SEKISUI CHEMICAL CO., LTD.



-The 2nd phase for 2030-



Presentation of the FY2023-2025 Medium-term Management Plan

Keita Kato

President and CEO

May 23, 2023



Review of the Previous Medium-term Management Plan, Drive 2022 (FY2020-2022)

Summary of Drive 2022 Difference from Market Assumptions

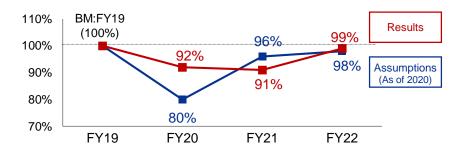


COVID-19

Prolonged impact of COVID-19 lingered through to FY2022; gradual recovery from the 2Q of FY2020 with the effects projected to dissipate in the 2H under the Medium-term Management Plan (FY2020: state of emergency declaration in the 1Q)

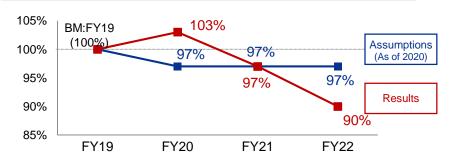
Number of Automobiles Manufactured

The impact of shortages in the supply of semiconductors eased in FY2022; market conditions recovered to levels assumed under the Medium-term Management Plan



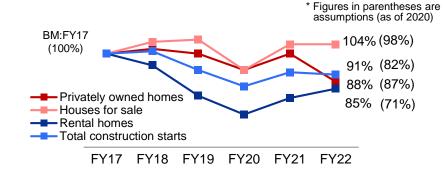
Smartphone Shipments

Shipments fell below levels assumed under the Medium-term Management Plan owing to prolonged inventory adjustments



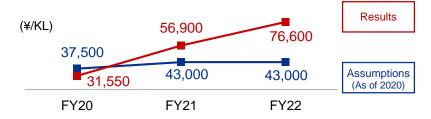
New Housing Starts (By Type)

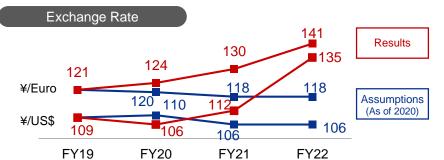
Trends in houses for sale focusing on first time buyers were firm, exceeding assumptions under the Medium-term Management Plan



Domestic Naphtha Price

Prices substantially exceeded assumptions under the Medium-term Management Plan



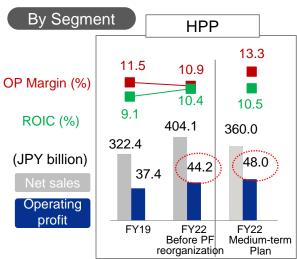


Summary of Drive 2022 (1)

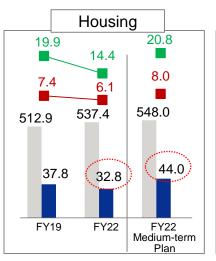


- Achieved record high net sales, net income, and EBITDA; despite a harsh business environment owing to such factors as the prolonged impact of COVID-19, undertook structural reforms while strengthening profitability to improve earning power
- ROE recovered to the 10% level; advanced ROIC management

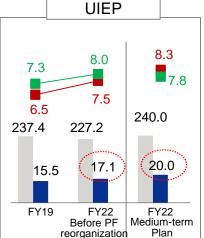
(JPY billion)	FY2019 results	FY2022 results	FY2022 Medium-term plan	Difference
Net sales	1,129.3	1,242.5	1,220.0	+22.5
Operating profit (margin)	88.0 (7.8%)	91.7 (7.4%)	110.0 (9.0%)	-18.3
Net income	58.9	69.3	70.0	-0.7
ROIC (%)	7.7%	7.6%	8.6%	-1.0%
ROE (%)	9.7%	10.0%	10.6%	-0.6%
Overseas sales (ratio)	274.7 (24%)	375.1 (30%)	320.0 (26%)	+55.1
EBITDA	133.2	142.1	170.0	-27.9



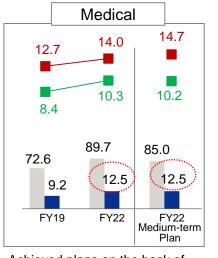
Fell short of operating profit plans due to the downturn in aircraft demand attributable to COVID-19 and deterioration in electronics market conditions



Fell short of plans due to the prolonged impact of COVID-19, sluggish housing market conditions attributable to inflation, and soaring component costs



Despite falling short of profit plans due to the surge in raw material prices and sluggish demand, progress in improving selling prices; record-high profits

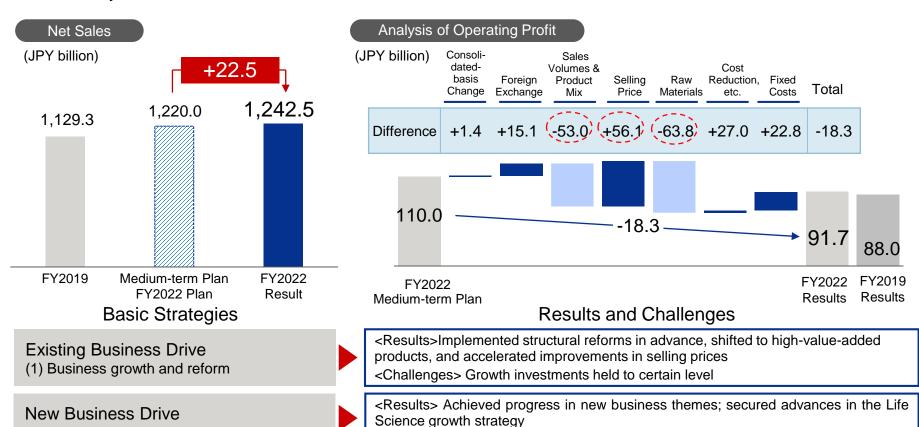


Achieved plans on the back of increased sales of COVID-19 diagnostics kits and growth in new pharmaceutical ingredients; record-high profits

Summary of Drive 2022 (2)



- Achieved record-high net sales on the back of overseas sales
- Despite offsetting the higher-than-expected surge in raw material prices through improvement in selling prices, cost reduction, etc., and efforts to control fixed costs, fell short of the operating profit target set under the Medium-term Management Plan after failing to achieve sales volumes and product mix due to the drop in demand attributable to COVID-19 and slowdown in economic activity



Business Base Drive

(3) Strengthening the ESG management base

(2) Preparations for long-term growth

<Results>Accelerated the practice of ESG management (Group-wide KPI setting and monitoring); continued to received high external evaluations
Challenges Vet to achieve human resources KPIs (Challenge action rate)

<Challenges> Yet to achieve human resources KPIs (Challenge action rate)

<Challenges> Carryover of business contributions from M&As

FY2023-2025 Medium-term Management Plan

Drive 2.0

-The 2nd phase for 2030—



Drive 2.0

-The 2nd phase for 2030-

- Management Policy -

Realizing our long-term vision through sustainable growth and accelerate strategic innovation

- Basic Strategy -

Three initiatives to enhance corporate value

Strategic Innovation

Accelerated growth

Organic Growth

Profitability

Create & acquire new business by accelerating activities

- Enter innovation areas in the "Strategic Area Map"
- Establish new business bases for the seven major themes
- Establish a new bridgehead in the life science domain (Establishment of a 4th Divisional company)

Achieve steady growth of organic businesses and refine portfolio

- Expand enhancement areas in the "Strategic Area Map"
- Strengthen portfolio management (Optimal resource allocation)
- Expand growth drivers and pursue consistent structural reforms

Products to Enhance Sustainability

Strengthening Sustainability

Reliability

Strengthen ESG management base that contributes to new management policy

- Strengthen Group-wide KPI for ESG management initiatives based on materiality
 - *Human capital: Nurture a culture of taking on challenges through active investment in human resources
 - *Environment: Address climate change, resource circulation, and water risks to conserve biodiversity
 - *DX: Strengthen global base and shift to a phase of new creation
- Strengthen corporate governance to support the corporate value creation, including the elimination of major incidents
- Respond to social demands including initiatives for Human Rights and supply chain

Drive 2.0 Key Points and Main KPIs



Key Points

Accelerate strategic innovation for long-tem growth

Enter innovation areas

Ensure steady profit growth

Optimal resource allocation

Further strengthen ESG management base

Refine sustainable management capability

Main KPIs

Create and expand products that contribute to solving social issues

> Sales of products to enhance sustainability: Over 1 trillion yen

Accelerated growth

Profitability

(FY22 Forecast: 900 JPY billion) Reliability

Expand businesses that drive improvement of social sustainability and our sustainable growth

Accelerate strategic innovation

EBITDA: 175 billion yen

Accelerated growth

(FY22 Results: 142.1 JPY billion)

