



**For the Fiscal year Ended March 31, 2023 3rd Quarter
(April 1, 2022 to December 31, 2022)**

Financial Results

February 3rd, 2023

AISIN CORPORATION

Overview of FYE2023 3rd Quarter Financial Results

FYE2023 3Q Results

Revenue increased YoY due to FX impact, regardless of unfavorable OEM production volume caused by the semiconductor shortage more than expected.

Operating profit decreased YoY due to the impacts of external environment such as the production decreases, higher raw material prices and increased logistics costs, despite structural reforms proceeding as planned.

FYE2023 Forecast

The forecast of Revenue and Operating profit for FYE2023 have been revised downward to 4,350 billion JPY and 90 billion JPY.

We will keep accelerating our activities to strengthen our structure through electrification and the supply chain even if the current business environment continues to be severe, due to semiconductor shortages and higher raw material prices.

Consolidated Financial Results (FYE2023 3rd Quarter)

1

FYE2023 3rd Quarter Results Financial Summary

() shows rate to Revenue % 【 Billion JPY 】

	FYE2022 3rd Quarter Results		FYE2023 3rd Quarter Results		Change	Change rate %
Revenue	2,868.3	-	3,211.1	-	+342.8	+11.9
Operating Profit	139.1	(4.9)	27.0	(0.8)	-112.1	-80.5
Profit before income taxes	161.6	(5.6)	46.0	(1.4)	-115.6	-71.5
Profit for the Period*1	99.8	(3.5)	23.6	(0.7)	-76.2	-76.4

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

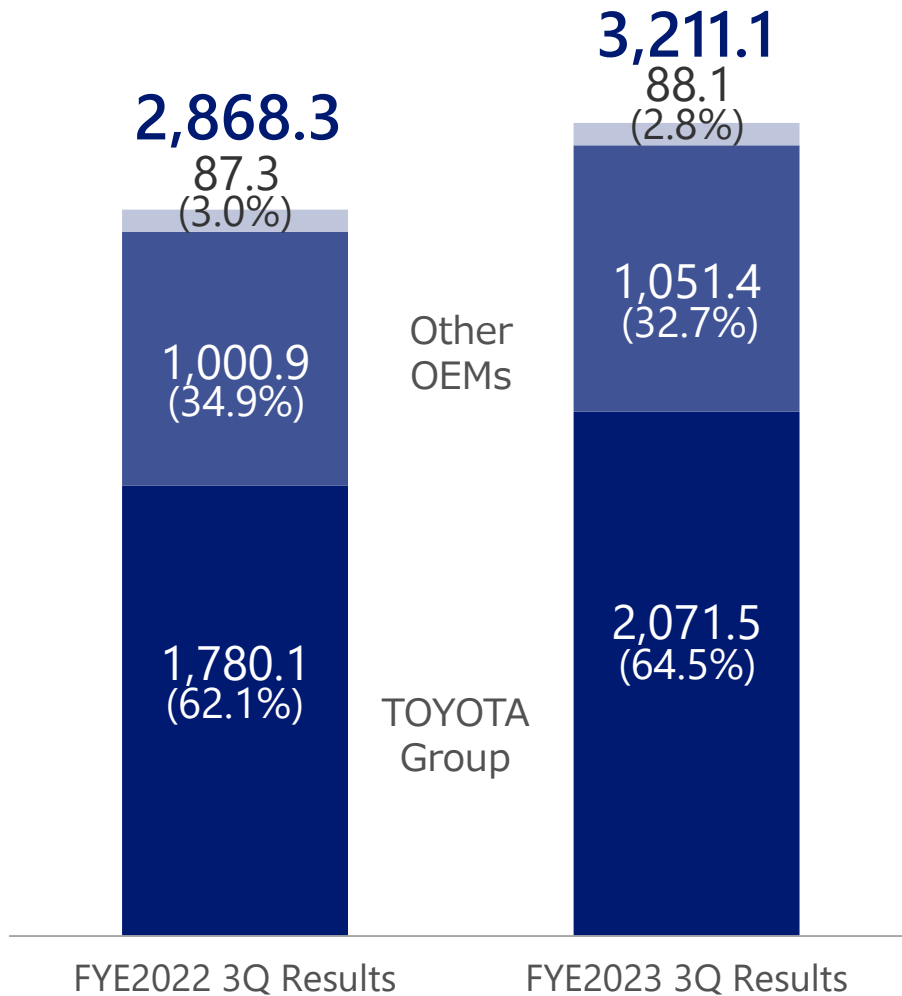
Pre-conditions	FX Rate	USD	111	JPY	136	JPY	+25	JPY	+22.5
		CNY	17.3	JPY	19.9	JPY	+2.6	JPY	+15.0
	Toyota production	680	10,000 unit	674	10,000 unit	-6	10,000 unit	-0.9	
	Powertrain Unit Sales*2	708	10,000 unit	698	10,000 unit	-10	10,000 unit	-1.4	
	(number of electrification unit*3)	(68)		(95)		(+27)			

*2 : Total sales of AT, CVT, HEV and eAxle *3 : Total sales of HEV, eAxle

FYE2023 3rd Quarter Revenue by Customer

- Mobility
- Energy Solutions and others

【 Billion JPY 】



Revenue by Customer (Other OEMs)				
Customer	FYE2022 3Q Results	FYE2023 3Q Results	Change	Change rate (%)
Stellantis	166.6	194.0	+27.4	+16.5
VW & Audi	174.7	143.8	-30.9	-17.7
SUZUKI	82.0	109.3	+27.3	+33.3
VOLVO	79.5	68.6	-10.9	-13.7
MITSUBISHI	57.2	54.2	-3.0	-5.1
NISSAN	41.7	48.4	+6.7	+16.1
HONDA	46.1	46.0	-0.1	-0.4
Guangzhou Automobile	36.7	41.5	+4.8	+13.1
ISUZU	29.7	39.3	+9.6	+32.3
China FAW	24.9	31.5	+6.6	+26.4
Others	261.8	274.8	+13.0	+4.9
Total	1,000.9	1,051.4	+50.5	+5.0
(Reference) Chinese OEMs	153.4	130.9	-22.5	-14.7

