

# Global Expansion of the Hodogaya Chemical Group

## We constantly strive to meet global customer needs through the expansion of our overseas network

The Hodogaya Chemical Group is enhancing its overseas bases to respond to the diverse needs of global customers. We have already established our subsidiaries in North America, Europe, and China, which are our primary markets. In the field of OLED materials, we invested in a South Korean company with a high level of technical expertise, and we have put in place a system in which the R&D, production, and sales functions make a three-pronged effort to respond speedily to the needs in the Asian regions with high potential.

As a result of expanding exports from Japan and working on expanding our overseas network, our overseas sales of imaging materials, such as charge control agents for toners and dyes for aluminum coloring of mobile devices, have increased steadily. Hodogaya Chemicals' sales of OLED materials remained robust

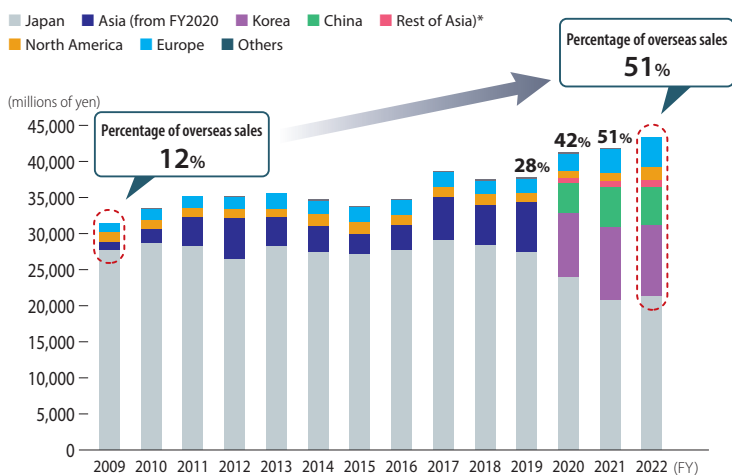
along with the expansion of applications for OLED products. Also, sales of materials for PCR diagnostic kits, developed independently by a Korean subsidiary as an application technology for OLED materials from FY2020 under the COVID-19 pandemic, increased. In addition, the overseas sales ratio for the Hodogaya Chemical Group rose to 51% because of strong sales of urethane materials that we focus on as an environmentally friendly products using bio-based raw materials, release agents and other polymer materials, and specialty chemicals, including phosgene derivatives.

The Group will respond to customer needs in Japan and overseas by constantly providing high-quality products and services, taking advantage of its unique technological capabilities and global networks in all fields.

### [Korea Business Strategy Office]

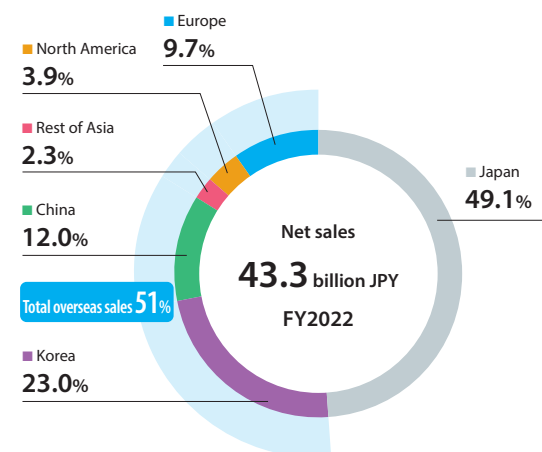
With the growing importance of the Korea business to the entire Group, we established the Korea Business Strategy Office on July 1, 2023 to flexibly and efficiently consider and promote business strategies for further growth of our business in Korea.

### Trends in the Hodogaya Chemical Group's net sales by region



\* Sales in Korea and China, which were included in Asia until FY2019, are now listed independently as these markets have increased in importance.

### Net sales composition by region of the Hodogaya Chemical Group



## VOICE Contributing to the Hodogaya Chemical Group from the cutting edge of sustainability

Involved in analyzing business profitability as well as project management in the Business Promotion Department, I am currently working for HODOGAYA CHEMICAL EUROPE GmbH, based in Düsseldorf, Germany. Sales activities are of course important, but with Europe at the forefront of efforts to address sustainability concerns, including the environment and SDGs, I make it a point to provide useful information to our head office in Japan in a timely manner. In recognition of our efforts to address customer requests, we received the Silver Medal from EcoVadis, an external evaluation organization, in FY2022. In addition to this evaluation, recognition by EcoVadis has been extremely well received by customers, which in turn is contributing to increased sales. I will continue to provide cutting-edge information from Europe and work to improve the sustainability of the Hodogaya Chemical Group.



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