Q1 Results for the Fiscal Year Ending March 31, 2017 (IFRS)

(From April 1, 2016 to June 30, 2016)

TSE Code: 5938

LIXIL Group Corporation

August 8, 2016

LIXIL Link to Good Living

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Q1 FYE2017 Financial Results Summary (IFRS)



LIXIL Water Technology (LWT)



LIXIL Housing Technology (LHT)



LIXIL Building Technology (LBT)



LIXIL Kitchen Technology (LKT)



LIXIL Japan Company (LJC)



Distribution and Retail Business (D&R)



Housing and Services Business (H&S)

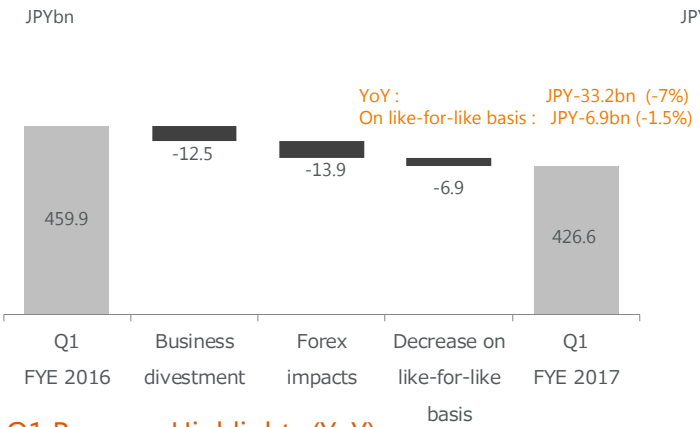
LIXIL Group Q1 Highlights (1)

Flat Core Earnings YoY but ahead of internal budget/ Significant Increase in Net Profit

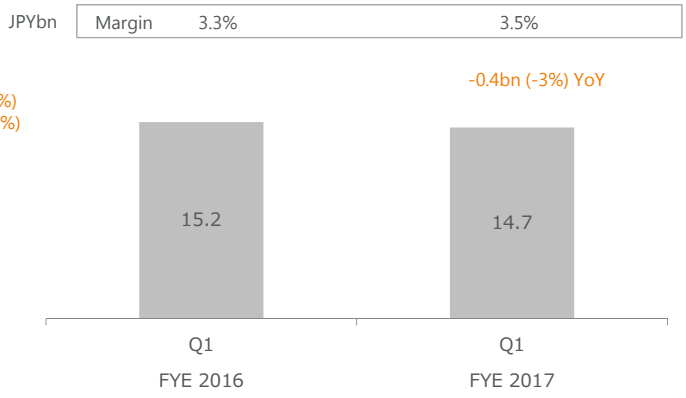
- ✓ Revenue decreased by 7% YoY to JPY 426.6bn due to divesture of non-core businesses (-3pp), change in forex (-3pp), project delays of LBT and others.
- ✓ Core earnings decreased by JPY 0.4bn (-3%) YoY to JPY14.7bn. While overseas business showed significant growth (2.7x) YoY driven by LWT, overall CE decreased slightly due to the increase in SG&A related to marketing cost in Japan and delay in new-product launches, though overall progress was more than expected.
- ✓ Achieved significant increase in operating profit (+39%) YoY to JPY14.5bn due to the absence of one-off losses that were posted in previous year
- ✓ Profit attributable to owners of the parent amounted to JPY 11.6bn, an increase of JPY 44.3bn due to the absence of one-off losses that were posted in previous year and positive impact from forex movement.
- ✓ Undertaking continuous steps aiming to establish a simple and flat organization
- ✓ Passed resolution to make GROHE a wholly owned subsidiary (Expected on September 30)
- ✓ Continue to pursue streamlining of business portfolio started last fiscal year (Expected sales of Hivic business at the end of August)

LIXIL Group Q1 Highlights (2)

Revenue



Core Earnings (CE)



Q1 Revenue Highlights (YoY)

- 1.5% decrease on like-for-like basis
  - Main factors for the decrease in revenue: project delays of LBT and absence of positive effect from eco-points
  - Positive contribution from LWT overseas and LKT

Q1 CE Highlights (YoY)

- Significant contribution from LWT overseas as well as improvement in other overseas businesses. Profitability improvement is on track
  - LWT overseas: JPY+4.8bn (x2.1)
  - Other overseas business (+0.4bn)
  - CE in Japan decreased by JPY4.9bn due to the increased SGA related to marketing cost and delay in new product launch which offset the improvement in gross profit

Q1 Consolidated Business Results

Profitability improved on all levels

JPYbn	Q1 FYE2016 Results	Q1 FYE2017 Results	YoY Increase/(Decrease) Amount	%
Revenue	459.9	426.6	-33.2	-7.2%
Gross Profit	130.6	132.2	1.6	1.2%
(%)	28.4%	31.0%	-	+2.6
Core Earnings(1)	15.2	14.7	-0.4	-2.8%
(%)	3.3%	3.5%	-	+0.2
Operating Profit	10.5	14.5	4.0	38.7%
(%)	2.3%	3.4%	-	+1.1
Net Profit(2)	-32.7	11.6	44.3	-
EPS (yen)	-114	41	155	-
EBITDA(3)	30.3	29.7	-0.5	-1.7%
(%)	6.6%	7.0%	-	+0.4

- Further details for Q1 FYE2017

<Gross profit margin>
28.4% ⇒ 31.0%: 2.6pp improvement

<Operating profit>
JPY4bn increase due to the absence of one-off losses such as Joyou related costs and others which were posted in Q1 FYE2016

<Net profit>
JPY44.3bn increase due to the absence of one-off losses such as allowance for loss on guarantees with respect to the liabilities, foreign exchange losses and others

(1) "Core earnings" is equivalent to "Operating profit" of JGAAP
(2) Profit attributable to owners of the parent
(3) EBITDA: Core earnings + Depreciation

Committed to Continued Improvement of FCF

Net Debt Position

JPYbn	(A) Mar 2016	(B) Jun 2016	(B)-(A)
Cash and Equivalents	129.6	144.0	14.3
Interest-bearing Debt	827.1	821.2	-5.9
Net Interest-bearing Debt	697.4	677.2	-20.2
Total Assets	2,130.1	2,051.8	-78.3
Equity Ratio(%)(1)	24.6	23.7	-0.9

Working Capital & Capex

JPYbn	(A) Q1 FYE 2016	(B) Q1 FYE 2017	(B)-(A)
Net Working Capital	1.4	0.3	-1.1
Depreciation	15.1	15.0	-0.1
Capex	-12.2	-16.0	-3.8
Other	60.6	13.6	-47.0
Free Cash Flow	64.8	12.9	-51.9
Normalized Free Cash Flow (2)	*23.2*	*12.2*	*-11.0*

- Total assets decreased by JPY78.3bn
  <Major items>
  - Account receivables decreased 24.4bn due to seasonal factors and impact from forex
  - Non-current assets incl. forex impact decreased JPY52.7bn
- Decrease in equity ratio(1) mainly due to decrease in exchange differences on translation of foreign operations (33.4bn)
- Net D/E ratio 139%
  (beginning of the fiscal year 133%)

- Positive FCF sustained
- Normalized FCF, adjusted for one-off proceeds and payments declined JPY 11bn due to the increase in capex and purchase of intangible assets

(1) Ratio of equity attributable to owners of the parent
(2) Cash flows from operating activities excluding one-off impact – Capex

