



*FY2017 2<sup>nd</sup> quarter*  
**Consolidated Financial Report**

(April 1, 2016 through September 30, 2016)

October 28, 2016

**AISIN SEIKI Co., Ltd.**

(<http://www.aisin.com/>)

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- ① Revenue increased from last year due to the increased volume of AT sales to Western and Chinese OEMs and Body parts sales to Chinese OEMs such as Sunroofs. Also newly consolidated SHIROKI group sales contributed to the increase.**
- ② Operating profit increased from last year due to sales increase and gain from stock swap with SHIROKI Corporation, in spite of the unfavorable factors such as Kumamoto earthquakes and the strong yen. Profit before income taxes increased from last year despite foreign exchange loss.**
- ③ Regarding annual forecast, revenue and profit are revised upward due to the factors such as favorable AT sales and decrease of expected loss amount from Kumamoto earthquakes, in spite of the tendency of the strong yen and the increase of start-up costs.**

# Consolidated Operating Results (FY2017 2Q – 6 months)

\* The results of Previous Second Quarter and this Quarter are disclosed based on IFRS.

SHIROKI group sales(newly consolidated) +63.6

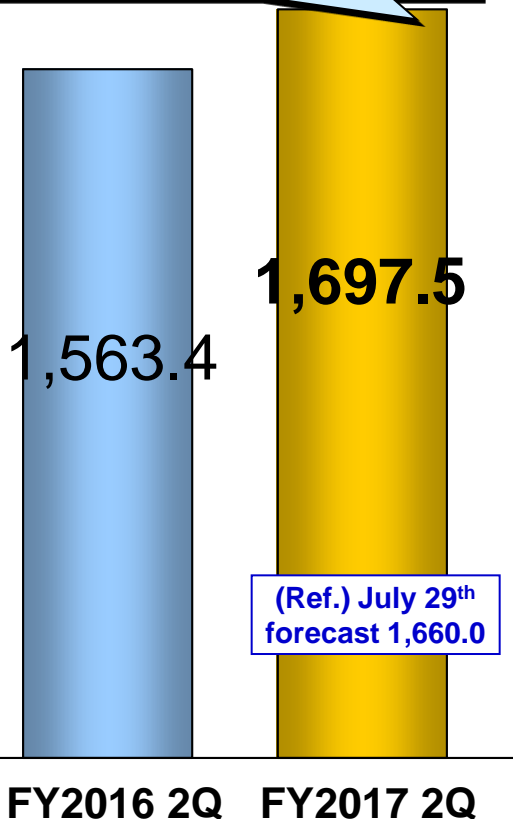
Gain from stock swap  
with SHIROKI Corporation +19.5  
Loss from earthquakes -14.2

Foreign exchange loss -4.8  
(-6.0 ⇒ -10.8)

Billion yen

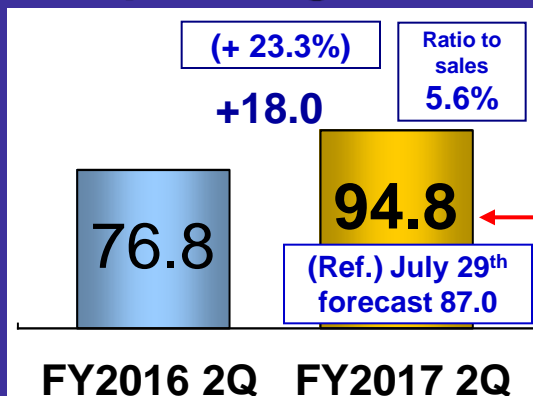
## Revenue

+ 134.1 billion yen  
(+8.6%)



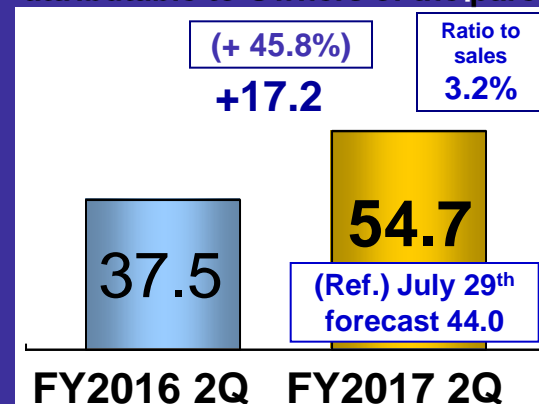
## Operating Profit

(+ 23.3%)  
Ratio to sales 5.6%



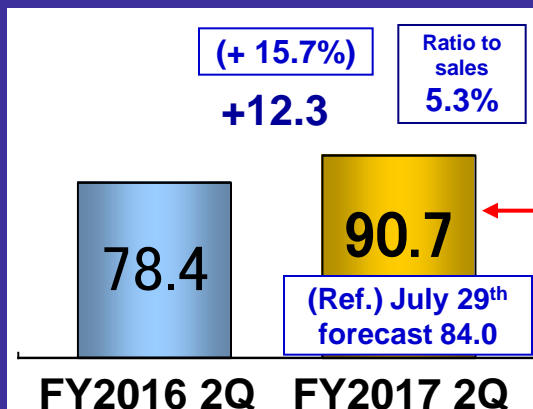
## Profit for the period attributable to Owners of the parent

