



3 February 2011

FY2011 CUMULATIVE QUARTER 3 RESULTS

(From 1 April 2010 to 31 December 2010)

- **Cumulative results reflect challenging but stable market conditions**
- **Joint ventures and associates' performance continues to strengthen**
- **Building Products results reflect improving volumes from previous year**
- **Automotive revenue and profits ahead of last year, due to strong demand**
- **Specialty Glass benefiting from robust markets for consumer electronics**

Cumulative results reflect challenging but stable market conditions

- Cumulative Group revenues ¥ 436bn (Cumulative Q3 FY10: ¥ 444bn) and profit of ¥ 24.4bn (before amortization) (Cumulative Q3 FY10: ¥ 2.9bn loss).
- Sales up 6% at constant exchange rates.
- Profits continue to benefit from previous restructuring actions across all three business lines.
- Full-year financial forecast maintained.

Joint ventures and associates' performance continues to strengthen

- All of the Group's major joint ventures and associates have generated an improvement in profitability from the previous year.
- Cebrace (50% owned Building Products JV in Brazil) benefiting from strong market conditions.
- Improved performance in the Group's joint ventures and associates in China and Russia.

Building Products results reflect improving volumes from previous year

- Volumes increased from previous year in all major Building Products markets except North America.
- Prices increased in emerging markets and were stable elsewhere.
- Solar Energy manufacturing capacity increasing with the re-commissioning of VGI plant in Vietnam and UK5 in UK.
- Cumulative Building Products revenue ¥ 185.5bn (Q3 FY10: ¥ 193.7bn) and profits of ¥ 14.3bn (Q3 FY10: ¥0.1bn loss)

Automotive revenue and profits ahead of last year, due to strong demand

- Significant increases in OE volumes from the previous year.
- AGR markets gradually improving.
- Cumulative Automotive revenue ¥ 198.3bn (Q3 FY10: ¥ 195.6bn) and profits of ¥ 14.5bn (Q3 FY10: ¥8.1bn)

Specialty Glass benefiting from robust markets for consumer electronics

- Revenues benefiting from robust demand for touch panel technology in mobile devices.
- Demand for SELFOC[®] Lens Array (SLA[®]) equipment continues to improve.
- Sales of glass cord supported by strong vehicle production in Europe.
- Cumulative Specialty Glass revenue ¥ 47.0bn (Q3 FY10: ¥ 49.2bn) and profits of ¥ 6.0bn (Q3 FY10: ¥2.6bn)

Consolidated Income Statement



<u>(JPY bn)</u>	<u>Cum Q3</u> <u>FY11</u>	<u>Cum Q3</u> <u>FY10</u>	<u>Change</u> <u>from Cum</u> <u>Q3 FY10</u>
Revenue	435.7	443.9	- 2%**
Op. Income before amortization*	24.4	(2.9)	
Amortization*	(12.0)	(13.7)	
Operating income	12.4	(16.6)	
Non-operating items	(5.0)	(9.1)	
Ordinary income	7.4	(25.7)	
Extraordinary items	(1.0)	(6.8)	
Pre-tax income	6.4	(32.5)	
Net Income	1.7	(32.1)	
EBITDA	48.4	26.7	+ 81%

* Amortization arising from the acquisition of Pilkington plc only
 ** +6% based on constant exchange rates

Improved profitability