



Change and Innovation  
**Create New Value**

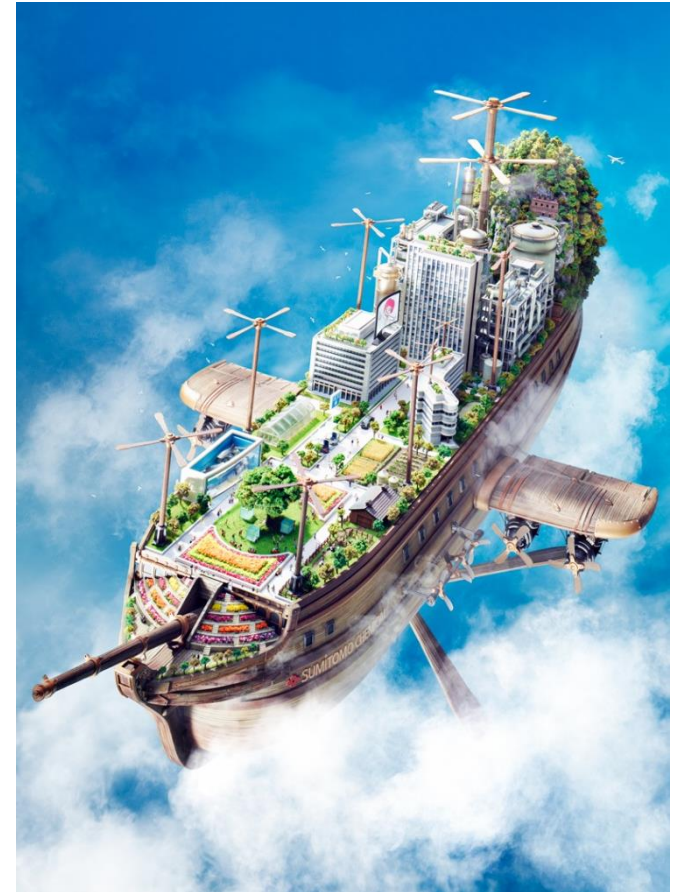
# **Current Priority Management Issues and Business Strategy**

June 1, 2018

 **SUMITOMO CHEMICAL**

**Masakazu Tokura**  
President

■ Performance Trends	3-9
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# Performance Trends

## FY2017 vs. FY2016

(Billions of yen)

	FY2016	FY2017	Change
<b>Sales Revenue</b>	1,939.1	2,190.5	+251.4
<b>Core Operating Income</b>	184.5	262.7	+78.1
<b>Operating Income (IFRS)</b>	126.5	250.9	+124.5
<b>Net Income attributable to owners of the parent</b>	76.5	133.8	+57.2
<b>Naphtha Price</b>	¥34,700/kl	¥41,900/kl	
<b>Exchange Rate</b>	¥108.34/\$	¥110.85/\$	

\* Information for FY2016 restated in accordance with IFRS

# FY2017 Core Operating Income by Sector vs. FY2016

(Billions of yen)

	FY2016	FY2017	Change	Reasons for Change
<b>Specialty Chemicals</b>	132.1	170.3	+38.2	
<b>Energy &amp; Functional Materials</b>	6.0	19.2	+13.2	Increased shipment volumes of resorcinol and SEP
<b>IT-related Chemicals</b>	8.7	12.3	+3.6	Increased shipment volumes of semiconductor materials
<b>Health &amp; Crop Sciences</b>	47.4	44.0	-3.5	Lower methionine market prices
<b>Pharmaceuticals</b>	69.9	94.8	+24.9	Increased sales of Latuda
<b>Bulk Chemicals</b>	58.9	94.6	+35.7	
<b>Petrochemicals &amp; Plastics</b>	58.9	94.6	+35.7	Improved financial results at Petro Rabigh Improved margins of MMA and others
<b>Others</b>	-6.4	-2.2	+4.2	
<b>Core Operating Income</b>	184.5	262.7	+78.1	

\*Information for FY2016 restated in accordance with IFRS

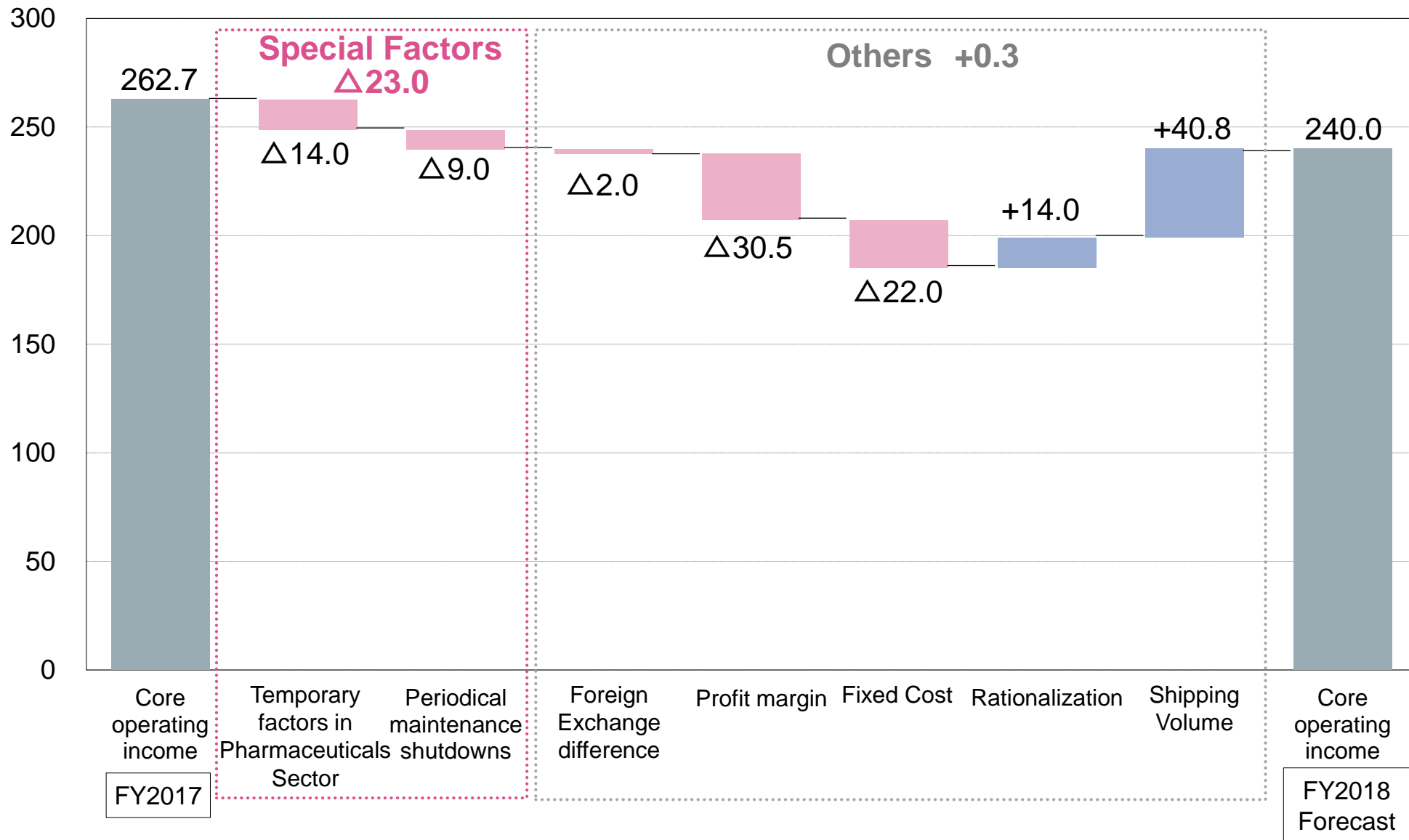
## FY2018 Forecast vs. FY2017

(Billions of yen)

	<b>FY2017</b>	<b>FY2018 Forecast</b>	<b>Change</b>
<b>Sales Revenue</b>	2,190.5	2,490.0	+299.5
<b>Core Operating Income</b>	262.7	240.0	-22.7
<b>Operating Income (IFRS)</b>	250.9	205.0	-45.9
<b>Net Income attributable to owners of the parent</b>	133.8	130.0	-3.8
<b>Naphtha Price</b>	¥41,900/kl	¥47,000/kl	
<b>Exchange Rate</b>	¥110.85/\$	¥110.00/\$	

# FY2018 Core Operating Income Forecast vs. FY2017

(¥Billion)



# FY2018 Core Operating Income by Sector vs. FY2017

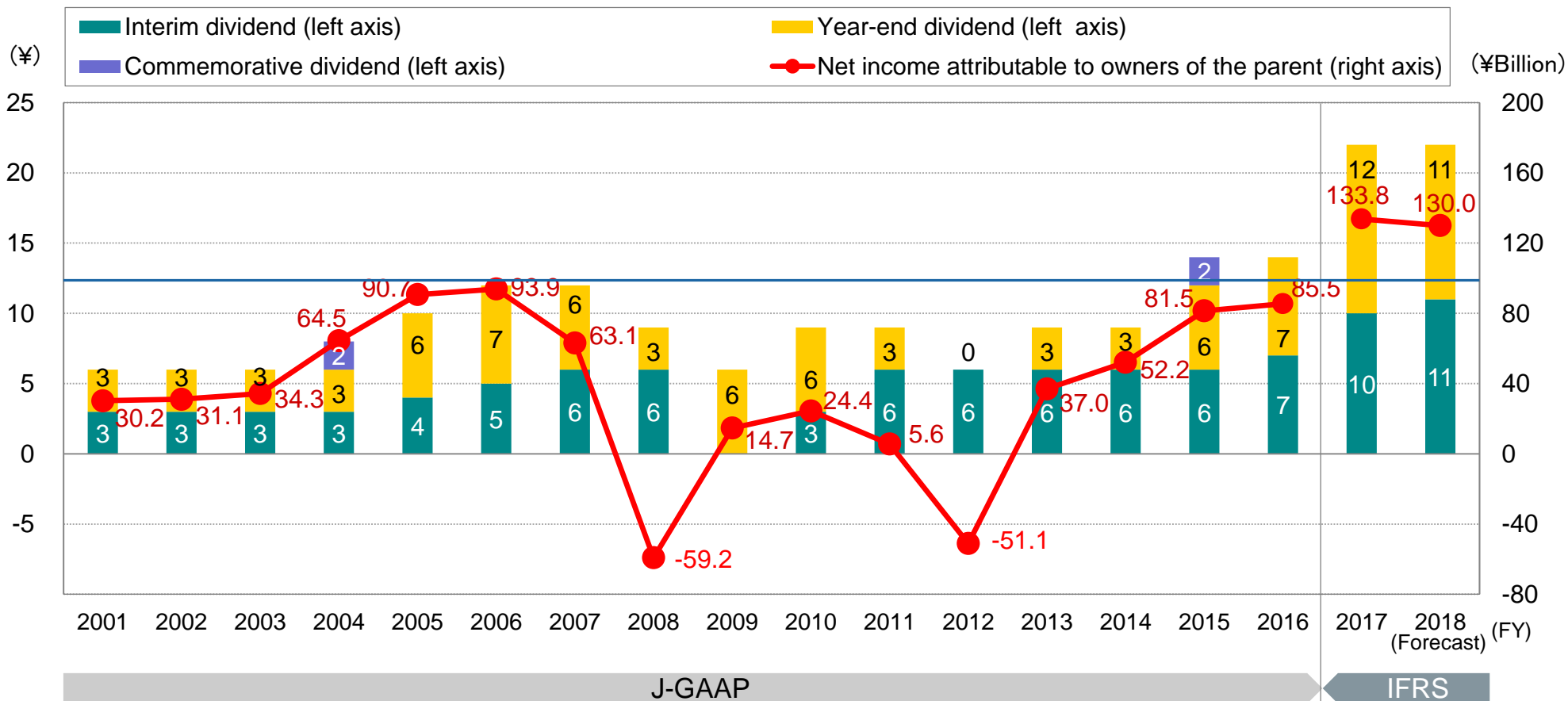
(Billions of yen)

	FY2017	FY2018 Forecast	Change	Reasons for Change
<b>Specialty Chemicals</b>	170.3	180.0	+9.7	
Energy & Functional Materials	19.2	20.0	+0.8	Sales increase of Li-ion battery materials
IT-related Chemicals	12.3	20.0	+7.7	Sales increase of OLED materials
Health & Crop Sciences	44.0	59.0	+15.0	Sales increase of crop protection chemicals and methionine
Pharmaceuticals	94.8	81.0	-13.8	Revision of drug prices
<b>Bulk Chemicals</b>	94.6	63.0	-31.6	
Petrochemicals & Plastics	94.6	63.0	-31.6	Lower margins of MMA and others Periodical maintenance shutdowns
Others	-2.2	-3.0	-0.8	
<b>Core Operating Income</b>	262.7	240.0	-22.7	



