



Results Briefing FY2011-1H

ALPS ELECTRIC CO., LTD.

Perfecting the Art of Electronics

ALPS[®]

Results for FY2011 – 1H

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■ Summary

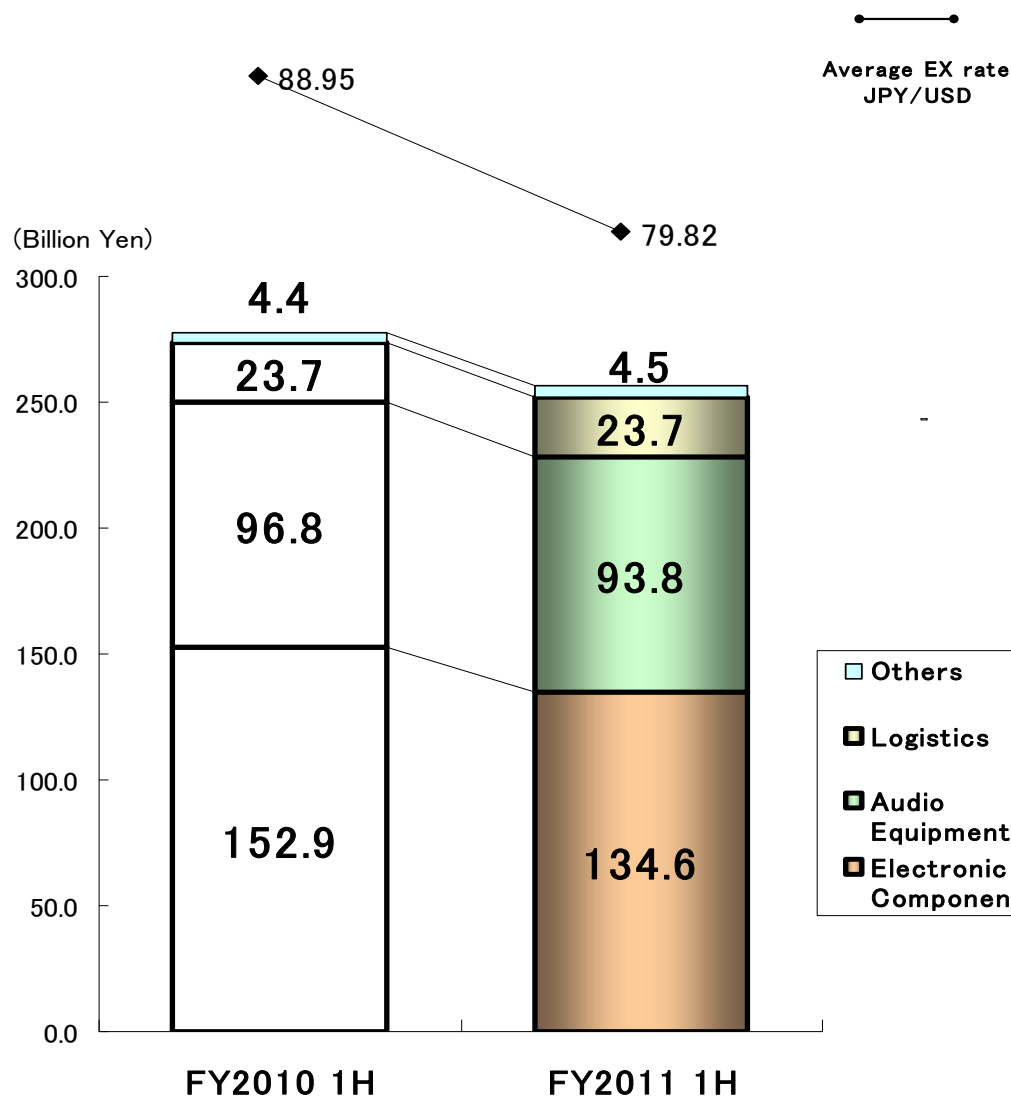
Unit : Billions of JPY

	FY2010		FY2011						Difference vs. FY10 1H			
	1H Results		1Q Results		2Q Results		Difference vs. FY11 1Q		1H Results			
Electronic Components	152.9		62.0		72.6		10.6	17.1%	134.6		-18.2	-12.0%
(AUTO Division)	(62.2)		(29.9)		(31.2)		(1.3)	4.3%	(61.1)		-(1.1)	-1.9%
(HM&I Division)	(90.7)		(32.1)		(41.4)		(9.3)	29.0%	(73.5)		-(17.1)	-18.9%
Audio Equipment	96.8		46.0		47.8		1.8	3.9%	93.8		-2.9	-3.1%
Logistics	23.7		11.8		11.9		0.1	0.8%	23.7		----	-0.1%
Others	4.4		2.0		2.5		0.5	25.0%	4.5		----	3.3%
Net Sales	278.0		121.9		134.9		13.0	10.7%	256.8		-21.1	-7.6%
