# Results Briefing for the Year Ended March 31, 2011

May 11, 2011



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- 1. Performance Summary for the Fiscal Year Ended March 31, 2011 (fiscal 2011)
- 2. Results Forecast for the Fiscal Year Ended March 31, 2012 (fiscal 2012)
- 3. Toward Achieving the Medium-Term Plan -Status of progress of important measures-



# 1. Performance Summary for the Fiscal Year Ended March 31, 2011 (fiscal 2011)

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## Fiscal 2011: Main Aspects of Performance

### **■** Income and profits up year-on-year

Net sales and sales volumes (non-consolidated) both up around 12% compared to the previous fiscal year

Operating income up ¥11.7 billion year-on-year

- Favorable trend for facilities investment, such as for manufacturing equipment for LCDs and semiconductors, thick sheet trended strong throughout term
- Exports increased due to strong overseas markets
- Contribution to ordinary income by equity-method affiliates commenced (350 million yen)
- Booked income taxes—deferred in the amount of ¥2.9 billion among net income (consolidated)
- Effects of Great East Japan Earthquake
  - Although some buildings and facilities at our company's and among our Group's manufacturing network sustained damage, regular operations were promptly restored.
  - Booked special loss of ¥160 million



# Fiscal 2011 Result (Y on Y)

### < Consolidated > (Billions of yen)

	Fiscal 2010 (A)	Fiscal 2011 (B)	Change (B) – (A)	Change rate (%) (B-A) / (A)
Net sales	185.6	207.2	21.6	11.6%
Operating income	0.6	12.3	11.7	1,950%
Ordinary income (loss)	(0.7)	11.7	12.4	-
Net income (loss)	(8.0)	12.0	12.8	-

### < Non-consolidated > (Reference)

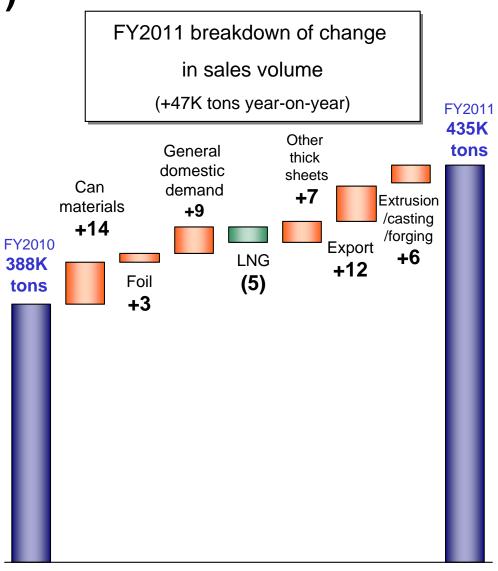
(Billions of yen)

	Fiscal 2010 (A)	Fiscal 2011 (B)	Change (B) – (A)	Change rate (%) (B-A) / (A)
Net sales [Volume]	160.7 [388K tons]	181.2 [435K tons]	20.5 [47K tons]	12.8% [12.1%]
Operating income	0	10.2	10.2	-
Ordinary income (loss)	(0.9)	9.2	10.1	-
Net income (loss)	(0.5)	10.3	10.8	-

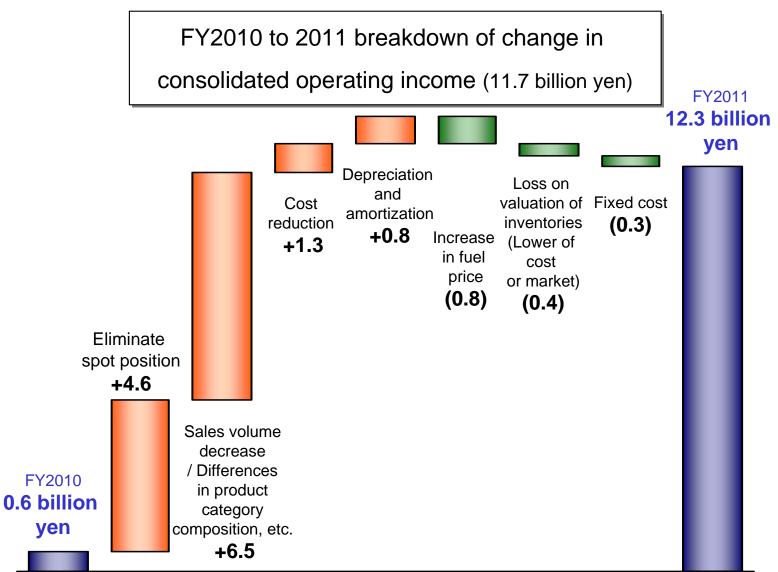
Fiscal 2011: Comparison of Sales Volumes by

