### Financial Results for FY2021 and

New Mid-Term Management Plan (FY2022 - FY2024) Spiral-up 2024

**Explanatory Documents** 

Sekisui Kasei Co., Ltd.

(TSE Prime Code: 4228)

May 11, 2022





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Summary of FY2021 Financial Results



Summary of Previous Mid-Term Management Plan



New Mid-Term Management Plan



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New Mid-Term Management Plan

### Summary of FY2021 Financial Results

Make Innovations Stage-II

	FY2020 Full-year	FY2 Full-	Year-on-year		Vs. forecast		
(Unit: Billions of yen)	Actual	Most recent forecast	Actual				
	(A)	(B)	(C)	(C) - (A)		(C) - (B)	
Net sales*	—	116.0	117.8	—	—	1.8	102%
(Old standard basis)	(118.9)	(127.6)	(130.1)	(11.3)	(109%)	(2.5)	(102%)
Operating income	2.09	0.70	1.46	-0.63	70%	0.76	209%
<operating income="" ratio=""></operating>	<1.8%>	<0.6%>	<1.2%>				
Recurring income	1.96	0.50	1.40	-0.56	72%	0.90	280%
Net income attributable to owners of the parent	1.13	-6.60	-5.92	-7.04	_	0.68	_

\* The "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) is being applied from FY2021.

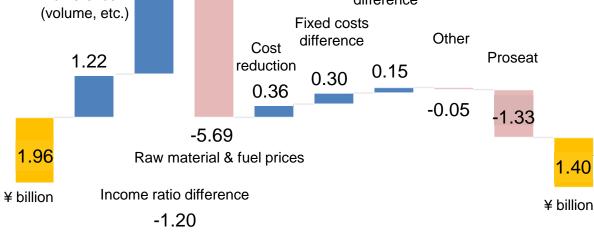
- While both net sales and income exceeded forecasts, income fell sharply year-on-year. (Net sales were 109% year-on-year, based on the same accounting standards.)
- Despite efforts to enhance productivity and reduce fixed costs, soaring raw material and fuel prices and the deteriorating profitability of Proseat in Europe had an impact.
- A significant loss was recorded due to the Proseat Group's impairment loss, particularly with respect to the bottom line.

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Factors Contributing to an Increase or Decrease in Recurring Income for FY2021 (Year-on-Year)

#### Increase Decrease Total [Unit: Billions of yen] Product prices 4.49 Foreign Sales exchange difference difference Fixed costs Other difference Cost Proseat reduction 0.15 0.30 0.36 -0.05 -1.33





Make Innovations Stage-II

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### Performance of the Industry segment in FY2021

### Make Innovations Stage-II

(Unit: Billions of yen)	FY2020 Actual	FY2021 Actual	Year-on-ye	ar
	(A)	(B)	(B) - (A)	
Net sales*	_	68.3	—	—
(Old standard basis)	(65.4)	(72.2)	(6.8)	(110%)
Operating income	-0.69	-1.33	-0.63	—
Recurring income	-0.96	-1.78	-0.82	—

\* The "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) is being applied from FY2021.

Sales: Sales recovered to a certain degree from the impact of COVID-19 in the previous fiscal year. \* 110% year-on-year, based on the same accounting standards

However, the recovery of automotive-related sales was slower than expected due to the semiconductor shortage.

 Income: Despite efforts to enhance productivity and reduce fixed costs, income declined sharply due to soaring raw material prices and supply chain disruptions.

Automotive	Sales recovered year-on-year in automotive components, but declined slightly in packaging materials. Income decreased significantly due to higher costs, as a result of soaring raw material prices and rapid cutbacks in automotive production. (In particular, sales for Proseat in Europe fell by approximately ¥1.3 billion year-on-year.)
Home Appliance/IT	Performance was strong overall, with favorable sales of TECHPOLYMER for LCD-related products, despite weak sales of PIOCELAN packaging materials in the second half of the year.
Medical/Healthcare	Sales significantly exceeded those of the previous year due to a recovery in demand (ST-gel, TECHPOLYMER for cosmetics, ELASTIL).

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### Performance of the Human Life segment in FY2021

### Make Innovations Stage-II

(Unit: Billions of yen)	FY2020 Actual	FY2021 Actual	Year-on-yea	ar
	(A)	(B)	(B) - (A)	
Net Sales*	_	49.5	—	—
(Old Standard Basis)	(53.5)	(58.0)	(4.5)	(108%)
Operating Income	3.86	3.38	-0.49	87%
Recurring Income	3.75	3.38	-0.38	90%

\* The "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) is being applied from FY2021.

- Sales: Sales in the fisheries-related business were weak, while food container and construction materialrelated sales were strong. In addition, higher unit sales prices due to higher raw material prices also had an impact.
   \* 108% year-on-year, based on the same accounting standards
- Income: Despite efforts to enhance productivity and reduce fixed costs, income decreased due to soaring raw material prices and other factors.

Food Containers	Sales were strong due to a recovery in demand for laminated containers and higher unit sales prices.
Agriculture/Fisheries	While agricultural product-related sales were firm, fisheries-related sales were slightly lower year-on- year, due to continued sluggishness in fish catches and demand from the food service industry.
Construction Materials/ Civil Engineering	Sales were steady as a result of large orders for lightweight embankment blocks, etc.
Sheets Volume	While demand for home-cooked and ready-made meals has stabilized since last year, sales have cooled and were down slightly, year-on-year.
Beads Volume	Although volumes decreased in agriculture and fisheries-related products, sales were strong due to
KISUI KASEI CO., LTD. All Rights Reserved.	increases in applications in light electric appliances, civil engineering, and life goods.



