



## Press Release

### **AIS (ASAHI INDIA GLASS LTD.) ANNOUNCES AUDITED FINANCIAL RESULTS FOR THE FOURTH QUARTER AND THE YEAR ENDED 31<sup>ST</sup> MARCH, 2011**

**New Delhi, 16<sup>th</sup> May, 2011** - AIS (Asahi India Glass Ltd.), India's largest integrated glass Company announced its audited financial results for the fourth quarter and the year ended 31<sup>st</sup> March, 2011 at its Board Meeting held today.

The consolidated financial performance highlights for the year ended 31<sup>st</sup> March, 2011 are as follows -

- Net sales at Rs. 1557.73 crs , increased by 20.45% over the previous year
- Operating EBIDTA records a new high at 278.84 crs, increase of 12.11% over the previous year.
- Cash profit stand at Rs. 272.85 crs as against Rs. 248.84 crs in the previous year.
- Profit Before Tax (PBT) recorded at Rs. 27.99 crs as against a negative of Rs. 1.64 crs last year

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

<b>AIS - Financial Results for the fourth quarter ended 31<sup>st</sup> March, 2011</b>						
(Rs. Lakhs)						
<b>Particulars</b>	<b>(Standalone)</b>			<b>(Consolidated)</b>		
	<b>2011</b>	<b>2010</b>	<b>Change (%)</b>	<b>2011</b>	<b>2010</b>	<b>Change (%)</b>
Gross Sales	46,888	37,197	26.05	48,286	38,789	24.48
Net Sales	42,297	32,568	29.87	42,977	33,807	27.12
Operating EBIDTA	7,296	6,383	14.30	7,391	6,655	11.06
Cash Profit	7,089	6,403	10.71	7,150	6,675	7.12
Profit / (Loss) Before Tax	851	886	-	801	1002	-



AIS - Financial Results for the year ended 31 <sup>st</sup> March, 2011						
(Rs. Lakhs)						
Particulars	(Standalone)			(Consolidated)		
	2011	2010	Change (%)	2011	2010	Change (%)
Gross Sales	1,70,907	1,42,971	19.54	1,77,506	1,47,303	20.50
Net Sales	1,51,821	1,26,273	20.23	1,55,773	1,29,323	20.45
Operating EBIDTA	27,086	24,281	11.55	27,884	24,871	12.11
Cash Profit	26,521	24,294	9.17	27,285	24,884	9.65
Profit / (Loss) Before Tax	2,631	(179)	-	2,799	(164)	-

Speaking about the performance of AIS, Mr. Sanjay Labroo, MD & C.E.O., AIS said -

“There has been a significant improvement in the performance of AIS during FY 10-11, which to some extent, is reflected in the financial results approved by the Board at today’s meeting. However, higher than expected input inflation during the year, has progressively squeezed our margins considerably. Despite the higher inflation, we managed keep control some costs through our constant innovation, resulting in positive net sales realization. Usually, the impact of these improvements and innovations get reflected in the financial numbers with an expected time lag. Inflation and its resultant impact on the production and consumption cycles remain a cause of constant concern for us.

We are carefully executing all our brownfield expansions, with very cautious ‘time to market’ approach, balancing capacity expansions & capex with market demand & customer requirements, with the objective to maximize our offerings at optimal time and costs to our customers.

We are also in the process of launching several new ‘high performance & value-added’ products in most of our product categories, offering enhanced energy conservation and aesthetics. As a new product line, we are launching ‘premium window systems’ (‘AIS VUE’) as comprehensive product solutions for our customers.

After having achieved one leg of the integration of products, we are now directing our efforts to become a fully integrated solutions provider - from ‘design to delivery’ and ‘installation to service’.



**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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