

Financial Results for the Fiscal Year Ended March 31, 2016

TSE Code: 5938

(From April 1, 2015 to March 31, 2016)

LIXIL Group Corporation

May 9, 2016



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FYE2016 Financial Results Summary



LIXIL Water Technology (LWT)



LIXIL Housing Technology (LHT)



LIXIL Building Technology (LBT)



LIXIL Kitchen Technology (LKT)



LIXIL Japan Company (LJC)



Distribution and Retail Business (D&R)



Housing and Services Business (H&S)

Highlights of FYE2016 (JGAAP)

Increase in Sales and Core Earnings⁽¹⁾

- ✓ Increase in sales (+10%) and core earnings (+9%)
- ✓ Achieved upward revised guidance on core earnings before exceptional items
- ✓ Sales in Japan and overseas increased on like-for-like basis (excl. GROHE consolidation)
- ✓ Overseas sales ratio increased to 30% with significant contribution from GROHE consolidation
- ✓ Japan renovation sales, LWT U.S. and Asia drove profit growth before exceptional items
- ✓ Improvement in profitability and efficiency as a result of withdrawal from non-core and loss making activities and restructuring of production footprint
- ✓ Appropriation of insurance income and tax benefit regarding Joyou has been postponed

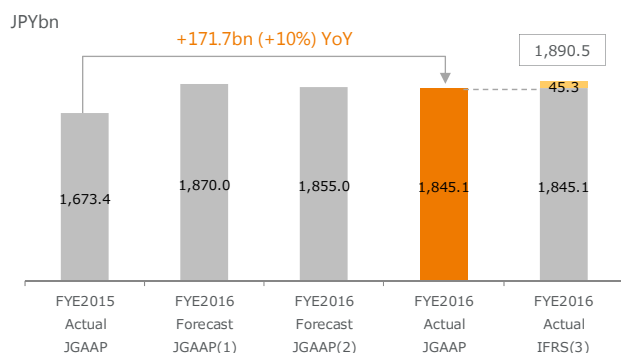


(1) Core Earnings = Revenues – Cost of Sales – SG&A

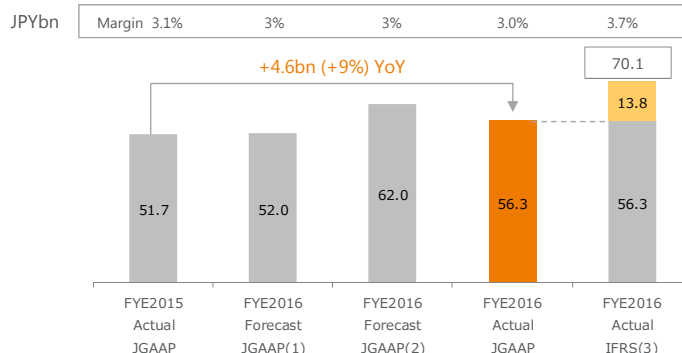
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Business Continues to Show Positive Momentum (JGAAP)

Net Sales



Core Earnings (CE)



FYE2016 Highlights (JGAAP, YoY)

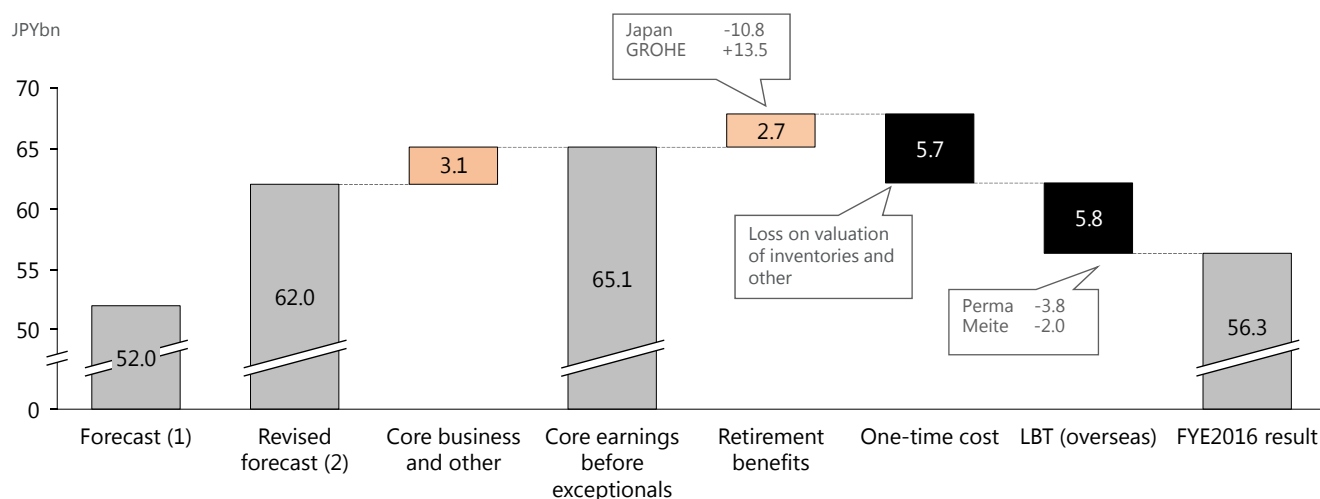
- Sales increase mainly driven by Japan renovation business, LWT and LBT overseas
 - GROHE consolidation added JPY136bn in sales
 - Carve out of Ken Depot impacted sales by - JPY15.7bn
 - Like-for-like sales increase +JPY52bn(+3%)
- Steady profit growth from core earnings
 - GROHE consolidation added +JPY20bn to CE (GROHE +JPY33.5bn, goodwill -JPY6.1bn, PPA -JPY7.3bn)
 - One-off items such as:
 - Japan actuarial loss and other -JPY19.5bn
 - Overseas building business loss -JPY7.9bn
 - Strong like-for-like CE increase +JPY12bn (+23%)



(1) Announced on June 8th
 (2) Revised on November 2nd
 (3) Preliminary figures

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Core Earnings: In line with Forecast (JGAAP)



LIXIL

(1) Announced on June 8th
(2) Revised on November 2nd

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Achieved Strong Growth in EBITDA (JGAAP)

| JPYbn | FYE2015 Results | FYE2016 Results | YoY Increase/Decrease | |
|------------------------------------|--------------------|--------------------|-----------------------|-------|
| | | | Amount | % |
| Net Sales | 1,673.4 | 1,845.1 | 171.7 | 10.3% |
| Core Earnings⁽¹⁾ | 51.7 | 56.3 | 4.6 | 8.9% |
| Core Earnings Margin (%) | 3.1% | 3.0% | - | -0.0 |
| Net Profit⁽²⁾ | 22.0 | -18.7 | -40.7 | - |
| Net Profit before Goodwill | | | | |
| Amortization | 32.6 | -5.6 | -38.1 | - |
| EPS before Goodwill | | | | |
| Amortization (Yen) | 112 | -19 | -131 | - |
| EBITDA⁽³⁾ | 108.9 | 128.7 | 19.8 | 18.2% |
| EBITDA Margin (%) | 6.5% | 7.0% | - | +0.5 |

Further details for FYE2016

<Gross profit margin>

26.7% ⇒ 28.4%: 1.7pp improvement due to GROHE consolidation

<Non-operating profit/losses>

-JPY14bn YoY

One-off factors, such as foreign exchange losses

<Extraordinary income/losses>

-JPY40.4bn YoY (refer to page 39)

Largely impacted by one-off losses such as loss on investment to associates and impairment charges related to operations

<Tax>

Postponement of appropriation of tax benefit from loss on investment in associates (Extraordinary loss: JPY 27.9bn) originally expected in Q4

LIXIL

(1) "Core earnings" is equivalent to "Operating profit" of JGAAP
(2) Net income attributable to owners of the parent
(3) EBITDA: Core earnings + Depreciation + amortization of goodwill

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Active Portfolio Management

Sales/Withdrawal of Business and Assets

| Company | Date | Description/ Action | FYE2016 (JPYbn) ⁽¹⁾ | | | |
|---|--------------|---|--------------------------------|---------------------|------------------|--------------|
| | | | Sales | Core Earnings | Net Profit | Total Assets |
| Ken Depot | October 2015 | Carved out from LIXIL. LIXIL retains 34% shareholding | 15.7 | ⁽²⁾ -0.4 | ⁽²⁾ - | - |
| GASTAR Co, Ltd. ⁽³⁾ | March 2016 | Sold all shares to Rinnai Corporation | - | - | - | - |
| LIXIL Building Materials Manufacturing (Shenyang) | March 2016 | Sold all shares | 0.3 | -0.5 | -1.1 | 2.0 |
| Shanghai Meite Curtain Wall | March 2016 | Sold all shares | 19.6 | -6.0 | -6.8 | 30.0 |



(1) In JGAAP (Impacts to Consolidated Financial Statement after adjustments and eliminations)

(2) Results for half term (April-September, 2015) before spinning-off

(3) Joint investment by Rinnai Corporation and Tokyo Gas Co.,Ltd; Company active in manufacturing and sale of water heater business / housing equipment

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Operational Efficiency in Action

| Date | Description/ Action | Purpose | Division |
|------------------|--|---|----------------|
| August 2014 | Closure of ceramics production line at LIXIL Building Materials Manufacturing (Shuzou) Corp. (China) | Shift production to ASAP ⁽¹⁾ China factory and Vietnam factory | LWT |
| December 2014 | Shutdown of GROHE factory in Canada | Shift production to ASB factory in Mexico | LWT |
| April 2015 | Merger of LIXIL Corporation with SUN WAVE CORPORATION, and 2 others | Simplify structure of the group companies | LKT and others |
| June 2015 | Shutdown of Nevada factory of ASB | Shift production to ASB factory in Mexico | LWT |
| December 2015 | Halt production at Tateno factory (metal building materials) in Toyama Prefecture | Shift production to Oyabe factory in Toyama prefecture | LHT |
| March 2016 | Halt production at Aoyama factory (electronic components) in Mie Prefecture | Shift production to Chita factory in Aichi Prefecture | LWT |
| April 2016 | Merged Oyama LIXIL factory Corp. and Kani LIXIL Sunwave Manufacturing Co., Ltd. with LIXIL | Allocate employees and manufacturing facilities beforehand to LIXIL, and continue the original business | LWT and LKT |
| March 2017(Plan) | Shutdown materials division of Hisai factory | Improve overall utilization of materials division by transferring manufacturing capacity to other factories | LHT |



(1) American Standard Asia Pacific

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Committed to Continued Improvement of FCF

Net Debt Position

| | (A) Mar-15 Post cons. of GROHE | (B) FYE2016 | (B)-(A) |
|---------------------------|--------------------------------------|----------------|---------|
| JPYbn | | | |
| Cash and Equivalents | 244.8 | 151.8 | -93.0 |
| Interest-bearing Debt | 820.3 | 680.2 | -140.1 |
| Net Interest-bearing Debt | 575.5 | 528.4 | -47.1 |
| Total Assets | 2,253.7 | 2,060.9 | -192.8 |
| Equity Ratio(%) | 26.3 | 26.4 | 0.1 |

- Total assets decreased by JPY192.8bn
<Major items>
 - Expenditure of cash and deposit from repayment of debt: approx. JPY150bn
 - Impact of sale of business: approx. JPY29bn
 - Decrease in tangible/intangible assets incl. forex impact: approx. JPY25bn
- Net D/E ratio 97%
(beginning of the fiscal year 97%)
- Net Debt/EBITDA ratio 4.1 times⁽²⁾

Working Capital & Capex

| | (A) FYE2015 CF | (B) FYE2016 CF | (B)-(A) |
|--|-------------------|-------------------|---------|
| JPYbn | | | |
| Net Working Capital | 52.2 | 53.5 | 1.3 |
| Depreciation | 50.7 | 60.5 | 9.7 |
| Capex | -62.6 | -68.0 | -5.4 |
| Other | -30.6 | 107.6 | 138.2 |
| Free Cash Flow | 9.7 | 153.6 | 143.9 |
| Normalized Free Cash Flow ⁽¹⁾ | 76.3 | 102.3 | 26.0 |

- FCF improved despite payment for additional acquisition of GROHE and guarantee obligation
- Approximately JPY26bn improvement in FCF on the basis of excluding one-off proceeds and payments



(1) Cash flows from operating activities excluding one-off impact – Capex
(2) Based on EBITDA of JPY 128.7bn

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Creating Shareholder Value

■ Dividend policy

Dividend payout ratio of over 30% will be maintained on the consolidated basis excluding the effect of amortization of goodwill

| | FYE2015 | FYE2016 | FYE2017 Forecast |
|-----------------------|---------|---------|---------------------|
| 1H | 30 yen | 30 yen | 30 yen |
| 2H | 30 yen | 30 yen | 30 yen |
| Full year | 60 yen | 60 yen | 60 yen |
| Dividend payout ratio | 53.7% | – | 62% |

■ Share buyback

Share buyback may take place depending on factors, such as financial position and share price

■ Basic policy regarding the company's decision control

We do not have special anti-take over provisions in our articles of association since we intend to increase our corporate value by taking various measures that would gain support from our shareholders. Our investor and shareholder policy is to have our shares held over medium to long-term by a large number of shareholders



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Change of LIXIL Group's Board Members (After the annual shareholders' meeting held on June 15) (1)

■ Directors (After the approval of annual shareholders' meeting held on June 15, 2016)

| | | |
|------------------|---------------------------|-----|
| Director | Yoichiro Ushioda | |
| Director | Kinya Seto* | ◎ |
| Director | Yoshizumi Kanamori | |
| Director | Yoshinobu Kikuchi | |
| Director | Ryuichi Kawamoto | ◎ |
| Director | Toshimasa Iue | ◎ |
| Director | Keiichiro Ina | |
| Outside Director | Hidehiko Sato | □ |
| Outside Director | Tsutomu Kawaguchi | □ |
| Outside Director | Main Kohda | □ |
| Outside Director | Barbara Judge | □ |
| Outside Director | Hirokazu Yamanashi | ◎ □ |



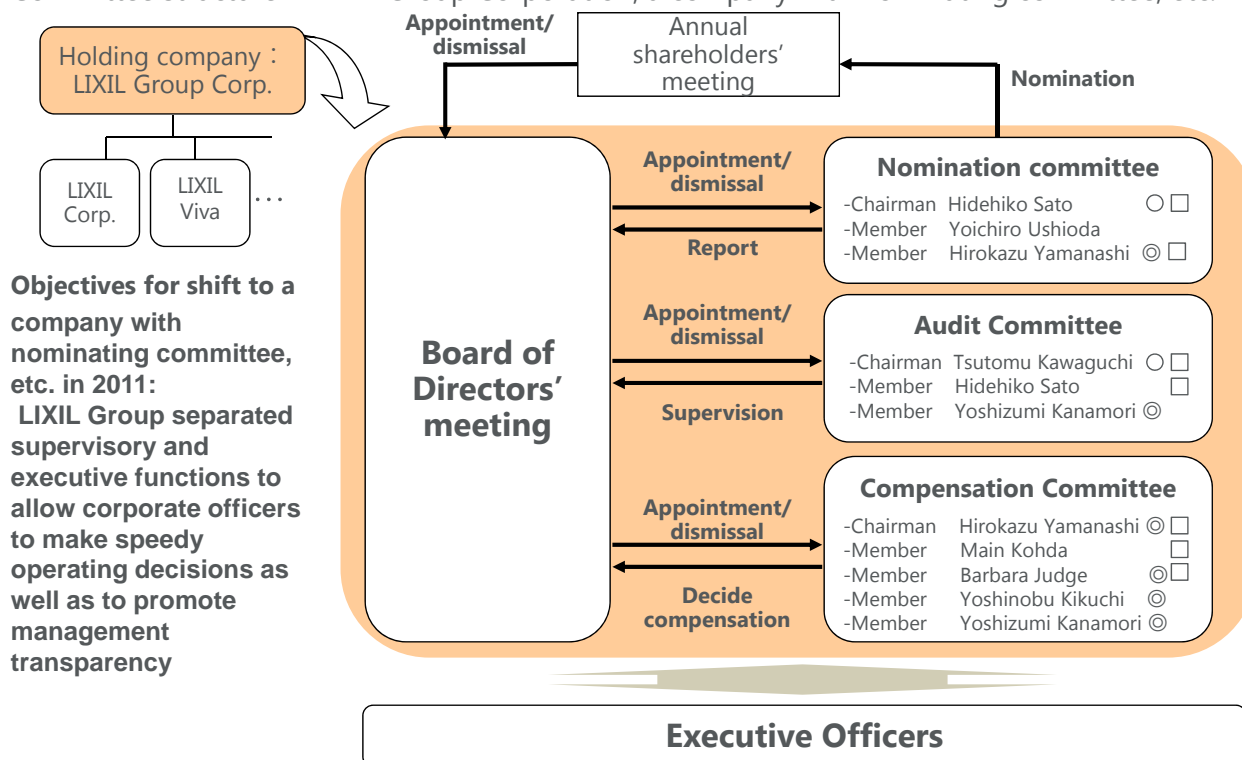
◎ indicate new candidate from June, 2016, □ are independent directors

*Also President & CEO of LIXIL Corporation and LWT CEO

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Change of LIXIL Group's Board Members (After the annual shareholders' meeting held on June 15) (2)

Committee structure in LIXIL Group Corporation, a company with nominating committee, etc.



