# Financial Results for FY2021 First Quarter 

August 3, 2021

SUMITOMO CHEMICAL

## (Cautionary Statement)

Statements made in this material 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.

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## Financial Results for FY2021 First Quarter

## Financial Summary

Unit; Billions of yen

|  | $\begin{aligned} & \text { FY2020 } \\ & \text { 1st Quarter } \end{aligned}$ | $\begin{aligned} & \text { FY2021 } \\ & \text { 1st Quarter } \end{aligned}$ | Difference | Ratio |
| :---: | :---: | :---: | :---: | :---: |
| Sales revenue | 500.2 | 639.0 | 138.8 | 27.7\% |
| Core operating income (Equity in earnings) | $\begin{array}{r} 19.9 \\ (-13.3) \end{array}$ | $\begin{array}{r} 61.7 \\ (14.7) \end{array}$ | $\begin{array}{r} 41.8 \\ (28.0) \end{array}$ | $210.5 \%$ |
| Non-recurring items | -1.4 | -3.3 | -1.9 |  |
| Operating income | 18.5 | 58.3 | 39.9 | 215.9\% |
| Finance income/expenses | -4.9 | -1.7 | 3.2 | - |
| (Gain/loss on foreign currency transactions) | (-4.5) | (-0.3) | (4.2) | - |
| Income tax expenses | -12.2 | -17.8 | -5.6 | - |
| Net income attributable to non-controlling interests | -8.7 | -3.2 | 5.5 | - |
| Net income attributable to owners of the parent | -7.3 | 35.7 | 43.0 | - |
| ROE | -0.8\% | 3.5\% |  |  |
| Exchange rate(yen/\$) | 107.63 | 109.52 |  |  |
| Naphtha price(yen/KL) | 25,000 | 47,500 |  |  |
| Overseas sales revenue ratio | 67.8\% | 68.7\% |  |  |

※ During FY 2020, we finalized the provisional accounting treatment for business combinations.
As a result, figures for FY 2020 1st Quarter are retrospectively adjusted to reflect the revision of the initially allocated amounts of acquisition price.

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## Sales Revenue by Business Segment

| Unit; Billions of yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 1st Quarter | FY2021 <br> 1st Quarter | Difference | Ratio |  | Shipping volume variance | Foreign currency conversion variance |
| Petrochemicals \& Plastics | 108.2 | 199.5 | 91.3 | 84.3\% | 51.0 | 36.8 | 3.5 |
| Energy \& Functional Materials | 48.3 | 74.4 | 26.0 | 53.9\% | 3.5 | 21.2 | 1.3 |
| IT-related Chemicals | 103.8 | 109.3 | 5.4 | 5.2\% | -3.5 | 7.3 | 1.6 |
| Health \& Crop Sciences | 88.9 | 103.1 | 14.2 | 16.0\% | 2.5 | 8.6 | 3.1 |
| Pharmaceuticals | 140.8 | 139.2 | -1.6 | -1.1\% | -2.0 | -1.7 | 2.1 |
| Others \& Adjustments | 10.1 | 13.6 | 3.4 | 33.8\% | 0.0 | 3.4 | 0.0 |
| Total | 500.2 | 639.0 | 138.8 | 27.7\% | 51.5 | 75.6 | 11.7 |



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## Core Operating Income by Business Segment

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 1st Quarter | FY2021 1st Quarter | Difference | Price variance | Cost variance | Shipping volume variance and other |
| Petrochemicals \& Plastics | -19.9 | 23.8 | 43.7 | 12.5 | -1.5 | 32.7 |
| Energy \& Functional Materials | 2.0 | 6.7 | 4.7 | -1.0 | -0.5 | 6.2 |
| IT-related Chemicals | 9.9 | 13.5 | 3.6 | -3.5 | -1.0 | 8.1 |
| Health \& Crop Sciences | 3.6 | 10.3 | 6.7 | 1.0 | 1.0 | 4.7 |
| Pharmaceuticals | 24.5 | 9.6 | -14.9 | -2.0 | -10.0 | -2.9 |
| Others \& Adjustments | -0.2 | -2.3 | -2.1 | 0.0 | 0.0 | -2.1 |
| Total | 19.9 | 61.7 | 41.8 | 7.0 | -12.0 | 46.8 |

Analysis
$\left.\begin{array}{ccccc} \\ \text { Equity in earnings } \\ \text { +28.0 included }\end{array}\right]$

## Petrochemicals \& Plastics - Segment Analysis -



## Total $¥ 199.5$ billion ( +91.3 from FY2020 1st Quarter )

Sales price $+51.0$

Volume +36.8

Foreign exchange

- Higher market prices
- Increase in shipments of Rabigh products due to periodic shutdown maintenance in the same period of previous fiscal year.
- Recovery of shipments from the lower sales volume in the same period of previous fiscal year due to the COVID-19 pandemic.