Electronic Components	6.8		-0.5		2.2		2.7		1.7		-5.0	
Audio Equipment	6.9		1.5		1.6		0.1		3.1		-3.8	
Logistics	1.8		0.8		0.9		0.1		1.7		----	
Others	0.1		0.2		0.2		0.0		0.4		----	
Eliminations	0.2		0.1		0.1		0.0		0.2		0.0	
Operating Income	16.0	5.8%	2.2	1.8%	5.1	3.8%	2.9	131.8%	7.3	2.9%	-8.6	-
Ordinary Income	10.7	3.9%	1.6	1.3%	4.0	3.0%	2.4	150.0%	5.6	2.2%	-5.1	-
Net Income	5.9	2.1%	-1.6	-1.3%	2.7	2.0%	4.3	-268.8%	1.1	0.4%	-4.8	-

F	JPY/USD	88.95	81.74	77.89	-3.85	79.82	-9.13
X	JPY/EUR	113.85	117.40	110.19	-7.21	113.79	-0.06

Results for FY2011 – 1H

Change in Consolidated Sales



Change - 21.1 Billion Yen

Excluding exchange rate effect

-13.4 Billion Yen

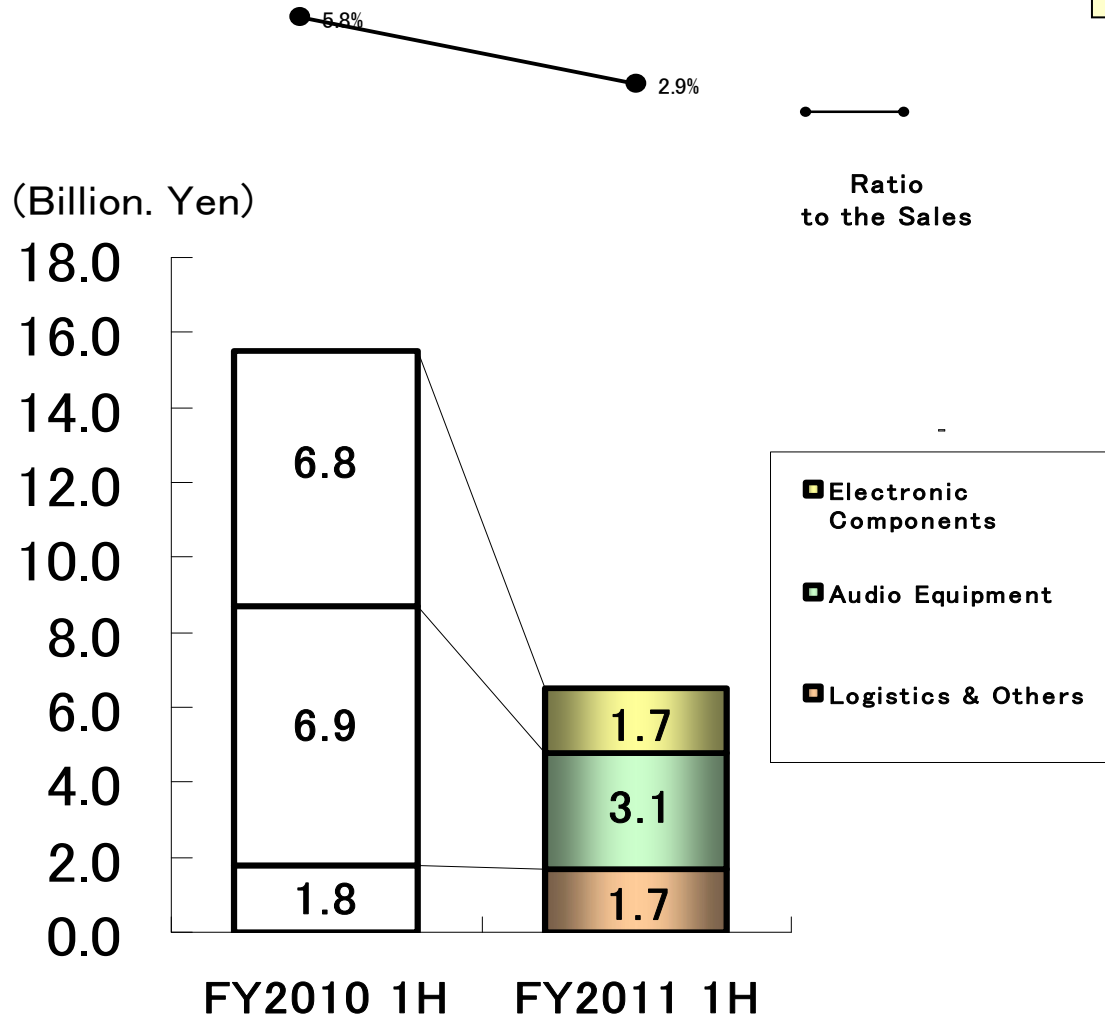
Electronic Components	-13.2 Billion Yen
Audio Equipment	+0.2 Billion Yen
Logistics	+0.6 Billion Yen

