

Overview of FY2016 Financial Results	1 / 32
1. Revenue increased due to overseas production volume increase and the growth in sales as well as the depreciation of yen. The operating profit (excludes other income/expenses) increased due to cost reduction effort, production volume increase and the depreciation of yen.	
2. Annual dividend per share is 120 yen (increased by 10 yen from the previous year)	
3. Despite production volume increase and the growth in sales, revenue and operating profit will decrease in FY2017 due to the exchange rate.	
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		F	Y16	F	Y15	Char	nge
Re	venue		4,524.5		4,309.8	+214.7	+5.0%
(Exe exp	cludes other income/ enses)	(8.1%)	365.2	(8.3%)	358.1	+7.1	+2.0%
	er income/ enses		-49.5		-26.8	-22.7	
Op	perating Profit	(7.0%)	315.7	(7.7%)	331.4	-15.6	-4.7%
	ance income/ ts & others(*1)		31.6		40.5	-9.0	
	ofit before come Taxes	(7.7%)	347.3	(8.6%)	371.9	-24.6	-6.6%
Pr	ofit (*2)	(5.4%)	244.3	(6.0%)	258.4	-14.1	-5.5%
						(Unit:Million	s of Units
	Foreign Exchange	JPY	120/\$	JPY	110/\$	+10 JPY	
Pre	Rate	JPY	133/Euro	JPY	139/Euro	-6 JPY	
Preconditio	Domestic Car Production		8.93		9.21	-0.28	-3.1%
ion	Overseas Car Production of Japanese Manufacturers		18.75		18.34	+0.41	+2.2%
	(North America)		(6.26)		(6.00)	(+0.26)	(+4.3%

[Overview of the consolidated financial results]

We posted revenue of 4,524.5 billion yen, up 214.7 billion yen from the previous year, equivalent to annual revenue growth of 5.0%.

Operating profit (excludes other income/ expenses) reached 365.2 billion yen, 7.1 billion yen higher than a year, up 2.0% from the previous year.

We earned profit attributable to owners of the parent company of 244.3 billion yen, down 14.1 billion yen, which is 5.5%, from a year earlier.



[Sales by customer]

Sales to the Toyota Group

Domestic car production level decreased mainly due to compact cars. However, total sales increased boosted by the steady production in North America and China and the growth in sales of active safety products in North America.

Sales to non-Toyota Group companies

- 1)Honda: Sales increased due to the increase in car production mainly in North America and China as well as the growth in sales of gasoline direct injection system.
- 2)Mazda: Sales increased due to the increase in car production in addition to the sales increase in diesel common rail system for SKYACTIV.

Sales to overseas automakers

- 1)FCA(Fiat Chrysler Automobiles): Sales increased due to production volume increase in Europe and growth in sales of air conditioners.
- 2)Ford: Sales increased thanks to sales expansion in North America, China and Europe.



[Sales by product]

Sales of Powertrain Control products

Sales increased due to production volume increase in North America and Europe on the top of sales expansion in gasoline direct injection products.

Sales of Thermal products

Sales increased in Europe and China due to the production volume increase.

Sales of Information & Safety Systems

Sales increased due to the sales expansion of meter in North America and active safety products in Japan and North America.



[Factors that contributed to increases or decreases in operating profit(excludes other income/expenses)]

Negative factors

1) Higher expense: An increase of 19.5 billion yen was mainly due to an increase in R&D expenses for future growth.

2) Higher labor cost: An increase of 16.0 billion yen was due to an increase of salaries in emerging countries.

3) Higher depreciation cost: An increase of 15.2 billion yen was due to an increase in investment costs overseas for new products mainly in Asia.

Positive factors

1) Variable cost reduction: An increase of 30.0 billion yen was due to increased productivity and other efficiencies.

2) Production volume increase: An increase of 26.0 billion yen was due to production volume increase and sales expansion in North America, China and Europe.

3) Depreciation of the yen: An increase of 16.0 billion yen was due to the impact of the weak yen, which is 10 yen lower against the US dollar.



