



# **FY2013 1<sup>st</sup> Quarter Financial Results ended June 30, 2012**

**July 31, 2012**

**DENSO CORPORATION**

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**1. Both of Sales and income are sharply increased from the previous year**

**2. Considering the result of first-quarter financial results, upwardly revise the original forecasts for the first-half financial results**

# FY2013 1<sup>st</sup> Quarter Financial Results

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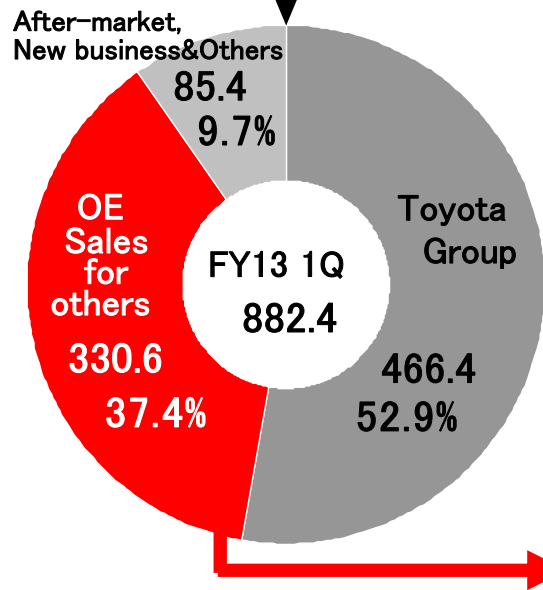
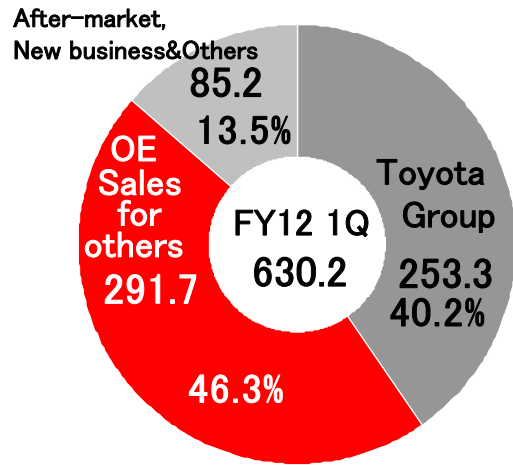
	(Ratio to Sales)		(Unit: Billions of Yen)	
	FY13 1Q	FY12 1Q	Change	
Sales	882.4	630.2	+252.2	+40.0%
Operating Income	(8.9%) 78.2	(-0.7%) -4.4	+82.5	-
Income before Income Taxes	(9.6%) 85.1	(0.4%) 2.5	+82.7	+3,310.0%
Net Income	(5.6%) 49.1	(0.4%) 2.6	+46.5	+1,801.7%
Foreign Exchange Rate	JPY 80/\$ JPY103/Euro	JPY 82/\$ JPY117/Euro	- JPY 2 - JPY14	

	(Unit: Millions of Units)			
Domestic Car Production	2.40	1.46	+0.94	+64.4%
Overseas Car Production of Japanese Manufacturers (North America)	4.16 (1.31)	2.85 (0.67)	+1.31 (+0.64)	+46.0% (+95.5%)