(+ 45.8%)  
Ratio to sales 3.2%

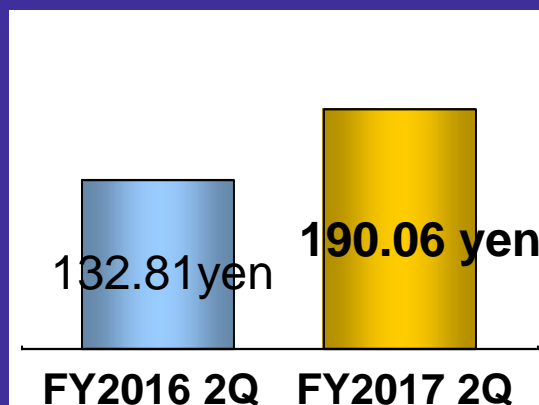


## Profit before income taxes

(+ 15.7%)  
Ratio to sales 5.3%

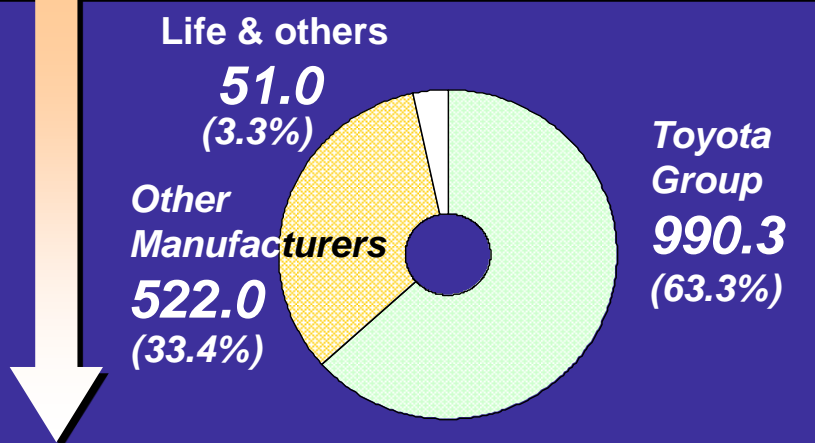


## EPS

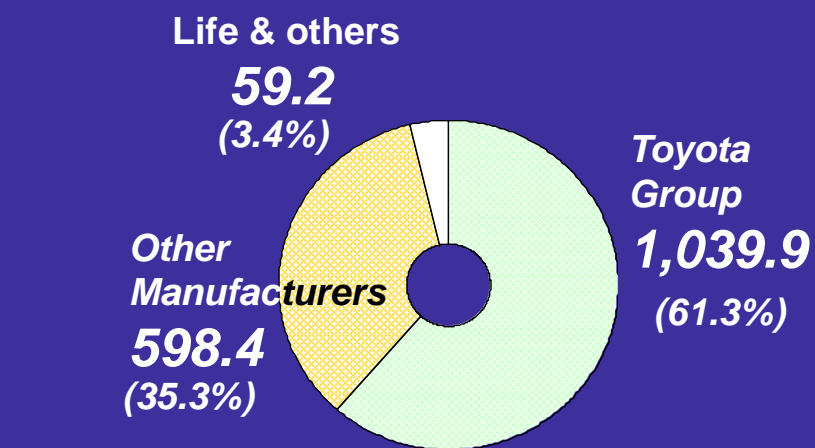


# Sales by Customer (FY2017 2Q – 6 months)

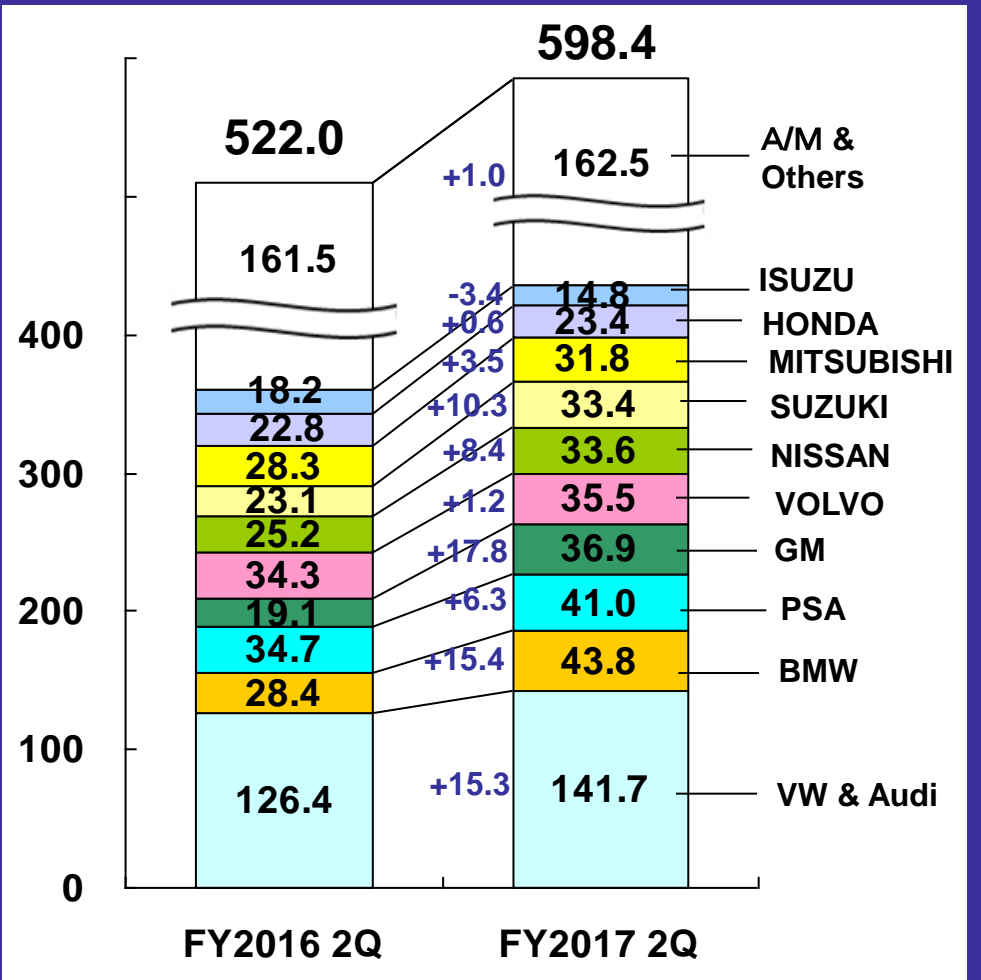
## FY2016 2Q [Revenue 1,563.4]



