

SEKISUI CHEMICAL CO., LTD.

Presentation of Strategic Area Map & Life Science Business

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1. Sekisui Chemical Group Accomplishments

Guided by the "3S Principles," SEKISUI CHEMICAL has dared to challenge new businesses and frontiers focusing mainly on plastics-related technologies and products since its foundation in 1947



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2. **Vision 2030** Overview of the Long-term Vision (1)

To set the ideal future image for the Group and drive the transformation of the Group to achieve it, in 2020 the Sekisui Chemical Group established the Long-term Vision, **Vision 2030**.

The Group aims to double its business by 2030 (to sales of ¥2 trillion and operating profit margin of 10% or higher), by expanding contributions to resolving social issues through innovation and creativity centered on ESG management.





2. Vision 2030 Overview of the Long-term Vision (2)

Increase sales of each domain from 1.5 to 3 times, and transform into an attractive company with diverse growth engines and a strong presence

- Drive expansion by opening up frontiers without sacrificing speed of growth overseas
- To achieve dramatic growth beyond existing trend lines, the Group expects to invest over ¥2 trillion over the 10 years to 2030.



(Net sale image: Billions of yen)

* HPP: High Performance Plastics Company, Housing: Housing Company, UIEP: Urban Infrastructure & Environmental Products Company



2. Vision 2030 Overview of the Long-term Vision (3)

Take up the challenge of pursuing innovation as an extension of core technologies and create new businesses in each domain



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Creation

2. Toward Achieving the Long-term Vision, Vision 2030

Progress toward achieving the Long-term Vision, Vision 2030

✓ Specification of key areas in each domain

Compartmentalization of each divisional company and group-wide fusion

Targeted allocation of capital to realize business in key areas

The Group launched cross-divisional-company projects to

Formulate a Strategic Area Map

as a compass for realizing the Long-term Vision, Vision 2030

The Strategic Area Map concept			
Residential 1) Housing construction business (Housing, Renovation) 2) Real estate business (Town and community development, Real estate) 3) Frontier (Residential services, Overseas)	Advanced Lifeline (1) Social infrastructure (Establish long-term, stable business) (2) Building and Living Environment (Establish new business) (3) Advanced Materials (Expand into growth markets) (4) New areas (Evene of establish times to achieve	Innovative Mobility (1) Mobility (From a component business to a module business) (2) Electronics (Expansion to mobility and residential infrastructure components) (3) Building and Infrastructure	Life Science (1) Diagnostics business (2) Pharmaceutical sciences business (3) New areas (Cell culture, Pharmaceutical new modalities, Pharmaceutical CDMO)
	social issues)	(Labor saving, Data utilization)	· · · · · · · · · · · · · · · · · · ·

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3. Strategic Area Map Social Issues Each Domain Aims to Solve



In order to realize sustainable society, we support the basis of LIFE and will continue to create "peace of mind for the future"

Sales Target ¥2 trillion (Operating profit margin: 10% or higher)





3. Strategic Area Map

- We will move forward with key allocation of capital to expand areas for strengthening, aiming to fusion and composite areas of innovation.
- Management resources will be allocated in a targeted manner to build the Life Science business into a fourth divisional company.

Do- main	Residential	Advanced Lifeline	Innovative Mobility	5 Life Science
Strategy	Toward a comprehensive Housing construction and Real estate business centered on production technologies	Toward growth businesses that build a sustainable social infrastructure globally	Toward high-value-added businesses that evolve lifestyles	Toward a new pillar of business that supports a healthy, longevity society on a global scale
Expand Enhancement	 Detached houses, Housing renovation Real estate (brokerage services, management, . BeHeim) 	 Disaster aggravation / Anti-aging measures New materials / Sensing Water use / 	 High-performance interlayer films / Smart materials Semiconductor components Lightweight, high-strength materials 	4) Medical Business • Pharmaceutical • POCT • Diagnostic systems CDMO
Areas Inno	 Total lifestyle proposals Overseas (Ne 	Recycling system	2 Next-generation communication components	
Enter ovation Areas	 (3) Smart city Town and Community Development 	strategy i-Con	struction	 Digital health Medical devices
\searrow	Expand innovati	ve Products to en	hance sustainability (BR and perovs	kite solar cells) • Utilize digital technology (MI*)



3. Strategic Area Map (1) Lightweight, high-strength materials (CFRP)

Sekisui Aerospace is strengthening synergies with Sekisui Chemical Group in lightweight, high-strength materials, including businesses involving the aircraft and medical fields. In addition to opening new markets and developing products using advanced technologies, the Group is pursuing an area expansion strategy.





