



# Acquisition of NEGRI BOSSI S.P.A. Group

Nissei Plastic Industrial Co., Ltd.

President and Representative Director

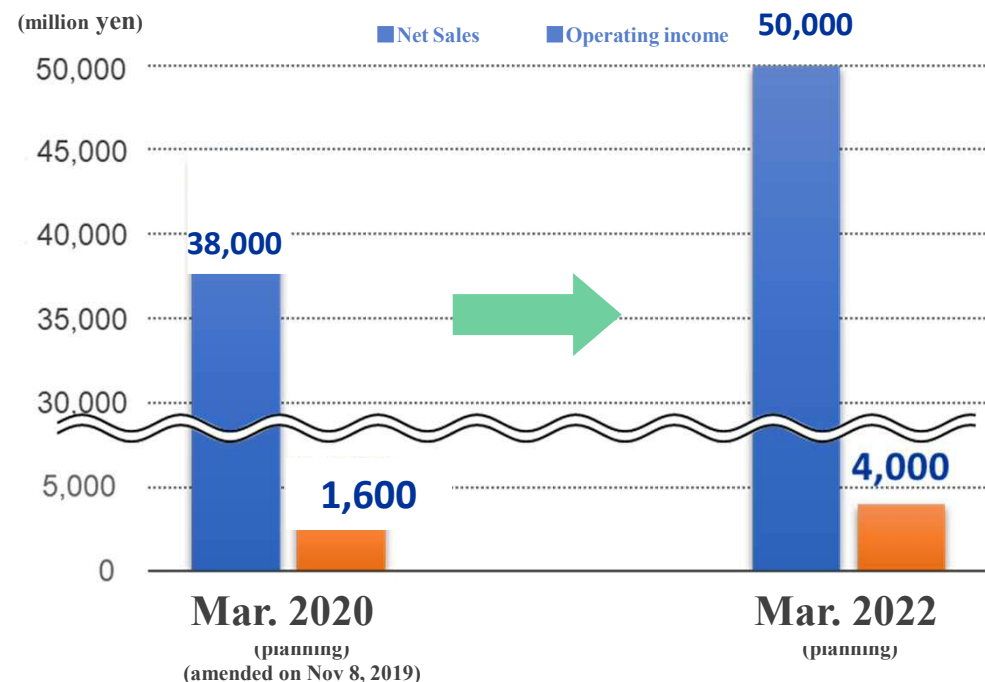
Hozumi Yoda

November 21, 2019

# Growth Targets of Nissei Group

**Medium-Term Management Plan**  
(Year ending March 2020 through March 2022)

The Third Medium-Term Management Plan started in the fiscal year ending March 2020, aims to develop global management, responding to the global environment and establishment for achieving “Future Design 2026”



**Priority strategies:**

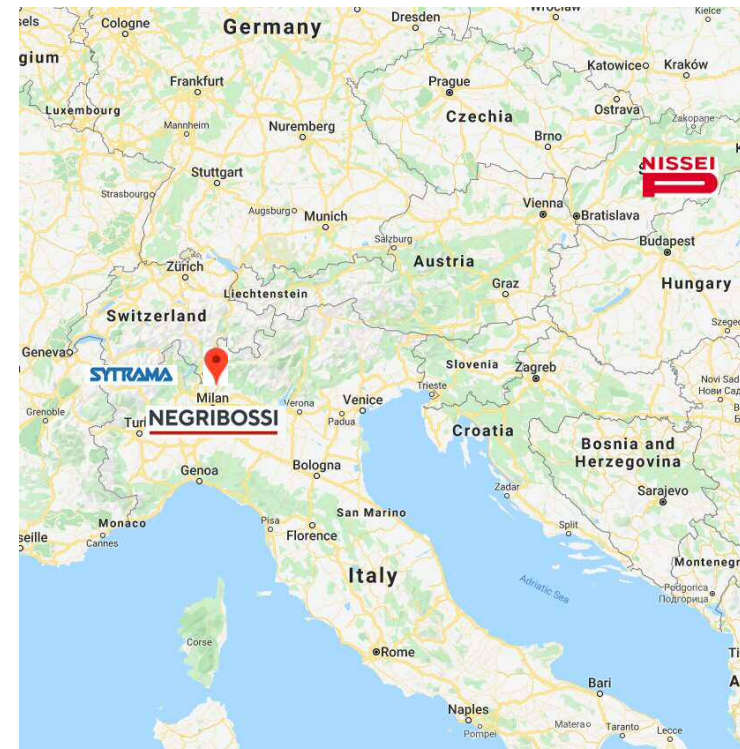
- ① To develop further global management
- ② To aggressively expand into global markets for sales enhancement.
- ③ To enhance the global production network
- ④ To reinforce the global risk management network



