medium-Term Management Plan 2017

## Initiatives Aimed at Strengthening Business Profitability

### Exhaustive use of assets

- Completed preparatory steps to recommence operations at idle polycrystalline silicon manufacturing facilities of Tokuyama Factory (Operations scheduled to commence in FY2016)

### Customer-oriented growth

- Decision by Yamaguchi Liquid Hydrogen Corporation, a joint venture engaged in the production of liquid hydrogen, to double its production capacity in response to the anticipated upswing in hydrogen demand (increased operations scheduled to commence in November 2017)
- Decision to install trial facilities of boron nitride developed as a new heat sink material used for power semiconductor devices and to commence sample work for customers (operations scheduled to commence in FY2016)

## Rebuilding the Company's financial platform

- Plans to post extraordinary income of approx. ¥12.5 billion and an inflow of cash of approx. ¥17.0 billion by the end of this fiscal year due to the sale of non-current assets including the Shibuya Konno Building
- Posted extraordinary income of ¥3.3 billion during the third quarter of this fiscal year due to the sale of a portion of investment securities; plans to further sell investment securities from the fourth quarter of this fiscal year on
- Reduced the balance of interest-bearing debt by ¥25.4 billion compared with the previous fiscal year-end (as of December 31, 2015)
- Curtailed cash outflows (overhead expenses down ¥0.3 billion, personnel expenses down ¥1.7 billion) \* 3Q cumulative, Y-Y change

Chemistry with a heart

**TOKUYAMA**



## **6** Supplementary Data

- 1. Consolidated Financial Statements**
- 2. Net Sales/Operating Income by Business Segment**
- 3. Performance Trend**
- 4. Performance Forecasts (1H/2H)**
- 5. Polysilicon Market**
- 6. Solar-cell Market**

# 1. Consolidated Financial Statements

## Income Statements

(Billions of yen)

	Q3 FY2014 YTD	Q3 FY2015 YTD	Difference	
			Amount	%
Net sales	222.0	226.6	+4.6	+2
Cost of sales	159.3	166.2	+6.8	+4
Selling, general and administrative expenses	46.7	47.4	+0.7	+2
Operating income	15.8	12.9	(2.9)	(18)
Non-operating income/expenses	(4.8)	(3.5)	+1.2	-
Ordinary income	11.0	9.3	(1.6)	(15)
Extraordinary income/expenses	(88.2)	(116.6)	(28.3)	-
Income (loss) before income taxes	(77.1)	(107.2)	(30.0)	-
Income taxes and non-controlling interests	1.7	8.5	+6.8	+401
Profit (loss) attributable to owners of parent	(78.8)	(115.8)	(36.9)	-

# 1. Consolidated Financial Statements

## Balance Sheets

(Billions of yen)

	3/31/2015	12/31/2015	Changes	
			Amount	%
Total assets	554.5	412.2	(142.2)	(26)
Current assets	243.9	241.0	(2.9)	(1)
Tangible fixed assets	253.3	122.8	(130.5)	(52)
Intangible fixed assets	9.7	7.2	(2.5)	(26)
Investments and other assets	47.4	41.1	(6.2)	(13)

	3/31/2015	12/31/2015	Changes	
			Amount	%
Total liabilities	385.0	360.3	(24.6)	(6)
Current liabilities	117.2	120.6	+3.4	+3
Long-term liabilities	267.7	239.6	(28.0)	(10)
Total net assets	169.4	51.8	(117.5)	(69)

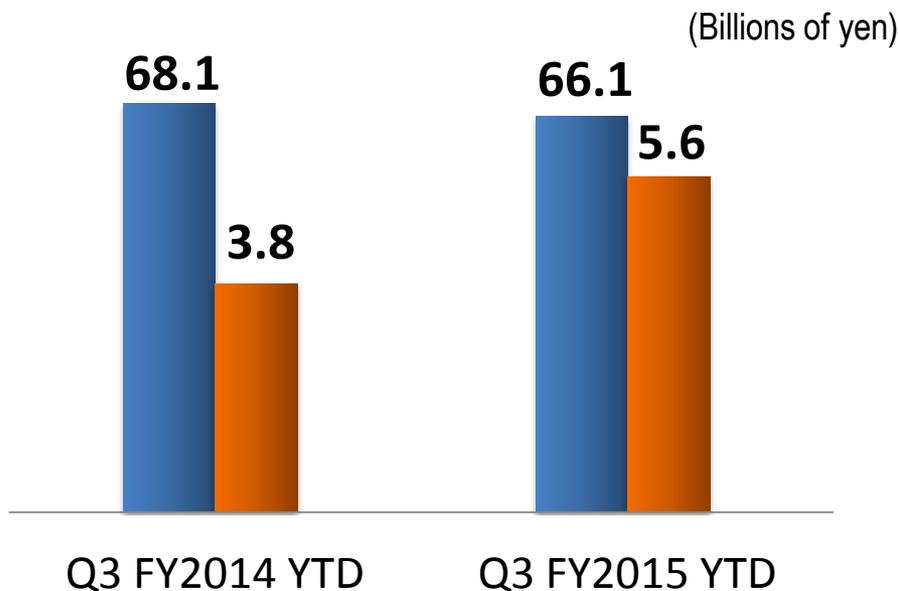
## 2. Net Sales/Operating Income by Business Segment

(Year-on-year change)

### Chemicals

*Higher earnings on lower sales*

■ Net Sales ■ Operating Income



### Qualitative information

(Caustic soda)

- Decreased net sales due to weak trend of selling price

(Vinyl chloride monomer (VCM))

- Improved profitability owing to drop in raw material cost arising from domestic naphtha price down

(Vinyl chloride resin)

- Decreased sales volume due to the inventory adjustments with respect to the supply chain

(Soda ash and calcium chloride)

- Increased net sales due to commencement of the operation of TOKUYAMA & CENTRAL SODA Inc.

