Financial Results for FY2018



AGC Inc. 2019. 2. 6

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Financial Results for FY2018



1. Highlights of the Financial Results

Highlights of the Financial Results for FY2018



YoY Comparision for the full year

1,522.9 billion yen	(up	59.4 billion yen	+4.1% YoY)
120.6 billion yen	(up	0.9 billion yen	+0.8% YoY)
128.4 billion yen	(up	14.0 billion yen	+12.2% YoY)
89.6 billion yen	(up	20.4 billion yen	+29.4% YoY)
	120.6 billion yen 128.4 billion yen	120.6 billion yen (up 128.4 billion yen (up	120.6 billion yen (up 0.9 billion yen) 128.4 billion yen (up 14.0 billion yen)

attributable to owners of the parent

- Recorded OP increase for 4 consecutive years.
 Growth in sales due to increased volume of shipments in each business, but growth in profit was smaller due to the increase of raw materials and fuel prices and other factors.
- Significant growth in "Profit for the year attributable to owners of the parent".

Consolidated Statements of Profit or Loss



	40	2		Full-y	ear ear	(100 million yen)
	FY2017	FY2018	Change	FY2017	FY2018	Change
Net Sales	3,996	3,968	▲ 28 *	14,635	15,229	+ 594 *
Operating Profit	372	335	▲ 37	1,196	1,206	+ 9
other income/expenses	▲ 42	▲ 15		▲ 57	19	
Business Profit	330	321	4 9	1,139	1,225	+ 86
Financial income/cost	7	53		5	59	
Profit before tax	337	374	+ 36	1,144	1,284	+ 140
income tax expenses	▲ 224	▲ 7 8		▲ 351	▲ 264	
Profit for the year	113	296	+ 183	793	1,020	+ 227
attributable to owner the parent	s of 86	247	+ 161	692	896	+ 204
attributable to non- controlling interests	27	49		101	124	
JPY/U Forex(Average)	SD 112.98	112.90		112.19	110.43	
JPY/E	UR 133.01	128.78		126.67	130.42	
Srude Oil (Duba	59.3	67.4		53.2 Foreign exchange flu	69.4	red -5.5 hillion von

⁴Q net sales, and +5.9 billion yen in Full-year net sales.

YoY Performance Comparison by Business Segment



	4Q			Full-y	vear	(100 million yen)
	FY2017	FY2018	Change	FY2017	FY2018	Change
Net sales	3,996	3,968	▲ 28	14,635	15,229	+ 594
Glass	1,944	1,919	▲ 24	7,351	7,575	+ 223
Electronics	719	677	4 2	2,624	2,526	▲ 97
Chemicals	1,252	1,295	+ 42	4,376	4,844	+ 467
Ceramics/Other	229	202	▲ 27	754	790	+ 36
Elimination	▲ 148	▲ 125	+ 23	▲ 470	▲ 506	▲ 36
Operation profit	372	335	▲ 37	1,196	1,206	+ 9
Glass	52	44	▲ 8	271	225	4 5
Electronics	105	78	▲ 27	273	240	▲ 33
Chemicals	209	209	1	637	711	+ 75
Ceramics/Other	5	4	1	14	28	+ 14
Elimination	0	0	+ 0	1	0	1

Variance Analysis on OP (FY2018 vs. FY2017)



¥ 0.9 bn up from the same period last year



Variance Analysis on OP(4Q.FY2018 vs. 4Q.FY2017)



¥ 3.7 bn down from the same period last year



Quarterly Performance Comparison by Business Segment



	3Q.FY2018	4Q.FY2018	Change	Change %
Net sales	3,807	3,968	+ 161	+4.2%
Glass	1,839	1,919	+ 80	+4.4%
Electronics	651	677	+ 26	+4.0%
Chemicals	1,252	1,295	+ 43	+3.4%
Ceramics/Other	190	202	+ 12	
Elimination	▲ 125	▲ 125	A 0	
Operation profit	267	335	+ 68	+25.5%
Glass	28	44	+ 16	+56.9%
Electronics	62	78	+ 16	+26.2%
Chemicals	166	209	+ 43	+25.6%
Ceramics/Other	11	4	A 7	
Elimination	0	0	+ 0	