◎ indicates new members from June, 2016

○ changed from member to Chairman

□ indicates independent directors; Independent outside directors are expected to be Chairman of each committee from this fiscal year

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Corporate Governance: Progress of Remedial Action Items Related to Joyou Incident

1. Remedial actions done in FYE2016

(1) Measures regarding Management of Overseas Subsidiaries

- Establishment of departments dedicated to the management of overseas businesses and strengthening its functions
 - Establish Corporate Finance Governance Office to strengthen management in overseas
 - Establish Global Corporate Audit Staff specializing in overseas risk auditing and management (9 employees are appointed as of Mar. 2016, 20 employees are targeted in mid-term plan)
 - Reinforce Global Internal Control Group by increasing the number of employees (From 3 to 9 employees as of Mar. 2016)
 - Strengthen Global Internal Audit Committee
- Compliance training (including executives and employees in overseas subsidiaries)

(2) Measures regarding M&A and PMI process

- Reevaluation of the M&A and PMI process and establishing guidelines
- Integration of auditor in integrated subsidiaries by M&A

2. Key measures to be taken from FYE2017 (Continuity actions since Jun. 2015)

- Strengthening the headquarters management and monitoring function (e.g. Establish Regional Treasury Center, coordinate auditing operations and other)
- Strengthening the compliance department and continuation of compliance training
- Strengthening whistleblowing system within overseas subsidiaries

Driving Technology Innovation – AQUA CERAMIC

Innovative anti-fouling sanitary ware which lasts a century



100年
クリーン

水のチカラで、ずっと輝く

AQUA
CERAMIC

Address the four main issues in toilets

| | Conventional sanitary ware models | AQUA CERAMIC |
|-------------------------|-----------------------------------|--------------|
| Scuffing and scratching | ✓ | ✓ |
| Bacteria | ✓ | ✓ |
| Filth stains | - | ✓ |
| Water stains | ✗ | ✓ |

Features of "AQUA ceramic"

■ Super-hydrophilicity performance on the ceramic surface

AQUA ceramics has a significantly higher hydrophilicity compared to conventional products, which allows water to go under the grease contained in the filth to lift it up and hence lowers the frequency of cleaning

■ A structure without exposing hydroxyl groups

The hard water stains occur when silica in the rinse water chemically combines with hydroxyl groups (–OH) on the ceramic's surface. AQUA CERAMIC utilizes a structure without exposed hydroxyl groups. This stops the formation of hard water stains, keeping the ceramic surface flat and smooth for 100 years

Driving Technology Innovation – Edgewater Collection

American Standard Edgewater collection of pull-down faucets

- Striking kitchen sink faucets that offer an intuitive 4-function sprayer, plus pause feature
- Features American Standard's exclusive SelectFlo patented spray technology
- Three faucet models: a pull-down style and a semi-pro model that both incorporate the multi-function operation, plus a design-matched pull-down bar faucet to complete the collection
- An optional scrub brush attachment is available
- Winner of prestigious **Red Dot Design Award Product Design 2016**, selected from more than 5,200 awards from 57 countries



The sleek Edgewater collection of pull-down kitchen and bar faucets from American Standard won a 2016 Red Dot Product Design Award for its attractive design and intuitive multi-function



Launch April 2016 in the U.S.

LIXIL

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Driving Technology Innovation – SAMOS L

Launches the high performance hybrid window "Samos L"

A highly insulated aluminum and resin hybrid window "Samos L" for residential use, priced at the same level as that of standard aluminum windows, will be released as strategic product to promote highly insulated windows in Japan

■ Features

- ✓ Enables high heat insulation through a structure of aluminum and resin hybrid window
- ✓ Reduced frame size by around 50% to realize maximum view
- ✓ Realized high heat insulation by securing measurement of body cues to 36mm
- ✓ **Priced at the same level as aluminum window**
- ✓ Broad product range

Aluminum window

High performance hybrid window

SAMOS L



Example of the high performance hybrid window "Samos L"

West Japan : Launch June 2016
East Japan : Launch August 2016

LIXIL

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Driving Technology Innovation – ECOCARAT+

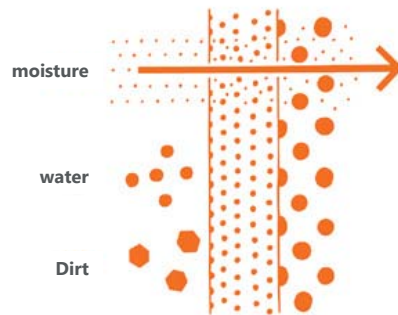
Expanding ECOCARAT+ 4 series for the interior tile marketplace

Launched new series of interior tile product “Ecocarát” (which absorbs harmful substances, keeps the air in the room clean and controls humidity), with a number of new designs, colors, textures, and adsorption functions which can now be used in public locations such as hospitals and elderly welfare facilities for dining hall and lobby

■ Feature of ECOCARAT+

- ✓ Keep the interior comfortable with humidity control
- ✓ Reduces odor
- ✓ Absorb harmful substances
- ✓ Simple cleaning with adopting two-layer porous structure

Two-layer porous structure resists stains by cutting out the large particles like water and dirt, making it easy to wipe off



Interior function building material
“Ecocarát+ G Series R Slit

Launch April, 2016

LIXIL

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Employee Engagement Drives our Growth



LIXIL Heartbeat 2015 is the first global survey conducted to monitor employee engagement under “One LIXIL” and to pave the way towards a better workplace

- Timing: About 3 weeks (starting from end of October 2015)
- Questions:
 1. Employee Satisfaction examined
 2. Sustainable Engagement examined (motivation, working environment)
 3. Goals & Objectives examined

- Response rate: **90.2%⁽¹⁾** (directly hired employees)

Standard response rate for the global survey is “about 70%”

- LIXIL Overall Group Result:
 1. Employee Satisfaction at **64%** Favorable/ 9% Unfavorable
 2. Sustainable Engagement at **70%** Favorable/ 12% Unfavorable
 3. Goals & Objectives at **81%** Favorable/ 5% Unfavorable

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(1) More than 66,400 employees participated in total of which 33,400 are domestic employees and the rest is overseas employees.

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Employee Engagement Drives our Growth (Cont'd)



Summary of results:

Strength : Goals & Objectives, LIXIL VALUE, Products & Services, Proud to be associated with LIXIL, Personal accomplishment

- More than 80% of employees understand company objectives and own job responsibilities, and strongly believe in products & services, while highly valuing efficiency in work processes

Opportunities: Operational Excellence and Performance Management

- Only 20-50% are positive in Operational Excellence and Performance Management. Critical view seen particularly on approval process, changing priorities, and leniency with low performers



Note: Action Plans to be followed-up for a year prior to next survey launch June 2017 (for consultation)

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➤ FYE 2017 Strategic Priorities

A Brief Profile

Kinya Seto

Chief Operating Officer, LIXIL Group Corporation
President and Chief Executive Officer, LIXIL Corporation*

■ Education:

- University of Tokyo, BA Economics
- MBA Tuck School of Business, Dartmouth

- Lived and worked in the US, UK, Japan
- Married with four children
- Began career with Sumitomo Corporation

■ Career Highlights:

- ✓ Experience leading in large companies and start-ups
- ✓ Strong entrepreneurial roots with global mindset
- ✓ Founded 11 companies such as MonotaRO (Japan) and Zoro (U.S.)
- ✓ Nikkei Business: MonotaRO is #9th fastest growing company world-wide post global financial crisis and #1 in Japan
- ✓ MonotaRO and Zoro combined today are almost equal in enterprise value to LIXIL
- ✓ Awarded as "Entrepreneur of the Year" Japan Finalist in 2007
- ✓ Awarded as the founder of the "best under \$1 billion company in Asia" by Forbes



*Director, President and CEO of LIXIL Group Corporation after approval at the annual shareholders' meeting in June

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First 100 Days



■ Conducted intense 'deep dive' sessions on the business in Japan and overseas, to understand the priorities and concerns of employees and other key stakeholders

- Travelled to LIXIL sites in 10 different countries: Japan, U.S., Italy, Germany, South Africa, China, Vietnam, Thailand, Singapore, Mexico
- Visited more than 25 different factories and facilities
- Met directly with over 600 colleagues across all levels of management, and held more than 20 town hall sessions



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Observations and Priorities

- LIXIL has successfully undergone rapid globalization and transformation



FYE 2017 Focus:

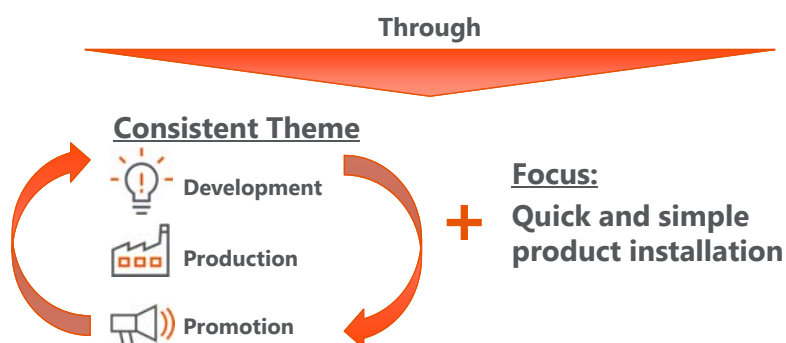
- Leaner, Simpler, Faster LIXIL
- Strengthen value-driven growth foundations for long-term sustainable performance

Top Priorities for Japan

- Japan remains our most important single market. Growth in Japan can still be secured – through product excellence and uncompromised quality
- LIXIL's success is built, first and foremost, on its capabilities as a **manufacturer**

Issues LIXIL must address as a manufacturer:

1. LIXIL is facing the challenge of “commoditization” since it views distributors as its customers
2. A lack of communication with end consumers, who seek unique values; or contractors, who serve as an important influencer
3. Non-aligned product categories do not provide value proposition to customers



LIXIL Japan Company: Priorities

1. Reform sales growth by focusing on easy and fast installation products
2. Strong promotion on brand equity improvement
3. Productivity improvement and shift of the focus to the changing market
4. Increase contact points with customers by holding renovation focused events and improvement of showrooms
5. Secure low cost operations through the introduction of IT system

Group Priorities - Summary

- **Improve overall managerial efficiency across LIXIL Group**
 - Reduce headquarters costs
 - Strengthen fiscal discipline
- **Enhance PMI* and synergy effects – new Chief Integration Officer will play a key driving role**
- **Streamline corporate structure to improve governance and efficiency**



Strengthen integration to enable an organization that is simpler and faster, yet stronger on compliance and corporate governance

Assumptions Used for FYE2017 Forecast

Complete shift to IFRS from this fiscal year

- ✓ Japan new housing starts +1.8%, construction of detached houses +5.7%
- ✓ Japan business
 - New homes +1%
 - Renovation +4%

Adjust time lag } +2%
- ✓ Forex: 1USD=115JPY, 1EUR=125JPY
- ✓ Aluminum price: USD200/ton
- ✓ Capex JPY83bn, Depreciation JPY65bn
- ✓ Impact of sale of businesses (Shanghai Meite/Ken Depot/LIXIL Building Materials Manufacturing (Shenyang)) in FYE2016
 - Sales -JPY34.4bn, CE +JPY4.8bn

FYE2017 Forecast: Record High Core Earnings, Recovery in Net Profit

| JPYbn IFRS | FYE2016 results (provisional) | FYE2017 | | | | |
|------------------------------------|---|---------|-------|------------------------|-----------------------|----------------------|
| | | 1H | 2H | Full year forecasts | increase /decrease | % |
| Net Sales | 1,890.5 | 905.0 | 975.0 | 1,880.0 | -10.5 | -1% |
| Core Earnings⁽¹⁾ | 70.1 | 30.5 | 42.5 | 73.0 | 2.9 | 4% |
| Core Earnings Margin (%) | 3.7% | 3% | 4% | 4% | - | +0 |
| Operating Profit | - | 24.5 | 31.5 | 56.0 | - | - |
| Operating Profit Margin (%) | - | 3% | 3% | 3% | - | - |
| EBIT | - | 20.0 | 31.0 | 51.0 | - | - |
| Net Profit⁽²⁾ | - | 11.0 | 17.0 | 28.0 | - | Turned profitable |
| EPS (Yen) | - | - | - | 98 | - | - |
| EBITDA⁽³⁾ | 132.9 | - | - | 138.0 | 5.1 | 4% |
| EBITDA Margin (%) | 7.0% | - | - | 7% | - | +0 |
| ROE | - | - | - | 5% | - | - |
| Equity Ratio | - | - | - | 25% | - | - |

Sale of businesses -34.4
Forex -29.0
Like-for-like growth +3%

Strategic increase in SG&A (Investment for growth such as Marketing cost, Investment for cost-competitiveness such as increase in IT cost and others) JPY13bn incorporated

(1) Revenues - Cost of sales - SG&A

(2) Net income attributable to owners of the parent

(3) Core earnings + Depreciation

➤ Strategic Priorities for our Technology Businesses (In IFRS from this fiscal year)

LWT Performance

Apr-Mar
In JPYbn

| Sales by Region* | | FYE2016 | FYE2017 | (Like for like) |
|------------------|-------------------------------|--------------|------------|------------------|
| | Americas | 139.2 | +3% | (+5%) |
| | EMEA | 153.8 | -2% | (+5%) |
| | Asia Pacific | 88.7 | +3% | (+9%) |
| | Japan | 268.1 | -1% | (-1%) |
| | Adjustments | -1.6 | | |
| | LIXIL Water Technology | 637.7 | -1% | 630 (+3%) |

| Core Earnings | LIXIL Water Technology | 52.1 | +5% | 54.5 |
|---------------|-------------------------------|-------------|------------|-------------|
| | Margin | 8% | | 9% |

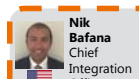
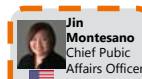
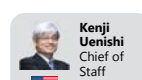


REGIONS



Individuals holding concurrent roles for LIXIL Group and LWT

GLOBAL FUNCTIONS



*Region: Management basis, Total: Statutory basis
Currency : FYE2016 1USD=120JPY, 1EUR=132JPY, FYE2017 1USD=115JPY, 1EUR=125JPY

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Priorities by Business: LIXIL Water Technology (LWT)

1 Regain Glory of ASB

- U.S. a key market for LIXIL's future
- New product lines and refocusing has led to ASB turnaround
- Improve the quality of products and productivity at Mexico plant
- Expand technology transfer from LWT Japan to the U.S.




2 Bring Ceramics to Europe

- Europe currently the only region without a ceramics business
- Developing a strong supply chain to support ceramics expansion in Europe will be a priority for FYE2017




3 Global roll out of shower toilet

- Build on expertise in Japan
- Create winning product propositions by brand with distinct design and functionality
- Leverage distribution and brand strengths outside Japan to promote locally branded shower toilets



4 Expand Faucets in U.S. & Japan

- Expand and improve faucets business in the U.S. and Japan
- Build on existing expertise at GROHE, ASB, and LIXIL/INAX
- More broadly, focus on the introduction of more new products at LWT in U.S. & Japan



5 Digital

- Leverage opportunities offered by digital platforms and e-commerce to protect and defend our brands and products
- Digital is a priority for LWT, but also relevant for other businesses



6 China & India

- China is the only large market where all three brands – ASB, GROHE and INAX – are already present
- India is the fastest growing and one of the most attractive markets for LWT's future
- India is also a market where we can contribute to society




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LIXIL Housing Technology (LHT)

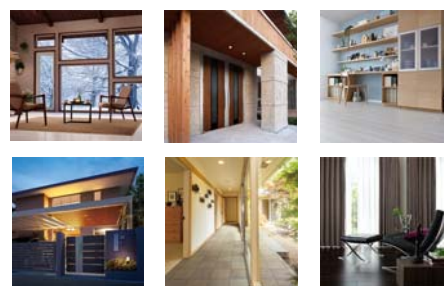
Apr-Mar
In JPYbn

| Sales by Business* | | FYE2016 | FYE2017 |
|--------------------|---------------------------------|--------------|------------------|
| | Window System (WS) | 212.3 | +2% |
| | Exterior System (ES) | 156.7 | +2% |
| | Living System (LS) | 143.6 | - |
| | LHT Int'l | 20.5 | -6% |
| | Subsidiaries and eliminations | 71.5 | |
| | LIXIL Housing Technology | 604.6 | +1% → 608 |

| Core Earnings | LIXIL Housing Technology | 40.3 | +8% → 43.5 |
|---------------|---------------------------------|-------------|-------------------|
| | Margin | 7% | 7% |

Priorities:

- Productivity improvements
- Focus on Hybrid Window (aluminium and plastic)
- Enhancement of Plastic Window
- Product development for reform business especially focusing on easy and fast installation products



*Business: Management basis, Total: Statutory basis

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LIXIL Building Technology (LBT)

Apr-Mar
In JPYbn

| Sales by Company* | | FYE2016 | FYE2017 |
|-------------------|----------------------------------|--------------|------------------|
| | Perma | 209.0 | +2% |
| | LBT Japan | 112.5 | -4% |
| | LBT Asia | 23.4 | -78% *1 |
| | LIXIL Building Technology | 332.0 | -4% → 319 |

| Core Earnings | Perma | -2.6 | *2 | Turned profitable |
|---------------|----------------------------------|-------------|------------------------------|-------------------|
| | LIXIL Building Technology | -5.6 | Turn profitable → 8.5 | *1 |
| | Margin | loss | 3% | |

Permasteelisa at the top of its game in terms of project track record and quality

Priorities:

- Focus is now on managing profitability and improvement of cash management
- Dispose noncore assets (e.g. Sold Shanghai Meite in March 2016)
- Manage profitability and cash flow of Permasteelisa Group, the crown jewel of LBT

*1 Shanghai Meite (FYE2016 results in IFRS):

