Link to Good Living

# Consolidated Financial Results for the Third Quarter ended December 31, 2014 (Japanese Accounting Standard) 

Company Name: LIXIL GROUP CORPORATION
Code Number: 5938
Representative: Yoshiaki Fujimori, President \& CEO

Stock Listings: Tokyo, Nagoya
URL: http://www.lixil-group.co.jp/e/ir/default.htm
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Contact: Takashi Tsutsui, Executive Officer \& Executive Vice President, Investor Relations
Scheduled date of issue of quarterly financial report: Feburuary 6, 2015
Date of scheduled payment of dividends: -
Preparation of supplementary materials for quarterly financial results: Yes
Information meeting for quarterly financial results to be held: Yes (For investment analysts and institutional investors)
(Amounts less than one million yen are omitted.)

1. Consolidated financial results for the Q3 of FY Ending March 2015 (April 1 through December 31, 2014)
(1) Consolidated Operating Results (\% indicate changes from the figures of corresponding period of the previous fiscal year)

|  | Net sales |  | Operating income |  | Ordinary income |  |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
|  | Million yen | Million yen | $\%$ | Million yen | $\%$ |  |
| FY 2015 Q3 | $\mathbf{1 , 2 2 0 , 8 1 2}$ | $\mathbf{5 . 1}$ | $\mathbf{3 4 , 1 6 2}$ | $\mathbf{- 3 2 . 9}$ | $\mathbf{3 4 , 0 0 9}$ | $\mathbf{- 3 9 . 4}$ |
| FY 2014 Q3 | $1,161,577$ | 9.9 | 50,934 | 34.1 | 56,075 | 46.3 |

(Reference) Comprehensive income FY 2015 Q3 $\quad 27,497$ million yen (-51.5\%) FY 2014 Q3 56,710 million yen (412.9\%)

|  | Net income <br> Million yen | \% | Net income per share |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | -basic | -diluted |
|  |  |  | yen | yen |
| FY 2015 Q3 | 19,813 | -46.3 | 67.71 | 67.47 |
| FY 2014 Q3 | 36,880 | 377.1 | 126.85 | 126.33 |

(Reference) Net income excluding amortization of goodwill

$$
\text { FY } 2015 \text { Q3 } \quad 27,454 \text { million yen }(-31.2 \%) \quad \text { FY } 2014 \text { Q3 } \quad 39,902 \text { million yen }(251.5 \%)
$$

(Reference) Net income per share excluding amortization of goodwill

$$
\text { FY } 2015 \text { Q3 } 93.82 \text { yen }(-31.6 \%) \quad \text { FY } 2014 \text { Q3 } \quad 137.24 \text { million yen }(251.5 \%)
$$

(2) Consolidated Financial Position

|  | Total assets <br> Million yen | Net assets <br> Million yen | Equity ratio <br> $\%$ | Net assets <br> per share <br> Yen |
| :--- | :---: | :---: | :---: | :---: |
| FY 2015 Q3 | $\mathbf{1 , 8 3 9 , 8 7 0}$ | $\mathbf{6 4 0 , 5 0 7}$ | $\mathbf{3 4 . 2}$ | $\mathbf{2 , 1 4 6 . 7 8}$ |
| FY2014 | $1,810,097$ | 625,599 | $\mathbf{3 4 . 1}$ |  |

## 2. Cash Dividends

|  | Dividends per share |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | End of Q1 | End of Q2 | End of Q3 | End of Q4 | For the year |  |
|  | - | Yen |  | Yen | Yen |  |
| FY 2014 | - | 25.00 | - | 30.00 | 55.00 |  |
| FY 2015 |  | 30.00 | - |  |  |  |
| FY 2015 <br> (forecast) |  |  |  | 30.00 | 60.00 |  |

(Note) Revision of cash dividend forecast during this period: None

## 3. Consolidated Forecast for the Fiscal Year Ending March 2015 (April 1, 2014 through March 31, 2015)

(\% indicate changes from the figures of corresponding period of the previous fiscal year)

(Note) Revision of consolidated operating performance forecast from those announced recently: Yes
(Reference) Net income excluding amortization of goodwill (forecast)

$$
\text { FY } 2015 \quad 36,500 \text { million yen }(-27.1 \%)-43,000 \text { million yen }(-14.2 \%)
$$