3. Strategic Area Map (2) Next-generation communication components

The Group will strengthen its product line related to electromagnetic-wave management, based on transparent & flexible radio-wave reflection film. We will expand operations, embracing radio-waveenvironment design services.



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3. Strategic Area Map (2) Next-generation communication components

Overview of product line for electromagnetic-wave management (For reference: Schematic view)





3. Strategic Area Map (3) Smart city strategy

Leveraging the strengths of the housing business, Group-internal and external knowledge will be concentrated to create resilient towns and communities that can solve social problems (towns and communities that are safe, secure and sustainable).

Schematic view of products and services that the Sekisui Chemical Group can provide in the "towns and communities" area



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Overview of Medical Business

Eiichi Takahashi

President of SEKISUI MEDICAL CO., LTD.

Overview of Medical Business

The Medical Business consists of the diagnostics business, which sells diagnostic reagents and equipment; and the pharmaceutical sciences business, which consists of the pharmaceutical and fine chemicals business, which manufactures active pharmaceutical ingredients (APIs), etc. under contract; the drug development solutions business, which supports the R&D efforts of pharmaceutical companies; and the enzymes business, which manufactures precursors for diagnostic reagents and manufactures recombinant proteins under contract. Overseas sales account for the majority of total sales.



Timeline of the Medical Business

The Business is actively pursuing M&A and other strategic investments, fusing its processing technologies with changes made in anticipation of a new age. The Business boosted sales and operating profit more than 10-fold. (Compared to FY2005)

- FY2006: Using its microparticle control technology, the Group entered the diagnostic area, constructing a supply chain from materials to sales.
- FY2011: The Group acquired a business foundation for expanding operations overseas, strengthening its overseas sales framework.
- FY2015: The Group expanded in the diagnostic area, including cancer diagnostics, acquiring new technologies. •
- FY2020: The Group conducted capital investment in the Medical Business, strengthening productive capacity.

2020

Major investment decisions: Iwate Plant: Strengthening of productive capacity UK Plant: Establishment of CDMO framework



Phase2 Further expansion in the Medical Business

SEKISUI MEDICAL Global Operations



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Diagnostics Business: Overview

Development, manufacture and sale of diagnostic reagents and equipment for areas including clinical chemistry, immunology, diabetes and blood coagulation, as well as for vacuum blood collection tubes



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Diagnostics Business: Overview of Clinical Reagent Market

- Growth in the clinical reagent market in Japan is trending at around 1–2% per year.
- Growth in the clinical reagent market overseas is trending at around 4% per year. Growth is slow in Europe and North America. China, India and Southeast Asia are driving the market, drawing closer to the European market in market size.
- The market is showing expansion in other regions (Central and South America, Oceania, Africa, etc.) as well.





Diagnostics Business : Business Strengths

- Supply chains are formed from materials and basic technology to development, commercialization and sales.
- Products from key factories in Japan, North America and China are sold worldwide through a global sales network.
- High market share is obtained in high-quality diagnostic reagents for clinical chemistry (HDL, LDL), diabetes and blood coagulation.

	Clinical chemistry /Immunology	Blood coagulation	Diabetes	POC (Point of care)	Blood collection tubes
Development	Japan	Japan	Japan	Japan/North America/Singapore	Japan
Manufacture	Japan/Canada /China (Suzhou)	Japan /China (Suzhou)	Japan/Canada	Japan/North America/Singapore	Japan /China (Beijing)
Sales	Global network (10 sales offices in Japan, 3 in North America, 2 in Europe, 2 in China, 1 in ASEAN)				



Diagnostics Business

SEKISUI MEDICAL Tsukuba Factory



SEKISUI DIAGNOSTICS , LLC, San Diego



SEKISUI MEDICAL TECHNOLOGY (SUZHOU) CO., LTD



Pharmaceutical Sciences Business: Overview

The Pharmaceutical Sciences Business consists of the pharmaceutical and fine chemicals business, which produces APIs under contract (CMO); the drug development solutions business (CRO); and the enzymes business, which manufactures and sells precursors for diagnostic reagents and manufactures recombinant proteins under contract (CDMO).