[Revenue and operating profit by operating region]

* Based on Japanese yen



[Revenue and operating profit by operating region]

* Excluding the effect of foreign exchange rates and other income / expenses.

<u>Japan</u>

• Revenue decreased by 0.7% from the previous year due to reduction of production mainly in compact cars.

• Operating profit diminished by 11.7% from the previous year due to the decrease in production volume and the increase in R&D expenses for future growth.

<u>Overseas</u>

• Revenue and profit increased in North America and Asia thanks to the increase in car production and sales expansion.

• In Europe, although revenue increased due to production volume increase and sales growth, operating profit decreased due to the start-up costs and depreciation costs.



[Capital Expenditures, Depreciation and R&D Expenditures]

• Capital expenditure reached 334.1 billion yen, down 20.1 billion yen ,which is 5.7%, from the previous year because of the cost reduction effort.

• In the next fiscal year, we expect effect of cost reduction but we also promote investment in streamlining which lead to 340.0 billion yen.

• Depreciation cost reached 236.8 billion yen, up 16.7 billion yen from the previous year.

• We expect depreciation cost of 248.0 billion yen, up 11.2 billion yen in the next fiscal year.

• R&D expenditures reached 399.3 billion yen, up 2.8 billion yen, which is 0.7%, from the previous year.

•We keep high level of R&D expenditures of 415.0 billion yen in the next fiscal year mainly for reinforcing development in environment and safety products.

FY2017 Financi	ial Forecas	st					9 / 32
	(Ratio to	Revenue)			(Unit:Billio	ns of Yen, %)	
	FY	′17F	F	Y16	Cha	nge	
Revenue)	4,500.0		4,524.5	-24.5	-0.5%	
Operating (Excludes oth		313.0	(8.1%)	365.2	-52.2	-14.3%	
Other income	e/expenses	0.0		-49.5	49.5		
Operating	g Profit ^(7.0%)	313.0	(7.0%)	315.7	-2.7	-0.9%	
Finance incom costs & others		29.0		31.6	-2.6		
Profit be	fore ^(7.6%)	342.0	(7.7%)	347.3	-5.3	-1.5%	
Income							
Profit (32)	(5.2%)	235.0	(5.4%)	244.3	-9.3	-3.8%	
						llions of Units)	
Foreign	Exchange JPY	110/\$	JPY	120/\$	-10 JPY		
Rate	JPY	125/Euro	JPY	133/Euro	-8 JPY		
Production Production Overseas Cal		9.38		8.93	+0.45	+5.0%	
- Japanese Ma		19.49		18.75	+0.74	+4.0%	
(North Ameri	ica)	(6.48)		(6.26)	(+0.22)	+3.6%	
	ome, Finance costs, Foreign t of associates accounted fo			%2 Profit attri	butable to owners	s of the parent company	
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[Full-year financial forecast]

Revenue excluding impact of currency exchange loss will exceed the market expansion due to production volume increase and the growth in sales.

However, considering the latest movement in the foreign exchange markets,

we expect revenue to be 4,500.0 billion yen, operating profit to be 313.0 billion yen.

This forecast is based on the currency rate of 110 yen to the dollar and 125 yen to the euro. Car production volume of Japanese manufacturers will be 93.8 million in domestic and 19.49 million in Overseas.

Return to Share	nolders
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Policy of shareholders return

DENSO intends to allocate retained earnings not only to the capital investment, R&D investment and M&A required to maintain Long-term business development but also to,

- 1. Improve the dividend level stably on an ongoing basis by comprehensively taking into account the consolidated operating results, the payout ratio and the amount of dividends.
- 2. The acquisition of treasury stock while paying attention to the status of funds and market condition.

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10 /32

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[Return to Shareholders]

Despite the operating profit decrease from the previous year, annual dividend per share for FY2016 is 120 yen and for FY2017 expect to be 120 yen.

We will continue to enhance corporate value and further profit return to our shareholders.





<Mid-term Policy 2018>

We formulated Mid-term Policy 2018, which sets out measures for the next three years, to achieve the goals for 2020. We started to work on the Mid-term Policy in fiscal 2016. We will concentrate on three business fields by 2018: "Environment and Security & Safety," "Aftermarket and New Business," and "World Market."

