# DENSO in Figures 

For the Year Ended March 31, 2001
[ Consolidated ]

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Cautionary Note: Forward-Looking Statements
This report contains statements that describe our plans and expectations, as well as atatements that report historical results. Our business performance is subject to influence from external facts, such as economic conditions; currency exchange rates; laws, regulations, government policies, and political instability in principal markets; and any events that would affect our ability to design, develop, manufacture, market, and win acceptance of new products and services. We therefore caution readers that our actual results could differ materially from our plans and expectations.

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## OPERATING RESULTS

(1) Net Sales


| Millions of yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 | 02/3 Est. |
| Net Sales | 1,624,906 | 1,667,311 | 1,758,842 | 1,883,407 | 2,014,978 | 2,130,000 |
| Change from previous period | 14.2\% | 2.6\% | 5.5\% | 7.1\% | 7.0\% | 5.7\% |
| Sales in Japan | 1,153,392 | 1,135,834 | 1,104,579 | 1,161,016 | 1,245,830 | 1,265,000 |
| Change from previous period | 11.4\% | (1.5\%) | (2.8\%) | 5.1\% | 7.3\% | 1.5\% |
| Sales outside Japan | 471,514 | 531,477 | 654,263 | 722,391 | 769,148 | 865,000 |
| Change from previous period | 21.9\% | 12.7\% | 23.1\% | 10.4\% | 6.5\% | 12.5\% |
| Operating income/Net Sales | 8.1\% | 6.8\% | 5.8\% | 6.2\% | 6.1\% | 6.3\% |
| Income before income taxes/Net Sales | 9.4\% | 8.0\% | 6.1\% | 5.8\% | 5.3\% | 6.5\% |
| Net income/Net Sales | 4.4\% | 4.3\% | 3.4\% | 3.3\% | 3.0\% | 3.7\% |

(2) Profits


|  |  |  | Millions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Operating income | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| Change from previous period | 132,383 | 112,786 | 101,663 | 116,682 | 123,526 | 134,000 |
| Income before income taxes | $52.1 \%$ | $(14.8 \%)$ | $(9.9 \%)$ | $14.8 \%$ | $5.9 \%$ | $8.5 \%$ |
| Change from previous period | 152,819 | 132,597 | 106,732 | 108,908 | 107,299 | 139,000 |
| Net income | $47.0 \%$ | $(13.2 \%)$ | $(19.5 \%)$ | $2.0 \%$ | $(1.5 \%)$ | $29.5 \%$ |
| Change from previous period | 71,376 | 71,158 | 58,969 | 61,913 | 60,799 | 78,000 |

## SALES

(1) Breakdown of Sales by Product Line


|  | Millions of yen |  |
| :---: | :---: | :---: |
|  | 00/3 | 01/3 |
| Thermal Systems | 660,659 | 690,502 |
| Percentage of net sales | 35.1\% | 34.3\% |
| Change from previous period |  | 4.5\% |
| Powertrain Control Systems | 357,123 | 402,829 |
| Percentage of net sales | 19.0\% | 20.0\% |
| Change from previous period |  | 12.8 |
| Electronic Systems | 323,360 | 355,178 |
| Percentage of net sales | 17.1\% | 17.6\% |
| Change from previous period |  | 9.8\% |
| Electric Systems | 243,150 | 250,136 |
| Percentage of net sales | 12.9\% | 12.4\% |
| Change from previous period |  | 2.9\% |
| Small Motors | 142,493 | 156,608 |
| Percentage of net sales | 7.6\% | 7.8\% |
| Change from previous period |  | 9.9\% |
| Other Automotive | 13,660 | 15,253 |
| Percentage of net sales | 0.7\% | 0.8\% |
| Change from previous period |  | 11.7\% |
| Automotive sub-total | 1,740,445 | 1,870,506 |
| Percentage of net sales | 92.4\% | 92.9\% |
| Change from previous period |  | 7.5\% |
| Telecommunications | 89,409 | 87,854 |
| Percentage of net sales | 4.7\% | 4.3\% |
| Change from previous period |  | (1.7\%) |
| Industrial Systems. Environmental Systems.etc. | 52,511 | 55,963 |
| Percentage of net sales | 2.8\% | 2.8\% |
| Change from previous period |  | 6.6\% |
| New businesses sub-total | 141,920 | 143,817 |
| Percentage of net sales | 7.5\% | 7.1\% |
| Change from previous period | - | 1.3\% |
| Others | 1,042 | 655 |
| Percentage of net sales | 0.1\% | 0.0\% |
| Change from previous period | - | (37.1\%) |
| Total | 1,883,407 | 2,014,978 |

(2) Category Change of Product Line (Reference)

