NSG Group
Financial Year ending 31 March 2022
Quarter 3 Results
(from 1 April 2021 to 31 December 2021)

Nippon Sheet Glass Company, Limited
Reiko Kusunose
Senior Executive Officer & CFO

3 February 2022
Agenda

1. Financial Year ending 31 March 2022 Quarter 3 Results
2. Forecast for Financial Year ending 31 March 2022
3. Update of Transformation Initiatives under Revival Plan 24 (RP24)
4. Summary
1. Financial Year ending 31 March 2022 Quarter 3 Results
## Consolidated Income Statement

Architectural and Technical Glass offset unfavorable Automotive. Profit remains surplus. Contribution of share of JVs and associates’ profits

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>Q3 (3 months)</th>
<th>Cumulative (9 months)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2021/3</td>
<td>2022/3</td>
</tr>
<tr>
<td>Revenue</td>
<td>135.9</td>
<td>152.3</td>
</tr>
<tr>
<td>Operating profit</td>
<td>4.8</td>
<td>1.8</td>
</tr>
<tr>
<td>ROS: Return on sales (%)</td>
<td>3.5%</td>
<td>1.2%</td>
</tr>
<tr>
<td>Exceptional items</td>
<td>(1.2)</td>
<td>-</td>
</tr>
<tr>
<td>Exceptional items</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>3.6</td>
<td>1.8</td>
</tr>
<tr>
<td>after COVID-19 related</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exceptional items</td>
<td>1.0</td>
<td>(0.2)</td>
</tr>
<tr>
<td>Exceptional items</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>4.6</td>
<td>1.7</td>
</tr>
<tr>
<td>after exceptional items</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finance expenses (net)</td>
<td>(2.1)</td>
<td>(3.2)</td>
</tr>
<tr>
<td>Share of JVs and</td>
<td>1.0</td>
<td>2.2</td>
</tr>
<tr>
<td>associates’ profits</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profit/(loss) before</td>
<td>3.5</td>
<td>0.7</td>
</tr>
<tr>
<td>taxation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profit/(loss) for the</td>
<td>3.7</td>
<td>1.0</td>
</tr>
<tr>
<td>period</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net profit/(loss) *</td>
<td>3.4</td>
<td>0.0</td>
</tr>
<tr>
<td>EBITDA</td>
<td>13.5</td>
<td>11.1</td>
</tr>
</tbody>
</table>

Q3 revenue and operating profit reduced in Automotive. Cumulative profit reduction in Automotive was offset by Architectural and Technical Glass to continuous profit in the whole group.

### Operating Profit : vs PY

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>Q3</th>
<th>Cum.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Architectural</td>
<td>2.5</td>
<td>8.9</td>
</tr>
<tr>
<td>Automotive</td>
<td>(6.2)</td>
<td>(4.9)</td>
</tr>
<tr>
<td>Technical</td>
<td>0.1</td>
<td>3.3</td>
</tr>
<tr>
<td>Others</td>
<td>0.6</td>
<td>(0.8)</td>
</tr>
<tr>
<td>Grp. Total</td>
<td>(3.0)</td>
<td>6.5</td>
</tr>
</tbody>
</table>

Including gain on disposal of Battery Separator business

Strong JV results especially in Brazil

* Profit (loss) attributable to owners of the parent
### Change Analysis – Operating profit (Cumulative)

**Improvement by JPY 20.5 bn with demand recovery, price increases, and cost savings offsetting input cost rises**

<table>
<thead>
<tr>
<th>2021/3 Q3</th>
<th>2021/3 Q3</th>
<th>Price improvement mainly in Architectural</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.0</td>
<td>(14.0)</td>
<td>Unrecovered operating and other costs arising from COVID-19 pandemic recorded as exceptional items in 2021/3</td>
</tr>
<tr>
<td>(14.0)</td>
<td>(6.0)</td>
<td>Improvement in all businesses</td>
</tr>
<tr>
<td>(6.0)</td>
<td>18.6</td>
<td>Cost saving benefits including headcount reduction</td>
</tr>
</tbody>
</table>

#### Operating profit

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>Operating profit</th>
<th>COVID exceptional Item</th>
<th>Operating loss after COVID exceptional*</th>
<th>FX</th>
<th>Sales Vol/Mix</th>
<th>Price</th>
<th>Input Costs</th>
<th>Other</th>
<th>Operating profit</th>
</tr>
</thead>
</table>
| 8.0      | 13.1             | (18.8)                 | 7.8                                      | 14.5 | *(Operating loss after COVID-19 related exceptional items)*

3 February 2022 FY2022 Quarter 3 Results Presentation
Change Analysis – Operating profit (Quarter 3 only)

Operating profit reduced, affected by energy, material, and other costs rises despite price increases and cost saving efforts

- **Operating profit** reduced, affected by energy, material, and other costs rises despite price increases and cost saving efforts.