Variance Analysis on OP (4Q.FY2018 vs. 3Q.FY2018)







Consolidated Statement of Financial Position



	2017/12	2018/12	Change
Cash and cash equivalents	1,264	1,235	A 29
Inventories	2,617	2,770	+ 153
Property, plant and equipment, Goodwill and Intangible assets	11,974	12,547	+ 573
Other assets	6,430	5,806	▲ 624
Total assets	22,286	22,358	+ 72 *
Interest-bearing debt	4,891	5,418	+ 527
Other liabilities	4,496	4,404	▲ 92
Liabilities	9,387	9,822	+ 435
Total equity attributable to owners of the parent	11,840	11,372	468
Non-controlling interests	1,059	1,164	+ 105
Equity	12,899	12,536	▲ 363
Total liabilities and equity	22,286	22,358	+ 72
D/E ratio	0.38	0.43	

^{* -78.2} billion yen due to foreign exchange fluctuation.

Consolidated Statement of Cash Flow



	4Q		Full-year	
	FY2017	FY2018	FY2017	FY2018
Profit before tax	337	374	1,144	1,284
Depreciation and amortization expense	324	298	1,282	1,217
Increase(decrease) in woring capital	117	12	▲ 150	▲ 270
Others	4 4	4 7	▲ 242	▲ 338
Cash flows from operating activities	734	676	2,035	1,893
Cash flows from investing activities	▲ 532	▲ 752	▲ 2,096	▲ 1,945
Free cash flow	202	▲ 76	▲ 61	▲ 52
Changes in interest-bearing debt	154	▲ 28	314	544
Dividends paid	_	_	▲ 219	▲ 249
Others	▲ 154	▲ 38	▲ 283	▲ 209
Cash folws from financing activities	A 0	▲ 66	▲ 187	87
Effect of exchange rate changes on cash and cash equivalents	27	▲ 22	39	▲ 64
Net increase(decrease) in cash and cash equivalents	229	▲ 163	▲ 209	▲ 29

CAPEX, Depreciation and R&D



	40	5	Full-	year
	FY2017	FY2018	FY2017	FY2018
CAPEX	634	583	1,651	2,306
Glass	265	301	637	890
Electronics	156	140	480	795
Chemicals	202	139	507	610
Ceramics/Other	11	4	28	12
Elimination	A 0	▲ 0	A 0	1
Depreciation	324	298	1,282	1,217
Glass	122	111	456	470
Electronics	117	99	510	411
Chemicals	79	85	296	325
Ceramics/Other	6	3	21	12
Elimination	A 0	▲ 0	1	1
R&D	123	119	439	458

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



Net sales	Consolidated total*	Glass	Electronics	Chemicals
FY2018	15,229	7,575	2,526	4,844
Change vs. FY2017	+ 594	+ 223	▲ 97	+ 467
[Change vs. FY2017, excluding impacts below]	+ 432	+ 250	▲ 104	+ 286
Impact of FOREX	+ 59	+ 38	+ 7	+ 15
Impact of Change in the Scope of Consolidation	+ 102	▲ 65	+ 0	+ 166

^{*}The amount of consolidated total includes the amount of Ceramics/Other and elimination, therefore it may not be equal to the sum of each segment.



2. Business and Geographic Segments

Glass Segment (1)



	4Q			Full-ye	(100 million yen)	
	FY2017	FY2018	Change	FY2017	FY2018	Change
Net sales	1,944	1,919	▲ 24	7,351	7,575	+ 223
Architectural glass	934	964	+ 30	3,479	3,589	+ 109
Automotive glass	1,005	951	▲ 54	3,860	3,973	+ 113
(Inter-segment)	4	4		12	13	
Operating profit	52	44	▲ 8	271	225	▲ 45

^{*} Sales figures of the sub-segment presents the "sales to external customers". (Changed from the figures disclosed in FY2017.)