## Outline of NEGRI BOSSI S.P.A.

Founding : 1947  
Head office : Milano, Italy, Colognese, Montes  
Business Profile: Manufacture and sale of injection molding machines  
and robotic equipment  
Listed/Unlisted : Unlisted  
Net Sales : €94,544,000 (Approximately ¥13 billion) (Results in 2018)  
EBITDA rate of 1.2% (2018)  
Employee : 353 (2018)  
Manufacturing base : 4 (Italy 2, India, China)  
Sales base : (Italy, France, Spain, UK,  
USA, Canada, Mexico, India)

**NEGRIBOSSI**  
BY DESIGN

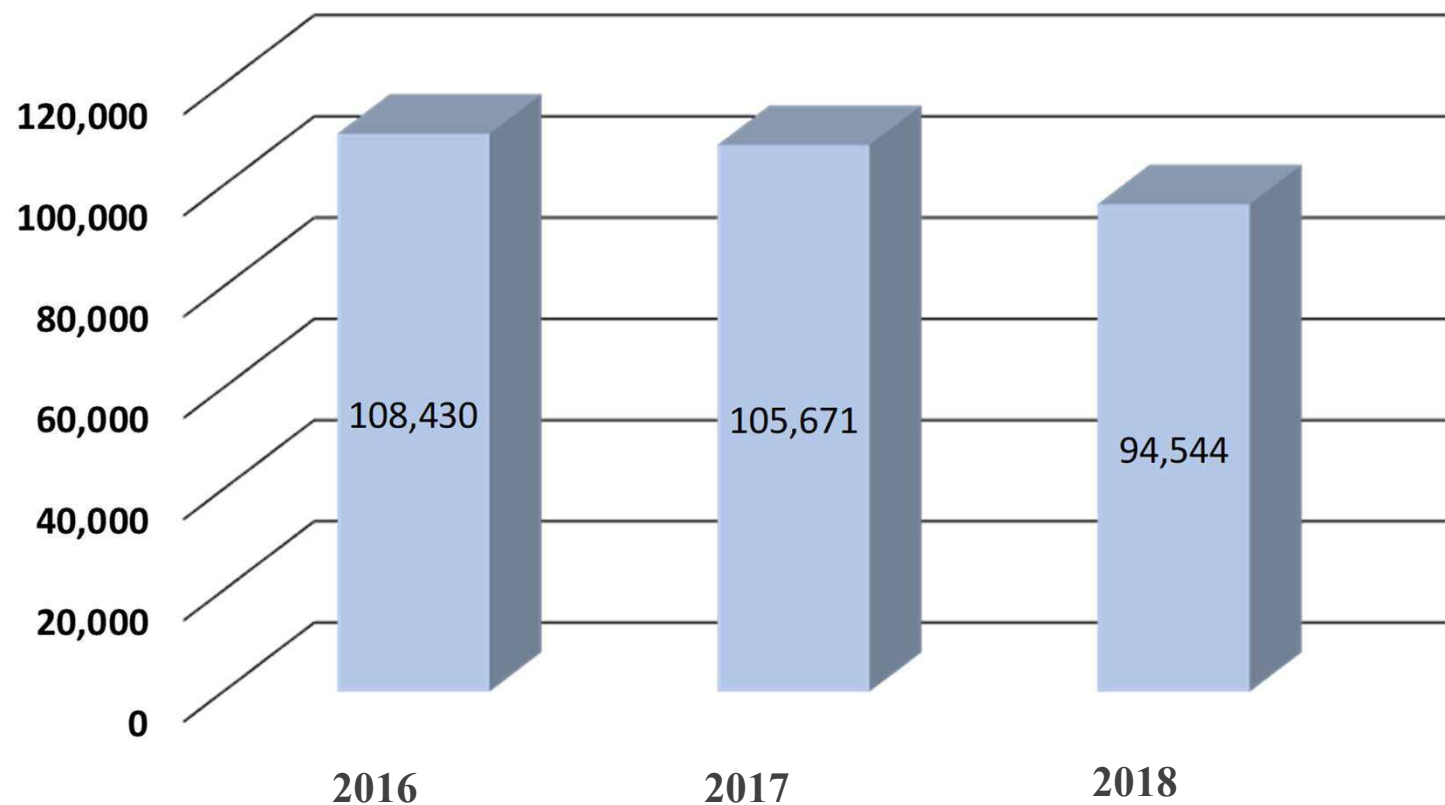


# Sites of NEGRI BOSSI S.P.A.



## Outline of NEGRI BOSSI S.P.A.

Annual sales (consolidated basis) unit:1,000€



**NEGRIBOSSI**  
BY DESIGN



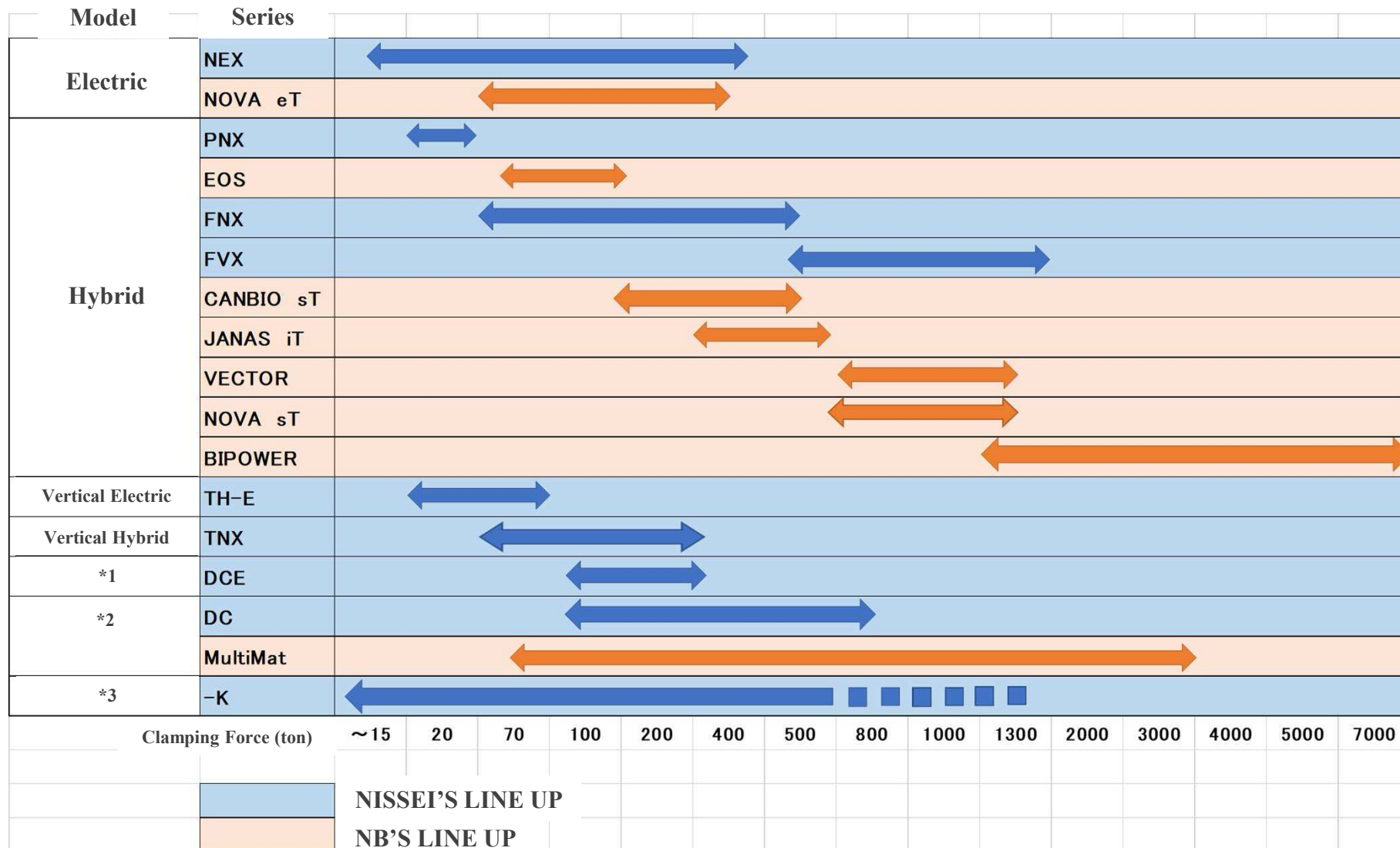
# NEGRI BOSSI S.P.A.' s Technology and Strength