(3) Main Products

|  |  | Main Products |
| :---: | :---: | :---: |
| Automotive Business | Thermal Systems Group | Car air conditioning system, Bus air conditioning system Evaporator, Condenser, Compressor, Air purifier Radiator, Electric motor fan, Cooling module Automatic transmission oil cooler, CPU cooler |
|  | Powertrain Control Systems Group | Injection pump, supply pump, injector for diesel engine Fuel injector, Fuel pump, Oxygen sensor, Spark plug, Ignition coil Throttle body, Air flow meter, AT Variable force solenoid Oil filter, Air cleaner, Variable cam timing |
|  | Electronic Systems Group | Instrument cluster, Integrated climate control panel, Door lock controller Relay, Car navigation system, Electronic toll collection system, Car phone Engine ECU, Integrated circuit(IC) \& sensor |
|  | Electric Systems Group | Starter, Alternator <br> Airbag system, Antilock brake system |
|  | Small Motors Group | Windshield washer system, Windshield wiper system, Power window motor |
|  | Communication | Cellular phone |
|  | Industrial systems | Bar-code handy scanner and handy terminals QR code handy scanner and handy terminals Contactless IC card \& reader/writer, Heat exchanger for wireless network RF ID(Radio frequency ID), Industrial robot, Programmable controller |
|  | Environmental Systems | Kerosene engine heat pump, Spot cooler/heater <br> Alkaline ionized water apparatus <br> Drinking water treatment unit with hardness control <br> Bath water purificator, Automatic faucet, Garbage decomposer |

(4) Breakdown of Sales by Product Line (Reference)


|  | Millions of yen |  |
| :---: | ---: | ---: |
|  | $99 / 3$ | $00 / 3$ |
| Electrical automotive and electric control | 489,506 | 567,187 |
| Percentage of net sales | $30.1 \%$ |  |
| Change from previous period | $0.9 \%$ | $15.9 \%$ |
| Car air conditioners and heaters | 561,044 | 564,722 |
| Percentage of net sales | $31.9 \%$ | $30.0 \%$ |
| Change from previous period | $2.4 \%$ | $0.7 \%$ |
| Fuel management systems | 293,451 | 306,239 |
| Percentage of net sales | $16.7 \%$ | $16.3 \%$ |
| Change from previous period | $7.6 \%$ | $4.4 \%$ |
| Radiators | 109,459 | 107,983 |
| Percentage of net sales | $6.2 \%$ | $5.7 \%$ |
| Change from previous period | $11.3 \%$ | $1.3 \%)$ |
| Meters | 92,974 | 98,570 |
| Percentage of net sales | $5.3 \%$ | $5.2 \%$ |
| Change from previous period | $27.8 \%$ | $6.0 \%$ |
| Filters | 49,785 | 48,373 |
| Percentage of net sales | $2.8 \%$ | $2.6 \%$ |
| Change from previous period | $12.4 \%$ | $(2.8 \%)$ |
| Other automotive | 39,938 | 44,470 |
| Percentage of net sales | $2.3 \%$ | $2.4 \%$ |
| Change from previous period | $7.2 \%$ | $11.3 \%$ |
| Automotive sub-total | $1,636,157$ | $1,737,544$ |
| Percentage of net sales | $93.0 \%$ | $92.3 \%$ |
| Change from previous period | $5.0 \%$ | $6.2 \%$ |
|  | 75,745 | 92,310 |
| Telecommunications | $4.3 \%$ | $4.9 \%$ |
| Percentage of net sales | $16.0 \%$ | $21.9 \%$ |
| Change from previous period | 44,833 | 52,511 |
| Other new businesses | $2.6 \%$ | $2.8 \%$ |
| Percentage of net sales | $15.8 \%$ | $17.1 \%$ |
| Change from previous period | 120,578 | 144,821 |
| New businesses sub-total | $6.9 \%$ | $7.7 \%$ |
| Percentage of net sales | $15.9 \%$ | $20.1 \%$ |
| Change from previous period | 2,107 | 1,042 |
| Others | $0.1 \%$ | $(0.0 \%)$ |
| Percentage of net sales | $158.3 \%)$ | $(50.5 \%)$ |
| Change from previous period | $1,758,842$ | $1,883,407$ |
| Total |  |  |

(5) Sales by Customer Location


|  |  | Millions of yen |  |  |  |
| :--- | :---: | :---: | :---: | :---: | ---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| The Americas | 290,609 | 344,813 | 437,284 | 436,710 | 461,725 |
| Percentage of Net sales | $17.9 \%$ | $20.7 \%$ | $24.9 \%$ | $23.2 \%$ | $22.9 \%$ |
| Change from previous period | $24.9 \%$ | $18.7 \%$ | $26.8 \%$ | $(0.1 \%)$ | $5.7 \%$ |
| Europe | 89,296 | 102,772 | 148,008 | 178,774 | 167,252 |
| Percentage of Net sales | $5.5 \%$ | $6.2 \%$ | $8.4 \%$ | $9.5 \%$ | $8.3 \%$ |
| Change from previous period | $32.5 \%$ | $15.1 \%$ | $44.0 \%$ | $20.8 \%$ | $(6.4 \%)$ |
| Asia \& Oceania | 90,899 | 82,830 | 67,216 | 104,384 | 137,585 |
| Percentage of Net sales | $5.6 \%$ | $5.0 \%$ | $3.8 \%$ | $5.6 \%$ | $6.8 \%$ |
| Change from previous period | $5.5 \%$ | $(8.9 \%)$ | $(18.9 \%)$ | $55.3 \%$ | $31.8 \%$ |
| Other Areas | 710 | 1,062 | 1,755 | 2,523 | 2,586 |
| Percentage of Net sales | $0.0 \%$ | $0.1 \%$ | $0.1 \%$ | $0.1 \%$ | $0.1 \%$ |
| Change from previous period | $(6.8 \%)$ | $49.6 \%$ | $65.3 \%$ | $43.8 \%$ | $2.5 \%$ |
| Sales outside Japan Total | 471,514 | 531,477 | 654,263 | 722,391 | 769,148 |
| Sales outside Japan/Net Sales | $29.0 \%$ | $31.9 \%$ | $37.2 \%$ | $38.4 \%$ | $38.1 \%$ |

