

FY2016 First Quarter consolidated financial result highlights

	pages
I . Overview of Consolidated financial Results	... 1
II . Summary of Consolidated Q1 FY2016 financial Results Forecast of FY2016 Consolidated Net Sales and Operating Income	... 2
III . Order Intake and Net Sales by products / Sanwa Shutter	... 4

July 29, 2016
Sanwa Holdings Corporation

I . Overview of Consolidated Results

	FY2015											FY2016										
	1Q			2Q		Half Year			Full Year			1Q			2Q(F)		Half Year(F)			Full Year(F)		
	(\$ 119.23 €132.62)	profit ratio	Y/Y		Y/Y	(\$ 120.48 €133.83)	profit ratio	Y/Y	(\$ 121.03 €133.69)	profit ratio	Y/Y	(\$ 115.72 €127.99)	profit ratio	Y/Y		Y/Y	(\$ 110.00 €125.00)	profit ratio	Y/Y	(\$ 110.00 €125.00)	profit ratio	Y/Y
Net Sales	66,884		8.2	94,042	11.2	160,926		9.9	365,615		7.8	68,602		2.6	95,397	1.4	164,000		1.9	367,000		0.4
[assumed forex rate same as the previous year]			[3.8]									[69,820]		[4.4]			[170,534]		[6.0]	[381,317]		[4.3]
Sanwa Shutter	26,928		2.3	48,999	7.4	75,928		5.5	180,157		6.3	27,084		0.6	52,015	6.2	79,100		4.2	187,000		3.8
Japanese Subsidiaries	5,379		-0.3	7,604	10.8	12,984		5.9	30,822		5.9	5,615		4.4	8,354	9.9	13,970		7.6	32,540		5.6
ODC (U.S.A.)	\$203,763 24,294		2.5 19.2	\$222,470 27,057	-2.1 16.9	\$426,234 51,352		0.1 18.0	\$909,573 110,085		-1.7 11.8	\$212,862 24,632		4.5 1.4	\$242,137 25,417	8.8 -6.1	\$455,000 50,050		6.7 -2.5	\$975,000 107,250		7.2 -2.6
Novoferm (Europe)	€ 88,277 11,707		12.1 6.0	€ 94,078 12,697	19.1 15.3	€ 182,355 24,404		15.6 10.6	€398,902 53,329		12.0 6.7	€ 101,745 13,022		15.3 11.2	€ 98,254 11,977	4.4 -5.7	€ 200,000 25,000		9.7 2.4	€410,000 51,250		2.8 -3.9
Operating Income	-1,161	-1.7	<->	7,212	9.8	6,051	3.8	-15.3	26,870	7.3	2.0	-110	-0.2	+1,051	7,110	-1.4	7,000	4.3	15.7	28,200	7.7	4.9
[assumed forex rate same as the previous year]												[-78]		[+1,083]			[7,226]		[19.4]	[29,091]		[8.3]
Sanwa Shutter	-245	-0.9	<->	5,846	20.3	5,601	7.4	6.9	18,674	10.4	6.6	-486	-1.8	-241	5,786	-1.0	5,300	6.7	-5.4	19,000	10.2	1.7
Japanese Subsidiaries	-83	-1.6	<->	475	16.2	392	3.0	-12.5	1,758	5.7	4.5	-98	-1.7	-14	463	-2.5	365	2.6	-6.9	1,970	6.1	12.0
ODC (U.S.A.)	-\$1,083 -129		<-> -0.5	\$9,044 1,088	-29.3 -16.7	\$7,960 959		-48.6 1.9	\$52,747 6,383		-10.9 1.3	\$6,664 771		+7,747 +900	\$11,335 1,208	25.3 11.1	\$18,000 1,980		126.1 106.4	\$69,000 7,590		30.8 18.9
