FY2016 1st quarter
Consolidated Financial Report
(April 1, 2015 through June 30, 2015)
July 31, 2015
AISIN SEIKI Co., Ltd.
(http://www.aisin.com/)
Though TOYOTA Motors domestic production volume slightly decreased with major model change ahead, total sales increased from last year due to an increase of AT production volume in North America and China, and foreign exchange gain.

Operating income, Ordinary income and Net income decreased from last year, due to an increase in fixed cost such as depreciation cost, R&D, etc.

Though first quarter financial results slightly exceeded the original plan, first half forecast is not revised due to a decrease of production volume of Chinese customer and delay of recovery in Thailand.
Consolidated Operating Results (FY2016 1Q - 3 months)

**Net Sales**
- FY2015 1Q: 707.0 billion yen
- FY2016 1Q: 771.7 billion yen
- Change: +64.7 billion yen (+9.2%)

**Operating Income**
- FY2015 1Q: 38.4 billion yen
- FY2016 1Q: 33.8 billion yen
- Change: -4.6 billion yen (-11.5%)

**Net Income**
- FY2015 1Q: 23.8 billion yen
- FY2016 1Q: 22.3 billion yen
- Change: -1.5 billion yen (-6.2%)

**Ordinary Income**
- FY2015 1Q: 45.6 billion yen
- FY2016 1Q: 42.2 billion yen
- Change: -3.4 billion yen (-7.4%)

**EPS**
- FY2015 1Q: 84.52 yen
- FY2016 1Q: 79.01 yen
- Change: -5.51 yen (-6.5%)
Sales by Customer (FY2016 1Q - 3 months)

**FY2015 1Q** [Sales 707.0]

- **Life & others** 24.7
- **Other Manufacturers** 230.9

**FY2016 1Q** [Sales 771.7]

- **Life & others** 23.7
- **Other Manufacturers** 268.0

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The chart shows the sales distribution by customer for FY2015 1Q and FY2016 1Q. The sales breakdown is as follows:

**FY2015 1Q**
- Toyota Group: 451.3 billion yen (63.8%)
- Other Manufacturers: 230.9 billion yen

**FY2016 1Q**
- Toyota Group: 480.0 billion yen (62.2%)
- Other Manufacturers: 268.0 billion yen

Sales by customer for FY2015 1Q and FY2016 1Q are presented with a focus on major manufacturers.

- **AISIN**
- **GM**
- **ISUZU**
- **HONDA**
- **BMW**
- **SUZUKI**
- **NISSAN**
- **MITSUBISHI**
- **PSA**
- **VOLVO**
- **VW & Audi**

The chart indicates growth and decline trends across different manufacturers, with some showing positive growth (+7.1), while others show decreases (-1.3).
Segment Information (FY2016 1Q - 3 months)

### Net Sales

- **Japan**: 435.7 Billion yen (FY2015 1Q), 427.2 Billion yen (FY2016 1Q)
- **North America**: 145.4 Billion yen (FY2015 1Q), 116.6 Billion yen (FY2016 1Q)
- **Europe**: 65.3 Billion yen (FY2015 1Q), 55.8 Billion yen (FY2016 1Q)
- **Asia & Others**: 133.6 Billion yen (FY2015 1Q), 98.8 Billion yen (FY2016 1Q)

### Operating Income

- **Japan**: 28.9 Billion yen (FY2015 1Q), 18.7 Billion yen (FY2016 1Q)
- **North America**: 3.1 Billion yen (FY2015 1Q), 5.1 Billion yen (FY2016 1Q)
- **Europe**: 0.9 Billion yen (FY2015 1Q), 1.0 Billion yen (FY2016 1Q)
- **Asia & Others**: 5.1 Billion yen (FY2015 1Q), 7.8 Billion yen (FY2016 1Q)
Fluctuations for Ordinary Income (FY2016 1Q - 3 months)

Increase
+17.3

- 3.4 Decrease
45.6 → 42.2

Decrease
-20.7

Cost structure improvement
Forex rate
1US$ : ¥102 → ¥122
1EUR : ¥140 → ¥135

Non-operating
Depreciation
-7.7
R&D others
-13.0

Billion yen
Consolidated Operating Forecast (FY2016 2Q - 6 months)

Net Sales

- FY2015 2Q: 1,434.8 Billion yen
- FY2016 2Q: 1,550.0 Billion yen
  + 115.2 Billion yen (+8.0%)

Operating Income

- FY2015 2Q: 70.5 Billion yen
- FY2016 2Q: 72.0 Billion yen
  + 1.5 Billion yen

Net Income

- FY2015 2Q: 36.6 Billion yen
- FY2016 2Q: 35.0 Billion yen
  - 1.6 Billion yen

Ordinary Income

- FY2015 2Q: 81.3 Billion yen
- FY2016 2Q: 82.0 Billion yen
  + 0.7 Billion yen

EPS

- FY2015 2Q: 129.93 yen
- FY2016 2Q: 123.70 yen
Forecast of Sales by Customer (FY2016 2Q - 6 months)

