# FY2012 1<sup>st</sup> Quarter Financial Results ended June 30, 2011

August 1, 2011 DENSO CORPORATION



#### Overview of FY2012 1<sup>st</sup> Quarter Financial Results

#### 1 / 11

# 1. Sales and Income decreased by due to the Great East Japan Earthquake.

# 2. Upward revision of FY2012 1st-half income forecast



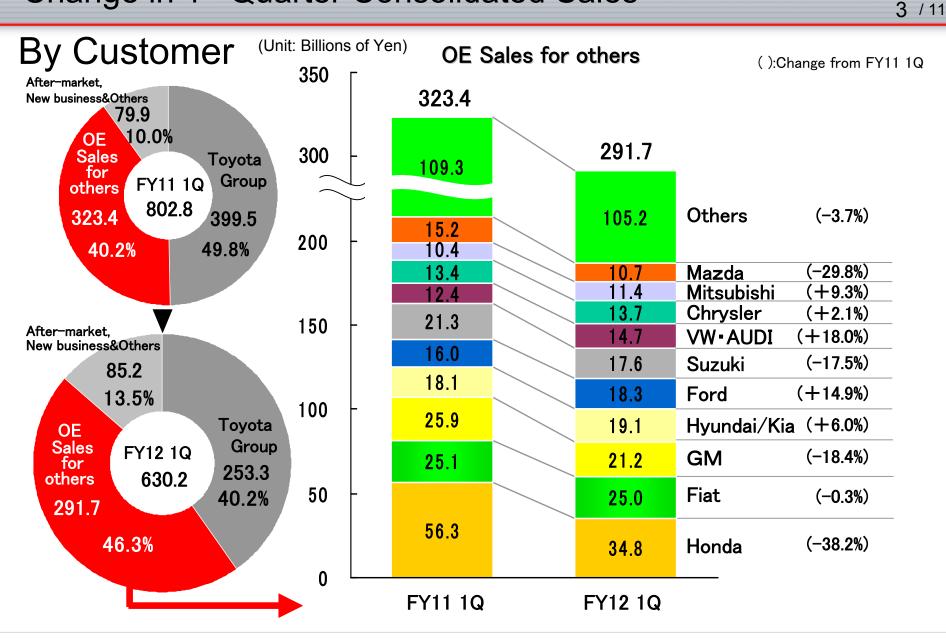
## FY2012 1<sup>st</sup> Quarter Financial Results

	(Ratio to Sales			(Unit: Billions of Yen)				
	FY12 1	Q	FY11	1Q	Change			
Sales	63	30.2		802.8	-172.6	-21.5%		
Operating Income	(-0.7%)	-4.4	(8.8%)	70.7	-75.0	-		
Income before Income Taxes	(0.4%)	2.5	(9.3%)	74.8	-72.3	-96.7%		
Net Income	(0.4%)	2.6	(5.7%)	46.0	-43.4	-94.4%		
Foreign Exchange Rate	JPY 82/\$ JPY117/E		JPY 92 JPY117		-JPY10 +JPY0			

