# Financial Results for the Six Months ended June 30, 2022



AGC Inc.

Aug 2, 2022

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### **Key points for today**



**■** Financial Results for 2Q FY2022:

(YoY) [unit: 100 million JPY]

 Net Sales
 9,783
 (+1,670 )

 Operating profit
 1,153
 (+201 )

Profit for the period Attributable to owners 712 (+74) of the parent

• Both net sales and operating profit reached record highs for the first half of the year.

■ Outlook for FY2022:

- Despite the rising prices of fuels and raw materials, we upwardly revised the financial forecasts for the factors such as the steady growth of strategic businesses, the increases of products' selling prices, and the depreciation of the Japanese yen.
- Net sales will exceed 2 trillion yen for the first time in AGC's history. Both net sales and operating profit are expected to hit record highs.



## 1. Highlights of the Financial Results

## Highlights of the Financial Results for 2Q FY2022



		EV2024	EV2022	(100 million JPY)
		FY2021	FY2022 1-2Q Total	Change (+) Increasing factors (-)Decreasing factors
Net Sales		8,113		(+) Shipments of architectural glass, chlor-alkali products, fluorochemicals- related products, electronic materials and life science increased.  + 1,670*(+) Sales price of chlor-alkali products and architectural glass increased. (+) Weaker yen.
Operating profit		952	1,153	In addition to the above,  (+) Manufacturing costs decreased as the utilization rate of fluorochemicals-related manufacturing facilities improved.  (-) Increased in natural gas prices in Europe.  (-) Depreciation expenses increased due to factors such as new facility launch for LCD glass substrate.  (-) Manufacturing costs of display increased as affected by higher fuel & raw materials prices and foreign exchange fluctuation.
Profit before tax		971	1,176	In addition to the above, + 205 (+) Gain on sale of subsidiaries (-) Business structure improvement costs was posted.
Profit for the period to owners of the par		638	712	<b>2</b> + 74
FOREX (Average)	JPY/USD JPY/EUR	107.70 129.83	122.89 134.25	
Crude Oil (Dubai, Average)	USD/BBL	63.47	101.81	1

<sup>\*</sup> FOREX impact was +66.5 billion JPY, change in the scope of consolidation was ▲17.4 billion JPY

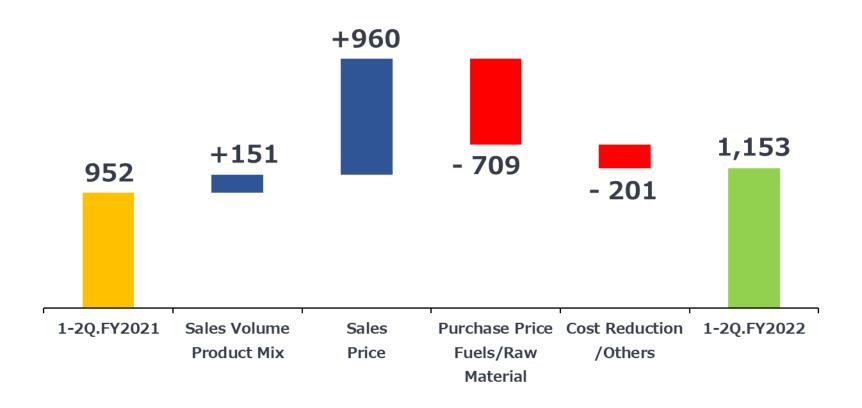
## **YoY Performance Comparison by Business Segment**



	FY2021 1-2Q Total		FY2022 1-2Q Total		Change	
	(	a)	(b)		(b)-(a)	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
Glass *	3,717	201	4,149	114	+ 431	<b>▲</b> 87
Electronics*	1,385	142	1,481	92	+ 96	<b>\$</b> 50
Chemicals	2,881	595	4,011	926	+ 1,130	+ 331
Ceramics/Other	367	16	435	25	+ 67	+ 9
Elimination	<b>▲</b> 238	<b>A</b> 2	▲ 293	<b>A</b> 3	<b>▲</b> 55	<b>A</b> 2
Total	8,113	952	9,783	1,153	+ 1,670	+ 201

## Variance analysis on OP (1-2Q.FY2022 vs. 1-2Q.FY2021) AGC

201 (100 million JPY) up YoY



### **Consolidated Statement of Financial Position**



(	100	mil	lion	JPY)
١.	(+00			J ,

	2021/12	2022/6	Change
Cash and cash equivalents	1,958	2,555	+ 597
Inventories	3,301	4,187	+ 886
Property, plant and equipment, Goodwill and Intangible assets	15,067	16,602	+ 1,535
Other assets	6,334	6,558	+ 224
Total assets	26,660	29,903	+ 3,242 •
Interest-bearing debt	6,032	6,603	+ 571
Other liabilities	5,815	6,130	+ 316
Liabilities	11,847	12,734	+ 887
Total equity attributable to owners of the parent	13,142	15,144	+ 2,002
Non-controlling interests	1,672	2,025	+ 353
Equity	14,814	17,169	+ 2,355
Total liabilities and equity	26,660	29,903	+ 3,242
D/E ratio	0.41	0.38	

Foreign exchange fluctuation +248.1billion yen

### **Consolidated Statement of Cash Flow**



(100 million JPY)

1-2Q Total

	FY2021	FY2022
Profit before tax	971	1,176
Depreciation and amortization	796	902
Increase(decrease) in working capital	<b>▲</b> 175	▲ 527
Others	97	<b>▲</b> 321
Cash flows from operating activities	1,690	1,230
Cash flows from investing activities	<b>▲</b> 925	<b>▲</b> 667
Free cash flow	765	562
Changes in interest-bearing debt	▲ 515	182
Dividends paid	<b>▲</b> 133	<b>▲ 289</b>
Others	<b>▲</b> 53	<b>▲ 130</b>
Cash folws from financing activities	<b>▲</b> 701	▲ 237
Effect of exchange rate changes on	56	272
cash and cash equivalents	30	212
Net increase(decrease) in cash and cash equivalents	119	597

## CAPEX, Depreciation and R&D



(100	mil	lion	JPY)
(TOO	111111	поп	JFI)

	FY2021	FY2022	
CAPEX *	1,033	1,051	•
Glass	252	189	
Electronics	341	416	
Chemicals	431	443	
Ceramics/Other	12	6	
Elimination	<b>A</b> 3	<b>▲ 2</b>	
Depreciation*	796	902	•
Glass	275	278	
Electronics	275	337	
Chemicals	236	277	
Ceramics/Other	10	10	
Elimination	<b>A</b> 0	<b>1</b>	
R&D	238	249	

#### **Main projects for CAPEX**

- Repairment for Automotive glass furnace (Glass)
- Repairment for display glass furnace (Electronics)
- G11 investment in China (Electronics)
- Production facility enhancement for semiconductorrelated products (Electronics)
- Capacity enhancement for Chlor-alkali in Southeast Asia (Chemicals)
- Capacity enhancement for fluorochemicals-related (Chemicals)
- Capacity enhancement for biopharmaceuticals (Chemicals)

etc.