# Dividend Policy

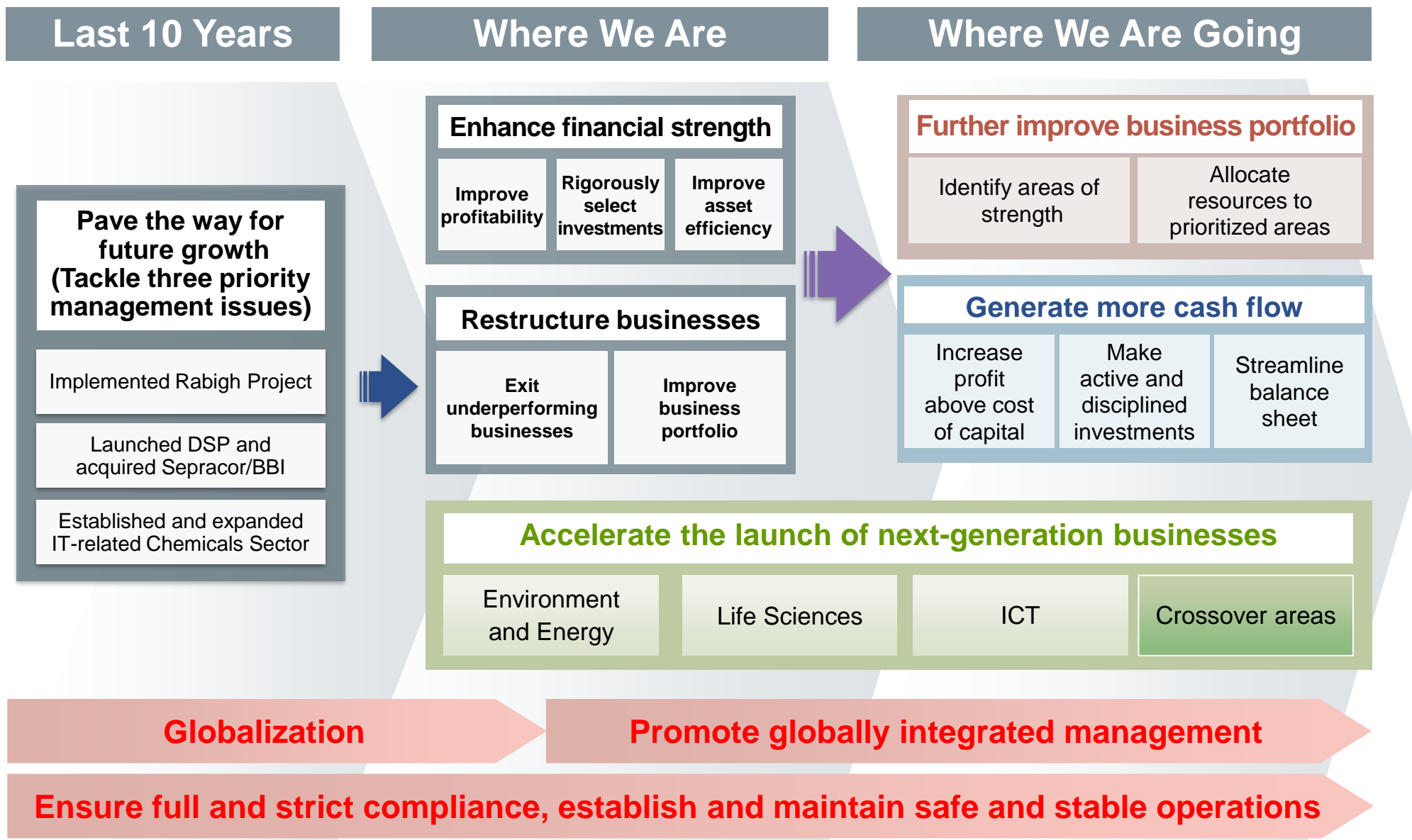
We consider shareholder return as one of our priority management issues and have made it a policy to maintain stable dividend payment, giving due consideration to our business performance and a dividend payout ratio for each fiscal period, the level of retained earnings necessary for future growth, and other relevant factors.



\* J-GAAP used through FY2016, IFRS adopted from FY2017.

# Progress on Corporate Business Plan (Overall)

# Corporate Business Plan: Basic Policy



# FY2018 Forecast vs. FY2018 Target

(Billions of yen)

	<b>FY2018 Forecast</b>	<b>FY2018 Target</b>	<b>Change</b>
<b>Sales Revenue</b>	2,490.0	2,540.0	-50.0
<b>Core Operating Income</b>	240.0	240.0	±0
<b>Operating Income (IFRS)</b>	205.0	190.0	+15.0
<b>Net Income attributable to owners of the parent</b>	130.0	110.0	+20.0
<b>Naphtha Price</b>	¥47,000/kl	¥45,000/kl	
<b>Exchange Rate</b>	¥110.00/\$	¥120.00/\$	

\* Forecast and target both based on IFRS

# FY2018 Core Operating Income by Sector vs. FY2018 Target

(Billions of yen)

	FY2018 Forecast	FY2018 Target	Change	Reasons for Change
<b>Specialty Chemicals</b>	180.0	206.0	-26.0	
Energy & Functional Materials	20.0	18.0	+2.0	
IT-related Chemicals	20.0	34.0	-14.0	Stronger yen
Health & Crop Sciences	59.0	89.0	-30.0	Lower methionine prices Stronger yen
Pharmaceuticals	81.0	65.0	+16.0	Sales increase of Latuda
<b>Bulk Chemicals</b>	63.0	39.0	+24.0	
Petrochemicals & Plastics	63.0	39.0	+24.0	Improved margins
<b>Others</b>	-3.0	-5.0	+2.0	
<b>Core Operating Income</b>	240.0	240.0	±0	

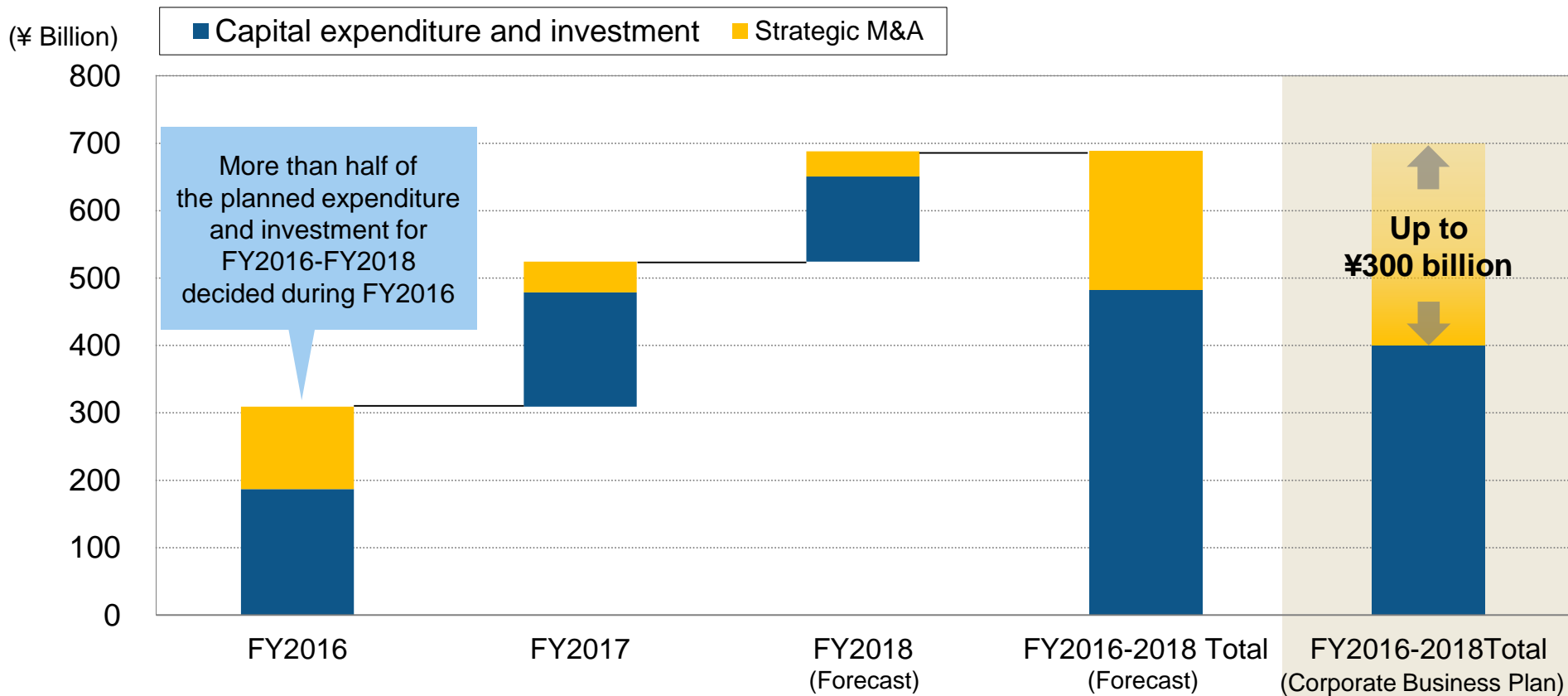
\* Forecast and target both based on IFRS

# Corporate Business Plan: Medium- to Long-term vs. FY2018 Performance Targets

	FY2018 Forecast	FY2018 Corporate Business Plan	Medium- to Long-term Targets
			<b>Consistently achieve the following targets:</b>
ROE	13.4%	12%	over 10%
ROI	7.4%	7%	over 7%
D/E Ratio	approx. 0.7 times	0.6-0.7 times*	approx. 0.7 times
Dividend Payout Ratio	28%	–	approx. 30%
Profit Growth	–	–	over 7% per year

\* Including the effects of strategic M&A investments

# Capital Expenditure and Investment Forecast for FY2016-FY2018 (decision-making basis)



# Capital Expenditure and Investment Plan for FY2016-FY2018 (decision-making basis)

## Energy & Functional Materials

- Expand separator production capacity
- Entered cathode materials business

## Pharmaceuticals

- Acquired Parkinson's disease treatment
- Acquired a leukemia treatment among others

Petrochemicals & Plastics

Capital expenditure and investment plan for FY2016-FY2018 (decision-making basis)

Approx. ¥690bn

Specialty Chemicals  
Composition ratio: 73%

## IT-related Chemicals

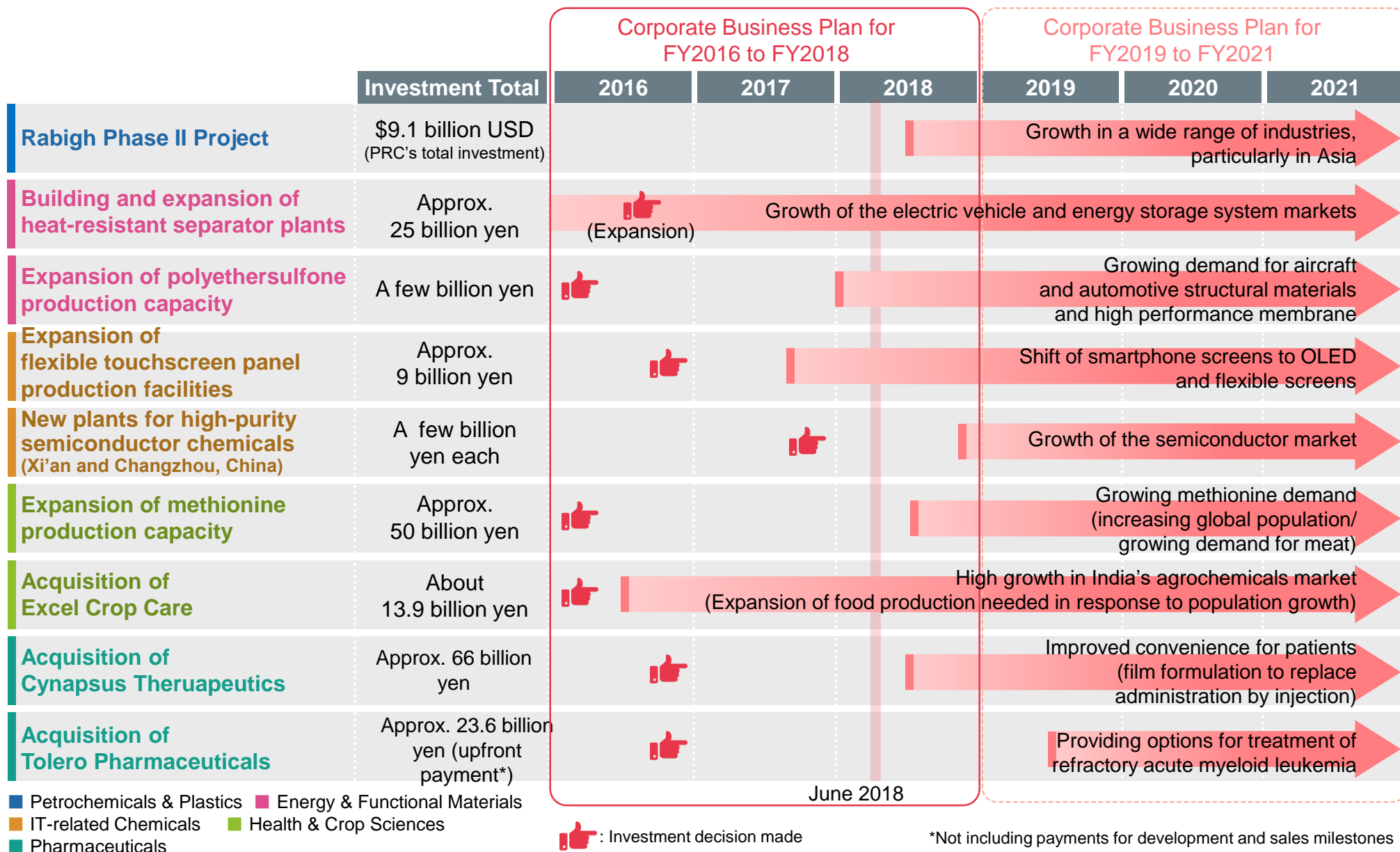
- Expanded touchscreen panel production capacity
- Built and expanded semiconductor materials production capacity
- Flexible display materials

## Health & Crop Sciences

- Increase methionine production capacity
- Acquired Indian agrochemicals company, Excel Crop Care Ltd.
- Acquired insecticidal compounds manufacturer Botanical Resource Australia Group
- Expanded R&D

