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## Asahi Glass Announces Revision of Operating Results Outlook (Consolidated and Non-consolidated)

The following revisions have been made to the outlook of operating results announced on February 16, 2004 for the 1st half of 2004 (January 1 through June 30, 2004) and for the full fiscal year of 2004 (January 1 through December 31, 2004).

1. Revised outlook of consolidated operating results for the 1 st half of the year ending December 2004 (January 1 through June 30, 2004)
(Unit: Millions of Yen, \%)

|  | Net sales | Operating <br> income | Ordinary <br> income | Net income |
| :--- | ---: | ---: | ---: | ---: |
| Previously announced outlook (A) <br> (Announced February 16, 2004) | 690,000 | 47,000 | 42,000 | 36,000 |
| Outlook revised this time (B) | 700,000 | 59,000 | 55,000 | 48,000 |
| (B-A) | 10,000 | 12,000 | 13,000 | 12,000 |
| Change $\quad 1 \mathrm{~B}-\mathrm{A}) / \mathrm{A}$ | 1.4 | 25.5 | 31.0 | 33.3 |
| Change (\%) <br> Previous period (actual results for 1st <br> half of 2003) | 661,720 | 36,155 | 33,259 | 29,445 |

2. Revised outlook of consolidated operating results for the fiscal year ending December 2004 (January 1 through December 31, 2004)
(Unit: Millions of Yen, \%)
$\left.\begin{array}{|l|r|c|r|r|}\hline & \text { Net sales } & \begin{array}{c}\text { Operating } \\ \text { income }\end{array} & \begin{array}{c}\text { Ordinary } \\ \text { income }\end{array} & \text { Net income } \\ \hline \begin{array}{l}\text { Previously announced outlook (A) } \\ \text { (Announced February 16, 2004) }\end{array} & 1,420,000 & 100,000 & 91,000 & 58,000 \\ \hline \text { Outlook revised this time (B) } & 1,420,000 & 120,000 & 113,000 & 68,000 \\ \hline \text { (B-A) } & 0 & 20,000 & 22,000 & 10,000 \\ \hline \text { Change } & \text { (B-A)/A } & 0.0 & 20.0 & 24.2\end{array}\right] 17.29$.
3. Revised outlook of non-consolidated operating results for the 1st half of fiscal 2004 (January 1 through June 30, 2004)
(Unit: Millions of Yen, \%)

|  | Net sales | Operating income | Ordinary income | Net income |
| :---: | :---: | :---: | :---: | :---: |
| Previously announced outlook (A) (Announced February 16, 2004) | 270,000 | 6,000 | 8,000 | 17,000 |
| Outlook revised this time (B) | 280,000 | 13,000 | 15,000 | 25,000 |
| Change (B-A) | 10,000 | 7,000 | 7,000 | 8,000 |
| Change (\%) (B-A)/A | 3.7 | 116.7 | 87.5 | 47.1 |
| Previous period (actual results for 1st half 2003) | 265,380 | 1,055 | 4,321 | 13,456 |

4. Revised outlook of non-consolidated operating results for the fiscal year 2004 (January 1 through December 31, 2004)
(Unit: Millions of Yen, \%)

|  | Net sales | Operating <br> income | Ordinary <br> income | Net income |
| :--- | ---: | ---: | ---: | ---: |
| Previously announced outlook (A) <br> (Announced February 16, 2004) | 550,000 | 15,000 | 17,000 | 22,000 |
| Outlook revised this time (B) | 560,000 | 26,000 | 28,000 | 28,000 |
| Change (B-A) | 10,000 | 11,000 | 11,000 | 6,000 |
| Change (\%) | 1.8 | 73.3 | 64.7 | 27.3 |
| Previous period (actual results for <br> fiscal 2003) | 413,656 | 5,817 | 8,870 | 14,759 |

5. Reasons for revision (consolidated and non-consolidated outlook)

Sales and operating income for the electronics and display operations is expected to exceed previous outlook because supply of CRT glass remains tight due to high demand from customers, and also because sales of glass substrates for TFT LCDs and PDPs are continuously strong in line with substantial increases in sales volume of PC monitors and thin-screen TVs. In addition, the performance of chemicals operations is projected to outperform previous outlook due to effects of the implementation of cost reduction measures as well as continued expectations for brisk market conditions for the rest of the year.

## (Supplementary material)

## Outlook of operating results by business segment (consolidated)

Fiscal year ending December 31, 2004
(Unit: Billions of Yen)

| Business segment | Net sales |  |  | Operating income |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Previously <br> announced <br> outlook | Outlook <br> revised <br> this time | change | Previously <br> announced <br> outlook | Outlook <br> revised <br> this time | change |
|  | 730.0 | 730.0 | 0.0 | 43.0 | 43.0 | 0.0 |
| Electronics and <br> Display | 390.0 | 400.0 | 10.0 | 47.0 | 62.0 | 15.0 |
| Chemicals | 270.0 | 270.0 | 0.0 | 8.0 | 13.0 | 5.0 |
| Other | 80.0 | 75.0 | $(5.0)$ | 2.0 | 2.0 | 0.0 |
| Elimination | $(50.0)$ | $(55.0)$ | $(5.0)$ | - | - | - |
| Total | $\mathbf{1 , 4 2 0 . 0}$ | $\mathbf{1 , 4 2 0 . 0}$ | $\mathbf{0 . 0}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1 2 0 . 0}$ | $\mathbf{2 0 . 0}$ |