# Change in 1<sup>st</sup> Quarter Consolidated Sales

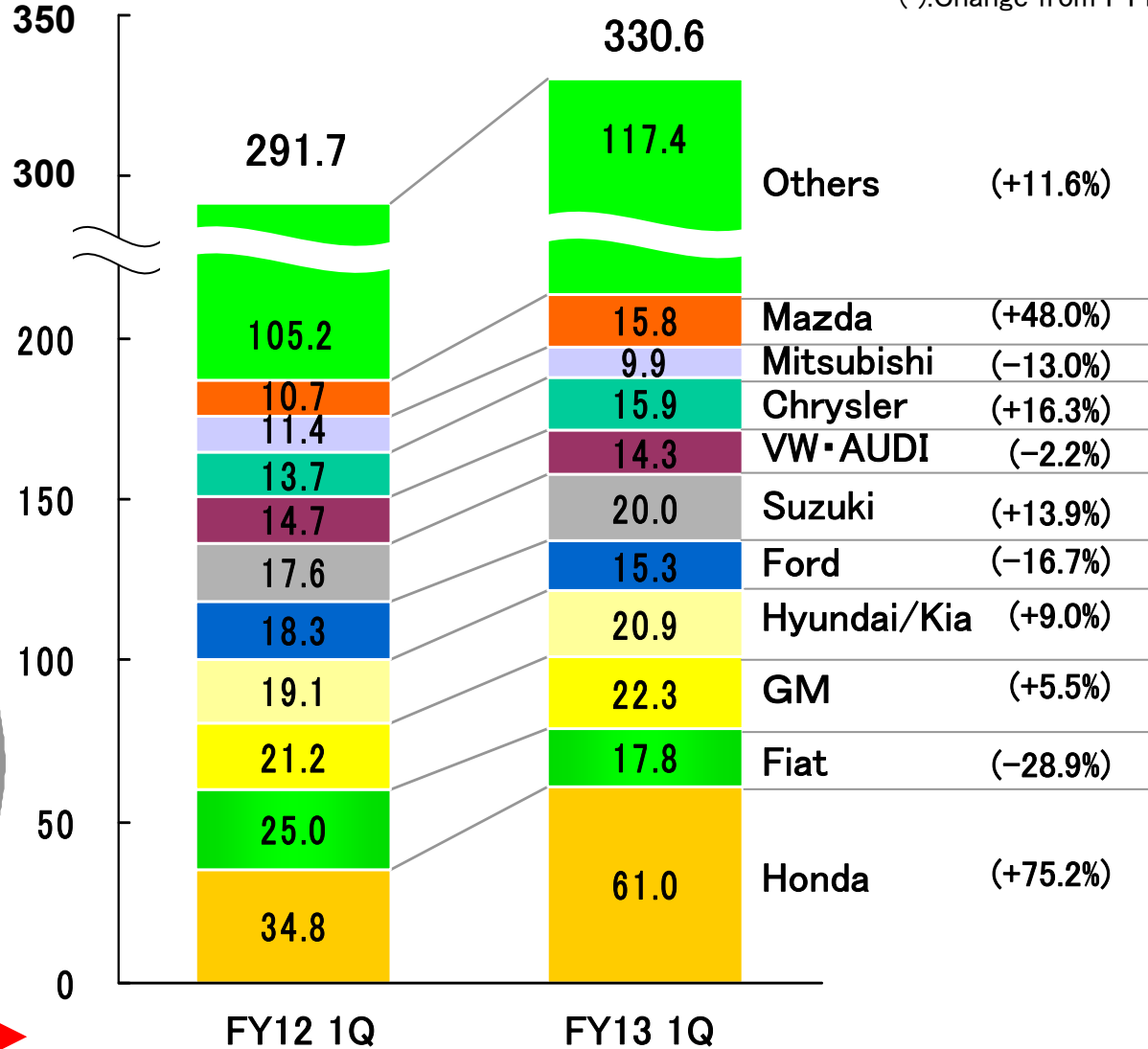
## By Customer

(Unit: Billions of Yen)



