



## Press Release

### **AIS (ASAHI INDIA GLASS LTD.) ANNOUNCES UNAUDITED FINANCIAL RESULTS FOR THE SECOND QUARTER AND THE HALF YEAR ENDED 30<sup>TH</sup> SEPTEMBER, 2010**

**New Delhi, 28<sup>th</sup> October, 2010** - AIS (Asahi India Glass Ltd.), India's largest integrated glass Company announced its unaudited financial results for the second quarter and the half year ended 30<sup>th</sup> September, 2010 at its Board Meeting held today.

The consolidated financial performance highlights for the quarter ended 30<sup>th</sup> September, 2010 are as follows -

- Gross Sales increased by 19.35% from Rs. 36,637 lakhs in the second quarter, 2009 to Rs. 43,726 lakhs in this quarter.
- Net sales also increased 21.07% from 32,534 lakhs in the second quarter, 2009 to Rs. 39,389 lakhs in the current quarter.
- Operating Earnings before Interest, Depreciation, Taxes and Forex gain / loss (Operating EBIDTA) increased 9.93% at Rs. 6,984 lakhs this quarter.
- Operating cash profit increased by 20.38% to Rs. 3,661 lakhs as against Rs. 3,041 lakhs in the prior period.
- Profit before Tax (PBT) for the quarter ended 30<sup>th</sup> September, 2010 rose to Rs. 787 lakhs from a loss of 168 lakhs in the corresponding quarter of last year.

The table below gives the details of the financial performance both on standalone and consolidated bases -

| <b>AIS - Financial Results for the second quarter ended 30<sup>th</sup> September, 2010</b> |                     |             |                   |                       |             |                   |
|---------------------------------------------------------------------------------------------|---------------------|-------------|-------------------|-----------------------|-------------|-------------------|
| <b>Particulars</b>                                                                          | <b>(Standalone)</b> |             |                   | <b>(Consolidated)</b> |             |                   |
|                                                                                             |                     |             |                   |                       |             |                   |
|                                                                                             | <b>2010</b>         | <b>2009</b> | <b>Change (%)</b> | <b>2010</b>           | <b>2009</b> | <b>Change (%)</b> |
| Gross Sales                                                                                 | 41,841              | 35,807      | 16.85             | 43,726                | 36,637      | 19.35             |
| Net Sales                                                                                   | 37,877              | 31,894      | 18.75             | 39,389                | 32,534      | 21.07             |
| Operating EBIDTA                                                                            | 6,792               | 6,189       | 9.74              | 6,984                 | 6,353       | 9.93              |
| Operating Cash Profit                                                                       | 3,496               | 2,922       | 19.64             | 3,661                 | 3,041       | 20.38             |
| Profit / (Loss) Before Tax                                                                  | 754                 | (129)       | -                 | 787                   | (168)       | -                 |



| AIS – Financial Results for the half year ended 30 <sup>th</sup> September, 2010 |              |        |            |                |        |            |
|----------------------------------------------------------------------------------|--------------|--------|------------|----------------|--------|------------|
| (Rs. Lakhs)                                                                      |              |        |            |                |        |            |
| Particulars                                                                      | (Standalone) |        |            | (Consolidated) |        |            |
|                                                                                  | 2010         | 2009   | Change (%) | 2010           | 2009   | Change (%) |
| Gross Sales                                                                      | 80,728       | 68,510 | 17.83      | 84,210         | 70,134 | 20.07      |
| Net Sales                                                                        | 70,513       | 62,017 | 13.70      | 73,274         | 63,147 | 16.03      |
| Operating EBIDTA                                                                 | 12,992       | 11,474 | 13.23      | 13,476         | 11,794 | 14.26      |
| Operating Cash Profit                                                            | 6,572        | 4,879  | 34.70      | 7,003          | 5,105  | 37.18      |
| Profit / (Loss) Before Tax                                                       | 998          | (1329) | -          | 1163           | (1373) | -          |

Speaking on the occasion, Mr. Sanjay Labroo, MD & C.E.O., AIS said – “The results are a reflection of the improved operational performance of AIS across all levels. The Indian economy continued its momentum during the last quarter and the automotive and construction sectors showed good growth resulting in a positive impact on our performance.

The float glass segment of AIS performed particularly well and is now inching closer to its potential performance. Sales of our high quality value-added glass products continued to increase and are appreciated by our customers. We continue to work on offering a variety of high quality float glass products to our customers. The automotive segment has done well to keep up with the burgeoning demand from the automotive sector. Our brown-field expansions are also progressing as scheduled and we expect to commission a laminated glass expansion in the fourth quarter of 2010-11.

Overall, I am satisfied that the several operational improvements undertaken recently are being reflected in the financial statements of AIS.”

#### **About AIS:**

Asahi India Glass Ltd. (AIS) is a joint venture between the Labroo family, Asahi Glass Co. Ltd. of Japan, and Maruti Suzuki India Limited. AIS began operations in 1987.

AIS today, is the largest glass company in India, manufacturing wide range of international quality automotive safety glass, float glass and architectural processed and value added glass. AIS has the following three operating business units – AIS Auto Glass, AIS Float Glass and AIS Glass Solutions.

**AIS Auto Glass** is India's largest manufacturer of world class automotive safety glass and is, in fact, one of the largest in the field in Asia. It is sole supplier to almost all the OEMs and has a market share of over 80 per cent in the Indian passenger car industry.



**AIS Float Glass** is the leading manufacturer of international quality float glass. It currently has a market share of approximately 34 per cent in the Indian float glass market.

**AIS Glass Solutions**, which is a subsidiary of AIS, has emerged as the largest processor in the country. AIS Glass Solutions, offering end-to-end glass solutions, currently has a complete range of high quality architectural processed glass.

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