- **Most of unrecovered operating and other costs arising from COVID-19 pandemic recorded as exceptional items in Q1 of 2021/3**

- **Improvement in Architectural and Technical Glass**

- **Price improvement mainly in Architectural**

- **Cost saving benefits including headcount reduction offset by other costs including transportation**

- **Significant rise in natural gas prices in Europe**

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>2021/3 Q3</th>
<th>2021/3 Q3</th>
<th>Price improvement mainly in Architectural</th>
<th>2022/3 Q3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating profit</td>
<td>4.8</td>
<td>3.6</td>
<td></td>
<td>1.8</td>
</tr>
<tr>
<td>COVID exceptional Item</td>
<td>(1.2)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating profit after COVID exceptional*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FX</td>
<td>0.2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Vol/Mix</td>
<td>3.8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Input Costs</td>
<td>6.2</td>
<td>(11.3)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>(0.7)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Operating profit after COVID-19 related exceptional items
Energy Cost Breakdown

Cumulative significant increase in overall energy cost, due to improving volumes and higher energy input prices. Particularly driven by increasing cost of natural gas, with this now accounting for 50% of the Group’s total energy spend.

Most significant impacts in Europe by region, and in Architectural by business.
Energy Price Movement

Energy Cost Breakdown (by region)

Significant impact by natural gas price hike in Europe and heavy fuel oil price increase in Asia

Left: 2021/3 (12 months)
Right: 2022/3 Q3 Cumulative (9 months)
## Consolidated Balance Sheet

### Improvement in shareholders’ equity ratio above 11% with positive factors including net profit generation

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>31 March 2021</th>
<th>31 December 2021</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Assets</strong></td>
<td>825.0</td>
<td>858.8</td>
<td>33.9</td>
</tr>
<tr>
<td>Non-current assets</td>
<td>575.0</td>
<td>597.3</td>
<td>22.4</td>
</tr>
<tr>
<td>Current assets</td>
<td>250.0</td>
<td>261.5</td>
<td>11.5</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>745.2</td>
<td>740.7</td>
<td>(4.5)</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>287.8</td>
<td>300.6</td>
<td>12.8</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>457.4</td>
<td>440.1</td>
<td>(17.3)</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td>79.8</td>
<td>118.1</td>
<td>38.4</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>62.9</td>
<td>97.2</td>
<td>34.3</td>
</tr>
<tr>
<td><strong>Shareholders’ Equity Ratio</strong></td>
<td>7.6%</td>
<td>11.3%</td>
<td>+3.7pt</td>
</tr>
<tr>
<td><strong>Net Debt</strong></td>
<td>411.7</td>
<td>407.6</td>
<td>(4.2)</td>
</tr>
</tbody>
</table>
## Consolidated Statement of Cash Flows

Large improvement to inflow in cumulative free cash flows from 2021/3 with recovering profits, strict cash management, and business disposal income. Good progress for the positive in full-year

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>Q3 (3 months)</th>
<th>Cumulative (9 months)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2021/3</td>
<td>2022/3</td>
</tr>
<tr>
<td>Net cash flows from operating activities</td>
<td>12.5</td>
<td>6.7</td>
</tr>
<tr>
<td>included above: Net change in working capital</td>
<td>2.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Net cash flows from investing activities</td>
<td>(6.9)</td>
<td>(4.2)</td>
</tr>
<tr>
<td>included above: Purchase of property, plant and equipment</td>
<td>(7.8)</td>
<td>(5.7)</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>5.6</td>
<td>2.4</td>
</tr>
<tr>
<td>Net cash flows from financing activities</td>
<td>(2.6)</td>
<td>(0.1)</td>
</tr>
<tr>
<td>(Decrease)/increase in cash and cash equivalents</td>
<td>3.0</td>
<td>2.3</td>
</tr>
</tbody>
</table>

Cash and cash equivalents at the end of the period | 41.3    | 44.6    | 3.2      |
## Segmental Information

