

Q&A Session Summary
OMRON Corporation
Financial Results for the Third Quarter
Ended December 31, 2012 (FY12 Q3)
January 30, 2013

*Supplemental. Original presentation given in Japanese.

FY12 Full-Year & FY13 Forecast

- Q:** FY12 full-year guidance is unchanged. Sales target looks very challenging.
- A:** The sum of all business segments is unchanged from Oct. announcement. Tough for IAB and EMC, which will be offset by other segments and the weak yen.
- Q:** Any segments likely to see profit decrease next year?
- A:** We cannot mention FY13 so far, but sharp drop is unlikely, as this year no segments are seeing big special-factor-related sales increase.

Industrial Automation Business (IAB)

- Q:** Q3 results by area?
- A:** Challenging in Japan, especially the automotive industry. Automotive in Asia Pacific is solid.
- Q:** When do you think the macro business environment turns around?
- A:** Expecting this summer at the earliest. Current conditions are likely to continue through FY13/Q1.
- Q:** What are the benefits of your alliance with Microsoft?
- A:** Data management is important in high-speed, high-accuracy factory automation. Together, we can offer upper-end on-site database directly linked with controllers without computers. We expect the market for the service is large. Omron will keep working on alliances and M&A to strengthen IA (industrial automation) business.
- Q:** Q4 outlook? Can we see recovery FY13?
- A:** We expect Q4 sales better Q/Q, thanks to seasonality, sales campaigns in Japan, promotion of high-spec PLC in Europe, and the weak yen. Currently challenging in Japan, and we are working to offset the drop with overseas sales.

Automotive Electronic Components Business (AEC)

Q: FY15 sales outlook?

A: Cannot say specifically, but we are looking at 20% increase from now.

Q: How big is the impact of China-Japan tension?

A: About ¥1.6bn as of Q3. Our understanding is things are toning down.

Healthcare Business (HCB)

Q: Q3, OP and OP% were good, why?

A: Thanks to sales increase and profit structure reform, as well as the weak Euro.

“Other” Business

Q: Q4 OP forecast?

A: Backlights and power conditioners were good Q3. Backlights are likely to go slow Q4.
