
Financial Result Presentation

2nd Qtr (Cumulative), Fiscal Year ending March 2013



Sanken Electric Co., Ltd.

November 9, 2012

1H FY2012 Overview



Power Electronics for Next "E" Stage

(Yen 100 million)

	FY2011	FY2012			Change (%)	Guidance	Achieved (%)
	1H	1Q	2Q	1H			
Net Sales	661	300	324	624	-5.6	695	89.8
Semicon.	483	228	245	473	-2.1	512	92.4
CCFL	10	3	3	6	-40.0	7	85.7
PM	98	42	41	83	-15.3	100	83.0
PS	71	27	34	61	-14.1	76	80.3
Op. Income	13	4	15	19	46.2	22	86.4
Ord. Income	4	-0	12	12	+200.0	14	85.7
Net Income	-13	-4	8	4	-	3	133.3

Forecast for Consolidated FY2012



Power Electronics for Next "E" Stage

(Yen 100 million)

	FY2011			FY2012 (Forecast)			Change	
	1H	2H	Year	1H	2H	Year	Amount	%
Net Sales	661	657	1,318	624	686	1,310	-8	-0.6
Semicon.	483	470	953	473	517	990	37	3.9
CCFL	10	9	20	6	6	12	-8	-40.0
PM	98	82	180	83	72	155	-25	-13.9
PS	71	95	165	61	92	153	-12	-7.3
Op. Income	13	27	40	19	41	60	20	50.0
Ord. Income	4	26	30	12	33	45	15	50.0
Net Income	-13	17	4	4	21	25	21	525.0

▪ Exchange Rate : ¥78/US\$

Revision of Forecast



Power Electronics for Next "E" Stage

(Yen 100 million)

	Previous	New Guidance			Revised	
	Year	1H	2H	Year	Amount	%
Net sales	1,450	624	686	1,310	-140	-9.7
Semicon.	1,060	473	517	990	-70	-6.6
CCFL	13	6	6	12	-1	-7.7
PM	200	83	72	155	-45	-22.5
PS	177	61	92	153	-24	-13.6
Op. Income	74	19	41	60	-14	-18.9
Ord. Income	58	12	33	45	-13	-22.4
Net Income	32	4	21	25	-7	-21.9

【Exchange Rate】 ¥78/US\$

【Background】 Slowdown in European economy, slower growth in emerging economies.

- Semicon. : Slower AV and OA markets, Delayed shift to inverter A/Cs in China.
- PM : Termination of Japanese TV business and weaker OA business.
- PS : Weak demand from electric power companies and public sectors.

2H FY12: Strategic Directions Unchanged



Power Electronics for Next "E" Stage

Strategic Directions

Sales Growth

Global Expansion

Target Markets

"Eco & Energy Saving", "Green Energy"

Automotive, White Goods, Industrial, IT/Mobile,
LED Lighting, Power Conditioner, Sensor

Emerging Countries

via Korean and Chinese Manufacturers

Standardized Products

Power Devices, AC/DC, DC/DC

Initiatives

Shift Markets: AV ⇒ Energy Saving, Customized ⇒ Standardized

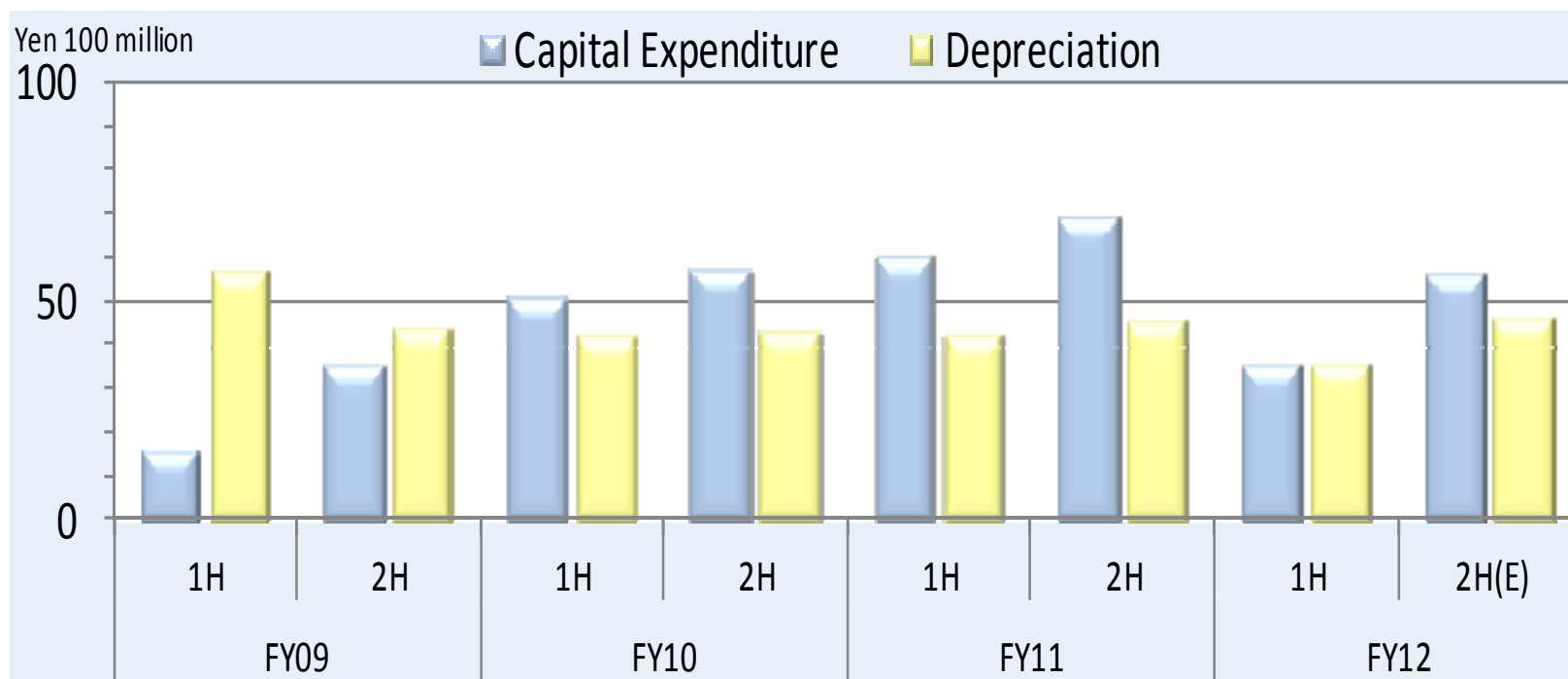
Focus on 4 Device Areas: Auto, Motor, AC/DC, DC/DC

Place Extra Weight on Automotives: the Core Business

Expand Overseas Sales: Faster Growth by Larger Network

Widen Global Purchases: Start From Semicon. procurement

Capital Expenditure, Depreciation



Capex : Yen 9 billion (Japan: 4 billion), Depreciation: Yen 8 billion (Japan: 4.5 billion)

Keeping capital investments below depreciation in Japan, strategic investments overseas.

Japan	Overseas
Ishikawa: Increase automotive capacity	PSI : FAB III phase I
Fukushima: Increase probing and F-LED capacity	Dalian : Expand semiconductor assembly lines
	Allegro : Purchased land for new plant in Thailand

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