



The next frontier in mobility.

# **FY2019 1<sup>st</sup> Quarter Consolidated Financial Results**

**July 31<sup>st</sup>, 2018**

**AISIN SEIKI Co., Ltd.**

|  |                |
|--|----------------|
| <b>1.Consolidated Operating Results<br/>(FY2019 1<sup>st</sup> Quarter)</b>            | <b>P.2-7</b>   |
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# **1. Consolidated Operating Results (FY2019 1<sup>st</sup> Quarter)**

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# **FY2019 1<sup>st</sup> Quarter Overview of Financial Results**



**1. Revenue increased compared to last year due to favorable AT and Body parts sales etc.**

**2. Operating profit increased, due to the increase of sales etc., in spite of the increase of fixed cost such as depreciation cost and R&D cost.**

**3. Regarding 1<sup>st</sup> half forecast, revenue and profit are revised upward due to favorable 1Q result.**

# Consolidated Operating Results

(FY2019 1<sup>st</sup> Quarter)



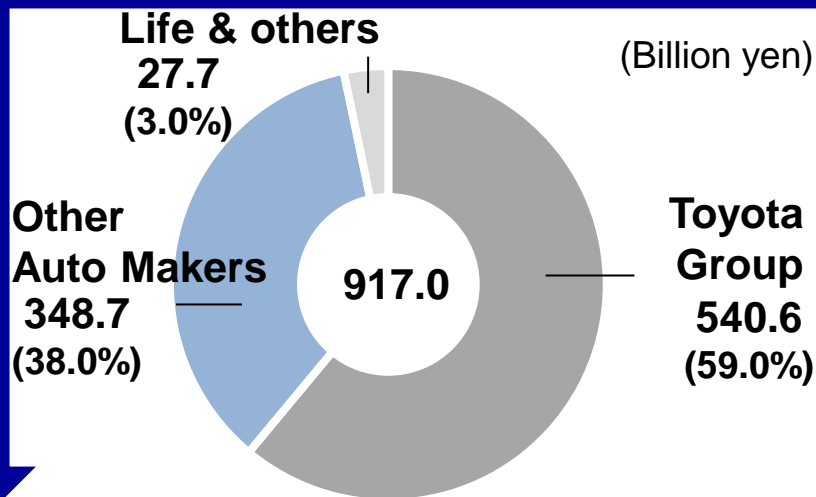
| (Billion yen)              | FY2018 1Q     |                 | FY2019 1Q     |                 | Change        |       |
|----------------------------|---------------|-----------------|---------------|-----------------|---------------|-------|
|                            | Results       | Rate to sales % | Results       | Rate to sales % | Amount        | %     |
| Revenue                    | 917.0         | -               | 1,007.9       | -               | +90.9         | +9.9  |
| Operating Profit           | 53.5          | 5.8             | 64.8          | 6.4             | +11.3         | +21.2 |
| Profit before income taxes | 60.0          | 6.6             | 72.9          | 7.2             | +12.9         | +21.5 |
| Profit for the period *    | 31.4          | 3.4             | 40.1          | 4.0             | +8.7          | +27.4 |
| EPS                        | 112.82<br>yen | -               | 148.85<br>yen | -               | +36.03<br>yen | +31.9 |

|                |                                 |              |              |          |       |
|----------------|---------------------------------|--------------|--------------|----------|-------|
| Pre-conditions | FX Rate                         | USD 111 yen  | USD 109 yen  | -2 yen   | -1.8  |
|                |                                 | CNY 16.2 yen | CNY 17.1 yen | +0.9 yen | +5.6  |
|                | Toyota production (10,000 Unit) | 217          | 222          | +5       | +1.9  |
|                | AT sales (10,000 Unit)          | 233          | 260          | +27      | +11.4 |

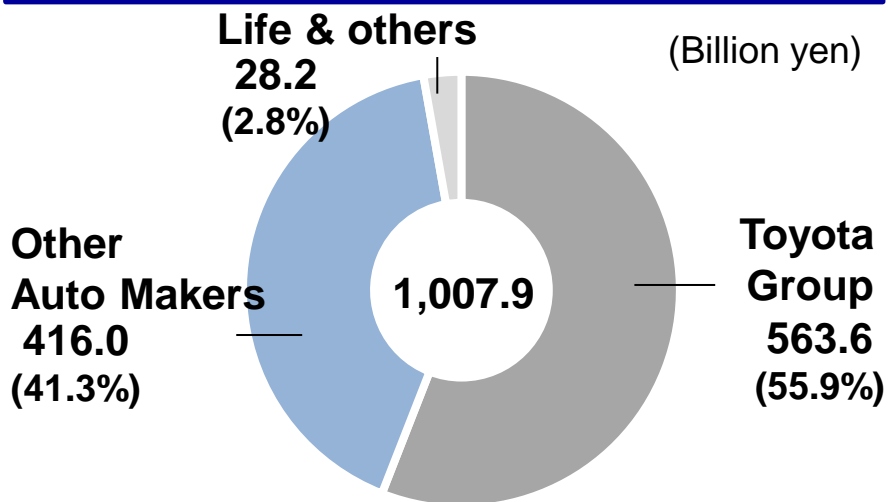
\* Profit for the period attributable to Owners of the parent

# Sales by Customer (FY2019 1st Quarter)

## FY2018 1st Quarter Revenue



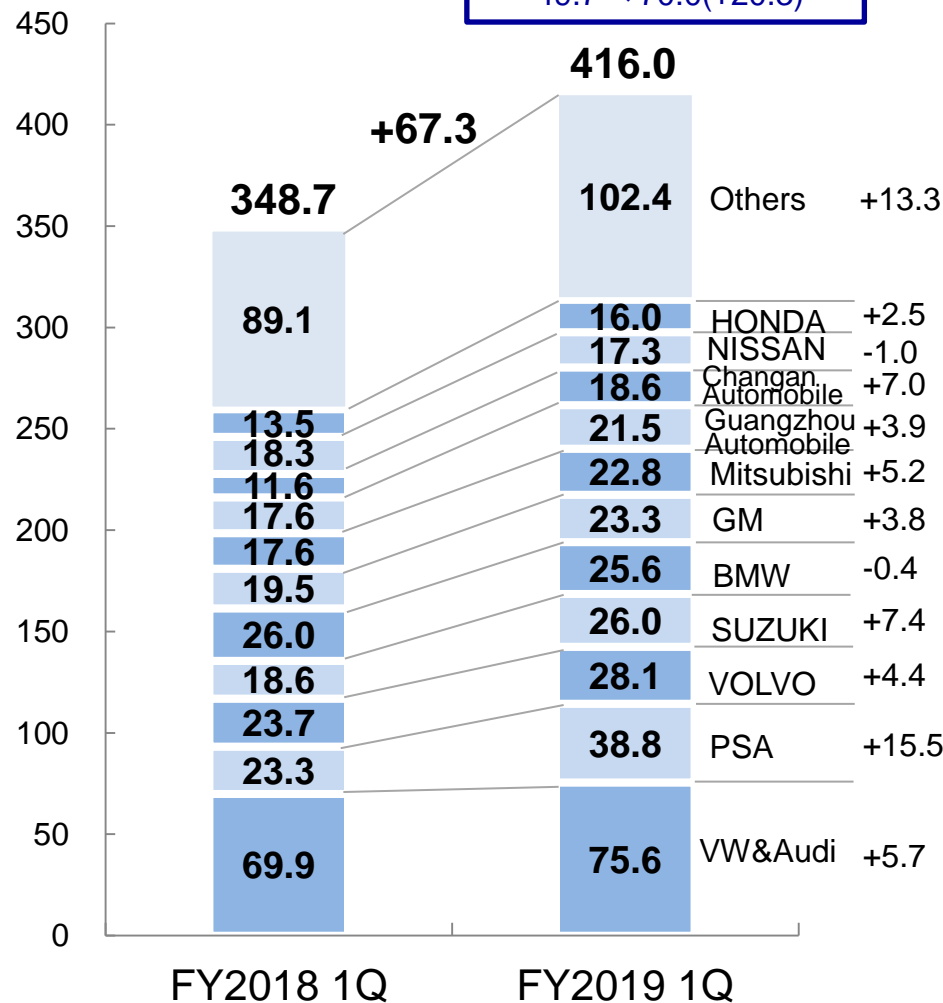
## FY2019 1st Quarter Revenue (+ 90.9)



