



Q4 FYE2024 Consolidated Financial Results Earnings Announcement

(Fiscal year ended March, 2024)

May 13, 2024
Tokyo, Japan

The Gas Professionals

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● Financial information

NSHD’s financial statements are prepared in accordance with international Financial Reporting Standards (“IFRS”).

Notes

● Analysis of Operating Results (Reasons for change in Revenue and Segment Operating Income)

In the supplementary materials to the financial statements of NSHD, starting from the fiscal year ending March 31, 2022, NSHD will describe the status of the business results of NSHD group on a quarterly consolidated accounting period basis, as well as its recognition and analysis of the status of the business results of NSHD group from management's perspective. Please note that Segment Operating Income is based on Core Operating Income.

● The following table shows Revenue, Operating income, and the effect of Forex rate changes on Revenue and Operating Income.

The impact of Forex rate fluctuation is calculated by applying the average rate for the period under review to the period under review (the current period and the previous period). These disclosures are not in accordance with International Financial Reporting Standards (IFRS). However, we believe that these disclosures are useful analytical information for investors to understand the business conditions of the Group.

<Forex rates>

		Average Forex rates									(Reference) Currency sensitivity as rough indication		
		FYE2023				FYE2024				FYE2025	Impact of devaluation by 1 JPY (Full-term basis)		
Unit : JPY Currency	Q1 (Apr.-Jun.)	1st Half (Apr.-Sep.)	9M (Apr.-Dec.)	Full-term (Apr.-Mar.)	Q1 (Apr.-Jun.)	1st Half (Apr.-Sep.)	9M (Apr.-Dec.)	Full-term (Apr.-Mar.)	Full-term Assumption (Apr.-Mar.)	Unit : ¥ bn.	Revenue	Core Operating Income	
USD	131.25	135.30	136.85	136.00	139.63	142.61	143.78	145.31	145.31	USD	+2.4	+0.35	
EUR	138.75	139.14	140.83	141.62	151.89	154.81	156.24	157.72	157.72	EUR	+1.9	+0.35	
SGD	94.97	97.12	98.61	99.05	103.66	105.79	106.90	108.03	108.03				
AUD	92.52	93.51	93.16	92.67	91.94	93.44	94.47	95.32	95.32				
CNY	19.71	19.91	19.81	19.71	19.67	19.87	20.01	20.20	20.20				

● Presentation of overall business performance and segment performance

The amounts shown are after offsetting and elimination of inter-segment transactions and do not include consumption tax etc. Notes that from Q3 FYE2023, the reportable segment names simplified, but the scope of segment aggregation didn't change.

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Appendix

1. Strategic overview

Key Highlights

- ✓ Perform functions of **Industries' infrastructure**
- ✓ **Utilize** Stakeholder communications with **Management**
- ✓ **Contribute** to the **Electronics** industry development
- ✓ Pursue **operational excellence**, work hard, encourage and motivate globalization **among our segments**
- ✓ **Core Operating Income** exceeded the target of the NS Vision 2026

Our Medium-term Management plan (MTP):

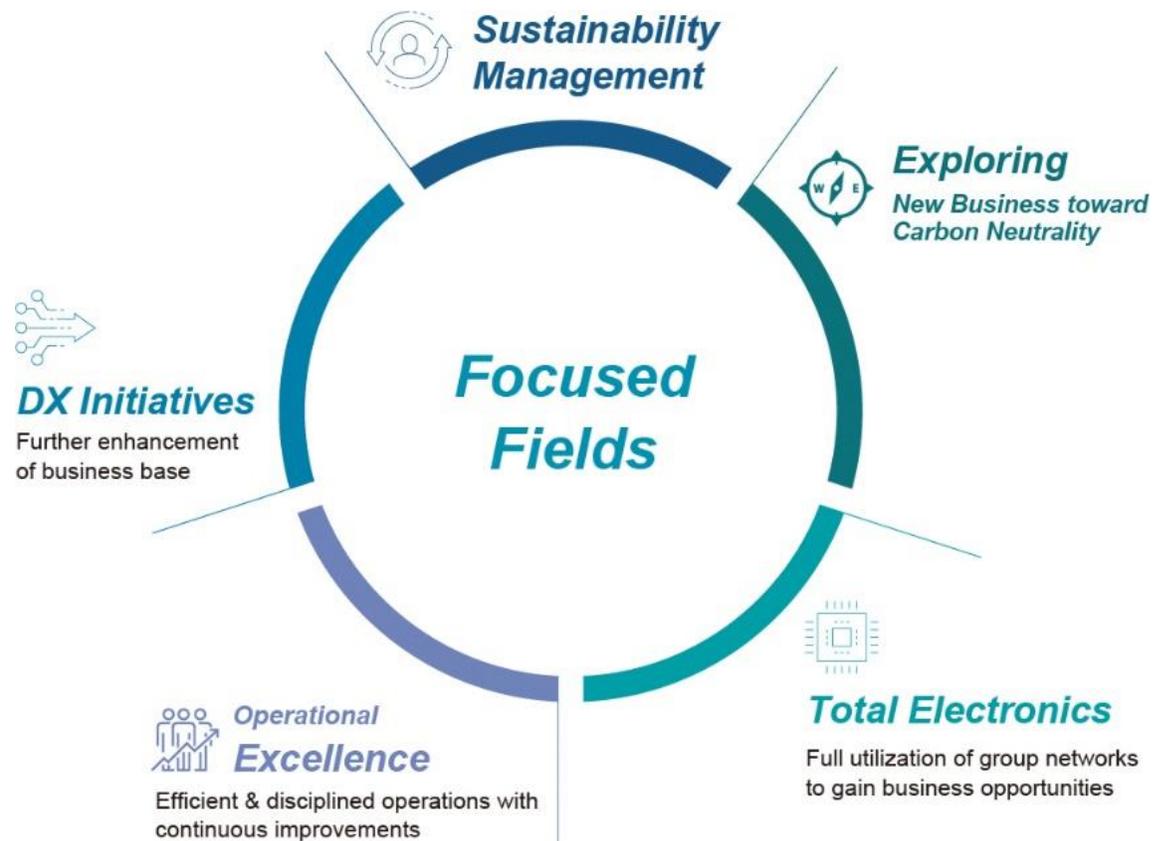
NS Vision 2026 | Enabling the Future

Group Philosophy

Proactive. Innovative. Collaborative.
Making life better through gas technology.
The Gas Professionals

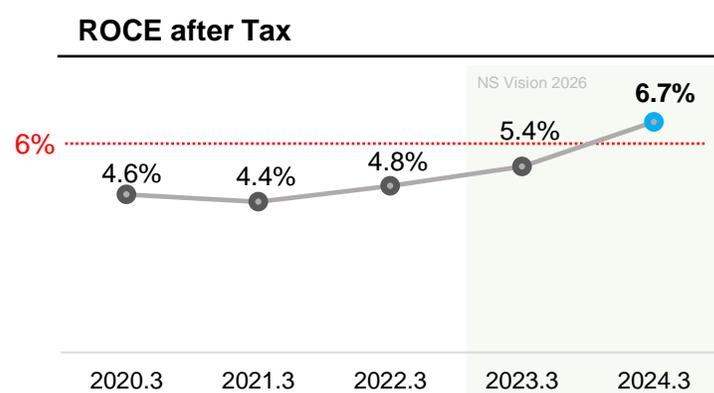
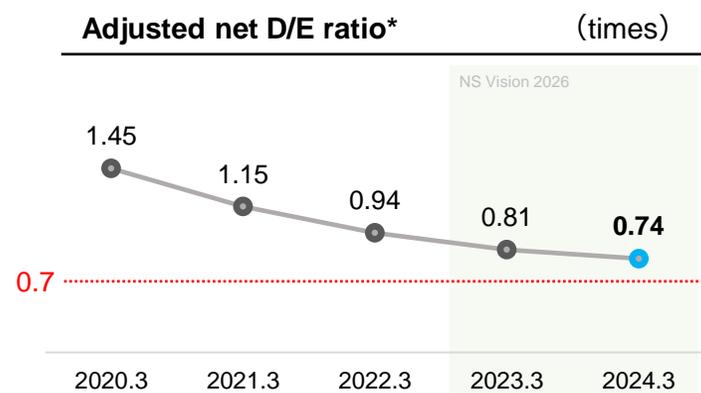
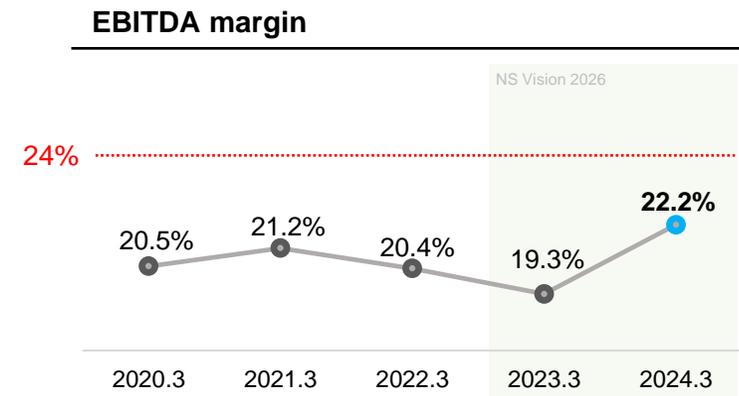
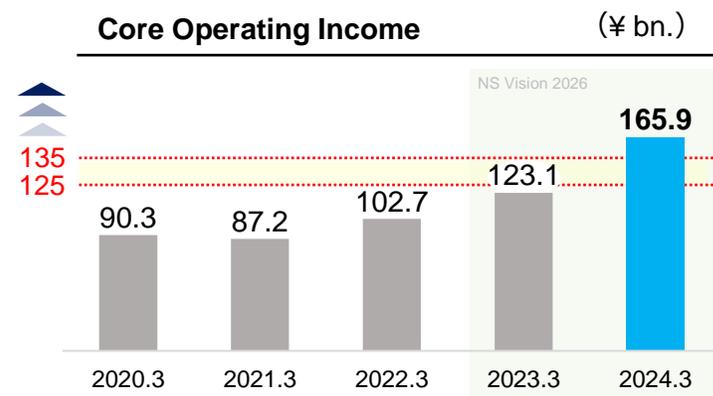
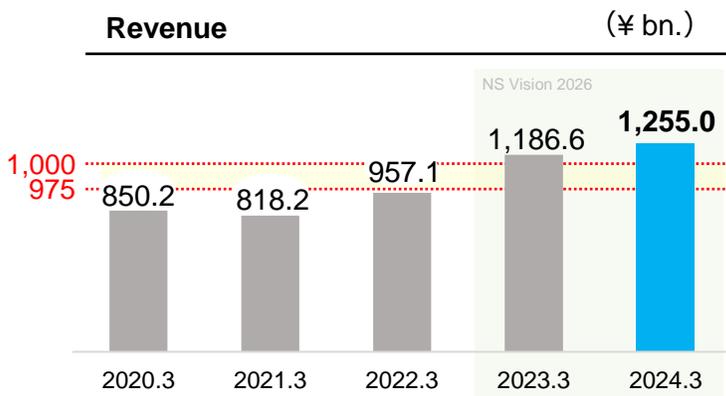
Group Vision

We aim to create social value through innovative gas solutions that increase industrial productivity, enhance human well-being and contribute to a more sustainable future.



