

FY2019 3rd Quarter Financial Results ended Dec 31, 2018

HIGH-LIGHT

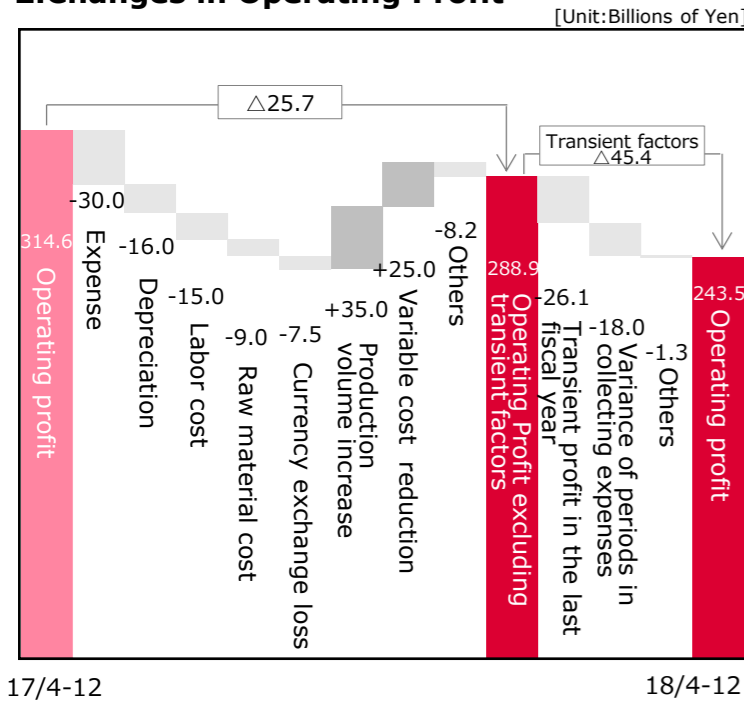
- Despite market slowdown in Europe and China, revenue increased in all regions due to the increase in global car production and sales expansion as well as the subsidiaries DENSO TEN which was consolidated in Nov. 2017. Operating profit decreased due to increase in investment for future growth, transient profit in the last fiscal year and variance of periods in collecting expenses.
- Downward revision to full-year forecast considering environmental factors such as market trend and the increase in raw material cost.

1. Consolidated Financial Results (IFRS)

	2018/4-12		2017/4-12		Change		(Ratio to Revenue)		[Unit: Billions of Yen, %]	
	Amount	Percent	Amount	Percent	18/4-19/3 Forecast		Change from Oct.		Amount	Percent
					Original	Revised	Amount	Percent		
Revenue	(100.0) 3,979.7	(100.0) 3,699.1	280.6	7.6	(100.0) 5,400.0	(100.0) 5,370.0	-30.0	-0.6		
Operating profit	(6.1) 243.5	(8.5) 314.6	-71.1	-22.6	(7.3) 393.0	(7.1) 380.0	-13.0	-3.3		
Profit before income taxes	(6.9) 276.2	(9.6) 353.6	-77.4	-21.9	(8.0) 430.0	(7.7) 415.0	-15.0	-3.5		
Profit for the period (※)	(4.8) 192.0	(6.8) 251.3	-59.3	-23.6	(5.6) 305.0	(5.5) 295.0	-10.0	-3.3		
Foreign Exchange Rate (US\$)	111 Yen	112 Yen			110 Yen	110 Yen				
Foreign Exchange Rate (Euro)	129 Yen	129 Yen			130 Yen	130 Yen				
Domestic Car Production	6.96 Mil units	6.93 Mil units			9.57 Mil units	9.50 Mil units				
Overseas Car Production of Japanese Manufacturers	15.42 Mil units	15.16 Mil units			20.69 Mil units	20.32 Mil units				

