# FY2011 1<sup>st</sup> Quarter Financial Results ended June 30, 2010

### July 30, 2010 DENSO CORPORATION



## Overview of FY2011 1<sup>st</sup> Quarter Financial Results

 Sale and operating income increased by the recovery of worldwide car production from last year

2. Upward revision of FY2011 1<sup>st</sup>-half and full year forecast

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## FY2011 1<sup>st</sup> Quarter Financial Results

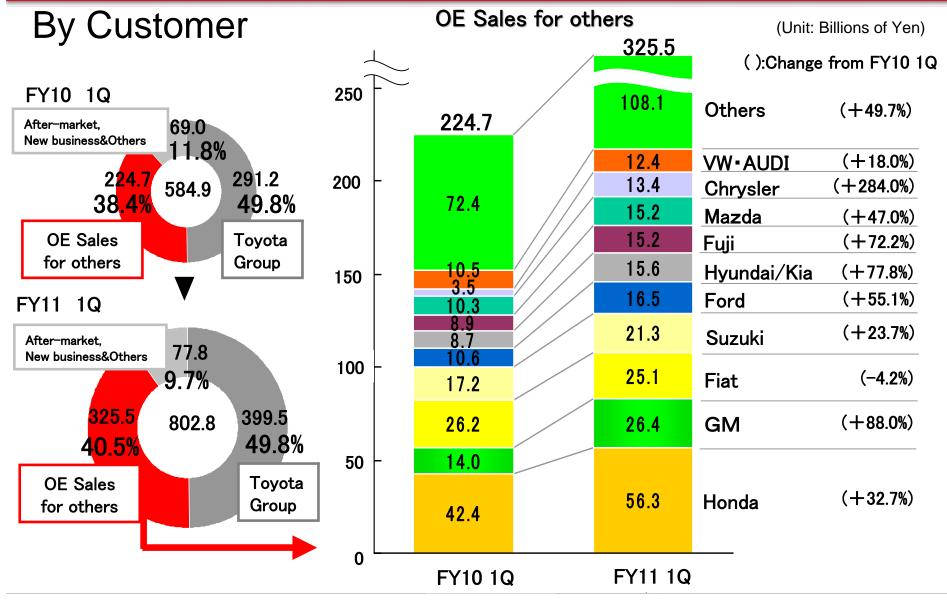
			(Unit: Billions of Yen)			
FY11 1Q	FY10 1Q	Change				
802.8	584.9	217.9	37.3%			
<sub>8.8%)</sub> 70.7	(-2.6%) -15.2	85.9	-			
<sub>9.3%)</sub> 74.8	(-1.6%) -9.3	84.1	-			
5.7%) 46.0	(-0.5%) -2.7	48.7	-			
JPY92/\$ JPY117/Euro	JPY97/\$ JPY133/Euro	-JPY5 -JPY16				
ر ا	802.8 3.8%) 70.7 3.3%) 74.8 5.7%) 46.0 PY92/\$	802.8 584.9   3.8%) 70.7   (-2.6%) -15.2   (-3.3%) 74.8   (-1.6%) -9.3   (-0.5%) -2.7   PY92/\$ JPY97/\$	802.8 584.9 217.9   802.8 (-2.6%) -15.2 85.9   8.8%) 70.7 (-1.6%) -9.3 84.1   9.3%) 74.8 (-1.6%) -2.7 48.7   6.7%) 46.0 (-0.5%) -2.7 48.7   PY92/\$ JPY97/\$ -JPY5			

Domestic Car Production	2.30	1.71	0.59	34.5%
Overseas Car Production of Japanese Manufacturers (North America)	<b>3.18</b> (0.96)	<b>2.46</b> (0.69)	<b>0.72</b> (0.27)	<b>29.3%</b> (39.1%)



