

## **ASAHI INDIA GLASS LIMITED**

Regd. Office: 12, Basant Lok, Vasant Vihar, New Delhi-110 057 Corp. Office: 5th floor, Tower-B, Global Business Park, Mehrauli Gurgaon Road, Gurgaon - 122 002 (Haryana)

## **UNAUDITED FINANCIAL RESULTS FOR THE** THIRD QUARTER AND THE NINE MONTHS ENDED 31<sup>ST</sup> DECEMBER, 2007

Segment-wise Revenue, Results and Capital Employed

(Rs. in Lakhs)

|       |                                   |  |                    |                    |   |                   |                                     |                    |                           |                      | (Rs. in Lakhs)    | , Se   | egment-wise  | Reve         |
|-------|-----------------------------------|--|--------------------|--------------------|---|-------------------|-------------------------------------|--------------------|---------------------------|----------------------|-------------------|--|--|--------------|
|       |                                   | AIS (Stand Alone)  |                    |                    |   |                   | AIS (Consolidated)                  |                    |                           |                      |                   |  |  |              |
| S.No. | Particulars                       | Third Quarter Ended, S1st December 31st December 31st December |                    |                    | Year Ended, Third Quarter Ended, 31st March 31st December |                   | Nine Months Ended,<br>31st December |                    | Year Ended,<br>31st March | S.No.                | Particulars       | rs Thi   |  |              |
|       |                                   | 2007<br>(Reviewed)   | 2006<br>(Reviewed) | 2007<br>(Reviewed) | 2006<br>(Reviewed)  | 2007<br>(Audited) | 2007<br>(Reviewed)                  | 2006<br>(Reviewed) | 2007<br>(Reviewed)        | 2006                 | 2007<br>(Audited) |  |  | 20<br>(Revie |
| 1     | Gross Turnover                    | 30,433   | 21,984             | 87,188             | 62,999  | 89,708            | 30,817                              | 22,615             | 87,600                    | (Reviewed)<br>64,760 | 91,897            | a.   | Information about                                      | (Kevie       |
|       | Net Turnover                      | 25,854   | 18,532             | 73,051             | 53,173  | 76,184            | 26,007                              | 18,724             | 73,155                    | 53,668               | 76,656            |  | Primary Business                                       |              |
| 2     | Other Income                      | 698  | 932                | 6,969              | 1,783   | 2,263             | 646                                 | 941                | 6,805                     | 1,810                | 2,284             | <u> </u>   | Segments   |              |
| 3     | Total Revenue                     | 26,552   | 19,464             | 80,020             | 54,956  | 78,447            | 26,653                              | 19,665             | 79,960                    | 55,478               | 78,940            | 1.   | Segment Revenue Automotive Glass                       | 12           |
| 4     | Total Expenditure                 | 22,051   | 15,172             | 62,749             | 43,555  | 61,961            | 22,168                              | 15,284             | 63,024                    | 43,886               | 62,310            |  | Float Glass  | 14           |
|       | a. (Increase)/Decrease in         | (3,322)  | (920)              | (6,331)            | (4,598)   | (6,511)           | (3,332)                             | (920)              | (6,366)                   | (4,598)              | (6,511)           |  | Others   | 1            |
|       | Stock-in-trade                    | (-,,   | (,                 | (-,,               | ( ,,,,,,  | (-,,              | (-,,                                | (,                 | (1,111)                   | ( ,, ,               | (-,,              |  |  | 28           |
|       | b. Materials Cost                 | 8,534  | 6,725              | 22,764             | 19,734  | 27,718            | 8,477                               | 6,725              | 22,664                    | 19,734               | 27,723            |  | Less : Inter-segment revenue                           | 1            |
|       | c. Power and Fuel                 | 6,429  | 2,875              | 17,485             | 9,269   | 14,159            | 6,442                               | 2,875              | 17,500                    | 9,269                | 14,159            |  | (net of excise duty)                                   |              |
|       | d. Stores and Spares Consumed     | 2,460  | 1,179              | 6,566              | 3,521   | 4,944             | 2,470                               | 1,179              | 6,583                     | 3,521                | 4,944             |  | Total  | 26           |
|       | e. Staff Cost                     | 1,877  | 1,369              | 5,690              | 4,018   | 5,563             | 1,964                               | 1,408              | 5,859                     | 4,139                | 5,717             | 2.   | Segment Result   | <u> </u>     |