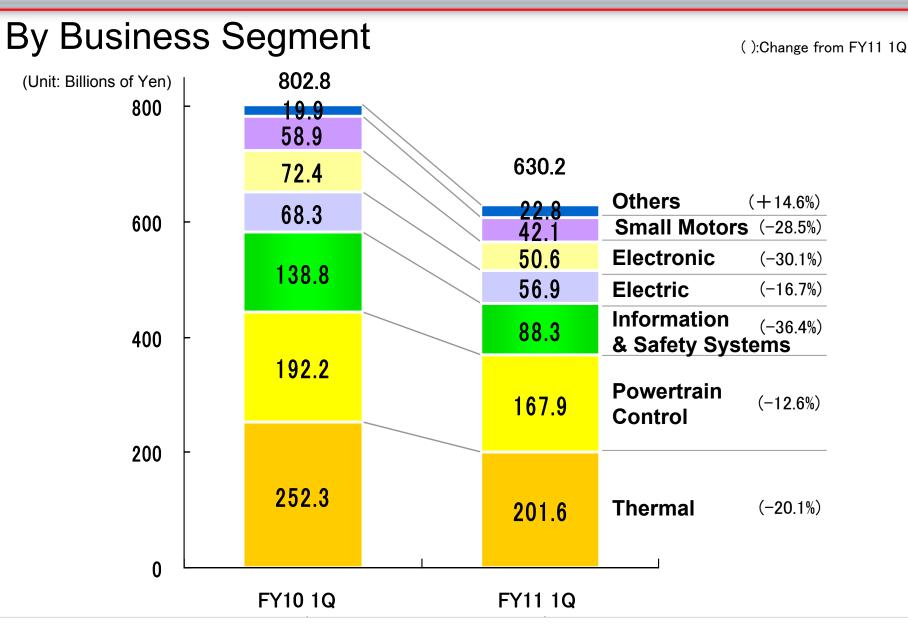
Domestic Car Production	1.46	2.30	-0.84	-36.5%
Overseas Car Production of Japanese Manufacturers (North America)	<b>2.79</b> (0.66)	<b>3.18</b> (0.96)	<b>-0.39</b> (-0.30)	-12.3% (-31.3%)



