

The next frontier in mobility.



FY2019

Consolidated Financial Results

April 26th, 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.

1.Consolidated Financial Results(FY2019) P.2-8

2.Consolidated Financial Forecast(FY2020) P.9-13

3.Reference Information P.14-24

1. Consolidated Financial Results (FY2019)

- 1 Revenue for FY2019 reached 4,043.1 billion yen, which is the highest ever before, due to favorable AT, Brake and Body parts sales.**
- 2 Operating profit for FY2019 decreased due to the increase of fixed cost such as depreciation cost and R&D cost by advanced investment, and quality-related costs, in spite of the increase of sales and cost structure improvement etc.**
- 3 Regarding FY2020 forecast, profit is predicted to decrease, due to unfavorable factors such as the increase of depreciation cost and R&D cost by advanced investment, and production preparing cost, with slight increase of AT sales. We are determined to push forward more structural reforms and initiatives in a bid to grow.**

Consolidated Financial Results (FY2019)



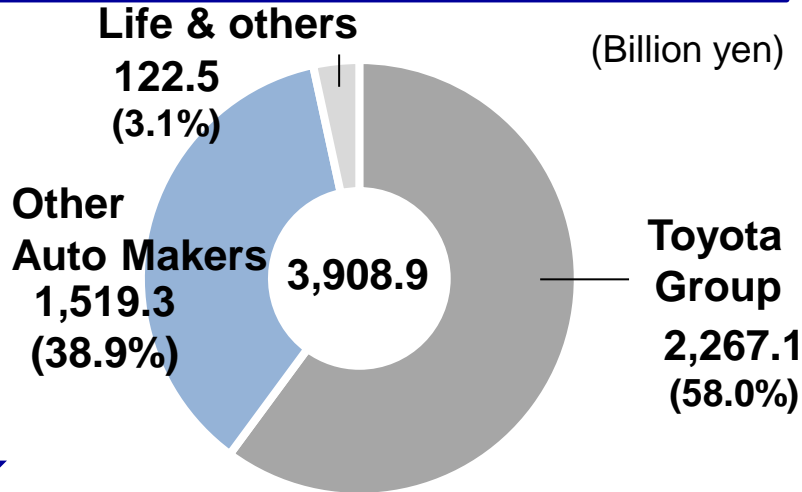
(Billion yen)	FY2018		FY2019		Change		FY2019	
	Results	Rate to Revenue%	Results	Rate to Revenue%	Amount	%	Forecast in Feb	Rate to Revenue %
Revenue	3,908.9	–	4,043.1	–	+134.2	+3.4	3,980.0	–
Operating Profit	253.8	6.5	205.5	5.1	-48.3	-19.0	210.0	5.3
Profit before income taxes	268.1	6.9	217.4	5.4	-50.7	-18.9	223.0	5.6
Profit for the period *	134.5	3.4	110.1	2.7	-24.4	-18.2	109.0	2.7
EPS	490.22 yen	–	408.64 yen	–	-81.58 yen	-16.6	404.47 Yen	–

Pre-conditions	FX Rate	USD 111 yen	USD 111 yen	0 yen	0.0	USD 110 yen
		CNY 16.8 yen	CNY 16.5 yen	-0.3yen	-1.8	CNY 16.3yen
	Toyota production (10,000 Unit)	892	906	+14	+1.6	904
	AT sales (10,000 Unit)	983	999	+16	+1.6	990

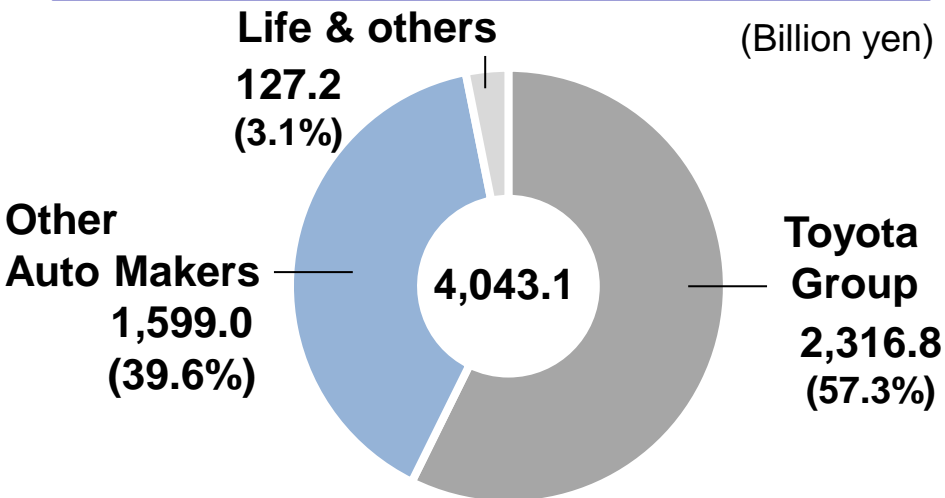
* Profit for the period attributable to Owners of the parent

Sales by Customer(FY2019)

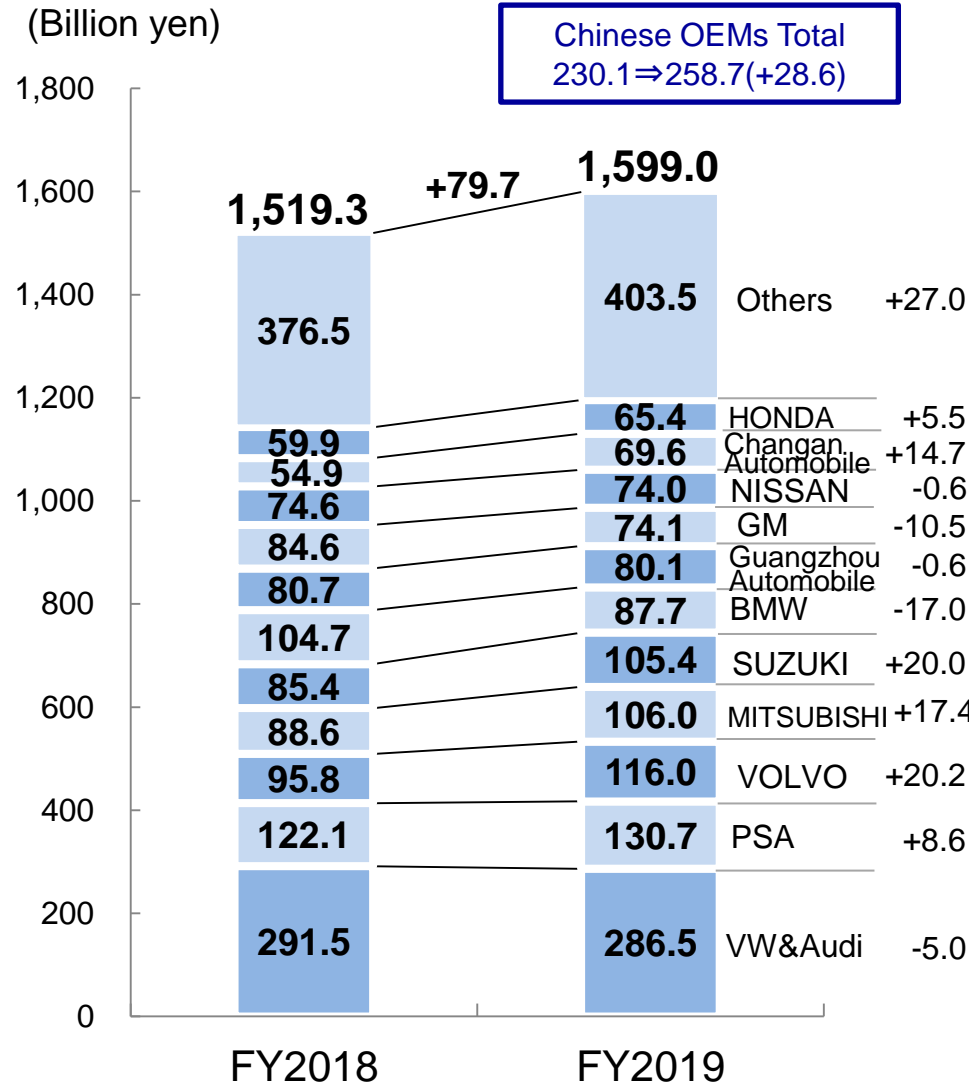
FY2018 Revenue



FY2019 Revenue (+ 134.2)

