

Corporate Communication Book 2018

English

Heart&Technology

Towards a Global YAMAMURA

Conveying Yamamura's Heart and Technology to the World

Corporate Message

Basic Principles

Quality is the Key to Our Business

The Yamamura Group invests its heart into its products and services, contributing to more satisfying lifestyles and culture.

Business Rests on Our People

The Yamamura Group respects human dignity and pursues a positive approach to management.

There is No Future without Innovation

The Yamamura Group pursues constant innovation and is passionate in its businesses.

These basic principles underlie the Yamamura Group's activities and approach to business, and are central to our corporate philosophy.

Heart & Technology

The Heart of a Merchant — building trust among customers.

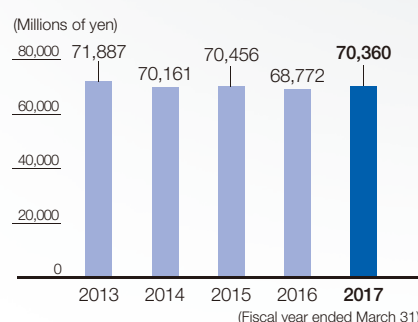
The Technology of a Craftsman — using skill and know-how to create products of true distinction.

Our corporate message expresses the dynamic Yamamura Group spirit, as it relates to society at large.

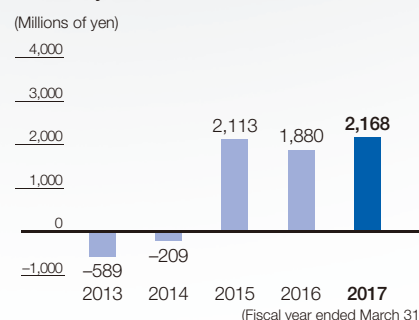
Company Overview

Company Name	Nihon Yamamura Glass Co., Ltd.
Date Established	April 5, 1914
Paid-in Capital	14 billion yen
Listings	Tokyo Stock Exchange (First Section)
Line of Business	Production and sale of glass bottles and plastic closures. Production and sale of powdered glass and glass paste. Design, manufacture, sale and installation of machines and plant facilities.
Number of Employees	832 (non-consolidated), 2,594 (consolidated) *as of March 2018
Fiscal Year End:	March 31

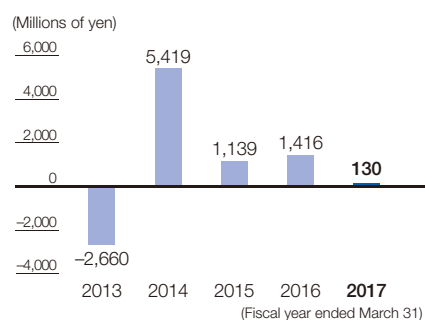
Net Sales



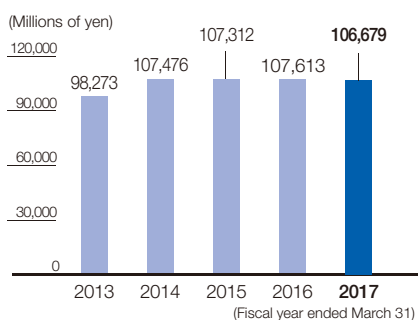
Ordinary Profit



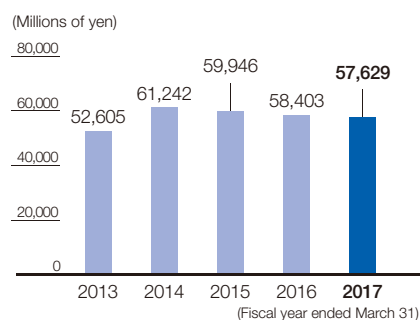
Profit Attributable to Owners of Parent Company



Total Assets



Net Assets



*Graphs are all for consolidated financial data

YAMAMURA GROUP

The Four Companies of Nihon Yamamura Glass Co., Ltd. For details see pp. 5-6.



