

FY2019 3rd Quarter Financial Results ended Dec 31, 2019

HIGH-LIGHT

- Revenue excluding foreign exchange fluctuations increased due to the sales expansion, despite overall automotive market slowdown. However, foreign exchange fluctuations led to decrease in revenue.
- Operating profit decreased due to foreign currency loss and provision for quality costs, despite variable costs reduction outweighed fixed costs increase.
- Downward revision to full-year forecast considering 3Q results and environmental factors such as market slow down trend.

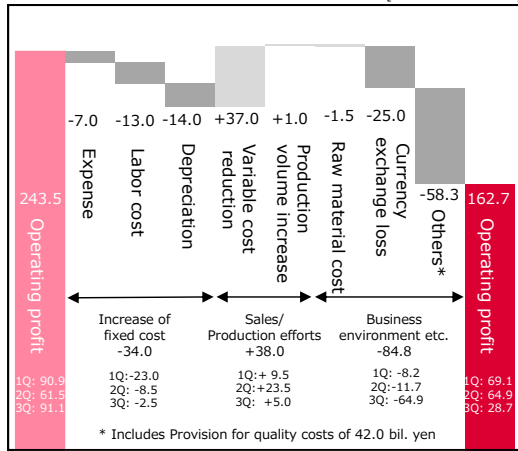
1. Consolidated Financial Results (IFRS)

Account	2018/4-12		2019/4-12		Change		(Ratio to Revenue)		[Unit: Billions of Yen, %]			
							19/4-20/3 Forecast		Change from Oct			
	Amount	Percent	Amount	Percent	Amount	Percent	Original	Revised	Amount	Percent		
Revenue	(100.0)	3,979.7	(100.0)	3,895.0	-84.6	-2.1	(100.0)	5,260.0	(100.0)	5,260.0	0.0	0.0
Operating profit	(6.1)	243.5	(4.2)	162.7	-80.9	-33.2	(6.1)	320.0	(5.3)	280.0	-40.0	-12.5
Profit before income tax	(6.9)	276.2	(5.1)	197.6	-78.6	-28.4	(6.9)	361.0	(6.0)	318.0	-43.0	-11.9
Profit for the period (※)	(4.8)	192.0	(3.5)	136.1	-55.9	-29.1	(4.9)	257.0	(4.3)	225.0	-32.0	-12.5
Foreign Exchange Rate (US\$)		111 Yen		109 Yen				107 Yen		108 Yen		
Foreign Exchange Rate (Euro)		129 Yen		121 Yen				118 Yen		121 Yen		
Domestic Car Production		6.95 Mil units		6.94 Mil units				9.52 Mil units		9.35 Mil units		
Overseas Car Production of Japanese Manufacturers		15.41 Mil units		14.41 Mil units				19.44 Mil units		19.22 Mil units		

※ Profit attributable to owners of the parent company

2. Changes in Operating Profit

[Unit: Billions of Yen]



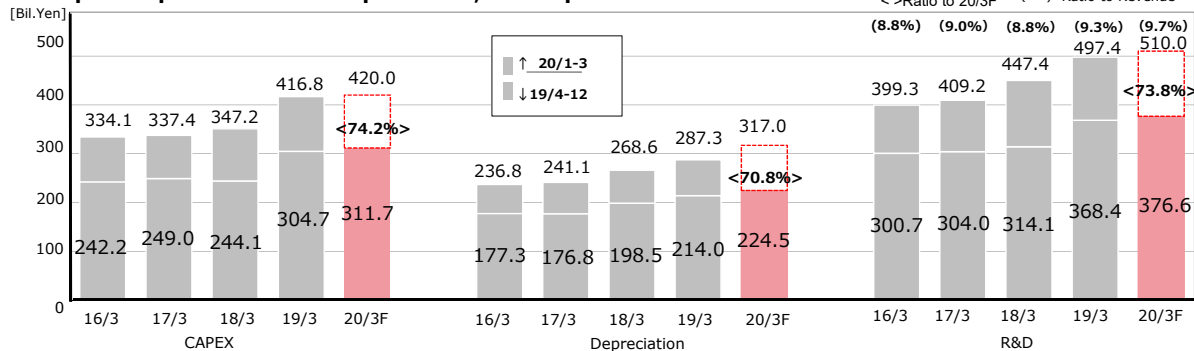
18/4-12 19/4-12

3. Geographic Segments By Company Location

[Unit: Billions of Yen]

