



The next frontier in mobility.

FY2018 2nd Quarter Consolidated Financial Results

October 31st, 2017

AISIN SEIKI Co., Ltd.

1.Consolidated Operating Results (FY2018 2nd Quarter)	P.2-8
2.Consolidated Operating Forecast (FY2018 - 12 months)	P.9-14
3.Reference Information	P.15-25

1. Consolidated Operating Results (FY2018 2nd Quarter)

FY2018 2nd Quarter Overview of Financial Results

- 1. Revenue increased compared to last year due to favorable AT and Body parts sales, and the contribution of newly consolidated Art Metal Mfg. Co., Ltd. group.**
- 2. Operating profit increased due to the increase of sales and FX trend, in spite of the rise in material price, the increase of depreciation cost and extraordinary gain from stock swap with SHIROKI Corporation last year.**
- 3. Regarding the annual forecast, revenue and profit are revised upward due to the favorable 2Q result and FX rate tendency.**

Consolidated Operating Results

(FY2018 2nd Quarter)

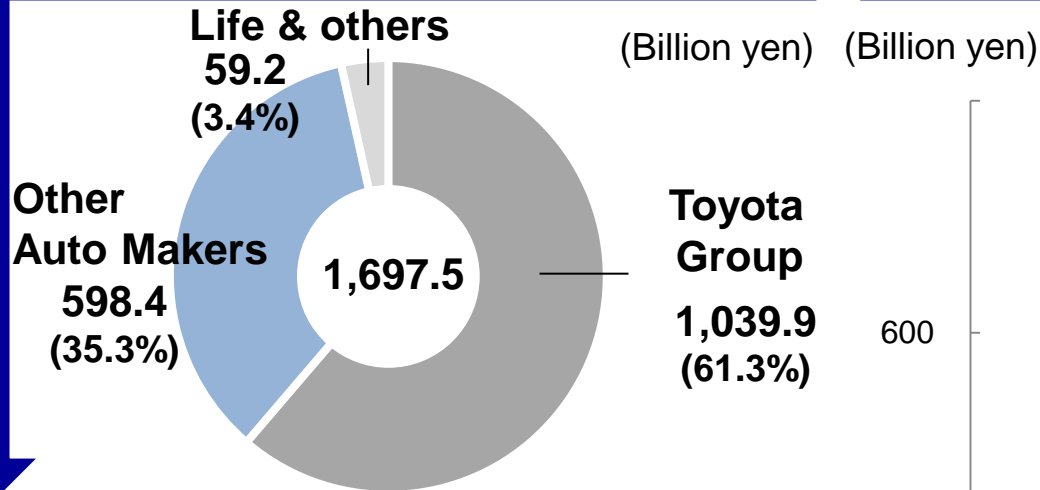


(Billion yen)	FY2017 2Q		FY2018 2Q		Change		FY2018 2Q	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%	Disclosed forecast in July	Rate to Revenue %
Revenue	1,697.5	-	1,855.1	-	+157.6	+9.3	1,840.0	-
Operating Profit	94.8	5.6	108.0	5.8	+13.2	+13.9	103.0	5.6
Profit before income taxes	90.7	5.3	116.2	6.3	+25.5	+28.0	110.0	6.0
Profit for the period *	54.7	3.2	56.0	3.0	+1.3	+2.2	54.0	2.9
EPS	190.06 yen	-	201.61 yen	-	+11.55 yen	+6.1	193.65 yen	-
Pre-conditions	FX Rate	USD 105 yen	USD 111 yen	+6 yen	+5.7	USD 111 yen		
		CNY 15.9 yen	CNY 16.4 yen	+0.5 yen	+3.1	CNY 16.2 yen		
	Toyota production (10,000 Unit)	457	440	-17	-3.7	439		
	AT sales (10,000 Unit)	411	467	+56	+13.7	475		

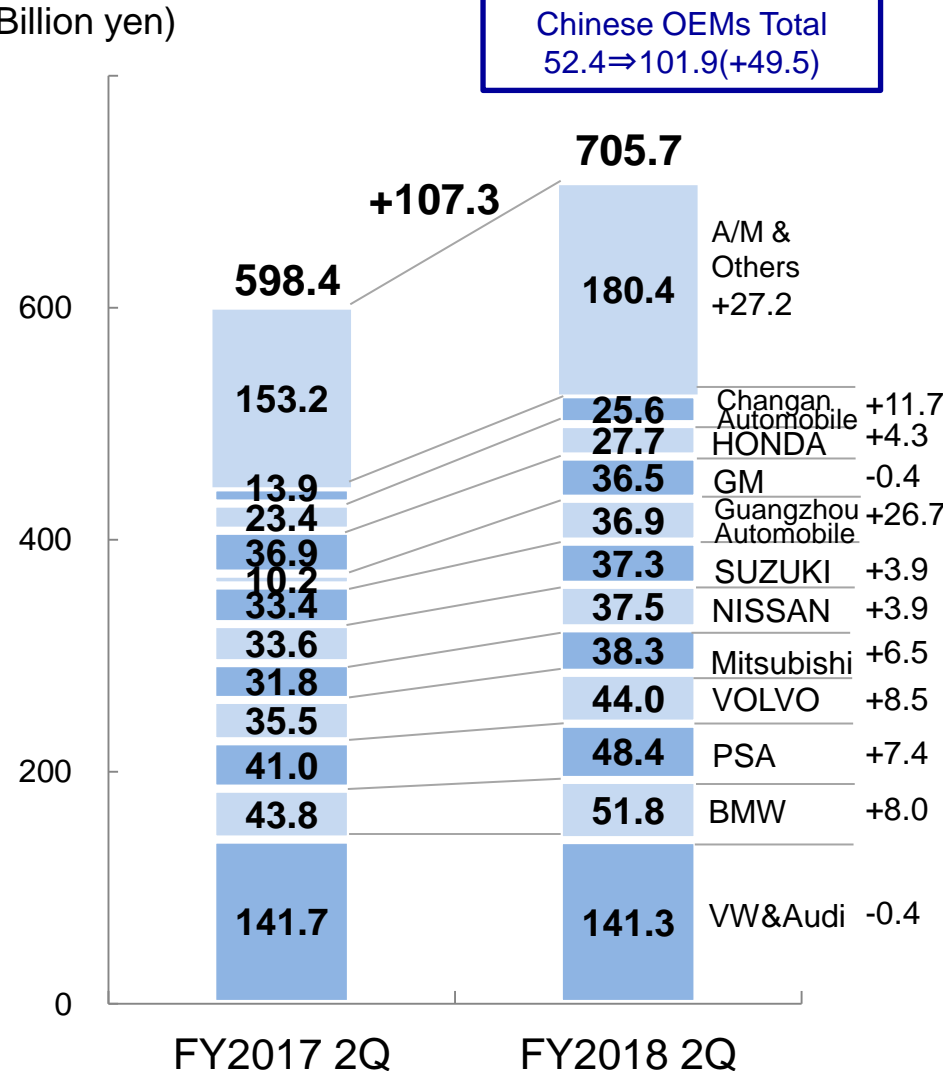
* Profit for the period attributable to Owners of the parent

Sales by Customer(FY2018 2nd Quarter)

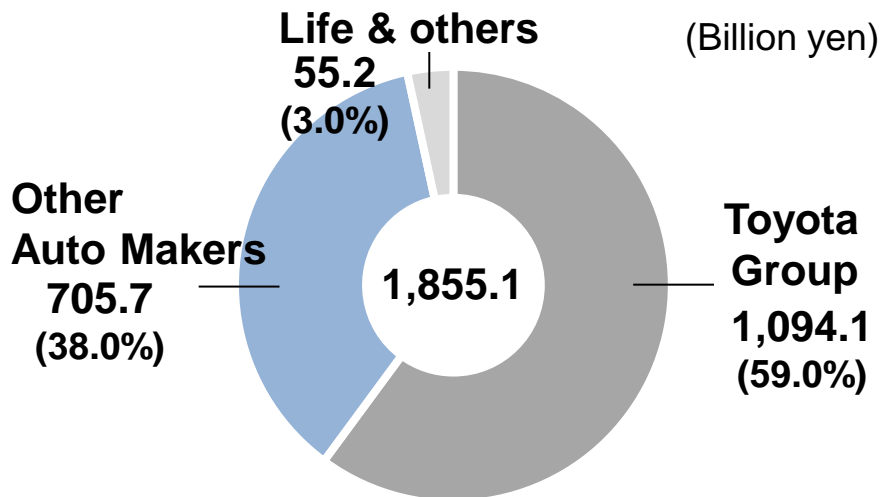
FY2017 2nd Quarter Revenue



Other Auto Makers sales breakdown

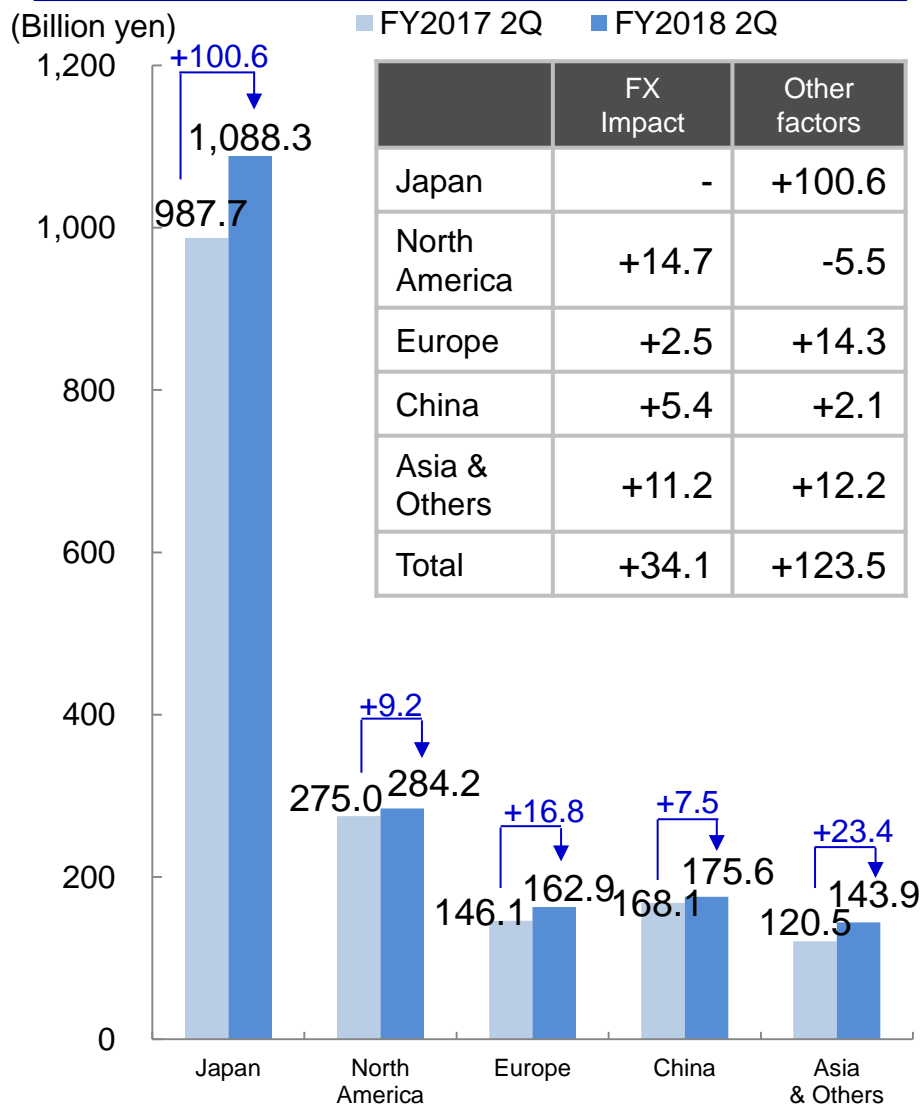


FY2018 2nd Quarter Revenue (+157.6)