Financial KPI Progress: Progress exceeding plan

We will target COI growth that exceeds GDP growth rate of each region through initiatives in our Focused Fields, while at the same time focusing on driving the quality of earnings to higher levels.



Medium-term Management plan
NS Vision 2026 planned figure
 (Targets set in Apr 2022, with planned figures for FYE2026)
 Exchange Assumption **USD** : ¥115
EUR : ¥125

Due to the uncertainty in the global economy, revenue and core operating income are shown in range.

*Adjusted Net D/E Ratio: an indicator of safety (financial soundness) calculated in consideration of this part due to 50% of the amount raised by Hybrid Finance being permitted as "Equity" by rating agencies.

Non-Financial KPI Progress: Making steady progress

In line with the focused field of "Sustainability Management," we are progressing toward achieving the end year MTP targets. In July 2023, we established a Sustainable Development Committee (Head: NSHD CSO) to strengthen group collaboration.

<Non-Financial KPI>				First-Year Results (FYE2023) Released in Sep 2023	NS Vision 2026 Final-Year Targets (FYE2026)
Segment	Non-Financial Programs	Initiative	Non-Financial KPI		
Environment	CNP I Carbon Neutral Program I	Reduce the Group's GHG emissions	Reduction rate of GHG emissions*1	12.3%	18%
	CNP II Carbon Neutral Program II	Reduce customer GHG emissions through environmental product offerings and applications	Lower customer GHG emissions	7,308 > 5,868 K t-CO ₂ e	Lower customer GHG emissions through environmental product offerings and applications > NSHD Group GHG emissions
Social	SFP Safety First Program	Reduction in lost time injury rate	Lost time injury rate ^{*2}	1.56	≤ 1.6
	TDP Talent Diversity Program	Utilization of diverse talent	Rate of female employees	19.9%	≥ 22%
Rate of female management posts			14.5%	≥ 18%	
Governance	CPP Compliance Penetration Program	Compliance education and enforcement	Rate of receiving compliance training	99.7%	100%

Selected for the first time for inclusion in the following ESG indices (2023)

ESG score improved

● MSCI ESG Score: **BBB** (as of Apr. 2023)

ESG indices adopted by GPIF
Theme index (Social)
MSCI Japan Empowering Women (WIN) Select Index

● FTSE ESG Score: **3.5** (as of Jun. 2023)

ESG indices adopted by GPIF
Composite index
FTSE Blossom Japan Index

Composite index
FTSE4Good Index Series

In addition to the above, we are also involved in the Zero Waste Program (ZWP) for waste reduction, the Sustainable Water Program (SWP) for effective use of water resources, and the Quality Reliability Program (QRP) to improve quality and reliability. Together, we call them our "Eight Non-Financial Programs."

*1 Reduction targets for a fiscal year are set regarding the base year of FYE2019, with figures adjusted to reflect the acquisition of the European industrial gases business.

*2 This is an indicator that represents the frequency of occupational accidents. It is calculated as the number of employees injured in accidents that resulted in lost work time, divided by the total number of work hours, multiplied by one million hours.

Total Electronics: Present status

In line with the Focused Field of "Total Electronics," we continue to successfully expand our semiconductor market. During the FYE2024, electronics accounted for 17% of group revenue; Japan segment accounting for approx. 30% and the A&O segment approx. 40% of segment revenue respectively.

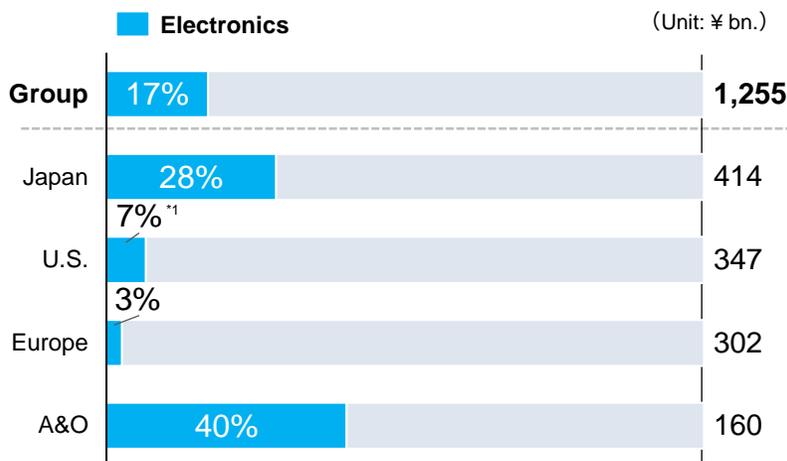
Electronics revenue declined by 2% compared to FYE2023; however, customers' CAPEX has increased along with capacity utilization. This will enable growth acceleration in FYE2025 and beyond.

Breakdown of the Revenue components (results for FYE2024 full-term)

A&O: Asia & Oceania

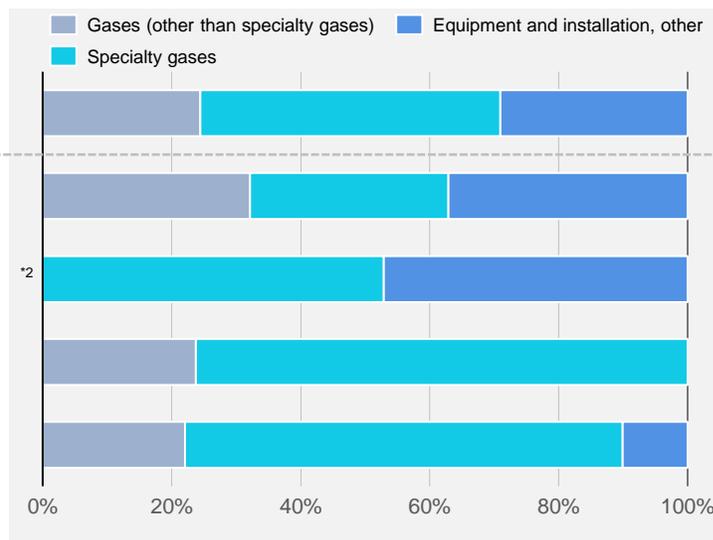
Composition for electronics industry

Segment revenues broken down by Customer industry



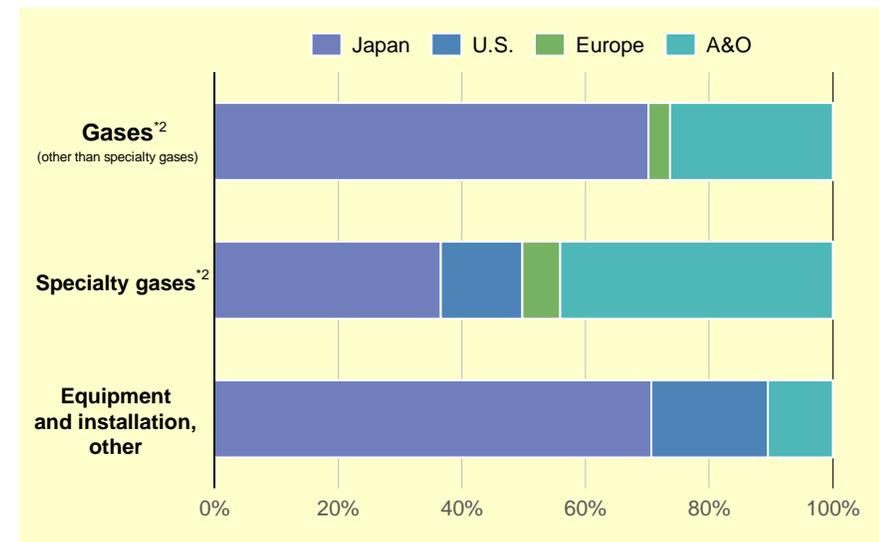
(Breakdown) Product Composition by Segment

