

Nippon Paint Group Analysts' Meeting for Financial Results for FY 2013

May 23, 2014
Nippon Paint Co., Ltd.



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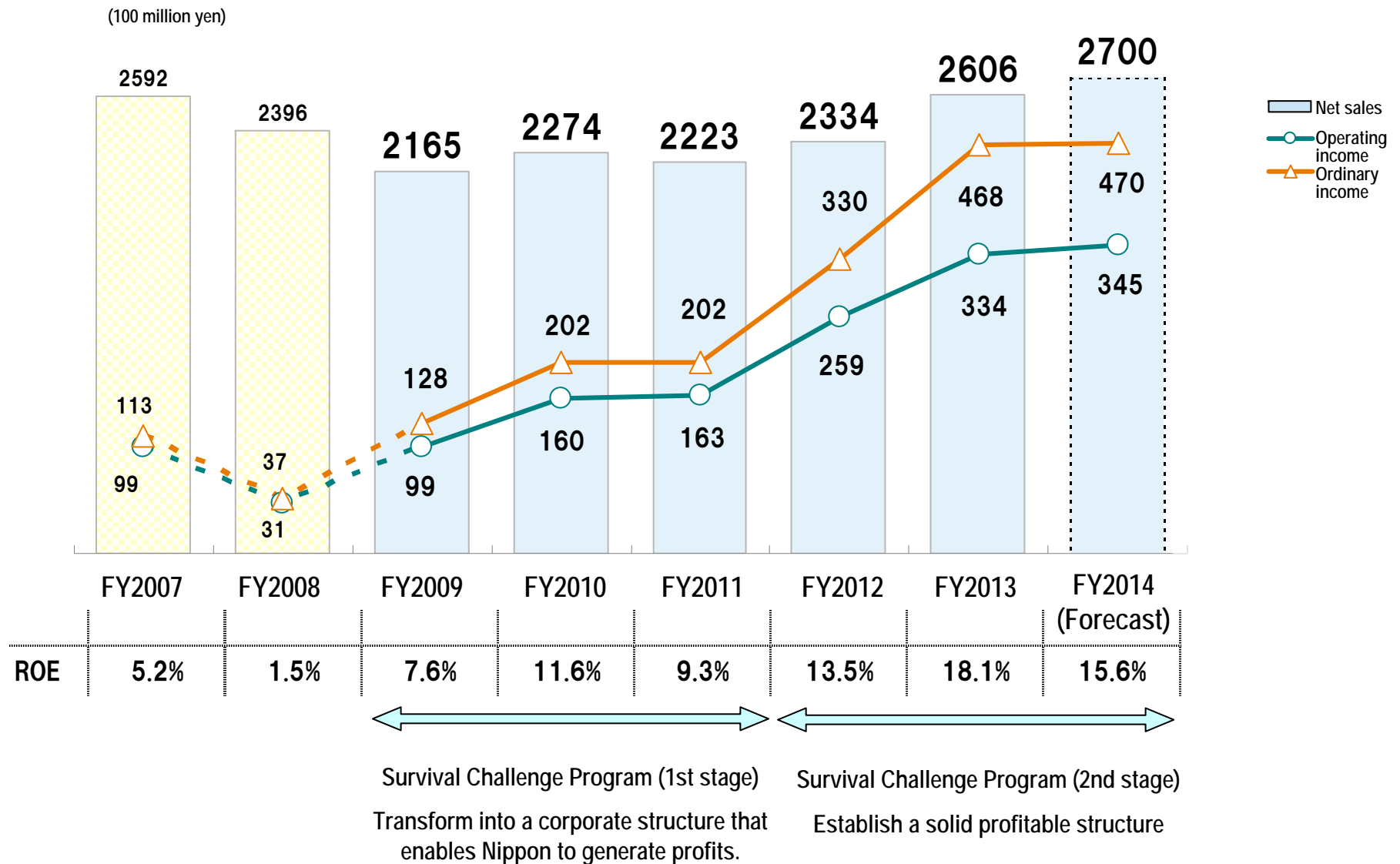
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Developments of Financial Results

~Survival Challenge Program:1st to 2nd Stage~

* The forecast for FY 2014 does not include the effect of the consolidation of equity-method affiliates in Asia.



Results for FY 2013

- (i) Japan: Sales increased due to last-minute demand before the consumption tax hike, etc.
- (ii) Overseas: Sales to Japanese automobile manufacturers grew in China and North America.
- (iii) Overseas equity-method affiliates: Sales were strong and profitability improved due to the Chinese version of the Survival Challenge program.
- (iv) Net sales and profits from overseas business rose due to the depreciation of the yen.

Forecast for FY 2014

- (i) Japan: Sales of automotive coatings are expected to decrease; demand for trade-use paints and industrial-use coatings is also likely to remain uncertain.
- (ii) Overseas: Sales to Japanese automobile manufacturers are forecast to remain strong in China and North America.
- (iii) Overseas equity-method affiliates: The continuation of the Chinese version of the Survival Challenge program is expected to improve profitability further.
- (iv) Nippon will cope with rising raw material prices by promoting *design, procurement, and production at affordable costs*.

* Nippon will disclose the effect of the consolidation of equity-method affiliates in Asia as soon as it is determined.

1. Results for FY 2013

Results for FY 2013 Consolidated PL

	FY2013			YoY Comparison			(100 million yen)
	Full-year	1H	2H	Change	Percent change	Impact of foreign exchange rates	Change vs. announcement on November 6, 2013
Net sales	2605.8	1269.0	1336.8	+272.0	+11.7%	+134.6	+55.8
Operating income	333.9	165.5	168.4	+75.3	+29.1%	+11.5	+18.9
(Equity in earnings of affiliates)	112.7	51.1	61.6	+63.8	+130.5%	+22.0	+2.7
Ordinary income	468.3	226.9	241.4	+138.7	+42.1%	+46.4	+28.3
Net income	321.6	153.0	168.6	+121.4	+60.6%	+44.4	+21.6

Market environment in FY 2013 (figures for FY 2012)

- Number of automobiles produced in Japan: 9.91 million units (9.55 million units)
- Japan-produced naphtha price (annual average price): 67,200 yen (57,200 yen)
- Foreign exchange rate (PL conversion): 98.0 yen to the US dollar (80.1 yen to the US dollar)
- Number of housing starts: 987,000 units (893,000 units)