Novoferm (Europe)	-€2,477 -328		<-> -2.8	€ 1,576 207	239.3 218.1	-€901 -120		<-> -0.5	€12,561 1,679		17.2 3.1	€1,853 237		+4,331 +565	€ 2,346 287	48.9 38.4	€ 4,200 525		<+> 2.1	€15,000 1,875		19.4 11.7
Current Income	-1,298	-1.9	<->	6,939	7.2	5,640	3.5	-17.4	26,161	7.2	0.7	-184	-0.3	+1,114	6,534	-5.8	6,350	3.9	12.6	27,500	7.5	5.1
[assumed forex rate same as the previous year]												[-154]		[+1,144]			[6,543]		[16.0]	[28,329]		[8.3]
Sanwa Shutter	-193	-0.7	<->	5,881	18.6	5,688	7.5	4.7	18,852	10.5	3.3	-464	-1.7	-271	5,864	-0.3	5,400	6.8	-5.1	19,150	10.2	1.6
Japanese Subsidiaries	-71	-1.3	<->	476	13.7	405	3.1	-14.5	1,803	5.9	3.7	-89	-1.6	-17	474	-0.6	385	2.8	-5.0	2,010	6.2	11.4
ODC (U.S.A.)	-\$1,793 -213		<-> -0.9	\$7,989 960	-38.0 -27.0	\$6,196 746		-59.2 1.5	\$49,605 6,003		-13.7 5.5	\$6,696 774		+8,489 +988	\$9,103 963	13.9 0.3	\$15,800 1,738		155.0 132.8	\$64,500 7,095		30.0 6.6
Novoferm (Europe)	-€2,387 -316		<-> -2.7	€792 103	58.2 46.2	-€1,595 -213		<-> -0.9	€11,053 1,477		5.8 0.8	€1,465 187		+3,852 +504	€ 1,634 199	106.4 93.9	€ 3,100 387		<+> 1.5	€13,500 1,687		22.1 3.3
Other Affiliates	-115		<+>	23	<+>	-91		<+>	-176		<+>	-102		+12	-198	<->	-301		<->	0		<+>
Net Income	-1,195	-1.8	<->	4,421	35.0	3,226	2.0	-1.8	14,627	4.0	13.8	-490	-0.7	+704	3,590	-0.2	3,100	1.9	-3.9	16,700	4.6	14.2
[assumed forex rate same as the previous year]												[-473]		[+721]			[3,184]		[-1.3]	[17,199]		[17.6]
Sanwa Shutter	-248	-0.9	<->	4,034	30.1	3,786	5.0	10.8	12,808	7.1	9.1	-335	-1.2	-87	3,915	-2.9	3,580	4.5	-5.5	12,840	6.9	0.2
Japanese Subsidiaries	-98	-1.8	<->	373	29.1	275	2.1	0.5	1,203	3.9	22.9	-138	-2.5	-40	343	-8.0	205	1.5	-25.5	1,315	4.0	9.2
ODC (U.S.A.)	-\$1,324 -157		<-> -0.7	\$5,057 607	-37.4 -26.4	\$3,733 449		-61.8 0.9	\$30,857 3,734		-14.9 3.4	\$4,383 507		+5,708 +665	\$4,116 427	-18.6 -29.6	\$8,500 935		127.7 107.9	\$41,000 4,510		32.9 20.8
Novoferm (Europe)	-€1,957 -259		<-> -2.2	€ 228 28	<+> <+>	-€1,729 -231		<+> -0.9	€5,961 796		57.9 1.5	€314 40		+2,271 +299	-€914 -115	<-> <->	-€600 -75		<+> -0.3	€5,400 675		-9.4 1.3
Other Affiliates	-115		<+>	23	<+>	-91		<+>	-176		<+>	-102		+12	-198	<->	-301		<->	0		<+>

1) The relevant financial periods for each entity are as follows:
 Sanwa Shutter & Japanese Subsidiaries:
 ODC & Novoferm:

1Q
Apr.1 to Jun.30
Jan.1 to Mar.31

First Half
Apr.1 to Sep.30
Jan.1 to Jun.30

Full Year
Apr.1 to Mar.31 following year
Jan.1 to Dec.31

2) Figures are round off. <+> is for increase, <-> is for decrease from the previous year.

