



Nissan Chemical
CORPORATION
WHERE IT ALL BEGINS

August 10, 2023

Presentation for Investors

1Q FY2023 (April 1, 2023 - June 30, 2023) Financial Results

Translation of presentation materials for the conference call held on August 10, 2023

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**Institutional
Investor**
2023 JAPAN EXECUTIVE TEAM
NISSAN CHEMICALS CORP

Contents

01	1Q FY2023 Financial Results	P3
02	Segment Performance	P11
03	ESG Topics	P39
04	Appendix	P44

Contents

01	1Q FY2023 Financial Results	P3
02	Segment Performance	P11
03	ESG Topics	P39
04	Appendix	P44

1Q

vs. 1Q Outlook
as of May 2023

- Sales above target ¥0.1 billion
- OP above target ¥0.5 billion
- Net Income above target ¥1.3 Billion

1Q

vs. 1Q FY2022

- Sales down ¥3.4 billion (-6%)
- OP down ¥2.3 billion (-13%)
- Net Income down ¥1.7 billion (-12%)

Shareholder Returns

- Completed a ¥5.0 billion share repurchase program (period: May - June 2023, 805 thousand shares)

FY2023 Outlook

- FY2023 Outlook for 1H and full year remain unchanged from those announced on May 15, 2023

1Q FY2023 Financial Summary Compared to Outlook

(¥billion)

	1Q FY2023 Outlook	1Q FY2023 Actual	vs. Outlook
Sales	54.8	54.9	+0.1
Operating Profit	14.5	15.0	+0.5
Non-Operating Income/Expenses	0.7	2.0	+1.3
Foreign exchange Gains/Losses	0.0	1.5	+1.5
Ordinary Income	15.2	17.0	+1.8
Extraordinary Income/Loss	0.0	0.0	0.0
Net Income ¹	10.9	12.2	+1.3
EBITDA ²	-	17.8	-
EPS (¥/share)	-	87.40	-
OP Margin	26.5%	27.3%	+0.8pt
FX Rate (¥/\$)	128	137	-
Crude Oil (JCC) (\$/bbl) ³	92	84	-

1. Net Income = Profit Attributable to Owners of Parent

2. EBITDA = Operating Profit + Depreciation and amortization

3. Based on Trade Statistics of Japan Ministry of Finance

1Q FY2023 Financial Summary YOY Change

(¥billion)

	1Q FY2022 Actual	1Q FY2023 Actual	YOY Change
Sales	58.3	54.9	-3.4 (-6%)
Operating Profit	17.3	15.0	-2.3 (-13%)
Non-Operating Income/Expenses	2.2	2.0	-0.2
Foreign exchange Gains/Losses	1.7	1.5	-0.2
Ordinary Income	19.5	17.0	-2.5 (-13%)
Extraordinary Income/Loss	0.0	0.0	0.0
Net Income ¹	13.9	12.2	-1.7 (-12%)
EBITDA ²	19.7	17.8	-1.9
EPS (¥/share)	98.13	87.40	-10.73
OP Margin	29.6%	27.3%	-2.3pt
FX Rate (¥/\$)	130	137	-
Crude Oil (JCC) (\$/bbl) ³	111	84	-

1. Net Income = Profit Attributable to Owners of Parent

2. EBITDA = Operating Profit + Depreciation and amortization

3. Based on Trade Statistics of Japan Ministry of Finance

Analysis of Changes in OP

(¥)

1Q	FY2023 Actual	Outlook	vs. Outlook	FY2022 Actual	YOY Change
		15.0 billion	14.5 billion	+0.5 billion	17.3 billion
Chemicals	vs. Outlook	in line			
	YOY Change	-0.8 billion			Sales decrease in melamine(end of sales) and TEPIC, feedstock and raw materials cost up
Performance Materials	vs. Outlook	-0.1 billion			OP decrease due to sales decrease in Semis Materials despite sales increase in Display Materials
	YOY Change	-1.4 billion			Sales decrease in Semis Materials and fixed cost up
Agro	vs. Outlook	in line			OP flat due to fixed cost down despite sales of main products decrease
	YOY Change	-0.2 billion			Sales decrease in Fluralaner API
Healthcare	vs. Outlook	+0.1 billion			Sales increase in Custom Chemicals
	YOY Change	+0.3 billion			Sales increase in Custom Chemicals

Breakdown of Non-Operating Income/Expenses and Extraordinary Income/Losses

(¥billion)

	1Q FY2022 Actual	1Q FY2023 Actual	YOY Change	1Q FY2023 Outlook
Interest income, dividend income	0.31	0.29	-0.02	0.28
Equity in earnings of affiliates	0.23	0.54	+0.31	0.57
Foreign exchange gains/losses ¹	1.69	1.48	-0.21	0.00
Interest expense	-0.04	-0.12	-0.08	-0.15
Loss on disposal of non-current assets, others	0.04	-0.14	-0.18	-0.01
Non-Operating Income/Expenses	2.23	2.05	-0.18	0.69
Extraordinary Income	0.00	0.00	0.00	0.00
Extraordinary Losses	0.00	0.00	0.00	0.00
Extraordinary Income/Losses	0.00	0.00	0.00	0.00

1. FX Rate (¥/\$): 2022/3 122.41, 2022/6 136.69, 2023/3 133.54, 2023/6 144.99

Free cash flow in 1Q FY2023 was ¥7.2 billion, a decrease of ¥1.6 billion from 1Q FY2022

(¥billion)

	1Q FY2022 Actual	1Q FY2023 Actual	YOY Change
CF from operating activities	13.1	12.3	-0.8
Income before income taxes & non-controlling interests	19.5	17.1	-2.4
Extraordinary losses (income)	0.0	0.0	0.0
Depreciation & amortization ¹	2.5	2.8	+0.3
Income taxes paid	-7.5	-7.4	+0.1
Working capital, others	-1.4	-0.2	+1.2
CF from investing activities	-4.3	-5.1	-0.8
Purchase of PPE	-3.4	-6.4	-3.0
Purchase and sales of investment securities	-0.4	0.0	+0.4
Others	-0.5	1.3	+1.8
Free cash flow	8.8	7.2	-1.6
CF from financing activities	-18.0	-10.6	+7.4
Payout to shareholders (dividend)	-10.2	-13.2	-3.0
Payout to shareholders (share repurchase)	-5.0	-5.0	0.0
Borrowings	-2.7	7.6	+10.3
Others	-0.1	0.0	+0.1
Effect of exchange rate change on cash & cash equivalents	0.8	0.2	-0.6
Change in cash & cash equivalents	-8.4	-3.2	+5.2
Increase in cash and cash equivalents resulting from change in scope of consolidation	3.1	0.0	-3.1
Cash & cash equivalents at end of period	29.4	26.5	-2.9

1. Including amortization of goodwill

(¥billion)

	2022/6	2023/3	2023/6	vs. 2023/3
Current assets	172.6	189.4	184.6	-4.8
Cash	29.4	29.6	26.4	-3.2
Accounts receivable	80.0	82.7	77.8	-4.9
Inventories	55.8	64.7	71.6	+6.9
Others	7.4	12.4	8.8	-3.6
Fixed assets	104.6	109.3	116.8	+7.5
Total PPE	56.9	64.7	72.1	+7.4
Intangible assets	12.0	11.5	11.4	-0.1
Investment securities	29.8	27.3	27.6	+0.3
Others	5.9	5.8	5.7	-0.1
Total assets	277.2	298.7	301.4	+2.7

	2022/6	2023/3	2023/6	vs. 2023/3
Liabilities	67.5	77.2	83.3	+6.1
Accounts payable	18.5	19.9	17.4	-2.5
Borrowings	20.6	27.3	37.4	+10.1
Others	28.4	30.0	28.5	-1.5
Net assets	209.7	221.5	218.1	-3.4
Shareholders' equity ¹	195.5	208.8	202.9	-5.9
Valuation difference on available-for-sale securities	8.6	7.7	8.1	+0.4
Foreign currency translation adjustment	2.2	1.7	3.4	+1.7
Non-controlling interests	3.0	3.1	3.5	+0.4
Remeasurements of defined benefit plans	0.4	0.2	0.2	0.0
Total liabilities & net assets	277.2	298.7	301.4	+2.7
Equity Ratio	74.5%	73.1%	71.2%	
D/E Ratio²	-4.5%	-1.1%	+5.4%	

Breakdown of Investment Securities

	2022/6	2023/3	2023/6	vs. 2023/3
Listed shares³ (Number of stocks held, Non-consolidated basis)	19.3 (30)	16.9 (26)	17.4 (26)	+0.5 (0)
Unlisted shares	3.1	2.4	2.6	+0.2
Subsidiaries/Associate shares	7.4	8.0	7.6	-0.4
Total	29.8	27.3	27.6	+0.3
Strategic shareholdings on net assets⁴	9.9%	7.9%	8.3%	

Reference

2018/3

30.0
(55)

1.7

6.8

38.5

17.0%

1. Change in shareholders' equity -5.9 = Net Income 12.2 – Dividend and others 18.1

3. 2023/3 16.9 + Acquisition 0.0 + Sales and valuation difference 0.5 = 2023/6 17.4

4. Strategic shareholdings on net assets = strategic shareholdings (Non-consolidated basis, Listed shares + Unlisted shares) / Net assets (Consolidated basis)

2. D/E Ratio = (Borrowings - Cash) / Shareholders' equity

Contents

01

1Q FY2023 Financial Results

P3

02

Segment Performance

P11

03

ESG Topics

P39

04

Appendix

P44

1Q FY2023 Financial Results YOY Change by Segment

(¥billion)

		1Q FY2022 Actual	1Q FY2023 Actual	YOY Change
Chemicals	Sales	10.4	9.1	-1.3 (-13%)
	OP	1.7	0.9	-0.8 (-46%)
Performance Materials	Sales	21.8	20.8	-1.0 (-4%)
	OP	7.9	6.5	-1.4 (-18%)
Agrochemicals	Sales	19.7	18.8	-0.9 (-5%)
	OP	6.8	6.6	-0.2 (-4%)
Healthcare	Sales	1.7	2.0	+0.3 (+18%)
	OP	0.8	1.1	+0.3 (+44%)
Trading, Others, Adjustment	Sales	4.7	4.2	-0.5
	OP	0.1	-0.1	-0.2
Total	Sales	58.3	54.9	-3.4 (-6%)
	OP	17.3	15.0	-2.3 (-13%)

1. Including inter-segment sales/transfers

2. Trading: Nissei Corporation, Others: Nissan Butsuryu, Nissan Green & Landscape, Nissan Engineering, NC Tokyo Bay (former name: Nippon Phosphoric Acid. Production of sulfuric acid. Added as a consolidated subsidiary from FY2023), Nihon Hiryo, and others
Adjustment: Planning & Development Division and others (see p55, p56 for breakdown)

1Q FY2023 Financial Results Compared to Outlook by Segment

(¥billion)

		1Q FY2023 Outlook	1Q FY2023 Actual	vs. Outlook
Chemicals	Sales	9.4	9.1	-0.3
	OP	0.9	0.9	0.0
Performance Materials	Sales	20.5	20.8	+0.3
	OP	6.6	6.5	-0.1
Agrochemicals	Sales	19.2	18.8	-0.4
	OP	6.6	6.6	0.0
Healthcare	Sales	1.9	2.0	+0.1
	OP	1.0	1.1	+0.1
Trading, Others, Adjustment	Sales	3.8	4.2	+0.4
	OP	-0.6	-0.1	+0.5
Total	Sales	54.8	54.9	+0.1
	OP	14.5	15.0	+0.5

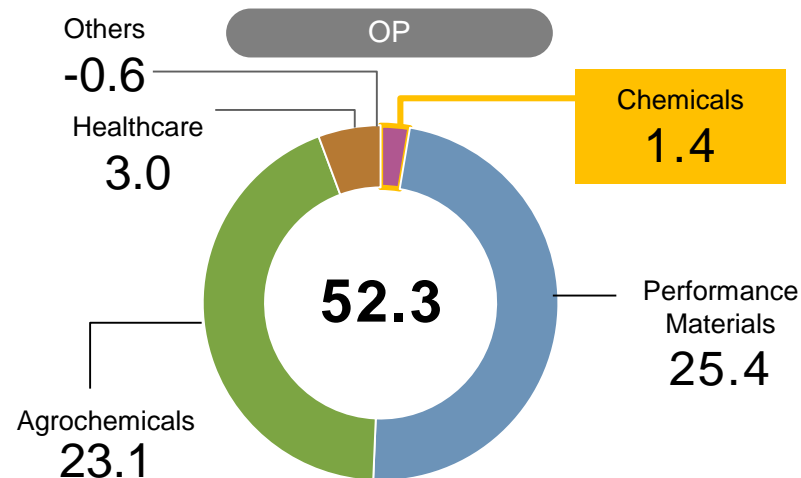
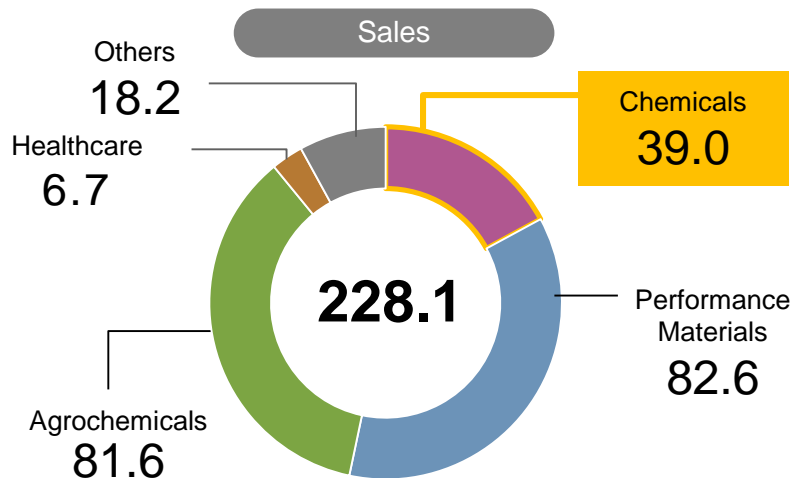
1. Including inter-segment sales/transfers

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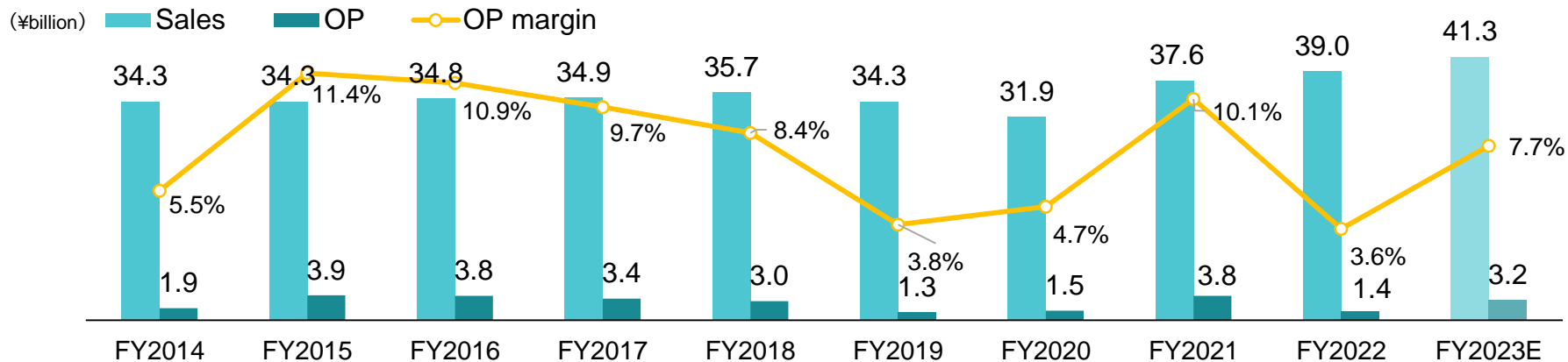
NC Tokyo Bay (former name: Nippon Phosphoric Acid. Production of sulfuric acid. Added as a consolidated subsidiary from FY2023), Nihon Hiryo, and others

Adjustment: Planning & Development Division and others (see p55, p56 for breakdown)

FY2022 Actual by Segment (¥billion)



Chemicals – Recent Financial Performance¹



1. Organizational changes were implemented in April 2022. FY2014-2020 Actual figures are based on old segmentation. FY2021 actual has been revised to reflect organizational changes in April 2022 (see p58, p59)

- Fine Chemicals: 【1Q】Sales YOY -29%, Sales below target
- Basic Chemicals: 【1Q】Sales YOY -2%, Sales below target