Sales JPY18.4bn
CE JPY-4.3bn

*2 Impact of provision for losses was JPY3.1bn for FYE2016



*Company: Management basis, Total: Statutory basis
Currency : FYE2016 1USD=120JPY, 1EUR=132JPY, FYE2017 1USD=115JPY, 1EUR=125JPY

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LIXIL Kitchen Technology (LKT)

Apr-Mar
In JPYbn

| | | FYE2016 | | FYE2017 |
|------------------|---------------------------------|--------------|-------------|------------|
| Sales by region* | LKT Japan | 104.1 | | 2% |
| | LKT Asia | 8.0 | | 6% |
| | LIXIL Kitchen Technology | 112.1 | +2% | 114 |
| Core Earnings | LIXIL Kitchen Technology | 1.8 | +14% | 2 |
| | Margin | 3% | | 2% |

Priorities:

- Kitchens are an important product for LIXIL's reform strategy and for our showrooms
- Focus is on improving profitability in Japan
 - Strong recovery of operations at the Fukaya factory, post snow damage
 - Efforts now on better plant management and maximizing productivity
- Fix China JV's profitability and business model



*Region: Management basis, Total: Statutory basis

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D&R and H&S

Apr-Mar
In JPYbn

| | | FYE2016 | | FYE2017 |
|---------|---------------|---------|------|---------|
| D & R * | Sales | 168.8 | +2% | 173 |
| | Core Earnings | 7.3 | +3% | 7.5 |
| | Margin | 4% | | 4% |
| H & S | Sales | 63.7 | +7% | 68 |
| | Core Earnings | 4.3 | +29% | 5.5 |
| | Margin | 7% | | 8% |

Priorities:

Distribution and Retail Business(D&R)

- Increase sales for 12 consecutive years and achieved record high profit
 - Strengthen renovation business
 - Respond to change of environment if consumption tax increase planned in April 2017 is postponed

Housing and Services Business(H&S)

- Establish growth structure through formation of total living-related service business entities
 - Expand housing stock related services linked to Government policies
 - Increase contact points with end-users
 - Expand B-to-C services



* Excluding Ken Depot Business

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> Appendix

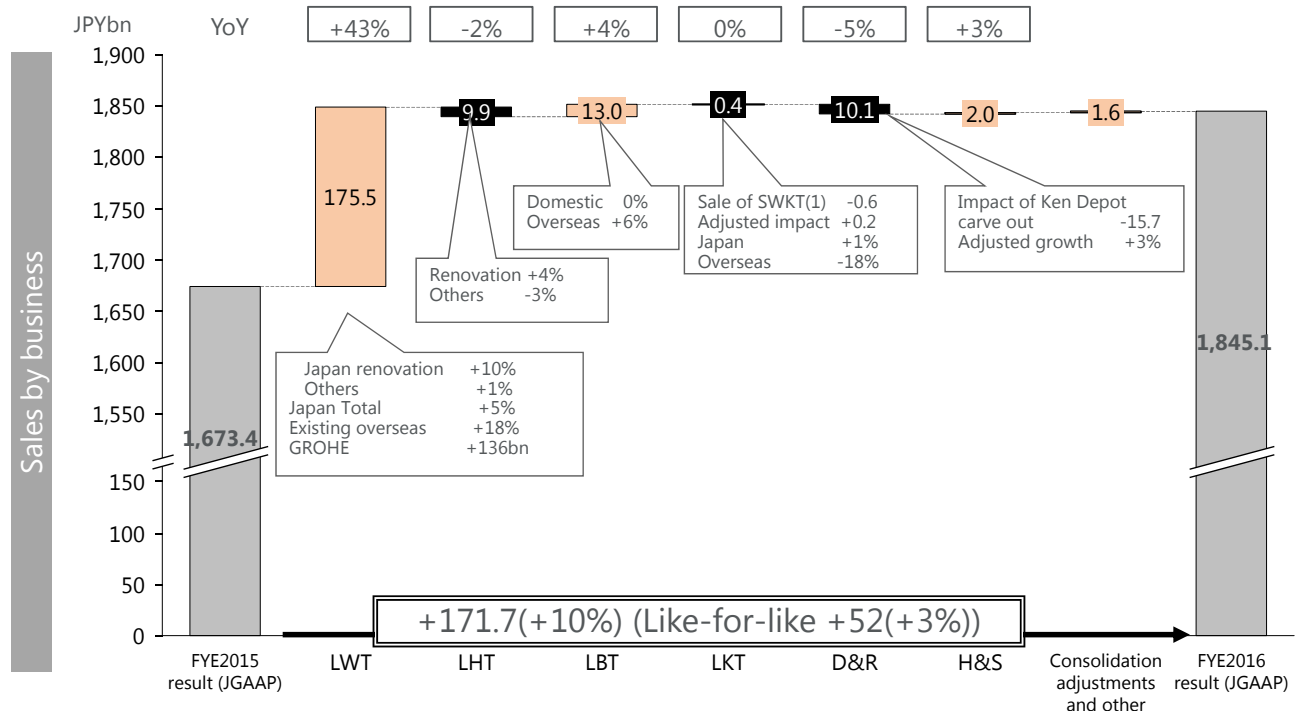
Achievement for Management Accountabilities for FYE16

JPYbn

| Businesses | Sales | YoY (%) | Core Earnings | | | Increase/ decrease vs. Full year plan |
|---|---------|------------|---------------|-----|-------------------|--|
| | | | | % | YoY (%) | |
| LWT | 648.2 | 12% | 62.8 | 10% | 12% | 3.7 |
| LHT | 597.5 | -2% | 42.6 | 7% | 20% | 1.8 |
| LBT | 344.5 | -3% | -4.6 | -1% | Fall into the red | -18.6 |
| LKT | 112.7 | -1% | 2.8 | 2% | Turned profitable | 0.3 |
| D&R * | 172.7 | 3% | 10.3 | 6% | 7% | 0.3 |
| H&S | 63.0 | 2% | 3.5 | 6% | -24% | -0.8 |
| HQ and Cons. Adj. * | -20.1 | - | -36.4 | - | - | -1.7 |
| Management Basis ⁽¹⁾ | 1,918.5 | 3% | 80.9 | 4% | -2% | -15.1 |
| Impact from Currency Translation & PPA ⁽²⁾ | -28.1 | - | -10.8 | - | - | 0.2 |
| Statutory Basis (IFRS) ⁽³⁾ | 1,890.5 | - | 70.1 | 4% | - | -14.9 |

Increase / Decrease in Sales for FYE2016 (JGAAP)

Stable Growth in Overseas Business, Recovery in Domestic Business

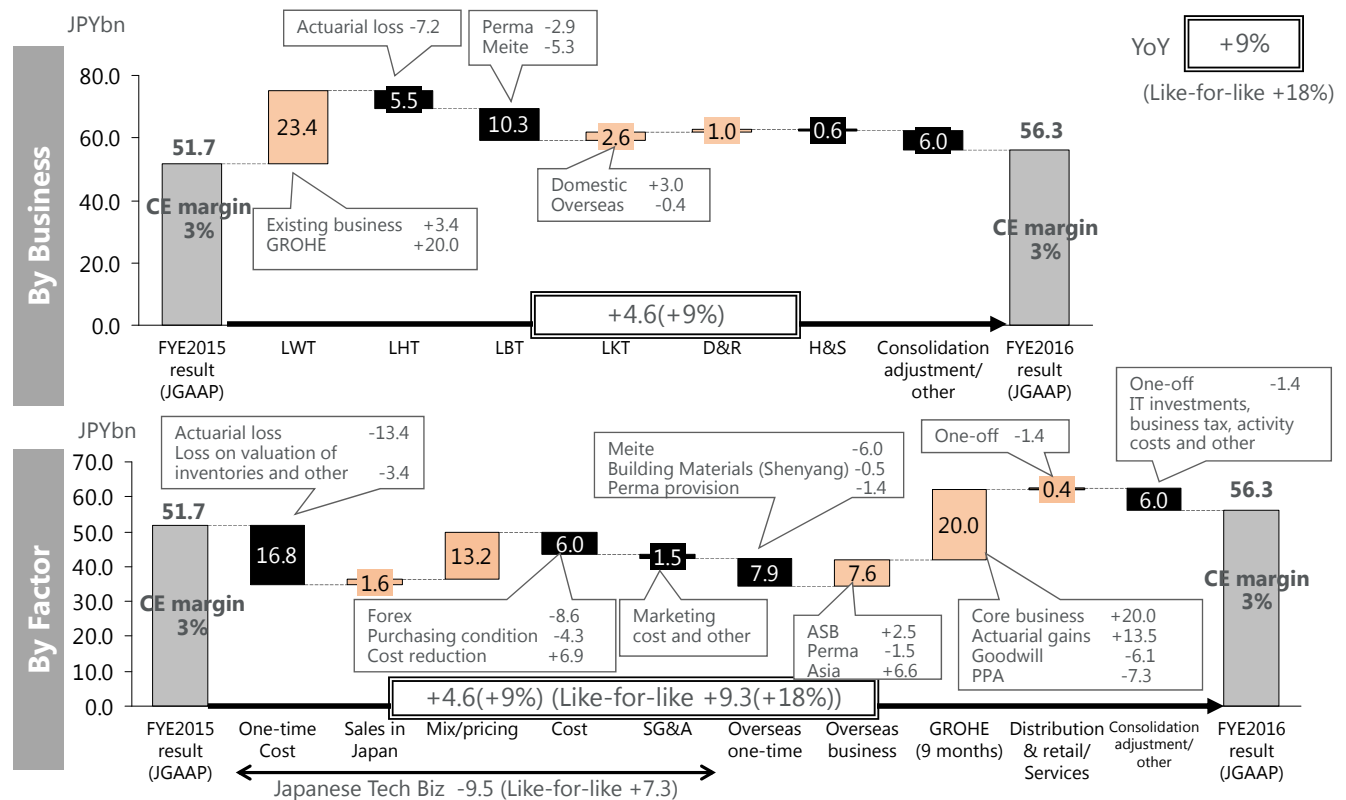


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(1) Sun Wave Kitchen Techno Corporation sold in FYE2015

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Increase / Decrease in Core Earnings for FYE2016 (JGAAP)



LIXIL

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Extraordinary Items for FYE2016

JPYbn

| Items | FYE2015 | FYE2016 | Increase/ decrease | Details | IFRS item |
|--|-------------|-------------|-----------------------|---|--|
| Gain on sales of investment securities | 11.1 | 0.3 | -10.7 | | Finance income and other finance costs |
| Gain on change in equity | 1.1 | - | -1.1 | | Share of profit of associates |
| Gain on sales of shares of subsidiaries and associates | 0.6 | 2.9 | 2.3 | FYE2016: GASTAR and other | Finance income and other finance costs |
| Gain on sales of noncurrent assets and other | 0.7 | 7.5 | 6.8 | FYE2016: Sales of idle land | Other income |
| Extraordinary income | 13.4 | 10.7 | -2.8 | | - |
| Impairment loss | 3.9 | 5.7 | 1.8 | FYE2016: Factories, Exterior wall business, LKT goodwill | Other cost |
| Loss on factory restructuring | 1.7 | 3.2 | 1.5 | FYE2015: China factory FYE2016: Production lines in Japan, Restructuring of Overseas factories in IWT&I RT | Other cost |
| Loss on investment to associates and other | 9.1 | 27.9 | 18.9 | FYE2016: Allowance for loss on guarantees with respect to the liabilities | Loss on investment to associates and other |
| Loss on sales of shares of subsidiaries and associates | 0.2 | 6.6 | 6.4 | FYE2016: Shanghai Meite and other | Finance income and other finance costs |
| Loss on step acquisitions | - | 6.3 | 6.3 | Consolidation of GROHE (Exchange rate: 141yen → 129yen) | Finance costs |
| Loss on sales and retirement of non-current assets and other | 3.4 | 6.2 | 2.7 | | Other cost |
| Extraordinary loss | 18.3 | 55.9 | 37.6 | | - |

LIXIL

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Consolidated Financial Position (JGAAP)

JPYbn

| | FYE2015 | GROHE Cons. Impact | Mar-15 Post Cons. of GROHE | FYE2016 | Increase /Decrease | out of which impact of sale of business |
|------------------------------------|----------------|-----------------------|-------------------------------|----------------|-----------------------|---|
| Cash and Deposits | 257.3 | -12.4 | 244.8 | 151.8 | -93.0 | -6.4 |
| Notes and Accounts Receivable | 443.9 | 28.7 | 472.6 | 412.8 | -59.8 | -20.6 |
| Inventories | 227.6 | 30.7 | 258.3 | 220.1 | -38.2 | -10.2 |
| Tangible and Intangible Assets | 649.5 | 398.2 | 1,047.7 | 1,028.3 | -19.4 | -6.0 |
| Others | 297.0 | -66.8 | 230.2 | 247.8 | 17.6 | 13.8 |
| Total Assets | 1,875.2 | 378.4 | 2,253.7 | 2,060.9 | -192.8 | -29.4 |
| Notes and Accounts Payable | 233.0 | 23.1 | 256.0 | 234.2 | -21.8 | -15.8 |
| Interest-Bearing Debt | 676.0 | 144.3 | 820.3 | 680.2 | -140.1 | -0.3 |
| Others | 352.6 | 142.2 | 494.8 | 508.9 | 14.1 | -11.9 |
| Total Liabilities | 1,261.6 | 309.6 | 1,571.2 | 1,423.4 | -147.8 | -28.0 |
| Treasury Stocks | -56.2 | - | -56.2 | -54.8 | 1.4 | - |
| Others | 669.9 | 68.8 | 738.7 | 692.3 | -46.3 | -1.4 |
| Net Assets | 613.7 | 68.8 | 682.5 | 637.5 | -44.9 | -1.4 |
| Equity Ratio (%) | 32.1 | | 26.3 | 26.4 | +0.1 | |
| Net Assets per Share (Yen) | 2,104.27 | | 2,069.95 | 1,894.55 | -175.40 | |
| Number of Shares (in thousands) | 286,352 | | 286,352 | 287,007 | +655 | |
| ROE(%) | 3.7 | | | -3.3 | -7.0 | |
| ROA(%) | 1.2 | | | -0.9 | -2.1 | |

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Cash Flow (JGAAP)

JPYbn

| | FYE2015 | FYE2016 | increase/ decrease |
|---|---------|---------|-----------------------|
| Pre-tax income | 53.0 | 3.2 | -49.8 |
| Depreciation | 50.7 | 60.5 | 9.7 |
| Income tax payments | -21.2 | -22.8 | -1.7 |
| Working capital | 52.2 | 53.5 | 1.3 |
| Others | 4.2 | 42.7 | 38.6 |
| Cash flows from operating activities | 138.9 | 137.0 | -1.9 |
| Cash flows from investing activities | -129.2 | 16.5 | 145.8 |
| (of which purchase of property, plant and equipment and intangible assets) | -62.6 | -68.0 | -5.4 |
| Free cash flows | 9.7 | 153.6 | 143.9 |
| Cash flows from financing activities | 10.0 | -171.8 | -181.8 |
| Cash and cash equivalents *1 | ⋮ | ⋮ | ⋮ |
| (Balance at the end of Q4) | 160.4 | 138.8 | -21.6 |

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*1 Excluding time-deposit

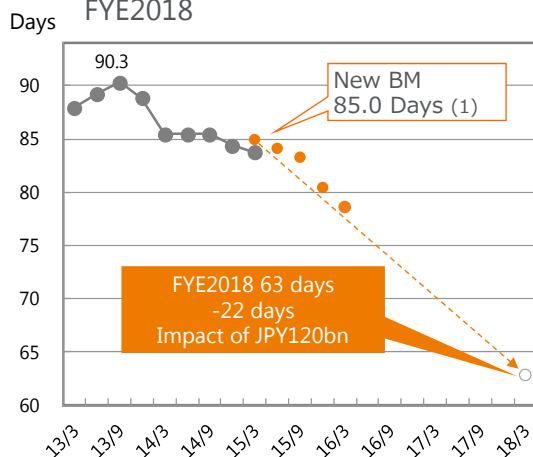
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CCC (Operational Efficiency)

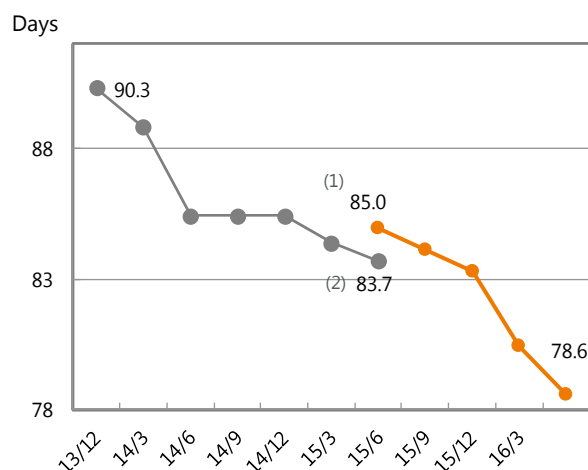
- Expand Cash Conversion Cycle "CCC" improvement activities from Japan focus to global operations for realizing further improvement (Excluding project businesses)

FYE2018 Target JPY120bn⁽¹⁾

- New benchmark and outlook through FYE2018



- FYE2016 Result



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(1) Announced on September 2015 Mid term plan "Redefine the Future" (Including global initiatives), project business excluded
(2) Result of improvement activities only in Japan

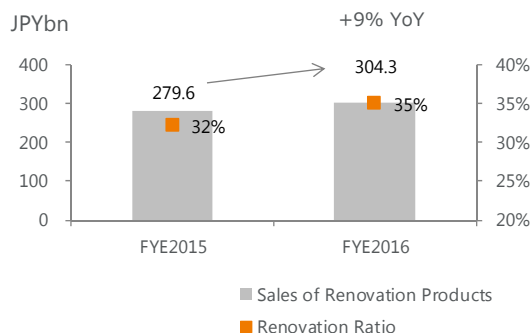
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Renovation Strategy in Japan: Continued Upward Progress

