Investors' Meeting for FY2024 1st Half Financial Results, Management Priorities and Business Strategies

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Keiichi Iwata – President

October 30, 2024

Change and Innovation ~ with the Power of Chemistry ~

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Executive Summary



FY 2024 business performance



- H1 Core Operating Income on a v-shaped recovery of 120 bn. yen yoy on strength in IT-related Chemicals and Pharmaceuticals.
- H1 net income fell short of a positive income on FX and one-off factors related to Rabigh, but improved substantially by approx. 70 bn. yen yoy.
- Full year performance forecast is 100 bn. yen in Core Operating Income and net income of 25 bn. yen, an increase of 5 bn. yen.
- In FY2025, we aim for Core Operating Income of 100 bn. yen based on actual performance.

Immediate-term, Concentrated Measures to Improve Business Performance



- > Promote the sale of unprofitable or non-core businesses. Upgrade the business portfolio.
- Revised upward 2-year cash generation target to 700 bn. yen.
- Projecting a reduction of approx. 300 bn. yen vs. the end of last fiscal year in interest-bearing liabilities.

Fundamental structural reforms



- At Sumitomo Pharma, cost reductions and sales expansion of the three core products are progressing well.
- > At Rabigh, the financial improvement plan was announced in August, and concrete schemes are under discussion.
- In domestic P&P, we reached agreement with Maruzen Petrochemical to consider operational optimization at Keiyo Ethylene.
- Since October, we have launched our new 4-segment business organization and are accelerating drafting of a new mid-term plan.



FY2024 Financial Results

FY2024 1st Half Performance Actual vs FY2023 1st Half Actual

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(Billions of yen)

	FY2023 1st Half Actual	FY2024 1st Half Actual	Change	Reasons for change
Sales Revenue	1,186.9	1,241.4	54.5	
Core Operating Income	-96.7	29.5	126.1	See next slide.
FX gain/loss	33.6	-34.8	-68.5	As of the end of March 2024: 151.41 yen/\$ As of the end of September 2024: 142.73 yen/\$
Net losses related to PRC debt forgiveness	-	-23.3	-23.3	Net debt forgiveness losses and liability forgiveness gains (our share)
Others	-13.3	22.1	35.4	Reduction in business restructuring costs and impairment losses +24.7 bn. yen (FY2023 1H: -36.7 bn. yen \rightarrow FY2024 1H: -12.0 bn. yen)
Net Income Attributable to Owners of the Parent	-76.3	-6.5	69.8	
Naphtha price	¥65,600/kl	¥77,800/kl		PRC:Petro Rabigh
Exchange rate	¥141.06/\$	¥152.78/\$		

FY2024 1st Half Core Operating Income by Sector vs FY2023 1st Half

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(Billions of yen)

	FY2023 1st Half Actual	FY2024 1st Half Actual	Change	Reasons for change
Essential Chemicals & Plastics	-44.4	-36.7	7.7	Rising MMA market prices Reduction of depreciation costs due to impairment of fixed assets, etc.
(PRC broken out)	(-29.3)	(-37.4)	(-8.1)	-
Energy & Functional Materials	6.5	8.7	2.2	
IT-related Chemicals	17.8	37.5	19.7	Increase in shipment volumes of display and semiconductor materials
Health & Crop Sciences	-7.6	13.6	21.2	Increased market price of methionine, increased shipments of agrichemicals
Pharmaceuticals	-65.5	0.5	66.0	Cost reductions realized. Expanded sales of the three core products.
(Sumitomo Pharma broken out)	(-65.8)	(-0.0)	(65.8)	
Others	-3.5	5.8	9.3	Sold some shares in Sumitomo Bakelite
Total	-96.7	29.5	126.1	

PRC: Petro Rabigh

FY2024 Performance Forecast vs Previous Forecast

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_					(Billions of yen)
	FY2024 previous forecast	FY2024 Forecast	Change	Reasons for change	FY2023 Actual
Sales Revenue	2,670.0	2,600.0	-70.0		2,446.9
Core Operating Income	100.0	100.0	-	See next slide.	-149.0
FX gain/loss	-18.0	-21.0	-3.0	As of the end of March 2024: 151.41 yen/\$ (actual) As of the end of March 2025: 145.00 yen/\$ (forecast)	32.5
Net losses related to PRC debt forgiveness	-	-25.0	-25.0	Net debt forgiveness losses and liability forgiveness gains (our share)	-
Others	-62.0	-29.0	33.0	Reduction in business restructuring costs, etc.	-195.3
Net Income Attributable to Owners of the Parent	20.0	25.0	5.0		-311.8
Naphtha price	¥75,000/kl	¥76,000/kl		PRC:Petro Rabigh	¥69,100/kl
Exchange rate	¥145.00/\$	¥148.89/\$			¥144.59/\$

FY2024 Core Operating Income by Sector vs Previous Forecast

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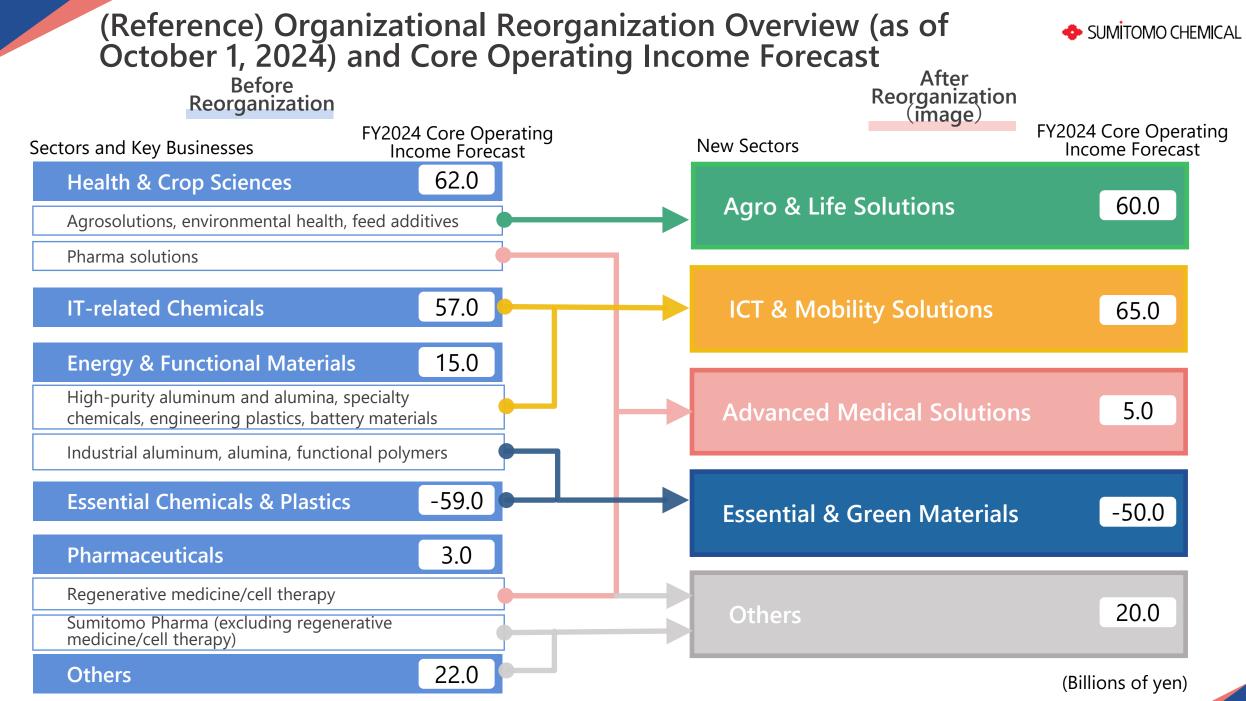
					(Billions of yen)
	FY2024 previous forecast	FY2024 Forecast	Change	Reasons for change	FY2023 Actual
Essential Chemicals & Plastics	-35.0	-59.0	-24.0	Downturn in PRC performance, etc.	-90.7
Energy & Functional Materials	11.0	15.0	4.0		7.8
IT-related Chemicals	47.0	57.0	10.0	Increase in shipment volumes of display and semiconductor materials	44.0
Health & Crop Sciences	62.0	62.0	-		30.9
Pharmaceuticals	3.0	3.0	-		-133.0
(Sumitomo Pharma broken out)	(1.0)	(1.0)	(-)		(-133.0)
Others	12.0	22.0	10.0	Increase in capital gains on business dispositions	-8.0
Total	100.0	100.0	-		-149.0
				PRC: Petro Rabigh	