(Reference) Net income per share excluding amortization of goodwill (forecast)

$$
\text { FY } 2015 \quad 124.73 \text { yen }(-27.6 \%)-146.94 \text { yen ( }-14.7 \% \text { ) }
$$

## 4. Others

(1) Changes in significant subsidiaries, which affected the scope of consolidation during this period: None
(2) Application of simplified financial accounting methods and special accounting methods for presenting quarterly consolidated financial statements: None
(3) Changes in accounting principle, procedure and disclosure regarding quarterly consolidated financial statements applied 1. Changes due to revisions in accounting standards: None
2. Changes due to revisions in accounting standards other than the above: None
3. Changes to accounting estimates: None
4. Restatement of accounts: None
(4) Outstanding shares (common shares)
i) Number of shares outstanding at end of period (including treasury stocks)

Nine months ended December 31, $2014 \quad 313,054,255$ shares FY ended March 31, 2014 313,054,255 shares
ii) Number of treasury stock at end of period

Nine months ended December 31, 2014 19,691,647 shares
FY ended March 31, $2014 \quad 22,321,128$ shares
iii) Weighted-average number of shares outstanding over period Nine months ended December 31, 2014 292,640,466 shares Nine months ended December 31, 2013 290,747,500 shares

Note: Indication of quarterly review procedures implementation status
This quarterly financial results report is exempt from quarterly review procedures under Japan's Financial Instruments and Exchange Law. The review procedure is not completed at the time of disclosure of this report.

Note: Appropriate use of business forecasts; other special items
(Cautionary statements with respect to forward-looking statements)
Performance forecast and other forward-looking statements contained in this report are based on information currently available and on certain assumptions deemed rational at the time of this report's release. Due to various circumstances, however, actual results may differ significantly from such statements.

Note: Regarding presentation material to supplement the financial results' announcement has been posted on TDnet and the Company's website.
5. Consolidated Financial Statements
(1) Consolidated Quarterly Balance Sheets
(Unit: million yen)

|  | End of previous FY (As of March 31, 2014) | End of Q3 <br> (As of December 31, 2014) |
| :---: | :---: | :---: |
| Assets: |  |  |
| Current assets | Y 942,532 | Y 959,402 |
| Cash \& deposits | 162,996 | 169,990 |
| Notes and accounts receivable-trade | 487,211 | 450,525 |
| Securities | 1,999 | - |
| Merchandise and finished goods | 129,369 | 163,062 |
| Work in process | 16,984 | 20,181 |
| Raw materials and supplies | 45,453 | 47,606 |
| Other inventories | 19,048 | 20,071 |
| Short-term loans receivable | 6,228 | 6,556 |
| Deferred tax assets | 25,539 | 20,179 |
| Other | 53,177 | 65,622 |
| Allowance for doubtful accounts | -5,476 | -4,392 |
| Non-current assets | 867,565 | 880,467 |
| Property, plant and equipment | 489,535 | 500,204 |
| Buildings \& structures | 491,721 | 503,112 |
| Accumulated depreciation | -311,649 | -320,982 |
| Buildings and structures, net | 180,072 | 182,130 |
| Machinery, equipment and vehicles | 324,308 | 344,316 |
| Accumulated depreciation | -246,780 | -258,436 |
| Machinery \& equipment and vehicles, net | 77,527 | 85,880 |
| Land | 188,662 | 189,714 |
| Leased assets | 15,138 | 15,053 |
| Accumulated depreciation | -6,966 | -8,412 |
| Leased assets, net | 8,171 | 6,640 |
| Construction in progress | 19,982 | 18,804 |
| Other | 95,789 | 100,862 |
| Accumulated depreciation | -80,670 | -83,828 |
| Other, net | 15,118 | 17,034 |
| Intangible assets | 140,086 | 142,818 |
| Goodwill | 79,971 | 49,735 |
| Other | 60,115 | 93,082 |
| Investments and other assets | 237,943 | 237,444 |
| Investment securities | 169,520 | 169,983 |
| Long-term loans receivable | 2,896 | 2,708 |
| Net defined benefit asset | 1,863 | 3,175 |
| Deferred tax assets | 22,351 | 19,877 |
| Other | 57,250 | 57,325 |
| Allowance for doubtful accounts | -15,938 | -15,625 |
| Total assets | Y 1,810,097 | Y 1,839,870 |


