

➤ **Q3 Results for the Fiscal Year
Ending March 31, 2024 (IFRS)**
(From April 1, 2023 to December 31, 2023)

LIXIL Corporation
January 31, 2024

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➤ **LIXIL TRANSITIONED TO IFRS FROM FYE2016
CHANGE IN PROFIT LEVEL STRUCTURE IS AS SHOWN**

JGAAP	IFRS (LIXIL Financial Reporting)
	Continuing operations
Net sales	Revenue
Cost of sales	Cost of sales
Gross profit	Gross profit
SG&A	SG&A
Operating profit	Core earnings (CE)
Non-operating income/expenses	Other income/expenses
Ordinary income	Operating profit
Extraordinary income/loss	Finance income/costs
	Share of profit (loss) of investments accounted for using equity method
Profit before income taxes	Profit before tax
	Profit from continuing operations
	Discontinued operations
	Profit for discontinued operations
Net profit attributable to	Profit attributable to
Non-controlling interests	Owners of the parent
Owners of the parent	Non-controlling interests

"Core earnings" in IFRS is equivalent to JGAAP's "Operating profit"

KEY HIGHLIGHTS

Summary of results for Q3 FYE2024

Revenue decreased while Core Earnings increased year-on-year for Q3 (9 months) FYE2024

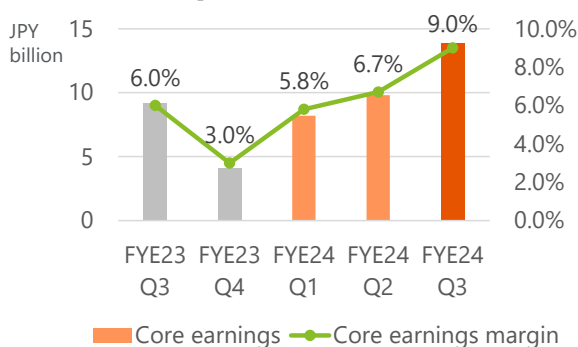
- Revenue was flat year-on-year, while core earnings increased by JPY5.6 billion to JPY26.6 billion
- For the Japan business, profitability significantly improved due to stabilization of variable costs such as raw material prices and component prices, the transfer of cost increases to selling prices, and an increase in demand for renovation products to improve home insulation continuing from the first-half
- For international businesses, expectations for interest rate cuts in both Europe and the US are rising, with currently subdued demand expected to recover
- Structural reforms are underway to improve management resilience, particularly in international businesses
- Recorded Permasteelisa-related loss of JPY4.8 billion (loss from Discontinued Operations: evaluation losses on amount to be refunded to LIXIL out of capital contribution at time of sale). No cash outflow or additional loss will be recorded regarding this matter⁽¹⁾

LIXIL ⁽¹⁾ Announced on January 22, 2024, "Announcement on Recording a Loss for the Quarter from Discontinued Operations (Consolidated) and Extraordinary Loss (Stand-alone), and the Consolidated Financial Forecast for the Third Quarter of the Fiscal Year Ending March 2024" ² <https://ssl4.eir-parts.net/doc/5938/tdnet/2382590/00.pdf>

KEY HIGHLIGHTS

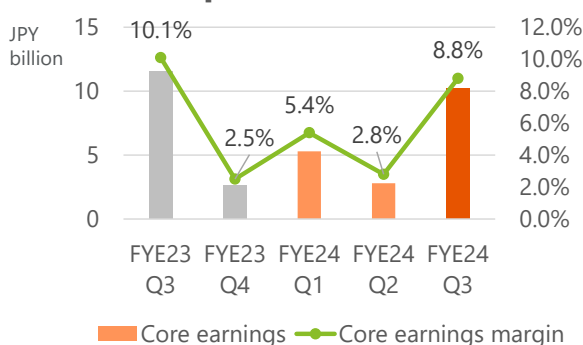
Summary of results for Q3 FYE2024 and business outlook (by segment)

LHT (Japan)



- The penetration of price optimizations and increased profits due to higher renovation demand for home insulation products contributed significantly to profitability improvement. This is expected to slow in Q4 due to sluggish demand for new housing
- Some factories were affected by the January 1 Noto Peninsula earthquake, but operations are continuing and the impact on business performance is minimal
- The Japanese Government approved the subsidy program for advanced window renovation projects as part of the supplementary budget for fiscal 2023. The budget was increased from JPY100 billion last year to JPY135 billion. In addition to renovation projects for higher insulation with windows, door was added to the list of eligible products⁽¹⁾. Orders received temporarily declined in January due to the transitional period between new and old subsidies in terms of shipments

LWT (Japan)



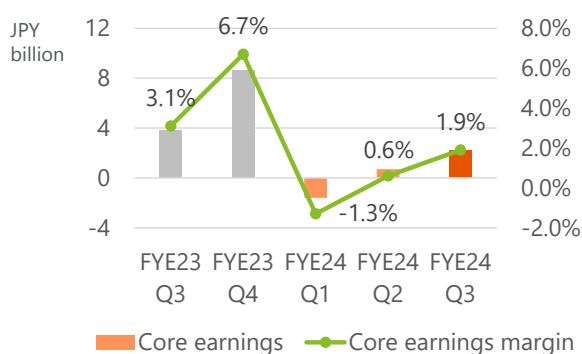
- Profitability improved due to recovery of our market share with the normalization of the competitive environment
- However, demand is temporarily declining for both new housing and renovation in Q4 due to seasonal factors, and the situation needs to be monitored closely

LIXIL ⁽¹⁾ Program website https://jutaku-shoene2023.mlit.go.jp/news/touroku_continuation.html (Japanese only)

KEY HIGHLIGHTS

Summary of results for Q3 FYE2024 and business outlook (by segment)

LWT (International)



- Expectations for interest rate cuts in both Europe and the US are rising, with currently subdued demand expected to recover
- Positive effects from structural reforms underway in Europe and the Americas are expected to be realized starting from Q4
- Impact of the Red Sea disruptions is expected to result in route changes and higher freight rates, but details are under scrutiny

Structural reforms to improve management resilience

- Optimize personnel allocation
 - Restructuring supply chain
 - Optimize business portfolio
 - Further expand in potential markets
 - Approaching potential growth markets
- Major restructuring costs are expected to be recorded in Q4
 - Short-term benefits are under scrutiny and are expected to be included in the forecast for FYE2025

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Q3 FYE2024 PERFORMANCE HIGHLIGHTS