Maximize returns from past investments and accelerate innovation to generate future earnings Ensure steady profit growth

Operating profit margin: Over 8% (FY22 Results: 7.4%)

Profitability

Strengthen each business through role-based resource allocation and portfolio management

Foster a culture of taking on challenges

Challenge action rate: 60% (FY22 Results: 47%)

Reliability

To achieve long-term vision to create an energized and engaged company where everyone wants to take on challenges

Drive 2.0 Understanding of the External Environment and Market Assumptions **SEKISU**

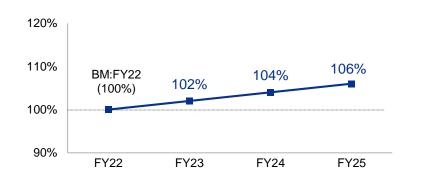


The global economy remains unstable and uncertain (VUCA)

*Forecast data: Company estimates

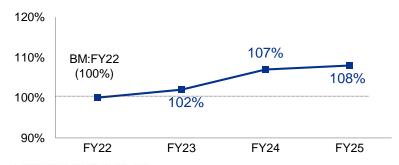
Number of Automobiles Manufactured (YoY)

Forecast moderate growth mainly in China and Europe; Acceleration in the EV ratio (FY2022: 11% → FY2025: 25%)



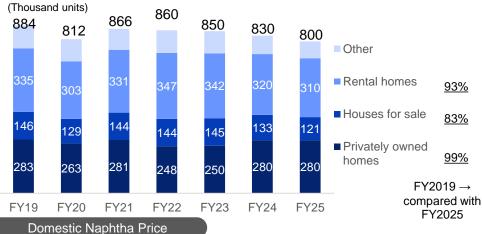
Smartphone Shipments (YoY)

Forecast moderate expansion from the 2H of FY2023; continued improvement in smartphone performance



New Housing Starts (By Type)

Gradual continued decline in housing starts; the impact of declining market sentiment due to concerns surrounding inflation expected to spread to houses for sale



Naphtha price assumption: ¥85,000/KL



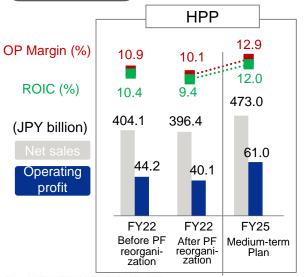
Drive 2.0 Target Values (1)

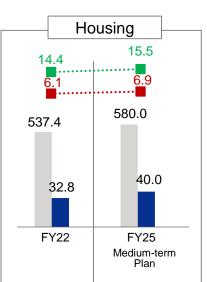


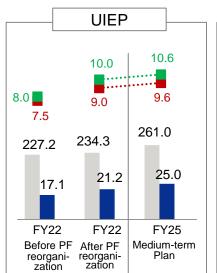
<forex assumptions=""></forex>	3Q FY2022 rate: ¥135 / \$,	¥137 / €
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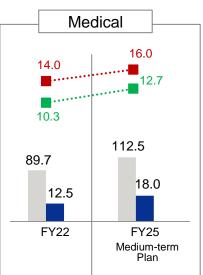
	FY2022		FY2025 * Excluding new M&As, etc.			
(JPY billion)	Results	Previous Medium-term Increment*	Medium-term Plan*	Medium-term Increment*		
Net sales	1,242.5	+113.2	1,410.0	+167.5		
Operating profit (margin)	91.7 (7.4%)	+3.7 (-0.4%)	115.0 (8.2%)	+23.3 (+0.8%)		
Net income	69.3	+10.4	82.0	+12.7		
ROIC (%)	7.6%	-0.1%	8.5%	+0.9%		
ROE (%)	10.0%	+0.3%	11.0%	+1.0%		
Overseas sales (ratio)	375.1 (30%)	+100.4 (+6%)	480.0 (34%)	+104.9 (+4%)		
EBITDA	142.1	+8.9	175.0	+32.9		

By Segment



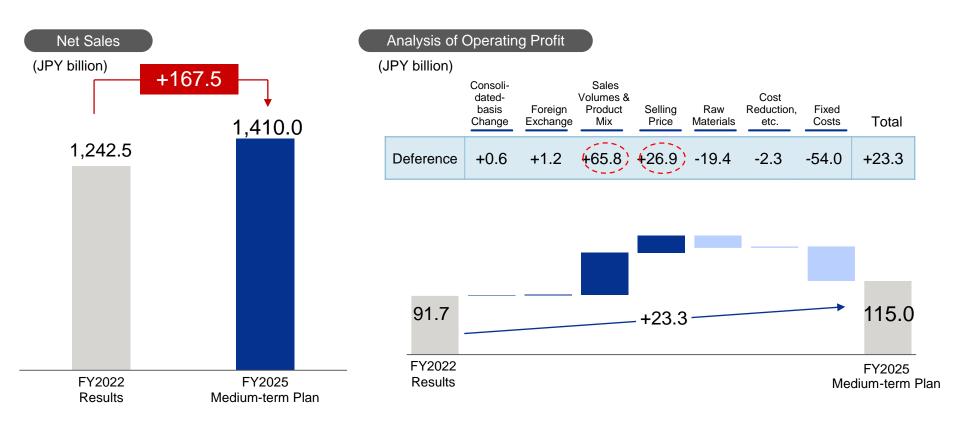








Substantial increase in sales volume and product mix largely on the back of highperformance product sales growth based on the assumption of a partial recovery in market conditions; also focus on securing margins; strengthen human capital investment and preparations for growth while targeting operating profit of ¥115 billion



Drive 2.0 Investment and Financial Strategies



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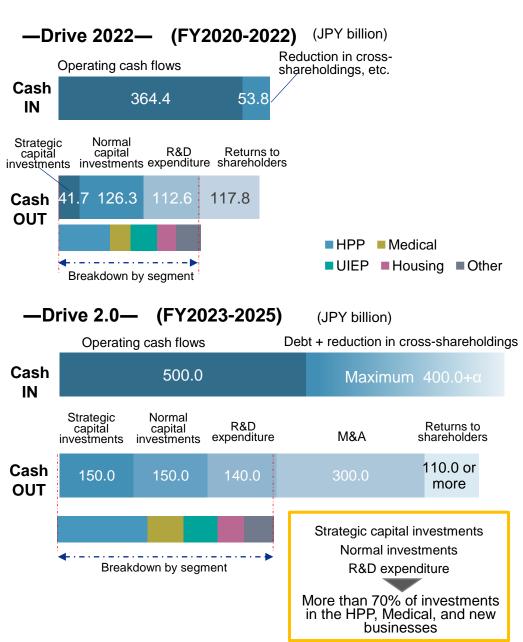
- Expand strategic investment limits
- Allocate generated cash flows mainly to growth fields

Investment Plan and Capital Allocation (JPY billion)

		FY20-22 Plan	FY20-22 Results	FY23-25 Plan
Strategic investments		Limit 400.0	41.7	Limit 450.0
	M&A, etc.	Limit 300.0	0	Limit 300.0
	Capital expenditures	100.0	41.7	150.0
ESG investment (included within strategic and normal investments)		40.0	31.4	30.0
Normal investments		100.0	126.3	150.0
Total		500.0	168.0	600.0
R&D expenditure		130.0	112.6	140.0

Major strategic capital investments (FY2020-2022)

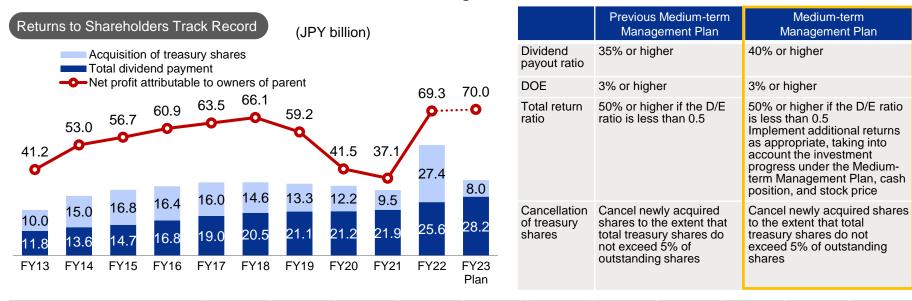
- Increase in heat release materials production (U.S.)
- Increase in foam material production (U.S.)
- Increase in pharmaceutical raw material production (Iwate, U.K.)
- Increase in FFU production for railway sleepers (the Netherlands)



Returns to Shareholders



Continued increase in dividends since FY2010; further strengthen returns to shareholders under the Medium-term Management Plan



Fiscal year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 Plan
Net profit attributable to owners of parent per share (JPY)	80.1	104.7	115.1	126.1	133.8	141.7	128.8	91.9	83.2	159.2	163.1
Cash dividend per share (JPY)	23	27	30	35	40	44	46	47	49	59	66
Payout ratio	28.7%	25.8%	26.1%	27.7%	29.9%	31.0%	35.7%	51.1%	58.9%	37.0	40.3
Acquisition of treasury shares (JPY billion)	10.0	15.0	16.8	16.4	16.0	14.6	13.3	12.2	9.5	27.4	8.0
Total return ratio*1	52.9%	54.0%	55.5%	54.5%	55.1%	53.0%	58.1%	80.4%	84.6%	76.5%	51.7%
DOE*2	2.7%	2.8%	2.8%	3.1%	3.3%	3.4%	3.5%	3.3%	3.3%	3.7%	3.9%
Cancellation of treasury shares (thousands of shares)	-	12,000	10,000	-	10,000	8,000	8,000	8,000	5,000	15,000	4,000

^{*1} Total return ratio = (Amount of treasury share acquired + Total dividends) / Net profit attributable to owners of the parent Copyright© SEKISUI CHEMICAL CO., LTD.

