



**NIPPON SAN SO HOLDINGS**

# **Q2 FYE2022**

# **Consolidated Financial Results**

## **Earnings Announcement**

(Six months ended September, 2021)

November 1, 2021  
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, and will omit the same information on a consolidated cumulative basis. The same information on a cumulative basis is omitted. 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>

Unit : JPY Currency	Average Forex rates					
	FYE2021 1Q (Apr.-Jun.)	FYE2021 1st Half (Apr.-Sep.)	FYE2022 1Q (Apr.-Jun.)	FYE2022 1st Half (Apr.-Sep.)	FYE2022 Full-term Assumption (No Change) (Apr.-Mar.) (Announced on Nov.1)	FYE2022 Full-term Assumption(Previous) (Apr.-Mar.) (Announced on May 10)
USD	107.38	106.32	109.76	110.10	105	105
EUR	118.74	121.66	132.44	131.16	125	125
SDG	76.29	76.67	82.41	82.01	77	77
AUD	71.69	73.91	84.15	82.33	74	74
CNY	15.11	15.20	17.06	17.07	16	16

- **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.

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# **1. Q2 FYE2022 Business performance**

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## **-1. Quarter (Jul.-Sep.) Period performance**

# Consolidated results

	FYE2021	FYE2022	YoY	
	Q2	Q2	Difference	% Change
(Unit: ¥ bn.)	(Jul.-Sep.)	(Jul.-Sep.)		
<b>Revenue</b>	<b>200.0</b>	<b>229.0</b>	<b>+29.0</b>	<b>+14.5%</b>
<b>Core operating income</b>	<b>22.6</b>	<b>25.2</b>	<b>+2.6</b>	<b>+11.5%</b>
Core OI margin	11.3%	11.0%		
Non-recurring profit and loss	-0.0	-0.0	+0.0	
<b>Operating income (IFRS)</b>	<b>22.5</b>	<b>25.2</b>	<b>+2.7</b>	<b>+11.6%</b>
OI margin	11.3%	11.0%		
Finance costs	-3.2	-2.4	+0.8	
<b>Income before income taxes</b>	<b>19.3</b>	<b>22.8</b>	<b>+3.5</b>	<b>+18.1%</b>
Income tax expenses	-5.3	-4.0	-1.3	
Net income	13.9	18.7	+4.8	+34.6%
(Attribution of net income)				
<b>Net income attributable to owners of the parent</b>	<b>13.5</b>	<b>18.2</b>	<b>+4.7</b>	<b>+34.4%</b>
NI margin	6.8%	8.0%		
Net income attributable to non-controlling interests	0.3	0.5	+0.2	



# Results by Segment [Reclassified\*]

		FYE2021	FYE2022		YoY		
		Q2 (Jul.-Sep.)	Q2 (Jul.-Sep.)	Composition ratio	Difference	% Change	Forex impact
(Unit: ¥ bn.)							
<b>Gas business in Japan</b>	Revenue	81.9	<b>90.1</b>	39.3%	+8.2	+9.9%	+0.0
	Segment OI	6.8	<b>7.4</b>	29.6%	+0.6	+8.9%	+0.0
	OI margin	8.4%	8.3%				
<b>Gas business in the U.S.</b>	Revenue	46.3	<b>55.7</b>	24.3%	+9.4	+20.2%	+2.2
	Segment OI	6.0	<b>7.0</b>	27.9%	+1.0	+16.2%	+0.2
	OI margin	13.1%	12.7%				
<b>Gas business in Europe</b>	Revenue	39.7	<b>47.4</b>	20.7%	+7.7	+19.4%	+1.7
	Segment OI	5.2	<b>6.0</b>	24.0%	+0.8	+14.9%	+0.2
	OI margin	13.3%	12.8%				
<b>Gas business in A&amp;O*</b>	Revenue	25.8	<b>29.6</b>	12.9%	+3.8	+14.9%	+1.7
	Segment OI	3.1	<b>3.6</b>	14.3%	+0.5	+14.9%	+0.2
	OI margin	12.2%	12.2%				
*A&O: Asia and Oceania.							
<b>Thermos business</b>	Revenue	6.0	<b>6.1</b>	2.7%	+0.1	+0.7%	+0.0
	Segment OI	1.4	<b>1.4</b>	5.9%	-0.0	-0.1%	+0.0
	OI margin	24.4%	24.2%				
<b>Adjustment</b>	Revenue	0.0	<b>0.0</b>	0.0%	+0.0	+0.3%	
	Segment OI	-0.2	<b>-0.4</b>	-1.7%	-0.2	—	
<b>Consolidated total</b>	Revenue	200.0	<b>229.0</b>	100.0%	+29.0	+14.5%	+5.8
	Segment OI	22.6	<b>25.2</b>	100.0%	+2.6	+11.5%	+0.8
	OI margin	11.3%	11.0%				

\* Reclassified : As a result of the reclassification of segment classifications in FYE2022, figure for FYE2021 has been restated based on the new segment classifications.

# Gas business in Japan

(Unit: ¥ bn.)		FYE2021		FYE2022		YoY	
		Q2 (Jul.-Sep.)	Composition ratio	Q2 (Jul.-Sep.)	Composition ratio	Difference	% Change
<b>Gases</b>	Packaged	3.2	4.0%	3.4	3.9%	+0.2	+6.2%
	Bulk	25.8	31.5%	28.8	32.1%	+3.0	+11.7%
	On-site	17.9	21.9%	19.1	21.3%	+1.2	+6.6%
	Specialty gases	6.6	8.1%	7.7	8.6%	+1.1	+17.2%
	<b>Subtotal</b>	<b>53.7</b>	<b>65.5%</b>	<b>59.2</b>	<b>65.8%</b>	<b>+5.5</b>	<b>+10.3%</b>
<b>Equipment and installation, other</b>	Industrial Gases-related	21.8	26.6%	24.7	27.5%	+2.9	+13.3%
	Electronics-related	6.4	7.8%	6.1	6.8%	-0.3	-5.0%
	<b>Subtotal</b>	<b>28.2</b>	<b>34.5%</b>	<b>30.8</b>	<b>34.2%</b>	<b>+2.6</b>	<b>+9.1%</b>
<b>Total</b>	Revenue	81.9	100.0%	90.1	100.0%	+8.2	+9.9%
	Segment OI	6.8		7.4		+0.6	+8.9%
	Segment OI margin	8.4%		8.3%			

•Forex translation impact: Positive impacts of ¥0.0bn. on revenue and ¥0.0bn. on segment OI

## YoY Factors for increase/decrease

- Bulk & On-Site (Air separation gases): Demand rebounds in manufacturing sectors, but costs increased due to higher fuel prices.
- Bulk (LP gas): Increase in selling prices linked to purchase prices.
- Specialty gases: Increased shipment volume for Electronics sector.
- Equipment and construction, other: Steady demand for medical-related.