Core Earnings increased year-on-year

- **Revenue: JPY1,122.9 billion, down JPY0.9 billion year-on-year**
 - Q3 (3 months) YoY: +1% in Japan and -5% in international markets (-12% excluding foreign exchange impact)
 - Q3 (9 months) YoY: +1% in Japan and -4% in international markets (-11% excluding foreign exchange impact)
- **Core earnings: JPY26.6 billion, up JPY5.6 billion year-on-year**
 - Q3 (3 months) breakdown: JPY10.2 billion in LWT Japan, JPY2.2 billion in LWT International, JPY14.3 billion in LHT, and -JPY8.9 billion for consolidation adjustment/other factors
 - Q3 (9 months) breakdown: JPY18.4 billion in LWT Japan, JPY1.3 billion in LWT International, JPY32.9 billion in LHT, and -JPY26.0 billion for consolidation adjustment/other factors
- **Profit for the quarter⁽¹⁾: JPY6.8 billion, down JPY4.2 billion year-on-year**
 - Decreased by JPY4.2 billion YoY primarily due to recording loss for the quarter from Discontinued Operations of JPY4.8 billion resulting from the transaction at the time of sale of Permasteelisa

LIXIL (1) Profit for the quarter = Profit for the quarter attributable to owners of the parent

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Q3 FYE2024 CONSOLIDATED BUSINESS RESULTS

JPY billion	Q3 (9 months)				Q3 (3 months)		
	FYE2023	FYE2024	Increase/ decrease (YoY)	%	FYE2024	Increase/ decrease (YoY)	%
Revenue	1,123.8	1,122.9	-0.9	-0.1%	390.7	-0.5	-0.1%
Gross Profit	352.5	362.3	+9.8	+2.8%	128.1	+4.9	+4.0%
(%)	31.4%	32.3%	+0.9pp	-	32.8%	+1.3pp	-
SG&A	331.5	335.7	+4.2	+1.3%	110.4	+2.0	+1.8%
Core Earnings (CE)⁽¹⁾	21.0	26.6	+5.6	+26.7%	17.8	+2.9	+19.8%
(%)	1.9%	2.4%	+0.5pp	-	4.5%	+0.8pp	-
Profit for the quarter including Discontinued Operations⁽²⁾	11.0	6.8	-4.2	-38.5%	6.3	-1.0	-13.9%
EPS (JPY)	38.24	23.62	-14.62	-38.2%	21.91	-3.55	-13.9%
EBITDA⁽³⁾	82.5	87.0	+4.4	+5.4%	38.4	+2.3	+6.3%
(%)	7.3%	7.7%	+0.4pp	-	9.8%	+0.6pp	-

- **Gross profit margin:** Increased by 0.9pp YoY
- **SG&A expenses:** Increased by JPY4.2 billion YoY (Japan JPY3.6 billion decrease, International JPY0.6 billion decrease, forex effect JPY8.4 billion increase) due mainly to foreign exchange impact. SG&A ratio increased by 0.4pp
- **CE margin:** Increased by 0.5pp YoY

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(1) Equivalent to "Operating profit" of JGAAP

(2) Profit for the quarter attributable to owners of the parent

(3) EBITDA=Core earnings + Depreciation + Amortization

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Q3 FYE2024 BUSINESS RESULTS BY SEGMENT

LWT revenue and profits decreased on sluggish demand in Europe and the Americas. Profitability for LHT improved due to price optimization and higher sales of renovation products for insulation

JPY billion		Q3 (9 months)			Q3 (3 months)	
		FYE2023	FYE2024	Increase/ decrease (YoY)	FYE2024	Increase/ decrease (YoY)
LWT	Revenue	683.2	668.5	-14.8	232.4	-4.8
	CE	36.0	19.7	-16.3	12.4	-3.0
LHT	Revenue	454.3	462.5	+8.2	161.7	+0.6
	CE	15.5	32.9	+17.4	14.3	+4.8
Consolidation, Adj. & Other	Revenue	-13.7	-8.1	+5.6	-3.4	+3.7
	CE	-30.5	-26.0	+4.5	-8.9	+1.1
LIXIL	Revenue	1,123.8	1,122.9	-0.9	390.7	-0.5
	CE	21.0	26.6	+5.6	17.8	+2.9

Q3 impact from segment reclassification⁽¹⁾

LWT: Revenue JPY0.0 billion, CE -JPY1.7 billion

LHT: Revenue -JPY5.4 billion, CE +JPY1.7 billion

Consolidation adj.: Revenue +JPY5.4 billion

CE +JPY0.1 billion

Forex impact⁽²⁾

Q3 9 months: Revenue +JPY28.0 billion, CE +JPY1.6 billion

Q3 3 months: Revenue +JPY9.2 billion, CE +JPY0.5 billion

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(1) Reflects reclassification of a subsidiary from Q1 FYE2024 to encompass both LWT and LHT (originally classified only to LHT), reflecting its P&L impact. The reporting segments changed to LWT and LHT

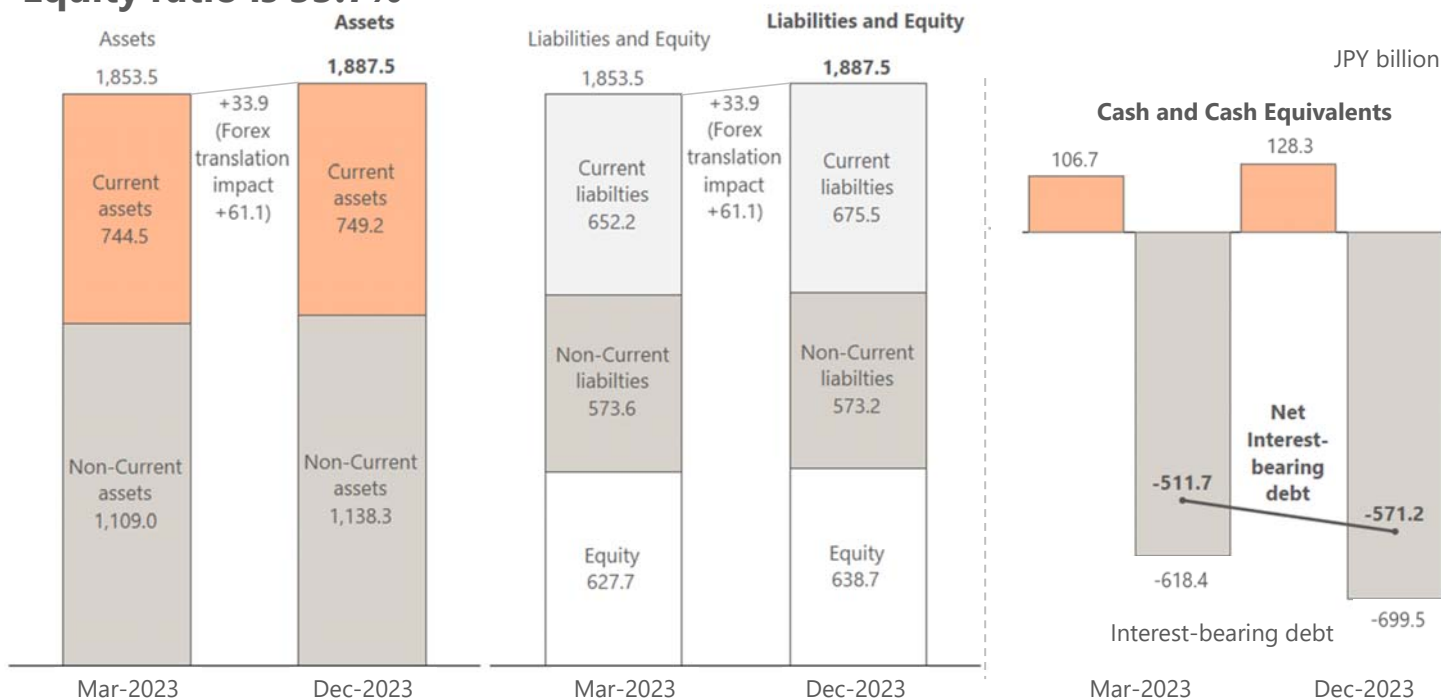
(2) Forex translation effect gain(loss) from international subsidiaries

