

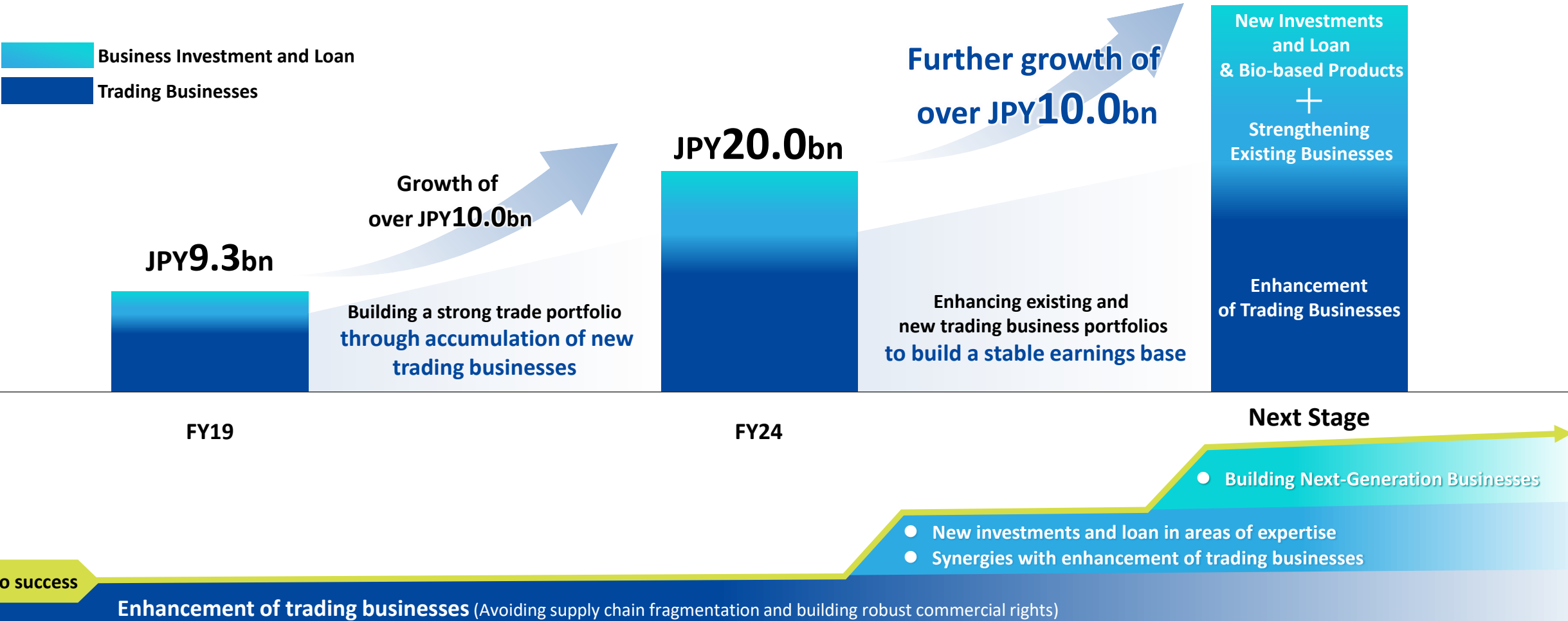
# Growth Strategy of the Chemicals Division

Executive Officer, COO, Chemicals Division

**Kenji Maeda**

Achieving JPY20.0bn in FY24 from JPY9.3bn in FY19 (before COVID-19 pandemic)

