



The next frontier in mobility.

FY2019 1st Quarter Consolidated Financial Results

July 31st, 2018

AISIN SEIKI Co., Ltd.

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1. Consolidated Operating Results (FY2019 1st Quarter)

FY2019 1st 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 1st half forecast, revenue and profit are revised upward due to favorable 1Q result.

Consolidated Operating Results

(FY2019 1st Quarter)



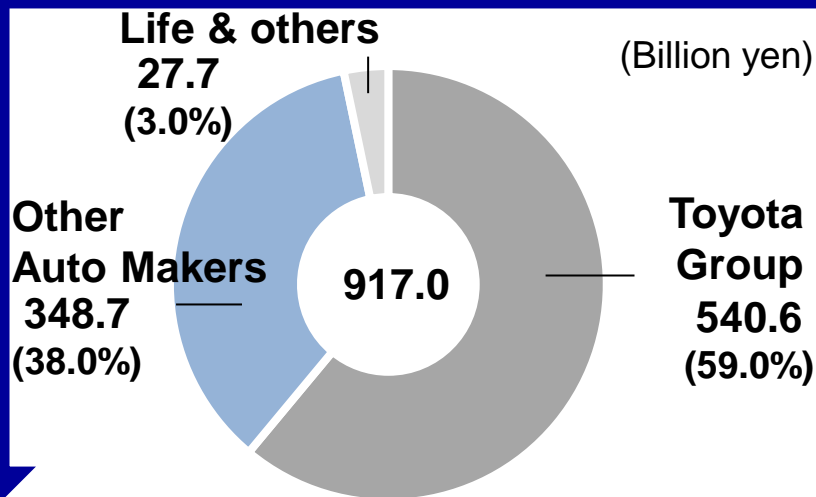
(Billion yen)	FY2018 1Q		FY2019 1Q		Change	
	Results	Rate to sales %	Results	Rate to sales %	Amount	%
Revenue	917.0	-	1,007.9	-	+90.9	+9.9
Operating Profit	53.5	5.8	64.8	6.4	+11.3	+21.2
Profit before income taxes	60.0	6.6	72.9	7.2	+12.9	+21.5
Profit for the period *	31.4	3.4	40.1	4.0	+8.7	+27.4
EPS	112.82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

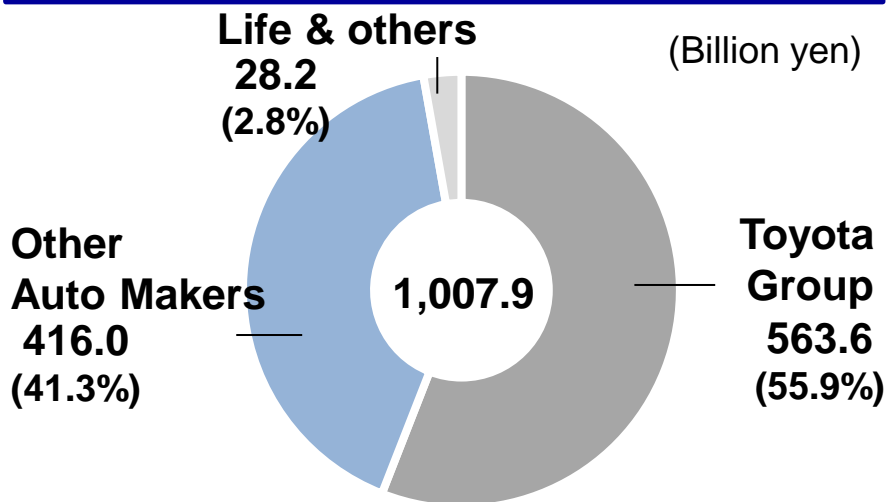
* Profit for the period attributable to Owners of the parent

Sales by Customer (FY2019 1st Quarter)

FY2018 1st Quarter Revenue



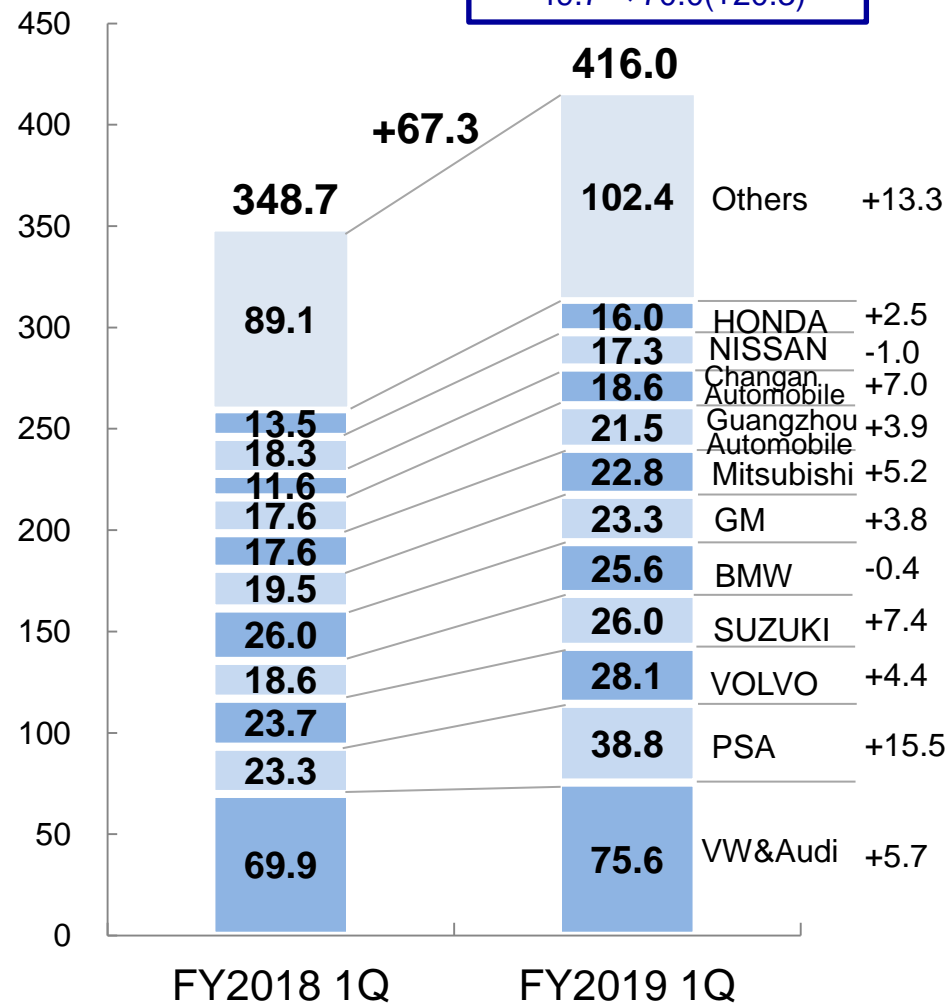
FY2019 1st Quarter Revenue (+ 90.9)



Other Auto Makers sales breakdown

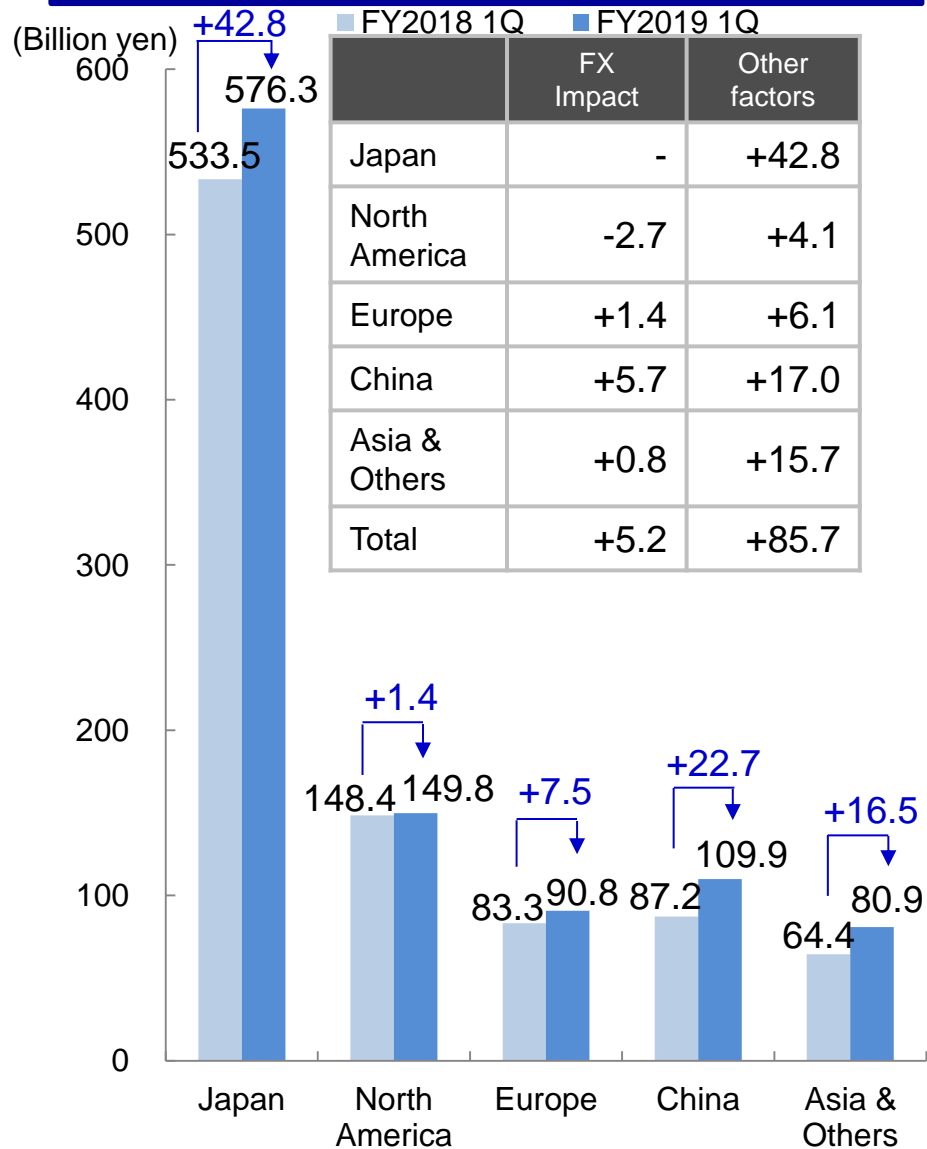
(Billion yen)

