Financial Results for the Nine Months ended September 30, 2013

November 1, 2013



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Financial Results for the Nine Months ended September 30, 2013



1. Highlights of the Financial Results



Summary of the Financial Results

		3Q			
		FY2012	FY2013	増減 Change	% 増減 Change %
売上高	Net sales	2,942	3,334	+392	+13.3%
営業利益	Operating income	259	189	-70	-27.0%
経常利益	Ordinary income	240	154	-86	-35.9%
当期純利益	Net income	138	-13	-151	_

1-3Q累計 (1-3Q Total)				
FY2012	FY2013	増減 Change	% 増減 Change %	
8,775	9,719	+944	+10.8%	
739	530	-209	-28.3%	
716	482	-234	-32.7%	
449	157	-291	-64.9%	

売上高営業利益率	Operating profit margin	8.8%	5.7%
ROE*	Return on equity	6.6%	_

8.4%	5.5%
7.3%	2.1%

為替レート(期中平均) FOREX Average	JPY/USD	78.62	98.95
	JPY/EUR	98.36	131.05
原油 Crude Oil	\$/BBL (Dubai)	106.3	106.3

79.37	96.71
101.75	127.35
109.6	105.1

^{*} Return on equity = Net income / (Shareholders' equity (average) + Accumulated other comprehensive income(average))



Highlights of the Financial Results

[For the nine months ended September 30, 2013]

Net Sales 971.9 billion yen (up 94.4 billion yen YoY)

Operating Income 53.0 billion yen (down 20.9 billion yen YoY)

The Group's sales increased thanks to the impacts of changes in exchange rates and the scope of consolidation, in addition to increased shipments of electronics-related products. The Group's profits fell, affected by the price decline mainly in the architectural glass business in Europe.

Rising energy prices gave pressure on the Group's profit and loss.



Consolidated Statements of Income

		3Q	
	FY2012	FY2013	増減 Change
売上高 Net sales	2,942	3,334	+392* (+13.3%)
営業利益 Operating income	259	189	-70* (-27.0%)
営業外損益 Non-Operating income (losses)	-19	-35	
金融収支 Interest & Dividend	-11	-10	
持分法損益 Equity in earnings of unconsolidated companies	2	-0	
その他 Others	-10	-25	
経常利益 Ordinary income	240	154	-86 (-35.9%)
特別損益 Extraordinary gains (losses)	-37	-113	
税引前利益 Income before tax	203	41	-162 (-79.7%)
法人税等 Income taxes	58	50	
少数株主損益 Minority interest in earnings (losses) of consolidated subsidiaries	8	4	
当期純利益 Net income	138	-13	-151 (-)

1−3Q累計 (1−3Q Total)			
FY2012	FY2013	増減 Change	
8,775	9,719	+944* (+10.8%)	
739	530	-209* (-28.3%)	
-23	-48		
-18	-14		
11	5		
-16	-39		
716	482	-234 (-32.7%)	
-49	-165		
667	317	-350 (-52.5%)	
188	142		
30	18		
449	157	-291 (-64.9%)	



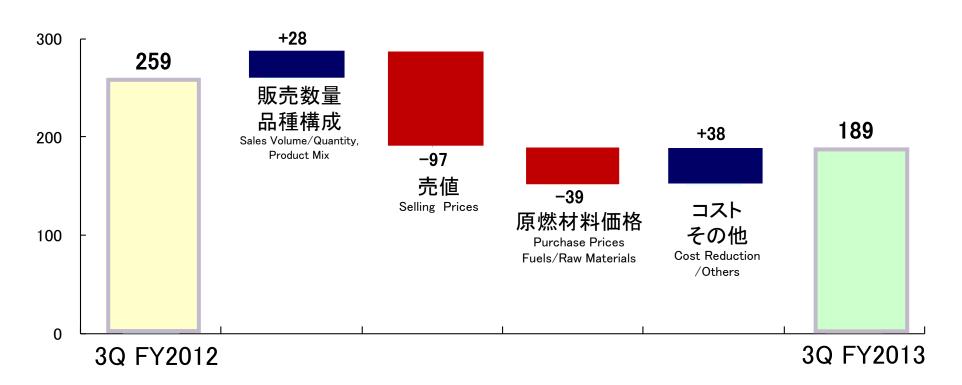
^{*} Foreign exchange fluctuation resulted in +39.6 billion yen in Net sales and -0.2 billion yen in Operating income in 3Q, and +100.2 billion yen in Net sales and -0.4 billion yen in Operating income in 1-3Q total.

