Financial Results for FY2020



AGC Inc.

February 5, 2021

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Financial Results for FY2020

Key points for today



Financial Results for FY2020:

(YoY) <u>Impact from COVID-19</u>

 Net Sales
 1,412.3 bn JPY
 (▲105.7 bn JPY)
 ▲135.0 bn JPY

 Operating profit
 75.8 bn JPY
 (▲25.8 bn JPY)
 ▲50.0 bn JPY

- Strategic businesses grew as they didn't get affected by Covid-19.
- Glass and Chemicals showed decline in net sales and profit due to severe impacts of Covid-19.
- Excluding the impacts of Covid-19, both net sales and profit showed an YoY increase.

FY2021 Outlook:

(YoY)

 Net Sales
 1,530.0 bn JPY
 (+117.7 bn JPY)

 Operating profit
 100.0 bn JPY
 (+24.2 bn JPY)

Expected to pick up gradually, but impacts of the Covid-19 pandemic remain uncertain.



1. Highlights of the Financial Results

Highlights of the Financial Results for FY2020



(100 million JPY)

	FY2019 Full-year	FY2020 Full-year	Change (+) Increasing factors (-)Decreasing factors
Net Sales	15,180	14,123	 (+) Shipments increased in life science products, electronic materials, LCD glass substrates. ▲ 1,057*(-) Shipments declined in automotive glass, architectural glass, fluorine products. (-) Selling prices declined in caustic soda in Southeast Asia, LCD glass substrates, and architectural glass
Operating Profit	1,016	758	In addition to the above, ▲ 258 (+) Reduction of raw materials and fuel prices, and general and administrative expenses, etc.
Profit before tax	762	571	 (+) Impairment loss declined. ▲ 191 (-) Posted structural improvement expenses related to glass business in Europe.
Profit for the period Attributable to owners of the parent	s 444	327	▲ 117
Forex (Average) JPY/U JPY/E			
Crude Oil (Dubai, Average)	BBL 63.53	42.20	

^{*} FOREX impact was ▲17.6 billion JPY, change in the scope of consolidation was +8.1 billion JPY

YoY Performance Comparison by Business Segment



(100 million IDV)

							(100 i	million JPY)
	FY2019		FY2020		Char	nae		
	Full	-year	Full	-year				
	(a)		(b)	(b)-	(a)	Impact from	n COVID-19
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
Glass	7,429	93	6,510	▲ 166	▲ 920	▲ 258	▲ 830	▲ 305
Electronics	2,767	256	2,894	378	+ 127	+ 122	▲ 60	▲ 25
Chemicals	4,758	630	4,512	505	▲ 246	▲ 125	4 460	▲ 170
Ceramics/Other	832	39	811	42	▲ 21	+ 4		
Elimination	▲ 606	A 0	▲ 603	1	+ 3	1		
Total	15,180	1,016	14,123	758	▲ 1,057	▲ 258	▲ 1,350	▲ 500

QoQ Performance Trend



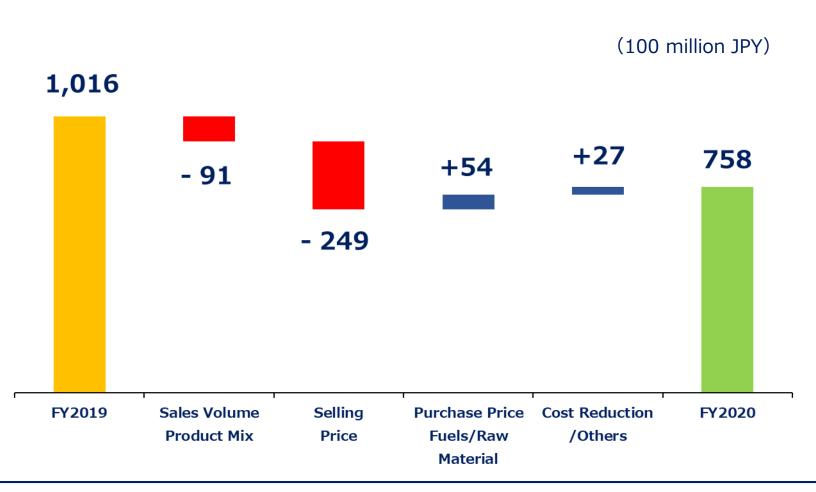
Net sales and OP made a rapid recovery in 4Q and exceeded the previous year's figures.



