

Glaston's revised strategy and financial targets

Glaston has updated its strategic guidelines and financial targets for the period 2013–2016. Glaston's goal is to deliver profitable growth through innovation and technology leadership in selected product groups, while at the same time ensuring the best customer benefit and experience in the industry.

The safety glass market, which is Glaston's main field of business, is expected to grow by nearly 7% per year up to 2017. In addition, the company is seeking to grow particularly in tools (consumables relating to pre-processing machines) and in services covering the entire lifecycle of products.

Towards the end of 2012 and during the first quarter of 2013, Glaston implemented a series of measures that improved the company's financial position. As a result of these measures, Glaston's financial base has been stabilised and the company can focus on its business development. The financial targets underlying Glaston's strategy will run until 2016.

Glaston's financial targets for the period are:

- Growth in net sales of over 8% (CAGR)
- Operating profit margin (EBIT) over 6%
- Return on capital employed (ROCE) over 10%

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GLASTON CORPORATION

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Glaston Corporation

Glaston is a global company developing glass processing technology for architectural, solar, appliance and automotive applications. Our product portfolio ranges from pre-processing and safety glass machines to services. We are dedicated to our customers' continued success and provide services for all glass processing needs with a lifecycle-long commitment in mind. For more information, please visit www.glaston.net. Glaston's share (GLA1V) is listed on the NASDAQ OMX Helsinki Small Cap List.

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