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>2020/3 Q3 Cum.</th>
<th>2021/3 Q3 Cum.</th>
<th>2022/3 Q3 Cum.</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Revenue</td>
<td>%</td>
<td>Operating profit</td>
<td>Revenue</td>
</tr>
<tr>
<td><strong>Architectural</strong></td>
<td>180.1</td>
<td>43%</td>
<td>14.0</td>
<td>156.1</td>
</tr>
<tr>
<td>Europe</td>
<td>66.3</td>
<td>16%</td>
<td>60.6</td>
<td>58.3</td>
</tr>
<tr>
<td>Asia</td>
<td>71.7</td>
<td>17%</td>
<td>58.3</td>
<td>37.2</td>
</tr>
<tr>
<td>Americas</td>
<td>42.1</td>
<td>10%</td>
<td>14.0</td>
<td>156.1</td>
</tr>
<tr>
<td><strong>Automotive</strong></td>
<td>214.6</td>
<td>50%</td>
<td>5.3</td>
<td>173.6</td>
</tr>
<tr>
<td>Europe</td>
<td>90.7</td>
<td>21%</td>
<td>72.1</td>
<td>43.4</td>
</tr>
<tr>
<td>Asia</td>
<td>51.1</td>
<td>12%</td>
<td>58.1</td>
<td>72.5</td>
</tr>
<tr>
<td>Americas</td>
<td>72.8</td>
<td>17%</td>
<td>14.0</td>
<td>37.2</td>
</tr>
<tr>
<td><strong>Technical Glass</strong></td>
<td>30.2</td>
<td>7%</td>
<td>5.4</td>
<td>26.6</td>
</tr>
<tr>
<td>Europe</td>
<td>5.1</td>
<td>1%</td>
<td>4.6</td>
<td>4.6</td>
</tr>
<tr>
<td>Asia</td>
<td>24.0</td>
<td>6%</td>
<td>21.2</td>
<td>21.2</td>
</tr>
<tr>
<td>Americas</td>
<td>1.1</td>
<td>0%</td>
<td>0.8</td>
<td>0.8</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>0.9</td>
<td>0%</td>
<td>(6.7)</td>
<td>1.1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>425.8</td>
<td>100%</td>
<td>18.0</td>
<td>357.4</td>
</tr>
</tbody>
</table>

*Operating profit/(loss) after COVID-19 related exceptional items*
Architectural (Cum. Rev↑, Profit↑ : Q3 Rev↑, Profit↑)

Significantly improved revenue continued in all regions reflecting strong demand. Solid profit exceeding 2020/3, with prices increase and cost saving efforts offsetting higher energy prices.

Europe (Cum. Rev↑, Profit↑ : Q3 Rev↑, Profit↓)
- Improved sales volume and prices with demand above capacity
- Less profitability in Q3 with higher energy, raw materials, and logistics costs, exceeding price improvement, strong operational performance and cost saving efforts

Asia (Cum. Rev↑, Profit↑ : Q3 Rev↑, Profit↑)
- Sales volume and price recovering in Japan. Good performance maintained in other countries
- Robust demand for solar energy glass

Americas (Cum. Rev↑, Profit↑ : Q3 Rev↑, Profit↑)
- Sales volume increased, although shipments constrained due to cold repair and shortages of transportation capacity in North America.
- Continued strong sales of solar energy glass
- Higher shipment volumes reflecting strong demand in South America

*Operating profit/(loss) after COVID-19 related exceptional items
Automotive (Cum. Rev↑, Profit↓: Q3 Rev↓, Profit↓)

Q3 Revenue decreased, affected by constrained vehicle build due to component parts shortage. Q3 profit reduced with the negative impact of higher energy and material cost, despite cost saving efforts. Leading to cumulative profit reduction.

Europe (Cum. Rev↑, Profit↓: Q3 Rev↓, Profit↓)

Asia (Cum. Rev↑, Profit↑: Q3 Rev↓, Profit↓)

Americas (Cum. Rev↑, Profit↑: Q3 Rev↑, Profit↓)

- Q3 sales volume reduced in Europe and Asia including Japan, impacted by constrained vehicle build due to shortage of component parts such as semiconductors
- Q3 profit reduced as a whole, impacted by higher energy and material cost, despite cost saving efforts

### JPY bn

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>Cumulative (9 months)</th>
<th>Q3 (3 months)</th>
<th>Change</th>
<th>Cumulative (9 months)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020/3</td>
<td>2021/3</td>
<td>2022/3</td>
<td>Change</td>
</tr>
<tr>
<td>Revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>214.6</td>
<td>68.3</td>
<td>68.1</td>
<td>(0.2)</td>
</tr>
<tr>
<td>Asia</td>
<td>90.7</td>
<td>28.8</td>
<td>27.3</td>
<td>(1.5)</td>
</tr>
<tr>
<td>Americas</td>
<td>51.1</td>
<td>17.6</td>
<td>16.4</td>
<td>(1.2)</td>
</tr>
<tr>
<td>OP</td>
<td>72.8</td>
<td>21.9</td>
<td>24.4</td>
<td>2.5</td>
</tr>
<tr>
<td>OP after COVID*</td>
<td>5.3</td>
<td>1.3</td>
<td>(4.9)</td>
<td>(6.2)</td>
</tr>
<tr>
<td>OP after COVID*</td>
<td>5.3</td>
<td>0.5</td>
<td>(4.9)</td>
<td>(5.4)</td>
</tr>
</tbody>
</table>

*Operating profit/(loss) after COVID-19 related exceptional items
Technical Glass (Cum. Rev↑, Profit↑: Q3 Rev↑, Profit↑)

Improved revenue and profit, with continuous generally favorable market conditions, recovering from COVID-19 impact in 2021/3 (like-for-like basis without battery separators disposed in September)