Chinese OEMs Total
49.7 ⇒ 70.0(+20.3)



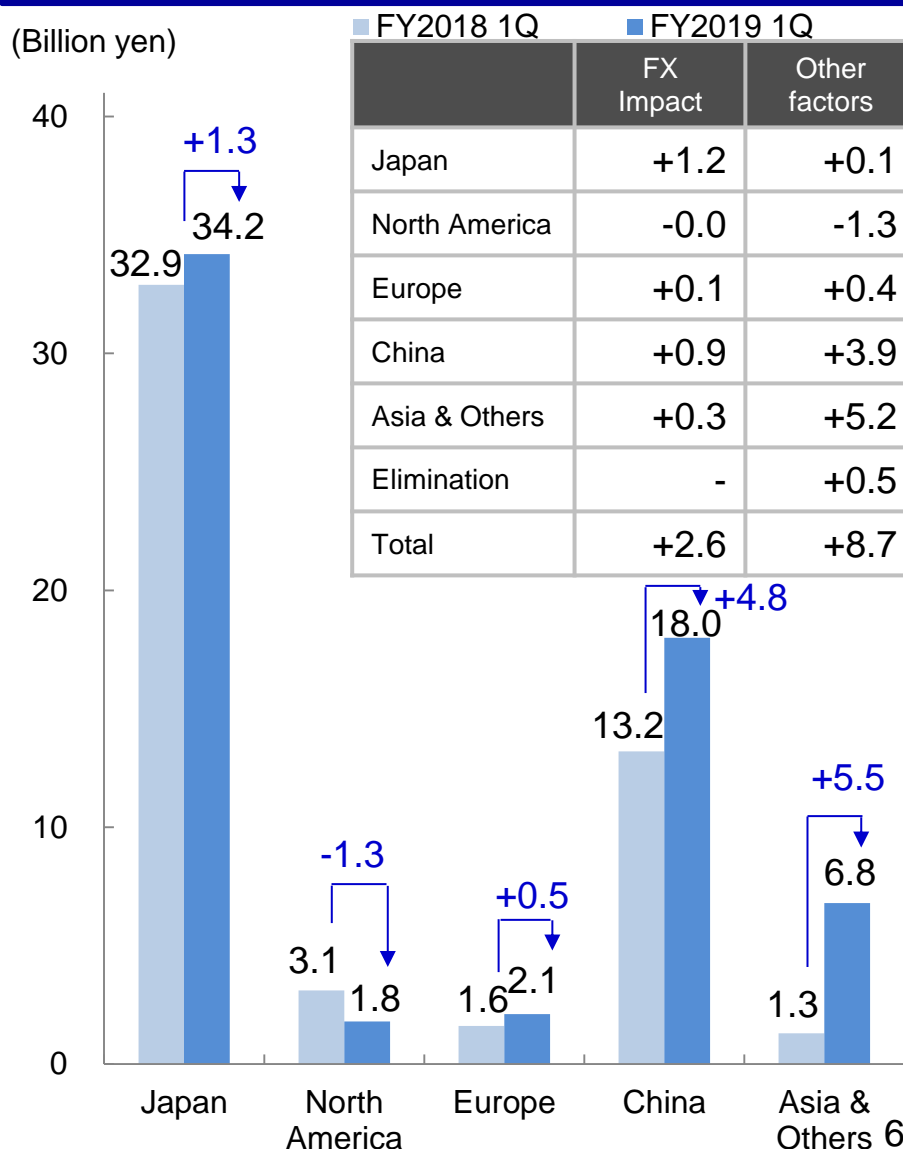
Segment Information (FY2019 1st Quarter)

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
Total	+5.2	+85.7

Operating Profit (+11.3)



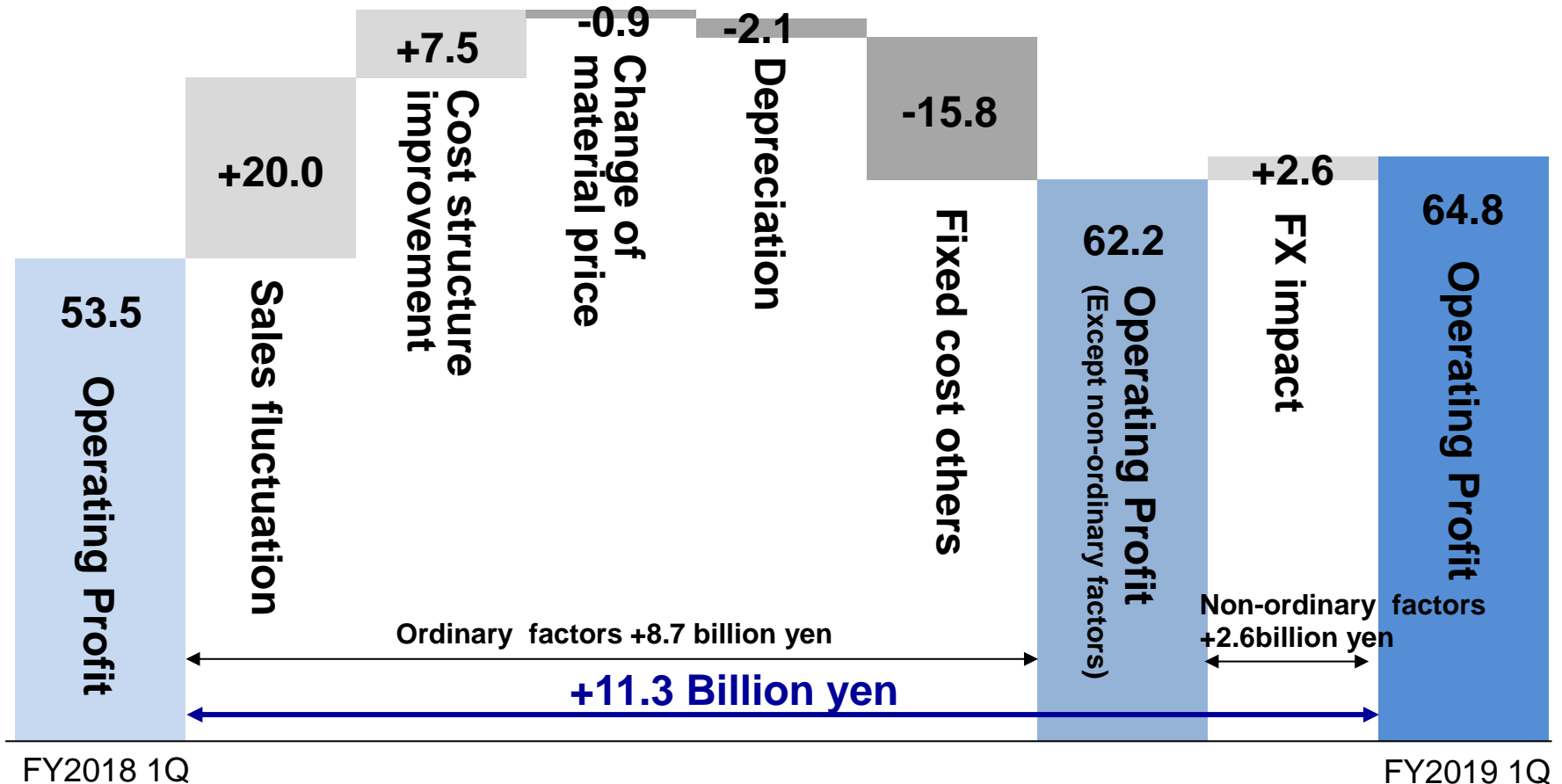
	FX Impact	Other factors
Japan	+1.2	+0.1
North America	-0.0	-1.3
Europe	+0.1	+0.4
China	+0.9	+3.9
Asia & Others	+0.3	+5.2
Elimination	-	+0.5
Total	+2.6	+8.7

