

The next frontier in mobility.



# FY2020 1<sup>st</sup> Quarter Consolidated Financial Results

July 31<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.

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# **1. Consolidated Financial Results (FY2020 1<sup>st</sup> Quarter)**

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# FY2020 1<sup>st</sup> Quarter Overview of Financial Results

- 1. Revenue for FY2020 1<sup>st</sup> Quarter decreased due to unfavorable Automatic Transmission sales in China.**
- 2. Operating profit for FY2020 1<sup>st</sup> Quarter decreased due to the decrease of sales and increase of depreciation cost by advanced investment, in spite of cost structure improvement etc.**
- 3. Although results for 1<sup>st</sup> Quarter was as estimated, we revise the original forecast for 2<sup>nd</sup> Quarter downward, since AT sales for 2<sup>nd</sup> Quarter is expected to be lower than the original plan. We also revise the annual forecast downward, reflecting only the variance in 2<sup>nd</sup> Quarter, since the prospect for the 2<sup>nd</sup> Half is uncertain.**

# Consolidated Financial Results

(FY2020 1<sup>st</sup> Quarter)



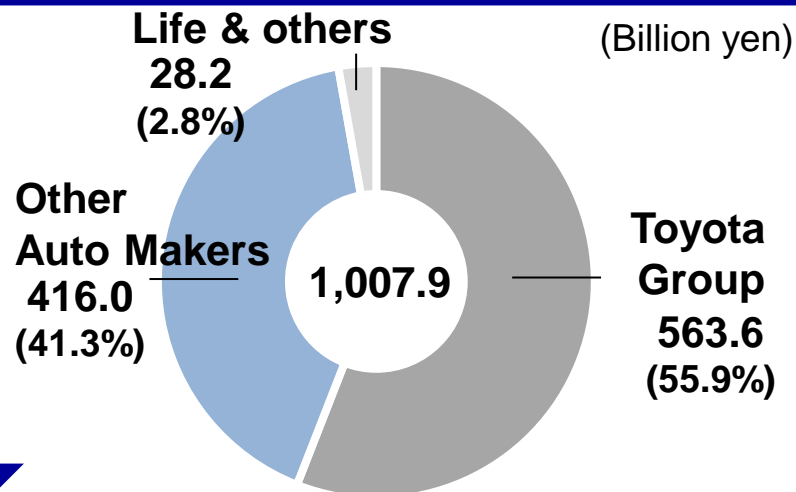
(Billion yen)	FY2019 1Q		FY2020 1Q		Change	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%
Revenue	1,007.9	-	963.0	-	-44.9	-4.5
Operating Profit	64.8	6.4	25.5	2.7	-39.3	-60.6
Profit before income taxes	72.9	7.2	29.1	3.0	-43.8	-60.1
Profit for the period *	40.1	4.0	17.4	1.8	-22.7	-56.6
EPS	148.85 yen	-	64.57 yen	-	-84.28 yen	-56.6

Pre-conditions	FX Rate	USD 109 yen	USD 110 yen	+1 yen	+0.9
		CNY 17.1 yen	CNY 16.0 yen	-1.1 yen	-6.4
	Toyota production (10,000 Unit)	224	233	+9	+4.0
	AT sales (10,000 Unit)	260	226	-34	-12.9

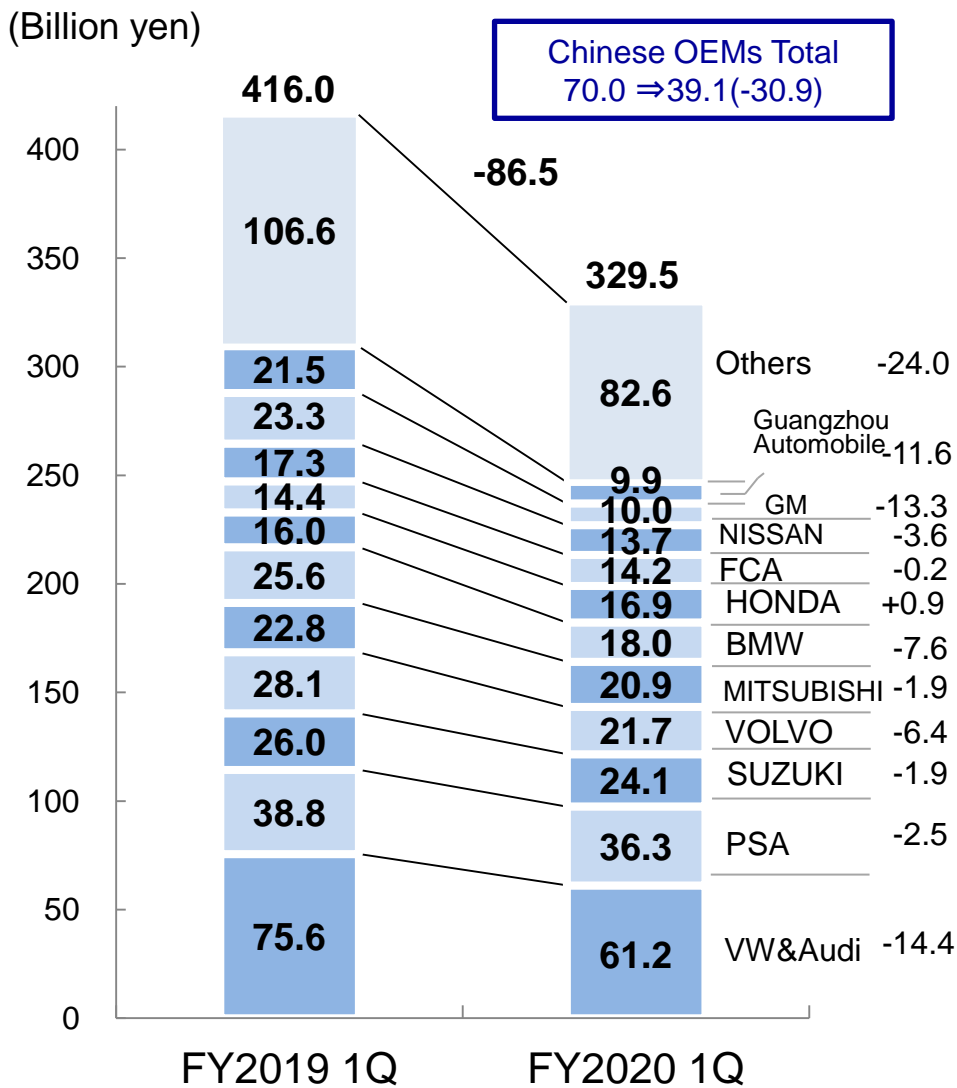
\* Profit for the period attributable to Owners of the parent

