



# FINANCIAL RESULTS

2ND QUARTER, FISCAL 2012

November 5, 2012

<http://www.ohashi.co.jp>

# Outline

▶ Consolidated Income Statement	3
▶ Analysis of Net Sales by Regional Segment	4
▶ Analysis of Net Sales by Products Segment	5
▶ Analysis of Operating Income by Regional Segment	6
▶ Analysis of Operating Income by Products Segment	7
▶ Net Sales and Operating Income Quarterly	8
▶ Balance Sheet	9
▶ Cash Flows	10
▶ Capital Expenditures , Depreciation , R&D Expenses	11
▶ Main Customer	12
▶ Fiscal 2012 (Forecast)	13

# Consolidated Income Statement

¥,million

	2nd Quarter, Fiscal 2012	2nd Quarter, Fiscal 2011	Change	Change(%)
Net sales	17,628	14,764	2,864	119.4%
Operating income	1,040	631	409	164.8%
Ordinary income	1,013	633	380	160.1%
Net income	629	303	326	207.2%

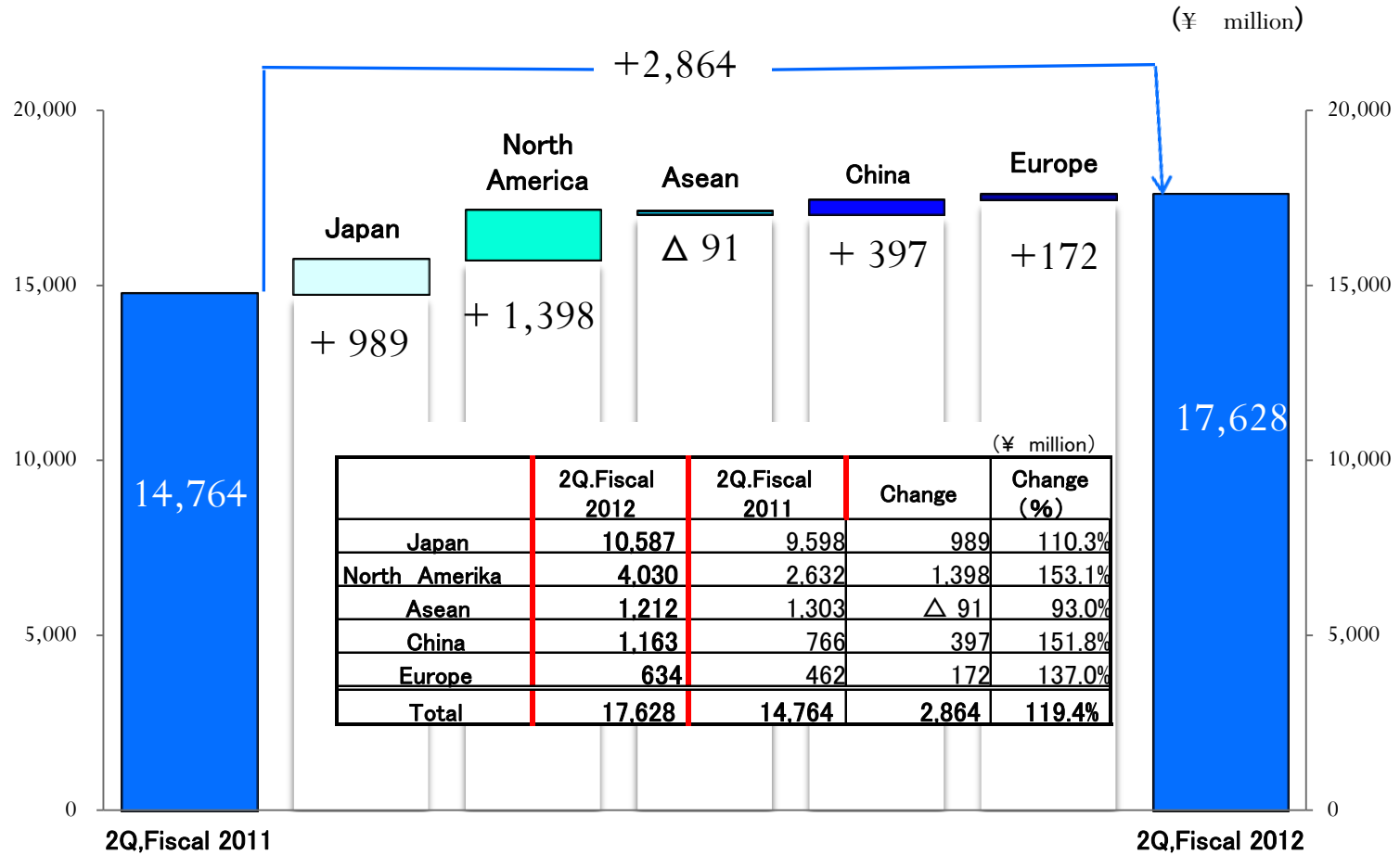
yen

Net income per share	40.29	19.44	20.85	207.3%
----------------------	-------	-------	-------	--------

Exchange rate (average)

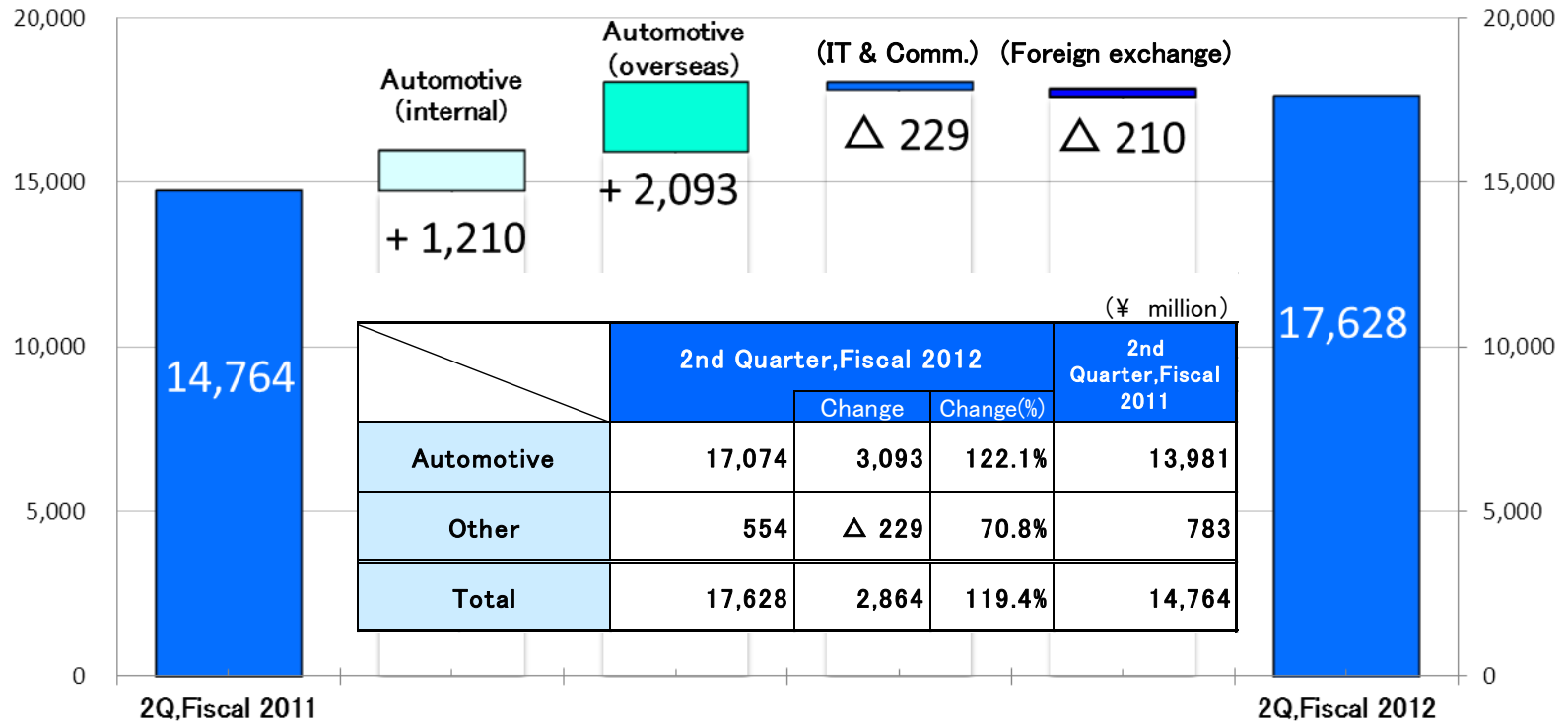
USDJPY	79.74	82.04	△ 2.30	△ 2.8%
THBJPY	2.56	2.70	△ 0.14	△ 5.2%
GBPJPY	125.71	132.59	△ 6.88	△ 5.2%
CNYJPY	12.65	12.56	0.09	0.7%

