

## Suplementary Material to Presentation for Fiscal 2010 IR Meeting Tokuyama Malaysia Second-phase Construction Project for Polycrystalline Silicon Plant Tokuyama Corporation

#### June 20, 2011





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### **1.Construction Plan**

#### [Outline of Second-phase Plant in Malaysia]

Location	Samalaju Industrial Park in Sarawak, Malaysia	
Production Capacity	13,800 tons/Y	
Plant Construction Costs	Approx. ¥100 billion (\$90/kg at the rate of ¥80/\$)	
Production Method	Siemens method	
Target Usage of Polycrystalline Silicon	Solar cells	
Construction Plan	Commence construction in April 2012 and	
	aim to start operations in January 2015	

- The annual production capacity of Tokuyama Malaysia Sdn. Bhd. will total 20,000 tons, combined with capacity of the plant under construction ("first-phase plant")
- Tokuyama's present goal is to raise its current global share of polycrystalline silicon for solar cells, which is estimated to be about 5%, to 10% or more



# **2.Financial Plan**

[Financial Plan (FY2011 through FY2014, Tokuyama +Tokuyama Malaysia)]

[Cash inflow]	Unit:Bil.yen	[Cash outflow
Cash on hand	60.0	1st-phase co
Net income	et income	
+Depreciation expenses	140.0	2nd-phase c
Interest bearing debt	60.0	Other invest
Advances received	20.0	(including m
Total	280.0	and renewal
		Cash on han

[Cash outflow]	Unit:Bil.yen
1st-phase construction (amount outstanding)	20.0
2nd-phase construction	125.0
Other investments (including maintenance and renewal costs)	100.0
Cash on hand, Dividend	35.0
Total	280.0

\* This financial plan has been prepared on the basis of information available at this point, and is not final and conclusive



### **3.Supply-demand Forecast**

[Supply-demand Forecast of Polycrystalline Silocon]

		(CY)	Unit : Thousand tons
		2010	2015
Demand	Solar cells	100	200
	Semiconductors	30	40
	Total 130	240	
Product	ion capacity	180 350	

- The forecast assumes that annual installed photovoltaic capacity for 2015 will be 40GW
- \* The figures shown above are based on the Company's estimate



#### **4.Sales Plan**

- Although it is presumed that the polysilicon market is facing an oversupply at this point in time, Tokuyama keeps operating at full capacity and selling out all the amount it produces
- With regard to polysilicon of 6,200 tons that the "first-phase plant" will produce, the Company has almost sold it out by entering into long-term contracts
- With regard to polysilicon of 13,800 tons that the "second-phase plant" will produce, the Company is currently negotiating contracts with customers for the purchase and sale of it by offering long-term contracts and advances received as a package
  - It can be expected that Tokuyama will sell out all the amount (polysilicon of 13,800 tons), as there are customers' confidence in Tokuyama's quality and its brand power built up over many years



### **5.Profitability Estimates**

Estimated Market Price	\$40~45/kg
EBITDA Margin	50% or more

★EBITDA Margin : Earnings before interest, tax, depreciation and amortization ✓ Sales

**(**Reference**)** Profitability Estimates for the First-phase Plant

Estimated Market Price	\$45~50/kg
EBITDA Margin	50% or more



# (Reference) Timeline for Expansion of Production Capacity

	2011	2012	2013	2014	2015
Tokuyama Factory	+1	I,800 ton Expans	ion		
Tokuyama	Construction of 6,200 ton plant				
Malaysia		Const	ruction of 13,80	0 ton plant	
Total Production Capacity (tons/Y)					31,000
30,000 —					
20,000 —				17,200	
10 000	9,200	1	1,000		
10,000					

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