#### Main factors for increase in depreciation cost

- Production facility enhancement for electronic materials (Electronics)
- G11 investment in China (Electronics)

etc.



## 2. Business and Geographic Segments

## **Glass Segment**



(100)	million	JPY)
-------	---------	------

	1-2Q Total			
	FY2021	FY2022	Change	
Net sales **	3,717	4,149	+ 431*	
Architectural Glass	1,883	2,252	+ 370	
Automotive Glass	1,822	1,891	+ 69	
(Inter-segment)	12	5		
Operating profit**	201	114	<b>▲</b> 87	

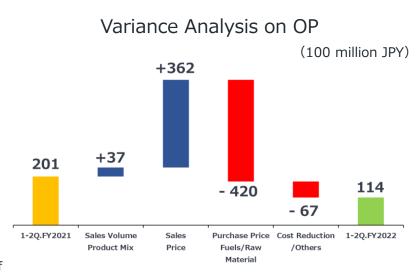
<sup>\*</sup> FOREX impact: +29.6 billion yen, Change in the Scope of Consolidation: ▲17.4 billion yen

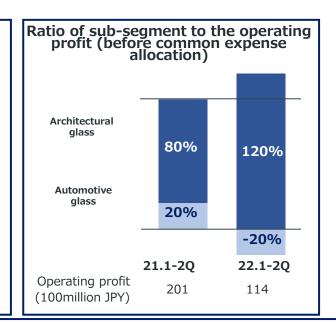
#### ( Architectural glass )

- Shipments increased in all regions except South America.
- The rise in the sales prices in all regions, particularly in Europe, offset the decrease of income due to transfer of architectural glass business in North America.
- Natural gas prices increased in Europe.

#### ( Automotive glass )

- Despite the shortage of components such as semiconductor, net sales increased thanks to the impact of the weaker yen.
- Manufacturing costs increased due to factors such as higher fuel and raw materials prices and lower utilization of manufacturing.



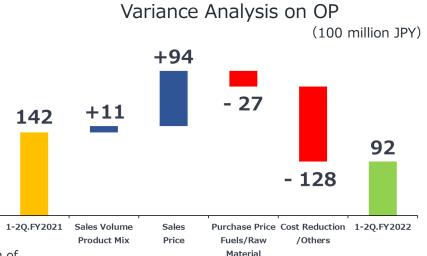


<sup>\* \*</sup> Figures for FY2021.1-2Q have been retroactively adjusted due to the transfer of a portion of the automotive display cover glass business from electronics to glass business.

### **Electronics Segment**



_		(10	00 million JPY)
	1-2Q		
	FY2021	FY2022	Change
Net sales **	1,385	1,481	+ 96*
Display	889	870	<b>▲</b> 19
Electronic Materials	487	600	+ 113
(Inter-segment)	9	11	
Operating profit**	142	92	<b>▲</b> 50

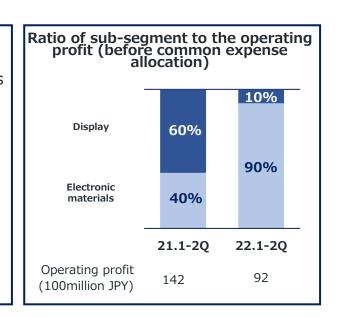


#### ( Display )

- Shipments of LCD glass substrates and specialty glass for display applications decreased.
- Depreciation expenses increased because of the new facility launch for LCD glass substrates.
- Manufacturing costs increased as affected by higher fuel & raw materials prices and foreign exchange fluctuations.

#### [ Electronic materials ]

- Shipments of semiconductor-related products, optoelectronic materials and circuit board materials increased.



<sup>\*</sup> FOREX impact: +5.5billion yen, Change in the Scope of Consolidation: +0.9 billion yen

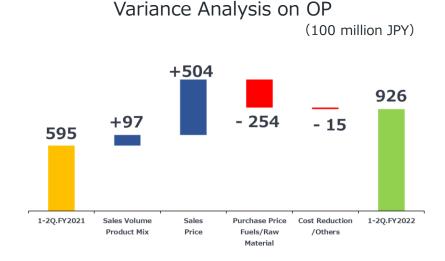
<sup>\* \*</sup> Figures for FY2021.1-2Q have been retroactively adjusted due to the transfer of a portion of the automotive display cover glass business from electronics to glass business.

### **Chemicals Segment**



		(1	00 million JPY)
	1-2Q Total		
	FY2021	FY2022	Change
Net sales	2,881	4,011	+ 1,130*
Chlor-alkali & Urethane	1,762	2,515	+ 753
Fluorochemicals & Specialty	568	749	+ 181
Life science	545	739	+ 194
(Inter-segment)	7	9	
Operating profit	595	926	+ 331
		-	-

<sup>\*</sup> FOREX impact: +30.5 billion yen, Change in the Scope of Consolidation: ▲0.9 billion yen



#### (Chlor-alkali/urethane)

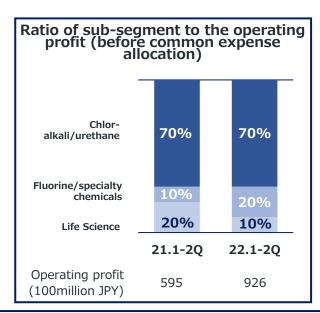
- Shipments of PVC, caustic soda and other products remained steady and sales prices of such products increased.

