



FY2017

Consolidated Financial Forecasts

(April 1, 2016 through March 31, 2017)

May 26, 2016

AISIN SEIKI Co., Ltd.

(<http://www.aisin.com/>)

① While market in Japan stays the same level, stable growth is expected in North America and Europe. Our global sales is predicted to reach 3,400 billion yen, due to the expansion of AT business specially to European and North American customers. In addition, newly consolidated sub group, Shiroki Group will also result the increase of total sales. The overseas sales will be increased while foreign exchange will be giving negative impact.

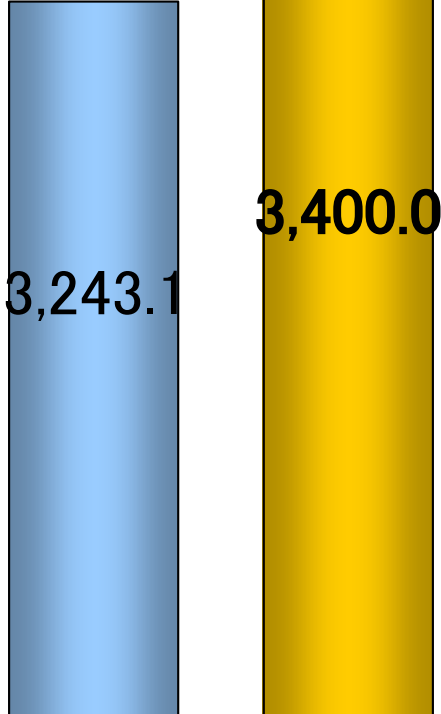
② Operating income is predicted to be 175 billion yen, which is approximately same as FY2016. In spite of the income increase of sales increase, operating income is predicted to fall due to the increase of fixed cost such as R&D and depreciation, 38 billion yen forex loss, and 20 billion yen negative impact of earthquakes. On the other hand, 16.8 billion yen positive impact from adoption of IFRS and 19.5 billion yen gains from stock swap with Shiroki Corporation will contribute.

③ 20 billion yen negative impacts are predicted from the earthquakes on consolidated operating income, which includes 15 billion yen negative impacts by restoration costs from earthquake-damaged plant and production at alternate sites, and 5 billion yen negative impacts by suspension of operations of customers.

Billion yen

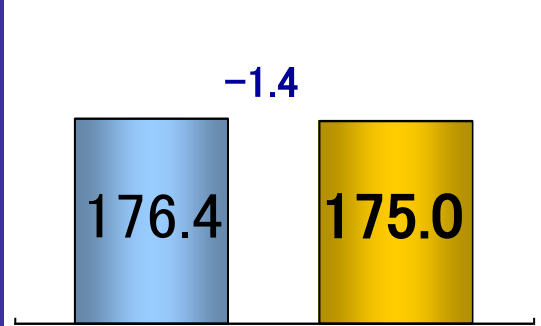
Net Sales

+ 156.9 billion yen
(+4.8%)



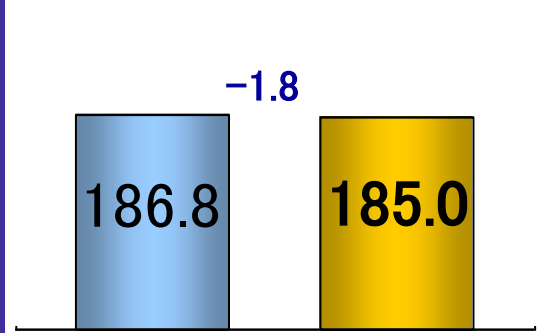
FY2016 J-GAAP FY2017 IFRS

Operating Income



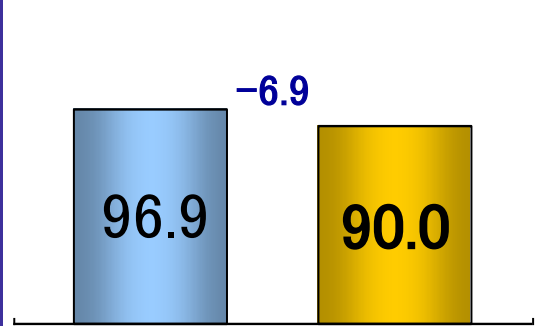
FY2016 J-GAAP FY2017 IFRS

Income before income tax



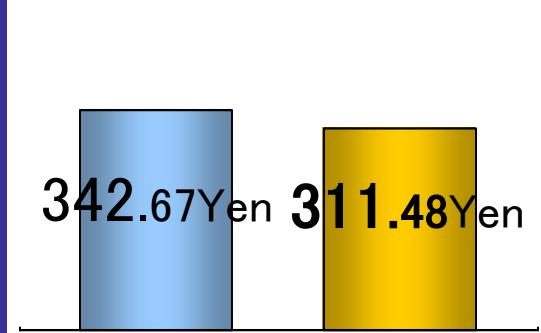
FY2016 J-GAAP FY2017 IFRS

Net Income



FY2016 J-GAAP FY2017 IFRS

EPS



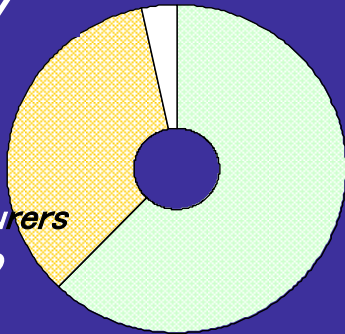
FY2016 J-GAAP FY2017 IFRS

Forecast of Sales by Customer (FY2017 - 12 months)