# Sales by Customer (FY2020 1st Quarter)

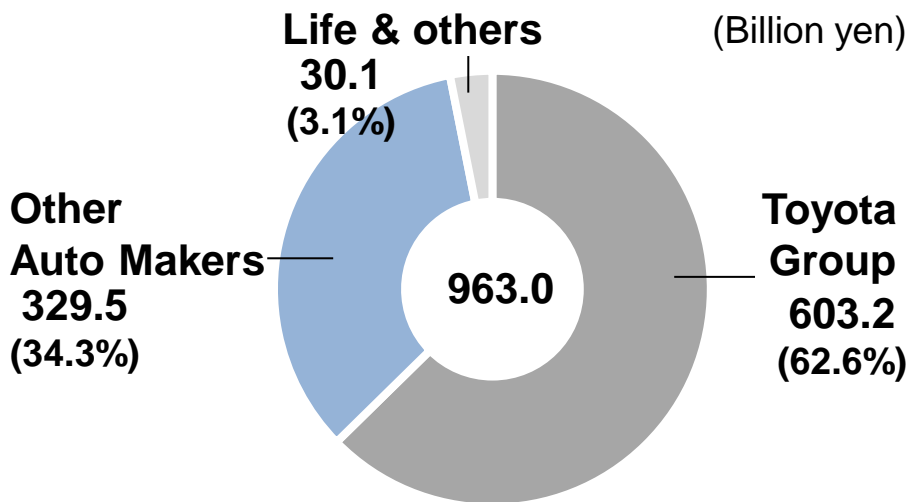
## FY2019 1st Quarter Revenue



## Other Auto Makers sales breakdown

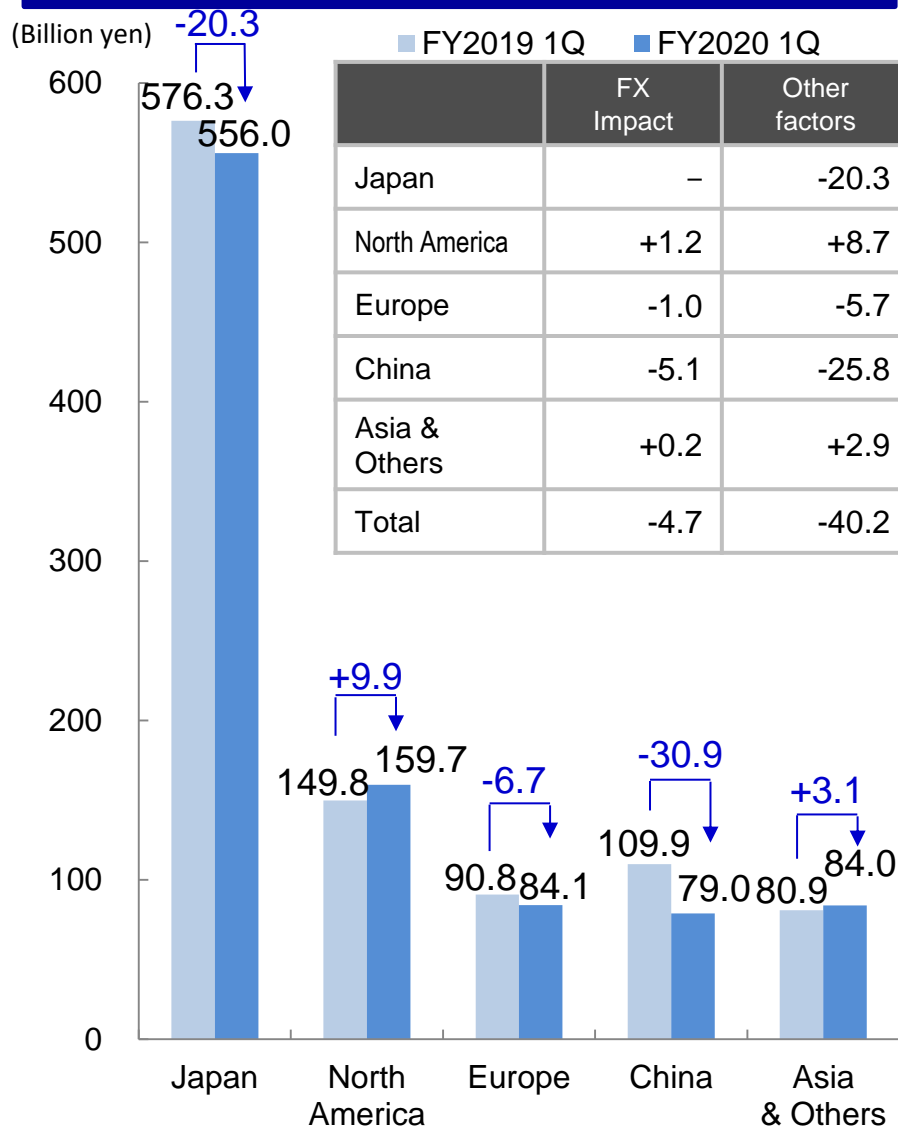


## FY2020 1st Quarter Revenue (- 44.9)

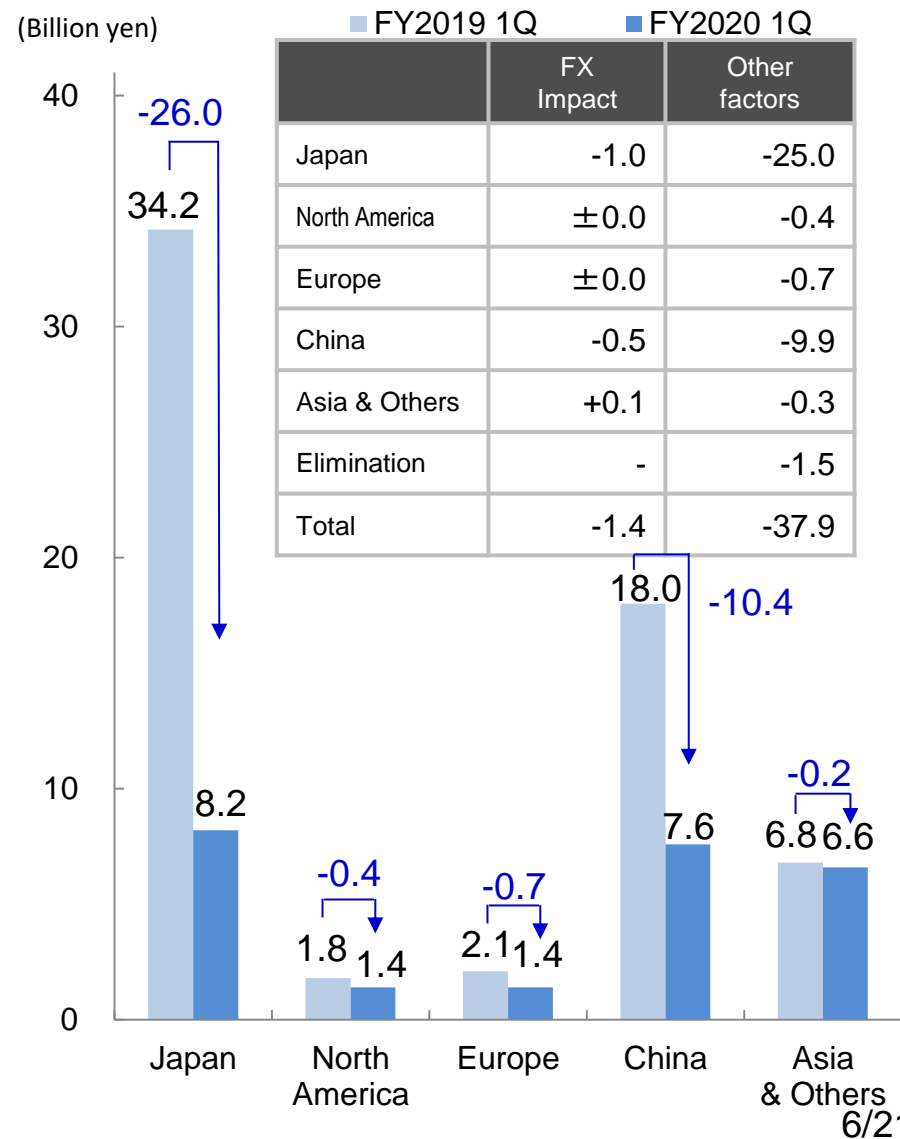


# Segment Information (FY2020 1<sup>st</sup> Quarter)

## Revenue (-44.9)



## Operating Profit (-39.3)

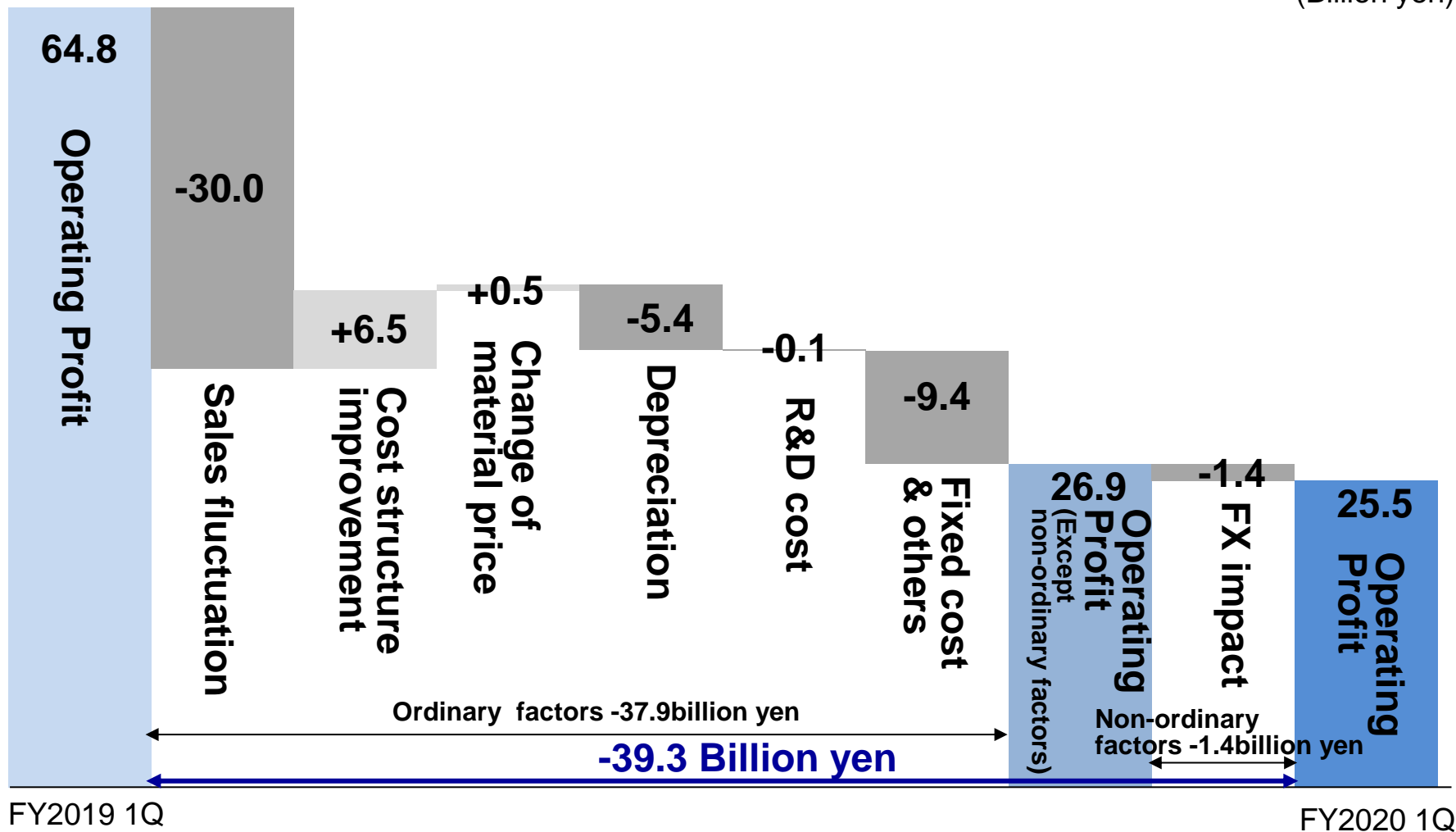


# Fluctuations for Operating Profit

(FY2020 1<sup>st</sup> Quarter)

FY2019 1Q / FY2020 1Q

(Billion yen)





## **2.Consolidated Financial Forecast (FY2020 2<sup>nd</sup> Quarter- 6 months)**

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# Consolidated Financial Forecast

(FY2020 2<sup>nd</sup> Quarter)



(Billion yen)	FY2019 2Q		FY2020 2Q		Change		FY2020 2Q	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%	Forecast in April	Rate to Revenue %
