



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>
<b>Sales</b>	<b>145.2</b>	<b>148.1</b>	<b>-2%**</b>
<b>Operating profit before amortization</b>	<b>5.6</b>	<b>8.4</b>	
Amortization*	(2.0)	(2.0)	
<b>Operating profit</b>	<b>3.6</b>	<b>6.4</b>	
Finance expenses (net)	(3.7)	(4.3)	
Share of JVs and associates	2.0	2.2	
<b>Profit before taxation</b>	<b>1.9</b>	<b>4.3</b>	
<b>Profit after taxation</b>	<b>1.9</b>	<b>3.1</b>	
<b>Profit attributable to equity shareholders</b>	<b>1.6</b>	<b>2.7</b>	
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**