

# Corporate Communication Book 2019

English

## Heart&Technology

# Towards a Global YAMAMURA

## Conveying Yamamura's Heart and Technology to the World

### 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.

### Corporate Message

## Heart & Technology

The Heart of a Merchant — building trust among customers.

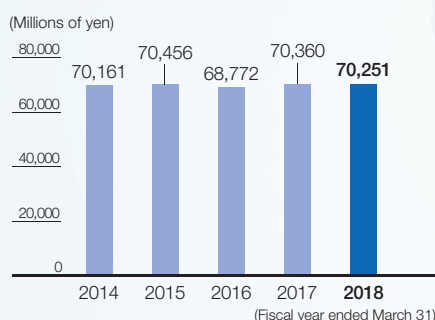
The Technology of a Craftsman — using skill and know-how to create products of true distinction.

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

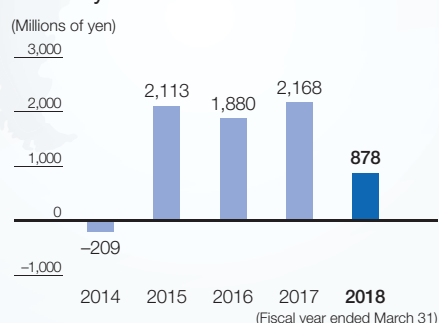
### Company Overview

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	833 (non-consolidated), 2,637 (consolidated) *as of March 2019
Fiscal Year End:	March 31

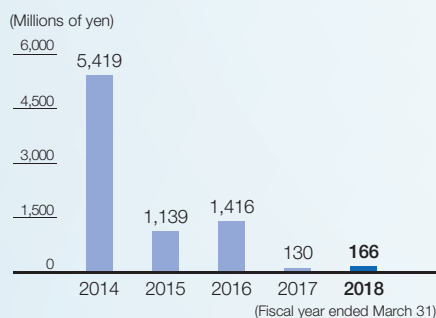
#### Net Sales



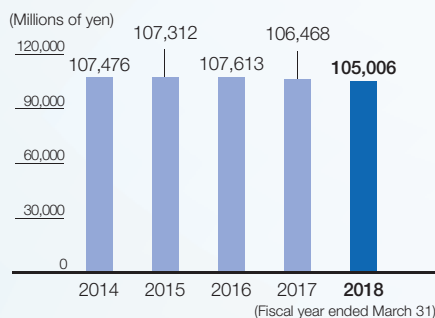
#### Ordinary Profit



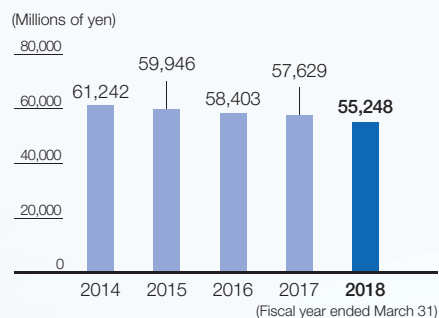
#### Profit Attributable to Owners of Parent Company



#### Total Assets



#### Net Assets



\*Graphs are all for consolidated financial data

# YAMAMURA GROUP

## The Four Companies and the Research and Development Center 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



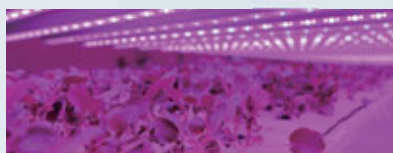
### New Glass Company

Development of cutting-edge glass materials



### Engineering Company

Providing integrated systems for glass bottles



### Research and Development Center

Innovating sustainable next-generation business

## Domestic Affiliated Companies 7 companies

For details see pp. 7-8.

## Overseas Affiliated Companies 10 companies

For details see pp. 9-10.