Revenue	1,994.4	-	1,910.0	-	-84.4	-4.2	1,980.0	-
Operating Profit	123.2	6.2	50.0	2.6	-73.2	-59.4	70.0	3.5
Profit before income taxes	132.2	6.6	52.0	2.7	-80.2	-60.7	74.0	3.7
Profit for the period *	64.5	3.2	31.0	1.6	-33.5	-52.0	38.0	1.9
EPS	239.53 yen	-	115.03 yen	-	-124.50 yen	-52.0	141.01 yen	-

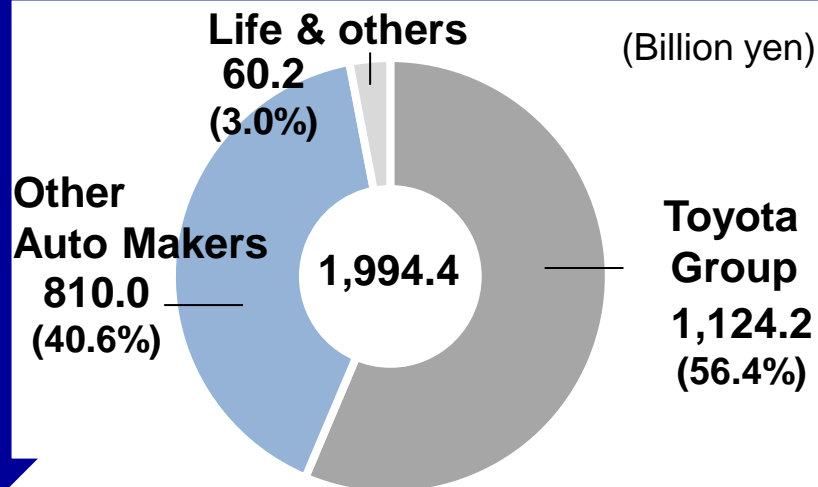
Pre-conditions	FX Rate	USD 110 yen	USD 107 yen	-3 yen	-2.7	USD 110 yen
		CNY 16.7 yen	CNY 15.6 yen	-1.1yen	-6.6	CNY 16.4yen
	Toyota production (10,000 Unit)	446	462	+16	+3.7	466
	AT sales (10,000 Unit)	506	445	-61	-12.0	480

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

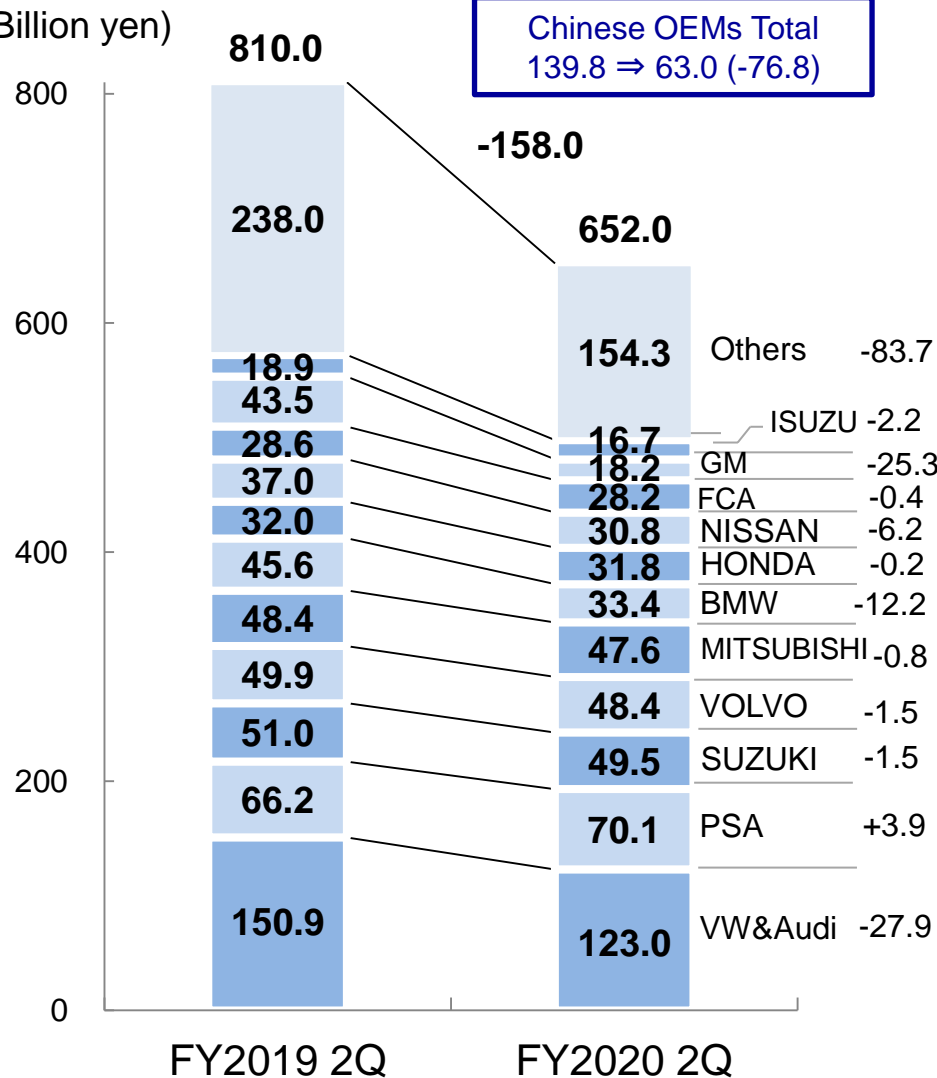
# Forecast of Sales by Customer

(FY2020 2<sup>nd</sup> Quarter)

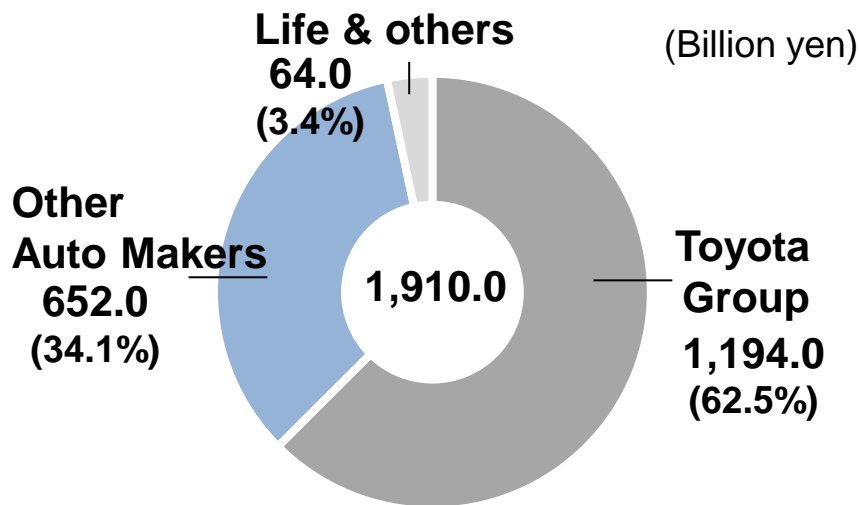
## FY2019 2<sup>nd</sup> Quarter Revenue



