



## TO OUR SHAREHOLDERS

NIPPON SHEET GLASS CO., LTD.  
146TH FISCAL PERIOD INTERIM REPORT  
1 APRIL 2011 - 30 SEPTEMBER 2011

'MAKING A DIFFERENCE TO OUR WORLD  
THROUGH GLASS TECHNOLOGY'



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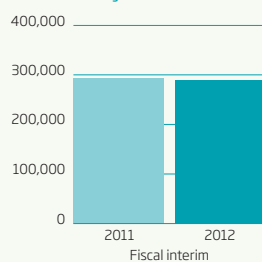
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# CONSOLIDATED FINANCIAL HIGHLIGHTS

Millions of yen	Fiscal 2011	Fiscal 2011 interim period	Fiscal 2012 interim period
Net sales	577,069	293,710	<b>288,543</b>
Operating profit	22,867	16,654	<b>9,192</b>
Profit before taxation	15,306	11,795	<b>6,381</b>
Profit for the period	15,815	8,058	<b>6,306</b>
Net income per share (yen)	15.65	7.21	<b>6.35</b>

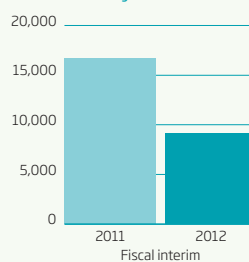
## Net sales

Millions of yen



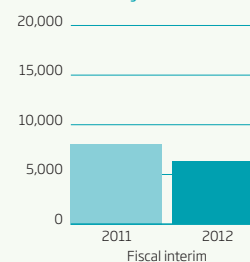
## Operating income

Millions of yen



## Profit for the period

Millions of yen



Note: All current and prior year results are presented under International Financial Reporting Standards (IFRS).

### Front cover

#### Main

The Piano Pavilion in Lahti Finland, designed by Gert Wingårdh, features the Group's Pilkington **Activ™** and Pilkington **Optiwhite™** glass.

#### Inset

The Group's new variable transmission glazing, Pilkington **Sundym™**, fitted in the Mercedes SLK sports coupé.

## MESSAGE FROM THE PRESIDENT AND CEO



On behalf of the NSG Group, I thank you for your continued support. I am pleased to present the interim report for the period ended 30 September 2011.

The Group's operating performance in the first half of the financial year FY2012 was in line with our expectations. The impact of the March 2011 Japan earthquake on our results proved to be below our initial prediction.

In our Building Products business, profitability was steady, with softening markets but an improving contribution from value-added products. In Automotive, profits were reduced, due principally to the effects of the March 2011 Japan earthquake. Demand was reduced following the earthquake, but has now recovered. Specialty Glass revenue and profits were steady, with most markets robust.

We have adjusted our full-year forecast to reflect the increasingly challenging conditions in many of our core markets. Rising input prices and reduced consumer confidence in some markets are affecting our results. Management is taking action to address these pressures, by reducing our costs and, where possible, increasing our own selling prices.

We are now six months into the execution of our Strategic Management Plan, initially announced in November 2010. Work is already under way to implement the various investments that support the Plan, with a number of announcements made and projects launched during the course of the reporting period.

The management team is committed to delivering the Strategic Management Plan results and we look forward to your continuing understanding and support of our activities.

**Craig Naylor**  
President and CEO  
Representative Executive Director  
Nippon Sheet Glass Co., Ltd.

1 December 2011

# INTERVIEW WITH THE PRESIDENT

## Q1. Please comment on performance in the first half-year of Financial Year 2012 and future prospects, against the background of global economic conditions.

Cumulative Group revenues were ¥288,543 million, slightly down on last year, with operating profit down to ¥9,192 million. These results were consistent with our previous forecast. The effects of the Japan earthquake were less than expected, with the difference arising primarily in Japan. During the second quarter, market conditions were mostly in line with our expectations, although some areas showed signs of weakness in the current global economic conditions. The half-year dividend has been held, reflecting the Board's confidence.

