### Our Policy toward Realization of "Co-Creative Chemical Company"



February 14, 2022 Hidehito Takahashi President & CEO SHOWA DENKO K.K.

### What is Co-Creative Chemical Company?



Our foundation remains our wide range of cutting-edge functional materials technology, from mid- to downstream sectors. We will leverage this solid base to understand the roots of today's challenges and take initiative in finding new solutions. To achieve this, we will think beyond the conventional boundaries of our individual business activities.

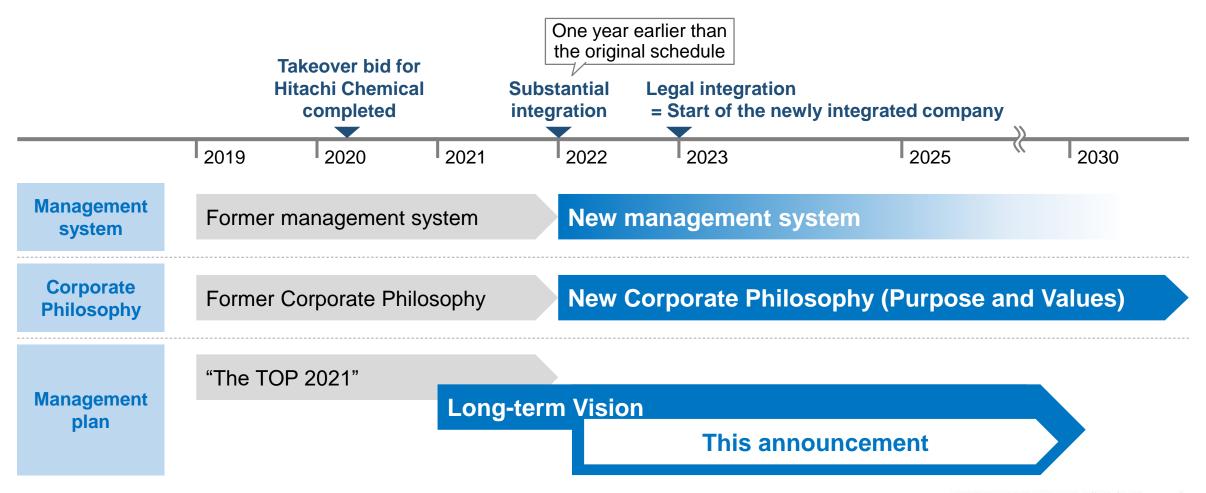
Our future as a top player in the global chemical industry rests on our people and their capacity to decide and act with agility and flexibility. We will jointly develop a society with all stakeholders in mind, from key industry players to individual consumers.

To realize this, we will work together as one to carry out our vision of a chemical company with "co-creation at its core".

### Intention of this announcement



This announcement is an update of the long-term vision announced in December 2020 with the start of the new management system and new management philosophy.



### Purpose (Our Aspiration)



Happiness and prosperity of the people





### Change society through the power of chemistry

~ Contribute to the sustainable development of global society by creating functions required of the times as an advanced material partner ~

### Ideal state of the newly integrated company



While taking advantage of the strength fostered as a Japanese chemical company, the newly integrated company aims to become a "Global Top-level functional chemical manufacturer" that solves various social issues by introducing advanced management style of global corporation.

### "Global Top-level functional chemical manufacturer from Japan"

Company that can compete on the world stage

World-class competitiveness and profitability



Company that contributes to sustainable global society

Capability to create innovations and to develop new businesses



Company that develops talents that represents Japan's manufacturing industry

Power to train competitive talent with shared values



### Newly integrated company's main strategies



To become global top-level functional chemical manufacturer, we will establish our "Platform", and promote strategies of "Profitability", "Portfolio management", and "Innovation".

#### **Materiality for sustainability**

Gain social credibility through responsible business management

Strengthen competitiveness and create social value through innovation

Promote talent and corporate culture with autonomy and creativity

#### Establishment of worldclass revenue base

Scale and profitability as entry tickets to be a company that can compete on the world stage

#### **Platform**

New Corporate Philosophy (Purpose and Values)

### Improvement in portfolio management

Continuous revision and replacement of portfolio with awareness of discipline

Strategic allocation of management resources

New personnel system focusing on human resource development

#### **Innovation**

(Technology × Business model)

Strategy to establish competitive advantage

Advanced digital technology that supports competitiveness

New management team that leads reformation (Transition to CXO system)

### Our approach to sustainability



We set the idea of sustainability embedded in the Purpose, which is "Change society through the power of chemistry," as a basis of our management. Thereby, realize sustainable growth and improve our corporate value through providing values for society.

