# DENSO in Figures 

For the Year Ended March 31,2001
[ Non-consolidated ]
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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 | $1,383,115$ | $1,375,133$ | $1,329,003$ | $1,386,913$ | $1,491,165$ | $1,512,000$ |
| Change from previous year | $12.4 \%$ | $(0.6 \%)$ | $(3.4 \%)$ | $4.4 \%$ | $7.5 \%$ | $1.4 \%$ |
| Domestic sales | $1,117,334$ | $1,089,077$ | $1,046,524$ | $1,093,462$ | $1,173,616$ | $1,194,600$ |
| Change from previous year | $11.7 \%$ | $(2.5 \%)$ | $(3.9 \%)$ | $4.5 \%$ | $7.3 \%$ | $1.8 \%$ |
| Export | 265,781 | 286,056 | 282,479 | 293,451 | 317,549 | 317,400 |
| Change from previous year | $15.6 \%$ | $7.6 \%$ | $(1.3 \%)$ | $3.9 \%$ | $8.2 \%$ | $(0.0 \%)$ |
| Operating income/Net Sales | $7.3 \%$ | $5.9 \%$ | $4.8 \%$ | $4.9 \%$ | $5.2 \%$ | $5.6 \%$ |
| Ordinary income/Net Sales | $8.3 \%$ | $6.9 \%$ | $5.2 \%$ | $5.5 \%$ | $6.2 \%$ | $6.5 \%$ |
| Net income/Net Sales | $3.7 \%$ | $3.6 \%$ | $3.0 \%$ | $3.2 \%$ | $3.0 \%$ | $4.1 \%$ |

(2) Profits


|  |  |  | Millions of yen |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | ---: |
| Operating income | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| Change from previous year | 101,608 | 80,944 | 63,266 | 68,049 | 77,504 | 84,900 |
| Ordinary income | $51.1 \%$ | $(20.3 \%)$ | $(21.8 \%)$ | $7.6 \%$ | $13.9 \%$ | $9.5 \%$ |
| Change from previous year | 115,072 | 95,058 | 69,434 | 76,915 | 92,105 | 99,000 |
| Net income | $43.9 \%$ | $(17.4 \%)$ | $(27.0 \%)$ | $10.8 \%$ | $19.7 \%$ | $7.5 \%$ |
| Change from previous year | 51,146 | 49,766 | 39,637 | 43,801 | 45,361 | 62,000 |

## SALES

(1)
) Breakdown of Sales by Product Line


|  | Millions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | 00/3 | 01/3 | 02/3 Est. |
| Thermal Systems | 458,704 | 479,615 | 468,200 |
| Percentage of net sales | 33.1\% | 32.2\% | 31.0\% |
| Change from previous year |  | 4.6\% | (2.4\%) |
| Powertrain Control Systems | 313,737 | 343,747 | 369,400 |
| Percentage of net sales | 22.6\% | 23.0\% | 24.4\% |
| Change from previous year |  | 9.6\% | 7.5\% |
| Electronic Systems | 260,333 | 298,033 | 304,300 |
| Percentage of net sales | 18.8\% | 20.0\% | 20.1\% |
| Change from previous year |  | 14.5\% | 2.1\% |
| Electric Systems | 173,013 | 181,550 | 188,600 |
| Percentage of net sales | 12.5\% | 12.2\% | 12.5\% |
| Change from previous year |  | 4.9\% | 3.9\% |
| Small Mortors | 68,588 | 81,291 | 79,100 |
| Percentage of net sales | 4.9\% | 5.4\% | 5.2\% |
| Change from previous year |  | 18.5\% | (2.7\%) |
| Automotive sub-total | 1,274,375 | 1,384,236 | 1,409,600 |
| Percentage of net sales | 91.9\% | 92.8\% | 93.2\% |
| Change from previous year |  | 8.6\% | 1.8\% |
| Telecommunications | 69,912 | 64,564 | 60,800 |
| Percentage of net sales | 5.0\% | 4.3\% | 4.0\% |
| Change from previous year |  | (7.6\%) | (5.8\%) |
| Industrial Systems | 24,917 | 23,004 | 23,700 |
| Percentage of net sales | 1.8\% | 1.6\% | 1.6\% |
| Change from previous year |  | (7.7\%) | 3.0\% |
| Environmental Systems etc. | 5,748 | 6,443 | 6,500 |
| Percentage of net sales | 0.4\% | 0.4\% | 0.4\% |
| Change from previous year |  | 12.1\% | 0.9\% |
| New businesses sub-total | 100,577 | 94,011 | 91,000 |
| Percentage of net sales | 7.3\% | 6.3\% | 6.0\% |
| Change from previous year |  | (6.5\%) | (3.2\%) |
| Others | 11,961 | 12,918 | 11,400 |
| Percentage of net sales | 0.9\% | 0.9\% | 0.8\% |
| Change from previous year |  | 8.0\% | (11.8\%) |
| Total | 1,386,913 | 1,491,165 | 1,512,000 |