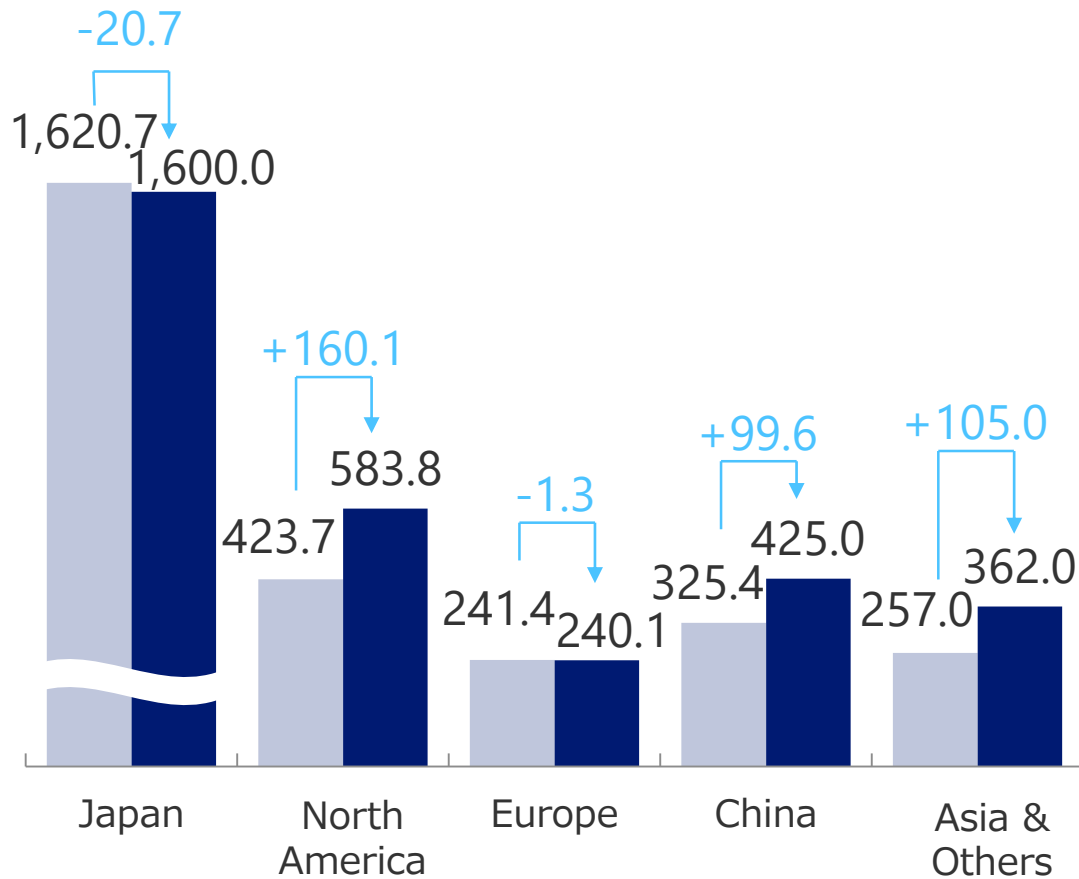
FYE2023 3rd Quarter Segment Information

■ FYE2022 3rd Quarter Results

■ FYE2023 3rd Quarter Results

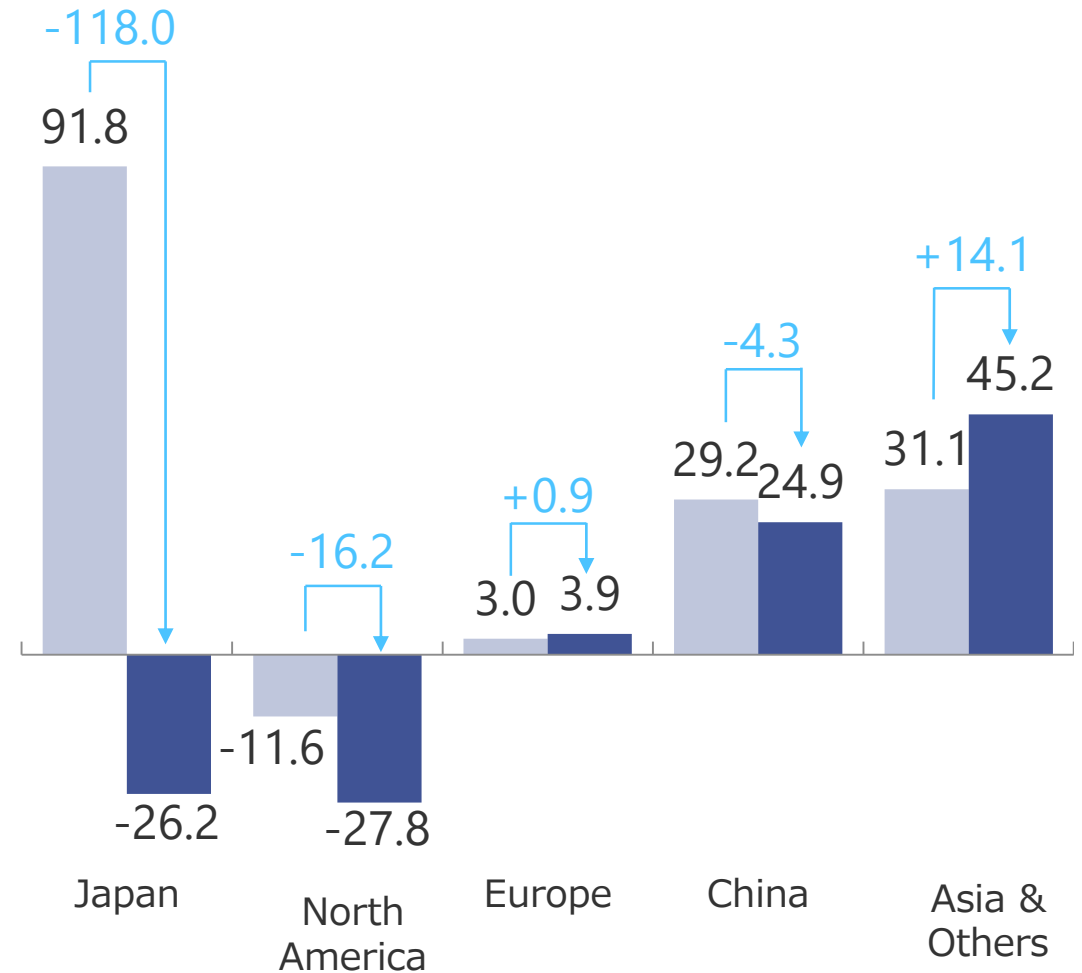
【 Billion JPY 】

Revenue (YoY +342.8)



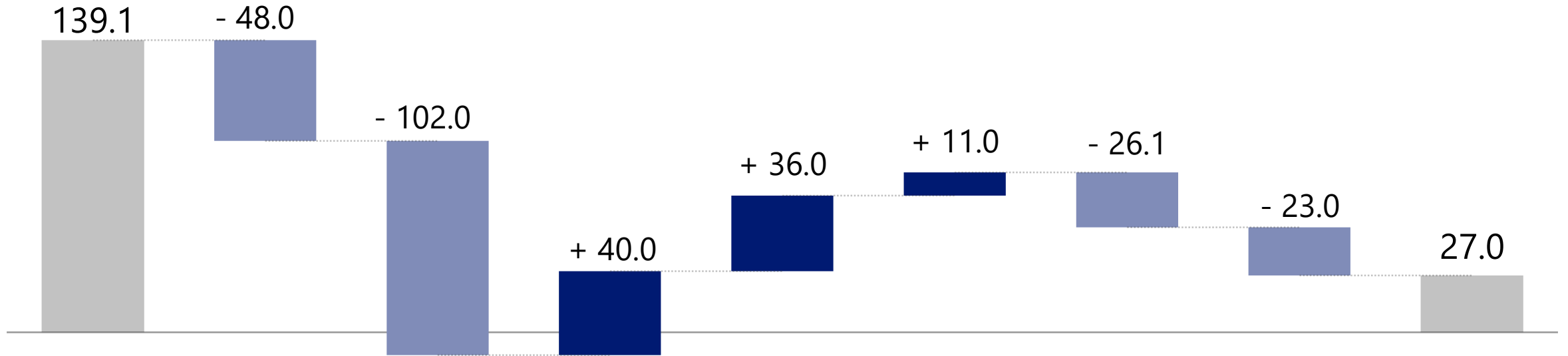
※Revenue to external customers

Operating Profit (YoY -112.1)



FYE2023 3rd Quarter Analysis of Operating Profit

【 Billion JPY 】



FYE2022 3Q Results

Sales & Product mix etc.