### **Strengthen sustainability management**

- As a newly integrated company, we redefine <u>sustainability-related material issues</u>, and set individual KPIs
- We incorporate viewpoint of sustainability into <u>our business portfolio management and</u> <u>business/technology development</u>
- We sincerely pursue carbon neutrality as a chemical company that has petrochemicals and chemicals businesses
- We foster mutual trust and create opportunities to co-create by strengthening stakeholder engagement
- We foster employees' sustainability mind on the basis of Purpose and Values

## **Contribute to sustainable society** as Co-Creative Chemical Company

 We contribute to energy conservation and mitigation of environmental burden through supply of leading-edge materials for semiconductors and xEVs ,etc.







 We contribute to realize highly recyclingoriented society through development of recycling technology for materials





 We further promote innovation through <u>co-creation</u> <u>aiming at solution of social issues</u>

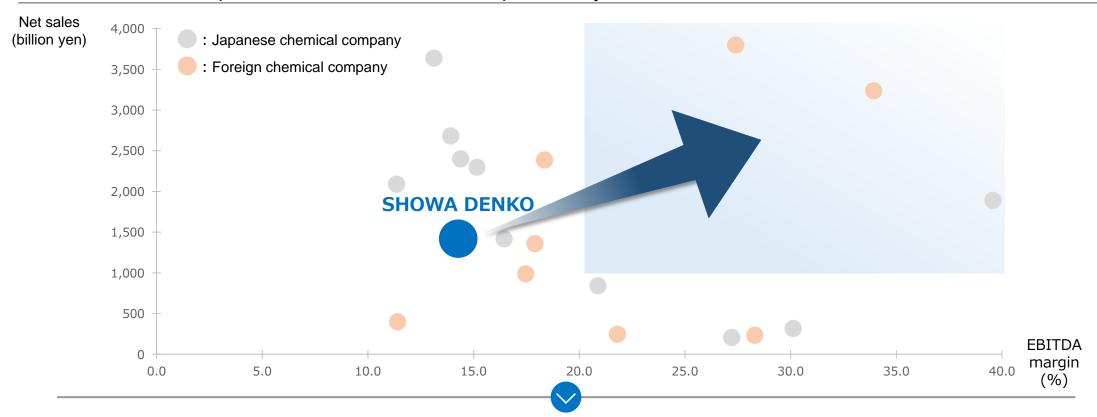
#### Establishment of world-class revenue base

## Scale and profitability as entry tickets to be a company that can compete on the world stage



We will aim to maintain net sales of 1 trillion yen or more and EBITDA margin of 20% or more, which are necessary for us in order to maintain profitability high enough and the scale of business large enough to compete on the world stage.

#### Global chemical companies' scale of business and profitability



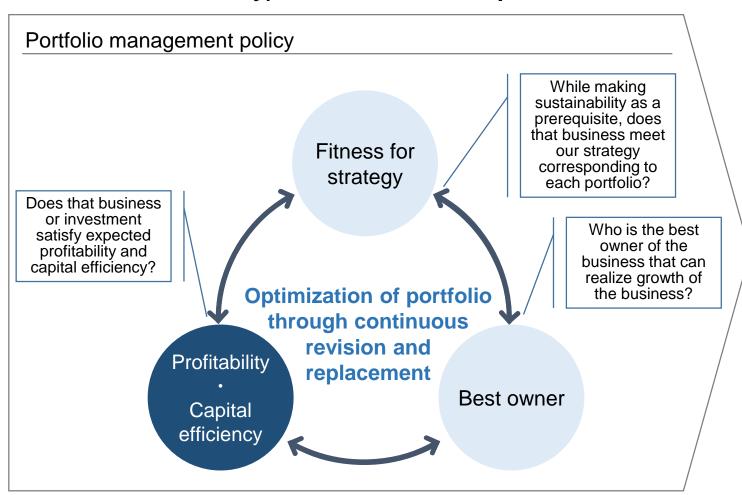
We will aim to become a global excellent company that can win international competition

### Improvement in portfolio management

## Continuous revision and replacement of portfolio with awareness of discipline



We will continue revising and replacing business portfolio. We will sophisticate business portfolio management further through business operation with awareness of discipline (profitability and capital efficiency), in addition to viewpoint of fitness for strategy and best owner.