## (2) Category Change of Product Line


(3) Main Products

| Automotive <br> Business |  |  |  |  |  |  | Thermal Systems Group | Main Products |
| :--- | :--- | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Car air conditioning system, Bus air conditioning system <br> Evaporator, Condenser, Compressor, Air purifier <br> Radiator, Electric motor fan, Cooling module <br> Automatic transmission oil cooler, CPU cooler |  |  |  |  |  |  |
|  | Powertrain Control <br> Systems Group | Injection pump, supply pump, injector for diesel engine <br> Fuel injector, Fuel pump, Oxygen sensor, Spark plug, Ignition coil <br> Throttle body, Air flow meter, AT Variable force solenoid <br> Oil filter, Air cleaner, Variable cam timing |  |  |  |  |  |  |
|  | Electronic Systems Group | Instrument cluster, Integrated climate control panel, Door lock controller <br> Relay, Car navigation system, Electronic toll collection system, Car phone <br> 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 |  |  |  |  |  |  |
| Business | Communication | Cellular phone |  |  |  |  |  |  |
|  | Industrial systems | Bar-code handy scanner and handy terminals <br> QR code handy scanner and handy terminals <br> Contactless IC card \& reader/writer, Heat exchanger for wireless network <br> RF ID(Radio frequency ID), Industrial robot, Programmable controller |  |  |  |  |  |  |

## SALES

(4) Breakdown by Old Category of Product Line (Reference)


|  |  | Millions of yen |
| :--- | ---: | ---: |
|  | $00 / 3$ |  |
| Electrical automotive and electric control products | $99 / 3$ | 408,357 |
| Percentage of net sales | 381,006 | $29.4 \%$ |
| Change from previous year | $28.8 \%$ | $(3.4 \%)$ |
| Car air conditioners and heaters | 388,282 | 393,431 |
| Percentage of net sales | $29.2 \%$ | $28.4 \%$ |
| Change from previous year | $(8.1 \%)$ | $1.3 \%$ |
| Fuel management systems | 233,837 | 246,399 |
| Percentage of net sales | $17.6 \%$ | $17.8 \%$ |
| Change from previous year | $1.6 \%$ | $5.4 \%$ |
| Radiators | 72,054 | 72,505 |
| Percentage of net sales | $5.4 \%$ | $5.2 \%$ |
| Change from previous year | $(5.2 \%)$ | $0.6 \%$ |
| Meters | 62,708 | 66,632 |
| Percentage of net sales | $4.7 \%$ | $4.8 \%$ |
| Change from previous year | $(5.0 \%)$ | $6.3 \%$ |
| Filters | 38,260 | 39,706 |
| Percentage of net sales | $2.9 \%$ | $2.9 \%$ |
| Change from previous year | $(5.3 \%)$ | $3.8 \%$ |
| Other automotive | 33,626 | 44,444 |
| Percentage of net sales | $2.5 \%$ | $3.2 \%$ |
| Change from previous year | $4.1 \%$ | $32.2 \%$ |
| Automotive sub-total | $1,209,773$ | $1,271,474$ |
| Percentage of net sales | $91.1 \%$ | $91.7 \%$ |
| Change from previous year | $(4.1 \%)$ | $5.1 \%$ |
| Telecommunications | 70,746 | 72,813 |
| Percentage of net sales | $5.3 \%$ | $5.3 \%$ |
| Change from previous year | $9.4 \%$ | $2.9 \%$ |
| Factory automation products | 13,531 | 14,350 |
| Percentage of net sales | $1.0 \%$ | $1.0 \%$ |
| Change from previous year | $3.0 \%$ | $6.1 \%$ |
| Applied Electronics products | 10,806 | 10,567 |
| Percentage of net sales | $0.8 \%$ | $0.8 \%$ |
| Change from previous year | $1.2 \%$ | $(2.2 \%)$ |
| Environmental Systems etc. | 6,154 | 5,748 |
| Percentage of net sales | $0.5 \%$ | $0.4 \%$ |
| Change from previous year | $(5.7 \%)$ | $(6.6 \%)$ |
| New businesses sub-total | 101,237 | 103,478 |
| Percentage of net sales | $7.6 \%$ | $7.5 \%$ |
| Change from previous year | $6.6 \%$ | $2.2 \%$ |
| Others | 17,993 | 11,961 |
| Percentage of net sales | $1.3 \%$ | $0.8 \%$ |
| Change from previous year | $(1.4 \%)$ | $(33.5 \%)$ |
| Total | $1,329,003$ | $1,386,913$ |
|  |  |  |