## Corporate History

1897 "Yamamura Shoten" starts mining and sale of silica sand at foot of Mt. Rokko.  
1914 "Yamamura Glass Works" founded in Nishinomiya City, Hyogo Prefecture.  
1955 "Yamamura Glass Co., Ltd." established as a corporation.  
1960 Manufacturing plant for plastic containers constructed and production started.  
Machinery division (now Engineering Company) established.  
1962 Nissho Co., Ltd. (now Seisho Co., Ltd.) established in Tokyo.  
1967 Yamamura Warehouse Co., Ltd., established in Nishinomiya City, Hyogo Prefecture.  
1970 Company listed on Tokyo Stock Exchange (First Section) and Osaka Securities Exchange (First Section).  
1973 Company enters recycling business.  
1983 Yamamura Glass Works Co., Ltd., established in Nishinomiya City, Hyogo Prefecture.  
1987 New Glass Research Center opened in Nishinomiya City, Hyogo Prefecture.  
1989 Company merges with Hiroshima Glass Kogyo Co., Ltd.

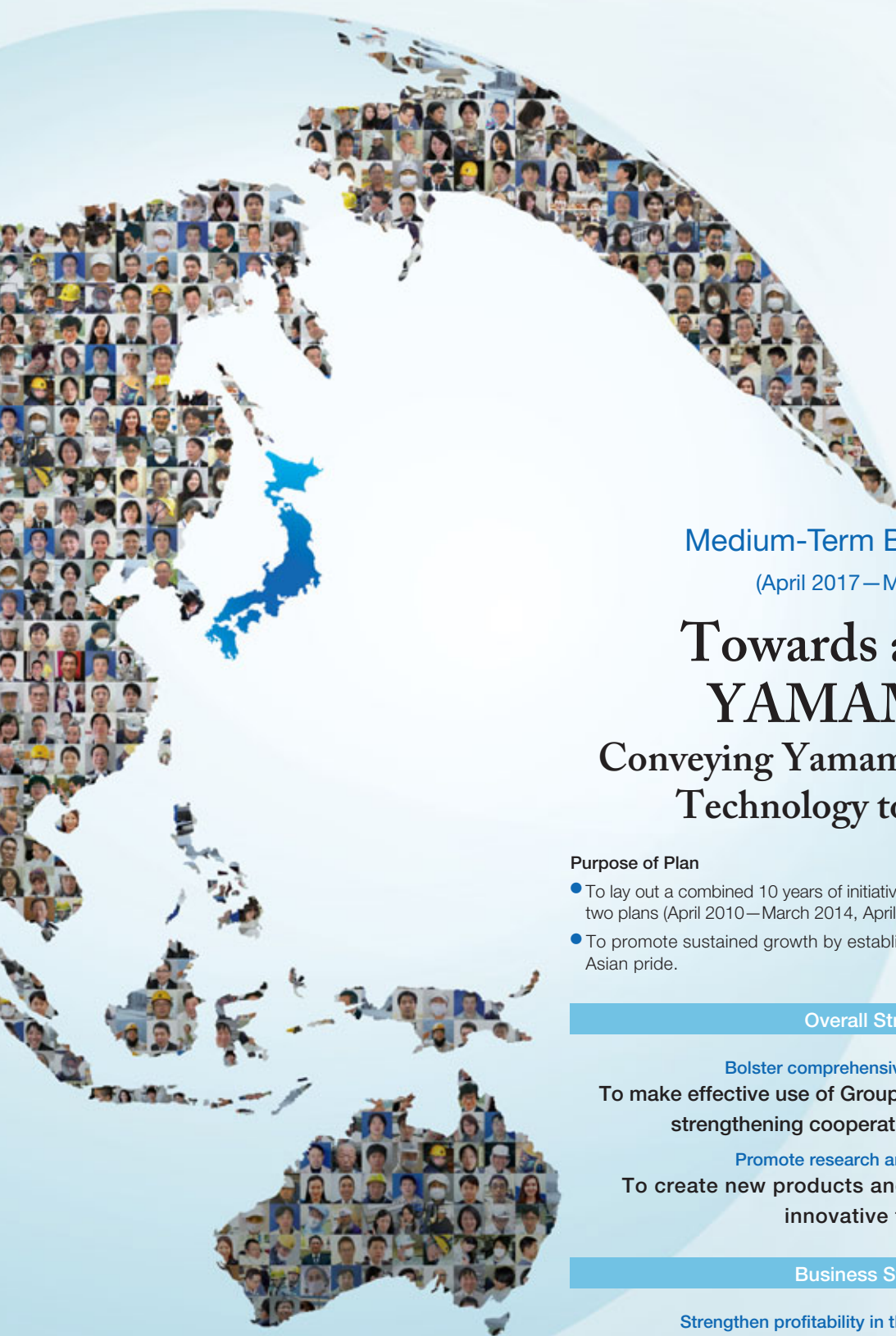
1991 San Miguel Yamamura Asia Corp. established in the Philippines.  
1998 Yamamura Glass Co., Ltd., and Nippon Glass Co., Ltd., merge to form Nihon Yamamura Glass Co., Ltd.  
2004 Zhancheng (Suzhou) Plastic Co., Ltd., established in China.  
2008 Yamamura International (Shanghai) Co., Ltd., opened.  
2009 Yamamura International (Thailand) Co., Ltd., established in Thailand.  
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.  
2018 YTF Co., Ltd. established in Amagasaki City as a joint venture with Tochu Co., Ltd.  
Yamamura Kinik Optical Co., Ltd. (YKO) established in Taiwan as a joint venture with Kinik Company.

