Global Niche Top Company
selected by Japanese Ministry of Economy, Trade and Industry

ASB

Form Your Vision

Financial Results

Year Ending September 2020

Nov. 26, 2020

Nissei ASB Machine Co., Ltd.

(TSE 1st section, Code Number 6284)

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Information

During FY2020, we were selected as one of the "**Global Niche Top Companies Selection 100**" by the Japanese Ministry of Economy, Trade and Industry (METI).
"To ensure both global share and profit / Originality and independence of technology / Importance in supply chain" are required for qualification. Since our superiority in share, profitability, technology, etc. as a industry leading company were evaluated, we were selected as one of the 61 companies in "Machinery and processing section."
Encouraged by this, we will further strive to enhance enterprise value as a global company, and we would greatly appreciate your continued support and encouragement.

Ⅰ. Results for the year ending Sept. 2020

Review of the Period Ending Sept. 2020

Revealing fundamental strengths as an industry to produce living necessities among COVID-19 pandemic

Sales Front	● Orders expanded by market penetration of the Zero Cooling System (ZC) ● Achieved orders and sales of new products*1, which target mass-production market ● **Achieved the record-highest level of orders received and order backlogs*2**

*1:PF36, ASB-150DPX *2:Order backlogs recorded the highest amount at the end of Q3.

Technology Front	● **Enhanced product competitiveness by further evolution of ZC technology** ● Establishment of double layer molding process made ready to exploit new container market ● Continuing development of new model machines, which are capable of molding high quality and high value-added containers in mass production

Manufacturing Front	● **Succeeded in early recovery of India plant through COVID-19 pandemic, with production capacity exceeding that of normal times** ● **Domestic factories operated in full capacity due to increased production of large-sized machines and support to India plant** ● Continued installation of mold manufacturing equipment in India plant (planned completion within this year)

Financial Results (Summary)

Achieved the highest level of sales turnover in Q4, Resulting in full year increased sales and profit

Achieved the highest level of sales due to early recovery of India plant and production support by domestic factories, which became the factor to exceed disclosed financial forecast

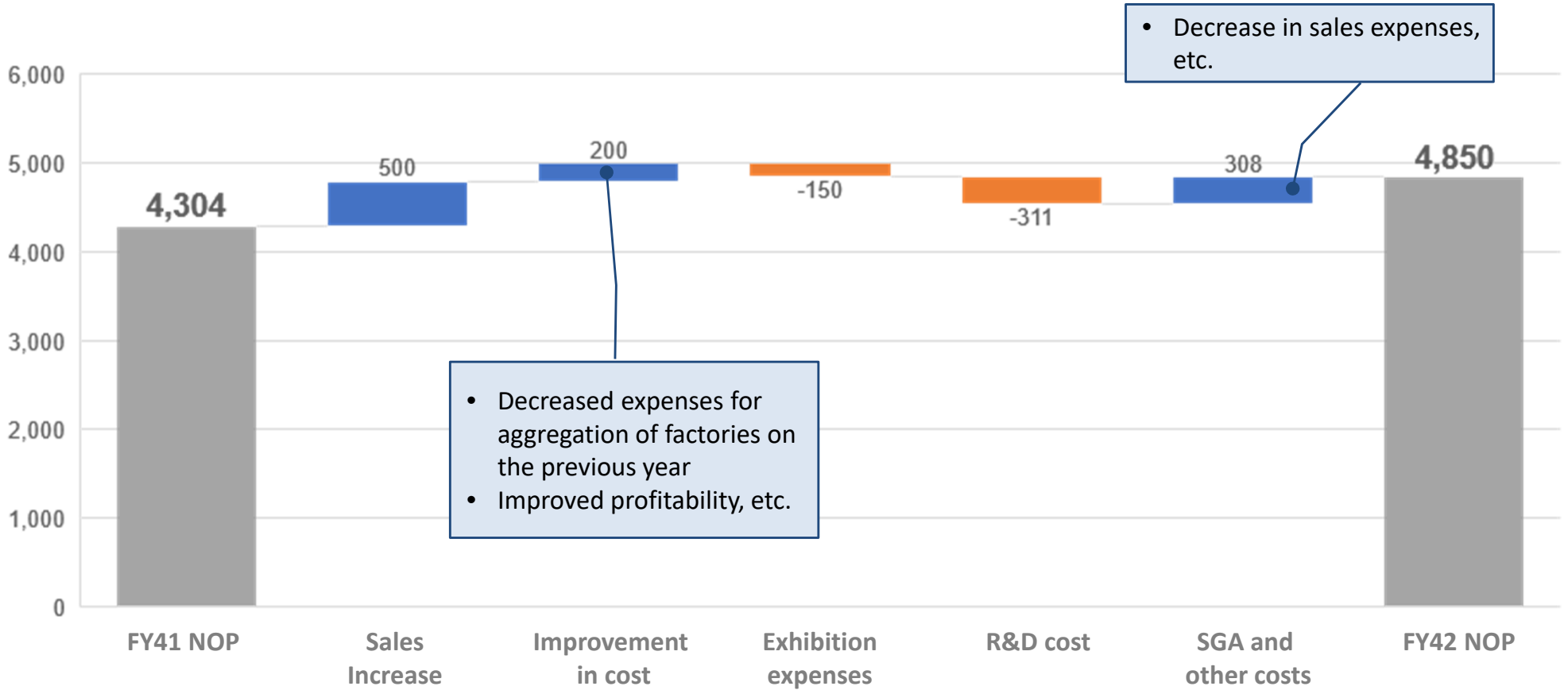
(Unit: million yen)

	2019/09 total	Q1	Q2	Q3	Q4	2020/09 Total	Year on Year Comparison: Amount of Change	Year on Year Comparison: Rate of Change	[Reference]: Disclosed forecast as at Aug. 2020	[Reference]: Rate of Change
Net Sales	26,129	5,869	6,349	5,220	**9,815**	**27,254**	1,125	4.3%	25,000	9.0%
Gross Profit	11,640 *44.5%*	2,756 *47.0%*	3,065 *48.3%*	2,540 *48.7%*	3,978 *40.5%*	**12,340** ***45.3%***	699	6.0%	–	–
Selling, General and Administrative Expenses	7,335 *28.1%*	2,050 *34.9%*	1,883 *29.7%*	1,811 *34.7%*	1,743 *17.8%*	**7,489** ***27.5%***	153	2.1%	–	–
Operating Profit	4,304 *16.5%*	705 *12.0%*	1,182 *18.6%*	728 *14.0%*	2,234 *22.8%*	**4,850** ***17.8%***	545	12.7%	3,900	24.4%
Ordinary Profit	4,193 *16.0%*	726 *12.4%*	899 *14.2%*	777 *14.9%*	2,266 *23.1%*	**4,669** ***17.1%***	476	11.4%	3,700	26.2%
Profit Attributable to Owners of Parent	3,154 *12.1%*	771 *13.1%*	1,065 *16.8%*	438 *8.4%*	1,965 *20.0%*	**4,239** ***15.6%***	1,085	34.4%	3,400	24.7%

Factors for Changes in Operating Profit (Year on Year Comparison)

Increased sales turnover increased operating profit

(Unit: million yen)



(Rounded Figure)

Order Quantity by Product

The highest level of orders received in Q4.
Recorded "the highest result in every product category" also in full year.

(Unit: million yen)

	2019/09 total	Q1	Q2	Q3	Q4	2020/09 total	Year on Year Comparison: Amount of Change	Year on Year Comparison: Rate of Change
Stretch Blow Molding Machine	13,652	4,905	4,256	5,786	5,674	**20,623**	6,970	51.1%
Molds	7,716	1,948	2,151	1,570	2,673	**8,344**	627	8.1%
Ancillary Equipment	1,714	542	561	559	482	**2,144**	430	25.1%
Parts / Other	2,972	769	781	668	916	**3,135**	163	5.5%
Total	**26,056**	**8,166**	**7,750**	**8,585**	**9,746**	**34,248**	**8,192**	**31.4%**

Order Backlogs by Product

Secured the highest amount of order backlogs in Stretch Blow Molding Machine, Molds, and Ancillary Equipment category at the end of period

(Unit: million yen)

	2019/09 Q4	2020/09				Comparison with end of previous 4Q	
		Q1	Q2	Q3	**Q4**	Amount of Change	Rate of Change
Stretch Blow Molding Machine	4,998	7,012	7,609	10,314	**9,147**	4,149	83.0%
Molds	3,765	3,666	4,031	4,343	**5,279**	1,513	40.2%
Ancillary Equipment	681	818	887	1,110	**928**	246	36.2%
Parts / Other	63	98	74	61	**117**	53	85.3%
Total	**9,508**	**11,595**	**12,603**	**15,829**	**15,471**	**5,963**	**62.7%**

Order Quantity by Region

Increased level of orders received in all areas. Drastic growth in Americas. Recorded the highest amount in Americas & Europe and East Asia.

(Unit: million yen)

	2019/09 total	Q1	Q2	Q3	Q4	2020/09 total	Year on Year Comparison: Amount of Change	Year on Year Comparison: Rate of Change
Americas	7,551	1,644	2,691	3,564	3,584	**11,483**	3,932	52.1%
Europe	5,620	1,631	1,524	1,980	2,234	**7,369**	1,749	31.1%
South / West Asia	8,198	2,433	2,089	1,849	2,548	**8,919**	721	8.8%
East Asia	4,685	2,457	1,446	1,192	1,380	**6,475**	1,789	38.2%
Total	**26,056**	**8,166**	**7,750**	**8,585**	**9,746**	**34,248**	**8,192**	**31.4%**

Order Backlogs by Region

Also order backlogs increased in all areas.
Recorded the highest levels in Americas & Europe.