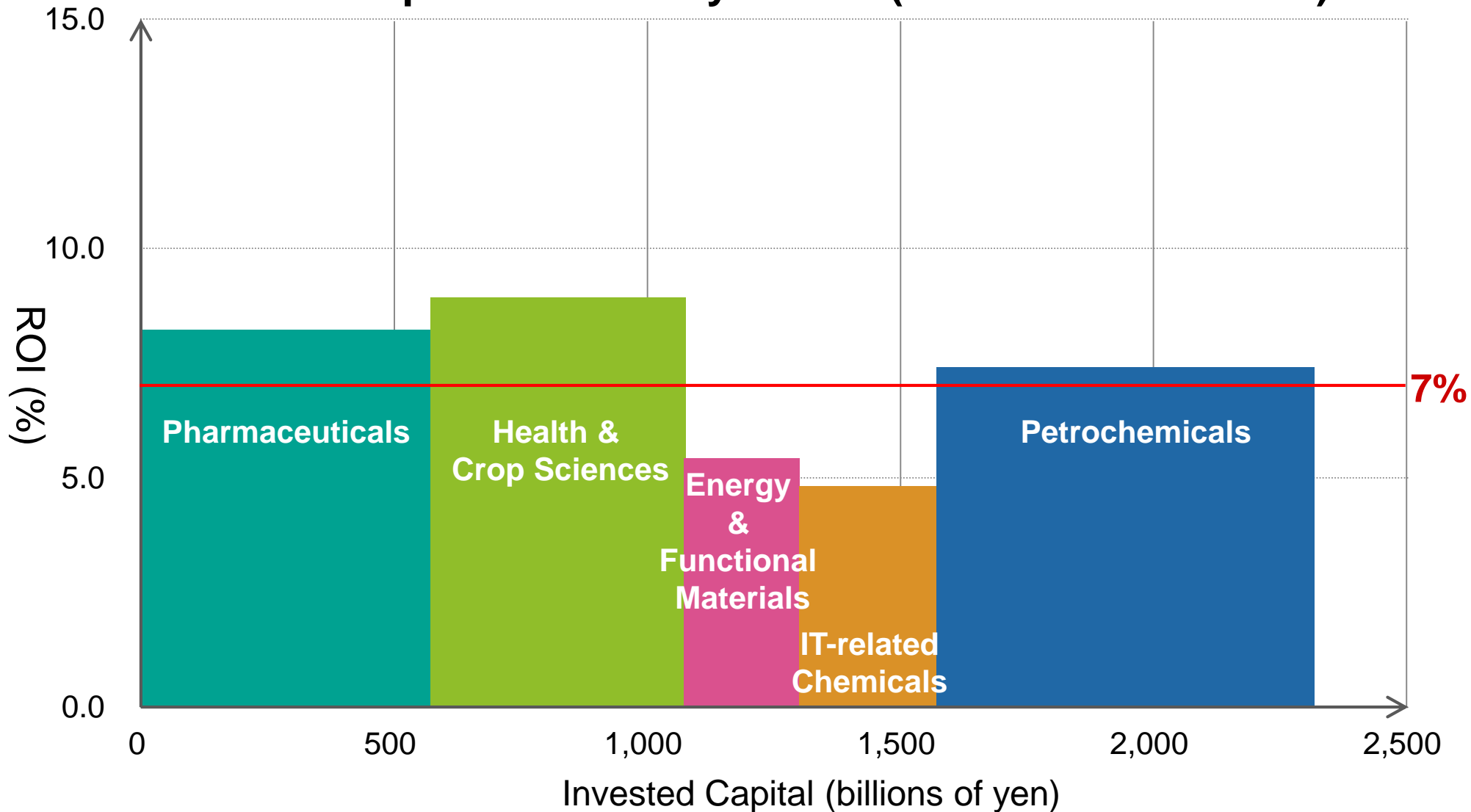


# Major Investments and Commercialization Schedule (overall)



# Current Business Portfolio for FY2016–FY2018

## Invested Capital and ROI by Sector (Forecast for FY2018)



# Progress on Corporate Business Plan (by Sector)

# Petrochemicals & Plastics: Challenges and Business Strategy

## Challenges

- ❑ Maintain a high operating rate at Petro Rabigh
- ❑ Enhance high value-added business in Singapore

## Business Strategy



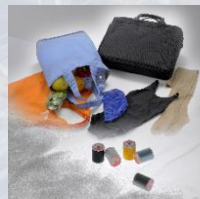
**Rabigh Phase I Project:  
Stable operation**



**Enhance  
high value-added business**



**Rabigh Phase II Project:  
Construction  
and start of operation**



**Restructure businesses**

# Petrochemicals & Plastics: Progress on Strategic Initiatives

## Business Strategy

## Progress Status



**Rabigh Phase I Project:  
Stable operation**

- ❑ Maintaining high and stable operation (since Q2 2017)



**Rabigh Phase II Project:  
Construction  
and start of  
operations**

- ❑ Plant construction completed, all products complied with specifications



**Enhance  
high value-added  
business**

- ❑ Modified polypropylene lines (from automotive use to food packaging use)
- ❑ Launched polypropylene for separators (TPC)
- ❑ Enhanced polypropylene compounding capacity (capacity expansion in the US and China, new facilities constructed in India)



**Restructure  
businesses**

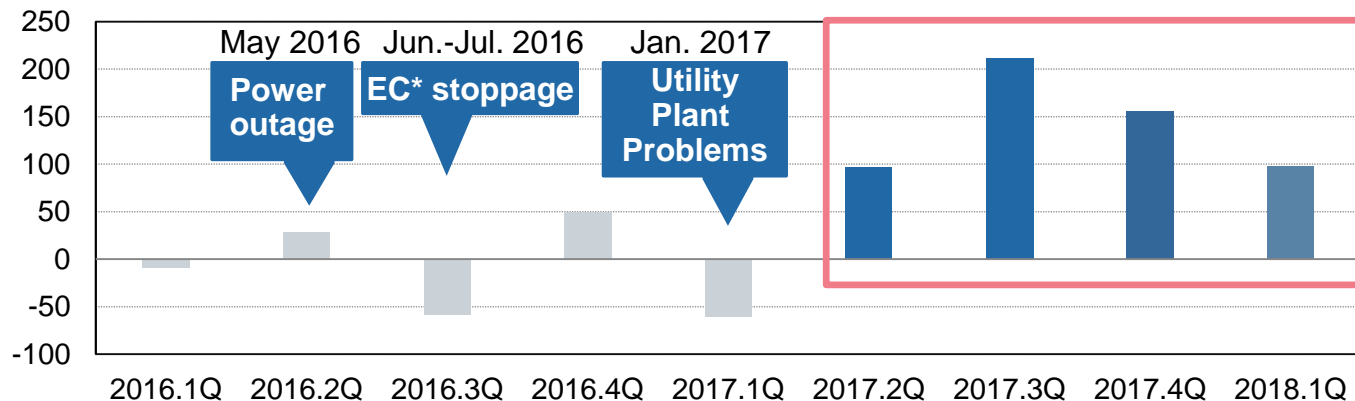
- ❑ Restructuring of caprolactam business (under consideration)

# Petrochemicals & Plastics: Rabigh Phase I Project

## Quarterly Net Income/Loss

(Millions of dollars)

Continued high-rate operation



\* EC: ethane cracker

Recorded over \$400 million in income in 2017

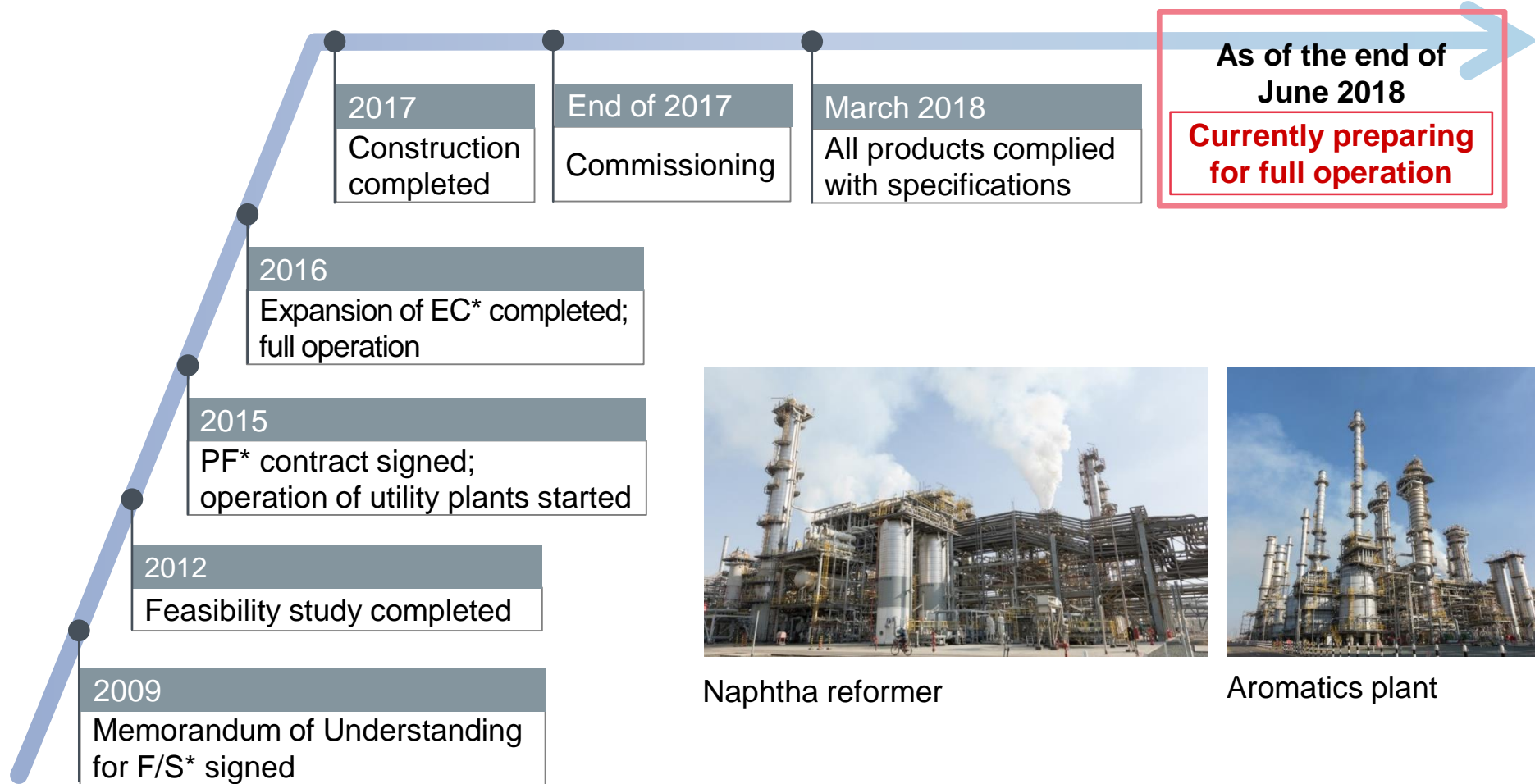
## Initiatives to Improve Operations

Initiatives	Aims
<ul style="list-style-type: none"> <li>Reorganization for integrating operation, maintenance and engineering for electric power system</li> <li>Reorganization for integrating maintenance and preventative maintenance for rotating equipment</li> </ul>	<p>➤ Improving plant utilization rate and reliability by clarifying responsibilities</p>
<ul style="list-style-type: none"> <li>Modification of facilities in vies of operators' skills and possible emergency stoppage (such as blackouts)</li> </ul>	<p>➤ Improving the utilization rate of the PE and PP plants</p>
<ul style="list-style-type: none"> <li>Duplicate major IWSPP* facilities to achieve redundancy</li> </ul>	<p>➤ Stable supply of power and steam</p>

\* IWSPP: Independent Water Steam Power Producer

# Petrochemicals & Plastics: Rabigh Phase II Project

## Progress of the Phase II Project



Naphtha reformer



Aromatics plant

\* FS: feasibility study    PF: project finance    EC: ethane cracker

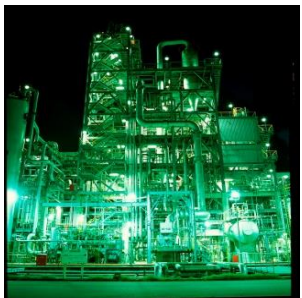
# Petrochemicals & Plastics: Enhancing the Licensing Business

## Technologies Available for Licensing



### PO-only Process (Cumene PO-only Process)

- No byproducts
- Higher yields, lower environmental impact



### PP Technology

- Stable operations, high quality
- Competitive process for producing PP for high added value applications



### Hydrochloric acid oxidation process

- Significant energy saving
- Recycling by-product into raw materials

## Licenses Granted

Date	License	Technology
Nov. 2015	S-Oil (S. Korea)	PO-only process PP technology
Aug. 2017	PTTGC (Thailand)	PO-only process

## Decision to Enhance Catalyst Production Capacity

	PE·PP Catalyst	PO Catalyst
Start of operations	Q1 FY2019	Q3 FY2019

**Tightening of  
China's environmental regulations**



**Growing demand for  
Sumitomo Chemical's environmentally  
friendly process technologies**



# Petrochemicals & Plastics: MMA Monomer

(1,000 tons)

## Saudi Arabia (Petro Rabigh\*)

**Added production capacity: +90**

Existing capacity: 0

\* 37.5% owned by Sumitomo Chemical



## Korea (LG MMA\*)

**Added production capacity: +80**

Existing capacity: 180

\* 25% owned by Sumitomo Chemical,  
Sumitomo Chemical's MMA technology licenses

## Japan

**Added production capacity: 0**

Existing capacity: 70\*

\* Ehime: 40,000 tons  
Himeji: 30,000 tons



## Singapore

**Added production capacity: +70**

Existing capacity: 150

## Global Production Capacity\*

Company	Production capacity
1 Mitsubishi Chemical	1,570
2 Evonik	420
3 Dow Chemical	420
4 Sumitomo Chemical	380
5 LG MMA	260
Others	1,490
<b>World total</b>	<b>4,540</b>

\* Including new capacity expansion at Mitsubishi Chemical and Petro Rabigh and expansion at LG MMA (Sumitomo Chemical estimates)

# Energy & Functional Materials: Challenges and Business Strategy

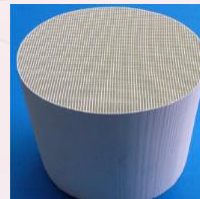
## Challenges

- ❑ Develop the battery materials business into a core business
- ❑ Build eco-friendly car components business