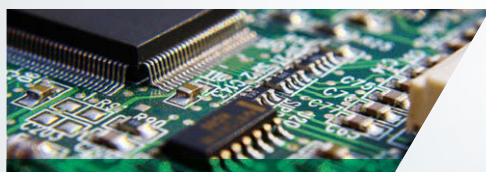
Glass Bottle Company

No. 1 glass bottle market share in Japan



Plastics Company

High-performance caps in use worldwide



New Glass Company

Development of cutting-edge glass materials



Engineering Company

Providing integrated systems for glass bottles

Domestic Affiliated Companies 6 companies

For details see pp. 7-8.

Overseas Affiliated Companies 9 companies

For details see pp. 9-10.

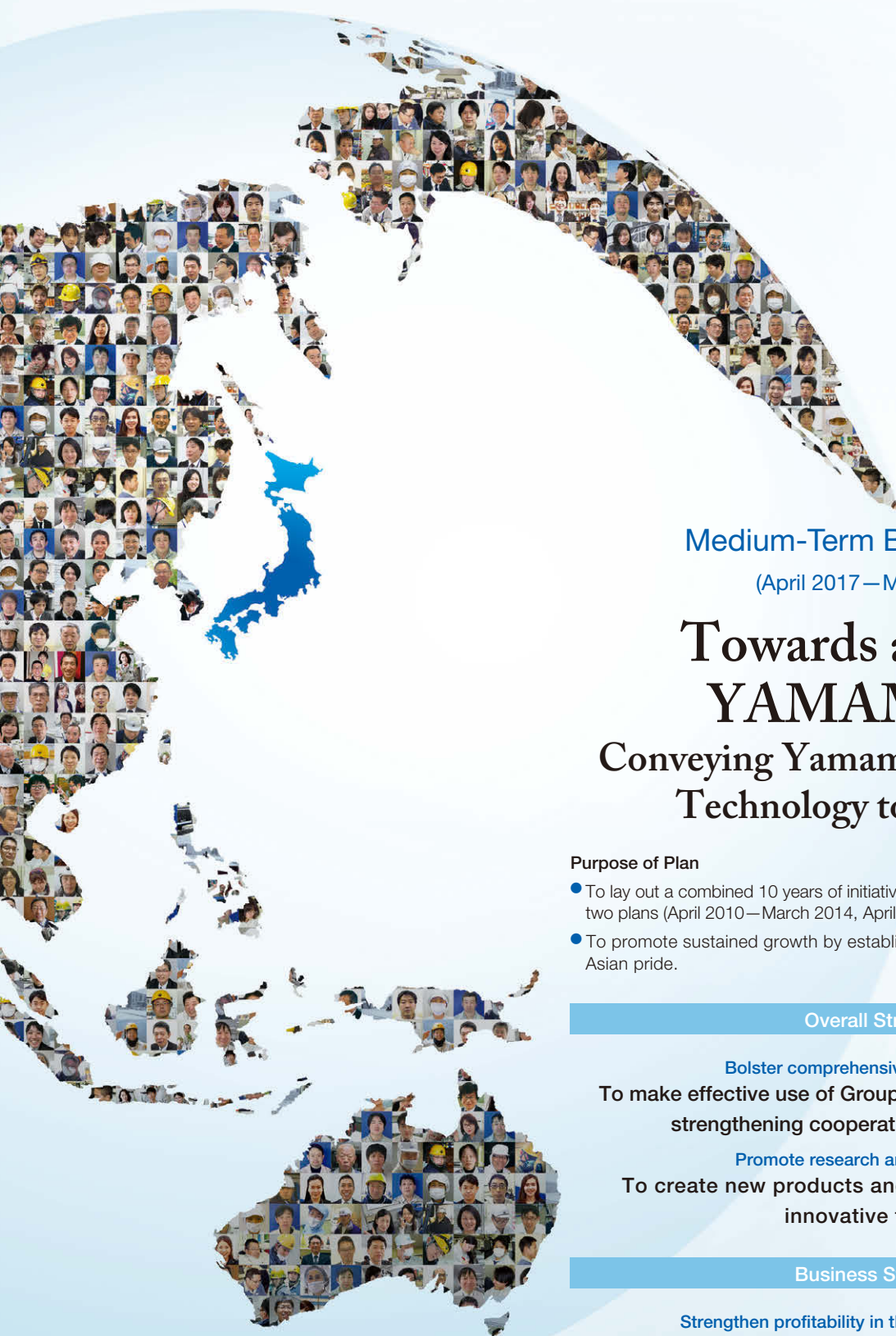
Corporate History

1897	"Yamamura Shoten" starts mining and sale of silica sand at foot of Mt. Rokko.	1973	Company enters recycling business.
1914	Company founded as "Yamamura Glass Works" in Nishinomiya City, Hyogo Prefecture.	1983	Yamamura Glass Works Co., Ltd., established in Nishinomiya City, Hyogo Prefecture.
1922	Research into and development of bottle-making machinery started and semi-automatic machinery introduced.	1987	New Glass Research Center opened in Nishinomiya City, Hyogo Prefecture.
1928	Fully automatic bottle-making system (Lynch-type) is introduced.	1989	Company merges with Hiroshima Glass Kogyo Co., Ltd.
1946	Operation resumes after the war. Semi-automatic production of alcoholic beverage bottles using crucible kilns started.	1991	San Miguel Yamamura Asia Corp. established in the Philippines.
1955	Company incorporated as "Yamamura Glass Co., Ltd."	1998	Yamamura Glass Co., Ltd., and Nippon Glass Co., Ltd., merge to form Nihon Yamamura Glass Co., Ltd.
1960	Manufacturing plant for plastic containers constructed and production started. Machinery division (now Engineering Company) established.	2004	Zhancheng (Suzhou) Plastic Co., Ltd., established in China.
1962	Nissho Co., Ltd. (now Seisho Co., Ltd.) established in Tokyo.	2008	Yamamura International (Shanghai) Co., Ltd., opened.
1967	Yamamura Warehouse Co., Ltd., established in Nishinomiya City, Hyogo Prefecture.	2009	Yamamura International (Thailand) Co., Ltd., established in Thailand.
1970	Company listed on Tokyo Stock Exchange (First Section) and Osaka Securities Exchange (First Section).	2010	PT. San Miguel Yamamura Utama Indoplas established in Indonesia. Yamamura Photonics Co., Ltd., made into a subsidiary.
		2013	Acquired majority ownership in Yamamura Glass Qinhuangdao Co., Ltd. (YGQ).