## FY2017 2Q [Revenue 1,697.5]

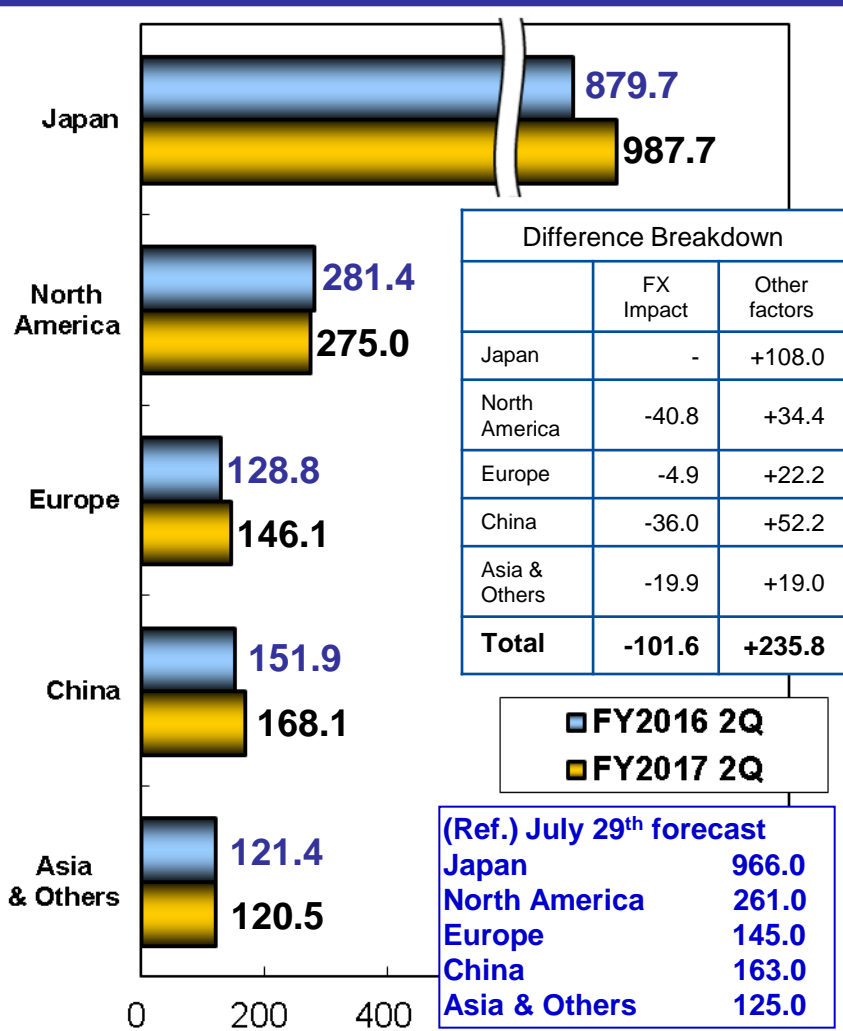


## Other Manufacturers sales breakdown



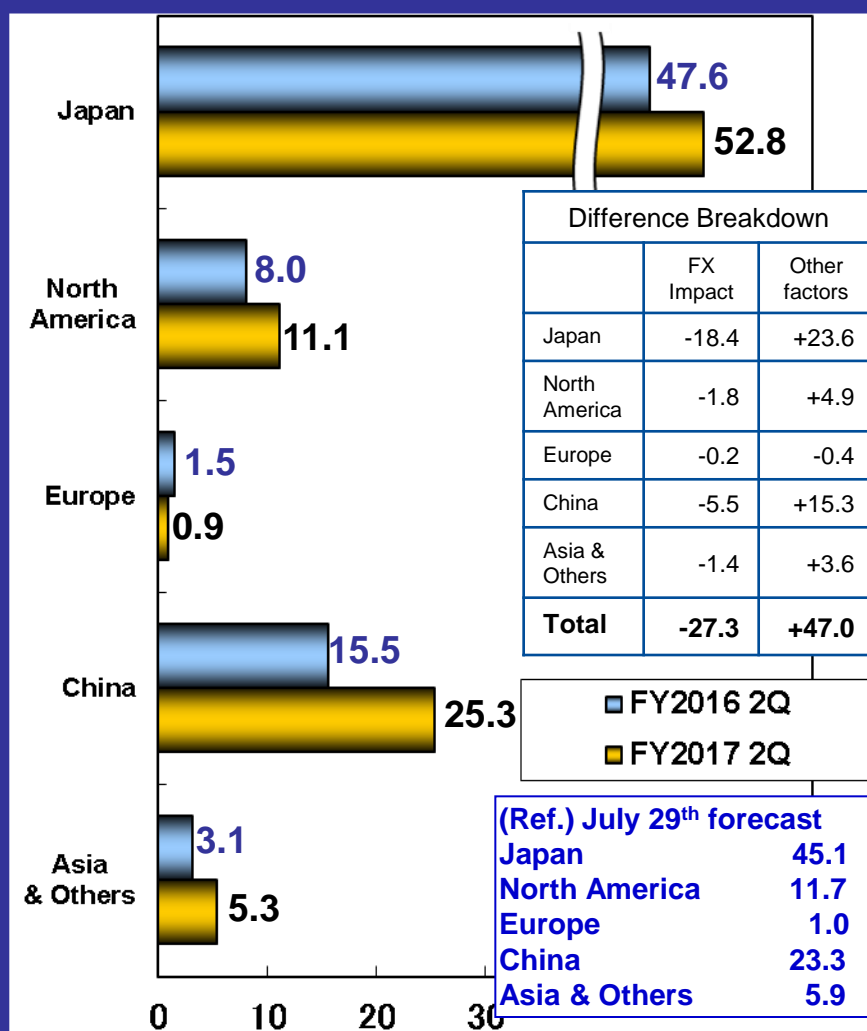
## Revenue

Billion yen



## Operating Profit

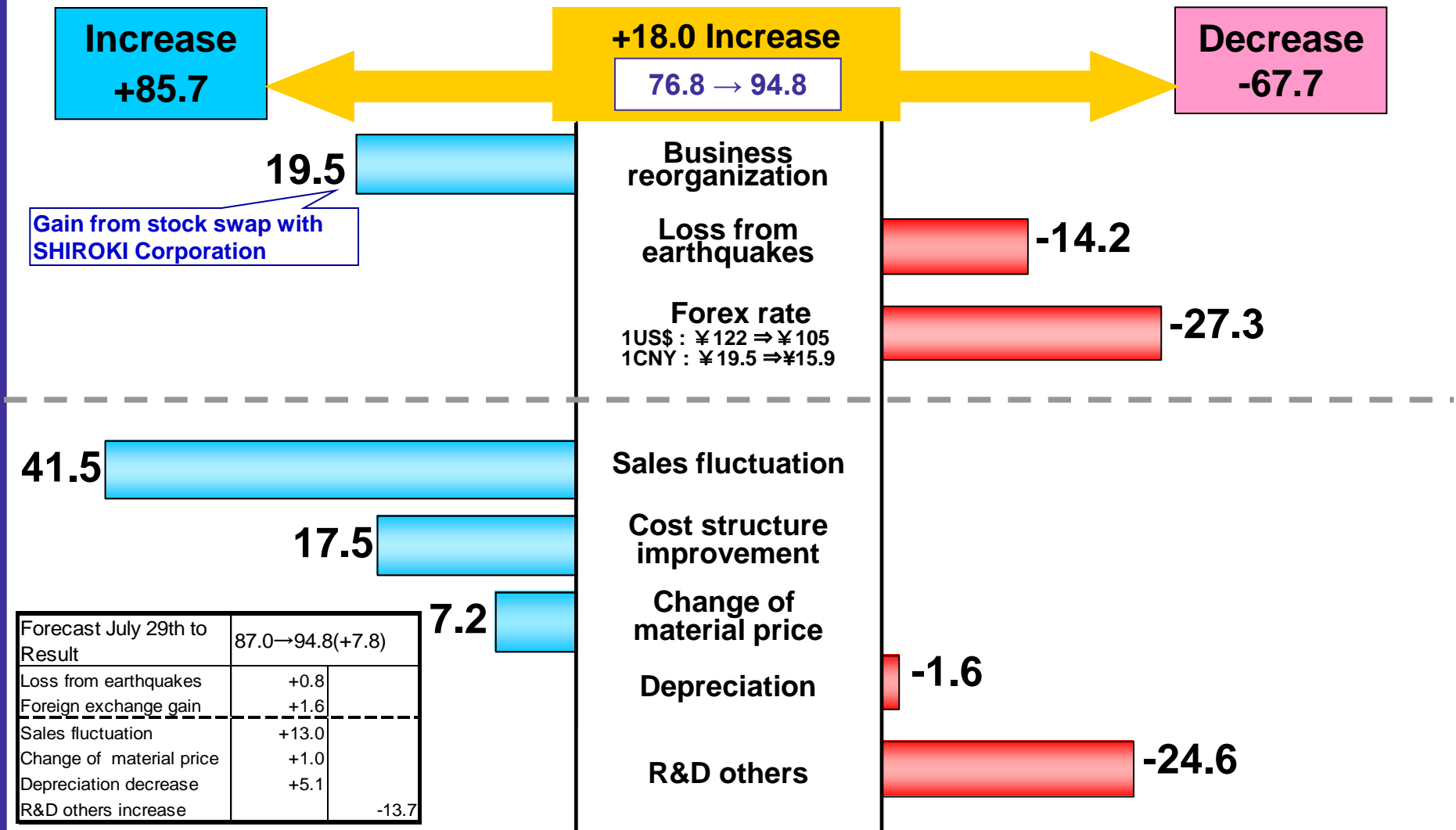
Billion yen





## 【FY2016 2Q / FY2017 2Q】

Billion yen



# Consolidated Operating Forecast (FY2017 - 12 months)

\* The result of FY2016 and the forecast of FY2017 are disclosed based on IFRS.



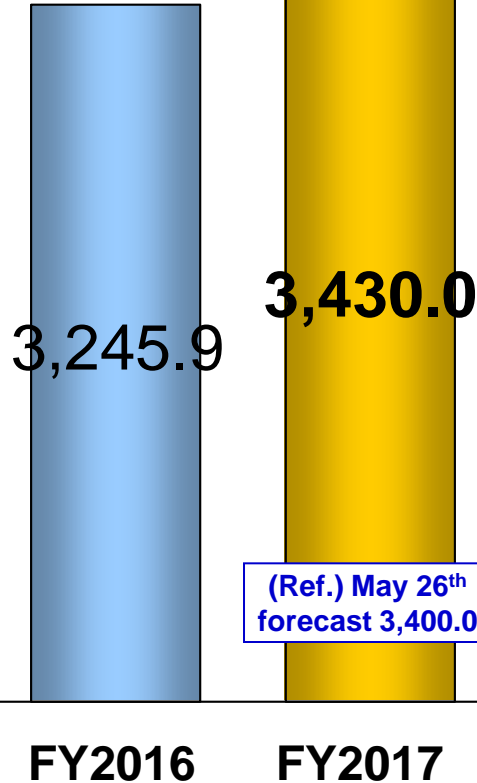
SHIROKI group sales(newly consolidated) +123.6

Gain from stock swap with SHIROKI Corporation +19.5  
 Loss from earthquakes -10.0  
 Insurance income +11.0  
 Impairment loss -7.0  
 (FY2016) Gain on transfer of business -8.2

Billion yen

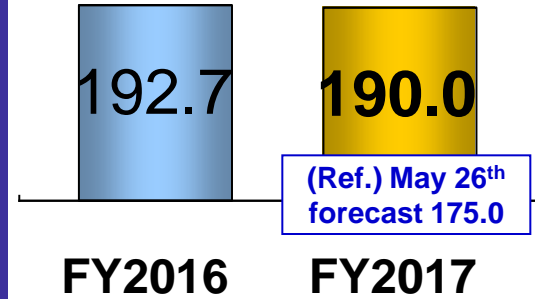
## Revenue

**+ 184.1 billion yen**  
 (+5.7%)



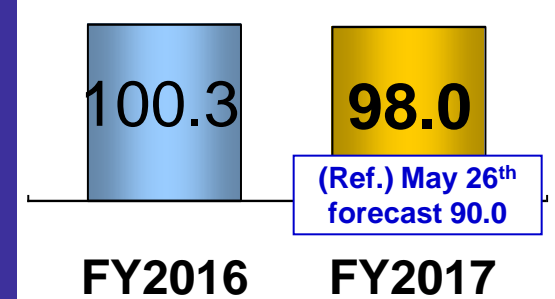
## Operating Profit

(-1.4%)  
 - 2.7  
 Ratio to sales  
 5.5%



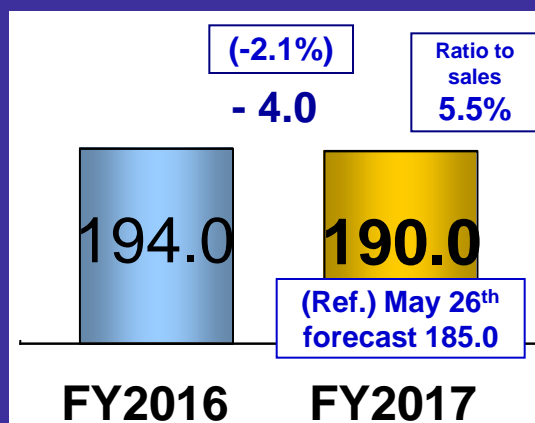
## Profit for the period attributable to Owners of the parent