# Analysis of Net Sales by Regional Segment



# Analysis of Net Sales by Products Segment

(¥,million)

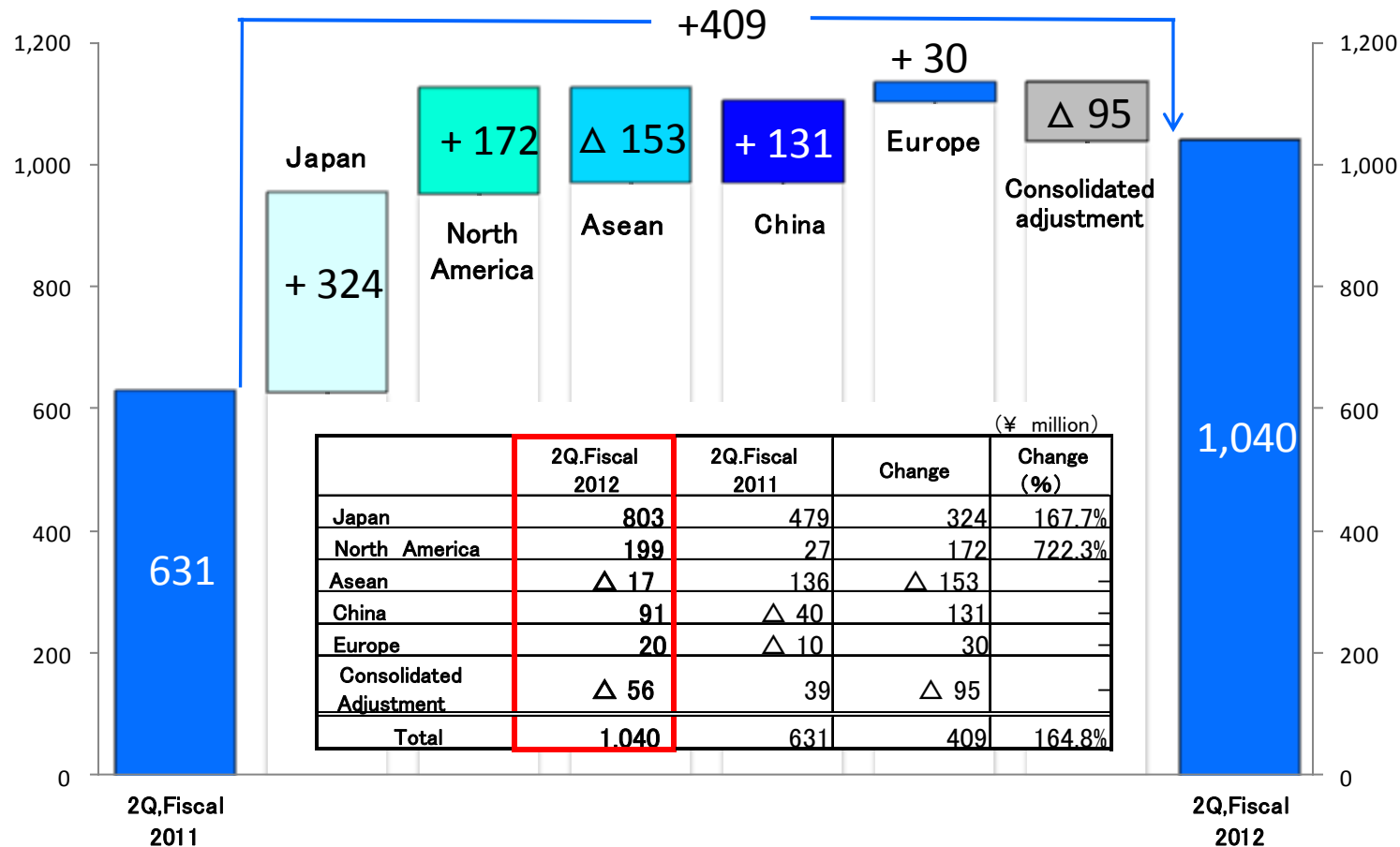


	2nd Quarter, Fiscal 2012			2nd Quarter, Fiscal 2011
		Change	Change(%)	
