

The next frontier in mobility.



FY2020 3rd Quarter Consolidated Financial Results

January 31st, 2020

AISIN SEIKI Co., Ltd.

The forecasts included in this document are based on information that the Company has obtained at the time of this disclosure and certain assumptions that the Company considers reasonable. The Company does not guarantee the predicted outcome of the forecasts. Actual results may differ significantly from the forecast due to a variety of factors, such as exchange rates and conditions of the global market.

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1.Consolidated Financial Results (FY2020 3rd Quarter)

FY2020 3rd Quarter Overview of Financial Results

- 1. Revenue for FY2020 3rd Quarter decreased compared to last year due to unfavorable Automatic Transmission sales in China, which is in line with the 3rd Quarter forecast in October. There are signs that the market is bottoming out in China.**
- 2. Operating Profit for FY2020 3rd Quarter decreased compared to last year due to the decrease of sales and increase of depreciation cost by advanced investment, in spite of steady cost reduction by Structural reforms.**
- 3. With respect to the annual forecast, it's not revised from the one in October, considering latest forecast of AT sales and FX rate tendency etc.**

Consolidated Financial Results

(FY2020 3rd Quarter)

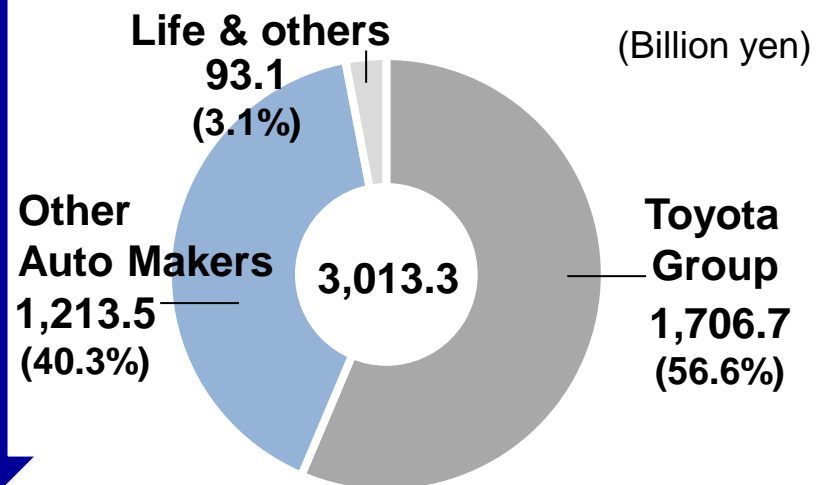


(Billion yen)	FY2019 3Q		FY2020 3Q		Change		FY2020 3Q	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%	Forecast in October	Rate to Revenue %
Revenue	3,013.3	-	2,871.8	-	-141.5	-4.7	2,870.0	-
Operating Profit	161.4	5.4	77.2	2.7	-84.2	-52.2	82.5	2.9
Profit before income taxes	174.7	5.8	85.8	3.0	-88.9	-50.9	88.5	3.1
Profit for the period *	83.2	2.8	46.6	1.6	-36.6	-43.9	47.5	1.7
EPS	308.80 yen	-	173.18 yen	-	-135.62 yen	-43.9	176.25 yen	-
Pre-conditions	FX Rate	USD 111 yen	USD 109 yen	-2 yen	-1.8	USD 107 yen		
		CNY 16.6 yen	CNY 15.6 yen	-1.0 yen	-6.0	CNY 15.4 yen		
	Toyota production (10,000 Unit)	680	685	+5	-0.8	686		
	AT sales (10,000 Unit)	752	682	-70	-9.4	687		

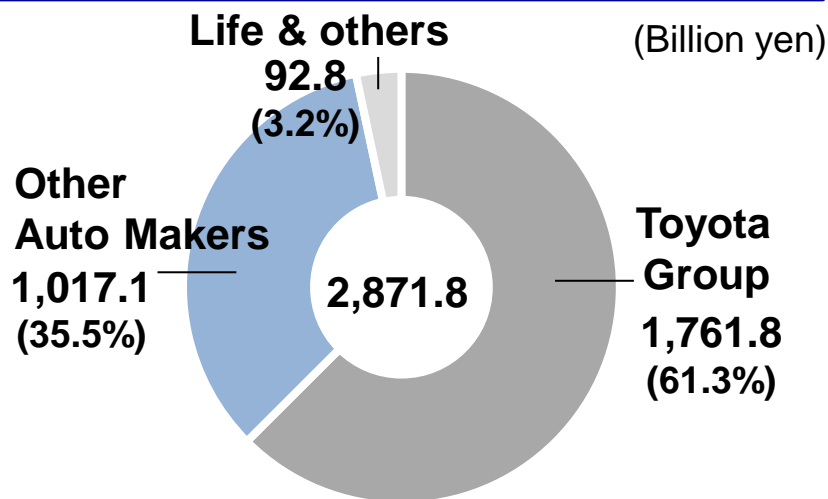
* Profit for the period attributable to Owners of the parent

Sales by Customer (FY2020 3rd Quarter)

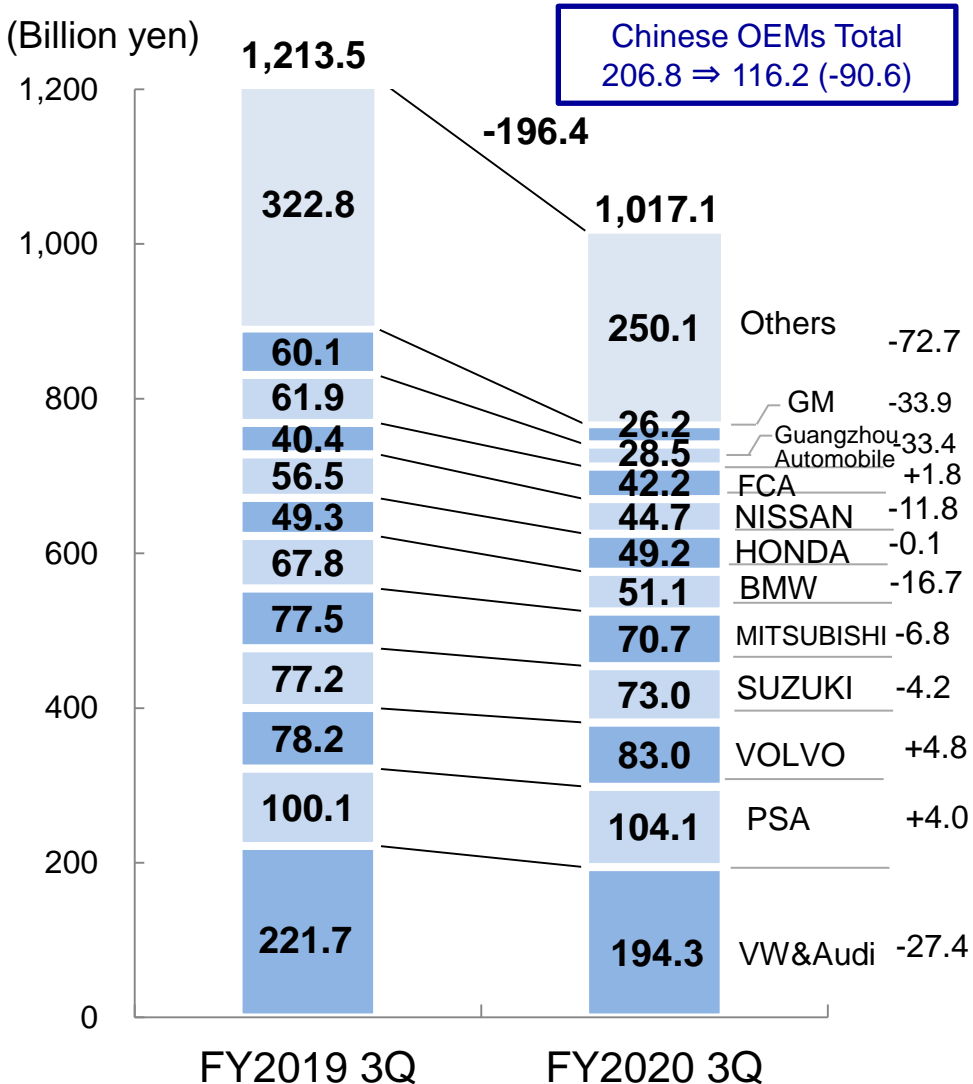
FY2019 3rd Quarter Revenue



FY2020 3rd Quarter Revenue (-141.5)