Variance Analysis on Operating Income (3Q FY2013 vs. 3Q FY2012)

億円(100million yen)

前年同期比 70億円減益

¥ 7.0 bn down from the same period last year

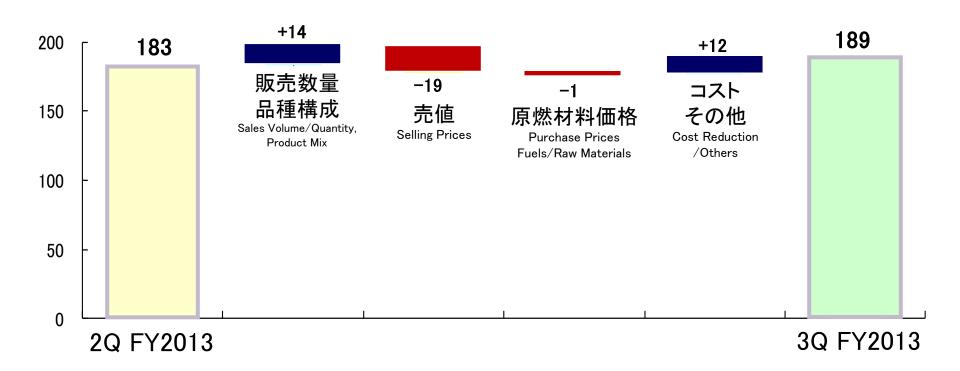




Variance Analysis on Operating Income (3Q FY2013 vs. 2Q FY2013)

億円(100million yen)

前四半期比 6億円増益 ¥ 0.6 bn up from last quarter



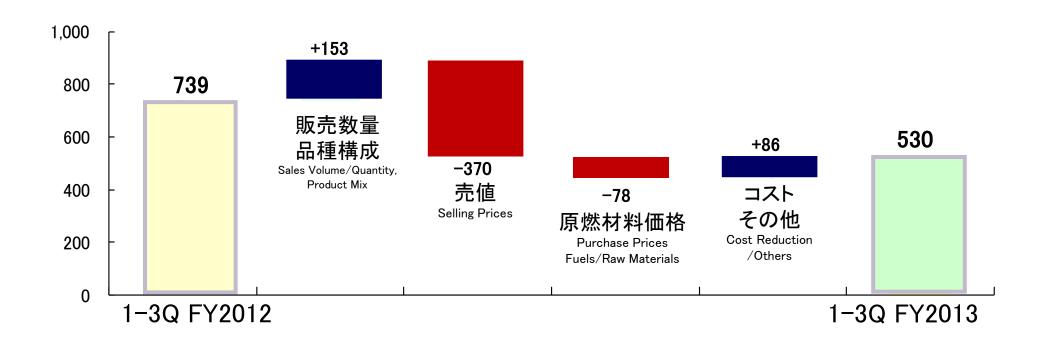


Variance Analysis on Operating Income (1-3Q FY2013 vs. 1-3Q FY2012)

億円(100million yen)

前年同期比 209億円減益

¥ 20.9 bn down from the same period last year





Consolidated Balance Sheets

			2012/12 Dec. 31, 2012	2013/9 Sep. 30, 2013	増減 Change
資	産の部	Assets	18,994	20,431	+1,437
流	動資産	Current assets	6,512	6,726	+213
	現金及び預金	Cash on hand & in banks	1,005	1,236	+231
	受取手形及び 売掛金	Trade notes & accounts receivable	2,496	2,540	+44
	棚卸資産	Inventories	2,083	2,332	+249
	その他	Other current assets	929	618	-311
固	定資産	Fixed assets	12,481	13,706	+1,224
	有形·無形 固定資産	Tangible-Intangible fixed assets	10,096	10,825	+730
	投資有価証券	Investments in securities	1,959	2,488	+529
	その他	Other fixed assets	427	392	-34