**Product Category (Y on Y)** 

Product category		FY2010	FY2011	Y on Y (%)	
		Can iterials	113	127	112
Sheets		Foil	33	36	109
ets	General domestic demand		115	124	108
	Thick Sheets	LNG	5	0	1
	ts ( )	Other	21	28	133
	Export		60	81	117
	Su	ıbtotal	355	395	111
Subtotal of Extrusion		32	38	119	
	Subtotal of Casting/Forging		2	2	100
	Tota	al	388	435	112



# Analysis of Consolidated Operating Income (Fiscal 2010-2011)





### **Consolidated Balance Sheets**

(Billions of yen)

	March 2010	March 2011	Change
Current assets	89.2	112.7	23.5
Cash and deposits	4.2	4.7	0.5
Notes and accounts receivable-trade	58.3	58.2	(0.1)
Inventories and advance payments-trade	21.0	25.2	4.2
Other	5.8	*1 24.6	18.8
	<u> </u>		
Noncurrent assets	110.9	105.1	(5.8)
Tangible and intangible assets	100.2	91.3	(8.9)
Investments and other assets	10.7	13.8	3.1
Total assets	200.2	217.9	17.7

	March 2010	March 2011	Change
Current liabilities	85.7	88.2	2.5
*2 Notes and accounts payable-trade, accounts payable-other, accrued expenses	51.8	55.0	3.2
Short-term loans payable, current portion of long-term loans payable, bonds	32.8	30.9	(1.9)
Other	1.1	2.3	1.2
Noncurrent liabilities	54.9	59.8	4.9
Long-term loans payable and bonds payable	40.4	46.0	5.6
Other	14.5	13.8	(0.7)
Total shareholders' equity	59.1	69.4	10.3
Minority interests	0.5	0.5	0
Total liabilities and net assets	200.2	217.9	17.7

<sup>\*1</sup> Invested assets, including repurchases, of ¥17.6 billion

<sup>\*2</sup> Including electronically recorded obligations



# **Net Interest-Bearing Debt**

(Billions of yen)

	FY2010	FY2011	Change (b) – (a)
Interest-bearing debt	73.2	76.9	3.7
Cash, deposits, etc.	4.2	22.3	18.1
Net interest-bearing debt	69.0	54.6	(14.4)

### <Reasons for increase in cash reserves>

- Building up funds for future growth
- Our level of interest-bearing debt is maintained in consideration of various economic conditions (impact of the Great East Japan Earthquake, etc.)

# **Consolidated Key Indicators**

	FY2010	FY2011
Operating margin	0.3%	6.0%
Owners' equity ratio	29.5%	32.0%
ROE	(1.3)%	19.0%
Debt/equity ratio	1.2	1.1

(FYI)

Owners' equity ratio = [Net assets (end of fiscal year) - minority interests] / total assets (end of fiscal year)

ROE = Net income/loss / [net assets (end of term average) - minority interests (end of term average)]

Debt/equity ratio = Balance of interest-bearing debt (end of fiscal year) / [net assets (end of fiscal year) - minority interests]



# 2. Results Forecast for the Fiscal Year Ended March 31, 2012 (Fiscal 2012)

# Fiscal 2012 Main Aspects of Results Forecast

### ■ Decrease in income and profit compared to FY2011

Although a number of factors remain uncertain, we have determined our forecast for FY2012 based on information at hand.

#### Business environment

The direction of oil prices, foreign exchange markets and materials prices is unclear.