## Other Auto Makers sales breakdown

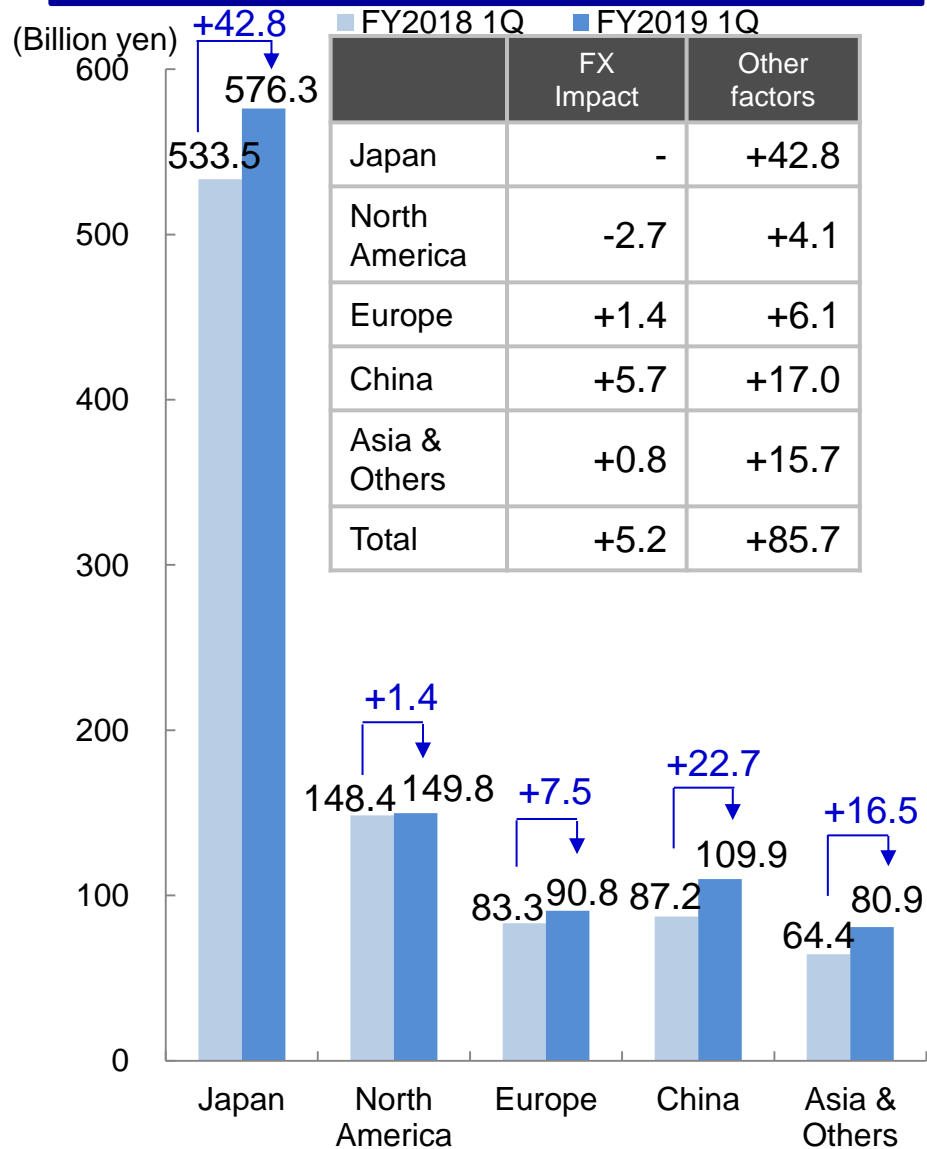
(Billion yen)

Chinese OEMs Total  
49.7 ⇒ 70.0(+20.3)



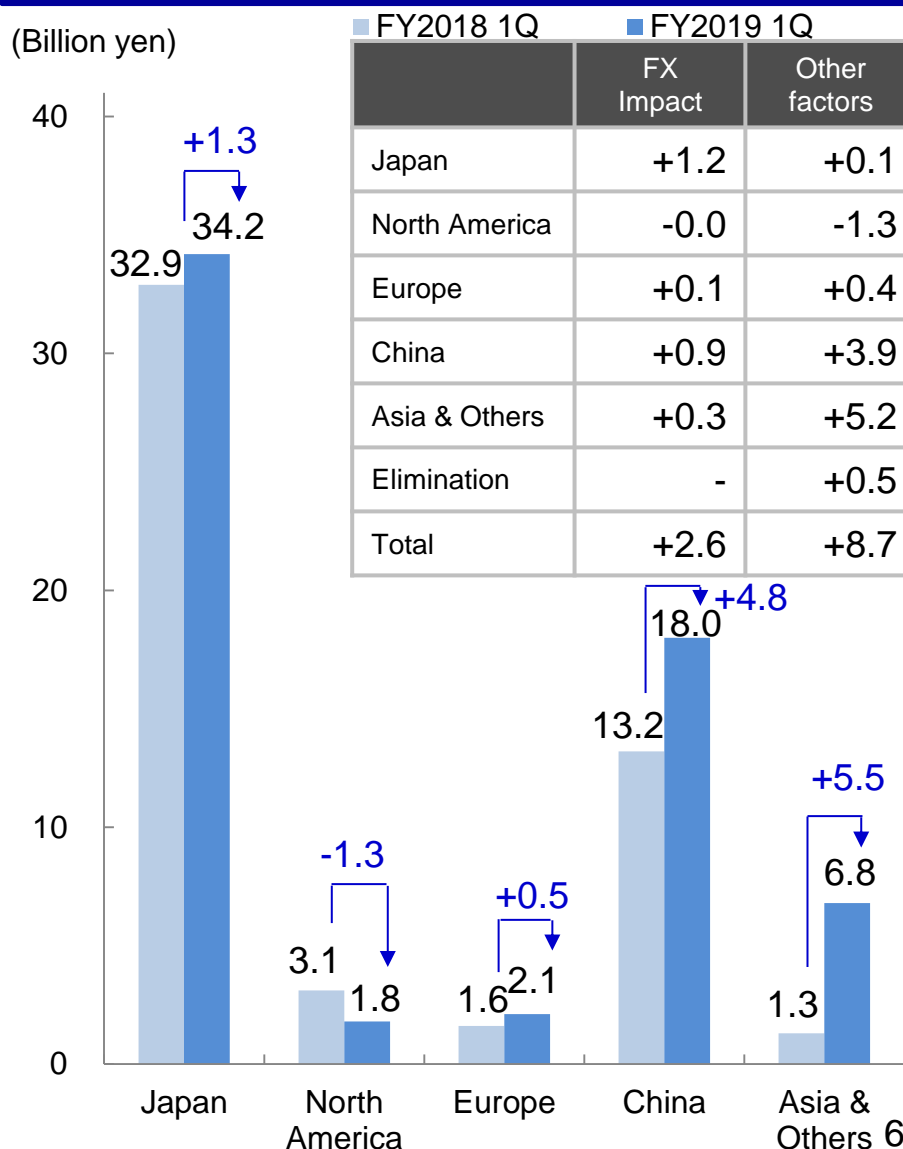
# Segment Information (FY2019 1<sup>st</sup> Quarter)

## Revenue (+90.9)



|               | FX Impact   | Other factors |
|---------------|-------------|---------------|
| Japan         | -           | +42.8         |
| North America | -2.7        | +4.1          |
| Europe        | +1.4        | +6.1          |
| China         | +5.7        | +17.0         |
| Asia & Others | +0.8        | +15.7         |
| <b>Total</b>  | <b>+5.2</b> | <b>+85.7</b>  |

## Operating Profit (+11.3)



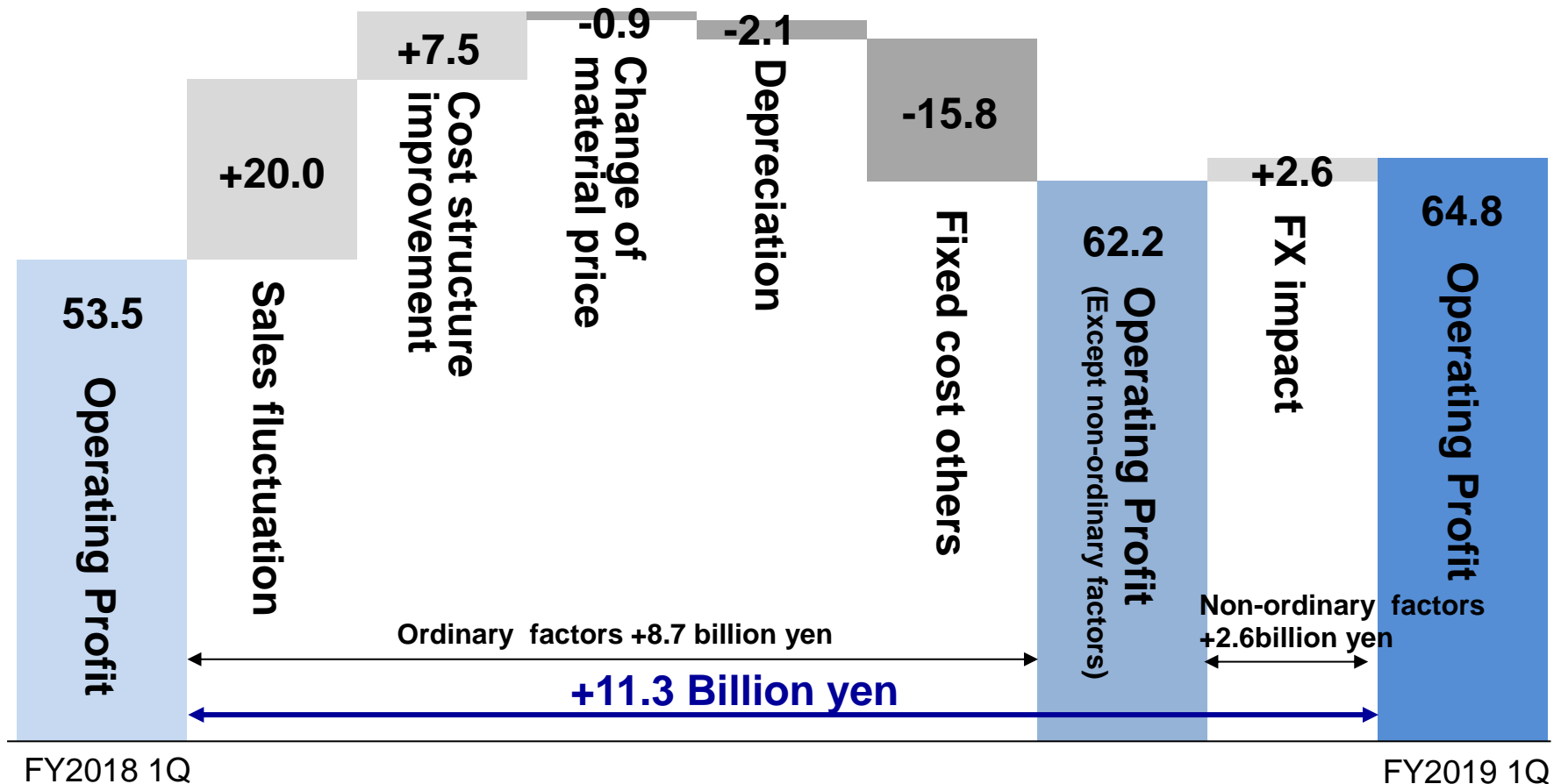
|               | FX Impact   | Other factors |
|---------------|-------------|---------------|
| Japan         | +1.2        | +0.1          |
| North America | -0.0        | -1.3          |
| Europe        | +0.1        | +0.4          |
| China         | +0.9        | +3.9          |
| Asia & Others | +0.3        | +5.2          |
| Elimination   | -           | +0.5          |
| <b>Total</b>  | <b>+2.6</b> | <b>+8.7</b>   |