Materials/ Logistics cost

FX Impact

Cost structure Improvement

Structural reforms

Fixed expense etc.

Expenditure for Key areas

FYE2023 3Q Results

Sales & Product mix etc.	
Sales Volume fluctuations	- 15.0
Sales price variance & Product mix	- 33.0

Materials / Logistics cost
<ul style="list-style-type: none"> •Requesting OEM to pass on the surging costs of materials, logistics and utility in the supply chain. •Accelerating activities to reduce the amount of raw materials used, logistics costs by improving logistical efficiency, and reduce utility costs by saving energy.

FX Impact	
USD	+ 15.7
CNY	+ 15.6
EUR	+ 0.7
THB	+ 8.0

Expenditure for Key areas etc.
Continuing resources shifts to priority areas and future investment even in the uncertain business environment
<ul style="list-style-type: none"> •Development enhancement for EVs by EV Promotion Center •Strengthen strategic investments in CN & DX •Shifting fixed costs to production preparation and dep costs for electrification unit of 4.5M units

Consolidated Financial Forecast (FYE2023)

2

FYE2023 Forecast Financial Summary

() shows rate to Revenue % 【 Billion JPY 】

	FYE2022 Results		FYE2023 Forecast		Change		Change rate %	FYE2023 Forecast(Oct 28th)	
Revenue	3,917.4	-	4,350.0	-	+432.6	+11.0		4,550.0	-
Operating Profit	182.0	(4.6)	90.0	(2.1)	-92.0	-50.6		190.0	(4.2)
Profit before income taxes	219.9	(5.6)	105.0	(2.4)	-114.9	-52.3		220.0	(4.8)
Profit for the period*1	141.9	(3.6)	60.0	(1.4)	-81.9	-57.7		135.0	(3.0)

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

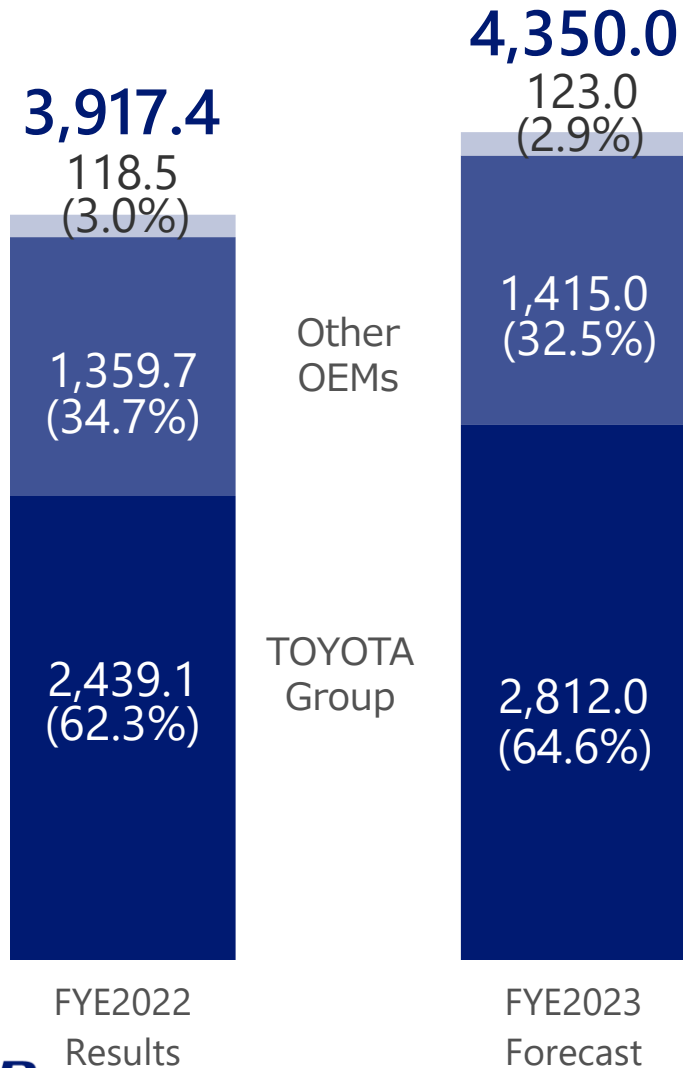
Pre-conditions	FX Rate	USD	113	JPY	134	JPY	+21	JPY	+18.6	137	JPY
		CNY	17.6	JPY	19.7	JPY	+2.1	JPY	+11.9	20.0	JPY
	Powertrain Unit Sales*2	953	10,000 unit	930	10,000 unit	-23	10,000 unit	-2.4	1,000	10,000 unit	
	(number of electrification unit*3)	(93)		(140)		(+47)			(156)		

*2 : Total sales of AT, CVT, HEV and eAxle *3 : Total sales of HEV, eAxle

FYE2023 Revenue by Customer

- Mobility
- Energy Solutions and others

【 Billion JPY 】



Revenue by Customer (Other OEMs)

Customer	FYE2022 Results	FYE2023 Forecast	Change	Change rate (%)	FYE2023 Forecast (Oct 28th)
Stellantis	236.5	274.0	+37.5	+15.8	318.0
VW & Audi	218.8	177.0	-41.8	-19.1	191.0
SUZUKI	113.3	155.0	+41.7	+36.7	150.0
VOLVO	106.6	96.0	-10.6	-9.9	111.0
MITSUBISHI	78.8	75.0	-3.8	-4.9	73.0
NISSAN	58.7	68.0	+9.3	+15.7	75.0
HONDA	62.7	63.0	+0.3	+0.4	68.0
ISUZU	41.8	54.0	+12.2	+28.9	53.0
Guangzhou Automobile	54.0	48.0	-6.0	-11.2	59.0
China FAW	37.4	36.0	-1.4	-3.9	46.0
Others	351.1	369.0	+17.9	+5.3	388.0
Total	1,359.7	1,415.0	+55.3	+4.1	1,532.0
(Reference) Chinese OEMs	212.8	158.0	-54.8	-25.8	193.0