Net Sales by Business Segment

(100 million yen)

		FY2013			YoY Comparison			Change vs. announcement on November 6, 2013
		Full-year	1H	2H	Change	Percent change	Impact of foreign exchange rates	
Paint business	Automotive coatings	925.1	457.4	467.7	+112.2	+13.8%	+95.1	+15.1
	Trade-use paints	500.6	243.4	257.2	+62.9	+14.4%	+10.0	+19.6
	Industrial-use coatings	475.6	233.5	242.1	+39.2	+9.0%	+9.4	+8.6
	Other paints and coatings	558.1	262.7	295.4	+41.2	+8.0%	+11.5	+10.1
	Sub-total	2459.4	1197.0	1262.4	+255.5	+11.6%	+126.0	+53.4
Fine Chemicals business		146.4	72.0	74.4	+16.5	+12.7%	+8.6	+2.4
Total		2605.8	1269.0	1336.8	+272.0	+11.7%	+134.6	+55.8

- (i) Sales of automotive coatings in Japan decreased in 1H (vs. FY 2012) but increased in 2H (vs. FY 2012). Sales to Japanese automobile manufacturers grew in overseas (China and North America).
- (ii) Sales of trade-use paints grew by around 13% (vs. FY 2012) in Japan driven by an increase in demand and the launch of new products.
- (iii) Sales of industrial-use coatings for construction materials increased steadily.

Net Sales and Profits by Geographic Segment

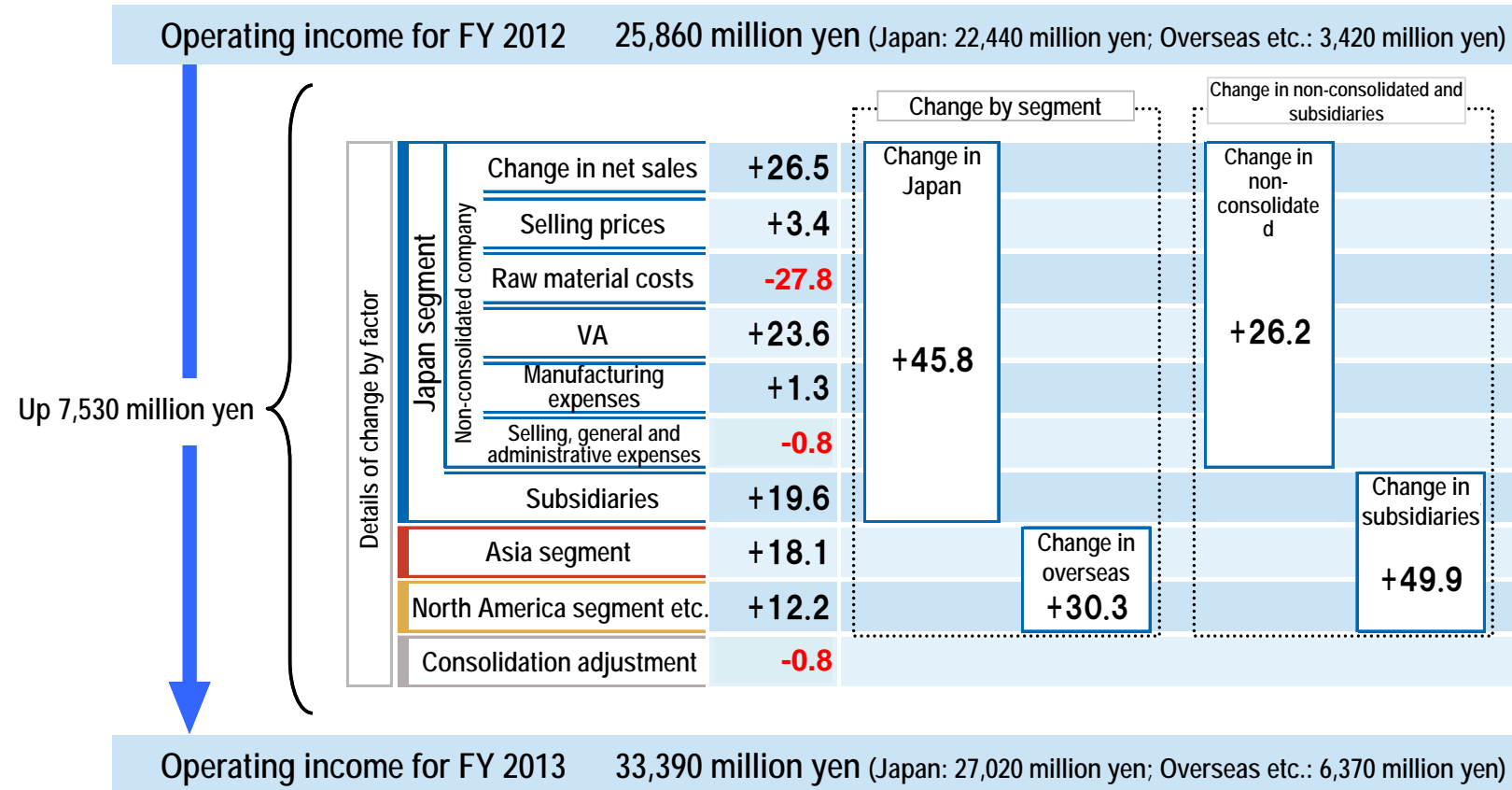
(100 million yen)

		FY2013			YoY Comparison		Change vs. announcement on November 6, 2013
		Full-year	1H	2H	Change	Impact of foreign exchange rates	
Japan	Net sales	1874.8	909.1	965.7	+129.6	-	+61.8
	Operating income	270.2	134.1	136.1	+45.8	-	+15.2
Asia	Net sales	457.1	225.5	231.6	+86.4	+85.7	-11.9
	Operating income	42.6	19.1	23.5	+18.1	+8.0	+2.6
	Equity in earnings of affiliates	112.7	51.1	61.6	+63.8	+22.0	+2.7
North America	Net sales	235.5	119.5	116.0	+44.2	+43.3	+2.5
	Operating income	19.8	11.5	8.3	+10.6	+3.6	+0.8
Other	Net sales	38.4	14.9	23.5	+11.9	+5.6	+3.4
	Operating income	0.8	0.2	0.6	+1.6	+0.2	+0.8

- (i) Sales in Japan increased (vs. FY 2012), because sales of automotive coatings grew in 1H and sales of trade-use paints and industrial-use coatings were strong throughout the year.
- (ii) In 2H in Asia, the increase in profits was supported by steady sales of automotive coatings and paints for plastic components in China, making up for stagnation in Thailand.
- (iii) Operating income in North America decreased in 2H (vs. 1H) due to a temporary rise in costs and a decline in the number of production units.