Main Products	1Q FY2023 Actual	1Q FY2023 Outlook
	YOY Change	YOY Change
TEPIC	-66%	-61%
Environmental related products	+16%	+15%
FINEOXOCOL	-25%	-19%
Total Fine Chemicals¹	-29%	-26%
Melamine ²	-100%	-100%
Urea/AdBlue [®]	+33%	+40%
High purity sulfuric acid	-13%	-12%
Nitric acid products	+71%	+83%
Total Basic Chemicals^{3,4}	-2% (+26%)	+1% (+30%)
Total Segment³	-13% (+1%)	-10% (+4%)

1. TEPIC, Environmental related products, and FINEOXOCOL account for 85% of total Fine Chemicals sales (1Q FY2023 Actual)

2. The production of melamine terminated in June 2022 and sales ended in December 2022 (see p19, Restructure based on Shutdown of Melamine Plant)

3. Growth rate in parentheses excludes melamine for both FY2022 Actual and FY2023 Actual.

4. Melamine, Urea/AdBlue[®], High purity sulfuric acid, and Nitric acid products account for 48% of total Basic Chemical sales (1Q FY2023 Actual)

【1Q】 Sales down ¥1.3 billion (melamine sales down ¥1.4 billion), OP down ¥0.8 billion

(¥billion)

	1Q FY2022 Actual	1Q FY2023 Actual	YOY Change
Sales	10.4	9.1	-1.3
Fine Chemicals	4.2	3.0	-1.2
Basic Chemicals	6.2	6.1	-0.1
OP	1.7	0.9	-0.8

【1Q】 Sales down, OP down

TEPIC for general applications Sales down (demand decrease)

TEPIC for electronic materials Sales down

Environmental related products Sales up

FINEOXOCOL Sales down

Feedstock and raw materials cost up

Fine
Chemicals

【1Q】 Sales down, OP flat

Melamine Sales down (end of sales)

Urea/AdBlue® Sales up (shutdown of melamine plant, price up)

High purity sulfuric acid Sales down

Nitric acid products Sales up (volume & price up)
(nitric acid plant troubles in FY2022)

Feedstock and raw materials cost up

Basic
Chemicals

【1Q】 Sales below target ¥0.3 billion, OP in line with target

(¥billion)

	1Q FY2023 Outlook	1Q FY2023 Actual	vs. Outlook
Sales	9.4	9.1	-0.3
Fine Chemicals	3.1	3.0	-0.1
Basic Chemicals	6.3	6.1	-0.2
OP	0.9	0.9	0.0

【1Q】 Sales below target, OP below target

Fine
Chemicals

TEPIC for
general applications

Sales below target (volume down)

TEPIC for
electronic materials

Sales above target

Environmental
related products

Sales in line with target

FINEOXOCOL

Sales below target

【1Q】 Sales below target, OP above target

Basic
Chemicals

Urea/AdBlue®

Sales below target

High purity
sulfuric acid

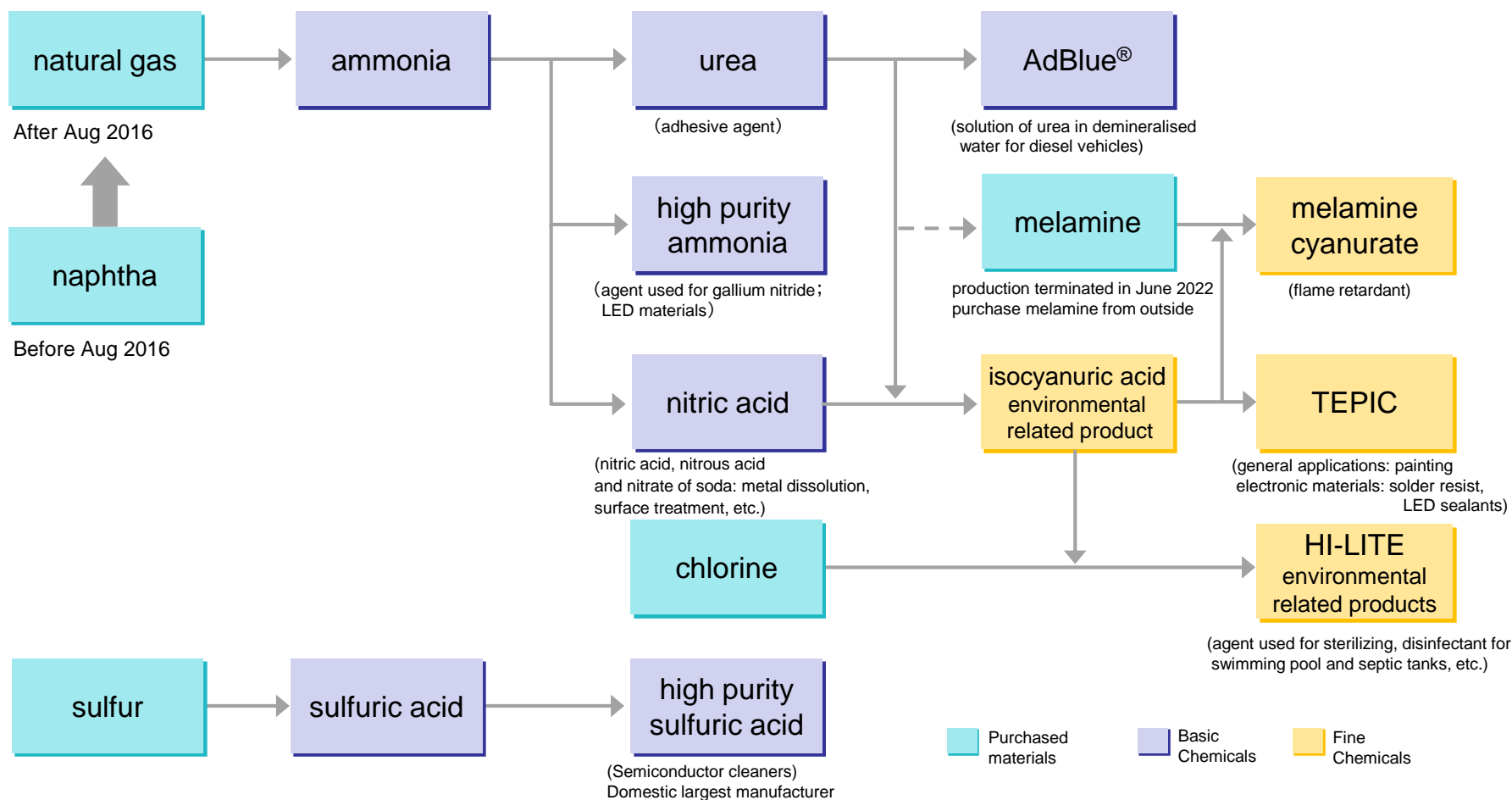
Sales in line with target

Nitric acid
products

Sales below target

Feedstock and raw materials cost below expectations

- Core products are ammonia related products and sulfuric acid related products
- FY2022 ammonia domestic production capacity share 11%
- Focus on high value-added products, such as high purity sulfuric acid and TEPIC, instead of pursuing scale



Restructure based on Shutdown of Melamine Plant

- As announced in August 2021, the production of melamine terminated in June 2022 and sales ended in December 2022
- We will concentrate its management resources on high value-added products and products with a high market share

1. Sales・OP distribution (Total FY2018-2021)

(¥billion)

	Sales	OP	Main products
Ammonia-related products	92.5(66%)	1.9(20%)	ammonia, urea/AdBlue®, high purity ammonia, melamine, nitric acid, isocyanuric acid, Hi-LITE, TEPIC, melamine cyanurate
Sulfuric acid-related products	47.0(34%)	7.7(80%)	sulfuric acid, purified sulfuric acid, high purity sulfuric acid
Others			FINEOXOCOL etc.
Total Chemicals	139.5(100%)	9.6(100%)	

*Among ammonia-related products, melamine has the highest sales but is in the red
 *Total profit of ammonia-related products other than melamine is in the black

2. Current status and prospects of melamine

Unlikely to secure stable profits in mid-long term, and to expect profit expansion by new investments

- World production capacity is twice of demand (our estimate)
- Domestic production capacity (2 companies including Nissan Chemical) is 3 times of demand (our estimate)
- Prices were on recovery trend from 2H FY2021 to 1Q FY2022, but sharply dropped afterward.

Always unstable due to cheaper Chinese products (Chinese production capacity accounts for about 70% of the world)

3. Actions to be taken

- (1) Melamine: (A) stop production permanently in June 2022, (B) end sales when inventory eliminated
- (2) Expand sales of Chemicals segment by concentrating on high value and high share products
- (3) Reassign melamine plant operators in Toyama plant
- (4) Continue to sell melamine derivatives by purchasing melamine as raw materials

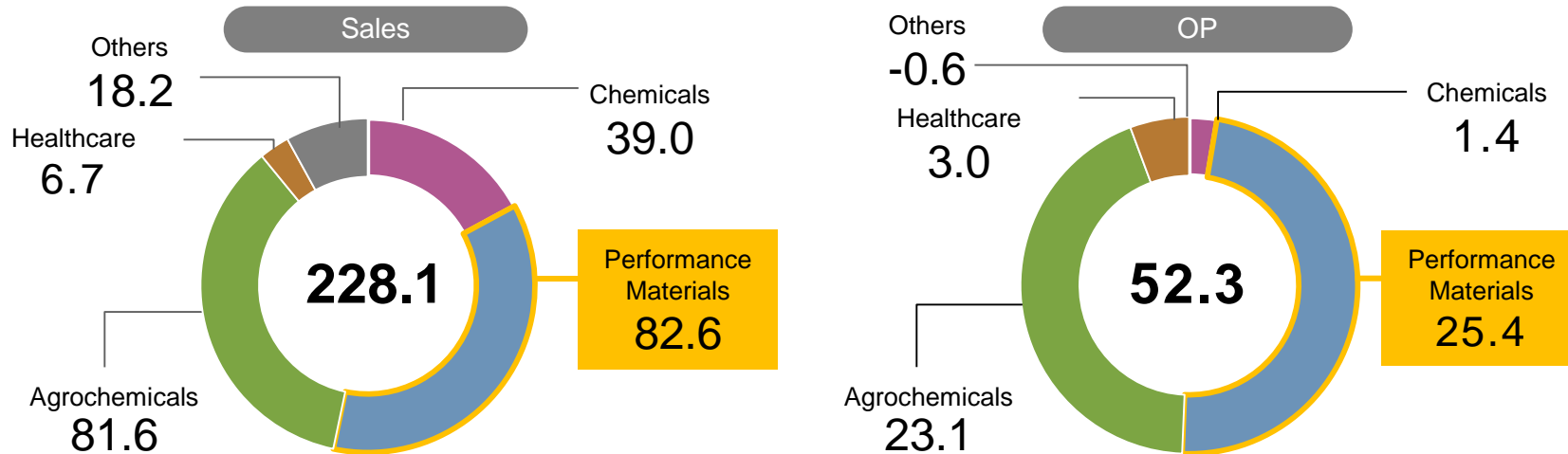
4. Restructuring costs

Melamine plant shutdown related costs (extraordinary losses of 1.79 billion yen) were compensated by gain on sales of investment securities (recorded in 2Q FY2021)

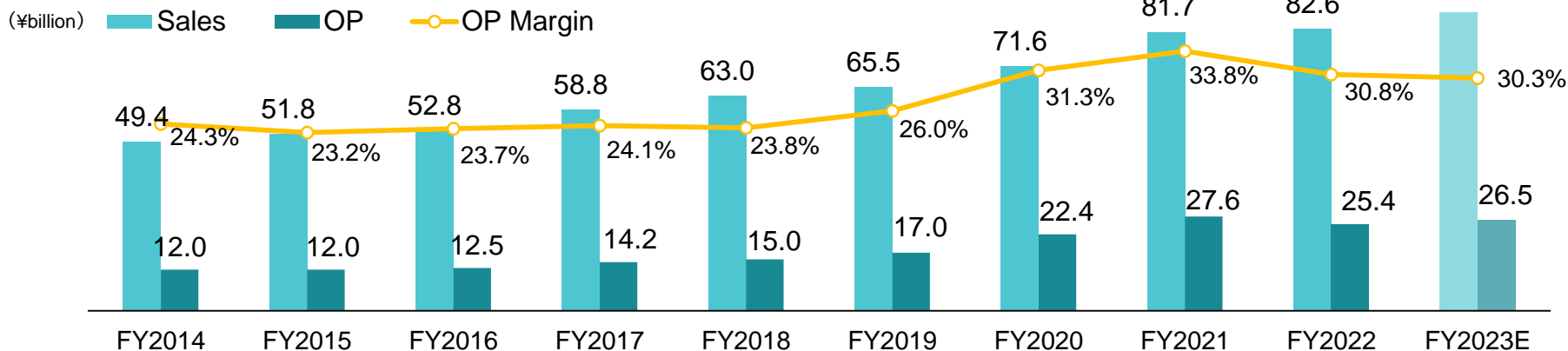
5. ESG

By shutdown of melamine, 26,000 GHG (t-CO₂) or equivalent to about 7% of FY2018 GHG (see p40) estimated to be reduced

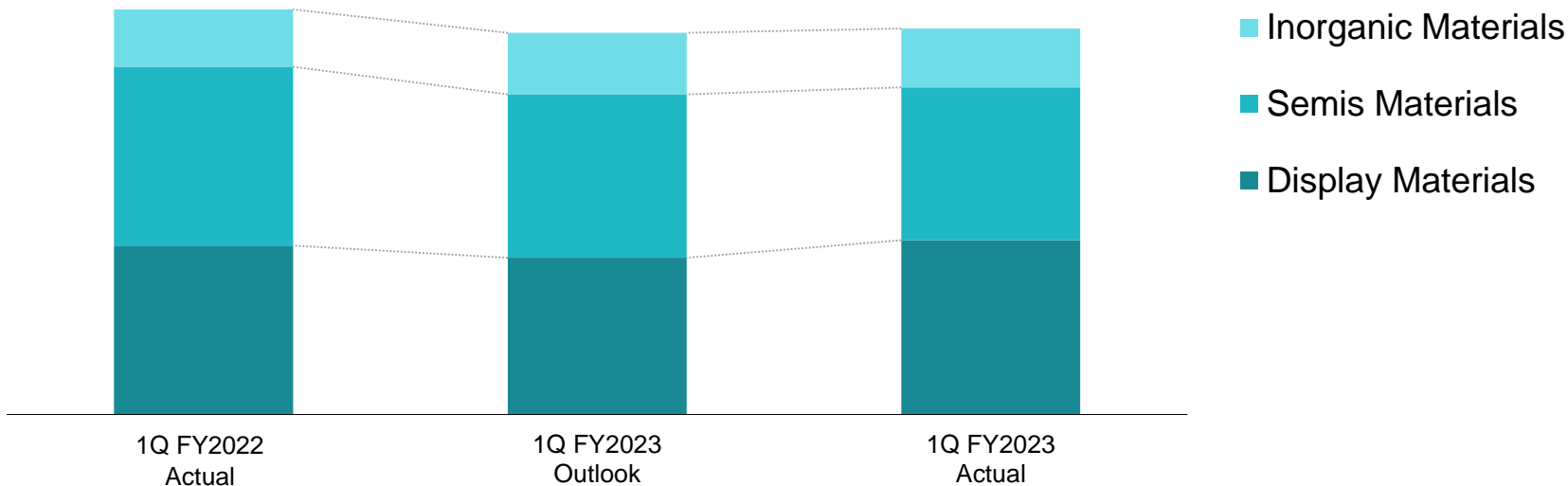
FY2022 Actual by Segment (¥billion)



Performance Materials – Recent Financial Performance¹



1. Organizational changes were implemented in April 2022. FY2014-2020 Actual figures are based on old segmentation. FY2021 actual has been revised to reflect organizational changes in April 2022 (see p58, p59)