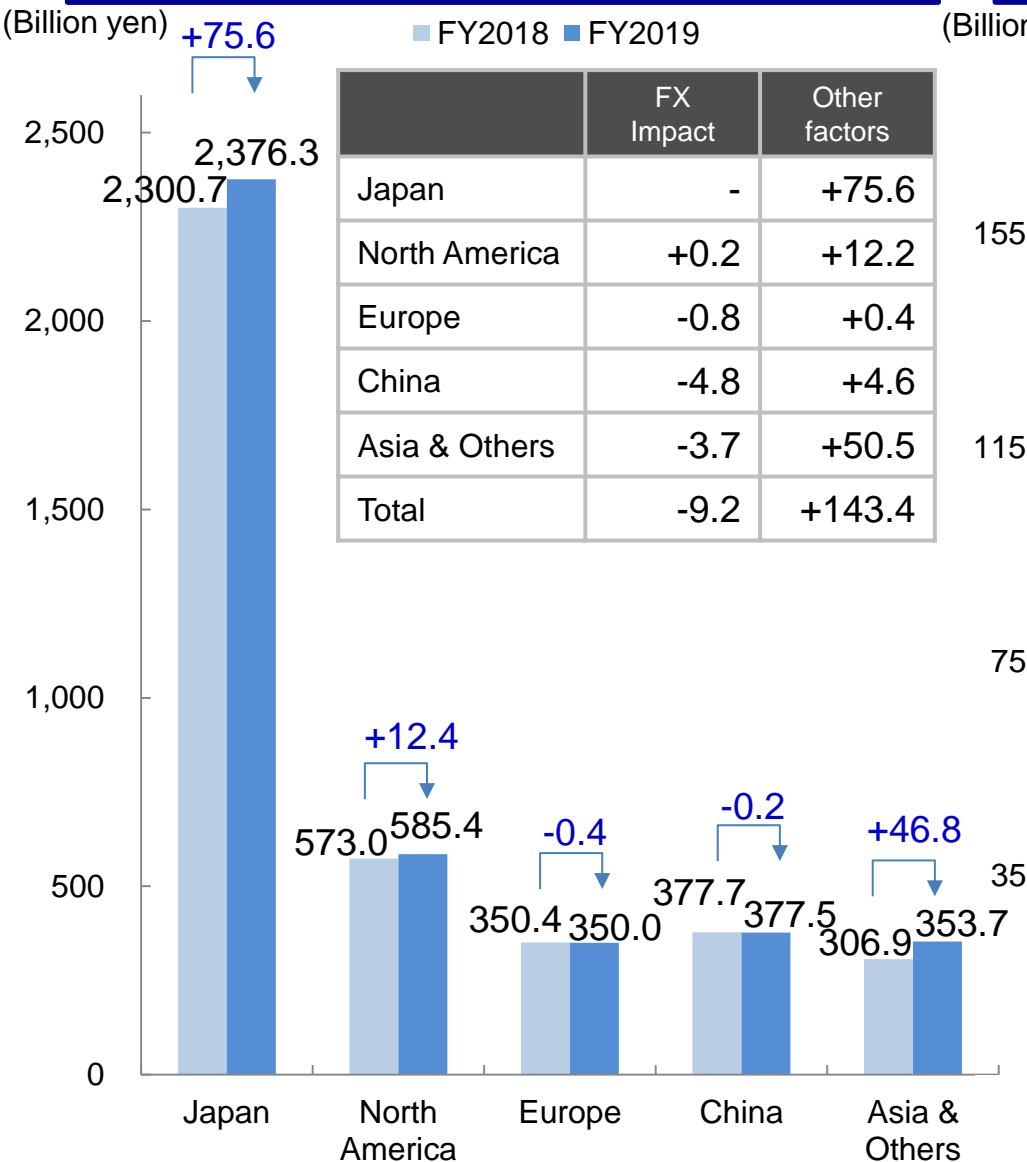


Other Auto Makers sales breakdown

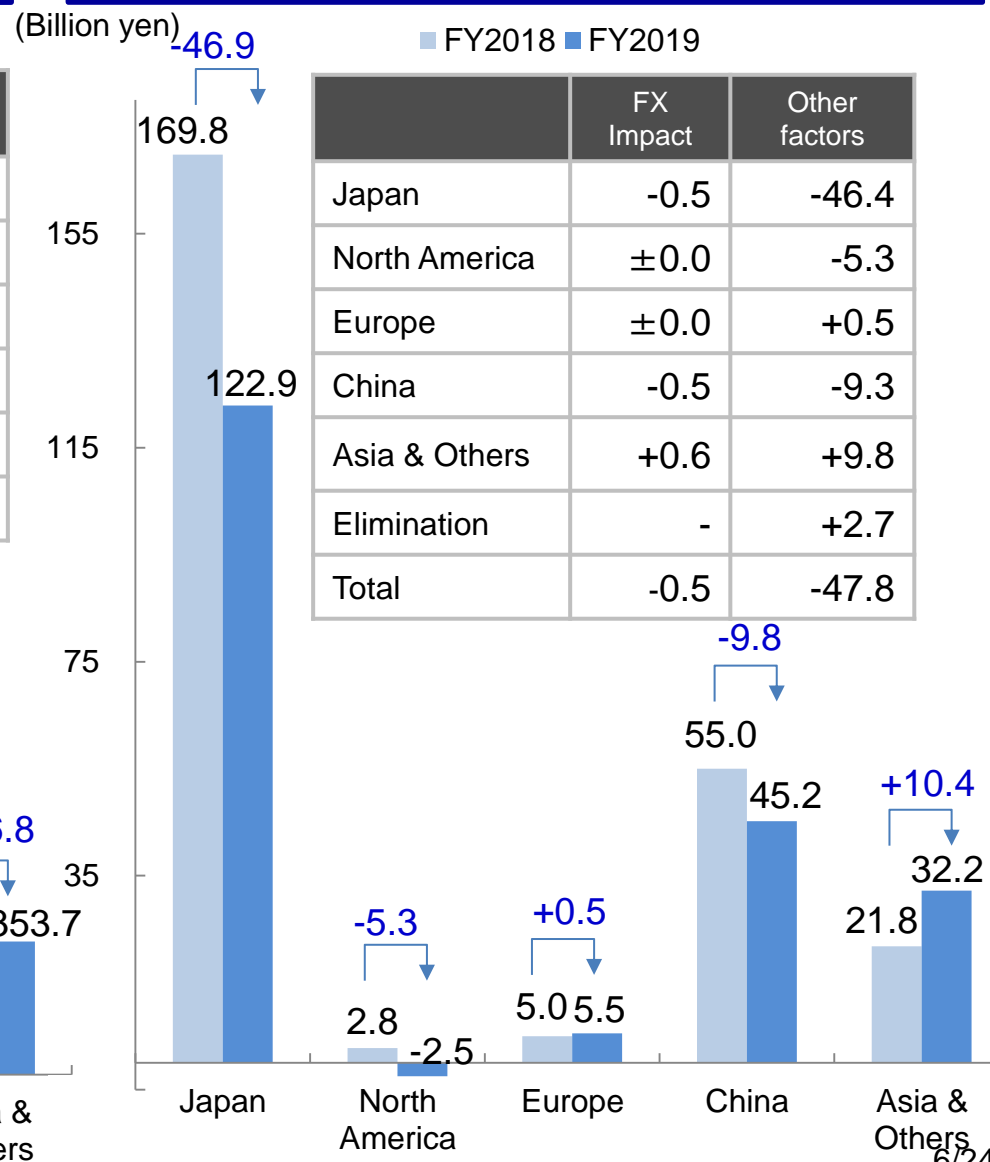


Segment Information (FY2019)

Revenue (+134.2)



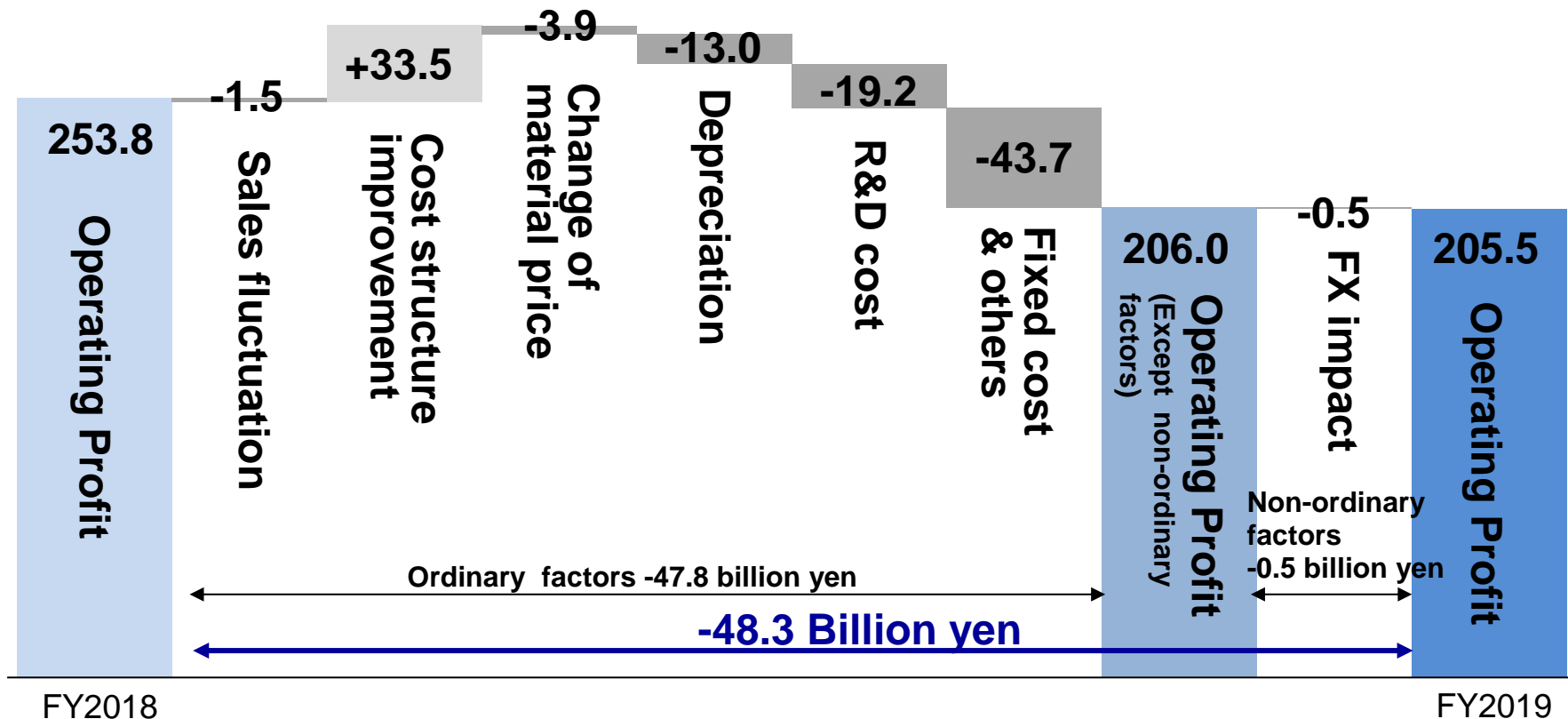
Operating Profit (-48.3)



Fluctuations for Operating Profit (FY2019)