### Make Innovations Stage-II

### Capital Expenditures in FY2021

(Unit: Billions of yen)	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Actual	Actual	Actual	Actual	Actual	Actual
Capital expenditures	5.8	7.8	7.4	5.3	5.4	3.8
Depreciation and amortization	3.6	4.1	4.5	6.1	6.2	6.2

• In FY2021, we curbed expenditures after assessing the earnings situation and changes in the market environment.

### Shareholder Returns (Dividends) in FY2021

	Actual	Actual	Actual	Actual	Actual	(Planned)
Net income per share (yen)	73.03	75.33	69.09	51.29	24.86	-130.99
Dividends per share (yen)	24	27	30	30	21	12
Dividend payout ratio (consolidated)	33%	36%	43%	59%	85%	—
Acquisition of treasury stock (millions of yen)	718.5	621.2	_	_	141.5	_
Total return ratio (consolidated)	54%	54%	43%	59%	97%	—
ROE	5.7%	5.5%	4.8%	3.6%	1.6%	_
Disposal of treasury stock (million shares)	1	-	_	_	_	_

• We plan for an interim dividend of ¥5/share and a year-end dividend of ¥7/share, for an annual dividend of ¥12/share.

### Financial Position in FY2021

Make Innovations Stage-II

(Unit: Billions of yen)	FY2019 (A)	FY2020 (B)	FY2021 (C)	Year-on-year (C) - (B)
Total assets	149.1	158.4	143.3	-15.1
Net assets	67.2	70.7	58.2	-12.4
Equity ratio	44.1%	44.2%	40.1%	-4.1%
Net assets per share (yen)	1,450.32	1,549.84	1,272.86	-276.98
(Ref.) Equity capital	65.7	70.0	57.5	-12.5
Cash and deposits	9.5	12.5	10.5	-2.0
Short-term loans	6.5	9.2	16.3	+7.1
Long-term loans	22.2	20.9	13.9	-7.0
Bond	7.0	7.0	7.0	±0.0
Interest-bearing debt	35.7	37.1	37.1	±0.0
D/E ratio (times)	0.54	0.53	0.65	+0.12

• Both net assets and the equity ratio decreased due to the recording of a net loss for this fiscal year, while the D/E ratio increased.

• We have no concerns regarding our financial situation.



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## Summary of FY2021 Financial Results



Summary of Previous Mid-Term Management Plan

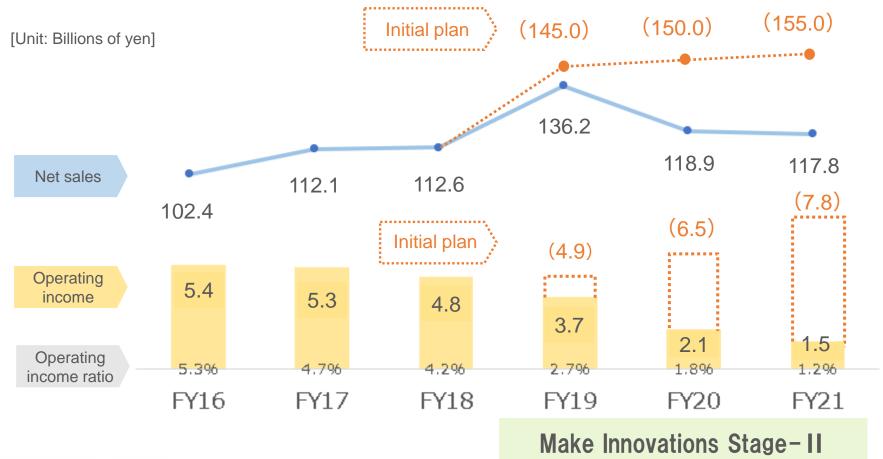


New Mid-Term Management Plan

Summary of the Previous Mid-Term Management Plan

Consolidated financial results

Both sales and income fell far short of the initial plan



Make Innovations Stage-II



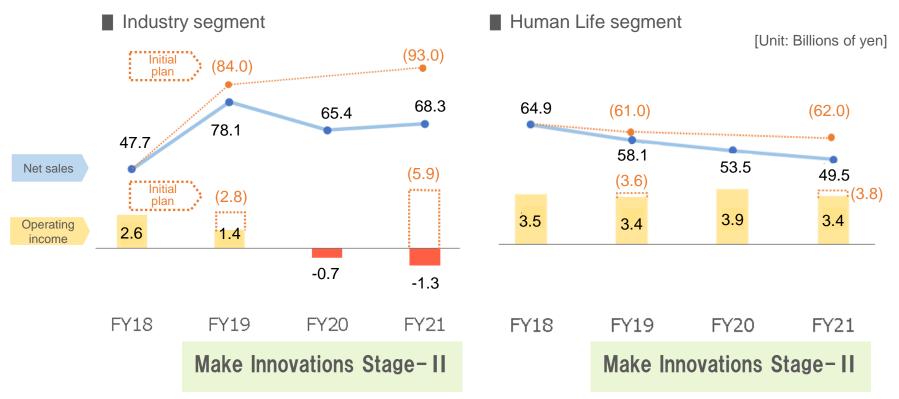
### Make Innovations Stage-II

Summary of the Previous Mid-Term Management Plan (Results)

### Performance by segment

Large deviations from the plan, especially in the Industry segment

Deviated significantly from the plan globally, especially in automotive-related products, due to the impact of COVID-19 and semiconductor supply issues, etc.