One negative factor included in the forecast is expense increases due to a rise in fuel prices of ¥1.8 billion.

### **■** Effects of Great East Japan Earthquake

- The future direction of major markets such as automotive and electronics is very unclear due to fragmentation of the supply chain.
- If power supply restrictions occur due to shortages, we will make the most of plants in our manufacturing network outside the affected areas (Fukui Works, Furukawa-Sky Shiga).

## **Fiscal 2012 Results Forecast**

(Billions of yen)

	Fiscal 2011		Fiscal 2012	forecast		Change	
	(A)	First half	Second half	(B)	First half	Second half	(B) - (A)
Net sales	207.2	106.0	101.2	203.9	101.7	102.2	(3.3)
Operating income	12.3	7.1	5.2	10.5	6.0	4.5	(1.8)
Ordinary income	11.7	6.8	4.9	10.3	5.7	4.6	(1.4)
Net income	12.0	5.4	6.5	6.9	4.0	2.9	(5.1)

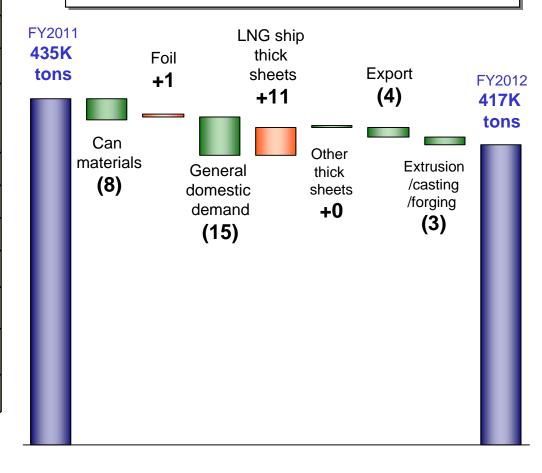
Specification: Crude oil (Dubai) USD115/B, aluminum ingots JPY240/kg, exchange rate JPY85/USD

# Forecast of Sales Volumes by Product Category for Fiscal 2012 (Fiscal 2011-2012)

(Thousand tons)

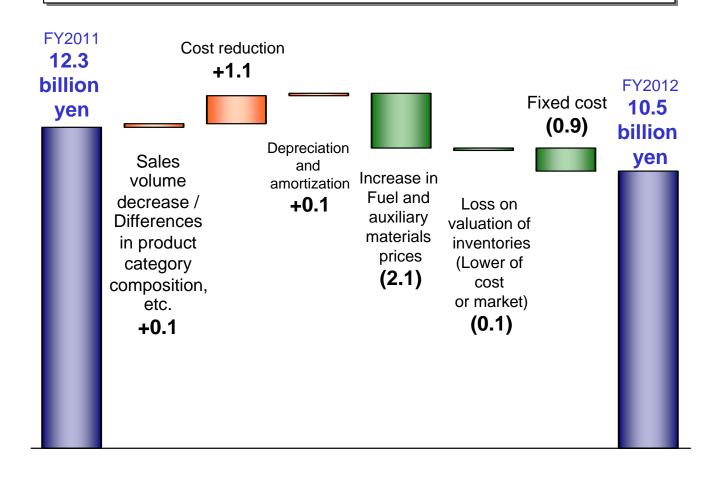
Product category		FY2011	FY2012	Y on Y (%)	
	Can m	aterials	127	119	94
	F	oil	36	37	103
Sheets	General domestic demand		124	109	88
0,	Thick	LNG	0	11	l
	sheets	Other	28	28	100
	Export		81	77	95
Subtotal		395	381	96	
Subtotal of extrusion		38	35	92	
Subtotal of casting/forging		2	2	100	
	Total		435	417	96

FY2011 to 2012 breakdown of change in sales volume forecast (-18K tons year-on-year)