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

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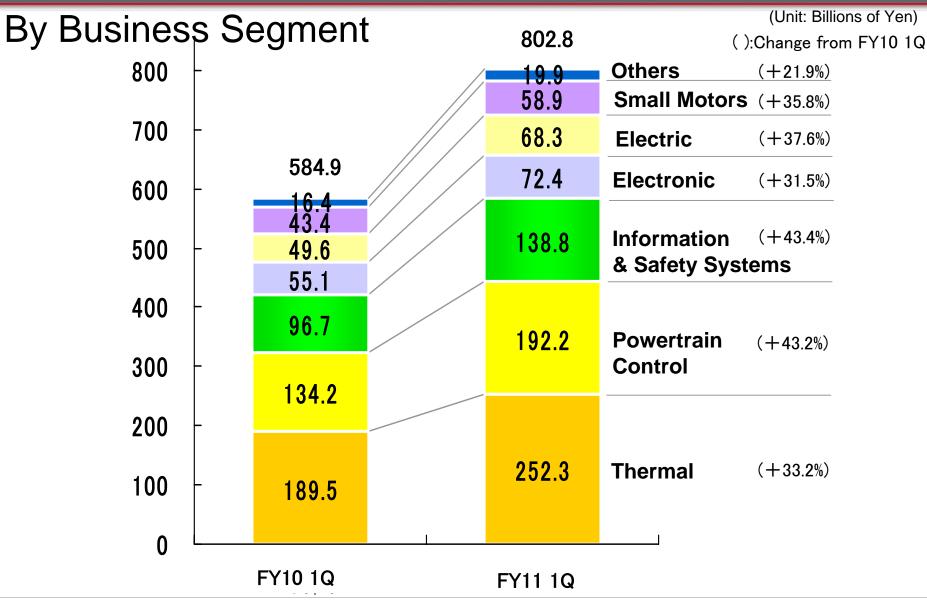
**DENSO** 

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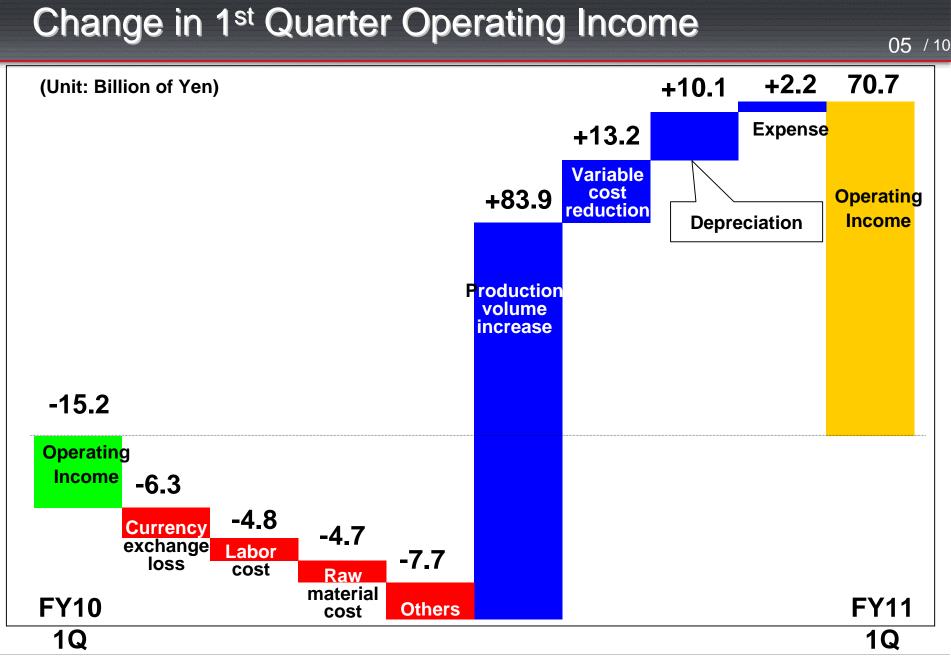
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## Change in 1<sup>st</sup> Quarter Consolidated Sales