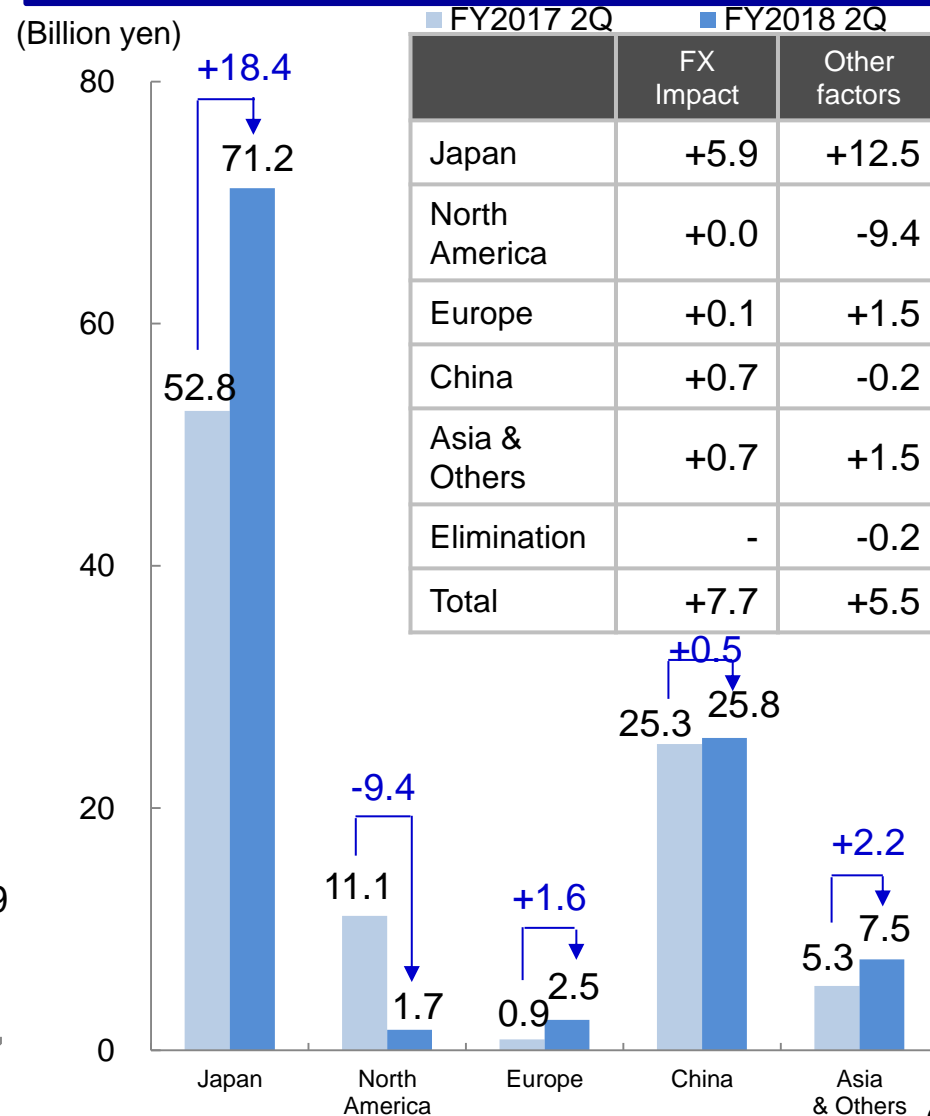
Segment Information (FY2018 2nd Quarter)

Revenue (+ 157.6)



	FX Impact	Other factors
Japan	-	+100.6
North America	+14.7	-5.5
Europe	+2.5	+14.3
China	+5.4	+2.1
Asia & Others	+11.2	+12.2
Total	+34.1	+123.5

Operating Profit (+ 13.2)



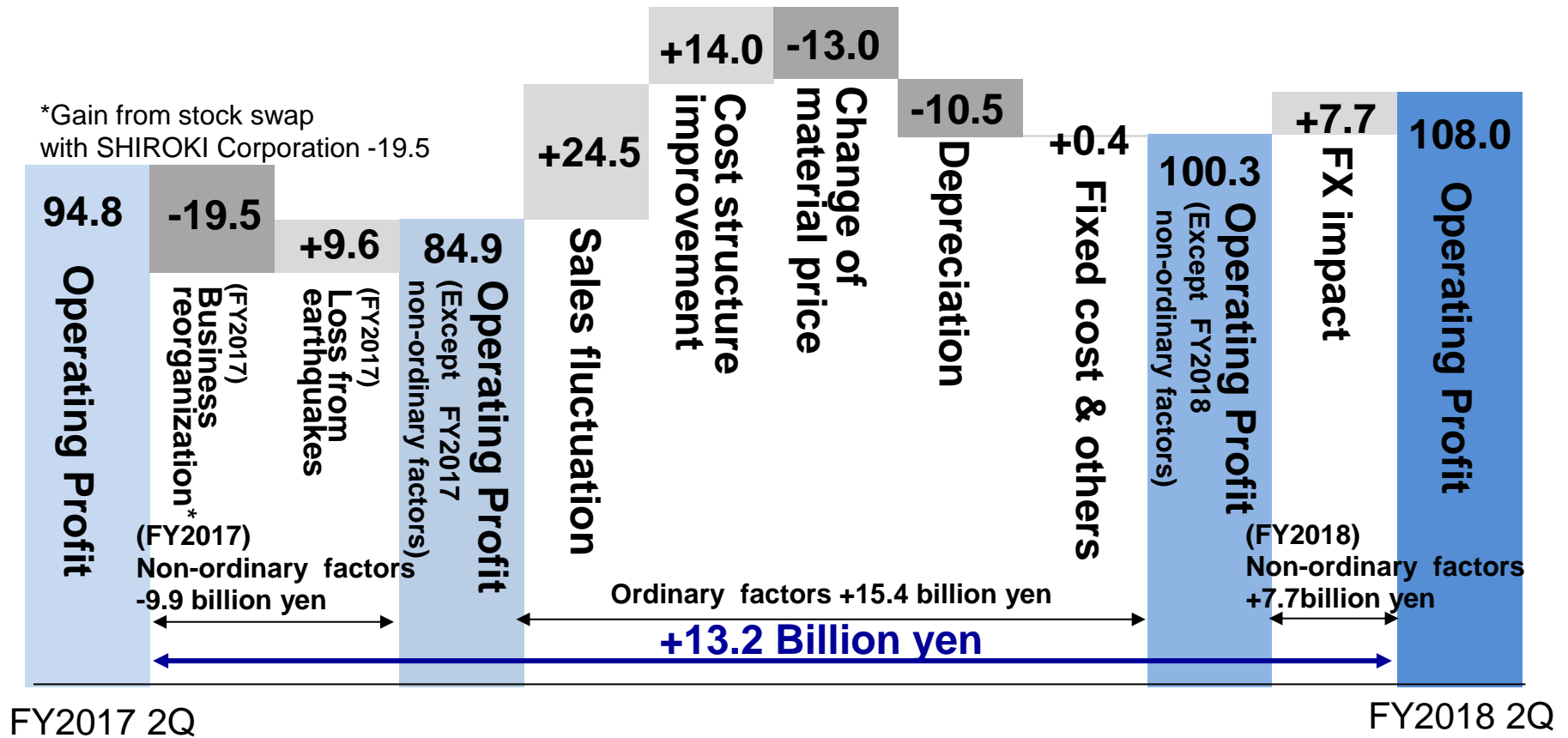
	FX Impact	Other factors
Japan	+5.9	+12.5
North America	+0.0	-9.4
Europe	+0.1	+1.5
China	+0.7	-0.2
Asia & Others	+0.7	+1.5
Elimination	-	-0.2
Total	+7.7	+5.5

Fluctuations for Operating Profit

(FY2018 2nd Quarter)

FY2017 2Q / FY2018 2Q

(Billion yen)

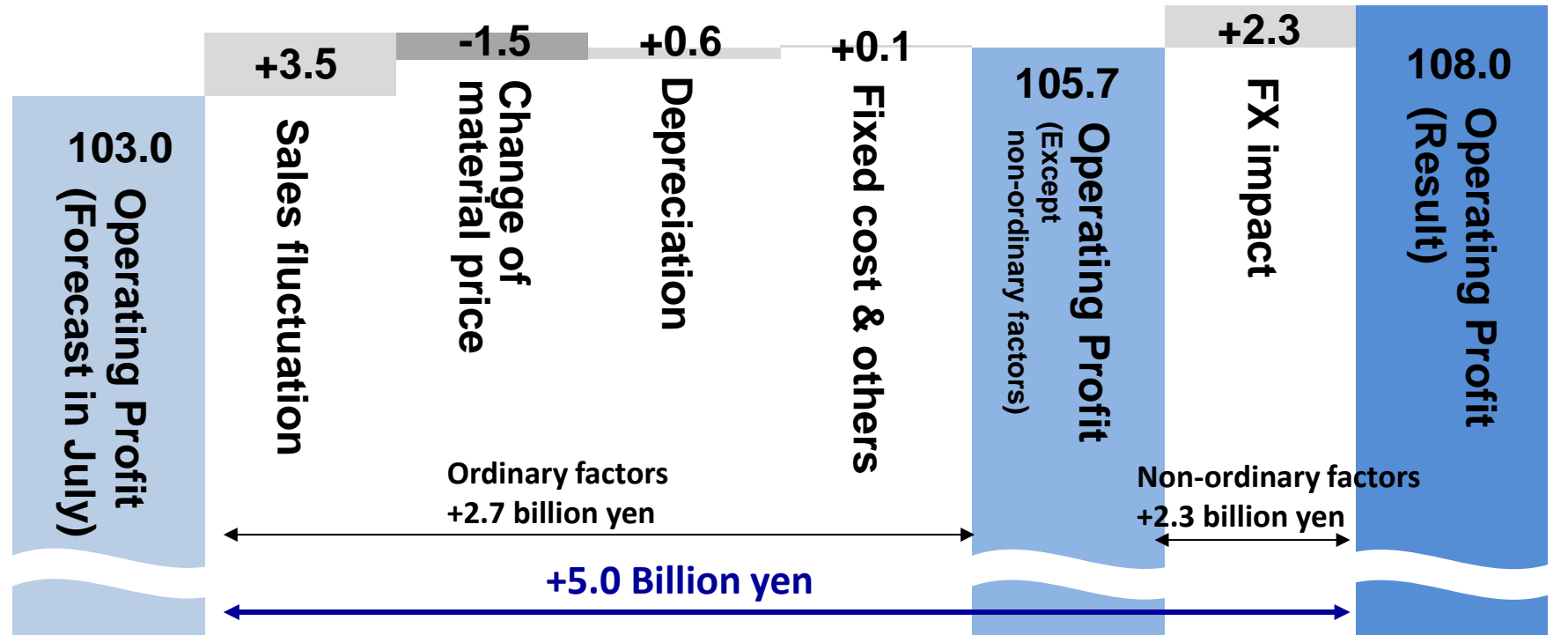


Fluctuations for Operating Profit

(FY2018 2nd Quarter)

