

TSE Code : 5938

Q3 Results for the Fiscal Year Ending March 31, 2013

(From April 1 to December 31, 2012)



February 4, 2013

LIXIL Group Corporation

Cautionary Statements with Respect to Forward-Looking Statements
Statements made in these materials with respect to plans, strategies and future performance that are not historical facts are forward-looking statements. LIXIL Group Corporation cautions that a number of factors could cause actual results to differ materially from those discussed in the forward-looking statements.

I. Overview of the Q3 Results for the Fiscal Year Ending March 31, 2013



I-1. Business Environment and Highlight

<Q3 (3 months) market conditions>

- Total domestic new housing starts for the three months from July to September were -1.1% Y/Y and -2.7% Y/Y for detached houses.
- Total domestic new housing starts turned positive for the three months from October to December by +15.0% Y/Y and +10.2% Y/Y for detached houses.

<Number of New Housing Starts>

	January to September 2012 (9 months)		(For reference)			
			July to September 2012 (3 months)		October to December 2012 (3 months)	
	Amount	Y/Y	Amount	Y/Y	Amount	Y/Y
Total new housing starts	642,457	+2.8%	227,097	-1.1%	240,340	+15.0%
Owner occupied (a)	227,731	-0.9%	84,671	-4.2%	83,858	+10.4%
Rental homes	227,025	+6.2%	79,851	+2.1%	91,496	+27.0%
Condominiums for sale	91,770	+4.6%	29,450	-0.3%	31,433	+8.2%
Detached houses for sale (b)	90,270	+3.5%	31,331	+1.9%	32,320	+9.4%
Detached houses total (a+b)	318,001	+0.3%	116,002	-2.7%	116,178	+10.2%



3

I-2. Q3 (3 Months) Measures of LIXIL

<From “Integration” phase to “Growth” phase>

Launching new products and services

- Launched in Q3: sashes, doors, wooden interior furnishing materials, housing exterior walls and shutters
- To be launched in February: toilets, unit bathrooms, kitchens, washstand cabinet units and tiles
- To be launched in March: exteriors
 - =>LIXPO2013, an exhibition for the new products, and New Products Fare in show rooms will be held
- Enhanced services: *Support designing ventilation and wind-generation, Coco-Eco Diagnostic* for residential insulation, *Technical examination of new construction plan for low-carbon building*, *Housing loans for new houses and renovation*

Started consideration of structural reorganization for growth

- Integration of product companies
- Strengthening marketing division



4

I-3. Q3 (3 Months) Financial Highlights

■ Sales: P7

Significant sales growth of ¥31.1bn (+9.1%) Y/Y.

- Driven by newly consolidated Permasteelisa and other overseas businesses such as Haier and Meite as well as Ken Depot in Japan.
- Domestic LIXIL sales correlated with July-September new housing starts.
- Flat home center business with existing store customer decline offset by new store openings.

■ OP: P7

OP increased by ¥7.5bn (+45.0%) Y/Y.

OP margin improved by 1.6P to 6.5%,

a level as high as the pre Lehman crisis level in Mar-07

- OP for "Existing Businesses" improved by ¥2.6bn due to C-30 cost reduction effects offsetting negative factors such as unfavorable sales and decrease in selling prices.
- OP for "Growth Businesses" such as overseas operations and Ken Depot improved by ¥1.5bn due to positive trends from 1H continuing for the Q3 three months.

I-4. Financial Results for the Q3 (3 Months) of the FY Ending Mar-13

Units: Y bn, %

	Mar-12 Q3 (3months) results	Mar-13 Q3 (3months) results	Increase/ decrease	Y/Y %
Net sales	342.6	373.8	31.1	9.1
Gross Profit	105.0	111.0	6.0	5.7
GPM (%)	30.6%	29.7%	-	-1.0P
SG&A	88.3	86.8	-1.5	-1.8
SG&A ratio (%)	25.8%	23.2%	-	-2.6P
Operating profit	16.7	24.2	7.5	45.0
OPM (%)	4.9%	6.5%	-	+1.6P
Recurring profit	16.8	25.9	9.0	53.6
Income (loss) before income taxes	-3.7	26.7	30.4	Turned profitable
Net income	-7.2	18.1	25.3	Turned profitable
EBITA*	17.7	26.4	8.7	49.3
EBITA ratio	5.2%	7.1%	-	+1.9P

■ Significant increase due to newly consolidated subsidiaries such as Permasteelisa.

■ +0.5% Y/Y when newly consolidated subsidiaries are excluded.

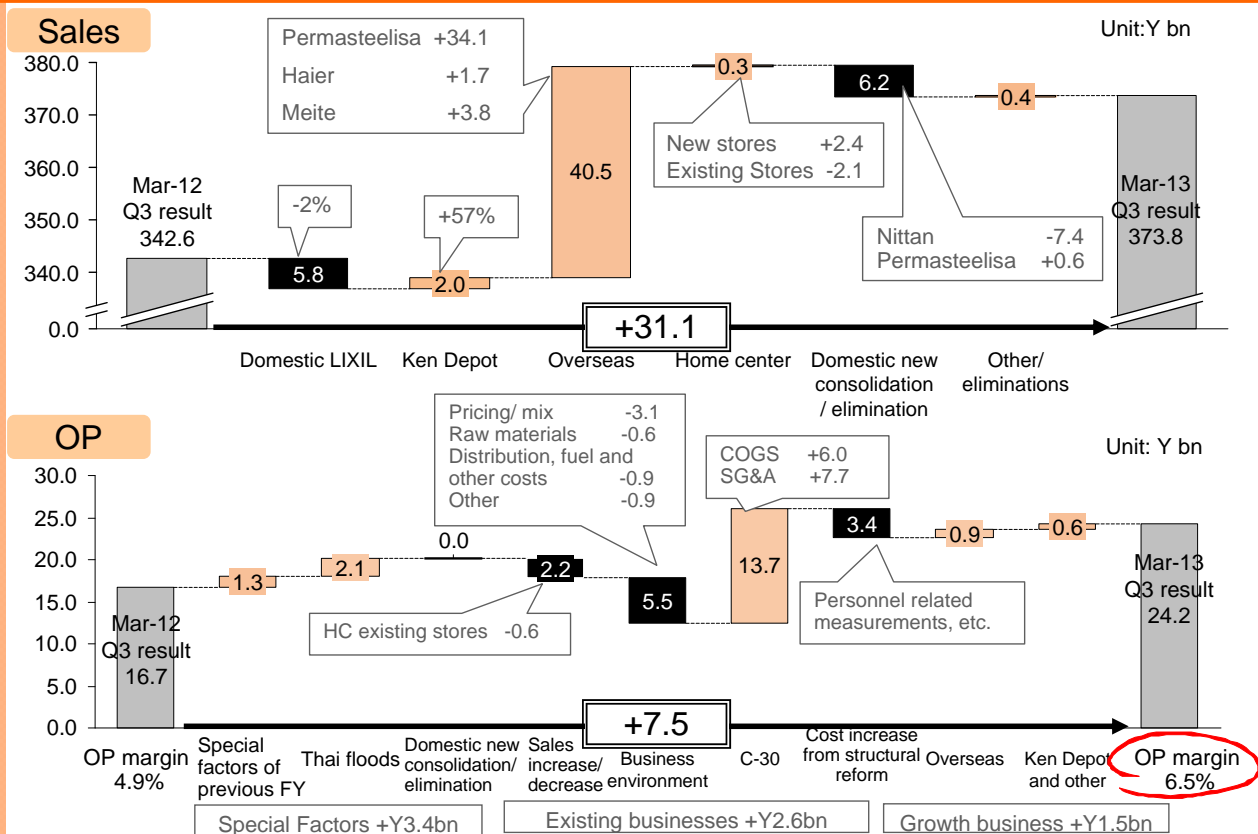
■ +0.9P Y/Y when newly consolidated subsidiaries are excluded.

■ -1.4P Y/Y when newly consolidated subsidiaries are excluded.

OP ¥24.3bn, OPM 7.2% when newly consolidated subsidiaries are excluded for the Q3 (3 months) of FY ending March-13

*EBITA figures are operating income before amortization of goodwill and intangible assets related to M&A

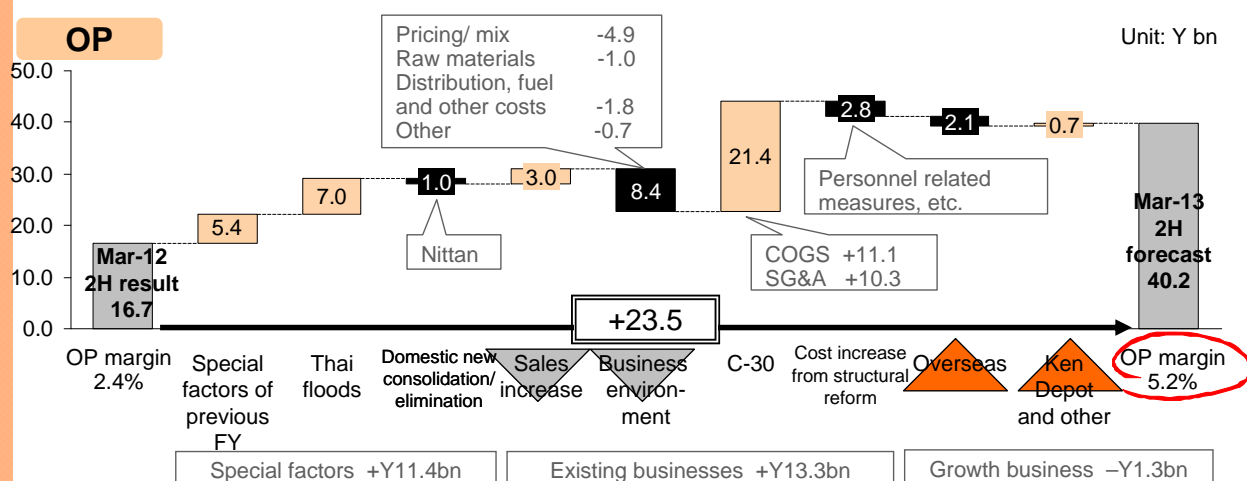
I-5. Increase/ Decrease of Sales and OP (Y/Y) for Q3 (3 Months)



