Financial Results for FY2021



AGC Inc.

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Key points for today



■ Financial Results for FY2021:

(YoY)

Net Sales
Operating profit
Profit for the period
Attributable to owners
of the parent

1,697.4 bn JPY (+285.1 bn JPY)
206.2 bn JPY (+130.4 bn JPY)
(+91.1 bn JPY)

- Net sales and operating profit increased significantly owing to the increased sales prices and the growth of the strategic businesses.
- Profit attributable to owners of the parent company achieved the record high.

Outlook for FY2022 :

(YoY)

 Net Sales
 1,800.0 bn JPY
 (+102.6 bn JPY)

 Operating profit
 210.0 bn JPY
 (+3.8 bn JPY)

 Net sales and operating profit will increase together with the growth of the strategic & core businesses while the soaring chlor-alkali market is expected to calm down.



Financial Results for FY2021



1. Highlights of the Financial Results

Highlights of the Financial Results for FY2021



		FY2020 Full-year	FY2021 Full-year	Change	(100 million JPY) Main factors in the change (+) Increasing factors (-)Decreasing factors
Net Sales		14,123		+ 2,851*	 (+) Shipments of architectural glass, automotive glass, life science products and semiconductor-related products increased. (+) Sales prices of PVC and architectural glass increased. (+) Appreciation of Euro.
Operating Profit		758	2,062	+ 1,304	 In addition to the above, (+) Manufacturing costs decreased as the operating efficiency of glass manufacturing facilities improved. (-) Increase in natural gas prices in Europe. (-) Depreciation expenses increased due to factors such as new facility launch for LCD glass substrate and semiconductor-related products. (-) Manufacturing costs of display increased as affected by foreign exchange fluctuation.
Profit before tax		571	2,100	+ 1,529	In addition to the above, (+) Gain on transfer of architectural glass business in North America was posted,etc. (-) Impairment losses for automotive glass business in Europe and printed circuit board materials business was recorded.
Profit for the period to owners of the par		327	1,238	+ 911	
FOREX (Average)	JPY/USD JPY/EUR	106.82 121.81	109.80 129.89		
Crude Oil (Dubai, Average)	USD/BBL	42.20	69.23		

^{*} FOREX impact was +49.8 billion JPY, change in the scope of consolidation was ▲6.3 billion JPY

YoY Performance Comparison by Business Segment

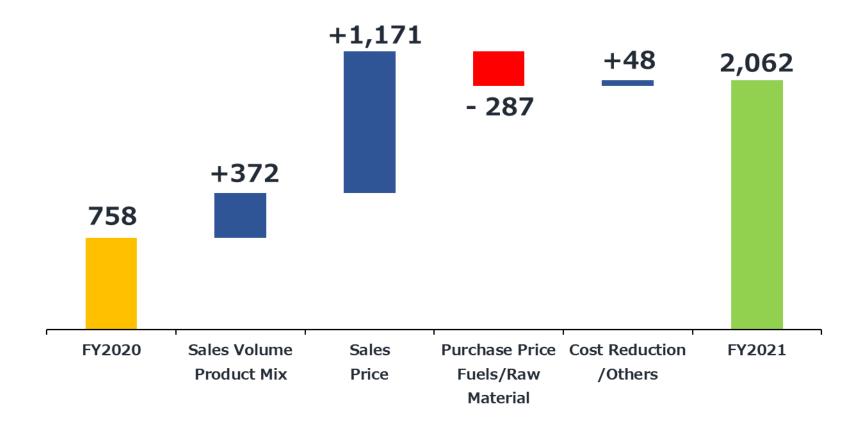


	FY2	2020	FY2	2021	Change	
	Full-year (a)			-year b)	(b)-(a)	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
Glass	6,510	▲ 166	7,343	277	+ 833	+ 443
Electronics	2,894	378	3,120	364	+ 227	1 4
Chemicals	4,512	505	6,308	1,388	+ 1,796	+ 883
Ceramics/Other	811	42	794	35	▲ 17	4 7
Elimination	▲ 603	1	▲ 591	A 2	+ 12	1
Total	14,123	758	16,974	2,062	+ 2,851	+ 1,304

Variance Analysis on (FY2021 vs. FY2020)



130.4 bn JPY up from last year



Consolidated Statement of Financial Position



■ D/E ratio improved with the repayment of the Covid-caused interest-bearing debt.