(- 2.3%)  
 -2.3  
 Ratio to sales  
 2.9%

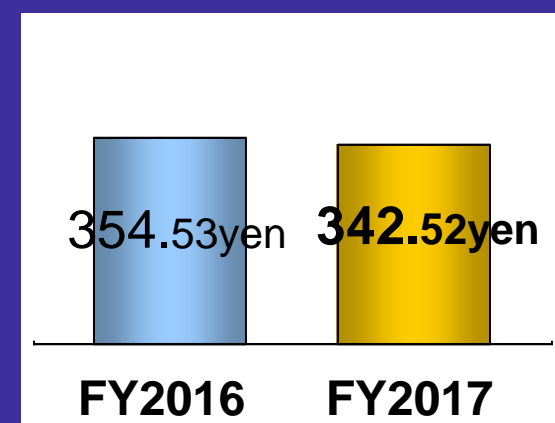


## Profit before income taxes

(-2.1%)  
 - 4.0  
 Ratio to sales  
 5.5%

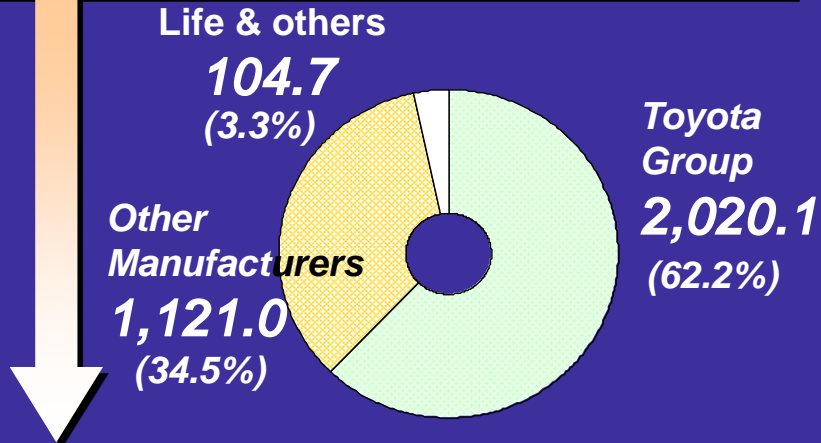


## EPS

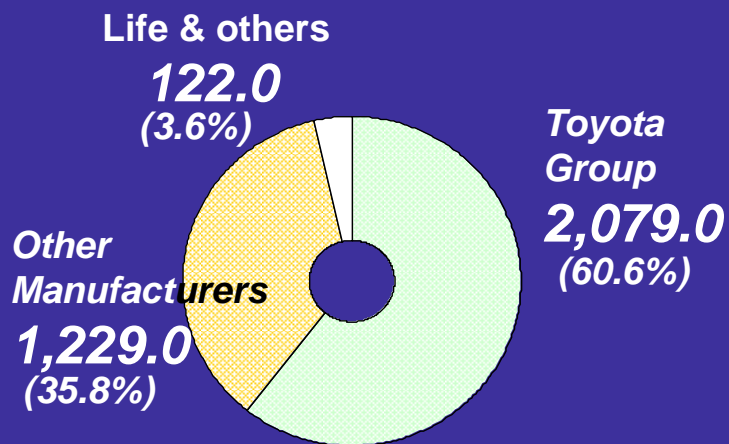


# Forecast of Sales by Customer (FY2017 - 12 months)

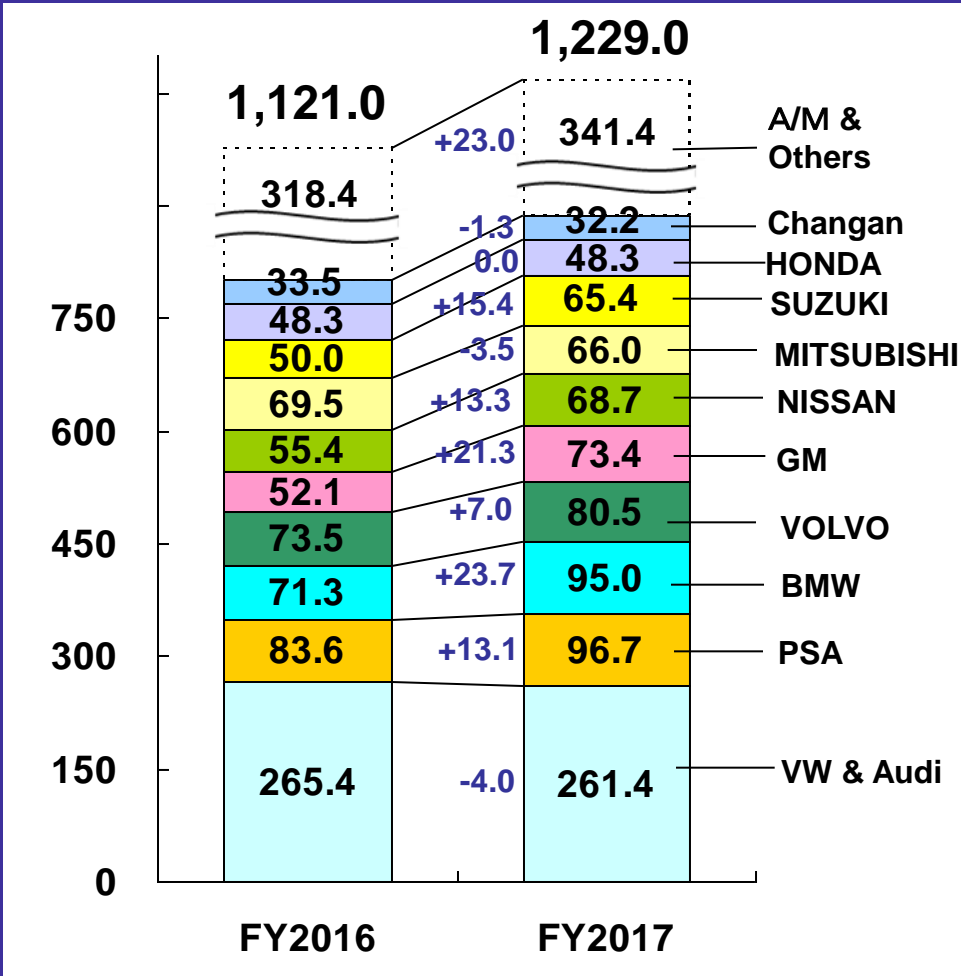
## FY2016 [Revenue 3,245.9]



