

Be a Trailblazer

Medium-term Management Plan 2024

Asahi Kasei Corporation

April 11, 2022

Preface



Asahi Kasei celebrates its 100th anniversary in May 2022

Over the past 100 years, we have successively pioneered new fields through the passion of each employee to take on challenges, and the support of various stakeholders, and continually achieved sustainable growth

Be a Trailblazer

We will continue taking on new challenges for the next 100 years



Engineers who achieved Japan's first ammonia synthesis soon after the founding of Asahi Kasei





Aiming to **be a trailblazer** and lead followers into uncharted territory

Growing corporate value continuously with **profit increase, ROE, ROIC** as key indicators

Both challenging investment for growth and cash generation from structural transformation and strengthening existing businesses

Three key factors to implement strategy: **Speed / Asset light / High value-added**

Constantly strengthening sustainable management foundations to continue providing value over the next 100 years



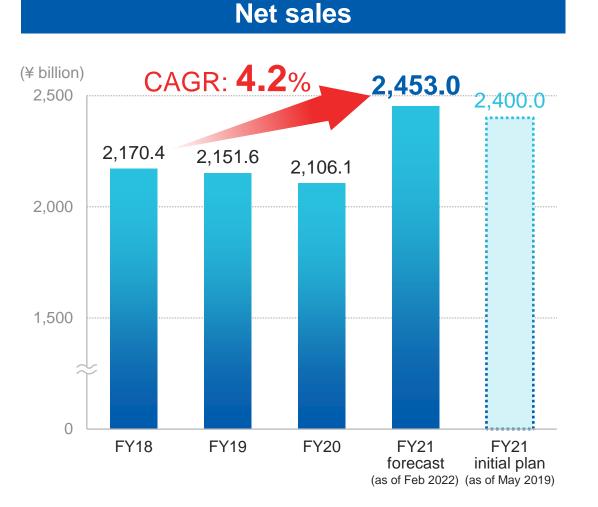
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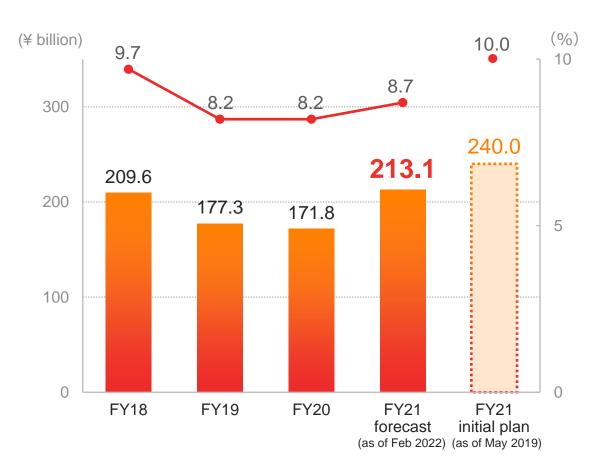
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AsahiKASEI a century since 1922

Growth temporarily stagnated due to changes in the business environment, but recovered significantly in FY21



Operating income / operating margin



4

Net income and ROE recovered significantly in FY2021, partly due to the impact of temporary tax reduction

		(¥ billion)	FY2018	FY2019	FY2020	FY2021 forecast (as of Feb 2022)	'18→'21 CAGR	FY2021 initial plan (as of May 2019)
	Net sales		2,170.4	2,151.6	2,106.1	2,453.0	4.2%	2,400.0
	Operating income		209.6	177.3	171,8	213.1	0.6%	240.0
	Operating margin		9.7%	8.2%	8.2%	8.7%		10.0%
	EBITDA ¹		313.6	295.6	305.1	364.3	5.1%	370.0
Profitability	EBITDA margin		14.5%	13.7%	14.5%	14.9%		15.4%
	Net income		147.5	103.9	79.8	185.5		180.0
	EPS (¥)		106	75	57	134	8.2%	130
Capital	ROIC ²		8.8%	6.6%	4.9%	7.8%		9.0%
Efficiency	ROE		11.1%	7.6%	5.6%	12.1%		11.1%
	D/E ratio		0.31	0.52	0.45	0.47		≈0.5
Financial Health	Net D/E ratio		0.17	0.36	0.30	0.32		
	Capital ratio		53.6%	48.2%	50.3%	51.4%		
	Exchange rate (¥/\$)		111	109	106	110	•	110

¹ Operating income, depreciation, and amortization (tangible, intangible, and goodwill)

² ROIC = (operating income – income taxes) / average annual invested capital

Financial performance by sector

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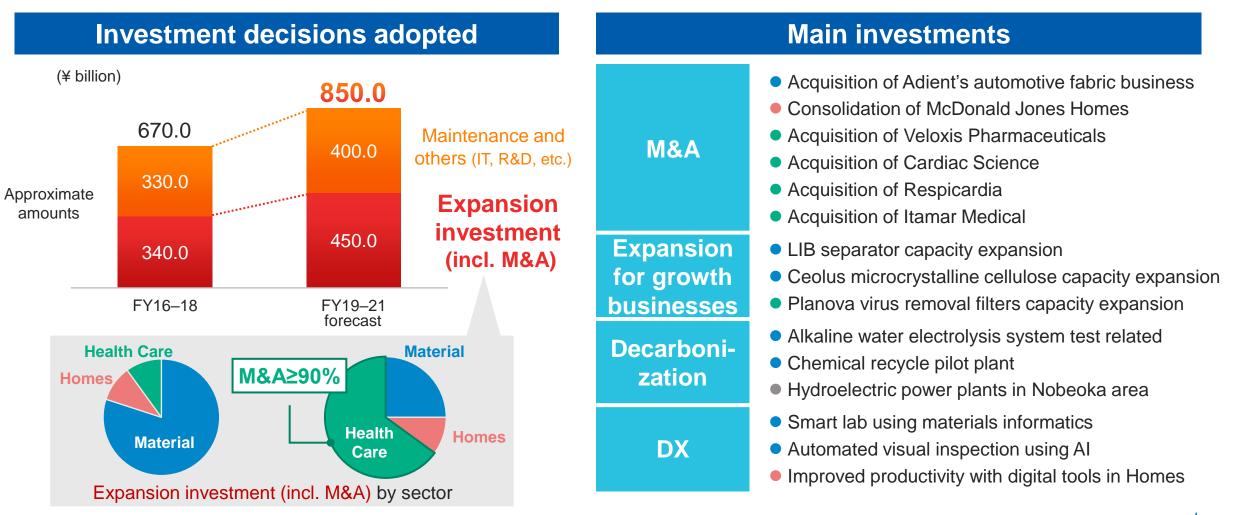
Material initial target missed with a lower level than FY18. Homes recovered to a profit level higher than FY18 despite the impact of Covid-19. Health Care initial target achieved with strong growth

	(¥ billion)	FY2018	FY2019	FY2020	FY2021 forecast (as of Feb 2022)	FY2021 forecast basis CAGR '18→'21	FY2021 initial plan (as of May 2019)	FY2021 initial plan basis CAGR '18→'21
	Net sales	1,176.2	1,093.1	991.2	1,192.0	0.4%	1,350.0	4.7%
	Operating income	129.6	92.4	66.5	115.7	-3.7%	150.0	5.0%
Material	Operating margin	11.0%	8.4%	6.7%	9.7%		11.1%	
	EBITDA*	190.7	163.0	137.4	195.6	0.9%	240.0	8.0%
	EBITDA margin	16.2%	14.9%	13.9%	16.4%		17.8%	
	Net sales	659.8	704.4	692.6	824.0	7.7%	750.0	4.4%
Homes	Operating income	68.2	72.7	63.5	69.3	0.5%	75.0	3.2%
	Operating margin	10.3%	10.4%	9.2%	8.4%		10.0%	
	EBITDA*	77.2	83.3	74.8	84.4	3.0%	89.0	4.9%
	EBITDA margin	11.7%	11.9%	10.8%	10.3%		11.9%	
	Net sales	316.2	337.8	407.9	423.0	10.2%	370.0	5.4%
Health Care	Operating income	41.8	43.5	67.6	59.5	12.5%	56.0	10.2%
	Operating margin	13.2%	12.9%	16.6%	14.1%		15.1%	
	EBITDA*	68.6	72.9	111.6	108.2	16.4%	83.0	6.6%
	EBITDA margin	21.7%	21.6%	27.4%	25.6%		22.4%	

* Operating income, depreciation, and amortization (tangible, intangible, and goodwill)