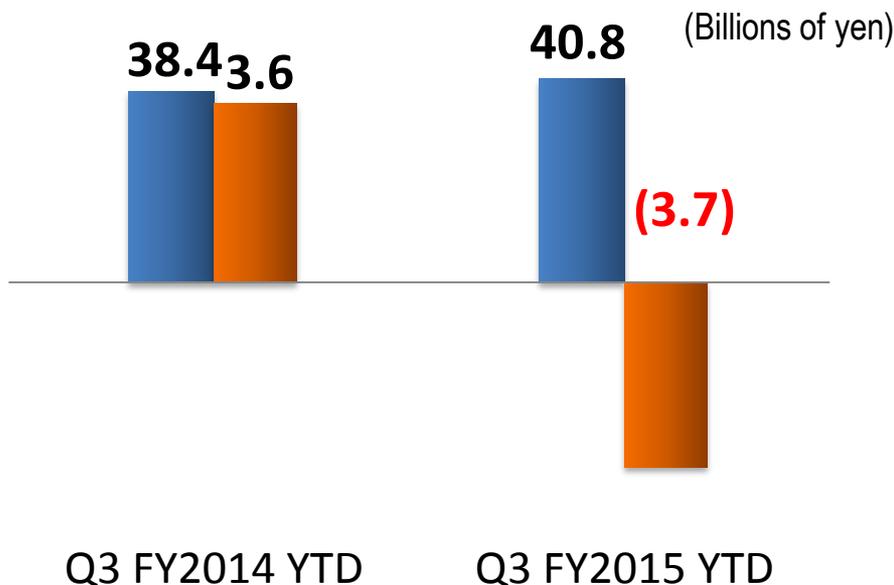
## 2. Net Sales/Operating Income by Business Segment

(Year-on-year change)

### Specialty Products

*Loss on higher sales*

■ Net Sales ■ Operating Income



#### Qualitative information

(Semiconductor-grade polycrystalline silicon)

- Decreased sales volume on the back of such factors as inventory adjustments with respect to the supply chain of the semiconductor-related products

(Solar-grade polycrystalline silicon)

- While sales volume of solar-grade polycrystalline silicon increased reflecting commencement of shipments from Tokuyama Malaysia, earnings deteriorated due to increased depreciation cost

(Fumed silica)

- Increased sales volume, mainly of its application as a polishing material for semiconductors

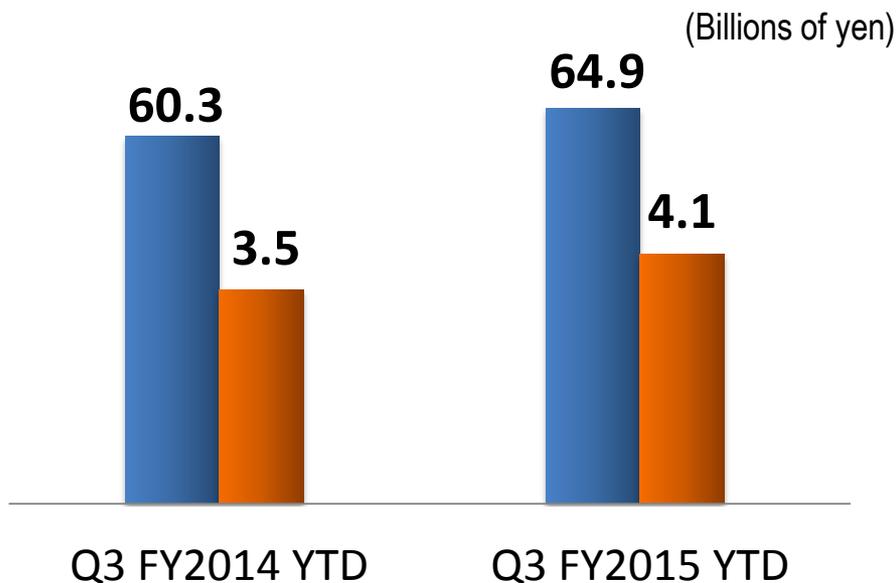
## 2. Net Sales/Operating Income by Business Segment

(Year-on-year change)

### Cement

*Higher earnings on higher sales*

■ Net Sales ■ Operating Income



### Qualitative information

(Cement)

- Decreased sales volume in domestic market due to decrease in public works and delays in construction attributable to unreasonably bad weather
- Increased sales volume of ready mixed concrete for large-scale projects in a certain area

(Recycling and environment-related business)

- The Company accepted a higher volume of waste including construction waste soil

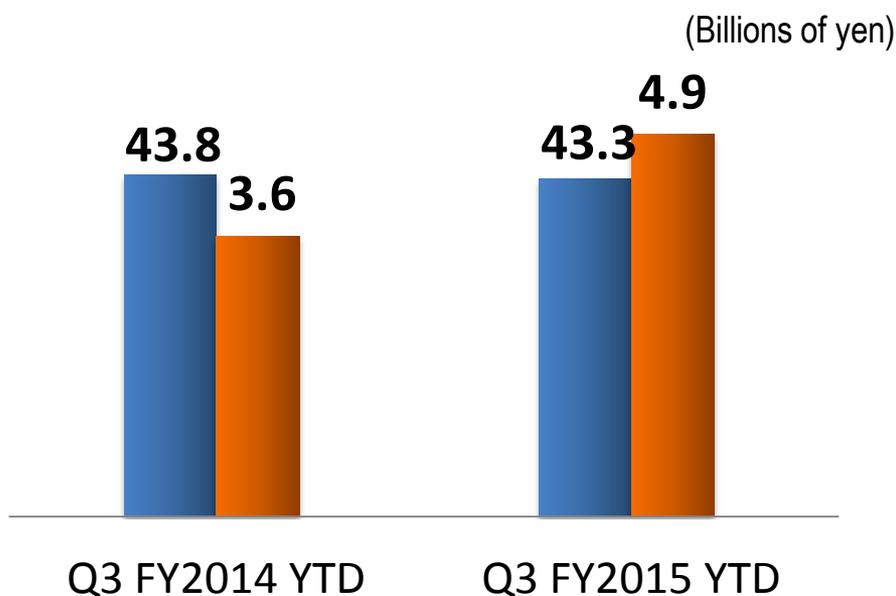
## 2. Net Sales/Operating Income by Business Segment

(Year-on-year change)

### Life & Amenity

*Higher earnings on lower sales*

■ Net Sales ■ Operating Income



#### Qualitative information

(Active pharmaceutical ingredient)

- Decreased sales volume, mainly of such applications as generic pharmaceuticals

(Plastic lens-related materials)

