# FY2005 3<sup>rd</sup> Quarter Financial Results ended December 31, 2005

**February 2, 2006** 



### Overview of FY2005 3rd Quarter Financial Results

- 1. Increase in Sales for 17.1%
- -Increase in domestic and overseas car production for Japanese auto manufacturers
- -Depreciated yen against US\$
- 2. Increase in Operating Income for 36.3%
- -Production volume increase, currency exchange gain and other factors covered increases in labor costs, depreciation expenses, and others

3. Upward Revision of FY2005 Estimates



### 3<sup>rd</sup> Quarter Financial Results

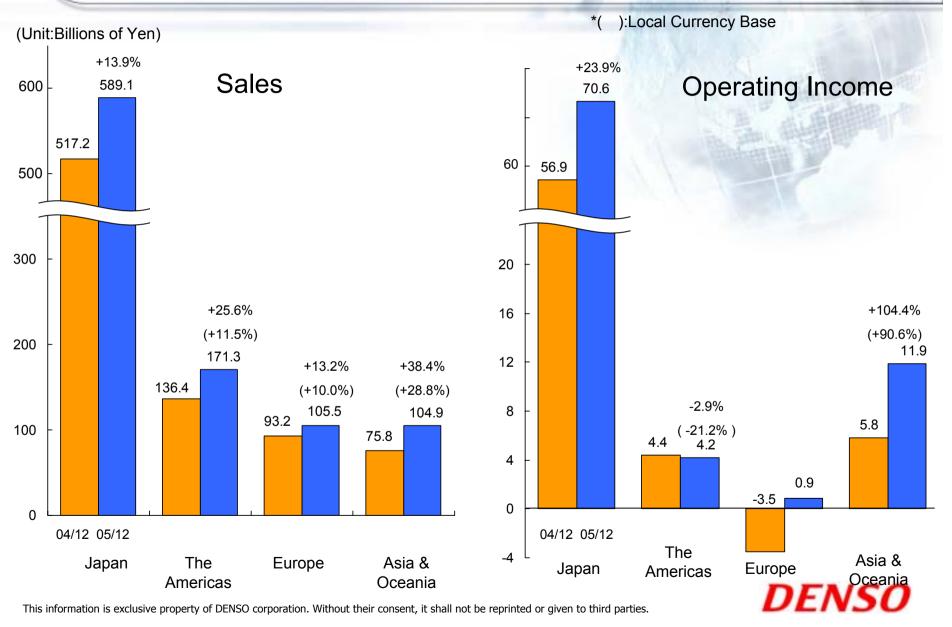
(Unit:	Billions	of Yen)
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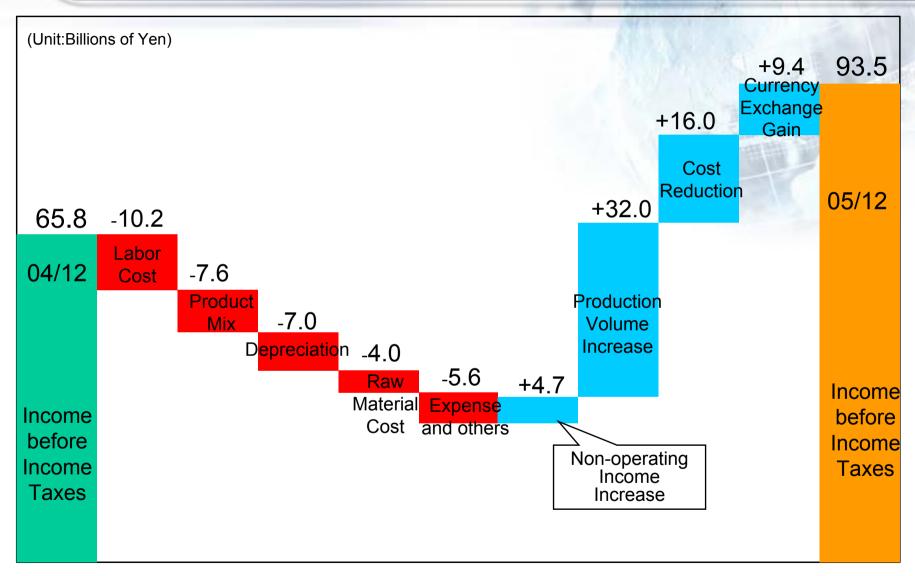
	05/10-12	05/10-12 04/10-12		Increase(%)
Sales	809.0	690.8	+118.1	+17.1%
Operating Income	86.2	63.3	+23.0	+36.3%
Income before Income Taxes	93.5	65.8	+27.7	+42.2%
Net Income	56.7	39.8	+16.8	+42.3%

