



14 May 2015

FY2015 ANNUAL RESULTS

(from 1 April 2014 to 31 March 2015)

- **Trading profit improved 13% year to year, with positive profit for the period**
- **Profit improvement reflects operational cost savings**
- **Market conditions were mixed, with improvements in some regions and reductions in others**
- **FY2016 forecast reflects gradual improvement in market conditions**

Trading profit improved 13% year to year, with positive profit for the period

- Cumulative Group revenues of ¥ 626.7bn were 3% above the previous year (FY14: ¥ 606.1bn)
- Trading profit, before amortization and exceptional items, of ¥ 25.2bn (FY14: ¥ 22.4bn) reflects operational cost savings
- FY15 Architectural revenue ¥ 252.9bn (FY14: ¥ 240.6bn) and profits of ¥ 17.0bn (FY14: ¥ 10.9bn)
- FY15 Automotive revenue ¥ 314.0bn (FY14: ¥ 305.1bn) and profits of ¥ 9.4bn (FY14: ¥ 11.2bn)
- FY15 Technical Glass revenue ¥ 58.7bn (FY14: ¥ 59.4bn) and profits of ¥ 4.9bn (FY14: ¥ 5.9bn)

Market conditions mixed, with improvements in some regions and reductions in others

- Stable architectural market conditions in Europe
- European cumulative light-vehicle sales ahead of previous year, with indications of market improvement from the fourth quarter
- In Japan, lower architectural volumes, but OE volumes robust following consumption tax increase
- In North America, architectural markets maintaining strength with robust demand. Continuing improvements in automotive markets
- In the Rest of the World, architectural markets experienced increased demand levels in South East Asia. Automotive markets in South America were weak
- Technical glass markets were mixed, increased competition in thin glass for displays, while components used in multi-function printers enjoyed solid demand

FY2016 forecast reflects gradual improvement in market conditions

- European Architectural markets to be broadly flat, while Automotive markets should benefit from a continuation of the positive vehicle sales experienced during the fourth quarter of FY2015
- Architectural markets in Japan are likely to register a modest improvement, although Automotive markets may be weak in the short-term
- Volumes in North America expected to be robust, although volumes in South America will continue to suffer from a challenging economic environment
- Market conditions in South East Asia are likely to improve further, and demand for Solar Energy glass should continue to recover
- Technical glass markets are generally expected to improve

Consolidated Income Statement



(JPY bn)	FY2015	FY2014	Change from FY2014
Revenue	626.7	606.1	3%**
Trading profit	25.2	22.4	13%
Amortization*	(8.4)	(7.9)	
Operating profit before exceptional items	16.8	14.5	
Exceptional items	5.5	(13.8)	
Operating profit	22.3	0.7	
Finance expenses (net)	(17.9)	(16.8)	
Share of JVs and associates	0.4	1.0	
Profit/(Loss) before taxation	4.8	(15.1)	
Profit/(Loss) for the period	2.9	(15.5)	
Profit/(Loss) attributable to owners of the parent	1.7	(16.6)	
EBITDA	57.9	54.4	6%

* Amortization arising from the acquisition of Pilkington plc only

** 0% based on constant exchange rates

Profit reflects reduced cost levels and mixed market conditions

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FY2016 Forecast



(JPY bn)	Forecast FY2016	Actuals FY2015
Revenue	655.0	626.7
Trading profit	32.0	25.2
Amortization*	(8.0)	(8.4)
Operating profit	24.0	16.8
Exceptional items	-	5.5
Finance expenses (net)	(18.0)	(17.9)
Share of JVs and associates	2.0	0.4
Profit before taxation	8.0	4.8
Profit for the period	3.5	2.9
Profit attributable to owners of the parent	2.0	1.7

* Amortization arising from the acquisition of Pilkington plc only

Market conditions expected to improve gradually during FY2016

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