FY2015 2Q【Sales 1,434.8】

Life & others 52.7
Other Manufacturers 463.1
Toyota Group 918.9 64.0%

FY2016 2Q【Sales 1,550.0】

Life & others 54.0
Other Manufacturers 531.0
Toyota Group 965.0 62.3%

Other Manufacturers sales breakdown

- A/M & Others 531.0
- Changan 6.8
- ISUZU 14.4
- SUZUKI 26.1
- HONDA 21.0
- NISSAN 21.9
- MITSUBISHI 21.9
- BMW 26.0
- VOLVO 19.4
- PSA 23.7
- PSA 28.5
- VW & Audi 139.1
- PSA 139.1

Billion yen
Forecast of Segment Information (FY2016 2Q - 6 months)

### Net Sales

<table>
<thead>
<tr>
<th>Region</th>
<th>FY2015 2Q (Billion yen)</th>
<th>FY2016 2Q (Billion yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>893.3</td>
<td>865.0</td>
</tr>
<tr>
<td>North America</td>
<td>228.1</td>
<td>273.0</td>
</tr>
<tr>
<td>Europe</td>
<td>107.4</td>
<td>127.0</td>
</tr>
<tr>
<td>Asia &amp; Others</td>
<td>205.8</td>
<td>285.0</td>
</tr>
</tbody>
</table>

### Operating Income

<table>
<thead>
<tr>
<th>Region</th>
<th>FY2015 2Q (Billion yen)</th>
<th>FY2016 2Q (Billion yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>56.0</td>
<td>40.8</td>
</tr>
<tr>
<td>North America</td>
<td>9.8</td>
<td>3.1</td>
</tr>
<tr>
<td>Europe</td>
<td>2.1</td>
<td>1.6</td>
</tr>
<tr>
<td>Asia &amp; Others</td>
<td>19.8</td>
<td>9.7</td>
</tr>
</tbody>
</table>
### Forecast of Fluctuations for Ordinary Income (FY2016 2Q - 6 months)

<table>
<thead>
<tr>
<th>Increase</th>
<th>+0.7 Increase</th>
<th>Decrease</th>
</tr>
</thead>
<tbody>
<tr>
<td>+30.1</td>
<td>81.3 → 82.0</td>
<td>-29.4</td>
</tr>
</tbody>
</table>

#### Cost structure improvement
- 12.0

#### Forex rate
- 1 USD: ¥103 → ¥121
- 1 EUR: ¥139 → ¥133

#### Non-operating Depreciation
- -18.6

#### R&D others
- -10.0

#### Non-operating
- -0.8

Billion yen
Financial Results of the Main Consolidated Companies I

AISIN SEIKI Group

AISIN AW Group

Operating income
Ordinary income
Sales

AISIN AW Group

Operating income
Ordinary income
Sales

Annual results
1QSales
< 357.0 >
< 303.9 >

1Q Income

Billion yen

FY2012 FY2013 FY2014 FY2015 FY2016 1H (Forecast)
**Financial Results of the Main Consolidated Companies II**

### AISIN Takaoka Group

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating income</th>
<th>Ordinary income</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2012</td>
<td>8.7</td>
<td>9.5</td>
<td>194.4</td>
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<td>FY2013</td>
<td>9.5</td>
<td>11.2</td>
<td>215.4</td>
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<tr>
<td>FY2014</td>
<td>9.3</td>
<td>12.3</td>
<td>247.4</td>
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<tr>
<td>FY2015</td>
<td>11.2</td>
<td>12.5</td>
<td>263.8</td>
</tr>
</tbody>
</table>

**1Q Sales (Forecast)**: < 68.1

### AISIN AI Group

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating income</th>
<th>Ordinary income</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2012</td>
<td>3.1</td>
<td>6.5</td>
<td>118.9</td>
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<tr>
<td>FY2013</td>
<td>2.9</td>
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<tr>
<td>FY2014</td>
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<td>127.7</td>
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<tr>
<td>FY2015</td>
<td>2.6</td>
<td>2.7</td>
<td>126.4</td>
</tr>
</tbody>
</table>

**1Q Sales (Forecast)**: < 29.4

**1Q Income**: -0.6 -0.5
Financial Results of the Main Consolidated Companies III

ADVICS Group

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating income</th>
<th>Ordinary income</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2012</td>
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<td>5.1</td>
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<td>FY2013</td>
<td>12.8</td>
<td>14.1</td>
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<tr>
<td>FY2014</td>
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<td>FY2015</td>
<td>9.6</td>
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<tr>
<td>FY2016</td>
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<td>6.5</td>
<td></td>
</tr>
<tr>
<td>1H (Forecast)</td>
<td>2.1</td>
<td>2.2</td>
<td></td>
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</tbody>
</table>

-- Annual results

1Q Sales < 133.3 >

Billion yen

Ordinary income

Sales