Effect of exchange rate -7.7 Billion Yen

USD against JPY	-6.9 Billion Yen
EUR against JPY	+0.06 Billion Yen
• Other currencies	-0.7 Billion Yen

Results for FY2011 – 1H

Change in Operating Income



Change - 8.6 Billion Yen

Excluding exchange rate effect

-6.9 Billion Yen

Electronic Components -0.3 Billion Yen

Audio Equipment -0.3 Billion Yen

Logistics & Others +0.3 Billion Yen

Effect of exchange rate

-1.7 Billion Yen

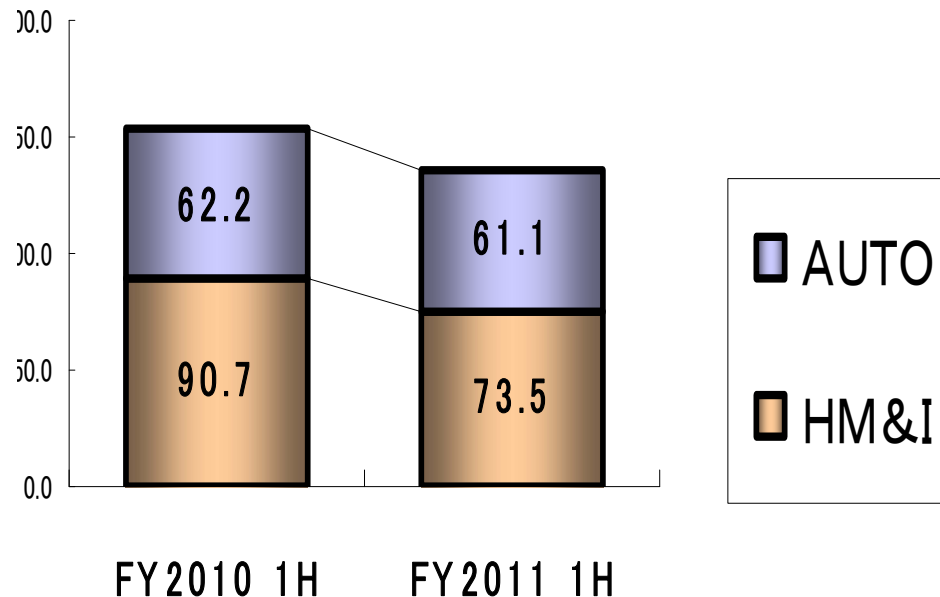
USD against JPY -1.8 Billion Yen

EUR against JPY +0.07 Billion Yen

Breakdown of Sales

Change - 18.2 Billion Yen

(Billion Yen)



AUTO (62.2 → 61.1 -1.1 Billion Yen)

Sales of electronic components decreased due to a fall in vehicle production caused by the disruptions in the supply chain after the Great East Japan Earthquake.