FY2018 2Q(Forecast in July)
/ FY2018 2Q(Result)

(Billion yen)



FY2018 2Q
(Forecast in July 28th)

FY2018 2Q

2.Consolidated Operating Forecast (FY2018 - 12 months)

Consolidated Operating Forecast

(FY2018 - 12 months)



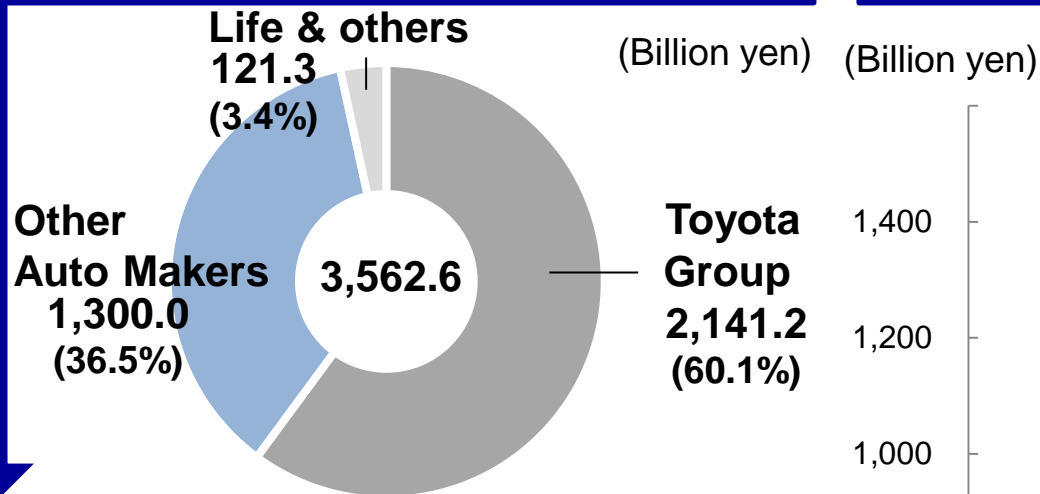
(Billion yen)	FY2017		FY2018		Change		FY2018	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%	Disclosed forecast in April	Rate to Revenue %
Revenue	3,562.6	-	3,780.0	-	+217.4	+6.1	3,670.0	-
Operating Profit	228.6	6.4	242.0	6.4	+13.4	+5.8	230.0	6.3
Profit before income taxes	237.3	6.7	256.0	6.8	+18.7	+7.9	244.0	6.6
Profit for the period *	126.6	3.6	127.0	3.4	+0.4	+0.3	116.0	3.2
EPS	444.46 yen	-	459.45 yen	-	14.99 yen	+3.4	415.27 yen	-
Pre-conditions	FX Rate	USD 109 yen	USD 111 yen	+2 yen	+1.8	USD 105 yen		
		CNY 16.1 yen	CNY 16.6 yen	+0.5 yen	+3.1	CNY 16.0 yen		
	Toyota production (10,000 Unit)	909	885	-24	-2.6	889		
	AT sales (10,000 Unit)	869	980	+111	+12.7	980		

* Profit for the period attributable to Owners of the parent

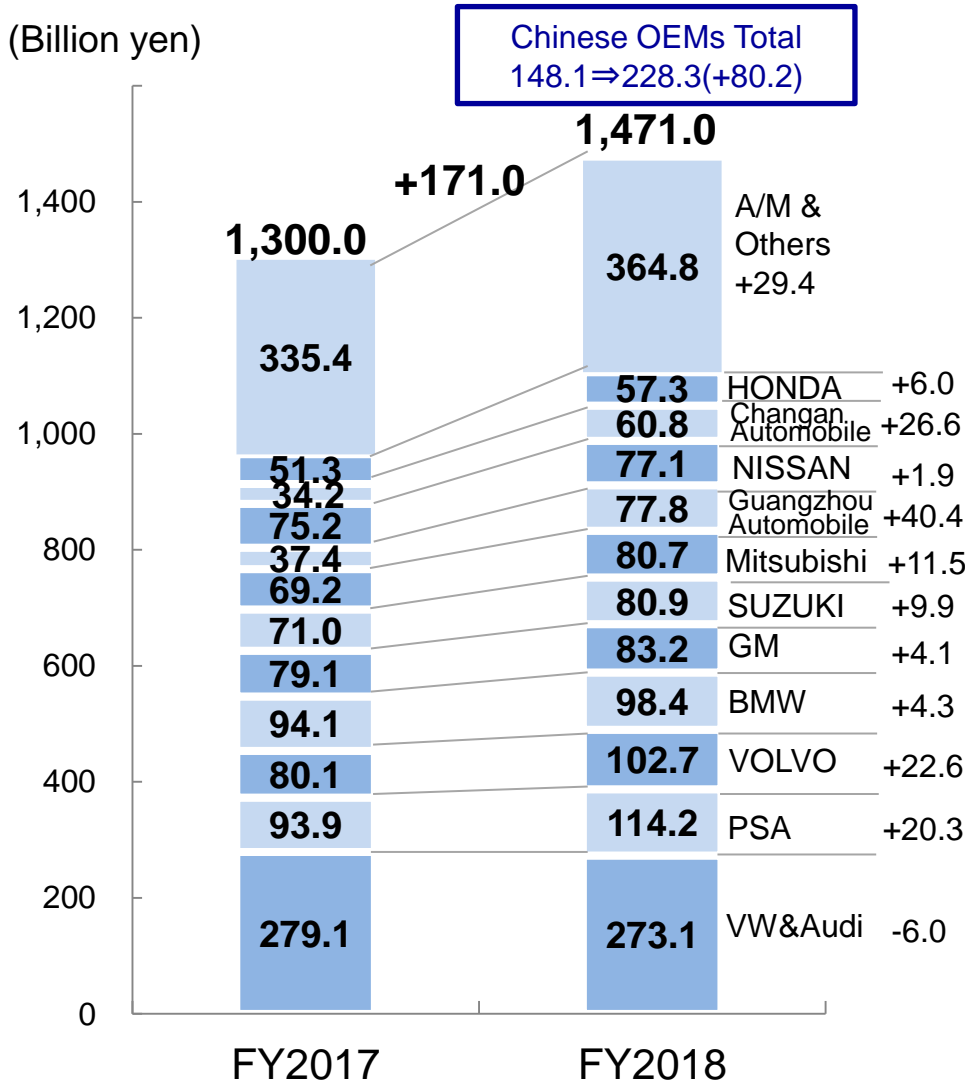
Forecast of Sales by Customer

(FY2018 - 12 months)

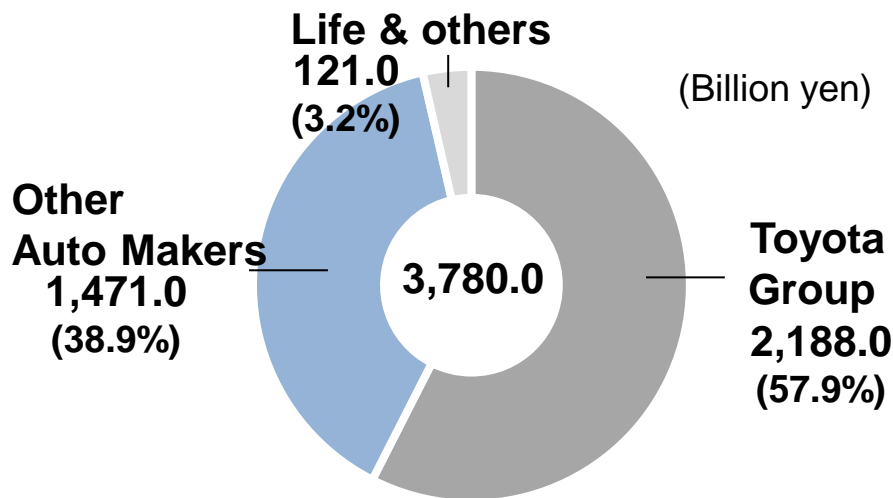
FY2017 Revenue



Other Auto Makers sales breakdown



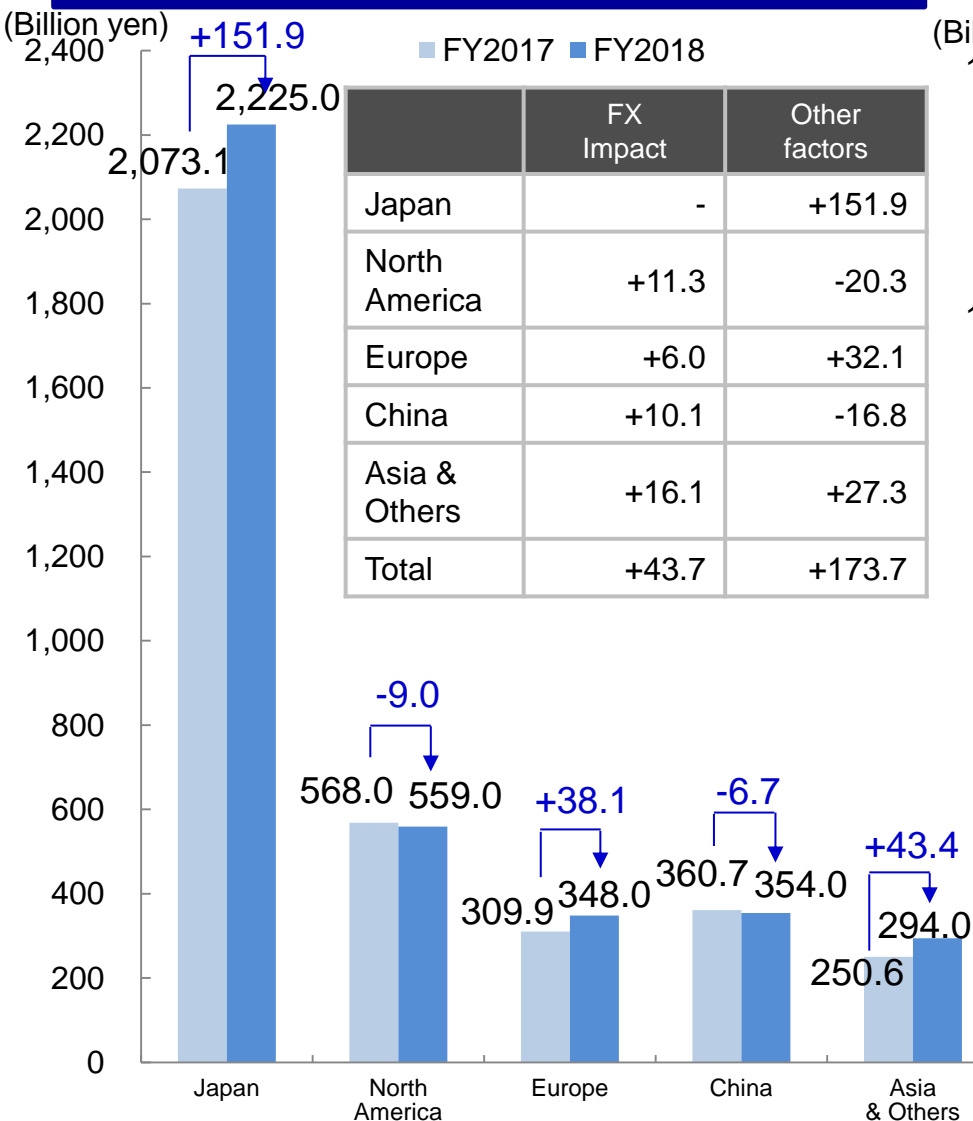
FY2018 Revenue (+217.4)