Fluctuations for Operating Profit

(FY2019 1st Quarter)

FY2018 1Q / FY2019 1Q

(Billion yen)



2.Consolidated Operating Forecast (FY2019 2nd Quarter- 6 months)

Consolidated Operating Forecast

(FY2019 2nd 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 yen	-	226.35 yen	-	+24.74 yen	+12.3	196.67 yen	-

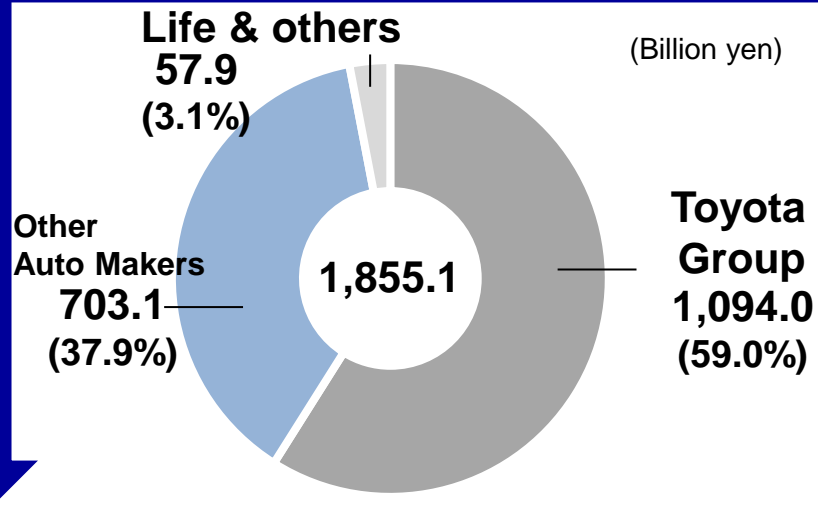
Pre-conditions	FX Rate	USD 111 yen	USD 107 yen	-4	-3.6	USD 105 yen
		CNY 16.4 yen	CNY 16.7 yen	+0.3	+1.8	CNY 16.6 yen
	Toyota production (10,000 Unit)	440	448	+8	+1.9	440
	AT sales (10,000 Unit)	467	515	+48	+10.2	515

* Profit for the period attributable to Owners of the parent

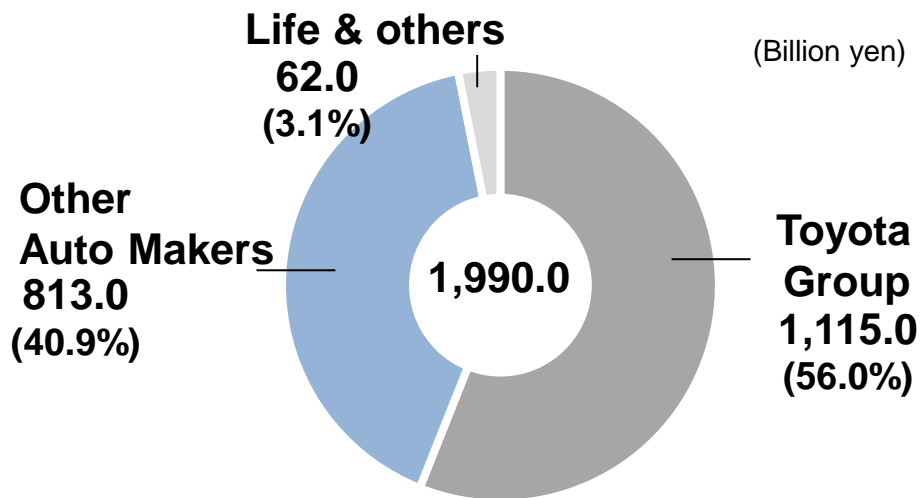
Forecast of Sales by Customer

(FY2019 2nd Quarter- 6 months)

FY2018 2Q Revenue



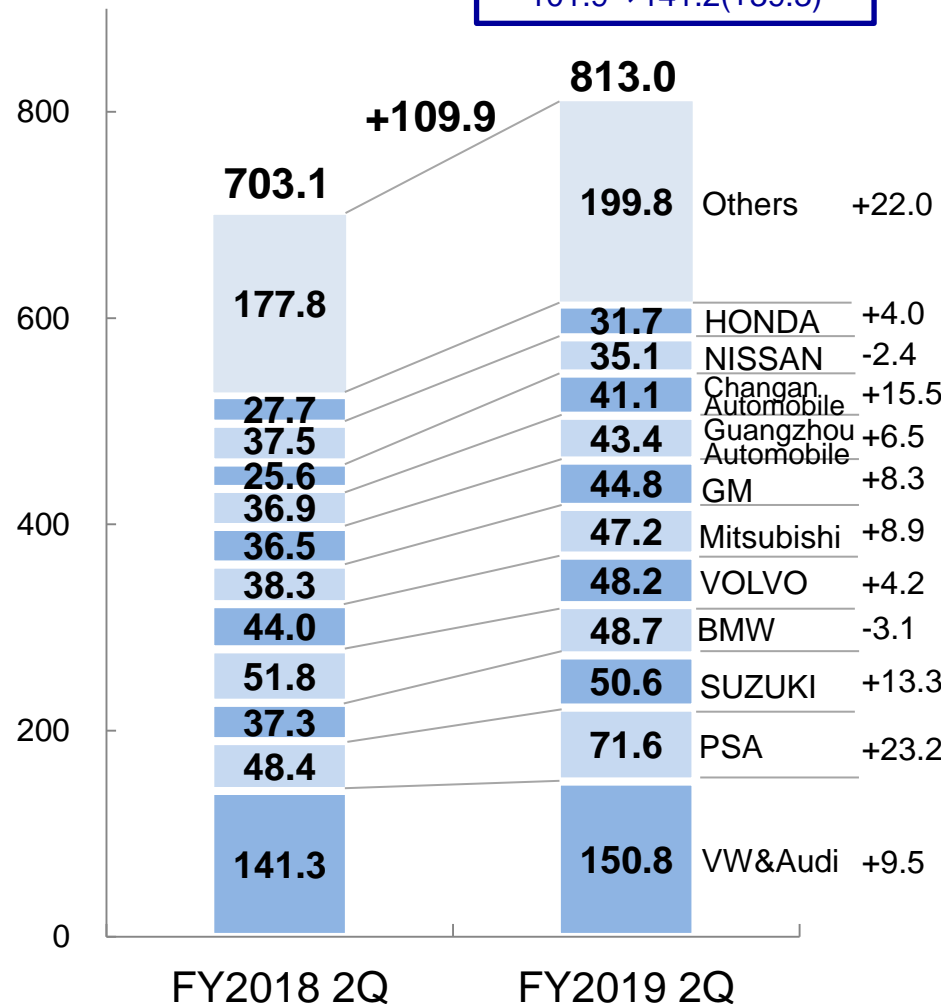
FY2019 2Q Revenue (+ 134.9)



Other Auto Makers sales breakdown

(Billion yen)

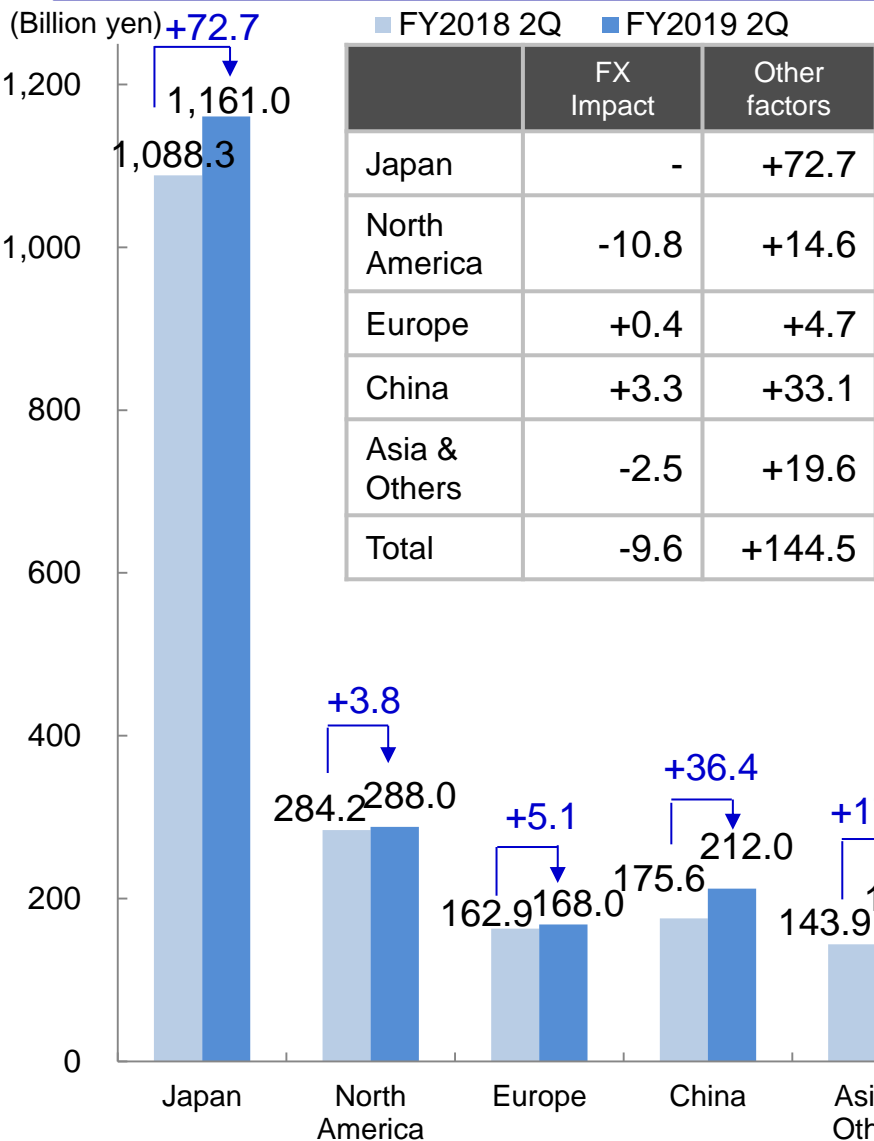
Chinese OEMs Total
101.9 ⇒ 141.2 (+39.3)