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CONSOLIDATED FINANCIAL POSITION

Total assets increased slightly, due mainly to foreign currency translation⁽¹⁾. Net interest-bearing debt decreased by JPY17.1 billion from Q2 but was higher than end-FYE2023 due to an increase in working capital.

Equity ratio is 33.7%

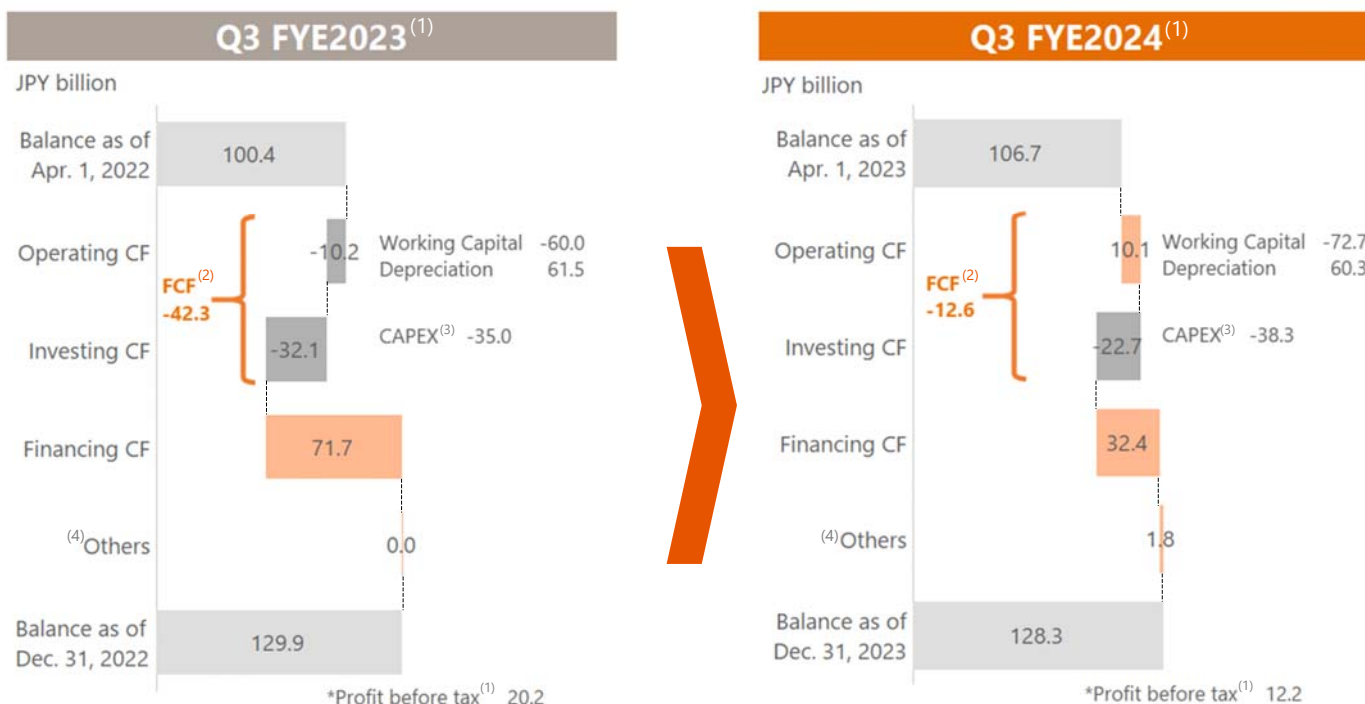


LIXIL (1) Excluding the forex translation impact, the total assets decreased by JPY27.2 billion, out of which JPY31.4 billion was for inventories decrease.

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CASH FLOW STATUS AND CASH BALANCE

Free Cash Flow (FCF) increased by 29.7 billion yen compared to the same period last year as operating cash flow turned positive in the current Q3 due to progress in inventory reduction



LIXIL (1) Includes discontinued operations
 (2) "FCF" = Operating CF + Investing CF
 (3) CAPEX = Purchase of property, plant and equipment +

Purchase of intangible assets (Excluding Right of use assets in IFRS16)
 (4) "Others" = Effects of exchange rate

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RESULTS BY BUSINESS SEGMENT



Water Technology Business (LWT)



Housing Technology Business (LHT)

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WATER TECHNOLOGY

Japan revenue increased while profits decreased; both revenue and profits decreased for International businesses

	JPY billion	Q3 FYE2024 Results	YoY vs Results		FYE2024 Forecast
			Increase /decrease	%	
Japan	Revenue	315.7	+0.2	+0.1%	429.5
	CE	18.4	-4.0	-17.9%	25.5
	CE margin	5.8%	-1.3pp	-	5.9%
International	Revenue	352.7	-15.0	-4.1%	515.5
	CE	1.3	-12.3	-90.2%	27.5
	CE margin	0.4%	-3.3pp	-	5.3%
Water Technology Total	Revenue	668.5	-14.8	-2.2%	945.0
	CE	19.7	-16.3	-45.3%	53.0
	CE margin	2.9%	-2.3pp	-	5.6%