		2015	Established Yamamura Logistics Co., Ltd.
		2016	Established YGQ California, Inc. in USA.

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Pursuing a Recycling-Oriented Society and



Medium-Term Business Plan

(April 2017—March 2020)

Towards a Global YAMAMURA

Conveying Yamamura's Heart and Technology to the World

Purpose of Plan

- To lay out a combined 10 years of initiatives, continuing on from the previous two plans (April 2010—March 2014, April 2014—March 2017).
- To promote sustained growth by establishing YAMAMURA as a brand of Asian pride.

Overall Strategy

Bolster comprehensive group strength

To make effective use of Group management resources by strengthening cooperation within the Group

Promote research and development

To create new products and technologies based in innovative thinking

Business Strategy

Strengthen profitability in the packaging business

To promote a shift to a corporate structure that ensures stable profitability, and establish a management base for further expansion in growth markets

Expand in the new glass business

To expand business scope through synergy between the New Glass Company and Yamamura Photonics

Sustainable Growth

Since our inception in 1914, the Yamamura Group has grown from a glass bottle manufacturer into a major container manufacturer that places importance on contributing to a recycling-oriented society. In 2014 we greeted the 100th anniversary of our founding. In order to ensure even greater success in this next stage we are pursuing strategic business development. Our motto in this endeavor is Towards a Global YAMAMURA: Conveying Yamamura's Heart and Technology to the World."

The strong brand recognition we have built in the glass bottle industry has allowed us to expand our business into plastic containers and new glass, and grow into a group enterprise that will form the foundations for future growth. In terms of container manufacturing, we are emphasizing expansion into Southeast Asian and other overseas markets.

We will continue to meet and create demand for glass bottles (the star pupil of the recycling world) while fulfilling our responsibility as a leading Japanese container manufacturer to develop recyclable products that match today's needs.

