

FY2009 Third Quarter consolidated highlights

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January 29, 2010

Sanwa Holdings Corporation

I . Overview of Consolidated Results

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	FY2008								FY2009							
	3Q		3Q YTD		4Q		Full Year		3Q		3Q YTD		4Q(F)		Full Year(F)	
		Y/Y	(@103.57 @149.05)	Y/Y		Y/Y	(@91.03 @127.96)	Y/Y		Y/Y	(@94.92 @129.87)	Y/Y		Y/Y	(@95.00 @130.00)	Y/Y
Net Sales <small>[assumed forex rate same as FY08]</small>	59,639	-11.9%	200,145	-9.8%	72,824	-28.2%	272,970	-15.6%	50,843	-14.7%	158,867	-20.6%	71,132	-2.3%	230,000	-15.7%
									[49,527]	-17.0%	[166,576]	-16.8%	[60,924]	-16.3%	[227,500]	-16.7%
Sanwa Shutter	28,960	-12.7%	97,427	-8.4%	52,334	-12.2%	149,762	-9.8%	24,557	-15.2%	80,285	-17.6%	42,714	-18.4%	123,000	-17.9%
Japanese Subsidiaries	7,325	13.1%	20,644	4.0%	8,241	0.3%	28,885	2.9%	5,739	-21.6%	17,803	-13.8%	7,296	-11.5%	25,100	-13.1%
ODC (U.S.A.)	\$150,203	-3.9%	\$432,349	-9.8%	\$141,357	-13.7%	\$573,706	-10.8%	\$117,339	-21.9%	\$333,837	-22.8%	\$123,162	-12.9%	\$457,000	-20.3%
	14,752	-4.9%	44,778	-19.0%	7,446	-58.8%	52,224	-28.8%	10,908	-26.1%	31,687	-29.2%	11,727	57.5%	43,415	-16.9%
Novoferm (Europe)	€92,718	4.1%	€280,397	1.4%	€98,276	-1.3%	€378,673	0.7%	€81,146	-12.5%	€251,354	-10.4%	€84,645	-13.9%	€336,000	-11.3%
	10,249	-27.4%	41,793	-7.5%	6,661	-62.0%	48,455	-22.7%	10,800	5.4%	32,643	-21.9%	11,036	65.7%	43,680	-9.9%
Operating Income <small>[before goodwill amortization] [assumed forex rate same as FY08]</small>	926	-58.7%	2,196	-70.5%	5,873	-30.3%	8,070	-49.2%	1,151	24.2%	578	-73.7%	3,621	-38.3%	4,200	-48.0%
	[1,162]	-48.3%	[5,500]	-26.2%	[5,788]	-31.3%	[11,288]	-28.9%	[1,313]	13.0%	[579]	-89.5%	[3,593]	-37.9%	[4,172]	-63.0%
Sanwa Shutter	148	-82.6%	2,907	-19.3%	4,402	-12.2%	7,310	-15.2%	132	-10.7%	141	-95.1%	2,258	-48.7%	2,400	-67.2%
Japanese Subsidiaries	139	41.1%	475	-26.3%	252	-42.3%	727	-32.8%	-30	<->	11	-97.7%	438	73.8%	450	-38.2%
ODC (U.S.A.)	\$6,148	-43.7%	\$14,802	-41.4%	\$6,925	-57.7%	\$21,728	-47.8%	\$4,840	-21.3%	-\$1,966	<->	\$7,866	13.6%	\$5,900	-72.8%
	612	-46.7%	1,533	-47.4%	444	-75.8%	1,977	-58.4%	466	-23.8%	-186	<->	746	68.0%	560	-71.7%
Novoferm (Europe)	€1,610	49.8%	€3,276	75.2%	€4,789	-19.2%	€8,065	3.4%	€3,212	99.4%	€936	-71.4%	€1,163	-75.7%	€2,100	-74.0%
	208	19.9%	488	59.8%	543	-45.4%	1,032	-20.6%	413	98.5%	121	-75.1%	151	-72.2%	273	-73.5%