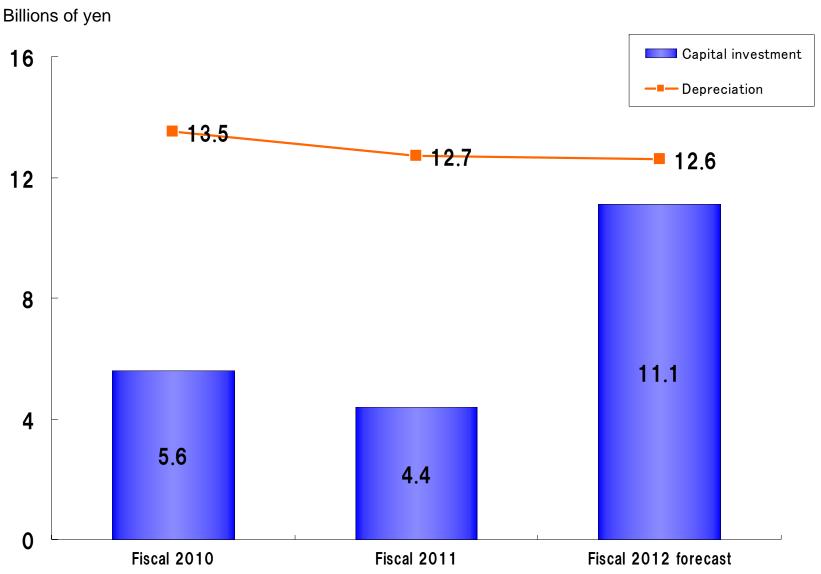


# Analysis of Consolidated Operating Income (Fiscal 2012 forecast year-on-year)

FY2011 to 2012 breakdown of change in consolidated operating income forecast (-1.8 billion yen year-on-year)



# Capital Investment / Depreciation and Amortization (Fiscal 2010-2012 forecast)





# 3. Toward Achieving the Medium-Term Plan

—Status of progress of important measures—

# FY2013 Medium-Term Plan Policy

Japan

Promoting structural reform and strengthening business foundation

**Overseas** 

Appropriate response to growing markets overseas

First step toward renewed growth and a stronger business foundation for operational expansion

Strengthening growthproduct and next-generation product

**New product development** 



### **Status of Execution and Progress (Main Business Strategies)**

		Fiscal 2011	Fiscal 2012	Fiscal 2013	
Japan	Structural	Structural reform in sheet busine (suspend upstream processes at Nikko Produce appraisal materials, client app	Suspend upstream processes		
Jak Oak	Strengthenin g Foundation			Expanded slab heating furnace facilities (Increased hot rolling capacity)	
	Sheet	Technology transfer to Ruyuan Dongyangguang in China	Investment in can material base in North America (Tri-Arrows aluminum Inc.)	Examine approach toward South American markets	
Overseas	l S	Introduce equipment at Thai SL company (FSTH Thailand)	Launch sales		
Over	Extrusion/ casting		Increase compressor wheel production capacity (FSV Vietnam)	Increase capacity at extrusion plants in China, Indonesia (FSAT, FIA)	
	Other	Establish sales company in China (FSSH Shanghai)	Launch sales		
New products	•Allo	nly conductive heat sinks y materials for lithium-ion battery cases ninum foil for positive electrodes for node current collectors	Look into battery-use foil business with Guangdong Dongyangguang		
N. proc		Exhibit at BATTERY JAPAN rechargeable battery expo	Lithium-ion batteries: Develop aluminum foil for cathode current collectors and for battery cover materials EV-related: Structural materials, motor parts materials		