※ Profit attributable to owners of the parent company

2. Changes in Operating Profit

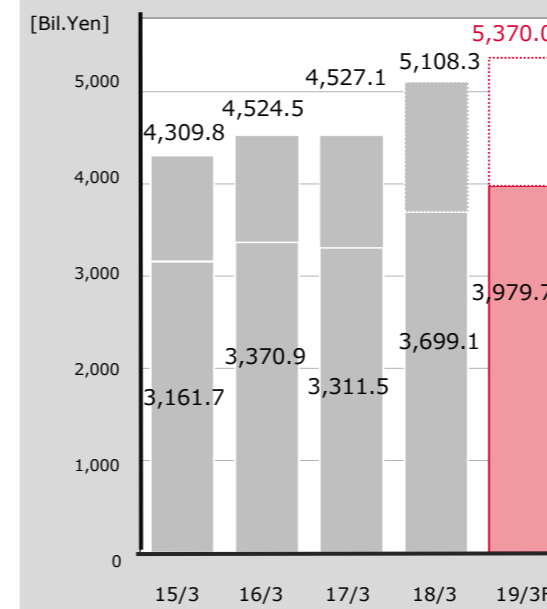


3. Geographic Segments By Company Location

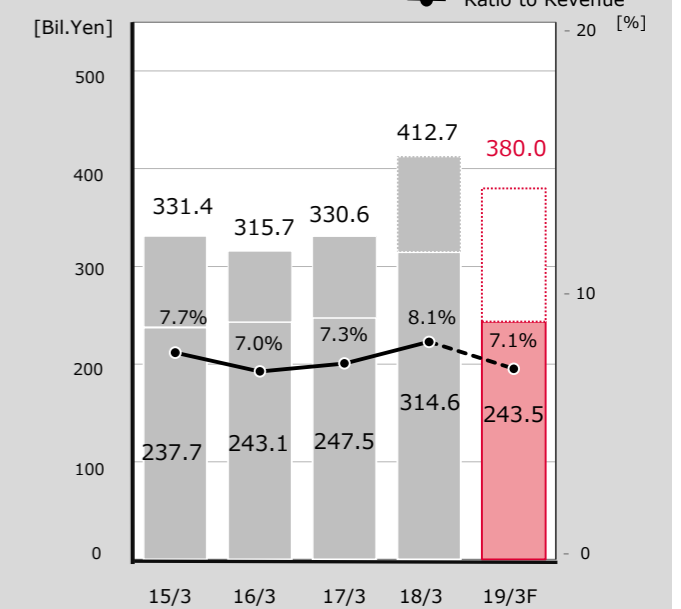
	18/4-12		17/4-12		Change	Local Currency	18/4-19/3 Forecast	
	Revenue	Margin	Revenue	Margin			Revenue	Margin
Japan	2,412.0	-	2,231.7	-	8.1%	8.1%	3,321.0	
North America	904.0	-	840.2	-	7.6%	8.4%	1,194.0	
Europe	488.6	-	476.8	-	2.5%	2.9%	664.0	
Asia	1,084.4	-	973.9	-	11.3%	12.2%	1,416.0	
Others	52.9	-	61.5	-	-14.0%	11.4%	66.0	
Eliminations	-962.3	-	-885.2	-	-	-	-1,291.0	
Total	3,979.7	-	3,699.1	-	7.6%	8.5%	5,370.0	
Japan	97.8	4.1%	161.1	7.2%	-39.3%	-39.3%	178.5	
North America	22.2	2.5%	31.2	3.7%	-28.8%	-27.3%	40.0	
Europe	14.3	2.9%	14.0	2.9%	1.9%	3.1%	22.5	
Asia	102.2	9.4%	100.6	10.3%	1.6%	1.7%	131.5	
Others	8.7	16.5%	11.3	18.3%	-22.7%	4.0%	10.0	
Eliminations	-1.6	-	-3.6	-	-	-	-2.5	
Total	243.5	6.1%	314.6	8.5%	-22.6%	-21.4%	380.0	