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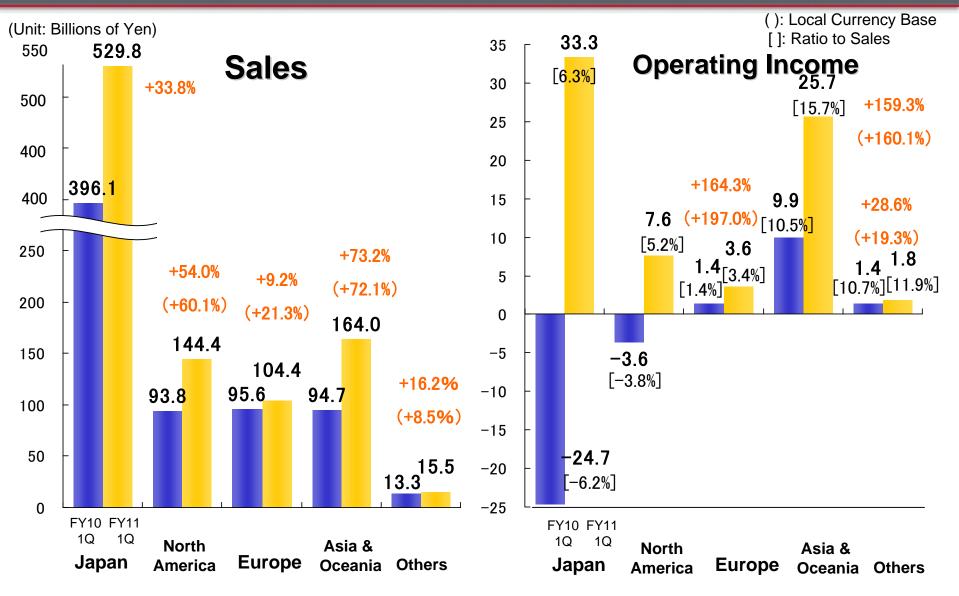
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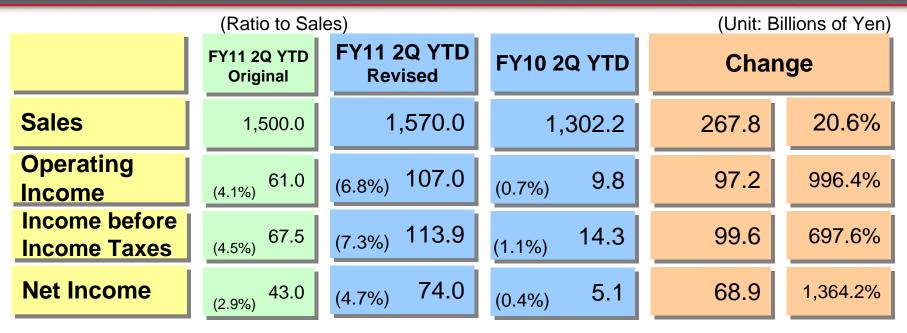
#### **DENSO**

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

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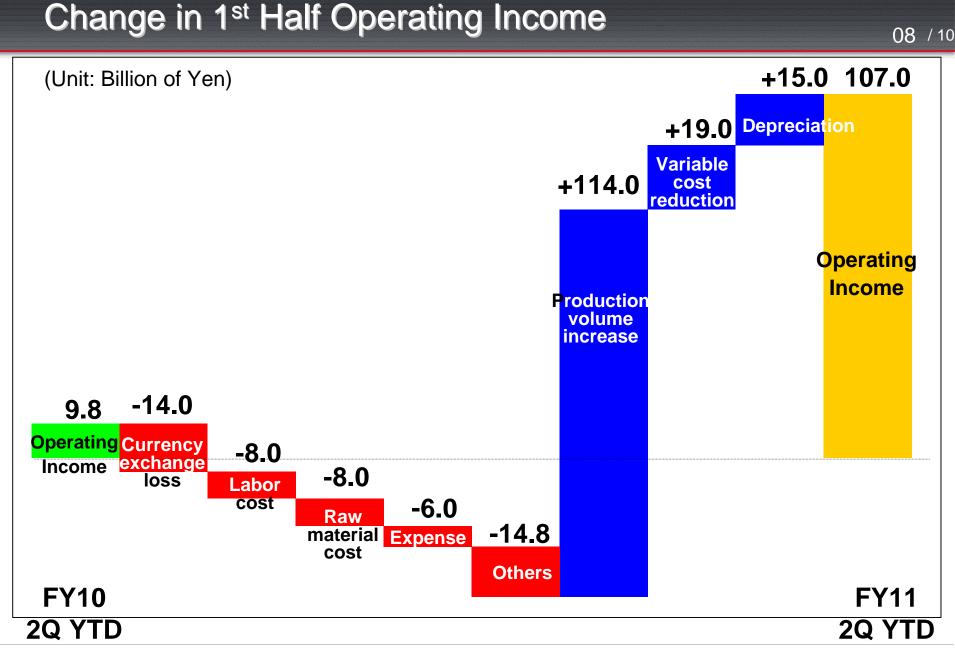