- Increased sales volume of photochromic materials

(Microporous film)

- Increased sales volume of products mainly for disposable diapers

(Polyolefin film)

- Increased sales volume of products mainly for convenience stores
- Weak trends in selling price on the back of the decline in domestic naphtha price

(Dental materials and equipment)

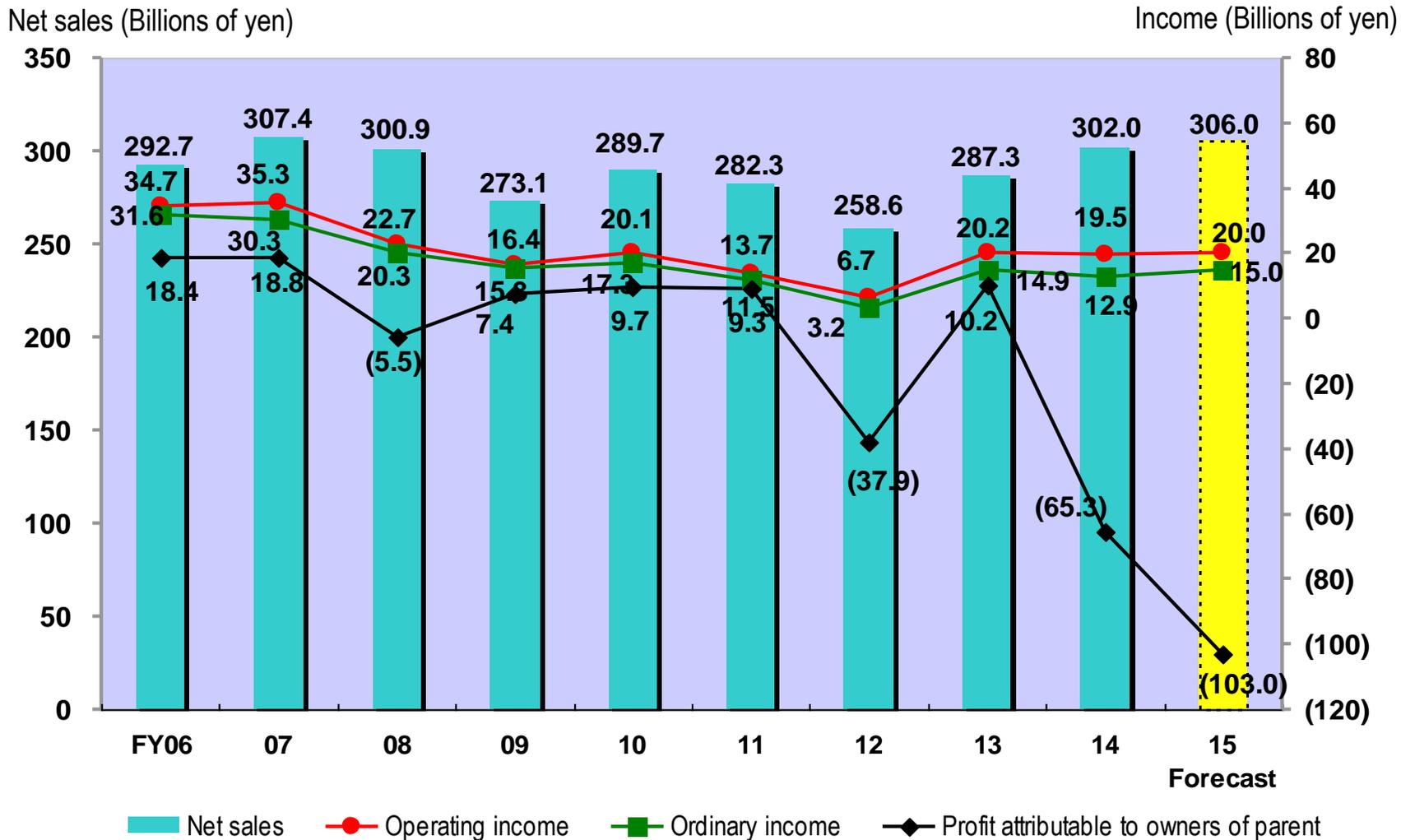
- Increased sales volume of new products and products for overseas markets

(Medical diagnosis system)

- Increase sales volume of products for blood testing

# 3. Performance Trend

Consolidated (Annual)

