



Results Briefing FY2012 1H

ALPS ELECTRIC CO., LTD.

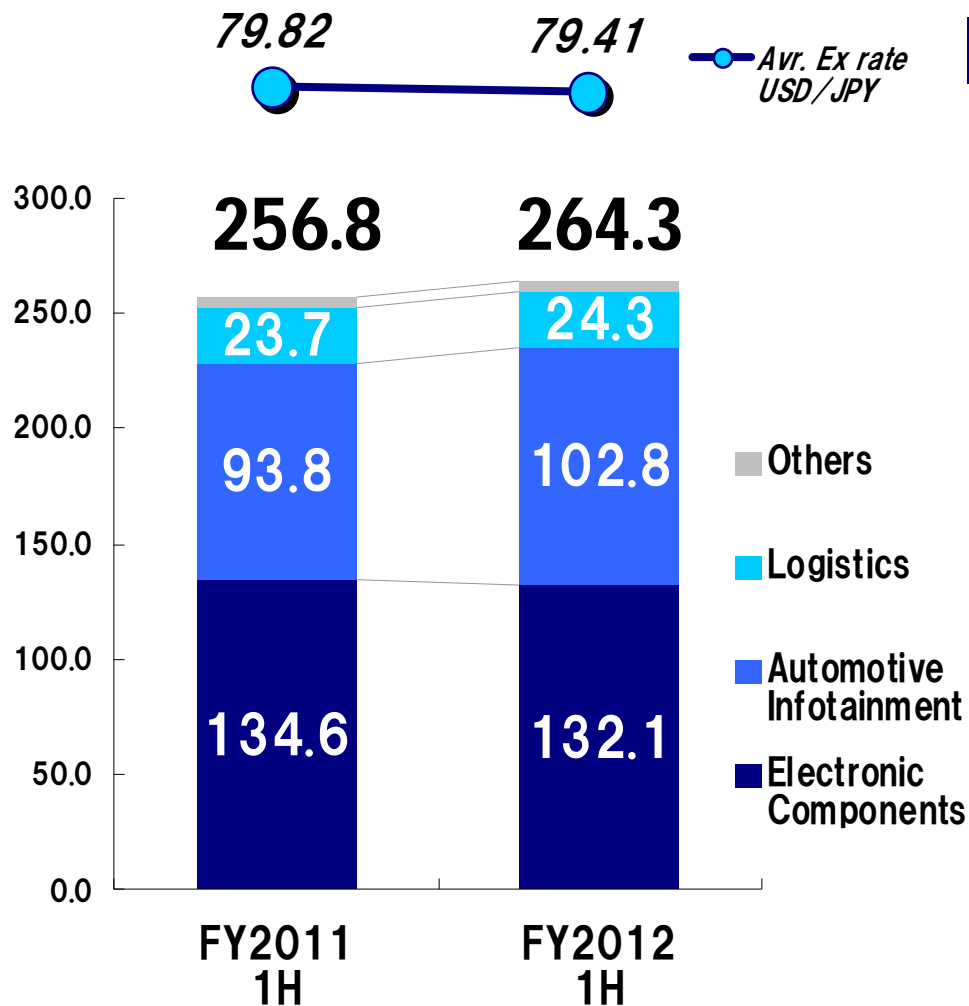
Perfecting the Art of Electronics

ALPS[®]