# Gas business in the U.S.

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY		
	Q2 (Jul.-Sep.)	Composition ratio	Q2 (Jul.-Sep.)	Composition ratio	Difference	% Change	
<b>Gases</b>	Packaged	9.2	20.0%	11.7	21.1%	+2.5	+26.3%
	Bulk	20.3	43.9%	23.9	42.9%	+3.6	+17.5%
	On-site	4.9	10.6%	5.9	10.6%	+1.0	+19.8%
	Specialty gases	1.4	3.2%	2.7	4.9%	+1.3	+86.4%
	<b>Subtotal</b>	<b>36.0</b>	<b>77.8%</b>	<b>44.2</b>	<b>79.5%</b>	<b>+8.2</b>	<b>+22.9%</b>
<b>Equipment and installation, other</b>	Industrial Gases-related	8.6	18.8%	9.7	17.5%	+1.1	+11.9%
	Electronics-related	1.6	3.5%	1.6	3.0%	+0.0	+4.6%
	<b>Subtotal</b>	<b>10.3</b>	<b>22.2%</b>	<b>11.4</b>	<b>20.5%</b>	<b>+1.1</b>	<b>+10.8%</b>
<b>Total</b>	Revenue	46.3	100.0%	55.7	100.0%	+9.4	+20.2%
	Segment OI	6.0		7.0		+1.0	+16.2%
	Segment OI margin	13.1%		12.7%			

•Forex translation impact: Positive impacts of ¥2.2bn. on revenue and ¥0.2bn. on segment OI

## YoY Factors for increase/decrease

- Bulk & Packaged: Demand rebounds in manufacturing sectors, and profitability improved.
- On-site: Net customer demand up from prior year
- Equipment and construction, other: Demand recovered in welding and cutting related fields.

# Gas business in Europe

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY	
	Q2 (Jul.-Sep.)	Composition ratio	Q2 (Jul.-Sep.)	Composition ratio	Difference	% Change
<b>Gases</b>						
Packaged	9.5	23.9%	9.8	20.9%	+0.3	+4.2%
Bulk	19.3	48.6%	23.0	48.5%	+3.7	+19.2%
On-site	5.8	14.7%	8.7	18.4%	+2.9	+49.3%
Specialty gases	1.6	4.1%	2.2	4.8%	+0.6	+37.2%
<b>Subtotal</b>	<b>36.2</b>	<b>91.4%</b>	<b>43.8</b>	<b>92.6%</b>	<b>+7.6</b>	<b>+20.9%</b>
<b>Equipment and installation, other</b>						
Industrial Gases-related	3.4	8.6%	3.5	7.4%	+0.1	+3.1%
<b>Subtotal</b>	<b>3.4</b>	<b>8.6%</b>	<b>3.5</b>	<b>7.4%</b>	<b>+0.1</b>	<b>+3.1%</b>
<b>Total</b>						
Revenue	39.7	100.0%	47.4	100.0%	+7.7	+19.4%
Segment OI	5.2		6.0		+0.8	+14.9%
Segment OI margin	13.3%		12.8%			

•Forex translation impact: Positive impacts of ¥1.7bn. on revenue and ¥0.2bn. on segment OI

## YoY Factors for increase/decrease

- Bulk, packaged and on-site: Demand rebounds in manufacturing sectors.

(In the previous fiscal year, the COVID-19 infection spread had a significant impact on our business performance in this segment.)



# Gas business in Asia & Oceania

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY		
	Q2 (Jul.-Sep.)	Composition ratio	Q2 (Jul.-Sep.)	Composition ratio	Difference	% Change	
<b>Gases</b>	Packaged	0.9	3.6%	1.0	3.4%	+0.1	+7.3%
	Bulk	10.1	39.3%	12.5	42.4%	+2.4	+23.9%
	On-site	0.8	3.3%	1.2	4.2%	+0.4	+44.3%
	Specialty gases	8.0	31.2%	8.6	29.3%	+0.6	+8.0%
	<b>Subtotal</b>	<b>19.9</b>	<b>77.4%</b>	<b>23.4</b>	<b>79.2%</b>	<b>+3.5</b>	<b>+17.6%</b>
<b>Equipment and installation, other</b>	Industrial Gases-related	4.6	18.0%	5.4	18.4%	+0.8	+17.5%
	Electronics-related	1.1	4.6%	0.6	2.3%	-0.5	-41.7%
	<b>Subtotal</b>	<b>5.8</b>	<b>22.6%</b>	<b>6.1</b>	<b>20.8%</b>	<b>+0.3</b>	<b>+5.5%</b>
<b>Total</b>	Revenue	25.8	100.0%	29.6	100.0%	+3.8	+14.9%
	Segment OI	3.1		3.6		+0.5	+14.9%
	Segment OI margin	12.2%		12.2%			

•Forex translation impact: Positive impacts of ¥1.7bn. on revenue and ¥0.2bn. on segment OI

## YoY Factors for increase/decrease

- Bulk gas: Demand is recovering.
- Specialty gases: Shipment volume for electronics remained unchanged from the previous fiscal year.
- Equipment and construction, other: Industrial gas-related revenue increased in Singapore and Australia.  
Electronics-related revenue decreased in Taiwan.



