

# Financial Results for FY2019



**AGC Inc.**

February 5, 2020

Your Dreams, Our Challenge

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# Financial Results for FY2019

# 1. Highlights of the Financial Results

# Highlights of the Financial Results for FY2019

<b>Net sales</b>	<b>1,518.0 billion yen</b>	(down 4.9 billion yen, ▲0.3% YoY)
<b>Operating profit</b>	<b>101.6 billion yen</b>	(down 18.9 billion yen, ▲15.7% YoY)
<b>Profit before tax</b>	<b>76.2 billion yen</b>	(down 52.2 billion yen, ▲40.6% YoY)
<b>Profit for the year</b> attributable to owners of the parent	<b>44.4 billion yen</b>	(down 45.2 billion yen, ▲50.4% YoY)

- **Contribution of newly consolidated companies had a positive impact. However sales decreased due to negative foreign exchange impact, such as weak EUR.**
- **Operating profit decreased due to decline in selling prices of LCD glass substrates and caustic soda in Southeast Asia. In addition, temporary factors of manufacturing cost increase had a downside impact.**
- **Profit before tax decreased due to the recording of an impairment loss on fixed assets related to the automotive glass business in North America.**

# Consolidated Statements of Profit or Loss



Your Dreams, Our Challenge

	4Q			Full-year			(100 million yen)
	FY2018	FY2019	Change	FY2018	FY2019	Change	
<b>Net Sales</b>	3,968	<b>3,943</b>	▲ 25 *	15,229	<b>15,180</b>	▲ 49 *	
<b>Operating Profit</b>	335	<b>280</b>	▲ 55	1,206	<b>1,016</b>	▲ 189	
other income/expenses	▲ 15	▲ <b>32</b>		19	▲ <b>256</b>		
<b>Business Profit</b>	321	<b>248</b>	▲ 73	1,225	<b>760</b>	▲ 465	
Financial income/cost	53	<b>10</b>		59	<b>2</b>		
<b>Profit before tax</b>	374	<b>257</b>	▲ 116	1,284	<b>762</b>	▲ 522	
income tax expenses	▲ 78	▲ <b>63</b>		▲ 264	▲ <b>207</b>		
<b>Profit for the year</b>	296	<b>195</b>	▲ 101	1,020	<b>555</b>	▲ 465	
<b>attributable to owners of the parent</b>	247	<b>156</b>	▲ 92	896	<b>444</b>	▲ 452	
attributable to non-controlling interests	49	<b>39</b>		124	<b>111</b>		
Forex(Average)	JPY/USD	112.90	<b>108.76</b>	110.43	<b>109.05</b>		
	JPY/EUR	128.78	<b>120.32</b>	130.42	<b>122.08</b>		
Crude Oil	\$/BBL (Dubai)	67.4	<b>62.1</b>	69.4	<b>63.5</b>		

\* Foreign exchange impact on the net sales were ▲9.0 billion JPY in Q4, and ▲30.4 billion JPY for the full-year.  
Impact of change in the scope of consolidation for the net sales were +7.4 billion JPY for Q4, and +22.3 billion JPY for the full-year.

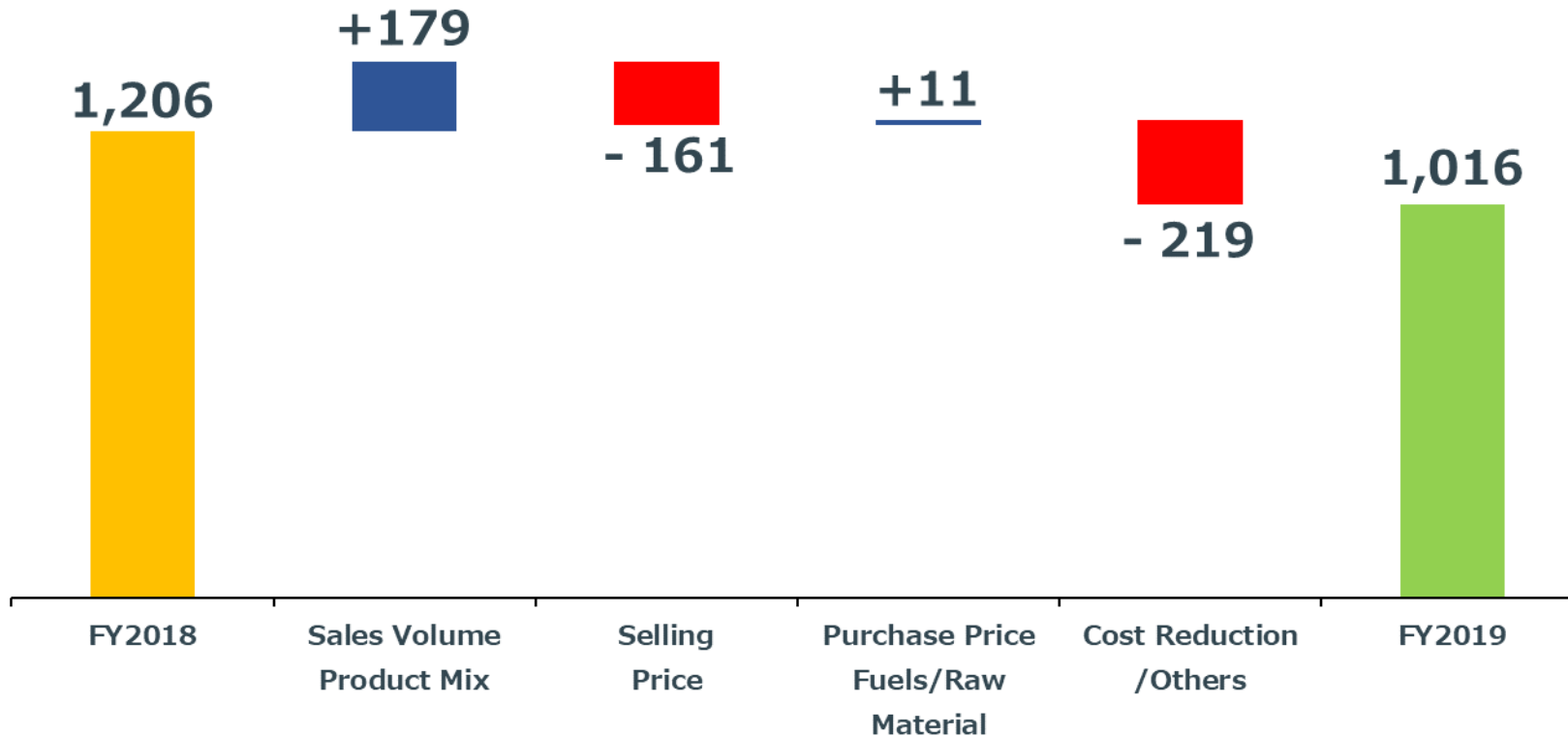
# YoY Performance Comparison by Business Segment

