# Summary of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2016 (Japanese GAAP) 

February 5, 2016
Stock Exchange: Tokyo
Listed company name: NIPPON STEEL \& SUMIKIN BUSSAN CORPORATION
Code No.:
9810
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Quarterly securities report to be submitted:
Start of cash dividend payments:
Supplementary materials:
IR conference:

February 12, 2016
-
Yes (Japanese only)
None
(Figures rounded down to nearest million yen)

1. Consolidated Earnings through the Third Quarter of the Fiscal Year Ending March 31, 2016 (April 1, 2015 to December 31, 2015)
(1) Consolidated Operating Results (Cumulative) (\%: change from the same period of the previous year)

|  | Net sales |  | Operating income |  | Ordinary income |  | Profit attributable to <br> owners of parent |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Millions of yen |  | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen |
| 3Q FYE March 31, 2016 | $1,462,576$ | $(6.8)$ | 19,989 | $(2.8)$ | 21,612 | 2.1 | 12,931 | $(1.4)$ |
| 3Q FYE March 31, 2015 | $1,569,208$ | - | 20,572 | - | 21,171 | - | 13,116 | - |

Note: Comprehensive income
$\begin{array}{ll}\text { 3Q FYE March 31, 2016: } & ¥ 10,052 \text { million ( }-45.8 \% \text { ) } \\ \text { 3Q FYE March 31, 2015: } & ¥ 18,561 \text { million (-\%) }\end{array}$
3Q FYE March 31, 2015: $\quad ¥ 18,561$ million (-\%)

|  | Earnings per share | Diluted earnings per share |
| :--- | ---: | ---: |
|  | Yen | Yen |
| 3Q FYE March 31, 2016 | 41.83 | - |
| 3Q FYE March 31, 2015 |  | 42.42 |

Note: $\quad$ Nippon Steel Trading Co., Ltd. merged with Sumikin Bussan Corporation on October 1, 2013, and so the consolidated results for 3Q FYE March 31, 2015 differ considerably from the results of the same quarter of the previous fiscal year for both companies prior to the merger. Accordingly, a comparison with the same quarter of the previous fiscal year has been omitted.

## (2) Consolidated Financial Position

|  | Total assets | Net assets | Equity ratio |
| :--- | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | $\%$ |
| As of December 31, 2015 | 690,038 | 188,504 | 25.0 |
| As of March 31, 2015 | 692,899 | 183,693 | 24.1 |

Reference: Equity capital
As of December 31, 2015: $\quad ¥ 172,251$ million
As of March 31, 2015: $\quad ¥ 166,774$ million

## 2. Dividends

|  | Annual dividends per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | Fiscal year end | Total |
|  | Yen | Yen |  | Yen | Yen |
| FYE March 31, 2015 | - | 6.00 | - | 6.00 | 12.00 |
| FYE March 31, 2016 | - | 7.50 | - |  |  |
| FYE March 31, 2016 (Est.) |  |  |  | 7.50 | 15.00 |

Note: $\quad$ Revisions of dividends projections since most recent announcement: None

## 3. Projected Consolidated Results for Fiscal Year Ending March 31, 2016 (April 1, 2015 to March 31, 2016)

(\%: change from the same period of the previous year)

|  | Net sales |  | Operating income |  | Ordinary income |  | Profit attributable to owners of parent |  | Earnings per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Full fiscal year | $\begin{array}{r} \text { Millions of yen } \\ 1,950,000 \\ \hline \end{array}$ | $\begin{array}{r} \% \\ (7.3) \\ \hline \end{array}$ | Millions of yen 27,500 | $\begin{array}{r} \% \\ (4.1) \end{array}$ | Millions of yen $29,000$ | $\begin{array}{r} \% \\ (5.1) \end{array}$ | Millions of yen 17,000 | $\begin{array}{r} \% \\ (2.5) \end{array}$ | $\begin{array}{r} \text { Yen } \\ 54.99 \end{array}$ |

Note: $\quad$ Revisions of earnings projections since most recent announcement: Yes

## * Notes

(1) Material changes in consolidated subsidiaries during the cumulative consolidated period (changes in specific subsidiaries resulting in changes in scope of consolidation): None
(2) Use of special accounting methods for creating quarterly consolidated financial statements: None
(3) Changes of accounting policies, changes of accounting estimates and retrospective restatements
i. Changes in accounting policies resulting from changes in accounting standards, etc.: Yes
ii. Other accounting policy changes: None
iii. Changes in accounting estimates: None
iv. Restatements: None

Note: For more detailed information, see "2. Notes on Summary Information, (3) Changes of Accounting Policies, Changes of Accounting Estimates and Retrospective Restatements" on page 3 of the attachment.
(4) Number of shares outstanding (common shares)
i. Number of shares outstanding at the end of the period (including treasury shares)