## OE Sales for others

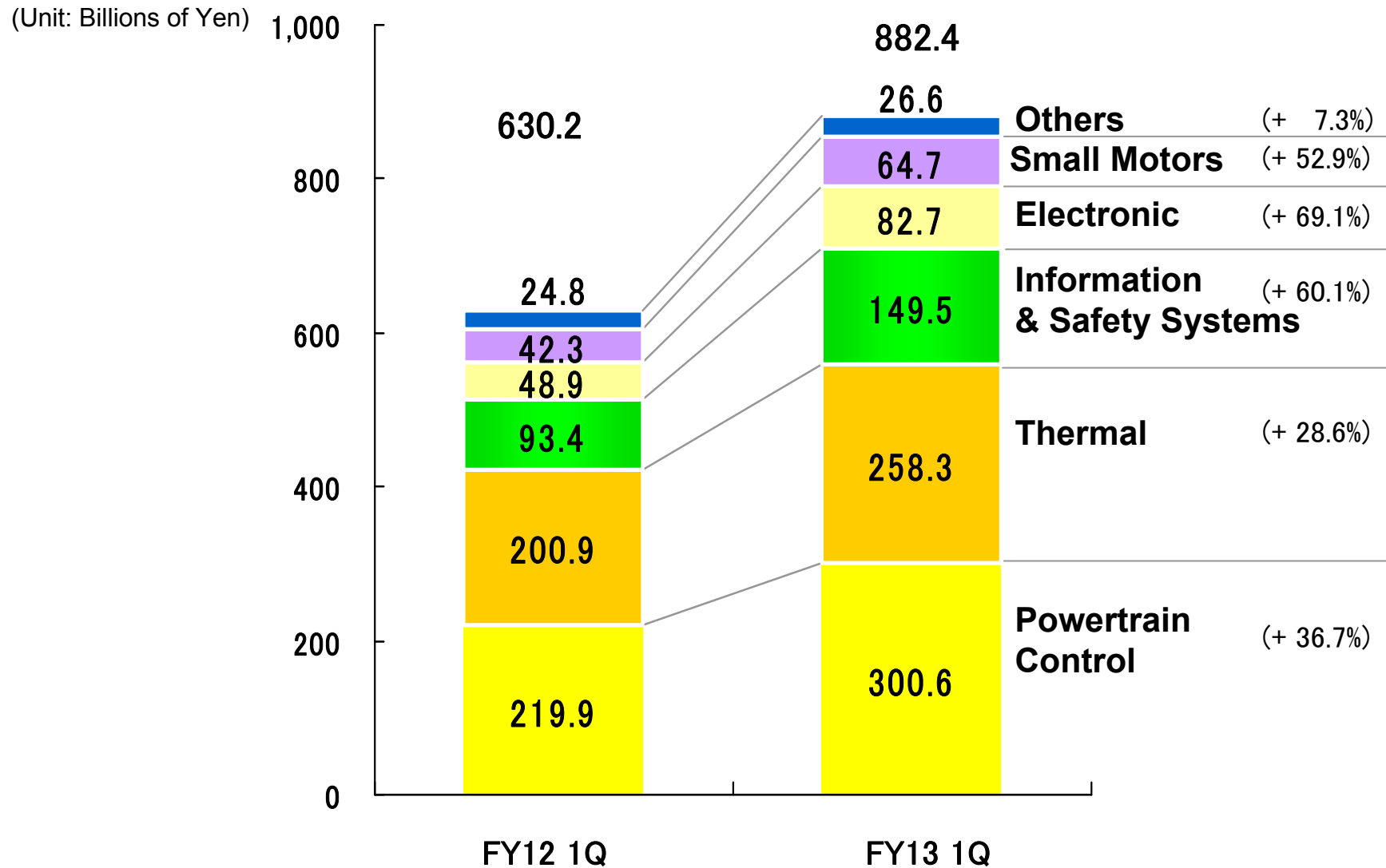
( ): Change from FY12 1Q



# Change in 1<sup>st</sup> Quarter Consolidated Sales

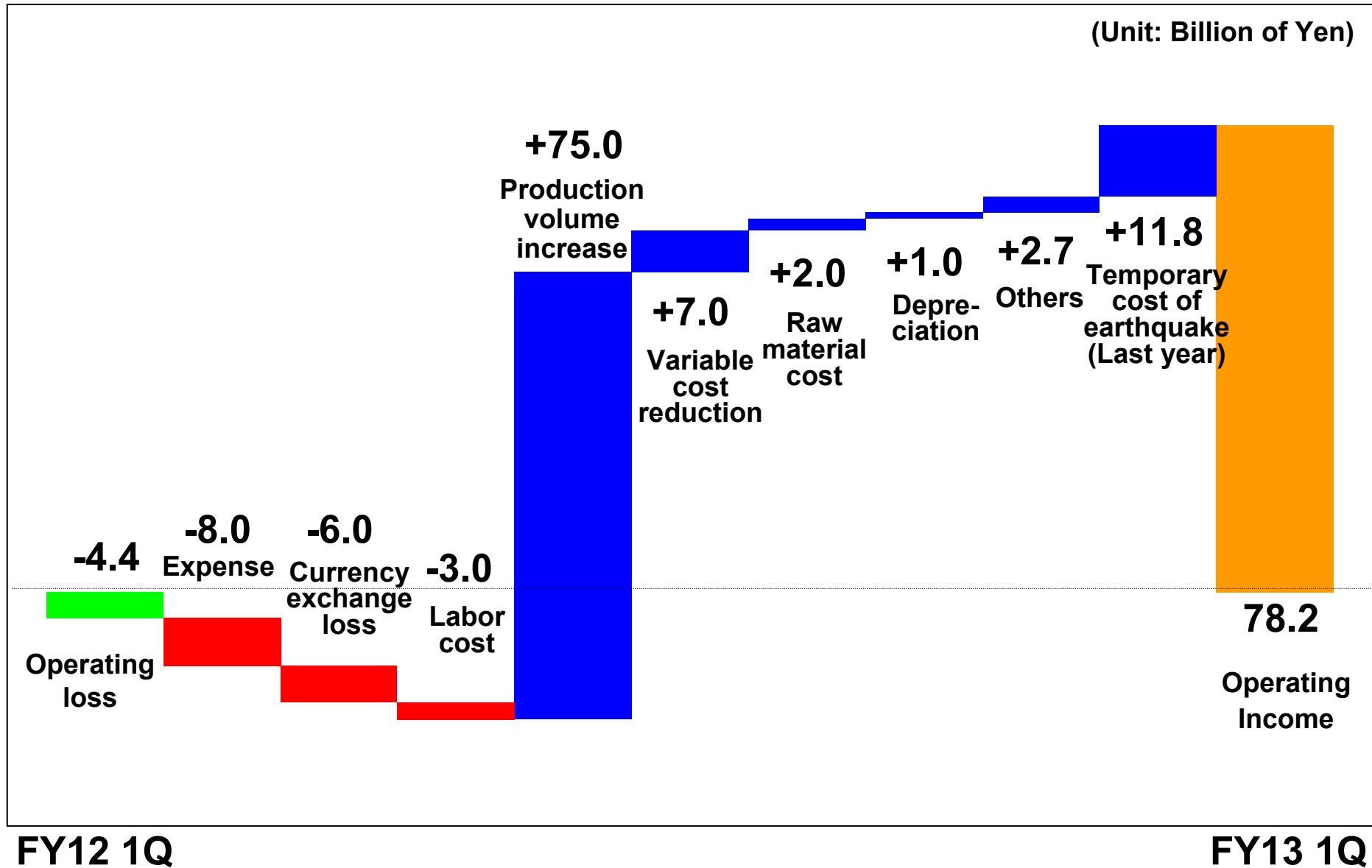
## By Business Segment

( ):Change from FY12 1Q



\* The Engine Electrical Systems Business Unit and EHV Components Business Unit will be incorporated into the Powertrain Control Systems Business