## Strengthening Business Foundation in Japan

#### Structural reform

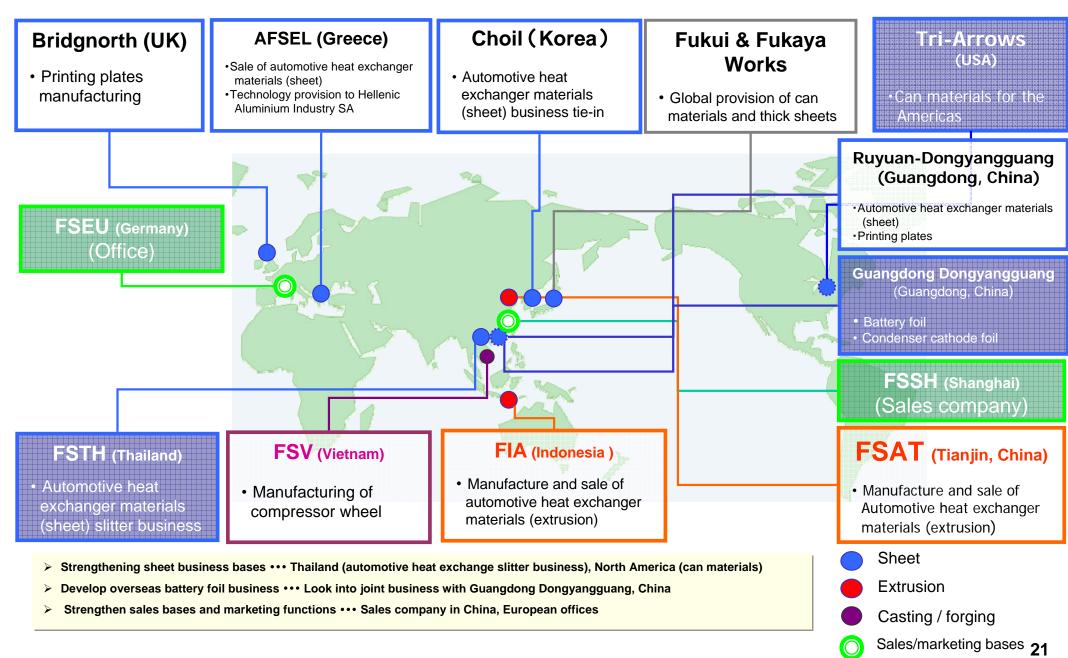
- ➤ Structural reform in sheet business ••• suspend upstream processes at Nikko Works; look into optimal plant structure for rolled product manufacturing at Fukui and Fukaya Works
- > Extrusion ••• Look into optimal manufacturing structure

### **Strengthening business foundation**

- ➤ Improve competitiveness of core sheet plant ••• Expanded slab heating furnace facilities at Fukui Works (increase production, reduce costs)
- ➤ Proceed to invest in rationalization and reduced workforce ••• reduce fixed cost, improve cost-competitiveness

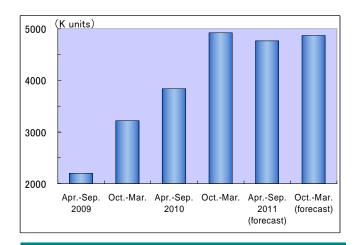
Strengthen profitability, invest in new growth strategies

# Response to Overseas Markets (Global Bases)

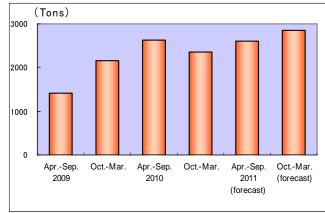


### Status of Overseas Business Network (Sales Volume Trends)

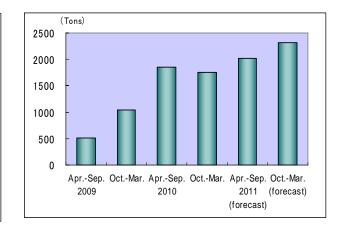
Furukawa-Sky Aluminum (Vietnam) Inc. (Vietnam) 【subsidiary】
Compressor wheel for turbochargers



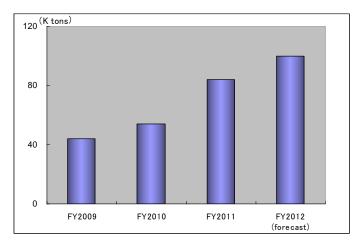
PT.Furukawa Indal Aluminum (Indonesia) [subsidiary] Extruded materials for automotive heat exchanger



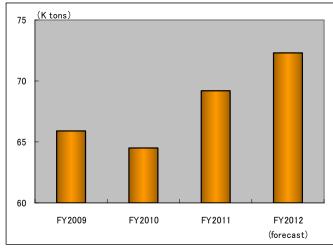
Furukawa-Sky Aluminum (Tianjin) Corp. (China) 【subsidiary】
Extruded materials for automotive heat exchanger



