# FY2007 3<sup>rd</sup> Quarter Financial Results ended December 31, 2007







### Overview of FY2007 3<sup>rd</sup> Quarter Financial Results

Jan. 31, 2008

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 Sales growth was due to the increase in car export and overseas car production of Japanese auto manufacturers.

2. Operating income increased due to increased production volume and stabilized raw material cost.

3. No change in estimate for FY2007.

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# FY2007 3<sup>rd</sup> Quarter Financial Results

	(Ratio to Sales)		(Uni	t: Billions of Yen)
	FY07 3Q	FY06 3Q	Cha	inge
Sales	1,029.2	927.9	+101.3	+10.9%
Operating Income	(10.1%) 104.1	(9.6%) 89.1	+15.0	+16.9%
Income before Income Taxes	113.4	97.6	+15.8	+16.2%
Net Income	(7.2%) 73.8	(6.7%) 61.7	+12.0	+19.5%
			(Unit:	Millions of Units)
Foreign Exchange Rate	JPY112/\$ JPY163/Euro	JPY117/\$ JPY150/Euro	- JPY5 + JPY13	
Domestic Car Production (Toyota)	3.15 (1.14)	2.98 (1.09)	+0.17 (+0.05)	+5.7% (+4.6%)
Overseas Car Production of Japanese Manufacturers <i>(Toyota)</i>	3.27 (1.21)	2.90 (1.04)	+0.37 (+0.17)	+12.8% (+16.3%)



## Change in 3<sup>rd</sup> Quarter Consolidated Sales

Jan. 31, 2008

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(Unit: Billions of Yen)

(): Change from previous period



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### Change in 3<sup>rd</sup> Quarter Income before Income Taxes

Jan. 31, 2008

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

Jan. 31, 2008

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# FY2007 3<sup>rd</sup> Quarter Financial Results (9 months)

Jan. 31, 2008

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	(): Ratio to Sales			(Unit: Billio	ons of Yen)
	07/12 (9 months)	06/12 (9 months)	Char	nge	Progress to 08/3 Estimate
Sales	2,977.0	2,629.6	+347.4	+13.2%	+75.4%
Operating Income	(9.2%) 273.3	(8.6%) 227.4	+45.9	+20.2%	+81.1%
Income before Income Taxes	291.9	245.0	+46.9	+19.1%	+82.7%
Net Income	(6.5%) 192.1	(5.9%) 155.8	+36.2	+23.2%	+84.3%
				(Unit: Millior	is of Units)
Foreign Exchange Rate	JPY116/\$ JPY162/Euro	JPY116/\$ JPY148/Euro	± JPY0 + JPY14		
Domestic Car Production (Toyota)	8.63 (3.14)	8.51 <i>(3.09)</i>	+0.12 (+0.05)	+1.4 % (+1.6%)	
Overseas Car Production of Japanese Manufacturers (Toyota)	9.31 <i>(3.43)</i>	8.40 (3.10)	+0.91 (+0.33)	+10.8 % (+10.6%)	

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#### Change in 3<sup>rd</sup> Quarter Income before Income Taxes (9 months)

Jan. 31, 2008

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## 3<sup>rd</sup> Quarter Geographical Segments by Company Location (9 months) <sup>Jan. 31, 2008</sup>

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(): Local Currency Base



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No cha	ange in Estimate f	or FY2007		
	(): Ratio to Sales		(Unit: Billio	ons of Yen)
	08/3 Estimate	07/3	Cha	nge
Sales	3,950.0	3,609.7	+340.3	+9.4%
Operating Income	(8.5%) 337.0	(8.4%) 303.1	+33.9	+11.2%
Income before Income Taxes	353.0	319.7	+33.3	+10.4%
Net Income	(5.8%) 228.0	(5.7%) 205.2	+22.8	+11.1%
	Revised←Estimate as of Oct. 31	(Unit: Millions of U	nits)	
Foreign Exchange Rate	JPY113← JPY117/\$ JPY160← JPY156/Euro	JPY116/\$ JPY149/Euro		
Domestic Car Production (Toyota)	<b>11.91←11.66</b> (4.27 <i>←</i> 4.28)	<b>11.50</b> (4.19)		
Overseas Car Production of Japanese Manufacturers (Toyota)	<b>12.52←12.78</b> (4.64 <i>←</i> 4.61)	<b>11.39</b> (4.18)		