Sales of Renovation Products (LJC)

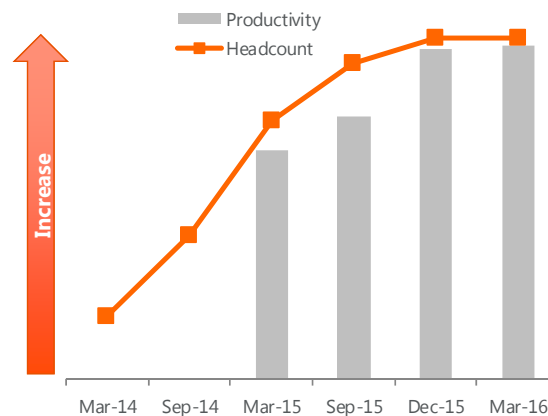
| JPYbn | FYE2014 Result | FYE2015 Result | YoY | FYE2016 Result | YoY |
|------------------------------|-------------------|-------------------|-----|-------------------|-----|
| Sales of Renovation Products | 282.6 | 279.6 | -1% | 304.3 | 9% |
| Renovation Ratio | 31% | 32% | +1 | 35% | +3 |

Renovation of plumbing fixtures incl. kitchen: +10% YoY

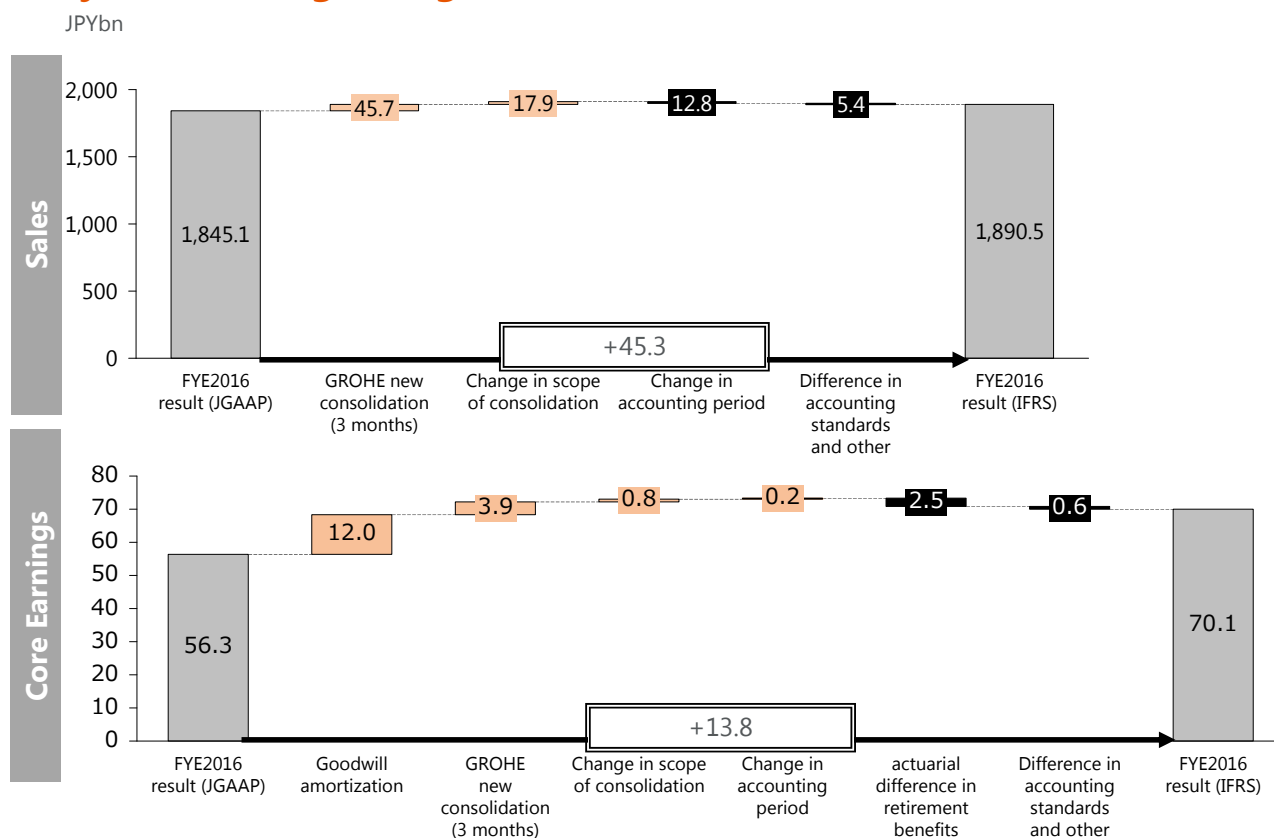


Profitability Improvement (Impact of Renovation Dedicated Staff)

Productivity / Headcount

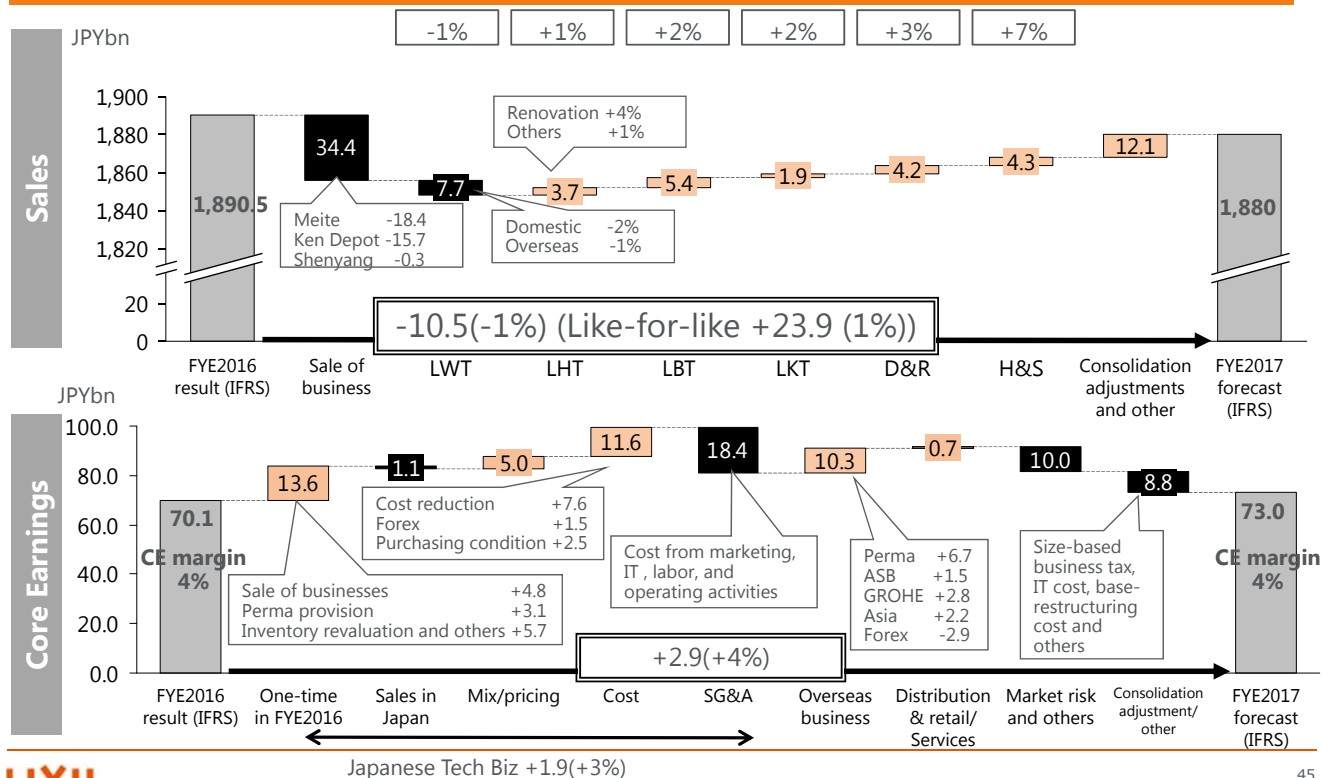


Adjustment Regarding Transition from JGAAP to IFRS for FYE2016



Increase / Decrease of Sales and Core Earnings Forecast for FYE2017 (YoY) (IFRS)

Stable Demand for Both Domestic and Overseas Business



Special Topics: Updated Corporate Responsibility Strategy

Corporate Responsibility Mission

LIXIL to be the most trusted company by enhancing living spaces through innovative responsibility engagements and initiatives around the world

Global Hygiene & Sanitation



Promote and enable access to safe hygienic sanitation practices, especially for women and girls, while preventing the harmful transmission of diseases for children

Water Conservation & Environmental Sustainability



Conserve water, energy, and other natural resources utilized in and by LIXIL products and services, including in procurement, production, distribution, end-use and disposal

Diversity & Inclusion



Embrace the diversity of people in society and within LIXIL

- Enhancing the quality of life and wellbeing for the elderly and the physically disabled through LIXIL products and services
- Harnessing the knowledge and perspectives of our diverse workforce as an engine for growth and innovation

Measurement Objectives

- Enable improved access to sanitation and hygiene for 100 million people by the year 2020
- By 2030, achieve a net zero balance between LIXIL's environmental footprint, and the positive environmental contributions created through its business processes, products and services

LIXIL Group Launches “New Human Rights”

Launched the LIXIL Group Human Rights Principles, a set of new policies to show our commitment to human rights that applies to all employees and board members of LIXIL Group subsidiaries

LIXIL Group Human Rights Principles (Summary)

- **Our Commitment:** Respect human rights, and strives to maintain and promote human rights
- **Our Approach:** Based on the concept of the United Nations Guiding Principles on Business and Human Rights
- **Respect for the human rights of customers:** Consider product quality and safety as the utmost concern
- **Respect for the human rights in the workplace:** Encourage open and honest communication that demonstrates esteem for each other
- **Respect for the human rights of business partners:** Place importance on respecting human rights in our relationships with business partners such as suppliers and distributors
- **Due-diligence:** Identify, prevent and mitigate adverse human rights impacts through human rights due-diligence processes
- **Remedy:** Remediate the adverse impacts through legitimate procedures
- **Education/Implementation:** provide appropriate education and training to ensure that these principles are implemented internally and externally
- **Cooperation with stakeholders:** Engage in dialogue with stakeholders on human rights issues
- **Reporting:** Report on the progress of our human rights initiatives in accordance with these principles



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.

*FYE2016 results in IFRS basis are preliminary figures and are subject to change.

Results for the Full Year Ended March 2016 (FYE2016) <Fact Sheets>

* "Core earnings" or "CE" in this material is equivalent to "Operating profit" of JGAAP

** "Net income (loss)" in this material is equivalent to "Profit (loss) attributable to owners of parent"

| | | |
|-----|--|------|
| 1. | Results for 1H, 2H and Full Year for FYE2015 & FYE2016 and Forecasts for FYE2017 | P.1 |
| 2. | Quarterly Financial Results (JGAAP) | P.2 |
| 3. | Quarterly Financial Results (IFRS) | P.4 |
| 4. | Segment Information (1) Technology Businesses (JGAAP/IFRS) (LWT, LHT, LBT, LKT) | P.6 |
| 5. | Segment Information (2) Distribution and Retail Business (JGAAP) | P.7 |
| 6. | Segment Information (3) Housing and Services Business (JGAAP) | P.8 |
| 7. | Sales by Products and Services | P.9 |
| 8. | Renovation | P.10 |
| 9. | Overseas Production Ratio and Sales | P.11 |
| 10. | Permasteelisa, ASB & GROHE | P.12 |
| 11. | Goodwill | P.13 |
| 12. | Recent M&As/Business & Capital Alliances | P.13 |
| 13. | Major Differences of Accounting Process Between IFRS and JGAAP | P.14 |
| 14. | IFRS/JGAAP Profit Level | P.14 |

May 9, 2016



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. Results for 1H, 2H and Full Year for FYE2015 & FYE2016 and Forecasts for FYE2017

(1)JGAAP

Unit: Ybn

| | FYE2015 | | | | | | FYE2016 | | | | | |
|----------------------------------|---------|--------|---------|--------|-----------|--------|---------|---------|---------|--------|-----------|---------|
| | 1H | | 2H | | Full-year | | 1H | | 2H | | Full-year | |
| | results | YoY | results | YoY | results | YoY | results | YoY | results | YoY | results | YoY |
| Net sales | 796.2 | 7.4% | 877.2 | -1.1% | 1,673.4 | 2.7% | 877.4 | 10.2% | 967.7 | 10.3% | 1,845.1 | 10.3% |
| Gross profit | 216.2 | 4.8% | 231.1 | -4.3% | 447.3 | -0.1% | 250.5 | 15.8% | 273.0 | 18.1% | 523.5 | 17.0% |
| SG&A | 202.9 | 12.5% | 192.7 | -2.8% | 395.6 | 4.5% | 218.4 | 7.6% | 248.8 | 29.1% | 467.2 | 18.1% |
| Core earnings ^{*1} | 13.3 | -48.8% | 38.4 | -11.0% | 51.7 | -25.2% | 32.0 | 141.2% | 24.2 | -36.9% | 56.3 | 8.9% |
| CE margin | 1.7% | -1.8 | 4.4% | -0.5 | 3.1% | -1.2 | 3.7% | +2.0 | 2.5% | -0.6 | 3.0% | -0.0 |
| Income(loss) before income taxes | 13.6 | -49.2% | 39.4 | 76.3% | 53.0 | 8.0% | -13.0 | -195.4% | 16.1 | -59.0% | 3.2 | -94.0% |
| Net income(loss) | 3.4 | -80.8% | 18.6 | 485.9% | 22.0 | 5.1% | -22.9 | -769.9% | 4.2 | -77.3% | -18.7 | -184.8% |

(2) IFRS

Unit: Ybn

| | FYE2016 (preliminary) | | | | | | FYE2017 | | | | | |
|----------------------------------|-----------------------|-----|---------|-----|-----------|-------|-----------|-------------------|-----------|-----|-----------|-------------------|
| | 1H | | 2H | | Full-year | | 1H | | 2H | | Full-year | |
| | results | YoY | results | YoY | results | YoY | forecasts | YoY | forecasts | YoY | forecasts | YoY |
| Net sales | 942.4 | | 948.1 | | 1,890.5 | 10.8% | 905.0 | -4% | 975.0 | 3% | 1,880.0 | -1% |
| Gross profit | 272.2 | | 268.5 | | 540.6 | 18.8% | 274.0 | 1% | 300.0 | 12% | 574.0 | 6% |
| SG&A | 232.0 | | 238.5 | | 470.6 | 16.6% | 243.5 | 5% | 257.5 | 8% | 501.0 | 6% |
| Core earnings ^{*1} | 40.1 | | 29.9 | | 70.1 | 35.5% | 30.5 | -24% | 42.5 | 42% | 73.0 | 4% |
| CE margin | 4.3% | | 3.2% | | 3.7% | +0.7 | 3% | -0 | 4% | +0 | 4% | +0 |
| Operating Profit | 32.7 | | - | | - | - | 24.5 | -25% | 31.5 | - | 56.0 | - |
| Income(loss) before income taxes | -25.6 | | - | | - | - | 20.0 | turned profitable | 31.0 | - | 51.0 | - |
| Net income(loss) | -24.8 | | - | | - | - | 11.0 | turned profitable | 17.0 | - | 28.0 | turned profitable |

*1 JGAAP: Conventional operating profit, IFRS: Core earnings = Revenues - Cost of Sales - SG&A (Equivalent to Operating profit of JGAAP)

[Additional information] Results and assumptions for the foreign exchange rates and raw material prices

(Yen)

| | FYE2015 results (JGAAP) | FYE2015 results (IFRS) | FYE2016 results (JGAAP) | FYE2016 results (IFRS) | FYE2017 forecasts (IFRS) |
|---------------|----------------------------|---------------------------|----------------------------|---------------------------|-----------------------------|
| US dollars | 110.03 | 110.03 | 120.16 | 120.16 | 115 |
| Euros | 140.71 | 138.68 | 134.68 | 132.36 | 125 |
| Thai bahts | 3.35 | 3.39 | 3.44 | 3.44 | 3.14 |
| Chinese yuans | 17.26 | 17.74 | 19.21 | 18.88 | 17.69 |

| | FYE2015 results | FYE2016 results | FYE2017 forecasts |
|--|-----------------|-----------------|-------------------|
| Aluminum price (Yen/ton) (Purchasing price) | 240,000 | 250,000 | 220,000 |
| Copper price (Yen) | 590,000 | 560,000 | 590,000 |

2. Quarterly Financial Results (JGAAP)

(Revised FYE2015 results of business segments)