# Thermos business

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY		
	Q2 (Jul.-Sep.)	Composition ratio	Q2 (Jul.-Sep.)	Composition ratio	Difference	% Change	
<b>Japan</b>	5.2	87.2%	5.4	88.3%	+0.2	+2.1%	
<b>Overseas</b>	0.7	12.8%	0.7	11.7%	-0.0	-8.6%	
<b>Total</b>	Revenue	6.0	100.0%	6.1	100.0%	+0.1	+0.7%
	Segment OI	1.4		1.4		-0.0	-0.1%
	Segment OI margin	24.4%		24.2%			

•Forex translation impact: Positive impacts of ¥0.0bn. on revenue and ¥0.0bn. on segment OI

### YoY Factors for increase/decrease

- Japan: Revenue of vacuum insulated mugs and sports bottles softened due to the state of emergency COVID-19 related restrictions.
- Revenue of frying pans and tumblers were steady due to continued demand for stay at home products.
- Overseas: Temporary plant closures due to government mandated requirements related to COVID-19.  
Earnings at equity-method affiliates decreased.

# **1. Q2 FYE2022 Business performance**

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## **-2. 1<sup>st</sup> Half (Apr.-Sep.) Cumulative performance**

# Consolidated results

	FYE2021	FYE2022	YoY		FYE2022
	1 <sup>st</sup> Half (Apr.-Sep.)	1 <sup>st</sup> Half (Apr.-Sep.)	Difference	% Change	Full-term forecast (Announced on May 10)
(Unit: ¥ bn.)					
<b>Revenue</b>	<b>384.5</b>	<b>447.3</b>	<b>+62.8</b>	<b>+16.4%</b>	<b>865.0</b>
<b>Core operating income</b>	<b>36.7</b>	<b>49.8</b>	<b>+13.1</b>	<b>+35.7%</b>	<b>96.0</b>
Core OI margin	9.6%	11.1%			11.1%
Non-recurring profit and loss	-0.0	-0.0	+0.0		0.5
<b>Operating income (IFRS)</b>	<b>36.6</b>	<b>49.7</b>	<b>+13.1</b>	<b>+35.8%</b>	<b>96.5</b>
OI margin	9.5%	11.1%			11.2%
Finance costs	-5.8	-4.7	+1.1		-10.5
<b>Income before income taxes</b>	<b>30.8</b>	<b>45.0</b>	<b>+14.2</b>	<b>+46.1%</b>	<b>86.0</b>
Income tax expenses	-9.2	-9.8	+0.6		-26.0
Net income	21.5	35.1	+13.6	+63.0%	60.0
(Attribution of net income)					
<b>Net income attributable to owners of the parent</b>	<b>21.0</b>	<b>34.2</b>	<b>+13.2</b>	<b>+63.3%</b>	<b>58.2</b>
NI margin	5.5%	7.7%			6.7%
Net income attributable to non-controlling interests	0.5	0.8	+0.3		1.8
Forex (Unit: JPY)					
USD	106.32	110.10			105
(average rate during the period)					
EUR	121.66	131.16			125
AUD	73.91	82.33			74

# Results by Segment [Reclassified\*]

		FYE2021	FYE2022		YoY		
		1 <sup>st</sup> Half (Apr.-Sep.)	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	Difference	% Change	Forex impact
(Unit: ¥ bn.)							
<b>Gas business in Japan</b>	Revenue	158.9	<b>173.2</b>	38.7%	+14.3	+9.0%	+0.1
	Segment OI	11.6	<b>13.9</b>	28.1%	+2.3	+20.4%	+0.0
	OI margin	7.3%	8.1%				
<b>Gas business in the U.S.</b>	Revenue	91.2	<b>107.3</b>	24.0%	+16.1	+17.7%	+3.2
	Segment OI	9.5	<b>14.1</b>	28.3%	+4.6	+46.9%	+0.3
	OI margin	10.5%	13.1%				
<b>Gas business in Europe</b>	Revenue	74.8	<b>94.9</b>	21.2%	+20.1	+26.8%	+5.8
	Segment OI	8.6	<b>12.7</b>	25.5%	+4.1	+47.4%	+0.6
	OI margin	11.5%	13.4%				
<b>Gas business in A&amp;O*</b>	Revenue	48.3	<b>58.9</b>	13.2%	+10.6	+21.8%	+4.0
	Segment OI	5.2	<b>6.6</b>	13.3%	+1.4	+25.4%	+0.5
	OI margin	11.0%	11.3%				
*A&O: Asia and Oceania.							
<b>Thermos business</b>	Revenue	11.0	<b>12.8</b>	2.9%	+1.8	+16.6%	+0.0
	Segment OI	2.0	<b>2.9</b>	6.0%	+0.9	+42.1%	+0.0
	OI margin	19.0%	23.2%				
<b>Adjustment</b>	Revenue	0.1	<b>0.1</b>	0.0%	+0.0	+0.1%	
	Segment OI	-0.5	<b>-0.5</b>	-1.2%	+0.0	—	
<b>Consolidated total</b>	Revenue	384.5	<b>447.3</b>	100.0%	+62.8	+16.4%	+13.3
	Segment OI	36.7	<b>49.8</b>	100.0%	+13.1	+35.7%	+1.6
	OI margin	9.6%	11.1%				

\* Reclassified : As a result of the reclassification of segment classifications in FYE2022, figure for FYE2021 has been restated based on the new segment classifications.

# Gas business in Japan

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY		
	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	Difference	% Change	
<b>Gases</b>	Packaged	6.5	4.1%	6.8	4.0%	+0.3	+5.6%
	Bulk	50.7	31.9%	57.4	33.2%	+6.7	+13.2%
	On-site	35.3	22.2%	37.4	21.6%	+2.1	+5.9%
	Specialty gases	12.9	8.1%	14.8	8.6%	+1.9	+15.1%
	<b>Subtotal</b>	<b>105.5</b>	<b>66.4%</b>	<b>116.6</b>	<b>67.3%</b>	<b>+11.1</b>	<b>+10.5%</b>
<b>Equipment and installation, other</b>	Industrial Gases-related	43.6	27.5%	46.4	26.8%	+2.8	+6.4%
	Electronics-related	9.7	6.2%	10.1	5.9%	+0.4	+3.8%
	<b>Subtotal</b>	<b>53.4</b>	<b>33.6%</b>	<b>56.5</b>	<b>32.7%</b>	<b>+3.1</b>	<b>+5.9%</b>
<b>Total</b>	Revenue	158.9	100.0%	173.2	100.0%	+14.3	+9.0%
	Segment OI	11.6		13.9		+2.3	+20.4%
	Segment OI margin	7.3%		8.1%			

•Forex translation impact: Positive impacts of ¥0.1bn. on revenue and ¥0.0bn. on segment OI

