



# NSG Group FY2021 Annual Results (from 1 April 2020 to 31 March 2021)

Nippon Sheet Glass Company, Limited 13 May 2021



### Shigeki Mori

Chief Executive Officer

### Reiko Kusunose

Chief Financial Officer

### Agenda



1. FY2021 Financial Results

2. Update of Key Initiatives

3. FY2022 Forecast

4. Summary

### Consolidated Income Statement



Full-year revenue & OP exceeded forecast, although impacted by pandemic. Q4 revenue & OP improved YoY. Restructuring cost partially offset by asset sale gain

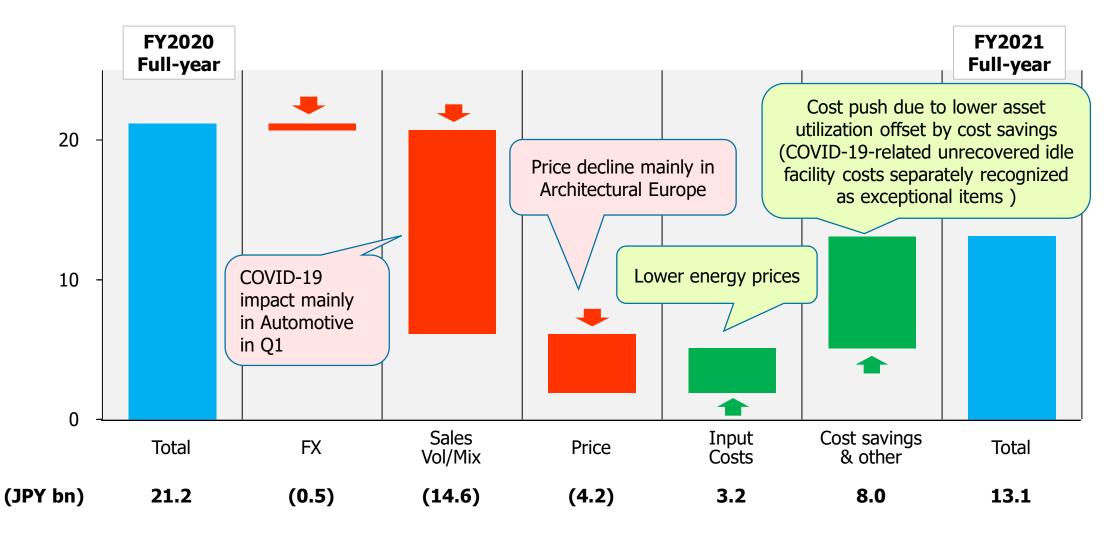
(30)(1)	Q <sup>2</sup>	1 (3 month	ns)	Full-ye	ear (12 mc	onths)	FY2021	
(JPY bn)	FY2020	FY2021	Change	FY2020	FY2021	Change	Full-year Forecast	
Revenue	130.4	141.8	11.4	556.2	499.2	(57.0)	<b>490.0 ₹</b>	Better than
Operating profit	3.2	5.1	1.9	21.2	13.1	(8.1)	12.0	forecast
ROS: Return on sales (%)	2.5%	3.6%	+1.1pt	3.8%	2.6%	(1.2)pt	2.4%	Improved YoY
Exceptional items (COVID-19 related)	(2.2)	(2.1)	0.1	(2.2)	(16.1)	(13.9)	(14.0)	in Q4
Operating (loss)/profit after COVID-19 related exceptional items	1.0	3.0	2.0	19.0	(3.0)	(22.0)	(2.0)	
Exceptional items (Other)	(17.4)	(5.5)	11.9	(21.8)	(5.3)	16.5	_	Including 7 bn
Operating loss after exceptional items	(16.4)	(2.5)	13.9	(2.8)	(8.3)	(5.5)	_	gain from sale
Finance expenses (net)	(2.3)	(3.5)	(1.2)	(11.8)	(11.0)	0.8	_	of non-current assets and
Share of JVs and associates' profits	(0.1)	1.3	1.4	1.1	2.1	1.0	_	10.7 bn
Loss before taxation	(18.8)	(4.7)	14.1	(13.5)	(17.2)	(3.7)	_	restructuring
Loss for the period	(19.4)	(2.8)	16.6	(17.5)	(16.3)	1.2	_	costs
Net loss*	(20.1)	(3.0)	17.1	(18.9)	(16.9)	2.0	_	
EBITDA	11.8	14.5	2.7	55.0	46.8	(8.2)	_	