	4Q			Full-year			(100 million yen)
	FY2018	<b>FY2019</b>	Change	FY2018	<b>FY2019</b>	Change	
<b>Net sales</b>	3,968	<b>3,943</b>	▲ 25	15,229	<b>15,180</b>	▲ 49	
Glass	1,953	<b>1,837</b>	▲ 116	7,698	<b>7,429</b>	▲ 269	
Electronics	670	<b>760</b>	+ 90	2,478	<b>2,767</b>	+ 288	
Chemicals	1,295	<b>1,275</b>	▲ 20	4,844	<b>4,758</b>	▲ 86	
Ceramics/Other	202	<b>222</b>	+ 20	790	<b>832</b>	+ 42	
Elimination	▲ 152	▲ <b>151</b>	+ 0	▲ 581	▲ <b>606</b>	▲ 25	
<b>Operation profit</b>	335	<b>280</b>	▲ 55	1,206	<b>1,016</b>	▲ 189	
Glass	44	▲ <b>4</b>	▲ 49	228	<b>93</b>	▲ 136	
Electronics	78	<b>87</b>	+ 9	237	<b>256</b>	+ 19	
Chemicals	209	<b>191</b>	▲ 18	711	<b>630</b>	▲ 82	
Ceramics/Other	4	<b>7</b>	+ 3	28	<b>39</b>	+ 10	
Elimination	0	▲ <b>0</b>	▲ 1	0	▲ <b>0</b>	▲ 1	

# Variance Analysis on OP (FY2019 vs. FY2018)

¥ 18.9 bn down from the same period last year

(100 million yen)

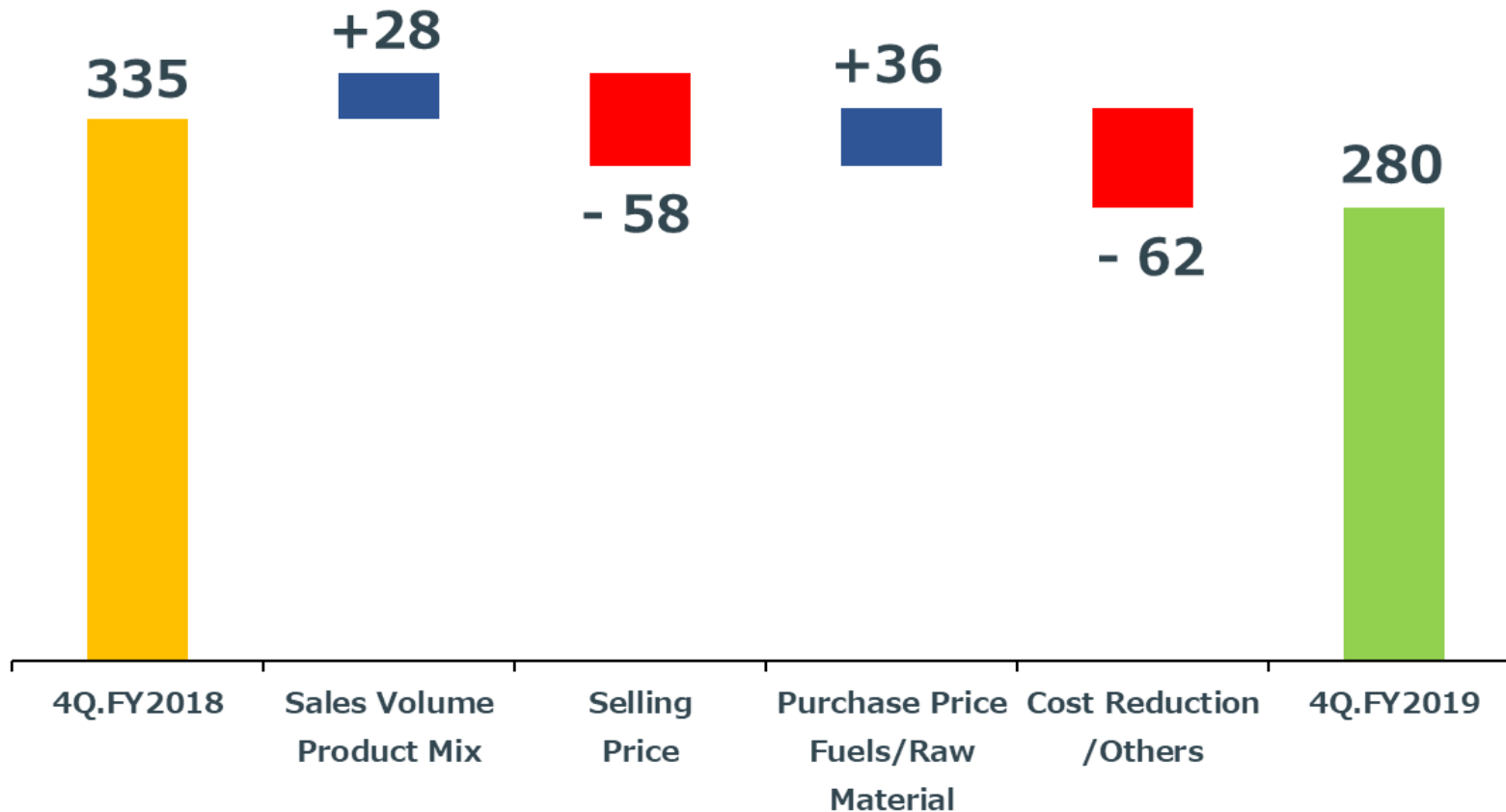




# Variance Analysis on OP(4Q.FY2019 vs. 4Q.FY2018)

¥ 5.5 bn down from the same period last year

(100 million yen)



# Consolidated Statement of Financial Position

**AGC**

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	(100 million yen)		
	2018/12	2019/12	Change
Cash and cash equivalents	1,235	<b>1,138</b>	▲ 97
Inventories	2,770	<b>2,912</b>	+ 142
Property, plant and equipment, Goodwill and Intangible assets	12,547	<b>13,516</b>	+ 969
Other assets	5,806	<b>5,788</b>	▲ 18
<b>Total assets</b>	<b>22,358</b>	<b>23,354</b>	+ 996
Interest-bearing debt	5,418	<b>6,028</b>	+ 611
Other liabilities	4,404	<b>4,500</b>	+ 96
<b>Liabilities</b>	<b>9,822</b>	<b>10,528</b>	+ 706
Total equity attributable to owners of the parent	11,372	<b>11,571</b>	+ 199
Non-controlling interests	1,164	<b>1,255</b>	+ 91
<b>Equity</b>	<b>12,536</b>	<b>12,826</b>	+ 290
<b>Total liabilities and equity</b>	<b>22,358</b>	<b>23,354</b>	+ 996
<b>D/E ratio</b>	0.43	<b>0.47</b>	

Including  
+38.9 billion yen  
of the right-of-  
use assets, by  
adopting IFRS16.  
▲11.4 billion yen  
from foreign  
exchange  
fluctuation.

