

# Presentation for Fiscal Year Ending March 2013

May 15,2013

JTEKT Corporation

## 1. Results for Fiscal 2012

## 2. Forecasts for Fiscal 2013

# 1-1) Fiscal Data

## Result for FY2012

(100 million yen)	(%: Compared with FY2012)
Net Sales	<b>10,675</b> (+1.4%)
Operating Income	<b>291</b> (Δ18.2%)
Ordinary Income	<b>342</b> (Δ11.4%)
Net Income	<b>138</b> (+4.2%)

- Sales ↑ from Automotive sales increase.
- Income ↓ from Sales Price Down, Prior Investment Expence etc.

## Dividend for FY2012

Interim 7yen、Annual Dividend 16yen

# 1-2) Financial Data (i)

(100 million Yen)

( ) : profit margin on sales

	FY2011	FY2012	Increase /Decrease	FY Unification	Real Increase /Decrease
Net Sales	10,526	10,675	+148	+911	+1,059
Operating Income	(3.4%) 356	(2.7%) 291	△64	+34	△30
Ordinary Income	(3.7%) 386	(3.2%) 342	△44	+36	△7
Net Income	(1.3%) 133	(1.3%) 138	+5	+30	+35
Exchange Rate (Apr.-Mar.)	78yen/USD 107yen/EUR	82yen/USD 105yen/EUR			

## 1-2) Financial Data (ii)

Capital Expenditure: R&D for Product Competitiveness  
and Better Product Proposal,  
Production Expansion in Developing Countries.

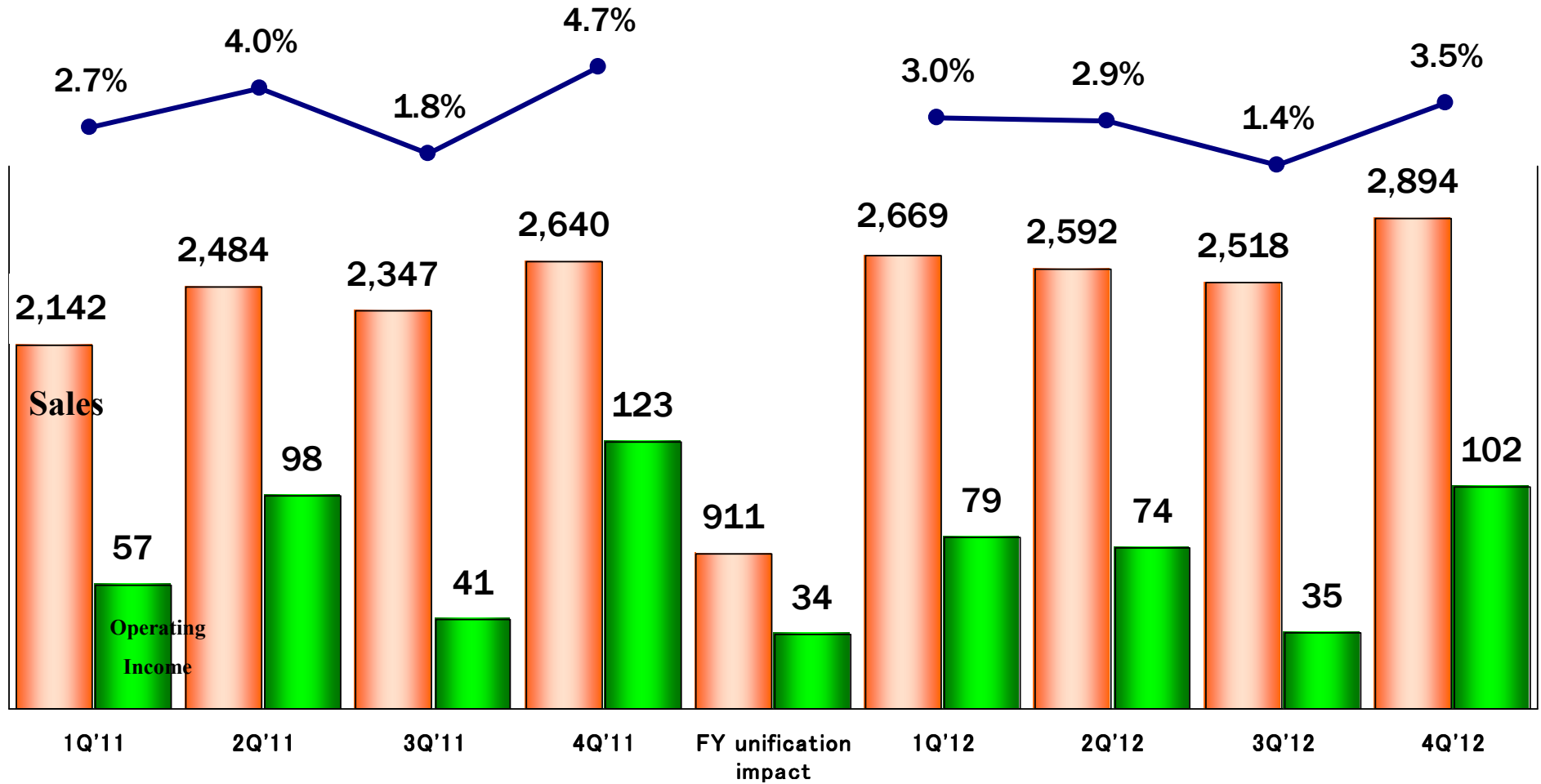
(100 million yen)

