

The next frontier in mobility.

FY2019 2nd Quarter Consolidated Financial Results

October 31st, 2018

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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(FY2019 2nd Quarter)**

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1.Consolidated Operating Results (FY2019 2nd Quarter)

FY2019 2nd Quarter Overview of Financial Results

- 1. Revenue for FY2019 2nd quarter is the highest ever before, due to the increase of AT and Body parts sales.**
- 2. Operating profit for FY2019 2nd quarter is also the highest ever before, due to the increase of sales and the cost structure improvement etc., in spite of the increase of fixed cost such as depreciation cost and R&D cost.**
- 3. Regarding the annual forecast, profit is revised downward due to the revision of AT sales forecast etc.**

Consolidated Operating Results

(FY2019 2nd Quarter)



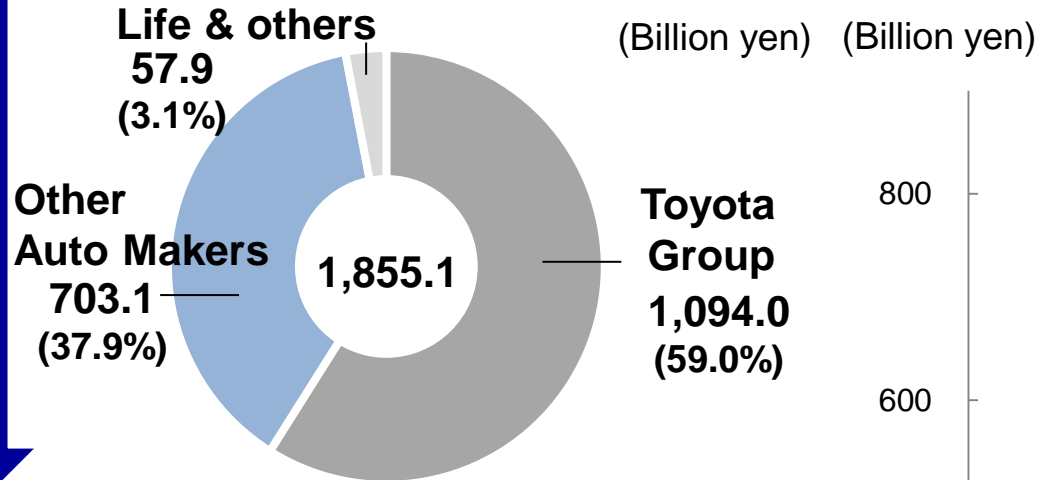
(Billion yen)	FY2018 2Q		FY2019 2Q		Change		FY2019 2Q	
	Results	Rate to sales %	Results	Rate to sales %	Amount	%	Disclosed forecast in July	Rate to Revenue %
Revenue	1,855.1	-	1,994.4	-	+139.3	+7.5	1,990.0	-
Operating Profit	108.0	5.8	123.2	6.2	+15.2	+14.1	120.0	6.0
Profit before income taxes	116.2	6.3	132.2	6.6	+16.0	+13.8	128.0	6.4
Profit for the period *	56.0	3.0	64.5	3.2	+8.5	+15.3	61.0	3.1
EPS	201.61 yen	-	239.53 yen	-	+37.92 yen	+18.8	226.35 yen	-

Pre-conditions	FX Rate	USD 111 yen	USD 110 yen	-1 yen	-0.9	USD 107 yen
		CNY 16.4 yen	CNY 16.7 yen	+0.3 yen	+1.8	CNY 16.7 yen
	Toyota production (10,000 Unit)	440	446	+6	+1.3	448
	AT sales (10,000 Unit)	467	506	+39	+8.2	515

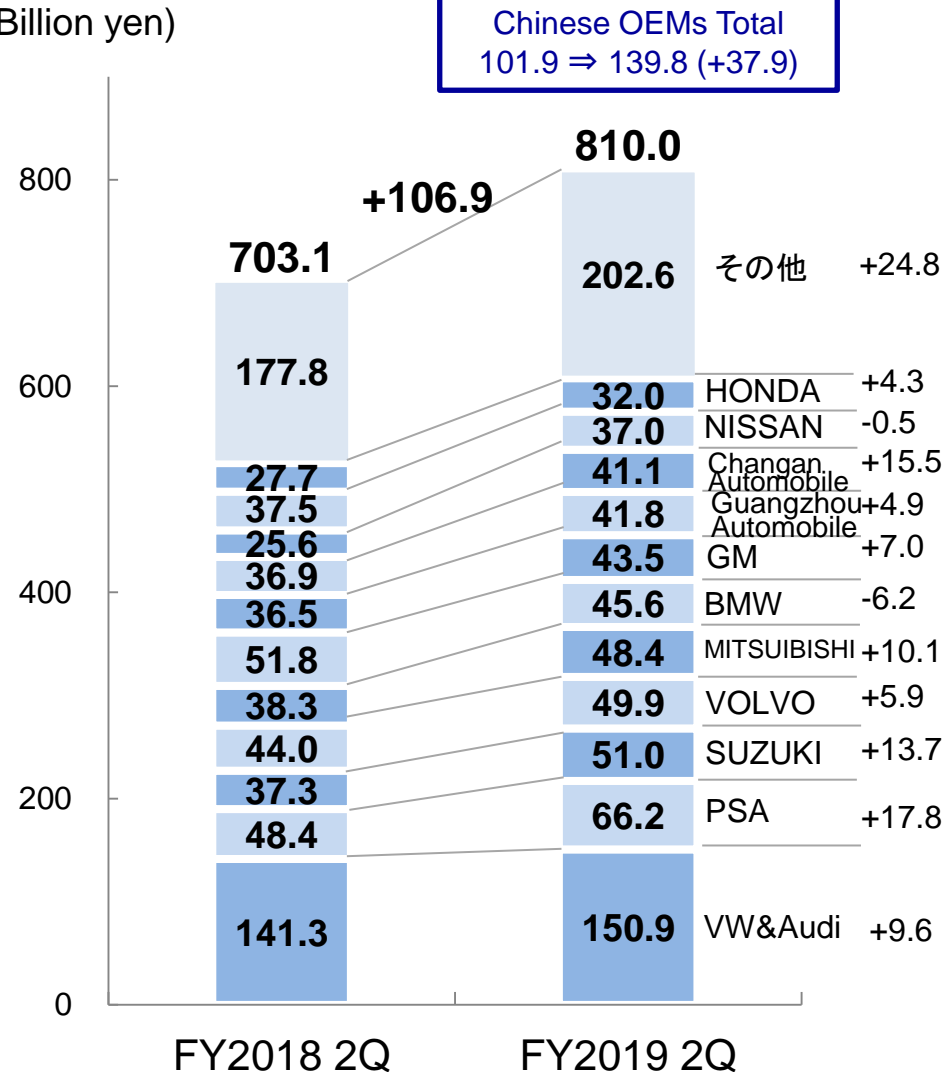
* Profit for the period attributable to Owners of the parent

Sales by Customer(FY2019 2nd Quarter)

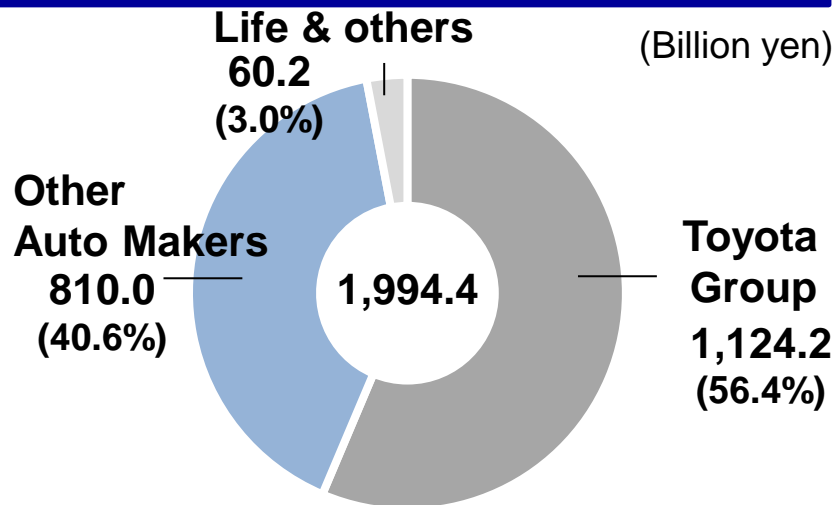
FY2018 2nd Quarter Revenue



Other Auto Makers sales breakdown

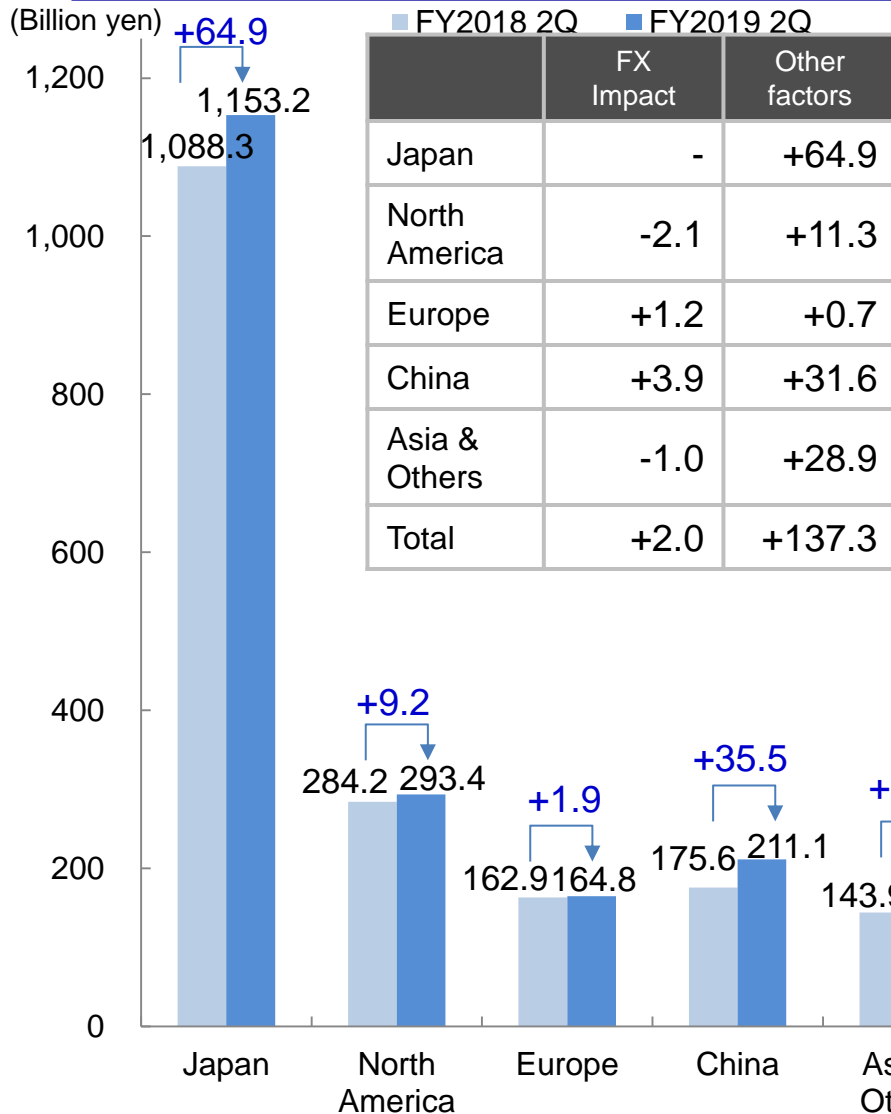


FY2019 2nd Quarter Revenue (+139.3)