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

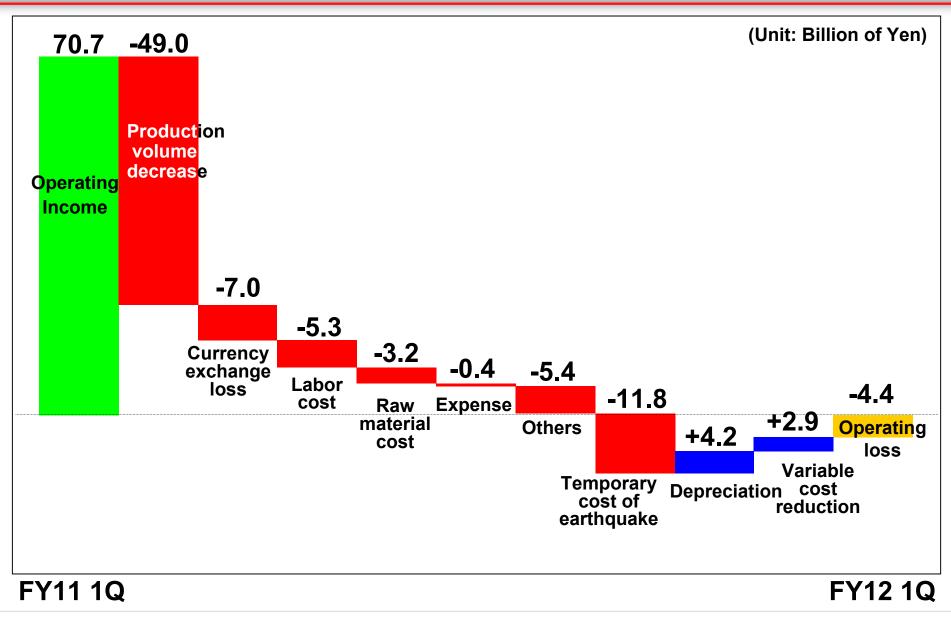


### Change in 1<sup>st</sup> Quarter Consolidated Sales



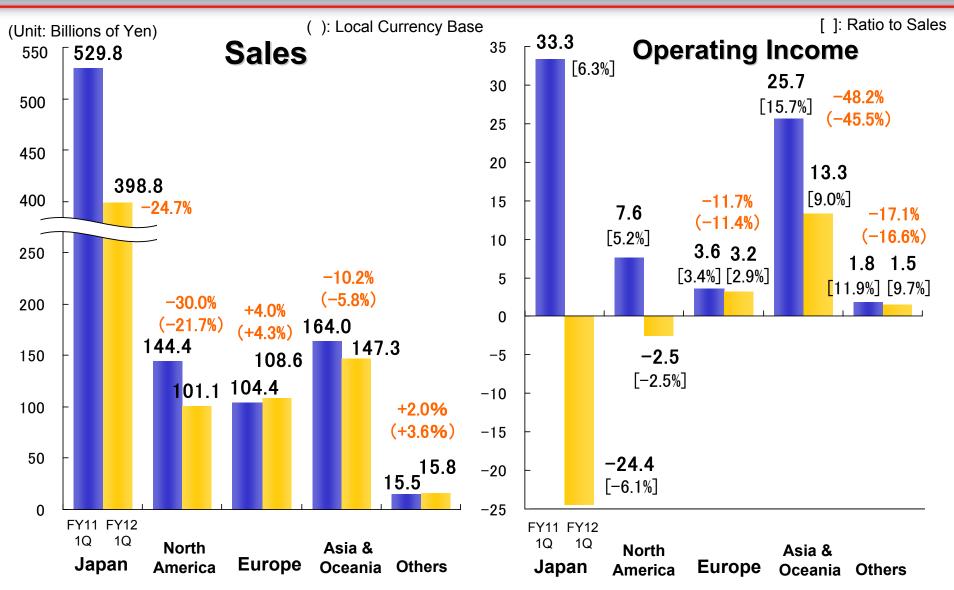
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#### Change in 1<sup>st</sup> Quarter Operating Income



**DENSO** 

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



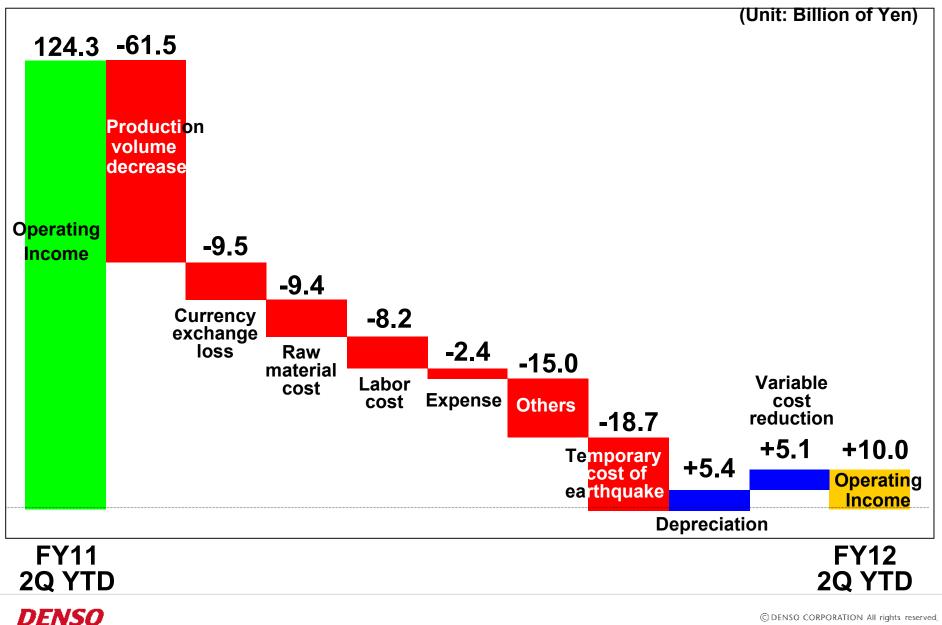
### FY2012 1<sup>st</sup> Half Financial Forecast