We will realize ROIC of 10% or more, and maximize our corporate value

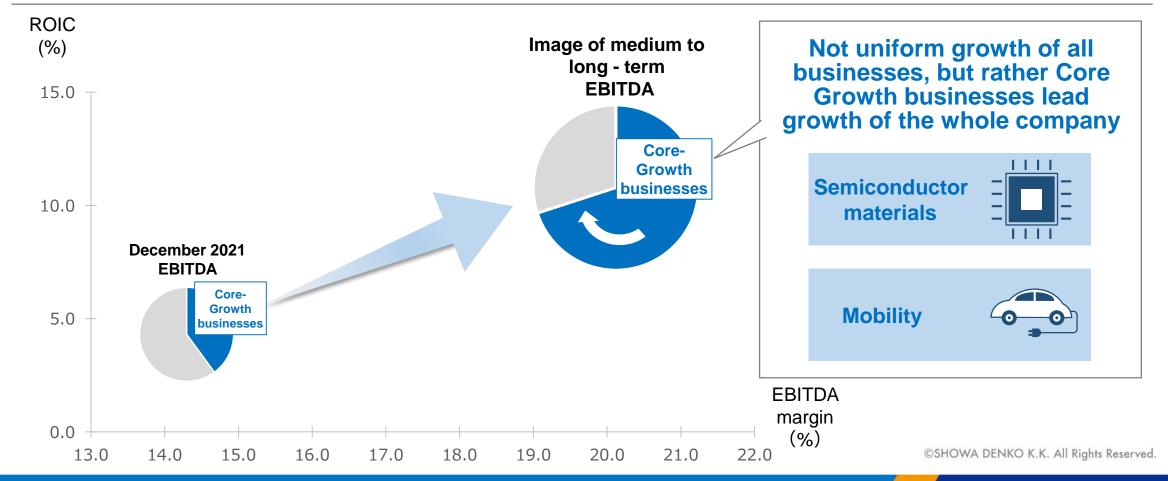
### Improvement in portfolio management

### Realization of growth through intensive allocation of management resources to Core Growth businesses



We will make Core Growth businesses lead growth of the whole company through strategic allocation of management resources, and aim to achieve profitability and capital efficiency high enough to compete on the world stage.

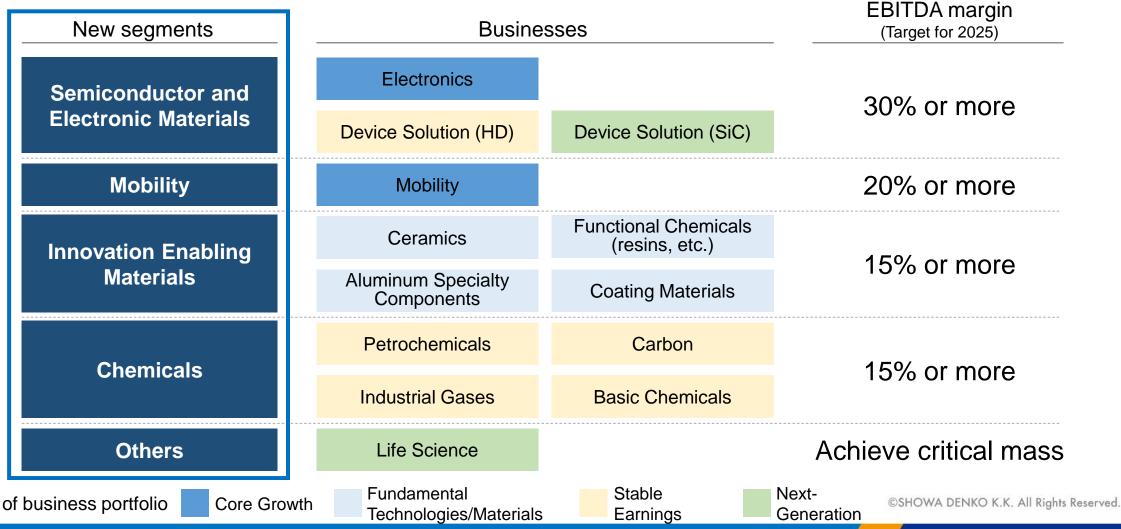
Image of growth by strategic allocation of management resources to Core Growth businesses



### Change to new segments for disclosure in line with new business portfolio strategy



We will change segments for disclosure, aiming to clearly show effects of strategic allocation of management resources, and continuous revision and replacement of business portfolio.



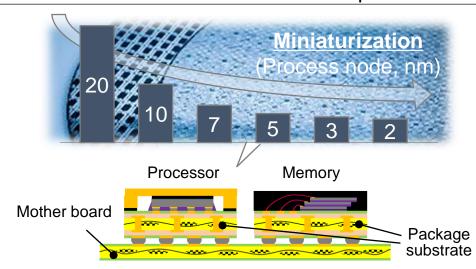
Improvement in portfolio management: Growth strategy of Core Growth business (Semiconductor Materials)

(Business environment) Market expansion of semiconductor materials caused by changes in technological trends