# Fluctuations for Operating Profit

(FY2019 1<sup>st</sup> Quarter)

FY2018 1Q / FY2019 1Q

(Billion yen)





## **2.Consolidated Operating Forecast (FY2019 2<sup>nd</sup> Quarter- 6 months)**

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# Consolidated Operating Forecast

(FY2019 2<sup>nd</sup> Quarter- 6 months)



| (Billion yen)              | FY2018 2Q     |                 | FY2019 2Q     |                 | Change        |       | FY2019 2Q             |                 |
|----------------------------|---------------|-----------------|---------------|-----------------|---------------|-------|-----------------------|-----------------|
|                            | Results       | Rate to sales % | Forecast      | Rate to sales % | Amount        | %     | Disclosed on Apr 27th | Rate to sales % |
| Revenue                    | 1,855.1       | -               | 1,990.0       | -               | +134.9        | +7.3  | 1,950.0               | -               |
| Operating Profit           | 108.0         | 5.8             | 120.0         | 6.0             | +12.0         | +11.1 | 110.0                 | 5.6             |
| Profit before income taxes | 116.2         | 6.3             | 128.0         | 6.4             | +11.8         | +10.1 | 117.0                 | 6.0             |
| Profit for the period *    | 56.0          | 3.0             | 61.0          | 3.1             | +5.0          | +8.9  | 53.0                  | 2.7             |
| EPS                        | 201.61<br>yen | -               | 226.35<br>yen | -               | +24.74<br>yen | +12.3 | 196.67<br>yen         | -               |

|                |                                 |              |              |      |       |              |
|----------------|---------------------------------|--------------|--------------|------|-------|--------------|
| Pre-conditions | FX Rate                         | USD 111 yen  | USD 107 yen  | -4   | -3.6  | USD 105 yen  |
|                |                                 | CNY 16.4 yen | CNY 16.7 yen | +0.3 | +1.8  | CNY 16.6 yen |
|                | Toyota production (10,000 Unit) | 440          | 448          | +8   | +1.9  | 440          |
|                | AT sales (10,000 Unit)          | 467          | 515          | +48  | +10.2 | 515          |

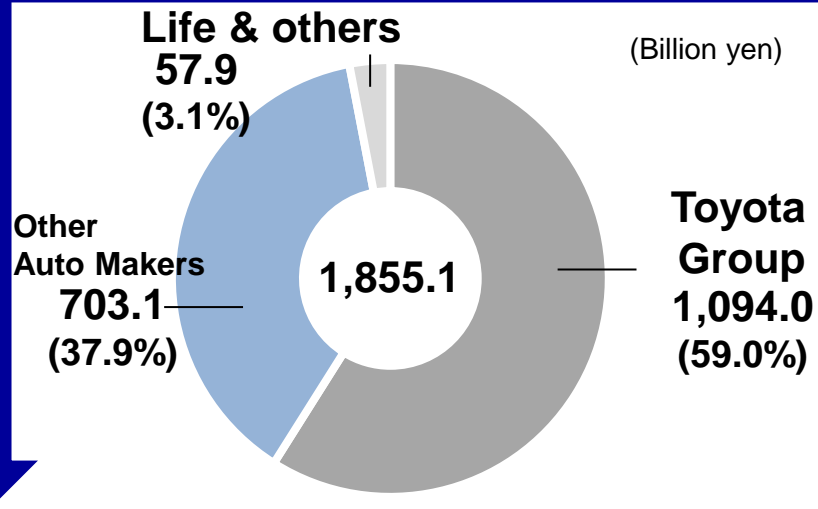
\* Profit for the period attributable to Owners of the parent

# Forecast of Sales by Customer

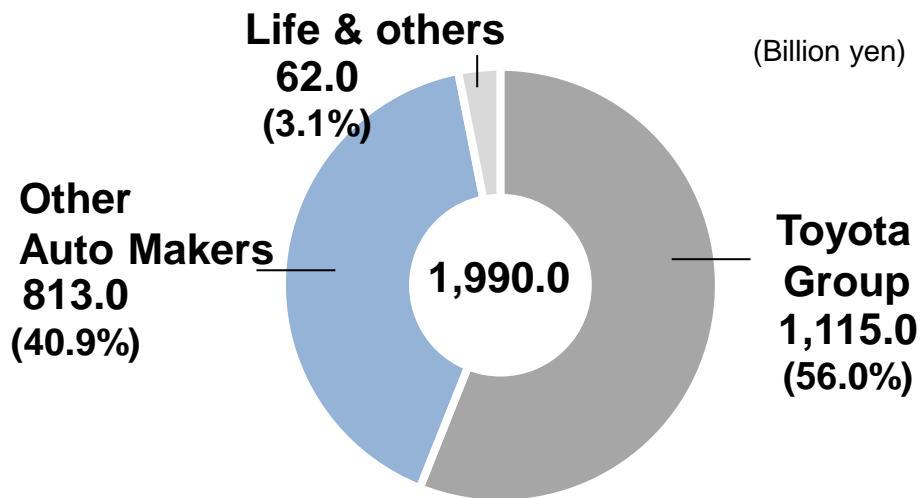
(FY2019 2<sup>nd</sup> Quarter- 6 months)



## FY2018 2Q Revenue



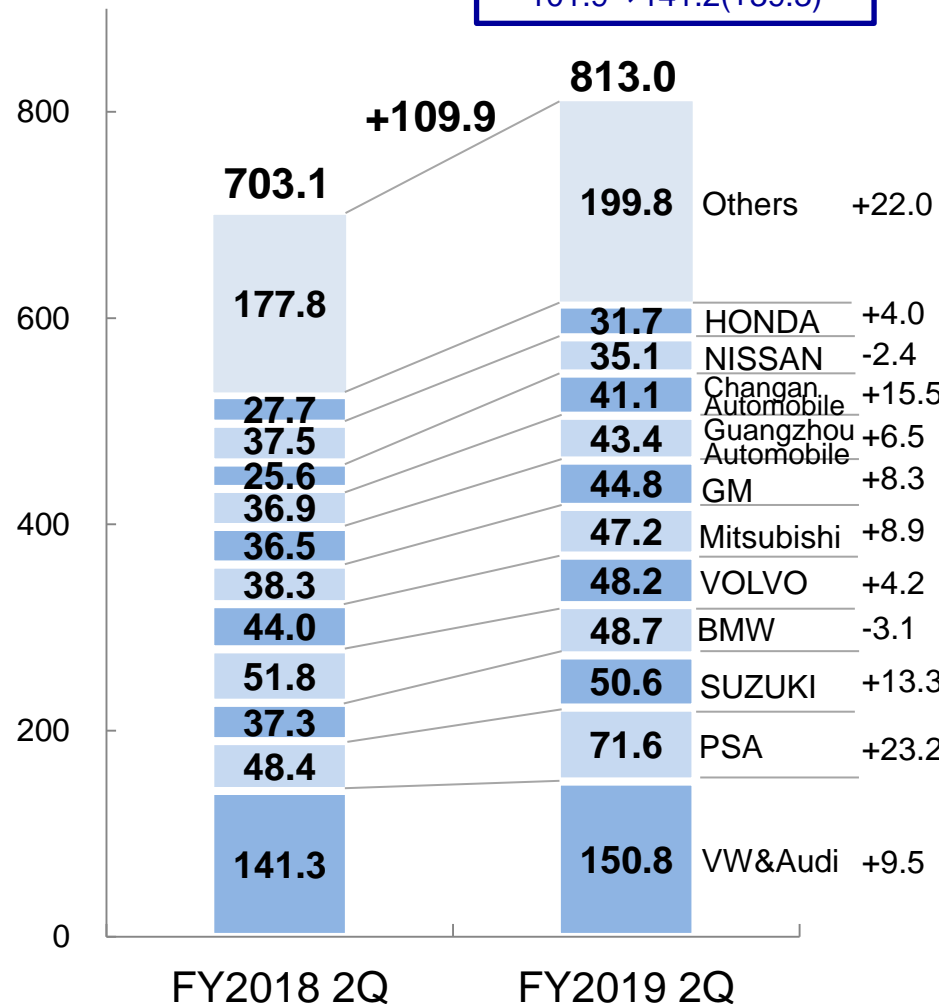
## FY2019 2Q Revenue (+ 134.9)



## Other Auto Makers sales breakdown

(Billion yen)