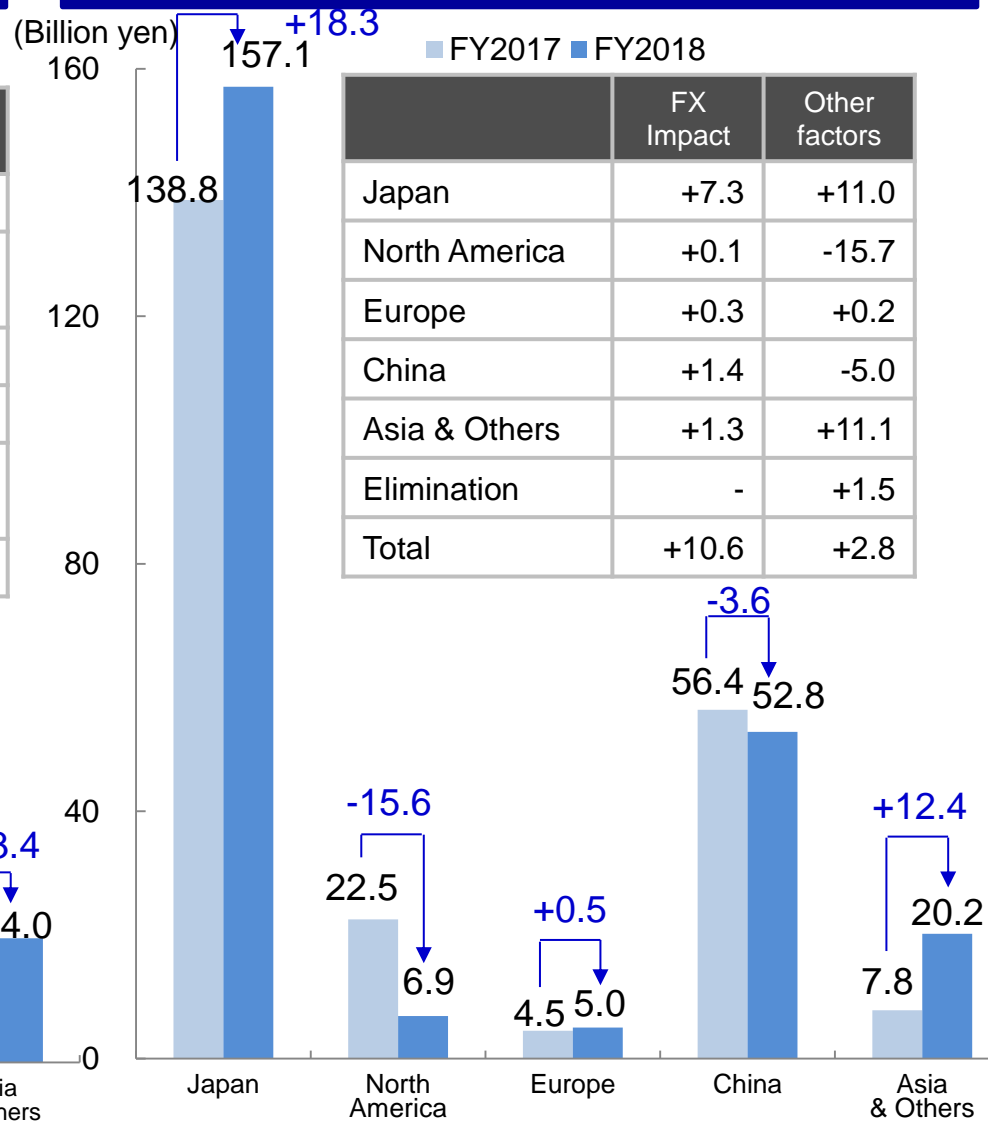
Forecast of Segment Information

(FY2018 - 12 months)

Revenue (+217.4)



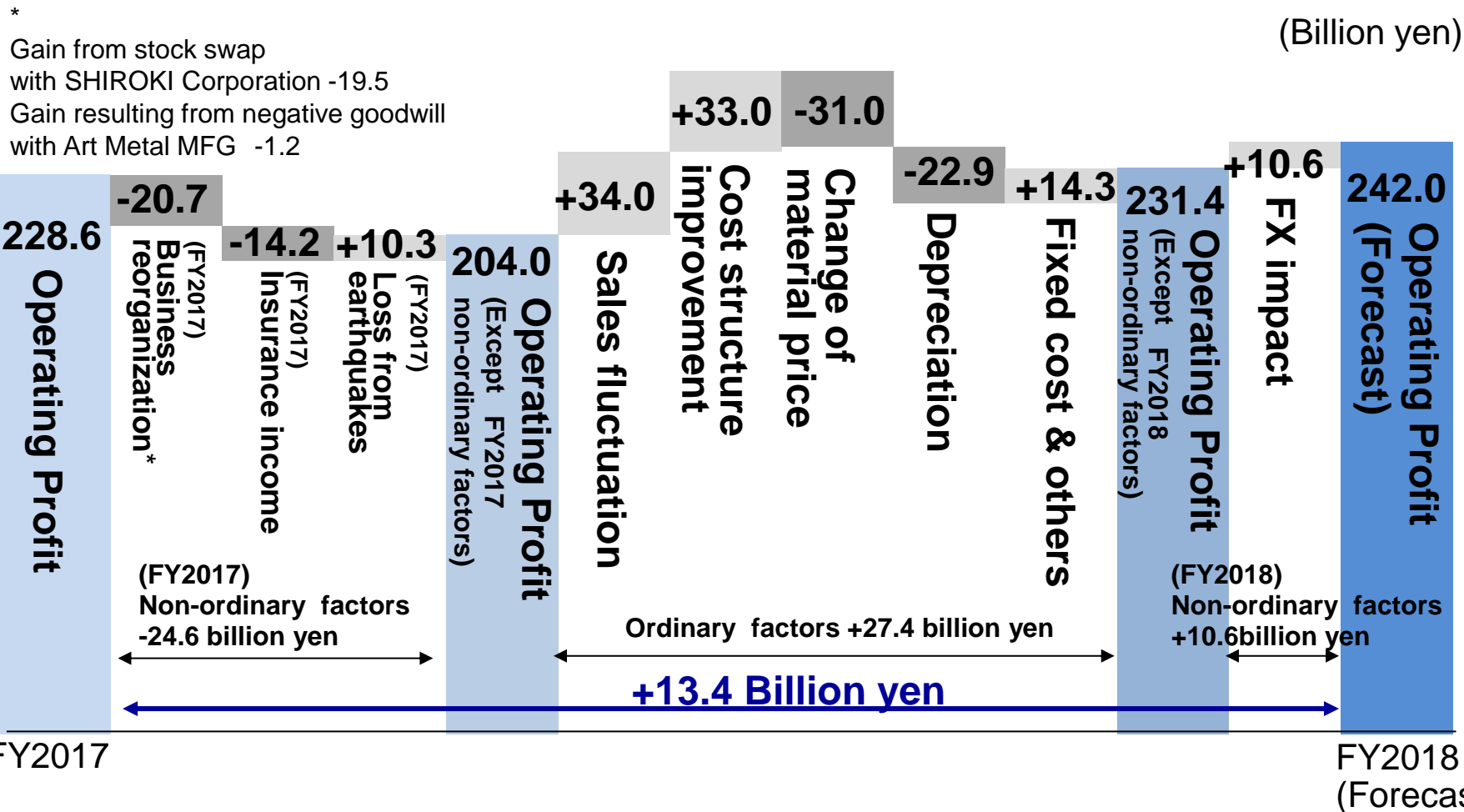
Operating Profit (+ 13.4)



Forecast of Fluctuations for Operating Profit

(FY2018 - 12 months)

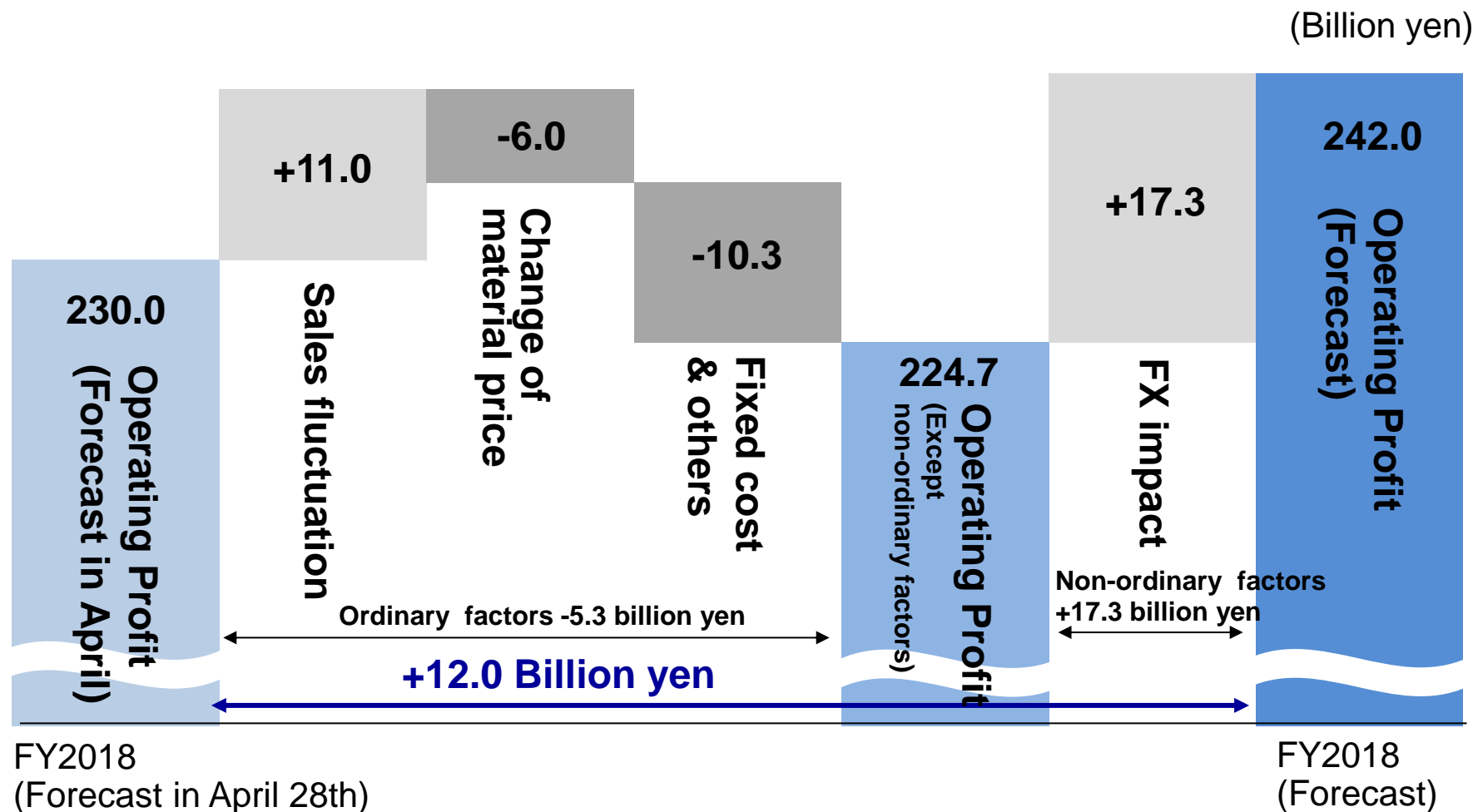
FY2017 / FY2018 (Forecast)