## (6) Breakdown of Sales by Customer

|  | Percentage of net sales |  |  |
| :--- | ---: | ---: | ---: |
|  | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| Japanese |  |  |  |
| TOYOTA MOTOR | $47.0 \%$ | $45.1 \%$ | $45.7 \%$ |
| DAIHATSU MOTOR | $3.1 \%$ | $3.2 \%$ | $3.4 \%$ |
| HINO MOTORS | $0.9 \%$ | $1.1 \%$ | $1.1 \%$ |
| TOYOTA Group sub-total | $51.0 \%$ | $49.4 \%$ | $50.2 \%$ |
| HONDA MOTOR | $6.6 \%$ | $6.7 \%$ | $7.0 \%$ |
| SUZUKI MOTOR | $3.4 \%$ | $3.8 \%$ | $4.0 \%$ |
| MITSUBISHI MOTORS | $4.3 \%$ | $4.0 \%$ | $4.0 \%$ |
| MAZDA MOTOR | $2.1 \%$ | $2.2 \%$ | $1.9 \%$ |
| ISUZU MOTORS | $0.7 \%$ | $0.8 \%$ | $1.1 \%$ |
| FUJI HEAVY INDUSTRIES | $1.0 \%$ | $1.0 \%$ | $1.1 \%$ |
| Others | $10.8 \%$ | $11.2 \%$ | $10.6 \%$ |
| Japan Total | $79.9 \%$ | $79.1 \%$ | $79.9 \%$ |
|  |  |  |  |
| Overseas |  |  |  |
| DAIMLERCHRYSLER | $7.3 \%$ | $6.2 \%$ | $5.6 \%$ |
| GENERAL MOTORS | $1.0 \%$ | $1.5 \%$ | $1.8 \%$ |
| FIAT AUTO | $1.0 \%$ | $1.7 \%$ | $1.5 \%$ |
| FORD MOTOR | $1.9 \%$ | $1.6 \%$ | $1.3 \%$ |
| Others | $8.9 \%$ | $9.9 \%$ | $9.9 \%$ |
| Overseas Total | $20.1 \%$ | $20.9 \%$ | $20.1 \%$ |
| Total | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |

## COST OF SALES



|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Cost of Sales | 1,347,404 | 1,413,055 | 1,483,085 | 1,581,856 | 1,695,344 |
| Change from previous period | 12.2\% | 4.9\% | 5.0\% | 6.7\% | 7.2\% |
| Cost of Sales/Net Sales | 82.9\% | 84.8\% | 84.3\% | 84.0\% | 84.1\% |

## S.G. \& A. EXPENSES



|  | Millions of yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| S.G. \& A Expenses | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| Change from previous period | 145,119 | 141,470 | 174,094 | 184,869 | 196,108 |
| S.G. \& A Expenses/Net Sales | $8.1 \%$ | $(2.5 \%)$ | $23.1 \%$ | $6.2 \%$ | $6.1 \%$ |

## OTHER INCOME AND EXPENSES

(1) Net Financial Revenue


|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Interest and dividends income | 13,596 | 15,359 | 13,895 | 13,455 | 12,102 |
| Interest expense | 3,638 | 3,036 | 5,214 | 6,194 | 4,561 |
| Net financial revenue | 9,958 | 12,323 | 8,681 | 7,261 | 7,541 |
| Interest coverage (times) |  |  |  |  |  |
|  | 40.1 | 42.2 | 22.2 | 21.0 | 29.7 |

(2) Other income and expenses
(a) Other income

|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Equity in earnings of affiliates | 4,770 | 3,975 | 3,682 | 3,221 | 1,858 |
| Profit on securities sold | 302 | 384 | 142 | 1,584 | 1,469 |
| Foreign exchange gain | 3,905 | 2,610 | - | - | 3,661 |
| Gain on establishment of trust for retirement benefits | - | - | - | - | 70,615 |
| Reversal of allowance for doubtful accounts | - | - | 510 | 290 | - |
| Others | 7,375 | 7,240 | 7,013 | 8,270 | 7,119 |
| Total | 16,352 | 14,209 | 11,347 | 13,365 | 84,722 |

(b) Other expenses

|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Loss on evalualion of securites | 441 | 201 | 519 | 273 | 113 |
| Loss on retirement ana saies or tixea assets | 3,376 | 2,539 | 4,081 | 5,828 | 8,138 |
| Charge for full amount of transitional obligations for retirement benefits | - | - | - | - | 97,623 |
| Contributions to the funded pension plan to reduce unfunded obligation and to supplement actuarial loss | 322 | 1,355 | 1,412 | 8,814 | - |
| トoreign exchange loss | - | - | 5,363 | 9,889 | - |
| Uthers | 1,735 | 2,626 | 3,584 | 3,596 | 2,616 |
| Total | 5,874 | 6,721 | 14,959 | 28,400 | 108,490 |