|  | End of previous FY (As of March 31, 2014) | End of Q3 <br> (As of December 31, 2014) |
| :---: | :---: | :---: |
| Liabilities: |  |  |
| Current liabilities | Y 719,248 | Y 684,806 |
| Notes and accounts payable - trade | 235,799 | 236,886 |
| Short-term loans payable | 207,198 | 131,266 |
| Current portion of bonds | 15,000 | - |
| Commercial papers | - | 15,000 |
| Lease obligations | 3,030 | 2,881 |
| Accrued expenses | 82,243 | 83,154 |
| Income taxes payable | 11,082 | 8,742 |
| Provision for bonuses | 21,173 | 11,902 |
| Asset retirement obligations | 281 | 499 |
| Other | 143,439 | 194,473 |
| Non-current liabilities | 465,250 | 514,555 |
| Bonds payable | 70,000 | 70,000 |
| Long-term loans payable | 289,026 | 335,660 |
| Lease obligations | 6,256 | 5,691 |
| Provision for directors' retirement benefits | 79 | 88 |
| Net defined benefit liability | 25,016 | 24,411 |
| Deferred tax liabilities | 22,914 | 27,874 |
| Negative goodwill | 61 | - |
| Asset retirement obligations | 6,615 | 6,846 |
| Other | 45,278 | 43,983 |
| Total liabilities | 1,184,498 | 1,199,362 |
| Net assets: |  |  |
| Shareholders' equity |  |  |
| Capital stock | 68,121 | 68,121 |
| Capital surplus | 261,366 | 261,678 |
| Retained earnings | 286,384 | 286,868 |
| Treasury shares | -41,806 | -36,887 |
| Total shareholders' equity | 574,065 | 579,780 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 13,184 | 12,832 |
| Deferred gains or losses on hedges | 1,756 | -259 |
| Foreign currency translation adjustment | 28,283 | 37,430 |
| Total accumulated other comprehensive income | 43,224 | 50,003 |
| Subscription rights to shares | 2,534 | 3,146 |
| Minority interests | 5,774 | 7,576 |
| Total net assets | 625,599 | 640,507 |
| Total liabilities and net assets | Y 1,810,097 | Y 1,839,870 |

(2) Consolidated quarterly statements of income
(Unit: million yen)

|  | Nine months ended December 31, 2013 | Nine months ended December 31, 2014 |
| :---: | :---: | :---: |
| Net sales | Y 1,161,577 | Y 1,220,812 |
| Cost of sales | 836,828 | 886,405 |
| Gross profit | 324,748 | 334,406 |
| Selling, general \& administrative expenses | 273,814 | 300,244 |
| Operating income | 50,934 | 34,162 |
| Non-operating income | 16,000 | 17,310 |
| Interest income | 1,277 | 1,622 |
| Dividend income | 1,246 | 1,501 |
| Rent income | 4,995 | 5,208 |
| Amortization of negative goodwill | 92 | 61 |
| Share of profit of entities accounted for using equity method | 1,551 |  |
| Foreign exchange gains | 2,686 | 2,012 |
| Gain on valuation of derivatives | - | 989 |
| Other | 4,149 | 5,912 |
| Non-operating expenses | 10,859 | 17,463 |
| Interest expenses | 3,108 | 4,102 |
| Share of loss of entities accounted for using equity method | - | 6,061 |
| Cost of lease revenue | 3,326 | 3,376 |
| Loss on valuation of derivatives | 382 | - |
| Other | 4,042 | 3,922 |
| Ordinary income | 56,075 | 34,009 |
| Extraordinary income | 2,436 | 12,108 |
| Gain on sales of non-current assets | 1,045 | 275 |
| Gain on sales of investment securities | 1,390 | 10,649 |
| Gain on sales of subsidiaries and associates | 0 | 65 |
| Gain on change in equity | - | 1,117 |
| Extraordinary loss | 2,887 | 4,556 |
| Loss on sales and retirement of non-current assets | 1,258 | 940 |
| Loss on valuation of shares of subsidiaries and associates | - | 68 |
| Loss on sales of investment securities | - | 11 |
| Loss on sales of shares of subsidiaries and associates | 10 | 187 |
| Loss on factory restructurings | 423 | 1,426 |
| Impairment loss | 1,195 | 1,343 |
| Adjustment of goodwill amortization and other | - | 505 |
| Loss on transition to a defined contribution pension plan | - | 72 |
| Income before income taxes and minority interests | 55,625 | 41,561 |
| Income taxes - current | 9,476 | 14,125 |
| Income taxes - deferred | 9,572 | 6,952 |
| Total income taxes | 19,048 | 21,077 |
| Income before minority interests | 36,576 | 20,483 |
| Minority interests in income (loss) | -304 | 669 |
| Net income | Y 36,880 | Y 19,813 |