Ruyuan Dongyangguang Plain Foil Co., Ltd. (China) 【equity method affiliate 】
Sheet materials for automotive heat exchanger



Bridgnorth Aluminium Ltd. (UK) 【equity method affiliate】 Printing plates



#### [Subsidiary]

Trending toward increased revenue and profits at each overseas base

FSV·· Investment underway in facilities to meet increased demand

FIA, FSAT·· Planned investment corresponding to increased demand

#### [Equity method affiliate]

Trend toward increased revenue and profits after investment is made Forecast for increased profits through new investment corresponding to growing markets

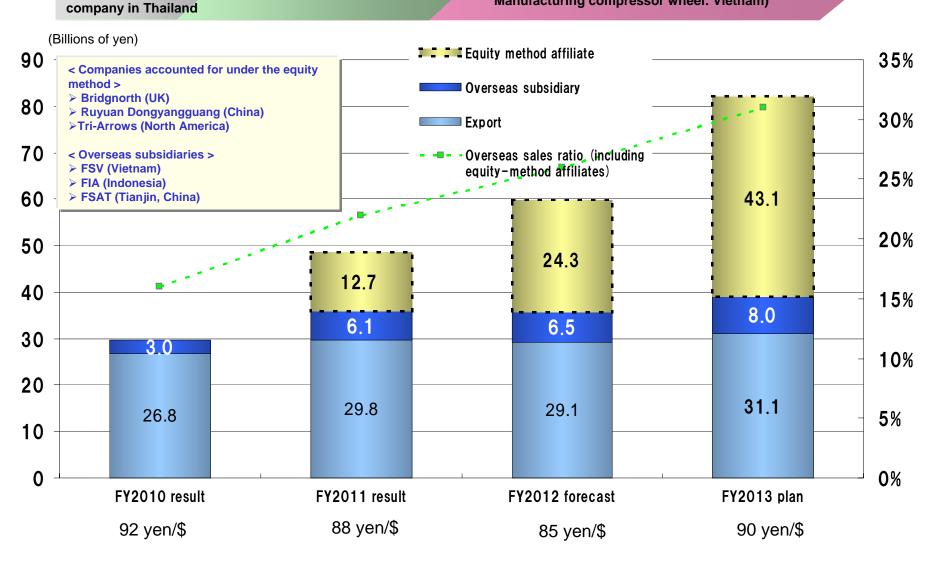


### **Overseas Sales Ratio**



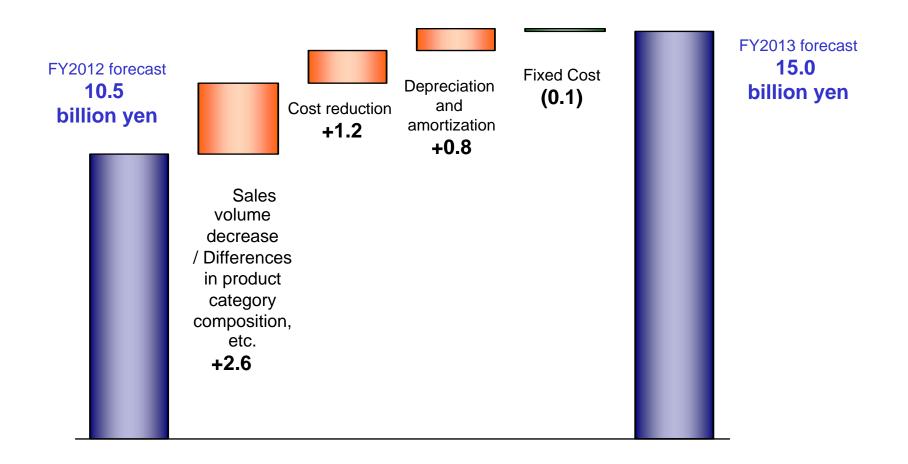
Investment in can material base in North America