# Gas business in the U.S.

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY		
	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	Difference	% Change	
<b>Gases</b>	Packaged	20.1	22.1%	22.8	21.3%	+2.7	+13.4%
	Bulk	39.1	42.9%	46.3	43.2%	+7.2	+18.5%
	On-site	10.3	11.4%	11.4	10.6%	+1.1	+9.9%
	Specialty gases	3.2	3.6%	4.3	4.1%	+1.1	+33.4%
	<b>Subtotal</b>	<b>72.9</b>	<b>80.0%</b>	<b>85.0</b>	<b>79.2%</b>	<b>+12.1</b>	<b>+16.5%</b>
<b>Equipment and installation, other</b>	Industrial Gases-related	15.2	16.7%	19.0	17.7%	+3.8	+24.6%
	Electronics-related	3.0	3.3%	3.3	3.1%	+0.3	+9.7%
	<b>Subtotal</b>	<b>18.2</b>	<b>20.0%</b>	<b>22.3</b>	<b>20.8%</b>	<b>+4.1</b>	<b>+22.1%</b>
<b>Total</b>	Revenue	91.2	100.0%	107.3	100.0%	+16.1	+17.7%
	Segment OI	9.5		14.1		+4.6	+46.9%
	Segment OI margin	10.5%		13.1%			

•Forex translation impact: Positive impacts of ¥3.2bn. on revenue and ¥0.3bn. on segment OI

# Gas business in Europe

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY		
	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	Difference	% Change	
<b>Gases</b>	Packaged	17.9	24.0%	20.6	21.8%	+2.7	+15.1%
	Bulk	35.7	47.7%	45.3	47.8%	+9.6	+27.0%
	On-site	11.2	15.0%	16.8	17.8%	+5.6	+49.8%
	Specialty gases	3.1	4.3%	4.6	4.9%	+1.5	+45.1%
	<b>Subtotal</b>	<b>68.1</b>	<b>91.1%</b>	<b>87.5</b>	<b>92.2%</b>	<b>+19.4</b>	<b>+28.5%</b>
<b>Equipment and installation, other</b>	Industrial Gases-related	6.6	8.9%	7.3	7.8%	+0.7	+10.4%
	<b>Subtotal</b>	<b>6.6</b>	<b>8.9%</b>	<b>7.3</b>	<b>7.8%</b>	<b>+0.7</b>	<b>+10.4%</b>
<b>Total</b>	Revenue	74.8	100.0%	94.9	100.0%	+20.1	+26.8%
	Segment OI	8.6		12.7		+4.1	+47.4%
	Segment OI margin	11.5%		13.4%			

•Forex translation impact: Positive impacts of ¥5.8bn. on revenue and ¥0.6bn. on segment OI

# Gas business in Asia & Oceania

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY		
	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	Difference	% Change	
<b>Gases</b>	Packaged	1.6	3.4%	2.0	3.5%	+0.4	+25.2%
	Bulk	18.9	39.1%	24.5	41.7%	+5.6	+29.8%
	On-site	1.6	3.5%	2.3	4.0%	+0.7	+41.4%
	Specialty gases	15.4	31.9%	16.8	28.6%	+1.4	+9.0%
	<b>Subtotal</b>	<b>37.6</b>	<b>77.9%</b>	<b>45.8</b>	<b>77.8%</b>	<b>+8.2</b>	<b>+21.6%</b>
<b>Equipment and installation, other</b>	Industrial Gases-related	8.4	17.6%	10.8	18.4%	+2.4	+27.6%
	Electronics-related	2.1	4.5%	2.2	3.8%	+0.1	+2.3%
	<b>Subtotal</b>	<b>10.6</b>	<b>22.1%</b>	<b>13.0</b>	<b>22.2%</b>	<b>+2.4</b>	<b>+22.5%</b>
<b>Total</b>	Revenue	48.3	100.0%	58.9	100.0%	+10.6	+21.8%
	Segment OI	5.2		6.6		+1.4	+25.4%
	Segment OI margin	11.0%		11.3%			

•Forex translation impact: Positive impacts of ¥4.0bn. on revenue and ¥0.5bn. on segment OI

# Thermos business

(Unit: ¥ bn.)

	FYE2021		FYE2022		YoY		
	1st Half (Apr.-Sep.)	Composition ratio	1 <sup>st</sup> Half (Apr.-Sep.)	Composition ratio	Difference	% Change	
<b>Japan</b>	9.6	87.0%	11.1	86.7%	+1.5	+16.2%	
<b>Overseas</b>	1.4	13.0%	1.7	13.3%	+0.3	+19.3%	
<b>Total</b>	Revenue	11.0	100.0%	12.8	100.0%	+1.8	+16.6%
	Segment OI	2.0		2.9		+0.9	+42.1%
	Segment OI margin	19.0%		23.2%			

•Forex translation impact: Positive impacts of ¥0.0bn. on revenue and ¥0.0bn. on segment OI

## 2. FYE2022 full-term Forecast

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# Consolidated forecast

	FYE2021 Full-term	FYE2022 Full-term fcst (No Change) (Announced on Nov. 1)	YoY		FYE2022 Full-term previous fcst (Announced on May 10)
			Difference	% Change	
(単位：億円)					
<b>Revenue</b>	<b>818.2</b>	<b>865.0</b>	<b>+46.8</b>	<b>+5.7%</b>	<b>865.0</b>
<b>Core operating income</b>	<b>87.2</b>	<b>96.0</b>	<b>+8.8</b>	<b>+10.0%</b>	<b>96.0</b>
Core OI margin	10.7%	11.1%			11.1%
Non-recurring profit and loss	1.5	0.5	-1.0		0.5
<b>Operating income (IFRS)</b>	<b>88.8</b>	<b>96.5</b>	<b>+7.7</b>	<b>+8.6%</b>	<b>96.5</b>
OI margin	10.9%	11.2%			11.2%
Finance costs	-11.1	-10.5	+0.6		-10.5
<b>Income before income taxes</b>	<b>77.7</b>	<b>86.0</b>	<b>+8.3</b>	<b>+10.7%</b>	<b>86.0</b>
Income tax expenses	-20.8	-26.0	+5.2		-26.0
Net income	56.8	60.0	+3.2	+5.5%	60.0
(Attribution of net income)					
<b>Net income attributable to owners of the parent</b>	<b>55.2</b>	<b>58.2</b>	<b>+3.0</b>	<b>+5.4%</b>	<b>58.2</b>
NI margin	6.7%	6.7%			6.7%
Net income attributable to non-controlling interests	1.6	1.8	+0.2		1.8
Forex (Unit: JPY)					
USD	105.94	105			105
(average rate during the period)					
EUR	124.07	125			125
AUD	73.67	74			74