Variance Analysis on OP (FY2020 vs. FY2019)



25.8 bn JPY down from the same period last year



Consolidated Statement of Financial Position



■ Increased in cash and cash equivalents amid the Covid-19 crisis, resulting in temporal rise of D/E.

		(1)	00 million JPY)	
	2019/12	2020/12	Change	
Cash and cash equivalents	1,138	2,361	+ 1,223	
Inventories	2,912	2,748	▲ 164	
Property, plant and equipment, Goodwill and Intangible assets	13,516	14,376	+ 860 ←	Foreign exchange fluctuation • 22.1billion yen
Other assets	5,788	5,859	+ 71	
Total assets	23,354	25,345	+ 1,991 ←	Foreign exchange fluctuation
Interest-bearing debt	6,028	7,880	+ 1,851	▲36.2billion yen
Other liabilities	4,500	5,035	+ 535	
Liabilities	10,528	12,914	+ 2,386	
Total equity attributable to owners of the parent	11,571	11,151	4 20	
Non-controlling interests	1,255	1,279	+ 24	
Equity	12,826	12,430	▲ 396	
Total liabilities and equity	23,354	25,345	+ 1,991	
D/E ratio	0.47	0.63		

Consolidated Statement of Cash Flow



(100 million JPY)

Full-year

	FY2019	FY2020
Profit before tax	762	571
Depreciation and amortization	1,434	1,437
Increase(decrease) in working capital	▲ 166	78
Others	▲ 111	168
Cash flows from operating activities	1,919	2,254
Cash flows from investing activities	▲ 1,826	▲ 2,302
Free cash flow	93	▲ 49
Changes in interest-bearing debt	113	1,578
Dividends paid	▲ 266	▲ 266
Others	▲ 20	▲ 28
Cash folws from financing activities	▲ 173	1,284
Effect of exchange rate changes on cash and cash equivalents	▲ 17	▲ 12
Net increase(decrease) in cash and cash equivalents	▲ 97	1,223

CAPEX, Depreciation and R&D



(100 million JPY)

	Full-year		
	FY2019	FY2020	
CAPEX	2,077	2,413←	
Glass	804	641	
Electronics	558	807	
Chemicals	690	952	
Ceramics/Other	25	15	
Elimination	1	▲ 2	
Depreciation	1,434	1,437←	
Glass	525	510	
Electronics	473	479	
Chemicals	394	430	
Ceramics/Other	43	19	
Elimination	1	1	
R&D	475	464	

[Major projects for CAPEX]

- •New plant for cover glass for car-mounted displays in China/ Glass
- ·G11 investment in China/ Electronics
- ·Repairment of display glass furnace/ Electronics
- ·Capacity enhancement on fluorochemical/ Chemicals
- Acquisition of a bio pharmaceutical API manufacturing facility/ Chemicals
- Capacity enhancement of PVC in Southeast Asia/ Chemicals
- •Capacity enhancement of synthetic pharmaceutical/ Chemicals

and others

[Major factors for increase in depreciation cost]

 Power plant in PT Asahimas Chemical, starting operation from 2Q 2019.