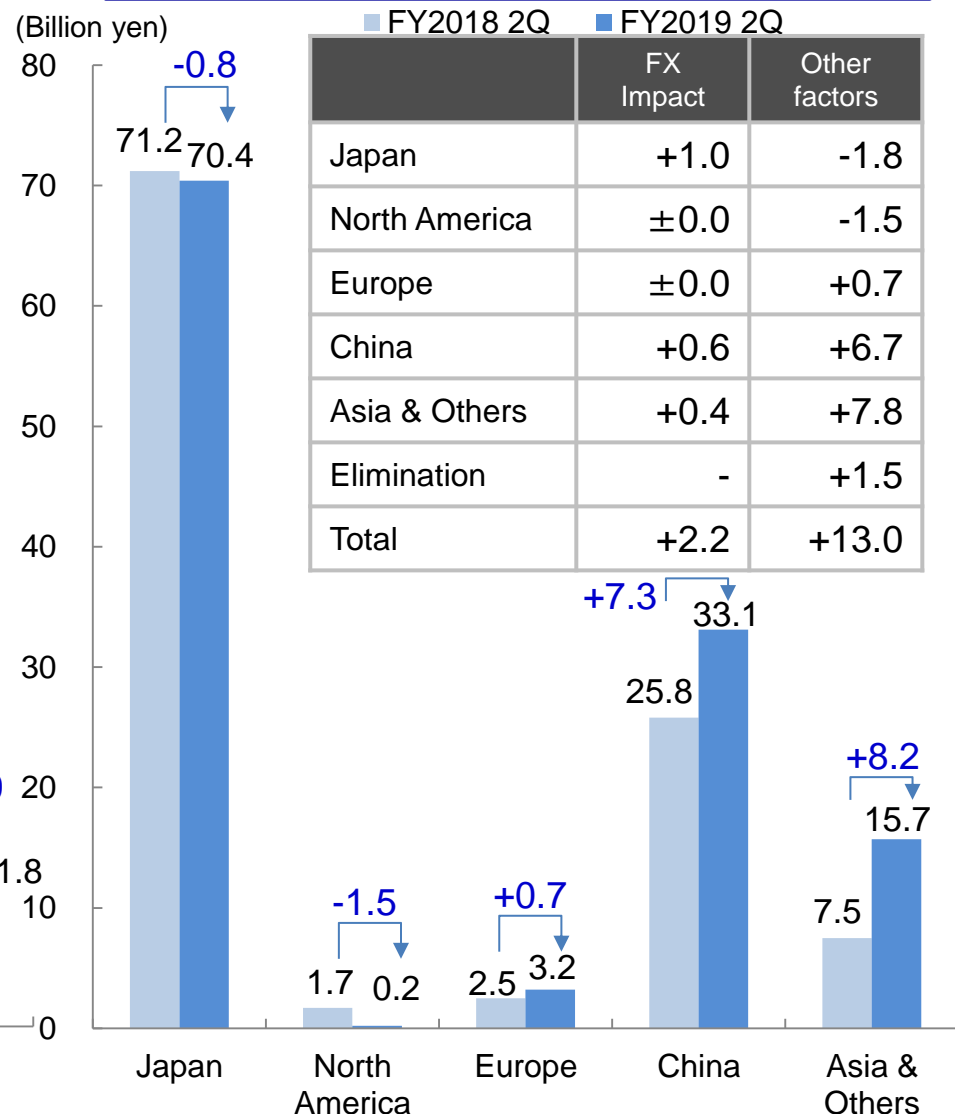


Segment Information (FY2019 2nd Quarter)

Revenue (+139.3)



Operating Profit (+ 15.2)

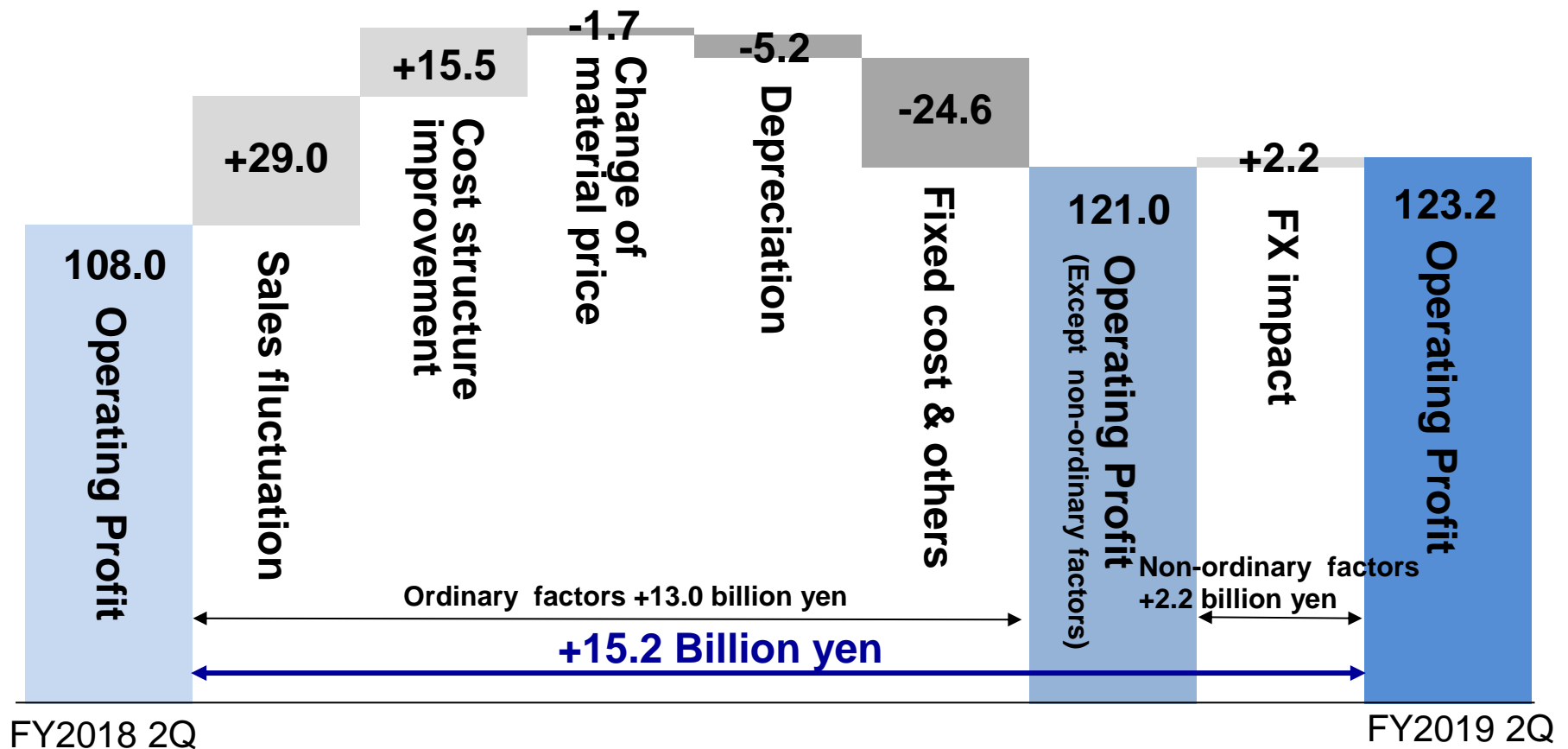


Fluctuations for Operating Profit

(FY2019 2nd Quarter)

FY2018 2Q / FY2019 2Q

(Billion yen)

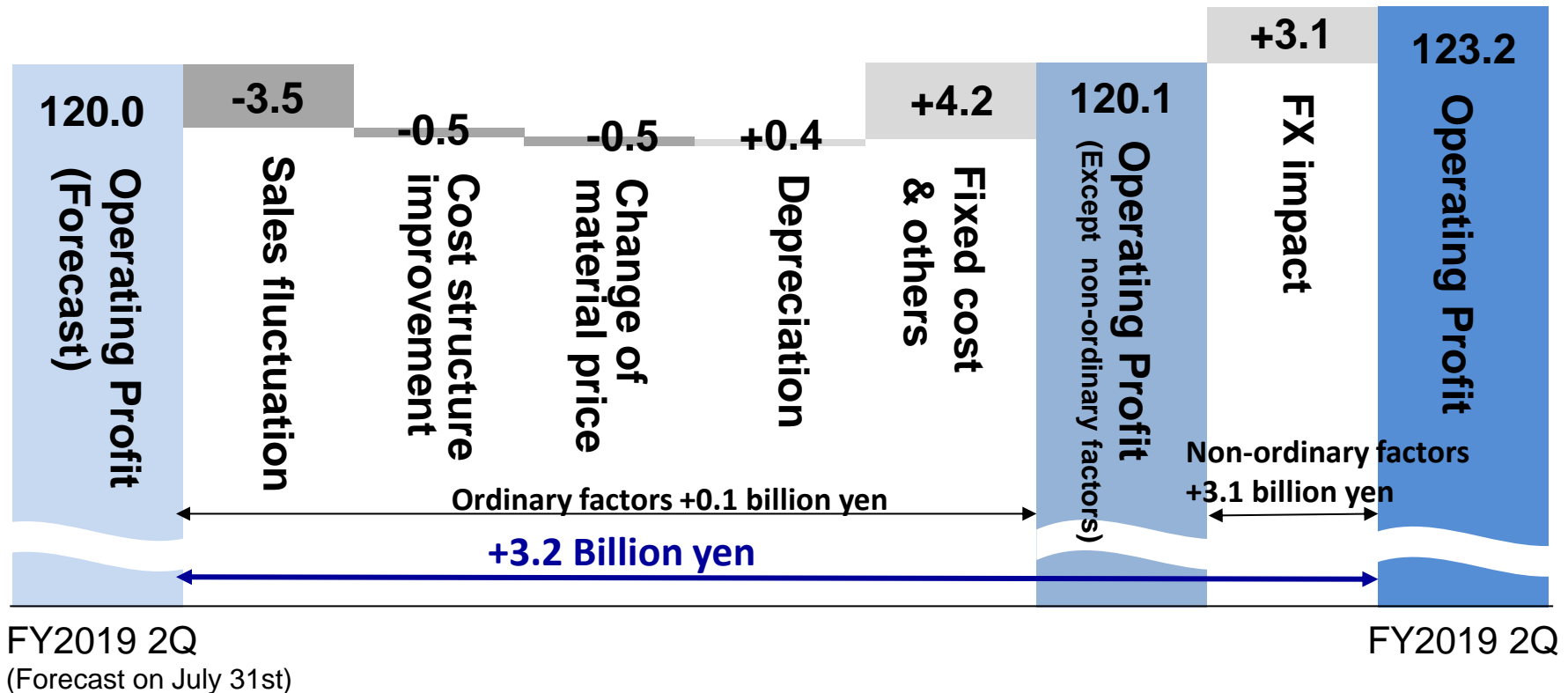


Fluctuations for Operating Profit

(FY2019 2nd Quarter)