7

I-6. Increase/ Decrease of OP Forecast for the 2H (Y/Y)

Announced on Nov.5



Positive factors

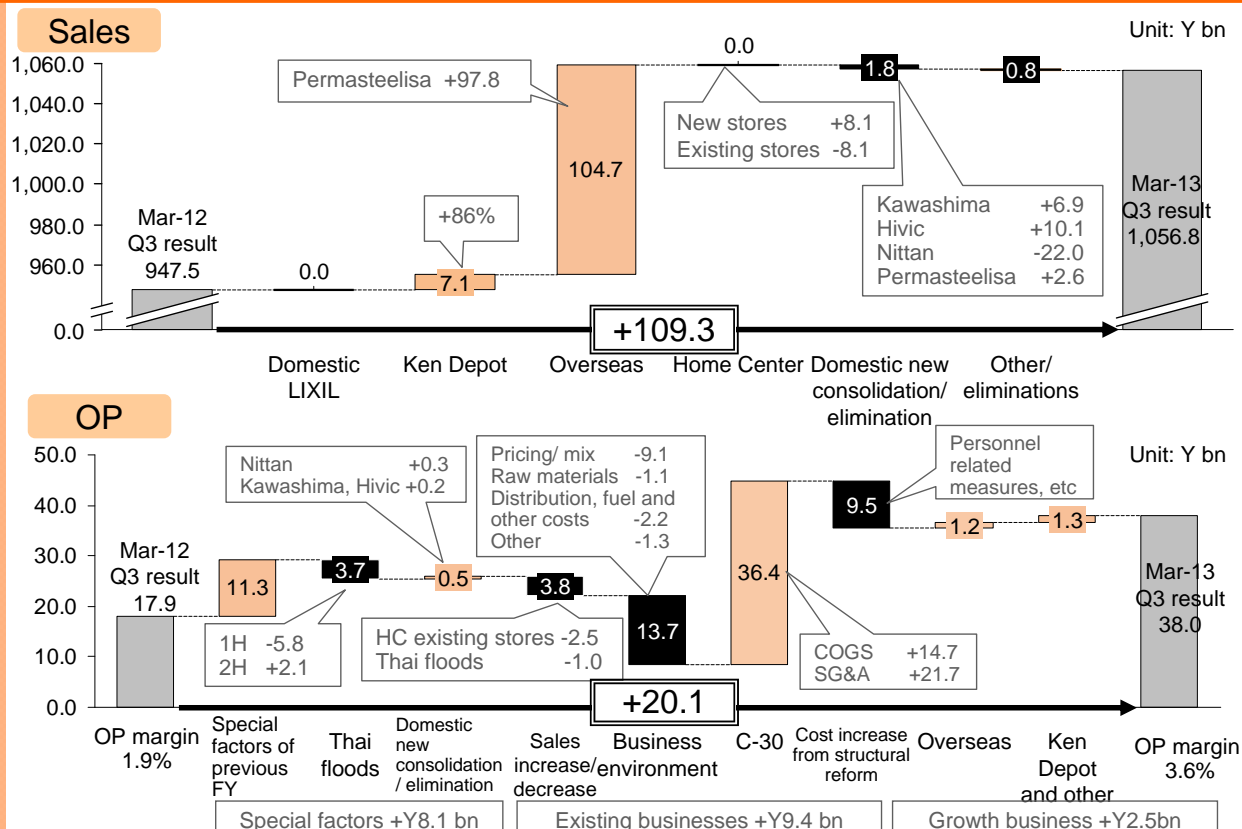
Better than expected progress of overseas businesses and Ken Depot.

Risk factors

-Q4 sales recovery critical to offset weaker than expected Q3 sales. Positive impact is expected from new-product launches and market recovery from February. A risks is delay in construction starts due to lack of workers.

-Increase in imported raw material costs due to weaker yen and decrease in advantage of overseas production

I-7.(For Reference) Increase/ Decrease of Sales and OP (Y/Y) for Q3 (9 Months)



LIXIL

9

I-8. Other P/L Related Information

- Impacts of exchange rate for the 2H of the fiscal year ending March 2013
(Impacts are mainly on the trading costs with overseas subsidiaries for this fiscal year.)

	Rate	OP	Non operating profit and loss	Units: Y bn, yen
Q3 result	1(USD)=Y80~83(JPY), 1(THB)=2.57~2.68(JPY)	-0.0	+1.5	Recurring profit
Q4 forecast	1(USD)=89(JPY), 1(THB)=2.88(JPY)	-1.0	+3.5	+1.5
				+2.5

- Extraordinary items

Items	Mar-12 Q3 (9 months) results	Mar-13 Q3 (9 months) results	Increase/ decrease	Details
Gain on sales of subsidiaries and affiliates' stocks	-	2.4	2.4	(Mar-13 Q1) Sales of Nittan to Secom Co., Ltd.
Insurance income	-	9.6	9.6	(Mar-13 Q2) Partial receipt of insurance payment from the Thai floods
Gain on negative goodwill and step acquisitions	1.1	0.0	-1.1	(Mar-12) Kawashima Selkon Textiles
Gain on the shift to DC *	-	1.1	1.1	(Mar-13 Q3) Margin of the shift from DB** to DC* in Oct when pension plan was unified
Gain on sales of noncurrent assets and other	0.7	0.5	-0.2	
Extraordinary income	1.8	13.6	11.9	(Mar-13 Q3 (3 months)) Extraordinary income: Y1.4 bn
Impairment loss	11.2	2.8	-8.4	(Mar-13 Q3 (9 months)) Idle land etc. (Mainly Q2)
Loss on showroom integration	0.3	0.9	0.6	(Mar-12 Q3 (9 months)) Impairment loss of Shin Nikkei's goodwill and bathroom unit business, etc
Loss on disaster	19.5	1.3	-18.3	(Mar-13 Q3 (9 months)) Additional Thai flood impact
Early retirement related loss	-	32.7	32.7	(Mar-13 Q2) Voluntary retirement of 1,884 employees (most people retired in Oct -12)
Loss on sale or disposal of fixed assets and other	3.1	2.8	-0.3	
Extraordinary loss	34.1	40.5	6.3	(Mar-13 Q3 (3 months)) Extraordinary loss: Y0.5 bn

* DC : Defined Contribution pension plan / ** DB : Defined Benefit Plan

LIXIL

10

II. Progress in Medium-term Management Vision

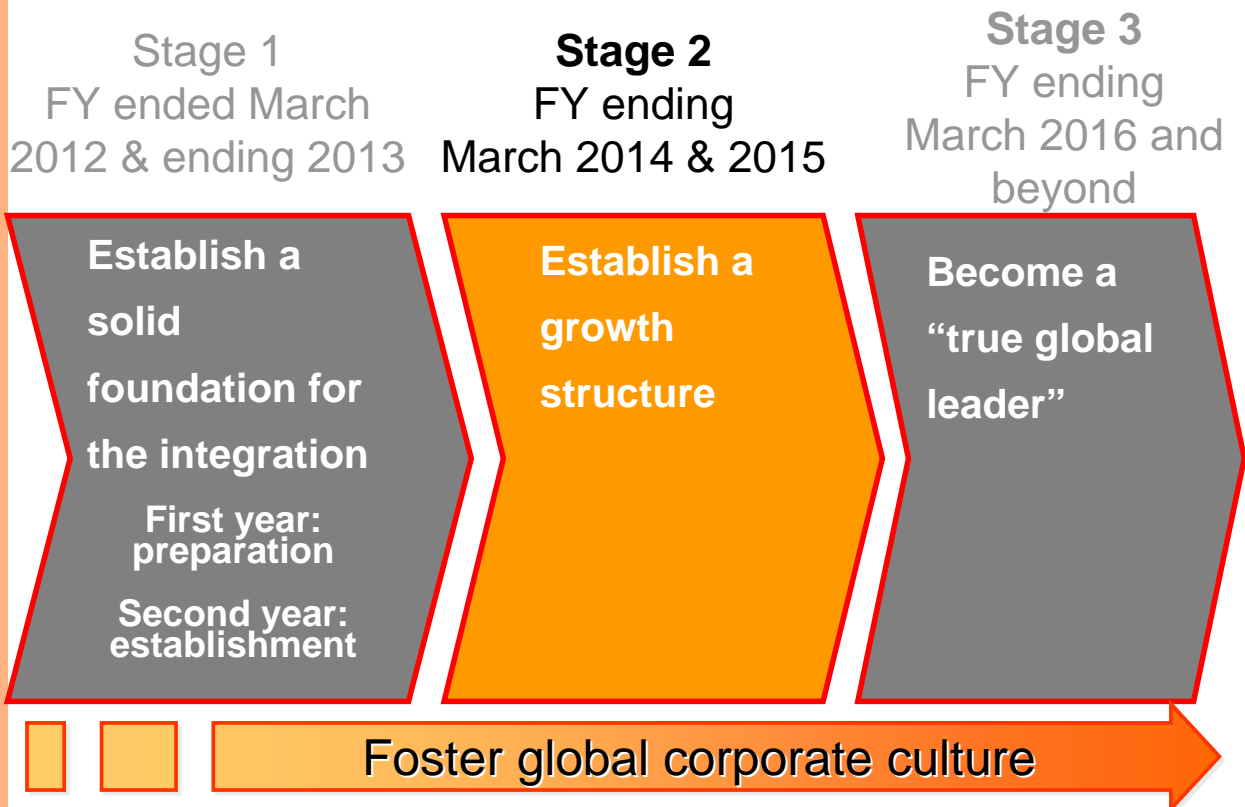


II-1. Progress of the “C-30 Project”