and others

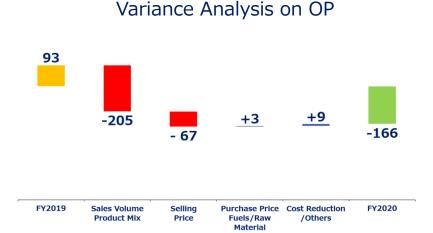


2. Business and Geographic Segments

Glass Segment



				(100 million JPY)
	Full-	year		
	FY2019	FY2020	Change	Change %
Net sales	7,429	6,510	▲ 920 [*]	▲ 12.4%
Architectural Glass	3,527	3,249	▲ 278	▲ 7.9%
Automotive Glass	3,883	3,235	▲ 647	▲ 16.7%
(Inter-segment)	20	26		
Operating profit	93	▲ 166	▲ 258	-



Change in the Scope of Consolidation: +0.6 billion yen

(Architectural glass)

- Significant decrease in shipments due to Covid-19.
- Decline in selling prices in Europe and Americas. In Europe, selling prices continue to increase from 3Q as the demand and supply balance improved.
- Effect of the reduction in general and administrative expenses exceeded the deterioration of manufacturing costs due to capacity adjustments accompanied by demand decline.

(Automotive glass)

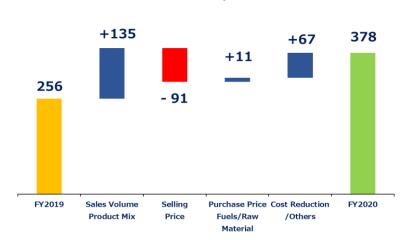
- Decline in group shipments, except for China, due to decrease in worldwide vehicle production affected by COVID-19 crisis.
- Manufacturing costs deteriorated due to significant capacity adjustments accompanied by demand decline.

^{*} FOREX impact: ▲10.1 billion yen,

Electronics Segment



			(100 million JPY)
Full-y	ear		
FY2019	FY2020	Change	Change %
2,767	2,894	+ 127*	+4.6%
1,747	1,772	+ 25	+1.4%
905	1,058	+ 153	+16.9%
115	63		
256	378	+ 122	+47.8%
	FY2019 2,767 1,747 905 115	2,7672,8941,7471,7729051,05811563	FY2019 FY2020 Change 2,767 2,894 + 127* 1,747 1,772 + 25 905 1,058 + 153 115 63



Variance Analysis on OP

Change in the Scope of Consolidation: +2.6 billion yen

(Display)

- · Shipments of LCD glass substrate increased. Selling price of LCD glass substrate declined.
- Shipments of specialty glass for display applications showed decrease in shipments of Dragontrail™.

(Electronic materials)

- Shipments increased in optoelectronic materials and semiconductor-related products, including EUVL mask blanks.
- Contribution from newly consolidated business of Taconic.

^{*} FOREX impact: ▲1.6 billion yen,

Chemicals Segment



(100	mil	lion	1DV)

	Full-y	vear		
	FY2019	FY2020	Change	Change %
Net sales	4,758	4,512	▲ 246*	▲ 5.2%
Chlor-alkali & Urethane	2,928	2,641	▲ 287	▲9.8%
Fluorochemicals & Specialty	1,199	1,057	▲ 142	▲ 11.8%
Life science	617	799	+ 182	+29.5%
(Inter-segment)	14	14		
Operating profit	630	505	▲ 125	▲19.8%

^{*} FOREX impact: ▲5.8 billion yen,

Change in the Scope of Consolidation: +4.9 billion yen

Variance Analysis on OP



(Chlor-alkali & Urethane)

• Selling price of caustic soda decreased in Southeast Asia. Meanwhile, the selling price of PVC continue increasing starting from 3Q.

(Fluorochemicals & Specialty Chemicals)

 Shipments of fluorochemical related products for aircraft and other transportation use decreased.

