



# Results Briefing FY2011-3Q

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***ALPS ELECTRIC CO., LTD.***

Perfecting the Art of Electronics

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# Results for FY2011 – 3Q

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## Summary

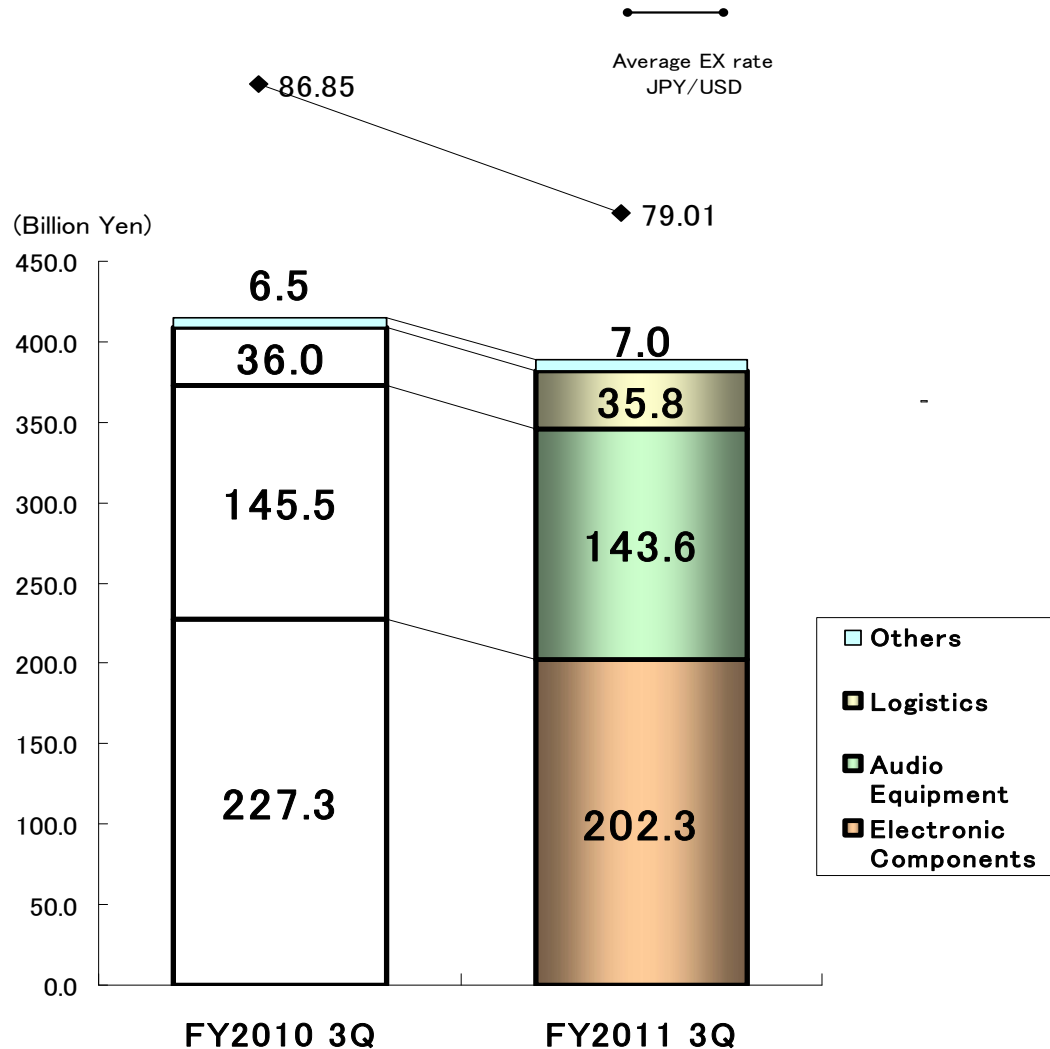
(Unit: Billions of JPY)