## Other Auto Makers sales breakdown



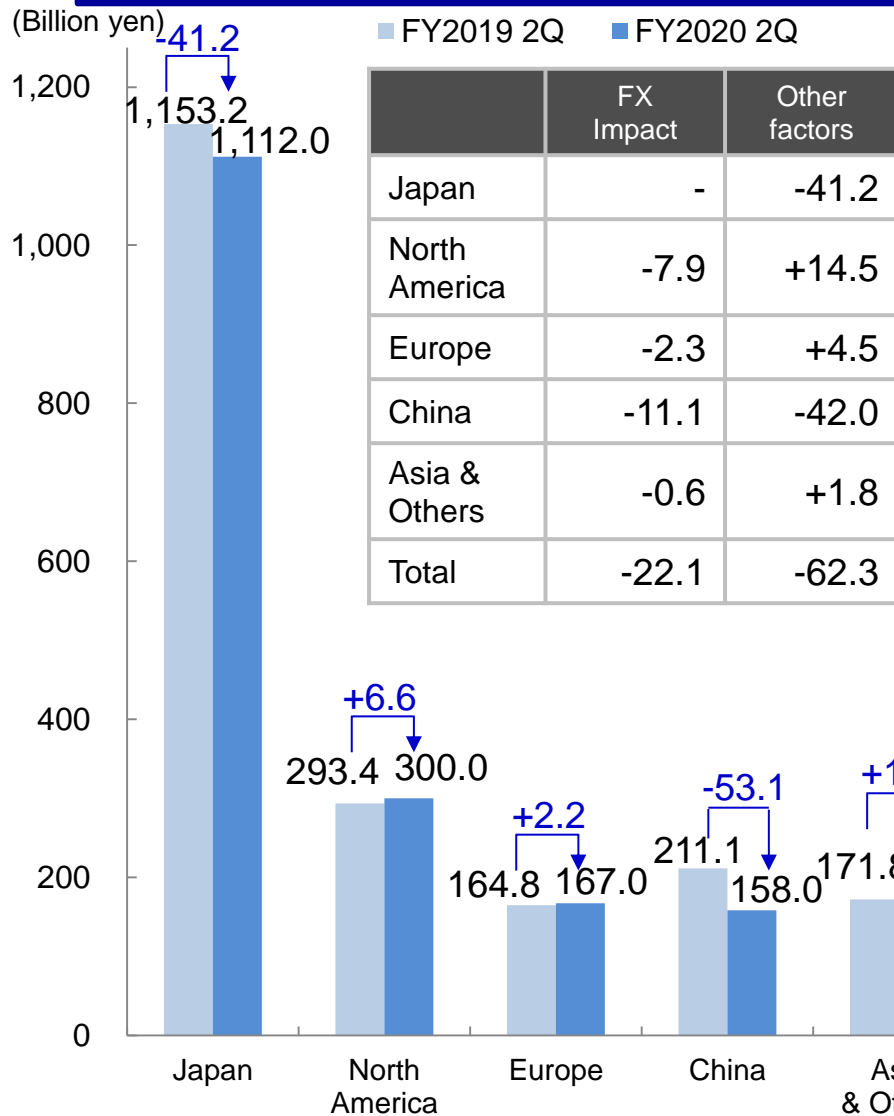
## FY2020 2<sup>nd</sup> Quarter Revenue (-84.4)



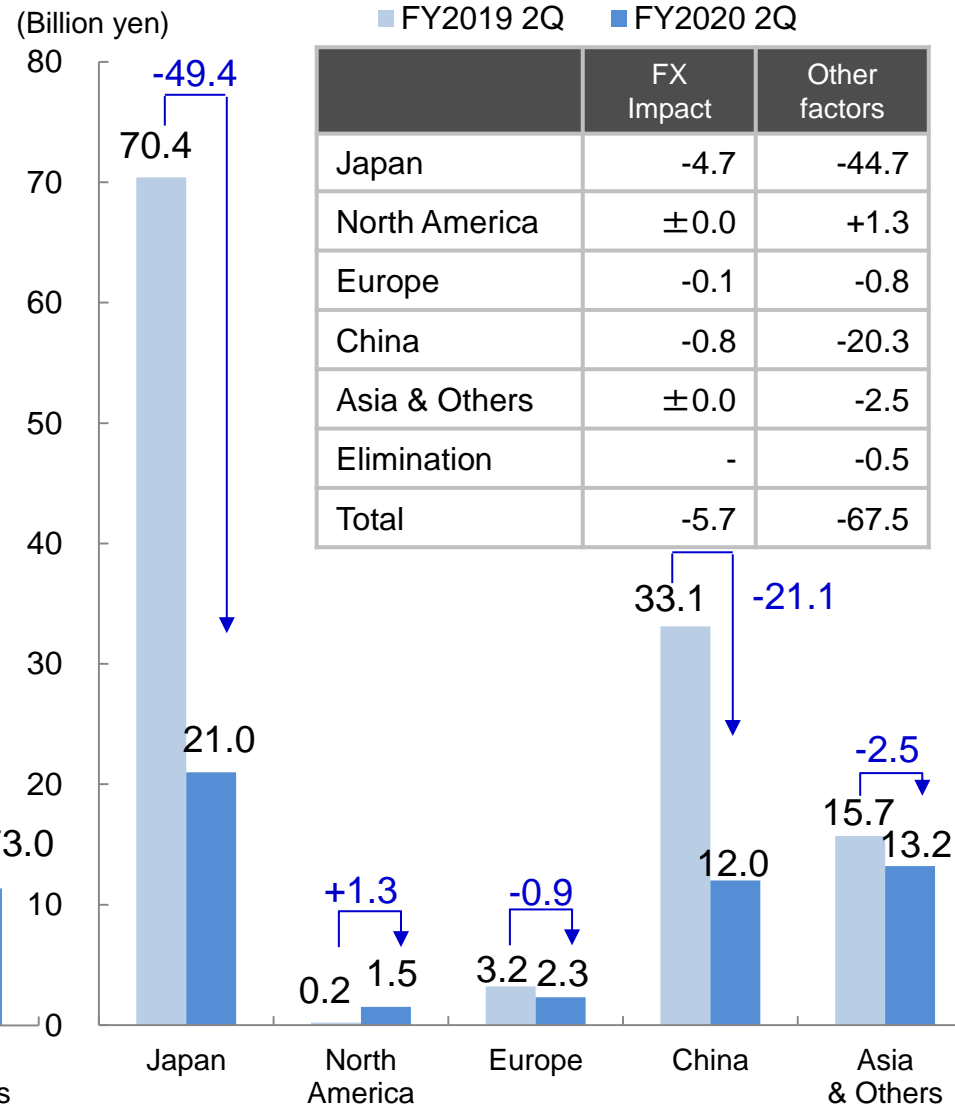
# Forecast of Segment Information

(FY2020 2<sup>nd</sup> Quarter)

## Revenue (-84.4)



## Operating Profit (-73.2)



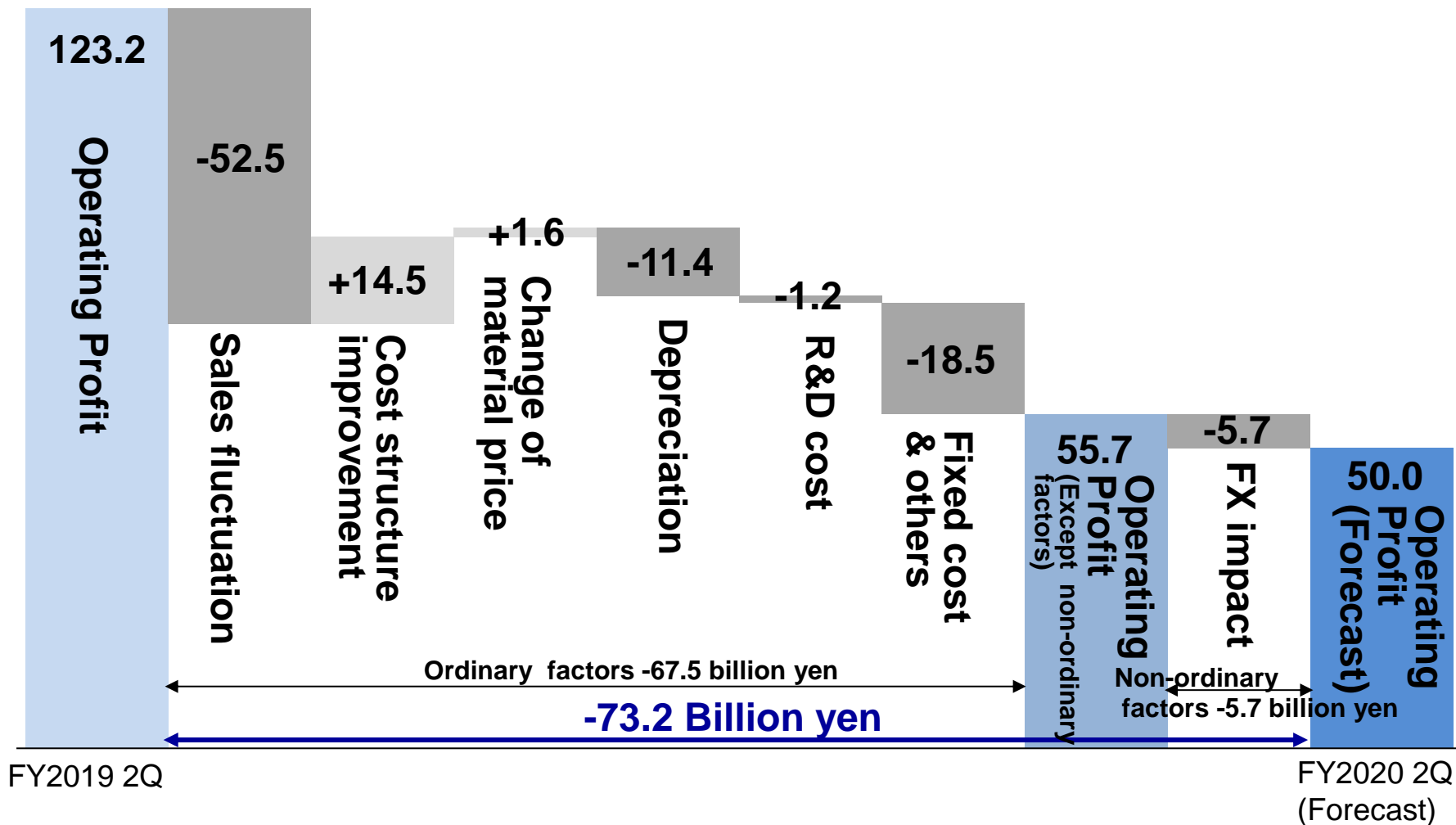
# Forecast of Fluctuations for Operating Profit