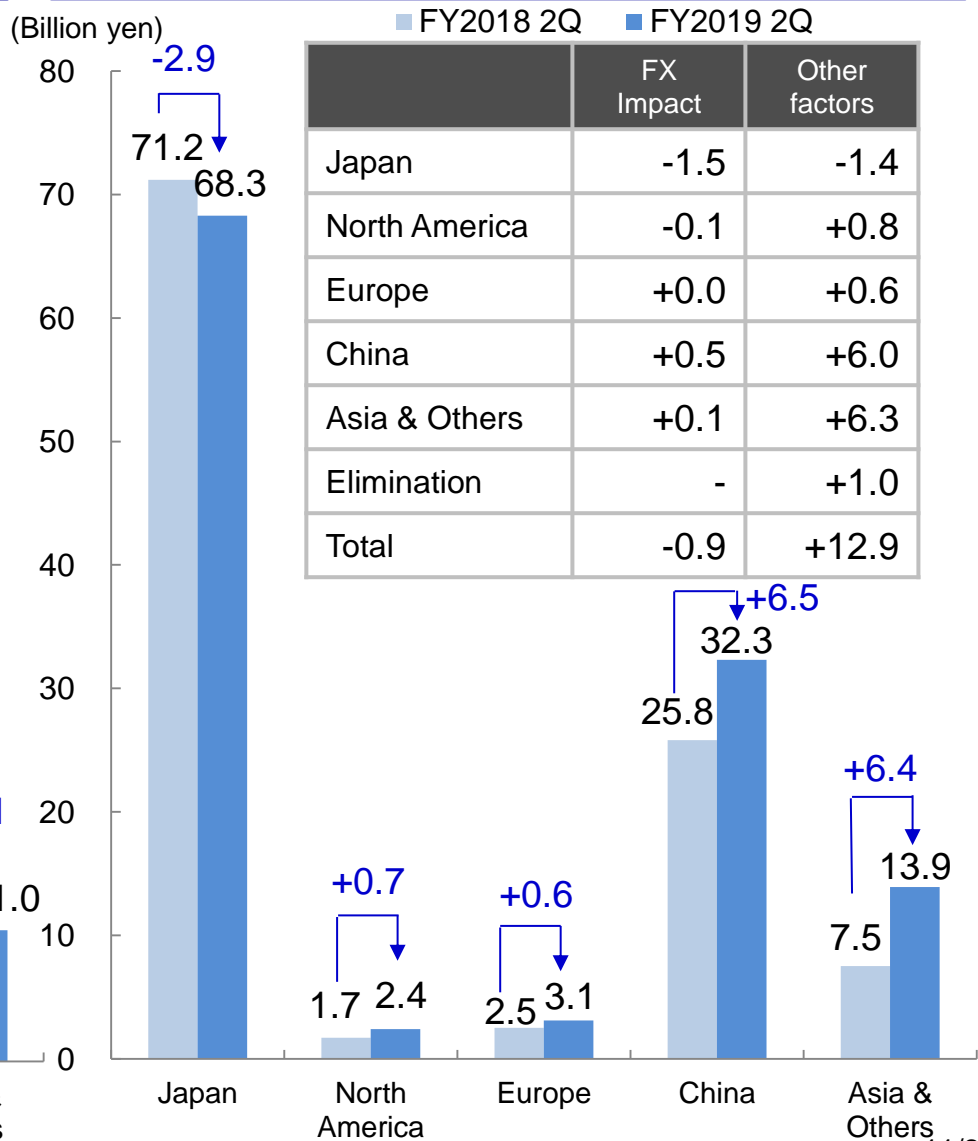
Forecast of Segment Information

(FY2019 2nd Quarter- 6 months)

Revenue (+134.9)



Operating Profit (+ 12.0)



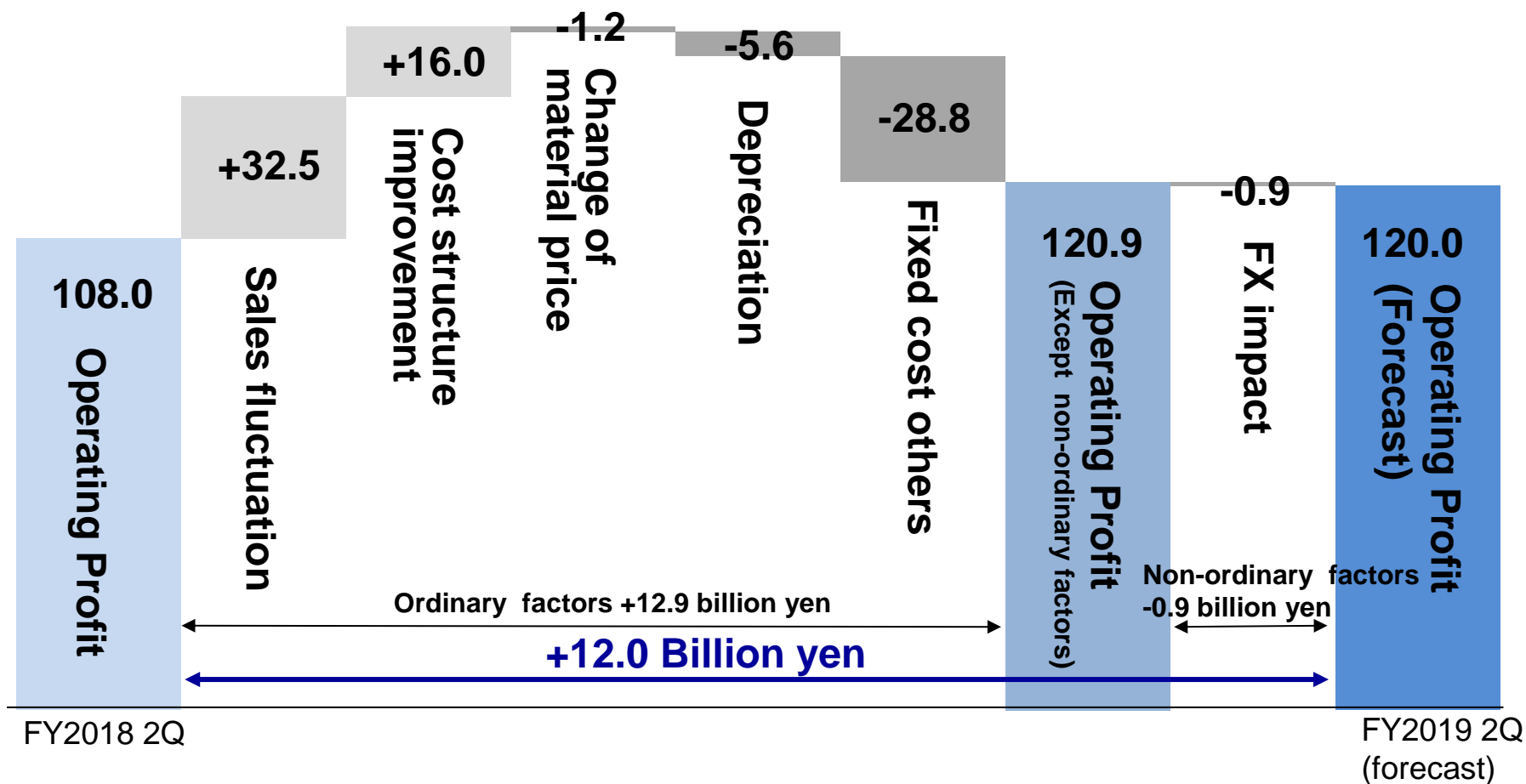
Forecast of Fluctuations for Operating Profit

(FY2019 2nd Quarter- 6 months)



FY2018 2Q / FY2019 2Q (Forecast)

(Billion yen)