### Technical Glass

- Further improvement in fine glass based on continued cost reduction efforts and better sales mix
- Continued volume improvement of printer lenses by work from home and school from home demand
- Strong demand for glass cord particularly in China. Signs of recovery in Metashine® demand for cosmetic applications

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>2021/3 Q3</th>
<th>2022/3 Q3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>26.6</td>
<td>30.8</td>
</tr>
<tr>
<td>OP</td>
<td>4.5</td>
<td>7.8</td>
</tr>
<tr>
<td>OP after COVID*</td>
<td>4.3</td>
<td>7.8</td>
</tr>
</tbody>
</table>

*Operating profit/(loss) after COVID-19 related exceptional items

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>Cumulative (9 months)</th>
<th>2021/3</th>
<th>2022/3</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>30.2</td>
<td>10.1</td>
<td>9.1</td>
<td>(1.0)</td>
</tr>
<tr>
<td>OP</td>
<td>5.4</td>
<td>2.0</td>
<td>2.1</td>
<td>0.1</td>
</tr>
<tr>
<td>OP after COVID*</td>
<td>5.4</td>
<td>2.1</td>
<td>2.1</td>
<td>0.0</td>
</tr>
</tbody>
</table>

*Operating profit/(loss) after COVID-19 related exceptional items
2. Forecast for Financial Year ending 31 March 2022
Assumptions for 2022/3 revised Forecast

<table>
<thead>
<tr>
<th>Group</th>
<th>Assumptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue in full-year forecast revised upward reflecting Q3 results. Operating profit downward due to restricted vehicle build, and higher energy and material costs. No revision of profit for the period and net profit, representing progress with the key initiative “Restoration of financial stability” in RP24</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Continuous large input cost push due to higher energy and other prices anticipated</td>
</tr>
<tr>
<td></td>
<td>• Continued business environment uncertainties especially in Automotive</td>
</tr>
<tr>
<td></td>
<td>• Strong share of JVs and associates’ profits</td>
</tr>
<tr>
<td>Architectural</td>
<td>Continued favorable demand and supply situation, while impacted by higher energy cost assumed especially in Europe</td>
</tr>
<tr>
<td></td>
<td>• Europe: price improvement reflecting tighter demand and supply balance continues, but less profitability affected by higher natural gas prices</td>
</tr>
<tr>
<td></td>
<td>• Asia: volume and price improving in Japan and robust results continues</td>
</tr>
<tr>
<td></td>
<td>• NA: sustained recovery in domestic market with reopening of economy</td>
</tr>
<tr>
<td></td>
<td>• SA: continued tight demand and supply</td>
</tr>
<tr>
<td></td>
<td>• Solar energy glass: volume increase assumed</td>
</tr>
<tr>
<td>Automotive</td>
<td>Affected by component shortage and higher input costs, despite strong vehicle demand</td>
</tr>
<tr>
<td></td>
<td>• Anticipating continued strong vehicle demand and car inventory replenishment, still uncertain as to when component shortages should be resolved</td>
</tr>
<tr>
<td></td>
<td>• Aiming for profitability improvement with additional cost reduction</td>
</tr>
<tr>
<td>Technical Glass</td>
<td>Overall business environment continues to improve</td>
</tr>
<tr>
<td></td>
<td>• Continued cost reduction efforts and better sales mix contribute in fine glass</td>
</tr>
<tr>
<td></td>
<td>• Demand for printer lens to remain robust with working from home demand</td>
</tr>
</tbody>
</table>
Revenue revised upward. Operating profit downward due to restricted vehicle build and higher input costs. No revision of profit for the period and net profit with support by strong share of JVs and associates’ profit, representing progress with the key initiative “Restoration of financial stability” in RP24.

### Forecast for Financial Year ending 31 March 2022

<table>
<thead>
<tr>
<th></th>
<th>2022/3 Q3 Cum. Act</th>
<th>2022/3 Full year Fcst (Previous)</th>
<th>2022/3 Full year Fcst (Revised)</th>
<th>2021/3 Full year Act</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue (JPY bn)</strong></td>
<td>443.0</td>
<td>560.0</td>
<td>590.0</td>
<td>499.2</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>14.5</td>
<td>24.0</td>
<td>20.0</td>
<td>13.1</td>
</tr>
<tr>
<td><strong>Operating profit after COVID-19 related exceptional items</strong></td>
<td>14.5</td>
<td>24.0</td>
<td>20.0</td>
<td>(3.0)</td>
</tr>
<tr>
<td><strong>Exceptional items (Other)</strong></td>
<td>4.4</td>
<td>5.0</td>
<td>4.0</td>
<td>(5.3)</td>
</tr>
<tr>
<td><strong>Operating profit after exceptional items</strong></td>
<td>18.9</td>
<td>29.0</td>
<td>24.0</td>
<td>(8.3)</td>
</tr>
<tr>
<td><strong>Finance expenses (net)</strong></td>
<td>(9.0)</td>
<td>(13.0)</td>
<td>(13.0)</td>
<td>(11.0)</td>
</tr>
<tr>
<td><strong>Share of JVs and associates’ profits</strong></td>
<td>5.6</td>
<td>3.0</td>
<td>7.0</td>
<td>2.1</td>
</tr>
<tr>
<td><strong>Profit before taxation</strong></td>
<td>15.4</td>
<td>19.0</td>
<td>18.0</td>
<td>(17.2)</td>
</tr>
<tr>
<td><strong>Profit for the period</strong></td>
<td>10.5</td>
<td>12.0</td>
<td>12.0</td>
<td>(16.3)</td>
</tr>
<tr>
<td>**Net profit ***</td>
<td>8.6</td>
<td>10.0</td>
<td>10.0</td>
<td>(16.9)</td>
</tr>
</tbody>
</table>