### (Unit:Millions of Units)

Foreign Exchange Rate	¥116/\$ ¥138/Euro	¥105/\$ ¥136/Euro	+¥11 +¥2	
Domestic Car Production (Toyota)	2.76 (0.97)	2.61 (0.92)	+0.15 (+0.05)	+ 6 % (+5 %)
Overseas Car Production for Japanese OEM (Toyota)	2.71 (0.99)	2.48 (0.80)	+0.23 (+0.19)	+ 9 % (+ 24 %)

### 3<sup>rd</sup> Quarter: Geographical Segments by Company Location



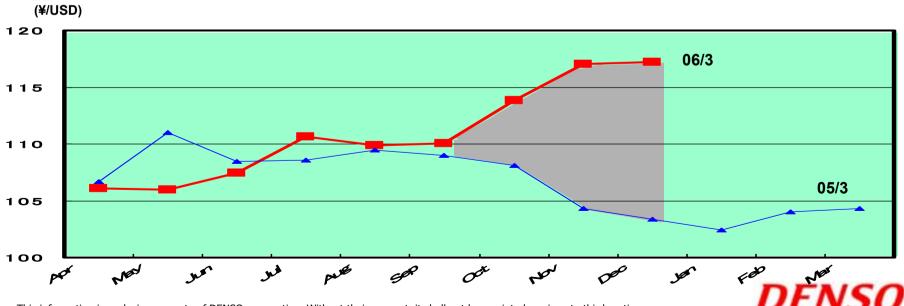




### FY2005 Monthly Foreign Exchange Rate

		Monthly Foreign Exchange Rate(¥/USD) (Unit:Yen)										
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	106.1	106.0	107.4	110.7	109.9	110.1	113.8	117.1	117.2	A	(the	Kan s
06/3	¥107/USD (¥134/EUR)			¥110/USD (¥134/EUR)			¥116/USD (¥138/EUR)					

Ī		106.7	111.0	108.5	108.6	109.5	109.0	108.1	104.3	103.4	102.4	104.0	104.3	
ı	05/3	:	¥109/USD	)	:	¥109/USD		¥105/USD			¥104/USD			
L		(¥131/EUR)		(:	(¥133/EUR)		(¥136/EUR)		(¥135/EUR)					