<sup>\*</sup> loss attributable to owners of the parent

### Change Analysis – Operating profit (Cumulative)



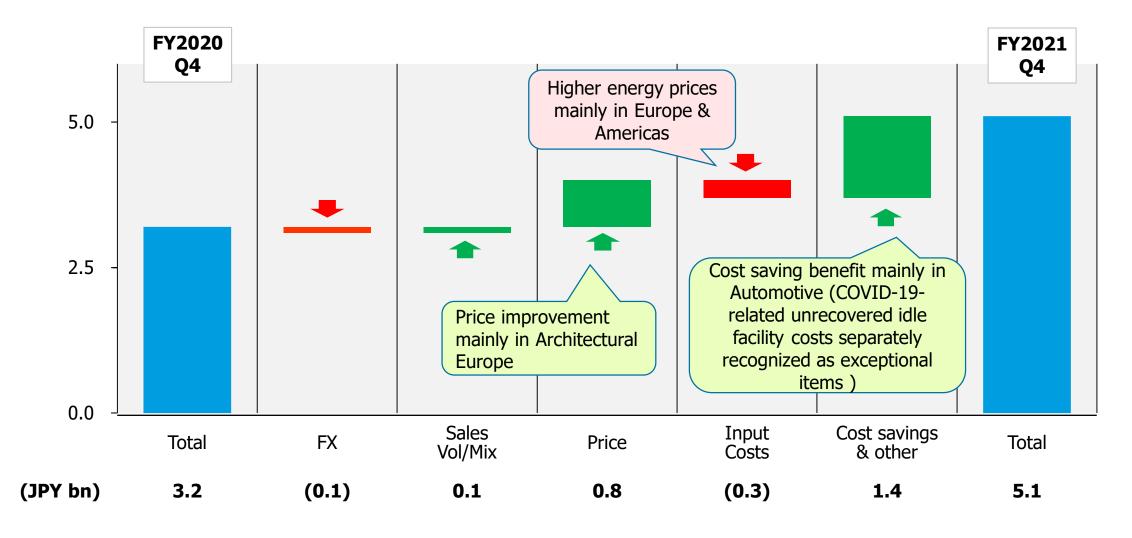
#### Significant COVID-19-related fall in volumes, particularly during the first quarter



### Change Analysis – Operating profit (Quarter 4 only)



#### With price improvements and further cost savings, profit improved YoY



### Exceptional items



# JPY10.7 bn restructuring cost recorded in Q4 partially offset by JPY7 bn gain on land sale

(IDV bp)	FY2020	FY2	021	
(JPY bn)	Cumulative	Q4	Cumulative	
COVID-19 related items	(2.2)	(2.1)	(16.1)	Large part, (11.5) bn, was recorded in Q1
Government support	_	0.3	2.6	
Suspension and other costs	(2.2)	(2.4)	(18.7)	Cost transformation actions
Restructuring costs	(6.4)	(10.7)	(14.7)	Architectural and
Net impairment of non-current assets	(16.1)	(2.1)	(1.3)	Automotive in South
Disposal of non-current assets	1.1	7.0	7.1	East Asia and Europe
Gain on settlement of litigation matters	_	_	3.4	Gain on sale of land
Gain on disposal of subsidiaries and joint ventures	1.3	_	0.7	
Others	(1.7)	0.3	(0.5)	
Exceptional items – net	(24.0)	(7.6)	(21.4)	

<sup>\*</sup> The Group has 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.

### Consolidated Balance Sheet



# Total assets increased with exchange rate movements. Shareholders' equity ratio declined due to net loss

(1DV hn)	31 Mar	31 Dec	31 Mar	Cha	nge		
(JPY bn)	2020	2020	2021	vs 31 Mar	vs 31 Dec		Largely due to FX
Total Assets	765.2	778.0	825.0	59.8	47.0		impact
Non-current assets	541.1	561.1	575.0	33.9	13.9		Cash increase and FX
Current assets	224.1	216.9	250.0	25.9	33.1		impact
Total Liabilities	677.0	701.4	745.2	68.2	43.8		Increase in loan
Current liabilities	200.4	232.7	287.8	87.4	55.1		payables and FX impact
Non-current liabilities	476.6	468.7	457.4	(19.2)	(11.3)		<u>.</u>
Total Equity	88.2	76.6	79.8	(8.4)	3.2		
Shareholders' equity	73.6	61.3	62.9	(10.7)	1.6		While increased in
<b>Shareholders' Equity Ratio</b>	9.6%	7.9%	7.6%	(2.0) pt	(0.3) pt	4	value from Q3, decline in equity
Net Debt	390.2	426.7	411.8	21.6	(14.9)		ratio
Net Debt / EBITDA	7.1x	9.6x	8.8x				
<b>Net Debt / Equity Ratio</b>	4.4x	5.6x	5.2x				

