

Summary of Interim Financial Results  
(Half Year to September 2004)  
and  
New Mid-Term Plan: CCP300

November 24, 2004  
Nippon Sheet Glass Co., Ltd.

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# Summary of Interim Financial Results (Half Year to September 2004)

November 24, 2004

Nippon Sheet Glass Co., Ltd.

# Consolidated Statements of Operations



(¥ billion)	Sep '03	Sep '04	Change	
Net sales	132.0	129.7	98.2%	
Gross income	31.6	35.1	111.1%	*1
(%)	23.9%	27.0%	113.1%	
Selling, general and administrative expenses	29.4	29.8	101.2%	
Operating income	2.2	5.3	243.0%	
(%)	1.7%	4.1%	247.4%	
Non-operating income/loss	-2.2	0.5	-23.4%	*2
Income before extra-ordinary items	0.0	5.8	-	
(%)	0.0%	4.5%	-	
Extra-ordinary income	3.5	0.6	16.6%	
Income before income taxes and minority interests	3.5	6.4	184.5%	
Net income	0.4	3.9	-	
(%)	0.3%	3.0%	-	

## [Major issues]

1. Restructuring of unprofitable operations such as glass disk business and increase in sales of growth products including SLA and LCD glass.
2. Increase in equity in earnings of affiliates (¥2.2 billion)  
Decrease in interest expenses (¥0.7billion)

# Consolidated Balance Sheets



(¥ billion)	Sep '03	Sep '04	Change	
Current assets	165.8	167.9	101.3%	
Cash & deposits	56.0	61.8	110.4%	
Fixed assets	276.4	262.4	94.9%	*1
Total assets	442.2	430.4	97.3%	
Liabilities	235.7	225.5	95.7%	
Interest-bearing debt	134.1	129.2	96.3%	*2
Minority interests	5.9	2.9	49.0%	
Shareholders' equity	200.6	202.0	100.7%	
Common stock	41.1	41.1	99.9%	
Retained earnings	141.0	143.4	101.7%	
Others	18.5	17.6	94.8%	
Liabilities & shareholders' equity	442.2	430.4	97.3%	

## [Major issues]

1. Exclusion of Isolite Insulating Products Co., Ltd. from consolidated balance sheet (¥6 billion)
  2. Issuance of bonds (¥23 billion); Redemption of bonds (¥19.8 billion)  
Reduction in bank borrowings (¥8 billion)
    - Mainly due to exclusion of Isolite from consolidated closing
- D/E ratio is reduced to 0.64.

# Consolidated Statements of Cash Flows



(¥ billion)	Sep '03	Sep '04	Change	
Operating cash flow	4.7	7.4	156.6%	*1
Investing cash flow	-2.9	-2.8	95.5%	*2
Free cash flows	1.8	4.6	252.4%	
Financing cash flow	6.1	0.7	10.7%	*3
Cash and cash equivalents at beginning of the period	45.8	55.4	120.9%	
Cash and cash equivalents at end of the period	52.3	61.1	116.8%	

(¥)	Sep '03	Sep '04	Change	
Dividend per share	0.0	3.0	-	*4

## [Major issues]

- \* Income before income taxes and minority interests (¥6.4 billion)  
Depreciation and amortization (¥6.2 billion)
- \* Purchase of property, plant and equipment (-¥6.4 billion)  
Proceeds from sale of investment securities (¥3.9 billion)
- \* Issuance of bonds (¥23 billion)  
Redemption of bonds (¥19.8)
- \* First payment of interim dividend in three fiscal years