^{*2} DOE = Total dividend payment (full year) / Average equity

Basic Strategies

Execution of Growth Strategies Based on Strategic Area Map



Strategic Area Map, a compass to achieve the Long-term Vision

- → Expand enhancement areas and enter innovation areas
- •Enhancement areas: Areas of prioritized products to be expanded by extending from existing businesses (Enhancement areas)
- •Innovation areas: Areas where new innovations are created through fusion, etc. Innovation areas (Seven major promotion themes on next page)

Residential Innovative Mobility Life Science **Advanced Lifeline** Toward comprehensive housing Toward growth businesses that Toward high-value-added Toward the 4th Divisional company build a sustainable social businesses that evolve lifestyles supports a healthy, longevity construction and real estate businesses centered on infrastructure globally society on a global scale production technologies Next-generation Data utilization communication components Healthcare Biorefinery Perovskite solar cells Water use / Recycling Utilizing digital technology Smart city strategy Healthcare Business strategy Lightweight, high-Utilizing digital technology Healthcare i-Construction Sensing system strenath materials Business strategy New materials / Sensing Smart city strategy Evolution of town and community Overseas (new markets) Overseas (new markets) High-performance Elimination of dependence on fossil Elimination of dependence on fossil interlayer film resources: resource circulation resources; resource circulation DX support for construction Heat release materials and civil engineering Medical devices Semiconductor Total lifestyle proposal Facility piping of Pharmaceutical new components all-plastic Labor saving modalities Digital utilization Intensified disaster Next generation response products display components Environmentally friendly materials Town and community Piping/Systems development Total housing proposal API CDMO Cell culture Real estate POCT (simple rapid test) SEKISUI HEIM Real estate busines

Prominence in Technology

enhancement areas

Strategy of each domain and business segments

Expand enhancement areas

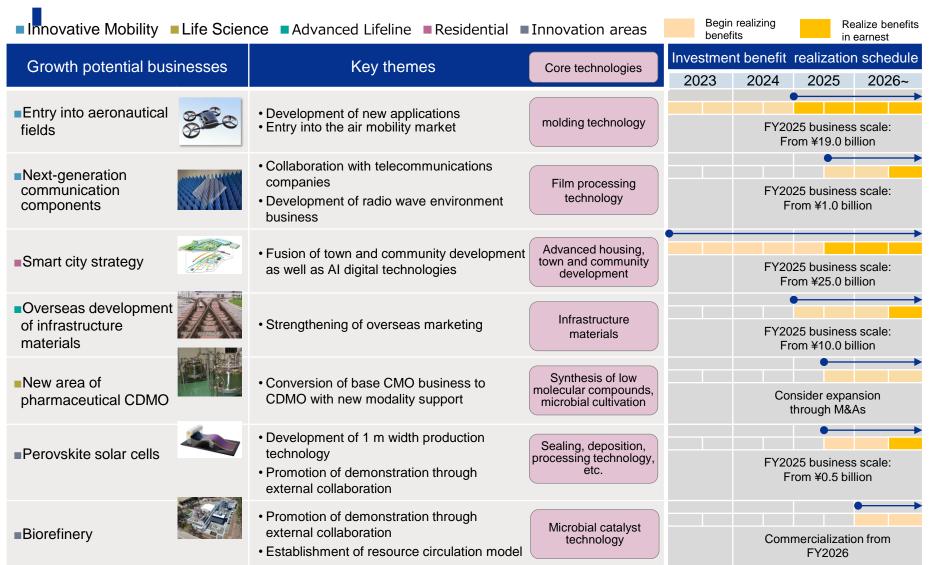
Enter innovation areas

Basic Strategy 1 Strategic Innovation

Accelerated growth



Seven major themes: Progress in commercialization through core technologies and fusion (internal/external collaboration, M&A); aim for the early establishment of a new business platform and contributions to business results

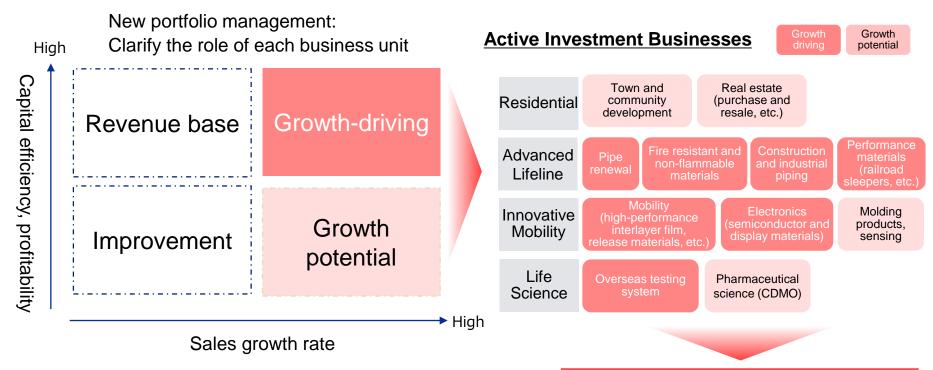


Basic Strategy 2 Organic Growth





- Strengthen business portfolio management. accelerate existing business growth driver expansion
- Allocate management resources to growth-driving and growth potential businesses on a priority basis



- 1. Analyze and evaluate existing businesses from multiple perspectives
 - Profitability (OPI margin), capital efficiency (ROIC), growth potential (sales growth rate)
 - Strategic positioning, position in the industry, future prospects, competitiveness from an ESG perspective
- 2. Clarify the role of each business → Appropriately allocate management resources

Achieve more than 90% of incremental profit (EBITDA) from growth-driving and growth potential businesses



- Identify issues of high importance to stakeholders and the Group's management.
- Move toward initiatives that will further contribute to sustainable Group-wide growth by further strengthening ESG management

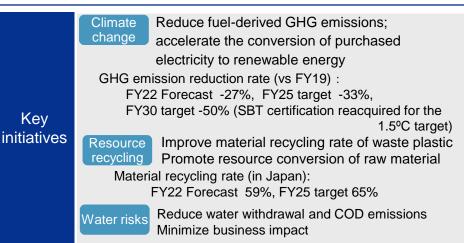
Key issues	The Medium-term Plan policy	Proactive approach
Products to enhance sustainability	 Achieve sales growth through each Company and business expansion strategy Create and expand products that solve issues by utilizing support programs and taskforce 	Expand sales of products that drive improvement of social sustainability and our sustainable growth Products to enhance sustainability Net sales <of framework="" premium="" which=""> FY22 Forecasts: 900.0 bil yen <440 bil. yen> FY25 Targets: Over 1 trillion yen <540 bil. yen></of>
Internal control	Safety, quality, accounting, legal/ethical, information management • Improve risk foresight and prediction ability • Strengthening the organizational self-purification ability (culture, and people)	Reduce and control operational risks to support business risk-taking
DX	Innovate global management baseAccelerate DX in core areasSecure human resources for DX promotion	Secure and develop human resources for DX to drive business transformation leveraging digital technology
Environment	 Contribute to solve climate change issues Promote resource recycling Minimize water risk and maintain water resources 	Focus on creating carbon-free and low-carbon products as well as products for raw material conversion by viewing environmental issues as opportunities
Human capital	Realize assignment the right person to the rightFoster a culture of taking on challengesPromote diversity	Strategically reinforce business leaders and specialized human resources (for technology and DX) to drive growth

Basic Strategy 3 Strengthen the ESG Management Platform

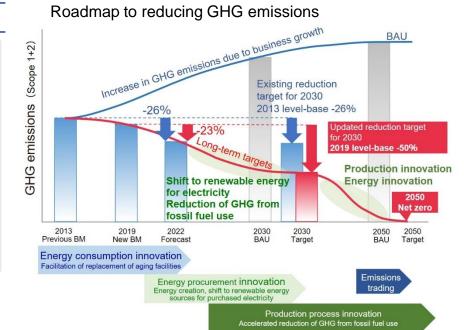




Environmental initiatives—2050 Earth with preserved biodiversity



Total investment amount to 2030 40 billion yen



Invest in human capital—Re-skilling/re-learning and career expansion of employees; returns to employees: 12 billion yen to 2025