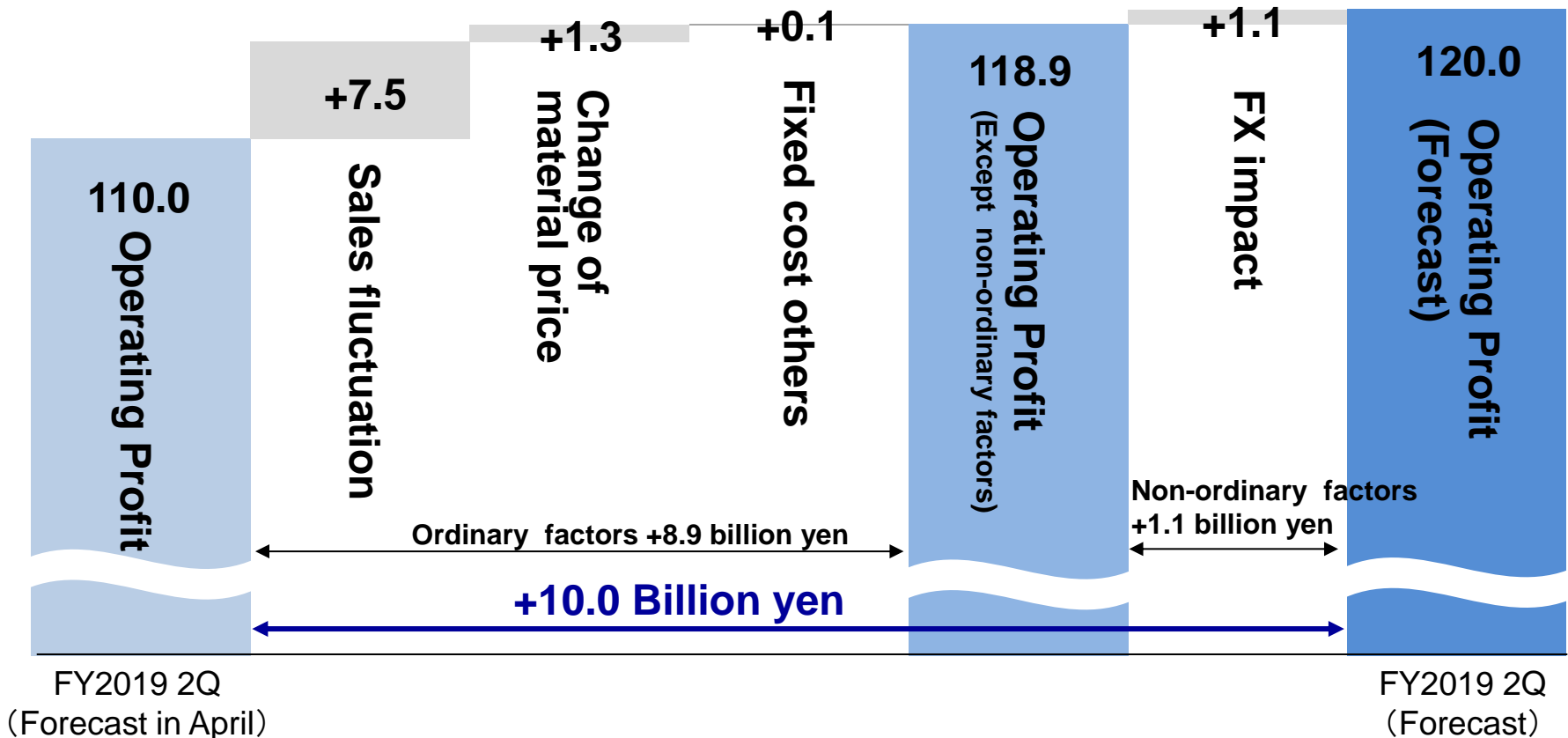


Forecast of Fluctuations for Operating Profit

(FY2019 2nd Quarter- 6 months)

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

(Billion yen)



3. Reference Information

Toyota car production

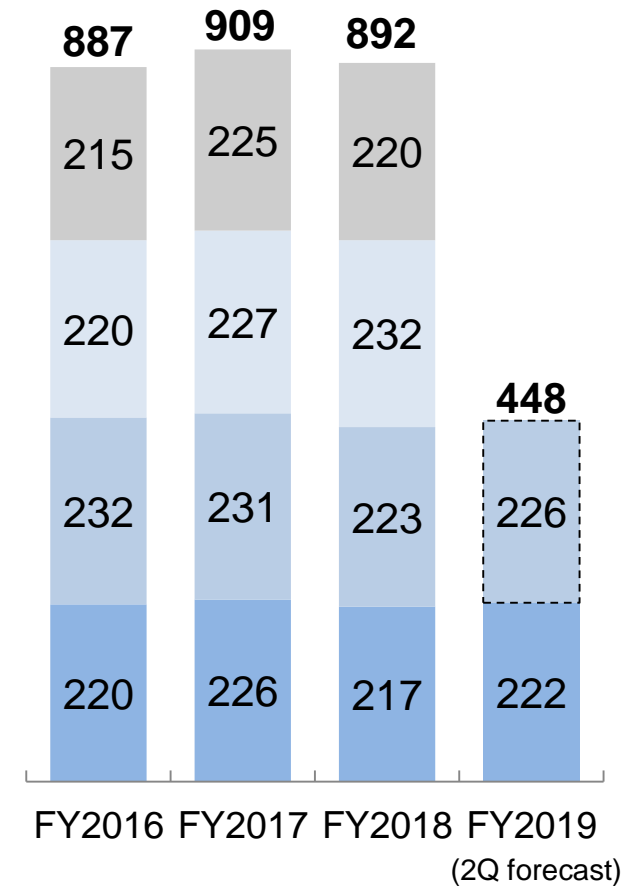
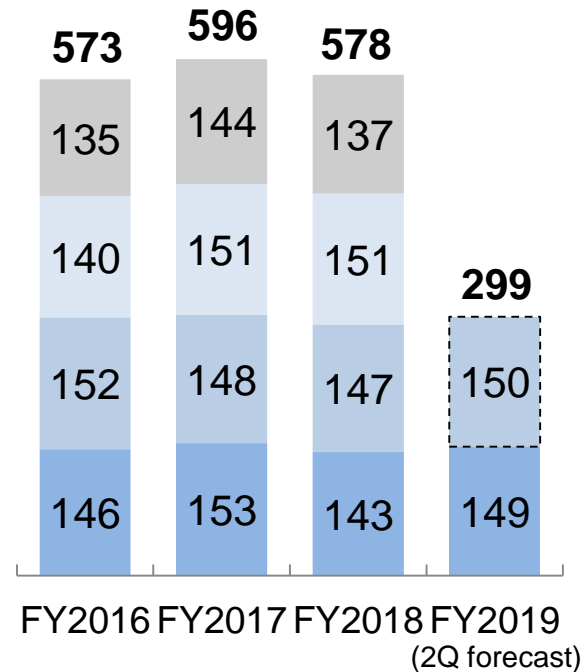
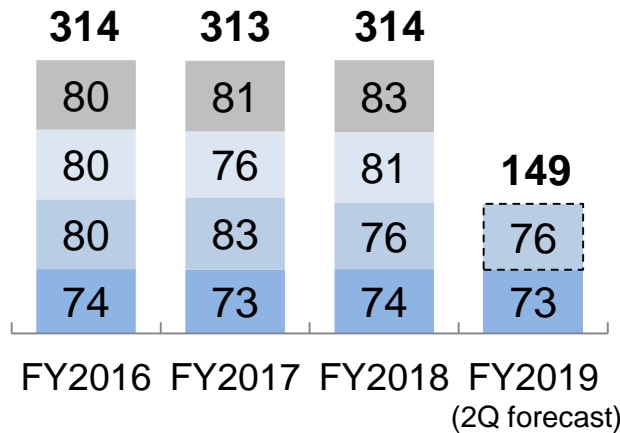
Toyota Domestic production

Toyota Oversea production

Toyota global production

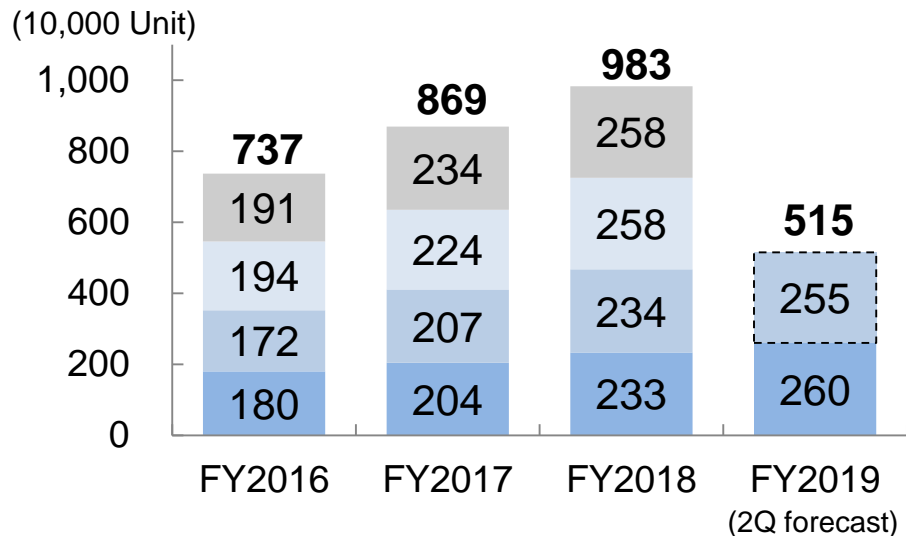
(10,000 Unit)