# Half Year Results and Year End Forecast (Half Year to September 2004)

November 24, 2004

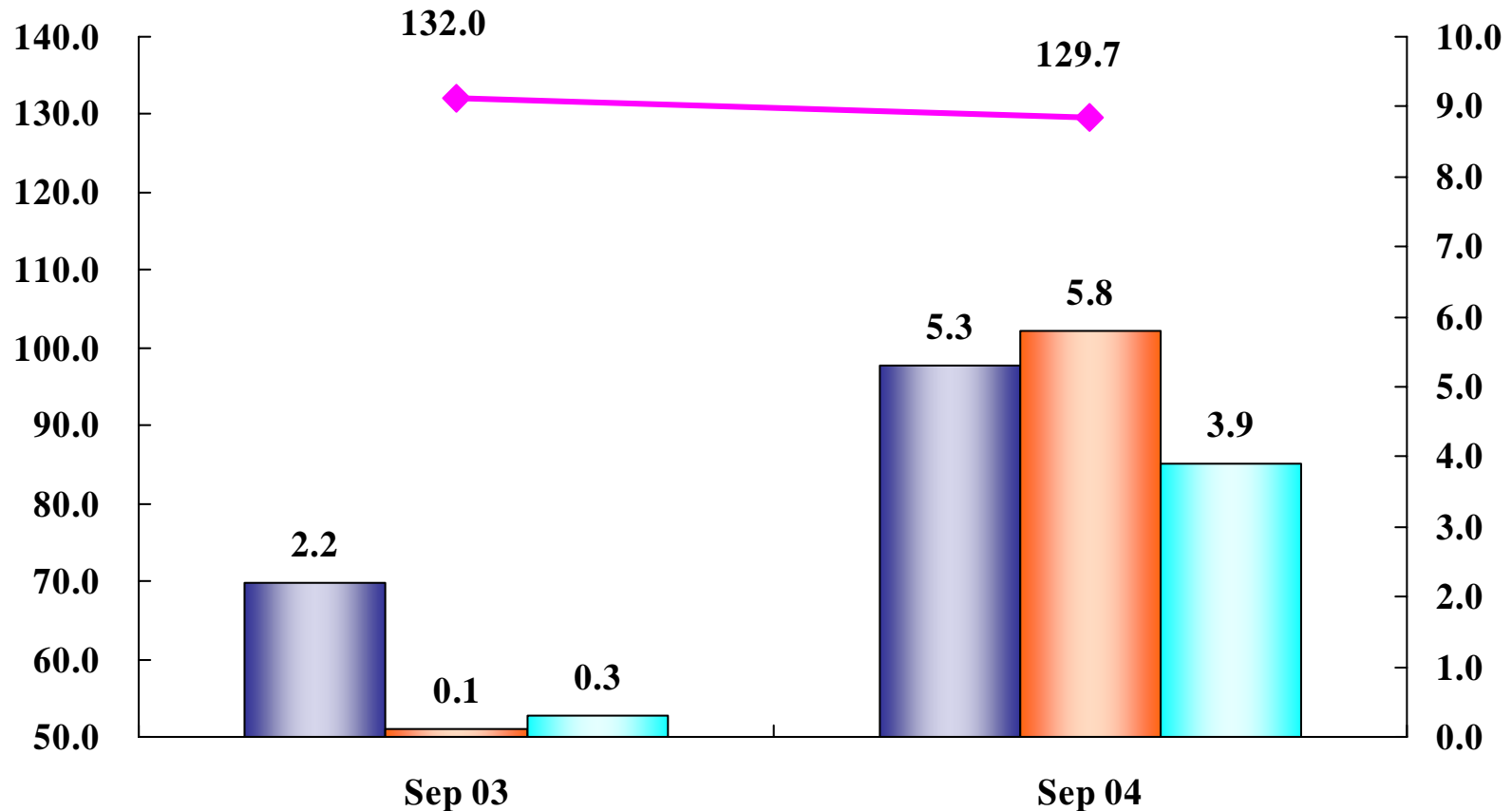
Nippon Sheet Glass Co., Ltd.

# Consolidated Income - Half Year Development



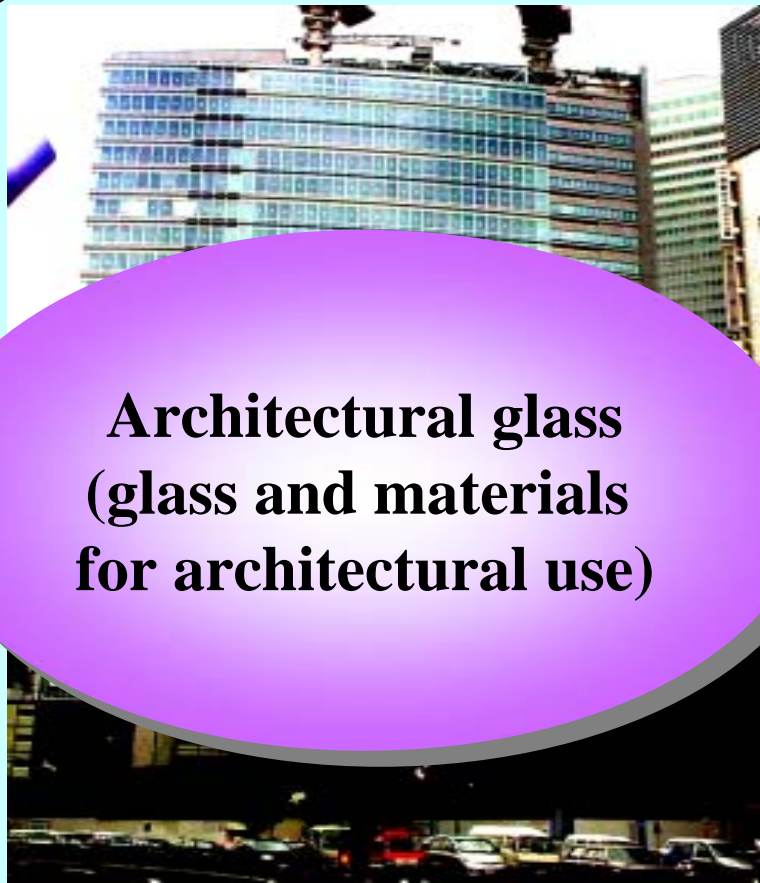
(Net Sales: ¥ billion)