(Unit: million yen)

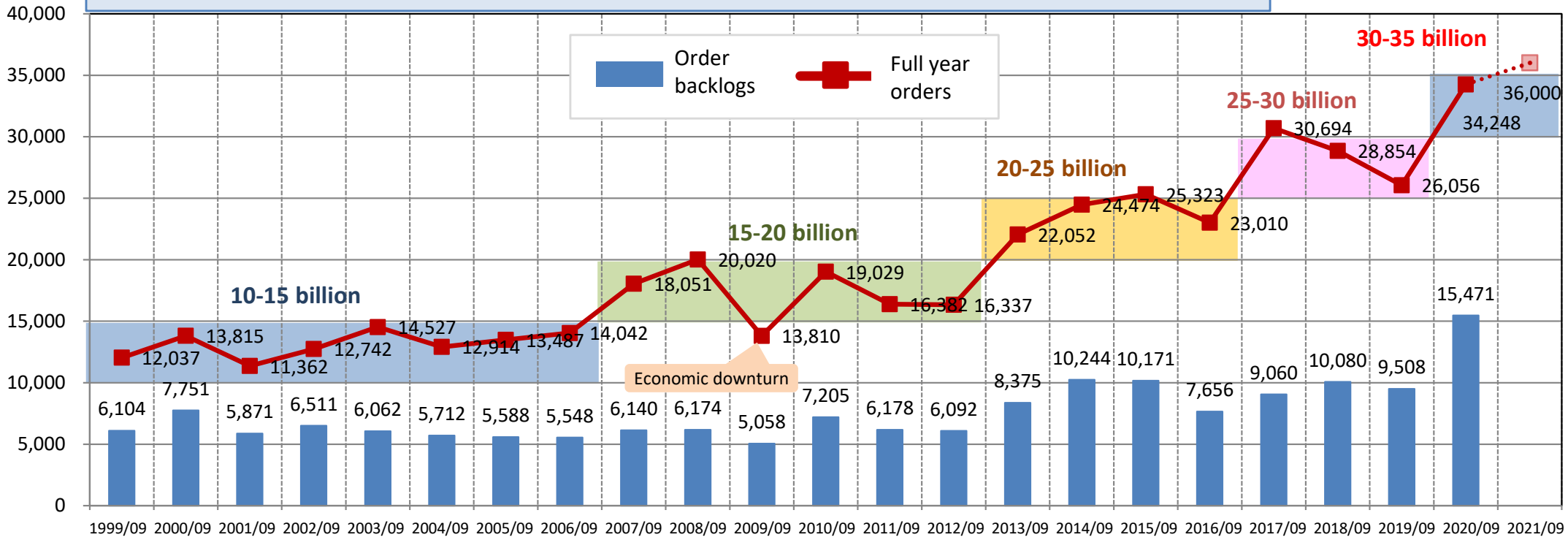
	2019/09 Q4	2020/09				Comparison with end of previous 4Q	
		Q1	Q2	Q3	**Q4**	Amount of Change	Rate of Change
Americas	2,534	2,447	3,216	4,564	**5,628**	3,093	122.1%
Europe	1,908	2,498	2,418	3,416	**3,475**	1,566	82.1%
South / West Asia	3,136	3,462	3,316	3,944	**4,000**	864	27.6%
East Asia	1,929	3,186	3,651	3,905	**2,367**	438	22.7%
Total	**9,508**	**11,595**	**12,603**	**15,829**	**15,471**	**5,963**	**62.7%**

Long-Term Changes in Orders Received and Order Backlogs

Orders expanding by productivity enhancement corresponding to demands. Time to leap forward to next stage.

Boost demands by market penetration of ZC and launch of new products.
Expansion of hygiene concept urged by COVID-19 pandemic also pushing demands.
Leap forward to next stage by further enhancement of product competitiveness!

(* Forecast sales amount for 2021/09)
Unit: million yen



Approx. 10 years
Emergence into India

Approx. 6 years
Maximized effects of molding machine production in India (on track)

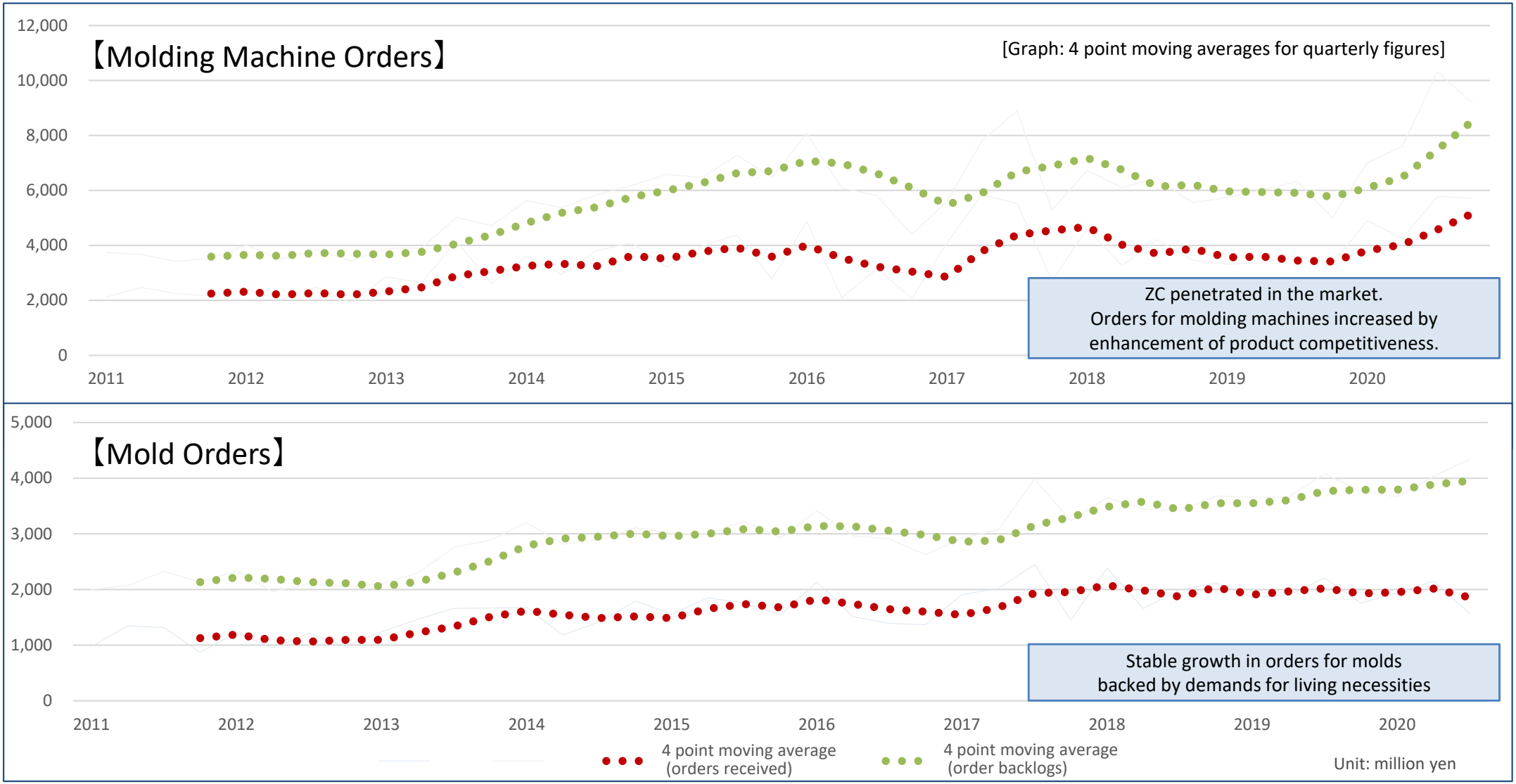
Approx. 4 years
Production of molds in full progress in India. Development of molding machines to improve mass production.

Approx. 3 years
Manufacturing capacities enhanced. Development of ZC.

Next Stage
Enhancement of competitiveness. Expansion of shares.

Long-Term Changes in Orders Received and Order Backlogs by Product (moving average)

Orders for molding machines increased by enhancement of product competitiveness. Stable growth in orders for molds.



Sales Comparison by Product

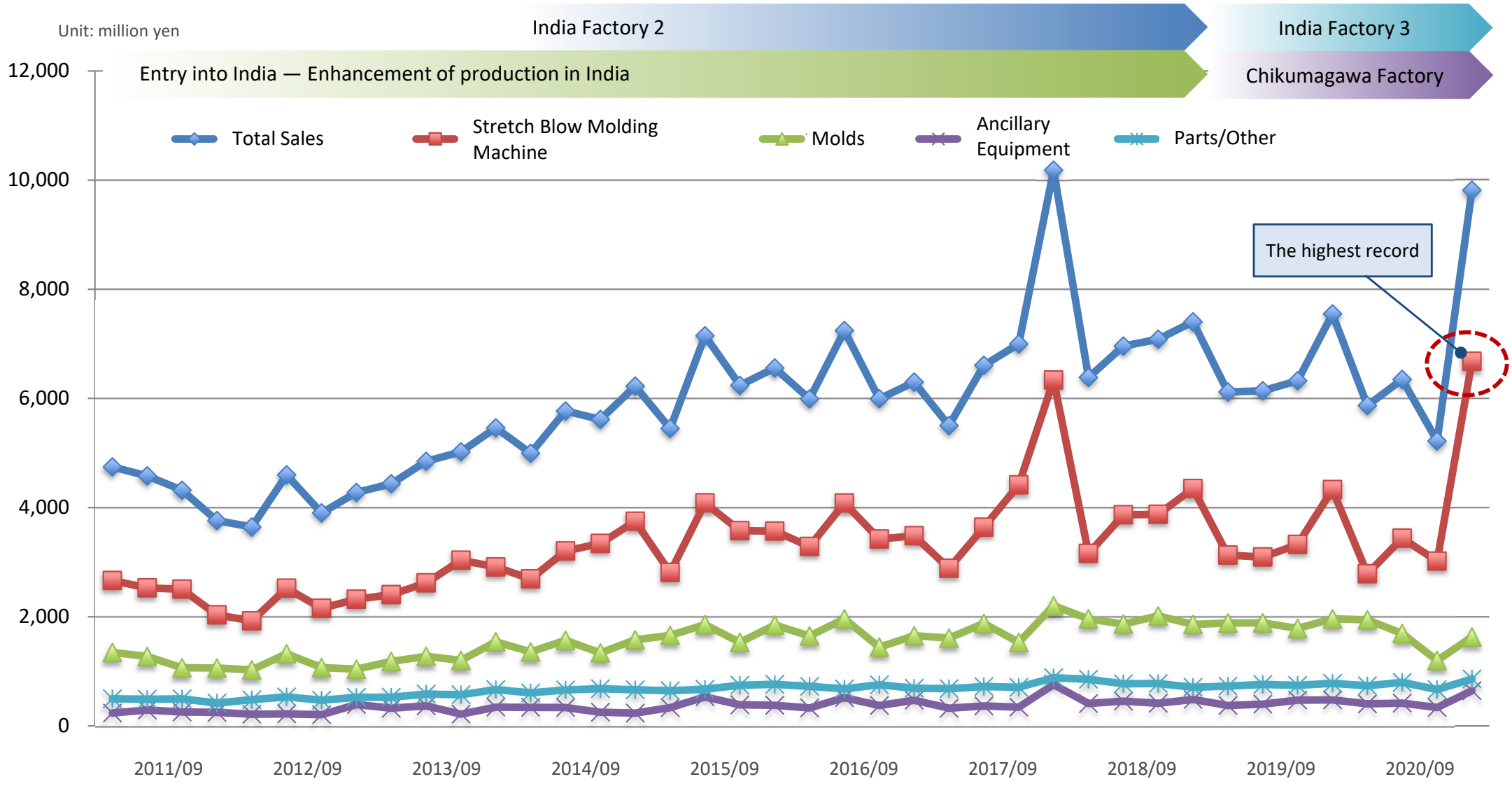
Growth in molding machines contributed to increased total sales turnover.
Molds decreased due to the effect of suspension in India plant.