Analysis of Factors Behind in Operating Income Difference

Y-on-Y Comparison



- (i) Raw material prices soared including a rise in Japan-produced naphtha prices, etc.
- (ii) Rising raw material prices were absorbed by cost reduction efforts (VA).
- (iii) Overseas subsidiaries importing raw materials in yen saw operating income increase due to foreign exchange fluctuations (weaker yen).

2. Forecast for FY 2014

* The forecast for FY 2014 does not include the effect of the consolidation of equity-method affiliates in Asia.

Forecast for FY 2014 Consolidated PL

(100 million yen)

	FY2014			YoY Comparison	
	Full-year	1H	2H	Change	Percent change
Net sales	2700	1330	1370	+94.2	+3.6%
Operating income	345	165	180	+11.1	+3.3%
(Equity in earnings of affiliates)	125	60	65	+12.3	+10.9%
Ordinary income	470	225	245	+1.7	+0.4%
Net income	325	150	175	+3.4	+1.1%

- (i) The outlook for demand in Japan is unclear, while overseas demand is likely to increase steadily.
- (ii) Though raw material prices are forecast to rise, Nippon plans to absorb rising material prices through cost reduction efforts.
- (iii) Assumed foreign exchange rate (PL conversion): 101.9 yen to the US dollar, Assumed Japan-produced naphtha price: 68,000 yen

Net Sales by Business Segment

(100 million yen)

		FY2014			YoY Comparison	
		Full-year	1H	2H	Change	Percent change
Paint business	Automotive coatings	941	458	483	+15.9	+1.7%
	Trade-use paints	516	258	258	+15.4	+3.1%
	Industrial-use coatings	483	236	247	+7.4	+1.6%
	Other paints and coatings	603	301	302	+44.9	+8.0%
	Sub-total	2543	1253	1290	+83.6	+3.4%
Fine Chemicals business		157	77	80	+10.6	+7.3%
Total		2700	1330	1370	+94.2	+3.6%

- (i) Sales of automotive coatings are expected to decrease, while sales of trade-use paints and industrial-use coatings are likely to increase slightly.
- (ii) Sales to Japanese automobile manufacturers in China and North America are forecast to remain solid, while sales of automotive coatings in Thailand are also expected to grow annually.

Net Sales and Profits by Geographic Segment

(100 million yen)

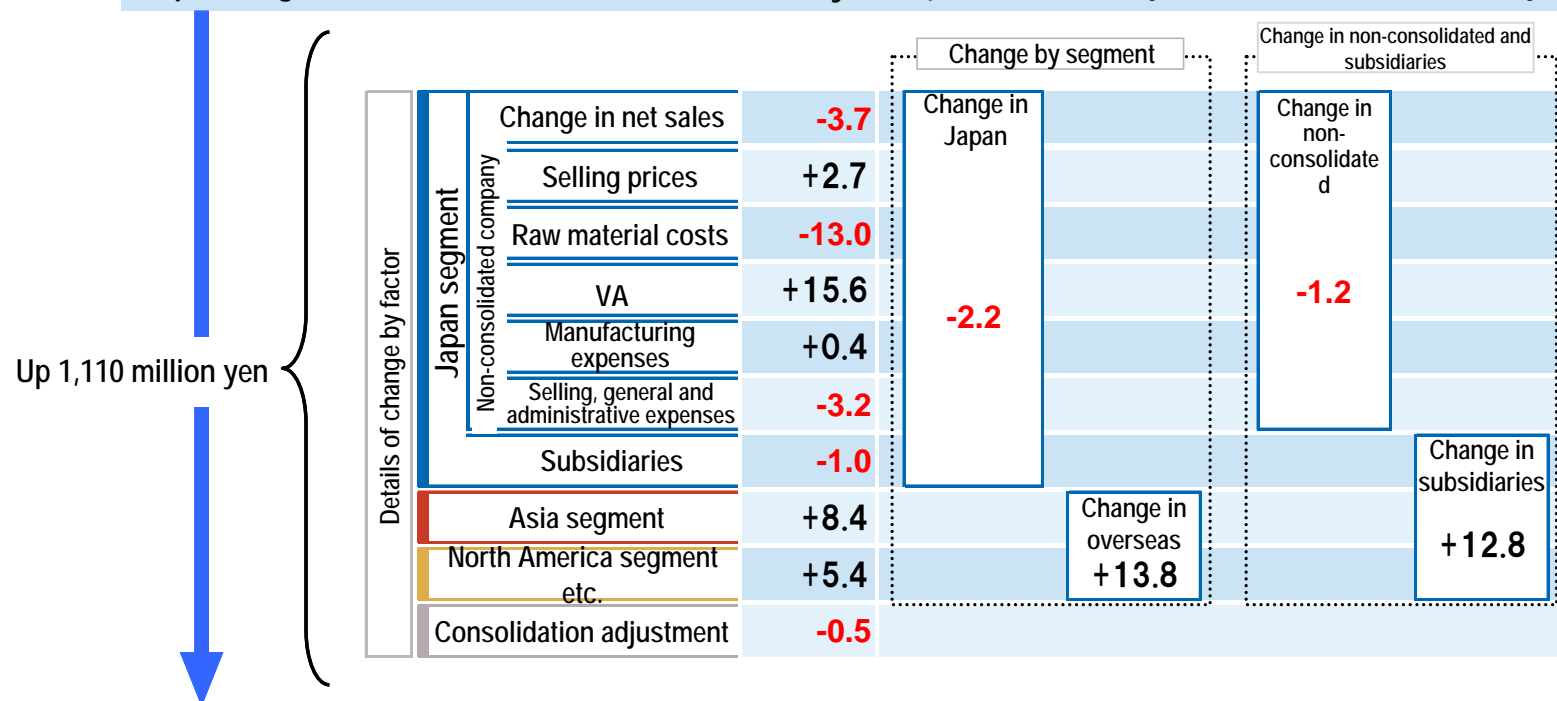
		FY2014			YoY Comparison
		Full-year	1H	2H	Change
Japan	Net sales	1922	960	962	+47.2
	Operating income	268	131	137	-2.2
Asia	Net sales	500	230	270	+42.9
	Operating income	51	21	30	+8.4
	Equity in earnings of affiliates	125	60	65	+12.3
North America	Net sales	242	122	120	+6.5
	Operating income	24	12	12	+4.2
Other	Net sales	36	18	18	-2.4
	Operating income	2	1	1	+1.2