(Income: ¥ billion)





# Flat Glass Business



**Architectural glass  
(glass and materials  
for architectural use)**

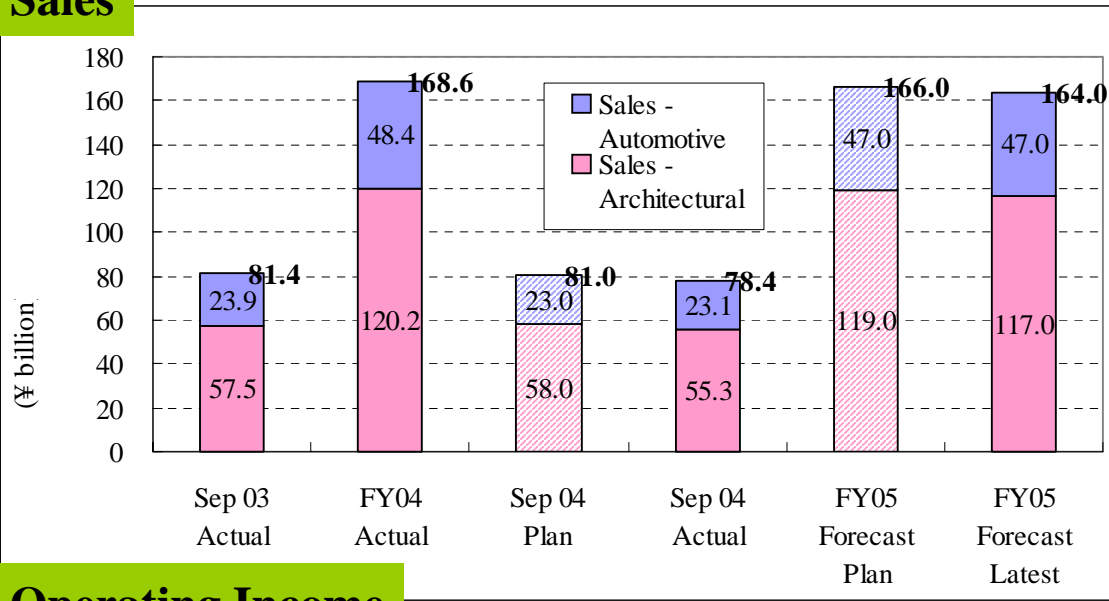


**Automotive glass  
(transportation vehicle  
glass)**

# Flat Glass - Sales and Operating Income



## Sales



## Changes from Last Year

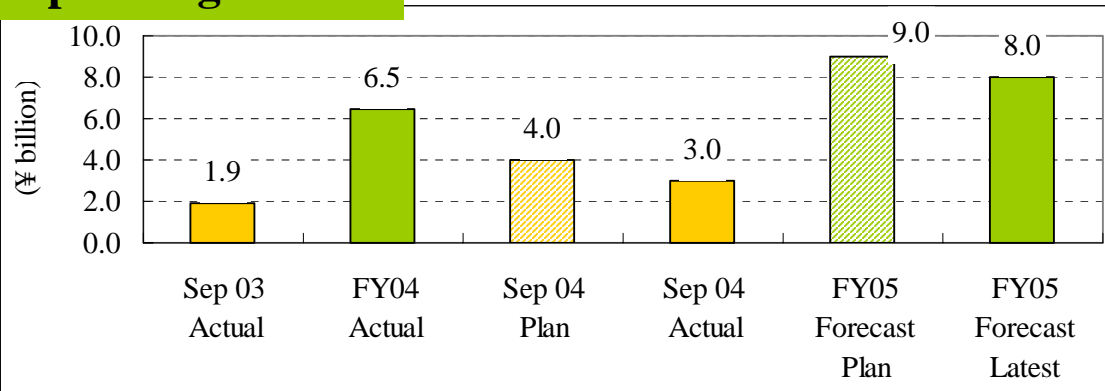
### <Sales>

- Solid domestic demand
- Reduction due to the sale of shares in Tianjin NSG Float Glass