Revenue

- **Japan:** Due to price optimizations and strong sales for renovation products that enhance people's lifestyles, revenue increased in Q3 vs Q2, but remained flat YoY
- **Int'l⁽¹⁾:** Revenue decreased in local currency/JPY terms due to sluggish demand due to rise in interest rates and persistent inflation
- **Int'l revenue distribution ratio:** 52.8%, down by 1.1pp YoY

Core earnings

- **Japan:** CE declined YoY, with price optimization and reduction of fixed cost outweighed by a decrease in gross profit due to lower sales for new housing related products
- **Int'l⁽¹⁾:** CE declined YoY mainly due to a decrease in revenue in Europe and the Americas, partly offset by SG&A expense reduction

LIXIL (1) YoY vs Results excluding forex impact: Revenue -JPY42.9 billion, -12%. Core earnings -JPY13.9 billion

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INTERNATIONAL WATER TECHNOLOGY REVENUE BY REGION

By region: Management basis Total: Statutory basis ⁽¹⁾	JPY billion	FYE2024 Q3 Results	YoY local currency basis	FYE2024 Forecast	YoY local currency basis
Americas		131.5	-2%		+8% ⁽²⁾
EMEA		124.8	-16%		+4%
China		33.6	-3%		0%
Asia Pacific		36.8	-8%		+10%
Adjustments		26.0	-		-
Water Technology International Business Total		352.7	-4%	515.5	+4%

Americas

Revenue declined in local currency terms due to weaker demand. Increased in JPY terms

- ✓ Revenue declined in local currency terms as soft demand continued. Expectations for interest rate cuts are rising, with currently subdued demand
- ✓ Further improvement on profitability by shifting products and sales channel mix and cost saving initiatives

China

Revenue declined in local currency terms due to ongoing challenges in consumer confidence in the real estate sector. Increased in JPY terms

- ✓ Q3 (3 months) sales broadly unchanged from Q2 (3 months) in local currency terms

EMEA

Revenue declined in local currency/JPY terms due to softening demand

- ✓ Revenue declined due to a sharp downturn in demand, with and lower investments in housing/construction in most European markets amid persistently high interest rates and persistent inflation
- ✓ Cost saving initiatives are being implemented

Asia Pacific

Revenue declined in local currency/JPY terms with mixed performance within the region

- ✓ Revenue declined in Vietnam due to continued softening of demand in real estate sector
- ✓ India continues to perform robustly on sales growth

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(1) Statutory basis currency: Q3 FYE2024 Results 1USD=JPY142.76, 1EUR=JPY155.19
Management basis currency: FYE2024 1USD=JPY135.0, 1EUR=JPY137.7
(2) Includes impact from M&A in FYE2023

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HOUSING TECHNOLOGY

Core earnings increased substantially in Japan due to strong renovation demand for insulation products, backed by government subsidies.
International business maintains strong performance after strategy revision

	JPY billion	Q3 FYE2024 Results	YoY vs Results		FYE2024 Forecast
			Increase /decrease	%	
Japan	Revenue	443.7	+9.6	+2.2%	583.0
	CE	31.9	+17.1	+115.5%	32.5
	CE margin	7.2%	+3.8 pp	-	5.6%
International	Revenue	18.8	-1.4	-6.8%	23.5
	CE	1.0	+0.3	+45.6%	0.5
	CE margin	5.3%	+1.9 pp	-	2.1%
Housing Technology Total ⁽¹⁾	Revenue	462.5	+8.2	+1.8%	606.5
	CE	32.9	+17.4	+112.4%	33.0
	CE margin	7.1%	+3.7 pp	-	5.4%

Revenue

- Revenue increased due to price optimization and high renovation demand to make homes more efficient and enhance people's lifestyle

Core earnings

- Profitability recovered due to price optimization in response to increased costs, and strong sales of high-performance sashes for renovation, leading to a significant increase in profits. Improvement is expected to slow down in Q4 due to the impact of sluggish demand for new housing, seasonality, and a lull in price optimization effects

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(1) FYE2024 Q3 Results (Reference)

LHT excl. building business
Building business

Revenue JPY387.6 billion, CE JPY29.9 billion, CE margin 7.7%
Revenue JPY74.9 billion, CE JPY3.0 billion, CE margin 4.0%

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➤ APPENDIX: FINANCIAL DATA

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➤ REVENUE BY PRODUCT AND SERVICE

Government initiatives supported robust sales of housing sashes, with sales of subsidy-eligible window products tripling YoY. Demand is expected to continue for FYE2025 onward

Segments	Major products	JPY billion				in %						
		Full-year	Q3	Q3	YoY	Quarterly YoY						
		FYE2023	FYE2023	FYE2024		FYE2023				FYE2024		
		Results	Results	Results		Q1	Q2	Q3	Q4	Q1	Q2	Q3
LWT	Sanitary ware**	106.5	79.5	78.6	-1.1%	+0.4	+6.7	+2.1	-2.1	-2.2	-3.7	+2.3
	Bathroom units	87.4	66.8	68.3	+2.3%	-2.4	+4.0	+1.3	+4.1	+3.0	+0.1	+3.6
	Washstand cabinet units**	38.7	29.0	29.0	+0.2%	+1.8	-1.0	-1.7	-2.7	+0.7	-1.9	+1.7
	Kitchens	100.9	76.6	73.8	-3.6%	+0.3	-2.5	-2.1	+0.6	-5.2	-5.0	-1.0
	Tiles	31.9	23.9	23.5	-1.7%	-4.2	-1.2	-2.5	-2.7	-1.1	-0.8	-3.0
LHT	Housing sashes and related products	165.5	124.7	146.9	+17.8%	-1.2	-2.1	-0.5	+7.8	+14.6	+22.8	+16.2
	Exterior	101.5	78.7	73.4	-6.8%	0.0	+3.2	+1.8	-4.5	-6.6	-7.1	-6.8
	Wooden interior furnishing materials	62.7	48.0	44.8	-6.7%	+1.4	+7.8	+0.7	-6.7	-7.4	-9.2	-3.7
	LHT Others	43.7	33.2	33.2	-0.1%	+17.0	+8.1	+2.8	+0.7	+1.8	+0.4	-2.3
	Building sashes	95.7	71.6	74.9	+4.5%	+9.3	+13.3	+5.0	+2.0	+12.1	-4.9	+8.1
	Housing and Services Business	27.0	20.8	17.8	-14.7%	-4.8	-11.9	-7.9	-17.8	-9.5	-4.6	-29.3
	International ⁽¹⁾	523.3	387.9	371.6	-4.2%	+11.3	+13.9	+9.3	+13.7	-5.8	-1.6	-5.3
Others/consolidation & adj.	111.1	83.1	87.3	-								
Total		1,496.0	1,123.8	1,122.9	-0.1%	+4.2	+6.3	+3.4	+5.1	-0.3	+0.2	-0.1