Objectives	Profit improvement to achieve OP margin 10% for the domestic existing businesses in FY ending March 2014						
Basic policies	Reduce costs by 30% due to elimination of overlapping functions Promote optimization of the Group by thorough revision of every operation						
Major measures by different divisions	Division	Major measures	Target	Mar-13 3Q (9 months) progress	Mar-13 3Q (9 months) PL base (results)	Mar-13 PL base (forecasts)	Mar-12 PL base (results)
	Sales & marketing	<ul style="list-style-type: none"> Integrate sales offices and showrooms Integrate separated sales and marketing divisions as well as front and back operations 	Y40.0 bn	74%	Y11.9bn	Y14.8bn	Y7.6bn
	Development & production	<ul style="list-style-type: none"> Integrate products and decrease the number of products Reorganize and consolidate production sites Automate factories and increase internally manufactured products and decrease outsourcing Expand production overseas Improve product quality 	Y30.0 bn	80%	Y11.7bn	Y11.1bn	Y10.9bn
	Purchasing & distribution	<ul style="list-style-type: none"> Enjoy economy of scale by the integration of purchasing Increase purchasing from overseas Consolidate logistics centers and integrate IT systems 	Y20.0 bn	110%	Y8.6bn	Y12.6bn	Y11.2bn
	Other	<ul style="list-style-type: none"> Integrate headquarters Integrate administrative IT systems 	Y20.0 bn	55%	Y4.1bn	Y5.6bn	Y2.4bn
	Total		Y110.0bn	79%	Y36.4bn	Y44.1bn	Y32.1bn

Reduce approximately Y110.0bn of cost by Mar-14 compared to Mar-11 for existing businesses.

II-2. LIXIL Transformation



II-3. For the FY Ending March 2014

Stage 2 Challenge to “Establish a growth Structure”

Growth = Sales + Profit + Brand + Leadership

- 1 Win Competition
- 2 Create Dominating Products
- 3 Build Six Sigma Quality and Processes
- 4 Create Strong Brands
- 5 Develop Talents and Build Strong Teams

II-4. LIXIL Employee Survey Result (1)

1. Outline of *LIXIL Sunrise Survey* (employee survey)

Period for the survey: December 2012

(Implemented for the first time after LIXIL's foundation:
integration of five companies in April 2011)

Objectives:

- To measure "penetration progress of management vision and LIXIL VALUE" and "employees' motivation"
- To contribute to the productivity and the Group's growth by taking actions based on the results of survey

2. Basic questions

1. About vision of the top management and operating strategies
2. About corporate culture (meritocracy, equal opportunity and diversity)
3. Penetration of LIXIL VALUE
4. Engagement (motivation and working environment)

3. Percentage of responses

Response rate : **91%**

*This rate was higher than expected and shows employees' expectation and strong interest in the survey.

II-4. LIXIL Employee Survey Result (2)

4. Results

5 rating scales (5: strongly agree, 1: strongly disagree)

	Items		Average scores
Items with high scores	Top management vision and operating strategies	Top management sends me clear vision and strategies.	3.8
		I would like to achieve the management vision with other members in this organization.	3.7
		This organization drives aggressively for the globalization.	3.9
	LIXIL VALUE	I am passionate about achieving my goal.	3.9
		I behave ethically, professionally and ensure business compliance.	4.1
		I constantly pursue ultimate quality for customers.	3.9
Items with low scores	equal opportunity	I can get a chance equally in this organization.	2.9
	working environment	I can get paid holidays easily in this organization.	2.7

Findings: High penetration of management vision and LIXIL VALUE, but less satisfaction of working environment.

II-5. LIXIL Diversity Declaration (1)

The corporate culture of LIXIL drives to become a company that utilizes energy and innovation generated by diversity for the business.

We also aim to create an environment where everyone should not be content with the present and will achieve better results by continuously clearing self-imposed hurdles.



1. Respect Diversity

We will welcome differences among genders, ages, races, cultures, nationalities, beliefs, and backgrounds. Energy and creativity generated by the open and passionate discussion can be used as a source of a competitive edge.

2. Provide Equal Opportunity

We will provide equal opportunities and occasions to anyone that tries to demonstrate positive and proactive attitude regardless of background.

3. Implement Meritocracy

We will fairly evaluate how much one puts LIXIL VALUE in practice and how much one performs.

II-5. LIXIL Diversity Declaration (2)

In order to achieve this corporate culture, we will make our Diversity Declaration here and execute the following activities.

- We will increase the ratio of diversity talents including female employees among the newly promoted managers.
- We will establish teams and taskforces with diversity including female employees in order to create the opportunity to develop their talents.
- The leadership development programs should include higher ratio of diversity talents including female employees.
- To promote WLF (Work-Life-Flexibility) and performance by diversity talents including female employees, we will establish programs such as child-care.
- LIXIL Women's Network will be established.
- The President and his management will give us a "Diversity Talk" to discuss diversity issues.

II-6. Structural Reorganization Plan of LIXIL

1. Product Company

Integration of Metal & Architectural Materials Company, Kitchen & Plumbing Fixtures Company and Electrical & Electronic Equipment Company

Objectives: Structural transition to Strategic Business Units (SBU) to better develop operating strategies and to manage operations

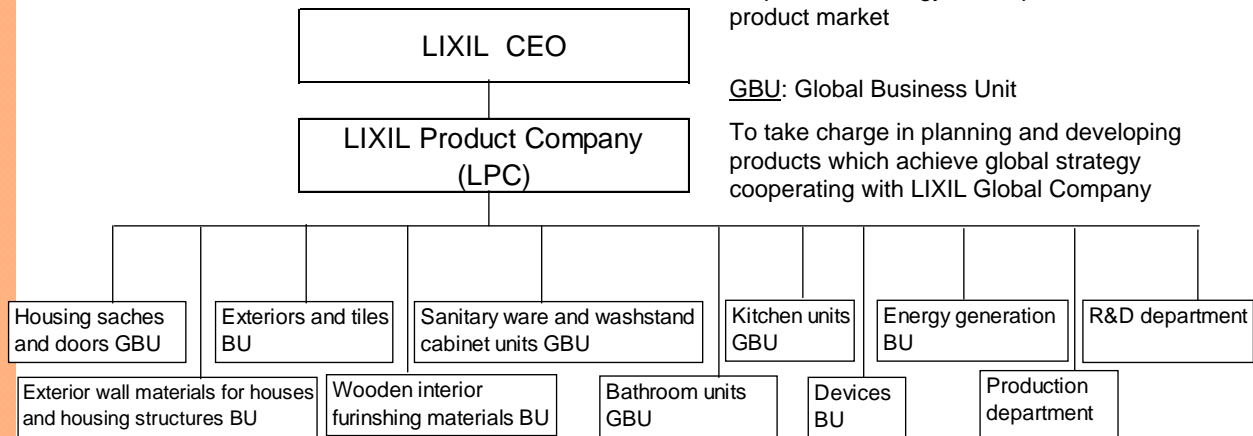
⇒Improvement in product development, productivity, and decision making process

BU: Business Unit

To take responsibility of increasing its own OP
To promote strategy of its operation and of product market

GBU: Global Business Unit

To take charge in planning and developing products which achieve global strategy cooperating with LIXIL Global Company



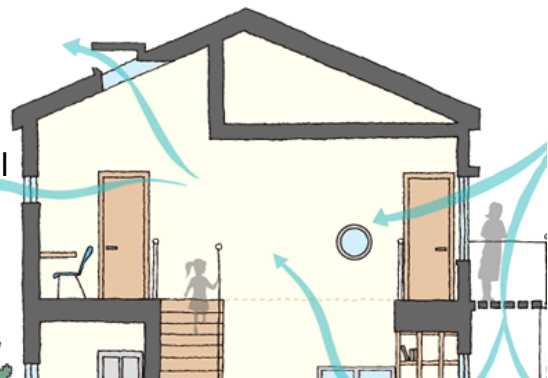
II-7. Support Service for Designing Ventilation and Wind-generation

Support service for designing ventilation and wind-generation won "The 9th Eco-Products Awards ~Minister's Prize (Eco-Services Category), the Ministry of Environment~"

Support service for designing ventilation and wind-generation

It is LIXIL's unique service to take in natural wind efficiently into a house.

It is a suggestion of ideal sizes, types and layout of windows based on the drawing and location of a new house so that the residents can spend a more energy-saving and comfortable summer.



What is "Eco-Products Awards"?

⇒ "Eco-Products Awards" were established in 2004 for the purpose of spreading eco products in Japan by commending excellent eco-products and eco-services that contribute to environmental-load reduction.

II-8. Built Mega Solar Power Plant in Fukushima

Mega solar power plant in Fukushima, among the largest in Japan, supplies 6.35 MW electricity.

The new mega solar power plant will be built in the unused space of a LIXIL's Sukagawa plant in Fukushima to supply all the electricity produced in this power plant to Tohoku Electric Power. It will contribute to the stable electricity supply to the areas affected by the Great East Japan Earthquake.



