

Results Briefing FY2010-3Q

ALPS ELECTRIC CO., LTD.

Perfecting the Art of Electronics
ALPS[®]

COPYRIGHT(C) 2010 ALPS ELECTRIC CO., LTD. ALL RIGHTS RESERVED.

Results for FY2010 – 3Q



Summary

(Unit: Billions of JPY)

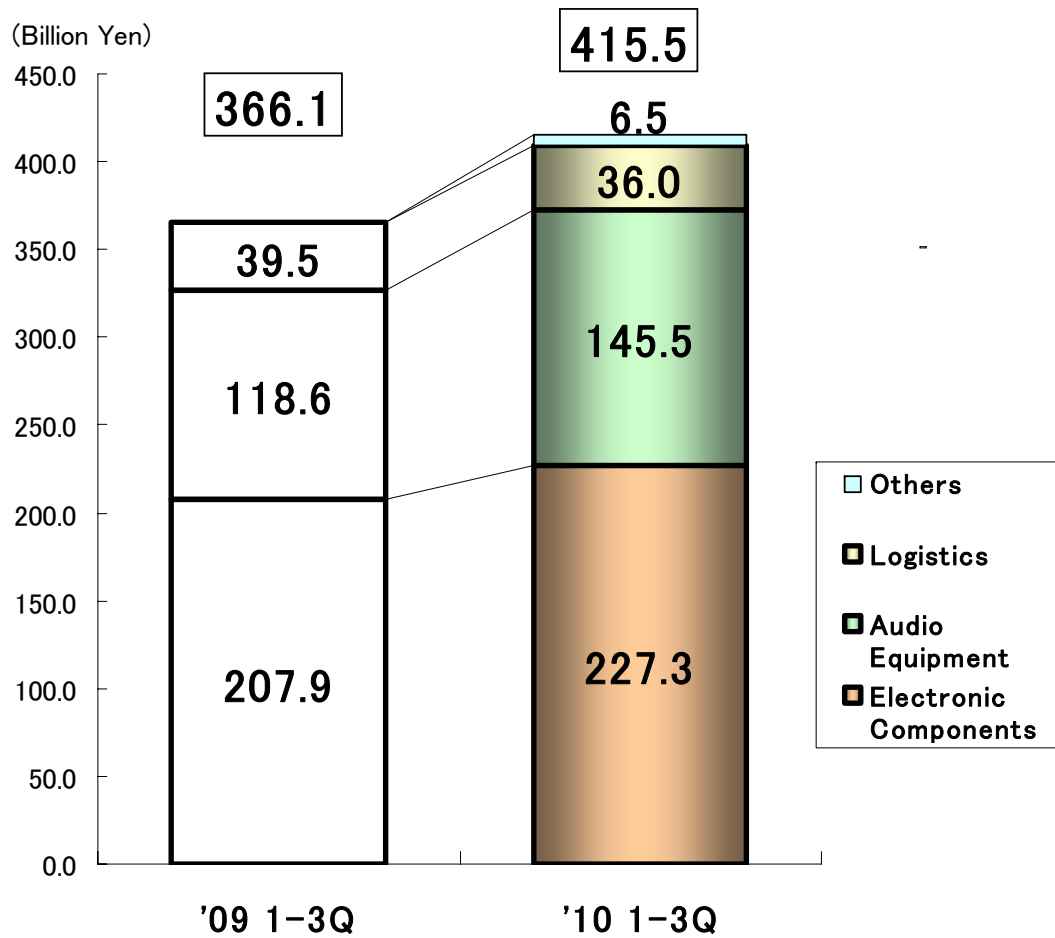
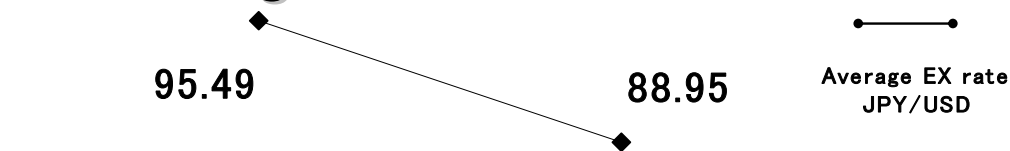
	FY2009		FY2010						Difference vs.'09 1-3Q		Difference vs.'10 2Q			
	1~3Q Results		1 Q Results		2 Q Results		3 Q Results		1~3Q Results					
Electronic Components	207.9		72.0		80.9		74.3		227.3		19.3	9.3%	-6.6	-8.2%
(AUTO Division)	(81.3)		(31.8)		(30.4)		(30.4)		(92.7)		(11.4)	14.0%	(0.0)	0.0%
(HM&I Division)	(126.6)		(40.2)		(50.4)		(43.8)		(134.5)		(7.9)	6.2%	(-6.6)	-13.1%
Audio Equipment	118.6		48.5		48.3		48.7		145.5		26.9	22.7%	0.4	0.9%
Logistics			11.8		11.9		12.2		36.0		---		0.3	3.2%