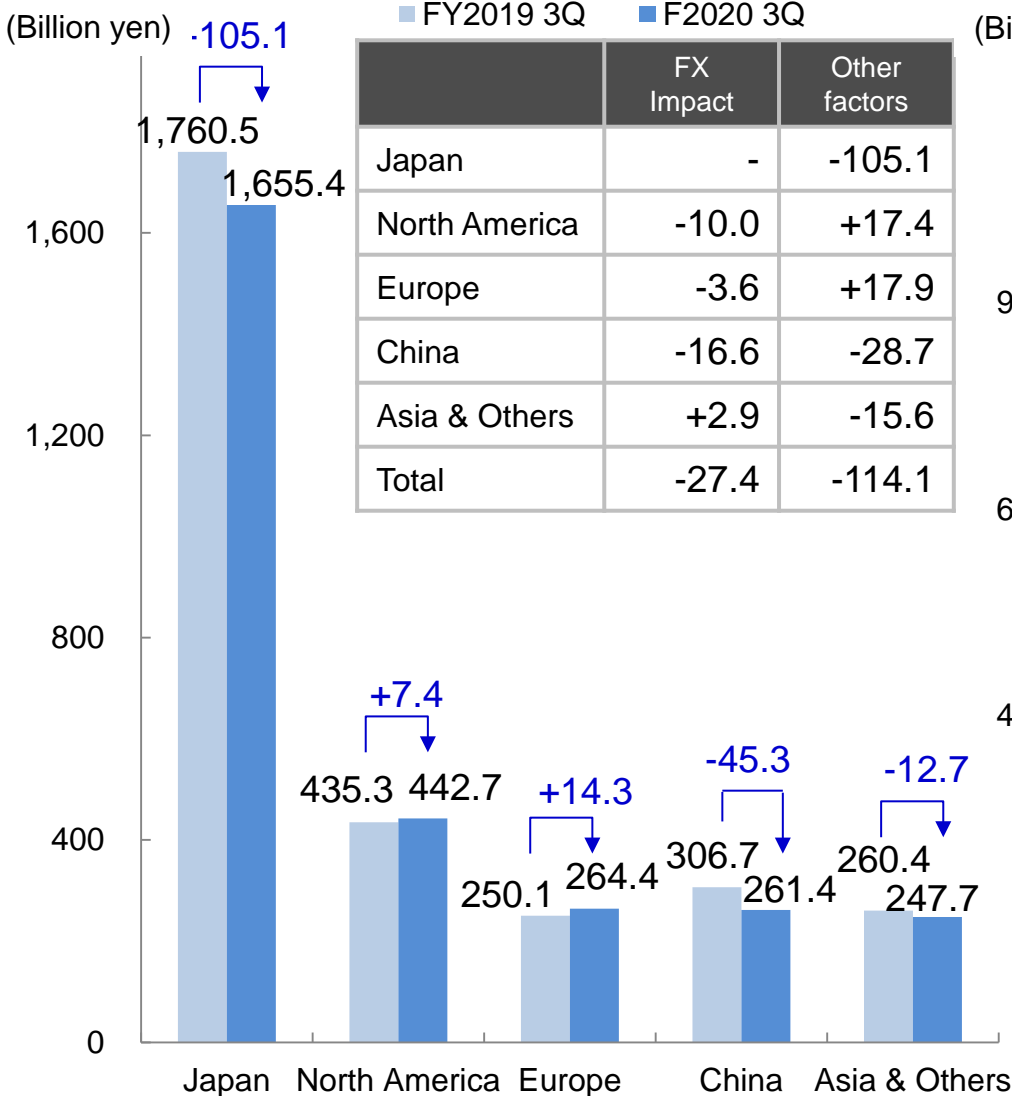


Other Auto Makers sales breakdown

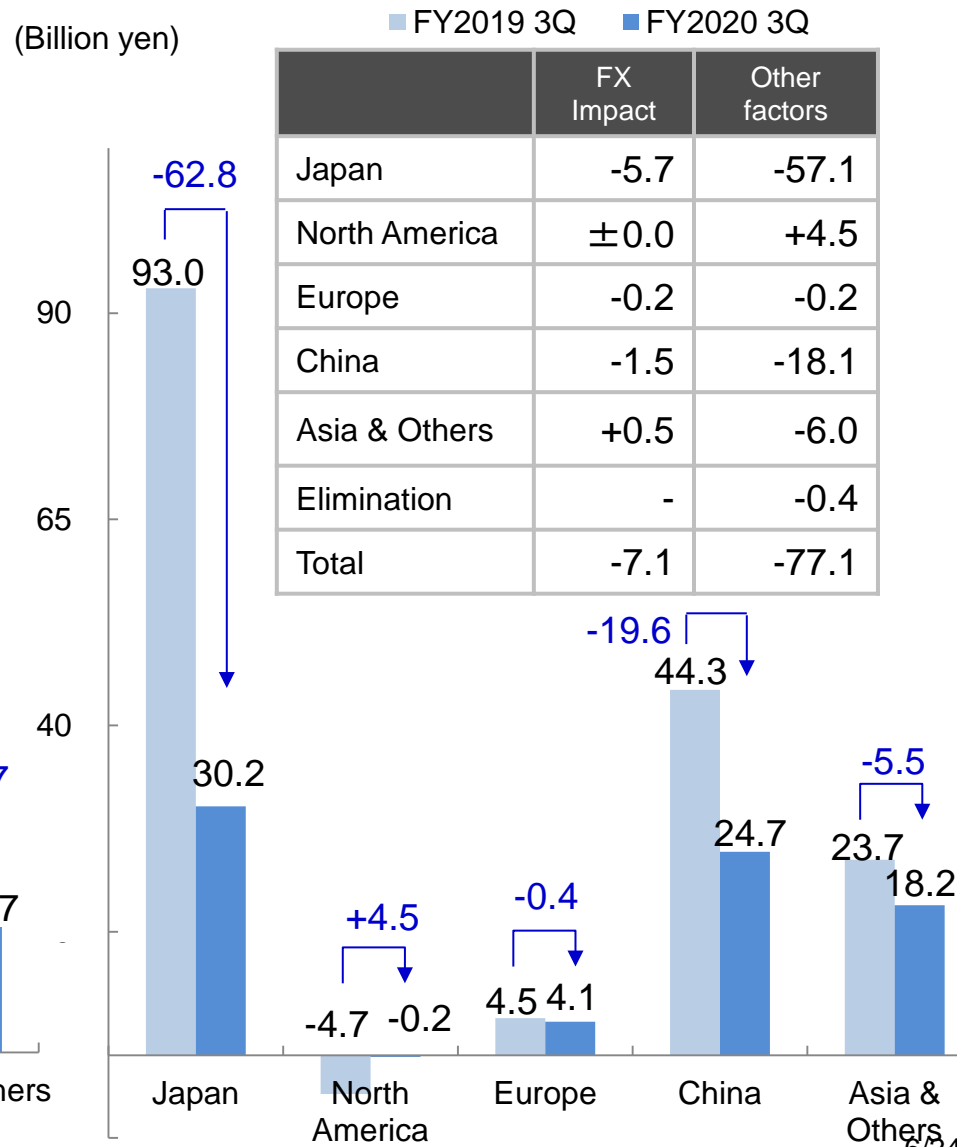


Segment Information (FY2020 3rd Quarter)

Revenue (- 141.5)



Operating Profit (- 84.2)

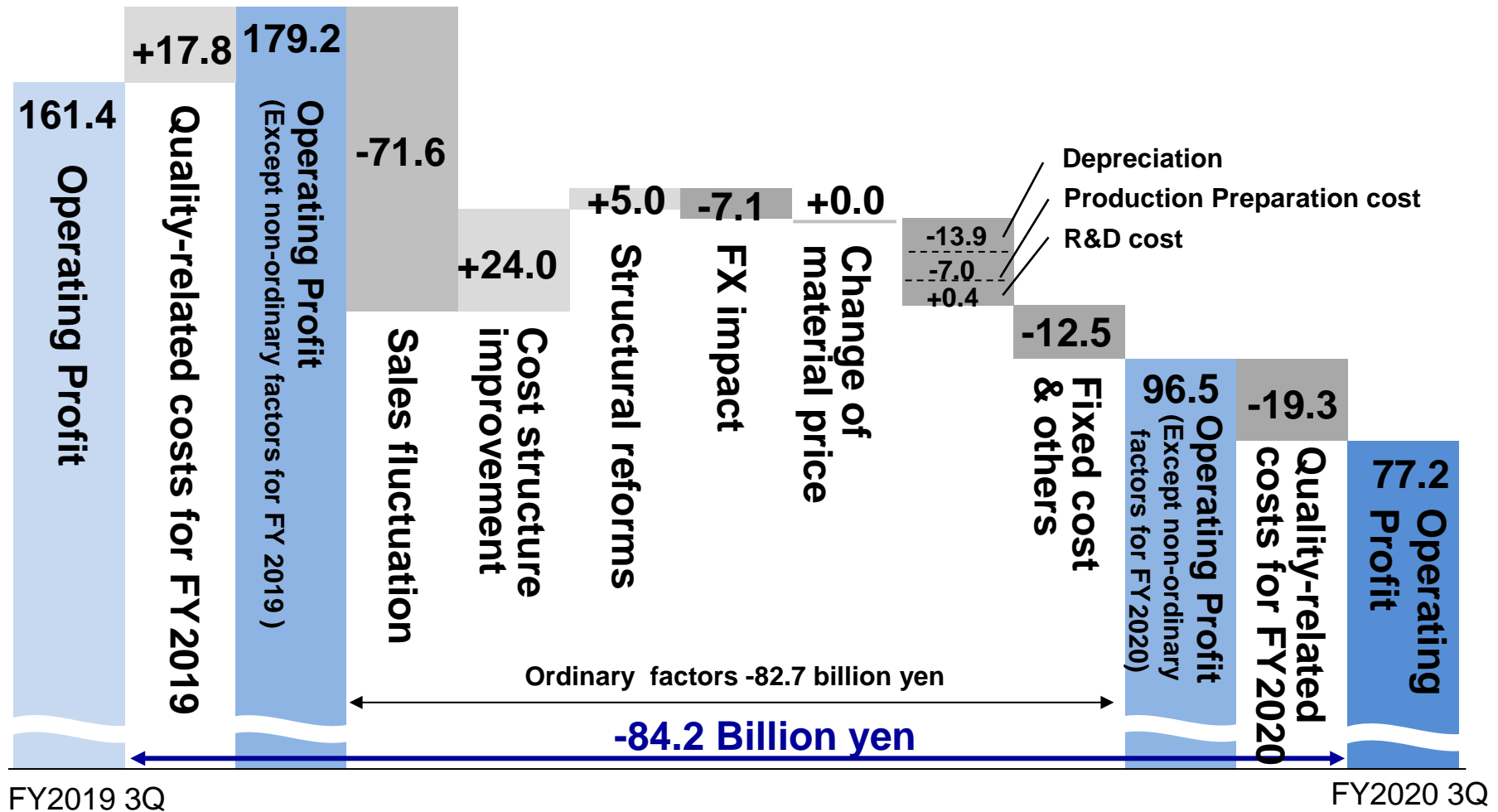


Fluctuations for Operating Profit

(FY2020 3rd Quarter)

FY2019 3Q / FY2020 3Q

(Billion yen)