Including  
▲17.7 billion  
yen from foreign  
exchange  
fluctuation.

Including  
+39.2 billion yen  
of lease liabilities,  
by adopting  
IFRS16.

# Consolidated Statement of Cash Flow

	(100 million yen)			
	4Q		Full-year	
	FY2018	FY2019	FY2018	FY2019
Profit before tax	374	<b>257</b>	1,284	<b>762</b>
Depreciation and amortization expenses	298	<b>385</b>	1,217	<b>1,434</b>
Increase(decrease) in working capital	12	<b>63</b>	▲ 270	▲ <b>166</b>
Others	▲ 7	▲ <b>328</b>	▲ 338	▲ <b>111</b>
<b>Cash flows from operating activities</b>	676	<b>378</b>	1,893	<b>1,919</b>
<b>Cash flows from investing activities</b>	▲ 752	▲ <b>314</b>	▲ 1,945	▲ <b>1,826</b>
<b>Free cash flow</b>	▲ 76	<b>63</b>	▲ 52	<b>93</b>
Changes in interest-bearing debt	▲ 28	▲ <b>197</b>	544	<b>113</b>
Dividends paid	—	—	▲ 249	▲ <b>266</b>
Others	▲ 38	<b>6</b>	▲ 209	▲ <b>20</b>
<b>Cash flows from financing activities</b>	▲ 66	▲ <b>190</b>	87	▲ <b>173</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	▲ 22	<b>28</b>	▲ 64	▲ <b>17</b>
<b>Net increase(decrease) in cash and cash equivalents</b>	▲ 163	▲ <b>99</b>	▲ 29	▲ <b>97</b>

# CAPEX, Depreciation and R&D

(100 million yen)

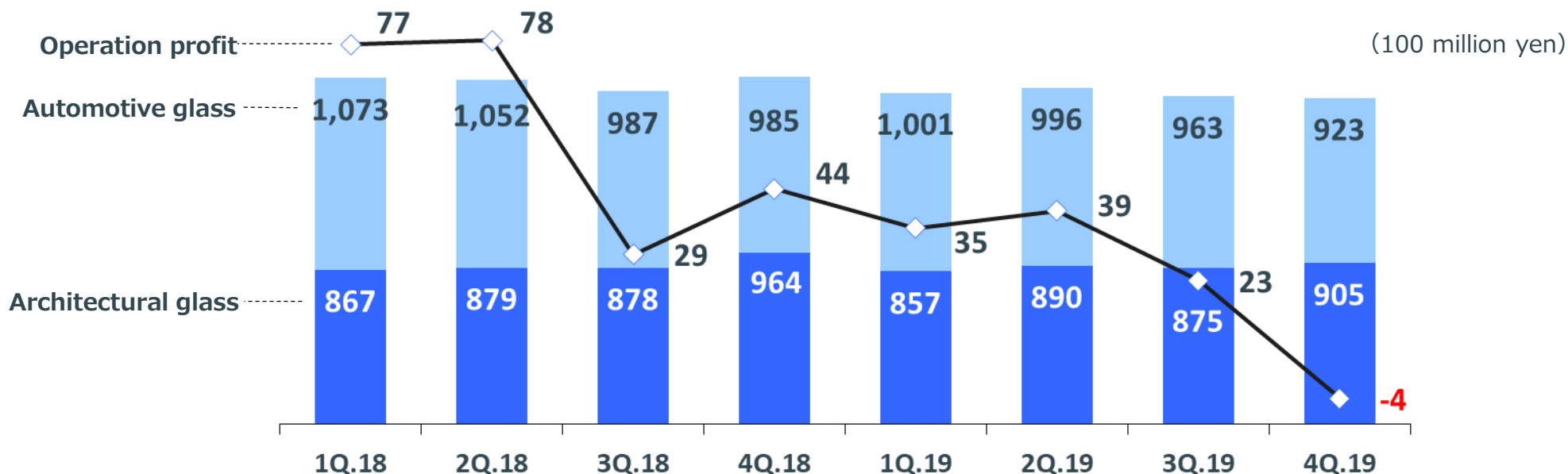
	4Q		Full-year	
	FY2018	FY2019	FY2018	FY2019
<b>CAPEX</b>	583	<b>567</b>	2,306	<b>2,077</b>
Glass	302	<b>245</b>	892	<b>804</b>
Electronics	139	<b>165</b>	794	<b>558</b>
Chemicals	139	<b>148</b>	610	<b>690</b>
Ceramics/Other	4	<b>9</b>	12	<b>25</b>
Elimination	▲ 0	▲ 0	▲ 1	▲ 1
<b>Depreciation</b>	298	<b>385</b>	1,217	<b>1,434</b>
Glass	111	<b>130</b>	474	<b>525</b>
Electronics	99	<b>132</b>	407	<b>473</b>
Chemicals	85	<b>111</b>	325	<b>394</b>
Ceramics/Other	3	<b>11</b>	12	<b>43</b>
Elimination	▲ 0	▲ 0	▲ 1	▲ 1
<b>R&amp;D</b>	119	<b>125</b>	458	<b>475</b>

## 2. Business and Geographic Segments

# Glass Segment (1)

	4Q			Full-year (100 million yen)		
	FY2018	FY2019	Change	FY2018	FY2019	Change
<b>Net sales</b>	1,953	<b>1,837*</b>	▲ 116	7,698	<b>7,429*</b>	▲ 269
Architectural Glass	964	<b>905</b>	▲ 59	3,589	<b>3,527</b>	▲ 62
Automotive Glass	985	<b>923</b>	▲ 61	4,097	<b>3,883</b>	▲ 214
(Inter-segment)	4	<b>9</b>		13	<b>20</b>	
<b>Operating profit</b>	44	<b>-4</b>	▲ 49	228	<b>93</b>	▲ 136

\* Foreign exchange impact on the net sales were ▲7.3 billion JPY in Q4, and ▲26.8 billion JPY for the full-year. There were no impact of change in the scope of consolidation for the net sales Q4, and for the full-year.



## 【YoY comparison for the full year】

〔Net sales〕 Decreased

Architectural Glass

- Shipments in Japan and South America were favorable. However, impacted by the depreciation of the EUR.

Automotive Glass

- Shipment in all regions declined excluding Russia. Depreciation of the EUR also had a negative impact.

〔Operating profit〕 Decreased

Architectural Glass

- Increase in manufacturing costs following the start-up of a new facility in Southeast Asia, and capacity adjustment in all regions excluding Japan & Asia.