### Capital Expenditures, Depreciation and R&D (9 months)

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	3Q YTD	FY06	3Q YTD	FY07 Estimate	3Q YTD Change from PY	Progress to FY07 Estimate
Japan	149.4	210.7	168.0	249.0	+12.4 %	67.5 %
The Americas	29.2	40.4	30.2	45.0	+ 3.4 %	67.0 %
Europe	17.5	24.8	22.5	25.0	+28.6 %	90.1 %
Asia & Oceania	26.0	36.6	27.4	39.0	+ 5.4 %	70.3 %
Capital Exp.	222.1	312.5	248.0	358.0	+11.7 %	69.3 %
Japan	111.6	153.3	134.5	187.0	+20.5 %	71.9 %
The Americas	17.6	24.4	20.7	28.0	+17.6 %	73.9 %
Europe	16.0	21.4	17.8	24.0	+11.3 %	74.2 %
Asia & Oceania	14.9	20.7	18.6	24.5	+24.8 %	75.9 %
Depreciation	160.1	219.9	191.5	263.5	+19.6 %	72.7 %
&D Expenditure (Ratio to Sales)	203.0 (7.7%)	279.9 (7.8%)	226.4 (7.6%)	310.0 (7.8%)	+11.5 %	73.0 %

(Unit: Billions of Yen)

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### Non-Consolidated Financial Results

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(Unit: Billions of Yen)

#### Income Statements (Ratio to Sales )

	(		,								-				
Account		07/12 (3	mor	othe)		06/12 (	3mc	onthe)	Cha	ange		08/3 E	stimate	Change	from 07/3
Account		0//12 (0		1(13)		00/12 (	JIIIC	51113)	Bil. Yen	Change(%)		00/0 L	Stimate	Bil. Yen	Change(%)
Net Sales	(	100.0	)	651.3	(	100.0	)	602.7	48.6	8.1	(	100)	2,444.0	151.1	6.6
Cost of Sales	(	86.7	)	564.7	(	84.8	)	511.0	53.7						
SGA Expenses	(	5.3	)	34.5	(	5.5	)	33.3	1.2						
Operating Income	(	8.0	)	52.0	(	9.7	)	58.3	-6.3	-10.8	(	6.4)	157.0	-9.3	-5.6
Non-Operating Income				11.2				10.9	0.3				35.0	-0.9	
Extraordinary Income (Loss)				-				-1.4	1.4				-2.7	2.1	
Income Before Income Taxes	(	9.7	)	63.2	(	11.2	)	67.8	-4.6	-6.7	(	7.7)	189.3	-8.0	-4.1
Net Income	(	6.7	)	43.4	(	7.3	)	43.8	-0.4	-0.9	(	5.4)	132.0	-5.9	-4.3
Domestic Car Production (000)	Ī			3,150				2,980					11,910		
Foreign Exchange Rate (US\$)				112 Yen				117 Yen					113 Yen		
Foreign Exchange Rate (Euro)				163 Yen				150 Yen					160 Yen		

#### Income before Income Taxes



#### Changes in Income before Income Taxes (06/12 => 07/12)

(Unit: Billions of Yen)

Positive Factors		Negative Factors	
Production volume increase	15.1	Product mix	-9.3
Cost reduction	9.0	Depreciation	-7.7
Currency exchange gain	1.2	(Tax amendment -2.8 is included)	)
Extraordinary loss decrease	1.8	Labor cost increase	-6.0
		Expense and others	-8.6
Sub Total	27.1	Sub Total	-31.6
Total Increase		-4.5	

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

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	FY07	7 First	-Half	3 <sup>rc</sup>	<sup>I</sup> Quar	ter	4 <sup>th</sup>	Quar	ter	FY	07 Se	cond-l	Half	F	Y07 F	ull Ye	ar
	Prior Year	Actual	Change	Prior Year	Actual	Change	Prior Year	Revised Estimate	Change	Prior Year	Estimate @ 07/9	Revised Estimate	Change	Prior Year	Estimate @ 07/9	Revised Estimate	Change
Foreign Exchange Rate (US\$)	114	118	+ 4	117	112	- 5	119	105	- 14	118	115	109	- 9	116	117	113	- 3
Foreign Exchange Rate (Euro)	145	161	+ 16	150	163	+ 13	156	155	- 1	153	150	159	+ 6	149	156	160	+ 11
Domestic Car Production	553	548	- 1%	298	315	+ 5%	299	328	<mark>+10%</mark>	597	620	643	+ 8%	1,150	1,166	1,191	+ 4%
Toyota	200	200	± 0%	109	114	+ 5%	110	113	+ 3%	219	228	227	+ 4%	419	428	427	+ 2%
North America Car Production of Japanese Manufacturers	217	226	+ 4%	109	112	+ 3%	119	119	<u>± 0%</u>	228	239	231	+ 1%	445	468	457	+ 3%
Toyota	81	86	+ 6%	40	42	+ 5%	43	45	+ 5%	83	88	87	+ 5%	164	174	173	+ 5%
Overseas Car Production of Japanese Manufacturers	550	604	+10%	290	327	+13%	299	321	+ 7%	589	653	648	+10%	1,139	1,278	1,252	+10%
Toyota	206	222	+ 8%	104	121	+16%	108	121	+12%	212	239	242	+14%	418	461	464	+11%