	FY2010	FY2011						Difference vs.'10 1-3Q		Difference vs.'11 2Q				
	1 - 3Q Results	1 Q Results		2Q Results		3Q Results						1 - 3Q Results		
Electronic Components	227.3	62.0	72.6	67.6	202.3	-25.0	-11.0%	-4.9	-6.9%					
(AUTO Division)	(92.7)	(29.9)	(31.1)	(39.3)	(100.4)	(7.6)	8.3%	-(8.1)	26.2%					
(HM&I Division)	(134.5)	(32.1)	(41.4)	(28.2)	(101.8)	-(32.7)	-24.3%	-(13.1)	-31.7%					
Audio Equipment	145.5	46.0	47.8	49.7	143.6	-1.9	-1.4%	1.8	4.0%					
Logistics	36.0	11.8	11.8	12.1	35.8	-0.1	-0.3%	0.3	2.6%					
Others	6.5	2.0	2.5	2.4	7.0	0.5	8.1%	-0.0	-2.6%					
Net Sales	415.5	121.9	134.9	132.0	388.9	-26.5	-6.4%	-2.8	-2.1%					
Electronic Components	10.3	-0.5	2.3	1.4	3.2	-7.0		-0.8						
Audio Equipment	9.7	1.5	1.5	1.4	4.5	-5.2		-0.1						
Logistics	3.1	0.8	0.8	1.1	2.8	-0.2		0.2						
Others	0.3	0.2	0.2	0.2	0.7	0.4		0.0						
Eliminations	0.3	0.1	0.1	0.0	0.3	0.0		-0.1						
Operating Income	23.8	5.7%	2.2	1.8%	5.1	3.8%	4.3	3.3%	11.7	3.0%	-12.0	-50.8%	-0.8	-16.5%
Ordinary Income	17.4	4.2%	1.6	1.3%	4.0	3.0%	4.3	3.3%	10.0	2.6%	-7.4	-42.7%	0.3	9.7%
Net Income	7.8	1.9%	-1.6	-1.3%	2.7	2.0%	-0.3	-0.2%	0.8	0.2%	-7.0	-89.8%	-3.0	-111.4%

F	JPY/USD	86.85	81.74	77.89	77.41	79.01	-7.84	-0.48
X	JPY/EUR	113.31	117.40	110.19	104.33	110.64	-2.67	-5.86

# Results for FY2011 – 3Q

## Change in Consolidated Sales



**Change - 26.5 Billion Yen**

### Excluding exchange rate effect

-14.2 Billion Yen

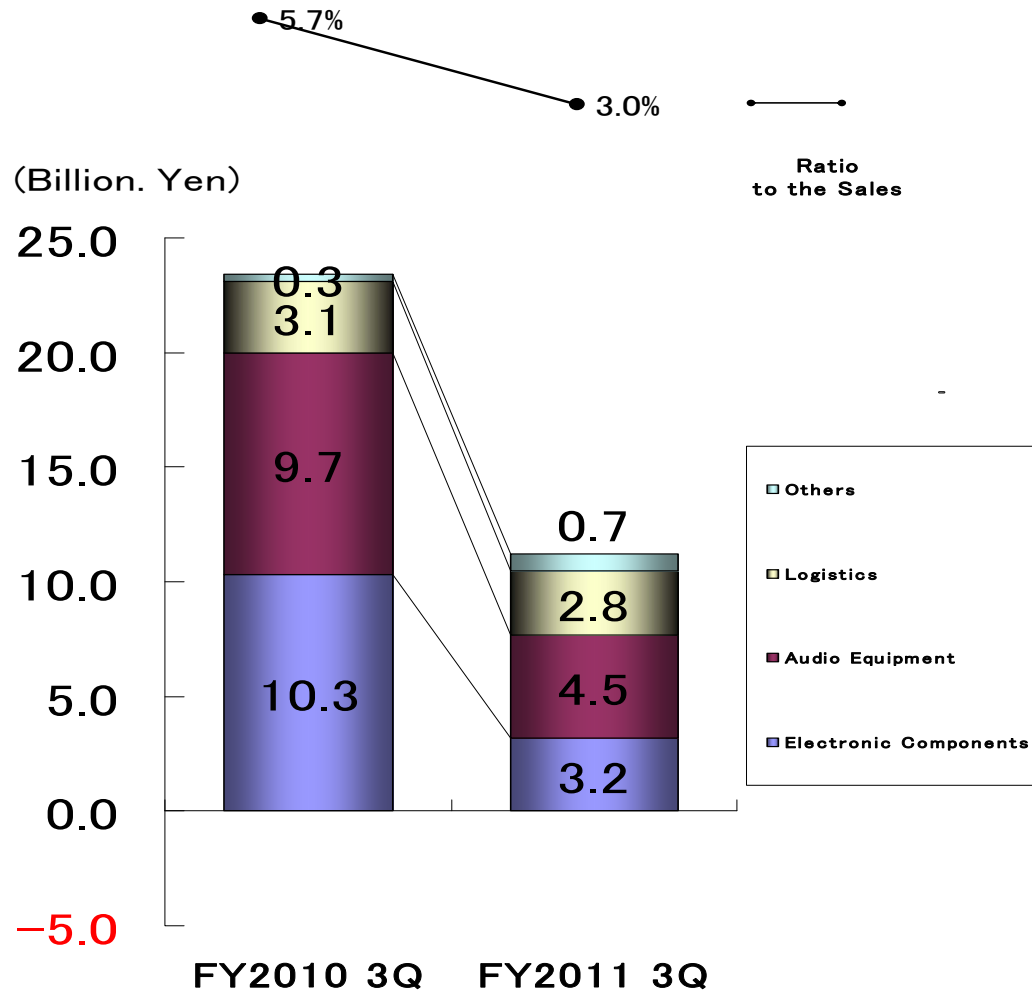
Electronic Components	-17.6 Billion Yen
Audio Equipment	+2.9 Billion Yen
Logistics	-0.1 Billion Yen