Electronics industry revenues broken down by product



(Breakdown) Segment Composition by Product

Breakdown of Product revenue by Segment



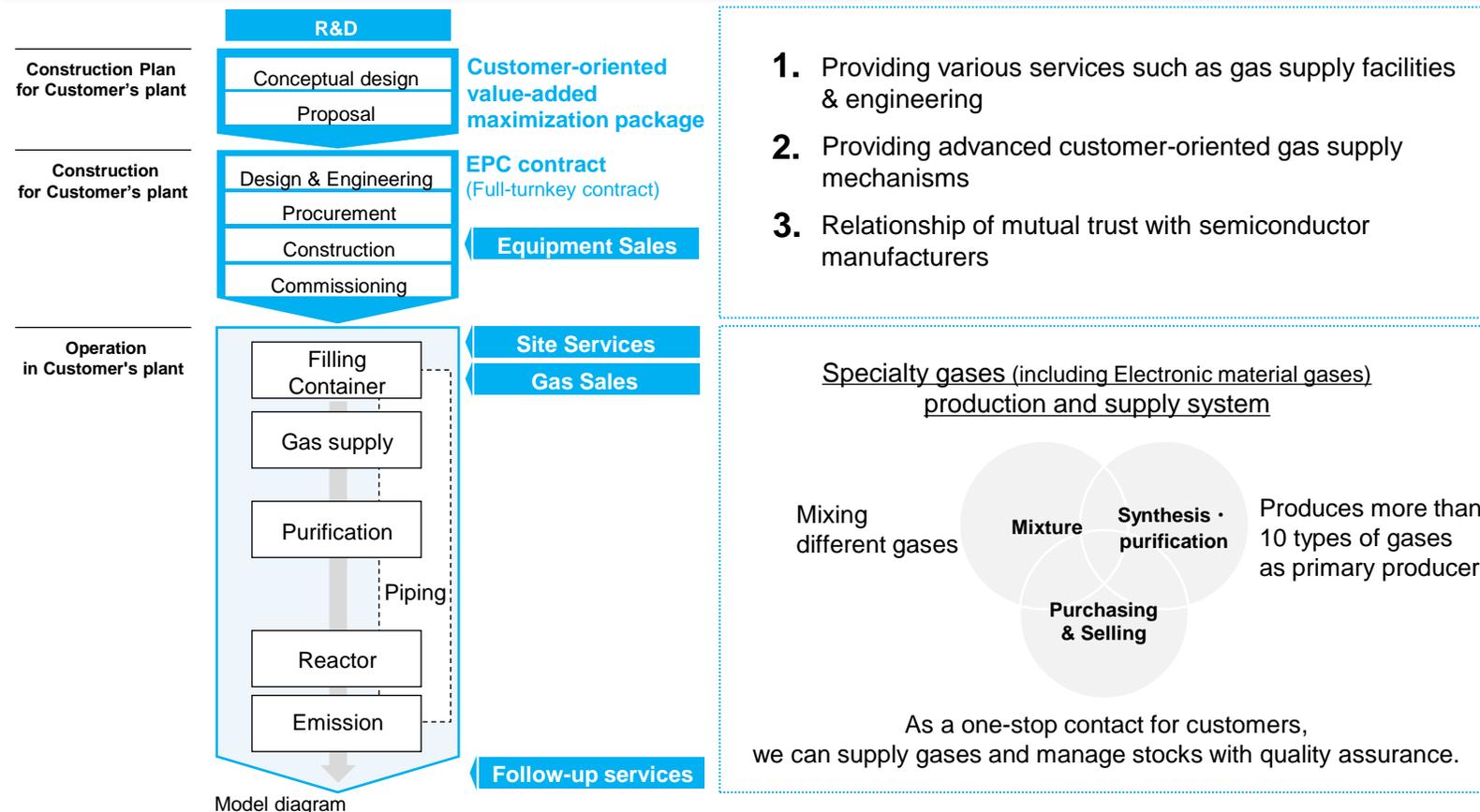
*1 Due to aggregation criteria, a portion of "Gases (other than specialty gases)" for electronics customers in the U.S. is classified in the "Others" category.

*2 Due to aggregation criteria, "Gas (other than specialty gases)" is not shown because all gases of the electronics business in the U.S. are classified as "Specialty gases".

Total Electronics: Further growth in the future

Aggressively propose Total Gas Services in East Asia, U.S., Europe, and aim to win new projects, backed and supported by 40 years of intimate electronics business knowledge.

■ Role the Group can execute (value added by our group)

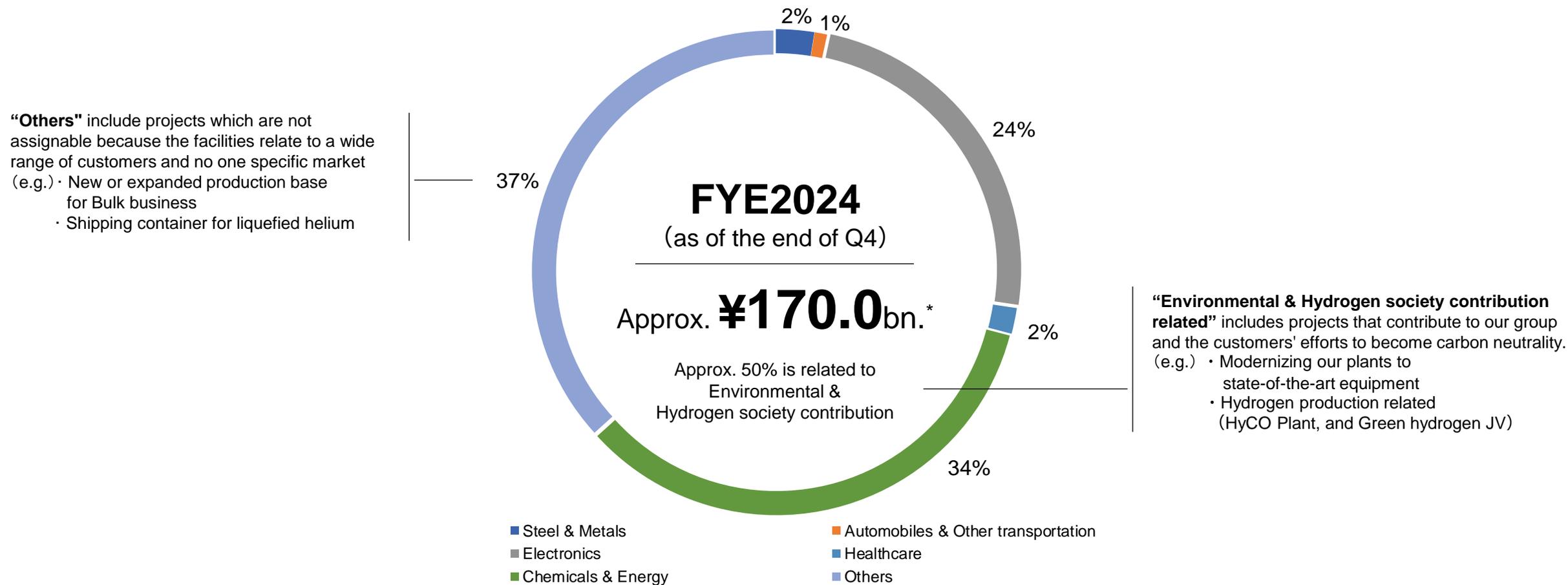


Investment in manufacturing capacity expansion in key regions (actual)

Project Summary	Doubling the production capacity of Diborane (Chemical formula B_2H_6) (Announced in Nov. 2021)
Investment Objective	Strengthening Global Supply Network
Product Applications	As an essential material for manufacturing semiconductors
Contribution period	
Segment (region)	Sales start date
Japan	Jul. 2023
A&O	Korea Feb. 2023
	China Feb. 2025 (planned)

Key CAPEX for our sustainable growth

Significant investment opportunities; diversified capital portfolio; aligned with our NS Vision 2026.



Note that the above is an aggregation of investments that have been approved by the Board of Directors of each our group company, but have not yet been placed in service.

The size of each project is over approx. ¥500mn., \$4mn. or €4mn.

* Converted to JPY using the average exchange rate for the Q4 of the FYE2024, as shown in the Notes (Please see p.3).

2. Q4 FYE2024

Business performance

-1. Q4 performance (Jan. - Mar.)

Consolidated results

	FYE2023	FYE2024	YoY		% Change exc. FX
	Q4 (Jan.-Mar.)	Q4 (Jan.-Mar.)	Difference	% Change	
(Unit: ¥ bn.)					
Revenue	313.6	326.4	+12.8	+4.1%	-2.7%
Core operating income	35.5	41.2	+5.7	+16.0%	+7.2%
Core OI margin	11.3%	12.7%			
Non-recurring profit and loss	-0.4	6.5	+6.9		
Operating income (IFRS)	35.1	47.8	+12.7	+36.2%	
OI margin	11.2%	14.7%			
EBITDA margin	19.9%	21.7%			
Finance costs	-4.3	-5.3	-1.0		
Income before income taxes	30.7	42.4	+11.7	+38.2%	
Income tax expenses	9.1	9.1	-0.0		
Net income	21.5	33.3	+11.8	+54.5%	
(Attribution of net income)					
Net income attributable to owners of the parent	20.6	32.5	+11.9	+57.2%	
NI margin	6.6%	10.0%			
Net income attributable to non-controlling interests	0.8	0.7	-0.1		

Japan

(Unit: ¥ bn.)	FYE2023	FYE2024	Difference	YoY	% Change exc. FX
	Q4 (Jan.- Mar.)	Q4 (Jan.- Mar.)		% Change	
Revenue	119.9	108.8	-11.1	-9.2%	-9.4%
Segment income	11.5	9.7	-1.8	-15.7%	-16.0%
Segment OI margin	9.6%	8.9%			
EBITDA margin	13.7%	13.1%			

YoY Factors for increase/decrease in this quarterly period and other comment

- Lower shipment volumes of core products such as packaged and bulk of air separation gases, and LP gas.
- Sales price revisions and effective price management.
- Shipment volumes of electronic material gases were soft.
- In equipment and installation, revenue increased in Industrial Gases-related but decreased in Electronics-related.
- Decrease in revenue due to conversion from on-site production facility to a joint operation entity (June 30, 2023).
- Decrease in revenue due to the deconsolidation of a subsidiary responsible for residential-use LP gas business (January 1, 2024).

United States

(Unit: ¥ bn.)	FYE2023	FYE2024	Difference	YoY	% Change exc. FX
	Q4 (Jan.- Mar.)	Q4 (Jan.- Mar.)		% Change	
Revenue	79.4	89.8	+10.4	+13.1%	+0.8%
Segment income	10.9	14.1	+3.2	+28.7%	+15.2%
Segment OI margin	13.8%	15.7%			
EBITDA margin	26.4%	28.1%			

YoY Factors for increase/decrease in this quarterly period and other comment

- Higher shipment volumes of core products such as air separation gases.
- Sales price revisions, effective price management, and productivity initiatives.
- In equipment and installation, the revenue decreased in Industrial Gas-related but increased in Electronics-related.

Europe

(Unit: ¥ bn.)	FYE2023	FYE2024	Difference	YoY	
	Q4 (Jan.- Mar.)	Q4 (Jan.- Mar.)		% Change	% Change <i>exc. FX</i>
Revenue	69.5	79.3	+9.8	+14.0%	+1.3%
Segment income	9.5	13.6	+4.1	+43.3%	+26.7%
Segment OI margin	13.7%	17.2%			
EBITDA margin	27.0%	30.5%			

YoY Factors for increase/decrease in this quarterly period and other comment

- Slightly lower shipment volumes of core products such as packaged and bulk of air separation gases.
- Sales price revisions, effective price management, productivity and cost reduction efforts.
- In equipment and installation, revenue was flat.