*Profit attributable to owners of the parent.
3. Update of Transformation Initiatives under Revival Plan 24 (RP24)
Transformation Initiatives under Revival Plan 24

Initiatives underway for business to grow sustainably according to RP24.

Transition to TSE new market segmentation "Prime Market" decided

<table>
<thead>
<tr>
<th>Three Reforms</th>
<th>Cost structure reform</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Headcount: Consolidation/Closure of sites/production lines mainly in Automotive business in Europe and Americas. Approximately 800 reductions in 2022/3 (JPY 9.5 bn cost reduction vs 2020/3), resulting in over 2,300 since 2020/3 end (JPY 13.0 bn reduction at 2022/3 end vs 2020/3) (Severance cost provided in 2021/3)</td>
</tr>
<tr>
<td></td>
<td>• Non headcount: Direct costs savings of JPY 3.5 bn so far and JPY 4.3 bn in 2022/3 via Kaikaku and Kakushin activities</td>
</tr>
<tr>
<td></td>
<td>• JPY 3.2 bn cost reduction in the additional initiatives in Automotive business</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Business structure reform</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Contribution to profit and CO2 emission reduction by solar energy glass furnace in the USA and Vietnam</td>
</tr>
<tr>
<td>• New float furnace construction in Argentina progressing for full operation in early 2023/3</td>
</tr>
<tr>
<td>• Introduction of renewable electricity generated by a wind farm in Poland to reduce CO2 emission</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Corporate culture reform</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Progressing “Inclusion &amp; Diversity (I&amp;D)” activities globally by setting goals to improve manager gender diversity for each business, region, and function</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Two Key Initiatives</th>
<th>Restoration of financial stability (2022/3 Q3 actual)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Continued net profit significantly improved by JPY 2 bn year-on-year. Shareholder’s equity ratio also improved above 11%</td>
</tr>
<tr>
<td></td>
<td>• JPY 53.6 bn of cash and JPY 80.5 bn unused commitment lines at the end of Dec. 2021</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Transformation into more profitable business portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>• New development of “MAGNAVI®”, glass fiber with high elasticity and high strength aiming for a new solution in composite material market like FRP (Fiber Reinforced Plastics) for decarbonized society</td>
</tr>
</tbody>
</table>
4. Summary
Summary

1. Financial Year ending 31 March 2022 Quarter 3 Results
   • Impacted by constrained vehicle production and higher energy and material cost, but mitigated with sales price increase and cost saving efforts
   • Architectural and Technical Glass businesses offset unfavorable Automotive. Continued profit
   • Share of JVs and associates’ profits contributed
   • Shareholders’ equity ratio and cash flows improving further with positive factors including net profit

2. Forecast for Financial Year ending 31 March 2022
   • Revenue revised upward, but operating profit downward.
     No revision of profit for the period and net profit due to strong share of JVs and associates’ profits
   • Architectural: continuous tighter demand and supply situation, but impacted by higher energy cost mainly in Europe
   • Automotive: Affected by continued component shortage and higher input costs

3. Update of Transformation Initiatives under Revival Plan 24
   • Cost structure reform: Headcount and cost reduction initiatives progressing
   • Business structure reform: New float line construction in Argentina aiming for full operation in early 2023/3
     Introduction of renewable electricity generated by a wind farm in Poland
   • Transformation into more profitable business portfolio: New development of “MAGNAVI®” with high elasticity and high strength
   • Transition from the 1st section to the Prime Market of TSE has been decided
Notice

The projections contained in this document are based on information currently available to us and certain assumptions that we consider to be reasonable. Hence the actual results may differ. The major factors that may affect the results are the economic and competitive environment in major markets, product supply and demand shifts, currency exchange and interest rate fluctuations, changes in supply of raw materials and fuel and changes and laws and regulations, but not limited.