#### ( Fluorine/specialty chemicals )

- Shipments of fluorochemical-related products, mainly for semiconductor applications, and other products increased significantly.

#### [ Life science ]

- The number of contracts of synthetic pharmaceuticals and agrochemicals CDMO increased.
- The number of contracts of biopharmaceuticals CDMO increased with the addition of anti-coronavirus applications.



## **Profit contribution of Strategic business**



OP growing steadily



## **YoY Performance Comparison by Geographic Segment**



	1-2Q Total		(100 million JPY)	
	FY2021	FY2022	Change	
Net sales	8,113	9,783	+ 1,670•	
Japan &Asia	5,257	6,347	+ 1,090	
Americas	895	971	+ 76	
Europe	1,961	2,465	+ 504	
Operating profit	952	1,153	+ 201	
Japan &Asia	837	1,137	+ 301	
Americas	72	43	<b>▲</b> 29	
Europe	231	172	<b>▲</b> 59	
Cross-regional common expenses	▲ 187	<b>▲ 199</b>	<b>▲</b> 12	

FOREX impact : +66.5 billion JPY

Change in the scope of consolidation : ▲17.4 billion JPY



## **Outlook for FY2022**

### **FY2022 Outlook**



		(100111111011)		
	FY2021	<b>FY2022e</b> As of Feb 8, 2022	FY2022e As of Aug 2, 2022	
Net sales	16,974	18,000	20,500	
Operating profit	2,062	2,100	2,300	
Profit before tax	2,100	1,970	2,170	
Profit for the year attributable to owners of the pare	1,238	1,150	1,200	
Dividend (JPY/share)	210	210	210	
	(Ordinary 160)			
	(Special 50)			
Operating profit margin	12.1%	11.7%	11.2%	
ROE	10.2%	8.8%	9.1% *	
FOREX (Average) JPY/U	<b>JSD</b> 109.8	115.0	131.0	
JPY/E	<b>UR</b> 129.9	129.0	138.0	
Crude Oil (Dubai, Average) USD/	<b>BBL</b> 69.2	80.0	103.4	
Ethylene (CFR SEA) USD/	<b>MT</b> 1,141	1,070	1,165	

## Outlook breakdown by Segment (Net sales and Operating profit)



	FY2	2021	FY2022e As of Aug 2		Cha	nge	FY2022e As of Feb 8		Change	
	(	a)	(b)		(b)-(a)		(c)		(b)-(c)	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
Glass*	7,343	273	8,700	300	+ 1,357	+ 27	7,650	360	+ 1,050	<b>4</b> 60
Electronics *	3,050	368	3,300	300	+ 250	<b>▲</b> 68	3,450	420	<b>▲</b> 150	<b>▲</b> 120
Chemicals	6,308	1,388	8,100	1,670	+ 1,792	+ 282	6,600	1,300	+ 1,500	+ 370
Ceramics/Other	794	35	900	30	+ 106	<b>A</b> 5	800	20	+ 100	+ 10
Elimination	▲ 520	<b>A</b> 2	▲ 500	0	+ 20	+ 2	<b>▲</b> 500	0	+ 0	+ 0
Total	16,974	2,062	20,500	2,300	+ 3,526	+ 238	18,000	2,100	+ 2,500	+ 200

## **2H Outlook by Business Segment**



	2022 1H vs 2022 2H
Gla	<ul> <li>(Architectural glass)</li> <li>Impacts of a fuel and raw materials price hike will be a concern.</li> <li>(Automotive glass)</li> <li>Global vehicle production will gradually recover from the component supply shortages including semiconductor.</li> <li>Impacts of a fuel and raw materials price hike will be a concern, but the effects of the revised pricing policy are expected to emerge.</li> </ul>
Elec	<ul> <li>(Display)</li> <li>Concerns regarding LCD glass substrates include the impact of LCD panel production adjustments and high manufacturing costs associated with higher fuel &amp; raw materials prices and yen depreciation.</li> <li>Shipments of specialty glass for display applications will increase as the impact of the lockdown in China eases.</li> <li>(Electronic materials)</li> <li>Despite temporary inventory adjustment takes place for some of the products, overall shipments of semiconductor-related products will increase.</li> <li>Shipments of optoelectronics materials will increase.</li> <li>There is a concern that the ongoing semiconductor shortages will impact circuit board materials.</li> </ul>
Che cal	<ul> <li>(Chlor-alkali/urethane)</li> <li>Shipments will increase due to the capacity expansion of the PVC manufacturing facilities in Indonesia.</li> <li>Caustic soda prices will remain high, and the PVC market will remain at a high level, although the sharp rise in PVC prices will ease.</li> <li>(Fluorine/specialty chemicals)</li> <li>Shipments will increase following the strong demand for fluorine-related products mainly for semiconductor-related applications.</li> <li>(Life science)</li> <li>Shipments of biopharmaceuticals CDMO will increase because of the capacity increase.</li> </ul>

### **CAPEX, Depreciation and R&D**



(100 million JPY)
Full year

	FY2021	FY2022e
CAPEX*	2,165	2,800
Glass	509	500
Electronics	696	880
Chemicals	942	1,400
Ceramics/Other	22	20
Elimination	<b>A</b> 3	▲ 0
Depreciation*	1,668	1,800
Glass	546	540
Electronics	603	680
Chemicals	500	560
Ceramics/Other	20	20
Elimination	<b>1</b>	▲ 0
R&D	494	540

#### [Main projects for CAPEX]

- Capacity enhancement of Electronic materials (Electronics)
- Repairment for display glass furnace (Electronics)
- Capacity enhancement for Chlor-alkali in Southeast Asia (Chemicals)
- Capacity enhancement on fluorochemical (Chemicals)
- Capacity enhancement of biopharmaceuticals (Chemicals)

etc.

<sup>\*</sup>Figures for FY2021 have been retroactively adjusted due to the transfer of a portion of the automotive display cover glass business from electronics to the automotive glass business.



## Toward the Realization of Vision 2030

#### Vision 2030



■ Grow through well-balanced creation of social and economic value

By providing differentiated materials and solutions, AGC strives to help realize a sustainable society and become an excellent company that grows and evolves continuously.

