NSG Group
FY2024/3 Quarter 3 Results
(from 1 April 2023 to 31 December 2023)

Nippon Sheet Glass Company, Limited
Akihito Okochi, Senior Executive Officer and CFO

9 February 2024

Agenda

1. Financial Year ending 31 March 2024 Quarter 3 Results
2. Forecast for Financial Year ending March 2024
3. Update of Transformation Initiatives under Revival Plan 24 (RP24)
4. Preparation of Next Medium-Term Management Plan
5. Summary

1. Financial Year ending 31 March 2024 Quarter 3 Results

Consolidated Income Statement

Cumulative revenue and OP increase with continuous Automotive improvement.
Q3 OP affected by economic slowdown in Europe and Argentine Peso devaluation impact

(JPY bn)	Q3 (3 months)			Cumulative (9 months)		
	FY2023/3	FY2024/3	Change	FY2023/3	FY2024/3	Change
Revenue	190.6	**192.5**	2.0	566.2	**612.7**	46.5
Operating profit	9.7	**6.1**	(3.7)	24.2	**32.1**	7.9
ROS: Return on sales	5.1%	**3.2%**	(1.9) pt	4.3%	**5.2%**	+0.9pt
Exceptional items (net)	1.0	**0.6**	(0.4)	(43.9)	**0.9**	44.9
Operating profit/(loss) after exceptional items	10.7	**6.7**	(4.0)	(19.8)	**33.0**	52.8
Finance expenses (net)	(4.8)	**(6.4)**	(1.6)	(11.3)	**(20.4)**	(9.1)
Reversal of previous impairment of financial receivables owed by JVs and associates	-	**-**	-	-	**3.7**	3.7
Share of JVs and associates' profits	2.1	**1.5**	(0.6)	5.4	**3.7**	(1.7)
Other gains/(losses) on equity method investments	(0.4)	**(0.1)**	0.3	(1.1)	**1.0**	2.1
Profit/(loss) before taxation	7.7	**1.7**	(6.0)	(26.8)	**21.1**	47.9
Profit/(loss) for the period	2.2	**3.6**	1.4	(34.8)	**14.1**	48.9
Net profit/(loss) *	1.7	**3.7**	2.1	(37.2)	**13.5**	50.7
EBITDA	20.2	**17.0**	(3.1)	54.4	**65.0**	10.7

Continuous cumulative revenue and OP significant increase in Automotive while Q3 affected by the extraordinary devaluation of Argentine Peso (ARS) conducted by the new government

【Revenue and Operating Profit : vs PY】

(JPY bn)	Revenue	OP
Architectural	(1.2)	+0.0
Automotive	+47.4	+10.4
Technical	(0.1)	(1.5)
Others	+0.4	(0.9)
Group total	**+46.5**	**+7.9**

Recorded impairment of goodwill and intangible assets regarding European Automotive business in PY

Increased due to higher prevailing interest rates mainly in Europe and USA

Recorded gains on the reversal of previous impairments of balances and investments arising from the disposal of Russian JV business in Q1

* Profit/(loss) attributable to owners of the parent

The Group's consolidated income statement is shown on slide 4.

You can see the results for the third quarter (3 months) in the left,
and the cumulative results (9 months) to the right.

For the third quarter (3 months), revenue improved to 192.5 billion yen,
by 2.0 billion yen year on year, with improvements in Automotive glass business.
The Group's cumulative (9 months) revenue continued to increase by 46.5 billion yen,
+8% to 612.7 billion yen.

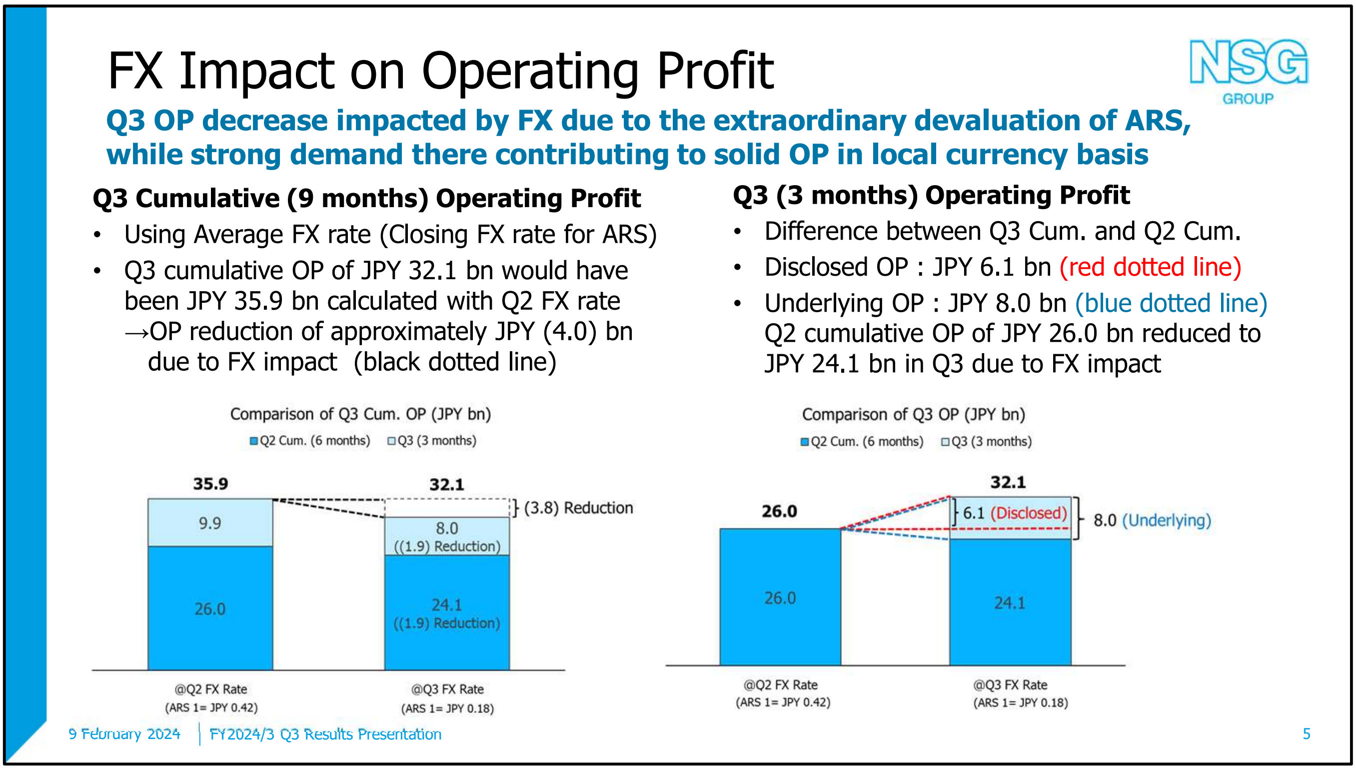
Operating profit for the third quarter was 6.1 billion yen which decreased by 3.7 billion yen.
Since it was affected by economic slowdown in Europe and the extraordinary devaluation of Argentine Peso under the new president although benefitted from lower energy prices.
The detail of this impact will be explained in the next slide.
For cumulative 9 months, operating profit was 32.1 billion yen which increased by 7.9 billion yen,
+33% from the previous year.
During the third quarter, the Group experienced a significant devaluation of Argentine Peso, whose impact was to reduce the Group's cumulative operating profit
by approximately 4.0 billion yen.
However, it improved from the previous year since profitability in Automotive glass business continued to improve significantly.
Return on sales improved by 0.9 points to 5.2% year on year.

Exceptional items were 0.9 billion yen.
It improved by 44.9 billion yen from the previous year
since impairment loss of goodwill and intangible assets of 48.8 billion yen
were recorded regarding the European Automotive business in the previous year.