FY2019 2Q(Forecast in July)
/ FY2019 2Q(Result)

(Billion yen)



2. Consolidated Operating Forecast (FY2019 - 12 months)

Consolidated Operating Forecast

(FY2019 - 12 months)



(Billion yen)	FY2018		FY2019		Change		FY2019	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%	Forecast in April	Rate to sales %
Revenue	3,908.9	–	4,000.0	–	+91.1	+2.3	3,980.0	–
Operating Profit	253.8	6.5	234.0	5.9	-19.8	-7.8	255.0	6.4
Profit before income taxes	268.1	6.9	247.0	6.2	-21.1	-7.9	270.0	6.8
Profit for the period *	134.5	3.4	122.0	3.1	-12.5	-9.3	133.0	3.3
EPS	490.22 yen	–	452.71 yen	–	-37.51 yen	-7.7	493.52 yen	–

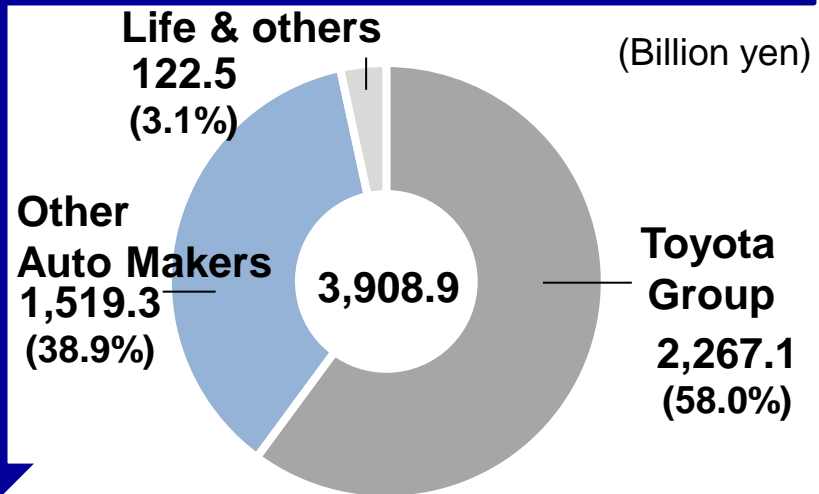
Pre-conditions	FX Rate	USD 111 yen	USD 110 yen	-1 yen	-0.9	USD 105yen
		CNY 16.8 yen	CNY 16.4 yen	-0.4 yen	-2.4	CNY 16.6 yen
	Toyota production (10,000 Unit)	892	897	+5	+0.6	887
	AT sales (10,000 Unit)	983	1,000	+17	+1.8	1,050

* Profit for the period attributable to Owners of the parent

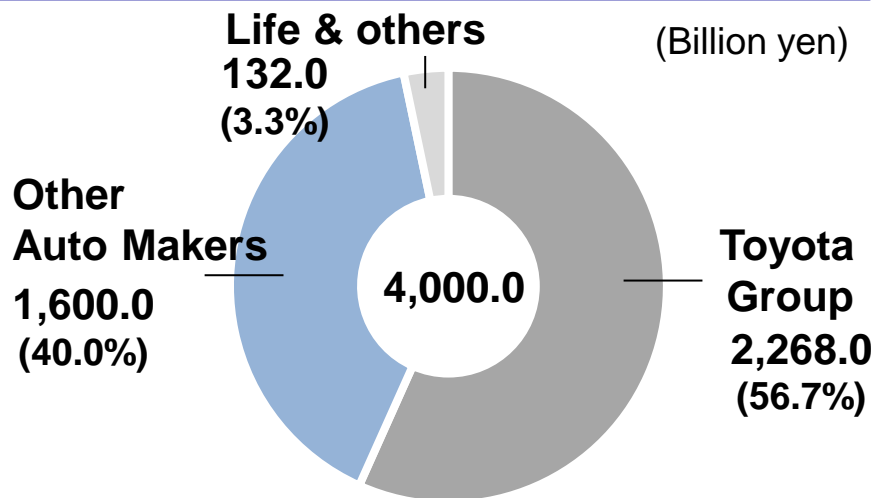
Forecast of Sales by Customer

(FY2019 - 12 months)

FY2018 Revenue



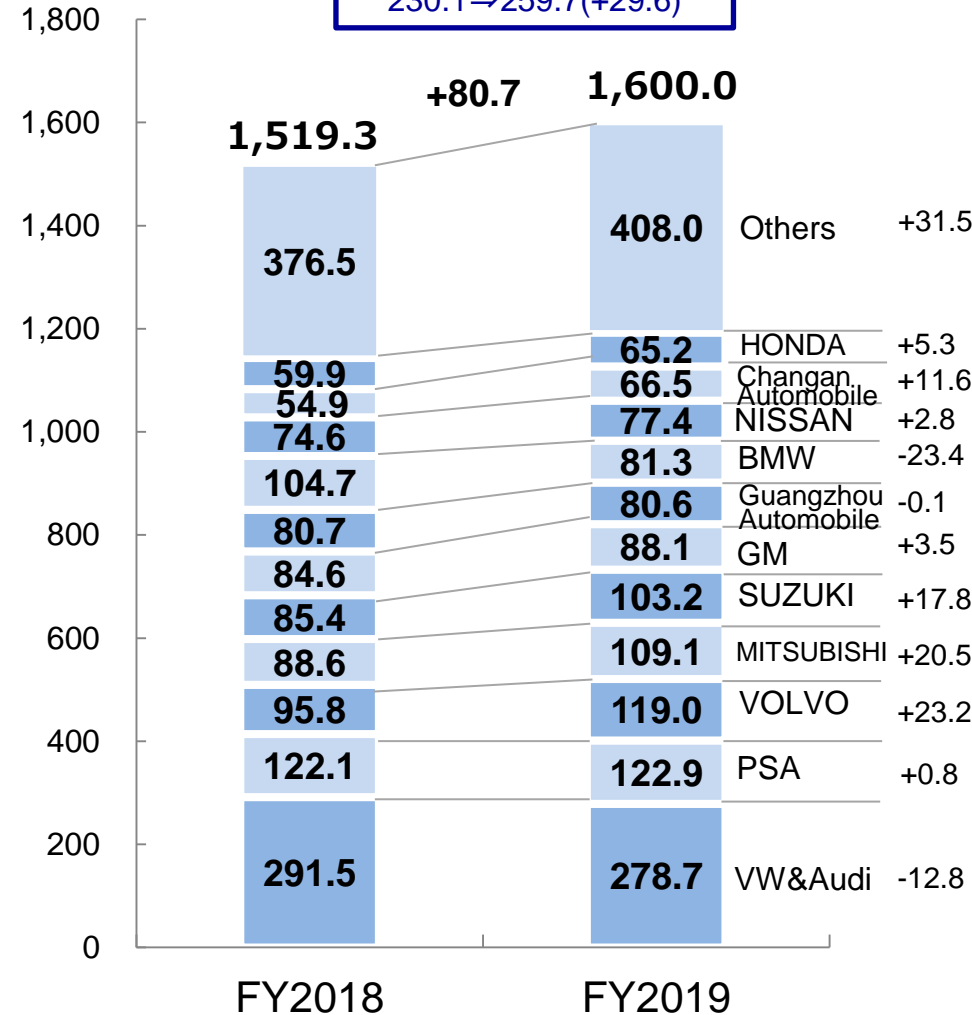
FY2019 Revenue (+ 91.1)



