

The next frontier in mobility.

# **FY2019 3<sup>rd</sup> Quarter Consolidated Financial Results**

**February 1<sup>st</sup>, 2019**

**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.

<b>1.Consolidated Operating Results (FY2019 3<sup>rd</sup> Quarter(9 months))</b>	<b>P.2-7</b>
<b>2.Consolidated Operating Forecast (FY2019- 12 months)</b>	<b>P.8-13</b>
<b>3.Reference Information</b>	<b>P.14-24</b>

# **1.Consolidated Operating Results (FY2019 3<sup>rd</sup> Quarter(9 months))**

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# **FY2019 3<sup>rd</sup> Quarter(9 months) Overview of Financial Results**

- 1. Revenue for FY2019 3<sup>rd</sup> quarter is the highest ever before, due to the increase of AT, Brake and Body parts sales.**
- 2. Operating profit for FY2019 3<sup>rd</sup> quarter decreased due to the increase of fixed cost such as depreciation cost by advanced investment, R&D cost and quality-related costs, in spite of the increase of sales and cost structure improvement etc.**
- 3. Regarding the annual forecast, revenue and profit is revised downward due to the unfavorable result of 3<sup>rd</sup> quarter, revision of AT sales forecast and the slowdown in Chinese market etc.**

# Consolidated Operating Results

(FY2019 3<sup>rd</sup> Quarter(9 months))



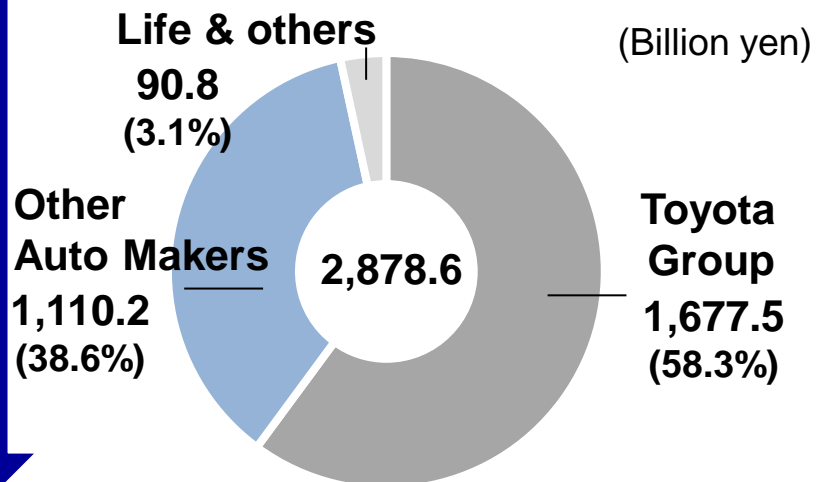
(Billion yen)	FY2018 3Q		FY2019 3Q		Change	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%
Revenue	2,878.6	-	3,013.3	-	+134.7	+4.7
Operating Profit	185.6	6.4	161.4	5.4	-24.2	-13.1
Profit before income taxes	200.9	7.0	174.7	5.8	-26.2	-13.0
Profit for the period *	96.4	3.3	83.2	2.8	-13.2	-13.7
EPS	349.26 yen	-	308.80 yen	-	-40.46 yen	-11.6

Pre-conditions	FX Rate	USD 112 yen	USD 111 yen	-1 yen	-0.9
		CNY 16.7 yen	CNY 16.6 yen	-0.1 yen	-0.6
	Toyota production (10,000 Unit)	672	680	+8	+1.2
	AT sales (10,000 Unit)	725	752	+27	+3.7

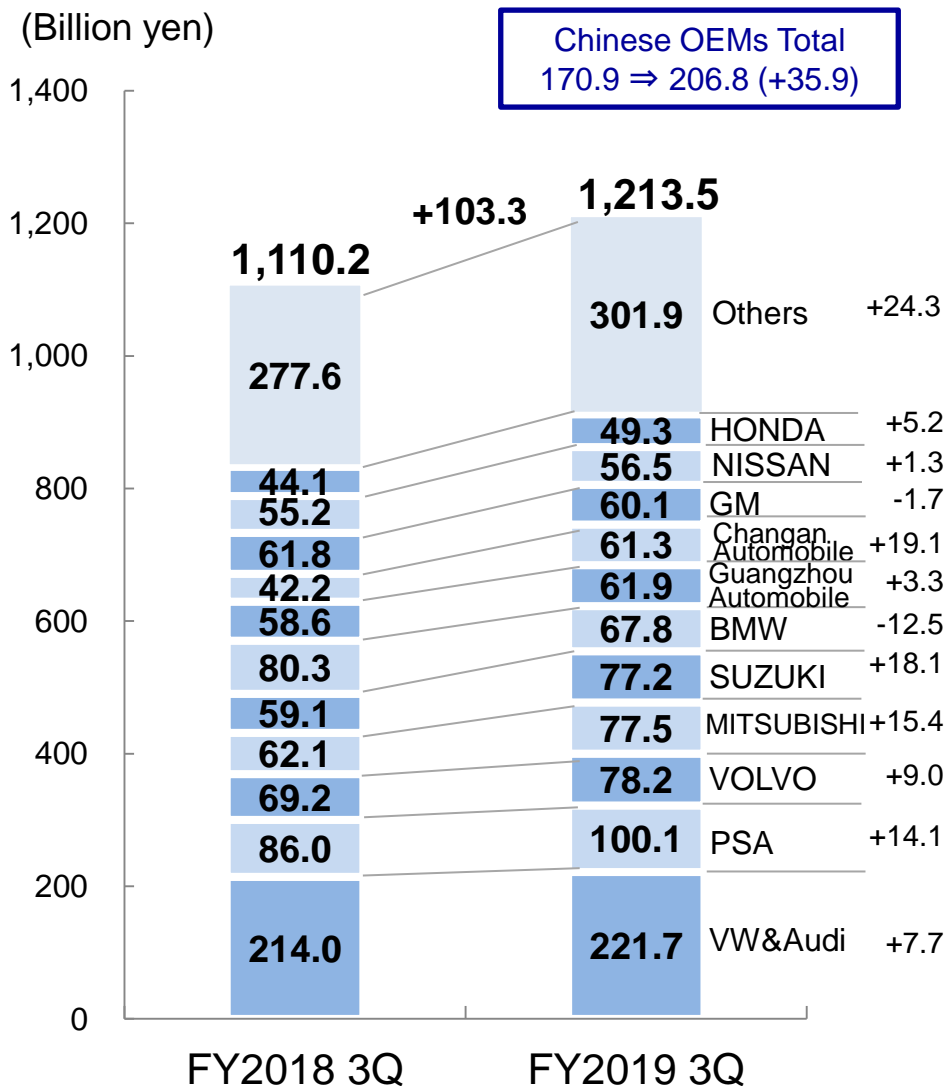
\* Profit for the period attributable to Owners of the parent

# Sales by Customer(FY2019 3<sup>rd</sup> Quarter(9 months))

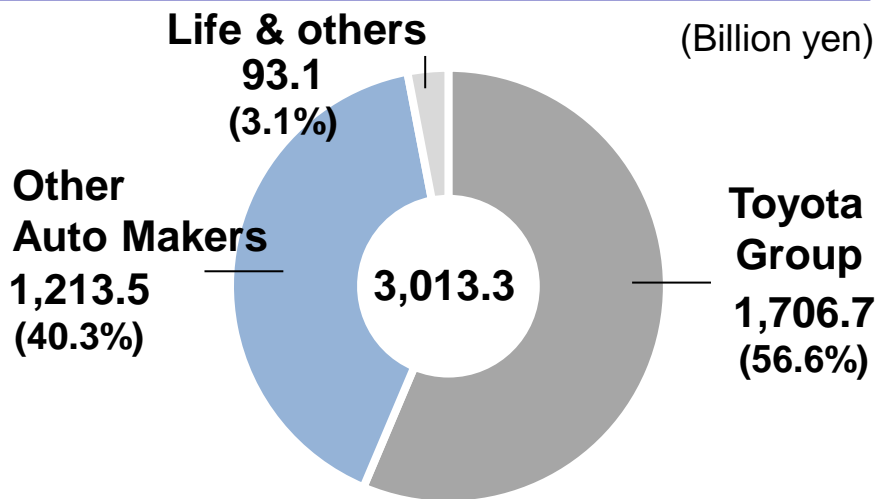
## FY2018 3<sup>rd</sup> Quarter Revenue



