



4 August 2011

FY2012 QUARTER 1 RESULTS

(From 1 April 2011 to 30 June 2011)

- **Results reflect lower than anticipated Japan earthquake impact**
- **Building Products results reflect improving volumes of value-added products**
- **Automotive profits reduced, due to lower OE customer demand following the Japan earthquake**
- **Specialty Glass markets affected by Japan earthquake, but strong underlying performance**
- **Joint ventures and associates' results similar to the previous year**
- **FY2012 forecast remains unchanged**

Results reflect lower than anticipated Japan earthquake impact

- Japan earthquake profit effect of ¥ 3.4bn (¥ 2.7bn Automotive, ¥ 0.7bn Specialty Glass), being approximately ¥ 1.0bn less than previously anticipated
- Except for earthquake impact, underlying results as expected
- All results now stated in IFRS, including restatement of previous year
- Cumulative Group revenues ¥ 145.2bn, 2% below previous year (Q1 FY11: ¥ 148.1bn) but 1% above previous year at constant exchange rates
- Operating profits of ¥ 3.6bn (Q1 FY11: ¥ 6.4bn) reflects the impact of the Japan earthquake

Building Products results reflect improving volumes of value-added products

- Solar Energy volumes continue to grow in line with expectations
- Improving pricing in most regions offsetting higher input costs
- Q1 FY12 Building Products revenue ¥ 63.7bn (Q1 FY11: ¥ 60.6bn) and profits of ¥ 4.2bn (Q1 FY11: ¥ 2.7bn)

Automotive profits reduced, due to lower OE customer demand following the Japan earthquake

- Post-earthquake, vehicle manufacturer demand was affected significantly in April, but then recovered steadily through the quarter
- AGR markets performing well, with improved pricing
- Q1 FY12 Automotive revenue ¥ 66.2 (Q1 FY11: ¥ 71.3bn) and profits of ¥ 2.0bn (Q1 FY11: ¥ 4.5bn)

Specialty Glass markets affected by Japan earthquake, but strong underlying performance

- Further growth experienced in LCDs for mobile devices
- Printer/scanner market demand affected, as expected, by Japan earthquake
- Sales of glass cord supported by robust vehicle production in Europe
- Q1 FY12 Specialty Glass revenue ¥ 14.9 (Q1 FY11: ¥ 15.8bn) and profits of ¥ 1.6bn (Q1 FY11: ¥ 1.5bn)

Joint ventures and associates' results similar to the previous year

- Share of net income of joint ventures and associates ¥ 2.0bn (Q1 FY11: ¥ 2.2bn)
- Profits were flat at Cebrace (50% owned Building Products JV in Brazil)
- Improving profitability at the Group's joint venture in Russia
- Reduced profits in joint ventures and associates in China

FY2012 forecast remains unchanged

- Expected profit reduction from Japan earthquake revised to ¥ 4.8bn from ¥ 6.0bn
- Forecast still considered reasonable, taking into consideration current uncertainties over economic growth in North America and Europe



Consolidated Income Statement

<u>(JPY bn)</u>	<u>Q1 FY12</u>	<u>Q1 FY11</u>	<u>Change from Q1 FY11</u>
Sales	145.2	148.1	-2%**
Operating profit before amortization	5.6	8.4	
Amortization*	(2.0)	(2.0)	
Operating profit	3.6	6.4	
Finance expenses (net)	(3.7)	(4.3)	
Share of JVs and associates	2.0	2.2	
Profit before taxation	1.9	4.3	
Profit after taxation	1.9	3.1	
Profit attributable to equity shareholders	1.6	2.7	
EBITDA	13.8	17.1	-19%

* Amortization arising from the acquisition of Pilkington plc only

** +1% based on constant exchange rates

Results reflect lower than anticipated Japan earthquake impact