Net finance expenses increased to 20.4 billion yen by 9.1 billion yen
from the previous year mainly due to prevailing interest rates rise in Europe and USA.

In the share of JVs and associates' profits, the Group disposed Russian JV business
in the first quarter.
Following this transaction, the reversal of previous impairment of financial receivables
owed by JVs and associates of 3.7 billion yen was recorded
and gains on the reversal of previous impairments of investments were recorded
which resulted in other gains on equity method investments of 1.0 billion yen.

As a result of these items, profit before taxation was 21.1 billion yen,
profit for the period was 14.1 billion yen and net profit was 13.5 billion yen.



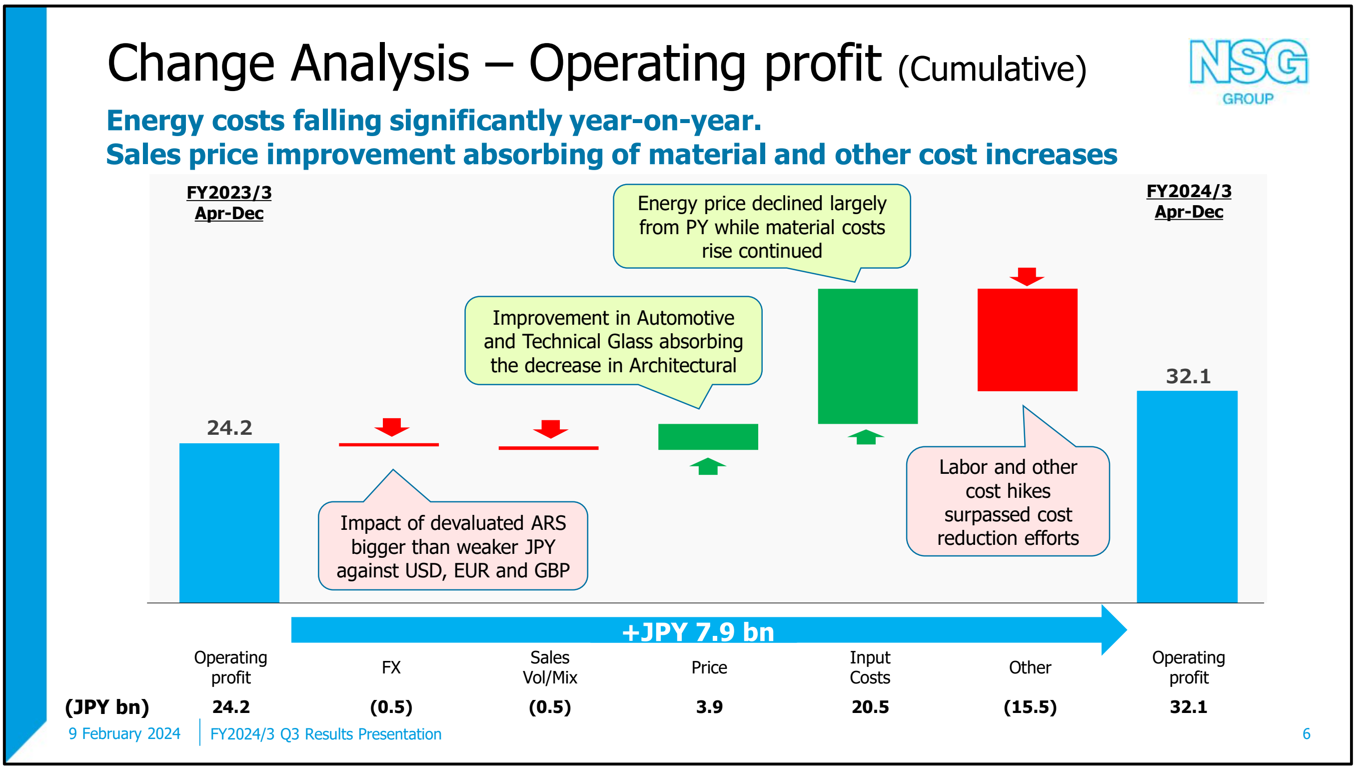
On page 5, as mentioned in the previous slide, the impact of the extraordinary devaluation of Argentine Peso on operating profit will be explained.

In accordance with the hyper inflation accounting rules of IAS, the Group consolidates the revenues and profits of its subsidiaries in Argentina using closing rates of exchange, as opposed to subsidiaries elsewhere which are consolidated using average rates of exchange.
During the third quarter, Argentina’s new government devaluated Argentine Peso significantly as one of the economic policies and therefore, it devaluated by over 50% from JPY 0.42 to JPY 0.18 per Argentine Peso.
In spite of this, the profits are growing continuously in Argentine Peso reflecting strong demand with an aid from the second new float furnace which started operation from the third quarter of the previous year.

The left side shows an explanation of the impact on cumulative operating profit and the right side shows third-quarter operating profit.

Firstly, on the left side, the impact on the third-quarter cumulative (9 months) operating profit.
Cumulative operating profit would have improved by approximately 4.0 billion yen from 32.1 billion yen to 35.9 billion yen if it had been translated with the second-quarter exchange rate.
Almost all of this improvement is due to the foreign exchange movements of Argentine Peso.
That is, the third-quarter operating profit decreased by approximately 4.0 billion yen due to the extraordinary devaluation of it.

Next, on the right side, the impact on the third-quarter (3 months) operating profit.
The third-quarter operating profit is calculated by deducting the second-quarter cumulative operating profit from the third-quarter cumulative operating profit.
The disclosed figure was 6.1 billion yen,
as the second-quarter cumulative operating profit was 26.0 billion yen and the third-quarter cumulative operating profit was 32.1 billion yen.
On the other hand, the second-quarter operating profit of 26.0 billion yen actually decreased to 24.1 billion yen as a result of translation with the third-quarter exchange rate.
So, the underlying figure was 8.0 billion yen.
This 8.0 billion yen would have increased to 9.9 billion yen at the second-quarter exchange rate.



Slide 6 lays out change analysis of the year-on-year operating profit movement from April to December 2023.
A comparison is made between the operating profit 24.2 billion yen in the previous year and 32.1 billion yen for this year, being a 7.9 billion yen year-on-year increase.