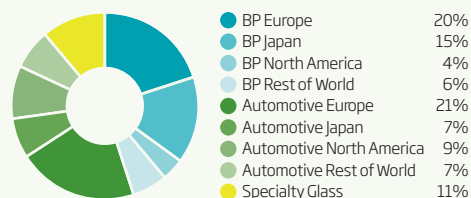
Building Products achieved sales of ¥128,440 million and an operating profit of ¥8,083 million. Building products markets were stable, with signs of weakening in some regions. Value-added products volumes continued to improve. Automotive recorded sales of ¥128,181 million and an operating profit of ¥3,725 million. The effects of the Japan earthquake were less than we had expected, with many customers recovering production more quickly than previously anticipated. Specialty Glass revenues fell from the previous year, although profitability improved, with sales of ¥31,253 million and an operating profit of ¥3,855 million. We continue to see growth in demand in LCDs for smart phones and Personal Digital Assistants, where our Ultra Fine Flat glass is used in touch panels.

Conditions are becoming increasingly challenging in many of our core markets. Overcapacity in China is contributing to an erosion of price levels in south east Asia and beyond, and the pace of recovery in other markets has slowed, with consumer confidence hit. Increasing input costs, particularly of energy, continue to affect our results.

The long-term prospects for the Group's businesses remain positive, with geographical expansion into high-growth emerging markets and an increasing proportion of value-added products as the two main drivers to support our future growth.

### Consolidated net sales

#### By business



¥288.5 billion

#### By region



Cumulative Quarter 2 results to 30 September 2011

¥288.5 billion

## Q2. The Group's Strategic Management Plan was announced in November 2010. What progress has been made so far in its implementation?

Our Strategic Management Plan (SMP) is intended to drive the next stage of the Group's development. It covers FY2012 to FY2014 and underpins our objective to achieve profitable growth and realize our Vision. Since its launch in November 2010, we have made progress on key investments and the release of new value-added products.

In Automotive, we were first to market with Pilkington Sundym™ Select; switchable glazing, which allows vehicle occupants to determine how light and heat enters the cabin, providing the ultimate in customizable glazing. The product is fitted in the new Mercedes SLK.

We have made significant progress in launching all our major investment projects. In Caçapava, Brazil, the first phase of our expansion is running well, with the second due on stream by early 2012. Both lines are being equipped with advanced technology currently used elsewhere in our global network. In September, I attended a ceremony in Poland to mark the start of work on our new plant at Chmielów in Poland, which will enhance both our capacity and capability in the region.

In Building Products, our next joint venture float line in Brazil will start up in March 2012, with a sixth to be commissioned in January 2014. In January 2011, we announced the re-commissioning of the Vietnam VGI float line, which will be dedicated to the Solar Energy market. In the UK, we have announced plans to install off-line coating capacity to make a wider range of energy-saving products.

In Specialty Glass, we are the world-leading supplier of Ultra Fine Flat (UFF®) glass for small LCD applications. We plan to expand our capacity to produce UFF® glass for the production of touch panel substrate for use in mobile devices and other applications.



**Top**  
CEO Craig Naylor and Poland Country Manager Ryszard Jania unveil a foundation stone, in September 2011, to mark the start of work on the new Chmielów automotive plant.



**Left**  
Pilkington Sundym™ Select allows vehicle glazing to be switched from dark-tinted to transparent at the touch of a button.

## INTERVIEW WITH THE PRESIDENT CONTINUED

### Q3. What progress have you made in embracing the principles of Sustainability and improving Safety in the workplace?

I attach great importance to the development of a sustainable company in all senses of the word. Our Strategic Management Plan emphasizes Sustainability, in our own energy saving and waste management, and the role of our products in energy conservation. The Board have defined clear Sustainability targets for the Company, to be achieved by 2015.

Our Group Vision statement, 'Making a difference to our world through glass technology', reflects the role our products can have in conserving and generating energy. We have further strengthened our Sustainability governance, with the appointment of Nick Shore as our first Director of Sustainability. Our objectives are further to embed Sustainability throughout the organization in all our policies. Commercially, we aim to ensure that we contribute to, and benefit commercially from, current environmental trends.

On Safety, we have without doubt made significant improvements in our performance over the last ten years. Our accident rate has improved over that period by an order of magnitude. However, I believe we are still some way from making safety truly one of our core values. Shortly after I joined the Company, I challenged the Executive Directors to review our safety strategy. My aim is to move Safety in the NSG Group to the next level.

