# FY2011 Financial Results ended March 31, 2011

### April 28, 2011 DENSO CORPORATION



## **Overview of FY2011 Financial Results**

1. Sales and Income increased from previous year.

2. Annual dividend per share increased by 19 yen to 46 yen against previous year.

3. The full-year forecast for the fiscal year ending March 31, 2012, is undecided.

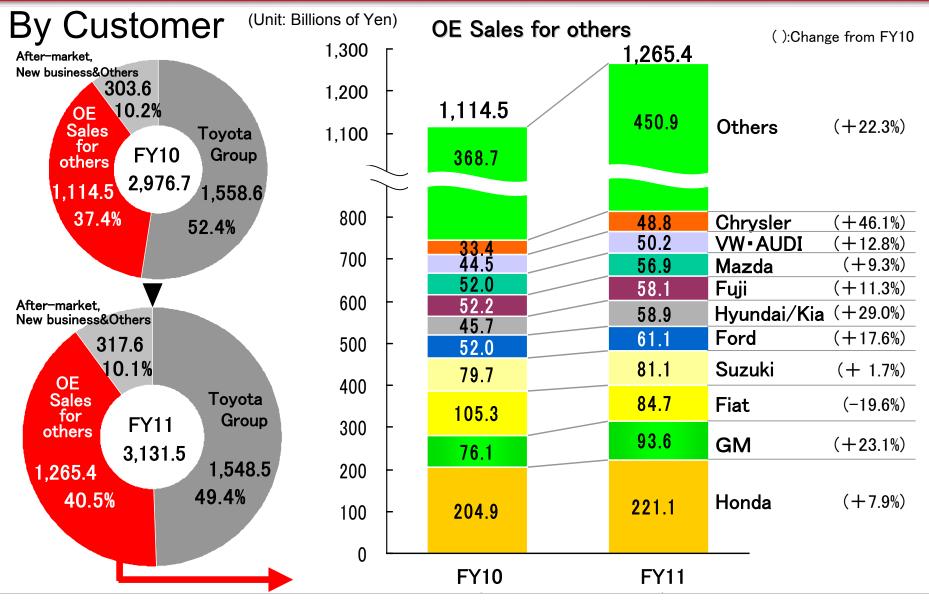
# **FY2011 Financial Results**

		(Unit: Billions of Yen)			
	FY2011	FY2010	Change		
Sales	3,131.5	2,976.7	+ 154.8 +5.2%		
Operating Income	(6.0%) 188.3	(4.6%) 136.6	+ 51.7 +37.8%		
Income before Income Taxes	<sub>(6.8%)</sub> 211.7	(4.9%) 146.9	+ 64.8 +44.1%		
Net Income	(4.6%) 143.0	(2.5%) 73.4	+ 69.6 + 94.8%		

			(Unit: I	Millions of Units)
Foreign Exchange Rate	JPY 86/\$ JPY113/Euro	JPY 91/\$ JPY129/Euro	-JPY 5 -JPY16	
Domestic Car Production	8.89	8.87	+ 0.12	+1.4%
Overseas Car Production of Japanese Manufacturers (North America)	<b>13.45</b> (3.96)	<b>11.97</b> (3.55)	+ 1.63 (+0.42)	+12.4% (+11.5%)