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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. We are expanding our range of business fields overseas, not just in container manufacturing but in a variety of other fields as well. In order to progress as a global corporation, we will use the combined strength of our Group companies to push ahead with strong reforms in both our business structure and corporate culture.

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.

To achieve a more sustainable society, we recognize that harmony with both the region and the environment are important management task and we continue to tackle environmental issues. In 2001, we began issuing environmental reports as a communication tool, and have developed them into a CSR Report and Corporate Communications Book with a wide-ranging overview of our contents, from the introduction of our philosophy and business to our environmental and CSR activities.

We will continue our efforts to improve corporate value from an ESG standpoint, with the aim of being a corporate group that continues to be trusted by society.

June, 2019

*Koji Yamamura*

President & CEO



# Providing High-Performance Products and Services

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.

### Strengths and features

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



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.  
**39%**



## 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.

### Strengths and features

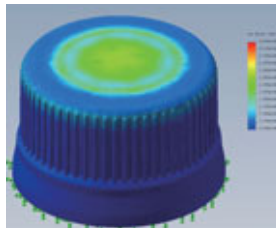
- Quality, safety and stable supply through integrated high-speed line
- Proprietary developed TEN caps



Kansai Plant, Plastics Company  
(Hyogo Prefecture)



Utsunomiya Plant, Plastics Company  
(Tochigi Prefecture)



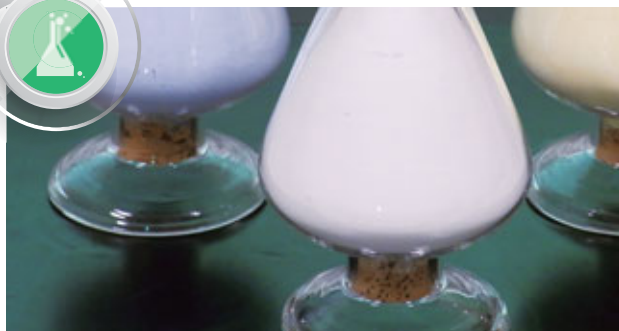
Sales quantity of plastic caps for beverages

Approx.  
**4 billion pieces**



## Research and Development Center

Since 2007, the Research and Development Center has been developing new technologies outside of our existing business. We develop our technologies based on the following basic concepts: "safety and security," "environment," and "sustainability." We will continue research and development for a competitive advantage starting with our vegetable factory, which has already begun production and sales.