### Consolidated Statement of Cash Flows



Substantial positive free cash flow generated consecutively since Q2 with strict cash

management. Q4 benefited from seasonal factors and disposal of assets

(IDV bp)	Q <sup>2</sup>	(3 month	s)	Full-year (12 months)			
(JPY bn)	FY2020	FY2021	Change	FY2020	FY2021	Change	
Net cash flows from operating activities	35.0	16.4	(18.6)	30.5	21.1	(9.4)	
included above: Net change in working capital	31.8	9.7	(22.1)	8.7	5.1	(3.6)	
Net cash flows from investing activities	(12.2)	7.7	19.9	(56.9)	(25.6)	31.3	
included above: Purchase of property, plant and equipment	(15.9)	(8.7)	7.2	(60.9)	(39.2)	21.7	
Free cash flow	22.8	24.1	1.3	(26.4)	(4.5)	21.9	
Net cash flows from financing activities	(23.0)	(14.8)	8.2	18.2	13.5	(4.7)	
(Decrease)/increase in cash and cash equivalents	(0.2)	9.3	9.5	(8.2)	9.0	17.2	
Cash and cash equivalents at the end of the period				40.5	53.5	13.0	

Improved working capital with continued strict management (FY20 benefited from sales drop in March due to COVID-19)

Positive with asset sale proceeds

Positive free cash flow since Q2; significantly positive in 04

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# Segmental Information

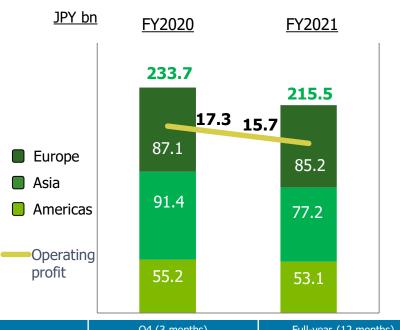


	FY2	2020 Full-ye	ear	FYZ	2021 Full-ye	ear	Cha	nge	
(JPY bn)	Revenue	%	Operating profit	Revenue	%	Operating profit	Revenue	Operating profit	
Architectural	233.7	42%	17.3	215.5	44%	15.7	(18.2)	(1.6)	
Europe	87.1	16%		85.2	17%		(1.9)		
Asia	91.4	16%		77.2	16%		(14.2)		
Americas	55.2	10%		53.1	11%		(2.1)		
Automotive	281.0	<b>51%</b>	6.1	245.2	49%	1.8	(35.8)	(4.3)	
Europe	119.8	22%		103.6	21%		(16.2)		
Asia	67.1	12%		60.6	12%		(6.5)		
Americas	94.1	17%		81.0	16%		(13.1)		
<b>Technical Glass</b>	40.1	<b>7</b> %	7.1	36.8	<b>7</b> %	6.7	(3.3)	(0.4)	
Europe	7.1	1%		6.4	1%		(0.7)		
Asia	31.7	6%		29.3	6%		(2.4)		
Americas	1.3	0%		1.1	0%		(0.2)		
Other	1.4	0%	(9.3)	1.7	0%	(11.1)	0.3	(1.8)	
Total	556.2	100%	21.2	499.2	100%	13.1	(57.0)	(8.1)	

### Architectural – FY2020 Q4 vs FY2021 Q4



Profitability improvement since Q2 with demand recovery particularly in Europe and South America and supported by cost saving actions, while cumulatively revenue and profit declined YoY due to COVID-19 impact in Q1



	Ç	4 (3 months	5)	Full-year (12 months)					
(JPY bn)	FY2020	FY2021	Change	FY2020	FY2021	Change			
Revenue	53.6	59.4	5.8	233.7	215.5	(18.2)			
Europe	20.8	24.6	3.8	87.1	85.2	(1.9)			
Asia	19.7	18.9	(0.8)	91.4	77.2	(14.2)			
Americas	13.1	15.9	2.8	55.2	53.1	(2.1)			
OP	3.3	4.2	0.9	17.3	15.7	(1.6)			

#### **Europe** (12M: Rev ▼, Profit ▼ ; 3M: Rev ▲, Profit ▲ )

- Further volume and price improvement in Q4 with demand recovery
- Profitability improvement as well with stable operational performance and cost saving

#### Asia (12M: Rev ♥, Profit ▲; 3M: Rev ♥, Profit ▲)

- Improved profit helped by lower fixed cost after the suspension of furnaces in Chiba and Malaysia as well as lower input cost and price recovery, despite revenue decline
- solar energy glass shipment largely unaffected by COVID-19