(Life Science)

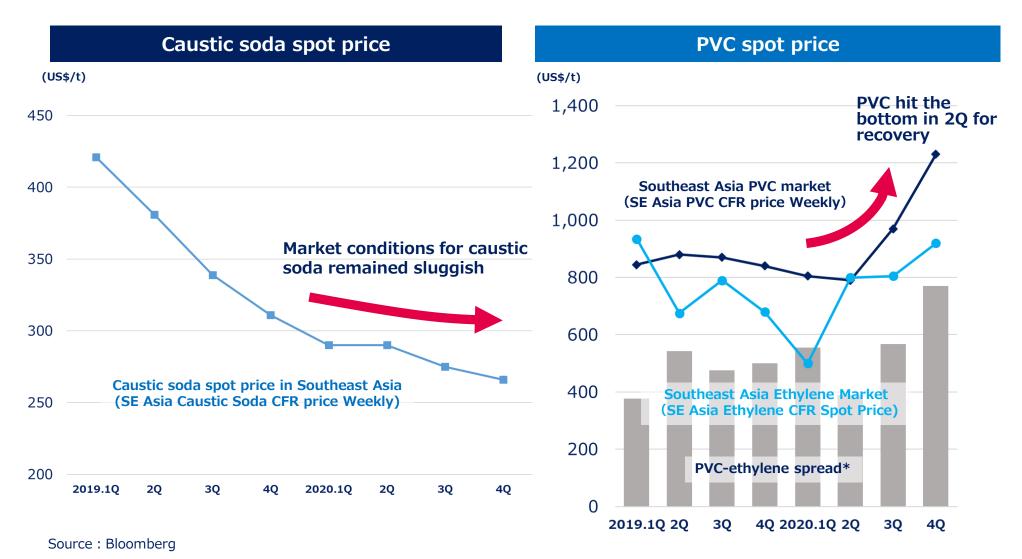
• The number of contracts for synthetic pharmaceutical/agrochemicals and bio pharmaceuticals increased.

<ratio chemicals="" of="" op="" segment="" sub-segment="" the="" to=""></ratio>	erating profit	
_	19/1-4Q	20/1-4Q
Chlor-alkali & Urethane Fuluorochemicals & Specialty Life science	60% 30%	40% 30%
Life Science	10%	30%

*Before allocation of common costs.

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





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

Profit contribution of Strategic Business



OP growing steadily, limited impact from COVID-19 crisis.



^{*} Following the expansion of Strategic Businesses, the allocation standard for common expenses changed from OP ratio to budget sales ratio (retrospectively applied for 2020 and before)

YoY Performance Comparison by Geographic Segment



	Full-y	(100 million JPY)	
	FY2019	FY2020	Change
Net sales	15,180	14,123	▲ 1,057•
Japan &Asia	10,067	9,453	▲ 614
Americas	1,726	1,545	▲ 181
Europe	3,387	3,125	▲ 263
Operating profit	1,016	758	▲ 258
Japan &Asia	1,217	1,017	1 200
Americas	55	34	▲ 21
Europe	151	69	▲ 82
Cross-regional	4 07	A 363	+ 44
common expenses	— +07	— 505	, 44

FOREX impact : ▲17.6 bn JPY

Change in the scope of consolidation: +8.1 bn JPY



Outlook for FY2021

FY2021 Outlook



Business is on a recovery track, expected to show an YoY increase in net sales and OP

■ Need to watch the impact of the Covid-19 pandemic

			(100 million JPY)
		FY2020	FY2021e
Net sales		14,123	15,300
Operating profit		758	1,000
Profit before tax		571	870
Profit for the year attributable to owners of the	ne parent	327	560
Dividend (JPY/share)	120	120
Operating profit margin ROE		5.4% 2.9%	6.5% 5.0% *
Forex (Average)	JPY/USD	106.8	105.0
	JPY/EUR	121.8	125.0
Crude Oil (Dubai, Average)	-	42.2	50.0
Ethylene (CFR SEA)	USD/MT	713	800

Outlook breakdown by Segment (Net sales and Operating profit)



(100 million JPY)

		2020 a)	fore	2021 ecast b)	Change (b)-(a)		
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	
Glass	6,510	▲ 166	7,000	80	+ 490	+ 246	
Electronics	2,894	378	3,100	300	+ 206	▲ 78	
Chemicals	4,512	505	4,900	600	+ 388	+ 95	
Ceramics/Other	811	42	800	20	▲ 11	▲ 22	
Elimination	▲ 603	1	▲ 500	0	+ 103	+ 1	
Total	14,123	758	15,300	1,000	+ 1,177	+ 242	

Outlook by Business Segment



Businesses are expected to recover gradually, but impacts of Covid-19 remain uncertain.