(Reference)**Sales of Faucets included in "Sanitary ware" and "Washstand cabinet units"

LWT	Faucets	24.7	17.8	18.4	+3.2%	-0.3	+3.4	-6.1	+4.1	+7.3	-0.7	+9.1
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➤ PROMOTE RENOVATION STRATEGY IN JAPAN

Renovation sales ratio increased by 3.1pp. Renovation sales in LHT increased by 19% YoY, led by window renovation for better heat-insulation

JPY billion	Q3 (9 months)				Q3 (3 months)	
	FYE2023 Results ⁽¹⁾	FYE2024 Results	Increase /decrease	YoY	FYE2024 Results	YoY
Sales of renovation-related products	251.3	277.3	+26.1	+10.4%	99.1	+10.1%
LWT-J				+3%		+3%
LHT				+19%		+19%
Excl. building				+20%		+16%
Building business				+13%		+35%
Renovation sales ratio	41%	44%	+3.1pp		44%	+2.7pp

Renovation sales ratio by business segment (YoY)

	Q3 FYE2023	Q3 FYE2024	Increase /decrease
LWT	49%	51%	+1.7pp
LHT	35%	39%	+4.4pp
Japan Total	41%	44%	+3.1pp

Number of member homebuilders

Stores	Mar 2022	Mar 2023	Dec 2023
LIXIL Reform Shop (Franchise)	536	544	544
LIXIL Reform Shop (Independent stores)	11,264	11,224	11,177
LIXIL PATTO Reform Service Shop	3,804	3,833	3,828

LIXIL (1) Sales total of renovation product was restated for comparison on the same basis

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➤ GROWTH IN INTERNATIONAL WATER TECHNOLOGY BUSINESS

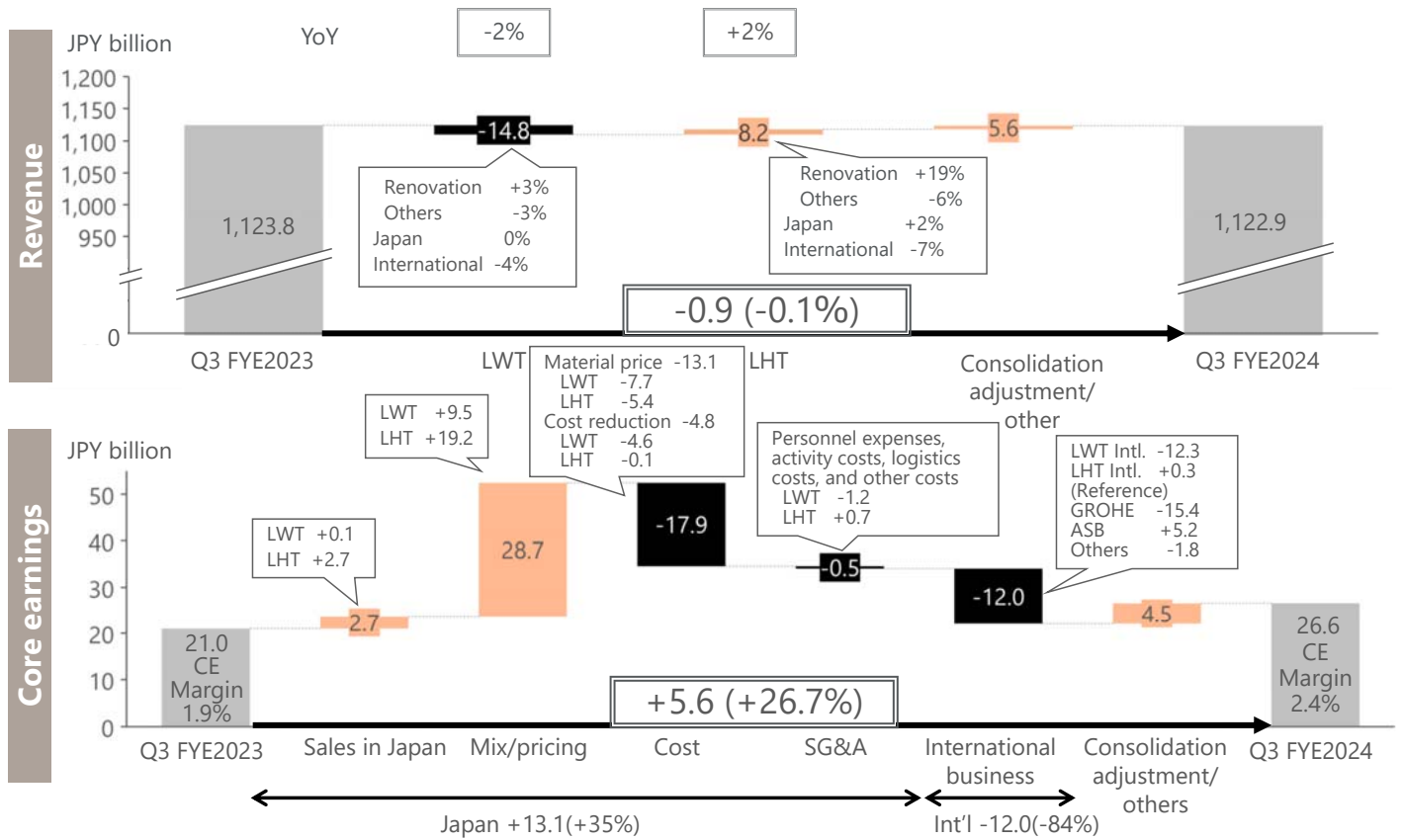
Leveraging our brands, global structure for R&D, and roll-out of differentiated products, we are accelerating growth by quickly responding to local needs⁽¹⁾

	Q3 FYE2024 (9 months)					Q3 FYE2024 (3 months)				
	Intl. Total	Americas	EMEA	China	Asia Pacific	Intl. Total	Americas	EMEA	China	Asia Pacific
Sales distribution ratio										
Bath faucets and showers	37%	12%	60%	46%	40%	36%	12%	60%	40%	38%
Toilets	42%	53%	26%	43%	57%	43%	54%	25%	49%	58%
Kitchen faucets and water systems	8%	4%	13%	6%	2%	8%	4%	14%	6%	2%
Bathing and showering systems	10%	24%	0%	0%	1%	9%	23%	0%	0%	1%
All others	4%	8%	1%	5%	1%	4%	7%	1%	5%	2%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Sales growth										
Bath faucets and showers	-19%	-11%	-24%	-14%	-5%	-17%	-5%	-19%	-23%	-17%
Toilets	-2%	-3%	+0%	+9%	-8%	-9%	-7%	-17%	+23%	-20%
Kitchen faucets and water systems	-7%	-4%	-8%	-1%	-12%	+2%	+1%	+4%	+0%	-23%
Bathing and showering systems	-12%	-12%	-20%	-2%	-26%	-11%	-11%	+11%	+2%	-31%

