

1 August 2019

## FY2020 1ST QUARTER RESULTS

(1 April 2019 to 30 June 2019)

- **With market conditions as anticipated, FY2020 Q1 results were in line with the Group's plan**
- **Net debt increased due to the adoption of IFRS16 "Leases", strategic investments and seasonal changes in working capital**
- **The Group's annual financial forecast for FY2020 remains unchanged**

### **With market conditions as anticipated, FY2020 Q1 results were in line with the Group's plan**

- Group revenues of ¥ 147.1bn decreased from the previous year (FY19 Q1: ¥ 158.4bn) mainly due to the translational impact of a strengthened Yen
- Trading profit of ¥ 9.3bn (FY19 Q1: ¥ 10.2bn) in line with expectations, as a slow-down of European Automotive markets was partially offset by cost efficiencies and growth in solar energy glass volumes

	Revenue		Operating Profit	
	<b>FY20 Q1</b>	FY19 Q1	<b>FY20 Q1</b>	FY19 Q1
Architectural Glass	<b>¥ 59.9bn</b>	¥ 61.4bn	<b>¥ 5.7bn</b>	¥ 5.3bn
Automotive Glass	<b>¥ 76.8bn</b>	¥ 84.3bn	<b>¥ 4.0bn</b>	¥ 4.9bn
Technical Glass	<b>¥ 10.1bn</b>	¥ 12.4bn	<b>¥ 1.8bn</b>	¥ 1.8bn

- As result of non-recurrence of the exceptional credit recorded during the first quarter of the previous year, profit attributable to owners of the parent decreased to ¥ 2.9bn (FY19 Q1: ¥ 5.4bn)

### **Net debt increased due to the adoption of IFRS16 "Leases", strategic investments and seasonal changes in working capital**

- Net debt increased by ¥ 70.6bn from 31 March 2019 to ¥ 388.3bn
- Focus on reduction of working capital to attain positive underlying free cash flow excluding the strategic capital expenditure projects

### **The Group's annual financial forecast for FY2020 remains unchanged**

- Strong efficiency and cost improvement actions to mitigate input cost increase and market weakness
- Key step-change actions progressing in line with expectations to return to profit growth from FY2021
- Continuing the execution of strategic investment projects as scheduled

**Excerpt from NSG Group FY2020 1st Quarter financial results presentation,  
1 August 2019**

## Consolidated Income Statement



**The Group's annual financial forecast remains unchanged**

¥ bn	FY2019 Q1	<b>FY2020 Q1</b>	FY2020 Half-year Forecast	FY2020 Full-year Forecast
<b>Revenue</b>	158.4	<b>147.1</b>	310.0	620.0
<b>Trading profit</b>	10.2	<b>9.3</b>		37.0
Amortization *	(0.5)	<b>(0.5)</b>		(2.0)
<b>Operating profit</b>	9.7	<b>8.8</b>	17.0	35.0
Exceptional items	2.4	<b>(0.6)</b>		(6.0)
Finance expenses (net)	(3.2)	<b>(3.5)</b>		(14.0)
Share of JVs and associates	0.4	<b>0.5</b>		4.0
<b>Profit before taxation</b>	9.3	<b>5.2</b>		19.0
<b>Profit for the period</b>	6.0	<b>3.1</b>		12.0
<b>Profit attributable to owners of the parent</b>	5.4	<b>2.9</b>		11.0
EBITDA	16.7	<b>17.5</b>		

\*: Amortization arising from the acquisition of Pilkington plc only

1 August 2019 | FY2020 Quarter 1 Results Presentation

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