Main Products

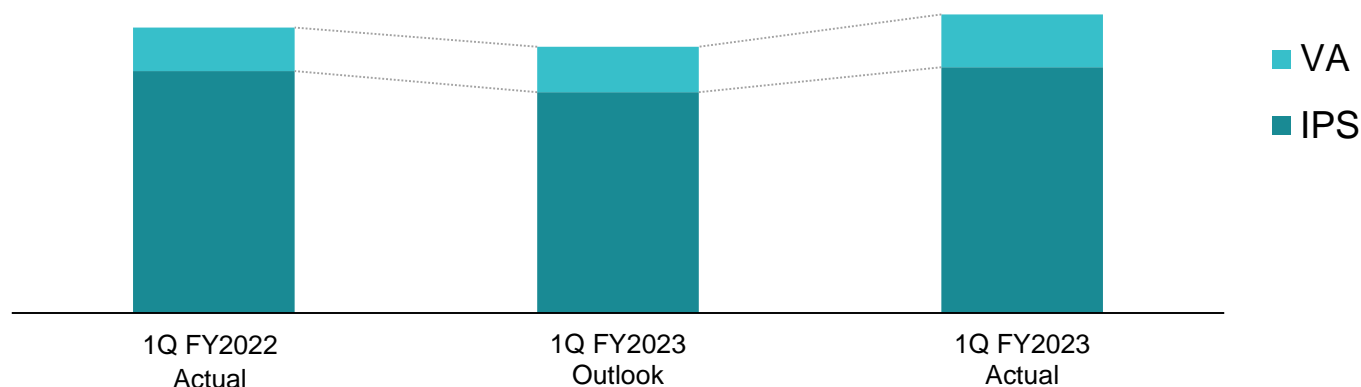
Display Materials		Semis Materials		Inorganic Materials	
SUNEVER	LCD alignment coating	ARC®	Bottom anti-reflective coating for semis	SNOWTEX	Silica sol for polishing materials (silicon wafer, compound semiconductors, semiconductors CMP and etc.) and non-polishing materials (special steel sheet and etc.)
		Multi layer process materials	Multi layer process materials for Semis (OptiStack®)	Organo/Monomer Sol	Film surface treatment for electronic devices, resin additive
		EUV materials	EUV process materials	Oilfield materials	For enhancing oil recovery

- DP Materials: 【1Q】Sales YOY +3%, Sales above target
- Semis Materials: 【1Q】Sales YOY -15%, Sales below target
- Inorganic Materials: 【1Q】Sales YOY +3%, Sales below target

Main Products	1Q FY2023 Actual	1Q FY2023 Outlook
	YOY Change	YOY Change
SUNEVER	+4%	-7%
Total Display Materials	+3%	-7%
ARC®	-18%	-11%
Multi layer process materials	-15%	-4%
EUV materials ¹	+15%	-6%
Total Semis Materials	-15%	-9%
SNOWTEX	0%	+7%
Organo/Monomer Sol	-7%	+18%
Oilfield Materials	+49%	+21%
Total Inorganic Materials	+3%	+8%
Total Segment	-4%	-6%

1. EUV materials: Total of Under Layer and Si-HM for EUV

- 1Q: SUNEVER sales YOY +4%, sales above target
- The shift from other modes (rubbing IPS, etc.) to photo IPS is progressing steadily.



Main Applications

- VA (Vertical Alignment) TV
- IPS (In-Plane Switching) Smartphone, Tablet, PC, Monitor, Automobile

Sales Growth Rate by Mode

	1Q FY2023 Actual	
	YOY Change	vs. Outlook
VA	Up(+20 ~ +29%)	Above
IPS	Up(+0 ~ +9%)	Above
Total SUNEVER (including TN ¹)	+4%	Above

1. TN (Twisted Nematic) main applications is PC, Monitor

【1Q】Sales down ¥1.0 billion, OP down ¥1.4 billion, Fixed cost up ¥0.8 billion in total

(¥billion)

	1Q FY2022 Actual	1Q FY2023 Actual	YOY Change
Sales	21.8	20.8	-1.0
OP	7.9	6.5	-1.4

【1Q】 Sales up, OP down

Display Materials

- Photo IPS Sales up (smartphone, large monitor, and automobile up)
- Rubbing IPS Sales flat
- VA Sales up (partly market share up)

Fixed cost up ¥0.1 billion

【1Q】 Sales down, OP down

Semis Materials

- ARC® Sales down
- Multi layer process materials Sales down
- EUV materials Sales up (EUV Under Layer: sales up due to increased customer production)

Fixed cost up ¥0.6 billion

【1Q】 Sales up, OP up

Inorganic Materials

- SNOWTEX Sales flat (non-polishing up, polishing down)
- Organo/Monomer Sol Sales down
- Oilfield materials Sales up

Fixed cost up ¥0.1 billion

1Q FY2023 Financial Results Compared to Outlook

[1Q] Sales above target ¥0.3 billion, OP below target ¥0.1 billion,
Fixed cost below expectations ¥0.1 billion in total

(¥billion)

	1Q FY2023 Outlook	1Q FY2023 Actual	vs. Outlook
Sales	20.5	20.8	+0.3
OP	6.6	6.5	-0.1

Display Materials **[1Q] Sales above target, OP above target**

Display Materials

Photo IPS

Sales above target (smartphone and large monitor above target)

Rubbing IPS

Sales above target

VA

Sales above target

Semis Materials **[1Q] Sales below target, OP below target**

Semis Materials

ARC®

Sales below target

Multi layer process materials

Sales below target

EUV materials

Sales above target

Fixed cost below expectation ¥0.1 billion

Inorganic Materials

Inorganic Materials **[1Q] Sales below target, OP below target**

SNOWTEX

Sales below target
(non-polishing and polishing below target)

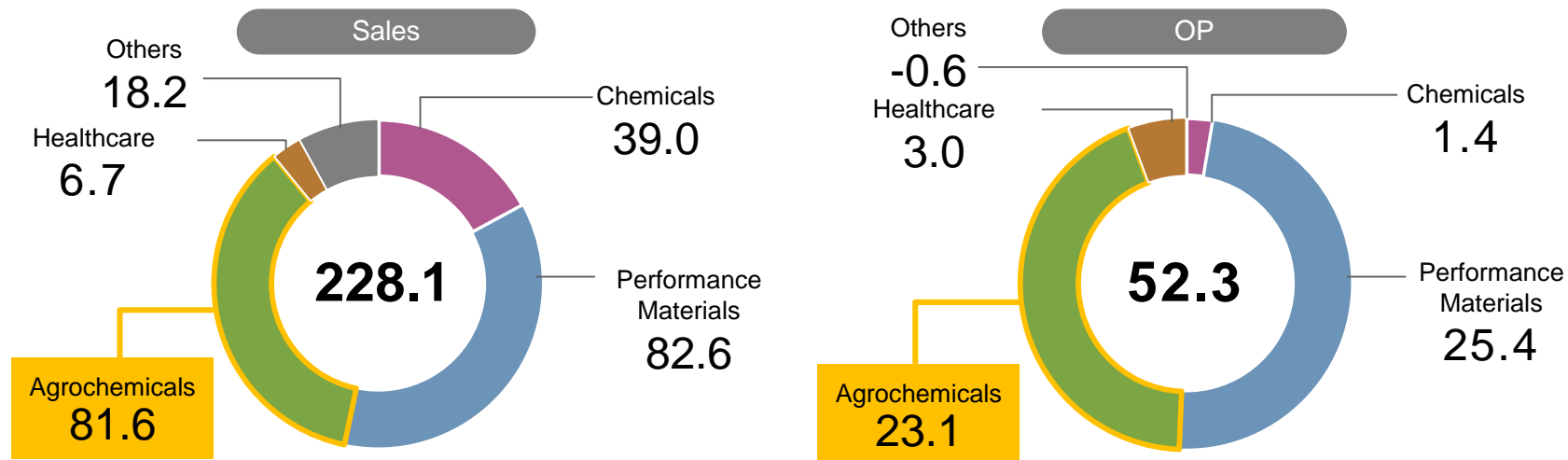
Organo/Monomer Sol

Sales below target

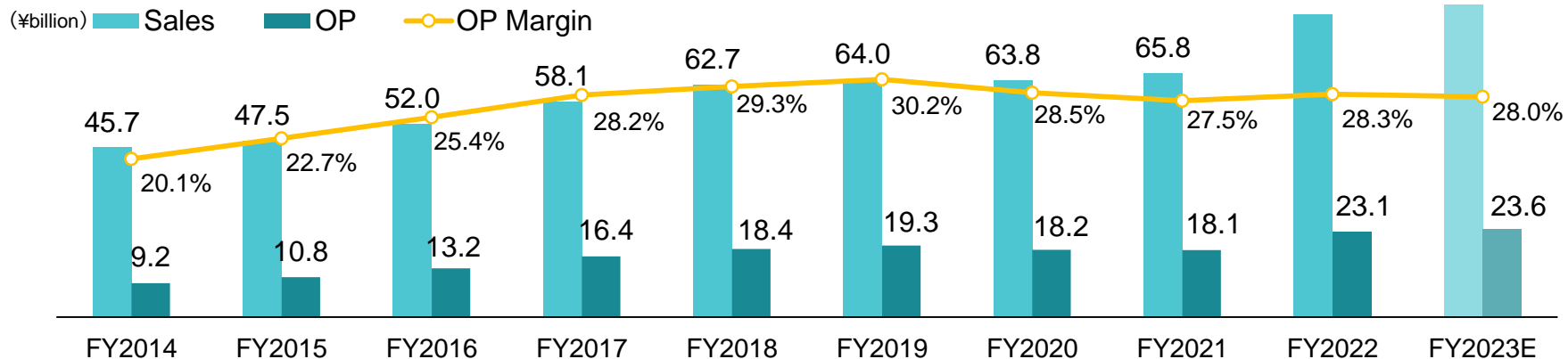
Oilfield materials

Sales above target

FY2022 Actual by Segment (¥billion)



Agrochemicals – Recent Financial Performance¹



1. Organizational changes was implemented in April 2022. FY2014-2020 Actual figures are based on old segmentation. FY2021 actual has been revised to reflect organizational changes in April 2022 (see p58, p59)

■ **【1Q】 Sales YOY -5%, Sales below target**

Main Products (Agro: in order of FY2022 Sales amount)		Types	1Q FY2023 Actual	1Q FY2023 Outlook
			YOY	YOY
Agro	ROUNDUP ¹	Herbicide	-14%	+2%
	ALTAIR	Herbicide	-7%	+12%
	TARGA	Herbicide	+10%	-17%
	LEIMAY	Fungicide	-60%	-46%
	GRACIA	Insecticide	+87%	+58%
	DITHANE	Fungicide	-21%	-23%
	PERMIT	Herbicide	+9%	-4%
Animal Health	Fluralaner	Animal Health products	-4%	-3%
Total Segment²		-	-5%	-3%

Reference

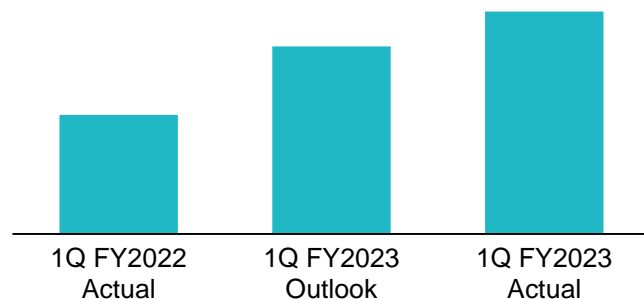
- No.1 in the domestic agrochemicals sales ranking (Oct 2020- Sep 2021)

[ROUNDUP Business Briefing](#) (January 22, 2020)

[Agrochemicals Business Briefing](#) (September 28, 2022)

1. ROUNDUP AL for general household account for 33% of total ROUNDUP sales (1Q FY2023 Actual)
2. Total segment sales YOY include discount

GRACIA Sales



Reference

FY2022 Presentation Materials (announced on May 15, 2023)
Part2 p35 GRACIA Sales Growth forecast

【1Q】Sales down ¥0.9 billion, OP down ¥0.2 billion, Fixed cost up ¥0.2 billion

(¥billion)

	1Q FY2022 Actual	1Q FY2023 Actual	YOY Change
Sales	19.7	18.8	-0.9
OP	6.8	6.6	-0.2

Main products	ROUNDUP(Herbicide)	Sales down (ML&AL: volume down due to unfavorable weather)
	ALTAIR(Herbicide)	Sales down (domestic: volume down due to increase of distribution inventory)
	TARGA(Herbicide)	Sales up (export: good sales in Europe)
	LEIMAY(Fungicide)	Sales down (export: sales down due to shipment skewed to 1Q in FY2022)
	GRACIA(Insecticide)	Sales up (export: sales expansion in Asia)
	DITHANE(Fungicide)	Sales down (export: sales down due to shipment shifted from FY2021 to 1Q FY2022)
	PERMIT(Herbicide)	Sales up
	Fluralaner(Animal health product)	Sales down (API: shipment shifted from FY2021 to FY2022, royalties: up)

【1Q】 Sales below target ¥0.4 billion, OP in line with target,
Fixed cost below expectations ¥0.4 billion

(¥billion)

	1Q FY2023 Outlook	1Q FY2023 Actual	vs. Outlook
Sales	19.2	18.8	-0.4
OP	6.6	6.6	0.0

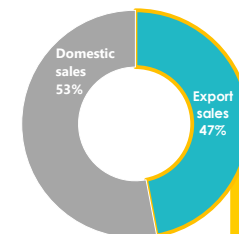
Main products	ROUNDUP(Herbicide)	Sales below target (ML&AL: volume down due to unfavorable weather)
	ALTAIR(Herbicide)	Sales below target (domestic: volume down due to increase of distribution inventory)
	TARGA(Herbicide)	Sales above target (export: good sales in Europe)
	LEIMAY(Fungicide)	Sales below target
	GRACIA(Insecticide)	Sales above target (domestic: sales up due to shipment shifted from 2Q to 1Q FY2023)
	DITHANE(Fungicide)	Sales above target
	PERMIT(Herbicide)	Sales above target
	Fluralaner(Animal health product)	Sales in line with target

Launch	Products	Application	Product development type	Notes
2002	ROUNDUP	Herbicide	Acquired	Acquired domestic business from Monsanto, continuing to grow
2008	LEIMAY	Fungicide	In-house	
2008	STARMITE	Insecticide	In-house	
2009	PULSOR (THIFLUZAMIDE)	Fungicide	Acquired	Acquired world business from Dow
2009	PREVATHON	Insecticide	Licensed-in	Licensed from DuPont
2010	ROUNDUP AL	Herbicide	In-house	For general household shower-type herbicide market, launched ROUNDUP AL II in FY2016 and AL III in FY2017, growing sharply
2011	ALTAIR	Herbicide	In-house	Launched in Korea in FY2011 and in Japan in FY2012
2013	Fluralaner	Animal health product	In-house	Started to be supplied to MSD ¹ in July as scheduled
2014	BRAVECTO ^{®2}	Veterinary medical product for companion animals	-	Launched in several countries in EU in April 2014, in the USA in June 2014 and in Japan in July 2015
2015	TREFANOCIDE	Herbicide	Licensed-in	Acquired by Gowan from Dow, exclusive sales right in Japan transferred to Nissan Chemical
2017	NEXTER	Fungicide	Licensed-in	Licensed from Syngenta
2017	TRANSFORM [™] / EXCEED [™] / VIRESCO [™]	Insecticide	Licensed-in	Licensed from Dow
2017	EXZOLT ^{®2}	Veterinary medical product for poultry	-	Launched in EU in September for poultry red mites by MSD
2018	GRACIA	Insecticide	In-house	Effective against a wide range of serious pests, having less negative impact on honeybees. Launched in Korea in FY2018, in Japan in FY2019, and in India and Indonesia in FY2021 (expected peak sales ¥10.0 billion)
2019	QUINTEC (QUINOXYFEN)	Fungicide	Acquired	Acquired world business from Corteva. Protective fungicide highly effective in controlling powdery mildew in fruits and vegetables
2020	DITHANE (MANCOZEB)	Fungicide	Acquired	Acquired Japan and Korea business from Corteva in December 2020. Protective fungicide with significant efficacy against various plant diseases in fruits and vegetables
2024	NC-653 (DIMESULFAZET)	Herbicide	In-house	Effective against resistant weeds, having excellent safety to rice (expected peak sales ¥3.5 billion)
2025	NC-520	Insecticide	Joint development	Insecticide for paddy rice co-developed with other companies. Highly effective against planthoppers (expected peak sales ¥2.5 billion including mixture products)
2027	NC-656 (IPTRIAZOPYRID)	Herbicide	In-house	Our first foliar application rice herbicide with excellent efficacy against resistant grass weeds (expected peak sales ¥10.0 billion)