Current Income <small>[before goodwill amortization] [assumed forex rate same as FY08]</small>	743	-66.2%	1,516	-79.8%	5,979	-29.9%	7,495	-53.3%	821	10.5%	68	-95.5%	3,531	-40.9%	3,600	-52.0%
	[979]	-55.5%	[4,820]	-35.8%	[5,893]	-30.9%	[10,713]	-33.2%	[984]	0.5%	[0]	<->	[3,596]	-39.0%	[3,596]	-66.4%
Sanwa Shutter	244	-76.5%	3,191	-25.8%	4,507	-13.7%	7,698	-19.1%	210	-13.9%	402	-87.4%	2,397	-46.8%	2,800	-63.6%
Japanese Subsidiaries	133	28.4%	470	-28.5%	256	-44.6%	726	-35.1%	-25	<->	17	-96.2%	427	66.8%	445	-38.8%
ODC (U.S.A.)	\$5,495	-45.9%	\$12,717	-44.7%	\$6,312	-60.0%	\$19,029	-50.9%	\$3,690	-32.8%	-\$3,679	<->	\$5,579	-11.6%	\$1,900	-90.0%
	548	-48.8%	1,317	-50.4%	415	-76.6%	1,732	-60.8%	358	-34.7%	-349	<->	529	27.5%	180	-89.6%
Novoferm (Europe)	€540	728.2%	-€751	<->	€3,474	-41.3%	€2,723	-52.4%	€2,024	274.7%	-€1,875	<->	€75	-97.8%	-€1,800	<->
	105	835.0%	-112	<->	460	-53.3%	348	-63.5%	256	144.4%	-243	<->	9	-98.0%	-234	<->
Other Affiliates	6	<+>	-129	<->	41	-78.2%	-88	<->	9	32.4%	-81	<+>	31	-24.4%	-50	<+>
Net Income <small>[before goodwill amortization] [assumed forex rate same as FY08]</small>	268	-74.6%	-1,158	<->	3,470	-19.6%	2,312	-71.9%	73	-72.5%	-850	<+>	2,050	-40.9%	1,200	-48.1%
	[504]	-52.4%	[2,146]	-45.1%	[3,384]	-21.6%	[5,530]	-32.8%	[124]	-75.4%	[-970]	<->	[2,175]	-35.7%	[1,205]	-78.2%
Sanwa Shutter	167	-60.3%	1,828	-11.3%	2,611	-9.2%	4,439	-10.1%	95	-43.0%	100	-94.5%	1,199	-54.1%	1,300	-70.7%
Japanese Subsidiaries	21	-3.3%	262	-26.2%	152	-61.1%	414	-44.4%	-13	<->	-45	<->	267	75.7%	222	-46.5%
ODC (U.S.A.)	\$2,924	-55.2%	\$5,539	-62.6%	\$3,689	-64.5%	\$9,229	-63.4%	\$952	-67.4%	-\$5,310	<->	\$5,420	46.9%	\$110	-98.8%
	295	-57.1%	573	-66.4%	266	-77.2%	840	-70.8%	97	-67.1%	-504	<->	514	93.2%	10	-98.8%
Novoferm (Europe)	€376	88.6%	-€1,300	<->	€1,729	<+>	€428	<+>	-€1,232	<->	-€3,865	<->	€965	-44.1%	-€2,900	<->
	88	159.3%	-193	<->	248	<+>	54	<+>	-164	<->	-502	<->	125	-49.6%	-377	<->
Other Affiliates	6	<+>	-129	<->	41	-78.2%	-88	<->	9	32.4%	-81	<+>	31	-24.4%	-50	<+>

1) The relevant financial periods for each entity are as follows: First Half Full Year
 Sanwa Shutter & Japanese subsidiaries: Apr.1 to Sep.30 Apr.1 to Mar.31 following year
 ODC & Novoferm: Jan.1 to Jun.30 Jan.1 to Dec.31

2) Figures are round off. <+> is for increase, <-> is for decrease from the previous year.
 3) Each figure by entities is before consolidation adjustment.
 4) Forex rate is changed from end of the term to term average in FY2009.