Greater Corporate Value

Social Value

Creation of the five social values

**Economic Value** 

Stable ROE of

10% or higher

Promotion of sustainability management



Business portfolio Transformation

### **Direction of the Business Portfolio Transformation**



■ Through the practice of ambidextrous management, we aim to build a business portfolio that is resilient to market fluctuations and has high asset efficiency, growth potential, and carbon efficiency.





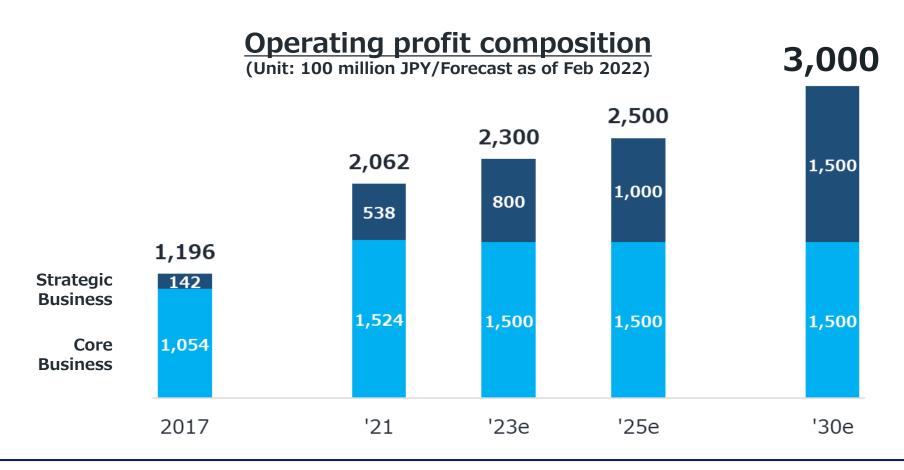




## **Business Portfolio Reform (To-be image)**



- Core businesses to become a long-term stable source of earnings
- Develop the strategic businesses so that they will account for more than half of the group's operating profit in 2030.

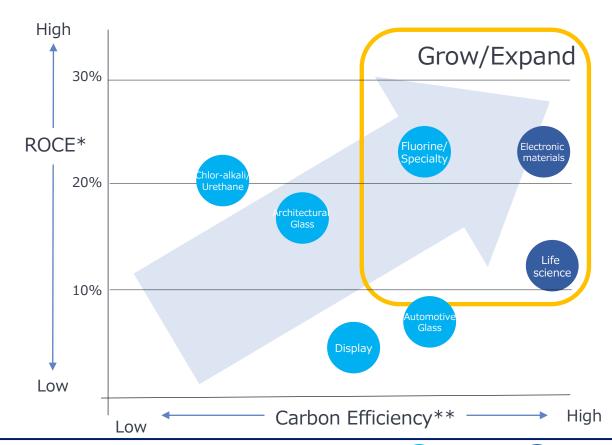


## Carbon efficiency and Asset efficiency



Expand the strategic businesses that have high carbon efficiency and asset efficiency, and at the same time increase the carbon efficiency and asset efficiency of other businesses

### **Direction of the AGC Group's business portfolio**

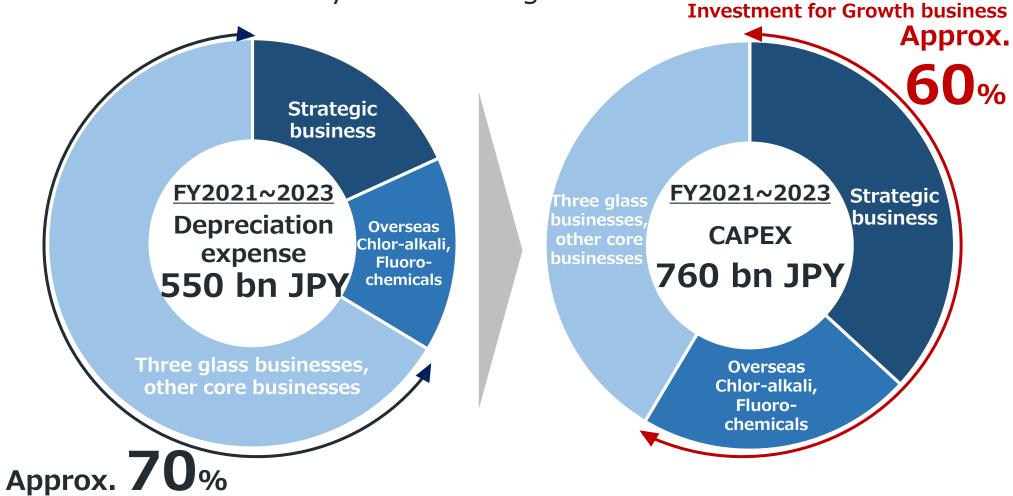


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## **Resource Allocation Policy**



■ Cash generated from the three Glass businesses\* and other core businesses is actively invested in growth businesses



Depreciation of the three glass businesses and other core businesses



## Progress toward the Realization of Vision 2030

- Active investment in growth businesses
  - -Life science
  - -Chlor-alkali in Southeast Asia
- Progress of improving automotive glass business profitability
- Progress of sustainability management

## Active investment in growth businesses: Business characteristics of the life sciences business (pharmaceutical CDMO) our Dreams, Our Challenge

- Establish business relationships based on trust in a multi-product market
- Securely capture the high growth of the pharmaceutical CDMO market

#### Market

Active pharmaceutical ingredients
CDMO market size trend

EY2020-FY2026

CAGR

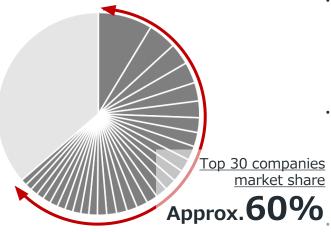
8.5%

2016 17 18 19 20 21 22e 23e 24e 25e 26e

 The CDMO market is steadily expanding in response to the pharmaceutical industry's move towards outsourcing.