PRC: Petro Rabigh

FY2024 Core Operating Income Forecast by Sector

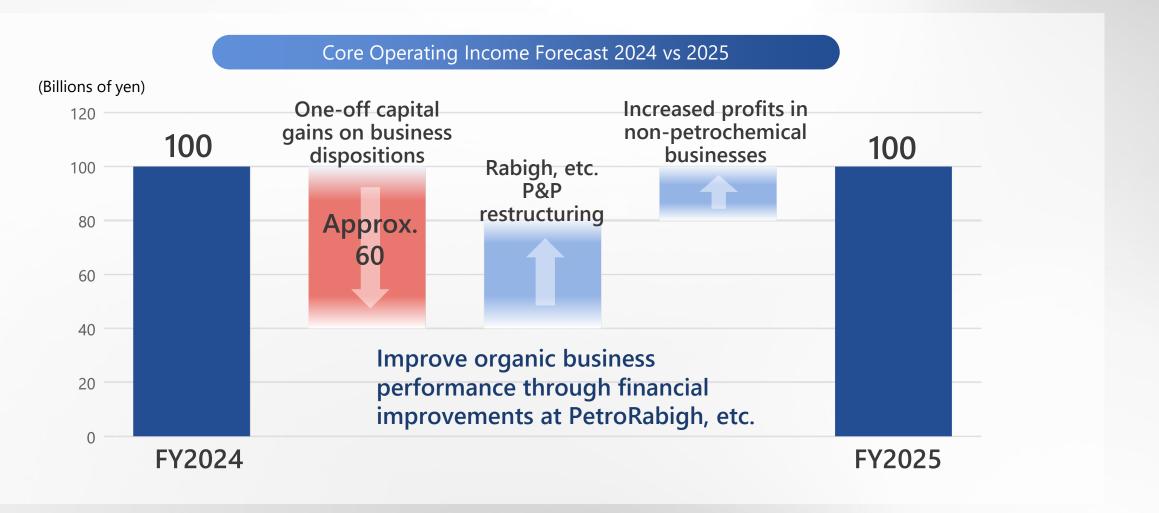
_				(Billions of yen)
	FY2024 1st Half Actual	FY2024 2nd Half Forecast	FY2024 Forecast	Notes
Essential Chemicals & Plastics	-36.7	-22.4	-59.0	1Q PRC equipment failures, H2 Singapore MMA rationalization benefits
(PRC broken out)	(-37.4)	Non-disclosure	Non-disclosure	
Energy & Functional Materials	8.7	6.3	15.0	
IT-related Chemicals	37.5	19.5	57.0	Shipments solid. 4Q demand is seasonally low.
Health & Crop Sciences	13.6	48.4	62.0	4Q demand is seasonally high in NA.
Pharmaceuticals	0.5	2.5	3.0	Expanding sales of three core products, etc.
Others	5.8	16.2	22.0	Capital gains on business dispositions
Total	29.5	70.5	100.0	

PRC: Petro Rabigh



Looking toward FY2025

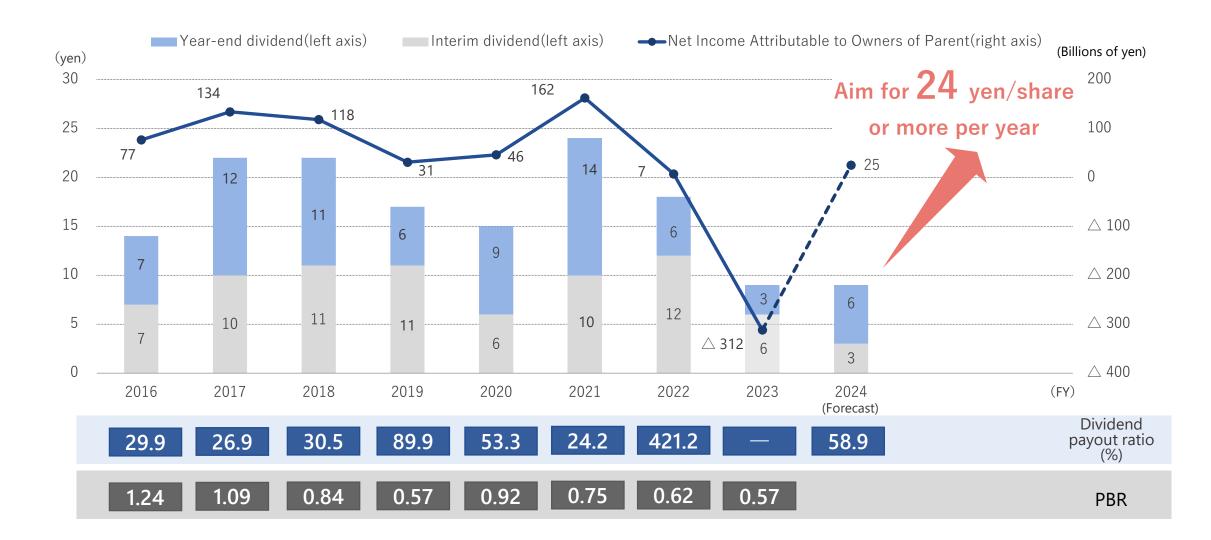
In FY2025, we aim to achieve 100 bn. yen in Core Operating Income organically





Shareholder returns

Maintain dividends at annual DPS of 9 yen.





