

2012FY 2nd QTR Financial Result Overview

NEXT 30

Creation, Passion, Challenge

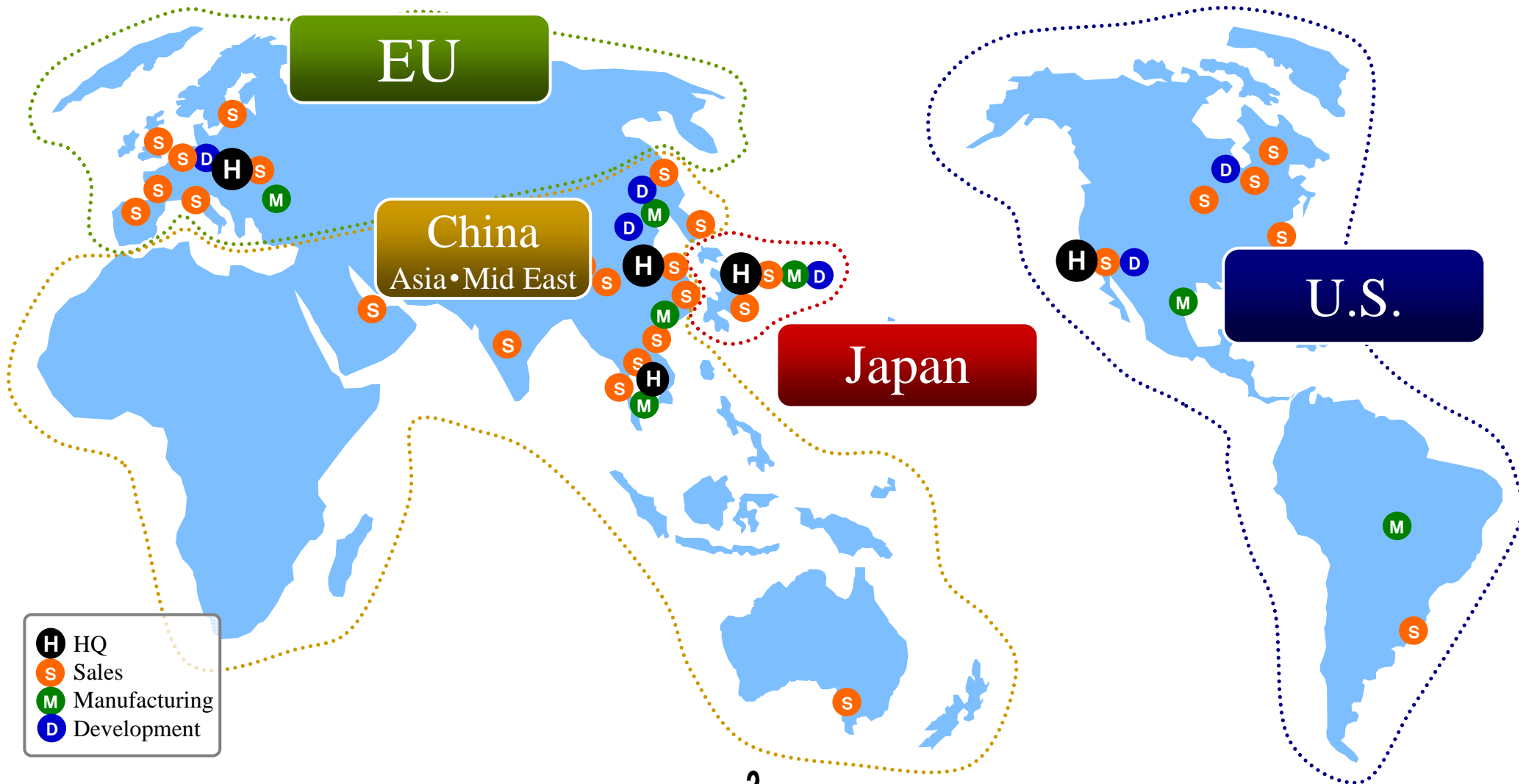
Nov 1st, 2012

Managing Director, Administration

Seishi Kai

Alpine Global Organizations

Development, Manufacturing, and Sales Organizations in four areas



Enhancement of Global Organizations

1

Aggressive Enhancement on Overseas Markets

2

U.S.A

- ◆ Biz expansion in Cloud and Smartphone linkage
- R&D Company established in Silicon Valley on '12/04/01



■ 1st App: "Pin 'n Find" ■ 2nd App: "Commuter Hero"

	Parking Location Memorizing application (Apr)		Routes information Sharing application (Aug)
--	---	--	--

Brazil

4

- ◆ Enhance Aftermarket Business
- ◆ Organize Distribution Channels
- Both production and sales started with a new partner from '12/08.