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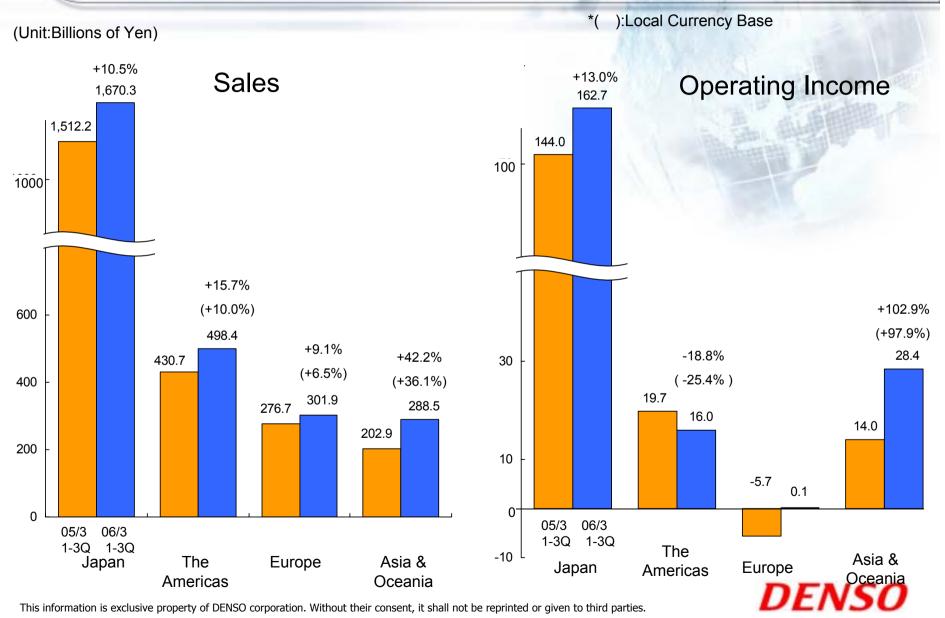
### FY2005 1st – 3rd Quarter Financial Results

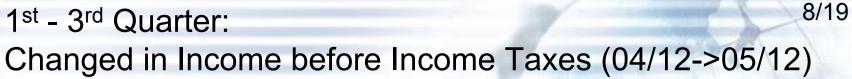
	05/4-12	05/4-12 04/4-12		Increase(%)
Sales	2,315.6	2,045.4	+270.2	+13.2%
Operating Income	206.0	170.6	+35.4	+20.7%
Income before Income Taxes	212.8	178.1	+34.7	+19.5%
Net Income	123.9	106.2	+17.7	+16.6%

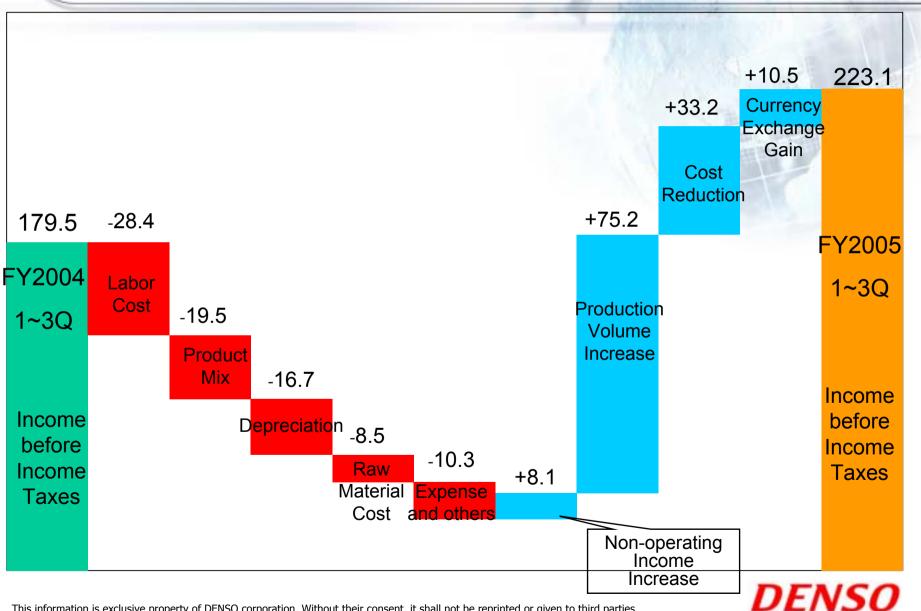
### (Unit:Millions of Units)

Foreign	¥112/\$	¥109/\$	+ ¥3	
Exchange Rate	¥137/Euro	¥135/Euro	+ ¥2	
Domestic Car Production (Toyota)	7.95	7.74	+0.21	+2.7 %
	(2.77)	(2.72)	(+0.05)	(+1.8%)
Overseas Car Production for Japanese OEM (Toyota)	7.93 (2.87)	7.23 (2.37)	+0.70 (+0.50)	+9.7 % (+ 21.1%)