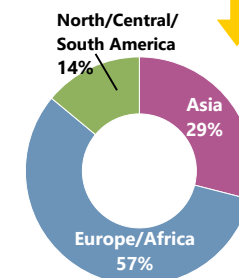
Existing products

New products - Pipeline

Export ratio of agrochemicals business (FY2022 Actual)³



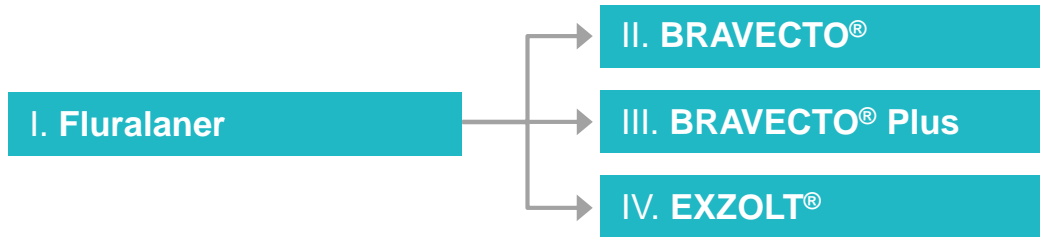
- Distribution by Region



Expected peak sales of new products
¥31.0 billion

1. MSD: MSD Animal Health, the global animal health business unit of Merck 2. BRAVECTO[®], EXZOLT[®]: the product names developed by MSD, containing the active substance Fluralaner
 3. Including Fluralaner

- BRAVECTO® series and EXZOLT®, which contains the active pharmaceutical ingredient of Fluralaner invented by Nissan Chemical, are currently available in more than 100 countries.
- BRAVECTO®'s greatest feature is its effectiveness, which lasts up to 12 weeks (existing products last up to about 1 month)



I. Fluralaner

- Invented by Nissan Chemical and supplied to MSD¹ as the active pharmaceutical ingredient of BRAVECTO® and EXZOLT®
- Currently, BRAVECTO® series and EXZOLT® are available in more than 100 countries
- Compound patent
 - Fluralaner's compound patent expires in March 2025, but many countries have a patent term extension system
 - Some EU countries including UK, France, Germany – already extended to February 2029
 - USA, etc. – applications under examination

II. BRAVECTO®

- Developed and launched by MSD
- Veterinary medical products providing 12 weeks² of continuous protection for dogs and cats against fleas and ticks with immediate effect, nearly 3 times longer than any monthly products in the market.
- Chewable tablet for dogs
 - April 2014 EU, June 2014 USA, July 2015 Japan, July 2019 China
 - July 2020 monthly chews for puppies in USA
- Spot-on solution for dogs and cats
 - for cats: July 2016 EU, December 2016 USA, June 2018 Japan
 - for dogs: January 2017 USA and EU, January 2021 Japan

III. BRAVECTO® Plus

- A broad-spectrum combination spot-on solution for cats to treat internal and external parasite infestations
 - July 2018 EU, December 2019 USA, January 2021 Japan

IV. EXZOLT®

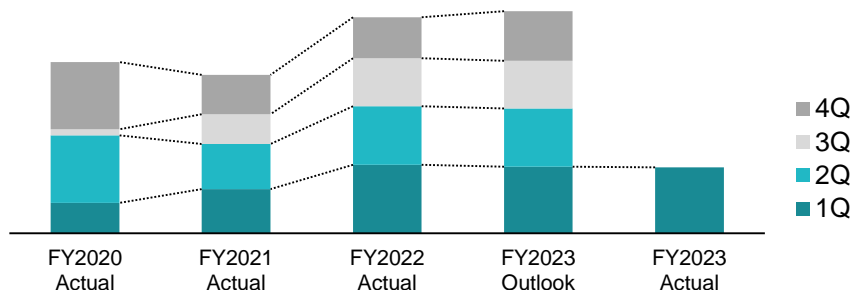
- A poultry medicine against red mite launched by MSD (administered via drinking water)
 - September 2017 EU, thereafter, Korea and Middle East etc., July 2021 Japan
- A cattle medicine
 - September 2022 launched in Brazil, April 2023 launched in Mexico,
- A sheep medicine
 - March 2023 approved in Australia

1. MSD: MSD Animal Health, the global animal health business unit of Merck 2. 8 weeks for *Rhipicephalus sanguineus* ticks

Nissan Chemical's Revenues are Consisted from Following Two Factors

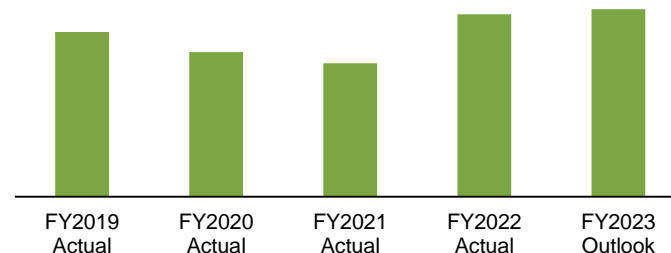
- Sales of Fluralaner to MSD as API¹ of BRAVECTO[®] and EXZOLT[®] products
 - Running royalties received from MSD
1. API: Active Pharmaceutical Ingredient

FY2020-FY2023 Fluralaner Quarterly Sales (including royalties)



Royalties revenue used to be recognized in 2Q and 4Q until FY2020. Due to changes in accounting policies, it has been recognized in each quarter since FY2021 (see p57).

FY2019-FY2023 Fluralaner Sales Image (including royalties)



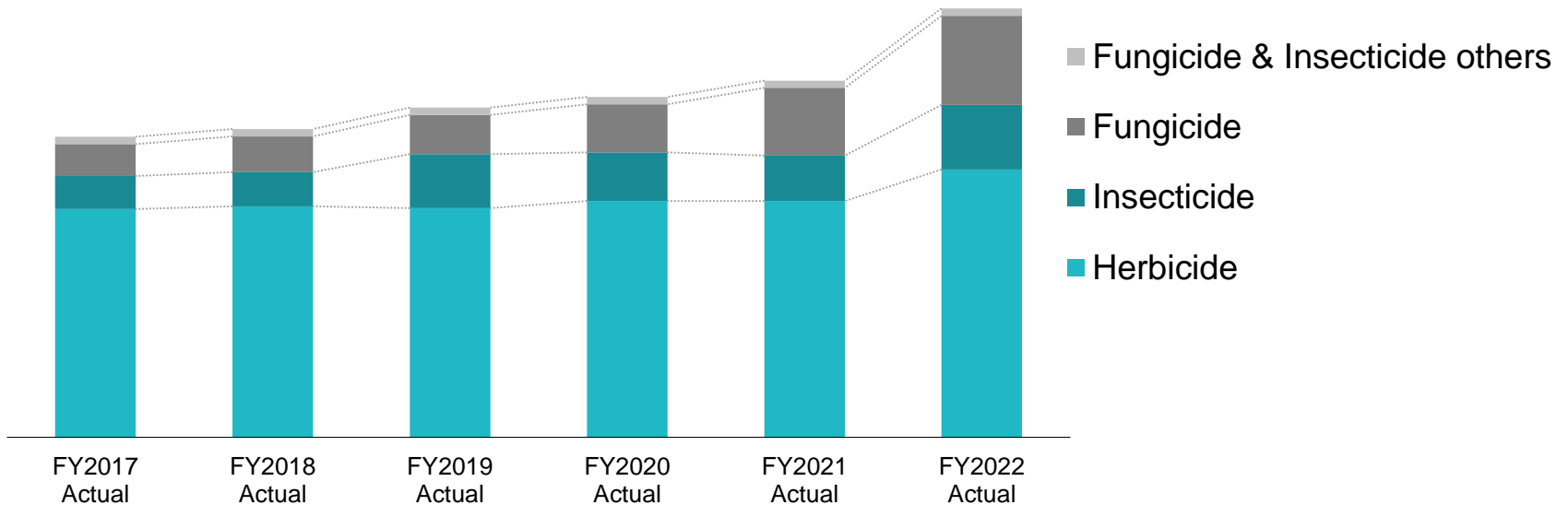
- Inventory adjustments for Fluralaner were completed in FY2021.
- A large sales increase in FY2022 due to the shipments shifted from FY2021 to FY2022 and JPY depreciation. Actual exchange rate is ¥136/\$.
- Assumed exchange rate for FY2023 is ¥128/\$.

BRAVECTO[®] series and EXZOLT[®] R&D

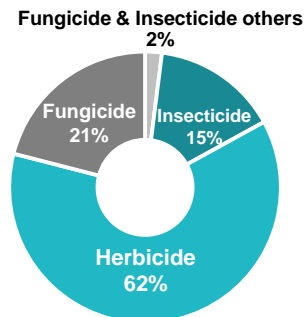
- MSD is developing several pipeline products which contain the API of Fluralaner (including new types of BRAVECTO[®] for pets)
 - May 2023, BRAVECTO Quantum[™] injectable solution for dogs was approved in AUS (feature: providing 12 months¹ of continuous protection)
1. 11 months for *Rhipicephalus sanguineus* ticks

Expand product portfolio through sales expansion of existing products, launching in-house developed products, acquisition and introduction of pesticides

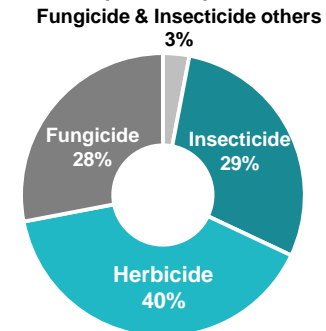
Nissan Chemical Sales Trend



Nissan Chemical Sales Distribution (FY2022)



Total Global Market Distribution (CY2021)



- New API production site to ensure a stable global supply and reduce manufacturing costs
- Completed establishment as planned, NBR is added as a consolidated subsidiary from FY2022.
- Started commercial operation (March 2023)

Nissan Bharat Rasayan Private Limited (NBR)

Head Office	Gurgaon, Haryana (near New Delhi)
Plant Location	Newly built in Saykha, Gujarat (land leased by Gujarat Industrial Development Corporation)
Opening of Business	April 1, 2020
Business	Manufacturing active ingredients of agrochemicals (GRACIA, LEIMAY, etc.) and exporting them to Nissan Chemical
Number of Operators	About 120 (as of April 1, 2023)
Plant Operating	Started from 4Q FY2022
Shareholders	Nissan Chemical 70%, Bharat Rasayan Ltd (BRL)30%
Board of Directors	Nissan Chemical 5, BRL 2, Independent 1, Total 8

Bharat Rasayan Ltd (BRL)

Foundation	1989 (one of major Indian agrochemical companies)
Listing	National Stock Exchange of India(NSE), Bombay Stock Exchange (BSE)
Major Shareholders	Founders families including Sat Narain Gupta, Chairman 74.99%
2022 PL	Sales INR 12,343 million, Net Income after Taxes INR 1,246 million
Plant Location	2 plants: (A) Dahej, Gujarat (B) Rohtak, Haryana
Relationship with Nissan Chemical	BRL manufactures active ingredients and intermediates of Nissan Chemical's products. Bharat Certis Agriscience, a related company of Bharat group, distributes certain Nissan Chemical's products(TARGA, PULSOR, PERMIT) in India

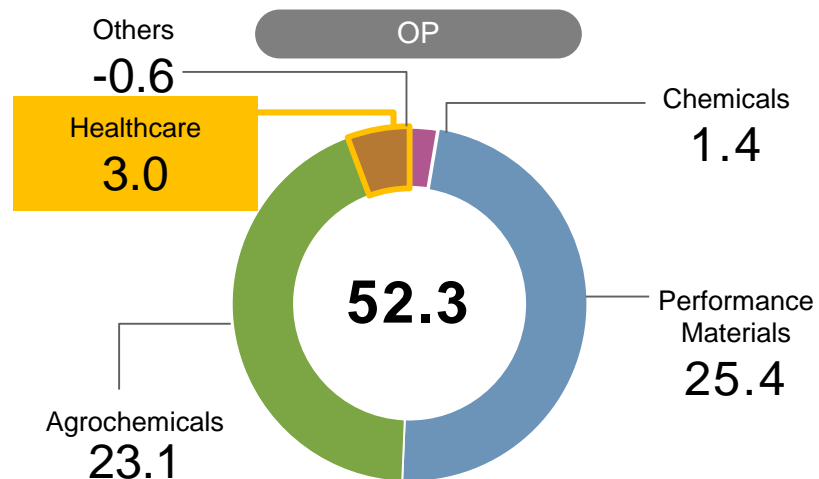
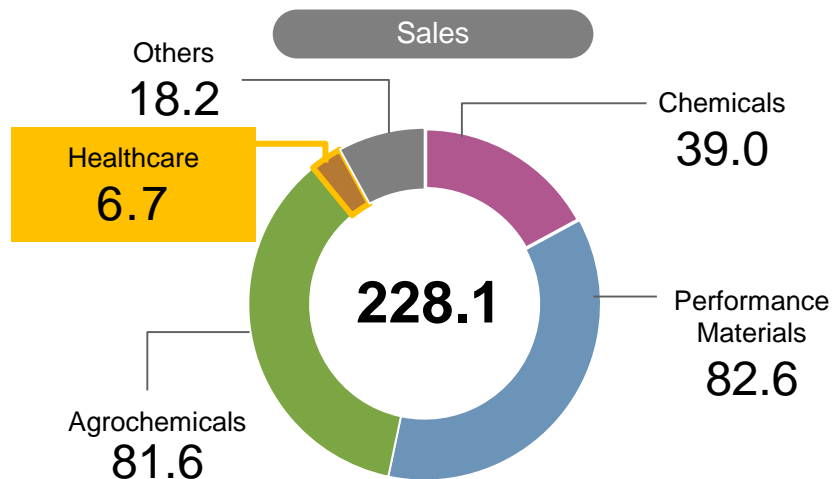
Funding Plan (as of May 2022)

(¥billion)			
Plant	6.0	Capital	2.3
Working capital and others	2.8	Borrowings provided by Nissan Chemical	6.5
Total required funds	8.8	Total funding plan	8.8

Advantages to Nissan Chemical

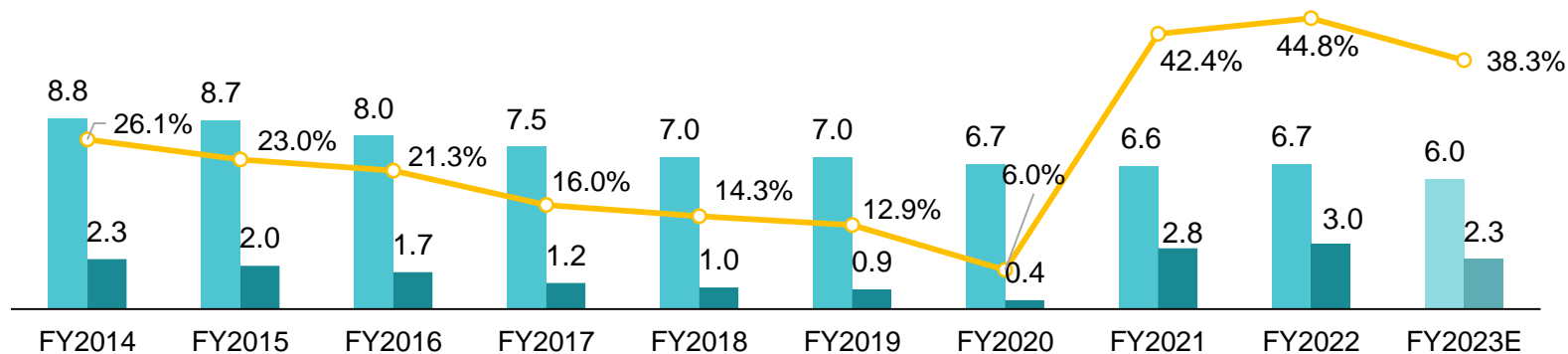
- Reliable and experienced local partner
- Diversify and secure sources of active ingredients and decrease materials shortage risks
- Lower production costs compared to plants in Japan
- Readily available plant site (official approval process for land lease already completed)
- Much less management and financial risks compared to M&A of an existing local company

FY2022 Actual by Segment (¥billion)



Healthcare – Recent Financial Performance¹

(¥billion) Sales OP OP Margin



1. Organizational changes was implemented in April 2022. FY2014-2020 Actual figures are based on old segmentation. FY2021 actual has been revised to reflect organizational changes in April 2022 (see p58, p59)

LIVALO

Anti-hyperlipidemia drug launched by Kowa in 2003. Currently sold in more than 30 countries around the world.