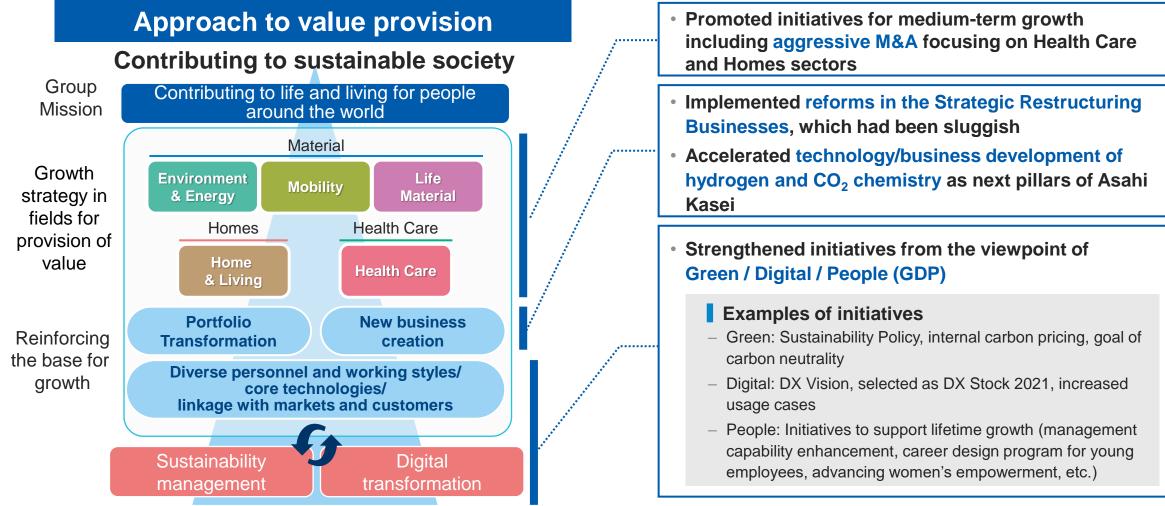
Investment

Proactively invested in businesses with medium-term growth prospects (Health Care, LIB separators, etc.) and in DX and decarbonization. Generate returns from such investments during the new medium-term plan period, leading to profit growth and improved investment efficiency



Summary of Cs+ for Tomorrow 2021 actions

Promoted growth strategy in fields for provision of value and steadily strengthened the foundation for growth even in an unstable business environment



Under same approach to value provision, the deepening of initiatives and the creation of results are further accelerated in new medium-term management plan Medium-term management plan 2024



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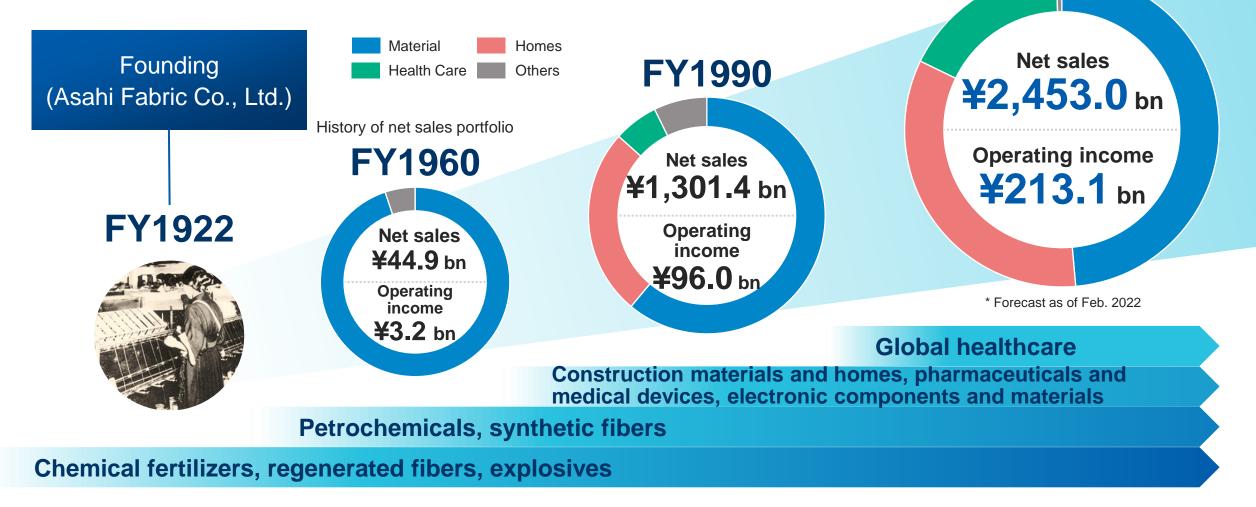
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What we want to be

Look back on the path we have travelled

Achieving growth by constantly transforming our portfolio and taking on the challenges of **FY2021*** social issues that change with the times over the 100 years since our founding

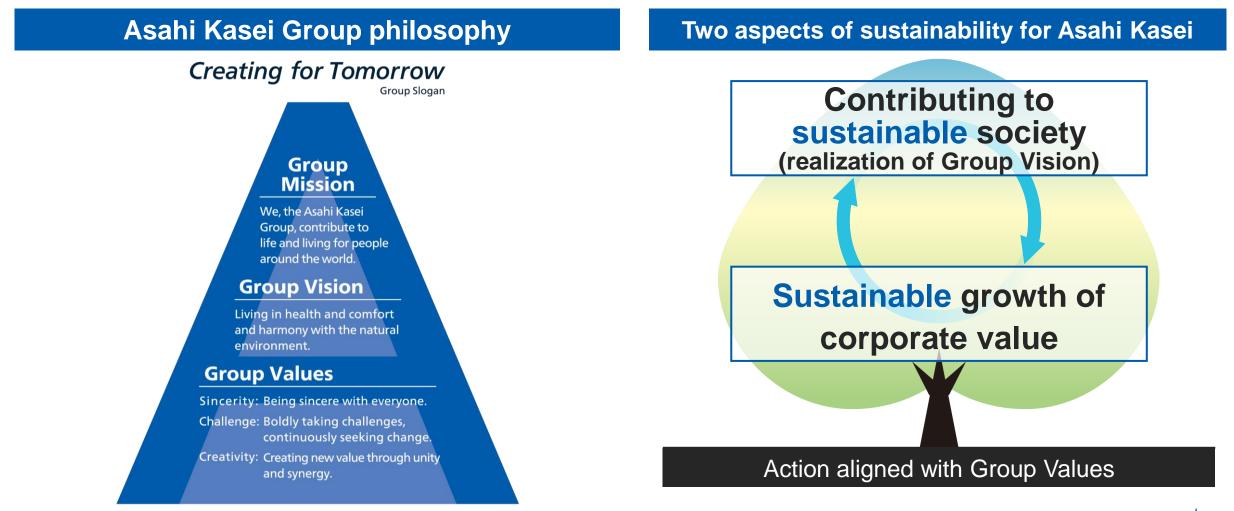


Asahi

What we want to be

Asahi Kasei Group philosophy and sustainability for Asahi Kasei

Under the unchanging Group Mission, we will aim for a virtuous cycle of two aspects of sustainability: contributing to sustainable society and sustainable growth of corporate value



Asahi

What we want to be

Towards the realization of sustainable society

We will contribute to the realization of a **sustainable society**, further clarified through Covid-19, with diverse human resources, technologies, and businesses that we have cultivated over the past 100 years

Living in health and comfort Care for People

Active life in the new normal



Harmony with the natural environment Care for Earth

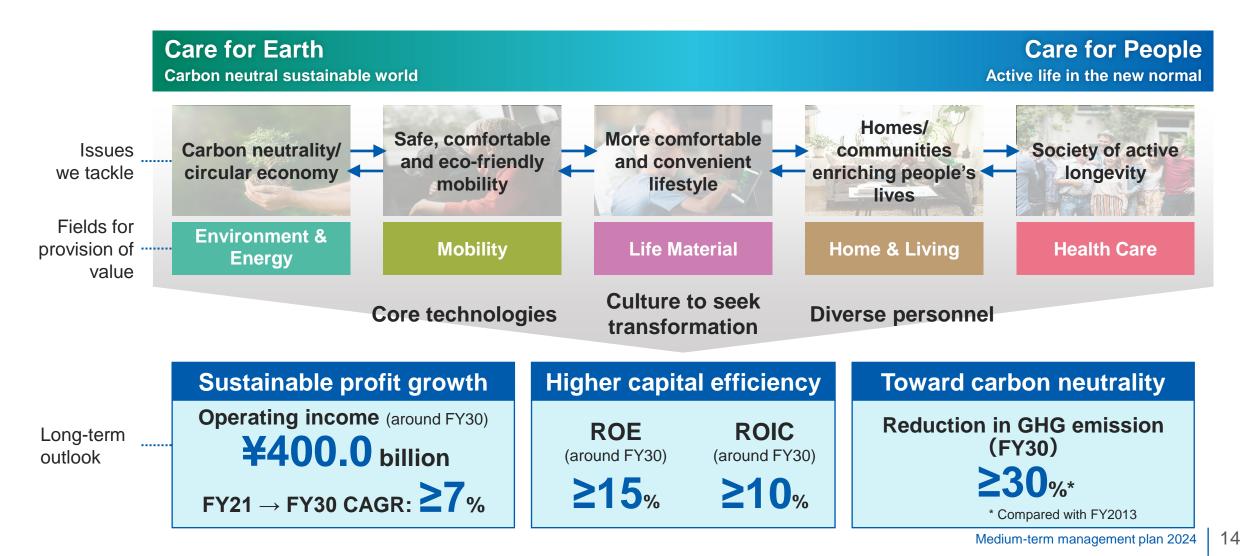
Carbon neutral sustainable world FY2050 goal: Carbon neutrality



What we want to be Vision for 2030

AsahiKASE a century since 1923

Social challenges that are less industry-specific and more interrelated offer promising business opportunities for Asahi Kasei. Seeking further growth by taking challenges in the five fields for provision of value