Other Auto Makers sales breakdown

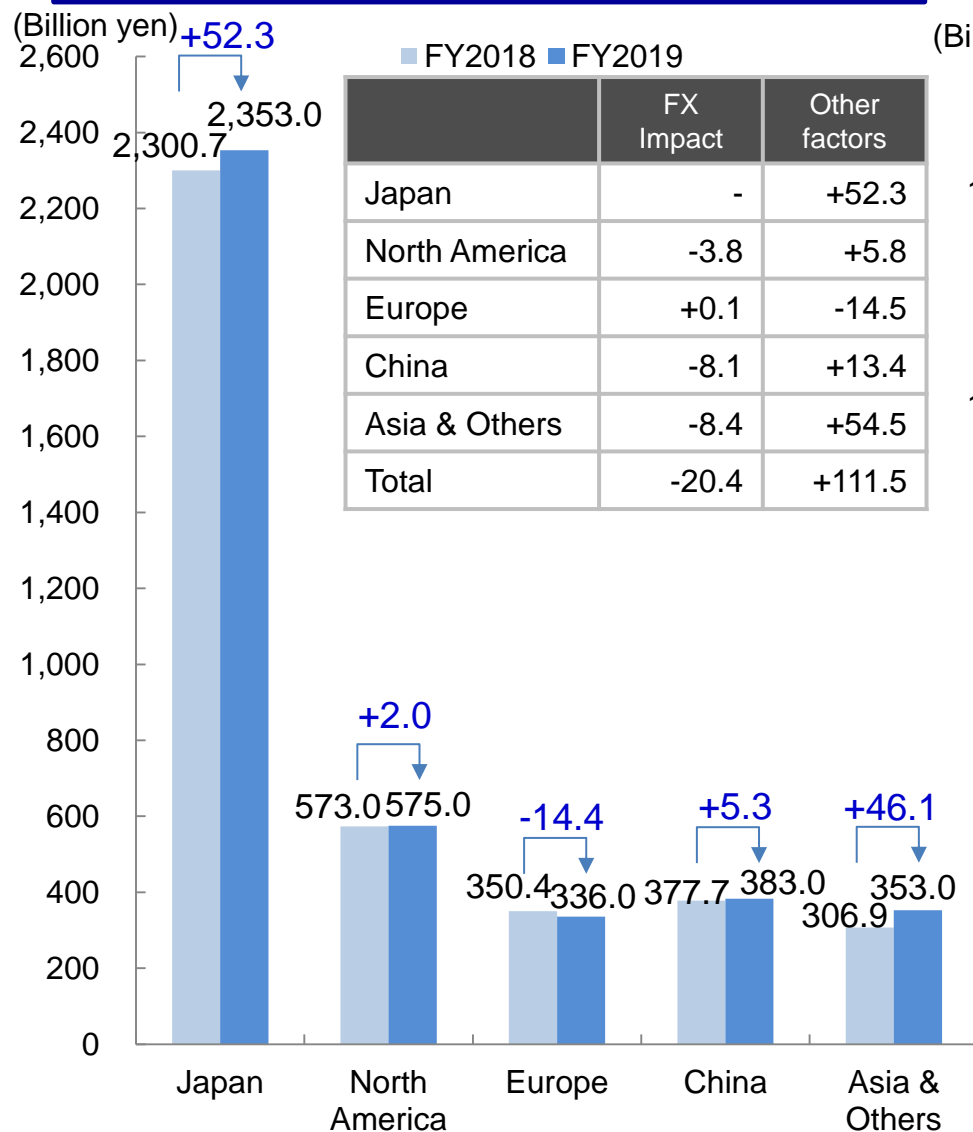
(Billion yen)

Chinese OEMs Total
230.1 ⇒ 259.7 (+29.6)

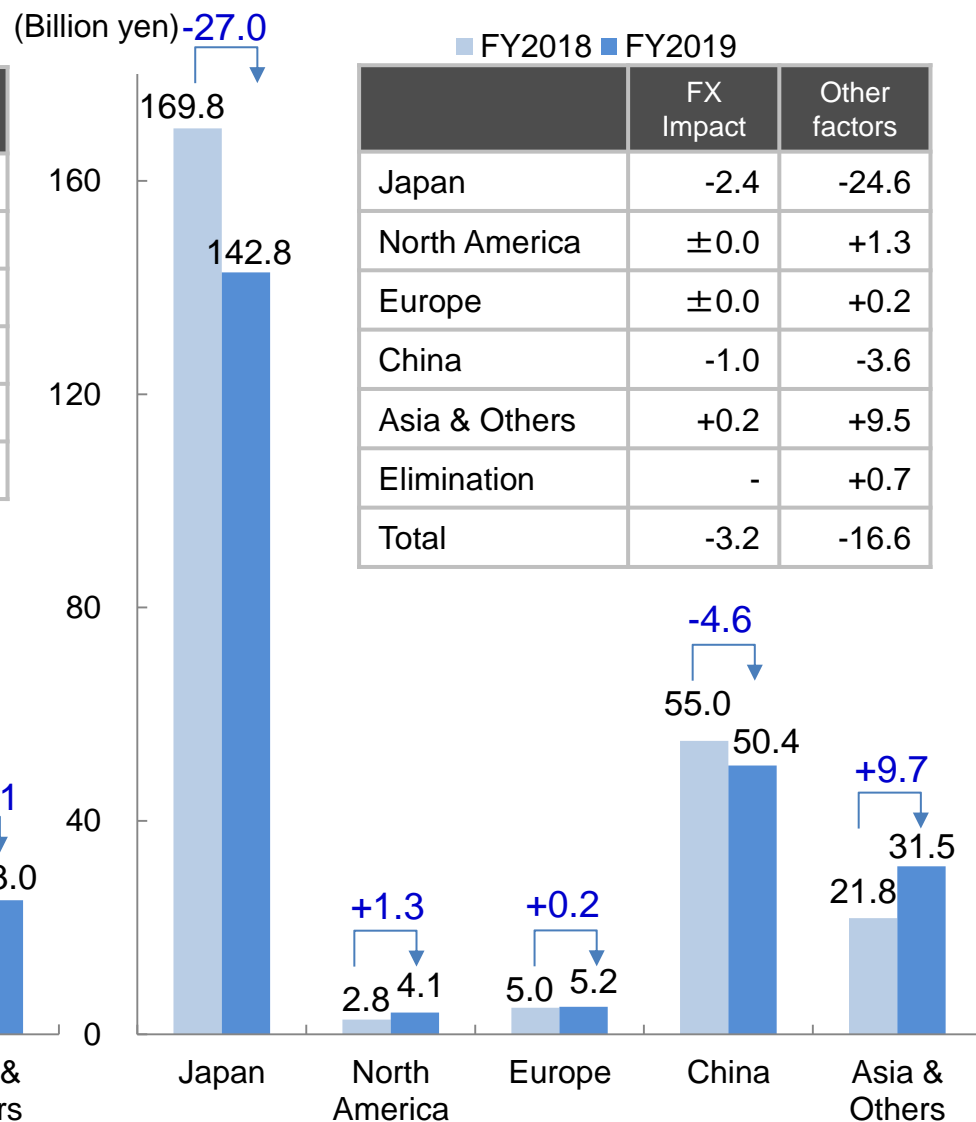


Forecast of Segment Information (FY2019 - 12 months)

Revenue (+91.1)



Operating Profit (- 19.8)

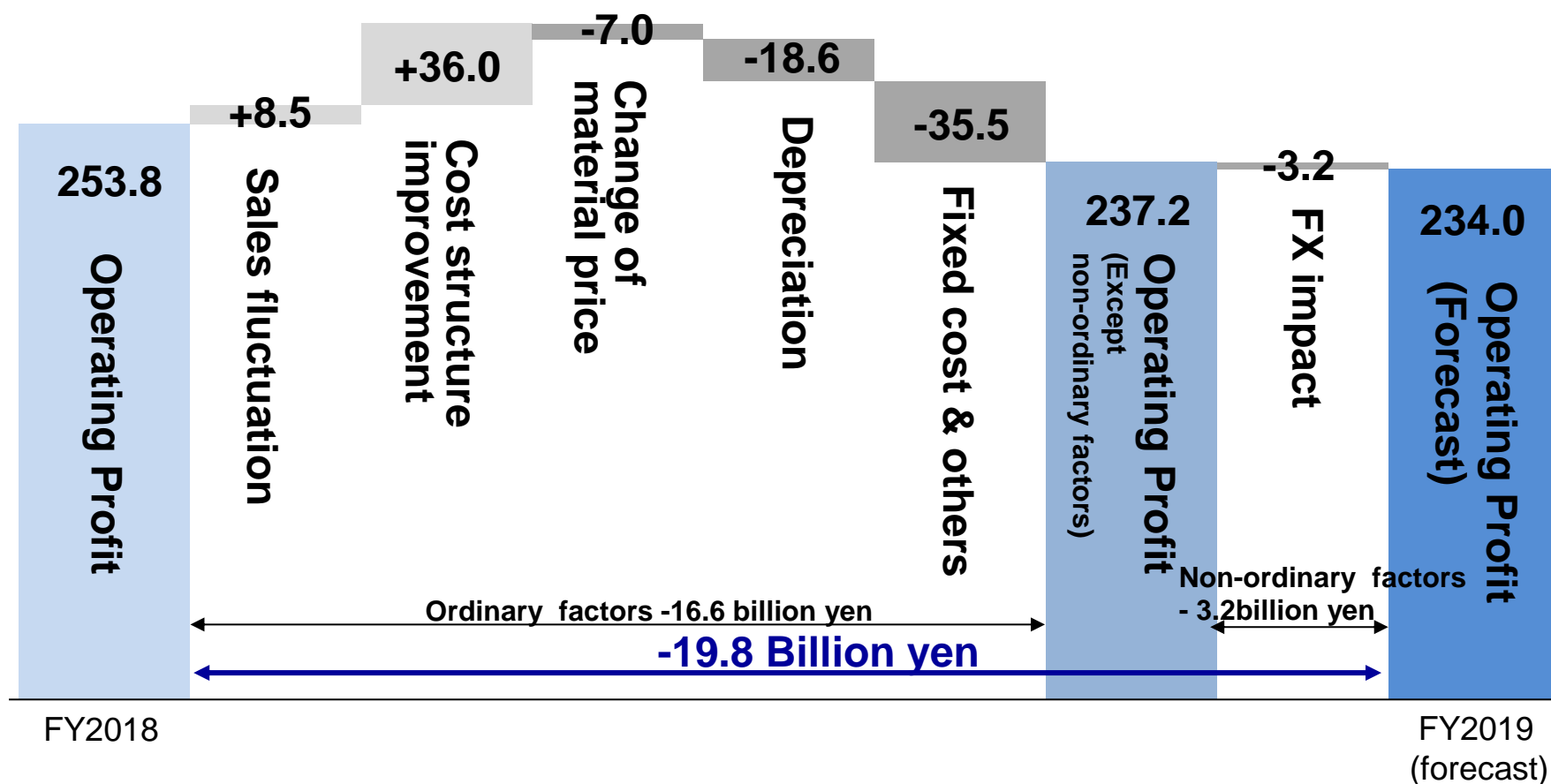


Forecast of Fluctuations for Operating Profit

(FY2019 - 12 months)

FY2018 / FY2019

(Billion yen)