Asia & Oceania

(Unit: ¥ bn.)	FYE2023	FYE2024	Difference	YoY	
	Q4 (Jan.- Mar.)	Q4 (Jan.- Mar.)		% Change	% Change <i>exc. FX</i>
Revenue	37.0	40.8	+3.8	+10.0%	+1.7%
Segment income	3.1	3.2	+0.1	+4.5%	-3.6%
Segment OI margin	8.5%	8.0%			
EBITDA margin	14.8%	14.7%			

YoY Factors for increase/decrease in this quarterly period and other comment

- Lower shipment volumes of core products such as packaged and bulk of air separation gases.
- Sales price revisions and effective price management.
- In LP gas, of which a large portion of sales are in the Australia region, sales volumes increased.
- Revenue of electronic material gases in East Asia decreased sharply.

Thermos

(Unit: ¥ bn.)	FYE2023	FYE2024	Difference	YoY	
	Q4 (Jan.- Mar.)	Q4 (Jan.- Mar.)		% Change	% Change <i>exc. FX</i>
Revenue	7.5	7.6	+0.1	+0.7%	-0.3%
Segment income	1.5	1.2	-0.3	-20.5%	-22.8%
Segment OI margin	20.5%	16.2%			
EBITDA margin	25.5%	21.6%			

YoY Factors for increase/decrease in this quarterly period and other comment

- In Japan, revenue from vacuum-insulated bottles for Sports was firm.
- Overseas, revenue from Korean sales companies and Asian production plants was flat, but sales conditions at equity-method affiliates were soft.
- Production costs increased mainly due to the weak JPY.

2. Q4 FYE2024

Business performance

-2. Full-term Cumulative performance

Consolidated results

	FYE2023 Full-term	FYE2024 Full-term	YoY		% Change exc. FX
			Difference	% Change	
(Unit: ¥ bn.)					
Revenue	1,186.6	1,255.0	+68.4	+5.8%	+0.7%
Core operating income	123.1	165.9	+42.8	+34.8%	+27.0%
Core OI margin	10.4%	13.2%			
Non-recurring profit and loss	-3.5	6.0	+9.5		
Operating income (IFRS)	119.5	172.0	+52.5	+43.9%	
OI margin	10.1%	13.7%			
EBITDA margin	19.3%	22.2%			
Finance costs	-14.0	-21.3	-7.3		
Income before income taxes	105.5	150.7	+45.2	+42.9%	
Income tax expenses	29.5	41.3	+11.8		
Net income	75.9	109.3	+33.4	+44.0%	
(Attribution of net income)					
Net income attributable to owners of the parent	73.0	105.9	+32.9	+44.9%	
NI margin	6.2%	8.4%			
Net income attributable to non-controlling interests	2.8	3.4	+0.6		
Forex (Unit: JPY)	USD	136.00	145.31		
(average rate during the period)	EUR	141.62	157.72		
	AUD	92.67	95.32		

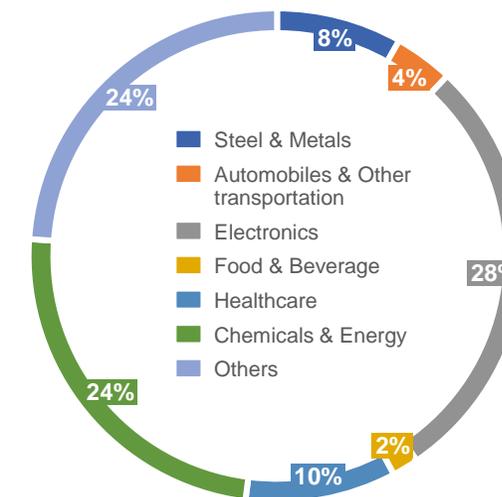


Japan

	FYE2023	FYE2024	Difference	YoY	% Change <i>exc. FX</i>
	Full-term	Full-term		% Change	
(Unit: ¥ bn.)					
Revenue	420.4	414.3	-6.1	-1.4%	-1.5%
Segment income	31.6	42.9	+11.3	+35.7%	+35.3%
Segment OI margin	7.5%	10.4%			
EBITDA margin	12.1%	14.8%			

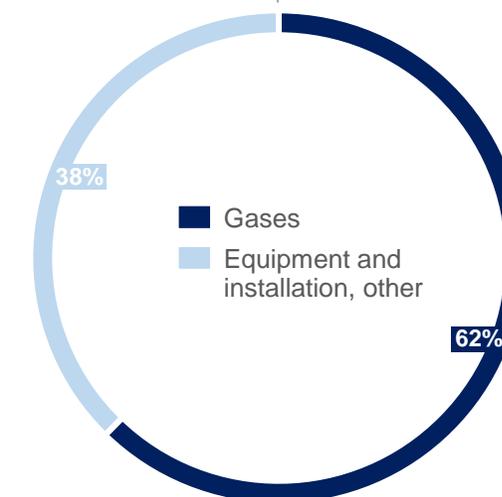
By Industry

Cumulative period basis



By Product

Cumulative period basis

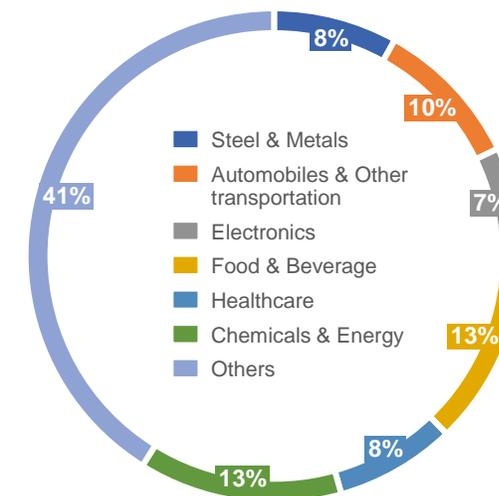


United States

(Unit: ¥ bn.)	FYE2023	FYE2024	Difference	YoY	% Change <i>exc. FX</i>
	Full-term	Full-term		% Change	
Revenue	303.0	347.0	+44.0	+14.5%	+7.2%
Segment income	37.0	50.0	+13.0	+34.9%	+26.0%
Segment OI margin	12.2%	14.4%			
EBITDA margin	25.7%	26.9%			

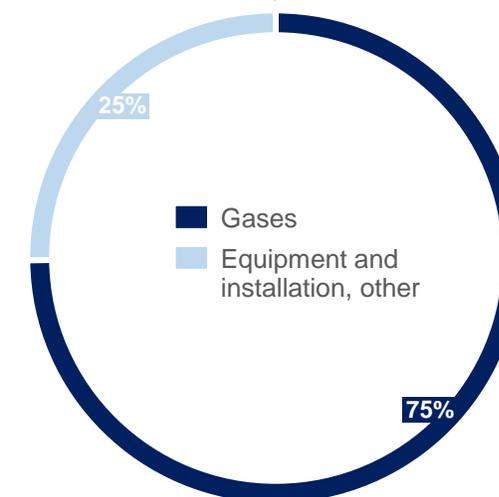
By Industry

Cumulative period basis



By Product

Cumulative period basis

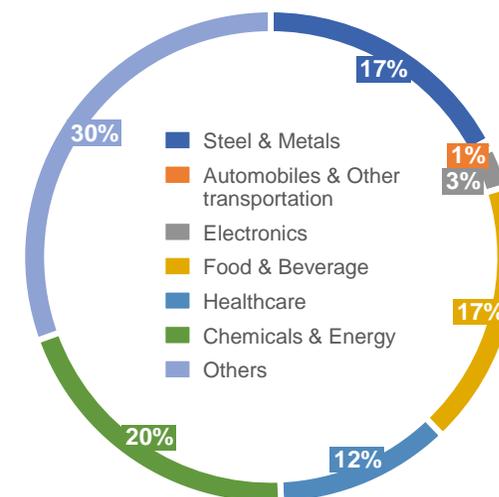


Europe

(Unit: ¥ bn.)	FYE2023	FYE2024	YoY		
	Full-term	Full-term	Difference	% Change	% Change <i>exc. FX</i>
Revenue	272.8	302.4	+29.6	+10.8%	-0.5%
Segment income	34.9	53.2	+18.3	+52.6%	+36.7%
Segment OI margin	12.8%	17.6%			
EBITDA margin	25.6%	30.5%			

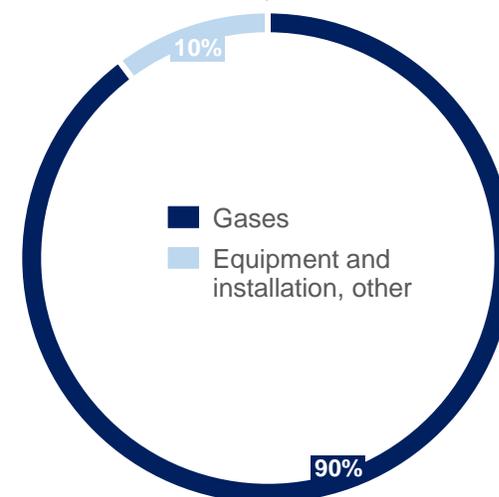
By Industry

Cumulative period basis



By Product

Cumulative period basis

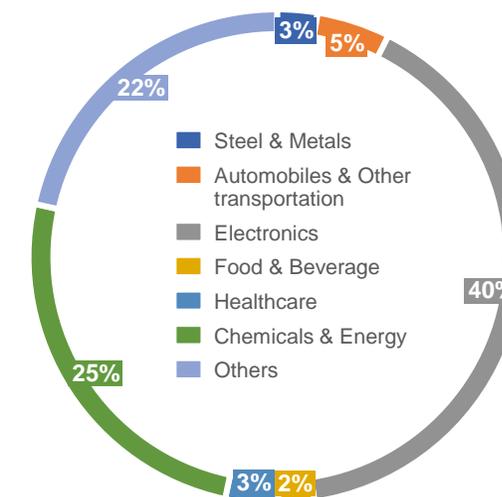


Asia & Oceania

(Unit: ¥ bn.)	FYE2023	FYE2024	Difference	YoY	% Change <i>exc. FX</i>
	Full-term	Full-term		% Change	
Revenue	159.9	160.3	+0.4	+0.2%	-4.3%
Segment income	15.4	15.9	+0.5	+3.1%	-0.7%
Segment OI margin	9.7%	9.9%			
EBITDA margin	15.5%	16.4%			