	FY2011	FY2012	Increase /Decrease	Increase /Decrease(%)
Inventories	1,545	1,639	+93	+6.1%
Interest- Bearing Debt	2,551	2,651	+100	+3.9%
Capital Expenditures	658	1,096	+437	+66.4%
Depreciation	467	442	△25	△5.4%

# 1-3) Quarter Trend

( 100 million yen )

Operating income rate



# 1-4) Financial Result by product

## ◇Mechanical Components

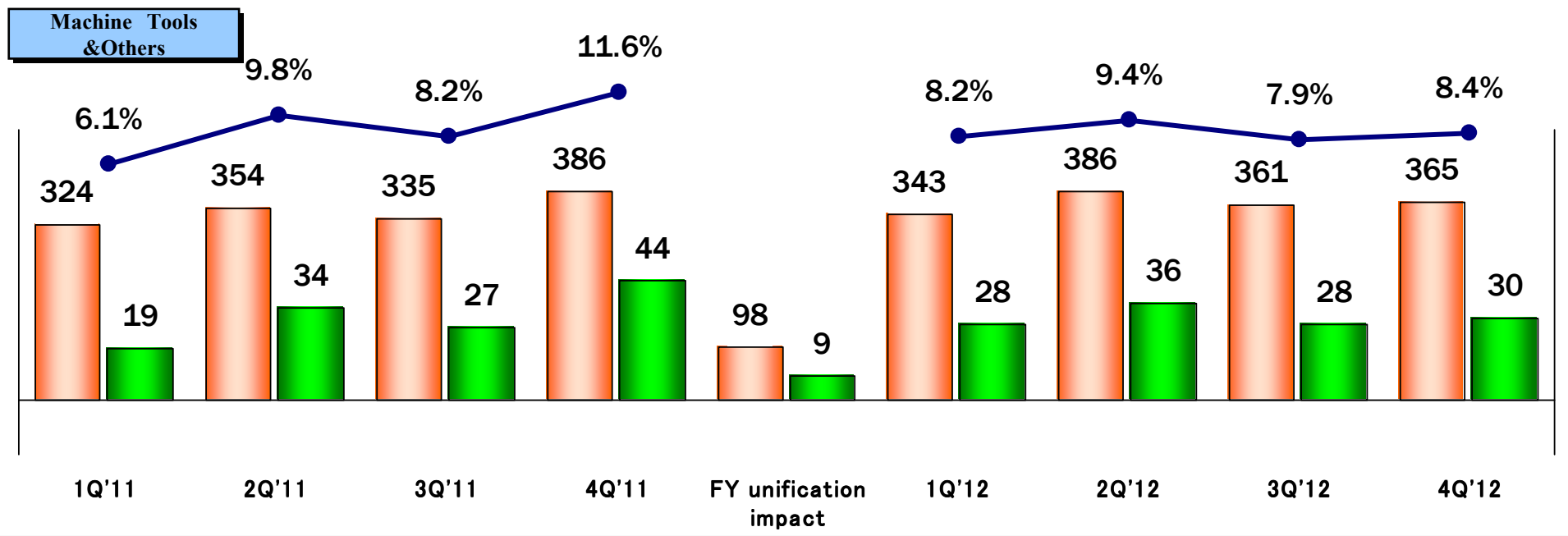
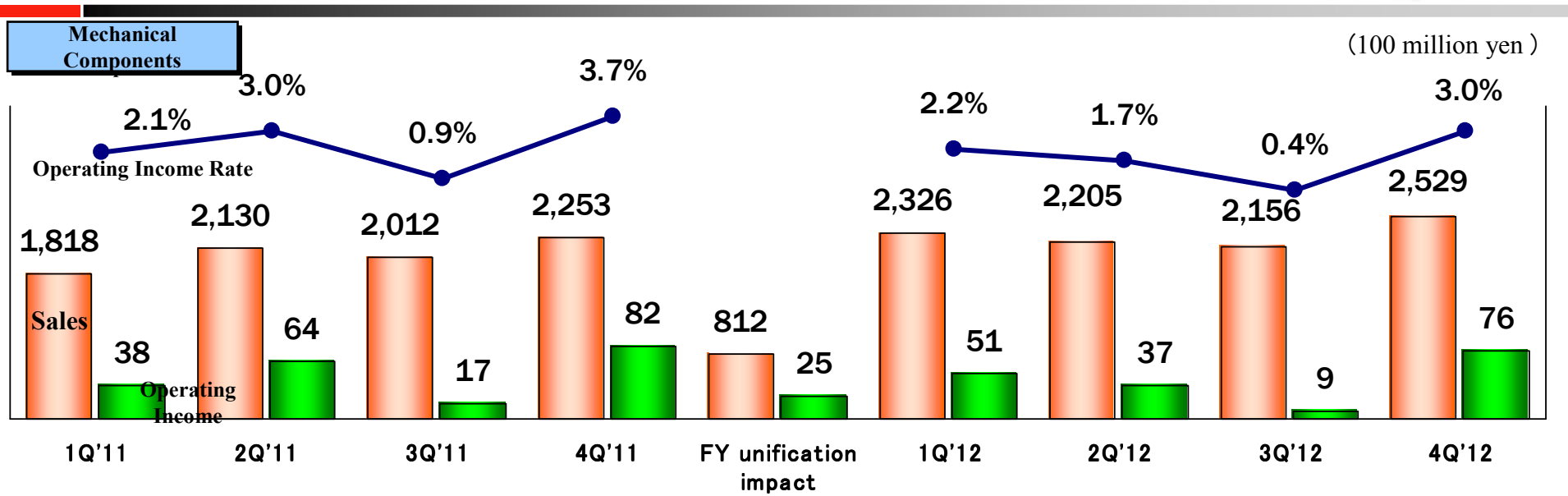
- Steering Systems ... Sales increased in all Areas.
- Driveline Components ... Sales increased in all Areas except JP.
- Bearings ... Automotive : Sales increased in JP,NA and Asia, decreased in Europe.  
After market: Sales decreased in Most of Areas.