FY2018 / FY2019

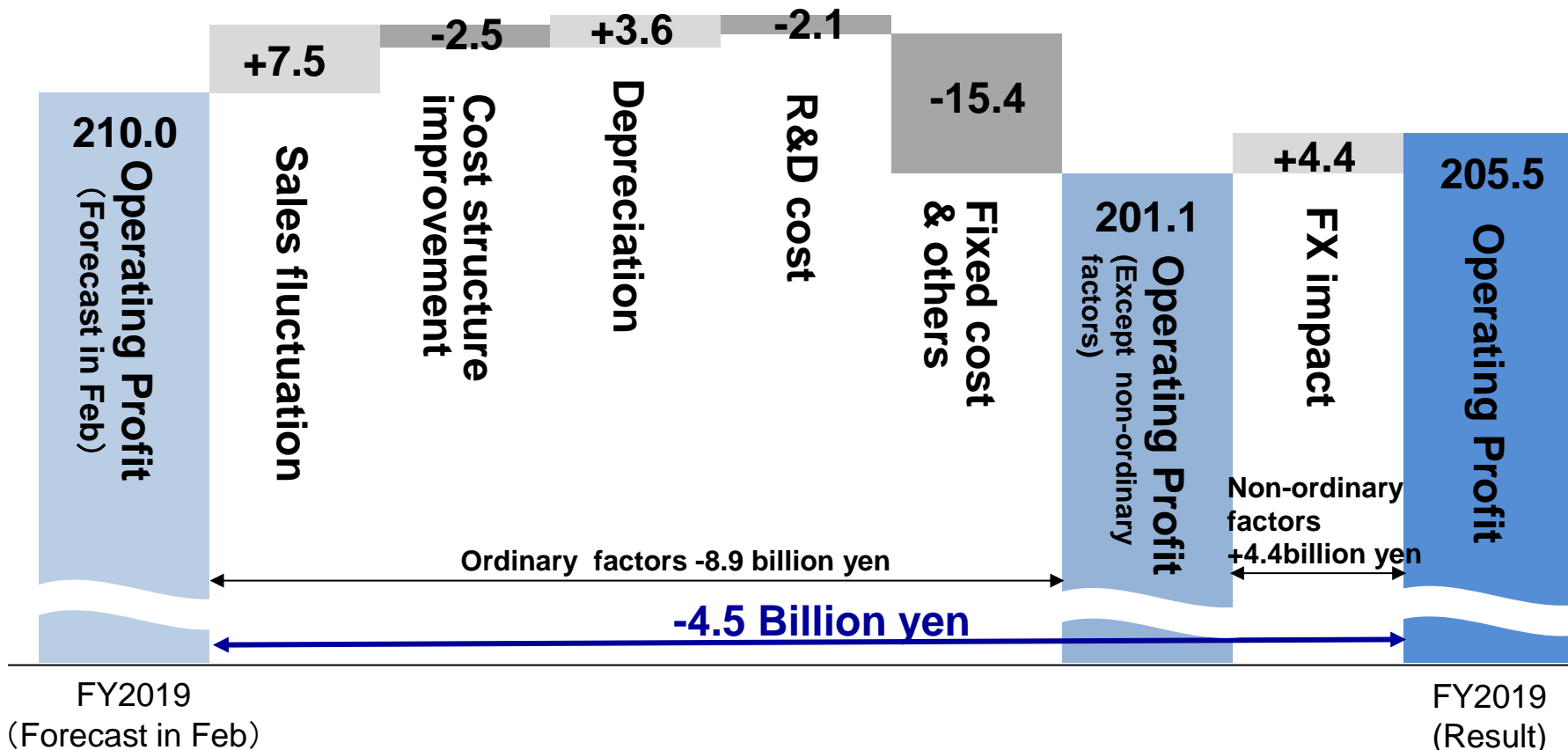
(Billion yen)



Fluctuations for Operating Profit (FY2019)

FY2019(Feb 1st Forecast) / FY2019(Result)

(Billion yen)



2.Consolidated Financial Forecast (FY2020)

Consolidated Financial Forecast (FY2020)

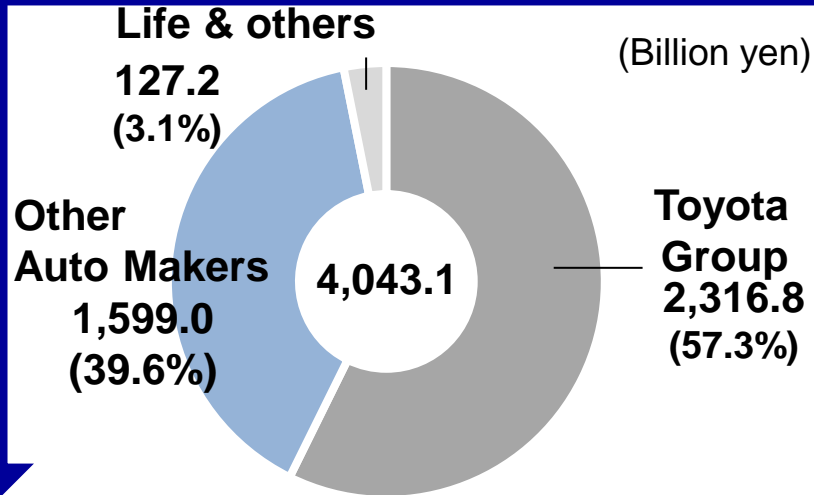


(Billion yen)	FY2019		FY2020		Change	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%
Revenue	4,043.1	-	4,040.0	-	-3.1	-0.1
Operating Profit	205.5	5.1	180.0	4.5	-25.5	-12.4
Profit before income taxes	217.4	5.4	189.0	4.7	-28.4	-13.1
Profit for the period *	110.1	2.7	93.0	2.3	-17.1	-15.5
EPS	408.64 yen	-	345.10 yen	-	-63.54 yen	-15.5
Pre-conditions	FX Rate	USD 111 yen	USD 110yen	-1 yen	-0.9	
		CNY 16.5 yen	CNY 16.4 yen	-0.1 yen	-0.6	
	Toyota production (10,000 Unit)	906	912	+6	+0.6	
	AT sales (10,000 Unit)	999	1,020	+21	+2.1	

* Profit for the period attributable to Owners of the parent

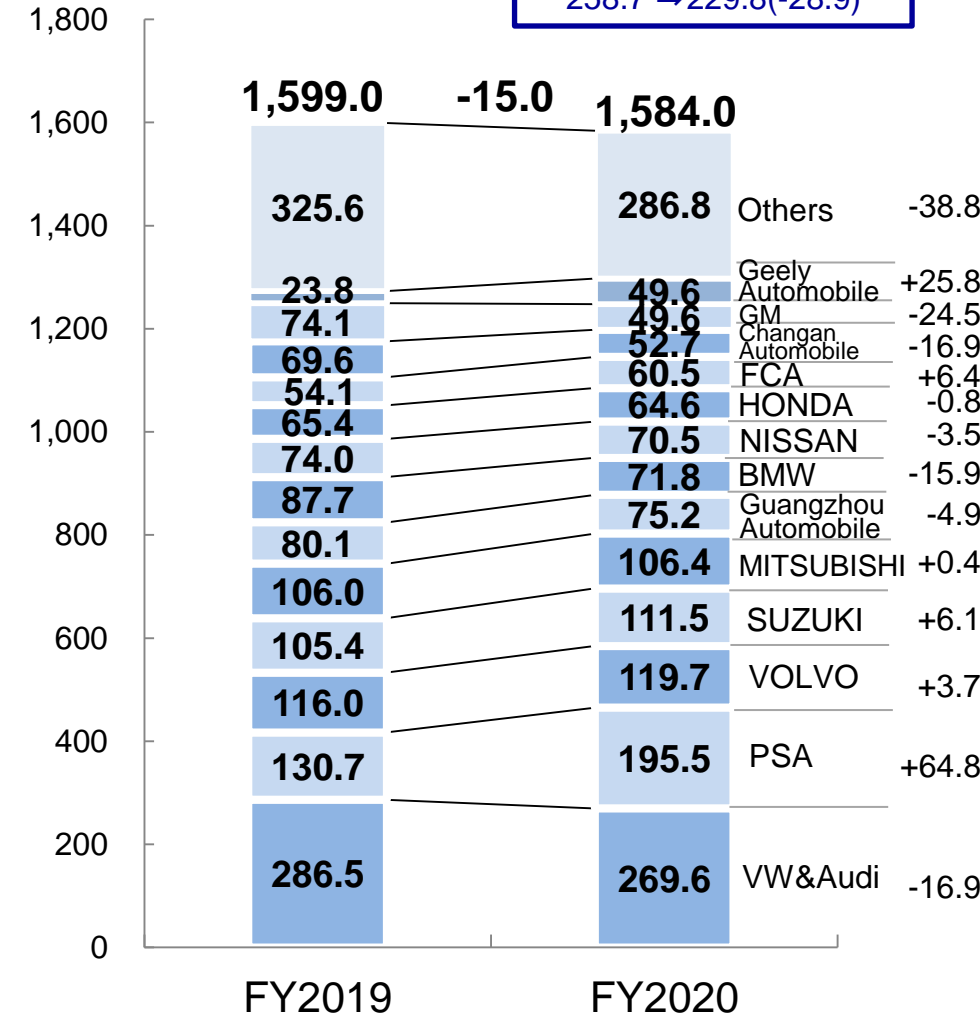
Forecast of Sales by Customer(FY2020)

FY2019 Revenue

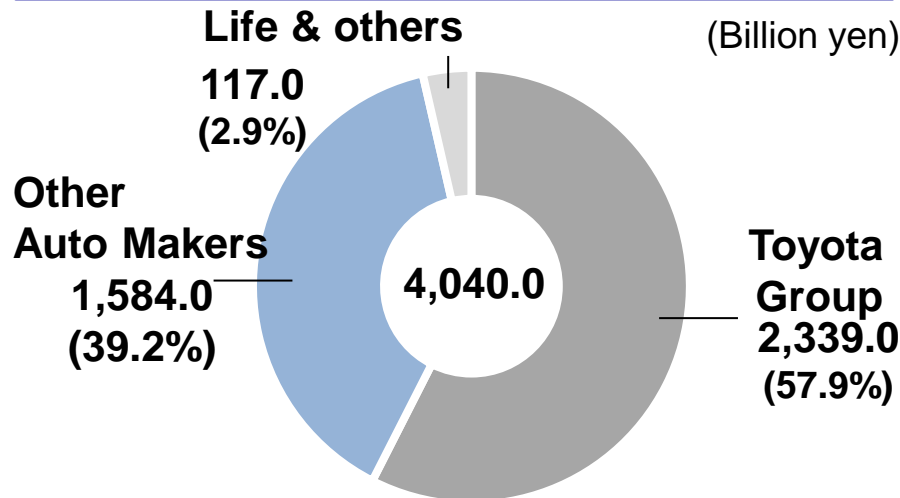


Other Auto Makers sales breakdown

Chinese OEMs Total
258.7 ⇒ 229.8(-28.9)