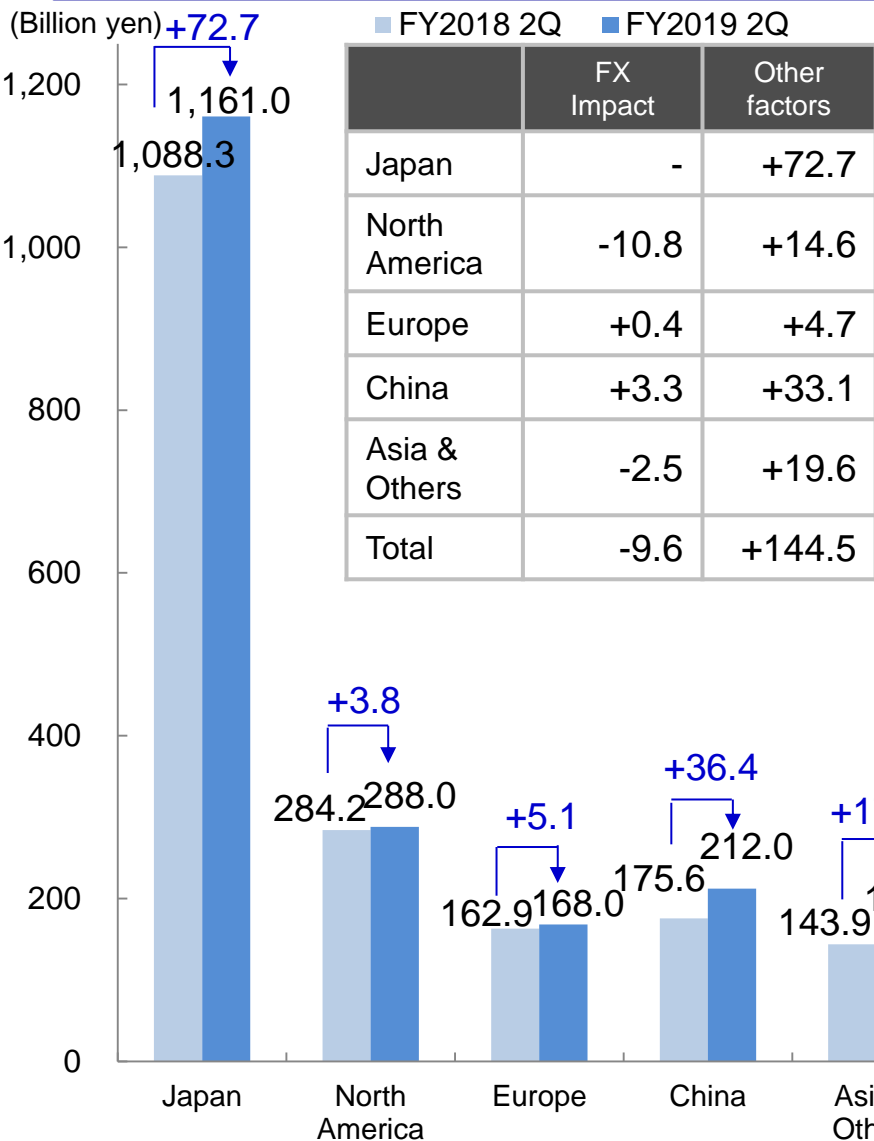
Chinese OEMs Total  
101.9 ⇒ 141.2 (+39.3)



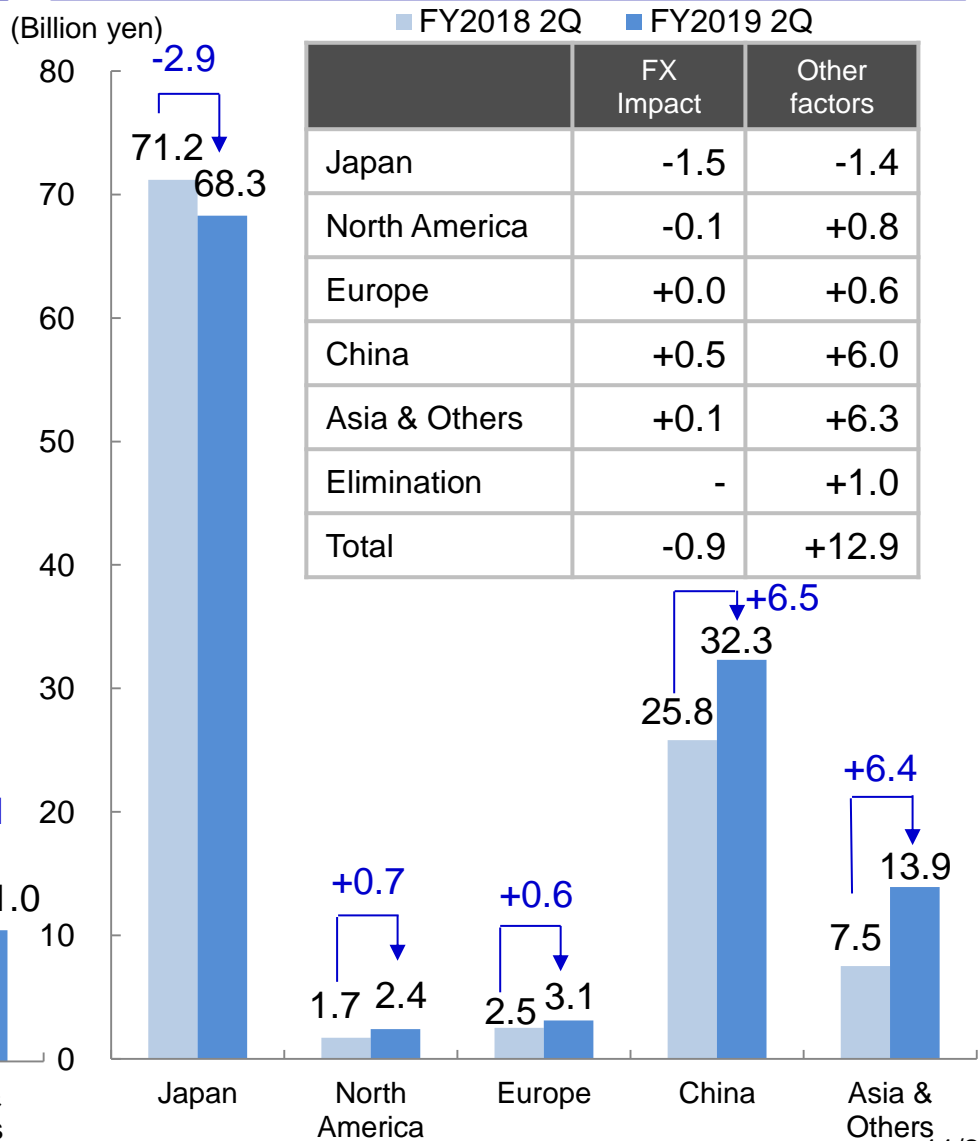
# Forecast of Segment Information

(FY2019 2<sup>nd</sup> Quarter- 6 months)

## Revenue (+134.9)



## Operating Profit (+ 12.0)



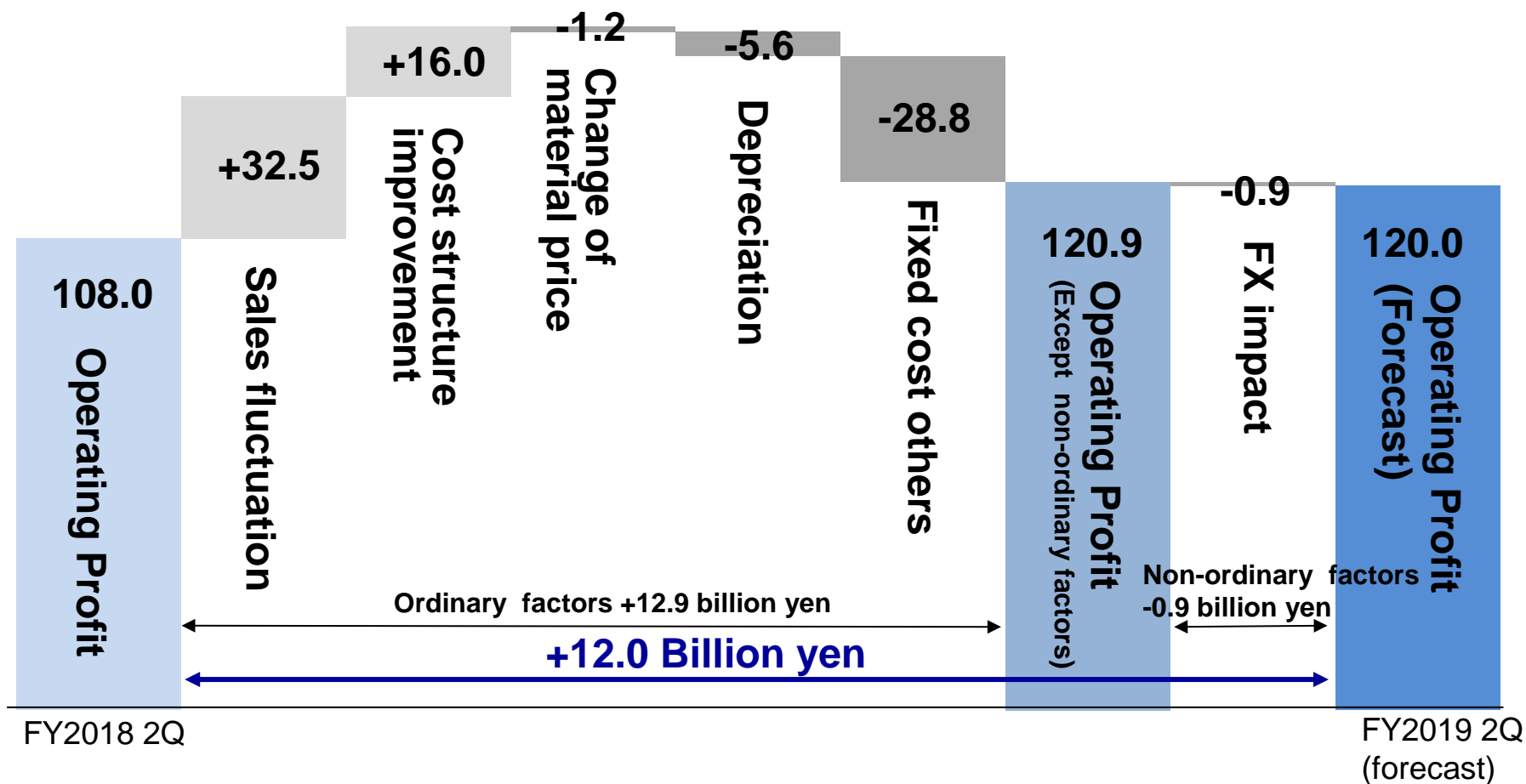
# Forecast of Fluctuations for Operating Profit