LIXIL (1) See also, p.33, 43-44 of our INTEGRATED REPORT 2023, "GROW GLOBAL WATER BUSINESS" in the LIXIL Playbook https://ssl4.eir-parts.net/doc/5938/ir_material_for_fiscal_ym41/137633/00.pdf#page=34

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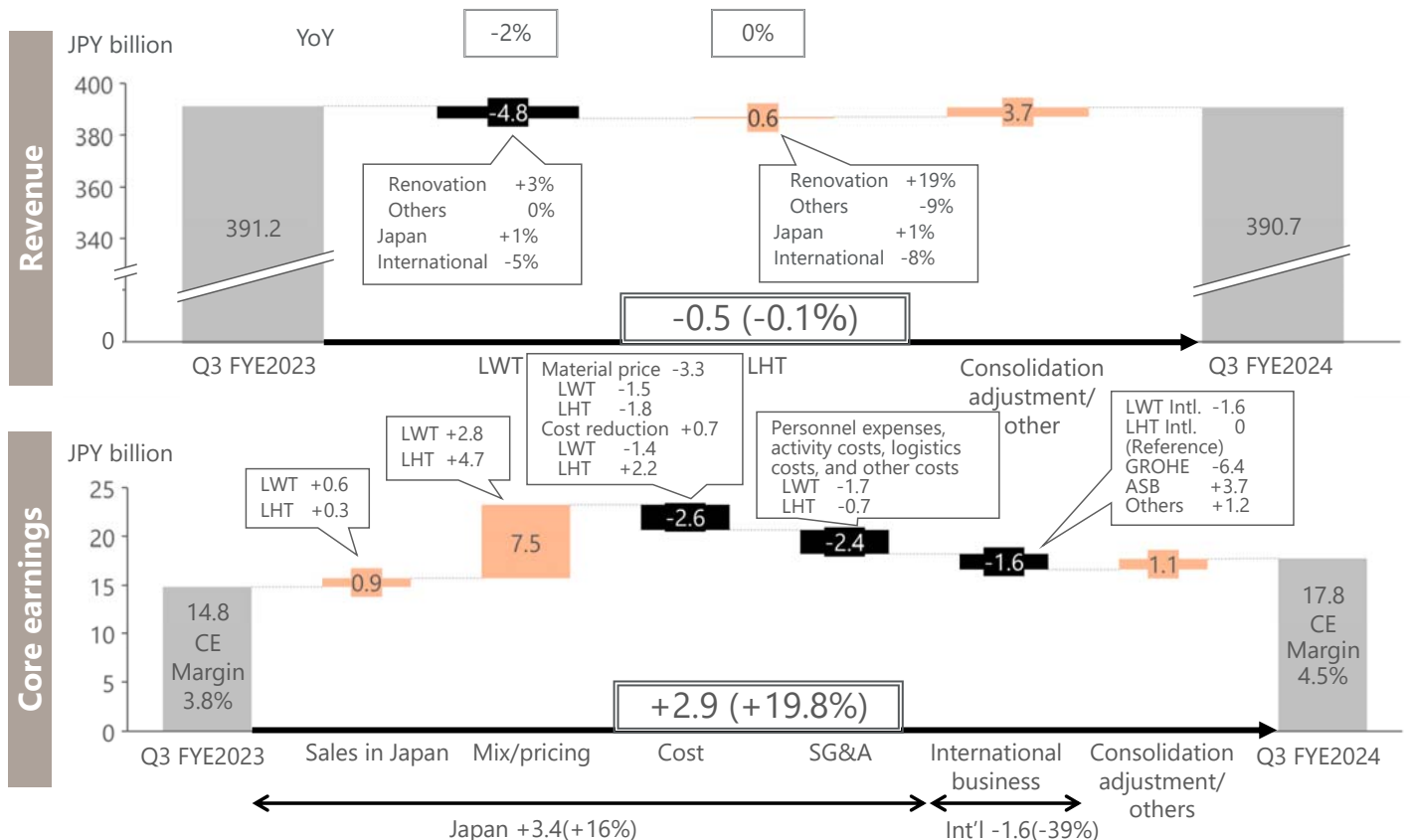
Q3 (9 MONTHS) FYE2024 CHANGE IN REVENUE AND CORE EARNINGS



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Q3 (3 MONTHS) FYE2024 CHANGE IN REVENUE AND CORE EARNINGS



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Q3 FYE2024 OTHER INCOME AND EXPENSES, FINANCE INCOME AND COSTS

JPY billion	Q3 FYE2023 Results	Q3 FYE2024 Results	Increase/decrease
Gain on disposal of assets held for sale	5.3	2.2	-3.0
Gain on disposal of investment property	0.1	1.6	+1.4
Others	3.4	3.9	+0.5
Other income	8.8	7.7	-1.0
Losses on disposal of property, plant and equipment	1.1	1.0	-0.2
Impairment losses	1.3	1.3	0.0
Loss recognized on the measurement to fair value less costs to sell the disposal group held for sale	-	1.1	+1.1
Others	3.2	5.6	+2.4
Other expenses	5.5	8.9	+3.4
Interest income	0.8	1.2	+0.4
Dividend income	1.3	1.1	-0.2
Gains on valuation of derivatives	0.6	0.6	-0.1 (A)
Others	0.2	0.2	0.0
Finance income	2.9	3.1	+0.1
Interest expense	4.0	7.3	+3.3
Losses on exchange differences	1.3	1.6	+0.3 (A)
Others	0.3	0.4	+0.1
Finance costs	5.6	9.3	+3.7

- Other expenses include asset securitization business transfer⁽¹⁾-related expenses
- Finance costs increased due to impacts such as interest rate hikes

(A) Exchange difference losses are paired with gains on valuation of derivatives

	Q3 FYE2024 Results
Gains on valuation of derivatives	0.6
Losses on exchange differences	-1.6
Net	-1.0 loss

	Q3 FYE2023 Results
Gains on valuation of derivatives	0.6
Losses on exchange differences	-1.3
Net	-0.7 loss

LIXIL (1) News release on June 26, 2023 "Transfer of the asset securitization business of LIXIL REALTY, Corp. to Tosei Corporation" https://newsroom.lixil.com/ja/20230626_01 (Japanese only)