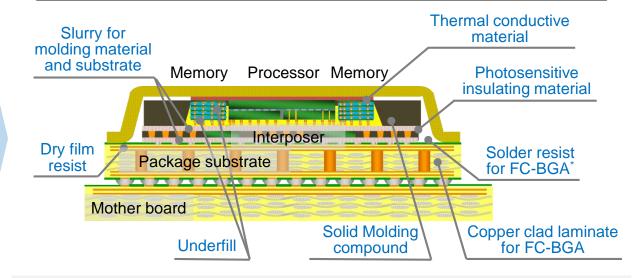


While miniaturization and cost reduction in the front-end process are reaching the limit, they are realizing combination of high performance and low cost through packaging technology in the back-end process

[Past] Performance improvement through miniaturization in the front-end process



[Hereafter] High integration with 2.x/3D packaging



#### **High performance with miniaturization**

- Development investments in packaging technology are limited compared to front-end process technology
- ✓ Performance improvement with miniaturization is going to the physical and economical limits

#### **Increased importance of packaging-related materials**

- Highly value-added semiconductor materials affect packaging technology in back-end process
- ✓ Increased usage of semiconductor materials due to increase in number of layers and expansion of packaging size
- ✓ Adoption of new materials due to further integration and miniaturization

Note) \*FC-BGA : Flip Chip-Ball Grid Array

Improvement in portfolio management: Growth strategy of Core Growth business (Semiconductor Materials)

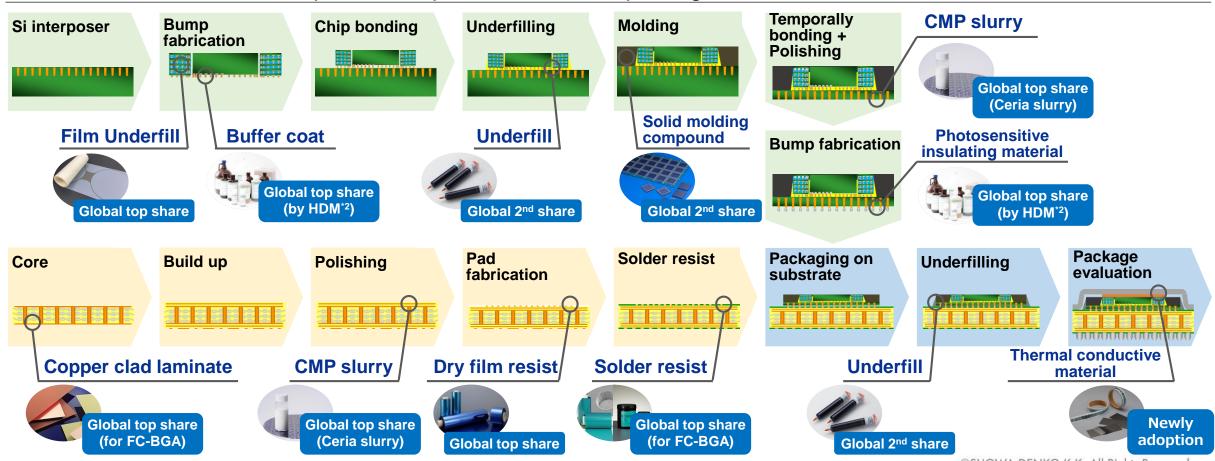
[Competitive advantage] High share lineup of semiconductor materials for 2.x/3D packages



Our lineup of semiconductor materials are competitive and conforming to technical trends.

We are improving competitiveness with our semiconductor materials
by utilizing Packaging Solution Center and JOINT2\*1, and committing quick management resources.

Semiconductor materials for production process of 2.x/3D packages

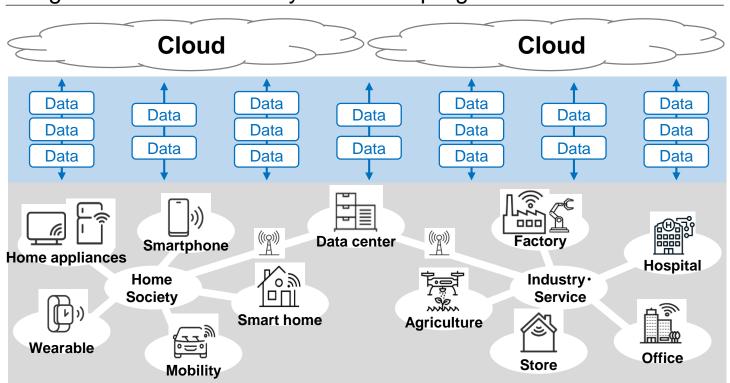


## Improvement in portfolio management: Growth strategy of Core Growth business (Semiconductor Materials) Potential growth of semiconductor and electronic materials

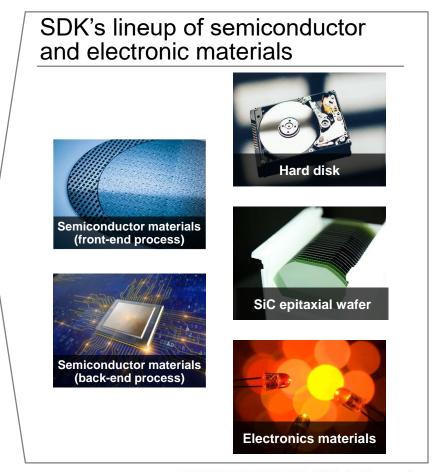


We have rich lineup of functional materials for fields of devices, network, and cloud computing where growth is expected due to the progress of IoT.