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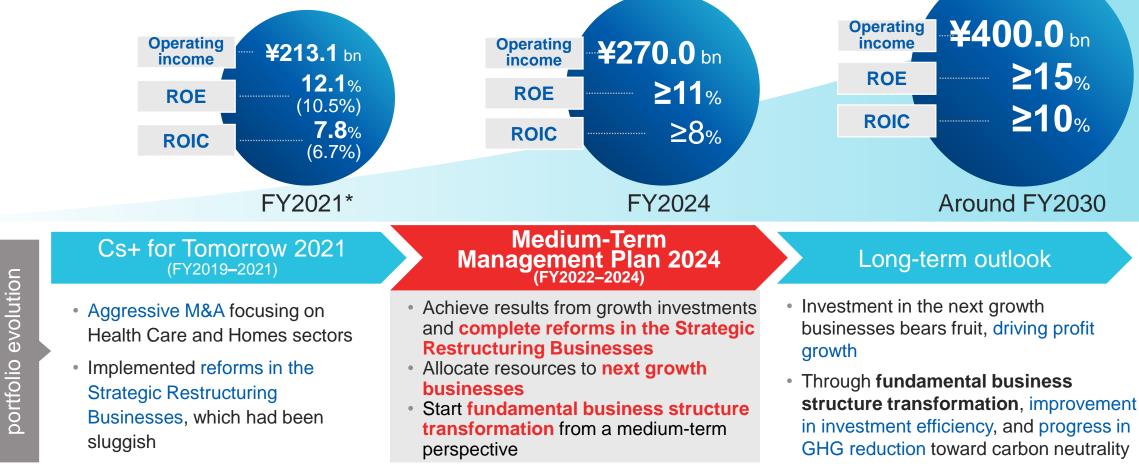
New Medium-Term Management Plan 2024 — Be a Trailblazer Asahil Basic policy Vision for 2030 and Positioning of the New Medium-Term Management Plan

3-1

Approach to business

rtfolio

Positioning the new medium-term management plan as the first step toward achieving the vision for 2030, we will pursue business portfolio evolution by investing priority resources in the next growth businesses and embarking on fundamental business structure transformation from a medium-term perspective

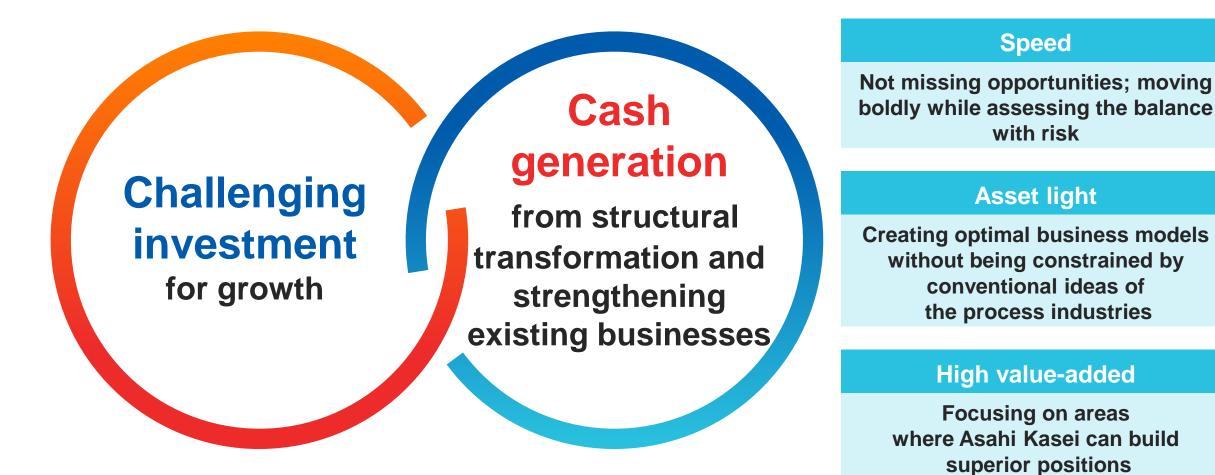


* Forecast as of Feb. 2022; figures of ROE and ROIC in parentheses excluding one-time tax reduction of ≈¥24 billion related to reconfiguration of Veloxis organizations in FY2020



Basic policy Basic Guidelines for Business Portfolio Evolution

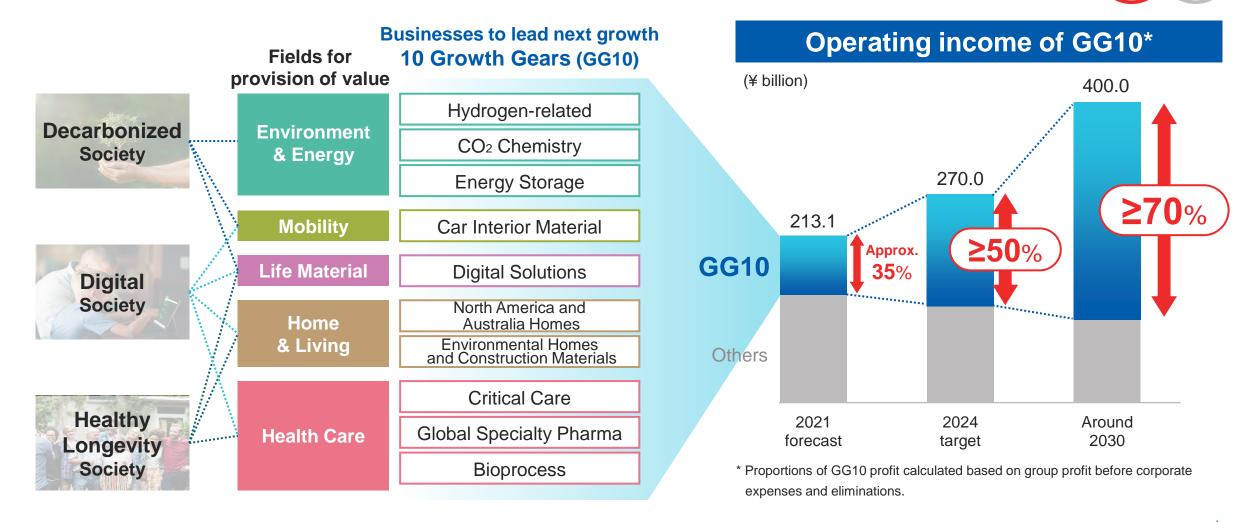
With strong awareness of the three aspects of "speed," "asset light," and "high value-added," we will implement both challenging investment for growth and cash generation from structural transformation and strengthening existing businesses



Basic policy Next growth businesses

3-1

Focusing resources on **10 Growth Gears (GG10)** that will drive future growth and aiming to have them provide more than 70% of operating income around 2030



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eneration

Challenging

investment



trillion Approx. ¥600 billion for GG10 (including maintenance and other investments)

Emphasis on financial discipline

Focused investment

Careful examination from the following perspectives:

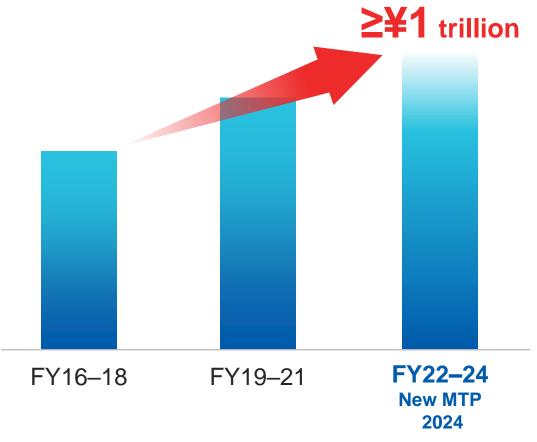


Planning investment of more than ¥1 trillion for next 3 years; over half, ≈ ¥600 billion, is to be invested for GG10

Total amount of investment for each MTP period (Investment decisions adopted)

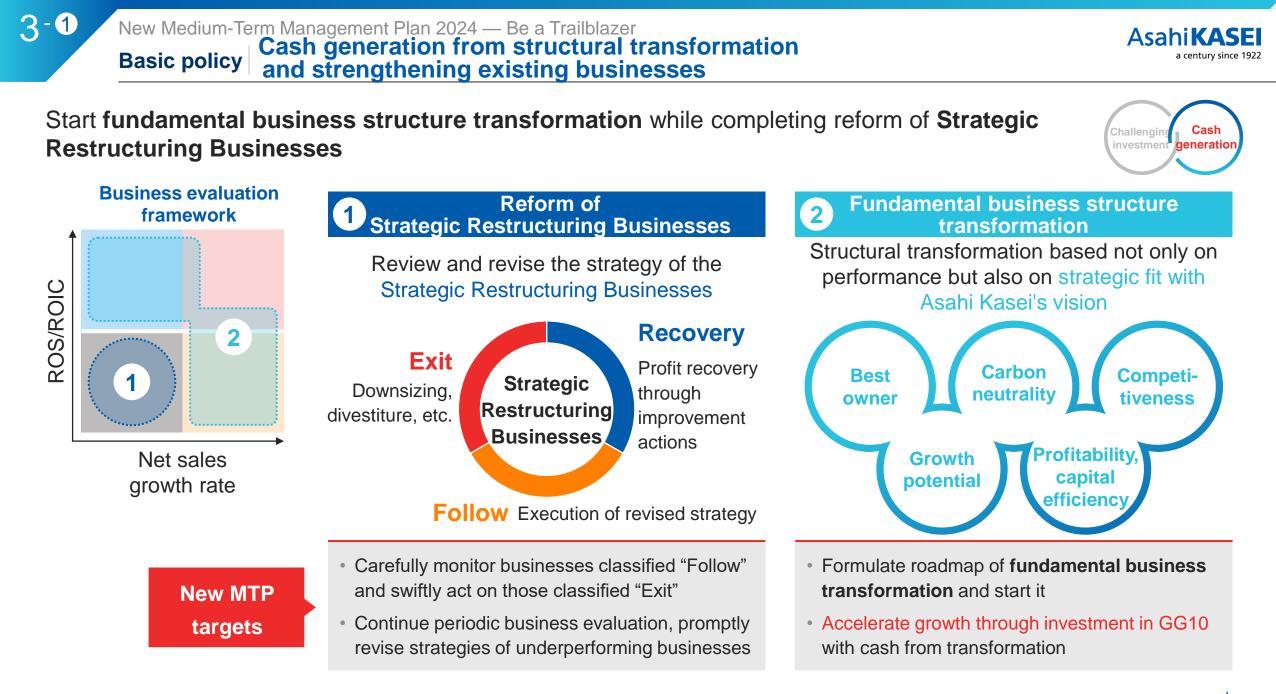
New Medium-Term Management Plan 2024 — Be a Trailblazer