1. Summary

	FY2011 1H Results		FY2012				Difference vs. FY2012 1Q		FY2012 1H Results		Difference vs. FY2011 1H	
			1Q Results		2Q Results							
Electronic Components	134.6		64.0		68.1		4.1	6.5%	132.1		-2.5	-1.9%
(Automotive market)	(61.1)		(35.5)		(32.9)		(-2.6)	-7.4%	(68.4)		(7.3)	12.0%
(Consumer market)	(73.5)		(28.4)		(35.2)		(6.7)	23.8%	(63.7)		(-9.8)	-13.4%
Automotive Infotainment	93.8		54.5		48.3		-6.2	-11.4%	102.8		9.0	9.6%
Logistics	23.7		12.1		12.2		0.0	0.7%	24.3		0.6	2.8%
Others	4.5		2.4		2.5		0.1	4.6%	4.9		0.3	7.9%
Net Sales	256.8	100.0%	133.1	100.0%	131.2	100.0%	-1.8	-1.4%	264.3	100.0%	7.5	2.9%
Electronic Components	1.7		-2.3		1.5		3.8	-	-0.8		-2.5	-
Automotive Infotainment	3.1		1.3		-0.2		-1.5	-	1.1		-1.9	-62.8%
Logistics	1.7		1.1		0.7		-0.3	-29.3%	1.9		0.1	8.9%
Others	0.4		0.1		0.1		0.0	-23.4%	0.2		-0.2	-51.0%
Eliminations	0.2		0.1		0.1		0.0		0.3		0.0	
Operating Income	7.3	2.9%	0.4	0.4%	2.3	1.8%	1.8	379.0%	2.8	1.1%	-4.5	-61.6%
Ordinary Income	5.6	2.2%	-0.3	-0.2%	2.0	1.5%	2.3	-	1.7	0.6%	-3.9	-69.7%
Net Income	1.1	0.4%	-2.4	-1.8%	-0.2	-0.2%	2.1	-	-2.6	-1.0%	-3.8	-
USD/JPY	79.82		80.20		78.62		-1.58		79.41		-0.41	
EUR/JPY	113.79		102.91		98.36		-4.55		100.64		-13.15	

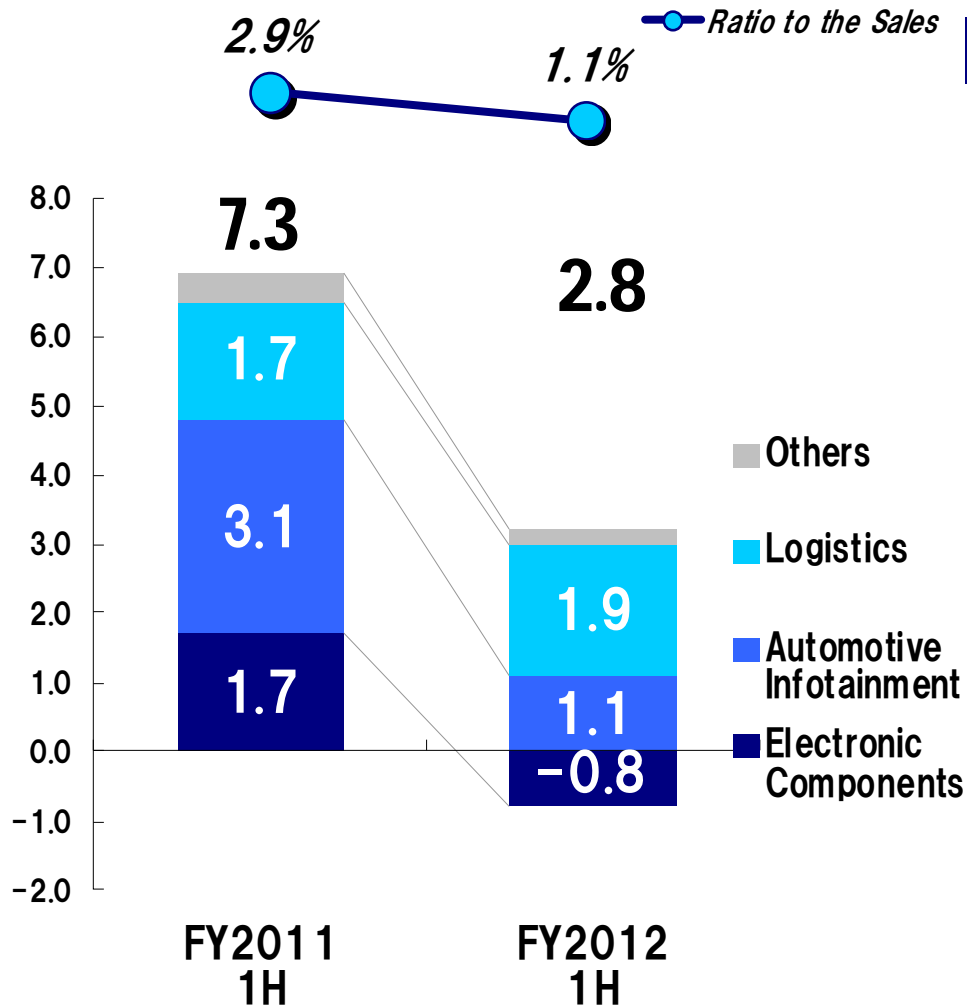
2. Change in Consolidated Sales



Change +7.5 Billion Yen

Excluding exchange rate effect	11.5
Electronic Components	-0.5
Automotive Infotainment	11.0
Logistics	0.6
Others	0.3
Effect of exchange rate	-4.0
Electronic Components	-1.9
USD against JPY	-0.3
EUR against JPY	-1.1
Other currencie	-0.4
Automotive Infotainment	-2.0
USD against JPY	-0.1
EUR against JPY	-1.8