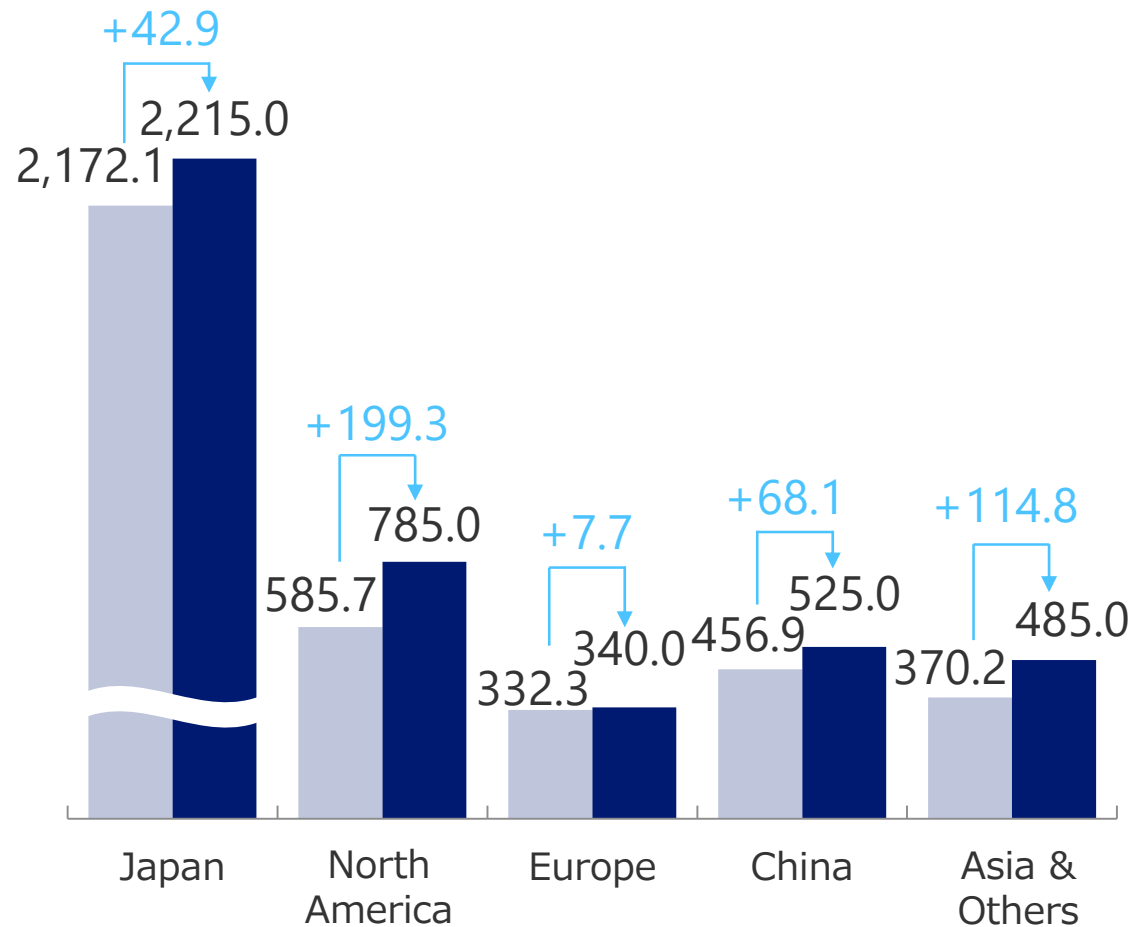
FYE2023 Segment Information

■ FYE2022 Results

■ FYE2023 Forecast

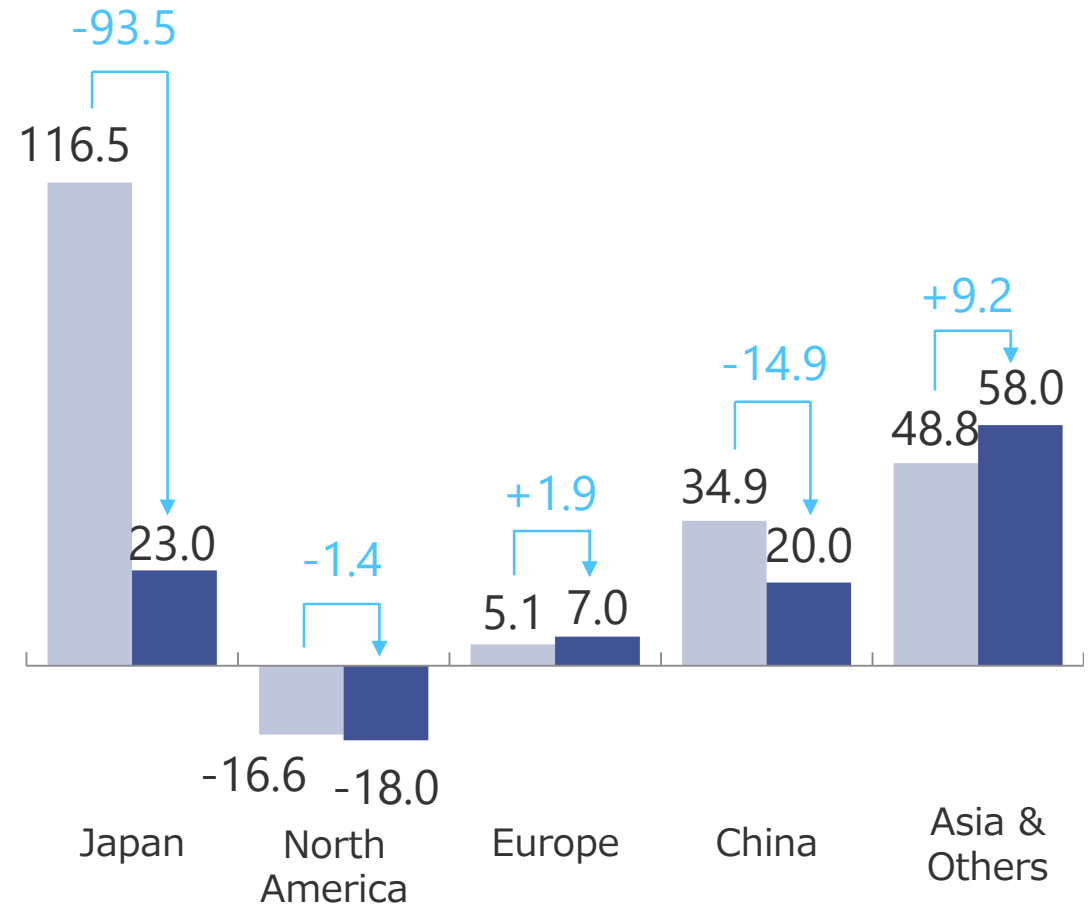
【 Billion JPY 】

Revenue (YoY +432.6)