## ◇Machine Tools ... Sales increased by expanded demand in JP and NA, decreased in Europe and Asia.

(100 million yen)

			FY2011	FY2011	increase /Decrease	FY Unification	Real Increase /Decrease
Mechanical Components	Steering Svstems	Net Sales	4,437	4,837	+399	+514	+913
	Bearings	Net Sales	3,391	3,184	△207	+239	+31
	Driveline Components	Net Sales	1,199	1,196	△2	+59	+57
	Total	Net Sales	9,027	9,217	+190	+812	+1,002
		Operating income	228	174	△53	+25	△28
MachineTools &Others	Net Sales	1,498	1,457	△41	+98	+56	
	Operating income	136	123	△12	+9	△3	

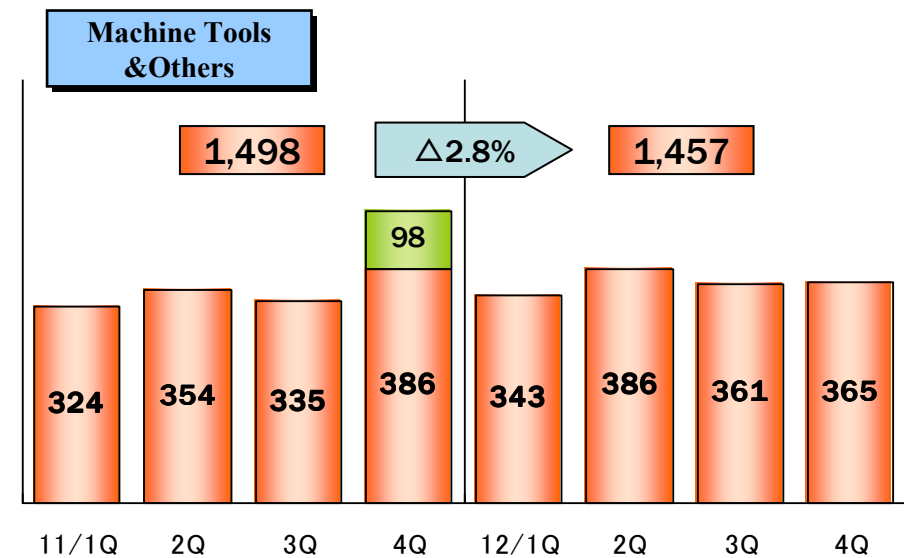