1. Advanced Technologies and Wide Product Lineup
  - Technology supported by history
  - Wide range of clamping force from 50 to 7000 tons
2. Sales of Ultra-large Injection Molding Systems
  - Specialty in systems sales to the U.S. and European automotive industries
  - Possessing a robot manufacturer (Roboline)
3. Sales and Service Network Centered in Europe
  - Developing sales and service networks, particularly in Europe

**NEGRIBOSI**  
BY DESIGN



# Comparison of Product Lineup



# NEGRIBOSI S.P.A. Product Lineup

## Small and Medium Series

### EOS sP (70-160 tonnes)

General-purpose injection molding machine suitable for small automobiles, home appliances, medical and communication parts, containers, etc.



### CANBIO sT (180-500 tonnes)



Hydraulic hybrid type

### NOVA eT (50-350 tonnes)



Electric

General-purpose electric injection molding machine  
suitable for small parts

### JANUS iT (300-450 tonnes)



Hydraulic high speed machine

Effective for forming thin-walled  
containers

**NEGRIBOSI**  
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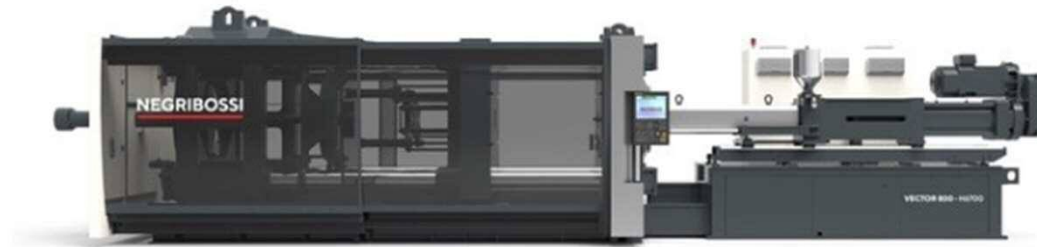


# NEGRIBOSI S.P.A. Product Lineup

## Medium and Large Series

### VECTOR (650 – 1300 tonnes)

Medium and large general-purpose injection molding machines suitable for large automobiles, parts for home appliances, containers, etc.



### NOVA sT (600 – 1300 tonnes)



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# NEGRI BOSSI S.P.A. Product Lineup

Ultra large series

**BIPOWER (1300-7000 tonnes)**



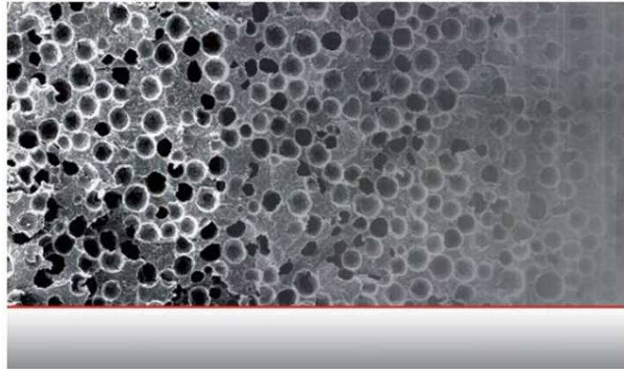
Great machine for large parts such as automobile bumpers, instrument panels, door panels, and large containers