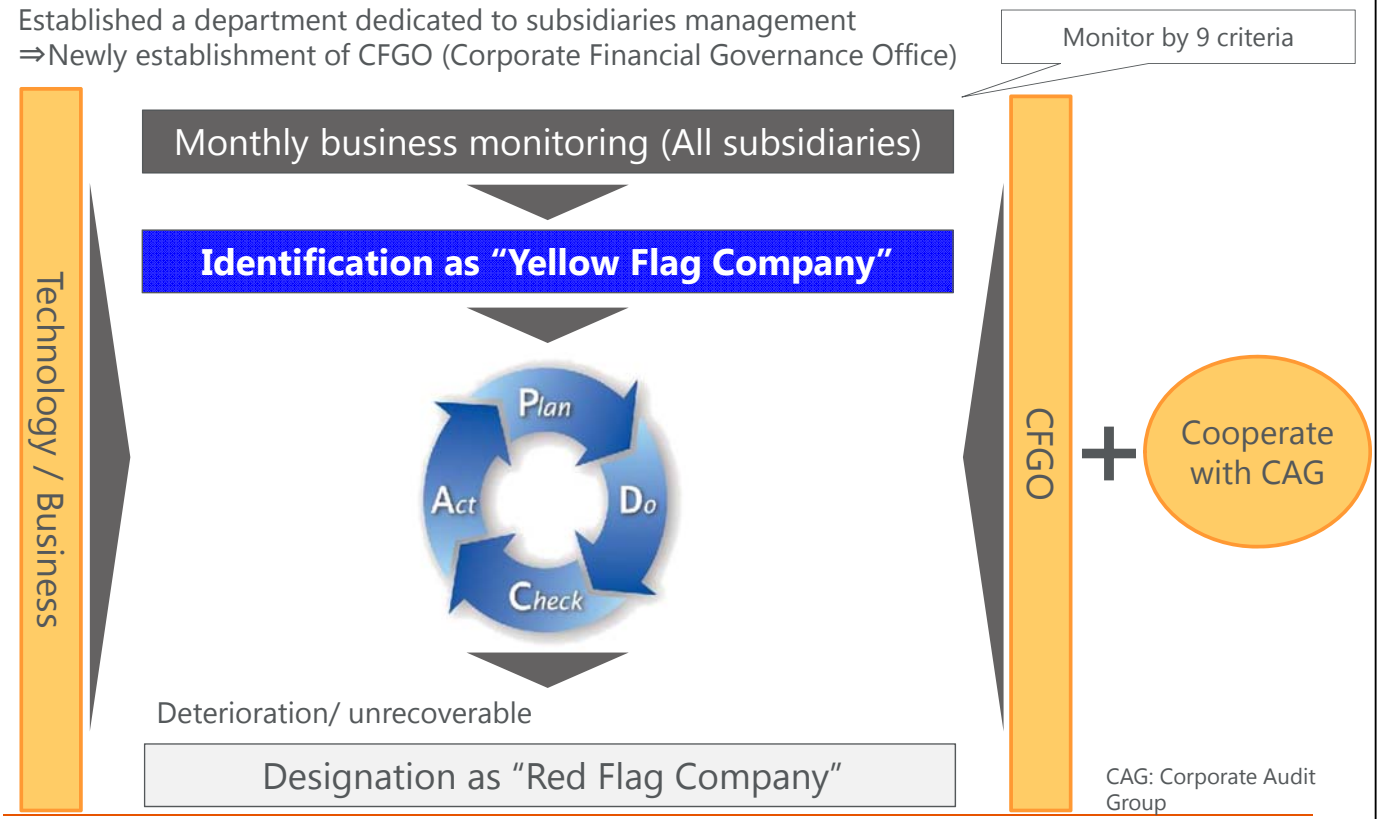
Continuing Efforts to Achieve a Leaner, Faster, and Simpler LIXIL

Further to the simplification of our LWT structure, LIXIL Group enhanced the accountability of senior executives and streamlined the decision-making process in HQ

- Eliminated the rank of "Corporate Officer" by reducing executive management roles in Japan by about 54% (from 114 to 53 individuals)
- Offered members of the new management system employment on an annual contract basis
- Implemented operational changes in LWT Japan to strengthen collaboration between Quality Assurance and Production Engineering Departments, enhance competitiveness, improve operational efficiency, and strengthen collaboration with LKT
- Moved Marketing Division directly under LIXIL Corporation, reporting to CEO Seto to enhance competitiveness in Japan

Strengthening Subsidiary Monitoring Process by Headquarters

Established a department dedicated to subsidiaries management
⇒Newly establishment of CFGO (Corporate Financial Governance Office)



CAG: Corporate Audit Group

GROHE Group to become a Wholly Owned Subsidiary

＜Objectives＞

- Maximize corporate value by strengthening governance, promoting rapid decision-making and accelerating synergy creation
- Economic rationale to reduce finance costs

＜Process＞

Acquire 43.75% of preferred shares owned by the Development Bank of Japan Inc. by exercising call option under Shareholders' Agreement

＜Timing＞

Scheduled date of exercising the call option is September 30, 2016

＜Financial Impact＞

Acquisition price of EUR385mn (approx. JPY44bn; 1EUR=JPY115) + accrued interest costs based on agreed internal rate of return of the Shareholders' Agreement (approx. 32 months) which is booked as 'Bonds and borrowings' and 'Other financial liabilities' on our balance sheet under IFRS. Funding is expected by cash on hand and refinancing, which will reduce liabilities and not affect the equity.

As for PL impact, finance costs will decrease after exercising the call option.

Active Portfolio Management

Sales/Withdrawal of Business and Assets

Year	Company	Date	Description/ Action	FYE2016 (JPYbn) [1] Sales	Core Earnings	Net Profit	Total Assets
FYE 2016	Ken Depot	October 2015	Carved out from LIXIL, LIXIL retains 34% shareholding	15.7 [2]	-0.4	-	-
	LIXIL Building Materials Manufacturing (Shenyang)	March 2016	Sold all shares	0.3	-0.5	-1.1	2.0
	Shanghai Meite Curtain Wall	March 2016	Sold all shares	19.6	-6.0	-6.8	30.0
FYE 2017	Wuxi moritec Special Door	August 2016	Sold all shares	0.6	-0.2	-0.4	0.3
	Hivic	August 2016 (Plan)	To sell all shares	20.3	0.7	0.5	13.3

(1) Wuxi moritec results in IFRS,; others in JGAAP (Impacts to Consolidated Financial Statement after adjustments and eliminations)
(2) Results for half term (April-September, 2015) before spinning-off

Summary of Financial Results by Technology Business

LIXIL Water Technology (LWT)

Apr-Jun In JPYbn		Q1 FYE2017	YoY	(Like for like)	FYE2017 (forecast)	
Revenues by Region*	Americas	36.8		(+7%)	+3%	
	EMEA	36.2		(+3%)	-2%	
	Asia Pacific	22.1		(+6%)	+3%	
	Japan	61.8		(+0%)	-1%	
	Adjustments	-6.3				
	LIXIL Water Technology	**150.7**	-4%	(+3%)	**630.0**	-1%
Core Earnings	**LIXIL Water Technology**	**13.6**	+35%		**54.5**	+5%
	Margin	*9%*	+2.6P		*9%*	



"SmartControl"





"Spalet" (GROHE)

- **For overseas business, all regions delivered solid start to the year**
- **Favorable revenue growth continued in Americas**
- **New product, *"SmartControl"*, installed push-button technology jointly developed with LIXIL selling well in EMEA**
- **China showed high growth in Asia, recovery in luxury segment**
- **Flat revenue YoY in Japan due to the delay in new product-launches for some tankless toilets (has been fixed as of June 10)**
- **On like for like basis, revenue increased by 3% YoY (Impact: USD -10%, EUR -9%)**
- **CE showed significant increase due to strong recovery of profitability in Americas and decrease of amortization for PPA (Purchase Price Allocation)**

*Region: Management basis, Total: Statutory basis
Currency : Q1 FYE2017 1USD=109.07JPY, 1EUR=122.47JPY, FYE2017 (Region) 1USD=115JPY, 1EUR=125JPY

LIXIL Housing Technology (LHT)

Apr-Jun In JPYbn		Q1 FYE2017	YoY	FYE2017 (forecast)	
Revenues by Business	Japan	139.1	-2%	+1%	
	Overseas	2.6	-15%	-7%	
	LIXIL Housing Technology	**141.7**	-2%	**608.0**	+1%
Core Earnings	**LIXIL Housing Technology**	**9.3**	-17%	**43.5**	+8%
	Margin	*7%*	-1.1P	*7%*	

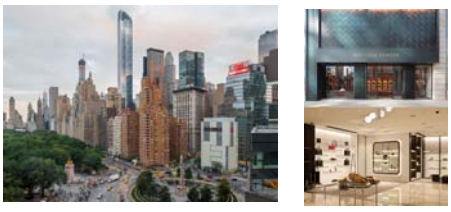
- **Decrease in total revenue in line with internal budget**
- **Decrease in renovation YoY due to the absence of positive impact from Eco-point in previous year**
- **Impact from new housing starts for local detached homes**
- **Decrease in CE YoY due to the increase in SG&A (marketing cost and others). However progress was ahead of internal budget**



LIXIL Building Technology (LBT)

Apr-Jun In JPYbn		Q1 FYE2017	YoY	FYE2017 (forecast)	
Revenues by Region	Japan	20.0	-17%	-7%	
	Overseas	38.9	-28%	-2%	
	LIXIL Building Technology	**58.9**	-24%	**319.0**	-4%
Core Earnings	**LIXIL Building Technology**	**-3.3**	-0.5	**8.5**	+14.1
	Margin	*Loss*		*3%*	

- **Decrease in Permasteelisa revenue due to unexpected project delays**
- **Impact from divestiture of Shanghai Meite: JPY-4.6bn (-6%)**
- **Expected decrease in revenue in Japan due to projects on-going, but healthy backlog**
- **CE loss due to expected seasonal factors**
- **Good progress in Japan offsets project delays in Permasteelisa**



LIXIL Kitchen Technology (LKT)