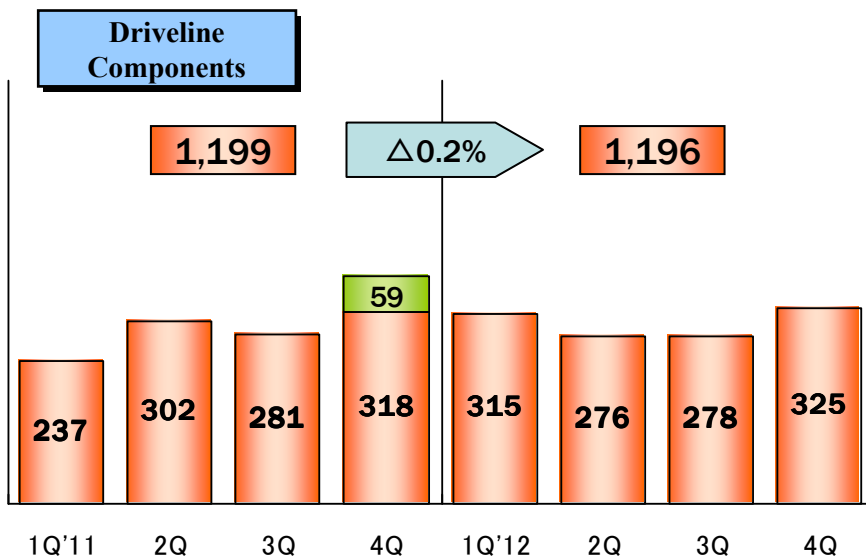
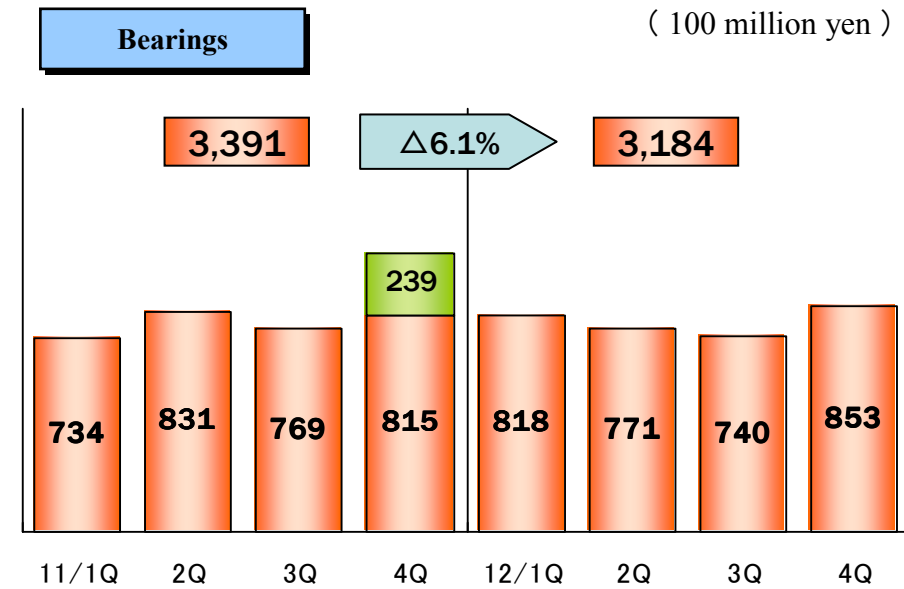
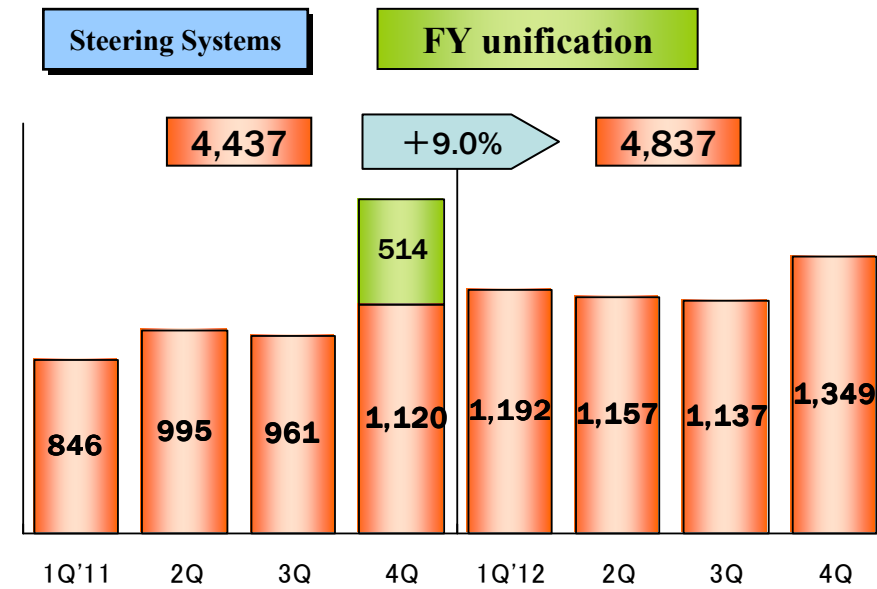
# 1-5) Financial Result by product - Quarter Trend





# 1-6) Net Sales by product - Quarter Trend

( 100 million yen )



# 1-7) Financial Result by Region (i)

(100 million yen)

		FY2011	FY2012	Increase /Decrease	FY Unification	Real Increase /Decrease
Japan	Net Sales	5,220	5,419	+198	—	+198
	Operating income	169	179	+9	△0	+9
Europe	Net Sales	1,698	1,393	△304	+324	+19
	Operating income	△32	△53	△21	+7	△13
North America	Net Sales	1,820	1,836	+15	+391	+407
	Operating income	18	17	△0	+6	+6