- Output of generated solar power: about 6.35 MW
- Expected amount of generation per year: about 7,800 MWh/ year
(Equivalent to demands of 2,200 households)
- Reduction of carbon dioxide emissions per year: about 4,200 t/ year
- Area of the plant: about 98,000 square meters
- Expected starting date of operation: Spring 2014
- OPM: approximately 30%
- ROI: approximately 10%

III. New Products and Services of the LIXIL Group

III-1. Sales Expansion Activities of New Products for 2013

LIXPO 2013

New Products Fare 2013

-Exhibition for the new products-

In LIXIL Show Room

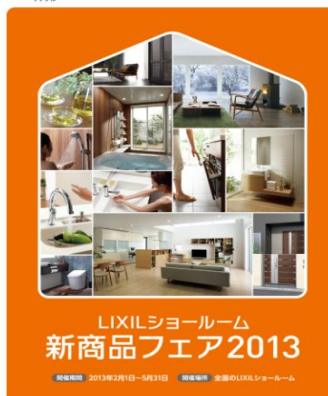
リクシルの新商品発表会

LIXPO 2013



From February to April 2013

暮らしを育てる。
LIXIL
リクシル



From February to May 2013

LIXIL

23

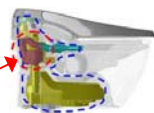
III-2. New Products and Services Launched in 2013 (1)

New SATIS –tankless toilets-



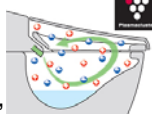
SATIS was newly categorized into 3 types: "G", "S" and "E"

Industry first, Vortex flushing system (type "G")



Toilet bacteria elimination (type "G" and "S")

Interlock with Smart Phone (Smart Phone can be used as a remote control device by installing application.) (type "G" and "S")



February Launch



Kireiyu -unit bathroom for detached houses-

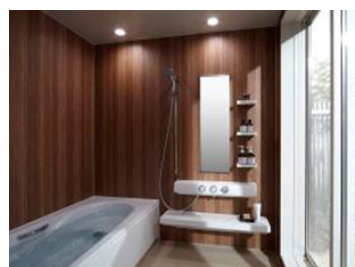
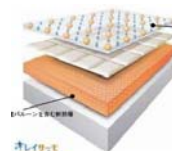
Mechanism of dirt-protection which makes cleaning easier



-Kirei bathtub
-New Kururin-poi drain
-Kirei Thermo Floor



February Launch



LIXIL

24

III-2. New Products and Services Launched in 2013 (2)

Sunvarie Richelle -kitchen equipment-



Kururin Haisuikou, eases drain cleaning by creating a whirl without using electricity

Kirei sink & Barrier coat NEO, is a sink made of artificial marble to protect from dirt

Hiromaru-stove, provides more space and ease of use on the stove



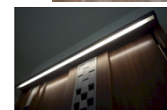
February Launch

GIESTA –insulated door-

The series of mid range priced products with K3 quality improved to K2 without increasing price and enhancing competitiveness.

CAZAS +, an electric lock system

LED lighting, industry first, is installed at the top of the door



February Launch

GIEONA -aluminum gate/ fence-



Doors of the same design with GIESTA were produced. Integrated coordination of entrance space can be created.



Electric lock provides the friendliness of controlling remotely and opening the gate and the door of the house with the same key.



March Launch

LIXIL

25

III-2. New Products and Services Launched in 2013 (3)

LARUGE, Misrea, LC, Piara -main 4 series of new washstand cabinet units-

Easier cleaning and easier storing

Sokomade Temanashi Haisuikou, new mechanism of drain installed with magnet allows cleaning the bottom of drain easier

Smart Pocket for organizing small belongings

Tray Arrange mechanism for efficiently storing things in different size

February Launch



Coco- Eco Diagnostic

-simulation software to numerically compare insulation of the house before and after renovation in advance-

Visualize the effect of *Coco-Eco* (mechanism of Eco-renovation) by figures, graphs, thermograph images

Criteria for evaluation

1. sensory temperature
2. underfoot warmth
3. condensation on windows
4. heat-retention in the room
5. cost for air conditioning



January Launch



LIXIL

26

III-3. New Products and Services for Q3 (1)

SAMOS II

-new generation standard windows-

Industry first

Smart synergy system provides window frame and pair glass, all in one

Frame in structure covers the frame line

Enhanced user friendliness of assembly and construction

December 2012 Launch



Rechent entrance door

-super insulating mechanism for renovation- 60 mm thickness

Insulating structure

The first product in the industry, Insulating spacer made of polystyrene

November 2012 Launch



Fireproof window FG -Fire prevention window approved by Minister of Land, Infrastructure and Transportation-

Adopted the same LIXIL's original technology: *Smart synergy system* and *Frame in structure* as SAMOS II

Consistently high-fire prevention

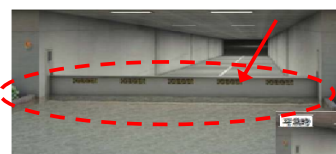
December 2012 Launch



<LIXIL Suzuki Shutter>

Apiaguard -watertight bulkhead-

The first product in the industry, *Auto balancing system* controlled only by weight of rainwater, without using electricity.



December 2012 Launch



LIXIL

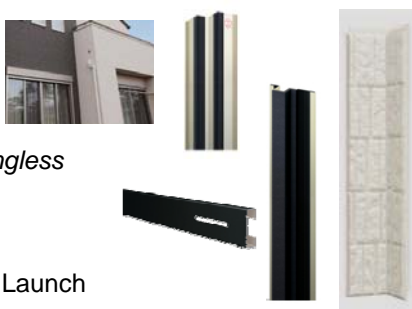
27

III-3. New Products and Services for Q3 (2)

<Asahi TOSTEM Exterior> 4 products from AT-WALL Guardenal Series

Beautify Ceilingless walls

October 2012 Launch



Harmonious 12 -material for the floor-

Renewed with 4 types and 18 colors of wood texture and material type

Scratch-protection mechanism on the surface of the floor

November 2012 Launch



Woodyline series -interior door-

Renewed 5 "create colors", LIXIL's original colors, and 7 "trendy colors"

November 2012 Launch



Woodyline series -door with rammer and ventilating window-

Rammer makes it easier to ventilate only by rotating window.

Ventilate various areas of the house in addition to the entrance door.

November 2012 Launch



LIXIL

28

III-3. New Products and Services for Q3 (3)

Eco-Window Points Campaign

LIXIL Group's campaign
offering original points

Inner window *In-Plus*
Renovation door *Rechent*
Renovation method *Coco-Eco* to insulate a room
Buy one of above, get 1,000~20,000 points
for each product.

Period for campaign: From November 2012 to March
2013



<LIXIL VIVA> Opened new store of Super Viva Home in Iwatsuki

The 28th newly opened Super Viva Home (SVH)

The 7th newly opened Eco Store

Sales space: about 17,247 m²

Opened in December 2012



<LIXIL Housing research institute Eyefulhome Company> Cesibo: friendly storable house

Friendly storable house where family members
cooperate in tidying things up

Female developers' viewpoint in
creative ideas for entrance, kitchen,
living room, sanitary ware,
closet, loft, etc.

October 2012 Launch



<JIO> started new business: technical examination of "new construction plan for low-carbon building"

The recognition system of low-carbon construction
was founded on December 4, 2012.

Business area: Technical examination of the
recognition standards and insurance of certificate of
conformance



Link to Good Living

The brand name LIXIL derives from the combination of two words that
represent our business: LI of "Living" and LI of "Life".

Q3 Results for the FY Ending March 2013 <Fact Sheets>

1. Financial Results for the FY Ended March 2012 (4 year trends)	P1
2. 1H & Q3 (Accumulated 9 Months) Results for the FY Ending March 2013	P2
3. Quarterly Financial Results and Mar-13 Q4 Estimates	P3
4. Segment Information (1) Manufacturing Businesses	P4
-Metal Building Material Business Segment	
-Plumbing Fixtures Business Segment	
-Other Building Materials and Equipment Business Segment	
5. Segment Information (2) Distribution and Retail Business Segment	P5
6. Segment Information (3) Housing, Real Estate and Other Business Segment	P6
7. Sales by Products and Services	P7
8. Renovation Business	P8
9. Overseas Production Ratio and Sales	P9
10. Permasteelisa	P10
11. American Standard Asia Pacific	P10
12. Goodwill and Scope of Consolidation	P11
13. Recent M&As	P11

February 4, 2013



LIXIL Group Corporation

Cautionary Statements with Respect to Forward-Looking Statements

Statements made in these materials with respect to plans, strategies and future performance that are not historical facts are forward-looking statements. LIXIL Group Corporation cautions that a number of factors could cause actual results to differ materially from those discussed in the forward-looking statements.

1. Financial Results for the FY Ended March 2012 (4 year trends)

Units : Y bn, %

		Mar-09 results	Mar-10 results	Mar-11 results	Mar-12 results	Y/y increase/ decrease	
							(%)
	Metal building material	397.9	368.8	488.5	515.0	26.5	5.4%
	Plumbing fixtures	291.7	282.8	380.0	370.5	-9.5	-2.5%
	Other building materials	177.1	155.2	159.7	191.0	31.3	19.6%
	Distribution and retail	133.3	134.2	142.8	166.6	23.8	16.7%
	Housing, real estate and other	55.9	51.9	57.5	61.3	3.8	6.7%
	Subtotal	1,055.8	992.9	1,228.5	1,304.4	75.9	6.2%
	Elimination	-9.0	-10.3	-13.5	-13.0	0.6	-
Net sales		1,046.9	982.6	1,214.9	1,291.4	76.5	6.3%
Gross profit		305.8	299.0	380.7	376.1	-4.6	-1.2%
	Gross margin	29.2%	30.4%	31.3%	29.1%	-	-2.2P
SG&A		280.2	273.1	340.3	358.1	17.9	5.3%
	SG&A ratio	26.8%	27.8%	28.0%	27.7%	-	-0.3P
	Metal building material	19.2	17.9	22.1	4.0	-18.1	-82.0%
	Plumbing fixtures	3.8	8.4	13.0	11.5	-1.5	-11.8%
	Other building materials	1.6	-1.4	3.6	1.9	-1.7	-47.5%
	Distribution and retail	2.9	3.9	2.0	-0.9	-2.9	-
	Housing, real estate and other	-0.3	-1.1	2.4	4.3	1.9	79.6%
	Elimination	-1.6	-1.7	-2.7	-2.8	-0.1	4.7%
Operating profit		25.6	26.0	40.4	17.9	-22.5	-55.7%
	Metal building material	4.8%	4.8%	4.5%	0.8%	-	-3.8P
	Plumbing fixtures	1.3%	3.0%	3.4%	3.1%	-	-0.3P
	Other building materials	0.9%	-0.9%	2.2%	1.0%	-	-1.3P
	Distribution and retail	2.2%	2.9%	1.4%	-0.5%	-	-1.9P
	Housing, real estate and other	-0.6%	-2.1%	4.1%	7.0%	-	+2.8P
OP margin		2.4%	2.6%	3.3%	1.4%	-	-1.9P
Recurring profit		22.2	27.9	39.2	16.1	-23.0	-58.8%
Net income/ loss		0.5	-5.3	15.8	1.9	-13.9	-88.2%