## Business Strategy



**Enhance the lineup of battery materials and increase production capacity**



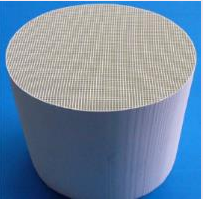


**Restructure underperforming businesses**

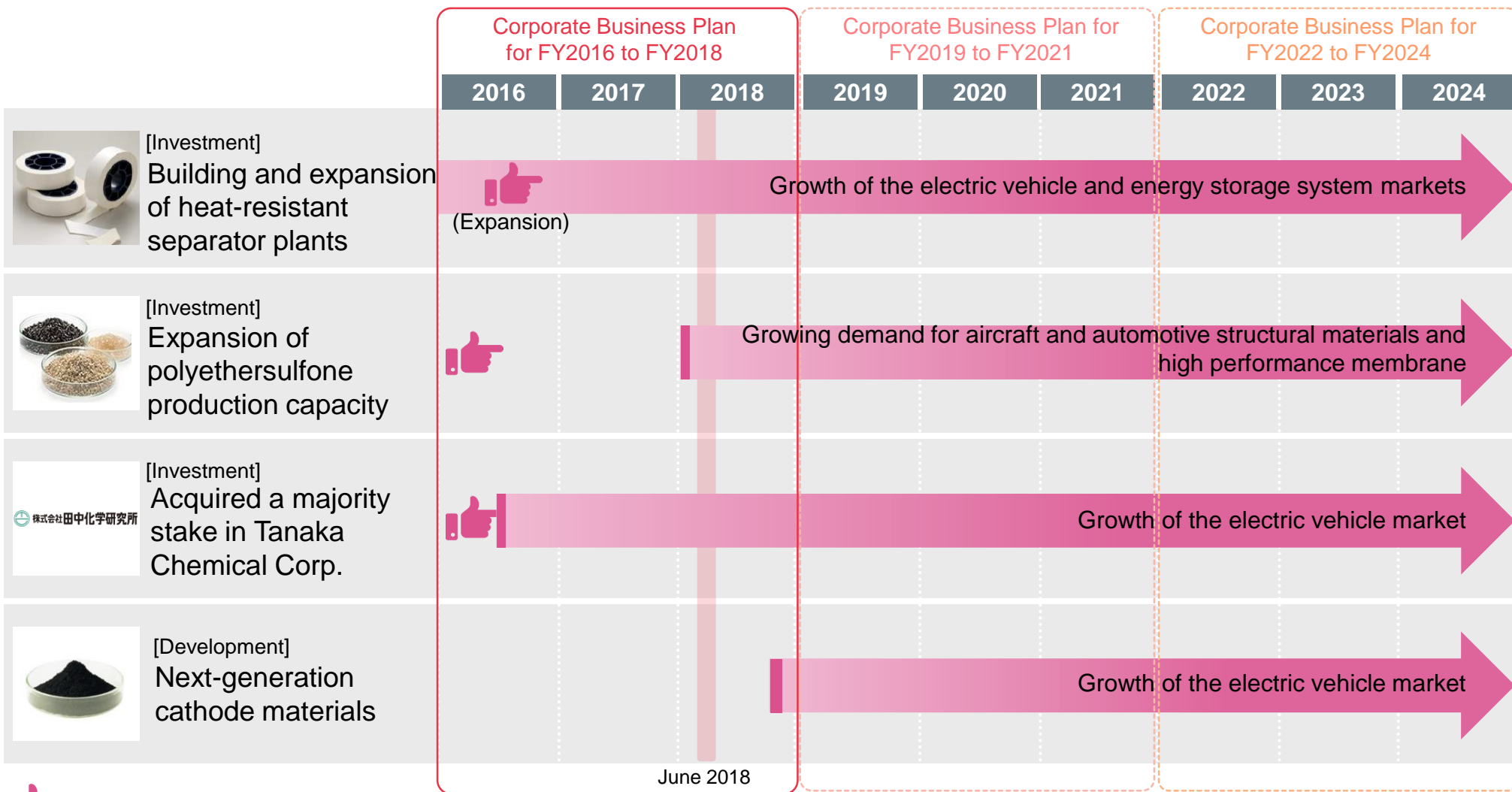


**Expand the use of our existing products in eco-friendly car components**

# Energy & Functional Materials: Progress on Strategic Initiatives

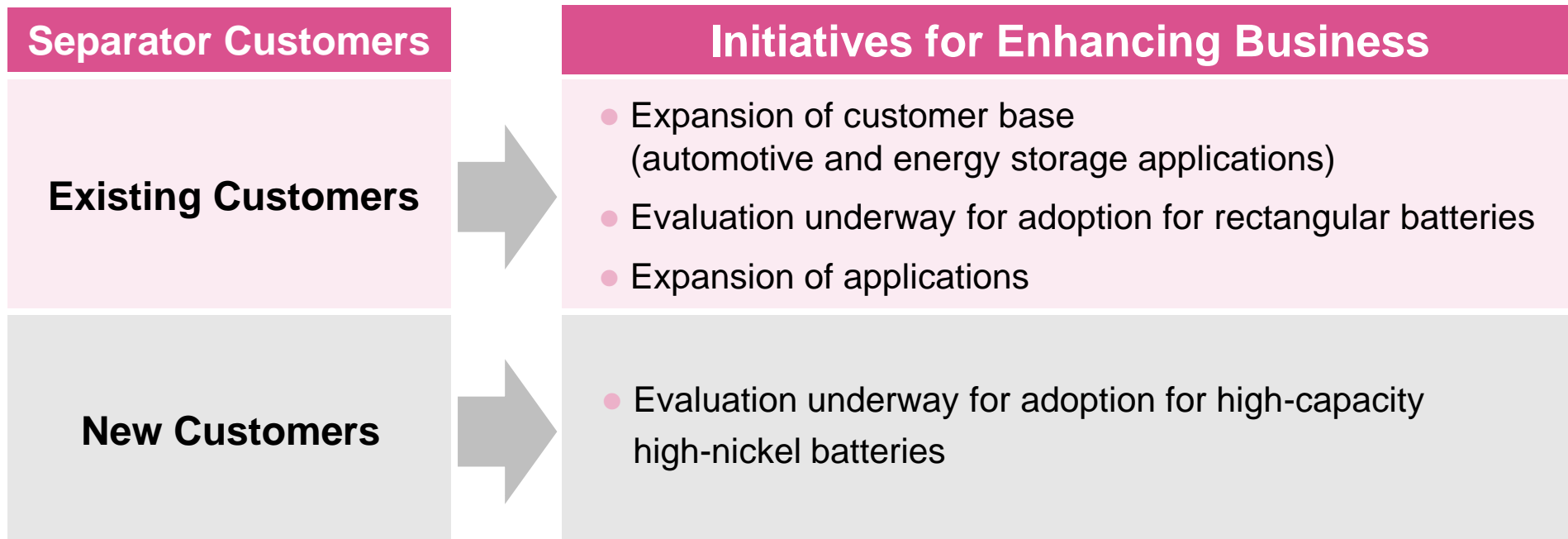
Business Strategy	Progress
 <p><b>Enhance the lineup of battery materials and increase production capacity</b></p>	<ul style="list-style-type: none"> <li>❑ Entered cathode materials business (Acquired a majority stake in Tanaka Chemical Corp.)</li> <li>❑ Expand separator production capacity (Production capacity: 100 million m<sup>2</sup>/year to 400 million m<sup>2</sup>/year)</li> </ul>
 <p><b>Expand the use of our existing products in eco-friendly car components</b></p>	<ul style="list-style-type: none"> <li>❑ Expanded PES production capacity (Production capacity: 3,000t/year to 6,000t/year)</li> </ul>
 <p><b>Restructure underperforming businesses</b></p>	<ul style="list-style-type: none"> <li>❑ Decided to exit the DPF business</li> <li>❑ Restructured S-SBR business (Established ZS Elastomer Co., Ltd.)</li> </ul>

# Energy & Functional Materials: Major Investment and Development Projects and Commercialization Schedule



 : Investment decision made

# Energy & Functional Materials: Initiatives for Enhancing Heat-Resistant Separators Business



Automotive use



Consumer use



Energy storage system



# Energy & Functional Materials: Growing Demand for PES

## Major Applications of PES

### Automotive



- ❑ Replacement of metal with compounding, design and molding technology (reduction of component cost and weight)
- ❑ Development of new applications

### Aircraft



- ❑ Increasing use of composite materials in aircraft (significant impact on fuel consumption)

### Dialysis membranes



- ❑ Increasing demand for dialysis membranes in the US, Europe and China

## Expansion of Production Capacity

### Summary of PES Production Capacity Expansion

Location: Chiba Works

Production capacity: Approx. 3,000 tons/year\*

Construction completed Spring 2018

Commercial operation since April 2018

\* Combined with existing facilities at the Ehime Works, production capacity has doubled.



**Growing demand, particularly in high value-added applications**

# IT-Related Chemicals: Challenges and Business Strategy

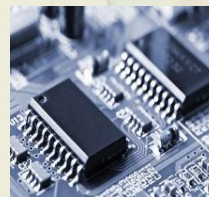
## Challenges

- ❑ Develop and launch new materials supporting the advance of display technology
- ❑ Strengthen the foundations of Sumitomo Chemical's semiconductor materials business, which is expected to grow on the back of digital transformation

## Business Strategy



**Expand OLED materials and components business**



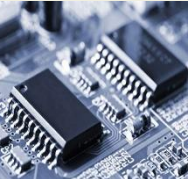


**Optimize production capabilities (for photoresists, high-purity chemicals and other high-performance materials)**



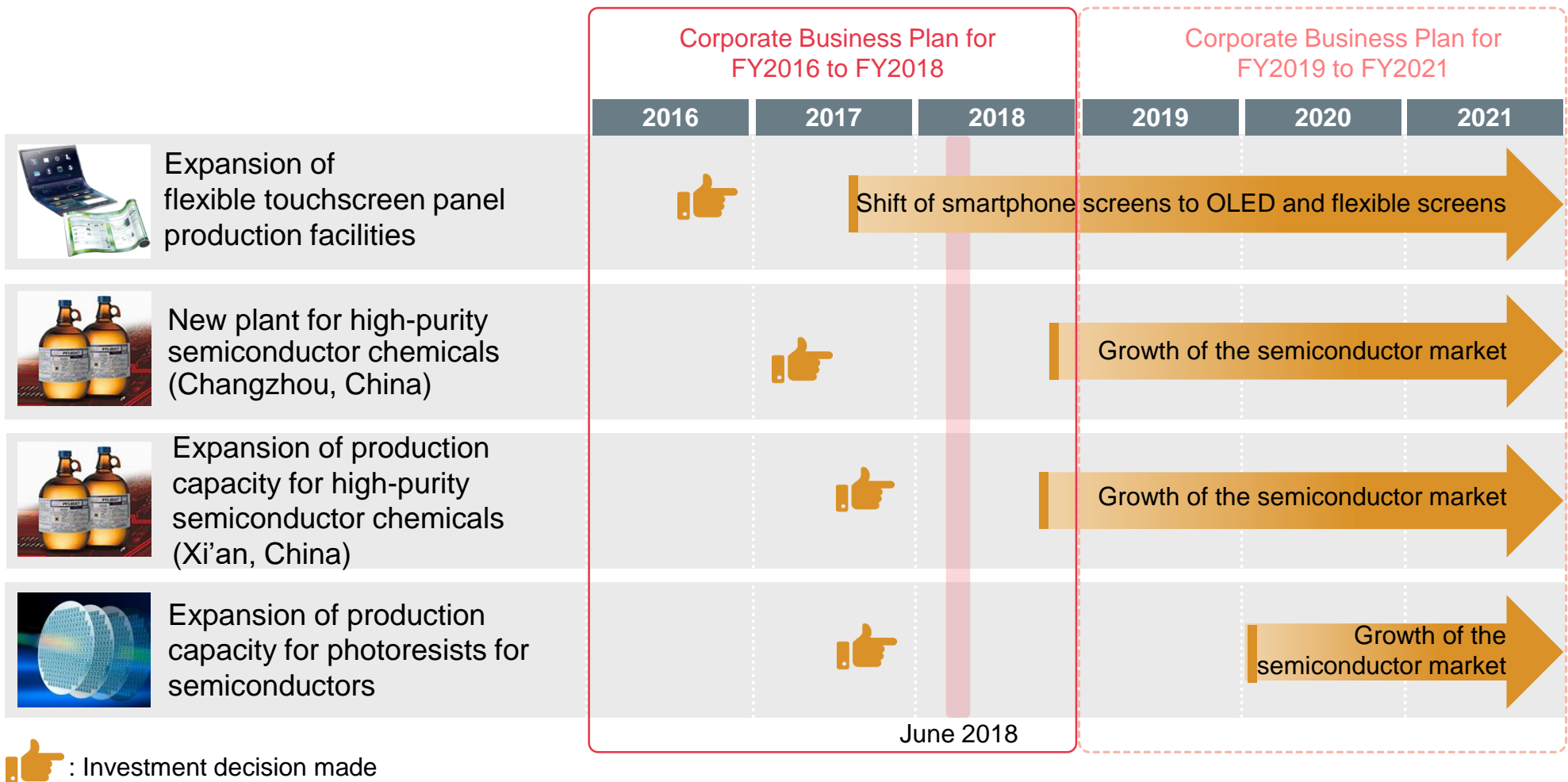
**Accelerate the development of flexible display materials and components**