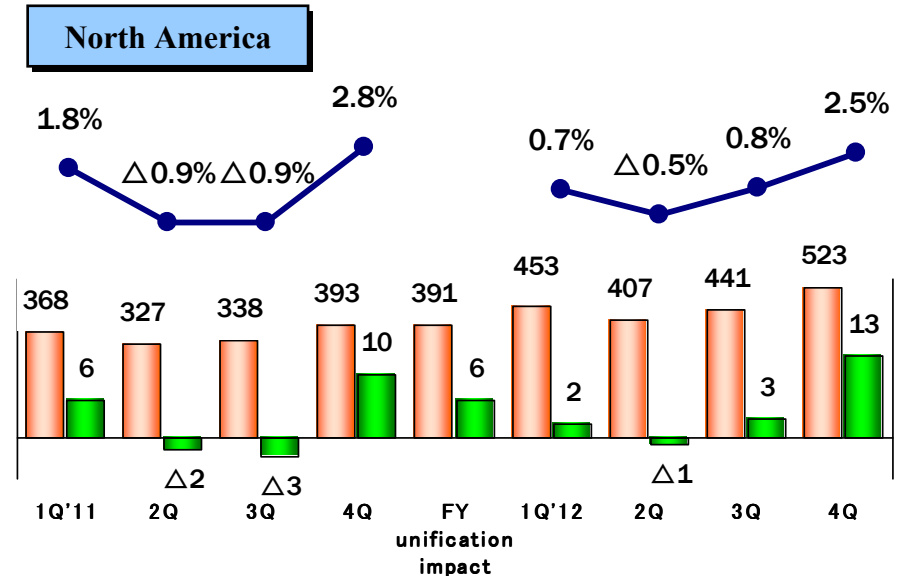
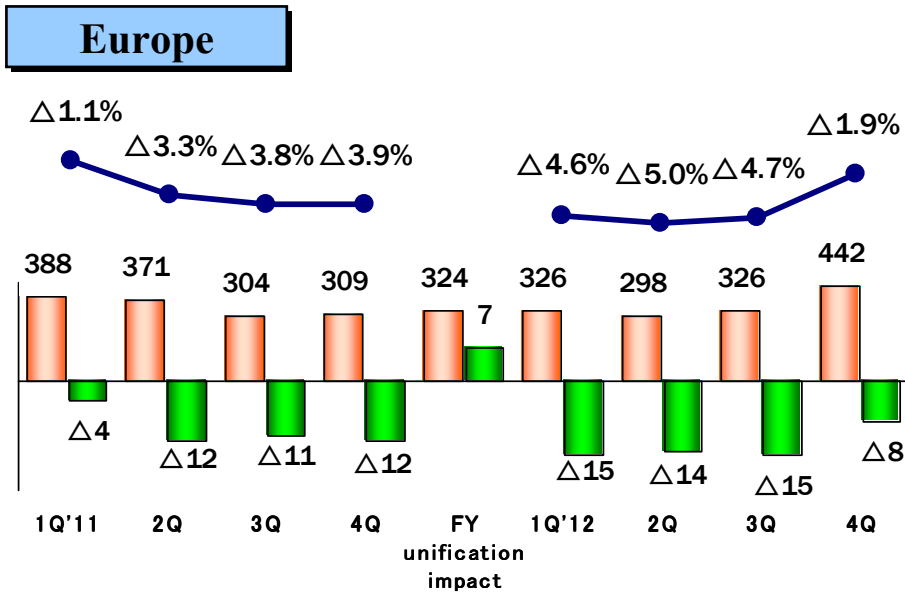
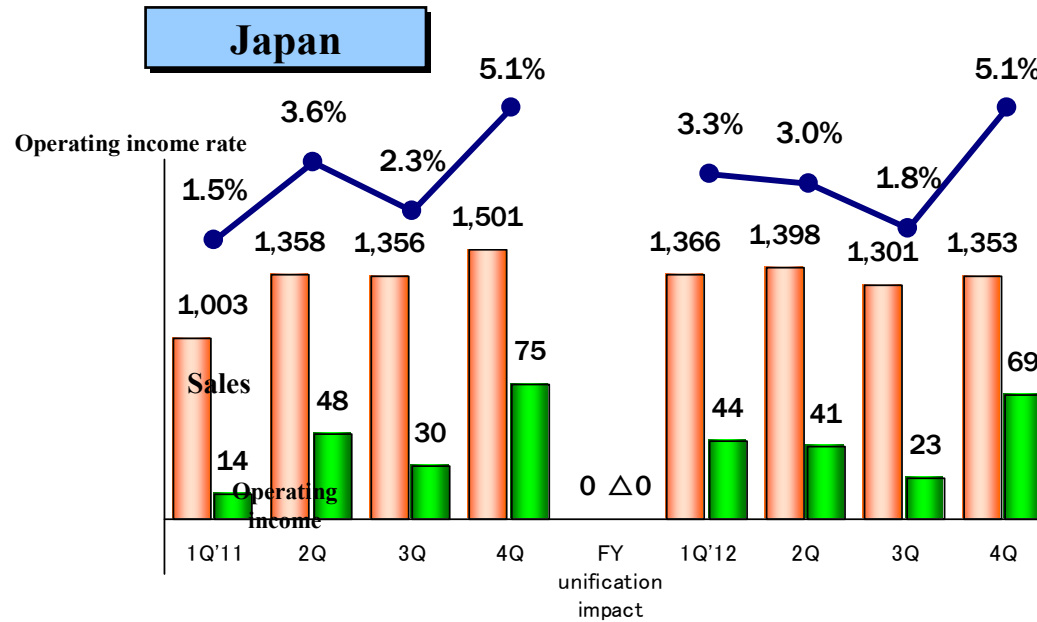
# 1-7) Financial Result by Region (ii)

(100 million yen)