In 1972 we began engaging in environmental initiatives focused around recycling of glass bottles, and in 2001 we began publishing environmental reports as a communication tool. In order to give a fuller overview of all of our environmental and CSR initiatives, these environmental reports were later replaced by our CSR reports. For an even broader, more comprehensive introduction to the Group, covering everything from our philosophy and businesses to our environmental and CSR activities, we later combined our company brochure and CSR report into a single publication.

In the future we will continue to engage in company-wide CSR activities, aiming to remain a corporate Group that is deserving of society's trust.

June, 2018

Koji Yamamura

President & CEO



Providing High-Performance Products and

Through four companies, born out of evolution in the glass business, we provide the market with choice high-performance products and services that customers can rely on.



Glass Bottle Company

Our Glass Bottle Company boasts the top market share in the industry, with a rich lineup of over 1,000 products, technological development capabilities cultivated since the company's founding, and highly flexible production systems. The company meets a wide variety of needs while also prioritizing development of environment friendly products.

Moving forward we will proactively promote overseas expansion through technical support for glass bottle companies in China and Asia, while also driving demand for glass bottles through development of products with a high degree of added value.



Plastics Company

For over half a century, since its establishment in 1960, our Plastics Company has been challenging itself to discover new possibilities in plastic containers. The company pursues development of cutting-edge technologies and products, such as proprietary development of caps for a wide variety of PET bottles, with an integrated production system to nimbly and reliably meet market needs.

Moving further we will develop new products with even higher levels of performance, maintain our strong position as a cap manufacturer, and aggressively expand sales in Asia.



New Glass Company

Research and development, production and sales at our New Glass Company work in unison, using the technological base developed in our glass bottle company to continuously create new glass and other inorganic materials to shape the future. The company drives the development of new compositions, the improvement of compositions, and the development of new applications to meet the needs of advanced fields such as telecommunications, renewable energy, electronics, automobiles and lighting.

Moving forward we will capitalize on our technological capabilities through research and development of new materials. Our aim is to be a company that contributes to society.



Engineering Company

Our Engineering Company designs and manufactures equipment related to glass bottle factories, from bottle manufacturing machinery to inspection machinery and packaging machinery, as well as undertakes the construction of whole glass bottle plants. Lately, the company also handles equipment for reduction of the environmental burden, such as exhaust heat recovery. We propose optimal plans based on the customer's future vision.

Services



Harima Plant, Glass Bottle Company
(Hyogo Prefecture)



Tokyo Plant, Glass Bottle Company
(Kanagawa Prefecture)



Saitama Plant, Glass Bottle Company
(Saitama Prefecture)

Market share of domestic glass bottles
(among the six companies in the Japan Glass Bottle Association)

Approx. 38%

Strengths and features

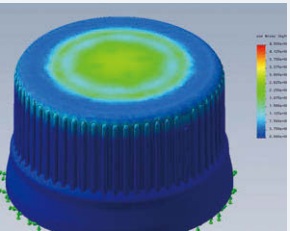
- Advanced quality assurance systems
- Support for speedy development of new products



Kansai Plant, Plastics Company
(Hyogo Prefecture)



Utsunomiya Plant, Plastics Company
(Tochigi Prefecture)



Sales quantity of plastic caps for beverages

Approx. 3 billion pieces

Strengths and features

- Quality, safety and stable supply through integrated high-speed line
- Proprietary developed TEN caps



Naruohama Plant, New Glass Company
(Hyogo Prefecture)



Amagasaki Plant, New Glass Company
(Hyogo Prefecture)



Percentage of sales for environment-related products

Approx. 30%

Strengths and features

- Pursuing the unlimited potential of glass, the company makes improvements to compositions to satisfy the needs of the market and develops new applications.



Engineering Company
(Hyogo Prefecture)



Market share of domestic bottle manufacturing machinery

Approx. 36%

Strengths and features

- Japan's only supplier of glass bottle manufacturing equipment
- Proposal of equipment with a focus on plant operation and management

Diverse Businesses Originating from Japan

Demonstrating the full strength of the Yamamura Group, we focus on enhancing our network of quality and customer trust, including through pursuit of new businesses.

