# FY2009 2<sup>nd</sup> Quarter Financial Results ended September 30, 2008

### DENSO CORPORATION



**DENSO** 

### Overview of FY2009 2<sup>nd</sup> Quarter Financial Results

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 Sales and income decreased due to North American car production decrease and the substantial currency exchange loss.

2. Downward revision of FY2009 full year forecast.

3. Interim dividend per share is 27 yen according to the original plan. (54 yen for the year)

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### FY2009 2<sup>nd</sup> Quarter Financial Results

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	(Ratio to Sales)		(Unit	: Billions of Yen)
	FY09 2Q YTD	ange		
Sales	1,892.3	1,947.8	-55.6	-2.9%
Operating Income	(6.1%) 114.8	<sub>(8.7%)</sub> 169.1	-54.3	-32.1%
Income before Income Taxes	105.7	178.5	-72.9	-40.8%
Net Income	(3.1%) 59.0	(6.1%) 118.3	-59.3	-50.2%
			(Unit:	Millions of Units)
Foreign Exchange Rate	JPY105/\$ JPY161/Euro	JPY118/\$ JPY161/Euro	-JPY13 -	
Domestic Car Production	5.80	5.48	+0.32	+5.8%
Overseas Car Production of Japanese Manufacturers (North America)	6.12 (2.14)	6.04 (2.26)	+0.08 (-0.12)	+1.3% (-5.3%)

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### Change in 2<sup>nd</sup> Quarter Consolidated Sales

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(Unit: Billions of Yen)

By Customer



By Business Segment

### Change in 2<sup>nd</sup> Quarter Income before Income Taxes

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#### 2<sup>nd</sup> Quarter Geographical Segments by Company Location

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(): Local Currency Base

(Unit: Billions of Yen) Sales **Operating Income** 1,400 -2.2% 100 95.3 1,309.1 1,280.1 1,300 90 1,200 80 70 600 60 -17.0% -53.1% +13.2% (-8.8%) (+24.2%) 500 50 -1.7% 44.7 429.7 +0.6% 43.4 (+0.2%) (+11.0%)400 38.3 40 356.7 298.8 300.6 298.7 -36.1% 293.5 300 30 (-33.5%) 23.3 -20.6% 200 (-20.1%) 20 14.9 11.4 9.1 100 10 0 0 FY08 FY09 2Q YTD 2Q YTD FY08 FY09 The 2Q YTD 2Q YTD The Asia & Asia & Europe Japan Japan Europe Americas Americas Oceania Oceania

### FY2009 Financial Forecast

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	(Unit: Millions of Units)											
Foreign Exchange Rate	JPY102/\$ JPY160/Euro	JPY103/\$ JPY148/Euro	JPY113/\$ JPY160/Euro	-JPY10 -JPY12								
Domestic Car Production	12.10	11.95	11.79	+0.16	+1.4%							
Overseas Car Production of Japanese Manufacturers (North America)	12.71 (4.28)	<b>12.40</b> (4.26)	<b>12.53</b> (4.57)	-0.13 (-0.31)	-1.0% (-6.8%)							

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### Change in Income before Income Taxes



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### Geographical Segments by Company Location

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### Capital Expenditures, Depreciation and R&D

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(Unit:	Billions	of	Yen)
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	2Q YTD	FY08	2Q YTD	FY09 Forecast	2Q YTD Change from PY	Progress to FY09 Estimate
Japan	108.3	234.5	116.7	224.0	+7.8%	52.1%
The Americas	19.5	40.0	21.2	39.0	+8.7%	54.4%
Europe	14.4	31.7	13.9	21.0	-3.5%	66.2%
Asia & Oceania	18.6	37.6	16.1	26.0	-13.4%	61.9%
Capital Expense	160.8	343.8	167.9	310.0	+4.4%	54.2%
Japan	87.0	188.1	94.7	219.0	+8.9%	43.2%
The Americas	14.0	27.5	13.9	28.0	-0.7%	49.6%
Europe	11.7	24.4	11.3	24.0	-3.4%	47.1%
Asia & Oceania	12.2	24.6	12.8	25.0	+4.9%	51.2%
Depreciation	124.9	264.5	132.7	296.0	+6.2%	44.8%
&D Expenditure (Ratio to Sales)	149.9 (7.7%)	311.5 (7.7%)	154.3 (8.2%)	305.0 (8.4%)	+2.9%	50.6%