Automotive glass

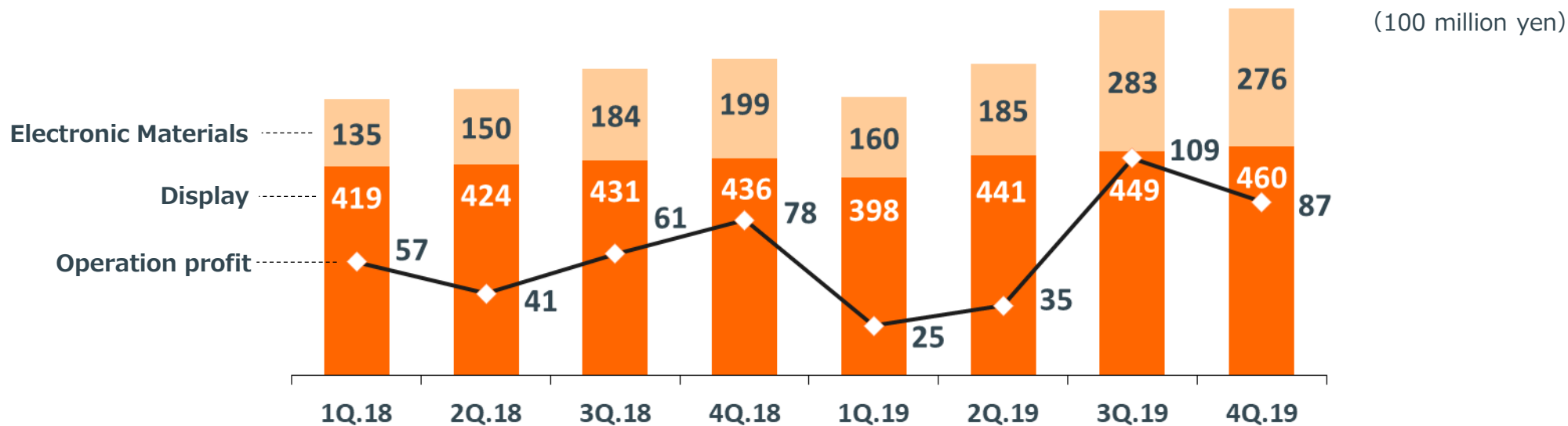
- Cost increase due to decrease in production efficiency in Japan.
- Manufacturing cost increased caused by glass furnace repair in Q1 2019 in Japan.

# Electronics Segment (1)

	4Q			Full-year		
	FY2018	FY2019	Change	FY2018	FY2019	Change
<b>Net sales</b>	670	<b>760*</b>	+ 90	2,478	<b>2,767*</b>	+ 288
Display	436	<b>460</b>	+ 23	1,710	<b>1,747</b>	+ 37
Electronic Materials	199	<b>276</b>	+ 77	669	<b>905</b>	+ 236
(Inter-segment)	34	<b>24</b>		99	<b>115</b>	
<b>Operating profit</b>	78	<b>87</b>	+ 9	237	<b>256</b>	+ 19

\* Foreign exchange impact on the net sales were ▲0.1 billion JPY in Q4, and ▲0.3 billion JPY for the full-year.

Impact of change in the scope of consolidation for the net sales were +4.5 billion JPY for Q4, and +14.7 billion JPY for the full-year.





## 【YoY comparison for the full year】

### 〔Net sales〕 Increased

#### Display

- Shipments of LCD glass substrates increased YoY, and the range of decline in selling prices shrunk.
- Shipments of Dragontrail™ increased.

#### Electronic materials

- Shipments of optoelectronic materials and semiconductor-related products increased.
- Printed circuit board material business of Park Electrochemical (now AGC Nelco) and Taconic was newly consolidated.

### 〔Operating profit〕 Increased

- Depreciation cost increased due to the start up of the new facility for LCD glass substrates.
- Shipments increased for optoelectronics materials, semiconductor-related electronic materials and specialty glass for display applications.

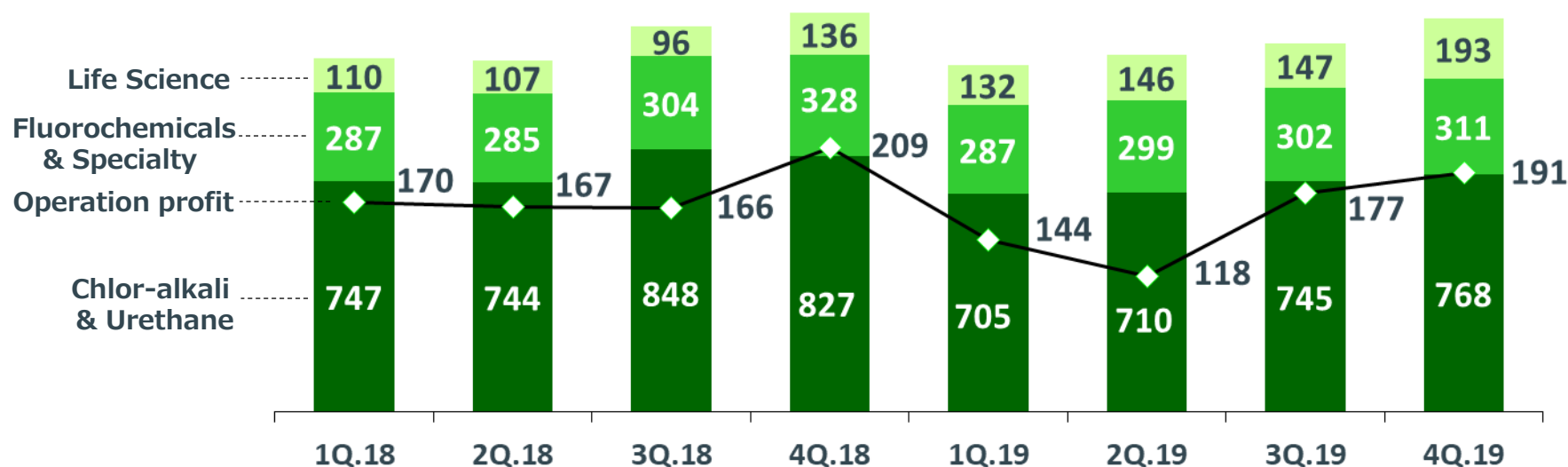
# Chemicals Segment (1)

	4Q			Full-year		
	FY2018	FY2019	Change	FY2018	FY2019	Change
<b>Net sales</b>	1,295	<b>1,275*</b>	▲ 20	4,844	<b>4,758*</b>	▲ 86
Chlor-alkali & Urethane	827	<b>768</b>	▲ 59	3,166	<b>2,928</b>	▲ 239
Fluorochemicals & Specialty	328	<b>311</b>	▲ 17	1,205	<b>1,199</b>	▲ 6
Life science	136	<b>193</b>	+ 57	449	<b>617</b>	+ 168
(Inter-segment)	3	<b>3</b>		23	<b>14</b>	
<b>Operating profit</b>	209	<b>191</b>	▲ 18	711	<b>630</b>	▲ 82

\* Foreign exchange impact on the net sales were ▲1.4 billion JPY in Q4, and ▲2.8 billion JPY for the full-year.

Impact of change in the scope of consolidation for the net sales were +2.9 billion JPY for Q4, and +7.6 billion JPY for the full-year.

