

## *The Shin-Etsu Chemical Identity*

### **Scale**

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*Consolidated net sales rose 11.0 percent to ¥693.3 billion for the year ended March 31, 1998. Sales have grown at an average annual rate of 8.5 percent during the past five years. Net income advanced 3.5 percent to ¥42.0 billion. Shin-Etsu was ranked number 401 in the Business Week 1997 Global 1,000.*

### **Operations**

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*Headquartered in Tokyo, Japan, Shin-Etsu has production facilities in Japan, the United States, the United Kingdom, the Netherlands, Malaysia, and many other countries. There are approximately 19,000 employees worldwide.*

### **Core Products**

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*Shin-Etsu is distinguished by its policy of building leading positions in key global markets where demand is expanding steadily. The world's largest producer of polyvinyl chloride (PVC) and semiconductor silicon, Shin-Etsu also has a major presence in markets for silicones, synthetic quartz and rare earth magnets.*

### **New Markets**

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*Always vigilant for opportunities to leverage core skills, Shin-Etsu has a number of new products with long-term potential. Prowess in silicon chemistry points to more growth in semiconductor silicon, silicones and synthetic quartz. Experience serving semiconductor device makers enables Shin-Etsu to establish positions in markets for such products as photoresists and pellicles.*