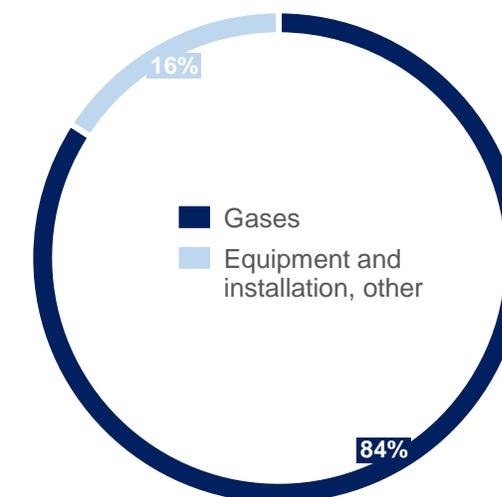
By Industry

Cumulative period basis



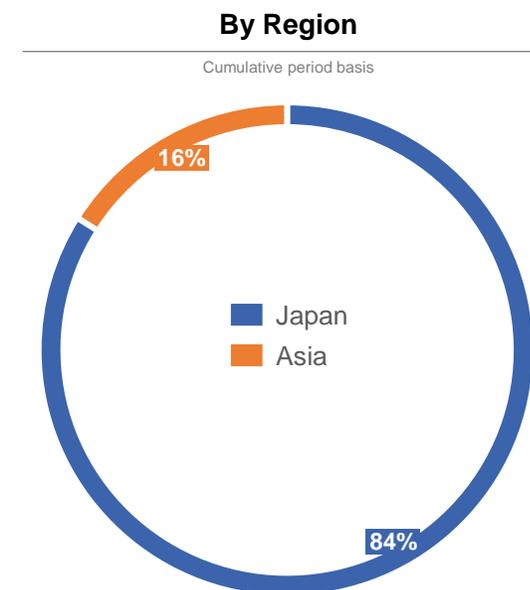
By Product

Cumulative period basis



Thermos

(Unit: ¥ bn.)	FYE2023	FYE2024	Difference	YoY	% Change <i>exc. FX</i>
	Ful-term	Full-term		% Change	
Revenue	30.1	30.7	+0.6	+1.9%	+1.1%
Segment income	6.0	5.5	-0.5	-7.6%	-10.2%
Segment OI margin	19.9%	18.1%			
EBITDA margin	24.8%	23.2%			



3. FYE2025 Full-term Forecast

Consolidated forecast

	FYE2024	FYE2025	YoY	
	Full-term	Full-term forecast	Difference	% Change
(Unit: ¥ bn.)		(Announced on May 13, 2024)		
Revenue	1,255.0	1,300.0	+45.0	+3.6%
Core operating income	165.9	177.0	+11.1	+6.6%
Core OI margin	13.2%	13.6%		
Non-recurring profit and loss	6.0	0.0	-6.0	
Operating income (IFRS)	172.0	177.0	+5.0	+2.9%
OI margin	13.7%	13.6%		
EBITDA margin	22.2%	22.4%		
Finance costs	-21.3	-23.0	-1.7	
Income before income taxes	150.7	154.0	+3.3	+2.2%
Income tax expenses	41.3	46.0	+4.7	
Net income	109.3	108.0	-1.3	-1.2%
(Attribution of net income)				
Net income attributable to owners of the parent	105.9	105.0	-0.9	-0.9%
NI margin	8.4%	8.1%		
Net income attributable to non-controlling interests	3.4	3.0	-0.4	
Forex (Unit: JPY)				
USD	145.31	145.31		
(average rate during the period)				
EUR	157.72	157.72		
AUD	95.32	95.32		

The Gas Professionals

Q&A Session



President CEO

Toshihiko Hamada



Senior Executive Officer,
Group Finance &
Accounting Office,
and CFO

Alan Draper



Senior Executive Officer,
Group Corporate Planning
Office

Tsutomu Moroishi



Senior Executive Officer,
Group Sustainability
Management Office,
and CSO
(Chief Sustainability Officer)

Takeshi Miki



General Manager,
Investor relations,
Group Finance &
Accounting Office

Keita Kajiyama



General Manager,
Accounting,
Group Finance &
Accounting Office

Takashi Yoshida

Appendix

Corporate Information

(As of March 31, 2024)

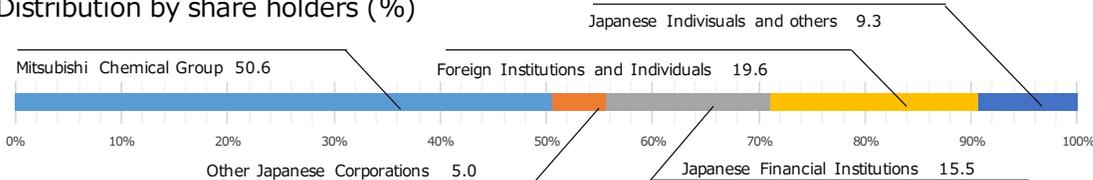
Company Name	Nippon Sanso Holdings Corporation
Founded	October 30, 1910
Headquarters	1-3-26 Koyama Shinagawa-ku, Tokyo 142-0062, Japan
TEL	81-3-5788-8500
	President CEO
Representative	Toshihiko Hamada
Common stock	37.3 billion yen

Stock information

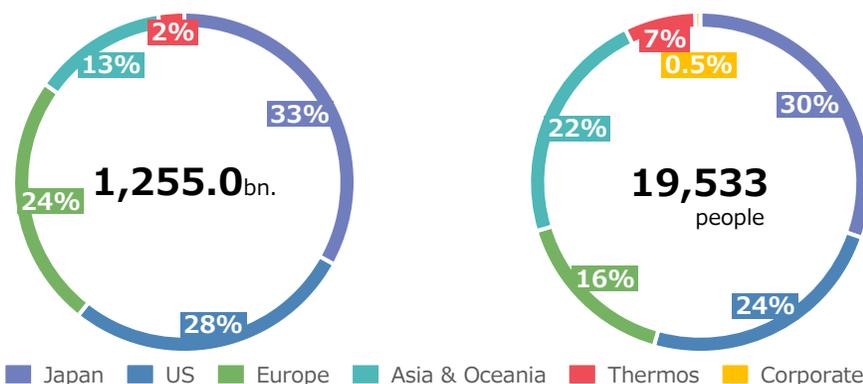
(As of March 31, 2024)

Number of shares	433,092,837
Number of shareholders	14,449
Listed stock exchanges	Tokyo Stock Exchange Prime Market
Ticker	4091.T

Distribution by share holders (%)



Revenue / Employee personnel by Segment (As of March 31, 2024)



■ Japan ■ US ■ Europe ■ Asia & Oceania ■ Thermos ■ Corporate

Corporate Philosophy

Group Philosophy

Proactive. Innovative. Collaborative.

Making life better through gas technology.

The Gas Professionals

Group Vision

We aim to create social value through innovative gas solutions that increase industrial productivity, enhance human well-being and contribute to a more sustainable future.

Main Core business

Industrial Gas business



Electronics business



Thermos business



FYE2025 Financial Forecast (IFRS)

Revenue	¥1,300.0 bn.	Net income attributable to owners of the parent	¥105.0 bn.
Operating income	¥177.0 bn.	EPS	¥242.57

Our Medium-term management plan Summary

<https://www.nipponsono-hd.co.jp/en/ir/management/plan.html>

Overview

Plan Name	NS Vision 2026
Slogan	Enabling the Future
Period	4 years from April 2022 to March 2026
Released date	May 11, 2022

Financial target

(Final fiscal year in the plan: FYE2026)

Revenue	¥975.0-1,000.0 bn.
Core Operating Income	¥125.0-135.0 bn.
EBITDA margin	Group: ≥24 % Japan, the U.S., EU, A&O, Thermos: ≥17-33%
Adjusted net D/E ratio	≤0.7 times
ROCE after Tax	≥6 %

(Note) Forex rate (Assumption) : USD ¥115 EUR ¥125

Non-Financial target

<Environment>

Reduction rate of GHG emissions	FYE2026:	18 %
(Base year: FYE2019)	FYE2031:	32 %

GHG reduced emissions through environmental product offer
 FYE2026: Lower GHG emissions through environmental product offerings and applications
 > NSHD Group GHG emission

<Safety Management>

Lost Time Injury Rate	FYE2026:	≤1.6
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<Compliance>

Rate of receiving compliance training	FYE2026:	100 %
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<HR>

Rate of female employees	FYE2026:	≥22 %
	FYE2031:	25 %
Rate of female management posts	FYE2026:	≥18 %
	FYE2031:	22 %

Capital allocation

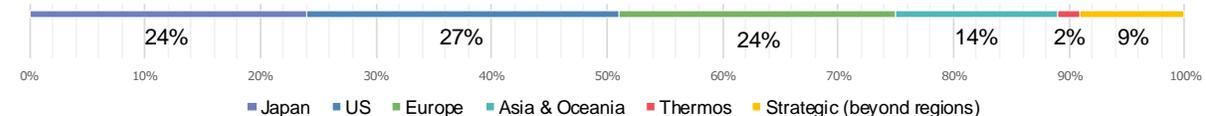
Cash-in (the total for 4 years)

[Operating Cash flow] ¥730.0 bn.

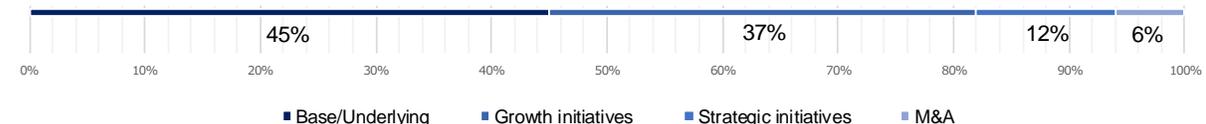
Cash-out ¥433.0 bn.