#### **DENSO**

# Change in FY2011 Consolidated Sales



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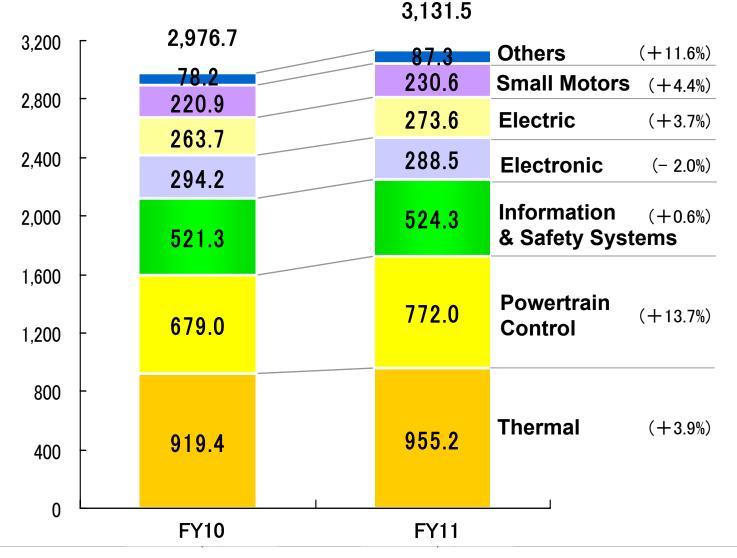
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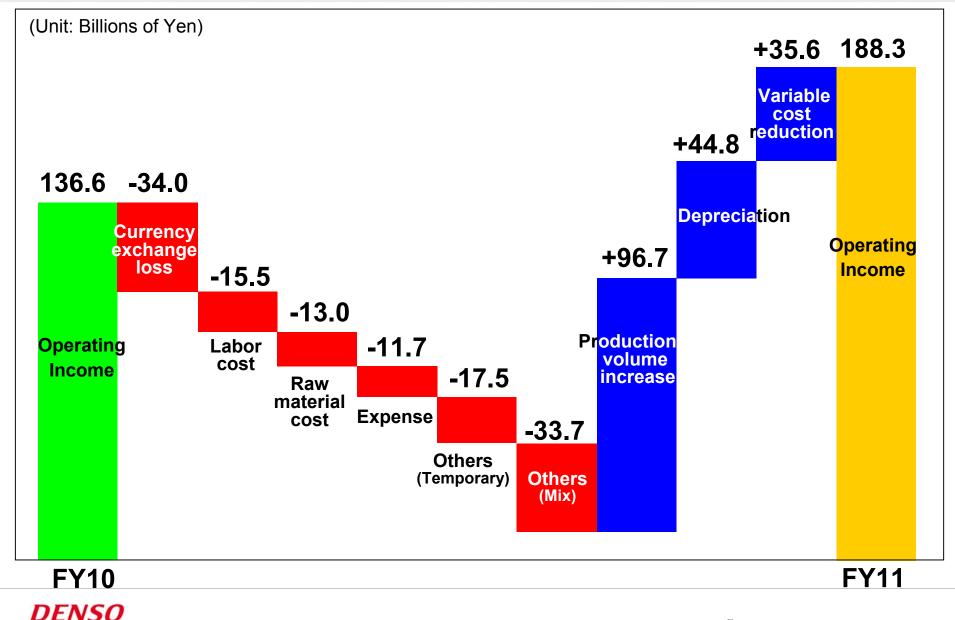
# Change in FY2011 Consolidated Sales

### By Business Segment

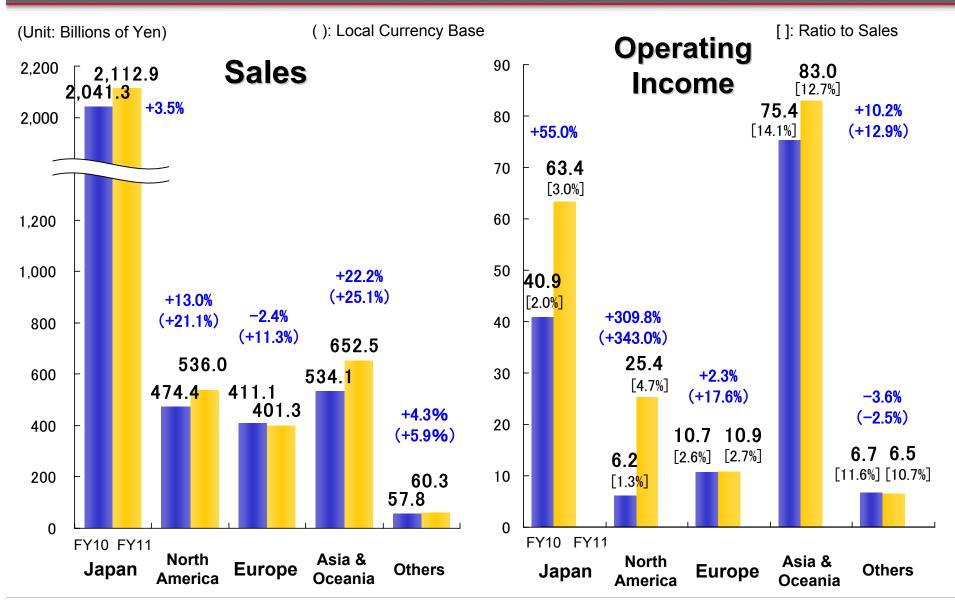
(Unit: Billions of Yen) ():Change from FY10