(3) Consolidated quarterly statements of comprehensive income

| (Unit: million yen) |  |  |
| :---: | :---: | :---: |
|  | Nine months ended December 31, 2013 | Nine months ended December 31, 2014 |
| Income before minority interests | Y 36,576 | Y 20,483 |
| Other comprehensive income | 20,134 | 7,013 |
| Valuation difference on available-for-sale securities | 5,716 | -392 |
| Deferred gains or losses on hedges | 827 | -1,945 |
| Foreign currency translation adjustment | 13,558 | 7,988 |
| Share of other comprehensive income of entities accounted for using equity method | 31 | 1,363 |
| Comprehensive income | 56,710 | 27,497 |
| Comprehensive income attributable to owners of parent | 56,497 | 26,592 |
| Comprehensive income atributable to minority interests | 213 | 905 |

(4) Consolidated quarterly statements of cash flows
(Unit: million yen)

|  | Nine months ended December 31, 2013 | Nine months ended December 31, 2014 |
| :---: | :---: | :---: |
| Operating activities: |  |  |
| Income before income taxes and minority interests | Y 55,625 | Y 41,561 |
| Depreciation | 35,692 | 36,404 |
| Impairment loss | 1,195 | 1,343 |
| Amortization of negative goodwill | -92 | -61 |
| Amortization of goodwill | 4,449 | 4,876 |
| Increase (decrease) in allowance for doubtful accounts | 21 | -1,276 |
| Decrease in allowance for loss on factory restructuring | -344 | - |
| Increase (decrease) in debt for retirement benefits | -477 | 399 |
| Increase in asset for retirement benefits | -544 | -615 |
| Interest and dividends income | -2,524 | -3,124 |
| Interest expenses | 3,108 | 4,102 |
| Foreign exchange losses (gains) | -145 | 1,818 |
| Share of loss (profit) of entities accounted for using equity method | -1,551 | 6,061 |
| Gain on sales and valuation of investment securities | -1,380 | -10,447 |
| Loss on sales and retirement of non-current assets | 212 | 664 |
| Gain on change in equity | - | -1,117 |
| Decrease (increase) in notes and accounts receivable - trade | -27,366 | 60,036 |
| Increase in inventories | -21,510 | -30,779 |
| Increase (decrease) in notes and accounts payable - trade | 17,551 | -388 |
| Other, net | -8,728 | -11,458 |
| Subtotal | 53,188 | 98,001 |
| Proceeds from insurance income | 4,008 | - |
| Interest and dividends income received | 2,511 | 3,192 |
| Interest expenses paid | -2,996 | -4,254 |
| Income taxes paid | -10,129 | -19,680 |
| Net cash provided by operating activities | 46,582 | 77,258 |
| Investment activities: |  |  |
| Increase in time deposits | -2,105 | -2,216 |
| Purchase of securities | -170,997 | -217,915 |
| Proceeds from sales and redemption of securities | 136,404 | 219,915 |
| Purchase of property, plant and equipment and intangible assets | -47,655 | -42,757 |
| Proceeds from sales of property, plant and equipment and intangible assets | 3,635 | 717 |
| Purchase of investment securities | -11,426 | -9,300 |
| Proceeds from sales and redemption of investment securities | 4,488 | 13,325 |
| Proceeds from sales of shares of subsidiaries | - | 98 |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation | -32,311 | - |
| Decrease (increase) in short-term loans receivable | 1,275 | -140 |
| Payments of long-term loans receivable | -268 | -334 |
| Collection of long-term loans receivable | 2,307 | 317 |
| Other payments | -4,397 | -3,386 |
| Other proceeds | 1,543 | 186 |
| Net cash used in investing activities | Y -119,507 | Y -41,491 |