(5) Sales of ABS, Air bag, Navi and ITS


|  | Millions of yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| Antilock braking system | 31,265 | 29,772 | 30,664 | 39,323 | 41,000 |
| Change from previous year | $5.6 \%$ | $(4.8 \%)$ | $3.0 \%$ | $28.2 \%$ | $4.3 \%$ |
| Air bag | 21,503 | 24,909 | 28,353 | 29,631 | 29,000 |
| Change from previous year | $14.7 \%$ | $15.8 \%$ | $13.8 \%$ | $4.5 \%$ | $(2.1 \%)$ |
| Car navigation system | 12,812 | 10,644 | 22,991 | 35,823 | 41,000 |
| Change from previous year | $31.3 \%$ | $(16.9 \%)$ | $116.0 \%$ | $55.8 \%$ | $14.5 \%$ |
| Intelligent transport systems | 4,093 | 3,441 | 2,064 | 4,228 | 4,600 |
| Change from previous year | $304.4 \%$ | $(15.9 \%)$ | $(40.0 \%)$ | $104.8 \%$ | $8.8 \%$ |

(6) Breakdown of Export by Product Line

|  | Millions of yen |  |
| :--- | ---: | ---: |
| Thermal Systems | $00 / 3$ | $01 / 3$ |
| Change from previous year | 114,667 | 126,389 |
| Powertrain Control Systems | $10.2 \%$ |  |
| Change from previous year | 57,291 | 63,228 |
| Electronic Systems | $10.4 \%$ |  |
| Change from previous year | 54,468 | 59,480 |
| Electric Systems | $9.2 \%$ |  |
| Change from previous year | 35,351 | 35,525 |
| Small Mortors |  | $0.5 \%$ |
| Change from previous year | 10,897 | 10,358 |
| Automotive sub-total |  | $(4.9 \%)$ |
| Change from previous year | 272,674 | 294,979 |
| Telecommunications |  | $8.2 \%$ |
| Change from previous year | 2 | 0 |
| Other new businesses | 8,934 | $(100.0 \%)$ |
| Change from previous year |  | $11.99 \%$ |
| New businesses sub-total | 8,936 | 9,993 |
| Change from previous year |  | $11.8 \%$ |
| Others | 11,841 | 12,576 |
| Change from previous year | 293,451 | $\mathbf{3 1 7 , 5 4 8}$ |
| Total |  |  |

(7) Exports by Region and Export Ratio


|  |  |  | Millions of yen |  |  |
| :--- | ---: | :---: | :---: | :---: | :---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| The Americas | 113,489 | 125,293 | 135,025 | 129,022 | 147,401 |
| Percentage of export | $42.7 \%$ | $43.8 \%$ | $47.8 \%$ | $44.0 \%$ | $46.4 \%$ |
| Change from previous year | $18.1 \%$ | $10.4 \%$ | $7.8 \%$ | $(4.4 \%)$ | $14.2 \%$ |
| Europe | 73,090 | 88,677 | 102,540 | 100,178 | 98,397 |
| Percentage of export | $27.5 \%$ | $31.0 \%$ | $36.3 \%$ | $34.1 \%$ | $31.0 \%$ |
| Change from previous year | $38.2 \%$ | $21.3 \%$ | $15.6 \%$ | $(2.3 \%)$ | $(1.8 \%)$ |
| Asia \& Oceania | 78,405 | 71,228 | 44,349 | 63,596 | 71,066 |
| Percentage of export | $29.5 \%$ | $24.9 \%$ | $15.7 \%$ | $21.7 \%$ | $22.4 \%$ |
| Change from previous year | $(2.3 \%)$ | $(9.2 \%)$ | $(37.7 \%)$ | $43.4 \%$ | $11.7 \%$ |
| Other Areas | 797 | 858 | 565 | 655 | 685 |
| Percentage of export | $0.3 \%$ | $0.3 \%$ | $0.2 \%$ | $0.2 \%$ | $0.2 \%$ |
| Change from previous year | $15.5 \%$ | $7.7 \%$ | $(34.1 \%)$ | $15.9 \%$ | $4.6 \%$ |
| Export Total | 265,781 | 286,056 | 282,479 | 293,451 | 317,549 |
| Export/Net Sales | $19.2 \%$ | $20.8 \%$ | $21.3 \%$ | $21.2 \%$ | $21.3 \%$ |