## CAPITAL EXPENDITURES, DEPRECIATION AND CASH FLOW

(1) Capital Expenditures, Depreciation and Cash Flow


|  |  |  |  | Millions of yen |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| Capital expenditures | 124,789 | 177,757 | 212,745 | 169,953 | 140,447 | 170,000 |
| Change from previous period | $29.1 \%$ | $42.4 \%$ | $19.7 \%$ | $(20.1 \%)$ | $(17.4 \%)$ | $21.0 \%$ |
| Depreciation | 94,890 | 103,068 | 124,289 | 134,706 | 134,416 | 143,000 |
| Change from previous period | $4.1 \%$ | $8.6 \%$ | $20.6 \%$ | $8.4 \%$ | $(0.2 \%)$ | $6.4 \%$ |
| Net income | 71,376 | 71,158 | 58,969 | 61,913 | 60,799 | 78,000 |
| Cash flow | 166,266 | 174,226 | 183,258 | 196,619 | 195,215 | 221,000 |
| Change from previous period | $17.9 \%$ | $4.8 \%$ | $5.2 \%$ | $7.3 \%$ | $(0.7 \%)$ | $13.2 \%$ |

(2) Capital Expenditures by Region

|  |  |  | Millions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| Japan | 106,971 | 147,070 | 163,431 | 126,386 | 105,307 | 118,000 |
| Change from previous period | $28.2 \%$ | $37.5 \%$ | $11.1 \%$ | $(22.7 \%)$ | $(16.7 \%)$ | $12.1 \%$ |
| The Americas | 13,208 | 25,871 | 31,237 | 27,509 | 19,573 | 27,000 |
| Change from previous period | $36.4 \%$ | $95.9 \%$ | $20.7 \%$ | $(11.9 \%)$ | $(28.8 \%)$ | $37.9 \%$ |
| Europe | 2,158 | 3,491 | 15,644 | 6,232 | 5,454 | 12,000 |
| Change from previous period | $79.2 \%$ | $61.8 \%$ | $348.1 \%$ | $(60.2 \%)$ | $(12.5 \%)$ | $120.0 \%$ |
| Asia \& Oceania | 2,452 | 1,325 | 2,433 | 9,826 | 10,113 | 13,000 |
| Change from previous period | $6.3 \%$ | $(46.0 \%)$ | $83.6 \%$ | $303.9 \%$ | $2.9 \%$ | $28.5 \%$ |
| Total | 124,789 | 177,757 | 212,745 | 169,953 | 140,447 | 170,000 |

(3) Depreciation by Region

|  |  |  | Millions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| Japan | 83,333 | 88,571 | 102,279 | 103,886 | 104,145 | 105,000 |
| Change from previous period | $3.9 \%$ | $6.3 \%$ | $15.5 \%$ | $1.6 \%$ | $0.2 \%$ | $0.8 \%$ |
| The Americas | 8,474 | 11,022 | 16,238 | 18,800 | 18,161 | 21,000 |
| Change from previous period | $1.7 \%$ | $30.1 \%$ | $47.3 \%$ | $15.8 \%$ | $(3.4 \%)$ | $15.6 \%$ |
| Europe | 1,354 | 1,768 | 3,707 | 7,021 | 5,875 | 10,000 |
| Change from previous period | $14.6 \%$ | $30.6 \%$ | $109.7 \%$ | $89.4 \%$ | $(16.3 \%)$ | $70.2 \%$ |
| Asia \& Oceania | 1,729 | 1,707 | 2,065 | 4,999 | 6,235 | 7,000 |
| Change from previous period | $18.3 \%$ | $(1.3 \%)$ | $21.0 \%$ | $142.1 \%$ | $24.7 \%$ | $12.3 \%$ |
| Total | 94,890 | 103,068 | 124,289 | 134,706 | 134,416 | 143,000 |

## RESEARCH AND DEVELOPMENT EXPENDITURES



|  |  |  | Millions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| R \& D Expenditures | 151,928 | 157,615 | 154,207 | 160,055 | 176,959 | 176,000 |
| Change from previous period | $16.1 \%$ | $3.7 \%$ | $(2.2 \%)$ | $3.8 \%$ | $10.6 \%$ | $(0.5 \%)$ |
| Percentage of Net sales | $9.3 \%$ | $9.5 \%$ | $8.8 \%$ | $8.5 \%$ | $8.8 \%$ | $8.3 \%$ |

## Unrealized Gains on Marketable Securities



## IMPACT OF FOREIGN EXCHANGE TRENDS



|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Average exchange rate(yen/US\$) | 109 | 121 | 131 | 114 | 108 | 115 |
| Average exchange rate(yen/EUR) | - | - | - | 122 | 100 | 105 |
| Foreign exchange gain(loss) (billions of yen) | 25.4 | 8.5 | 5.8 | $(30.6)$ | $(11.7)$ | 6.0 |
| Foreign exchange gain(loss)-US (billions of yen) | - | - | - | - | $(2.2)$ | 6.8 |
| Foreign exchange gain(loss)-EUR (billions of yen) | - | - | - | - | $(5.2)$ | 1.2 |
| Impact of yen1/USD change(billions of yen) | 1.52 | 0.81 | 0.98 | 1.75 | 1.65 | 1.20 |
| Impact ot yen1/EUR change(billions of yen) | - | - | - | - | 0.35 | 0.22 |