Group. Moreover, the Electric Control Components Division will be incorporated into the Information & Safety Systems Business Group. After the change, the existing five business groups will be reorganized into four business groups.

# Change in 1<sup>st</sup> Quarter Operating Income



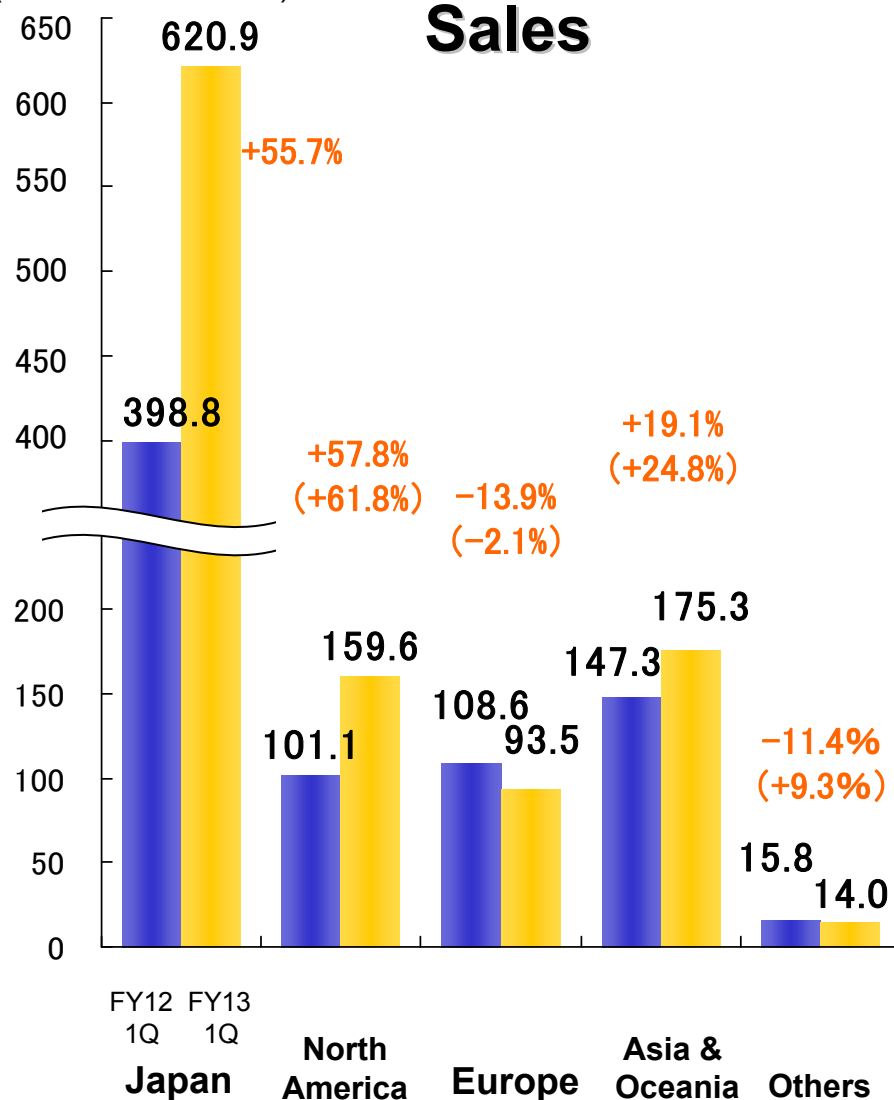
# 1st Quarter Geographical Segments by Company Location