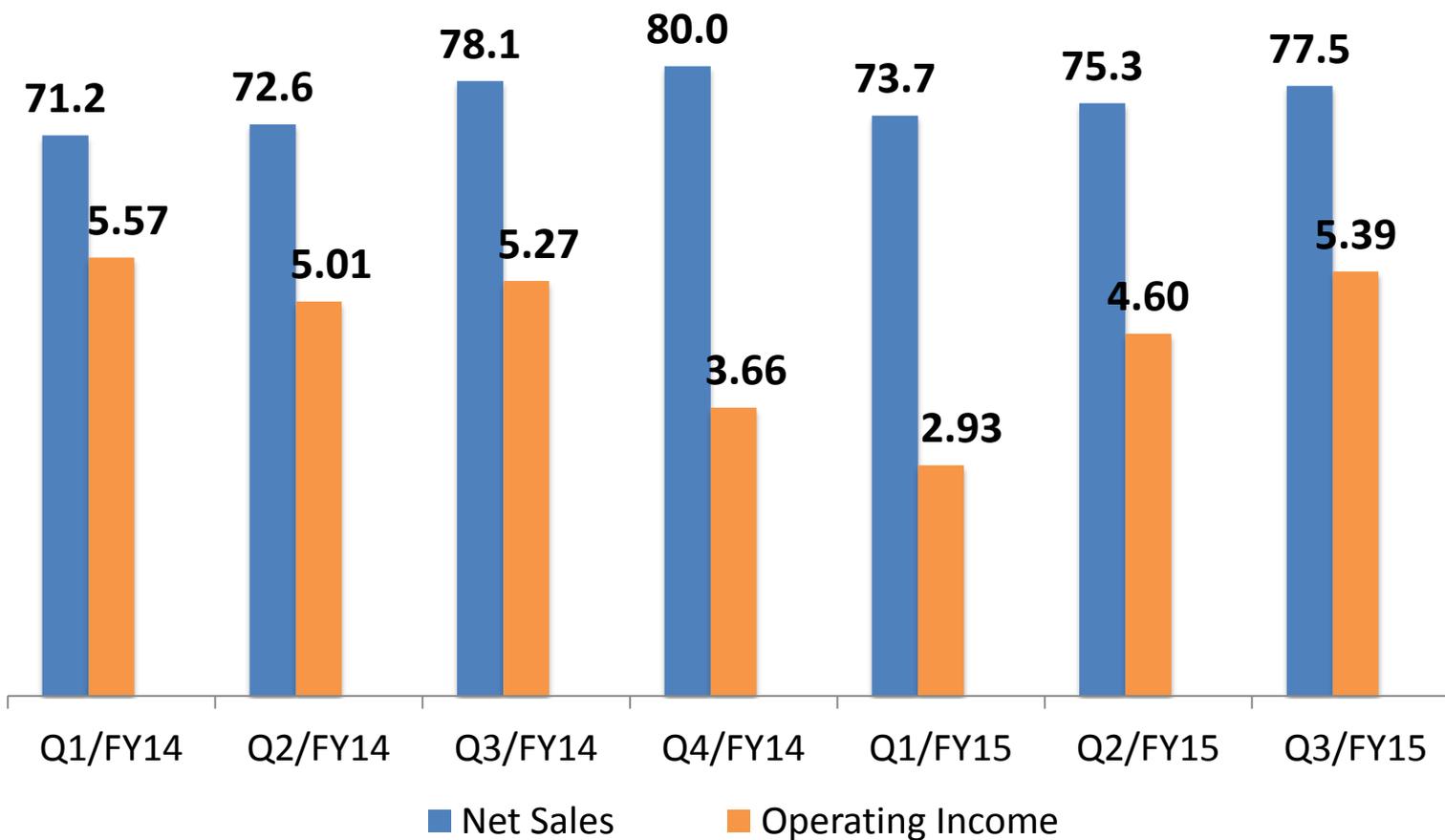


# 3. Performance Trend

(Quarter)

Consolidated

(Billions of yen)

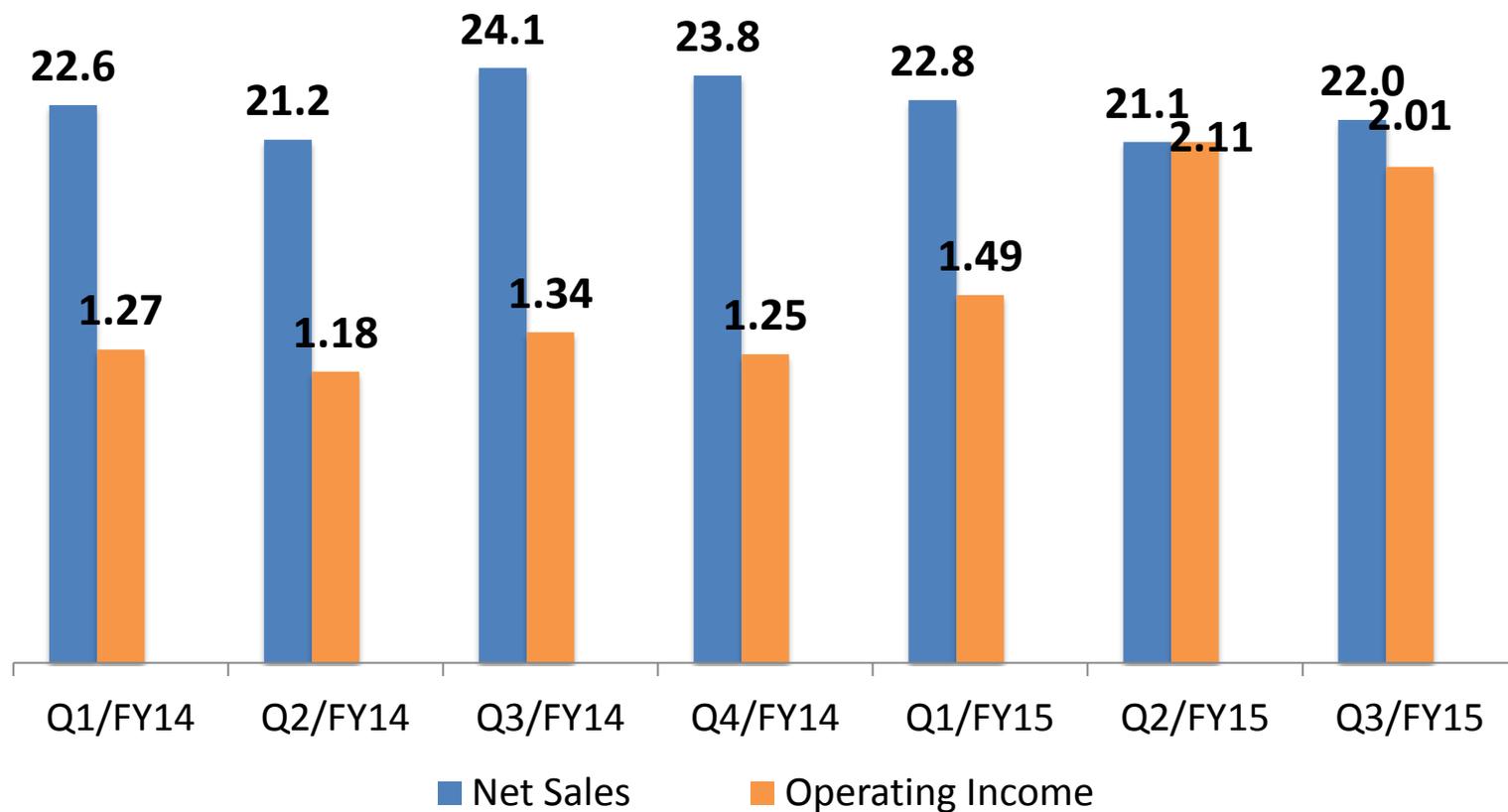


# 3. Performance Trend

(Quarter)

Chemicals

(Billions of yen)