					-
			2012/12	2013/9	増減
			Dec. 31, 2012	Sep. 30, 2013	Change
負	債の部	Liabilities	9,024	9,514	+490
	仕入債務	Payables	1,189	1,216	+27
	借入金 (含むCP、社債)	Loans (include CP & Bonds)	5,330	5,701	+371
	その他	Other liabilities	2,505	2,597	+92
純	資産の部	Net assets	9,969	10,917	+948
株	主資本	Shareholders' equity	9,840	9,699	-141
	資本金	Common stock	909	909	_
	資本剰余金	Additional paid-in capital	970	970	_
	利益剰余金	Retained earnings	8,263	8,119	-143
	自己株式	Treasury stock	-301	-299	+2
	の他の包括利益 計額	Accumulated other comprehensive income	-422	649	+1,070
新	株予約権	Share subscription rights	19	20	+1
少	数株主持分	Minority Interests in Consolidated Subsidiaries	532	550	+17
負	.債∙純資産合計	Total Liabilities & Net Assets	18,994	20,431	+1,437*

資産合計 Total Assets	18,994	20,431	+1,437*
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Consolidated Statements of Cash Flows

	3Q	
	FY2012	FY2013
営業活動によるキャッシュ・フロー (a) Cash flows from operating activities (a)	330	290
税金等調整前純利益 Income before income taxes & minority interests	203	41
減価償却費・のれん償却・固定資産減損 Depreciation/Amortization/Impairment	299	340
運転資金増減 Increase (decrease) in working capital	-36	− 51
その他 Others	-136	-41
投資活動によるキャッシュ・フロー (b) Cash flows from investing activities (b)	-572	-366
固定資産取得 Purchase of property, plant & equipment	-424	-374
その他 Others	-148	8
フリー・キャッシュ・フロー (a)+(b) Free cash flow (a)+(b)	-243	-76
財務活動によるキャッシュ・フロー Cash flows from financing activities	-379	-91
借入金增減 Increase (decrease) in bank loans, bonds & CP	-225	70
支払配当 Dividends paid	-150	-150
その他 Others	-4	-10
現金等に係る換算差額 Effect of exchange rate changes on cash & cash equivalents	-6	-12
現金等の増加額	-628	-178
Changes in cash & cash equivalents	020	1,0

1−3Q 累計 (1−3Q Total)				
FY2012	FY2013			
1,251	1,167			
667	317			
887	1,024			
-101	-56			
-202	-118			
-1,157	-1,142			
-1,124	-1,148			
-33	7			
95	25			
120	-147			
438	183			
-301	-300			
-17	-29			
10	100			
225	-22			



CAPEX, Depreciation & Others

		30	Q
		FY2012	FY2013
設備投資額	CAPEX	375	354
減価償却費	Depreciation	292	335
研究開発費	R&D	124	123

1-3Q 累計 (1-3Q Total)				
FY2012	FY2013			
1,077	1,091			
861	1,009			
362	357			

		2012/12 Dec. 31, 2012	2013/9 Sep. 30, 2013
有利子負債残高*	Interest-bearing debts*	5,408	5,765
D/E比率	D/E ratio	0.54	0.53

^{*} Interest-bearing debts include lease obligations. (7.9 billion yen as of Dec. 31, 2012, 6.4 billion yen as of Sep. 30, 2013)



2. Information by Business and Geographic Segments



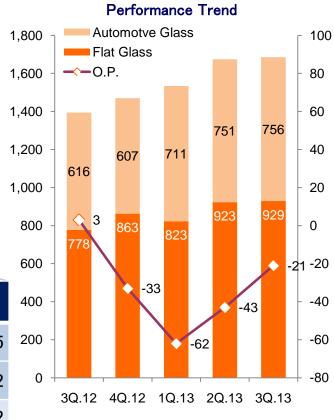
Glass Segment (1)

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	売上高 Sales				営業 Operating	
	FY2012 FY2013		FY2012	FY2013		
3Q	1,394	1,685 (+290)	3	-21 (-24)		
1-3Q累計 1-3Q Total	4,176	4,892 (+716)	-7	-1 26 (-120)		