## 1<sup>st</sup> - 3<sup>rd</sup> Quarter: Geographical Segments by Company Location







### FY2005 Revised Estimate

	06/3 Revised Estimate	06/3 Estimate @05/9	Change from 06/3 Estimate @ 05/9	<reference></reference>	Change from 05/3
Sales	3,120.0	3,070.0	+50.0(+1.6%)	2,799.9	+320.1 (+11.4%)
Operating Income	262.0	255.0	+7.0(+2.7%)	213.9	+48.1 (+22.5%)
Income before Income Taxes	268.8	254.8	+14.0(+5.5%)	223.4	+45.4 (+20.3%)
Net Income	160.0	150.0	+10.0(+6.7%)	132.6	+27.4(+20.6%)

Sales

Revised upward due to the good financial results in the 3rd quarter and increased domestic car production expectation.

Operating Income

Revised upward due to the depreciated yen against US\$ in the 3rd quarter, and production volume increase



### FY2005 Revised Estimate

	06/3 Revised Estimate	05/3	Increase	Increase(%)
Sales	3,120.0	2,799.9	+320.1	+11.4%
Operating Income	262.0	213.9	+48.1	+22.5%
Income before Income Taxes	268.8	223.4	+45.4	+20.3%
Net Income	160.0	132.6	+27.4	+20.6%

Sales

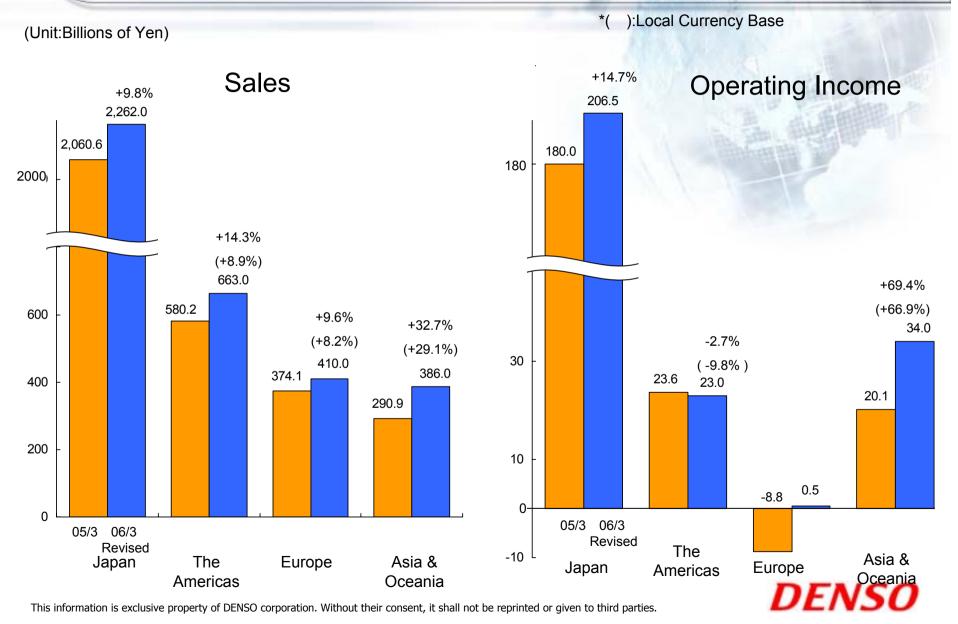
Increase from 05/3 due to increase in domestic and overseas car production for Japanese auto manufacturers, and a depreciated yen against US dollar in the 3<sup>rd</sup> quarter.