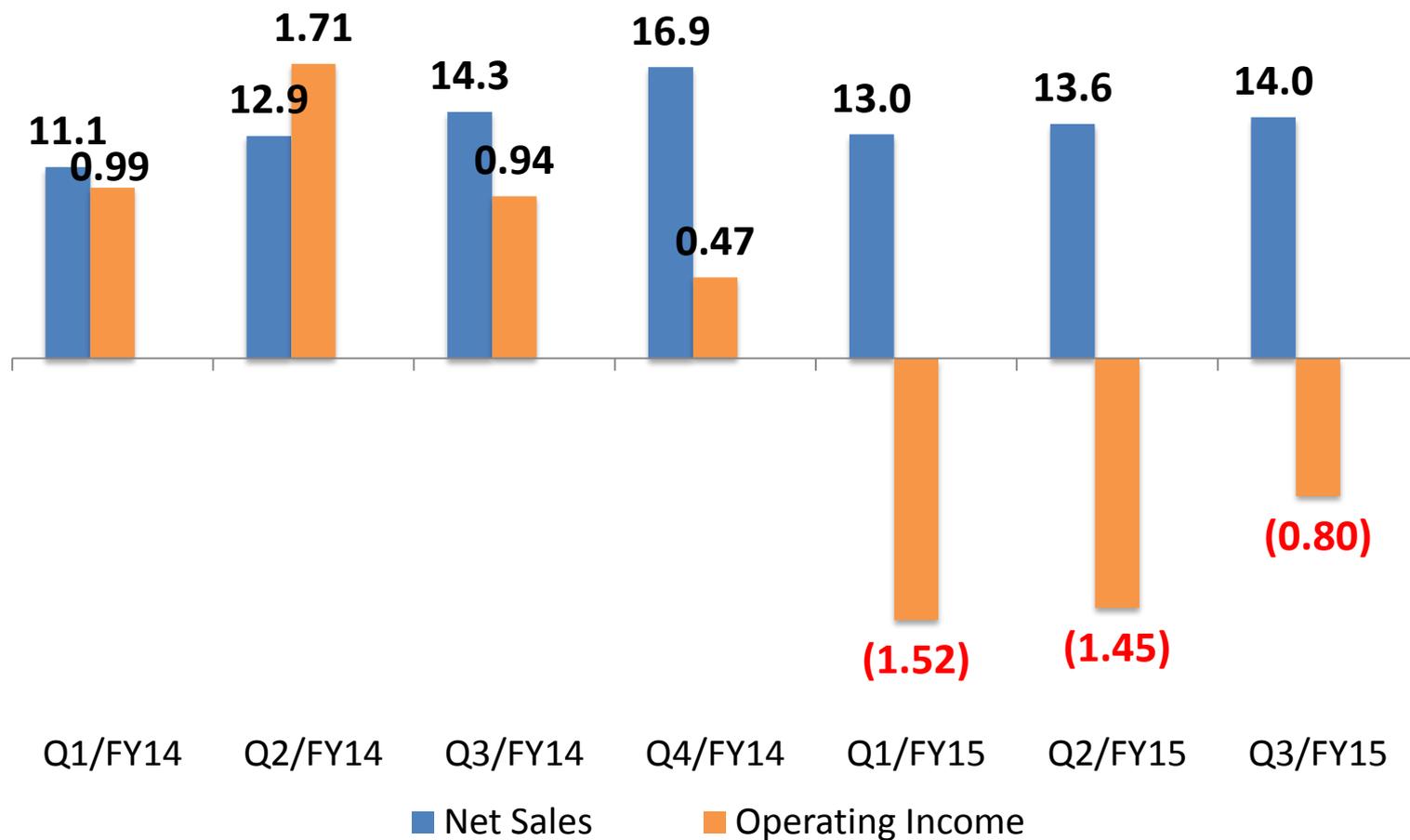


# 3. Performance Trend

(Quarter)

## Specialty Products

(Billions of yen)