Sales	FY2020 Actual ²	FY2021 Actual	FY2022 Actual	FY2023 Outlook
API Sales YoY Change	-30%	-17%	0%	-7%
Domestic YoY Change	+6%	+30%	-17%	-29%
Export YoY Change	-35%	-28%	+7%	-1%
Change from FY2012 ¹	-73%	-78%	-78%	-79%

1. August 2013, domestic compound patent expired. LIVALO sales(domestic and export total) peaked in FY2012. 2. August 2020, market exclusivity expired in EU

Custom Chemicals

- Custom manufacturing and solution proposal business for new drug pharmaceutical ingredients and intermediates from pre-clinical to commercial production stages
- In addition, focusing on obtaining new contracts mainly for high potent and high-valued added GE API products

■ High-valued added GE API products

Launch	API	Indication
2016	Maxacalcitol	Psoriasis vulgaris / Secondary hyperparathyroidism
2017	Eldecacitol	Osteoporosis

■ Custom Chemicals Sales Growth (FY2014-2023)

FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023 Outlook
1.8	2.3	2.4	2.5	2.6	2.9	3.8	4.2	4.3	3.8

(¥billion)

【1Q】Sales up ¥0.30 billion, OP up ¥0.33 billion

(¥billion)

	1Q FY2022 Actual	1Q FY2023 Actual	YOY Change
Sales	1.65	1.95	+0.30
Healthcare	0.83	0.61	-0.22
Custom Chemicals	0.82	1.34	+0.52
OP	0.76	1.09	+0.33
Healthcare	0.39	0.28	-0.11
Custom Chemicals	0.37	0.81	+0.44

1. Figures in p12, p13, p55, p56 may not match the numbers on this page due to rounding

【1Q】Sales down, OP down

Healthcare

LIVALO

Sales down (domestic & export down)

【1Q】Sales up, OP up

Custom
Chemicals

Sales up due to shipment skewed to 1Q in FY2023

1Q FY2023 Financial Results Compared to Outlook

【1Q】Sales above target ¥0.07 billion, OP above target ¥0.12 billion

(¥billion)

	1Q FY2023 Outlook	1Q FY2023 Actual	vs. Outlook
Sales	1.88	1.95	+0.07
Healthcare	0.61	0.61	0.00
Custom Chemicals	1.27	1.34	+0.07
OP	0.97	1.09	+0.12
Healthcare	0.27	0.28	+0.01
Custom Chemicals	0.70	0.81	+0.11

1. Figures in p12, p13, p55, p56 may not match the numbers on this page due to rounding

【1Q】Sales & OP in line with target

Healthcare

LIVALO

Sales in line with target
(domestic above target, export below target)

【1Q】Sales & OP above target

Custom
Chemicals

Generic APIs above target

Contents

01

1Q FY2023 Financial Results

P3

02

Segment Performance

P11

03

ESG Topics

P39

04

Appendix

P44

E

(Environment)

S

(Social)

- April 2021 Announced its Diversity Statement and Diversity Vision
- May 2022 Decided to work on realization of carbon neutrality by 2050
Established new long-term target for reducing greenhouse gas (GHG) emissions(see p43)
- June 2022 Reduced GHG emissions by melamine production stop (26,000 tons, equivalent to about 7% of FY2018)
- June 2022 Established Climate Change Committee
- October 2022 Published “[Integrated Report 2022](#)”

G

(Governance)

- April 2019 Established Nomination and Remuneration Advisory Committee as an optional advisory body of the Board of Directors
- June 2019 Introduced a performance-linked stock compensation plan called a Board Benefit Trust for Board of Directors, etc.
- June 2022 Announced incorporating ESG indicators into the officers’ remuneration system
(65% base remuneration, 28% performance-related remuneration, 7% remuneration in stock.
Out of the 28% performance-related remuneration, 90% is profit-linked and 10% is ESG-linked.)
- June 2023 Two female Outside Directors appointed, as a result, the Board of Directors includes 4 Outside Directors out of 10
- June 2023 Updated and disclosed “[Corporate Governance Report](#)”

ESG Index and Third-party Recognition

Dow Jones Sustainability Asia Pacific Index

- December 2022 Selected as a constituent for 5 consecutive years



S&P/JPX Carbon Efficient Index

- March 2022 Selected as a constituent for 4 consecutive years



FTSE

- June 2023: Selected as a constituent of FTSE4Good Index Series, FTSE Blossom Japan Index for 4 consecutive years
- June 2023: Selected as a constituent of FTSE Blossom Japan Sector Relative for 2 consecutive years

1. FTSE Russell confirms that Nissan Chemical has been independently assessed according to the index criteria, and has satisfied the requirements to become a constituent of the FTSE Blossom Japan Sector Relative Index. The FTSE Blossom Japan Sector Relative Index is used by a wide variety of market participants to create and assess responsible investment funds and other products.



MSCI Japan Empowering Women (WIN) Select Index

- June 2023 Selected as a constituent for 4 consecutive years
- 2023 CONSTITUENT MSCI JAPAN EMPOWERING WOMEN INDEX (WIN)**

2. THE INCLUSION OF NISSAN CHEMICAL CORPORATION IN ANY MSCI INDEX, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT OR PROMOTION OF NISSAN CHEMICAL CORPORATION BY MSCI OR ANY OF ITS AFFILIATES. THE MSCI INDEXES ARE THE EXCLUSIVE PROPERTY OF MSCI. MSCI AND THE MSCI INDEX NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI OR ITS AFFILIATES.

Certified Health & Productivity Management Organization (White 500)

- March 2023 Acquired for 7 consecutive years



“Childcare Support Company” Kurumin

- January 2023 Acquired for 2 consecutive years



Highly Improved Integrated Report by the Domestic Equity Managers of GPIF

- February 2022 Selected as “Excellent Integrated Report” for 2 consecutive years
- February 2023 Selected as “Highly Improved Integrated Report”

Task Force on Climate-related Financial Disclosures (TCFD)

- August 2020 Announced its support for recommendations



GX League

- February 2023 Announced its support for recommendations
- April 2023 Announced its participation



Specified materiality that we should engage to realize corporate image of 2027.
Aim to have sustainable growth with society by promoting initiatives.

▶▶▶1

Provision of New Value for Helping to Enrich People's Lives

▶ Nissan Chemical Sustainable Agenda¹

Rate of total sales of products and services that contribute to solving social issues in consolidated net sales

Maintain at least 55%

1. A plan to pursue "what we can do for the future of the globe and human" by providing products and services that contribute to solving social issues

▶▶▶2

Strengthening of Nissan Chemical's Business Base

▶ Personnel retention and trainings

Positive response rate in survey of employee attitude

At least 65%

▶ Promote Diversity

Proportion of female researchers

At least 18%

▶▶▶3

Continuous Improvement of Responsible Care Activities

▶ GHG Emission Target

Reduced by **at least 30%** compared to FY2018

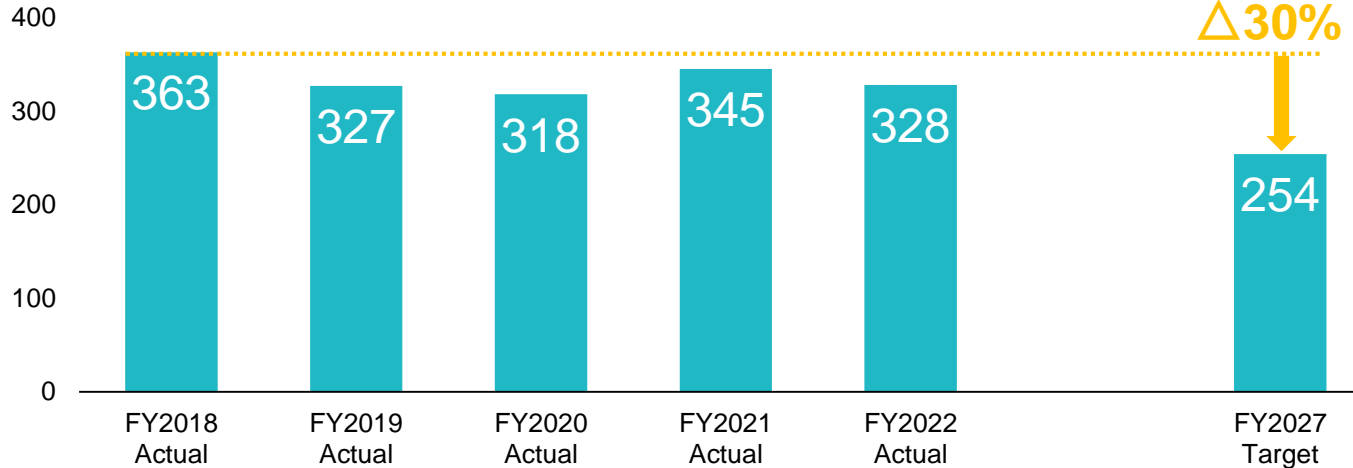
Our Materiality

Strengthening of Corporate Governance, Risk Management and Compliance

Reduction of GHG Emissions

- Focus on improving production technology and adopting renewable energy etc., in addition to conventional efforts, to achieve carbon neutrality by 2050
- GHG emissions target for FY2027: Reduce by at least 30% compared to FY2018 (SCOPE1+2)

(Thousands of tons of -CO₂)



Comparison of GHG emissions with general chemical manufacturers

(Thousands of tons -CO₂)

FY	2011	2018	2019	2020	2021
Nissan Chemical	448	363	327	318	345
Average of 4 major general chemical manufacturers (non-consolidated basis)	-	-	5,845	5,581	-

Initiatives in Mid-Term Plan Vista2027 (FY2022-2027)

- Zero N₂O emissions from nitric acid plants (Planned investment of 500 million yen, variable cost of 50 million yen/year)
- Melamine production shutdown
- Converting fuels at Onoda Plant
- Promoting reduction of GHG emissions through full-scale introduction of ICP
- Reduction of CFC equipment
- Upgrade to energy-efficient equipment

Contents

01

1Q FY2023 Financial Results

P3

02

Segment Performance

P11

03

ESG Topics

P39

● 04

Appendix

P44

Mid-Term Plan Vista2027 (FY2022-2027) announced in May 2022

Sales and Income Targets by Segment

(¥billion)

		FY2021 Actual ¹	FY2022 Actual	FY2023 Outlook	FY2024 Mid-Term Plan	FY2027 Mid-Term Plan	FY2024 vs. FY2021	FY2027 vs. FY2021
Chemicals	Sales	37.6	39.0	41.3	37.6	40.1	0.0	+2.5
	OP	3.8	1.4	3.2	3.5	3.9	-0.3	+0.1
Performance Materials	Sales	81.7	82.6	87.5	102.9	117.2	+21.2	+35.5
	OP	27.6	25.4	26.5	32.1	38.0	+4.5	+10.4
Agrochemicals	Sales	65.8	81.6	84.2	77.8	82.3	+12.0	+16.5
	OP	18.1	23.1	23.6	21.7	21.0	+3.6	+2.9
Healthcare	Sales	6.6	6.7	6.0	7.2	11.5	+0.6	+4.9
	OP	2.8	3.0	2.3	2.1	4.3	-0.7	+1.5
Trading, Others, Adjustment	Sales	16.3	18.2	18.3	29.5	33.9	+13.2	+17.6
	OP	-1.3	-0.6	-0.9	-0.9	-0.2	+0.4	+1.1
Planning and Development ²	Sales	0.0	0.0	0.0	1.3	4.4	+1.3	+4.4
	OP	-4.9	-5.5	-5.7	-4.7	-4.7	+0.2	+0.2
Total	Sales	208.0	228.1	237.3	255.0	285.0	+47.0	+77.0
	OP	51.0	52.3	54.7	58.5	67.0	+7.5	+16.0

1. FY2021 actual has been revised to reflect organizational changes in April 2022 (see p58, p59)

2. The figures of Planning and Development Division are internal figures of Trading, Others, Adjustment

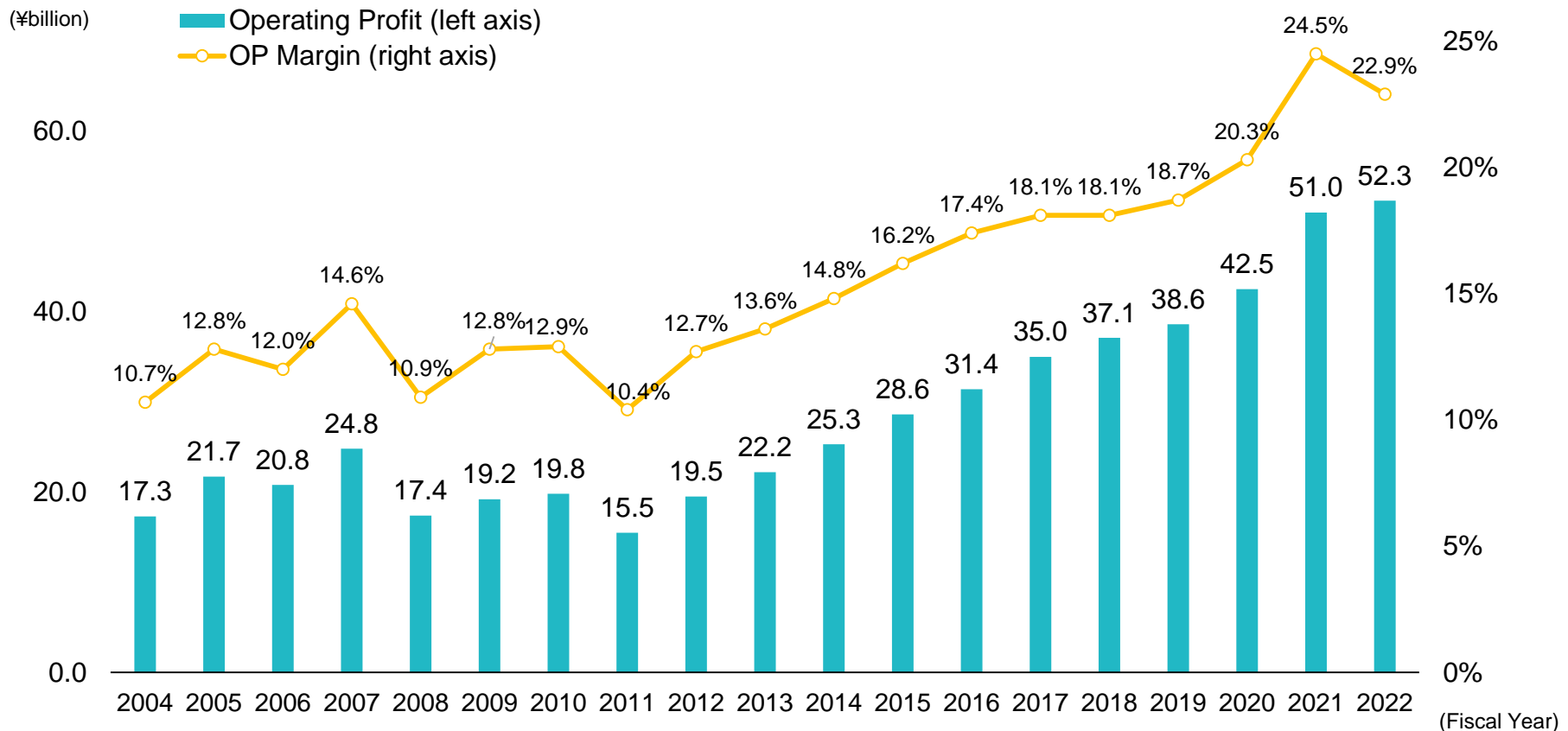
(¥billion)

Impact of organizational changes regarding Healthcare Div.