#### Industrial structure

<u>Share of commercial active pharmaceutical</u> <u>ingredients contracts (number of products)\*</u>



- •The CDMO market is highly fragmented because of highly fragmented customer base. Unlike the semiconductor industry, the CDMO industry is not converged into a small number of companies.
- Commercial pharmaceutical contracts generally last for 10 years or more

#### Company

#### Strength of AGC

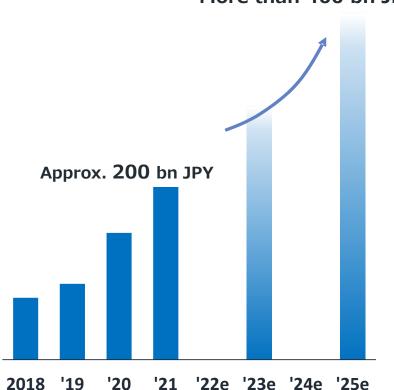
- •Pioneer of single-use bag technology that is ideal for small quantities and high-mix production. Also has the capacity for production on a large scale using large SUS vessels.
- •The company provides integrated services from early development to commercial operations under a high-level cGMP production system in Japan, the US and Europe.
- Extensive inspection experience based on advanced quality and technological development capabilities.

## **Active investment in growth businesses:** Further expansion of the life sciences business



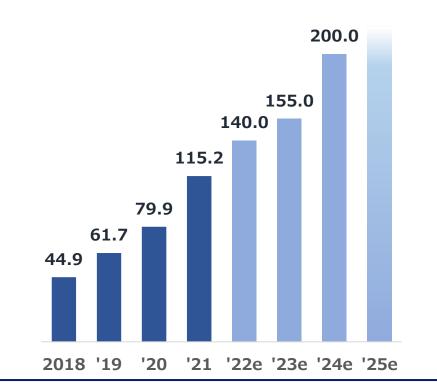
- Decided to invest a cumulative total of approx. 200 billion yen by 2021, aiming to achieve sales of 200 billion yen in 2024, one year ahead of schedule.
- Investing a total of more than 200 billion yen from 2022 to 2025 to further expand the business.





#### Life sciences sales trend

(unit: bn JPY)



## Active investment in growth businesses: Changes in the Chlor-alkali market structure in Southeast Asia



Despite certain market fluctuations, the Chlor-alkali market structure in Southeast Asia has changed significantly with the limited inflows of PVC from China and the United States.

#### China

Overcapacity with Carbide method facilities

#### **Before**

 Production increased when the market prices exceeded costs and some exported to Southeast Asia.

#### **After**

 Due to environmental issues, the capacity for exports has decreased.

#### **Southeast Asia**

•Strong infrastructure demand ensures stable an annual 4% growth

#### **Before**

•The market prices do not exceed a certain level as imports from China and other countries increased when the market prices are favorable.

#### **After**

- With reduced inflow from outside, the market prices will stay at a high level.
- •AGC has overwhelming shares (over 50%) for caustic soda and PVC.
- No large capacity expansion in the region except for AGC.

#### **United States**

 Highly efficient production by utilizing low electricity cost

#### **Before**

 Although limited, inflow occurs when the market prices exceeded import cost.

#### **After**

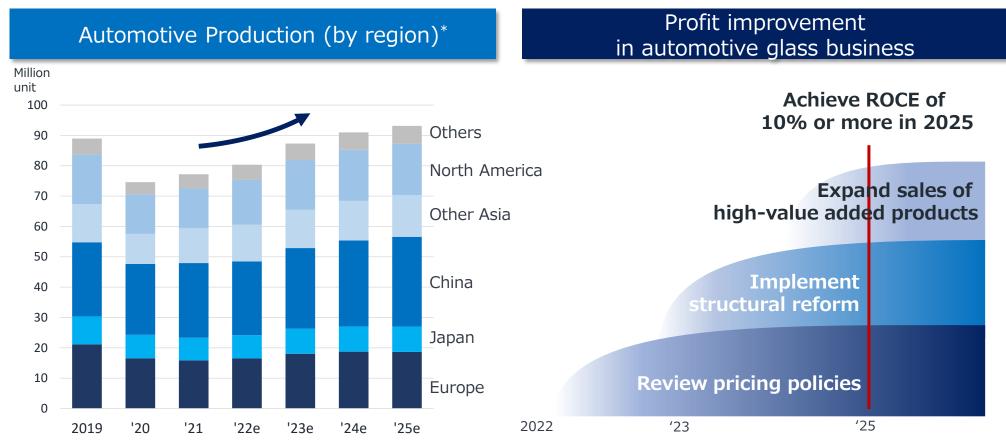
- With strong domestic demand, not much export to Southeast Asia.
- Excess capacity is allocated to Europe which is losing cost competitiveness

## AGC has established a solid, highly profitable Chlor-alkali business in Southeast Asia.

## Progress of improving automotive glass business profitability



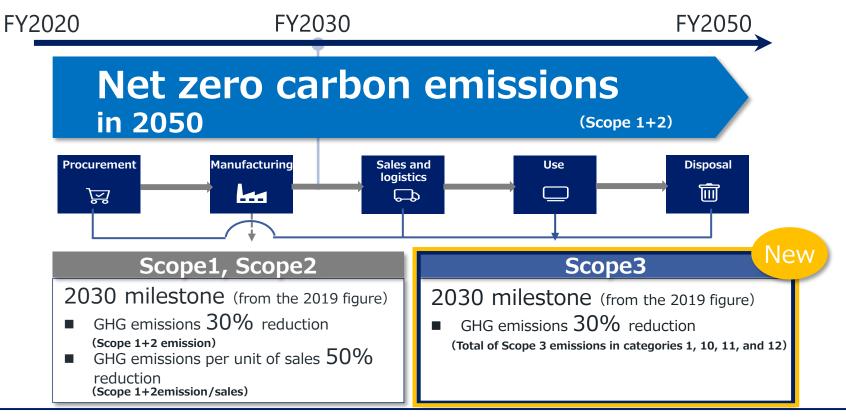
- Market recovery trend from the second half of 2022, recover to 2019 level in 2024.
- Steady progress in reviewing pricing policy (effect will mainly emerge in and after 2H 2022)
- Build resilience to the business environment with structural reforms and high-value added products.



## Progress of sustainability management: Set target of Scope 3



- Set net carbon zero target by 2050 in *AGC-plus 2023*
- A new Scope 3 reduction target has been set as a milestone for 2030, in addition to the Scope 1 and 2 targets.
- Aim for a 30% reduction (compared to 2019) by 2030 by focusing on promoting the AMOLEA series of next-generation refrigerants, which have an extremely low global warming potential, and strengthening supplier engagement activities.