# IT-related Chemicals: Progress on Strategic Initiatives

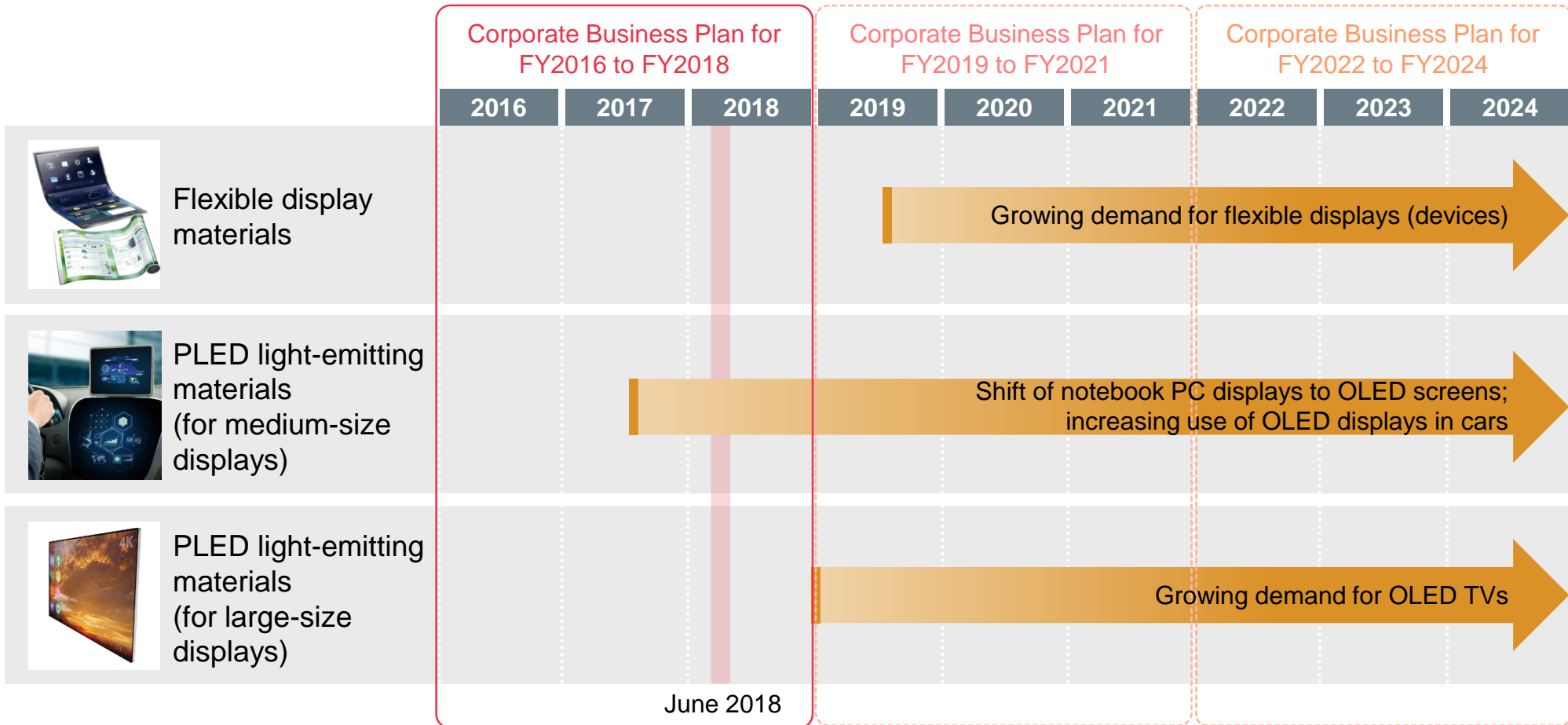
Business Strategy	Progress
 <p><b>Expand OLED materials and components business</b></p>	<ul style="list-style-type: none"> <li>❑ Expanded sales of circularly polarizing film</li> <li>❑ Launched and expanded applications for liquid crystal coated-type polarizing film</li> <li>❑ Enhanced production capacity for touchscreen panels (Glass, Film)</li> </ul>
 <p><b>Accelerate the development of flexible display materials and components</b></p>	<ul style="list-style-type: none"> <li>❑ Studied mass production of window film</li> <li>❑ Development of multi-functional materials and components in progress</li> </ul>
 <p><b>Optimize production capabilities (for photoresists, high-purity chemicals and other high-performance materials)</b></p>	<ul style="list-style-type: none"> <li>❑ Expanded production capacity for photoresists (Osaka Works, Dongwoo Fine-Chem)</li> <li>❑ Expand and strengthen production capacities for high-performance chemicals in China (Xi'an, Changzhou)</li> </ul>



# IT-related Chemicals: Major Investment Projects and Commercialization Schedule

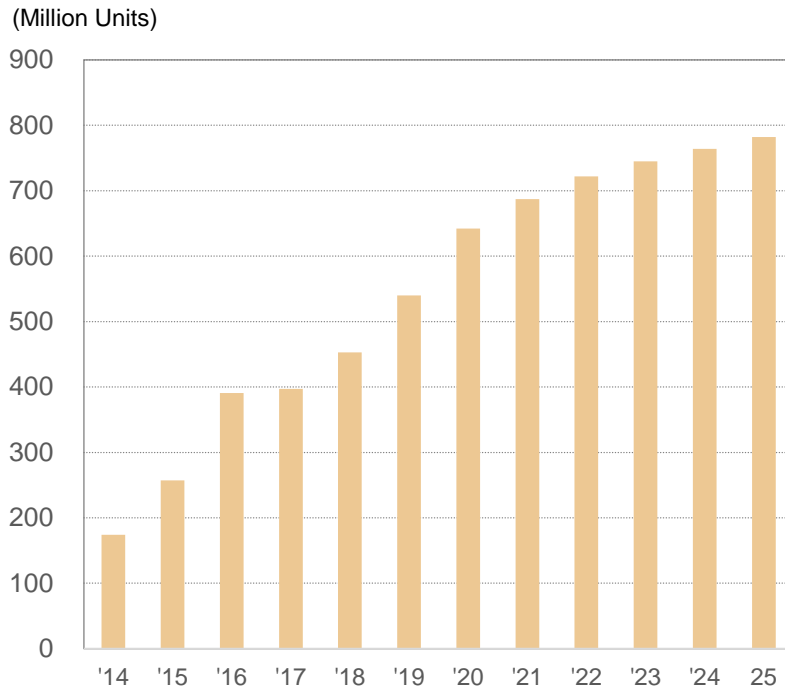


# IT-related Chemicals: Major Development Projects and Commercialization Schedule





# IT-related Chemicals: OLED Panel Market and Sumitomo Chemical's Products

## OLED Panels for Smartphones



OLED market expected to expand after 2018

## Smartphone Technology Trends and Sumitomo Chemical's Products

	FY2018	FY2019 and Beyond
Tech Trend	Full-face display	Flexible
		
Sumitomo Chemical's Products	<ul style="list-style-type: none"> <li>• Touchscreen panel (glass and film)</li> <li>• Circularly polarizing film</li> <li>• Liquid crystal-coated polarizing film</li> </ul>	<ul style="list-style-type: none"> <li>• Window film</li> <li>• Liquid crystal-coated polarizing film</li> <li>• Flexible touchscreen panel</li> </ul>

**Strong growth expected in sales of OLED-related materials**

(Source) Data based on IHS Markit, Technology Group, Display Long-term Demand Forecast Tool, Q4 2017.

Results are not an endorsement of Sumitomo Chemical. Any reliance on these results is at the third party's own risk. Visit [technology.ihs.com](http://technology.ihs.com) for more details.

# IT-related Chemicals: Commercialization of Polymer OLED Materials

## LG Display's Plan for OLED Investment

### Guangzhou Works, China

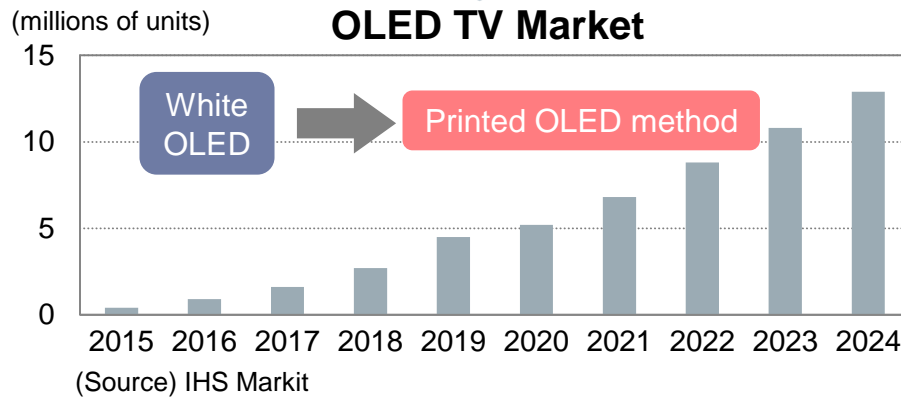
Substrate size: Gen. 8.5  
 Total investment: 2.6 trillion won\*  
 \* LG Display invested 70% of the total investment.

### Paju Works, South Korea

Substrate size: Gen. 10.5  
 Total investment: 2.8 trillion won\*  
 \* For TFT substrate production equipment only

### Expansion of White-OLED

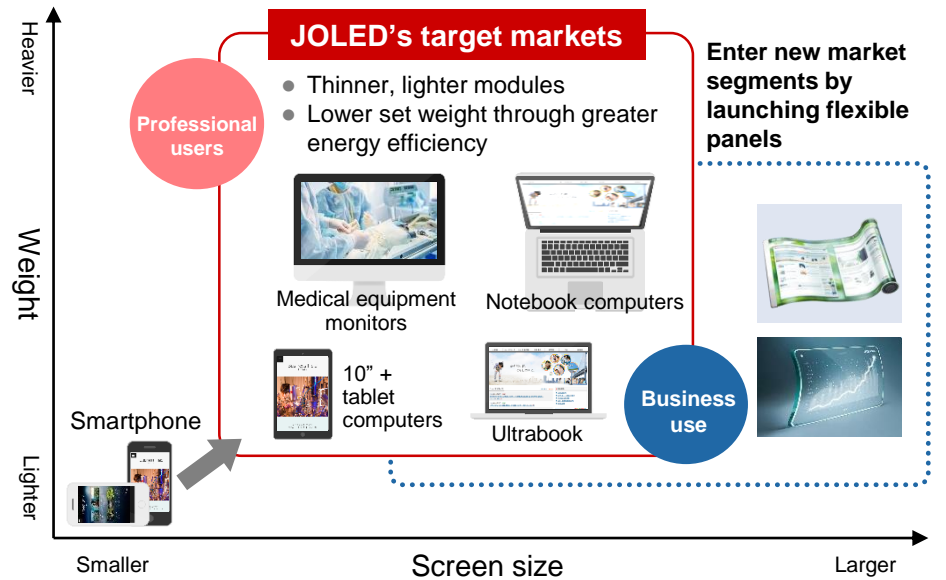
Printed OLED\* etc. under consideration  
 \*Starting consideration of pilot production



## JOLED Started Shipment of Mid-size OLEDs

**Product:** 21.6" 4K

- Features:**
1. RGB printing method (polymer LED materials)
  2. Low power consumption (self-luminous)
  3. High picture quality (high brightness, high contrast)



**Display manufacturers are considering investment for constructing large-scale commercial production facilities**

# IT-related Chemicals: Restructuring the Polarizing Film Business

## Acquired a Majority Stake in Chinese Polarizer Raw Film Manufacturing Affiliate

### Summary of Acquisition

- **Shares acquired:** 51% (Shareholding ration after acquisition: 98%)
- **Acquisition date:** June 2018

#### **Xuyou Electronic Materials Technology (Wuxi) Co., Ltd.**

Founded: October 2016

Location: Wuxi, China

Business: Manufacturing and sale of polarizing films

## Ensuring the Sustainability of the Polarizing Films Business

### 1. Restructure Production Capabilities

#### Current

Pursuing optimization at the level of each production line (Korea, China, Taiwan)



Xuyou Electronic Materials Technology becoming a majority-owned subsidiary

#### Future

- Prioritize the optimization of the production line in China, the largest polarizer market
- Use freed-up capacity in China for optimization of the overall production capabilities including existing lines

### 2. Enhance High Value-added Business

- Expand sales of polarizing film using our materials
- Development business in automotive applications
- Expand OLED materials business