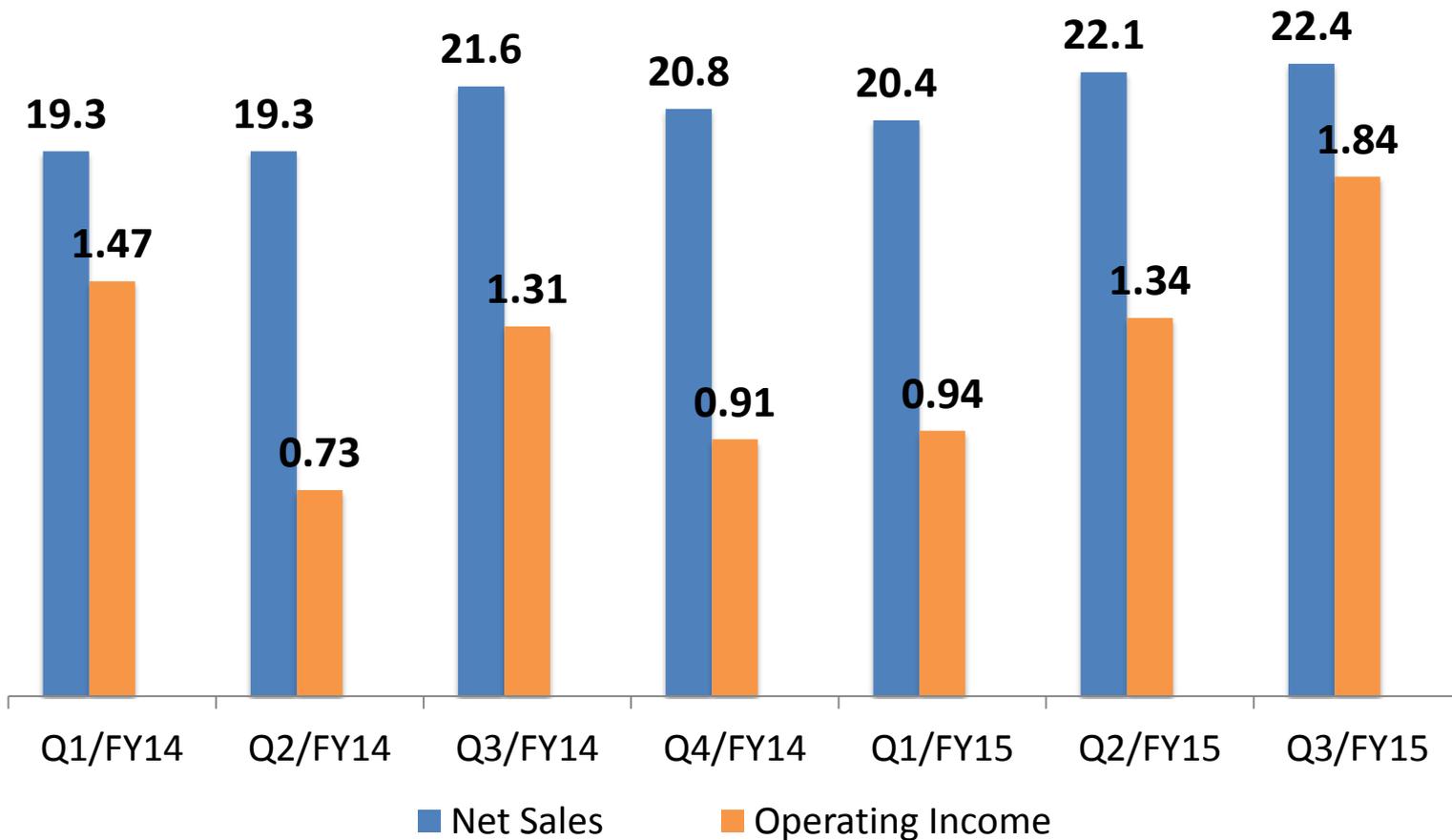


# 3. Performance Trend

(Quarter)

Cement

(Billions of yen)

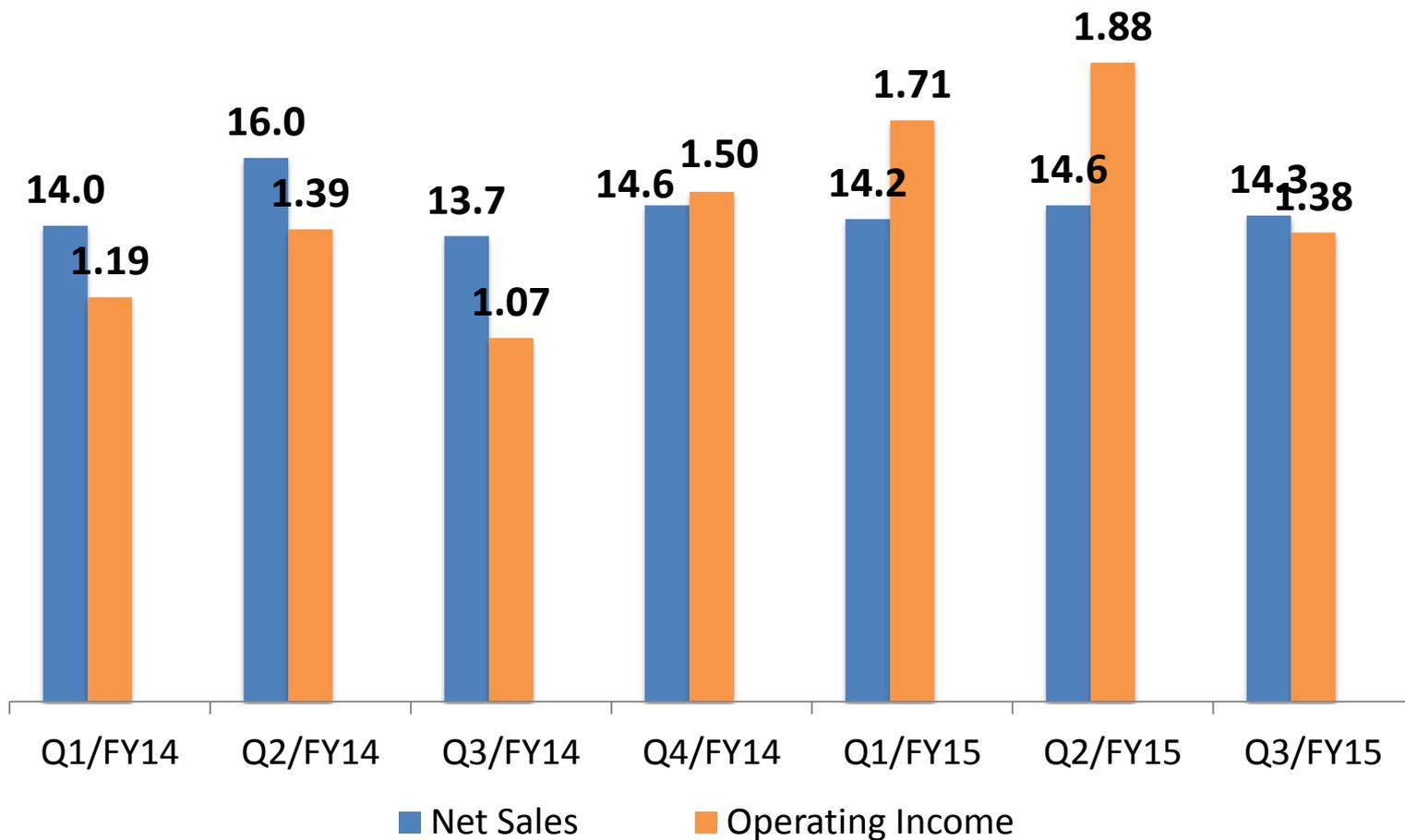


# 3. Performance Trend

(Quarter)

## Life & Amenity

(Billions of yen)



## 4. Revised Performance Forecasts (1H/2H)

(Compared with previous forecasts)

(Billions of yen)

	FY2015 previous forecasts (Oct 30, 2015)			FY2015 revised forecasts (Jan 29, 2016)		
	1H	2H	Total	1H	2H	Total
Net sales	149.1	156.9	306.0	149.1	156.9	306.0
Operating income	7.5	12.5	20.0	7.5	12.5	20.0
Ordinary income	5.2	8.8	14.0	5.2	9.8	15.0
Profit (loss) attributable to owners of parent	2.7	11.3	14.0	2.7	(105.7)	(103.0)
Basic earnings per share (yen)	8.00	32.25	40.25	8.00	(304.10)	(296.10)
Exchange rate (¥/\$)	122	120	121	122	121	121
Domestic naphtha price (¥/kl)	48,000	40,000	44,000	48,000	39,900	43,900