3) Figure by entities are before consolidation adjustment and do not add up to total.

4) Forex rate is term average.

5) Figures in FY2016 1Q indicates increase rates for sales and increase/decrease amounts for incomes.

II. Summary of Consolidated cumulative Q1 FY2016 Results

summary	■ Net sales increased in all areas(Japan, US and Europe). Overhead Door(USA) and Novoferm(Europe) net sales have gotten off to a good start but growth rates on Japanese-yen basis were stated downwards due to appreciation of yen. ■ Consolidated operating income showed great improvement thanks to favorable US & Europe businesses, both ODC and NF turned into black, partially offset by decline in Japanese business due mainly to incurred anticipatory investment and increased SG&A costs.
Net Sales	■ Consolidated net sales increased by 2.6% or 1.7 billion yen vs. Q1 2015(if FY2015 currency rate applied, it would have increased by 4.4% or 2.9 billion yen). Japan : Increased by 1.2% vs. Q1 2015. Sanwa Shutter increased by 0.6%.The products mainly used for factories and warehouses increased, whereas, the products mainly used for retail stores, schools, and medical facilities decreased. By products, heavy-duty shutters increased by 5.9%, partitions increased by 7.8%, and lightweight shutters increased by 3.1%, but building & condominium doors decreased by 5.1%. Maintenance & Repair business increased by 6.1% but there was no effects of legal inspection of fire prevention equipment since it was introduced in June, 2016. Japanese subsidiaries total, except Sanwa Shutter, increased by 4.4%. Sanwa Tajima increased considerably by 35%, Showa Front decreased by 2.4% due to weakening of retail store construction. USA(ODC) : Increased by 4.5% vs. Q1 2015 on a local currency basis. Door sales(Access Systems Division) increased by 6.9%. Garage door increased significantly by 15.1% and commercial door increased by 4.1%. Install & Service increased slightly by 0.5%, due to strong performance at U.S sales center, partially offset by unfavorable Canadian business(CDS) affected by declining Canada dollar. Automatic doors and Truck doors decreased by 2.8% and 0.3%, respectively. Europe(NF) : Increased significantly by 15.3% vs. Q1 2015 on a local currency basis. By products, Hinge Door increased by 14.1% with recovering from production trouble occurred in 2015. Garage Door increased by 12.0% driven mainly by strong sales in Germany and France. Industrial Door also increased by 7.4% driven by strong sales mainly used for distribution centers and favorable cross-selling initiatives with Alpha.
Operating Income	■ Consolidated operating income increased by 1.05 billion yen vs. Q1 2015 (if 2015 currency rate applied, it would have increased by 1.08 billion vs. Q1 2015). Japan : Sanwa Shutter decreased by 0.24 billion yen. Gross profit increased by 0.16 billion but SG&A costs (mainly personnel cost) increased by 0.4 billion. But the result was within anticipated. Japanese subsidiaries total, except Sanwa Shutter, decreased slightly by 0.01 billion. USA(ODC) : Increased by \$7.7M vs. Q1 2015 on a local currency basis due to volume increase and steel price decrease. Europe(NF) : Increased by 4.3M Euro vs. Q1 2015 on a local currency basis due mainly to sales volume increase and SG&A cost reduction efforts.
Current Income	■ Consolidated current income improved significantly by 1.11billion yen vs. Q1 2015. Non-operating profit increased by 0.06 billion yen due mainly to improvement of profit of equity method affiliates, and financial revenue, as well as currency exchange gain in US business.
Profit attributable to owners of the parent	■ Profit attributable to owners of the parent increased by 0.70 billion yen vs. Q1 2015. Extraordinary loss increased by 0.08 billion yen due to recorded the restructuring costs of Novoferm.