Immediate-term, Concentrated Measures to Improve Business Performance

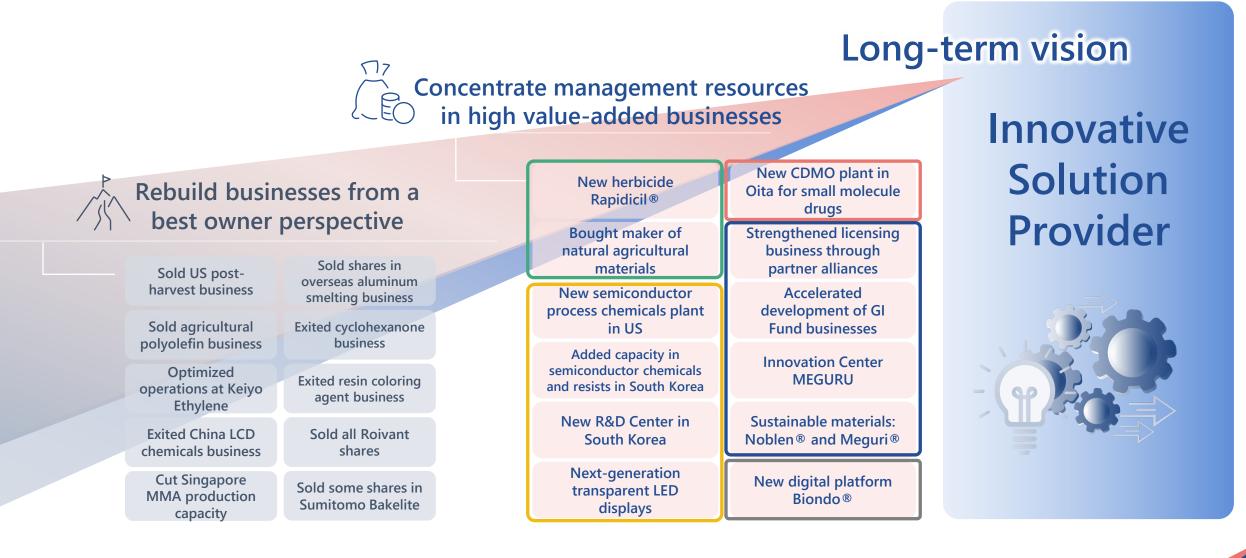
Progress on Immediate-term, Concentrated Measures to Improve Business Performance (Summary)

Raised cash generation target to 700 bn. yen from 600 bn. yen.



Progress in rebuilding businesses

Short-term cash generation and v-shaped recovery along with upgrading of business portfolio from commodities to high value-added products

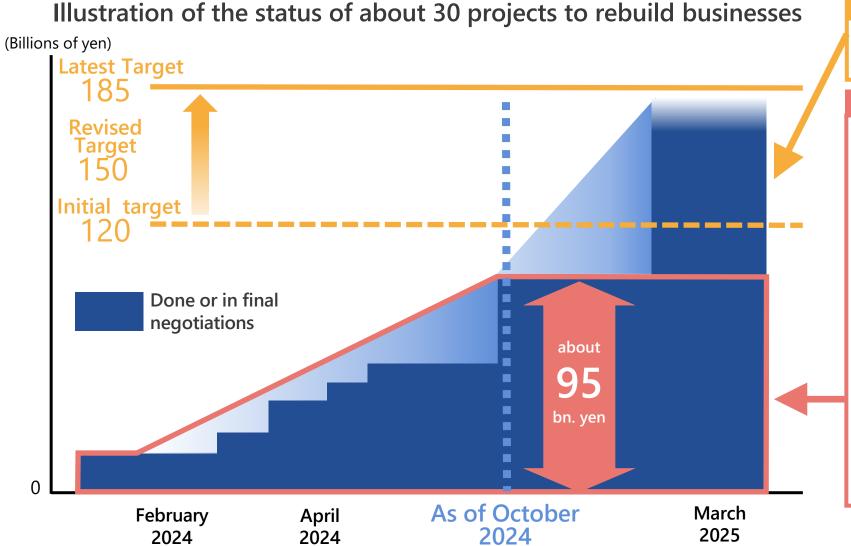


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Progress in rebuilding businesses

Accelerate sale of noncore businesses from the perspective of best owner Already achieved about 95 billion yen on a cash basis.



More under study

Added projects, increasing from the previous 150 bn. yen to 185 bn. yen

Achieved

Already achieved projects worth about 95 bn. yen

< Complete AND publicly announced >

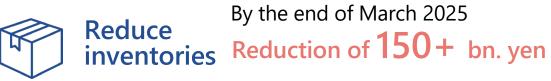
- Strengthen competitiveness in methionine and reorganize lines
- Exited cyclohexanone business
- Sold agricultural polyolefin business
- Sold resin coloring agent business
- Sold post-harvest business
- Sold all Roivant shares (Not included in this graph.)
- Sold China LCD chemicals business

NEW

- Sold overseas aluminum smelting business
- Sold partial stake in Sumitomo Bakelite

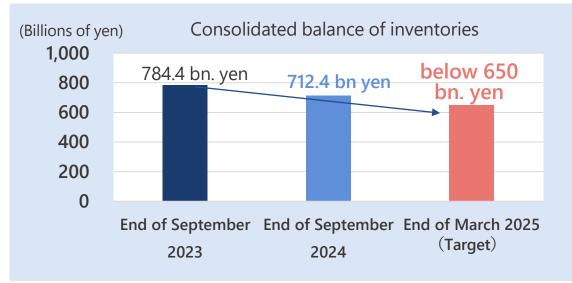
Progress on inventory reductions and investment down-selection * SUMİTOMO CHEMICAL

Further strengthen inventory reduction and investment down-selection



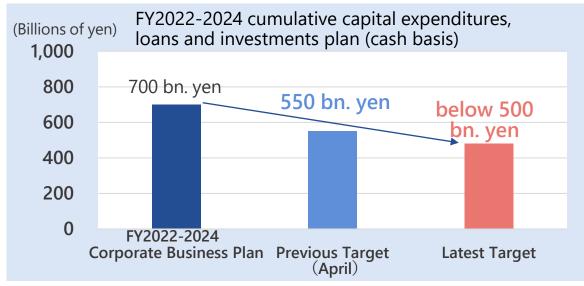
Inventory balance $800~\text{bn. yen} \rightarrow \text{below } 650~\text{bn. yen}$

- The balance as of the end of September 2024 is 712.4 billion yen.
- Target further reductions by leveraging DX or exiting or selling businesses



More
selective
investments
FY2022-2024
(3-year cumulative)Capital investment and financing planReduction of 200 + bn. yen700 bn. yen \rightarrow below 500 bn. yen

- Selective investments in growth areas such as biorationals and high-performance materials
- Further streamline by more than 50 billion yen from the previous target of 550 billion yen.