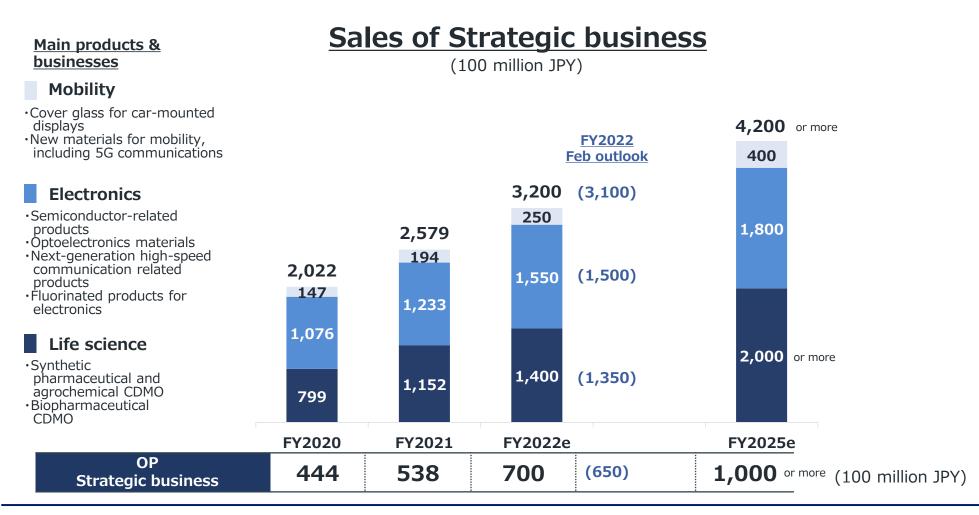


## **Today's summary**

### **Outlook for Strategic Business**



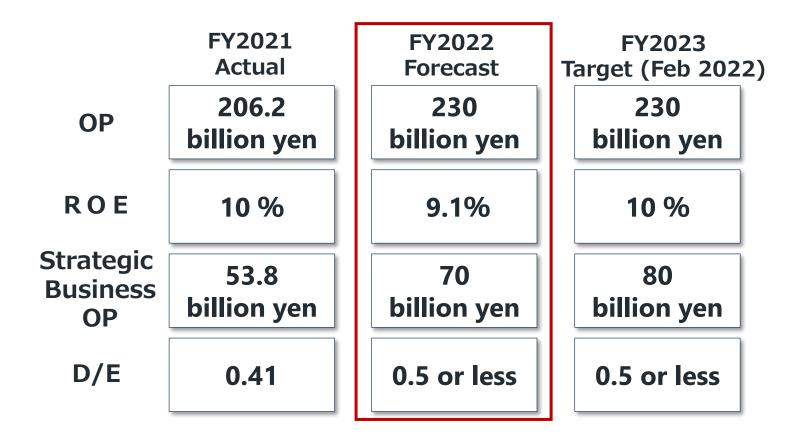
- 2022 forecast revised upwards, growth accelerating towards 2025.
- Life Sciences is expected to achieve sales of 200 billion yen in 2024.



## 2023 OP target expected to be achieved one year ahead of schedule



■ The 2023 OP target of the medium-term management plan is expected to be achieved one year ahead of schedule.



# Growth through simultaneous realization of social and economic value



By providing differentiated materials and solutions, AGC strives to help realize a sustainable society and become an excellent company that grows and evolves continuously.

Greater Corporate Value

Social Value

Creation of the five social values

**Economic Value** 

Stable ROE of

10% or higher

Promotion of sustainability management



Business portfolio Transformation

## **AGC Group's Brand Statement**

Never take the easy way out, but confront difficulties
Trust is the best way to inspire people
Strive to develop technologies that will change the world
A sense of mission leads us to advance

For more than a century, AGC has been guided by these founding spirits. Our unique materials, solutions and reliable partnerships have facilitated leading innovations across diverse industries and markets.

Today, by working with others to combine knowledge and advanced technology, we help make ever greater achievements possible, and bring bolder ideas to life



# Your Dreams, Our Challenge



## **Appendix**

## ROCE & EBITDA by Segment (as of the end of FY2021) AGC

	Opera pro		EBITDA*		ROCE		Operating assets	
	2020	2021	2020	2021	2020	2021	2020	2021
Glass	<b>▲</b> 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	<b>1</b>	<b>▲</b> 2	▲2	▲3	-	-	-	-
Total	758	2,062	2,195	3,729	4.1%	10.9%	18,400	18,950

## **Sensitivity to FOREX/Market Impacts**

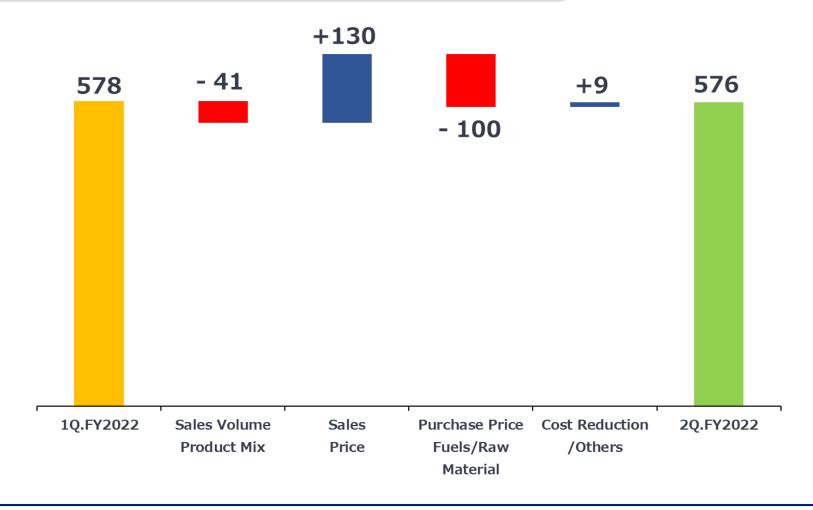


Risk factors	Impact on OP	Supplementary info
Exchange rate	700 million yen*loss if yen appreciated by 1%	*Impact when all currencies fluctuate at the same proportion against JPY
Dubai crude oil	260 million yen* loss if increased by 1 dollar per barrel	*excluding impact of oil hedging
Chemicals market	<ol> <li>Caustic soda:</li> <li>\$1 M loss if the international market down by \$1</li> <li>PVC spread:</li> <li>\$1.2 M loss* if decreased by \$1</li> </ol>	*PVC spread: PVC market - (ethylene market×0.5)