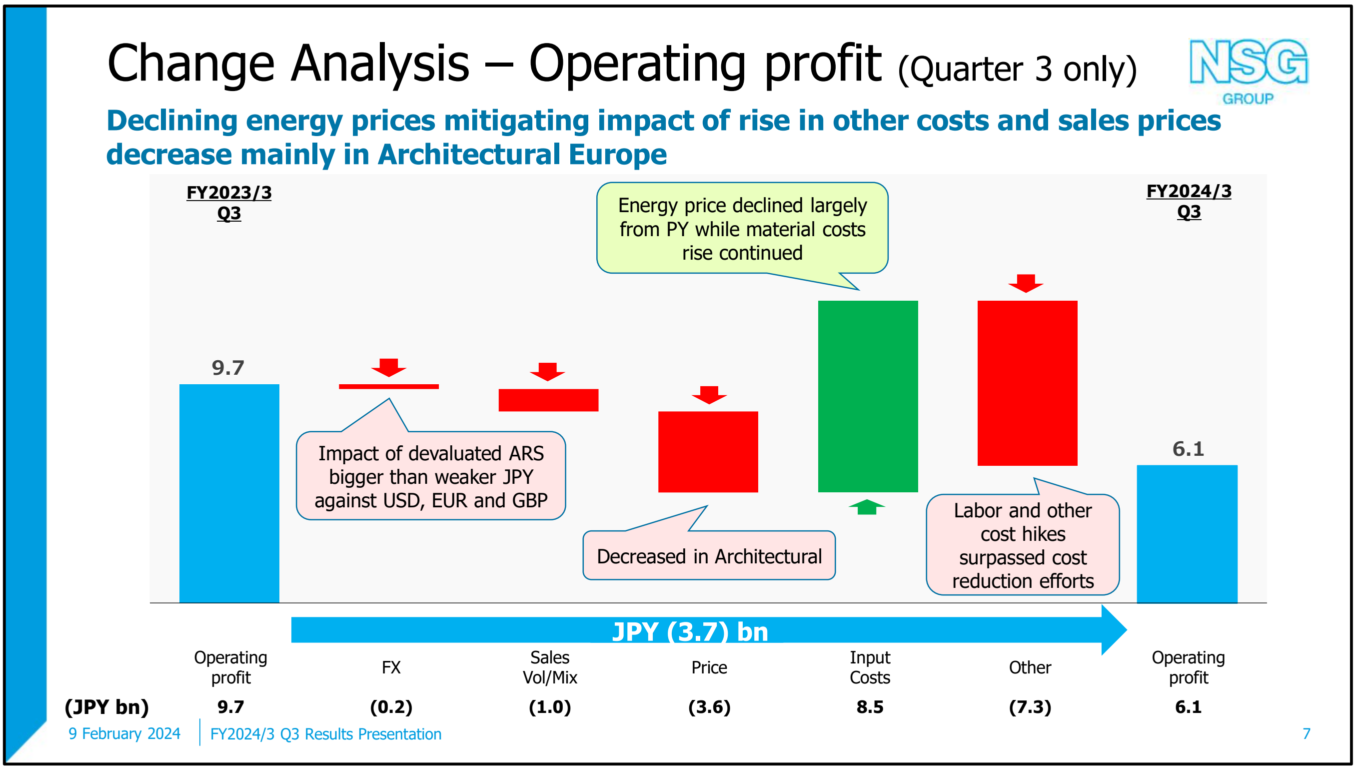
'Foreign exchange' was negative 0.5 billion yen, due to the negative impact of depreciation of Argentine Peso against the Yen which exceeded positive impact of appreciation of US Dollar, Euro and Pound against the Yen.

'Sales Volume/mix' decreased by 0.5 billion yen, reflecting sales volume recovery in Automotive which mitigated the sales volume decrease in Architectural and Technical Glass businesses.

The positive 3.9 billion yen in 'Price' is due to the sales prices improvement in Automotive and Technical Glass businesses fully absorbing sales price decrease in Architectural partly due to energy price decline.

The positive 'Input costs' of 20.5 billion yen was due to energy price mainly natural gas price in Europe which declined largely from the previous year, while material costs rise continued.

‘Others’ posted decrease of 15.5 billion yen.
Other cost increase mainly related to labor reflecting worldwide inflation trend exceeded the benefits of the Group’s cost transformation initiatives under the RP24.



Slide 7 lays out change analysis of the year-on-year operating profit movement from October to December 2023.
A comparison is made between the operating profit 9.7 billion yen in the previous year and 6.1 billion yen for this year, being a 3.7 billion yen year-on-year decrease.

'Foreign exchange' was negative 0.2 billion yen due to the negative impact of depreciation of Argentine Peso against the Yen which exceeded positive impact of appreciation of US Dollar, Euro and Pound against the Yen.

'Sales Volume/mix' decreased by 1.0 billion yen, reflecting sales volume decrease in Architectural and Technical Glass partly mitigated by Automotive business.

The negative 3.6 billion yen in 'Price' was due to sales price decrease mainly in Architectural Europe reflecting declining energy price and market conditions partly mitigated by improvements in Automotive and Technical Glass businesses.

The positive 'Input costs' of 8.5 billion yen was due to energy price mainly natural gas price in Europe which declined largely from the previous year while material costs rise continued.

‘Others’ posted decrease of 7.3 billion yen.
Other cost increase mainly related to labor reflecting worldwide inflation trend exceeded the benefits of the Group’s cost transformation initiatives under the RP24.

Energy Price Movement

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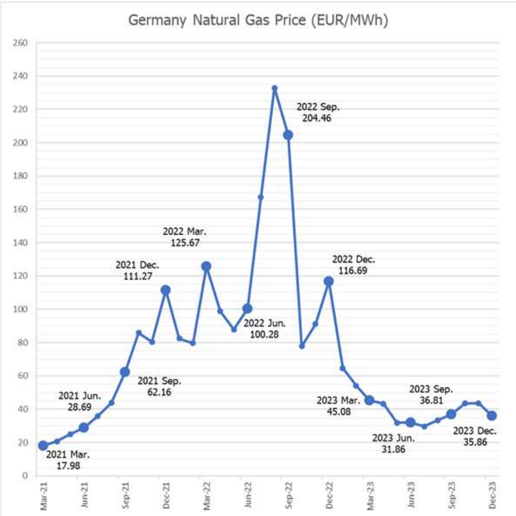
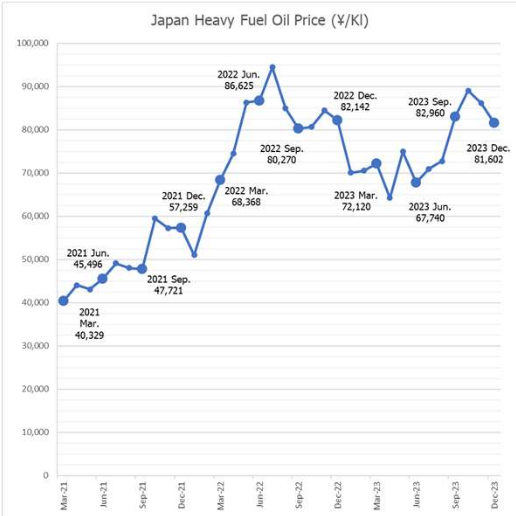
German natural gas price: remained almost stable in Q3
Japanese heavy fuel oil price: stayed at a high level following Q2





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Next slide 8 shows the movements of energy prices.

The left chart shows the movement of the natural gas price in Germany,
and the right chart shows the heavy fuel oil price in Japan.

In Germany, the price of natural gas was almost stable without big movements during the third quarter.
In Japan, the heavy fuel oil price stayed at a high level following the second quarter.

Consolidated Balance Sheet

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Shareholders' equity ratio increased to 11.6% by 1.4pt despite depreciated ARS.
Maintaining above 10% of RP24 target

(JPY bn)	31 March 2023	31 December 2023	Change
Total Assets	**951.4**	**953.5**	**2.1**
Non-current assets	615.1	635.9	20.8
Current assets	336.3	317.6	(18.7)
Total Liabilities	**826.5**	**820.6**	**(5.9)**
Current liabilities	384.4	308.2	(76.2)
Non-current liabilities	442.1	512.4	70.3
Total Equity	**124.9**	**132.9**	**8.0**
Shareholders' equity	97.0	110.9	13.9
Shareholders' Equity Ratio	**10.2%**	**11.6%**	**+1.4pt**
Net Debt	**407.9**	**459.1**	**51.2**

Mainly due to increase in property, plant and equipment reflecting foreign exchange movements

Mainly due to shift from short-term to longer-term financial liabilities

Shareholders' equity ratio above 11% reflecting net profit

Increase in loans mainly due to free cash outflow with working capital increase and weaker JPY

The Group's consolidated balance sheet is presented on slide 9.

As of the end of December 2023, total assets were 953.5 billion yen, which increased by 2.1 billion yen from the end of March 2023.

The Group's non-current assets increased by 20.8 billion yen from March mainly due to increase of tangible fixed assets reflecting depreciated JPY.

Current liabilities decreased by 76.2 billion yen and non-current liabilities increased by 70.3 billion yen, reflecting the refinancing of maturing indebtedness.

Shareholders' equity increased to 110.9 billion yen by 13.9 billion yen, mainly due to the recording of net profit despite the negative impact of the extraordinary Argentine Peso devaluation.

As a result, shareholders' equity ratio increased to 11.6% by 1.4 points which is securing above a financial target of RP24, more than 10%.