Image of connected society due to the progress of IoT



Due to the progress of connected society, device, network, and cloud computing become more important. Thus, the demand for semiconductor materials and electronic materials is expected to potentially grow further.



## Growth scenario of semiconductor materials and sales forecast of semiconductor and electronic materials



### Growth scenario of semiconductor materials (Factorization)

Market growth of final products (semiconductors)

unit of final products

105% ~ 108%

Change in the amount of materials used per

Growth driver

99% ~ 123%

#### e.g..) Copper clad laminate: About 116%

Increase in size of package of FC-BGA (about 111%) and thickness (about 105%) increase the amount of copper clad laminate used in semiconductor production

 $(C_4F_6)$ : About 115%

Increase in number of layers of 3D-NAND increases the amount of used gas

**CMP slurry: About 105%** 

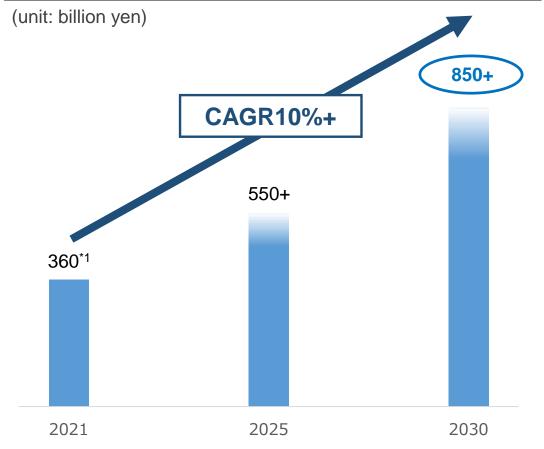
Increase in number of layers and changes in structure of 3D-NAND increase the number of layers of copper clad laminate

**Expected** growth rate

104% ~ 133%

We will realize growth of our businesses higher than market growth by maintaining and improving high competitiveness (world top-class market share and added value)

### Medium to long-term sales forecast of semiconductor and electronic materials



We changed the subject of sales forecast of growth businesses from those in the "Long-term Vision for Newly Integrated Company" to semiconductor and electronic materials

Note) \*1: These amounts are based on internal forecast for management, and include the effect of sale of business and etc.

<sup>©</sup>SHOWA DENKO K.K. All Rights Reserved.

### Growth strategy for Core Growth business (Mobility)



#### **Growth strategy for Mobility business**

Increased technical needs due to progress of CASE, especially the spread of xEVs

#### Weight reduction

Business opportunity

SDK Group's products

The spread of xEVs requires further weight reduction of parts as countermeasure against weight increase caused by heavier batteries

#### **Electrification**

5G and increase in network connection requires highperformance battery

#### **Heat control**

Downsizing and weight reduction require high-performance and light-weight heat management device



#### Rear door module



Nissan "X-TRAIL"

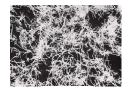
Plastic gears



LIB anode material



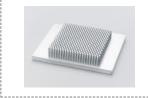
Advanced battery materials (VGCF™)



Water jacket



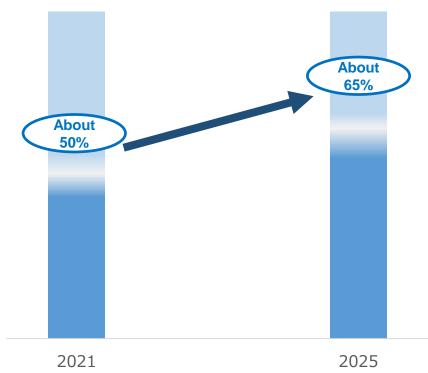
**Aluminum radiator** 



### Image of growth of Mobility business (Ratio of CASE-related businesses)

Setting new customer needs caused by progress of CASE as a key growth driver, we will make our mobility business grow by capturing market growth