3

Middle East

- ◆ Enhance Aftermarket Business
- '12/4/1 Sales Company Established in Dubai

China / Korea

- ◆ Continuous Expansion of OEM Biz for Global Automakers
- ◆ Expand Local OEM Biz
- ◆ Enhance Aftermarket Biz

ASEAN

- ◆ Enhance Aftermarket Business
- ◆ Expand OEM Business
- Thai Factory restarted production from '12/09



New Business Model Win A Grand Prix : *Alpine Style*

1



Perfect Fit

Seamless and beautiful fitting
with Vehicle Specific Installation Kits



Interior Coordinate

Alpine's Interior Coordination



Comment

In addition to BIG X series which created a new aftermarket value with a big screen and vehicle-specific concept, **Alpine Style proposes and coordinates interiors based on customer tastes. We expect that this biz model exceeds the car electronics category and contributes to excite all car goods market as well as new car sales.**

New Business Model Win A Grand Prix : *Alpine Style*

Alpine Style ヴェルファイア
for your **VELLFIRE**

あなたのヴェルファイアは、
アルパインで完成する



あなたのヴェルファイアは、アルパインで完成する。

大画面9型ヴェルファイア専用ナビ【BIG X】。
あなたのヴェルファイアにあわせて、受注生産でお届けします。



Rearvision & Plasmacluster



Air Purification
Deodorizing/ Skin Beautifying

Camera system



1st in Aftermarket
Actual Guideline



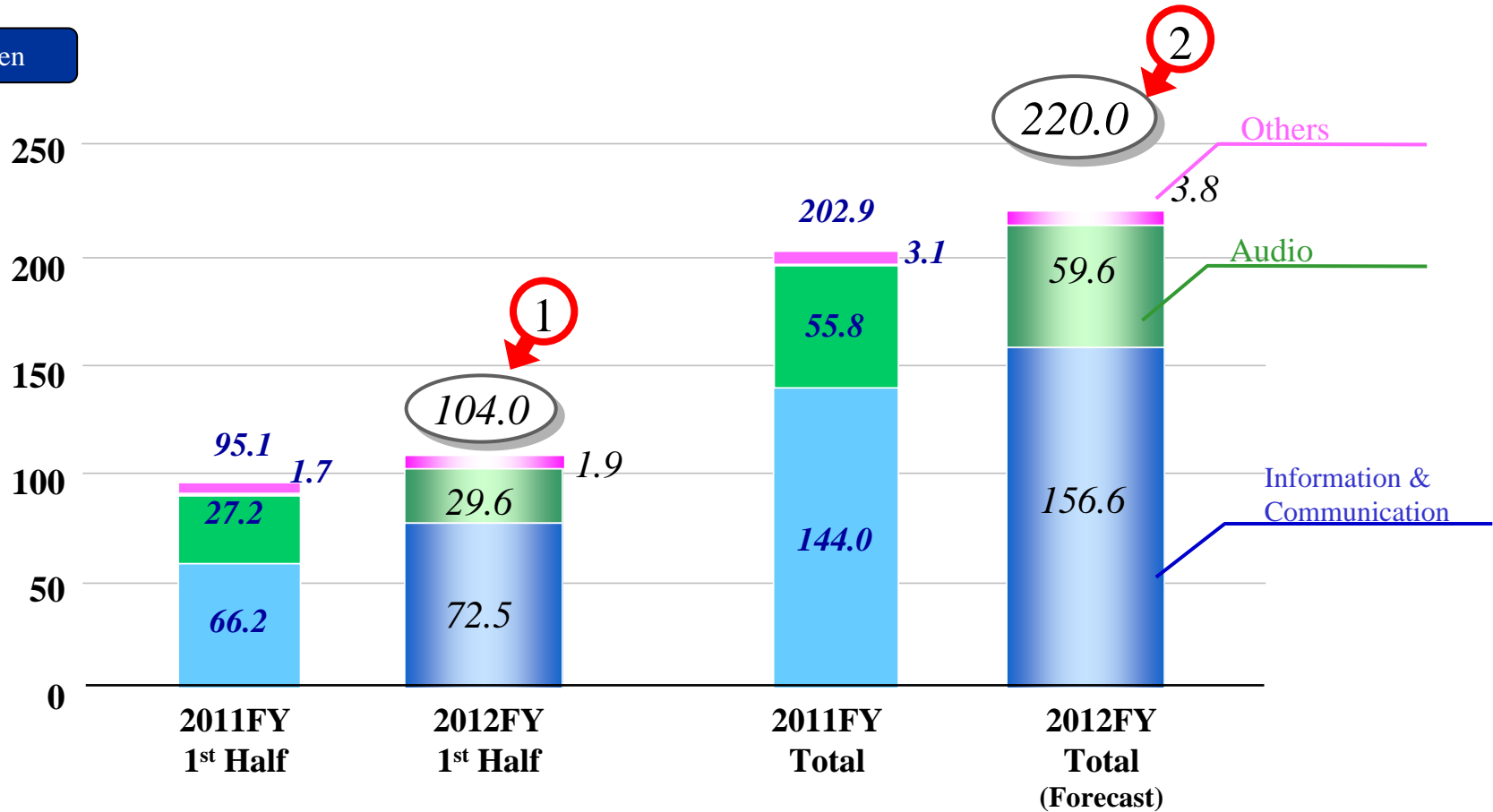
Seamless installation

Consolidated Financial Result Overview

	2011FY 1st Half Ended Sep 2011	① 2012FY 1st Half Ended Sep 2012	% vs. 11Y	2011FY Total Ended Mar 2012	② 2012FY Total (Forecast) Ended Mar 2013	% vs. 11FY
Net Sales	¥95.1bln	¥104.0bln	+9%	¥202.9bln	¥220.0bln	+8%
Operating Income	¥ 3.1bln	¥1.1bln	-64%	¥5.6bln	¥ 3.0bln	-47%
Ordinary Income	¥ 2.9bln	¥1.3bln	-55%	¥6.5bln	¥ 3.4bln	-48%
Net Income	¥2.2bln	¥0.7bln	-66%	¥4.5bln	¥ 1.5bln	-67%
E.P.S	¥31.70	¥10.75		¥65.53	¥21.50	
Dividend	¥ 10	¥ 10		20円	Full year ¥20 (forecast)	
R.O.A.	1.5%	0.5%		2.8%	0.9%	