Others	39.5		2.0		2.3		2.1		6.5		---		-0.2	-10.8%
Net Sales	366.1		134.4		143.5		137.4		415.5		49.3	13.5%	-6.0	-4.2%
Electronic Components	-1.7	-0.8%	3.2	4.5%	3.6	4.5%	3.4	4.6%	10.3	4.5%	12.0	---	-0.1	-4.9%
Audio Equipment	-3.1	-2.7%	4.0	8.3%	2.9	6.1%	2.7	5.7%	9.7	6.7%	12.9	---	-0.1	-6.7%
Logistics	2.4	6.3%	1.0	9.0%	0.8	6.8%	1.2	9.9%	3.1	8.6%	---	---	0.4	50.4%
Others			0.0	1.7%	0.0	3.5%	0.2	9.9%	0.3	5.0%			0.1	154.7%
Eliminations	0.7		0.0		0.1		0.1		0.3		-0.4		0.0	
Operating Income	-1.6	-0.5%	8.4	6.3%	7.6	5.3%	7.7	5.6%	23.8	5.7%	25.4	---	0.1	1.5%
Ordinary Income	-3.3	-0.9%	5.6	4.2%	5.0	3.6%	6.7	4.9%	17.4	4.2%	20.8	---	1.6	32.4%
Net Income	-7.2	-2.0%	3.2	2.4%	2.6	1.9%	1.9	1.4%	7.8	1.9%	15.1	---	-0.7	-27.9%
F	JPY/USD	93.56	92.01	85.90	82.64	86.85					-6.71		-3.26	
X	JPY/EUR	133.00	116.99	110.70	112.23	113.31					-19.69		1.53	