Glass Segment (2)



(YoY comparison for the full year)

(Net sales) Increased

Architectural Glass

• Yen based sales increased due to increase of shipments in Europe, and impact from appreciation in the value of Euro.

Automotive Glass

 Yen based sales increased due to increase of shipments in Japan, Asia, and Europe, and impact from appreciation in the value of Euro.

(Operating profit) Decreased

Common factors

•Increase of production costs and logistic costs, due to global rise of raw material and fuel price, such as crude oil and natural gas.

Automotive glass

- •In Japan, productivity declined due to increase of orders, and fixed costs increased due to installation of new facilities.
- Down turn in profitability in North America market, due to change in sales mix.

Electronics Segment (1)



	4Q			Full-ye	(100 million yen)	
	FY2017	FY2018	Change	FY2017	FY2018	Change
Net sales	719	677	▲ 42	2,624	2,526	▲ 97
Display	505	470	▲ 35	1,955	1,834	▲ 122
Electronic Materials	210	199	▲ 11	651	669	+ 18
(Inter-segment)	4	8		18	24	
Operating profit	105	78	▲ 27	273	240	A 33

^{*} Sales figures of the sub-segment presents the "sales to external customers". (Changed from the figures disclosed in FY2017.)



Electronics Segment (2)



(YoY comparison for the full year)

(Net sales) Decreased

Display

- -LCD glass substrates
 - Shipments increased slightly, and the range of decline in selling prices shrunk.
- -Specialty glass for display applications
 - Annual sales of DragontrailTM exceeded in YoY, due to favorable shipments in the second half of FY2018.
- -Car-mounted display for cover glass
 - Shipments in Europe increased.

Electronic materials

•Shipments of optoelectronic materials decreased, but semiconductor-related products increased.

(Operating profit) Decreased

- Strong earnings continued for semiconductor-related products.
- Decline in profit due to inventory clearance of some products of specialty glass for display applications.

Chemicals Segment (1)



	4Q			Full-ye	(100 million yen)	
	FY2017	FY2018	Change	FY2017	FY2018	Change
Net sales	1,252	1,295	+ 42	4,376	4,844	+ 467
Chlor-alkali & Urethane	808	827	+ 19	2,800	3,166	+ 366
Fluorochemicals & Specialty	323	328	+ 6	1,185	1,205	+ 20
Life science	118	136	+ 18	366	449	+ 83
(Inter-segment)	4	3		25	23	
Operating profit	209	209	1	637	711	+ 75

^{*} Sales figures of the sub-segment presents the "sales to external customers". (Changed from the figures disclosed in FY2017.)



Chemicals Segment (2)



(YoY comparison for the full year)

(Net sales) Increased

Chlor-alkali & Urethane

•Full-scale contribution of Vinythai consolidated in March 2017, and improvement of selling price for chlor-alkali products.

Fluorochemicals & Specialty Chemicals

• Shipments of fluorochemicals products remained favorable, such as fluoropolymers used for semiconductor related applications.

Life Science

- Full-scale contribution of CMC Biologics (now AGC Biologics) consolidated in February 2017.
- Bio-pharmaceutical business growing steadily.

(Operating profit) Increased

- •Full-scale contribution of Vinythai which was consolidated in March 2017, and improvement of price spread for chlor-alkali products.
- Increase in selling price of fluorochemical products.
- •Full-scale contribution of CMC Biologics (now AGC biologics) consolidated in Feb 2017, and bio-pharmaceutical business growing steadily.