Net Sales per Segment

Billion Yen



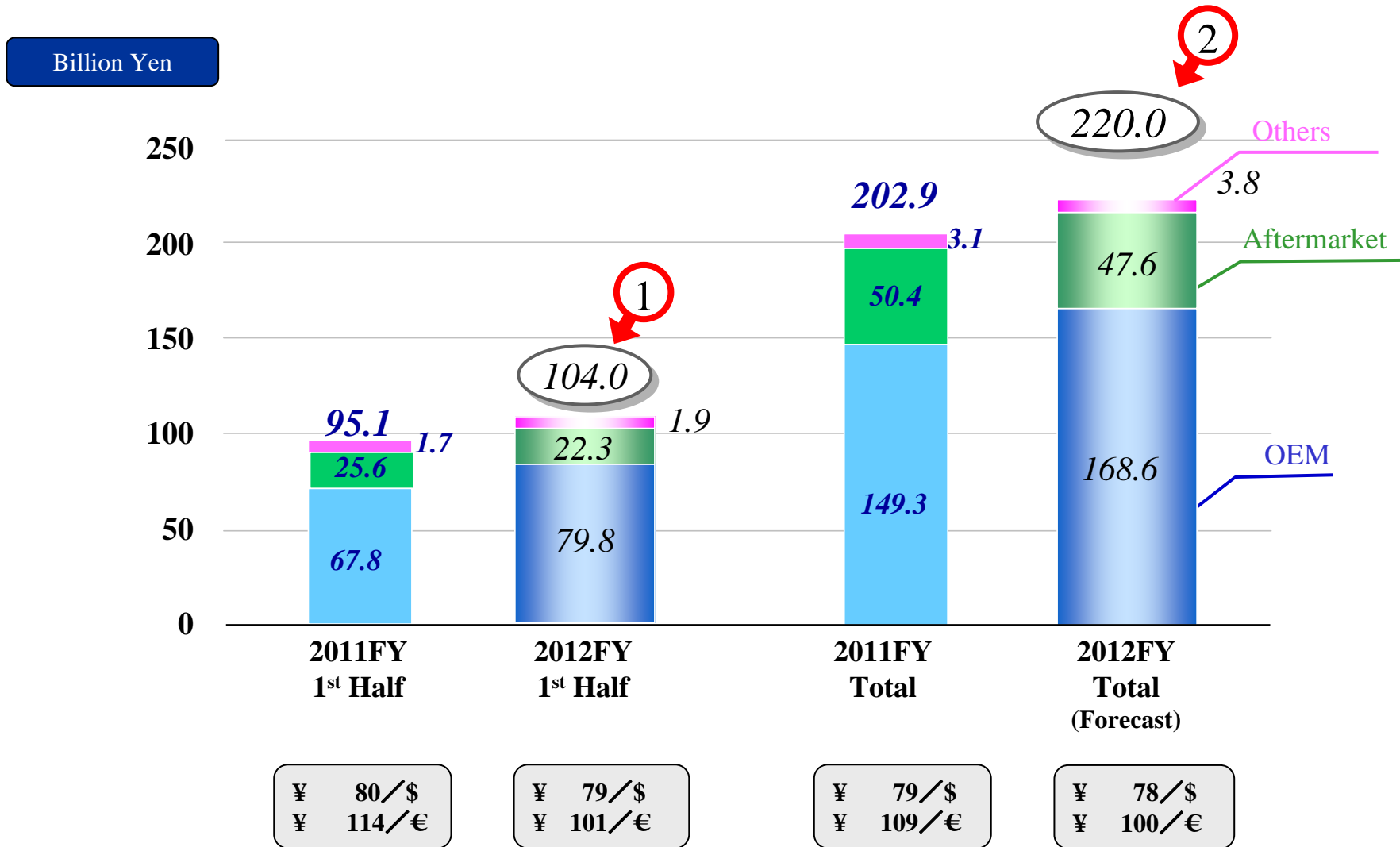
¥ 80/\$
¥ 114/€

¥ 79/\$
¥ 101/€

¥ 79/\$
¥ 109/€

¥ 78/\$
¥ 100/€

Net Sales per Aftermarket and OEM

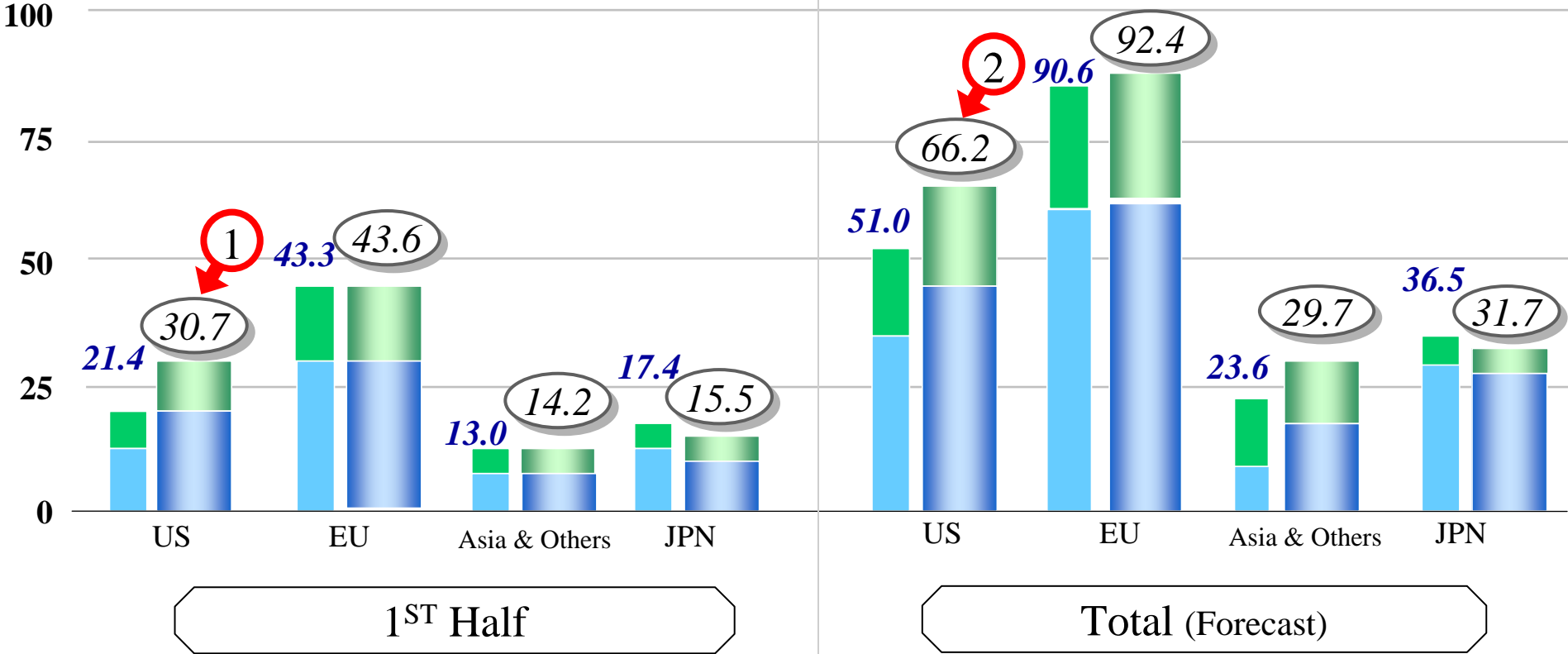


