

CORPORATE
COMMUNICATION
BOOK English

2020



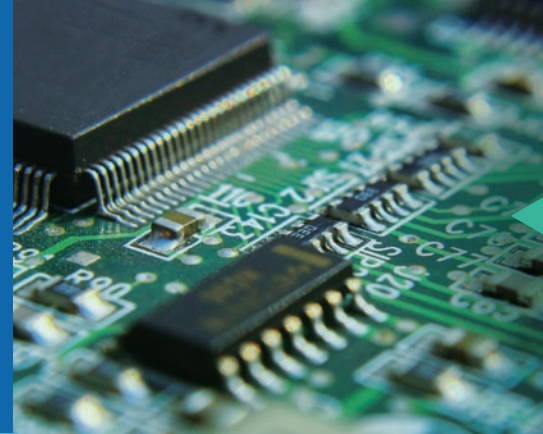
No. 1 glass bottle market share in Japan

Glass Bottle Company

Market share of domestic glass bottles

(among the six companies in the Japan Glass Bottle Association)

Approx. **40%**



High-performance caps in use worldwide

Plastics Company

Sales quantity of plastic caps for beverages

(annual)

Approx. **4 billion pieces**

The Four Companies and the Research and Development Center of Nihon Yamamura Glass Co., Ltd.

For details see p. 6.



The Yamamura Group — Continuing to Grow in a Changing Society

Change and Cha

Basic Principles

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

Business Rests on Our People

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

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.

There is No Future without Innovation

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

Corporate Message

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

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.

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 Zhan Cheng (Suzhou) Plastic Co., Ltd., established in China.
- 2008 Yamamura International (Shanghai) Co., Ltd., established in China.
- 2009 Yamamura International (Thailand) Co., Ltd., established in Thailand.
- 2010 PT. San Miguel Yamamura Utama Indoplas (now PT. Yamamura Utama Indoplas) established in Indonesia.
- Yamamura Photonics Co., Ltd., made into a subsidiary.
- 2013 Acquired majority ownership in Yamamura Glass Qinquangdao Co., Ltd. (YGQ).
- 2015 Established Yamamura Logistics Co., Ltd.
- 2016 YGQ California, Inc. (now Yamamura International California, Inc.) established in the USA.
- 2018 YTF Co., Ltd. established.
- Yamamura Kinik Optical Co., Ltd. (YKO) established in Taiwan.
- 2019 Arglass Yamamura, LLC established in the USA.
- Established Yamamura Plastic Products Co., Ltd.

Development of cutting-edge glass materials

New Glass Company

Percentage of sales for environment-related products

Approx. **30%**



Development of sustainable next-generation businesses

Research and Development Center

Development record

Approx. **370** varieties



One-stop services for glass bottle-related equipment

Engineering Company

Market share of domestic bottle manufacturing machinery

Approx. **40%**

Domestic Affiliated Companies 8 companies

For details see pp. 7-8.

Overseas Affiliated Companies 10 companies

For details see pp. 9-10.

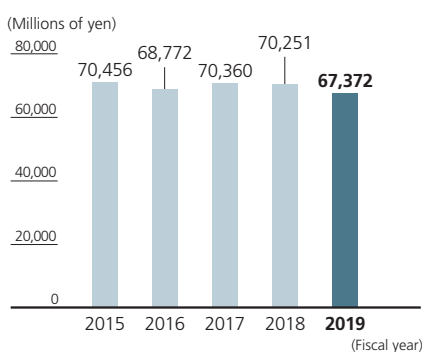
Challenge with You

Company Overview / Financial Highlights

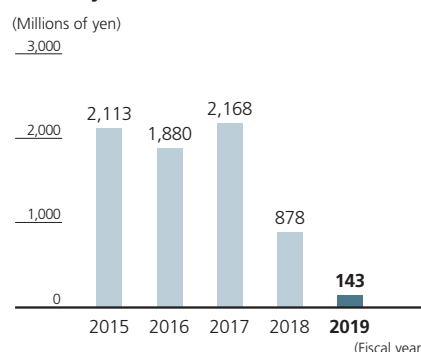
*Graphs are all for consolidated financial data

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	829 (non-consolidated), 2,700 (consolidated) *as of March 2020
Fiscal Year End	March 31