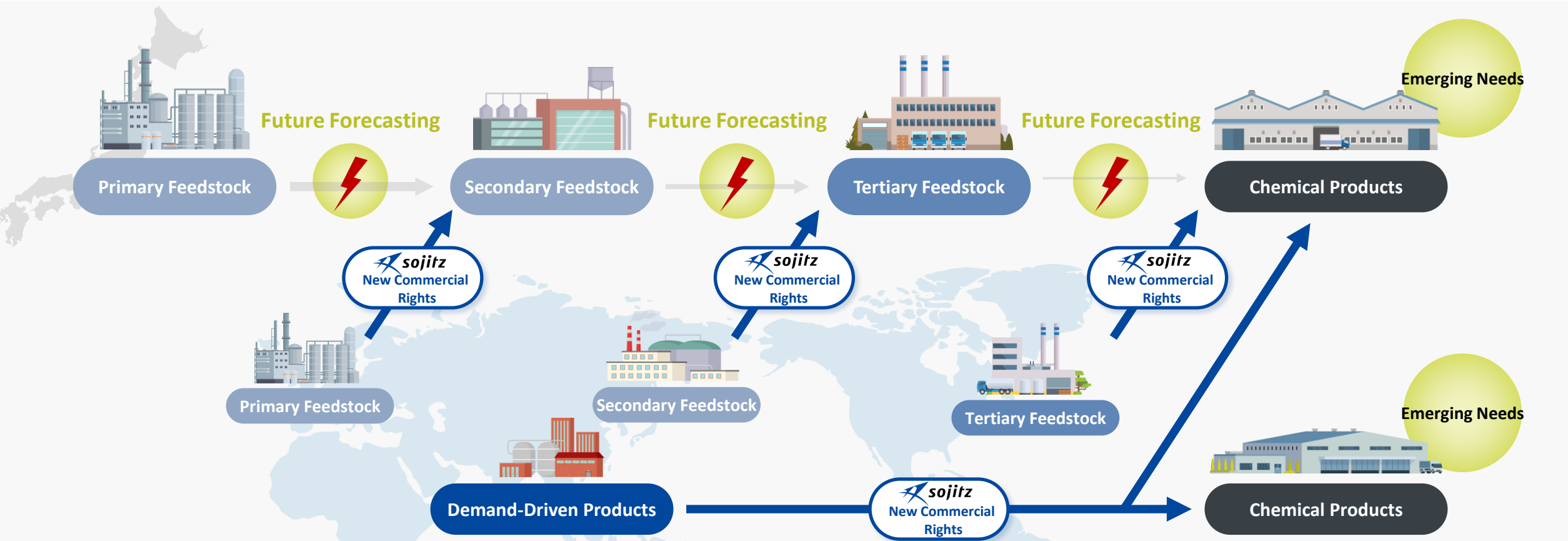
Aiming to achieve JPY30.0bn in net profit through enhancement of trading businesses





Excessive competition with imported products leading to **consolidation and rationalization of petroleum refining facilities**, **reduction of feedstock production**, and **withdrawal or downsizing** of domestic manufacturers

**Supply chain fragmentation** may reduce existing trade rights but also create **new business opportunities**



**Securing multiple business opportunities** through forecasting supply chain fragmentation  
Continuously **pursuing new business opportunities** despite eroding commercial rights

**Rebuilding supply chains to secure stable and sustainable earnings = Enhancement of trading businesses**

## New businesses created through enhancement of trading businesses

### Steady achievements well received by the market

Sojitz beginning domestic POP sales  
under agency contract with Chinese manufacturer

エマルジョン  
製

双日、英大手品を投入  
原料先細り見据え手当て

中国メーカーと代理店契約

双日、POP国内販売

Sojitz introducing leading UK-made  
emulsion products, securing supply  
amid raw material decline

機能化学品ベンゾグアナミン

双日、中国から輸入

Sojitz importing functional Chemical  
benzoguanamine from China

双日  
機能ファイラー国内投入  
電材向け  
28年に3000ト供給

Sojitz introducing functional fillers  
in Japan 3,000 tons supply for electrical  
materials by 2028

ポリオール  
中国からCO<sub>2</sub>由来品  
双日、車シート向けなど

Sojitz supplying CO<sub>2</sub>-derived polyols  
from China for automotive seat applications