Basic policy Active investment for growth



Challenging Cash investment generation





Pursuing capital efficiency improvement as well as continuous operating profit growth, aiming for ≥10% of ROIC and ≥15% of ROE

<u> </u>		(¥ billion)	FY2018	FY2021 forecast (as of Feb 2022)	FY2024 target	'21→'24 annual growth	Long-term outlook (Around FY2030)	'24→'30 annual growth
		Net sales	2,170.4	2,453.0	2,700.0			
		Operating income	209.6	213.1	270.0	8.2%	400.0	6.8%
		Operating margin	9.7%	8.7%	10.0%			
D	rofitability	EBITDA ¹	313.6	364.3	470.0			
	Γοπασιπτγ	EBITDA margin	14.5%	14.9%	17.4%			
		Net income	147.5	185.5	200.0		300.0	
		EPS (¥)	106	134	144	2.5%	216	7.0%
	Capital	ROIC ²	8.8%	7.8% (6.7%) ³	≥8%		≥10%	
	efficiency	ROE	11.1%	12.1% (10.5%) ³	≥11%		≥15%	
		D/E ratio	0.31	0.47				
Financial health	Net D/E ratio	0.17	0.32					
	nounn	Capital ratio	53.6%	51.3%				
		Exchange rate (¥/\$)	111	110	110			

¹ Operating income, depreciation, and amortization (tangible, intangible, and goodwill) ² (Operating income – income taxes) / average annual invested capital ³ Figures in parentheses excluding one-time tax reduction of \approx ¥24 billion related to reconfiguration of Veloxis organizations in FY2020

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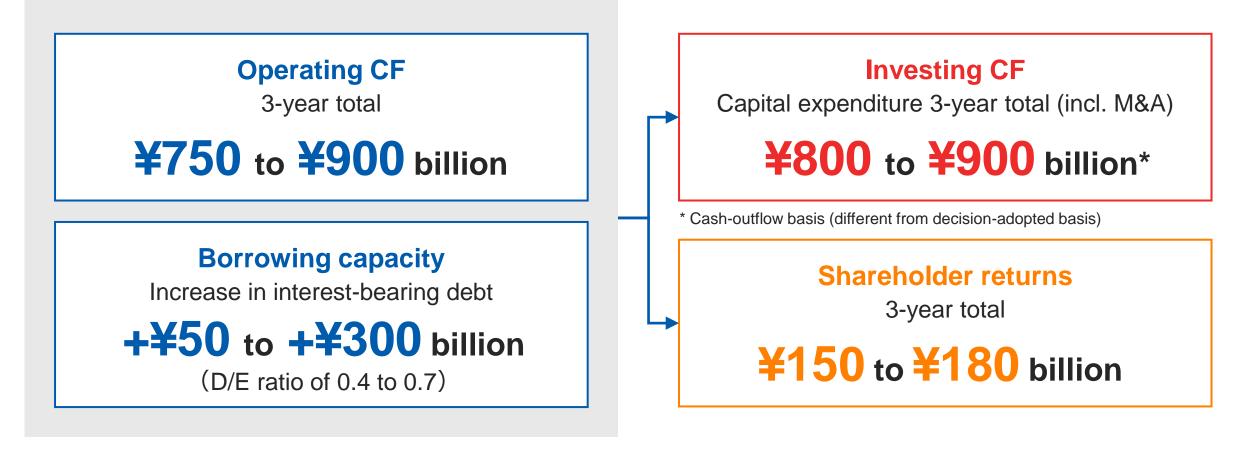


Basic policy Capital allocation

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Controlling capital allocation by closely monitoring the status of operating CF and D/E ratio

Framework for capital allocation (3-year period FY2022–24)

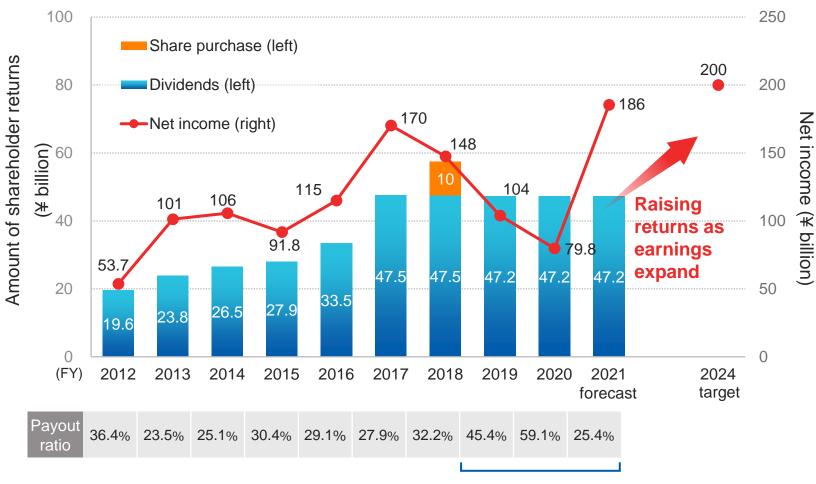


Basic policy Shareholder returns

3-1

AsahiKASE a century since 19

Based on the principle of returning profits to shareholders through dividends, increasing the level of returns in line with profit growth



3-year total: 38%

Shareholder returns policy

Determining level of shareholder returns based on medium-term FCF outlook

2

3

Shareholder returns basically by dividends, aiming to maintain or increase dividends per share

With payout ratio of around 30– 40% (3-year total), aiming to steadily increase level of shareholder returns

Share buybacks as appropriate based on comprehensive consideration of suitable level of equity, investment items, and share price



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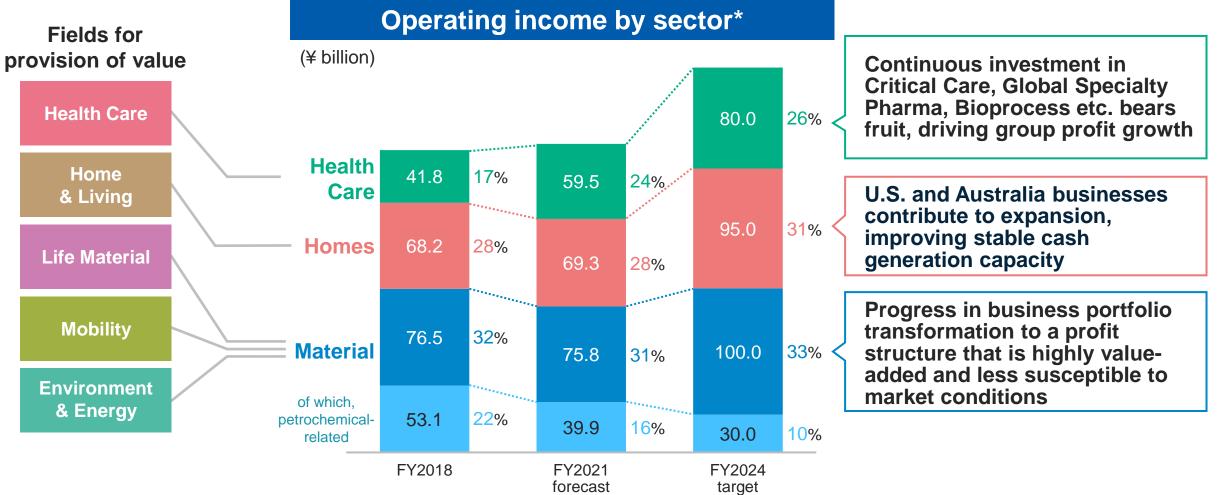
3-2 Business strategy by sector

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Medium-term management plan 2024 — Be a Trailblazer

Business strategy by sector **Direction of sector business portfolio**

Health Care to continue driving group profit growth and generate more than one-fourth of group income in FY2024. In Material, we will prioritize stabilizing earnings of petrochemical-related and increase the proportion of high value-added businesses



* Figures differ from consolidated amounts shown on previous pages. Proportion of sector profit is calculated based on sum of three sectors. Asahi

Challenging

investment

Cash eneration Medium-term management plan 2024 — Be a Trailblazer

Business strategy by sector Material (basic direction)



Basic
StrategyAiming to improve profitability and capital efficiency by reforming the portfolio with
strategies and tactics that are not existing extensions in order to realize carbon
neutrality

Portfolio transformation

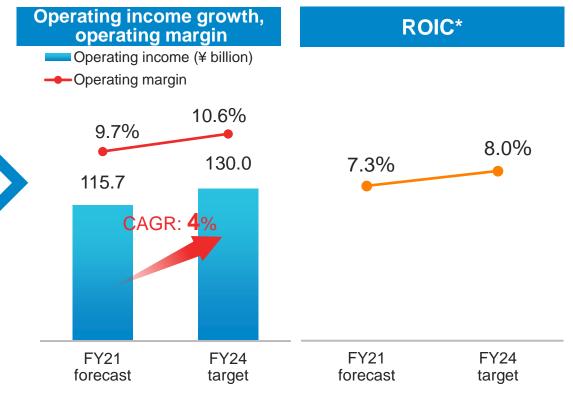
Focus on next growth businesses

- Accelerating commercialization of new businesses that contribute to decarbonization (related to hydrogen, CO₂, energy storage, etc.)
- Building on value chain in automotive interior materials
- Exploring new business opportunities related to electronic components and materials

Full use of existing assets

- Profit growth by expanding production capacity in the separator business
- Business development utilizing intangibles (technology licensing business related to CO₂ chemistry, new business models for ion-exchange membranes, etc.)