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

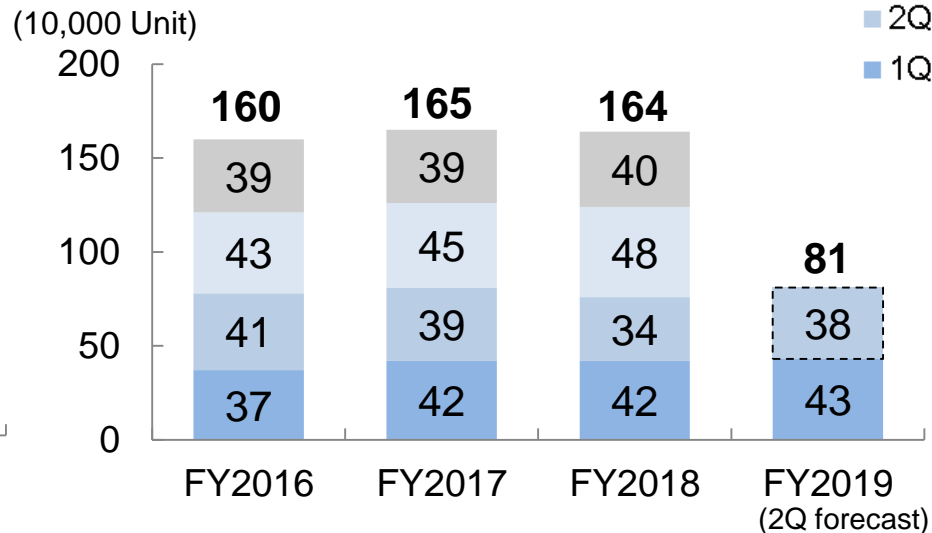


Sales number

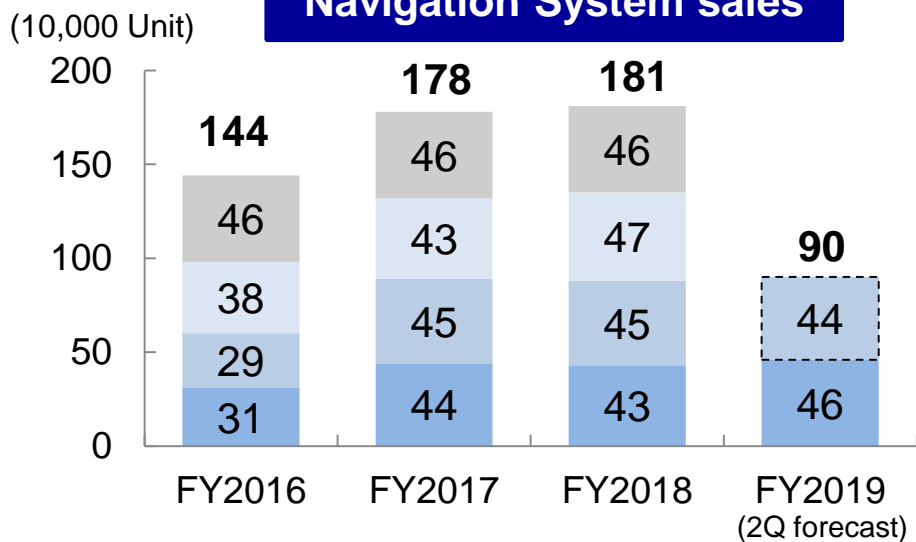
AT sales



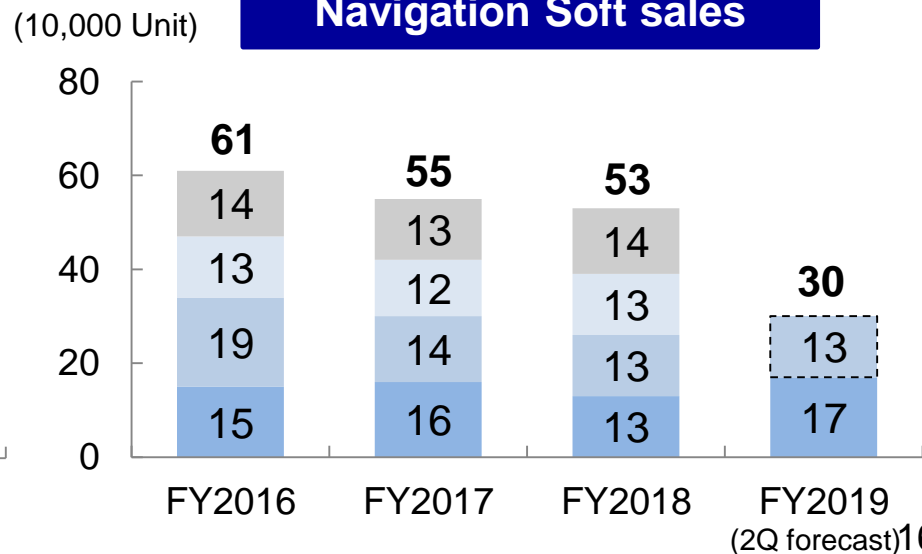
MT sales



Navigation System sales

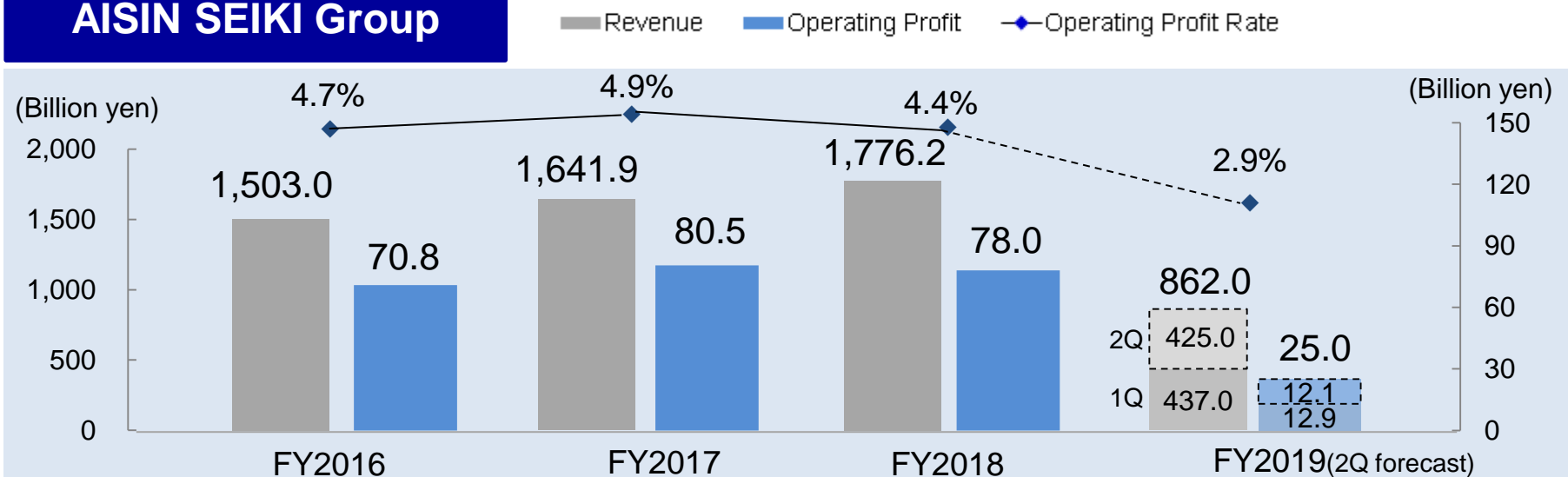


Navigation Soft sales

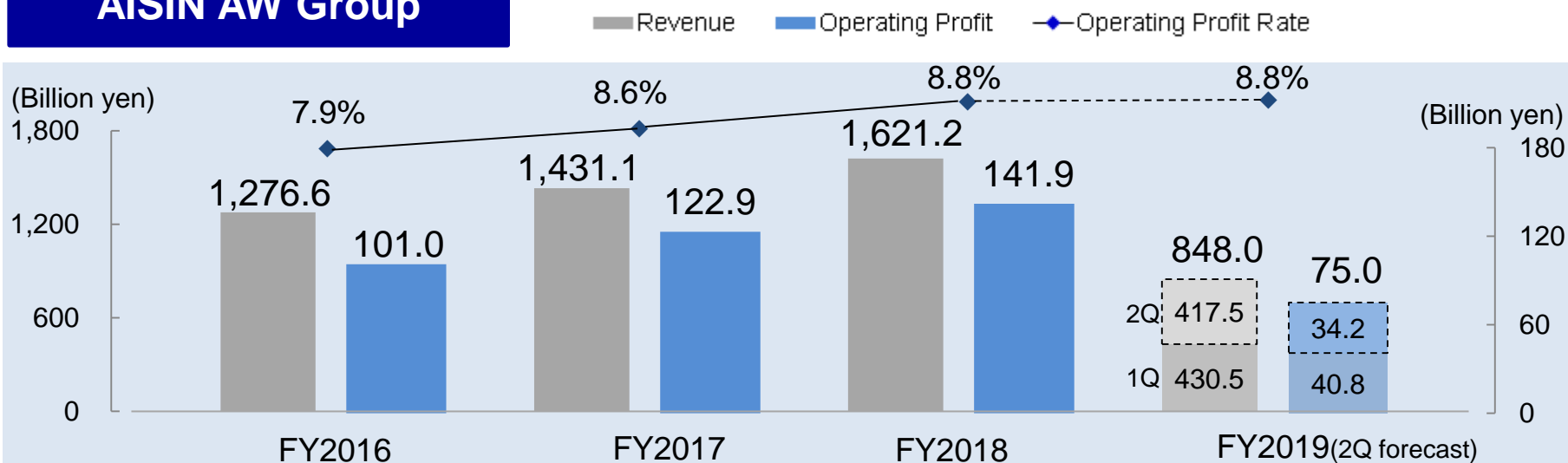