Net Debt increased by 51.2 billion yen mainly with increase in loans reflecting free cash outflow arising from working capital increase and weaker JPY.

Consolidated Statement of Cash Flows

Cumulative free cash outflow due to working capital increase while inflow in Q3.
Aiming to achieve RP24 target of free cash inflow above JPY 10 bn for the full-year

(JPY bn)	Q3 (3 months)			Cumulative (9 months)		
	FY2023/3	FY2024/3	Change	FY2023/3	FY2024/3	Change
Net cash flows from operating activities	(3.1)	**15.8**	**18.9**	**8.3**	**19.2**	**10.8**
included above: Net change in working capital	(17.2)	7.2	24.4	(32.6)	(24.1)	8.5
Net cash flows from investing activities	**(8.8)**	**(9.6)**	**(0.8)**	**(29.7)**	**(31.6)**	**(1.8)**
included above: Purchase of property, plant and equipment	(9.3)	(11.9)	(2.6)	(28.4)	(39.7)	(11.3)
Free cash flow	**(11.9)**	**6.2**	**18.1**	**(21.4)**	**(12.4)**	**9.0**
Net cash flows from financing activities	**11.3**	**(13.0)**	**(24.3)**	**12.8**	**(12.9)**	**(25.8)**
Increase/ (decrease) in cash and cash equivalents	**(0.6)**	**(6.8)**	**(6.2)**	**(8.6)**	**(25.3)**	**(16.7)**
Cash and cash equivalents at the end of the period				**52.8**	**46.2**	**(6.6)**

Working capital improvement in Q3

Mainly due to investment increase related to strategic projects and weaker JPY

Cumulative free cash inflow excluding the impact of working capital increase.
Aiming to achieve RP24 target above JPY 10 bn for the full-year

Consolidated statement of cash flows in slide 10.

Cumulative net cash flows from operating activities were inflow of 19.2 billion yen with 10.8 billion yen increase from the previous year due to the progress with working capital decrease.
For the three months of the third quarter, they were inflow of 15.8 billion yen with a 18.9 billion yen improvement from the previous year.
Recording of net profit and working capital improvement in the third quarter led to this result.

Cumulative net cash outflows from investing activities increased to 31.6 billion yen by 1.8 billion yen from the previous year.
This mainly came from the increase in investments related to strategic projects including capital expenditures for solar energy glass in Malaysia and USA and partly weaker JPY.

As a result, free cash flow was outflow of 12.4 billion yen for cumulative, however it is on recovery trend with inflow of 6.2 billion yen in the third quarter.
The Group continues to aim to achieve its RP24 financial target of more than 10.0 billion yen for the full year, following the successful achievement of this target in both the previous two years.

Segmental Information

(JPY bn)	FY2022/3 Q3 Cum.			FY2023/3 Q3 Cum.			FY2024/3 Q3 Cum.			Change	
	Revenue	%	Operating profit	Revenue	%	Operating profit	Revenue	%	Operating profit	Revenue	Operating Profit
Architectural	**206.9**	**47%**	**20.4**	**275.7**	**49%**	**26.2**	**274.5**	**45%**	**26.2**	**(1.2)**	**0.0**
Europe	84.2	19%		118.0	21%		107.1	17%		(10.8)	
Asia	64.7	15%		74.8	13%		82.7	13%		7.9	
Americas	57.9	13%		83.0	15%		84.7	14%		1.7	
Automotive	**203.3**	**46%**	**(5.9)**	**258.4**	**46%**	**(1.1)**	**305.9**	**50%**	**9.3**	**47.4**	**10.4**
Europe	86.4	20%		107.6	19%		127.2	21%		19.6	
Asia	44.4	10%		49.4	9%		59.5	10%		10.1	
Americas	72.5	16%		101.5	18%		119.2	19%		17.8	
Technical Glass	**30.8**	**7%**	**7.8**	**29.8**	**5%**	**7.2**	**29.6**	**5%**	**5.7**	**(0.1)**	**(1.5)**
Europe	5.9	1%		6.8	1%		7.6	1%		0.8	
Asia	24.0	5%		21.8	4%		20.7	3%		(1.1)	
Americas	0.9	0%		1.2	0%		1.4	0%		0.2	
Other	**2.0**	**0%**	**(7.7)**	**2.3**	**0%**	**(8.2)**	**2.7**	**0%**	**(9.1)**	**0.4**	**(0.9)**
Total	**443.0**	**100%**	**14.5**	**566.2**	**100%**	**24.2**	**612.7**	**100%**	**32.1**	**46.5**	**7.9**

Slide 11 lays out revenue and profit by the business segments of last three years.
Each SBU results will be explained from next slide.

Architectural (Cum. Rev▼, Profit▲: Q3 Rev▼, Profit▼)

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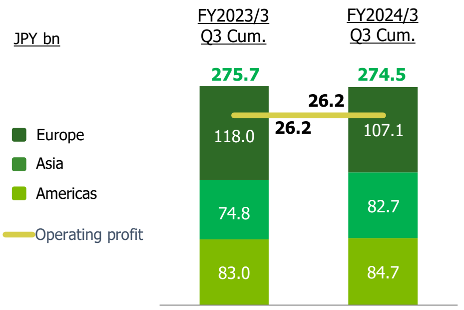
Similar cumulative OP year-on-year while revenue decreased.
Q3 revenue and OP declined due to European economic slowdown and devaluated ARS



(JPY bn)	Q3 (3 months) FY2023/3	Q3 (3 months) FY2024/3	Q3 (3 months) Change	Cumulative (9 months) FY2023/3	Cumulative (9 months) FY2024/3	Cumulative (9 months) Change
Revenue	**93.6**	**81.6**	**(12.0)**	**275.7**	**274.5**	**(1.2)**
Europe	39.1	33.6	(5.5)	118.0	107.1	(10.8)
Asia	25.8	27.9	2.1	74.8	82.7	7.9
Americas	28.7	20.1	(8.6)	83.0	84.7	1.7
OP	**10.7**	**4.4**	**(6.3)**	**26.2**	**26.2**	**0.0**

Europe (Cum. Rev▼, Profit▼ : Q3 Rev▼, Profit▼)

- Sales volumes and prices decreased with economic slowdown
- Energy price decline mitigating the impact of deteriorating business environment

Asia (Cum. Rev▲, Profit▲: Q3 Rev▲, Profit▲)

- Sales prices and volumes increased further in Japan reflecting favorable demand-supply situation
- Markets remain depressed in other South East Asian countries
- Continuous robust demand for solar energy glass. Start of solar production at the facility in Malaysia in December

Americas (Cum. Rev▲, Profit▲: Q3 Rev▼, Profit▼)

- Sales volume decline with challenging market conditions in North America
- Strong demand continuing in South America, with a new furnace in Argentina contributing to sales volume increase. Significantly affected by ARS devaluation on conversion to JPY
- Continued strong demand for solar energy glass

Please move to slide 12 – from this slide the results of each business will be explained.

Architectural revenues for cumulative decreased from the previous year due to sales volume and prices decrease in Europe while robust demand in Asia and Americas. However, similar operating profit was maintained year on year with a significant energy prices decline from the previous year offsetting the impact of materials and other costs rise. On the other hand, three-month quarterly revenue and profit decreased due to European economic slowdown and the extraordinarily devaluated Argentine Peso.

In Europe, revenues and operating profit decreased from the previous year. Although solid demand is expected in both new construction and renovation markets in the medium to long term, sales volumes and prices decreased as the economic slowdown continued reflecting persistent high inflation and interest rates increases. In addition to these, material and other cost mainly labor caused by inflation trend increased, although they were mitigated by a significant year-on-year decline in energy prices.