(100 million yen)



## 【YoY comparison for the full year】

〔Net sales〕 Decreased

Chlor-alkali & Urethane

- Decrease of selling price of caustic soda in Southeast Asia.

Fluorochemicals & Specialty Chemicals

- Increase of shipments for semiconductor-related fluoro resins.

Life Science

- Increase in number of CDMO contracts in biopharmaceuticals.
- Starting of consolidation of Malgrat Pharma Chemicals (now AGC Pharma Chemicals Europe).

〔Operating profit〕 Decreased

- Decrease of selling price of caustic soda in Southeast Asia.
- Increase of manufacturing cost in Japan, resulting from periodic large scale facility maintenance, rise in electricity costs, and influence of the typhoon.

# YoY Performance Comparison by Geographic Segment

	4Q			Full-year (100 million yen)		
	FY2018	<b>FY2019</b>	Change	FY2018	<b>FY2019</b>	Change
<b>Net sales</b>	3,968	<b>3,943</b>	▲ 25	15,229	<b>15,180</b>	▲ 49
Japan & Asia	2,691	<b>2,675</b>	▲ 15	10,057	<b>10,067</b>	+ 10
Americas	430	<b>424</b>	▲ 6	1,663	<b>1,726</b>	+ 64
Europe	847	<b>844</b>	▲ 3	3,510	<b>3,387</b>	▲ 122
<b>Operating profit</b>	335	<b>280</b>	▲ 55	1,206	<b>1,016</b>	▲ 189
Japan & Asia	388	<b>369</b>	▲ 19	1,383	<b>1,217</b>	▲ 166
Americas	21	<b>10</b>	▲ 11	67	<b>55</b>	▲ 12
Europe	34	<b>15</b>	▲ 19	162	<b>151</b>	▲ 11
Cross-regional common expenses	▲ 108	▲ <b>114</b>	▲ 6	▲ 406	▲ <b>407</b>	▲ 0

# Quarterly Performance Comparison by Geographic Segment

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(100 million yen)

	3Q.FY2019	4Q.FY2019	Change	Change %
<b>Net sales</b>	3,863	<b>3,943</b>	+ 80	+2.1%
Japan &Asia	2,617	<b>2,675</b>	+ 58	+2.2%
Americas	431	<b>424</b>	▲ 8	▲1.7%
Europe	814	<b>844</b>	+ 29	+3.6%
<b>Operating profit</b>	321	<b>280</b>	▲ 41	▲12.8%
Japan &Asia	373	<b>369</b>	▲ 4	▲1.1%
Americas	8	<b>10</b>	+ 3	+36.2%
Europe	37	<b>15</b>	▲ 22	▲58.7%
Closs-regional common expenses	▲ 96	▲ <b>114</b>	▲ 18	-

# Outlook for FY2020

## FY2019 Forecast

<b>Net sales</b>	<b>1,550 billion yen</b>	( up 32.0 billion yen +2.1% YoY)
<b>Operating profit</b>	<b>120 billion yen</b>	(up 18.4 billion yen +18.1% YoY)
<b>Profit before tax</b>	<b>107 billion yen</b>	(up 30.8 billion yen +40.4% YoY)
<b>Profit for the year</b> attributable to owners of the parent	<b>69 billion yen</b>	(up 24.6 billion yen +55.3% YoY)

- Shipments of strategic business increased
- Temporary factors in 2019, which affected the manufacturing cost increase, such as in the automotive glass and chemicals business will be resolved.

# FY2020 Outlook (2)

(100 million yen)

		FY2019	FY2020 Forecast	Change	Change(%)
<b>Net sales</b>		15,180	<b>15,500</b>	+ 320	+2.1%
	(1 <sup>st</sup> half	<b>7,375</b>	<b>7,500</b> )		
<b>Operating profit</b>		1,016	<b>1,200</b>	+ 184	+18.1%
	(1 <sup>st</sup> half	<b>415</b>	<b>500</b> )		
<b>Profit before tax</b>		762	<b>1,070</b>	+ 308	+40.4%
<b>Profit for the year</b> attributable to owners of the parent		444	<b>690</b>	+ 246	+55.3%
<b>Dividend (yen/share)</b>		120	<b>130</b>		
<b>Operating profit margin</b>		6.7%	<b>7.7%</b>		
<b>ROE</b>		3.9%	<b>6.0%</b>		*1
<b>Forex (Average)</b>	JPY/USD	109.1	<b>110.0</b>		
	JPY/EUR	122.1	<b>120.0</b>		
<b>Crude oil</b>	\$/BBL(Dubai)	63.5	<b>60.0</b>		
<b>Ethylene</b>	USD/MT (CFR SEA)	823	<b>800</b>		

\*1 ROE forecast of FY2020 is calculated based on the "Total equity attributable to owners of the parent" as of end of Dec 2019.



# FY2020 Outlook by Business Segment

(100 million yen)

	FY2019	FY2020e	Change	Change %
<b>Net sales</b>	15,180	<b>15,500</b>	+ 320	+ 2.1%
Glass	7,429	<b>7,200</b>	▲ 229	▲ 3.1%
Electronics	2,767	<b>3,000</b>	+ 233	+ 8.4%
Chemicals	4,758	<b>5,100</b>	+ 342	+ 7.2%
Ceramics/Other	832	<b>900</b>	+ 68	+ 8.2%
<b>Operating profit</b>	1,016	<b>1,200</b>	+ 184	+ 18.1%
Glass	93	<b>170</b>	+ 77	+ 82.8%
Electronics	256	<b>310</b>	+ 54	+ 21.1%
Chemicals	630	<b>700</b>	+ 70	+ 11.1%
Ceramics/Other	39	<b>20</b>	▲ 19	▲ 48.7%

## 【Glass】

〔Net sales〕 Decrease

Architectural Glass

- Shipments in Europe forecasted to decrease.

Automotive Glass

- Global automotive production is estimated to be flat from 2019. Our shipment forecast will be as well.
- Shipments of cover glass for car-mounted displays are expected to increase.

〔Operating profit〕 Increase

Architectural Glass

- Supply and demand balance deterioration in Europe is a concern.

Automotive Glass

- Improvement of manufacturing cost in Japan, followed by improvement of productivity and completion of the furnace repair.
- Depreciation cost will decrease due to the impairment loss in North America booked in 2019.

## 【Electronics】

〔Net sales〕 Increase

Display

- Shipments of LCD glass substrates will grow stronger than the market, due to demand growth for G11 in China.
- Shipments to be flat for Dragontrail™ compared to 2019.

-Electronic materials

- Increase of shipments for both optoelectronic materials and semiconductor-related products.

〔Operating profit〕 Increase

- Increase of shipments for LCD glass substrates, price reduction expected to be milder.
- Electronic materials expanding its business performance, led by the growth of optoelectronics materials and semiconductor-related products.

## 【Chemicals】

〔Net sales〕 Increase

Chlor-alkali & Urethane

- Increase of shipment driven by demand growth in Southeast Asia.