2. 1H & Q3 (Accumulated 9 Months) Results for the FY Ending March 2013

Units: Y bn, %

		FY Ended March 2012			FY Ending March 2013								
		1H results	Q3 (3 months) results	Q3 (9 months) results	1H results			Q3 (3 months) results			Q3 (9 months) results		
						Y/y (amount)	Y/y (%)		Y/y (amount)	Y/y (%)		Y/y (amount)	Y/y (%)
	Metal building material	244.9	131.1	376.0	306.1	61.2	25.0%	165.8	34.7	26.5%	472.0	96.0	25.5%
	Plumbing fixtures	175.3	99.2	274.6	178.0	2.7	1.5%	98.9	-0.4	-0.4%	276.9	2.3	0.8%
	Other building materials	78.5	54.9	133.5	89.1	10.6	13.5%	49.2	-5.8	-10.5%	138.3	4.8	3.6%
	Distribution and retail	82.3	45.5	127.7	87.0	4.8	5.8%	47.8	2.3	5.1%	134.8	7.1	5.5%
	Housing, real estate and other	29.7	15.5	45.2	28.6	-1.1	-3.8%	15.6	0.1	0.6%	44.1	-1.0	-2.3%
	Elimination	-5.9	-3.6	-9.5	-5.9	0.0	-	-3.5	0.1	-	-9.4	0.1	-
	Net sales	604.8	342.6	947.5	682.9	78.1	12.9%	373.8	31.1	9.1%	1,056.7	109.2	11.5%
	Gross profit	180.0	105.0	285.0	191.4	11.4	6.4%	111.0	6.0	5.7%	302.4	17.4	6.1%
	SG&A	178.8	88.3	267.1	177.7	-1.1	-0.6%	86.8	-1.5	-1.8%	264.4	-2.7	-1.0%
	Metal building material	-0.5	7.6	7.1	5.5	5.9	Turned profitable	11.5	3.9	50.8%	16.9	9.8	137.4%
	Plumbing fixtures	2.9	5.9	8.8	5.1	2.2	77.4%	8.3	2.4	39.7%	13.4	4.6	52.0%
	Other building materials	-1.8	2.3	0.5	2.2	4.0	Turned profitable	2.8	0.5	19.6%	5.0	4.5	869.6%
	Distribution and retail	0.3	0.6	0.9	0.5	0.2	69.2%	1.0	0.4	67.9%	1.5	0.6	68.3%
	Housing, real estate and other	1.6	1.2	2.7	2.1	0.6	36.6%	1.6	0.4	31.8%	3.7	0.9	34.5%
	Elimination	-1.3	-0.9	-2.2	-1.6	-0.4	-	-0.8	0.1	-	-2.5	-0.3	-
	Operating profit	1.2	16.7	17.9	13.8	12.6	11.7 times	24.2	7.5	45.0%	38.0	20.1	112.4%
	OP margin	0.2%	4.9%	1.9%	2.0%	-	+1.8P	6.5%	-	+1.6P	3.6%	-	+1.7P
	Recurring profit/ loss	-1.0	16.8	15.9	12.5	13.4	Turned profitable	25.9	9.0	53.6%	38.3	22.4	141.3%
	Net income/ loss	15.3	-7.2	8.1	-10.4	-25.7	Fell into the red	18.1	25.3	Turned profitable	7.7	-0.3	-4.0%

[Additional information] Mar-12 results and Mar-13 assumptions for the foreign exchange rates and raw material prices

	Mar-12 results	Mar-13 assumptions
US dollars	79.30 yen	77.49 yen
Euros	111.15 yen	102.40 yen
Thailand bahts	2.59 yen	2.59 yen
Chinese yuan	12.34 yen	12.24 yen

Aluminum price (Purchasing price)	210,000 yen/ ton	190,000 yen/ ton
Copper price	720,000 yen/ ton	740,000 yen/ ton

3. Quarterly Financial Results and Mar-13 Q4 Estimates

Units: Y bn, %

		Mar-12								Mar-13							
		Q1 results		Q2 results		Q3 results		Q4 results		Q1 results		Q2 results		Q3 results		Q4 estimates *	
		Y/y		Y/y		Y/y		Y/y		Y/y		Y/y		Y/y		Y/y	
	Metal building material	109.5	4.3%	135.4	9.9%	131.1	7.1%	139.0	0.8%	143.9	31.4%	162.2	19.8%	165.8	26.5%	190.0	36.7%
	Plumbing fixtures	79.5	-5.5%	95.8	-2.2%	99.2	-5.2%	95.9	2.9%	85.1	7.0%	92.9	-3.0%	98.9	-0.4%	105.1	9.6%
	Other building materials	30.8	-11.5%	47.7	23.6%	54.9	27.5%	57.5	33.3%	42.2	37.0%	46.9	-1.7%	49.2	-10.5%	44.7	-22.3%
	Distribution and retail	41.8	19.6%	40.4	16.4%	45.5	16.8%	38.9	13.8%	44.6	6.6%	42.4	5.0%	47.8	5.1%	48.2	23.9%
	Housing, real estate and other	12.7	2.6%	16.9	11.1%	15.5	2.3%	16.2	9.9%	13.1	2.9%	15.4	-8.9%	15.6	0.6%	18.4	13.7%
	Subtotal	274.4	1.1%	336.3	8.6%	346.2	6.8%	347.4	7.5%	328.9	19.9%	359.9	7.0%	377.2	9.0%	406.4	17.0%
	Elimination	-2.6	-	-3.3	-	-3.6	-	-3.5	-	-2.8	-	-3.2	-	-3.5	-	-3.1	-
	Net sales	271.8	1.2%	333.0	8.5%	342.6	7.3%	343.9	7.5%	326.2	20.0%	356.7	7.1%	373.8	9.1%	403.3	17.3%
	Gross profit	83.9	-2.8%	96.1	-0.8%	105.0	-0.6%	91.1	-0.8%	90.6	8.0%	100.8	4.9%	111.0	5.7%	111.1	22.0%
	Gross margin	30.9%	-1.3P	28.9%	-2.7P	30.6%	-2.4P	26.5%	-2.2P	27.8%	-3.1P	28.3%	-0.6P	29.7%	-1.0P	27.5%	+1.1P
	SG&A	82.1	1.1%	96.7	12.5%	88.3	2.5%	91.0	4.7%	87.3	6.3%	90.3	-6.6%	86.8	-1.8%	95.1	4.4%
	SG&A ratio	30.2%	-0.0P	29.0%	+1.0P	25.8%	-1.2P	26.5%	-0.7P	26.8%	-3.4P	25.3%	-3.7P	23.2%	-2.6P	23.6%	-2.9P
	Metal building material	0.4	-92.4%	-0.8	Fell into the red	7.6	-18.1%	-3.1	Fell into the red	-0.3	Fell into the red	5.8	Turned profitable	11.5	50.8%	9.3	Turned profitable
	Plumbing fixtures	1.5	186.4%	1.4	-50.9%	5.9	-18.3%	2.6	7.8%	2.7	76.8%	2.4	78.2%	8.3	39.7%	4.7	76.9%
	Other building materials	-1.0	Loss expanded	-0.8	Fell into the red	2.3	18.2%	1.4	-20.7%	0.4	Turned profitable	1.8	Turned profitable	2.8	19.6%	2.2	63.2%
	Distribution and retail	1.0	-13.8%	-0.7	Fell into the red	0.6	-55.5%	-1.7	Loss expanded	0.5	-44.0%	0.0	Loss shrunk	1.0	67.9%	-0.5	Loss shrunk
	Housing, real estate and other	0.5	Turned profitable	1.1	28.0%	1.2	122.5%	1.5	25.7%	0.8	71.9%	1.3	21.3%	1.6	31.8%	1.1	-26.6%
	Elimination	-0.6	-	-0.7	-	-0.9	-	-0.6	-	-0.9	-	-0.8	-	-0.8	-	-0.8	-
	Operating profit/ loss	1.7	-65.5%	-0.6	Fell into the red	16.7	-14.3%	0.0	-99.4%	3.3	88.5%	10.5	Turned profitable	24.2	45.0%	16.0	-
	OP margin	0.6%	-1.2P	-0.2%	-3.8P	4.9%	-1.2P	0.0%	-1.5P	1.0%	+0.4P	2.9%	+3.1P	6.5%	+1.6P	4.0%	+4.0P
	Recurring profit/ loss	2.9	-54.7%	-3.8	Fell into the red	16.8	-15.6%	0.2	-92.4%	3.7	28.3%	8.8	Turned profitable	25.9	53.6%	14.7	-
	Net income/ loss	22.8	422.8%	-7.5	Fell into the red	-7.2	Fell into the red	-6.2	Loss expanded	1.1	-95.3%	-11.5	Loss expanded	18.1	Turned profitable	5.3	Turned profitable

* Calculated by "Full-year forecasts" - "Q3 9 months results"

4. Segment Information (1) Manufacturing Businesses (Metal Building Materials/ Plumbing Fixtures/ Other Building Materials and Equipment Segments)

