



**For the Fiscal year Ended March 31, 2022 1st Quarter
(April 1, 2021 to June 30, 2021)**

Financial Results

July 30th, 2021

AISIN CORPORATION

FYE2022 1st Quarter Overview of Financial Results

1. Revenue for FYE2022 1st quarter increased significantly compared to the same period of the previous year, which was affected by COVID-19, due to the operation recovery to the normal levels, despite that customer's production decreased by the shortage of semiconductor.
2. Operating profit for FYE2022 1st quarter increased significantly compared to the same period of the previous year, due to the significant recovery of revenue, the establishment of structural reform and cost reduction effects that we had been working on, and the additional structural reform by integration.
3. Regarding to the FYE2022 1st half forecast, it is predicted to be Revenue of 2,050 billion JPY and Operating profit of 130 billion JPY due to powertrain unit sales increase. Regarding to the annual forecast, it is scheduled to be revised at October announcement, based on the customer production trend, due to the uncertainties such as the spread of COVID-19 infection and the shortage of semiconductor.

Consolidated Financial Results (FYE2022 1st Quarter)

FYE2022 1st Quarter Results: Financial Summary

() shows rate to Revenue % 【Billion JPY】

	FYE2021 1st Quarter Results	FYE2022 1st Quarter Results	Change	Change rate %
Revenue	555.2 -	977.5 -	+ 422.3	+ 76.0
Operating Profit	- 79.9 (-14.4)	59.8 (6.1)	+ 139.7	-
Profit before income taxes	- 73.7 (-13.3)	69.8 (7.1)	+ 143.5	-
Profit for the period*1	- 50.3 (-9.1)	46.0 (4.7)	+ 96.3	-

*1 : Profit for the period attributable to Owners of the parent

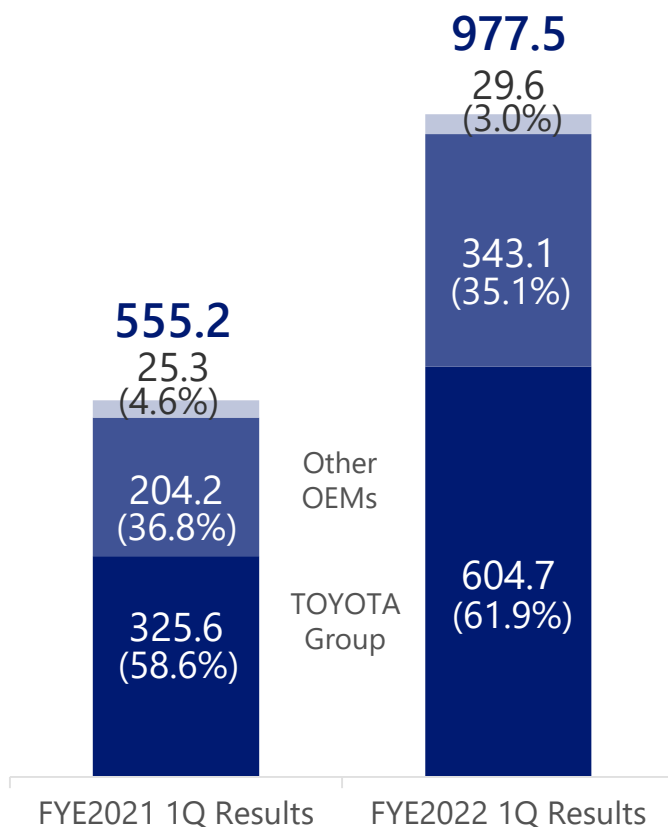
Pre-conditions	FX Rate	USD	108 JPY	109 JPY	+ 1 JPY	+ 0.9
		CNY	15.2 JPY	17.0 JPY	+ 1.8 JPY	+ 11.8
	Toyota production		123 10,000 unit	226 10,000 unit	+ 103 10,000 unit	+ 83.8
	Powertrain Unit Sales*2 (number of E-Four)		137 10,000 unit (0)	243 10,000 unit (4)	+ 106 10,000 unit (+4)	+ 76.6

*2 : Total sales of AT, CVT, HV and eAxle (including E-Four with a capacity of intermediate and above)

FYE2022 1st Quarter: Revenue by Customer

【Billion JPY】

- Mobility
- Energy solutions and others



Revenue by Customer (Other OEMs)

Customer	FYE2021 1Q Results	FYE2022 1Q Results	Change
VW&Audi	51.6	64.8	+13.2
Stellantis	16.9	56.6	+39.7
VOLVO	20.0	31.6	+11.6
SUZUKI	16.9	27.4	+10.5
MITSUBISHI	4.4	18.8	+14.4
HONDA	12.1	16.4	+4.3
NISSAN	8.5	12.8	+4.3
BMW	6.8	11.8	+5.0
ISUZU	3.3	11.5	+8.2
Changan Automobile	11.4	9.8	-1.6
Others	52.3	81.6	+29.3
Total	204.2	343.1	+138.9
(reference) Chinese OEMs	39.1	44.5	+5.4

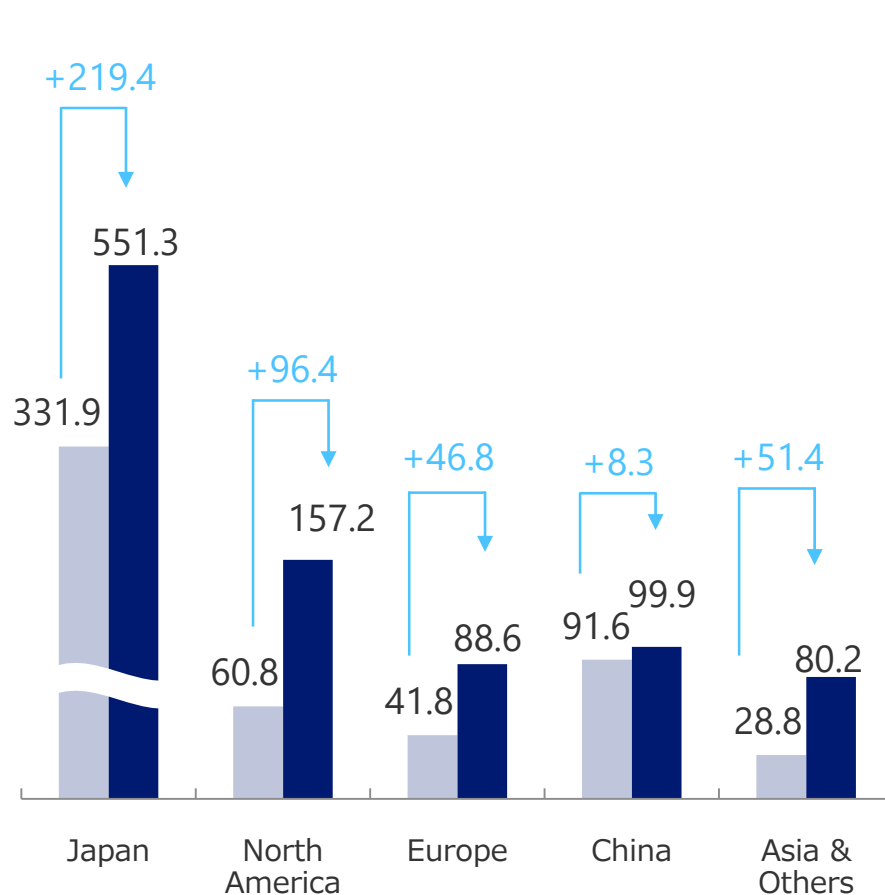
FYE2022 1st Quarter: Segment Information