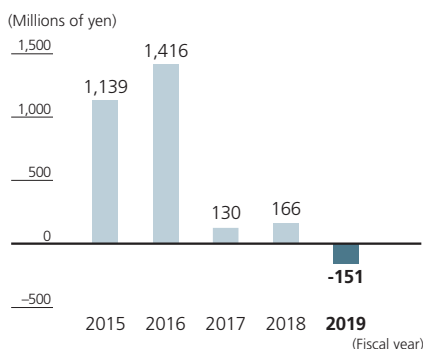
Net Sales



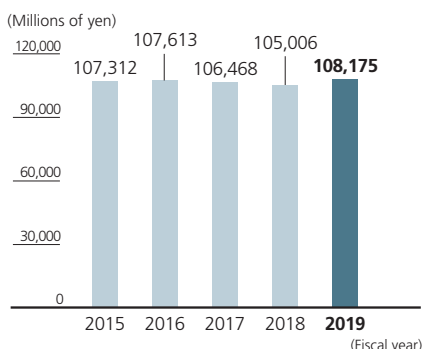
Ordinary Profit



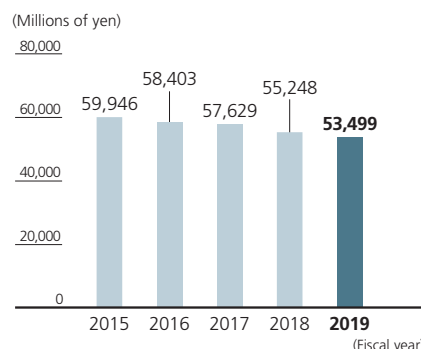
Profit Attributable to Owners of Parent Company




Total Assets



Net Assets



Pursuing a Recycling-Oriented Society



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. Today, we have established our long-term vision for the Group stating that “The Yamamura Group will provide safety and reliability with consideration for the environment, and generate sustained growth for the next generation to inherit with pride.” To continue being a corporation essential to society for years to come, we must come together as one.

In recent years, the Yamamura Group has been actively reforming its business structure. In our main glass bottle business, in 2019 we established Arglass Yamamura, LLC in the USA as part of our drive to promote overseas expansion. For our new glass business, in 2018 we established Yamamura Kinik Optical Co., Ltd. in Taiwan. That year, we also established YTF Co., Ltd. in Japan and put more effort into developing differentiated products that meet the needs of society while also establishing a system capable of creating synergy between companies within the same business segment. For the plastic containers business, in 2019 we established Yamamura Plastic Products Co., Ltd. to improve the operational efficiency of the business segment. Our logistics business has also increased its role in recent years. In this way, we are dedicating to taking the next leap for the Group as a whole. We will continue to innovate in our operating structure as well as products and services by being sensitive to the accelerating changes taking place in the world around us.

To achieve a more sustainable society, we recognize that harmony with both the region and the environment are important management tasks and we continue to tackle environmental issues. We will maintain our efforts to comprehensively improve corporate value from an ESG standpoint with the aim of being a corporate group that continues to be trusted by society.

July, 2020

Koji Yamamura

President & CEO

and Sustainable Growth

Yamamura Group's Long-term Vision

The Yamamura Group will provide safety and reliability with consideration for the environment, and generate sustained growth for the next generation to inherit with pride

Medium-Term Business Plan (April 2020–March 2023)

Change and Challenge with You

The Yamamura Group's new three-year medium-term business plan is designed to pave the way to achieving our long-term vision.

Five management policies

- 1 Construct an operating structure adapted to the changing environment**
Optimize production and supply capabilities and speedily develop a structure that generates synergy within business segments.
- 2 Pursue investment efficiency and ensure profitability**
Aim for a minimum of 3% return on equity within 3 years, and a minimum of 5% in the long term by strengthening profitability. (Latest results: -0.3%)
- 3 Promote business expansion and growth strategies**
Aim for consolidated net sales of 72 billion yen (latest results: 67.4 billion yen) and a consolidated ordinary profit of 2.5 billion yen (latest results: 0.14 billion yen) in fiscal year 2022.
- 4 Develop products and services that meet the needs of society**
Develop and provide high-quality products and services with consideration for the Sustainable Development Goals (SDGs).
- 5 Create a work environment that maximizes employee performance and helps prepare the next generation**
Improve the working environment, provide training opportunities and promote diversity.