### Effect of exchange rate -12.3 Billion Yen

USD against JPY	-9.3 Billion Yen
EUR against JPY	-1.3 Billion Yen
Other currencies	-1.6 Billion Yen

# Results for FY2011 – 3Q

## Change in Operating Income



**Change - 12.0 Billion Yen**

Excluding exchange rate effect

-9.1 Billion Yen

Electronic Components -4.7 Billion Yen

Audio Equipment -4.5 Billion Yen

Logistics -0.1 Billion Yen

Others +0.5 Billion Yen

Effect of exchange rate

-2.9 Billion Yen

USD against JPY -2.5 Billion Yen

EUR against JPY +0.3 Billion Yen

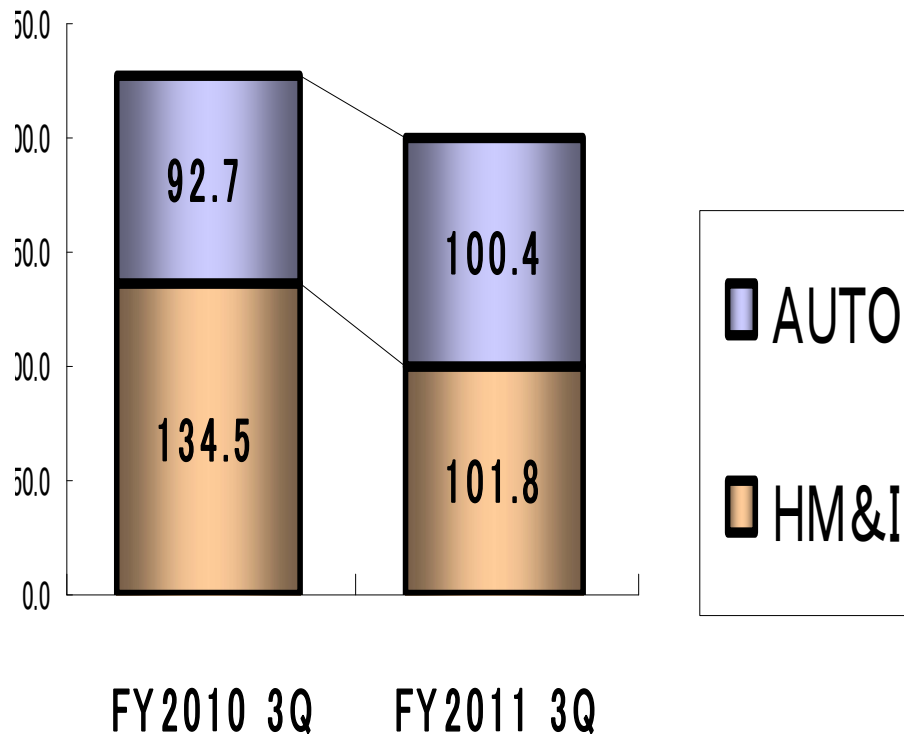
Note: Data shown is before elimination of consolidated accounts.

# Results for FY2011 – 3Q

## Overview of Electronic Components Segment

### Breakdown of Sales

(Billion Yen)



**Change - 25.0 Billion Yen**

AUTO (92.7 → 100.4 +7.6 Billion Yen)  
 Under the influence of the flood in Thailand, although supply of a component and part of product sale were influential, sales were lengthened in general favorably.