※Revenue to external customers

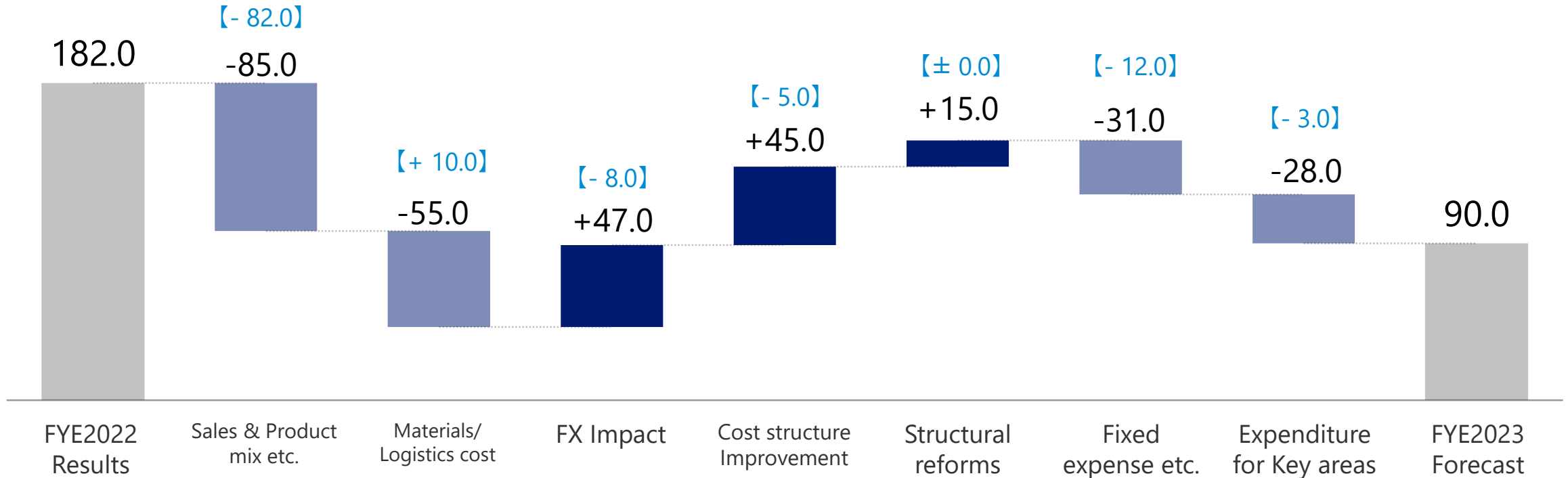
Operating Profit (YoY -92.0)



FYE2023 Analysis of Operating Profit

【 Billion JPY 】

【Compared to Disclosure on October 28th】



Sales &Product mix etc.	FX Impact	Structural reforms	Expenditure for Key areas etc.
<ul style="list-style-type: none"> Sales Volume fluctuations: -40.0 Sales price variance & Product mix: -45.0 	<ul style="list-style-type: none"> USD: +22.0 CNY: +14.7 EUR: +0.9 THB: +9.4 	<ul style="list-style-type: none"> Acceleration of earning improvement activities for key products Increase in-house added value for electrified products Acceleration of group-wide activities at HQ functions (Quality and productivity improvement, reduction of costs for logistics and indirect materials, etc.) Realization of the effects from subsidiaries and functions integration 	<p>Continuing resources shifts to priority areas and future investment even in the uncertain business environment</p> <ul style="list-style-type: none"> Development enhancement for EVs by EV Promotion Center Strengthen strategic investments in CN & DX Shifting fixed costs to production preparation and dep costs for electrification unit of 4.5M units

Reference information

3

Revenue Details

() shows rate to Revenue % 【Billion JPY】

		FYE2022 3Q Results	FYE2023 3Q Results	Change	%	
Mobility	Powertrain	1,623.8	1,812.4 (56.5)	+188.6	+11.6	
	Chassis & Vehicle Safety systems	556.3	658.1 (20.5)	+101.8	+18.3	
	Body	531.0	595.1 (18.5)	+64.1	+12.1	
	CSS* & Others	69.7	57.2 (1.8)	-12.5	-18.0	
	Total	2,781.0	3,123.0 (97.3)	+342.0	+12.3	
Energy Solutions and others		87.3	88.1 (2.7)	+0.8	+0.9	
Total		2,868.3	3,211.1 (100.0)	+342.8	+11.9	
		FYE2022 Results	FYE2023 Forecast	Change	%	Forecast As of Oct 28th
Mobility	Powertrain	2,234.3	2,422.0 (55.7)	+187.7	+8.4	2,585.0
	Chassis & Vehicle Safety systems	766.7	895.0 (20.6)	+128.3	+16.7	899.0
	Body	714.5	824.0 (18.9)	+109.5	+15.3	848.0
	CSS* & Others	83.2	86.0 (2.0)	+2.8	+3.3	88.0
	Total	3,798.8	4,227.0 (97.2)	+428.2	+11.3	4,420.0
Energy Solutions and others		118.5	123.0 (2.8)	+4.5	+3.8	130.0
Total		3,917.4	4,350.0 (100.0)	+432.6	+11.0	4,550.0

* CSS : Connected and Sharing Solutions

CAPEX / Depreciation / R&D

【Billion JPY】

By Business		FYE2022 3Q Results	FYE2023 3Q Results	FYE2022 Results	FYE2023 Forecast
CAPEX	Powertrain	66.0	60.2	96.7	101.0
	Chassis & Vehicle	36.1	27.4	46.6	45.0
	Safety systems	20.9	24.1	31.9	36.0
	Body	24.3	23.7	43.5	53.0
	CSS* & Others	147.3	135.4	218.7	235.0
	Total				
Depreciation	Powertrain	102.5	108.7	138.3	146.0
	Chassis & Vehicle	25.6	29.8	34.8	40.0
	Safety systems	21.7	26.0	29.8	36.0
	Body	31.5	33.5	42.3	48.0
	CSS* & Others	181.3	197.9	245.2	270.0
	Total				
R&D expenditure	Powertrain	61.5	67.5	82.0	90.5
	Chassis & Vehicle	34.5	40.0	48.1	54.0
	Safety systems	21.0	26.2	28.8	35.0
	Body	25.3	26.5	35.2	35.5
	CSS* & Others	142.3	160.4	194.1	215.0
	Total				

* CSS : Connected and Sharing Solutions

FYE2023 3Q Segment by Region

【Billion JPY】

	Region	FYE2022 3Q Results	FYE2023 3Q Results	Change	Change	
					FX	Others
Revenue	Japan	1,620.7	1,600.0	-20.7	-	-20.7
	North America	423.7	583.8	+160.1	+109.0	+51.1
	Europe	241.4	240.1	-1.3	+17.0	-18.3
	China	325.4	425.0	+99.6	+56.0	+43.6
	Asia & Others	257.0	362.0	+105.0	+44.0	+61.0
	Total	2,868.3	3,211.1	+342.8	+226.0	+116.8
Operating profit	Japan	91.8	-26.2	-118.0	+38.0	-156.0
	North America	-11.6	-27.8	-16.2	-5.0	-11.2
	Europe	3.0	3.9	+0.9	±0.0	+0.9
	China	29.2	24.9	-4.3	+3.0	-7.3
	Asia & Others	31.1	45.2	+14.1	+4.0	+10.1
	Elimination	-4.4	7.0	+11.4	-	+11.4
Total	139.1	27.0	-112.1	+40.0	-152.1	

