# Summary of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2017 (Japanese GAAP) 

February 2, 2017
Stock Exchange: Tokyo
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Quarterly securities report to be submitted:
Start of cash dividend payments:
Supplementary materials:
IR conference:

February 10, 2017
-
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, 2017 (April 1, 2016 to December 31, 2016)
(1) Consolidated Operating Results (Cumulative)
(\%: change from the same period of the previous year)

|  | Net sales |  | Operating income |  | Ordinary income |  | Profit attributable to owners of parent |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| 3Q FYE March 31, 2017 | 1,317,111 | (9.9) | 21,005 | 5.1 | 21,346 | (1.2) | 13,952 | 7.9 |
| 3Q FYE March 31, 2016 | 1,462,576 | (6.8) | 19,989 | (2.8) | 21,612 | 2.1 | 12,931 | (1.4) |

Note: Comprehensive income
3Q FYE March 31, 2017: $¥ 10,133$ million ( $0.8 \%$ )
3Q FYE March 31, 2016: $¥ 10,052$ million ( $-45.8 \%$ )

|  | Earnings per share | Diluted earnings per share |
| :--- | ---: | ---: |
|  | Yen | Yen |
| 3Q FYE March 31, 2017 | 451.33 | - |
| 3Q FYE March 31, 2016 | 418.28 | - |

* Effective October 1, 2016, the Company consolidated its common shares at the ratio of 10 shares to 1 share. Accordingly, earnings per share has been calculated as if the said share consolidation was conducted at the beginning of the previous fiscal year.


## (2) Consolidated Financial Position

|  | Total assets | Net assets | Equity ratio |
| :--- | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | $\%$ |
| As of December 31, 2016 | 672,330 | 194,813 | 26.8 |
| As of March 31,2016 | 660,664 | 190,264 | 26.3 |

## Reference: Equity capital

As of December 31, 2016: $¥ 180,287$ million
As of March 31, 2016: $\quad ¥ 173,512$ million

## 2. Dividends

|  | Annual dividends per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | Fiscal year end | Total |
|  | Yen | Yen | Yen | Yen | Yen |
| FYE March 31, 2016 | - | 7.50 | - | 7.50 | 15.00 |
| FYE March 31, 2017 | - | 7.50 | - |  |  |
| FYE March 31, 2017 (Est.) |  |  |  | 75.00 | - |

Note: Revisions of dividends projections since most recent announcement: None
Effective October 1, 2016, the Company consolidated its common shares at the ratio of 10 shares to 1 share. Accordingly, the dividend per share entered for the fiscal year end of the fiscal year ending March 31, 2017 (Est.) reflects the impact of the said share consolidation, and the field for total annual dividends per share displays a hyphen (-). When the share consolidation is discounted, the dividend per share for the fiscal year end of the fiscal year ending March 31, 2017 (Est.) is $¥ 7.50$ and annual dividends per share are $¥ 15.00$.

## 3. Projected Consolidated Results for Fiscal Year Ending March 31, 2017

 (April 1, 2016 to March 31, 2017)|  | Net sales |  | Operating income |  | Ordinary income |  | Profit attributable to owners of parent |  | Earnings per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Full fiscal year | Millions of yen 1,880,000 | $\begin{array}{r} \% \\ (2.6) \end{array}$ | Millions of yen 29,000 | $\begin{gathered} \% \\ 4.0 \end{gathered}$ | Millions of yen 30,000 | \% 3.4 | Millions of yen 17,500 | $\begin{gathered} \% \\ 1.0 \end{gathered}$ | $\begin{array}{r} \text { Yen } \\ 566.09 \end{array}$ |

Note: Revisions of earnings projections since most recent announcement: None

## * 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 4 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, $201630,957,800$ shares
As of March 31, $2016 \quad 30,957,800$ shares
ii. Number of treasury shares at the end of the period

As of December 31, 201644,684 shares
As of March 31, $2016 \quad 43,123$ shares
iii. Average number of shares during the period (cumulative quarter)

3Q FYE March 31, $201730,914,121$ shares
3Q FYE March 31, 2016 30,916,283 shares

* Effective October 1, 2016, the Company consolidated its common shares at the ratio of 10 shares to 1 share. Accordingly, the number of shares outstanding at the end of the period, number of treasury shares at the end of the period and average number of shares during the period have been calculated as if the said share consolidation was conducted at the beginning of the previous fiscal year.
* 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 2, 2017, and they were published on the Company's website on the same date.