# Change in FY2011 Operating Income



# Geographical Segments by Company Location

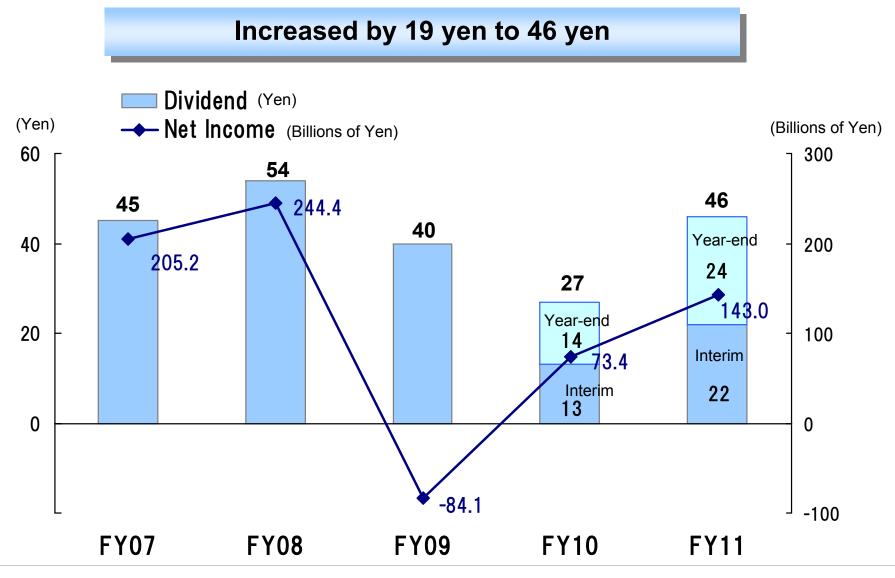


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### **Return to Shareholders**



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# Appendix

- Non-Consolidated Financial Results
- Pre-Conditions (Foreign Exchange Rate/Car Production)
- Consolidated Sales by Customer
- Consolidated Sales by Business Segment
- Capital Expenditures, Depreciation and R&D

#### **Income Statements**

(Ratio to Sales)

#### (Unit:Billions of Yen,%)

Account		FY2011		FY2010		Change		FY2012			
		FIZUII			1 1 2010			10	Amount	Percent	Forecast
Net Sales	(	100.0	)	1,945.7	(	100.0	)	1,885.3	60.4	3.2	
Cost of Sales	(	91.0	)	1,770.0	(	91.4	)	1,723.8	46.2		
SGA Expenses	(	7.2	)	139.9	(	6.5	)	123.5	16.4		
Operating Income	(	1.8	)	35.8	(	2.0	)	38.0	-2.2	-5.7	
Non-Operating Income			-	56.5	-		-	44.6	11.9		
Extraordinary Income (Loss)				-0.0				-5.7	5.7		
Income Before Income Taxes	(	4.7	)	92.3	(	4.1	)	76.9	15.4	20.1	
Net Income	(	3.7	)	72.8	(	2.8	)	53.1	19.7	37.0	

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

		FY2011 First-Half FY2011 Second-Half						FY2011 Full Year		
			Actual	Change	Prior Year	Actual	Change	Prior Year	Actual	Change
Foreign	USD	95	89	- 6	89	83	- 6	91	86	- 5
Exchange Rate (Yen)	EUR	133	114	- 19	127	112	- 15	129	113	- 16
Forex Impact on Operating	USD							2.3	3.0	+ 0.7
Income per Yen (Billions of Yen)	EUR							0.6	0.7	+ 0.1
Car Production	Domestic	3.86	4.78	+ 24%	5.01	4.21	- 16%	8.87	8.99	+ 1%
of Japanese Manufacturers	North America	1.56	1.94	+ 25%	1.99	2.02	+ 1%	3.55	3.96	+ 12%
(Millions of Units)	Overseas	5.46	6.42	+ 18%	6.51	7.04	+ 8%	11.97	13.45	+ 12%