Note: As of the beginning of this period, what was previously the "Logistics and Others" segment is now being displayed as separate "Logistics" and "Others" categories.

Results for FY2010 – 3Q



Change in Consolidated Sales



Change + 49.3 Billion Yen

◇Effect of exchange rate

- 21.2 Billion Yen

- Depreciation of USD against JPY - 7.5 Billion Yen
- Depreciation of EUR against JPY - 10.6 Billion Yen
- Other currencies - 3.1 Billion Yen

◇Excluding exchange rate effect

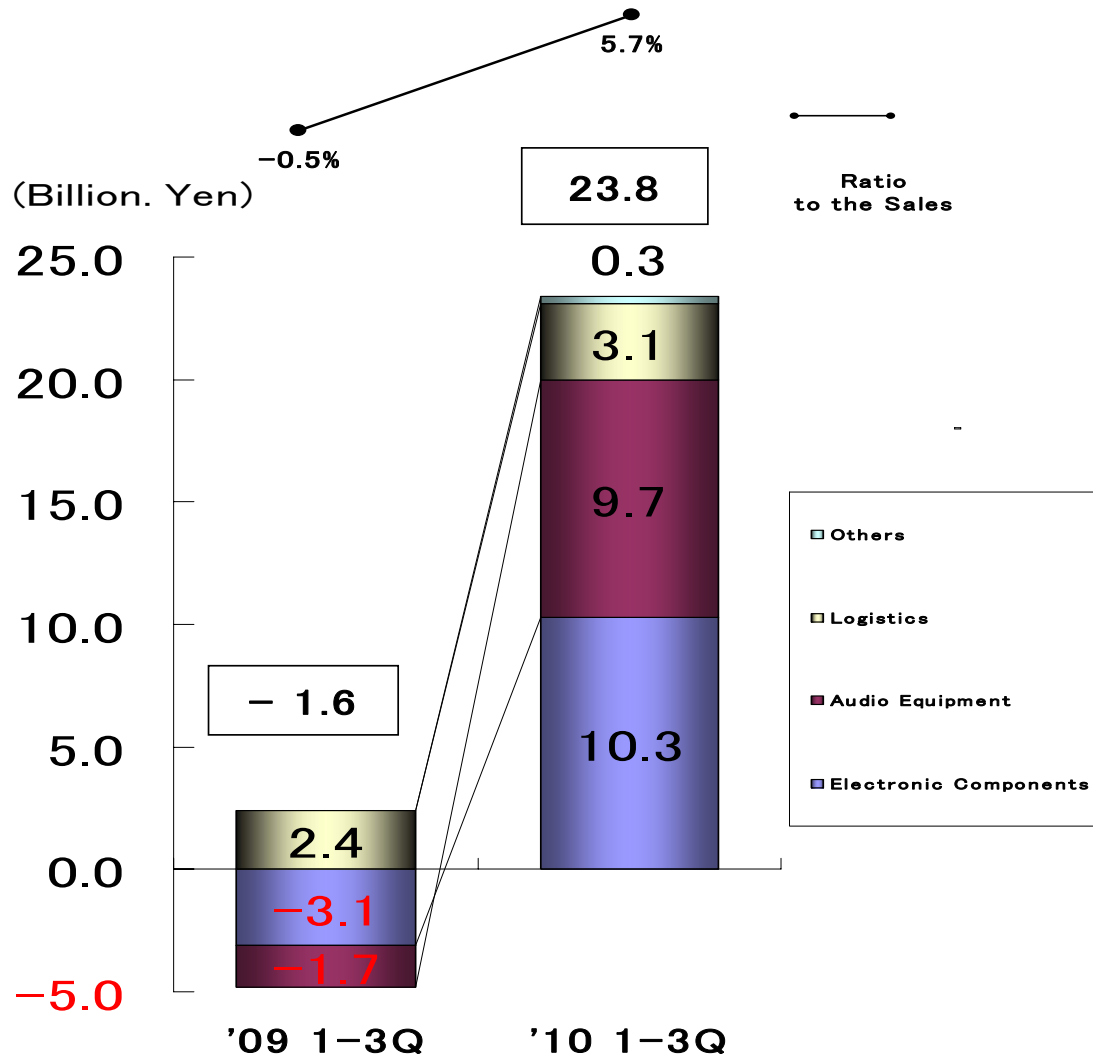
+ 70.6 Billion Yen

- Increase in sales of Electronic Components +32.2 Billion Yen
- Increase in sales of Audio Equipment +35.3 Billion Yen
- Increase in sales of Logistics and others + 3.0 Billion Yen

Results for FY2010 – 3Q



Change in Operating Income



Change + 25.4 Billion Yen

◇ Effect of exchange rate

- 4.9 Billion Yen

- Depreciation of USD against JPY - 1.8 Billion Yen
- Depreciation of EUR against JPY - 2.7 Billion Yen
- Other Currencies - 0.4 Billion Yen

◇ Excluding exchange rate effect

+ 30.4 Billion Yen

- Increase in Electronic Components +15.0 Billion Yen
- Increase in Audio Equipment +14.8 Billion Yen
- Increase in Logistics & Others + 0.5 Billion Yen

Note: Data shown is before elimination of consolidated accounts.