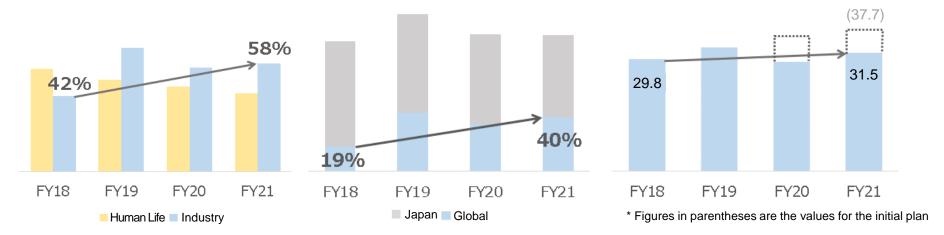
Summary of the Previous Mid-Term Management Plan

Priority policy 1: "Evolution of business portfolio"

While some results were achieved for portfolio evolution in the Industry segment and globally, important development themes showed sluggish growth

- Net sales ratio in the Industry segment Plan: 60% ≥ Actual: 58%
- Global net sales ratio Plan:  $37\% \leq \text{Actual: } 40\%$
- ID theme net sales\* Plan: ¥37.7 billion > Actual: ¥31.5 billion

Make Innovations Stage-II



\* ID themes (Important Development themes): 107% in TECHPOLYMER and the high functional food container field, 75% in the automotive field, and 54% in the medical/healthcare field, compared to the plan.

### Make Innovations Stage-II

Summary of the Previous Mid-Term Management Plan

Priority policy 2: "Strengthening group management foundation"

Progress made in enhancing the organizational structure and human resources through reorganization

Strengthenin	g group management foundation		Results
Improvement of our organizational capabilities	Reorganization		Reorganization of Group companies and consolidation of the three centers in the head office, to improve our organizational strength
Improving the capabilities of our human resources	Promoting workstyle reforms and diversity		Introduction of a working-from-home system Female adoption rate: 21% (> target 17%)

#### Priority policy 3: "Contribution to sustainable society"

Achieved our FY2021 targets and made steady progress toward achieving FY2030 targets

Contributio	n to sustainable society	Results
Evolution of existing products Development of new materials	Creation of Sustainable Star Products (Target: 40 registrations, 12% of net sales)	Creation of Sustainable Star Products (Results: 42 registrations, 16% of net sales)
Business activities that do not place a burden on society	Reduction of CO <sub>2</sub> emissions (Target: -2% compared to FY2018)	Reduction of $CO_2$ emissions (Results: -5% compared to FY2018)



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Summary of Previous Mid-Term Management Plan

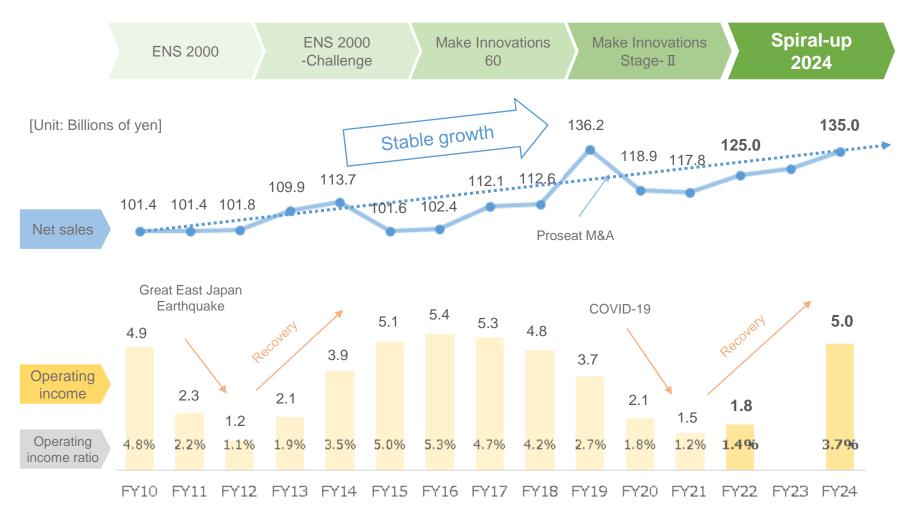


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## Spiral-up 2024

### Positioning of the New Mid-Term Management Plan

Aiming for a V-shaped recovery of earnings for renewed growth





### Overview of the New Mid-Term Management Plan

Name of the plan

## Spiral-up 2024

In addition to the PDCA cycle, we are committed to creating a virtuous cycle between the challenge of "realizing a sustainable society" and the "sustainable enhancement of our corporate value."

### Basic policy

To contribute to a sustainable society, and to achieve the sustainable enhancement of our corporate value, we will establish a resilient earnings base based on ESG management.

#### Quantitative targets

	FY2021 Actual	FY2022 Plan	FY2024 Plan	3-year avg. growth rate
Net sales	¥117.8 billion	¥125.0 billion	¥135.0 billion	5%
Operating income	¥1.5 billion	¥1.8 billion	¥5.0 billion	50%
Recurring income	¥1.4 billion	¥1.6 billion	¥4.8 billion	50%
Net income	¥-5.9 billion	¥0.9 billion	¥3.0 billion	—
ROE		1.5%	3.0%	_



### New Mid-Term Management Plan

#### Quantitative targets by segment

(Unit: Billions of yen)			FY2021 Actual		FY2022			FY2024
	(Unit. billions of yen)	1H	2H	Full-year	1H	2H	Full-year	Full-year
Ne	t sales	59.4	58.4	117.8	60.0	65.0	125.0	135.0
	Industry	35.6	32.7	68.3	34.6	36.4	71.0	75.0
	Human Life	23.8	25.7	49.5	25.4	28.6	54.0	60.0
Op	perating income	0.65	0.81	1.46	0.40	1.40	1.80	5.00
	(Operating income ratio)	1.1%	0.1%	1.2%	0.7%	2.2%	1.4%	3.7%
	Industry	-0.55	-0.78	-1.33	-0.20	0.90	0.70	3.90
	Human Life	1.53	1.84	3.38	1.30	1.40	2.70	3.40
	Head office costs	-0.33	-0.26	-0.59	-0.70	-0.90	-1.60	-2.30

\* The segment breakdown has been partially revised in the new mid-term plan.

