

## Denka

Possibility of chemistry

# Results Presentation of FY2022 2Q (The 1st Half of the Fiscal year ending March 2023)

Securities code: 4061

Denka Co., Ltd

November 8, 2022

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#### **Assumptions: Key Performance Indicators**

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	FY2021 1H Actual (Apr-Sep)	FY2022 1H Forecast as of August	FY2022 1H Actual (Apr-Sep)	FY2021 Actual	FY2022 Forecast as of August	FY2022 Revised Forecast (announced October 25)
Forex (¥/\$)	109.9	131.0	131.6	112.1	133.0	<b>138.3</b> (2H:145.0 (Oct-Mar)
Japan Naphtha (¥/KI)	50,800	84,500	82,850	56,800	82,400	<b>77,800</b> (2H:145.0 (Oct-Mar)

\*Foreign exchange sensitivity (USD): One yen in downward movement improves operating Income by approximately 200 million yen

(¥ billions)

Investment	15.4	23.0	17.0	35.6	46.0	43.0
Depreciation	11.5	13.0	13.4	23.9	26.0	26.0
R&D	7.4	7.5	7.5	14.2	15.0	15.0
Interest Bearing Debt	131.5	158.0	170.6	137.0	157.0	164.0

# Assumptions for the second half are based on an exchange rate of 145 yen/USD. Domestic naphtha at 72,800 yen/kl

# FY2022 1st Half Results

(¥ billions)	FY2021 1H Actual	FY2022 1H Actual	(Year on Year)	FY2022 1H Forecast as of August
Sales	191.1	202.9	+ 11.8	210.0
Operating Income	25.2	18.3	- 6.9	18.0
Operating Margin	13.2%	9.0%	- 4.2%	8.6%
Ordinary Income	23.7	17.0	- 6.6	17.0
Net Income Attributable to Owners of Parent	18.0	14.3*	- 3.7	13.0

\*Profit increase vs. August forecast reflects +1.5 billion yen in sale of strategic cross-shareholdings

Lower profit year on year (in line with August forecast)

		YoY (¥ billions)
Sales	202.9 billion	+ 11.8
1. Volume:	(See below)	- 8.2
2. Pricing:	(See below)	+ 20.0
Operating Income	18.3 billion	- 6.9
1. Volume 2. Pricing:	<ul> <li>(Plus) COVID-19 antigen test kits: Increased demand with the 7th wave of infections</li> <li>(Minus) Semiconductor-related, functional resins: Deceleration of market activity in China for consumer electronics (smartphones, TVs, PCs, home appliances)</li> <li>(Includes effect of currency fluctuations +14.8)</li> </ul>	+ 7.1
J	(Plus) Acetylene black: Significant price revision in line with product value Chloroprene rubber, styrene-related products, etc: Price revisions in response to highe materials and fuel prices	er raw + 20.0
3. Variable cost difference:	(Minus) COVID-19 antigen test kits: Price declines due to reduction in insurance points (Includes effect of currency fluctuations -11.1) Price increase for raw materials, fuel prices, etc.	- 25.1
4. Cost variances:	Increased costs for building a system to increase production and for strengthening sales systems; styrene monomer plant scheduled for routine repairs (last performed in FY2018), increase in sales logistics costs, etc.	- 8.9

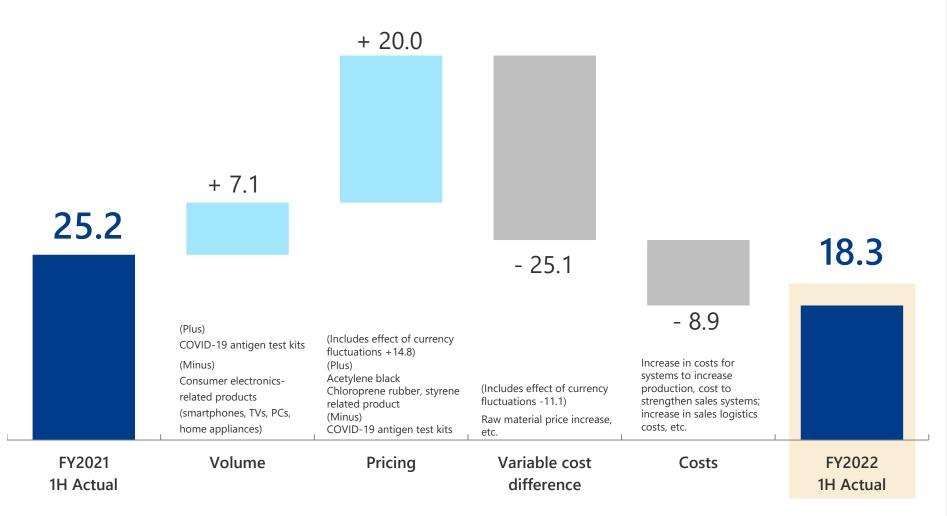
## Lower profit, despite increase in volume,