(FY2019 2<sup>nd</sup> Quarter- 6 months)



FY2018 2Q / FY2019 2Q (Forecast)

(Billion yen)

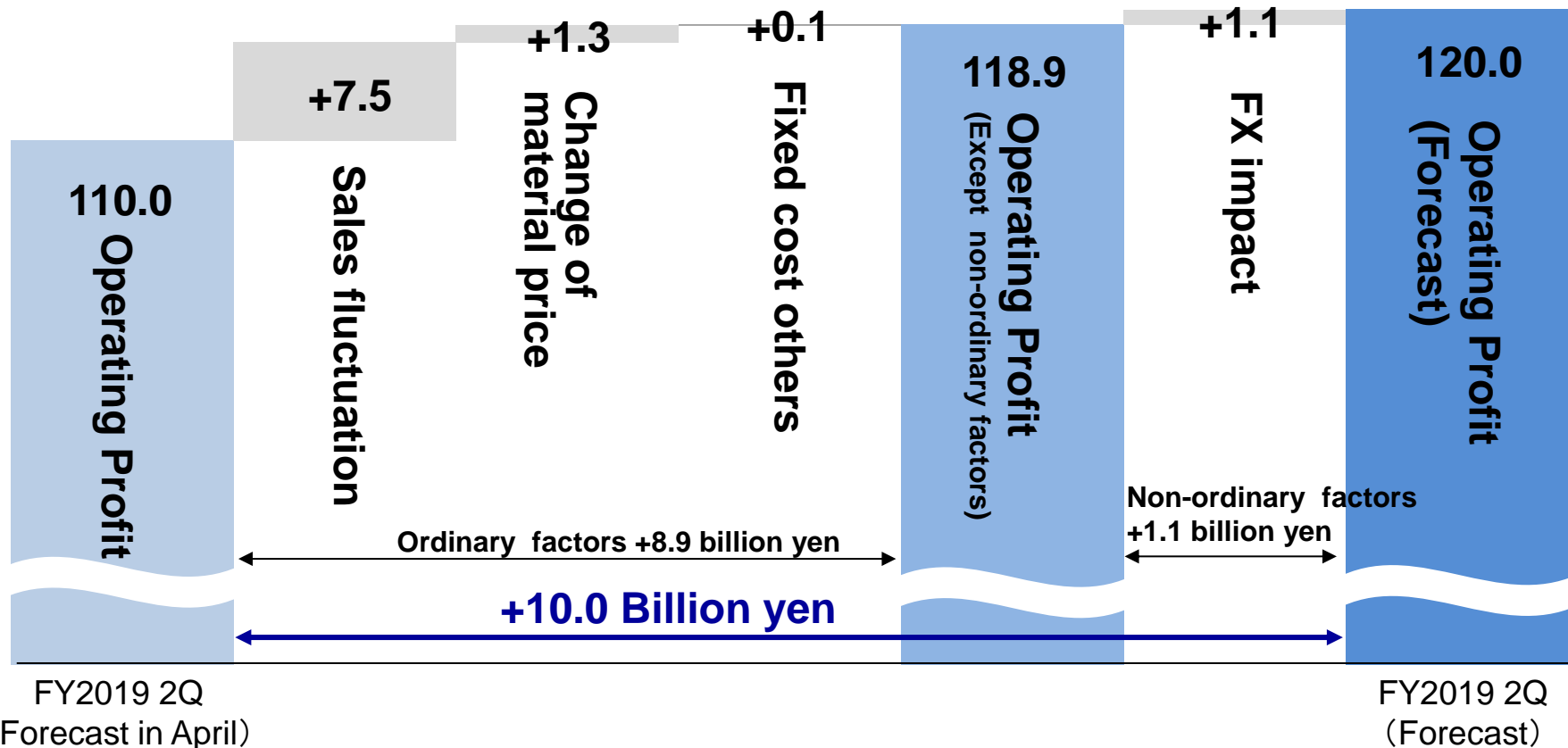


# Forecast of Fluctuations for Operating Profit

(FY2019 2<sup>nd</sup> Quarter- 6 months)

**FY2019 2Q / FY2019 2Q**  
(Forecast in April) / (Forecast)

(Billion yen)



## 3. Reference Information

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# Toyota car production

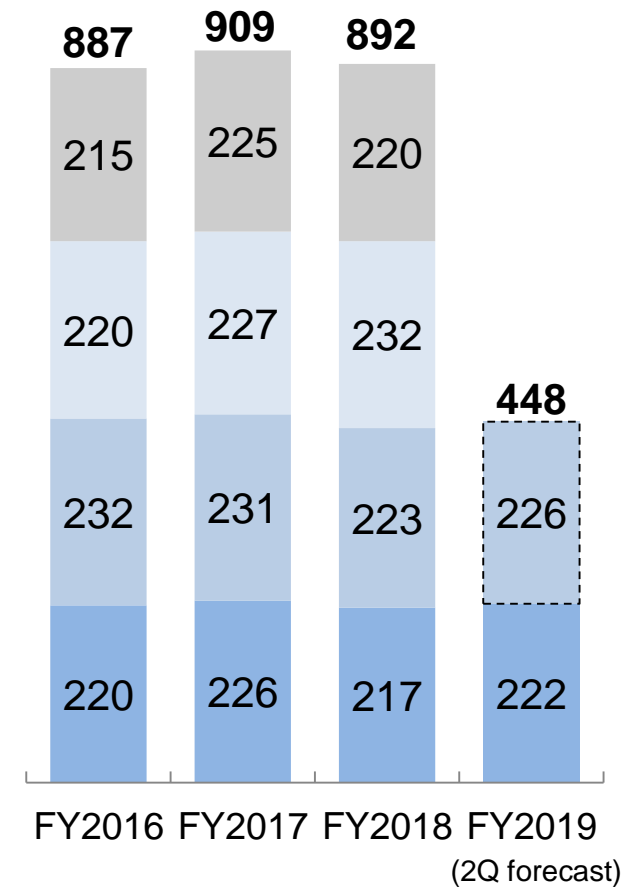
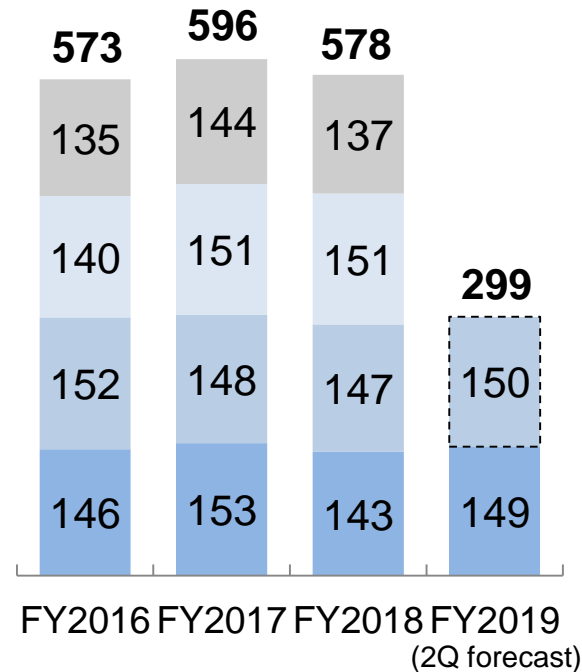
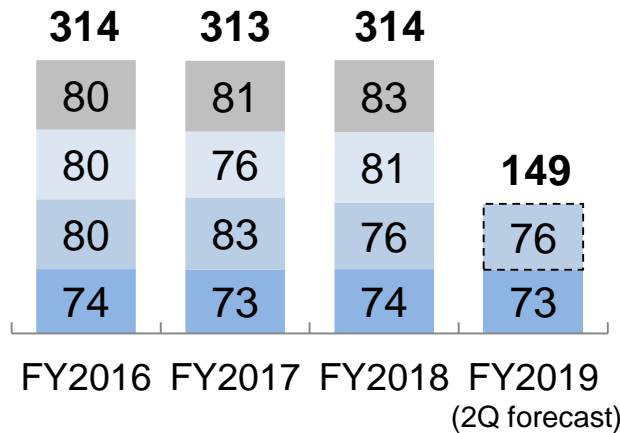
## Toyota Domestic production

## Toyota Oversea production

## Toyota global production

(10,000 Unit)