(FY2019 2Q / FY2020 2Q)



FY2019 2Q / FY2020 2Q

(Billion yen)

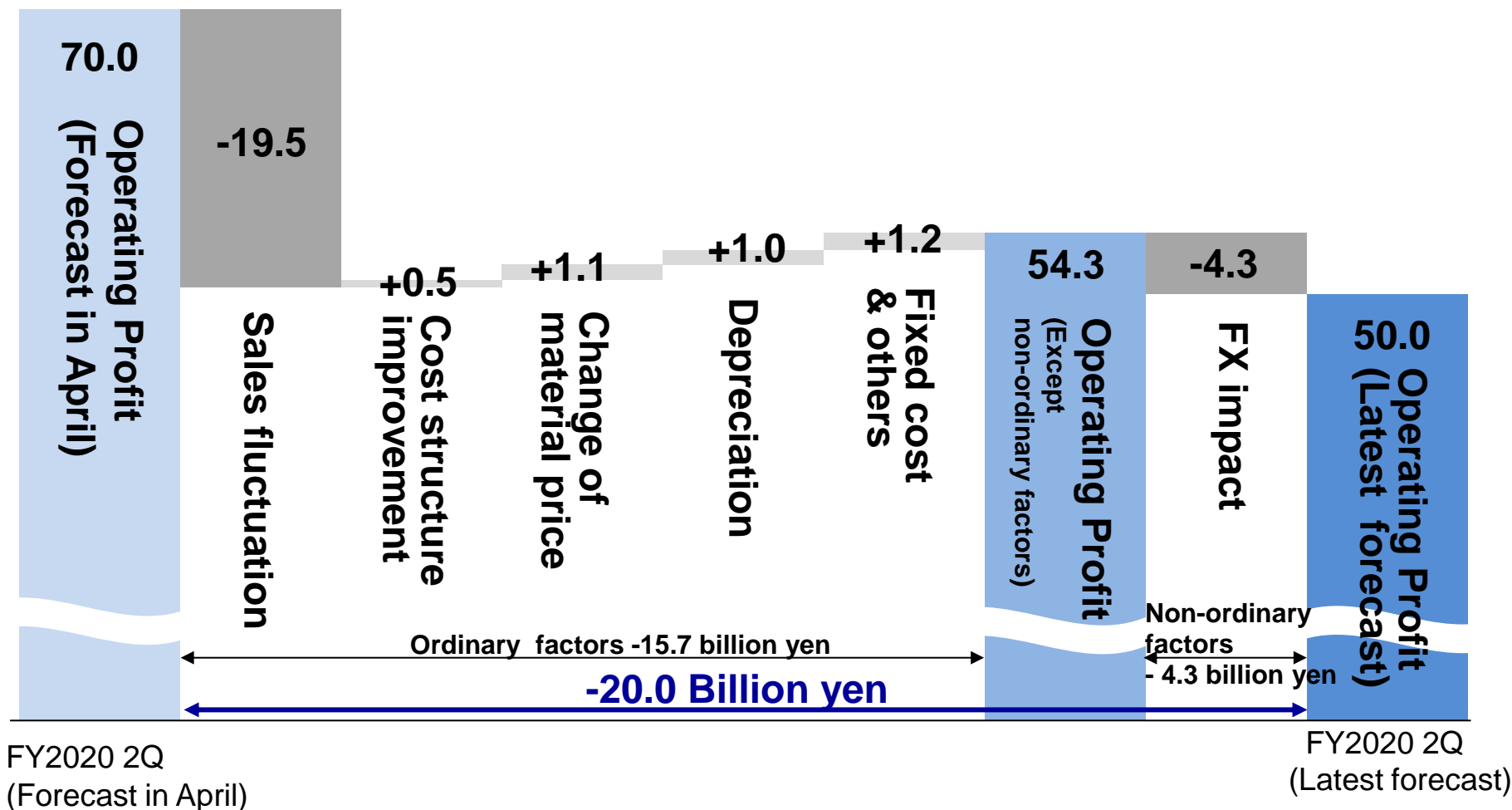


# Forecast of Fluctuations for Operating Profit

(FY2020 2Q (Forecast in April) / FY2020 2Q (Latest forecast))

FY2020 2Q (Forecast in April) / FY2020 2Q (Latest forecast)

(Billion yen)



# 3. Reference information

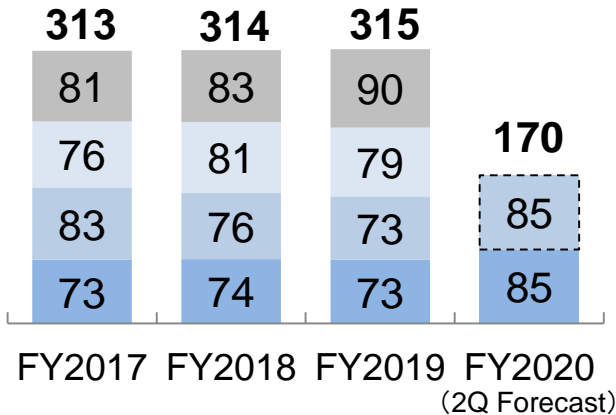
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# Toyota car production

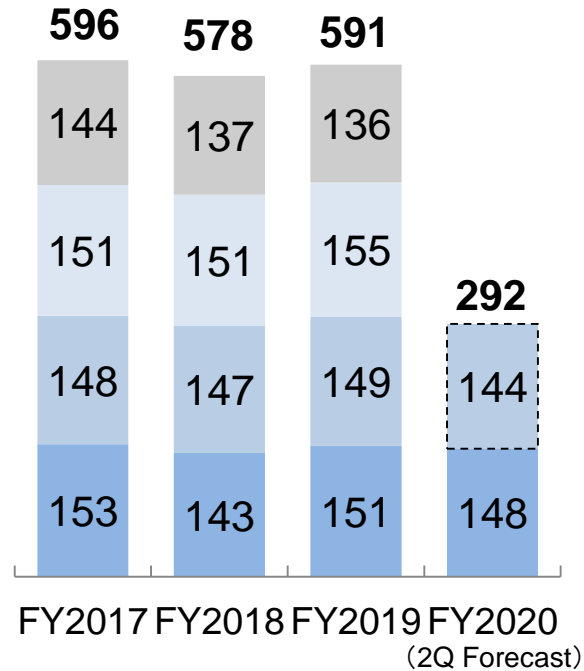
## Toyota Domestic production

(10,000 Unit)