II . Summary of 3Q Consolidated Results

Summary	<p>Net Sales continues to decline, however, Operating Income & Current Income actual in 3Q(Oct.~Dec.) turned into positive year-on-year and aggregate amount of Operating Income & Current Income up to 3Q also returned the black.</p> <p>1) Despite huge decrease in Net Sales, Sales Cost Ratio was improved by 0.3% as of aggregate basis up to 3Q due to enhancement of cost reduction measures among group companies and impact of steel price decline.</p> <p>2) SG&A decreased ¥3.08bln excluding goodwill amortization(¥3.3bln) and impact of FX(¥1.91bln).</p> <p>(FY trend) Amid continuous decline of Net Sales in FY2009 due to steep down in demand, Sales Cost Ratio in 1Q worsened by substantive up of steel price, but in 2Q, reduction of SG&A together with improvement of Sales Cost Ratio were pursued and got rid of the red, and in 3Q, Operating Income increased from last year due to further cost reduction. While recovery of Net Sales delays, rebuilding of cost structure is steadily improved.</p>
Net Sales	<p>Down by 20.6% (¥41.3bln) on aggregate basis up to 3Q. [down by 16.8% (¥33.6bln) excluding FX impact]</p> <p>Japan: Sluggish demand of construction market such as housing related and facilities. Sanwa Shutter recorded huge decrease in heavy-duty shutter, and recognized 17.6% (¥17.1bln) down in Net Sales despite slight recovery of light weight shutter in 3Q. Total of Japanese group companies experienced 16.8% (¥19bln) down in Net Sales despite Okinawa Sanwa's increase.</p> <p>USA(ODC): Down by 22.8% (\$98.5mill) total up to 3Q. In addition to garage door in residential market under recession, demand of commercial door and automatic door, which were kept relatively steady last year, has slowed down, and truck/trailer door continues huge decline in Net Sales.</p> <p>EU(NF): Although the down size is smaller than Japan/US, Net Sales was down by 10.4% (Euro29mill) due to slow demand of garage door, residential/building door and industrial door which was kept steady last year.</p>
Operating Income	<p>3Q recorded 24.2% increase yoy [13.0% increase excluding goodwill amortization FY08 and FX impact], but total up to 3Q recorded 73.7% (¥1.62bln) huge decrease.</p> <p>Japan: In 3Q, Sanwa Shutter earned almost equivalent income of last year despite huge decrease in Net Sales, as a result of steel price decline and further enhancement of cost reduction. However, due to 1H decline of income, total recorded 95.1% down yoy. Total domestic group showed big down by 81.7% (¥2.88bln).</p> <p>USA(ODC): 3Q recognized \$4.8mill income, although 21.3% down yoy. Total up to 3Q recorded \$2.0mill deficit due to operator's development cost increase and time lag of steel cost decline effect, which could not recover 1H deficit.</p> <p>EU(NF): Despite decrease in Net Sales, 3Q recorded 99.4% (Euro3.2mill) increase yoy due to further cost reduction such as labor cost under structural. And total income up to 3Q recorded Euro0.9mill, however, which is Euro2.3mill (71.4%) decrease due to impact of huge decrease in 1H yoy.</p>
Current Income	<p>3Q recorded 10.5% increase yoy [0.5% increase excluding goodwill amortization FY08 and FX impact], but total up to 3Q ended 95.5% (¥1.45bln) down. [¥4.82bln decrease excluding goodwill amortization FY08 and FX impact]</p> <p>Nonoperating Income/Loss was improved by ¥170mill due to decline in interest payment (¥340mill after FX adjustment) etc.</p>
Net Income	<p>3Q kept the black, however, total up to 3Q recognized ¥0.85bln deficit. [¥0.97bln loss excluding FX impact]</p> <p>In addition to decrease in Current Income, extraordinary costs such as related cost for M&A of Wayne Dalton by ODC(USA) and its rationalization of plants, as well as reorganization of sales network of NF(EU) were booked.</p>