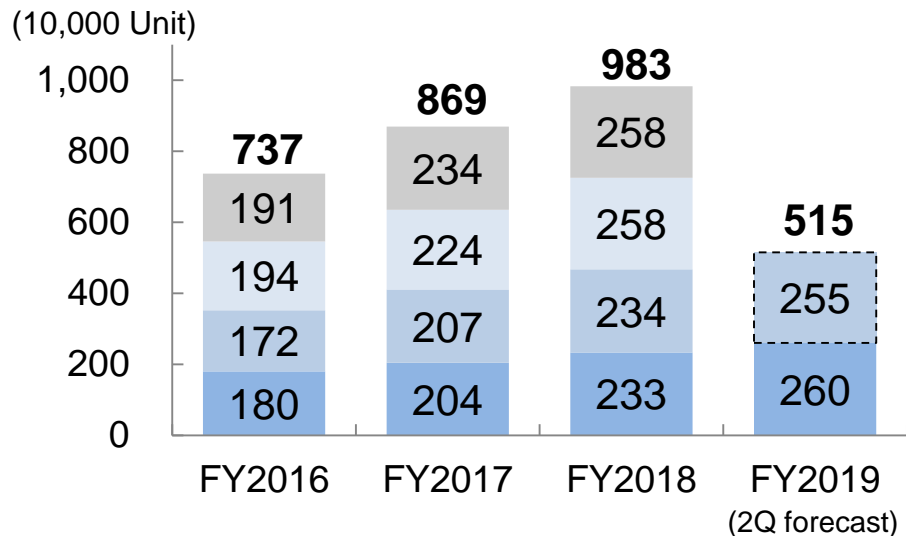
- 4Q
- 3Q
- 2Q
- 1Q



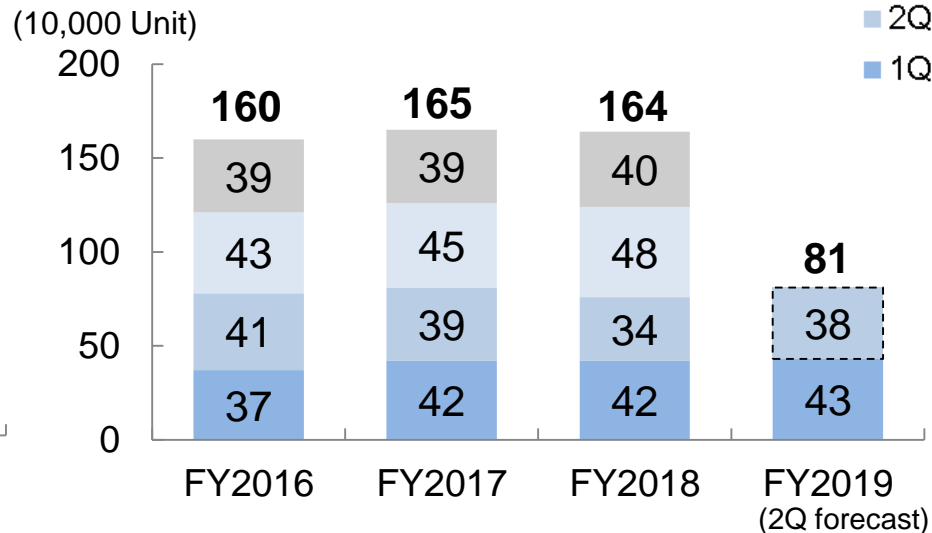


# Sales number

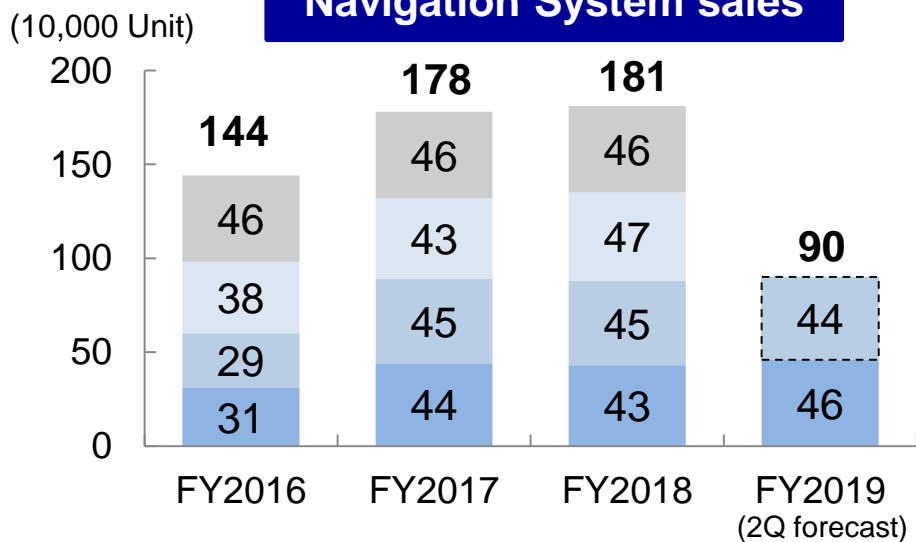
## AT sales



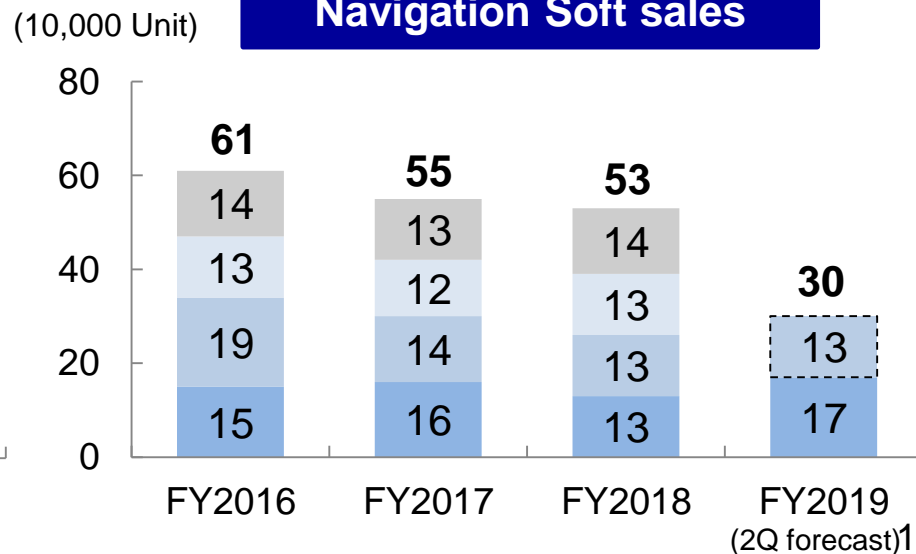
## MT sales



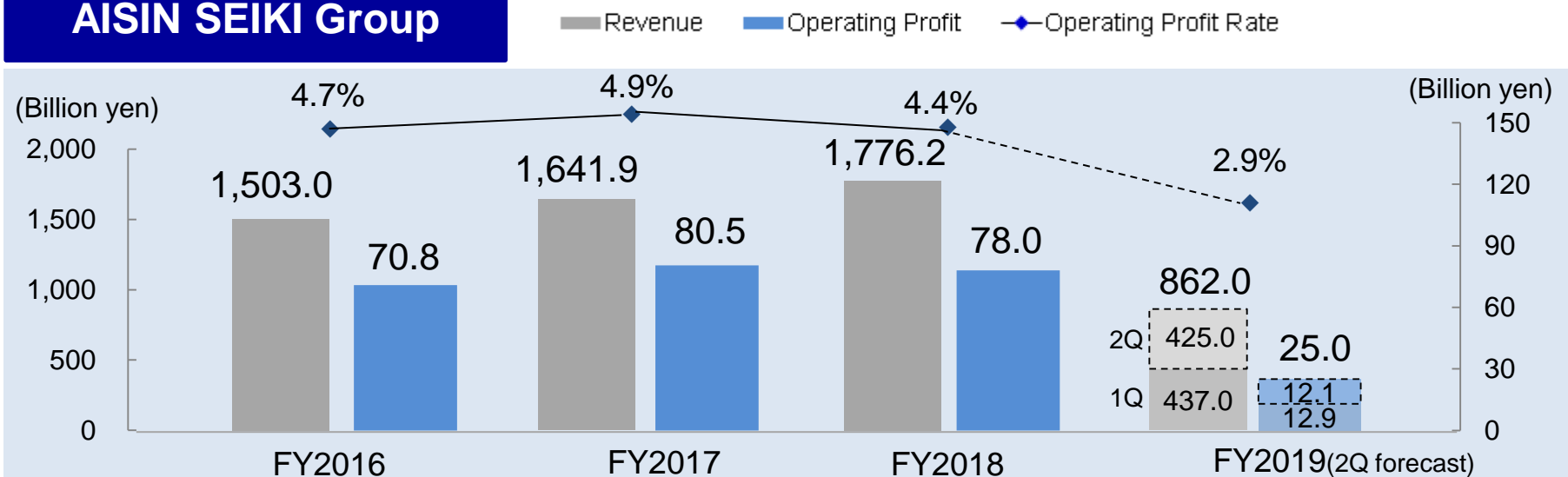