## OTHER FINANCIAL INDICES

(1) Operational Efficiency


|  |  |  | Millions of yen |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $97 / 3$ |  |  |  |  |  |  | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| Notes and accounts receivable | 295,728 | 310,930 | 303,751 | 355,911 | 391,040 |  |  |  |  |  |  |
| Average collection period (months) | 2.1 | 2.2 | 2.1 | 2.1 | 2.2 |  |  |  |  |  |  |
| Inventories | 105,247 | 118,822 | 146,866 | 155,309 | 186,878 |  |  |  |  |  |  |
| Average age of inventory (months) | 0.9 | 1.0 | 1.1 | 1.1 | 1.2 |  |  |  |  |  |  |
| Total assets |  |  |  |  |  |  |  |  |  |  |  |
| Total assets turnover (times) | $1,701,825$ | $1,745,329$ | $1,917,192$ | $2,154,251$ | $2,343,328$ |  |  |  |  |  |  |

Notes: The figures for average collection period, average age of inventory and total assets turnover are calculated based on average trade receivable, inventories and total assets at the beginning and the end of each fiscal year.
(2) Safety


|  |  |  | Millions of yen |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Current assets | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| Fixed assets | 991,656 | 956,838 | $1,004,003$ | $1,063,416$ | $1,017,646$ |
| Current liabilities | 690,455 | 780,031 | 868,040 | $1,005,934$ | $1,325,682$ |
| Long-term liabilities | 468,982 | 457,429 | 449,910 | 468,209 | 511,427 |
| Shareholders' equity | 220,048 | 196,091 | 295,669 | 313,667 | 322,435 |
| Current ratio | 978,378 | $1,057,173$ | $1,121,171$ | $1,304,400$ | $1,451,211$ |
| Fixed ratio | $211.4 \%$ | $209.2 \%$ | $223.2 \%$ | $227.1 \%$ | $199.0 \%$ |
| Shareholders' equity ratio | $70.6 \%$ | $73.8 \%$ | $77.4 \%$ | $77.1 \%$ | $91.4 \%$ |

(3) Profitability and Investment Analysis Ratios
(a) Return on equity, Return on total assets and Return on sales


|  | $97 / 3$ | $98 / 3$ |  |  |  |  |  |  | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on equity | $7.6 \%$ | $7.0 \%$ | $5.4 \%$ | $4.9 \%$ | $4.4 \%$ | $5.3 \%$ |  |  |  |  |  |  |
| Return on total assets | $4.4 \%$ | $4.1 \%$ | $3.2 \%$ | $3.0 \%$ | $2.7 \%$ |  |  |  |  |  |  |  |
| Return on sales | $4.4 \%$ | $4.3 \%$ | $3.4 \%$ | $3.3 \%$ | $3.0 \%$ | $3.7 \%$ |  |  |  |  |  |  |
| Earnings per share | 81.68 | 79.93 | 65.46 | 68.15 | 66.51 | 85.34 |  |  |  |  |  |  |
| Cash dividends per share | 16.00 | 15.00 | 15.00 | 17.00 | 17.00 |  |  |  |  |  |  |  |
| Cash flow per share | 189.90 | 195.95 | 203.43 | 216.40 | 213.55 |  |  |  |  |  |  |  |
| Shareholders' equity per share | $1,110.25$ | $1,178.53$ | $1,238.33$ | $1,426.70$ | $1,587.77$ |  |  |  |  |  |  |  |

Notes: The figures for ratios involving shareholders' equity and total assets are calculated based on average shareholders' equity and total assets at the beginning and the end of each fiscal year.
(b) PER, PCFR and PBR


|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| :--- | :---: | ---: | ---: | ---: | ---: |
| Stock price at the end of fiscal year (yen) | 2,430 | 2,500 | 2,325 | 2,445 | 2,400 |
| Price earning ratio (times) | 29.8 | 31.3 | 35.5 | 35.9 | 36.1 |
| Price cash flow ratio (times) | 12.8 | 12.8 | 11.4 | 11.3 | 11.2 |
| Price book value ratio (times) | 2.2 | 2.1 | 1.9 | 1.7 | 1.5 |

(4) Stock Price Change and Trading Volume


|  | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 |
| :---: | :--- | :--- | :--- | :--- | :--- | :--- |
| Stock prices (yen) |  |  |  |  |  |  |
| Jan - Mar High | 2,180 | 2,830 | 2,800 | 2,510 | 2,465 | 2,595 |
| Low | 1,950 | 2,120 | 2,160 | 1,911 | 1,991 | 2,080 |
| Apr - Jun High | 2,440 | 3,280 | 2,500 | 2,670 | 2,780 |  |
| Low | 2,140 | 2,360 | 2,150 | 2,195 | 2,380 |  |
| Jul - Sep High | 2,510 | 3,060 | 2,490 | 2,700 | 2,730 |  |
| Low | 2,090 | 2,560 | 1,985 | 2,150 | 2,405 |  |
| Oct - Dec High | 2,800 | 3,010 | 2,405 | 2,475 | 2,610 |  |
| Low | 2,310 | 2,080 | 1,820 | 2,100 | 2,255 |  |
| Trading volume (thousands of shares) |  |  |  |  |  |  |
| Jan - Mar | 47,889 | 69,535 | 40,733 | 42,436 | 75,660 | 66,463 |
| Apr - Jun | 38,357 | 72,925 | 43,832 | 52,642 | 74,152 |  |
| Jul - Sep | 30,439 | 60,103 | 40,439 | 51,152 | 53,565 |  |
| Oct - Dec | 53,298 | 69,810 | 42,699 | 64,903 | 50,411 |  |