Automotive	17,074	3,093	122.1%	13,981
Other	554	△ 229	70.8%	783
<b>Total</b>	<b>17,628</b>	<b>2,864</b>	<b>119.4%</b>	<b>14,764</b>

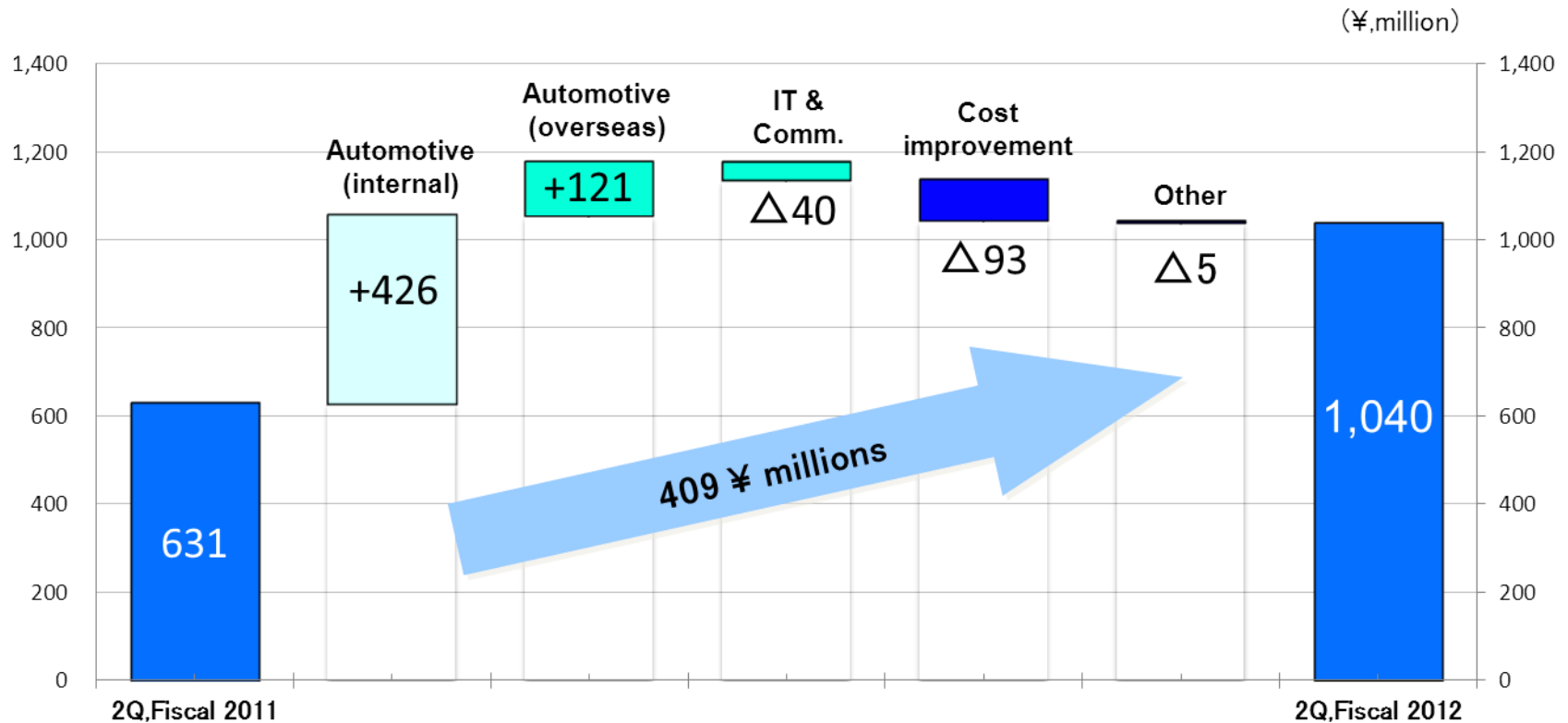
## Exchange Rate (Average)