An emphasis on Safety leadership is, I believe, crucial and the effective implementation of our 10 Key Safety Leadership Behaviors is now an important focus for us. I recently recorded a personal video message to reinforce these points to all levels of management. In the past year, we also launched NSG Group Safety and Environmental Awards to encourage best practice. We have also initiated an annual NSG Group Safety Day, the first of which took place at the end of November, increasing employee focus on safety.



#### NSG Group Safety Award 2011

The NSG Group Safety Project Award 2011 was won by the Building Products Manufacturing Improvements Team and the Cowley Hill site in the UK.

Their project features a system of sensors on the grabs used for lifting glass packs. It gives the operator clear feedback that the grab is in the correct position before starting lifting, thus avoiding any misalignment, which could result in catastrophic failure.



#### NSG Group Environmental Award 2011

The first NSG Group Environmental Project Award has been won by the Group's Vizag Automotive site in India, for its Water Conservation Project.

It has produced a reduction of over 10 percent in specific water consumption, a 34 percent reduction in water usage and a 20 percent reduction in costs.

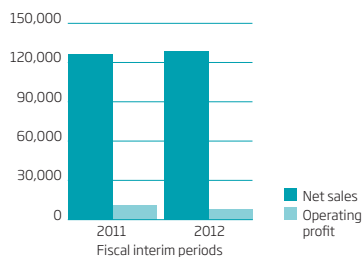
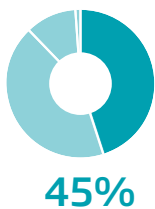
# BUSINESS SUMMARY BY SEGMENT



## Building products

### Net sales and operating income

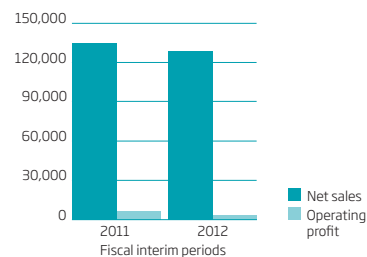
Millions of yen



## Automotive

### Net sales and operating income

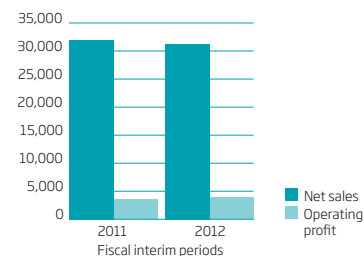
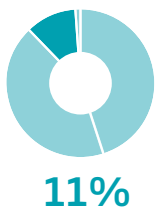
Millions of yen



## Specialty Glass

### Net sales and operating income

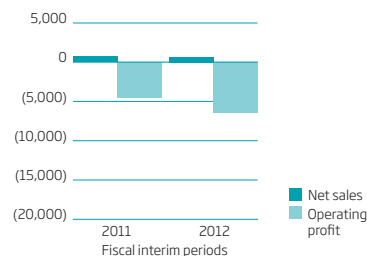
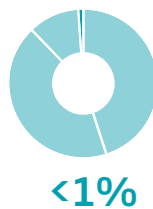
Millions of yen



## Other

### Net sales and operating income

Millions of yen



# REVIEW OF OPERATIONS

## Building Products



The Building Products (BP) cumulative result represented a reduction in profit from the previous year, which had included a gain of approximately ¥3,300 million, from settlement of an insurance claim arising from the February 2010 earthquake in Chile. Increased input costs, particularly for energy and energy-related materials, were offset by improved price levels in most regions. Solar Energy volumes continue to grow, although at a lower rate than in previous periods.

In Europe, revenues were similar to the previous year. Profits increased, due largely to cost savings. Sales prices were stable during the quarter, and, relative to the previous year, continue to offset the increase in input costs.

Revenues in Japan were slightly higher than the previous year, with downstream revenues and volumes increasing from the previous year. Profits increased strongly, with an improving mix of higher value-added products.

In North America, cumulative local currency revenues and profits were higher than the previous year, with a greater proportion of value-added products.

In the rest of the world, revenues, expressed in US dollars, improved while underlying profits, excluding the effect of the Chile insurance claim, fell. Results in South America were robust, with some volume growth. However, revenues and profits in South East Asia and China fell, with over-capacity in China contributing to a weak pricing environment.

The Building Products business achieved sales of ¥128,440 million and an operating profit of ¥8,083 million.