### due mainly to fall in COVID-19 antigen test kit prices, cost increases, etc.

#### FY2022 1st Half Results c) Graph of Operating Income Change Factors (Year on Year)

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(¥ billions)



Lower profit, despite increase in volume,

due mainly to fall in COVID-19 antigen test kit prices, cost increases, etc.

#### FY2022 1st Half Results d) By Segment (Year on Year)

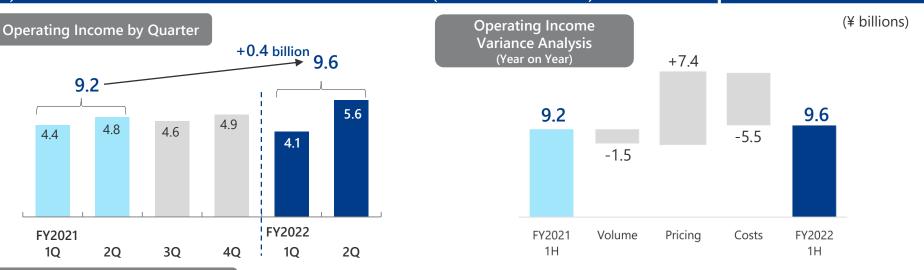
Sales (¥ billions)	FY2021 1H Actual	FY2022 1H Actual	Incr. Decr.	Volume	Pricing
Electronics & Innovative Products	43.8	47.5	+ 3.7	- 3.8	+ 7.4
Life Innovation	25.3	21.9	- 3.4	+ 12.3	- 15.7
Elastomers & Infrastructure Solutions	51.4	62.9	+11.5	- 2.1	+ 13.6
Polymer Solutions	63.2	63.6	+ 0.4	- 14.2	+ 14.6
Others	7.5	7.0	- 0.4	- 0.4	-
Total	191.1	202.9	+11.8	- 8.2	+ 20.0

Operating Income (¥ billions)	FY2021 1H Actual	FY2022 1H Actual	Incr. Decr.	Volume	Pricing	Cost& Others
Electronics & Innovative Products	9.2	9.6	+ 0.4	- 1.5	+ 7.4	- 5.5
Life Innovation	10.7	6.5	- 4.2	+ 11.4	- 15.7	+ 0.1
Elastomers & Infrastructure Solutions	0.0	1.3	+ 1.3	- 0.6	+ 13.6	- 11.7
Polymer Solutions	4.3	-0.2	- 4.5	- 2.3	+ 14.6	- 16.8
Others	0.9	1.0	+ 0.1	+ 0.2	-	- 0.1
Total	25.2	18.3	- 6.9	+ 7.1	+ 20.0	- 33.9

## Sharp decline in profit

for Life Innovation and Polymer Solutions

### FY2022 1st Half Results e) Electronics & Innovative Products (Year on Year)



#### Sales Trends and Costs by Product

Spherical alumina • Shipments for xEVs, which were sluggish from April to June, began to recover in July; however, shipments in the first half of the year were slightly below levels in the previous year

Fused silica High-performance film • Weak shipments for consumer electronics (smartphones, PCs, home electronics) were offset by recovery in automotive applications, resulting in shipments largely unchanged from last year

Acetylene black

- Strong shipments for high-voltage cables continued from the previous year Shipments for xEVs, which were sluggish from April to June, began to recover in July; however, shipments in the first half of the year were slightly below levels in the previous year
  - Sales prices rose sharply due to price revisions in line with product value