\* Head office costs include digital transformation (DX) and other system costs.

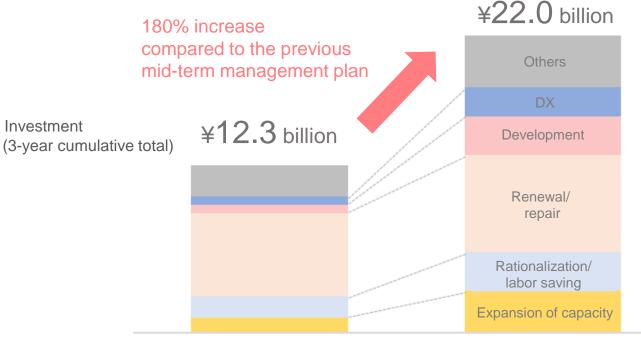
Spiral-up 2024



New Mid-Term Management Plan

#### Capital expenditure

Moving from curbing investment due to market conditions, such as the spread of COVID-19, to strengthening investment for growth, including environmental and DX-related investments



Previous mid-term management plan FY19 – FY21 New mid-term management plan FY22 – FY24

- \* Environmental investment:
- Previous plan = ¥0.6 billion
- New plan = ¥2.5 billion

Spiral-up 2024

Spiral-up 2024

Key Issues in the New Mid-Term Management Plan

- 1. Strengthen the earnings structure
  - (1) Restructuring the business portfolio (5 priority fields)

Food	Electronics	Mobility	Medical/ Healthcare	Housing/Energy
------	-------------	----------	------------------------	----------------

- (2) Constructing a highly profitable structure in the Proseat business
- (3) Strengthening cost competitiveness through innovations in production
- (4) Rapidly generating profits from developed products

### 2. Shift to businesses that solve environmental and social issues

- (5) Expanding Sustainable Star Products through recycling-based business
- (6) Striving to achieve carbon neutrality

### 3. Reinforce our management foundations

- (7) Strengthening efforts to address materiality (key management issues)
- (8) Enhancing financial health

#### Total: 3 issues, 8 themes



### 1. Strengthen the earnings structure

### (1) Restructuring the business portfolio (5 priority fields)

Food Electr	onics Mobility	Medical/ Healthcare	Housing/Energy
-------------	----------------	------------------------	----------------

(2) Constructing a highly profitable structure in the Proseat business

(3) Strengthening cost competitiveness through innovations in production

(4) Rapidly generating profits from developed products

Spiral-up 2024

Spiral-up 2024

### Key Issue 1: Strengthen the earnings structure

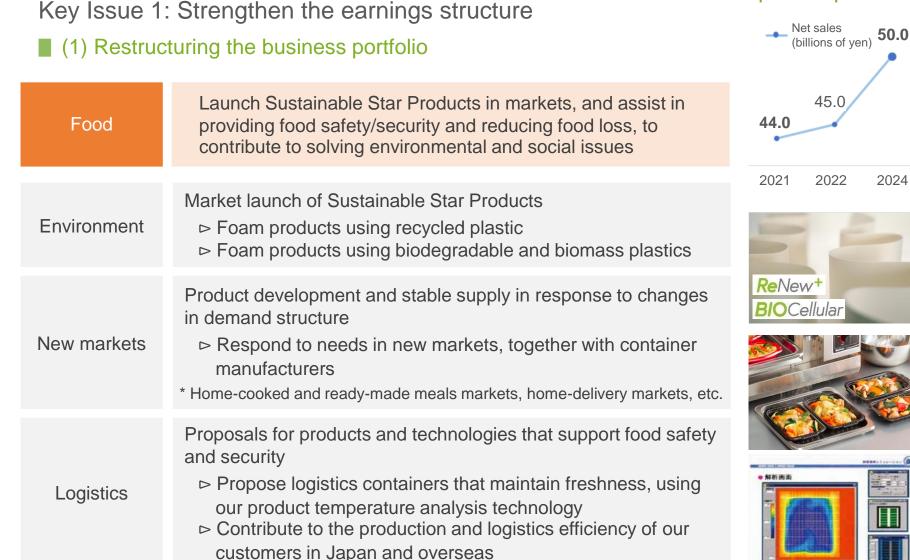
(1) Restructuring the business portfolio

#### Reallocation of resources to areas with growth potential

Food	Core area	Launch Sustainable Star Products in markets, and assist in providing food safety/security and reducing food loss, to contribute to solving environmental and social issues
Electronics	Ecolia orogo	Aim for high profitability through differentiated products, such as advanced materials and Sustainable Star Products, to contribute to the diffusion and advancement of digital technologies
Mobility	Focus areas	Contribute to the technological innovation of next-generation mobility such as EVs, by maximizing synergies with Proseat, and developing new materials and applications
Medical/Healthcare	Expected areas	Provide new value globally, by meeting the needs of the medical and healthcare fields through advanced proprietary products
Housing/Energy	Expected areas	Contribute to sustainable urban development by launching products for disaster prevention, disaster mitigation, and infrastructure development

\* Industry segment = Mobility, Electronics, Medical/Healthcare; Human Life segment = Food, Housing/Energy

Spiral-up 2024



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Spiral-up 2024 Key Issue 1: Strengthen the earnings structure Net sales (1) Restructuring the business portfolio (billions of yen) 18.0 Aim for high profitability through differentiated products, such as 16.2 16.0 **Electronics** advanced materials and Sustainable Star Products, to contribute to the diffusion and advancement of digital technologies 2021 2022 2024 Stable growth and area expansion in the electronic materials field Maintain a dominant position in display applications Electronic Meet the challenge of expanding into the high-speed materials communications field Transition to a recycling-based business Packaging Launch Sustainable Star Products in markets Sustainable Product STAR materials Improve the recycling system and develop recycling-based ReNew<sup>+</sup> business **BIO**Cellular Provision of structural components that support high-speed communications technology CFRP/GFRP (((團))) Structural Develop applications for FRP + high-strength foam components composite structures (e.g., exterior structural materials for antennas and base Form stations)