## Index of attached documents

1. Qualitative Information on Quarterly Settlement of Accounts. .....  2
(1) Explanation of Operating Results .....  2
(2) Explanation of Financial Position .....  3
(3) Explanation of Consolidated Earnings Projections and Other Forecasts .....  3
2. Notes on Summary Information .....  4
(1) Material Changes in Consolidated Subsidiaries during the Cumulative Consolidated Period .....  4
(2) Use of Special Accounting Methods for Creating Quarterly Consolidated Financial Statements. .....  4
(3) Changes of Accounting Policies, Changes of Accounting Estimates and Retrospective Restatements .....  4
(4) Additional Information .....  4
3. Quarterly Consolidated Financial Statements .....  5
(1) Quarterly Consolidated Balance Sheets .....  5
(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income. .....  6 Quarterly Consolidated Statements of IncomeCumulative Third Quarter. 6
Quarterly Consolidated Statements of Comprehensive Income
Cumulative Third Quarter. .....  7
(3) Notes on Quarterly Consolidated Financial Statements .....  8
(Notes on Going Concern Assumption) .....  8
(Notes in Case of Significant Changes to Shareholders' Equity) .....  8
(Segment Information, etc.) .....  8

## 1. Qualitative Information on Quarterly Settlement of Accounts

## (1) Explanation of Operating Results

The world economy during the cumulative third quarter under review (nine-month period) generally remained on a modest recovery path; Western countries maintained their recovery trend, and China showed signs of recovery as the government's economic stimulus packages gain traction. On the other hand, uncertainty about global economic prospects on the whole has increased because of the policy trajectory of the new US administration and Brexit (the British people's decision to leave the European Union).

The Japanese economy also remained on a modest recovery path; corporate earnings showed an improving trend, consumer spending picked up, and the employment environment was steady.

In this business environment, the Company continued its efforts to improve profitability based on its Medium-Term Management Plan. As a result, the Company’s consolidated earnings were as follows: Net sales were $¥ 1,317.1$ billion, down $¥ 145.4$ billion ( $9.9 \%$ ) from the corresponding period of the previous fiscal year. Operating income was $¥ 21.0$ billion, up $¥ 1.0$ billion ( $5.1 \%$ ). Ordinary income was $¥ 21.3$ billion, down $¥ 200$ million ( $1.2 \%$ ). Quarterly profit attributable to owners of parent was $¥ 13.9$ billion, up $¥ 1.0$ billion ( $7.9 \%$ ).

Earnings for reportable segments are as below.
(Steel)
In the Steel business, nationwide crude steel production during the cumulative third quarter was up $0.7 \%$ compared with the corresponding period of the previous fiscal year. Domestic steel demand showed an improving trend. There was increased demand in the construction sector following large projects and infrastructure development, and there was also increased demand in the manufacturing sector, particularly in the automotive sector. In this business environment, the Company increased its sales volume in Japan and overseas compared with the corresponding period of the previous fiscal year. Despite a recent improving trend fueled by strong demand and an increase in steel materials prices, domestic and export sales prices declined significantly because of stagnant steel prices during the first half and the influence of the strong yen. As a result, net sales in the Steel segment reached $¥ 1,028.4$ billion, down $¥ 119.6$ billion ( $10.4 \%$ ), and ordinary income was $¥ 13.3$ billion, down $¥ 400$ million ( $3.5 \%$ ) despite an improvement in the profits among group companies.

## (Industrial Supply and Infrastructure)

In the Industrial Supply and Infrastructure business, net sales reached $¥ 61.2$ billion, down $¥ 8.7$ billion ( $12.5 \%$ ) due to a decline in Russia-bound exports of steel products for line pipes. Furthermore, ordinary income was $¥ 1.7$ billion, down $¥ 1.4$ billion ( $44.9 \%$ ), reflecting the absence of temporary profits in a Thailand-based entity related to the entity’s merger.
(Textiles)
In the Textiles business, net sales were $¥ 117.3$ billion, down $¥ 11.4$ billion ( $8.9 \%$ ), because of the continuing harsh sales environment. However, ordinary income reached $¥ 3.6$ billion, up $¥ 1.3$ billion ( $58.4 \%$ ). This result was achieved because there was a decline in costs reflecting the impact of the strong yen, and an improvement in the profits among group companies.