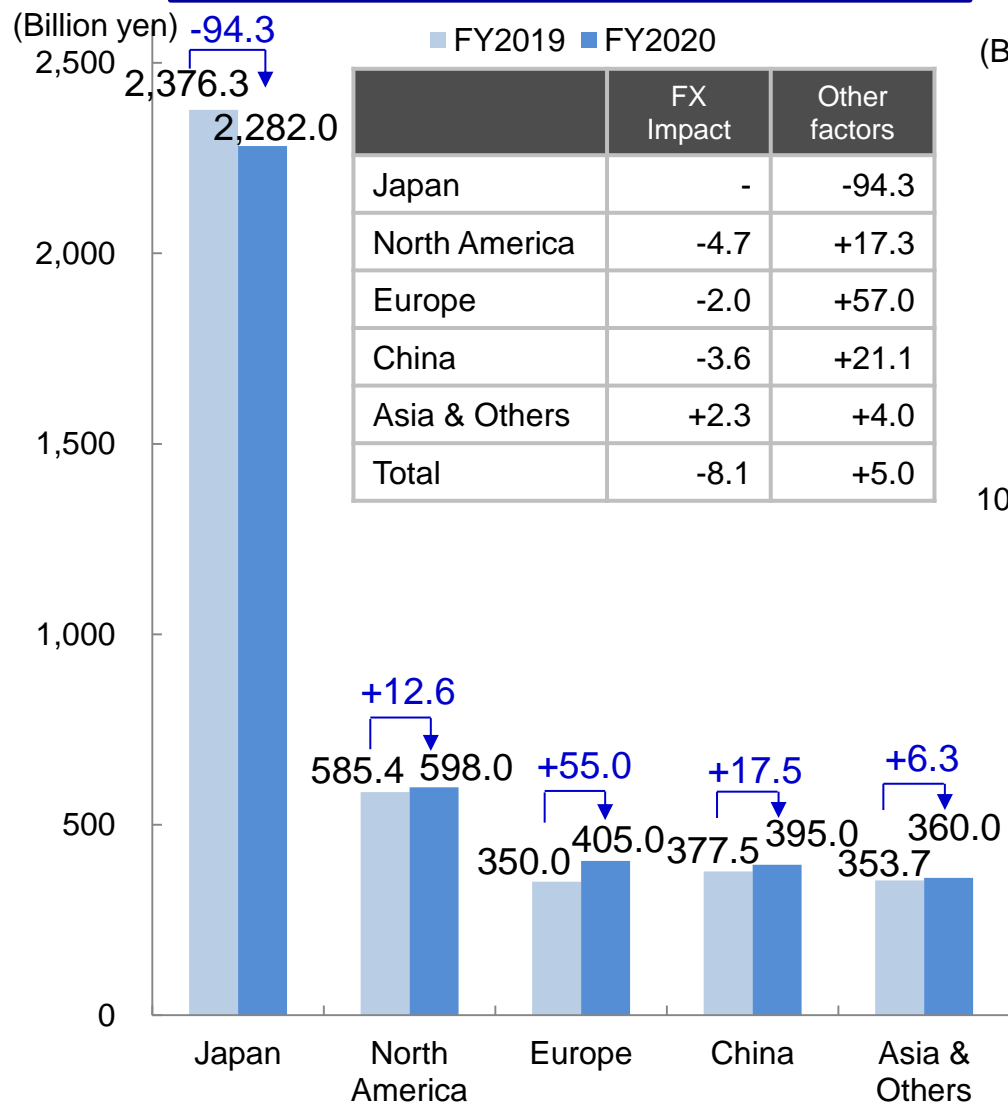


FY2020 Revenue (- 3.1)

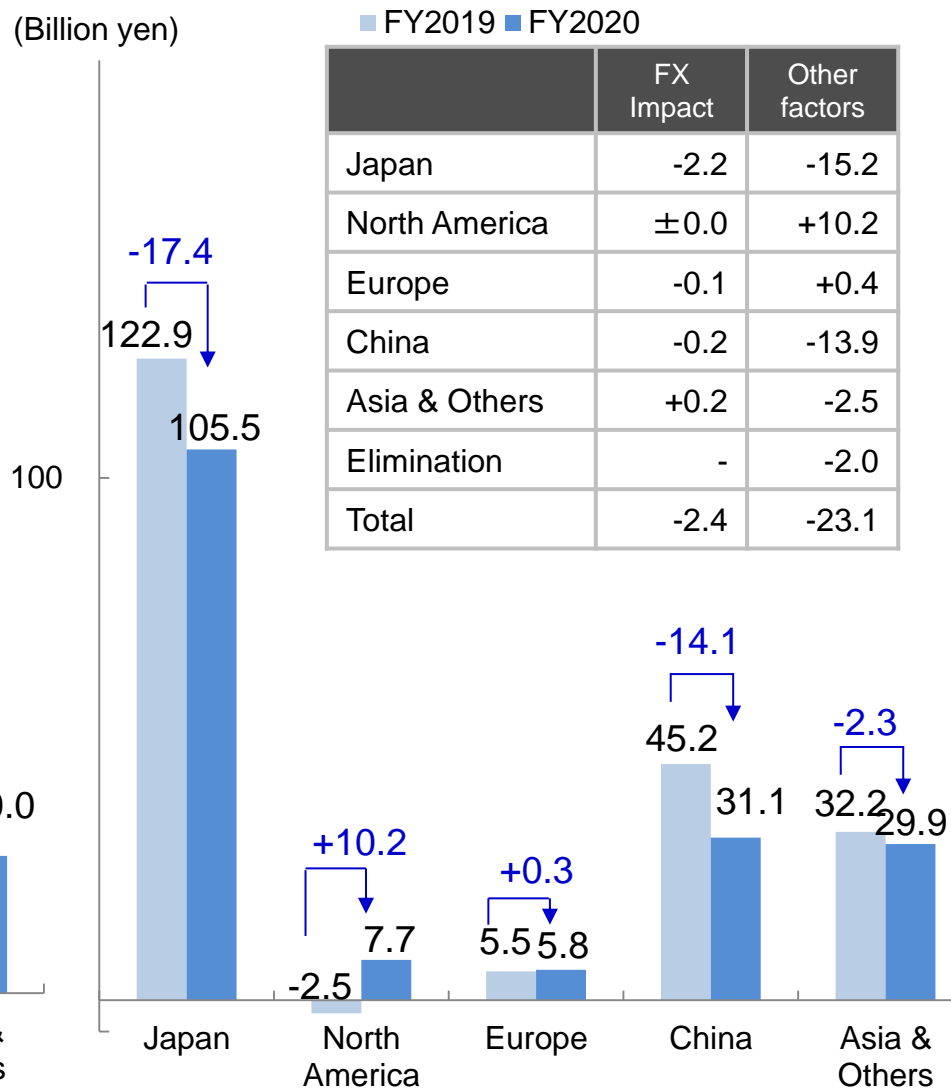


Forecast of Segment Information(FY2020)

Revenue (-3.1)



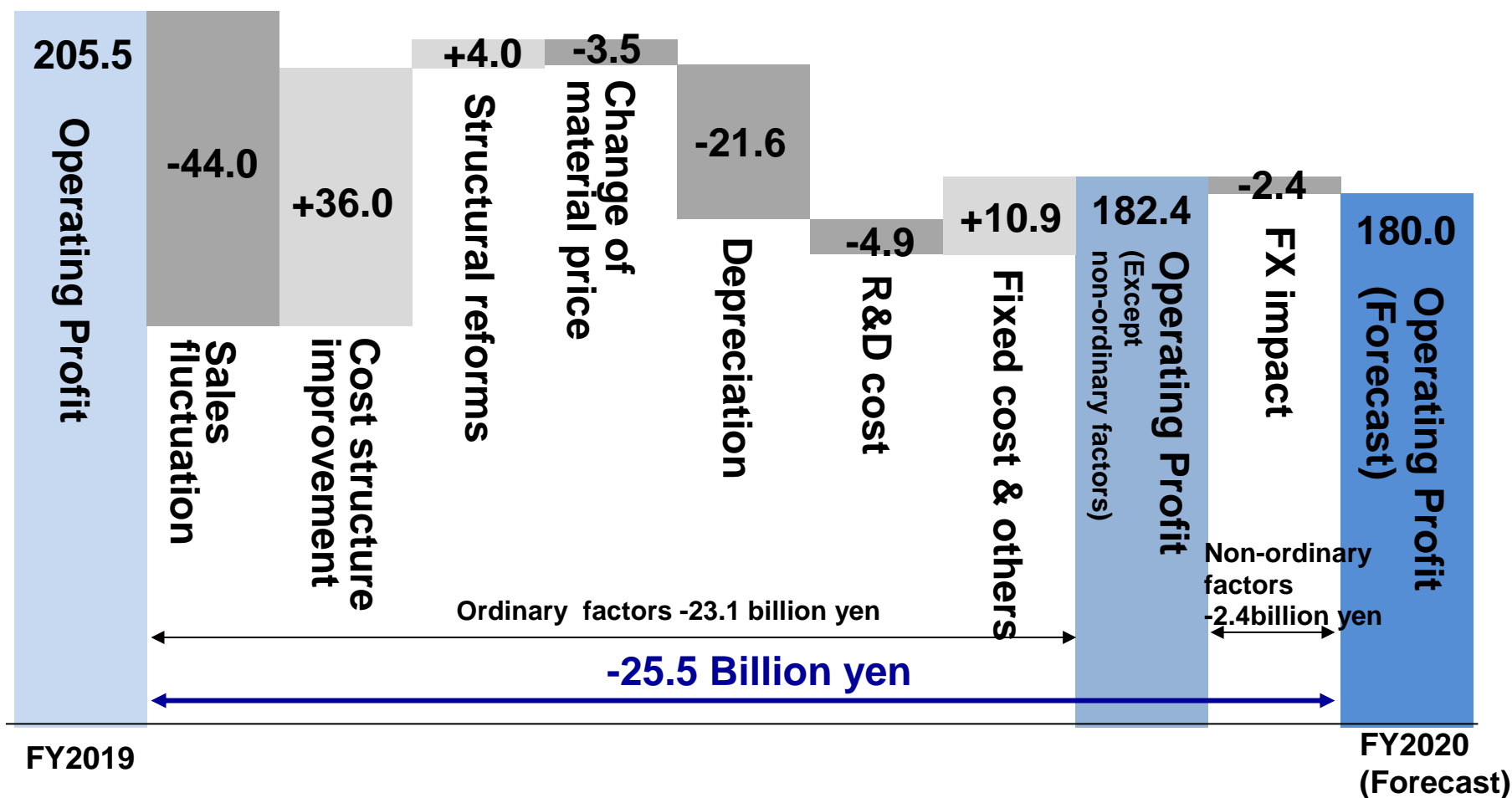
Operating Profit (- 25.5)



Forecast of Fluctuations for Operating Profit(FY2020)

FY2019 / FY2020

(Billion yen)