|       | f. Other Expenditure              | 6,073  | 3,944              | 16,575             | 11,611  | 16,088            | 6,147                               | 4,017              | 16,784                    | 11,821               | 16,278            | l  | Automotive Glass Float Glass                           | 1            |
| 5     | Gross Profit before               | 4,501  | 4,292              | 17,271             | 11,401  | 16,486            | 4,485                               | 4,381              | 16,936                    | 11,592               | 16,630            |  | Others   |              |
|       | Depreciation, Interest and Tax    | ,,   | ,,,,,,,,           | ,                  | ,   | 10,100            | ,,,,,,                              | .,,501             | 10,000                    | 11,552               | 10,000            |  |  | 1            |
| 6     | Interest                          | 2,228  | 710                | 6,066              | 1,997   | 3,545             | 2,230                               | 713                | 6,075                     | 2,005                | 3,547             | Ш  | Less : Interest and                                    | 2            |
| 7     | Gross Profit after Interest but   | 2,273  | 3,582              | 11,205             | 9,404   | 12,941            | 2,255                               | 3,668              | 10,861                    | 9,587                | 13,083            | 1  | Financial Charges                                      | <u> </u>     |
| '     | before Depreciation and Tax       | 2,213  | 3,302              | 11,200             | 3,404   | 12,541            | 2,200                               | 3,000              | 10,001                    | 3,307                | 13,000            | 3.   | Total Capital Employed                                 | (            |
| 8     | Deferred Revenue Expenditure      |  | 3                  |                    | 9   | 12                | 1                                   | 4                  | 2                         | 11                   | 14                | 3.   | (Segment Assets-                                       |              |
| ľ     | Written off                       | -  | 3                  | -                  | "   | 12                | '                                   | 4                  |                           | ''                   | 14                |  | Segment Liabilities)                                   |              |
| 9     |                                   | 2.656  | 1 116              | 7 472              | 4.254   | 6 527             | 2 722                               | 1.450              | 7 570                     | 4 271                | 6.540             |  | Automotive Glass                                       | 55           |
|       | Depreciation/Amortisation         | 2,656  | 1,446              | 7,473              | 4,254   | 6,527             | 2,732                               | 1,452              | 7,570                     | 4,271                | 6,548             | <b> </b>   | Float Glass  | 100          |
| 10    | Impairment Loss/(Reversal)        | - (0)  | -                  | -                  | -   | 6                 | - (0)                               | - 40               | -                         | -                    | 6                 | <del>                                     </del> | Others Total   | (125,9       |
| 11    | Prior Period Adjustments (Net)    | (8)  | 12                 | 53                 | 3   | 72                | (8)                                 | 12                 | 53                        | 3                    | 72                | )  | Information about                                      | 1 30,        |
| 12    | Profit / (Loss) Before Tax        | (375)  | 2,121              | 3,679              | 5,138   | 6,324             | (470)                               | 2,200              | 3,236                     | 5,302                | 6,443             | -  | Secondary Business                                     |              |
| 13    | Provision for Taxation            |  |                    |                    |   |                   |                                     |                    |                           |                      |                   |  | Segments   |              |
|       | a. Current Tax                    | (29)   | 154                | 271                | 376   | 480               | (29)                                | 162                | 271                       | 392                  | 491               |  | Revenue by   |              |
|       | b. Deferred Tax Liability (Net)   | (127)  | 758                | 1,251              | 1,754   | 1,997             | (160)                               | 758                | 1,138                     | 1,754                | 1,997             | ├─   | Geographical Market                                    | 26           |
|       | c. Fringe Benefit Tax             | 31   | 23                 | 78                 | 65  | 87                | 31                                  | 24                 | 81                        | 69                   | 95                |  | Outside India  | 1,           |
|       | d. MAT Credit Entitlement         | 32   | (150)              | (266)              | (373)   | (474)             | 32                                  | (150)              | (266)                     | (373)                | (474)             |  |  | 28           |