- (i) Operating income will decrease in Japan due to rising raw material prices and a temporary increase in costs on a non-consolidated basis.
- (ii) Profits will increase overseas due to steady sales for Japanese automobile manufacturers in North America and a recovery in Thailand.

Analysis of Factors Behind in Operating Income Difference

Y-on-Y Comparison

Operating income for FY 2013 33,390 million yen (Japan: 27,020 million yen; Overseas etc.: 6,370 million yen)



Operating income for FY 2014 34,500 million yen (Japan: 26,800 million yen; Overseas etc.: 7,700 million yen)

- (i) Operating income in Japan is will decrease due to a temporary increase in costs on a non-consolidated basis, despite cost reduction efforts (VA) to absorb the increase.
- (ii) Operating income overseas will grow by capturing steadily increasing demand.

Net Sales and Earnings of Equity-Method Affiliated Companies

Net sales development

(100 million yen)

		FY2012		FY2013		FY2014 (forecast)	
		Interim	Full-year	Interim	Full-year	Interim	Full-year
NIPSEA	China G	517	1103	740	1671	938	2073
	Singapore G	40	100	68	145	77	165
	Malaysia G	63	120	82	159	89	177
	India	36	74	43	89	51	106
	Total	656	1397	933	2064	1155	2521
	Noroo (South Korea)	82	163	107	216	120	247
	Total	738	1560	1040	2280	1275	2768
Development earnings							
	Total	22	49	51	113	60	125

Percentage change in net sales of equity-method affiliated companies (YoY comparison on a local currency basis)

	FY2012		FY2013		FY2014 (forecast)	
	Interim	Full-year	Interim	Full-year	Interim	Full-year
China G	-2.8%	+5.8%	+16.6%	+20.7%	+17.8%	+18.6%
Singapore G	-0.5%	+11.9%	+38.8%	+19.2%	+9.1%	+11.1%
Malaysia G	+13.5%	+8.6%	+8.4%	+11.2%	+7.6%	+8.8%
India	+54.2%	+47.7%	+14.1%	+17.0%	+19.4%	+21.5%
Total	-	-	-	-	-	-
Noroo (South Korea)	+13.3%	+7.0%	+5.1%	+5.3%	+6.1%	+7.4%
Total	-	-	-	-	-	-

NIPSEA: A collective term for businesses in the Asian region that are operated by a joint venture between Nippon and Singapore-based Wuthelam.

Singapore G: Consists of the Singapore, Vietnam, and Sri Lanka businesses

Malaysia G: Consists of the Malaysia, Pakistan and Bangladesh businesses

Noroo (South Korea): Automotive coating business that is operated by a joint venture between Nippon and a South Korean paint manufacturer

Update on business in the main areas

[China G] Sales, mainly house interior-use paints, grew steadily in FY 2013. Sales will continue increasing in FY 2014.

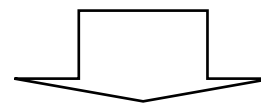
[India] Although earnings of equity-method affiliated companies continued declining in FY 2013, the decrease became substantially smaller during FY 2012. In FY 2014, it is expected to post a slight profit.

[NIPSEA] There were temporary earnings from equity-method affiliated companies (around 600 million yen) in FY 2013 due to sale of business

Nippon will generate funds from profits obtained in the 1st & 2nd stages of the Survival Challenge Program to invest them in the growth strategy for the 3rd stage and later.

(100 million yen)

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014 (forecast)
CF from operating activities	174.9	203.5	224.8	318.5	269.2	300
CF from investing activities	-76.3	-84.9	-37.1	-69.2	-71.7	-80
FCF	98.6	118.6	187.7	249.3	197.5	220
CF from financing activities	14.5	-115.8	-119.4	-187.4	-210.3	-



Investment for growth

- ✓ Implementation of M&A
- ✓ Entry into new regions
- ✓ Cultivation of untapped business fields

	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013
Return to shareholders	Annual dividends (yen)	6	6	8	9	20
	Buy-back (100 million yen)	-	-	-	-	60
Strengthening of financial standings	Interest-bearing debts (100 million yen)	520.1	548.6	456.1	362.2	217.4
	Cash and deposits (100 million yen)	170.3	285.2	283.5	351.3	428.0
	NET DE ratio (%)	32.0	21.9	13.5	0.8	-

3. Future Efforts

3rd stage [FY 2015 and later]

2nd stage [FY 2012 to FY 2014]

Positioning:

- ✓ Solve unsolved problems in the 1st stage (reducing rate, etc.)
- ✓ Sow the seeds for growth in the 3rd stage or later

Items to be implemented

- ✓ Accomplish numerical targets for FY 2014 ahead of schedule (however, the assumptions differ from those at the time of formulation).
- ✓ Form strategic alliance (consolidation of joint-ventures in Asia and strengthening of capital alliance).
- ✓ Transform into a holding company structure (on the condition of Shareholder's meeting approval).

