



Press Release

**AIS (ASAHI INDIA GLASS) ANNOUNCES UNAUDITED  
FINANCIAL RESULTS FOR THE THIRD QUARTER AND THE  
NINE MONTHS ENDED DECEMBER, 2006.**

- Total sales and operating profit amount to Rs. 630 crores and Rs. 112 crores respectively for the nine months period.
- Hon'ble Governor of Uttarakhand formally inaugurates AIS's Plant at Roorkee, which is the largest integrated glass plant in the country.

**Monday, January 22, 2007, New Delhi** - AIS (Asahi India Glass Ltd.) India's largest glass company announced its unaudited financial results for the third quarter and the nine months ended 31<sup>st</sup> December, 2006 at its Board meeting held today at Roorkee, Uttarakhand.

AIS's total sales for the nine months were Rs. 629.99 crores. Operating Profit and Net Profit for this period were Rs. 112.04 crores and Rs. 33.16 crores respectively. Total sales for the third quarter were Rs. 219.84 crores. Operating Profit and Net Profit for this period were Rs. 36.56 crores and Rs. 13.36 crores respectively.

The financial performance is summarized below –

AIS						
Particulars	Third Quarter			Nine Months		
	2006	2005	Change (%)	2006	2005	Change (%)
Gross Sales	219.84	150.21	46.36	629.99	518.01	21.62
Operating Profit	36.56	26.79	36.47	112.04	88.02	27.29
Cash Profit	29.46	24.08	22.34	92.06	80.81	13.92
Net Profit	13.36	2.48	438.71	33.16	19.31	71.72

AIS (Consolidated)						
Particulars	Third Quarter			Nine Months		
	2006	2005	Change (%)	2006	2005	Change (%)
Gross Sales	226.15	153.19	47.63	647.60	525.10	23.33
Operating Profit	37.45	27.24	37.48	113.94	87.95	29.55
Cash Profit	30.32	24.51	23.71	93.88	80.68	16.37
Net Profit	13.92	2.89	381.66	34.75	19.45	78.66

His Excellency Shri Sudarshan Agarwal, the Hon'ble Governor of Uttarakhand today formally inaugurated AIS's Plant at Roorkee, which is the largest integrated glass plant in the country. The plant, which commenced commercial production from 1<sup>st</sup> January this year, has manufacturing facilities for float glass, reflective glass, mirror, automotive safety glass and architectural processed glass. The plant has been set up at a total cost of approx. Rs. 750 crores in a record period of 18 months.

Speaking on the occasion, Mr. Sanjay Labroo, MD&CEO, AIS said, "The commissioning of the Integrated Glass Plant, which is ahead of schedule, has been a proud moment for us. I compliment the entire team of the Float Glass unit for this feat. This plant is a strategic fit into our value chain strategy and will strengthen our competitiveness in the auto glass and the architectural glass value chain.

The results during this period have shown significant improvement and are as per our expectations. Key factors like reduced oil prices, better price realization for architectural glass, strong market growth in all our business segments have impacted the results positively. We expect these factors to prevail.

We are excited by the growth opportunities and are best positioned to gain from it."

## **About AIS:**

Asahi India Glass Ltd. (AIS) is a joint venture between the Labroo family, Asahi Glass Co. Ltd. of Japan, and Maruti Udyog 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, architectural processed glass and glass products. AIS has the following three operating business units – AIS Auto Glass, AIS Float Glass, 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 % in the Indian passenger car industry.

**AIS Float Glass** is the leading manufacturer of international quality float glass. Its market share will increase to 35 %, with the commissioning of the second float glass plant at Roorkee.

**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 like AIS STRONGLAS, AIS SECURITYGLAS and AIS ACOUSTICGLAS. It is also offering innovative products like windows, tabletops, partitions, shelves, shower cubicles, etc.

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