## Navigation System sales



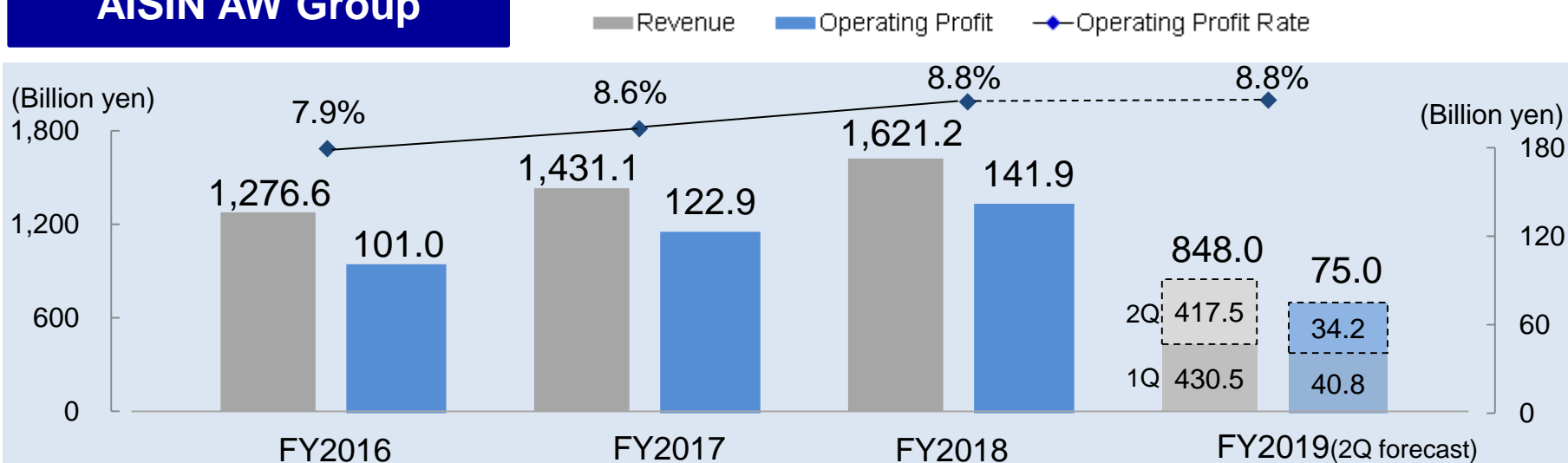
## Navigation Soft sales



## AISIN SEIKI Group



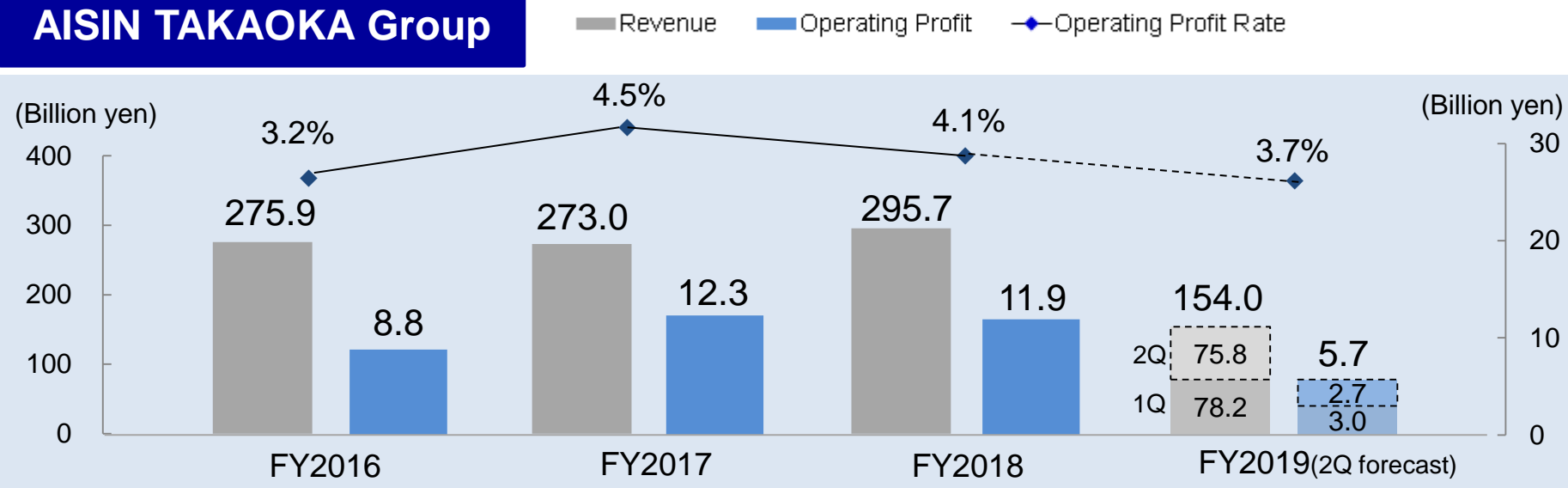
## AISIN AW Group



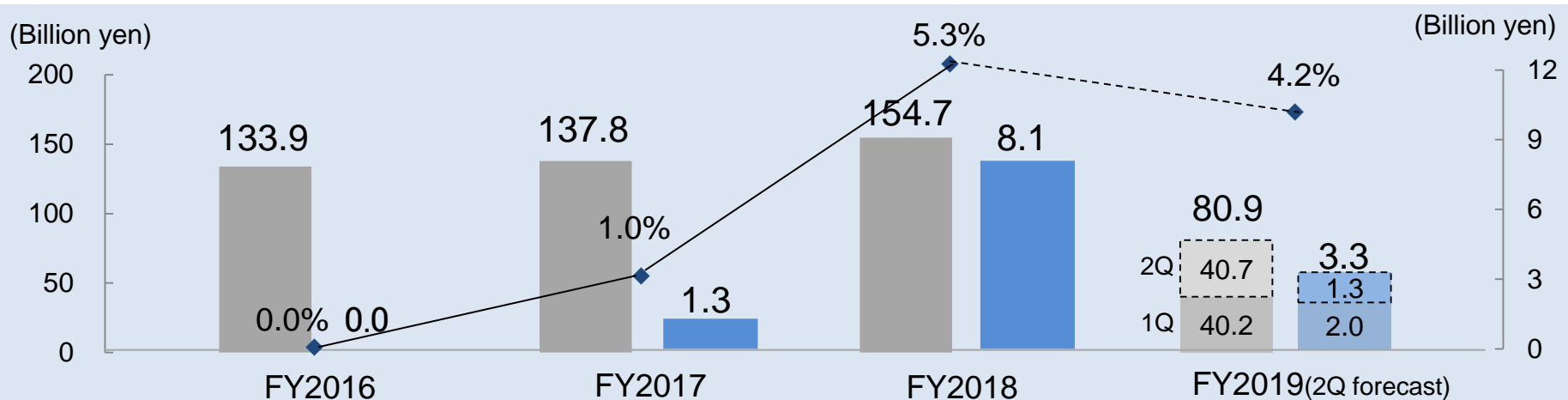
# Financial Results of the Main Consolidated Companies II