	2Q, FY 2012	2Q, FY 2011
USDJPY	79.74	82.04
THBJPY	2.56	2.70
GBPJPY	125.71	132.59
CNYJPY	12.65	12.56

# Analysis of Operating Income by Regional Segment



# Analysis of Operating Income by Products Segment



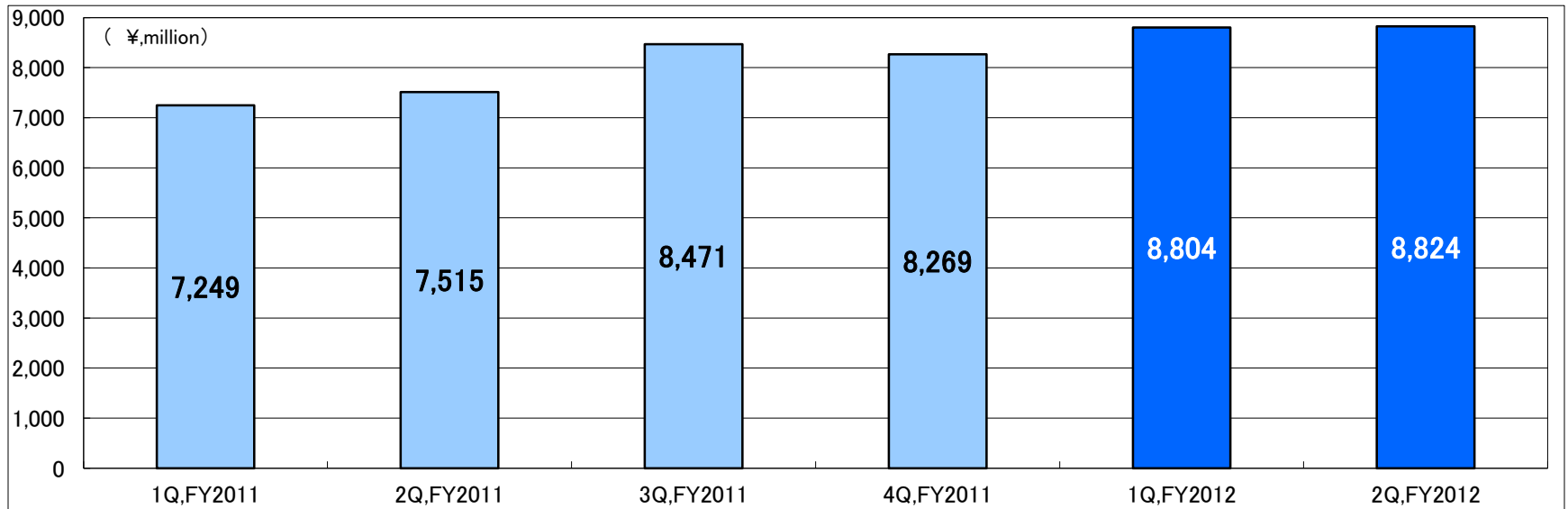
## 【Cost improvement】

- Packing fare +70
- Depreciation expense +29

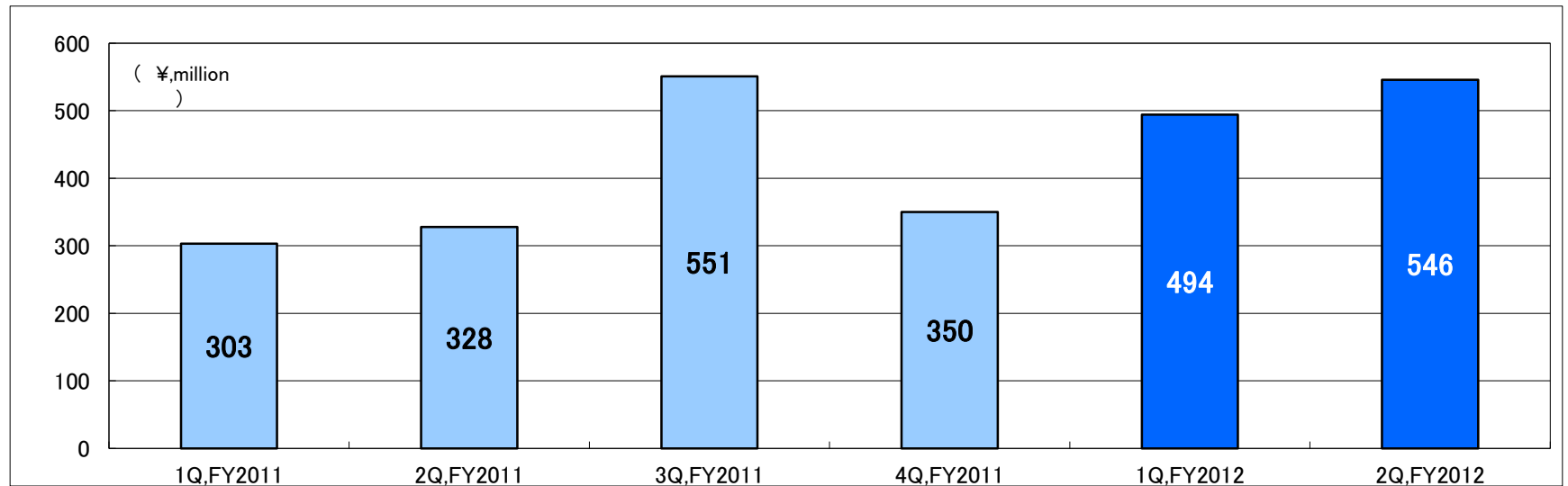
## Exchange Rate (Average)