Forecast of Fluctuations for Operating Profit

(FY2018 - 12 months)

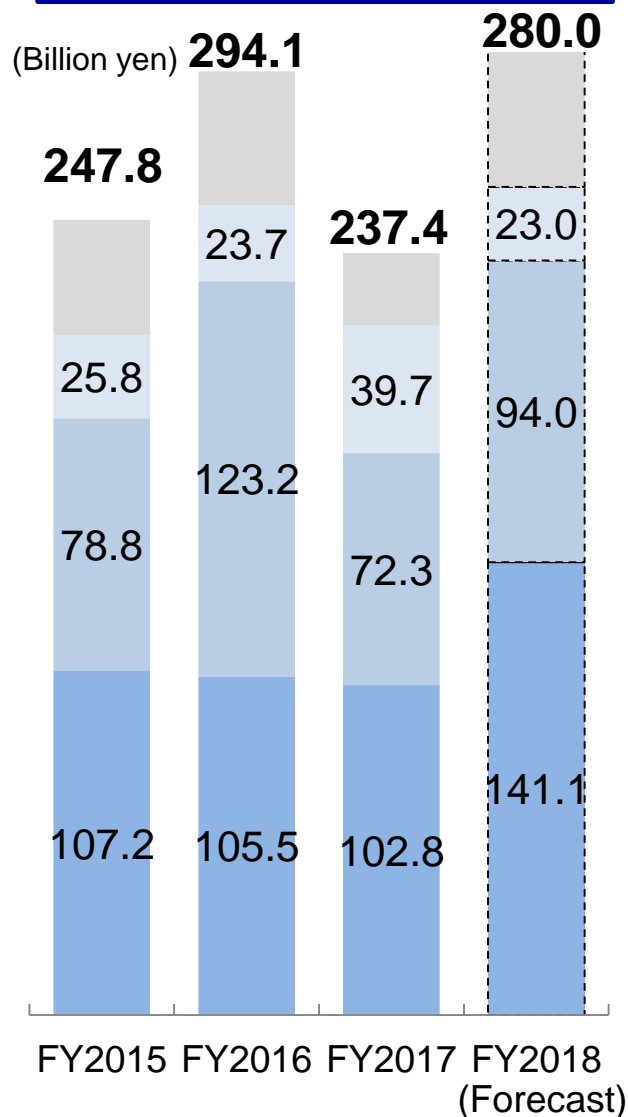
FY2018(Forecast in April)
/ FY2018 (Forecast)



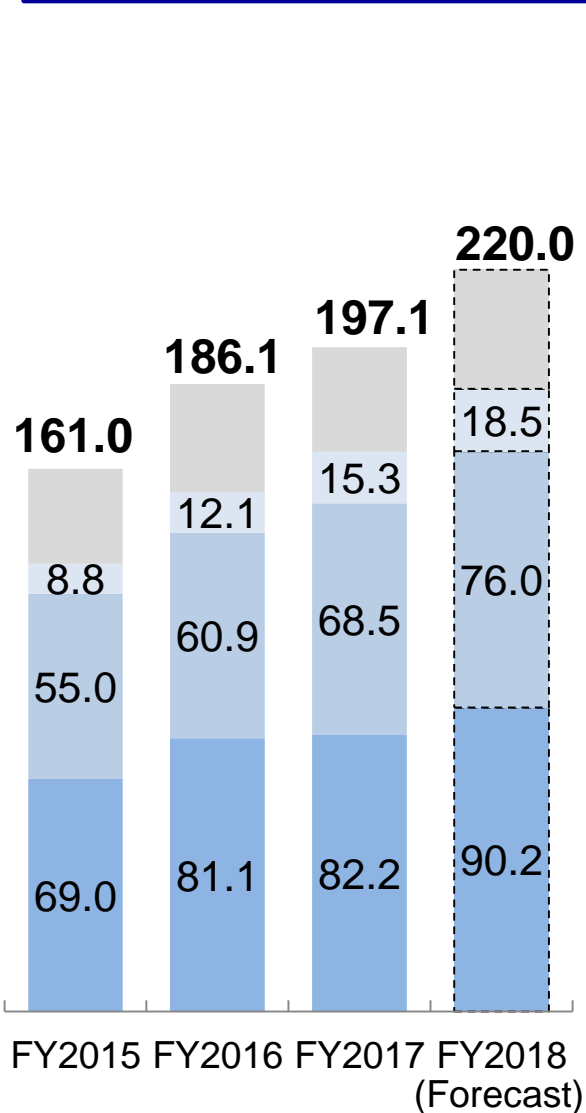
3. Reference Information

Capital Expenditure/Depreciation/ R&D Expenditure

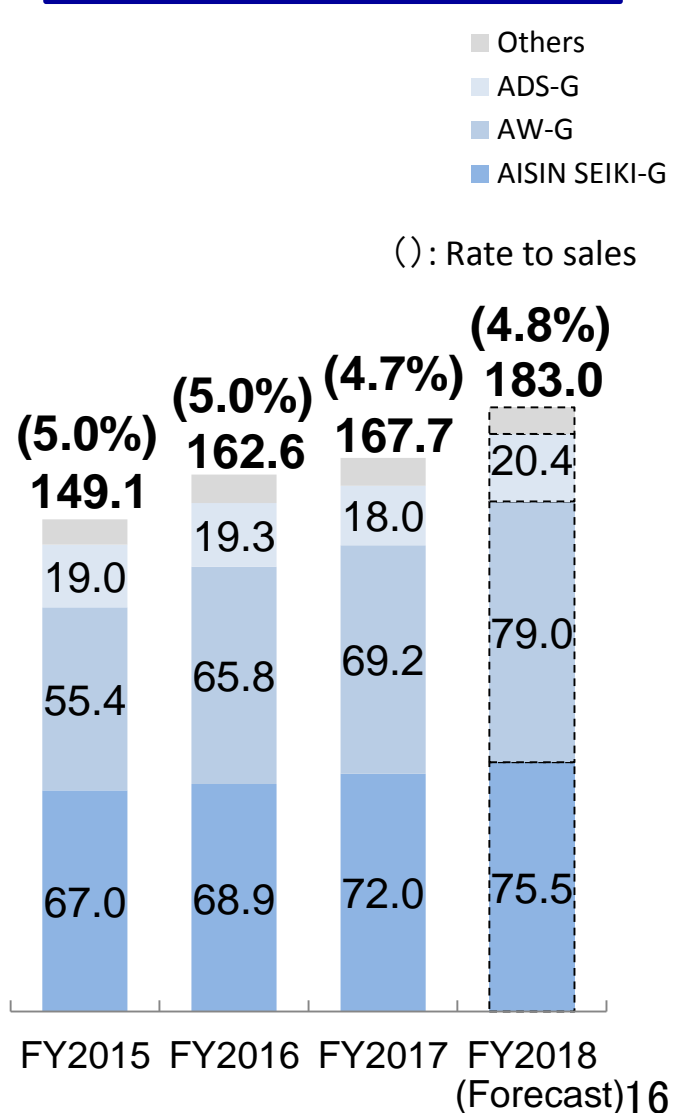
Capital Expenditure



Depreciation



R&D Expenditure



Toyota car production

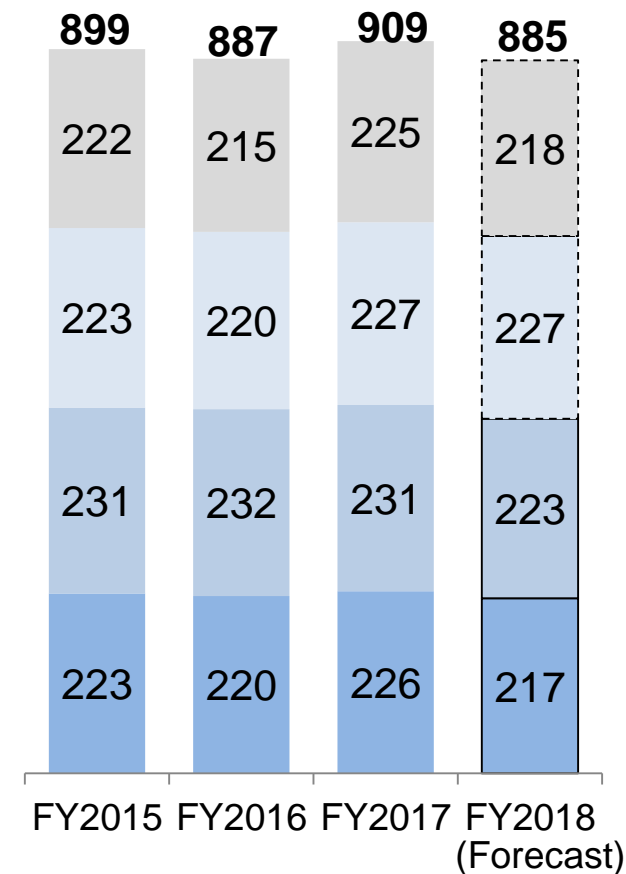
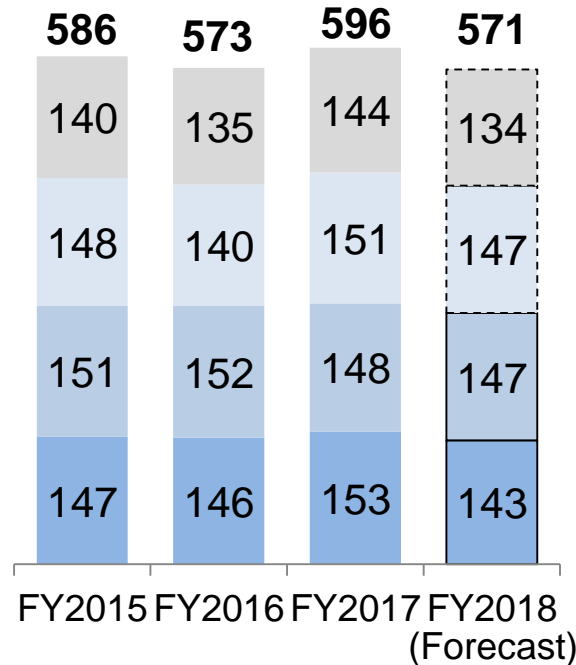
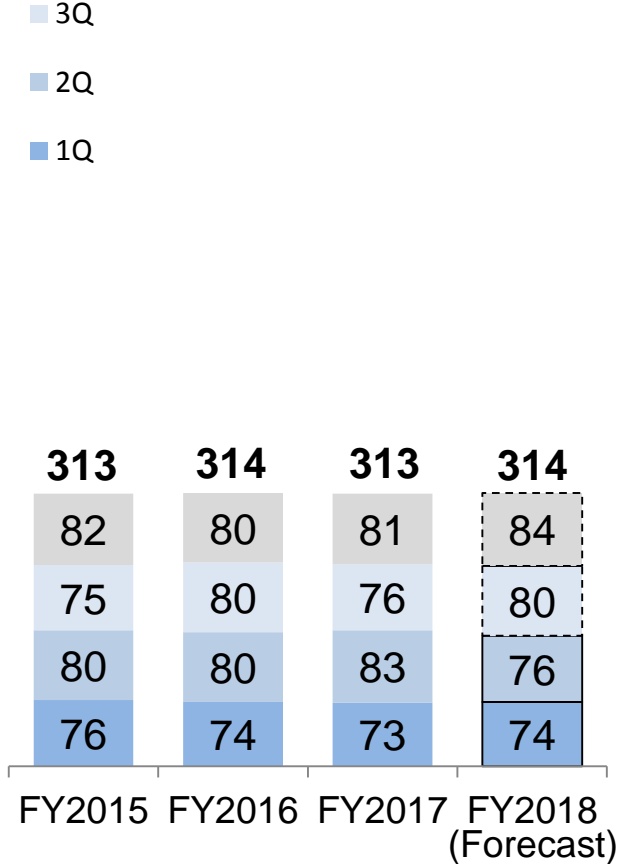
Toyota Domestic production