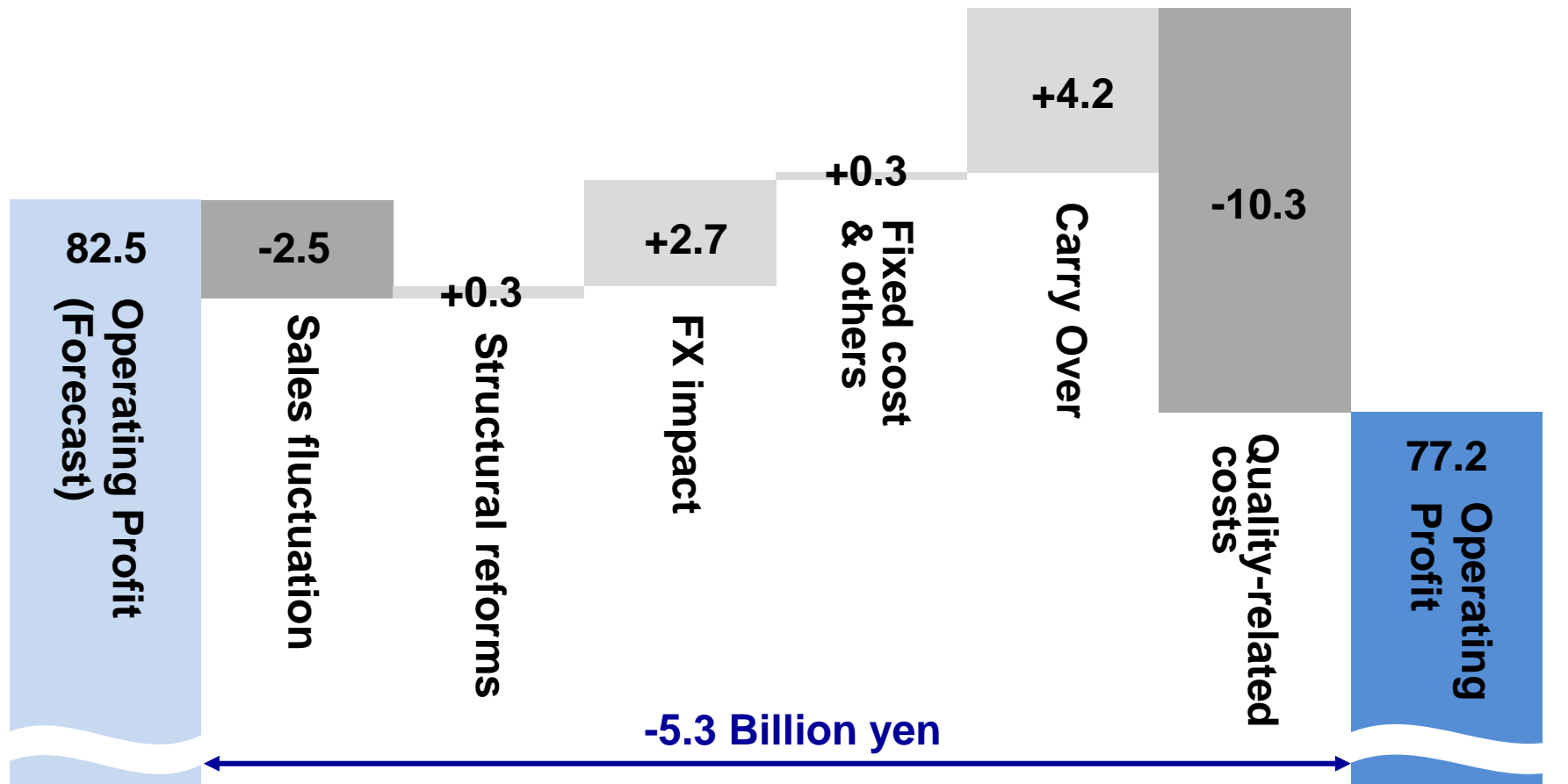


Fluctuations for Operating Profit

(FY2020 3rd Quarter)

FY2019 3Q (Forecast in October)
/ FY2019 3Q

(Billion yen)



FY2020 3Q
(Forecast in Oct.)

FY2020 3Q

2.Consolidated Financial Forecast (FY2020 - 12 months)

Consolidated Financial Forecast

(FY2020 - 12 months)



(Billion yen)	FY2019		FY2020		Change		FY2020	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%	Forecast in Oct.	Rate to Revenue %
Revenue	4,043.1	–	3,840.0	–	-203.1	-5.0	3,840.0	–
Operating Profit	205.5	5.1	75.0	2.0	-130.5	-63.5	75.0	2.0
Profit before income taxes	217.4	5.4	78.0	2.0	-139.4	-64.1	78.0	2.0
Profit for the period *	110.1	2.7	40.0	1.0	-70.1	-63.7	40.0	1.0
EPS	408.64 yen	–	148.42 yen	–	-260.22 yen	-63.7	148.42 yen	–

Pre-conditions	FX Rate	USD 111 yen	USD 108 yen	-3 yen	-2.7	USD 107 yen
		CNY 16.5 yen	CNY 15.4 yen	-1.1 yen	-6.7	CNY 15.1 yen
	Toyota production (10,000 Unit)	906	907	+1	+0.1	905
	AT sales (10,000 Unit)	999	925	-74	-7.4	925

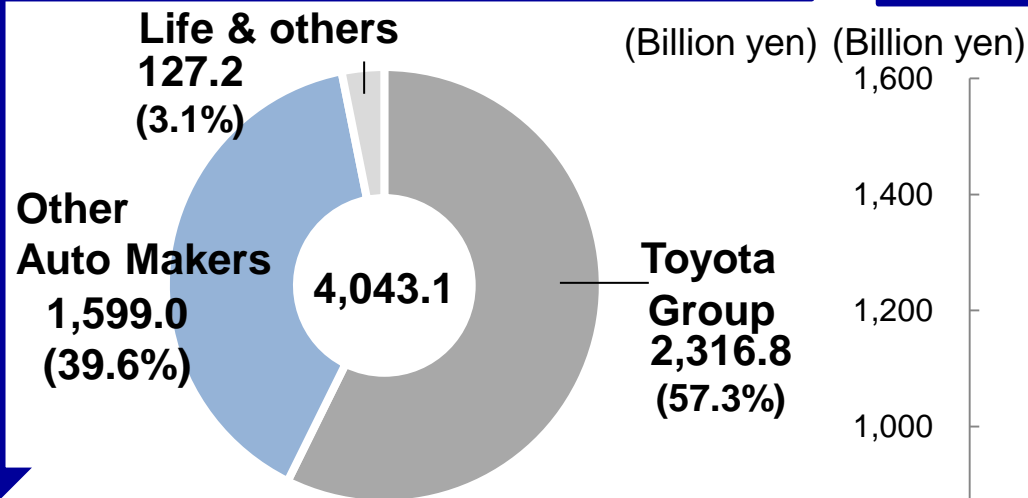
* Profit for the period attributable to Owners of the parent

10/24

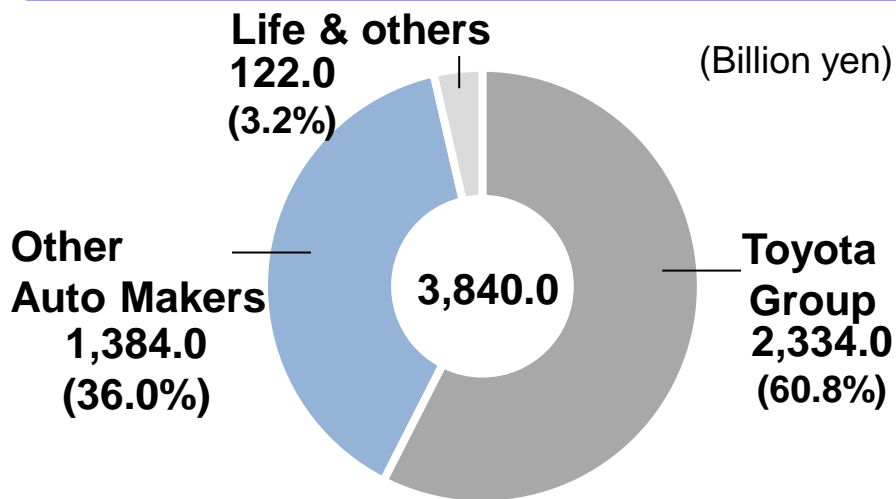
Forecast of Sales by Customer

(FY2020 - 12 months)

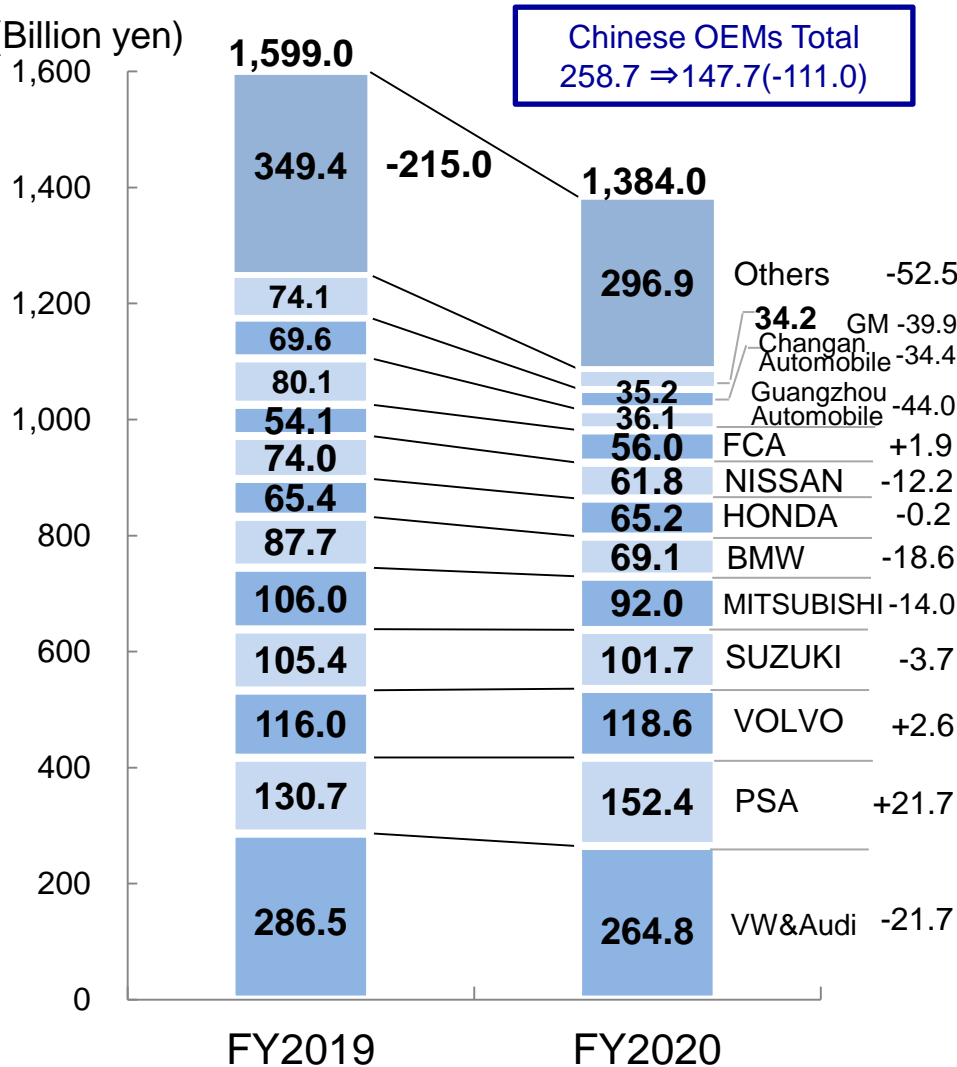
FY2019 Revenue



FY2020 Revenue (- 203.1)