青化ソーダ・カリ輸入  
双日、国内の安定供給確保

Sojitz ensuring stable domestic supply  
of sodium cyanide / potassium cyanide

植物由来ナイロン数万トン  
双日、米社と数年内に合弁

Plant-derived nylon (tens of thousands of tons)  
Sojitz forming JV with U.S. company within several years

双日プラネット

錠剤包装用  
PTPの水平循環構築へ  
PPシート  
フィルム 国内販売を開始

Sojitz Pla-Net launching PP sheet film sales and  
developing horizontal recycling for PTP packaging

車部品向け接着剤投入  
双日、伯メーカーと契約

Sojitz proposing Chinese structural  
color products for automotive and  
construction applications

Sojitz introducing adhesives for  
automotive components through contract  
with Brazilian manufacturer

双日、構造色製品を提案  
中国社製 自動車、建築材など

Sojitz Pla-Net launching  
multilayer monoaxially oriented film

双日プラネット

多層一軸延伸フィルム投入

中国産RCF  
ISCC認証取得  
双日 日本向け供給へ攻勢

China-produced RCF obtaining  
ISCC Certification  
Sojitz expanding supply to Japan

双日

マテリアルリサイクルPC樹脂  
中国起点に世界展開

Sojitz expanding material-recycled PC resin globally from China

双日プラネット

ケミリサ、PA6 欧州で提案

Sojitz Pla-Net proposing chemically recycled PA6 in Europe

Source: Chemical Daily

双日プラネット

環境配慮樹脂 中国品を拡販

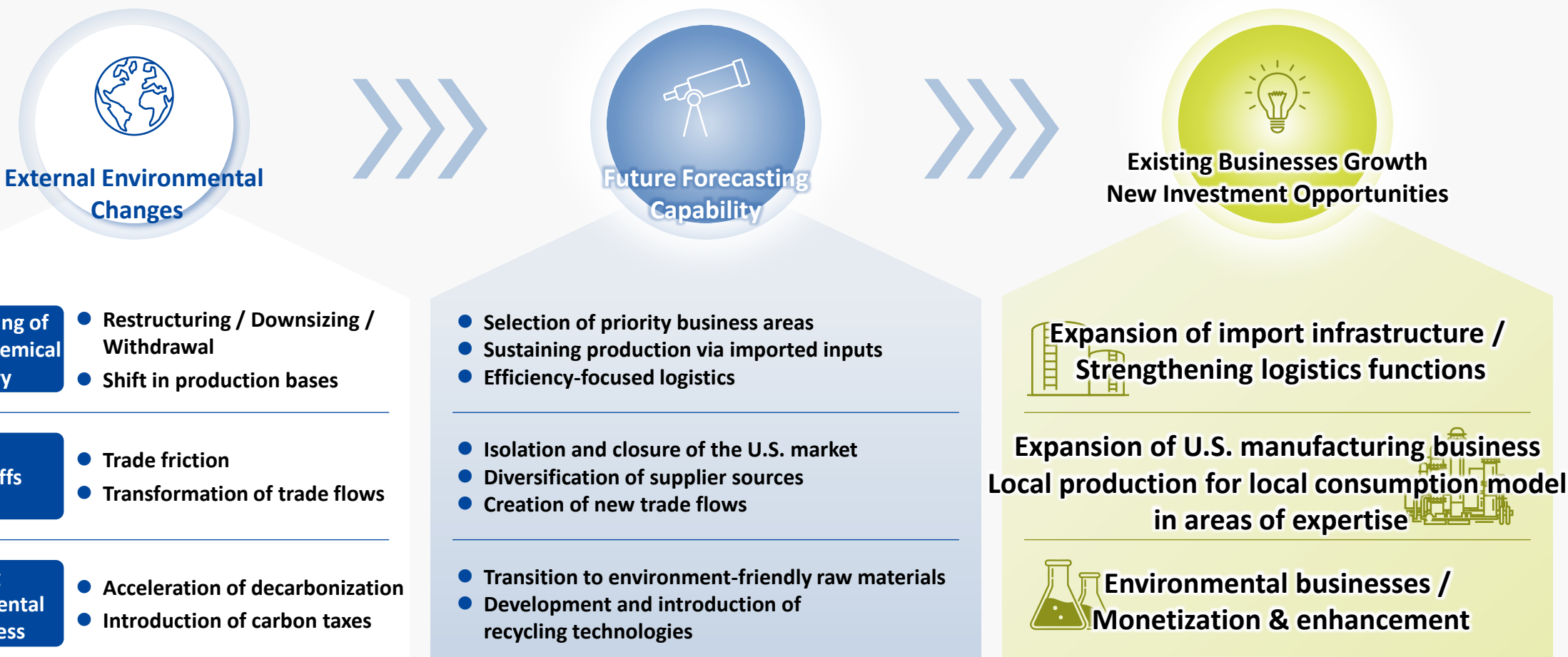
Sojitz Pla-Net expanding sales of eco-friendly Chinese resins