(8) Breakdown of Sales by Customer

|  |  | Percentage of net sales |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $97 / 3$ | $98 / 3$ |  | $99 / 3$ |  |
| $00 / 3$ | $01 / 3$ |  |  |  |  |
| TOYOTA MOTOR | $46.2 \%$ | $44.8 \%$ | $45.0 \%$ | $44.1 \%$ | $45.4 \%$ |
| DAIHATSU MOTOR | $3.6 \%$ | $3.5 \%$ | $3.8 \%$ | $3.8 \%$ | $3.9 \%$ |
| HINO MOTORS | $1.3 \%$ | $1.3 \%$ | $1.0 \%$ | $1.3 \%$ | $1.3 \%$ |
| TOYOTA Group sub-total | $51.1 \%$ | $49.6 \%$ | $49.8 \%$ | $49.2 \%$ | $50.6 \%$ |
| HONDA MOTOR | $6.3 \%$ | $6.0 \%$ | $5.2 \%$ | $5.2 \%$ | $5.3 \%$ |
| SUZUKI MOTOR | $4.0 \%$ | $4.0 \%$ | $3.9 \%$ | $4.3 \%$ | $4.1 \%$ |
| MITSUBISHI MOTORS | $4.9 \%$ | $5.0 \%$ | $4.5 \%$ | $4.0 \%$ | $3.7 \%$ |
| MAZDA MOTOR | $2.2 \%$ | $2.2 \%$ | $2.2 \%$ | $2.5 \%$ | $2.2 \%$ |
| FUJI HEAVY INDUSTRIES | $1.5 \%$ | $1.1 \%$ | $1.2 \%$ | $1.2 \%$ | $1.2 \%$ |
| ISUZU MOTORS | $0.6 \%$ | $0.6 \%$ | $0.6 \%$ | $0.8 \%$ | $0.9 \%$ |
| Overseas subsidiaries and affiliates | $18.0 \%$ | $19.7 \%$ | $20.2 \%$ | $20.1 \%$ | $20.2 \%$ |
| Others | $11.4 \%$ | $11.8 \%$ | $12.4 \%$ | $12.7 \%$ | $11.8 \%$ |
| Total | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |

## COST OF SALES

(1) Cost of Sales


|  | Millions of yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Cost of Sales | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| Change from previous year | $1,171,728$ | $1,189,697$ | $1,166,949$ | $1,212,315$ | $1,310,937$ |
| Cost of Sales/Net Sales | $10.7 \%$ | $1.5 \%$ | $(1.9 \%)$ | $3.9 \%$ | $8.1 \%$ |

(2) Manufacturing Statements

| Millions of yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Material cost | 735,181 | 742,239 | 716,184 | 759,051 | 828,477 |
| Labor cost | 271,554 | 280,770 | 268,557 | 271,912 | 280,010 |
| Factory expenses | 110,782 | 110,415 | 108,371 | 109,765 | 127,480 |
| Depreciation expenses | 67,497 | 71,485 | 82,077 | 83,582 | 83,465 |
| Gross manufacturing cost for the period | 1,185,015 | 1,204,910 | 1,175,191 | 1,224,311 | 1,319,434 |
| Work in process at the beginning of the period | 25,651 | 28,639 | 32,916 | 31,290 | 30,629 |
| (Work in process at the end of the period) | $(28,639)$ | $(32,916)$ | $(31,290)$ | $(30,629)$ | $(31,791)$ |
| (Transfer to fixed assets) | $(7,062)$ | $(10,030)$ | $(9,370)$ | $(10,339)$ | $(9,478)$ |
| Cost of products manufactured for the period | 1,174,966 | 1,190,602 | 1,167,446 | 1,214,632 | 1,308,793 |
| Products at the beginning of the period | 19,817 | 23,057 | 23,973 | 24,501 | 26,820 |
| (Products at the end of the period) | $(23,057)$ | $(23,973)$ | $(24,501)$ | $(26,820)$ | $(24,676)$ |
| Loss on lower of cost or market of raw materials | 1 | 11 | 30 | 1 | - |
| Cost of sales for the period | 1,171,728 | 1,189,697 | 1,166,949 | 1,212,315 | 1,310,937 |