## 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.

### 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.



Naruohama Plant, New Glass Company  
(Hyogo Prefecture)

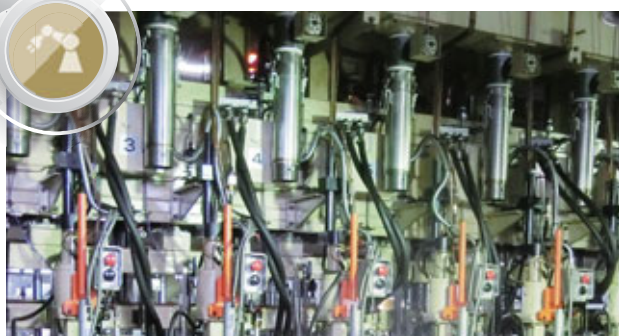


Amagasaki Plant, New Glass Company  
(Hyogo Prefecture)



Percentage of sales for environment-related products

Approx.  
**30%**



## Engineering Company

Engineering Company handles glass bottle production machines as its core business, and also handles the various equipment for glass bottle manufacturing plants. To meet customers' demands, we develop customized equipment in-house, utilizing the technical know-how we have built up over the years.

Engineering Company also handles environmental load reduction equipment and other general equipment, and is also planning to expand the horizons of the business into other fields outside the manufacture of glass bottles.

### Strengths and features

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



Engineering Company  
(Hyogo Prefecture)



Market share of domestic bottle manufacturing machinery

Approx.  
**36%**

# 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

Yamamura Warehouse was established in 1967 and celebrated its 50th anniversary two years ago. 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.

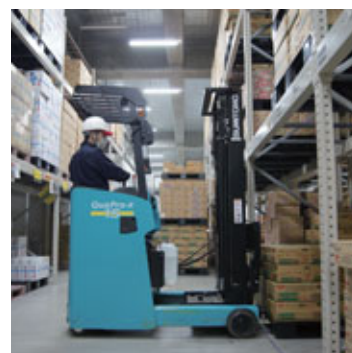


### Yamamura Logistics Co., Ltd.

**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

The company was established in 1962 and reached its 58th year in 2019. 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.

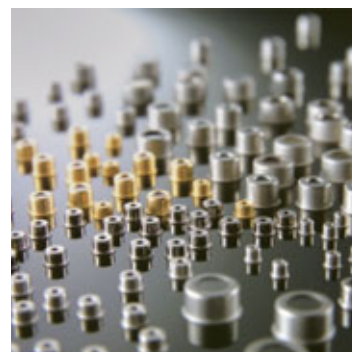


### Yamamura Photonics Co., Ltd.

**Major business fields:** Manufacture and sale both of glass parts for electrical and electronic equipment and of 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 its key phrase, the company is committed to developing and producing unique electronic components and to utilizing cutting-edge development capabilities and technologies to achieve a more sustainable society through product creation.



## Yamamura Glass Works Co., Ltd.

**Major business fields: Manufacture and sale of glass bottles**

**An Original and Rich Variety of Shapes and Colors:** Building off the traditions of Nihon Yamamura Glass, we have achieved more than 30 different color variations, distinctive shapes, and a small lot production system. Our true strength lies in the fact that we are a manufacturer of glass bottles with a high level of added value.

**Our slogan is “Amazing and Emotion”:** We seek to attempt newer and more difficult projects, and to bring surprise and emotion to our customers. That determination is embodied in this slogan.

Believing as always that the customer comes first, we will continue to supply the kind of products that only Yamamura Glass Works can provide.



## 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.



## YTF Co., Ltd. **NEW**

**Major business fields: Manufacture and sales of functional fillers**

YTF was established in 2018 as a joint venture with Tochu Corporation. By combining Tochu's silica sand refining techniques with Yamamura's pulverization processing techniques, YTF manufactures and sells functional fillers, including fillers for semiconductors, of which the main material is silica sand.

Under the slogan of “Value Creation and Social Contribution,” YTF is working to create new value for all customers and to contribute to the development of society.



\*This is a mock-up of how the completed production facility will appear.