Sales of manufacturing businesses (Metal/ Plumbing/ Other)

Unit: Ybn, %

	1H			Q3 (3 months)			Q3 (9 months)			Full-year		
	Mar-12	Mar-13	Y/y	Mar-12	Mar-13	Q3	Mar-12	Mar-13	Q3	Mar-12	Mar-13	Y/y
	results	results		results	results		results	results		results	forecasts	
Metal building materials	244.9	306.1	25.0%	131.1	165.8	26.5%	376.0	472.0	25.5%	515.0	662.0	28.5%
Plumbing fixtures	175.3	178.0	1.5%	99.2	98.9	-0.4%	274.6	276.9	0.8%	370.5	382.0	3.1%
Other building materials	78.5	89.1	13.5%	54.9	49.2	-10.5%	133.5	138.3	3.6%	191.0	183.0	-4.2%

Operating profit of manufacturing businesses (Metal/ Plumbing/ Other)

Unit: Ybn, %

	1H			Q3 (3 months)			Q3 (9 months)			Full-year		
	Mar-12	Mar-13	Y/y	Mar-12	Mar-13	Q3	Mar-12	Mar-13	Q3	Mar-12	Mar-13	Y/y
	results	results		results	results		results	results		results	forecasts	
Metal building materials	-0.5	5.5	Turned profitable	7.6	11.5	50.8%	7.1	16.9	137.4%	4.0	26.2	557.1%
Plumbing fixtures	2.9	5.1	77.4%	5.9	8.3	39.7%	8.8	13.4	52.0%	11.5	18.1	57.8%
Other building materials	-1.8	2.2	Turned profitable	2.3	2.8	19.6%	0.5	5.0	869.6%	1.9	7.2	282.9%

Increase/decrease breakdown of operating profits for manufacturing businesses (Metal/ Plumbing/ Other)

<Q3 (3 months) results: Y/y>

Unit : Y bn

	Mar-12 Q3 (3 months) results	Due to sales fluctuation	Change in selling price and mix	Raw material costs	Cost reduction	One off costs and expenses	Decrease in SG&A	Business overseas	Domestic new consolidation	Total	Mar-13 Q3 (3 months) results
Metal	7.6	-1.2	-1.3	-0.3	1.2	3.4	1.7	0.4	0.0	+3.9	11.5
Plumbing	5.9	-0.9	-1.6	-0.2	2.0	0.0	2.3	0.8	0.0	+2.4	8.3
Other	2.3	0.4	-0.2	-0.1	0.6	0.0	0.1	-0.3	0.0	+0.5	2.8
Manufacturing total	15.9	-1.7	-3.1	-0.6	3.8	3.4	4.0	0.9	0.0	+6.7	22.5

<Q3 (9 months) results: Y/y>

Unit : Y bn

	Mar-12 Q3 (9 months) results	Due to sales fluctuation	Change in selling price and mix	Raw material costs	Cost reduction	One off costs and expenses	Decrease in SG&A	Business overseas	Domestic new consolidation	Total	Mar-13 Q3 (9 months) results
Metal	7.1	-2.4	-4.1	0.5	5.9	5.3	3.5	1.2	0.0	+9.8	16.9
Plumbing	8.8	-1.1	-3.9	-1.5	3.1	1.6	5.9	0.6	0.0	+4.6	13.4
Other	0.5	2.4	-1.1	-0.1	1.8	0.7	0.9	-0.6	0.5	+4.5	5.0
Manufacturing total	16.5	-1.1	-9.1	-1.1	10.8	7.6	10.2	1.2	0.5	+18.8	35.3

<2H forecasts: Y/y>

Unit : Y bn

	Mar-12 2H results	Due to sales fluctuation	Change in selling price and mix	Raw material costs	Cost reduction	One off costs and expenses	Decrease in SG&A	Business overseas	Domestic new consolidation	Total	Mar-13 2H forecasts
Metal	4.5	4.0	-7.0	0.5	4.6	11.1	3.1	-0.1	0.0	+16.3	20.7
Plumbing	8.6	-1.0	1.5	-1.5	3.4	0.8	1.9	-0.8	0.0	+4.4	13.0
Other	3.7	0.0	0.5	0.0	1.2	0.5	1.2	-1.1	-1.0	+1.3	5.0
Manufacturing total	16.7	3.0	-5.0	-1.0	9.2	12.4	6.2	-2.0	-1.0	+21.9	38.7

<Full year forecasts: Y/y>

Unit : Y bn

	Mar-12 results	Due to sales fluctuation	Change in selling price and mix	Raw material costs	Cost reduction	One off costs and expenses	Decrease in SG&A	Business overseas	Domestic new consolidation	Total	Mar-13 forecasts
Metal	4.0	2.8	-9.8	1.3	9.3	13.0	4.9	0.7	0.0	+22.2	26.2
Plumbing	11.5	-1.2	-0.8	-2.8	4.5	2.4	5.5	-1.0	0.0	+6.6	18.1
Other	1.9	2.0	-0.4	0.0	2.4	1.2	2.0	-1.4	-0.5	+5.3	7.2
Manufacturing total	17.3	3.6	-11.0	-1.5	16.2	16.6	12.4	-1.7	-0.5	+34.2	51.5

Newly consolidated companies

Unit : Y bn

	Q3 (9 months) results		Mar-13 forecasts		Note
	Sales	OP	Sales	OP	
Permasteelisa	100.5	-0.6	135.7	0.0	BS consolidated from the FY ended Mar-12; PL consolidated from FY ending Mar-13. €68 mil. amortization of goodwill & other intangible assets for this fiscal year
Kawashima Selkon Textiles	6.9	-0.1	6.9	-0.1	Share exchange in August 2011, fully consolidated from Q2 of FY Mar-12, Y0.6bn amortization of goodwill per annum
Hivic	10.1	0.3	10.1	0.3	Share exchange in October 2011, fully consolidated from Q3 of FY Mar-12, goodwill amortization of Y0.3bn per annum

5. Segment Information (2) Distribution and Retail Business Segment

Sales and OP for the segment

Units: Y bn, %

		1H			Q3 (3 months)			Q3 (9 months)			Full-year		
		Mar-12	Mar-13		Mar-12	Mar-13 Q3		Mar-12	Mar-13 Q3		Mar-12	Mar-13	
		results	results	Y/y	results	results	Y/y	results	results	Y/y	results	forecasts	Y/y
Sales		82.3	87.0	5.8%	45.5	47.8	5.1%	127.7	134.8	5.5%	166.6	183.0	9.8%
OP		0.3	0.5	69.2%	0.6	1.0	67.9%	0.9	1.5	68.3%	-0.9	1.0	Turned profitable
Figures of Ken Depot included	Sales	4.6	9.6	108.7%	3.6	5.6	56.4%	8.2	15.2	85.5%	12.1	22.6	86.8%
	OP	-3.3	-2.6	Loss shrunk	-1.5	-1.0	Loss shrunk	-4.8	-3.6	Loss shrunk	-6.5	-5.2	Loss shrunk

Increase/decrease breakdown of operating profits

<Q3 (3 months) results: Y/y >

Unit: Y bn

Y/y	Mar-12 Q3 (3 months) result	Due to new store sales	Due to existing store sales	SG&A of new stores	Cost reduction	SG&A reduction	Ken Depot	Total	Mar-13 Q3 (3 months) results
	0.6	0.7	-0.6	-0.7	-0.2	0.7	0.5	+0.4	1.0

<Q3 (9 months) results: Y/y>

Unit: Y bn

Y/y	Mar-12 Q3 (9 months) results	Due to new store sales	Due to existing store sales	SG&A of new stores	Cost reduction	SG&A reduction	Ken Depot	Total	Mar-13 Q3 (9 months) results
	0.9	2.5	-2.5	-2.5	0.3	1.6	1.2	+0.6	1.5

<2H forecasts: Y/y>

Unit: Y bn

Y/y	Mar-12 2H results	Due to new store sales	Due to existing store sales	SG&A of new stores	Cost reduction	SG&A reduction	Ken Depot	Total	Mar-13 2H forecasts
	-1.2	2.3	-0.5	-2.6	0.5	1.2	0.6	+1.7	0.5

<Full-year forecasts: Y/y>

Unit: Y bn

Y/y	Mar-12 results	Due to new store sales	Due to existing store sales	SG&A of new stores	Cost reduction	SG&A reduction	Ken Depot	Total	Mar-13 forecasts
	-0.9	4.1	-2.3	-4.4	1.0	2.2	1.3	+1.9	1.0

Number of stores

Unit: stores

	Mar-12 results	Mar-13 Q3 (9 months) results		FY Mar-13 forecasts	
		results	Change from Mar-12	forecasts	Y/y
Newly opened SVH stores	5	3	-	4	-
Newly opened NVH stores	0	0	-	0	-
Newly opened Ken Depot stores	28	4	-	10	-
Number of stores closed	2	6	-	9	-
Number of stores at end of term	143	144	+1	148	+5
(SVH stores)	25	28	+3	29	+4
(NVH stores)	9	9	0	9	0
(Ken Depot stores)	58	62	+4	68	+10

Results of home center business

Units: Y bn, %

	Mar-12 Q3 (9 months) results	Mar-13 Q3 (9 months) results	Y/y
Sales	119.5	119.6	0.1%
OP	6.9	6.5	-6.4%
%	5.6%	5.4%	-0.2P

Rate of sales growth

<Mar-13 Q3 (9 months) results> Unit: %

All stores	-0.1
Existing stores only	-6.3

Growth rate of customer footfall and average sales per customer

<Mar-13 Q3 (9 months) results> Unit: %

All stores	
Customer footfall	-0.5
Average sales	+0.4
Existing stores only	
Customer footfall	-5.7
Average sales	-0.6