**NEGRI BOSSI**  
BY DESIGN

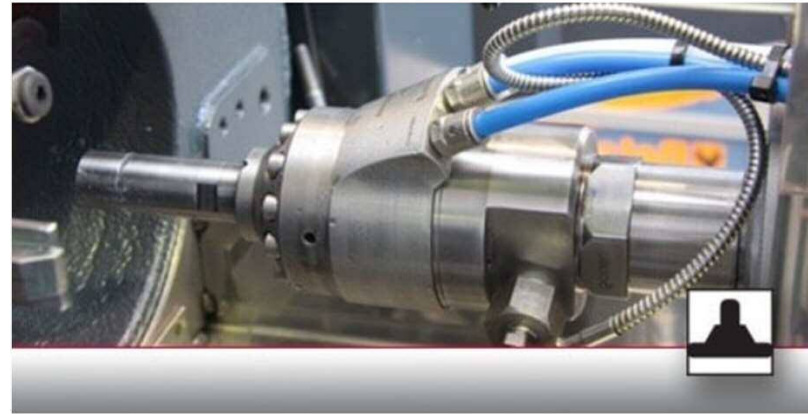
# NEGRI BOSSI S.P.A. Product Lineup

## Special molding application

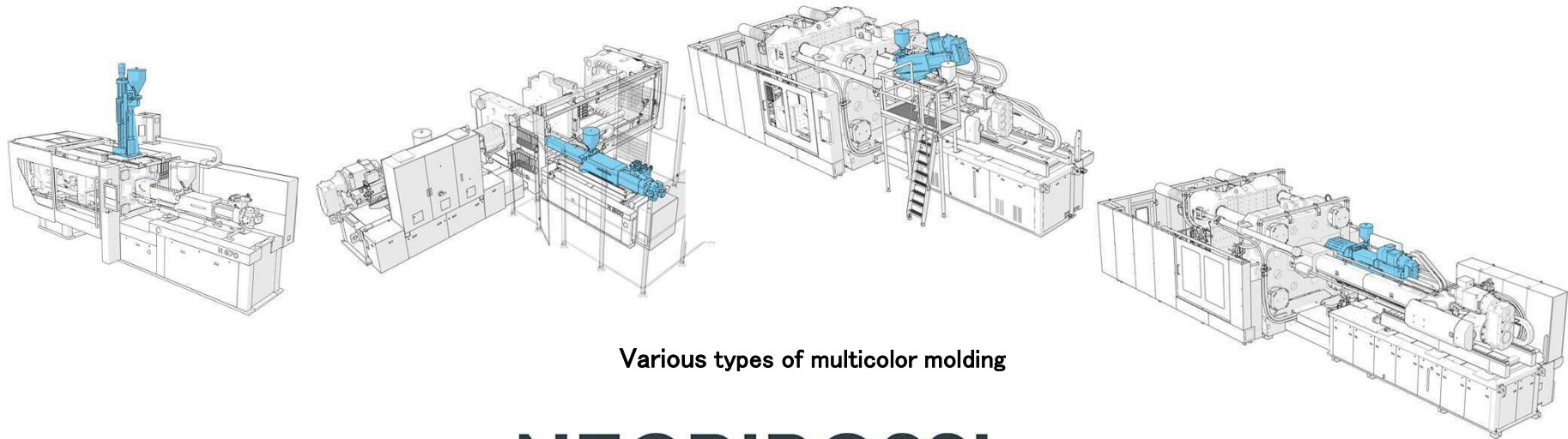
### FOAM MICROCELLULAR MOULDING®



Foam molding



LSR molding



Various types of multicolor molding

**NEGRIBOSSI**  
BY DESIGN

# NEGRI BOSSI S.P.A. Product Lineup

## Robot Series

Support for the automation of molding plants with taking-out, conveying, post-processing, and assembly of molded products

### LARGE ROBOTS



Large take-out robot (Traverse Type)



Large take-out robot (side entry type)



Conveyor Series

**NEGRIBOSS**  
BY DESIGN

**SYTRAMA**

# NEGRI BOSSI S.P.A. Product Lineup

## Various automation



6-axis robot system



In-mold labeling system



Insert molding system



PET preform molding system (96 sticks)

**NEGRIBOSI**  
BY DESIGN

**SYTRAMA**



## Expected Synergies

### 1.Complementary Effect of the Market

- Expansion of sales in Europe, Russia, Africa and India, where Nissei 's sales and service network has been weak.
- Expansion of sales in Japan, Asia, China, and the United States, where NEGRI BOSSI S.P.A. has limited sales and service networks.