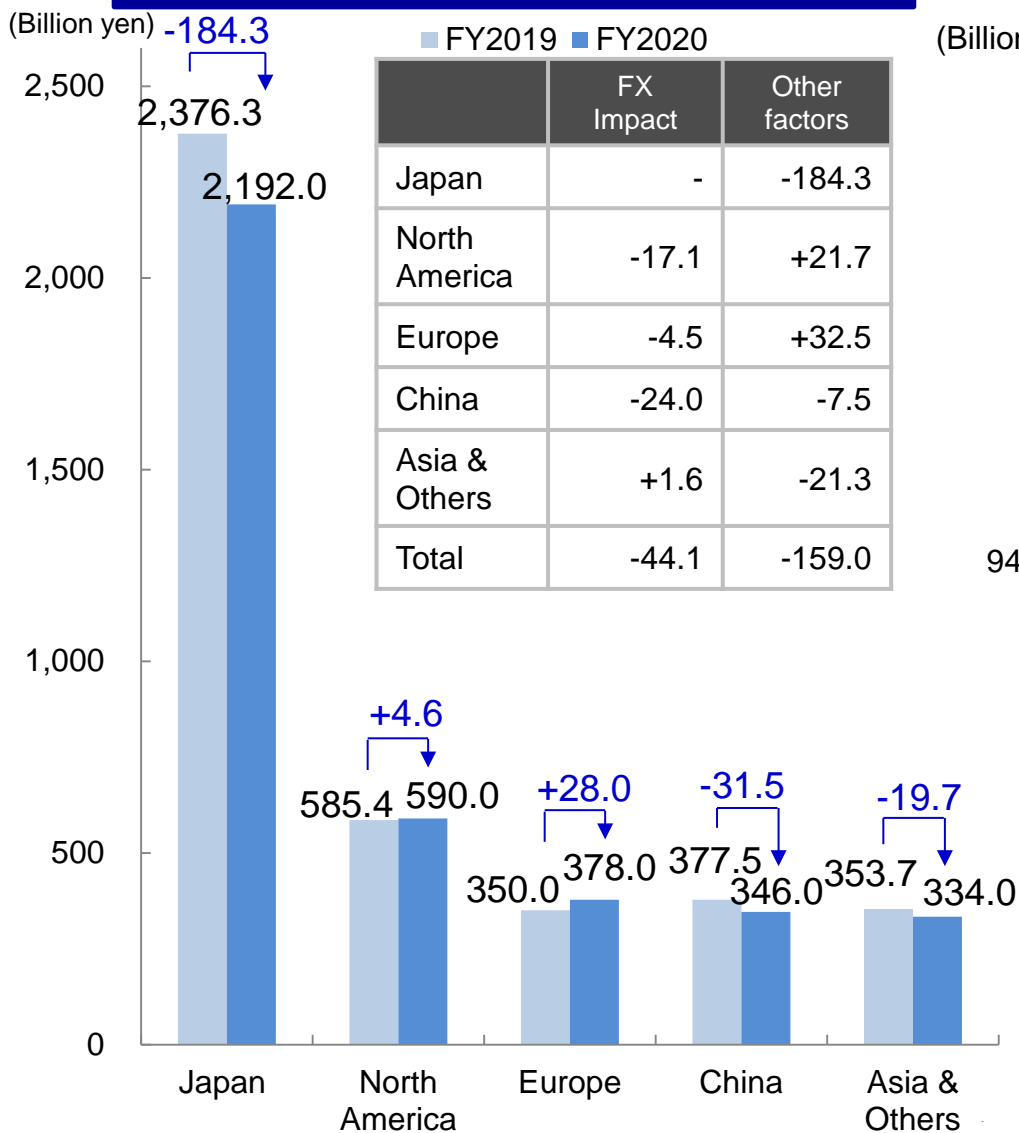
Other Auto Makers sales breakdown



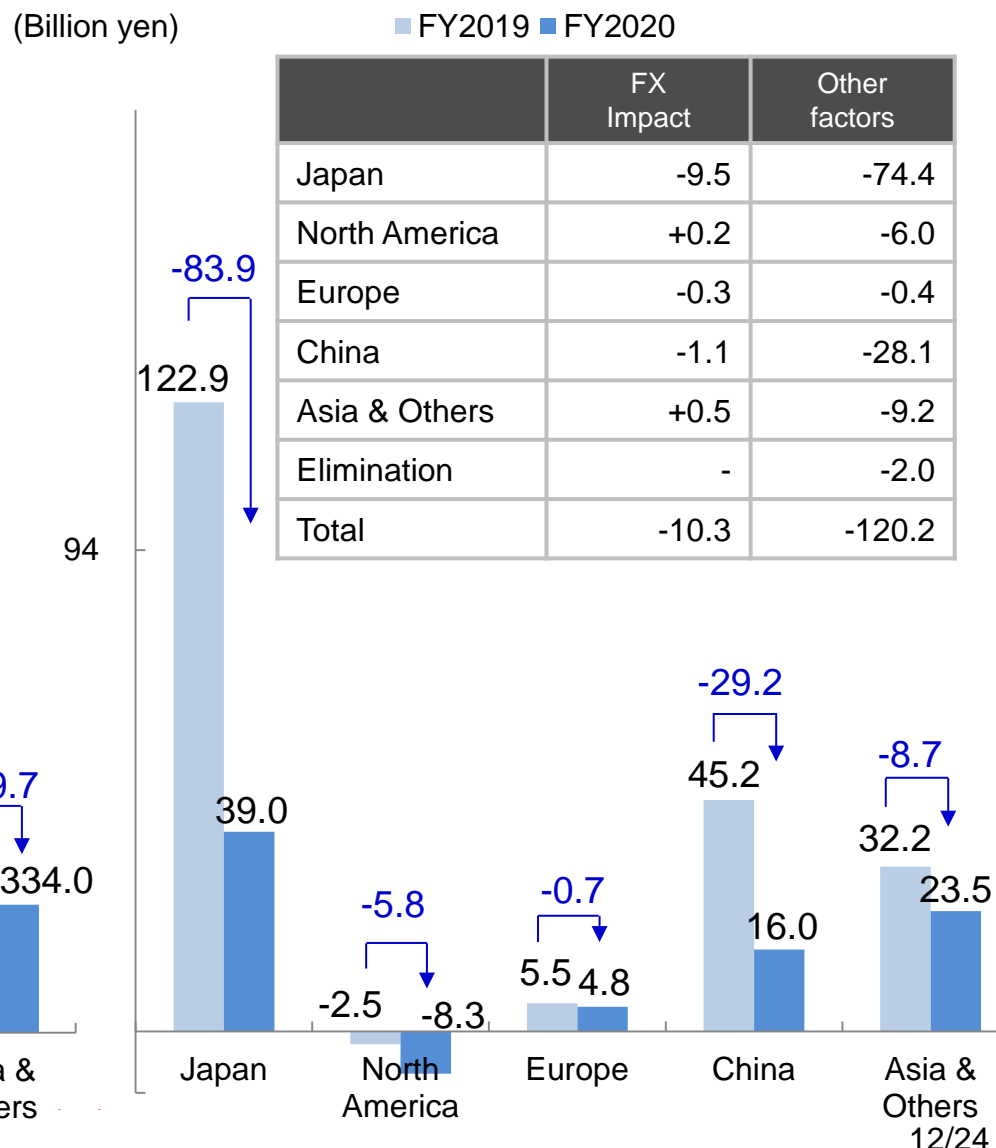
Forecast of Segment Information

(FY2020 - 12 months)

Revenue (-203.1)



Operating Profit (- 130.5)

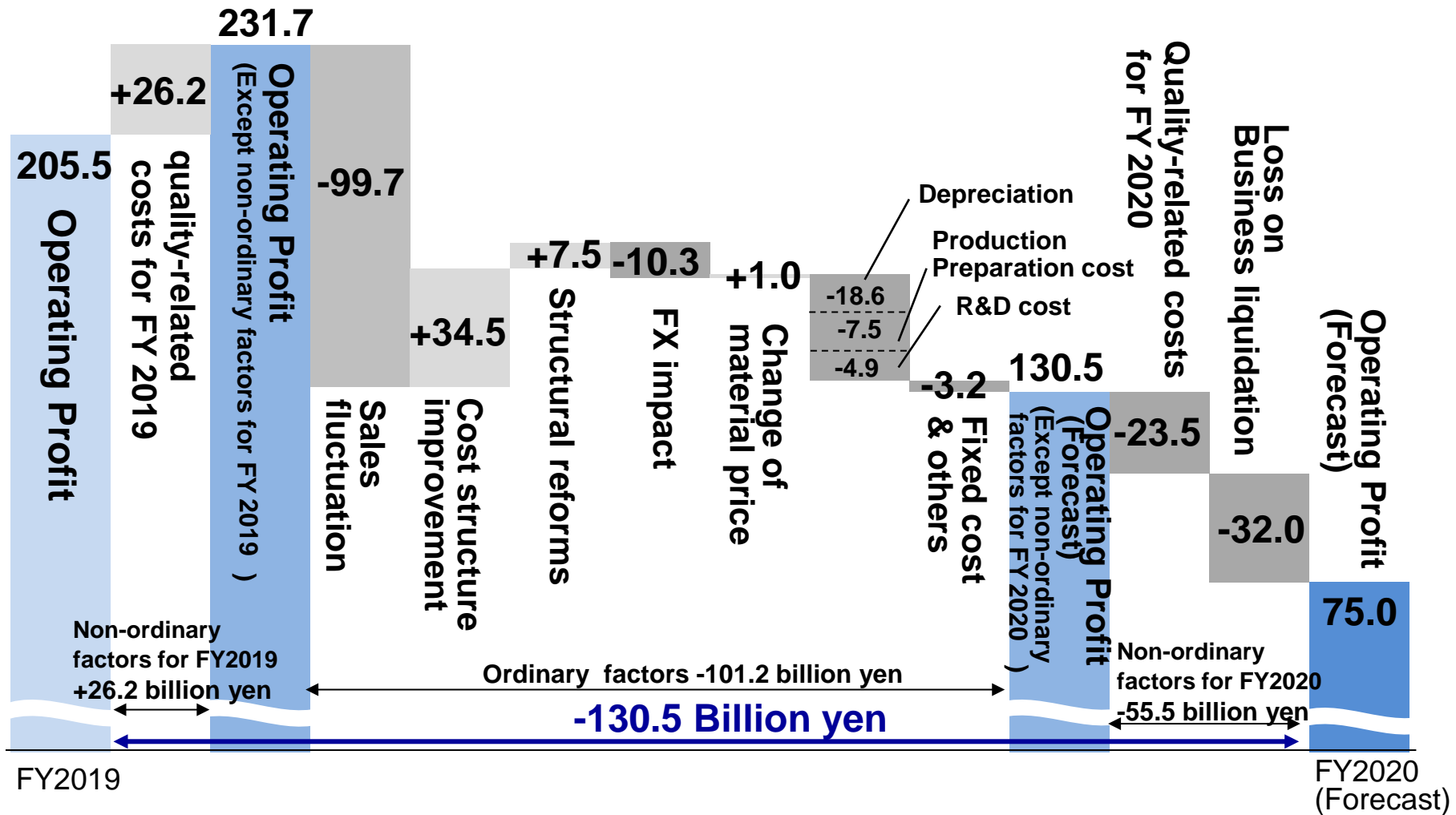


Forecast of Fluctuations for Operating Profit

(FY2020 - 12 months)

FY2019 / FY2020

(Billion yen)