3. Change in Operating Income

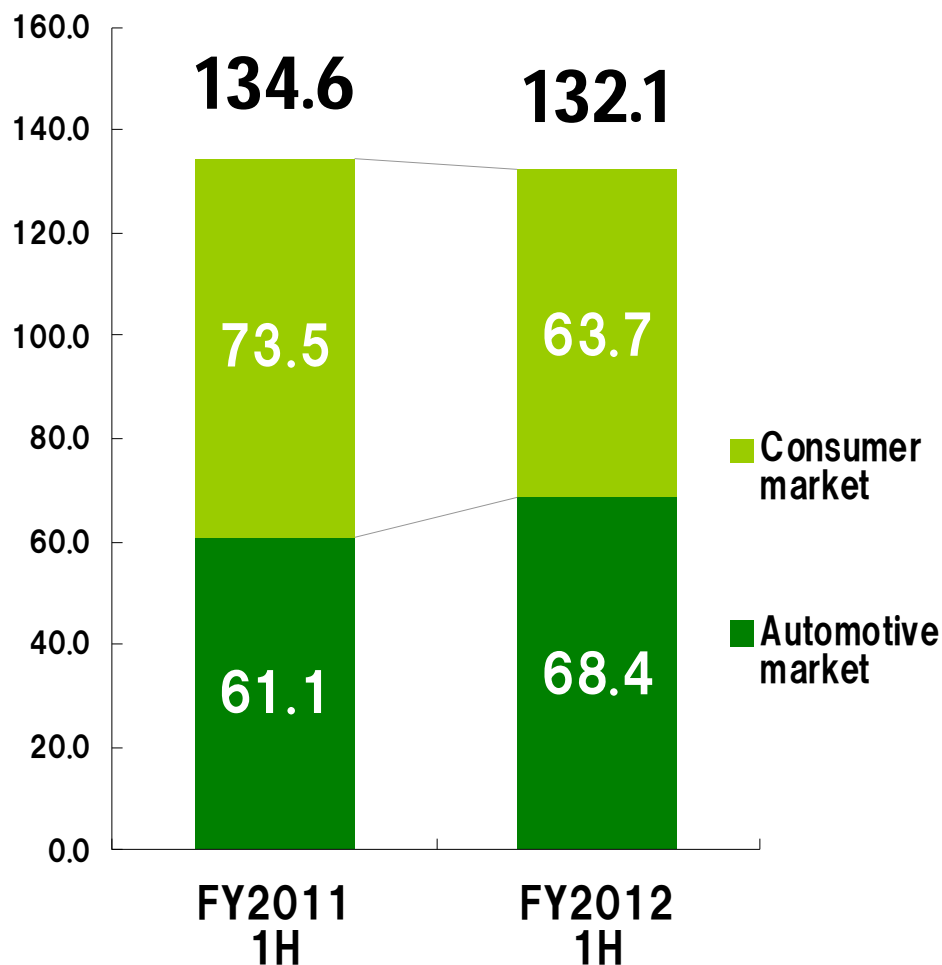


Change -4.5 Billion Yen

Excluding exchange rate effect	-2.8
Electronic Components	-1.7
Automotive Infotainment	-1.0
Logistics	0.1
Others	-0.1
Effect of exchange rate	-1.7
Electronic Components	-0.7
USD against JPY	-0.1
EUR against JPY	-0.6
Other currencie	0.0
Automotive Infotainment	-0.9
USD against JPY	0.0
EUR against JPY	-0.9
Other currencie	0.0

4. Breakdown of Sales

[Overview of Electronic Components Segment]



Change -2.5 Billion Yen

Automotive market

(61.1 → 68.4 +7.3)

The domestic market is revival of Great East Japan earthquake, and reaction from the flood of Thailand, furthermore, sales increased with the subsidy of new car purchase.