	FY2024	FY2027
R&D expenses (Impact of transfer to Planning and Development Division)	1.3	1.3

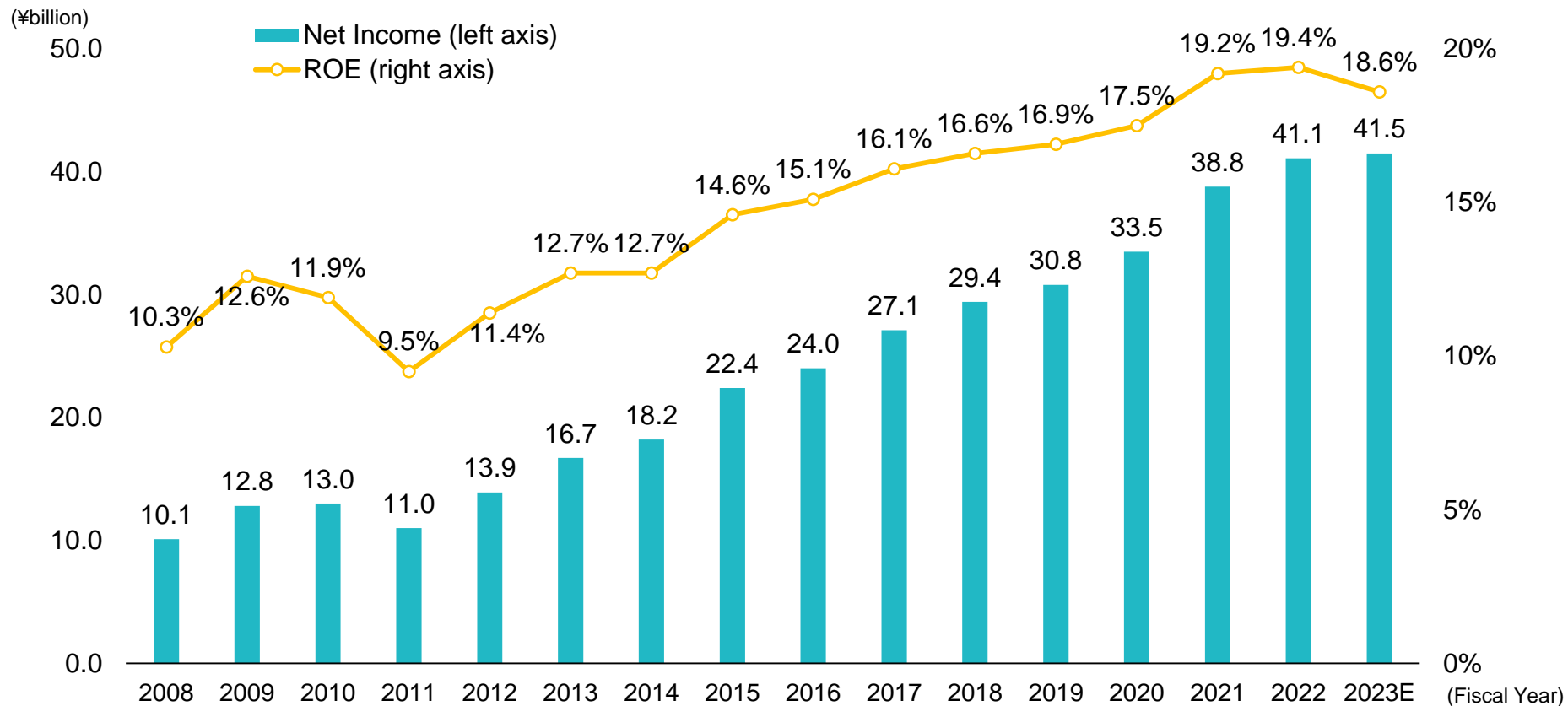
OP Margin Trend

- OP margin has been above 10% for 20 consecutive years (FY2003-2022)
- FY2022 Actual : 22.9%



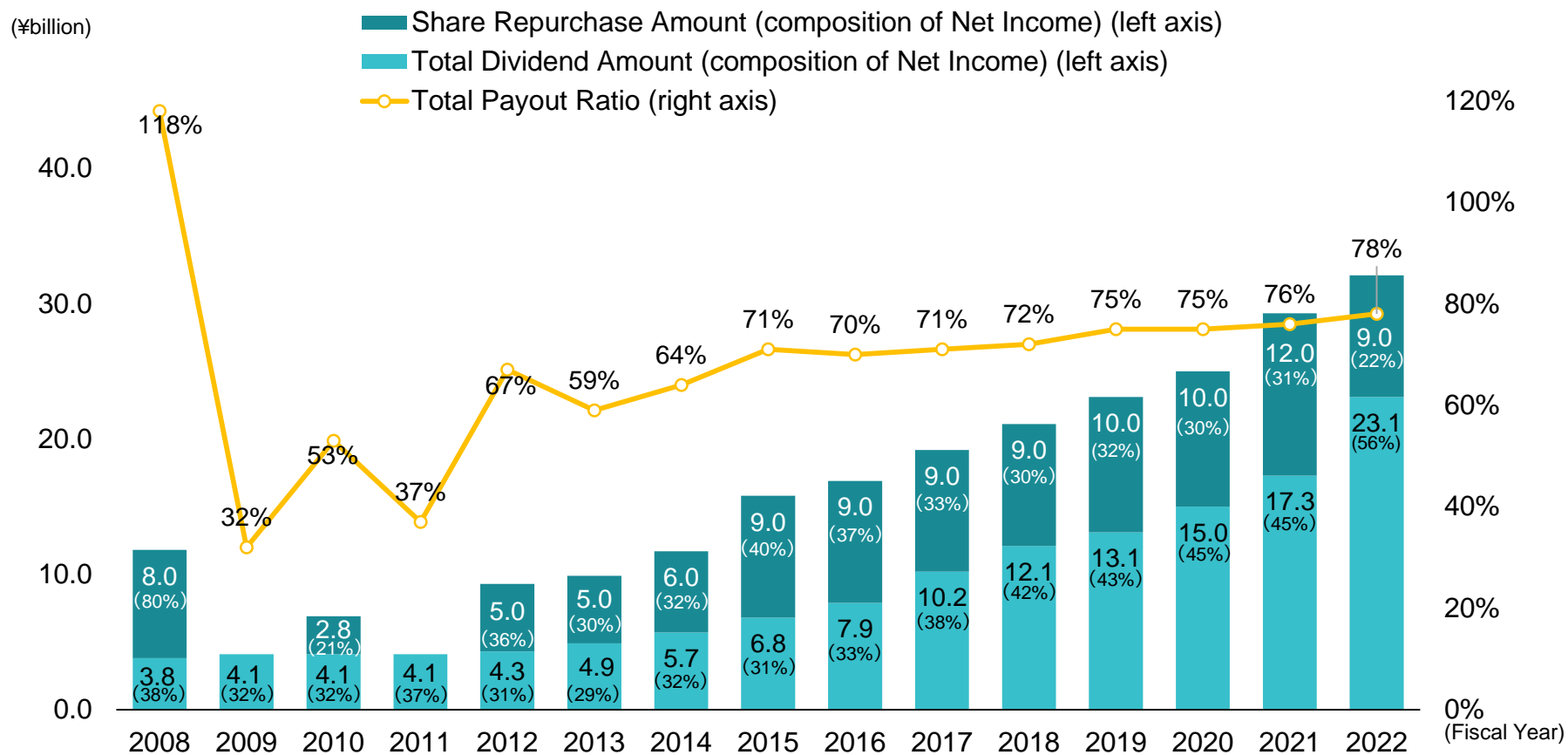
1. FY2021 Actual: Including effects of changes in accounting policies (see p57)

- Position ROE as the most important financial indicator for a long time
- Mid-Term Plan FY2019-2021 Target : Maintain above 16% ⇒ Achieved
- New Mid-Term Plan FY2022-2027 Target: above 18%
- FY2023 Outlook: 18.6%



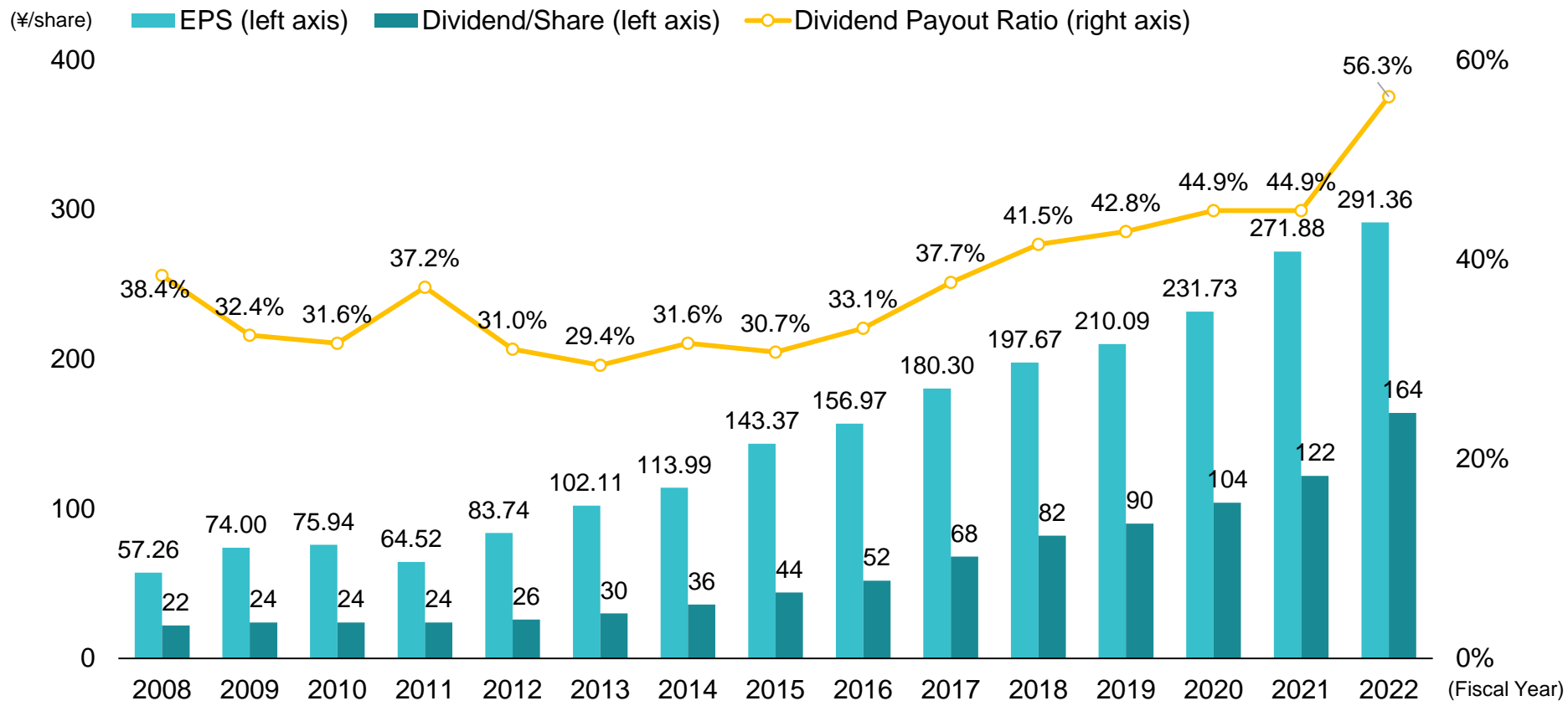
Shareholders Return Policy - Total Payout Ratio

- Maintain an aggressive shareholders return policy
- Mid-Term Plan FY2019-2021 Target : 72.5% in FY2019, 75% after FY2020 ⇒ Achieved
- New Mid-Term Plan FY2022-2027 Target: 75% (FY2022 Actual: 78%)



Shareholders Return Policy – Dividend Payout Ratio

- Gradually increased from 30.7% in FY2015 to 44.9% in FY2021
- Increase Dividend Payout Ratio Target to 55% from 45% in New Mid-Term Plan FY2022-2027
- Emphasis on direct shareholder returns
- Increased dividend/share for 11 consecutive years until FY2022



Shareholders Return Policy - Share Repurchase

- Started share repurchase in FY2006 only to enhance ROE
- Repurchased ¥113.5 billion, 46.10 million shares (24.6% of shares issued) in total from FY2006 to FY2022
- Cancelled all repurchased shares
- Continue to strengthen shareholders return through share repurchase
- Announced a ¥5.0 billion share repurchase in May 2023 and completed in June 2023 as scheduled (Shares purchased: 805 thousand shares)

FY2006 - 2022 Shareholders Return (no share repurchase in FY2009 and FY2011)

Fiscal Year	2006	2007	2008	2010	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Total
Shares purchased (thousand shares) ¹	3,500	3,399	7,355	2,167	6,372	3,263	2,764	3,333	2,621	2,292	1,682	2,138	1,829	2,033	1,356	46,104
Purchase costs (¥billion) ¹	4.7	5.0	8.0	2.8	5.0	5.0	6.0	9.0	9.0	9.0	9.0	10.0	10.0	12.0	9.0	113.5
Shares cancelled (thousand shares)	3,000	3,635	7,000	3,000	6,000	4,000	3,000	2,000	2,000	3,000	2,000	3,000	1,000	2,000	1,700	44,335
Shares issued at FY end (million shares)	185	181	174	171	165	161	158	156	154	151	149	146	145	143	141	-
Treasury shares at FY end (thousand shares) ²	1,367	1,233	1,660	885	1,258	522	287	1,621	2,242	1,535	1,218	523	1,352	1,384	1,029	-
Total payout ratio (dividend + share repurchase) (%)	60	56	118	53	67	59	64	71	70	71	72	75	75	76	78	-

FY2018 - 2023 Share Repurchase and Cancel Program

Fiscal Year	2018			2019			2020			2021			2022			2023
	1H	2H	Total	1H	2H	Total	1H	2H	Total	1H	2H	Total	1H	2H	Total	1H ³
Shares purchased (thousand shares) ¹	976	706	1,682	1,270	868	2,138	1,334	495	1,829	1,262	771	2,033	683	673	1,356	805
Purchase costs (¥billion) ¹	5.0	4.0	9.0	6.0	4.0	10.0	7.0	3.0	10.0	7.0	5.0	12.0	5.0	4.0	9.0	5.0
Shares cancelled (thousand shares)	2,000	0	2,000	2,000	1,000	3,000	1,000	0	1,000	2,000	0	2,000	1,700	0	1,700	1,500

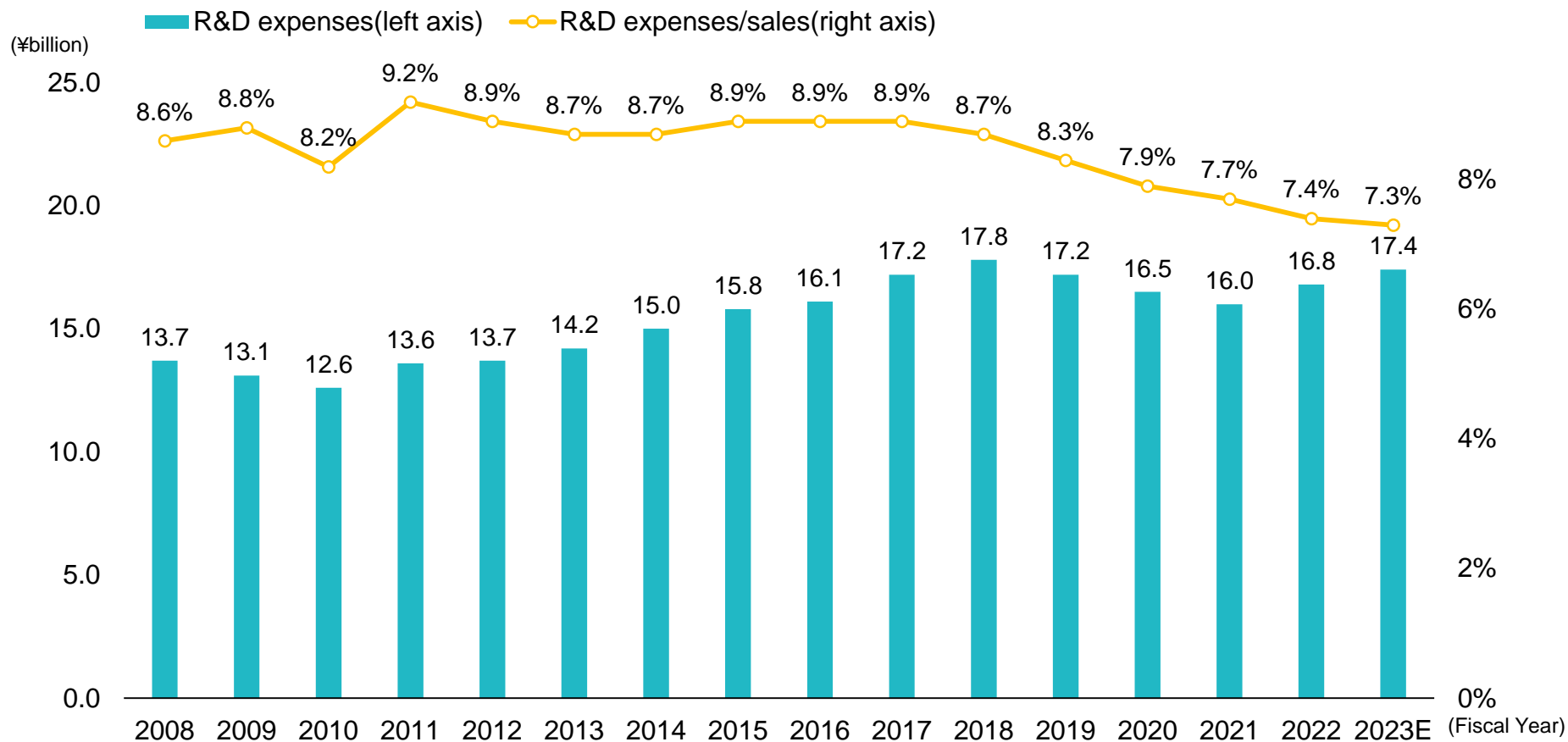
1. Excluding share acquisitions for performance-based compensation 2. Including share acquisitions for performance-based compensation
3. Date of Cancellation in 1H FY2023 is May 12 and Aug 10, 2023