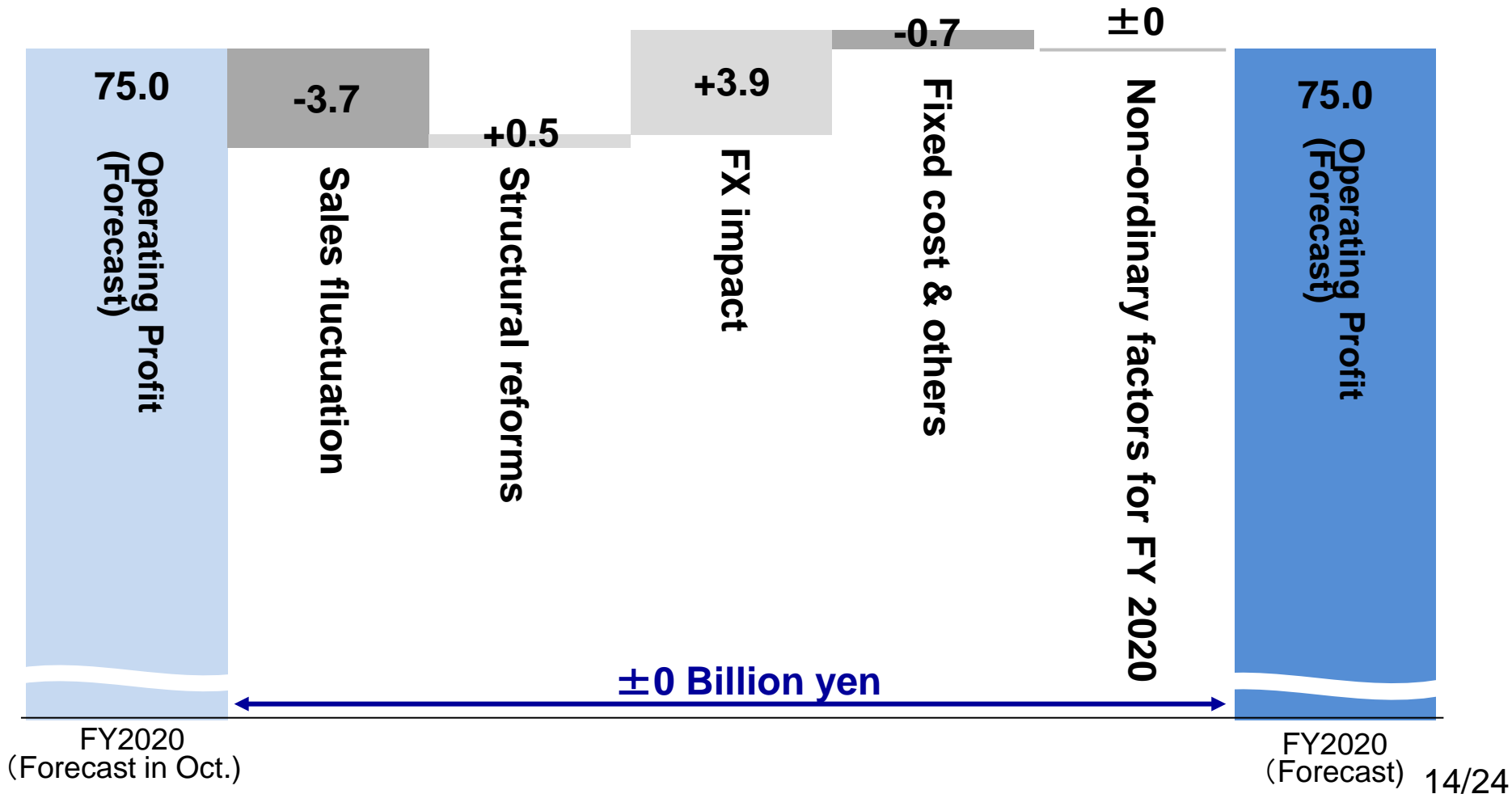


Forecast of Fluctuations for Operating Profit

(FY2020 - 12 months)

FY2020 (Forecast in October)
/ FY2020 (Forecast)

(Billion yen)

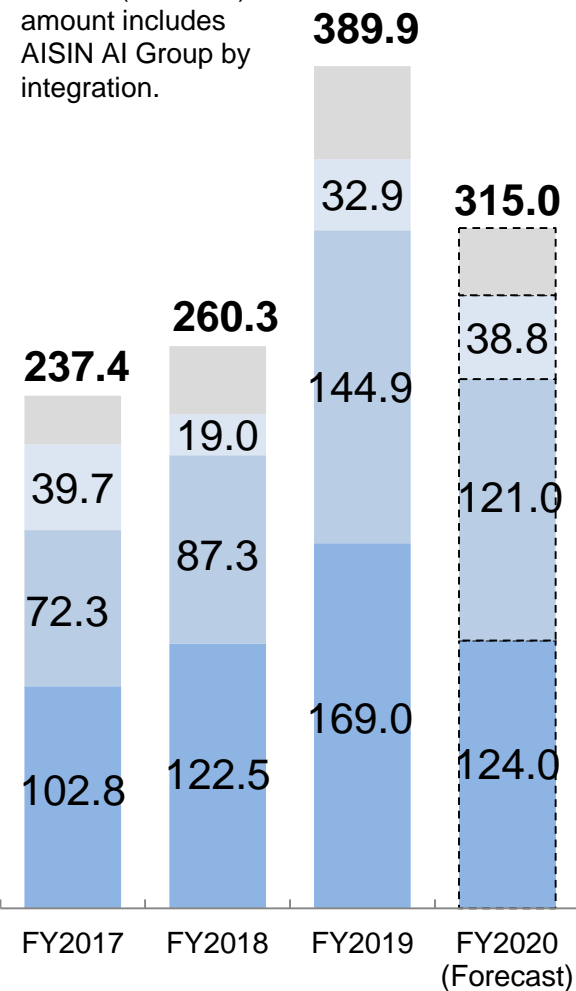


3.Reference information

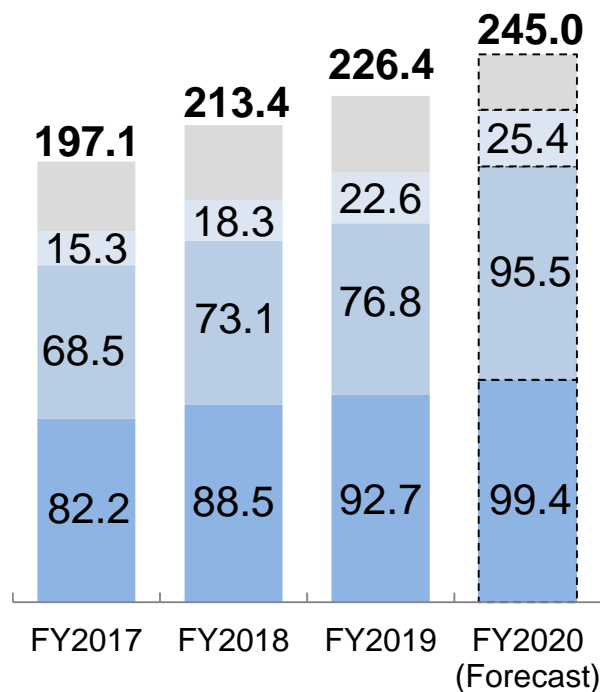
Capital Expenditure/Depreciation/ R&D Expenditure

Capital Expenditure

AW-G of
FY2020(Forecast)
amount includes
AISIN AI Group by
integration.



Depreciation

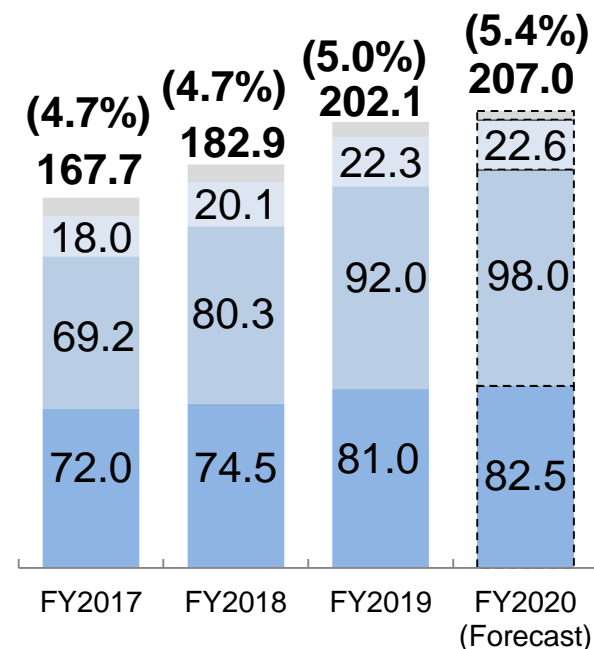


R&D Expenditure

(Billion yen)

(): Rate to sales

- Others
- ADS-G
- AW-G
- AISIN SEIKI-G

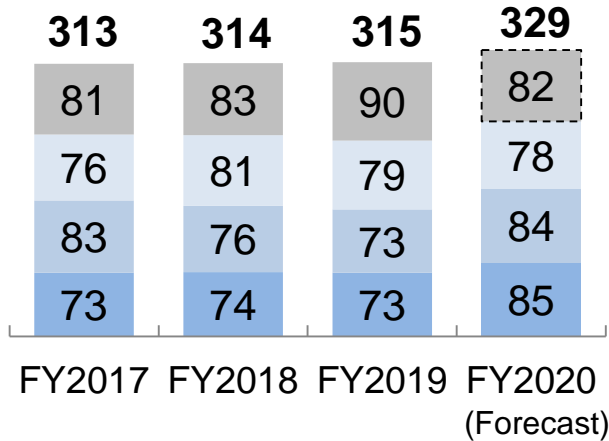


Toyota car production

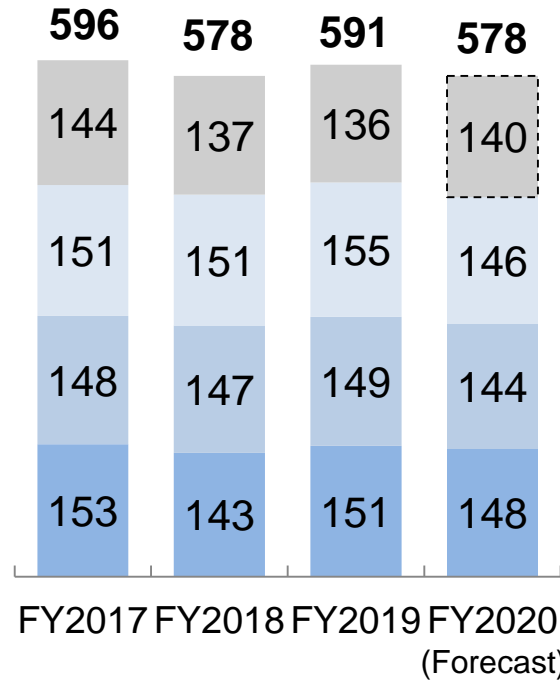
Toyota Domestic production

(10,000 Unit)