Key Issue 1: Strengthen the earnings structure

Spiral-up 2024

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(1) Restruct	Net sales (billions of yen) <b>50.0</b> 48.5	
Mobility	Contribute to the technological innovation of next-generation mobility such as EVs, by maximizing synergies with Proseat, and developing new materials and applications	43.0
Automotive components	<ul> <li>Expansion of adoption in next-generation mobility, such as EVs</li> <li>▷ Propose further weight reduction by increasing the expansion rate of PIOCELAN</li> <li>▷ Advance the development of next-generation vehicle components through synergy with Proseat</li> <li>▷ Achieve results for ST-Eleveat</li> </ul>	2021 2022 2024
Components logistics	<ul> <li>Sales expansion by leveraging our strengths (design know-how + environmental responsiveness)</li> <li>▷ Strengthen proposal activities for components that will increase with the shift to EVs</li> <li>▷ Launch Sustainable Star Products in markets</li> <li>▷ Improve the recycling system and develop resource-recycling business</li> </ul>	PS
Enhancement of competitiveness	<ul> <li>Improvement of competitiveness via thorough cost reductions</li> <li>Establish a system that can enhance production efficiency and reduce fixed costs for Proseat, and respond more quickly to fluctuations in demand</li> <li>Introduce cost planning to model plants, and expand it across the Group</li> </ul>	DOWN DOWN DOWN

(billions of yen) (1) Restructuring the business portfolio 6.0 4.7 4.0 Medical/ Provide new value globally, by meeting the needs of the medical **Healthcare** and healthcare fields through advanced proprietary products 2021 2022 2024 Expansion of ELASTIL applications **Sports** ▷ Develop new applications (sports and health products, etc.) Expand applications for shoes beyond sports shoe soles Expansion of sales channels to the skin care market ▷ Propose biodegradable and naturally derived microparticles Skin care to the market ▷ Expand sales of ST-gel (AI-Fit) using AI technology Expansion of ST-gel into new areas Biological ▷ Lifestyle-related diseases, infant biomonitoring, etc. sensing ▷ Healthcare areas such as TENS, EMS, wearable devices, etc.

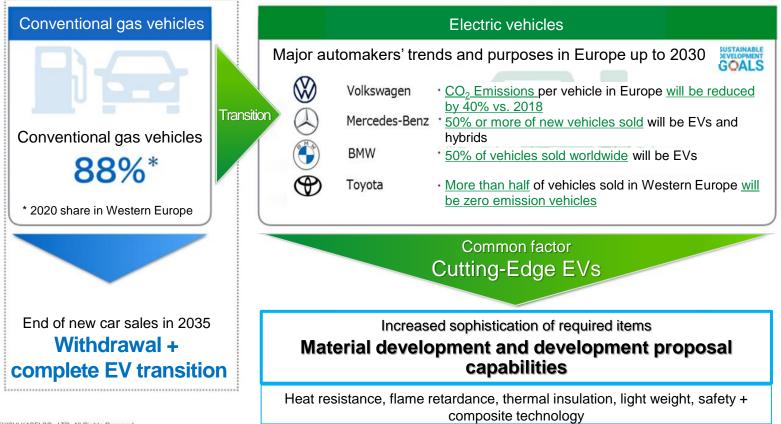
Key Issue 1: Strengthen the earnings structure (1) Restructuring the business portfolio			I-up 2 let sales pillions of ye 8.9	
Housing/ Energy	Contribute to sustainable urban development by launching products for disaster prevention, disaster mitigation, and infrastructure development	8.0	•	
		2021	2022	2024
Disaster prevention/ mitigation	Expansion of sales of products that support the "Fundamental Plan for National Resilience" ▷ Countermeasures against torrential rains and earthquakes ▷ Disaster recovery			
Housing improvement	Expansion of sales of products for infrastructure development ▷ Expansion of green infrastructure ▷ Improve social infrastructure			
Environment/ energy	Expansion of sales of products that contribute to a sustainable society ▷ Launch Sustainable Star Products in markets ▷ Renewable energy (water, solar, and offshore wind power)			

Key Issue 1: Strengthen the earnings structure

(2) Constructing a highly profitable structure in the Proseat business

Mega trends in the European automotive market

Decarbonization in the automotive industry is essential for 2050 EU carbon neutrality



### Spiral-up 2024

Proseat

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Key Issue 1: Strengthen the earnings structure(2) Constructing a highly profitable structure in the Proseat business

Differentiation strategy leveraging Group synergies



Maximize Group synergies and provide differentiated solutions to the increasingly sophisticated requirements of European OEMs

 $\sim$  Status of new developments through Group synergies  $\sim$ 

- New applications of lightweight structural components
  - ⇒ Orders already received
- New environmentally friendly materials such as ST-Eleveat BIO
  - ⇒ Several joint development projects with European OEMs in progress