		FY2011	FY2012	Increase /Decrease	FY Unification	Real Increase /Decrease
Asia • Oceania	Net Sales	1,009	1,319	+310	+39	+349
	Operating income	103	124	+20	+7	+28
China	Net Sales	562	529	△33	+114	+80
	Operating income	70	49	△21	+10	△10
Other (South&Central America)	Net Sales	214	176	△38	+41	+3
	Operating income	13	3	△9	+1	△8

# 1-8) Financial Result by Region- Quarter Trend (i)

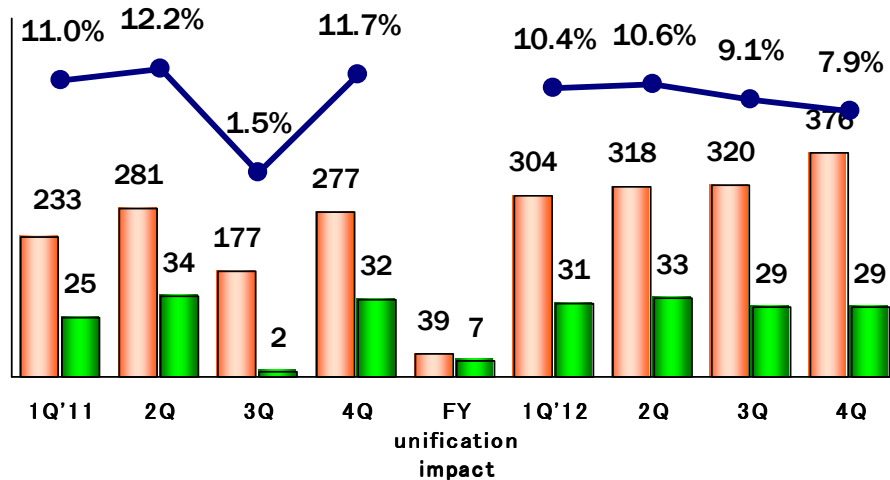
( 100 million yen )



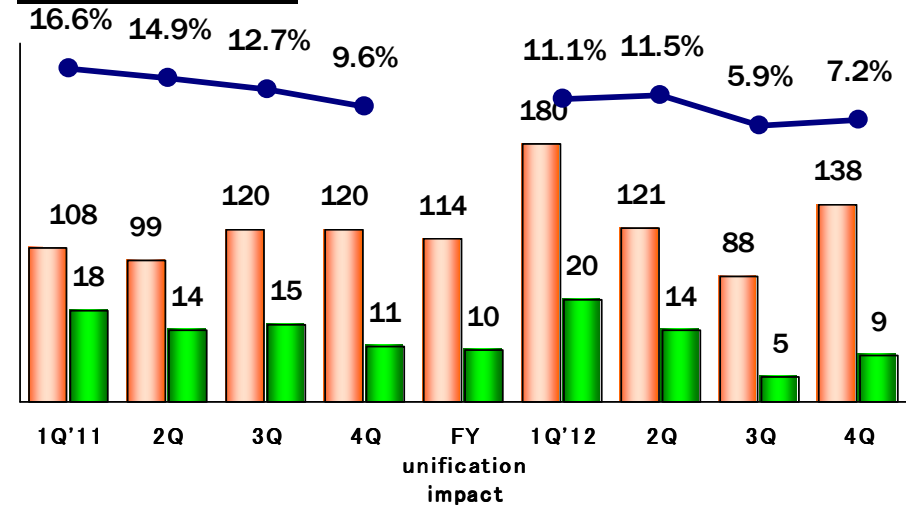
# 1-8) Financial Result by Region- Quarter Trend (ii)

( 100 million yen )