Forecast for entire FY2009 consolidated results

Summary	<p>Although severe demand for construction related materials in both domestic and foreign markets continues, we'll pursue securing order intake and structural reform/cost reduction. FY forecast is remained same as 2Q announcement.</p>
Net Sales	<p>Down by 15.7% (¥43bln) [down by 16.7% (¥45.5bln) excluding FX impact], same as forecasted in 2Q announcement.</p> <p>Japan: Although slight improvement is anticipated in housing related demand, investment in private sector hasn't seemed to hit the bottom yet. Along with product by product, light weight shutter is slightly recovered, however, recovery of building materials demand, such as heavy-duty shutter/condominium door can't be seen, and FY2009 is forecasted down by 17.1% (¥30.5bln).</p> <p>USA(ODC): Although residential market is expected to recover in next term, today's actual situation is still sluggish, and demand for commercial door is slowing down, hence down by 20.3% (\$117mill) is anticipated.</p> <p>EU(NF): In addition to sluggish residential market, down in industrial door demand due to slow down in industrial facility investment will end up with 11.3% (Euro42.7mill) down in Net Sales.</p>
Operating Income	<p>Down by 48.0% (¥3.9bln) [down by 63.0% (¥7.1bln) excluding goodwill amortization FY08 and FX impact], same as forecasted in 2Q announcement.</p> <p>Despite down forecast due to huge decrease in Net Sales, anticipated Operating Income will be maintained by pursuing structural reform and cost reduction on global basis.</p> <p>Japan: By speedy action for structural reform and cost reduction measures among domestic companies headed by Sanwa Shutter, as well as continuation of emergency cost reduction measures, the anticipated profit will be maintained.</p> <p>USA(ODC): Despite impact of sales decrease, pursuit of structural reform, additional measure for cost reduction and steel cost decline effect may end up profit more than estimated.</p> <p>EU(NF): The partial appearance of effect from cost reduction measures and logistic rebuilding, together with steel price decline, may end up profit more than estimated.</p>

<reference>

Trends in the quarterly consolidated income

JPYm

	FY2008 Before goodwill amortization Assumed forex rate end of the FY08				FY2009 Assumed forex rate end of the FY08				Y/Y change amount				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q(F)	1Q	2Q	3Q	4Q(F)	note
Net sales △%Y/Y [Effect on Op income]	53,358	75,279	60,174	84,160	45,612	61,277	50,199	70,411	-7,745 [-2,033]	-14,001 [-3,490]	-9,975 [-2,524]	-13,748 [-3,193]	[Year-on-year decline x FY08 gross margin rate]
Cost of sales Sales cost ratio	-39,356 -73.8%	-56,512 -75.1%	-44,945 -74.7%	-64,613 -76.8%	-34,195 -75.0%	-45,796 -74.7%	-36,678 -73.1%	-53,831 -76.5%	-552 -1.2%	205 0.3%	817 1.6%	227 0.3%	FY09 net sales x difference of sales cost ratio
SG&A SG&A ratio	-14,711 -27.6%	-13,919 -18.5%	-14,122 -23.5%	-13,504 -16.0%	-14,468 -31.7%	-12,969 -21.2%	-12,399 -24.7%	-12,992 -18.5%	243	950	1,723	512	
Operating income	-709	4,848	1,107	6,043	-3,051	2,512	1,123	3,588	-2,342	-2,335	16	-2,454	
Nonoperating profit/loss	-136	-220	-213	-6	-173	-3	-321	-79	-37	217	-109	-73	
Current income	-845	4,628	894	6,037	-3,225	2,509	801	3,510	-2,380	-2,118	-93	-2,527	
Extraordinary profit/loss	-288	-430	-167	-565	7	-415	-743	-329	296	16	-576	236	
Income before income taxes	-1,133	4,197	728	5,472	-3,217	2,095	59	3,181	-2,084	-2,103	-669	-2,291	
Net income	-1,169	3,343	-69	3,426	-2,119	1,226	70	2,028	-949	-2,116	139	-1,399	