(Unit: million yen)

	2019/09 total	Q1	Q2	Q3	Q4	2020/09 total	Year on Year Comparison: Amount of Change	Year on Year Comparison: Rate of Change
Stretch Blow Molding Machine	13,878	2,787	3,439	3,020	6,680	**15,928**	2,049	14.8%
Molds	7,520	1,944	1,694	1,198	1,630	**6,467**	(1,053)	(14.0%)
Ancillary Equipment	1,720	403	417	336	645	**1,802**	81	4.7%
Parts / Other	3,009	734	797	664	859	**3,056**	47	1.6%
Total	**26,129**	**5,869**	**6,348**	**5,220**	**9,815**	**27,254**	**1,125**	**4.3%**

Sales Trend by Product

Recorded the highest sales of molding machines in Q4



Sales Comparison by Region

Sales expanded in Americas and East Asia, which covered stagnation in South / West Asia

(Unit: million yen)

	2019/09 Total	Q1	Q2	Q3	Q4	2020/09 Total	Year on Year Comparison: Amount of Change	Year on Year Comparison: Rate of Change
Americas	6,615	1,731	1,922	2,215	2,246	**8,115**	1,500	22.7%
Europe	5,459	1,028	1,589	976	2,174	**5,770**	310	5.7%
South / West Asia	9,414	1,924	2,057	1,088	2,491	**7,562**	(1,851)	(19.7%)
East Asia	4,640	1,185	778	939	2,902	**5,806**	1,166	25.1%
Total	**26,129**	**5,869**	**6,348**	**5,220**	**9,815**	**27,254**	**1,125**	**4.3%**

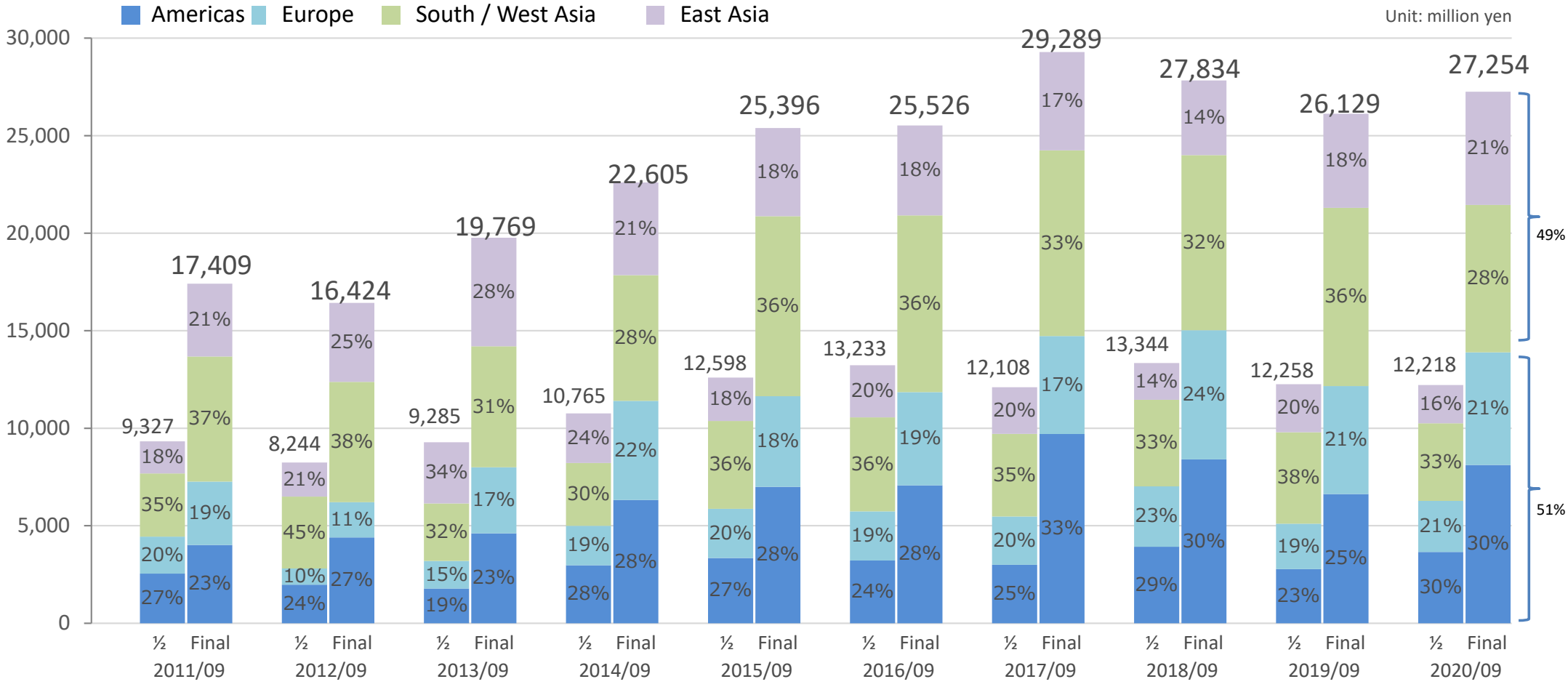
* Disclosure method for segment information is revised from the period ending Sept., 2020.
The same method is applied to previous year's figure to show year on year comparison.

Sales Trend by Region

Standing firm on balanced sales composition with Europe, Americas and Asia

India Factory 2 → India Factory 3

Entry into India — Enhancement of production in India → Chikumagawa Factory

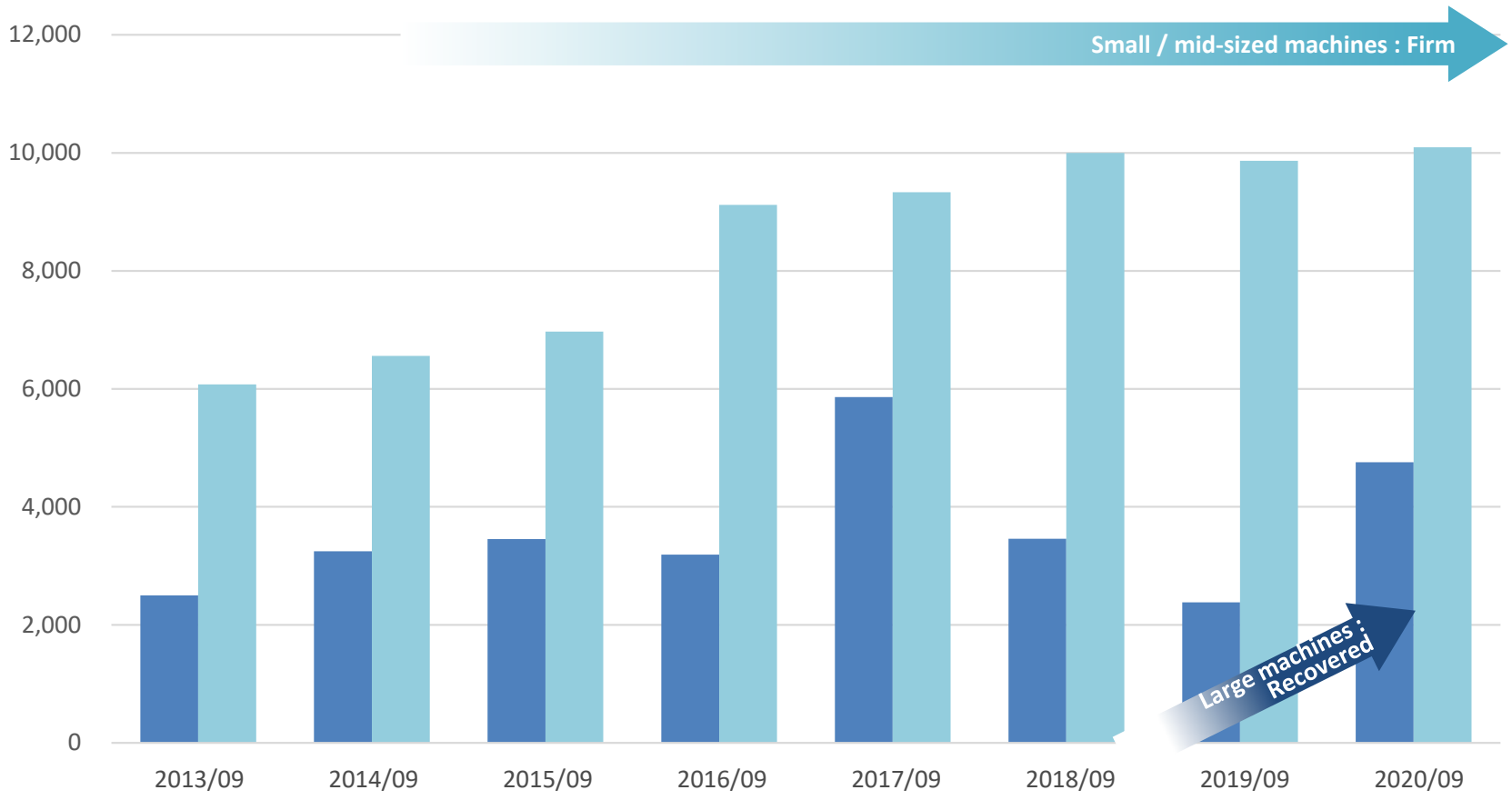


(* Disclosure method for segment information is revised from the period ending Sept., 2020. Rounded figure)

Sales Trend by Molding Machine Category

Firm sales of small / mid-sized machines. Sales of Large machines recovered.