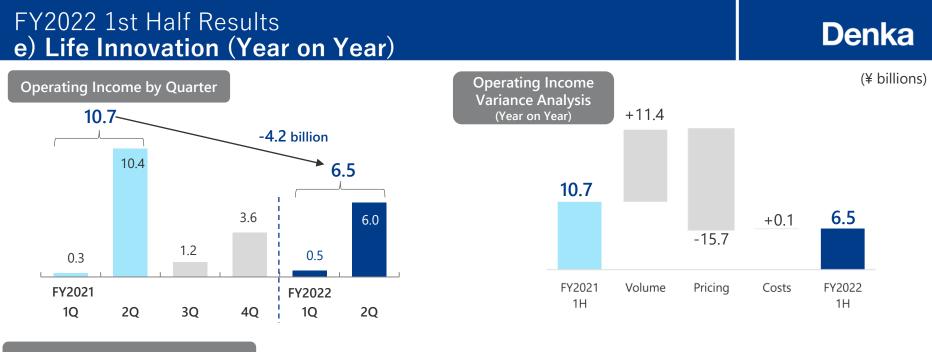
Ceramic substrates (silicon nitride, aluminum nitride)

Cost

- Demand from electric railways remained sluggish as in the previous year Demand for xEV-related products, which was sluggish from April to June, began to recover in July. Shipments for the first half of the year were on par with the previous year
- Increased costs due to rising raw materials and fuel prices (corresponding to product prices), increase in costs for systems to increase production, cost to strengthen sales systems

# Increased due to the effect of acetylene black price revision and recovery of xEV-related demand beginning in July

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Sales Trends and Costs by Product

Influenza vaccine

COVID-19 rapid antigen test kit

- Shipments began in September as planned for sales of over 10 million vaccines at the new undiluted liquid plant building; shipments exceeded levels of the previous year
- In addition to expanded demand for screening tests, etc., shipments exceeded the previous year due to the emergence of the 7th wave of infections
  - Selling prices fell sharply due to the reduction of insurance points on December 31, 2021

Other test reagents (Inflammation markets, etc.) • Despite a trend toward increasing testing demand, shipments were level with the previous year due to a decrease in hospital testing demand caused by the Shanghai lockdowns.

Overall, profit decreased due to decrease in profit for COVID-19 antigen test kits (impact of price decline > impact of volume increase), despite an increase in profit for influenza vaccines due to the impact of new plant operations.

#### FY2022 1st Half Results e) Elastomers & Infrastructure Solutions (Year on Year)

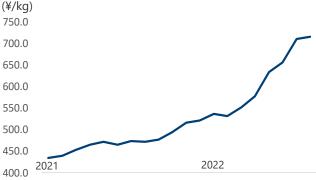
#### **Operating Income by Quarter** +1.3 billion 13 0.0 1.5 0.1 -2.3 -1.2 -0.0 -0.2 FY2021 FY2022 10 20 30 40 10 20

	ng Income e Analysis				(¥	<sup>(</sup> billions)
(Year	on Year)		+13.6			
	0.0	-0.6		-11.7	1.3	
	FY2021 1H	Volume	Pricing	Costs	FY2022 1H	

#### Sales Trends and Costs by Product

- Chloroprene Demand remained firm and shipments were largely in line with the same period in the previous fiscal year
  - Spread improved due to price hikes in response to rising raw materials costs (Announced additional price increase beginning in September (4th increase))
- Special cement Largely unchanged from last year additives
- The 2,300 yen/ton price increase, which had been delayed, is almost complete, with certain exceptions (as of September 30)
  - Negotiations for an additional 3,000 yen/ton price increase beginning in October are in progress
  - Coal prices soared (FY2021 1H: \$138/t ⇒ FY2022 1H: \$399/t)

[Customs Statistics] Chloroprene rubber (dry + latex) export unit price



Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug

# Despite a large increase in cement costs due to a sharp rise in coal prices, profit increased due to the effect of chloroprene rubber price hikes.

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#### FY2022 1st Half Results e) Polymer Solutions (Year on Year)



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#### Sales Trends and Costs by Product

• Despite the economic slowdown in the Chinese market, shipment volume was on a par with the previous year due to replacement demand from competing materials. However, depreciation and other costs increased

AS, ABS, transparent • Shipment volume was lower than the previous year due to the impact of automobile production cutbacks and economic slowdown in the Chinese market (for home appliances, etc.)

