NSG GROUP

10 May 2019

FY2019 ANNUAL RESULTS

(1 April 2018 to 31 March 2019)

- **Sixth consecutive year of operating profit improvement, with significant increase in attributable profit**
- **FY2020 operating and attributable profit expected to show modest reduction consistent with challenging market conditions, although the Group's VA sales mix continue to improve**
- **No change in the direction of MTP Phase 2. Transform business structure by executing key "Shift to VA+Growth" initiatives**

Sixth consecutive year of operating profit improvement, with significant increase in attributable profit

- Group revenues of ¥ 612.8bn increased by 2% from the previous year (FY2018: ¥ 598.9bn*), reflecting sluggish European and North American Automotive markets in the second half of the year and stable or improving market conditions elsewhere
- Despite increase in energy-related costs and deterioration of South American currencies, trading profit improved by 3% from the previous year to ¥ 38.8bn (FY2018: ¥ 37.7bn*)
- Attributable profit improved by 116% from the previous year to ¥ 13.3bn (FY2018: ¥ 6.2bn), as result of reduced net finance costs and improved JV's and Associates results

	Revenue		Operating Profit	
	FY2019	FY2018*	**FY2019**	FY2018*
Architectural Glass	**¥ 247.3bn**	¥ 238.0bn	**¥ 25.8bn**	¥ 26.3bn
Automotive Glass	**¥ 314.7bn**	¥ 311.4bn	**¥ 15.1bn**	¥ 14.2bn
Technical Glass	**¥ 49.1bn**	¥ 48.4bn	**¥ 8.1bn**	¥ 5.4bn

FY2020 operating and attributable profit expected to show modest reduction consistent with challenging market conditions, although the Group's VA sales mix continues to improve

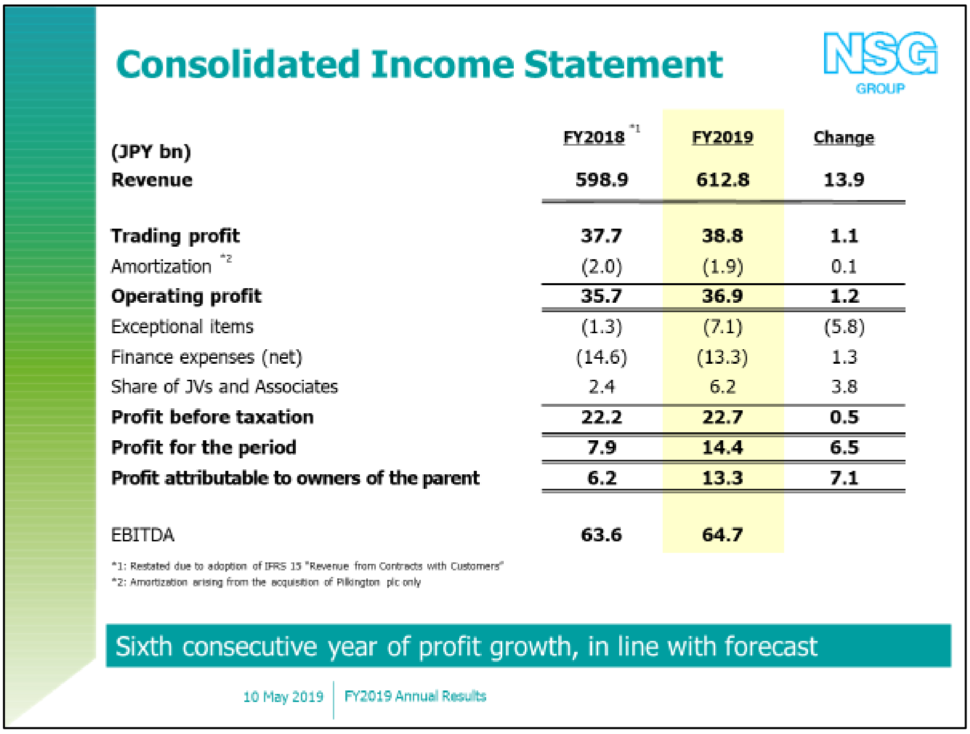
- Group revenues of ¥ 620.0bn slightly above FY2019, with further improved VA sales
- Challenging market conditions in many areas, preventing pass-through of increasing input costs, trading profit of ¥ 37.0bn (5% decrease from FY2019) and attributable profit forecast of ¥ 11.0bn (17% decrease from FY2019)

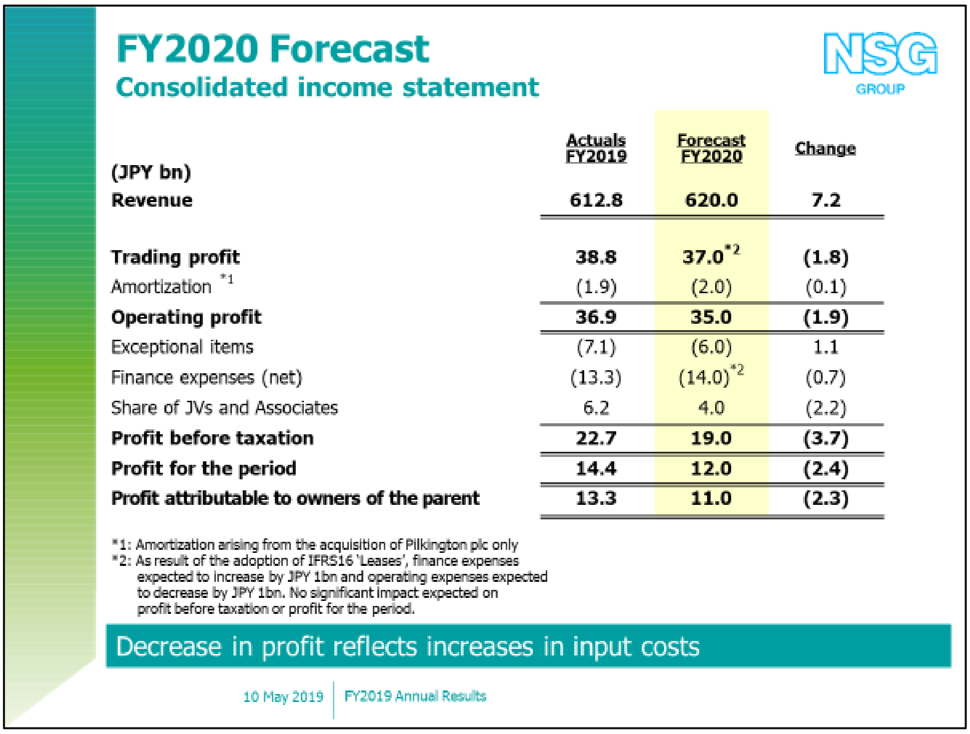
No change in the direction of MTP Phase 2. Transform business structure by executing key "Shift to VA+Growth" initiatives

- **Profitability enhancement:**
  Further acceleration of VA shift and continuous efficiency and cost improvement
- **Development of future growth opportunities:**
  Execution of strategic investment projects, acceleration of new product launches
- **New business development:**
  Enhancement of Business Innovation Center and R&D

*: Restated due to adoption of IFRS15 "Revenue from Contracts with Customers"

Excerpt from NSG Group FY2019 Annual financial results presentation, 10 May 2019





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