Management KPI



* ROIC = operating income (1 - tax rate) / (fixed assets + working capital, etc.)

3-2

Business strategy by sector Material (mission and targets with new organization)

p	Reorganized by fields for provision of value (April 20	22)		
Previous organization	Toward market-oriente business managemer		FY24 target	s (¥ bn)*
Basic		 Accelerate business development by bringing together technologies and human resources related to hydrogen and CO₂ recovery/utilization 	Net sales	550.0
Materials	Environmental Solutions	 Pursue further business development related to energy storage, centered on separator business, in anticipation of new ways of thinking about energy 	Operating income	55.0
Performance		 Promote sustainability from a medium-term perspective through integration of petrochemical-related product chains and related sites/plants 	Operating margin	10.0%
Products	Mobility & Industrial	 Combine product/technology and planning/marketing functions centered on automotive applications, and contribute to the realization of next-generation mobility that is safe, comfortable, and environmentally friendly through the provision of innovative materials and 	Net sales	340.0
			Operating income	34.0
Specialty Solutions		solutions	Operating margin	10.0%
		 Digital Solutions: Meet the needs of the future digital society by integration of electronic components and 	Net sales	410.0
Asahi Kasei Microdevices	Life Innovation	 electronic materials businesses Comfort Life: Provide products and services that contribute to healthy, comfortable daily lives by 	Operating income	53.0
		strengthening collaboration in marketing and the creation of new businesses from the consumer's perspective.	Operating margin	12.9 %
* Figures differ from conso	blidated amounts of Material sector		Medium-term managem	nent plan 2024 27



Medium-term management plan 2024 — Be a Trailblazer

Business strategy by sector **Material (Environment & Energy)**

Aiming to realize Asahi Kasei's two mutually reinforcing aspects of sustainability (contributing to sustainable society and sustainable growth of corporate value) by leveraging business foundations, including the technologies and knowledge cultivated to date

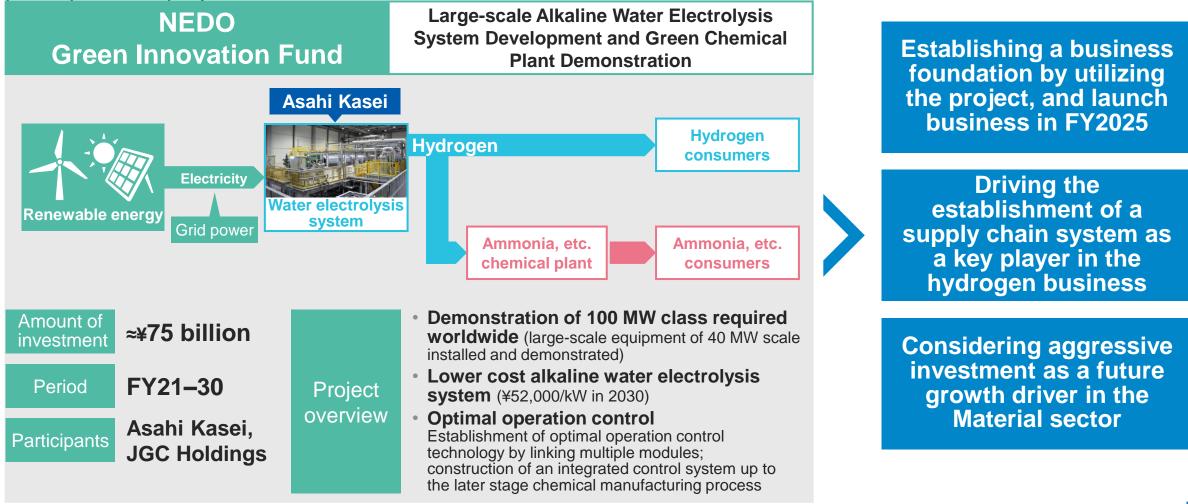
GX (Green Transformation)					
Expediting green solutions	Cultivating energy storage businesses	Promoting actions to achieve carbon neutrality			
Launching hydrogen-related businesses	Pursuit of separator business growth	Transformation of petrochemical business from medium-term view			
Leveraging CO ₂ chemistry with various businesses	Leveraging know-how and knowledge to find new opportunities	Accelerating initiatives by company-wide teams			

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Business strategy by sector **Material (Environment & Energy: H₂-related business)**

Accelerating the establishment of hydrogen business infrastructure by utilizing the verification experiment under the NEDO Green Innovation Fund; aiming for early commercialization (FY2025 projected) through participation in projects that will be launched around the world

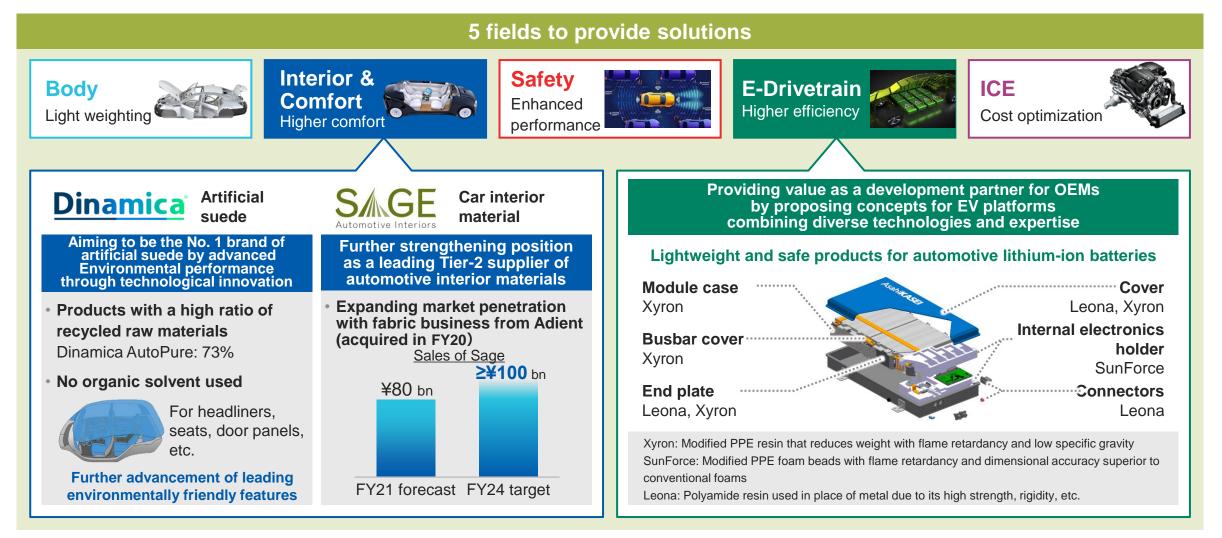


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a century since 1922

Business strategy by sector Material (Mobility)

Aiming for growth through the development of products related to automotive interior materials and for EVs



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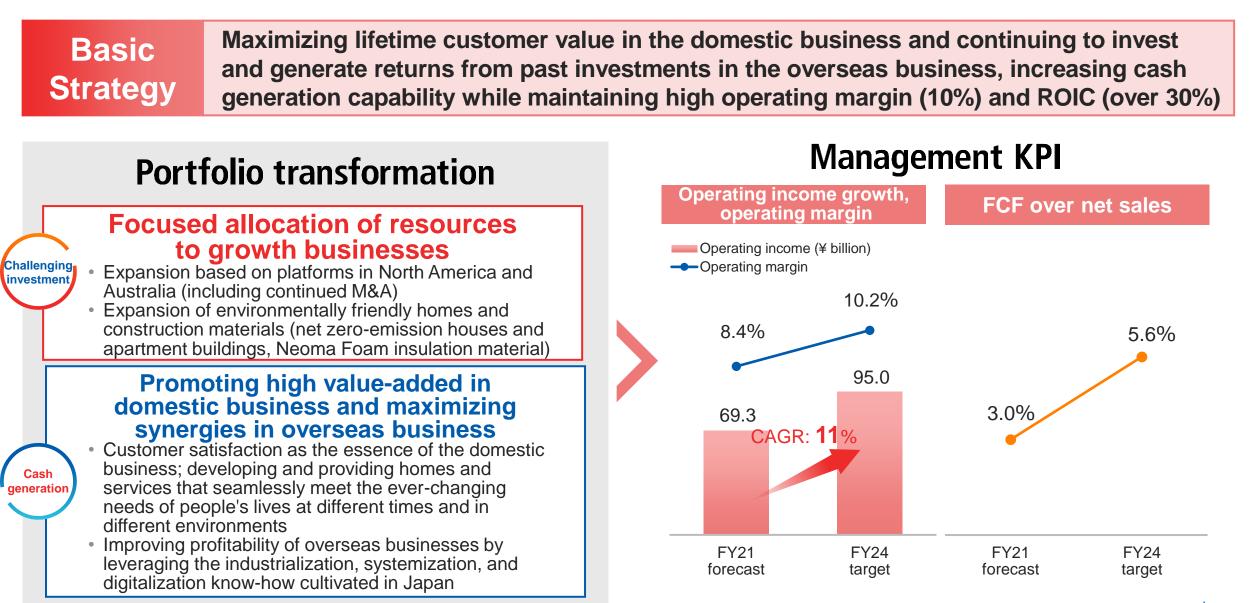
Responding to the needs of the digital society with distinctive components, materials, and solutions by leveraging the uniqueness of having both electronic components and electronic materials and integrating them