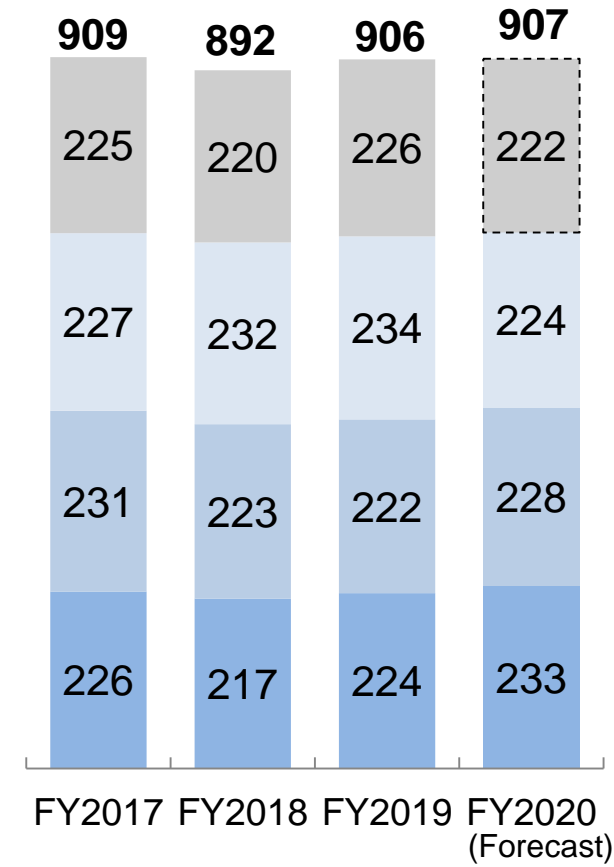
- 4Q
- 3Q
- 2Q
- 1Q



Toyota Oversea production



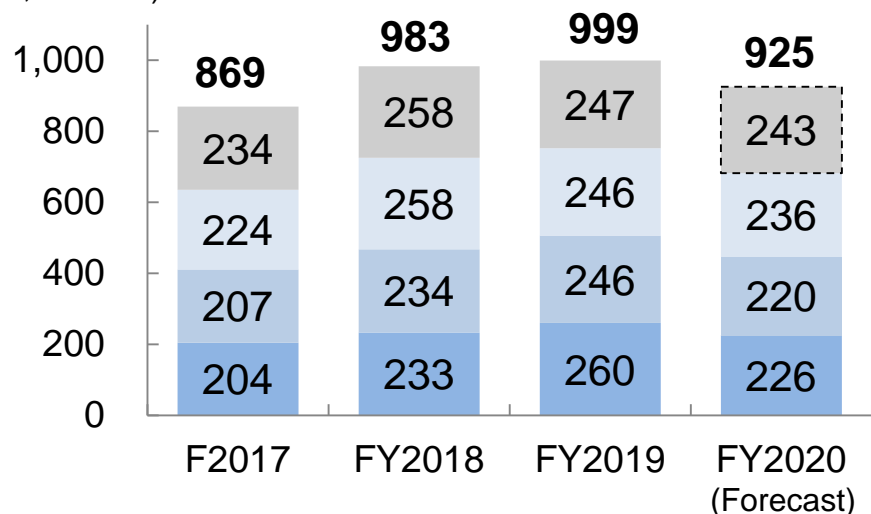
Toyota Global production



Sales Number

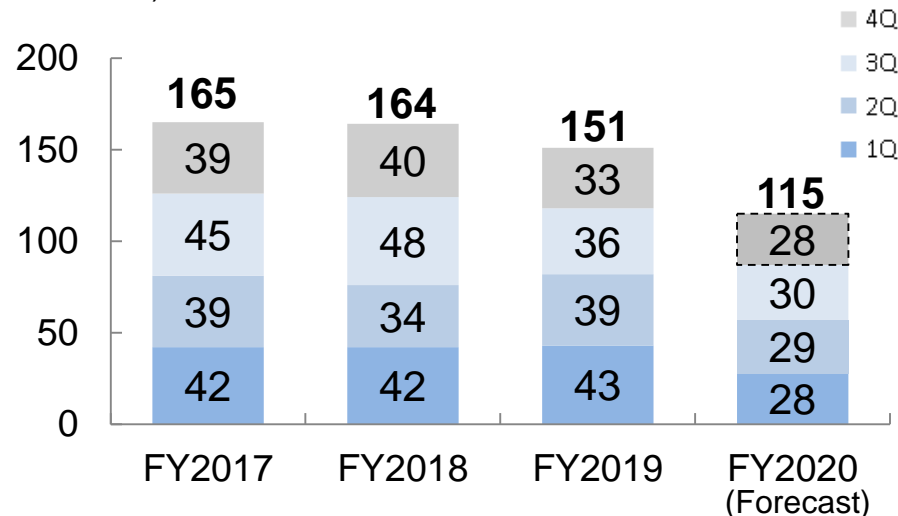
AT sales

(10,000 Unit)



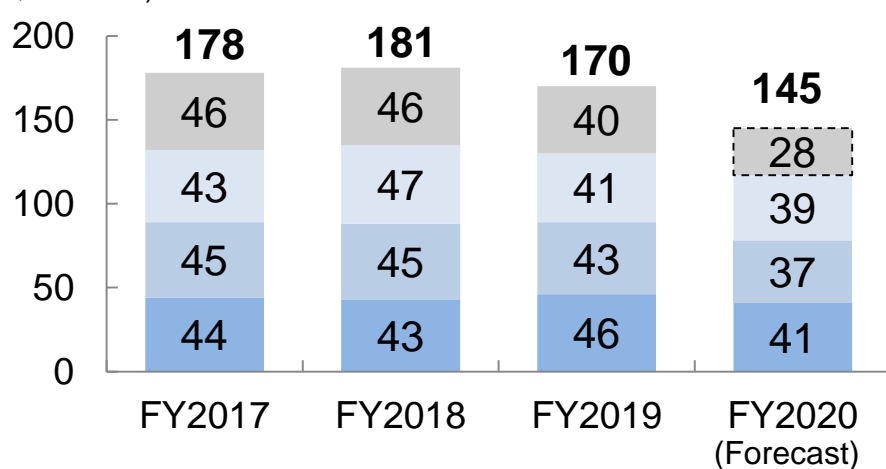
MT sales

(10,000 Unit)



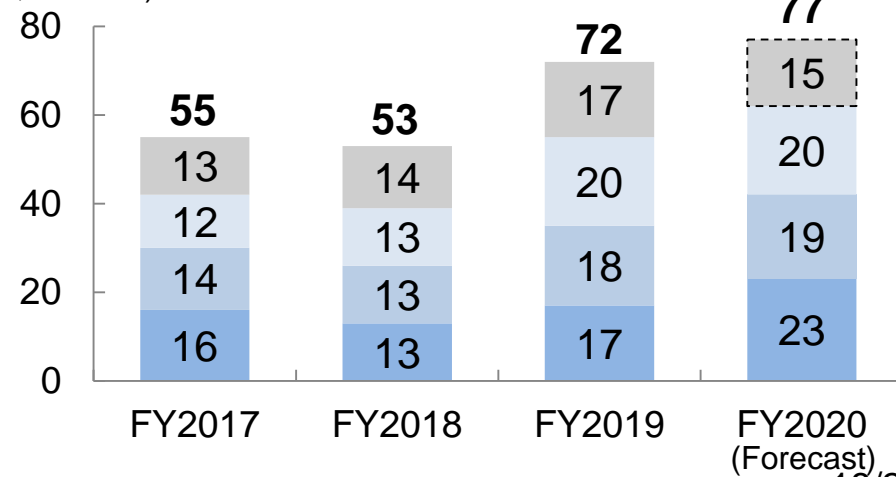
Navigation System sales

(10,000 Unit)



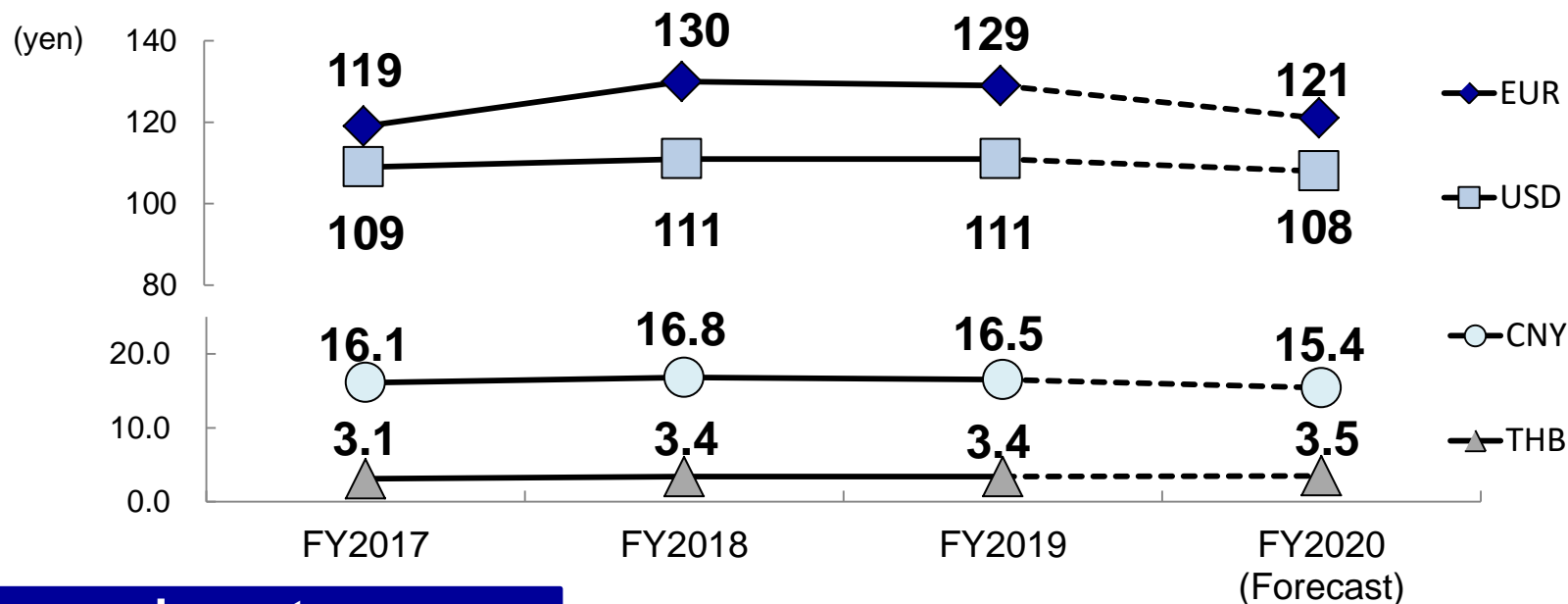
Navigation Soft sales

(10,000 Unit)