YoY Performance Comparison by Geographic Segment



	4Q			Full-	year	(100 million yen)
	FY2017	FY2018	Change	FY2017	FY2018	Change
Net sales	3,996	3,968	▲ 28	14,635	15,229	+ 594
Japan &Asia	2,703	2,691	▲ 12	9,734	10,057	+ 323
Americas	420	430	+ 10	1,609	1,663	+ 53
Europe	873	847	▲ 26	3,292	3,510	+ 218
Operating profit	372	335	▲ 37	1,196	1,206	+ 9
Japan &Asia	444	388	▲ 56	1,390	1,383	A 7
Americas	17	21	+ 4	53	67	+ 14
Europe	18	34	+ 16	109	162	+ 53
Closs-regional	1 08	108	+ 0	▲ 356	406	▲ 51
common expenses	A 100	A 100	+ 0	A 530	A 400	A 31

^{*} Sales figures of Geographic segment presents the breakdown of "sales to external customers". Operating profit is adjusted as well. Therefore, figures of FY2017 in this presentation differs from which disclosed in FY2017.

Quarterly Performance Comparison by Geographic Segment



	20 51/2010	40 EV2040	Clara a sur	Cla 0/
	3Q.FY2018	4Q.FY2018	Change	Change %
Net sales	3,807	3,968	+ 161	+4.2%
Japan &Asia	2,572	2,691	+ 119	+4.6%
Americas	396	430	+ 34	+8.6%
Europe	839	847	+ 8	+1.0%
Operating profit	267	335	+ 68	+25.5%
Japan &Asia	347	388	+ 41	+11.9%
Americas	13	21	+ 8	+57.5%
Europe	27	34	+ 8	+28.7%
Closs-regional	A 120	A 100	. 12	A O 7 0/
common expenses	▲ 120 * Sales figures	▲ 108 of Geographic segmen	+ 12	▲9.7%

^{*} Sales figures of Geographic segment presents the breakdown of "sales to external customers". Operating profit is adjusted as well. Therefore, figures of FY2017 in this presentation differs from which disclosed in FY2017.

YoY Performance Comparison by Geographic Segment



			Japan & Asia	Americas	Europe	Inter- segment	Total
	Flat glass	1-4Q.FY2018	1,182	464	1,943	-	3,589
		1-4Q.FY2017	1,214	465	1,800	-	3,479
	Automotive	1-4Q.FY2018	2,028	725	1,220	-	3,973
	glass	1-4Q.FY2017	1,923	747	1,190	-	3,860
Glass		1-4Q.FY2018	3,210	1,188	3,163	13	7,575
		1-4Q.FY2017	3,136	1,213	2,990	12	7,351
Electronics		1-4Q.FY2018	2,327	133	43	24	2,526
		1-4Q.FY2017	2,465	102	39	18	2,624
Chemicals		1-4Q.FY2018	4,176	341	304	23	4,844
		1-4Q.FY2017	3,795	294	263	25	4,376
Ceramics/Oth	er	1-4Q.FY2018	344	-	-	447	790
		1-4Q.FY2017	338	-	-	416	754
Elimination		1-4Q.FY2018	-	-	-	▲ 506	▲ 506
		1-4Q.FY2017	-	-	-	470	470
Total Net Sale	S	1-4Q.FY2018	10,057	1,663	3,510	-	15,229
		1-4Q.FY2017	9,734	1,609	3,292	-	14,635

^{*} Sales figures of Geographic segment presents the breakdown of "sales to external customers". Therefore, figures of FY2017 in this presentation differs from the figures disclosed in FY2017.

YoY Performance Comparison by Geographic Segment



			Japan & Asia	Americas	Europe	Inter- segment	Total
	Flat glass	4Q.FY2018	346	124	494	-	964
		4Q.FY2017	336	118	480	-	934
	Automotive	4Q.FY2018	518	167	267	-	951
	glass	4Q.FY2017	508	191	307	-	1,005
Glass		4Q.FY2018	864	291	761	4	1,919
		4Q.FY2017	844	309	787	4	1,944
Electronics		4Q.FY2018	618	40	10	8	677
		4Q.FY2017	675	29	11	4	719
Chemicals		4Q.FY2018	1,117	99	76	3	1,295
		4Q.FY2017	1,091	82	76	4	1,252
Ceramics/Oth	er	4Q.FY2018	92	-	-	110	202
		4Q.FY2017	93	-	-	136	229
Elimination		4Q.FY2018	-	-	-	▲ 125	▲ 125
		4Q.FY2017	-	-	-	▲ 148	▲ 148
Total Net Sale	<u></u>	4Q.FY2018	2,691	430	847	-	3,968
		4Q.FY2017	2,703	420	873	-	3,996