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Business strategy by sector Homes (basic direction)



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Protecting lives, enriching lives, and creating platforms to support life

Pursuing customer satisfaction as the essence of business No.1 Customer Satisfaction in steel-frame homes segment for 7th straight year in Japan. *



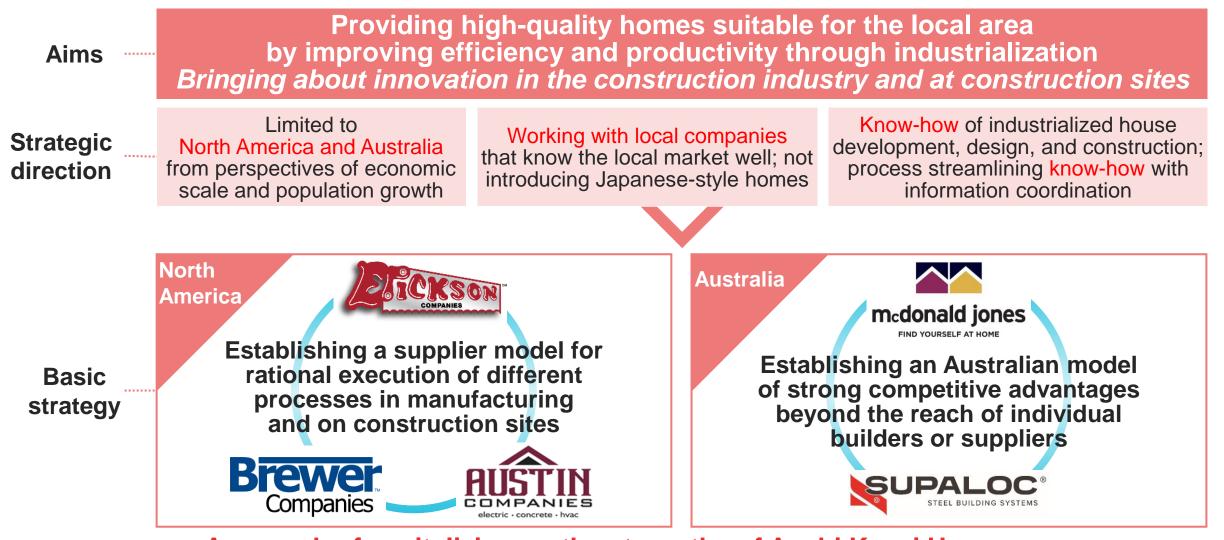


* 2016-2022 ORICON Customer Satisfaction Survey No.1 in steel-frame homes segment, House manufacturer custom-built house ranking.

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Business strategy by sector Homes (overseas business)





Approach of capitalizing on the strengths of Asahi Kasei Homes, aiming at operating margin of 10% or more in overseas business

Challenging investment

Cash

generation

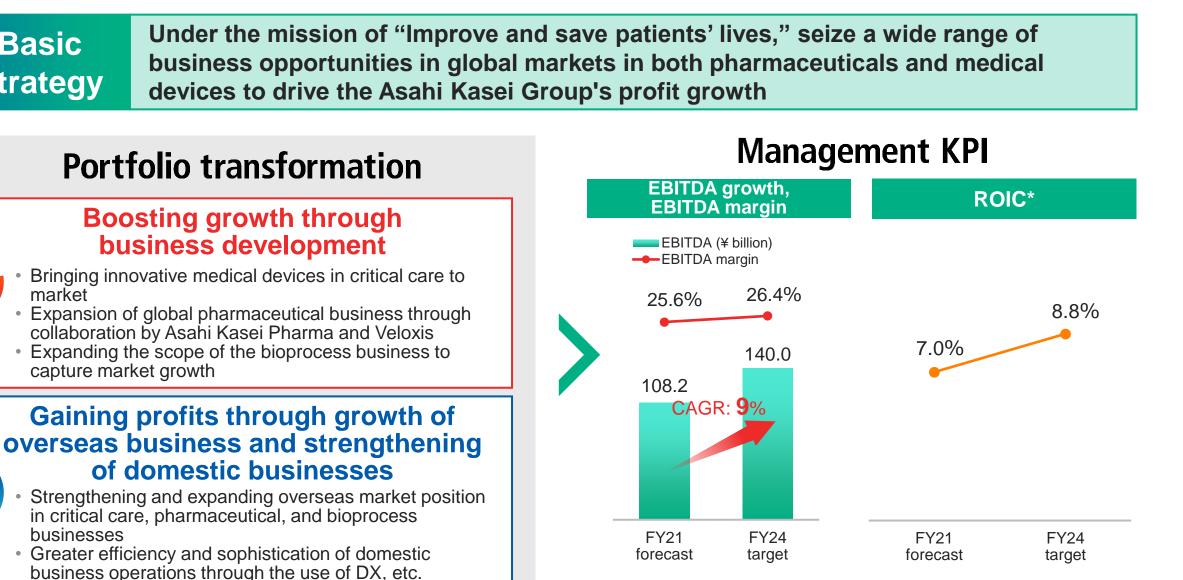
Basic

Strategy

market

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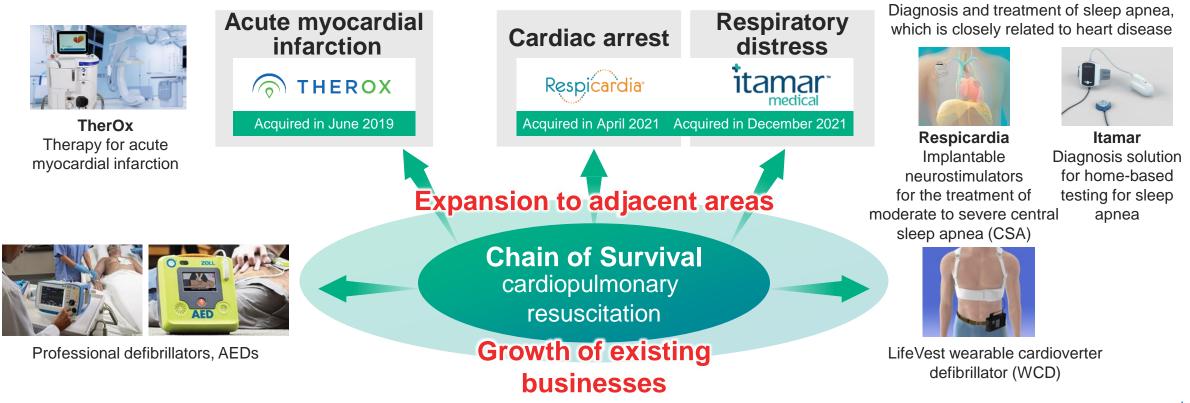
Health Care (basic direction) Business strategy by sector



* ROIC = operating income (1 - tax rate) / (fixed assets + working capital, etc.)

Pursuing further growth focused on serious cardiopulmonary conditions

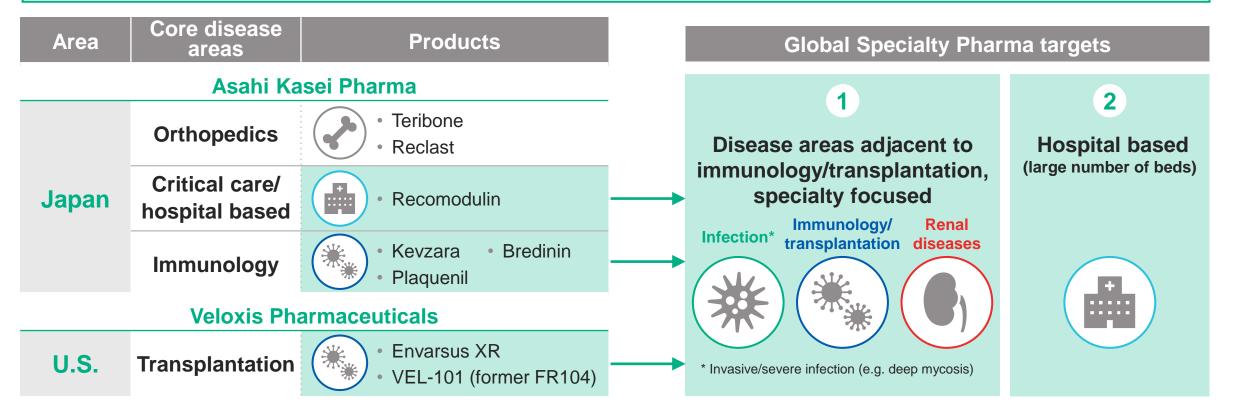
- Expanding market position and product portfolio in the area of cardiopulmonary resuscitation
- Providing multi-faceted solutions for cardiovascular disease diagnosis, treatment, and management (LifeVest, devices for diagnosis/monitoring patients)
- Market expansion of innovative medical devices to address unmet needs for sleep apnea and acute myocardial infarction