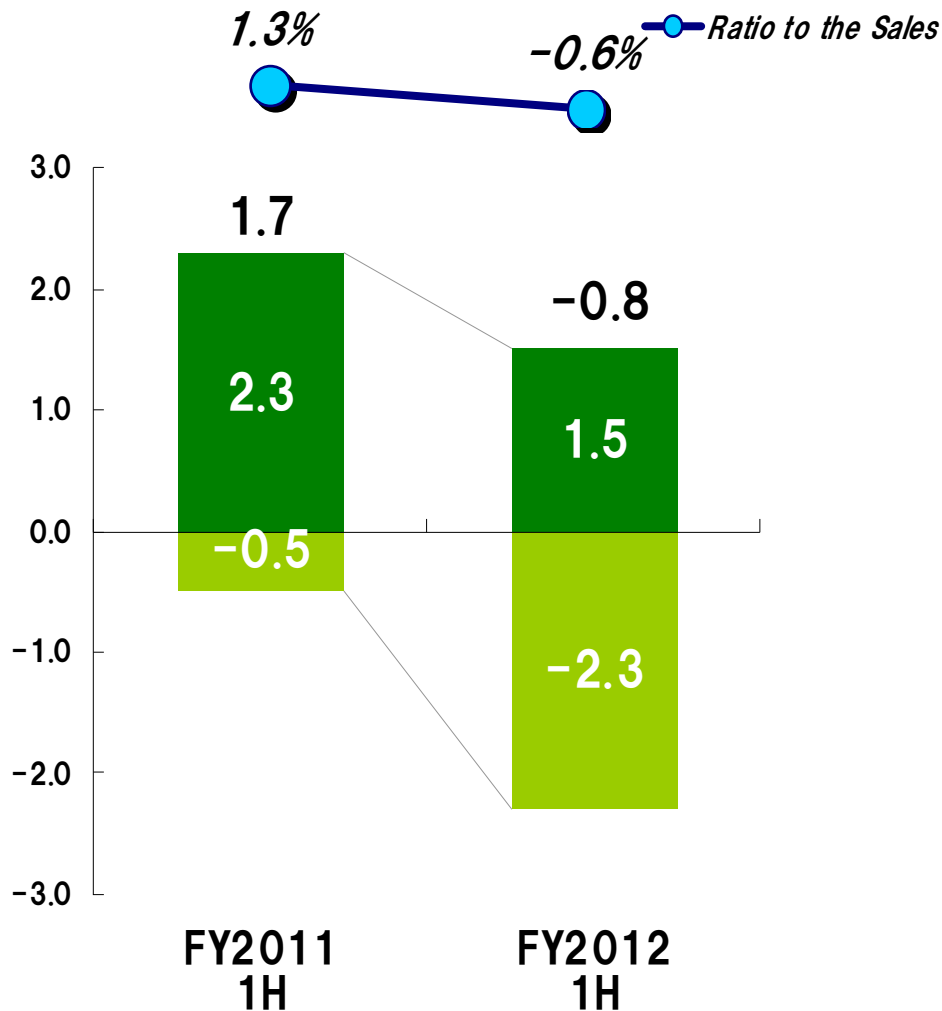
About foreign market, Europe was bearish by the economic slowdown. However, sales of U.S. and China increased.

Consumer market

(73.5 → 63.7 -9.8)

Sales of products for digital equipment, such as television and a personal computer, decreased by market downturn. Some component products, such as a touch panel ant switch for Smart phones, were less than original plan according to the difference in sales time.

5. Change in Operating Income [Overview of Electronic Components Segment]



Change -2.5 Billion Yen

Excluding impact of exchange	-1.7
Increase in sales	0.7
Deteriorate COGS ratio	-1.2
Increase in Selling, general and administrative expenses	-1.2
Impact of exchange	-0.7
USD against JPY	-0.1
EUR against JPY	-0.6
Other currencie	0.0

6. Effect of Fluctuation of Exchange Rates

Amount Affected to Sales and Operating Income per Yen 1

		USD	EUR
Consolidation Base	Sales	0.26	0.03
	Operating Income	0.05	0.02
Electronic Components Segment	Sales	0.18	0.02
	Operating Income	0.04	0.01