HM & I (90.7 → 73.5 -17.2 Billion Yen)

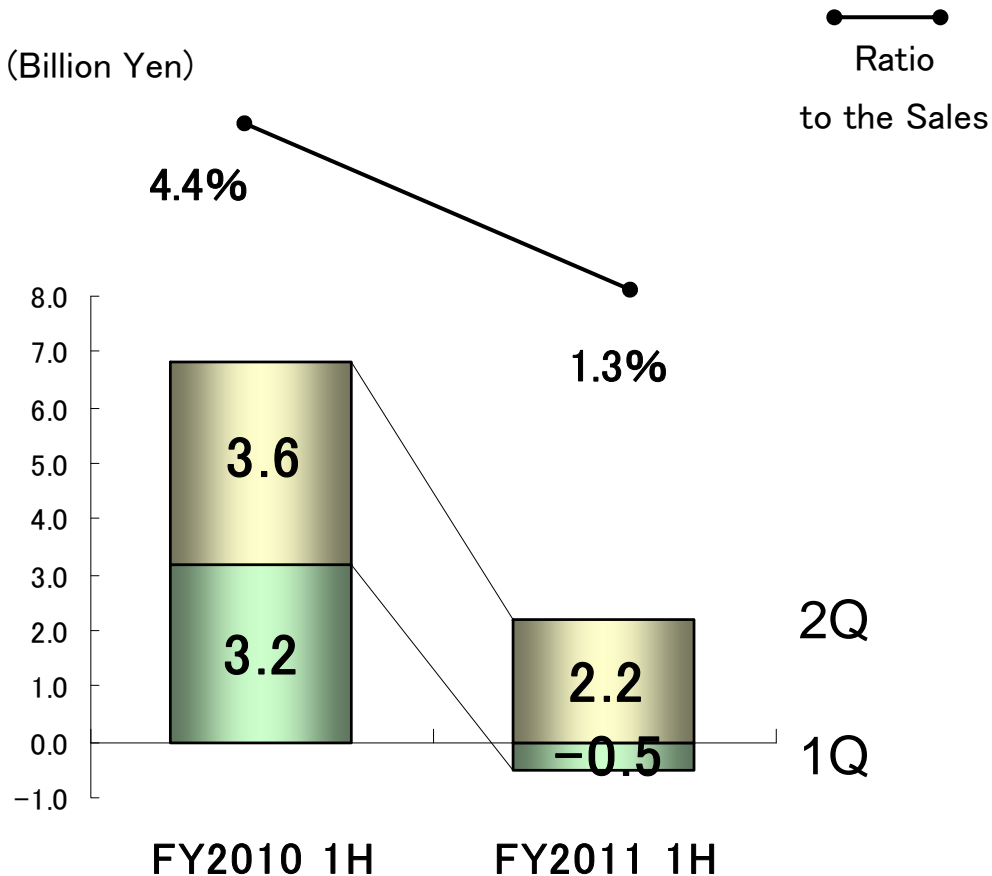
Although demand for mobile devices such as smartphones pushed up sales of touchpanels and encoders etc., sales for module products for home game consoles etc. saw a decline due to disruptions in the supply chain.