## Other Auto Makers sales breakdown

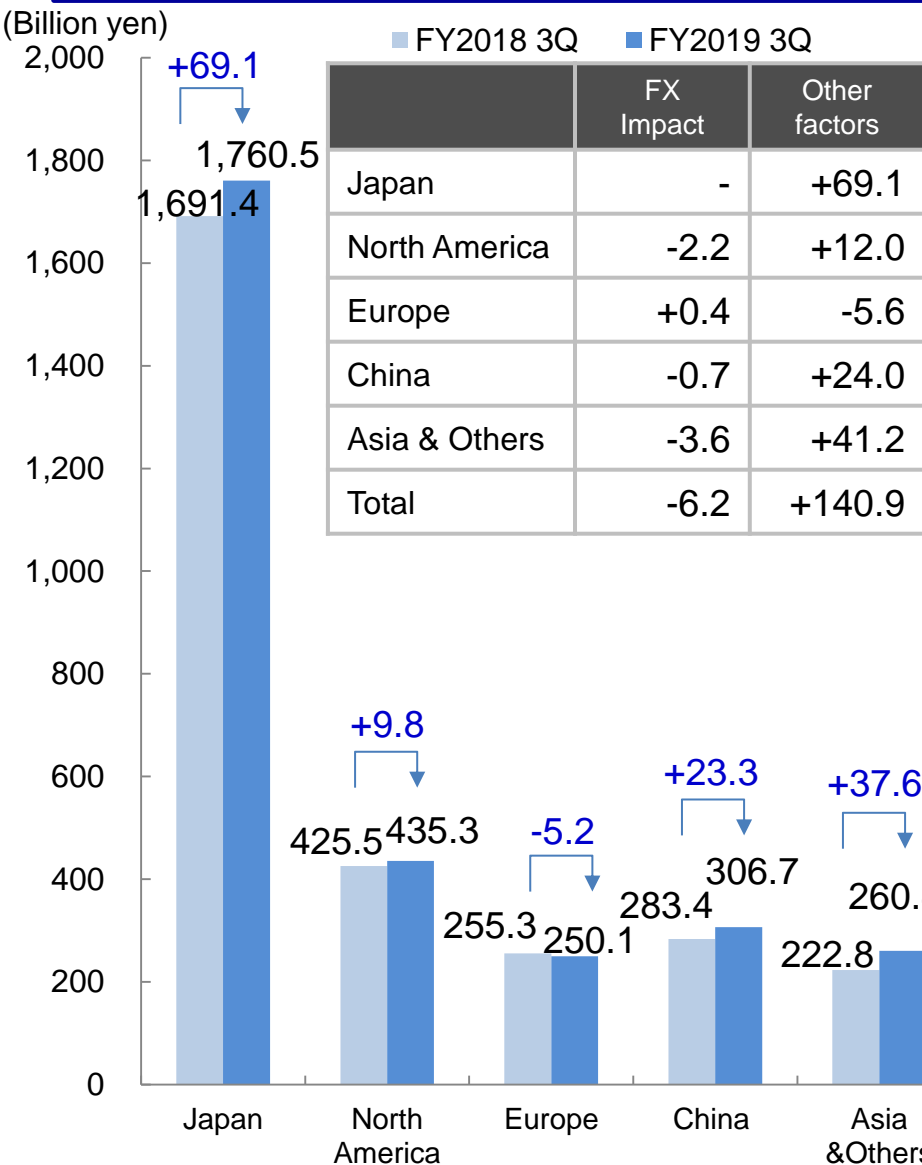


## FY2019 3<sup>rd</sup> Quarter Revenue (+134.7)

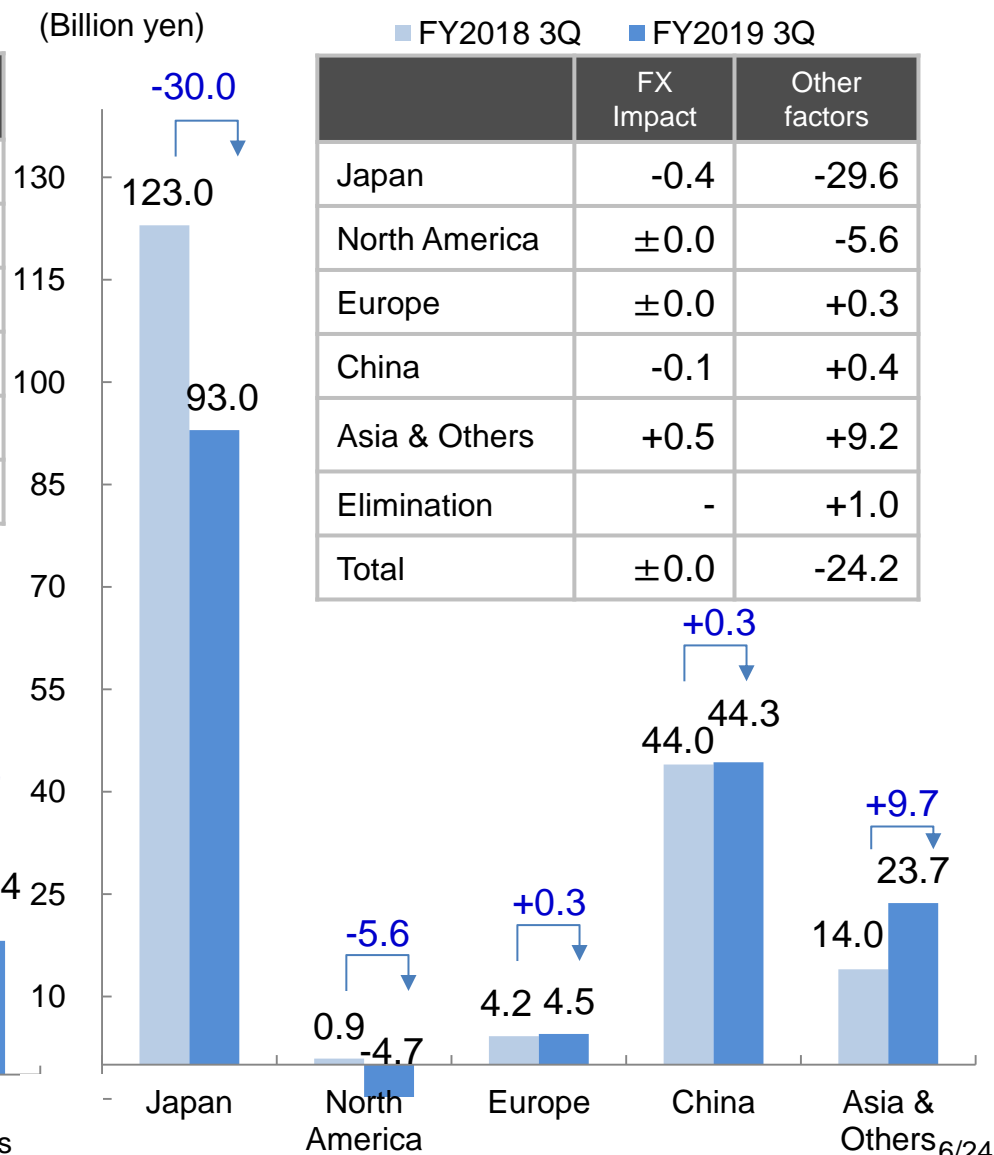


# Segment Information (FY2019 3<sup>rd</sup> Quarter(9 months))

## Revenue (+ 134.7)



## Operating Profit (- 24.2)

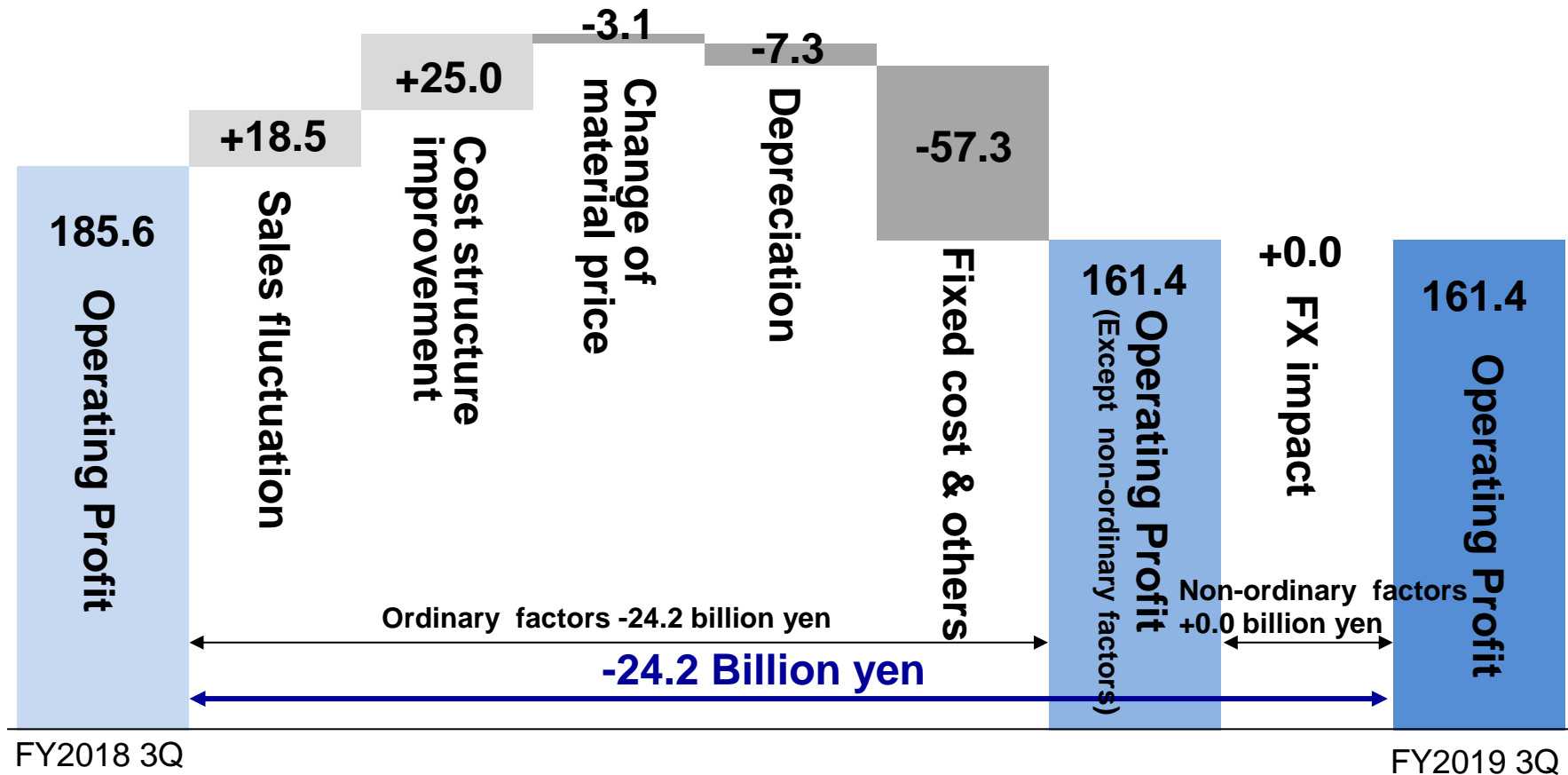


# Fluctuations for Operating Profit

(FY2019 3<sup>rd</sup> Quarter(9 months))

FY2018 3Q / FY2019 3Q

(Billion yen)





## **2. Consolidated Operating Forecast (FY2019 - 12 months)**

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# Consolidated Operating Forecast

(FY2019 - 12 months)