Unit: million yen



Small / mid-sized machines: ASB-70DP Series / ASB-50MB / ASB-12M

Large machines: ASB-150DP Series / ASB-650EX Series / PF24, 36 Series

Capital Investment/R&D Cost

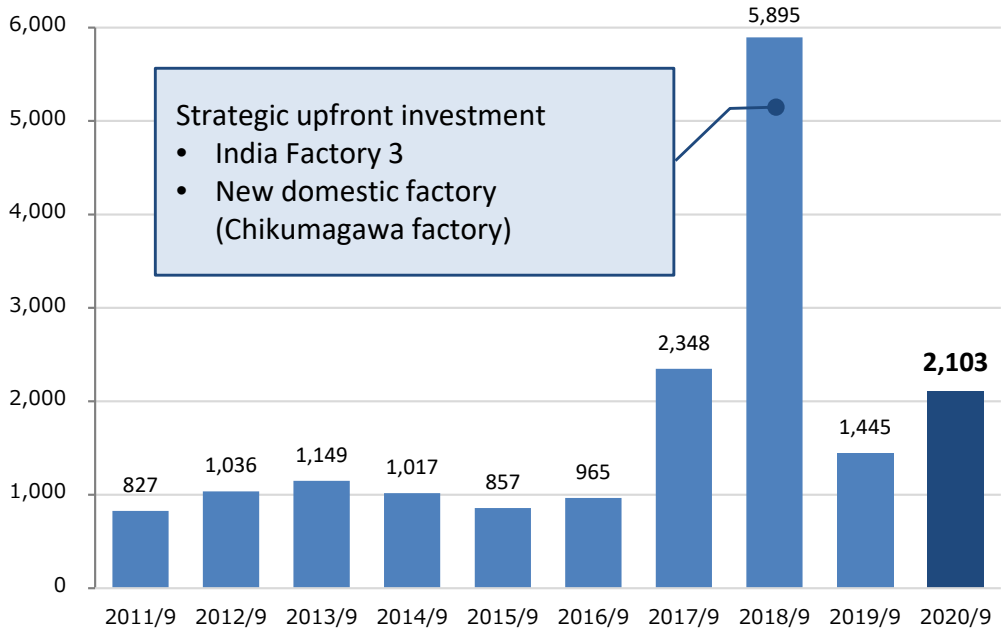
Recorded the highest R&D cost

Unit: million yen

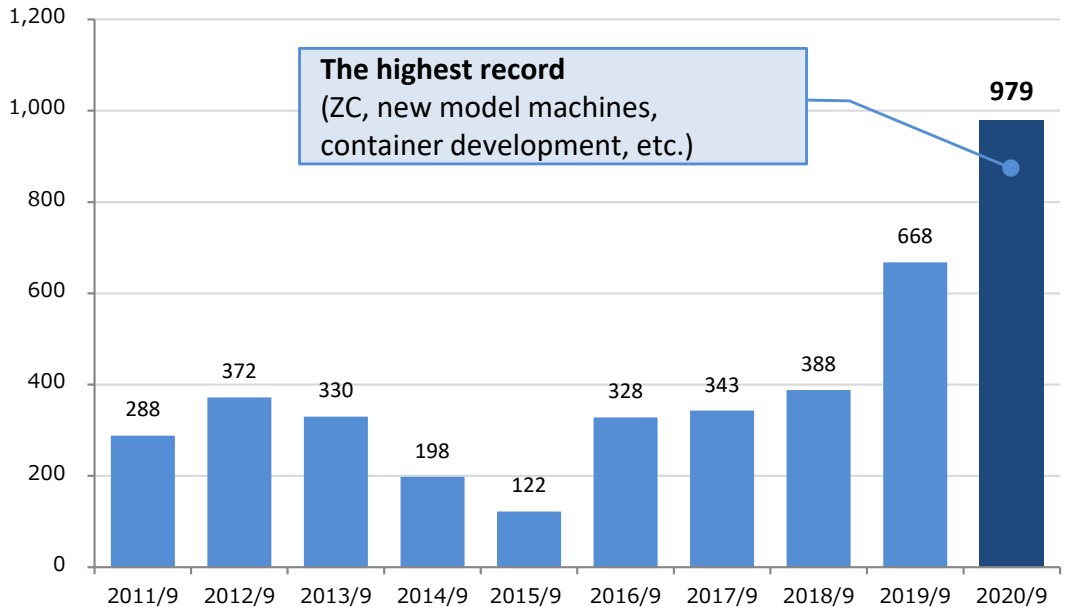
	2019/09 total	**2020/09 total**
Capital expenditure	1,445	**2,103**
Depreciation cost	1,361	**1,371**
R&D cost	668	**979**

The highest record

Capital Expenditure Trend



R&D Cost Trend



Consolidated Balance Sheets (Overview)

Secured abundant current cash on hand backed by newly financed capital and strong orders

Unit: million yen

	2019/09	2020/09	Amount of Change
Current Assets	31,006	42,020	11,014
Cash, deposits, and securities	8,563	19,199	10,636
Notes and accounts receivable-trade	6,076	7,817	1,741
Merchandise and finished goods	2,146	1,772	(373)
Work in process	7,366	5,874	(1,492)
Raw materials and supplies	5,510	6,176	665
Non-Current Assets	14,845	15,879	1,033
Property, plant and equipment	11,684	14,001	2,316
Intangible assets	127	106	(21)
Investments and other assets	3,033	1,771	(1,261)
Total Assets	**45,852**	**57,899**	**12,047**
Total Liabilities	17,022	26,515	9,493
Current liabilities	7,846	11,783	3,936
Non-current liabilities	9,175	14,731	5,556
Borrowings	9,837	14,935	5,097
Total Net Assets	28,829	31,384	2,554
Total Liabilities and Net Assets	**45,852**	**57,899**	**12,047**

Consolidated Statements of Cash Flows (Overview)

Capital balance increased drastically due to newly financed capital adding to stable profit and orders

	2019/09	2020/09
Cash flows from operating activities	2,049	8,690
Cash flows from investing activities	(959)	(1,895)
Cash flows from financing activities	(652)	4,131
Effect of exchange rate change on cash and cash equivalents	(232)	(162)
Net increase (decrease) in cash and cash equivalents	205	10,763
Cash and cash equivalents at beginning of period	8,230	8,435
Cash and cash equivalents at end of period	8,435	19,199

Cash flows from operating activities

- Cash flows from operating activities drastically improved due to the improvement in working capital and the increase in advances received from strong orders, adding to the stable profit level.

Cash flows from investing activities

- Expenditure of ¥1.8 billion due to continuing capital investment to mold manufacturing facility in India, etc.
- As a result, the free cash flows, deducting cash flows from investing activities from cash flows from operating activities, turned drastically positive.

Cash flows from financing activities

- ¥4.1 billion of cash inflows from financing activities after deducting scheduled repayment of borrowings, dividends payment, etc. due to ¥7 billion of newly financed capital.

Ⅱ. Financial forecast for the year ending Sept. 2021

Financial Forecast for the Year Ending Sept. 2021

Targeting record breaking sales and profit by shipping abundant order backlogs. Actively continue capital investment and R&D projects.

Unit: million yen

	2020/09 Results	**2021/09 Forecast**	Rate of Change
Net sales	27,254	**36,000**	32.1%
Operating profit	4,850 *17.8%*	**6,500** ***18.1%***	34.0%
Ordinary profit	4,669 *17.1%*	**6,600** ***18.3%***	41.3%
Profit attributable to owners of parent	4,239 *15.6%*	**4,700** ***13.1%***	10.9%
Dividends per share	¥60	**¥60**	-
Capital expenditure	2,103	**2,500**	18.9%
Depreciation cost	1,371	**1,700**	24.0%
R&D cost	979	**1,000**	2.1%

Ⅲ. Focus measures for the year ending Sept. 2021

Focus Measures for the Year Ending Sept. 2021

Keyword is “Leap forward”

1.
Capture demand & Expansion of market share

2.
Restructure of production system

3.
Development of new model machines

Focus Measures for the Year Ending Sept. 2021

1. Capture demand & Expansion of market share

Background of orders expansion

- ✓ Boost existing demands by market penetration of ZC
- ✓ Achieve orders and sales of new products (PF36, ASB-150DPX), which target mass-production market
- ✓ Expansion of hygiene concept also pushing demand

Strategy for this fiscal year

Further market penetration of ZC

- ✓ **Proactive sales activity of machines equipped with ZC (cultivation of new customers)**
- ✓ **Promote changeover of existing machines to ZC specification (promotion of replacement)**

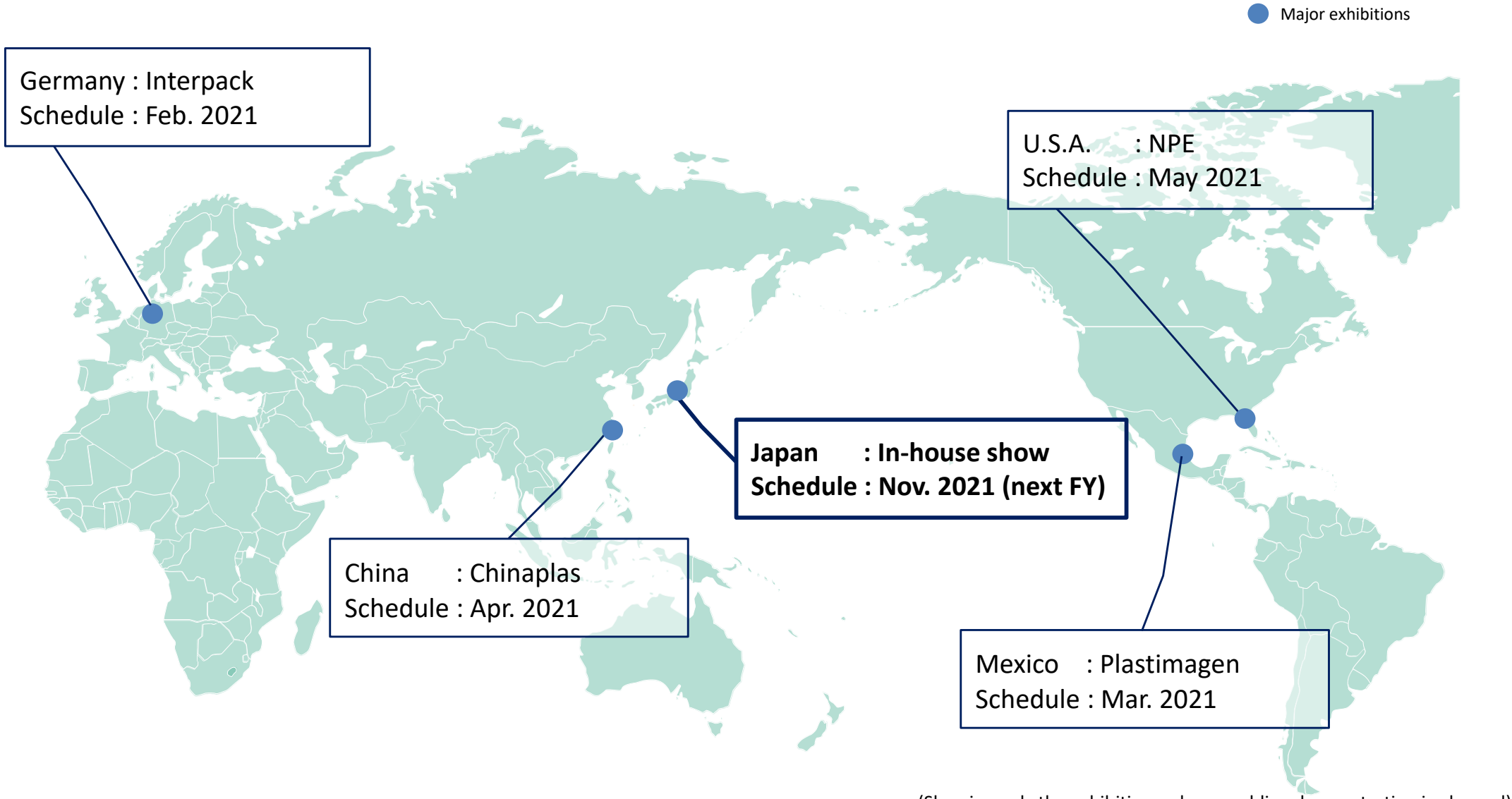
Exploitation of new container market

- ✓ **Entering into new fields / markets by proposing value of novel containers**
  - Double layer container (proposal of environmental acceptability, functionality, etc.)
  - HDPE containers (Polyethylene container market such as agrochemicals)
  - Returnable containers for beverages (environment-conscious product)
  - Containers for vaccines (demand in medicinal products)