## NUMBER OF EMPLOYEES

|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Number of employees | 56,961 | 57,084 | 72,359 | 80,795 | 85,371 |

## CONSOLIDATED BALANCE SHEETS

| Assets | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | Millions of yen |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Current Assets: |  |  |  |  |  |
| Cash and time deposits | 226,155 | 175,095 | 234,653 | 195,920 | 226,958 |
| Marketable securities | 334,367 | 315,548 | 287,961 | 293,776 | 138,667 |
| Notes and accounts receivable | 295,728 | 310,930 | 303,751 | 355,911 | 391,040 |
| Less: Allowance for doubtful accounts | $(2,713)$ | $(2,830)$ | $(2,359)$ | $(2,887)$ | $(3,839)$ |
| Inventories | 105,247 | 118,822 | 146,866 | 155,309 | 186,878 |
| Deferred income taxes |  | - |  |  |  |

Investments and Advances:

| Investment securities | 221,184 | 227,479 | 181,928 | 183,046 | 544,457 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Long-term receivables | 4,525 | 4,866 | 8,412 | 3,646 | 3,495 |
| Deferred income taxes | - | - | - | 111,746 | 17,385 |
| Excess of cost of investments over equity <br> in net assets acquired | - | - | 111 | 8,560 | 40,252 |
| Others | 11,008 | 21,449 | 20,781 | 21,606 | 21,194 |
| Less: Allowance for doubtful accounts | $(50)$ | $(42)$ | $(117)$ | $(54)$ | $(178)$ |
| Total Investments and Advances | 236,667 | 253,752 | 211,115 | 328,550 | 626,605 |

Property, Plant and Equipment

| Land | 93,357 | 96,111 | 104,738 | 108,547 | 115,130 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Buildings and structures | 348,687 | 385,193 | 446,684 | 463,093 | 502,886 |
| Machinery and equipment | $1,152,648$ | $1,244,369$ | $1,402,422$ | $1,479,677$ | $1,556,955$ |
| Construction in progress | 41,978 | 52,741 | 69,913 | 63,142 | 52,146 |
| Less: Accumulated depreciation | $(1,182,882)$ | $(1,252,135)$ | $(1,366,832)$ | $(1,437,075)$ | $(1,528,040)$ |
| Net Property, Plant and Equipment | 453,788 | 526,279 | 656,925 | 677,384 | 699,077 |
| Foreign Currency Translation Adjustments | 19,714 | 8,460 | 45,149 | 84,901 |  |
| Total Assets | $1,701,825$ | $1,745,329$ | $1,917,192$ | $2,154,251$ | $2,343,328$ |



## CONSOLIDATED STATEMENT OF INCOME

|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Net Sales | 1,624,906 | 1,667,311 | 1,758,842 | 1,883,407 | 2,014,978 |
| Cost of Sales | 1,347,404 | 1,413,055 | 1,483,085 | 1,581,856 | 1,695,344 |
| Gross profit | 277,502 | 254,256 | 275,757 | 301,551 | 319,634 |
| Selling, General and Administrative Expenses | 145,119 | 141,470 | 174,094 | 184,869 | 196,108 |
| Operating income | 132,383 | 112,786 | 101,663 | 116,682 | 123,526 |
| Non-operating Income: |  |  |  |  |  |
| Interest and dividend income | 13,596 | 15,359 | 13,895 | 13,455 | 12,102 |
| Equity in earnings of affiliates | 4,770 | 3,975 | 3,682 | 3,221 | 1,858 |
| Other non-operating income | 11,582 | 10,234 | 7,155 | 9,854 | 12,249 |
| Non-operating Expenses: |  |  |  |  |  |
| Interest expense | 3,638 | 3,036 | 5,214 | 6,194 | 4,561 |
| Other non-operating expenses | 5,874 | 6,721 | 14,572 | 21,055 | 10,867 |
| Ordinary income | 152,819 | 132,597 | 106,609 | 115,963 | 134,307 |
| Extraordinary Income |  |  |  |  |  |
| Gain on securities contributed to trust for retirement benefits | - | - | - | - | 70,615 |
| Reversal of allowance for doubtful accounts | - | - | 510 | 290 | - |
| Extraordinary Loss: |  |  |  |  |  |
| Loss on sales of investment securities | - | - | 387 | - | - |
| Charge for full amount of transitional obligations for retirement benefits | - | - | - | - | 97,623 |
| Contributions to the funded pension plan to reduce unfunded obligation and to supplement actuarial loss | - | - | - | 7,345 | - |
| Income before income taxes | 152,819 | 132,597 | 106,732 | 108,908 | 107,299 |
| Income Taxes |  |  |  |  |  |
| Current | 79,114 | 59,610 | 47,258 | 59,175 | 69,724 |
| Deferred | - | - | - | $(12,595)$ | $(24,954)$ |
| Minority Interests | 2,329 | 1,829 | 505 | 415 | 1,730 |
| Net income | 71,376 | 71,158 | 58,969 | 61,913 | 60,799 |

