



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