**NEGRIBOSSI**  
BY DESIGN

Nissei Plastics' current base and NB's base ★  
(excluding distributors)

**NISSEI**  
**P**



## Expected Synergies

### 2.Complementing Products

- Sales of ultra-large injection molding machines not in the Nissei's lineup
- Provision of high-performance injection molding machines of Nissei to NEGRI BOSSI.
- Development of new products based on Italian design and Japanese quality
- Improvement of production capacity and promotion of cost reduction through model integration

### 3.Complementing Procurement and Production Bases

- Efficient production through effective use of Nissei's production sites (NEGRI BOSSI S.P.A. is highly dependent on outsourcing.)
- Short delivery times and cost reduction by sharing supply chains



Thai Factory



Taicang Factory



Texas Factory

## Sales forecast after the acquisition

- It is difficult to predict the Group's sales after the acquisition, but we will closely examine the situation and formulate a plan for closing.
- We will let you know when we are ready to report.



## Schedule

2019

November 21: Share Purchase Agreement concluded

2020

In January : Closing (Schedule)

Feb–July: PMI (Integration process after acquisition) (Schedule)

## SDGs (Sustainable Development Goals)

17 goals adopted by United Nations in September 2015 and included in the 2030 Agenda for Sustainable Development for making our world a better place.

Nissei group is willing to think what we can really do to make better economy, society and environment.



2030年に向けて  
世界が合意した  
「持続可能な開発目標」です

# What We Can Do to Achieve SDG's

## Worldwide movement against plastic products

Countries, Organization	Action
France	Single-use plastic containers and tableware must be 50% bio-based from 2020 and 60% from 2025.
UK	The Government has announced ban of the single-use plastic products sales. Come into effect in 2019.
EU	The European Union decided abandonment of use of containers made of single-use plastics by 2030. The intentional use of microbeads will also be restricted.
Taiwan	The Government is planning to ban all single-use plastics by 2030.
India	At least 25 of India's 29 states have full or partial bans on single-use plastics. Maharashtra state, the India's second-largest state is enforcing strict crackdown since Jun 2018.
Korea	Ban on single-use plastic items including shopping bags, food containers and cutlery.
Africa	Twenty five countries are banning use of plastic bags or charging fees for the bags.
Companies	Many major cities and states around the world are now removing plastic containers, straws and replacing them with more environmentally friendly alternatives.



## What's New

### Official souvenir of TICAD7 Yokohama 2019

At the “Seventh Tokyo International Conference on African Development” held in Yokohama from August 28, 2019 to August 30, PLA champagne glasses molded by the PLA molding system were officially adopted as official souvenirs from the Japanese government.





# What's New

## CHAMPAGNE GLASS MADE of PLA

The Bioplastic: Securing a Sustainable Future for the Oceans

These champagne glasses are made of plant-based plastic and are biodegradable. By composting after use, it can be decomposed by microorganisms and returned to the soil. It is a potential solution to reduce marine plastic debris and microplastic in the wastes are biodegraded before reaching to the ocean.

### 海洋を生きらすプラスチック

このシャンパングラスは、植物由来原料から生分解性素材であるため、利用後はコンポストをすることで、微生物により分解され自然に還ります。海に流れ着く前に生分解処理することで、海洋プラスチックごみ・マイクロプラスチックの削減の解決策として期待されています。



### PLA (Polylactic Acid)

PLA is one of the plant-based (corn, sugarcane, etc.) biomass plastics, which does not depend on fossil resources. It is biodegradable and can be broken down into carbon dioxide and water by microorganisms. Carbon dioxide released during the process is absorbed by plants, and the plants produce starch through photosynthesis, which is a raw material of PLA. Therefore, it is attracting wide attention as a "carbon neutral" material.