(Unit: Billions of Yen)

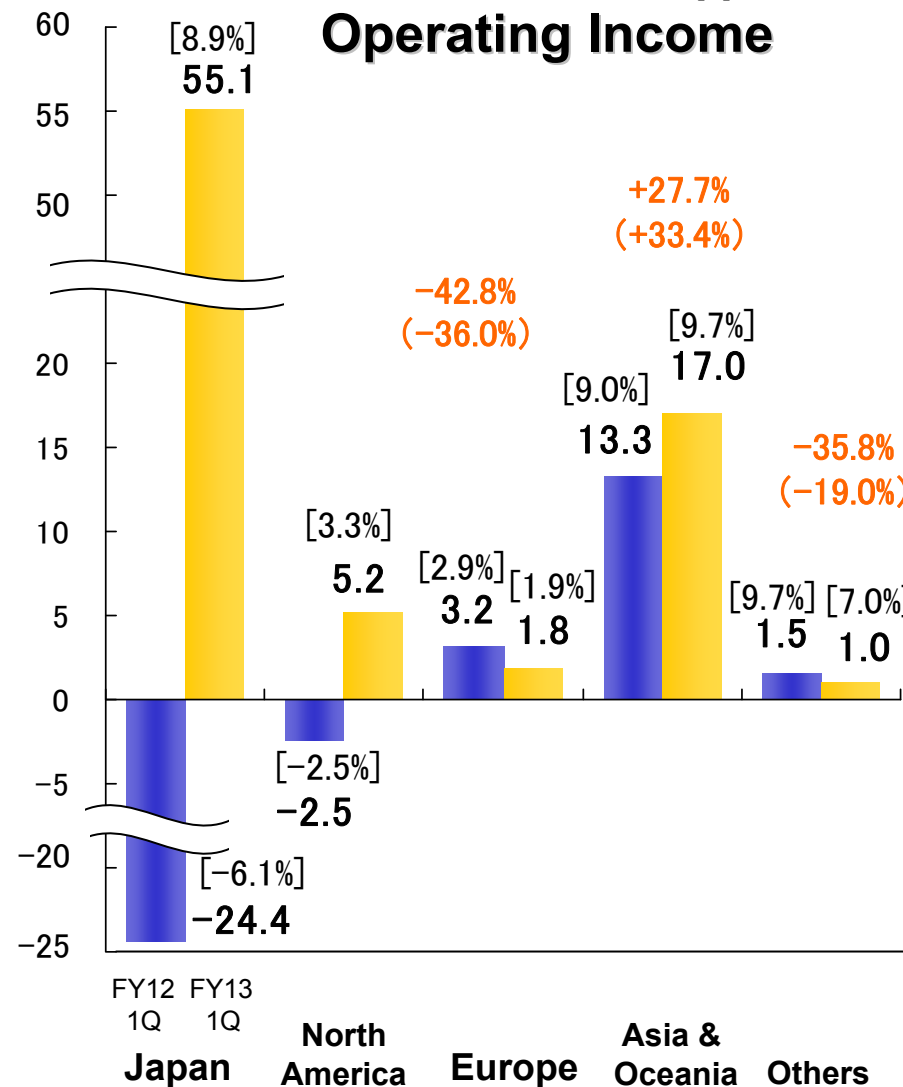
( ): Local Currency Basis

[ ]: Ratio to Sales

## Sales



## Operating Income



# FY2013 1<sup>st</sup> Half Financial Forecast

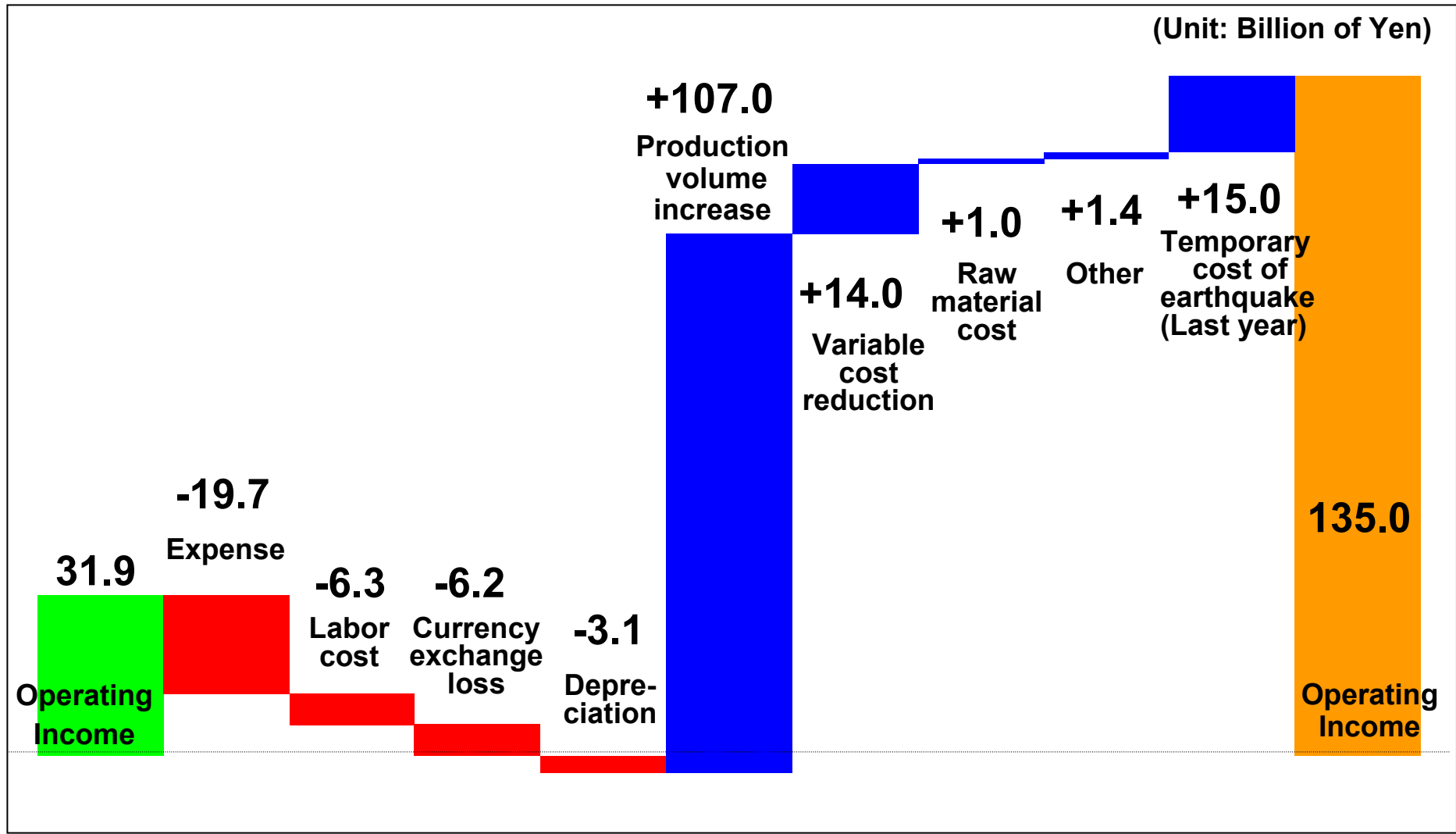
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	(Ratio to Sales)			(Unit: Billions of Yen)	
	FY13 2Q YTD Original	FY13 2Q YTD Revised	FY12 2Q YTD	Change	
<b>Sales</b>	1,680.0	1,740.0	1,409.1	+330.9	+23.5%
<b>Operating Income</b>	(5.4%) 90.0	(7.8%) 135.0	(2.3%) 31.9	+103.1	+323.7%
<b>Income before Income Taxes</b>	(5.7%) 95.0	(8.2%) 142.5	(2.8%) 39.3	+103.2	+262.4%
<b>Net Income</b>	(3.9%) 66.0	(5.1%) 88.0	(1.7%) 23.3	+64.7	+277.9%

	(Unit: Millions of Units)				
<b>Foreign Exchange Rate</b>	JPY 80/\$ JPY105/Euro	JPY 80/\$ JPY101/Euro	JPY 80/\$ JPY114/Euro	-	- JPY13
<b>Domestic Car Production</b>	4.54	4.82	3.73	+1.09	+29.2%
<b>Overseas Car Production of Japanese Manufacturers (North America)</b>	8.06 (2.37)	8.11 (2.48)	6.79 (1.56)	+1.32 (+0.92)	+19.4% (+59.0%)