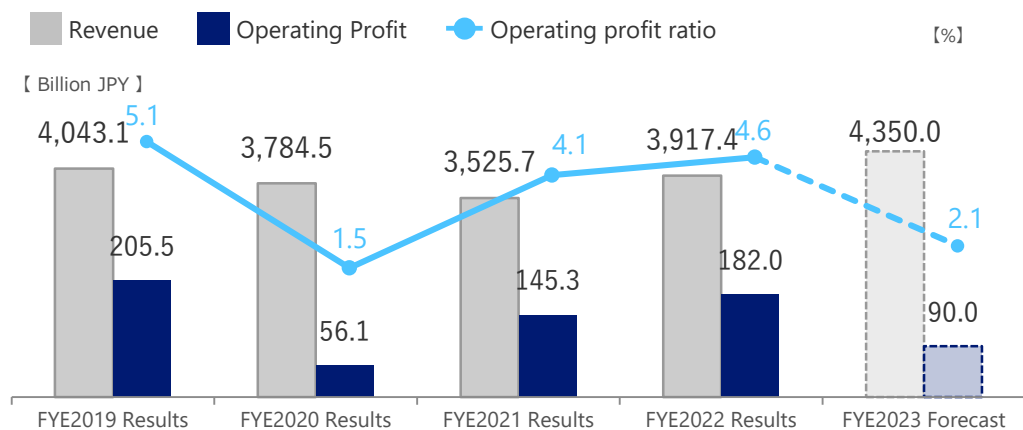
FYE2023 Segment by Region

【Billion JPY】

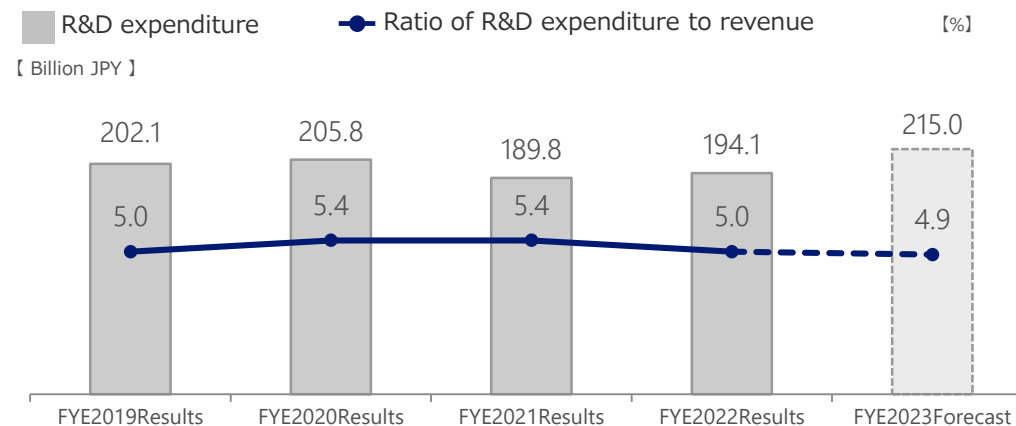
	Region	FYE2022 Results	FYE2023 Forecast	Change	Change	
					FX	Others
Revenue	Japan	2,172.1	2,215.0	+42.9	-	+42.9
	North America	585.7	785.0	+199.3	+129.5	+69.8
	Europe	332.3	340.0	+7.7	+21.0	-13.3
	China	456.9	525.0	+68.1	+57.0	+11.1
	Asia & Others	370.2	485.0	+114.8	+52.5	+62.3
	Total	3,917.4	4,350.0	+432.6	+260.0	+172.6
Operating profit	Japan	116.5	23.0	-93.5	+43.0	-136.5
	North America	-16.6	-18.0	-1.4	-3.0	+1.6
	Europe	5.1	7.0	+1.9	+0.5	+1.4
	China	34.9	20.0	-14.9	+2.0	-16.9
	Asia & Others	48.8	58.0	+9.2	+4.5	+4.7
	Elimination	-6.8	-	+6.8	-	+6.8
Total	182.0	90.0	-92.0	+47.0	-139.0	

Highlights of Financial Performance

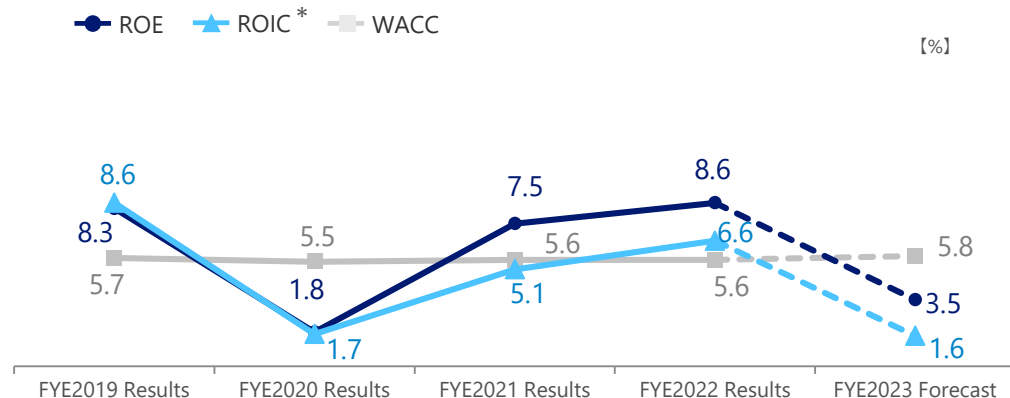
Revenue / Operating Profit / Operating profit ratio



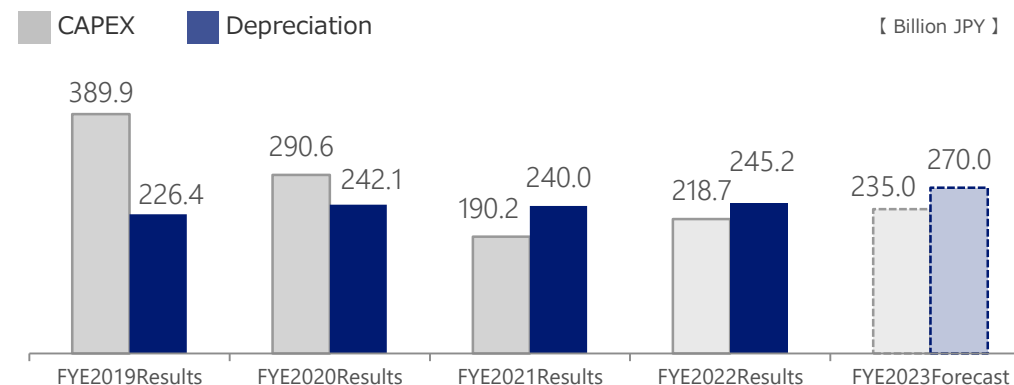
R&D expenditure / Ratio of R&D expenditure to revenue