# Consolidated forecast by Segment [Reclassified\*]

	FYE2021 full-term	FYE2022 full-term		YoY			FYE2022 full-term
		Fcst (No change) (Announced on Nov. 1)	Composition ratio	Difference	% Change	Forex impact	Pre. Fcst (Announced on May 10)
(Unit: ¥ bn.)							
<b>Gas business in Japan</b>	Revenue	341.9	<b>360.0</b>	41.6%	+18.1	+5.3%	<b>360.0</b>
	Segment OI	29.8	<b>31.1</b>	32.4%	+1.3	+4.1%	<b>31.1</b>
	OI margin	8.7%	8.6%				8.6%
<b>Gas business in the U.S.</b>	Revenue	189.9	<b>198.0</b>	22.9%	+8.1	+4.2%	<b>198.0</b>
	Segment OI	23.1	<b>23.6</b>	24.6%	+0.5	+2.0%	<b>23.6</b>
	OI margin	12.2%	11.9%			-1.6	11.9%
<b>Gas business in Europe</b>	Revenue	160.0	<b>173.0</b>	20.0%	+13.0	+8.1%	<b>173.0</b>
	Segment OI	21.0	<b>24.8</b>	25.8%	+3.8	+18.0%	<b>24.8</b>
	OI margin	13.1%	14.3%			+0.1	14.3%
<b>Gas business in A&amp;O*</b>	Revenue	102.0	<b>106.0</b>	12.3%	+4.0	+3.9%	<b>106.0</b>
	Segment OI	8.9	<b>10.2</b>	10.6%	+1.3	+14.3%	<b>10.2</b>
	OI margin	8.7%	9.6%				9.6%
*A&O: Asia and Oceania.							
<b>Thermos business</b>	Revenue	23.9	<b>28.0</b>	3.2%	+4.1	+16.8%	<b>28.0</b>
	Segment OI	5.1	<b>7.4</b>	7.7%	+2.3	+43.2%	<b>7.4</b>
	OI margin	21.6%	26.4%				26.4%
<b>Adjustment</b>	Revenue	0.2	—	—	—	—	—
	Segment OI	-0.8	-1.1	-1.1%	-0.3	—	-1.1
<b>Consolidated total</b>	Revenue	818.2	<b>865.0</b>	100.0%	+46.8	+5.7%	<b>865.0</b>
	Segment OI	87.2	<b>96.0</b>	100.0%	+8.8	+10.0%	<b>96.0</b>
	OI margin	10.7%	11.1%			-0.4	11.1%

\* Reclassified : As a result of the reclassification of segment classifications in FYE2022, figure for FYE2021 has been restated based on the new segment classifications.

# Appendix

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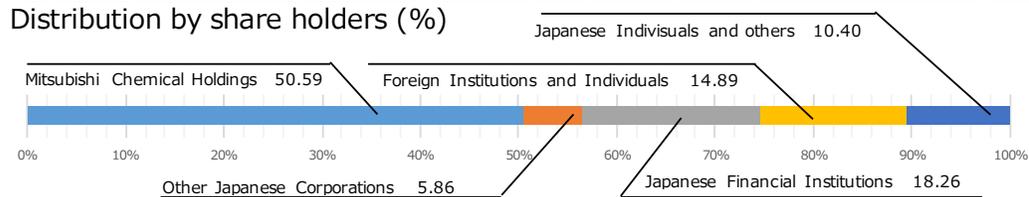
**[1<sup>st</sup> Half (Apr.-Sep.) Cumulative performance basis ]**

**Corporate Information** (As of March 31, 2021)

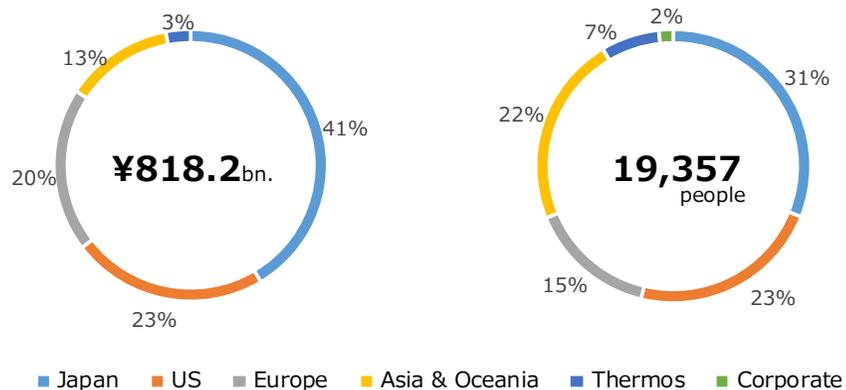
Company Name	Nippon Sanso Holdings Corporation
Founded	October 30, 1910
Headquarters	1-3-26 Koyama Shinagawa-ku, Tokyo 142-0062, Japan
TEL	81-3-5788-8500
	Representative Director, President CEO
Representative	Toshihiko Hamada
Common stock	37.3 billion yen

**Stock information** (As of March 31, 2021)

Number of shares	433,092,837
Number of shareholders	16,205
Listed stock exchanges	Tokyo Stock Exchange First section
Ticker	4091.T



**Revenue / Employee personnel by Segment** (As of March 31, 2021)



**Corporate Philosophy**

# The Gas Professionals

**Group Philosophy**

Proactive. Innovative. Collaborative.  
Making life better through gas technology.

**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**



**FYE2022 Financial Forecast (IFRS)**

Revenue	¥865.0 bn.	Net income attributable to owners of the parent	¥58.2 bn.
Operating income	¥96.5 bn.	EPS	¥134.49

# Changes in disclosure details

The following disclosure items have been changed from FYE2022.

1. Change in the period for reporting year-on-year changes

The period for reporting changes from the previous fiscal year was previously based on the cumulative consolidated accounting period, but will now be based on the quarterly consolidated accounting period.