FY2016 【 Sales 3,243.1 】

Life & others
104.7



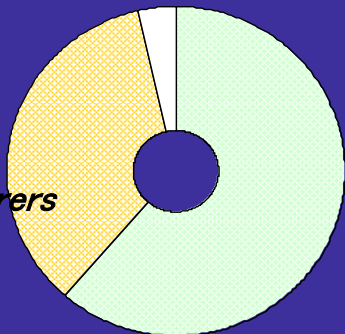
Toyota Group
2,020.1

62.3%

Other Manufacturers
1,118.2

FY2017 【 Sales 3,400.0 】

Life & others
124.0

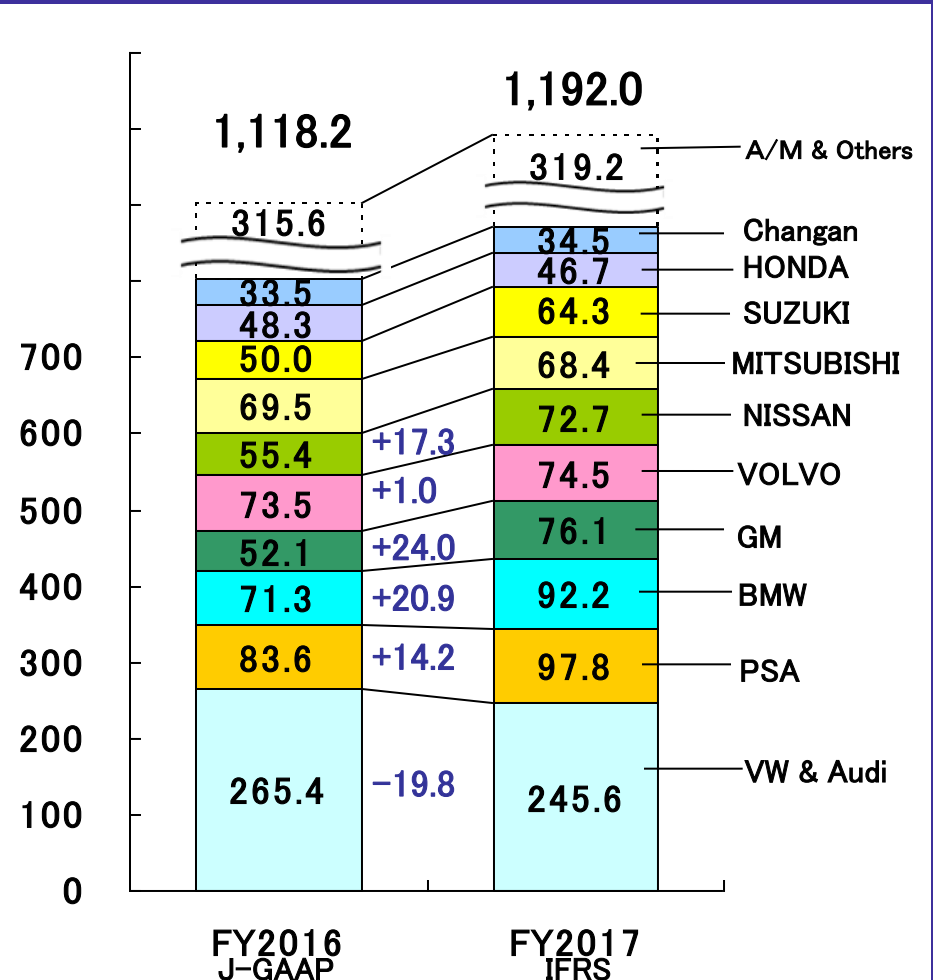


Toyota Group
2,084.0

61.3%

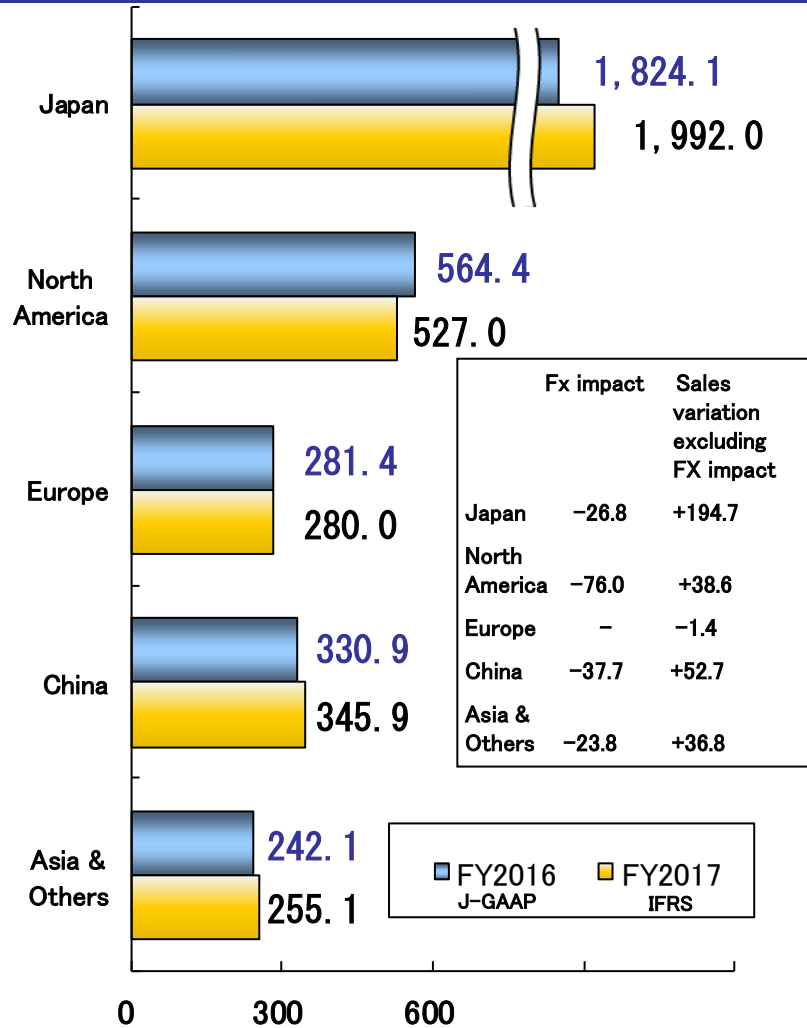
Other Manufacturers
1,192.0

Other Manufacturers sales breakdown



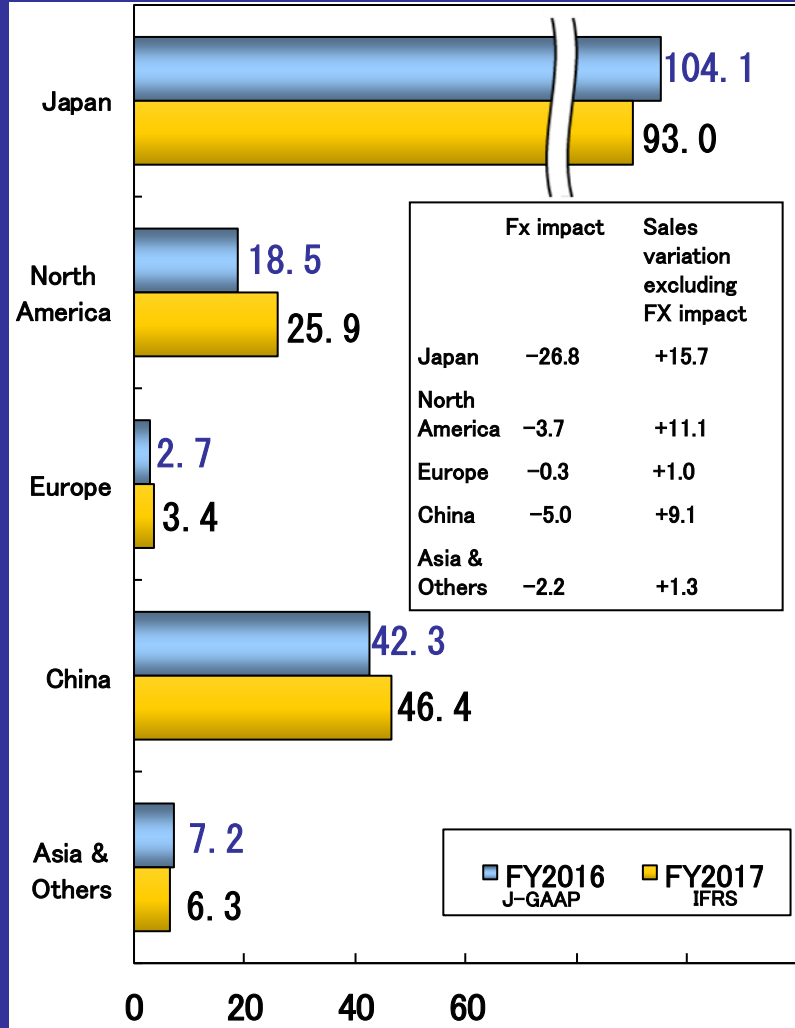
Net Sales

Billion yen



Operating Income

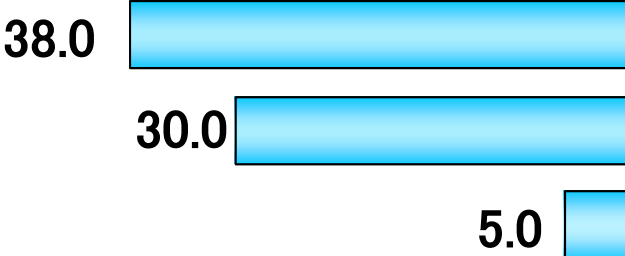
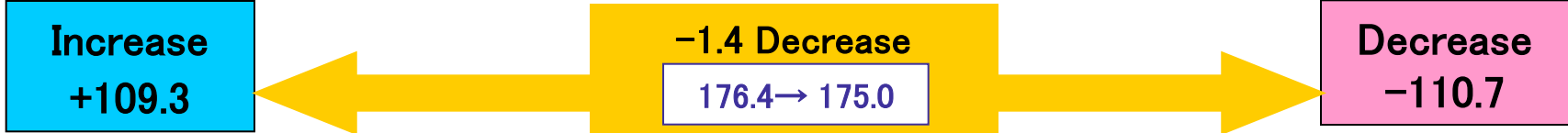
