Overview of Fine Chemicals
Global Operations

Net sales: $13,900 million  
OP: $746 million  
Group Employees: 55,600

SALES:

- **US**: 11% ($1,520 M)
- **Europe**: 22% ($3,075 M)
- **Japan/Asia**: 67% ($9,305 M)

EMPLOYEES:

- **US**: 9% (5,300)
- **Europe**: 31% (17,100)
- **Japan/Asia**: 60% (33,200)

* FY 2020  
* Sales and operating income by region are before eliminations and cross-regional expenses.
**Business Overview**

- **Glass**: 44% ($6,408 M)
  - Automotive Glass (50%)
  - Flat Glass (50%)

- **Chemicals**: 31% ($4,442 M)
  - Life Sciences (Fine Chemicals - Biologicals) (18%)
  - Fluorochemicals & Specialty Chemicals (23%)
  - Chlor-Alkali & Urethane (59%)

- **Electronics**: 20% ($2,849 M)
  - Electronics Materials (37%)
  - Display (61%)

- **Ceramics**: 5% ($803 M)
  - Ceramics (5%)

* FY 2020
* Sales and operating income by region are before eliminations and cross-regional expenses.
Changes in the Macro-Environment

- Arrival of IoT
- Evolution of transportation infrastructure
- Longer life expectancy
- Increase of global population
- Building new ecosystem
- Greater safety, security and comfort
AGC Life Sciences Global Network

AGC now offers services all over the world

May 2020
AGC Biologics
Colorado, US

Feb 2017
AGC Biologics
Copenhagen, Denmark

Feb 2017
AGC Biologics
Seattle, US

Aug 2016
AGC Biologics
Heidelberg, Germany

Aug 2020
AGC Biologics
Milan, Italy

Aug 2020
AGC Biologics
Tokyo, Japan

Mar 2019
AGC Pharma
Chemicals Europe
Barcelona, Spain

AGC Wakasa (FC)
Fukui

PR&D (FC & Bio)
Yokohama

GMP Facilities (FC & Bio) Chiba

Bio

Fine Chemicals
Pharma CDMO Small Molecules in Japan and Spain
• Two cGMP plants:
  o CMP: Supports clinical-phase projects
  o CMP2: Ideal size for high-volume commercial-phase manufacturing

• Multipurpose plant for clinical-stage/commercial production for pharma APIs & intermediates

• Ultralow-temperature reaction (-100 °C)
AGC Pharma Chemicals Europe, S.L.U.

- Former API plant of Boehringer Ingelheim in Malgrat, Spain
- First FDA-registered site in Europe for AGC to broaden its pharmaceutical CDMO business
Benefits of Collaborating with AGC Pharma Chemicals Europe

- CDMO in Europe (former Boehringer Ingelheim plant)
- > 40 years CDMO expertise within AGC Inc.
- State-of-the-art R&D centers in Spain and Yokohama
- Life Sciences is a strategic pillar within AGC Inc.
- Financially healthy group with long-term vision
- Multipurpose facilities with broad technology portfolio
- World leader in fluorination technology
- Embedded business process – culture of excellence

Your Dreams, Our Challenge
Cross-Functional Management

Rigorous Technology Transfer

- R&D
- Analytical Development
- Production
- QA/QC/Regulatory
- SHE