Reference

① Revenue



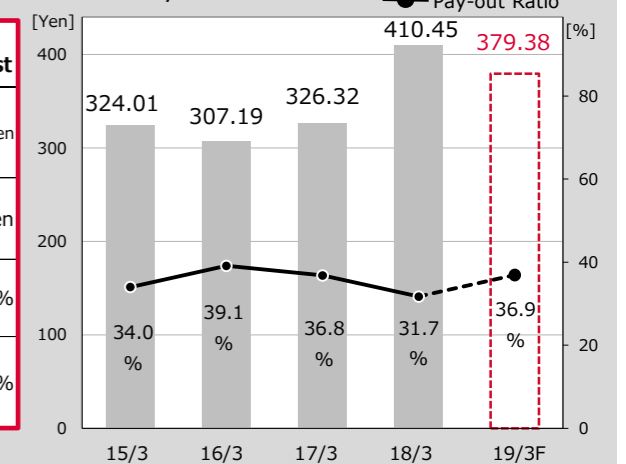
② Operating Profit



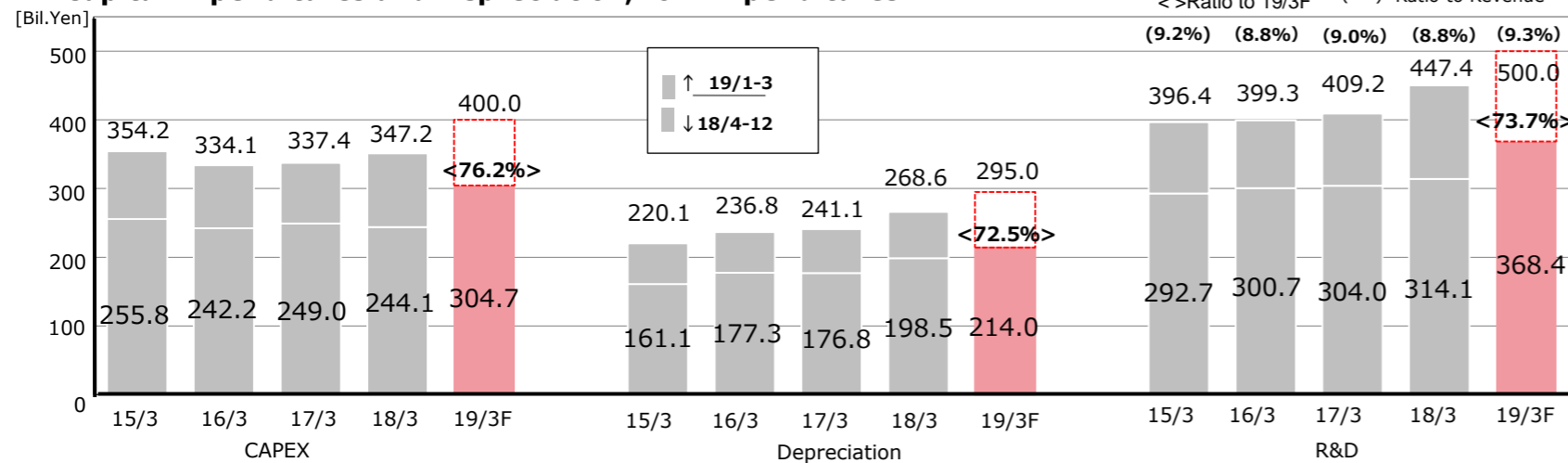
③ Financial Indices (Consolidated)

	15/3	16/3	17/3	18/3	19/3 Forecast
EPS	324.01 Yen	307.19 Yen	326.32 Yen	410.45 Yen	379.38 Yen
Dividends per Share	110 Yen	120 Yen	120 Yen	130 Yen	140 Yen
Pay-out Ratio	34.0 %	39.1 %	36.8 %	31.7 %	36.9 %
ROE	8.4 %	7.6 %	8.0 %	9.3 %	8.2 %

EPS·Pay-out Ratio



4. Capital Expenditures and Depreciation, R&D Expenditures



Sustainability Management

Environment

- Prevention of global warming
- Prevention of air pollution/Reduction of environmental burden
- Effective utilization of resources
- Conservation of water resources

Peace of Mind

- Development of safety related products
- movement gaps cancellation
- Reduction of traffic accident
- Decreasing birthrate and aging population

Governance

- Promotion of diversity
- Work style reforms
- 6 other items