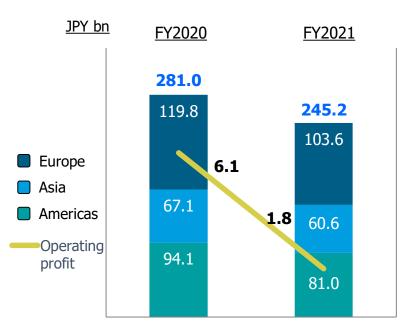
#### Americas (12M: Rev ♥, Profit ♥; 3M: Rev ▲, Profit ♥)

- Sluggish volumes for domestic commercial buildings, but solid shipments with stable solar energy glass volumes in North America; one off start-up cost incurred related to the new float line started in Q3 at Luckey, Ohio
- YoY revenue and profit improvement in South America reflecting strong demand

### Automotive – FY2020 Q4 vs FY2021 Q4



Q4 results improved YoY with demand recovery since June, despite the impact of semiconductor shortages, while cumulatively lower YoY due to COVID-19



	Ç	4 (3 months	5)	Full-year (12 months)				
(JPY bn)	FY2020	FY2021	Change	FY2020	FY2021	Change		
Revenue	66.4	71.6	5.2	281.0	245.2	(35.8)		
Europe	29.1	31.5	2.4	119.8	103.6	(16.2)		
Asia	16.0	17.2	1.2	67.1	60.6	(6.5)		
Americas	21.3	22.9	1.6	94.1	81.0	(13.1)		
OP	0.8	2.9	2.1	6.1	1.8	(4.3)		

**Europe (12M: Rev ▼, Profit ▼ ; 3M: Rev** ♠ , **Profit** ♠ )

Asia (12M: Rev ▼, Profit ▼; 3M: Rev ▲, Profit ▲)

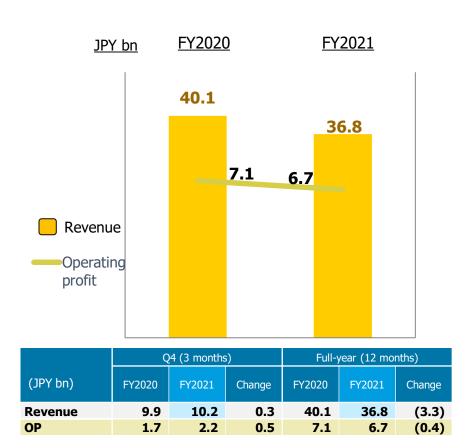
Americas (12M: Rev ♥, Profit ▲; 3M: Rev ▲, Profit ▲)

- Gradual recovery of OE volumes during the year as car production restarted
- Significant YoY increase in new car production in Q4, despite semiconductor shortages and continued lockdown in some countries, as vehicle manufacturers had shut down production almost completely at the end of the same quarter last year
- Evident revenue recovery in Europe, China and South America. Profitability improvement in all regions, with volume recovery and cost saving, supported also by productivity improvement mainly in North America and Japan

### Technical Glass – FY2020 Q4 vs FY2021 Q4



#### Q4 results improved YoY, while cumulative revenues and profits impacted by COVID-19



#### Technical (12M: Rev, Profit, 3M: Rev, A, Profit A)

- Limited impact of COVID-19 on fine glass, volumes recovery later in the year
- Improved volumes of printer lenses due to work and school from home demand
- Demand for glass cord used in engine timing belts reflected conditions in the automotive sector, recovering during the second half of the year
- Continued stable results for battery separators

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### Update of Key Initiatives



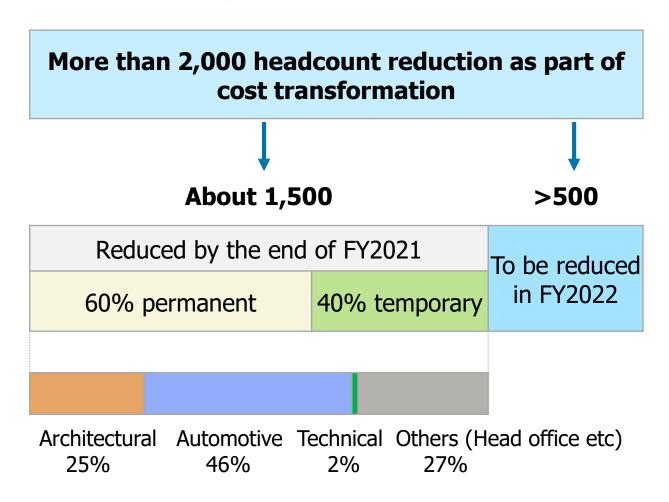
In parallel with emergency measures for FY2021 profitability, actions taken to ensure meaningful net profit in FY2022