(HDPE : High Density Polyethylene)

Focus Measures for the Year Ending Sept. 2021

Actively exhibiting at the major exhibitions worldwide



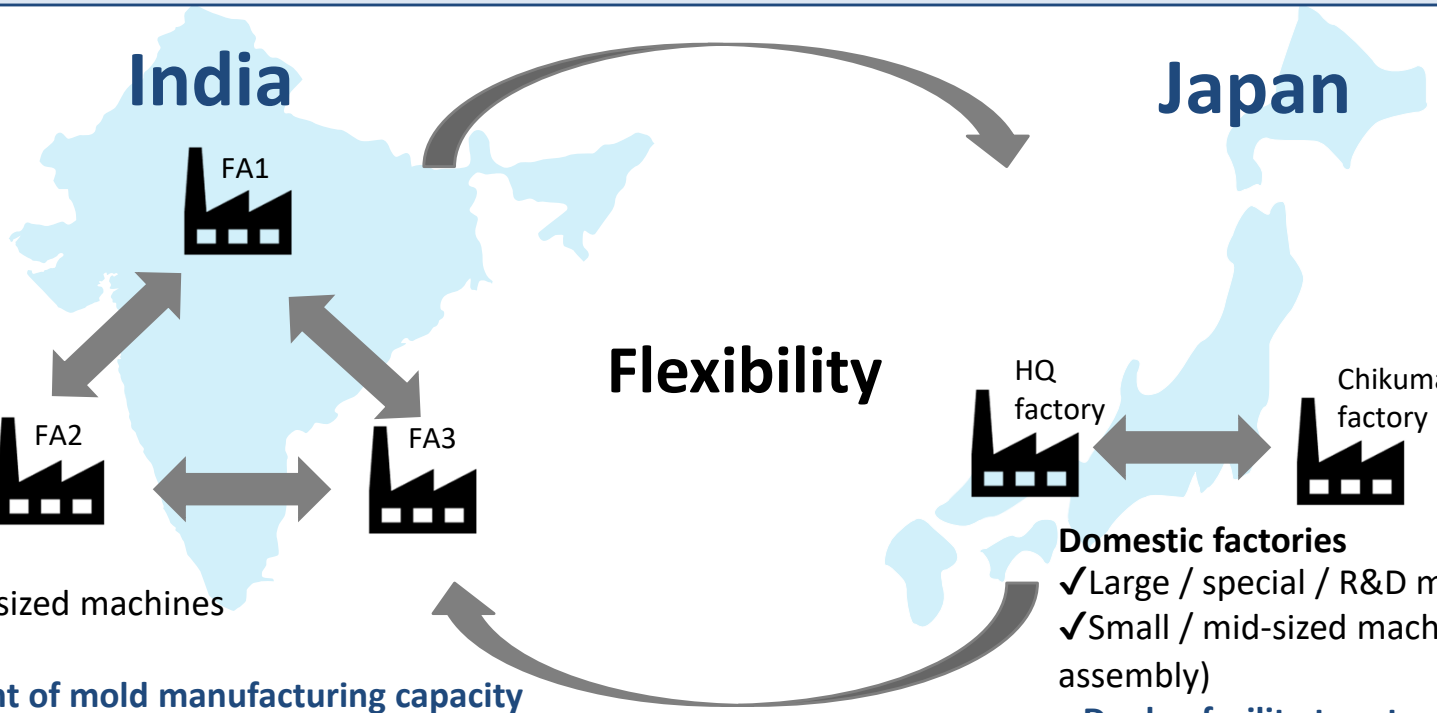
(Showing only the exhibitions where molding demonstration is planned)

Focus Measures for the Year Ending Sept. 2021

2. Restructure of production system

India : Challenge to achieve highest production volume by enhancing production capacity
Japan : Produce small / mid-sized machines adding to large, special, and R&D machines

→ **Dispersion of risk**



India Plant
✓Small / mid-sized machines
✓Molds
- **Enhancement of mold manufacturing capacity**
- **Expansion of production volume by effectively managing 3 factories**

Domestic factories
✓Large / special / R&D machines
✓Small / mid-sized machines (Parts procurement, assembly)
- **Deploy facility to retouch molds in HQ factory**
- **Flexible production system between HQ / Chikumagawa factory / affiliate companies**
- **Respond to production increase and dispersion of risk**

Focus Measures for the Year Ending Sept. 2021

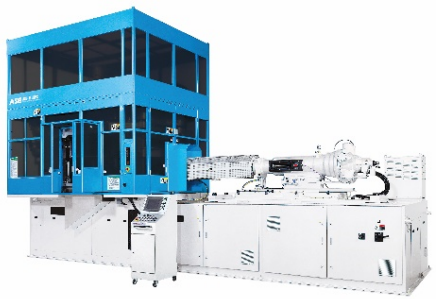
3. Development of new model machines (mass-production technology)

Mass-production machines of 1-Step method

- ✓ Achieve orders and sales of PF36 and ASB-150DPX targeting mass-production market in last fiscal year
- ✓ **Establish mass-production technology in 1-Step method. Target to entry into mass-production market at full scale and exploitation of market with ASB's most advantageous features.**

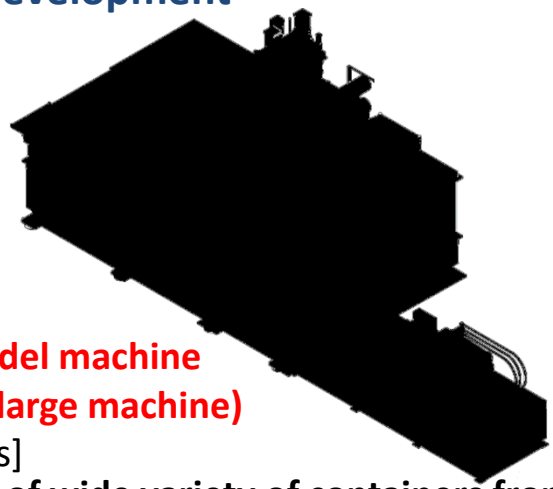
Commercialized

PF36 Series (1.5-Step large machine)
[Features]
Mass-production of narrow-neck containers
[Examples]
500ml bottles for water…18,000 bottles/h
Supplied to domestic beverage maker, etc.



ASB-150DPX (1-Step large machine)
[Features]
Mass-production of narrow-neck small containers
[Examples]
100ml containers…20,000 bottles/h
Supplied to overseas container maker

Under development



New model machine
(1-Step large machine)
[Features]
Molding of wide variety of containers from narrow-neck to wide-mouth
Molding of high-quality containers by equipped ZC technology
Exploit new market, where 2-Step machines can not enter

Focus Measures for the Year Ending Sept. 2021

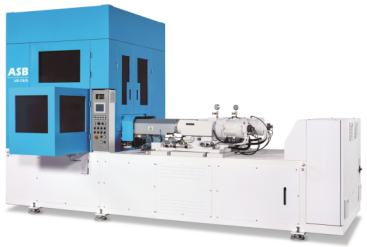
3. Development of new model machines (environment-conscious technology)

Double layer container

- A revolutionary double layer molding process that enables container to be molded depending on the applications by changing combination of the two materials in a variety of thickness and molding order

[Features of designated machine]

- **Broaden container molding options**
  Food safety, function, design, environmental acceptability (R-PET)
- Developed a designated prototype machine, which consists of "five stations" with additional injection mold and injection unit. Capturing the market demand, commercial model is under development.



Prototype machine "ASB-12N/DL"

Returnable / Refillable (RR) containers

- Returnable PET bottle market is just before the dawning
- Exploit future market with development of new model machine

[Features of RR containers]

- **High heat-resistant**
  Resistant to repeated washing at high temperature with low shrinkage ratio
- **High quality**
  High-transparency, glossiness, and designability
- **Drastically reduces consumption of virgin PET resin**
  Despite a returnable & refillable bottle being heavier than its one-way equivalent, because the RR bottle can be re-used up to 20 times, converting a product line to RR containers can result in a total raw material saving of up to 90%.

EU : Single-Use Plastics Directive (Utilization ratio of recycled material to PET bottles is to be 25% by 2025, and 30% by 2030)
Japan : Resource Circulation Strategy for Plastics (Reuse or recycle 60% of plastics packaging by 2030)
SDGs : International goals for sustainable development by 2030
⇒ New model machine is under development to establish environment-conscious container market

Ⅳ. Efforts addressing the environmental issues

Efforts Addressing the Environmental Issues

Leading the industry with efforts to environment-conscious technologies since its establishment

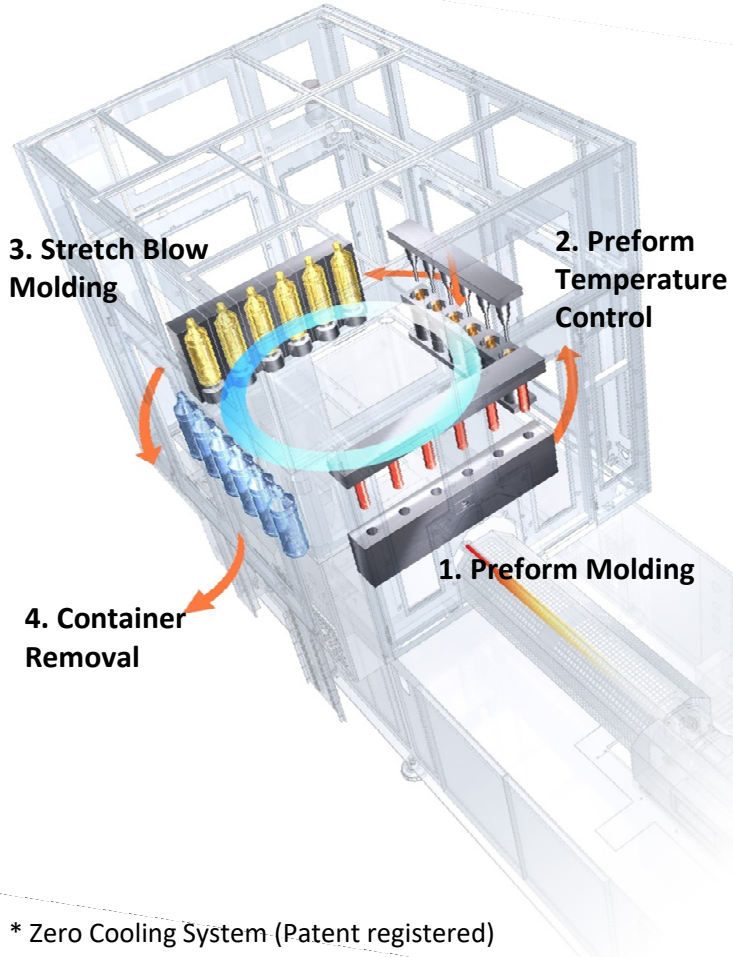
- Promoting technological development for every segment of the “3R + Renewable” concept, and supplying a wide range of container options
- Participating in the ecology enlightenment activities led by industry associations and governmental organizations, and actively promoting the environment-conscious technologies

	[Initiatives]	[Specific examples]
Reduce	Reduced material consumption	**Zero Cooling System** enables further reduction of container weight (reduction of material) by 5-10%
Reuse	Proposal of molding reusable containers	Participated in the first test of reusable PET bottles in Japan. Deployed **bottles for water dispenser** to the worldwide market.
Recycle	Molding various recycled materials including PET	30 years of recycled PET molding experience. **Promoting container molding using recycled materials by double layer molding process.**
Renewable	Challenges to new materials such as biodegradable plastics	Promoting molding of new materials collaborating with material makers. First successful **BioPBS** bottle molding in the world.