■ FYE2021 1st Quarter Results

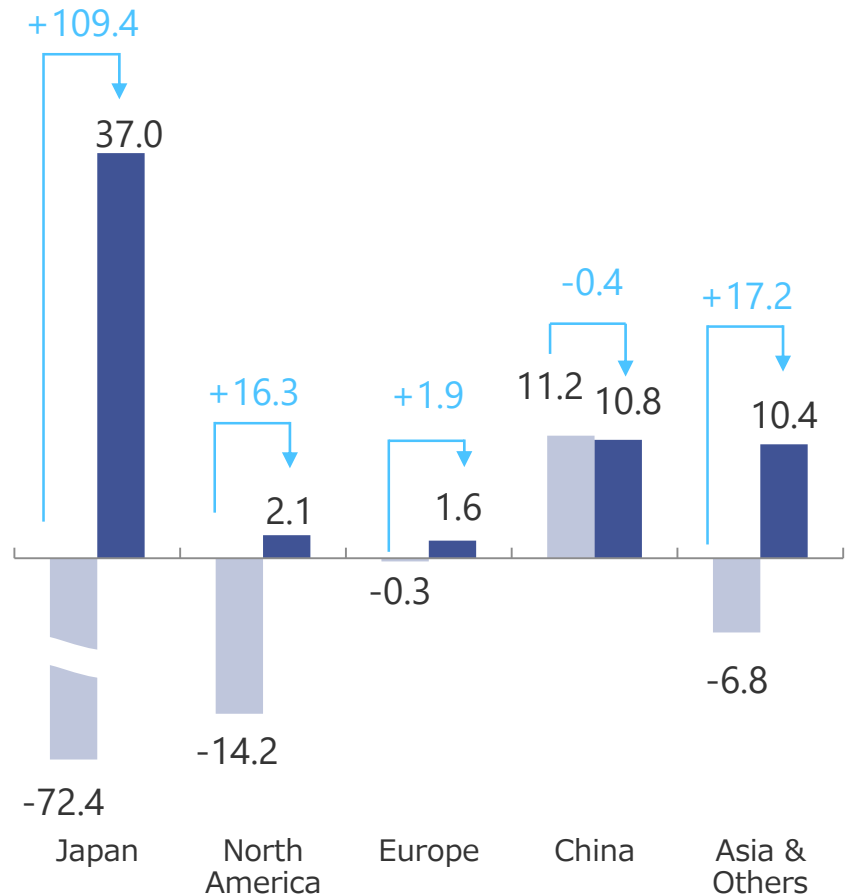
■ FYE2022 1st Quarter Results

[Billion JPY]

Revenue (YoY+422.3)

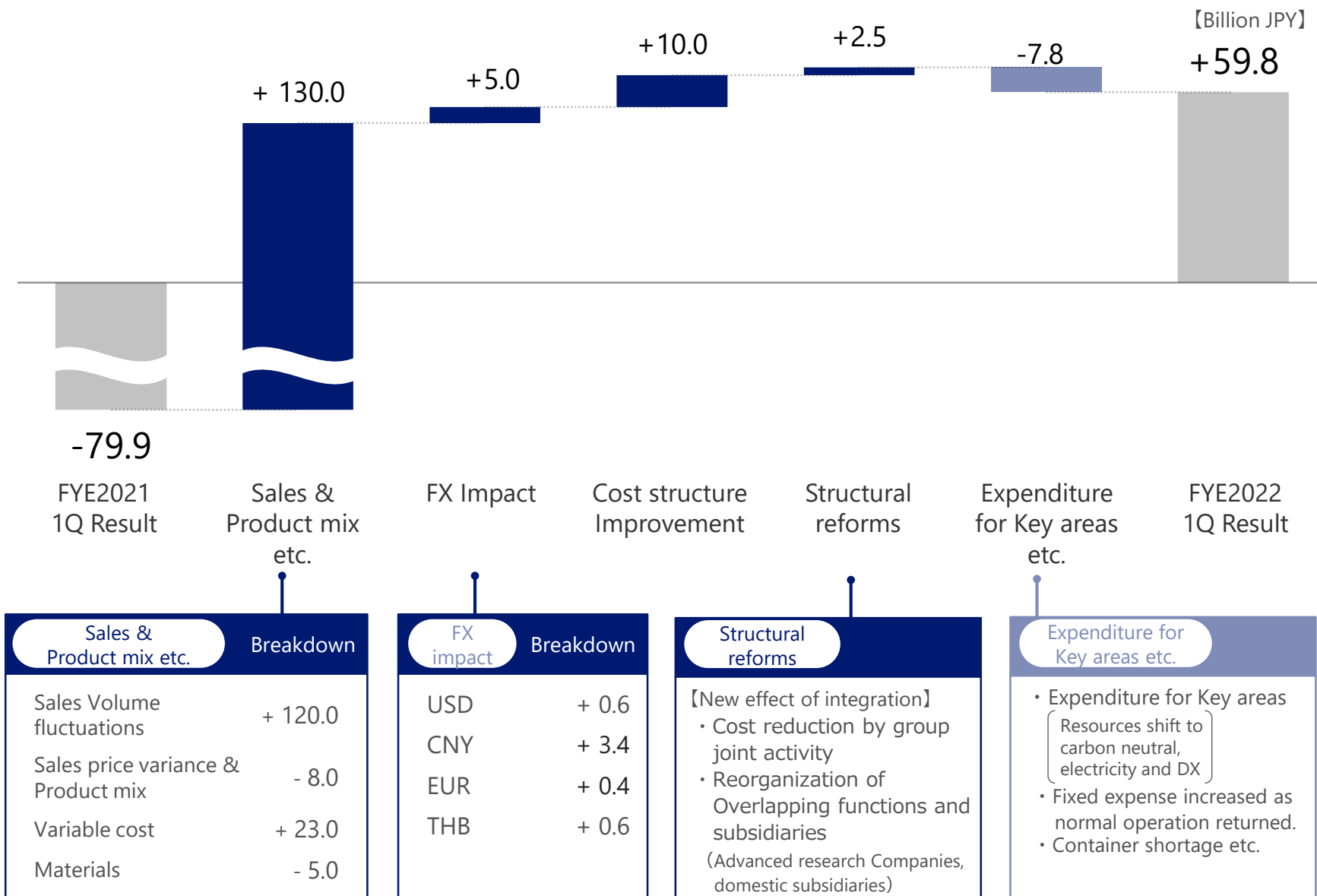


Operating Profit (YoY+139.7)



※Revenue to external customers

FYE2022 1st Quarter: Analysis of Operating Profit



Consolidated Financial Forecast (FYE2022 2nd Quarter)

FYE2022 2nd Quarter Forecast: Financial Summary

() shows rate to Revenue % 【Billion JPY】

	FYE2021 2 nd Quarter Results	FYE2022 2nd Quarter Forecast	Change	Change rate %
Revenue	1,455.9 -	2,050.0 -	+594.1	+40.8
Operating Profit	- 38.5 (-2.6)	130.0 (6.3)	+168.5	-
Profit before income taxes	- 31.3 (-2.2)	140.0 (6.8)	+171.3	-
Profit for the period*1	-19.4 (-1.3)	95.0 (4.6)	+114.4	-