Identifying Important Issues towards the Development of a Sustainable Society

Identification of Five Most Important Issues

To achieve the Group’s long-term vision — “The Yamamura Group will provide safety and reliability with consideration for the environment, and generate sustained growth for the next generation to inherit with pride” — we have identified five issues as being of the utmost importance.

We are dedicated to addressing these five issues through our business activities.

Most important issues for the Yamamura Group

Contribution to the environment	Regulatory compliance
Respect for human rights	Corporate governance
Safety and reliability	

Identifying Important Issues and Contributing to SDGs

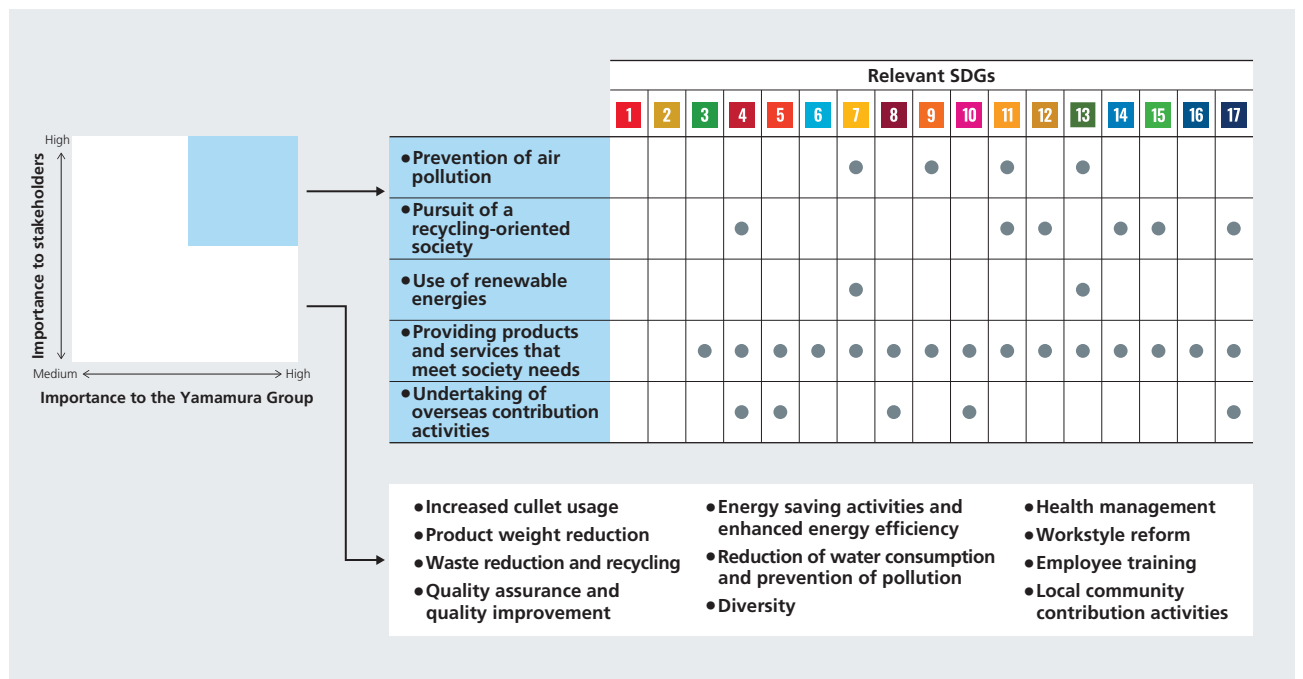
With the most important issues as a foundation, we examined the other issues we need to address for each sustainable development goal. We also analyzed the importance of each issue to stakeholders and the Yamamura Group as shown in the chart below.

For issues having high priority for both sides, we believe focusing on initiatives towards achieving the related SDGs will allow us to best contribute to the achievement of a sustainable society and to enhance our corporate value.

We see these themes as an extension of the Group’s current business activities and therefore possible to achieve.

In the coming fiscal years, we will establish specific targets and work toward meeting those targets.