■ 4Q
■ 3Q
■ 2Q
■ 1Q

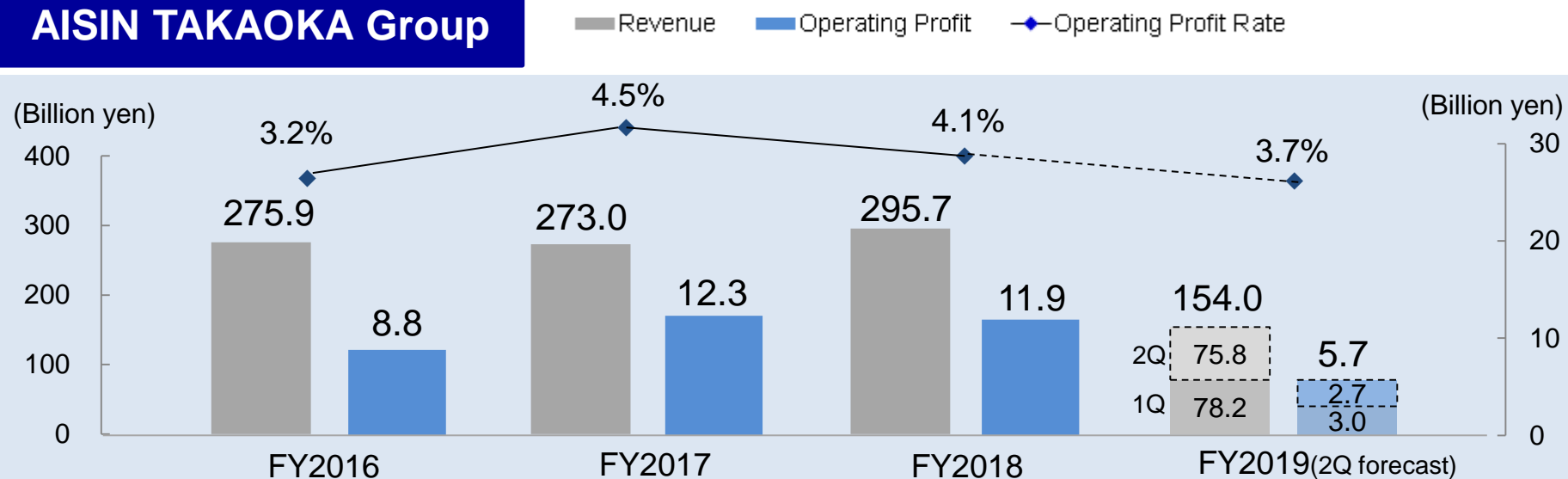
AISIN SEIKI Group



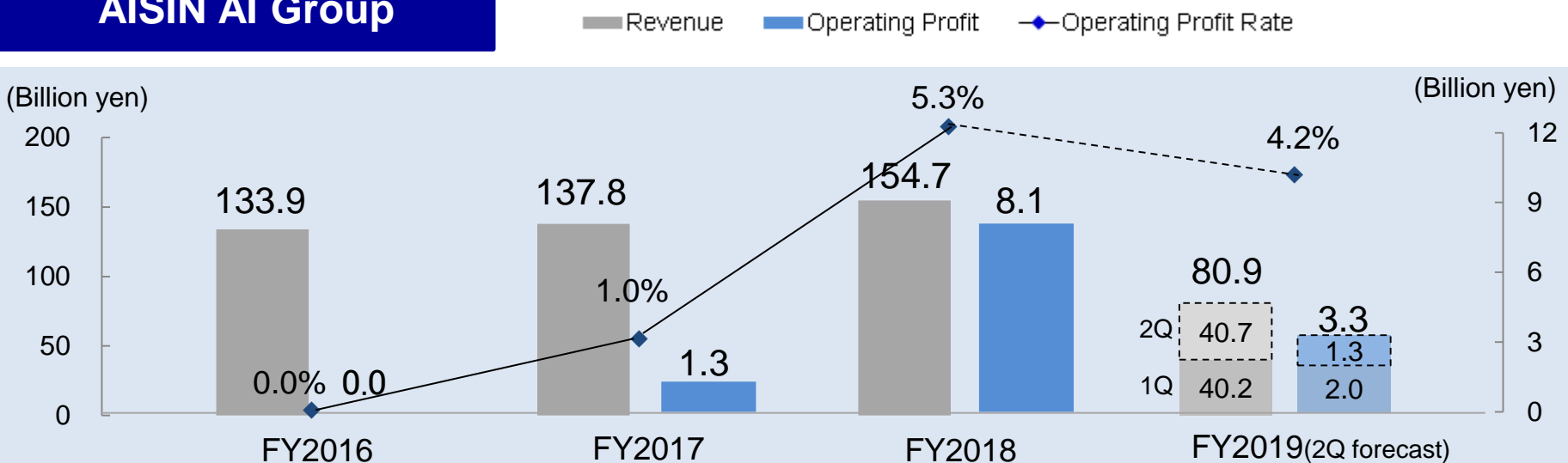
AISIN AW Group



AISIN TAKAOKA Group

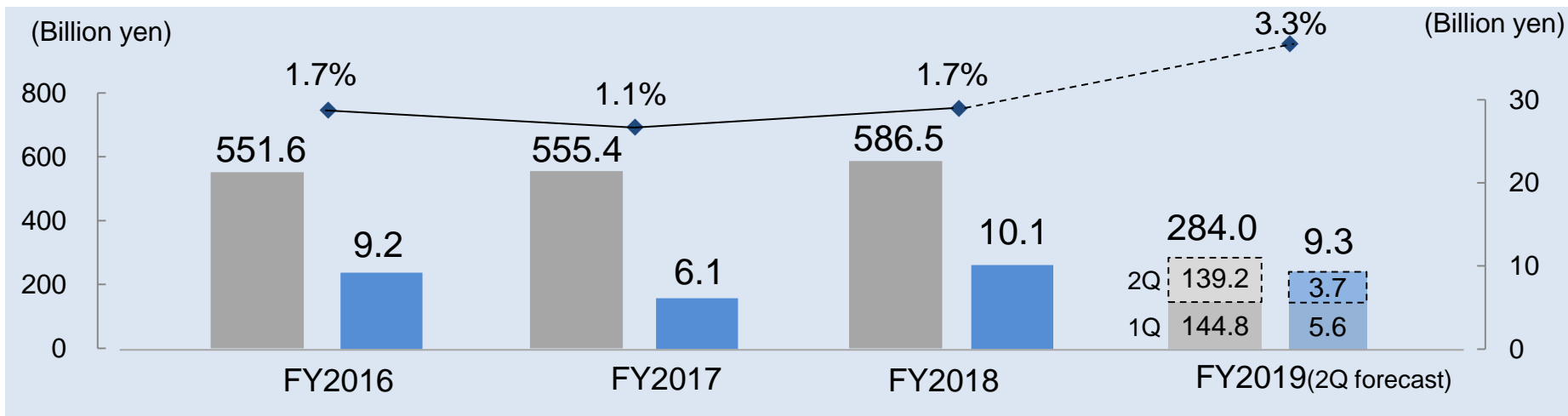


AISIN AI Group



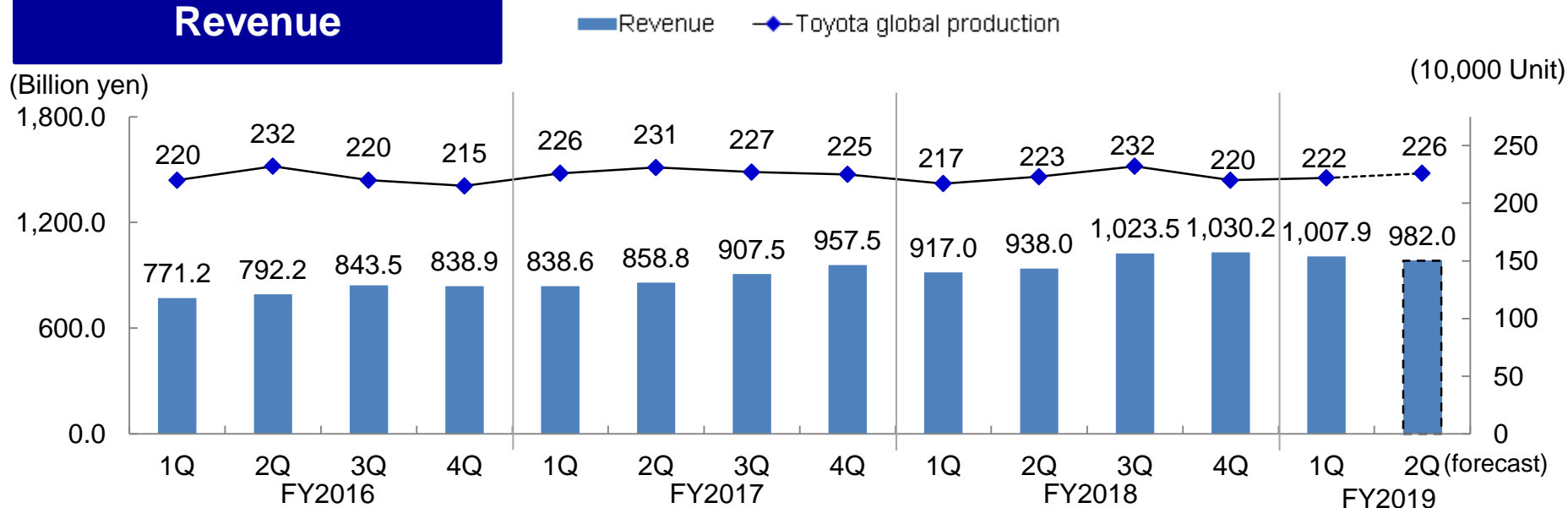
ADVICS Group

Revenue Operating Profit Operating Profit Rate