## Automotive



In the Automotive business, revenues and profits fell from the previous year, due largely to the impact of the Japan earthquake. The financial impact was lower than expected, with many customers recovering production levels more quickly than anticipated.

In Europe, the Original Equipment (OE) sector saw revenues increase from last year's levels, due to improving demand. Profits declined however, with cost inflation, plant start-up costs and demand volatility impacting results. The Automotive Glass Replacement (AGR) business performed to plan, with reduced volumes offset by an improved product mix.

In Japan, revenues and profits were below last year, as customers reduced production levels during the first quarter following the earthquake. Demand recovered during the second quarter, but is still below the levels of the previous year.

In North America, OE revenues and profits were below the previous year. Demand, affected by the earthquake, is now recovering. Profits were also affected by increased input costs. AGR profitability improved from the previous year, due to a strong product mix and improved operational performance.

In the rest of the world, revenues increased, with a further growth in volumes in South America, although the second quarter was relatively weak. Profits were similar to the previous year, with the higher volumes partially offset by increased input costs, demand volatility, and start-up costs on new investments.

The Automotive business recorded sales of ¥128,181 million and an operating profit of ¥3,725 million.



## Specialty Glass



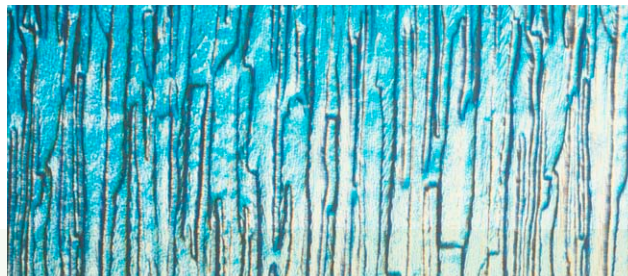
Revenues in Specialty Glass fell from the previous year, although profitability improved. The business saw growth in demand in sectors such as LCDs for smart phones and Personal Digital Assistants (PDAs), where the Group's UFF (Ultra Fine Flat) glass is used within the construction of touch panels.

Volumes of our proprietary SELFOC Lens Array® (SLA®) equipment, used in multi-function printers, were affected by reduced demand, due mainly to the Japan earthquake, with printer manufacturers experiencing component shortages.

Exporters of multi-function printers and similar products continued to suffer from the strength of the Japanese yen. Sales of glass cord for engine timing belts increased from the previous year with robust demand.

The Specialty Glass business recorded sales of ¥31,253 million and an operating profit of ¥3,855 million.

## Other



This segment covers corporate costs, consolidation adjustments, certain small businesses not included in the segments covered above, and the amortization of other intangible assets related to the acquisition of Pilkington plc. Operating losses incurred in Other increased from the previous year, which included some non-recurring gains.

Consequently, this segment recorded sales of ¥669 million and an operating loss of ¥6,471 million.

# CONSOLIDATED FINANCIAL STATEMENTS

## Consolidated balance sheets

30 September 2011 and 31 March 2011

	Millions of yen	
	30 September 2011	31 March 2011
<b>ASSETS</b>		
<b>Non-current assets</b>		
Goodwill	96,604	114,432
Intangible assets	86,316	102,026
Property, plant and equipment	245,874	272,177
Investment property	777	911
Investments accounted for using the equity method	47,667	49,420
Trade and other receivables	10,695	12,290
Financial assets:		
– Available-for-sale investments	8,645	9,167
– Derivative financial instruments	634	2,111
Deferred tax assets	52,187	50,155
	549,399	612,689
<b>Current assets</b>		
Inventories	99,909	100,345
Construction work-in-progress	999	632
Trade and other receivables	107,186	110,689
Financial assets:		
– Available-for-sale investments	3	231
– Derivative financial instruments	3,123	3,034
Cash and cash equivalents	40,672	60,906
	251,892	275,837
Assets held for sale	862	894
	252,754	276,731
<b>Total assets</b>	<b>802,153</b>	<b>889,420</b>

Note concerning per share information (interim period FY12).  
Net income per share 6.35 yen.