## Core Operating Income Total ¥23.8 billion ( +43.7 from FY2020 1st Quarter )



Price variance
+12.5
Cost variance
-1.5
Volume variance etc.

- Increase in equity in earnings from investments in affiliates
+32.7 $\quad$ Recovery of shipments from the lower sales volume in the same period of previous fiscal year due to the COVID-19 pandemic.


## Energy \& Functional Materials - Segment Analysis -



## Total $¥ 74.4$ billion ( +26.0 from FY2020 1st Quarter )

Sales price

- Higher selling price of aluminum
- Higher selling price of cathode materials
- Increase in shipment of lithium-ion secondary battery separator
- Recovery of shipments from the lower sales volume in the same period of previous fiscal year due to the COVID-19 pandemic.


## Core Operating Income Total $¥ 6.7$ billion ( +4.7 from FY2020 1st Quarter)



## Price variance <br> $-1.0$ <br> Cost variance <br> -0.5

Volume variance etc.

- Increase in shipment of lithium-ion secondary battery separator
- Recovery of shipments from the lower sales volume in the same period of previous fiscal year due to the COVID-19 pandemic.


## IT-related Chemicals - Segment Analysis -



## Total $¥ 109.3$ billion ( +5.4 from FY2020 1st Quarter )

Sales price $\quad-3.5$

- Decline in the selling price of polarizing film
- Increase in shipments of processing materials for semiconductors
- Increase in shipments of materials for display applications
Foreign exchange

$$
+1.6
$$

Core Operating Income Total $¥ 13.5$ billion ( +3.6 from FY2020 1st Quarter )


Price variance

- Decline in the selling price of polarizing film

Cost variance
-1.0
Volume variance etc increase in shipments of processing materials
+8.1 $\quad$ Increase in shipments of materials for display applications

## Health \& Crop Sciences - Segment Analysis -



Core Operating Income Total $¥ 10.3$ billion ( +6.7 from FY2020 1st Quarter )


## Pharmaceuticals - Segment Analysis -



## Total $¥ 139.2$ billion (-1.6 from FY2020 1st Quarter )

Sales price
NHI price revisions in Japan

Volume

> -1.7

Foreign exchange +2.1

- Increase in shipments for Sumitovant , but decrease in shipments of Brovana ${ }^{\circledR}$ and Latuda ${ }^{\circledR}$ in North America


## Core Operating Income Total ¥9.6 billion (-14.9 from FY2020 1st Quarter)


Price variance - NHI price revisions in Japan

Cost variance
-10.0

- Increase in SG\&A expenses of Sumitovant

Volume variance etc. - Decrease in shipments of Brovana $®$ and
-2.9
Latuda® in North America

## Breakdown of Non-recurring Items

Unit; Billions of yen

|  | FY2020 <br> 1st Quarter | FY2021 <br> 1st Quarter | Difference |
| :--- | :---: | :---: | :---: |
| Restructuring charges | -0.5 | $-\mathbf{- 1 . 7}$ | -1.1 |
| Impairment loss | - | -1.6 | -1.6 |
| Changes in fair value of contingent consideration | -1.2 | $\mathbf{- 0 . 1}$ | 1.2 |
| Gain on sale of property, plant and equipment | 1.7 | $\mathbf{0 . 0}$ | -1.6 |
| Others | -1.3 | $\mathbf{- 0 . 0}$ | 1.3 |
| Non-recurring items | -1.4 | $\mathbf{- 3 . 3}$ | -1.9 |