# 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

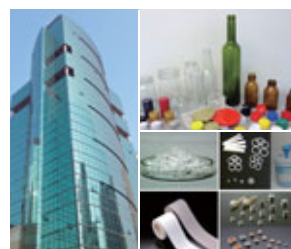
Initially established in 2010 as a joint venture with San Miguel Yamamura Packaging International, our joint venture with San Miguel Corporation. Nihon Yamamura Glass acquired full ownership in 2012. The company produces plastic beverage caps, with sales primarily to local Japan-affiliated companies, 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, mechanical equipment, solar power generation equipment, new glass, glass parts for optical communications, and general packaging materials

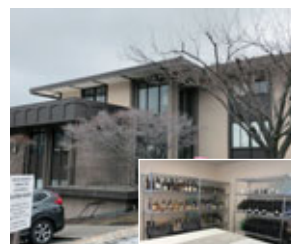
Established in Shanghai in 2008, as Nihon Yamamura Glass' first overseas sales business location. An office in Guangzhou was established in 2012, and in 2018 Yamamura International (Hong Kong) was established as well. The company carries out trading activities in the expanding Chinese market with sales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

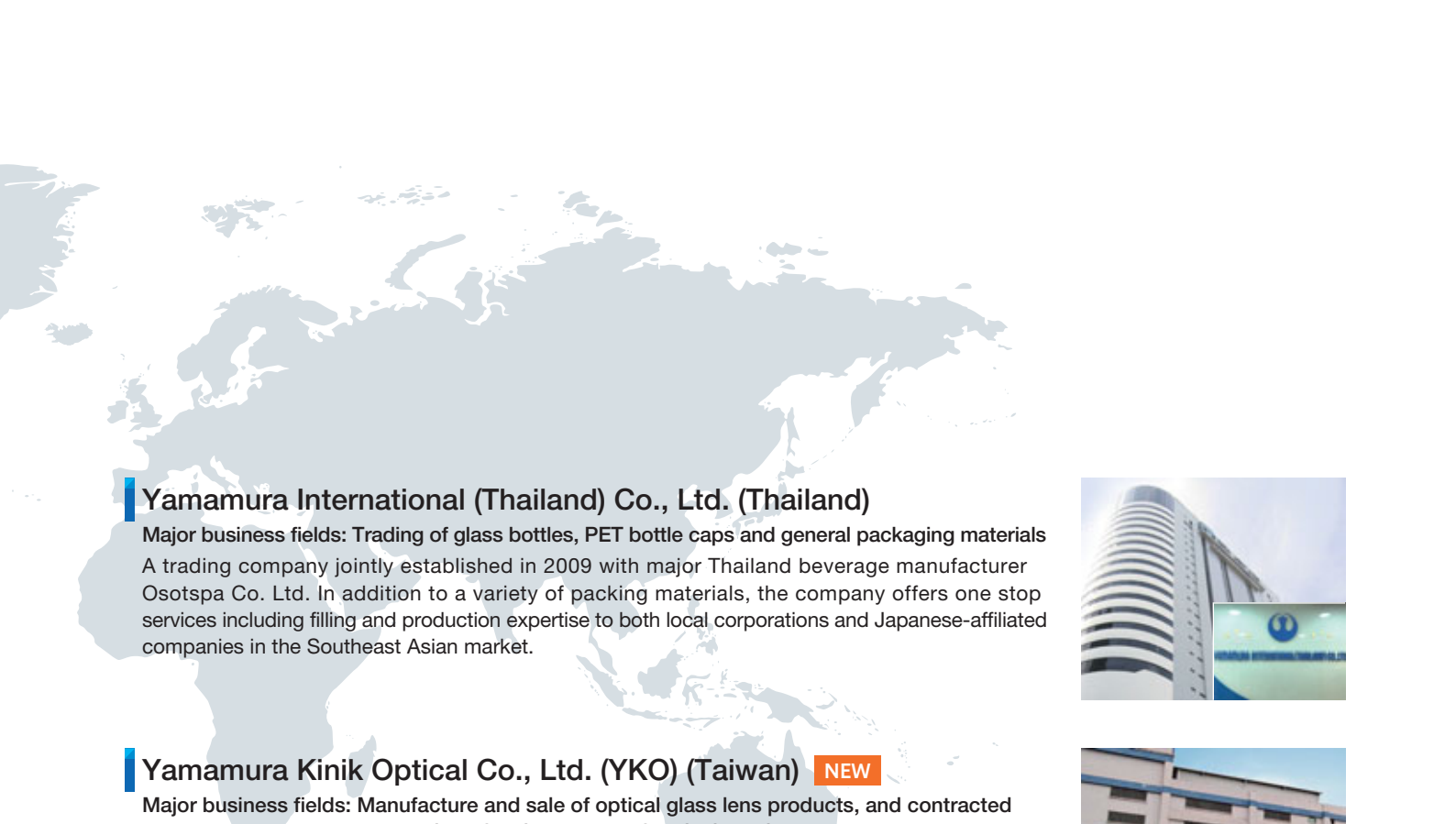


### YGQ California, Inc. (USA)

**Major business fields:** YGQ customer services for USA

Since being established in March 2016, the company has been coordinating with YGQ to promptly respond to customers' requests for YGQ glass bottle exports to the USA. Additionally, the company is also coordinating with the Glass Bottle Company of Nihon Yamamura Glass with the aim of expanding sales in the growing wine and sake markets in the USA.





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

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

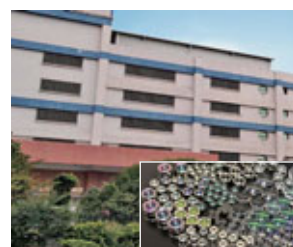
A trading company jointly established in 2009 with major Thailand beverage manufacturer Osotspa Co. Ltd. In addition to a variety of packing materials, the company offers one stop services including filling and production expertise to both local corporations and Japanese-affiliated companies in the Southeast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



## Yamamura Kinik Optical Co., Ltd. (YKO) (Taiwan) NEW

**Major business fields:** Manufacture and sale of optical glass lens products, and contracted processing of various types of optical coating

Yamamura Kinik Optical was established in 2018 as a joint venture with the Taiwan-based Kinik Company. YKO handles aspherical lens products to make parallel light and to concentrate light from LEDs and LDs (laser diodes). These products have applications such as optical communication networks, laser projectors, laser printers, and more. The company especially anticipates tremendous future growth in optical communication networks, supported by the demand for greater speed, greater capacity and shorter delays for such networks.