Urgent Cost Saving Project	Cumulatively the target of more than JPY20bn YoY saving achieved
Stable Liquidity	<ul> <li>Cash flow improved with continued strict management of capital expenditure and working capital</li> <li>Stable liquidity with JPY58.7 billion of cash and JPY74.9 billion unused commitment lines at the end of March</li> </ul>
<b>Cost Transformation</b>	<ul> <li>Headcount Reduction: Actions identified and many in progress to reduce more than 2,000 employees globally as planned. More detail in Slide 16</li> <li>Production and procurement cost reduction: Projects and targets defined for each business and function based on group-wide thorough review</li> </ul>
Disposals	<ul> <li>Disposals of tangible assets implemented, mitigating the costs and cash outflow associated with headcount reduction programs</li> <li>Disposal of Battery Separator business decided. More detail in Slide 17</li> </ul>

### Update 1: Headcount Reduction



More than 2,000 headcount reduction across the Group is underway as planned



Actions being taken globally, considering regional and business environment, aiming to achieve more than JPY10 billion fixed cost reduction during FY2022

#### **Progress during FY2021**

- Total expected costs associated with the headcount reduction has been provided during FY2021 (The full year costs was about JPY14.0 bn)
- Reductions have been and will be achieved through early retirement programs and redundancies across the Group

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# Update 2: Disposal of Battery Separator Business



#### Business portfolio review is in progress as part of transformation initiatives

#### **NSG Group Battery Separator Business**

- Supplying separators for lead-acid batteries for decades
- Strong market position in Japan, with manufacturing facilities in Japan and China

Disposal of business and provision of support

#### **ENTEK**

- Global leader in battery separator, based in the USA
- Good relationship with NSG Group as the partner in a joint venture in Indonesia

#### **Background**

• For further development and enhancement of the value of Battery Separator business, the best option is to be integrated with and managed by ENTEK who has established business foundation and mutual trust with NSG Group Battery separators

#### **Next step**

- The business disposal is scheduled to be completed in August 2021\*
- Exceptional gain of JPY4.6 bn is expected during the first half of FY2022





PE separator

AGM

<sup>\*</sup> It is subject to the acquisition of necessary clearances, approvals and/or permissions required under competition and other laws and regulations in the relevant jurisdictions including Japan.

## FY2022 Forecast Assumptions



Group	<ul> <li>Initiatives under Revival Plan 24 to be taken toward achieving its targets.</li> <li>Revenue and operating profit planned to increase for all businesses*</li> <li>Anticipating overall stable demand and reflecting more than JPY10 bn cost saving benefit, significant improvement in profit is planned</li> <li>Uncertainty with COVID-19 and input cost increase remain concerned</li> <li>Gain on disposal of Battery Separator business included as exceptional gain</li> </ul>
Architectural	<ul> <li>Stable demand assumed</li> <li>Europe: price improvement assumed with better demand and supply balance</li> <li>Asia: market recovery, although remaining at low levels</li> <li>NA: market recovery with reopening of economy</li> <li>SA: resumption of new float line construction due to tight demand and supply</li> <li>Solar energy glass: volume increase</li> </ul>
Automotive	<ul> <li>Although affected by semiconductor shortage in H1, robust demand expected</li> <li>Car production increase due to market recovery and car inventory replenishment</li> <li>Recovery also helped by new model introduction delayed to FY2022 in Europe</li> </ul>
Technical Glass	<ul> <li>Overall improvement*</li> <li>Products for automotive applications to recover along with car production</li> <li>Demand for printer lens to remain robust with working from home demand</li> </ul>

\* On like for like basis

### FY2022 Forecast



Revenue and operating profit to improve YoY with solid demand recovery and cost saving. Aiming to achieve meaningful net profit, supported also by business disposal

(JPY bn)	FY2	021	FY	2022	Change		
	Act	ual	For	ecast	Cilc	llige	
	H1	Full year	H1	Full year	H1	Full year	
Revenue	221.5	499.2	250.0	530.0	28.5	30.8	
Operating profit	3.2	13.1	10.0	22.0	6.8	8.9	
Operating profit (loss) after COVID-19 related exceptional items	(9.6)	(3.0)	10.0	22.0	19.6	25.0	
Exceptional items (Other)	(0.8)	(5.3)	5.0	5.0	5.8	10.3	
Operating profit (loss) after exceptional items	(10.4)	(8.3)	15.0	27.0	25.4	35.3	
Finance expenses (net)	(5.4)	(11.0)	(7.0)	(14.0)	(1.6)	(3.0)	
Share of JVs and associates' profits	(0.2)	2.1	1.0	2.0	1.2	(0.1)	
Profit (loss) before taxation	(16.0)	(17.2)	9.0	15.0	25.0	32.2	
Profit (loss) for the period	(17.2)	(16.3)	8.0	11.0	25.2	27.3	
Net profit (loss)*	(17.3)	(16.9)	7.0	9.0	24.3	25.9	