### **Consolidated Sales by Customer**

#### (Unit: Billion of Yen)

	FY	2011	FY	2010		
	ended Ma	ar.31,2011	ended Ma	ar.31,2010	Cha	nge
	Amount	% to Total	Amount	% to Total	Amount	Percent
Toyota	1,421.5	45.4	1,442.7	48.5	-21.2	-1.5
Daihatsu	88.6	2.8	87.4	2.9	1.2	1.4
Hino	38.4	1.2	28.5	1.0	9.9	34.6
Toyota Group	1,548.5	49.4	1,558.6	52.4	-10.1	-0.6
Honda	221.1	7.1	204.9	6.9	16.1	7.9
Suzuki	81.1	2.6	79.7	2.7	1.4	1.7
Fuji	58.1	1.9	52.2	1.8	5.9	11.3
Mazda	56.9	1.8	52.0	1.8	4.8	9.3
Mitsubishi	47.4	1.5	30.7	1.0	16.7	54.5
Isuzu	43.4	1.4	32.8	1.1	10.6	32.5
Nissan	29.8	1.0	22.2	0.7	7.6	34.3
GM	93.6	3.0	76.1	2.6	17.5	23.1
Ford	61.1	2.0	52.0	1.7	9.1	17.6
Chrysler	48.8	1.6	33.4	1.1	15.4	46.1
VW/AUDI	50.2	1.6	44.5	1.5	5.7	12.8
Benz	19.4	0.6	17.3	0.6	2.1	11.8
BMW	26.0	0.8	21.1	0.7	4.9	23.4
Fiat	84.7	2.7	105.3	3.5	-20.6	-19.6
PSA	16.7	0.5	17.5	0.6	-0.8	-4.8
Land Rover	19.9	0.6	14.9	0.5	5.0	33.6
Hyundai/Kia	58.9	1.9	45.7	1.5	13.2	29.0
OE Sales for others	248.2	7.9	212.2	7.1	36.1	17.0
OEM Total	2,813.9	89.9	2,673.1	89.8	140.8	5.3
After-market, New business & Others	317.6	10.1	303.6	10.2	14.0	4.6
Total	3,131.5	100.0	2,976.7	100.0	154.8	5.2



### **Consolidated Sales by Business Segment**

(Unit: Billion of Yen)

	FY2 ended Ma			2010 ur.31,2010	Change		
	Amount	% to Total	Amount	% to Total	Amount	Percent	
Thermal	955.2	30.5	919.4	30.9	35.8	3.9	
Powertrain Control	772.0	24.7	679.0	22.8	93.0	13.7	
Information & Safety Systems	524.3	16.8	521.3	17.5	3.0	0.6	
Electronic	288.5	9.2	294.2	9.9	-5.8	-2.0	
Electric	273.6	8.7	263.7	8.9	9.9	3.7	
Small Motors	230.6	7.4	220.9	7.4	9.7	4.4	
Others(*1)	35.6	1.1	29.2	1.0	6.5	22.1	
Automotive Total	3,079.9	98.4	2,927.7	98.4	152.2	5.2	
Industrial & Consumer Product	42.1	1.3	40.0	1.3	2.1	5.3	
Others(*2)	9.4	0.3	9.0	0.3	0.4	4.7	
New Business Total	51.6	1.6	49.0	1.6	2.6	5.2	
Total	3,131.5	100.0	2,976.7	100.0	154.8	5.2	

\*1 Repair parts, original brand products of subsidiaries

\*2 Communication (Agency), display

### Capital Expenditures, Depreciation and R&D

	FY2011	FY2010	Cha	nge
	F I 2011	F 1 2010	Amount	Percent
Japan	95.5	75.0	20.5	27.3%
North America	9.1	5.3	3.8	71.7%
Europe	12.1	13.0	-0.9	-6.9%
Asia & Oceania	22.8	16.3	6.5	39.9%
Others	5.5	4.9	0.6	12.2%
<b>Capital Expenditures</b>	145.1	114.4	30.7	26.8%
Japan	142.2	178.4	-36.2	-20.3%
North America	17.1	19.8	-2.7	-13.6%
Europe	12.4	16.1	-3.7	-23.0%
Asia & Oceania	19.4	21.2	-1.8	-8.5%
Others	2.0	2.4	-0.4	-16.7%
Depreciation	193.1	237.9	-44.8	-18.8%
<b>R&amp;D</b> Expenditure	290.1	270.1	20.0	7.4%
(Ratio to Sales)	(9.3%)	(9.1%)	20.0	/.4//0

(Unit: Billion of Yen)