Efforts Addressing the Environmental Issues

Reduce

➢ Reduction of materials by Zero Cooling System



Outcome by Zero Cooling System

1. Increase in productivity (by 50%)
2. Increase in physical strength (by 15%)
3. Scope for light-weighting (reduction by 5-10%)
4. Improved appearance and visual quality

5-10% materials can be reduced by light-weighting

↓

Equivalent to 13 million PET bottles

(internal calculation by 5% of weight reduction)

* Zero Cooling System (Patent registered)

Efforts Addressing the Environmental Issues

Reuse

- **Absolute certainty for Recycling-Oriented Society!**
  Proposal of molding Reusable bottle

ASB has been proposing returnable and refillable (RR) containers actively in the industry
Returnable…containers refilled by bottlers, etc.
Refillable…containers refilled by consumers or stores

Water server bottle

Bottles produced by our best-selling model, ASB-650 series, which has more than 20 years of history.
Over **1,000 units** are sold and extensively in operation worldwide.

Water bottle for reuse

Reusable water bottle, which can resist **20 times** of washing. Produced from our proprietary heat resistant technology.
More environment- and cost-friendly than single use as it is repeatedly reusable.

Efforts Addressing the Environmental Issues

Recycle

➢ **Overwhelming results! Numerous initiatives for recycled material**

- **We have been undertaking initiatives for recycled PET since the 1980's.**
- Numerous results of molding recycled materials as a pioneer of the industry

Period	Overview
1980's	Launched molding tests using recycled PET (pellets and flakes)
1990's	Developed and sold molding machines for multi-layer containers (example: **Unilever in Italy**)
2000's	Demonstrated molding bottles from 100% recycled PET (by ASB-50MB) at IPF2002
	Sold PF6-2B and ASB-50MB for molding detergent containers from 100% recycled PET
	Sold ASB-70DPH for molding toner containers from recycled PET
2010's	Sold ASB-12N for molding cosmetics containers from the material containing 30% of recycled PET
Present	Continue to propose new production methods, such as double layer containers, etc.

Efforts Addressing the Environmental Issues

Biodegradable plastics (Bio-plastics)

➢ **Actively promoting molding of new materials collaborating with material makers**

Polylactic acid (PLA *1)

- A material derived from plants (from starch contained in corn, potatoes, etc.)
- **Succeeded in molding bottles** by ASB's 2-Step and 1-Step machines in 2005 and 2006 respectively

Biodegradable polymer

- A material derived from plants
- Decomposes in the ocean
- ASB's 1-Step machine was **proved to be most suitable for bottle molding** through development with material manufactures

BioPBS *2

- A blended material that consists of those derived from oil and plants
- Naturally decomposes in the soil
- By ASB's 1-Step machine, **succeeded in molding bottles for the first in the world in 2019**

*1 PLA…Polylactic Acid

*2 PBS…Polybutylene Succinate

Launched a Sustainability Site on the Web

Publishing a wide variety of examples of CSR/ESG from domestic and abroad

- Launched a sustainability site to publish “CSR/ESG” (Corporate Social Responsibility / Environmental, Social Governance) activities that we have been actively engaged in
- Contents consist of ESG, and publishing our wide varieties of examples of SDGs, environment-conscious technologies, CSR activities, etc.
- We will occasionally update new activities. Please visit our website.
- http://nisseiasb.co.jp/csr/

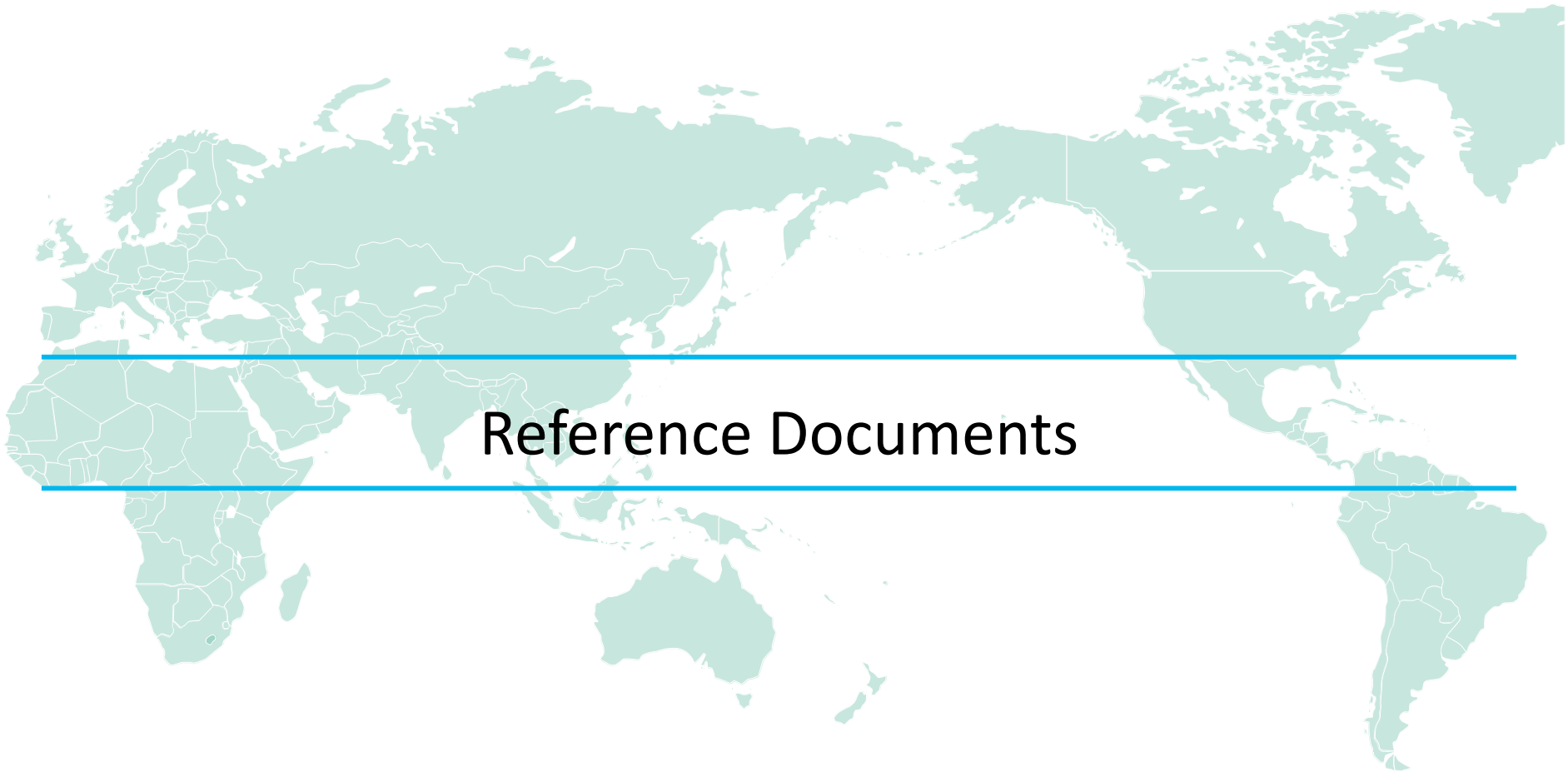
Thank you very much

Inquiries related to IR

General Affairs, NISSEI ASB MACHINE CO., LTD.
Telephone： +81 (0)267-23-1560
e-mail：ir-info@nisseiasb.co.jp

Note regarding future outlook

This document serves as an informational guide for investors and is not a solicitation tool for trade.
Future predictions listed in this document are based on targets and forecasts and are neither affirmed nor guaranteed.
Please be aware that our future performance may differ from our current projections for the future.
Statements regarding the industry are based on various reliable data, but we do not guarantee its accuracy or integrity.
Regardless of the manner in which investors choose to utilize this document, it is presented with the understanding that it is to be used based on the customers' own judgement and risk, and ASB does not assume responsibility in any instance.