Net Sales per Area

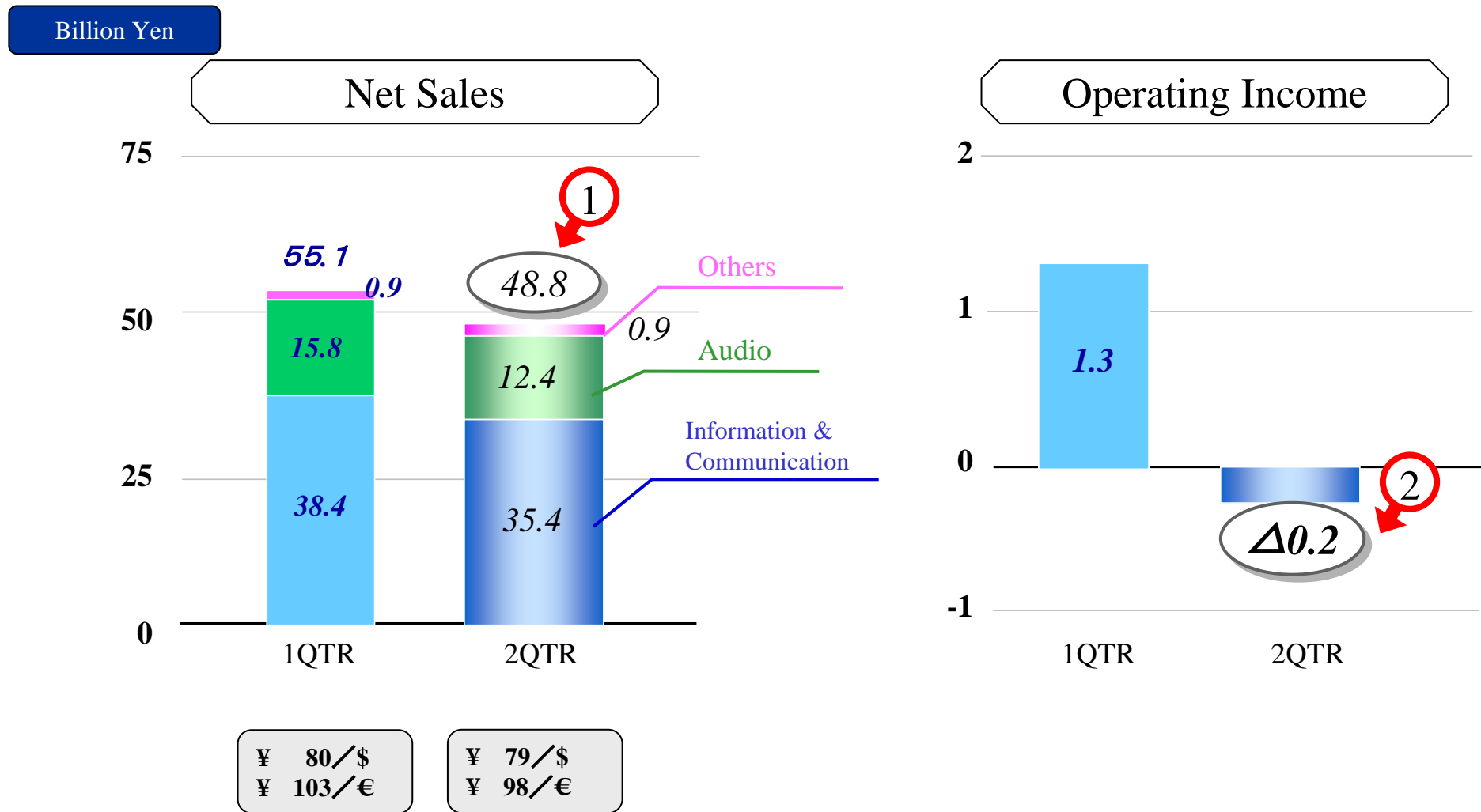


Billion Yen

		Audio
		Information & Communication
2011FY	2012FY	

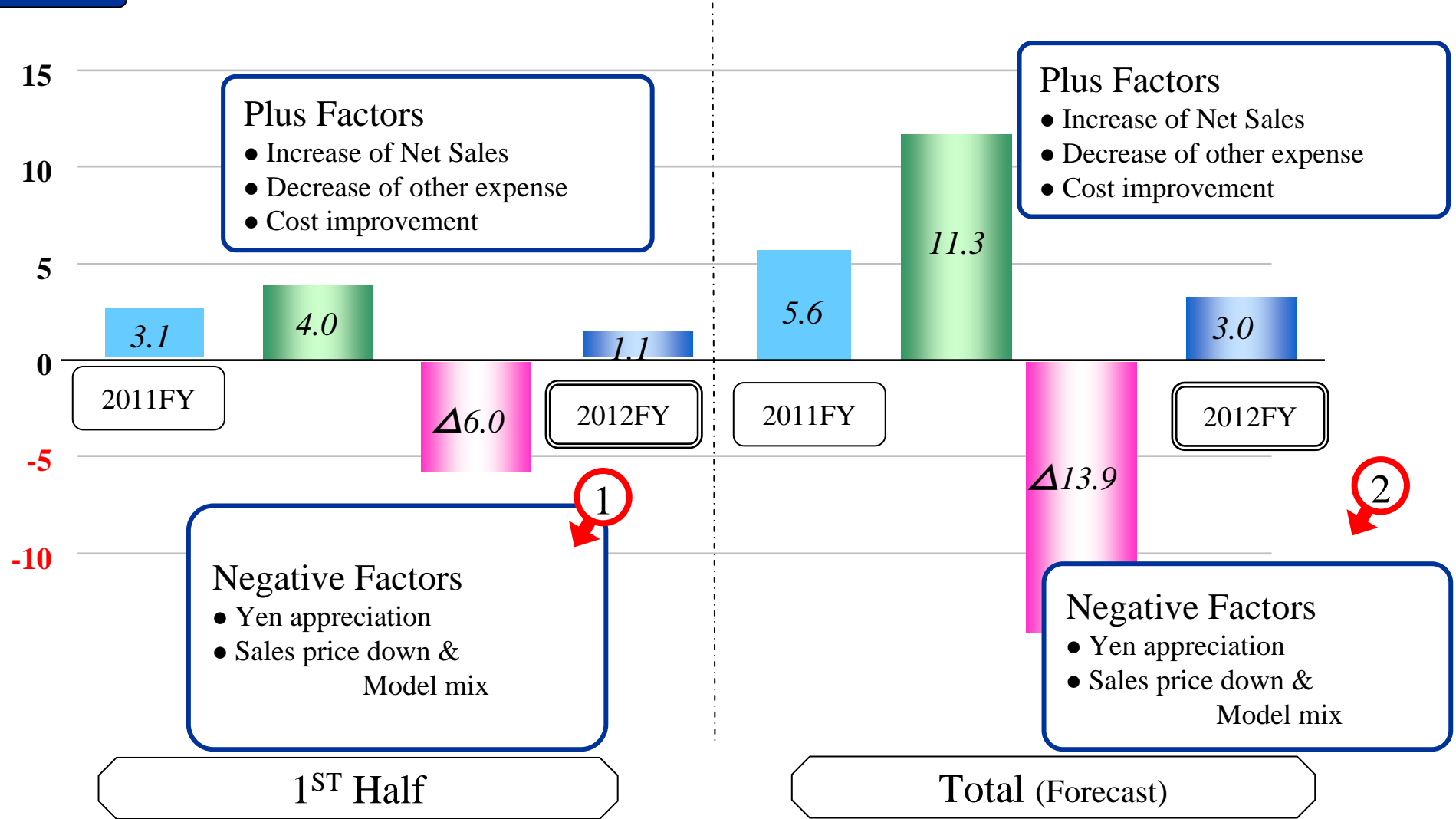