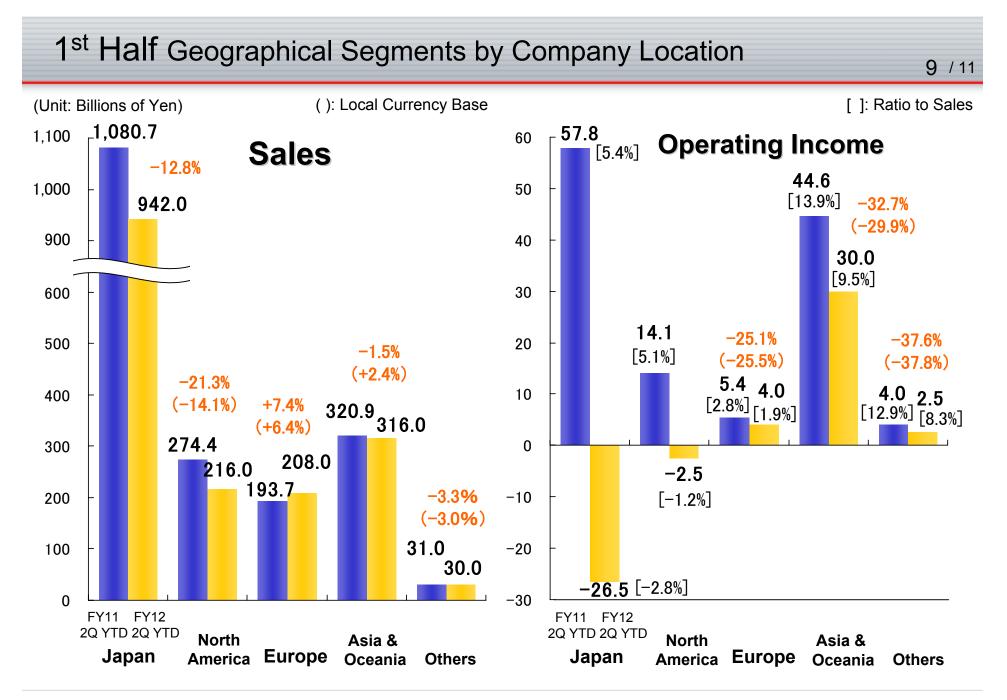
				(Unit:Mil	lions of Units)
Foreign Exchange Rate	JPY 81/\$ JPY116/Euro	JPY 81/\$ JPY116/Euro	JPY 89/\$ JPY114/Euro	- JPY8 + JPY2	
Domestic Car Production	-	3.81	4.78	-0.97	-20.3%
Overseas Car Production of Japanese Manufacturers (North America)	-	<b>6.18</b> (1.54)	<b>6.42</b> (1.94)	-0.24 (-0.40)	-3.7% (-20.6%)



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



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### **FY2012** Financial Forecast

	(Ratio to Sal	es)		(Unit: Billions of Yen)				
	FY2012 Original	FY2012 Revised	FY2011	Char	ge			
Sales	3,170.0	3,170.0	3,131.5	+38.5	+1.2%			
Operating Income	<sub>(4.3%)</sub> 135.0	<sub>(4.3%)</sub> 135.0	(6.0%) 188.3	-53.3	-28.3%			
Income before Income Taxes	(4.6%) 145.0	(4.6%) 145.0	<sub>(6.8%)</sub> 211.7	-66.7	-31.5%			
Net Income	(3.1%) 98.0	(3.1%) 98.0	<sub>(4.6%)</sub> 143.0	-45.0	-31.5%			
Income Taxes	98.0	00.0		_				

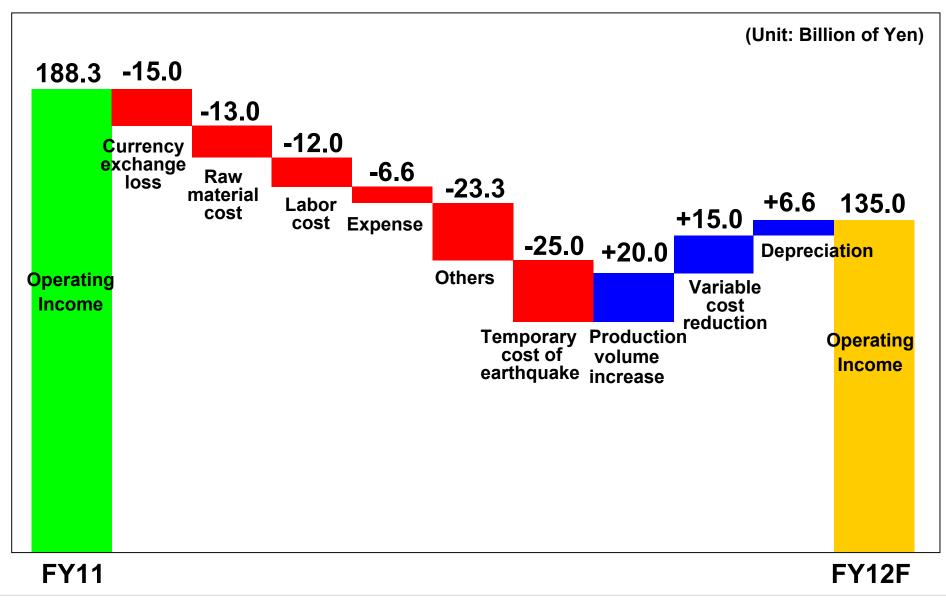
Foreign Exchange Rate	JPY 81/\$ JPY113/Euro	JPY 81/\$ JPY113/Euro	JPY 86/\$ JPY113/Euro	- JPY5 - JPY0	
Domestic Car Production	-	9.25	8.99	+0.26	+2.9%
Overseas Car Production of Japanese Manufacturers (North America)	-	<b>14.26</b> (3.94)	<b>13.45</b> (3.96)	+0.81 (-0.02)	+6.0% (-0.5%)