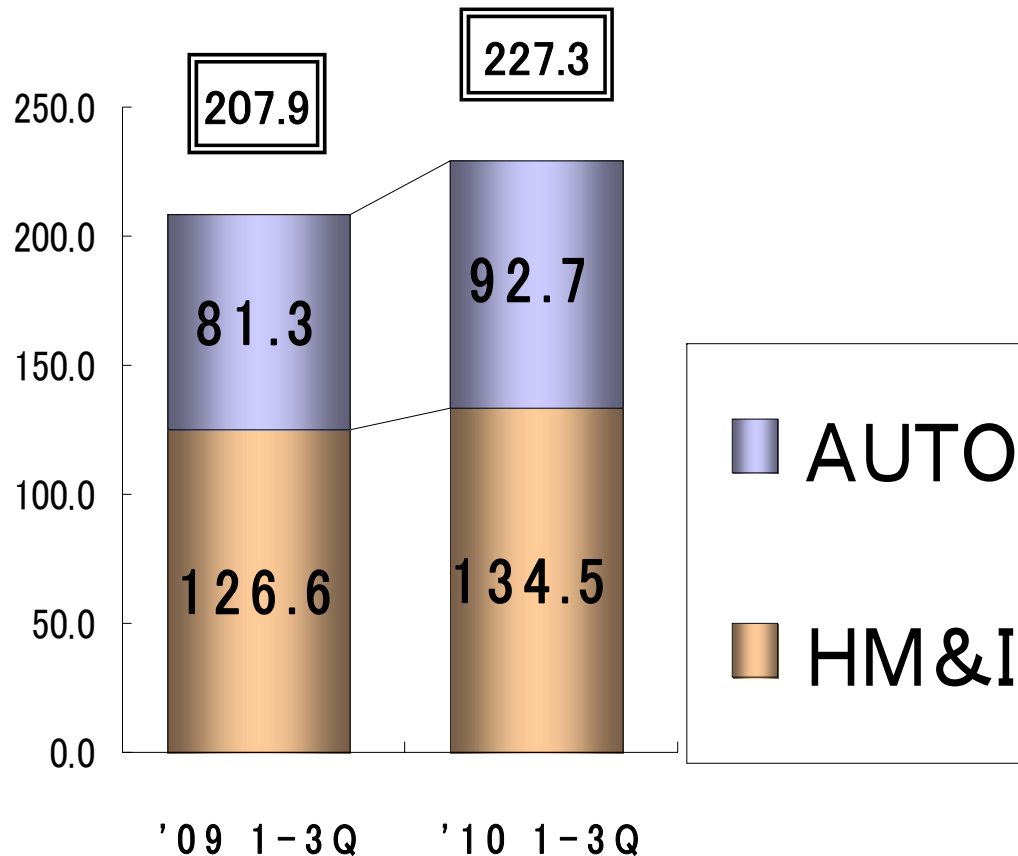
Results for FY2010 – 3Q

Overview of Electronic Components Segment



Breakdown of Sales

(Billion Yen)



Change + 19.3 Billion Yen

AUTO + 11.4 Billion Yen

- Sales of both component products for luxury automobiles and automotive electronics remain steady due to a stable recovery in automobile production volume.

HM & I +7.9 Billion Yen

- Touch panel sales are rising well in light of more demand for mobile devices such as smart-phones.

(+3.3 Billion Yen)

- Increase in sales of new module products for home game consoles.

(+10.7 Billion Yen)

- Decrease in sales of key-boards for notebook PCs due to decrease in demand in the PC market.

(- 4.6 Billion Yen)