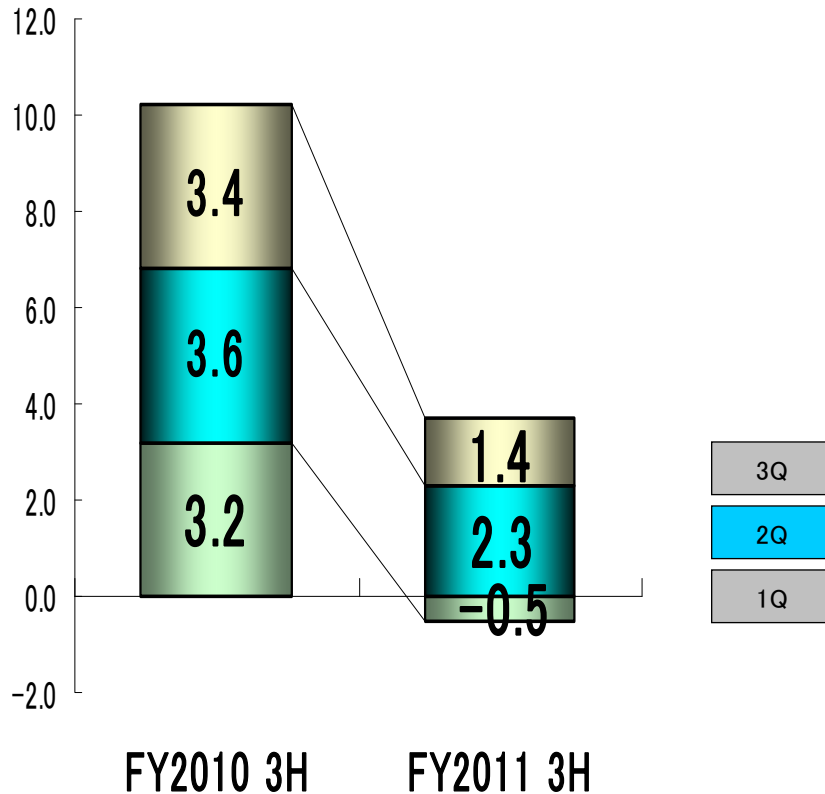
HM & I (134.5 → 101.8 -32.7 Billion Yen)  
 The sales of connector or optical module increased in connection with the demand rise of portable devices, such as a smart phone. However, the sales of products for digital equipment, such as television, a personal computer, game, decreased.

# Results for FY2011 – 3Q

## Overview of Electronic Components Segment

### Change in Operating Income

(Billion Yen)



**Change - 7.0 Billion Yen**

Excluding exchange rate effect

-4.7 Billion Yen

Net Sales	-7.7 Billion Yen
Aggravation of variable cost and expenses	-0.2 Billion Yen
Reduction of fixed cost	+3.2 Billion Yen

Effect of exchange rate -2.3 Billion Yen

USD against JPY	-2.1 Billion Yen
EUR against JPY	-0.1 Billion Yen

# 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

  - 0.04 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:

  - 0.04 Billion Yen/month against USD

  - 0.01 Billion Yen/month against EUR

# Forecast of FY2011

ALPS

## Summary

Unit : Billions of JPY

	FY2010		FY2011				Difference vs.'10	Forecast Oct. 31 '11	Difference vs.'11 Forecast					
	Results		1H Results		2H Forecast					Forecast				
Electronic Components	296.1		134.6		133.8		268.5	-27.6	-9.3%	274.0		-5.5	-2.0%	
(AUTO Division)	(124.9)		(61.1)		(73.5)		(134.7)	(9.7)	7.8%	127.3		(7.4)	5.8%	
(HM&I Division)	(171.2)		(73.5)		(60.2)		(133.8)	(-37.4)	-21.9%	146.7		(-12.9)	-8.8%	
Audio Equipment	198.3		93.8		103.6		197.5	-0.8	-0.4%	187.5		10.0	5.3%	
Logistics	47.5		23.7		24.5		48.3	0.7	1.7%	48.3		0.0	0.0%	
Others	8.6		4.5		3.1		7.7	-0.9	-11.0%	9.2		-1.5	-16.3%	
Net Sales	550.6		256.8		265.1		522.0	-28.6	-5.2%	519.0		3.0	0.6%	
Electronic Components	12.9		1.7		3.2		5.0	-7.9		8.0		-3.0		
Audio Equipment	11.1		3.1		1.8		5.0	-6.1		3.7		1.3		
Logistics	3.8		1.7		1.9		3.7	-0.1		3.7		0.0		
Others	0.4		0.4		0.0		0.5	0.0		0.7		-0.2		
Eliminations	0.4		0.2		0.0		0.3	-0.1		-0.1		0.4		
Operating Income	28.8	5.2%	7.3	2.9%	7.1	2.7%	14.5	2.8%	-14.3	-49.8%	16.0	3.1%	-1.5	-9.4%
Ordinary Income	23.1	4.2%	5.6	2.2%	6.3	2.4%	12.0	2.3%	-11.1	-48.2%	13.5	2.6%	-1.5	-11.1%
Net Income	11.1	2.0%	1.1	0.4%	1.8	0.7%	3.0	0.6%	-8.1	-73.1%	5.5	1.1%	-2.5	-45.5%

F	JPY/USD	85.72	79.82	77.01	78.42	-7.30	77.41	1.01
X	JPY/EUR	113.12	113.79	105.32	109.56	-3.56	106.90	2.66

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.