Fluorochemicals & Specialty

- Increase of shipments for semiconductor-related fluoro resins.

Life science

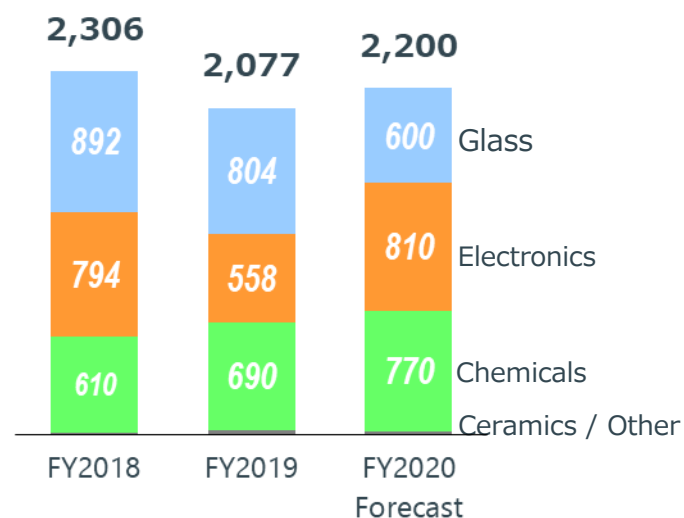
- Increase in shipment contributed by the capacity increase in both bio pharmaceutical and synthetic pharmaceutical/agrochemical.
- Increase of shipments due to recovery of the agrochemical market.

〔Operating profit〕 Increase

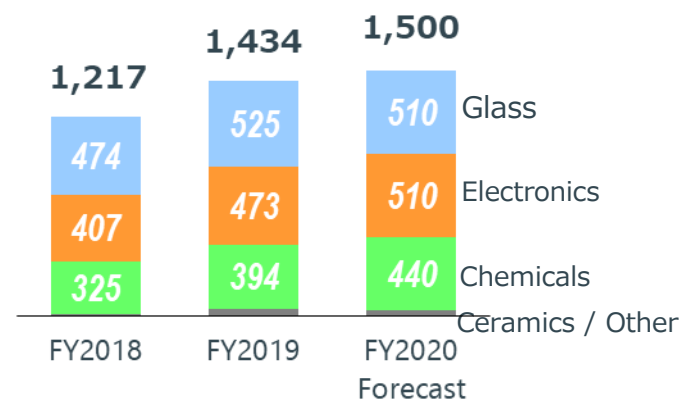
- Improvement in manufacturing cost for chlor-alkali products.
- Increase in shipments of life science.

(100 million yen)

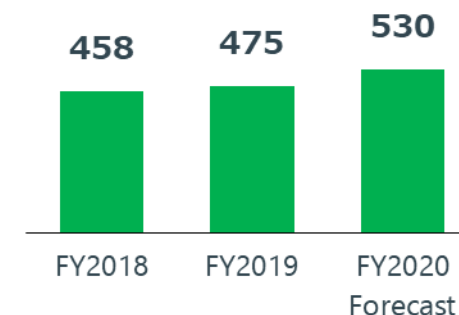
## CAPEX



## Depreciation



## R&D



# Appendix

# Quarterly Performance Comparison by Business Segment

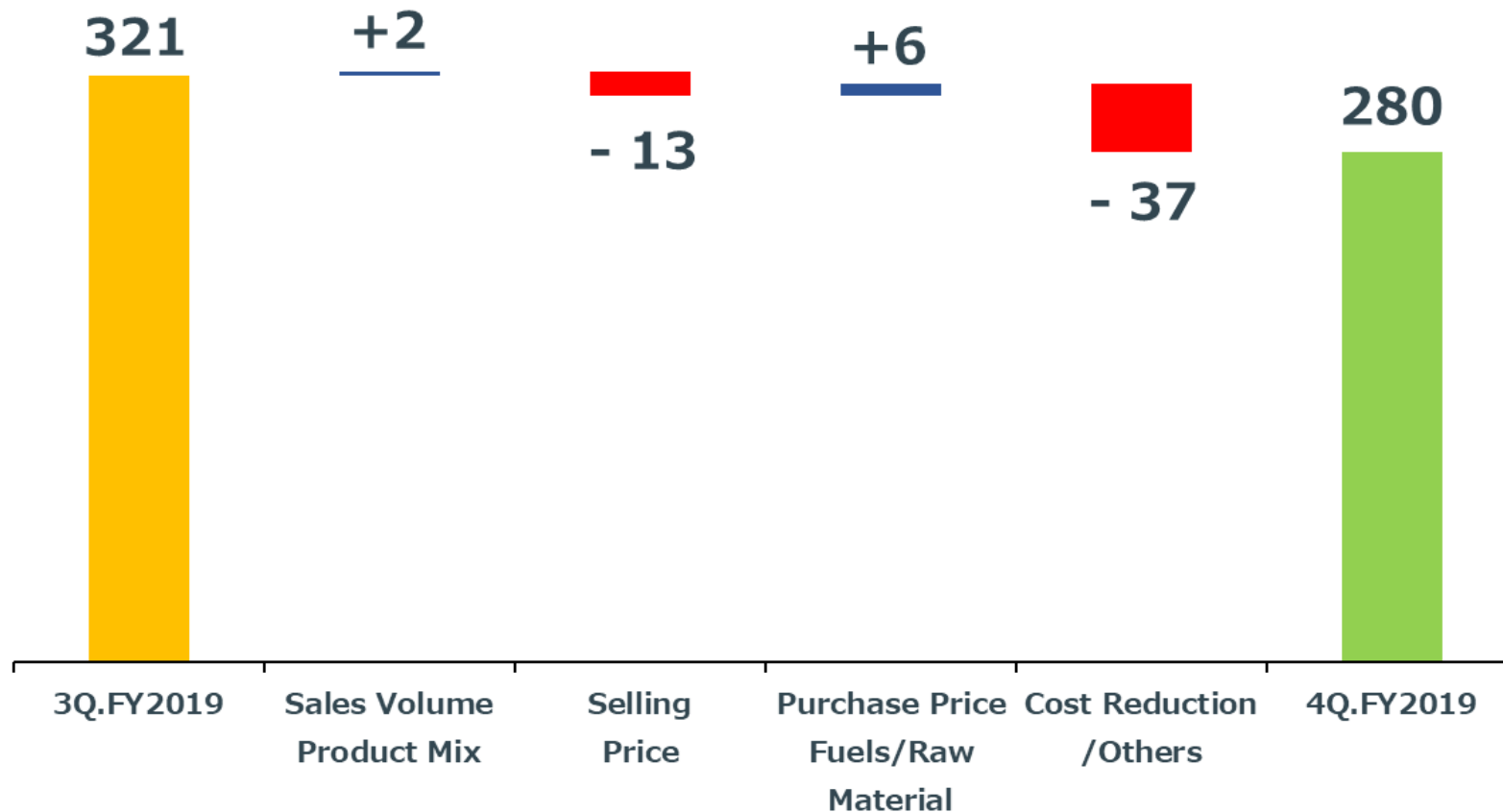
(100 million yen)