In Asia, revenues and profits showed better results than the previous year.
In Japan, further sales price and volume increase reflecting improved demand and supply situation with the assist by the implementation of governmental subsidy programs for insulated glass purchase.
On the other hand, in the other South East Asian countries, markets remain depressed due to continuous intensifying competition.
Demand of glass for solar panels remains strong.
In December, the Group's float glass production facility in Malaysia was converted successfully for solar energy glass and started production, whose contribution to profit hereafter is expected.

In the Americas, revenues and profits were ahead of the previous year for cumulative, on the other hand, they were below the previous year for the third quarter.
In North America, sales volume decreased with challenging market conditions.
In South America, sales volumes increased with strong demand and the second new furnace in Argentina which started production in the third quarter of the previous year also contributed to revenue and profit.
Although the performance in local currency was favorable, it was significantly affected by the extraordinary Argentine Peso devaluation on conversion to the Japanese Yen.
Solid demand for solar energy glass continued and the Group is planning to install a new facility for solar energy glass at an existing float line in Rossford, Ohio, USA.

Automotive (Cum. Rev▲, Profit▲: Q3 Rev▲, Profit▲)

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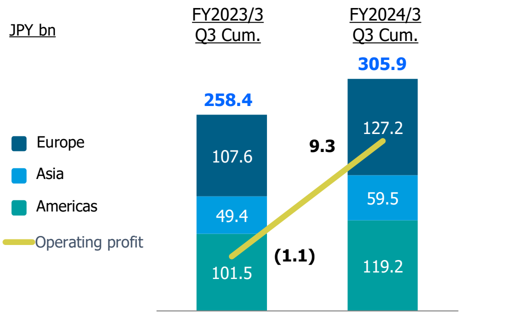
Continuous revenue and OP increase year-on-year as a whole business due to improved sales volumes and prices



(JPY bn)	Q3 (3 months)			Cumulative (9 months)		
	FY2023/3	FY2024/3	Change	FY2023/3	FY2024/3	Change
Revenue	**86.6**	**100.7**	**14.1**	**258.4**	**305.9**	**47.4**
Europe	37.7	43.4	5.7	107.6	127.2	19.6
Asia	17.0	21.2	4.2	49.4	59.5	10.1
Americas	31.9	36.2	4.3	101.5	119.2	17.8
OP	**0.6**	**3.0**	**2.4**	**(1.1)**	**9.3**	**10.4**

Europe (Cum. Rev▲, Profit▲: Q3 Rev▲, Profit▼)
Asia (Cum. Rev▲, Profit▲: Q3 Rev▲, Profit▲)
Americas (Cum. Rev▲, Profit▲: Q3 Rev▲, Profit▲)

- Higher sales volumes across most regions, with an easing of supply chain constraints at the Group's customers
- Sales prices improved reflecting further progress in concluding price improvement agreements with vehicle manufacturers to offset high material and other costs
- Progressing continuously cost reduction efforts, expansion of VA products, and sales prices improvement

Slide 13, the results of the Automotive business.

Revenue and operating profit continued to improve from the previous year.

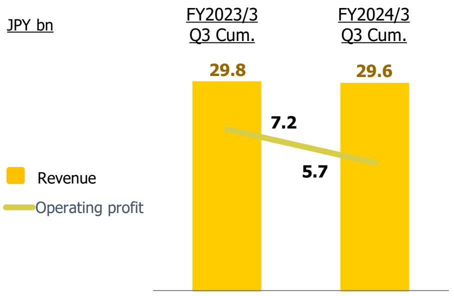
Restriction of vehicle build due to component shortages was eased
and sales volumes increased across most regions accordingly.

Also, sales prices improved by the negotiation with automotive manufacturers,
with further progress being made during the quarter,
to offset higher materials, labor and other costs.

We will focus on further profitability improvement with continuous cost reduction efforts,
expansion of value-added products and sales prices improvement.

Technical Glass (Cum. Rev▼, Profit▼: Q3 Rev▲, Profit▲)

Continuously affected by IT market slowdown, material and other cost rises, and worse sales mix while Q3 revenue and OP increased year-on-year



(JPY bn)	Q3 (3 months)			Cumulative (9 months)		
	FY2023/3	FY2024/3	Change	FY2023/3	FY2024/3	Change
Revenue	9.6	9.8	0.2	29.8	29.6	(0.1)
OP	1.5	1.7	0.1	7.2	5.7	(1.5)

- Fine glass sales affected by IT market slowdown and also worsened sales volumes/mix
- Demand for printer lenses decreased due to fewer opportunities of working from home and schooling from home
- Sales volumes in glass cord recovered, benefitting from improving conditions in automotive markets
- Demand for Metashine® increased for automotive markets and cosmetic applications

Slide 14 lays out the results of the Technical Glass business.

Cumulative revenue and profits slightly decreased from the previous year, reflecting an IT market slowdown, material and other cost rises, and a worse sales mix, while they improved for the third quarter year on year.

In Fine glass business, profitability worsened due to sales volume decrease,
being largely affected by IT market slowdown and worse sales mix.

Regarding the printer lenses business, demand declined
due to fewer opportunities of working from home and schooling from home.

Sales volume in glass cords recovered
benefitting from improving conditions of supply chain issue in automotive markets.

Revenue for Metashine® increased for automotive paint and cosmetic applications.

2. Forecast for Financial Year ending March 2024

Forecast for Financial Year ending March 2024

Revenue and OP forecasts maintained while impact of extraordinary ARS devaluation.
Continuing to go forward to OP record since Lehman shock in 2008 with steady growth

(JPY bn)	FY2024/3 Full-year Fcst (Previous)	FY2024/3 Full-year Fcst (Revised)	Change	FY2023/3 Full-year Act (Reference)
Revenue	**840.0**	**840.0**	**-**	**763.5**
Operating profit	**42.0**	**42.0**	**-**	**34.8**
Exceptional items (net)	0.0	0.0	-	(45.2)
Operating profit/(loss) after exceptional items	**42.0**	**42.0**	**-**	**(10.3)**
Finance expenses (net)	(29.0)	(29.0)	-	(17.4)
Reversal of previous impairment of financial receivables owed by JVs and associates	4.0	4.0	-	-
Share of JVs and associates' profits	5.0	5.0	-	7.3
Other gains/(losses) on equity method investments	1.0	1.0	-	(1.5)
Profit/(loss) before taxation	**23.0**	**23.0**	**-**	**(21.9)**
Profit/(loss) for the period	**14.0**	**14.0**	**-**	**(31.0)**
Net profit/(loss) *	**12.0**	**13.0**	**1.0**	**(33.8)**

*Profit/(loss) attributable to owners of the parent

The following slides are regarding the forecast for financial year ending March 2024.
Slide 16 shows the forecast for FY2024/3.

From the left, the previous forecast for the full-year, revised full-year forecast, the variances and the actuals of FY2023/3 to the right.

The Group has maintained the same revenue and operating profit forecasts from the previous quarter in spite of the significant impact of the extraordinary devaluation of Argentine Peso.
The Group can record revenue and profits under the current business environment and maintains operating profit forecast at 42.0 billion yen.
We are still going forward to the highest since the Lehman shock in 2008 with steady growth.

Net profit will increase by 1.0 billion yen on the other hand, since profit attributable to non-controlling interests will decrease due to Argentine Peso devaluation.

The assumptions for this forecast will be discussed in the next slide.