### <Income>

- Results of cost reduction and restructuring

## Operating Income



## Changes from Plan

- Oil price hike
  - The effect is expected to continue in the latter half but to be offset by sales price increase.

## Information / Telecommunications Devices

SLA, SLED, chemically enhanced glass,  
components for office equipment such as  
printers, scanners and copiers, SELFOC micro  
lenses, telecommunication devices



## Display Glass

LCD substrates, PDP substrates

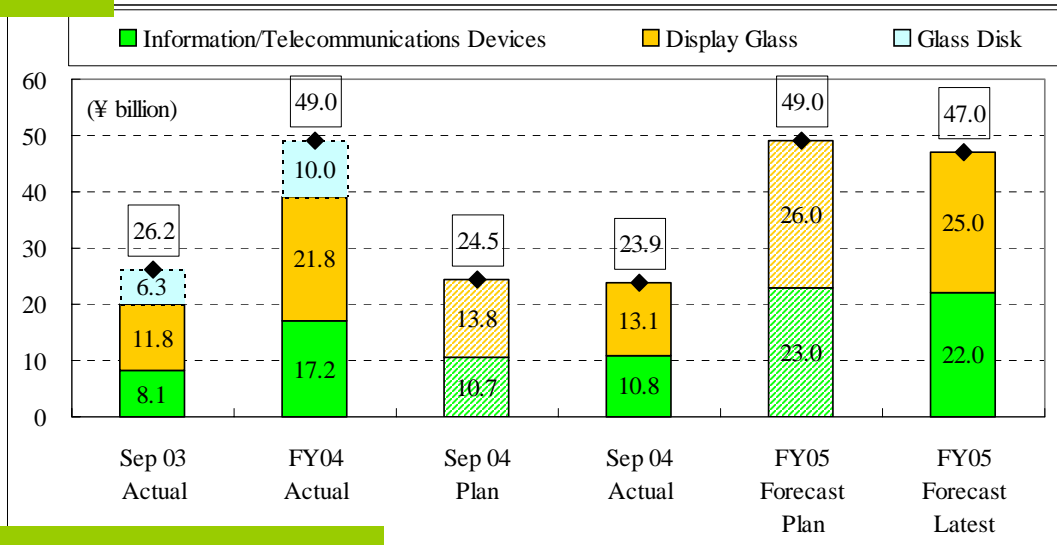


# Information/Electronics

## – Sales and Operating Income



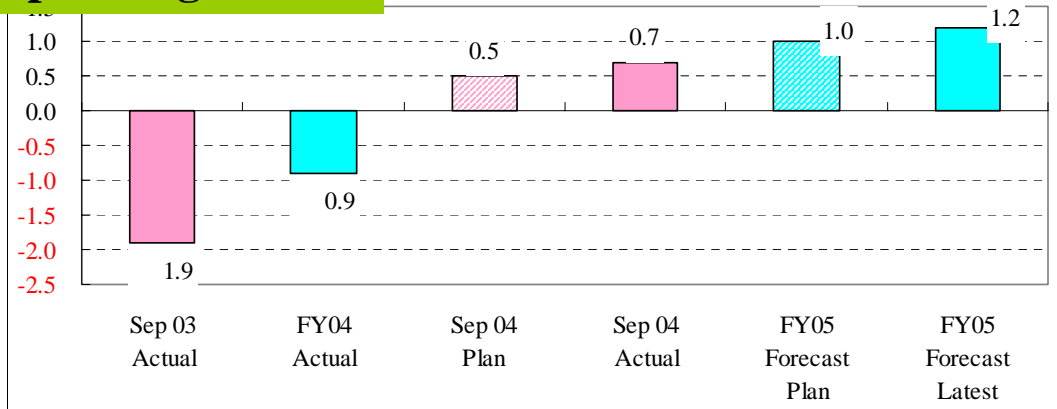
### Sales



### Changes from Last Year

- Sale of glass disk business (¥6.3 billion)
- Sale of shares in Nippon Pelnox (¥2 billion)
- Excluding above two, sales increased significantly.
- Due to increased sales of SLA and LCD glass as well as business restructuring, the division ceased to making losses.