	3Q.FY2019	4Q.FY2019	Change	Change %
<b>Net sales</b>	3,863	<b>3,943</b>	+ 80	+2.1%
Glass	1,840	<b>1,837</b>	▲ 3	▲0.2%
Electronics	761	<b>760</b>	▲ 1	▲0.2%
Chemicals	1,197	<b>1,275</b>	+ 77	+6.5%
Ceramics/Other	206	<b>222</b>	+ 16	
Elimination	▲ 142	▲ <b>151</b>	▲ 9	
<b>Operation profit</b>	321	<b>280</b>	▲ 41	▲12.8%
Glass	23	▲ <b>4</b>	▲ 27	▲117.9%
Electronics	109	<b>87</b>	▲ 23	▲20.7%
Chemicals	177	<b>191</b>	+ 13	+7.5%
Ceramics/Other	11	<b>7</b>	▲ 3	
Elimination	1	▲ <b>0</b>	▲ 1	

# Variance Analysis on OP (4Q.FY2019 vs. 3Q.FY2019)

¥ 4.1 bn down from last quarter

(100 million yen)





# YoY Performance Comparison by Geographic Segment

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(100 million yen)

		Japan & Asia	Americas	Europe	Inter- segment	Total	
Glass	Flat glass	<b>1-4Q.FY2019</b>	<b>1,228</b>	<b>461</b>	<b>1,838</b>	-	<b>3,527</b>
		1-4Q.FY2018	1,182	464	1,943	-	3,589
	Automotive glass	<b>1-4Q.FY2019</b>	<b>2,063</b>	<b>704</b>	<b>1,116</b>	-	<b>3,883</b>
		1-4Q.FY2018	2,109	725	1,263	-	4,097
		<b>1-4Q.FY2019</b>	<b>3,290</b>	<b>1,165</b>	<b>2,954</b>	<b>20</b>	<b>7,429</b>
		1-4Q.FY2018	3,291	1,188	3,206	13	7,698
Electronics	<b>1-4Q.FY2019</b>	<b>2,452</b>	<b>192</b>	<b>9</b>	<b>115</b>	<b>2,767</b>	
	1-4Q.FY2018	2,246	133	-	99	2,478	
Chemicals	<b>1-4Q.FY2019</b>	<b>3,950</b>	<b>370</b>	<b>425</b>	<b>14</b>	<b>4,758</b>	
	1-4Q.FY2018	4,176	341	304	23	4,844	
Ceramics/Other	<b>1-4Q.FY2019</b>	<b>375</b>	-	-	<b>458</b>	<b>832</b>	
	1-4Q.FY2018	344	-	-	447	790	
Elimination	<b>1-4Q.FY2019</b>	-	-	-	<b>▲ 606</b>	<b>▲ 606</b>	
	1-4Q.FY2018	-	-	-	▲ 581	▲ 581	
Total Net Sales	<b>1-4Q.FY2019</b>	<b>10,067</b>	<b>1,726</b>	<b>3,387</b>	-	<b>15,180</b>	
	1-4Q.FY2018	10,057	1,663	3,510	-	15,229	

# YoY Performance Comparison by Geographic Segment

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(100 million yen)

		Japan & Asia	Americas	Europe	Inter- segment	Total	
Glass	Flat glass	<b>4Q .FY2019</b>	<b>338</b>	<b>112</b>	<b>456</b>	-	<b>905</b>
		4Q .FY2018	346	124	494	-	964
	Automotive	<b>4Q .FY2019</b>	<b>497</b>	<b>169</b>	<b>257</b>	-	<b>923</b>
	glass	4Q .FY2018	541	167	277	-	985
		<b>4Q .FY2019</b>	<b>835</b>	<b>280</b>	<b>713</b>	<b>9</b>	<b>1,837</b>
		4Q .FY2018	887	291	771	4	1,953
Electronics	<b>4Q .FY2019</b>	<b>677</b>	<b>57</b>	<b>2</b>	<b>24</b>	<b>760</b>	
	4Q .FY2018	595	40	-	34	670	
Chemicals	<b>4Q .FY2019</b>	<b>1,056</b>	<b>86</b>	<b>129</b>	<b>3</b>	<b>1,275</b>	
	4Q .FY2018	1,117	99	76	3	1,295	
Ceramics/Other	<b>4Q .FY2019</b>	<b>107</b>	-	-	<b>116</b>	<b>222</b>	
	4Q .FY2018	92	-	-	110	202	
Elimination	<b>4Q .FY2019</b>	-	-	-	<b>▲ 151</b>	<b>▲ 151</b>	
	4Q .FY2018	-	-	-	▲ 152	▲ 152	
Total Net Sales	<b>4Q .FY2019</b>	<b>2,675</b>	<b>424</b>	<b>844</b>	-	<b>3,943</b>	
	4Q .FY2018	2,691	430	847	-	3,968	

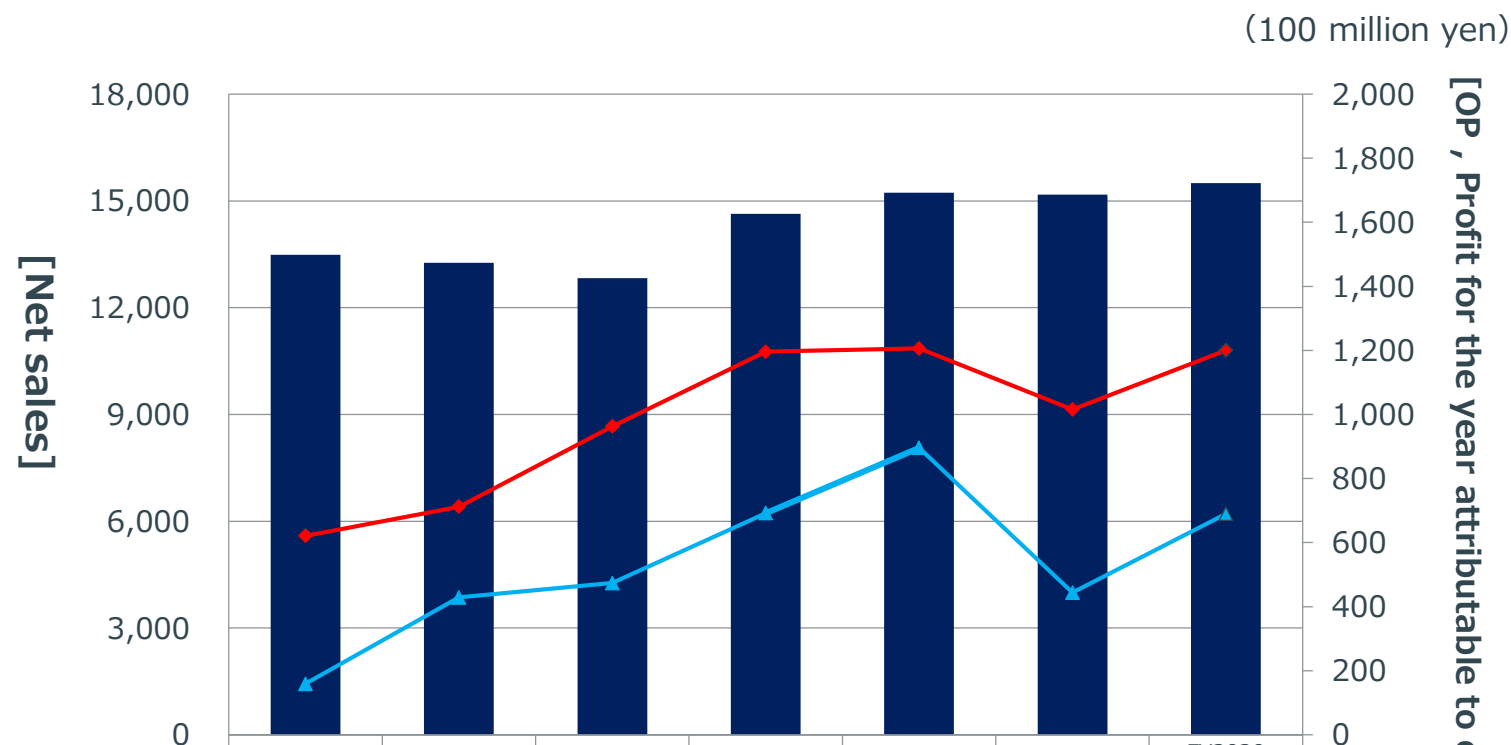
# The Impact of FOREX and Change in the Scope of Consolidation (Compared with the same period of last year)