Sustainable Development Goals (SDGs)



Providing High-Performance Products and Services



Our Glass Bottle Company is focused on developing new bottle designs and decoration technology for greater added value, and cutting-edge inspection equipment for higher quality. In addition to continuing to promote the lightweighting of bottles, we are working toward a recycling-oriented society by promoting joint research such as effective use of waste heat and NO_x reductions in glass melting furnaces. We are also active in technology development together with overseas companies, selling of products overseas, and developing overseas technical assistance partners. In recent years, we have also successfully automated the mold spraying process through the use of robots.

Strengths and features

- **Advanced quality assurance systems**
- **Support for rapid development of new products**



For over half a century, since its establishment in 1960, our Plastics Company has continued to grow by challenging itself to discover new possibilities in plastic containers. The company is dedicated to future product development and is working toward developing new caps, in particular environment friendly caps, and entering new fields.

In terms of overseas development, we will continue to work toward expanding business for our plastic cap manufacturing and sales subsidiaries in China and Indonesia.

Strengths and features

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



Utilizing advanced technology developed in our glass bottle business, the New Glass Company is able to meet needs in the electronics, energy, and automobile fields, and in other fields as well. Our goal is to broadly contribute to society by working on the development of new products and production technology using proprietary cutting-edge techniques. We play a central role in generating synergies among our domestic and overseas group companies in the development of next-generation high-speed optical communication components and glass ceramic products.

With research and development, production and sales working in unison, we will shape the future through the use of glass materials.

Strengths and features

- **Improved compositions and development of new applications to meet the needs of the market**
- **Quick response to meeting the cutting edge requirements of both domestic and international needs**



The Engineering Company manufactures and sells glass bottle forming machines that can meet Japanese quality requirements for glass bottles through the application of Yamamura's proprietary know-how. In addition to products developed in-house, such as our total inspection machines and multi-mold spraying robots (MSR), we also handle products from overseas manufacturers and provide one-stop services for glass bottle-related equipment.

Through deployment of conveyor equipment that utilizes our expertise in conveying bottles of various shapes, bulk packaging machines and line engineering of beverage filling equipment, we are expanding the scope of our business to fields outside glass bottle manufacturing as well.

Strengths and features

- **Japan's only supplier of glass bottle manufacturing equipment**
- **Glass bottle-friendly handling technology**
- **Import agent and sales representative for various equipment**



Since its establishment in 2007, the Research and Development Center has continued the research and development of new businesses in fields beyond the existing ones. Our developments are based on the following basic concepts: "safety and reliability," "environment," and "sustainability." Our plant factory business, one of several development themes, has been involved in production and sales since the end of 2014. This fully controlled factory is the first of its kind approved to deliver foods with functional claims. In the future we will continue to research and develop original technologies with a competitive advantage.

Strengths and features

- **Research & development of new sustainable businesses**
- **Development of original technologies with competitive advantages**
- **Production of highly functional vegetables at our plant factory**

DOMESTIC NETWORK

Diverse Businesses Originating from Japan

Using the full strength of the Yamamura Group, we focus on enhancing our system to earn customer trust through improving quality, the pursuit of new businesses and other initiatives.

Glass Bottle Affiliated Companies



1

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 59th year in 2020. 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 know-how built up together with customers as our asset, the company strives to provide the creation of new value.



2

Yamamura Glass Works Co., Ltd.

Major business fields:

Manufacture and sale of glass bottles

Building on the traditions of Nihon Yamamura Glass, Yamamura Glass Works Co., Ltd. is dedicated to the manufacture and sale of glass bottles with high added value. The company has developed more than 30 different color variations, distinctive shapes, and a small lot production system.

Seeking to both amaze and excite customers, and in the belief that the customer always comes first, Yamamura Glass Works will continue to supply products that only it can provide.



3

Nissho Seiki Co., Ltd.

Major business fields:

Manufacture and sale of molds

In addition to glass bottle molds, Nissho Seiki Co., Ltd. currently engages primarily in the design, manufacture, and repair of increasingly diverse PET bottle molds and fittings. Nissho Seiki continuously strives to achieve new records in productivity, and to optimize its systems.

In addition, in recent years the company has been recruiting young workers, striving to nurture talented human resources to inherit the skills of its veteran craftsmen.