6. Segment Information (3) Housing, Real Estate and Other Business Segment

Sales and OP of the segment

Units: Y bn, %

	1H			Q3 (3 months)			Q3 (9 months)			Full-year		
	Mar-12	Mar-13		Mar-12	Mar-13 Q3		Mar-12	Mar-13 Q3		Mar-12	Mar-13	
	results	results	Y/y	results	results	Y/y	results	results	Y/y	results	forecasts	Y/y
Sales	29.7	28.6	-3.8%	15.5	15.6	0.6%	45.2	44.1	-2.3%	61.3	62.5	1.9%
OP	1.6	2.1	36.6%	1.2	1.6	31.8%	2.7	3.7	34.5%	4.3	4.8	12.6%

Sales and OP by companies

<Mar-13 Q3 (3 months) results>

Units: Y bn, %

	Sales			OP		
	Mar-12 Q3	Mar-13 Q3	Y/y (%)	Mar-12 Q3	Mar-13 Q3	Y/y (%)
	(3 months) results	(3 months) results		(3 months) results	(3 months) results	
LIXIL Housing Research Institute	7.0	6.7	-4.0%	0.5	0.6	34.5%
Japan Home Shield	3.2	2.8	-10.7%	0.3	0.3	-14.8%
JIO	2.7	2.8	3.7%	0.1	0.1	120.3%
Other & adjustments	2.6	3.2	23.6%	0.3	0.5	60.5%
Segment total	15.5	15.6	0.6%	1.2	1.6	31.8%

<Mar-13 Q3 (9 months) results>

Units: Y bn, %

	Sales			OP		
	Mar-12 Q3	Mar-13 Q3	Y/y (%)	Mar-12 Q3	Mar-13 Q3	Y/y (%)
	(9 months) results	(9 months) results		(9 months) results	(9 months) results	
LIXIL Housing Research Institute	19.0	18.9	0.0%	0.9	1.4	55.2%
Japan Home Shield	9.4	8.2	-1.3%	1.0	0.8	-21.8%
JIO	7.6	7.8	0.3%	0.1	0.3	121.9%
Other & adjustments	9.1	9.2	0.0%	0.7	1.2	77.6%
Segment total	45.2	44.1	-0.2%	2.7	3.7	34.5%

<Mar-13 forecasts>

Units: Y bn, %

	Sales			OP		
	Mar-12	Mar-13	Y/y (%)	Mar-12	Mar-13	Y/y (%)
	results	forecasts		results	forecasts	
LIXIL Housing Research Institute	25.3	28.0	10.7%	1.5	1.7	13.3%
Japan Home Shield	12.0	10.5	-12.3%	1.3	1.5	13.7%
JIO	10.5	10.5	0.3%	0.5	0.4	-19.7%
Other & adjustments	13.6	13.5	-0.7%	0.9	1.2	27.0%
Segment total	61.3	62.5	1.9%	4.3	4.8	12.6%

Number of contracts received and houses built with housing franchise businesses

Units: houses, %

	Number of contracts received			Number of houses built		
	Mar-12 Q3	Mar-13 Q3	Y/y (%)	Mar-12 Q3	Mar-13 Q3	Y/y (%)
	(9 months) results	(9 months) results		(9 months) results	(9 months) results	
Total for the Group	3,817	3,497	-8.4%	3,309	3,033	-8.3%

7. Sales by Products and Services

Units: Y bn, %

Major products	Mar-12 results	Mar-12 Q3 (9 months) results	Mar-13 Q3 (9 months) results	Y/y (%)	Quarterly y/y trend (%)						
					Mar-12				Mar-13		
					Q1	Q2	Q3	Q4	Q1	Q2	Q3
Housing sashes and related products	202.0	156.5	152.7	-2.4%	1.0	4.1	-5.3	-4.1	-2.4	-5.5	0.9
Exterior	115.3	88.2	87.9	-0.3%	0.2	8.8	7.3	2.3	7.2	-1.4	-5.8
Building sashes and shutters	122.8	76.3	72.0	-5.6%	-0.3	4.3	19.7	-5.0	2.1	-7.0	-8.6
Sanitary ware	95.1	69.9	70.8	1.2%	3.4	5.6	-0.2	4.2	4.5	-0.5	0.2
Bathroom units	83.3	63.2	63.8	0.9%	-14.6	0.7	-6.3	9.2	17.5	-10.1	-0.4
Kitchens	104.2	78.7	75.0	-4.8%	-7.4	-8.1	-11.8	-9.3	-4.6	-6.6	-3.2
Washstand cabinet units	30.2	22.0	22.5	2.1%	-1.4	5.8	1.8	5.6	10.6	-2.1	-0.4
Wooden interior furnishing materials	44.8	33.5	36.4	8.6%	-10.1	-1.9	-0.3	1.6	16.4	4.6	6.5
Exterior wall materials for houses	33.4	24.9	27.5	10.6%	-25.2	-2.1	-3.2	6.6	39.0	2.2	0.4
Tiles	31.6	22.8	23.2	1.5%	-4.3	1.2	0.0	2.8	11.0	-0.9	-3.4
Interior Fabric	25.8	16.6	23.0	38.7%	-	-	-	-	-	-3.1	-2.6
Disaster-prevention equipment	33.1	21.9	-	-	-0.4	1.3	-7.3	-6.8	-	-	-
Housing structures and precut woods	23.8	15.4	25.1	62.8%	-7.2	0.6	172.1	183.1	205.8	117.8	-2.3
Home center sales	164.0	125.9	132.8	5.5%	18.8	15.5	19.1	12.9	6.7	5.0	4.9
Other	182.0	131.6	243.9	85.3%	12.2	17.8	11.3	19.2	96.3	71.4	90.7
Total	1,291.4	947.5	1,056.7	11.5%	1.2	8.5	7.3	7.5	20.0	7.1	9.1

Note: Above classification are for domestic manufacturing businesses. Sales of companies overseas are included in "Other".

"Interior Fabric" is the sales amount of Kawashima Selcon Textile since Q2 of Mar-12.

"Housing structures and precut woods" includes the sales amount of Hivic since Q3 of Mar-12.

Due to above changes, "Interior fabric" "Housing structures and precut woods" and "Other" figures of the results of

Mar-12 and quarterly y/y trend have been revised from those announced previously.

Sales of "Disaster-prevention equipment" became zero, because the share of Nittan was sold to Secom Co. Ltd. on April 1, 2012

8. Renovation Business

Sales through renovation channel

Unit: Y bn

	Mar-11 results	Mar-12 results	Mar-12 Q3 (9 months) results	Mar-13 (9 months) results	Y/y
Group total	112.7	128.6	92.4	106.2	15%

Renovation ratio

(Ratio of sales of products used for renovation against total domestic sales)

Mar-09 results	Mar-10 results	Mar-11 results	Mar-12 results	Mar-13 Q3 (9 months) results
22.3%	24.5%	23.9%	23.7%	27.7%

Note: We recalculated renovation ratio estimate for each period by deducting retail sales and other from the denominators used in the calculation.

Renovation network (Number of member homebuilders)

Voluntary type	Mar-10 results	Mar-11 results	Sep-11 results	Mar-12 results	Sep-12 results	Dec-12 results
Tostem Reform Magic	5,263	4,905	4,711	8,896	9,045	9,230
INAX Reform Network	3,718	4,043	3,942			
TOEX Shizenyoku de KURASU stores	984	1,062	1,049			
Sun Wave reform shop R&B	276	276	269			

* Changed to "LIXIL Renovation Network" in April 2012

Franchise type	Mar-10 results	Mar-11 results	Sep-11 results	Mar-12 results	Sep-12 results	Dec-12 results
Tostem Homewell (FC)	174	176	175	414	388	380
INAX LIFA (FC)	247	246	244			

* Changed to "LIXIL Renovation Chain" in July 2012

9. Overseas Production Ratio and Sales

Overseas production ratio

	Products	Locations	Overseas production ratio		
			Mar-12 results	Mar-13 Q3 (9 months) results	Mar-13 forecasts
LIXIL	Aluminum housing sashes	Thailand*	18%	23%	24%
	Interior wooden furnishing materials	Dalian, China	45%	44%	46%
	Sanitary ware	Hanoi, Vietnam	33%	35%	34%
		Suzhou, China			
	Water faucets	Suzhou, China	17%	19%	19%
	Floor tiles	Suzhou, China	53%	58%	56%

*Factory operation has been suspended since October 18, 2011 due to the massive floods in Thailand. Production in Thailand normalized from May 2012.