## (Foodstuffs)

In the Foodstuffs business, meat prices continued to be bearish on the whole, resulting in net sales of $¥ 108.8$ billion, down $¥ 5.7$ billion $(5.0 \%)$. On the other hand, thanks to an improvement in profit margins, ordinary income reached $¥ 2.5$ billion, up $¥ 200$ million ( $12.8 \%$ ).

## (2) Explanation of Financial Position

## A. Assets, Liabilities and Net Assets

Total assets at the end of the third quarter under review were $¥ 672.3$ billion, up $¥ 11.6$ billion from the end of the previous fiscal year, due to an increase in trade receivables, which offset a decrease in property, plant and equipment and inventories.

Total liabilities were $¥ 477.5$ billion, up $¥ 7.1$ billion, due to a decrease in accounts payable and loans payable.

Total net assets were $¥ 194.8$ billion, up $¥ 4.5$ billion, 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

The consolidated earnings projections for the fiscal year ending March 31, 2017 will remain as stated in this announcement on November 2, 2016.

## 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 Practical Solution on a change in depreciation method due to Tax Reform 2016)
The Company has applied the "Practical Solution on a change in depreciation method due to Tax Reform 2016" (Accounting Standards Board of Japan [ASBJ], Practical Issues Task Force No. 32, issued on June 17, 2016) from the first quarter of this fiscal year. Accordingly, the depreciation method has been changed from the declining-balance method to the straight-line method for the facilities of buildings and structures acquired on or after April 1, 2016.

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

## (4) Additional Information

(Application of Implementation Guidance on Recoverability of Deferred Tax Assets)
The Company has applied the Accounting Implementation Guidance on Recoverability of Deferred Tax Assets (ASBJ Guidance No. 26, March 28, 2016) from the first quarter of this fiscal year.

## 3. Quarterly Consolidated Financial Statements

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

|  | Previous Fiscal Year (As of March 31, 2016) | Third Quarter Under Review (As of December 31, 2016) |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 19,767 | 19,793 |
| Notes and accounts receivable - trade | 393,147 | 405,260 |
| Inventories | 96,614 | 89,750 |
| Other | 17,730 | 25,877 |
| Allowance for doubtful accounts | $(1,380)$ | $(1,324)$ |
| Total current assets | 525,878 | 539,357 |
| Non-current assets |  |  |
| Property, plant and equipment | 60,625 | 56,955 |
| Intangible assets |  |  |
| Goodwill | 136 | 102 |
| Other | 922 | 725 |
| Total intangible assets | 1,058 | 828 |
| Investments and other assets |  |  |
| Other | 77,245 | 79,254 |
| Allowance for doubtful accounts | $(4,143)$ | $(4,065)$ |
| Total investments and other assets | 73,102 | 75,188 |
| Total non-current assets | 134,786 | 132,972 |
| Total assets | 660,664 | 672,330 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 217,260 | 222,325 |
| Short-term loans payable | 134,771 | 142,884 |
| Income taxes payable | 4,650 | 1,686 |
| Provision | 3,658 | 2,052 |
| Other | 27,367 | 26,667 |
| Total current liabilities | 387,707 | 395,616 |
| Non-current liabilities |  |  |
| Long-term loans payable | 70,840 | 69,297 |
| Provision | 493 | 550 |
| Net defined benefit liability | 1,879 | 1,860 |
| Other | 9,478 | 10,190 |
| Total non-current liabilities | 82,692 | 81,899 |
| Total liabilities | 470,400 | 477,516 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 12,335 | 12,335 |
| Capital surplus | 50,649 | 50,727 |
| Retained earnings | 101,678 | 111,023 |
| Treasury shares | (117) | (123) |
| Total shareholders' equity | 164,546 | 173,961 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 4,817 | 7,912 |
| Deferred gains or losses on hedges | $(1,272)$ | 237 |
| Foreign currency translation adjustment | 5,659 | $(1,720)$ |
| Remeasurements of defined benefit plans | (237) | (104) |
| Total accumulated other comprehensive income | 8,966 | 6,325 |
| Non-controlling interests | 16,751 | 14,526 |
| Total net assets | 190,264 | 194,813 |
| Total liabilities and net assets | 660,664 | 672,330 |