Billion yen



Forecast of Fluctuations for Operating Income (FY2017 - 12 months) AISIN

【FY2016 / FY2017】

Billion yen



Sales fluctuation

Cost structure improvement

Change of material price

Forex rate
 1US\$:¥120 → ¥105
 1CNY :¥18.8 → ¥17.0

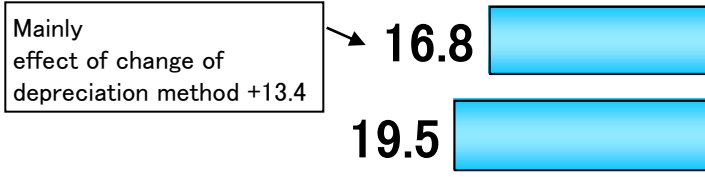
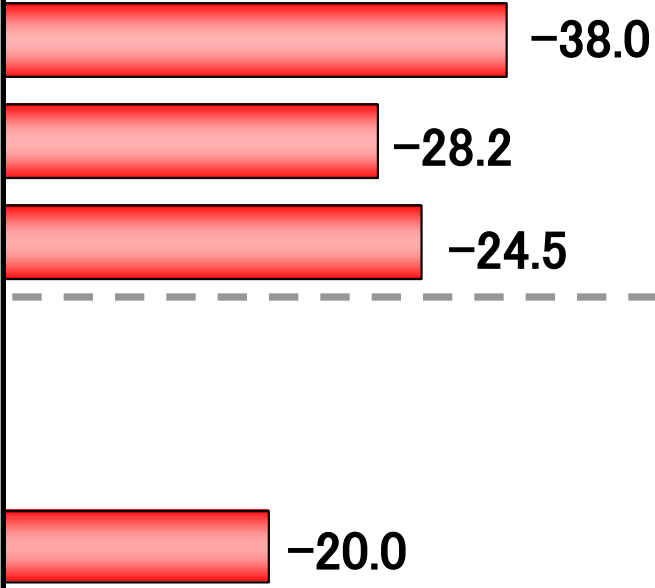
Depreciation
 (Based on J-GAAP)

R&D others

IFRS adoption

Gains from stock swap with Shiroki corporation

Impact of Kumamoto earthquakes

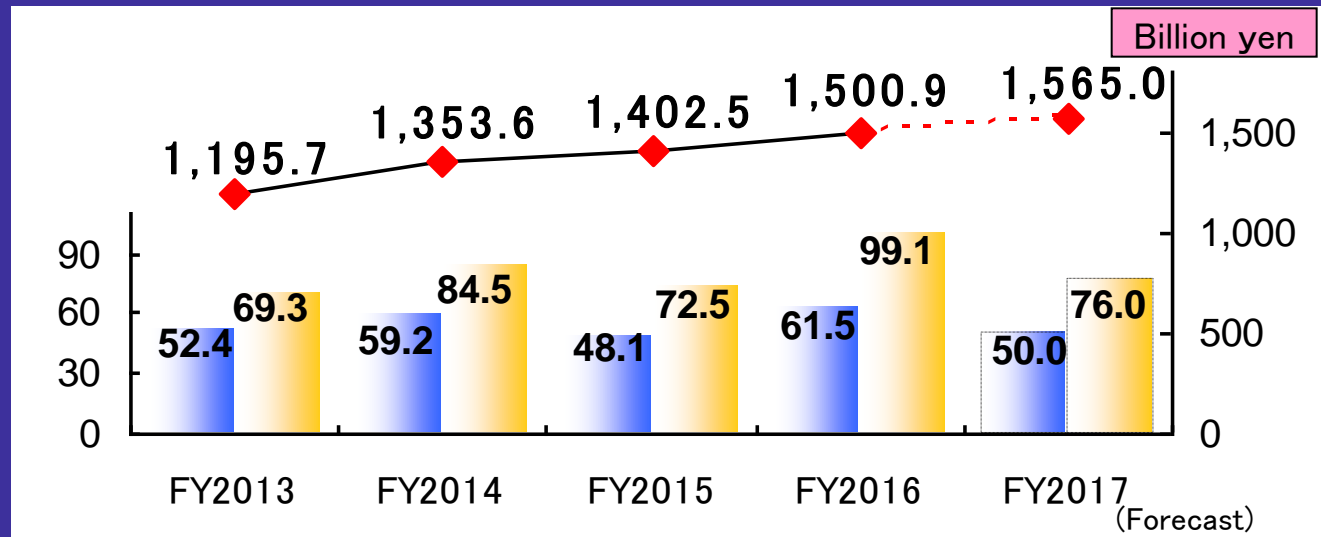
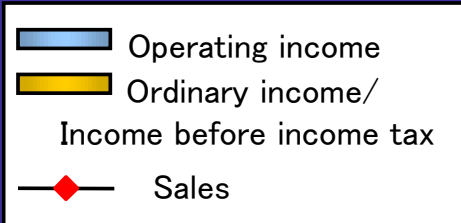