(Billion yen)	FY2018		FY2019		Change		FY2019	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%	Forecast in October	Rate to Revenue %
Revenue	3,908.9	–	3,980.0	–	+71.1	+1.8	4,000.0	–
Operating Profit	253.8	6.5	210.0	5.3	-43.8	-17.3	234.0	5.9
Profit before income taxes	268.1	6.9	223.0	5.6	-45.1	-16.8	247.0	6.2
Profit for the period *	134.5	3.4	109.0	2.7	-25.5	-19.0	122.0	3.1
EPS	490.22 yen	–	404.47 yen	–	-85.75 Yen	-17.5	452.71 yen	–

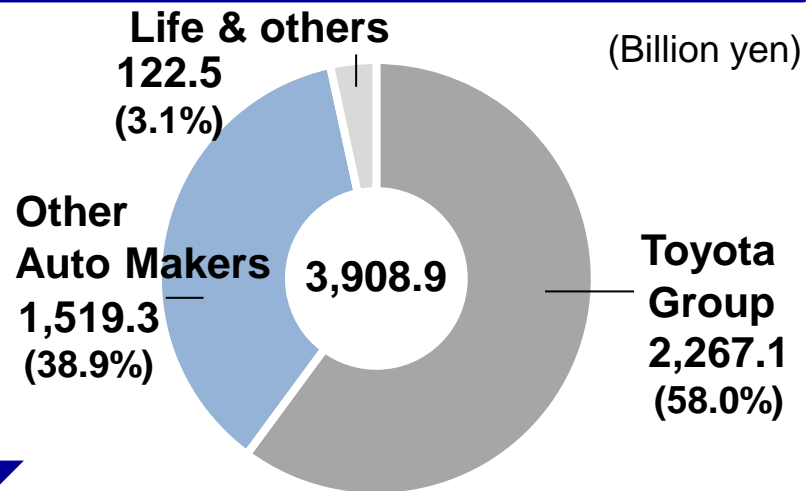
Pre-conditions	FX Rate	USD 111 yen	USD 110 yen	-1 yen	-0.9	USD 110 yen
		CNY 16.8 yen	CNY 16.3 yen	-0.5 yen	-3.0	CNY 16.4 yen
	Toyota production (10,000 Unit)	892	904	+12	+1.4	897
	AT sales (10,000 Unit)	983	990	+7	+0.7	1,000

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

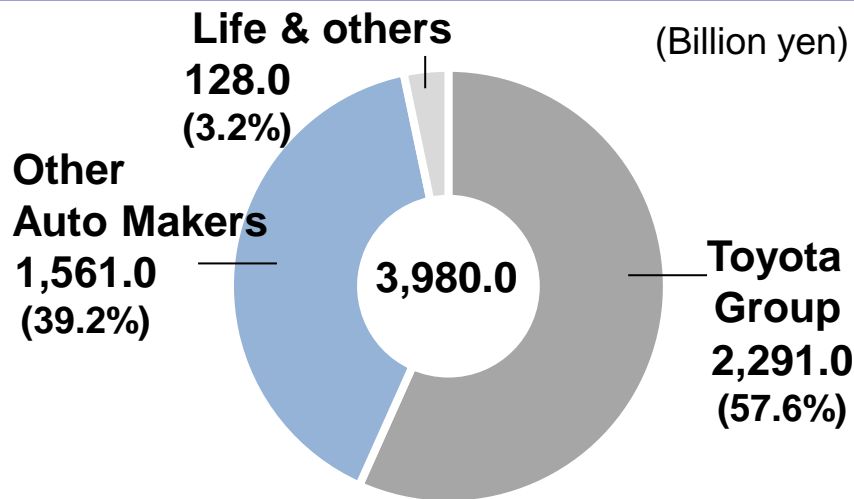
# Forecast of Sales by Customer

(FY2019 - 12 months)