*()内数字は前年同期比

売上高の内訳 Breakdown of Sales		小計 Sub total	日本・アジア Japan & Asia	アメリカ Americas	ヨ ー ロッパ Europe	消去 Elimination
ガラス	3Q	1,685	803	227	700	-45
Glass	1-3Q累計 1-3Q Total	4,892	2,363	666	2,006	-142
板ガラス ^{3Q}	3Q	929	387	96	478	-32
(建築用、ソーラー) Flat Glass : Building & Solar	1-3Q累計 1-3Q Total	2,675	1,155	279	1,350	-109
	3Q	756	416	131	222	-14
	1-3Q累計 1-3Q Total	2,217	1,208	387	656	-33





⁽⁾ shows change from FY2012.

Glass Segment (2)

[YoY comparison for the first nine months]

[Architectural Glass]

Japan/Asia : Shipments remained strong.

• Americas : Shipments were on a moderate recovery track.

• Europe : Shipments were sluggish and, despite gradual price improvement

since Q2, price levels fell below the same period last year.

[Automotive Glass]

- In Japan, the Group's shipments decreased, reflecting a drop in auto production in the country.
- In Europe, shipments were on the same level as the previous year despite a decrease in auto production in the region.
- In Asia and North America, shipments remained favorable.

(Glass for Solar Power Systems)

Shipments decreased as the tough competitive environment continued.



Electronics Segment (1)

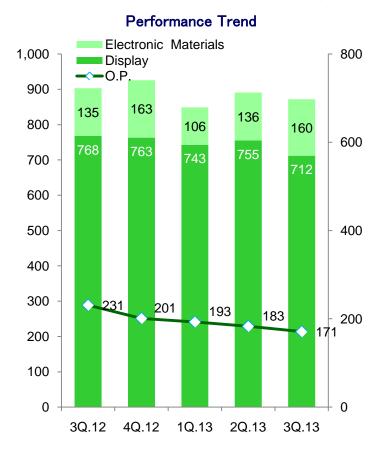
億円(100million yen)

	売上 Sal		営業 Operatin	
	FY2012	FY2013	FY2012	FY2013
3Q	904	872 (-32)	231	171 (-60)
1-3Q累計 1-3Q Total	2,515	2,612 (+97)	612	547 (-65)

*()内数字は前年同期比

() shows change from FY2012.

	_	
売上高の内訳 Breakdown of Sales		
= 1771.4 Display	3Q	712
ディスプレイ Display	1-3Q累計 1-3Q Total	2,210
電子部材 Electronic Materials	3Q	160
	1-3Q累計 1-3Q Total	402





Electronics Segment (2)

[YoY comparison for the first nine months]

(Display)

 Shipments of TFT-LCD glass substrates and specialty glass for display applications increased.

(Electronic Materials)

 Shipments of semiconductor-related products and optoelectronics materials increased.

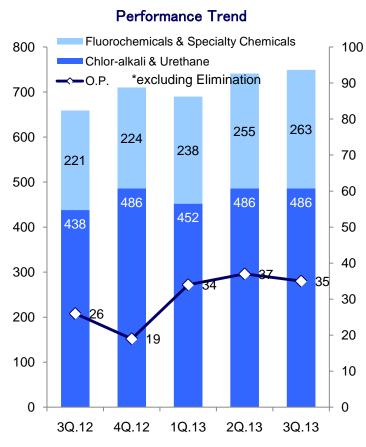
Chemicals Segment (1)

	売上 Sal		営業 Operating	
	FY2012	FY2013	FY2012	FY2013
3Q	636	724 (+88)	26	35 (+9)
1-3Q累計 1-3Q Total	1,916	2,107 (+191)	126	107 (-19)

^{*()}内数字は前年同期比

⁽⁾ shows change from FY2012.