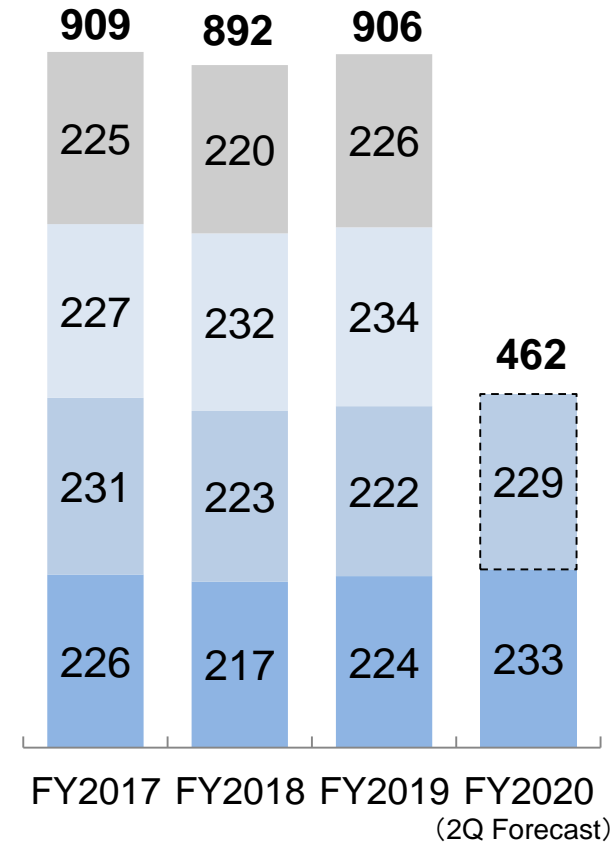
- 4Q
- 3Q
- 2Q
- 1Q



## Toyota Oversea production



## Toyota Global production

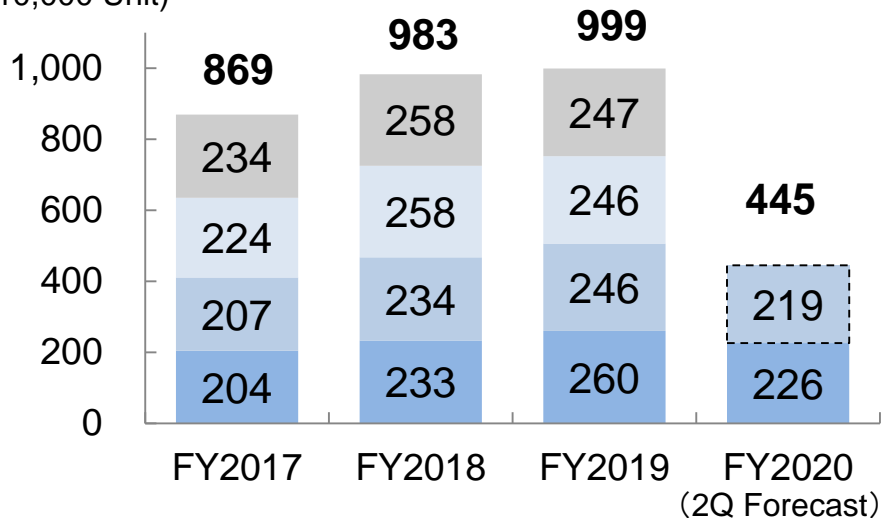




# Sales Number

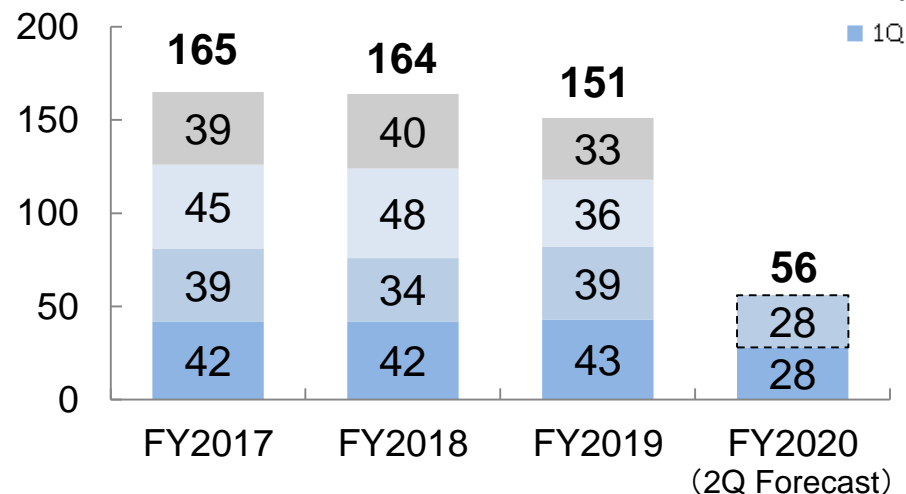
## AT sales

(10,000 Unit)



## MT sales

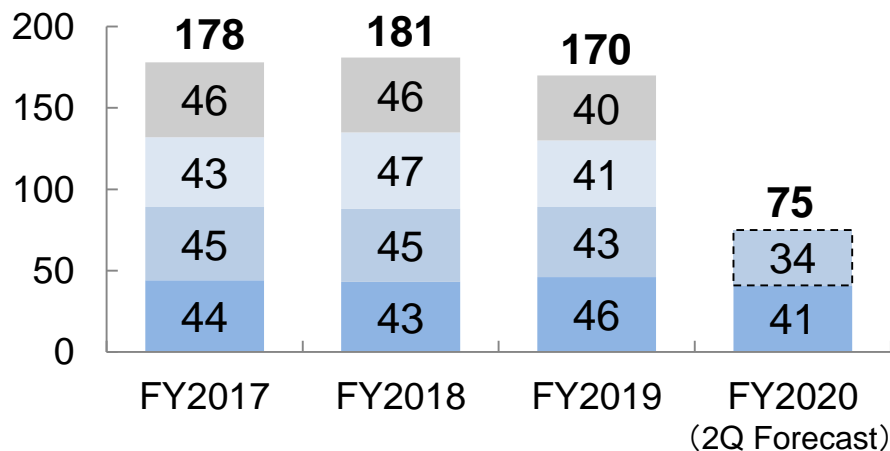
(10,000 Unit)



■ 4Q  
■ 3Q  
■ 2Q  
■ 1Q

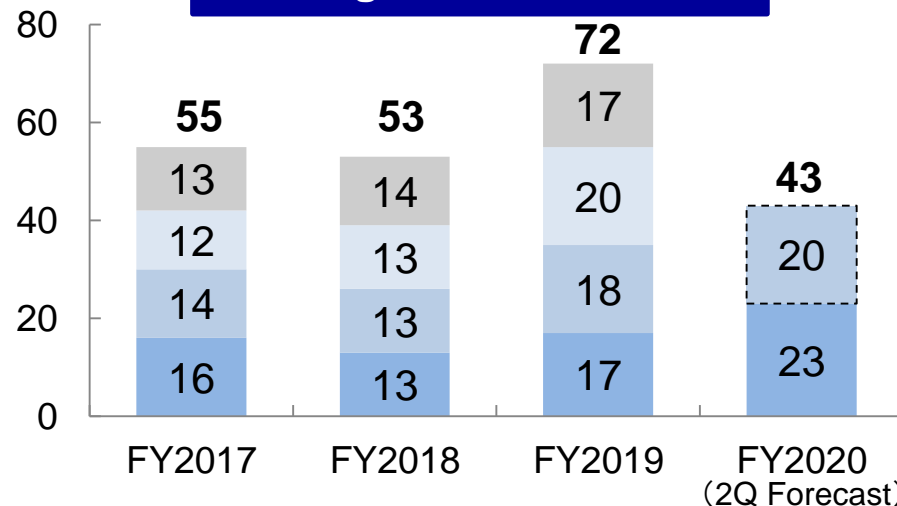
## Navigation System sales

(10,000 Unit)



## Navigation Soft sales

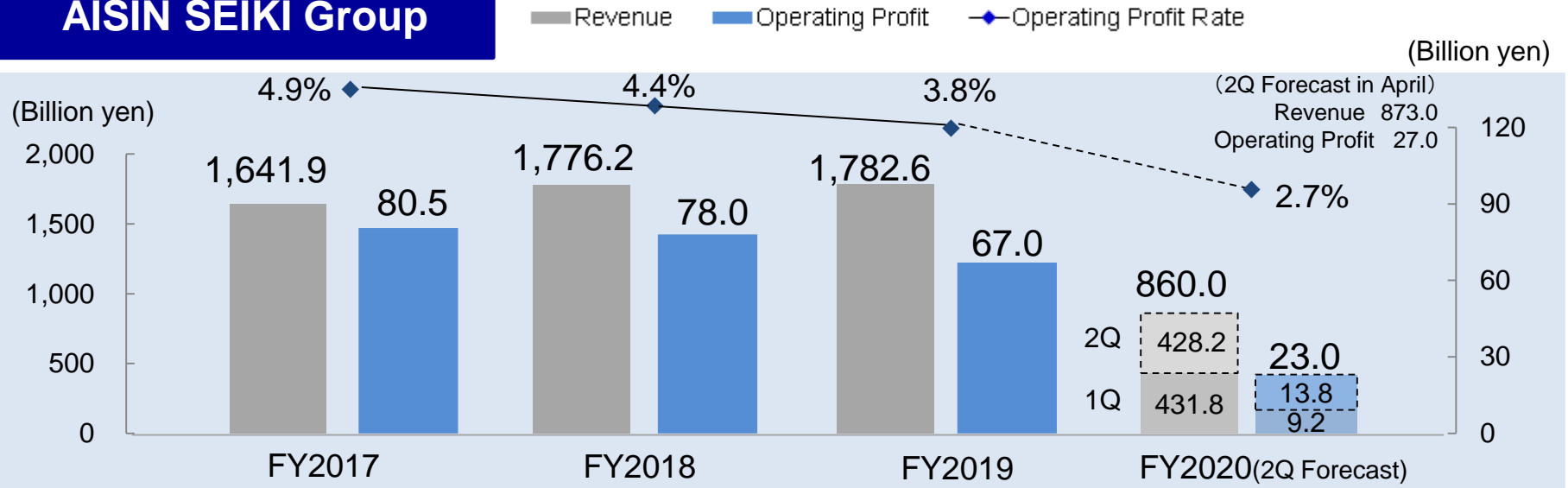
(10,000 Unit)