Nippon Sheet Glass Company, Limited
Appendices

Financial Year ending 31 March 2022 Q3 Results

- Consolidated Income Statement – Quarterly Trend
- Revenue & Operating Profit – Quarterly Trend
- Segmental Information by Quarter
- Revenue & Operating Profit – by Region
- Exceptional Items
- Foreign Currency Exchange Rates and Sensitivity
- Depreciation & Amortization, Capital Expenditures, R&D Expenditures
## Consolidated Income Statement – Quarterly Trend

<table>
<thead>
<tr>
<th></th>
<th>2020/3</th>
<th>2021/3</th>
<th>2022/3</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>147.1</td>
<td>141.5</td>
<td>137.2</td>
</tr>
<tr>
<td><strong>Operating profit/(loss)</strong></td>
<td>8.8</td>
<td>6.1</td>
<td>3.1</td>
</tr>
<tr>
<td><strong>Operating profit margin (%)</strong></td>
<td>6.0%</td>
<td>4.3%</td>
<td>2.3%</td>
</tr>
<tr>
<td><strong>Exceptional items (COVID-19 related)</strong></td>
<td>–</td>
<td>(2.2)</td>
<td>(11.5)</td>
</tr>
<tr>
<td><strong>Operating profit/(loss) after COVID-19 related exceptional items</strong></td>
<td>8.8</td>
<td>6.1</td>
<td>3.1</td>
</tr>
<tr>
<td><strong>Exceptional items (Other)</strong></td>
<td>(0.6)</td>
<td>(1.6)</td>
<td>(2.2)</td>
</tr>
<tr>
<td><strong>Operating profit/(loss) after exceptional items</strong></td>
<td>8.2</td>
<td>4.5</td>
<td>0.9</td>
</tr>
<tr>
<td><strong>Finance expenses (net)</strong></td>
<td>(3.5)</td>
<td>(2.8)</td>
<td>(3.2)</td>
</tr>
<tr>
<td><strong>Share of JVs and associates’ profits</strong></td>
<td>0.5</td>
<td>0.3</td>
<td>0.4</td>
</tr>
<tr>
<td><strong>Profit/(loss) before taxation</strong></td>
<td>5.2</td>
<td>2.0</td>
<td>(1.9)</td>
</tr>
<tr>
<td><strong>Profit/(loss) for the period</strong></td>
<td>3.1</td>
<td>(0.7)</td>
<td>(0.5)</td>
</tr>
<tr>
<td><strong>Net profit/(loss)</strong></td>
<td>2.9</td>
<td>(1.0)</td>
<td>(0.7)</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>17.5</td>
<td>14.2</td>
<td>11.5</td>
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*Profit (loss) attributable to owners of the parent*
## Revenue & Operating Profit – Quarterly Trend

### Architectural

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<tr>
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<th>20/3 Q1</th>
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<th>20/3 Q3</th>
<th>20/3 Q4</th>
<th>21/3 Q1</th>
<th>21/3 Q2</th>
<th>21/3 Q3</th>
<th>21/3 Q4</th>
<th>22/3 Q1</th>
<th>22/3 Q2</th>
<th>22/3 Q3</th>
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<tbody>
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<td>Americas</td>
<td>59.9</td>
<td>59.8</td>
<td>60.4</td>
<td>53.6</td>
<td>44.9</td>
<td>54.2</td>
<td>57.0</td>
<td>59.4</td>
<td>64.5</td>
<td>67.5</td>
<td>74.8</td>
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<td>14.2</td>
<td>13.1</td>
<td>14.7</td>
<td>13.1</td>
<td>19.7</td>
<td>13.4</td>
<td>14.1</td>
<td>15.9</td>
<td>17.4</td>
<td>19.5</td>
<td>21.0</td>
</tr>
<tr>
<td>Europe</td>
<td>22.4</td>
<td>24.0</td>
<td>27.0</td>
<td>20.8</td>
<td>22.2</td>
<td>20.5</td>
<td>24.6</td>
<td>27.8</td>
<td>21.0</td>
<td>24.5</td>
<td>29.3</td>
</tr>
<tr>
<td>Operating profit</td>
<td>23.2</td>
<td>22.1</td>
<td>21.0</td>
<td>20.8</td>
<td>16.0</td>
<td>22.2</td>
<td>24.6</td>
<td>27.8</td>
<td>21.0</td>
<td>24.5</td>
<td>29.3</td>
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### Automotive

<table>
<thead>
<tr>
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<th>20/3 Q3</th>
<th>20/3 Q4</th>
<th>21/3 Q1</th>
<th>21/3 Q2</th>
<th>21/3 Q3</th>
<th>21/3 Q4</th>
<th>22/3 Q1</th>
<th>22/3 Q2</th>
<th>22/3 Q3</th>
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<tr>
<td>Americas</td>
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<td>71.4</td>
<td>66.4</td>
<td>66.4</td>
<td>66.6</td>
<td>68.3</td>
<td>71.6</td>
<td>70.9</td>
<td>64.3</td>
<td>68.1</td>
<td>(4.9)</td>
</tr>
<tr>
<td>Asia</td>
<td>25.8</td>
<td>4.0</td>
<td>24.8</td>
<td>22.1</td>
<td>21.3</td>
<td>24.0</td>
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<td>24.6</td>
<td>23.6</td>
<td>16.4</td>
<td>(2.3)</td>
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<tr>
<td>Europe</td>
<td>17.4</td>
<td>17.2</td>
<td>16.5</td>
<td>16.0</td>
<td>12.2</td>
<td>15.9</td>
<td>17.2</td>
<td>15.1</td>
<td>12.9</td>
<td>16.4</td>
<td>(2.3)</td>
</tr>
<tr>
<td>Operating profit</td>
<td>33.5</td>
<td>29.4</td>
<td>27.8</td>
<td>29.1</td>
<td>16.6</td>
<td>26.7</td>
<td>28.8</td>
<td>31.5</td>
<td>27.9</td>
<td>27.3</td>
<td>(4.9)</td>
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### Technical Glass