Plastics Affiliated Companies



4

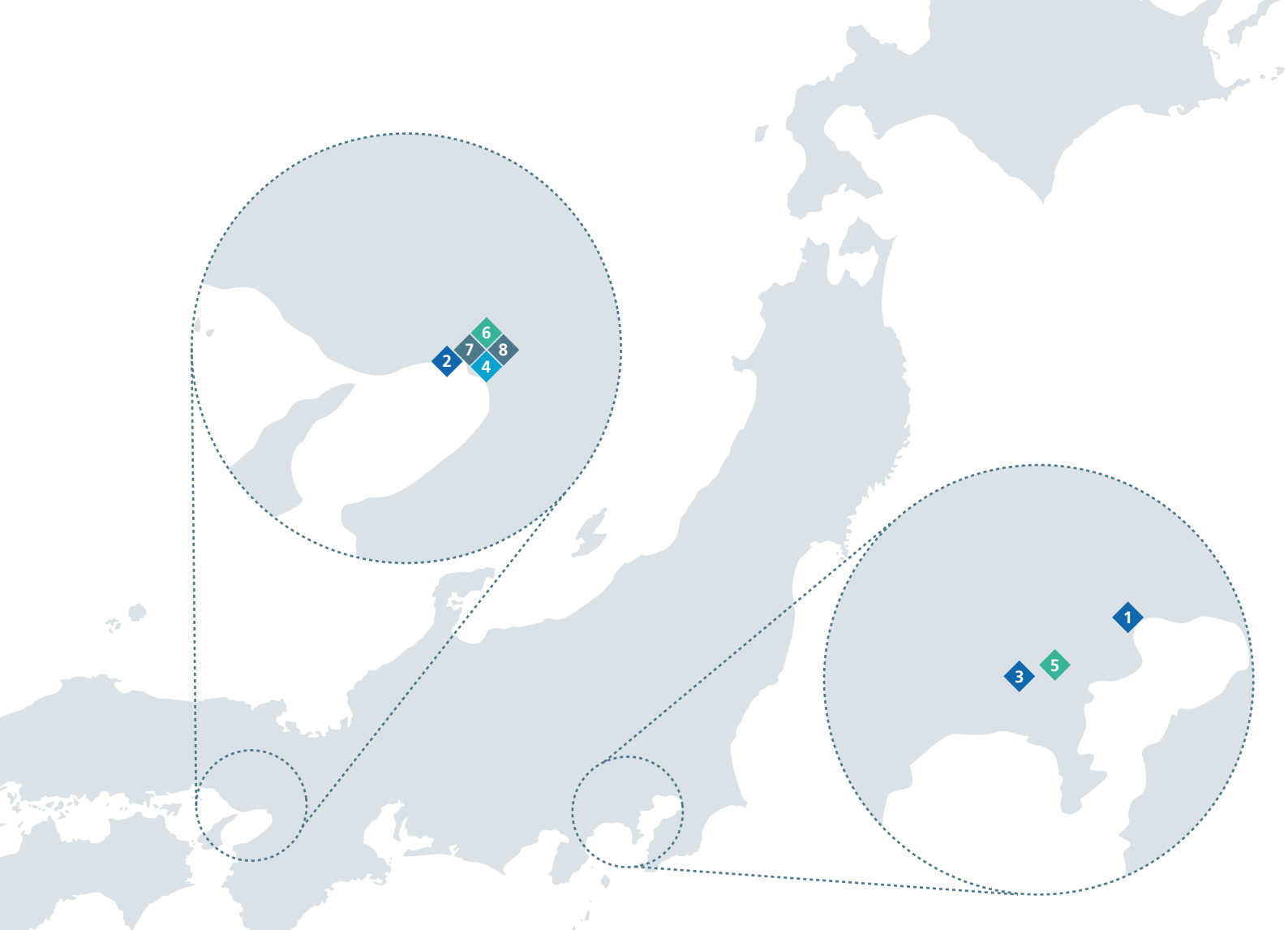
Yamamura Plastic Products Co., Ltd.