| 14    | Income Tax Paid for Earlier Years | 33   | -                  | 33                 | -   | 26                | 33                                  | -                  | 33                        | -                    | 26                | ]  | Less : Inter-segment                                   | 1,           |
| 15    | Profit / (Loss) After Tax         | (315)  | 1,336              | 2,312              | 3,316   | 4,208             | (377)                               | 1,406              | 1,979                     | 3,460                | 4,308             |  | revenue  |              |
| 16    | Share of Profit of the Associates | -  | -                  | -                  | -   | -                 | 8                                   | 2                  | 44                        | 48                   | 47                | l⊢   | (net of excise duty)  Total                            | 26           |
| 17    | (Add)/Less : Minority Interest    | -  | -                  | -                  | -   | -                 | 4                                   | 16                 | (49)                      | 33                   | 23                | Notes  |  |              |
| 18    | Net Profit / (Loss)               | (315)  | 1,336              | 2,312              | 3,316   | 4,208             | (373)                               | 1,392              | 2,072                     | 3,475                | 4,332             | 1.   | The unaudited financial                                |              |
| 19    | Paid up Equity Share Capital      | 1,599  | 1,599              | 1,599              | 1,599   | 1,599             | 1,599                               | 1,599              | 1,599                     | 1,599                | 1,599             |  | The consolidated result<br>Investments in Associate    |              |
|       | (Face value of Re. 1/- each)      |  |                    |                    |   |                   |                                     |                    |                           |                      |                   |  | Provision for deferred to "Accounting for Taxes or     |              |
| 20    | Reserves (Excluding               | -  | -                  | -                  | -   | 26,512            | -                                   | -                  | -                         | -                    | 26,728            | 4.   | Pursuant to the Accoun                                 | ting Star    |
|       | revaluation reserves)             |  |                    |                    |   |                   |                                     |                    |                           |                      |                   |  | differences on borrowing gains on foreign exchange     |              |
| 21    | EPS - Basic and Diluted           | (0.20)   | 0.84               | 1.45               | 2.07  | 2.63              | (0.23)                              | 0.87               | 1.30                      | 2.17                 | 2.71              |  | During the quarter, 4 inventor The Board has approved  |              |
|       | (in Rs. not annualised)           |  |                    |                    |   |                   |                                     |                    |                           |                      |                   | l .  | a) Appointment of Mr.                                  |              |
| 22    | Aggregate of Non-Promoters'       |  |                    |                    |   |                   |                                     |                    |                           |                      |                   | 1  | 2008.<br>b) Appointment of Mr. /                       | Arvind Si    |
|       | Shareholding                      |  |                    |                    |   |                   |                                     |                    |                           |                      |                   |  | c) Re-appointment of I                                 | Mr. P. L. S  |
|       | - Number of Shares                | 71,566,078   | 71,140,902         | 71,566,078         | 71,140,902  | 71,211,578        |                                     |                    |                           |                      |                   | 7.   | Previous period figures h                              | nave bee     |
|       | (Face value of Re. 1/- each)      |  |                    |                    |   |                   |                                     |                    |                           |                      |                   | 1  |  |              |
|       | - Percentage of Shareholding      | 44.75  | 44.48              | 44.75              | 44.48   | 44.53             |                                     |                    |                           |                      |                   | Plac   | e : Gurgaon, Harya<br>ed : 22 <sup>™</sup> January, 20 | ına<br>ากด   |
|       | <u> </u>                          | L  | 1                  | 1                  | 1   | 1                 | 1                                   | 1                  | 1                         | I                    | I                 | Date   | :u ∶∠∠ January, ∠l                                     | 100          |