- : Ratio of products for CASE
- : Ratio of other products

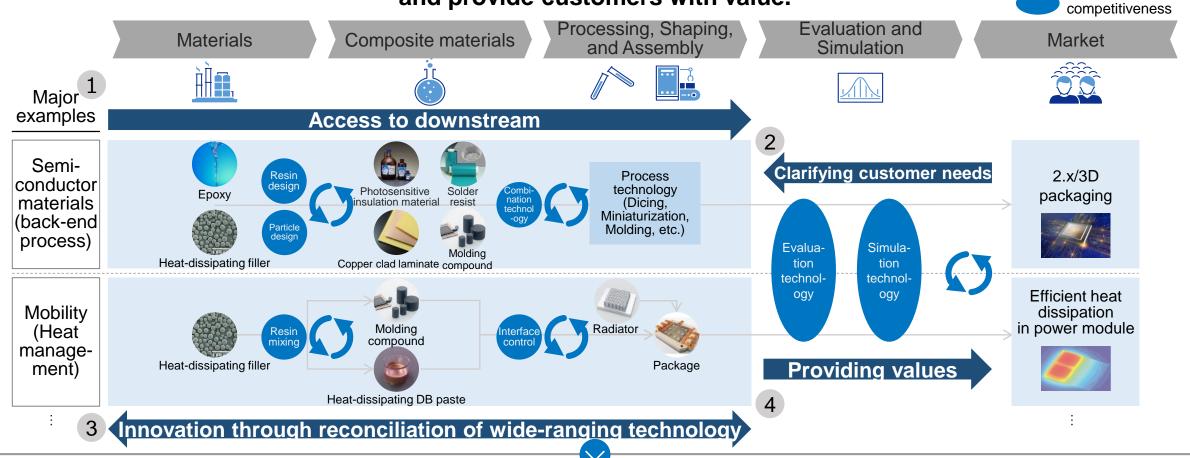


Innovation (Technology x Business model)

Strategy to establish competitive advantage (marketing, research and development)



Through possession of wide-ranging materials and technologies covering midstream to downstream, we will clarify customers' needs at downstream, realize innovations by reconciling technologies, and provide customers with value.



We assessed all of our elemental technologies, and specified "sources of competitiveness" as keys for reconciliation of technologies.

We will make the sources match with our business and R&D strategies.

©SHOWA DENKO K.K. All Rights Reserved.

Innovation (Technology x Business model)

### How our semiconductor materials will compete in the market by utilizing JOINT2



We will promote JOINT2\*1, a project to promote open innovation in semiconductor packaging materials and production process, together with other business partners, thereby contributing to solve technical issues concerning semiconductor package in next generation.

JOINT 2, a consortium for developing technology for mounting semiconductor package in next generation

- We will develop evaluation technology, substrates, materials, and devices by utilizing evaluation platform.
- (Main base: Packaging Solution Center (Kawasaki City, Kanagawa Prefecture)
  We can conduct trial manufacture and evaluation of 2.x/3D semiconductor package by utilizing fine-wiring with stepper and laser dicing.

Outline

We grasp customers' needs with our sophisticated evaluation technology, and equip materials and composite materials with required functions. Materials/ Processing/ Evaluation Composite Shaping/

We evaluate optimum package structure consisting of leading-edge composite materials

materials

Assembly

Market

We suggest best packaging materials, while making use of optimum process and production devices as prerequisite

Aims

- We aim to solve technical issues in production of next-generation semiconductor package through reconciliation between materials and devices of member companies
- We make it possible for us to suggest one-stop solutions optimum for customers and secure predominant position by combining not only our own materials but also other member companies' materials and technologies.

**Packaging Solution Center** 



12 member companies of JOINT2 Ajinomoto Fine-Techno Co., Inc. C. Uyemura & Co., Ltd. **Ebara Corporation** Shinko Electric Industries Co., Ltd. Dai Nippon Printing Co., Ltd. DISCO Corporation. TOKYO OHKA KOGYO CÓ., LTD. **NAMICS** Corporation Panasonic Smart Factory Solutions Co., Ltd. MEC COMPANY LTD., Yamaha Robotics Holdings Co., Ltd. Showa Denko Materials. Co., Ltd.