*1 : Profit for the period attributable to Owners of the parent

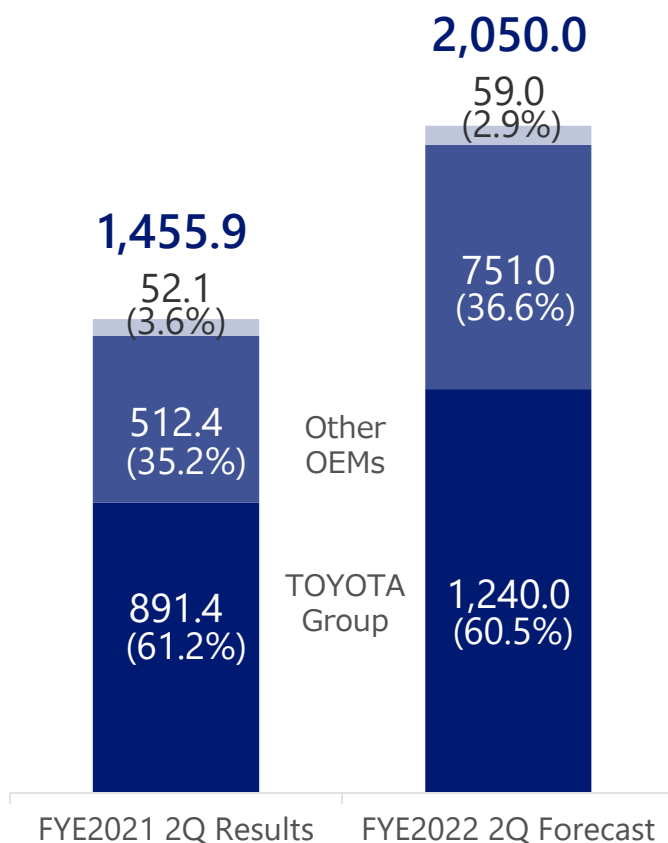
Pre-conditions	FX Rate	USD	107 JPY	107 JPY	0 JPY	0.0
		CNY	15.3 JPY	16.7 JPY	+ 1.4 JPY	+ 9.2
	Powertrain Unit Sales*2 (number of E-Four)	357 10,000 unit (2)	523 10,000 unit (8)	+ 166 10,000 unit (+6)	+ 46.5	

*2 : Total sales of AT, CVT, HV and eAxle (including E-Four with a capacity of intermediate and above)

FYE2022 2nd Quarter: Revenue by Customer

【Billion JPY】

- Mobility
- Energy solutions and others



Revenue by Customer (Other OEMs)

Customer	FYE2021 2Q Results	FYE2022 2Q Forecast	Change
VW&Audi	110.8	135.0	+24.2
Stellantis	65.4	126.7	+61.3
VOLVO	47.8	67.0	+19.2
SUZUKI	44.3	60.0	+15.7
MITSUBISHI	12.2	38.0	+25.8
HONDA	28.6	35.0	+6.4
NISSAN	24.7	31.0	+6.3
BMW	19.9	28.0	+8.1
Changan Automobile	21.5	27.0	+5.5
Guangzhou Automobile	18.3	24.6	+6.3
Others	118.9	178.7	+59.8
Total	512.4	751.0	+238.6
(reference) Chinese OEMs	79.4	107.0	+27.6

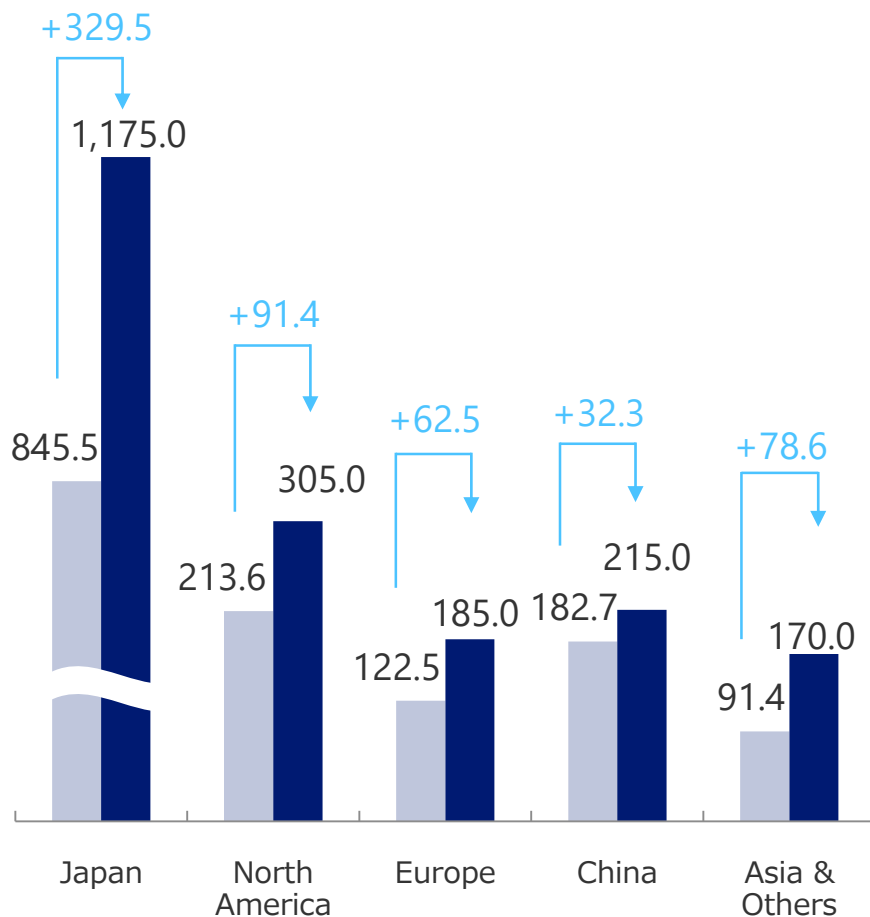
FYE2022 2nd Quarter: Segment Information