Spiral-up 2024

Key Issue 1: Strengthen the earnings structure

(2) Constructing a highly profitable structure in the Proseat business

### Growth strategies for each of the three business segments

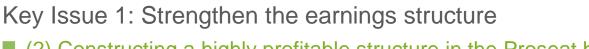
LWC Dept.	<ul> <li>Develop cutting-edge components that maximize the strengths of both companies, with clear differentiation from competitors</li> <li>Propose hybrid solutions for PU foam, foam, and metal</li> <li>Develop modularization concepts to reduce the number of components</li> <li>Enter non-automotive markets by leveraging Sekisui Kasei's channels <ul> <li>LWC: Light Weight Component</li> </ul> </li> </ul>	
Foam Dept.	<ul> <li>Proactively develop the seat functions required for next-generation vehicles and automated driving</li> <li>* Comfort, safety, light weight, antibacterial, low noise, anti-vibration, etc.</li> </ul>	E.
Trim Dept.	<ul> <li>Review the product line-up, and develop high-performance and high- value-added parts to respond to the shift to OEM luxury vehicles</li> </ul>	
All Depts.	<ul> <li>Promote rationalization by withdrawing from the UK site and integrating sites in Eastern Europe</li> <li>Continue to improve production efficiency and reduce fixed costs</li> <li>Establish a system that can respond quickly to fluctuations in demand</li> </ul>	

proseat



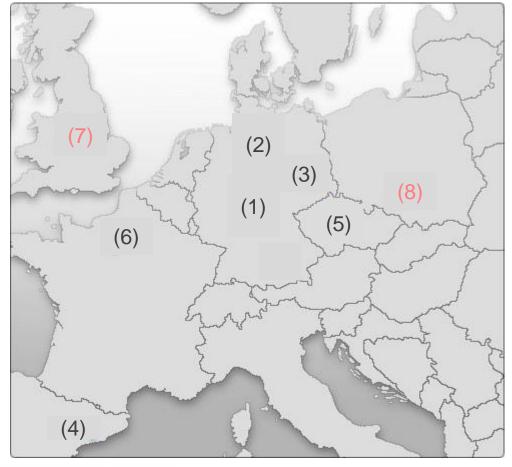
Spiral-up 2024





(2) Constructing a highly profitable structure in the Proseat business

Withdrawal from the UK site and integration of sites in Eastern Europe



broseat

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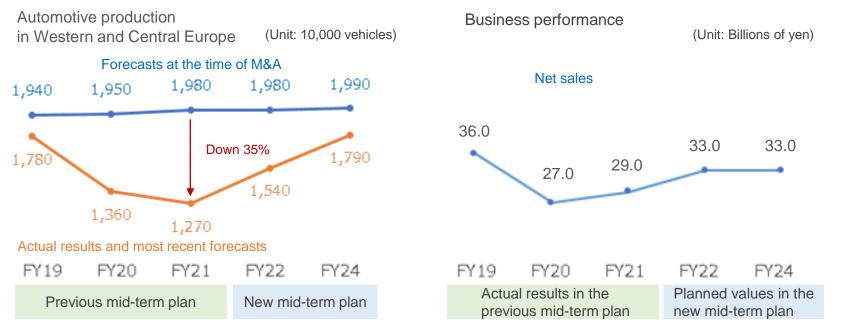
(1) KG (Headquarters) in Germany Mörfelden (2) KG Plant in Germany Espelkamp (3) SW Plant in Germany Schwarzheide (4) SP Plant in Spain Santpedor (5) CZ Plant in the Czech Republic Mladá Boleslav (6) FR Plant in France Trilport (7) UK Plant in UK Withdrawn Manchester (8) PL Plants in Poland **Bielsko Biała** Integrated

Czechowice-Dziedzice

Key Issue 1: Strengthen the earnings structure

(2) Constructing a highly profitable structure in the Proseat business

Demand is expected to recover moderately from 2022 onward, but will be significantly below the forecast at the time of M&A.



#### Structural Reforms

- (1) Reduction of fixed costs and labor costs: Cost reduction effect = ¥-1.2 billion, employees = -10% \* FY2022 vs. FY2021
- (2) Site reorganization: Withdrawal from the UK site and integration of production sites in Eastern Europe are underway.
- (3) Productivity improvement: Rationalization through automation and consolidation is being promoted.

Spiral-up 2024

proseat

Key Issue 1: Strengthen the earnings structure

(3) Strengthening cost competitiveness through innovations in production

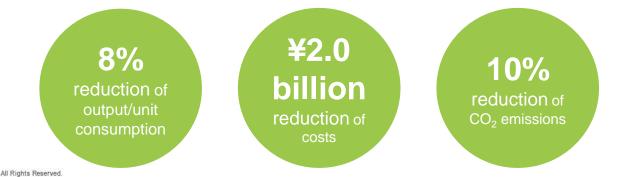
Continue to promote production innovation including utilization of technology, and strengthen capabilities for *monozukuri* (creation of things)

- 1. New production technologies and new equipment technologies
- 2. Enhanced competitiveness through improved productivity
- 3. Streamlining and optimization of production sites
- 4. Stable operation of production sites
- 5. Transfer and reinforcement of basic technical capabilities



Proactive Use of Technology DX, AI, IoT, Big data utilization, RPA, Process innovation, VR/AR, Remote control, Numerical analysis, Image analysis, Robotization, Automatic control, Simulation

FY2024 Targets



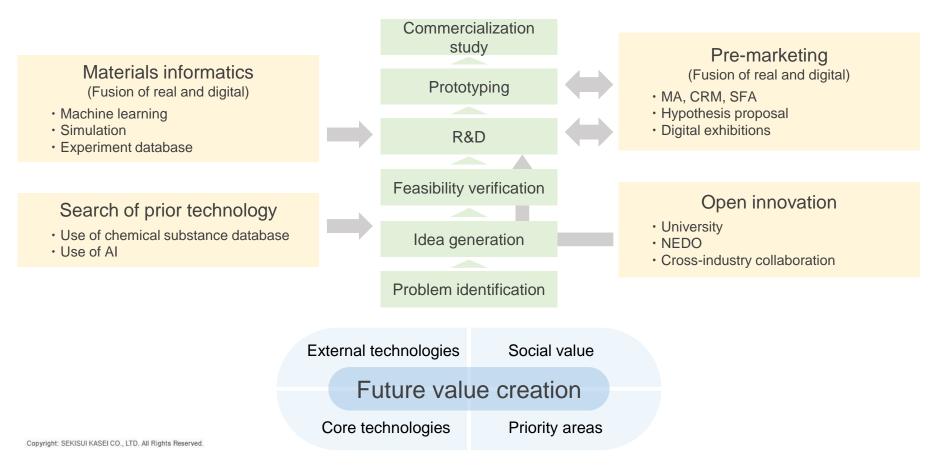
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Key Issue 1: Strengthen the earnings structure