	2Q. FY 2012	2Q. FY 2011
USDJPY	79.74	82.04
THBJPY	2.56	2.70
GBPJPY	125.71	132.59
CNYJPY	12.65	12.56

# Net Sales

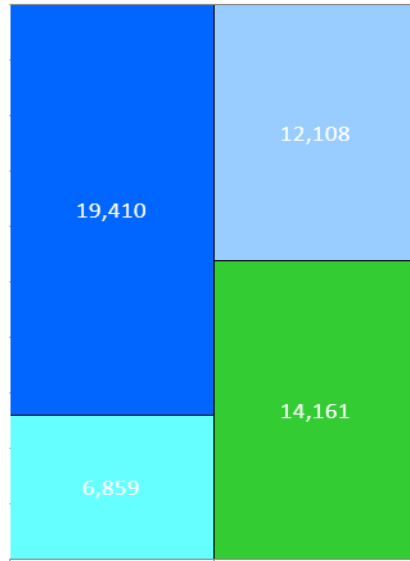


# Operating Income



# Balance Sheet

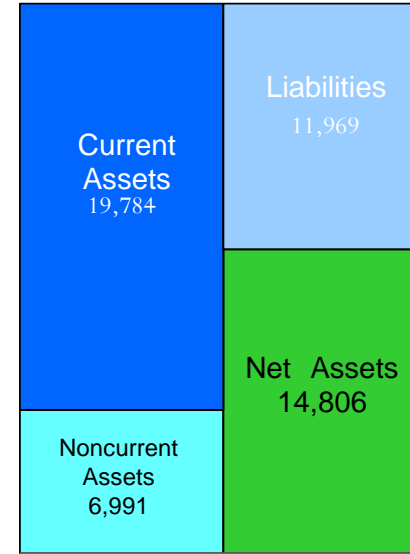
March 31, 2012



Shareholders equity per total assets  
(52.7%)

September 30, 2012

(¥,million)



Shareholders equity per total assets  
(54.1%)