■ FYE2021 2nd Quarter Results

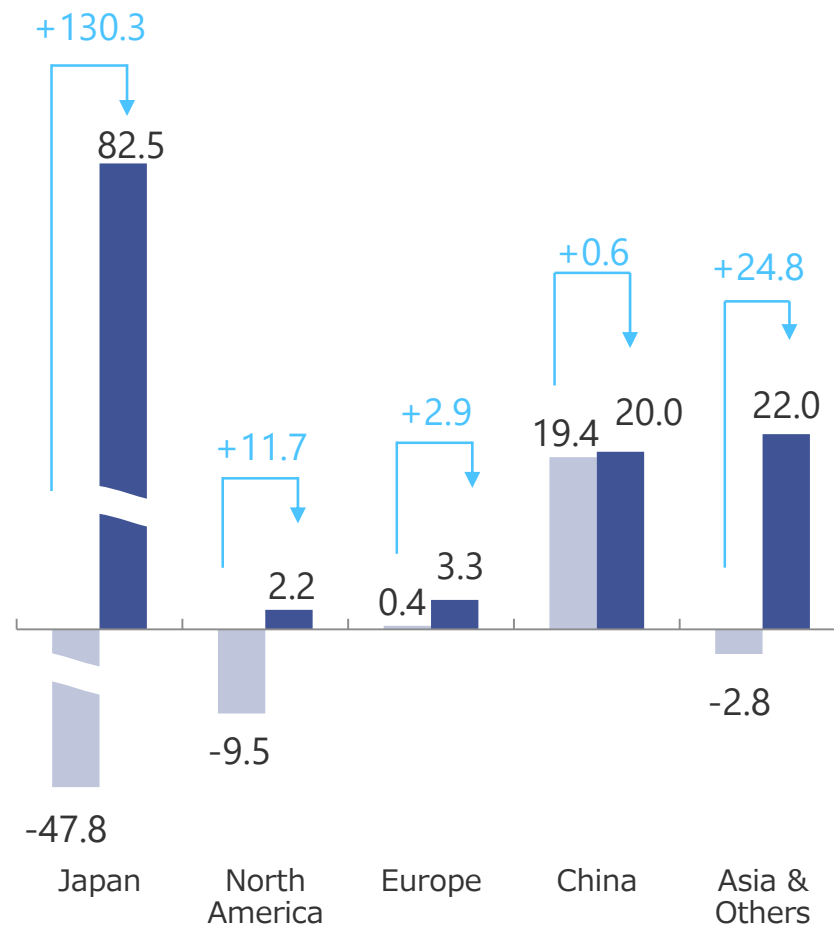
■ FYE2022 2nd Quarter Forecast

[Billion JPY]

Revenue (YoY+594.1)

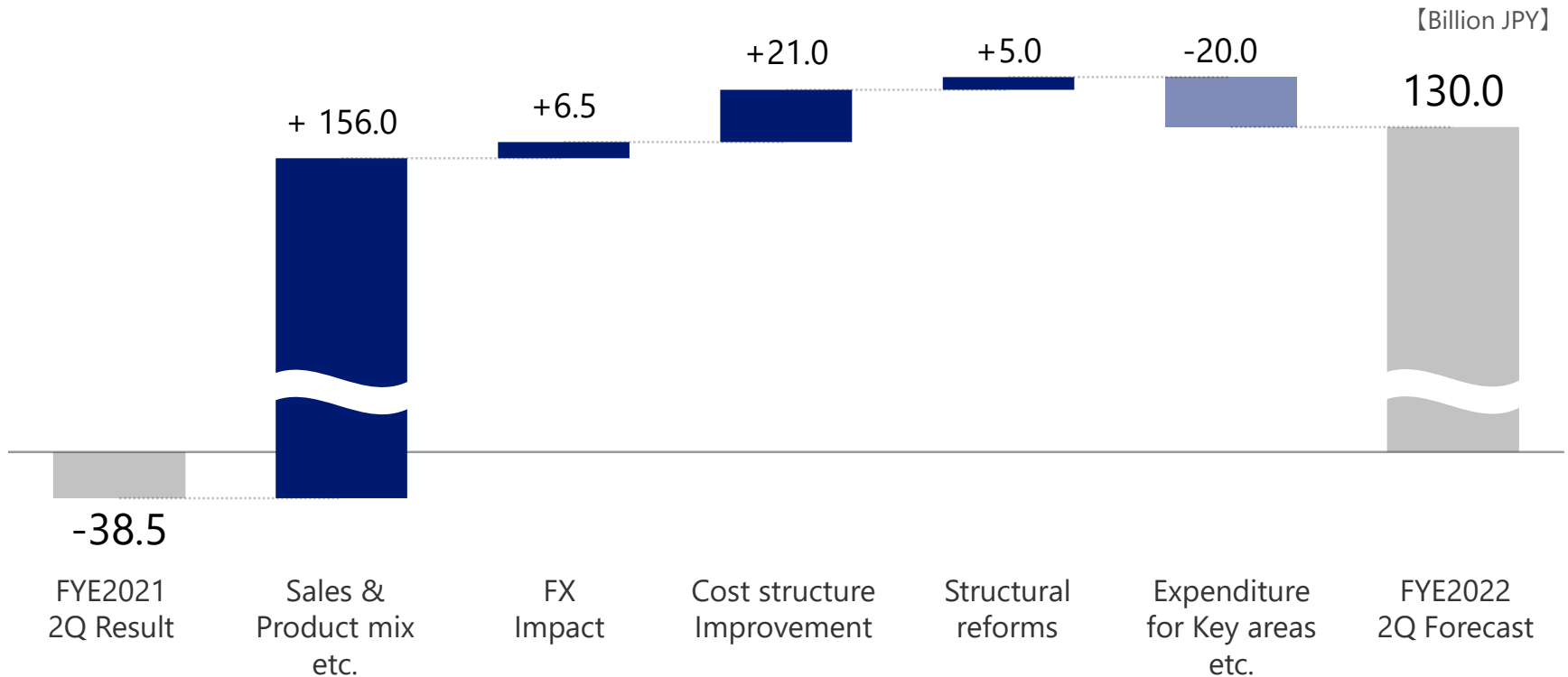


Operating Profit (YoY+168.5)



※Revenue to external customers

FYE2022 2nd Quarter: Analysis of Operating Profit



Sales & Product mix etc. Breakdown	
Sales Volume fluctuations	+168.0
Sales price variance & Product mix	-21.0
Variable cost	+23.0
Materials	-14.0

FX impact Breakdown	
USD	+0.4
CNY	+5.1
EUR	+0.5
THB	+0.5

Structural reforms
【New effect of integration】 • Cost reduction by group joint activity • Reorganization of Overlapping functions and subsidiaries (Overseas subsidiaries, Overseas administration)

Expenditure for Key areas etc.
• Expenditure for key areas (Resources shift to carbon neutral, electricity and DX) • Fixed expense increased as normal operation returned. • Container shortage etc.

Reference information

CAPEX / Depreciation / R&D

【Billion JPY】

By Sub-group company		FYE2021 1Q Result	By business		FYE2022 1Q Result	FYE2022 2Q Forecast
CAPEX	AISIN SEIKI-G	13.8	Powertrain	16.6	48.8	
	AW-G	14.7	Body	6.6	12.5	
	ADS-G	7.2	Chassis & Vehicle Safety systems	13.3	27.0	
	Others	3.6	CSS* & Others	11.5	26.7	
	Total	39.4	Total	48.0	115.0	
Depreciation	AISIN SEIKI-G	23.6	Powertrain	33.4	67.2	
	AW-G	23.5	Body	7.7	15.0	
	ADS-G	6.7	Chassis & Vehicle Safety systems	8.2	16.7	
	Others	6.2	CSS* & Others	10.0	21.1	
	Total	60.0	Total	59.3	120.0	
R&D expenditure	AISIN SEIKI-G	18.2	Powertrain	18.9	40.2	
	AW-G	21.7	Body	6.6	13.8	
	ADS-G	5.1	Chassis & Vehicle Safety systems	11.1	23.5	
	Others	0.9	CSS* & Others	8.4	16.5	
	Total	45.9	Total	45.0	94.0	