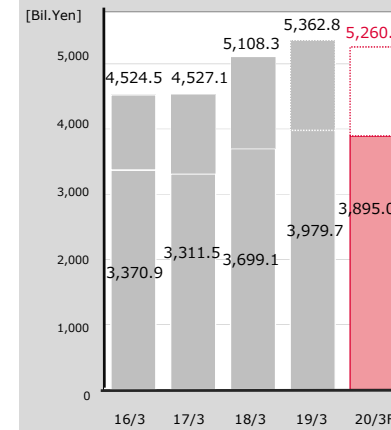
Revenue	18/4-12		19/4-12		Change	Local Currency	19/4-20/3 Forecast
	Margin	Margin	Margin	Margin			
Japan	2,412.0	-	2,432.6	-	0.9%	0.9%	3,310.0
North America	904.0	-	885.3	-	-2.1%	0.2%	1,189.0
Europe	488.6	-	439.4	-	-10.1%	-3.6%	597.0
Asia	1,084.4	-	1,005.0	-	-7.3%	-4.5%	1,330.0
Others	52.9	-	49.1	-	-7.1%	10.7%	61.5
Eliminations	-962.3	-	-916.4	-	-	-	-1,227.5
	3,979.7	-	3,895.0	-	-2.1%	0.1%	5,260.0
Operating Profit							
Japan	97.8	4.1%	40.0	1.6%	-59.1%	-59.1%	109.0
North America	22.2	2.5%	17.3	2.0%	-22.1%	-21.1%	32.0
Europe	14.3	2.9%	10.5	2.4%	-26.4%	-20.8%	18.0
Asia	102.2	9.4%	83.3	8.3%	-18.5%	-16.8%	111.5
Others	8.7	16.5%	8.6	17.4%	-1.7%	16.4%	9.5
Eliminations	-1.6	-	3.1	-	-	-	0.0
	243.5	6.1%	162.7	4.2%	-33.2%	-31.4%	280.0

4. Capital Expenditures and Depreciation, R&D Expenditures

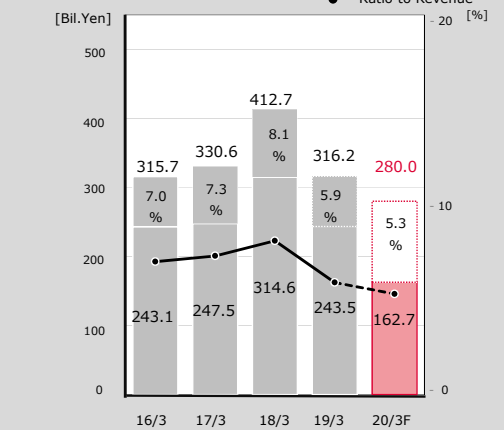


Reference

① Revenue



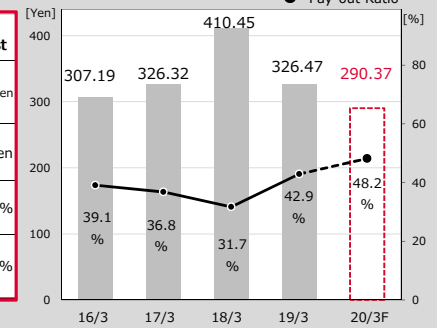
② Operating Profit



③ Financial Indices (Consolidated)

	FY16	FY17	FY18	FY19	FY20 Forecast
EPS	307.19 Yen	326.32 Yen	410.45 Yen	326.47 Yen	290.37 Yen
Dividends per Share	120 Yen	120 Yen	130 Yen	140 Yen	140 Yen
Pay-out Ratio	39.1 %	36.8 %	31.7 %	42.9 %	48.2 %
ROE	7.6 %	8.0 %	9.3 %	7.1 %	6.2 %

EPS·Pay-out Ratio



Denso's Materiality and SDGs

Denso's Materiality

The Environment	Peace of Mind
<ul style="list-style-type: none"> ● Prevention of global warming ● Prevention of air pollution/Reduction of environmental burden ● Effective utilization of resources ● Conservation of water resources 	<ul style="list-style-type: none"> ● Reduction of traffic accidents ● Provision of free and comfortable movement ● Provision of safe and secure products ● Response to decrease in birthrate and aging population
Corporate Foundation	
<ul style="list-style-type: none"> ● Compliance ● Strengthening of information security ● Promotion of the active role of human resources ● Occupational health and safety 	<ul style="list-style-type: none"> ● Workstyle reforms ● Protection of human rights ● Sustainable procurement ● Governance structure

Relevant SDGs to which DENSO primarily contributes through its overall corporate activities

Relevant SDGs to which DENSO primarily contributes through its products and services