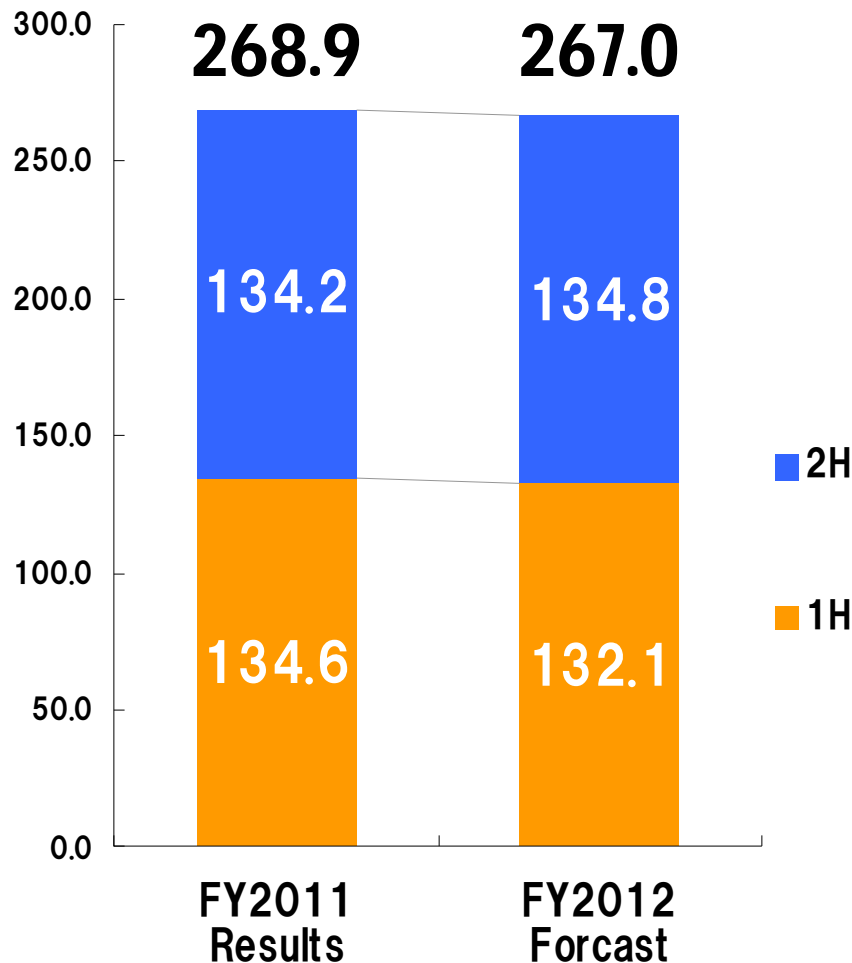
1. Summary

ALPS

	FY2011		FY2012				Difference		Difference			
	Results		1H Results		2H Forecast		Forecast		vs. FY2011		vs. FY2012 1H	
Electronic Components	268.9		132.1		134.8		267.0		-1.9	-0.7%	2.6	2.0%
(Automotive market)	(132.4)		(68.4)		(71.5)		(140.0)		(7.5)	5.7%	(3.0)	4.5%
(Consumer market)	(136.4)		(63.7)		(63.2)		(127.0)		(-9.4)	-6.9%	(-0.4)	-0.7%
Automotive Infotainment	200.2		102.8		115.1		218.0		17.7	8.9%	12.2	11.9%
Logistics	47.9		24.3		25.0		49.4		1.4	2.9%	0.6	2.6%
Others	9.3		4.9		4.6		9.6		0.2	2.8%	-0.3	-6.3%
Net Sales	526.5	100.0%	264.3	100.0%	279.6	100.0%	544.0	100.0%	17.4	3.3%	15.2	5.8%
Electronic Components	4.5		-0.8		4.3		3.5		-1.0	-23.8%	5.1	-
Automotive Infotainment	5.6		1.1		1.8		3.0		-2.6	-46.8%	0.6	57.3%
Logistics	3.7		1.9		2.0		4.0		0.2	7.8%	0.1	9.3%
Others	0.4		0.2		0.3		0.5		0.1	24.9%	0.1	42.9%
Eliminations	0.7		0.3		0.3		0.7		0.0		0.0	
Operating Income	15.1	2.9%	2.8	1.1%	8.9	3.2%	11.8	2.2%	-3.3	-22.2%	6.1	216.1%
Ordinary Income	14.3	2.7%	1.7	0.6%	7.9	2.9%	9.7	1.8%	-4.6	-32.3%	6.2	370.5%
Net Income	4.1	0.8%	-2.6	-1.0%	3.9	1.4%	1.3	0.2%	-2.8	-68.9%	6.6	-
USD/JPY	79.08		79.41		77.00		78.21		-0.88		-2.41	
EUR/JPY	108.98		100.64		100.00		100.32		-8.66		-0.64	