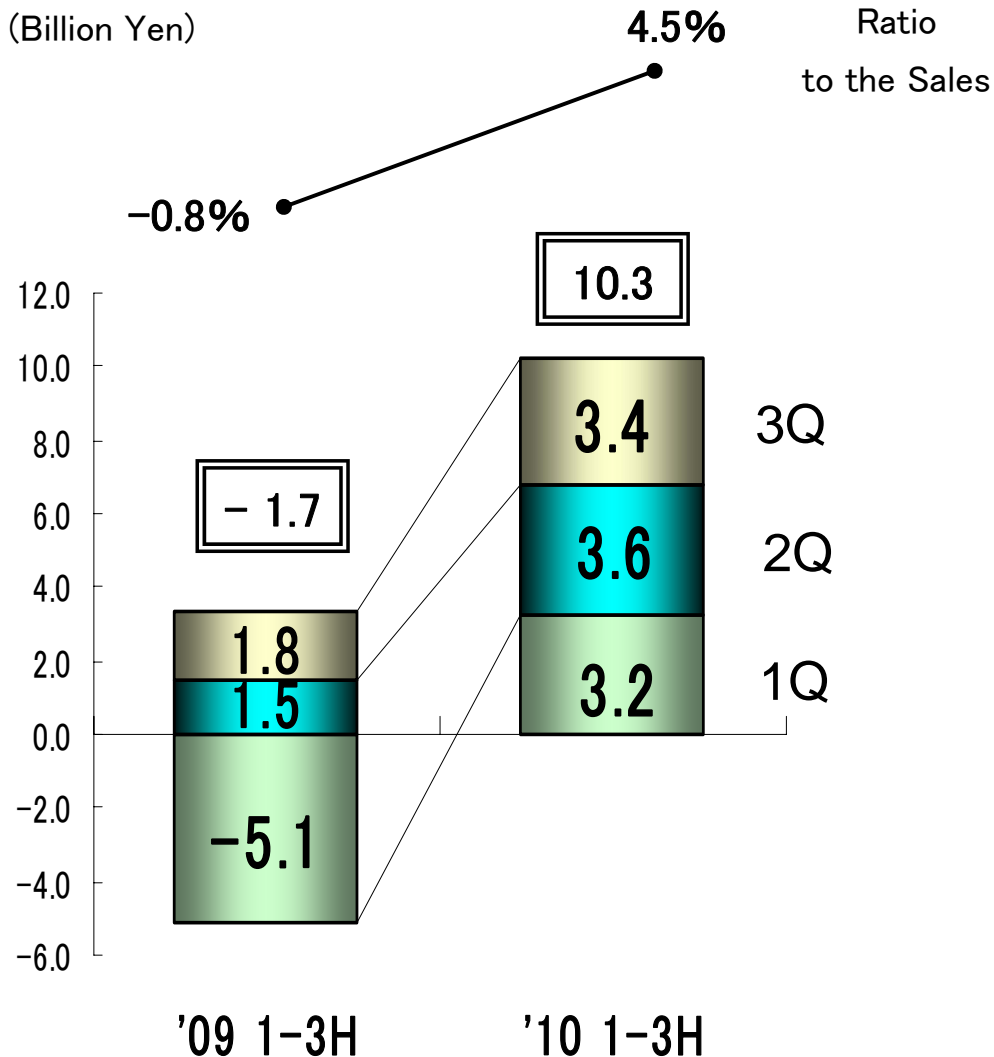
Results for FY2010 – 3Q

Overview of Electronic Components Segment



Change in Operating Income

(Billion Yen)



Change + 12.0 Billion Yen

◇ Effect of exchange rate

- 3.0 Billion Yen

- Depreciation of USD against JPY - 1.3 Billion Yen
- Depreciation of EUR against JPY - 1.2 Billion Yen
- Other Currencies - 0.5 Billion Yen

◇ Excluding exchange rate effect

+ 15.0 Billion Yen

- Increase in Net Sales + 14.5 Billion Yen
- Costs decreased due to implementation of structural reforms etc. + 0.5 Billion Yen

(Reference) Effect of Fluctuation of Exchange Rates

■ Amount Affected to Sales and Operating Income Per ¥1

< Consolidation Base >

- Sales:

 - 0.25 Billion Yen/month against USD

 - 0.05 Billion Yen/month against EUR

- Operating Income:

 - 0.04 Billion Yen/month against USD

 - 0.02 Billion Yen/month against EUR

< Electronic Components Segment >

- Sales:

 - 0.19 Billion Yen/month against USD

 - 0.02 Billion Yen/month against EUR

- Operating Income:

 - 0.03 Billion Yen/month against USD

 - 0.01 Billion Yen/month against EUR

Note: Based on the results of FY2010 - 1-3Q



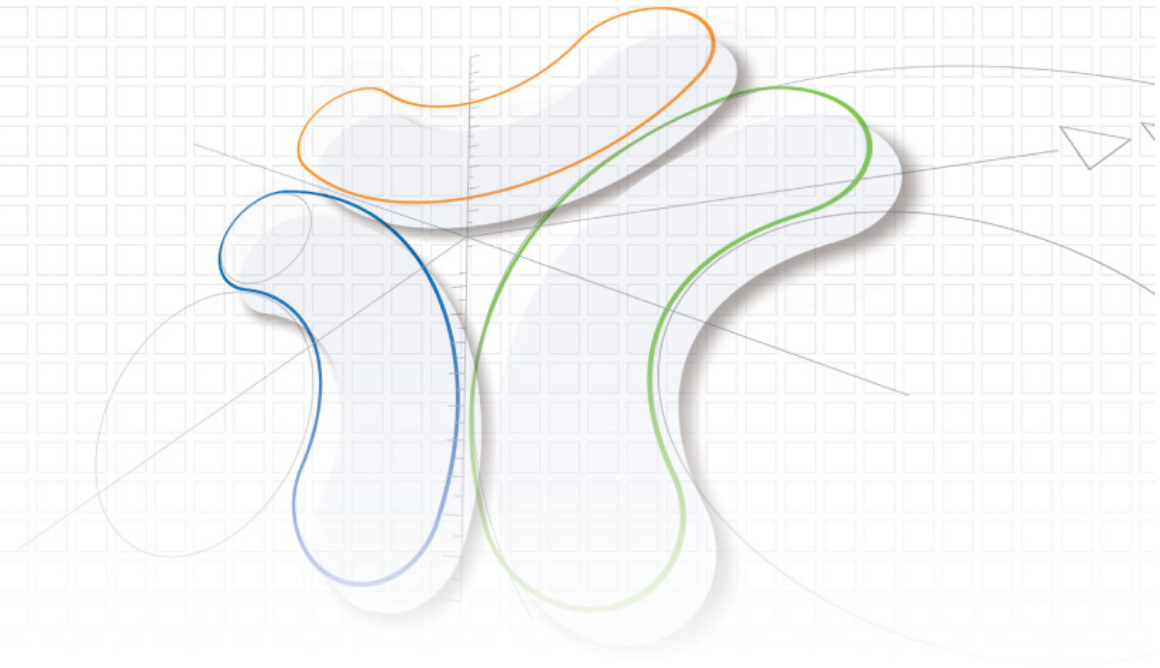
Summary

(Unit: Billions of JPY)

		FY2009		FY2010		Difference	
		Results		Forecast ('11 1/31)		vs.'09 Results	
	Electronic Components	274.1		293.0		18.8	
	(AUTO Division)	(112.5)		(122.0)		(9.4)	
	(HM&I Division)	(161.6)		(171.0)		(9.3)	
	Audio Equipment	166.1		193.0		26.8	
	Logistics	53.2		47.0		-----	
	Others			8.0			
Net Sales		493.6		541.0		47.3	9.6%
	Electronic Components	0.3	0.1%	14.5	4.9%	14.1	-----
	Audio Equipment	0.2	0.1%	10.0	5.2%	9.7	-----
	Logistics	3.7	7.1%	4.0	8.5%	-----	-----
	Others			0.3	3.8%		
	Eliminations	0.3		-0.3		-0.6	
Operating Income		4.7	1.0%	28.5	5.3%	23.7	-----
Ordinary Income		1.6	0.3%	22.5	4.2%	20.8	-----
Net Income		0.5	0.1%	14.5	2.7%	13.9	-----
F	JPY/USD	92.85		85.14		-7.71	
X	JPY/EUR	131.15		112.48		-18.67	

Note: No change in FY2010 full-year estimates as announced on 1st November, 2011.

Estimated FX-Rate: FY2010-4Q USD 80.00JPY EUR 110.00JPY



The contents included in this presentation are based on currently available information. To the extent that statements in this presentation do not relate to historical or current facts, they constitute forward-looking statements based on current assumptions and beliefs. Alps Electric cannot guarantee the outcome of these forward-looking statements. Finally, the information in this presentation is not subject to inspection by certified public accountants.

Perfecting the Art of Electronics
ALPS[®]

Consolidated financial results FY2010-3Q (End 2010/12)

Basic Datas

Jan, 2011

Alps Electric Co., Ltd.