売上高の内訳 Breakdown of Sales		
クロールアルカリ・ウレタン	3Q	486
Chlor-alkali & Urethane	1-3Q累計 1-3Q Total	1,424
フッ素化学・スペシャリティ Fluorochemicals & Specialty Chemicals	3Q	263
	1-3Q累計 1-3Q Total	757
消去	3Q	-25
Elimination	1-3Q累計 1-3Q Total	-74





Chemicals Segment (2)

[YoY comparison for the first nine months]

(Chlor-alkali & Urethane)

Asia continued to show strong performance.

(Fluorochemicals & Specialty Chemicals)

- Shipments of pharmaceutical and agrochemical intermediates and active ingredients and fluorinated resin remained buoyant.
- Shipments of certain products in this category decreased due to such effect as economic slowdown in Europe.



YoY Performance Comparison by Business Segment

		3Q		
売上高	Sales	FY2012	FY2013	増減 Change
ガラス	Glass	1,394	1,685	+290
電子	Electronics	904	872	-32
化学品	Chemicals	636	724	+88
セラミックス・その他	Ceramics/Other	171	193	+22
消去	Elimination	-162	-139	+23
全社計	Consolidated total	2,942	3,334	+392

1-3Q累計 (1-3Q Total)				
FY2012	FY2013	増減 Change		
4,176	4,892	+716		
2,515	2,612	+97		
1,916	2,107	+191		
651	570	-81		
-483	-462	+21		
8,775	9,719	+944		

営業利益	Operating income	FY2012	FY2013	増減 Change
ガラス	Glass	3	-21	-24
電子	Electronics	231	171	-60
化学品	Chemicals	26	35	+9
セラミックス・その他	Ceramics/Other	-0	4	+4
消去	Elimination	-1	0	+1
全社計	Consolidated total	259	189	-70

FY2012	FY2013	増減 Change
-7	-126	-120
612	547	-65
126	107	-19
9	6	-3
-1	-3	-2
739	530	-209

^{*} The category "Other," used until the previous year, was renamed "Ceramics / Other" in 2013.



Quarterly Performance Comparison by Business Segment

売上高	Sales	2Q FY2013	3Q FY2013	増減 Change	% 増減 Change %
ガラス	Glass	1,674	1,685	+11	+0.6%
電子	Electronics	891	872	-19	-2.2%
化学品	Chemicals	716	724	+8	+1.2%
セラミックス・その他	Ceramics/Other	224	193	-30	-13.5%
消去	Elimination	-184	-139	+44	_
全社計	Consolidated total	3,321	3,334	+14	+0.4%

営業利益	Operating income	2Q FY2013	3Q FY2013	増減 Change	% 増減 Change %
ガラス	Glass	-43	-21	+22	_
電子	Electronics	183	171	-12	-6.7%
化学品	Chemicals	37	35	-2	-5.8%
セラミックス・その他	Ceramics/Other	4	4	-1	-12.8%
消去	Elimination	2	0	-1	_
全社計	Consolidated total	183	189	+6	+3.3%

^{*} The category "Other," used until the previous year, was renamed "Ceramics / Other" in 2013.



YoY Performance Comparison by Geographic Segment

			3Q	
売上高	Sales	FY2012	FY2013	増減 Change
日本・アジア	Japan & Asia	2,242	2,407	+165
アメリカ	Americas	210	290	+80
ヨ―ロッパ	Europe	573	738	+165
消去	Elimination	-82	-100	-18
全社計	Consolidated total	2,942	3,334	+392

1-3Q 累計 (1-3Q Total)					
FY2012	FY2013	増減 Change			
6,715	7,058	+343			
638	837	+199			
1,679	2,135	+456			
-257	-311	-54			
8,775	9,719	+944			

営業利益	Operating income	FY2012	FY2013	増減 Change
日本・アジア	Japan & Asia	356	322	-35
アメリカ	Americas	-8	-19	-10
ヨ―ロッパ	Europe	-9	-25	-16
消去	Elimination	1	1	-0
地域共通費用	Cross-regional common expenses	-81	-90	-9
全社計	Consolidated total	259	189	-70

FY2012	FY2013	増減 Change
1,025	938	-87
-28	-54	-26
-31	-109	-79
-0	-1	-0
-227	-244	-17
739	530	-209