Apr-Jun In JPYbn		Q1 FYE2017	YoY	FYE2017 (forecast)	
Revenues by region	Japan	24.0	+3%	2%	
	Overseas	2.1	-4%	0%	
	LIXIL Kitchen Technology	**26.0**	+2%	**114.0**	+2%
Core Earnings	**LIXIL Kitchen Technology**	**-0.2**	-0.4	**2.0**	+14%
	Margin	*Loss*		*2%*	

- **Repositioning to luxury segment drove revenue growth**
- **Recovery in China business (On like-for-like basis: +13%)**
- **Expected CE decrease due to the increase in SG&A (significantly invested into marketing advertisement)**



"Richelle SI", Kitchen systems

D&R and H&S

Apr-Jun In JPYbn		Q1 FYE2017	YoY	FYE2017 (forecast)	
D&R	**Revenue**	**44.0**	-13%	**173.0**	-6%
	Core Earnings	**2.4**	-10%	**7.5**	+5%
	Margin	*6%*	+0.2pp	*4%*	
H&S	**Revenue**	**15.0**	+5%	**68.0**	+7%
	Core Earnings	**1.0**	-10%	**5.5**	+29%
	Margin	*7%*	-1.1pp	*8%*	

D&R

- **VIVA revenue increased by 3% YoY**
- **Decrease in total revenue due to the impact of carving out Ken Depot business (JPY 7.8bn)**
- **Decrease in CE due to expected cost increase related to opening for new stores**

H&S

- **Increase in revenue due to improvement in new housing starts**
- **Decrease in CE due to expected increase in SG&A such as size-based corporate tax**



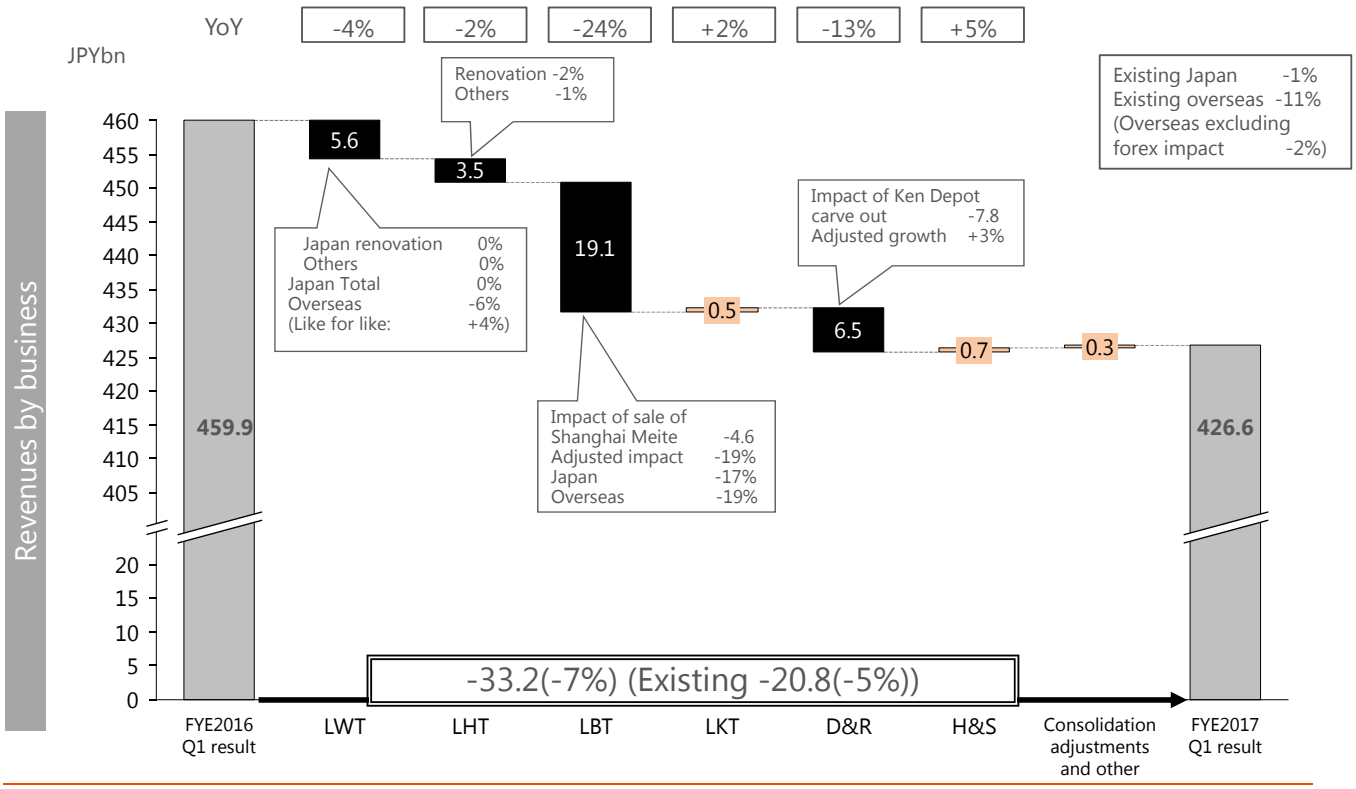
Super Viva Home in Osaka (Opened in Feb 2016)



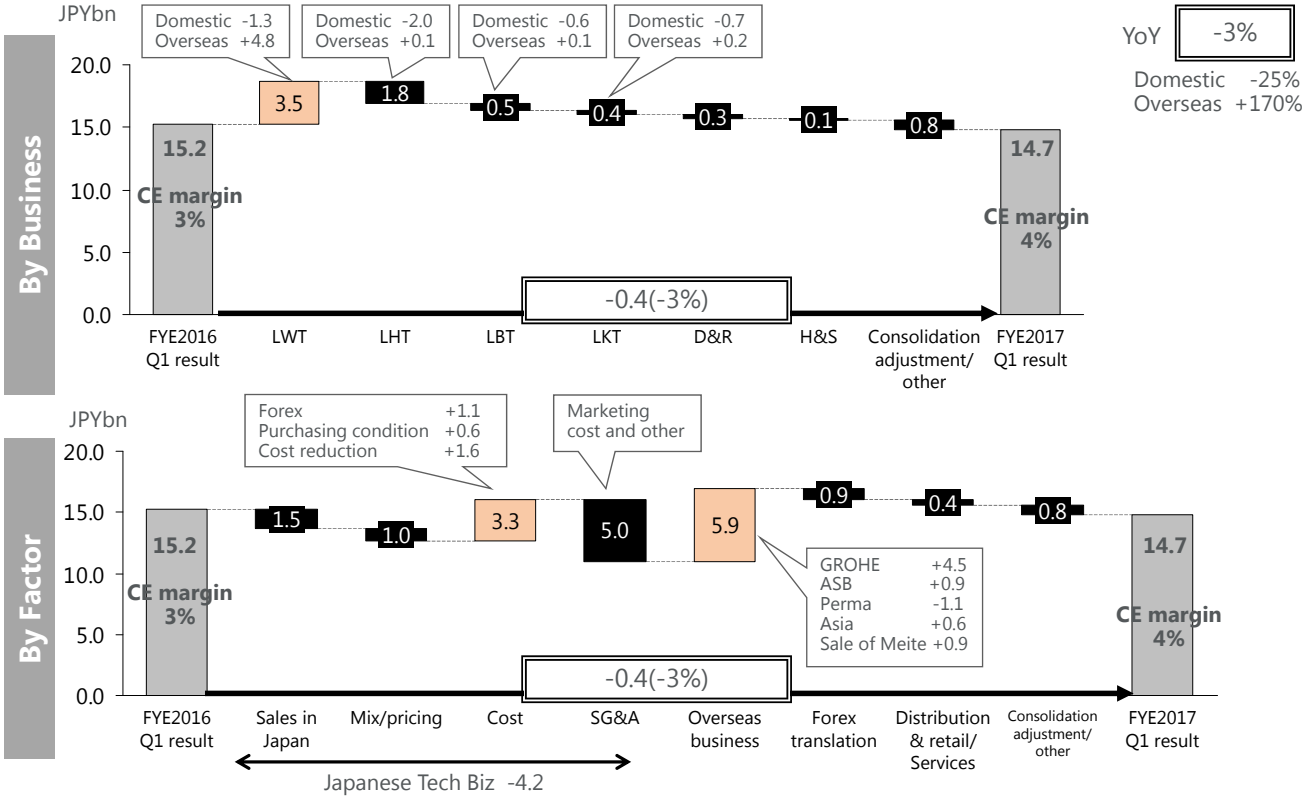
"Home + X" Next Generation Resilience Home" (Image)