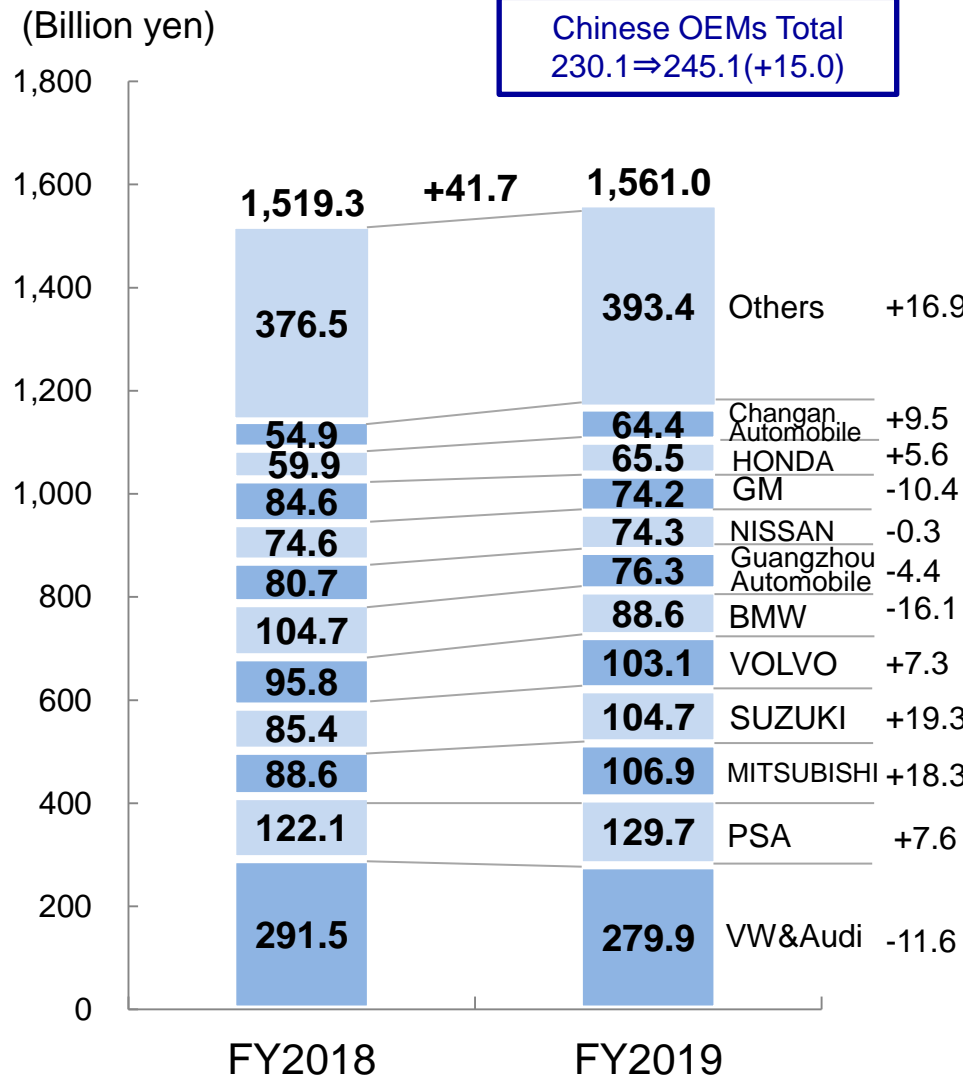
## FY2018 Revenue



## FY2019 Revenue (+ 71.1)

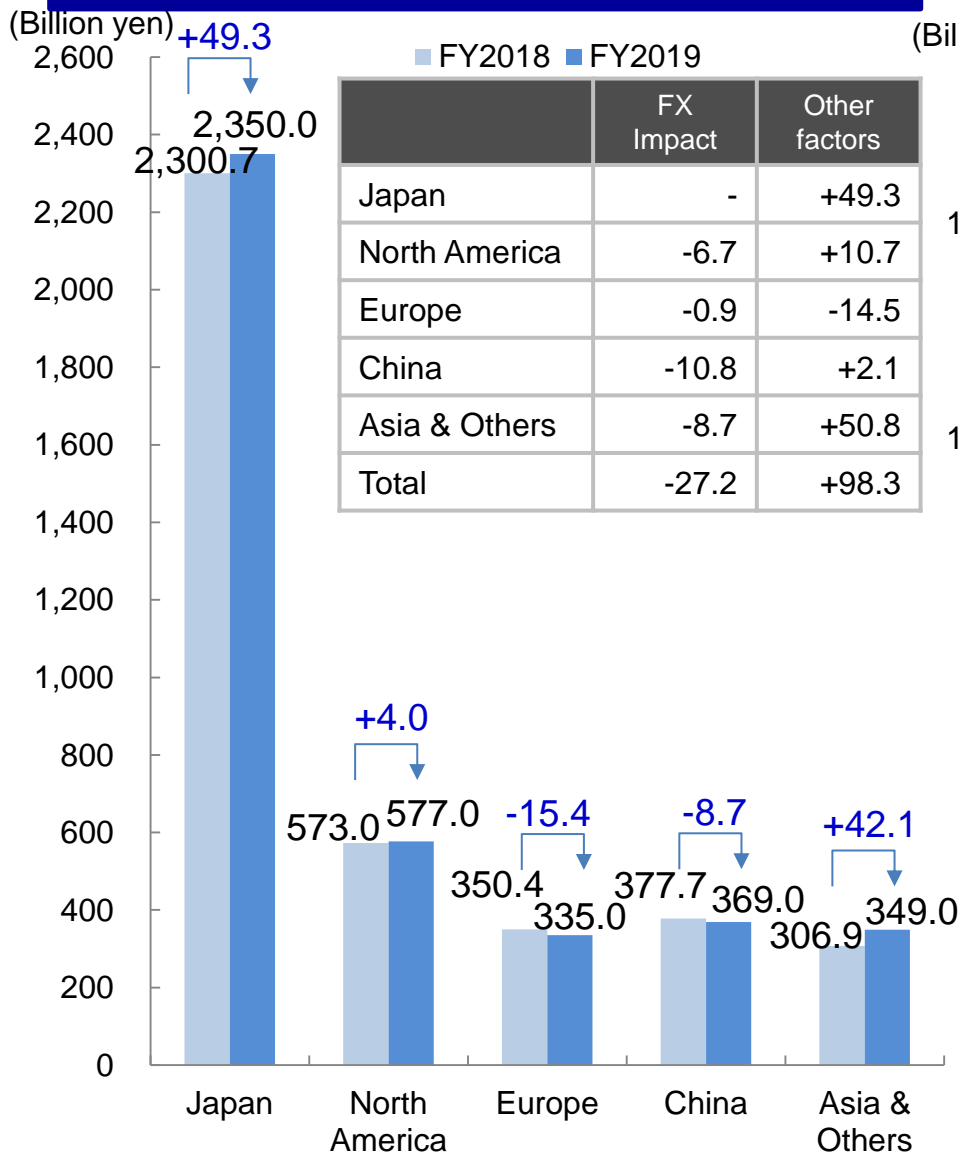


## Other Auto Makers sales breakdown

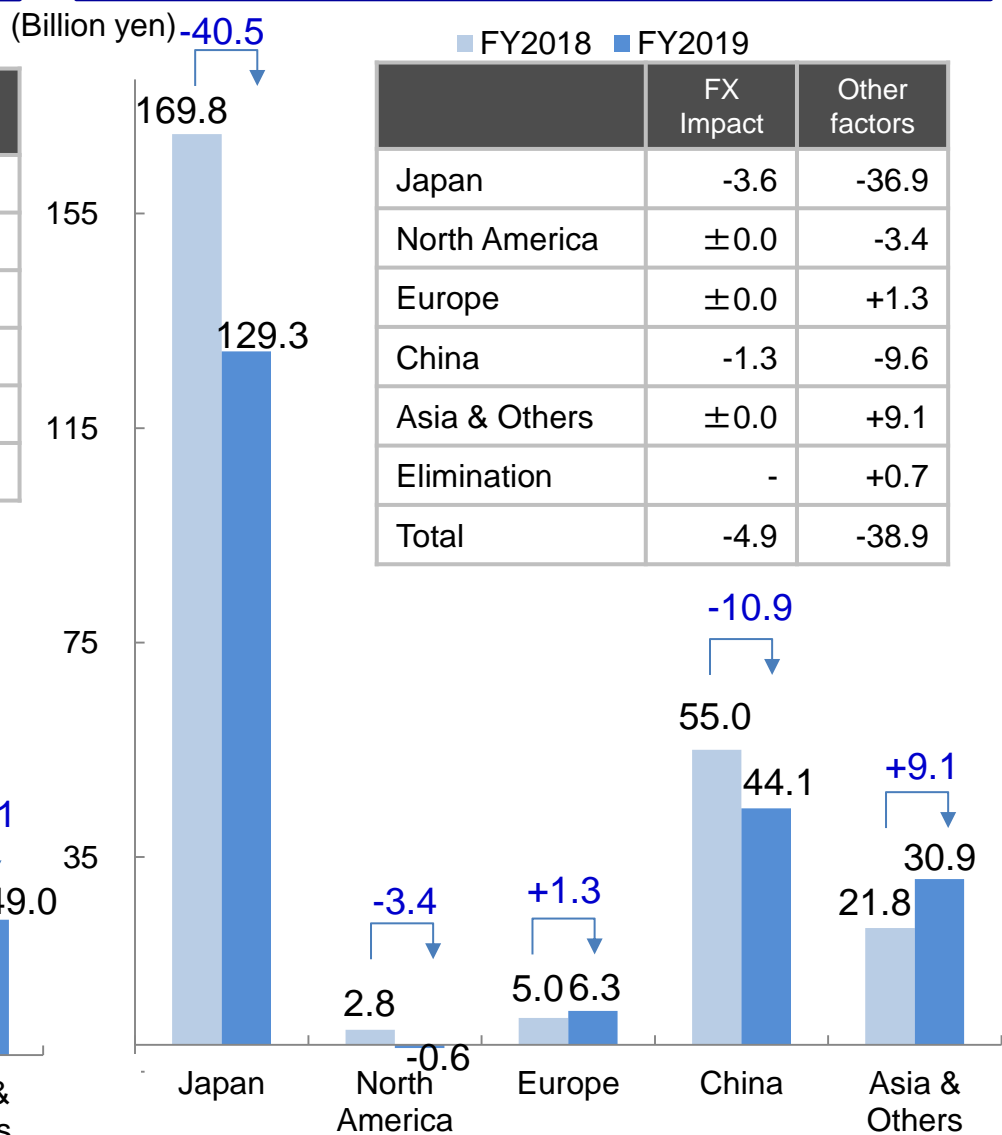


# Forecast of Segment Information (FY2019 - 12 months)

## Revenue (+71.1)



## Operating Profit (- 43.8)

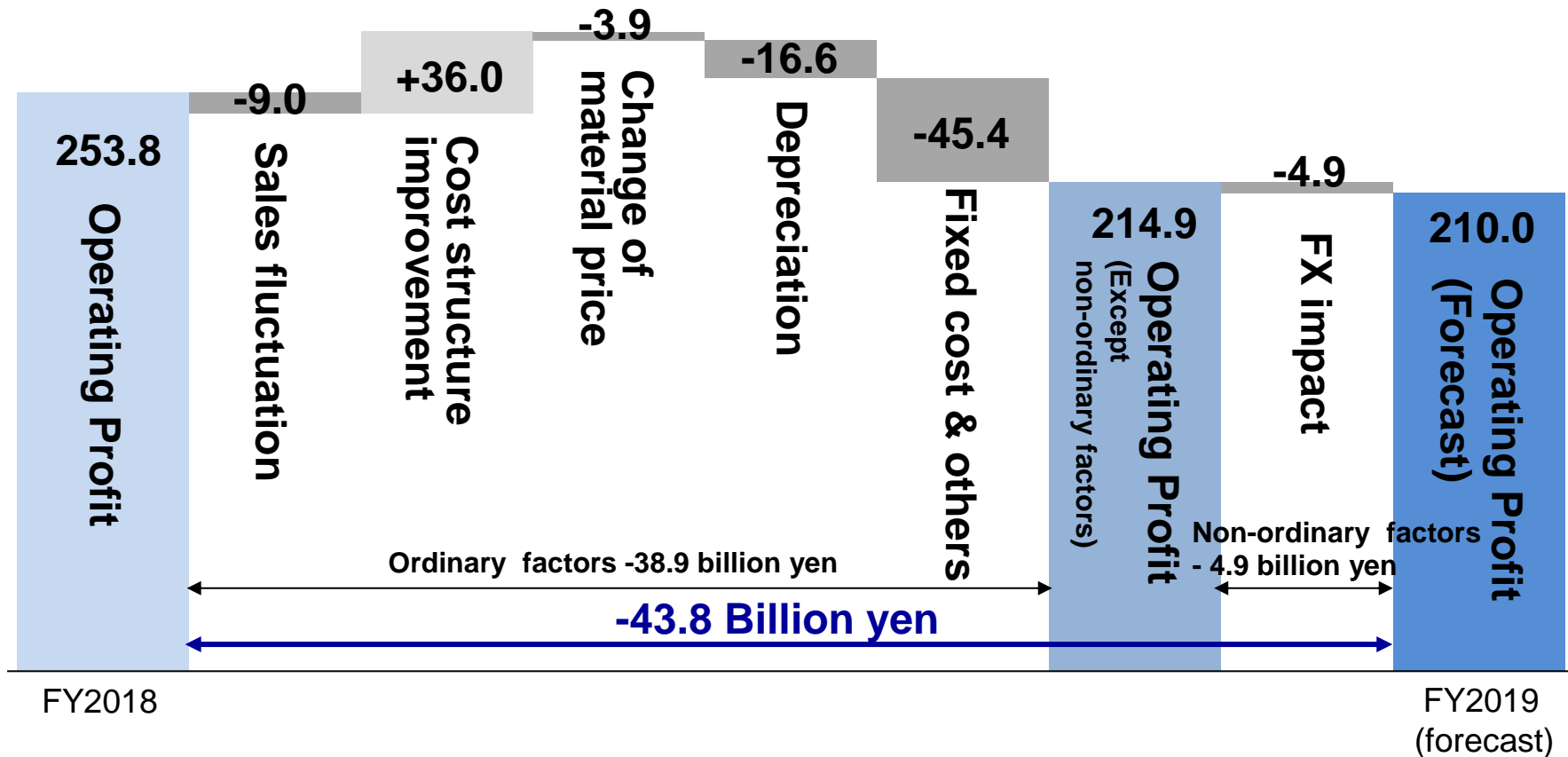


# Forecast of Fluctuations for Operating Profit

(FY2019 - 12 months)

FY2018 / FY2019

(Billion yen)