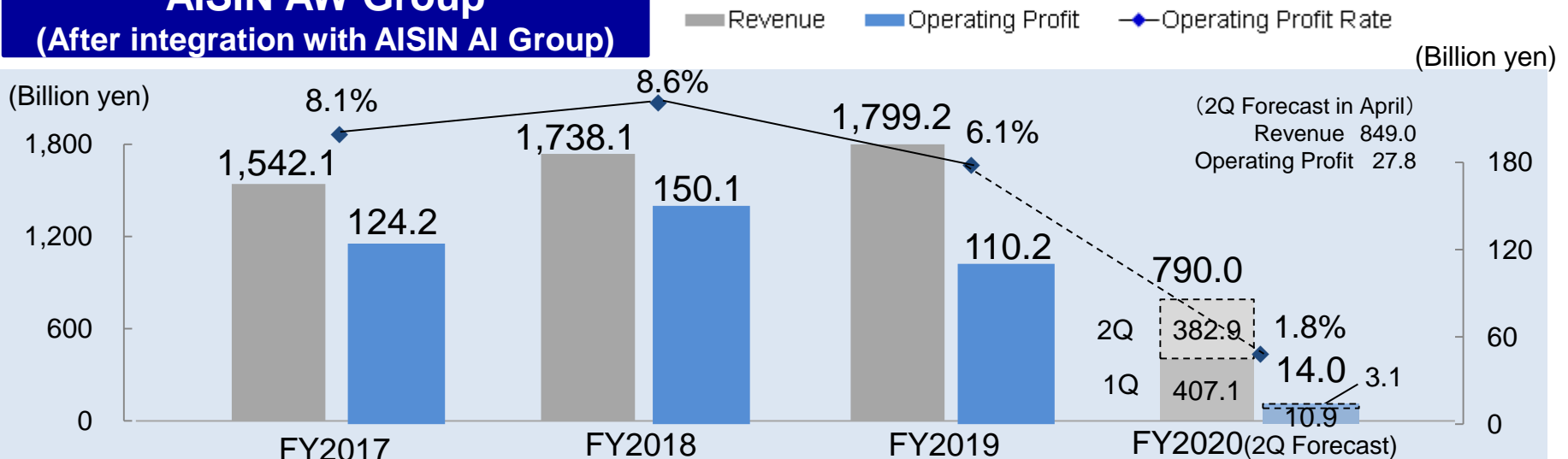
# Financial Results of the Main Consolidated Companies I