Assumptions for FY2024/3 Forecast

NSG GROUP

Group	**Full-year revenue and OP forecasts unchanged though affected by the extraordinary devaluation of ARS. Continue to promote 'Restoration of Financial Stability' in the final year of RP24** • Weaker JPY to continue for major currencies, while affected by the extraordinary devaluation of ARS • Continuous material costs and other costs to rise with worldwide inflation trend, while stable energy costs assumed • Uncertain business environment anticipated with potential recession. Continued cost reduction, expansion of VA products and price increases
Architectural Glass	**Favorable demand-supply situation in JP, SA and Solar, while recession concern in Europe and NA** • Europe : lower energy prices to mitigate the impact of input cost rises and volume decreases with economic slowdown • Asia : volumes and prices to improve in Japan. Challenging market condition to remain in other SE Asian countries • NA : sales volumes to decrease with softening demand • SA : impact of the devaluation of ARS to continue, while the contribution from the new float furnace in Argentina to aid a favorable demand-supply situation • Solar energy glass : robust demand to continue and profit benefit from Malaysia facility
Automotive Glass	**Sales volume improvement expected while impact of higher input costs continue** • Car inventory replenishment expected to lead to continued strong vehicle demand in all regions • Supply chain constraints continue to ease supporting sales volumes recovery • Price negotiations to continue with all customers to recover input cost increases • Aiming for further profitability improvement with cost reduction efforts, expansion of VA products and price increases
Technical Glass	**Continuous cost increase and some demand weakness caused by IT market slowdown** • Market conditions in fine glass to remain challenging, with cost reduction efforts continuing to mitigate impact • Further weakening of demand for printer lenses impacting sales volumes • Demand for glass cord to gradually recover, driven by an easing of supply chain issues previously impacting customers

Slide 17 shows the assumptions for the forecast.

Regarding the assumption for the whole Group, the extraordinary devaluation of Argentine Peso will affect while depreciation of JPY against major currencies are expected to continue.
Although energy price costs are assumed to be stable, materials and other costs including labor costs are forecasted to increase, reflecting the worldwide inflation trend.
We still see uncertain business environment with potential recession mainly in Europe and USA.
The Group will continue to pursue business improvement with promoting cost reduction efforts, expansion of Value Added products and price increase.

Considering the factors affecting each business:
In Architectural business;
In Europe, lower energy prices mainly natural gas price movement will reduce the impact of input cost increases and sales volume decrease reflecting economic slowdown.
Regarding Asia, in Japan, incremental sales volumes and prices improvements are expected to continue under the favorable demand-supply situation,
while the competitive situation should be monitored continuously in other South East Asian countries.
In North America, sales volumes are assumed to decrease with softening demand following the third quarter.
In South America, still affected by the devaluation of Argentine Peso, although we expect a contribution from a new furnace in Argentina aid favorable supply-demand situation.
In solar energy glass, continued strong demand is assumed and the facility in Malaysia which started operation from December will contribute to revenue and profit.

In Automotive business;
Strong market demand is expected to continue since strong vehicle demand and car inventory replenishment in all regions are anticipated.
The Group plans to continue negotiating sales price improvement with customers.
We aim to enhance profitability further with continuous cost reduction efforts, expansion of value-added products and sales price increases.

In Technical Glass business;
Assumed to be impacted by input costs rise and demand weakness caused by IT market slowdown, but will still be able to maintain the relatively high operating profit margin.

In the final year of RP24, we will continue to focus on enhancing profitability and achieving the forecasts through cost reduction efforts, expansion of value-added products and price increase across the whole Group to mitigate the impacts of potential risk factors.

3. Update of Transformation Initiatives under Revival Plan 24 (RP24)

Transformation Initiatives under Revival Plan 24

Continued RP24 initiatives to create business structure for sustainable growth

Three Reforms

- **Business structure reform**
  - The 2nd new float furnace in Argentina contributing to profit
  - Completed installation of online coating capacity for solar energy glass in Malaysia and started production from December 2023
  - Planning to install a new facility for solar energy glass at an existing float line in Rossford, Ohio, USA (Start of production during CY2025 January-March)

Capacity for solar energy glass in Malaysia

Two Key Initiatives

- **Restoration of financial stability**
  - ROS : 5.2% with cost reduction efforts, expansion of VA products and sales prices improvement despite material costs hike
  - Net profit: JPY 13.5 bn due to increasing OP and recognition of impairment reversal by disposal of JV business in Q1
  - Shareholders' equity ratio : improved to 11.6% by 1.4pt from PY end, above the target of 10%
  - FCF: inflow in Q3. Cumulative positive FCF, excluding working capital movement. Aiming to achieve RP24 target of above JPY 10 bn for the full-year

RP24: https://www.nsg.com/-/media/nsg/site-content/ir/ir-presentations/mtprp24presentation2021_e02.pdf

Slide 19 explains the main progress of transformation initiatives taken under the Revival Plan 24 (RP24).

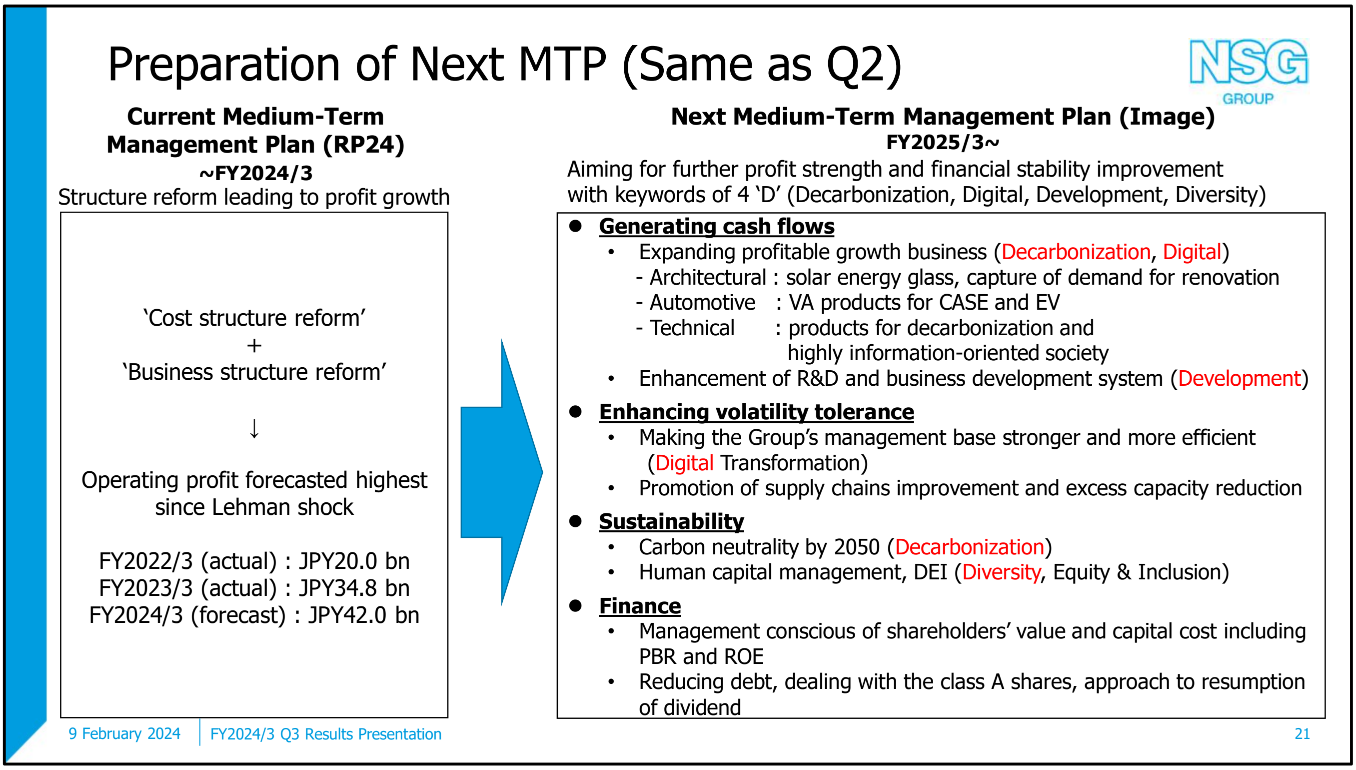
We are continuing and promoting initiatives in the last year of the medium-term management plan RP24.
In RP24, the Group set 'Three reforms' and 'Two key initiatives' to realize business structure for sustainable growth.