	Millions of yen	
	31 September 2011	31 March 2011
<b>LIABILITIES AND EQUITY</b>		
<b>Current liabilities</b>		
Financial liabilities:		
– Borrowings	36,600	56,375
– Derivative financial instruments	2,829	2,205
Trade and other payables	101,506	122,871
Provisions	10,457	20,692
Deferred income	2,391	2,615
	153,783	204,758
<b>Non-current liabilities</b>		
Financial liabilities:		
– Borrowings	335,403	318,678
– Derivative financial instruments	1,918	1,925
Trade and other payables	1,173	3,588
Deferred tax liabilities	38,589	44,918
Retirement benefit obligations	81,558	70,899
Provisions	16,932	12,893
Deferred income	4,250	5,184
	479,823	458,085
Total liabilities	633,606	662,843
<b>Equity</b>		
<b>Capital and reserves attributable to the Company's equity shareholders</b>		
Called up share capital	116,449	116,449
Capital surplus	127,511	127,510
Retained earnings	49,571	63,475
Retained earnings (Translation adjustment at the IFRS transition date)	(68,048)	(68,048)
Other reserves	(66,189)	(23,154)
<b>Total shareholders' equity</b>	<b>159,294</b>	<b>216,232</b>
<b>Non-controlling interests</b>	<b>9,253</b>	<b>10,345</b>
<b>Total equity</b>	<b>168,547</b>	<b>226,577</b>
<b>Total liabilities and equity</b>	<b>802,153</b>	<b>889,420</b>

## Consolidated statements of income

For the six-month periods ending 30 September

	Millions of yen	
	2011	2010
Net sales	<b>288,543</b>	293,710
Cost of sales	<b>(212,814)</b>	(213,987)
Gross income	<b>75,729</b>	79,723
Other income	<b>2,686</b>	11,711
Distribution costs	<b>(26,198)</b>	(26,579)
Administrative expenses	<b>(34,990)</b>	(38,172)
Other expenses	<b>(8,035)</b>	(10,029)
Operating profit	<b>9,192</b>	16,654
Finance income	<b>1,141</b>	985
Finance expense	<b>(8,207)</b>	(10,019)
Share of post tax profits of affiliates	<b>4,255</b>	4,175
Profit before taxation	<b>6,381</b>	11,795
Taxation	<b>(75)</b>	(3,737)
Profit for the period	<b>6,306</b>	8,058
Profit attributable to non-controlling interests	<b>579</b>	3,101
Profit attributable to the owners of the parent	<b>5,727</b>	4,957
	<b>6,306</b>	8,058

## Consolidated statements of comprehensive income

For the six-month periods ending 30 September

	Millions of yen	
	2011	2010
Profit for the period	<b>6,306</b>	8,058
Other comprehensive income, net of tax		
Foreign currency translation adjustments	<b>(41,976)</b>	(31,492)
Retirement benefit obligations, net of tax	<b>(16,924)</b>	–
Revaluation of available-for-sale investments	<b>43</b>	(153)
Cash flow hedges:		
– fair value gains, net of taxation	<b>(2,317)</b>	216
Other comprehensive income for the period, net of tax	<b>(61,174)</b>	(31,429)
Total comprehensive income	<b>(54,868)</b>	(23,371)
Total comprehensive income attributable to:		
Owners of the parent	<b>(638)</b>	2,441
Minority interest	<b>(54,230)</b>	(25,812)
	<b>(54,868)</b>	(23,371)

## Consolidated statements of cash flows

For the six-month periods ending 30 September

	Millions of yen	
	2011	2010
Cash flows from operating activities	<b>(11,935)</b>	9,996
Cash flows from investing activities	<b>(19,381)</b>	(6,539)
Cash flows from financing activities	<b>18,636</b>	(5,152)
Effect of foreign exchange changes	<b>(3,069)</b>	(2,785)
Net (decrease)/increase in cash and cash equivalents (net of bank overdrafts)	<b>(15,749)</b>	(4,480)
Opening cash and cash equivalents (net of bank overdrafts) at beginning of the period	<b>46,491</b>	55,995
Closing cash and cash equivalents (net of bank overdrafts) at end of the period	<b>30,742</b>	51,515

# MANAGEMENT

as at 30 September 2011

NSG Group adopted a Company with Committees structure with effect from 27 June 2008.