Foreign Currency Exchange Rate

Foreign Exchange Rate



Impacts on Operating Profit

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

(Billion yen)

	FY2017	FY2018	FY2019	FY2020(Forecast)		Rate after Jan.
USD	1.34	1.13	1.13	1.02	USD	105
EUR	0.17	0.19	0.17	0.15	EUR	120
THB *	0.81	1.26	1.55	1.36	THB	3.5
CNY *	0.79	0.81	0.76	0.60	CNY	15.0

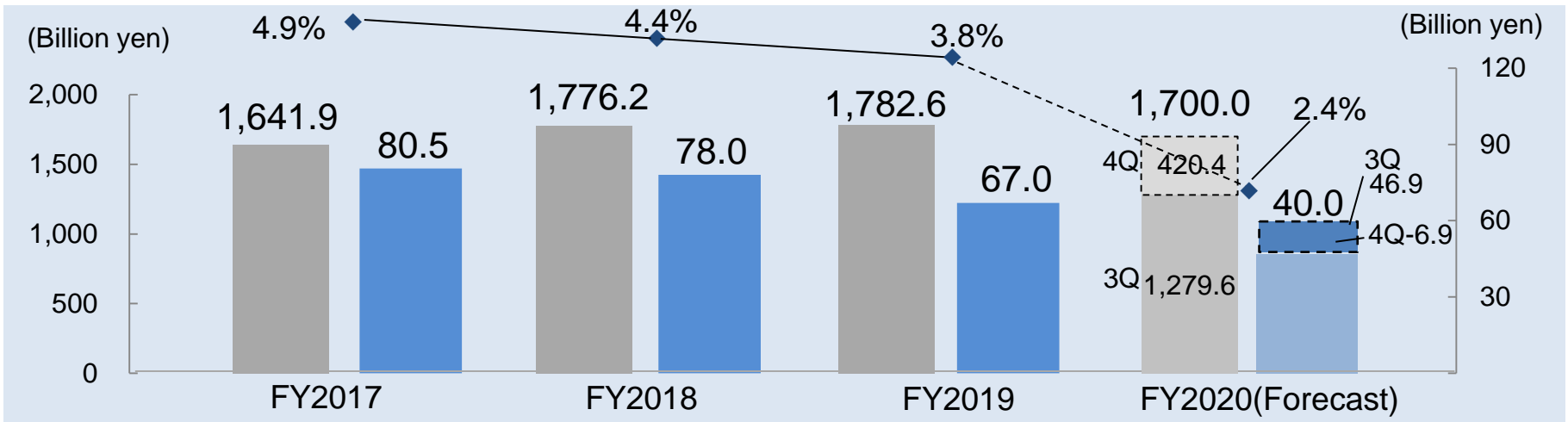
* Impacts of THB and CNY are per 0.1yen.

Financial Results of the Main Consolidated Companies I



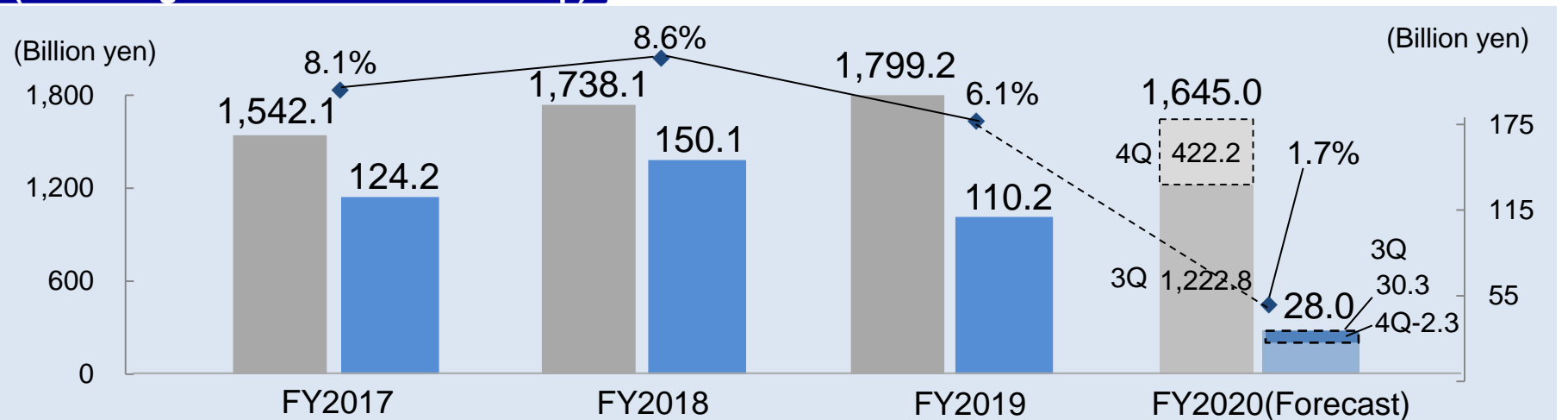
AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



AISIN AW Group (after integration with AISIN AI Group)

Revenue Operating Profit Operating Profit Rate

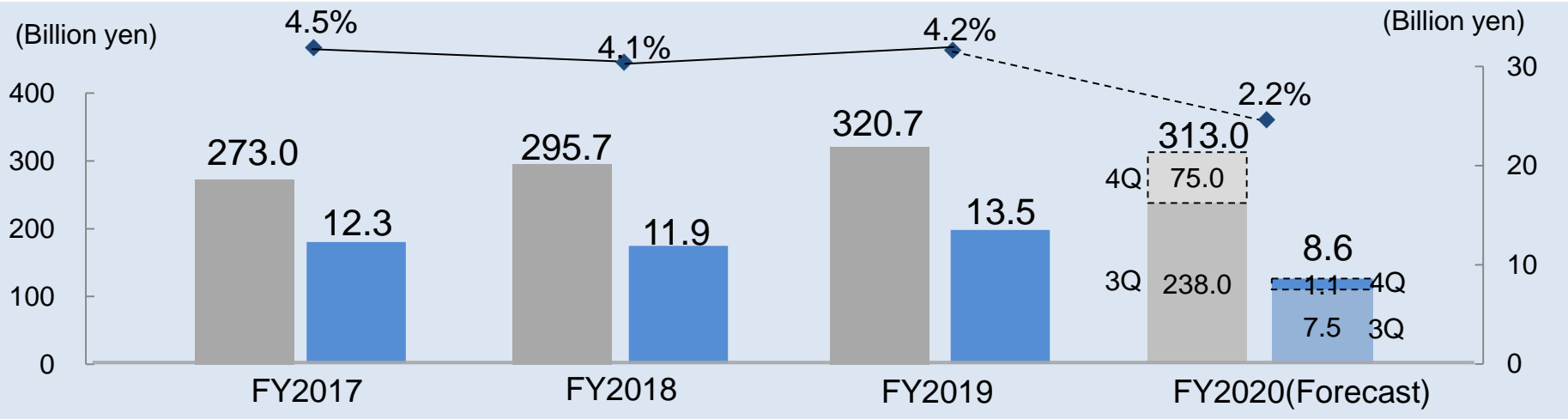


Financial Results of the Main Consolidated Companies II



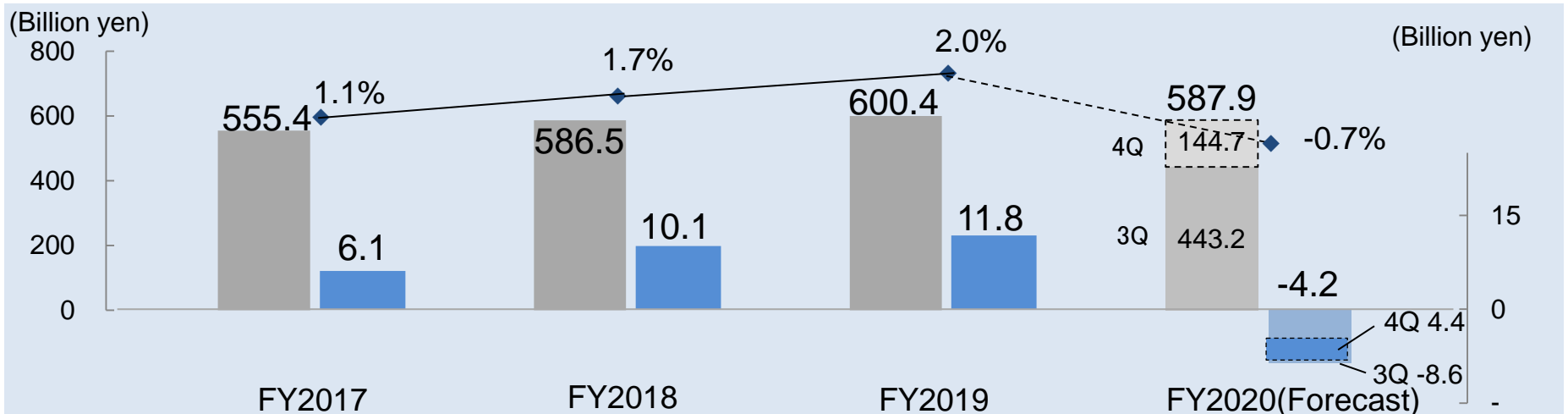
AISIN Takaoka Group

Revenue Operating Profit Operating Profit Rate



ADVICS Group

Revenue Operating Profit Operating Profit Rate



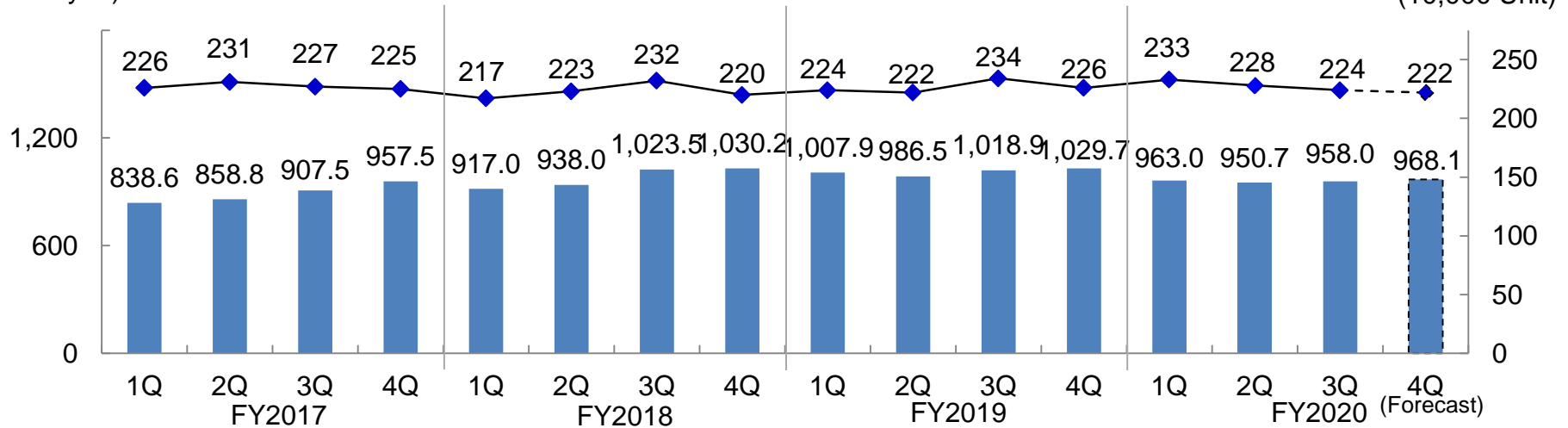
Quarterly Performance

Revenue

(Billion yen)