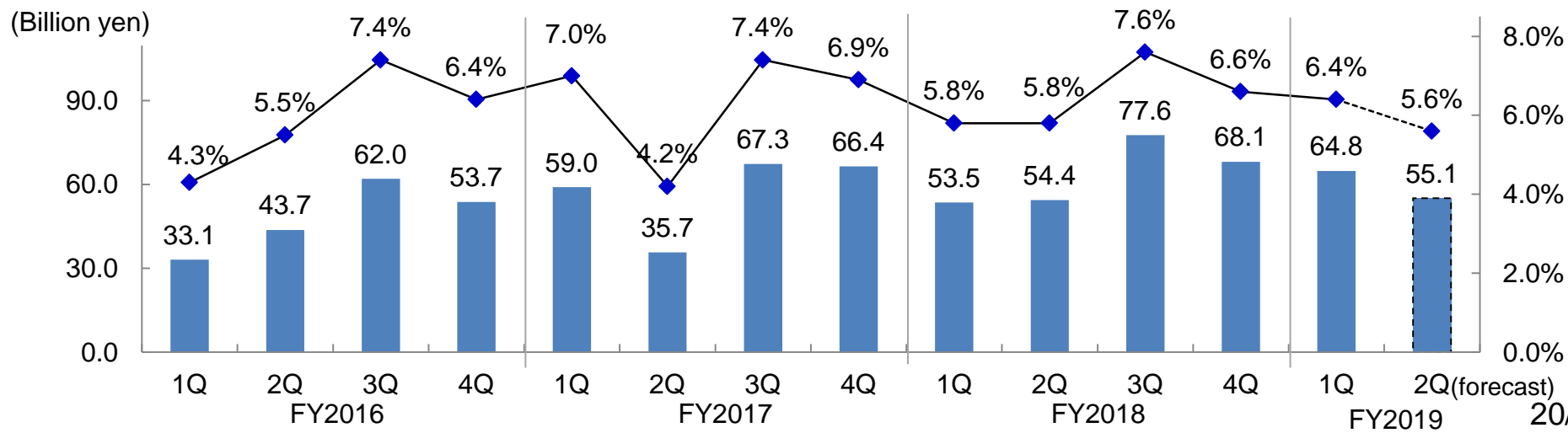


Quarterly Performance

Revenue

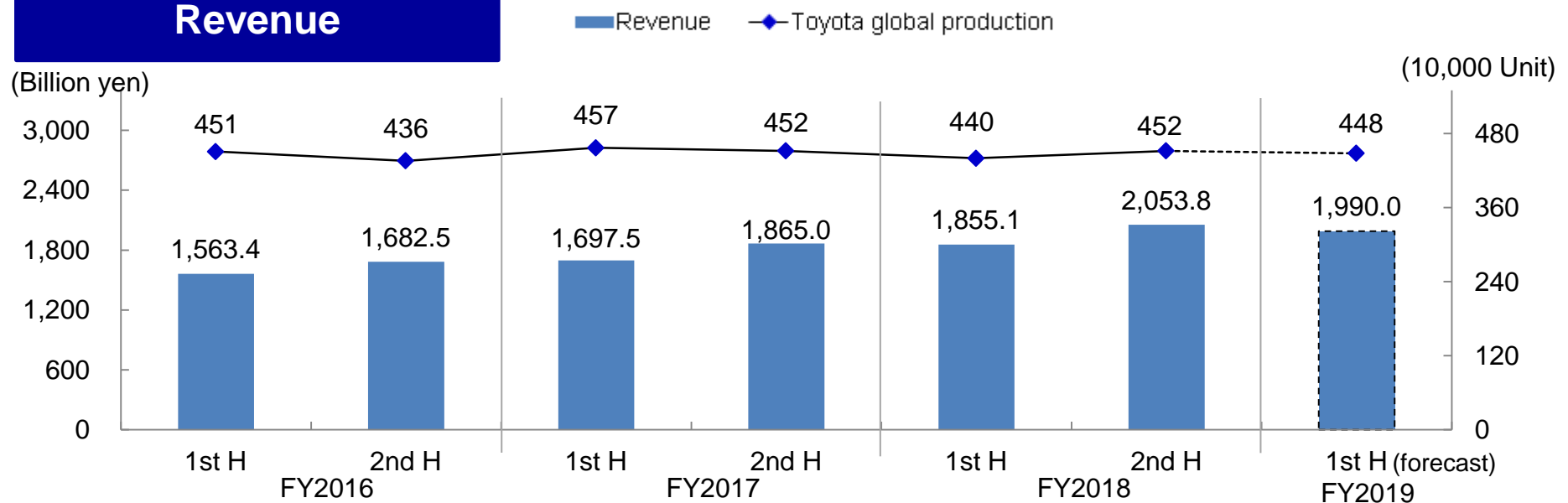


Operating profit

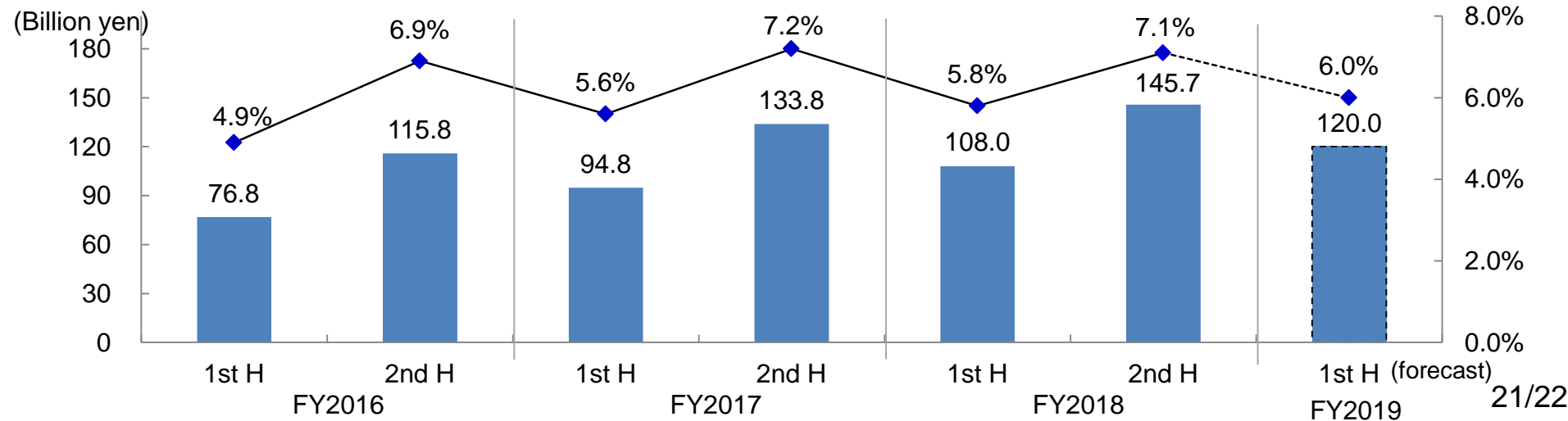


Half Yearly Performance

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 (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%	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