Transformation into Global Specialty Pharma focused on immunology/transplantation and adjacent disease areas

- Global targets: Business development, clinical development, and sales promotion through collaboration by Asahi Kasei Pharma and Veloxis
- Core areas in Japan/U.S.: Launch and expansion of sales of drugs by leveraging each company's domain knowledge and sales channels
- Capturing further growth opportunities by establishing a business base in Europe

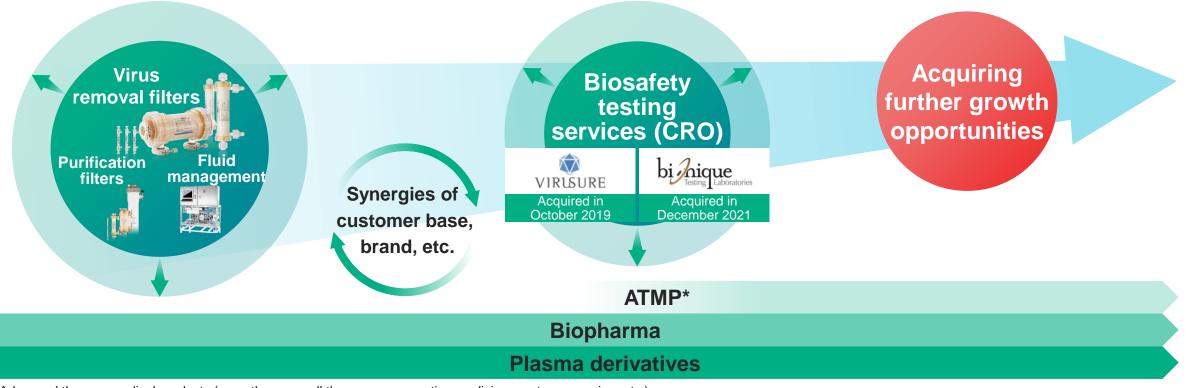


Business strategy by sector Health Care (bioprocess)



Evolving into a premium partner for pharmaceutical companies, contributing to biologics safety and manufacturing efficiency

- Expansion of market position for virus removal filters; increasing production capacity to meet growing demand
- Strengthening and expanding biosafety testing services (CRO)
- Further business scope expansion to capture growth in the pharmaceutical market, including nextgeneration drugs



* Advanced therapy medical products (gene therapy, cell therapy, regenerative medicine, next-gen vaccine, etc.)

Medium-term management plan 2024 — Be a Trailblazer

Business strategy be sector | Financial targets by sector*

(¥ billion)	FY21 forecast		FY24 target		
Material	Net sales	1,192.0		Net sales	1,230.0
	Operating income (margin)	115.7 (9.7%)		Operating income (margin)	130.0 (10.6%)
	EBITDA (margin)	195.6 (16.4%)		EBITDA (margin)	237.0 (19.3%)
	ROIC	7.3%		ROIC	8.0%
Homes	Net sales	824.0		Net sales	930.0
	Operating income (margin)	69.3 (8.4%)		Operating income (margin) EBITDA (margin)	95.0 (10.2%)
	EBITDA (margin)	84.4 (10.3%)			112.0 (12.0%)
	ROIC	32.5%		ROIC	32.7%
Health Care	Net sales	423.0		Net sales	530.0
	Operating income (margin)	59.5 (14.1%)		Operating income (margin)	80.0 (15.1%)
	EBITDA (margin)	108.2 (25.6%)		EBITDA (margin)	140.0 (26.4%)
	ROIC	7.0%		ROIC	8.8%

* Figures differ from consolidated amounts shown on previous pages.



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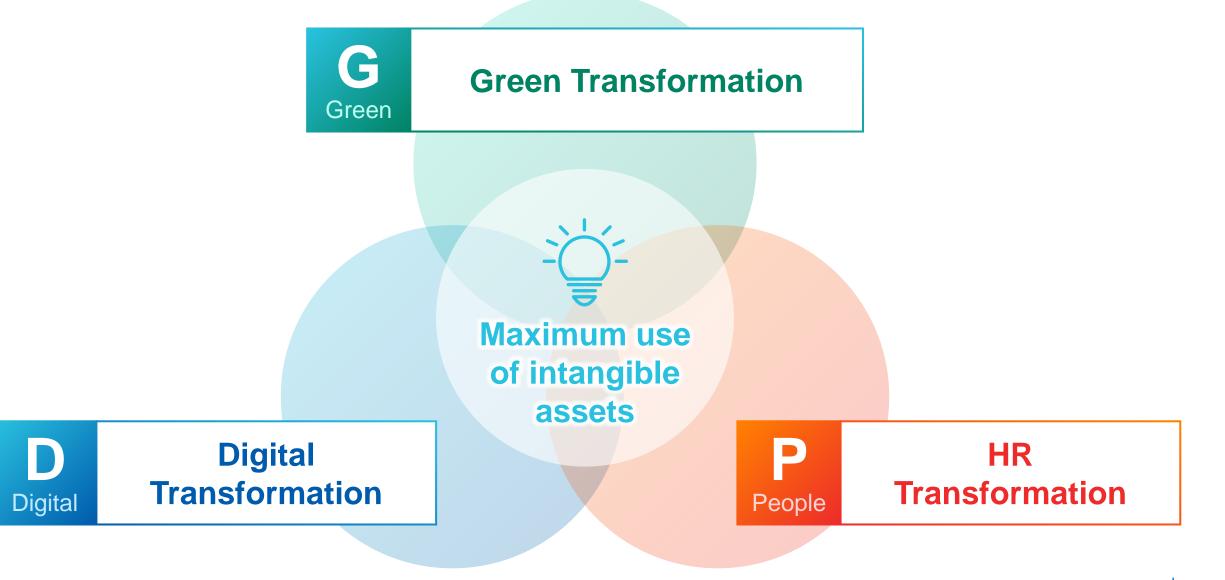
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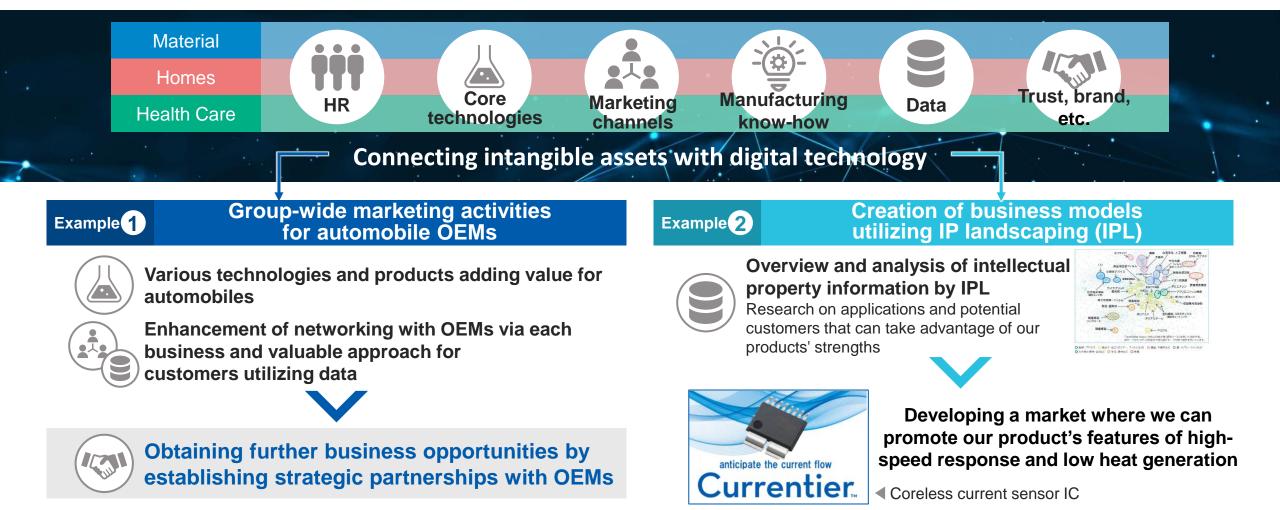
Strengthening business platform 4 key areas for transformation





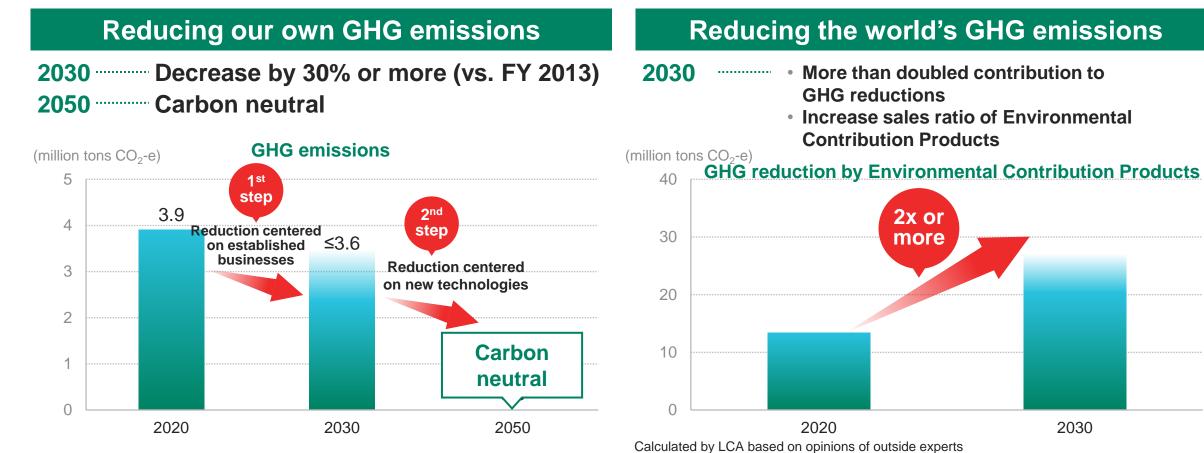
Strengthening business platform **Maximum use of intangible assets**

Aiming to build strategies and create new businesses by making full use of diverse internal and external intangible assets. April 2022 establishment of Intellectual Property Intelligence Office for further accelerating use of intangible assets across Asahi Kasei



Asahi KASE

Strengthening business platform **Green Transformation**



Initiatives to promote GHG emission reductions

Company-wide projects, carbon footprint of products, participation in rule formulation, internal carbon pricing, internal awards, etc.