Progress on asset dispositions and use of surplus funds



Accelerating the sale of cross-shareholdings with the aim of reducing holdings to zero.



Sale of cross shareholdings

Target : 60 bn. yen

(by the end of FY2024)

- Have sold shares of operating companies and financial institutions (Approx. 50 bn. Yen as of September 2024)
- Approx 60 bn. yen is expected, including sales during FY2024



(by the end of FY2024)

 Leverage surplus funds at overseas group companies via group finance

• Approx. 70 bn. yen has already been generated by the end of FY2023.

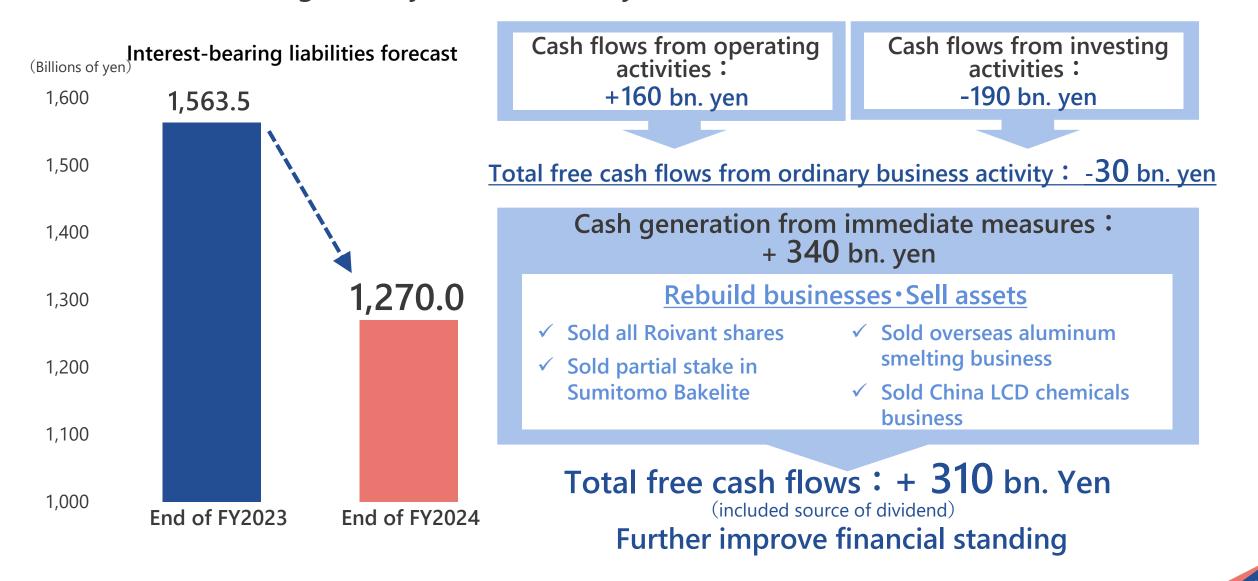


Target: 38 bn. yen (by the end of FY2024)

- Have sold shares of Inabata & Co., Ltd. (Approx. 24 bn. yen for FY2023)
- Sale of welfare facilities, etc. (Approx. 14 bn. yen for FY2024)

Interest-bearing liabilities Analysis (End of FY2023 → End of FY2024) * SUMİTOMO CHEMICAL

Financial improvement through short-term measures from the end of FY2023. Reduced interest-bearing debt by about 300 bn. yen.



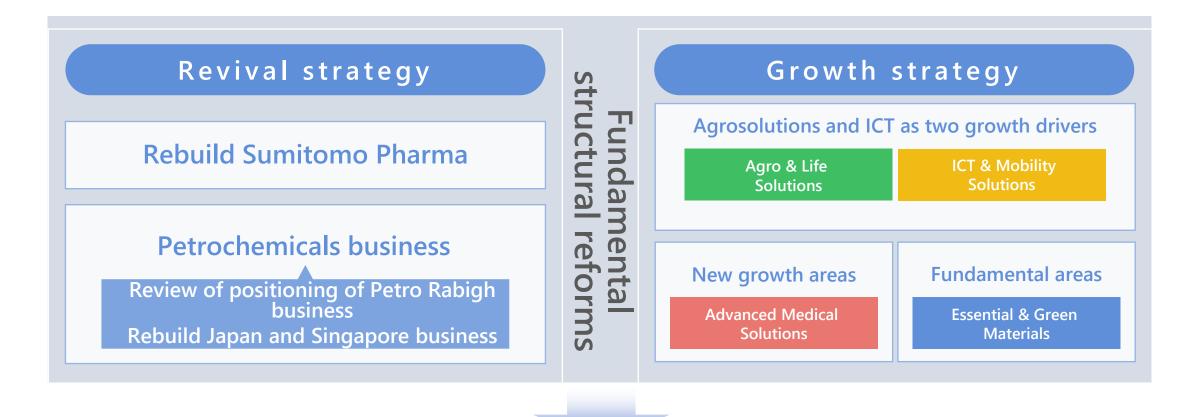


Fundamental Structural Reforms



Overview of fundamental structural reforms

Stop the bleeding and rebuild with revival strategy, then aim for sustainable growth based on new growth strategies



Innovative Solution-Provider

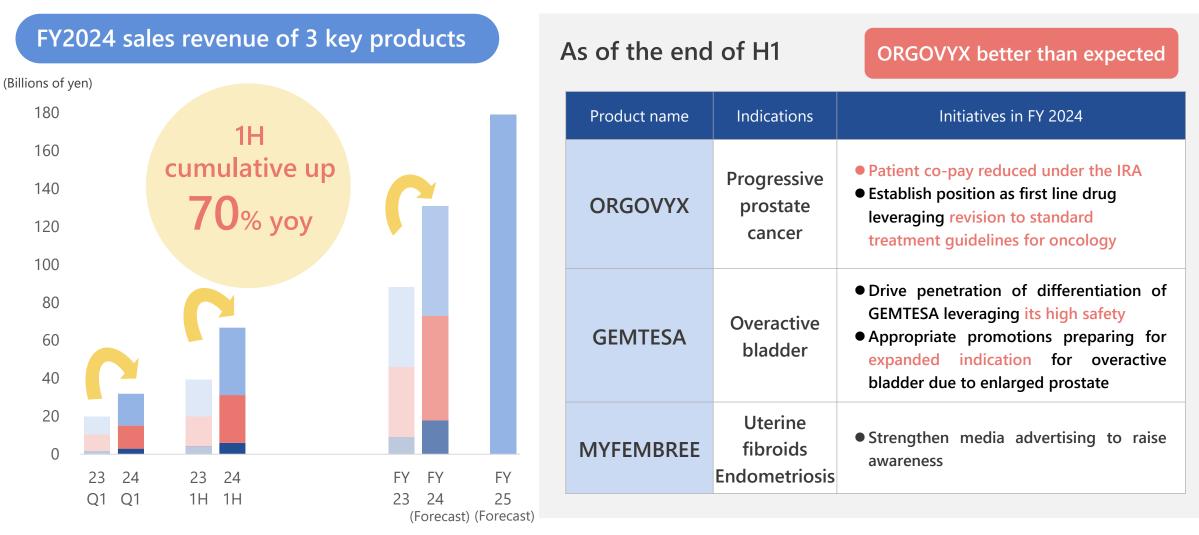


Fundamental Structural Reforms (Revival Strategy)