Mainly effect of change of depreciation method +13.4

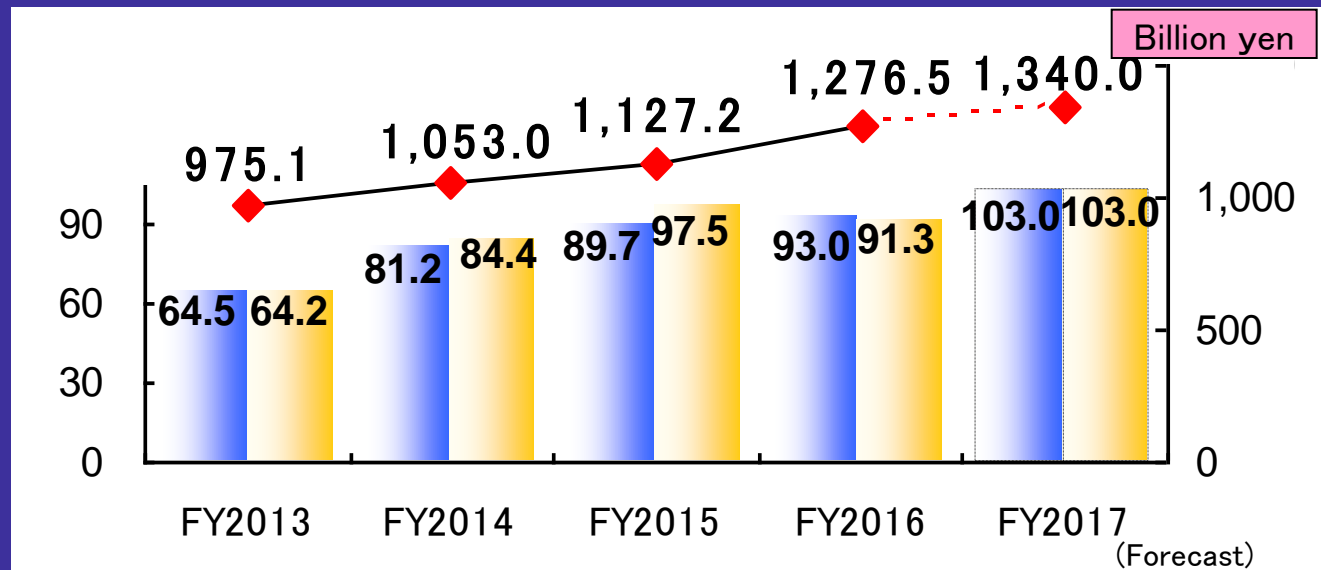
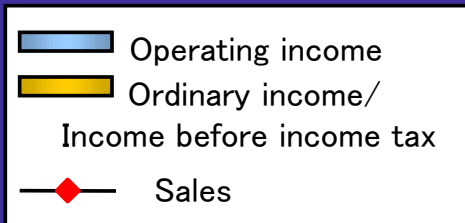
Financial Results of the Main Consolidated Companies I



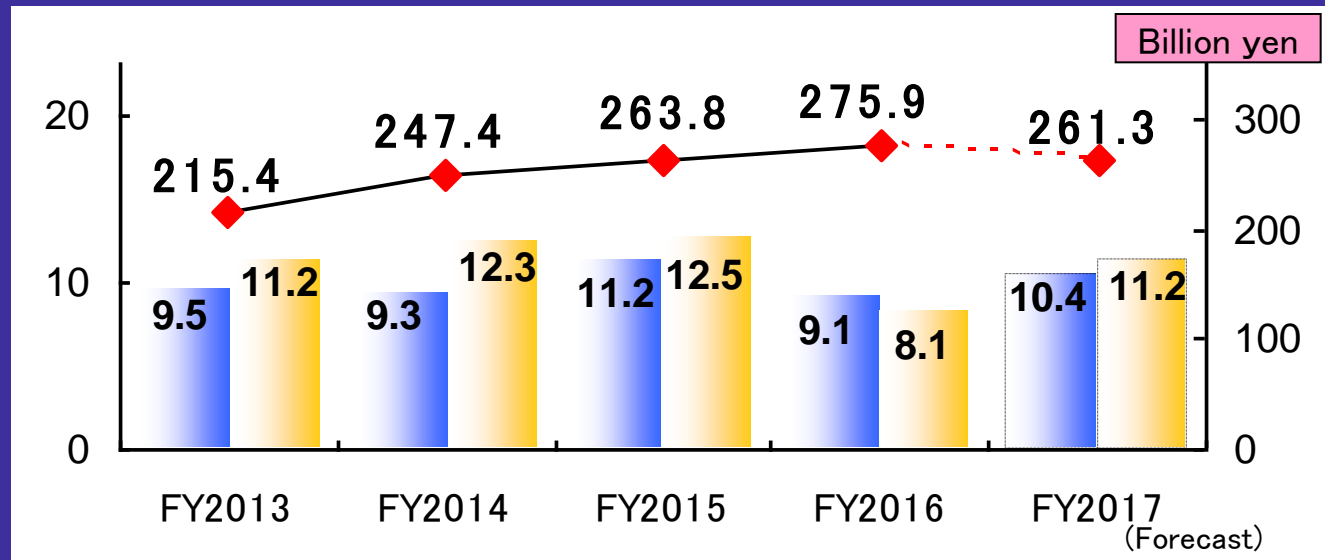
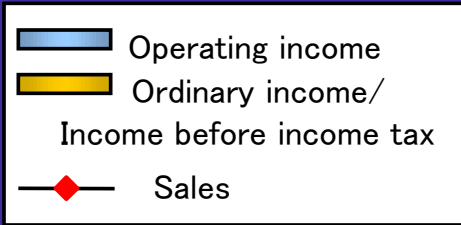
AISIN SEIKI Group