Sales Composition

Enzymes



(Billions of yen)

molecule APIs, intermediate substances, amino acids and peptides (lwate)

Manufacture of small-



Pharmaceutical and fine chemicals



Drug development solutions

Testing under contract for drug development (Ibaraki)





Enzymes



CMO: Contract manufacturing organization CDMO: Contract development and manufacturing organization CRO: Contract research organization

of precursors for

contract of

(UK)

manufacture under



Pharmaceutical Sciences Business: Drug Development Process and Markets

This market is growing briskly as outsourcing of drug development increases.





Pharmaceutical Sciences Business: CMO/CDMO Strengths

Contracting of manufacture and development of diverse APIs from contractors in Japan and overseas

- Boosting market presence and share by reinforcing production systems in Japan and overseas
- •Increase in capacity for production of APIs and intermediates for small molecule drugs (Iwate Plant: Expected to start operations in March 2023)
- •Establishment of a CDMO system for materials for use in protein drugs (UK Plant: Expected to start operations in March 2024)

upport for	Small molecule drugs	Peptide (medium-size molecule) pharmaceuticals	Therapeutic proteins
various nodalities	Sekisui Medical	Sekisui Medical	SEKISUI DIAGNOSTICS (UK)
		Partner: PeptiStar Inc.*	
	* loint-venture company primarily ow		TD PentiDream Inc. and Shionogi 8

Joint-venture company primarily owned by SEKISUI CHEMICAL CO., LTD., PeptiDream Inc. and Shionogi & Co., Ltd.

CMO/CDMO facilities

Manufacturing and research facilities **2 locations in Japan** Sekisui Medical: Iwate Plant, Tsukuba Research Institute

1 location overseas

Sekisui Diagnostics (UK)



Sekisui Medical: Iwate Plant



SEKISUI DIAGNOSTICS (UK)



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Life Science Business Long-term Vision

Futoshi Kamiwaki

Representative Director Senior Managing Executive Officer Head of Business Strategy Dept.

The Long-term Vision Vision 2030 (Repeated)

The Life Science business aims to reach sales of ¥200 billion to ¥250 billion in 2030 by expanding its business scope, strengthening existing areas and fusing with domains in the Sekisui Chemical Group.

(Net sales image: Billions of yen)



Next Frontier

To create new business domains in anticipation of major paradigm shifts

2030

100.0-200.0



Life Science Business Toward Achieving the Long-term Vision

By integrating our core technologies with those we have obtained from R&D and M&A activities, we are extending our expertise in processing to the Pharmaceutical Sciences field and conducting "anticipatory innovation," setting our sights on global healthcare development. In so doing, we are contributing significantly to solutions for society.



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(Billions of yen)

Life Science Business Long-term Vision

Leveraging the Sekisui Chemical Group's strengths in technology and processing, we are expanding our contribution to solving issues in industries that support human health.

Shape of the Group's Life Science business in 2030



Toward Our Target State

- Accelerating growth in our current mainstay business, the Diagnostics Field
- Construction of new pillars of operations in the Pharmaceutical Sciences Field
- Creating new businesses through Group synergies with areas adjoining other domains



Diagnostics Field: Growth Orientation and Aims

Overseas FY2021: ¥42.6 billion \rightarrow FY2030: ¥100 billion

Expansion of fields and areas through introduction of own-company products

- US: Full-fledged entry into the genetic POC field through the MDx (molecular diagnostics) Development Center and development of own-company products
- China: Tripling of business size by introducing new products in diagnostic reagents and devices and strengthening local production



Sales in the Long-term Vision for the Diagnostics Field Sales target for 2030: ¥150 billion



In Japan FY2021: ¥29.1 billion \rightarrow FY2030: ¥50 billion

Domain expansion by entering new areas and strengthening of existing businesses

New Areas, New Businesses

- New areas: Immunological testing, genetic testing
- New businesses: Self-care (home medical care, etc.), cancer screening

Pharmaceutical Sciences Field: Growth Orientation and Aims

By strengthening and expanding the API CDMO business base at an early stage and expanding into new drug modalities over the medium-to-long term, we aim to become a partner for advanced pharmaceutical companies and grow and improve profitability (expand the portfolio).