Note) \*JOINT: Jisso Open Innovation Network of Tops

### Innovation (Technology x Business model)

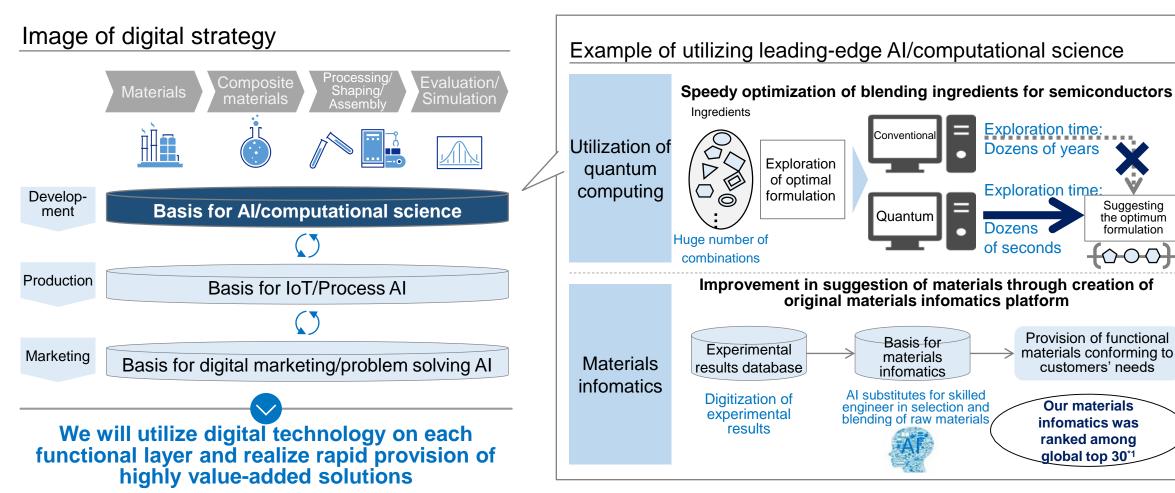
### Our digital strategy to support innovation



Suggesting

the optimum formulation

#### We will introduce advanced digital technologies to support our competitive advantages and accelerate innovation

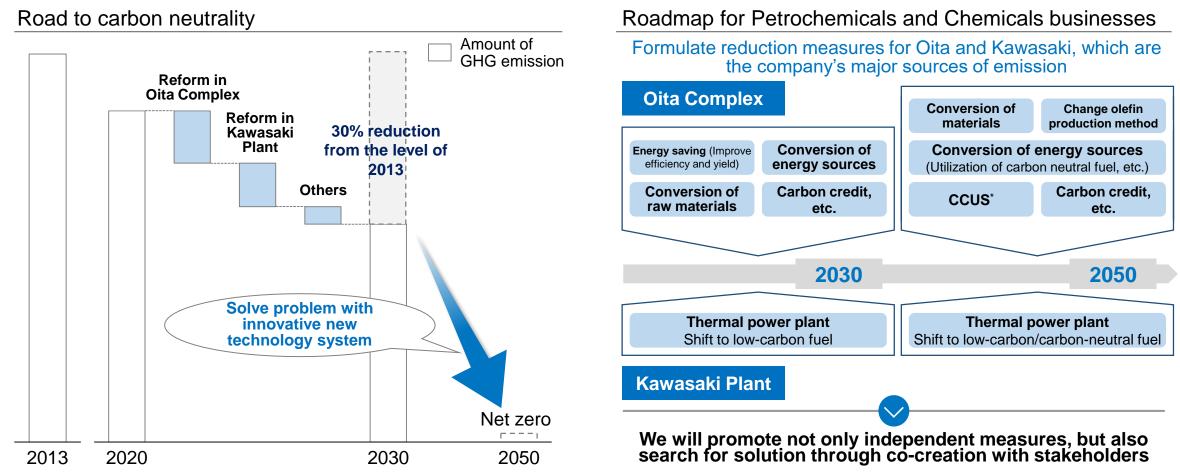


### Sustainability

### Our challenge to achieve carbon neutrality



30% reduction from the level of 2013 will surely be achieved with improvement of existing technologies. Realization of carbon neutrality requires development of new technology system through innovation.



### SHOWA

### Foster talent and culture that can solve social issues

We will promote human resource strategy based on Purpose and Values in order to make this Company be an entity which employees are eagerly wanted by other companies.

#### **Purpose-driven**

We will cultivate corporate culture in which autonomous and co-creative persons can grow, lively act and realize Purpose and Values

- ✓ Plant Purpose into oneselves' meaning of work
- Global Award that praises realization of Values and challenges
- ✓ Secure psychological safety, and respect individuals

#### **Talent management**

Management team will train leaders for the future from a viewpoint of company-wide optimum

- ✓ Visualization of pool of talented employees and assignments that develops potentiality
- ✓ Strategic personnel rotation including exceptional promotion and job posting
- ✓ Diversified career paths that make the best use of exceptionally talented employees

#### "Values" to be shared

Passionate & Results-Driven

Agile & Flexible

Open Minds & Open Connections

Solid Vision & Solid Integrity

#### **Platform**

### New management system and management team



The Showa Denko Group has common CXOs (Chief Officers), aiming to make the most of management team's capability. The Group introduces executive remuneration system that meets global standard, and the management team commits to achieve results required by stakeholders.





