Sumitomo Pharma: Progress toward positive Core Operating Income (3 key products)

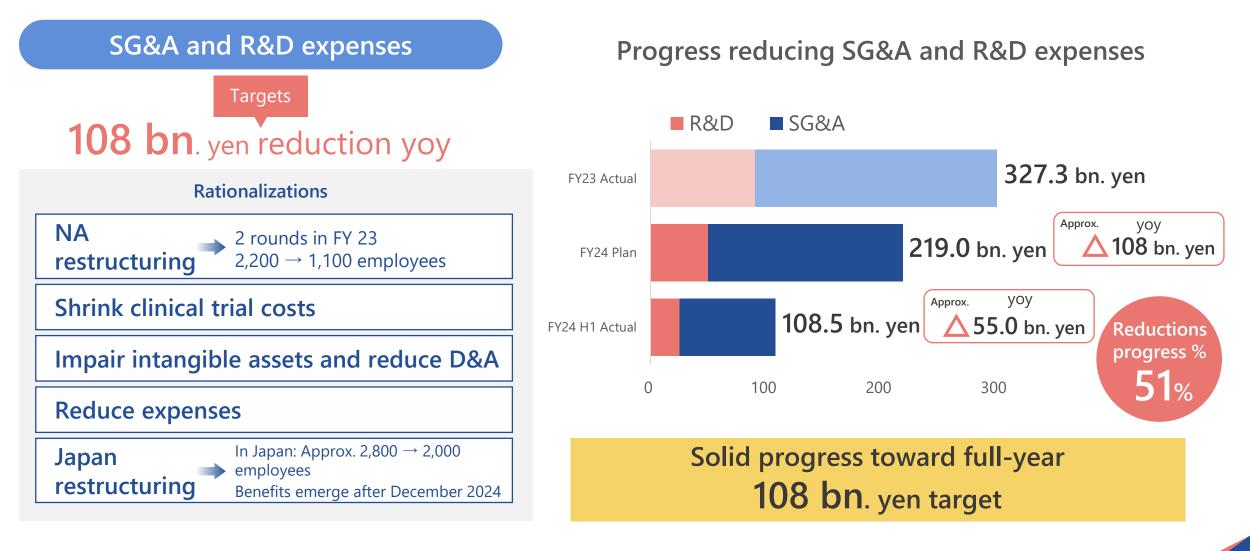


Steady progress expanding sales of 3 key products driven by ORGOVYX



Sumitomo Pharma: Progress toward positive Core Operating Income (Reductions to SG&A and R&D)

Far-reaching cost reductions have begun to take effect, contributing to improved business performance



Petro Rabigh rebuilding plan



1. Financial improvement plan

Debt forgiveness	 Aramco and Sumitomo Chemical each forgive \$750m in loans Substantially reduce cumulative losses and borrowings
	Change capital structure through share sales

Provide funds

- Our share 37.5% 15.0%
- > Contribute to PRC \$702m in proceeds from share sales
- > Aramco also contributes the same amount to PRC
 - Reduce interest burden by paying down debt

2. Plan to strengthen earnings power

- Currently implementing the following immediate-term measures
 - Increase olefin production through de-bottlenecking of ethane cracker and HOFCC
 - Execute business performance improvement measures (Transformation Program)
- Mid- to long-term measures to be announced by PRC

Progress

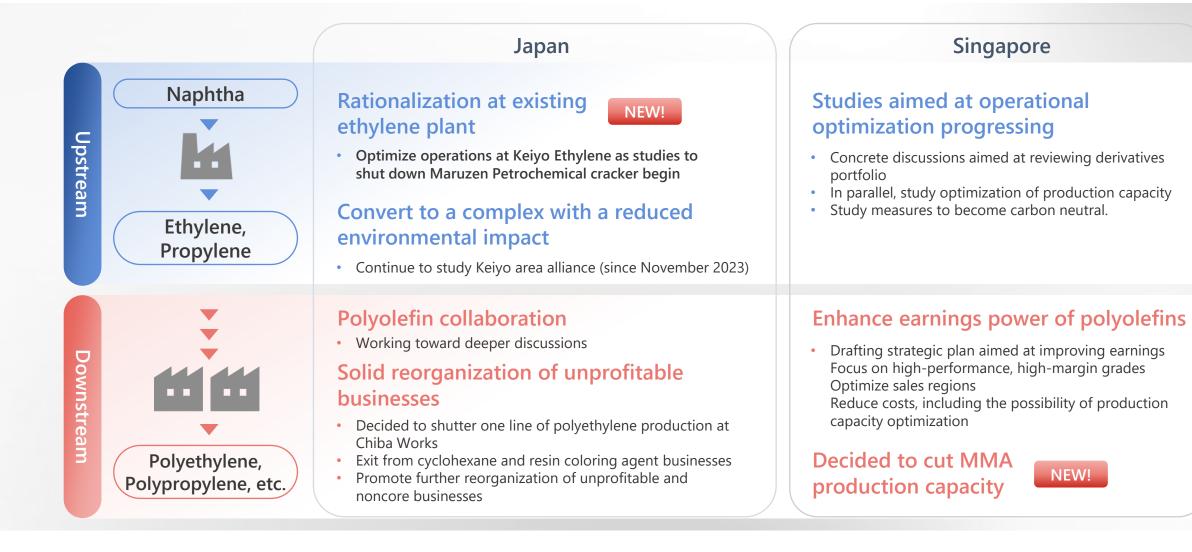
- Forgave \$1.0bn in debt in end of August
- Remaining \$0.5bn to be forgiven in January 2025
- We will treat the entire amount in the first half in our consolidated financial statements
- Discussions continue regarding the structuring of the funding contribution
- Began negotiations with regulatory authorities

Progress

- Aramco leading the execution of earnings strengthening plans
- In discussions with Aramco on the improvement measures, including timing of disclosure