## 4. Revised Performance Forecasts (1H/2H)

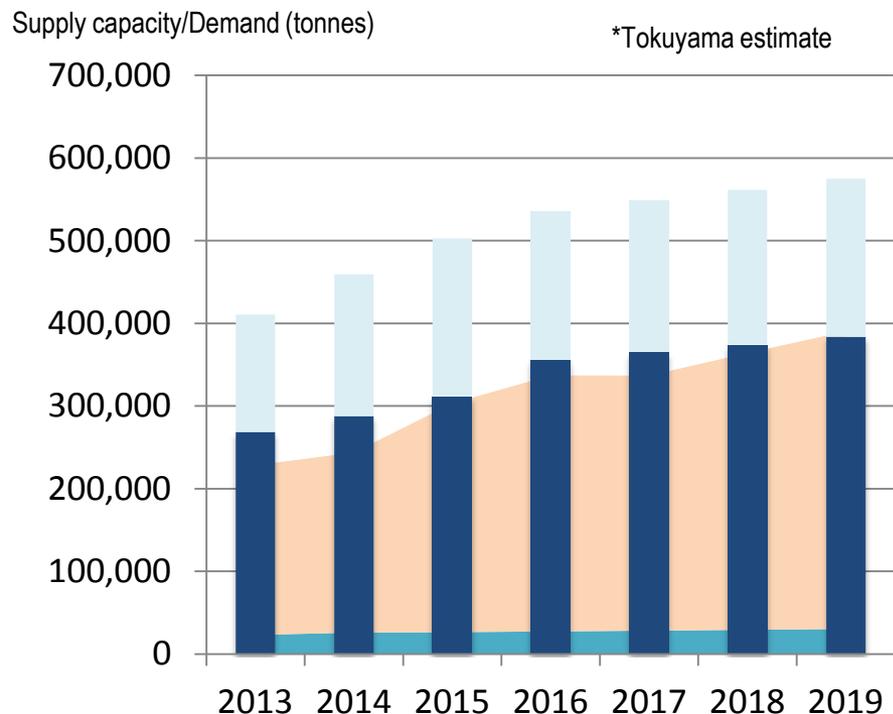
(By business segment, compared with previous forecasts)

(Billions of yen)

	FY2015 previous forecast (Oct 30, 2015)						FY2015 revised forecast (Jan 29, 2016)					
	1H		2H		Total		1H		2H		Total	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Chemicals	44.0	3.6	43.0	3.9	87.0	7.5	44.0	3.6	43.0	4.4	87.0	8.0
Specialty Products	26.7	(2.9)	36.3	1.4	63.0	(1.5)	26.7	(2.9)	35.3	1.4	62.0	(1.5)
Cement	42.5	2.2	41.5	3.8	84.0	6.0	42.5	2.2	41.5	3.3	34.0	5.5
Life & Amenity	28.9	3.6	29.1	2.4	58.0	6.0	28.9	3.6	29.1	2.4	58.0	6.0
Others	26.7	2.5	28.3	2.5	55.0	5.0	26.7	2.5	28.3	2.5	55.0	5.0
<b>Total</b>	<b>169.1</b>	<b>9.0</b>	<b>177.9</b>	<b>14.0</b>	<b>347.0</b>	<b>23.0</b>	<b>169.1</b>	<b>9.0</b>	<b>176.9</b>	<b>14.0</b>	<b>346.0</b>	<b>23.0</b>
Inter-segment eliminations and corporate-wide expenses	(19.9)	(1.5)	(21.1)	(1.5)	(41.0)	(3.0)	(19.9)	(1.5)	(20.1)	(1.5)	(39.0)	(3.0)
<b>Consolidated Results</b>	<b>149.1</b>	<b>7.5</b>	<b>156.9</b>	<b>12.5</b>	<b>306.0</b>	<b>20.0</b>	<b>149.1</b>	<b>7.5</b>	<b>156.9</b>	<b>12.5</b>	<b>307.0</b>	<b>20.0</b>
Tokuyama Malaysia	3.6	(6.4)	6.0	(4.8)	9.6	(11.2)	3.6	(6.4)	4.8	(4.4)	8.4	(10.8)

# 5. Polysilicon Market

Supply-demand forecast of polysilicon



(Note 1) Major producers mean Tier1 manufactures in the classification by IHS.

(Note 2) Demand is estimated by Tokuyama based on IHS

## Forecasts

### <Semiconductor-grade polysilicon demand>

- Projected annual increase of 3-4% on the back of an upswing in demand for use in mobile devices

### <Solar-grade polysilicon demand>

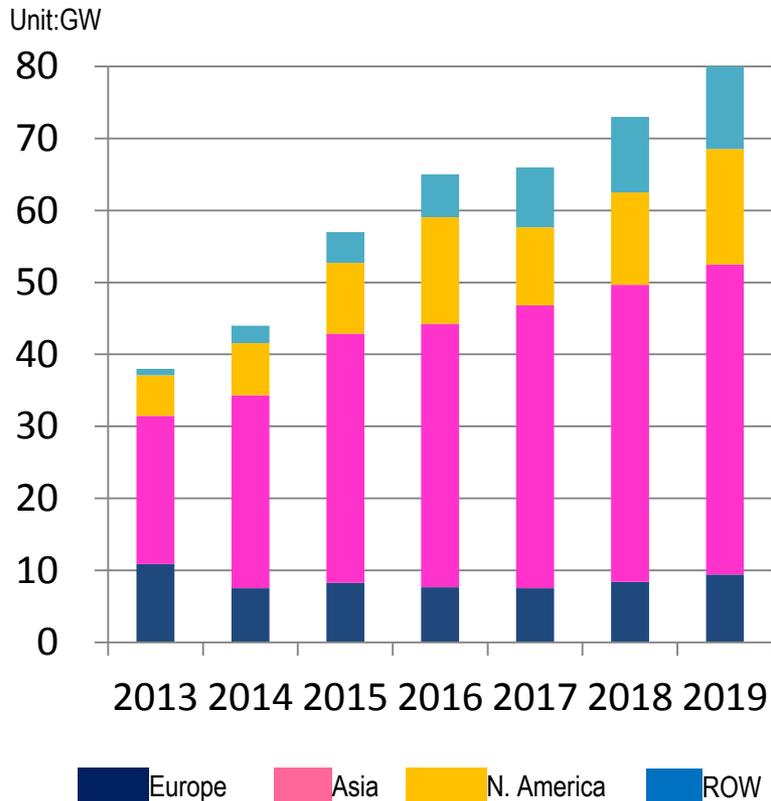
- A new framework regarding reductions on CO2 emissions at COP21 is expected to generate favorable conditions
- Despite a substantial decline in installed PV capacity in Europe and certain other areas, the projected annual increase in demand is around 10% largely reflecting forecast growth due to aggressive installation initiatives in such countries as China, the U.S. and India