	2020/12	2021/12	Change	_
Cash and cash equivalents	2,361	1,958	4 03	-
Inventories	2,748	3,301	+ 553	
Property, plant and equipment,	14276	15.067	. CO1	Foreign exchange fluctuation
Goodwill and Intangible assets	14,376	15,067	+ 691	+78.9billion yen
Other assets	5,859	6,334	+ 475	Fausina audhanas
Total assets	25,345	26,660	+ 1,316	Foreign exchange fluctuation
Interest-bearing debt	7,880	6,032	▲ 1,848	+119.5billion yen
Other liabilities	5,035	5,815	+ 780	
Liabilities	12,914	11,847	1,068	Soa
Total equity attributable to	11 151	12 142	. 1 000	-
owners of the parent	11,151	13,142	+ 1,990	
Non-controlling interests	1,279	1,672	+ 393	_
Equity	12,430	14,814	+ 2,383	
Total liabilities and equity	25,345	26,660	+ 1,316	
D/E ratio	0.63	0.41		_

Consolidated Statement of Cash Flow



 Significant decrease in cash flow from investing activities due to transfer of architectural glass business in North America and sale of strategic holdings.

Full	-year
------	-------

	FY2020	FY2021
Profit before tax	571	2,100
Depreciation and amortization	1,437	1,668
Increase(decrease) in working capital	78	▲ 307
Others	168	▲ 194
Cash flows from operating activities	2,254	3,267
Cash flows from investing activities	▲ 2,302	▲ 1,238
Free cash flow	▲ 49	2,029
Changes in interest-bearing debt	1,578	▲ 2,158
Dividends paid	▲ 266	▲ 310
Others	▲ 28	▲ 54
Cash flows from financing activities	1,284	▲ 2,523
Effect of exchange rate changes on	1 2	90
cash and cash equivalents	12	90
Net increase(decrease) in cash and	1,223	403
cash equivalents	1,445	A 403

CAPEX, Depreciation and R&D



(100 million JPY)

Full-	-year
-------	-------

	FY2020	FY2021	
CAPEX	2,413	2,165	•
Glass	641	503	_
Electronics	807	702	
Chemicals	952	942	
Ceramics/Other	15	22	
Elimination	A 2	A 3	
Depreciation	1,437	1,668	4
Glass	510	537	
Electronics	479	612	
Chemicals	430	500	
Ceramics/Other	19	20	
Elimination	1	1	
R&D	464	494	

Main projects for CAPEX

- G11 investment in China (Electronics)
- Repairment for display glass furnace (Electronics)
- Production facility enhancement for semiconductorrelated products (Electronics)
- Capacity enhancement for PVC in Southeast Asia (Chemicals)
- Capacity enhancement for fluorochemicals (Chemicals)
- Acquisition of a cell and gene therapy manufacturing facility (Chemicals)
- Capacity enhancement for bio-pharmaceuticals (Chemicals)

etc.

Main factors for increase in depreciation cost

- · Production facility enhancement for semiconductorrelated products (Electronics)
- G11 investment in China (Electronics)

etc.



2. Business and Geographic Segments

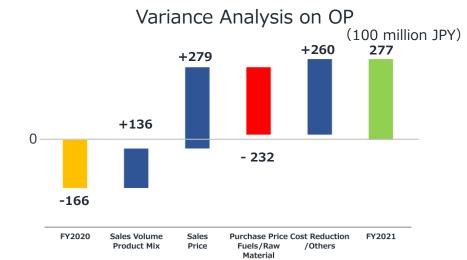
Glass Segment



(100	million	JPY)

	Full-y		
	FY2020	FY2021	Change
Net sales	6,510	7,343	+ 833*
Architectural Glass	3,249	3,811	+ 562
Automotive Glass	3,235	3,511	+ 276
(Inter-segment)	26	20	
Operating profit	▲ 166	277	+ 443

^{*} FOREX impact: +30.1 billion yen, Change in the Scope of Consolidation: ▲7.6 billion yen

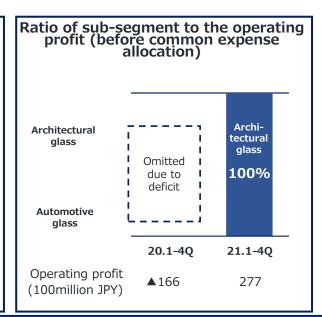


(Architectural glass)

- Increased shipments mainly in Europe and Indonesia offset the impact of the transfer of the North American business.
- Sales prices increased significantly in Europe and South America.
- Manufacturing costs declined as utilization of the manufacturing facilities improved and fixed cost reductions associated with structural reforms mainly in Europe.
- Natural gas prices increased in Europe.