<sup>\*</sup> Profit (loss) attributable to owners of the parent

### Summary



#### 1. FY2021 Full-year Results

- Full-year revenue and operating profit exceeded forecast published at Q3. Although results were impacted by demand decline due to COVID-19 in Q1, the following quarters recorded operating profits reflecting demand recovery and cost saving efforts
- Q4 revenue and operating profit improved YoY, as the same period last year was affected by COVID-19. Restructuring cost were partially offset by asset sale gains
- Total assets increased with exchange rate movements. Shareholders' equity ratio declined due to net loss
- Positive free cash flow was generated in Q4 following Q2 and Q3

#### 2. Update of Key Initiatives

- Reform actions have been taken across the Group to ensure meaningful net profit in FY2022.
  Headcount reduction of more than 2,000 globally is progressing as planned with the total
  expected costs fully recorded during FY2021
- Disposal of Battery Separator business was decided as part of the business portfolio review

#### 3. FY2022 Forecast

- Stable demand recovery is anticipated overall, although uncertainties such as continued COVID-19 impact and semiconductor shortages remain
- Revenue and operating profit are planned to increase with solid demand recovery and cost saving, leading to meaningful net profit
- As the first year of Revival Plan 24 (RP24), the Group will focus on business transformation, cost saving and cash generation, to ensure net profit and positive cash flow aiming to restore financial foundation

### **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

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### Appendices



#### FY2021 Q4 Results

- Consolidated Income Statement Quarterly Trend
- Revenue & Operating Profit Quarterly Trend
- Segmental Information by Quarterly
- Revenue & Operating Profit by Regions
- Foreign Currency Exchange Rates and FX Sensitivity
- Depreciation & Amortization, Capital Expenditures, R&D Expenditures
- News Releases (November 2020 to May 2021)