Realization of a corporate culture and strength that will match world's leading paint manufacturers

Capture the growth in Asia
Actively participate in the joint-venture businesses following consolidation

M&A

Global human resources that accept different cultures
Departure from the Japanese perspective, and *mutual trust* as its base

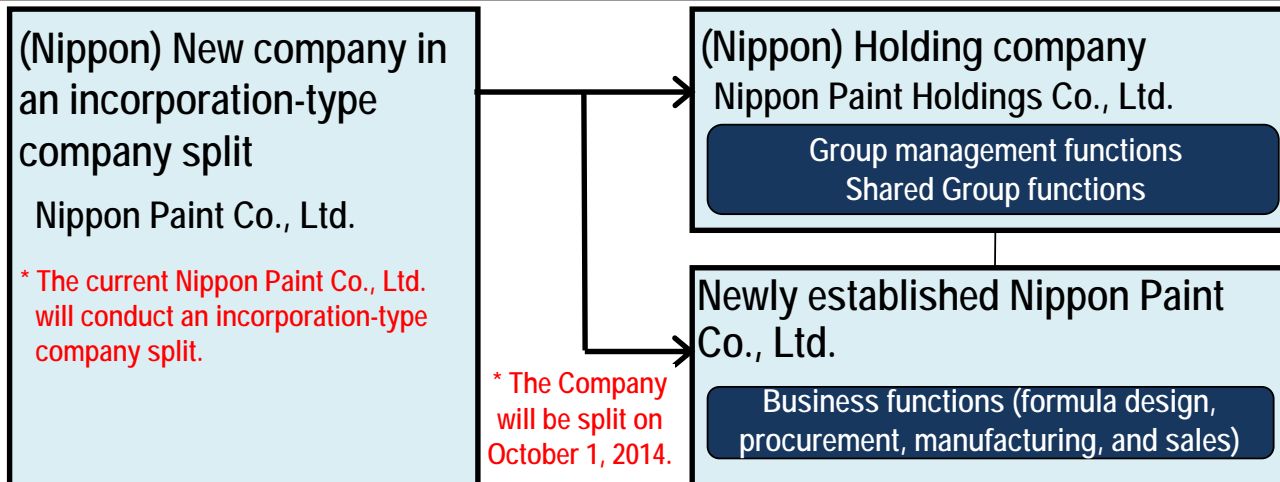
- Portfolio management
- Establishment of Group governance
- Independent business operation

- Come within range of the world top three companies
- *Stimulus* for the entire group (Reshape the mindset of employees)

Transform into a Holding Company Structure

Key points

<p>Holding company</p> <p>Nippon Paint Holdings Co., Ltd.</p>	<p>Focus on Group management and shared functions</p> <p>Objectives:</p> <p>Portfolio management (optimal resource allocation within the Group)</p> <p>Establishment of Group governance (creation of a management base to optimize the Group)</p>
<p>New company in an incorporation-type company split</p> <p>Newly established Nippon Paint Co., Ltd.</p>	<p>Transfer the functions of (R&D and technology), procurement, manufacturing, and sale to a newly established company with the aim of working in closer cooperation.</p> <p>Objectives:</p> <p>Independent business operations (formulation and implementation of specific growth measures in accordance with the growth model for businesses and regions)</p>



* Details of organizations for the holding company and the newly established Nippon are under consideration.

* The current Nippon Paint Co., Ltd. will conduct an incorporation-type company split.

* The Company will be split on October 1, 2014.

On the assumption that the proposal is approved at the shareholders' meeting on June 27, 2014.

Summary: Consolidation of the JVs in Asia and Allocation of New Shares to a Third Party

Preparation for the 3rd stage



Strengthen alliance

Consolidation of JVs in Asia
Acquisition of interest amounts to 103,300 million yen.

Capital participation

Allocation of new shares to a third party
60 million shares at 1,705 yen per share

Business innovation

Synergy effects:

- (1) Procure raw materials at lower prices
- (2) Improve productivity by introducing manufacturing at affordable cost and a quality assurance system
- (3) Developments according to the needs of each region

Cost synergy:

- ✓ Around 13,000 million yen in total (on an operating income basis) within four years after the closing

Total amount of goodwill:

- ✓ New acquisition (11%) + Reevaluation of existing equities (40%) + Intangible fixed assets
- ✓ Reevaluation of existing equities : 150,000 to 162,000 million yen

3rd stage and later

Bases to come within range of the world top three companies

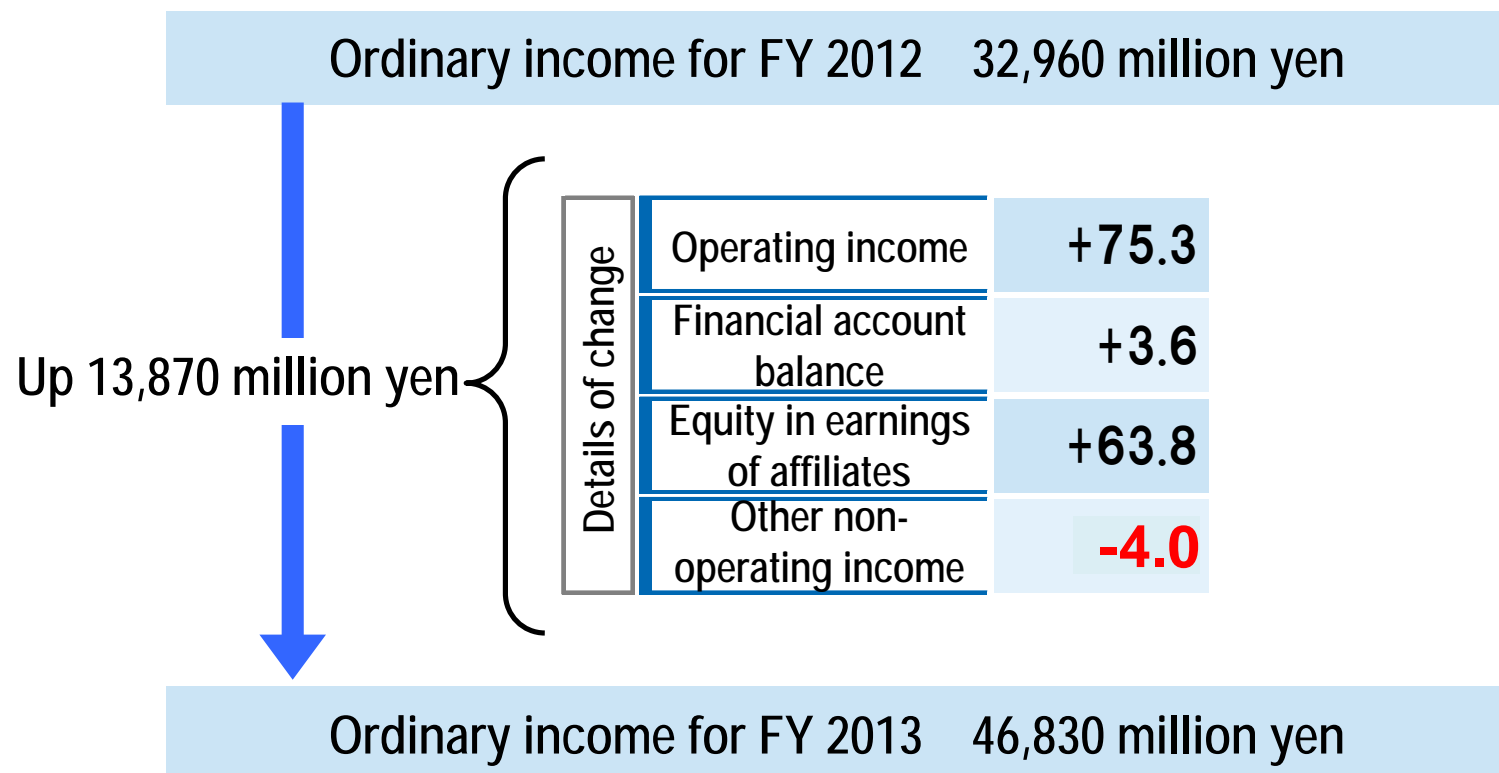
Future schedule:

- ✓ Transfer equities as soon as the approval of the authorities in each country has been obtained
- ✓ Allocate new shares to a third party after equities are transferred

<Supplement>

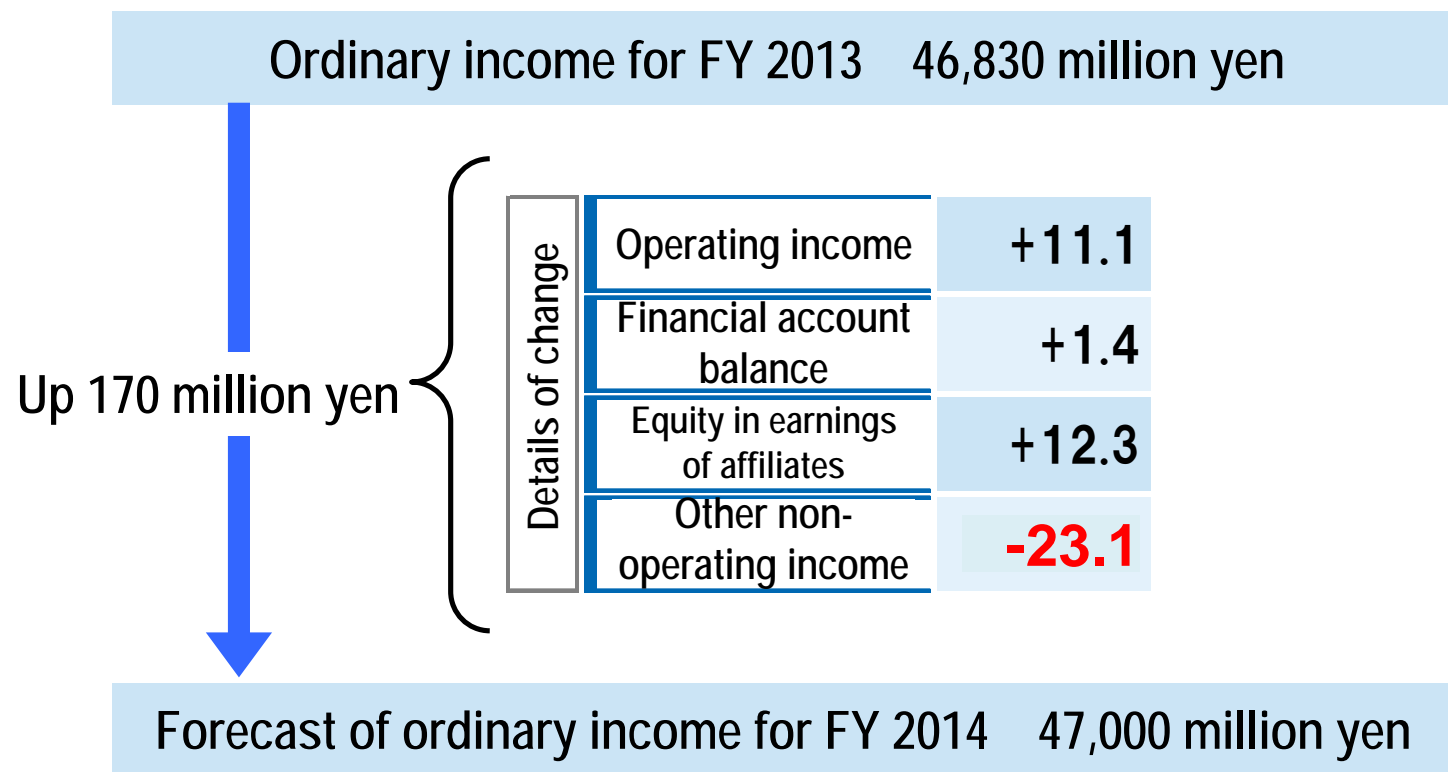
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Y-on-Y Comparison