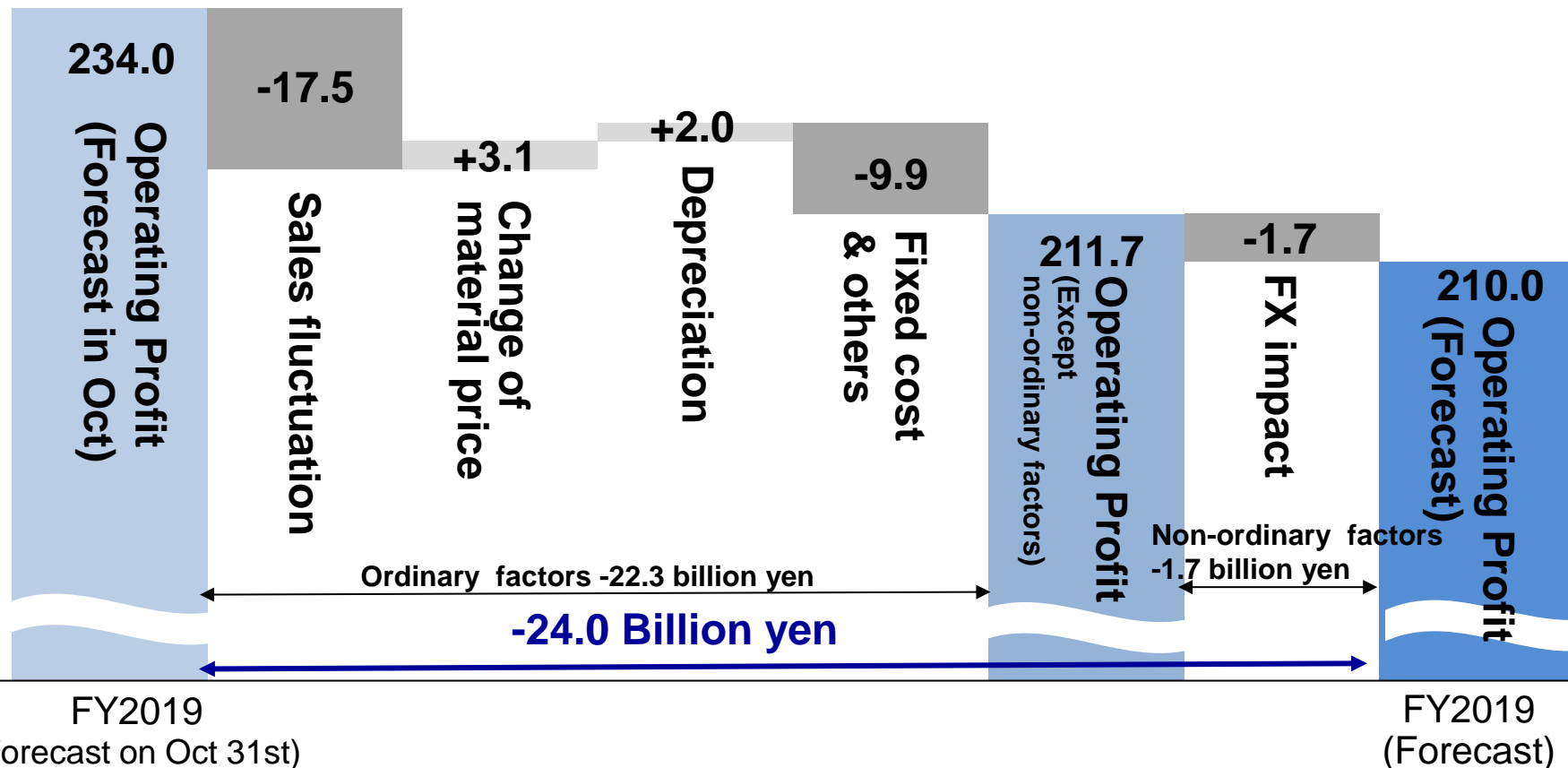


# Forecast of Fluctuations for Operating Profit

(FY2019 - 12 months)

FY2019(Forecast in October)  
/ FY2019 (Forecast)

(Billion yen)



## 3. Reference information

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# Capital Expenditure/Depreciation/ R&D Expenditure

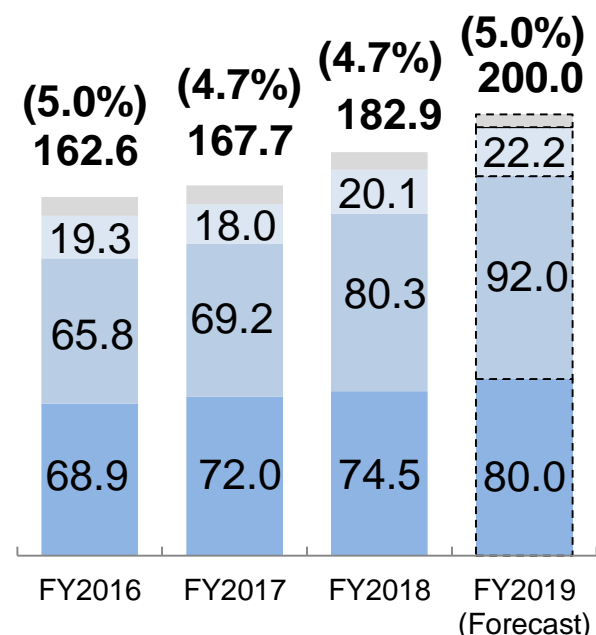
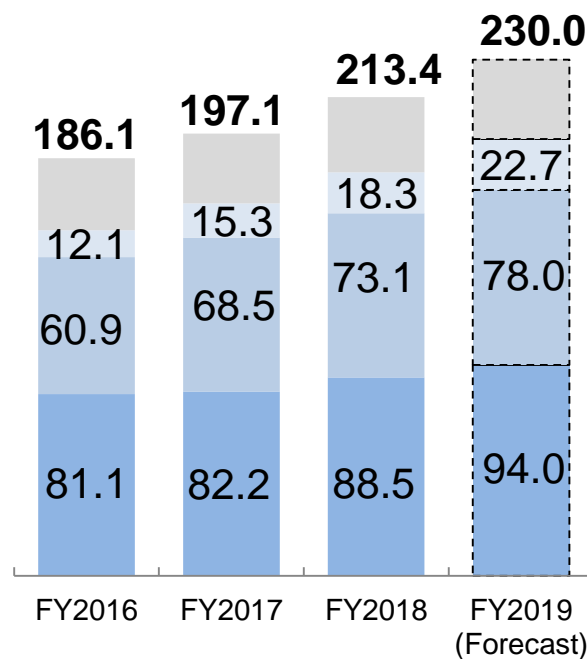
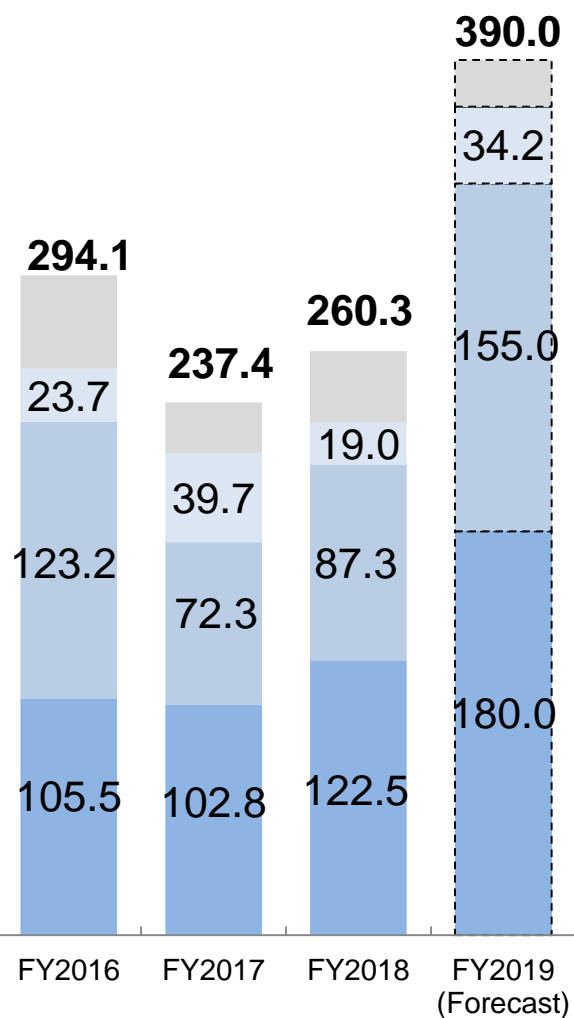
## Capital Expenditure

## Depreciation

## R&D Expenditure

(Billion yen)  
( ): Rate to sales

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





# Toyota car production

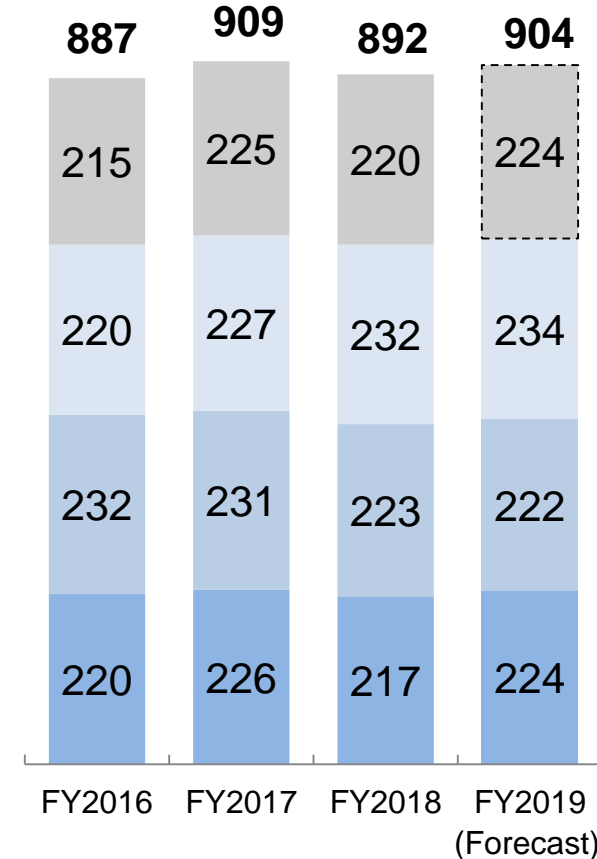
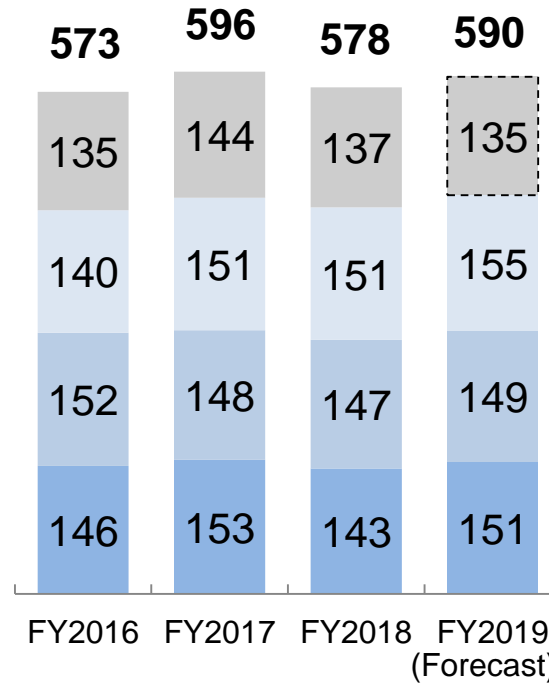
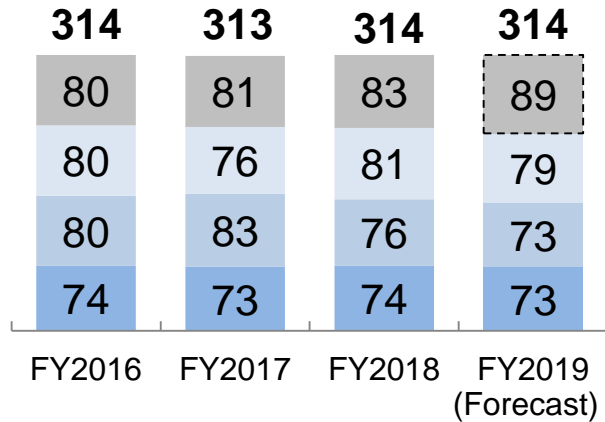
## Toyota Domestic production