### Operating Income



### Changes from Plan

- With better results in first half and budget level forecast in latter half, reflecting unclear prospect of LCD and IT markets, year end forecast is ahead of plan.

# Glass Fiber Business

**NSG**  
NIPPON SHEET GLASS Co., Ltd

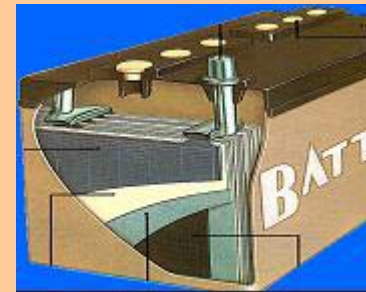
## Glass Cord

For automotive timing belts



## Battery Separator

For lead-acid batteries for automobiles,  
uninterrupted power supply equipment



## Glass Flake

Plastic reinforcement and anticorrosion filler  
Highly glittering metallic pigment



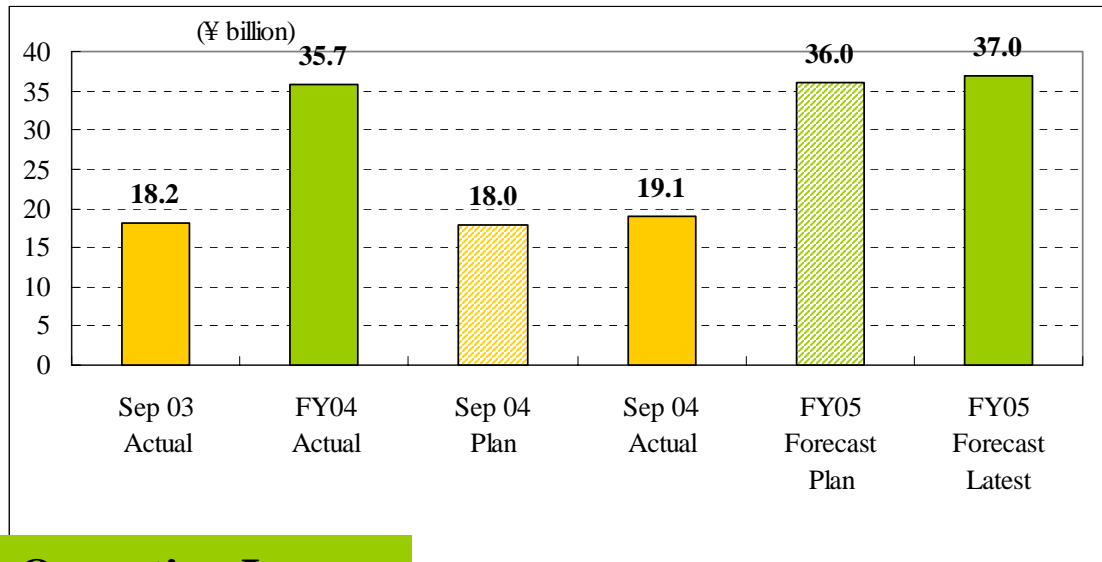
## Air Filter

For clean-rooms



# Glass Fiber – Sales and Operating Income

## Sales



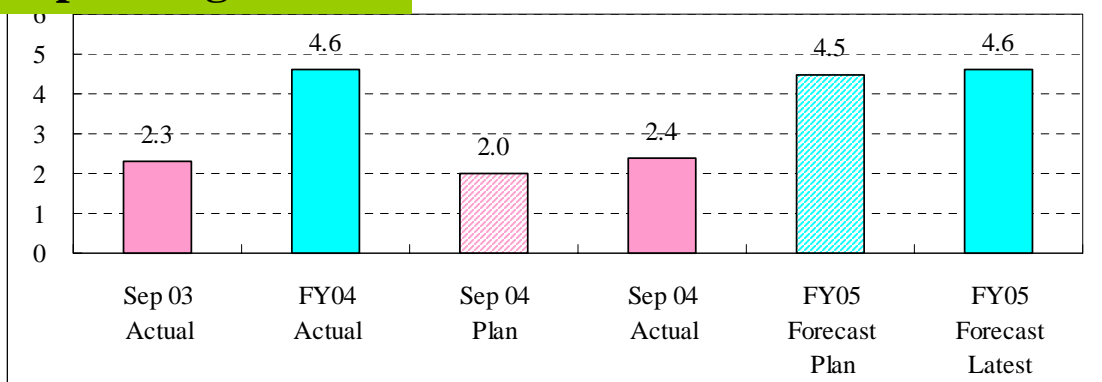
### Changes from Last Year

- Sales and income steadily increased 5.3% and 4.7% respectively.