## S.G. \& A. EXPENSES

(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 year | 109,777 | 104,491 | 98,786 | 106,548 | 102,723 |
| S.G. \& A Expenses/Net Sales | $4.8 \%$ | $(4.8 \%)$ | $(5.5 \%)$ | $7.9 \%$ | $(3.6 \%)$ |

(2) Details of S.G. \& A. Expenses

|  |  | Millions of yen |  |  |  |
| :--- | :--- | :--- | :--- | :--- | ---: |
| Labor cost | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| Factory expenses | 45,601 | 41,124 | 37,492 | 38,696 | 36,538 |
| Depreciation expenses | 58,883 | 58,201 | 56,907 | 63,244 | 61,676 |
| Total | 5,293 | 5,166 | 4,387 | 4,608 | 4,509 |

## NON-OPERATING INCOME AND EXPENSES

(1) Net Financial Revenue


|  | Millions of yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 | 02/3 Est. |
| Interest and dividends income | 12,487 | 14,986 | 12,095 | 12,385 | 13,536 | 15,233 |
| Interest expense | 2,720 | 2,090 | 2,326 | 2,287 | 2,257 | 2,412 |
| Net financial revenue | 9,767 | 12,896 | 9,769 | 10,098 | 11,279 | 12,821 |
| Interest coverage (times) | 41.9 | 45.9 | 32.4 | 35.2 | 40.3 | 41.5 |

(2) Other Non-operating income and expenses
(a) Other Non-operating income

|  |  | Millions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |
| Profit on securities sold | 190 | 382 | 173 | 1,831 | 1,355 |
| Rents of fixed assets | 2,245 | 2,381 | 2,547 | 2,965 | 3,354 |
| Foreign exchange gain | 3,309 | 1,715 | - | - | 4,029 |
| Others | 1,789 | 1,412 | 2,307 | 4,586 | 2,376 |
| Total | 7,533 | 5,890 | 5,027 | 9,382 | 11,114 |

(b) Other Non-operating expenses

|  |  | Millions of yen |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: |
| Loss on evaluation of securities |  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ |  | $01 / 3$ |
| Loss on retirement and sales of fixed assets | 115 | 195 | 294 | 271 | 107 |  |  |
| Premium of pension fund | 2,554 | 2,227 | 3,346 | 4,546 | 6,178 |  |  |
| Foreign exchange loss | 322 | 1,355 | 1,411 | 1,469 | - |  |  |
| Others | - | - | 2,236 | 2,986 | - |  |  |
| Total | 846 | 895 | 1,341 | 1,341 | 1,506 |  |  |

## CAPITAL EXPENDITURES, DEPRECIATION AND CASH FLOW

(1) Capital Expenditures, Depreciation and Cash Flow


|  |  |  | Millions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Capital expenditures | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| Change from previous year | 92,123 | 129,612 | 144,579 | 105,505 | 87,493 | 100,000 |
| Depreciation | $24.1 \%$ | $40.7 \%$ | $11.5 \%$ | $(27.0 \%)$ | $(17.1 \%)$ | $14.3 \%$ |
| Change from previous year | 72,790 | 76,652 | 86,465 | 88,190 | 87,974 | 87,000 |
| Net income | $5.0 \%$ | $5.3 \%$ | $12.8 \%$ | $2.0 \%$ | $(0.2 \%)$ | $(1.1 \%)$ |
| Cash flow | 51,146 | 49,766 | 39,637 | 43,801 | 45,361 | 62,000 |
| Change from previous year | 123,936 | 126,418 | 126,102 | 131,991 | 133,335 | 149,000 |

(2) Details of Capital expenditures ordered

|  |  | Billions of yen |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | ---: | ---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| For production | 108.0 | 113.4 | 96.9 | 67.3 | 74.7 | 75.5 |
| (Buildings and structures) | $(33.5)$ | $(22.3)$ | $(12.7)$ | $(4.4)$ | $(3.4)$ | $(4.4)$ |
| (Machinery, dies and others) | $(63.0)$ | $(78.5)$ | $(74.0)$ | $(51.0)$ | $(55.4)$ | $(58.1)$ |
| (R \& D expenditures) | $(11.5)$ | $(12.6)$ | $(10.2)$ | $(11.9)$ | $(15.9)$ | $(13.0)$ |
| For non-production | 18.0 | 20.6 | 16.1 | 13.7 | 14.3 | 20.5 |
| Total | 126.0 | 134.0 | 113.0 | 81.0 | 89.0 | 96.0 |