## AISIN TAKAOKA Group

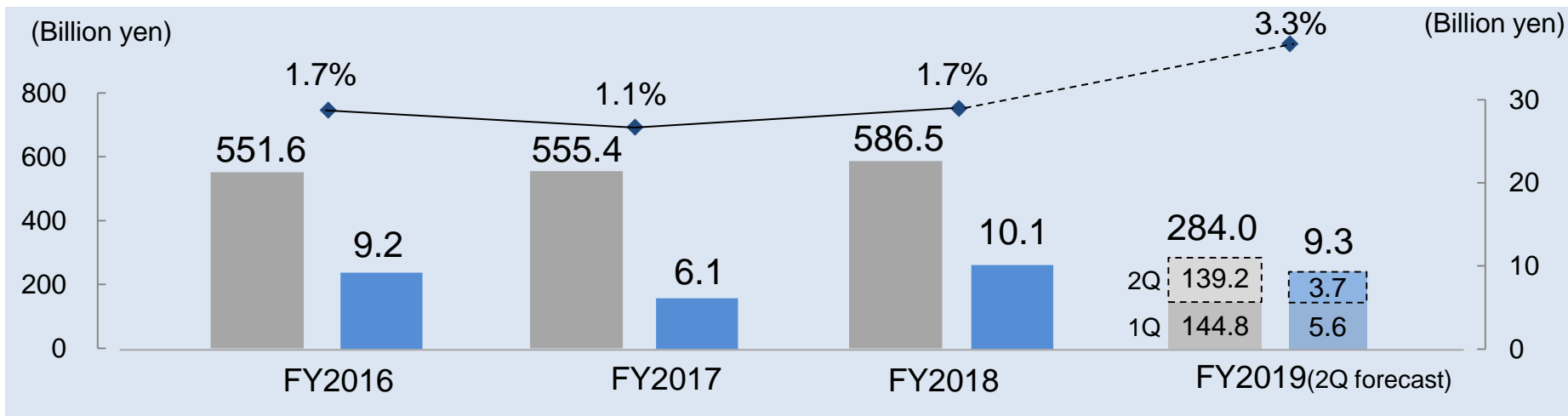


## AISIN AI Group



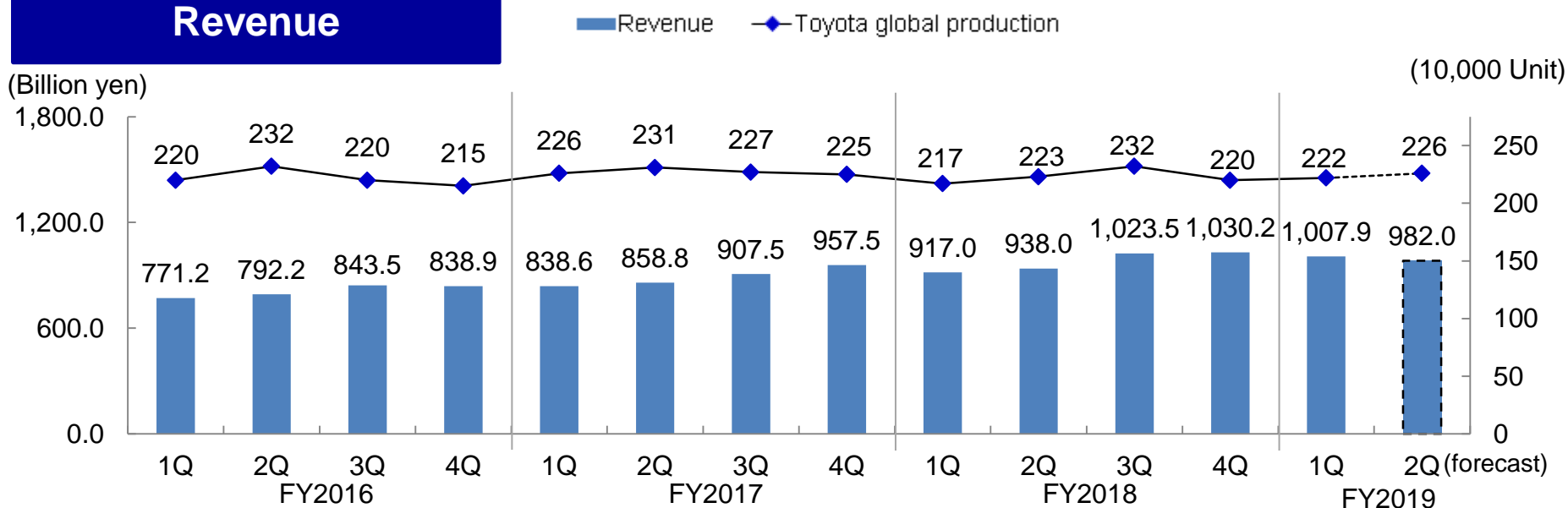
## ADVICS Group

Revenue    Operating Profit    Operating Profit Rate

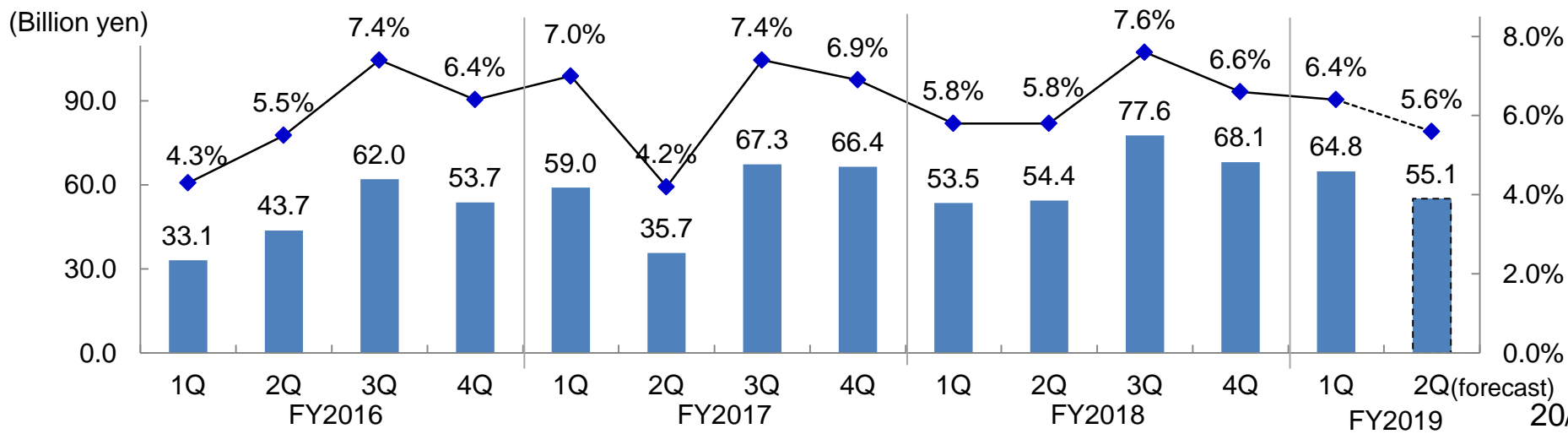


# Quarterly Performance

## Revenue

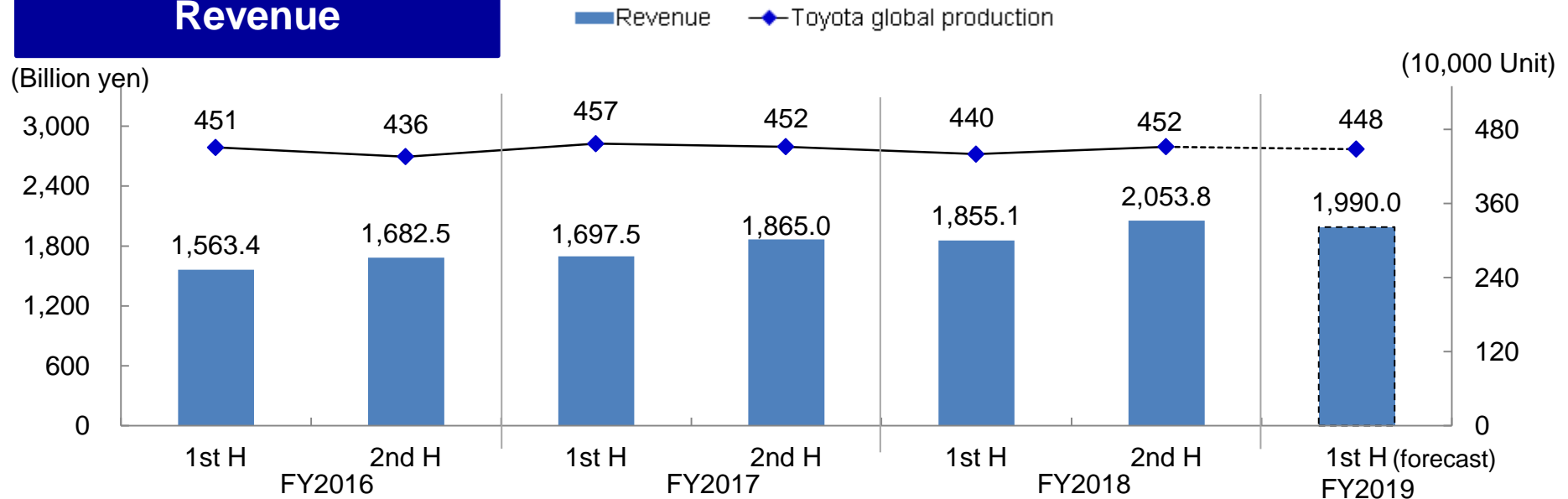


## Operating profit

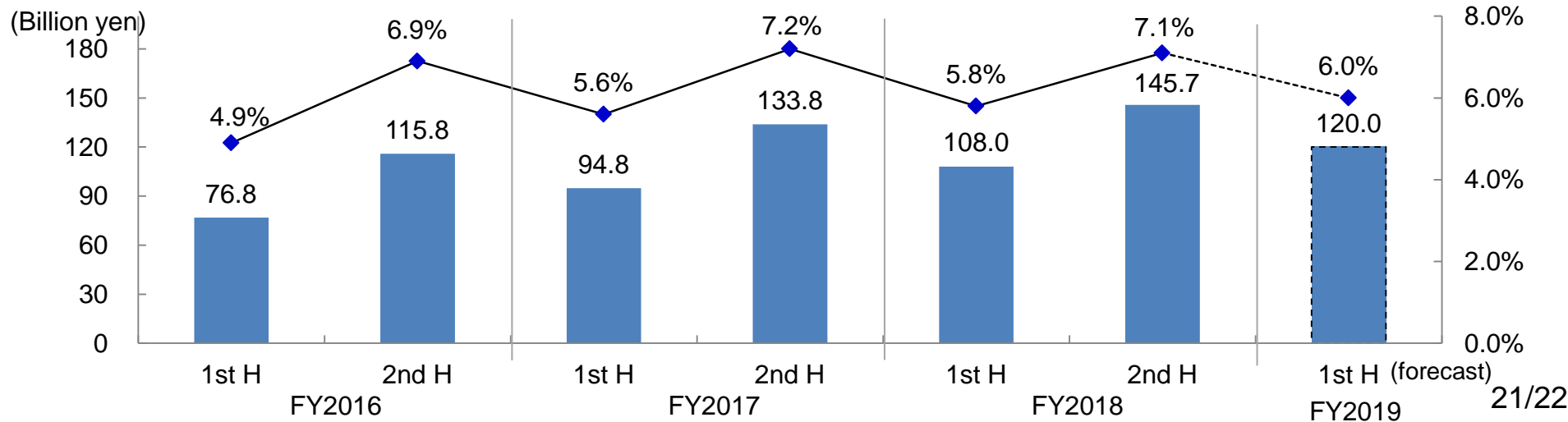


# Half Yearly Performance

## Revenue



## Operating profit



# Dividend per Share

\* The results before FY2015 are based on JGAAP and the others are based on IFRS.

|  |          | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019<br>(Forecast) |
|--|----------|--------|--------|--------|--------|--------|----------------------|
| Dividend<br>(Yen)                          | Interim  | 35     | 45     | 50     | 50     | 60     | 60                   |
|  | Year-end | 60     | 50     | 50     | 75     | 90     | 90                   |
|  | Total    | 95     | 95     | 100    | 125    | 150    | 150                  |
| Dividend Payout Ratio                      |          | 29.7%  | 34.7%  | 28.2%  | 28.1%  | 30.6%  | 30.4%                |
| Repurchase of Treasury Stock (billion yen) |          | 0.0    | 0.0    | 0.0    | 49.0   | 59.4   | —                    |
| Total return Ratio(*)                      |          | 29.7%  | 34.7%  | 28.2%  | 66.5%  | 74.5%  | —                    |

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