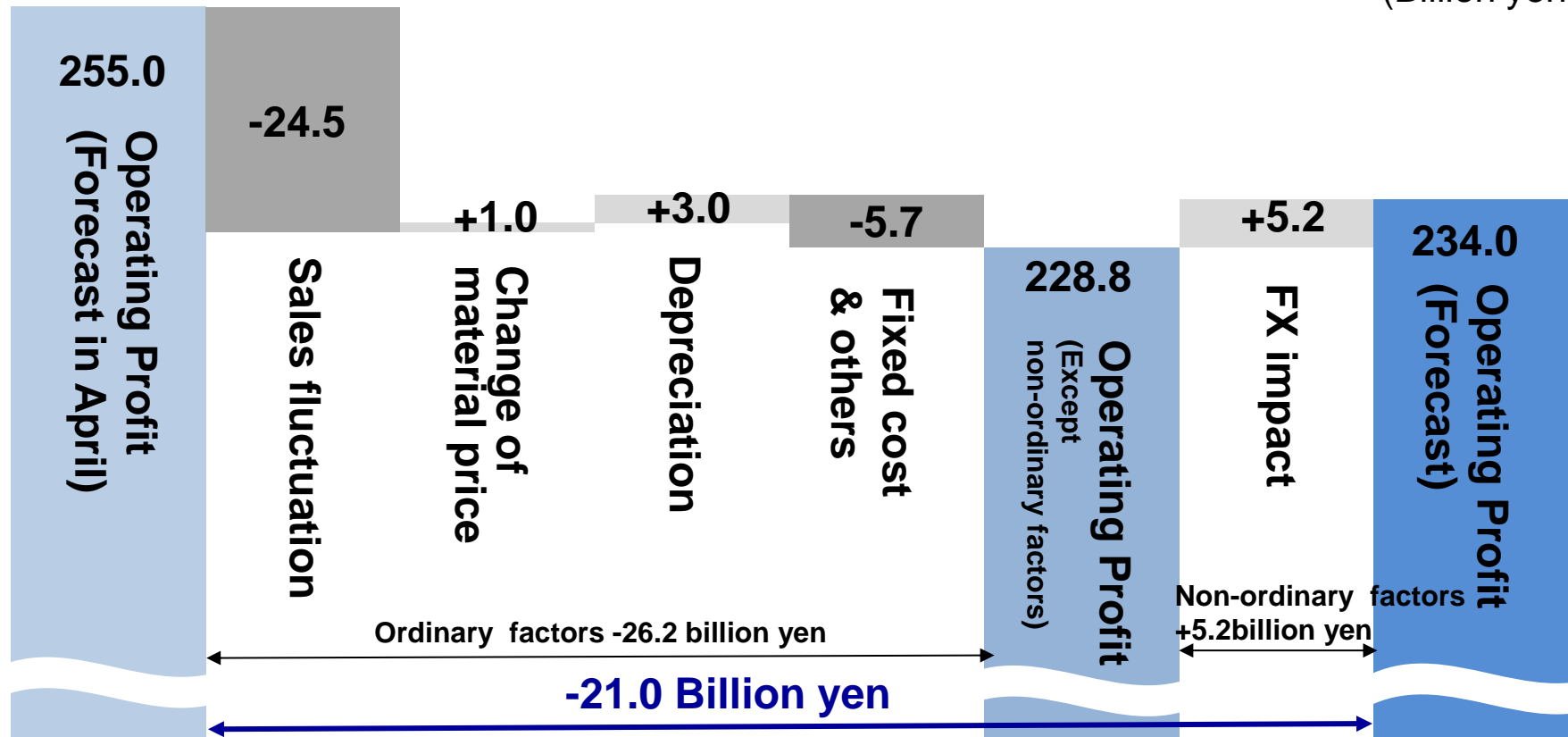


Forecast of Fluctuations for Operating Profit

(FY2019 - 12 months)

FY2019(Forecast in April)
/ FY2019 (Forecast)

(Billion yen)



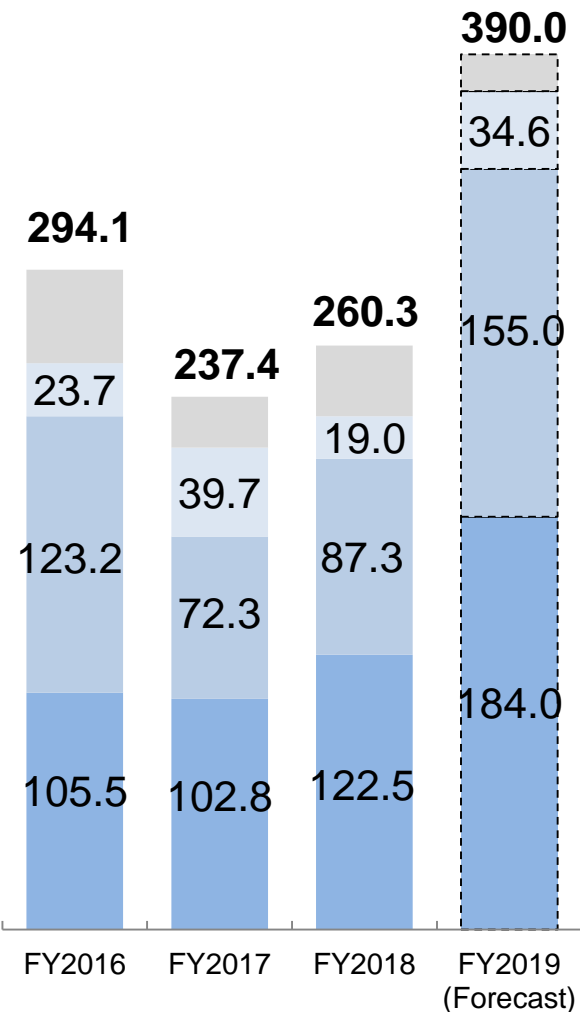
FY2019
(Forecast on April 27th)

FY2019
(forecast)

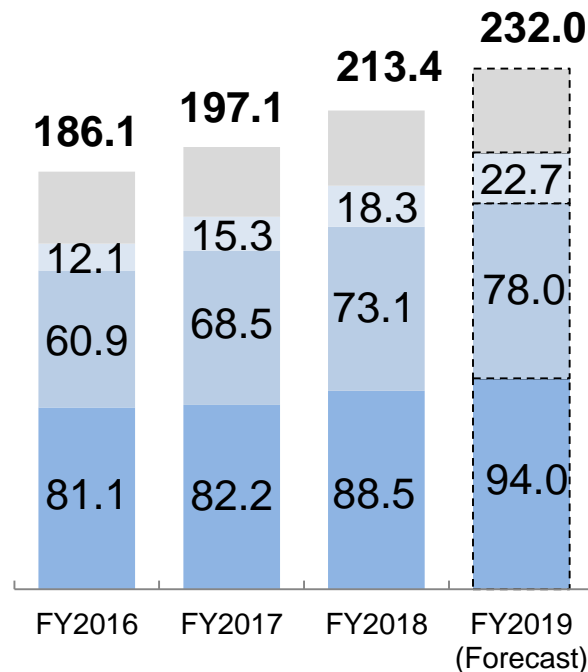
3.Reference information

Capital Expenditure/Depreciation/ R&D Expenditure

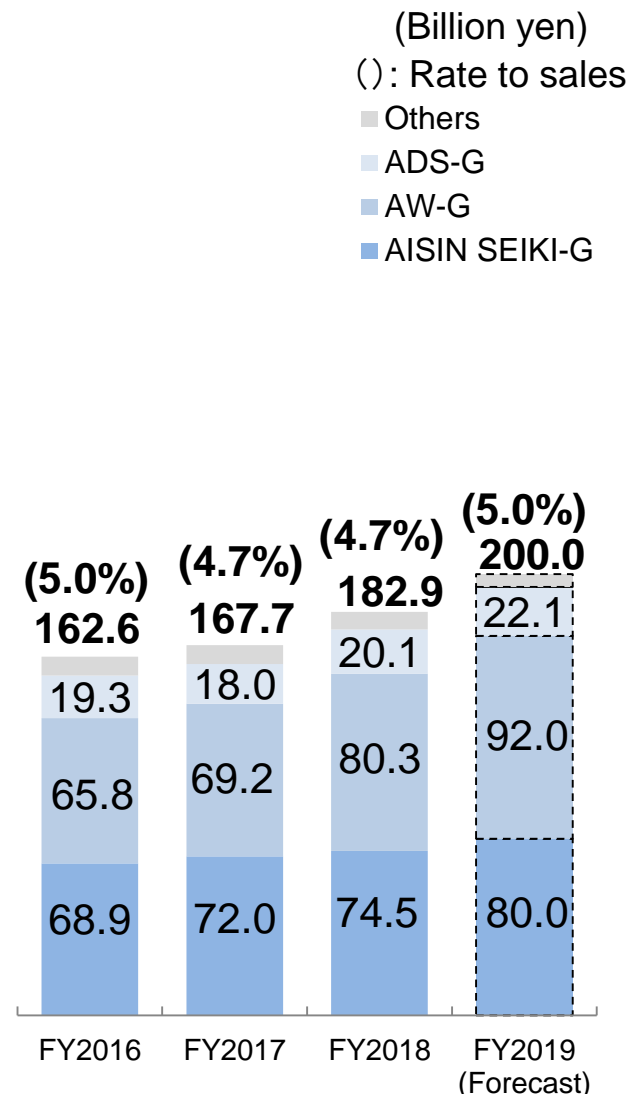
Capital Expenditure



Depreciation



R&D Expenditure



Toyota car production

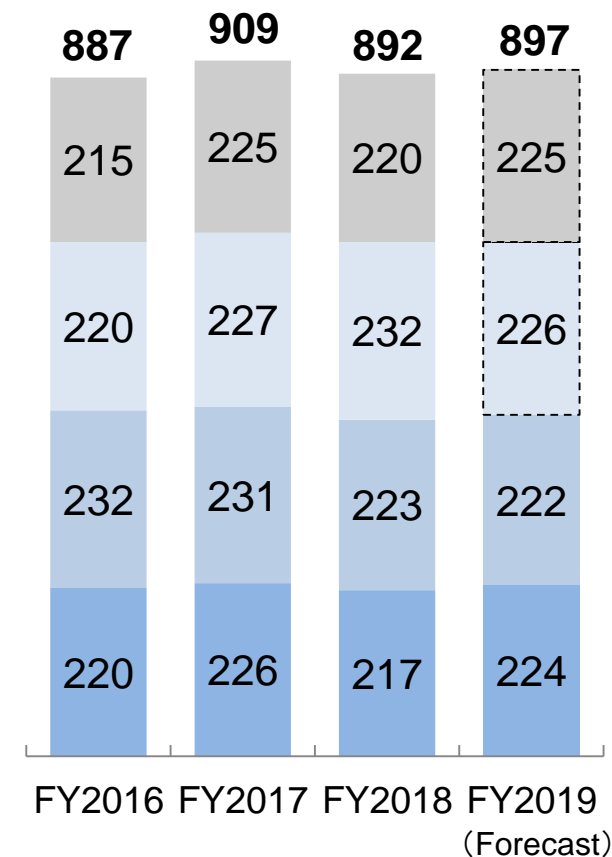
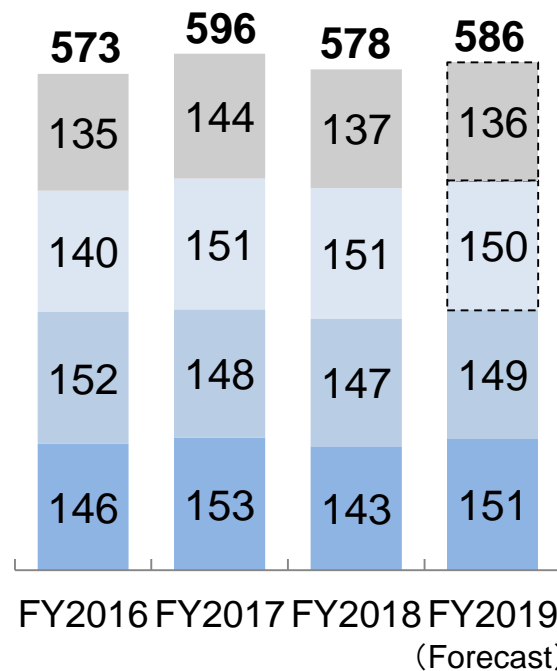
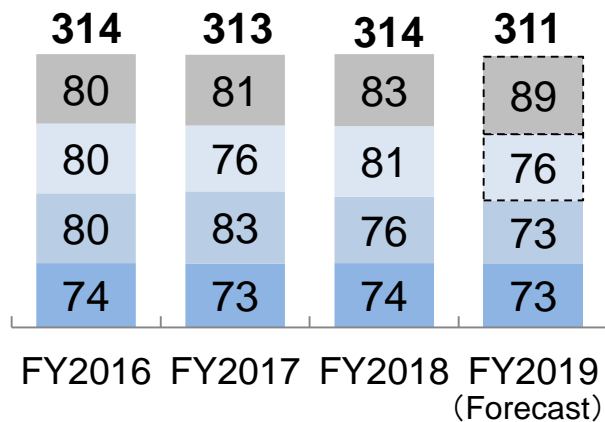
Toyota Domestic production