Food wrapping sheets • Largely unchanged from last year and containers

Toyokalon

• Shipments were lower year on year stemming from continuing weakness in purchasing power in Africa and the U.S. due to inflation

#### Cost

- Raw materials cost increases (maintained spread due to flexible price revisions)
- Styrene monomer plant scheduled for routine repairs (last performed in FY2018), increase in sales logistics costs

Price revisions in response to rising raw materials prices implemented to maintain the spread; however, profit declined significantly due to lower demand caused by economic downturn, as well as an increase in routine repair and logistics costs.

# **FY2022 Earnings Forecast**

#### FY2022 Earnings Forecast a) Summary (vs Forecast as of August, Year on Year)

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(¥ billions)	FY2022 Forecast as of August	FY2022 Revised Forecast (announced October 25)	(vs. August Forecasts)	FY2021 Actual	(Year on Year)
Sales	455.0	445.0	- 10.0	384.8	+ 60.2
Operating Income	43.0	43.0	± 0.0	40.1	+ 2.9
Operating Margin	9.5%	9.7%	± 0.2%	10.4%	- 0.7%
Ordinary Income	41.0	39.0	- 2.0	36.5	+ 2.5
Net Income Attributable to Owners of Parent	29.0	18.5*	- 10.5	26.0	- 7.5

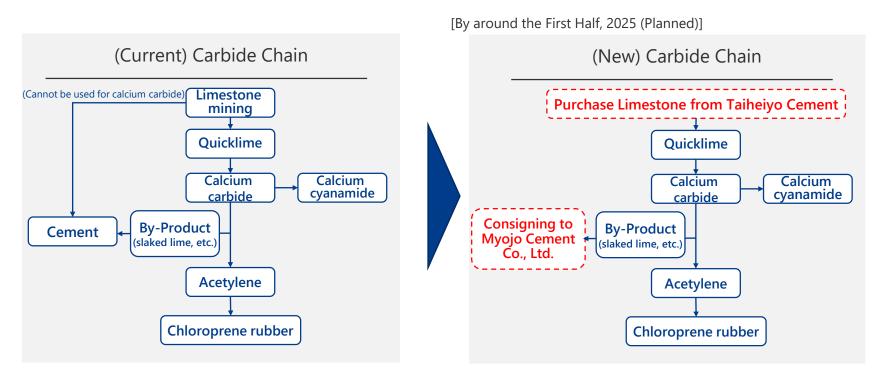
\*Extraordinary Losses of -19.0 billion yen due to withdrawal from cement business (see next page)

Operating income remains unchanged from August forecast; net income includes extraordinary loss due to withdrawal from the cement business and restructuring of carbide chain business Resolution Passed to Withdraw Completely from in-house Limestone Mining and Cement Manufacturing Business (announced October 25, 2022)

#### Schedule (Planned)

March 31, 2023: Transfer cement sales business to a New company\*, which in turn will transfer the business to Taiheiyo Cement CorporationApril 2023 onwards:Manufacturing: Denka, Sales: a New company $\Rightarrow$  Sales under the Taiheiyo Cement brand nameFirst half of 2025:Cease cement production and in-house limestone mining  $\Rightarrow$  Purchase limestone and consign by-product disposal

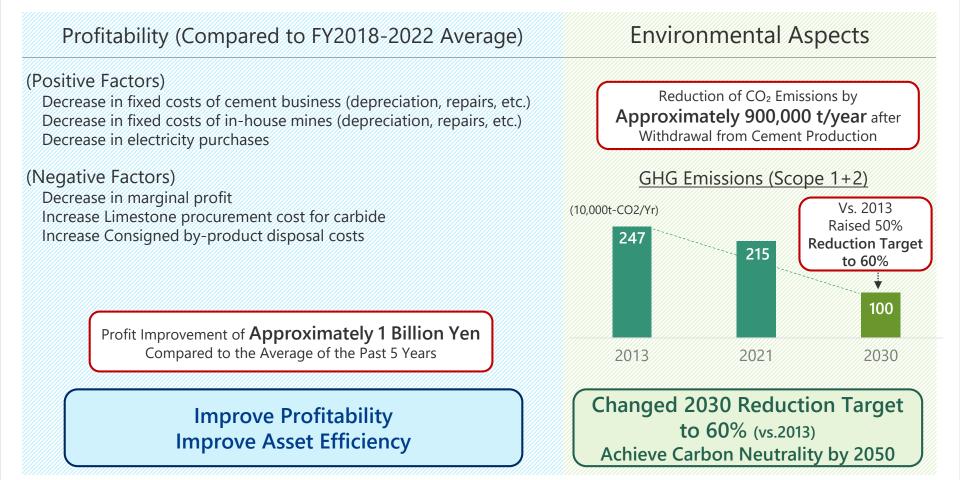
\*New company: a New Sales subsidiary to be established by Denka