(Automotive glass)

- Though affected by the component supply shortages including semiconductor, shipments increased in many regions.
- Manufacturing costs declined as the utilization of the manufacturing facilities improved mainly in the Japan/Asia region.

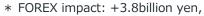


Electronics Segment



(100 million JPY)
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	Full-y		
	FY2020	FY2021	Change
Net sales	2,894	3,120	+ 227*
Display	1,772	1,821	+ 48
Electronic Materials	1,058	1,210	+ 152
(Inter-segment)	63	90	
Operating profit	378	364	1 4



Change in the Scope of Consolidation: No impact

(Display)

- While shipments of LCD glass substrates decreased, those of specialty glass for display applications increased.
- Depreciation expenses increased because of the new facility launch for LCD glass substrates.
- Manufacturing costs increased as affected by foreign exchange fluctuations.

[Electronic materials]

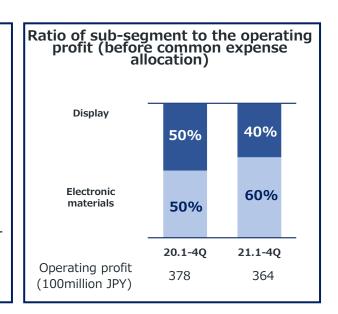
- Shipments of semiconductor-related products such as EUV mask blanks and optoelectronic materials increased.
- Shipments of circuit board materials decreased due to factors such as the US-China trade friction.
- Depreciation expenses increased because of factors such as the new facility launch for semiconductor-related products.

Variance Analysis on OP (100 million JPY) +71 +71 378 364 - 228

FY2020

Sales Volume

Product Mix



Purchase Price Cost Reduction

Fuels/Raw

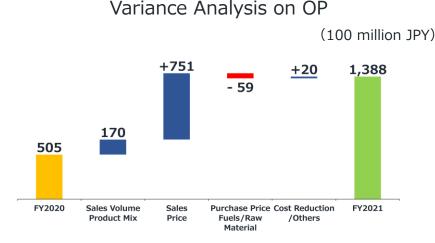
Material

Chemicals Segment



(100	million	JPY)
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	Full-y		
	FY2020	FY2021	Change
Net sales	4,512	6,308	+ 1,796*
Chlor-alkali & Urethane	2,641	3,904	+ 1,263
Fluorochemicals & Specialty	1,057	1,239	+ 182
Life science	799	1,152	+ 352
(Inter-segment)	14	13	
Operating profit	505	1,388	+ 883



(Chlor-alkali/urethane)

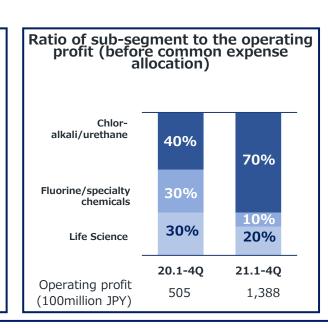
- Sales prices of PVC and caustic soda increased.

(Fluorine/specialty chemicals)

- Shipments of fluorochemical-related products continued recovering for automotive applications.
- Shipments of fluorochemical-related products for aircraft applications got back to the recovery trend in 3Q.

[Life science]

- Shipments of synthetic pharmaceuticals and agrochemicals CDMO increased.
- Shipments of bio-pharmaceuticals CDMO increased with the addition of anticoronavirus applications.