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Pharmaceutical Sciences Field: 1st Step: API CDMO business

Target state as an API CDMO

A partner to pharmaceutical companies that can meet a variety of needs related to APIs and provide globally requested services in the development of innovative new drugs.



- Acceleration of strengthening of business foundations to achieve the target state as an API CDMO
- Aim to provide a wide range of services from development through manufacturing to pharmaceutical-affairs support, according to the degree of process



Pharmaceutical Sciences Field: 2nd Step: New drug modalities

To respond to the growing diversification in drug modalities, we will contribute to the improvement of stability, productivity and other aspects of pharmaceutical manufacturing, using our processing capabilities based on core Group technologies. In this way we will achieve medium-tolong term growth by supporting health and longevity in societies worldwide.

Issues at each stage of development of pharmaceutical modalities



New modalities

Genetic therapies (Ex vivo)

✓ Achievement of effects through administration of cells impregnated with genes

Genetic therapies (In vivo)

✓ Achievement of effects through administration of vectors and viruses loaded with genes

Regenerative medicine

✓ Achievement of tissue regeneration through cell transplantation and tissue grafting

Mid-sized-molecule drugs

Peptide drugs

✓ Achievement of bioactive effects by administration of peptides consisting of chains of amino acids

Nucleic-acid drugs

✓ Achievement of effects by administration of nucleic acids such as DNA and RNA.

Antibody drugs

✓ Achievement of bioactive effects by administration of artificially created antibodies

Small-molecule drugs

- ✓ Pharmaceuticals consist of relatively small molecules
- ✓ Achievement of bioactive effects by administration of small-molecule compounds
- ✓ Drug development is growing more difficult with each passing year.



Pharmaceutical Sciences Field 2nd Step: Key fields in new drug modalities

Strengthening partnerships to focus on peptide drugs, regenerative medicine and genetic therapies in new pharmaceutical modalities

Peptide drugs

PeptiStar Inc. was founded in September 2017 as a joint venture among SEKISUI CHEMICAL CO., LTD., PeptiDream Inc. and Shionogi & Co., Ltd. PeptiStar conducts research, development, manufacturing and sale of constrained peptide APIs.



PeptiStar

Technology development through a Japan-wide framework

- Acceleration of development
 of synthesis, purification,
 freeze-drying and analytical
 technologies through a
 Japan-wide framework
- Joint research projects are currently under way with several companies.

Possession of the largest manufacturing equipment in Japan

- Possession of Japan's largest filter reactor (300L) and one of the nation's largest freeze-dryers (500L)
- Versatile production ranging from small samples to largescale GMP production

Ability to submit proposals that suit customer needs

- Response to needs for speed, quality and low cost as a specialist in peptide API production
- Ability to handle peptides, which are exceptionally difficult to handle



Synergy with STag, the Group's own development technology

The STag peptide synthesizing method

STag is an original method of peptide synthesis developed by Sekisui Medical. This next-generation method of peptide synthesis is highly economical and ecofriendly, efficiently synthesizing even the most difficult-to-synthesize peptides.



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Pharmaceutical Sciences Field: 2nd Step: Cell-Culture Solutions

We aim to expand our presence in the pharmaceutical sciences field, using medical plastics as an entry point. We will apply our expertise in plastic processing technology to address issues in the development and manufacture of new drug modalities.
 We are currently advancing in-house development of chemosynthetic scaffolding materials based on PVB plastics technology, a core Company technology.



Sekisui Chemical proposes cultivation materials that feature $\sqrt{}$ chemically defined, $\sqrt{}$ animal-free $\sqrt{}$ plastics-processing technology.

Application as original strengths for a new-modality CDMO



Synergy Field: Digital Health/Medical Devices



Medical Devices

We expect to achieve synergies between a housing business that is closely connected to the way people live and diagnostics business and pharmaceutical sciences business that contribute to healthy and fulfilling living. Moreover, applying our strengths in plastics processing, we are examining scenarios for entering the medical-device business (treatment devices) and expanding our presence there.

Social issues with which the Sekisui Chemical Group is grappling

Achieving healthy and fulfilling living





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Note: In the case of numerical values denominated in billions of yen, numbers below a billion are rounded up or down to the nearest hundred million