1. For excluding specific factors, every figure is recalculated using forex rate end of the FY08 (US\$:@91.03, Euro:@127.96) and except goodwill amortization in FY08. Consequently, each figure is different from announcement of financial statements .
2. In 1Q of FY09, recorded the operating loss due to impact of sales decrease and worsened sales cost ratio because of steel price hike from the previous year and lumbering fixed costs reduction in the factory.
In 2Q of FY09, turned into the black because large reduction of SG&A covered impact of sales decrease.
Sales cost ratio slightly improved due to delay of material price decline.
In 3Q of FY09, marked increased profit year-on-year. Sales cost ratio improved largely under lower material cost, in addition to significant cut of SG&A.
3. In 4Q of FY09, net sales forecast is 16.8% decrease year-on-year. This is about the same level of 3Q(YTD) decrease ratio.
Sales cost ratio and SG&A forecast will slightly improve compared with the same period the previous year.

III. Segment Information

JPYm

		JAPN			U.S.A. (ODC)				Europe (Novoferm)				Segment Total			
		FY2008	FY2009		FY2008	FY2009			FY2008	FY2009			FY2008	FY2009		
		3Q	3Q	Y/Y Chg. Amount	3Q	3Q	FX Effect	Y/Y after FX adj.	3Q	3Q	FX Effect	Y/Y after FX adj.	3Q	3Q	FX Effect	Y/Y after FX adj.
	JPY=USD1 JPY=EUR1			(@103.57)	(@94.92)			(@149.05)	(@129.87)							
Commercial Building Materials	Sales	87,877	72,134	-15,743	20,648	15,041	-1,370	-4,236	17,572	14,834	-2,190	-546	126,098	102,010	-3,561	-20,526
	Δ%Y/Y			-17.9%				-20.5%				-3.1%				-16.3%
	Op Income	2,115	-930	-3,046	1,064	561	-51	-452	367	273	-40	-53	3,546	-96	-91	-3,551
Op income ratio	2.4%	-1.3%	19.3%	5.2%	3.7%		10.7%	2.1%	1.8%		9.7%	2.8%	-0.1%		17.3%	
Residential Housing Materials	Sales	12,356	9,934	-2,422	21,336	15,164	-1,381	-4,790	23,214	17,076	-2,521	-3,616	56,907	42,174	-3,903	-10,828
	Δ%Y/Y			-19.6%				-22.5%				-15.6%				-19.0%
	Op Income	-464	309	774	560	-181	16	-759	66	-148	21	-237	162	-20	38	-221
Op income ratio	-3.8%	3.1%	[-]	2.6%	-1.2%		15.8%	0.3%	-0.9%		6.6%	0.3%	0.0%		2.0%	
Maintenance & Repair Home Improvement	Sales	13,339	12,467	-872	0	0	0	0	1,006	732	-108	-166	14,346	13,200	-108	-1,038
	Δ%Y/Y			-7%				-				-16.5%				-7.2%
	Op Income	1,871	1,265	-606	0	0	0	0	54	-3	0	-58	1,926	1,261	0	-664
Op income ratio	14.0%	10.1%	69.5%					5.4%	-0.4%		34.9%	13.4%	9.6%		64.0%	
Others	Sales	0	0	0	2,792	1,482	-135	-1,175	0	0	0	0	2,792	1,482	-135	-1,175
	Δ%Y/Y							-42.1%								-42.1%
	Op Income	0	0	0	-92	-566	51	-525	0	0	0	0	-134	-566	51	-482
Op income ratio				-3.3%	-38.2%		44.7%					-4.8%	-38.2%		41.0%	
Area Total	Sales	113,573	94,536	-19,037	44,778	31,687	-2,887	-10,202	41,793	32,643	-4,820	-4,328	200,145	158,867	-7,708	-33,569
	Δ%Y/Y			-16.8%				-22.8%				-10.4%				-16.8%
	Op Income	3,522	644	-2,877	1,533	-186	17	-1,736	488	121	-17	-348	5,500	579	0	-4,920
Op income ratio	3.1%	0.7%	15.1%	3.4%	-0.6%		17.0%	1.2%	0.4%		8.0%	2.7%	0.4%		14.7%	