Major business fields:

Manufacturing of plastic caps for beverages

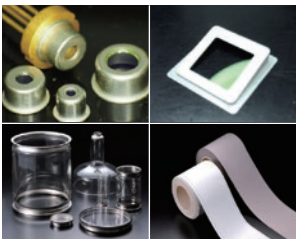
Specializing in the manufacture and handling of Yamamura Group plastic caps, Yamamura Plastic Products Co., Ltd. was established in 2019 as the successor of the plastic business of Yamamura Warehouse Co., Ltd.

Through mass production of high-quality PET bottle caps, Yamamura Plastic Products aims to both contribute to the overall beverage industry and to further development of the Yamamura Group.



New Glass Affiliated Companies

Logistics Affiliated Companies



5

Yamamura Photonics Co., Ltd.

Major business fields:

Manufacture and sale both of glass parts for electrical and electronic equipment and of LTCC substrate materials

Yamamura Photonics Co., Ltd. utilizes glass material and glass-to-metal seal technologies as a basis for developing businesses in the three fields of glass, optoelectronics, and glass ceramics.

Based on the keywords of "Optics and Electronics," the company is committed to achieving a more sustainable society through the development and production of unique electronic components.



6

YTF Co., Ltd.

Major business fields:

Manufacture and sales of functional fillers for semiconductors and electronic parts

Established in 2018 as a joint venture with Tochu Co., Ltd., YTF Co., Ltd. develops, manufactures, and sells functional inorganic fillers for semiconductors and electronic parts by combining Tochu's silica sand refining techniques with the pulverization processing techniques of Yamamura's New Glass Company.

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.



7

Yamamura Warehouse Co., Ltd.

Major business fields:

Contract manufacturing, transport, storage and yard operations

Founded in 1967, Yamamura Warehouse Co., Ltd. was spun off as a new Yamamura Warehouse in 2015 to specialize in the Yamamura Group's internal operations. The company undertakes various work from the headquarters and affiliated companies, including on-site work such as manufacturing, storage, and shipping for each of the Nihon Yamamura Glass companies and the Research and Development Center. In this way, Yamamura Warehouse provides total support for the Yamamura Group.



8

Yamamura Logistics Co., Ltd.

Major business fields:

Foodstuff logistics services, storage, transport, security/receivership and personnel dispatch

Yamamura Logistics Co., Ltd. deploys 3PL (Third-party Logistics) to propose logistics improvements to customers and to take charge of comprehensive logistics services. The company also provides true services that satisfy customers by maintaining reliable, safe, and stable quality in all areas, including transportation, warehouse management tasks, security and administration, and personnel dispatch.



GLOBAL NETWORK

Globalization of Business Area

The Yamamura Group is dedicated to extending its business area through expansion of overseas bases. We also proactively engage in technological support and joint development, enhancing our comprehensive strength as a global corporation.

Glass Bottle Affiliated Companies



1 China

Yamamura Glass Qinhuangdao Co., Ltd. (YGQ)

Major business fields:
Manufacture and sale of glass bottles

Originally established in 1958 to manufacture glass bottles, 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.



2 USA

Arglass Yamamura, LLC

Major business fields:
Manufacture and sale of glass bottles

Established in 2019 as a joint investment with Cambium Arglass, LLC in the USA, Arglass Yamamura, LLC is constructing a production factory in Valdosta, Georgia, through its subsidiary Arglass Yamamura SE, LLC with an aim to start operations at the end of 2020. Founded on the basic principles of flexibility, efficiency, and sustainability, Arglass Yamamura plans to manufacture and sell high-quality glass bottles made using the latest technology and equipment for handling small lots of a wide variety of products.

Plastics Affiliated Companies



3 China

Zhancheng (Suzhou) Plastic Co., Ltd.

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. Zhancheng (Suzhou) Plastic produces plastic beverage caps for sale primarily in China as well as South Korea, Taiwan, and Southeast Asia. Sales of TEN caps are excellent, with the focus on product development increasing the number of new products.



4 Indonesia

PT. Yamamura Utama Indoplas

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 Japanese-affiliated companies, and Indonesian companies, and sales in Southeast Asia and China. Moving forward, the company will engage further in local product development.