Toyota Oversea production

Toyota global production

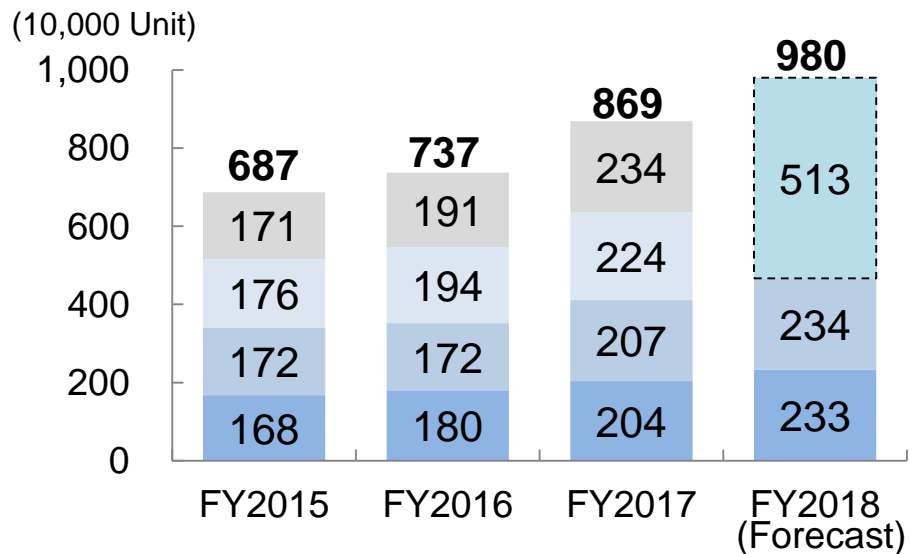
(10,000 Unit)

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

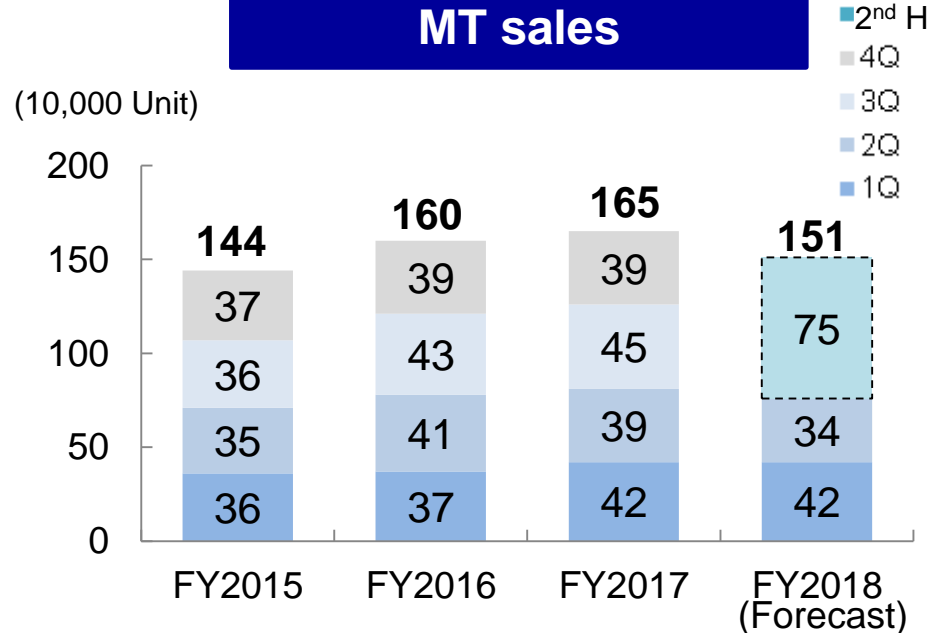


Sales number

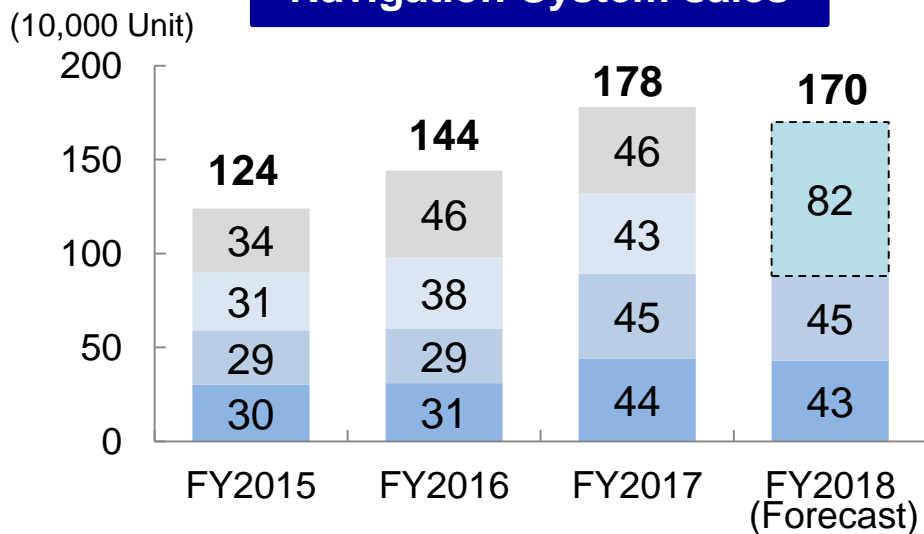
AT sales



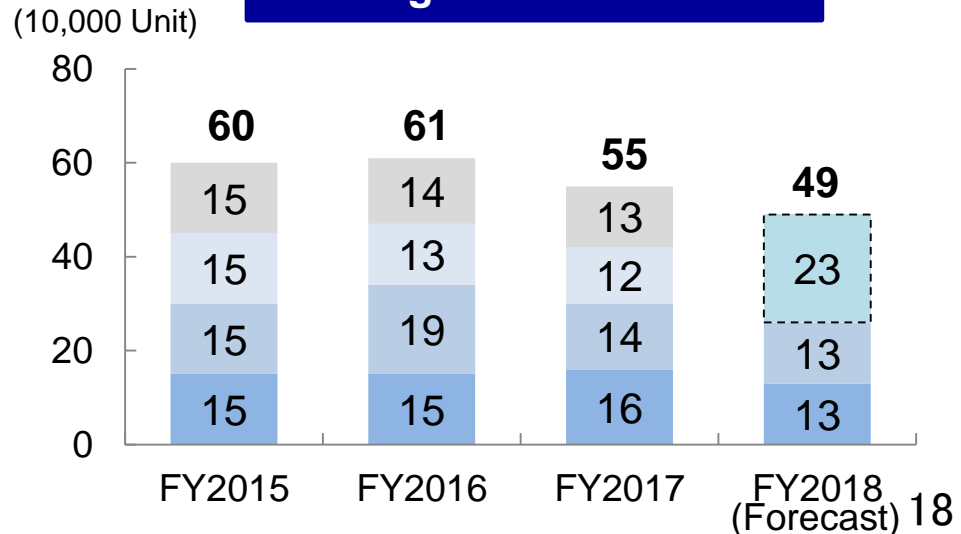
MT sales



Navigation System sales

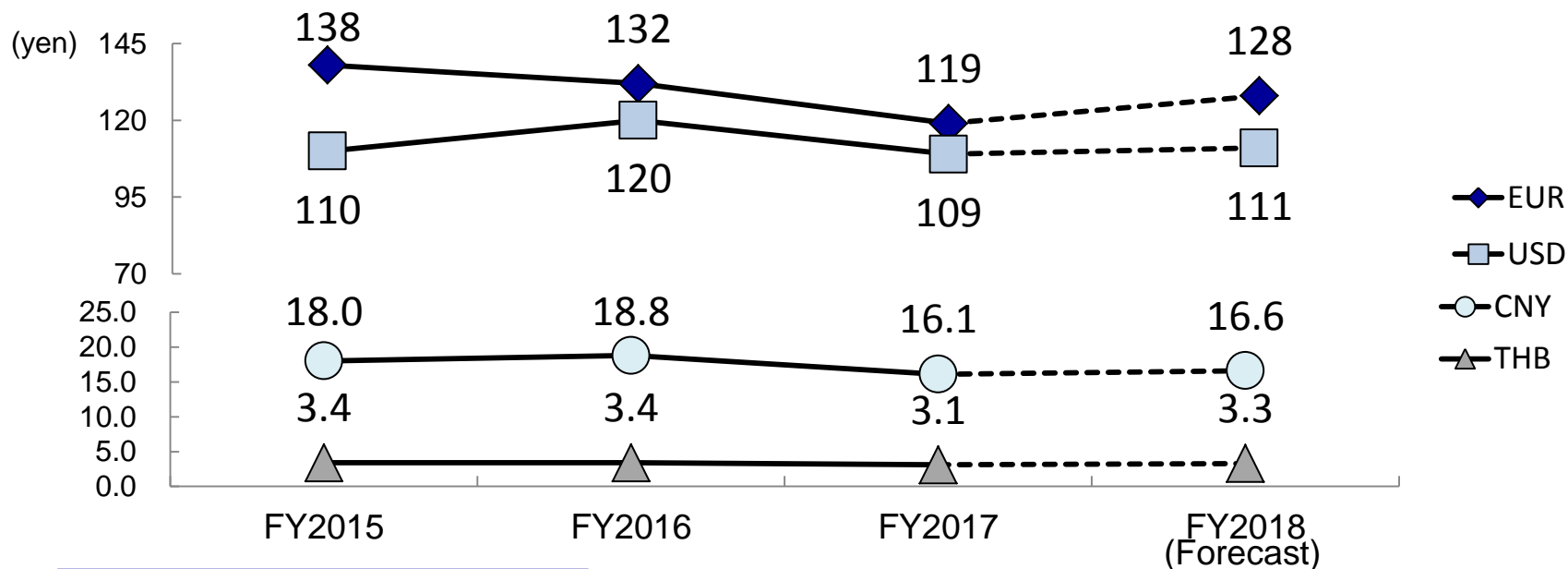


Navigation Soft sales



Foreign Currency Exchange Rate

Foreign Exchange Rate



Impacts on Operating Profit

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

(Billion yen)

	FY2015	FY2016	FY2017	FY2018(Forecast)		Rate after October
USD	1.46	1.27	1.34	1.13	USD	110
EUR	0.14	0.13	0.17	0.18	EUR	130
THB *	0.74	0.80	0.81	1.19	THB	3.3
CNY *	0.26	0.54	0.79	0.77	CNY	16.7

* Impacts of THB and CNY are per 0.1yen.