### Consolidated Income Statement – Quarterly Trend

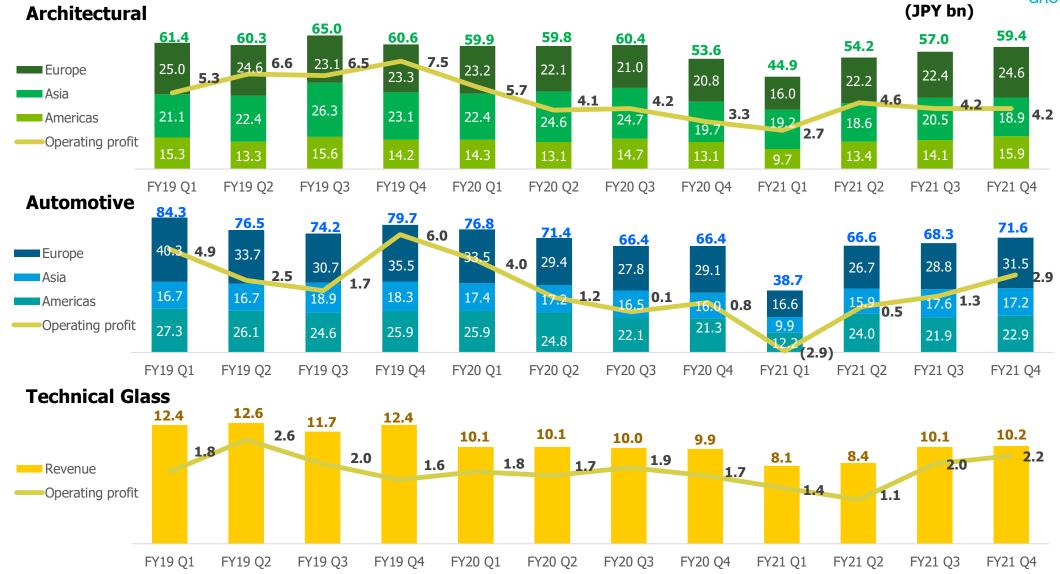


		FY2	020		FY2021				
(JPY bn)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Revenue	147.1	141.5	137.2	130.4	91.9	129.6	135.9	141.8	
Operating profit (loss)	8.8	6.1	3.1	3.2	(0.6)	3.8	4.8	5.1	
ROS: Return on sales (%)	6.0%	4.3%	2.3%	2.5%	_	2.9%	3.5%	3.6%	
Exceptional items (COVID-19 related)	_	_	_	(2.2)	(11.5)	(1.3)	(1.2)	(2.1)	
Operating profit (loss) after COVID-19 related exceptional items	8.8	6.1	3.1	1.0	(12.1)	2.5	3.6	3.0	
Exceptional items (Other)	(0.6)	(1.6)	(2.2)	(17.4)	_	(0.8)	1.0	(5.5)	
Operating profit (loss) after exceptional items	8.2	4.5	0.9	(16.4)	(12.1)	1.7	4.6	(2.5)	
Finance expenses (net)	(3.5)	(2.8)	(3.2)	(2.3)	(2.4)	(3.0)	(2.1)	(3.5)	
Share of JVs and associates' profits (losses)	0.5	0.3	0.4	(0.1)	(0.4)	0.2	1.0	1.3	
Profit (loss) before taxation	5.2	2.0	(1.9)	(18.8)	(14.9)	(1.1)	3.5	(4.7)	
Profit (loss) for the period	3.1	(0.7)	(0.5)	(19.4)	(16.5)	(0.7)	3.7	(2.8)	
Net profit (loss) *	2.9	(1.0)	(0.7)	(20.1)	(16.4)	(0.9)	3.4	(3.0)	
EBITDA	17.5	14.2	11.5	11.8	6.1	12.7	13.5	14.5	

<sup>\*</sup> Profit (loss) attributable to owners of the parent

### Revenue & Operating Profit – Quarterly Trend





# Segmental Information



(JPY bn)			FY2020					FY2021			Change				
(JFT DIT)	Q1	Q2	Q3	Q4	Cumulative	Q1	Q2	Q3	Q4	Cumulative	Q1	Q2	Q3	Q4	Cumulative
Revenue: Architectural	59.9	59.8	60.4	53.6	233.7	44.9	54.2	57.0	59.4	215.5	(15.0)	(5.6)	(3.4)	5.8	(18.2)
Europe	23.2	22.1	21.0	20.8	87.1	16.0	22.2	22.4	24.6	85.2	(7.2)	0.1	1.4	3.8	(1.9)
Asia	22.4	24.6	24.7	19.7	91.4	19.2	18.6	20.5	18.9	77.2	(3.2)	(6.0)	(4.2)	(0.8)	(14.2)
Americas	14.3	13.1	14.7	13.1	55.2	9.7	13.4	14.1	15.9	53.1	(4.6)	0.3	(0.6)	2.8	(2.1)
Operating profit	5.7	4.1	4.2	3.3	17.3	2.7	4.6	4.2	4.2	15.7	(3.0)	0.5	0.0	0.9	(1.6)
<b>Revenue: Automotive</b>	76.8	71.4	66.4	66.4	281.0	38.7	66.6	68.3	71.6	245.2	(38.1)	(4.8)	1.9	5.2	(35.8)
Europe	33.5	29.4	27.8	29.1	119.8	16.6	26.7	28.8	31.5	103.6	(16.9)	(2.7)	1.0	2.4	(16.2)
Asia	17.4	17.2	16.5	16.0	67.1	9.9	15.9	17.6	17.2	60.6	(7.5)	(1.3)	1.1	1.2	(6.5)
Americas	25.9	24.8	22.1	21.3	94.1	12.2	24.0	21.9	22.9	81.0	(13.7)	(8.0)	(0.2)	1.6	(13.1)
Operating profit	4.0	1.2	0.1	8.0	6.1	(2.9)	0.5	1.3	2.9	1.8	(6.9)	(0.7)	1.2	2.1	(4.3)
Revenue: Technical	10.1	10.1	10.0	9.9	40.1	8.1	8.4	10.1	10.2	36.8	(2.0)	(1.7)	0.1	0.3	(3.3)
Europe	1.7	1.8	1.6	2.0	7.1	1.3	1.4	1.9	1.8	6.4	(0.4)	(0.4)	0.3	(0.2)	(0.7)
Asia	8.0	7.9	8.1	7.7	31.7	6.5	6.8	7.9	8.1	29.3	(1.5)	(1.1)	(0.2)	0.4	(2.4)
Americas	0.4	0.4	0.3	0.2	1.3	0.3	0.2	0.3	0.3	1.1	(0.1)	(0.2)	0.0	0.1	(0.2)
Operating profit	1.8	1.7	1.9	1.7	7.1	1.4	1.1	2.0	2.2	6.7	(0.4)	(0.6)	0.1	0.5	(0.4)
Revenue: Other	0.3	0.2	0.4	0.5	1.4	0.2	0.4	0.5	0.6	1.7	(0.1)	0.2	0.1	0.1	(0.3)
Operating profit	(2.7)	(0.9)	(3.1)	(2.6)	(9.3)	(1.8)	(2.4)	(2.7)	(4.2)	(11.1)	0.9	(1.5)	0.4	(1.6)	(1.8)
Revenue: Total	147.1	141.5	137.2	130.4	556.2	91.9	129.6	135.9	141.8	499.2	(55.2)	(11.9)	(1.3)	11.4	(57.0)
Operating profit	8.8	6.1	3.1	3.2	21.2	(0.6)	3.8	4.8	5.1	13.1	(9.4)	(2.3)	1.7	1.9	(8.1)