\*Myojo Cement Co., Ltd. : a 100% subsidiary of Taiheiyo Cement Corporation

Posted Extraordinary Losses of Approximately 19 Billion Yen, Including Impairment Losses on Fixed Assets

### The Impact of Portfolio Reforms (After Completing Withdrawal)



Achieve Profitability and Environmental Benefits through Portfolio Reforms. Concentrate Management Resources into Growth Areas to Enhance Corporate Value.

#### FY2022 Earnings Forecast c) By Segment (vs Forecast as of August)

Sales (¥ billions)	FY2022 Forecast as of August	FY2022 Revised Forecast	lncr. Decr.	Volume	Pricing	
Electronics & Innovative Products	105.0	105.0	± 0.0	- 2.1	+ 2.1	-
Life Innovation	45.0	50.0	+ 5.0	+ 4.7	+ 0.3	
Elastomers & Infrastructure Solutions	140.0	140.0	± 0.0	- 2.8	+ 2.8	
Polymer Solutions	150.0	135.0	-15.0	- 8.0	- 7.0	
Others	15.0	15.0	± 0.0	-	-	
Total	455.0	445.0	-10.0	- 8.2	- 1.8	_
Operating Income (¥ billions)	FY2022 Forecast as of August	FY2022 Revised Forecast	lncr. Decr.	Volume	Pricing	Cost& Others
	Forecast	Revised		Volume - 2.7	Pricing + 2.1	
(¥ billions)	Forecast as of August	Revised Forecast	Decr.			Others
(¥ billions) Electronics & Innovative Products	Forecast as of August 22.5	Revised Forecast 21.5	Decr. - 1.0	- 2.7	+ 2.1	Others - 0.4
(¥ billions) Electronics & Innovative Products Life Innovation Elastomers & Infrastructure	Forecast as of August 22.5 11.0	Revised Forecast 21.5 13.0	Decr. - 1.0 + 2.0	- 2.7 + 1.5	+ 2.1 + 0.3	Others - 0.4 + 0.2
(¥ billions) Electronics & Innovative Products Life Innovation Elastomers & Infrastructure Solutions	Forecast as of August 22.5 11.0 2.5	Revised Forecast 21.5 13.0 3.5	Decr. - 1.0 + 2.0 + 1.0	- 2.7 + 1.5 - 0.3	+ 2.1 + 0.3 + 2.8	Others - 0.4 + 0.2 - 1.5

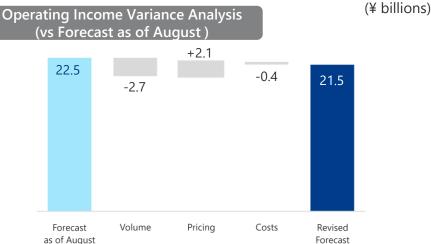
Despite fluctuations in each segment,

we left our overall forecast unchanged from August.

#### FY2022 Earnings Forecast d) Electronics & Innovative Products (vs Forecast as of August)



cables)