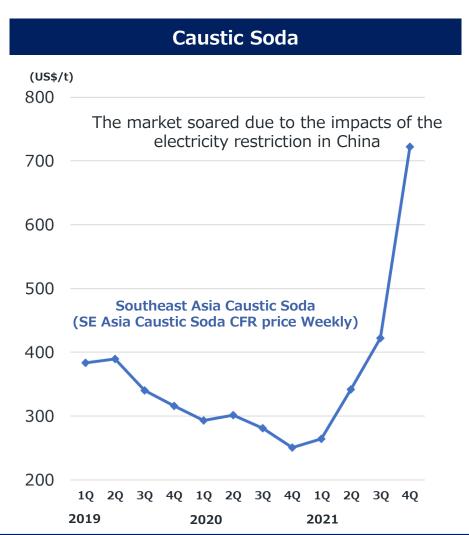


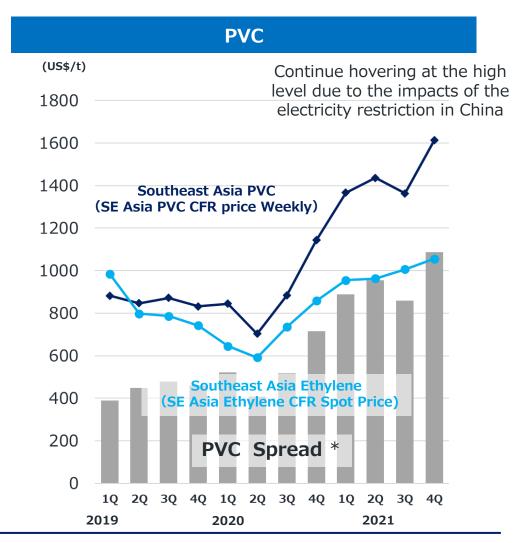
^{*} FOREX impact: +14.9 billion yen, Change in the Scope of Consolidation: +1.2 billion yen

Reference: Market trend of Caustic Soda and PVC in Southeast Asia



- Chlor-alkali markets soared due to the impacts of the electricity restriction in China in 4Q.
- The market, soared in October, gradually slowed down toward the end of the year.





Source: Bloomberg

*PVC-ethylene spread calculation; PVC spot market price - (ethylene market price X 0.5)

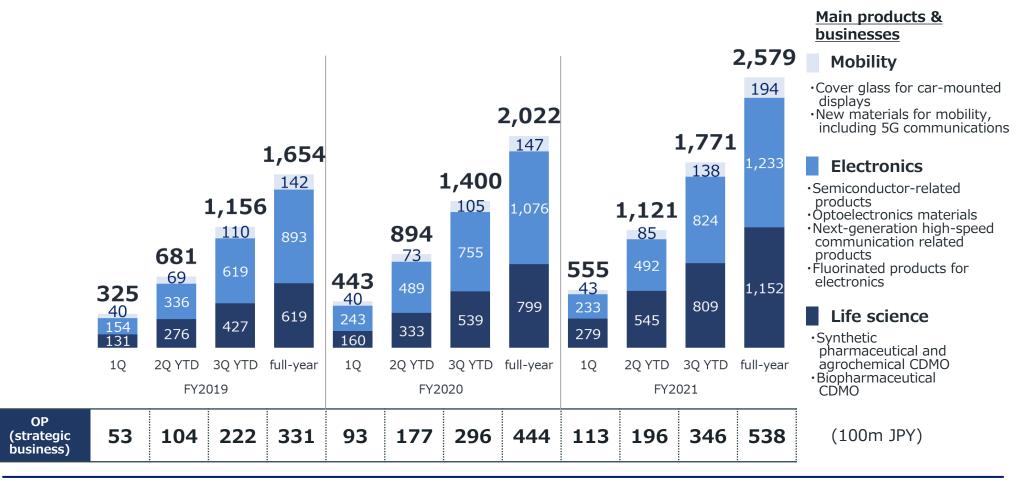
Profit contribution of Strategic Business



OP growing steadily

(100 million JPY)

Sales of Strategic business



ROCE & EBITDA by Segment



(100 million yen)

	Opera pro		EBI [.]	EBITDA* ROCE		Operating assets		
	2020	2021	2020	2021	2020 2021		2020	2021
Glass	▲ 166	277	344	815	-	4.6%	6,400	6,000
Electronics	378	364	857	976	6.3%	5.8%	6,000	6,250
Chemicals	505	1,388	935	1,887	8.9%	21.5%	5,700	6,450
Ceramics/Others	42	35	62	55	14.1%	14.0%	300	250
Elimination	1	▲ 2	▲2	▲3	-	-	-	-
Total	758	2,062	2,195	3,729	4.1%	10.9%	18,400	18,950



Outlook for FY2022

FY2022 Outlook



Despite the impact of softening PVC market and rising raw material and fuel prices, we expect to maintain a high level of profitability due to growth in core and strategic businesses.