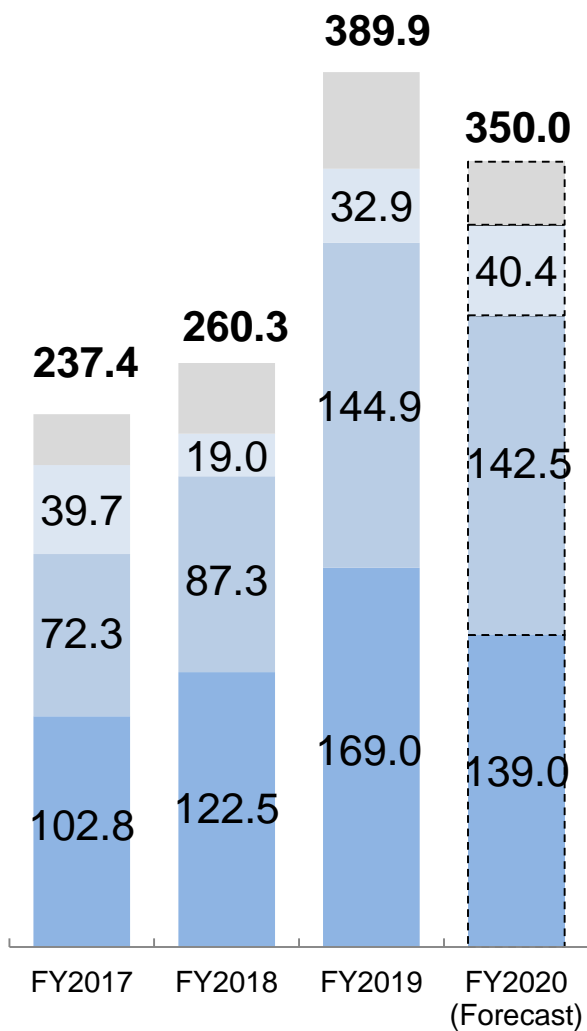


3. Reference information

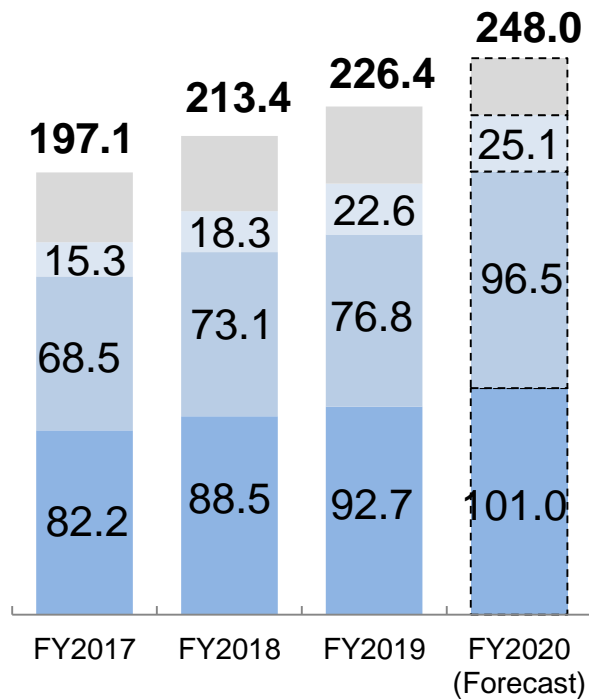
Capital Expenditure/Depreciation/ R&D Expenditure

Capital Expenditure

(Billion yen)

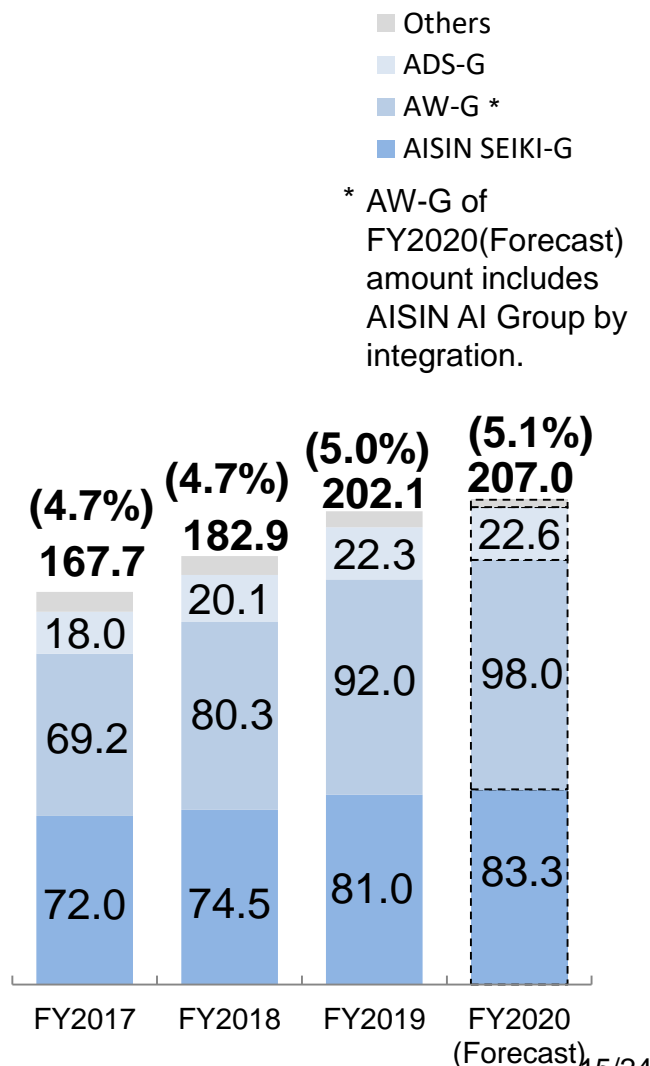


Depreciation



R&D Expenditure

(): Rate to sales



* AW-G of FY2020(Forecast) amount includes AISIN AI Group by integration.

Toyota car production

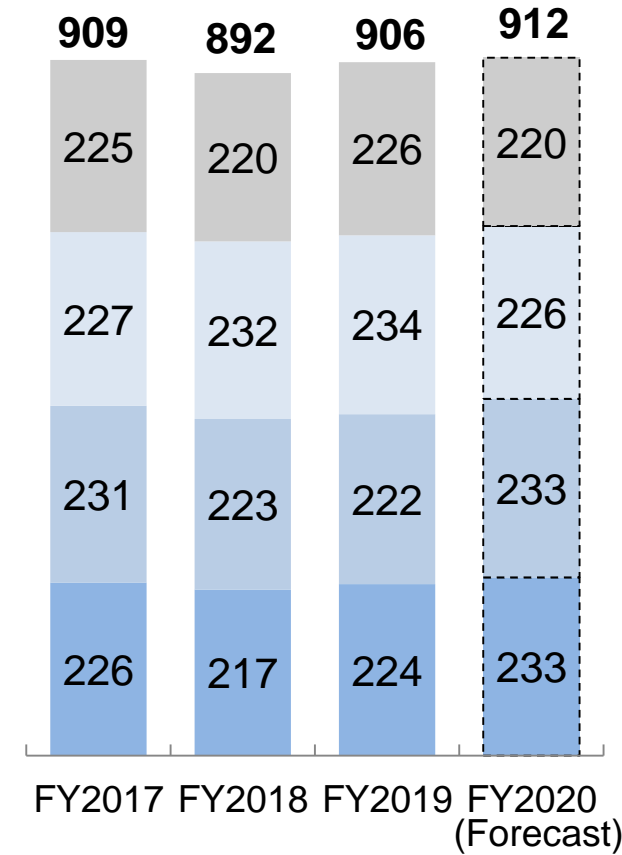
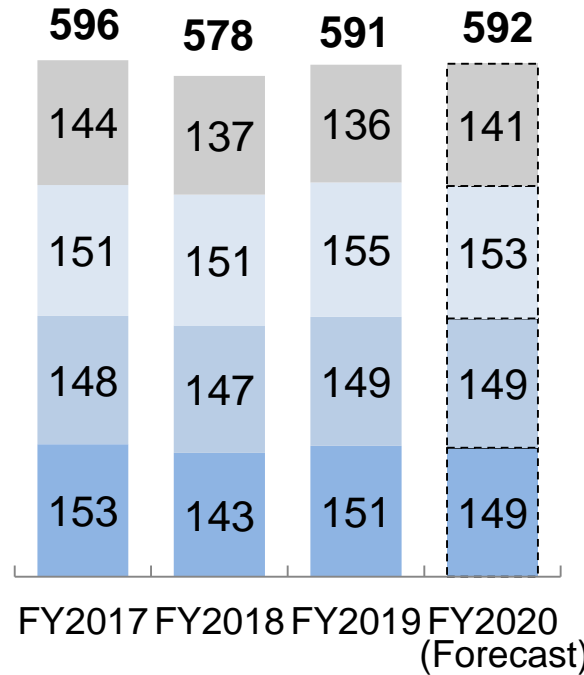
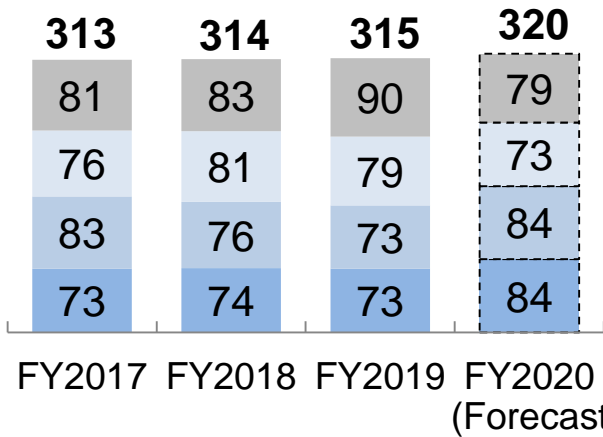
Toyota Domestic production

Toyota Oversea production

Toyota global production

(10,000 Unit)