# Health & Crop Sciences: Challenges and Business Strategy

## Challenges

**Build a global business foundation as a solution provider in crop protection and environmental health businesses**

## Business Strategy



**Enhance  
our global footprint**



**Expand  
our differentiated businesses  
(biorational and rice businesses)**







**Accelerate  
development of new products  
(B2020, A2020)**

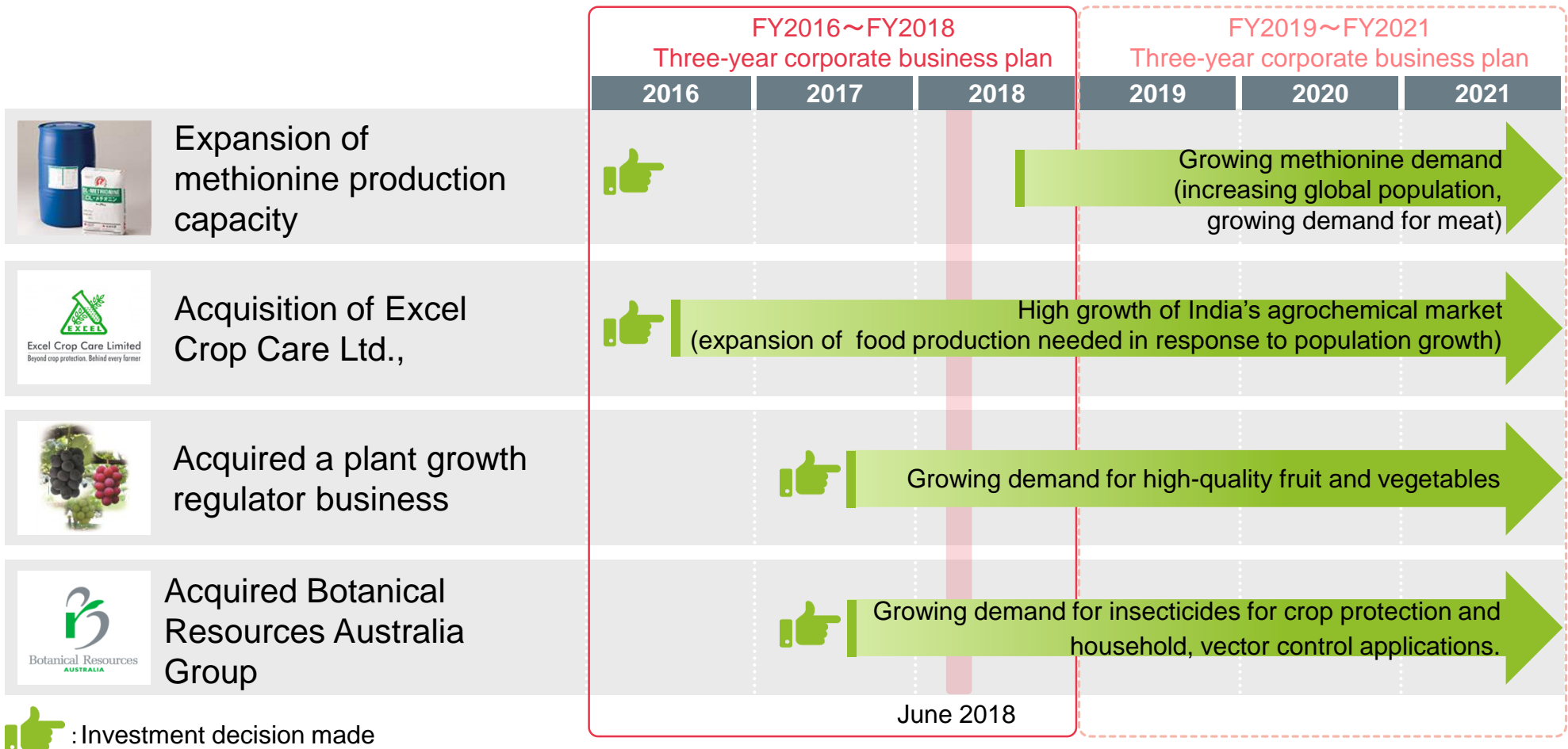


**Expand  
methionine business**

# Health & Crop Sciences: Progress on Strategic Initiatives

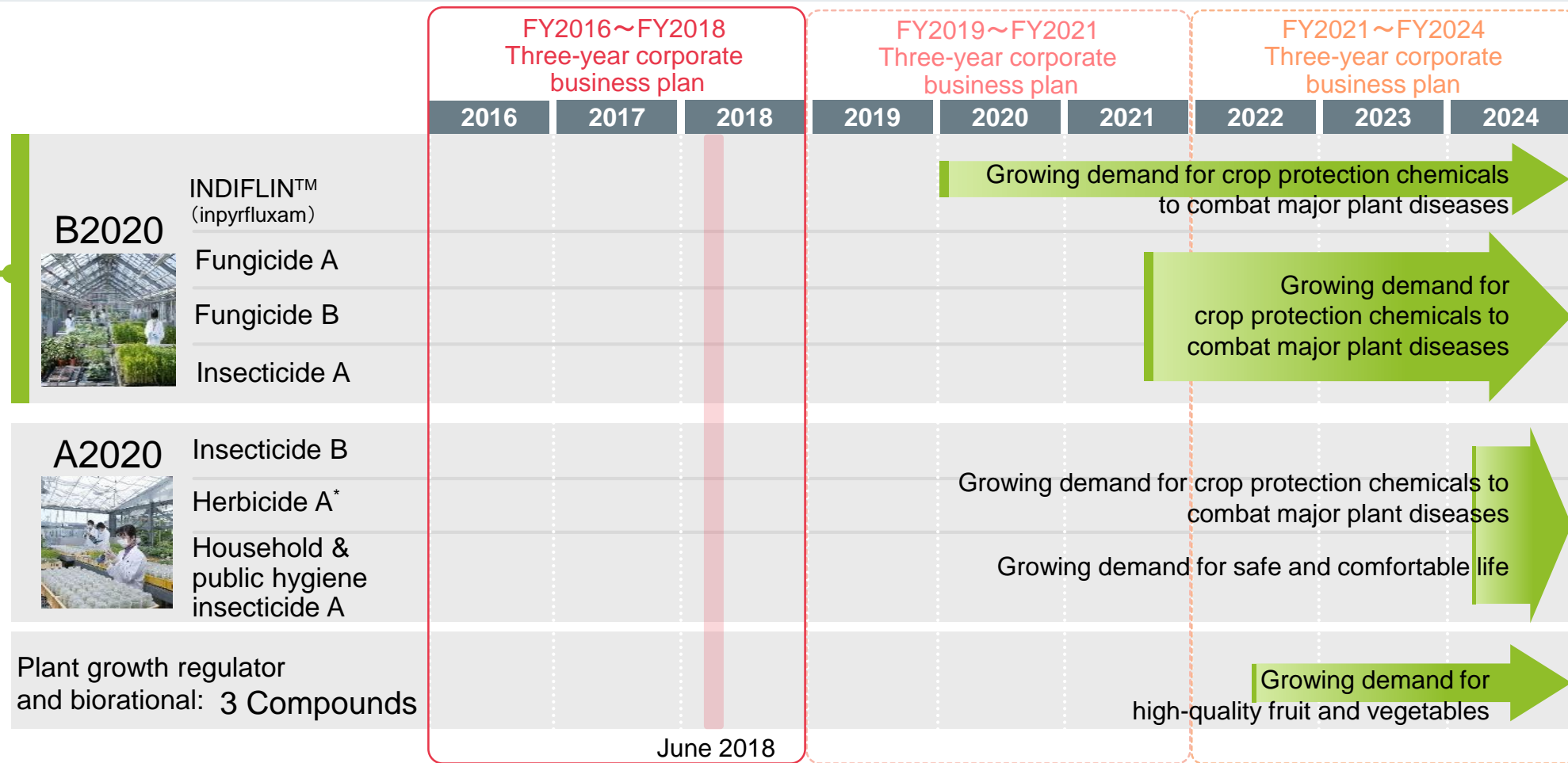
Business Strategy	Progress
 <p><b>Enhance our global footprint</b></p>	<ul style="list-style-type: none"> <li>❑ Acquired Excel Crop Care Ltd., an Indian agrochemicals company</li> </ul>
 <p><b>Accelerate development of new products</b></p>	<ul style="list-style-type: none"> <li>❑ Development of B2020 in progress (Registration applications filed for a product)</li> <li>❑ Alliance with BASF/Bayer/Monsanto/Corteva Agriscience™ (DowDupont)</li> <li>❑ Expanding R&amp;D facilities and test fields</li> </ul>
 <p><b>Expand our differentiated businesses</b></p>	<ul style="list-style-type: none"> <li>❑ Acquired a plant growth regulator business from Kyowa Hakko Bio.</li> <li>❑ Acquired Botanical Resources Australia Group</li> <li>❑ Entered into the rice business</li> </ul>
 <p><b>Expand methionine business</b></p>	<ul style="list-style-type: none"> <li>❑ Expand production capacity</li> <li>❑ Preparation for sales expansion underway (including collaboration with ITOCHU)</li> </ul>

# Health & Crop Sciences: Major Investments and Commercialization Schedule





# Health & Crop Sciences: Major Investments and Commercialization Schedule



**Expected to grow into blockbusters**

- Working to shorten the development period by up to one year
- Sales of the B2020 products estimated at **over 100 billion yen**

\* PPO inhibitor, herbicide being developed by Sumitomo Chemical under the collaboration with Monsanto to develop and deliver next-generation weed control solutions

# Health & Crop Sciences: Expanding Alliance with Major Agrochemical Producers Outside Japan

## Progress on Development B2020 Fungicides

### INDIFLIN™ (inpyrfluxam)

#### New fungicide for soybean

**Features:** Highly effective against major diseases such as soybean rust

**Filing for reistration:** Filed in Japan, North and South America in 2017.  
To be filed, in stages, for registration in other countries.

June 2017: Collaboration with Bayer  
(developing its mixtures in Brazil)

To be launched in 2020 or later

### Fungicide A

#### New fungicide

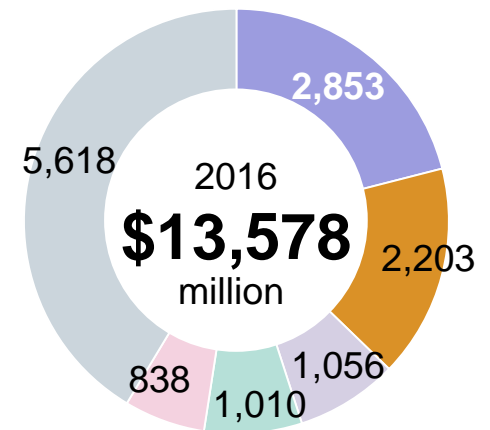
**Features:**

1. Highly effective against major plant diseases
2. Also effective against strains resistant to existing fungicides

**Filing for registration:** Starting in 2018, in stages

June 2017: Collaboration with BASF (co-developing globally)

### Global Fungicide Market



(Source) Phillips McDougall,  
Crop Section (Ex-Distributor)

# Health & Crop Sciences: Expanding R&D Facilities and Test Fields

## Global R&D Capabilities

### Biorational Research Center

Completion (Plan): July 2018  
 Closer integration of the research function and the marketing & sales function  
 ⇒ Enhance biorationals R&D capabilities



### Chemistry Research Center (CRC) at Health & Crop Sciences Research Laboratory

Completion: May 2018  
 Integrate organic synthesis research functions ranging from new compound discovery to commercial process development  
 ⇒ more efficient and speedier development of agrochemicals and household and public hygiene insecticides



**Strengthen our global R&D capabilities and accelerate agrochemicals development**

# Health & Crop Sciences: New Methionine Plant

## New Methionine Plant

**Product:** DL-methionine (powder)

**Capacity:**

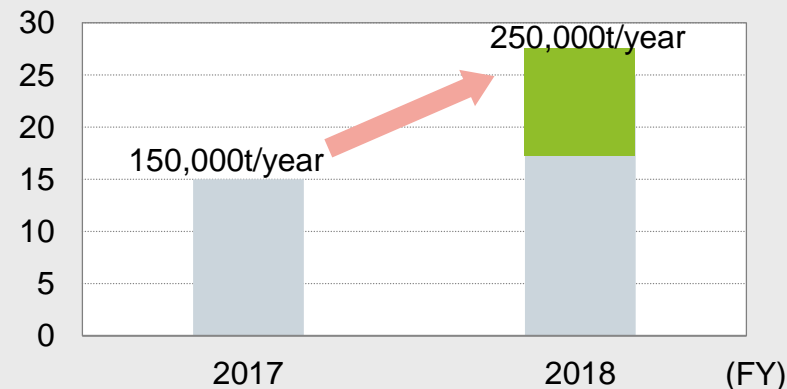
100,000 tons per year

**Location:** Ehime Works, Japan

Startup  
scheduled for  
autumn 2018

### Methionine Production Capacity

(ton/year)



## Expanding Sales Capabilities

- Increasing sales personnel in all regions around the world
- Enhancing technical support service
- Increasing distribution centers
- Expand sales through collaboration with ITOCHU (Southeast Asia, Middle East, Africa)



**Strengthen our position as Asia's leading methionine player**

# Pharmaceuticals: Challenges and Business Strategy

## Challenges

- ❑ Sustained growth after “The LATUDA business transition period”
- ❑ Manage the effect of policy measures to promote the use of generic drugs

## Business Strategy



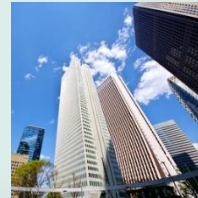
**Accelerate the development of products in late-stage development**