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(Unit: Millions of Units)

### Change in FY2012 Operating Income



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### 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		FY2012 1Q			FY2011 1Q Change		ige	FY	′2012 2Q	) YTI	D Forecast	FY2012 Forecast					
Account		1120		Q				Amount	Percent		Forecast as of Aug. 1			F	Forecast as of Aug. 1		
Net Sales	(	100.0	)	364.5	(	100.0	)	489.5	-125.1	-25.5	(	100.0	)	860.0	(	100.0)	1,990.0
Cost of Sales	(	98.0	)	357.2	(	88.2	)	431.6	-74.3								
SGA Expenses	(	7.5	)	27.4	(	6.5	)	31.9	-4.5								
Operating Income	(	-5.5	)	-20.2	(	5.3	)	26.1	-46.3	—	(	-2.9	)	-25.0	(	1.3)	25.0
Non-Operating Income				13.8				10.3	3.5					40.0			50.0
Extraordinary Income (Loss)				-0.0				0.0	-0.1					-0.0			-0.0
Income Before Income Taxes	(	-1.8	)	-6.4	(	7.4	)	36.5	-42.9	—	(	1.7	)	15.0	(	3.8)	75.0
Net Income	(	0.4	)	1.6	(	4.5	)	21.8	-20.2	-92.5	(	2.7	)	23.0	(	3.3)	66.0

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

	FY2	2012 First-Half				FY2012 Second-Half				FY2012 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	USD	92	82	- 10	89	81	81	- 8	83	80	80	- 3	86	81	81	- 5
Exchange Rate (Yen)	EUR	117	117	+ 0	114	116	116	+ 2	112	110	110	- 2	113	113	113	- 0
Forex Impact on Operating	USD												3.0	-	2.9	- 0.1
Income per Yen (Billions of Yen)	EUR												0.7	-	0.8	+ 0.1
Car Production	Domestic	2.30	1.46	- 37%	4.78	_	3.81	- 20%	4.21	_	5.44	+ 29%	8.99	-	9.25	+ 3%
of Japanese Manufacturers	North America	0.96	0.66	- 31%	1.94	_	1.54	- 21%	2.02	_	2.40	+ 19%	3.96	-	3.94	- 1%
(Millions of Units)	Overseas	3.18	2.79	- 12%	6.42	_	6.18	- 4%	7.04	-	8.07	+ 15%	13.45	-	14.26	+ 6%