1) Figures are round off. 2) Both ODC group & Novoferm group's figures on year on year change are after FX effect adjustment.

3) Every OP income of FY2008(3Q) is before goodwill amortization.

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

JPYm・%

		FY2008						FY2009					
		3Q YTD			Full Year			3Q YTD			Full Year(F)		
		Order Intake	Sales	% to total	Order Intake	Sales	% to total	Order Intake	Sales	% to total	Order Intake	Sales	% to total
Rolling Shutters	Lightweight	<-7.2> 20,116	<-7.3> 19,704	20.2	<-8.1> 25,621	<-7.9> 25,701	17.2	<-11.7> 17,772	<-12.4> 17,260	21.5	<-12.6> 22,400	<-13.6> 22,200	18.0
	Heavy-duty	<-3.9> 24,499	<1.9> 20,060	20.6	<-15.1> 29,072	<-2.2> 30,774	20.5	<-42.8> 14,010	<-29.0> 14,245	17.7	<-28.8> 20,700	<-27.9> 22,200	18.0
	Sub Total	<-5.4> 44,616	<-2.9> 39,765	40.8	<-12.0> 54,693	<-4.9> 56,475	37.7	<-28.8> 31,782	<-20.8> 31,506	39.2	<-21.2> 43,100	<-21.4> 44,400	36.1
Shutter-related Products	Overhead Doors	<-9.8> 4,130	<-4.1> 3,770	3.9	<-9.6> 5,273	<-5.7> 5,341	3.6	<-13.6> 3,568	<-11.6> 3,333	4.2	<-10.9> 4,700	<-12.0> 4,700	3.8
	Others	<-4.5> 7,827	<-10.6> 6,276	6.4	<-12.5> 9,593	<-9.6> 9,667	6.5	<-35.4> 5,059	<-23.5> 4,801	6.0	<-22.9> 7,400	<-23.5> 7,400	6.0
	Sub Total	<-6.4> 11,958	<-8.3> 10,046	10.3	<-11.5> 14,867	<-8.2> 15,009	10.0	<-27.9> 8,627	<-19.0> 8,134	10.1	<-18.6> 12,100	<-19.4> 12,100	9.8
Doors	Commercial Buildings/ Condominiums	<-2.2> 38,415	<-15.7> 23,003	23.6	<-9.6> 47,513	<-14.4> 44,153	29.5	<-28.5> 27,449	<-5.6> 21,721	27.1	<-19.6> 38,200	<-9.6> 39,900	32.4
	Residential	<-1.3> 2,554	<1.1> 2,554	2.6	<0.3> 3,307	<0.3> 3,309	2.2	<-9.7> 2,306	<-9.8> 2,304	2.9	<-15.3> 2,800	<-15.4> 2,800	2.3
	Sub Total	<-2.2> 40,969	<-14.3> 25,557	26.2	<-9.0> 50,820	<-13.5> 47,462	31.7	<-27.4> 29,755	<-6.0> 24,026	29.9	<-19.3> 41,000	<-10.0> 42,700	34.7
Window-related Products		<-6.0> 6,246	<-5.4> 6,233	6.4	<-8.8> 7,916	<-8.3> 7,958	5.3	<-25.4> 4,661	<-25.6> 4,637	5.8	<-26.7> 5,800	<-27.1> 5,800	4.7