Cash Management Policy (Non-consolidated basis)

Level of Target Cash Balance= Minimum required level + 1/3 of annual scheduled long-term borrowings repayment
+ 1/3 of short-term borrowings outstanding + Contingent risk reserves

R&D Expenses Trend

- Value R&D as a future-creating enterprise that responds to social needs with unique, innovative technologies
- Maintain about 7-9% R&D expenses/sales in recent years
- Temporary decrease in R&D expenses in FY2020 and FY2021 due to COVID-19



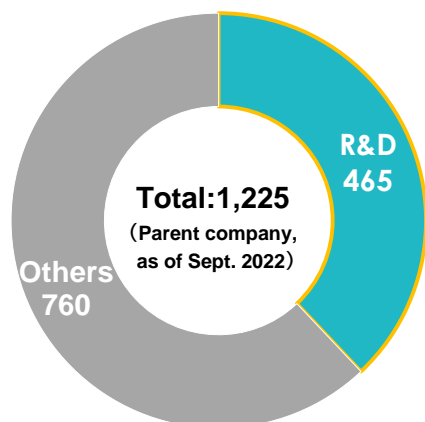
- Achieve high OP margin despite aggressive investment in R&D
- About 40% of professional staff engaged in R&D

R&D Expenses by Segment

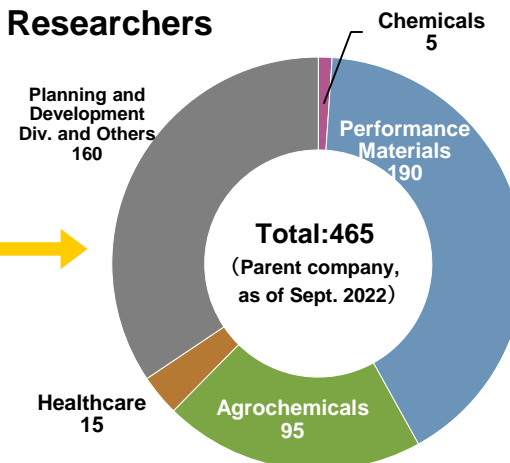
Segments	FY2022 Actual				
	Sales (¥billion)	OP (¥billion)	OP Margin	R&D expenses (¥billion)	R&D Expenses/Sales
Chemicals	39.0	1.4	3.6%	0.3	0.8%
Performance Materials	82.6	25.4	30.8%	7.6	9.2%
Agrochemicals	81.6	23.1	28.3%	4.3	5.3%
Healthcare	6.7	3.0	44.8%	0.4	6.0%
Others ¹	-	-	-	4.2	-
Total (including Others¹)	228.1	52.3	22.9%	16.8	7.4%

1. Including Planning and Development Div.

Professional Staff Distribution



Researchers



2. The staff number indicated is round number

Long-term Financial Performance Trend

(¥billion)

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023E
Sales	161.4	169.1	174.4	169.2	160.2	149.0	154.2	148.6	153.8	163.7	171.2	176.9	180.3	193.4	204.9	206.8	209.1	208.0	228.1	237.3
Operating Profit	17.3	21.7	20.8	24.8	17.4	19.2	19.8	15.5	19.5	22.2	25.3	28.6	31.4	35.0	37.1	38.6	42.5	51.0	52.3	54.7
Ordinary Income	17.4	21.3	21.2	24.4	16.9	19.2	19.4	15.9	20.5	23.7	26.4	29.5	31.7	36.2	39.1	40.0	43.9	53.7	55.8	55.5
Net Income	11.3	13.7	14.0	15.5	10.1	12.8	13.0	11.0	13.9	16.7	18.2	22.4	24.0	27.1	29.4	30.8	33.5	38.8	41.1	41.5
EBITDA	26.9	31.6	30.5	34.5	27.6	30.1	30.3	25.9	29.1	30.8	33.8	38.3	40.3	45.5	48.0	49.2	53.0	61.2	63.3	67.6
OP Margin	10.7%	12.8%	12.0%	14.6%	10.9%	12.8%	12.9%	10.4%	12.7%	13.6%	14.8%	16.2%	17.4%	18.1%	18.1%	18.7%	20.3%	24.5%	22.9%	23.1%
ROE	15.2%	16.1%	14.7%	15.6%	10.3%	12.6%	11.9%	9.5%	11.4%	12.7%	12.7%	14.6%	15.1%	16.1%	16.6%	16.9%	17.5%	19.2%	19.4%	18.6%
EPS (¥/share)	59.77	72.73	75.43	85.15	57.26	74.00	75.94	64.52	83.74	102.11	113.99	143.37	156.97	180.30	197.67	210.09	231.73	271.88	291.36	297.61
Dividend (¥/share)	11	15	20	20	22	24	24	24	26	30	36	44	52	68	82	90	104	122	164	164
Dividend Payout Ratio	18.4%	20.6%	26.5%	23.5%	38.4%	32.4%	31.6%	37.2%	31.0%	29.4%	31.6%	30.7%	33.1%	37.7%	41.5%	42.8%	44.9%	44.9%	56.3%	55.1%
Share Repurchase	-	-	4.7	5.0	8.0	-	2.8	-	5.0	5.0	6.0	9.0	9.0	9.0	9.0	10.0	10.0	12.0	9.0	-
Total Assets	169.4	183.2	177.3	172.7	172.3	181.4	183.4	190.1	199.2	208.0	223.9	228.2	231.7	246.0	247.0	249.5	265.5	279.7	298.7	-
Net Assets	80.0	93.6	99.3	101.2	96.8	107.7	112.4	119.6	126.7	137.8	151.3	156.9	163.7	176.4	182.1	185.5	200.6	208.0	221.5	-
Cash	4.3	8.5	11.0	7.6	9.7	14.8	21.1	27.9	31.9	30.8	31.3	35.3	35.7	37.7	36.2	30.6	32.4	34.7	29.6	-
Liabilities with Interest	44.6	41.5	32.4	34.4	45.5	42.1	39.9	38.9	38.1	36.1	35.1	33.1	30.8	28.6	26.6	24.6	22.7	22.7	27.3	-
Equity Ratio	46.4%	50.2%	55.3%	58.0%	55.5%	58.7%	60.7%	62.4%	63.0%	65.7%	66.9%	68.1%	69.9%	71.0%	73.0%	73.7%	74.9%	73.6%	73.1%	-
Capex	6.6	9.2	12.1	10.9	13.9	10.1	9.6	8.3	7.9	8.8	9.8	10.2	14.3	13.7	9.9	15.7	15.8	11.0	20.3	21.7
Depreciation	9.6	9.9	9.7	9.7	10.2	11.0	10.4	10.5	9.5	8.5	8.5	9.7	8.9	10.5	10.9	10.5	10.4	10.2	11.0	12.9
R&D Expenses	8.6	9.2	9.9	12.5	13.7	13.1	12.6	13.6	13.7	14.2	15.0	15.8	16.1	17.2	17.8	17.2	16.5	16.0	16.8	17.4
R&D Expenses/Sales	5.3%	5.4%	5.7%	7.4%	8.6%	8.8%	8.2%	9.2%	8.9%	8.7%	8.7%	8.9%	8.9%	8.9%	8.7%	8.3%	7.9%	7.7%	7.4%	7.3%

1. FY2021- : Including effects of changes in accounting policies (see p57)

Sales and OP Trend by Segment

(¥billion)

Sales (A)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023E
Chemicals	36.9	34.5	35.5	34.3	34.3	34.8	34.9	35.7	34.3	31.9	37.6	39.0	41.3
Performance Materials	34.0	37.4	42.8	49.4	51.8	52.8	58.8	63.0	65.5	71.6	81.7	82.6	87.5
Agrochemicals	33.8	35.4	39.1	45.7	47.5	52.0	58.1	62.7	64.0	63.8	65.8	81.6	84.2
Healthcare	10.0	12.7	11.6	8.8	8.7	8.0	7.5	7.0	7.0	6.7	6.6	6.7	6.0
Trading	44.8	46.6	50.7	54.4	55.6	55.2	59.5	67.9	67.9	69.8	80.4	99.1	105.3
Others	20.0	21.2	21.4	20.9	20.9	24.0	21.5	24.6	22.4	23.8	23.6	26.4	30.7
Adjustment	-30.9	-34.0	-37.4	-42.3	-41.9	-46.5	-46.9	-56.0	-54.3	-58.5	-87.7	-107.3	-117.7
Total	148.6	153.8	163.7	171.2	176.9	180.3	193.4	204.9	206.8	209.1	208.0	228.1	237.3

OP (B)

Chemicals	1.6	1.9	1.9	1.9	3.9	3.8	3.4	3.0	1.3	1.5	3.8	1.4	3.2
Performance Materials	4.8	7.2	8.8	12.0	12.0	12.5	14.2	15.0	17.0	22.4	27.6	25.4	26.5
Agrochemicals	4.4	5.0	6.2	9.2	10.8	13.2	16.4	18.4	19.3	18.2	18.1	23.1	23.6
Healthcare	4.6	5.2	4.9	2.3	2.0	1.7	1.2	1.0	0.9	0.4	2.8	3.0	2.3
Trading	1.3	1.4	1.5	1.7	1.8	1.7	1.8	2.0	2.1	2.5	2.9	3.7	3.5
Others	0.3	0.7	0.8	0.6	0.5	1.0	0.6	0.9	0.7	0.8	0.7	0.9	0.9
Adjustment	-1.5	-1.9	-1.9	-2.4	-2.4	-2.5	-2.6	-3.2	-2.7	-3.3	-4.9	-5.2	-5.3
Total	15.5	19.5	22.2	25.3	28.6	31.4	35.0	37.1	38.6	42.5	51.0	52.3	54.7

Segment Assets

(FY2022)(D)

Chemicals	34.3
Performance Materials	61.3
Agrochemicals	103.8
Healthcare	7.7
Trading	36.8
Others	13.6
Adjustment	41.2
Total	298.7

OP Margin (B)/(A)

Chemicals	4.3%	5.5%	5.4%	5.5%	11.4%	10.9%	9.7%	8.4%	3.8%	4.7%	10.1%	3.6%	7.7%
Performance Materials	14.1%	19.3%	20.6%	24.3%	23.2%	23.7%	24.1%	23.8%	26.0%	31.3%	33.8%	30.8%	30.3%
Agrochemicals	13.0%	14.1%	15.9%	20.1%	22.7%	25.4%	28.2%	29.3%	30.2%	28.5%	27.5%	28.3%	28.0%
Healthcare	46.0%	40.9%	42.2%	26.1%	23.0%	21.3%	16.0%	14.3%	12.9%	6.0%	42.4%	44.8%	38.3%
Trading	2.9%	3.0%	3.0%	3.1%	3.2%	3.1%	3.0%	2.9%	3.1%	3.6%	3.6%	3.7%	3.3%
Others	1.5%	3.3%	3.7%	2.9%	2.4%	4.2%	2.8%	3.7%	3.1%	3.4%	3.0%	3.4%	2.9%
Total	10.4%	12.7%	13.6%	14.8%	16.2%	17.4%	18.1%	18.1%	18.7%	20.3%	24.5%	22.9%	23.1%

ROA(FY2022)

(B)/(D)

Chemicals	4.1%
Performance Materials	41.4%
Agrochemicals	22.3%
Healthcare	39.0%
Trading	10.1%
Others	6.6%
Total	17.5%

1. FY2011: Old Segmentation, FY2012- : New Segmentation(after organizational changes in June 2011) 2. Including inter-segment sales/transfers

4. FY2021: Including Sales decrease due to changes in accounting policies (see p57)

5. Trading: Nissei Corporation, Others: Nissan Butsuryo, Nissan Green & Landscape, Nissan Engineering, NC Tokyo Bay, Nihon Hiryo, and others

Adjustment: Planning & Development Division and others

6. Sales and OP for Planning & Development Division in FY2021, FY2022(Actual), and FY2023(Outlook) are disclosed on p45

7. Organizational changes was implemented in April, 2022. Figures are based on an old segmentation until FY2020.

FY2021 actual has been revised to reflect organizational changes in April 2022 (see p58, p59).

3. FY2019- : New OP method

A. Applied from FY2020 (no change for sales segmentation)

B. FY2019 restated based on new methods

C. Consolidation items

(such as unrealized gain on inventories)

- (Old method) Included in each segment

- (New method) Excluded from each segment and included in "Adjustment"

Quarterly Sales Trend by Segment (FY2020 - 1Q FY2023)

(¥billion)

	FY2020 Actual					FY2021 Actual					FY2022 Actual					FY2023 Actual	FY2023 Outlook			
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	1Q	2Q	2H	Total
Chemicals	7.4	7.3	8.3	8.9	31.9	8.8	8.3	10.5	10.0	37.6	10.4	9.4	10.1	9.1	39.0	9.1	9.4	9.8	22.1	41.3
Fine Chemicals	2.7	2.7	2.8	3.2	11.4	3.2	3.0	3.7	3.2	13.1	4.2	3.5	3.3	2.8	13.8	3.0	3.1	3.4	8.2	14.7
Basic Chemicals	4.7	4.6	5.5	5.7	20.5	5.6	5.3	6.8	6.8	24.5	6.2	5.9	6.8	6.3	25.2	6.1	6.3	6.4	13.9	26.6
Performance Materials	17.1	17.5	19.2	17.8	71.6	20.0	19.6	20.9	21.2	81.7	21.8	20.2	20.6	20.0	82.6	20.8	20.5	21.2	45.8	87.5
Agrochemicals	14.6	11.1	6.3	31.8	63.8	13.4	11.6	11.9	28.9	65.8	19.7	16.0	13.1	32.8	81.6	18.8	19.2	17.6	47.4	84.2
Healthcare	1.5	1.5	1.4	2.3	6.7	1.1	2.2	2.0	1.3	6.6	1.7	1.5	1.6	1.9	6.7	2.0	1.9	1.3	2.8	6.0
Healthcare	0.7	0.8	0.6	0.8	2.9	0.6	0.8	0.5	0.6	2.5	0.8	0.6	0.4	0.6	2.4	0.6	0.6	0.6	1.1	2.2
Custom Chemicals	0.8	0.7	0.8	1.5	3.8	0.4	1.5	1.4	0.8	4.1	0.8	1.0	1.2	1.3	4.3	1.3	1.3	0.8	1.7	3.8
Trading	18.2	15.5	17.8	18.3	69.8	17.8	18.6	22.2	21.8	80.4	23.7	24.0	27.0	24.4	99.1	24.3	23.7	25.0	56.6	105.3
Others	4.8	4.6	6.8	7.6	23.8	4.9	5.5	6.1	7.1	23.6	6.5	5.9	6.7	7.3	26.4	6.4	6.8	6.0	17.9	30.7
Adjustment	-14.3	-12.3	-16.1	-15.8	-58.5	-19.5	-20.5	-24.1	-23.6	-87.7	-25.5	-25.8	-29.4	-26.6	-107.3	-26.5	-26.7	-27.1	-63.9	-117.7
Total	49.3	45.2	43.7	70.9	209.1	46.5	45.3	49.5	66.7	208.0	58.3	51.2	49.7	68.9	228.1	54.9	54.8	53.8	128.7	237.3

1. Including inter-segment sales/transfers

2. In the Healthcare segment, figures are rounded to the nearest 100 million yen. Accordingly, some discrepancies may occur among totals.