| (Unit: million yen) |  |  |
| :---: | :---: | :---: |
|  | Nine months ended December 31, 2013 | Nine months ended December 31, 2014 |
| Financing activities: |  |  |
| Increase (decrease) in short-term bank loans and commercial papers | Y 9,447 | Y -21,266 |
| Increase (decrease) in liquidation of receivables of trade among the consolidated companies | -9,987 | 19,000 |
| Repayments of long-term loans payable | -19,621 | -55,279 |
| Proceeds from long-term loans payable | 96,957 | 54,519 |
| Repayments of lease obligations | -3,193 | -2,457 |
| Redemption of bonds | -19,698 | -15,000 |
| Proceeds from issuance of bonds | 49,789 | - |
| Proceeds from share issuance to minority shareholders | 137 | 1,999 |
| Proceeds from disposal of treasury shares | 0 | 4,438 |
| Purchase of treasury shares | -40 | -23 |
| Cash dividends paid | -13,083 | -17,519 |
| Cash dividends paid to minority shareholders | -0 | -17 |
| Net cash provided by (used in) financing activities | 90,706 | -31,605 |
| Effect of exchange rate change on cash and cash equivalents | 2,925 | 1,346 |
| Net increase in cash and cash equivalents | 20,706 | 5,507 |
| Cash and cash equivalents at beginning of period | 114,661 | 139,038 |
| Increase in cash and cash equivalents from newly consolidated subsidiaries | 6 | 182 |
| Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries | 371 | 69 |
| Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation | -7 | - |
| Decrease in cash and cash equivalents due to change in fiscal period of consolidated subsidiaries | - | -2,896 |
| Cash and cash equivalents at end of period | Y 135,739 | Y 141,902 |

(5) Notes on Premise of Going Concern Not applicable.
6) Notes to Significant Changes in Equity Not applicable.
(7) Segment Information

Business Segment Information

| (Unit: million yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31, 2013 (April 1 through December 31, 2013) |  |  |  |  |
|  | Japan |  |  |  |  |
|  | Metal building material business | Plumbing fixtures business | Other building materials and equipment business | Distribution and retail business | Housing and real estate business |
| Net sales <br> (1) Net sales to outside customers <br> (2) Inter-segment sales of products | $\begin{array}{r} \text { Y 386,826 } \\ 2,365 \end{array}$ | $\begin{array}{r} \text { Y } 259,717 \\ 3,200 \end{array}$ | $\begin{array}{r} \text { Y } 147,235 \\ 1,543 \end{array}$ | Y 145,417 $66$ | $\begin{array}{r} \text { Y 46,533 } \\ 732 \end{array}$ |
| Total | 371,192 | 262,917 | 148,779 | 145,483 | 47,265 |
| Operating income (loss) | 31,178 | 20,195 | 7,383 | 3,362 | 4,665 |
| Other items <br> (1) Share of profit (loss) of entities accounted for using equity method <br> (2) Investments to entities accounted for using equity method | - | - | - | - | $\begin{aligned} & 1,553 \\ & 5,149 \end{aligned}$ |


| Reference) <br> Operating income before <br> amortization of goodwill <br> and purchase price allocation | 31,396 | 20,195 | 8,026 | 3,362 | 4,665 |
| :--- | :--- | :--- | :--- | :--- | :--- |


| (Unit: million yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31, 2013 (April 1 through December 31, 2013) |  |  |  |  |  |  |
|  | Global |  |  |  | Total | Adjustment amounts | Consolidation |
|  | Asia business | Curtain wall business | ASB business | Other business |  |  |  |
| Net sales <br> (1) Net sales to outside customers <br> (2) Inter-segment sales of products | $\begin{array}{r} \text { Y 43,091 } \\ 23,631 \end{array}$ | Y 143,581 | Y 7,173 | - | $\begin{array}{r} \text { Y 1, 161,577 } \\ 31,540 \end{array}$ | $-31,540$ | Y 1,161,577 |
| Total | 66,723 | 143,581 | 7,173 | - | 1,193,118 | -31,540 | 1,161,577 |
| Operating income (loss) | -100 | -2,534 | 131 | - | 64,282 | -13,347 | 50,934 |
| Other items <br> (1) Share of profit (loss) of entities accounted for using equity method <br> (2) Investments to entities accounted for using equity method | - | $-1$ | - | - | $\begin{aligned} & 1,551 \\ & 5,149 \end{aligned}$ | - | $\begin{aligned} & 1,551 \\ & 5,149 \end{aligned}$ |
| (Reference) Operating income before amortization of goodwill and purchase price allocation | 971 | 1,794 | 297 | - | 70,710 | -19,775 | 50,934 |