### **Other Financial Indices**



### **Return to Shareholders**





Action against Change in Environment

1. Action for FY2009 Profit Improvement

2. Action for Reform of Corporate Structure

## Sales/Profit from FY2006

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## Action Outline



# **Emergent Cost Reduction**

# FY2009 Profit Improvement



Cost reduction in all divisions/sections with no exceptions

#### <Additional Action>

- R&D: Strict project management, strategic shift of resources
- Manufacturing: CAPEX reduction
- Sales: Expense reduction
- Indirect/SGA: Work efficiencies



## Action Outline



### Environments Change



Customer mind more environmentally friendly

Utilization of electricity: Hybrid system, electric vehicle

Compact size: Vehicle and its auto parts

Unification: Lower emissions through system unification



# Action Item

1. Business	(1) R&D for emission improvement/CO2 reduction
	(2) Strengthening of regional competitiveness
2. Cost	<ul><li>(1) Low-cost technology</li><li>(2) Value-added improvement</li></ul>
3. Management	<ul><li>(1) Management to maximize group ability</li><li>(2) Challenge mind</li></ul>

# 1-(1) R&D for Emission Improvement/CO2 Reduction





# 1-(2) Strengthening of Regional Competitiveness

### Enhance regional operational ability



# 2-(1) Low-Cost Technology

#### TATA NANO

Lower cost through function simplification (Car price: 250K yen)

DENSO supplies Wiper system, HVAC, for TATA

Developed by Indian engineers Function simplification through new ideas Local technology/know-how utilization (R&D, Manufacturing Procurement, Sales)

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## 2-(2) Value-Added Improvement



# 3-(1) Management to Maximize the Group Power

### **Collaboration as ONE DENSO**

-> Each function (Product/SGA/Region) takes leadership case by case

### Globalization

-> Share the common rule, standard, value



- Non-Consolidated Financial Results
- **Pre-Conditions** (Foreign Exchange Rate/Car Production)
- Consolidated Sales by Customer
- Consolidated Sales by Business Segment

### Non-Consolidated Financial Results

(Ratio to Sales)

#### **Income Statements**

(Unit: Billions of Yen, %) EY2009 Forecast Change from EV08

Account		FY200	9 20	חדע נ	FY2008 2Q YTD			Change			FY2009 Forecast					Change from FY08		
, 1000um		11200	0 20	χ ΠΟ		112000	20		Amount	Percent	F	Forecast as of	July 30	Fo	precast as	of Oct. 30	Amount	Percent
Net Sales	(	100.0	)	1,164.5	(	100.0	)	1,185.7	-21.2	-1.8	(	( 100.0 )	2,480.0	(	100.0 )	2,310.0	-168.0	-6.8
Cost of Sales	(	91.2	)	1,061.8	(	87.7	)	1,039.6	22.1									
SGA Expenses	(	6.2	)	72.6	(	5.8	)	68.2	4.3									
Operating Income	(	2.6	)	30.1	(	6.6	)	77.8	-47.7	-61.3	(	( 3.5)	88.0	(	1.6 )	36.0	-117.6	-76.6
Non-Operating Income				30.1				20.0	10.1				44.0			56.0	23.4	
Extraordinary Income (Loss)				-24.4				-2.7	-21.8				-0.0			-26.6	-23.9	
Income Before Income Taxes	(	3.1	)	35.8	(	8.0	)	95.1	-59.4	-62.4	(	( 5.3)	132.0	(	2.8 )	65.4	-118.1	-64.4
Net Income	(	1.7	)	20.4	(	5.7	)	67.8	-47.4	-69.9	(	( 3.6)	89.0	(	1.8 )	42.0	-89.2	-68.0
Domestic Car Production (Mil.unit)				5.80				5.48					-			11.95		
Foreign Exchange Rate (US\$)				105 Yen				118 Yen					102 Yen			103 Yen		
Foreign Exchange Rate (Euro)				161 Yen				161 Yen					160 Yen			148 Yen		

#### Income Before Income Taxes



#### Changes in Income Before Income Taxes (FY08 2Q YTD => FY09 2Q YTD)

(Unit: Billions of Yen)

Positive Factors		Negative Factors	
Cost reduction	14.0	Currency exchange loss	-19.1
Non-operating income increase	10.1	Product mix	-18.8
		Labor cost increase	-9.0
		Depreciation increase	-5.2
		(Tax amendment -2.1 is included)	
		Raw material cost increase	-5.0
		Production volume decrease	-3.2
		Expense increase and others	-1.4
		Extraordinary loss increase	-21.8
Sub Total	24.1	Sub Total	-83.5
Total Decrease		-59.4	