Appendix

Q1 Revenue Increase / Decrease



Q1 Core Earnings Increase / Decrease



Q1 Other Income and Other Expenses

JPYbn

Items	Q1 FYE2016	Q1 FYE2017	Increase/ decrease	Details
Rental income	1.8	1.7	0	
Gains on sales of fixed assets	0.4	0.3	0	
Other	2.3	1.2	-1.1	
Other Income	**4.4**	**3.2**	**-1.2**	
Costs of rent	1.2	1.1	-0.1	
Losses on sale of disposal of fixed as	0.4	0.7	0.3	
Impairment losses on fixed assets	1.8	-	-1.8	FYE2016: Goodwill of Haier
Other	5.7	1.6	-4.1	FYE2016: Joyou investigation expense
Other Expenses	**9.1**	**3.4**	**-5.6**	
Interest income	0.5	0.5	0	
Dividend income	0.5	0.7	0.2	
Gains on valuation of derivatives	2.8	11.8	9.0	Matched with exchange differences losses
Other	0.2	0.0	-0.2	
Finance Income	**4.0**	**13.0**	**9.0**	
Interest expense	3.6	2.8	-0.8	
Exchange differences losses	3.0	4.2	1.2	
Other	0	-	0	
Finance Costs	**6.6**	**7.0**	**0.4**	

Consolidated Financial Position

JPYbn

	Mar 2016	Jun 2016	Increase /Decrease
Cash and cash equivalents	129.6	144.0	14.3
Trade and other receivables	386.3	361.9	-24.4
Inventories	211.9	207.6	-4.3
Other current assets	1,244.9	1,192.2	-52.7
Others	157.4	146.2	-11.2
Total Assets	**2,130.1**	**2,051.8**	**-78.3**
Trade and other payables	342.8	319.8	-23.1
Interest-bearing debt	827.1	821.2	-5.9
	422.9	413.7	-9.2
Total Liabilities	**1,592.8**	**1,554.7**	**-38.2**
Treasury shares	-54.9	-54.8	0.1
Others	592.2	552.0	-40.2
Total non-current assets	**537.3**	**497.2**	**-40.1**
(1) *Equity Ratio (%)*	24.6	23.7	-0.9
(2) Net Assets per Share (Yen)	1,828.84	1,694.10	-134.74
Number of Shares (in thousands)	286,962	286,998	+36

(1) Ratio of equity attributable to owners of the parent
(2) Equity per share attributable to owners of the parent

Cash Flow

JPYbn

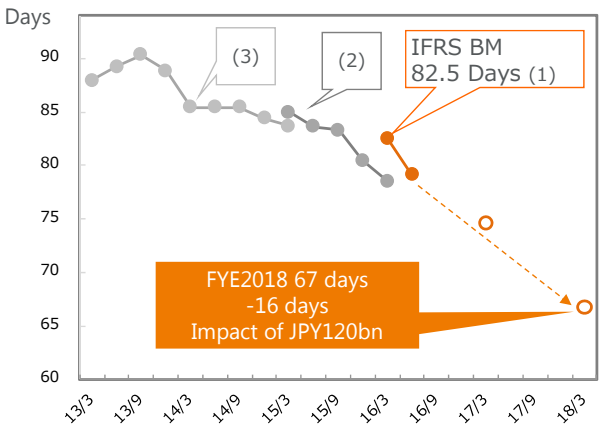
	Q1 FYE2016	Q1 FYE2017	Increase/ decrease
Profit before tax	-32.9	**20.2**	53.2
Depreciation and amortization	15.1	**15.0**	-0.1
Income taxes paid	-15.1	**-11.2**	3.9
Working capital	1.4	**0.3**	-1.1
Others	33.2	**3.9**	-29.3
Net cash flows from operating activities	1.6	**28.2**	26.6
Net cash flows from investing activities	63.2	**-15.3**	-78.5
(of which purchase of property, plant and equipment and intangible assets)	-12.2	**-16.0**	-3.8
Free cash flows	64.8	**12.9**	-51.9
Net cash flows from financing activities	-68.7	**6.5**	75.2
Cash and cash equivalents (Balance at the end of Q1)	141.7	**144.0**	2.3

Global Roll Out of CCC (Operational Efficiency) Improvement Activities

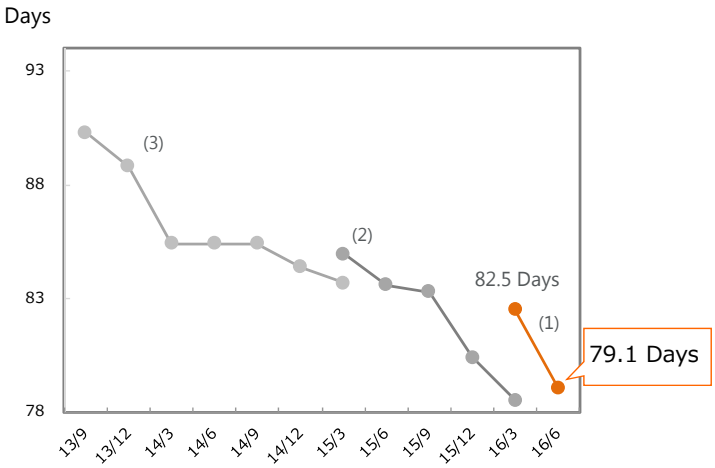
- Expand Cash Conversion Cycle "CCC" improvement activities from Japan focus to global operations to realize further improvement

FYE2018 Target JPY120bn(1)

- New benchmark and outlook through FYE2018



- Q1 FYE2017 Result



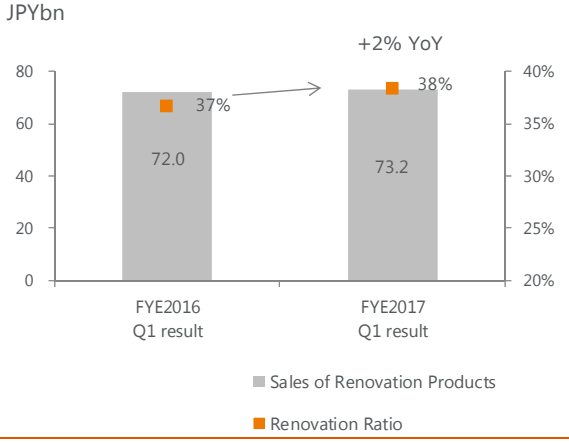
(1) Monitored under IFRS from March 2016
(2) Announced on September 2015 Mid term plan "Redefine the Future" (Including global initiatives), project business excluded
(3) Result of improvement activities only in Japan

Renovation Strategy in Japan: Continued Upward Progress

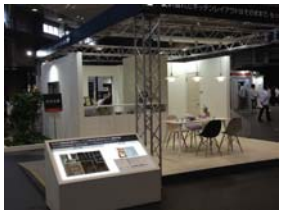
Sales of Renovation Products (LJC)

JPYbn	FYE2015 Q1 result	FYE2016 Q1 result	YoY	FYE 2017 1Q Result	YoY
Sales of Renovation Products	68.3	72.0	5%	73.2	2%
Renovation Ratio	29%	37%	+8	38%	+2

Renovation of plumbing fixtures incl. kitchen: +2% YoY









LIXIL Reform Fair 2016

Operational Efficiency in Action

Date	Description/ Action	Purpose	Division
August 2014	Closure of ceramics production line at LIXIL Building Materials Manufacturing (Shuzou) Corp. (China)	Shift production to ASAP[1] China factory and Vietnam factory	LWT
December 2014	Shutdown of GROHE factory in Canada	Shift production to ASB factory in Mexico	LWT
April 2015	Merger of LIXIL Corporation with SUN WAVE CORPORATION, and 2 others	Simplify structure of the group companies	LKT and others
June 2015	Shutdown of Nevada factory of ASB	Shift production to ASB factory in Mexico	LWT
December 2015	Halt production at Tateno factory (metal building materials) in Toyama Prefecture	Shift production to Oyabe factory in Toyama prefecture	LHT
March 2016	Halt production at Aoyama factory (electronic components) in Mie Prefecture	Shift production to Chita factory in Aichi Prefecture	LWT
April 2016	Merged Oyama LIXIL factory Corp. and Kani LIXIL Sunwave Manufacturing Co., Ltd. with LIXIL	Allocate employees and manufacturing facilities beforehand to LIXIL, and continue the original business	LWT and LKT
March 2017(Plan)	Shutdown materials division of Hisai factory	Improve overall utilization of materials division by transferring manufacturing capacity to other factories	LHT

(1) American Standard Asia Pacific

IFRS Policy on Impairment Assessment of Goodwill and Intangible Assets

- Impairment tests are performed at least once each fiscal year
- Assessed on local currency
- Future cash flows which are measured based on five-year business plans are used for the assessment
- Growth rates for estimated future cash flows are determined by referencing expected long-term growth rates in markets to which the businesses belong
- If impairment losses require recognition, only the shortfalls would be impaired
- Even if the growth rate in a certain fiscal year is below the estimate, impairment losses are not required to recognize at once



Cautionary Statements with Respect to Forward-Looking Statements

Statements made in these materials with respect to plans, strategies and future performance that are not historical facts are forward-looking statements. LIXIL Group Corporation cautions that a number of factors could cause actual results to differ materially from those discussed in the forward-looking statements.