Unit: Ybn

| | | FYE2015 1H (6 months) | | | | | | | | |
|-----------------------------------|---------------|-----------------------|------------|---------|------------|------------|---------|---------|------------|---------|
| | | FYE2015 Q1 | | | FYE2015 Q2 | | | | | |
| | | Japan % | Overseas % | Total % | Japan % | Overseas % | Total % | Japan % | Overseas % | Total % |
| LWT | Sales | 60.0 | 33.2 | 93.3 | 65.6 | 36.4 | 102.0 | 125.7 | 69.7 | 195.3 |
| | Core earnings | 3.4 | 1.2 | 4.7 | 4.4 | 1.2 | 5.6 | 7.8 | 2.5 | 10.2 |
| | CE margin | 5.7% | 3.7% | 5.0% | 6.6% | 3.4% | 5.5% | 6.2% | 3.5% | 5.2% |
| LHT | Sales | 143.8 | 1.1 | 144.9 | 149.0 | 1.4 | 150.3 | 292.8 | 2.5 | 295.2 |
| | Core earnings | 8.7 | -0.5 | 8.2 | 9.5 | -0.7 | 8.8 | 18.1 | -1.2 | 16.9 |
| | CE margin | 6.0% | -0.5% | 5.6% | 6.4% | -0.7% | 5.8% | 6.2% | -1.2% | 5.7% |
| LBT | Sales | 17.2 | 46.0 | 63.2 | 30.2 | 52.7 | 83.0 | 47.4 | 98.7 | 146.1 |
| | Core earnings | -1.3 | -0.1 | -1.4 | 1.0 | 2.2 | 3.2 | -0.3 | 1.2 | 0.8 |
| | CE margin | -7.5% | -0.2% | -2.2% | 3.3% | 6.8% | 3.9% | -0.6% | 1.2% | 0.6% |
| LKT | Sales | 23.8 | 1.7 | 25.5 | 25.2 | 2.4 | 27.6 | 49.0 | 4.1 | 53.1 |
| | Core earnings | -1.6 | -0.1 | -1.7 | -0.9 | 0.1 | -0.9 | -2.6 | 0 | -2.6 |
| | CE margin | -6.7% | -0.6% | -6.7% | -3.6% | 0.4% | -3.2% | -5.3% | 0% | -4.9% |
| D&R | Sales | 49.4 | - | 49.4 | 48.5 | - | 48.5 | 97.9 | - | 97.9 |
| | Core earnings | 2.2 | - | 2.2 | 1.3 | - | 1.3 | 3.5 | - | 3.5 |
| | CE margin | 4.5% | - | 4.5% | 2.7% | - | 2.7% | 3.6% | - | 3.6% |
| H&S | Sales | 14.1 | - | 14.1 | 15.2 | - | 15.2 | 29.3 | - | 29.3 |
| | Core earnings | 1.2 | - | 1.2 | 0.9 | - | 0.9 | 2.1 | - | 2.1 |
| | CE margin | 8.2% | - | 8.2% | 6.2% | - | 6.2% | 7.1% | - | 7.1% |
| Consolidation, adjustment & other | Sales | - | - | -8.8 | - | - | -12.0 | - | - | -20.7 |
| | Core earnings | - | - | -8.3 | - | - | -9.5 | - | - | -17.8 |
| | CE margin | - | - | -9.3% | - | - | -7.8% | - | - | -8.9% |
| LIXIL Group | Sales | 308.2 | 82.0 | 381.5 | 333.7 | 92.9 | 414.7 | 642.0 | 175.0 | 796.2 |
| | Core earnings | 12.5 | 0.6 | 4.8 | 16.1 | 1.8 | 8.5 | 28.6 | 2.4 | 13.3 |
| | CE margin | 4.1% | 0.7% | 1.3% | 4.8% | 2.0% | 2.0% | 4.5% | 1.4% | 1.7% |

Unit: Ybn

| | | FYE2015 2H (6 months) | | | | | | | | | FYE2015 Full-year | | | | | |
|-----------------------------------|---------------|-----------------------|------------|---------|------------|------------|---------|---------|-------------------|---------|-------------------|------------|---------|----------|-------------------|---------|
| | | FYE2015 Q3 | | | FYE2015 Q4 | | | | | | Japan | | | Overseas | | |
| | | Japan % | Overseas % | Total % | Japan % | Overseas % | Total % | Japan % | Overseas % | Total % | Japan % | Overseas % | Total % | Japan % | Overseas % | Total % |
| LWT | Sales | 68.2 | 38.1 | 106.3 | 65.5 | 43.8 | 109.3 | 133.7 | 6.4% | 81.9 | 259.4 | 151.5 | 410.9 | 23.5% | 10.4% | 23.5% |
| | Core earnings | 7.7 | 0.9 | 8.7 | 7.0 | 3.2 | 10.2 | 14.8 | 89.9% | 4.1 | 22.6 | 6.6 | 29.1 | 2.2% | 67.0% | 2.2% |
| | CE margin | 11.4% | 2.4% | 8.2% | 10.7% | 7.3% | 9.3% | 11.1% | +4.9 | 5.0% | -13.4% | 4.3% | 7.1% | -1.5 | +1.5 | -1.5 |
| LHT | Sales | 151.0 | 1.4 | 152.4 | 147.5 | 1.6 | 149.1 | 298.5 | 2.0% | 2.9 | 591.3 | 5.4 | 596.7 | -5.7% | 18.7% | -5.7% |
| | Core earnings | 13.3 | -0.4 | 12.9 | 7.4 | -0.4 | 7.0 | 20.7 | 13.9% | -0.8 | 38.8 | -2.0 | 36.8 | -27.0% | turned profitable | -27.0% |
| | CE margin | 8.8% | - | 8.5% | 5.0% | - | 4.7% | 6.9% | +0.7 | +22.2 | 6.6% | -8.3 | 6.2% | -1.8 | +22.2 | -1.8 |
| LBT | Sales | 25.4 | 52.3 | 77.7 | 42.2 | 67.8 | 110.0 | 67.6 | 42.6% | 120.1 | 115.0 | 218.8 | 333.8 | 3.9% | 28.4% | 3.9% |
| | Core earnings | 0.9 | 1.7 | 2.6 | 4.4 | 1.9 | 6.3 | 5.3 | turned profitable | 3.6 | 5.0 | 4.7 | 9.7 | 48.4% | 207.6% | 48.4% |
| | CE margin | 3.4% | 3.3% | 3.3% | 10.5% | 2.7% | 5.7% | 7.8% | +8.5 | 3.0% | 4.3% | -0.1 | 2.9% | +0.9 | +1.8 | +0.9 |
| LKT | Sales | 27.0 | 2.4 | 29.4 | 26.7 | 3.8 | 30.6 | 53.8 | 9.8% | 6.2 | 102.7 | 10.4 | 113.1 | -4.1% | 51.6% | -4.1% |
| | Core earnings | 0.9 | 0.1 | 1.0 | 0.4 | 0.2 | 0.5 | 1.3 | turned profitable | 0.3 | -1.3 | 0.3 | -1.0 | -1.5 | turned profitable | -1.5 |
| | CE margin | 3.4% | 4.4% | 3.5% | 1.4% | 4.5% | 1.8% | 2.4% | +7.7 | +4.9 | -2.2 | 2.6% | -1.5 | -1.5 | +4.9 | -1.5 |
| D&R | Sales | 54.5 | - | 54.5 | 46.4 | - | 46.4 | 100.9 | 3.1% | - | 198.8 | 2.0% | 198.8 | 2.0% | 3.1% | 2.0% |
| | Core earnings | 3.0 | - | 3.0 | 0.6 | - | 0.6 | 3.6 | 1.5% | - | 7.1 | 54.7% | 7.1 | 54.7% | - | 1.5% |
| | CE margin | 5.4% | - | 5.4% | 1.4% | - | 1.4% | 3.6% | -0.1 | - | 3.6% | 59.6 | 59.6 | +1.2 | -0.1 | +1.2 |
| H&S | Sales | 14.8 | - | 14.8 | 15.5 | - | 15.5 | 30.3 | 3.3% | - | 59.6 | 8.2% | 59.6 | -8.2% | 3.3% | -8.2% |
| | Core earnings | 1.2 | - | 1.2 | 0.9 | - | 0.9 | 2.1 | -0.8% | - | 4.2 | -31.6% | 4.2 | -31.6% | - | -0.8% |
| | CE margin | 8.1% | - | 8.1% | 5.7% | - | 5.7% | 6.9% | -0.3 | - | 7.0% | -2.4 | 7.0% | -2.4 | -0.3 | -2.4 |
| Consolidation, adjustment & other | Sales | - | - | -10.4 | - | - | -8.3 | - | - | - | -18.7 | - | -39.4 | - | - | - |
| | Core earnings | - | - | -8.5 | - | - | -8.0 | - | - | - | -16.5 | - | -34.3 | - | - | - |
| | CE margin | - | - | -8.1% | - | - | -9.6% | - | - | - | -8.8% | - | -8.8% | - | - | -9.6% |
| LIXIL Group | Sales | 340.9 | 94.2 | 424.6 | 343.9 | 117.0 | 452.6 | 684.8 | 6.7% | 211.1 | 1,326.7 | 386.1 | 1,673.4 | 2.7% | 20.7% | 2.7% |
| | Core earnings | 27.0 | 2.4 | 20.9 | 20.7 | 4.8 | 17.5 | 47.7 | 66.5% | 7.2 | 76.3 | 9.6 | 51.7 | -25.2% | 199.7% | -25.2% |
| | CE margin | 7.9% | 2.5% | 4.9% | 6.0% | 4.1% | 3.9% | 7.0% | +2.5 | +2.0 | 5.8% | 2.5% | 3.1% | -1.2 | +2.0 | -1.2 |

Unit: Ybn

| | | FYE2016 1H (6 months) | | | | | | | | | | | | | | | | | | | | | | | |
|-----------------------------------|---------------|-----------------------|-------------------|----------|-------------------|-------|-------|------------|-------------------|----------|-------------------|--------|-------------------|-------|-------------------|----------|-------------------|-------|-------------------|---|---|---|---|---|---|
| | | FYE2016 Q1 | | | | | | FYE2016 Q2 | | | | | | | | | | | | | | | | | |
| | | Japan | | Overseas | | Total | | Japan | | Overseas | | Total | | Japan | | Overseas | | Total | | | | | | | |
| | | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % |
| LWT | Sales | 61.9 | 3.0% | 40.3 | 21.2% | 102.2 | 9.5% | 69.3 | 5.5% | 93.6 | 157.2% | 162.9 | 59.7% | 131.1 | 4.4% | 133.9 | 92.3% | 265.1 | 35.7% | | | | | | |
| | Core earnings | 5.1 | 49.2% | 1.6 | 29.1% | 6.7 | 43.9% | 6.6 | 51.0% | 16.5 | 23.0 | 313.2% | 23.0 | 11.7 | 50.2% | 18.1 | 634.2% | 29.8 | 190.5% | | | | | | |
| | CE margin | 8.3% | +2.6 | 4.0% | +0.2 | 6.6% | +1.6 | 9.5% | +2.9 | 17.6% | +14.2 | 14.1% | +8.7 | 8.9% | +2.7 | 13.5% | +10.0 | 11.2% | +6.0 | | | | | | |
| LHT | Sales | 138.9 | -3.4% | 0.4 | -62.0% | 139.3 | -3.9% | 145.4 | -2.4% | 2.2 | 63.5% | 147.6 | -1.8% | 284.2 | -2.9% | 2.7 | 7.5% | 286.9 | -2.8% | | | | | | |
| | Core earnings | 9.7 | 12.6% | -0.6 | - | 9.2 | 12.6% | 9.9 | 4.9% | 0.2 | 19.7 | 15.6% | 10.1 | 8.6% | -0.4 | - | - | 19.3 | 14.1% | | | | | | |
| | CE margin | 7.0% | +1.0 | - | -89.6 | 6.6% | +1.0 | 6.8% | +0.5 | 8.7% | +60.2 | 6.9% | +1.0 | 6.9% | 0.7 | - | +35.0 | 6.7% | +1.0 | | | | | | |
| LBT | Sales | 17.8 | 3.7% | 58.2 | 26.6% | 76.0 | 20.4% | 31.6 | 4.4% | 53.9 | 2.3% | 85.5 | 3.1% | 49.4 | 4.1% | 112.2 | 13.6% | 161.5 | 10.5% | | | | | | |
| | Core earnings | -2.0 | - | -1.6 | - | -3.6 | - | 2.1 | 119.8% | -0.6 | fell into the red | 1.5 | -32.7% | 0.1 | turned profitable | -2.2 | fell into the red | -2.1 | fell into the red | | | | | | |
| | CE margin | - | -4.6 | - | -2.5 | - | - | 6.8% | +3.6 | - | -3.6 | 1.8% | -0.9 | 0.2% | +0.9 | - | -3.2 | - | -1.9 | | | | | | |
| LKT | Sales | 23.4 | -1.6% | 1.8 | 8.8% | 25.2 | -0.9% | 25.8 | 2.4% | 2.2 | -10.2% | 28.0 | 1.3% | 49.2 | 0.4% | 4.0 | -2.4% | 53.2 | 0.2% | | | | | | |
| | Core earnings | 0.3 | turned profitable | -0.2 | - | 0.1 | - | 0.7 | turned profitable | -0.2 | fell into the red | 0.5 | turned profitable | 1.0 | turned profitable | -0.4 | - | 0.6 | turned profitable | | | | | | |
| | CE margin | 1.2% | +8.2 | - | -5.2 | 0.5% | +7.2 | 2.7% | +6.5 | - | -11.7 | 1.7% | +5.0 | 2.0% | +7.3 | - | 9.0 | 1.1% | +5.1 | | | | | | |
| D&R | Sales | 51.7 | 4.8% | - | - | 51.7 | 4.8% | 49.8 | 2.6% | - | - | 49.8 | 2.6% | 101.5 | 3.7% | - | - | 101.5 | 3.7% | | | | | | |
| | Core earnings | 2.7 | 22.2% | - | - | 2.7 | 22.2% | 1.7 | 26.3% | - | - | 1.7 | 26.3% | 4.4 | 23.7% | - | - | 4.4 | 23.7% | | | | | | |
| | CE margin | 5.2% | +0.7 | - | - | 5.2% | +0.7 | 3.4% | +0.6 | - | - | 3.4% | +0.6 | 4.3% | +0.7 | - | - | 4.3% | +0.7 | | | | | | |
| H&S | Sales | 14.8 | 4.8% | - | - | 14.8 | 4.8% | 15.4 | 1.1% | - | - | 15.4 | 1.1% | 30.1 | 2.9% | - | - | 30.1 | 2.9% | | | | | | |
| | Core earnings | 1.2 | 6.5% | - | - | 1.2 | 6.5% | 1.3 | 40.1% | - | - | 1.3 | 40.1% | 2.5 | 21.6% | - | - | 2.5 | 21.6% | | | | | | |
| | CE margin | 8.3% | +0.1 | - | - | 8.3% | +0.1 | 8.6% | +2.4 | - | - | 8.6% | +2.4 | 8.4% | +1.3 | - | - | 8.4% | +1.3 | | | | | | |
| Consolidation, adjustment & other | Sales | - | - | - | - | -8.6 | - | - | - | - | - | -12.3 | - | - | - | - | - | -20.9 | - | | | | | | |
| | Core earnings | - | - | - | - | -10.0 | - | - | - | - | - | -12.5 | - | - | - | - | - | -22.4 | - | | | | | | |
| LIXIL Group | Sales | 308.4 | 0.1% | 100.8 | 22.9% | 409.2 | 5.0% | 337.1 | 1.0% | 152.0 | 63.5% | 476.8 | 15.0% | 645.5 | 0.6% | 252.8 | 44.5% | 877.4 | 10.2% | | | | | | |
| | Core earnings | 17.0 | 36.1% | -0.7 | fell into the red | 6.3 | 31.6% | 22.4 | 38.6% | 15.8 | 759.9% | 25.7 | 203.7% | 39.4 | 37.5% | 15.1 | 529.3% | 32.0 | 141.2% | | | | | | |
| | CE margin | 5.5% | +1.5 | - | -1.4 | 1.6% | +0.3 | 6.6% | +1.8 | 10.4% | +8.4 | 5.4% | +3.3 | 6.1% | +1.6 | 6.0% | +4.6 | 3.7% | +2.0 | | | | | | |