Results for FY2011 – 1H

Overview of Electronic Components Segment

Change in Operating Income

(Billion Yen)



Change - 5.0 Billion Yen

Excluding exchange rate effect

-3.7 Billion Yen

Net Sales -6.0 Billion Yen

Aggravation of variable cost and expenses -0.7 Billion Yen

Reduction of fixed cost +3.1 Billion Yen

Effect of exchange rate -1.3 Billion Yen

USD against JPY -1.3 Billion Yen

■ Amount Affected to Sales and Operating Income Per ¥1

< Consolidation Base >

- Sales:

 - 0.22 Billion Yen/month against USD

 - 0.04 Billion Yen/month against EUR

- Operating Income:

 - 0.03 Billion Yen/month against USD

 - 0.02 Billion Yen/month against EUR

< Electronic Components Segment >

- Sales:

 - 0.17 Billion Yen/month against USD

 - 0.02 Billion Yen/month against EUR

- Operating Income:

 - 0.02 Billion Yen/month against USD

 - 0.01 Billion Yen/month against EUR

Forecast of FY2011

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Summary

Unit : Billions of JPY

	FY2010		FY2011				FY2010		FY11 2H			
	Results		1H Results		2H Forecast		Difference vs.'10		Difference vs.'11 1H			
Electronic Components	296.1		134.6		139.4		274.0	-22.1	-7.5%	4.8	3.6%	
(AUTO Division)	(124.9)		(61.1)		(66.2)		(127.3)	(2.4)	1.9%	(5.1)	8.3%	
(HM&I Division)	(171.2)		(73.5)		(73.2)		(146.7)	-(24.5)	-14.3%	-(0.3)	-0.4%	
Audio Equipment	198.3		93.8		93.7		187.5	-10.8	-5.4%	-0.1	-0.1%	
Logistics	47.5		23.7		24.6		48.3	-	-	0.9	3.8%	
Others			4.5		4.7		9.2	-	-	0.2	4.4%	
Net Sales	550.6		256.8		262.2		519.0	-31.6	-5.7%	5.4	2.1%	
Electronic Components	13.0		1.7		6.3		8.0	-5.0		4.6		
Audio Equipment	11.1		3.1		0.6		3.7	-7.4		-2.5		
Logistics	3.8		1.7		2.0		3.7	-		0.3		
Others			0.4		0.3		0.7	-		-0.1		
Eliminations	0.4		0.2		-0.3		-0.1	-0.5		-0.5		
Operating Income	28.8	5.2%	7.3	2.9%	8.7	3.3%	16.0	3.1%	-12.8	-44.4%	1.4	19.2%
Ordinary Income	23.1	4.2%	5.6	2.2%	7.9	3.0%	13.5	2.6%	-9.6	-41.6%	2.3	41.1%
Net Income	11.1	2.0%	1.1	0.4%	4.4	1.7%	5.5	1.1%	-5.6	-50.5%	3.3	300.0%

F	JPY/USD	85.72	79.82	75.00	77.41	-8.31	-4.82
X	JPY/EUR	113.12	113.79	100.00	106.90	-6.22	-13.79

Forecast of FY2011

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Summary

Unit : Billions of JPY

	FY2011				Forecast		Forecast (May 13 '11)		Difference	
	1H Results		2H Forecast							
Electronic Components	134.6		139.4		274.0		300.0		-26.0	-8.7%
(AUTO Division)	(61.1)		(66.2)		(127.3)		(123.5)		(3.8)	3.1%
(HM&I Division)	(73.5)		(73.2)		(146.7)		(176.5)		-(29.8)	-16.9%
Audio Equipment	93.8		93.7		187.5		188.0		-0.5	-0.3%
Logistics	23.7		24.6		48.3		45.3		3.0	6.6%
Others	4.5		4.7		9.2		6.7		2.5	37.3%
Net Sales	256.8		262.2		519.0		540.0		-21.0	-3.9%
Electronic Components	1.7		6.3		8.0		15.0		-7.0	
Audio Equipment	3.1		0.6		3.7		5.0		-1.3	
Logistics	1.7		2.0		3.7		3.3		0.4	
Others	0.4		0.3		0.7		0.7		0.0	
Eliminations	0.2		-0.3		-0.1		0.0		-0.1	
Operating Income	7.3	2.9%	8.7	3.3%	16.0	3.1%	24.0	4.4%	-8.0	-33.3%
Ordinary Income	5.6	2.2%	7.9	3.0%	13.5	2.6%	22.0	4.1%	-8.5	-38.6%
Net Income	1.1	0.4%	4.4	1.7%	5.5	1.1%	12.0	2.2%	-6.5	-54.2%