[Investment as a whole]

Composition ratio by Business



Composition ratio by Initiative



Focused fields



Non-recurring items

Non-recurring items are costs of structural reform (cost for withdrawal or downsizing business operations and special retirement allowances), losses caused by disasters or serious accidents, and other gains and expenses (such as disposal of idling assets).
Core operating income is calculated as operating income excluding certain gains and expenses attributable to non-recurring items in the Company.

	FYE2023 Full-term	FYE2024 Full-term	YoY Difference
(Unit: ¥ bn.)			
Core operating income	123.1	165.9	+42.8
Non-recurring profit and loss	-3.5	6.0	+9.5
Operating income (IFRS)	119.5	172.0	+52.5

Items (Unit : ¥ bn.)

FYE2023 Full-term result		FYE2024 Full-term result	
Item	Amount	Item	Amount
Arbitration of Leasing facilities dispute (United States)	-3.5	Accounting gain on change in ownership interest in subsidiary (Japan)	8.8
Gain on sales of overseas land (Asia & Oceania)	0.6	Impairment loss due to exit of business (Asia & Oceania, US)	-2.4
Expenses related to closure of JFE Steel Keihin Plant, etc. (Japan)	-0.5	Others	-0.3
Restructuring-related expenses for the alfi business (Thermos)	-0.3		
Others (Japan)	0.1		
Total	-3.5	Total	6.0

Key performance indicators

Item	Unit	FYE2023 Full-term	FYE2024 Full-term
Basic earnings per share	JPY	168.85	244.66
Overseas sales ratio	%	63.0	65.5
ROE	%	10.8	12.9
ROCE	%	7.6	9.4
ROCE after Tax	%	5.4	6.7
Annual dividends per share	JPY	38	44
Dividend payout ratio	%	22.5	18.0
CAPEX _(fund basis) & Investments and loans	¥bn.	94.7	120.8
Depreciation and amortization	¥bn.	105.7	112.4
Free cash flow	¥bn.	89.8	91.3
Adjusted net D/E ratio	Times	0.81	0.74
Interest-bearing liabilities	¥bn.	941.7	936.9
Net interest-bearing liabilities	¥bn.	809.5	810.8

(Reference) Preconditions, Definition & Calculations of our KPIs

Glossary	Preconditions and Definitions in this Presentation
Core operating income	Core operating income is calculated as operating income excluding certain gains and expenses attributable to non-recurring factors (non-recurring items*). *Non-recurring items are costs of structural reform (cost for withdrawal or downsizing business operations and special retirement allowances), losses caused by disasters or serious accidents, and other gains and expenses (such as disposal of idling assets).
Interest-bearing debt	Bonds and borrowings as presented in the statement of financial position, plus lease liabilities included in other financial liabilities. *Includes Hybrid finance.
Hybrid finance	A form of debt financing that has features resembling equity, such as voluntary deferral of interest, extremely long-term redemption periods and subordination during liquidation or bankruptcy procedures. This kind of financing does not cause stock dilution, and a certain ratio of the funds procured in this way can be recognized as equity credit by rating agencies provided that certain conditions are met.
Equity-type debt	The amount of debt procured by hybrid finance that has been recognize as equity credit by rating agencies. In this fund procurement, rating agencies have recognized equity credit for 50% of the procured amount.
Indicator	Calculations used in this presentation
EBITDA margin	$(\text{Core operating income} + \text{Depreciation and amortization}) / \text{Revenue}$
ROE	$\text{Profit attributable to owners of parent} / \text{Total equity attributable to owners of parent}^*$
ROCE	$\text{Core operating income} / (\text{Interest-bearing debt} + \text{Total equity attributable to owners of parent}) * [\text{Capital employed}]$
ROCE after Tax	$\text{Core operating income after Tax} (+\text{Dividend received}) [\text{NOPAT}] ((\text{Core operating} - \text{Investment income/loss from Equity in earnings (losses) of affiliated companies included in Core operating income}) \times (1 - \text{effective tax rate}) + \text{Investment income/loss from Equity in earnings (losses) of affiliated companies included in Core operating income} + \text{Dividend received}) / (\text{Interest-bearing debt} + \text{Total equity attributable to owners of parent}) * [\text{Capital employed}]$
Adjusted net D/E ratio	$((\text{Interest-bearing debt} - \text{equity-type debt}) - \text{cash and cash equivalents}) / (\text{equity attributable to owners of the parent} + \text{equity-type debt})^*$

* The average of the amounts at the end of the comparative fiscal years of the previous and current fiscal years is used.

Condensed consolidated statements of Cash flows

(Unit : ¥ bn.)	FYE2023	FYE2024	YoY	
	Full-term	Full-term	Difference	% Change
Income before income taxes	105.5	150.7	+45.2	+42.9%
Depreciation and amortization	105.7	112.4	+6.7	
Changes in working capital	-22.2	-20.6	+1.6	
Others	-1.0	-26.5	-25.5	
Cash flows from operating activities	187.9	215.9	+28.0	+14.9%
Capital expenditures	-91.8	-118.3	-26.5	
Investments and loans	-2.9	-2.5	+0.4	
Others (asset sales, etc.)	-3.3	-3.7	-0.4	
Cash flows from investing activities	-98.0	-124.6	-26.6	+27.1%
Free cash flow	89.8	91.3	+1.5	+1.6%
Cash flows from financing activities	-54.4	-110.0	-55.6	+102.2%

Condensed consolidated statements of Financial position

(Unit : ¥ bn.)	FYE2023	FYE2024	YoY		FYE2023	FYE2024	YoY
	Q4	Q4	Difference		Q4	Q4	Difference
Cash and cash equivalents	132.2	126.1	-6.1	Trade payables	128.1	136.0	+7.9
Trade receivables	243.5	282.1	+38.6	Interest-bearing liabilities	941.7	936.9	-4.8
Inventories	97.6	100.4	+2.8	Others	330.9	390.0	+59.1
Others	53.7	59.4	+5.7	Total liabilities	1,400.9	1,462.9	+62.0
Total current assets	527.0	568.2	+41.2	Share capital and capital surplus, etc	626.5	703.8	+77.3
Property, plant and equipment	776.1	877.4	+101.3	Other components of equity	97.7	210.6	+112.9
Goodwill	513.6	575.8	+62.2	Equity attributable to			
Intangible assets	242.3	252.3	+10.0	owners of parent	724.3	914.4	+190.1
Others	99.7	135.3	+35.6	Non-controlling interests	33.6	31.6	-2.0
Total non-current assets	1,631.8	1,840.8	+209.0	Total equity	757.9	946.1	+188.2
Total assets	2,158.9	2,409.0	+250.1	Total liabilities and equity	2,158.9	2,409.0	+250.1

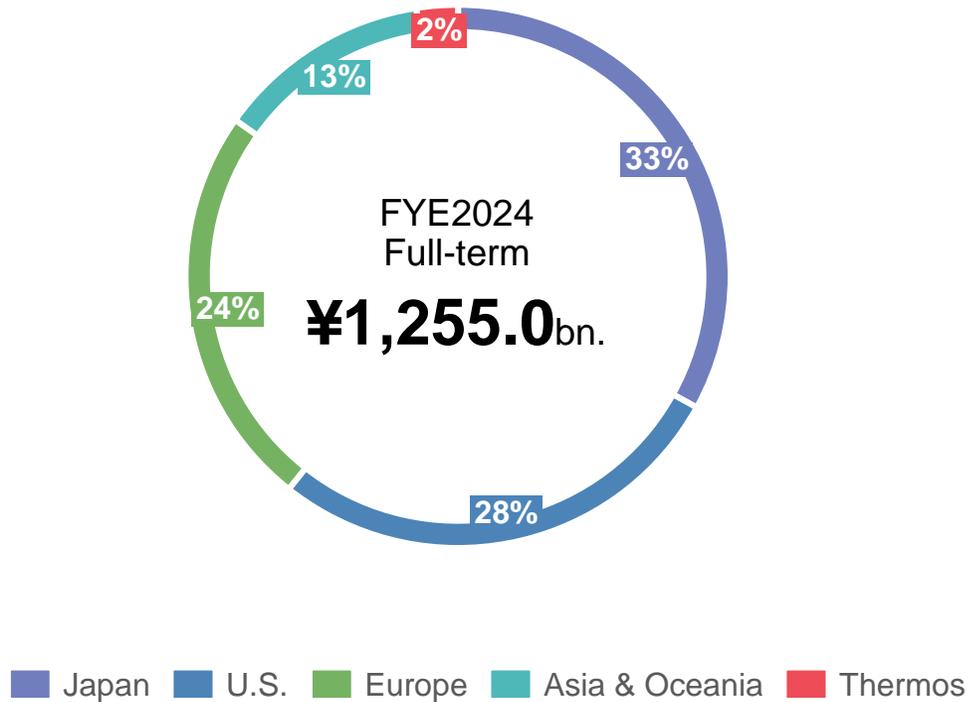
Note that foreign exchange rates resulted in an increase in both total assets and total liabilities and equity of approximately ¥204.0 billion. This mainly reflected foreign exchange rate changes, such as the JPY depreciation of ¥17.88 against the USD and the JPY depreciation of ¥17.52 against the EUR as of March 31, 2024, compared with the rates as of March 31, 2023.

