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

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.