1. Outline

(Unit : 100 million Yen)

	FY2009					FY2010				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Net Sales	1,083	1,285	1,291	1,274	4,936	1,344	1,435	1,374	—	5,410
Domestic	321	390	359	353	1,424	362	384	369	—	—
Overseas	762	895	931	921	3,511	982	1,050	1,005	—	—
Operating Income	△91	15	58	64	47	84	76	77	—	285
Ordinary Income	△94	0	60	50	16	56	51	67	—	225
Net Income	△84	△11	23	78	5	32	26	19	—	145

2. Net Sales (by segments)

(Unit : 100 million Yen)

	FY2009					FY2010				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Electronic Components	604	757	716	662	2,741	720	809	743	—	2,930
AUTO	237	272	303	311	1,125	318	304	304	—	1,220
HM&I	367	485	413	350	1,616	402	504	438	—	1,710
Audio equipment	354	397	434	475	1,661	485	483	487	—	1,930
Logistics	124	130	139	137	532	118	119	122	—	470
Others	—	—	—	—	—	20	23	21	—	80
Total	1,083	1,285	1,291	1,274	4,936	1,344	1,435	1,374	—	5,410

(Ref.) From the beginning of this fiscal year, the "Logistics and others segment" has been split into the "Logistics segment" and "Others" due to the change of reporting segments.

3. Operating Income

(Unit : 100 million Yen)

	FY2009					FY2010				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Electronic Components	△51	15	18	21	3	32	36	34	—	145
Audio equipment	△48	△8	24	33	2	40	29	27	—	100
Logistics	7	6	11	13	37	10	8	12	—	40
Others	—	—	—	—	—	0	0	2	—	3
Eliminations	0	2	4	△3	3	0	1	1	—	△3
Total	△91	15	58	64	47	84	76	77	—	285

4. Capital Expenditures

(Unit : 100 million Yen)

	FY2009					FY2010				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Electronic Components	42	28	19	28	119	21	47	39	—	172
Audio equipment	13	10	6	13	43	11	9	12	—	37
Logistics	4	4	5	10	25	5	1	2	—	16
Others	—	—	—	—	—	1	1	1	—	5
Eliminations	△1	△4	△0	2	△3	△0	0	△0	—	△0
Total	58	39	30	55	184	40	60	55	—	230

(Ref.) Estimate booked on the basis of order forecast including lease.

5. Depreciation Expenses

(Unit : 100 million Yen)

	FY2009					FY2010				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Electronic Components	30	25	27	23	107	23	22	23	—	93
Audio equipment	21	21	20	19	83	17	17	17	—	74
Logistics	5	5	6	4	22	4	4	4	—	16
Others	—	—	—	—	—	1	1	1	—	5
Eliminations	△0	△1	△2	3	△1	△0	△0	△0	—	△0
Total	57	51	52	51	212	46	45	45	—	188

6. R & D Expenses

(Unit : 100 million Yen)

	FY2009					FY2010				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Electronic Components	29	23	21	21	96	28	33	29	—	124
Audio equipment	57	50	43	30	181	44	35	41	—	165
Logistics	0	0	0	△0	0	—	—	—	—	—
Others	—	—	—	—	—	0	0	0	—	0
Total	86	73	65	52	278	73	69	70	—	291

7. Inventories

(Unit : 100 million Yen)

	2009/6	2009/9	2009/12	2010/3		2010/6	2010/9	2010/12
Electronic Components	315	313	328	297		333	342	339
Audio equipment	209	190	205	177		212	230	251
Logistics	8	6	6	6		6	8	9
Others	—	—	—	—		0	0	0
Eliminations	△0	△0	△0	△0		△0	△0	△0
Total	533	510	539	481		553	581	601

8. Employees

(Unit : Person)

	2009/6	2009/9	2009/12	2010/3		2010/6	2010/9	2010/12
Electronic Components	21,274	21,121	20,703	20,633		21,170	21,257	21,175
Audio equipment	10,347	10,621	10,506	10,913		10,932	10,880	11,030
Logistics	4,941	4,917	4,953	4,974		4,216	4,308	4,399
Others	—	—	—	—		821	816	808
Total	36,562	36,659	36,162	36,520		37,139	37,261	37,412
(Non Consolidated)	5,992	5,942	5,926	5,854		5,769	5,697	5,676

(Ref.) All figures exclude temporary employees.