### Revenue & Operating Profit – by Regions



	FY	2020 Full-y	ear	FY	2021 Full-y	Change		
(JPY bn)	Revenue	%	Operating profit	Revenue	%	Operating profit	Revenue	Operating profit
Europe	214.0	39%	8.5	195.2	39%	5.3	(18.8)	(3.2)
Asia	190.2	34%	13.1	167.1	34%	12.8	(23.1)	(0.3)
Americas	150.6	27%	8.9	135.2	27%	6.1	(15.4)	(2.8)
Other *	1.4	0%	(9.3)	1.7	0%	(11.1)	0.3	(1.8)
Total	556.2	100%	21.2	499.2	100%	13.1	(57.0)	(8.1)

<sup>\*</sup> Revenue and Operating loss of Other Operation are not split by geographical regions.

# Foreign Currency Exchange Rates



Average rates used

The dige to the di													
	FY2019			FY2020				FY2021				FY2022	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Forecast
GBP	149	147	146	146	141	137	138	138	133	135	136	139	135
EUR	131	130	129	129	124	121	121	121	118	121	123	124	122
USD	110	111	111	111	109	109	109	109	107	106	106	106	105
BRR	30.4	29.3	29.3	29.4	28	27.6	27.2	26.4	19.9	19.8	19.7	19.7	19.7
ARS	4.7		Closing rates are applied – hyperinflation										

#### Closing rates used

		FY2	019		FY2020				FY2021			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
GBP	145	148	141	144	137	133	144	133	132	135	141	152
EUR	128	132	127	124	123	118	122	119	121	124	127	130
USD	111	113	111	111	108	108	109	108	107	105	103	111
BRR	28.6	28.2	28.5	28.3	28.3	26.0	27.1	20.8	19.9	18.7	19.8	19.1
ARS	3.94	2.84	2.93	2.53	2.53	1.88	1.82	1.68	1.53	1.38	1.22	1.20

#### **FX Sensitivity**

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

	FY2020	FY2021
Equity	JPY (3.1) billion	JPY (3.1) billion
Loss for the period	Improve by JPY 0.1 billion	Improve by JPY 0.1 billion

# Depreciation & Amortization, Capital Expenditures, R&D Expenditures



(JPY bn)	FY2020	FY2021	FY2022 Full-year Forecast
Depreciation & Amortization	34.8	35.8	35.0
Capital expenditures	67.0	43.3	29.0
Ordinary	25.7	19.0	
Strategic projects and other	41.3	24.3	
R&D expenditures	9.0	8.3	9.0
Architectural	2.7	2.3	
Automotive	2.6	2.3	
Technical Glass	0.9	0.9	
Other	2.8	2.8	

# News Releases — November 2020 to May 2021



12-Nov-20	NSG's solar glass float furnace in the U.S. starts operation
29-Dec-20	Voluntary retirement program in Japan as part of Business Transformation Initiative
13-Jan-21	NSG Group's CDP rating improved to Climate Change A-
15-Jan-21	Donation of antiviral glass, VirusClean™, to Toshima-ku (Tokyo)
4-Feb-21	Recognition of exceptional gain and cost and revision of forecast for full year FY2021
19-Feb-21	Antiviral glass, VirusClean™, certified for SIAA
5-Mar-21	Donation of laminated architectural glass, Lamipane Shelter™, to Sumida-ku (Tokyo)
17-Mar-21	Development of sol-gel antibacterial and antiviral coating for glass
30-Mar-21	Outcome of voluntary retirement program in Japan
30-Mar-21	Sale of non-current assets and recognition of exceptional gains
15-Apr-21	The first fireproof glass in Japan acquiring JIS certification for heat-resistance
6-May-21	Whistleblowing Compliance Management System (WCMS) Certification
10-May-21	Transfer of Battery Separator Business