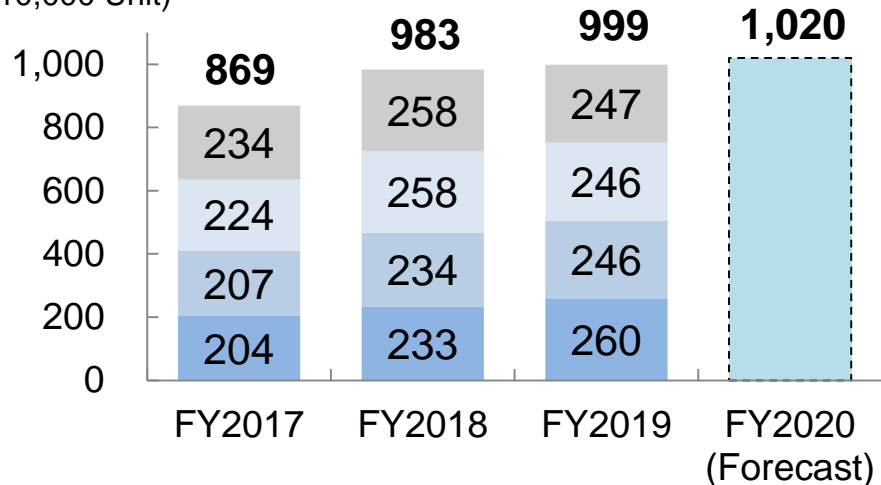
- 4Q
- 3Q
- 2Q
- 1Q



Sales Number

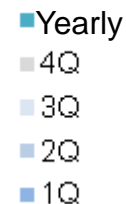
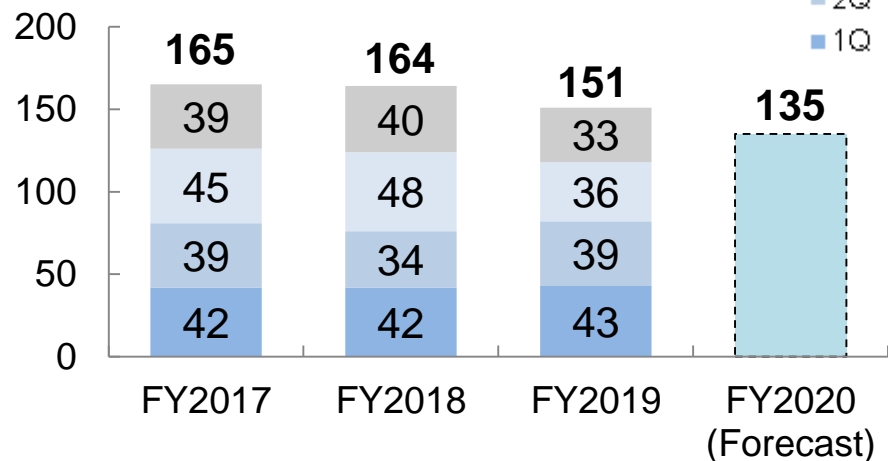
AT sales

(10,000 Unit)



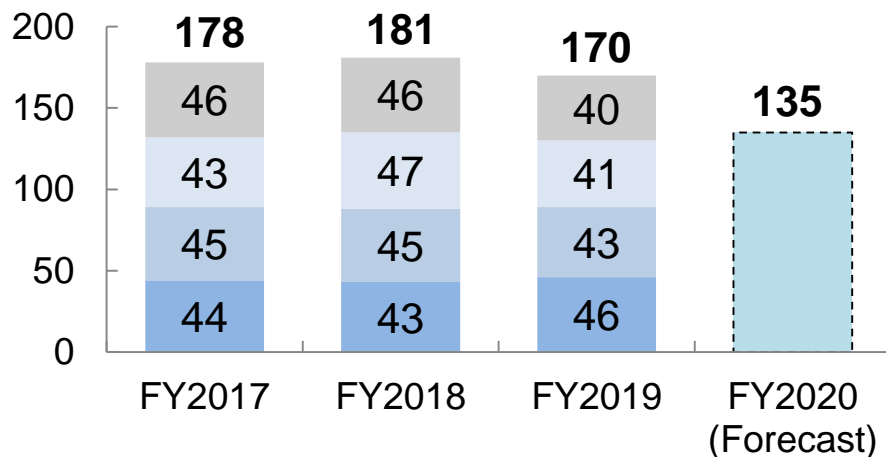
MT sales

(10,000 Unit)



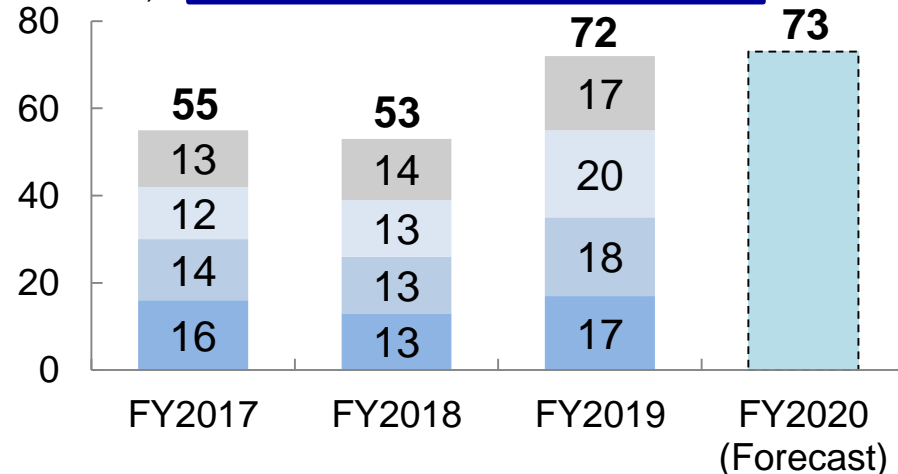
Navigation System sales

(10,000 Unit)



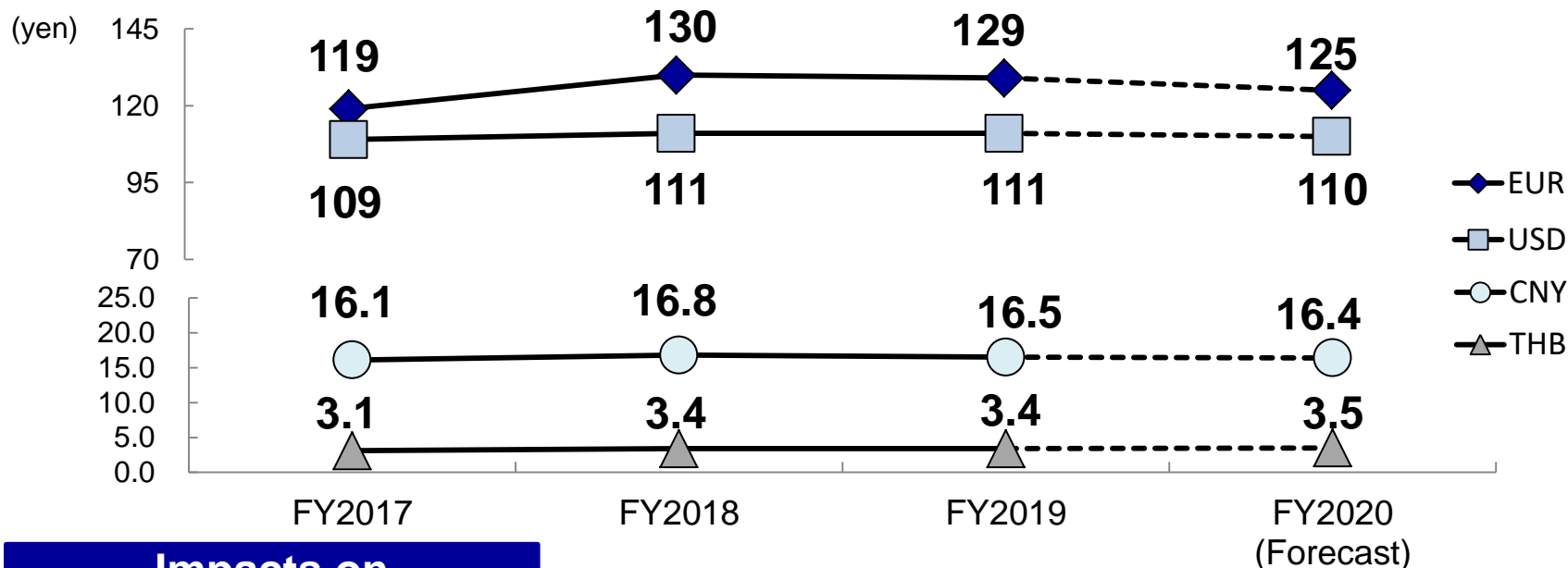
Navigation Soft sales

(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)

	FY2017	FY2018	FY2019	FY2020(Forecast)
USD	1.34	1.13	1.13	1.15
EUR	0.17	0.19	0.17	0.17
THB *	0.81	1.26	1.55	1.50
CNY *	0.79	0.81	0.76	0.71

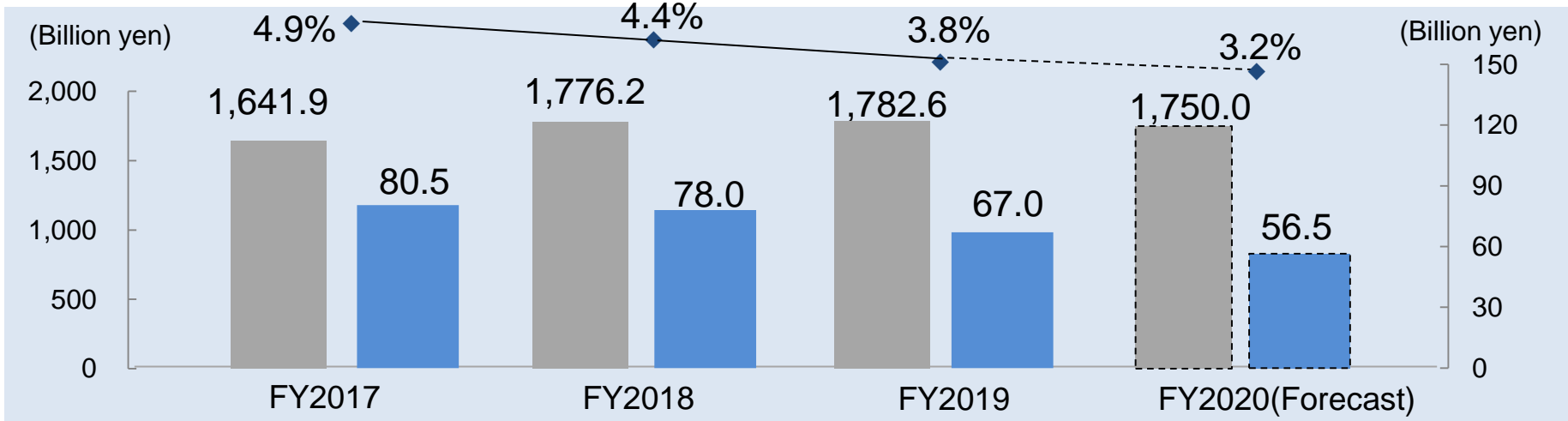
* Impacts of THB and CNY are per 0.1yen.