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

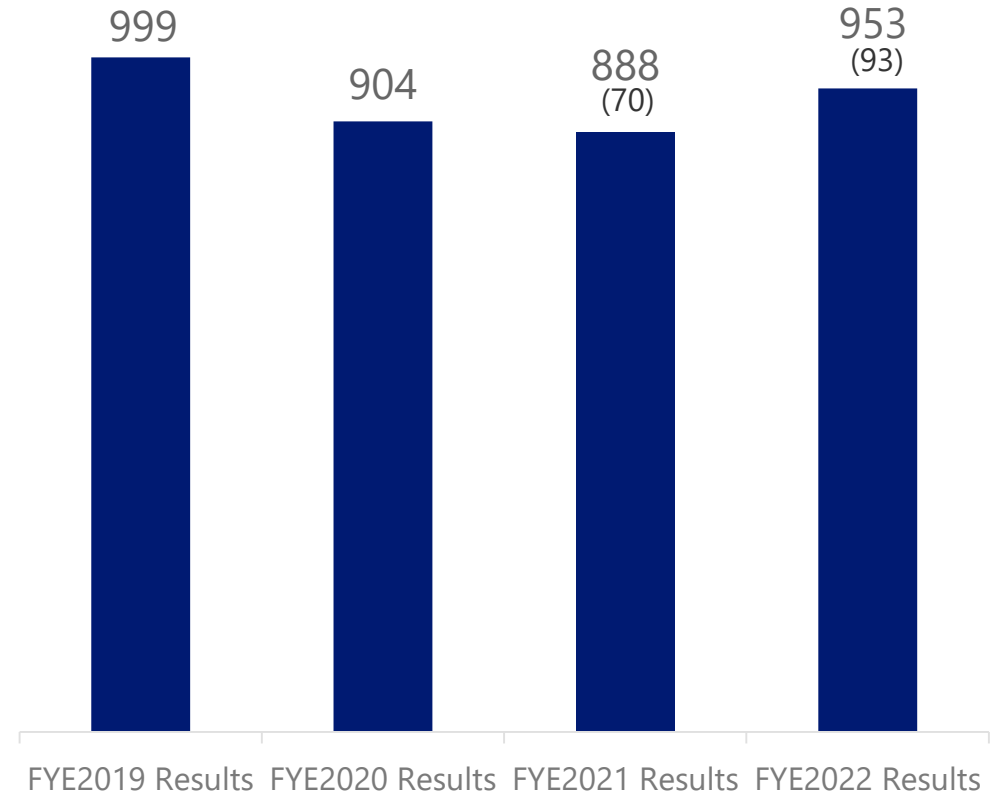
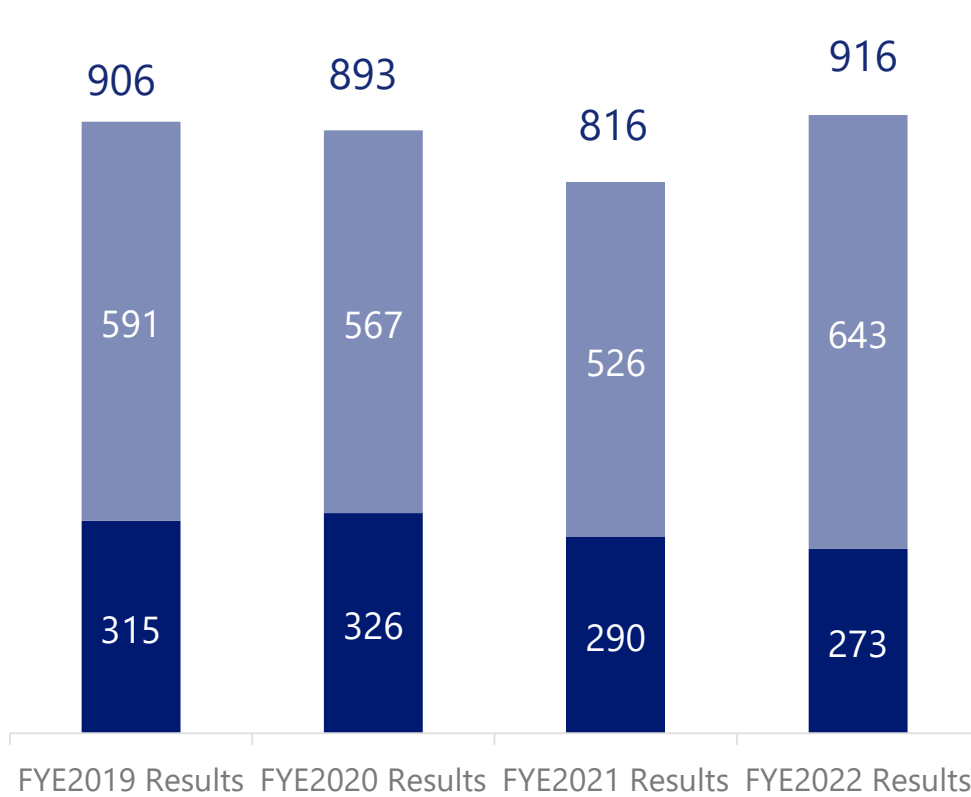
【10,000 Unit】

Toyota production Volume

Powertrain Unit Sales Volume

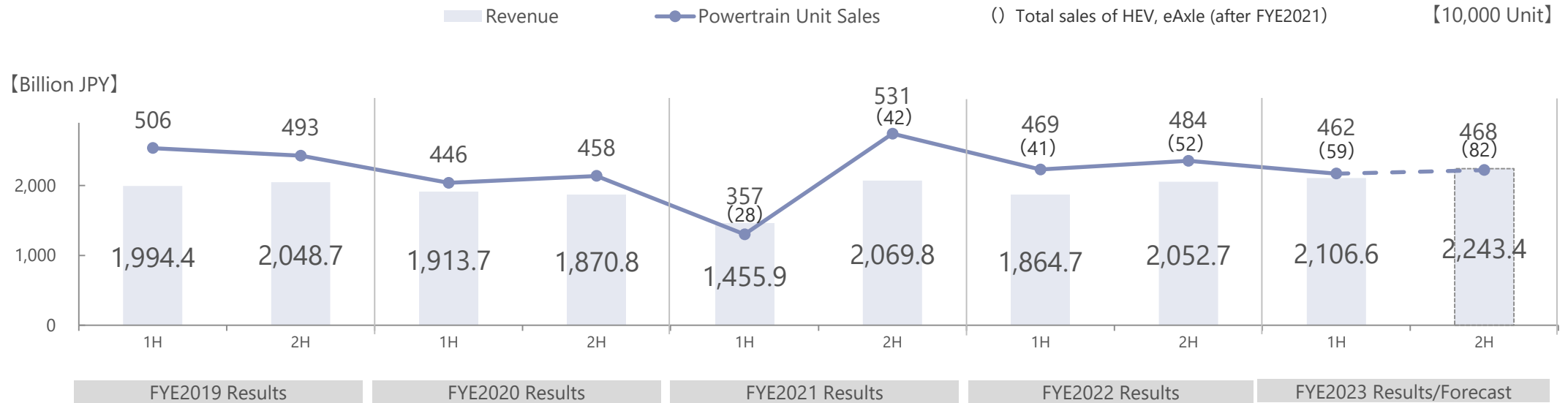
Domestic Overseas

() Total sales of HEV, eAxle (after FYE2021)