* CSS : Connected and Sharing Solutions

FYE2022 1st Quarter: Segment by Region

【Billion JPY】

	Region	FYE2021 1Q Result	FYE2022 1Q Result	Change	Change	
					FX	Others
Revenue	Japan	331.9	551.3	+ 219.4	-	+219.4
	North America	60.8	157.2	+ 96.4	+2.8	+93.6
	Europe	41.8	88.6	+ 46.8	+1.1	+45.7
	China	91.6	99.9	+ 8.3	+10.4	-2.1
	Asia & Others	28.8	80.2	+ 51.4	+3.0	+48.4
	Total	555.2	977.5	+ 422.3	+17.6	+404.7
※Revenue to external customers						
Operating profit	Japan	-72.4	37.0	+ 109.4	+3.3	+106.1
	North America	-14.2	2.1	+ 16.3	±0.0	+16.3
	Europe	-0.3	1.6	+ 1.9	+0.1	+1.8
	China	11.2	10.8	- 0.4	+1.1	-1.5
	Asia & Others	-6.8	10.4	+ 17.2	+0.3	+16.9
	Elimination	2.6	-2.3	- 4.9	-	-4.9
Total	-79.9	59.8	+ 139.7	+5.0	+134.7	

FYE2022 2nd Quarter: Segment by Region

【Billion JPY】

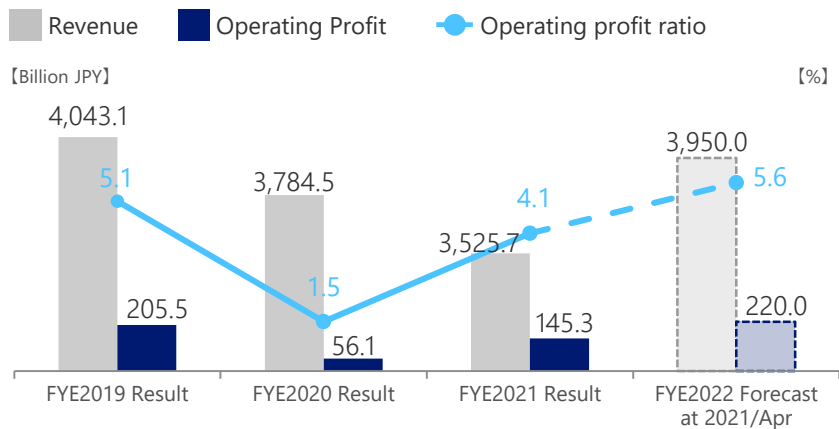
	Region	FYE2021 2Q Result	FYE2022 2Q Forecast	Change	Change	
					FX	Others
Revenue	Japan	845.5	1,175.0	+329.5	-	+329.5
	North America	213.6	305.0	+91.4	+2.3	+89.1
	Europe	122.5	185.0	+62.5	+1.5	+61.0
	China	182.7	215.0	+32.3	+18.0	+14.3
	Asia & Others	91.4	170.0	+78.6	+4.2	+74.4
	Total	1,455.9	2,050.0	+ 594.1	+26.2	+567.9

※Revenue to external customers

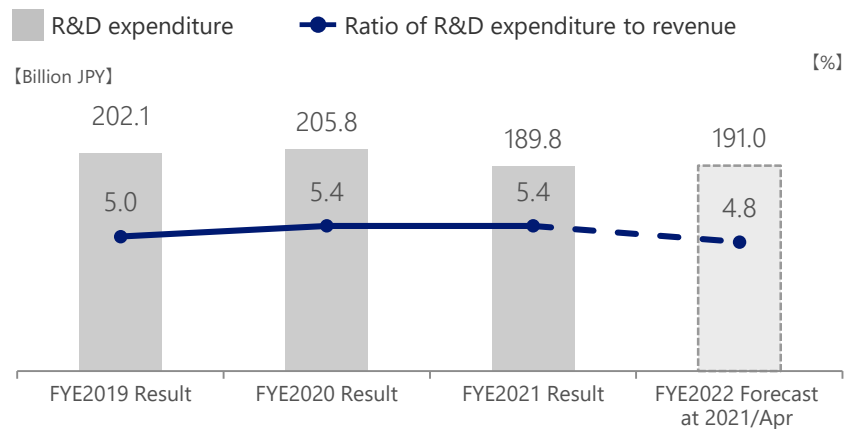
Operating profit	Japan	-47.8	82.5	+130.3	+4.5	+125.8
	North America	-9.5	2.2	+11.7	±0.0	+11.7
	Europe	0.4	3.3	+2.9	+0.2	+2.7
	China	19.4	20.0	+0.6	+1.6	-1.0
	Asia & Others	-2.8	22.0	+24.8	+0.2	+24.6
	Elimination	1.8	-	-1.8	-	-1.8
Total	-38.5	130.0	+ 168.5	+6.5	+162.0	

Highlights of Financial Performance

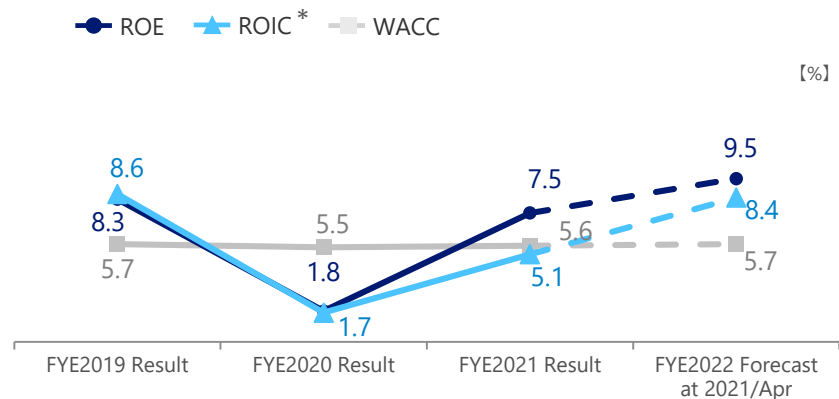
Revenue / Operating Profit / Operating profit margin



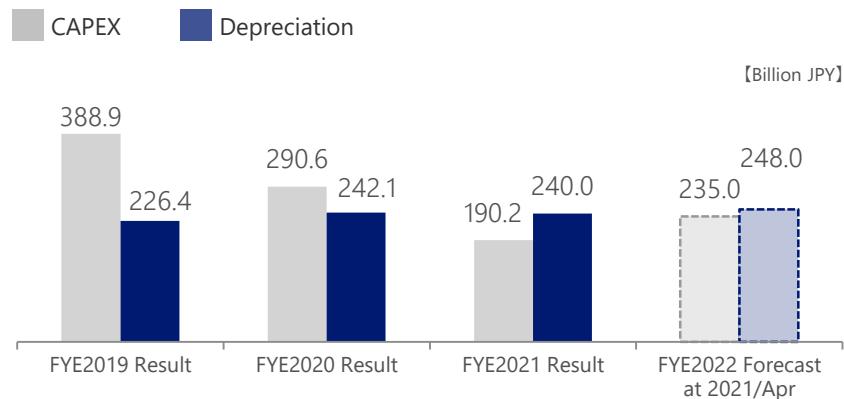
R&D expenditure / Ratio of R&D expenditure to revenue



Return on equity / Return on invested capital / Weighted average cost of capital



CAPEX / Depreciation



*Operating profit after income tax / (inventories + tangible fixed assets + intangible assets)