			(100 Hillion JFT)	
		FY2021	FY2022e	
Net sales		16,974	18,000	
	(First half	8,113	8,700)
Operating profit		2,062	2,100	
	(First half	952	950)
Profit before tax		2,100	1,970	
Profit for the year attributable to owners of the	e parent	1,238	1,150	
Dividend (JPY/share)		210	210	
		(Ordinary 160)		
		(Special 50)		
Operating profit margin		12.1%	11.7%	
ROE		10.2%	8.8%	k
FOREX (Average)	JPY/USD	109.8	115.0	
	JPY/EUR	129.9	129.0	
Crude Oil (Dubai, Average)	USD/BBL	69.2	80.0	
Ethylene (CFR SEA)	USD/MT	1,141	1,070	

Outlook breakdown by Segment (Net sales and Operating profit)



	FY2	2021	FY2	022e	Change			
	(a)	(b)	(b)-	(a)		
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit		
Glass	7,343	277	7,650	360	+ 307	+ 83		
Electronics	3,120	364	3,450	420	+ 330	+ 56		
Chemicals	6,308	1,388	6,600	1,300	+ 292	▲ 88		
Ceramics/Other	794	35	800	20	+ 6	▲ 15		
Elimination	▲ 591	A 2	▲ 500	0	+ 91	+ 2		
Total	16,974	2,062	18,000	2,100	+ 1,026	+ 38		

Outlook by Business Segment



	Outlook for FY2022
Glass	 (Architectural glass) Steady performance is expected as a good supply-demand balance will continue mainly in Europe. Impacts of a fuel price hike will be a concern. (Automotive glass) Global vehicle production will gradually recover from the component supply shortages including semiconductor. Impacts of a fuel price hike will be a concern.
Electro nics	 (Display) Shipments of LCD glass substrates will increase for China. Shipments of specialty glass for display applications will increase due to the growth of the smartphone market. (Electronic materials) Shipments of semiconductor-related products and optoelectronics materials will increase. Shipments of circuit board materials will increase due to the growth of the communication infrastructure and the in-vehicle market.
Chemi cals	 (Chlor-alkali/urethane) Shipments will increase as the PVC manufacturing facilities in Indonesia starts operations. The chlor-alkali market will be softening after the surge in 2021. (Fluorine/specialty chemicals) Shipments will increase following the strong demand for semiconductor/automotive applications. (Life science) Shipments of both synthetic pharmaceuticals CDMO & agrochemicals and bio-pharmaceuticals CDMO will increase because of the capacity increase.

Profit contribution of Strategic Business



Strategic businesses are expected to grow steadily.



CAPEX, Depreciation and R&D



(100 million JPY)

Full year

	FY2021	FY2022e
CAPEX	2,165	2,800
Glass	503	500
Electronics	702	880
Chemicals	942	1,400
Ceramics/Other	22	20
Elimination	A 3	0
Depreciation	1,668	1,800
Glass	537	540
Electronics	612	680
Chemicals	500	560
Ceramics/Other	20	20
Elimination	1	0
R&D	494	540

[Main projects for CAPEX]

- Capacity enhancement of Electronic materials (Electronics)
- Repairment for display glass furnace (Electronics)
- Capacity enhancement of PVC in Southeast Asia (Chemicals)
- Capacity enhancement on fluorochemical (Chemicals)
- Capacity enhancement of bio pharmaceutical (Chemicals)