## RESEARCH AND DEVELOPMENT EXPENDITURES



|  |  | Millions of yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| R \& D Expenditures | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| Change from previous year | 135,470 | 142,190 | 138,202 | 139,861 | 153,245 | 150,000 |
| Percentage of Net sales | $16.2 \%$ | $5.0 \%$ | $(2.8 \%)$ | $1.2 \%$ | $9.6 \%$ | $(2.1 \%)$ |

## Unrealized Gains on Marketable Securities



|  |  |  |  |  | ns of yen |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Current assets |  |  |  |  |  |
| Market value | 153,008 | 114,024 | 122,364 | 127,781 | 55,546 |
| Book value | 149,354 | 110,195 | 114,743 | 116,615 | - |
| Acquisition cost | - | - | - | - | 55,206 |
| Unrealized gains | 3,654 | 3,828 | 7,620 | 11,165 | 340 |
| Fixed assets |  |  |  |  |  |
| Market value | 357,575 | 376,065 | 371,409 | 542,281 | 500,522 |
| Book value | 128,905 | 120,154 | 127,532 | 142,025 | - |
| Acquisition cost | - | - | - | - | 239,449 |
| Unrealized gains | 228,670 | 255,910 | 243,876 | 400,256 | 261,073 |

*Effective April 1,2000, Denso has adopted the current value accounting.

## IMPACT OF FOREIGN EXCHANGE TRENDS



|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Average exchange rate (yen/US\$) | 112 | 122 | 127 | 110 | 109 | 115 |
| Average exchange rate (yen/EUR) | - | - | - | 112 | 99 | 105 |
| Foreign exchange gain(loss) (billions of yen) | 22.4 | 6.3 | 4.0 | $(23.7)$ | $(5.1)$ | 6.6 |
| Foreign exchange gain(loss)-US\$ (billions of yen) | - | - | - | - | $(0.8)$ | 5.6 |
| Foreign exchange gain(loss)-EUR (billions of yen) | - | - | - | - | $(3.4)$ | 1.0 |
| Impact of yen1/US\$ change(billions of yen) | 1.32 | 0.63 | 0.80 | 1.39 | 1.26 | 1.02 |
| Impact of yen1/EUR change(billions of yen) | - | - | - | - | 0.27 | 0.18 |

## OTHER FINANCIAL INDICES

(1) Operational Efficiency


|  |  |  | Millions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ |  |
| Notes and accounts receivable | 296,946 | 300,691 | 290,461 | 324,992 | 332,124 |  |
| Average collection period (months) | 2.5 | 2.6 | 2.7 | 2.7 | 2.6 |  |
| Inventories |  |  |  |  |  |  |
| Average age of inventory (months) | 52,305 | 57,792 | 56,665 | 58,167 | 57,514 |  |
| Total assets | 0.5 | 0.6 | 0.6 | 0.6 | 0.5 |  |
| Total assets turnover (times) |  |  |  |  |  |  |

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 | 838,070 | 795,571 | 784,560 | 814,077 | 754,894 |
| Current liabilities | 615,719 | 676,466 | 771,803 | 915,968 | $1,221,233$ |
| Long-term liabilities | 400,745 | 386,419 | 344,881 | 352,238 | 417,223 |
| Shareholders' equity | 198,991 | 174,192 | 264,543 | 273,880 | 271,900 |
| Current ratio | 854,052 | 911,426 | 946,938 | $1,103,926$ | $1,287,004$ |
| Fixed ratio | $209.1 \%$ | $205.9 \%$ | $227.5 \%$ | $231.1 \%$ | $180.9 \%$ |
| Shareholders' equity ratio | $72.1 \%$ | $74.2 \%$ | $81.5 \%$ | $83.0 \%$ | $94.9 \%$ |