^{*}Sales figures of Geographic segment presents the breakdown of "sales to external customers". Therefore, figures of FY2017 in this presentation differs from the figures disclosed in FY2017.



Outlook for FY2019



	FY2019 Forecast	
Net sales	1,600 billion yen	(up 77.1 billion yen +5.1% YoY)
	(first half 775 billion yen)	
Operating profit	125 billion yen	(up 4.4 billion yen +3.7% YoY)
	(first half 50 billion yen)	
Profit before tax	118 billion yen	(down 10.4 billion yen +8.1% YoY)
Profit for the year attributable to owners of the parent	78 billion yen	(down 11.6 billion yen +12.9% YoY)

- Expect increase in OP for 5 consecutive years.
- Expect decrease in "Profit for the year attributable to owners of the parent".
- "Other expenses" will remain at a low level, however special factors of "Other income" in 2018 will disappear.

FY2019 Outlook (2)



		FY2018	FY2019 Forecast	(100 million yen)
Net sales		1,522.9	1,600.0	(up 77.1 billion yen +5.1% YoY)
	(first half	745.5	775.0)	
Operating profit		120.6	125.0	(up 4.4 billion yen +3.7% YoY)
	(first half	60.3	50.0)	
Profit before tax		128.4	118.0	(down 10.4 billion yen ▲8.1% YoY)
Profit for the year attributable to owners of	the parent	89.6	78.0	(down 11.6 billion yen ▲12.9% YoY)
Dividend (yen/sha	re)	115	120	
Operating profit m	argin	7.9%	7.8%	
ROE		7.7%	6.9% *	1
Forey (Average)	JPY/USD	110.43	110	
Forex (Average)	JPY/EUR	130.42	125	
Crude oil	\$/BBL(Dubai)	69.4	60	*4. The DOE forest of EV2040 is calculated based on the
Ethylene	USD/MT (CFR SEA)	1,141	900	*1 The ROE forecast of FY2019 is calculated based on the "Total equity attributable to owners of the parent" as of end of Dec 2018.

FY2019 Outlook by Business Segment



	FY2018	FY2019e	Change	Change %
Net sales	15,229	16,000	+ 771	+ 5.1%
Glass	7,575	7,800	+ 225	+ 3.0%
Electronics	2,526	2,900	+ 374	+ 14.8%
Chemicals	4,844	5,100	+ 256	+ 5.3%
Ceramics/Other	790	800	+ 10	
Operating profit	1,206	1,250	+ 44	+ 3.7%
Glass	225	250	+ 25	+ 11.0%
Electronics	240	230	▲ 10	▲ 4.3%
Chemicals	711	750	+ 39	+ 5.4%
Ceramics/Other	28	20	A 8	

Business Outlook for FY2019 (1)



(Glass)

(Net sales) Increase

Architectural Glass

- Shipments are expected to be firm in many regions. Start up of the new furnace in Brazil.
- Full contribution of selling price increase in Japan and Europe implemented in the previous fiscal year.

Automotive Glass

• While existing business being stable, cover glass for car-mounted displays will be transferred from the Electronics segment.

(Operating profit) Increase

Architectural Glass

• Firm sales and full contribution of selling price increase of the previous fiscal year. Production cost reduction by productivity improvement.

Automotive Glass

- Productivity in Japan will be stabilized from the second half of the year.
- •Cover glass for car-mounted displays will be transferred from the Electronics segment.