Forecast of FY2016 Consolidated Net Sales and Operating Income

summary	■The company maintains its forecast (both 1st half and full year) from those announced on May 13, 2016.
Net Sales	■It is expected that Japanese business will achieve its sales forecast and net sales for both US and EU business will be higher than last year on a local currency basis. Japan : Expected to achieve its forecast since Sanwa Shutter's order backlog for commercial building products has been growing and sales team focusing on ensuring short-time projects (completed within FY2016) USA(ODC) : Expected to achieve its forecast on a local currency basis driven mainly by great recovery of Garage Door sales and consistent Commercial Door sales, partially offset by weakening Operator sales. Europe(NF) : Hinge Door's order volume for large buildings and Garage Door in mainly Germany & France will continue to be favorable. Industrial Door will exceed its forecast on a local currency basis due to favorable of Alpha and the effect of Norsud acquisition. The effects of Brexit is limited ,and is not expected to have a material impact .
Operating Income	■It is expected that Japanese business keep up with the forecast, and both US and EU business achieve increase of profit as forecast. Japan : Maintains its forecast since Sanwa Shutter expects to increase sales volume and realize price adjustment effect after Q2 2016, covering the increase in installation costs and personnel costs (those are within expectation). USA(ODC) : Maintains its forecast on a local currency basis since it expects to increase sales volume on core business such as Door, with favorable material cost impact. Europe(NF) : Maintains its forecast driven by the favorable developments in each business and cost reduction by business restructuring efforts.