and others

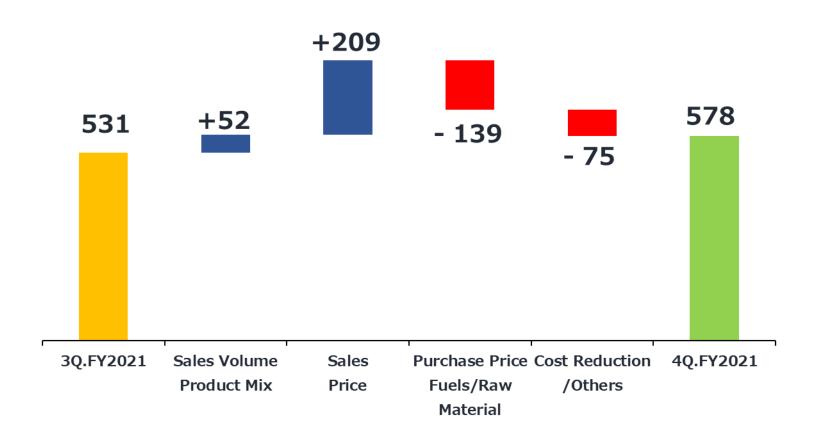


Appendix

Variance Analysis on OP(4Q.FY2021 vs. 3Q.FY2021)



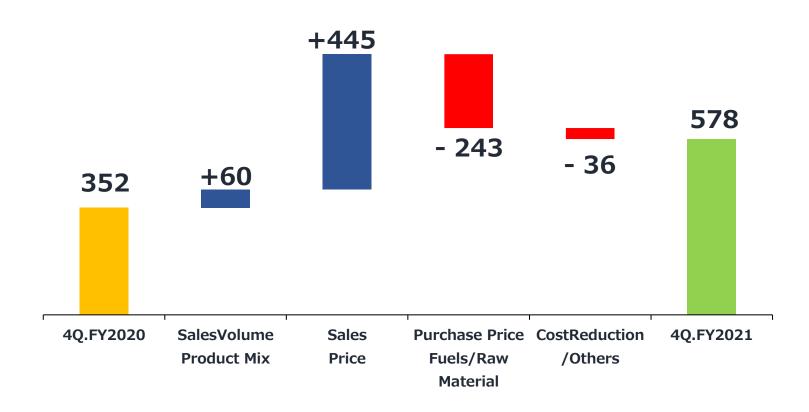
4.7 bn JPY up from last quarter



Variance Analysis on OP(4Q.FY2021 vs. 4Q.FY2020)







YoY Performance Comparison by Geographic Segment



	Full-y	(100 million JPY)	
	FY2020	FY2021	Change
Net sales	14,123	16,974	+ 2,851
Japan &Asia	9,453	11,244	+ 1,791
Americas	1,545	1,750	+ 205
Europe	3,125	3,980	+ 855
Operating profit	758	2,062	+ 1,304
Japan &Asia	1,017	1,986	+ 969
Americas	34	100	+ 66
Europe	69	375	+ 306
Cross-regional common expenses	▲ 363	▲ 399	▲ 36

FOREX impact: +49.8 bn JPY

Change in the scope of consolidation : **6.4** bn JPY

YoY Performance Comparison by Geographic Segment



			Japan & Asia	nericas	Europe	Inter- segment	Total
	Architectural	4Q.FY2021	347	61	604	-	1,011
	glass	4Q.FY2020	321	129	452	-	901
	Automotive	4Q.FY2021	482	159	241	-	881
	glass	4Q.FY2020	537	160	246	-	943
Glass		4Q.FY2021	829	220	845	3	1,896
		4Q.FY2020	858	288	697	7	1,851
Electronics		4Q.FY2021	774	84	4	27	889
		4Q.FY2020	705	67	3	19	792
Chemicals		4Q.FY2021	1,436	130	231	3	1,800
		4Q.FY2020	1,035	80	178	3	1,296
Ceramics/Ot	her	4Q.FY2021	86	-	-	146	233
		4Q.FY2020	84	-	-	150	235
Elimination		4Q.FY2021	-	-	-	▲ 180	▲ 180
		4Q.FY2020	-	-	-	▲ 179	▲ 179
Total Net Sa	les	4Q.FY2021	3,126	434	1,079	-	4,639
		4Q.FY2020	2,682	435	878	-	3,995