Financial Results of the Main Consolidated Companies I



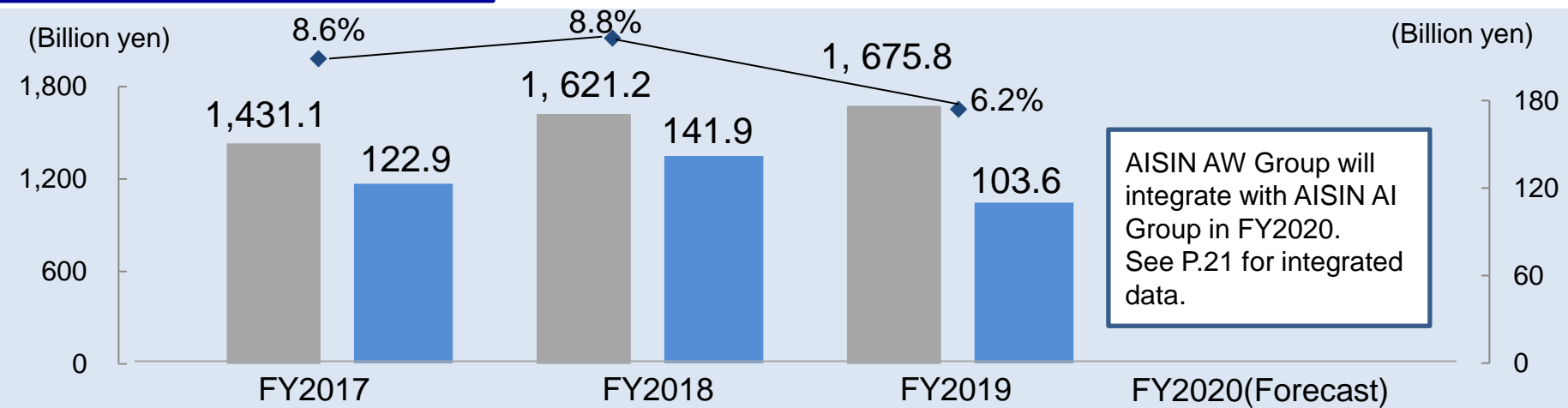
AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