Outlook for FY2021

Glass

(Architectural glass)

• Demand will gradually recover in many regions, and shipments will also pick up gradually.

(Automotive glass)

· Worldwide vehicle production will recover YoY and shipments will pick up gradually.

Electr onics

(Display)

- Shipments of LCD glass substrates for China will increase, and the range of the price decline will shrink.
- Shipments will increase for specialty glass for display thanks to a recovery of the smartphone market.
- · Depreciation expenses will increase due to new facility launch for LCD glass display.

(Electronic materials)

- · Shipments of semiconductor-related materials and optoelectronics materials will continue strong.
- Depreciation expenses will increase due factors such as new facility launch for semiconductor-related products.

Chemi cals

(Chlor-alkali/urethane)

• Demand for chlor-alkali products in Southeast Asia will recover gradually.

Chemi (Fluorine/specialty chemicals)

• Demand for automotive/semiconductor applications will recover gradually.

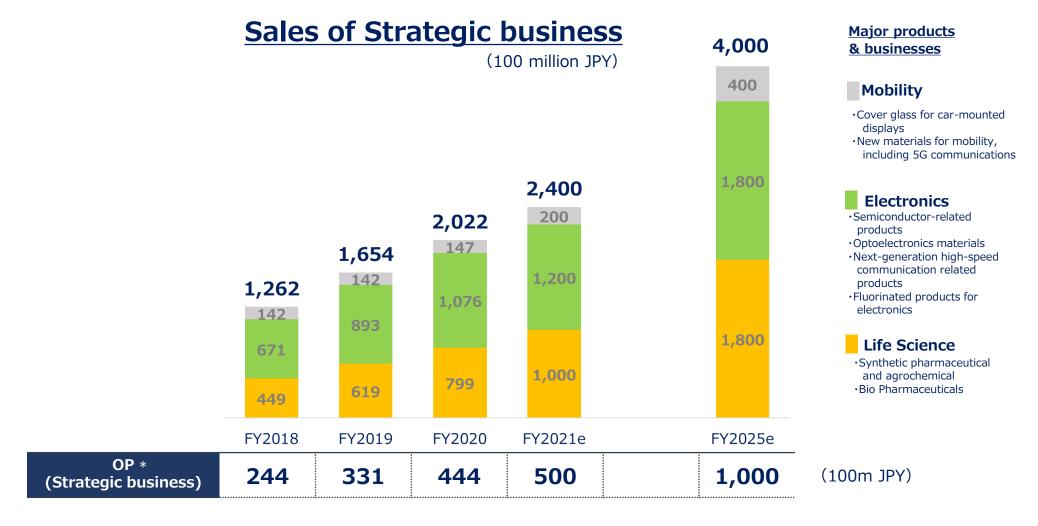
(Life Science)

· Will be strong due to businesses such as new contracts for Covid-19 vaccine development.

Profit contribution of Strategic Business



Strategic businesses are expected to grow steadily.



^{*} Following the expansion of Strategic Businesses, the allocation standard for common expenses changed from OP ratio to budget sales ratio (retrospectively applied for 2020 and before)

CAPEX, Depreciation and R&D



Full year (100 million JPY)

	FY2020	FY2021e
CAPEX	2,413	2,000 ←
Glass	641	480
Electronics	807	680
Chemicals	952	820
Ceramics/Other	15	20
Elimination	A 2	0
Depreciation	1,437	1,600
Glass	510	500
Electronics	479	600
Chemicals	430	480
Ceramics/Other	19	20
Elimination	1	0
R&D	464	550

[Major projects for CAPEX]