Toyota production · Powertrain Unit Sales

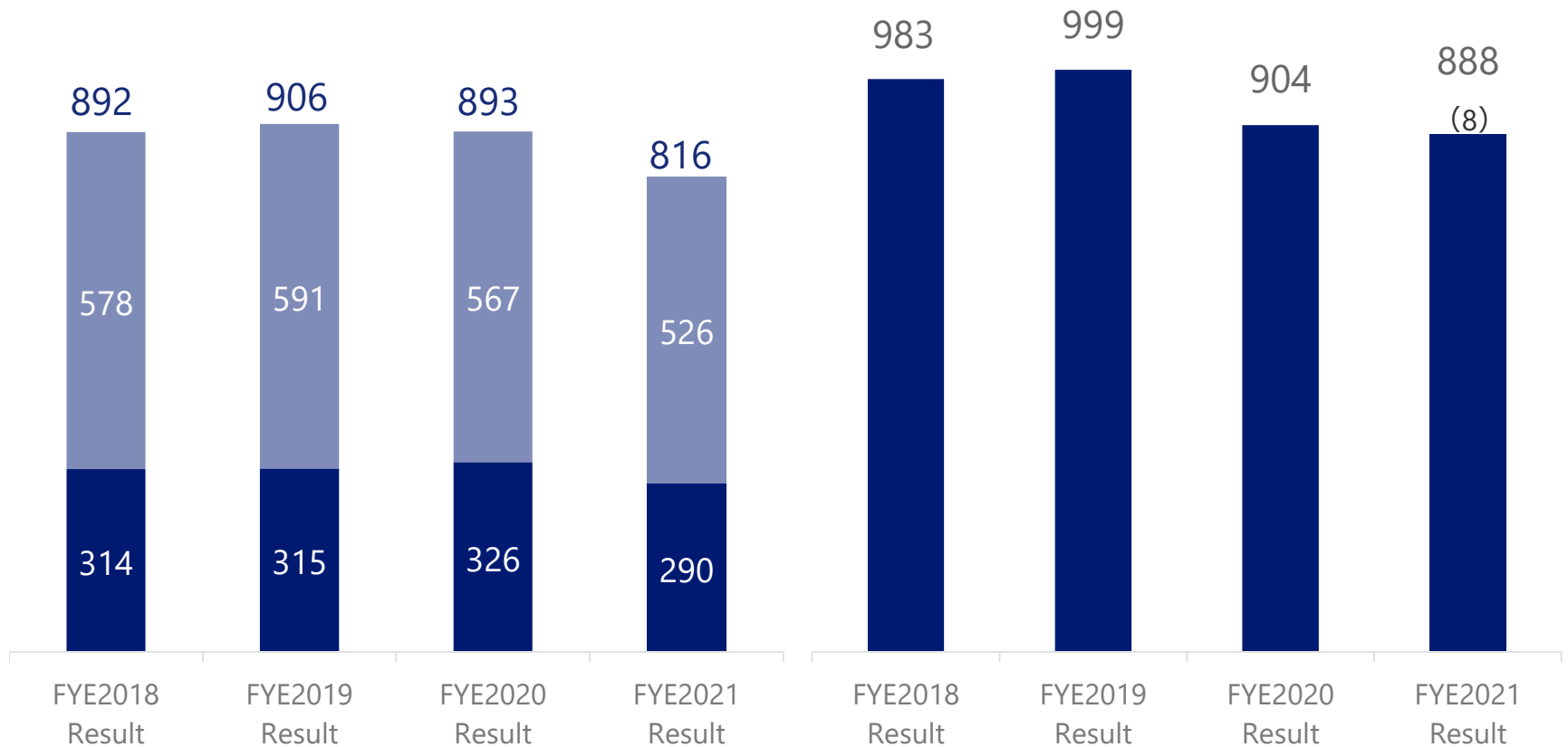
[10,000 Unit]

Toyota production Volume

Powertrain Unit Sales Volume

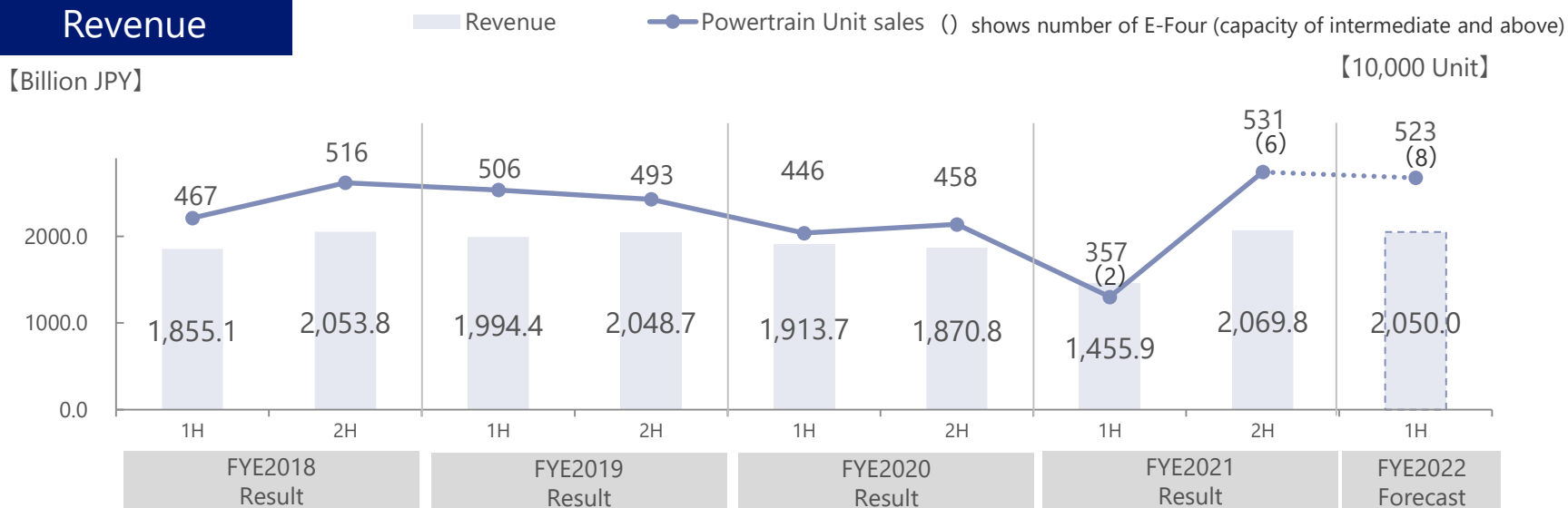
() shows number of E-Four(capacity of intermediate and above)