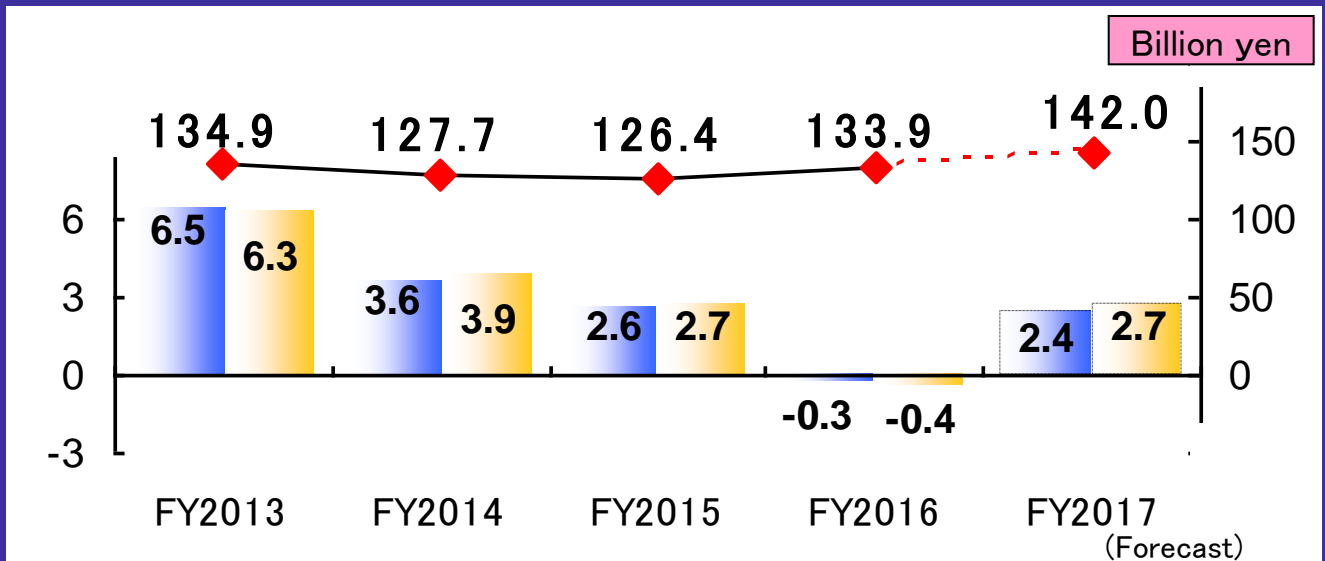
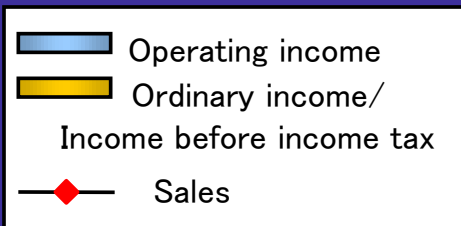
AISIN AW Group



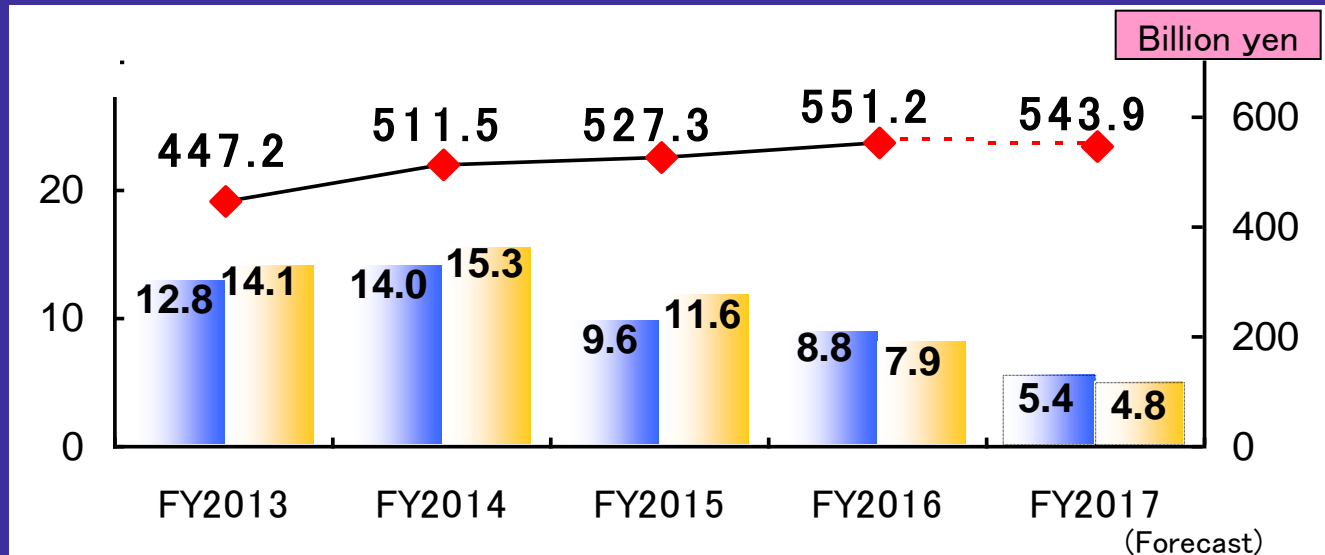
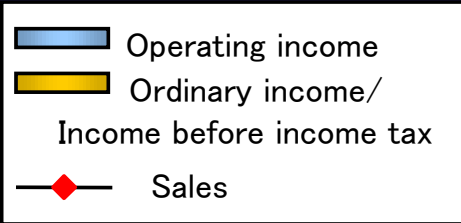
AISIN Takaoka Group