Policy

To achieve long-term vision to create an energized and engaged company where everyone wants to take on challenges, we will foster talents that can adapt to business growth and assign the right talent in the right position

Key initiatives

- (1) Discovery and promotion of best employees
 - Realize nomination and selection of successors
 Visualize internal careers
- (2) Acquisition and retention of diverse talents
 - Establish a base that can accommodate diverse human resources
 Maintain and revitalize employees
- (3) Nurture employees who take on challenges to support the business Develop the next generation of leaders

Human Rights Initiatives

Policy

Position respect for the human rights of all those people affected by the Group's business as an essential prerequisite for realizing our Long-term Vision

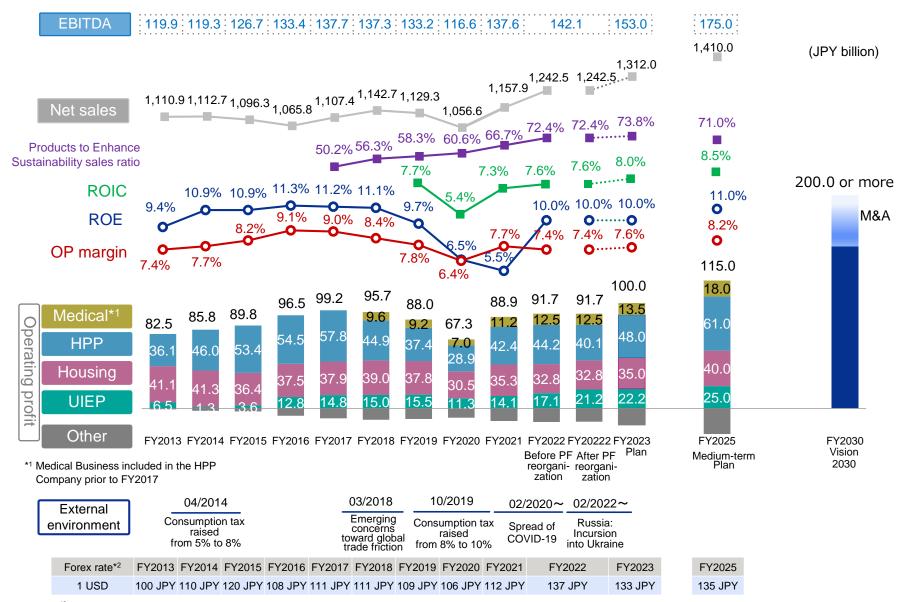
Key initiatives

- (1) Foster and instill a culture of respect for human rights; (2) Implement human rights due diligence and mitigate risks; and
- (3) Implement a grievance mechanism

Consolidated Performance Trends



Further strengthen earning power; accelerate growth



High Performance Plastics Company

Ikusuke Shimizu

Company President

Summary of Drive 2022 (FY2020-2022)



Promoted efforts to strengthen earnings power through cost innovations throughout the supply chain and improving the profitability of SEKISUI AEROSPACE CORPORATION and other operations; despite offsetting the surge in raw material prices through improvements in selling prices, fell short of operating profit plans due to the substantial impact of the slump in electronics and other global market conditions

Divisional Company and Three Strategic Field Net Sales

(JPY billion)

	FY19 Results	FY22 Results	FY19→ FY22 Difference	FY22 Medium-term Plan	Difference from the Medium-term Plan
Total HPP Company	322.4	404.1	(+81.7)	360.0	(+44.1)
Electronics	57.2	61.3	+4.1	66.7	-5.4
Mobility	113.8	156.2	+42.4	130.4	+25.8
Building and Infrastructure	68.4	88.4	+20.0	78.4	+10.0

Analysis of Operating Profit

FY2022

Medium-term Plan

(JPY billion)

	Consoli- dated- basis Change	Foreign Exchange	Sales Volumes & Product Mix	Selling Price	Raw Materials	Cost Reduction, etc.	Fixed Costs	Total
Difference	0	+12.7	(-29.0)	(+38.4)	(-37.6)	+4.1	+7.5	(-3.8)
48.0				-3.8			—	44.2

Priority Implementation Measures

Item	Measures	
Growth invest-ments	Strategic capital investments (25.3 JPY billion)	 Boost foam material production capacity (U.S.) Expand the heat release material business (U.S.) Binder resins for MLCCs Boost production capacity (Japan)
	M&A (-JPY billion)	-
Structural reforms	 Drastic review of underperforming businesses reorganization of bases Rationalization of SEKISUI AEROSPACE CORPORATION production; reform of the prod portfolio 	

Results and Challenges

<Results>

- Offset the impact of a surge in raw material prices through improvements in selling prices and such measures as cost reduction
- Improved costs through a variety of factors, including innovation throughout the supply chain and the structural reform of businesses
- Promoted sales growth of mainly high-performance interlayer films for HUD use

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Reduced GHG emissions by 21% compared with FY2019

<Challenges>

· Delay in sales growth in the three strategic fields

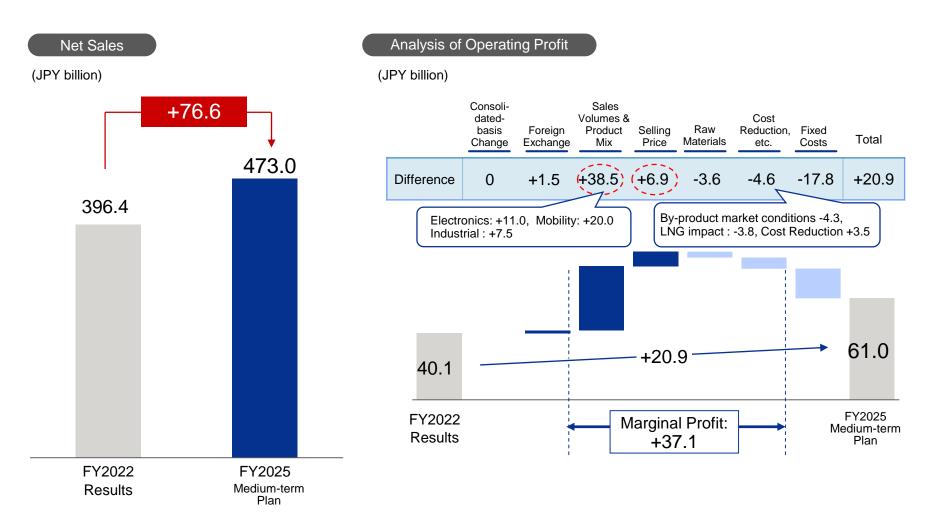
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FY2022

Results



Despite an upswing in fixed costs due to preparations for growth and increased investment in human capital, plans for substantial increases in sales and operating profit through increases in the sales volume and product mix and successful efforts to secure margins through expansion in the three new strategic fields



Three New Strategic Fields Sales and KPIs

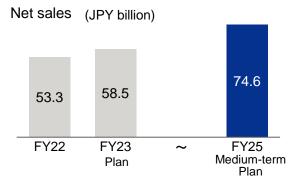




Electronics

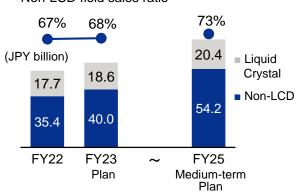
Electronics (semiconductor and display materials)

- Focus on expanding sales in the non-LCD field
- Semiconductors / electronic parts: Tapes for semiconductor processing use, binder resins for MLCCs, Build-up (BU) dielectric film sales growth
- Exterior parts / mechanism components: Bio product sales growth
- Next-generation displays: OLED-related sales growth



KPI: Focus on the non-LCD field

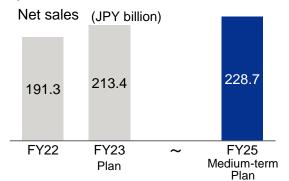
Non-LCD field sales ratio



Mobility

Mobility (high-performance interlayer film, release materials, etc.)