Results overview by Segment

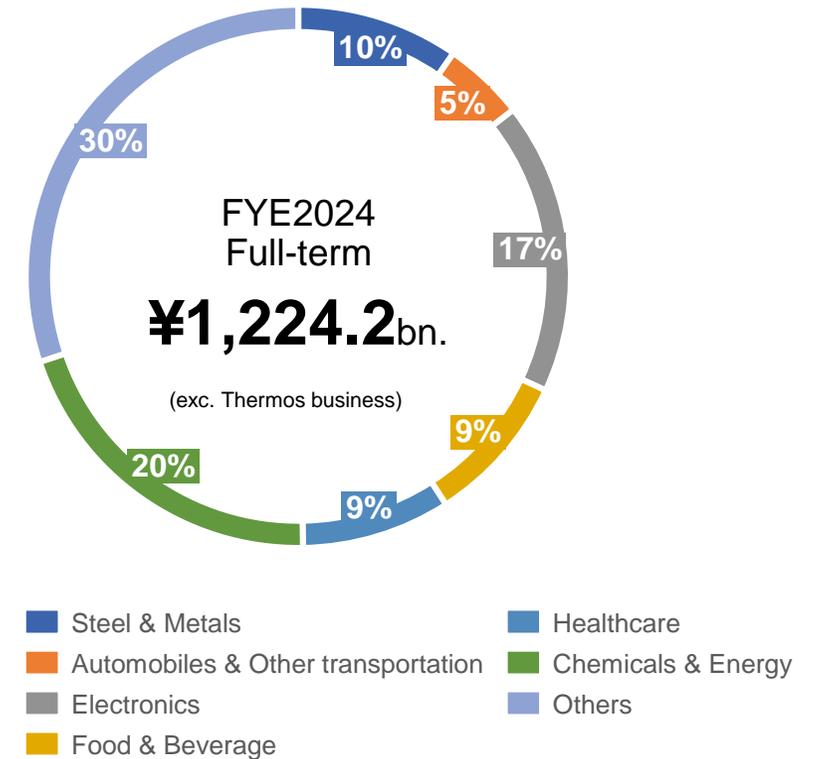
		FYE2023	FYE2024		YoY		Forex impact	% Change exc. FX
		Full-term (Apr.- Mar.)	Full-term (Apr.- Mar.)	Composition ratio	Difference	% Change		
(Unit: ¥ bn.)								
Japan	Revenue	420.4	414.3	33.0%	-6.1	-1.4%	+0.2	-1.5%
	Segment OI	31.6	42.9	25.9%	+11.3	+35.7%	+0.0	+35.3%
	Segment OI margin	7.5%	10.4%					
United States	Revenue	303.0	347.0	27.7%	+44.0	+14.5%	+20.7	+7.2%
	Segment OI	37.0	50.0	30.1%	+13.0	+34.9%	+2.6	+26.0%
	Segment OI margin	12.2%	14.4%					
Europe	Revenue	272.8	302.4	24.1%	+29.6	+10.8%	+31.0	-0.5%
	Segment OI	34.9	53.2	32.1%	+18.3	+52.6%	+4.0	+36.7%
	Segment OI margin	12.8%	17.6%					
Asia & Oceania	Revenue	159.9	160.3	12.8%	+0.4	+0.2%	+7.4	-4.3%
	Segment OI	15.4	15.9	9.6%	+0.5	+3.1%	+0.5	-0.7%
	Segment OI margin	9.7%	9.9%					
Thermos	Revenue	30.1	30.7	2.4%	+0.6	+1.9%	+0.2	+1.1%
	Segment OI	6.0	5.5	3.4%	-0.5	-7.6%	+0.1	-10.2%
	Segment OI margin	19.9%	18.1%					
Adjustment	Revenue	0.0	0.0	0.0%	-0.0	—		—
	Segment OI	-2.0	-1.7	-1.1%	+0.3	—		—
Consolidated total	Revenue	1,186.6	1,255.0	100.0%	+68.4	+5.8%	+59.8	+0.7%
	Core OI	123.1	165.9	100.0%	+42.8	+34.8%	+7.5	+27.0%
	Core OI margin	10.4%	13.2%					

Revenue composition

By Segment

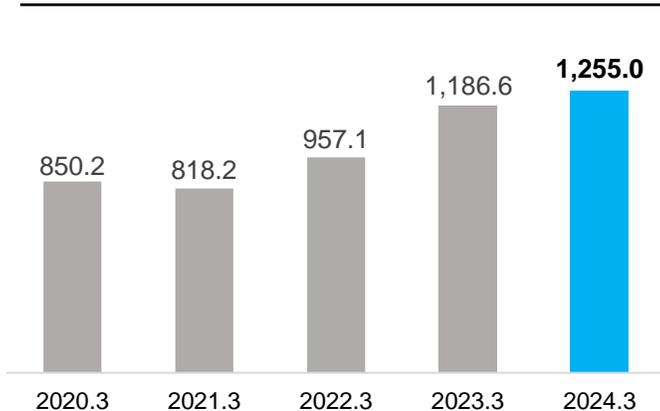


By Industry

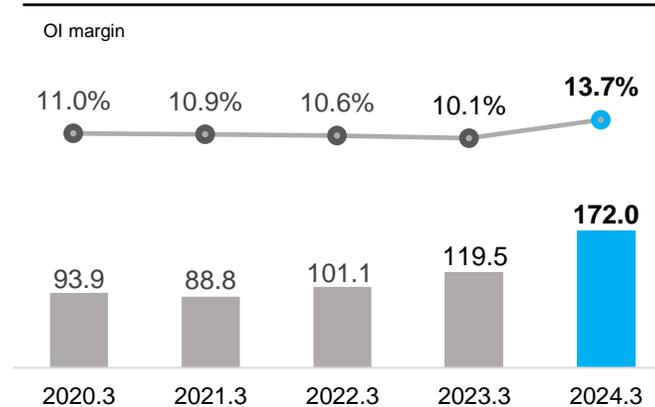


Business performance over the past five years

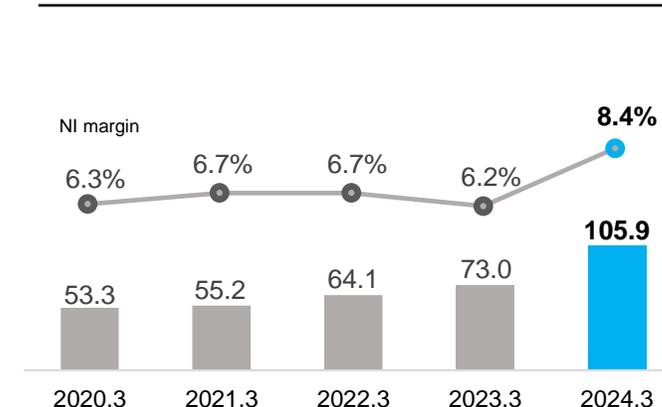
Revenue (¥ bn.)



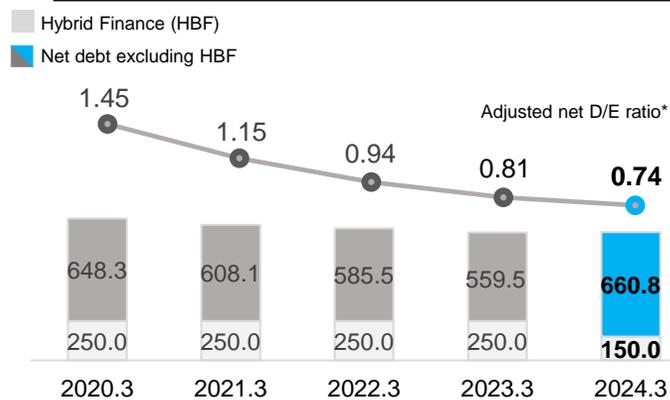
Operating income (IFRS) (¥ bn.)



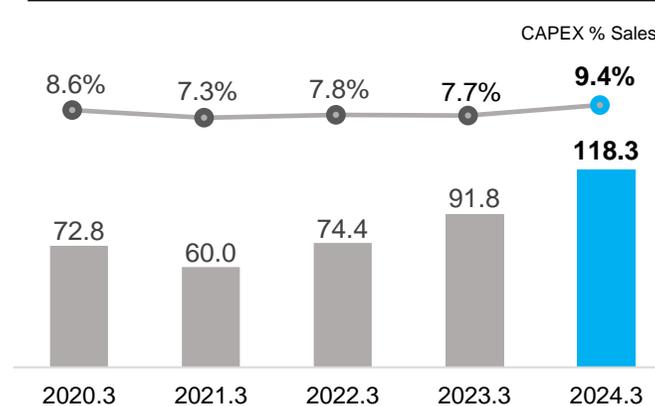
Profit attributable to owners of the parent (¥ bn.)



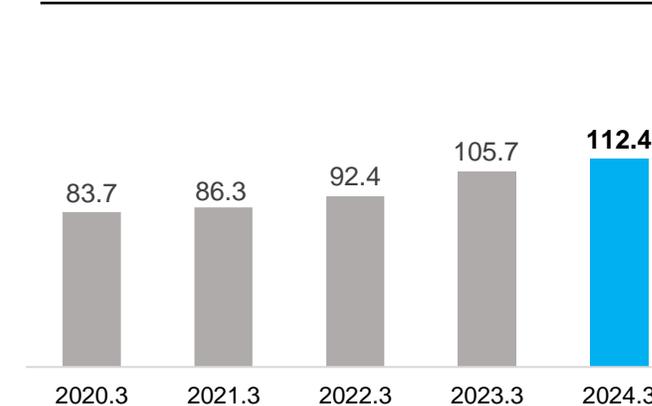
Net interest-bearing debts (¥ bn.)



Capital expenditures (¥ bn.)



Depreciation and amortization (¥ bn.)



*Adjusted Net D/E Ratio: an indicator of safety (financial soundness) calculated in consideration of this part due to 50% of the amount raised by HBF is permitted as "Equity" by rating agencies.

*It's recorded on a cash basis.

Glossary: EBITDA margin / ROCE after Tax

EBITDA

(Earnings Before Interest Taxes Depreciation and Amortization)

Indicator that shows profitability based on Cash Flow, excluding the impact of M&A and CAPEX.

This indicator should not be considered in isolation from performance indicators such as operating income and net income, which are indicators based on IFRS, and should not be viewed as substitutes for these indicators. This indicator should be given due consideration when comparing them with similarly named financial indicators presented by other companies.