As of December 31, 2015 309,578,001 shares
As of March 31, 2015 309,578,001 shares
ii. Number of treasury shares at the end of the period

As of December 31, 2015 424,806 shares
As of March 31, 2015 408,443 shares
iii. Average number of shares during the period (cumulative quarter)

3Q FYE March 31, 2016 309,162,805 shares
3Q FYE March 31, 2015 309,190,826 shares
*Statement relating to the status of quarterly review procedures
This summary report is not subject to the quarterly review procedures based on the Financial Instruments and Exchange Act, and quarterly financial statement review procedures based on the Financial Instruments and Exchange Act are not yet completed at the time of disclosure of this report.
*Explanation for the proper use of earnings projections, and other special matters
(Caution on description of future events, etc.)
The preceding projections are based on information available at the time of the publication of these materials, and are not intended as pledges on the part of the Company that the said projections will be achieved. Actual results may differ materially from projections due to various factors that may occur in the future. For the assumptions on which these earnings projections were based, see " 1 . Qualitative Information on Quarterly Settlement of Accounts; (3) Explanation of Consolidated Earnings Projections and Other Forecasts" on page 3 of the attachment.
(How to acquire supplementary materials)
Supplementary materials were published on TDnet as of February 5, 2016, and they were published on the Company's website on the same date.

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## 1. Qualitative Information on Quarterly Settlement of Accounts

From the first quarter of this fiscal year, the Company has applied Accounting Standard for Business Combinations (ASBJ Statement No. 21, September 13, 2013). Accordingly, "net income" is stated as "profit attributable to owners of parent."

## (1) Explanation of Operating Results

Regarding the world economy during the cumulative third quarter under review, the economic outlook remains uncertain given an economic slowdown in China and newly emerging economies, and geopolitical risks in the Middle East, while economically advanced countries maintained a moderate pace of recovery, with the U.S. economy being supported by robust personal consumption.

As for Japan, the pace of recovery was sluggish overall. While there was an increase in corporate earnings supported by the weakened yen and a moderate recovery in capital investment, personal consumption did not recover adequately and automobile sales were down from the previous year.

Against this business environment, the Company’s consolidated earnings were as follows: Net sales were $¥ 1,462.5$ billion, down $¥ 106.6$ billion ( $6.8 \%$ ) from the same period of the previous fiscal year. Operating income was $¥ 19.9$ billion, down $¥ 500$ million ( $2.8 \%$ ) from the same period of the previous fiscal year. Ordinary income was $¥ 21.6$ billion, up $¥ 400$ million (2.1\%) from the same period of the previous fiscal year, which reflects a rise in share of profit of entities accounted for using equity method despite an increase in foreign exchange losses. Quarterly profit attributable to owners of parent was $¥ 12.9$ billion, down $¥ 100$ million ( $1.4 \%$ ) from the same period of the previous fiscal year due to the recording of extraordinary losses on liquidation of subsidiaries and associates, etc.

Earnings for reportable segments are as below.
(Steel)
In the Steel business, domestic demand for steel, which was expected to pick up, declined year on year among manufacturing companies and construction companies. Overseas demand for steel also declined, particularly in China and ASEAN countries. As a result, nationwide crude steel production during the cumulative third quarter was down $5.6 \%$ compared with the corresponding period of the previous year. The Company's domestic sales reflected this trend with a decrease in sales volume and a decline in sales price. As for exports, while market conditions continued to weaken, export sales increased due to factors such as strong sales to distant regions. As a result, net sales in this segment reached $¥ 1,148.1$ billion, down $¥ 102.9$ billion ( $8.2 \%$ ), and ordinary income was $¥ 13.8$ billion, down $¥ 1.1$ billion ( $7.6 \%$ ) due to factors such as foreign exchange losses of Chinese subsidiaries caused by the weak yuan.

## (Industrial Supply and Infrastructure)

In the Industrial Supply and Infrastructure business, net sales reached $¥ 70.0$ billion, up $¥ 1.1$ billion (1.7\%). This was due to factors such as an increase in sales of machine tools to North America. Furthermore, ordinary income reached $¥ 3.1$ billion, up $¥ 1.1$ billion ( $56.5 \%$ ), reflecting the increased profits in a Thailand-based entity accounted for using equity method, as well as the recording of transitory profits related to the entity's merger.

## (Textiles)

In the Textiles business, sales to key customers fell due to a declining trend in families' expenditure on clothing, and the persistent unseasonable weather. As a result, net sales were $¥ 128.8$ billion, down $¥ 900$ million ( $0.7 \%$ ), while ordinary income reached $¥ 2.3$ billion, up $¥ 700$ million ( $44.2 \%$ ), owing to an improvement in share of profit of entities accounted for using equity method.

