

FY2021 1ST QUARTER RESULTS

(1 April 2020 to 30 June 2020)

- **FY2021 Q1 results affected by a reduction in demand associated with COVID-19 pandemic globally. Nearly 40% year-on-year revenue decline, while a stronger rebound seen in June**
- **FY2021 forecast based on gradual demand recovery from Q1 throughout the year and the execution of an urgent cost saving project, aiming to restore business profitability**

FY2021 Q1 results affected by a reduction in demand associated with COVID-19 pandemic globally. Nearly 40% year-on-year revenue decline, while a stronger rebound seen in June

- Group revenues fell to ¥ 91.9bn from the previous year of ¥ 147.1bn, affected by the unprecedented market conditions, and also to a much lesser extent by the translational impact of foreign exchange
- Operating loss of ¥ 0.6bn recorded, down from operating profit of ¥8.8 for the previous year
 - Architectural: Europe and Americas seriously affected. Robust solar energy glass demand
 - Automotive: Significant impact of the closure of customers' production facilities. Demand recovering with reopening of car production
 - Technical: Automotive applications affected, to a lesser extent than the other businesses
- Additional commitment lines secured for liquidity. Focused on cost and cash savings

	Revenue		Operating (Loss)/Profit	
	FY2021 Q1	FY2020 Q1	FY2021 Q1	FY2020 Q1
Architectural Glass	¥ 44.9bn	¥ 59.9bn	¥ 2.7bn	¥ 5.7bn
Automotive Glass	¥ 38.7bn	¥ 76.8bn	¥ (2.9)bn	¥ 4.0bn
Technical Glass	¥ 8.1bn	¥ 10.1bn	¥ 1.4bn	¥ 1.8bn
Other Operations	¥ 0.2bn	¥ 0.3bn	¥ (1.8)bn	¥ (2.7)bn
Total	¥ 91.9bn	¥ 147.1bn	¥ (0.6)bn	¥ 8.8bn

- Loss attributable to owners of the parent of ¥ 16.4bn (FY2020 Q1: profit of ¥ 2.9bn), due to a significant fall in revenue and exceptional cost of ¥11.5bn associated with COVID-19.

FY2021 forecast Based on gradual demand recovery from Q1 throughout the year and the execution of an urgent cost saving project, aiming to restore business profitability

- Based on gradual demand recovery from Q1 throughout the year and the execution of an urgent cost saving project, aiming for restoring business profitability
- Fundamental improvement actions for transforming the business structure to generate sustainable profit and cash flow for a longer-term improvement in profitability and financial position under development
- Seeking growth by responding to changing needs of new normal in the society 'with or after COVID-19'

Excerpt from NSG Group FY2021 Q1 financial results presentation

Consolidated Income Statement



Revenue better than previous forecast helped by a stronger demand rebound in June, while significantly below prior year

¥ bn	FY2020	FY2021	YOY Change in Q1 Revenue (Actual v Forecast)		
	Q1	Q1		Actual YOY	Forecast as at 22 May
Revenue	147.1	91.9	Architectural	-25%	-30~40%
Operating (loss)/profit *	8.8	(0.6)	Automotive	-50%	-50~60%
Exceptional items (COVID-19)	-	(11.5)	Technical	-20%	-10~20%
Operating (loss)/profit after COVID-19-related exceptional items	8.8	(12.1)	Total	-38%	-40~50%
Exceptional items (Other)	(0.6)	(0.1)	YOY Revenue Change by Month		
Finance expenses (net)	(3.5)	(2.4)	April	May	June
Share of JVs and associates	0.5	(0.4)	-52%	-46%	-14%
(Loss)/profit before taxation	5.2	(14.9)			
(Loss)/profit for the period owners of the parent	3.1	(16.5)			
EBITDA	17.5	6.1			

* After amortization arising from the acquisition of Pilkington plc (JPY 0.4bn for Q1)

FY2021 Forecast



Uncertain business outlook – difficult to determine split of operating result and COVID-19 related exceptionals. Full-year forecast to be published when reasonable assumptions below operating profit are available

¥ bn	FY2020	FY2021	FY2021	FY2021
	Actual	Q1 Actual	Forecast Half year	Forecast Full year
Revenue	556.2	91.9	210.0	460.0
Operating (loss)/profit	21.2	(0.6)	-	-
Operating (loss)/profit after COVID-19-related exceptional items	19.0	(12.1)	(15.0)	(20.0)
Exceptional items	(21.8)	(0.1)	(1.0)	-
Finance expenses (net)	(11.8)	(2.4)	(6.0)	-
Share of JVs and associates	1.1	(0.4)	0.0	-
(Loss)/profit before taxation	(13.5)	(14.9)	(22.0)	-
(Loss)/profit for the period	(17.5)	(16.5)	(24.0)	-
(Loss)/profit attributable to owners of the parent	(18.9)	(16.4)	(24.0)	-

	Q1 Actual	Q2/Q3 Forecast	Q4 Forecast	Full year	Q1 Actual	Full-year forecast
Revenue vs PY	-38%	-15%	-5%	-20%	-25%	-15%
Architectural	-25%				-50%	-20%
Automotive	-20%				-20%	-15%
Technical	-38%				-38%	-20%
Group						

For enquiries:

- Investor Relations: +81-3-5443-0100
- Corporate Communications: +81-3-5443-9477