

QA during the Presentation of Financial Results for the First Nine Months of FY2013

**【Overall company】**

- Q1. In 2Q, you announced the downward revision to your full year earnings forecast. Have there been any changes in your assumptions since then?
- A1. Compared to our forecast, shipments of architectural glass in Eastern Europe were sluggish and the situation in the chemicals market in Southeast Asia worsened. However, we factored in some buffer when we revised the earnings forecast, and thus we expect that we will be able to achieve the operating income forecast for the full-year.

**【Glass】**

- Q1. Can you elaborate on the status of the architectural glass business in Europe?
- A1. In Western and Central Europe, shipments decreased slightly in 3Q as compared to 2Q, but prices improved in 3Q as compared to 2Q. On the other hand, in Eastern Europe, shipments increased slightly in 3Q as compared to 2Q and prices stayed flat from 2Q.
- In 4Q, depending on timing of entering the off- season, we are placing expectations on an increase in shipment in the high demand season in October and November.
- Q2. Can you elaborate on the status of the solar business?
- A2. Earning trend in the solar business improve by stopping production in the U.S. last year. However, the tough competitive environment continued, so we decided to stop production of PV cover glass and convert into an automotive glass plant in China.

**【Electronics】**

- Q1. What are the trends for prices and shipment volumes of LCD glass substrates on a quarter on quarter basis?
- A1. In 3Q, shipment volumes stayed almost flat from 2Q. The price decline of LCD glass substrates was alleviated as compared to 2Q.
- Q2. How were the shipments of Dragontrail, glass for chemical strengthening, in 3Q?
- A2. The number of models using Dragontrail is increasing steadily. In 3Q, however, the shipment volume was on the same level as 2Q affected by the shipment volumes of certain products and models using the product.