## FY2017 [Revenue 3,430.0]



### Other Manufacturers sales breakdown

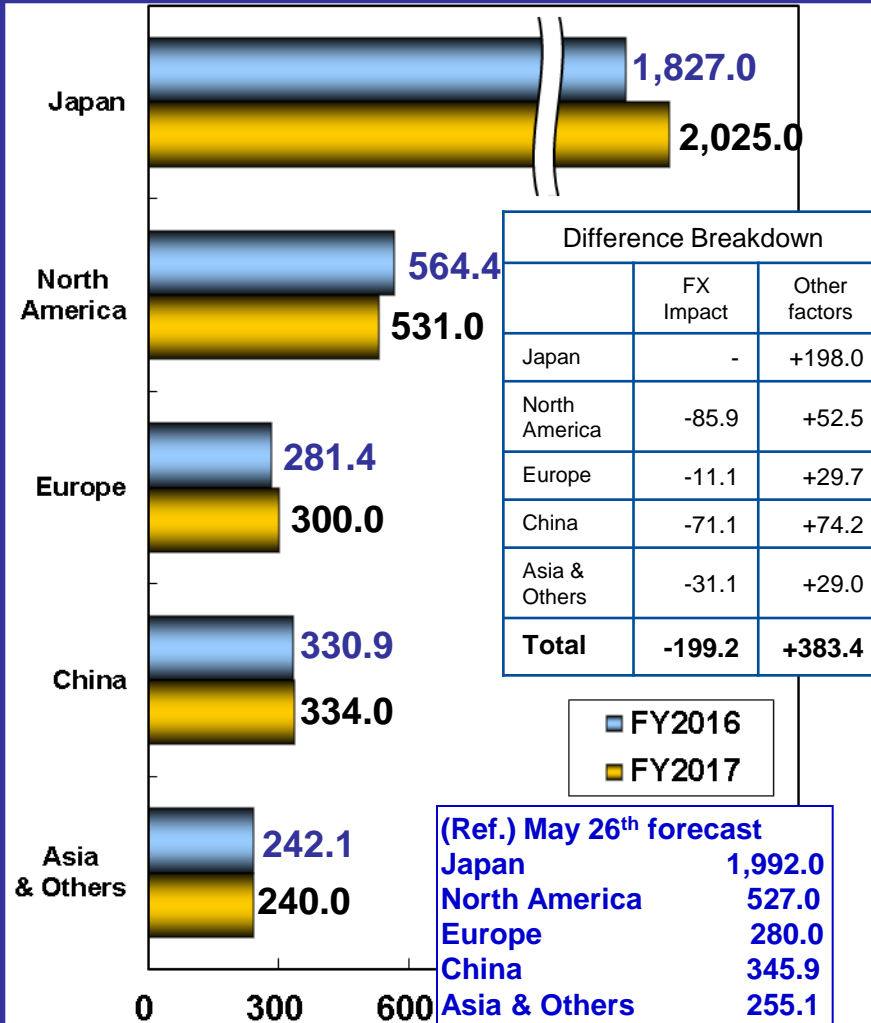




# Forecast of Segment Information (FY2017 - 12 months)

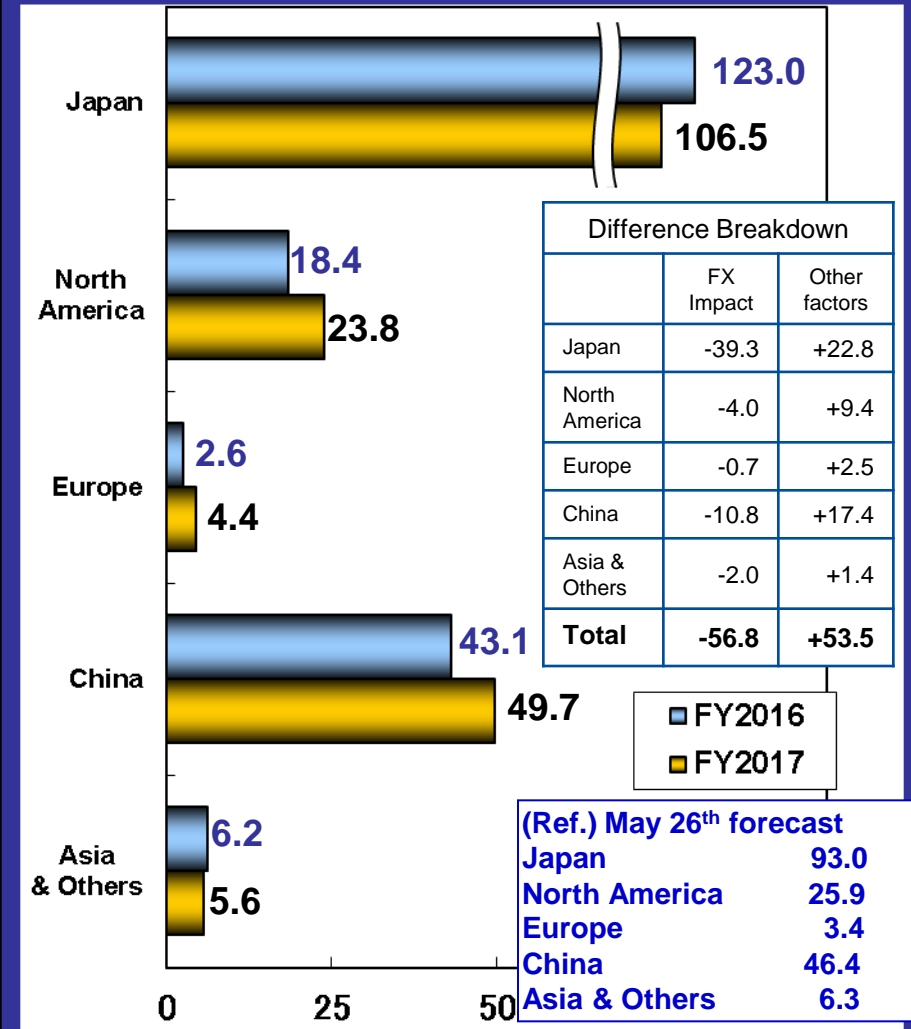
## Revenue

Billion yen



## Operating Profit

Billion yen

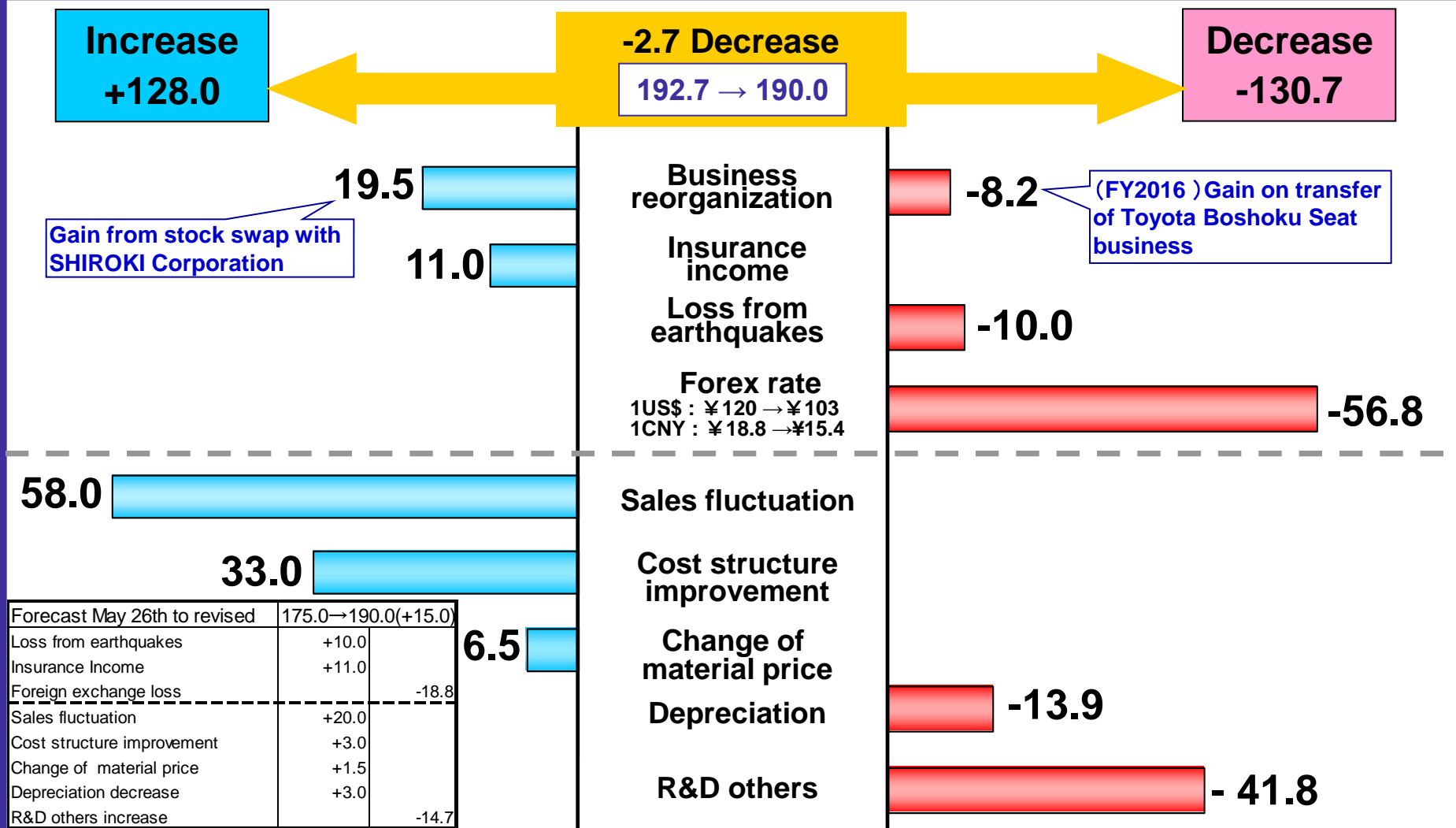


# Forecast of Fluctuations for Operating Profit ( FY2017 - 12 months)

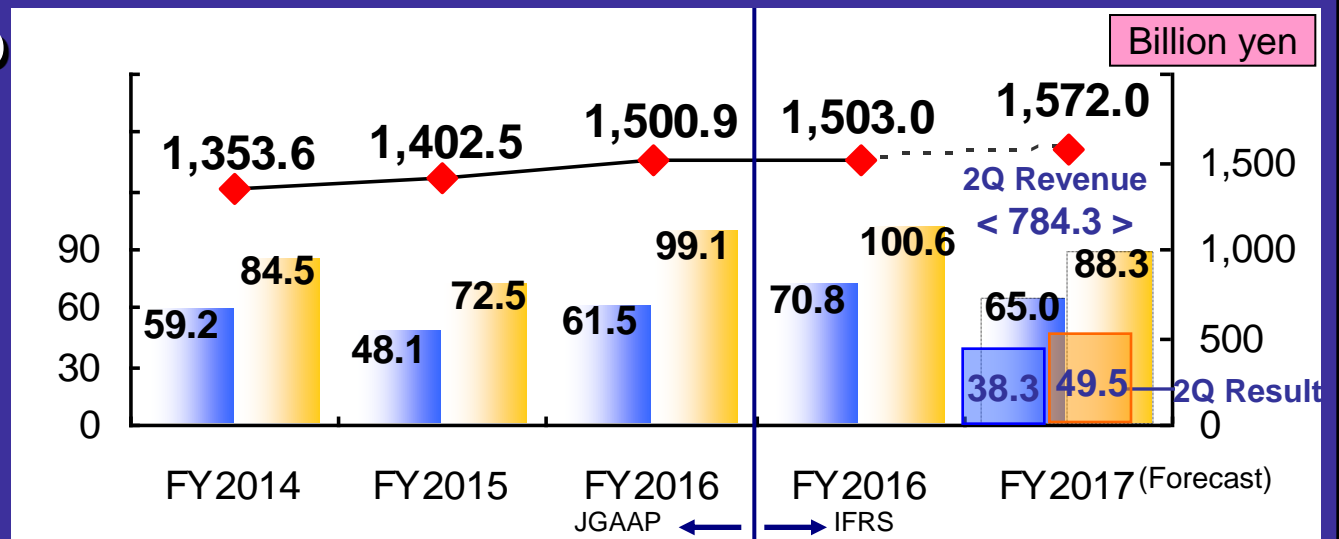
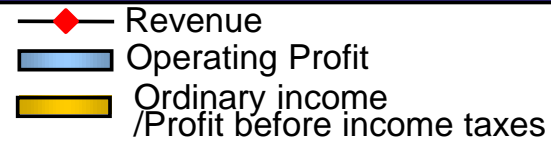
\* The result of FY2016 and the forecast of FY2017 are based on IFRS.

## 【FY2016 / FY2017】

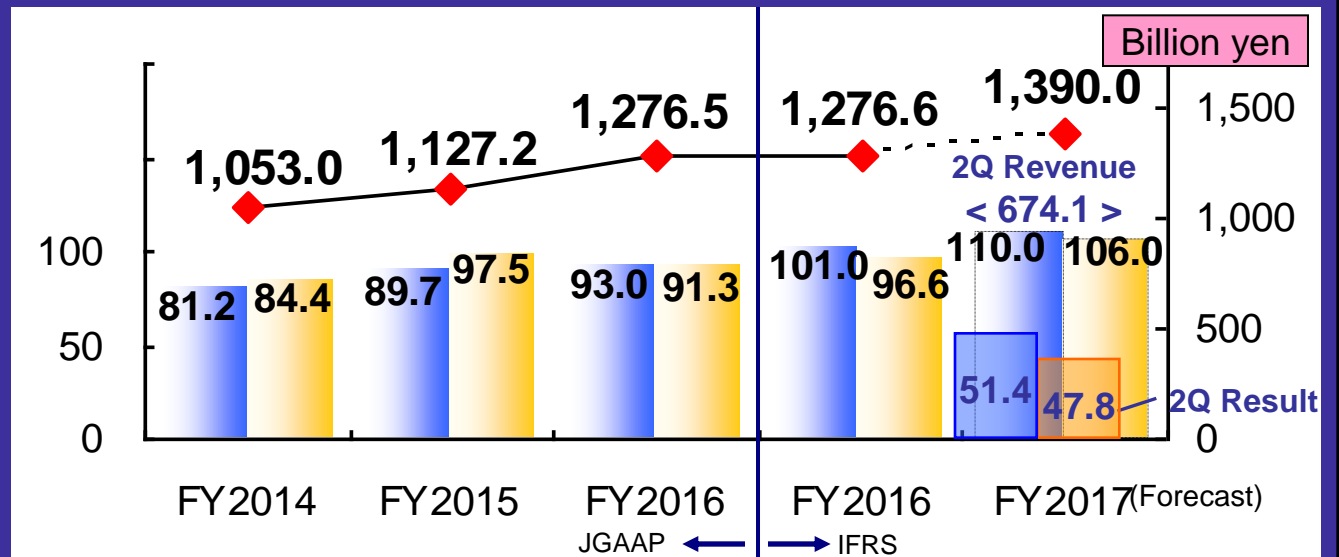
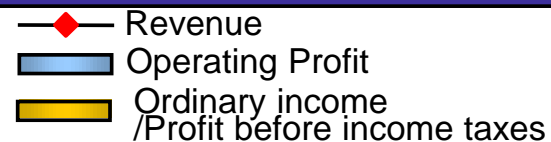
Billion yen