<table>
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<tr>
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<th>20/3 Q3</th>
<th>20/3 Q4</th>
<th>21/3 Q1</th>
<th>21/3 Q2</th>
<th>21/3 Q3</th>
<th>21/3 Q4</th>
<th>22/3 Q1</th>
<th>22/3 Q2</th>
<th>22/3 Q3</th>
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<tr>
<td>Revenue</td>
<td>10.1</td>
<td>10.1</td>
<td>10.0</td>
<td>9.9</td>
<td>8.1</td>
<td>8.4</td>
<td>10.1</td>
<td>10.2</td>
<td>11.4</td>
<td>10.3</td>
<td>9.1</td>
</tr>
<tr>
<td>Operating profit</td>
<td>1.8</td>
<td>1.7</td>
<td>1.9</td>
<td>1.7</td>
<td>1.7</td>
<td>1.1</td>
<td>2.0</td>
<td>2.8</td>
<td>2.9</td>
<td>2.9</td>
<td>2.1</td>
</tr>
</tbody>
</table>

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## Segmental Information by Quarter

<table>
<thead>
<tr>
<th></th>
<th>2020/3</th>
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<th>2021/3</th>
<th></th>
<th>2022/3</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
<td>Cum.</td>
<td>Q1</td>
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<tr>
<td><strong>Revenue: Architectural</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>23.2</td>
<td>22.1</td>
<td>21.0</td>
<td>20.8</td>
<td>87.1</td>
<td>16.0</td>
</tr>
<tr>
<td>Asia</td>
<td>22.4</td>
<td>24.6</td>
<td>24.7</td>
<td>19.7</td>
<td>91.4</td>
<td>19.2</td>
</tr>
<tr>
<td>Americas</td>
<td>14.3</td>
<td>13.1</td>
<td>14.7</td>
<td>13.1</td>
<td>55.2</td>
<td>9.7</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>5.7</td>
<td>4.1</td>
<td>4.2</td>
<td>3.3</td>
<td>17.3</td>
<td>2.7</td>
</tr>
<tr>
<td><strong>OP after COVID</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2.7</td>
<td>16.7</td>
<td>(2.2)</td>
</tr>
<tr>
<td><strong>Revenue: Automotive</strong></td>
<td>76.8</td>
<td>71.4</td>
<td>66.4</td>
<td>66.4</td>
<td>281.0</td>
<td>38.7</td>
</tr>
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<td>Europe</td>
<td>33.5</td>
<td>29.4</td>
<td>27.8</td>
<td>29.1</td>
<td>119.8</td>
<td>16.6</td>
</tr>
<tr>
<td>Asia</td>
<td>17.4</td>
<td>17.2</td>
<td>16.5</td>
<td>16.0</td>
<td>67.1</td>
<td>9.9</td>
</tr>
<tr>
<td>Americas</td>
<td>25.9</td>
<td>24.8</td>
<td>22.1</td>
<td>21.3</td>
<td>94.1</td>
<td>12.2</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>4.0</td>
<td>1.2</td>
<td>0.1</td>
<td>0.8</td>
<td>6.1</td>
<td>(2.9)</td>
</tr>
<tr>
<td><strong>OP after COVID</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(0.6)</td>
<td>4.7</td>
<td>(9.3)</td>
</tr>
<tr>
<td><strong>Revenue: Technical</strong></td>
<td>10.1</td>
<td>10.1</td>
<td>10.0</td>
<td>9.9</td>
<td>40.1</td>
<td>8.1</td>
</tr>
<tr>
<td>Europe</td>
<td>1.7</td>
<td>1.8</td>
<td>1.6</td>
<td>2.0</td>
<td>7.1</td>
<td>1.3</td>
</tr>
<tr>
<td>Asia</td>
<td>8.0</td>
<td>7.9</td>
<td>8.1</td>
<td>7.7</td>
<td>31.7</td>
<td>6.5</td>
</tr>
<tr>
<td>Americas</td>
<td>0.4</td>
<td>0.4</td>
<td>0.3</td>
<td>0.2</td>
<td>1.3</td>
<td>0.3</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>1.8</td>
<td>1.7</td>
<td>1.9</td>
<td>1.7</td>
<td>7.1</td>
<td>1.4</td>
</tr>
<tr>
<td><strong>OP after COVID</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1.6</td>
<td>7.0</td>
<td>1.2</td>
</tr>
<tr>
<td><strong>Revenue: Other</strong></td>
<td>0.3</td>
<td>0.2</td>
<td>0.4</td>
<td>0.5</td>
<td>1.4</td>
<td>0.2</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>(2.7)</td>
<td>(0.9)</td>
<td>(3.1)</td>
<td>(2.6)</td>
<td>(9.3)</td>
<td>(1.8)</td>
</tr>
<tr>
<td><strong>OP after COVID</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(2.7)</td>
<td>(9.4)</td>
<td>(1.8)</td>
</tr>
<tr>
<td><strong>Revenue: Total</strong></td>
<td>147.1</td>
<td>141.5</td>
<td>137.2</td>
<td>130.4</td>
<td>556.2</td>
<td>91.9</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>8.8</td>
<td>6.1</td>
<td>3.1</td>
<td>3.2</td>
<td>21.2</td>
<td>(0.6)</td>
</tr>
<tr>
<td><strong>OP after COVID</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1.0</td>
<td>19.0</td>
<td>(12.1)</td>
</tr>
</tbody>
</table>