### <Supply side>

- Excess supply capacity expected to continue for the foreseeable future; cost competitiveness recognized as the key to survival

# 6. Solar-cell Market

Forecasts of installed PV capacity by region



(Note) Tokuyama estimate based mainly on IHS Market Tracker (PV Integrated) data for Q4 2015

## Conditions in each country

### <China>

- ◆ Calls for the increased installed capacity volume of 5.3GW announced in September 2015 to be connected by the first half of 2016; together with the rush in demand prior to reductions attributable to the feed-in-tariff system, expectations of an increase in demand in the first half of 2016
- ◆ Forecast renewal of solar cell installation targets by 2020 under the 13th five-year plan

### <Japan>

- ◆ Since the launch of the existing feed-in tariff system in July 2012, Japan has witnessed a rapid surge in the amount of solar power generation introduction. Installed capacity in tan -Sep of 2015 came to 7.4GW (6.1GW in the corresponding period of the previous year)
- ◆ In the Long-term Energy Supply-demand Outlook collated by Japan's Ministry of Economy, Trade and Industry, solar cells make up 7% (equivalent to approx. 64GW) of the nation's ideal power source structure in fiscal 2030

### <India>

- ◆ The Modi government announced plans to target an installed capacity of 100GW by 2022
- ◆ Policy in place to authorize new clean energy targets (ratio of renewable energy in 2030 of 40%: solar cells approx. 250GW)

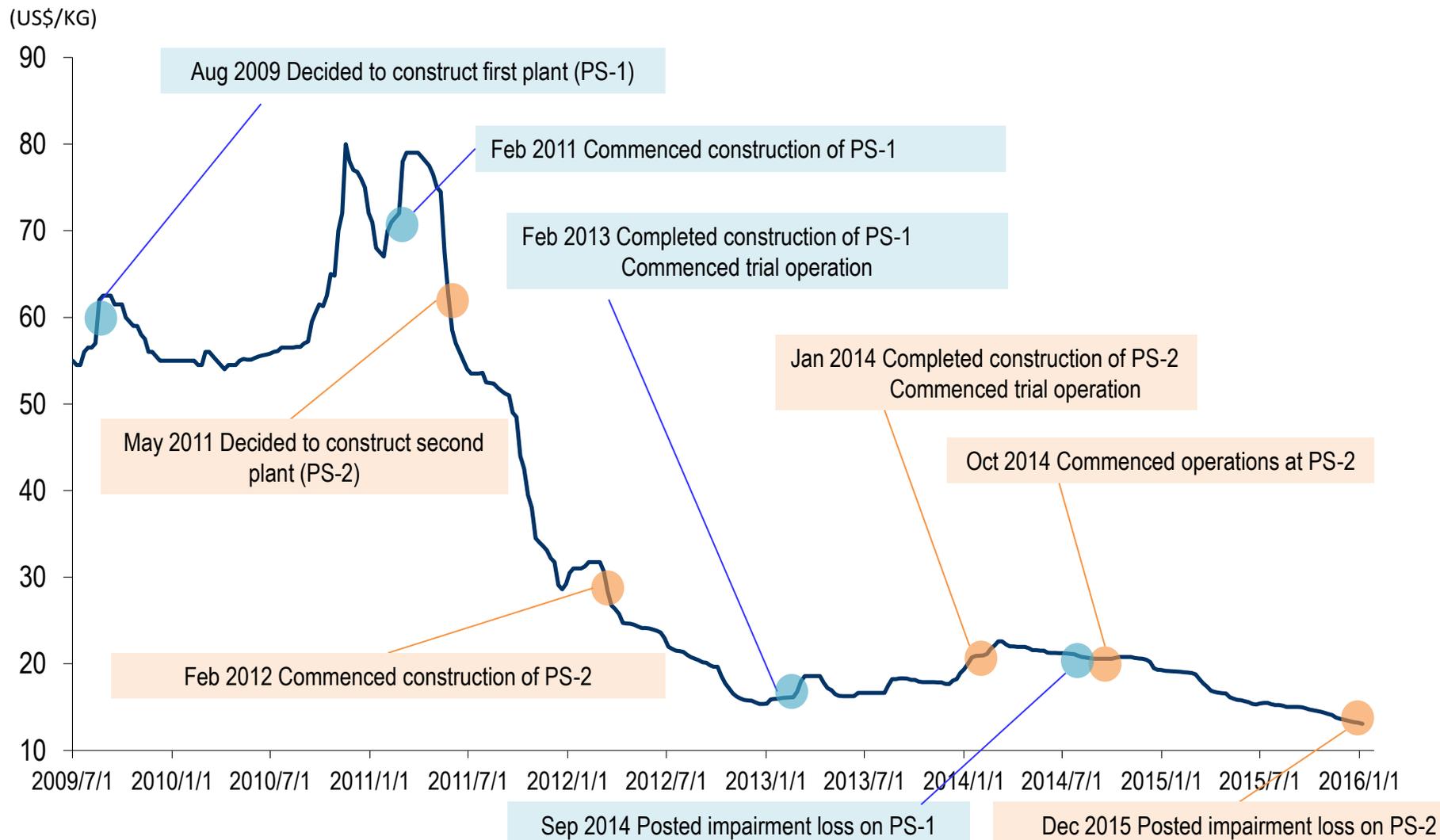
### <U.S.>

- ◆ Investment tax credit (ITC) extension passed by the U.S. Congress; expectations of an increase in the amount of solar power generation system installation by 2020

### <Europe>

- ◆ Expectations of moderate growth over the medium to long term despite the impact of the successive shrinking and termination of policy support measures

# (Ref.) Polysilicon Spot Price and History of Malaysia Project



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