Q1 Results for the Fiscal Year Ending March 2017 (FYE2017) <Fact Sheets>

*** Unless otherwise noted, figures shown in this material are on International Financial Reporting Standards (IFRS) basis, since LIXIL Group has adopted IFRS for the consolidated financial statements of securities report starting from FY ended March 2016**

**** "Core earnings" or "CE" in this material is equivalent to "Operating profit" of JGAAP**

***** "Net income (loss)" in this material is equivalent to "Profit (loss) attributable to owners of the parent"**

1.	Results for H1, H2 and Full Year for FYE2016 and Forecasts for FYE2017	P.1
2.	Results and Forecasts by Segment	P.2
3.	Segment Information (1) Technology Businesses (LWT, LHT, LBT, LKT)	P.4
4.	Segment Information (2) Distribution and Retail Business	P.5
5.	Segment Information (3) Housing and Services Business	P.6
6.	Revenue by Products and Services	P.7
7.	Renovation	P.8
8.	Overseas Production Ratio and Revenue	P.9
9.	Permasteelisa, ASB & GROHE	P.10
10.	Goodwill	P.11
11.	Recent M&As/Business & Capital Alliances	P.11

August 8, 2016

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1. Results for H1, H2 and Full Year for FYE2015 & FYE2016 and Forecasts for FYE2017

	FYE2016						FYE2017					
	H1 (provisional)		H2 (provisional)		Full-year		H1		H2		Full-year	
	results	YoY	results	YoY	results	YoY	forecasts	YoY	forecasts	YoY	forecasts	YoY
Revenue	942.4		948.1		1,890.4	10.8%	905.0	-4%	975.0	3%	1,880.0	-1%
Gross profit	272.2		269.4		541.6	19.0%	274.0	1%	300.0	11%	574.0	6%
SG&A	232.0		239.5		471.5	16.9%	243.5	5%	257.5	8%	501.0	6%
Core earnings *1	40.1		29.9		70.1	35.5%	30.5	-24%	42.5	42%	73.0	4%
CE margin	4.3%		3.2%		3.7%	+0.7	3%	-0	4%	+0	4%	+0
Operating Profit	32.7		6.3		39.0	-18.8%	24.5	-25%	31.5	398%	56.0	44%
Income(loss) before tax	-25.6		18.5		-7.1	fell into the red	20.0	turned profitable	31.0	67%	51.0	turned profitable
Net income(loss)	-24.8		-0.8		-25.6	fell into the red	11.0	turned profitable	17.0	turned profitable	28.0	turned profitable

*1 Core earnings = Revenues - Cost of Sales - SG&A (Equivalent to Operating profit of JGAAP)

[Additional information] Results and assumptions for the foreign exchange rates and raw material prices (Yen)

	FYE2015 results (IFRS)	FYE2016 results (IFRS)	FYE2017 Q1 results (IFRS)	FYE2017 forecasts (IFRS)
US dollars	110.03	120.16	109.07	115
Euros	138.68	132.36	122.47	125
Thai bahts	3.39	3.44	3.09	3.14
Chinese yuans	17.74	18.88	16.64	17.69

	FYE2016 results	FYE2017 Q1 results	FYE2017 forecasts
Aluminum price (Yen/ton) (Purchasing price)	250,000	-	220,000
Copper price (Yen)	560,000	-	590,000

2. Results and Forecasts by Segment

Unit: Ybn

			FYE2015 Full-year results			FYE2016 Full-year results						FYE2017 Full-year forecasts					
			Japan	Overseas	Total	Japan	%	Overseas	%	Total	%	Japan	%	Overseas	%	Total	%
Full-year	LWT	Revenue	262.2	152.4	414.6	274.8	4.8%	362.9	138.1%	637.7	53.8%	270.0	-2%	360.0	-1%	630.0	-1%
		Core earnings	20.8	5.3	26.0	23.6	13.6%	28.5	440.4%	52.1	99.9%	21.0	-11%	33.5	18%	54.5	5%
		CE margin	7.9%	3.5%	6.3%	8.6%	+0.7	7.8%	+4.4	8.2%	+1.9	8%	-1	9%	+1	9%	+0
	LHT	Revenue	604.7	11.3	616.0	591.8	-2.1%	12.9	14.1%	604.6	-1.8%	596.0	1%	12.0	-7%	608.0	1%
		Core earnings	36.9	-2.1	34.7	38.3	4.0%	2.0	turned profitable	40.3	16.1%	43.0	12%	0.5	-77%	43.5	8%
		CE margin	6.1%	-	5.6%	6.5%	+0.4	15.3%	+34.2	6.7%	+1.0	7%	+1	4%	-12	7%	+0
	LBT	Revenue	117.9	230.3	348.2	115.7	-1.9%	216.2	-6.1%	332.0	-4.7%	108.0	-7%	211.0	-2%	319.0	-4%
		Core earnings	4.7	1.1	5.7	3.6	-22.3%	-9.3	fell into the red	-5.6	fell into the red	3.5	-4%	5.0	-154%	8.5	turned profitable
		CE margin	4.0%	0.5%	1.7%	3.1%	-0.8	-	-4.7	-	-3.3	3%	+0	2%	+7	3%	+4
	LKT	Revenue	104.5	10.5	115.0	104.0	-0.4%	8.0	-23.8%	112.1	-2.5%	106.0	2%	8.0	0%	114.0	2%
		Core earnings	-1.7	0.2	-1.5	2.0	turned profitable	-0.3	fell into the red	1.8	turned profitable	2.0	-1%	0	turned profitable	2.0	14%
		CE margin	-	1.8%	-	2.0%	+3.6	-	-5.3	1.6%	+2.9	2%	-0	-	+3	2%	+0
	D&R	Revenue	194.4		194.4	184.5	-5.1%			184.5	-5.1%	173.0	-6%			173.0	-6%
		Core earnings	6.5		6.5	7.2	10.1%			7.2	10.1%	7.5	5%			7.5	5%
		CE margin	3.4%		3.4%	3.9%	+0.5			3.9%	+0.5	4%	+0			4%	+0
	H&S	Revenue	62.3		62.3	63.7	2.3%			63.7	2.3%	68.0	7%			68.0	7%
		Core earnings	4.5		4.5	4.3	-4.5%			4.3	-4.5%	5.5	29%			5.5	29%
		CE margin	7.2%		7.2%	6.7%	-0.5			6.7%	-0.5	8%	+1			8%	+1
	Consolidation, adjustment & other	Revenue			-45.1					-44.2						-32.0	
		Core earnings			-24.3					-29.9						-48.5	
	LIXIL Group	Revenue	1,346.0	404.5	1,705.4	1,334.6	-0.8%	600.0	48.3%	1,890.4	10.8%	1,321.0	-1%	591.0	-2%	1,880.0	-1%
		Core earnings	71.6	4.4	51.7	79.1	10.4%	20.9	377.5%	70.1	35.5%	82.5	4%	39.0	87%	73.0	4%
		CE margin	5.3%	1.1%	3.0%	5.9%	+0.6	3.5%	+2.4	3.7%	+0.7	6%	+0	7%	+3	4%	+0

Unit: Ybn

			FYE2016 H1 (6 months) (provisional)													
			FYE2016 Q1Results					FYE2016 Q2 (provisional)								
			Japan	%	Overseas	%	Total	%	Japan	%	Overseas	%	Total	%	Japan	%
FYE2016	LWT	Revenue	63.3		93.0		156.3		69.1		90.5		159.6		132.4	
		Core earnings	5.6		4.5		10.1		6.9		8.1		14.9		12.5	
		CE margin	8.9%		4.8%		6.4%		9.9%		8.9%		9.4%		9.4%	
	LHT	Revenue	142.2		3.1		145.2		147.5		3.2		150.6		289.6	
		Core earnings	10.8		0.3		11.1		10.4		0.5		10.8		21.1	
		CE margin	7.6%		11.2%		7.6%		7.0%		15.2%		7.2%		7.3%	
	LBT	Revenue	24.1		53.9		78.0		33.1		58.2		91.3		57.2	
		Core earnings	-1.3		-1.5		-2.7		2.6		0.5		3.1		1.3	
		CE margin			-		-		7.9%		0.8%		3.4%		2.4%	
	LKT	Revenue	23.3		2.2		25.5		25.7		2.4		28.1		49.1	
		Core earnings	0.5		-0.2		0.3		0.2		0.1		0.2		0.6	
		CE margin	2.0%		-		1.1%		0.6%		2.4%		0.8%		1.3%	
	D&R	Revenue	50.6				50.6		48.2				48.2		98.7	
		Core earnings	2.7				2.7		1.9				1.9		4.6	
		CE margin	5.3%				5.3%		3.9%				3.9%		4.6%	
	H&S	Revenue	14.3				14.3		16.9				16.9		31.2	
		Core earnings	1.1				1.1		1.5				1.5		2.6	
		CE margin	7.9%				7.9%		8.9%				8.9%		8.4%	
	Consolidation, adjustment & other	Revenue					-10.0						-12.2			
		Core earnings					-7.4						-7.4			
	LIXIL Group	Revenue	317.7		152.1		459.9		340.4		154.3		482.5		658.2	
		Core earnings	19.4		3.1		15.2		23.4		9.1		25.0		42.8	
		CE margin	6.1%		2.0%		3.3%		6.9%		5.9%		5.2%		6.5%	