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RESULTS AND FORECASTS BY SEGMENT

	JPY billion	Q3 FYE2023 Results			Q3 FYE2024 Results ⁽¹⁾				FYE2024 Full-year Forecast			
		Japan	Intl.	Total	Japan	Intl.	Total	Total YoY%	Japan	Intl.	Total	Total YoY%
LWT	Revenue	315.5	367.7	683.2	315.7	352.7	668.5	-2.2%	429.5	515.5	945.0	+3.2%
	CE	22.4	13.7	36.0	18.4	1.3	19.7	-45.3%	25.5	27.5	53.0	+12.2%
	CE margin	7.1%	3.7%	5.3%	5.8%	0.4%	2.9%	-2.3pp	5.9%	5.3%	5.6%	+0.4pp
LHT	Revenue	434.1	20.2	454.3	443.7	18.8	462.5	+1.8%	583.0	23.5	606.5	+1.4%
	CE	14.8	0.7	15.5	31.9	1.0	32.9	+112.4%	32.5	0.5	33.0	+70.4%
	CE margin	3.4%	3.4%	3.4%	7.2%	5.3%	7.1%	+3.7pp	5.6%	2.1%	5.4%	+2.2pp
Cons. Adj. & Others ⁽²⁾	Revenue			-13.7			-8.1	-			-21.5	-
	CE			-30.5			-26.0	-			-46.0	-
LIXIL ⁽²⁾	Revenue	749.6	387.9	1,123.8	759.4	371.6	1,122.9	-0.1%	1,012.5	539.0	1,530.0	+2.3%
	CE	37.2	14.3	21.0	50.3	2.3	26.6	+26.7%	58.0	28.0	40.0	+55.4%
	CE margin	5.0%	3.7%	1.9%	6.6%	0.6%	2.4%	+0.5pp	5.7%	5.2%	2.6%	+0.9pp

LIXIL (1) Reflects reclassification of a subsidiary from Q1 FYE2024 to encompass both LWT and LHT (originally classified only to LHT), reflecting its P&L impact. The reporting segments changed to LWT and LHT. Please refer to p.7 for details

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(2) Difference between sum total of Japan and International in Revenue and Core earnings and "Total" is the amount of consolidation, adj. & others

➤ PERFORMANCE OF MAJOR INTERNATIONAL SUBSIDIARIES

ASB (ASD Holdings) USD million	Q3 FYE2023	Q3 FYE2024	YoY
Foreign exchange rate (Average rate)	135.40	142.76	-
Revenue	990	974	-2%
Core earnings	-53	-14	-
Core earnings margin	-	-	-

Accounting period	FYE2023 Balance	Q3 FYE2024 (9 months)		
		Amortization	Others ⁽¹⁾	Balance
Foreign exchange rate (Current rate for balance, Average rate for amortization)	133.53	142.76	-	141.83
Goodwill ⁽²⁾	247	-	0	248
Intangible assets ⁽²⁾	249	-5	0	244

Grohe Group (GROHE) EUR million	Q3 FYE2023	Q3 FYE2024	YoY
Foreign exchange rate (Average rate)	140.42	155.19	-
Revenue	1,328	1,076	-19%
Core earnings	130	19	-86%
Core earnings margin	10%	2%	-8.1pp

Accounting period	FYE2023 Balance	Q3 FYE2024 (9 months)		
		Amortization	Others ⁽¹⁾	Balance
Foreign exchange rate (Current rate for balance, Average rate for amortization)	145.72	155.19	-	157.12
Goodwill ⁽²⁾	1,201	-	-6	1,195
Intangible assets ⁽²⁾	1,404	-8	0	1,396

LIXIL (1) Forex translation differences, and others

(2) Please refer to p50-56 of the FYE2023 Consolidated Financial Statements "14. Goodwill and Other Intangible Assets" for assessment of goodwill and intangible assets https://ssl4.eir-parts.net/doc/5938/ir_material_for_fiscal_ym35/138482/00.pdf#page=51 22

➤ APPENDIX: BUSINESS AND ESG-RELATED TOPICS

➤ BUSINESS AND ESG RELATED TOPICS

Contribute to Decarbonized Society and Circular Economy

Announced **GREEN WINDOW: Local solutions that contribute to reducing environmental impact**⁽¹⁾



- Proposing optimal windows for regions based on energy-saving features and lifecycle assessment for addressing circular economy
- Developing a simplified calculation simulation for quantitative environmental impact assessments
- Endorsing "Resin Window Recycling Vision". Promoting circular economy to address the social challenge of predominant landfill disposal of resin windows⁽²⁾

Promote Growth of International Business

PremiAL, a low-carbon building material using recycled aluminum, adopted for the first time in international markets⁽³⁾



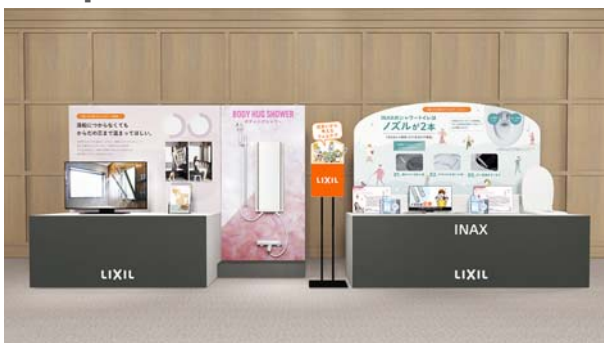
- PremiAL ramps up for mass production, starts R70 in Asia; R100 Shipping ready by April 2024 in Asia and Japan
- Adopted by two international companies; co-development with auto, lighting, and interior sectors ongoing
- Commitment to further contribute to decarbonized society and circular economy with a broad stakeholder network, including governments

LIXIL (1) News release <https://newsroom.lixil.com/ja/2023112101> (JP only) (2) News release <https://newsroom.lixil.com/ja/2023010902> (JP only) (3) PremiAL R100 https://newsroom.lixil.com/20231010_01 PremiAL R70 https://newsroom.lixil.com/ja/20221215_01 (JP only) 24

➤ BUSINESS AND ESG RELATED TOPICS

Diversity & Inclusion

Empowering women through products for feminine care



- LIXIL Showcased INAX Shower Toilet and Body Hug Shower at "Femtech Japan 2023/Femcare Japan 2023," addressing health issues unique to women⁽¹⁾. INAX Shower Toilet's nozzle for bidet use won the silver prize at Femtech Japan Award 2023⁽²⁾
- By leveraging the knowledge and perspectives of our diverse employee base and together with stakeholders, we stimulate innovation and collaboration that meet the diverse needs of customers