# Change in 1<sup>st</sup> Half Operating Income



FY12  
2Q YTD

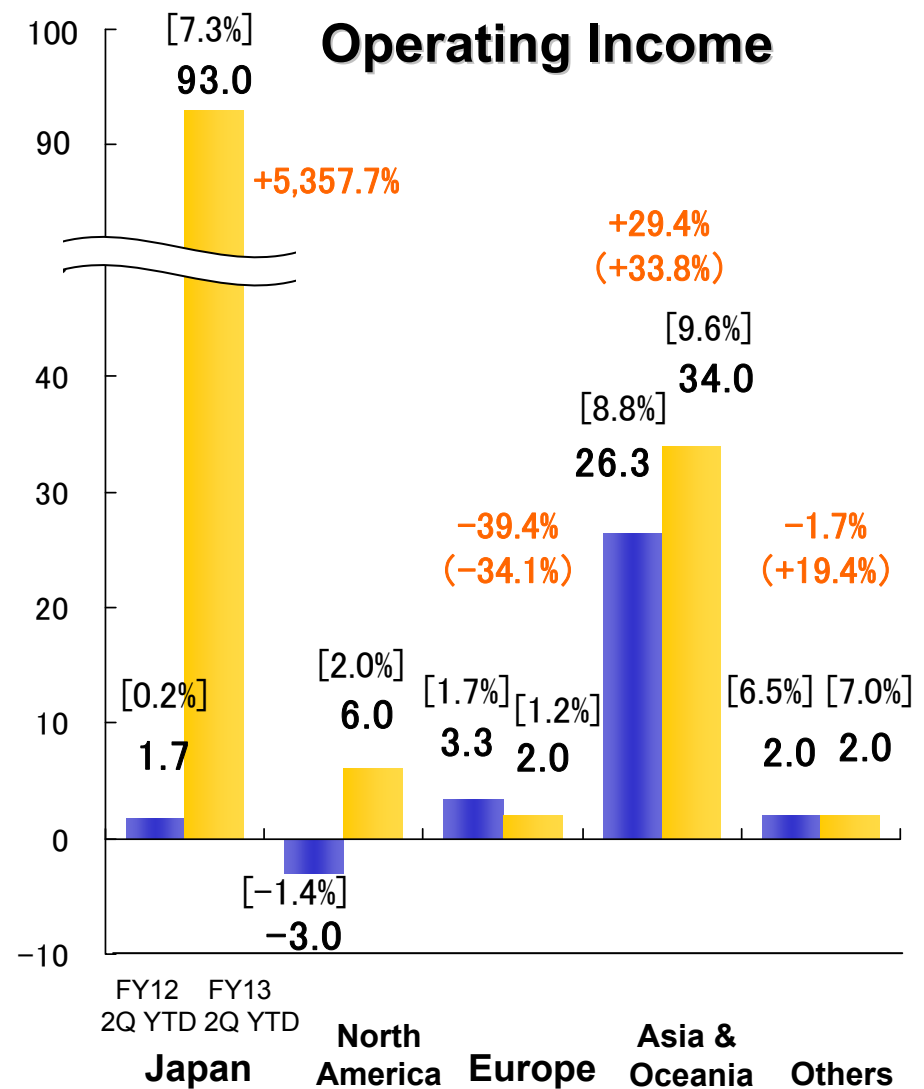
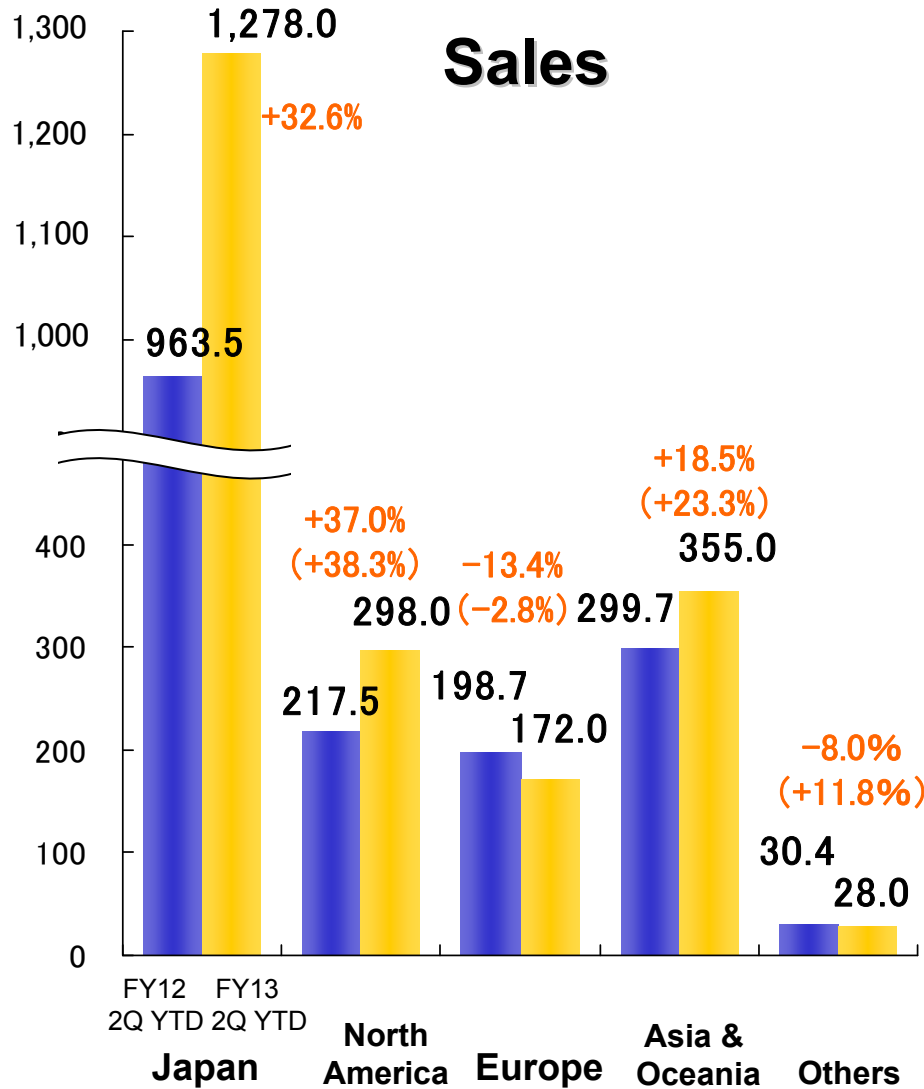
FY13  
2Q YTD

# 1<sup>st</sup> Half Geographical Segments by Company Location

(Unit: Billions of Yen)