In fiscal 2016, we were able to meet customers' needs by developing, manufacturing, and supplying products, mainly environment and safety products. With the future vision in mind, we invested resources in building the foundation to meet the growing public interest in quality and to keep pace with Toyota's release of its first model based on the TNGA platform in fiscal 2016.

In fiscal 2017, we will accelerate our efforts to attain the Midterm Policy based on the activities in fiscal 2016.



<Environment>

DENSO is conducting integrated research on injection, ignition, and emission treatment for ICEs including gasoline and diesel engines, in order to improve efficiency. We will develop and release small, inexpensive, and highly efficient systems to assist electrification.

In anticipation of ever tighter regulations in respective markets, we will further improve fuel efficiency for all types of drivetrain, including gasoline- and diesel-powered vehicles, electric vehicles, and hybrid vehicles.

By taking full advantage of our diverse business strengths, we will improve the real driving fuel consumption of vehicles through cooperation between thermal systems and the powertrain.



Improving the efficiency of internal combustion engines (Complete utilization of fuel)

This engine ECU is named "ABILCORE," which means a "CORE" that embodies DENSO's high "ABILITY." The injector's injection data can be detected and analyzed more precisely, thus enhancing the precision of injection amount and timing. ABILCORE attains almost ideal combustion with minimal injection amount, and so improves the fuel economy.

The product has been made smaller, and the parts have been standardized. The product is expected to be used in various types of vehicles from small passenger vehicles to large construction equipment.



Improving actual fuel economy

When the air conditioner or lights are used, or when driving in urban areas, the difference between actual fuel economy and the catalog value can be as high as 30 to 40% depending on the situation.

This is mainly due to using the air conditioner in each season. By 2025, we will halve the difference by using "power-saving air conditioning technology" in summer and "heat source creation technology" in winter.

For example, a cold storage evaporator is used to efficiently cool the air, and heat pump technology is used to recover heat from outside air, reduce energy consumption, and help improve the actual fuel economy. The heat pump system will be employed in the Prius PHV.



<Security & Safety>

Car ownership has been increasing globally, but this is accompanied by more traffic accidents.

DENSO became the global leader in developing and massproducing safe driving support products in the 1990s.

To achieve safe mobility through sophisticated technology and help eliminate traffic accidents, we will increase our commitment to assisting safe driving and conducting studies of human beings.



Structure required for achieving safe mobility through sophisticated technology

In January, the ADAS Promotion Division was established across the company to consolidate and accelerate public relations and technology development activities that had been undertaken by respective functional divisions and business units.

Notably, we will recruit excellent human resources through the Tokyo Office to achieve "automated driving" that will require many advanced technologies. We will also speed up and strengthen joint development and collaboration with various companies within and outside Japan.

We aim to achieve automated driving on highways by 2020.



Safe driving support

Since last year, medium and high-end cars are equipped as standard with Toyota Safety Sense P, an active safety product.

The combination of a millimeter-wave radar sensor and a vision sensor enables vehicles and pedestrians to be detected with high reliability. 2018 NCAP will require autonomous emergency braking to protect pedestrians at night and crossing bicycles.

DENSO will improve the sensor technology to deliver advanced functions such as Lane Keeping Assist and Lane Change Assist beyond the 2018 NCAP requirements.



<New Business>

Regarding new business, we started business in six areas including micro grid, security, and agricultural support systems.

We have been working on the "solution business" from the viewpoint of users, to use technologies refined in the automotive components business to solve issues and meet needs in society. We will steadily expand this business.



Electric Power Assist

In a society with a declining birth rate and an aging population, robots are expected to support people in daily life.

The first example is our inspection services using UAVs, commonly known as drones. The need for inspections will increase in line with the aging of roads and bridges. Robots will be used to increase efficiency and safety. We have leveraged our control technologies honed over many years to develop both the ruggedness to fly in strong wind or rain and the ability to hold a stable position close to structures.