AISIN AI Group

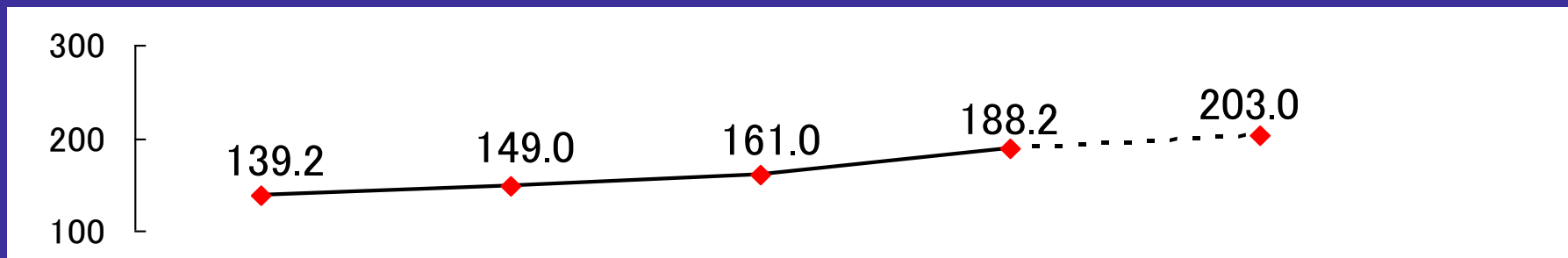


ADVICS Group

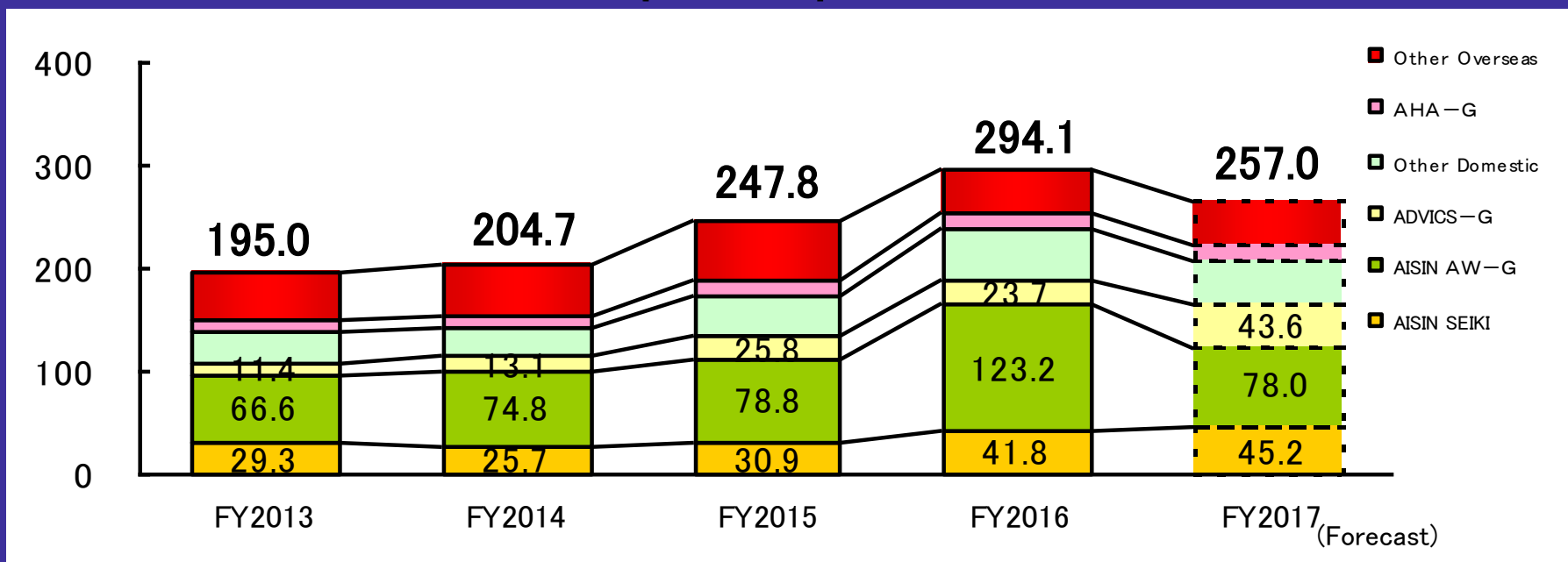


Depreciation

Billion yen

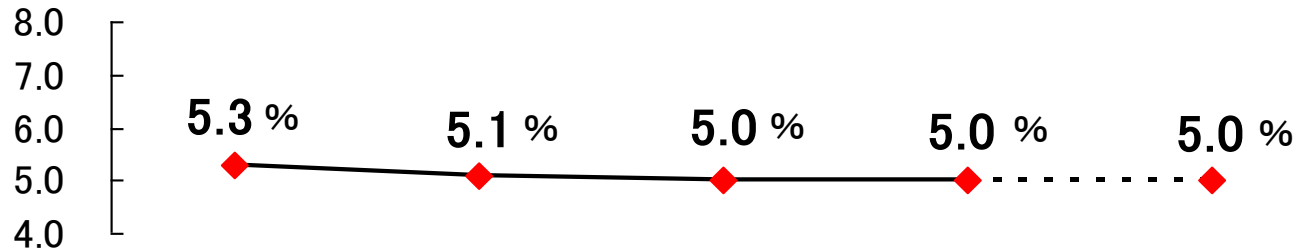


Capital Expenditure



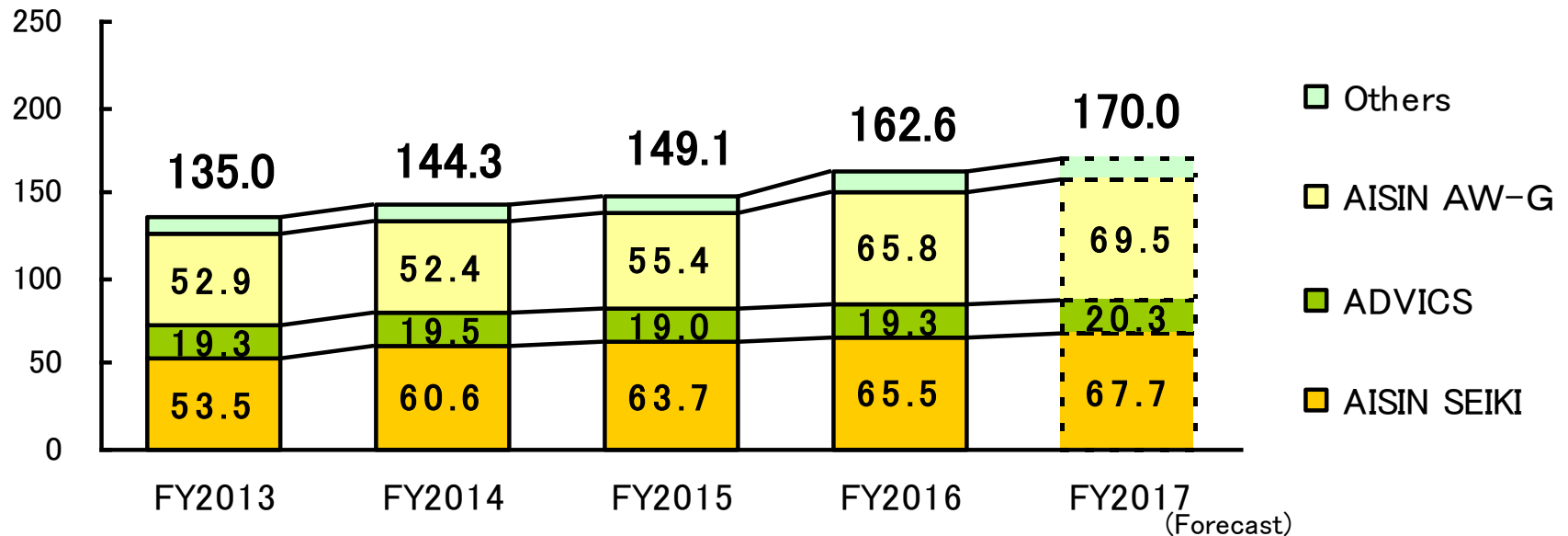
R & D Expenditure / Net Sales

%



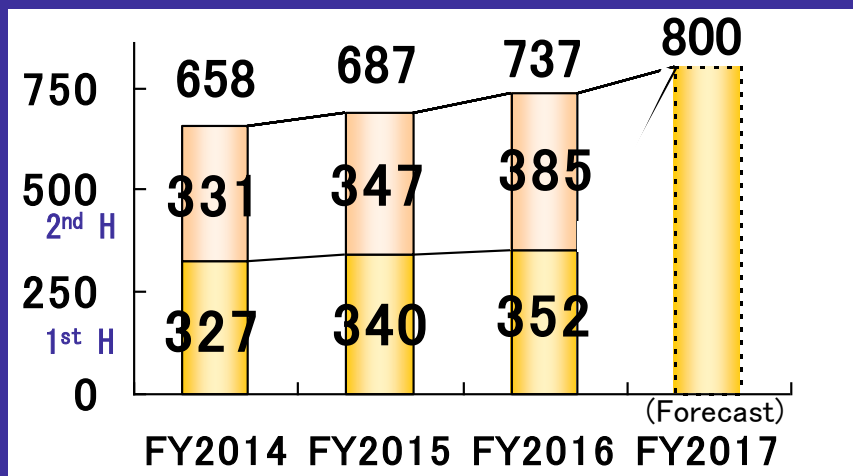
R & D Expenditure

Billion yen

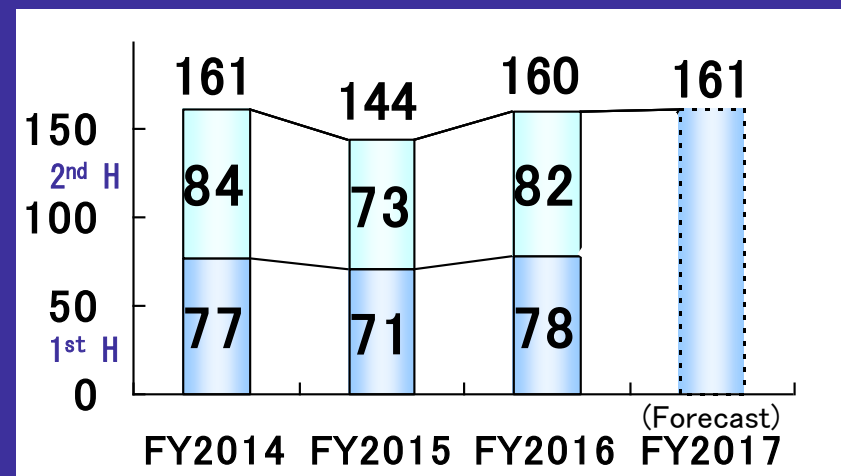