Members who have global experience have joined the management team of the Showa Denko Group, and the new management team will lead the reformation for The World's Leading Functional Chemical Manufacturer

### Long-term numerical targets



To consider discipline more seriously, we have newly introduced ROIC as a new numerical target. By achieving below targets, we aim to be in the top 25% of TSR in chemical industry in medium to long-term.

|               |              | (Actual results) | 2025               | 2030               |
|---------------|--------------|------------------|--------------------|--------------------|
| Net sales*    | (¥ trillion) | 1.4              | 1.6                | 1.8~1.9            |
| EBITDA margin | (%)          | 14.3%            | 20%                |                    |
| ROIC          | (%)          | 4.3%             | ,                  | medium-<br>ng-term |
| Net D/E ratio | (times)      | 1.15             | Aim to achieve 1.0 |                    |

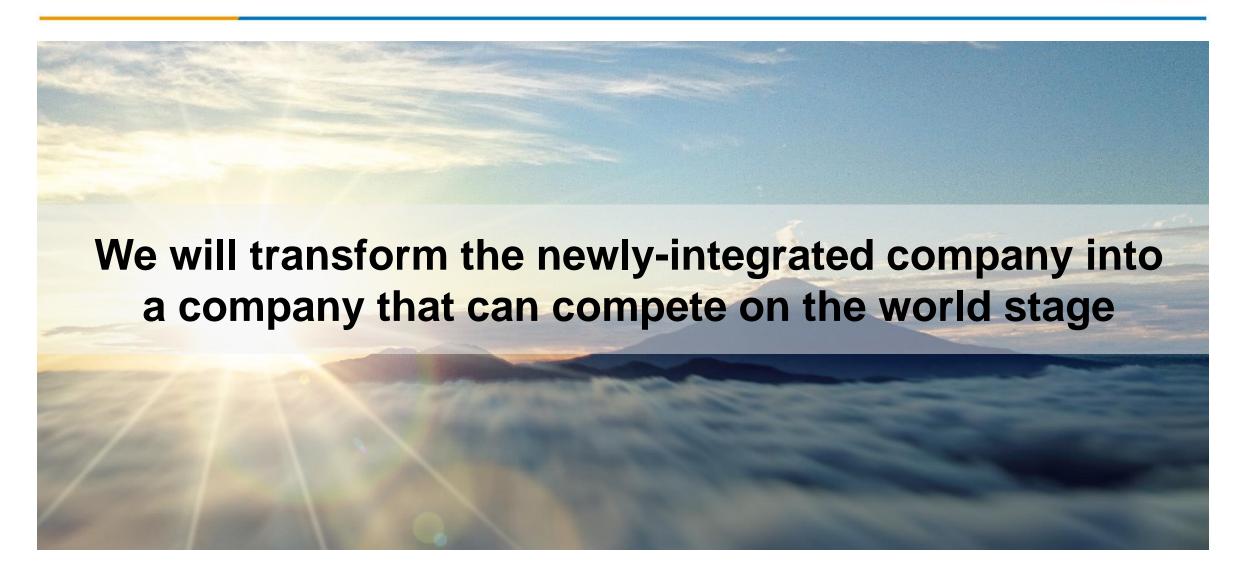
# Things we should change in order to "Change society through the power of chemistry"



|                                | So far  | From now on   |  |
|--------------------------------|---|---|--|
| Management<br>Policy           | <ul> <li>Optimum for each division</li> <li>Technology and individual customer -oriented</li> <li>Stressing sales and operating income</li> </ul> | <ul> <li>Optimum for the entire company/synergy among departments</li> <li>Society- and market-oriented</li> <li>Stressing corporate value and ROIC</li> </ul>                    |  |
| Organi-<br>zational<br>Culture | <ul><li>Sectionalism and top-down system</li><li>Decision based on rules and regulations</li><li>Averting risks</li></ul>                         | <ul> <li>Lateral communication accelerating co-creation</li> <li>Decision based on purpose/values</li> <li>Praising challenges and failures</li> </ul>                            |  |
| Personnel<br>System            | <ul> <li>Seniority system, rigidly uniform compensation</li> <li>Single career path</li> <li>Limited department transfer</li> </ul>               | <ul> <li>Merit system, appropriately varied remuneration</li> <li>Career options that utilize the strength of each individual</li> <li>Personnel rotation, job posting</li> </ul> |  |

### Newly integrated company's direction







#### Note

Performance forecast and other statements pertaining to the future as contained in this presentation are based on the information available as of today and assumptions as of today regarding risk factors that could affect our future performance. Actual results may differ materially from the forecast due to a variety of risk factors, including, but not limited to, the influence of the coronavirus disease 2019 (COVID-19) on the world economy, the economic conditions, costs of naphtha and other raw materials, demand for our products such as graphite electrodes and other commodities, market conditions, and foreign exchange rates. We undertake no obligation to update the forward-looking statements unless required by law.