Rebuilding P&P business in Japan and Singapore (1): Overview + SUMITOMO CHEMICAL

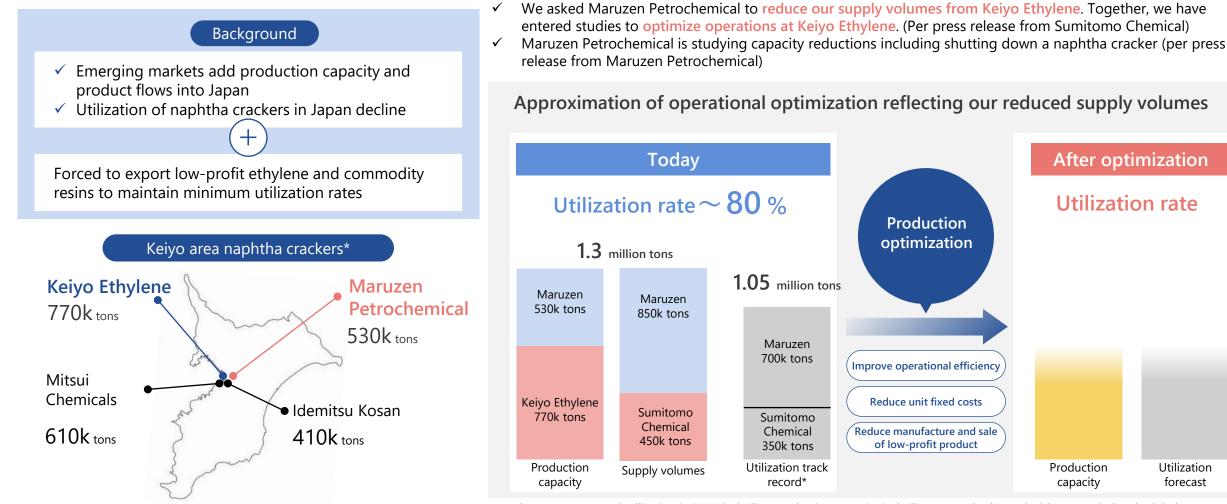
To survive, business reorganization measures need to be more concrete



Rebuilding P&P business in Japan and Singapore (2): Keiyo **Ethylene** operations optimization

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Sumitomo Chemical and Maruzen Petrochemical have entered studies to optimize operations at Keiyo Ethylene, triggered by our request to reduce supply volumes from Keiyo Ethylene



* Each company's actual utilization in 2022 including production capacity including external sales and without regularly scheduled maintenance. Sourced from The Heavy & Chemical Industries News Agency's 2024 version of Japan Petrochemical Industry Association.

Utilization

forecast

Rebuilding P&P business in Japan and Singapore (3): Singapore MMA production capacity reduction

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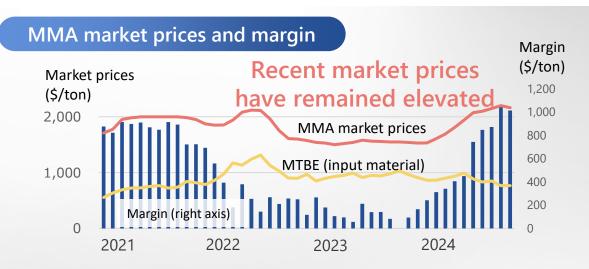
Improve profitability and concentrate resources on high-margin products by substantially reducing MMA production capacity

Our MMA	(1,000 tons/year)		
	MMA monomer		
Singapore	80% reduction (223) ► 53	70% reduction (150) ▶ 50	
Japan	90	-	
After reduction	143	50	

Substantially reduce Singapore MMA production capacity

Also thoroughly rationalize organization Integrate sales and research functions between Japan and Singapore

Realize benefits of cost reductions this second half



Future direction for MMA business

- Specialize in high-margin products mainly for automotive applications
- Advance recycling technological development that contributes to a reduced environmental impact and focus on solutions business

2022 : Launch validation equipment for chemical recycling in Ehime May 2024: Strengthen licensing business through alliance with Lummus



Fundamental Structural Reforms (Growth strategy)

Long-term vision:

A company that solves social issues with innovative technology

Innovative Solution Provider



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Long-term targets

Set ROI targets for each Sector. Concentrate management resources on two growth drivers and aim to achieve a core operating income of 100 billion yen in each sector in FY2030.



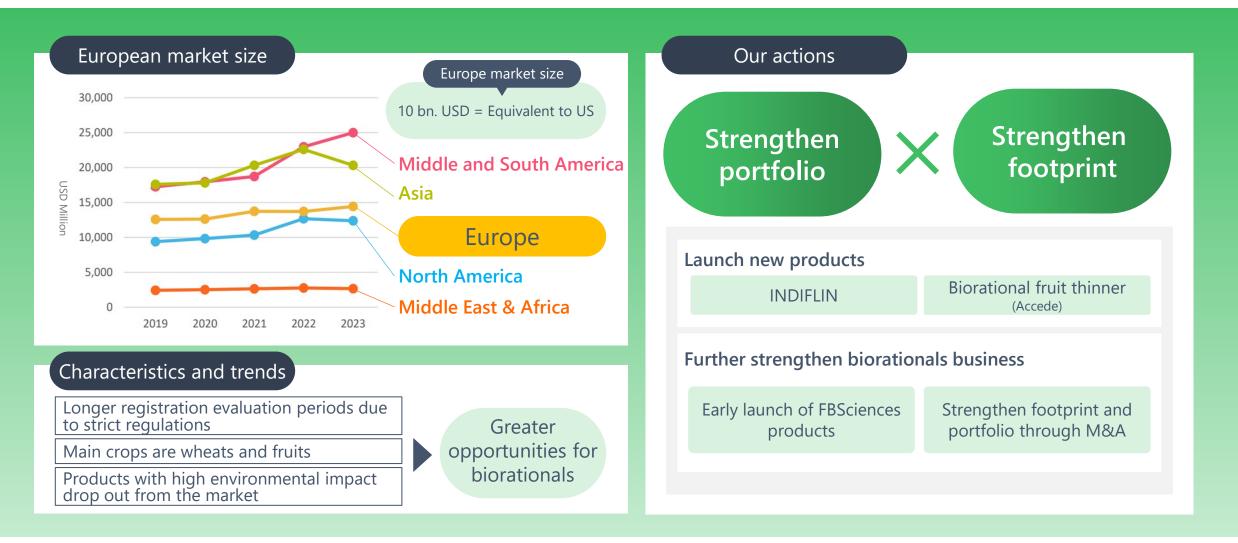




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Growth strategy topics: Agrosolutions Europe strategy

Strengthen presence in European market where strong growth in biorationals is projected