## FY2011 1<sup>st</sup> Half Financial Forecast



	(Unit:Millions of Units)											
Foreign Exchange Rate	JPY90/\$ JPY130/Euro	JPY90/\$ JPY113/Euro	JPY95/\$ JPY133/Euro	- JPY5 - JPY20								
Domestic Car Production	4.39	4.77	3.86	0.91	23.6%							
Overseas Car Production of Japanese Manufacturers (North America)	6.06 (1.83)	<b>6.46</b> (1.91)	<b>5.46</b> (1.56)	<b>1.00</b> (0.35)	<b>18.3%</b> (22.4%)							

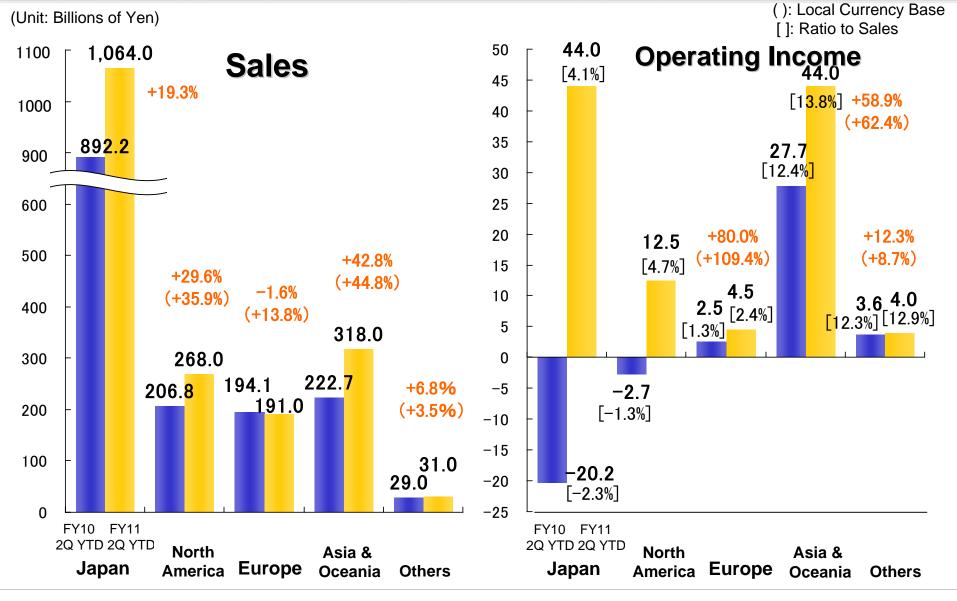
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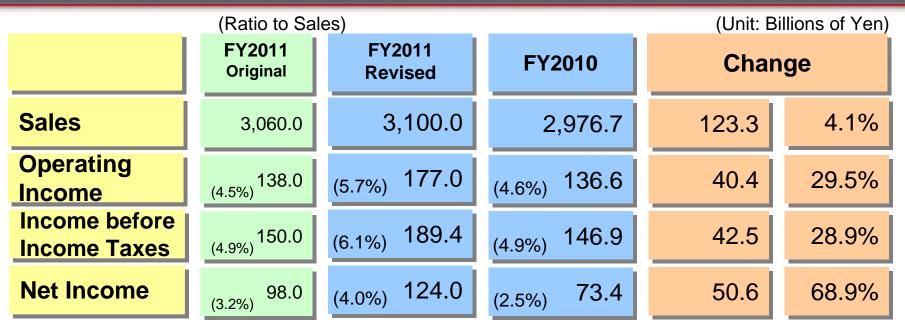
### 1<sup>st</sup> Half Geographical Segments by Company Location

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## **FY2011 Financial Forecast**