2012FY 1QTR vs.2QTR : Net Sales, Operating Income

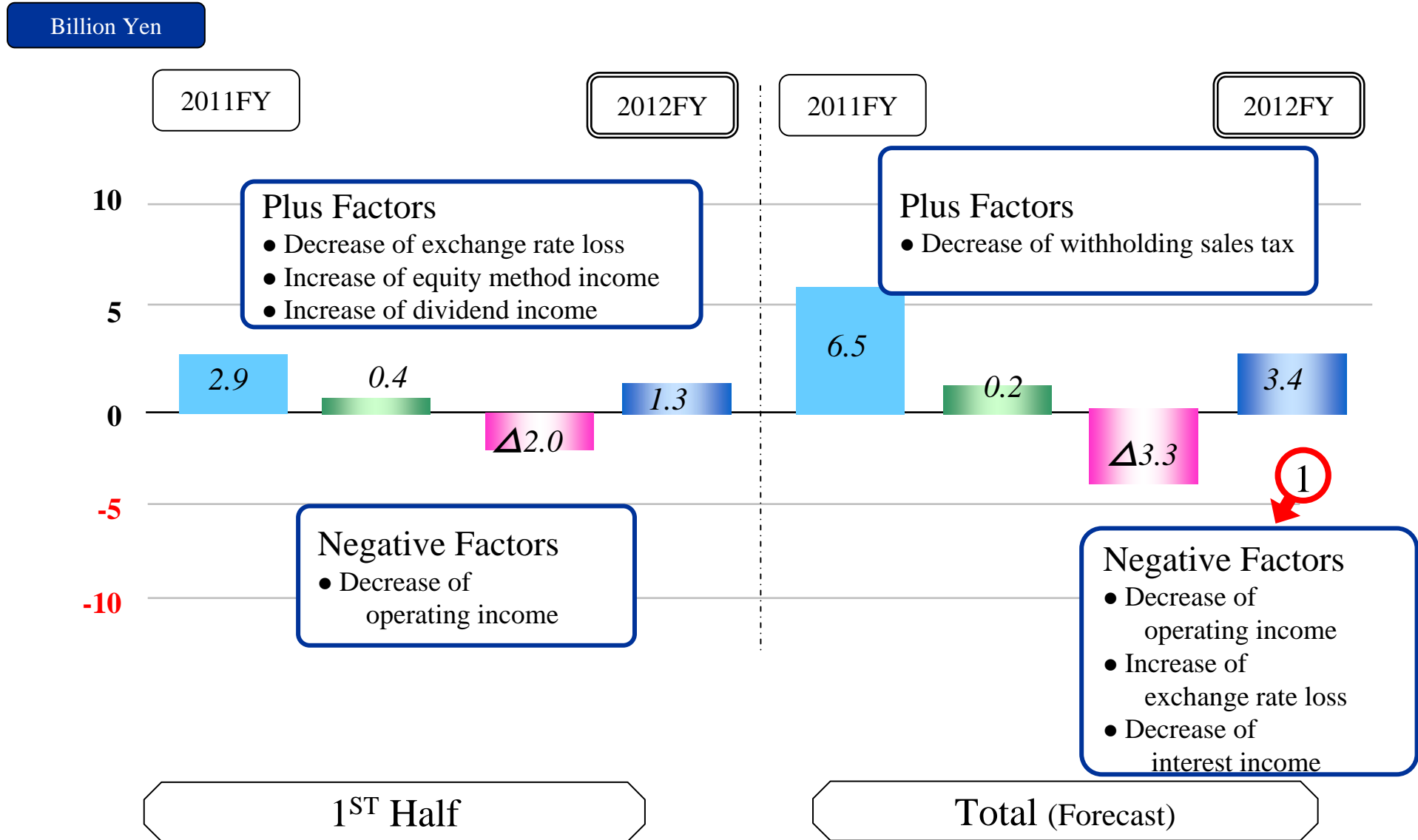


Operating Income

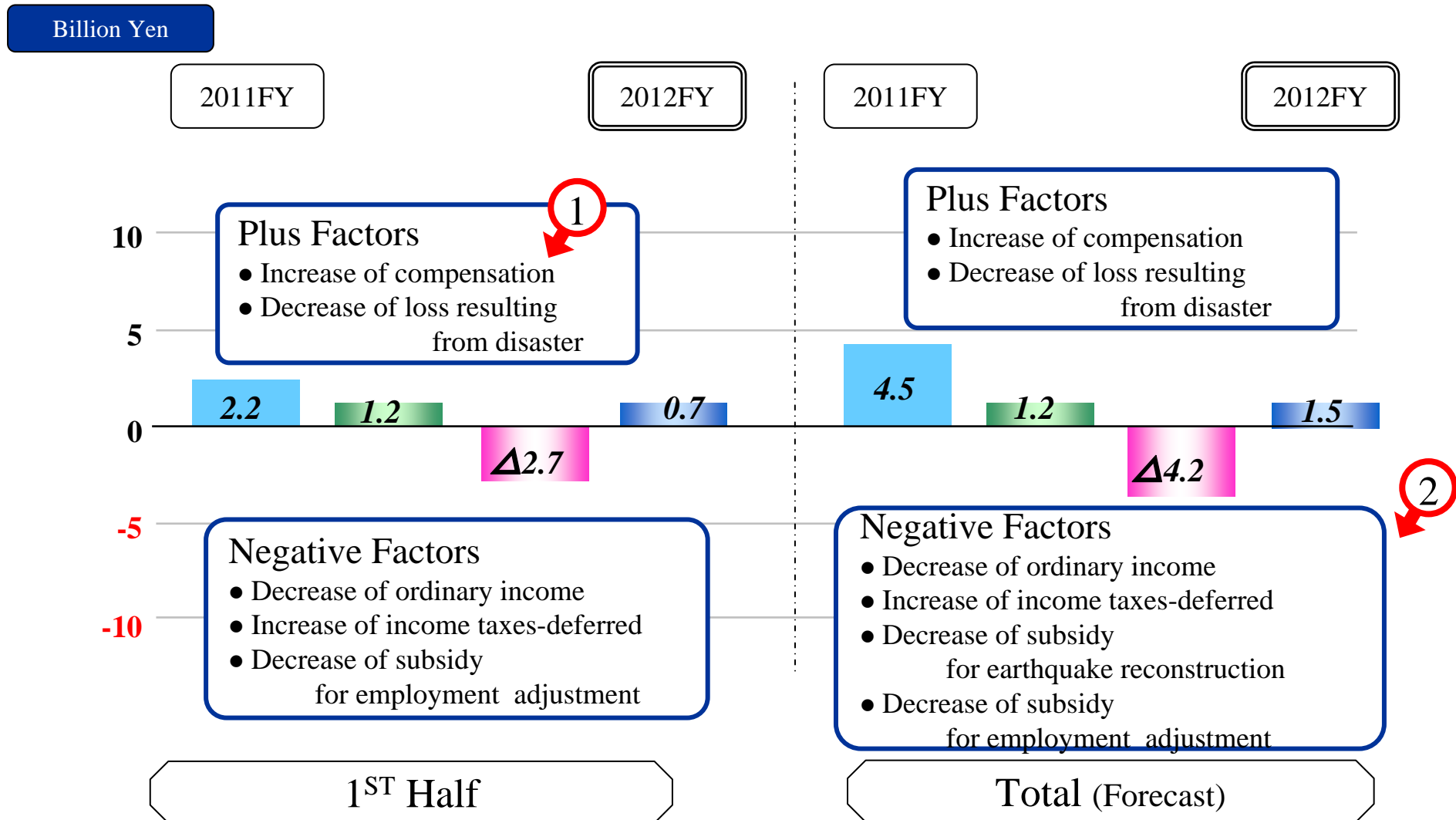
Billion Yen



Ordinary Income



Net Income