YoY Performance Comparison by Geographic Segment



			Japan & Asia	Americas	Europe	Inter- segment	Total
	Architectural	FY2021	1,202	439	2,170	-	3,811
	glass	FY2020	1,143	446	1,659	-	3,249
	Automotive	FY2021	1,930	607	975	-	3,511
	glass	FY2020	1,788	556	891	-	3,235
Glass		FY2021	3,132	1,046	3,144	20	7,343
		FY2020	2,931	1,002	2,550	26	6,510
Electronics		FY2021	2,743	275	12	90	3,120
		FY2020	2,587	232	11	63	2,894
Chemicals		FY2021	5,043	429	823	13	6,308
		FY2020	3,623	311	564	14	4,512
Ceramics/Ot	her	FY2021	326	-	-	468	794
		FY2020	311	-	-	500	811
Elimination		FY2021	-	-	-	▲ 591	▲ 591
		FY2020	-	-	-	▲ 603	▲ 603
Total Net Sa	les	FY2021	11,244	1,750	3,980	-	16,974
		FY2020	9,453	1,545	3,125	-	14,123

Business Performance



							(1	L00 milli	on JPY)
Glass	4Q.19	1Q.20	2Q.20	3Q.20	4Q.20	1Q.21	2Q.21	3Q.21	4Q.21
Net Sales	1,837	1,693	1,249	1,717	1,851	1,806	1,912	1,729	1,896
Architectural Glass	905	801	706	840	901	891	991	916	1,011
Automotive Glass	923	889	534	869	943	908	915	808	881
(Inter Segment)	9	3	8	7	7	7	6	5	3
Operating profit	4	1 26	▲ 182	▲ 12	53	97	106	50	25

Electronics	4Q.19	1Q.20	2Q.20	3Q.20	4Q.20	1Q.21	2Q.21	3Q.21	4Q.21
Net Sales	760	692	693	715	792	710	705	816	889
Display	460	433	433	448	458	461	429	474	457
Electronic Materials	276	238	247	257	316	230	257	318	405
(Inter Segment)	24	22	13	10	19	19	20	24	27
Operating profit	87	89	85	99	106	86	54	105	119

Chemicals	4Q.19	1Q.20	2Q.20	3Q.20	4Q.20	1Q.21	2Q.21	3Q.21	4Q.21
Net Sales	1,275	1,142	983	1,091	1,296	1,373	1,508	1,626	1,800
Chlor-alkali & Urethane	768	695	559	632	755	822	940	1,030	1,112
Fluorochemicals & Specialty	311	283	247	250	278	269	299	329	343
Life science	193	160	173	207	260	279	265	265	343
(Inter Segment)	3	4	5	3	3	3	4	3	3
Operating profit	191	151	75	98	180	255	340	365	427

Market trend



Trend of shipment and price

						20	20		2021				
					1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
YoY co	mparision					•							
Glass	Architectural	Japan & Asia	shipmer	nt	-low single-digit	-high single-digit	+mid single-digit	+low single-digit	+10%	+low 10% range	-mid single-digit	flat	
	(AGC)		price		flat	-low single-digit	-high single-digit	-mid single-digit	-mid single-digit	+low single-digit	+10%	+low 10% range	
		North America	shipme	nt	-high single-digit	-low 20% range	+low single-digit	+low 10% range	+mid 10% range	+mid 30% range	-	_	
			price		-high single-digit	-mid single-digit	-mid single-digit	-mid single-digit	+low single-digit	+low 10% range	_	-	
		Europe	shipmer	nt	flat	-low 20% range	+low single-digit	-mid single-digit	+low single-digit	+high 20% range	+mid single-digit	+low 20% range	
			price		-low 10% range	-mid 20% range	-high 10% range	-low single-digit	+high single-digit	+high 30% range	+high 30% range	+high 30% range	
	Automobile production*1	Japan	volume		-7%	-48%	-12%	+3%	-5%	+54%	-23%	-18%	
		North America	volume		-11%	-68%	+0%	+0%	-4%	+131%	-27%	-17%	
		Europe & Russia	volume		-17%	-60%	-7%	+2%	+1%	+84%	-32%	-27%	
Electronics	Display panel demand*2	Global	area		-0%	+5%	+12%	+7%	+17%	+10%	-3%	+3%	
Spot m	arket pric	е											
Chemicals	Chlor-alkali (Southeast Asia)	Caustic soda*3	price	USD/MT	290	290	275	266	264	342	422	722	
		PVC*3	price	USD/MT	805	790	970	1,230	1,367	1,437	1,363	1,613	
		Ethylene*3	price	USD/MT	500	800	805	920	955	963	1,007	1055	

 $^{^{*1}}$ Source : IHS Markit data as of December 10, 2021.