#### Consolidated Sales by Customer

	FY	2011	FY	2010	Cha	
	ended Ma	ar.31,2011	ended Ma	ar.31,2010	Cha	inge
	Amount	% to Total	Amount	% to Total	Amount	Percent
Toyota	226.3	36.0	367.4	45.8	-141.1	-38.4
Daihatsu	17.8	2.8	23.2	2.9	-5.3	-23.0
Hino	9.1	1.4	8.9	1.1	0.2	1.9
Toyota Group	253.3	40.2	399.5	49.8	-146.2	-36.6
Honda	34.8	5.5	56.3	7.0	-21.5	-38.2
Suzuki	17.6	2.8	21.3	2.6	-3.7	-17.5
Fuji	9.6	1.5	15.2	1.9	-5.7	-37.3
Mazda	10.7	1.7	15.2	1.9	-4.5	-29.8
Mitsubishi	11.4	1.8	10.4	1.3	1.0	9.3
Isuzu	10.0	1.6	10.6	1.3	-0.6	-5.3
Nissan	7.3	1.2	7.5	0.9	-0.2	-2.9
GM	21.2	3.4	25.9	3.2	-4.8	-18.4
Ford	18.3	2.9	16.0	2.0	2.4	14.9
Chrysler	13.7	2.2	13.4	1.7	0.3	2.1
VW/AUDI	14.7	2.3	12.4	1.6	2.2	18.0
Benz	5.1	0.8	4.9	0.6	0.2	3.6
BMW	7.5	1.2	6.4	0.8	1.1	16.4
Fiat	25.0	4.0	25.1	3.1	-0.1	-0.3
PSA	5.0	0.8	4.1	0.5	0.9	21.4
Land Rover	5.3	0.8	4.5	0.6	0.9	20.1
Hyundai/Kia	19.1	3.0	18.1	2.2	1.1	6.0
OE Sales for others	55.5	8.8	56.1	7.0	-0.6	-1.0
OEM Total	545.0	86.5	722.9	90.0	-177.9	-24.6
After-market,	85.2	13.5	79.9	10.0	5.3	6.6
New business & Others						
Total	630.2	100.0	802.8	100.0	-172.6	-21.5

(Unit: Billion of Yen)



(Unit: Billion of Yen)

	FY2 ended Ju		FY2 ended Ju	2011 n.30,2010	Change		
	Amount	% to Total	Amount	% to Total	Amount	Percent	
Thermal	201.6	32.0	252.3	31.4	-50.7	-20.1	
Powertrain Control	167.9	26.7	192.2	23.9	-24.3	-12.6	
Information & Safety Systems	88.3	14.0	138.8	17.3	-50.4	-36.4	
Electronic	50.6	8.0	72.4	9.0	-21.8	-30.1	
Electric	56.9	9.0	68.3	8.5	-11.4	-16.7	
Small Motors	42.1	6.7	58.9	7.4	-16.8	-28.5	
Others(*1)	8.1	1.3	8.2	1.0	-0.1	-1.3	
Automotive Total	615.5	97.7	791.1	98.5	-175.5	-22.2	
Industrial & Consumer Product	12.2	1.9	9.7	1.2	2.4	24.8	
Others(*2)	2.5	0.4	2.0	0.3	0.5	27.3	
New Business Total	14.7	2.3	11.7	1.5	3.0	25.2	
Total	630.2	100.0	802.8	100.0	-172.6	-21.5	

\*1 Repair parts, original brand products of subsidiaries

\*2 Communication (Agency), display

#### Capital Expenditures, Depreciation and R&D

(Unit: Billion of Yen)

	1Q	FY11	1Q	FY12 Estimate	1Q Change from PY	Progress to FY12 Estimate
Japan	23.4	95.5	24.1	95.0	3.0%	25.4%
North America	1.9	9.1	2.6	11.0	36.8%	23.6%
Europe	2.3	12.1	4.5	19.0	95.7%	23.7%
Asia & Oceania	4.6	22.8	10.3	45.0	123.9%	22.9%
Others	0.9	5.5	1.7	7.0	88.9%	24.3%
Capital Exp.	33.0	145.1	43.2	177.0	30.9%	24.4%
Japan	31.6	142.2	28.4	132.0	-10.1%	21.5%
North America	4.7	17.1	4.0	17.0	-14.9%	23.5%
Europe	3.3	12.4	3.2	14.0	-3.0%	22.9%
Asia & Oceania	5.1	19.4	4.9	21.0	-3.9%	23.3%
Others	0.5	2.0	0.5	2.5	0.0%	20.0%
Depreciation	45.2	193.1	41.0	186.5	-9.3%	22.0%
R&D Expenditure (Ratio to Sales)	67.8 (8.4%)	290.1 (9.3%)	71.4 (11.3%)	285.0 (9.1%)	5.3%	25.1%