## Toyota Oversea production

## Toyota global production

(10,000 Unit)

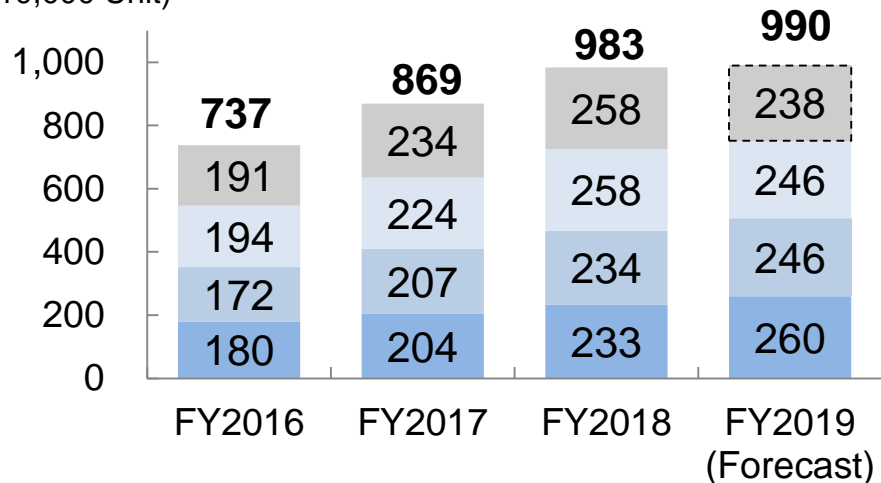
- 4Q
- 3Q
- 2Q
- 1Q



# Sales Number

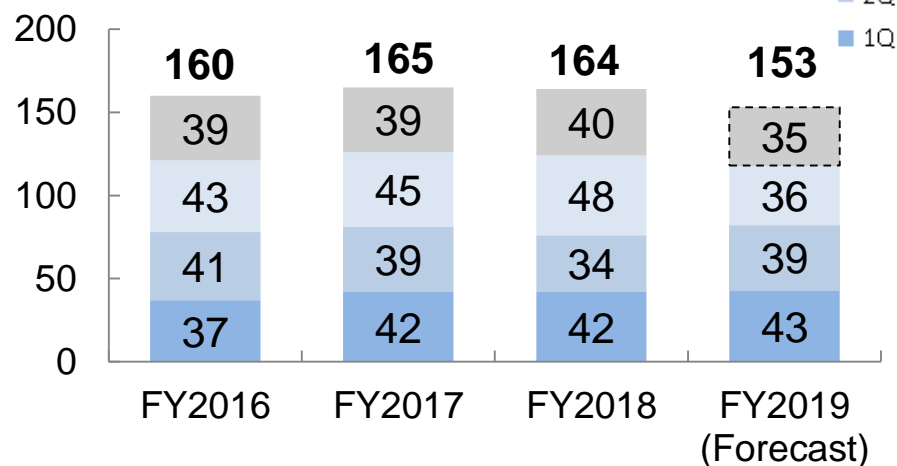
## AT sales

(10,000 Unit)



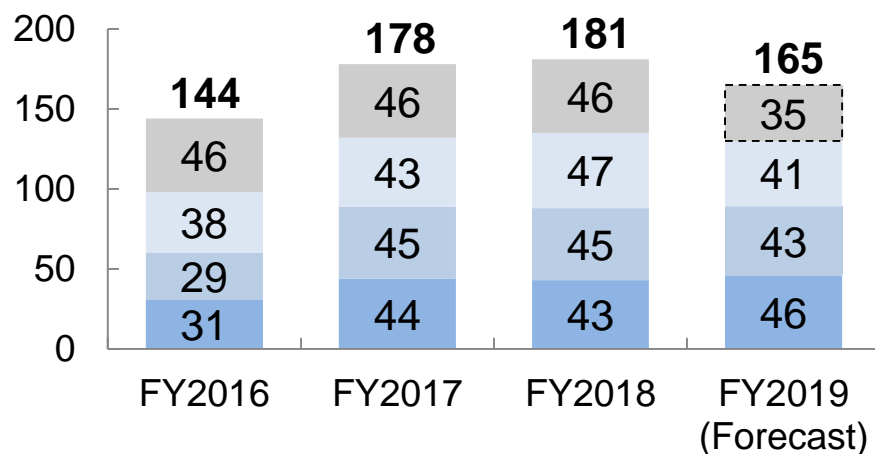
## MT sales

(10,000 Unit)



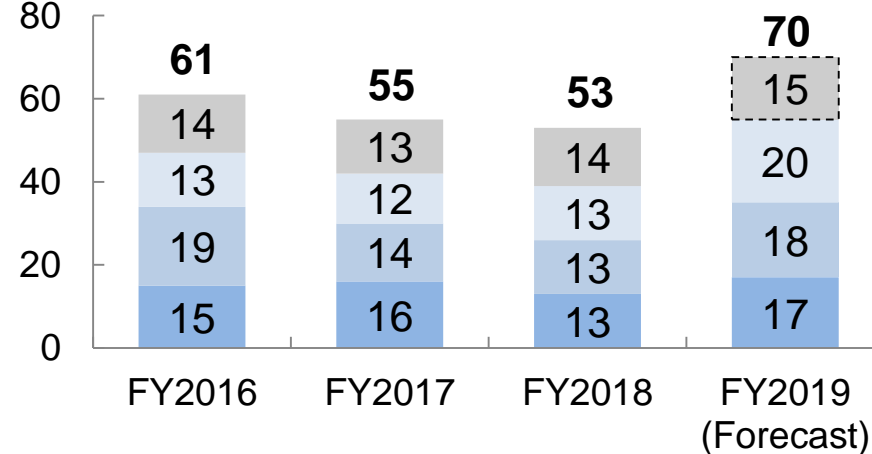
## Navigation System sales

(10,000 Unit)



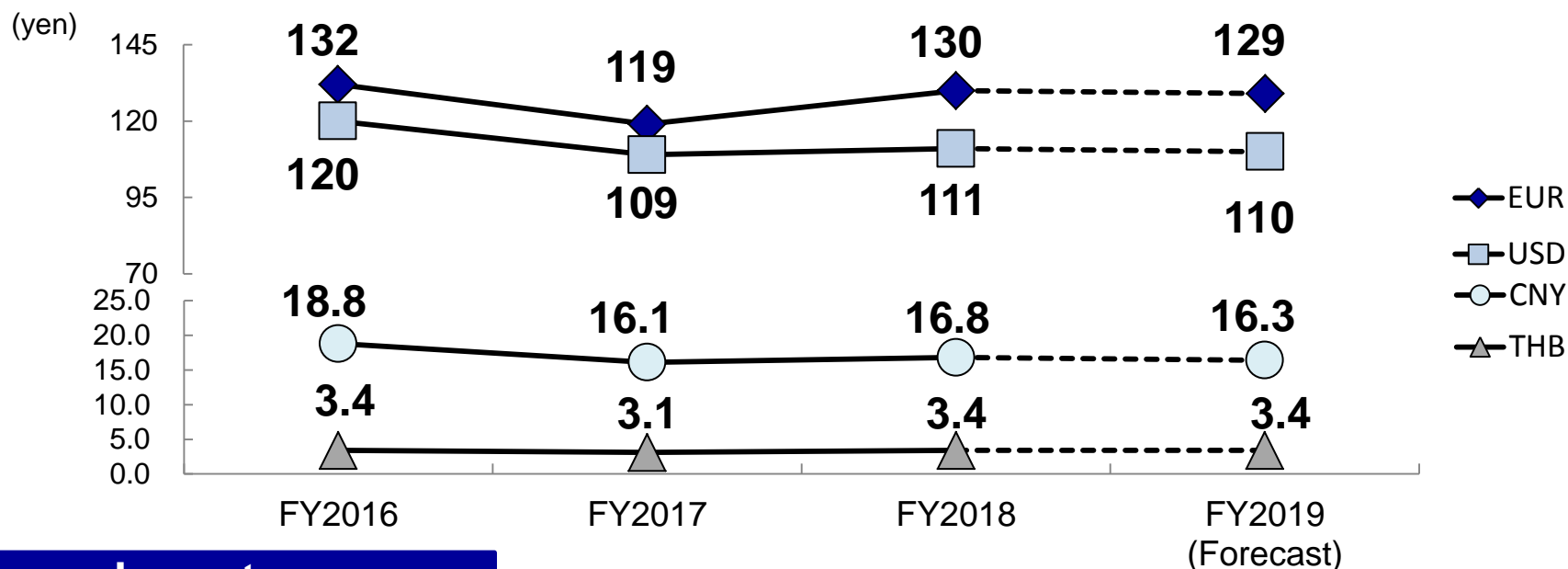
## Navigation Soft sales

(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 January
USD	1.27	1.34	1.13	1.14	USD	105
EUR	0.13	0.17	0.19	0.17	EUR	125
THB *	0.80	0.81	1.26	1.56	THB	3.2
CNY *	0.54	0.79	0.81	0.78	CNY	15.2