( ): Local Currency Base

[ ]: Ratio to Sales



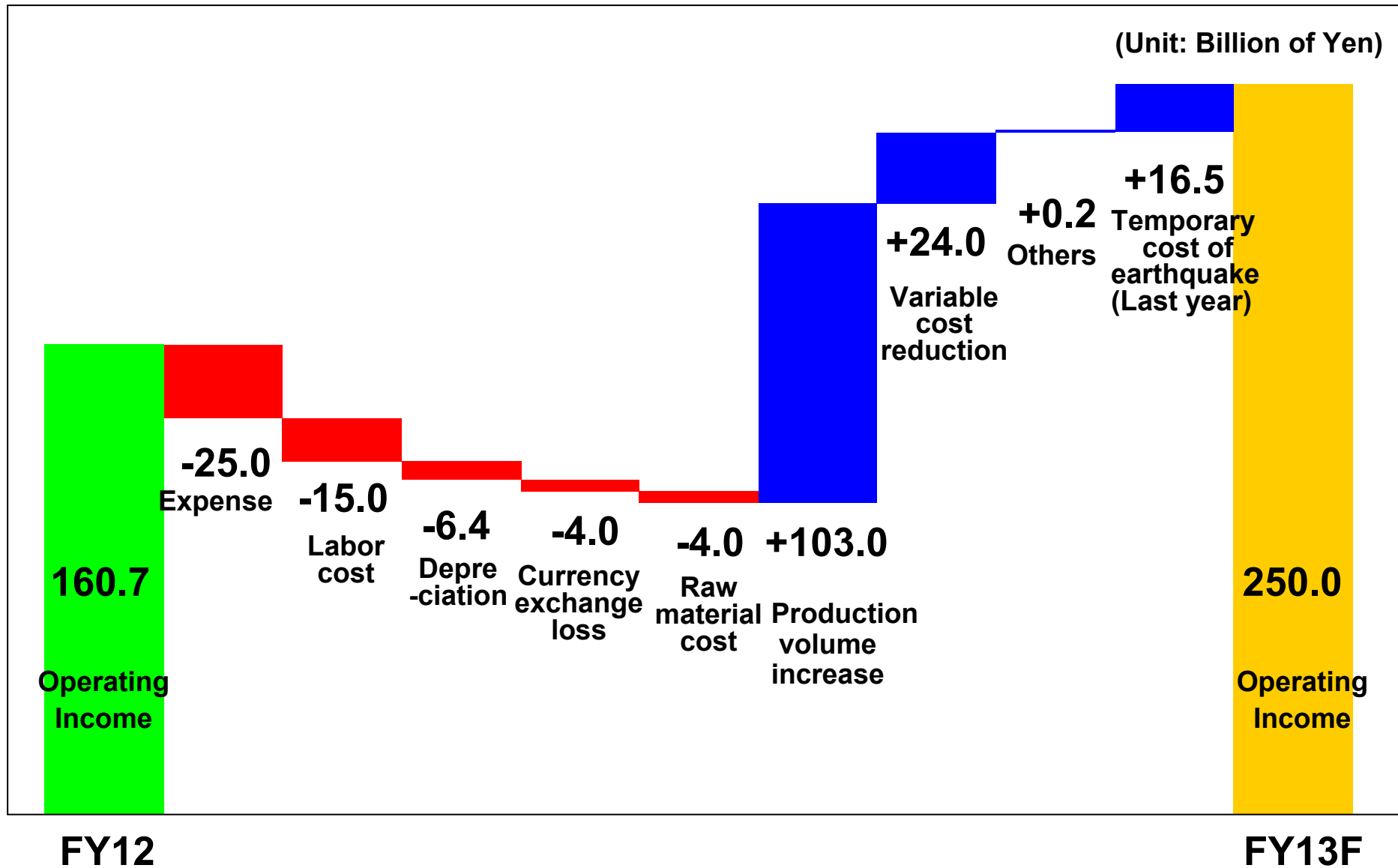
# FY2013 Financial Forecast

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	(Ratio to Sales)			(Unit: Billions of Yen)	
	FY2013 Original	FY2013 Revised	FY2012	Change	
<b>Sales</b>	3,420.0	3,480.0	3,154.6	+325.4	+10.3%
<b>Operating Income</b>	(6.0%) 205.0	(7.2%) 250.0	(5.1%) 160.7	+89.3	+55.5%
<b>Income before Income Taxes</b>	(6.3%) 215.0	(7.5%) 262.5	(5.2%) 163.5	+99.0	+60.6%
<b>Net Income</b>	(4.4%) 150.0	(4.9%) 172.0	(2.8%) 89.3	+82.7	+92.6%

	(Unit: Millions of Units)			
<b>Foreign Exchange Rate</b>	JPY 80/\$ JPY105/Euro	JPY 80/\$ JPY103/Euro	JPY 79/\$ JPY109/Euro	+ JPY1 - JPY6
<b>Domestic Car Production</b>	9.28	9.56	8.89	+0.67 +7.5%
<b>Overseas Car Production of Japanese Manufacturers (North America)</b>	16.41 (47.7)	16.47 (4.88)	14.65 (3.95)	+1.82 (0.93) +12.4% (+23.5%)

# Change in FY2012 Operating Income



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- Non-Consolidated Financial Results
- Pre-Conditions (Foreign Exchange Rate/Car Production)
- Consolidated Sales by Customer
- Consolidated Sales by Business Segment
- Capital Expenditures, Depreciation and R&D

# Non-Consolidated Financial Results

## Income Statements

(Ratio to Sales)

(Unit:Billions of Yen,%)

Account	FY2013 1Q		FY2012 1Q		Change		FY2013 2Q YTD Forecast		FY2013 Forecast	
					Amount	Percent	Forecast as of Jul. 31		Forecast as of Jul. 31	
<b>Net Sales</b>	( 100.0 )	577.5	( 100.0 )	364.5	213.0	58.4	( 100.0 )	1,160.0	( 100.0 )	2,293.0
Cost of Sales	( 87.4 )	504.7	( 98.0 )	357.2	147.4					
SGA Expenses	( 5.4 )	31.3	( 7.5 )	27.4	3.8					
<b>Operating Income</b>	( 7.2 )	41.6	( -5.5 )	-20.2	61.8	—	( 5.9 )	68.0	( 5.1 )	118.0
Non-Operating Income		18.4		13.8	4.6			35.0		52.0
Extraordinary Income (Loss)		0.5		-0.0	0.5			0.5		0.5
<b>Income Before Income Taxes</b>	( 10.5 )	60.4	( -1.8 )	-6.4	66.9	—	( 8.9 )	103.5	( 7.4 )	170.5
<b>Net Income</b>	( 6.7 )	38.7	( 0.4 )	1.6	37.1	2,281.5	( 6.2 )	72.0	( 5.2 )	120.0

# Pre-Conditions (Foreign Exchange Rate/Car Production)

		FY2013											FY2013 Full Year			
		First-Half							Second-Half							
		Prior Year	Actual	Change	Prior Year	Forecast (Original)	Revised Forecast	Change	Prior Year	Forecast (Original)	Revised Forecast	Change	Prior Year	Forecast (Original)	Revised Forecast	Change
Foreign Exchange Rate (Yen)	USD	82	80	- 2	80	80	80	-	78	80	80	+ 2	79	80	80	+ 1
	EUR	117	103	- 14	114	105	101	- 13	104	105	105	+ 1	109	105	103	- 6
Forex Impact on Operating Income per Yen (Billions of Yen)	USD												2.9	2.9	2.9	-
	EUR												0.7	0.7	0.7	-
Car Production of Japanese Manufacturers (Millions of Units)	Domestic	1.46	2.40	+ 64%	3.73	4.54	4.82	+ 29%	5.16	4.74	4.74	- 8%	8.89	9.28	9.56	+ 8%
	North America	0.67	1.31	+ 96%	1.56	2.37	2.48	+ 59%	2.39	2.40	2.40	+ 0%	3.95	4.77	4.88	+ 24%
	Overseas	2.85	4.16	+ 46%	6.79	8.06	8.11	+ 19%	7.87	8.36	8.36	+ 6%	14.65	16.41	16.47	+ 12%