日本向けMEKオキシム  
中国企業と代理店契約

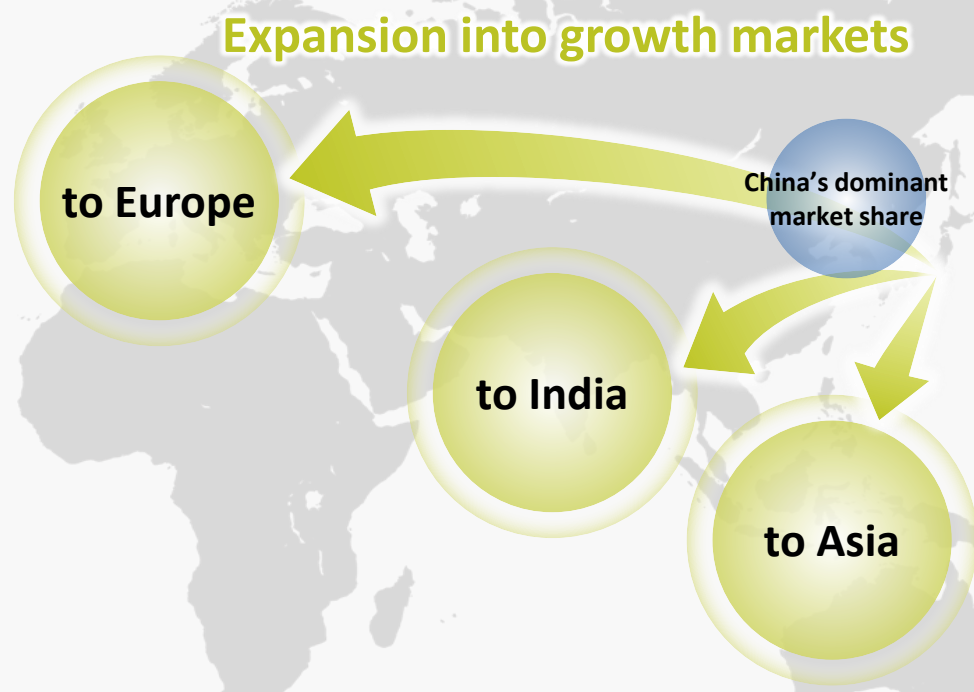
Sojitz supplying MEK oxime to Japan via  
agency contract with Chinese company



Viewing external environmental changes as opportunities and leveraging future forecasting capability  
for **growth of existing businesses** and **new investments**



- Global shift to electric vehicles driven by decarbonization **rapidly expanding the Lithium-ion battery (LiB) market**
- Consolidating **NIPPON A&L INC.** as a subsidiary with dominant share **supplying battery materials to the world's No.1 automotive LiB manufacturer**
- **Expanding global sales** through synergies with Sojitz and **enhancing trading businesses** via manufacturing capability **to drive further growth**