F	JPY/USD	79.82	75.00	77.41	80.00	-2.59
X	JPY/EUR	113.79	100.00	106.90	120.00	-13.10

Results for FY2011

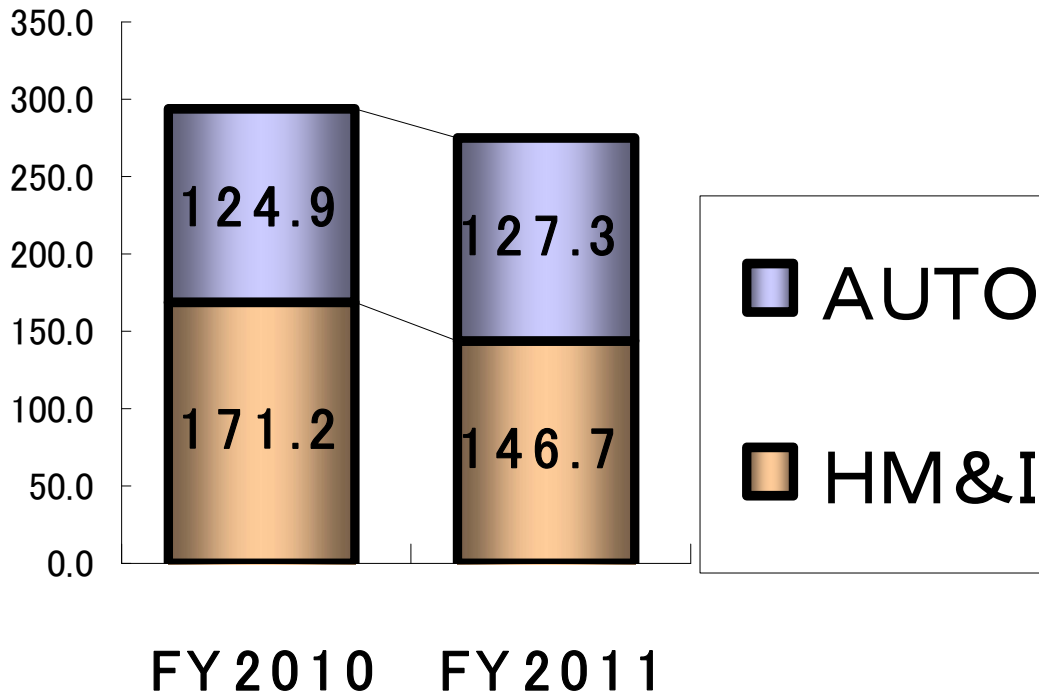
Overview of Electronic Components Segment

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■ Breakdown of Sales

Change - 22.1 Billion Yen

(Billion Yen)



AUTO (124.9 → 127.3 +2.4 Billion Yen)
The sales of AUTO products increase by the increase in the volume of car production.

HM & I (171.2 → 146.7 -24.5 Billion Yen)
Although demand for mobile devices such as smartphones pushed up sales of touchpanels and encoders etc., sales for module products for home game consoles etc. saw a decline due to disruptions in the supply chain.