Domestic Affiliated Companies

Yamamura Warehouse Co., Ltd.

Major business fields: Contract manufacturing, transport, storage and yard operations

Established in 1967, Yamamura Warehouse celebrated its 50th anniversary last year. To specialize in the Yamamura Group's internal operations, the company was spun off as a new Yamamura Warehouse in 2015. The company provides total support to the Yamamura Group by undertaking manufacturing work, storage, and shipments of Nihon Yamamura Glass' Glass Bottle Company, Plastics Company, New Glass Company, and Research and Development Center, and also by undertaking work from affiliated companies of Nihon Yamamura Glass.



Yamamura Logistics Co., Ltd.

Major business fields: Foodstuff logistics services, storage, transport, security/receivership and personnel dispatch

Yamamura Logistics was established in November 2015 as the successor to the direct sales department of Yamamura Warehouse. The company has further brushed up its knowhow accumulated over many years and is deploying 3PL (Third-party Logistics) that proposes logistics improvements to the owner of the goods and takes charge of comprehensive logistics services.

With the company management philosophy of "Cheerful, Energetic, Enjoyable and Interesting" the company not only handles 3PL, but also provides true services that will satisfy customers in all areas, such as warehouse operations, storage, delivery, security and receivership, and personnel dispatch.



Seisho Co., Ltd.

Major business fields: Sales of glass bottles, all packaging materials, and Cellarmate products, and the design, manufacture, and sales of machinery and equipment

Established in 1962, the company reached its 57th anniversary in 2018. Its business domain covers many fields, from glass bottles and other packaging materials, to Cellarmate products, and from there to the design, manufacture, and sales of machinery and equipment, as well as sales of wide-mouth plastic bags for water supply. With trust relationships, knowledge and knowhow built up together with customers as our asset, the company strives to provide the creation of new value.

The company will continue the challenge of working on of new business model possibilities in various fields by utilizing the Yamamura Group's strengths.



Yamamura Photonics Co., Ltd.

Major business fields: Manufacture and sale of glass parts for electrical and electronic equipment and LTCC substrate materials

Since its founding in 1949, the company has utilized glass material technology and glass to metal seal technologies accumulated through the production of glass vacuum tube products to provide composite optoelectronic products. Currently the company develops businesses in the three fields of glass, optoelectronics and glass ceramics. Regarding environmental initiatives, the company has acquired ISO 14001 certification for all of its plants.

The company sets stringent voluntary management standards and strives to reduce the environmental burden, through recycling and reduction of wastes, promotion of resource and energy conservation activities, and development of environmentally friendly products.

With "Photonics and Electronics" as a keyword, the company takes on the challenge of developing and producing unique electronic components through cutting-edge development and technology, creating more in-demand new products for the next generation.



Yamamura Glass Works Co., Ltd.

Major business fields: Manufacture and sale of glass bottles

Offering Glass Bottles to Amaze and Impress Customers

Since its founding in 1983, the company has followed in the Nihon Yamamura Glass tradition, utilizing original technologies to create products with high individuality. Glass bottles are environmentally friendly and offer complete freedom in terms of color, shape and size. This versatility of expression and design offers unparalleled originality. At Yamamura Glass Works we meet diverse market needs through the industry's only multi-color, high-product mix and small-lot production system. As 'Future Creators' with a passion for our customers' wares, we put our heart and soul into delivering products that guarantee satisfaction.

Believing as always that the customer comes first, in the future the company will continue to utilize unique Yamamura Glass Works technologies, supplying glass bottles that amaze and impress, while remaining considerate of the environment.



Nissho Seiki Co., Ltd.

Major business fields: Manufacture and sale of molds

Established in Yamato City, Kanagawa Prefecture in 1968 as a glass bottle mold manufacturer, in addition to glass bottle molds currently the company engages primarily in the design, manufacture and repair of increasingly diverse PET bottle molds and fittings.