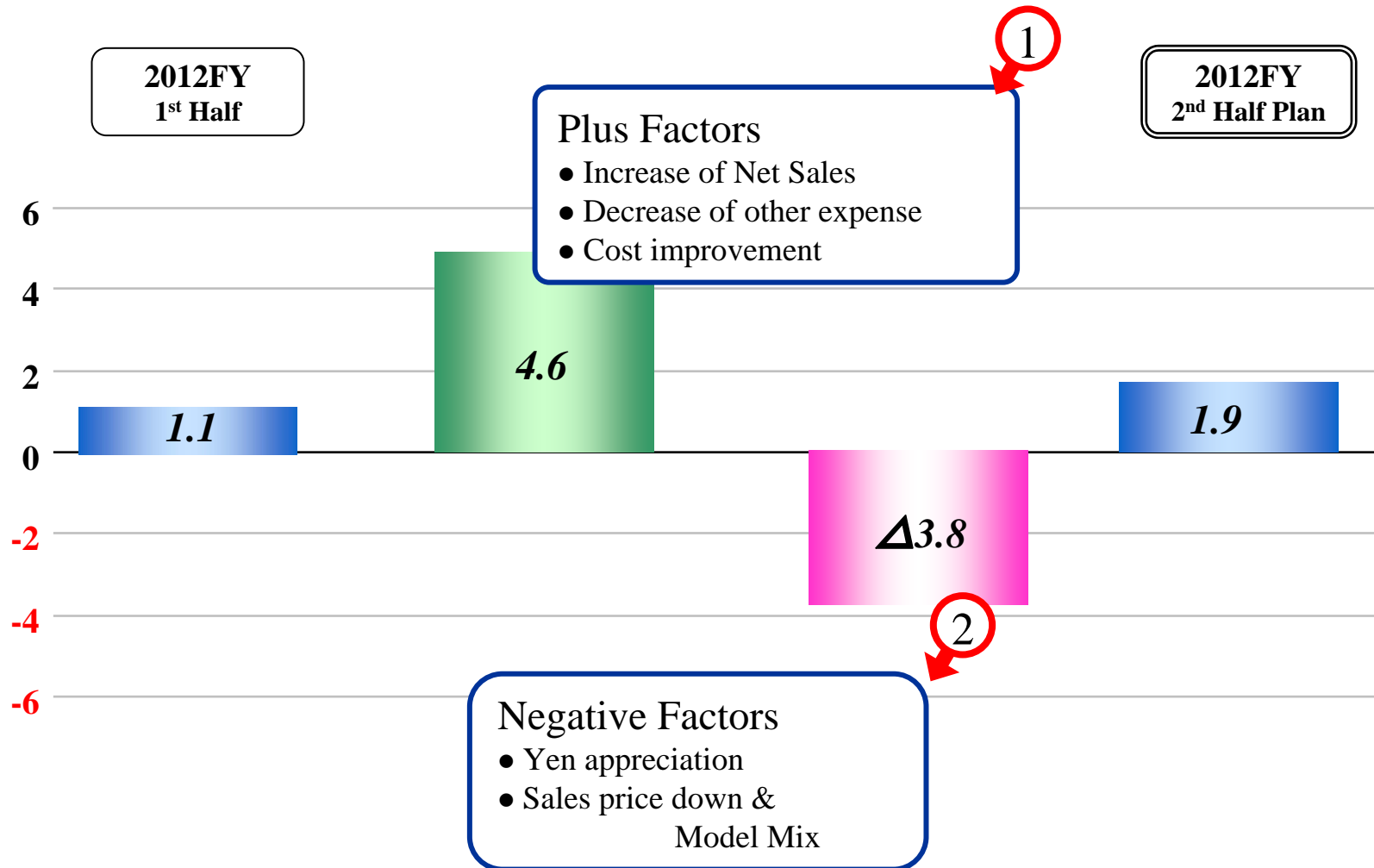
2012FY Revenue per Segment

Billion Yen

		1Q	2Q ^①	1st Half	2nd Half (Forecast)	Total (Forecast) ^②
Audio	Net Sales	15.8	13.9	29.7	29.9	59.6
	Operating Income	0.2	0.2	0.4	0.4	0.8
Information Communication	Net Sales	39.3	35.0	74.3	86.1	160.4
	Operating Income	2.3	0.8	3.1	3.9	7.0
Elimination and/or Corporate		Δ1.2	Δ1.2	Δ2.4	Δ2.4	Δ4.8
Total	Net Sales	55.1	48.9	104.0	116.0	220.0
	Operating Income	1.3	Δ0.2	1.1	1.9	3.0
		¥ 80/\$ ¥ 103/€	¥ 79/\$ ¥ 98/€	¥ 79/\$ ¥ 101/€	¥ 77/\$ ¥ 100/€	¥ 78/\$ ¥ 100/€

Operating Income : 2012FY 1st half vs. 2nd half

Billion Yen



Cash Flow

Billion Yen