Note: Operating income before amortization of goodwill and purchase price allocation is segment income (loss) excluding amortization of goodwill and intangible assets accrued from business combination.

|  | Nine months ended December 31, 2014 (April 1 through December 31, 2014) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan |  |  |  |  |
|  | Metal building material business | Plumbing fixtures business | Other building materials and equipment business | Distribution and retail business | Housing and real estate business |
| Net sales <br> (1) Net sales to outside customers <br> (2) Inter-segment sales of products | $\begin{array}{r} \text { Y 363,529 } \\ 2,002 \end{array}$ | $\begin{array}{r} \text { Y } 247,640 \\ 3,065 \end{array}$ | $\begin{array}{r} \text { Y } 139,452 \\ 1,528 \end{array}$ | Y 152,381 | Y 43,289 |
| Total | 365,532 | 250,706 | 140,981 | 152,381 | 44,098 |
| Operating income (loss) | 25,336 | 13,107 | 4,801 | 6,503 | 3,209 |
|  | - | - | - | - | $\begin{array}{r} 150 \\ 5,814 \end{array}$ |
| (Reference) <br> Operating income before <br> amortization of goodwill <br> and purchase price allocation | 25,336 | 13,107 | 5,443 | 6,503 | 3,291 |

(Unit: million yen)

$\left.\left.\begin{array}{|l|l|l|l|l|l|l|}\hline \begin{array}{l}\text { Reference) } \\ \text { Operating income before } \\ \text { amortization of goodwill } \\ \text { and purchase price allocation }\end{array} & 2,656 & 3,049 & 1,003 & - & 60,391 & -26,229\end{array} \right\rvert\, 34,162\right\}$

Note: Operating income before amortization of goodwill and purchase price allocation is segment income (loss) excluding amortization of goodwill and intangible assets accrued from business combination.

# LIXIL Q3 Results: Domestic J apanese Market Challenging; Businesses in International Markets Deliver Steady Growth 

Tokyo, J apan, February 2, 2015 - LIXIL Group Corporation ("LIXIL Group"), the global leader in housing and building materials products and services, today announced earnings for the nine month period ending December 31, 2014. On a consolidated basis over the nine months, sales rose $5.1 \%$ to $¥ 1,220$ billion year-on-year, while operating profit fell $32.9 \%$ to $¥ 34.2$ billion. This result was due to a greater than expected decline in the J apanese domestic housing materials business caused by the rise in consumption tax from $5 \%$ to $8 \%$ at the start of this current fiscal year. This resulted in a $25.3 \%$ fall in income before tax, to $¥ 41.6$ billion, which corresponded to a $31.6 \%$ fall in earnings per share, excluding amortization of goodwill, to $¥ 94$.

To provide relief to the local housing sector which has been severely impacted by the effects of the increase in consumption tax, the J apanese government recently instituted a stimulus package including the 'Eco Points' Program and other measures. While these policy measures are expected to improve market conditions over time, indicators suggest that the J apanese market continues to contract in Q4, resulting in the revision of the Group's full year forecast downward; operating profit forecast was revised to the range of $¥ 60-53$ billion from the $¥ 80-67$ billion range forecast, which had been reaffirmed in the first half results announcement on November 4, 2014.

While the domestic market continued to decline in the third quarter, overseas existing businesses demonstrated steady growth over the period of $8 \%$ with Asia Pacific and China doing particularly well. Permasteelisa Group is also performing well, doubling its market share in curtain walls in the highly lucrative US market. Although currently not consolidated, GROHE Group grew sales by 6\% and continues to maintain a high level of profitability, including at its subsidiary J OYOU.

LIXIL Group President \& CEO, Yoshiaki Fujimori, said, "While the 2014 Q3 results are somewhat disappointing financially, this has been a year of transition for the LIXIL Group as we get ready to become a truly global company, and I am excited about our future. In 2015, following expected regulatory approvals, we will implement our new Technology Company model, and much of our progress to date has been to lay the groundwork for this shift. We expect the J apanese market to improve in 2015 with the Government's stimulus package. Given that LIXIL outperformed the market in the renovation sector for the last nine months despite difficult market conditions, we look forward to improvements in our domestic financial performance with the new business model."