**Accelerate the development of regenerative and cellular medicine**







**In-license and acquire third-party products under development**

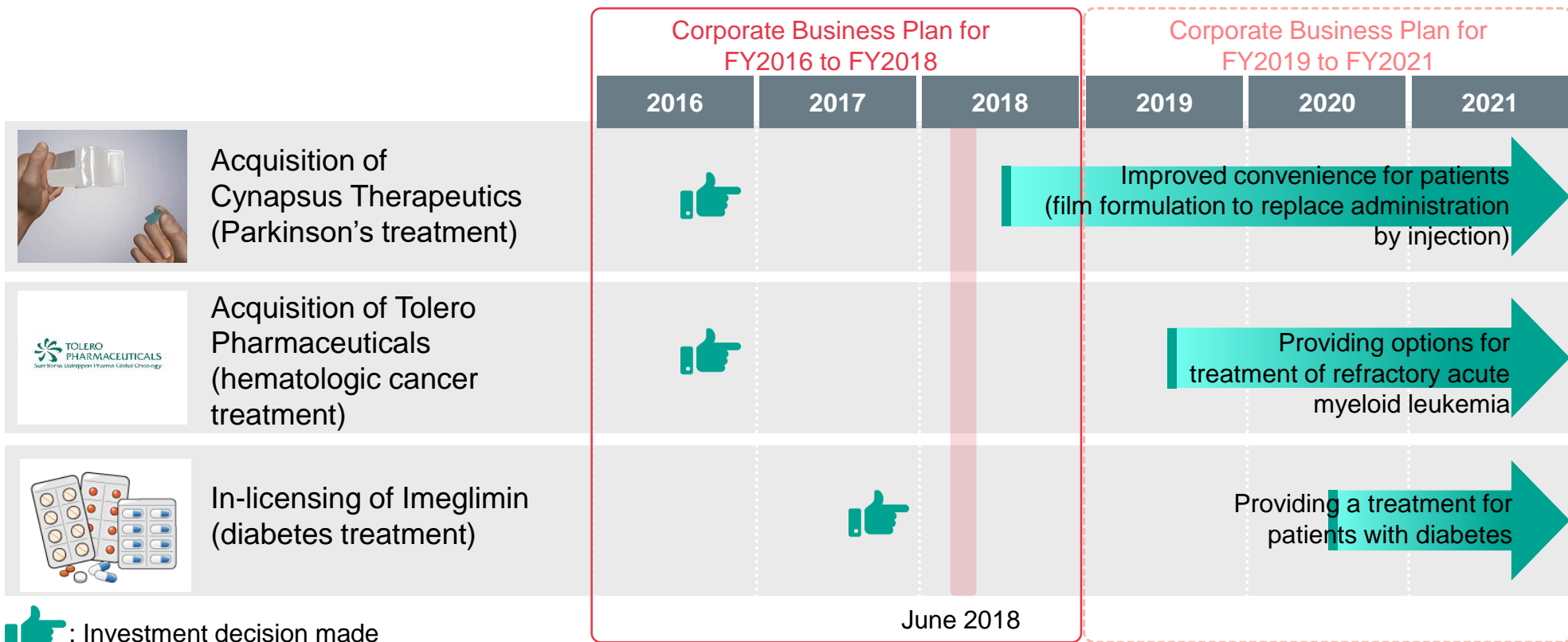


**Reform cost structure**

# Pharmaceuticals: Progress on Strategic Initiatives

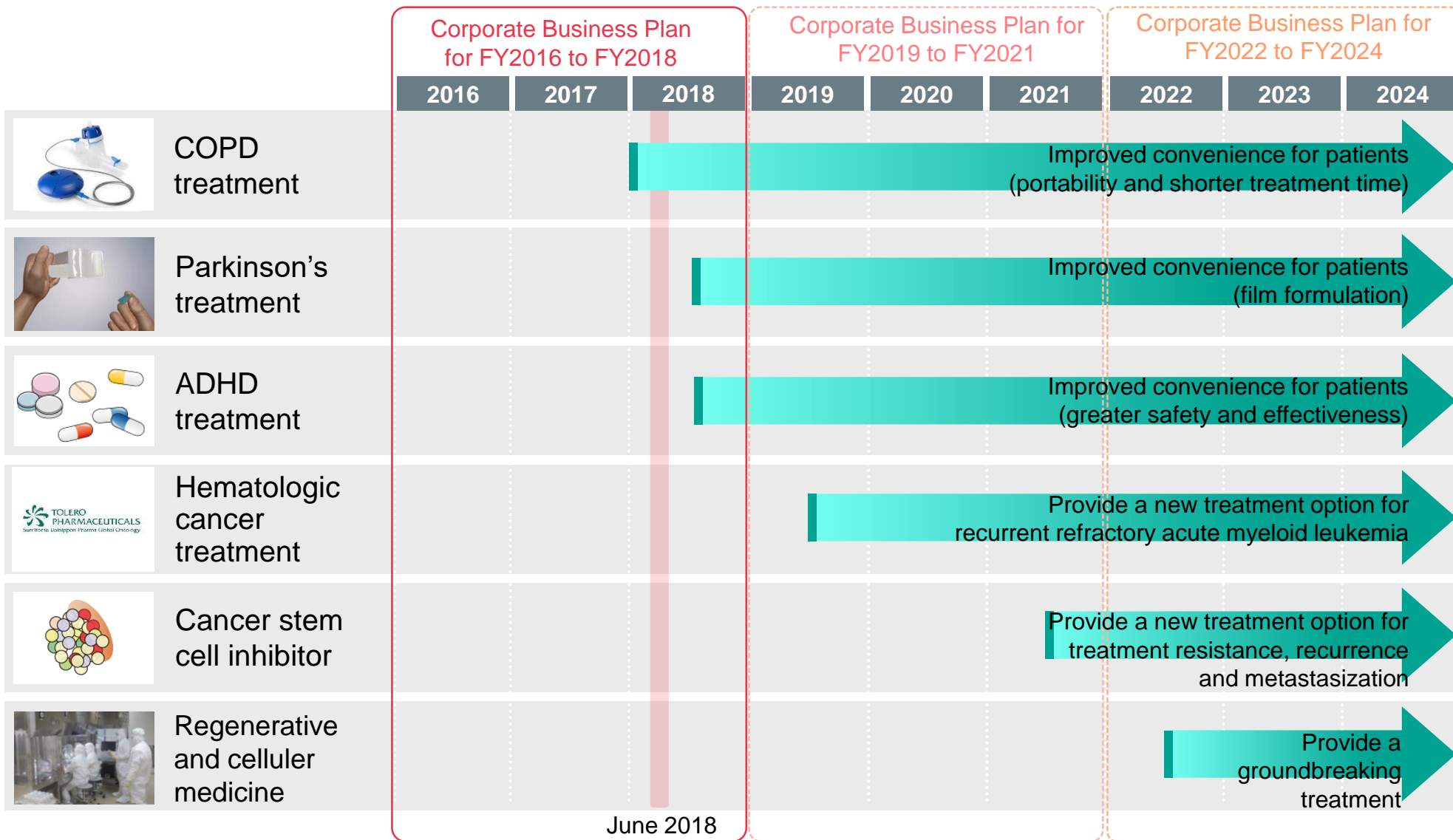
Business Strategy	Progress
 <p><b>Accelerate the development of products in late-stage development</b></p>	<ul style="list-style-type: none"> <li>❑ Launched COPD treatments (Peak revenue: Approx.50 billion yen)</li> <li>❑ NDA field for Parkinson's treatment (Peak revenue: Approx. 50 billion yen)</li> <li>❑ NDA field for ADHD treatment (Peak revenue: Approx. 50 billion yen)</li> </ul>
 <p><b>In-license and acquire third-party products under development</b></p>	<ul style="list-style-type: none"> <li>❑ Acquired Cynapsus Therapeutics (Parkinson's treatment)</li> <li>❑ Acquired Tolero Pharmaceuticals (hematologic cancer treatment)</li> <li>❑ In-licensed and launched COPD treatments (UTIBRON, SEEBRI)</li> </ul>
 <p><b>Accelerate the development of regenerative and cellular medicine</b></p>	<ul style="list-style-type: none"> <li>❑ Completed construction of a manufacturing plant for regenerative medicine and cell therapy</li> </ul>
 <p><b>Reform cost structure</b></p>	<ul style="list-style-type: none"> <li>❑ Implemented an early retirement program in Japan (Sumitomo Dainippon Pharma)</li> </ul>

# Pharmaceuticals: Major Investments and Commercialization Schedule



\* Also committed to development and sales milestone payments

# Pharmaceuticals: Major Development Projects and Commercialization Schedule





# Pharmaceuticals: Regenerative Medicine and Cell Therapy

## Business Plan

Proposed indication, etc.	Partnering	Region (planned)	Cell type	Clinical research	Clinical study
<b>Chronic stroke (SB623)</b>	SanBio	North America	Allogeneic mesenchymal stem cells		In progress (Phase II b clinical study)* <sup>1</sup>
<b>Age-related macular degeneration</b>	Healios RIKEN	Japan	Allogeneic iPS cell derived retinal pigment epithelium	In progress	Preparing for start
<b>Parkinson's disease (Designated as a "SAKIGAKE")</b>	Kyoto University CiRA	Global	Allogeneic iPS cell derived dopamine neural progenitor		Plan to start in FY2018 in Japan (Investigator-initiated)
<b>Retinitis pigmentosa</b>	RIKEN	Global	Allogeneic iPS cell derived photoreceptor	Preparing for start	
<b>Spinal cord injury</b>	Keio University, Osaka National Hospital	Global	Allogeneic iPS cell derived neural progenitor	Preparing for start	

**Aim to launch in FY2022\*<sup>2</sup>**

\*1 Plan to conduct Phase III clinical study, but aim to utilize the application for accelerated approval program depending on Phase II b clinical study result.

\*2 Launch schedule based on Sumitomo Chemical's goals, not jointly set with partners.

### Topics

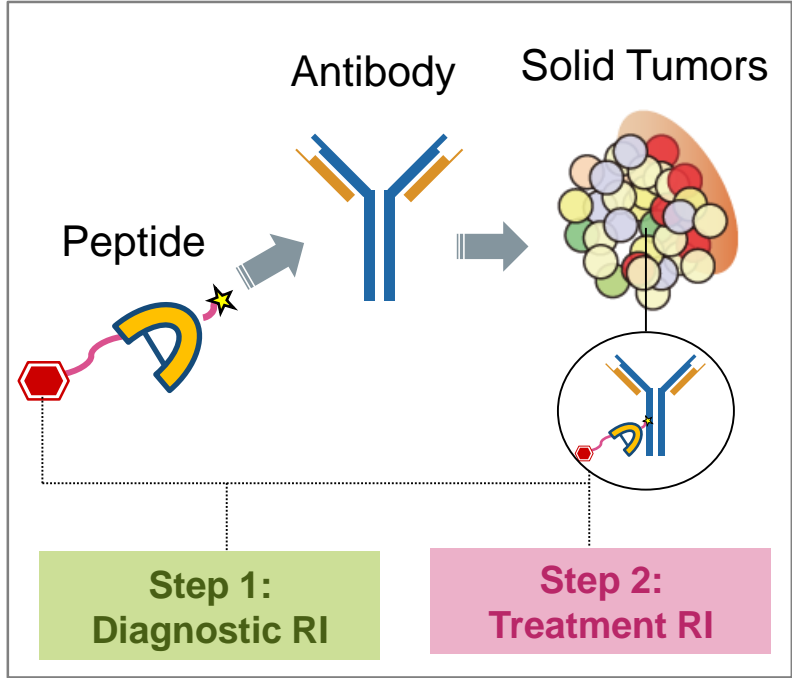
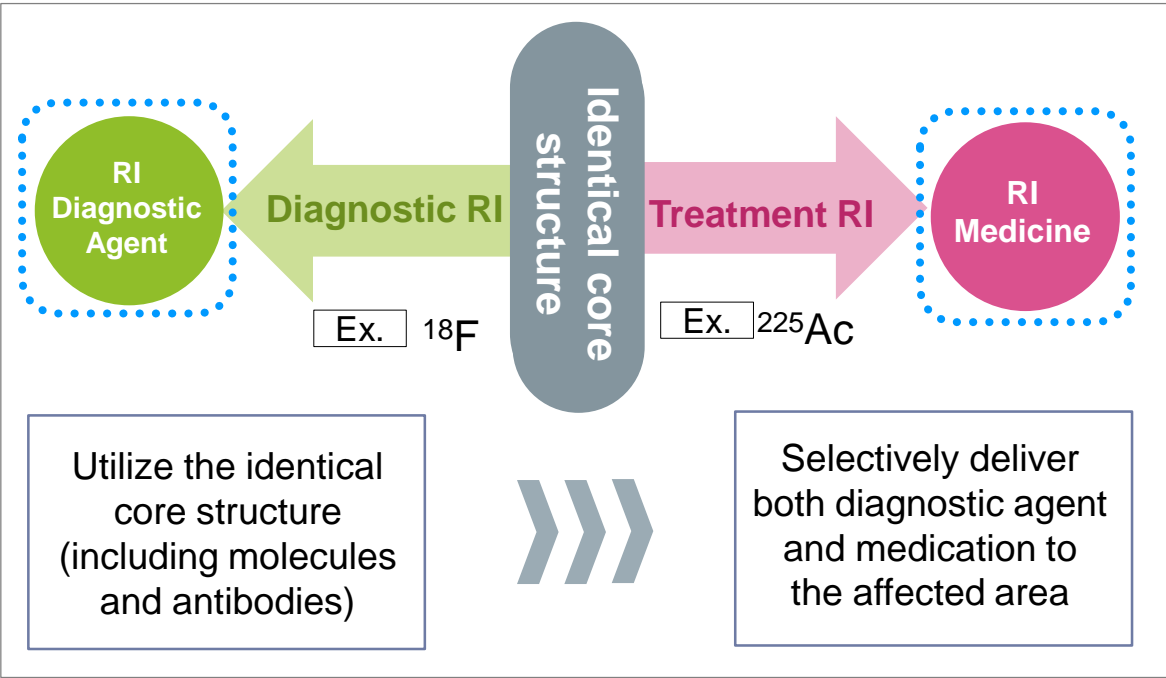
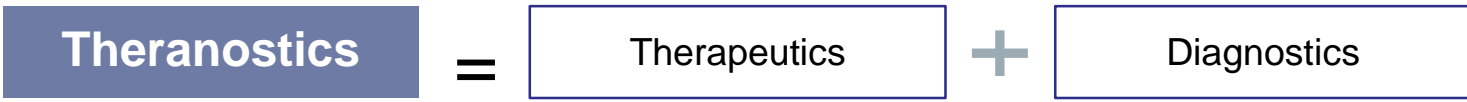
### Completed construction of a manufacturing plant for regenerative medicine and cell therapy

Construction of the world's first dedicated commercial manufacturing plant for regenerative medicine and cell therapy based on allogeneic iPS cells completed in March 2018.



Pharmaceuticals:  
Nihon Medi-Physics Expansion of Healthcare Businesses

# Theranostics



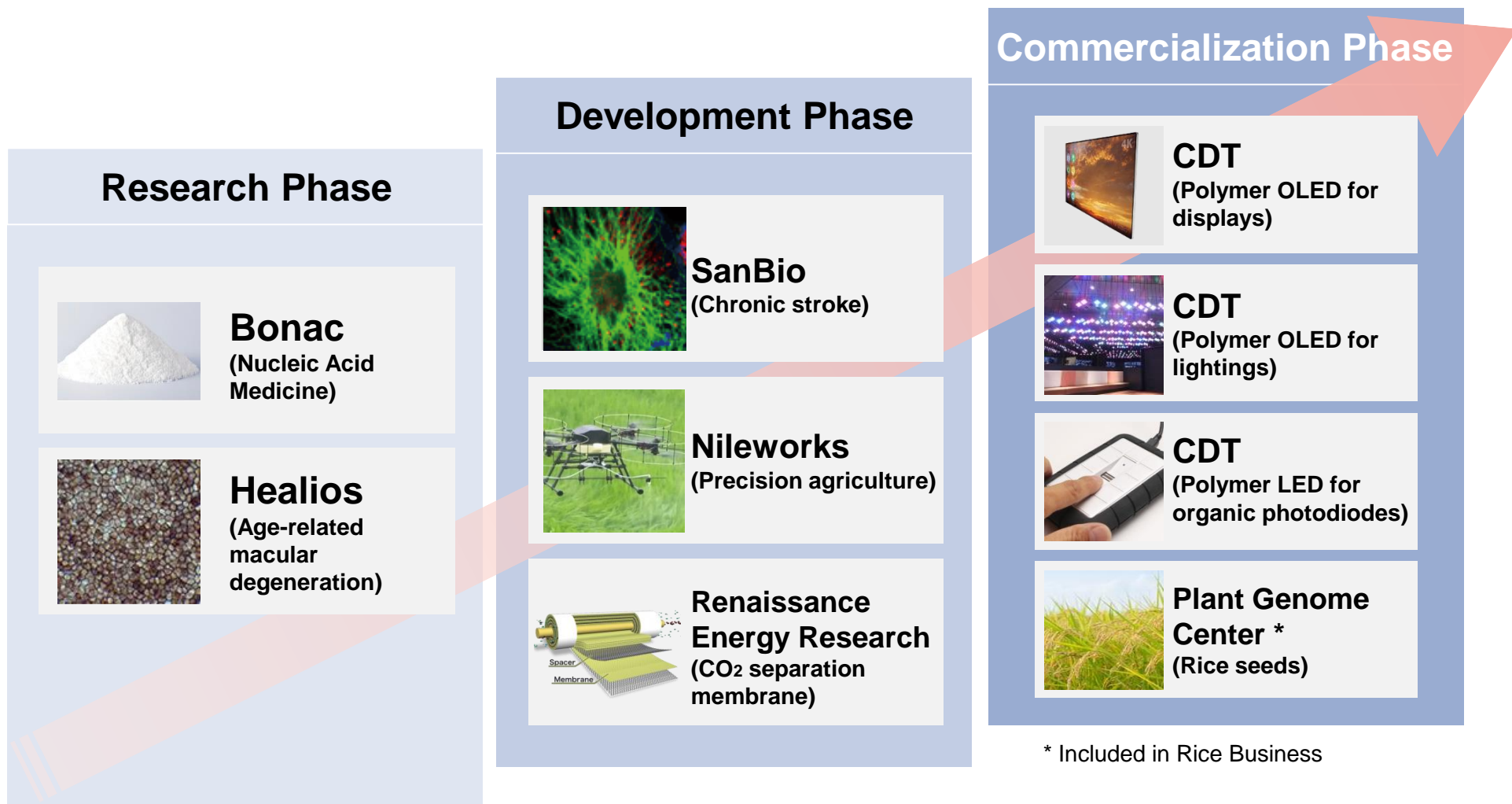
 Scope of Nihon Medi-Physics' business

**Adopted by CiCLE\*1 ⇒ R&D risk shared with AMED\*2**

\*1 CiCLE: Cyclic Innovation for Clinical Empowerment \*2 AMED: Japan Agency for Medical Research and Development