*Operating profit/(loss) after COVID-19 related exceptional items
### Revenue & Operating Profit – by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>2021/3 Q3 Cum.</th>
<th>2022/3 Q3 Cum.</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Revenue</td>
<td>%</td>
<td>Operating profit/(loss)</td>
</tr>
<tr>
<td>Europe</td>
<td>137.3</td>
<td>38%</td>
<td>2.4</td>
</tr>
<tr>
<td>Asia</td>
<td>122.9</td>
<td>34%</td>
<td>8.3</td>
</tr>
<tr>
<td>Americas</td>
<td>96.1</td>
<td>27%</td>
<td>4.2</td>
</tr>
<tr>
<td>Other *</td>
<td>1.1</td>
<td>0%</td>
<td>(6.9)</td>
</tr>
<tr>
<td>Total</td>
<td>357.4</td>
<td>100%</td>
<td>8.0</td>
</tr>
</tbody>
</table>

* Revenue and Operating loss of Other Operation are not split by geographical regions.
## Exceptional Items

<table>
<thead>
<tr>
<th>(JPY bn)</th>
<th>2021/3 Q3 Cumulative</th>
<th>2022/3 Q3 Cumulative</th>
</tr>
</thead>
<tbody>
<tr>
<td>COVID-19 related items *</td>
<td>(14.0)</td>
<td>-</td>
</tr>
<tr>
<td>Government support</td>
<td>2.3</td>
<td>-</td>
</tr>
<tr>
<td>Suspension and other costs</td>
<td>(16.3)</td>
<td>-</td>
</tr>
<tr>
<td>Restructuring costs</td>
<td>(4.0)</td>
<td>(0.1)</td>
</tr>
<tr>
<td>Gain on disposal of business</td>
<td>-</td>
<td>4.4</td>
</tr>
<tr>
<td>Settlement of litigation matters</td>
<td>3.4</td>
<td>-</td>
</tr>
<tr>
<td>Gain on disposal of subsidiaries and joint ventures</td>
<td>0.7</td>
<td>-</td>
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<tr>
<td>COVID-19 related items government support</td>
<td>-</td>
<td>0.4</td>
</tr>
<tr>
<td>Others</td>
<td>0.1</td>
<td>(0.3)</td>
</tr>
<tr>
<td>Exceptional items – net</td>
<td>(13.8)</td>
<td>4.4</td>
</tr>
</tbody>
</table>

* In 2021/3 the Group recorded the direct costs and also unrecovered operating costs arising from the COVID-19 pandemic as exceptional items, together with any related income from governments. Such costs include payments to employees not engaged in productive activities due to the COVID-19 pandemic, costs of maintaining idle facilities, and direct costs such as the deep cleaning of facilities to promote a safe operating environment.
# Foreign Currency Exchange Rates and Sensitivity

**Average rates used**

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<th>2021/3</th>
<th></th>
<th>2022/3</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
<td>Q1</td>
</tr>
<tr>
<td>GBP</td>
<td>141</td>
<td>137</td>
<td>138</td>
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*Closing rates are applied – hyperinflation*

**Closing rates used**

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<th>2020/3</th>
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<th>2021/3</th>
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**Sensitivity**

Increase (decrease) if the value of the yen appreciates by 1% - all other things being equal

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<td>Equity</td>
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<td>Loss for the period</td>
<td>Improve by JPY 0.1 billion</td>
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Depreciation & Amortization, Capital Expenditures, R&D Expenditures

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<th>2022/3 Q3 Cumulative</th>
<th>2022/3 Full-year Forecast</th>
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