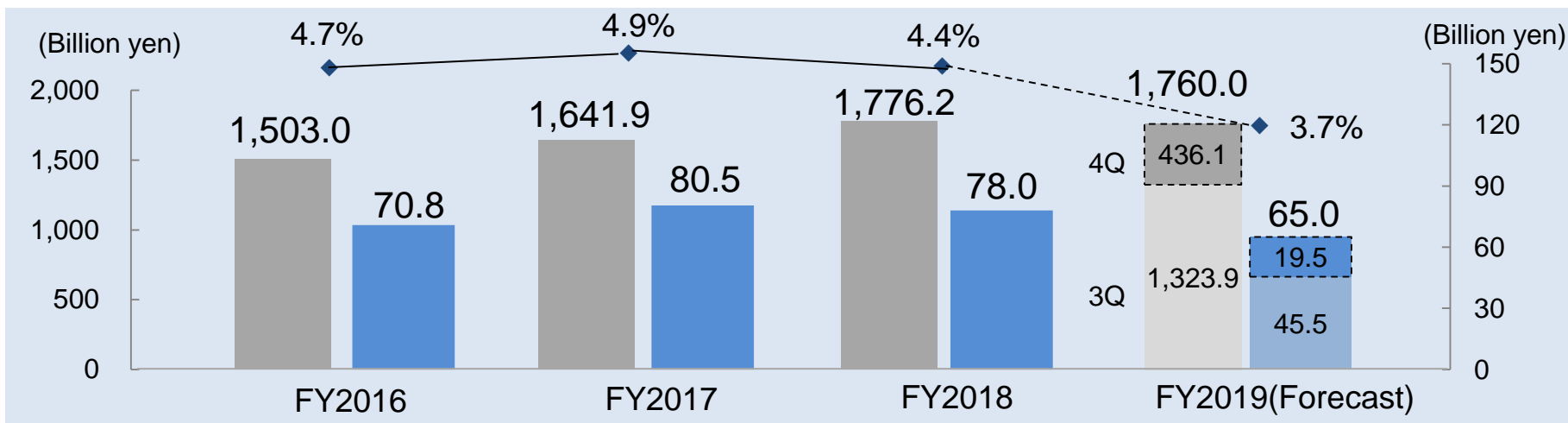
\* Impacts of THB and CNY are per 0.1yen.

# Financial Results of the Main Consolidated Companies I



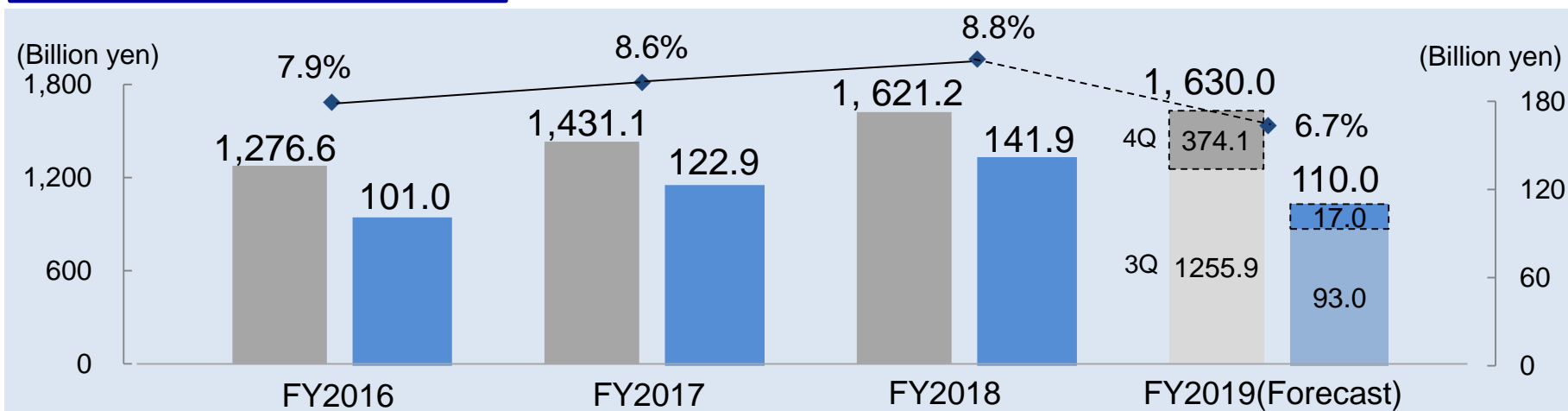
## AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



## AISIN AW Group

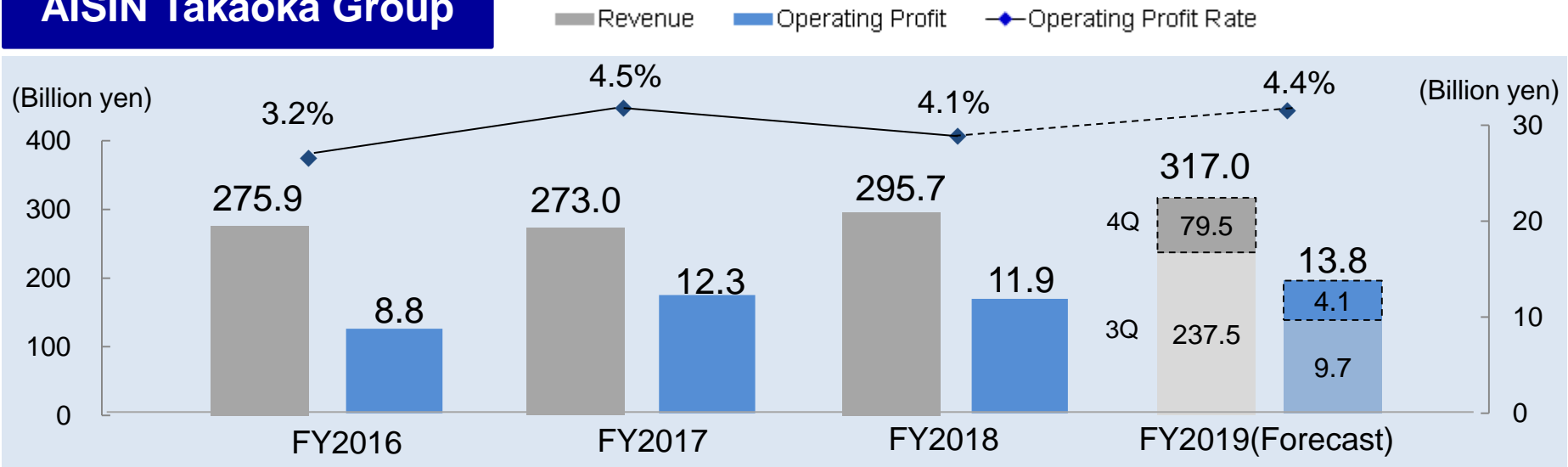
Revenue Operating Profit Operating Profit Rate



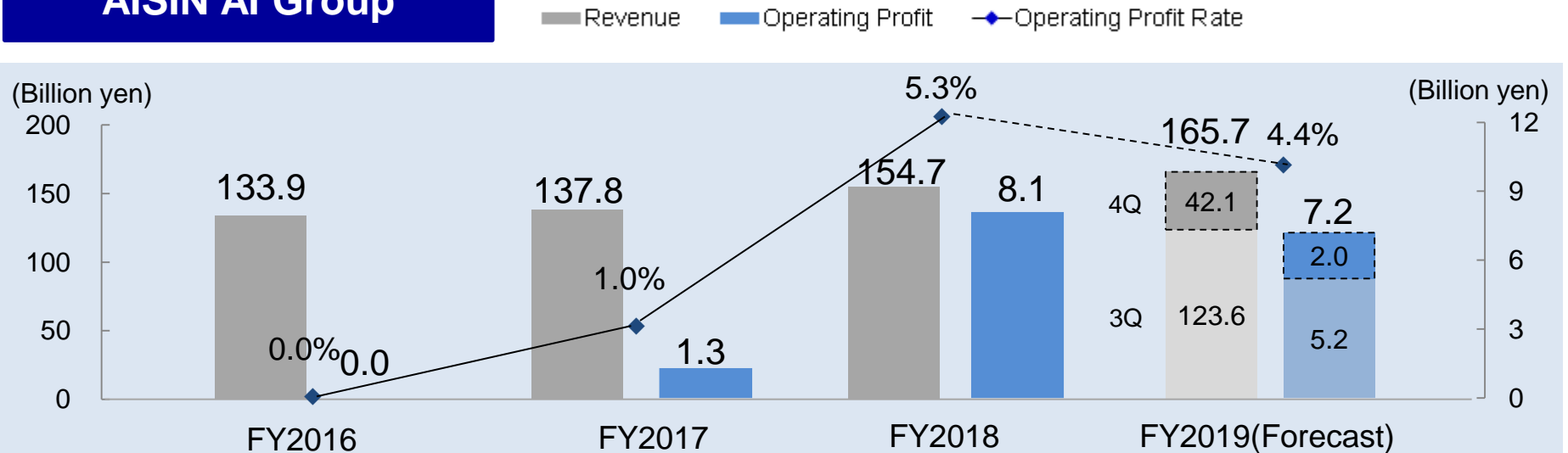
# Financial Results of the Main Consolidated Companies II