 $^{*^2}$ Source: Omdia-Display Long-Term Demand Forecast Tracker – 3Q21 Pivot

Results are not an endorsement of AGC Inc. Any reliance on these results is at the third-party's own risk.

^{*3} Source : Bloomberg

Financial index



		IFRS					
		16/12	17/12	18/12	19/12	20/12	21/12
Net sales	Million JPY	1,282,570	1,463,532	1,522,904	1,518,039	1,412,306	1,697,383
Operating profit	Million JPY	96,292	119,646	120,555	101,624	75,780	206,168
OP margin	%	7.5	8.2	7.9	6.7	5.4	12.1
Attributable to owners of the parent	Million JPY	47,438	69,225	89,593	44,434	32,715	123,840
Return on equity (ROE) *1	%	4.3	6.1	7.7	3.9	2.9	10.2
Return on assets (ROA) *2	%	4.8	5.7	5.4	4.4	3.1	7.9
Equity ratio	%	55	53	51	50	44	49
D/E (Interest-bearing debts · Net assets)	times	0.37	0.38	0.43	0.47	0.63	0.41
CF from Operating Activities/Interest- bearing debt	times	0.47	0.42	0.35	0.32	0.29	0.54
Earnings per share(EPS) *3	JPY	205.14	302.12	399.51	200.85	147.84	559.11
Cash dividends per share	JPY	90	105	115	120	120	210
EBITDA *4	Million JPY	195,767	249,880	259,425	231,857	208,459	383,226
Exchange rates (average)	JPY/USD	108.84	112.19	110.43	109.05	106.82	109.80
Exchange rates (average)	JPY/EUR	120.33	126.66	130.42	122.07	121.81	129.89

^{*1} Profit for the year attributable to owners of the parent/Total equity attributable to owners of the parent(average)

For other financial indicators, please see here. https://www.agc.com/ir/pdf/data all.pdf

^{*2} Operating profit/Total assets(average)

^{*3} Earnings per share is adjusted to reflect the 5 into 1 share consolidation implemented on July 2017.

^{*4} EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) = Profit before taxes + Depreciation + Interest expenses

Major Press Release in FY2021



Date	Summary
January 14	Notice regarding Termination of Discussions with Central Glass Co., Ltd. on Integration of Architectural Glass Business in Japan
January 26	DOCOMO and AGC Use Metasurface Lens to Enhance Radio Signal Reception Indoors
February 5	AGC Formulates New Management Policy, Long-term Strategy, and Medium-term Management Plan
February 16	AGC Chiba Plant Introduces Private LTE Network in Preparation for Introducing 5G Network
March 3	AGC Biologics to Expand Gene and Cell Therapy CDMO Capacity at its Milan Site
March 19	AGC to Integrate and Reorganize the 3 Chlor-Alkali Companies in Thailand and CLMV Markets
April 12	AGC to Implement Organizational Reform of its Architectural Glass Business
April 26	AGC Develops "Smart Inventory System" for Automated Management of Raw Materials
May 25	Alteryx Data Analysis Platform to be Deployed to AGC's Chemical Plants
June 8	AGC Biologics' Heidelberg Facility to Further Supply Plasmid DNA for COVID-19 Vaccine
July 2	AGC Biologics Enters Agreement to Acquire Facility in Longmont, Colorado, U.S.
July 15	AGC to Revise Pricing for Architectural Glass Products in Japan
August 3	Notice regarding Closing of Transfer of Architectural Glass Business in North America
September 14	AGC Biologics to Build New Messenger RNA Capacity at its Heidelberg Facility
September 30	ISO Publishes Technical Specification for ZEB Promotion Formulated by JASE-W, in which AGC Participates
November 12	AGC Wakasa Chemicals to Increase CDMO Production Capacity at its Kaminaka Plant in Fukui Prefecture
December 2	AGC Transfers All of the Shares of Schott Gemtron
December 9	Changes in the Board of Directors, Corporate Auditors and Executive Officers



END

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