Reference Documents

Company Overview

Company Name	NISSEI ASB MACHINE CO., LTD.
Established	8 November, 1978
Representative	Representative Director, Chairman and CEO: Daiichi Aoki　Representative Director, President and COO: Junichi Miyasaka
Headquarters	4586-3 Koo, Komoro-shi, Nagano
Operations	The development, manufacturing and retail of “stretch blow molding machines” used to make PET and other plastic containers, molds, ancillary equipment and parts.
Employees	Consolidated : 2,003　Individual : 215 (as of 30 September, 2020)

Consolidated Subsidiaries (14 entities)

NISSEI ASB COMPANY (USA)
NISSEI ASB CENTRO AMERICA, S.A. DE C.V. (Mexico)
NISSEI ASB SUDAMERICA LTDA. (Brazil)
NISSEI ASB GmbH (Germany)
NISSEI ASB MEDITERRANEA, S.L.U. (Spain)
ASB INTERNATIONAL PVT. LTD. (India)
NISSEI ASB PTE. LTD. (Singapore)
NISSEI ASB (THAILAND) CO., LTD. (Thailand)
NISSEI ASB SOUTH AFRICA (Pty) LTD. (South Africa)
PT. ASB INDONESIA (Indonesia)
NISSEI ASB FZE (UAE)
NISSEI ASB AFRICA LTD. (Nigeria)
Nitto Kogyo Corporation (Nagano)
Machine Mate (Nagano)

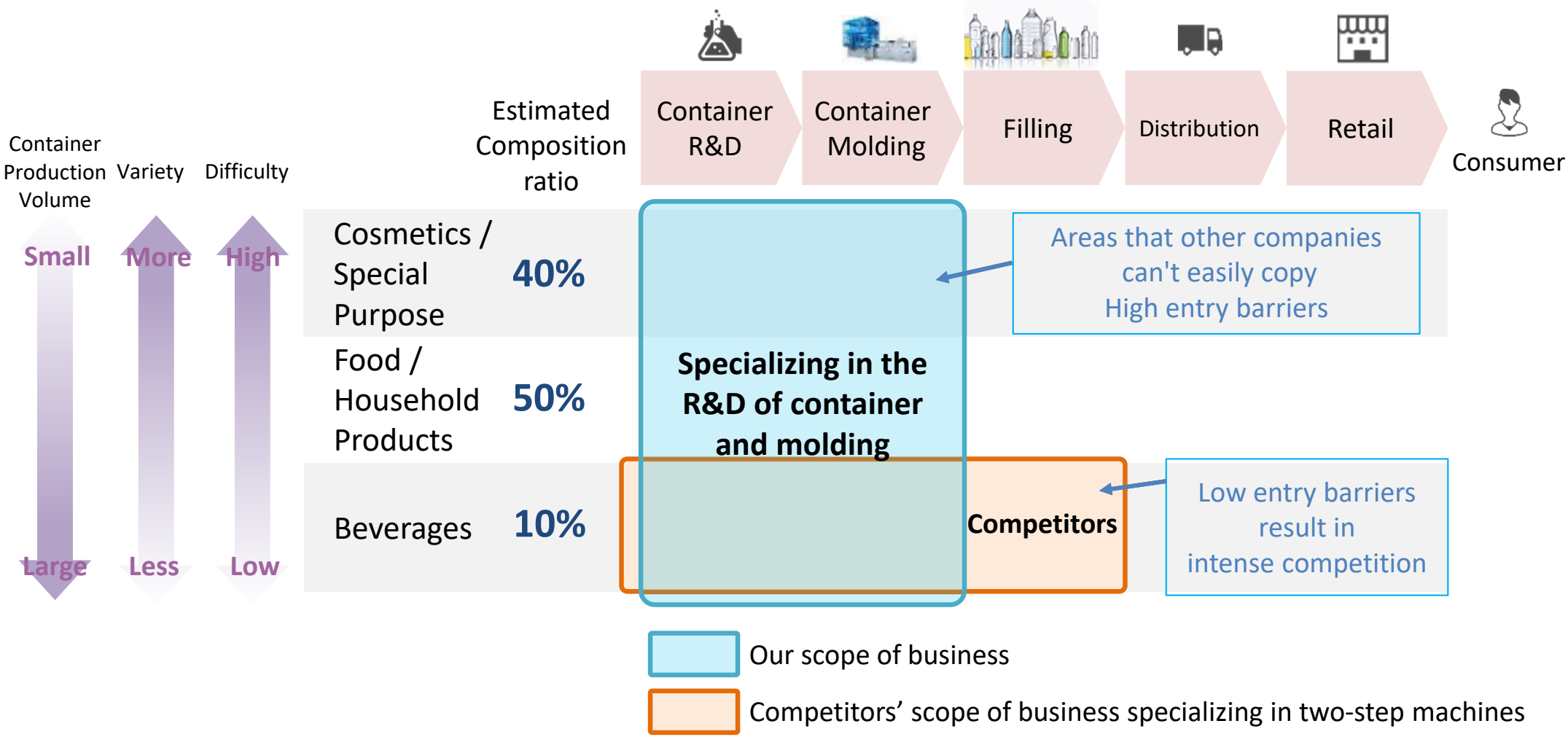
- Facing Mount Asama, it is a scenic environment rich in nature through all seasons.
- Two factories and an administrative building are positioned on property 2.4 times the size of Tokyo Dome.

(Altitude 940 m <same altitude as Karuizawa Station>, about 30 minutes by car to Kyu-Karuizawa Ginza)

ASB's Business Areas

Leading company in container development

ASB's area of expertise is in "Small Quantity / Multi-products / High Difficulty"

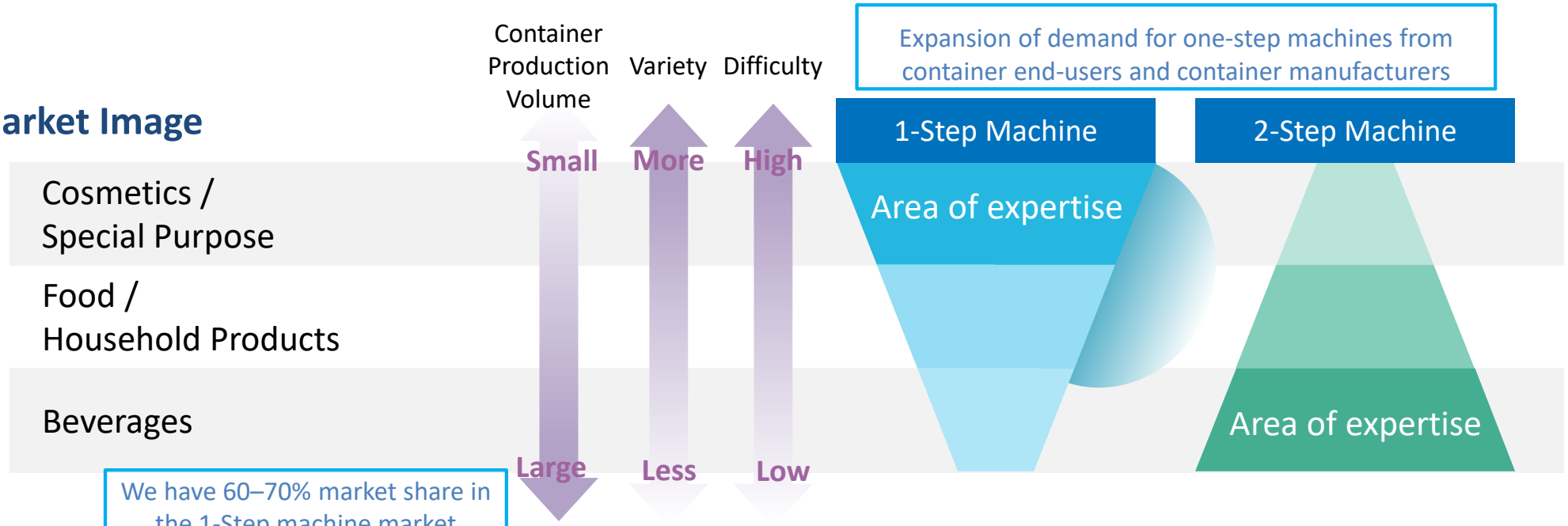


ASB's Business Areas

Attention increases for one-step molding machines

Our areas of expertise expands through technical improvement in line with environmental changes and diversification of needs

Market Image



We have 60–70% market share in the 1-Step machine market

Main manufacturers of 1-Step Machine

- ASB
- Aoki Technical Laboratory, Inc.

Segregated areas of expertise

Main manufacturers of 2-Step Machine

- Sidel (France)
- Krones (Germany)
- SIPA (Italy)
- CHUMPOWER (Taiwan) etc.

Examples of Containers Molded by our Machines

Wide varieties of containers for living necessities

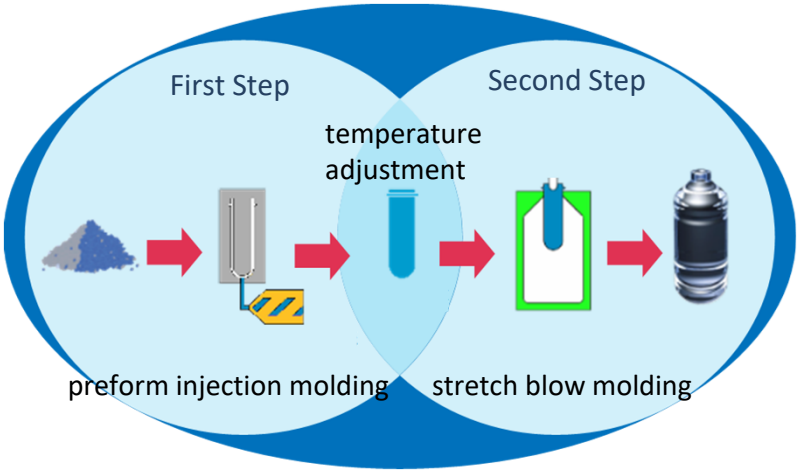
	Category	Examples
	**Cosmetics**	Beauty lotion, milky lotion, moisturizing lotion, perfumes, mascaras, hair-care and skin-care products, etc.
	**Foodstuffs**	Soy-sauce, sauce, ketchup, mustard, dressing, seasonings, spices, edible oil, instant coffee granules, dried foods, pickles, supplement tablets, etc.
	**Household products**	Shampoo, hair conditioner, liquid hand soap, antiseptics, mouthwash, dishwashing detergents, laundry detergents, air freshener, engine oil, etc.
	**Beverages**	Mineral water, bottles for water dispenser, juice, tea, carbonated soft drinks, milk beverages, liquors, etc.
	**Special containers**	Pharmaceuticals (infusion), baby feeding bottles, toner containers, etc.