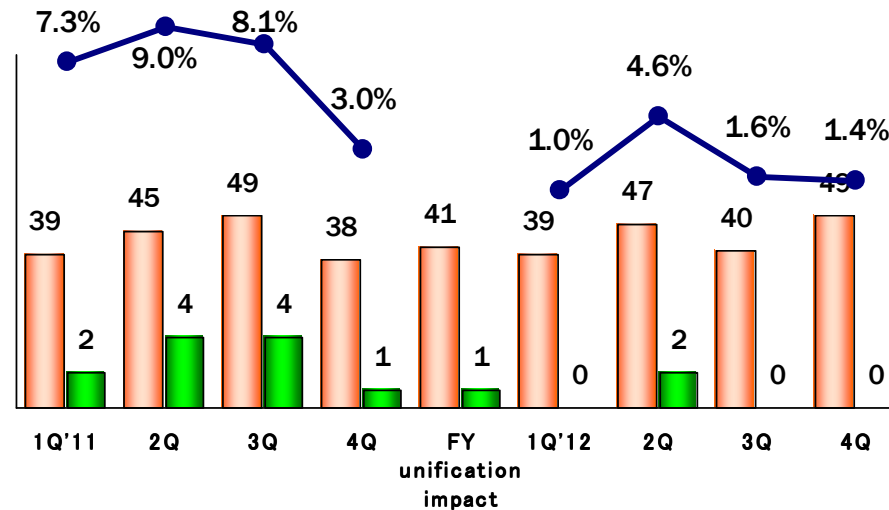
## Asia · Oceania



## China

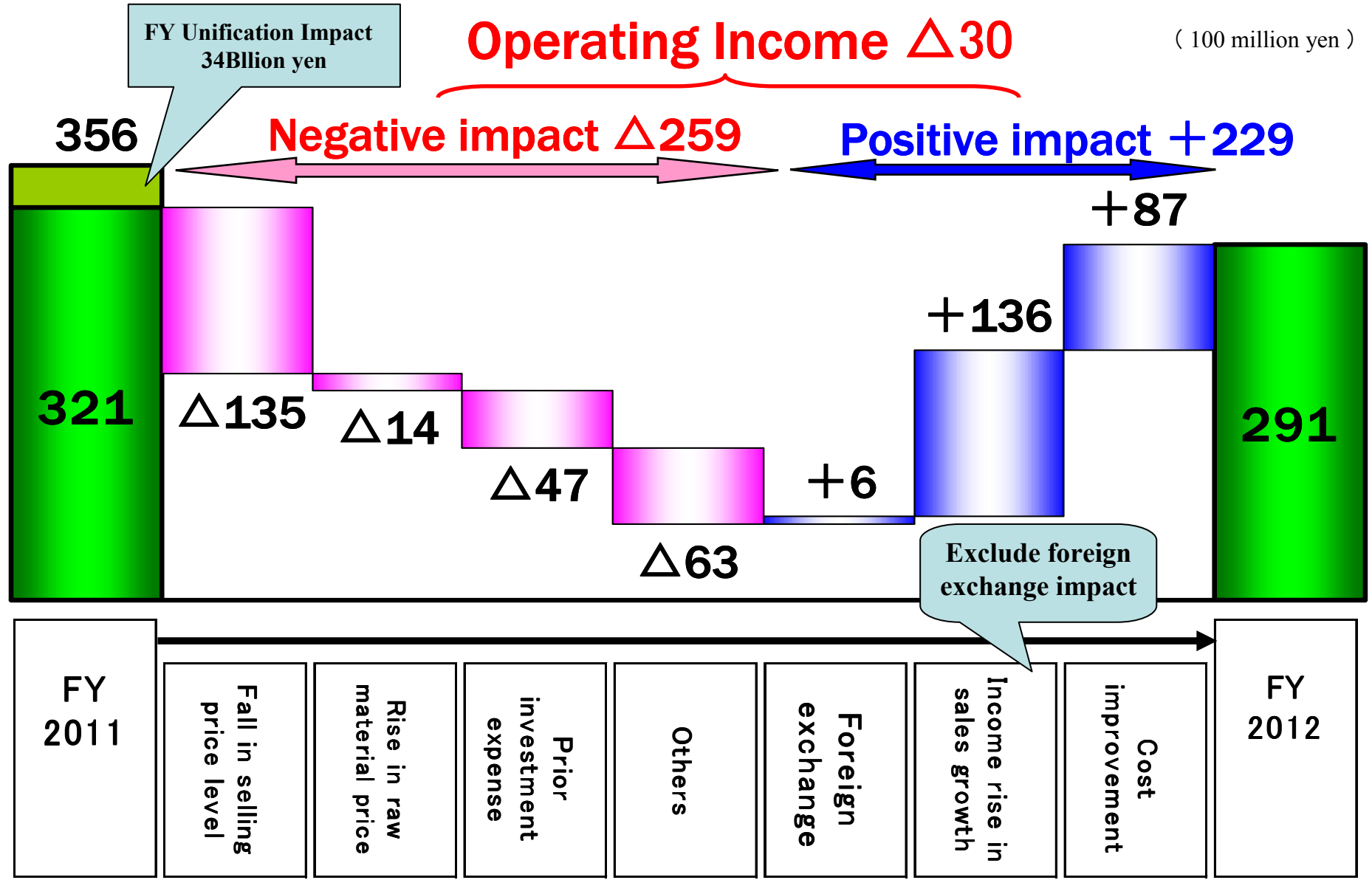


## Other (South & Central America)



# 1-9) Operating Income Change Analysis

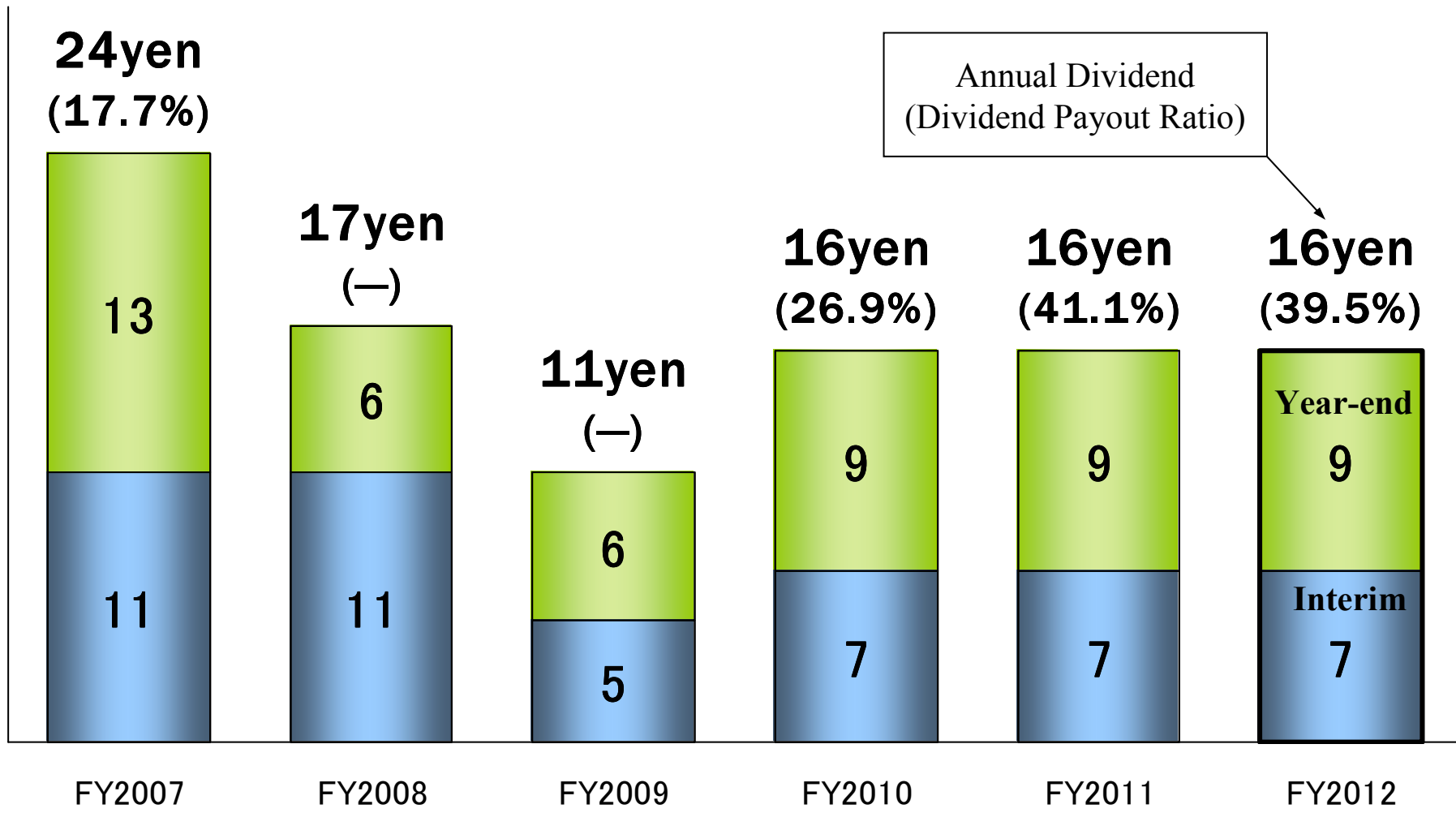
( 100 million yen )



# 1-10) Dividends

( yen per share )

**Interim Dividend: 7yen Annual Dividend: 16yen**



## *1. Results for Fiscal 2012*

## *2. Forecasts for Fiscal 2013*



## 2-1) External Environment

- Europe Economy slow down due to the Sovereign-Debt crisis in Europe
- Firm Growth in Developing Countries
- Export Environment change by Weaker Yen

## 2-2) Financial Data

Sales ... Increase from FY2012

Income ... Increase due to Exchange Rates, Cost improvement.

(100 million yen)	FY2012	FY2013	Increase /Decrease	Increase /Decrease(%)
( ) : profit margin on sales				
Net Sales	10,675	11,200	+524	+4.9%
Operating Income	(2.7%) 291	(3.2%) 360	+68	+23.5%
Ordinary Income	(3.2%) 342	(3.0%) 340	△2	△0.7%