## (Foodstuffs)

In the Foodstuffs business, meat prices continued to be bearish in reaction to the high prices of the previous financial year, such that profit margins declined. As a result, net sales were $¥ 114.5$ billion, down $¥ 3.9$ billion ( $3.4 \%$ ), and ordinary income was ¥2.2 billion, down ¥200 million (11.4\%).

## (2) Explanation of Financial Position

Total assets at the end of the third quarter under review were $¥ 690.0$ billion, down $¥ 2.8$ billion from the end of the previous period, due to a decrease in cash and deposits, which offset an increase in notes and accounts receivable - trade.

Total liabilities were $¥ 501.5$ billion, down $¥ 7.6$ billion from the end of the previous period due to a decrease in notes and accounts payable - trade, etc.

Total net assets reached $¥ 188.5$ billion, up $¥ 4.8$ billion from the end of the previous period. This was due to the recording of profit attributable to owners of parent for the cumulative third quarter under review, which offset the payment of dividends.

## (3) Explanation of Consolidated Earnings Projections and Other Forecasts

Regarding the consolidated earnings projections for the fiscal year ending March 31, 2016, the Steel segment's results for the fourth quarter of the current fiscal year are expected to be affected by delayed recovery in domestic demand for steel, a stagnation of demand for steel overseas, and a slump in sales prices, while extraordinary losses on liquidation of subsidiaries and associates, etc. are down from the previous forecast. Accordingly, the projections announced on November 5, 2015 have been revised down. The revised forecasts are net sales of $¥ 1,950.0$ billion, operating income of $¥ 27.5$ billion, ordinary income of $¥ 29.0$ billion, and profit attributable to owners of parent of $¥ 17.0$ billion.

## 2. Notes on Summary Information

(1) Material Changes in Consolidated Subsidiaries during the Cumulative Consolidated Period Not applicable.
(2) Use of Special Accounting Methods for Creating Quarterly Consolidated Financial Statements Not applicable.

## (3) Changes of Accounting Policies, Changes of Accounting Estimates and Retrospective Restatements

(Application of Accounting Standards for Business Combinations, etc.)
From the first quarter of this fiscal year, the Company has applied the Accounting Standard for Business Combinations, (Accounting Standard Board of Japan [ASBJ] Statement No. 21, September 13, 2013, hereinafter "BCA Standard"), the Accounting Standard for Consolidated Financial Statements (ASBJ Statement No. 22, September 13, 2013, hereinafter "CFSA Standard"), and the Accounting Standard for Business Divestitures (ASBJ Statement No. 7, September 13, 2013, hereinafter "BDA Standard"). Consequently, the accounting method was changed such that difference arising from changes in the equity in subsidiaries under ongoing control of the Company is now recorded as capital surplus, and acquisition-related costs are now recorded as expenses for the fiscal year in which they are incurred. In addition, with respect to any business combination entered into on or after the first day of the first quarter of this fiscal year, the accounting method was changed to reflect adjustments to the allocation of acquisition cost under provisional accounting treatment on the consolidated financial statements of the quarterly financial period in which the relevant business combinations became or will become effective. Furthermore, the presentation of profit, etc., was changed, and minority interests was changed to non-controlling interests. In order to reflect the changes in the presentation, certain reclassifications have been made to the quarterly consolidated financial statements and consolidated financial statements with respect to the cumulative third quarter of the previous fiscal year and the fiscal year in full.

The Company has applied the Accounting Standard for Business Combinations, etc. in accordance with transitional provisions in paragraph 58-2(4) of the BCA Standard, paragraph 44-5(4) of the CFSA Standard, and paragraph 57-4(4) of the BDA Standard, prospectively at the beginning of the first quarter of this fiscal year.

The above has minor impact on quarterly consolidated financial statements with respect to the cumulative third quarter under review.