## Variance Analysis on OP (2Q.FY2022 vs. 1Q.FY2022)







# YoY Performance Comparison by Geographic Segment



			Japan & Asia	nericas	Europe	Inter- segment	Total
	Architectural	2Q.FY2022	361	80	773	-	1,214
	glass	2Q.FY2021	288	155	548	-	991
	Automotive	2Q.FY2022	472	201	283	-	956
	glass	2Q.FY2021	490	157	268	-	915
Glass		2Q.FY2022	833	280	1,057	2	2,172
		2Q.FY2021	778	313	816	6	1,912
Electronics		2Q.FY2022	651	62	3	6	722
		2Q.FY2021	620	63	3	5	690
Chemicals		2Q.FY2022	1,651	172	261	5	2,090
		2Q.FY2021	1,208	94	203	4	1,508
Ceramics/Ot	her	2Q.FY2022	86	-	-	150	236
		2Q.FY2021	82	-	-	109	191
Elimination		2Q.FY2022	-	-	-	<b>▲</b> 163	<b>▲</b> 163
		2Q.FY2021	-	-	-	<b>▲</b> 124	<b>▲</b> 124
Total Net Sa	les	2Q.FY2022	3,221	515	1,321	-	5,057
		2Q.FY2021	2,687	469	1,021	-	4,178

# YoY Performance Comparison by Geographic Segment



			Japan & Asia Americas		Europe	Inter- segment	Total
	Architectural	1-2Q.FY2022	681	143	1,429	-	2,252
	glass	1-2Q.FY2021	567	281	1,036	-	1,883
	Automotive	1-2Q.FY2022	982	383	526	-	1,891
	glass	1-2Q.FY2021	1,003	298	521	-	1,822
Glass		1-2Q.FY2022	1,663	526	1,955	5	4,149
		1-2Q.FY2021	1,570	579	1,557	12	3,717
Electronics		1-2Q.FY2022	1,332	133	6	11	1,481
		1-2Q.FY2021	1,255	116	5	9	1,385
Chemicals		1-2Q.FY2022	3,186	313	504	9	4,011
		1-2Q.FY2021	2,276	200	399	7	2,881
Ceramics/Ot	her	1-2Q.FY2022	167	-	-	268	435
		1-2Q.FY2021	157	-	-	210	367
Elimination		1-2Q.FY2022	-	-	-	▲ 293	▲ 293
		1-2Q.FY2021	-	-	-	▲ 238	<b>▲</b> 238
Total Net Sa	les	1-2Q.FY2022	6,347	971	2,465	-	9,783
		1-2 <b>Q</b> .FY2021	5,257	895	1,961	-	8,113

## **Business Performance**



							(1	.00 milli	on JPY)
Glass	2Q.20	3Q.20	4Q.20	1Q.21	2Q.21	3Q.21	4Q.21	1Q.22	2Q.22
Net Sales	1,249	1,717	1,851	1,806	1,912	1,729	1,896	1,976	2,172
Architectural Glass	706	840	901	891	991	916	1,011	1,038	1,214
Automotive Glass	534	869	943	908	915	808	881	935	956
(Inter Segment)	8	7	7	7	6	5	3	3	2
Operating profit	<b>▲</b> 182	<b>▲</b> 12	53	95	106	51	21	40	74

Electronics	2Q.20	3Q.20	4Q.20	1Q.21	2Q.21	3Q.21	4Q.21	1Q.22	2Q.22
Net Sales	693	715	792	695	690	797	868	760	722
Display	433	448	458	461	429	474	457	450	420
Electronic Materials	247	257	316	230	257	318	405	304	296
(Inter Segment)	13	10	19	4	5	5	5	5	6
Operating profit	85	99	106	87	55	103	123	80	12

Chemicals	2Q.20	3Q.20	4Q.20	1Q.21	2Q.21	3Q.21	4Q.21	1Q.22	2Q.22
Net Sales	983	1,091	1,296	1,373	1,508	1,626	1,800	1,922	2,090
Chlor-alkali & Urethane	559	632	755	822	940	1030	1112	1217	1298
Fluorochemicals & Specialty	247	250	278	269	299	329	343	356	393
Life science	173	207	260	279	265	265	343	345	393
(Inter Segment)	5	3	3	3	4	3	3	4	5
Operating profit	75	98	180	255	340	365	427	452	474

### **Market trend**



Trend of shipment and price

					20	21		20	22
				1Q	2Q	3Q	4Q	1Q	2Q
YoY co	mparision								
Glass	Architectural	Japan & Asia	shipment	+10%	+low 10% range	-mid single-digit	flat	+10%	+low 10% range
	(AGC)		price	-mid single-digit	+low single-digit	+10%	+low 10% range	+high 10% range	+high 10% range
		Europe	shipment	+low single-digit	+low 30% range	+high single-digit	+high 20% range	+mid 10% range	-low single-digit
			price	+high single-digit	+high 30% range	+high 30% range	+high 30% range	+high 40% range	+high 60% range
	Automobile	Japan	volume	-4%	+55%	-23%	-17%	-13%	-12%
	production* <sup>1</sup>	North America	volume	-4%	+132%	-26%	-14%	-1%	+12%
		Europe & Russia	volume	+1%	+84%	-32%	-23%	-18%	-4%
Electronics	Display panel demand* <sup>2</sup>	Global	area	+17%	+10%	-3%	+4%	+4%	-5%

<sup>\*1</sup> Source: IHS Markit data as of July 1, 2022.

 $<sup>^{*2}</sup>$  Source: Omdia-Display Long-Term Demand Forecast Tracker – 1Q22 Pivot Results are not an endorsement of AGC Inc. Any reliance on these results is at the third-party's own risk.