Business Outlook for FY2019 (2)



[Electronics]

(Net sales) Increase

Display

- -LCD glass substrates
 - G11 facility starting operation and shipments are expected to increase above the market growth.
 - Range of decline in selling prices are expected to shrink more compared to the previous year.
- -Specialty glass for display applications
 - Shipments of Dragontrail[™] are expected to increase.
- -Electronic materials
 - •Shipments of both optoelectronic materials and semiconductor-related products are expected to increase.

(Operating profit) Decrease

- •Shipments of LCD glass substrates are expected to increase, however, depreciation costs of G11 will increase while price reduction is expected to be milder.
- ●Shipments of DragontrailTM are expected to increase, and there will be no loss from inventory clearance of Specialty glass for display applications, which occurred in the previous fiscal year.
- Electronic materials will have improved business performance, particularly for semiconductor-related products.

Business Outlook for FY2019 (3)



(Chemicals)

(Net sales) Increase

Chlor-alkali & Urethane

• Improvement of selling price for chlor-alkali products.

Fluorochemicals & Specialty

• Shipments of fluorochemicals are expected to be stable.

Life science

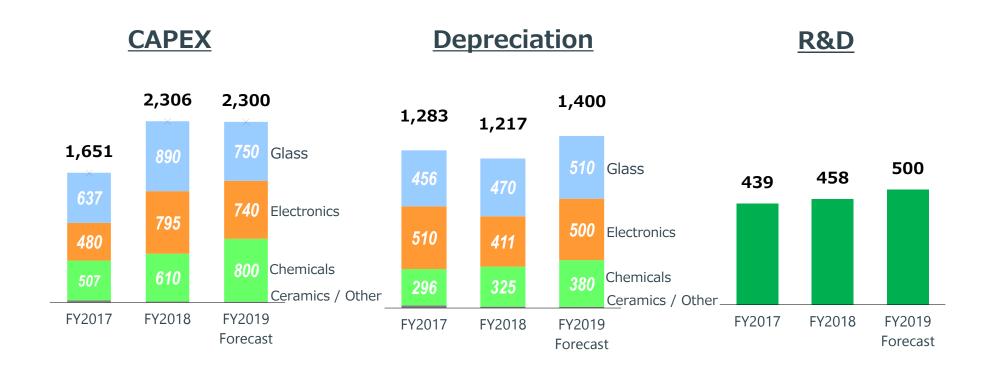
• Capacity increase in both bio pharmaceutical and synthetic pharmaceutical/agrochemical, due to aggressive investments continued until previous fiscal year.

(Operating profit) Increase

- •Improvement in price spread of chlor-alkali products.
- •Life science will expand its business size steadily.