3. In FY2020, FINEOXOCOL (cosmetic raw materials etc.) was transferred from Basic Chemicals to Fine Chemicals

4. Trading: Nissei Corporation, Others: Nissan Butsuryu, Nissan Green & Landscape, Nissan Engineering,

NC Tokyo Bay (former name: Nippon Phosphoric Acid. Production of sulfuric acid. Added as a consolidated subsidiary from FY2023), Nihon Hiryo, and others

Adjustment: Planning & Development Division, and others

5. Sales and OP for Planning & Development Division in FY2021, FY2022(Actual), and FY2023(Outlook) are disclosed on p45

6. Organizational changes was implemented in April, 2022. FY2020 Actual figures are based on old segmentation (see p58, p59)

Quarterly OP Trend by Segment (FY2020 - 1Q FY2023)

(¥billion)

	FY2020 Actual					FY2021 Actual					FY2022 Actual					FY2023 Actual	FY2023 Outlook			
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	1Q	2Q	2H	Total
Chemicals	0.7	-0.8	0.7	0.9	1.5	1.3	-0.1	1.3	1.3	3.8	1.7	-0.6	0.4	-0.1	1.4	0.9	0.9	0.3	2.0	3.2
Performance Materials	5.3	5.4	6.3	5.4	22.4	6.9	6.2	7.6	6.9	27.6	7.9	6.0	6.9	4.6	25.4	6.5	6.6	6.1	13.8	26.5
Agrochemicals	4.0	3.8	-1.3	11.7	18.2	4.0	2.9	3.0	8.2	18.1	6.8	5.3	3.1	7.9	23.1	6.6	6.6	5.4	11.6	23.6
Healthcare	-0.1	0.1	0.0	0.4	0.4	0.3	1.1	0.9	0.5	2.8	0.8	0.7	0.6	0.9	3.0	1.1	1.0	0.5	0.8	2.3
Healthcare	-0.2	-0.1	-0.4	-0.2	-0.9	0.2	0.3	0.2	0.2	0.8	0.4	0.2	0.1	0.2	0.9	0.3	0.3	0.2	0.3	0.7
Custom Chemicals	0.2	0.2	0.3	0.6	1.3	0.1	0.8	0.8	0.3	2.0	0.4	0.5	0.6	0.7	2.1	0.8	0.7	0.3	0.5	1.6
Trading	0.7	0.5	0.7	0.6	2.5	0.7	0.6	0.9	0.7	2.9	1.0	0.9	1.0	0.8	3.7	0.9	0.7	0.8	2.0	3.5
Others	0.0	0.0	0.4	0.4	0.8	0.1	-0.1	0.2	0.5	0.7	0.1	0.0	0.2	0.6	0.9	0.2	0.2	-0.1	0.8	0.9
Adjustment	-0.8	-0.8	-1.2	-0.5	-3.3	-1.4	-1.2	-1.3	-1.0	-4.9	-1.0	-1.4	-1.6	-1.2	-5.2	-1.2	-1.5	-1.4	-2.4	-5.3
Total	9.8	8.2	5.6	18.9	42.5	11.9	9.4	12.6	17.1	51.0	17.3	10.9	10.6	13.5	52.3	15.0	14.5	11.6	28.6	54.7

1. In the Healthcare segment, figures are rounded to the nearest 100 million yen. Accordingly, some discrepancies may occur among totals.

2. Trading: Nissei Corporation, Others: Nissan Butsuryu, Nissan Green & Landscape, Nissan Engineering,

NC Tokyo Bay (former name: Nippon Phosphoric Acid. Production of sulfuric acid. Added as a consolidated subsidiary from FY2023), Nihon Hiryo, and others

Adjustment: Planning & Development Division, and others

3. Sales and OP for Planning & Development Division in FY2021, FY2022(Actual), and FY2023(Outlook) are disclosed on p45

4. Organizational changes was implemented in April, 2022. FY2020 Actual figures are based on old segmentation,

FY2021 actual has been revised to reflect organizational changes in April 2022 (see p58, p59)

Changes in Accounting Policies (from FY2021)

Changed accounting policies from FY2021. No change from FY2020 Presentation Materials announced in May 2021

1. Changes in accounting policies:

Adoption of the Accounting Standard for the Revenue Recognition (ASBJ Statement No.29)

2. Timing of adoption: April 1, 2021 (from FY2021)

3. Major effects on PL, BS due to the changes:

A. Agent transactions

Mainly effected segments	Chemicals, Agrochemicals, Trading
Before adoption	Sales = gross amount from the customer, Sales expenses = amount paid to the supplier
After adoption	Sales = gross amount from the customer - amount paid to the supplier
Impact on FY2021 PL	Sales and sales expenses down ¥22.8 billion, only deducted from Sales of Adjustment segment No impact on Operating Profit

B. Royalties based on sales amount

Mainly effected segments	Agrochemicals (Fluralaner running royalties)
Before adoption (until FY2021)	Royalties revenue on MSD ³ 's sales for Jan-June: recognized in Aug, July-Dec: recognized in Feb
After adoption (from FY2021)	Royalties revenue on MSD ³ 's sales for Jan-Mar: recognized in May, Apr-June: recognized in Aug, July-Sep: recognized in Nov, Oct-Dec: recognized in Feb

3. MSD: MSD Animal Health, the global animal health business unit of Merck

C. Sales discount subject to change at the selling timing

Mainly effected segments	Agrochemicals
Before adoption	Recognized when discount is finally fixed
After adoption	Recognized corresponding to sales period based on reasonable estimation
Impact on FY2021 BS	<ul style="list-style-type: none"> The cumulative effect (¥1.5 billion)(after reflecting tax effect) of retroactively applying (C) is deducted from the beginning FY2021 retained earnings (BS item)

Sales discount amount trend after adoption vs. before adoption: 1Q up(negative impact), 2Q down, 1H up, 2H down, Total almost flat

Before adoption	FY2020	Discount on AY2020*(Oct 2019 – Sep 2020) sales	
After adoption	FY2020	Discount on AY2020*(Oct 2019 – Sep 2020) sales +	discount for Oct 2020 – Mar 2021 sales = ¥1.5 billion
	FY2021	Discount on Apr 2021 – Mar 2022 sales	

AY2020* = Agrochemical Year (from Oct 2019 to Sep 2020)

Impact of Changes in Accounting Policies (YOY Change)(¥billion)

	FY2021 Actual						
	1Q	2Q	1H	3Q	4Q	2H	Total
Sales Impact ¹	-3.5	-7.4	-10.9	-1.7	-10.3	-12.0	-22.9
OP Impact ²	+1.2	-2.1	-0.9	+4.0	-3.2	+0.8	-0.1

1. Total impact of Agent transaction, Royalties based on sales amount and Sales discount subject to change at the selling timing

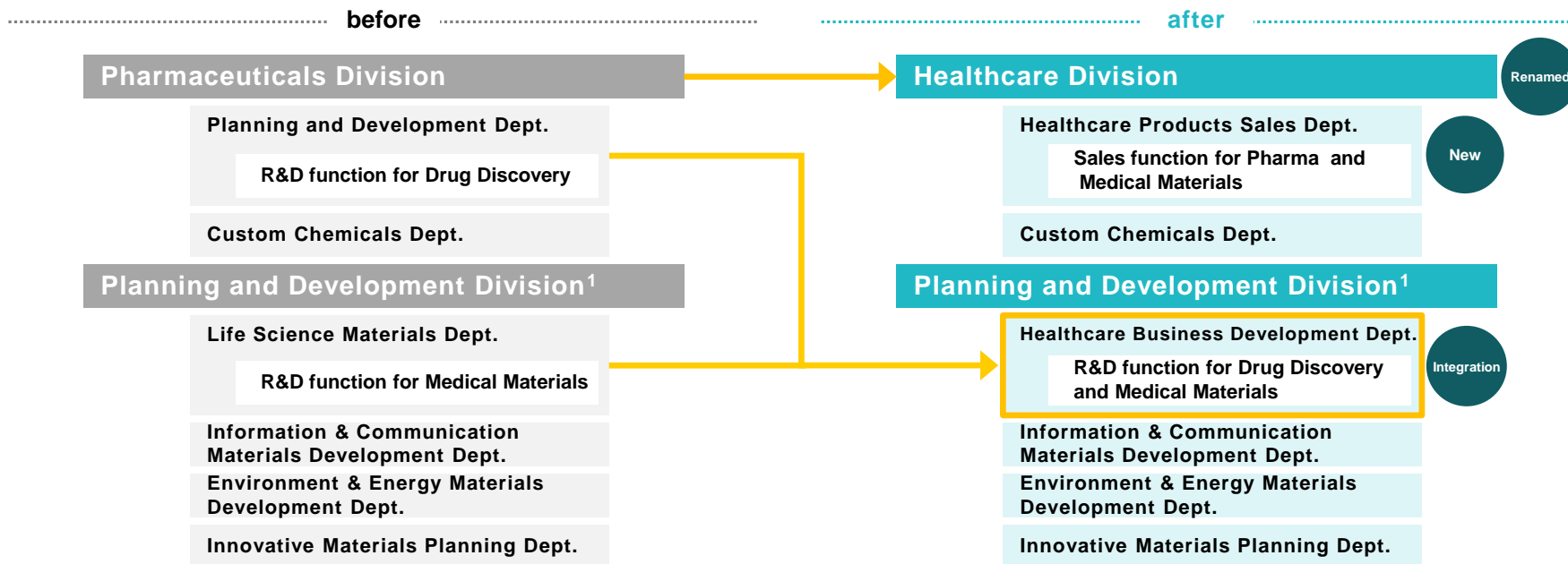
2. Total impact of Royalties based on sales amount and Sales discount subject to change at the selling timing

The following organizational changes were implemented on April 1, 2022, in order to achieve mid- to long-term growth while appropriately capturing changes in the business environment. (No change from 1Q FY2022 Presentation Materials announced in Aug 2022)

Organizational Changes in “Pharmaceuticals Div.” and “Planning and Development Div.”

Purpose

Functional integration of Drug Discovery and Medical Materials
(R&D function in Planning and Development Div., Sales function in Healthcare Div.)



1. Planning and Development Division is included in “Adjustment” segment.
Sales and OP for Planning and Development Division in FY2021, FY2022(Actual), and FY2023, FY2024, FY2027(Outlook) are disclosed on p45

No change from 1Q FY2022 Presentation Materials announced in Aug 2022

(¥billion)

	FY2021 Actual (Before organizational changes)					FY2021 Actual (After organizational changes)					Change				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Chemicals	1.3	-0.1	1.3	1.3	3.8	1.3	-0.1	1.3	1.3	3.8	0.0	0.0	0.0	0.0	0.0
Performance Materials	7.0	6.2	7.6	6.9	27.7	6.9	6.2	7.6	6.9	27.6	-0.1	0.0	0.0	0.0	-0.1
Agrochemicals	4.1	2.9	3.1	8.2	18.3	4.0	2.9	3.0	8.2	18.1	-0.1	0.0	-0.1	0.0	-0.2
Healthcare	-0.2	0.7	0.4	0.0	0.9	0.3	1.1	0.9	0.5	2.8	+0.5	+0.4	+0.5	+0.5	+1.9
Healthcare	-0.3	-0.2	-0.3	-0.3	-1.1	0.2	0.2	0.2	0.2	0.8	+0.5	+0.4	+0.5	+0.5	+1.9
Custom Chemicals	0.1	0.8	0.8	0.3	2.0	0.1	0.8	0.8	0.3	2.0	0.0	0.0	0.0	0.0	0.0
Trading	0.7	0.6	0.8	0.8	2.9	0.7	0.6	0.8	0.8	2.9	0.0	0.0	0.0	0.0	0.0
Others	0.1	-0.1	0.2	0.5	0.7	0.1	-0.1	0.2	0.5	0.7	0.0	0.0	0.0	0.0	0.0
Adjustment	-1.1	-0.8	-0.8	-0.6	-3.3	-1.4	-1.2	-1.2	-1.1	-4.9	-0.3	-0.4	-0.4	-0.5	-1.6
Total	11.9	9.4	12.6	17.1	51.0	11.9	9.4	12.6	17.1	51.0	0.0	0.0	0.0	0.0	0.0

1. Figures of Healthcare for FY2021 (before organizational changes) are for old segmentation

2. In the Healthcare segment, figures are rounded to the nearest 100 million yen. Accordingly, some discrepancies may occur among totals.

3. Trading: Nissei Corporation, Others: Nissan Butsuryu, Nissan Green & Landscape, Nissan Engineering,

NC Tokyo Bay (former name: Nippon Phosphoric Acid. Production of sulfuric acid. Added as a consolidated subsidiary from FY2023), Nihon Hiryo, and others

Adjustment: Planning & Development Division and others

4. Sales and OP for Planning & Development Division in FY2021, FY2022(Actual), and FY2023(Outlook) are disclosed on p45

5. No impact of organizational changes on sales

Narrowing down business areas and future focus areas

(No change from FY2021 Presentation Materials announced in May 2022)

Focus areas	Our initiatives
Healthcare (HC)	Oligonucleotide Therapeutics <ul style="list-style-type: none"> Application of our unique oligonucleotide therapeutics technology, 80% of resources invested Steady promotion of Joint research and development with pharmaceutical companies and strategic alliance with Luxana Biotech Co. (Secured 7 nucleic acid target themes)
	Small Molecule Therapeutics <p>Collaboration with drug discovery ventures (narrowed down from 10 to 3 themes), introduction of AI</p>
	Medical Materials <p>Biointerface control materials, cosmetic materials, etc.</p>
Custom Chemicals (CC)	In addition to strengthening the existing business model, joint development is also oriented (peptides, etc.)

Resource allocation

(person, round number)

	FY2021 Actual	FY2022 Outlook as of May 2022	FY2024 Mid-Term Plan	FY2027 Mid-Term Plan
Researchers	75	15	20	20
HC	65	5	5	5
CC	10	10	15	15
Reference Researchers in Healthcare Business Development Dept. Planning & Development Division	35	90	85	90

(¥billion)

	FY2021 Actual	FY2022 Outlook as of May 2022	FY2024 Mid-Term Plan	FY2027 Mid-Term Plan
R&D expenses	2.13	0.74	1.03	1.12
HC	1.80	0.31	0.52	0.53
CC	0.33	0.43	0.51	0.59
Reference Impact of transfer to Planning & Development Division (B)	-	1.45	1.26	1.27

Quantitative Plan

(¥billion)

	FY2021 Actual	FY2022 Outlook as of May 2022	FY2024 Mid-Term Plan	FY2027 Mid-Term Plan
Sales	6.63	5.94	7.23	11.48
HC Existing	2.42	2.13	1.13	0.90
HC New	0.04	0.00	0.44	2.08
CC Existing	4.17	3.81	5.06	5.79
CC New	0.00	0.00	0.60	2.71
OP (A)	0.95	2.09	2.15	4.29
HC	-1.07	0.53	-0.70	-0.10
CC	2.02	1.56	2.85	4.38
Reference Substantial OP before transfer (A)-(B)	0.95	0.64	0.89	3.02

1. FY2021 Actual figures are based on old segmentation (before organizational changes)

Main Products by Segment

Segment		Products	Main Applications
Chemicals	Fine Chemicals	TEPIC	epoxy compound for LED sealants, solder resist, painting
		Melamine cyanurate	flame retardant
		Environmental related products	agent used for sterilizing, disinfectant for swimming pool and septic tanks, etc.
		FINEOXOCOL	cosmetics, lubricants, adhesive
	Basic Chemicals	Melamine (production terminated in June 2022)	adhesive agent
		AdBlue®	solution of urea in demineralised water for diesel vehicles to reduce NOx
		High purity Sulfuric acid	agents used for cleaning semiconductors
		Ammonia, Sulfuric acid, Nitric acid, Urea	
Performance Materials	Display Materials	SUNEVER	LCD alignment coating
	Semis Materials	ARC®(ArF, KrF)	bottom anti-reflective coating for semiconductors
		OptiStack®	multi layer process material for semiconductors (Si-HM/SOC)
		EUV materials	EUV process materials
	Inorganic Materials	SNOWTEX	water dispersed colloidal silica sol for polishing silicon wafers, special steel sheets
		Organo/Monomer Sol	film coating, antistatic interference shielding, electronic printing materials, resin additive
Oilfield materials		for enhancing oil recovery	
Agrochemicals	Herbicide	TARGA	soybean, rapeseed, sugarbeet
		PERMIT	corn, sugarcane, rice
		ROUNDUP	non-selective herbicide for orchard, noncrop land
		ALTAIR	rice
	Insecticide	GRACIA	vegetables, tea
	Fungicide	LEIMAY	potato, vegetables, grape
		QUINTEC (QUINOXYFEN)	fruits, vegetables
		DITHANE (MANCOZEB)	fruits, vegetables
	Animal health product	Fluralaner	active substance of BRAVECTO® (veterinary medical product for dogs and cats) and EXZOLT® (for poultry red mites)
Healthcare		LIVALO API	anti-cholesterol drug
		Custom Chemicals	custom manufacturing and solution proposal business for pharmaceutical companies

1. AdBlue® is a registered trademark of German Automobile Industry Association (Verband der Automobilindustrie).

2. ARC® and OptiStack® are registered trade mark of Brewer Science, Inc.

3. BRAVECTO® and EXZOLT® are registered trade mark of MSD.

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