|          |                      |             | Al                    | S (Stand Alo | one)                  |                                       | AIS (Consolidated)                                |            |            |                           |           |  |  |
|----------|----------------------|-------------|-----------------------|--------------|-----------------------|---------------------------------------|---|------------|------------|---------------------------|-----------|--|--|
| S.No.    | Particulars          |             | rter Ended,<br>cember | Nine Mont    | ths Ended,<br>ecember | Year Ended,<br>31 <sup>st</sup> March | Third Quarter Ended,<br>31 <sup>st</sup> December |            | Nine Mont  | Year Ended,<br>31st March |           |  |  |
| '        |                      | 2007        | 2006                  | 2007         | 2006                  | 2007                                  | 2007  | 2006       | 2007       | 2006                      | 2007      |  |  |
| igsqcup  | <b></b>              | (Reviewed)  | (Reviewed)            | (Reviewed)   | (Reviewed)            | (Audited)                             | (Reviewed)  | (Reviewed) | (Reviewed) | (Reviewed)                | (Audited) |  |  |
| а.       | Information about    |             | '                     | 1            |                       |                                       |   |            |            |                           |           |  |  |
| !        | Primary Business     |             | '                     |              | !                     |                                       |   |            |            |                           |           |  |  |
| !        | Segments             |             |                       | L            |                       |                                       |   |            |            |                           |           |  |  |
| 1.       | Segment Revenue      |             |                       |              |                       |                                       |   |            |            |                           |           |  |  |
| <u></u>  | Automotive Glass     | 12,008      | 10,568                | 36,441       | 32,224                | 44,446                                | 12,008  | 10,568     | 36,441     | 32,223                    | 44,446    |  |  |
| '        | Float Glass          | 14,675      | 7,462                 | 43,712       | 19,608                | 30,058                                | 14,675  | 7,462      | 43,712     | 19,608                    | 30,058    |  |  |
|          | Others               | 1,388       | 1,783                 | 4,728        | 4,227                 | 5,541                                 | 1,720   | 2,455      | 4,976      | 6,114                     | 7,794     |  |  |
|          |                      | 28,071      | 19,813                | 84,881       | 56,059                | 80,045                                | 28,403  | 20,485     | 85,129     | 57,945                    | 82,298    |  |  |
| '        | Less : Inter-segment | 1,519       | 349                   | 4,861        | 1,103                 | 1,598                                 | 1,750   | 820        | 5,169      | 2,467                     | 3,358     |  |  |
| , '      | revenue              | , '         | '                     | 1            | !                     |                                       |   |            |            |                           |           |  |  |
|          | (net of excise duty) |             | '                     | 1            |                       |                                       |   |            |            |                           |           |  |  |
|          | Total                | 26,552      | 19,464                | 80,020       | 54,956                | 78,447                                | 26,653  | 19,665     | 79,960     | 55,478                    | 78,940    |  |  |
| 2.       | Segment Result       |             |                       |              |                       |                                       |   |            |            |                           |           |  |  |
|          | Automotive Glass     | 1,545       | 1,229                 | 6,480        | 4,085                 | 6,555                                 | 1,545   | 1,229      | 6,480      | 4,085                     | 6,555     |  |  |
| '        | Float Glass          | 173         | 902                   | 2,531        | 1,860                 | 2,200                                 | 173   | 902        | 2,531      | 1,860                     | 2,200     |  |  |
|          | Others               | 135         | 700                   | 734          | 1,190                 | 1,114                                 | 42  | 782        | 300        | 1,362                     | 1,235     |  |  |
|          |                      | 1,853       | 2,831                 | 9,745        | 7,135                 | 9,869                                 | 1,760   | 2,913      | 9,311      | 7,307                     | 9,990     |  |  |
|          | Less : Interest and  | 2,228       | 710                   | 6,066        | 1,997                 | 3,545                                 | 2,230   | 713        | 6,075      | 2,005                     | 3,547     |  |  |
| , ,      | Financial Charges    |             | '                     | 1            | '                     |                                       |   |            |            |                           |           |  |  |
|          | Total                | (375)       | 2,121                 | 3,679        | 5,138                 | 6,324                                 | (470)   | 2,200      | 3,236      | 5,302                     | 6,443     |  |  |
| 3.       | Capital Employed     |             |                       |              |                       |                                       |   |            |            |                           |           |  |  |
| , ,      | (Segment Assets-     |             | '                     | 1            | '                     |                                       |   |            |            |                           |           |  |  |
|          | Segment Liabilities) |             | '                     | 1            |                       |                                       |   |            |            |                           |           |  |  |
|          | Automotive Glass     | 55,736      | 45,713                | 55,736       | 45,713                | 48,797                                | 55,736  | 45,713     | 55,736     | 45,713                    | 48,797    |  |  |
|          | Float Glass          | 100,696     | 88,956                | 100,696      | 88,956                | 94,509                                | 100,696   | 88,956     | 100,696    | 88,956                    | 94,509    |  |  |
| l        | Others               | (125,909)   | (105,665)             | (125,909)    | (105,665)             | (114,595)                             | (125,933)   | (105,293)  | (125,933)  | (105,293)                 | (114,379) |  |  |
| [ ]      | Total                | 30,523      | 29,004                | 30,523       | 29,004                | 28,711                                | 30,499  | 29,376     | 30,499     | 29,376                    | 28,927    |  |  |
| b.       | Information about    | <del></del> |                       |              |                       |                                       |   |            |            |                           |           |  |  |
|          | Secondary Business   |             | '                     | 1            |                       |                                       |   |            |            |                           |           |  |  |
| '        | Segments             |             | '                     | 1            |                       |                                       |   |            |            |                           |           |  |  |
| H        | Revenue by           |             |                       |              |                       |                                       |   |            |            |                           |           |  |  |
| '        | Geographical Market  | , '         | '                     | 1            | !                     |                                       |   |            |            |                           |           |  |  |
|          | India                | 26,149      | 18,689                | 78,625       | 53,369                | 75,618                                | 26,481  | 19,361     | 78,873     | 55,255                    | 77,871    |  |  |
| $\vdash$ | Outside India        | 1,922       | 1,124                 | 6,256        | 2,690                 | 4,427                                 | 1,922   | 1,124      | 6,256      | 2,690                     | 4,427     |  |  |
| $\vdash$ |                      | 28,071      | 19,813                | 84,881       | 56,059                | 80,045                                | 28,403  | 20,485     | 85,129     | 57,945                    | 82,298    |  |  |
| H        | Less : Inter-segment | 1,519       | 349                   | 4,861        | 1,103                 | 1,598                                 | 1,750   | 820        | 5,169      | 2,467                     | 3.358     |  |  |
| '        | revenue              | .,          |                       | 1,,55        | ',''-                 | ,,,,,,                                | ,,,   |            | 5,         |                           | 5,551     |  |  |
| '        | (net of excise duty) |             | '                     | 1            |                       |                                       |   |            |            |                           |           |  |  |
| $\vdash$ | Total                | 26,552      | 19,464                | 80,020       | 54,956                | 78,447                                | 26,653  | 19,665     | 79,960     | 55,478                    | 78,940    |  |  |
| Natas    |                      |             | 10,70                 | 00,020       | 04,000                | 10,771                                | 20,000  | 10,000     | 10,000     | 00,710                    | 70,040    |  |  |