	(Unit:Millions of Units)											
Foreign Exchange Rate	JPY90/\$ JPY130/Euro	JPY90/\$ JPY112/Euro	JPY93/\$ JPY131/Euro	- JPY3 - JPY19								
Domestic Car Production	8.86	9.24	8.87	0.37	4.2%							
Overseas Car Production of Japanese Manufacturers (North America)	12.34 (3.78)	12.74 (3.86)	<b>11.97</b> (3.55)	<b>0.77</b> (0.31)	<b>6.4%</b> (8.7%)							

#### **DENSO**



## Appendix

- 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

#### **Income Statements**

#### (Ratio to Sales)

#### (Unit:Billions of Yen,%)

Account		FY2011 1Q			FY2010 1Q		Change		FY2011 2Q YTD Forecast					FY2	011	Forecast					
Account					112010102		Amount	Percent	Fore	ecast as o	of Apr. 28	Fo	orecastas c	of Jul. 30	Forecast as	s of Apr. 2	۴F	orecast as	of Jul. 30		
Net Sales	(	100.0	)	489.5	(	100.0	)	365.6	124.0	33.9	(	100.0 )	948.0	(	100.0 )	994.0	( 100.0 )	1,930.0	(	100.0 )	1,970.0
Cost of Sales	(	88.2	)	431.6	(	97.9	)	358.0	73.5												
SGA Expenses	(	6.5	)	31.9	(	7.0	)	25.5	6.4												
Operating Income	(	5.3	)	26.1	(	-4.9	)	-18.0	44.1	-	(	1.8 )	17.0	(	3.3 )	33.0	( 2.1 )	40.0	(	2.5)	50.0
Non-Operating Income				10.3				22.5	-12.2				29.0			29.0		47.0			47.0
Extraordinary Income (Loss)				0.0				-1.4	1.4				0.0			0.0		0.0			0.0
Income Before Income Taxe	(	7.4	)	36.5	(	0.9	)	3.2	33.3	1,045.0	(	4.9 )	46.0	(	6.2 )	62.0	( 4.5)	87.0	(	4.9 )	97.0
Net Income	(	4.5	)	21.8	(	2.5	)	9.0	12.8	141.1	(	3.5 )	33.0	(	4.5)	45.0	( 3.2)	62.0	(	3.7)	73.0

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

$\square$													1			
F				FY2	2011 First-Half				FY2011 Second-Half				FY2011 Full Year			
			1Q													
		Prior Year	Actual	Change	Prior Year	Forecast as of Apr. 28	Revised Estimate	Change	Prior Year	Forecast as of Apr. 28	Revised Estimate	Change	Prior Year	Forecast as of Apr. 28	Revised Estimate	Change
Foreign Exchange Rate	USD	97	92	- 5	95	90	90	- 5	90	90	90	- 0	93	90	90	- 3
(Yen)	EUR	133	117	- 16	133	130	113	- 20	129	130	110	- 19	131	130	112	- 19
Forex Impact on Operating	USD												2.3	2.4	2.4	+ 0.1
Income per Yen (Billions of Yen)	EUR												0.6	0.6	0.6	-
Car Production	Domestic	1.71	2.30	+ 35%	3.86	4.39	4.77	+ 24%	5.02	4.47	4.47	- 11%	8.87	8.86	9.24	+ 4%
of Japanese Manufacturers	North America	0.69	0.96	+ 39%	1.56	1.83	1.91	+ 22%	1.99	1.95	1.95	- 2%	3.55	3.78	3.86	+ 9%
(Millions of Units)	Overseas	2.46	3.18	+ 29%	5.46	6.06	6.46	+ 18%	6.51	6.28	6.28	- 4%	11.97	12.34	12.74	+ 6%