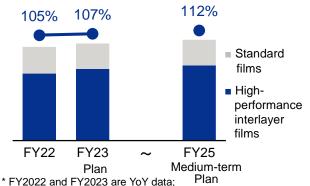
- Drive growth on the back of efforts aimed at expanding high-value-added product sales, increased aircraft-related demand, and improvements in SEKISUI AEROSPACE CORPORATION profitability
 - Interlayer films: HUD-use / thermal- / and design-related sales growth
 - Heat release materials: Accelerated EV-related sales growth mainly in Europe and the U.S.
 - SEKISUI AEROSPACE CORPORATION: Return to profit in FY2024



KPI: High-performance interlayer film sales growth

YoY percentage sales growth in highperformance interlayer film sales volume

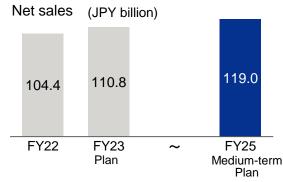
FY2025 is compared with FY2022



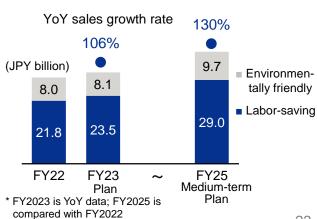
Industrial

Molding products, sensing

- Strengthen the earnings base
 - Labor-saving, environmentally friendly product growth
 - Molded products: Clean container (environmentally conscious) sales growth
 - Sensing devices: Expansion into nursing care and clinical fields
 - Efforts to strengthen the profitability of general products



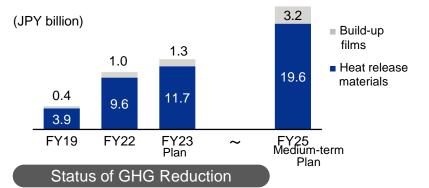
KPI: Labor-saving, environmentally friendly product sales growth



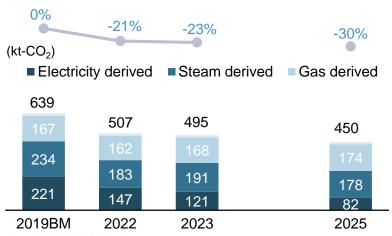


Prioritized Product Sales Growth

- Heat release materials: Aim to double sales (+10 billion yen compared with FY2022) by steadily capturing global EV demand
- BU films: Aim to increase sales and secure full-scale commercialization through high transmission performance



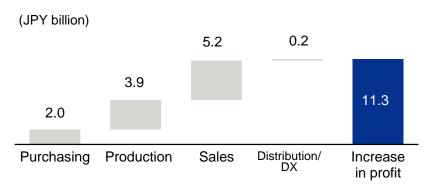
 Began considering measures to reduce heat-derived GHGs, progress toward a 50% reduction by 2030 in line with plans



Supply Chain Cost Innovation Part 2

 Generation a profit of 11.3 billion yen (compared with FY2022) through cost innovations throughout the entire supply chain

<FY2022 results compared with FY2025>



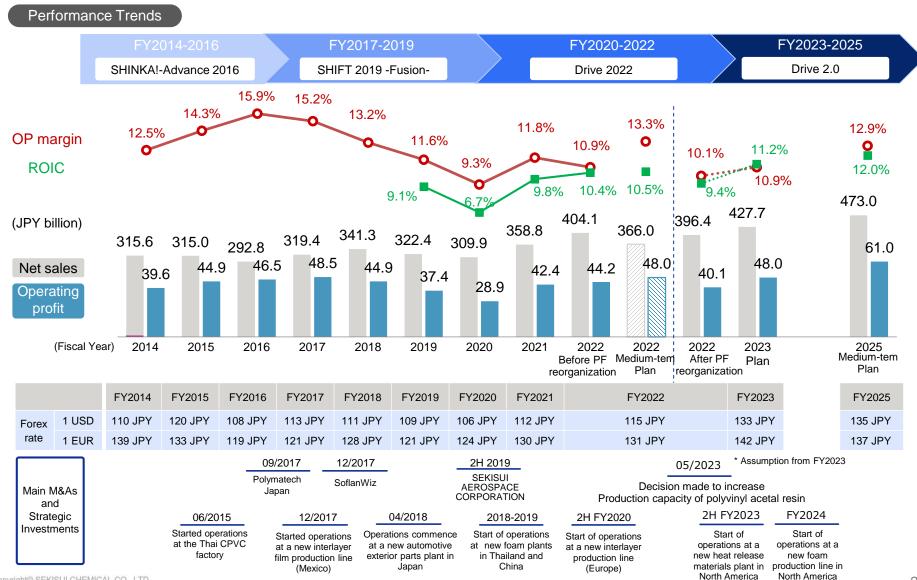
- <Prioritized Product: Heat Release Materials >
- •Heat release materials that contribute to longer battery life in response to requirements following the shift to EVs; high thermal conductivity and low outgassing performance







Drive Group-wide growth as a highly profitable divisional company by expanding in the three strategic fields, centered on Mobility, and continuing to strengthen profitability



Housing Company

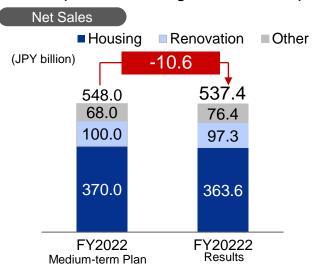
Toshiyuki Kamiyoshi

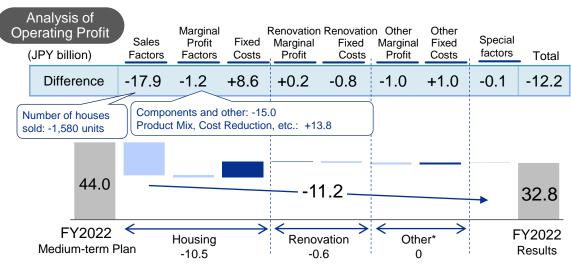
Company President

Summary of Drive 2022 (FY2020-2022)



- Achieved sales plans in overall terms owing to growth in the Subdivision and Ready-built Housing, Real Estate, and Town and Community Development businesses despite rapid changes in the market environment
- Operating profit fell substantially below plans owing to a decline in the number of houses sold and the impact of soaring raw material prices





Basic Strategies

Housing	 Three growth strategies Strengthen the Subdivision and Ready-built Housing businesses to capture a share of volume zone markets Strengthen smart and resilience functions
	 Fortify the business structure Realize the effects of production company integration / promote the leveling out of sales and production Realize low-cost operations for ready-built houses
Stock	Renovation: Strengthen contact with customers, expand sales of smart products Real Estate: Increase the number of dwelling units under management, Expand apartment renovation orders, Promote purchase and resale
Other	Town and Community Development: Establish businesses Residential Service/Overseas: Restructure the business base

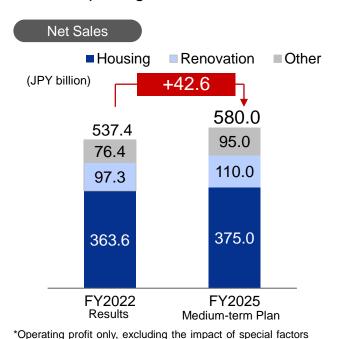
Results and Challenges

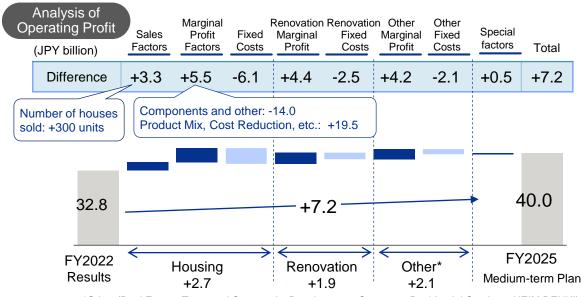
Results	 Subdivision housing order ratio 29% (+6%) ZEH ratio 94% (+16%), solar (PV) ratio 89% (+12%), storage battery ratio 83% (+31%) Promote and solidify efforts to attract customers and negotiations using online tools Detached housing market share in Japan 2.5% (+0.1%) * SEKISUI CHEMICAL estimate
Challenges	 Decrease in the number of houses sold against the backdrop of COVID-19 and high inflation (-550) Decrease in profitability * Data in parentheses vs. FY2019
Results	 Increase in renovation for Heim owner orders per sales staff, improvement in the gross profit margin Launched and established the purchase and resale BeHeim brand
Challenges	Failure to achieve plans owing to a lack of growth speed
Results Challenges	 Achieved Town and Community Development Business growth in excess of plans; progress in diversifying procurement and schemes Weak Residential Services and Overseas businesses owing to the impact of COVID-19

Drive 2.0 (FY2023-2025) Targets



Focus on improving Housing Business profitability; push forward divisional company expansion through each of the Renovation, Real Estate, and Town and Community Development businesses; focus on strengthening the portfolio by deepening efforts in core domains and leaping forward in and exploring frontier domains in each business