CONSOLIDATED STATEMENT OF CASH FLOWS

|  | Millions of yen |  |
| :---: | :---: | :---: |
|  | 00/3 | 01/3 |
| Operating Activities |  |  |
| Income before income taxes |  |  |
|  | 108,908 | 107,299 |
| Payment of income taxes |  |  |
| Depreciation ${ }^{(52,609)}(64,868)$ |  |  |
|  |  |  |
|  | 134,706 | 134,416 |
| Provision for accrued retirement benefits |  |  |
| Foreign exchange (gain)/loss | 10,487 | 4,339 |
|  | 4,126 | ( 438) |
| Equity in earnings of affiliates |  |  |
|  | $(3,221)$ | $(1,858)$ |
| Loss on sale or disposal of property, plant and equipment,net |  |  |
| Book value of marketable securities funded to trust for retirement benefits | 4,482 | 6,033 |
|  | - | 19,780 |
| Increase in notes and accounts receivable |  |  |
| Increase in inventories (58,430) (12,612) |  |  |
|  |  |  |
| Increase in notes and accounts payable $\quad(12,806)(20,753)$ |  |  |
|  |  |  |
| Other, net |  |  |
|  | 10,898 | 25,430 |
| Net cash provided by operating activities |  |  |
|  | 196,020 | 202,127 |
| Investing Activities: |  |  |
| Acquisitions of property, plant and equipment |  |  |
|  | $(184,090)$ | ( 144,274) |
| Net decrease in short-term investments |  |  |
| Purchase of investment securities |  |  |
| Other, net (14,662) (40,631) |  |  |
|  |  |  |
| Net cash used in investing activities |  |  |
|  | $(182,116)$ | $(158,656)$ |
| Financing Activities: |  |  |
| Net decrease in short-term borrowings |  |  |
| Increase in long-term debt $\quad(10,556)$ |  |  |
|  |  |  |
| Repayments of long-term debt |  |  |
| Dividends paid $\quad(4,335)(5,906)$ |  |  |
|  |  |  |
| Other, net $\quad(13,590)(15,540)$ |  |  |
|  |  |  |
|  | 790 | $(1,580)$ |
| Net cash used in financing activities: |  |  |
| Foreign Currency Translation Adjustment on Cash and Cash Equivalents |  |  |
|  | $(11,411)$ | 3,714 |
| Net Increase/(Decrease) in Cash and Cash Equivalents |  |  |
|  | $(19,181)$ | 19,161 |
| Cash and Cash Equivalents at Beginning of Year |  |  |
|  | 298,438 | 283,925 |
| Cash and Cash Equivalents of Newly Consolidated Subsidiaries |  |  |
|  | 4,668 | 407 |
| Cash and Cash Equivalents at End of Year |  |  |
|  | 283,925 | 303,493 |

## SEGMENT INFORMATION

(1) Industry Segments

|  |  | Millions of yen |  |  |
| :--- | ---: | ---: | ---: | :---: |
| Sales: | $99 / 3$ | $00 / 3$ | $01 / 3$ |  |
| Automotive |  |  |  |  |
| New businesses and others | $1,636,157$ | $1,740,445$ | $1,870,506$ |  |
| Consolidated | 122,685 | 142,962 | 144,472 |  |
|  | $1,758,842$ | $1,883,407$ | $2,014,978$ |  |
| Operating income: |  |  |  |  |
| Automotive | 112,756 | 123,214 | 130,857 |  |
| New businesses and others | $(11,093)$ | $(6,532)$ | $(7,331)$ |  |
| Consolidated | 101,663 | 116,682 | 123,526 |  |
|  |  |  |  |  |
| Assets: |  |  |  |  |
| Automotive | $1,359,773$ | $1,574,640$ | $1,809,333$ |  |
| New businesses and others | 83,552 | 102,772 | 100,874 |  |
| Corporate | 473,867 | 476,839 | 433,121 |  |
| Consolidated | $1,917,192$ | $2,154,251$ | $2,343,328$ |  |

(2) Geographical Segments by company location

|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Sales: |  |  |  |  |  |
| Japan: |  |  |  |  |  |
| Sales to customers | 1,240,030 | 1,216,387 | 1,145,119 | 1,192,778 | 1,277,731 |
| Intersegment sales | 189,355 | 209,514 | 255,735 | 276,075 | 301,300 |
| Total sales | 1,429,385 | 1,425,901 | 1,400,854 | 1,468,853 | 1,579,031 |
| The Americas: |  |  |  |  |  |
| Sales to customers | 274,459 | 327,840 | 431,868 | 432,111 | 457,627 |
| Intersegment sales | 2,124 | 3,302 | 6,637 | 7,304 | 9,802 |
| Total sales | 276,583 | 331,142 | 438,505 | 439,415 | 467,429 |
| Europe: |  |  |  |  |  |
| Sales to customers | 77,728 | 89,971 | 138,443 | 167,913 | 158,205 |
| Intersegment sales |  | 30 | 598 | 572 | 1,708 |
| Total sales | 77,728 | 90,001 | 139,041 | 168,485 | 159,913 |
| Asia \& Oceania: |  |  |  |  |  |
| Sales to customers | 32,689 | 33,113 | 43,412 | 90,605 | 121,415 |
| Intersegment sales | - | 8 | 826 | 7,501 | 6,878 |
| Total sales | 32,689 | 33,121 | 44,238 | 98,106 | 128,293 |
| Eliminations | $(191,479)$ | $(212,854)$ | $(263,796)$ | $(291,452)$ | $(319,688)$ |
| Consolidated | 1,624,906 | 1,667,311 | 1,758,842 | 1,883,407 | 2,014,978 |