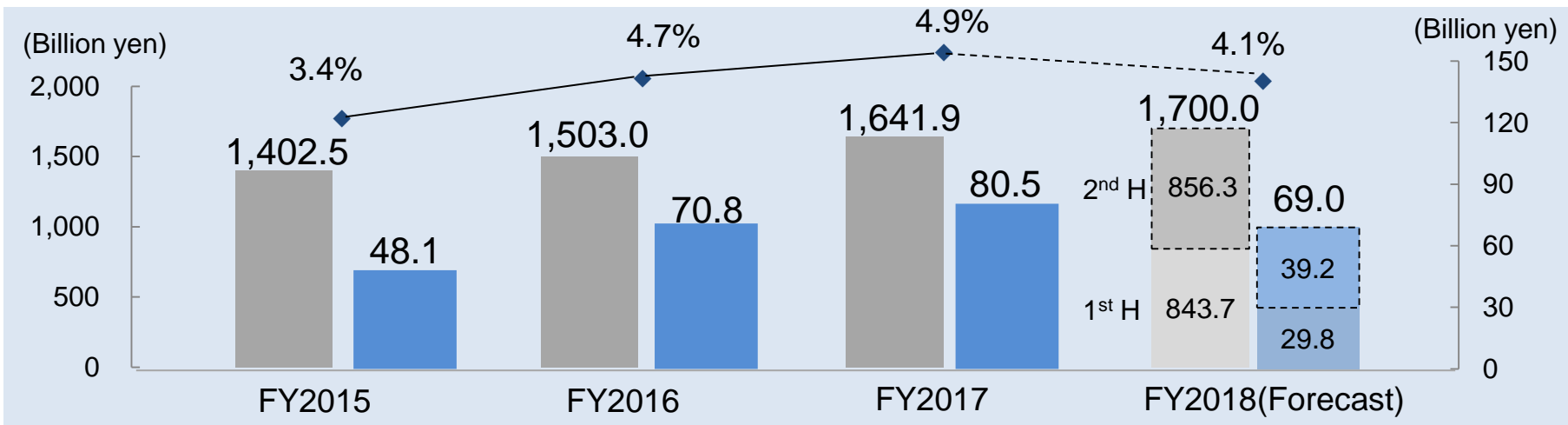
Financial Results of the Main Consolidated Companies I

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



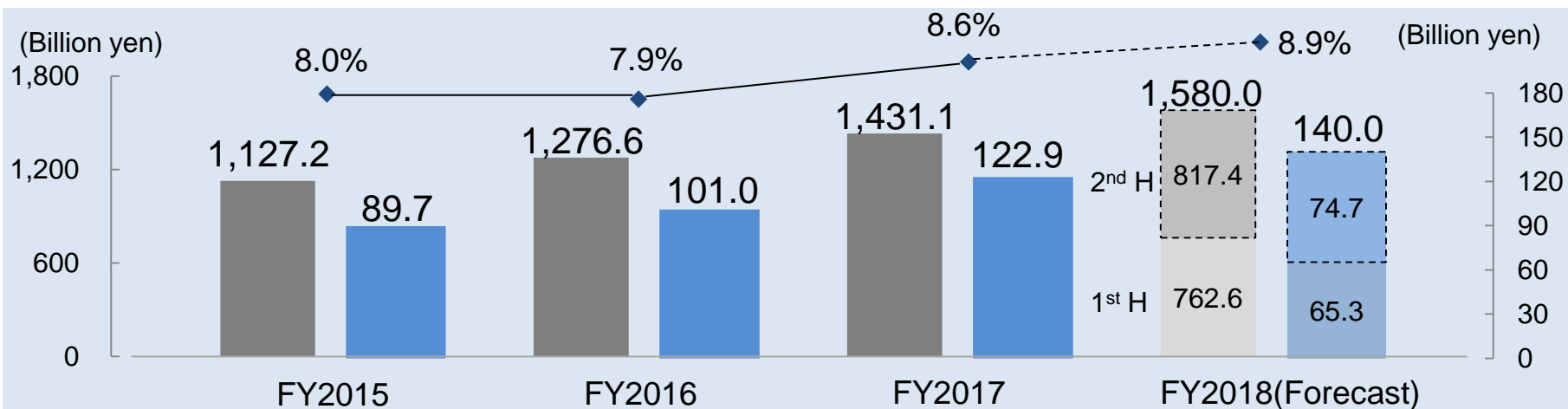
AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



AISIN AW Group

Revenue Operating Profit Operating Profit Rate

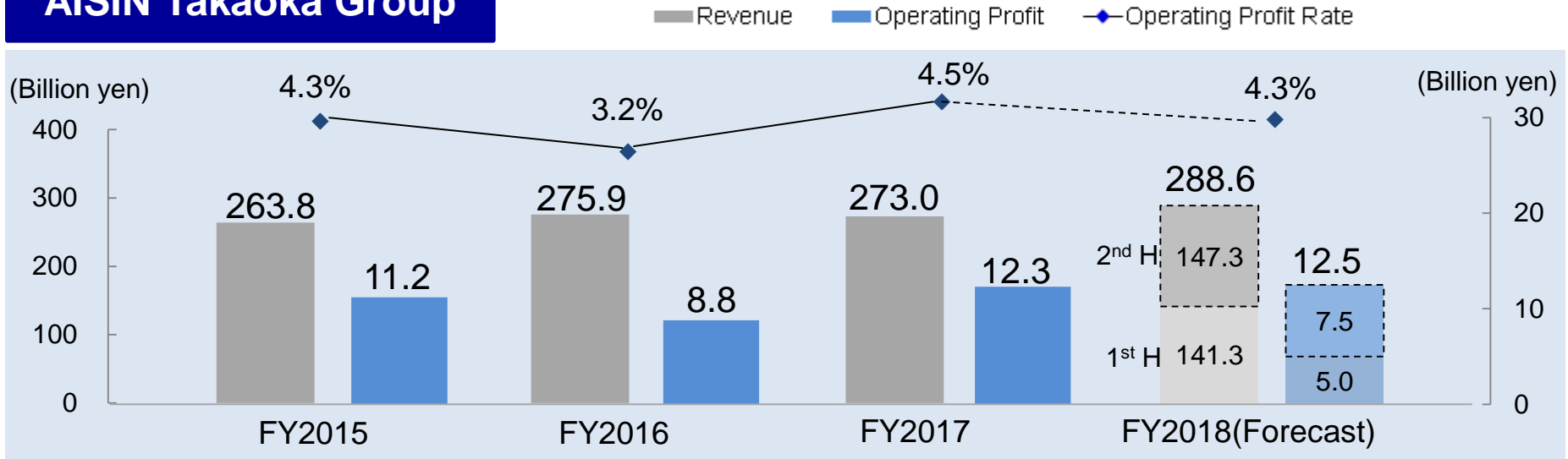


Financial Results of the Main Consolidated Companies II

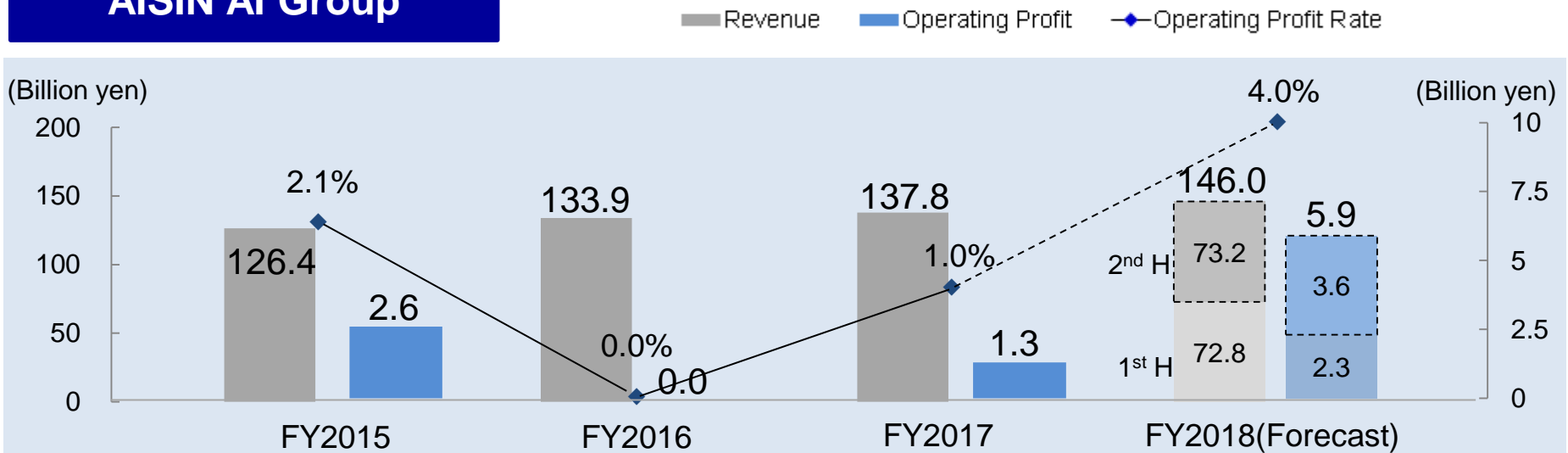
* The results of FY2015 are based on JGAAP and the others are based on IFRS.