III. Order Intake and Net Sales by products / Sanwa Shutter

		FY2015												FY2016											
		1Q				Half Year				Full Year				1Q				Half Year(F)				Full Year(F)			
		Order Intake	% to total	Sales	% to total	Order Intake	% to total	Sales	% to total	Order Intake	% to total	Sales	% to total	Order Intake	% to total	Sales	% to total	Order Intake	% to total	Sales	% to total	Order Intake	% to total	Sales	% to total
Rolling Shutters	Lightweight	<1.5> 6,732	14.7	<2.4> 5,943	22.1	<4.4> 13,775	15.0	<3.1> 13,097	17.2	<4.3> 27,628	14.7	<6.7> 27,767	15.4	<4.5> 7,032	15.1	<3.1> 6,126	22.6	<2.4> 14,100	14.8	<5.4> 13,800	17.4	<3.2> 28,500	14.2	<2.3> 28,400	15.2
	Heavy-duty	<4.3> 9,093	19.9	<-2.3> 4,747	17.6	<2.8> 17,593	19.1	<5.6> 14,761	19.4	<0.4> 35,851	19.1	<7.4> 34,795	19.3	<-2.0> 8,914	19.1	<5.9> 5,028	18.6	<3.4> 18,200	19.1	<3.6> 15,300	19.3	<8.8> 39,000	19.5	<6.6> 37,100	19.8
	Sub Total	<3.1> 15,826	34.6	<0.3> 10,691	39.7	<3.5> 31,369	34.1	<4.4> 27,859	36.7	<2.1> 63,479	33.8	<7.1> 62,563	34.7	<0.8> 15,946	34.2	<4.3> 11,154	41.2	<3.0> 32,300	33.8	<4.5> 29,100	36.8	<6.3> 67,500	33.7	<4.7> 65,500	35.0
Shutter-related Products	Overhead Doors	<12.4> 1,656	3.6	<1.8> 1,115	4.1	<8.0> 3,193	3.5	<-0.5> 2,708	3.6	<7.4> 6,588	3.5	<6.1> 6,384	3.5	<3.7> 1,718	3.7	<15.7> 1,290	4.8	<0.2> 3,200	3.4	<7.1> 2,900	3.7	<3.2> 6,800	3.4	<3.4> 6,600	3.5
	Others	3,136	6.9	1,623	6.0	6,038	6.6	4,706	6.2	12,132	6.5	11,777	6.5	2,870	6.2	1,884	7.0	6,200	6.5	5,200	6.6	12,200	6.1	12,000	6.4
	Sub Total	<13.6> 4,793	10.5	<1.2> 2,738	10.2	<10.9> 9,232	10.0	<3.3> 7,414	9.8	<6.8> 18,720	10.0	<9.4> 18,162	10.1	<-4.3> 4,588	9.8	<15.9> 3,174	11.7	<1.8> 9,400	9.8	<9.2> 8,100	10.2	<1.5> 19,000	9.5	<2.4> 18,600	9.9
Doors	Comm. Bldgs/ Condominiums	<-2.1> 14,538	31.8	<-5.1> 5,366	19.9	<1.6> 29,228	31.8	<1.3> 20,544	27.1	<4.5> 59,749	31.8	<-0.8> 53,729	29.8	<2.0> 14,822	31.8	<-5.1> 5,094	18.8	<4.4> 30,500	31.9	<1.7> 20,900	26.4	<7.8> 64,400	32.2	<4.4> 56,100	30.0
	Residential	<13.6> 883	1.9	<13.6> 881	3.3	<15.5> 1,868	2.0	<15.6> 1,868	2.5	<14.3> 3,908	2.1	<14.4> 3,909	2.2	<10.5> 976	2.1	<10.2> 971	3.6	<1.7> 1,900	2.0	<1.7> 1,900	2.4	<2.3> 4,000	2.0	<2.3> 4,000	2.1
	Sub Total	<-1.3> 15,421	33.7	<-2.8> 6,248	23.2	<2.3> 31,097	33.8	<2.3> 22,413	29.5	<5.0> 63,657	33.9	<0.1> 57,638	32.0	<2.4> 15,798	33.9	<-2.9> 6,066	22.4	<4.2> 32,400	33.9	<1.7> 22,800	28.8	<7.4> 68,400	34.1	<4.3> 60,100	32.1
Window-related Products		<-5.2> 1,990	4.3	<-4.1> 1,978	7.3	<-6.1> 4,091	4.4	<-5.3> 4,091	5.4	<-5.0> 8,293	4.4	<-4.5> 8,318	4.6	<-1.5> 1,960	4.2	<-3.6> 1,907	7.0	<5.1> 4,300	4.5	<5.1> 4,300	5.4	<7.3> 8,900	4.4	<7.0> 8,900	4.8
Exterior Fittings		<7.9> 1,060	2.3	<7.2> 875	3.2	<16.8> 2,331	2.5	<13.7> 2,117	2.8	<16.2> 4,791	2.6	<17.0> 4,658	2.6	<8.2> 1,147	2.5	<11.4> 974	3.6	<8.1> 2,520	2.6	<19.5> 2,530	3.2	<7.3> 5,140	2.6	<10.6> 5,150	2.8
Others	Partitions	<12.6> 2,914	6.4	<16.8> 1,322	4.9	<10.4> 6,276	6.8	<10.6> 4,381	5.8	<9.0> 12,474	6.6	<15.9> 11,884	6.6	<10.2> 3,211	6.9	<7.8> 1,425	5.3	<8.3> 6,800	7.1	<5.0> 4,600	5.8	<12.2> 14,000	7.0	<1.0> 12,000	6.4