Quarterly Performance Comparison by Geographic Segment

売上高	Sales	2Q FY2013	3Q FY2013	増減 Change	% 増減 Change %
日本・アジア	Japan & Asia	2,401	2,407	+5	+0.2%
アメリカ	Americas	285	290	+5	+1.9%
ヨ―ロッパ	Europe	743	738	-5	-0.7%
消去	Elimination	-109	-100	+9	_
全社計	Consolidated total	3,321	3,334	+14	+0.4%

営業利益	Operating income	2Q FY2013	3Q FY2013	増減 Change	% 増減 Change %
日本・アジア	Japan & Asia	311	322	+11	+3.4%
アメリカ	Americas	-19	-19	+1	_
ヨ―ロッパ	Europe	-35	-25	+10	_
消去	Elimination	1	1	-1	_
地域共通費用	Cross-regional common expenses	-76	-90	-15	_
全社計	Consolidated total	183	189	+6	+3.3%



The Impact of FOREX and Change in the Scope of Consolidation (Compared with 1-3Q FY2012)

区分 Segment		全社	t計*	ガ ·	ラス	ラス 電子			化学品		
		Consolida	ated total	Gl	ass	Elect	ronics	Chen	nicals		
		売上高	営業 利益	売上高	営業 利益	売上高	営業 利益	売上高	営業 利益		
		Sales	Operating income	Sales	Operating income	Sales	Operating income	Sales	Operating income		
1-3Q FY2013		9,719	530	4,892	-126	2,612	547	2,107	107		
前年同期比 Change vs. 1-3Q FY2012		+944	-209	+716	-120	+97	-65	+191	-19		
[以下影響を除く前年同期比] Change like-for-like vs. 1-3Q FY2012		-234	-186	-152	-90	-5	-63	-5	-29		
為替換算(Impact of FOI		+1,002	-4	+735	-14	+90	+2	+165	+8		
	変更の影響 ange in the Scope ion	+177	-19	+132	-16	+13	-5	+31	+2		

^{*} The sum of the segment amounts may not equal the amount of consolidated total, because it includes the amount of Other Segment and elimination.



Outlook for FY2013



FY2013 Forecast

				l/C	(Toumillion yen)			
		FY2012	FY2013 見通し FY2013 Forecast					
		通期 Full-Year	通期 Full-Year	対前年比 vs. FY2012	対前年比 % vs. FY2012 %			
売上高	Net sales	11,900	13,500	+1,600	+13.4%			
営業利益	Operating income	929	700	-229	-24.7%			
経常利益	Ordinary income	866	650	-216	-24.9%			
当期純利益	Net income	438	100	-338	-77.2%			
売上高営業利益率	Operating profit margin	7.8%	5.2%					
ROE* ¹	Return on equity	5.0%	1.1%					
為替レート(期中平均)	JPY/USD	79.82	100.0*	:2				
FOREX Average	JPY/EUR	102.63	130.0*	-2				
原油 Crude Oil	\$/BBL (Dubai)	109.1	110.0	* 2				
一株当たり配当金	Dividend (Yen/Share)	26	18					

^{*} Return on equity = Net income / (Shareholders' equity (average) + Accumulated other comprehensive income (average))
ROE of FY2013 Forecast is calculated by using the Shareholders' equity, etc. as of Dec.31, 2012.



^{*2} Assumption for FY2013

Business Outlook for FY2013 (1)

(Glass)

Architectural Glass

Japan/Asia : Shipments will remain strong.

Americas : Shipments will recover moderately.

Europe : Shipments will remain weak.

Automotive Glass

Shipments will increase driven by strong demand in fast-growing markets.

Glass for Solar Power Systems

Shipments will be bearish due to the continued tough competitive environment.



Business Outlook for FY2013 (2)

(Electronics)

- Shipments of TFT-LCD glass substrates and specialty glass for display applications are expected to be strong for full year.
- Shipments of electronic materials will be favorable and make a gradual recovery.

(Chemicals)

- Shipments of chlor-alkali products will remain strong.
- Shipments of fluorochemicals related products will likely recover.