PET Bottle Production Method

ASB's area of expertise is 1-step machine

1-Step Production Method

One machine conducts preform injection molding and stretch blow molding

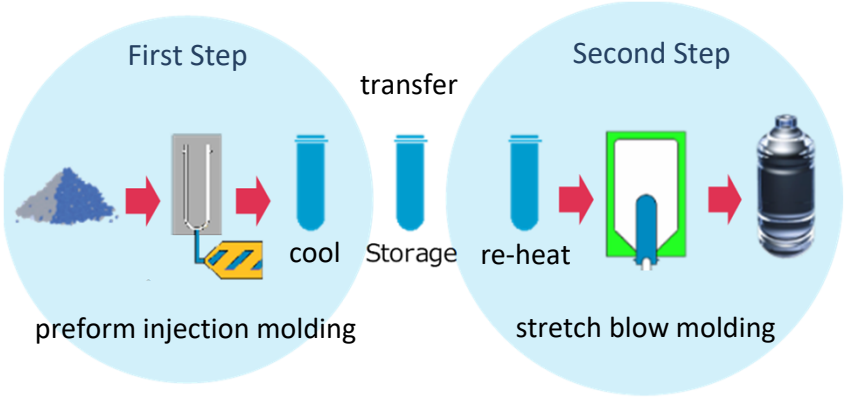


[Features of 1-Step machine]

- Suitable to produce **variety of products in small- to mid-sized lots**
- Suitable for production of bottles with various designs, sizes and shapes **with high added value**

2-Step Production Method

Preform injection molding and stretch blow molding are performed on separate machines



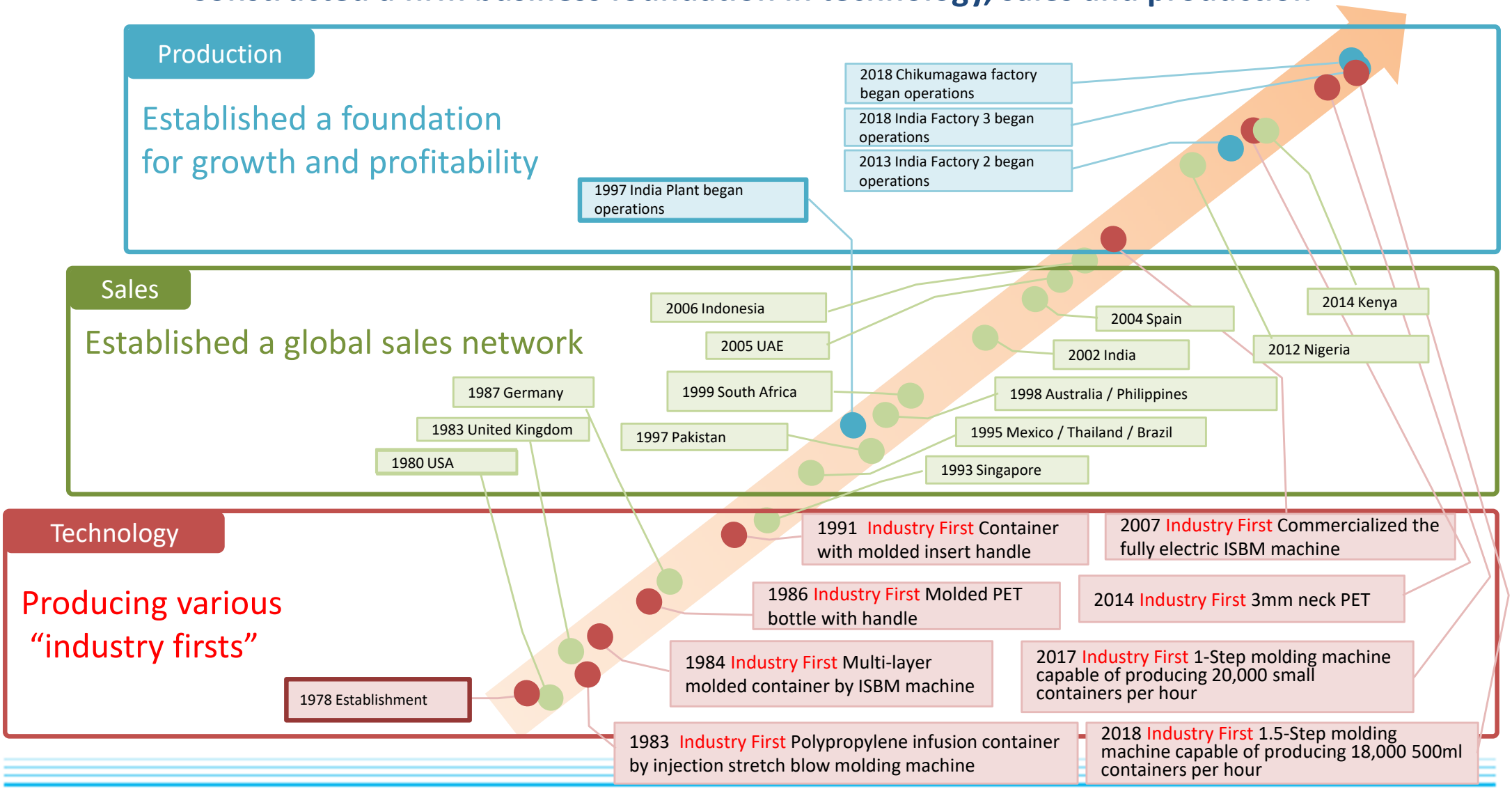
[Features of 2-Step machine]

- Large production capacity is achieved when molding simple shaped bottles (suitable for large markets such as beverages)
- Delivery to leading beverage manufacturers and container manufacturers

Changes in Business Activities

Produced many industry-first technologies since its establishment

Constructed a firm business foundation in technology, sales and production



Why Customers Support Us

"Ironclad cycle" of trust from customers, created through 40 years of business

End-Users

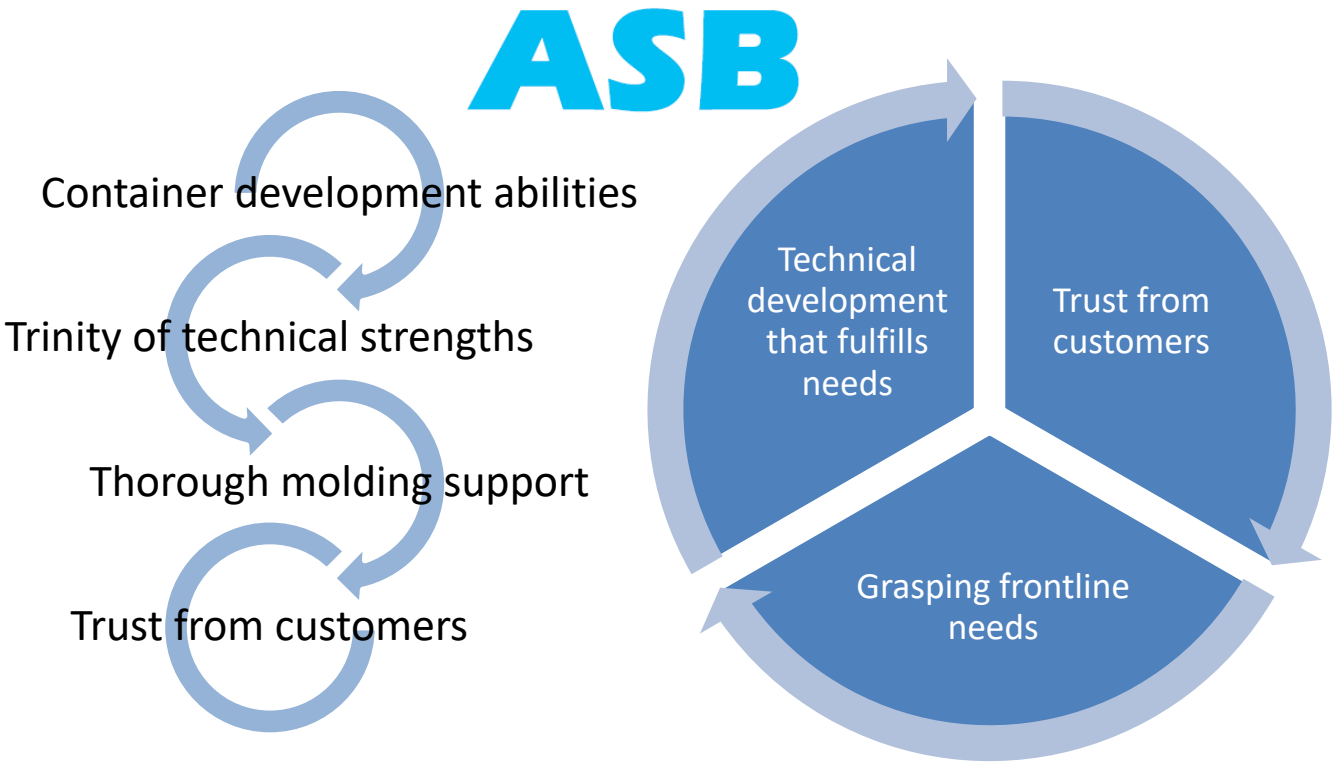
Differentiation of own-product
(High-end-oriented / Originality)

Container Manufacturers

Advanced / Complicated specifications
Achieve positive ROI

Material Manufacturers

Development of new materials
(Addressing environmental issues)



- Bearing the thought in mind that "What customers ultimately require is PET containers, not molding machines", technicians visit customers in Japan and abroad with "Trinity (Machine / Mold / Molding technique) of technical strengths" and perform "Thorough molding support" till the customer is satisfied with quality of containers, which results in gaining "Trust from customers".
- Also, our technicians gain experiences in return and accumulate highly complicated technical know-how, such as suitable temperature control for molding. "Trust from customers" enhances our reputation further, which enables us to grasp frontline needs earlier than competitors. We develop the technology to satisfy such needs and supply products which can gain further "Trust from customers".
- This "Ironclad cycle" is the strength of ASB, and the reason why customers support us. <Article in an industry magazine in 2013>

Efforts Addressing the Environmental Issues

Trends addressing plastic issues by countries

Japan

Resource Circulation Strategy for Plastics (abstract)

- Reuse or recycle **60%** of plastics packaging **by 2030**
- Effectively utilize **100%** of used plastics by reuse or recycle **by 2035**
- Introduce **approx. 2 million tons** of biomass plastics **by 2030**

EU

Single-Use Plastics Directive

- Single-use plastics such as trays, cutlery, straws, etc. are to be banned by 2021 (**excluding bottles for beverages**)
- Collect **90%** of used bottles for beverages **by 2029**
- Utilization ratio of recycled material to PET bottles is to be **25% by 2025**, and **30% by 2030**

India

Ban on single-use plastics

- **Abolish** single-use plastics **by 2022**
- Plan to ban **6 kinds** of single-use plastics (cups, trays, **small-sized bottles [<=100ml]**, straws and plastic bags)

Consolidated Performance of Previous Years

Unit: million yen, yen, %

	2012/09		2013/09		2014/09		2015/09		2016/09		2017/09		2018/09		2019/09		2020/09	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	16,424	*100.0*	19,769	*100.0*	22,605	*100.0*	25,396	*100.0*	25,526	*100.0*	29,289	*100.0*	27,834	*100.0*	26,129	*100.0*	27,254	*100.0*
Operating Profit	2,178	*13.3*	3,298	*16.7*	3,971	*17.6*	3,821	*15.0*	4,525	*17.7*	6,104	*20.8*	5,120	*18.4*	4,304	*16.5*	4,850	*17.8*
Ordinary Profit	1,980	*12.1*	4,043	*20.5*	4,867	*21.5*	4,257	*16.8*	4,123	*16.2*	6,954	*23.7*	5,281	*19.0*	4,193	*16.0*	4,669	*17.1*
Profit Attributable to Owners of Parent	1,066	*6.5*	2,737	*13.8*	3,076	*13.6*	2,487	*9.8*	2,532	*9.9*	4,571	*15.6*	4,349	*15.6*	3,154	*12.1*	4,239	*15.6*
Dividends per Share (yen)	20	-	40	-	40	-	40	-	40	-	60	-	60	-	60	-	60	-

ASB

Form Your Vision

Inquiries related to IR

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