- ·G11 investment in China/ Electronics
- Capacity enhancement of Electronic materials/ Electronics
- ·Capacity enhancement on fluorochemical/ Chemicals
- Capacity enhancement of PVC in Southeast Asia/ Chemicals
- •Capacity enhancement of bio pharmaceutical/ Chemicals

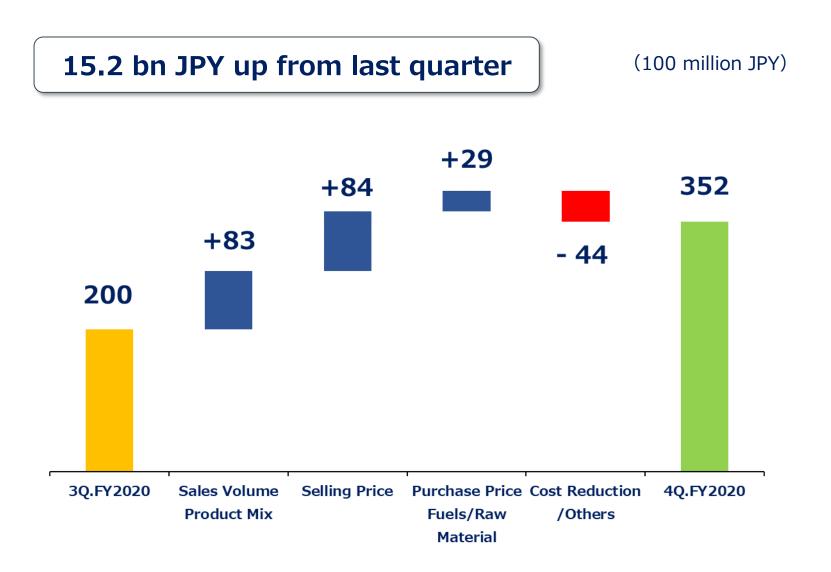
and others



Appendix

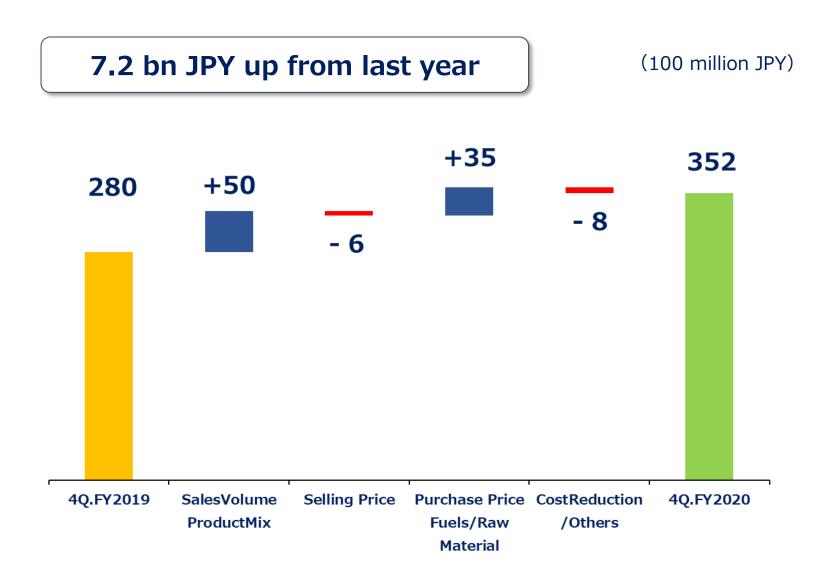
Variance Analysis on OP (4Q.FY2020 vs. 3Q.FY2020)





Variance analysis on OP (4Q.FY2020 vs. 4Q.FY2019)





YoY Performance Comparison by Geographic Segment



(100 million JPY)