CAPEX / Depreciation / R&D





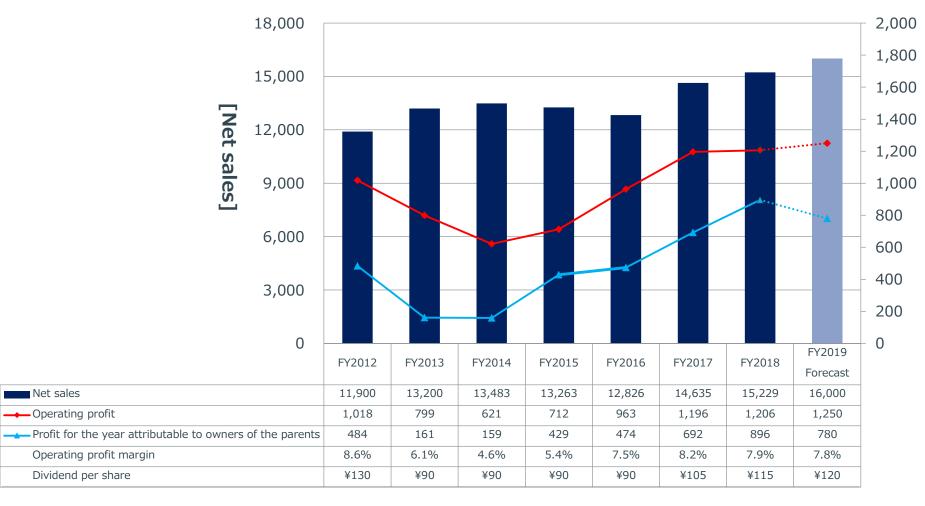


Appendix

Changes in the Financial Results







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

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

Financial index



		IFRS						
		12/12	13/12	14/12	15/12	16/12	17/12	18/12
Return on equity *1	%	5.8%	1.6%	1.4%	3.9%	4.3%	6.1%	7.7%
Return on assets *2	%	5.6%	4.0%	3.0%	3.5%	4.9%	5.7%	5.4%
Equity ratio	%	47%	51%	54%	55%	55%	53%	51%
Debt/Equity ratio	times	0.56	0.50	0.42	0.40	0.37	0.38	0.43
CF from Operating Activities/Interest- bearing debt	times	0.32	0.29	0.27	0.40	0.47	0.42	0.35
Earnings (per share)*3	Yen	209.51	69.85	68.85	185.60	205.14	302.12	399.51
EBITDA ^{*4}	100 million yen	2,000	1,866	1,859	2,284	1,958	2,499	2,594

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

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

Exchange rat	-06		FY2017					FY2018			
LXCHarige rat	.65	1 Q	2 Q	3 Q	4 Q	Ave.	1 Q	2 Q	3 Q	4 Q	Ave.
JPY / USD	Average	113.64	111.09	111.03	112.98	112.19	108.30	109.07	111.46	112.90	110.43
JF1 / USD	At quarter end	112.19	112.00	112.73	113.00	113.00	106.24	110.54	113.57	111.00	111.00
JPY / EURO	Average	121.08	122.19	130.38	133.01	126.67	133.22	130.06	129.63	128.78	130.42
JF1 / LUKU	At quarter end	119.79	127.97	132.85	134.94	134.94	130.52	127.91	132.14	127.00	127.00

^{*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.

Major Press Release in FY2018



Date	Summary
January 9	AGC to Integrate Bioscience Business
February 5	AGC to Revise Pricing for Domestic Architectural Glass Products
February 5	AGC to Make Drastic Expansion to Supply System for EUVL Mask Blanks
June 6	AGC Introduces New Brand Statement: "Your Dreams, Our Challenge"
July 12	AGC to Expand GMP - Compliant Synthetic Pharmaceutical Intermediate and Active Ingredient Production Capacity Tenfold
July 25	Success with 5G Communications Using "Vehicle Glass Mounted Antenna" for 5G Connected Car
July 26	AGC acquires the electronics business of US-based Park Electrochemical
August 30	AGC to Make Drastic Expansion to Production Capacity for Fluon+ EA-2000 Fluorinated resin, a Material Used in 5G High-Speed High-Frequency Printed Circuit Boards
September 5	AGC to Increase its PVC Production Capacity in Indonesia
September 18	AGC Begins Evaluations to Expand the Capacity of Its Chlor-Alkali Business in Thailand
September 20	AGC to Establish Mammalian cGMP-Compatible Contract Facility for Biopharmaceutical Development and Production at Chiba Plant
October 15	AGC and Panasonic to Jointly Develop "Vacuum Insulated Glass" of the Highest Class in Industry for the European Market
November 7	AGC Collaborates with NTT DOCOMO to Creates World's First Product to Add Cellular Base Station Functions to Windows
November 28	AGC to Further Expand its Supply System for EUVL Mask Blanks
November 29	AGC Develops a Synthetic Fused Silica Glass Antenna for 5G
December 4	AGC enters agreement to acquire Synthetic pharmaceutical active ingredient manufacturing plant in Spain
December 18	AGC Triples U.S. Biopharmaceutical Production Capacity
December 19	AGC Becomes the First in the World to Utilize Anti-Fogging Glass (eXeview™) Capable of Maintaining a Clear Field of Vision for Drivers, in the "Copen Coupe" from Daihatsu Motor



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