Operating Income

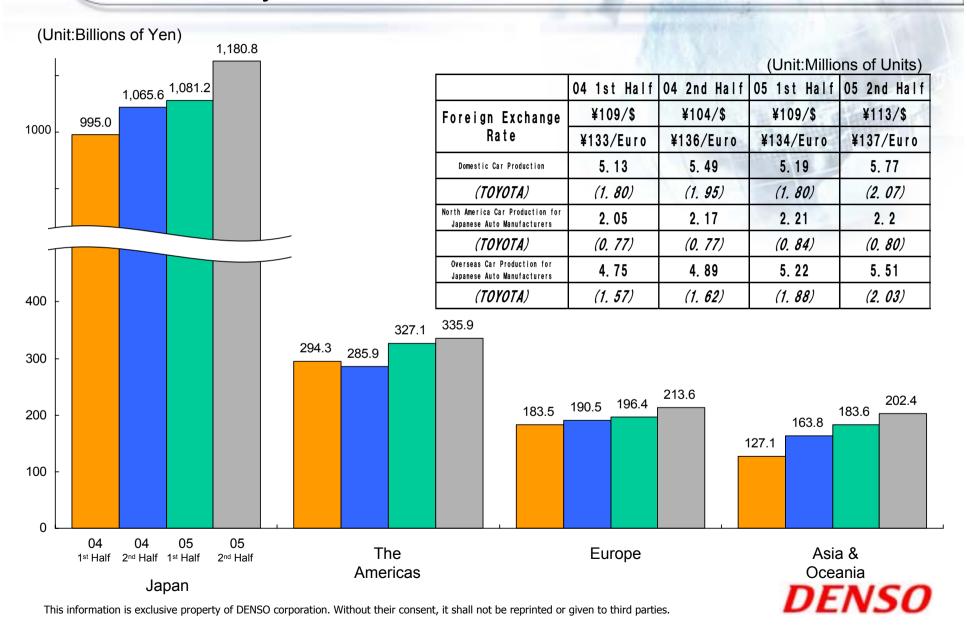
Increase from 05/3 due to production volume increase and cost reduction that cover increase in labor costs, depreciation expenses and raw material costs.



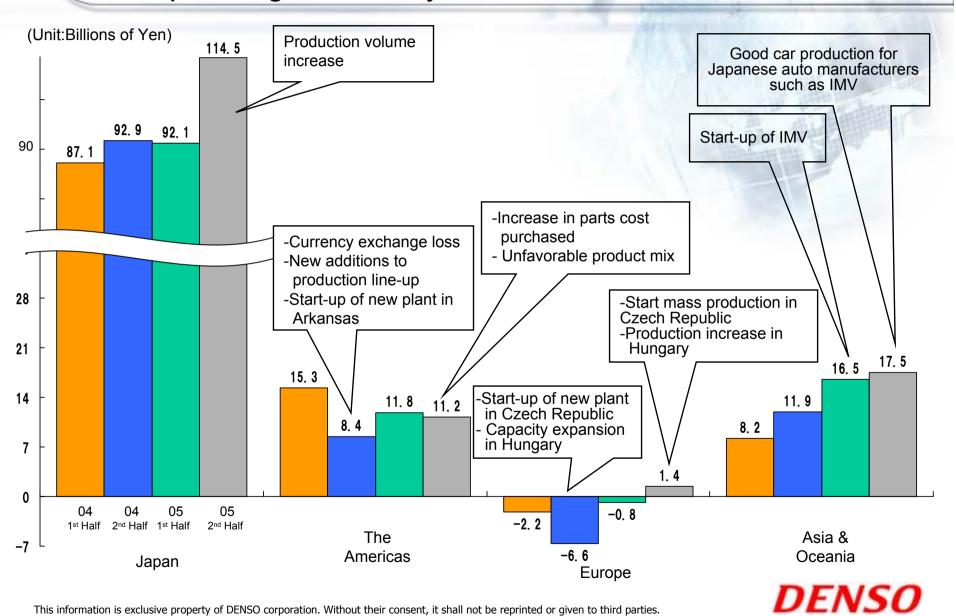
## FY2005: Geographical Segments by Company Location