Consolidated financial results FY2011-3Q

# Basic Datas

January, 2012

Alps Electric Co., Ltd.

## 1. Outline

(Unit : 100 million Yen)

	FY2010					FY2011				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q (EST)	Total
Net Sales	1,344	1,435	1,374	1,351	5,506	1,219	1,349	1,320	1,330	5,220
Domestic	362	384	369	310	1,427	314	353	368	—	—
Overseas	982	1,050	1,005	1,041	4,079	904	995	952	—	—
Operating Income	84	76	77	50	288	22	51	43	27	145
Ordinary Income	56	50	67	56	231	16	40	43	19	120
Net Income	32	26	19	32	111	△16	27	△3	22	30

## 2. Net Sales (by segments)

(Unit : 100 million Yen)

	FY2010					FY2011				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q (EST)	Total
Electronic Components	720	809	743	688	2,961	620	726	676	661	2,685
AUTO	318	304	304	321	1,249	299	311	393	342	1,347
HM&I	402	504	438	366	1,712	321	414	282	319	1,338
Audio equipment	485	483	487	527	1,983	460	478	497	538	1,975
Logistics	118	119	122	114	475	118	118	121	124	483
Others	20	23	21	20	86	20	25	24	6	77
Total	1,344	1,435	1,374	1,351	5,506	1,219	1,349	1,320	1,330	5,220

## 3. Operating Income

(Unit : 100 million Yen)

	FY2010					FY2011				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q (EST)	Total
Electronic Components	32	36	34	26	129	△5	23	14	17	50
Audio equipment	40	29	27	13	111	15	15	14	4	50
Logistics	10	8	12	7	38	8	8	11	8	37
Others	0	0	2	1	4	2	2	2	△2	5
Eliminations	0	1	1	1	4	1	1	0	△0	3
Total	84	76	77	50	288	22	51	43	27	145

## 4. Capital Expenditures

(Unit : 100 million Yen)

	FY2010					FY2011				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q (EST)	Total
Electronic Components	21	47	39	58	166	62	65	52	64	245
Audio equipment	11	9	12	15	48	8	12	12	25	58
Logistics	5	1	2	3	13	4	20	4	3	32
Others	1	1	1	2	7	1	1	2	0	6
Eliminations	△0	0	△0	△0	△0	△0	△0	△0	0	0
Total	40	60	55	79	235	76	99	72	94	342

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

## 5. Depreciation Expenses

(Unit : 100 million Yen)

	FY2010					FY2011				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q (EST)	Total
Electronic Components	23	22	23	22	91	26	25	27	30	109
Audio equipment	17	17	17	22	74	16	16	16	18	69
Logistics	4	4	4	4	17	4	4	4	4	17
Others	1	1	1	1	5	1	1	1	1	4
Eliminations	△0	△0	△0	△0	△1	△0	△0	△0	0	△0
Total	46	45	45	50	187	48	47	50	55	201

## 6. R &amp; D Expenses

(Unit : 100 million Yen)

	FY2010					FY2011				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q (EST)	Total
Electronic Components	28	33	29	26	118	27	29	27	27	112
Audio equipment	44	35	41	40	162	41	44	40	38	165
Logistics	—	—	—	—	—	—	—	—	—	—
Others	0	0	0	0	0	0	0	0	0	0
Total	73	69	70	67	281	69	74	68	66	278

## 7. Inventories

(Unit : 100 million Yen)

	2010/6	2010/9	2010/12	2011/3		2011/6	2011/9	2011/12
	Electronic Components	333	342	339		339		377
Audio equipment	212	230	251	214		233	243	249
Logistics	6	8	9	11		12	12	14
Others	0	0	0	0		0	0	0
Eliminations	△0	△0	△0	△0		△0	△0	△0
Total	553	581	601	565		624	623	670

## 8. Employees

(Unit : Person)

	2010/6	2010/9	2010/12	2011/3		2011/6	2011/9	2011/12
	Electronic Components	21,170	21,257	21,175		22,522		21,027
Audio equipment	10,932	10,880	11,030	10,835		10,529	10,566	10,377
Logistics	4,216	4,308	4,399	4,386		4,446	4,469	4,543
Others	821	816	808	804		806	794	788
Total	37,139	37,261	37,412	38,547		36,808	35,815	35,539
(Non Consolidated)	5,769	5,697	5,676	5,600		5,671	5,617	5,593

(Ref.) All figures exclude temporary employees.