[Unit] Foreign exchange: Yen, Car: Ten Thousand Cars

**DENSO** 

1. Reinforcement of domestic production network

2. Environmental product development - refrigeration cycle using an ejector -

3. Manufacturing skill development - WorldSkills competition -

### 1. Reinforcement of Domestic Production Network

#### **Reinforcement Concept**

# 1. Concentrated global production of small and important functional products

# 2. Responding to the increase of car production in Kyushu (western part of Japan)

# 3. Securing excellent human resources by production plant decentralization

#### **Expansion of Daian plant**

For increasing safety and environmental product demand • Safety system sensor, starting production in August 2007 • Ceramic components such as DPF, production starting in January 2008

#### Expansion of the Kitakyushu plant

#### - For increasing car production in the Kitakyushu

•Air conditioners and engine cooling module, production increase starting in August 2008

•Fuel pump modules and wiper links, production starting in August 2008

#### - For increasing common rail system demand

- Injectors, production starting in June 2008
- Injector components, production increase starting in June 2008

#### DENSO plants

Group companies

# Establishment of DENSO ELECTRONICS Co.

For Increasing demand for semiconductor products and securing excellent human resources by decentralization

• Powertrain control pressure sensor, rotary position sensor etc., production starting in April 2009

#### Responsibilities between existing plants:

 Kota Plant and Takatana Plant
 Newly developed products of custom ICs, wafers, sensors and hybrid ICs
 DENSO ELECTRONICS Co.

Products in stable production stage, for example, sensor and hybrid ICs

#### **Expansion of Anjo Plant**

# For increasing environmental product demand including hybrid vehicle components

Agreement with Anjo city to purchase land in December 2007



2. Envi	ronmental Product Development	Jan. 31, 2008 <b>15</b> /17
	'95 '00 '05	Under Development
Diesel	<ul> <li>95 120MPa common rail system</li> <li>02 180MPa common rail system</li> <li>05 Piezo injector</li> </ul>	200MPa common rail system
Gasoline	<ul> <li>97 Direct injection injector, pump</li> <li>97 Hydraulic VCT*</li> <li>06 Motor-driven VCT*</li> </ul>	
Hybrid	97   Inverter   07     both side cooling	Energy
Idle stop and start	01 Starter for idle stop and start system	management
Power	99 Segment conductor alternator	
generation	02 Battery charge control ECU	
Air conditioning	03     Electric compressor       95     Scroll-type compressor	Ejector cycle
Steering	98 Electric power steering system	
	*VCT: Variable Cam Timing The world's firs	st product

### 2. Refrigeration Cycle Using an Ejector

DENSO developed the world's first refrigeration cycle system using an ejector for an air conditioner and cooler box, installed on Toyota Land Cruiser.



#### 3. Manufacturing Skill Development – WorldSkills Competition -

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DENSO won prizes in all categories in which DENSO participated, at the 39<sup>th</sup> WorldSkills Competition and the 7<sup>th</sup> International Abilympics

Competition	Categories	Result	
39th	Mould Making	Gold	
WorldSkills Compatition	Mobile Robotics	Gold 🚽	
Competition	Manufacturing Team Challenge	Silver	
	CNC Turning	Silver	
	The representative of Thailand		7
	Industrial Control The representative of Indonesia	Special award by Judge	
7th International Abilympics	Electronic Circuit Connecting Techniques	Gold Silver Bronze -	
	Electronic Assembly and Testing	Gold Silver	

Highly skilled techniques mastered through the activity of WorldSkills Competition are used in the area of production engineering, such as manufacture of specialized machine equipment and dies, etc.