# Geographical Segments by Company Location ~ Sales by Half Period ~



# Geographical Segments by Company Location ~ Operating Income by Half Period ~

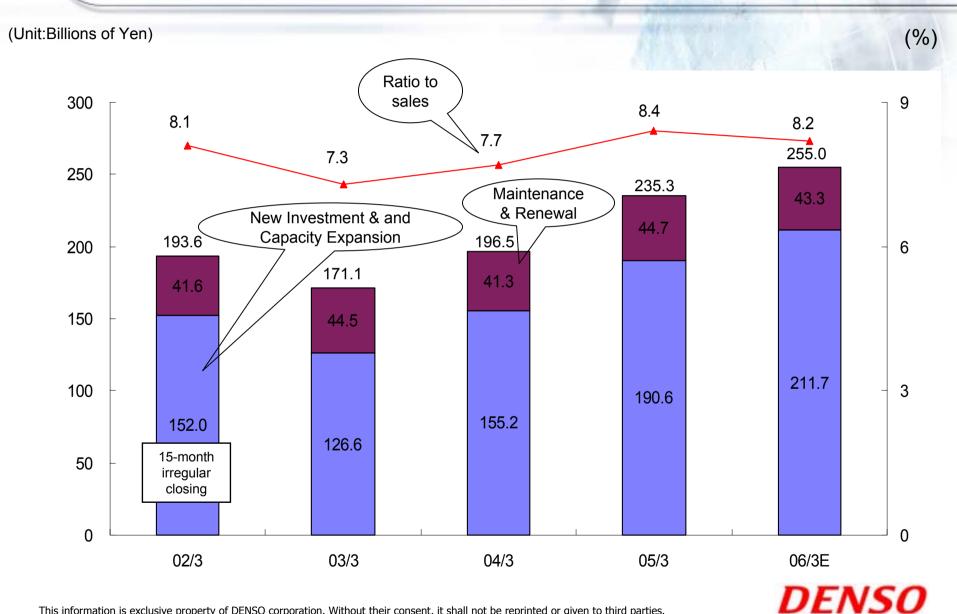


# Capital Expenditures, Depreciation and R&D

(Unit:Billions of Yen)

	1-3Q	06/3 Estimate	1-3Q	05/3	1-3Q Change from PY	Progress to 06/3 Estimate
Japan	139.6	169.0	101.3	145.1	+37.8 %	82.6 %
The Americas	21.4	32.0	23.2	34.6	-7.8 %	66.7 %
Europe	18.3	26.5	19.6	30.6	-6.6 %	68.9 %
Asia & Oceania	21.1	27.5	18.4	25.0	+14.7 %	76.6 %
Capital Exp.	200.3	255.0	162.4	235.3	+23.3 %	78.5 %
Japan	93.1	130.0	82.3	111.7	+13.1 %	71.6 %
The Americas	16.2	22.0	14.2	19.8	+14.1 %	73.6 %
Europe	13.4	19.0	12.5	17.6	+7.2 %	70.7 %
Asia & Oceania	11.5	16.0	8.5	11.8	+35.3 %	71.8 %
Depreciation	Depreciation 134.2 187.0		117.5	161.0	+14.2 %	71.8 %
R&D Expenditure (Ratio to Sales)	175.7 (7.6%)	240.0 (7.8%)	173.7 (8.5%)	238.2 (8.5%)	+1.0 %	73.2 %