San Miguel Yamamura Packaging Group

9 Philippines

San Miguel Yamamura Packaging Corporation

Major business fields: Manufacture and sale of glass bottles and other packaging containers

San Miguel Yamamura Packaging was established as a joint venture between the Philippine conglomerate San Miguel Corporation and Nihon Yamamura Glass. The company sells a wide variety of packaging containers, including glass bottles, mainly in the Philippines but also across the globe through manufacturing and sales bases in Australia, New Zealand, Malaysia, Vietnam, and China. In addition to selling bottles, corks, and other products in Australia, San Miguel Yamamura Packaging is actively expanding its business domain by filling, exporting, and directly selling wine. San Miguel Yamamura Asia, which was established in 1991 as Nihon Yamamura Glass' first overseas glass bottle manufacturing and sales base, was integrated with San Miguel Yamamura Packaging in March 2020 to create greater synergy with the expanding packaging business and is now the company's main factory.



10 British Virgin Islands

San Miguel Yamamura Packaging International Ltd.

New Glass Affiliated Companies

Trading Companies



5 Taiwan

Yamamura Kinik Optical Co., Ltd.

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 as a joint venture with Kinik Company. The company manufactures and sells aspherical glass lens products that focus or collimate light from lasers or other sources. These products are used for optical communications, projectors, detectors, and various other applications. Optical communication applications in particular are expected to grow significantly in the future due to the increased needs for high-speed, large-capacity, low-latency, and multiple connections that come with the spread of 5G technology.



6 China

Yamamura International (Shanghai) Co., Ltd.

Major business fields: Trading of glass bottles, PET bottle caps, mechanical equipment, new glass, glass parts for optical communications, general packaging materials, wine and food products.

Yamamura International (Shanghai) Co., Ltd. was 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 Chinese market with sales to both Japanese-affiliated and local companies, and to companies in other countries as well.



7 USA

Yamamura International California, Inc.

Major business fields: Yamamura Group customer services for the USA

Yamamura International California coordinates with YGQ to promptly respond to customers' requests regarding YGQ glass bottle exports to the USA. The company also coordinates with other Yamamura Group companies with the aim of expanding sales of glass bottles beyond the main target of wine to the spirits and sake markets in the USA.

In February 2019, Yamamura International California moved its offices from Napa to Walnut Creek.



8 Thailand

Yamamura International (Thailand) Co., Ltd.

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

A trading company jointly established in 2009 with the 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.

Network

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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- **Tokyo Sales Department** 20F, Shinjuku Green Tower Building, 6-14-1, Nishi-Shinjuku, Shinjuku-ku, Tokyo 160-0023
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- **Tokyo Plant** 3-45, Oyama-cho, Midori-ku, Sagamihara, Kanagawa 252-0146
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- **Saitama Plant** 611-10, Shimobayashi, Miizugahara, Kumagaya, Saitama 360-8558
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- **Harima Plant** 5, Nijijima, Harima-cho, Kako-gun, Hyogo 675-0155
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New Glass Company

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- **Naruohama Plant** 2-1-18, Naruohama, Nishinomiya, Hyogo 663-8142
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Research and Development Center

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Glass Studio Yamamura

Sakagura Dori Rengakan, 4-28, Yogai-cho, Nishinomiya, Hyogo 662-0921

Tel: +81-798-32-2556 Fax: +81-798-32-2557

Affiliated Companies

- **Yamamura Warehouse Co., Ltd.** 15-1, Nishimukojima-cho, Amagasaki, Hyogo 660-0857
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- **Yamamura Logistics Co., Ltd.** 15-1 Nishimukojima-cho 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
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- **YTF Co., Ltd.** 111, Nishimukojima-cho, Amagasaki, Hyogo 660-0857
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- **Yamamura Plastic Products Co.,Ltd.** 15-1, Nishimukojima-cho, Amagasaki, Hyogo 660-0857
Tel: +81-6-4300-6310 Fax: +81-6-4300-6388

Overseas Affiliated Companies

- **Yamamura Glass Qinhuangdao Co., Ltd. (YGQ) (China)**
Qinqing Road, Duzhuang Country, Haigang District, Qinhuangdao, Hebei, China
Tel: +86-335-6085521
- **Zhancheng (Suzhou) Plastic Co., Ltd. (China)**
No.80, Zhenghe Road (East), Economic Development Zone, Taicang, Jiangsu 215400, China
Tel: +86-512-8160-2158 Fax: +86-512-5357-2665
- **PT. Yamamura Utama Indoplas (Indonesia)**
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