(4) Rapidly generating profits from developed products

### Embody the research transformation (RX) concept

Target for profit from products under development: 10% or more of Company-wide operating income in FY2024



Spiral-up 2024



### 2. Shift to businesses that solve environmental and social issues

(5) Expanding Sustainable Star Products through recycling-based business(6) Striving to achieve carbon neutrality

Spiral-up 2024



Key Issue 2: Shift to businesses that solve environmental and social issues

### External environment

Active worldwide movement to solve environmental and social issues

E	ESG Climate	change Resourc	e recycling Greenho	use gas reduction
Sustainability	Recycling	Circular economy	Paris Agreeme	ent Renewable energy
Carbon neutrality	Biodegradab	ility Biomass	Ethical consumption	on TCFD
SDGs	Food loss issue	e Marine plastic	waste issue COP 26	Product life cycle

Our corporate direction

"Balance environmental and social value with economic value"

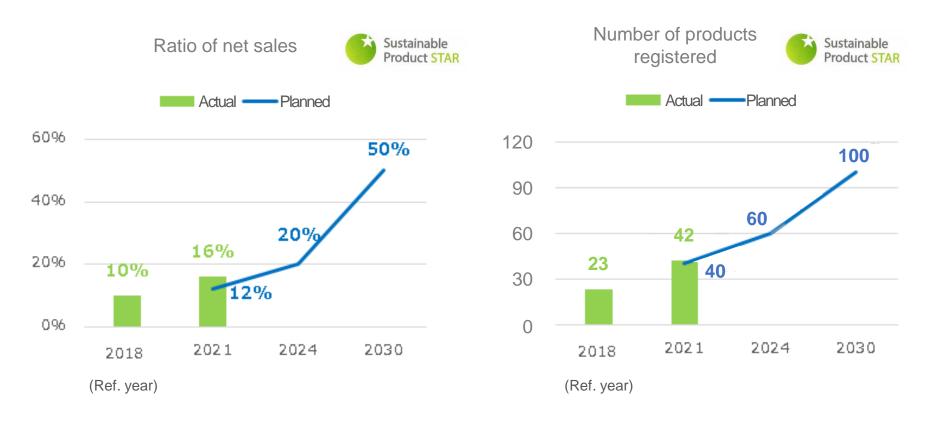
Shift to a business structure that is centered on the circular economy Achieve carbon neutrality by 2050

# SKG-5R

The newly established "GX Development Department" is leading the entire Company \* Established on April 1, 2022

Spiral-up 2024 Key Issue 2: Shift to businesses that solve environmental and social issues (5) Expanding Sustainable Star Products through recycling-based business

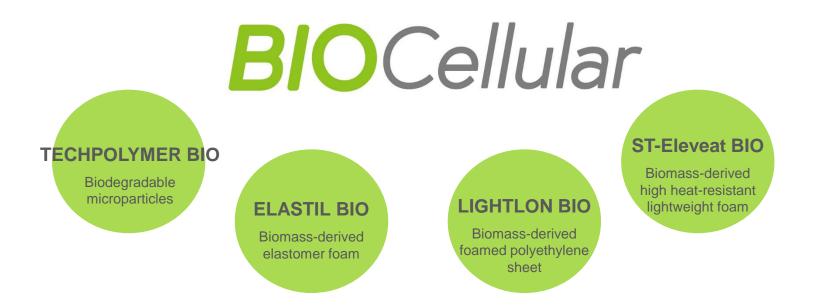
SKG-5R Progress toward 2030 targets [create and expand Sustainable Star Products]





Spiral-up 2024 Key Issue 2: Shift to businesses that solve environmental and social issues SKG - 5R (5) Expanding Sustainable Star Products through recycling-based business

Brands in the product category utilizing biodegradable or biomass raw materials



We will continue to expand our product lineup.



Spiral-up 2024 Key Issue 2: Shift to businesses that solve environmental and social issues SKG - 5R (5) Expanding Sustainable Star Products through recycling-based business

Brands in the product category utilizing recycled raw materials

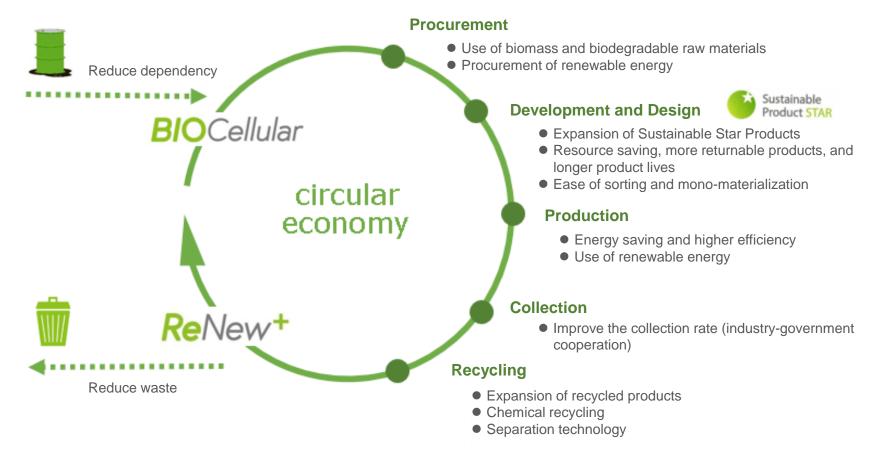


We will continue to expand our product lineup.