			FYE2016 H1 (6 months) (provisional)				
			Overseas	%	Total	%	
FYE2016	LWT	Revenue	183.5		315.9		
		Core earnings	12.5		25.0		
		CE margin	6.8%		7.9%		
	LHT	Revenue	6.2		295.9		
		Core earnings	0.8		21.9		
		CE margin	13.2%		7.4%		
	LBT	Revenue	112.1		169.3		
		Core earnings	-1.0		0.3		
		CE margin	-		0.2%		
	LKT	Revenue	4.6		53.7		
		Core earnings	-0.2		0.5		
		CE margin	-		0.9%		
	D&R	Revenue			98.7		
		Core earnings			4.6		
		CE margin			4.6%		
	H&S	Revenue			31.2		
		Core earnings			2.6		
		CE margin			8.4%		
	Consolidation, adjustment & other	Revenue			-22.2		
		Core earnings			-14.8		
	LIXIL Group	Revenue	306.4		942.4		
		Core earnings	12.2		40.1		
		CE margin	4.0%		4.3%		

Unit: Ybn

			FYE2017																					
			FYE2017 Q1						FYE2017 H1 forecasts						FYE2017 H2 forecasts						FYE2017 Full-year forecasts					
			Japan		Overseas		Total		Japan		Overseas		Total		Japan		Overseas		Total		Japan		Overseas		Total	
				%		%		%		%		%		%		%		%		%		%		%		%
FYE2017	LWT	Revenue	63.1	-0.3%	87.6	-5.9%	150.7	-3.6%	125.0	-6%	175.0	-5%	300.0	-5%	145.0	2%	185.0	3%	330.0	3%	270.0	-2%	360.0	-1%	630.0	-1%
		Core earnings	4.3	-23.7%	9.3	108.7%	13.6	34.8%	6.0	-52%	15.5	24%	21.5	-14%	15.0	34%	18.0	13%	33.0	22%	21.0	-11%	33.5	18%	54.5	5%
		CE margin	6.8%	-2.1	10.6%	+5.8	9.0%	+2.6	4.8%	-5	8.9%	+2	7.2%	-1	10.3%	+3	9.7%	+1	10.0%	+2	8%	-1	9.3%	+1	9%	+0
	LHT	Revenue	139.1	-2.2%	2.6	-15.1%	141.7	-2.4%	288.0	-1%	3.0	-52%	291.0	-2%	308.0	2%	9.0	35%	317.0	3%	596.0	1%	12.0	-7%	608.0	1%
		Core earnings	8.8	-18.1%	0.5	35.1%	9.3	-16.5%	17.0	-19%	0.0	-100%	17.0	-22%	26.0	51%	0.5	-61%	26.5	44%	43.0	12%	0.5	-77%	43.5	8%
		CE margin	6.3%	-1.2	17.8%	+6.6	6.5%	-1.1	5.9%	-1	0.0%	-13	5.8%	-2	8.5%	+3	5.0%	-12	8.4%	+2	7%	+1	3.8%	-12	7%	+0
	LBT	Revenue	20.0	-17.0%	38.9	-27.8%	58.9	-24.5%	53.0	-7%	102.0	-9%	155.0	-8%	55.0	-6%	109.0	5%	164.0	1%	108.0	-7%	211.0	-2%	319.0	-4%
		Core earnings	-1.9	48.3%	-1.4	-	-3.3	-	0.5	-63%	1.0	turned profitable	1.5	357%	3.0	30%	4.0	turned profitable	7.0	turned profitable	3.5	-4%	5.0	-154%	8.5	turned profitable
		CE margin	-	-	-	-	-	-	0.9%	-1	1.0%	-	1.0%	+1	5.5%	+2	3.7%	-	4.3%	-	3%	+0	2.4%	+7	3%	+4
	LKT	Revenue	24.0	2.6%	2.1	-3.9%	26.0	2.0%	50.0	2%	5.0	9%	55.0	2%	56.0	2%	3.0	-13%	59.0	1%	106.0	2%	8.0	0%	114.0	2%
		Core earnings	-0.2	-142.1%	0.0	-	-0.2	-165.2%	1.0	57%	0.0	-	1.0	107%	1.0	-28%	0.0	-	1.0	-21%	2.0	-1%	0.0	turned profitable	2.0	14%
		CE margin		-	1.2%	-	-	-	2.0%	+1	0.0%	-	1.8%	+1	1.8%	-1	0.0%	-	1.7%	-0	2%	-0	0.0%	+3	2%	+0
	D&R	Revenue	44.0	-12.9%			44.0	-12.9%	88.0	-11%			88.0	-11%	85.0	-1%			85.0	-1%	173.0	-6%			173.0	-6%
		Core earnings	2.4	-9.7%			2.4	-9.7%	5.5	20%			5.5	20%	2.0	-23%			2.0	-23%	7.5	5%			7.5	5%
		CE margin	5.5%	+0.2			5.5%	+0.2	6.3%	+2			6.3%	+2	2.4%	-1			2.4%	-1	4%	+0			4%	+0
	H&S	Revenue	15.0	5.0%			15.0	5.0%	33.5	8%			33.5	8%	34.5	6%			34.5	6%	68.0	7%			68.0	7%
		Core earnings	1.0	-10.1%			1.0	-10.1%	2.0	-24%			2.0	-24%	3.5	114%			3.5	114%	5.5	29%			5.5	29%
		CE margin	6.7%	-1.1			6.7%	-1.1	6.0%	-2			6.0%	-2	10.1%	+5			10.1%	+5	8%	+1			8%	+1
	Consolidation, adjustment & other	Revenue					-9.7						-17.5						-14.5						-32.0	
		Core earnings					-8.1						-18.0						-30.5						-48.5	
	LIXIL Group	Revenue	305.2	-4.0%	131.1	-13.8%	426.6	-7.2%	637.5	-3%	285.0	-7%	905.0	-4%	683.5	1%	306.0	4%	975.0	3%	1,321.0	-1%	591.0	-2%	1,880.0	-1%
		Core earnings	14.5	-25.5%	8.4	169.8%	14.7	-2.8%	32.0	-25%	16.5	36%	30.5	-24%	50.5	39%	22.5	158%	42.5	42%	82.5	4%	39.0	87%	73.0	4%
		CE margin	4.7%	-1.4	6.4%	+4.3	3.5%	+0.2	5.0%	-1	5.8%	+2	3.4%	-1	7.4%	+2	7.3%	+4	4.4%	+1	6%	+0	7%	+3	4%	+0

*Purchase price allocation related to acquisitons are allocated to each business segment

*Revenue and core earnings of Japan and Overseas in this page are the sum of Japan and overseas subsidiaries after inter-company consolidation adjustment, respectively.
Overseas subsidiaries with factories that manufacture products mostly for revenue to LIXIL Corporation is included in Japan.

Unit: Ybn

		FYE2016 Q1 Results			FYE2017 Q1 Results			YoY growth		
		Revenue	Core earnings	CE margin	Revenue	Core earnings	CE margin	Revenue	Core earnings	CE margin
Japan Technology Business		252.9	15.6	6.2%	246.2	11.0	4.5%	-2.7%	-29.3%	-1.7
	Renovation	72.0			73.2			1.7%		
	Other/ intersegment sales	180.9			172.9			-4.4%		
Overseas housing equipment related business		98.3	4.6	4.7%	92.3	9.8	10.6%	-6.1%	113.3%	+5.9

3. Segment Information (1) Technology Business

Unit：Ybn

			Water Tech	Housing Tech	Building Tech	Kitchen Tech	Tech Business Total
FYE 2017 Q1	Revenue		150.7	141.7	58.9	26.0	377.3
		Japan	63.1	139.1	20.0	24.0	246.2
		Overseas	87.6	2.6	38.9	2.1	131.1
	Core earnings		13.6	9.3	-3.3	-0.2	19.4
FYE 2016 Q1	Revenue		156.3	145.2	78.0	25.5	405.0
		Japan	63.3	142.2	24.1	23.3	252.9
		Overseas	93.0	3.1	53.9	2.2	152.1
	Core earnings		10.1	11.1	-2.7	0.3	18.7