## Consolidated Balance Sheets

|  |  |  |  | Unit; Billions of yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31-Mar-21 | 30-Jun-21 | Difference |  | 31-Mar-21 | 30-Jun-21 | Difference |
| Current assets | 1,584.5 | 1,698.5 | 114.0 | Liabilities | 2,508.1 | 2,589.4 | 81.2 |
| Cash and cash equivalents | 360.9 | 366.5 | 5.5 | Trade and other payables | 522.9 | 557.4 | 34.5 |
| Trade and other receivables | 652.6 | 674.1 | 21.5 | Interest-bearing Liabilities | 1,351.1 | 1,420.9 | 69.8 |
| Inventories | 511.5 | 558.2 | 46.7 | Others | 634.2 | 611.1 | -23.1 |
| Others | 59.4 | 99.7 | 40.3 | Equity | 1,482.1 | 1,503.7 | 21.6 |
| Non-current assets | 2,405.8 | 2,394.6 | -11.2 | Shareholders' equity | 962.8 | 989.5 | 26.7 |
| Property, plant and equipment | 793.5 | 786.2 | -7.3 | Other components of equity | 56.4 | 56.1 | -0.3 |
| Goodwill and Intangible assets | 670.5 | 670.7 | 0.2 | Non-controlling interests | 462.9 | 458.1 | -4.8 |
| Others | 941.8 | 937.6 | -4.2 |  |  |  |  |
| Total | 3,990.3 | 4,093.1 | 102.8 | Total | 3,990.3 | 4,093.1 | 102.8 |
|  |  |  |  | Equity attributable to owners of parent to total assets | 25.5\% | 25.5\% | 0.0\% |
|  |  |  |  | D/E ratio (times) | 0.9 | 0.9 | 0.0 |

## Consolidated Statements of Cash Flows

|  | Unit; Billions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY2020 } \\ \text { 1st Quarter } \end{gathered}$ | FY2021 1st Quarter | Difference |
| Cash flows from operating activities | 55.6 | 4.7 | -50.9 |
| Cash flows from investing activities | -44.2 | -41.3 | 2.9 |
| Free cash flows | 11.4 | -36.6 | -48.0 |
| Cash flows from financing activities | 126.6 | 41.5 | -85.1 |
| Effect of exchange rate changes on cash and cash equivalents | 11.0 | 0.7 | -10.4 |
| Net change in cash and cash equivalents | 149.1 | 5.5 | -143.5 |
| Cash and cash equivalents at end of period | 329.7 | 366.5 | 36.8 |

## (Reference: Segment Information)

## Sales Revenue by Business Segment (Quarterly)

Unit; Billions of yen


## Core Operating Income by Business Segment (Quarterly)

Unit; Billions of yen

|  | FY2020 |  |  |  | FY2021 | 2021 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10 | 2Q | 30 | 4Q | 1Q | (Estimated) |
| Petrochemicals \& Plastics | -19.9 | -11.4 | 3.4 | 15.9 | 23.8 | 36.0 |
| Energy \& Functional Materials | 2.0 | 2.8 | 10.8 | 4.7 | 6.7 | 19.0 |
| IT-related Chemicals | 9.9 | 12.3 | 9.7 | 7.9 | 13.5 | 40.0 |
| Health \& Crop Sciences | 3.6 | 5.8 | 2.0 | 20.3 | 10.3 | 38.0 |
| Pharmaceuticals | 24.5 | 24.5 | 25.7 | -3.1 | 9.6 | 67.0 |
| Others \& Adjustments | -0.2 | -0.3 | 1.0 | -4.1 | -2.3 | 0.0 |
| Total | 19.9 | 33.6 | 52.6 | 41.5 | 61.7 | 200.0 |

※ During FY 2020, we finalized the provisional accounting treatment for business combinations.
As a result, figures for FY 2020 are retrospectively adjusted to reflect the revision of the initially allocated amounts of acquisition price.

## Major Group Companies

| Company | Sales Revenue |  | Profit Trends |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY2020 } \\ \text { 1st Quarter } \end{gathered}$ | $\begin{gathered} \text { FY2021 } \\ \text { 1st Quarter } \end{gathered}$ |  |
| The Polyolefin Company (Singapore) <br> (Millions of USD) | 215 | 326 | Profit margins improved. |
| Petrochemical Corporation of Singapore <br> (Millions of USD) | 390 | 707 | Profit margins improved. |
| Rabigh Refining and Petrochemical Company <br> (Millions of SAR) | 4,062 | 10,136 | Largely due to periodic shutdown maintenance in last fiscal year, and Improved margins on oil refining and petrochemical products. |
| Dongwoo Fine-Chem <br> (Billions of KRW) | 651.7 | 586.5 | Decrease in profit due to a change in product mix. |
| Valent U.S.A. and Subsidiaries <br> (Millions of USD) | 159 | 190 | Profit increased due to higher shipment volume and other factors. |