(100 million yen)

Net sales	Consolidated total*	Glass	Electronics	Chemicals
FY2019	<b>15,180</b>	<b>7,429</b>	<b>2,767</b>	<b>4,758</b>
Change vs. FY2018	▲ 49	▲ 269	+ 288	▲ 86
[Change vs. 1-3Q.FY2018, excluding impacts below]	+ 32	▲ 1	+ 144	▲ 135
Impact of FOREX	▲ 304	▲ 268	▲ 3	▲ 28
Impact of Change in the Scope of Consolidation	+ 223	+ 0	+ 147	+ 76

\*The amount of consolidated total includes the amount of Ceramics/Other and elimination.  
Therefore it will not be equal to the sum of each segment shown in this presentation.

# Changes in the Financial Results



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020 Forecast
Net sales	13,483	13,263	12,826	14,635	15,229	15,180	15,500
Operating profit	621	712	963	1,196	1,206	1,016	1,200
Profit for the year attributable to owners of the parents	159	429	474	692	896	444	690
Operating profit margin	4.6%	5.4%	7.5%	8.2%	7.9%	6.7%	7.7%
Dividend per share	¥90	¥90	¥90	¥105	¥115	¥120	¥130

[OP, Profit for the year attributable to owners of the parent]

(※) Dividend (per share) is adjusted to reflect the 5 into 1 share consolidation implemented on 1 July 2017.

		IFRS				
		15/12	16/12	17/12	18/12	19/12
Return on equity <sup>*1</sup>	%	3.9%	4.3%	6.1%	7.7%	3.9%
Return on assets <sup>*2</sup>	%	3.5%	4.8%	5.7%	5.4%	4.4%
Equity ratio	%	55%	55%	53%	51%	50%
Debt/Equity ratio	times	0.40	0.37	0.38	0.43	0.47
CF from Operating Activities/Interest-bearing debt	times	0.40	0.47	0.42	0.35	0.32
Earnings (per share) <sup>*3</sup>	Yen	185.60	205.14	302.12	399.51	200.85
EBITDA <sup>*4</sup>	100 million yen	2,284	1,958	2,499	2,594	2,319

\*1 Return on equity = Profit for the year attributable to owners of the parent / Total equity attributable to owners of the parent (average)

\*2 Return on assets = Operating profit / Total assets (average)

\*3 Earnings (per share) is adjusted to reflect the 5 into 1 share consolidation implemented on 1 July 2017.

\*4 Earnings before interest, tax, depreciation and amortization(EBITDA) = Profit before tax + Depreciation + Interest expenses

Exchange rates		FY2018					FY2019				
		1 Q	2 Q	3 Q	4 Q	Ave.	1 Q	2 Q	3 Q	4 Q	Ave.
JPY / USD	Average	108.30	109.07	111.46	112.90	110.43	110.20	109.90	107.35	108.76	109.05
	At quarter end	106.24	110.54	113.57	111.00	111.00	110.99	107.79	107.92	109.56	109.56
JPY / EURO	Average	133.22	130.06	129.63	128.78	130.42	125.15	123.49	119.34	120.32	122.07
	At quarter end	130.52	127.91	132.14	127.00	127.00	124.56	122.49	118.02	122.54	122.54

# Major Press Releases in FY2019

Date	Summary
February 6	Notification of Dividends from Surplus (Dividend Increase)
February 19	AGC to acquire global operations of the Advanced Dielectric Division of US-based Taconic
March 4	AGC Completes Acquisition of Spanish Synthetic Pharmaceutical Active Ingredient Manufacturing Plant Malgrat Pharma Chemicals
April 2	Notice regarding Secondary Offering of Shares
May 20	AGC Develops Flexible Antenna Design Technology for Millimeter Wave with Ultra-low Transmission Loss
May 24	Decision Regarding Endorsement of the Recommendations of “Task Force on Climate-related Financial Disclosures (TCFD)”
May 29	DOCOMO, AGC and Ericsson Achieve World’s First 5G Communication Using Glass Antenna for 28 GHz
May 31	AGC Publishes the “AGC Integrated Report 2019”
June 12	AGC completes acquisition of US-based Taconic’s global operations of the Advanced Dielectric Division
July 23	AGC to Revise Pricing for Architectural Glass Products in Japan
July 30	Notice regarding Revision to Full Year Consolidated Financial Forecast for Fiscal Year Ending December 31, 2019
September 12	AGC Establishes a New Production Plant in China to Produce Large 3D/Complex-shaped Cover Glass for Car-mounted Displays
October 1	AGC contributes DOCOMO’s Deployment of Wireless Service Areas Using Glass Antennas to Add Cellular Base Station Functions to Windows
October 8	Notice regarding Impairment losses and Revision to Full Year Consolidated Financial Forecast for Fiscal Year Ending December 31, 2019
October 9	AGC Establishes Original Data Scientist Training Program “Data Science Plus”
November 11	AGC to Expand US and European Biopharmaceutical Production Facilities
December 9	Notice regarding Conclusion of Memorandum of Understanding with Central Glass Co., Ltd. on Integration of Architectural Glass Business in Japan



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