Unit: Ybn

| | | FYE2016 1H (6 months) | | | | | | | | | | | | FYE2016 Full-year | | | | | | | | | | | |
|-----------------------------------|---------------|-----------------------|--------|----------|-------------------|-------|--------|------------|-------------------|----------|-------------------|-------|-------------------|-------------------|--------|----------|-------------------|-------|--------|---------|-------------------|----------|-------------------|---------|-------------------|
| | | FYE2016 Q3 | | | | | | FYE2016 Q4 | | | | | | | | | | | | | | | | | |
| | | Japan | | Overseas | | Total | | Japan | | Overseas | | Total | | Japan | | Overseas | | Total | | Japan | | Overseas | | Total | |
| | | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % |
| LWT | Sales | 73.5 | 7.8% | 89.1 | 134.2% | 162.7 | 53.1% | 66.4 | 1.3% | 92.3 | 110.5% | 158.6 | 45.1% | 139.9 | 4.6% | 181.4 | 121.5% | 321.3 | 49.0% | 271.0 | 4.5% | 315.3 | 108.1% | 586.4 | 42.7% |
| | Core earnings | 8.7 | 11.7% | 11.7 | - | 20.4 | 135.1% | -0.8 | fell into the red | 10.5 | 230.7% | 9.8 | -4.3% | 7.9 | -46.5% | 22.3 | 441.7% | 30.2 | 59.7% | 19.6 | -13.2% | 40.3 | 513.8% | 59.9 | 105.7% |
| | CE margin | 11.8% | +0.4 | 13.2% | +10.7 | 12.5% | +4.4 | - | -11.9 | 11.4% | +4.1 | 6.2% | -3.2 | 5.6% | -5.4 | 12.3% | +7.3 | 9.4% | +0.6 | 7.2% | -1.5 | 12.8% | +8.5 | 10.2% | +3.1 |
| LHT | Sales | 152.1 | 0.7% | 2.1 | 52.5% | 154.1 | 1.2% | 144.8 | -1.8% | 0.9 | -41.1% | 145.7 | -2.3% | 296.9 | -0.6% | 3.0 | 2.7% | 299.9 | -0.5% | 581.1 | -1.7% | 5.7 | 4.9% | 586.8 | -1.7% |
| | Core earnings | 13.2 | -1.0% | 0.6 | turned profitable | 13.7 | 6.7% | -1.9 | fell into the red | 0.1 | turned profitable | -1.8 | fell into the red | 11.3 | -45.4% | 0.7 | turned profitable | 12.0 | -39.8% | 31.0 | -20.2% | 0.3 | turned profitable | 31.3 | -15.0% |
| | CE margin | 8.6% | -0.1 | 28.4% | +57.8 | 8.9% | +0.5 | 6.3 | 9.5% | +34.1 | - | 5.9 | - | 3.8% | -3.1 | 22.6% | 4.0% | -2.6 | 5.3% | -1.2 | 5.4% | +42.4 | 5.3% | -0.8 | - |
| LBT | Sales | 25.0 | -1.5% | 58.0 | 10.8% | 83.0 | 6.8% | 40.2 | -4.8% | 62.1 | -8.3% | 102.3 | -6.9% | 65.2 | -3.6% | 120.1 | 0.0% | 185.3 | -1.3% | 114.5 | -0.4% | 232.3 | 6.2% | 346.8 | 3.9% |
| | Core earnings | 0.5 | -43.8% | 1.2 | -31.8% | 1.7 | -35.8% | 1.6 | -63.9% | -2.5 | fell into the red | -0.9 | fell into the red | 2.1 | -60.6% | -1.3 | fell into the red | 0.7 | -91.7% | 2.2 | -56.1% | -3.6 | fell into the red | -1.4 | fell into the red |
| | CE margin | 2.0% | -1.5 | 2.0% | -1.3 | 2.0% | -1.3 | 4.0% | -6.5 | - | - | -4.8 | - | 3.2% | -4.6 | - | 0.4% | -4.3 | 1.9% | -2.4 | - | -3.7 | - | -0.4% | - |
| LKT | Sales | 27.8 | 2.8% | 2.4 | -0.8% | 30.2 | 2.5% | 27.2 | 1.8% | 2.1 | -46.3% | 29.3 | -4.2% | 55.0 | 2.3% | 4.5 | -28.6% | 59.5 | -0.9% | 104.2 | 1.4% | 8.5 | -18.2% | 112.7 | -0.4% |
| | Core earnings | 1.4 | 52.1% | 0.1 | -48.6% | 1.5 | 41.8% | -0.7 | fell into the red | 0 | fell into the red | -0.7 | fell into the red | 0.7 | -43.9% | 0 | fell into the red | 0.7 | -52.7% | 1.7 | turned profitable | -0.4 | fell into the red | 1.4 | turned profitable |
| | CE margin | 5.1% | +1.6 | 2.3% | -2.1 | 4.9% | +1.3 | - | -3.9 | - | -6.3 | - | -4.2 | 1.3% | -1.1 | 0.4% | -4.1 | 1.3% | -1.4 | 1.6% | +2.9 | - | -6.8 | 1.2% | +2.1 |
| D&R | Sales | 46.9 | -14.0% | - | - | 46.9 | -14.0% | 40.4 | -13.0% | - | - | 40.4 | -13.0% | 87.3 | -13.5% | - | - | 87.3 | -13.5% | 188.8 | -5.1% | - | - | 188.8 | -5.1% |
| | Core earnings | 3.2 | 8.5% | - | - | 3.2 | 8.5% | 0.5 | -17.3% | - | - | 0.5 | -17.3% | 3.7 | 3.9% | - | - | 3.7 | 3.9% | 8.1 | 13.7% | - | - | 8.1 | 13.7% |
| | CE margin | 6.8% | +1.4 | - | - | 6.8% | +1.4 | 1.3% | -0.1 | - | - | 1.3% | -0.1 | 4.3% | +0.7 | - | - | 4.3% | +0.7 | 4.3% | +0.7 | - | - | 4.3% | +0.7 |
| H&S | Sales | 15.3 | 3.1% | - | - | 15.3 | 3.1% | 16.2 | 4.9% | - | - | 16.2 | 4.9% | 31.5 | 4.0% | - | - | 31.5 | 4.0% | 61.6 | 3.4% | - | - | 61.6 | 3.4% |
| | Core earnings | 0.5 | -61.4% | - | - | 0.5 | -61.4% | 0.8 | -14.5% | - | - | 0.8 | -14.5% | 1.2 | -41.5% | - | - | 1.2 | -41.5% | 3.8 | -9.8% | - | - | 3.8 | -9.8% |
| | CE margin | 3.0% | -5.1 | - | - | 3.0% | -5.1 | 4.6% | -1.0 | - | - | 4.6% | -1.0 | 3.9% | -3.0 | - | - | 3.9% | -3.0 | 6.1% | -0.9 | - | - | 6.1% | -0.9 |
| Consolidation, adjustment & other | Sales | - | - | - | - | -12.3 | - | - | - | - | - | -4.7 | - | - | - | - | - | -17.0 | - | - | - | - | - | -37.9 | - |
| | Core earnings | - | - | - | - | -13.3 | - | - | - | - | - | -11.0 | - | - | - | - | - | -24.4 | - | - | - | - | - | -46.8 | - |
| LIXIL Group | Sales | 340.5 | -0.1% | 151.6 | 61.0% | 479.8 | 13.0% | 335.2 | -2.5% | 157.4 | 34.5% | 487.9 | 7.8% | 675.7 | -1.3% | 309.0 | 46.3% | 967.7 | 10.3% | 1,321.2 | -0.4% | 561.8 | 45.5% | 1,845.1 | 10.3% |
| | Core earnings | 27.4 | 1.5% | 13.6 | 475.8% | 27.6 | 32.2% | -0.4 | fell into the red | 8.1 | 66.8% | -3.4 | fell into the red | 27.0 | -43.5% | 21.6 | 200.8% | 24.2 | -36.9% | 66.4 | -13.1% | 36.7 | 283.0% | 56.3 | 8.9% |
| | CE margin | 8.0% | +0.1 | 8.9% | +6.4 | 5.8% | +0.8 | - | -6.2 | 5.1% | +1.0 | - | -4.6 | 4.0% | -3.0 | 7.0% | +3.6 | 2.5% | -1.9 | 5.0% | -0.7 | 6.5% | +4.1 | 3.0% | -0.0 |

*Core earnings of business segment is before amortization of goodwill and purchase price allocation (JGAAP)

*Sales and core earnings of Japan and Overseas in this page are the sum of Japan and overseas subsidiaries after inter-company consolidation adjustment, respectively. Overseas subsidiaries with factories that manufacture products mostly for sales to LIXIL Corporation is included in Japan. Therefore, there are differences with the figures shown on p11 or previously announced overseas sales.

| | | FYE2016 Q1 | | | | | | FYE2016 Q2 | | | | | | FYE2016 Q3 | | | | | | FYE2016 Q4 | | | | | |
|---|---------------------------|------------|-------|------|-------|------|------|------------|--------|------|-------|-------|-------|------------|--------|------|------|-------|-------|------------|-------|------|-------------------|-------|------|
| | | Sales | YoY | CE | YoY | CE % | YoY | Sales | YoY | CE | YoY | CE % | YoY | Sales | YoY | CE | YoY | CE % | YoY | Sales | YoY | CE | YoY | CE % | YoY |
| Japan Technology Business | | 241.9 | -1.2% | 13.1 | 43.2% | 5.4% | +1.7 | 272.0 | 0.7% | 19.4 | 39.7% | 7.1% | +2.0 | 278.4 | 2.5% | 23.7 | 3.8% | 8.5% | +0.1 | 278.6 | -1.2% | -1.7 | fell into the red | - | -7.4 |
| | Renovation products | 72.0 | 11.6% | | | | | 76.8 | 9.4% | | | | | 84.2 | 8.9% | | | | | 71.2 | 3.8% | | | | |
| | Other/ intersegment sales | 169.9 | -5.7% | | | | | 195.2 | -2.3% | | | | | 194.1 | -0.1% | | | | | 207.3 | -2.8% | | | | |
| Overseas housing equipment related business | | 42.6 | 18.1% | 0.9 | 29.9% | 2.0% | +0.2 | 98.0 | 143.9% | 16.5 | - | 16.8% | +15.4 | 93.6 | 123.7% | 12.4 | - | 13.2% | +11.7 | 95.2 | 93.5% | 10.6 | - | 11.1% | +5.1 |

3. Quarterly Financial Results (IFRS) (Preliminary results for FYE2016)

Unit: Ybn

| | | | FYE2015 Full-year results | | | FYE2016 Full-year results (preliminary) | | | | | | FYE2017 Full-year forecasts | | | | | |
|-----------|-----------------------------------|---------------|---------------------------|----------|---------|---|-------------------|-------|-------------------|----------|-------------------|-----------------------------|----------|-------|-------------------|----------|-------|
| | | | Japan | Overseas | Total | Japan | Overseas | Total | Japan | Overseas | Total | Japan | Overseas | Total | Japan | Overseas | Total |
| | | | | | | % | % | % | % | % | % | % | % | % | % | % | % |
| Full-year | LWT | Sales | 262.2 | 152.4 | 414.6 | 274.8 | 4.8% | 362.9 | 138.1% | 637.7 | 53.8% | 270.0 | -2% | 360.0 | -1% | 630.0 | -1% |
| | | Core earnings | 20.8 | 5.3 | 26.0 | 23.6 | 13.6% | 28.5 | 440.4% | 52.1 | 99.9% | 21.0 | -11% | 33.5 | 18% | 54.5 | 5% |
| | | CE margin | 7.9% | 3.5% | 6.3% | 8.6% | +0.7 | 7.8% | +4.4 | 8.2% | +1.9 | 8% | -1 | 9% | +1 | 9% | +0 |
| | LHT | Sales | 604.7 | 11.3 | 616.0 | 591.8 | -2.1% | 12.9 | 14.1% | 604.6 | -1.8% | 596.0 | 1% | 12.0 | -7% | 608.0 | 1% |
| | | Core earnings | 36.9 | -2.1 | 34.7 | 38.3 | 4.0% | 2.0 | turned profitable | 40.3 | 16.1% | 43.0 | 12% | 0.5 | -77% | 43.5 | 8% |
| | | CE margin | 6.1% | - | 5.6% | 6.5% | +0.4 | 15.3% | +34.2 | 6.7% | +1.0 | 7% | +1 | 4% | -12 | 7% | +0 |
| | LBT | Sales | 117.9 | 230.3 | 348.2 | 115.7 | -1.9% | 216.2 | -6.1% | 332.0 | 4.7% | 108.0 | -7% | 211.0 | -2% | 319.0 | -4% |
| | | Core earnings | 4.7 | 1.1 | 5.7 | 3.6 | -22.3% | -9.3 | fell into the red | -5.6 | fell into the red | 3.5 | -4% | 5.0 | -154% | 8.5 | -251% |
| | | CE margin | 4.0% | 0.5% | 1.7% | 3.1% | -0.8 | - | -4.7 | - | -3.3 | 3% | +0 | 2% | +7 | 3% | +4 |
| | LKT | Sales | 104.5 | 10.5 | 115.0 | 104.0 | -0.4% | 8.0 | -23.8% | 112.1 | -2.5% | 106.0 | 2% | 8.0 | 0% | 114.0 | 2% |
| | | Core earnings | -1.7 | 0.2 | -1.5 | 2.0 | turned profitable | -0.3 | fell into the red | 1.8 | turned profitable | 2.0 | -1% | 0 | turned profitable | 2.0 | 14% |
| | | CE margin | - | 1.8% | - | 2.0% | +3.6 | - | -5.3 | 1.6% | +2.9 | 2% | -0 | - | +3 | 2% | +0 |
| | D&R | Sales | 194.4 | | 194.4 | 184.5 | -5.1% | | | 184.5 | -5.1% | 173.0 | -6% | | | 173.0 | -6% |
| | | Core earnings | 6.5 | | 6.5 | 7.2 | 10.1% | | | 7.2 | 10.1% | 7.5 | 5% | | | 7.5 | 5% |
| | | CE margin | 3.4% | | 3.4% | 3.9% | +0.5 | | | 3.9% | +0.5 | 4% | +0 | | | 4% | +0 |
| | H&S | Sales | 62.3 | | 62.3 | 63.7 | 2.3% | | | 63.7 | 2.3% | 68.0 | 7% | | | 68.0 | 7% |
| | | Core earnings | 4.5 | | 4.5 | 4.3 | -4.5% | | | 4.3 | -4.5% | 5.5 | 29% | | | 5.5 | 29% |
| | | CE margin | 7.2% | | 7.2% | 6.7% | -0.5 | | | 6.7% | -0.5 | 8% | +1 | | | 8% | +1 |
| | Consolidation, adjustment & other | Sales | | | -45.1 | | | | | -44.2 | | | | | | -32.0 | |
| | | Core earnings | | | -24.3 | | | | | -29.9 | | | | | | -48.5 | |
| | LIXIL Group | Sales | 1,346.0 | 404.5 | 1,705.4 | 1,334.6 | -0.8% | 600.0 | 48.3% | 1,890.5 | 10.8% | 1,321.0 | -1% | 591.0 | -2% | 1,880.0 | -1% |
| | | Core earnings | 71.6 | 4.4 | 51.7 | 79.1 | 10.4% | 20.9 | 377.5% | 70.1 | 35.5% | 82.5 | 4% | 39.0 | 87% | 73.0 | 4% |
| | | CE margin | 5.3% | 1.1% | 3.0% | 5.9% | +0.6 | 3.5% | +2.4 | 3.7% | +0.7 | 6% | +0 | 7% | +3 | 4% | +0 |

Unit: Ybn

| | | | FYE2016 1H (6 months) (provisional) | | | | | | | | | |
|---------|-----------------------------------|---------------|-------------------------------------|----------|-------|--------------------------|----------|-------|-------|----------|-------|---|
| | | | FYE2016 Q1(provisional) | | | FYE2016 Q2 (provisional) | | | | | | |
| | | | Japan | Overseas | Total | Japan | Overseas | Total | Japan | Overseas | Total | |
| | | | % | % | % | % | % | % | % | % | % | % |
| FYE2016 | LWT | Sales | 63.3 | 93.0 | 156.3 | 69.1 | 90.5 | 159.6 | 132.4 | 183.5 | 315.9 | |
| | | Core earnings | 5.6 | 4.5 | 10.1 | 6.9 | 8.1 | 14.9 | 12.5 | 12.5 | 25.0 | |
| | | CE margin | 8.9% | 4.8% | 6.4% | 9.9% | 8.9% | 9.4% | 9.4% | 6.8% | 7.9% | |
| | LHT | Sales | 141.2 | 3.1 | 144.2 | 148.5 | 3.2 | 151.6 | 289.6 | 6.2 | 295.9 | |
| | | Core earnings | 10.6 | 0.3 | 10.9 | 10.5 | 0.5 | 11.0 | 21.1 | 0.8 | 21.9 | |
| | | CE margin | 7.5% | 11.2% | 7.6% | 7.1% | 15.2% | 7.3% | 7.3% | 13.2% | 7.4% | |
| | LBT | Sales | 24.1 | 53.9 | 78.0 | 33.1 | 58.2 | 91.3 | 57.2 | 112.1 | 169.3 | |
| | | Core earnings | -1.2 | -1.5 | -2.7 | 2.6 | 0.5 | 3.1 | 1.3 | -1.0 | 0.3 | |
| | | CE margin | - | - | - | 7.9% | 0.8% | 3.4% | 2.4% | - | 0.2% | |
| | LKT | Sales | 23.3 | 2.2 | 25.5 | 25.7 | 2.4 | 28.1 | 49.1 | 4.6 | 53.7 | |
| | | Core earnings | 0.5 | -0.2 | 0.3 | 0.2 | 0.1 | 0.2 | 0.6 | -0.2 | 0.5 | |
| | | CE margin | 2.0% | - | 1.1% | 0.6% | 2.4% | 0.8% | 1.3% | - | 0.9% | |
| | D&R | Sales | 50.6 | | 50.6 | 48.2 | | 48.2 | 98.7 | | 98.7 | |
| | | Core earnings | 2.7 | | 2.7 | 1.8 | | 1.8 | 4.6 | | 4.6 | |
| | | CE margin | 5.4% | | 5.4% | 3.8% | | 3.8% | 4.6% | | 4.6% | |
| | H&S | Sales | 15.3 | | 15.3 | 15.9 | | 15.9 | 31.2 | | 31.2 | |
| | | Core earnings | 1.3 | | 1.3 | 1.3 | | 1.3 | 2.6 | | 2.6 | |
| | | CE margin | 8.4% | | 8.4% | 8.4% | | 8.4% | 8.4% | | 8.4% | |
| | Consolidation, adjustment & other | Sales | | | -10.0 | | | -12.2 | | | -22.2 | |
| | | Core earnings | | | -7.4 | | | -7.4 | | | -14.8 | |
| | LIXIL Group | Sales | 317.7 | 152.1 | 459.9 | 340.4 | 154.3 | 482.5 | 658.2 | 306.4 | 942.4 | |
| | | Core earnings | 19.5 | 3.1 | 23.3 | 23.3 | 9.1 | 25.0 | 42.8 | 12.2 | 40.1 | |
| | | CE margin | 6.1% | 2.0% | 3.3% | 6.8% | 5.9% | 5.2% | 6.5% | 4.0% | 4.3% | |