2. Change in the classification of product segment disclosure

In order to provide our investors and shareholders with a concise and easy-to-understand understanding of the Company's operations, the Company will change to the following segments.

Revenue disclosure category	Breakdown
Gases	Industrial gases such as oxygen, nitrogen, argon, carbon dioxide and helium, LP gases, specialty gases
Packaged	Gas filling containers (cylinders) are delivered to the customer, and the gas is supplied according to method of use
Bulk	A storage tank for liquified gas is installed within the customer's facility, and the gas is supplied according to method of use
On-site	A gas production facility is established in an area adjacent to the customer, and the gas is constantly supplied using a directly connected pipe
Specialty gases	Mainly, gases for electronic materials that are used in the manufacture of semiconductors or LCD panels, standard gas, high-purity gas
Equipment and construction, other	Ancillary equipment for gas usage, refining equipment to raise gas purity level, construction for equipment installation, and welding and cutting-related goods
Industrial Gases-related	Supply facilities and other gas-using equipments, air separation units, and hardgoods (welding and cutting-related)
Electronics-related	Construction for equipment and pipe installation toward electronics, refining equipment for removing impurities, and other equipment

# 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.

	FYE2021 1 <sup>st</sup> Half	FYE2022 1 <sup>st</sup> Half	YoY Difference
(Unit: ¥ bn.)			
<b>Core operating income</b>	<b>36.7</b>	<b>49.8</b>	<b>+13.1</b>
Non-recurring profit and loss	-0.0	-0.0	+0.0
<b>Operating income (IFRS)</b>	<b>36.6</b>	<b>49.7</b>	<b>+13.1</b>

# Key performance Indicators

Item	Unit	FYE2021 1 <sup>st</sup> Half	FYE2022 1 <sup>st</sup> Half	FYE2021 full-term
Basic earnings per share	JPY	48.53	79.24	127.59
Overseas sales ratio	%	56.6	59.1	56.1
ROE	%	—	—	12.0
ROCE	%	—	—	6.1
Annual dividends per share	JPY	—	—	30
Dividend payout ratio	%	—	—	23.5
CAPEX(fund basis) & Investments and loans	¥bn.	29.6	34.4	61.4
Depreciation and amortization	¥bn.	43.0	45.4	86.3
Free cash flow	¥bn.	23.6	36.7	89.5
Adjusted net D/E ratio	Times	1.36	1.06	1.15
Interest-bearing liabilities	¥bn.	998.7	918.9	949.2
Net interest-bearing liabilities	¥bn.	894.4	834.7	858.1



# Condensed consolidated statements of Cash flows

(Unit : ¥ bn.)

	FYE2021 1 <sup>st</sup> Half	FYE2022 1 <sup>st</sup> Half	YoY	
			Difference	% Change
Income before income taxes	30.8	45.0	+14.2	+46.1%
Depreciation and amortization	43.0	45.4	+2.4	
Changes in working capital	-7.6	-13.0	-5.4	
Others	-12.2	-10.7	+1.5	
<b>Cash flows from operating activities</b>	<b>53.9</b>	<b>66.6</b>	<b>+12.7</b>	<b>+23.6%</b>
Capital expenditures	-29.0	-33.2	-4.2	
Investments and loans	-0.5	-1.2	-0.7	
Others (asset sales, etc.)	-0.6	4.6	+5.2	
<b>Cash flows from investing activities</b>	<b>-30.2</b>	<b>-29.8</b>	<b>+0.4</b>	<b>+1.2%</b>
<b>Free cash flow</b>	<b>23.6</b>	<b>36.7</b>	<b>+13.1</b>	<b>+55.2%</b>
<b>Cash flows from financing activities</b>	<b>-21.1</b>	<b>-43.0</b>	<b>-21.9</b>	<b>-103.7%</b>

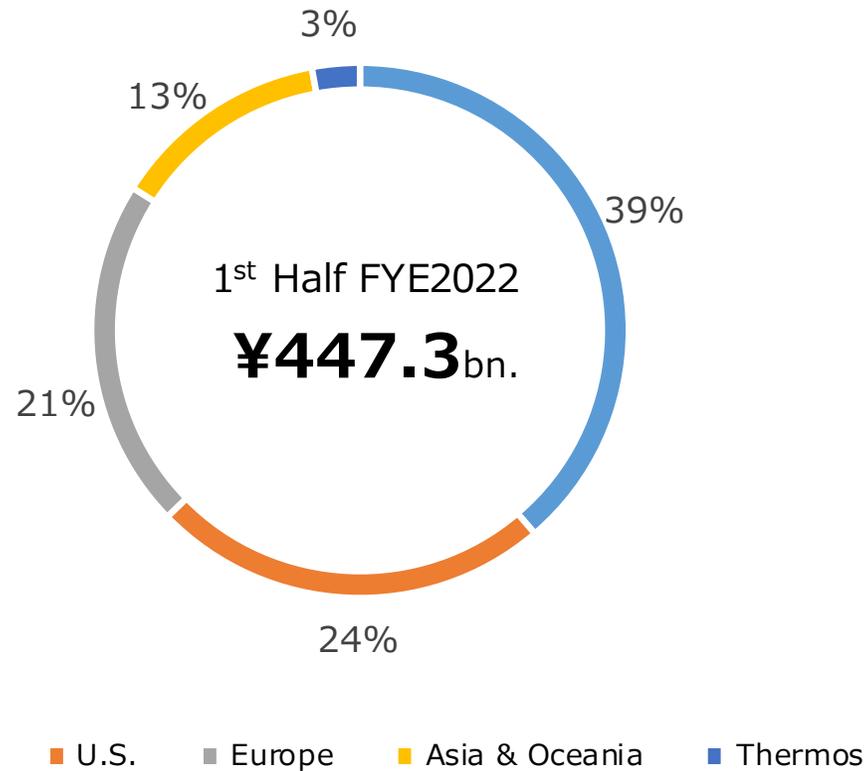
# Condensed consolidated statements of Financial position