# Consolidated Sales by Customer

(Unit: Billion of Yen)

	FY2013 Ended June 30, 2012		FY2012 Ended June 30, 2011		Change	
	Amount	% to Total	Amount	% to Total	Amount	Percent
Toyota	427.2	48.4	226.3	36.0	200.8	88.7
Daihatsu	26.6	3.0	17.8	2.8	8.7	48.9
Hino	12.6	1.5	9.1	1.4	3.5	38.8
<b>Toyota Group</b>	<b>466.4</b>	<b>52.9</b>	<b>253.3</b>	<b>40.2</b>	<b>213.1</b>	<b>84.1</b>
Honda	61.0	6.9	34.8	5.5	26.2	75.2
GM	22.3	2.5	21.2	3.4	1.2	5.5
Hyundai/Kia	20.9	2.4	19.1	3.0	1.7	9.0
Suzuki	20.0	2.3	17.6	2.8	2.4	13.9
Fuji	18.0	2.0	9.6	1.5	8.5	88.7
Fiat	17.8	2.0	25.0	4.0	-7.2	-28.9
Chrysler	15.9	1.8	13.7	2.2	2.2	16.3
Mazda	15.8	1.8	10.7	1.7	5.1	48.0
Ford	15.3	1.7	18.3	2.9	-3.1	-16.7
VW/AUDI	14.3	1.6	14.7	2.3	-0.3	-2.2
Isuzu	11.9	1.3	10.0	1.6	1.9	18.5
Mitsubishi	9.9	1.1	11.4	1.8	-1.5	-13.0
Nissan	9.3	1.1	7.3	1.2	2.0	27.5
BMW	6.7	0.8	7.5	1.2	-0.8	-10.0
Benz	5.5	0.6	5.1	0.8	0.4	7.6
Jaguar/Land Rover	3.6	0.4	7.9	1.2	-4.2	-53.7
PSA	3.3	0.4	5.0	0.8	-1.7	-34.3
<b>OE Sales for others</b>	<b>59.1</b>	<b>6.7</b>	<b>52.9</b>	<b>8.4</b>	<b>6.2</b>	<b>11.8</b>
<b>OEM Total</b>	<b>797.0</b>	<b>90.3</b>	<b>545.0</b>	<b>86.5</b>	<b>252.0</b>	<b>46.2</b>
<b>After-market, New business &amp; Others(*)</b>	<b>85.4</b>	<b>9.7</b>	<b>85.2</b>	<b>13.5</b>	<b>0.2</b>	<b>0.2</b>
<b>Total</b>	<b>882.4</b>	<b>100.0</b>	<b>630.2</b>	<b>100.0</b>	<b>252.2</b>	<b>40.0</b>

\* Sales of industrial systems and consumer products, Sales for After Market, and Sales of property/equipment are included.

# Consolidated Sales by Business Segment

(Unit: Billion of Yen)

	FY2013 Ended June 30, 2012		FY2012 Ended June 30, 2011		Change	
	Amount	% to Total	Amount	% to Total	Amount	Percent
Powertrain Control	300.6	34.1	219.9	34.9	80.6	36.7
Electronic	82.7	9.4	48.9	7.8	33.8	69.1
Thermal	258.3	29.3	200.9	31.9	57.4	28.6
Information & Safety Systems	149.5	16.9	93.4	14.8	56.1	60.1
Small Motors	64.7	7.3	42.3	6.7	22.4	52.9
Others(*)	12.3	1.4	10.4	1.7	1.9	18.2
<b>Automotive Total</b>	<b>868.1</b>	<b>98.4</b>	<b>615.9</b>	<b>97.8</b>	<b>252.3</b>	<b>41.0</b>
Industrial & Consumer Product	10.3	1.2	11.0	1.7	-0.7	-6.3
Others	4.0	0.4	3.4	0.5	0.6	18.3
<b>New Business Total</b>	<b>14.3</b>	<b>1.6</b>	<b>14.3</b>	<b>2.2</b>	<b>-0.1</b>	<b>-0.5</b>
<b>Total</b>	<b>882.4</b>	<b>100.0</b>	<b>630.2</b>	<b>100.0</b>	<b>252.2</b>	<b>40.0</b>

\* Repair parts, original brand products of subsidiaries

# Capital Expenditures, Depreciation and R&D

(Unit: Billion of Yen)

	FY12		FY13 Estimate		1Q YTD Change from PY	Progress to FY13 Estimate
	1QYTD		1QYTD			
Japan	24.1	103.1	28.5	117.0	18.3%	24.4%
North America	2.6	12.2	3.2	13.0	23.1%	24.6%
Europe	4.5	18.7	4.4	19.0	-2.2%	23.2%
Asia & Oceania	10.3	38.2	10.9	51.0	5.8%	21.4%
Others	1.7	7.2	0.7	9.0	-58.8%	7.8%
Capital Exp.	43.2	179.4	47.8	209.0	10.6%	22.9%
Japan	28.4	134.4	28.7	135.0	1.1%	21.3%
North America	4.0	14.6	3.5	16.0	-12.5%	21.9%
Europe	3.2	11.1	2.6	11.5	-18.8%	22.6%
Asia & Oceania	4.9	18.5	4.8	22.0	-2.0%	21.8%
Others	0.5	2.1	0.5	2.5	0.0%	20.0%
Depreciation	41.0	180.6	40.0	187.0	-2.4%	21.4%
R&D Expenditure (Ratio to Sales)	71.4 (11.3%)	298.4 (9.5%)	77.5 (8.8%)	310.0 (8.9%)	8.5%	25.0%