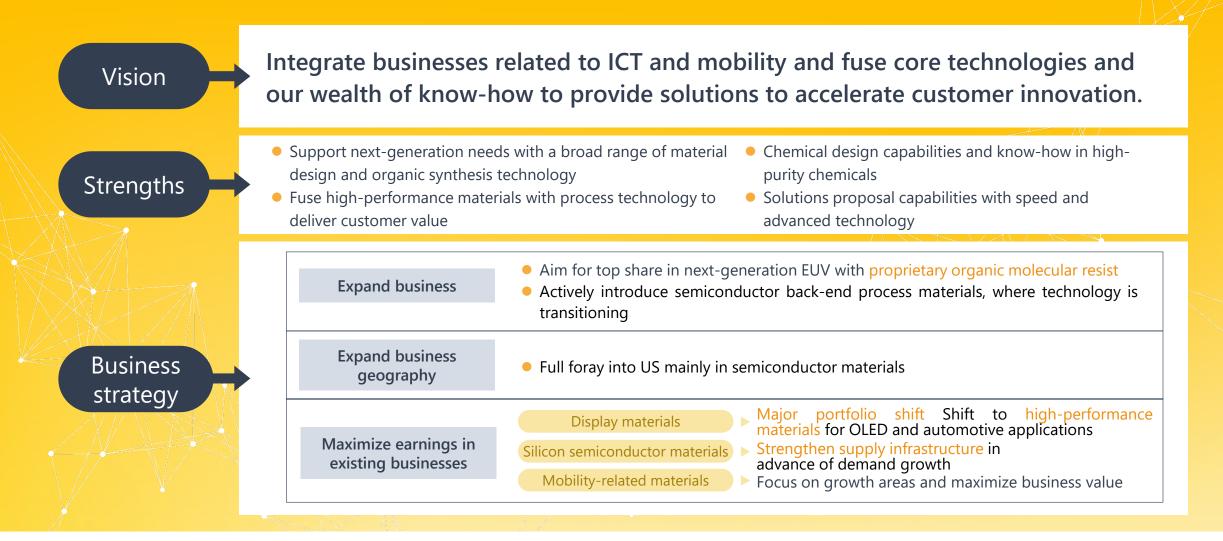


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Segment growth strategies: ICT & Mobility Solutions

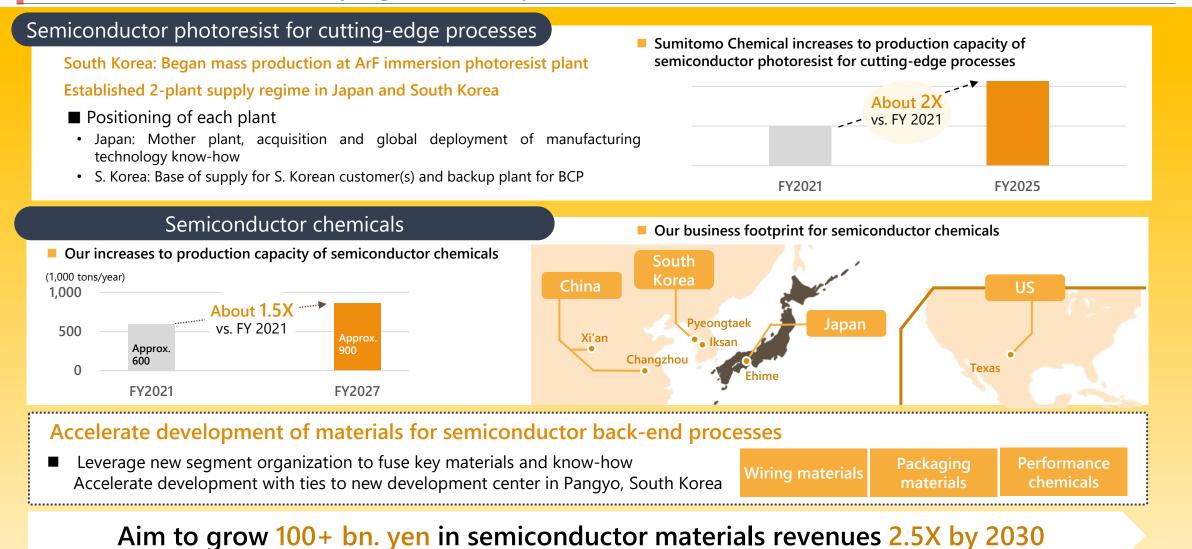


ICT& MOBILITY SOLUTIONS



Growth topics: Semiconductor materials business expansion

Expand semiconductor materials business by strengthening our global supply infrastructure and developing back-end process materials



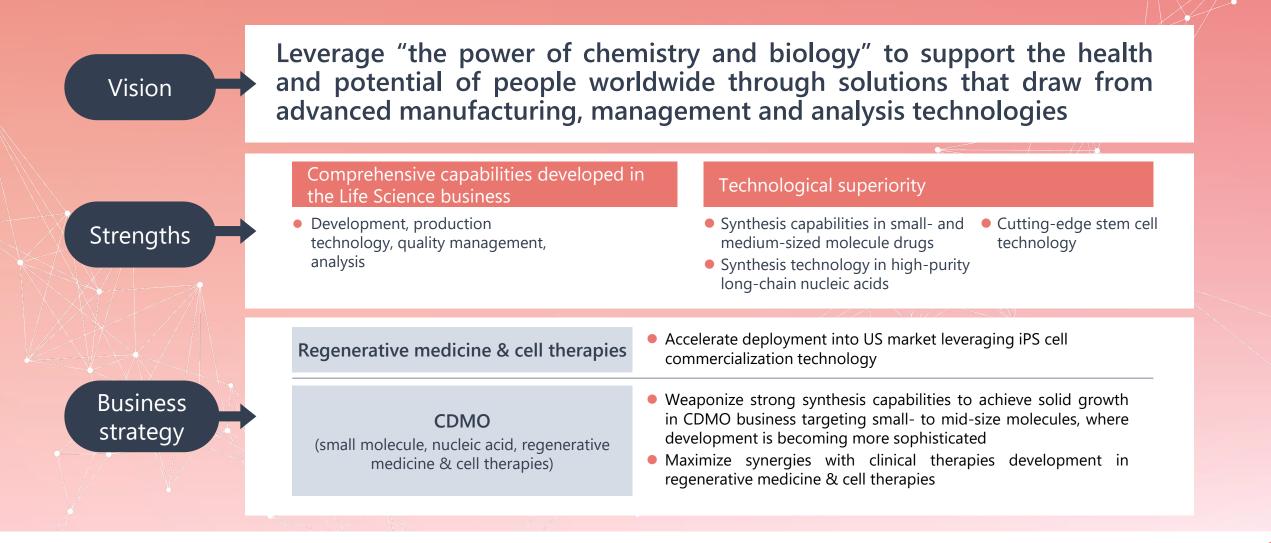
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Segment growth strategies: Advanced Medical Solutions