10,000 of units

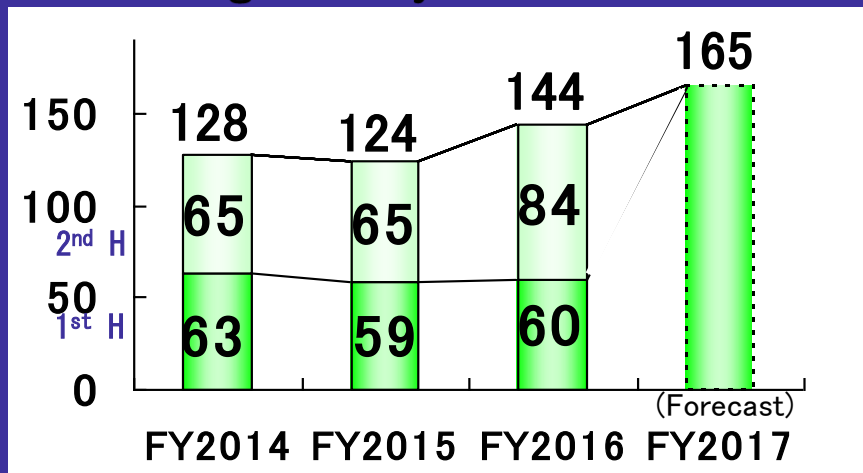
AT Production



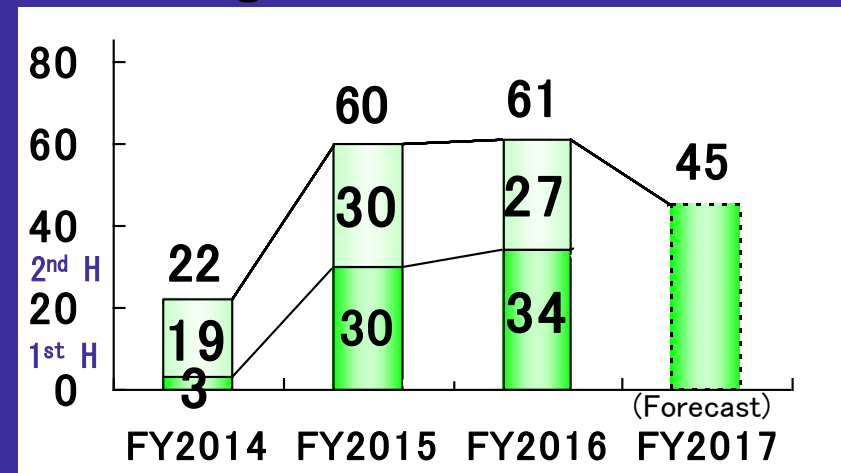
MT Production



Navigation System Production

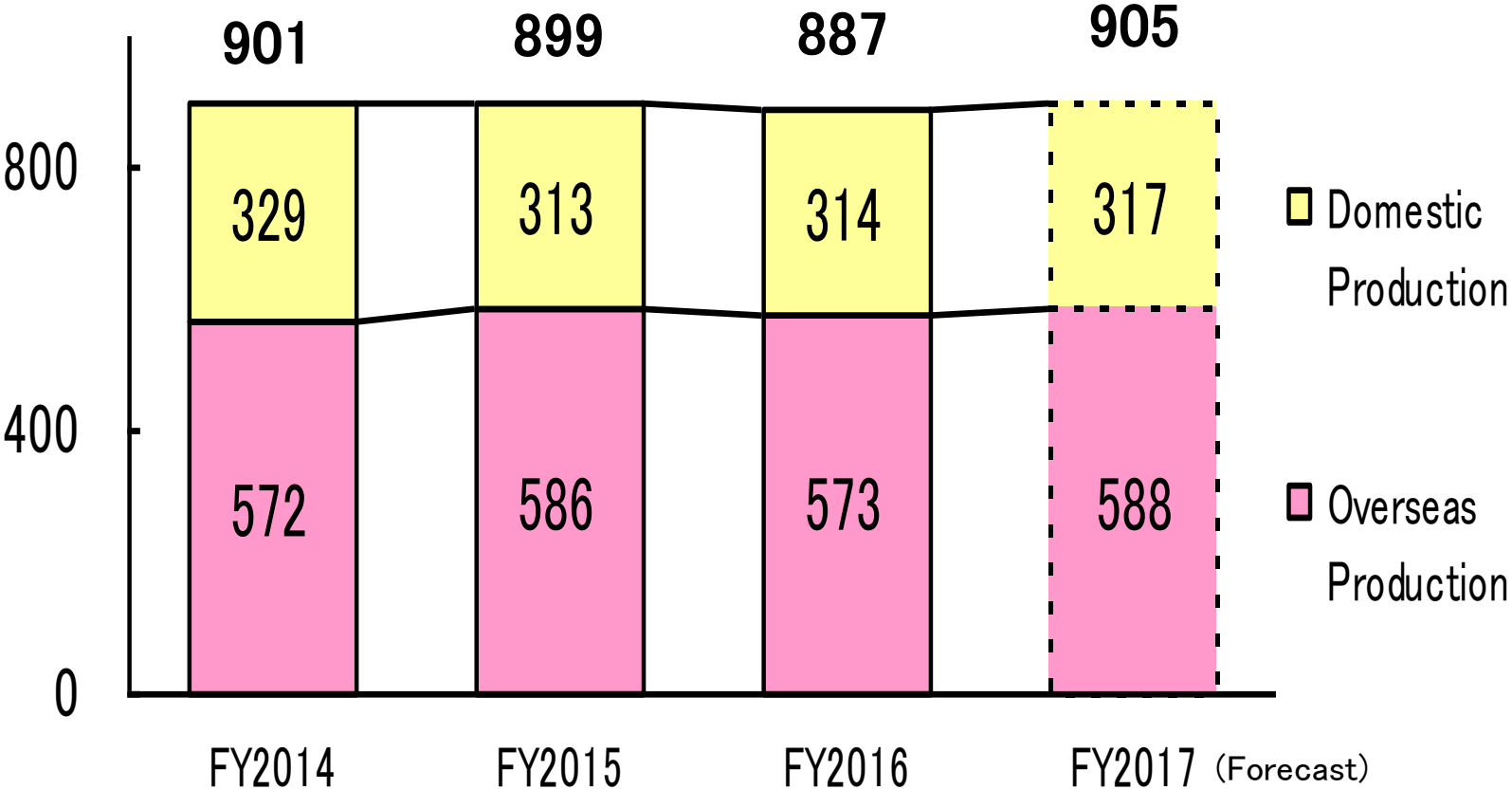


Navigation Soft Production

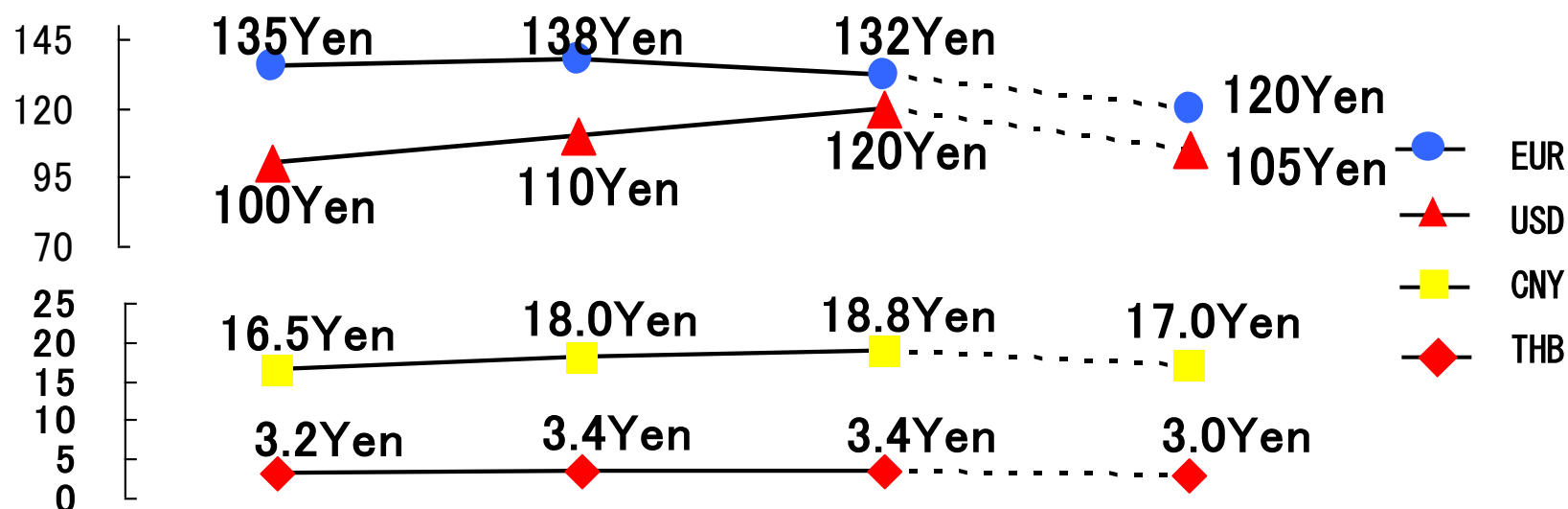


TOYOTA Motors Production

10,000 of units



Foreign Exchange Rate



Impacts on Operating Income

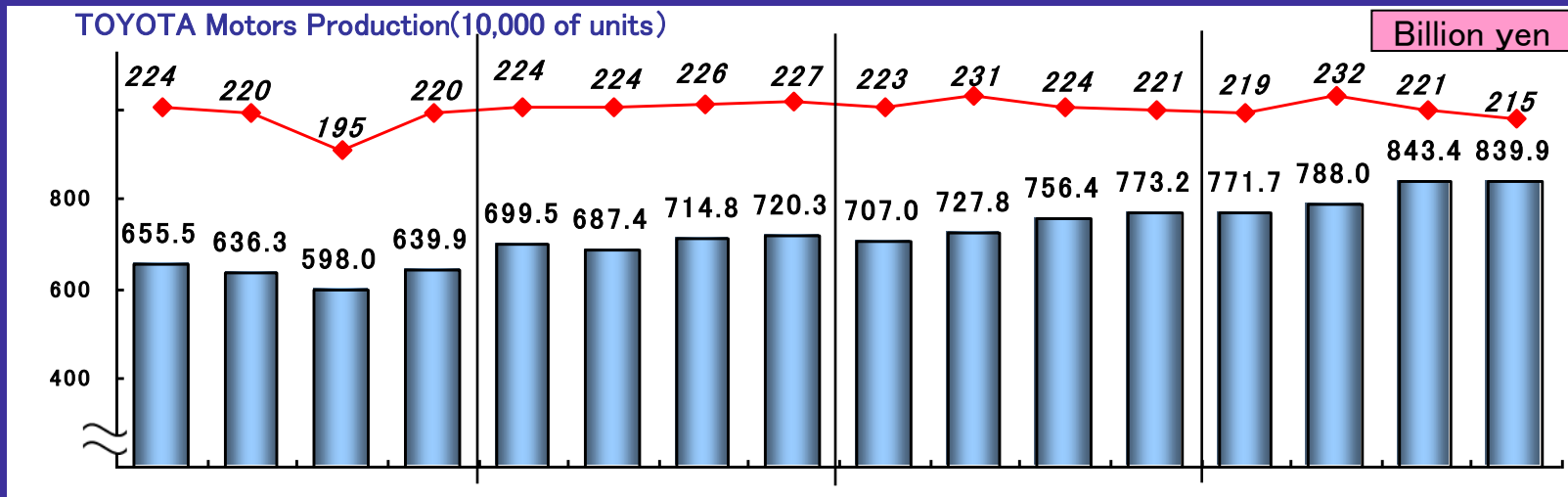
Forex Impact on Operating Income per 1(or 0.1) yen

Billion yen

| | FY2014 | FY2015 | FY2016 | FY2017 (forecast) |
|------|--------|--------|--------|-------------------|
| USD | 1.46 | 1.46 | 1.27 | 1.35 |
| EUR | 0.13 | 0.14 | 0.13 | 0.14 |
| THB* | 0.79 | 0.74 | 0.80 | 0.78 |
| CNY* | 0.19 | 0.26 | 0.54 | 0.70 |

*Impacts of THB and CNY are per 0.1yen.

Net Sales



Operating Income