Monthly production capacity includes over 150 main molds, 1,500 neck molds and 60 PET bottle molds, but the company is always striving to achieve new records in productivity, to accelerate the multi-skill development of all employees and to build an optimized support system free of any organizational limitations.

In addition, in recent years we have been promoting recruitment of young workers, striving to nurture talented human resources to inherit the skills of our veteran craftsmen.



Global Expansion of Business Fields

We are expanding our range of business fields in locations overseas. We also proactively engage in technological support and joint development, enhancing our comprehensive strength as a global corporation.

Overseas Affiliated Companies

Yamamura Glass Qinhuangdao Co., Ltd. (YGQ) (China)

Major business fields: Manufacture and sale of glass bottles

A glass bottle company established in 1958. In July 2013 the company became a joint subsidiary of Nihon Yamamura Glass and in September 2016 full ownership was acquired. Through introduction of advanced technologies amassed in Japan and the supply of high-quality glass bottles, the company is proactively expanding not only in China, but also in the USA, Canada, Australia, Southeast Asia, and Spain and other overseas locations.



Zhancheng (Suzhou) Plastic Co., Ltd. (China)

Major business fields: Manufacture and sale of TEN caps and lightweight caps

Established in 2014 as a joint venture with a Taiwanese plastics manufacturer, Nihon Yamamura Glass acquired full ownership in 2009. The company produces plastic beverage caps, with sales primarily in China as well as South Korea and Southeast Asia. Sales of TEN caps are excellent, with the focus on product development increasing the number of new products.



PT. Yamamura Utama Indoplas (Indonesia)

Major business fields: Manufacture and sale of TEN caps and lightweight caps

Initially established in 2010 as a joint venture with San Miguel Yamamura Packaging International, our joint venture with San Miguel Corporation. Nihon Yamamura Glass acquired full ownership in 2012. The company produces plastic beverage caps, with sales primarily to local Japan-affiliated companies, and Indonesian companies, and sales in Southeast Asia and China. Moving forward, the company will engage further in local product development.



Yamamura International (Shanghai) Co., Ltd. (China)

Major business fields: Trading of glass bottles, PET bottle caps, machinery and equipment, new glass, glass parts for optical communications, and general packaging materials

Established in Shanghai in 2008, as Nihon Yamamura Glass' first overseas sales business location. An office in Guangzhou was established in 2012, and in 2018 Yamamura International (Hong Kong) was established as well. The company carries out trading activities in the expanding Chinese market with sales to both Japan-affiliated and local companies, and to companies in other countries as well.



YGQ California, Inc. (USA)

Major business fields: YGQ customer services for USA

Since being established in March 2016, the company has been handling customer services for YGQ glass bottle exports to the USA. With an office in Napa, California, located close to customers, the company works closely with YGQ, aiming to quickly meet customer demand. The company is aiming to expand sales in the growing USA wine market.



Yamamura International (Thailand) Co., Ltd. (Thailand)

Major business fields: Trading of glass bottles, PET bottle caps and general packaging materials

A trading company jointly established in 2009 with major Thailand beverage manufacturer Osotspa Co. Ltd. In addition to a variety of packing materials, the company offers one stop services including filling and production expertise to both local corporations and Japanese-affiliated companies in the Southeast Asian market.



San Miguel Yamamura Packaging Group

San Miguel Yamamura Asia Corporation (Philippines)

Major business fields: Manufacture and sale of glass bottles

Established in 1991 as the first joint venture between Nihon Yamamura Glass and Philippine conglomerate San Miguel Corporation, the company manufactures and sells a variety of glass bottles such as beer bottles, liquor bottles, condiments bottles, and beverage bottles. The company is steadily expanding globally, with sales not only in the Philippines, but also exports to Europe and the USA, Australia, Southeast Asia, the Middle East, and Africa. A new furnace is expected to start operations in October 2018, further expanding production capacity.



San Miguel Yamamura Packaging Corporation (Philippines) San Miguel Yamamura Packaging International Ltd. (British Virgin Islands)

Major business fields: Manufacture and sale of packaging products and services (in and outside the Philippines)

Established in 2008 as a joint venture between San Miguel Corporation and Nihon Yamamura Glass. The company handles a variety of packaging materials in and outside the Philippines, including glass bottles, PET bottles and aluminum cans, providing customers with a total range of services related to packaging, including new package development, filling and shipping.