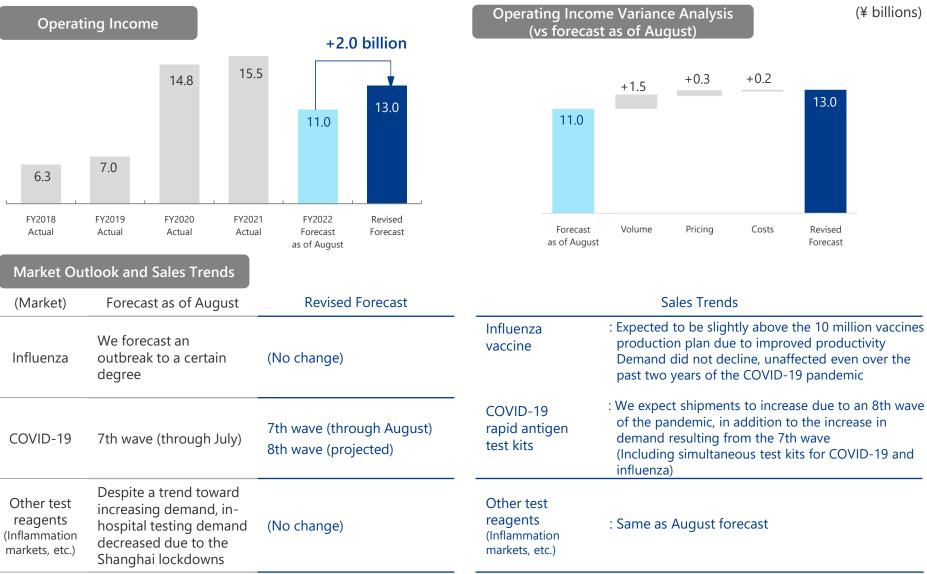
Sales Trends	
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mand for semiconductors consumer electronics plications is decreasing; wever, demand for miconductors for use in	Consumer electronics weakened, and automotive- related demand could not	Fused silica High-performance film	: We forecast semiconductor demand to swing downward and be lower than projected
tomobiles, which had been short supply, is increasing	compensate	Spherical alumina	: We forecast consumer electronics demand to swing downward and be lower than projected
adual recovery beginning July	(No change)	Ceramic substrates (silicon nitride, aluminum nitride)	: Same as August forecast
ntinued strong demand	(No change)	Acetylene black	: Same as August forecast (We determined to establish a JV in Thailand as a new manufacturing center)

Lower than August forecast due to lower demand for consumer electronics (smartphones, PCs, home appliances)

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#### FY2022 Earnings Forecast d) Life Innovation (vs Forecast as of August)



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In addition to increased demand due to the 7th wave, we assume

an 8th wave outbreak, with shipments expected to exceed August forecast.

#### FY2022 Earnings Forecast d) Elastomers & Infrastructure Solutions (vs Forecast as of August)

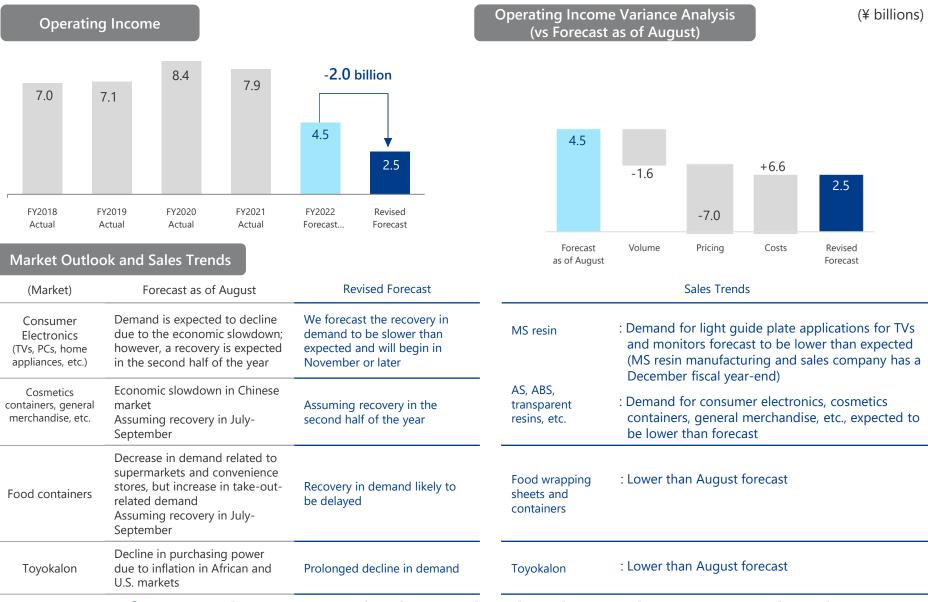
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Opera	ating Inco	me						e Variance as of Aug			(¥ billior
7.3				+1.0	) billion				+2.8		
	3.9			2.5	3.5		2.5	-0.3		-1.5	3.5
FY2018 Actual	FY2019 Actual	-3.6 FY2020 Actual	-3.5 FY2021 Actual	FY2022 Forecast as of August	Revised Forecast		Forecast as of August	Volume	Pricing	Costs	Revised Forecast
Market O	utlook an	d Sales Trer	nds								
(Mark	(et)	Forec	ast as of <i>i</i>	August	Revi	sed Forecast	ed Forecast Sales Trends			5	
Chloroprer	e rubber	Demand ex with FY201		o be on par			)	Sales volume and price increases should progress on par with August forecast Positive impact due to the weakening ye			forecast
Special c additi		Recovery ir constructic delayed; ho expected ir the year	on is likely owever, re	r to be ecovery is	Recovery of demand is expected to be delayed		We expect shipments to decline			ine	
Cement Fuel coal: US\$392/ton		Fuel coal: U	Fuel coal: US\$405/ton			Promoting an additional price increase of 3,000 yen/t					