### **Consolidated Sales by Customer**

#### (Unit: Billion of Yen)

	FY2	)11	FY20					
					Char	nge		
	ended Jun		ended Jun	,				
	Amount	% to Total	Amount	% to Total	Amount	Percent		
Toyota	367.4	45.8	266.8	45.6	100.6	37.7		
Daihatsu	23.2	2.9	19.5	3.3	3.6	18.6		
Hino	8.9	1.1	4.9	0.9	4.0	81.9		
Toyota Group	399.5	49.8	291.2	49.8	108.3	37.2		
Honda	56.3	7.0	42.4	7.3	13.9	32.7		
Suzuki	21.3	2.6	17.2	2.9	4.1	23.7		
Fuji	15.2	1.9	8.9	1.5	6.4	72.2		
Mazda	15.2	1.9	10.3	1.8	4.9	47.0		
Mitsubishi	10.4	1.3	4.1	0.7	6.3	152.7		
Isuzu	10.6	1.3	5.6	1.0	5.0	89.2		
Nissan	7.5	0.9	4.5	0.8	3.1	68.6		
GM	26.4	3.3	14.0	2.4	12.4	88.0		
Ford	16.5	2.1	10.6	1.8	5.9	55.1		
Chrysler	13.4	1.7	3.5	0.6	9.9	284.0		
VW/AUDI	12.4	1.6	10.5	1.8	1.9	18.0		
Benz	4.9	0.6	3.6	0.6	1.4	38.2		
BMW	6.4	0.8	5.0	0.8	1.5	29.3		
Fiat	25.1	3.1	26.2	4.5	-1.1	-4.2		
PSA	4.1	0.5	4.2	0.7	-0.1	-2.4		
Land Rover	4.5	0.6	2.4	0.4	2.1	87.3		
Hyundai/Kia	15.6	1.9	8.7	1.5	6.8	77.8		
OE Sales for others	59.7	7.4	43.0	7.3	16.7	38.8		
OEM Total	725.0	90.3	515.9	88.2	209.1	40.5		
After-market,	77.8	9.7	69.0	11.8	8.8	12.7		
New business & Others								
Total	802.8	100.0	584.9	100.0	217.9	37.3		



### **Consolidated Sales by Business Segment**

#### (Unit: Billion of Yen)

	FY20 ended Jun		FY20 ended Jun.		Change			
	Amount	% to Total	Amount	% to Total	Amount	Percent		
Thermal	252.3	31.4	189.5	32.4	62.8	33.2		
Powertrain Control	192.2	23.9	134.2	22.9	58.0	43.2		
Information & Safety Systems	138.8	17.3	96.7	16.6	42.0	43.4		
Electronic	72.4	9.0	55.1	9.4	17.4	31.5		
Electric	68.3	8.5	49.6	8.5	18.7	37.6		
Small Motors	58.9	7.4	43.4	7.4	15.5	35.8		
Others(*1)	8.2	1.0	6.1	1.0	2.2	36.1		
Automotive Total	791.1	98.5	574.5	98.2	216.5	37.7		
Industrial & Consumer Product	9.7	1.2	8.3	1.4	1.4	17.0		
Others(*2)	2.0	0.3	2.1	0.4	-0.1	-3.9		
New Business Total	11.7	1.5	10.4	1.8	1.3	12.9		
Total	802.8	100.0	584.9	100.0	217.9	37.3		

\*1 Repair parts, original brand products of subsidiaries

\*2 Communication (Agency), display

### Capital Expenditures, Depreciation and R&D

			FY10		FY11	1Q	Progress
		1Q		1Q	Estimate	Change from PY	to FY11 Estimate
	Japan	19.6	75.0	23.4	92.0	19.4 %	25.4%
	North America	2.8	5.3	1.9	8.0	- 32.1 %	23.8%
	Europe	4.2	13.0	2.3	13.0	- 45.2 %	17.7%
	Asia & Oceania	6.3	16.3	4.6	25.0	- 27.0 %	18.4%
	Others	1.2	4.9	0.9	5.0	- 25.0 %	18.0%
	Capital Exp.	34.0	114.4	33.0	143.0	- 2.9 %	23.1%
	Japan	40.5	178.4	316	157.0	- 22.0 %	20.1%
	The America	5.0	19.8	47	19.5	- 6.0 %	24.1%
	Europe	4.5	16.1	33	16.0	- 26.7 %	20.6%
	Asia & Oceania	5.1	21.2	51	21.0	0 %	24.3%
	Others	0.4	2.4	5	2.5	25.0 %	20.0%
	Depreciation	55.6	237.9	452	216.0	- 18.7 %	20.9%
F	&D Expenditure	58.9	270.1	678	285.0	15.1 %	00 00/
	(Ratio to Sales)	(10.1%)	(9.1%)	(8.4%)	(9.2%)	10.1 %	23.8%