Major San Miguel Yamamura Packaging Group Companies

SMC Yamamura Fuso Molds Corporation (Philippines)

Major business fields: Manufacture and sale of molds and machine parts

Foshan San Miguel Yamamura Packaging Co., Ltd. (China)

Major business fields: Manufacture and sale of plastic products

Zhaoqing San Miguel Yamamura Glass Co., Ltd. (China)

Major business fields: Manufacture and sale of glass bottles

San Miguel Yamamura Haiphong Glass Co., Ltd. (Vietnam)

Major business fields: Manufacture and sale of glass bottles

San Miguel Yamamura Phu Tho Packaging Company Ltd. (Vietnam)

Major business fields: Manufacture and sale of crown caps

San Miguel Yamamura Packaging & Printing Sdn. Bhd. (Malaysia)

Major business fields: Manufacture and sale of laminate packaging materials

San Miguel Yamamura Plastic Film Sdn. Bhd. (Malaysia)

Major business fields: Manufacture and sale of packaging film materials

San Miguel Yamamura Woven Products (Melaka) Sdn. Bhd. (Malaysia)

Major business fields: Manufacture and sale of industrial laminate film packaging

Cospak Pty Ltd. (Australia, New Zealand, China)

Major business fields: Trading of general packaging materials

Portavin Integrated Wine Services (Australia)

Major business fields: Filling of beverages and wines

Vinocor (Australia)

Major business fields: Manufacture and sale of wine corks

Barrosa Bottling Services (Australia)

Major business fields: Filling of beverages and wines

Best Bottlers (Australia)

Major business fields: Filling of beverages and wines

Can Asia, Inc. (Philippines)

Major business fields: Manufacture and sale of beverage cans

Overseas Partner Companies IPGR* members

Orora Ltd. (Australia)

Fevisa Industrial SA de CV (Mexico)

Wiegand-Glas (Germany)

Vetropack Holding Ltd. (Switzerland)

Vidrala SA (Spain)

Sisecam, Anadolu Cam Sanayii SA (Turkey)

Gallo Glass Company (USA)

Bucher Emhart (Switzerland)

Overseas Technical Exchange and R&D

We have participated in the IPGR since its establishment, and are promoting joint research with corporations and research institutes in Europe and the USA.

*IPGR: International Partners in Glass Research

Network

Headquarters

Kansai Headquarters
15-1, Nishimukojima-cho, Amagasaki, Hyogo 660-8580
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Glass Bottle Company

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-

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- Sales Department 20F, Shinjuku Green Tower Building, 6-14-1, Nishi-Shinjuku, Shinjuku-ku, Tokyo 160-0023
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 - Kansai Plant 43-2, Nijima, Harima-cho, Kako-gun, Hyogo 675-0155
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-

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Glass Studio Yamamura

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Affiliated Companies

- Yamamura Warehouse Co., Ltd. 15-1, Nishimukojima-cho, Amagasaki, Hyogo 660-0857
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 - Yamamura Logistics Co., Ltd. 15-1 Nishimukojimacho Amagasaki, Hyogo 660-0857
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 - Seisho Co., Ltd. 6F, Kowa Shibakoen Building, 1-1-11, Shibakoen, Minato-ku, Tokyo 105-0011
Tel: +81-3-5401-1741 Fax: +81-3-5401-1699
 - Yamamura Photonics Co., Ltd. 4207, Ikonobe-cho, Tsuzuki-ku, Yokohama, Kanagawa 224-0053
Tel: +81-45-930-1811 Fax: +81-45-930-1814
 - Yamamura Glass Works Co., Ltd. 2-1-18, Naruohama, Nishinomiya, Hyogo 663-8142
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 - Nissho Seiki Co., Ltd. 4-1-5, Fukaminishi, Yamato, Kanagawa 242-0018
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Overseas Affiliated Companies

- Yamamura Glass Qinhuangdao Co., Ltd. (YGQ) (China)
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