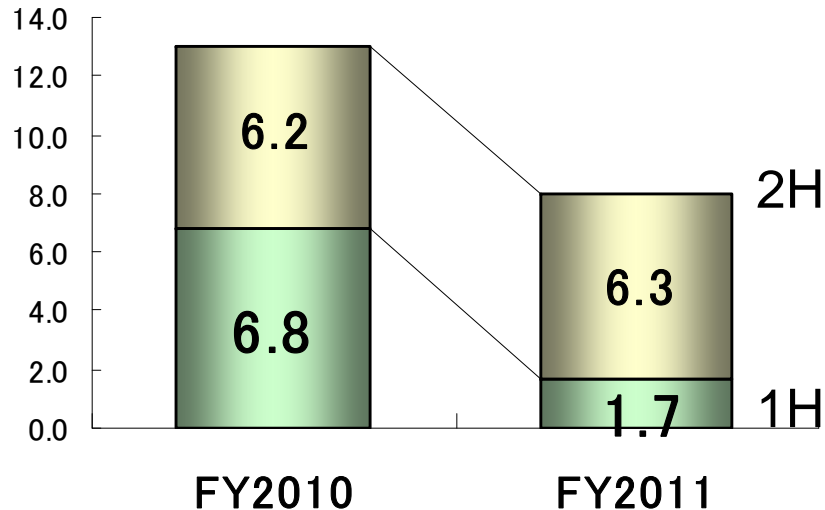
Results for FY2011 – 1H

Overview of Electronic Components Segment

Change in Operating Income

Change - 5.0 Billion Yen

(Billion Yen)



Excluding exchange rate effect

-1.2 Billion Yen

Net Sales -1.3 Billion Yen
 Costs decreased due to implementation of structural reforms etc.

+0.1 Billion Yen

Effect of exchange rate -3.6 Billion Yen

USD against JPY -3.2 Billion Yen

EUR against JPY -0.4 Billion Yen

Dividend schedule of FY2011

Interim	(30th Nov. 2011)	10.00 Yen (per share)
Year end	(End of Jun. 2012)	10.00 Yen (")
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Total		20.00 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 FY2011-1H

Basic Datas

October, 2011

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	2 Q Half	Total
Net Sales	1,344	1,435	1,374	1,351	5,506	1,219	1,349	2,568	5,190
Domestic	362	384	369	310	1,427	314	353	668	—
Overseas	982	1,050	1,005	1,041	4,079	904	995	1,900	—
Operating Income	84	76	77	50	288	22	51	73	160
Ordinary Income	56	50	67	56	231	16	40	56	135
Net Income	32	26	19	32	111	△16	27	11	55

2. Net Sales (by segments)

(Unit : 100 million Yen)

	FY2010					FY2011			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	720	809	743	688	2,961	620	726	1,346	2,740
AUTO	318	304	304	321	1,249	299	311	611	1,273
HM&I	402	504	438	366	1,712	321	414	735	1,467
Audio equipment	485	483	487	527	1,983	460	478	938	1,875
Logistics	118	119	122	114	475	118	118	237	483
Others	20	23	21	20	86	20	25	45	92
Total	1,344	1,435	1,374	1,351	5,506	1,219	1,349	2,568	5,190

3. Operating Income

(Unit : 100 million Yen)

	FY2010					FY2011			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	32	36	34	26	129	△5	23	17	80
Audio equipment	40	29	27	13	111	15	15	31	37
Logistics	10	8	12	7	38	8	8	17	37
Others	0	0	2	1	4	2	2	4	7
Eliminations	0	1	1	1	4	1	1	2	△1
Total	84	76	77	50	288	22	51	73	160

4. Capital Expenditures

(Unit : 100 million Yen)

	FY2010					FY2011			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	21	47	39	58	166	62	65	128	293
Audio equipment	11	9	12	15	48	8	12	20	55
Logistics	5	1	2	3	13	4	20	24	32
Others	1	1	1	2	7	1	1	3	6
Eliminations	△0	0	△0	△0	△0	△0	△0	△0	0
Total	40	60	55	79	235	76	99	176	387

(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	2 Q Half	Total
Electronic Components	23	22	23	22	91	26	25	51	109
Audio equipment	17	17	17	22	74	16	16	33	69
Logistics	4	4	4	4	17	4	4	8	17
Others	1	1	1	1	5	1	1	2	4
Eliminations	△0	△0	△0	△0	△1	△0	△0	△0	△0
Total	46	45	45	50	187	48	47	95	201

6. R & D Expenses

(Unit : 100 million Yen)

	FY2010					FY2011			
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	2 Q Half	Total
Electronic Components	28	33	29	26	118	27	29	57	109
Audio equipment	44	35	41	40	162	41	44	85	155
Logistics	—	—	—	—	—	—	—	—	—
Others	0	0	0	0	0	0	0	0	0
Total	73	69	70	67	281	69	74	143	264

7. Inventories

(Unit : 100 million Yen)

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

8. Employees

(Unit : Person)

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

(Ref.) All figures exclude temporary employees.