LIXIL Group made significant improvements in free cash flow of $¥ 108.7$ billion year-on-year. Of this, $\neq 60.2$ billion reflected improvements in working capital. This was underpinned by the increased focus on cash management, with LIXIL Group on target to make savings of $¥ 100$ billion by 2016 through strong cash flow management and operational efficiency, reducing its cash conversion cycle from 90.3 days to 55 days by 2017. In addition, other new activities include securitization of receivables, sales and securitization of assets and sales of investment securities, have added $¥ 100$ billion in the Fiscal Year ending March 2015.

Mr. Fujimori continued, "I am also extremely pleased with the innovations we have made in how we engage with our customers, giving them greater choice in their housing and building decisions. Our newly renovated showroom in the high fashion Minami Aoyama district of Tokyo which now showcases GROHE and J axson products is a great example of how we are accelerating synergies to serve our customers better."

The LIXIL Group was recognized by the Minister of State for Special Missions on J anuary 9, 2015 with a prestigious award for its substantial achievements in delivering an ambitious gender diversity agenda for its workforce. The Group's diversity agenda is one of several key strategic pillars in the Group's overall plan to build a single, global corporate culture to operate as "One LIXIL" in mindset as well as in processes and systems. In 2014, the Group introduced the new LIXIL Values which are expected to become the common denominator of all LIXIL employees regardless of where they work and live.

Summary of consolidated third quarter results ( $¥$ billion, except where stated)

|  | March 15 Q3 <br> (3 months) | March 14 Q3 <br> (3 months) | Change <br> (\%) | March 15 Q3 <br> (9 months) | March 14 Q3 <br> (9 months) | Change <br> (\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales | $\mathbf{4 2 . 5}$ | $\mathbf{4 2 . 0}$ | $\mathbf{1 . 1}$ | $\mathbf{1 , 2 2 0 . 8}$ | $\mathbf{1 , 1 6 1 . 6}$ | $\mathbf{5 . 1}$ |
| Operating Profit | $\mathbf{2 0 . 9}$ | $\mathbf{2 5 . 0}$ | $\mathbf{- 1 6 . 4}$ | $\mathbf{3 4 . 2}$ | $\mathbf{5 0 . 9}$ | $\mathbf{- 3 2 . 9}$ |
| Recurring Profit | $\mathbf{2 0 . 9}$ | $\mathbf{2 7 . 1}$ | $\mathbf{- 2 2 . 8}$ | $\mathbf{3 4 . 0}$ | $\mathbf{5 6 . 1}$ | $\mathbf{- 3 9 . 4}$ |
| Income before <br> taxes | $\mathbf{2 7 . 6}$ | $\mathbf{2 8 . 9}$ | $\mathbf{- 4 . 3}$ | $\mathbf{4 1 . 6}$ | $\mathbf{5 5 . 6}$ | $\mathbf{- 2 5 . 3}$ |
| Earnings per <br> share (EPS) $(¥)$ | $\mathbf{5 9}$ | $\mathbf{6 7}$ | $\mathbf{- 1 1 . 7}$ | $\mathbf{9 4}$ | $\mathbf{1 3 7}$ | $\mathbf{- 3 1 . 6}$ |

## Contact

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#### Abstract

About LIXIL LIXIL is the global leader in housing and building materials products and services. The foundation of LIXIL's success is our constant investment in technological innovation to improve the way we live. Delivering core strengths in water, housing, building and kitchen technologies, our brand portfolio businesses LIXIL, GROHE, JOYOU, American Standard Brands and Permasteelisa are leaders in the industries and regions in which they operate. LIXIL produces some of the world's most fundamental and innovative products and services, and our solutions are an integral part of some of the world's most iconic and cutting-edge living and working spaces. Operating in more than 130 countries, and employing more than 80,000 people, we bring together function, quality and design to make people's lives better, and more delightful - wherever they are.

\section*{About LIXIL Group}

LIXIL Group Corporation (TSE Code: 5938) is the listed holding company containing LIXIL Corporation, LIXIL VIVA CORPORATION and LIXIL Housing Research Institute, Ltd.. The Group is involved in a broad spectrum of housing-related businesses, ranging from the manufacture and sales of building materials and housing equipment to the operation of home centers and a network of homebuilding franchises, and comprehensive real estate service. Led by President and CEO Yoshiaki Fujimori, the Group posted 1.6 trillion J PY in consolidated sales in FY March 2014.