			Japan & Asia	Americas	Europe	Inter- segment	Total
	Flat glass	4Q.FY2020	321	129	452	-	901
		4Q.FY2019	338	112	456	-	905
	Automotive	4Q.FY2020	537	160	246	-	943
	glass	4Q.FY2019	497	169	257	-	923
Glass		4Q.FY2020	858	288	697	7	1,851
		4Q.FY2019	835	280	713	9	1,837
Electronics		4Q.FY2020	705	67	3	19	792
		4Q.FY2019	677	57	2	24	760
Chemicals		4Q.FY2020	1,035	80	178	3	1,296
		4Q.FY2019	1,056	86	129	3	1,275
Ceramics/Oth	ner	4Q.FY2020	84	-	-	150	235
		4Q.FY2019	107	-	-	116	222
Elimination		4Q.FY2020	-	-	-	▲ 179	▲ 179
		4Q.FY2019	-	-	-	▲ 151	▲ 151
Total Net Sale	es	4Q.FY2020	2,682	435	878	-	3,995
		4Q.FY2019	2,675	424	844	-	3,943

YoY Performance Comparison by Geographic Segment



(100 million JPY)

			Japan & Asia	Americas	Europe	Inter- segment	Total
	Flat glass	1-4Q.FY2020	1,143	446	1,659	-	3,249
		1-4Q.FY2019	1,228	461	1,838	-	3,527
	Automotive	1-4Q.FY2020	1,788	556	891	-	3,235
	glass	1-4Q.FY2019	2,063	704	1,116	-	3,883
Glass		1-4Q.FY2020	2,931	1,002	2,550	26	6,510
		1-4Q.FY2019	3,290	1,165	2,954	20	7,429
Electronics		1-4Q.FY2020	2,587	232	11	63	2,894
		1-4Q.FY2019	2,452	192	9	115	2,767
Chemicals		1-4Q.FY2020	3,623	311	564	14	4,512
		1-4Q.FY2019	3,950	370	425	14	4,758
Ceramics/Oth	er	1-4Q.FY2020	311	-	-	500	811
		1-4Q.FY2019	375	-	-	458	832
Elimination		1-4Q.FY2020	-	-	-	▲ 603	▲ 603
		1-4Q.FY2019	-	-	-	▲ 606	▲ 606
Total Net Sale	es	1-4Q.FY2020	9,453	1,545	3,125	-	14,123
		1-4Q.FY2019	10,067	1,726	3,387	-	15,180

Business Performance



							(100 milli	ion JPY)
Glass	4Q.18	1Q.19	2Q.19	3Q.19	4Q.19	1Q.20	2Q.20	3Q.20	4Q.20
Net Sales	1,953	1,861	1,890	1,840	1,837	1,693	1,249	1,717	1,851
Architectural Glass	964	857	890	875	905	801	706	840	901
Automotive Glass	985	1,001	996	963	923	889	534	869	943

Addition Class	300	1 /001	220	500	323	005	33 .	005	5.0
(Inter Segment)	4	4	5	3	9	3	8	7	7
Operating profit	44	35	39	23	4	▲ 26	▲ 182	▲ 12	53

Electronics	4Q.18	1Q.19	2Q.19	3Q.19	4Q.19	1Q.20	2Q.20	3Q.20	4Q.20
Net Sales	670	594	652	761	760	693	693	715	792
Display	436	398	441	449	460	433	433	448	458
Electronic Materials	199	160	185	283	276	238	247	257	316
(Inter Segment)	34	36	26	28	24	22	13	10	19
Operating profit	78	25	35	109	87	89	85	99	106

Chemicals	4Q.18	1Q.19	2Q.19	3Q.19	4Q.19	1Q.20	2Q.20	3Q.20	4Q.20
Net Sales	1,295	1,127	1,158	1,197	1,275	1,142	983	1,091	1,296
Chlor-alkali & Urethane	827	705	710	745	768	695	559	632	755
Fluorochemicals & Specialty	328	287	299	302	311	283	247	250	278
Life science	136	132	146	147	193	160	173	207	260
(Inter Segment)	3	3	4	4	3	4	5	3	3
Operating profit	209	144	118	177	191	151	75	98	180