Sales overseas

Units: Y bn, %

Areas	Mar-12 Q3 (9 months) results			Mar-13 Q3 (9 months) results						
	Gross revenue*	Elimination & Others	Total	Gross revenue*	Elimination & Others	Total	Y/y	Sales excluding Perma	Y/y	Sales of Perma
China	34.8	-17.3	17.6	61.3	-19.2	42.1	139.6%	25.7	46.5%	16.4
Thailand	35.8	-30.3	5.5	33.6	-27.8	5.8	6.7%	5.6	1.5%	0.3
Vietnam	6.2	-0.8	5.4	6.7	-2.0	4.7	-13.2%	4.7	-13.2%	0.0
Korea	3.9	-0.4	3.5	3.9	-0.1	3.9	8.6%	3.8	7.9%	0.0
Middle East	0.0	0.0	0.0	17.6	0.0	17.6	-	0.0	-42.4%	17.6
Other Asian countries	5.2	-0.8	4.4	11.9	0.1	12.0	170.1%	5.2	17.2%	6.8
North America	0.0	0.4	0.5	22.0	0.5	22.5	-	0.5	0.1%	22.0
Europe	0.8	1.3	2.1	26.2	0.9	26.5	-	0.3	-85.9%	26.2
Others	0.0	0.7	0.7	8.5	0.2	9.3	-	0.8	19.9%	8.5
Total	86.7	-47.1	39.7	191.7	-47.4	144.4	264.1%	46.6	17.5%	97.8

* Gross revenue for area before intra-company elimination

(For reference)

Overseas sales ratio

	Mar-10 results	Mar-11 results	Mar-12 results	Mar-13 forecasts
Overseas sales	26.3	40.0	53.9	206.0
Overseas sales ratio	2.7%	3.3%	4.2%	14.0%

Units: Y bn, %

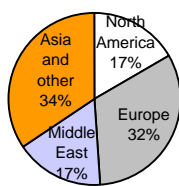
Mar-13 Q3 (9 months) results
144.4
13.7%

10. Permasteelisa

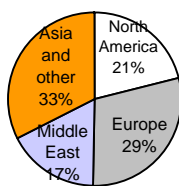
Q3= January to September, Full-year= January to December

Regional sales contribution

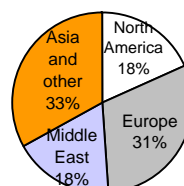
FY2011 results



FY2012 Q3 (9 months) results



FY2012 forecasts



Business performance of Permasteelisa

Units: Y bn, %

	Dec-11 results	Dec-12			
		Q3 (9 months)		Full-year	
		results	Y/y (%) *2	forecasts	Y/y (%) *2
Sales	123.5	100.5	18.4%	135.7	9.9%
Perma OP	6.9	4.6	-8.6%	8.0	16.6%
%	5.6%	4.6%	-1.4P	5.9%	+0.3P
Amortization of Goodwill and intangible assets	-	5.2	-	-	-
OP*1	-	-0.6	-	0.0	-
Exchange rate Yen/Euro	104.9	101.8	-	102.4	-

*1 Perma OP affecting LIXIL Group OP (consolidated base)

*2 Calculated in local currency base for reference

Orders received

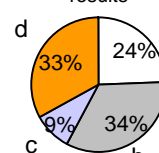
Unit: million euros

	Dec-11 results	Dec-11 Q3 (9 months) results	Dec-12 Q3 (9 months) results
New	1,201	883	1,050
Backlog	1,585	1,533	1,706

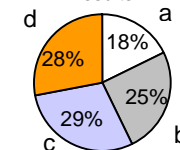
New orders by region

- a North America
b Europe
c Middle East
d Asia and other

FY2011 Q3 (9 months) results



FY2012 Q3 (9 months) results



Goodwill

Unit: million euros

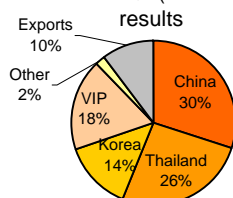
		Unit: million euros				
	Beginning balance	Amortization (SG&A)		End Balance	Amortization	Amortization period
	12-Dec	Dec-12 Q3 (9 months) results	Dec-12 forecasts	Dec-12 forecasts	Dec-13 forecasts	
Goodwill	264	18	24	240	24	11 years
Other intangible assets	269	33	44	225	21	4 to 20 years
Total	533	51	68	464	45	

11. American Standard Asia Pacific

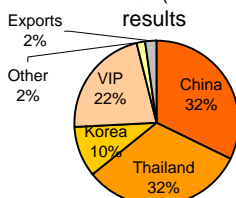
Q3= January to September, Full-year= January to December

Regional sales contribution

FY2011 Q3 (9 months) results



FY2012 Q3 (9 months) results



Business performance of American Standard Asia Pacific

Units: Y bn, %

	Dec-11 1H results	Dec-12 Q3 (9 months) results		Dec-12 Full-year Forecasts	
		Y/y (amount)	Y/y (amount)	Y/y (amount)	Y/y (amount)
Sales *1	16.5	16.5	0.0	24.1	1.8
ASAP operating profit	0.0	0.7	0.7	1.6	1.7
%	0.1%	4.3%	+4.1P	6.5%	+6.9P
Amortization of goodwill and intellectual property rights	-0.6	-0.6	0.0	-0.9	0.0
OP*2	-0.6	0.1	0.7	0.7	1.7

*1 ASAP sales affecting LIXIL Group sales (consolidated base)/*2 ASAP OP affecting LIXIL Group OP (consolidated base)

Sales by local currency

	China	Thailand	Korea	Indonesia	Vietnam	Philippines	India	Exports and other	Total
Sales (US\$ million)	67	67	21	21	10	15	3	5	209
Y/y (%)	10%	24%	-26%	45%	1%	23%	-19%	-78%	2%
Sales (Y bn)	5.3	5.3	1.7	1.6	0.8	1.2	0.3	0.4	16.5

Sales network in China

	End of Sep. '12 (Actual)	End of Dec. '12 (Target)
Number of showrooms	264	266
Number of dealers	275	265
Number of cities covered	189	199

12. Goodwill and Scope of Consolidation

Amortization of negative goodwill

Unit: Y bn

	Mar-12			Mar-13			
	Q3 results	results		Q3 results		results	
	Amortization	Amortization	Balance	Amortization	Balance	Amortization	Balance
American Standard	0.1	0.1	0.3	0.1	0.2	0.1	0.2
Kawashima Selkon Textiles	1.1	-	-	-	-	-	-
Other	-	-	-	0	-	0	-
Total	1.2	1.2	0.3	0.1	0.2	0.2	0.2
Non-operating income	0.1	0.1		0.1		0.1	
Extraordinary income	1.1	1.1		0.0		0.0	

Amortization of goodwill (Amortization of other intangible assets is excluded.)

Unit: Y bn

	Mar-12			Mar-13			
	Q3 results	results		Q3 results		results	
	Amortization	Amortization	Balance	Amortization	Balance	Amortization	Balance
American Standard	0.8	0.9	1.2	0.3	0.8	0.5	0.7
Shin Nikkei *1	0.3	0.3	-	-	-	-	-
AMTRONIC *2	0.1	0.1	0.4	0.1	0.4	0.1	0.3
Kawashima Selkon Textiles	0.3	0.4	2.4	0.4	2.0	0.6	1.8
LIXIL Haier Housing Products	-	-	2.6	0.4	2.2	0.5	2.2
Hivic	0.1	0.1	1.3	0.2	1.1	0.3	1.0
Permasteelisa *3	-	-	Approximate 37.6	1.8	24.6	2.5	26.4
Other	0.6	0.7	1.4	0.4	1.0	0.6	0.8
Total	2.1	2.6	46.9	3.7	32.1	5.1	33.4
SG&A	2.1	2.6		3.7		5.1	
(One time write-off	0.6	0.9		0.0		0.0	

*1 The Balance of Shin Nikkei's goodwill of Y4.1bn became zero after recorded as the impairment loss in the Q1 of the FY ended March 2012.

*2 This company is a holding company of Shanghai Meite.

*3 Goodwill balance of Permasteelisa as of Mar 2012 was provisional.

Shanghai Meite

Shengyang LIXIL Pre-cast Concrete Co., Ltd., LG TOSTEM BM Co., Ltd., and other

Kawashima Selkon Textiles Co.,

<Number of consolidated subsidiaries and equity method affiliates>

	Sep-10	+	-	Dec-10	+	-	Mar-11	+	-	Jun-11	+	-	Sep-11	+	-
Consolidated subsidiaries	102	1	2	101	2	0	103	4	29	78	1	0	79	48	1
Equity method affiliate	0	1	0	1	0	0	1	0	0	1	0	1	0	2	0

	Dec-11	+	-	Mar-12	+	-	Jun-12	+	-	Sep-12	+	-	Dec-12	+	-
Consolidated subsidiaries	126	0	3	123	2	3	122	1	1	122	3	7	118		
Equity method affiliate	2	0	0	2	0	0	2	0	0	2	0	0	2		

Permasteelisa Group and Hivic Group

Nittan Group and other

* Impact to sales and profit due to new consolidation and sales of subsidiaries:

Y100.1bn in sales, -Y0.5bn in OP, -Y1.6bn in RP, Y1.8bn in net income

13. Recent M&As

Timing	Company name	target	Sales*	Purchasing Amount	Controlling ratio	Total amount of goodwill
Jul. 2009 (partly Nov.2009)	American Standard Asia Pacific (Group)	Expand sanitary earthenware's overseas business by acquiring sales network	Y24.0bn	Y17.6bn	100%	Net goodwill Y2.1bn/ Intellectual property Y3.5bn
Apr. 2010	Shin Nikkei Company Ltd.	>Economy of scale >Cost reduction by integration of purchasing, logistics, products and management resources	Y110.0bn	Y0.65mil	100%	Goodwill Y5.4bn
Apr. 2010 (partly Jun. 2009)	Sun Wave Corporation	>Cost reduction by integration of purchasing, logistics, products and management resources >Development of high-value added products	Y85.0bn	Y13.7bn	79%	Negative goodwill Y6.1bn
Jan. 2011	Shanghai Meite Curtain Wall Co., Ltd.	>To gain permit approval of various businesses in mainland China. >To own aluminum building material factories in mainland China	Y12.0bn	Y3.2bn	75%	Goodwill Y0.5bn
Aug. 2011 (34% was acquired as of Dec. 2010)	Kawashima Selkon Textiles Co., Ltd.	>To combine curtain and shade businesses to the existing window business >Cooperation in product development and use of mutual sales network >Effective use of Kawashima brand	Y41.0bn	Y2.2bn (Dec. 2010) Share exchange rate 1:0.035 (Aug. 2011)	100%	Net goodwill Y1.7bn
Oct. 2011	HIVIC Co., Ltd.	>Strengthen wood related products and services	Y24.4bn	Share exchange rate 1:0.094	100%	Goodwill Y1.4bn
Dec. 2011	Permasteelisa	>Globally develop curtain wall business	Y116.0bn	Y60.8bn	100%	Goodwill €264 mil. Other intangible assets €269 mil.

*Sales at time of acquisition