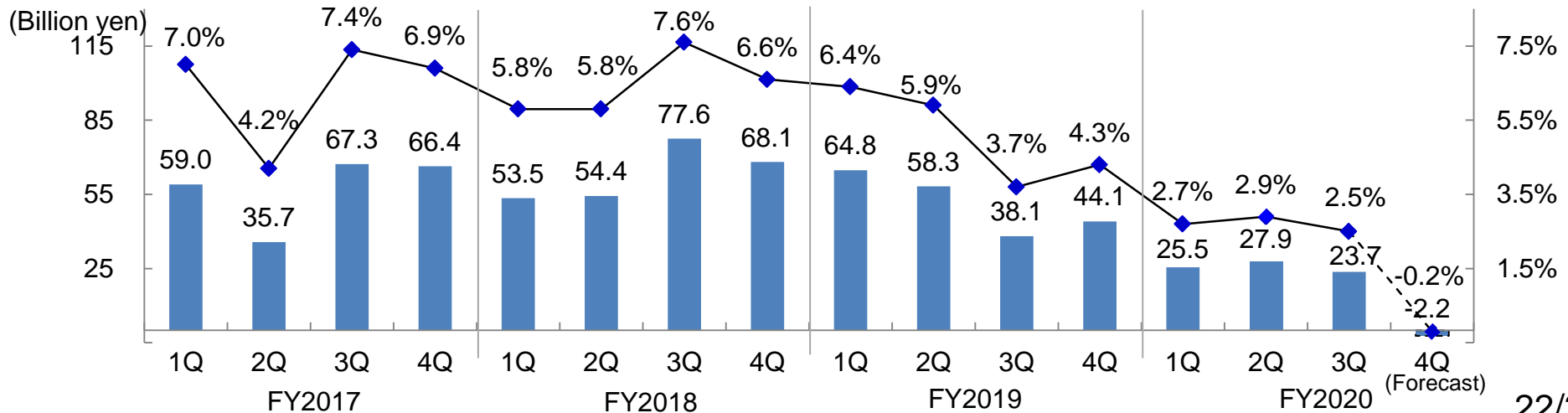
Revenue — Toyota global production

(10,000 Unit)



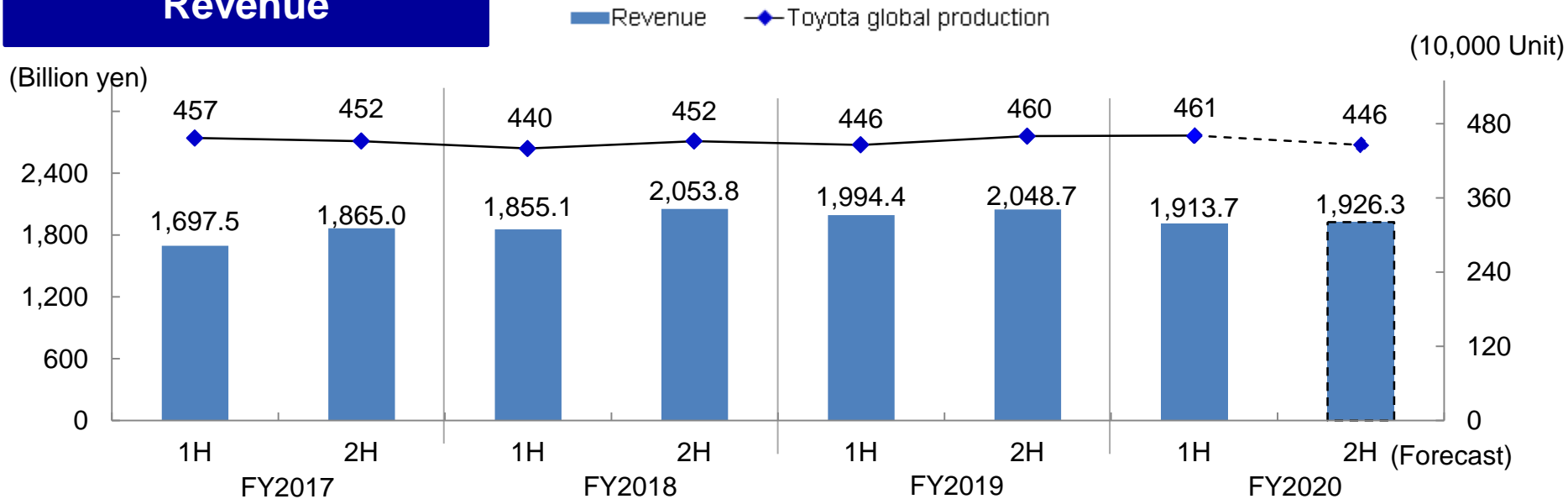
Operating Profit

Operating Profit — Operating Profit Rate

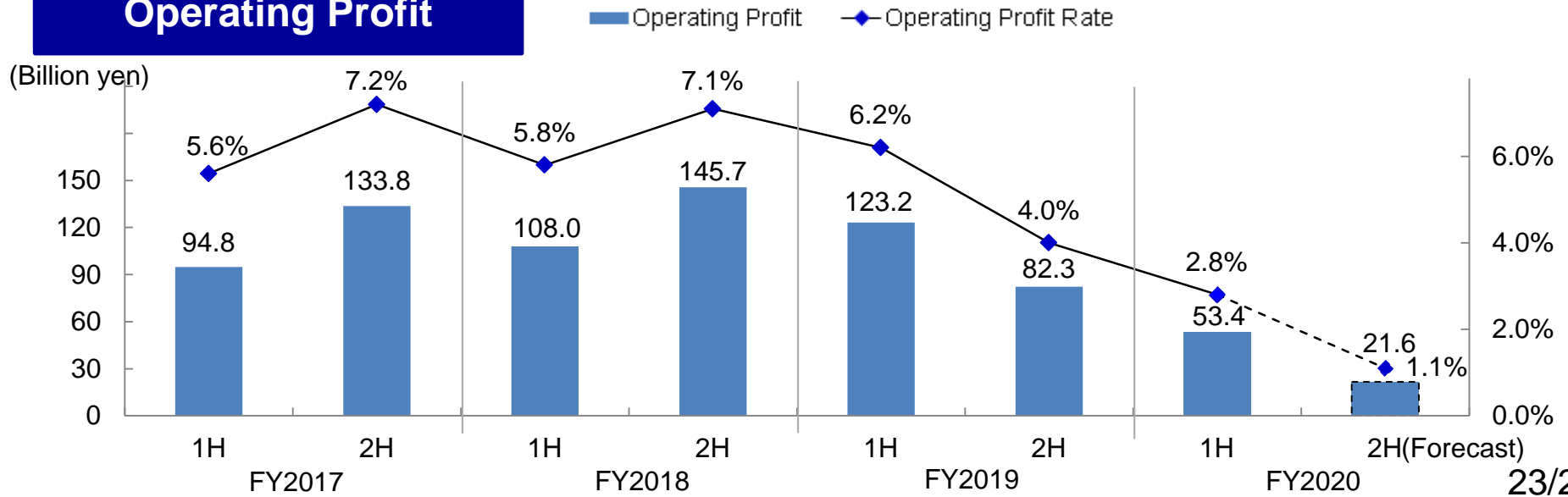


Half Yearly Performance

Revenue



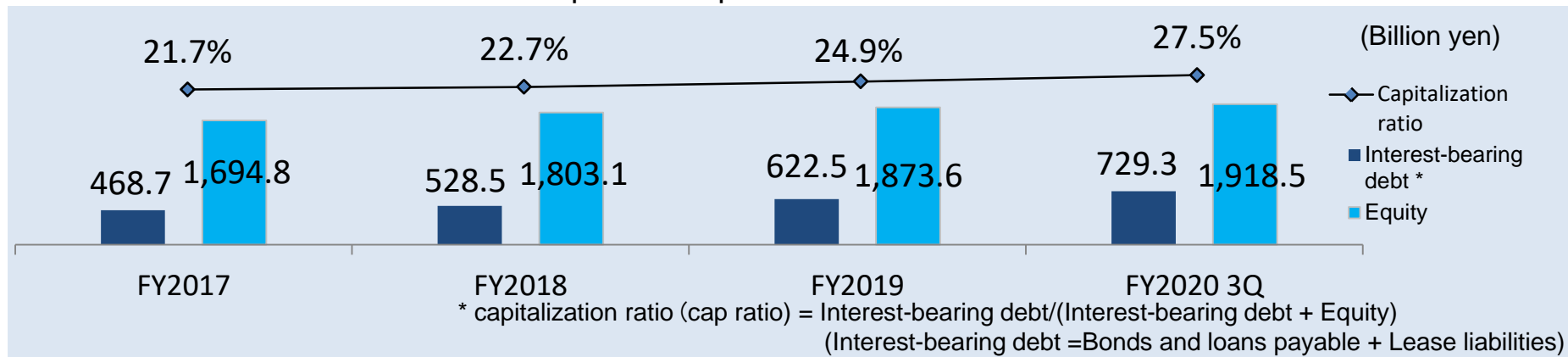
Operating Profit



Capital policy and Return to Shareholders

Capital policy

Our core capital policy is to maximize corporate value by maintaining the balance between “financial safety” and “capital efficiency”. We regard capitalization ratio as an important financial index to assess our capital structure, and believe the ratio from 25% to 30% represents optimal balance.



Return to Shareholders

Our “Return to shareholders” policy is to achieve steady dividend payout with a dividend payout ratio of around 30%. We are also considering to repurchase Treasury Stock based on our capitalization ratio and future investment trends.

	FY2017	FY2018	FY2019	FY2020 (Forecast)
Dividend (yen)	125	150	150	120
Dividend Payout Ratio	28.1%	30.6%	36.7%	80.9%
Repurchase of Treasury Stock (billion yen)	49.0	59.4	0.0	
Total return Ratio(*)	66.5%	74.5%	36.7%	

(*) Total return Ratio = (Cash dividend paid + repurchase of treasury Stock) / Profit for the period 24/24