Forecast to exceed August forecast

due to decline in chloroprene rubber raw material prices and the weakening yen

#### FY2022 Earnings Forecast d) Polymer Solutions (vs Forecast as of August)



We forecast the recovery in demand to be slower than expected and project results to be lower than August forecast. Copyright © Denka Co., Ltd. All Rights Reserved. 20

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F \ e)	/2022 Earnings F <b>Shareholder Re</b>	orecast <b>turns</b>					Denka
			FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Actual	FY2022 Forecast (announced October 25)
Ν	et Income	(¥ billions)	25.0	22.7	22.8	26.0	18.5
	Dividends per Share*	(¥/share)	120.0	125.0	125.0	145.0	145.0
							Mid-term 70.0 End 75.0
	Dividend	(¥ billions)	10.5	10.8	10.8	12.5	12.5
	Shareholders Return		42%	48%	47%	48%	68%
	Stock Purchase	(¥ billions)	2.1	-	-	-	-
Тс	otal Return	(¥ billions)	12.6	10.8	10.8	12.5	12.5
Тс	otal Return Ratio		50%	48%	47%	48%	68%
D	epreciation	(¥ billions)	22.9	22.5	22.9	23.9	26.0
In	vestment & Lending	(¥ billions)	32.8	36.9	42.3	35.6	43.0
R	DE		10.3%	9.1%	8.8%	9.4%	(6.2%)
Ec	quity Ratio		51.0%	50.0%	50.8%	51.7%	(50.6%)
Ν	et D/E Ratio		0.40	0.42	0.42	0.40	(0.47)

Although one-time losses incurred to enhance corporate value will result in exceeding our standard policy of 50% total return ratio, we intend to maintain a 145 yen/share dividend from the viewpoint of stable dividends.

### Reference : First Half Breakdown (By Segment) (vs Forecast as of August)

Sales (¥ billions)	FY2022 1H Forecast as of August	FY2022 1H Actual	Incr. Decr.	Volume	Pricing
Electronics & Innovative Products	50.0	47.5	- 2.5	- 2.7	+ 0.2
Life Innovation	20.0	21.9	+ 1.9	+ 1.5	+ 0.4
Elastomers & Infrastructure Solutions	65.0	62.9	- 2.1	- 2.4	+ 0.3
Polymer Solutions	67.5	63.6	- 3.9	- 2.3	- 1.6
Others	7.5	7.0	- 0.5	- 0.5	-
Total	210.0	202.9	- 7.1	- 6.3	- 0.8

Operating Income (¥ billions)	FY2022 1H Forecast as of August	FY2022 1H Actual	lncr. Decr.	Volume	Pricing	Cost& Others
Electronics & Innovative Products	10.0	9.6	- 0.4	- 0.9	+ 0.2	+ 0.3
Life Innovation	5.0	6.5	+ 1.5	+ 0.6	+ 0.4	+ 0.6
Elastomers & Infrastructure Solutions	1.5	1.3	- 0.2	- 0.3	+ 0.3	- 0.2
Polymer Solutions	0.5	-0.2	- 0.7	- 0.6	- 1.6	+ 1.5
Others	1.0	1.0	+ 0.0	+ 0.4	-	- 0.4
Total	18.0	18.3	+ 0.3	- 0.7	- 0.8	+ 1.8

## Reference : Forecast (By Segment) (Year on Year)

Sales (¥ billions)	FY2021 Actual	FY2022 Revised Forecast	Incr. Decr.	Volume	Pricing
Electronics & Innovative Products	90.2	105.0	+ 14.8	- 4.3	+ 19.1
Life Innovation	46.1	50.0	+ 3.9	+ 20.7	- 16.8
Elastomers & Infrastructure Solutions	106.9	140.0	+ 33.1	- 0.9	+ 34.0
Polymer Solutions	126.6	135.0	+ 8.4	- 19.7	+ 28.2
Others	15.1	15.0	- 0.1	- 0.1	-
Total	384.8	445.0	+ 60.2	- 4.3	+ 64.5