Net Income	(1.3%) 138	(1.4%) 155	+16	+11.8%
Exchange Rate (Apr.-Mar.)	82yen/USD 105yen/EUR	90yen/USD 115yen/EUR		
Capital Expenditure	1,096	750	△346	△31.6%
Depreciation	442	500	+57	+13.0%

## 2-3) Net Sales by Product

( 100 million yen )

		FY2012	FY2013	Increase /Decrease	Increase /Decrease(%)
Mechanical Components	Steering Svstems	4,837	5,190	+352	+7.3%
	Bearings	3,184	3,240	+55	+1.8%
	Driveline Components	1,196	1,220	+23	+1.9%
	Total	9,217	9,650	+432	+4.7%
Machine Tools & Others		1,457	1,550	+92	+6.4%
Sales Total		10,675	11,200	+524	+4.9%

## 2-4) Net Sales by Region

( 100 million yen )

	FY2012	FY2013	Increase /Decrease	Increase /Decrease(%)
Japan	5,419	5,210	△209	△3.9%
Europe	1,393	1,530	+136	+9.8%
North America	1,836	2,115	+278	+15.2%
Asia・Oceania	1,319	1,555	+235	+17.8%
China	529	600	+70	+13.3%
Other	176	190	+13	+7.7%
<b>Sales Total</b>	<b>10,675</b>	<b>11,200</b>	<b>+524</b>	<b>+4.9%</b>

# 2-5) Operating Income change Analysis

( 100 million yen )