## AISIN SEIKI Group

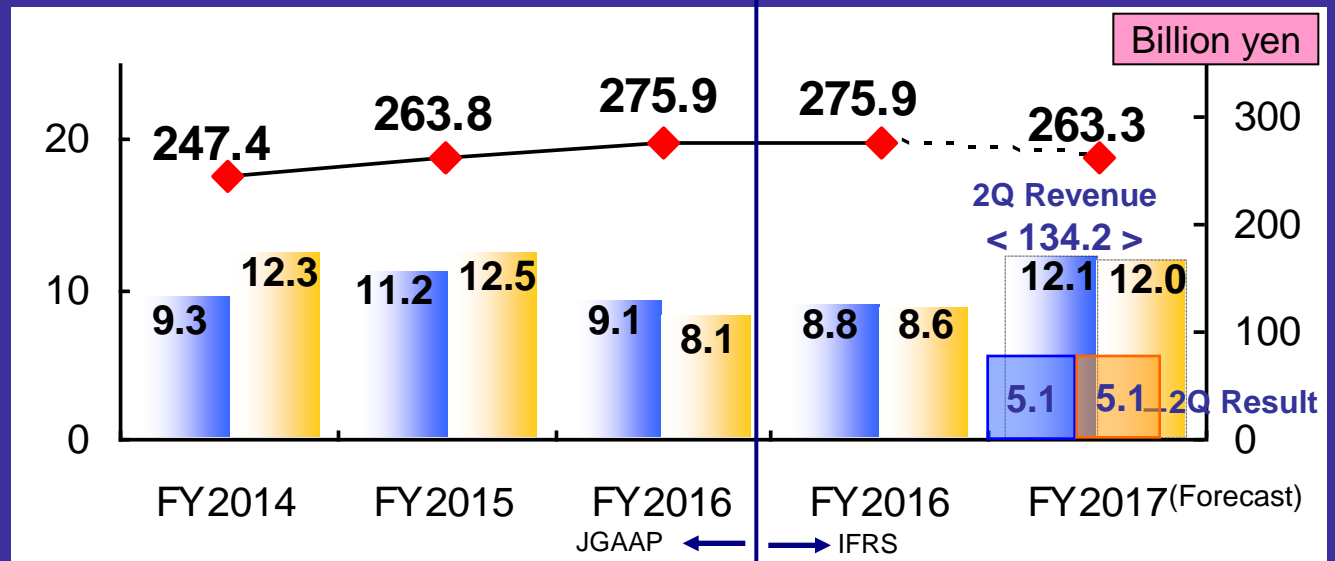


## AISIN AW Group



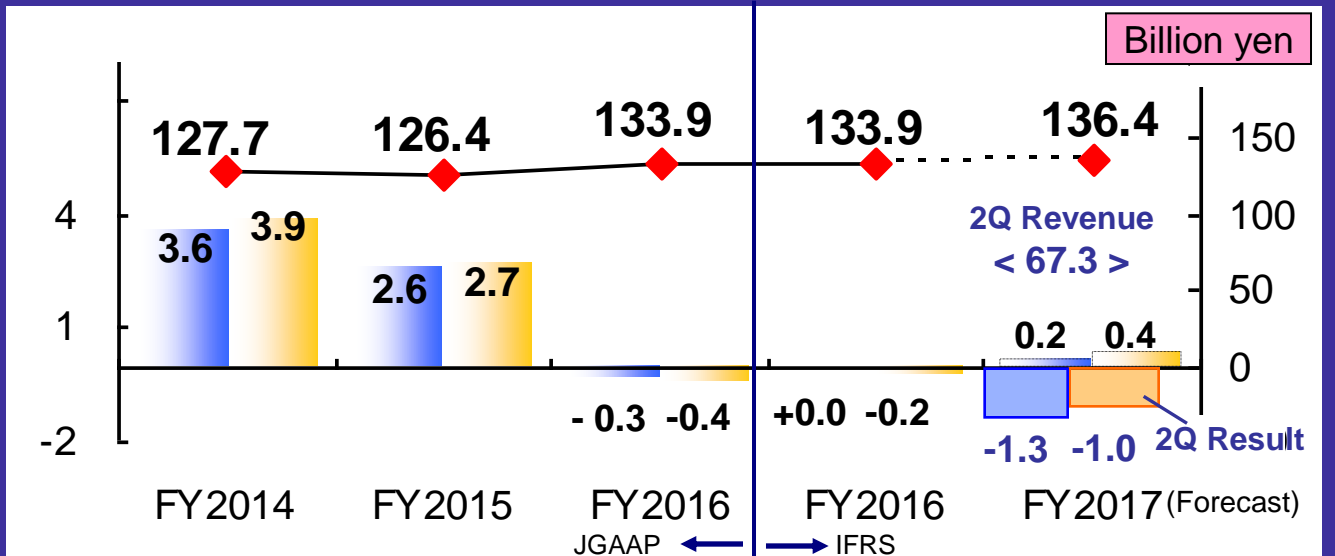
## AISIN Takaoka Group

◆ Revenue  
 ■ Operating Profit  
 ■ Ordinary income / Profit before income taxes



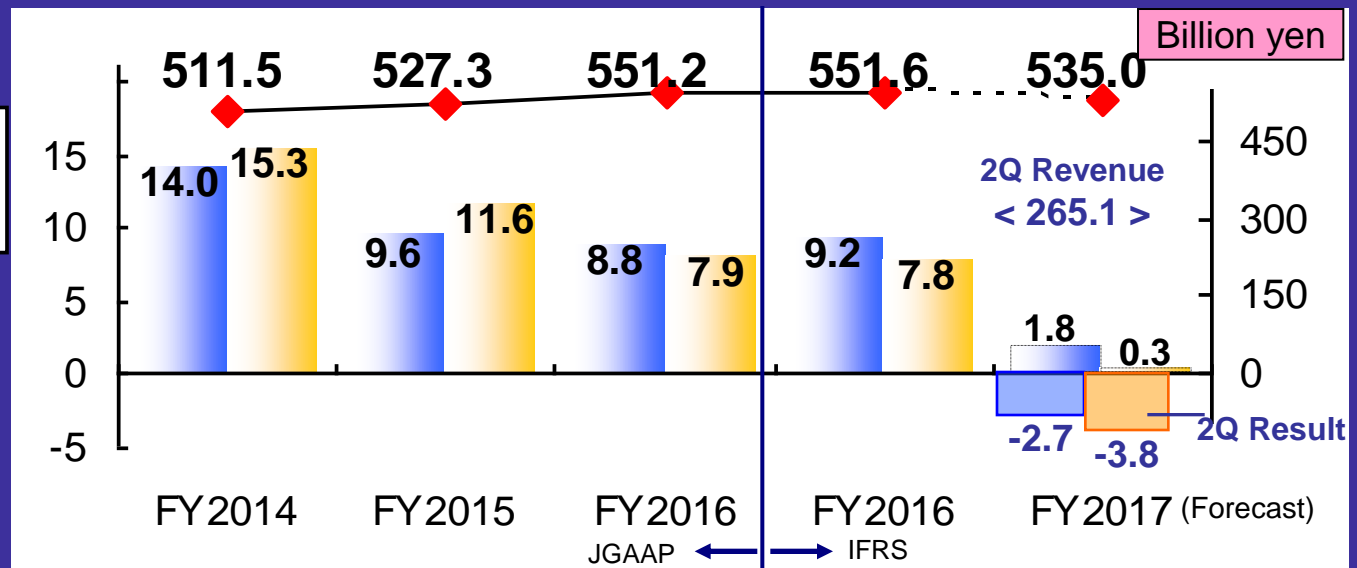
## AISIN AI Group

◆ Revenue  
 ■ Operating Profit  
 ■ Ordinary income / Profit before income taxes