Domestic Overseas

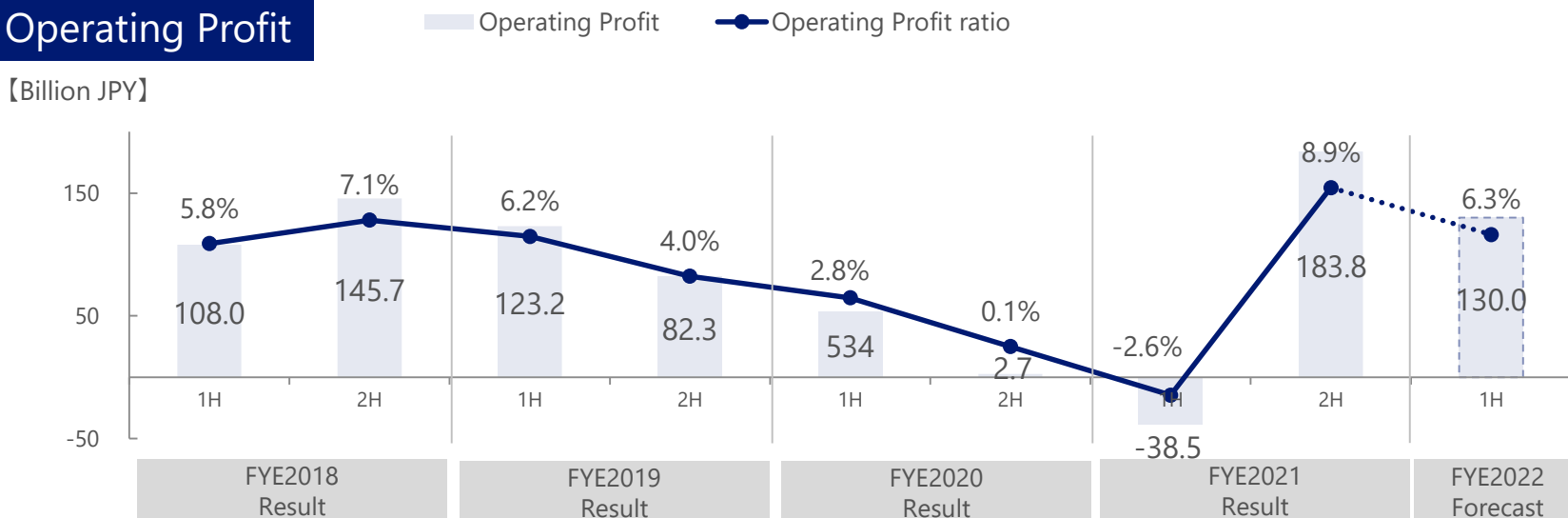


Half Yearly Performance

Revenue

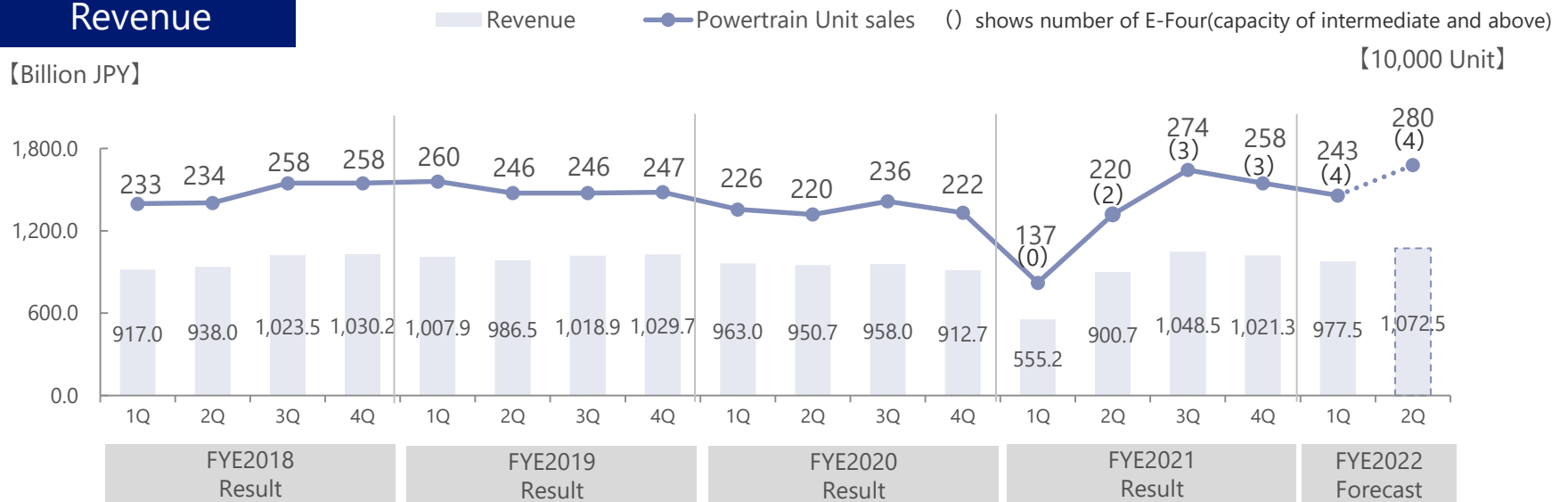


Operating Profit

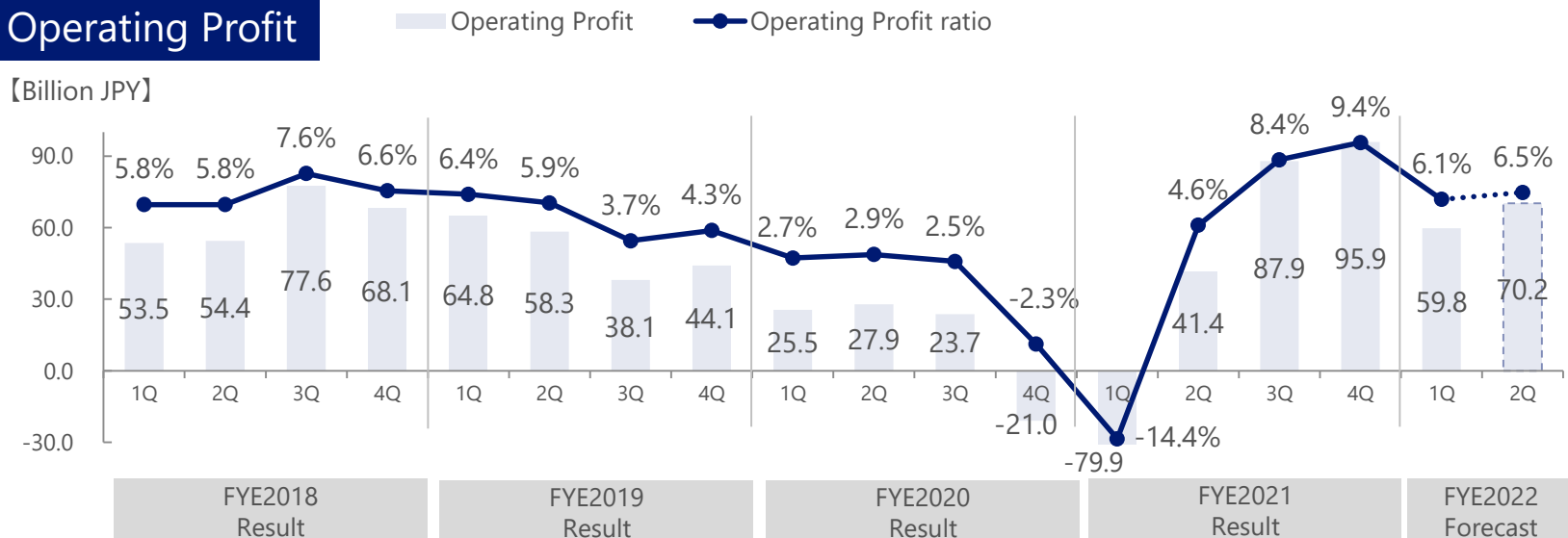


Quarterly Performance

Revenue

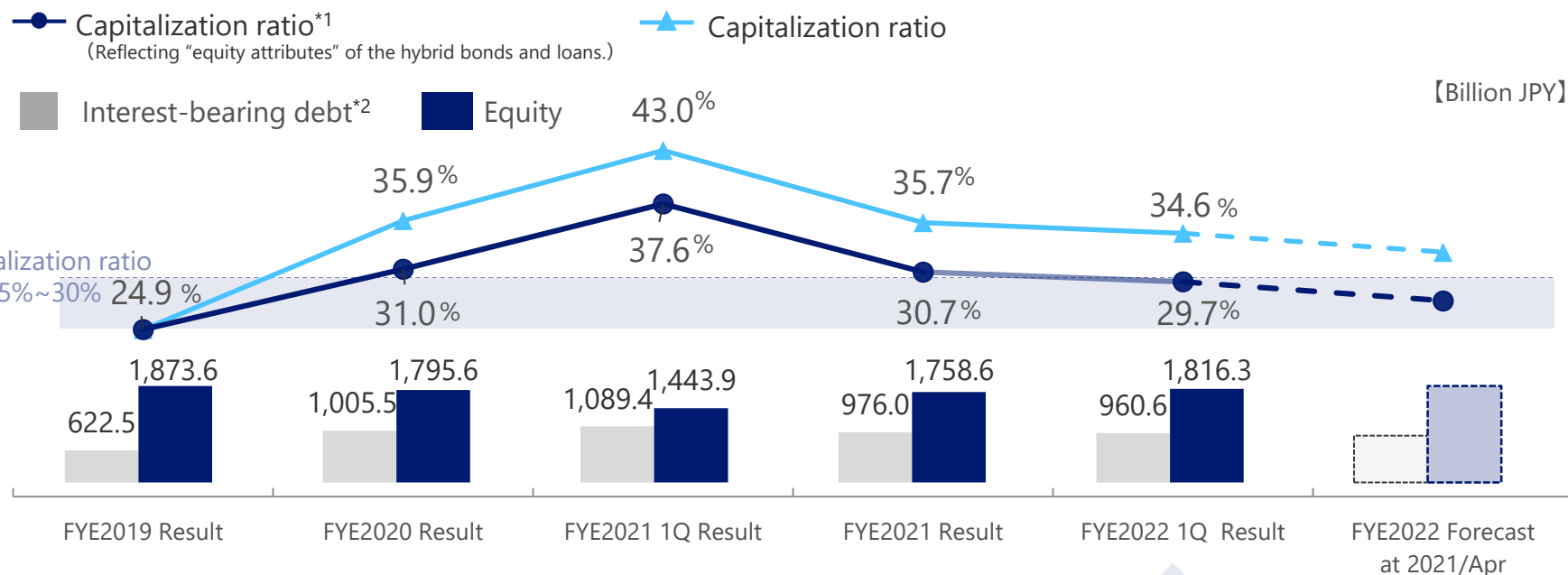


Operating Profit



Capital policy

Our core capital policy is to maximize corporate value by maintaining the balance between “financial safety” and “capital efficiency”. We regard capitalization ratio*1 as an important financial index to assess our capital structure, and believe the ratio from 25% to 30% represents optimal balance.



The capitalization ratio increased due to financing for AW's stock buy-back (FYE2020) and countermeasure against covid-19 impact (FYE2021 1Q), however, following that period we improved it through reducing interest-bearing debt.

*1 : Capitalization ratio (cap ratio) = Interest-bearing debt/(Interest-bearing debt + Equity)

*2 : Interest-bearing debt = Bonds and loans payable + Lease liabilities

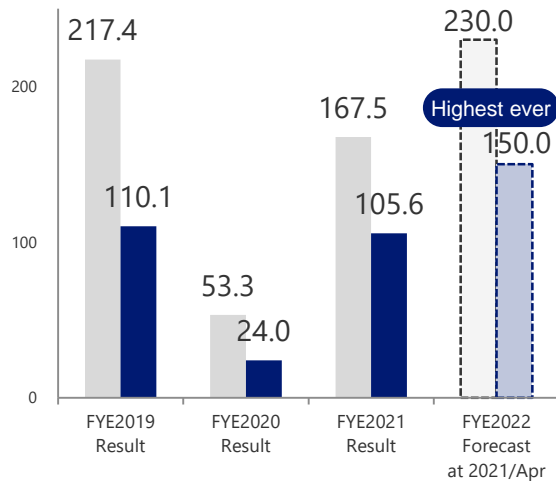
*3 : We may redeem the hybrid bonds and loans raised in FYE2020 before maturity without replacement financing in the case that the capitalization ratio of prior Quarter of redemption is less or equal to 27.5% same as the end of December 2019.

Return to Shareholders