Structural reform of the architectural glass business in Europe

Progress of Our Business Recovery Measures

Announcement on July 31

- Suspend the operation of a float furnace in France (on hot hold)
- Downsize back office sections by 15% (over 300 staff*) * From the 2012 level

Estimated cost reduction:50m€/year

 Additional measures to be taken for further earnings improvement

Cut down on:

- General & administrative expenses
- R&D expenses

Annual Effect: 3 billion yen(by the end of 2013)

 Additional measures to be taken for further earnings improvement

Current status

Switch to Cold hold from Hot hold

Running as planned

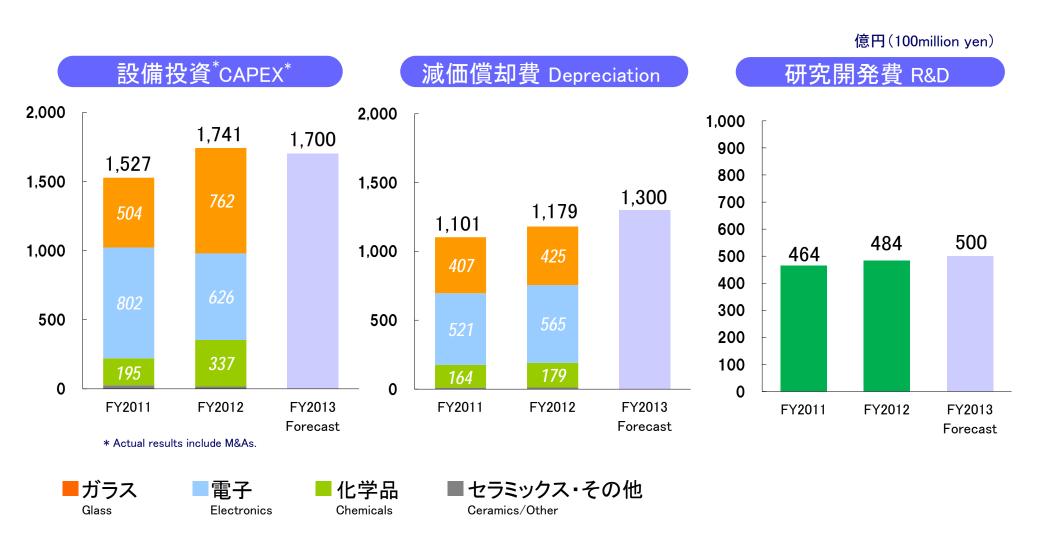
To be decided

Expected to achieve the target

 In China, stop production of PV cover glass and convert into an automotive glass plant