- s, duly reviewed by the Audit Committee, have been approved by the Board of Directors at its meeting held on 22" January, 2008.

  e been prepared in accordance with the Accounting Standards AS-21 "Consolidated Financial Statements" and the AS-23 "Accounting for consolidated Financial Statements" issued by the Institute of Chartered Accountants of India.
- lity for the third quarter and the nine month's ended 31st December, 2007 has been made in accordance with the Accounting Standard AS-22, ne" issued by the Institute of Chartered Accountants of India.
- tandard AS-11 "The Effects of changes in Foreign Exchange Rates" issued by the Institute of Chartered Accountants of India, all exchange bilities incurred for acquisition of fixed assets are recognised in the Profit & Loss Account. "Other Income" includes Rs. 6541 Lakhs on account of tuations for the nine months ended 31st December, 2007.
- omplaints were received, which were attended to by the Company. No complaint was pending at the end of the quarter.
- o Nakanishi as Director on the Board of Directors of AIS in place of Mr. Jagdish Khattar as nominee of Maruti Suzuki India Ltd. w.e.f. 2<sup>nd</sup> January,
- Singh, Whole-time Director as member of Audit Committee in place of Mr. Jagdish Khattar.
- . Safaya as Whole-time Director for a term of 5 years w.e.f. 5th March, 2008.
- een regrouped / recast, wherever necessary, to correspond to current period classification.

For & on behalf of the Board of Directors

www.asahiindia.com

Sanjay Labroo Managing Director & Chief Executive Officer