## Directors

<b>Director, Chairman of NSG Group</b>	Katsuji Fujimoto
<b>Director, Vice Chairman</b>	Tomoaki Abe
<b>Director</b>	Craig Naylor
<b>Director</b>	Mark Lyons
<b>Director</b>	Mike Fallon
<b>Director</b>	Keiji Yoshikawa
<b>Director</b>	Clemens Miller
<b>External Director</b>	George Olcott
<b>External Director</b>	Sumitaka Fujita
<b>External Director</b>	Seiichi Asaka
<b>External Director</b>	Hiroshi Komiya

## Executive Directors

<b>Representative Executive Director, President and CEO</b>	Craig Naylor
<b>Executive Director, CFO</b>	Mark Lyons
<b>Executive Director</b>	Mike Fallon
<b>Executive Director</b>	Keiji Yoshikawa
<b>Executive Director</b>	Clemens Miller

## Executive Officers

<b>Senior Executive Officer</b>	Koichi Hiyoshi
<b>Senior Executive Officer</b>	Minoru Imanishi
<b>Senior Executive Officer</b>	Paul McKeon
<b>Senior Executive Officer</b>	Carlos Henrique Medeiros
<b>Senior Executive Officer</b>	Phil Millichap
<b>Senior Executive Officer</b>	Kenichi Morooka
<b>Senior Executive Officer</b>	Toshiyuki Nakazawa
<b>Senior Executive Officer</b>	Tom Rae
<b>Senior Executive Officer</b>	Luis Henrique Souza
<b>Senior Executive Officer</b>	Milena Stanisci
<b>Senior Executive Officer</b>	Naotaka Todoroki
<b>Senior Executive Officer</b>	Phil Wilkinson
<b>Executive Officer</b>	Kazumitsu Fujii
<b>Executive Officer</b>	Kazuhiko Fujimaki
<b>Executive Officer</b>	Keita Kakehashi
<b>Executive Officer</b>	Koichi Maeda
<b>Executive Officer</b>	Koji Maehara
<b>Executive Officer</b>	Paul Ravenscroft
<b>Executive Officer</b>	Tony Shaw
<b>Executive Officer</b>	Iain Smith

## Nomination Committee

Katsuji Fujimoto*
Tomoaki Abe
George Olcott
Sumitaka Fujita
Seiichi Asaka
Hiroshi Komiya
Craig Naylor

## Audit Committee

Tomoaki Abe*
Katsuji Fujimoto
George Olcott
Sumitaka Fujita
Seiichi Asaka
Hiroshi Komiya

## Compensation Committee

George Olcott*
Tomoaki Abe
Sumitaka Fujita
Seiichi Asaka
Craig Naylor

\* Chairman

# STOCK INFORMATION

## Number of shares/shareholders

as at 30 September 2011

<b>Authorized shares</b>	1,775,000,000
<b>Issued shares</b>	903,550,999
<b>Number of shareholders</b>	66,899

## Major shareholders

as at 30 September 2011

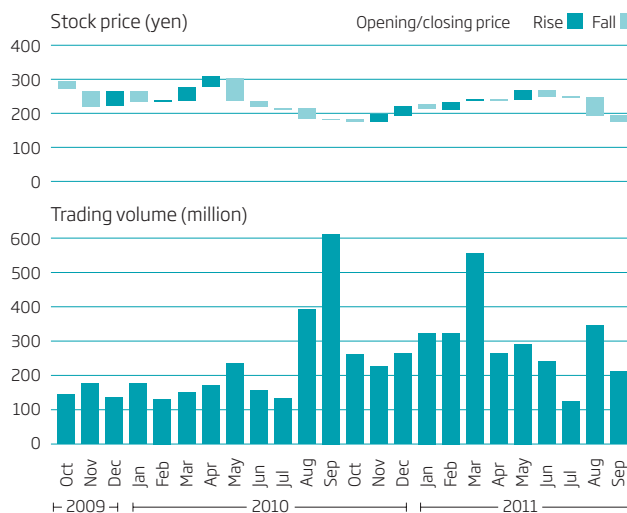
	Number of shares	Percentage of shares
Japan Trustee Services Bank, Ltd. (Trust Account)	63,636,000	7.04
The Master Trust Bank of Japan, Ltd. (Trust Account)	56,591,000	6.26
Japan Trustee Services Bank, Ltd. (Trust Account 9)	39,935,000	4.42
The Nomura Trust and Banking Co., Ltd. (Investment Trust Account)	15,907,000	1.76
The Chase Manhattan Bank, N.A. London Secs Lending Omnibus Account	15,444,424	1.71
JPMBSA Offshore Lending JASDEC Account Trust & Custody Services Bank, Ltd. (Pension Trust Account)	13,982,000	1.55
State Street Bank and Trust Company 505225 Trust & Custody Services Bank, Ltd. (Securities Investment Trust Account)	12,021,161	1.33
Japan Trustee Services Bank, Ltd. (Trust Account 4)	11,716,000	1.30
	10,437,000	1.16