(Unit : ¥bn.)	FYE2021	FYE2022	YoY		FYE2021	FYE2022	YoY
	Q4	Q2	Difference		Q4	Q2	Difference
Cash and cash equivalents	91.0	84.1	-6.9	Trade payables	96.0	95.7	-0.3
Trade receivables	182.0	189.0	+7.0	Interest-bearing liabilities	949.2	918.9	-30.3
Inventories	69.6	75.7	+6.1	Others	247.0	244.4	-2.6
Others	26.1	25.5	-0.6	<b>Total liabilities</b>	<b>1,292.3</b>	<b>1,259.1</b>	<b>-33.2</b>
<b>Total current assets</b>	<b>368.9</b>	<b>374.5</b>	<b>+5.6</b>	Share capital and capitalsurplus, etc	515.8	545.4	+29.6
Property, plant and equipment	685.7	681.5	-4.2	Other components of equity	-2.6	-0.5	+2.1
Goodwill	455.0	453.9	-1.1	<b>Equity attributable to owners of parent</b>	<b>513.1</b>	<b>544.9</b>	<b>+31.8</b>
Intangible assets	237.7	233.8	-3.9	<b>Non-controlling interests</b>	<b>30.7</b>	<b>31.4</b>	<b>+0.7</b>
Others	88.8	91.5	+2.7	<b>Total equity</b>	<b>543.9</b>	<b>576.3</b>	<b>+32.4</b>
<b>Total non-current assets</b>	<b>1,467.3</b>	<b>1,460.9</b>	<b>-6.4</b>	<b>Total liabilities and equity</b>	<b>1,836.2</b>	<b>1,835.4</b>	<b>-0.8</b>
<b>Total assets</b>	<b>1,836.2</b>	<b>1,835.4</b>	<b>-0.8</b>				