Look into strengthening existing bases (Extrusion subsidiaries: Tianjin, China, Indonesia Manufacturing compressor wheel: Vietnam)



# Forecast of Medium-Term Plan (consolidated operating income)

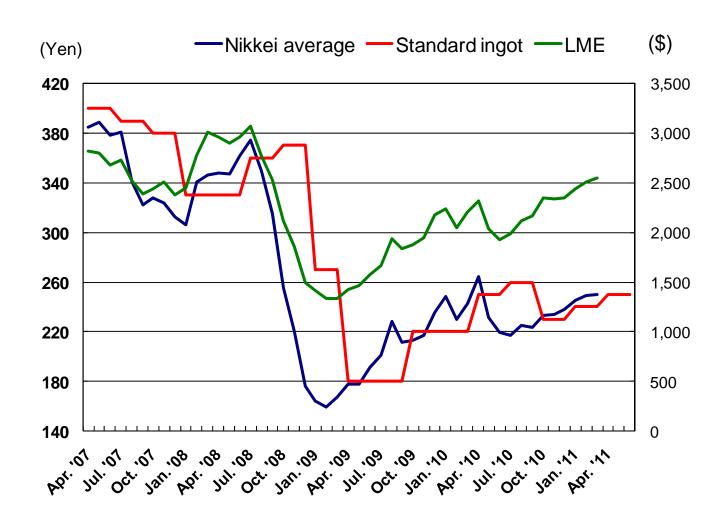
FY2012 to 2013 breakdown of change in consolidated operating income forecast (+4.5 billion yen)





Reference Data

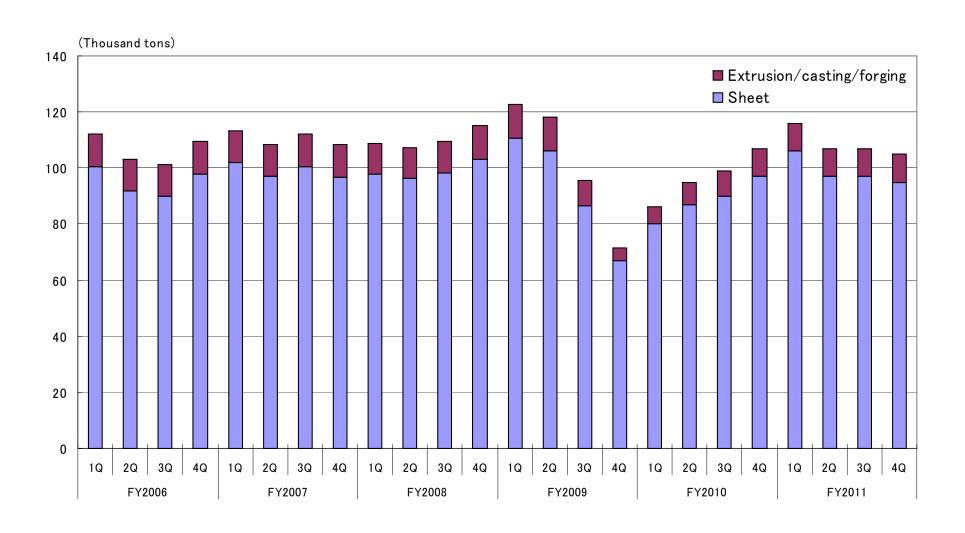
# Spot aluminum: Nikkei average, standard ingot, LME trend





Reference Data

# Sales Volume Trend (Fiscal 2006-2011)





#### ■ Forward-looking statements

Other than historical or current factual information concerning plans for sales, profits, etc. listed in this document, all forward-looking statements concerning factors which may affect performance, including those pertaining to industry trends related to the Group's businesses, as well as economic conditions, exchange rates and other factors, shall be presumed to be based on the Company's hypotheses and judgments formed in light of currently available information.

Forecasts made in this document contain known and unknown risks and uncertainties, and actual sales and profits, as well as the plans listed in this document, may in the future vary greatly from the forward-looking statements due to a variety of factors, so please be aware that no guarantees or warranties are implied or presented. Moreover, this document is not intended as an enticement to invest.

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