■Increase/decrease breakdown of Revenue

Unit：Ybn

		Water Tech	Housing Tech	Building Tech	Kitchen Tech	Tech Business Total
Revenue increase/decrease		-5.6	-3.5	-14.5	0.5	-23.1
	(%)	-4%	-2%	-19%	2%	-6%
	Japan	-0.2	-3.1	-4.1	0.6	-6.7
	(%)	0%	-2%	-17%	3%	-3%
	Overseas	-5.4	-0.5	-10.4	-0.1	-16.3
	(%)	-6%	-15%	-19%	-4%	-11%
Overseas sales of which impact from currency translation		-9.5	-0.4	-3.6	-0.4	-13.9
Deconsolidation *1		-	-	-4.6	-	-4.6

■Increase/decrease breakdown of Core earnings

Unit：Ybn

				Water Tech	Housing Tech	Building Tech	Kitchen Tech	Tech Business Total
CE increase/decrease				**3.5**	**-1.8**	**-1.4**	**-0.4**	**-0.2**
	Gross profit total			4.9	-0.7	-1.4	0.2	3.0
		Japan	Revenue increase/decrease	-0.1	-1.2	-0.4	0.2	-1.5
			Mix/pricing	-0.1	-1.1	0.2	0.0	-1.0
			Cost (ordinary)	1.0	2.1		0.2	3.3
			of which forex	0.0	1.0		0.1	1.1
			of which purchasing condition	0.2	0.4			0.6
		Overseas	GROHE	4.6				4.6
			ASB	2.0				2.0
			Permasteelisa			-1.0		-1.0
			Other overseas subsidiaries	0.9	-0.4	0.0	-0.1	0.5
			Impact from currency translation	-3.5	-0.1	-0.2	-0.1	-3.8
	SG&A total			-1.3	-1.2	-0.1	-0.7	-3.2
		Japan	SG&A (ordinary)	-2.0	-1.6	-0.3	-1.0	-5.0
		Overseas	GROHE	0.0				0.0
			ASB	-1.1				-1.1
			Permasteelisa			-0.1		-0.1
			Other overseas subsidiaries	-0.6	0.4	0.0	0.3	0.1
			Impact from currency translation	2.5	0.1	0.3	0.1	2.9
Deconsolidation *1						0.9		0.9

*1 March, 2016: Shanghai Meite

4. Segment Information (2) Distribution and Retail Business

Revenue and CE by segment

Unit: Ybn

		FYE2016 Q1 results	FYE2017 Q1 results	YoY	FYE2016 H1 results	FYE2017 H1 forecasts	YoY	FYE2017 forecasts	YoY
Revenue		50.6	44.0	-12.9%	98.7	88.0	-11%	173.0	-6%
CE		2.7	2.4	-9.7%	4.6	5.5	20%	7.5	5%
Figures of Ken Depot* included above	Revenue	7.8	-	-	15.8	-	-	-	-
	CE	-0.1	-	-	-0.4	-	-	-	-

*Business transferred to Ken Depot Corporation; equity method affiliate company from October 2015

FYE2017 Q1 excluding Ken Depot figures (YoY): Revenue +3%, CE -13%

Increase/decrease breakdown of CE

<Q1 results: YoY>

Unit: Ybn

FYE2016 Q1 result	Due to Revenue fluctuation	Sales price	Cost	SG&A	Cost of new stores	Ken Depot	Total	FYE 2017 Q1 result
2.7	0.4	0.2	0.0	-0.1	-0.9	0.1	-0.3	2.4

Number of stores

Unit: stores

	FYE2016 period	FYE2017 Q1 period	FYE2017 Vs. FYE2016	FYE 2017 forecasts	FYE 2017 Vs. FYE2016
Newly opened SVH stores	3	0	-	2	-1
Newly opened NVH stores	0	0	-	1	+1
Number of stores closed	1	0	-	0	-1
Number of stores at end of term	86	86	0	89	+3
(SVH stores)	37	37	0	39	+2
(NVH stores)	9	9	0	10	+1
(VH stores)	40	40	0	40	0

Results of home center business (JGAAP)

Unit: Ybn

	FYE2016 Q1 results	FYE2017 Q1 results	YoY
Revenue	43.8	45.1	3.0%
CE	3.2	3.2	0.1%
%	7.3%	7.1%	-0.2

Rate of revenue growth of home center stores

<FYE2017 Q1 results>

Unit: %

All stores	+3.2
Existing stores only	-0.6

*Existing stores: Stores open more than 13 months

Growth rate of customer footfall and average revenue per customer

<FYE2017 Q1 period>

Unit: %

All stores	
Customer footfall	+0.1
Average revenue	+3.0
Existing stores only	
Customer footfall	-2.9
Average revenue	+2.4

5. Segment Information (3) Housing and Services Business

Revenue and CE by segment

Unit: Ybn

	FYE2016 Q1 results	FYE2017 Q1 results	YoY	FYE2016 H1 results	FYE2017 H1 forecasts	YoY	FYE2017 forecasts	YoY
Revenue	14.3	15.0	5.0%	31.2	33.5	8%	68.0	7%
CE	1.1	1.0	-10.1%	2.6	2.0	-24%	5.5	29%

Revenue and CE by segment companies

Unit: Ybn

	Revenue			CE		
	FYE2016 Q1 results	FYE2017 Q1 results	YoY	FYE2016 Q1 results	FYE2017 Q1 results	YoY
LIXIL Housing Research Institute	5.8	6.9	19.1%	0.3	0.4	22.0%
JIO	2.8	2.9	3.0%	0.2	0.2	-18.9%
Japan Home Shield	2.5	2.8	12.5%	0.3	0.2	-12.1%
LIXIL Realty	2.8	2.0	-27.1%	0.3	0.2	-23.5%
Other & adjustments	0.4	0.4	-	0.0	-0.1	-
Segment total	14.3	15.0	5.0%	1.1	1.0	-10.1%

Number of contracts received and houses built with housing franchise businesses

Number of contracts received

Unit: houses

	FYE2016 Q1 period	FYE2017 Q1 period	YoY
Total for the Group	1,009	1,050	4.1%

Number of houses built

Unit: houses

	FYE2016 Q1 period	FYE2017 Q1 period	YoY
Total for the Group	773	817	5.7%

6. Revenue by Products and Services

Unit: Ybn　　Unit: %

Segment	Major products	FYE2016 results *3	FYE2016 Q1 results *3	FYE2017 Q1 results	Quarterly YoY				
					FYE2016 (JGAAP)				FYE2017
					Q1	Q2	Q3	Q4	Q1
LWT	Sanitary ware	98.0	22.2	**21.7**	0.7	3.0	2.1	0.9	-2.1
	Bathroom units	92.2	22.3	**22.0**	4.0	6.6	5.7	4.7	-1.2
	Washstand cabinet units	33.9	7.7	**7.7**	1.1	3.9	4.7	2.5	0.3
LHT	Housing sashes and related products	204.1	50.3	**48.4**	3.6	1.6	1.2	-0.6	-3.9
	Exterior	110.9	27.4	**27.6**	-12.6	-8.4	0.8	2.9	0.6
	Wooden interior furnishing materials	58.2	13.4	**14.6**	2.4	4.7	6.7	4.5	8.7
	Exterior wall materials for houses	30.2	7.9	**7.5**	-6.0	-2.2	-11.8	-3.1	-4.6
	Tiles	29.3	6.6	**6.5**	-3.7	-2.5	4.1	0.5	-1.4
	Interior fabric	30.2	6.0	**6.0**	-12.0	6.4	3.5	-2.1	0.7
	LHT Other *1	54.4	12.5	**11.5**	-10.8	-19.3	5.6	-16.1	-8.5
LBT	Building sashes	103.1	17.2	**12.5**	8.3	2.4	-7.2	-5.1	-27.4
LKT	Kitchens	104.1	23.4	**24.0**	0.4	1.6	2.5	1.4	2.6
D&R	Home center revenue *2	184.5	50.6	**44.0**	4.8	2.6	-14.0	-13.0	-12.9
	Overseas	598.6	155.2	**131.9**	21.8	68.3	46.3	32.7	-15.0
	Other *1	158.7	37.3	**40.8**	4.0	-8.2	45.6	12.0	9.5
	Total	1,890.4	459.9	**426.6**	5.0	15.0	13.0	7.8	-7.2

*1 FYE2016 results have been revised due to change in segmentation

*2 Home center revenue of D&R excluding impact of Ken Depot carve out (YoY):
FYE2016 Q3: 0.8%, Q4: 4.2%, FYE2017 Q1: 3.0%

*3 Figures has been changed to IFRS figures from 'Home center revenue' through 'Total' for FYE2016 and FYE2017 Q1 results.

