

Five-year Business Plan 2030 Tokuyama Corporation Investor Meeting Q&A (Excerpts)

Date and time: May 29, 2026 (Friday) 13:30-14:30

Participant: Tomohiro Inoue, President, Representative Director

Takeshi Ito, Managing Executive Officer, General Manager, Corporate Planning Div.

Business strategy for Electronic & Advanced Materials

Q:

I would like to ask about the strategies for businesses other than IC Chemicals, which are detailed in the explanatory materials. Historically, our thermal dissipation products were mainly sold as thermal materials for semiconductor manufacturing equipment parts (electrostatic chucks). How much potential do you see for fillers in TIM (Thermal Interface Material) applications? In addition, silica has been centered on CMP applications, but which fields are expected to grow going forward?

In the past, the polycrystalline silicon business suffered heavy losses when expanding into Malaysia. For OTSM, this project represents a re-entry into the exact same region. Could you share your strategic advantages and your outlook for success this time around?

A:

In addition to growing demand in power semiconductors and EVs, fillers are also expected to see some adoption in AI data centers. While silica and alumina have historically been the primary materials in this field, the recent demand for higher thermal performance creates strong growth expectations for our fillers.

As part of our new initiatives for silica, we are receiving proposals and inquiries from customers for applications such as encapsulants. There are also rising expectations for silica raw materials in high-performance applications. We aim to capitalize on these needs and deepen our customer dialogue, while moving forward with both capacity expansion and technological development.

We fully acknowledge the feedback regarding our past losses in the polycrystalline silicon business. In anticipation of growing semiconductor demand, particularly in advanced fields, we have been evaluating capacity expansion. Considering that the demand for green polycrystalline silicon will increase in the future, we compared production bases both in Japan (Tokuyama Factory) and overseas. Ultimately, we chose an overseas location where green power is readily accessible. Driven by this growth in advanced applications and the need for green transformation, we are confident in our strategic advantage and outlook for success.

Growth of existing businesses in Life Sciences

Q:

While in vitro diagnostics are expected to drive long-term growth in Life Sciences, we anticipate significant growth in our existing businesses through fiscal year 2030. Could you please specify which businesses fall into this category?

A:

We anticipate growth in dental materials and equipment and plastic lens-related materials, positioning dental materials and equipment in particular as a sector capable of stable growth.