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


|  |  |  |  |  |  |  |  | Yen |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: |
|  | $97 / 3$ | $98 / 3$ | $99 / 3$ | $00 / 3$ | $01 / 3$ | $02 / 3$ Est. |  |  |
| Return on equity | $6.2 \%$ | $5.6 \%$ | $4.3 \%$ | $4.0 \%$ | $3.8 \%$ | $4.7 \%$ |  |  |
| Return on total assets | $3.6 \%$ | $3.4 \%$ | $2.6 \%$ | $2.7 \%$ | $2.4 \%$ | $3.1 \%$ |  |  |
| Return on sales | $3.7 \%$ | $3.6 \%$ | $3.0 \%$ | $3.2 \%$ | $3.0 \%$ | $4.1 \%$ |  |  |
| Earnings per share | 58.53 | 55.90 | 44.00 | 48.21 | 49.61 | 67.81 |  |  |
| Cash dividends per share | 16.00 | 15.00 | 15.00 | 17.00 | 17.00 |  |  |  |
| Payment ratio | $27.4 \%$ | $27.0 \%$ | $34.0 \%$ | $35.4 \%$ | $34.3 \%$ |  |  |  |
| Cash flow per share | 141.55 | 142.18 | 139.98 | 145.28 | 145.83 |  |  |  |
| Shareholders' equity per share | 969.17 | $1,016.05$ | $1,045.89$ | $1,207.43$ | $1,407.68$ |  |  |  |

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


|  | $97 / 3$ |  | $98 / 3$ | $99 / 3$ | $00 / 3$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Stock price at the end of fiscal year (yen) | 2,430 | 2,500 | 2,325 | 2,445 | 2,400 |
| Price earning ratio (times) | 41.5 | 44.7 | 52.8 | 50.7 | 48.4 |
| Price cash flow ratio (times) | 17.2 | 17.6 | 16.6 | 16.8 | 16.5 |
| Price book value ratio (times) | 2.5 | 2.5 | 2.2 | 2.0 | 1.7 |

(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 | 39,618 | 39,390 | 39,549 | 39,200 | 38,718 |
| Change from previous year | $(1.6 \%)$ | $(0.6 \%)$ | $0.4 \%$ | $(0.9 \%)$ | $(1.2 \%)$ |

## BALANCE SHEETS

|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Current Assets: |  |  |  |  |  |
| Cash and time deposits | 171,333 | 119,492 | 154,382 | 111,548 | 165,146 |
| Marketable securities | 295,357 | 285,992 | 256,005 | 262,637 | 135,573 |
| Notes and accounts receivable | 296,946 | 300,691 | 290,461 | 324,992 | 332,124 |
| Less:allowance for doubtful accounts | $(2,642)$ | $(2,724)$ | $(1,977)$ | $(1,722)$ | $(1,403)$ |
| Inventories | 52,305 | 57,792 | 56,665 | 58,167 | 57,514 |
| Deferred income taxes | - | - | - | 17,827 | 24,428 |
| Other current assets | 24,768 | 34,324 | 29,019 | 40,622 | 41,507 |
| Total current assets | 838,070 | 795,571 | 784,560 | 814,077 | 754,894 |
| Investments and Advances: |  |  |  |  |  |
| Investment securities | 158,906 | 152,826 | 156,220 | 171,078 | 526,921 |
| Investments to subsidiaries | 132,266 | 151,161 | 179,056 | 192,772 | 247,350 |
| Long-term receivables | 4,127 | 3,893 | 14,343 | 13,167 | 13,538 |
| Deferred income taxes | - | - | - | 105,295 | 6,865 |
| Others | 8,980 | 9,118 | 9,085 | 9,224 | 12,360 |
| Less:allowance for doubtful accounts | (31) | ( 29) | ( 87) | (62) | ( 75) |
| Total Investments and Advances | 304,250 | 316,970 | 358,619 | 491,474 | 806,960 |
| Property, Plant and Equipment, at Cost: |  |  |  |  |  |
| Land | 73,913 | 75,919 | 77,251 | 79,994 | 84,530 |
| Buildings and structures | 265,954 | 293,530 | 320,297 | 325,499 | 352,619 |
| Machinery and equipment | 907,125 | 966,592 | 1,017,752 | 1,052,041 | 1,061,989 |
| Construction in progress | 29,725 | 32,153 | 45,558 | 53,121 | 33,068 |
| Less: Accumulated depreciation | $(965,251)$ | (1,008,701) | ( 1,047,677) | (1,086,164) | 1,117,936) |
| Net Property, Plant and Equipment | 311,469 | 359,496 | 413,184 | 424,492 | 414,271 |
| Total Assets | 1,453,790 | 1,472,037 | 1,556,363 | 1,730,045 | 1,976,127 |