AISIN Takaoka Group



AISIN AI Group



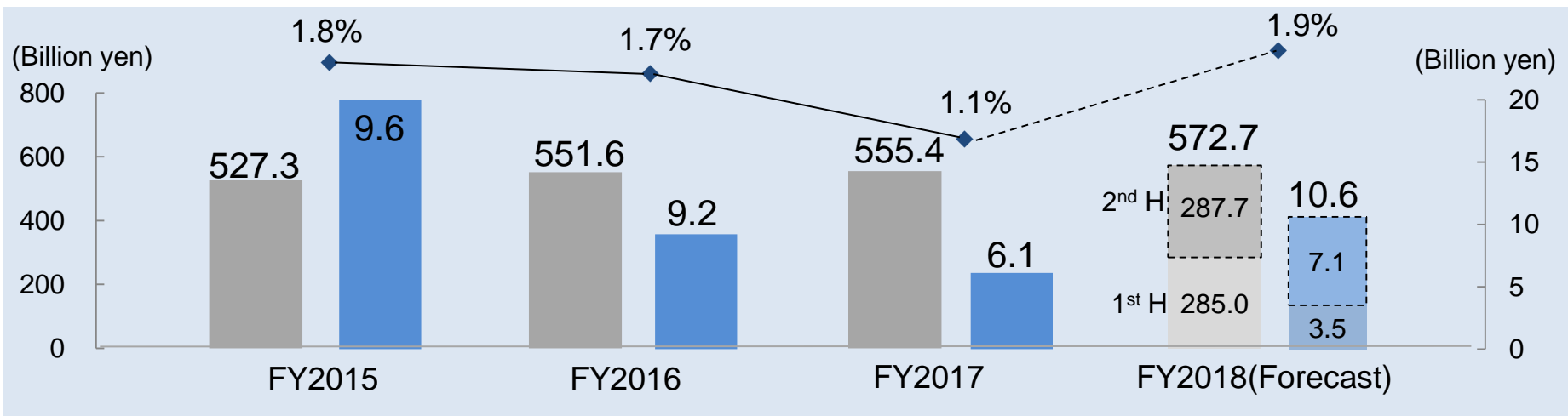
Financial Results of the Main Consolidated Companies III

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



ADVICS Group

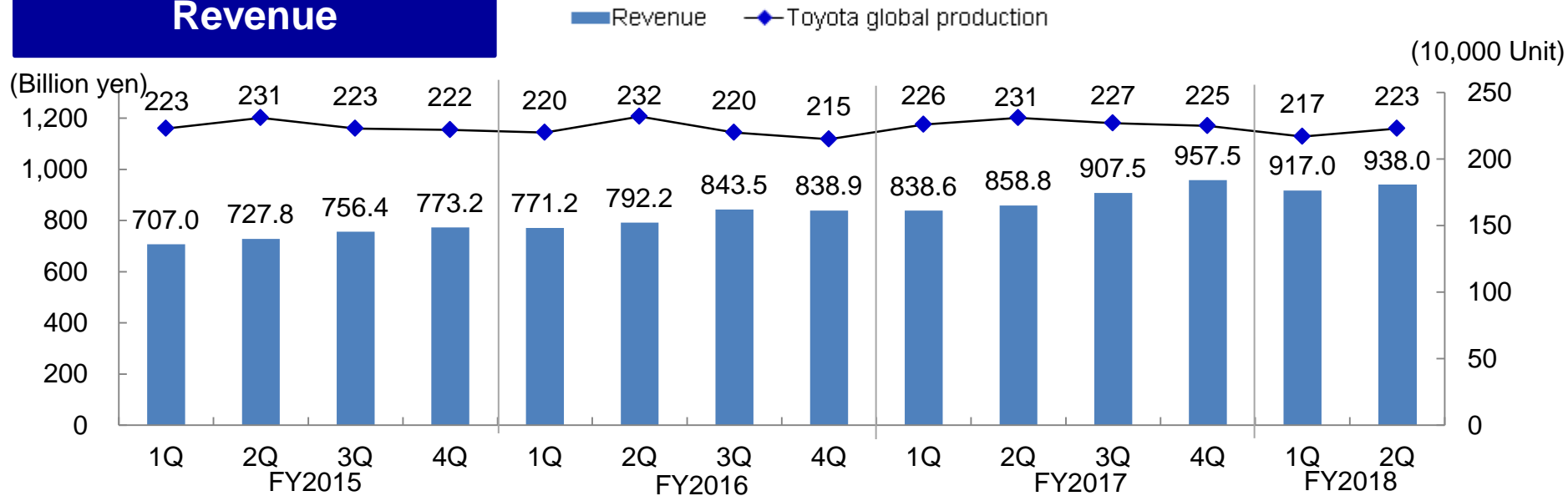
Revenue Operating Profit Operating Profit Rate



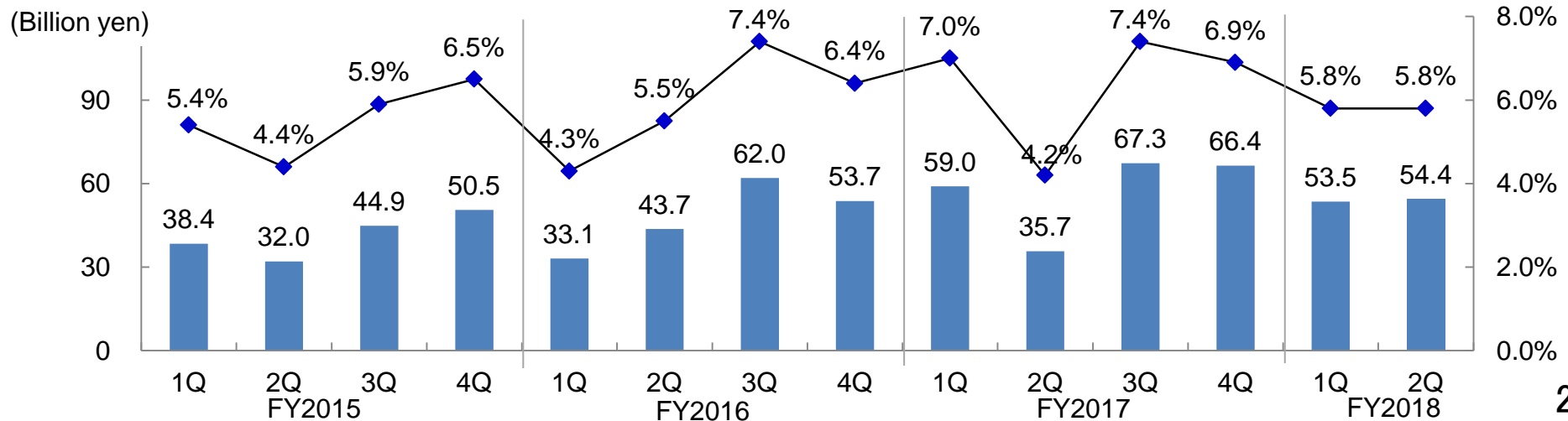
Quarterly Performance

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

Revenue



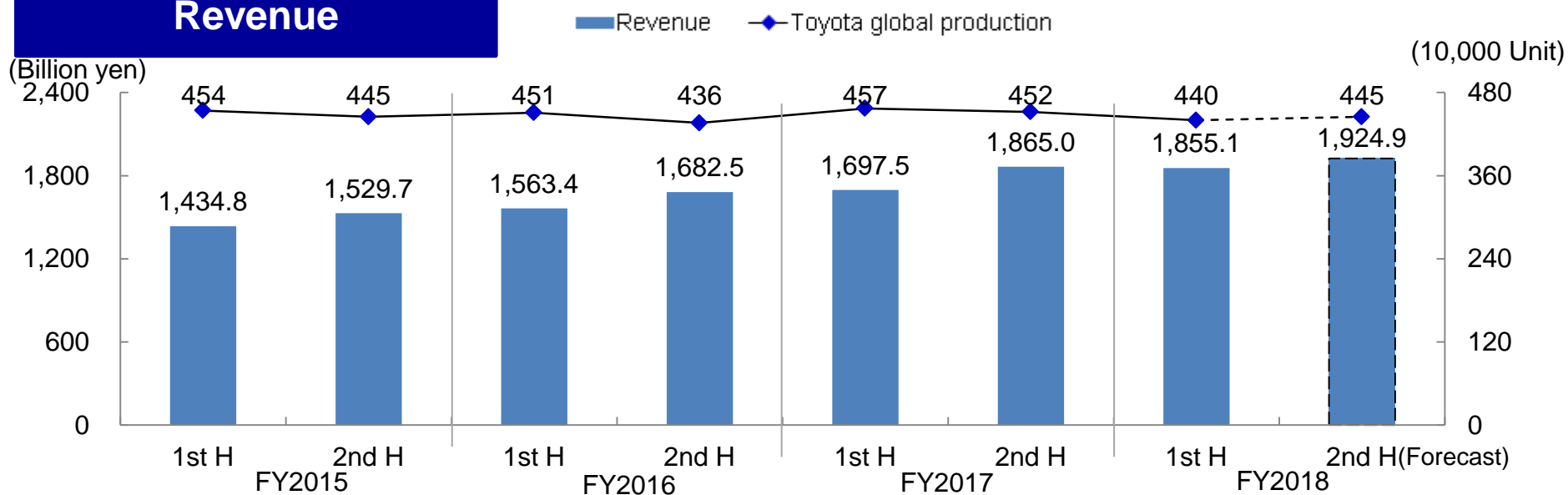
Operating Profit



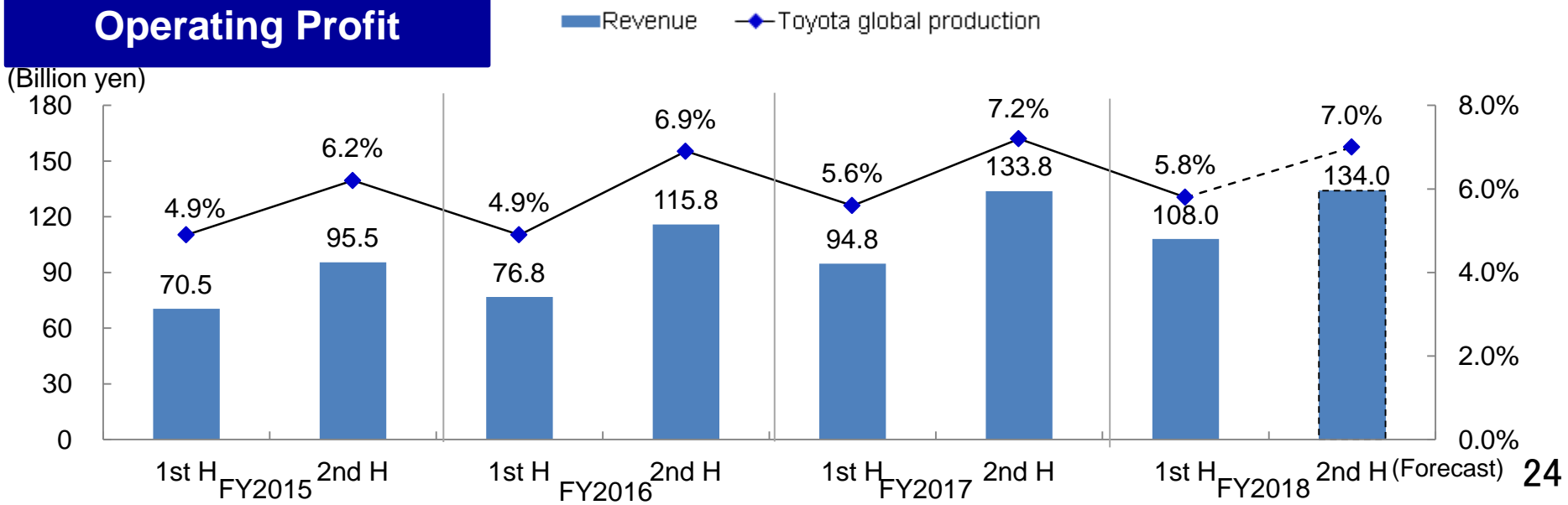
Half Yearly Performance

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

Revenue



Operating Profit



Dividend per Share

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

		FY2013	FY2014	FY2015	FY2016	FY2017	FY2018 (Forecast)
Dividend (Yen)	Interim	25	35	45	50	50	60
	Year-end	50	60	50	50	75	70
	Total	75	95	95	100	125	130
Dividend Payout Ratio		27.3%	29.7%	34.7%	28.2%	28.1%	28.3%
Repurchase of Treasury Stock (billion yen)		0	0	0	0	49.0	(※1) 70.0
Total return Ratio*		27.3%	29.7%	34.7%	28.2%	66.5%	83.0%

(*1) Repurchasing of common stock is authorized by the board of directors' meeting held in May 2017

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