2. Breakdown of Sales

[Overview of Electronic Components Segment]



Change -1.9 Billion Yen

Automotive market

(132.4 → 140.0 +7.5)

By the sales promotion to each automaker, the sales of component products, door modules, communication modules, etc. increase steadily.

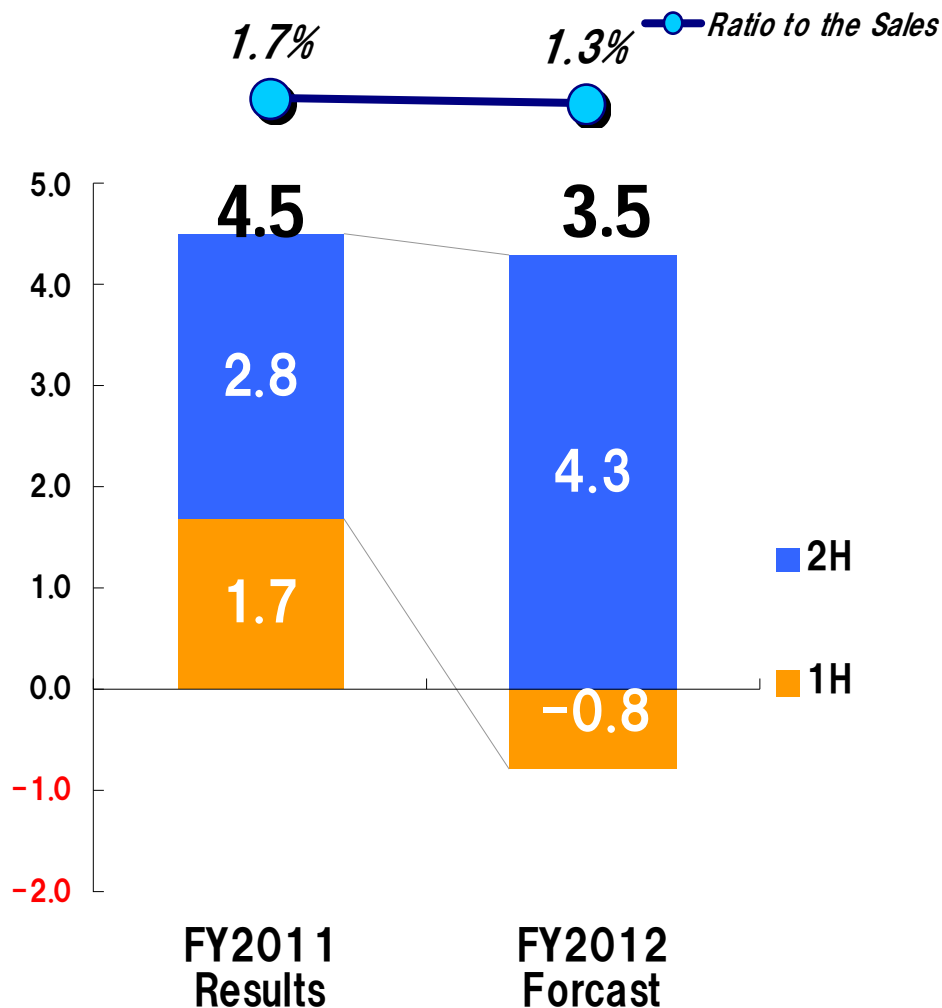
Consumer market

(136.4 → 127.0 -9.4)

The sales of switch or camera actuator for Smart phone increase.

The sales of the product for other public markets decrease.