Operating Income (¥ billions)	FY2021 Actual	FY2022 Revised Forecast	lncr. Decr.	Volume	Pricing	Cost& Others
Electronics & Innovative Products	18.7	21.5	+ 2.8	- 1.7	+ 19.1	- 14.6
Life Innovation	15.5	13.0	- 2.5	+ 15.4	- 16.8	- 1.1
Elastomers & Infrastructure Solutions	-3.5	3.5	+ 7.0	- 1.1	+ 34.0	- 26.0
Polymer Solutions	7.9	2.5	- 5.4	- 3.0	+ 28.2	- 30.5
Others	1.5	2.5	+ 1.0	+ 1.1	-	- 0.2
Total	40.1	43.0	+ 2.9	+ 10.7	+ 64.5	- 72.3

## (Reference) Quarterly Trends (By Segment)

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	FY2020				FY2021				FY2022		
Sales (¥ billions)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2H Forecast (3Q, 4Q)
Electronics & Innovative Products	17.1	19.6	20.0	21.1	21.0	22.8	22.3	24.0	21.9	25.6	57.5
Life Innovation	5.3	10.9	20.5	6.3	6.0	19.3	10.9	9.9	6.4	15.5	28.1
Elastomers & Infrastructure Solutions	19.8	22.0	24.8	25.2	24.6	26.8	26.1	29.3	30.4	32.5	77.1
Polymer Solutions	25.3	25.1	28.3	31.3	31.8	31.5	29.5	33.9	31.6	32.0	71.4
Others	8.7	6.5	8.2	8.5	3.5	4.0	4.0	3.7	4.1	2.9	8.0
Total	76.2	84.1	101.7	92.4	86.7	104.4	92.8	100.9	94.4	108.6	242.1
	FY2020				FY2021				FY2022		
<b>Operating Income</b> (¥ billions)	FY2020 1Q	2Q	3Q	4Q	FY2021 1Q	2Q	3Q	4Q	FY2022 1Q	2Q	2H Forecast (3Q, 4Q)
		2Q 3.8	3Q 3.6	4Q 4.0		2Q 4.8	3Q 4.6	4Q 4.9		2Q 5.6	Forecast
(¥ billions) Electronics & Innovative	1Q				1Q				1Q		Forecast (3Q, 4Q)
(¥ billions) Electronics & Innovative Products	1Q 2.8	3.8	3.6	4.0	1Q 4.4	4.8	4.6	4.9	1Q 4.1	5.6	Forecast (3Q, 4Q) 11.9
(¥ billions) Electronics & Innovative Products Life Innovation Elastomers &	1Q 2.8 0.0	3.8 2.4	3.6 11.4	4.0 1.0	1Q 4.4 0.3	4.8 10.4	4.6 1.2	4.9 3.6	1Q 4.1 0.5	5.6 6.0	Forecast (3Q, 4Q) 11.9 6.5
(¥ billions) Electronics & Innovative Products Life Innovation Elastomers & Infrastructure Solutions	1Q 2.8 0.0 0.3	3.8 2.4 -0.4	3.6 11.4 -1.9	4.0 1.0 -1.5	1Q 4.4 0.3 0.1	4.8 10.4 -0.0	4.6 1.2 -1.2	4.9 3.6 -2.3	1Q 4.1 0.5 -0.2	5.6 6.0 1.5	Forecast (3Q, 4Q) 11.9 6.5 2.2

## Cautionary statement regarding forward-looking information

Target figures in this material are not forecasts of business results. In addition, any description relating to the future in this material is subject to known or unknown risks and uncertainties,

- although it is base on management's current assumptions and beliefs in light of the information currently available to it.
- Please be cautioned that a number of important factors could cause actual results to differ significantly from the description in the material.

Such risks and uncertainties include adverse economic conditions, currency exchange rate fluctuations, adverse legislative and regulatory developments, delays in new product launch, pricing, and product initiatives of competitors, the inability of the Company to market existing and new products effectively, interruptions in production, infringements of the company's intellectual property rights and the adverse outcome of material litigation. Possibility of chemistry



Inquiries regarding this material

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