The second example is COBOTTA, one of the smallest full-fledged six-axis robot arms in the world. We have used our industrial robot technologies and new safety technologies to achieve human-robot collaboration without a protective fence. This robot arm is lightweight and portable, and two arms can be combined and used as a dualarm robot. Work is underway to enable COBOTTA to be used at factories, laboratories, academic institutions, stores, and homes.



<World Market>

With the increasing global sales of vehicles, we will achieve growth beyond market expansion.

In this context, the "World Market" is particularly important. To expand sales, the Technical Centers we have established in seven regions worldwide will closely work with production bases.

The key issues in development are to offer optimal products in each region that meet various local needs and to develop globally competitive products that leverage local knowledge. The key issue in production is to build a cost-competitive production network.



Global production supply structure

We have enhanced our global production network to release competitive new products, achieve optimal production by multifactory parallel production, and ensure stable quality.

In Indonesia, New Plant 3 launched as many as 10 products in the past two years. We have established a structure to manufacture and supply products near customers.

We will increase management efficiency and strengthen manufacturing training, in order to boost our competitiveness.



<Measures that underpin sustainable growth>

Global HR system introduced (in January 2016)

To survive the intensifying global competition, we will train and promote leaders to important positions to play an active role across countries and regions.

In the old system, human resources management focused on Japanese employees, with different systems employed in each country. In the new system, employees within and outside Japan are evaluated based on the same grading system and criteria, to help increase their awareness and motivation.

We will take full advantage of AQUA WINGS, a global training center at Shizuoka, Japan that is to open in June, to develop global human resources.



Secure human resources

Human resources have two aspects: recruitment and training.

In recruitment, we will secure human resources who have greater sensitivity and excel in new areas through M&A, alliances, and external promotion. We will accelerate our efforts on the automated driving system and Factory IoT.

The other aspect is training. It is widely accepted that true corporate competitiveness depends on "personal abilities." It is essential to train people who are capable, motivated, and ambitious. Therefore, we will continuously cultivate human resources who can learn, think, and take action independently.



Appe	endix
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•Change in FY2016 Geographical Segments by Company Location Forecast 4th Quarter(3months) Geographical Segments by Company Location

- · Non-Consolidated Financial Results
- Pre-Conditions (Foreign Exchange Rate/Car Production)
- Consolidated Revenue by Customer
- · Consolidated Revenue by Product
- Trend of Capital Expenditures, Depreciation and R&D Expenditures
- Capital Expenditures, Depreciation, and R&D Expenditures

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Non-Consolidated Financial Results

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Income Statements(Japanese accounting standards)

Account			EVAE					nge		
		FY	16			FY	15		Amount	Percent
Net Sales	(100.0)	2,425.0	(100.0) :	2,437.2	-12.2	-0.5
Operating Income	Ċ	5.9)	142.2	(7.0)	169.5	-27.3	-16.1
Income Before Income Taxes	(7.8)	189.6	(11.0)	267.2	-77.6	-29.1
NetIncome	(6.5)	156.9	(8.1)	198.2	-41.4	-20.9

28

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		FY2	2016 First-ł	Half	FY20	16 Secon	d-Half		016 Full '	Year	FY2017F	Full Yea
		Prior Year	Actual	Change	Prior Year	Actual	Change	Prior Year	Actual	Change	Forecast	Chang
Foreign Exchange	USD	103	122	+ 18.8	117	118	+ 1.7	110	120	+ 10.2	110	- 1
Rate (Yen)	EUR	139	135	- 3.8	139	130	- 8.6	139	133	- 6.2	125	
Forex Impact on Operating Income	USD							2.5	2.0	-0.5	2.0	
per Yen (Billions of Yen)	EUR							0.7	0.7		0.7	
Car Production of	Domestic	4.59	4.32	- 6%	4.63	4.61	- 0%	9.21	8.93	- 3%	9.38	+ 5
Japanese Manufacturers	North America	2.99	3.13	+ 5%	3.02	3.13	+ 4%	6.00	6.26	+ 4%	6.48	+ 4
(Millions of Units)	Overseas	9.13	9.27	+ 1%	9.21	9.48	+ 3%	18.34	18.75	+ 2%	19.49	+ 4