*Other (Real Estate, Town and Community Development, Overseas, Residential Services, HEIM DENKI)

ncluding newly consolidated companies)	F	Y2022
	Nlat	0.50

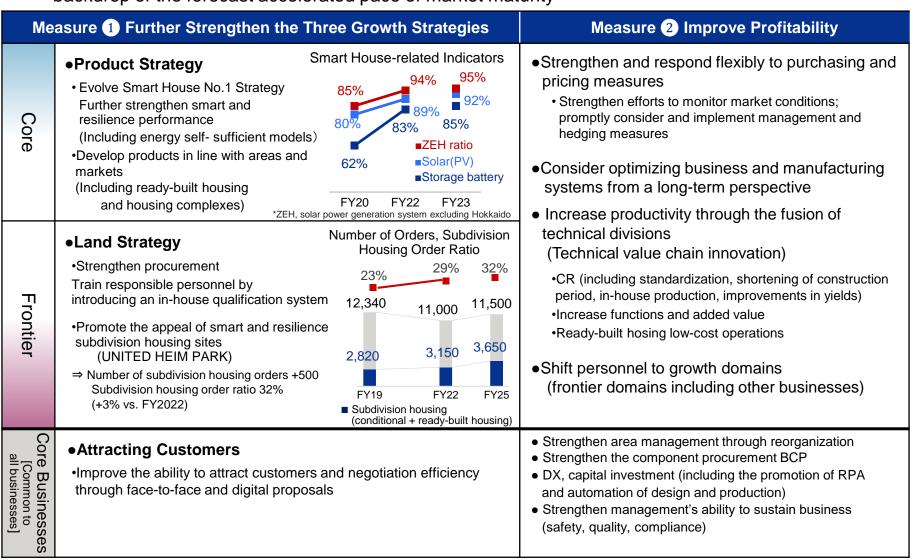
	FY2022		FY2025		Difference		
(JPY billion)	Net sales	Operating profit	Net sales	Operating profit	Net sales	CAGR	Operating profit
Housing	363.6	20.7	375.0	23.3	+11.4	101%	+2.7
Stock (Renovation)	97.3	7.9	110.0	9.8	+12.7	104%	+1.9
Stock (Real Estate)	52.5	3.3	63.0	4.4	+10.5	106%	+1.1
Town and Community Development	12.7	0.9	20.0	1.3	+7.3	116%	+0.4

Business portfolio					
Core	Frontier				
Contract	Subdivision/Ready- built houses				
For Heim	For non-Heim				
owners	owners				
Rental	Purchase and				
Management,	resale of Heim/				
Brokerage	Asset utilization etc.				
-	All				

Initiatives by Business (Housing and Other)



- Focus on expanding subdivision and ready-built housing sales and raising product competitiveness to increase the number of houses sold (+300 vs. FY2022)
- Optimize long-term business and production systems and work to improve profitability against the backdrop of the forecast accelerated pace of market maturity

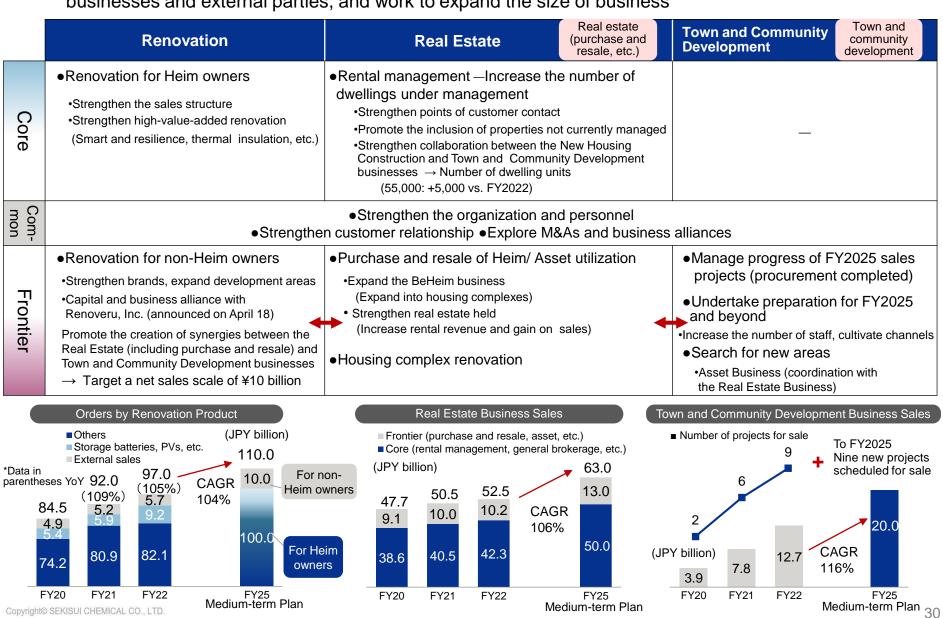


Initiatives by Business

(Renovation, Real Estate, Town and Community Development)



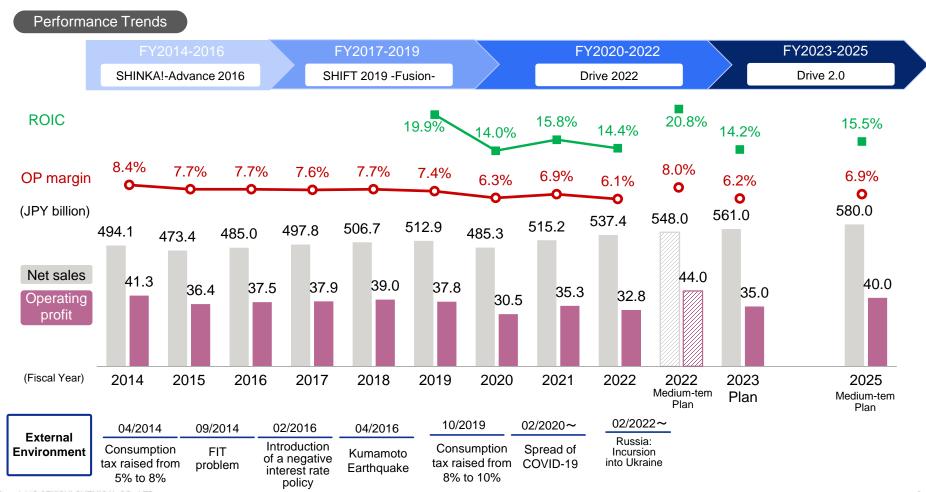
Proactive allocate management resources mainly to frontier domains, promote fusion between businesses and external parties, and work to expand the size of business



Performance and Medium-term Management Plan Targets



- Work to increase profit and return to pre-COVID-19 levels by deepening efforts in core domains (improving profitability) and leaping forward in and exploring frontier domains (strengthening the portfolio) based on the assumption of a harsh business environment
- Position as a growth stage to achieve the Long-term Vision; work toward becoming a comprehensive housing construction and real estate business centered on production technologies



Urban Infrastructure & Environmental Products Company

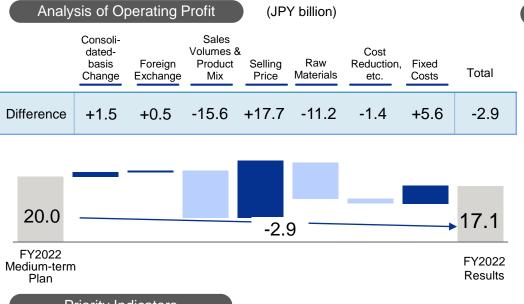
Yoshiyuki Hirai

Company President

Summary of Drive 2022 (FY2020-2022)



Despite falling short of sales and profit plans owing to the decrease in sales volumes and product mix attributable to COVID-19 as well as the surge in raw material prices, achieved record high profits by securing margins on the back of thoroughgoing efforts to improve selling prices as well as cost reductions, controlling fixed costs, and promoting structural reforms



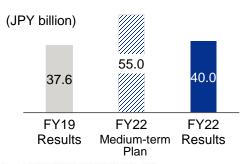
Priority Implementation Measures

	Item	Measures					
	Growth invest-ments	Strategic investments	 Draft a plan to construct a plant for railway sleeper FFUs in Europe Establish the Chiba Solution Center 				
		New products	Bring 56 new products to market				
	Structural reforms	 Withdraw from construction and installation (Japan and overseas) Withdraw from underperforming business (Japan and overseas) Integrate the management and reorganize items of domestic production subsidiaries 					
	Productivity Innovation	 Introduce and implement DX tools Secure progress in manufacturing automation investments 					

Priority Indicators

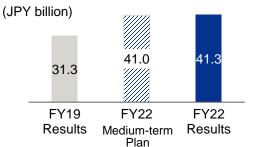
Prioritized Products Sales

 Fell short of plans owing to the drop in non-residential demand attributable to COVID-19



Overseas Sales

 Despite the impact of COVID-19, overseas sales driven by piping materials for plants underpinned by successful efforts to capture semiconductor demand