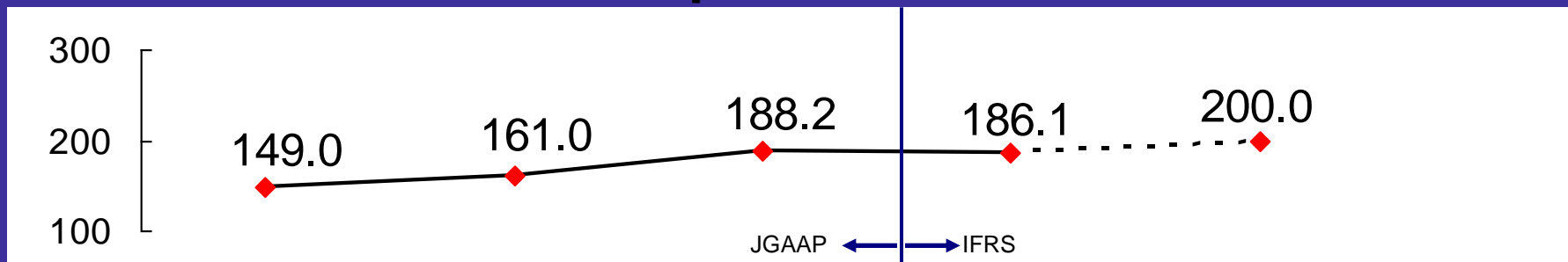
## ADVICS Group

- ◆ Revenue
- Operating Profit
- Ordinary income / Profit before income taxes

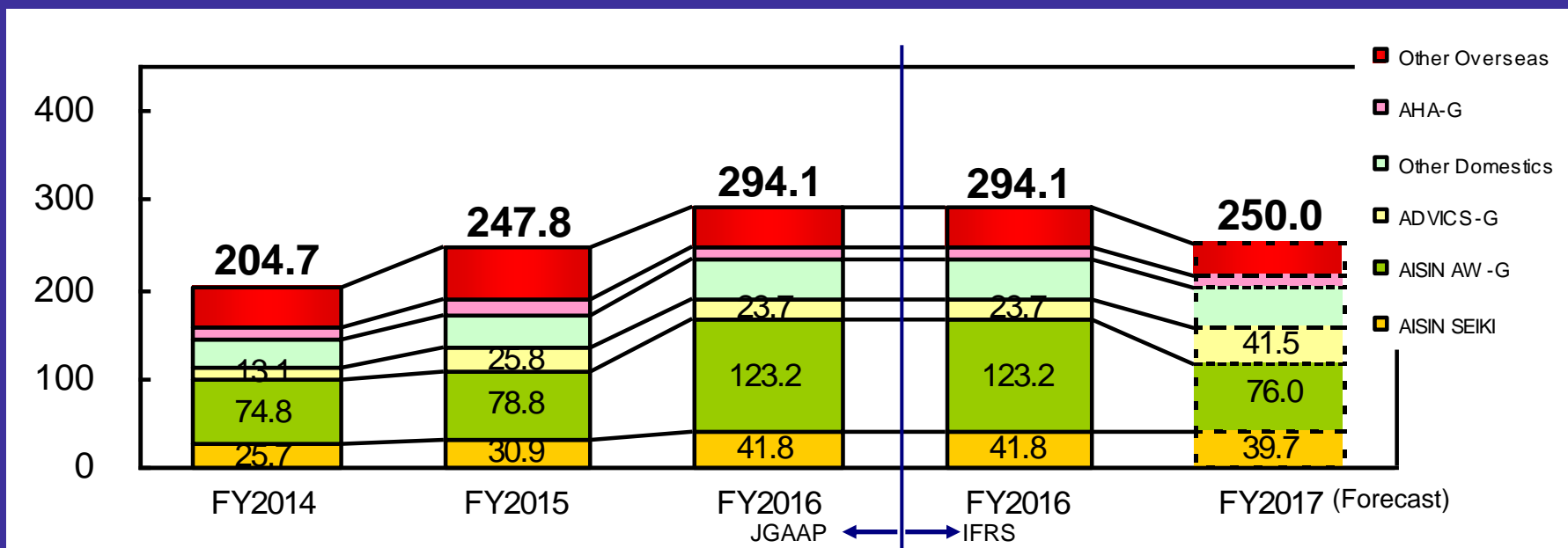


## Depreciation

Billion yen



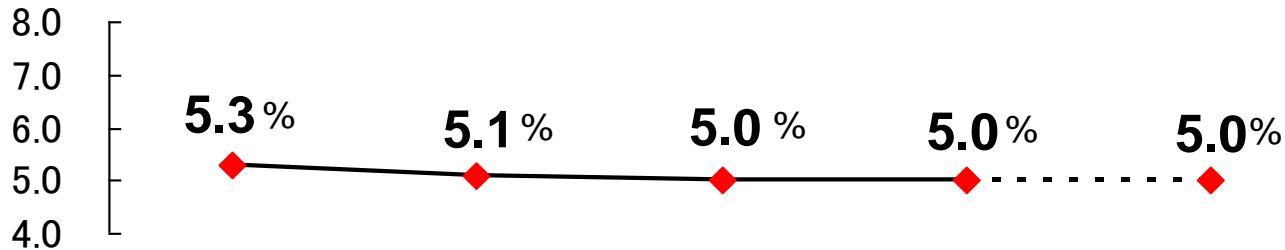
## Capital Expenditure





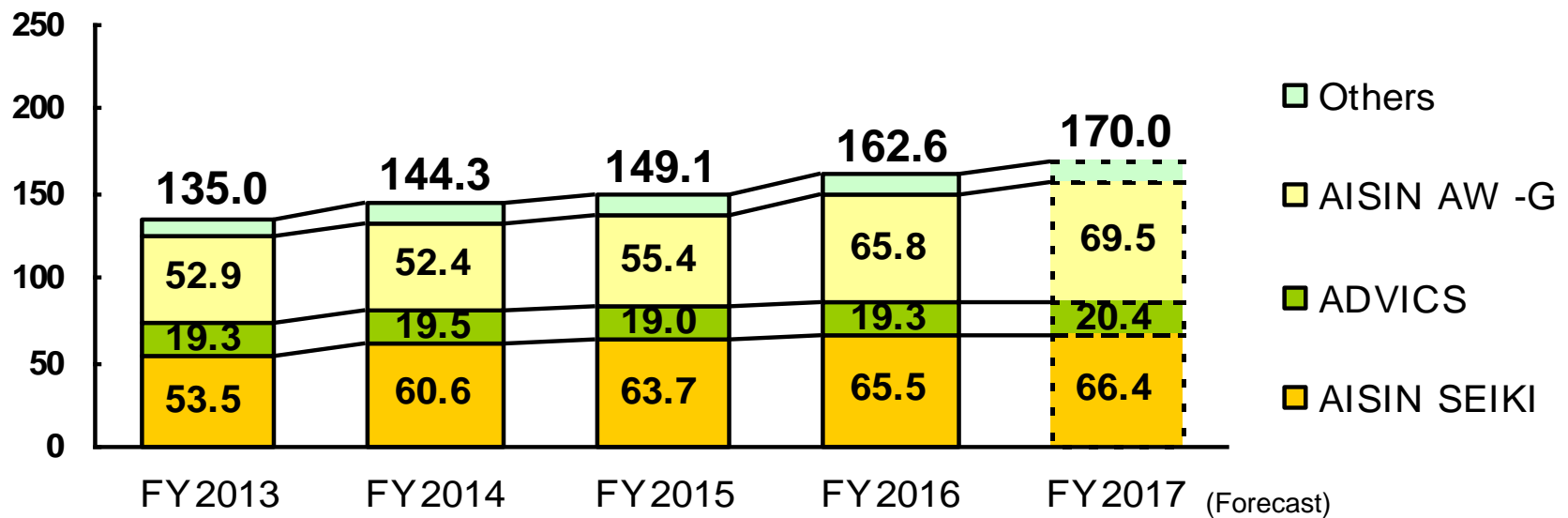
## R & D Expenditure / Revenue

%



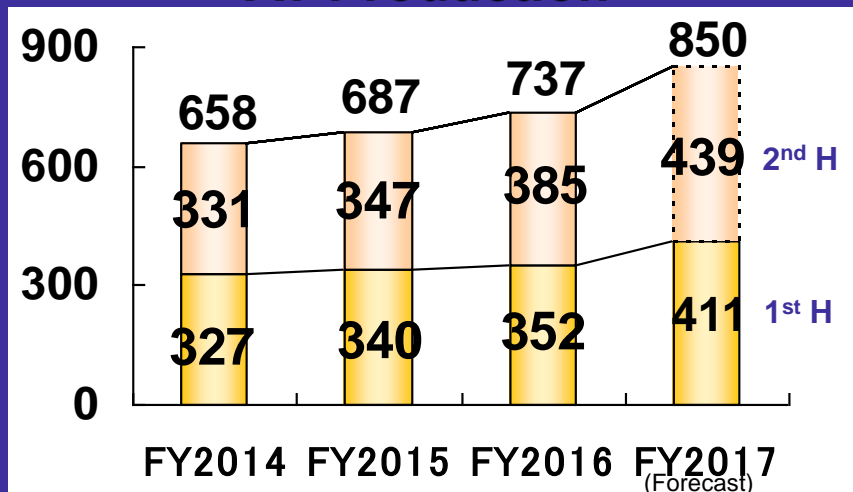
## R & D Expenditure

Billion yen

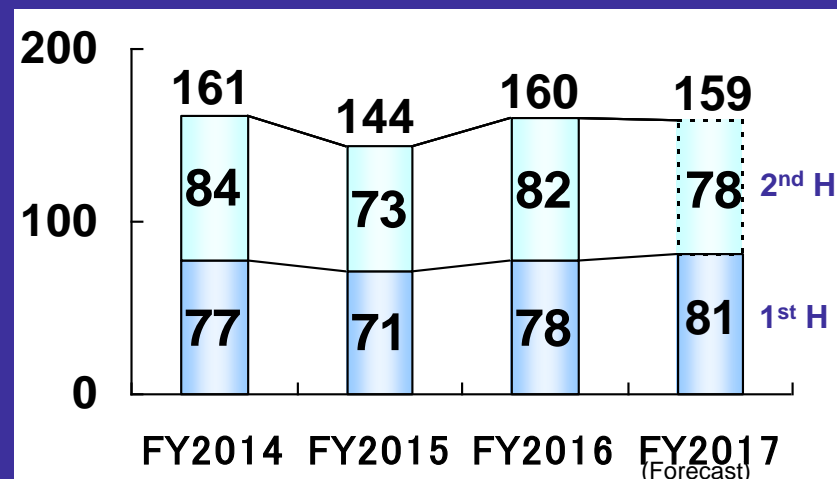


10,000 of units

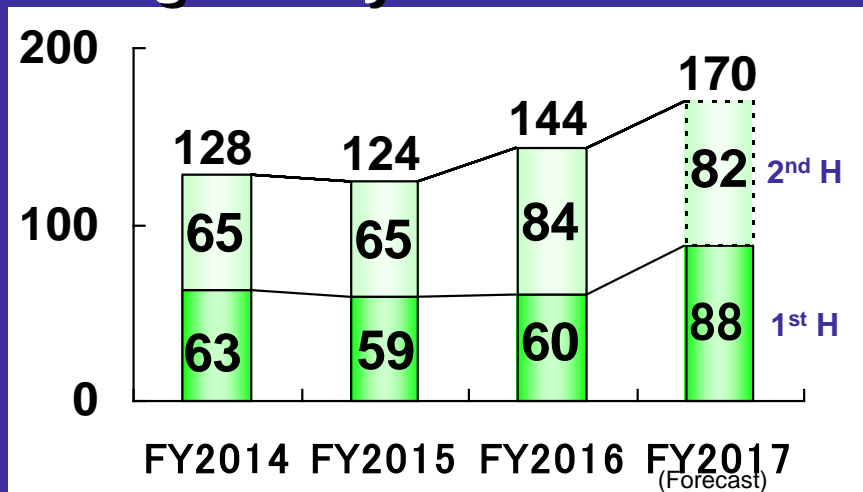
## AT Production



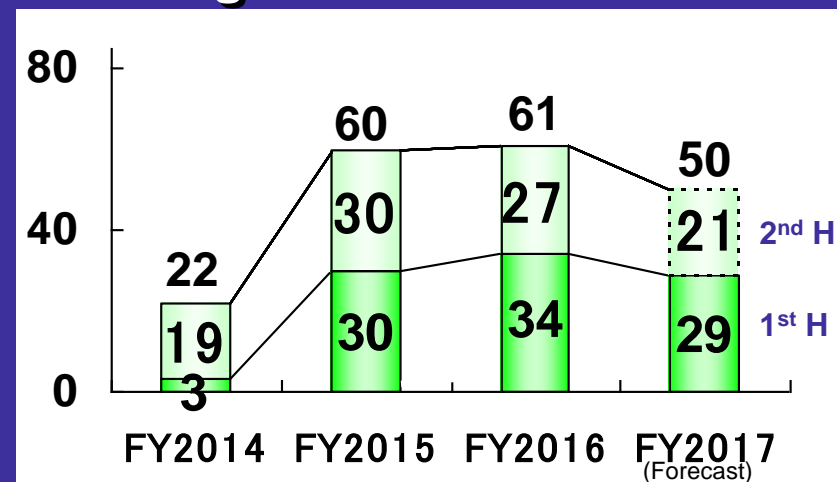
## MT Production



## Navigation System Production

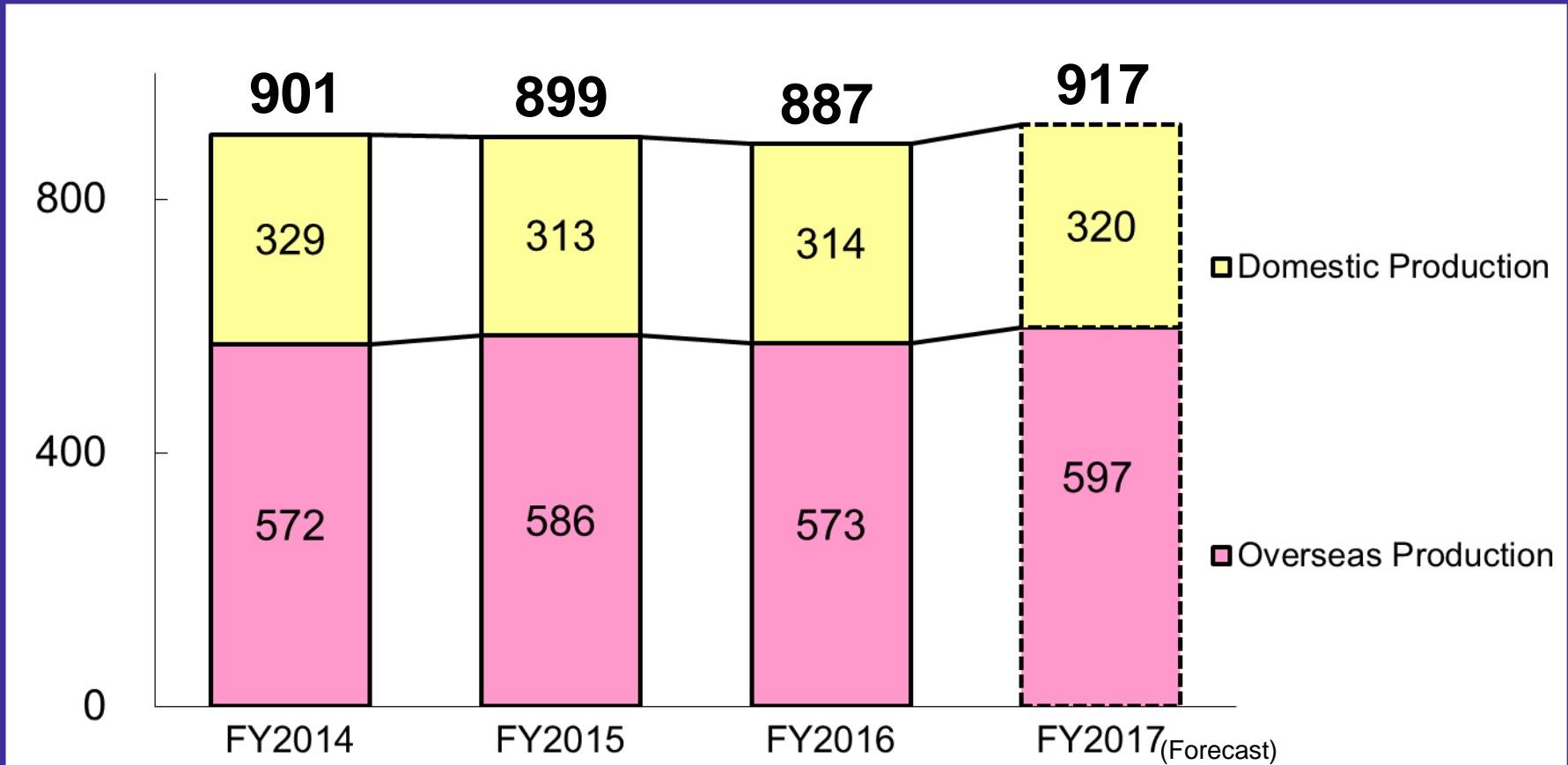


## Navigation Soft Production

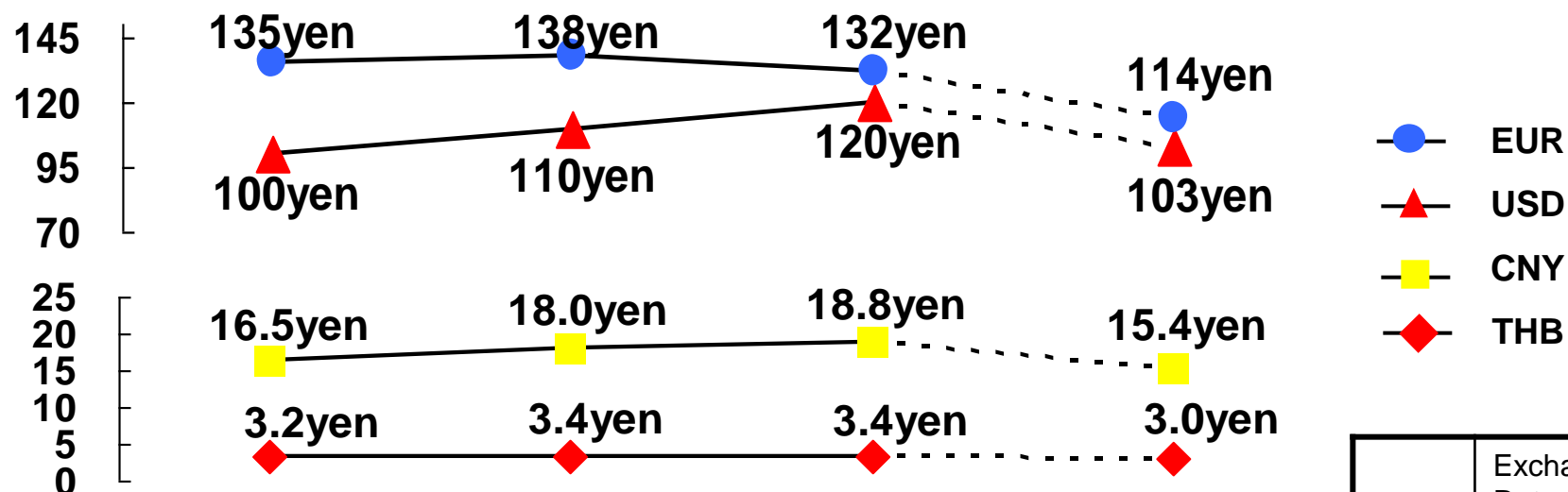


## TOYOTA Motors Production

10,000 of units



## Foreign Exchange Rate



## Impacts on Operating Income

Forex Impact on Operating Income per 1(or 0.1) yen