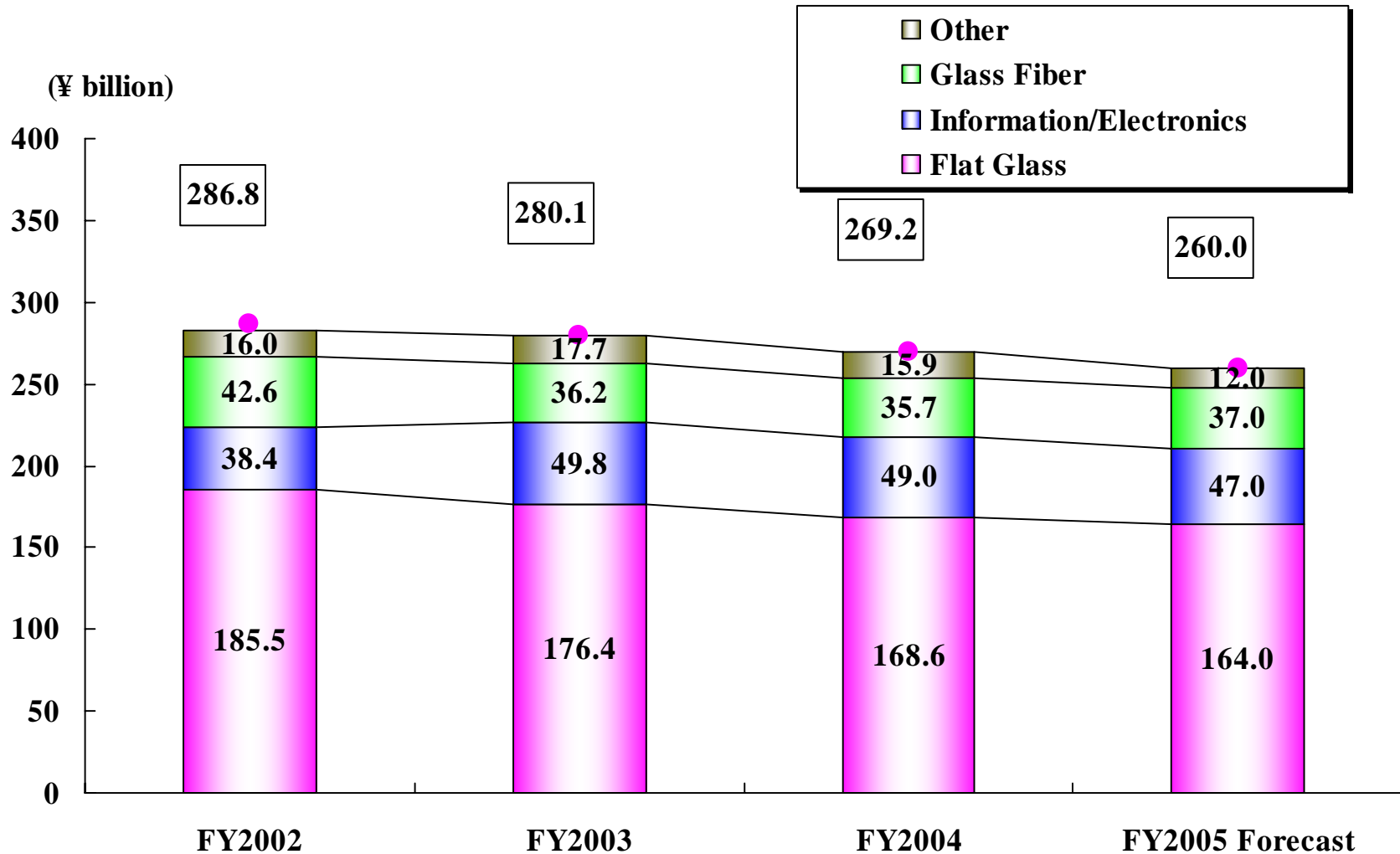
### Changes from Plan

- In line with plan
  - Strong demand, especially for air filters used in LCD or semiconductor plants overseas