Results and Challenges

<Results>

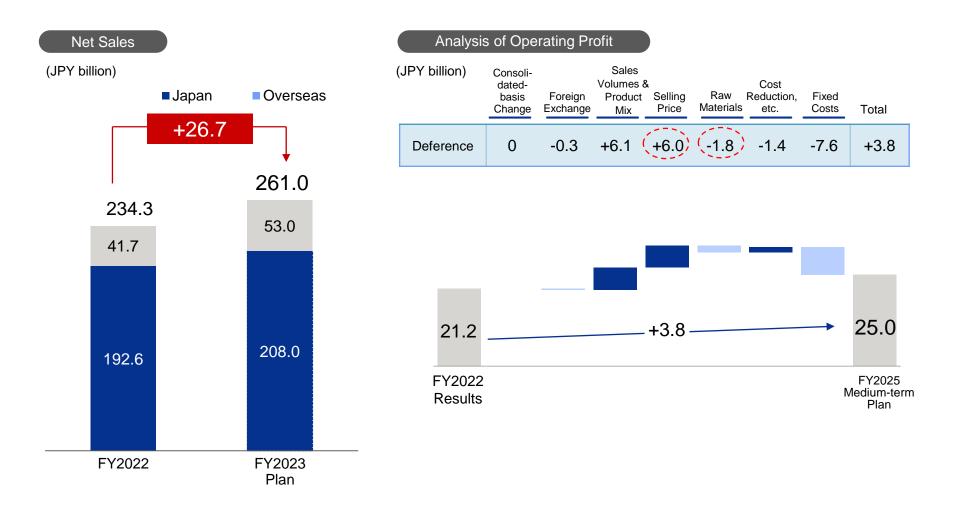
- Record-high profit
- · Improved capital efficiency owing to the promotion of structural reforms, including withdrawal from underperforming businesses
- Strengthened the profitability of general products through thoroughgoing efforts to maintain margins and flexibly improve selling prices in response to the surge in raw material prices

<Challenges>

- · Substantial shortfall in prioritized product net sales compared with the Medium-term Management Plan
- Need to strengthen overseas marketing activities



■ Target operating profit of ¥25.0 billion by increasing sales volumes and product mix through upswings in prioritized product and overseas sales as well as efforts to secure margins by maintain selling prices



Three New Strategic Fields





Pipe Systems

Construction and industrial piping

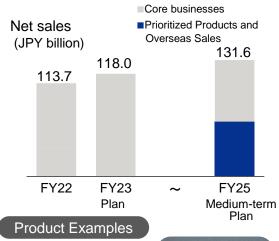
CPVC

resin compound

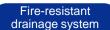
Rainwater storage systems

CROSS-WAVÉ

- Construction, piping materials for plants: Expand sales centered on new products
- CPVC compounds: Expand new customers
- Core businesses: Expand applications









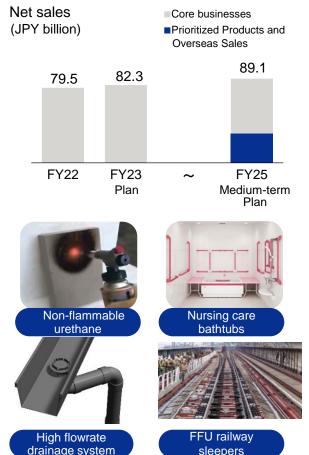
Reinforced plastic composite pipes

Building and Infrastructures Composite Materials Fire resistant

Infrastructure Renovation

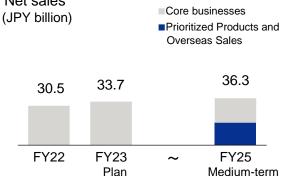
Pipe

- · Fire resistant materials: Create new markets through new products
- FFUs (railway sleeper application): Accelerate overseas expansion
- High flowrate drainage systems: Expand into the non-residential domain
- Nursing care and high-performance bathtubs: Expand sales



 Pipeline renewal : Expand markets where we can leverage our unique technologies through new products Overseas: Efforts to cultivate new customers Sekisui Agua System Co., Ltd.

Expand functional tanks and water treatment systems Net sales







Plan





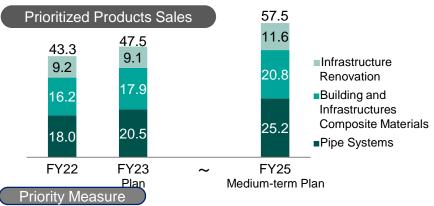
Functional tanks

Rotary disk

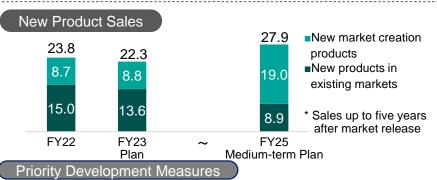
Growth Strategies



- Work to expand sales of prioritized products by increasing orders through marketing DX activities and maximizing synergies after PF reorganization promoting the appeal of SDGs
- Work to expand and deepen overseas areas by realizing the effects of growth investments and cultivating new customers



- Further sophistication of marketing DX (cultivate potential customers through the use of digital marketing)
- Strengthen proposal capabilities through the use of the Ritto / Chiba Solution Center
- Upgrade and expand SDG contribution data



- Concentrate development costs and man-hours on new market creation themes (strengthen fundamental technologies)
- · Strengthen activities in resource recycling-related themes



- Realize the effects of growth investments (FFU plant in Europe, piping materials for plants in Taiwan)
- Put in place, upgrade, and expand an overseas marketing structure and systems
- Search for and secure achievements in M&As

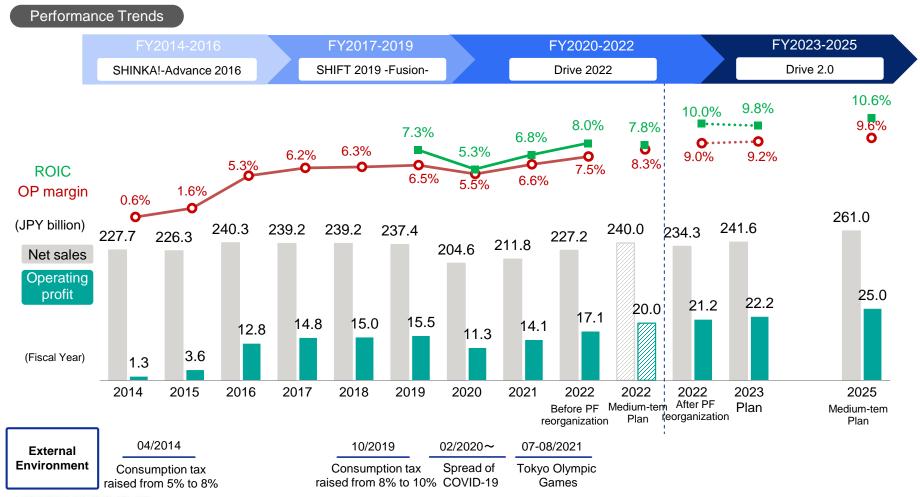
PF Reorganization Synergy Creation

Newly Included Businesses	Existing Businesses and Technologies	Examples of Synergy
Fire resistant materials (Sekisui SoflanWiz Co., Ltd.)	Construction and building materials Customer and property database	 Growth in compartment penetration field sales Growth in non-residential field sales (Plants, warehouses)
Crosswave products	Reinforced plastic composite pipe (RCP)	Growth in rainwater drainage field sales (Public and private sector complementary proposals)
PVC materials	Products molding technologies	 Growth in CPVC compound sales through solutions (technical services) that address customer (overseas molding M) needs





- Target substantial increases in both sales and profit by focusing on continued efforts to maintain margins and expanding prioritized product and overseas business sales
- Work to achieve an operating profit margin around the 10% level by increasing profitability through the use of DX and improvements in productivity



Medical Business

Futoshi Kamiwaki

Director, Senior Managing Executive Officer Head of Business Strategy Department

Summary of Drive 2022 (FY2020-2022)



Steadily expanded the Diagnostics Business in Japan and overseas; expanded sales of COVID-19 diagnostics kits, secured contributions to earnings also from new pharmaceutical ingredients, and growth in line with the Medium-term Management Plan; achieved record-high profit for two consecutive fiscal years

Three Business Net Sales

(JPY billion)

	FY19 Results	FY22 Results	FY19→ FY22 Difference	FY22 Medium- tem plan	Difference from the Medium- term Plan
Total Medical business	72.6	89.7	+17.1	85.0	+4.7
Diagnostics (Japan)	28.5	30.9	+2.4	32.0	-1.1
Diagnostics (Overseas)	30.3	41.2	+10.9	36.8	+4.4
Pharmaceutical Sciences	13.6	17.6	+4.0	18.2	-0.6

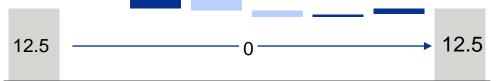
Priority	Imp	lementat	ion M	leasures
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Item	Measures	
Growth initiatives	Strategic investments	 Commence new facility operations at the Group's Pharmaceuticals Iwate Factory Promote progress at the Group's GMP- compliant enzyme U.K. factory Accelerate gene testing development in the U.S.
	New products	 Blood coagulation testing equipment Reagents for rapid COVID-19 and influenza testing use
Structural reforms		Transfer of XenoTech shares