### PLA (ポリ乳酸)・Polylactic Acid (ポリラクティド)・アジラク

化石資源に頼らない植物（トウモロコシやサトウキビ）由来のプラスチック（バイオマスプラスチック）の1つで、生分解性があり、微生物によって最終的に二酸化炭素と水に分解され、大気中に放出された二酸化炭素は植物に吸収されて原料となるアジンを再生産することから、「カーボンニュートラル」の原則として注目されている。

## CHAMPAGNE GLASS MADE of PLA

The Bioplastic: Securing a Sustainable Future for the Oceans



## CHAMPAGNE GLASS MADE of PLA

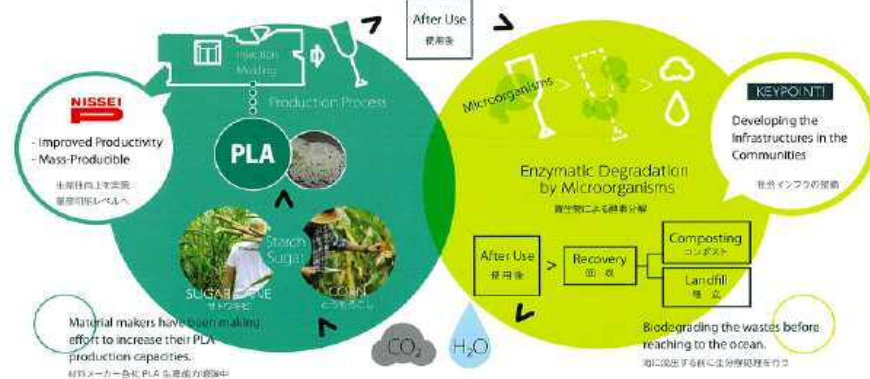
The Bioplastic: Securing a Sustainable Future for the Oceans

## PLANT-BASED

植物由来

## BIODEGRADABLE

生分解性



## PRODUCTION PROCESS

生産工程

### NISSEI

Injection Molding Machine



### KEYPOINT

0.65mm

Thin-wall

In standard PLA molding processes, short shots can be caused in many cases for thin-wall products since the fluidity of PLA is very poor, and solidification starts before the flow paths have completely filled. NISSEI came up with a new technology to mix supercritical carbon dioxide into molten PLA in order to improve the fluidity of injected material. It makes the world's thinnest level (0.65mm) of thin-wall container molding possible while achieving super high transparency.

### Enriching communities through plastics

Plastics have been playing a major role in enriching our world, and it will continue to do so. NISSEI is eager to share the benefits of plastics, such as its functionality, processability, and productivity with people around the globe while striving for zero environmental impact. As a part of our ongoing effort to establish sustainable societies, NISSEI continues to speak about the benefits of PLA to the world so that it will be popularized and utilized in the future.

### プラスチックを通して人間社会を豊かにするために

プラスチックは、世界のいかに発展と豊か化を助けたかの歴史に大々貢献を続けており、これからも変わらぬことと信じています。NISSEIは、プラスチックの持つ機能性や加工性、生産効率性を世界中の人々と享受し、同時に環境負荷を限りなくゼロに近づける取り組みの一環として、社会の美観に叶った製品をとして、PLAの普及拡大、有効活用が望まれるよう、今後も世界に向けてその有効性を発信してまいります。

**NISSEI INJECTION MOLDING MACHINE・MOLD・SUPPORT SYSTEM**  
**NISSEI PLASTIC INDUSTRIAL CO., LTD.**  
Head office/factory: 2310 Minami, Sakai-ku, Sakai-shi, Osaka-shi, Japan 590-0055 Japan

Management philosophy: As a global company, NISSEI will enrich communities through plastics.

※Do not use this product. Please use this product at temperatures below 55°C. ※本製品は、55℃以下で利用ください。

<http://www.nisseiplastic.com>  
CONTACT: [info@nisseijushi.co.jp](mailto:info@nisseijushi.co.jp)

掲載雑誌: 世界の日報 プラスチックを通して人間社会を豊かにする

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NISSEI PLASTIC INDUSTRIAL CO., LTD.



**日精樹脂工業株式會社**



**NEGRI BOSSI S.P.A.**

All forecast and prospects are based on information currently available to our company and are based on the management's reasonable decision-making.

Hence actual results may be subject to change and due to various factors.