CAPEX / Depreciation / R&D

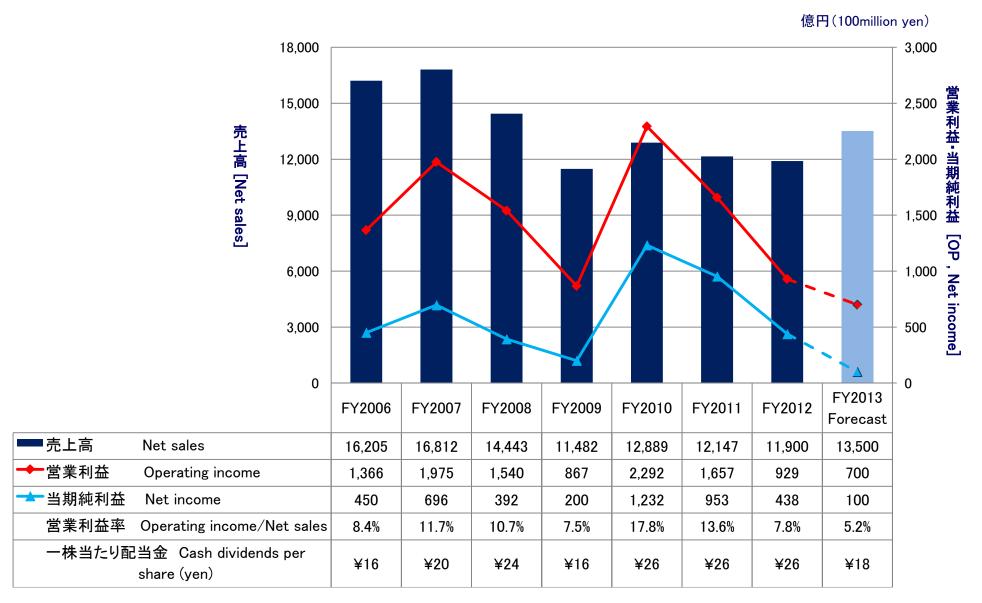




Appendix



Changes in the Financial Results





Financial Index

			06/12	07/12	08/12	09/12	10/12	11/12	12/12
自己資本当期純利益率(ROE) *1	Return on equity	%	5.1%	7.5%	4.7%	2.7%	15.8%	11.8%	5.0%
総資産営業利益率(ROA) *2	Return on assets	%	6.5%	9.3%	7.8%	4.8%	12.9%	9.6%	5.2%
自己資本比率	Equity ratio	%	42%	45%	40%	42%	46%	48%	50%
D/E(有利子負債·純資産比率)	Debt/Equity ratio	倍 times	0.58	0.52	0.77	0.74	0.60	0.57	0.54
営業CF/有利子負債	CF from Operating Activities/Interest-bearing debt	倍 times	0.30	0.46	0.34	0.30	0.56	0.31	0.31
一株当たり当期純利益(EPS)	Earnings per share	円 Yen	38.37	59.35	33.53	17.12	105.52	81.90	37.88
EBITDA *3	EBITDA	億円 100mil Yen	1,809	2,555	2,199	1,873	3,084	2,594	1,928

^{*1} Return on equity = Net income / (Shareholders' equity (average) + Accumulated other comprehensive income (average))

為替レート				FY2	012		FY2013			
Exchange rates		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
円/ドル JPY/USD	期中平均	Average	79.28	80.20	0.20 78.62	81.17	92.42	98.76	98.95	100.0*4
	期末	At quarter end	82.19	79.31	77.60	86.58	94.05	98.59	97.75	100.0*4
円/ユーロ JPY/EUR	期中平均	Average	103.99	102.91	98.36	105.25	122.04	128.95	131.05	100.0*4
	期末	At quarter end	109.80	98.74	100.24	114.71	120.73	128.53	131.87	130.0*4

*4 Assumption for FY2013



^{*2} Return on assets = Operating income / Total assets (average)

^{*3} Earnings before interest, tax, depreciation and amortization(EBITDA) = Net Income (Loss) Before Taxes + Depreciation + Interest expenses

Major Press Releases in FY2013

Date	Summary
February 7	AGC to voluntarily adopt International Financial Reporting Standards (IFRS)
February 21	AGC to set up a new chemical strengthening facility for large-sized Dragontrail™ in Japan
March 11	AGC invests in Triton Microtechnologies that owns cutting-edge via-fill technology
April 23	AGC to build a mega-solar power station in Ako, Hyogo prefecture
May 9	AGC to establish regional headquarters in Singapore
May 14	AGC's new AN Wizus™ glass substrate for high resolution displays achieves world's lowest level of thermal shrinkage
May 20	AGC to market self-adhesive glass for optical bonding that produces more vivid and clear display devices
June 6	AGC to provide world's first glass roofs for player benches at FIFA Confederations Cup Brazil 2013
June 6	AGC's proven high performance Fluon®ETFE Film used in world class stadium in Brazil
August 6	AGC to significantly boost output of Caustic Soda and Vinyl Chloride in Indonesia
October 10	AGC to build its third Chinese automotive glass plant at production unit in Suzhou
October 18	AGC's Brazil plant starts glass production
October 22	AGC automotive window glass products earn the Skin Cancer Foundation's seal of recommendation



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AGC 旭硝子株式会社

ASAHI GLASS CO., LTD.

〒100-8405 東京都千代田区丸の内一丁目5番1号 新丸の内ビルディング Shin-Marunouchi Bldg., 1-5-1 Marunouchi Chiyoda-ku, Tokyo 100-8405 Japan

問合わせ先:広報・IR室

Contact : Corporate Communications & Investor Relations

E-mail: investor-relations@agc.com

T E L : +81-(0)3-3218-5096 F A X : +81-(0)3-3201-5390

www.agc.com