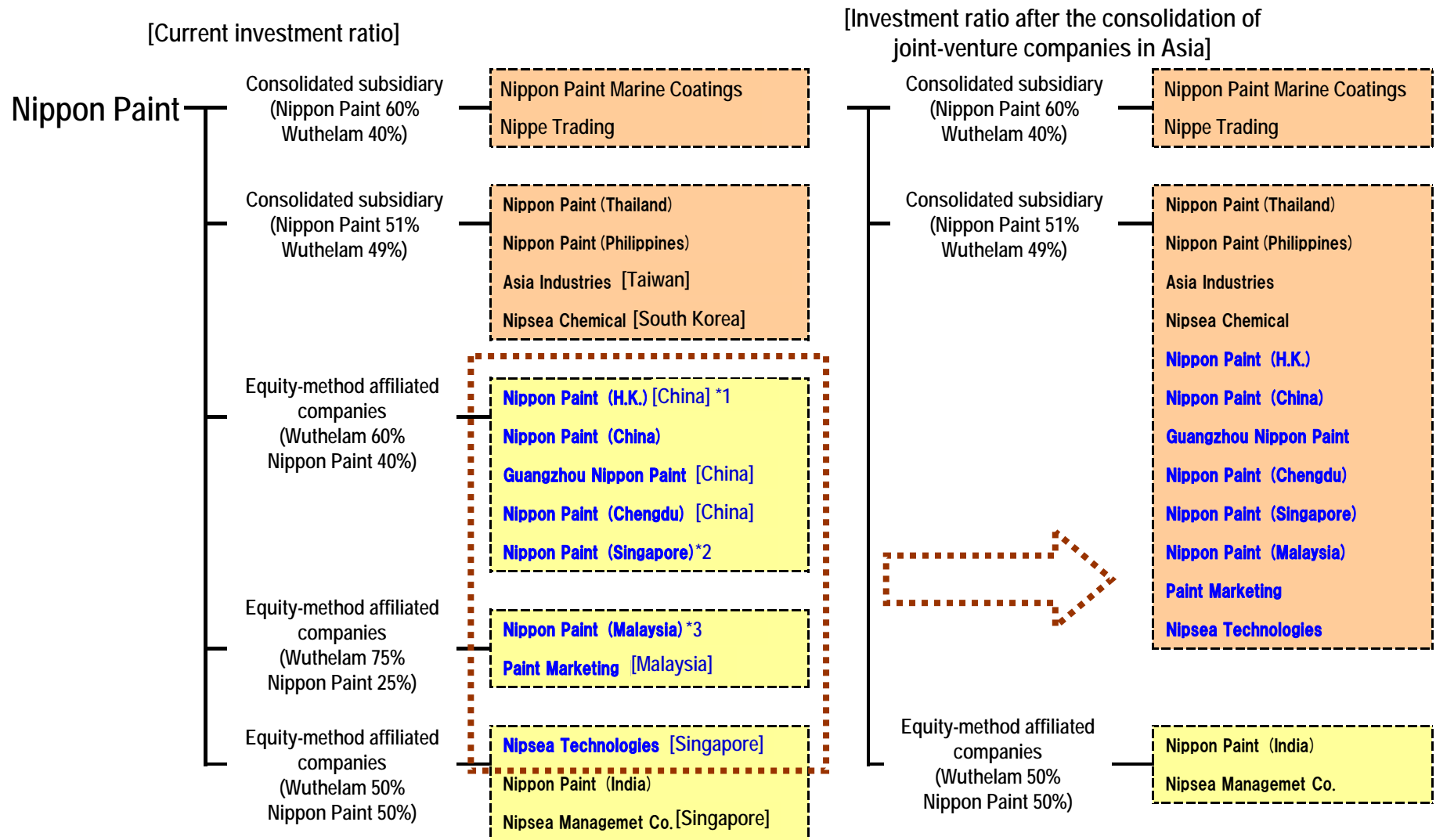
- (i) Most of the increase in equity in the earnings of affiliates is attributable to the business in China. Highly-profitable interior-use paint business in particular grew steadily.
- (ii) Other non-operating income decreased by 860 million yen from FY 2012, although there were foreign exchange gains of around 2,000 million yen.

Y-on-Y Comparison



- (i) Most of the increase in equity in the earnings of affiliates will be attributable to the business in China.
- (ii) In the initial plan, no foreign exchange gains are expected (foreign exchange gains of around 2,000 million yen in FY 2013).

(Reference) Investment Ratio of Joint-Venture Businesses by Nippon Paint and Wuthelam



1*: Subsidiaries under the umbrella are included.
 2*: The Vietnam and Sri Lanka businesses under the umbrella are included.
 3*: The Pakistan and Bangladesh businesses under the umbrella are included.

Companies in blue type will be newly consolidated subsidiaries.

Consolidated Financial Results

(100 million yen)

	FY2010		FY2011		FY2012		FY2013		FY2014	
	1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	1H forecast	Full-year forecast
Net sales	1151.5	2273.8	1068.3	2222.6	1193.3	2333.8	1269.0	2605.8	1330	2700
Operating income	92.1	159.8	50.2	163.2	135.5	258.6	165.5	333.9	165	345
(Equity in earnings of affiliates)	32.6	63.4	24.4	43.3	22.1	48.9	51.1	112.7	60	125
Ordinary income	111.1	201.9	64.7	201.9	146.5	329.6	226.9	468.3	225	470
Net income	72.0	143.5	35.3	123.1	78.3	200.2	153.0	321.6	150	325
R O E (%)	-	11.6	-	9.3	-	13.5	-	18.1	-	15.6

Consolidated Sales and Profits by Geographic Segment

(100 million yen)

		FY2010		FY2011		FY2012		FY2013		FY2014	
		1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	1H forecast	Full-year forecast
Japan	Net sales	881.1	1737.2	822.0	1723.3	895.8	1745.2	909.1	1874.8	960	1922
	Operating income	77.3	131.7	47.9	152.7	116.9	224.4	134.1	270.2	131	268
Asia	Net sales	172.7	350.6	163.0	324.0	186.3	370.7	225.5	457.1	230	500
	Operating income	16.7	30.5	7.3	13.6	11.7	24.5	19.1	42.6	21	51
	Equity in earnings of affiliates	32.6	63.4	24.4	43.3	22.1	48.9	51.1	112.7	60	125
North America	Net sales	84.0	159.8	71.1	150.8	98.2	191.4	119.5	235.5	122	242
	Operating income	-1.2	-1.7	-4.4	-2.8	5.8	9.2	11.5	19.8	12	24
Other	Net sales	13.7	26.3	12.2	24.5	13.1	26.5	14.9	38.4	18	36
	Operating income	-0.5	-1.4	-0.3	-0.4	-0.2	-0.8	0.2	0.8	1	2

Consolidated Net Sales by Business Segment

Consolidated total net sales

(100 million yen)

