

# 151st Ordinary General Meeting of Shareholders

Nippon Sheet Glass Company, Limited



# **NSG Group** Issues to be Addressed

## Medium-term Plan (MTP)



### **Long-term strategic vision**

#### **MTP**

- Achieve financial sustainability
- Transform into VA Glass Company
  - **Operational Efficiency**
- Continue to maintain focus on profit improvement
- Increase VA ratio

#### **Four Key Measures**

- Promote VA No.1 Strategy
- Establish growth drivers
- Business culture innovation
- Enhance global **ma**nagement

#### Establish stable financial base

- Enhance equity
- Reduce net debt

Sustainable growth

#### **After MTP**

■ Top-line growth based on financial sustainability

FY15-FY17

Phase 2 FY18-FY20

FY21-

### MTP Phase 2 begins from FY2018

# MTP Phase 2: 4 Key Measures



# **MTP Targets**

- Achieve financial sustainability
- Transform into VA Glass Company

## Financial Measure

- Establish stable financial base
  - Enhance equity
  - Reduce net debt

### Key Measures

- **Promote VA No.1** Strategy
- **Establish growth drivers**
- **Business culture** innovation
- **Enhance global** management

**Issuance of Class A Shares** 

Key measures of MTP Phase 2 to drive the gear shift to growth

# Phase 2 Measures: Financial Measure



# **MTP Targets**

- Achieve financial sustainability
- Transform into VA Glass Company

## Financial Measure

- Establish stable financial base
  - Enhance equity
  - Reduce net debt

### Key Measures

- **Promote VA No.1 Strategy**
- Establish growth drivers
- Business culture innovation
- **Enhance global** management

### Issuance of Class A Shares

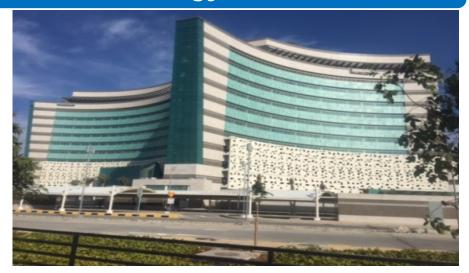
Earlier financial stability through profit generation and further reduction of financial cost

# MTP Phase 2 Shift to Growth **Architectural Glass Business**



# Drive VA No.1 Strategy





#### Core strengths & growth potential

- Expansion of Spacia<sup>™</sup> (eg. high-rise building, commercial refrigerators)
- Expansion of Optiwhite<sup>TM</sup>
- Development of downstream business in Poland
- Restart of float line in Italy

# MTP Phase 2 Shift to Growth **Architectural Glass Business**





### Realization of VA in energy saving / generation, health & design

- Glass for next-generation thin-film solar panels
- Glass for BIPV
- Electrochromic glass
- Digital signage

# MTP Phase 2 Shift to Growth **Automotive Glass Business**



# Drive VA No.1 Strategy







#### Core strengths & growth potential

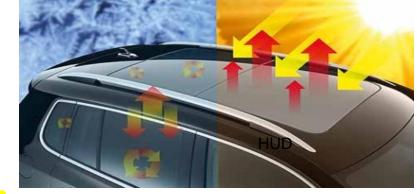
- New advanced press lines in Japan, US & Europe to start in FY18 for increasing number of cars with HUD & ADAS
- Anti-fog / water-repellent coating
- UV Protect 400<sup>TM</sup> (long wave-length UVA cut glass)
- More applications for specialized transportation

# MTP Phase 2 Shift to Growth **Automotive Glass Business**



### **Establish Growth Drivers**







#### Delivery of new values in ADAS, lightweight etc.

- Lightweight
- Heat insulation incl. low-e glass
- Solar control

- Noise reduction
- Integrated display glass
- Glass antennas

# MTP Phase 2 Shift to Growth **Technical Glass Business**



# **Drive VA No.1 Strategy**







#### **Core strengths & growth potential**

- glanova<sup>™</sup> commercial level sales to start for mobile phones and tablets
- Glasscord for "Belt in Oil"
- New glasscord plant in Poland
- Battery separator for ISS (\*)
- Planned launch of mobile DNA tester (\*) ISS: idling stop system



# MTP Phase 2 to Generate Positive Free Cash Flow



Increase of **Trading profit** 

Reduction of Finance expense

Free cash flow generation

Capex < **Depreciation**  **Working capital** control

**Asset review** 

Aiming to generate more free cash flow

## Issued to be Addressed



- Transformation into business organization capable of stable profit in even amidst uncertain unstable economic landscape
- Building solid profit base for sustainable growth



Execution of 4 key measures steadfastly. We aim to generate cash and trim net outstanding debt for earlier financial stability to be achieved.



# Matters to be resolved

# **Proposal: Election of Eight Directors**

Pages 5 to 13 of the Convening Notice

# **Proposal: Election of Eight Directors**



Günter Zorn (External director)

Toshikuni Yamazaki (External director)

Shigeki Mori

Yasuyuki Kimoto

(External director)

Clemens Miller

Masatoshi Matsuzaki

(External director)

Kenichi Morooka Yuji Takei

(External director)