Analysis of Operating Profit

(JPY billion)

	Consoli- dated- basis Change	Foreign Exchange	Diagno- stics (Japan)	Diagno- stics (overseas)	Pharmaceutical Science and Other	Fixed Costs	Total	
Deference	0	+1.9	-2.2	-1.1	+0.4	+0.9	0	



FY2022 FY2022 Medium-term Plan Results

Results and Challenges

Diagnostics (Japan)

- Results: Expanded sales of COVID-19 diagnostics kits
- Challenges: Delays in expanding new products; new blood coagulation testing equipment sales growth

Diagnostics (Overseas)

- Results: Steadily expanded in Europe, the U.S., and China; established a gene development system
- Challenges: Strengthening U.S. FDA compliance; rebuild operations in Asia

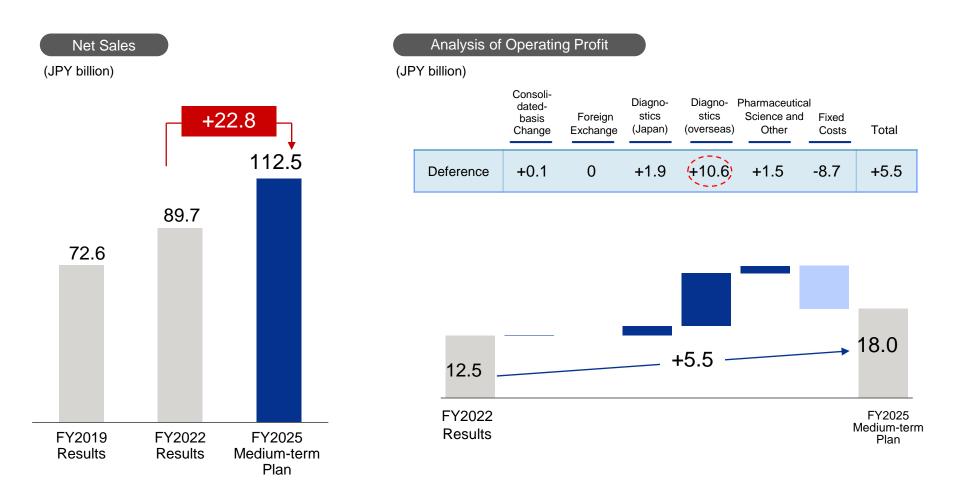
Pharmaceutical Sciences

- Results: Secured large new pharmaceutical orders; completed construction of a new facility at the Group's lwate Factory; promoted structural reforms
- Challenges: Establish the Drug Development Solutions Business: CDMO Business expansion

Drive 2.0 (FY2023-2025) Targets



- Accelerate growth centered on the Overseas Diagnostics Business through expansion in diagnostics fields and by increasing new product sales; continue to achieve record-high profit
- Create new businesses; strengthen R&D



Strategies by Business





Diagnostics (Japan)

- Blood Coagulation: Introduce and expand sales of new blood coagulation testing equipment
- Immunology: Enter high-sensitivity fields through external fusion
- Diabetes: Expand alliances

Net sales (JPY billion) 28.5 30.9 31.6 33.6 FY19 FY22 FY23 ~ FY25 Plan Medium-term

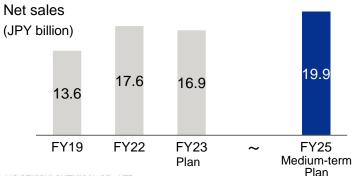
Pharmaceutical Sciences (Pharmaceutical and Fine Chemicals, Drug Development Solutions, Enzymes)

 Pharmaceutical and Fine Chemicals: Capture new large-scale projects by strengthening the marketing function

Pharmaceutical science (CDMO)

Plan

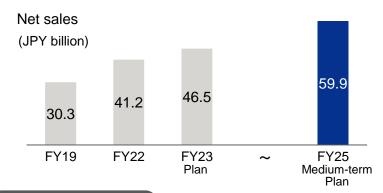
 Enzymes: Expand the CDMO Business through the start of full-fledged operations at a U.K. GMPcompliant facility



Diagnostics (overseas)

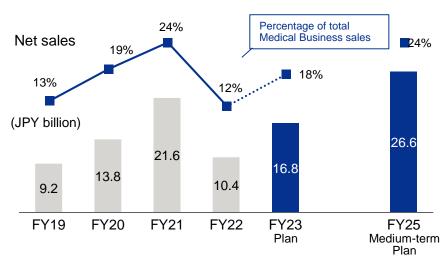
Overseas testing system

- Europe and the Americas: Drive growth by entering the OTC market and expanding proprietary product (gene testing) launch areas
- China: Promote domestic production; strengthen alliances
- Asia: Bring new PCR products to the market; enter POC and coagulation markets



New Product Sales

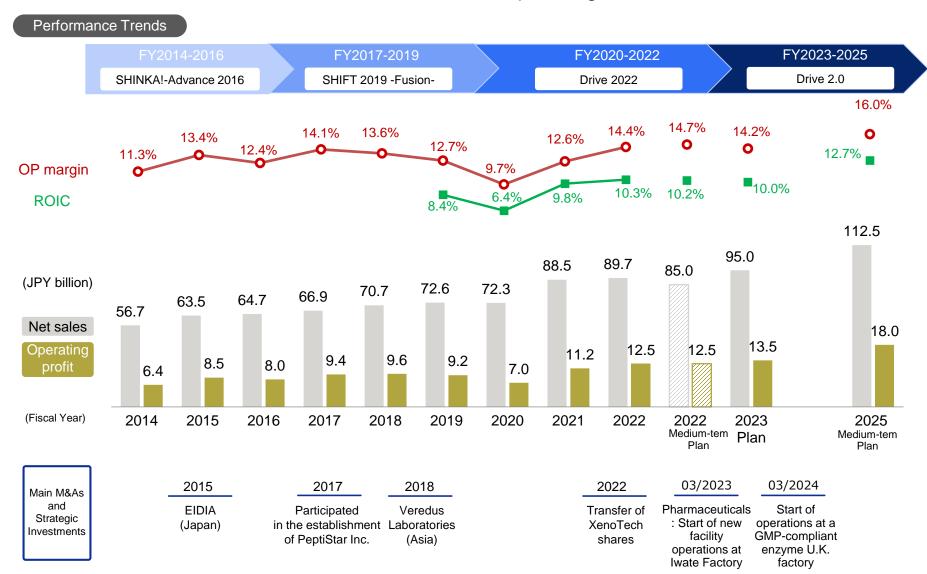
Aim to systematically launch new products by strengthening core technologies and acquiring new technologies







Drive growth in the Overseas Diagnostics Business; work toward full-fledged entry into the CDMO Business in a bid to achieve the Group's Long-term Vision

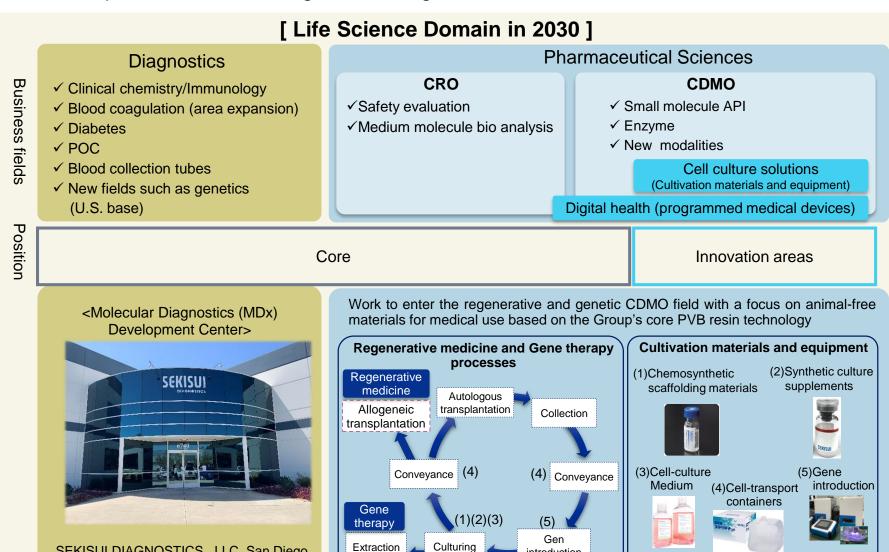


SEKISUI DIAGNOSTICS, LLC, San Diego





Accelerated existing business growth → Toward strengthening new business development and business growth through M&As



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introduction



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These statements are based on current expectations and beliefs. However, actual results may differ from those expressed or implied due to a number of factors and uncertainties such as changes in the global economy and our business, competition in the market, and regulatory issues.

Note: Figures denominated in units of 100 million JPY are rounded off to the nearest hundred million.