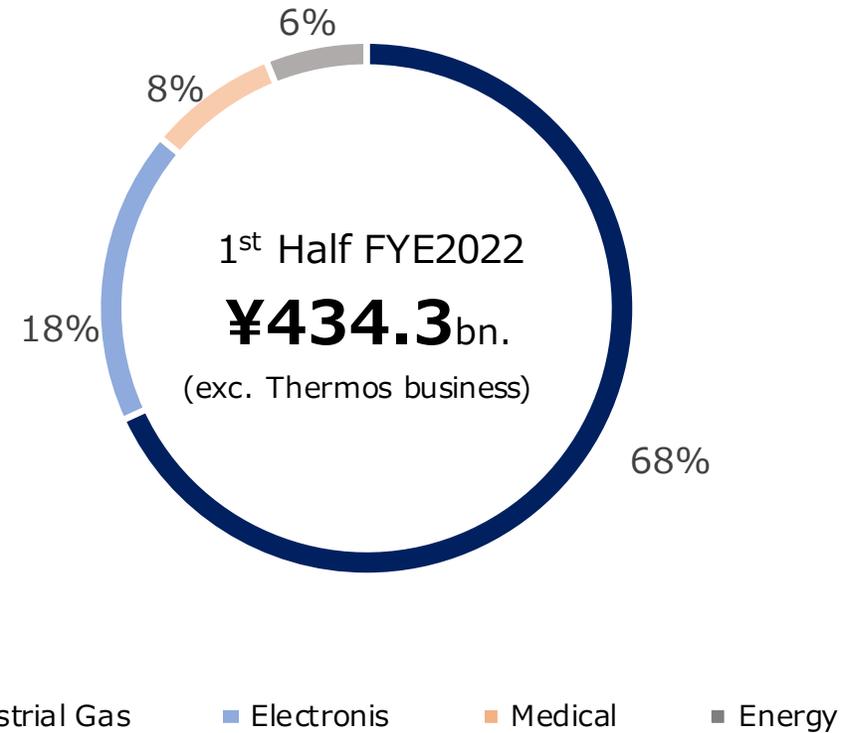


# Revenue composition

## By Segment

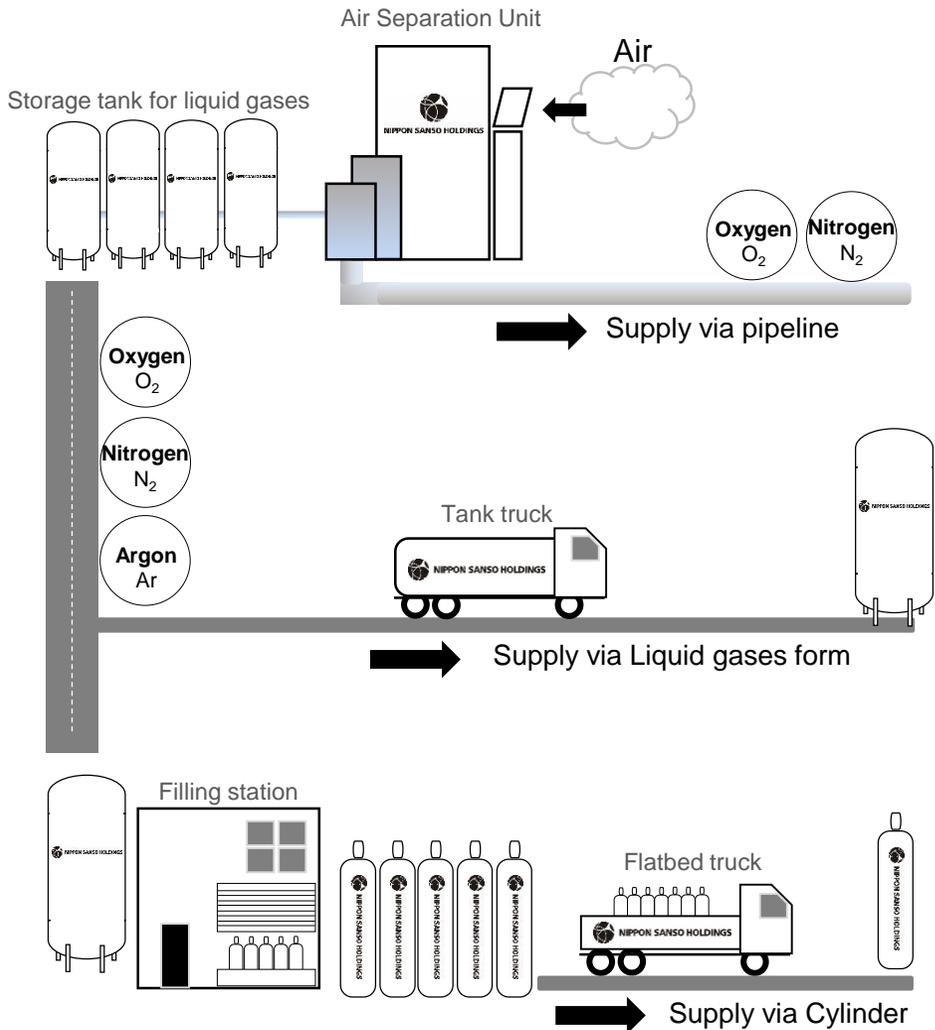


## By Business

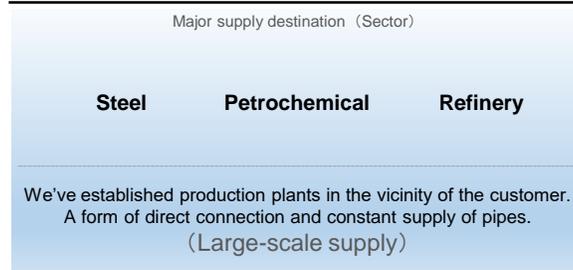


# Industrial gas supply systems

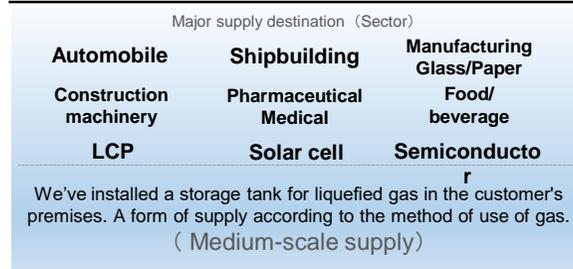
## Air Separation Gases



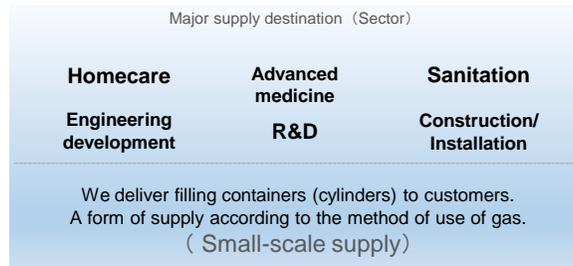
## On-site



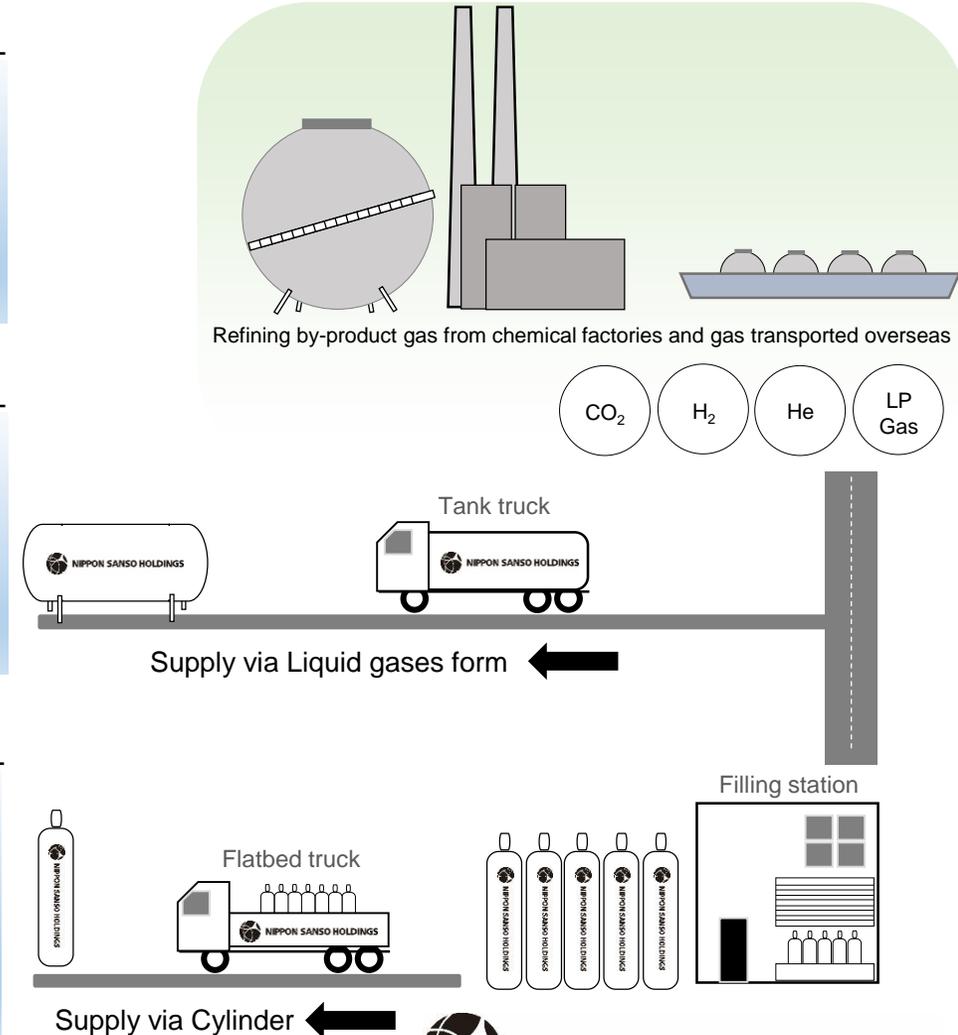
## Bulk



## Packaged



## Other Gases



## For further information, please contact:

---

### Public Relations for media

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Group Human Resources & Corporate Secretariat Office  
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E-mail : [Nshd.info@nipponsanso-hd.co.jp](mailto:Nshd.info@nipponsanso-hd.co.jp)

### Investor Relations for investors

Investor Relations,  
Group Finance & Accounting Office  
Tel: +81 (0)3-5788-8512  
E-mail : [Nshd.ir@nipponsanso-hd.co.jp](mailto:Nshd.ir@nipponsanso-hd.co.jp)

### Upcoming IR events

Q3 FYE2022 Earnings Call February 2, 2022

[www.nipponsanso-hd.co.jp/en/](http://www.nipponsanso-hd.co.jp/en/)

**NIPPON SANSO Holdings Corporation**  
**(Ticker:4091.T)**

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





**NIPPON SANZO HOLDINGS**

**The Gas Professionals**

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