3. Change in Operating Income [Overview of Electronic Components Segment]



Change -1.0 Billion Yen

Excluding exchange rate effect	-0.3
Decrease in sales	-1.8
Improve COGS ratio	2.7
Increase in Selling, general and administrative expenses	-1.2
Effect of exchange rate	-0.7
USD against JPY	-0.1
EUR against JPY	-0.6
Other currencie	0.0

Dividend Schedule

Interim	(30th Nov. 2012)	5.00 Yen (per share)
Year end	(End of Jun. 2013)	5.00 Yen (")
Total		10.00 Yen

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 FY2012 2Q (April 2012 - September 2012)

Basic Datas

October 2012

Alps Electric Co., Ltd.

1. Outline

(Unit : 100 million Yen)

	FY2011					FY2012			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Net Sales	1,219	1,349	1,320	1,375	5,265	1,331	1,312	2,643	5,440
Domestic	314	353	368	353	1,389	343	315	658	—
Overseas	904	995	952	1,022	3,875	988	997	1,985	—
Operating Income	22	51	43	34	151	4	23	28	118
Ordinary Income	16	40	43	43	143	△3	20	17	97
Net Income	△16	27	△3	33	41	△24	△2	△26	13

2. Net Sales (by segments)

(Unit : 100 million Yen)

	FY2011					FY2012			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	620	726	676	665	2,689	640	681	1,321	2,670
Automotive market	299	311	393	320	1,324	355	329	684	1,400
Consumer market	321	414	282	345	1,364	284	352	637	1,270
Automotive Infotainment※	460	478	497	566	2,002	545	483	1,028	2,180
Logistics	118	118	121	121	479	121	122	243	494
Others	20	25	24	22	93	24	25	49	96
Total	1,219	1,349	1,320	1,375	5,265	1,331	1,312	2,643	5,440

3. Operating Income

(Unit : 100 million Yen)

	FY2011					FY2012			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	△5	23	14	13	45	△23	15	△8	35
Automotive Infotainment※	15	15	14	10	56	13	△2	11	30
Logistics	8	8	11	8	37	11	7	19	40
Others	2	2	2	△2	4	1	1	2	5
Eliminations	1	1	0	4	7	1	1	3	7
Total	22	51	43	34	151	4	23	28	118

4. Capital Expenditures

(Unit : 100 million Yen)

	FY2011					FY2012			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	62	65	52	64	245	78	67	145	174
Automotive Infotainment※	8	12	12	19	53	16	18	35	72
Logistics	4	20	4	26	55	3	5	9	15
Others	1	1	2	2	7	2	1	3	4
Eliminations	△0	△0	△0	△21	△21	△1	△0	△1	△1
Total	76	99	72	91	340	100	92	193	266

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

5. Depreciation Expenses

(Unit : 100 million Yen)

	FY2011					FY2012			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	26	25	27	28	108	30	32	63	135
Automotive Infotainment※	16	16	16	16	67	14	14	28	59
Logistics	4	4	4	5	18	4	4	9	19
Others	1	1	1	1	4	1	1	2	5
Eliminations	△0	△0	△0	△0	△1	△0	△0	△0	△0
Total	48	47	50	51	197	50	53	104	219

6. R & D Expenses

(Unit : 100 million Yen)

	FY2011					FY2012			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	27	29	27	23	108	33	27	61	119
Automotive Infotainment※	41	44	40	45	172	40	45	86	166
Logistics	—	—	—	—	—	—	—	—	—
Others	0	0	0	0	0	0	0	0	0
Total	69	74	68	69	280	73	73	147	286

7. Inventories

(Unit : 100 million Yen)

	2011/6	2011/9	2011/12	2012/3		2012/6	2012/9
Electronic Components	377	367	406	408		419	407
Automotive Infotainment※	233	243	249	270		288	326
Logistics	12	12	14	13		12	10
Others	0	0	0	0		0	0
Eliminations	△0	△0	△0	△0		△0	△0
Total	624	623	670	691		720	745

8. Employees

(Unit : Person)

	2011/6	2011/9	2011/12	2012/3		2012/6	2012/9
Electronic Components	21,027	19,986	19,831	19,760		20,059	20,060
Automotive Infotainment※	10,529	10,566	10,377	11,058		11,194	11,241
Logistics	4,446	4,469	4,543	4,542		4,600	4,626
Others	806	794	788	788		809	808
Total	36,808	35,815	35,539	36,148		36,662	36,735
(Non Consolidated)	5,671	5,617	5,593	5,493		5,615	5,548

(Ref.) All figures exclude temporary employees.

※Audio Equipment up to now, notation has been changed to "Automotive Infotainment".