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

											_				
			FY	2009 First-H	lalf			FY2009 Se	econd-Half			FY	2009 Full Y	ear	
		Prior Year	Forecast as of Apr. 25	Forecast as of July 30	Actual	Change	Prior Year	Forecast as of Apr.25	Revised Estimate	Change	Prior Year	Forecast as of Apr. 25	Forecast as of July 30	Revised Estimate	Change
Foreign	USD	118	100	104	105	- 13	108	100	100	- 8	113	100	102	103	- 10
Exchange Rate (Yen)	EUR	161	155	164	161	-	159	155	135	- 24	160	155	160	148	- 12
Forex Impact on Operating	USD										2.8	2.6	_	2.3	- 0.5
Income per Yen (Billions of Yen)	EUR											0.8	-	0.8	-
Car Production	Domestic	5.48	5.80	5.84	5.80	+ 6%	6.31	6.33	6.15	- 3%	11.79	12.13	-	11.95	+ 1%
of Japanese Manufacturers (Millions of Units)	North America	2.26	2.24	2.16	2.15	- 5%	2.31	2.29	2.11	- 9%	4.57	4.53	-	4.26	- 7%
	Overseas							6.81	6.28	- 3%	12.53	13.29	-	12.40	- 1%

### Consolidated Sales by Customer

	FY2009	2Q YTD	FY2008	2Q YTD	Cha	nge
	Amount	% to total	Amount	% to total	Amount	Percent
Toyota	839.1	44.4	874.1	44.9	-35.0	-4.0
Daihatsu	49.6	2.6	48.3	2.5	1.3	2.8
Hino	21.5	1.1	20.7	1.1	0.8	4.0
Toyota Group	910.2	48.1	943.0	48.5	-32.8	-3.5
Honda	142.7	7.5	141.0	7.2	1.7	1.2
Suzuki	52.0	2.7	56.6	2.9	-4.6	-8.1
Fuji	30.0	1.6	29.6	1.5	0.4	1.4
Isuzu	25.5	1.4	25.9	1.3	-0.3	-1.3
Mitsubishi	24.4	1.3	27.1	1.4	-2.7	-9.9
GM	63.6	3.4	85.9	4.4	-22.3	-25.9
Ford	34.0	1.8	35.5	1.8	-1.5	-4.2
Mazda	30.3	1.6	24.8	1.3	5.5	22.4
Chrysler	26.3	1.4	35.2	1.8	-8.9	-25.2
Fiat	65.4	3.5	55.5	2.9	9.8	17.7
VW/Audi	30.2	1.6	28.5	1.5	1.7	5.9
Renault/Nissan	21.4	1.1	17.2	0.9	4.2	24.3
Hyundai/Kia	21.3	1.1	29.5	1.5	-8.2	-27.7
OE Sales for others	218.4	11.5	215.0	11.0	3.4	1.6
OEM Total	1,695.6	89.6	1,750.2	89.9	-54.5	-3.1
Aftermarket, New Business & Others	196.6	10.4	197.6	10.1	-1.0	-0.5
Total	1,892.3	100.0	1,947.8	100.0	-55.6	-2.9

(Unit: Billions of Yen)

### Consolidated Sales by Business Segment

(Unit: Billions of Yen)

	FY2009	2Q YTD	FY2008	2Q YTD	Change		
	Amount	% to total	Amount	% to total	Amount	Percent	
Thermal	615.3	32.5	632.5	32.5	-17.2	-2.7	
Powertrain Control	451.2	23.8	449.9	23.1	1.3	0.3	
Information & Safety Systems	285.6	15.1	313.4	16.1	-27.8	-8.9	
Electric	173.9	9.2	175.9	9.0	-2.0	-1.1	
Electronic	162.2	8.6	165.4	8.5	-3.2	-1.9	
Small Motors	129.9	6.9	129.6	6.7	0.4	0.3	
Others(*1)	22.1	1.2	21.8	1.1	0.2	1.0	
Automotive Total	1,840.2	97.3	1,888.5	97.0	-48.3	-2.6	
Industrial & Consumer Product	29.4	1.5	30.7	1.5	-1.3	-4.2	
Others(*2)	22.6	1.2	28.6	1.5	-6.0	-21.0	
New Business Total	52.0	2.7	59.3	3.0	-7.3	-12.3	
Total	1,892.3	100.0	1,947.8	100.0	-55.6	-2.9	

\*1 Repair parts, original brand products of subsidiaries

\*2 Communication (Agency), display