Toyota Oversea production

Toyota global production

(10,000 Unit)

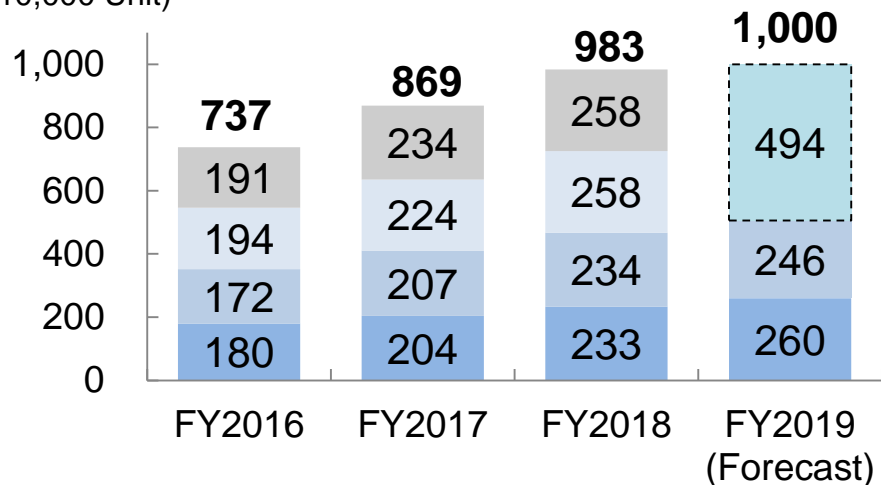
- 4Q
- 3Q
- 2Q
- 1Q



Sales Number

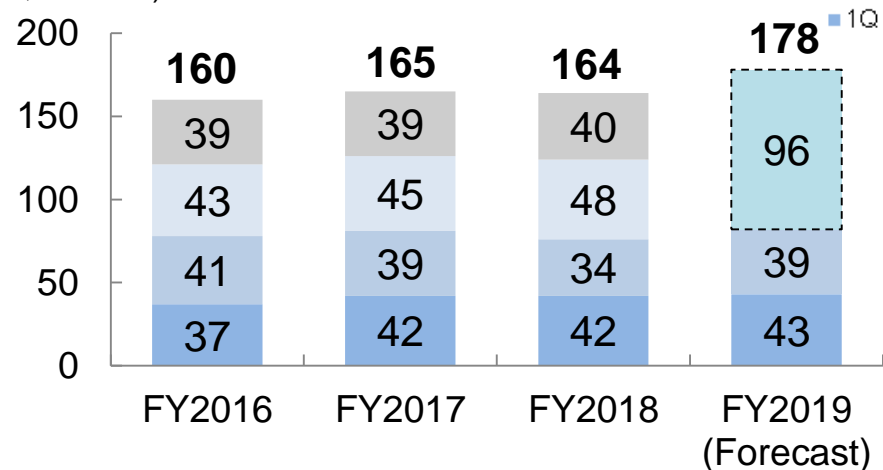
AT sales

(10,000 Unit)



MT sales

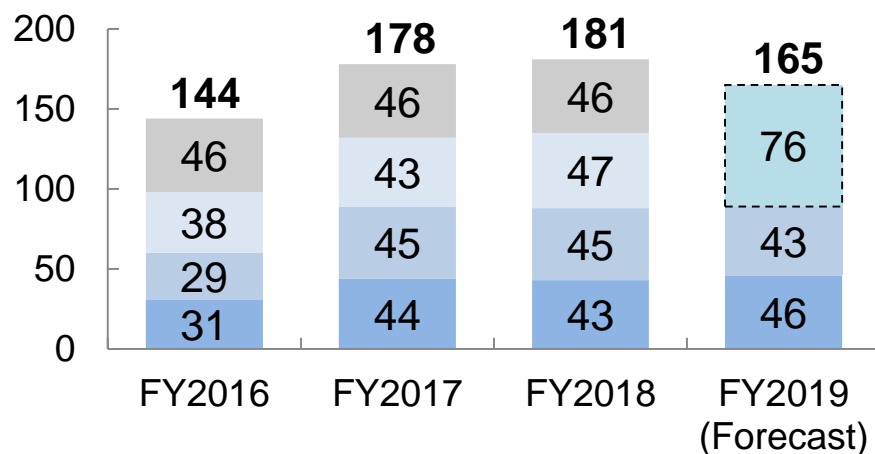
(10,000 Unit)



■ 2nd H
■ 4Q
■ 3Q
■ 2Q
■ 1Q

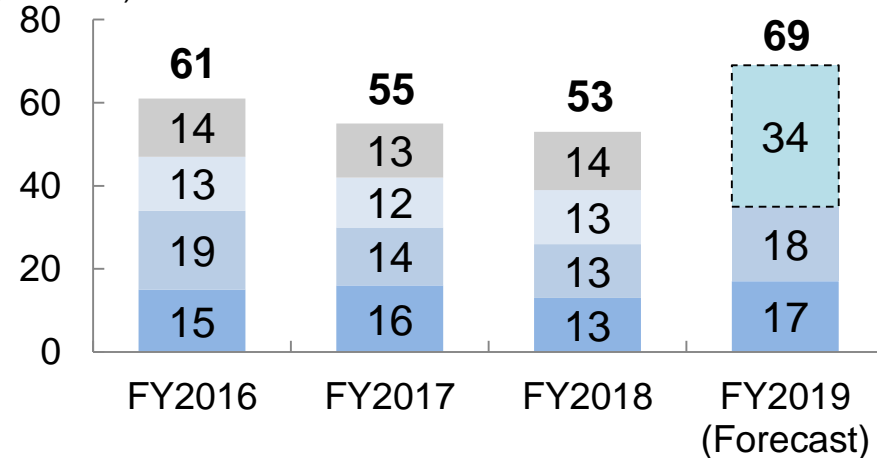
Navigation System sales

(10,000 Unit)



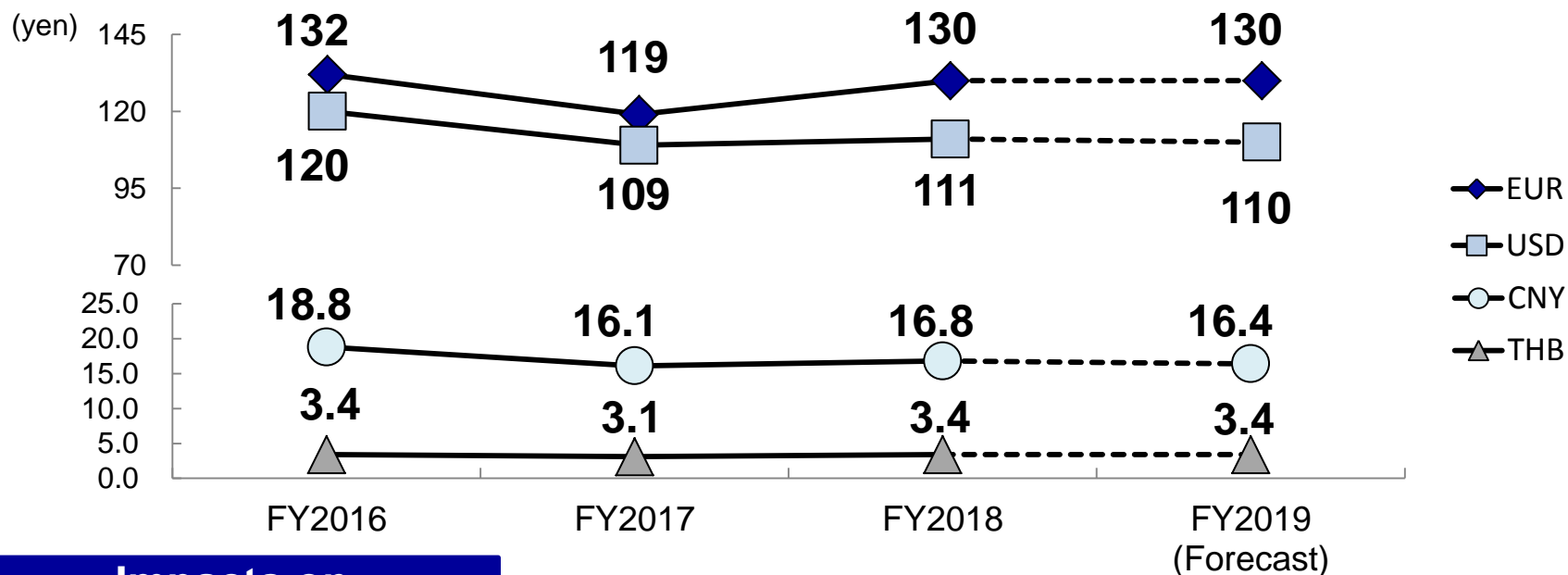
Navigation Soft sales

(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)