ROCE after Tax

(Return On Capital Employed after Tax)

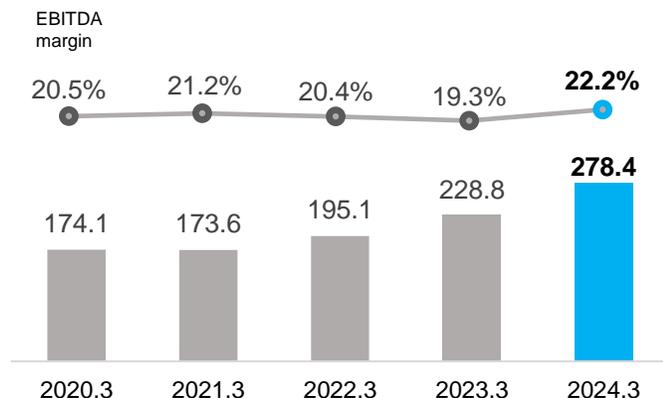
$$= \frac{\text{NOPAT (Net Operating Profit After Tax)}}{(\text{Interest-bearing debt} + \text{Total equity attributable to owners of parent}) *}$$

* The average of the amounts at the end of the comparative fiscal year s of the previous and current fiscal years is used.

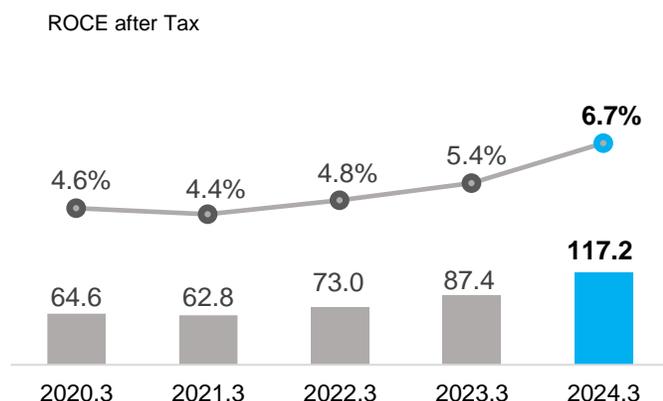
Indicator based on profitability and investment efficiency

This indicator should not be considered in isolation from performance indicators such as operating income and net income, which are indicators based on IFRS, and should not be viewed as substitutes for these indicators. This indicator should be given due consideration when comparing them with similarly named financial indicators presented by other companies.

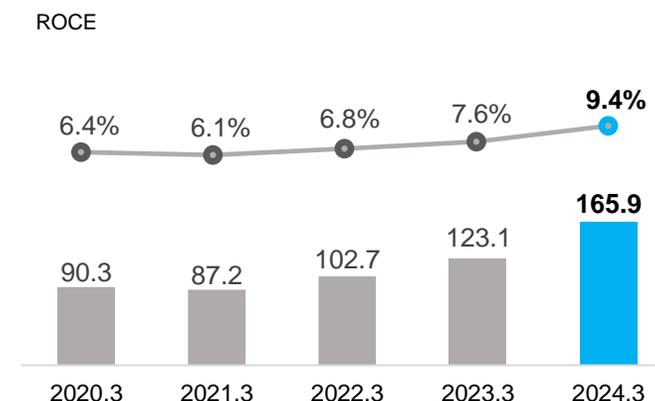
EBITDA margin and EBITDA (¥ bn.)



ROCE after Tax and NOPAT (¥ bn.)

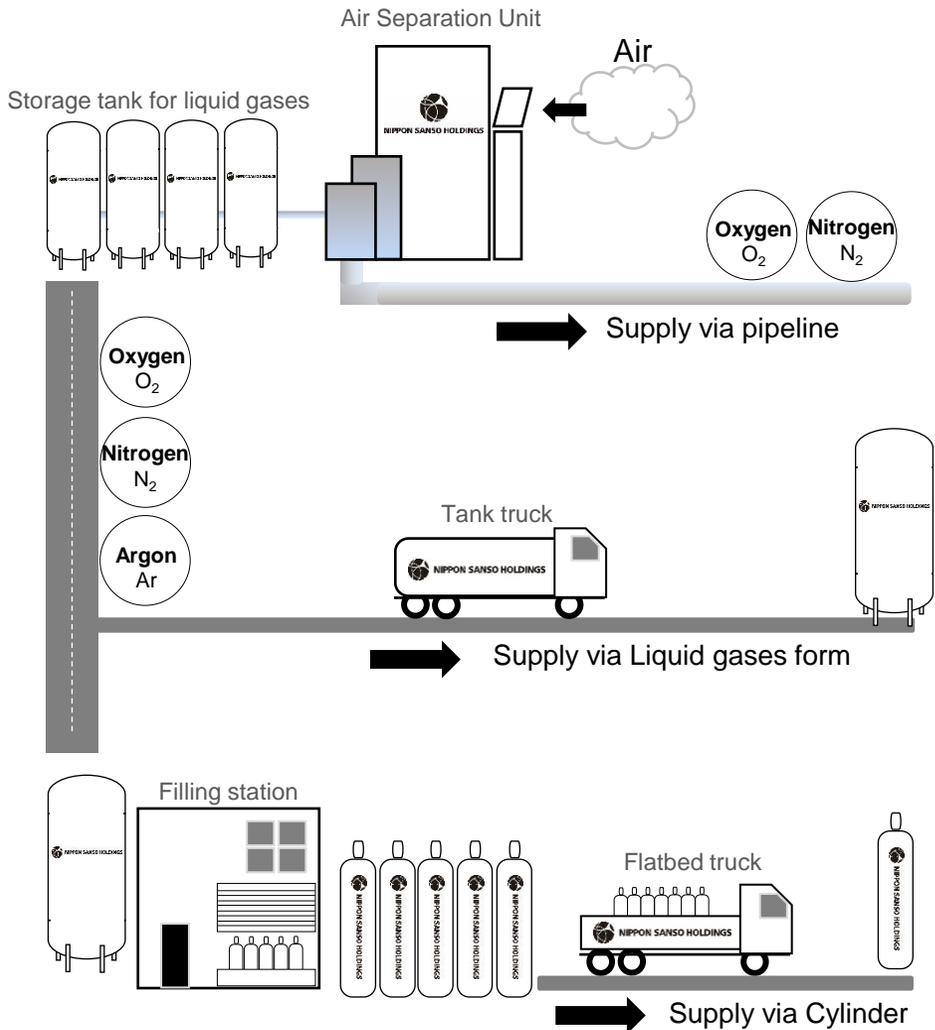


(Reference) ROCE and Core OI (¥ bn.)



Industrial gas supply systems

Air Separation Gases



On-site

Major supply destination (Sector)

Steel Petrochemical Refinery

We've established production plants in the vicinity of the customer. A form of direct connection and constant supply of pipes. (Large-scale supply)

Bulk

Major supply destination (Sector)

**Automobile Shipbuilding Manufacturing
Construction Pharmaceutical Glass/Paper
machinery Medical Food/
LCP Photovoltaics Semiconductor
beverage**

We've installed a storage tank for liquefied gas in the customer's premises. A form of supply according to the method of use of gas. (Medium-scale supply)

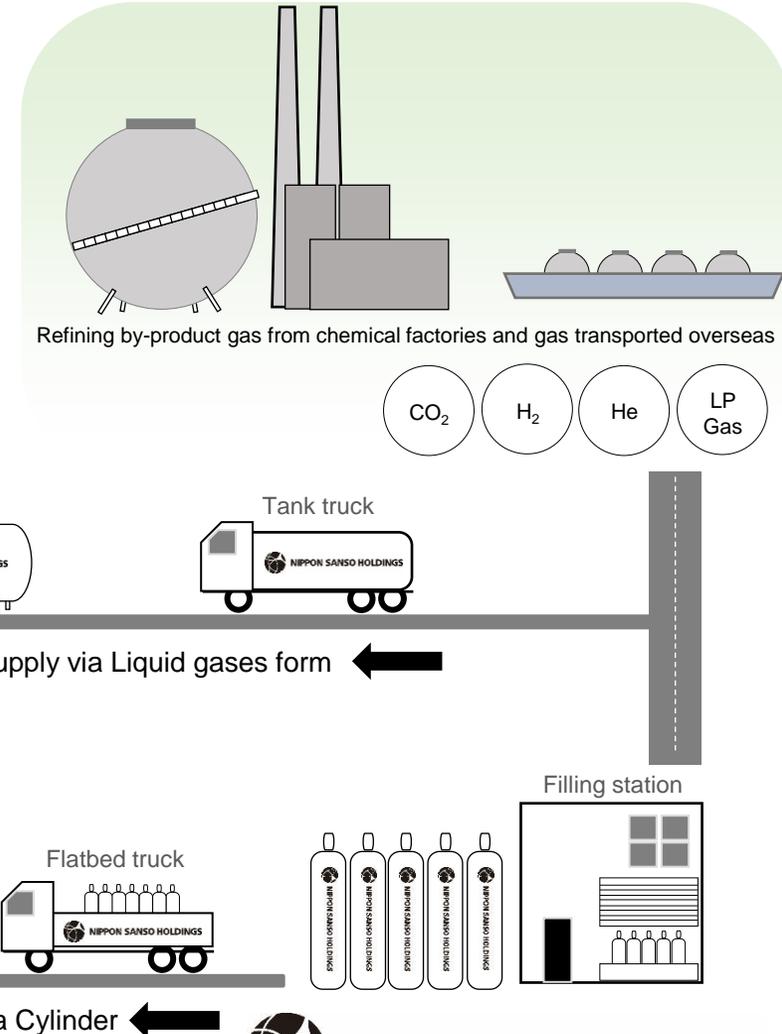
Packaged

Major supply destination (Sector)

**Homecare Advanced Sanitation
Engineering medicine Construction/
development R&D Installation**

We deliver filling containers (cylinders) to customers. A form of supply according to the method of use of gas. (Small-scale supply)

Other Gases



THERMOS



For further information, please contact:

Public Relations for media

Public Relations

Tel : +81 (0)3-5788-8513

E-mail : Nshd.info@nipponsanso-hd.co.jp

Investor Relations for investors

Investor Relations

Tel: +81 (0)3-5788-8512

E-mail : Nshd.ir@nipponsanso-hd.co.jp

Upcoming IR events

FYE2024 Full-term Earnings Presentation

May 22, 2024

Annual Shareholder meeting

June 19, 2024

Q1 FYE2025 Earnings Call

July 30, 2024

www.nipponsanso-hd.co.jp/en/

NIPPON SANSO Holdings Corporation (Ticker:4091.T)

Headquarters : 1-3-26 Koyama Shinagawa-ku, Tokyo 142-0062, Japan

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NIPPON SANZO HOLDINGS

The Gas Professionals

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