(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income
(Quarterly Consolidated Statements of Income)
(Cumulative Third Quarter)
(Millions of yen)

|  | Cumulative Third Quarter of Previous Fiscal Year (April 1, 2015 <br> to December 31, 2015) | Cumulative Third Quarter <br> Under Review <br> (April 1, 2016 <br> to December 31, 2016) |
| :---: | :---: | :---: |
| Net sales | 1,462,576 | 1,317,111 |
| Cost of sales | 1,364,174 | 1,225,105 |
| Gross profit | 98,401 | 92,006 |
| Selling, general and administrative expenses | 78,412 | 71,000 |
| Operating income | 19,989 | 21,005 |
| Non-operating income |  |  |
| Interest income | 354 | 266 |
| Dividend income | 692 | 645 |
| Share of profit of entities accounted for using equity method | 2,173 | 974 |
| Purchase discounts | 513 | 354 |
| Other | 1,131 | 880 |
| Total non-operating income | 4,866 | 3,122 |
| Non-operating expenses |  |  |
| Interest expenses | 1,928 | 1,941 |
| Foreign exchange losses | 545 | 413 |
| Other | 768 | 427 |
| Total non-operating expenses | 3,242 | 2,781 |
| Ordinary income | 21,612 | 21,346 |
| Extraordinary income |  |  |
| Gain on sales of non-current assets | - | 107 |
| Gain on sales of investment securities | 176 | 230 |
| Gain on sales of investments in capital | 2 | - |
| Gain on step acquisitions | - | 101 |
| Gain on bargain purchase | - | 41 |
| Total extraordinary income | 178 | 482 |
| Extraordinary losses |  |  |
| Impairment loss | - | 167 |
| Loss on sales of investment securities | - | 156 |
| Loss on valuation of investment securities | 199 | 87 |
| Loss on valuation of investments in capital | - | 38 |
| Loss on change in equity | 111 | 79 |
| Loss on liquidation of subsidiaries and associates | 2,065 | 202 |
| Total extraordinary losses | 2,376 | 732 |
| Profit before income taxes | 19,414 | 21,096 |
| Income taxes | 5,975 | 6,507 |
| Profit | 13,438 | 14,588 |
| Profit attributable to non-controlling interests | 507 | 636 |
| Profit attributable to owners of parent | 12,931 | 13,952 |

## (Quarterly Consolidated Statements of Comprehensive Income)

## (Cumulative Third Quarter)



## (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.)

## [Segment Information]

I Cumulative Third Quarter of Previous Fiscal Year (April 1, 2015 to December 31, 2015)
1 Information on sales and income/loss in each reporting segment

|  | Reportable segments |  |  |  |  | Others (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. "Others" represents items not included under "reportable segments," and it includes real estate business.
2. The adjustment of $¥ 0$ million in "segment income" represents the elimination of inter-segment trade.
3. The total income of the "reportable segments" and "others" 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.

II Cumulative Third Quarter Under Review (April 1, 2016 to December 31, 2016)
1 Information on sales and income/loss in each reporting segment

| (Millions of yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable segments |  |  |  |  | Others <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 | 1,028,491 | 61,262 | 117,312 | 108,859 | 1,315,925 | 1,186 | 1,317,111 | - | 1,317,111 |
| Intersegment sales or transfers | 612 | 863 | 3 | - | 1,479 | 123 | 1,603 | $(1,603)$ | - |
| Total | 1,029,104 | 62,125 | 117,316 | 108,859 | 1,317,405 | 1,310 | 1,318,715 | $(1,603)$ | 1,317,111 |
| Segment income (Ordinary income) | 13,341 | 1,731 | 3,657 | 2,518 | 21,249 | 88 | 21,338 | 8 | 21,346 |

(Notes) 1. "Others" represents items not included under "reportable segments," and it includes real estate business.
2. The adjustment of $¥ 8$ million in "segment income" represents the elimination of inter-segment trade.
3. The total income of the "reportable segments" and "others" aligns with the ordinary income in the quarterly consolidated statement of income excepting the adjustment of $¥ 8$ million.

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