		FY2010		FY2011		FY2012		FY2013		FY2014	
		1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	1H forecast	Full-year forecast
Paint business	Automotive coatings	386.6	747.5	328.7	724.1	414.7	812.9	457.4	925.1	458	941
	Trade-use paints	211.4	416.9	191.9	397.6	220.0	437.7	243.4	500.6	258	516
	Industrial-use coatings	205.1	409.3	211.2	421.3	220.1	436.4	233.5	475.6	236	483
	Other paints and coatings	279.8	567.4	268.3	545.0	272.8	516.9	262.7	558.1	301	603
	Sub-total	1083.0	2141.0	1000.1	2088.1	1127.5	2203.9	1197.0	2459.4	1253	2543
Fine Chemicals business		68.6	132.8	68.2	134.5	65.8	129.9	72.0	146.4	77	157
Total		1151.5	2273.8	1068.3	2222.6	1193.3	2333.8	1269.0	2605.8	1330	2700

Consolidated Net Sales by Business Segment

Japan

(100 million yen)

		FY2010		FY2011		FY2012		FY2013		FY2014	
		1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	1H forecast	Full-year forecast
Paint business	Automotive coatings	219.3	415.8	176.8	415.5	224.7	428.2	217.8	444.3	213	436
	Trade-use paints	192.8	380.9	173.1	363.2	198.2	395.0	215.8	446.9	231	460
	Industrial-use coatings	183.5	368.0	189.5	380.4	198.9	394.6	207.5	424.5	210	427
	Other paints and coatings	231.2	467.7	228.8	457.5	222.5	427.7	216.8	455.7	254	493
	Sub-total	826.8	1632.4	768.2	1616.6	844.3	1645.5	857.9	1771.4	908	1816
Fine Chemicals business		54.3	104.8	53.8	106.7	51.5	99.7	51.2	103.4	52	106
Total		881.1	1737.2	822.0	1723.3	895.8	1745.2	909.1	1874.8	960	1922

Consolidated Net Sales by Business Segment

Asia

(100 million yen)

		FY2010		FY2011		FY2012		FY2013		FY2014	
		1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	1H forecast	Full-year forecast
Paint business	Automotive coatings	75.4	156.3	73.9	143.8	84.5	179.1	111.7	222.6	111	242
	Trade-use paints	18.6	36.0	18.8	34.4	21.8	42.7	27.6	53.7	27	56
	Industrial-use coatings	21.6	41.3	21.7	40.9	21.2	41.8	26.0	51.1	26	56
	Other paints and coatings	42.8	89.0	34.2	77.1	44.5	76.9	39.4	86.7	41	95
	Sub-total	158.4	322.6	148.6	296.2	172.0	340.5	204.7	414.1	205	449
Fine Chemicals business		14.3	28.0	14.4	27.8	14.3	30.2	20.8	43.0	25	51
Total		172.7	350.6	163.0	324.0	186.3	370.7	225.5	457.1	230	500

Change in Consolidated Capital Expenditure, Depreciation, and R&D Expenses

(100 million yen)

	FY2010		FY2011		FY2012		FY2013		FY2014 Full-year forecast
	1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	
Capital Expenditure	29.8	55.5	18.9	35.5	27.2	51.1	27.8	59.8	70
Depreciation	42.3	82.9	37.5	75.3	31.7	64.2	30.0	61.1	60
R&D Expenses	35.1	70.3	33.0	65.7	30.6	60.2	29.1	59.2	60

Consolidated Cash Flows

(100 million yen)

	FY2009		FY2010		FY2011		FY2012		FY2013	
	1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year
Cash flows from operating activities	50.9	174.9	70.4	203.5	21.6	224.8	101.8	318.5	75.5	269.2
Cash flows from investing activities	-49.1	-76.3	-42.0	-84.9	-14.0	-37.1	-26.2	-69.2	-29.2	-71.7
Cash flows from financing activities	38.0	14.5	-84.9	-115.8	-85.4	-119.4	-153.8	-187.4	-171.4	-210.3

Foreign Exchange Rates (Term Average)

(100 million yen)

	FY2010		FY2011		FY2012		FY2013		FY2014
	1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	Full-year forecast
US Dollar	91.0	87.3	81.8	79.7	79.8	80.1	95.9	98.0	101.9
Chinese Yuan	13.9	13.4	13.0	12.9	12.6	12.7	15.5	16.0	16.7
Thai Baht	2.87	2.83	2.77	2.68	2.56	2.58	3.20	3.17	3.12

Main Consolidated Indicators

	FY2009		FY2010		FY2011		FY2012		FY2013	
	1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year	1H	Full-year
Gross profit ratio (%)	31.7	32.7	33.7	33.0	31.6	33.0	34.7	35.2	36.4	35.9
Operating income ratio (%)	2.6	4.6	8.0	7.0	4.7	7.3	11.4	11.1	13.0	12.8
Ordinary income ratio (%)	3.8	5.9	9.6	8.9	6.1	9.1	12.3	14.1	17.9	18.0
Net income ratio (%)	2.7	4.0	6.2	6.3	3.3	5.5	6.6	8.6	12.1	12.3
Net assets per share (yen)	434.8	454.4	463.9	481.4	485.8	514.5	531.9	609.2	684.8	746.3
Net income per share (yen)	10.5	33.0	27.2	54.2	13.3	46.5	29.6	75.6	57.9	122.5
Capital adequacy ratio (%)	44.5	44.6	46.4	47.9	49.7	49.7	52.8	56.0	59.9	60.0
Ratio of ordinary income to total assets (%)	-	4.9	-	7.5	-	7.5	-	11.7	-	15.3
Consolidated payout ratio (%)	-	18.2	-	14.8	-	19.4	-	18.5	-	16.3

Market Conditions: Japan-Produced Naphtha Prices

(Yen/kL)

	1Q	2Q	3Q	4Q
FY2010	49,700	42,700	45,100	52,400
FY2011	59,000	54,900	51,700	54,100
FY2012	60,600	49,800	55,800	63,800
FY2013	65,500	63,900	67,800	72,000
FY2014	68,000			

* The figure for FY 2014 is the Company's estimate.

Market Conditions: the Number of Automobiles Produced in Japan

(10,000 units)

	1H	2H	Full-year
FY2010	478	421	899
FY2011	390	537	927
FY2012	490	465	955
FY2013	474	517	991
FY2014	460	495	955

* The figure for FY 2014 is the Company's estimate.



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