Developing New Businesses with Digital Transformation

Major Upgrade to **A-SPEC: Service for streamlining public toilet design Enhancing automation features**⁽³⁾



- A-SPEC is a cloud-based service that utilizes AI technology to allow automated design of public toilet spaces⁽⁴⁾
- New feature added for designing layouts of general toilet spaces, along with the existing functionality for barrier-free toilet fixtures
- Received the runner-up prize in the "Co-creation category" at "CEATEC AWARD 2023" during the comprehensive exhibition of Society 5.0, "CEATEC 2023"⁽⁵⁾

LIXIL (News release in Japanese only) (1) News release <https://newsroom.lixil.com/ja/2023112201> (2) News release <https://newsroom.lixil.com/ja/2023121501> (3) News release https://newsroom.lixil.com/ja/20231011_01 (4) A-SPEC website <https://a-spec.lixil.com/> (5) News release https://newsroom.lixil.com/ja/20231020_01 25

EXTERNAL RECOGNITION

Morningstar® Japan ex-REIT Gender Diversity Tilt IndexSM

Selected as a constituent of the Morningstar® Japan ex-REIT Gender Diversity Tilt IndexSM by Morningstar (January 2024, two consecutive years)

Please see our website⁽¹⁾ for the disclaimer



Dow Jones Sustainability Indices

Selected as a constituent of the DJSI World for five consecutive years and the DJSI Asia Pacific for seven consecutive years created by S&P Global (December 2023)



S&P/JPX Carbon Efficient Index

Selected as a constituent of the S&P/JPX Carbon Efficient Index, created by S&P Dow Jones Indices (July 2023, six consecutive years)



MSCI Japan Empowering Women Index (WIN)

Selected as a constituent of the MSCI Japan Empowering Women Index (WIN) (June 2023, seven consecutive years)

Please see our website⁽¹⁾ for the disclaimer

2023 CONSTITUENT MSCI JAPAN EMPOWERING WOMEN INDEX (WIN)

FTSE Russell Indexes⁽²⁾

Selected as a constituent of the FTSE Blossom Japan Sector Relative Index for two consecutive years, the FTSE4Good Index Series and the FTSE Blossom Japan Index for seven consecutive years created by FTSE Russell (June 2023)



Digital Transformation Stock 2023

Selected as a Digital Transformation Stock, jointly conducted by METI, TSE, and the Information-technology Promotion Agency (May 2023, two consecutive years)

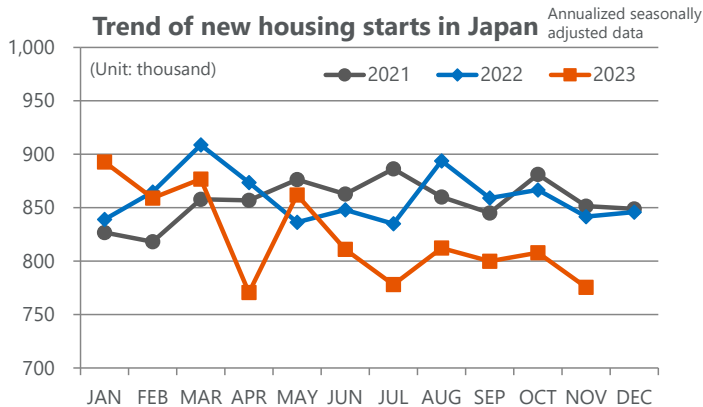


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- (1) LIXIL's corporate site External Evaluation & Awards <https://www.lixil.com/en/about/evaluation.html>
 (2) FTSE4Good Index Series <https://www.ftserussell.com/products/indices/ftse4good>
 FTSE Blossom Japan Index <https://www.ftserussell.com/index/spotlight/ftse-blossom-japan-index>

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MARKET TRENDS

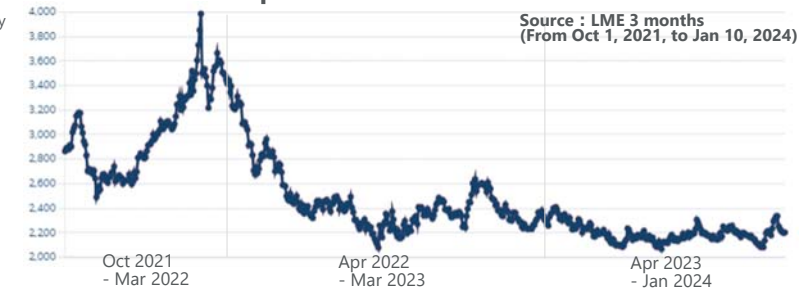


New housing construction level in Japan (year-on-year)

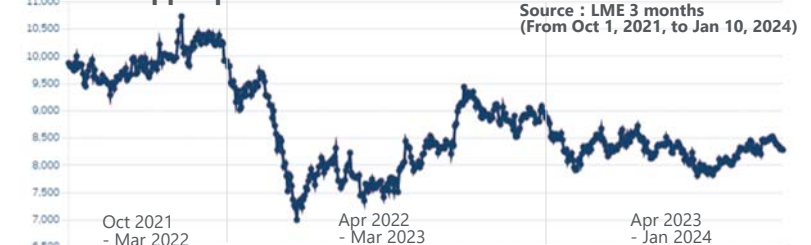
- Jan-Sep 2023: -4.1%
- Jan-Nov 2023: -4.7%

	Jan-Nov 2023 (11 months)		Apr-Nov 2023 (8 months)	
	Units	YoY	Units	YoY
Total new housing starts	755,037	-4.7%	553,314	-6.5%
Owner-occupied(1)	207,321	-11.2%	154,842	-12.0%
Rental homes	318,025	-0.1%	236,707	-1.1%
Condos for sale	98,157	-1.9%	65,039	-10.5%
Detached houses for sale(2)	125,816	-6.1%	92,455	-6.6%
Detached houses total(1)+(2)	333,137	-9.4%	247,297	-10.0%

Aluminum price trend



Copper price trend



Foreign exchange rates (Average rate)	FYE2022 Actuals	FYE2023 Actuals	FYE2024 Assumptions
US dollar	JPY112.86	JPY134.95	JPY135.0
Euro	JPY131.01	JPY141.24	JPY137.7
	(JPY per tonne)		
Results and assumptions	FYE2022 Actuals	FYE2023 Actuals	FYE2024 Assumptions
Aluminum price (Purchasing price)	305,000	392,000	385,000
Copper alloy price	868,000	989,000	1,001,000

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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 Corporation cautions that a number of factors could cause actual results to differ materially from those discussed in the forward-looking statements.

MAKE BETTER HOMES A REALITY FOR EVERYONE, EVERYWHERE