	FY2016	FY2017	FY2018	FY2019(Forecast)		Rate after Oct
USD	1.27	1.34	1.13	1.18	USD	110
EUR	0.13	0.17	0.19	0.16	EUR	130
THB *	0.80	0.81	1.26	1.55	THB	3.4
CNY *	0.54	0.79	0.81	0.83	CNY	16.0

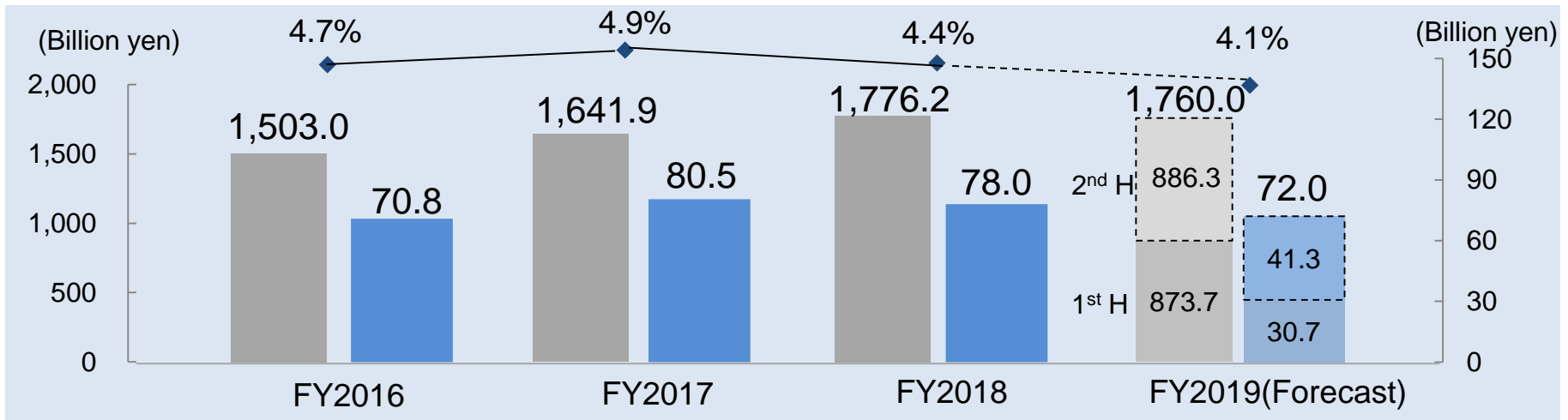
* Impacts of THB and CNY are per 0.1yen.

Financial Results of the Main Consolidated Companies I



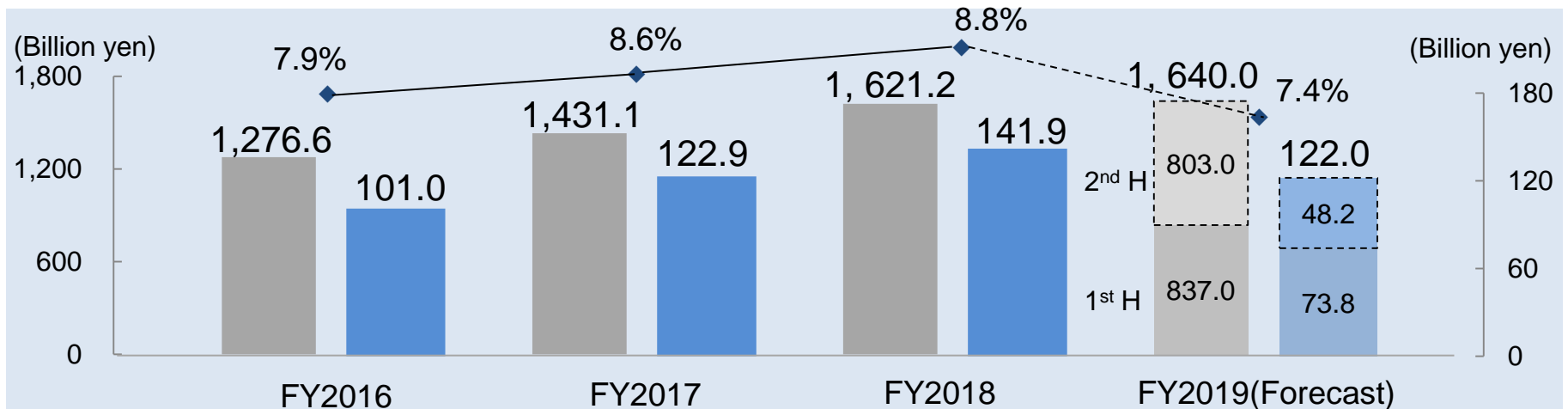
AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