### **Financial index**



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

<sup>\*1</sup> 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. <a href="https://www.agc.com/ir/pdf/data\_all.pdf">https://www.agc.com/ir/pdf/data\_all.pdf</a>

<sup>\*2</sup> Operating profit/Total assets(average)

<sup>\*3</sup> Earnings per share is adjusted to reflect the 5 into 1 share consolidation implemented on July 2017.

<sup>\*4</sup> EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) = Profit before taxes + Depreciation + Interest expenses

### **Sustainability:** Products and technologies to create social value



**Material** opportunities

AGC Group's materials and solutions

Social value

Related SDGs

Addressing climate change

Architectural glass, Green refrigerant, automotive infrared cut glass, refractories for biomass boiler, etc.

Fuel cell materials, products for recycled

raw materials (glass, refractories, etc.)

Realization of a sustainable global environment



Effective use of resources

> Architectural glass, caustic soda, sodium hypochlorite, sodium bicarbonate, PVC, etc.

Realization of safe and

comfortable urban









**Developing social** infrastructure

Achieving a safe and comfortable mobility

**Building an info**intensive and IoT society

Addressing food crises

**Facilitating better** health and longevity

Automotive glass antennae, components for automotive sensing radar, HuD components,

Antenna for building windows, materials for semiconductor production, Display glass, high-speed communication parts, etc.

Agrochemical active ingredients/intermediates, film for agricultural green houses

etc.

Pharmaceuticals active ingredients/intermediates, high-speed communication parts, high-performance membrane for water treatment

Realization of safe and healthy lifestyles

infrastructure







## Sustainability: Create social value through healthy corporate activities our Dreams, Our Challenge

#### **Material risks**

Addressing climate change

Effective use of resources

Creating a socially and environmentalconscious supply chain

Ensuring fair and equal employment and workplace safety

Considering relationships with local communities and the environment

#### **AGC Group corporate activities**

Continuous energy-saving, development of production technology/facilities to reduce GHG emissions, etc.

Use of recycled raw materials/materials, Reduction of land, etc.

Supplier selection based on respect for human rights/environmental protection

Reduce water usage, protect biodiversity, prevent environment accidents, supporter-making, etc.

Increase employee engagement, prevention of serious disaster/ accidents requiring a leave, etc.

#### Social value

**Related SDGs** 

Realization of a sustainable global environment





Contributing to the maintenance of a healthy and secure society









Contributing to the creation of fair and safe workplaces





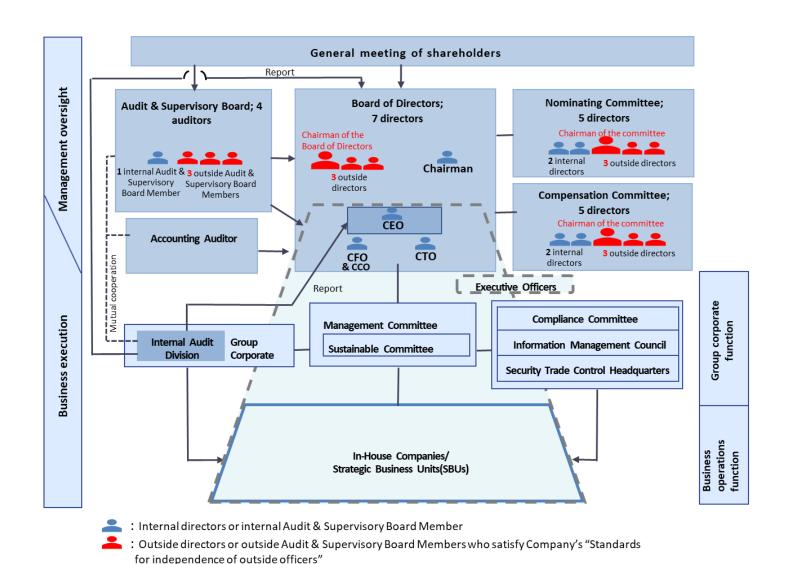
## **Major Press Release in FY2022**



Date	Summary
January 13	Ammonia Combustion Technology Development Project including AGC Selected as NEDO-Commissioned Project
January 25	AGC to Double Production Capability for EUVL Mask Blanks
February 8	Progress of the Medium-term Management Plan AGC plus-2023 and Initiatives to Realize the Long-term Management Strategy Vision 2030
February 8	Notice Regarding Posting of Impairment Losses
February 21	AGC Increases Investment in Next-generation Power Semiconductor Material Developer Novel Crystal Technology
March 9	Selected as a "White 500" company for three years in a row.
March 11	AGC Develops Glass Antenna for All Frequencies in the 5G Sub6 band in Japan
April 6	AGC to Expand Synthetic Pharmaceutical Production Base in Spain
May 6	AGC to Expand Capacity of Chlor-Alkali Business in Thailand
May 10	AGC to Take Profitability Improvement Measures for its Automotive Glass Business
May 10	AGC Decides to Transfer All Shares of Solvay Soda Ash Joint Venture and Solvay Soda Ash Extension Joint Venture
May 13	AGC Develops New Composition of AMOLEA™ 1123, a Next-Generation Refrigerant with Low Global Warming Potential
May 18	AGC Biologics Expands Cell and Gene Therapy CDMO Capacity at its U.S. site
May 23	AGC Joins the "30 by 30 Alliance for Biodiversity" in Japan
June 10	AGC Sets Reduction Target for Scope 3 GHG Emissions
July 6	AGC to Revise Pricing for Architectural Glass Products in Japan
July 26	AGC Glass Europe Announces New Low-carbon Glass Range

## **AGC's Corporate Governance Structure**





#### **External evaluations**



#### FTSE4Good Index Series



#### FTSE Blossom Japan Index



#### CDP Climate Change A-



4 stars awarded in the 5th Nikkei "Smart Work Management" survey

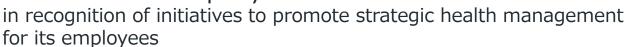


#### Nadeshiko Brand



as a company that excels in promoting the advancement of women in 2021

#### "White 500" Company





#### **EcoVadis Supplier Evaluations**

PLATINUM rated for the Kashima plant and AGC Pharma Chemicals Europe Highly rated in several other domestic and international locations







#### Derwent Top 100 Global Innovator 2022

#### DX Brand 2022







## **END**

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