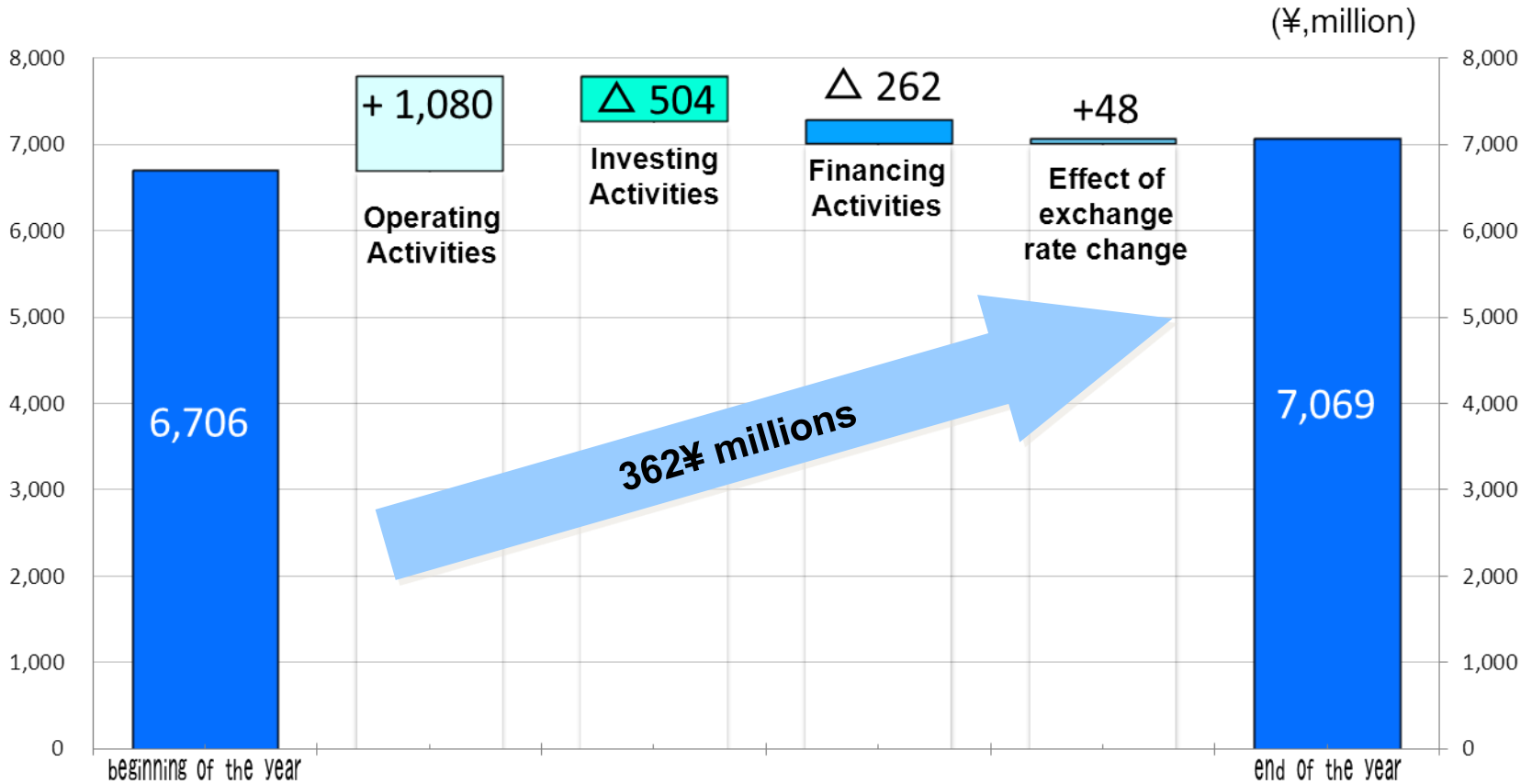
26,269

+507

Total assets

26,776 ¥ millions

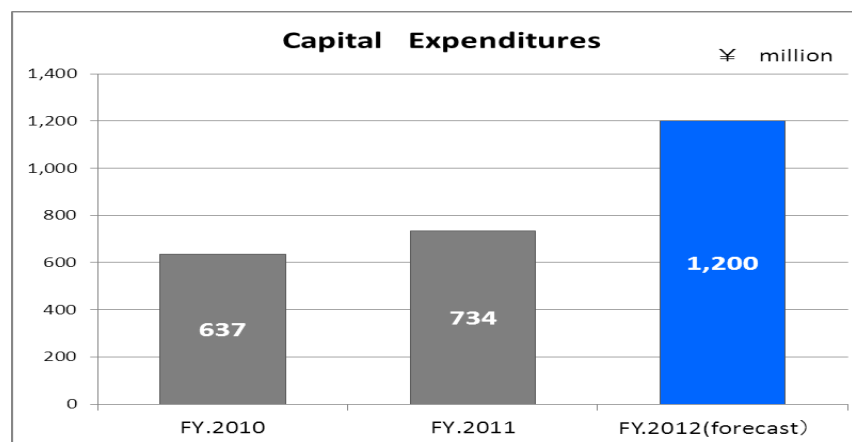
# Cash Flows



# Capital Expenditures, Depreciation, R&D Expenses

(¥,million)

	2Q,Fiscal 2012	2Q,Fiscal 2011	Change(%)	Fiscal 2012 (forecast)
Capital Expenditures	645	321	200.8%	1,200
Depreciation	365	394	92.6%	800
R&D Expenses	54	34	158.8%	100



# Main Customer

Ranking	FY 2010	FY 2011	2Q,FY 2012
1	Hino Motors., Ltd.	Hino Motors., Ltd.	Hino Motors., Ltd.
2	Denso Corporation	Denso Corporation	Denso Corporation
3	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.
4	Nissan Motor Co., Ltd.	Nissan Motor Co., Ltd.	Nissan Motor Co., Ltd.
5	AISIN SEIKI Co., Ltd.	mitsubishi fuso truck & bus corporation	TOYOTA MOTOR CORPORATION
6	TOYOTA MOTOR CORPORATION	AISIN SEIKI Co., Ltd.	AISIN SEIKI Co., Ltd.
7	Hitachi Automotive Systems Ltd.	TOYOTA MOTOR CORPORATION	mitsubishi fuso truck & bus corporation
8	mitsubishi fuso truck & bus corporation	ISUZU MOTORS LIMITED	JATCO Ltd
9	ISUZU MOTORS LIMITED	Hitachi Automotive Systems Ltd.	ISUZU MOTORS LIMITED
10	TS TECH Ltd.	Takebe Co., Ltd.	Hitachi Automotive Systems Ltd.

# Fiscal 2012 (Forecast)

¥,million

	Fiscal 2012 (Forecast)	Fiscal 2011	Change	Change(%)
Net sales	35,000	31,504	3,496	111.1%
Operating income	1,800	1,532	268	117.4%
Ordinary income	1,800	1,527	273	117.8%
Net income	1,050	708	342	148.2%

Net income per share	67.19	45.34	21.85	148.2%
----------------------	-------	-------	-------	--------