Exterior Fittings		<-8.2> 3,154	<-8.2> 3,109	3.2	<-9.5> 4,016	<-10.2> 4,033	2.7	<-20.1> 2,519	<-20.6> 2,469	3.1	<-20.3> 3,200	<-20.7> 3,200	2.6
Others	Partitions	<-13.0> 4,567	<-41.8> 3,231	3.3	<-12.2> 5,908	<-30.9> 5,414	3.6	<-11.6> 4,036	<-4.0> 3,104	3.9	<-8.6> 5,400	<-2.1> 5,300	4.3
	Stainless-Steel Entrances	<-7.9> 2,448	<-18.9> 1,990	2.0	<-17.5> 3,014	<-21.7> 3,310	2.2	<-10.0> 2,203	<-29.2> 1,408	1.8	<-3.8> 2,900	<-18.5> 2,700	2.2
	Aluminum Fronts	<-14.4> 678	<-11.4> 627	0.6	<-13.1> 841	<-8.3> 854	0.6	<-19.4> 546	<-25.8> 465	0.6	<-16.9> 700	<-29.8> 600	0.5
	Others	<7.3> 6,708	<14.0> 6,866	7.0	<-9.4> 8,242	<0.4> 9,242	6.2	<-40.1> 4,019	<-34.0> 4,533	5.6	<-29.6> 5,800	<-32.9> 6,200	5.0
	Sub Total	<-3.7> 14,402	<-13.7> 12,715	13.1	<-11.9> 18,007	<-15.2> 18,822	12.6	<-25.0> 10,807	<-25.2> 9,511	11.8	<-17.8> 14,800	<-21.4> 14,800	12.0
Total		<-4.3> 121,347	<-8.4> 97,427	100.0	<-10.7> 150,322	<-9.8> 149,762	100.0	<-27.4> 88,154	<-17.6> 80,285	100.0	<-20.2> 120,000	<-17.9> 123,000	100.0
Commercial Building Materials		<-4.5> 75,565	<-12.9> 51,937	53.3	<-12.8> 91,395	<-12.5> 89,467	59.7	<-33.3> 50,439	<-17.9> 42,657	53.1	<-22.6> 70,700	<-17.7> 73,600	59.8
Shop-related Materials		<-10.9> 17,263	<-10.8> 16,758	17.2	<-12.2> 21,654	<-11.1> 21,889	14.6	<-14.7> 14,724	<-15.9> 14,099	17.6	<-16.0> 18,200	<-18.2> 17,900	14.6
Residential Housing Materials		<-5.8> 12,636	<-5.1> 12,531	12.9	<-7.4> 16,076	<-7.1> 16,144	10.8	<-20.1> 10,099	<-20.6> 9,944	12.4	<-22.2> 12,500	<-22.6> 12,500	10.2
Maintenance & Repair		<3.6> 11,921	<3.6> 11,921	12.2	<2.2> 16,626	<2.2> 16,626	11.1	<-4.3> 11,409	<-4.3> 11,409	14.2	<-2.6> 16,200	<-2.6> 16,200	13.2
Others		<14.6> 3,959	<29.6> 4,279	4.4	<-12.1> 4,568	<4.2> 5,633	3.8	<-62.6> 1,481	<-49.2> 2,174	2.7	<-47.5> 2,400	<-50.3> 2,800	2.3
		Amount			Amount			Amount			Amount		
Outstanding Order Intake		88,605			63,407			70,807			59,938		
Work-in-process		25,779			11,699			21,882			12,000		

1) < > = % year on year 2) Outstanding Order Intake = Unordered, unpurchased and work-in-process