|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities and Shareholders' Equity | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Current Liabilities: |  |  |  |  |  |
| Convertible bonds due within one year | 39,017 | 28,386 | 14,336 | - | - |
| Notes and accounts payable | 204,067 | 203,193 | 200,997 | 222,151 | 232,050 |
| Income tax payable | 43,352 | 33,712 | 12,840 | 16,879 | 20,244 |
| Accrued bonuses to employees | 29,867 | 31,039 | 29,900 | 29,988 | 31,022 |
| Other current liabilities | 84,441 | 90,085 | 86,805 | 83,216 | 133,903 |
| Total current liabilities | 400,745 | 386,419 | 344,881 | 352,238 | 417,223 |
| Long-term Liabilities: |  |  |  |  |  |
| Straight bonds | - | - | 100,000 | 100,000 | 100,000 |
| Convertible bonds | 76,978 | 44,787 | 29,328 | 29,318 | 29,318 |
| Accrued retirement benetits | 122,013 | 129,405 | 135,215 | 144,562 | 141,320 |
| Other Long-term liabilities | - | - | - | - | 1,261 |
| Total Long-term Liabilities | 198,991 | 174,192 | 264,543 | 273,880 | 271,900 |


| Shareholders' Equity: |  |  |  |  |  |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- |
| Common stock, per value yen50 per share | 129,896 | 151,166 | 165,925 | 173,097 | 173,097 |
| Additional paid-in capital | 208,516 | 229,752 | 244,480 | 251,643 | 251,643 |
| Legal reserve | 28,660 | 33,144 | 38,459 | 41,726 | 43,274 |
| Retained earnings | 486,978 | 497,363 | 498,072 | 637,458 | 665,491 |
| Net unrealized gain/loss on securities available <br> for sale | - | - | - | - | 153,497 |
| Total Shareholders' Equity | 854,052 | 911,426 | 946,938 | $1,103,926$ | $1,287,004$ |
| Total Liabilities and Shareholders' Equity | $1,453,790$ | $1,472,037$ | $1,556,363$ | $1,730,045$ | $1,976,127$ |

## STATEMENT OF INCOME

|  | Millions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97/3 | 98/3 | 99/3 | 00/3 | 01/3 |
| Net Sales | 1,383,115 | ,375,133 | ,329,003 | 1,386,913 | 1,491,165 |
| Cost of Sales | 1,171,728 | ,189,697 | ,166,949 | 1,212,315 | 1,310,937 |
| Gross profit | 211,386 | 185,436 | 162,053 | 174,598 | 180,228 |
| Selling, General and Administrative Expenses | 109,777 | 104,491 | 98,786 | 106,548 | 102,723 |
| Operating income | 101,608 | 80,944 | 63,266 | 68,049 | 77,504 |
| Non-operating Income: |  |  |  |  |  |
| Interest and dividend income | 12,487 | 14,986 | 12,095 | 12,384 | 13,536 |
| Other non-operating income | 7,533 | 5,890 | 5,027 | 9,381 | 11,114 |
| Non-operating Expenses: |  |  |  |  |  |
| Interest expenses | 2,720 | 2,090 | 2,326 | 2,287 | 2,257 |
| Other non-operating expenses | 3,837 | 4,672 | 8,628 | 10,612 | 7,791 |
| Ordinary income | 115,072 | 95,058 | 69,434 | 76,915 | 92,105 |
| Extraordinary Income: |  |  |  |  |  |
| Reversal of allowance for doubtful accounts | - | - | 490 | 280 | 330 |
| Gain on establishment of trust for retirement benefits | - | - | - | - | 70,615 |
| Extraordinary loss: |  |  |  |  |  |
| Loss on sales of investment securities | - | - | 387 | - | - |
| Contributions to the funded pension plan to reduce unfunded obligation and to supplement actuarial loss | - | - | - | 7,345 | - |
| Cumulative effect of the application of new accounting standard (for retirement benefits) | - | - | - | - | 90,860 |
| Income before Income Taxes | 115,072 | 95,058 | 69,537 | 69,850 | 72,190 |
| Income Taxes |  |  |  |  |  |
| Current | 63,926 | 45,292 | 29,900 | 36,488 | 42,731 |
| Deferred | - | - | - | $(10,438)$ | $(15,902)$ |
| Net Income | 51,146 | 49,766 | 39,637 | 43,801 | 45,361 |