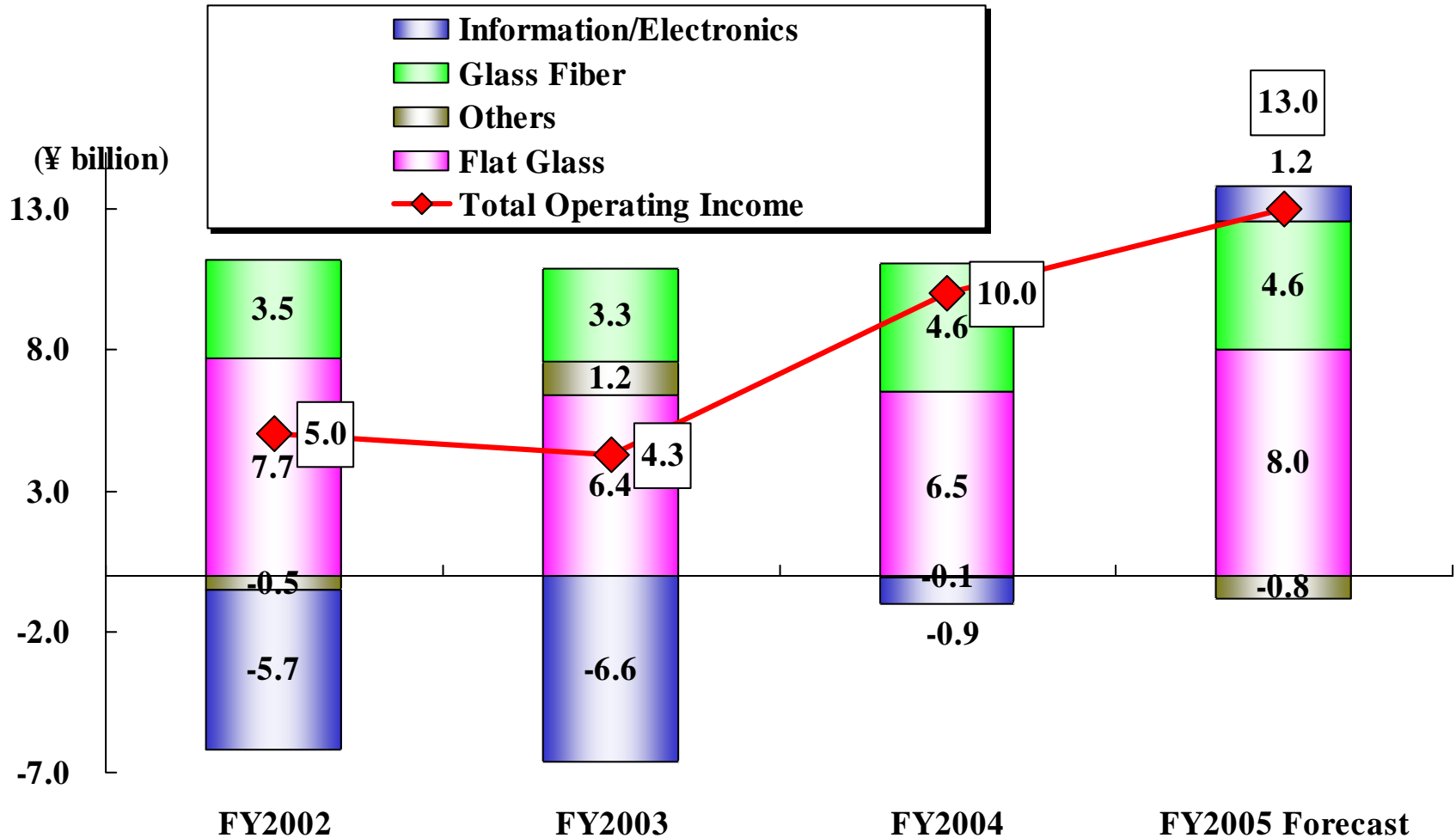
## Operating Income



# Net Sales by Business

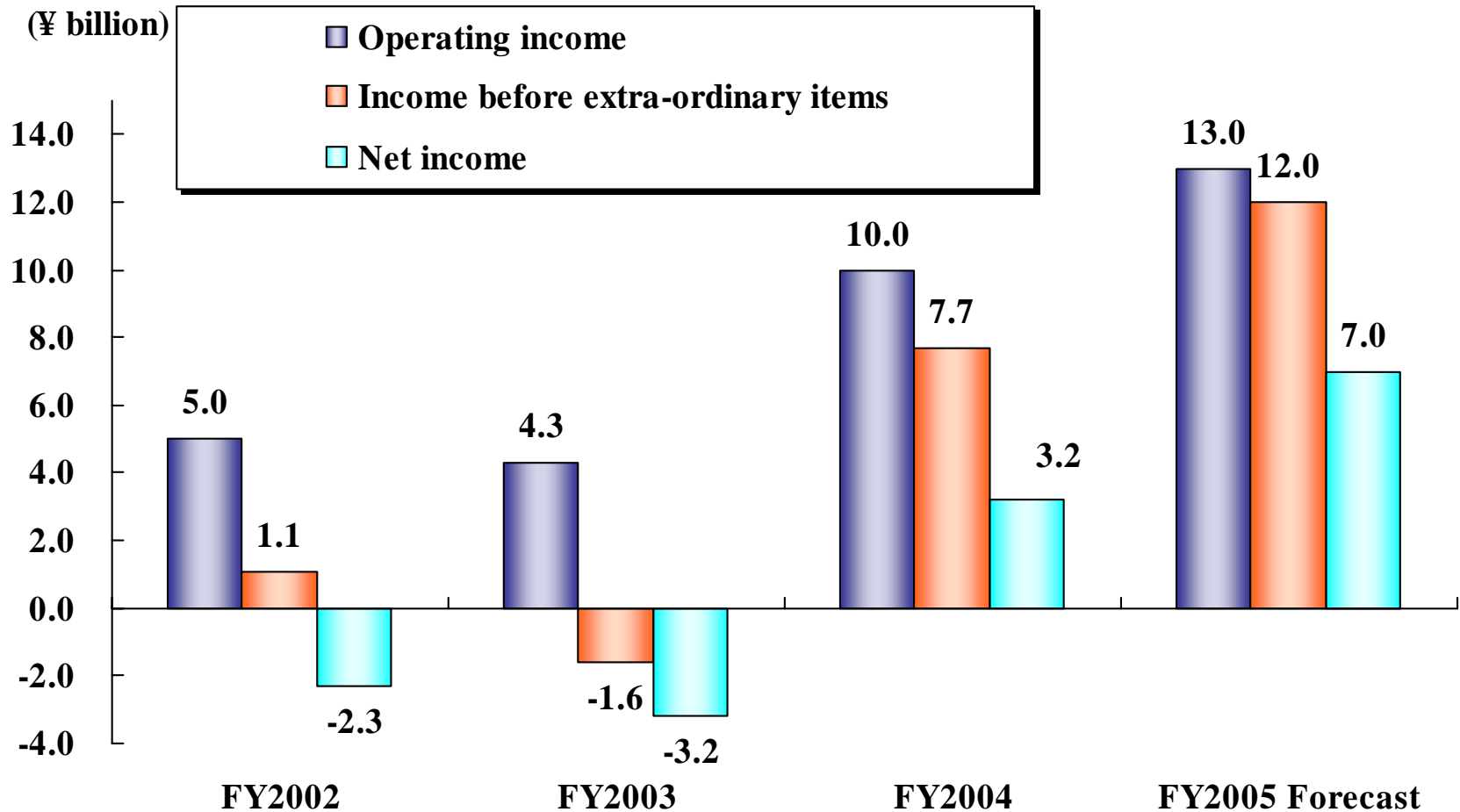


# Operating Income by Business





# Consolidated Income Development



# [Reference] Assumptions



		FY2004 Actual	Sept 2004 Actual	FY2005 Forecast
Rate of exchange	(¥/US\$)	114	110	110
Crude oil price (CIF Dubai)	(US\$/B)	29	34	37
Depreciation & amortization	(¥ billion)	14.9	6.2	13.5
Capital investment	(¥ billion)	12.8	6.1	12.5
R&D expenditure	(¥ billion)	7.7	4.0	7.7
Free cash flow	(¥ billion)	26.6	4.6	11.0
Interest-bearing debt	(¥ billion)	134.1	129.2	125.0
Number of employees		12,612	13,690	-

Estimated effect of oil price change:

Increase of US\$1/bbl would reduce income by ¥100 million.

Estimated effect of ROE change:

Appreciation by ¥1/US\$ would reduce income by ¥50 million.

# Notice



The projections contained in this document are based on information currently available to us and certain assumptions that we consider to be reasonable, so the actual results may differ. Among the major factors that may affect the results are the economic environment in major markets (such as Japan, Europe, the US, and Asia), product supply/demand shifts, and currency exchange fluctuations.

Nippon Sheet Glass Co., Ltd.