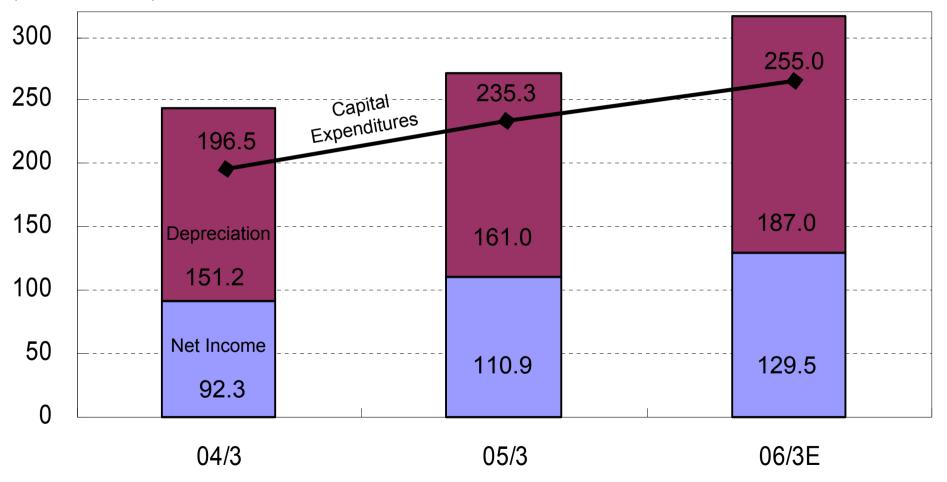
## Capital Expenditures



### Capital Expenditures and Cash Flow

### (Simplified Cash Flow)

Net Income (exclude dividends)+Depreciation > Capital Expenditures (Unit:Billions of Yen)





### Non-Consolidated Financial Results

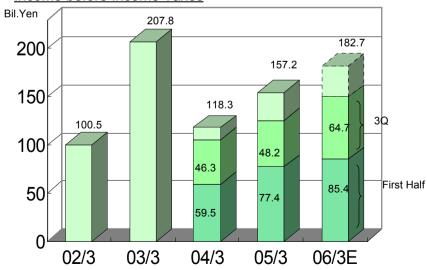
Income Statements

(Ratio to Sales)

(Unit:Billions of Yen, %, Thousand Cars)

Account	05/12 (3	months)	04	/12 /3n	nonths)	Cha	nge		06/	3 Estimate		Cha	ange
Account	00/12 (0	inontrio)	0-7.	B		Bil. Yen	%	Estimate	@ 05/9	Revised I	Estimate	Bil. Yen	%
Net Sales	( 100.0 )	531.5	( 10	00.0 )	467.7	63.8	13.6	( 100.0 )	2,006.0	( 100.0 )	2,039.0	176.9	9.5
Cost of Sales	( 83.3)	442.8	( 8	34.8 )	396.7	46.0				,			
SGA Expenses	( 6.0)	31.8	(	5.7)	26.5	5.2							
Operating Income	( 10.7)	57.0	(	9.5)	44.5	12.5	28.2	( 7.5)	151.0	( 7.6)	154.0	20.6	15.5
Non-Operating Income		7.7			3.7	4.0			28.0		29.0	3.4	
Extaordinary Income (Loss)		0.0			0.0	0.0			-0.3		-0.3	1.5	
Income Before Income Taxes	( 12.2)	64.7	( 1	10.3)	48.2	16.5	34.3	( 8.9)	178.7	( 9.0)	182.7	25.5	16.2
Net Income	( 7.9)	42.2	(	6.7)	31.2	11.1	35.6	( 6.2 )	124.0	( 6.3)	128.0	20.0	18.6
Domestic Car Production		2,760			2,610				10,870		10,960		
Foreign Exchange Rate(US\$)		116 Yen			105 Yen				110 Yen		111 Yen		
Foreign Exchange Rate(Euro)		138 Yen			136 Yen				135 Yen		136 Yen		

#### Income before Income Taxes



#### Changes in Income Before Income Taxes (04/12=>05/12)

(Unit:Billions of Yen)

Positive Factors		Negative Factors	
Production Volume Increase	19.0	Labor Cost Increase	-5.7
Cost Reduction	9.0	Product Mix	-4.4
Currency Exchange Gain	6.9	Depreciation	-3.1
Non-Operating Income Increase	4.0	Raw Material Cost Increase	-3.1
		Expense and others	-6.1
Sub Total	38.9	Sub Total	-22.4
Total Increase	;	16.5	