## 3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets
(Millions of yen)

|  | Previous Fiscal Year (As of March 31, 2015) | Third Quarter Under Review <br> (As of December 31, 2015) |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 29,022 | 18,670 |
| Notes and accounts receivable - trade | 396,162 | 402,626 |
| Inventories | 106,275 | 103,587 |
| Other | 20,948 | 26,136 |
| Allowance for doubtful accounts | $(1,654)$ | $(1,338)$ |
| Total current assets | 550,754 | 549,681 |
| Non-current assets |  |  |
| Property, plant and equipment | 63,009 | 61,321 |
| Intangible assets |  |  |
| Goodwill | 189 | 148 |
| Other | 1,009 | 938 |
| Total intangible assets | 1,198 | 1,086 |
| Investments and other assets |  |  |
| Other | 82,466 | 82,438 |
| Allowance for doubtful accounts | $(4,529)$ | $(4,489)$ |
| Total investments and other assets | 77,936 | 77,948 |
| Total non-current assets | 142,144 | 140,356 |
| Total assets | 692,899 | 690,038 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 249,831 | 247,153 |
| Short-term loans payable | 172,345 | 139,867 |
| Income taxes payable | 5,756 | 1,967 |
| Provision | 3,270 | 2,763 |
| Other | 30,813 | 28,859 |
| Total current liabilities | 462,018 | 420,611 |
| Non-current liabilities |  |  |
| Long-term loans payable | 33,936 | 67,135 |
| Provision | 442 | 448 |
| Net defined benefit liability | 1,720 | 1,811 |
| Other | 11,087 | 11,526 |
| Total non-current liabilities | 47,187 | 80,922 |
| Total liabilities | 509,206 | 501,533 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 12,335 | 12,335 |
| Capital surplus | 50,645 | 50,657 |
| Retained earnings | 88,668 | 97,282 |
| Treasury shares | (108) | (115) |
| Total shareholders' equity | 151,540 | 160,159 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 5,845 | 6,758 |
| Deferred gains or losses on hedges | (554) | $(1,029)$ |
| Foreign currency translation adjustment | 9,157 | 5,536 |
| Remeasurements of defined benefit plans | 786 | 826 |
| Total accumulated other comprehensive income | 15,233 | 12,092 |
| Non-controlling interests | 16,918 | 16,253 |
| Total net assets | 183,693 | 188,504 |
| Total liabilities and net assets | 692,899 | 690,038 |

(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income
(Quarterly Consolidated Statements of Income)

## (Cumulative Third Quarter)

(Millions of yen)
$\left.\begin{array}{lrrr}\hline & \begin{array}{c}\text { Cumulative Third Quarter of } \\ \text { Previous Fiscal Year } \\ \text { (April 1, 2014 }\end{array} & \begin{array}{c}\text { Cumulative Third Quarter } \\ \text { Under Review } \\ \text { (April 1, 2015 }\end{array} \\ \text { to December 31, 2014) }\end{array}\right)$

## (Quarterly Consolidated Statements of Comprehensive Income)

## (Cumulative Third Quarter)

$\left.\begin{array}{lrr}\hline & \begin{array}{c}\text { Cumulative Third Quarter of } \\ \text { Previous Fiscal Year } \\ \text { (April 1, 2014 }\end{array} & \begin{array}{c}\text { Cumulative Third Quarter } \\ \text { (onder Review } \\ \text { (April 1, 2015 }\end{array} \\ \hline \text { Pecember 31, 2014) }\end{array} \quad \begin{array}{c}\text { (Millions of yen) } \\ \text { to December 31, 2015) }\end{array}\right]$

## (3) Notes on Quarterly Consolidated Financial Statements

(Notes on Going Concern Assumption)
Not applicable.
(Notes in Case of Significant Changes to Shareholders' Equity)
Not applicable.

## (Segment Information, etc.)

I Cumulative Third Quarter of Previous Fiscal Year (April 1, 2014 to December 31, 2014)
1 Information on sales and income/loss in each reporting segment


(Notes) 1. "Other" represents items not included under "reportable segments," and it includes real estate business.
2. The adjustment of $¥ 1$ million in "segment income" represents the elimination of inter-segment trade.
3. The total income of the "reportable segments" and "other" aligns with the ordinary income in the quarterly consolidated statement of income excepting the downward adjustment of $¥ 1$ million.

2 Information on impairment loss on noncurrent assets, goodwill, etc., for each reporting segment Not applicable.

II Cumulative Third Quarter Under Review (April 1, 2015 to December 31, 2015)
1 Information on sales and income/loss in each reporting segment

| (Millions of yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable segments |  |  |  |  | Other <br> (Note 1) | Total | Adjusted amount (Note 2) | Quarterly consolidated statement of income amount (Note 3) |
|  | Steel | Industrial Supply and Infrastructure | Textiles | Foodstuffs | Total |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |  |
| Sales to external customers | 1,148,130 | 70,049 | 128,809 | 114,595 | 1,461,584 | 991 | 1,462,576 | - | 1,462,576 |
| Intersegment sales or transfers | 708 | 1,298 | 3 | - | 2,010 | 160 | 2,170 | $(2,170)$ | - |
| Total | 1,148,839 | 71,347 | 128,812 | 114,595 | 1,463,595 | 1,152 | 1,464,747 | $(2,170)$ | 1,462,576 |
| Segment income (Ordinary income) | 13,832 | 3,141 | 2,309 | 2,232 | 21,516 | 96 | 21,613 | (0) | 21,612 |

(Notes) 1. "Other" represents items not included under "reportable segments," and it includes real estate business.
2. The downward adjustment of $¥ 0$ million in "segment income" represents the elimination of inter-segment trade.
3. The total income of the "reportable segments" and "other" aligns with the ordinary income in the quarterly consolidated statement of income excepting the adjustment of $¥ 0$ million.

2 Information on impairment loss on non-current assets, goodwill, etc., for each reporting segment Not applicable.