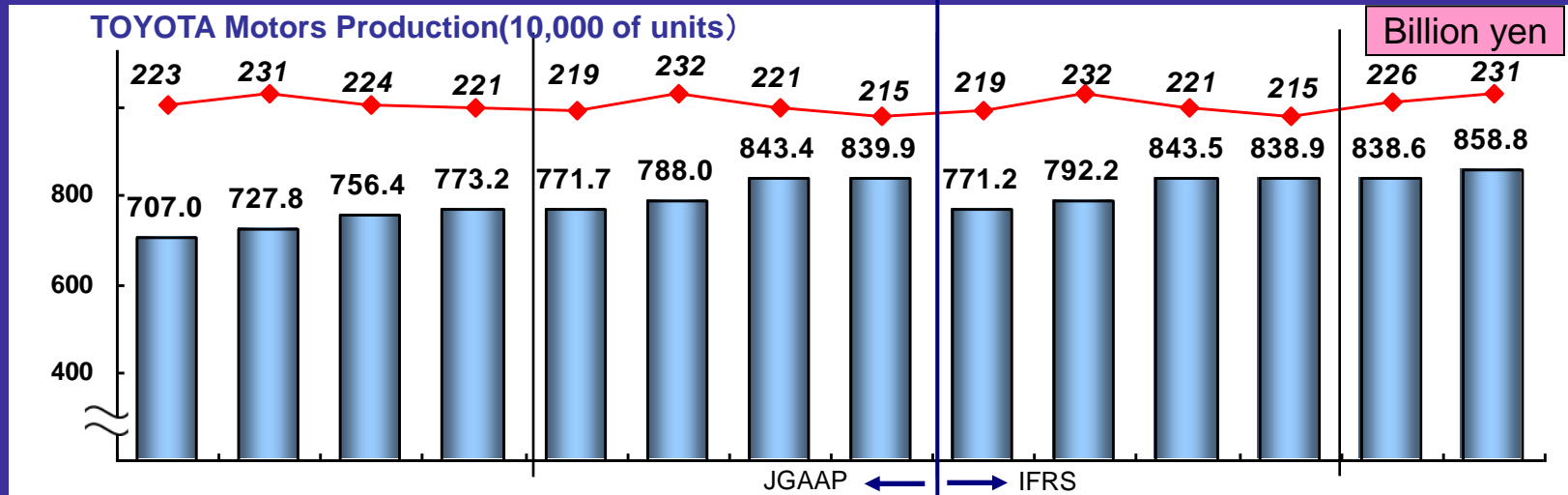
Billion yen

|              | FY2014      | FY2015      | FY2016      | FY2017 (forecast) |
|--------------|-------------|-------------|-------------|-------------------|
| <b>USD</b>   | <b>1.46</b> | <b>1.46</b> | <b>1.27</b> | <b>1.35</b>       |
| <b>EUR</b>   | <b>0.13</b> | <b>0.14</b> | <b>0.13</b> | <b>0.17</b>       |
| <b>THB *</b> | <b>0.79</b> | <b>0.74</b> | <b>0.80</b> | <b>0.77</b>       |
| <b>CNY *</b> | <b>0.19</b> | <b>0.26</b> | <b>0.54</b> | <b>0.78</b>       |

|     | Exchange Rate after October |
|-----|-----------------------------|
| USD | 100 yen                     |
| EUR | 110 yen                     |
| THB | 3.0 yen                     |
| CNY | 15.0 yen                    |

\* Impacts of THB and CNY are per 0.1yen.

## Revenue



## Operating Profit