Our “Return to shareholders” policy is to achieve **steady dividend payout** with a **dividend payout ratio of around 30%**. We also consider to repurchase Treasury Stock based on our capitalization ratio and future investment trends.

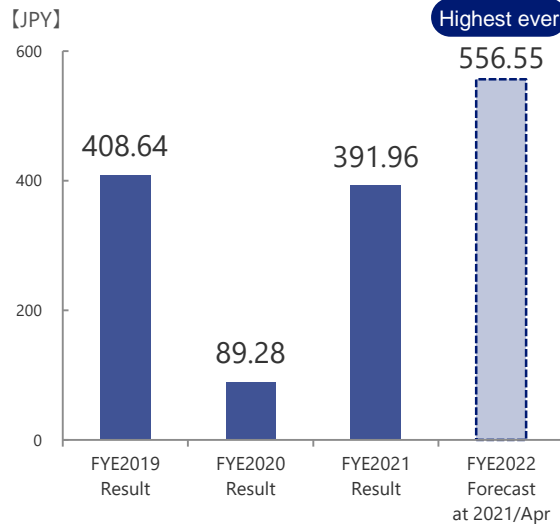
Profit before income taxes / Profit for the period attributable to Owners of the parent

■ Profit before income taxes
■ Profit for the period attributable to Owners of the parent
【Billion JPY】



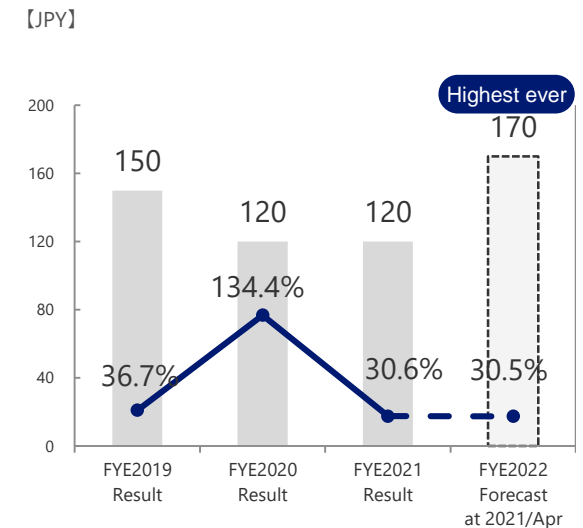
EPS (Basic earnings per share)

■ EPS (Basic earnings per share)



Dividends per share / Dividends payout ratio

■ Dividends per share ● Dividends payout ratio





【Note on future predictions】

Excluding matters related to past and current facts, the business results forecasts and forward-looking estimates, strategies and targets disclosed by the Company are estimates regarding the future. These estimates are formulated from plans, expectations and judgments made based on information that the Company can obtain at the present time, and certain assumptions deemed reasonable. Accordingly, actual results may vary from the disclosed business results forecasts, etc., due to variable factors with uncertainties, including the economic situation.

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