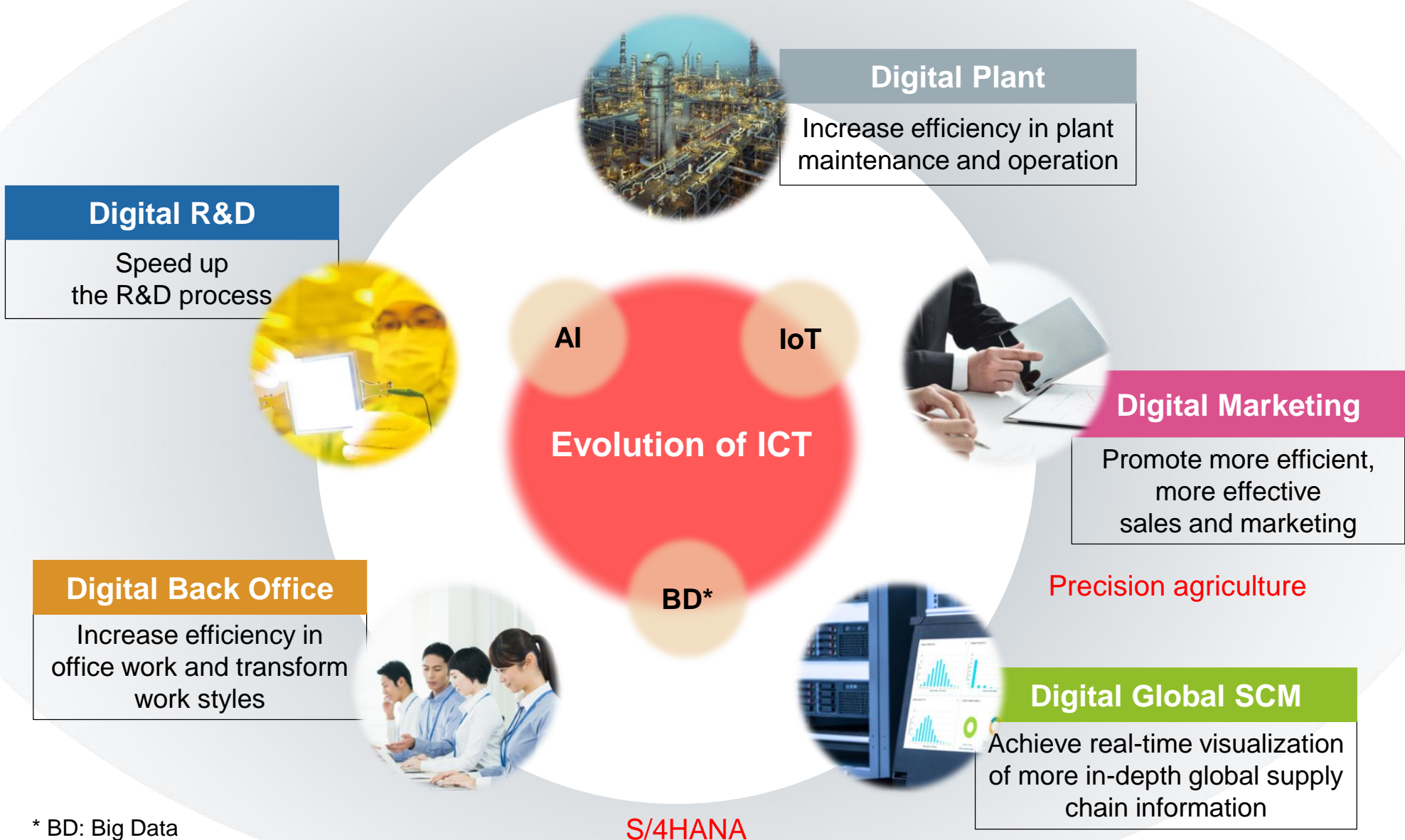
# Initiatives for Maintaining Sustained Growth

# Initiatives for Maintaining Sustained Growth: Collaboration with Startup Companies



**Collaboration with startup companies → Accelerate the development of next-generation businesses**

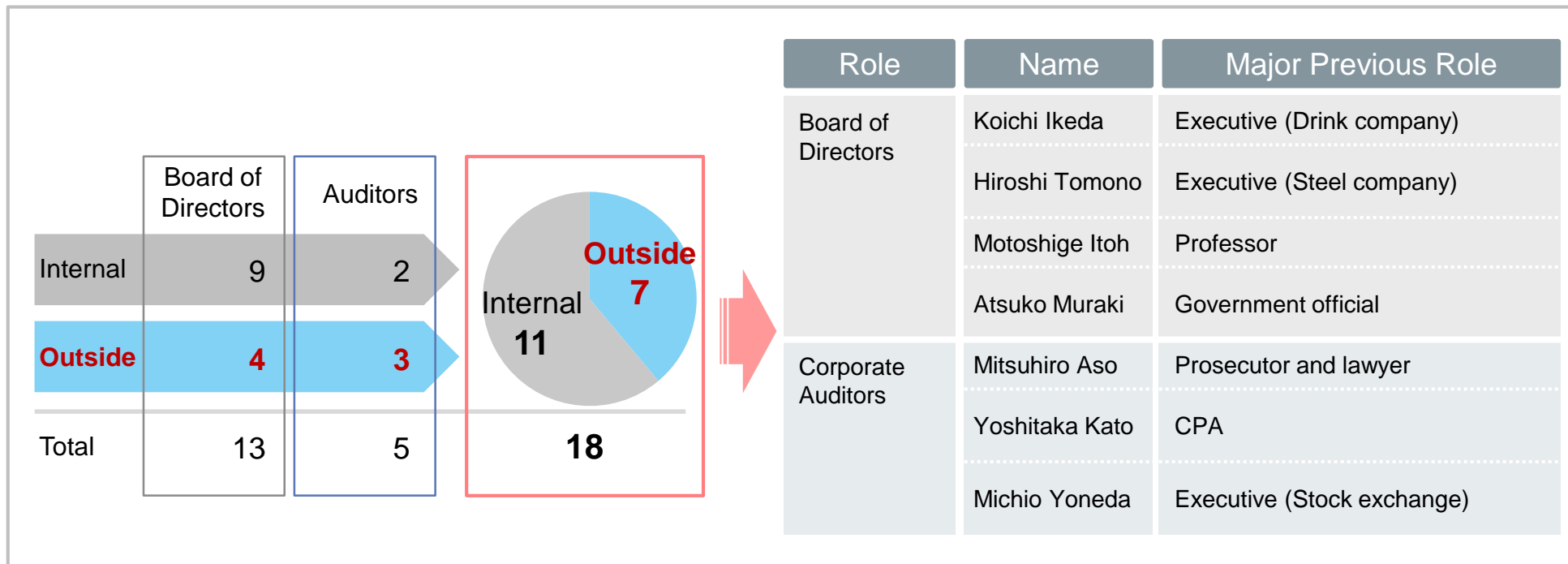
# Initiatives for Maintaining Sustained Growth: Digital Transformation



\* BD: Big Data

# Initiatives for Maintaining Sustained Growth: Strengthening Governance

## Increasing the Number of Outside Board Members



**Reinvigorating the Board of Directors by leveraging outside directors' experience and expertise in a wide range of areas**

# Initiatives for Maintaining Sustained Growth: **SDGs Initiatives**

## Starting **SDGs Initiatives** through the **TSP Approach**



**Established Sustainability Promotion Committee**

<b>Purpose</b>	1. Oversee the Group's sustainability promotion activities
	2. Comprehensively verify contributions to sustainability
	3. Accelerate efforts to resolve issues in society, including the SDGs
<b>Organization</b>	Chairman: President of Sumitomo Chemical
	Secretariat: CSR Dept., Legal Dept., Corporate Planning Dept., Human Resources Dept., Responsible Care Dept., Research Planning and Coordination Dept., and Corporate Communications Dept.
	Meetings: Twice a year

**Further Accelerating SDGs Initiatives across the Sumitomo Chemical Group**

# Initiatives for Maintaining Sustained Growth: Commitment to Society

## Recommendations on Climate-related Disclosures

Sumitomo Chemical has signed the Recommendations on Climate-related Financial Disclosures, published by TCFD.\*

- Date: June 2017
- Participating Companies:  
Sumitomo Chemical and Kokusai Kogyo from Japan; about 240 companies from around the world.



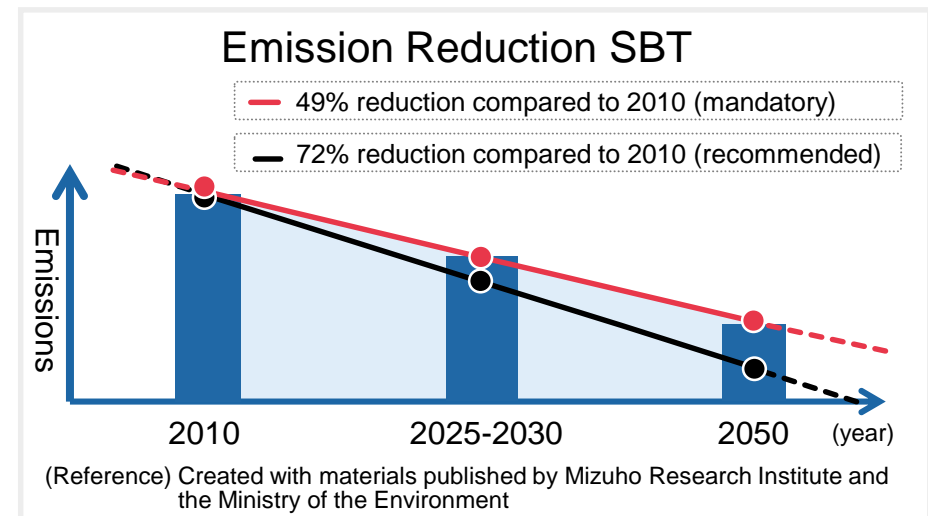
\* TCFD: Task Force on Climate-related Financial Disclosures, established by the Financial Stability Board

## Commitment to set the Science-Based Targets (SBT)

Sumitomo Chemical has committed to the setting of SBT\*, an initiative led by the UN Global Compact and other organizations.

\* Greenhouse gas reduction goals proactively set by companies to meet the Paris Agreement goal of limiting global warming to less than 2°C

- Committed companies: 411 companies around the world, including 58 Japanese companies (as of May 28, 2018)



**Declared to society strong commitment to efforts to combat climate change**



# Initiatives for Maintaining Sustained Growth: External Evaluation

## Received Excellence Award in the Corporate Value Improvement Awards

### Reasons for the award

**Achieved the goals\* set out in the previous Corporate Business Plan**

\* Including the improvement of ROE and CCC

- ❑ Evaluated: all companies listed on the Tokyo Stock Exchange (approx. 3,500 companies)
- ❑ Recipients: 4 companies (including 1 Grand Prize)



Award Ceremony (March 2018)

## Received the Deputy Chief's Award (by Minister for Foreign Affairs) of Japan SDGs Award

### Reasons for the award

**Track record in initiatives\* to achieve the SDGs**

\* Including Sumika Sustainable Solutions and the Sustainable Tree and Olyset™ Net

- ❑ Evaluated: Over 280 companies and organizations applied
- ❑ Recipients: 4 companies and 7 organizations



# What Sumitomo Chemical Strives To Be

**Business Philosophy**

- ◆ Commit ourselves to creating new value by building on innovation
- ◆ Work to contribute to society through our business activities
- ◆ Develop a vibrant corporate culture and continue to be a company that society can trust

**Core Competence**

Capabilities to develop innovative solutions by leveraging its technological expertise in diverse areas

Capabilities to reach global markets

Loyal employees



**Challenges & Business Opportunities**

Solve issues facing society

- Environment
- Food
- Resources and energy

Improve quality of life and build an affluent and comfortable society

- Health promotion
- Comfortable life



**Achieve sustained growth by creating new value through innovative technologies**

### Cautionary Statement

Statements made in this document with respect to Sumitomo Chemical's current plans, estimates, strategies and beliefs that are not historical facts are forward-looking statements about the future performance of Sumitomo Chemical. These statements are based on management's assumptions and beliefs in light of the information currently available to it, and involve risks and uncertainties.

The important factors that could cause actual results to differ materially from those discussed in the forward-looking statements include, but are not limited to, general economic conditions in Sumitomo Chemical's markets; demand for, and competitive pricing pressure on, Sumitomo Chemical's products in the marketplace; Sumitomo Chemical's ability to continue to win acceptance for its products in these highly competitive markets; and movements of currency exchange rates.