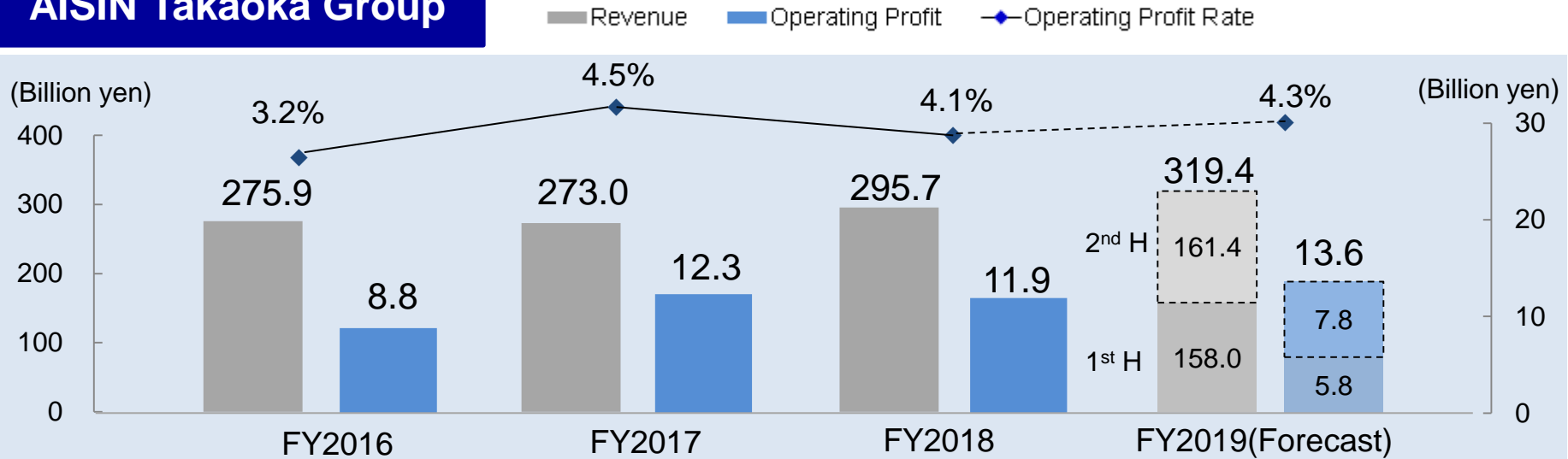
AISIN AW Group

Revenue Operating Profit Operating Profit Rate

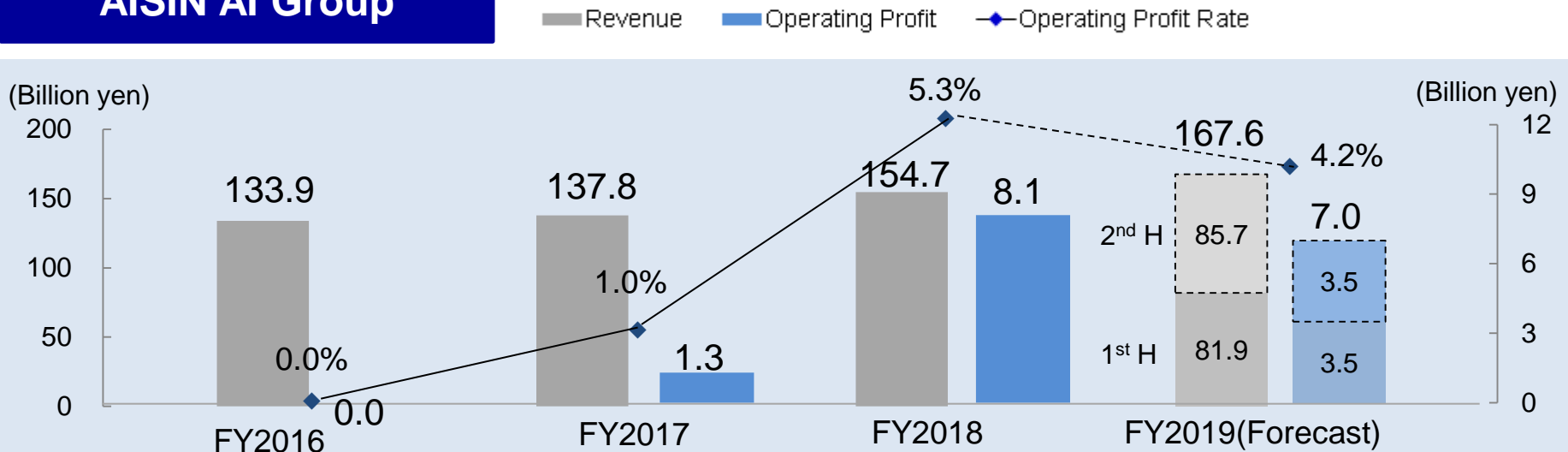


Financial Results of the Main Consolidated Companies II

AISIN Takaoka Group



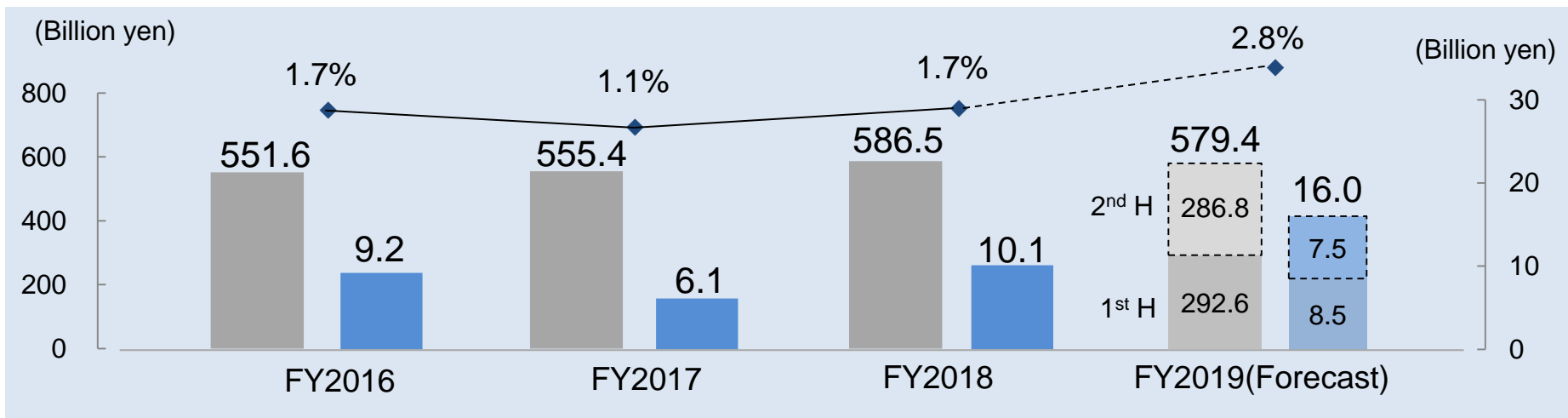
AISIN AI Group



Financial Results of the Main Consolidated Companies III

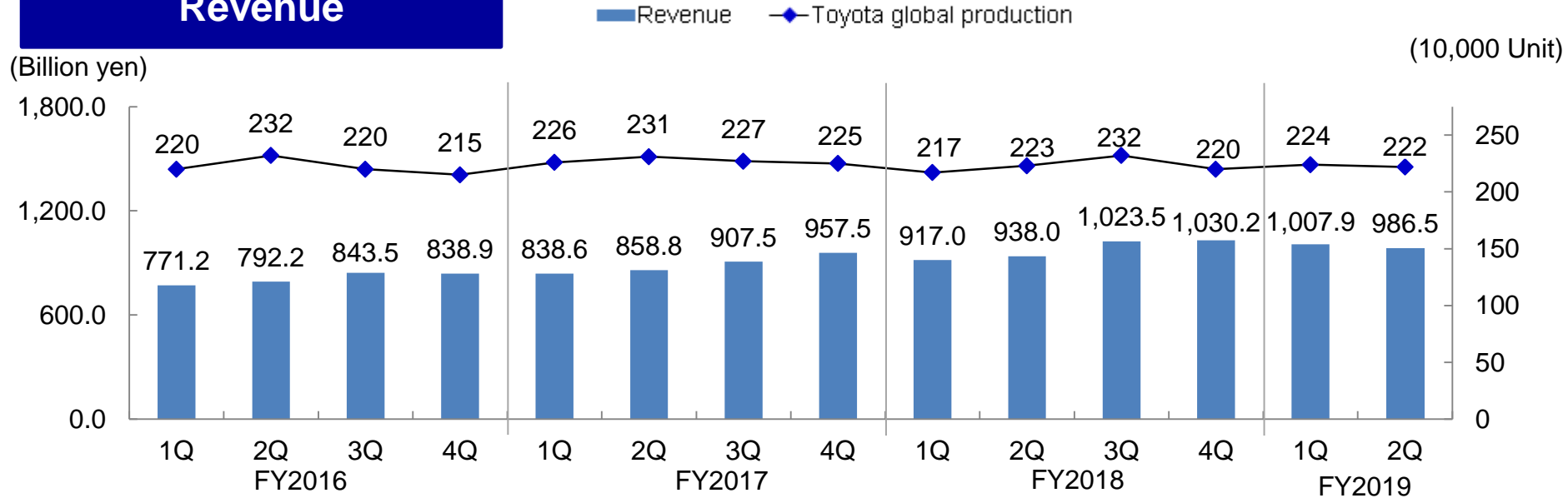
ADVICS Group

■ Revenue ■ Operating Profit ◆ Operating Profit Rate

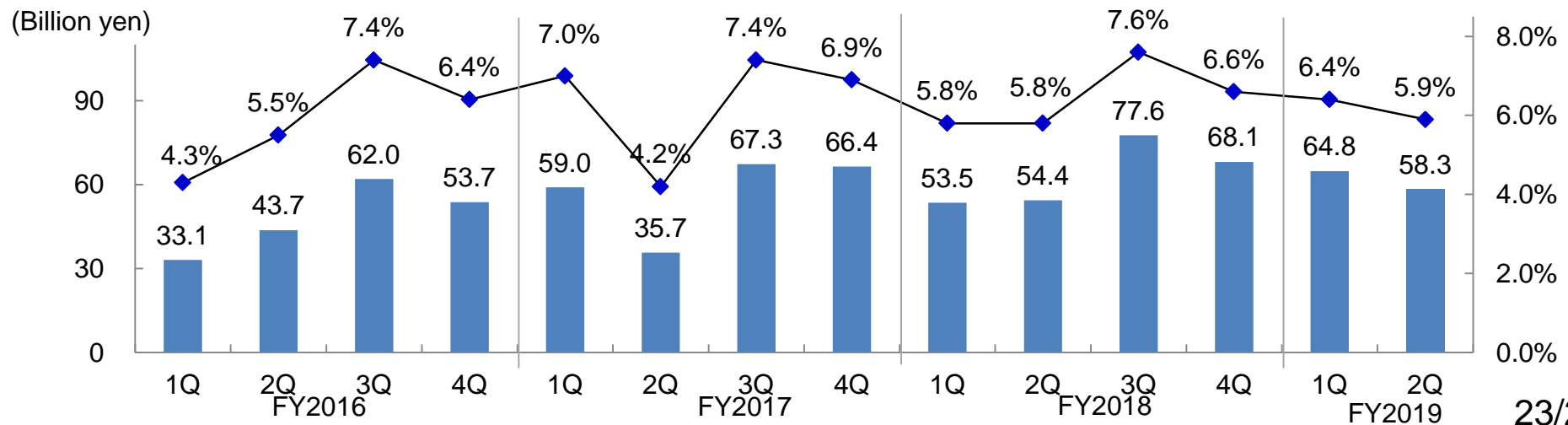


Quarterly Performance

Revenue



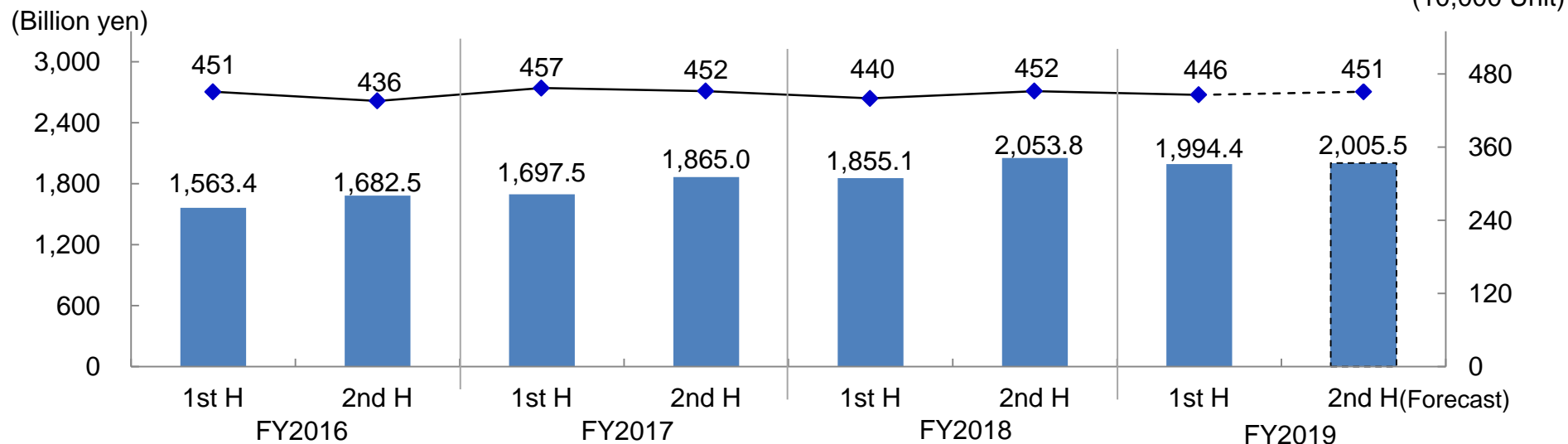
Operating Profit



Half Yearly Performance

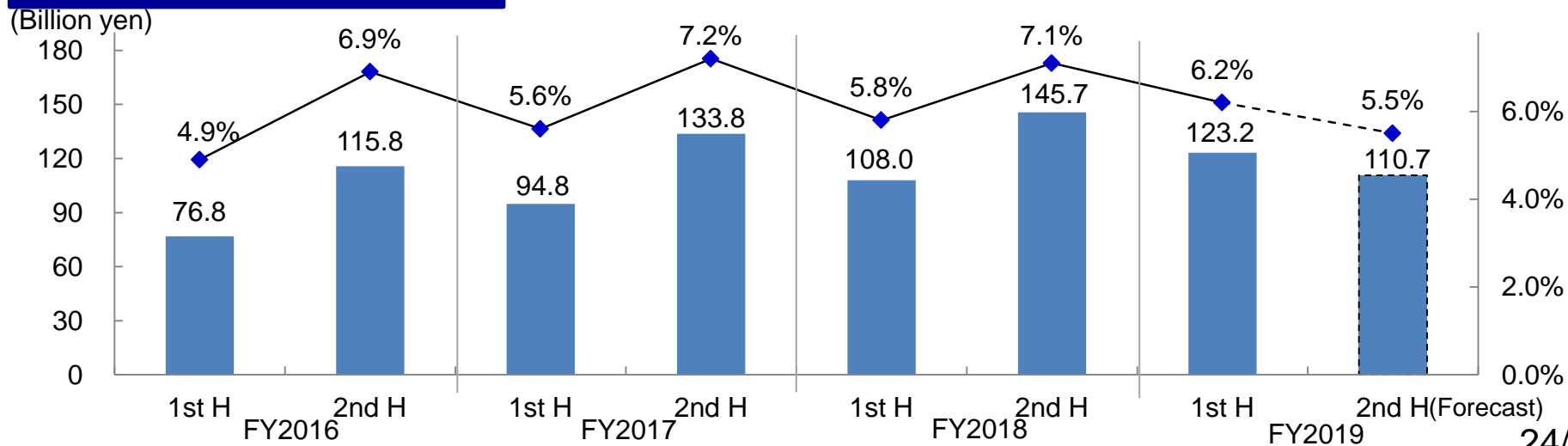
Revenue

Revenue — Toyota global production



Operating Profit

Operating Profit — Operating Profit Rate



Dividend per Share

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

		FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 (Forecast)
Dividend (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%	33.1%
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