In 'Business structure reform', the Group is expanding value-added businesses and developing new businesses for sustainable growth.
A new float furnace in Argentina started production from the third quarter of the previous year and has been contributing to profit.
As solar energy glass has been already contributing to the Group's profit and environment, we have successfully completed installation of an online coating facility at existing float line in Malaysia, and started production in December.
In addition, the Group announced a plan to install a new facility to convert the existing float line to produce solar energy glass at Rossford, Ohio, USA.

To promote the 'Restoration of financial stability,' we have RP24 financial target for an operating profit margin of 8%, net profit of over 30.0 billion yen for 3 years cumulatively, shareholders' equity ratio above 10% and free cash flow over 10.0 billion yen.

Return on sales was 5.2%, with cost reduction, expansion of value-added products and sales prices improvement offsetting the impact of materials and other costs increase.
Regarding net profit, the Group recorded 13.5 billion yen cumulatively
due to the solid performance including the benefit of the gains from impairment reversal recognition related to the disposal of Russian JV business in the first quarter.
Shareholders' equity ratio recovered to 11.6% by 1.4 points from the previous year end which is above the target figure.
Free cash flow was inflow in the third quarter and also inflow in cumulative
excluding the impact of working capital increase.
The Group aims to achieve the target above 10.0 billion yen in full-year.

4. Preparation of Next Medium-Term Management Plan



Slide 21 is about the preparation of the next medium-term management plan, which was explained in the second quarter.

In the current RP24, structure reforms such as cost structure reform and business structure reform have led to profit growth and operating profit has been improving year by year.

On top of these results, the Group aims for further profitability enhancement and financial stability improvement with 4 keywords beginning with the letter 'D' (Decarbonization, Digital, Development, Diversity) in the next medium-term management plan which will be disclosed in 2024 May.

5. Summary

Summary

1. Financial Year ending 31 March 2024 Quarter 3 Results

- Cumulative revenue and OP increase while Q3 OP impacted by economic slowdown in Europe and the extraordinary devaluation of ARS
- Energy prices falling significantly year-on-year, together with increases in sales prices, absorbing impact of increased material and other costs
- Sales volumes increase and concluding price improvement agreements leading to significant profitability growth in Automotive
- The Group's ROS 5.2%. Shareholders' equity ratio 11.6% maintaining above 10% of RP24 target

2. Forecast for Financial Year ending March 2024

- Revenue and OP forecasts maintained while impact of the extraordinary ARS devaluation.
  Continuing to go forward to OP record since Lehman shock in 2008 with steady growth
- Continuous material cost and other costs rise with worldwide inflation trend while stable energy costs assumed
- Uncertain business environment anticipated with potential recession. Continues cost reduction, expansion of VA products and price increases

3. Update of Transformation Initiatives under Revival Plan 24

- Business structure reform : A new facility for solar energy glass in Malaysia started production.
  Planning to install a new facility for solar energy glass at an existing float line in USA.
  Aiming to start shipping from CY2025 January-March
- Restoration of financial stability :ROS to above 5% and Shareholders' equity ratio above 11%.
  Continue to promote 'Restoration of Financial Stability'

4. Update of Transformation Initiatives under Revival

- Aiming further profitability and financial stability improvement with 4 keywords starting with the letter 'D'.
  Planning to disclose in 2024 May

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

- 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
- Glass Market Price Movement

Consolidated Income Statement – Quarterly Trend

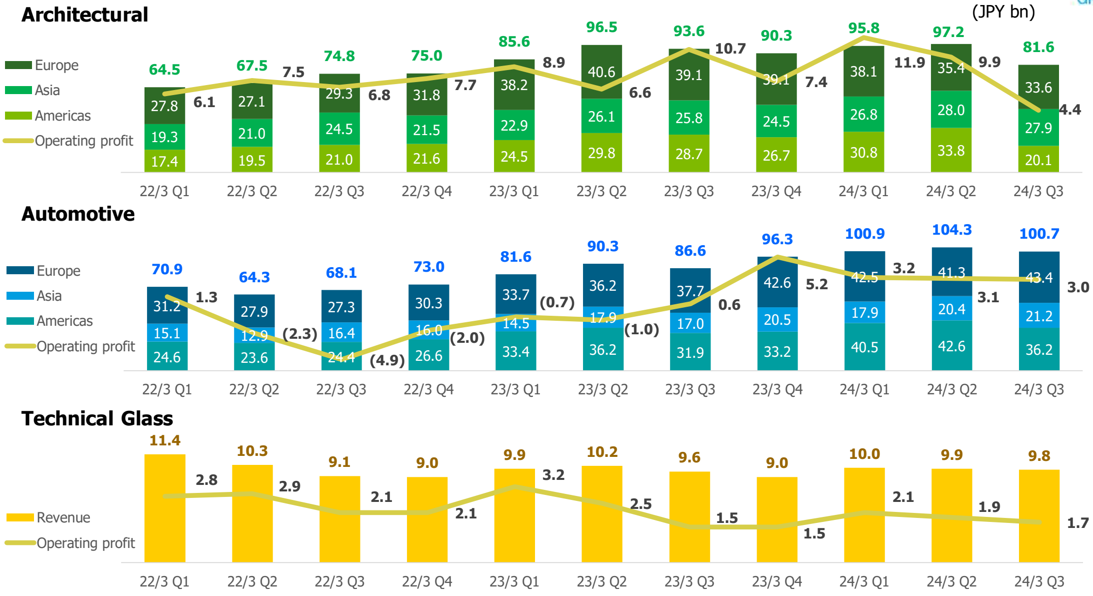
NSG GROUP

(JPY bn)	FY2022/3				FY2023/3				FY2024/3		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Revenue	**147.7**	**143.0**	**152.3**	**157.6**	**177.9**	**197.7**	**190.6**	**197.3**	**208.0**	**212.2**	**192.5**
Operating profit/(loss)	**7.2**	**5.5**	**1.8**	**5.5**	**8.3**	**6.2**	**9.7**	**10.7**	**14.6**	**11.5**	**6.1**
Operating profit margin	**4.8%**	**3.9%**	**1.2%**	**3.5%**	**4.6%**	**3.1%**	**5.1%**	**5.4%**	**7.0%**	**5.4%**	**3.2%**
Exceptional items (net)	(0.2)	4.7	(0.2)	(0.7)	2.3	(47.3)	1.0	(1.2)	(0.8)	1.1	0.6
Operating profit/(loss) after exceptional items	**7.0**	**10.2**	**1.7**	**4.8**	**10.6**	**(41.1)**	**10.7**	**9.4**	**13.8**	**12.5**	**6.7**
Finance expenses (net)	(2.9)	(2.9)	(3.2)	(3.4)	(2.8)	(3.7)	(4.8)	(6.1)	(6.4)	(7.7)	(6.4)
Reversal of previous impairment/ (impairment) of financial receivables owed by JVs and associates	-	-	-	(3.4)	-	-	-	-	3.7	-	-
Share of JVs and associates' profits	1.5	1.9	2.2	1.9	2.2	1.0	2.1	2.0	1.0	1.2	1.5
Other gains/(losses) on equity method investments	-	-	-	(3.4)	(1.2)	0.5	(0.4)	(0.4)	1.1	(0.0)	(0.1)
Profit/(loss) before taxation	**5.5**	**9.2**	**0.7**	**(3.6)**	**8.8**	**(43.4)**	**7.7**	**4.9**	**13.3**	**6.1**	**1.7**
Profit/(loss) for the period	**2.9**	**6.7**	**1.0**	**(3.8)**	**3.3**	**(40.3)**	**2.2**	**3.8**	**7.5**	**3.0**	**3.6**
Net profit/(loss) *	**2.5**	**6.1**	**0.0**	**(4.5)**	**2.4**	**(41.2)**	**1.7**	**3.4**	**7.0**	**2.7**	**3.7**
EBITDA	**16.5**	**14.6**	**11.1**	**14.4**	**18.0**	**16.1**	**20.2**	**20.7**	**25.3**	**22.6**	**17.0**