**Creating new value  
through business investment**

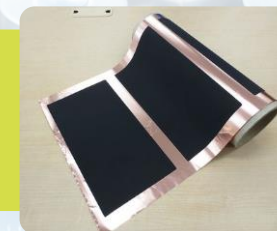
A Supplier with **leading technology** and **reliability** trusted by the world's No.1 automotive LiB manufacturer

**NIPPON A&L INC.**

**Highly specialized talent and  
global sales network**  
developed since the early days of LiBs

 **sojitz**

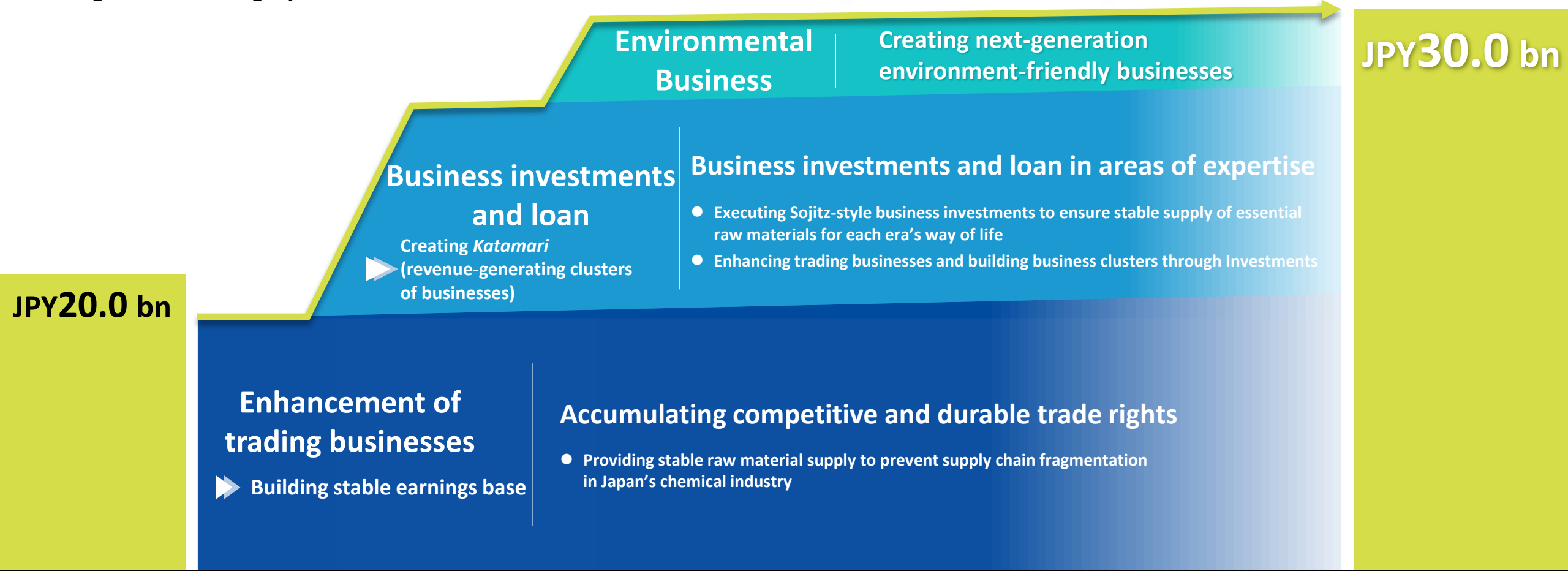
**Supply of Lithium-ion  
battery materials**



**Ongoing pursuit of new investments by leveraging our expertise in trading businesses**

Aiming to achieve **JPY30.0bn in net profit** in the Next Stage through three strategic pillars

Sojitz Growth Story



JPY30.0 bn

JPY20.0 bn

FY24

Next Stage





**Caution regarding Forward-looking Statements and Original Language**

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The company will provide timely disclosure of any material changes, events, or other relevant issues.

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