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Spiral-up 2024 Key Issue 2: Shift to businesses that solve environmental and social issues SKG - 5R (5) Expanding Sustainable Star Products through recycling-based business

#### Shift to a business structure that is centered on the circular economy

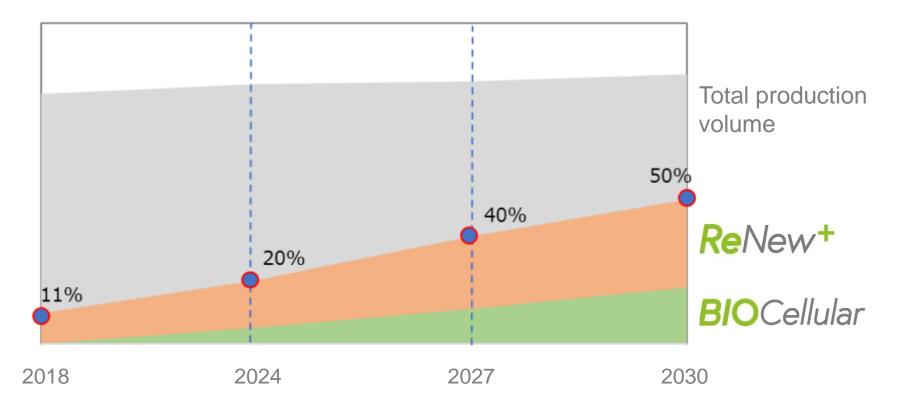




Spiral-up 2024

Key Issue 2: Shift to businesses that solve environmental and social issues SKG - 5R (5) Expanding Sustainable Star Products through recycling-based business

Recycling + biomass ratio: aim for 50% or more by 2030



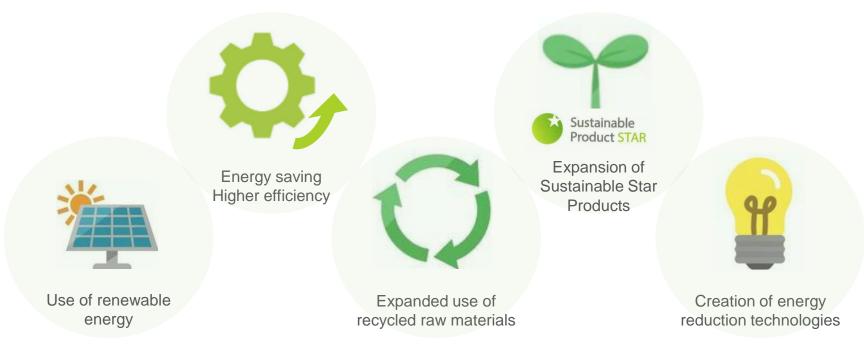


Spiral-up 2024 Key Issue 2: Shift to businesses that solve environmental and social issues SKG - 5R(6) Striving to achieve carbon neutrality

Aim for carbon neutrality in 2050

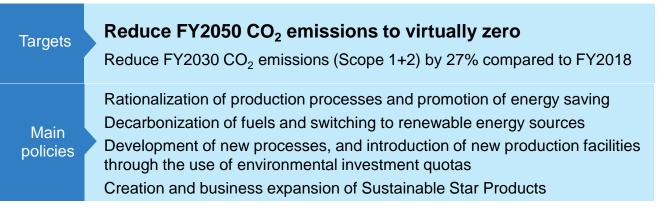
 $\begin{array}{ll} \mbox{Minimize CO}_2 \mbox{ emissions from } & \times \\ \mbox{business activities} & \end{array} \\$ 

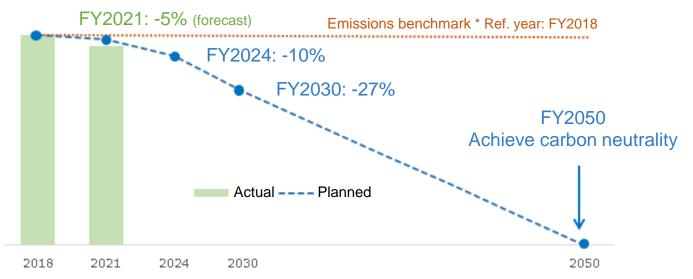
Reduce CO<sub>2</sub> emissions by creating new value through technology, products, etc.



Spiral-up 2024 Key Issue 2: Shift to businesses that solve environmental and social issues SKG - 5R (6) Striving to achieve carbon neutrality

### SKG-5R Progress toward the 2030 target [CO<sub>2</sub> emission reduction]







### 3. Reinforce our management foundation

(7) Strengthening efforts to address materiality (key management issues)(8) Enhancing financial health

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(7) Strengthening efforts to address materiality (key management issues)

Reinforce our management foundations through thorough PDCA management of identified material issues

	Category	Materiality
Е	Environment	Creation and expansion of sustainable star products Responding to climate change Reduction of environmental impact
S	Innovation	Business model resilience DX
	Human resources	Diversity Workstyle reform Work engagement
	Quality / Security and disaster prevention	Providing safety and security
G	Governance	Corporate governance Compliance Risk management

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Key Issue 3: Reinforce our management foundations

(8) Enhancing financial health

#### Shift from "PL-oriented management" to "capital efficiency-oriented management," to improve ROE

Focus on cash flow improvement and working capital turnover

Stable cash flow generation, and its maintenance and improvement in each business segment

Proper balance sheet management Appropriate control of financial leverage ROE improvement Increase in profit level by improving business efficiency

Transformation of the business portfolio and business model

#### Effective use of capital

Focused allocation of management resources to growth areas Strategic investment in digital and advanced technologies, etc. Spiral-up 2024



The forward-looking statements such as result forecasts contained in this document are based on information that is currently available to the Company and certain assumptions that the Company judges to be reasonable. Actual results may differ materially due to various factors.

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