## AISIN Takaoka Group



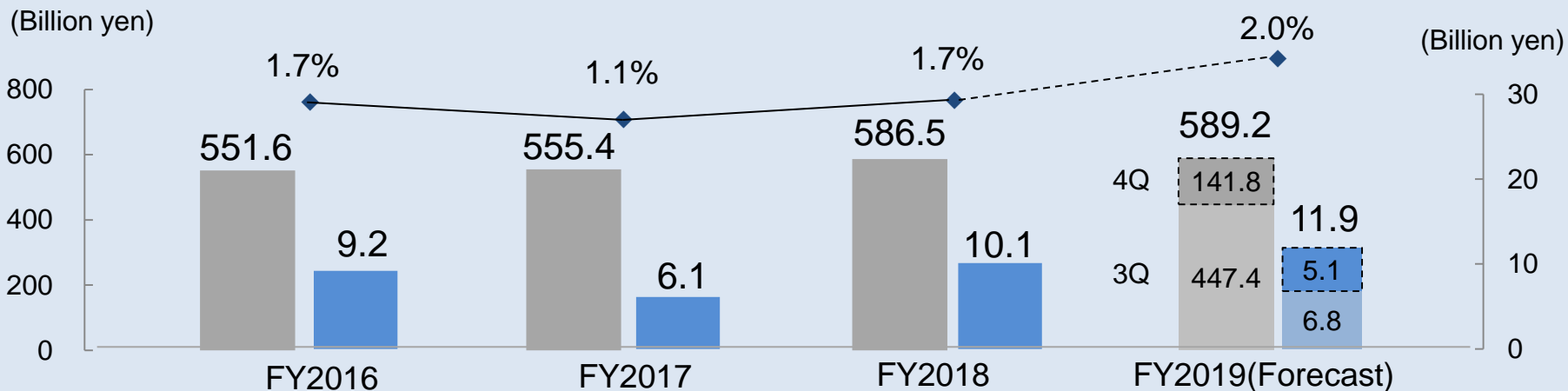
## AISIN AI Group



# Financial Results of the Main Consolidated Companies III

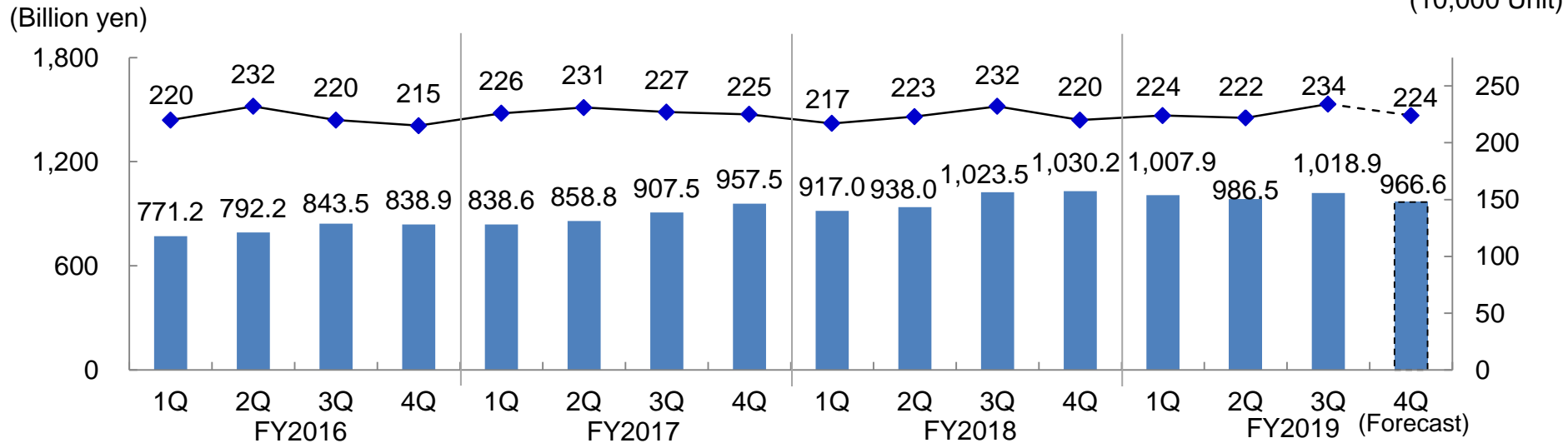
## ADVICS Group

Revenue Operating Profit Operating Profit Rate

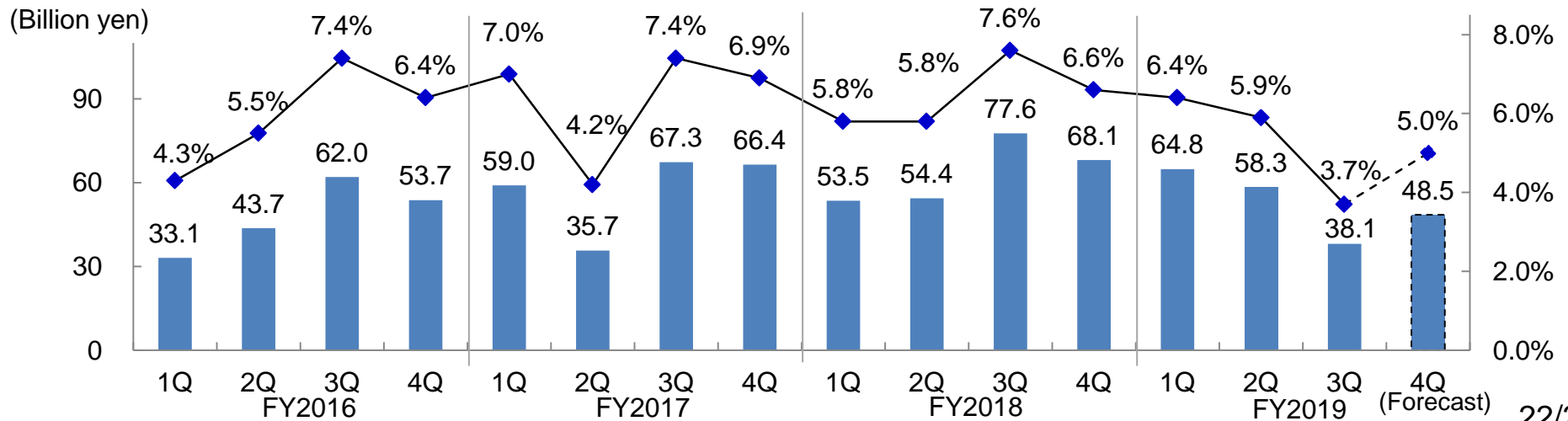


# Quarterly Performance

## Revenue

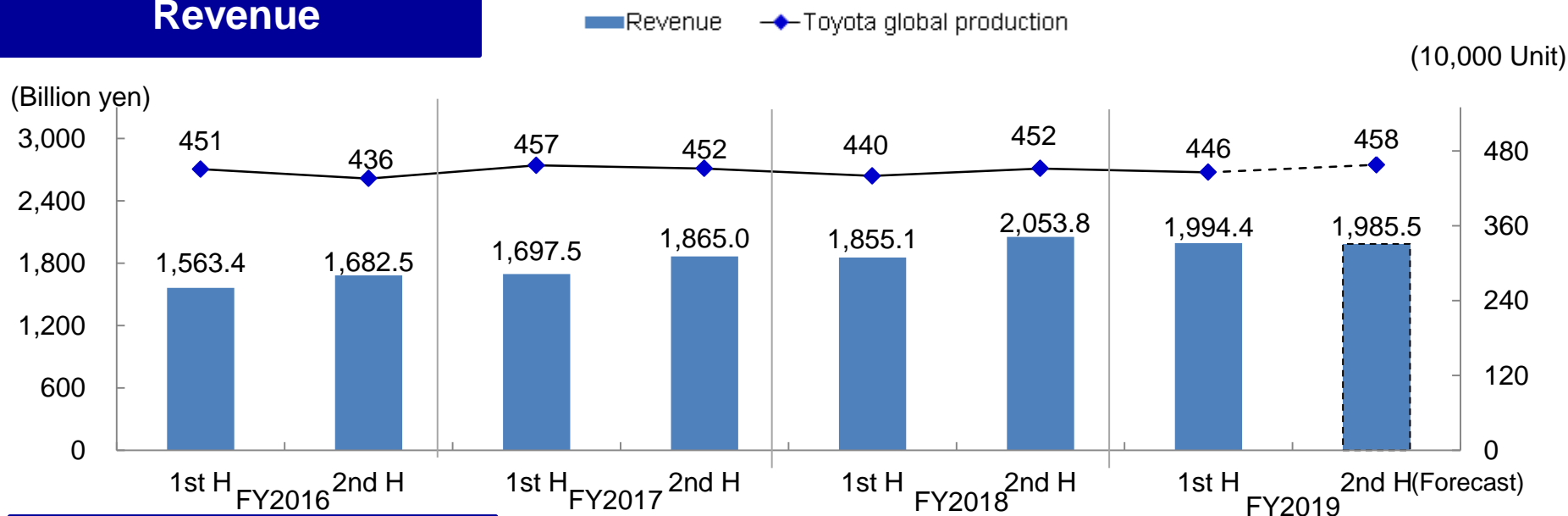


## Operating Profit

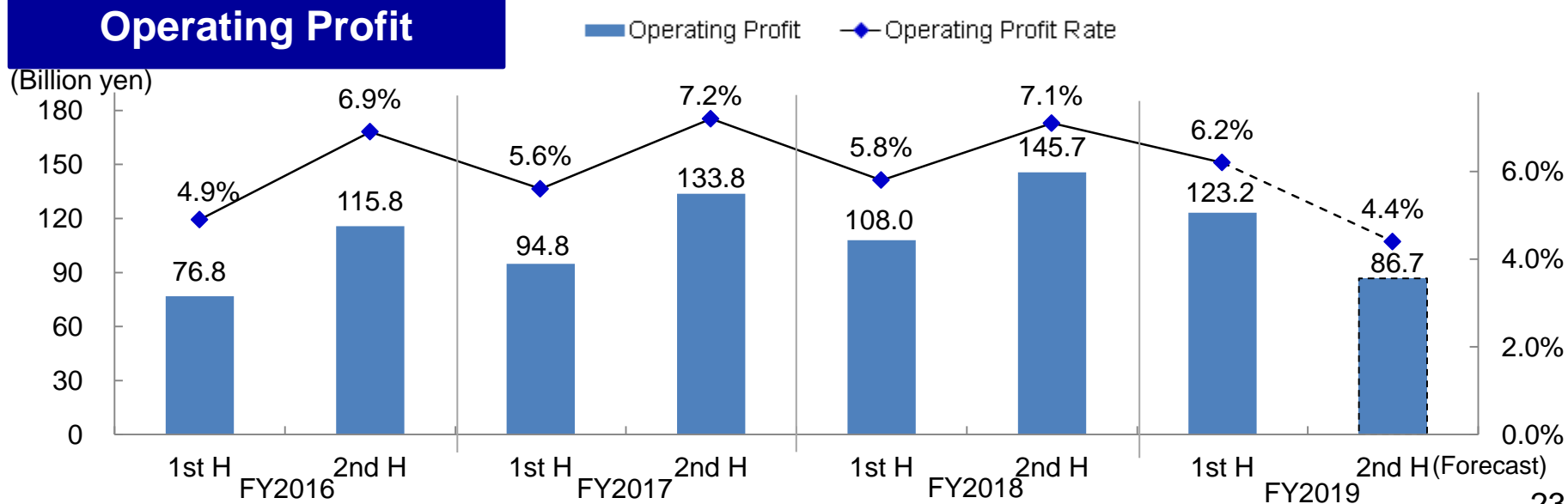


# Half Yearly Performance

## Revenue



## 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 (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%	37.1%
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