## AISIN SEIKI Group



## AISIN AW Group (After integration with AISIN AI Group)

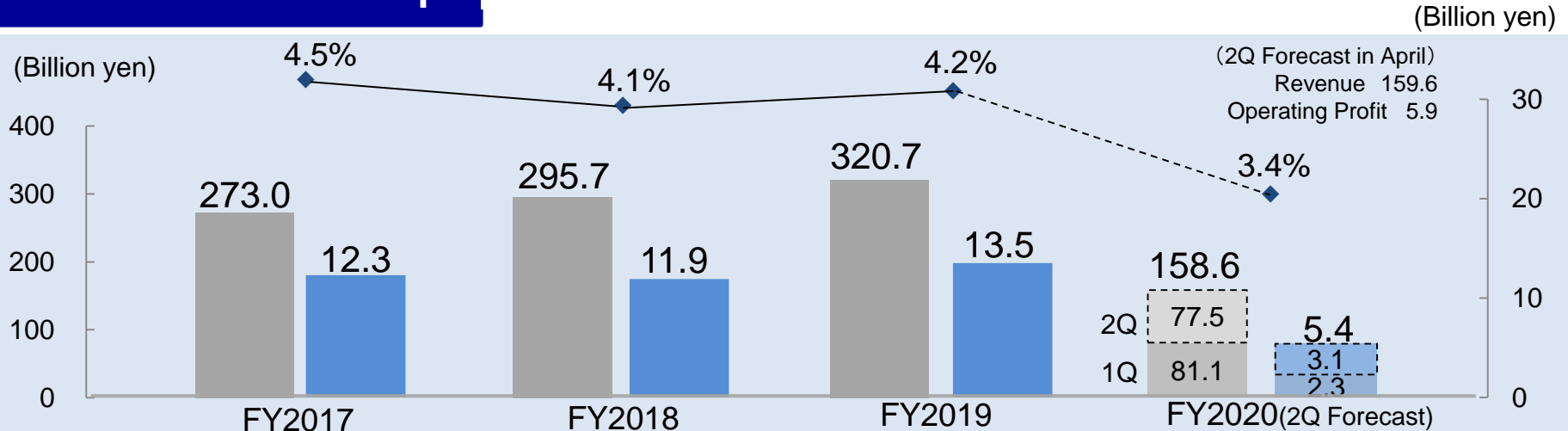


# Financial Results of the Main Consolidated Companies II



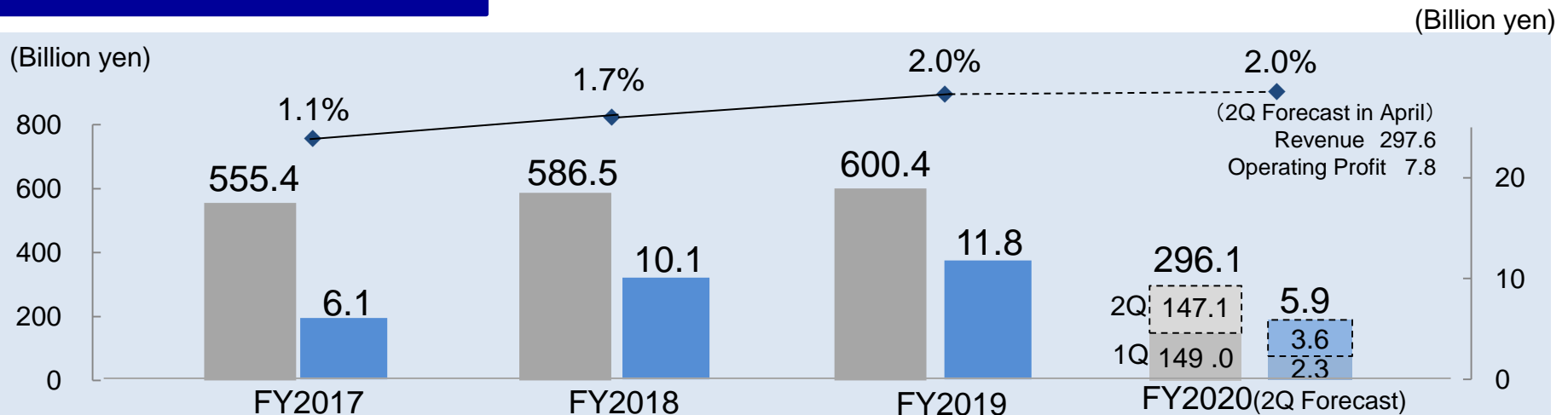
## AISIN Takaoka Group

Revenue Operating Profit Operating Profit Rate



## ADVICS Group

Revenue Operating Profit Operating Profit Rate



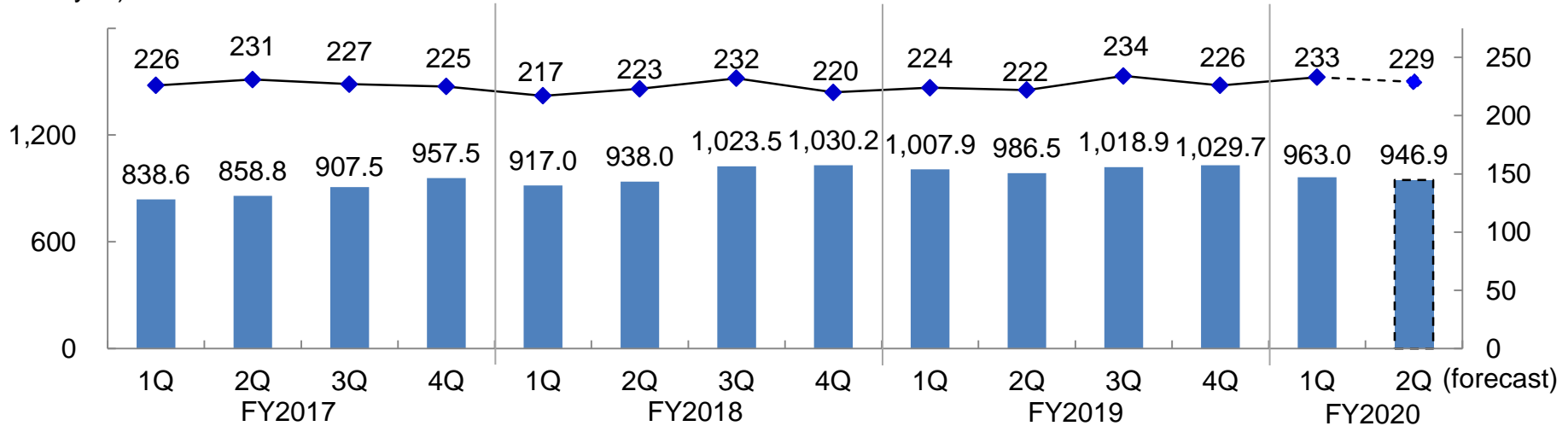
# Quarterly Performance

## Revenue

(Billion yen)

Revenue — Toyota global production

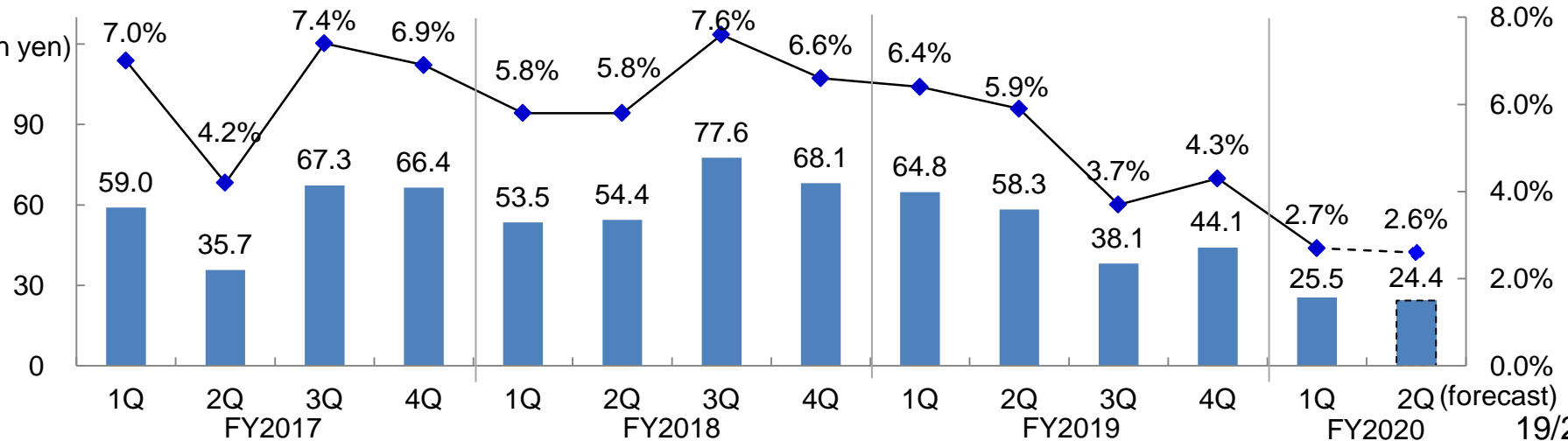
(10,000 Unit)



## Operating Profit

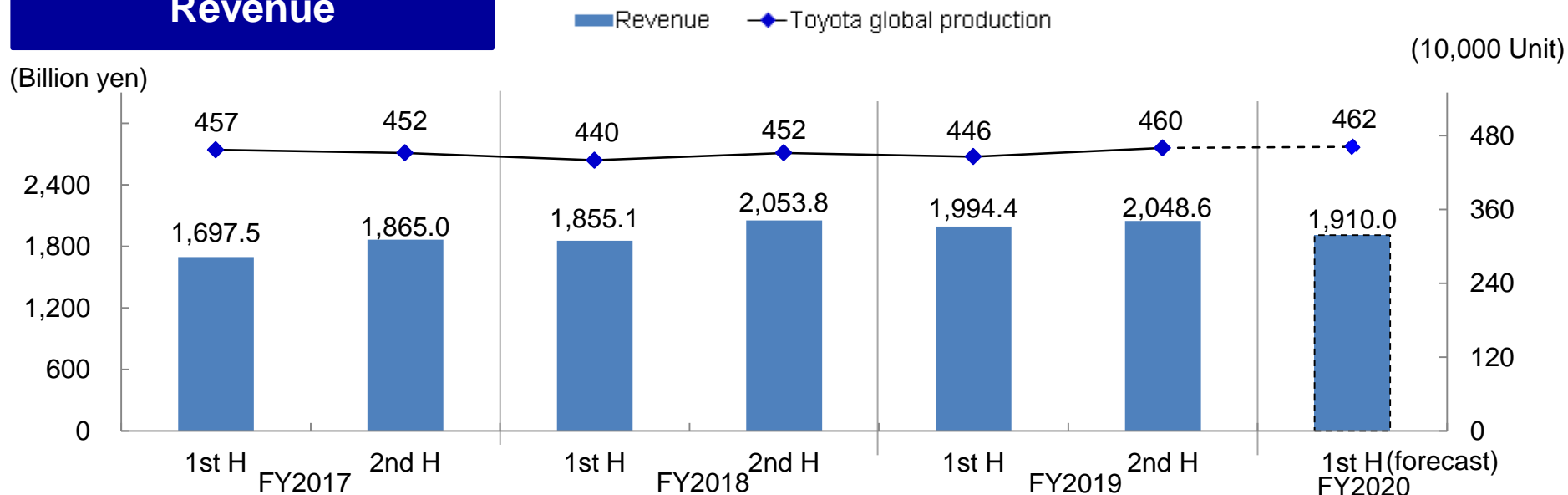
(Billion yen)

Revenue — Toyota global production

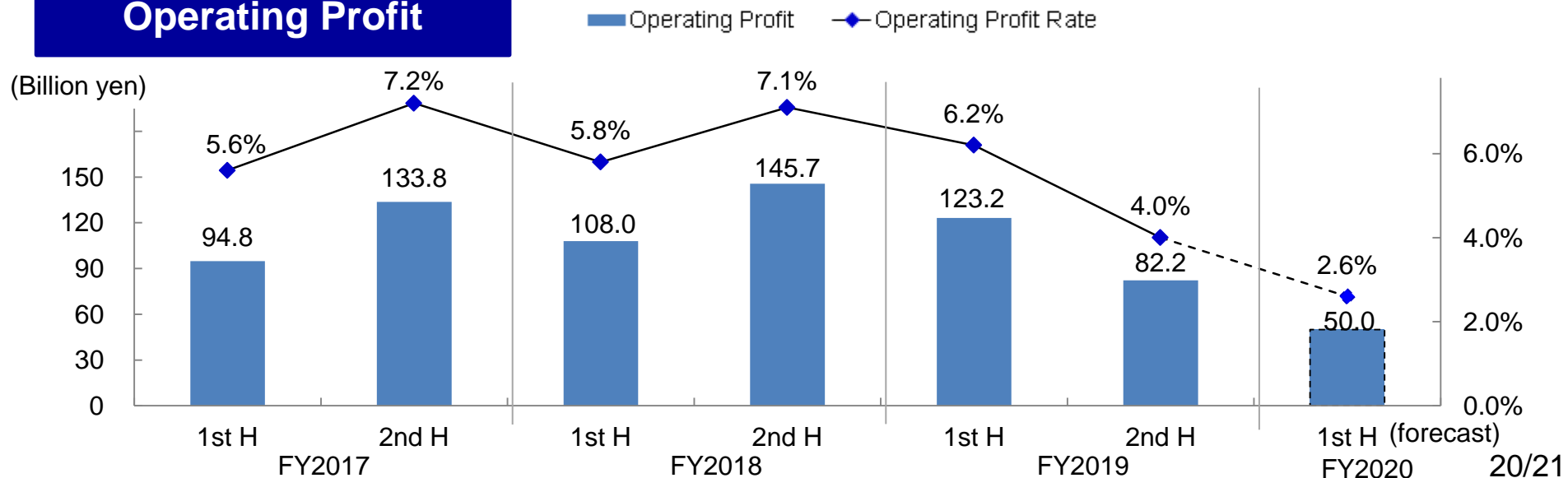


# Half Yearly Performance

## 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%	47.0%
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