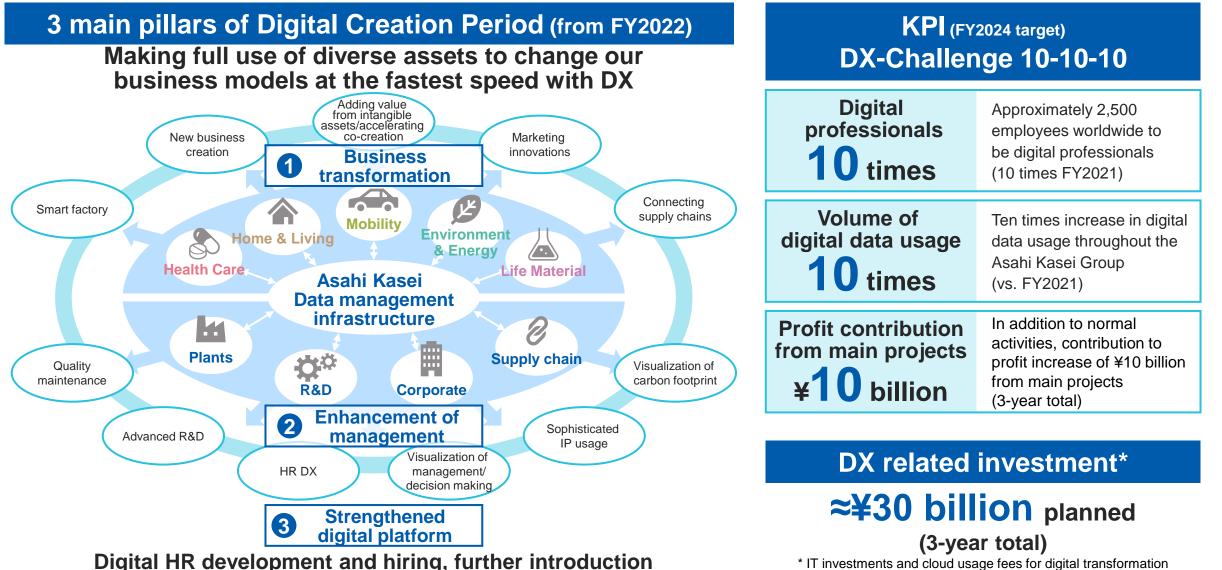
Investment for decarbonization: ≈¥60 billion
 (3-year total)

• Examples of GHG reductions from the LCA perspective

- Producing acrylonitrile using biomass propylene (ISCC PLUS certification acquired)
- Producing S-SBR using butadiene derived from plastic waste
- Accelerating commercialization of polyamide 66 using biomass-derived intermediate

Strengthening business platform **Digital Transformation**





Digital HR development and hiring, further introduction of agile development, promotion of digital data usage



People are our most valuable assets, everything starts from people Discovering the future with lifelong growth and co-creativity of diverse individuals



Engagement survey results on 5-point scale

FY20: 3.65, FY21: 3.69

FY30: 10% (FY18: 2.2%, FY21: 3.4%) Proportion of women and non-Japanese executive officers FY18: 8%, FY22: 22%

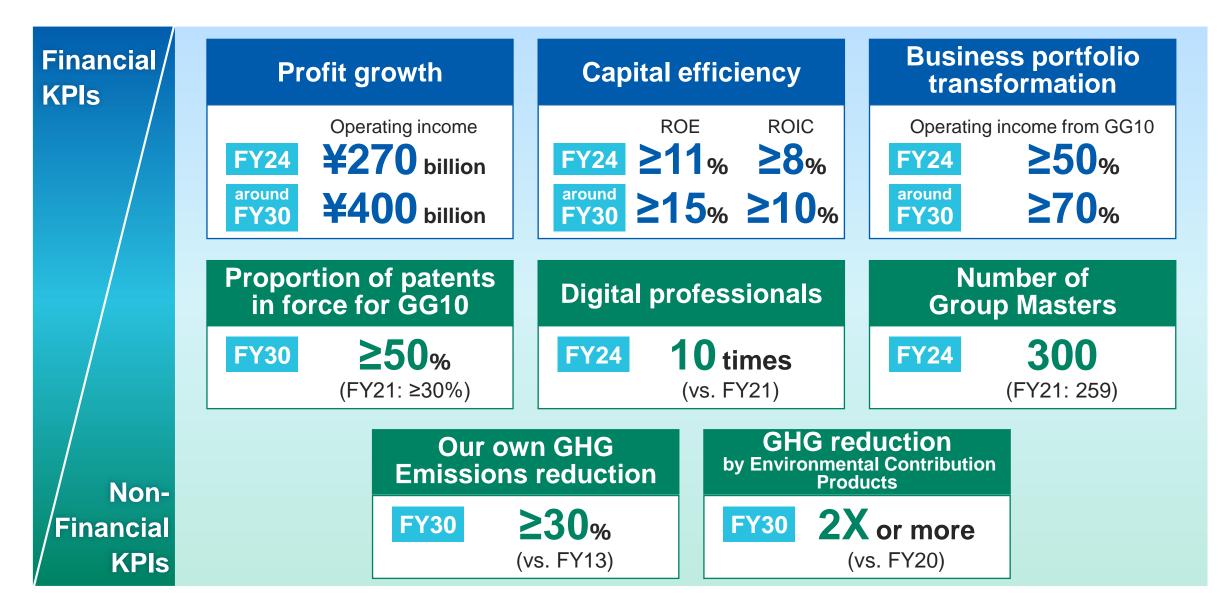
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Strengthening business platform Main financial/non-financial KPIs



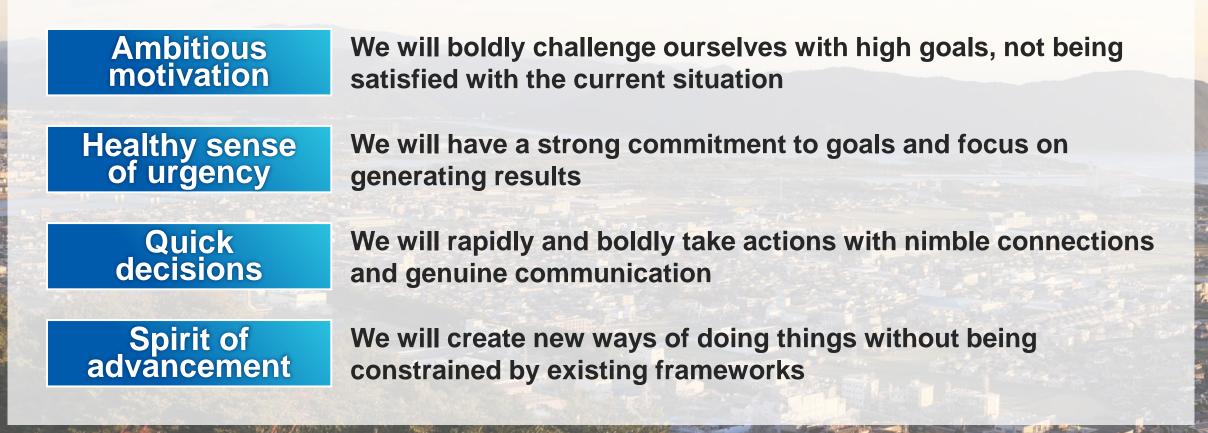
Asahi **KASE**

a century since 1922



With A-Spirit^{*}, we will take on the challenge of transformation to pioneer a new roadmap and take the first step of the next 100 years

* A-Spirit stands for both "Asahi Kasei spirit" and "Animal spirit" which means ambitious motivation to be a trailblazer



Asahi KASEI

Creating for Tomorrow

THE COMMITMENT OF THE ASAHI KASEI GROUP:

To do all that we can in every era to help the people of the world make the most of life and attain fulfillment in living. Since our founding, we have always been deeply committed to contributing to the development of society, boldly anticipating the emergence of new needs.



This is what we mean by "Creating for Tomorrow."

<u>Disclaimer</u> The forecasts and estimates shown in this document are dependent on a variety of assumptions and economic conditions. Plans and figures depicting the future to not imply a guarantee of actual outcomes.