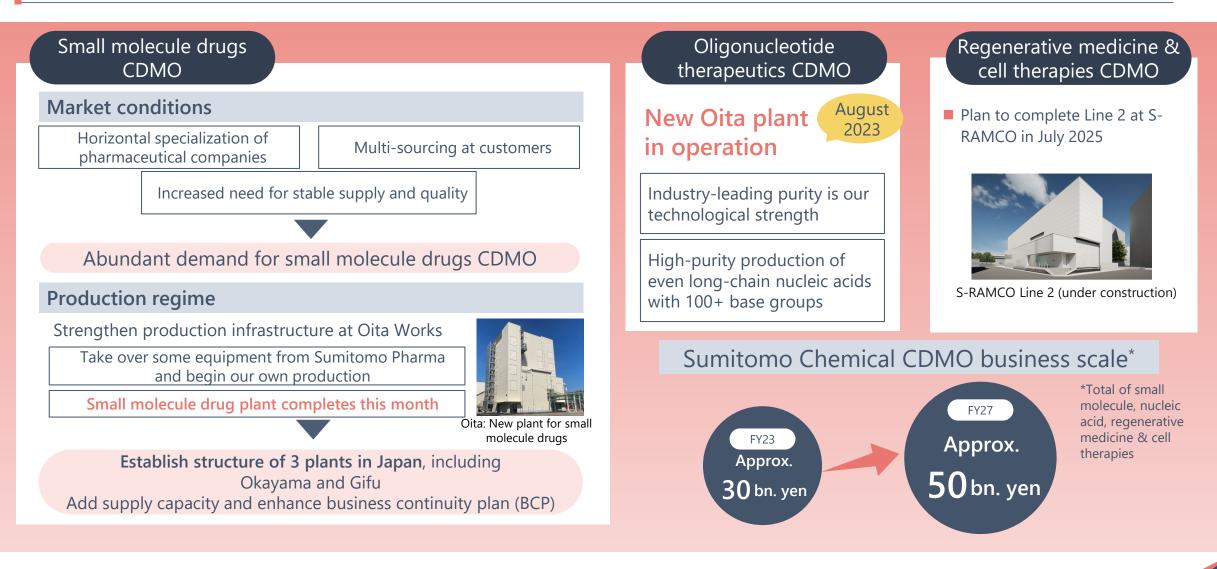
A D V A N C E D M E D I C A L S O L U T I O N S



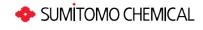
Growth strategy topics: CDMO business expansion



Expand production capacity to respond with flexibility to abundant demand



Business Unit growth strategies: Essential & green materials







Strengths

Establish position as a Solution Provider that maintains stable supply of materials essential to society and contributes to a reduced environmental impact

Elemental technologies supporting development of technologies that reduce environmental impact

Track record of 71 licensing contracts in 16 countries

Capabilities running large-scale projects

Business strategy Stabilize earnings by expanding licensing and catalyst businesses

Expand businesses that reduce environmental impact (Examples of candidate technologies)

- Ethanol to propyleneCO2 to methanol (ICR)
- Olefins from direct cracking of waste plastic
- PMMA chemical recycling, etc.



Growth strategy topics: Development of technologies that reduce environmental impact

UPDATE on Green Innovation Fund* businesses *A 2 trillion yen fund established to provide up to 10 years of aid for ambitious corporate R&D and validation initiatives aimed at achieving carbon neutrality

Technology		Progress	Stage	Commercialization target
Q	Production of olefins by direct cracking of waste plastics	 Leverage waste plastics as an input to achieve targeted olefins yield of 60% Confirm sufficient catalyst life 	Bench scale In testing	
Chemical recycling	Highly efficient alcohol production from CO ₂	 In test production of methanol from CO2 Achieve 80% methanol yield, far higher than theoretical values 	Pilot scale In testing	Early 2030s
cling	Olefin production from alcohols	 Use ethanol as an input to achieve targeted olefins yield of 80% Pilot equipment to be completed in first half of 2025 (Chiba Works) 	Bench scale In testing Pilot facilities Under construction	

Growth strategy topics: Development of technologies that reduce environmental impact Innovation Center MEGURU is finally complete

Transform Chiba into research laboratory for technologies that reduce environmental impact

Main R&D themes

- Technologies that reduce environmental impact
- Development of very difficult polymer materials such as next-generation mobility and 5G materials

Strengths of our laboratories

- Elemental technologies in polymer design, catalysts, process, and processing
- Know-how and validation equipment for scaling up
- Consolidate people and equipment for development of high-performance chemicals from multiple, dispersed locations into one and achieve synergies

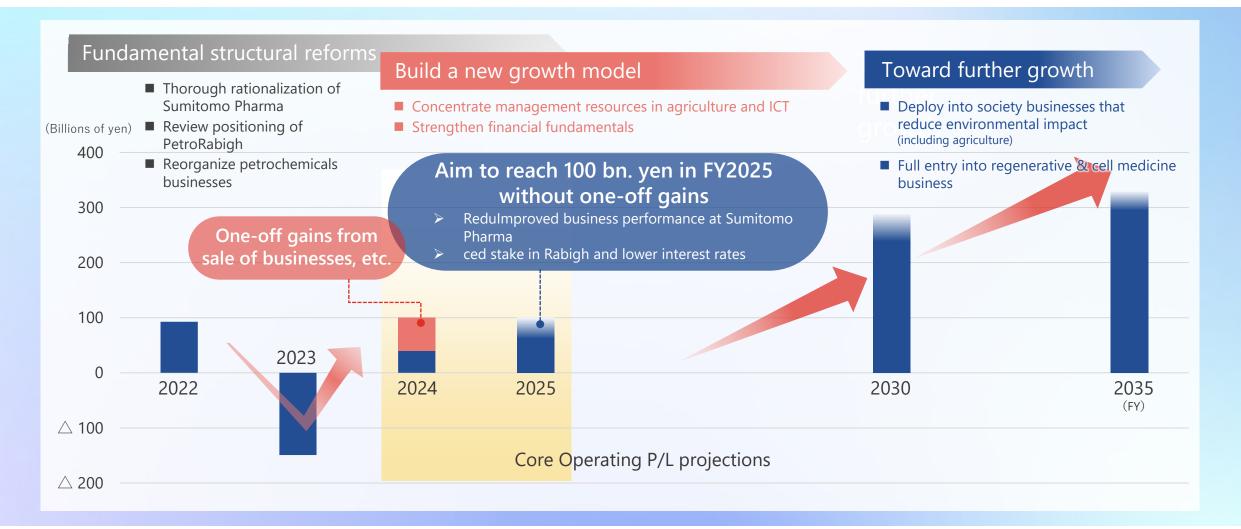


Innovation Center

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Toward sustainable growth

First and foremost, a V-shaped recovery is a must. Then, we strengthen our financial standing and return to a growth trajectory.





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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.