Market trend



Trend of shipment and price

	or simplified	To dilitar prince										
						20	19			202	20	
					1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
YoY co	mparision											
Glass	Architectural	Japan & Asia	shipmen	t	-high single-digit	flat	-low single-digit	flat	-low single-digit	-high single-digit	+mid single-digit	+low single-digit
	(AGC)		price (Ja	pan)	+mid single-digit	+mid single-digit	+low single-digit	+low single-digit	+low single-digit	+mid single-digit	+low single-digit	+low single-digit
		North America	shipmen	t	-low single-digit	+mid single-digit	+low single-digit	-high single-digit	-high single-digit	-low 20% range	+low single-digit	+low 10% range
			price		flat	-low single-digit	-mid single-digit	-mid single-digit	-high single-digit	-mid single-digit	-mid single-digit	-mid single-digit
		Europe	shipmen	t	+low single-digit	+low single-digit	-low single-digit	-low single-digit	flat	-low 20% range	+low single-digit	-mid single-digit
			price		-low single-digit	-low single-digit	-low single-digit	-high single-digit	-low 10% range	-mid 20% range	-high 10% range	-low single-digit
	Automobile	Japan	volume		+0%	+5%	+5%	-10%	-7%	-48%	-12%	+2%
	production*1	North America	volume		-3%	-3%	-1%	-9%	-11%	-68%	+0%	+0%
		Europe & Russia	volume		-4%	-7%	+1%	-5%	-17%	-60%	-6%	+1%
Electronics	Display panel demand* ²	Global	area		+6%	+6%	+3%	+4%	+0%	+5%	+12%	+8%
Spot m	arket price	2										
Chemicals		Caustic soda*3	price	USD/MT	421	381	339	311	290	290	275	266
	Chlor-alkali (Southeast Asia)	PVC*3	price	USD/MT	845	880	870	840	805	790	970	1,230
	(33234367614)	Ethylene*3	price	USD/MT	935	675	790	680	500	800	805	920

^{*1} Source: IHS Markit data as of January 18, 2021.

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

 $[\]ensuremath{^{*^2}}\xspace$ Source : Omdia-2020-Q3-Display Long-Term Demand Forecast Tracker-Pivot

^{*3} Source : Bloomberg

Financial index



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

^{*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 FY2020



Date	Summary
February 4	AGC Recognized for Its Water Risk Initiatives, Named to the CDP "Water Security A List 2019", the Highest Rank
March 17	AGC Decides to Launch Voluntary Tender Offer for Shares of MolMed
May 18	Notice regarding Revision to First Half and Full Year Consolidated Financial Forecasts and Dividend Forecast for Fiscal Year Ending December 31, 2020
June 2	AGC Acquires Biopharmaceutical Commercial Facility in Colorado, U.S.A.
June 3	AGC Completes Development of 5G-compatible 'Glass Antenna that Adds Cellular Base Station Capabilities to Windows'
July 2	AGC and FRONTEO Co-develop "Takumi KIBIT," an AI-driven Q&A System
July 27	AGC to Make Drastic Expansion to Supply System for EUVL Mask Blanks
July 28	Definitive results of the totalitarian voluntary public tender offer promoted by AGC Biologics Italy S.p.A. on all ordinary shares of MolMed S.p.A.
October 28	AGC Biologics Expands Cell and Gene Therapy CDMO Services
October 29	Notice regarding Revision to Full-Year Consolidated Financial Forecast and Dividend Forecast for Fiscal Year Ending December 31, 2020
October 29	Changes of President & CEO and Executive Officers, and Organizational Reform
November 19	AGC Opens New R&D Building
November 30	AGC's Fluon® ETFE Film Adopted at SoFi Stadium in the U.S.
December 9	AGC to Establish Sustainability Committee
December 11	T-Mobile and AGC Test Transparent Glass Antennas and Windows That Lower Signal Attenuation.



END

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