7. Renovation Business

Revenue of renovation products

Unit: Ybn

	FYE2015 results	FYE2016 results	FYE2016 YoY	FYE2017 Q1 results	FYE2017 Q1 YoY	FYE2017 forecasts	FYE2017 forecasts YoY
Revenue of renovation products	279.6	304.3	9%	73.2	2%	315.0	4%
Renovation ratio	32%	35%	+3	38%	+2	36%	+1

*Revenue of LJC products used for renovation

Number of member homebuilders

Unit: Stores

Franchise type	FYE2015 period	FYE2016 period	FYE2017 Q1 period
LIXIL Reform Shop	424	480	496

Unit: Stores

Voluntary type	FYE2015 period	FYE2016 period	FYE2017 Q1 period
LIXIL Reform Net	11,708	12,492	12,650

8. Overseas Production Ratio and Revenue

Overseas production ratio

Products	Locations	Overseas production ratio	
		FYE2016 results	FYE2017 Q1 results
Aluminum housing sashes	Thailand, Vietnam	27%	29%
Interior wooden furnishing materials	China	42%	36%
Sanitary ware	China, Vietnam	41%	39%
Water faucets	China, Vietnam	11%	11%
Floor tiles	China, Vietnam	56%	65%

Revenue overseas (Changed classification from this quarter) Unit: Ybn

Areas	FYE2016 Q1 results				FYE2017 Q1 results				
	Revenue	LWT	LBT	Overseas/ other	Revenue	YoY	LWT	LBT	Overseas/ other
Americas	52.9	33.3	19.6	0.0	47.3	-10.5%	31.5	15.8	0.0
Europe	40.4	25.2	15.2	0.0	37.0	-8.4%	26.1	10.9	0.0
Asia Pacific	52.9	28.4	18.5	6.0	40.5	-23.4%	24.4	*10.3	5.8
Others	9.1	6.7	2.4	0.0	7.1	-22.1%	4.9	2.1	0.0
Total	155.2	93.5	55.7	6.1	131.9	-15.0%	87.0	*39.0	5.9
Greater China	24.2	8.6	12.2	3.4	18.0	-25.4%	8.0	7.2	2.9

Asia Pacific: Incl. Middle East
Others: Africa, Latin America, Oceania, Russia
Greater China: Incl. Taiwan

Impact from currency translation

USD	-10.1%
EUR	-8.5%
Chinese yuans	-14.9%

*Impact from divesture of Shanghai Meite -JPY4.6bn

(For reference)

Overseas Revenue ratio (JGAAP) Unit: Ybn

	FYE2012 results	FYE2013 results	FYE2014 results	FYE2015 results	FYE2016 results
Overseas Revenue	53.9	205.1	293.9	393.4	559.7
Overseas Revenue ratio	4.2%	14.3%	18.0%	23.5%	30.3%

(IFRS) Unit: Ybn

FYE2015 results	FYE2016 results	FYE2017 results
409.2	598.6	131.9
24.0%	31.7%	30.9%

9. Permasteelisa, ASB & GROHE

■Results (in local currency)

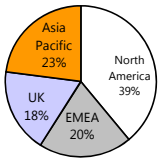
		FYE2016 Q1 results			FYE2017 Q1 results						FYE2017 Full-year forecasts		
		Permasteelisa	ASB	GROHE	Permasteelisa	YoY	ASB	YoY	GROHE	YoY	Permasteelisa	ASB	GROHE
Unit		EURm	USDm	EURm	EURm		USDm		EURm		EURm	USDm	EURm
Revenue		383	252	358	316	-17%	270	7%	364	2%	1,645	1,054	1,521
Core earnings		1	13	46	-6	fell into the red	22	69%	48	4%	56	57	210
	%	0.2%	5.2%	12.8%	-1.9%	-2.1	8.2%	+3.0	13.1%	+0.4	3%	5%	14%

Permasteelisa

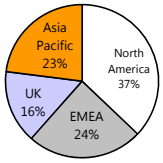
Accounting period = April to March

■Regional revenue contribution *EMEA = Europe, Middle East, Africa

FYE2016 results

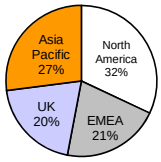


FYE2017 Q1 results

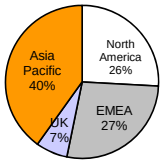


■New orders by region

FYE2016 results



FYE2017 Q1 results



Orders received

Unit: EURm

	FYE2016 results	FYE2016 Q1 results	FYE2017 Q1 results
New Orders	1,129	500	159
Backlog	2,002	2,541	1,843

GROHE

■Non-current asset allocation

Unit: EURm

	FYE2017 Q1 results		Amortization period
	Amortization (IFRS)	Balance	
Goodwill	-	1,206	Not amortized in IFRS
Trademark (Unamortized intangible assets)	-	1,349	None
Other intangible assets	6	201	6 to 13 years
Revaluation of fixed assets, inventories and other	1	75	Case-by-case
Total	6	2,830	

10. Goodwill

(Other intangible assets are excluded.)

Unit: Ybn

		FYE2016 results		FYE2017 Q1 results
		Impairment	Balance	Balance
LWT	GROHE		153.4	137.9
	ASB		16.9	14.6
	American Standard AP		0.6	0.6
LHT	Kawashima Selkon Textiles		1.8	1.8
	Hivic		1.0	1.0
LBT	Permasteelisa	10.1	20.1	18.0
LKT	LIXIL Haier Housing Products	3.0	-	-
	Other	0.3	1.6	1.6
	Total	13.4	195.5	175.6

Decrease in balance of goodwill of GROHE, ASB & Permasteelisa are due to exchange rate fluctuation

11. Recent M&As / Business & Capital Alliances (JGAAP)

M&As of overseas companies

Unit: Ybn

Timing	Company name	Target	Revenue		Purchasing amount at the beginning	Ownership ratio	Total amount of goodwill	Effect
			Time of acquisition	FYE2016 result				
Jul 2009 (partly Nov 2009)	American Standard Asia Pacific (Group)	Sanitary ware (Asia)	23.5	-	17.6	100%	Net goodwill 2.1/ Intellectual property 3.5	>Gain business platform in Asia >Rebuild Asian base
Jan 2011	Shanghai Meite Curtain Wall Co., Ltd.	Building sashes (China)	12.0	19.6	3.2	75%→0%	0.5	>Expand building sashes in China
Dec 2011	Permasteelisa	Building sashes (Global)	116.0	209.1	60.8	100%	Goodwill 34.3 Other intangible assets 35.0	>Globally expand building sashes
Aug 2013	ASD Americas Holding (ASB)	Plumbing products (North America)	82.0	120.2	30.5	100%	Goodwill 14.7 Other intangible assets 21.7	>Establish North American platform
Oct 2013	Star Alubuild	Building sashes (India)	1.7	0.4	0.7	70%	0.4	>Business development in India
Jan 2014 (Additionally Apr 2015)	GROHE Group S.à r.l.	Plumbing fixtures, especially faucets (Europe, Global)	157.5	186.5	80.1	44%→56%	Goodwill 157.3 Other intangible assets 209.3	>Establish European platform
Oct 2014	GROHE DAWN WaterTech Holdings	Faucets, sanitary ware (Africa)	12.9	11.9	8.6	51%	Goodwill 1.2 Other intangible assets 7.8	>Gain access to Sub-Saharan market

M&As of Japanese companies

Unit: Ybn

Timing	Company name	Target	Revenue		Purchasing amount at the beginning	Ownership ratio	Total amount of goodwill	Effect
			Time of acquisition	FYE2016 result				
Apr 2010	Shin Nikkei Company Ltd.	Housing/building sashes	110.0	Integrated into LIXIL in April 2011	0	100%	5.4	>Exceed 50% share in housing sashes >Cost reduction
Apr 2010 (partly Jun 2009)	Sun Wave Corporation	Kitchen	85.0		13.7	80%→ FY13 100%	-6.1	>Become a leader in the kitchen segment >Cost reduction
Aug 2011 (partly Dec 2010)	Kawashima Selkon Textiles Co., Ltd.	Interior fabric such as curtains	34.3 *	30.1	Y2.2bn (Dec 2010) Share exchange rate 1:0.035 (Aug 2011)	100%	1.7	>Create synergy with sales of existing window business >Utilize *Kawashima* brand
Oct 2011 (expected to sell in Aug 2016)	HIVIC Co., Ltd.	Wood related products	24.4	20.3	Share exchange rate 1:0.094	100%	1.4	>Strengthen wood related products and services

* Excludes interior fabric business for vehicle which the company separated business

Business & Capital Alliances with Japanese companies

Unit: Ybn

Timing	Company name	Target	Purchasing amount	Ownership ratio	Effect
Dec 2010	Leopalace 21	Major lease management, renovation, and other	1.8	9%→0%	>Expand sales for Leopalace
Sept 2013	EDION	Renovation business in the home electrical appliance industry	5.0	8%	>Expand sales for EDION
Oct 2013	Sharp	New product development by integrating building & electrical materials	5.0	1%→0.2%	>Expand sales, development of new products