| Operating income: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Japan | 115,867 | 91,020 | 77,217 | 84,796 | 98,795 |
| The Americas | 13,741 | 17,225 | 20,195 | 26,734 | 27,133 |
| Europe | 2,044 | 2,366 | 2,594 | 2,299 | $(6,264)$ |
| Asia \& Oceania | 1,584 | 1,317 | 732 | 3,325 | 4,253 |
| Eliminations | $(853)$ | 858 | 925 | $(472)$ | $(391)$ |
| Consolidated | 132,383 | 112,786 | 101,663 | 116,682 | 123,526 |


| Assets: |  |  |  |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |
| Japan | - | $1,062,155$ | $1,124,113$ | $1,334,005$ | $1,453,322$ |
| The Americas | - | 205,754 | 239,968 | 230,146 | 261,566 |
| Europe | - | 91,783 | 122,869 | 130,641 | 193,955 |
| Asia \& Oceania | - | 23,283 | 50,115 | 86,378 | 103,747 |
| Corporate \& eliminations | - | 362,354 | 380,127 | 373,081 | 330,738 |
| Consolidated | - | $1,745,329$ | $1,917,192$ | $2,154,251$ | $2,343,328$ |

## GLOBAL NETWORK

| JAPAN | Subsidiaries and affiliates: 71 |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  | Millions of yen |
| MAJOR COMPANY | LOCATION | SALES | EMPLOYEES |
| KYOSANDENKI CO.,LTD. * | Ibaraki | 23,772 | 1,443 |
| ANDEN CO.,LTD. * | Aichi | 37,286 | 1,316 |
| HAMANAKODENSO CO.,LTD. * | Sizuoka | 31,857 | 1,285 |
| DAISHINSEIKI CO.,LTD. * | Aichi | 16,991 | 583 |
| NIPPON WIPER BLADE CO.,LTD. * | Saitama | 23,689 | 913 |
| GAC CORPORATION * | Nagano | 25,604 | 872 |
| DENSO AIRS CORPORATION * | Aichi | 13,919 | 509 |
| DENSO ELECS CO.,LTD. * | Aichi | 7,105 | 220 |
| ASMO CO.,LTD. * | Sizuoka | 146,215 | 5,110 |
| DENSOTRIM CO.,LTD. * | Mie | 9,990 | 350 |
| SYSTEMKIKI CO.,LTD. * | Tokyo | 15,368 | 122 |
| TSUDA INDUSTRIES CO.,LTD. ** | Aichi | 37,162 | 1,243 |
| JECO CO.,LTD. ** | Saitama | 18,426 | 621 |

THE AMERICAS
Subsidiaries and affiliates: 31


EUROPE
Subsidiaries and affiliates: 30

| MAJOR COMPANY | Subsidiaries and affiliates. 30 | Millions of yen |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | COUNTRY | SALES | EMPLOYEES |
| DENSO EUROPE B.V. ${ }^{*}$ |  |  |  |  |
| DENSO SALES UK LTD. ${ }^{*}$ | THE NETHERLANDS | 101,174 | 180 |  |
| DENSO MARSTON LTD. ${ }^{*}$ | UNITED KINGDOM | 30,034 | 127 |  |
| DENSO MANUFACTURING UK LTD. ${ }^{*}$ | UNITED KINGDOM | 10,748 | 879 |  |
| DENSO MANUFACTURING MIDLANDS LTD. ${ }^{*}$ | UNITED KINGDOM | 21,610 | 1,159 |  |
| DENSO BARCELONA S.A. ${ }^{*}$ | UNITED KINGDOM | 6,521 | 479 |  |
| DENSO MANUFACTURING HUNGARY LTD. ${ }^{*}$ | SPAIN | 9,501 | 359 |  |
| DENSO MANUFACTURING ITALIA S.p.A * | HUNGARY | 4,130 | 554 |  |
| MAGNETI MARELLI CLIMATIZZAZIONE S.p.A. ${ }^{*}$ | ITALY | 25,706 | 2,036 |  |

ASIA AND OCEANIA,OTHERS
Subsidiaries and affiliates: 32

|  | Millions of yen |  |  |
| :---: | :---: | :---: | :---: |
| MAJOR COMPANY | COUNTRY | SALES | EMPLOYEES |
| DENSO INTERNATIONAL AUSTRALIA PTY.LTD. * | AUSTRALIA | 20,512 | 109 |
| DENSO MANUFACTURING AUSTRALIA PTY.LTD. * | AUSTRALIA | 5,550 | 218 |
| AUSTRALIAN AUTOMOTIVE AIR PTY.LTD. * | AUSTRALIA | 11,760 | 284 |
| DENSO INTERNATIONAL SINGAPORE PTE.LTD. * | SINGAPORE | 5,069 | 25 |
| DENSO (THAILAND) CO.,LTD.* | THAILAND | 16,704 | 1,309 |
| P.T. DENSO INDONESIA CORP. * | INDONESIA | 20,779 | 1,713 |
| DENSO (MALAYSIA) SDN.BHD. * | MALAYSIA | 20,104 | 1,290 |
| PHILIPPINE AUTO COMPONENTS,INC. * | THE PHILIPPINES | 2,940 | 221 |
| DENSO TAIWAN CORPORATION * | TAIWAN | 12,091 | 353 |

[^0]
[^0]:    * Consolidated subsidiary
    ** Affiliates under the equity method