## Distribution of NSG Group shareholders

as at the end of September 2011



## Stock prices and trading volume



# SHAREHOLDER INFORMATION

**Fiscal period** 1 April to 31 March of the following year

**Ordinary General Meeting of Shareholders** Held annually in June

**Shareholders' Confirmation Standard Dates** Ordinary General Meeting of Shareholders: 31 March  
Dividend: 30 September and 31 March

**Transfer Agent** The Sumitomo Trust & Banking Co., Ltd.  
5-33, Kitahama 4 chome, Chuo-ku  
Osaka-shi

**Operating Office** The Sumitomo Trust & Banking Co., Ltd.  
Stock Transfer Agency 3-1,  
Yaesu 2 chome, Chuo-ku,  
Department Tokyo 104-0028 Japan

**Public Notice** [www.nsg.com](http://www.nsg.com)

**Independent Auditors** Ernst & Young ShinNihon LLC

If you need to record any changes in your address, personal details or any other relevant matter, please contact the securities company administrating your shareholder account.

If you do not use a securities company, please notify our Transfer Agent as shown on the right.

## Notice to shareholders holding odd-lot shares

If you hold an odd-lot of shares (1 to 999 shares), which is less than a trading unit of shares (1,000 shares), you could:

1. sell these shares to the Company, or
2. purchase odd-lot shares from the Company to supplement your holding to the extent necessary to constitute a trading unit.

Please contact the securities company administrating your shareholder account for its specific procedures.

If you do not use a securities company, please contact our Transfer Agent as shown on the right.

## Notice Concerning Dividend Payments of Listed Companies

Under the terms of the 2008 revision of the Act on Special Measures Concerning Taxation, the Company is required to send shareholders a 'Notice Concerning Dividend Payments' with details of the amount of dividend, tax, etc. relating to dividends paid after January 2009. The enclosed 'Calculation Sheets for Dividends', which shareholders can use when completing their tax returns, also fulfils these requirements.

## Payment of Interim Dividend

If you do not designate a specific bank account for receiving dividends, payment will be made by the enclosed '146th Interim Dividend Receipts'. In this case, your dividend payment can be collected at the head office or any branch of the Japan Post Bank and Post Office within the period of payment (from 2 December 2011 to 31 January 2012).

If you designate a specific bank account for receiving dividend payments, please check the enclosed 'Calculation Sheets for 146th Interim Dividends' and 'Concerning Banking Account to which Dividends are Transferred' documents. (If you chose the System of Proportional Distribution to the Number of Shares' as the way of receiving dividends, please contact the securities company you use.)

**Transfer Agent** The Sumitomo Trust & Banking Co., Ltd.

**Mail address** Stock Transfer Agency Department  
1-10, Nikko-cho, Fuchu-shi,  
Tokyo 183-8701, Japan

**Telephone number** 0120-176-417 (toll free in Japan)

# CORPORATE DATA

as at 30 September 2011

<b>Company name</b>	Nippon Sheet Glass Co., Ltd.
<b>Head Office</b>	Sumitomo Fudosan Mita Twin Building West Wing, 5-27, Mita 3-chome, Minato-ku, Tokyo 108-6321 Japan Tel: +81-3-5443-9500
<b>Established</b>	22 November 1918
<b>Number of employees</b>	29,957 (consolidated)
<b>Paid-in capital</b>	¥116,449 million
<b>Stock listing</b>	Tokyo and Osaka (Code: 5202)
<b>Contact</b>	<a href="http://www.nsggroup.net/contact">www.nsggroup.net/contact</a>



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