*Profit/(loss) attributable to owners of the parent

Revenue & Operating Profit – Quarterly Trend

(JPY bn)



Segmental Information by Quarter

NSG GROUP

(JPY bn)	FY2022/3					FY2023/3					FY2024/3			
	Q1	Q2	Q3	Q4	Cum.	Q1	Q2	Q3	Q4	Cum.	Q1	Q2	Q3	Cum.
Revenue: Architectural	**64.5**	**67.5**	**74.8**	**75.0**	**281.8**	**85.6**	**96.5**	**93.6**	**90.3**	**365.9**	**95.8**	**97.2**	**81.6**	**274.5**
Europe	27.8	27.1	29.3	31.8	116.0	38.2	40.6	39.1	39.1	157.1	38.1	35.4	33.6	107.1
Asia	19.3	21.0	24.5	21.5	86.2	22.9	26.1	25.8	24.5	99.2	26.8	28.0	27.9	82.7
Americas	17.4	19.4	21.0	21.6	79.5	24.5	29.8	28.7	26.7	109.6	30.8	33.8	20.1	84.7
Operating profit	**6.1**	**7.5**	**6.8**	**7.7**	**28.1**	**8.9**	**6.6**	**10.7**	**7.4**	**33.6**	**11.9**	**9.9**	**4.4**	**26.2**
Revenue: Automotive	**70.9**	**64.3**	**68.1**	**73.0**	**276.2**	**81.6**	**90.3**	**86.6**	**96.3**	**354.7**	**100.9**	**104.3**	**100.7**	**305.9**
Europe	31.2	27.9	27.3	30.3	116.7	33.7	36.2	37.7	42.6	150.2	42.5	41.3	43.4	127.2
Asia	15.1	12.9	16.4	16.0	60.4	14.5	17.9	17.0	20.5	69.9	17.9	20.4	21.2	59.5
Americas	24.6	23.6	24.4	26.6	99.2	33.4	36.2	31.9	33.2	134.7	40.5	42.6	36.2	119.2
Operating profit	**1.3**	**(2.3)**	**(4.9)**	**(2.0)**	**(7.9)**	**(0.7)**	**(1.0)**	**0.6**	**5.2**	**4.1**	**3.2**	**3.1**	**3.0**	**9.3**
Revenue: Technical	**11.4**	**10.3**	**9.1**	**9.0**	**39.8**	**9.9**	**10.2**	**9.6**	**9.0**	**38.8**	**10.0**	**9.9**	**9.8**	**29.6**
Europe	2.1	1.8	2.0	2.0	7.9	2.1	2.5	2.2	2.7	9.5	2.5	2.6	2.6	7.6
Asia	9.0	8.2	6.8	6.6	30.6	7.5	7.3	7.0	5.8	27.6	7.1	6.9	6.7	20.7
Americas	0.3	0.3	0.3	0.4	1.3	0.4	0.5	0.4	0.4	1.6	0.4	0.5	0.5	1.4
Operating profit	**2.8**	**2.9**	**2.1**	**2.1**	**9.9**	**3.2**	**2.5**	**1.5**	**1.5**	**8.7**	**2.1**	**1.9**	**1.7**	**5.7**
Revenue: Other	**0.9**	**0.8**	**0.3**	**0.7**	**2.7**	**0.8**	**0.7**	**0.9**	**1.8**	**4.1**	**1.3**	**0.8**	**0.5**	**2.7**
Operating profit	**(3.1)**	**(2.5)**	**(2.2)**	**(2.4)**	**(10.1)**	**(3.1)**	**(1.9)**	**(3.1)**	**(3.4)**	**(11.5)**	**(2.7)**	**(3.4)**	**(3.0)**	**(9.1)**
Revenue: Total	**147.7**	**143.0**	**152.3**	**157.6**	**600.6**	**177.9**	**197.7**	**190.6**	**197.3**	**763.5**	**208.0**	**212.2**	**192.5**	**612.7**
Operating profit	**7.2**	**5.5**	**1.8**	**5.5**	**20.0**	**8.3**	**6.2**	**9.7**	**10.7**	**34.8**	**14.6**	**11.5**	**6.1**	**32.1**

Revenue & Operating Profit – by Region

(JPY bn)	FY2023/3 Q3 Cum.			FY2024/3 Q3 Cum.			Change	
	Revenue	%	Operating profit/(loss)	Revenue	%	Operating profit/(loss)	Revenue	Operating profit/(loss)
Europe	**232.4**	**41%**	**6.2**	**241.9**	**39%**	**3.9**	**9.5**	**(2.3)**
Asia	**145.9**	**26%**	**16.1**	**162.9**	**27%**	**23.1**	**17.0**	**7.0**
Americas	**185.6**	**33%**	**10.0**	**205.3**	**34%**	**14.2**	**19.6**	**4.2**
Other *	2.3	0%	(8.2)	2.7	0%	(9.1)	0.4	(0.9)
Total	**566.2**	**100%**	**24.2**	**612.7**	**100%**	**32.1**	**46.5**	**7.9**

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

Exceptional Items

(JPY bn)	FY2023/3 Q3 Cum.	FY2024/3 Q3 Cum.
Gain on disposal of subsidiaries	1.5	1.0
Settlement of litigation matters - net	2.7	0.9
Reversal of previous impairments	0.1	0.2
Write down of inventories	-	(0.2)
Restructuring costs, including employee termination payments	(0.2)	(0.3)
Impairment of non-current assets	-	(0.6)
Gains on disposal of non-current assets	0.6	-
Impairment of goodwill & intangible assets	(48.8)	-
Others	0.1	(0.0)
Exceptional items - net	(43.9)	0.9

Foreign Currency Exchange Rates and Sensitivity

Average rates used

	FY2022/3				FY2023/3				FY2024/3		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
GBP	153	152	153	153	163	163	164	163	172	177	179
EUR	132	131	131	130	138	139	140	141	150	153	154
USD	109	109	112	112	129	134	137	135	138	140	143
BRR	20.6	20.8	20.7	21.0	26.4	26.4	26.5	26.3	27.7	28.6	29.0
ARS	Closing rates are applied – hyperinflation										

FY2024/3
Original Forecast
160
134
134
24.8

Closing rates used

	FY2022/3				FY2023/3				FY2024/3		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
GBP	153	150	156	160	165	161	160	165	183	182	181
EUR	132	129	131	136	142	141	140	145	158	157	157
USD	111	112	116	122	136	145	132	133	145	148	143
BRR	22.3	20.6	20.4	25.5	26.2	26.7	25.7	26.2	29.8	29.5	29.2
ARS	1.16	1.13	1.12	1.10	1.09	0.98	0.76	0.64	0.57	0.42	0.18

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

	FY2023/3
Equity	JPY (3.0) billion
Loss for the period	Improve by JPY 0.4 billion

Depreciation & Amortization, Capital Expenditures, R&D Expenditures

(JPY bn)	FY2023/3 Q3 Cum.	FY2024/3 Q3 Cum.	FY2024/3 Full-year Forecast
Depreciation & Amortization	**30.2**	**32.9**	**44.0**
Capital expenditures	**26.3**	**38.5**	**47.7**
Ordinary	22.6	24.8	
Strategic projects	3.7	13.7	
R&D expenditures	**6.8**	**7.4**	**10.0**
Architectural	2.1	2.4	
Automotive	2.0	2.3	
Technical Glass	0.7	0.6	
Other	2.0	2.1	

Glass Market Price Movement

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