| Unit: Ybn | | | | | | | | | | | | | | |
|-----------|-----------------------------------|-------|-------------------------------------|----------|-------|--------------------------|----------|-------|-------|----------|-------|--|--|--|
| | | | FYE2016 2H (6 months) (provisional) | | | | | | | | | | | |
| | | | FYE2016 Q3 (provisional) | | | FYE2016 Q4 (provisional) | | | | | | | | |
| | | | Japan | Overseas | Total | Japan | Overseas | Total | Japan | Overseas | Total | | | |
| | % | % | % | % | % | % | % | % | % | | | | | |
| FYE2016 | LWT | Sales | 74.3 | 92.7 | 167.0 | 68.1 | 86.7 | 154.8 | 142.4 | 179.4 | 321.8 | | | |
| | Core earnings | 8.5 | 11.4 | 19.9 | 2.6 | 4.5 | 7.1 | 11.1 | 15.9 | 27.1 | | | | |
| | CE margin | 11.5% | 12.3% | 11.9% | 3.8% | 5.2% | 4.6% | 7.8% | 8.9% | 8.4% | | | | |
| | LHT | Sales | 155.6 | 3.1 | 158.7 | 146.5 | 3.6 | 150.1 | 302.1 | 6.7 | 308.8 | | | |
| | Core earnings | 13.5 | -0.4 | 13.0 | 3.8 | 1.6 | 5.3 | 17.2 | 1.1 | 18.4 | | | | |
| | CE margin | 8.7% | - | 8.2% | 2.6% | 43.7% | 3.5% | 5.7% | 17.2% | 6.0% | | | | |
| | LBT | Sales | 30.9 | 61.6 | 92.5 | 27.6 | 42.6 | 70.2 | 58.6 | 104.1 | 162.7 | | | |
| | Core earnings | 0.6 | -3.0 | -2.4 | 1.7 | -5.2 | -3.5 | 2.3 | -8.2 | -5.9 | | | | |
| | CE margin | 1.8% | - | - | 6.3% | - | - | 3.9% | - | - | | | | |
| | LKT | Sales | 27.8 | 1.9 | 29.7 | 27.2 | 1.6 | 28.7 | 54.9 | 3.5 | 58.4 | | | |
| | Core earnings | 1.5 | 0 | 1.5 | -0.1 | -0.2 | -0.2 | 1.4 | -0.1 | 1.3 | | | | |
| | CE margin | 5.3% | 1.3% | 5.0% | - | - | - | 2.5% | - | 2.2% | | | | |
| | D&R | Sales | 45.6 | | 45.6 | 40.1 | | 40.1 | 85.7 | | 85.7 | | | |
| | Core earnings | 3.3 | | 3.3 | -0.7 | | -0.7 | 2.6 | | 2.6 | | | | |
| | CE margin | 7.2% | | 7.2% | - | | - | 3.0% | | 3.0% | | | | |
| | H&S | Sales | 16.0 | | 16.0 | 16.6 | | 16.6 | 32.6 | | 32.6 | | | |
| | Core earnings | 0.6 | | 0.6 | 1.1 | | 1.1 | 1.6 | | 1.6 | | | | |
| | CE margin | 3.6% | | 3.6% | 6.3% | | 6.3% | 5.0% | | 5.0% | | | | |
| | Consolidation, adjustment & other | Sales | | | -11.1 | | | -10.9 | | | -22.0 | | | |
| | Core earnings | | | -8.7 | | | -6.4 | | | | -15.1 | | | |
| | LIXIL Group | Sales | 350.3 | 159.2 | 498.4 | 326.1 | 134.4 | 449.6 | 676.4 | 293.6 | 948.1 | | | |
| | Core earnings | 27.9 | 8.0 | 27.3 | 8.4 | 0.7 | 2.7 | 36.3 | 8.7 | 29.9 | | | | |
| | CE margin | 8.0% | 5.0% | 5.5% | 2.6% | 0.5% | 0.6% | 5.4% | 3.0% | 3.2% | | | | |

*Purchase price allocation related to acquisitions are allocated to each business segment

*Sales and core earnings of Japan and Overseas in this page are the sum of Japan and overseas subsidiaries after inter-company consolidation adjustment, respectively.

Overseas subsidiaries with factories that manufacture products mostly for sales to LIXIL Corporation is included in Japan.

Unit: Ybn

| | FYE2016 Q1 | | | FYE2016 Q2 | | | FYE2016 Q3 | | | FYE2016 Q4 | | |
|---|------------|---------------|-----------|------------|---------------|-----------|------------|---------------|-----------|------------|---------------|-----------|
| | Sales | Core earnings | CE margin | Sales | Core earnings | CE margin | Sales | Core earnings | CE margin | Sales | Core earnings | CE margin |
| Japan Technology Business | 251.9 | 15.4 | 6.1% | 276.4 | 20.1 | 7.3% | 288.7 | 24.0 | 8.3% | 269.4 | 8.0 | 3.0% |
| Renovation | 72.0 | | | 76.8 | | | 84.2 | | | 71.2 | | |
| Other/ intersegment sales | 179.9 | | | 199.6 | | | 204.5 | | | 198.2 | | |
| Overseas housing equipment related business | 98.3 | 4.6 | 4.7% | 96.0 | 8.6 | 9.0% | 97.6 | 11.0 | 11.3% | 91.8 | 5.9 | 6.5% |

4. Segment Information (1) Technology Business (JGAAP/IFRS)

Unit : Ybn

| | | Water Tech | Housing Tech | Building Tech | Kitchen Tech | Tech Business Total |
|----------|--|---------------|-----------------|------------------|-----------------|---------------------------|
| FYE 2016 | Sales | 586.4 | 586.8 | 346.8 | 112.7 | 1,632.6 |
| | Japan | 271.0 | 581.1 | 114.5 | 104.2 | 1,070.9 |
| | Overseas | 315.3 | 5.7 | 232.3 | 8.5 | 561.8 |
| | Amortization of goodwill | 7.1 | 0.9 | 3.2 | 0.5 | 11.7 |
| | PPA ^{*1} | 2.2 | - | 1.8 | - | 4.0 |
| | CE before amortization of goodwill and PPA (JGAAP) | 59.9 | 31.3 | -1.4 | 1.4 | 91.2 |
| | (%) | 10% | 5% | 0% | 1% | 6% |
| FYE 2015 | CE (IFRS) (provisional) | 52.1 | 40.3 | -5.6 | 1.8 | 88.5 |
| | Sales | 410.9 | 596.7 | 333.8 | 113.1 | 1,454.4 |
| | Japan | 259.4 | 591.3 | 115.0 | 102.7 | 1,068.3 |
| | Overseas | 151.5 | 5.4 | 218.8 | 10.4 | 386.1 |
| | Amortization of goodwill | 1.3 | 0.9 | 3.5 | 0.7 | 6.4 |
| | PPA ^{*1} | 0.6 | - | 2.3 | - | 3.0 |
| | CE before amortization of goodwill and PPA (JGAAP) | 29.1 | 36.8 | 9.7 | -1.0 | 74.6 |
| | (%) | 7% | 6% | 3% | -1% | 5% |
| | CE (IFRS) (provisional) | 26.0 | 34.7 | 5.7 | -1.5 | 65.0 |

■ Increase/decrease breakdown of sales

Unit : Ybn

| | Water Tech | Housing Tech | Building Tech | Kitchen Tech | Tech Business Total |
|---------------------------------|---------------|-----------------|------------------|-----------------|---------------------------|
| Sales increase/decrease | 39.4 | -9.9 | 13.0 | 0.2 | 42.8 |
| (%) | 10% | -2% | 4% | 0% | 3% |
| Japan | 11.7 | -10.2 | -0.4 | 2.1 | 3.2 |
| Overseas | 27.8 | 0.3 | 13.5 | -1.9 | 39.6 |
| New consolidation ^{*2} | 136.0 | - | - | - | 136.0 |
| Deconsolidation ^{*3} | - | - | - | -0.6 | -0.6 |

■ Increase/decrease breakdown of CE

Unit : Ybn

| | Water Tech | Housing Tech | Building Tech | Kitchen Tech | Tech Business Total |
|----------------------------------|---------------|-----------------|------------------|-----------------|---------------------------|
| CE increase/decrease | 10.8 | -5.5 | -11.1 | 2.4 | -3.5 |
| Gross profit total | 15.2 | 1.4 | -3.5 | 0.9 | 14.1 |
| Japan | | | | | |
| Sales increase/decrease | 4.3 | -3.0 | -0.1 | 0.4 | 1.6 |
| Mix/pricing | 1.3 | 9.6 | 2.0 | 0.3 | 13.2 |
| Cost (ordinary) | 1.4 | -7.2 | -0.8 | 0.5 | -6.0 |
| of which forex | -1.5 | -6.9 | | -0.1 | -8.6 |
| of which purchasing condition | 0.2 | -3.7 | -0.1 | -0.7 | -4.3 |
| Cost (one-off items) | -3.4 | -1.0 | -0.2 | 0.4 | -4.1 |
| Overseas | | | | | |
| ASB | 6.7 | | | | 6.7 |
| Permasteelisa | | | -1.6 | | -1.6 |
| Other overseas subsidiaries | 0.6 | 3.1 | -2.0 | -0.9 | 0.8 |
| Impact from currency translation | 4.3 | 0 | -0.8 | 0.2 | 3.6 |
| SG&A total | -4.5 | -6.9 | -7.6 | 1.5 | -17.5 |
| Japan | | | | | |
| SG&A (ordinary) | -1.6 | 1.0 | -2.2 | 1.3 | -1.5 |
| SG&A (one-off items) | -4.0 | -7.1 | -1.9 | 0.3 | -12.7 |
| Overseas | | | | | |
| ASB | -4.5 | | | | -4.5 |
| Permasteelisa | | | -1.1 | | -1.1 |
| Other overseas subsidiaries | 1.6 | -0.8 | -1.8 | 0.3 | -0.7 |
| Impact from currency translation | -3.4 | | 0.2 | -0.2 | -3.4 |
| Goodwill/PPA difference | 7.4 | | -0.8 | -0.2 | 6.3 |
| New consolidation ^{*2} | 20.0 | | | | 20.0 |

^{*1} Purchase price allocation

^{*2} GROHE

^{*3} Sunwave Kitchen Techno Corporation

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

Sales and CE for the segment

Unit: Ybn

| | | 1H | | | 2H | | | Full year | | |
|--------------------------------------|-------|--------------------|--------------------|-------|--------------------|--------------------|--------|--------------------|--------------------|-------|
| | | FYE2015 results | FYE2016 results | YoY | FYE2015 results | FYE2016 results | YoY | FYE2015 results | FYE2016 results | YoY |
| Sales | | 97.9 | 101.5 | 3.7% | 100.9 | 87.3 | -13.5% | 198.8 | 188.8 | -5.1% |
| CE | | 3.5 | 4.4 | 23.7% | 3.6 | 3.7 | 3.9% | 7.1 | 8.1 | 13.7% |
| Figures of Ken Depot* included above | Sales | 15.1 | 16.0 | 6.2% | 15.7 | - | - | 30.8 | 16.0 | - |
| | CE | -0.8 | -0.3 | - | -0.4 | - | - | -1.3 | -0.3 | - |

*Business transferred to Ken Depot Corporation; equity method affiliate company from October 2015

FYE2015 excluding Ken Depot figures (YoY): Sales +3%, CE +0.5%

Increase/decrease breakdown of CE

<FYE2016 results: YoY>

Unit: Ybn

| FYE2015 result | Due to sales fluctuation | Sales price | Cost | SG&A | Cost of new stores | Ken Depot | Total | FYE 2016 result |
|-------------------|-----------------------------|-------------|------|------|-----------------------|-----------|-------|--------------------|
| 7.1 | 1.3 | 0.3 | 0.3 | -1.1 | -0.7 | 0.9 | +1.0 | 8.1 |

Number of stores

Unit: stores

| | FYE2015 results | FYE2016 results | Vs. FYE2015 | FYE 2017 forecasts | Vs. FYE2016 |
|---------------------------------|--------------------|--------------------|-------------|-----------------------|-------------|
| | | | | | |
| Newly opened SVH stores | 1 | 3 | +2 | 2 | -1 |
| Newly opened NVH stores | 0 | 0 | 0 | 1 | +1 |
| Newly opened Ken Depot* stores | 2 | 0 | -2 | - | - |
| Number of stores closed | 1 | 1 | 0 | 0 | -1 |
| Number of stores at end of term | 148 | 86 | -62 | 89 | +3 |
| (SVH stores) | 34 | 37 | +3 | 39 | +2 |
| (NVH stores) | 9 | 9 | 0 | 10 | +1 |
| (Ken Depot* stores) | 64 | 0 | -64 | 0 | 0 |
| (VH stores) | 41 | 40 | -1 | 40 | 0 |

*Business transferred to Ken Depot Corporation; equity method affiliate company from October 2015

Results of home center business

Unit: Ybn

| | FYE2015 results | FYE2016 results | YoY |
|-------|--------------------|--------------------|------|
| | | | |
| Sales | 168.1 | 172.7 | 2.8% |
| CE | 9.7 | 10.3 | 6.6% |
| % | 5.8% | 6.0% | +0.2 |

Rate of sales growth of home center stores

<FYE2016 results>

Unit: %

| | |
|----------------------|------|
| All stores | +2.8 |
| Existing stores only | +1.6 |

*Existing stores: Stores open more than 13 months

Growth rate of customer footfall and average sales per customer

<FYE2016 results>

Unit: %

| | |
|----------------------|------|
| All stores | |
| Customer footfall | +0.5 |
| Average sales | +2.4 |
| Existing stores only | |
| Customer footfall | -0.4 |
| Average sales | +2.0 |

6. Segment Information (3) Housing and Services Business (JGAAP)

Sales and CE of the segment

Unit: Ybn

| | 1H | | | 2H | | | Full year | | |
|-------|--------------------|--------------------|-------|--------------------|--------------------|--------|--------------------|--------------------|-------|
| | FYE2015 results | FYE2016 results | YoY | FYE2015 results | FYE2016 results | YoY | FYE2015 results | FYE2016 results | YoY |
| Sales | 29.3 | 30.1 | 2.9% | 30.3 | 31.5 | 4.0% | 59.6 | 61.6 | 3.4% |
| CE | 2.1 | 2.5 | 21.6% | 2.1 | 1.2 | -41.5% | 4.2 | 3.8 | -9.8% |

Sales and CE by segment companies

Unit: Ybn

| | Sales | | | CE | | |
|----------------------------------|--------------------|--------------------|-------|--------------------|--------------------|--------|
| | FYE2015 results | FYE2016 results | YoY | FYE2015 results | FYE2016 results | YoY |
| LIXIL Housing Research Institute | 25.4 | 25.6 | 0.7% | 1.8 | 1.9 | 8.2% |
| JIO | 11.3 | 11.6 | 2.6% | 0.6 | 0.8 | 26.2% |
| Japan Home Shield | 9.4 | 10.2 | 7.9% | 0.9 | 0.9 | -3.3% |
| LIXIL Realty | 9.1 | 10.0 | 10.2% | 0.7 | 0.6 | -19.1% |
| Other & adjustments | 4.4 | 4.3 | - | 1.4 | -0.4 | - |
| Segment total | 59.6 | 61.6 | 3.4% | 4.2 | 3.8 | -9.8% |

Number of contracts received and houses built with housing franchise businesses

Number of contracts received

Unit: houses

| | FYE2015 results | FYE2016 results | YoY |
|---------------------|--------------------|--------------------|------|
| Total for the Group | 3,955 | 4,042 | 2.2% |

*Revised last fiscal year's results due to change in calculation

Number of houses built

Unit: houses

| | FYE2015 results | FYE2016 results | YoY |
|---------------------|--------------------|--------------------|------|
| Total for the Group | 3,429 | 3,493 | 1.9% |

7. Sales by Products and Services

Unit: Ybn

Unit: %

| Segment | Major products | FYE2015 results | FYE2016 results | YoY | Quarterly YoY (%) | | | | | | | |
|----------------|--------------------------------------|--------------------|--------------------|---------|-------------------|-------|-------|-------|---------|-------|-------|---------|
| | | | | | FYE2015 | | | | FYE2016 | | | |
| | | | | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| LWT | Sanitary ware | 96.4 | 98.0 | 1.7% | 0.8 | -4.6 | -4.3 | -13.3 | 0.7 | 3.0 | 2.1 | 0.9 |
| | Bathroom units | 87.6 | 92.2 | 5.3% | 1.6 | -3.1 | -5.4 | -8.6 | 4.0 | 6.6 | 5.7 | 4.7 |
| | Washstand cabinet units | 32.9 | 33.9 | 3.1% | 5.6 | -2.4 | -3.1 | -11.0 | 1.1 | 3.9 | 4.7 | 2.5 |
| LHT | Housing sashes and related products | 201.2 | 204.1 | 1.4% | -5.2 | -5.1 | -8.1 | -7.4 | 3.6 | 1.6 | 1.2 | -0.6 |
| | Exterior | 116.4 | 110.9 | -4.7% | 8.3 | 3.2 | -6.4 | -17.5 | -12.6 | -8.4 | 0.8 | 2.9 |
| | Wooden interior furnishing materials | 55.6 | 58.2 | 4.7% | 0.6 | -3.8 | -8.3 | -14.4 | 2.4 | 4.7 | 6.7 | 4.5 |
| | Exterior wall materials for houses | 32.1 | 30.2 | -5.8% | -5.9 | -16.4 | -12.3 | -23.7 | -6.0 | -2.2 | -11.8 | -3.1 |
| | Tiles | 29.4 | 29.3 | -0.3% | 0.6 | -3.1 | -6.9 | -7.7 | -3.7 | -2.5 | 4.1 | 0.5 |
| | Interior fabric | 30.5 | 30.2 | -0.9% | -1.2 | -6.9 | -8.7 | -6.0 | -12.0 | 6.4 | 3.5 | -2.1 |
| | LHT Other | 57.4 | 50.2 | -12.7% | 3.0 | 4.5 | -21.8 | -9.9 | -12.4 | -21.2 | 5.0 | -17.6 |
| LBT | Building sashes | 104.7 | 103.1 | -1.5% | 4.0 | -2.2 | 0.5 | -4.5 | 8.3 | 2.4 | -7.2 | -5.1 |
| LKT | Kitchens | 102.6 | 104.1 | 1.5% | -5.3 | -8.4 | -6.8 | 8.8 | 0.4 | 1.6 | 2.5 | 1.4 |
| D&R | Home center sales | 198.8 | 188.8 | * -5.1% | 2.6 | 6.4 | 5.4 | -6.3 | 4.8 | 2.6 | -14.0 | * -13.0 |
| | Overseas | 393.4 | 559.7 | 42.3% | 64.1 | 42.4 | 26.6 | 18.6 | 21.8 | 68.3 | 46.3 | 32.7 |
| | Other | 134.4 | 152.2 | 13.2% | -1.4 | -0.6 | -0.6 | -14.6 | 4.3 | -7.6 | 44.6 | 12.0 |
| | Total | 1,673.4 | 1,845.1 | 10.3% | 9.5 | 5.5 | 1.1 | -3.1 | 5.0 | 15.0 | 13.0 | 7.8 |