	(Unit: Billions								
	FY	16	FY	15	Chang	je			
	Amount	% to Total	Amount	% to Total	Amount	%			
Toyota	1,907.2	42.2	1,846.5	42.9	60.7	3.3			
Daihatsu	87.9	1.9	105.6	2.5	-17.6	-16.7			
Hino	52.3	1.2	55.0	1.3	-2.7	-4.9			
Toyota Group	2,047.5	45.3	2,007.1	46.7	40.4	2.0			
Honda	359.2	7.9	311.6	7.2	47.6	15.3			
FCA	220.5	4.9	207.8	4.8	12.7	6.1			
Ford	155.8	3.4	103.7	2.4	52.1	50.3			
GM	150.8	3.3	129.9	3.0	20.9	16.1			
Hyundai/Kia	148.5	3.3	140.7	3.3	7.8	5.6			
Mazda	114.0	2.5	105.4	2.4	8.7	8.2			
Suzuki	101.5	2.2	108.1	2.5	-6.6	-6.1			
/W/AUDI	81.2	1.8	85.8	2.0	-4.6	-5.4			
uji	80.9	1.8	74.7	1.7	6.1	8.2			
Vissan	75.0	1.7	57.3	1.3	17.8	31.0			
suzu	52.7	1.2	51.5	1.2	1.2	2.4			
Mitsubishi	48.8	1.1	51.4	1.2	-2.6	-5.0			
3MW	46.4	1.0	41.0	1.0	5.4	13.2			
Benz	36.2	0.8	34.5	0.8	1.7	5.0			
PSA	26.7	0.6	20.9	0.5	5.9	28.2			
/olvo	26.1	0.6	15.1	0.3	11.1	73.5			
laguar/Land Rover	19.4	0.4	21.8	0.5	-2.4	-11.0			
DE Sales for others	256.8	5.7	262.5	6.1	-5.8	-2.2			
OEM Total	4,048.2	89.5	3,830.7	88.9	217.5	5.7			
After-market, New business & Others(*)	476.3	10.5	479.1	11.1	-2.7	-0.6			
otal	4,524.5	100.0	4,309.8	100.0	214.7	5.0			

	FY1	6	FY1	5	Chang	e
	Amount	% to Total	Amount	% to Total	Amount	%
Powertrain Control	1.619.7	35.8	1,529.0	35.5	90.7	5.9
Thermal	1,409.9	31.2	1,343.8	31.2	66.1	4.9
Information & Safety Systems	689.3	15.2	626.6	14.5	62.7	10.0
Electronic	372.2	8.2	373.2	8.7	-1.0	-0.3
Small Motors	306.6	6.8	302.3	7.0	4.3	1.4
Others(*)	64.5	1.4	68.6	1.6	-4.2	-6.1
Automotive Total	4,462.2	98.6	4,243.6	98.5	218.6	5.2
New Business Total	62.4	1.4	66.2	1.5	-3.9	-5.8
Total	4,524.5	100.0	4,309.8	100.0	214.7	5.0
	4,524.5	100.0	4,309.8			

			Change		Change
	FY15	FY16	Percent	FY17F	Percent
Japan	189.0	191.0	1.1%	200.5	5.0%
North America	48.5	45.6	-6.0%	43.5	-4.6%
Europe	29.2	30.9	5.8%	31.5	1.9%
Asia	83.1	64.9	-21.9%	63.0	-2.9%
Others	4.4	1.7	-61.4%	1.5	-11.8%
Capital Expenditures	354.2	334.1	-5.7%	340.0	1.8%
Japan	133.3	134.6	1.0%	143.0	6.2%
North America	23.4	28.0	19.7%	30.0	7.1%
Europe	17.0	19.1	12.4%	20.0	4.7%
Asia	42.8	52.0	21.5%	53.0	1.9%
Others	3.6	3.1	-13.9%	2.0	-35.5%
Depreciation	220.1	236.8	7.6%	248.0	4.7%
R&D Expenditure	396.4	399.3	0.7%	415.0	2.0%
(Ratio to Sales)	(9.2%)	(8.8%)	0.7%	(9.2%)	3.9%