	Stainless-Steel Entrances	<2.0> 1,303	2.8	<49.0> 636	2.4	<-27.7> 2,652	2.9	<16.0> 2,236	2.9	<-11.2> 6,206	3.3	<9.8> 6,094	3.4	<25.1> 1,631	3.5	<-10.7> 568	2.1	<5.6> 2,800	2.9	<11.8> 2,500	3.2	<3.1> 6,400	3.2	<1.7> 6,200	3.3
	Aluminum Fronts	<137.8> 390	0.9	<60.6> 171	0.6	<-79.2> 818	0.9	<-129.6> 827	1.1	<-47.9> 1,711	0.9	<80.3> 1,728	1.0	<28.4> 501	1.1	<35.8> 232	0.9	<10.0> 900	0.9	<8.7> 900	1.1	<11.0> 1,900	0.9	<-9.9> 1,900	1.0
	Automatic door oprator	<1.3> 648	1.4	<13.1> 517	1.9	<2.8> 1,397	1.5	<14.2> 1,349	1.8	<1.8> 2,899	1.5	<10.5> 2,966	1.6	<-2.9> 667	1.4	<2.0> 528	1.9	<8.0> 1,510	1.6	<7.4> 1,450	1.8	<7.6> 3,120	1.6	<-2.5> 3,040	1.6
	Others	1,400	3.1	1,749	6.5	2,681	2.9	3,236	4.3	5,536	2.9	6,142	3.4	1,202	2.6	1,051	3.9	2,570	2.7	2,820	3.6	5,940	3.0	5,610	3.0
	Sub Total	<17.0> 6,658	14.6	<20.7> 4,397	16.3	<5.3> 13,826	15.0	<20.3> 12,031	15.8	<7.1> 28,828	15.4	<19.5> 28,815	16.0	<8.3> 7,214	15.5	<-13.4> 3,806	14.1	<5.5> 14,580	15.3	<2.0> 12,270	15.5	<8.8> 31,360	15.7	<-0.2> 28,750	15.4
Total		<4.0> 45,750	100.0	<2.3> 26,928	100.0	<3.9> 91,948	100.0	<5.5> 75,928	100.0	<4.2> 187,771	100.0	<6.3> 180,157	100.0	<2.0> 46,656	100.0	<0.6> 27,084	100.0	<3.9> 95,500	100.0	<4.2> 79,100	100.0	<6.7> 200,300	100.0	<3.8> 187,000	100.0
Commercial Building Materials		<3.2> 29,774	65.1	<1.4> 12,636	46.9	<2.7> 59,189	64.4	<5.8> 44,145	58.1	<3.8> 120,539	64.2	<5.6> 112,268	62.3	<0.9> 30,040	64.4	<2.3> 12,932	47.7	<4.2> 61,700	64.6	<3.3> 45,600	57.6	<7.0> 129,000	64.4	<3.5> 116,200	62.1
Shop-related Materials		<5.8> 5,743	12.6	<3.4> 4,709	17.5	<7.5> 11,614	12.6	<6.2> 10,873	14.3	<5.8> 23,163	12.3	<9.8> 23,310	12.9	<3.6> 5,948	12.7	<3.1> 4,855	17.9	<0.7> 11,700	12.3	<4.8> 11,400	14.4	<1.0> 23,400	11.7	<0.4> 23,400	12.5
Residential Housing Materials		<1.6> 4,114	9.0	<1.6> 3,908	14.5	<3.9> 8,670	9.4	<3.4> 8,453	11.1	<4.4> 17,805	9.5	<4.7> 17,693	9.8	<2.8> 4,230	9.1	<2.2> 3,995	14.8	<3.8> 9,000	9.4	<6.5> 9,000	11.4	<5.0> 18,700	9.3	<5.7> 18,700	10.0
Maintenance & Repair		<7.2> 5,236	11.4	<2.3> 4,464	16.6	<5.0> 10,843	11.8	<3.2> 10,208	13.4	<6.0> 23,046	12.3	<6.1> 22,904	12.7	<9.6> 5,740	12.3	<6.1> 4,737	17.5	<6.1> 11,500	12.0	<10.7> 11,300	14.3	<11.1> 25,600	12.8	<10.9> 25,400	13.6
Others		<17.0> 881	1.9	<9.8> 1,209	4.5	<14.1> 1,629	1.8	<18.1> 2,246	3.0	<-3.4> 3,216	1.7	<18.6> 3,979	2.2	<-20.9> 697	1.5	<-53.5> 562	2.1	<-1.8> 1,600	1.7	<-19.9> 1,800	2.3	<11.9> 3,600	1.8	<-17.1> 3,300	1.8
		Amount				Amount				Amount				Amount				Amount				Amount			
Outstanding Order Intake		88,777				86,265				78,172				96,788				94,372				91,272			
Work-in-process		23,753				21,527				15,129				23,348				23,500				18,500			

1) < >=2% year on year 2) Outstanding Order Intake = Unordered, unpurchased and work-in-process 3)Figures by prods are slighting revised due to availability of finer breakdown of Maintenance per product