*Home center sales of D&R excluding impact of Ken Depot carve out (YoY):

FYE2016 2.8%, Q4(3 months) 4.2%

8. Renovation Business

Ratio of renovation business (Excluding impact of Ken Depot carve out; revised FYE2015 results)

Unit: Ybn

| | FYE2015 results | FYE2016 results | YoY |
|--------------------------------|--------------------|--------------------|------|
| Sales from renovation business | 359.0 | 390.7 | 8.8% |
| Ratio of renovation business | 29% | 27% | -1 |

Sales of renovation products

Unit: Ybn

| | FYE2014 results | FYE2015 results | YoY | FYE2016 results | YoY | FYE2017 forecasts | YoY |
|------------------------------|--------------------|--------------------|-----|--------------------|-----|----------------------|-----|
| Sales of renovation products | 282.6 | 279.6 | -1% | 304.3 | 9% | 315.0 | 4% |
| Renovation ratio | 31% | 32% | +1 | 35% | +3 | 36% | +1 |

*Sales of LJC products used for renovation

Number of member homebuilders

Unit: Stores

| Franchise type | FYE2013 result | FYE2014 result | FYE2015 result | FYE2016 result |
|-------------------|-------------------|-------------------|-------------------|-------------------|
| LIXIL Reform Shop | 377 | 376 | 424 | 480 |

Changed from "LIXIL Reform Chain" since April 2015

Unit: Stores

| Voluntary type | FYE2013 result | FYE2014 result | FYE2015 result | FYE2016 result |
|------------------|-------------------|-------------------|-------------------|-------------------|
| LIXIL Reform Net | 9,356 | 10,203 | 11,708 | 12,492 |

9. Overseas Production Ratio and Sales

Overseas production ratio

| Products | Locations | Overseas production ratio | |
|--------------------------------------|-------------------|---------------------------|-----------------|
| | | FYE2015 results | FYE2016 results |
| Aluminum housing sashes | Thailand, Vietnam | 27% | 27% |
| Interior wooden furnishing materials | China | 43% | 42% |
| Sanitary ware | China, Vietnam | 43% | 41% |
| Water faucets | China, Vietnam | 14% | 11% |
| Floor tiles | China, Vietnam | 53% | 56% |

Sales overseas

Unit: Ybn

| Areas | FYE2015 results | | | FYE2016 results | | | | |
|-----------------------|-----------------|--------------------------|-------|-----------------|--------|--------------------------|--------|-------|
| | Sales | Housing-related business | LBT | Sales | YoY | Housing-related business | YoY | LBT |
| Greater China | 84.5 | 31.3 | 53.2 | 88.7 | 4.9% | 39.1 | 24.9% | 49.6 |
| Thailand | 15.8 | 13.9 | 1.9 | 18.1 | 14.8% | 17.1 | 22.9% | 1.0 |
| Vietnam | 10.0 | 9.9 | 0.1 | 11.9 | 19.2% | 11.9 | 19.8% | 0.0 |
| Korea | 10.2 | 10.0 | 0.1 | 11.6 | 13.9% | 11.6 | 15.0% | 0.0 |
| Other Asian countries | 18.2 | 7.8 | 10.5 | 24.1 | 32.2% | 16.7 | 114.4% | 7.5 |
| Middle East | 24.9 | 0.0 | 24.9 | 26.2 | 5.3% | 13.9 | - | 12.3 |
| North America | 156.8 | 97.1 | 59.8 | 206.5 | 31.7% | 125.7 | 29.5% | 80.8 |
| Europe | 57.7 | 0.4 | 57.3 | 141.0 | 144.3% | 81.3 | - | 59.6 |
| Others | 15.4 | 5.0 | 10.5 | 31.7 | 106.0% | 20.1 | 306.2% | 11.6 |
| Total | 393.4 | 175.3 | 218.1 | 559.7 | 42.3% | 337.2 | 92.3% | 222.5 |

(For reference)

Overseas sales ratio

Unit: Ybn

| | FYE2012 results | FYE2013 results | FYE2014 results | FYE2015 results | FYE2016 results |
|----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Overseas sales | 53.9 | 205.1 | 293.9 | 393.4 | 559.7 |
| Overseas sales ratio | 4.2% | 14.3% | 18.0% | 23.5% | 30.3% |

10. Permasteelisa, ASB & GROHE

■ Results (JGAAP, in Yen)

ASB Accounting period = April to March
 Permasteelisa Accounting period = January to December
 GROHE Accounting period = April to December *

Unit: JPYbn

| | FYE2015 results | | | FYE2016 results | | | | | |
|---------------------|-----------------|-------|-------|-----------------|-------|-------|-------|-------|-----|
| | Permasteelisa | ASB | GROHE | Permasteelisa | YoY | ASB | YoY | GROHE | YoY |
| Exchange rate (Yen) | 140.7 | 110.0 | | 132.4 | | 120.2 | | 133.7 | |
| Sales | 198.2 | 99.9 | | 209.1 | 6% | 120.2 | 20% | 140.8 | |
| Core earnings | 6.0 | 2.4 | | 2.3 | -61% | 4.7 | 98% | 33.4 | |
| % | 3.0% | 2.4% | | 1.1% | -1.9 | 3.9% | +1.5 | 23.7% | |
| Total assets | 229.0 | 99.8 | | 212.5 | -7.2% | 92.1 | -7.7% | 472.6 | |

*GROHE was an equity method subsidiary from January 2014 to March 2015

■ Results (IFRS, in local currency)

Permasteelisa, ASB & GROHE

Accounting period = April to March

| | FYE2015 results | | | FYE2016 results | | | | | | FYE2017 Full-year forecasts | | |
|---------------|-----------------|------|-------|-----------------|-------------------|-------|------|-------|------|-----------------------------|-------|-------|
| | Permasteelisa | ASB | GROHE | Permasteelisa | YoY | ASB | YoY | GROHE | YoY | Permasteelisa | ASB | GROHE |
| Unit | EURm | USDm | EURm | EURm | | USDm | | EURm | | EURm | USDm | EURm |
| Sales | 1,564 | 757 | 1,315 | 1,493 | -5% | 1,000 | 32% | 1,409 | 7% | 1,645 | 1,054 | 1,521 |
| Core earnings | 52 | 16 | 199 | -18 | fell into the red | 45 | 184% | 202 | 1% | 56 | 57 | 210 |
| % | 3.3% | 2.1% | 15.2% | -1.2% | -4.5 | 4.5% | +2.4 | 14.3% | -0.9 | 3% | 5% | 14% |
| Total assets | | | | 1,586 | | 818 | | 3,574 | | | | |

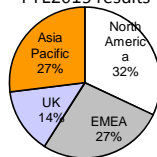
Permasteelisa

Accounting period = April to March

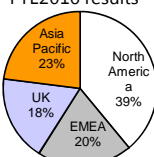
■ Regional sales contribution

*EMEA = Europe, Middle East, Africa

FYE2015 results

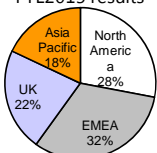


FYE2016 results

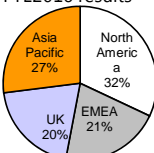


■ New orders by region

FYE2015 results



FYE2016 results



Orders received

Unit: EURm

| | FYE2015 results | FYE2016 results |
|------------|-----------------|-----------------|
| New Orders | 1,535 | 1,129 |
| Backlog | 2,491 | 2,002 |

GROHE

■ Non-current asset allocation

Unit: EURm

| | FYE2016 results | | | Amortization period |
|--|-----------------|----------------------|---------|-----------------------------------|
| | Fixed (JGAAP) | Amortization (JGAAP) | Balance | |
| Goodwill | 1,220 | 46 | 1,159 | 20 years Not amortized in IFRS |
| Trademark (Unamortized intangible assets) | 1,349 | — | 1,349 | None |
| Other intangible assets | 231 | 18 | 213 | 6 to 13 years |
| Revaluation of fixed assets, inventories and other | 106 | 31 | 76 | Case-by-case |
| Total | 2,907 | 95 | 2,796 | |

11. Goodwill

Amortization of negative goodwill

None for this fiscal term

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

Unit: Ybn

| | | FYE2015 results | | FYE2016 results | |
|--------------------|------------------------------|--------------------|---------|--------------------|---------|
| | | Amortization | Balance | Amortization | Balance |
| LWT | GROHE | - | - | 6.1 | 152.7 |
| | ASB | 0.9 | 18.0 | 1.0 | 15.5 |
| | American Standard AP | 0.2 | - | - | - |
| LHT | Kawashima Selkon Textiles | 0.6 | 0.7 | 0.6 | 0.1 |
| | Hivic | 0.3 | 0.4 | 0.3 | 0.1 |
| | Star Alubuild | 0.4 | 0 | - | - |
| LBT | Permasteelisa | 3.4 | 28.1 | 3.2 | 22.1 |
| LKT | LIXIL Haier Housing Products | 0.7 | 1.7 | 1.6 | 0 |
| | Other | 0.4 | 0.5 | 0.3 | 0.4 |
| Total | | 6.8 | 49.5 | 13.1 | 191.0 |
| SG&A | | 6.5 | | 12.0 | |
| Extraordinary loss | | 0.4 | | 1.1 | |

12. Recent M&As / Business & Capital Alliances (JGAAP)

M&As of overseas companies

Unit: Ybn

| Timing | Company name | Target | Sales | | Purchasing amount | Ownership ratio | Total amount of goodwill | Effect |
|--|---|--|------------------------|-------------------|----------------------|--------------------|--|---|
| | | | Time of acquisition | FYE2016 result | | | | |
| Jul 2009 (partly Nov 2009) | American Standard Asia Pacific (Group) | Sanitary ware (Asia) | 23.5 | - | 17.6 | 100% | Net goodwill 2.1/ Intellectual property 3.5 | > Gain business platform in Asia > Rebuild Asian base |
| Jan 2011 | Shanghai Meite Curtain Wall Co., Ltd. | Building sashes (China) | 12.0 | 19.6 | 3.2 | 75%→0% | 0.5 | > Expand building sashes in China |
| Dec 2011 | Permasteelisa | Building sashes (Global) | 116.0 | 209.1 | 60.8 | 100% | Goodwill 34.3 Other intangible assets 35.0 | > Globally expand building sashes |
| Aug 2013 | ASD Americas Holding (ASB) | Plumbing products (North America) | 82.0 | 120.2 | 30.5 | 100% | Goodwill 14.7 Other intangible assets 21.7 | > Establish North American platform |
| Oct 2013 | Star Alubuild | Building sashes (India) | 1.7 | 0.4 | 0.7 | 70% | 0.4 | > Business development in India |
| Jan 2014 (Additionally Apr 2015) | GROHE Group S.à r.l. | Plumbing fixtures, especially faucets (Europe, Global) | 157.5 | 186.5 | 80.1 | 44%→56% | Goodwill 157.3 Other intangible assets 209.3 | > Establish European platform |
| Oct 2014 | GROHE DAWN WaterTech Holdings | faucets, sanitary ware (Africa) | 12.9 | 11.9 | 8.6 | 51% | Goodwill 1.2 Other intangible assets 7.8 | > Gain access to Sub-Saharan market |

M&As of Japanese companies

Unit: Ybn

| Timing | Company name | Target | Sales | | Purchasing amount | Ownership ratio | Total amount of goodwill | Effect |
|----------------------------------|--|-------------------------------------|------------------------|---|--|--------------------|-----------------------------|--|
| | | | Time of acquisition | FYE2016 result | | | | |
| Apr 2010 | Shin Nikkei Company Ltd. | Housing/building sashes | 110.0 | Integrated into LIXIL in April 2011 | 0 | 100% | 5.4 | > Exceed 50% share in housing sashes > Cost reduction |
| Apr 2010 (partly Jun 2009) | Sun Wave Corporation | Kitchen | 85.0 | | 13.7 | 80%→ FY13 100% | -6.1 | > Become a leader in the kitchen segment > Cost reduction |
| Aug 2011 (partly Dec 2010) | Kawashima Selkon Textiles Co., Ltd. | Interior fabric such as curtains | 34.3 * | 30.1 | ¥2.2bn (Dec 2010) Share exchange rate 1:0.035 (Aug 2011) | 100% | 1.7 | > Create synergy with sales of existing window business > Utilize <i>Kawashima</i> brand |
| Oct 2011 | HIVIC Co., Ltd. | Wood related products | 24.4 | 20.3 | Share exchange rate 1:0.094 | 100% | 1.4 | > Strengthen wood related products and services |

* Excludes interior fabric business for vehicle which the company separated business

Business & Capital Alliances with Japanese companies

Unit: Ybn

| Timing | Company name | Target | Purchasing amount | Ownership ratio | Effect |
|-----------|--------------|---|----------------------|--------------------|---|
| Dec 2010 | Leopalace 21 | Major lease management, renovation, and other | 1.8 | 9%→0% | > Expand sales for Leopalace |
| Sept 2013 | EDION | Renovation business in the home electrical appliance industry | 5.0 | 8% | > Expand sales for EDION |
| Oct 2013 | Sharp | New product development by integrating building & electrical materials | 5.0 | 1%→0.2% | > Expand sales, development of new products |

13. Major Differences of Accounting Process Between IFRS and JGAAP

| | JGAAP | IFRS | FYE2016 CE impact |
|---|---|--|---|
| Scope of consolidation | Materiality (such as future prospects) standard in assets, sales, profit and surplus. | In principle, all subsidiaries and associates are consolidated. | Subsidiaries' FS (not included in J-GAAP consolidation). +Y4.6bn |
| Fiscal year-end | Three month-gap can be accepted at the maximum. | The same fiscal year-end as the LIXIL (FY ends in March) | The three month period (Jan to Mar) of the subsidiaries, whose FY ends in Dec, is recorded to FS of the previous FY. +Y0.2bn |
| Depreciation method | The declining-balance method. (Mainly in Japan) | The straight-line method. | New facilities: depreciation expenses tend to decrease. Elapsed facilities: depreciation expenses tend to increase. -Y1.3bn |
| Goodwill amortization | Goodwill is amortized within 20 years. | Goodwill is not amortized, but impairment test needs to be conducted once every fiscal year. | Goodwill amortization is recognized in PL in JGAAP. +Y12.0bn |
| Actuarial gains/losses from retirement benefits | This item is recorded in PL. (Gains=deducted from cost and expenses) | This item is recorded in Other comprehensive income. | The amount recorded in JGAAP will be an impact to PL. -Y2.5bn |
| Construction contracts | The completed-contract method or percentage-of-completion method. | Cost recovery method or percentage-of-completion method. | Revenue are recognized by the timing of progress. - |

14. IFRS/ JGAAP Profit Level (Figures are of FYE2016)

There is a change in profit level structure of PL in IFRS base.

The conventional "Operating profit" in JGAAP will be continued to be managed as "Core earnings" after adopting IFRS.

Unit: Ybn

| JGAAP | IFRS | Corresponding amount |
|---|-----------------------------------|----------------------|
| Net Sales 1,845.1 | Revenue 1,890.5 | |
| Cost of sales | Cost of sales | |
| Gross profit 523.5 | Gross Profit 540.6 | |
| SG&A | SG&A | |
| + | + | |
| Operating income 56.3 | Core earnings 70.1 | -5.7 |
| Non-operating expenses/ income -7.8 | Other income/ expenses | 7.1, -4.6, -5.6 |
| Ordinary Income 48.4 | Operating income | |
| Extraordinary income/ losses | Finance cost/income | 1.0, 2.1, -9.8 |
| Income before income taxes and minority interests 3.2 | Profit/loss for the equity method | -13.5, 12.6, -0.9 |
| Income taxes etc. | Net profit before tax | |
| Net income -18.7 | Income taxes etc. | |
| | Net income | -35.8 |

Operating income (JGAAP)=Core earnings (IFRS)

Extraordinary and non-operating items (except for finance cost/income) under J-GAAP will be included in "Other income/expenses" under IFRS

Rental income, Cost of rent, Investigation cost, Loss on sales of shares of subsidiaries and associates, Other non-operating income/expense and other

Other extraordinary income/ losses

Dividend income, Interest income, Interest expense, FX Gain/loss, Gain/loss on sale of financial assets, etc.

Profit/loss for the equity method, Loss on investment to associates and other