### Preconditions (Foreign Exchange Rate/Car Production)

	First Half		3 Q		4 Q			Second Half				Full Year			
	Prior Year Actual	Change	Prior Year Actua	Change	Prior Year	Revised Estimate	Change	Prior Year	Estimate @ 059	Revised Estimate	Change from PY	Prior Year	Estimate @ 059	Revised Estimate	Change from PY
Foreign Exchange Rate(US\$)	109 109	±0	105 116	+¥11	104	110	+¥6	104	110	113	+¥9	107	110	111	+¥4
Foreign Exchange Rate(Euro)	133 134	+¥1	136 138	+¥2	135	135	±0	136	135	137	+¥1	134	135	136	+¥2
(Unit:Millions of Units)															f Units)
Domestic Production	5.13 5.19	+1%	2.61 2.76	+6%	2.88	3.01	+5%	5.49	5.68	5.77	+5%	10.62	10.87	10.96	+3%
Toyota	1.80 1.80	±0%	0.92 0.97	+5%	1.03	1.10	+7%	1.95	2.07	2.07	+6%	3.75	3.87	3.87	+3%
North America Production for Japanese Auto Manufacturers	2.05 2.21	+8%	1.02 1.09	+6%	1.15	1.11	-3%	2.17	2.20	2.20	+1%	4.22	4.41	4.41	+5%
Toyota	0.77 0.84	+9%	0.37 0.40	+8%	0.40	0.40	±0%	0.77	0.80	0.80	+4%	1.54	1.64	1.64	+6%
Overseas Production for Japanese Auto Manufacturers	4.75 5.22	+10%	2.48 2.71	+9%	2.41	2.80	+16%	4.89	5.68	5.51	+13%	9.64	10.90	10.73	+11%
Toyota	1.57 1.88	+20%	0.80 0.99	+24%	0.82	1.04	+27%	1.62	2.03	2.03	+25%	3.19	3.91	3.91	+23%

### Reorganization of Business Groups and Product Divisions

By effectively using DENSO's wide range of core technologies and expertise in automotive fields, strengthen our technology development capabilities and our competitiveness to develop products in response to the needs of our customers and society

Starting from 2006

**Powertrain Control Systems Business Group** Until 2005 from 1999 **Fuel Injection Product Division Engine Control Components Product Division Powertrain Control Systems Business Group System Control Components Product Division** Develop and manufacture gasoline and diesel engine management **Diesel Injection Product Division** systems and components, enabling system development approaches **Engine Control Components Product Division Electric Systems Business Group** П **System Control Components Product Division Engine Electrical Systems Product Division EHV Components Product Division** Aim for synergy between automotive electrical products and electric **Electric Systems Business Group** hybrid vehicle components **Engine Electrical Systems Product Division**  ${
m I\hspace{-.1em}I\hspace{-.1em}I}$ **Electronic Systems Business Group** Safety & Driving Assist Product Division **Electronic Product Division Electronic Device Product Division** Aim for synergy in developing software and hardware for automotive **Electronic Systems Business Group** electronic controls **Body Electronics Components Product Division** IV **Thermal Systems Business Group Air-Conditioning Product Division Electronic Product Division Cooling Systems & Components Product Division Electronic Device Product Division** Automotive heat exchange technologies including air conditioners and engine cooling components **Thermal Systems Business Group Information & Safety Systems Business Group Air-Conditioning Product Division Driving Assist & Safety Product Division Cooling Systems & Components Product Division** Body Electronics Components Product Division ITS Product Division Promote system development from the viewpoint of driver assistance ITS Product Division by incorporating the divisions that develop and manufacture ITS products, safety systems, and body electronics This information is exclusive property of DENSO corporation. Without their consent, it shall not be reprinted or given to third parties.