AISIN AW Group

Revenue Operating Profit Operating Profit Rate

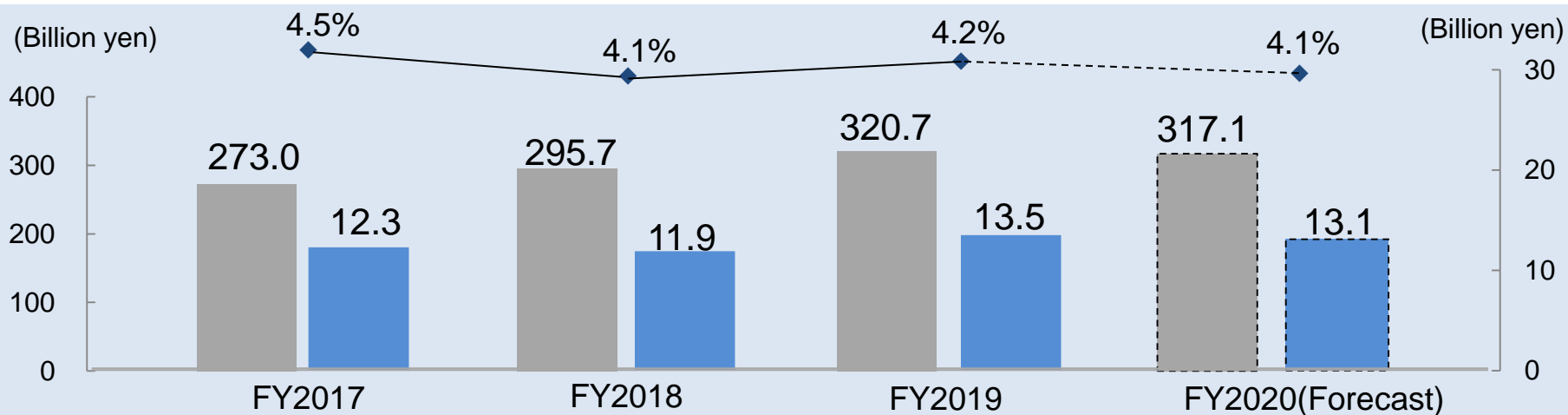


Financial Results of the Main Consolidated Companies II



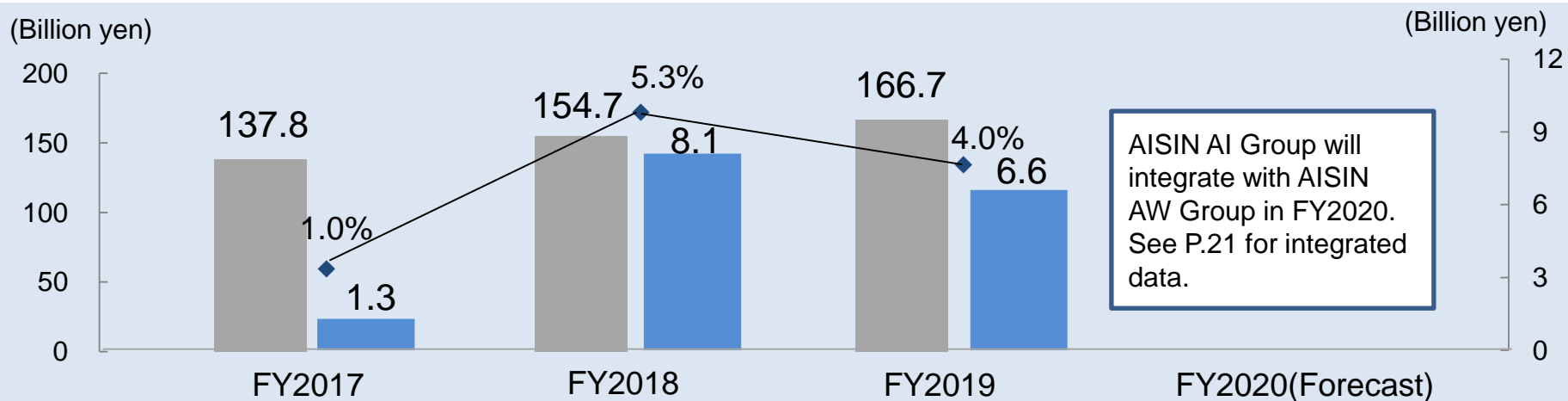
AISIN Takaoka Group

Revenue Operating Profit Operating Profit Rate



AISIN AI Group

Revenue Operating Profit Operating Profit Rate

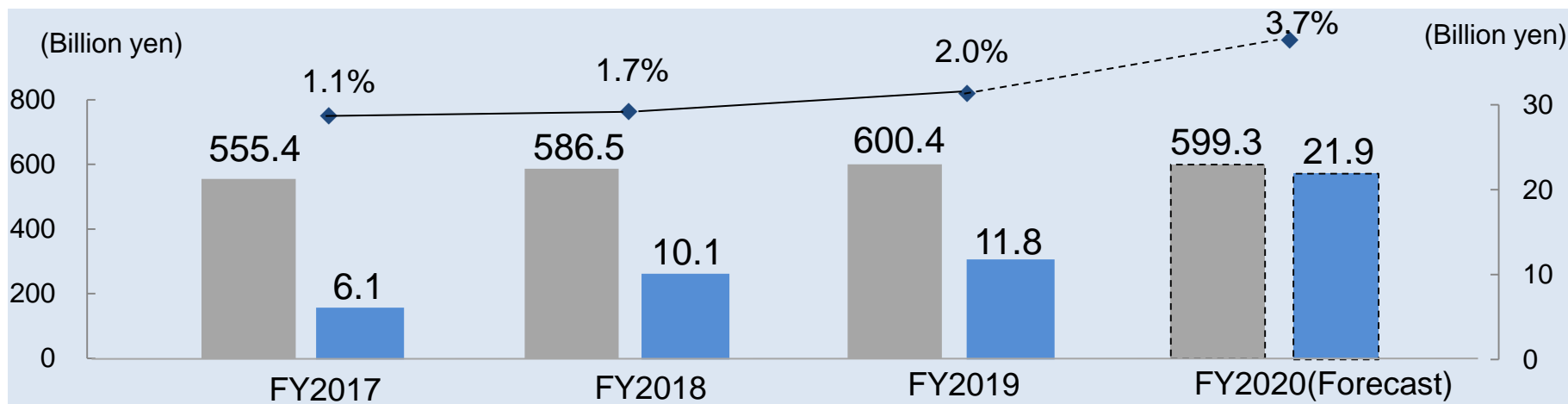


Financial Results of the Main Consolidated Companies III



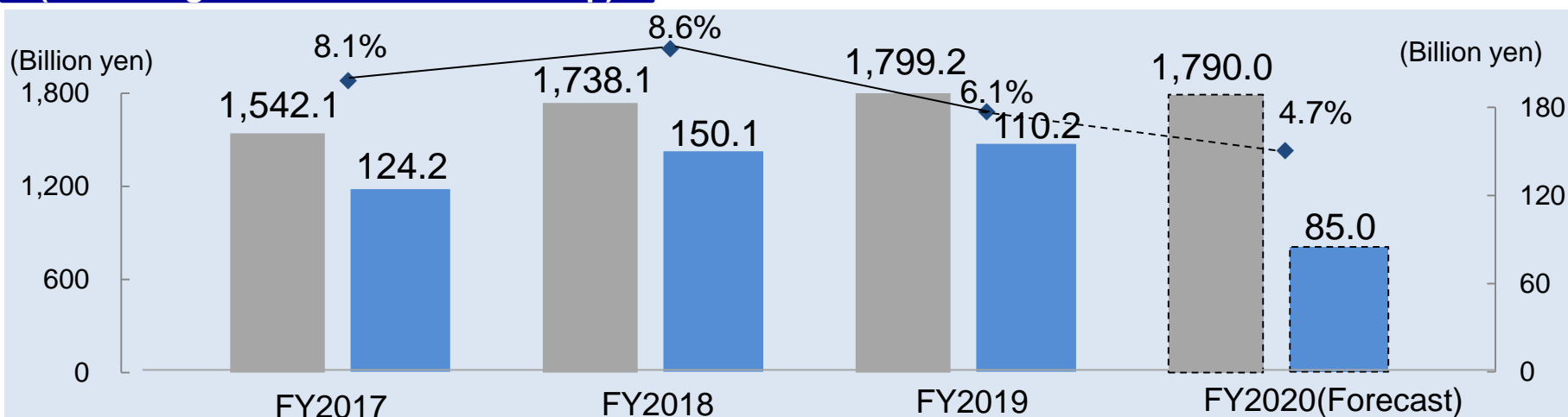
ADVICS Group

Revenue Operating Profit Operating Profit Rate



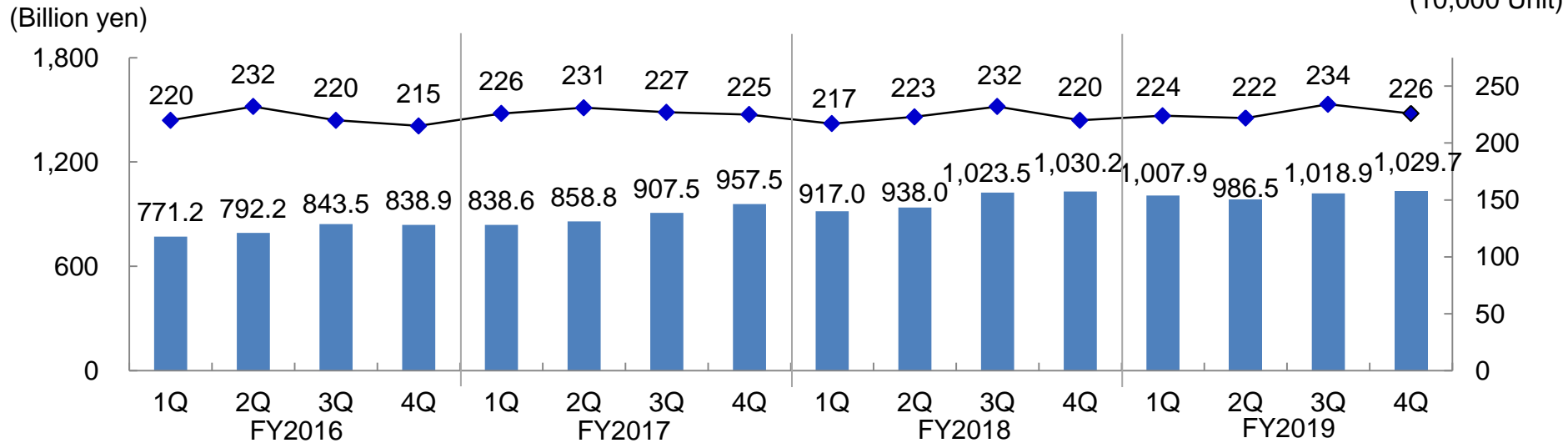
AISIN AW Group (after integration with AISIN AI Group)

Revenue Operating Profit Operating Profit Rate

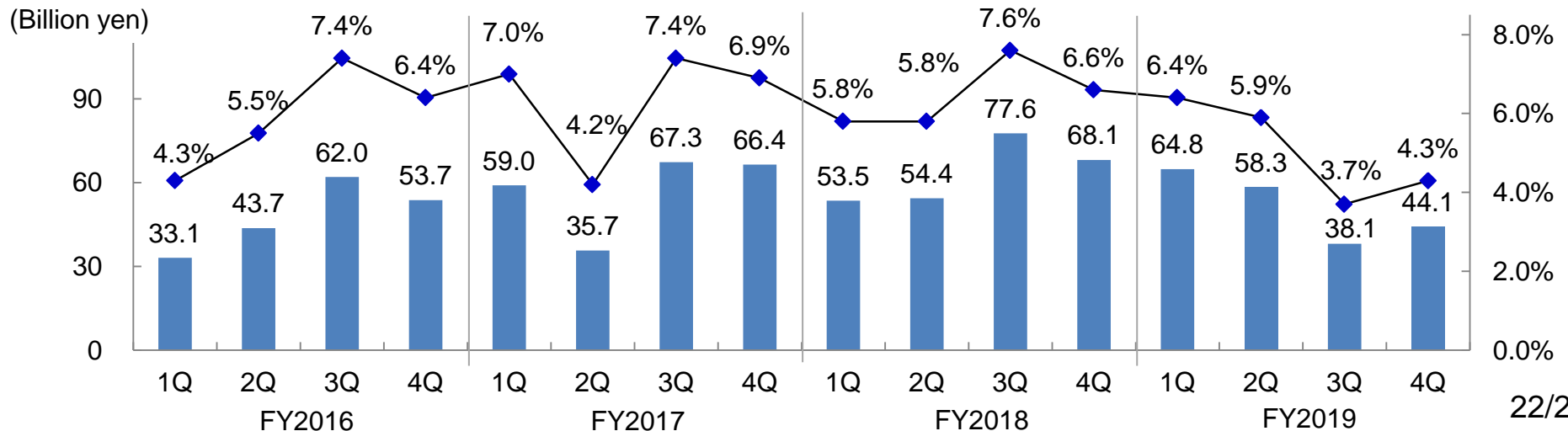


Quarterly Performance

Revenue

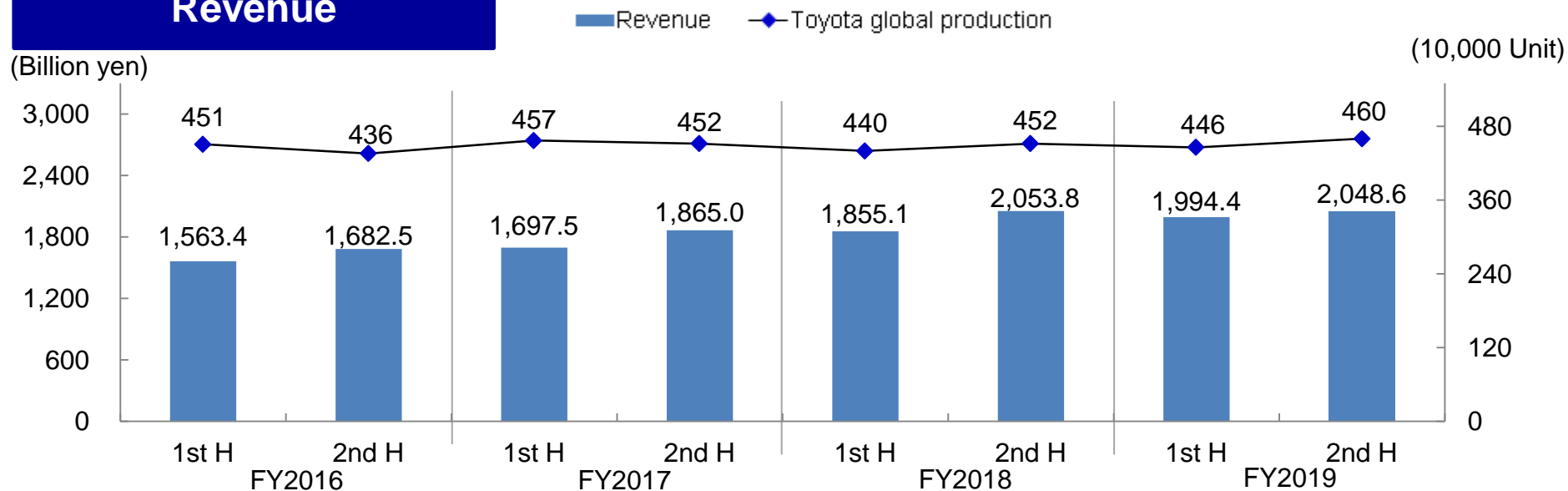


Operating Profit

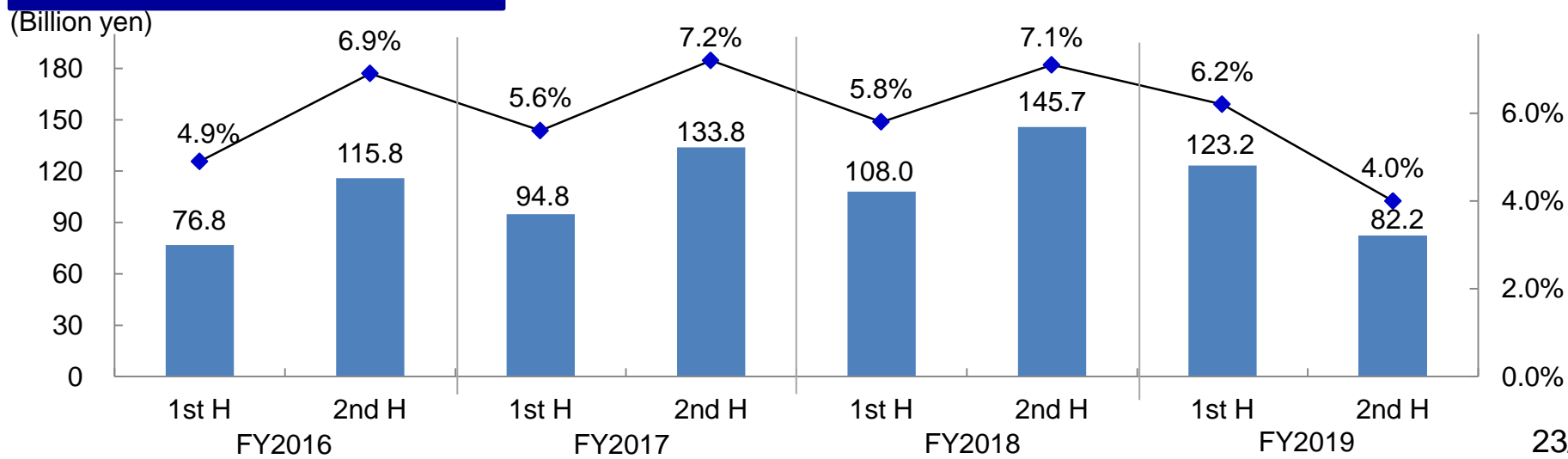


Half Yearly Performance

Revenue



Operating Profit



Dividend per Share

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

		FY2015	FY2016	FY2017	FY2018	FY2019	FY2020 (Forecast)
Dividend (yen)	Interim	45	50	50	60	60	60
	Year-end	50	50	75	90	90	90
	Total	95	100	125	150	150	150
Dividend Payout Ratio		34.7%	28.2%	28.1%	30.6%	36.7%	43.5%
Repurchase of Treasury Stock (billion yen)		0.0	0.0	49.0	59.4	0.0	—
Total return Ratio(*)		34.7%	28.2%	66.5%	74.5%	36.7%	—

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