## 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.



## Overseas Partner Companies IPGR\* members

- |  |  |
|--|--|
| ■ Orora Ltd. (Australia)               | ■ Vidrala SA (Spain)                       |
| ■ Fevisa Industrial SA de CV (Mexico)  | ■ Sisecam, Anadolu Cam Sanayii SA (Turkey) |
| ■ Wiegand-Glas (Germany)               | ■ Gallo Glass Company (USA)                |
| ■ Vetropack Holding Ltd. (Switzerland) | ■ 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

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### Headquarters

Kansai Headquarters

15-1, Nishimukojima-cho, Amagasaki, Hyogo 660-8580

Tel: +81-6-4300-6000 Fax: +81-6-4300-6381

Tokyo Headquarters

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### Glass Bottle Company

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  - Saitama Plant 611-10, Shimobayashi, Miizugahara, Kumagaya, Saitama 360-8558  
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  - Harima Plant 5, Nijima, Harima-cho, Kako-gun, Hyogo 675-0155  
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### Plastics Company

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  - Utsunomiya Plant 18-1, Kiyohara-Kogyodanchi, Utsunomiya, Tochigi 321-3231  
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### New Glass Company

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- Amagasaki Plant 111 Nishimukojima-cho, Amagasaki, Hyogo 660-0857  
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- Naruohama Plant 2-1-18, Naruohama, Nishinomiya, Hyogo 663-8142  
Tel: +81-798-40-4456 Fax: +81-798-40-914

### Engineering Company

111, Nishimukojima-cho, Amagasaki, Hyogo 660-0857

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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  
Tel: +81-6-4300-6400 Fax: +81-6-4300-6410
  - Yamamura Logistics Co., Ltd. 15-1 Nishimukojimacho Amagasaki, Hyogo 660-0857  
Tel: +81-6-4300-6430 Fax: +81-6-4300-6412
  - 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  
Tel: +81-798-43-1301 Fax: +81-798-43-1309
  - Nissho Seiki Co., Ltd. 4-1-5, Fukaminishi, Yamato, Kanagawa 242-0018  
Tel: +81-46-261-9656 Fax: +81-46-263-1036
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