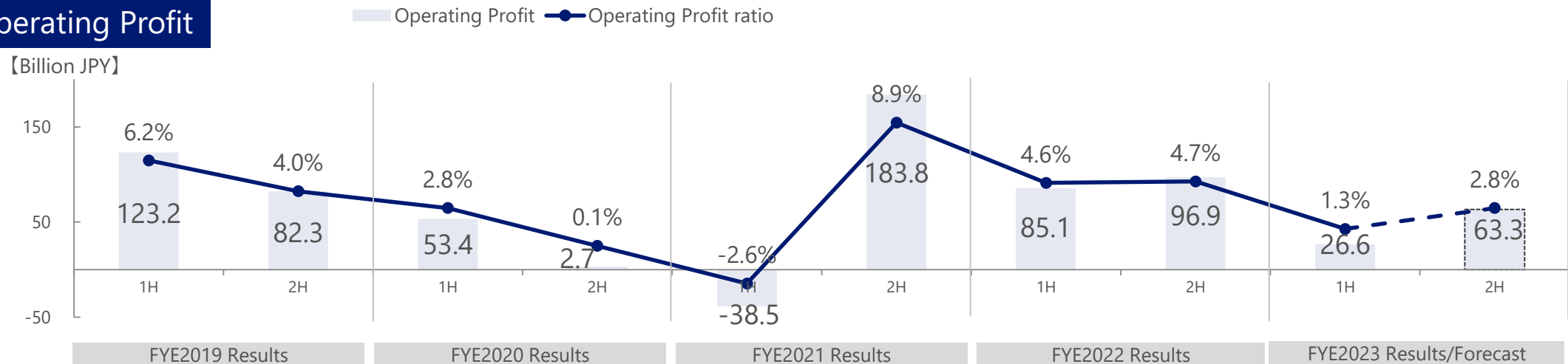


Half Yearly Performance

Revenue

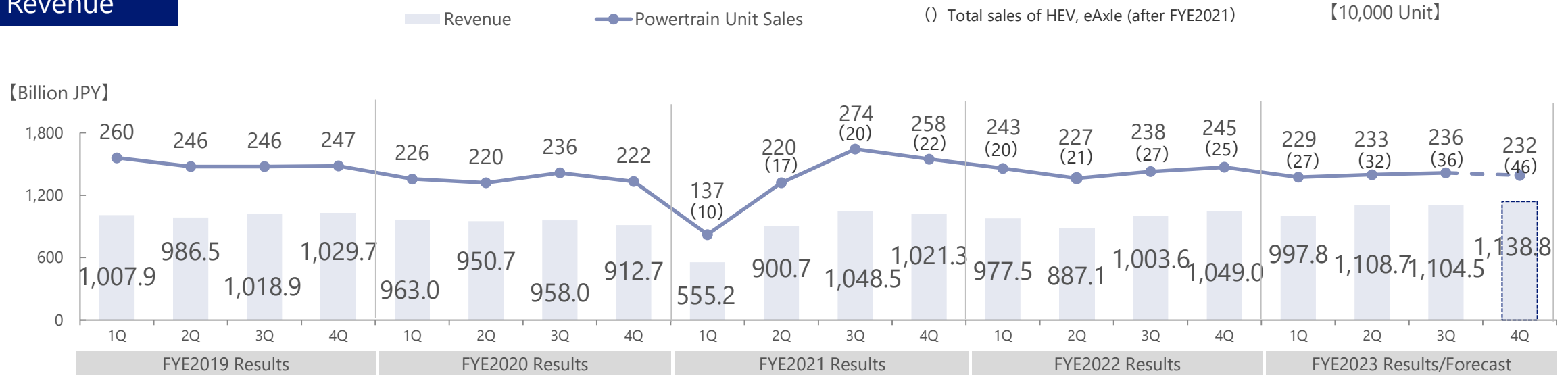


Operating Profit

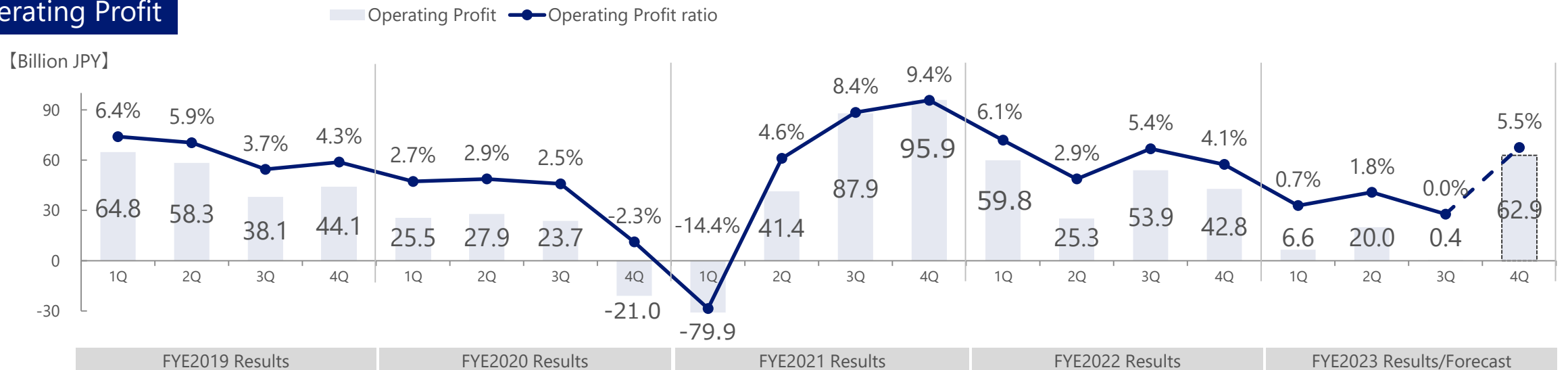


Quarterly Performance

Revenue

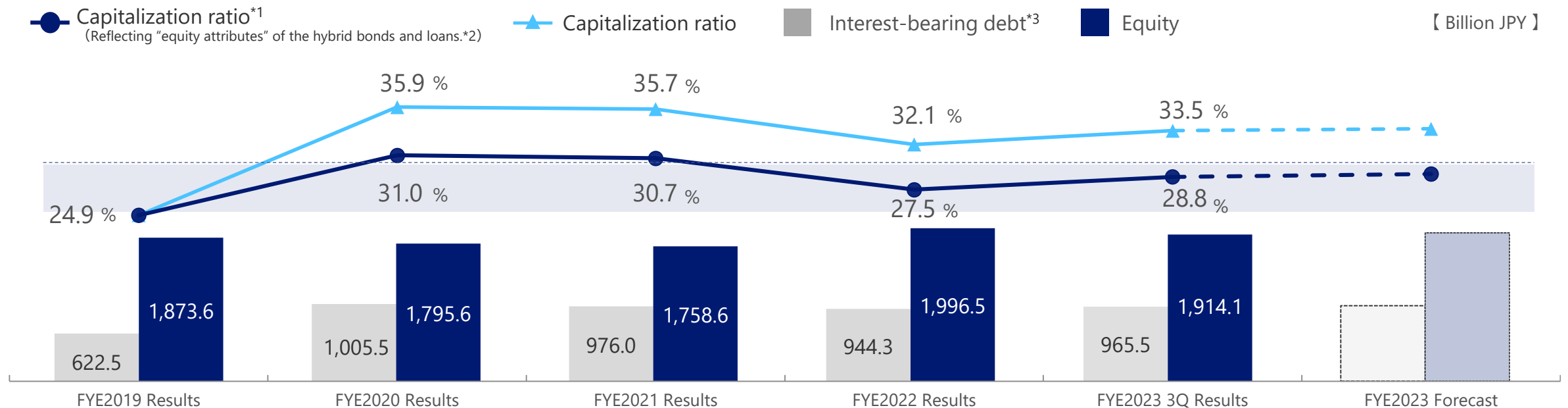


Operating Profit



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), however, following that period we improved it through reducing interest-bearing debt to FYE2022. On FYE2023, the capitalization ratio will increase by short term loan for working capital.

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

*2 : 50% of the balance of hybrid procurement (272.5 billion JPY) is considered as capital on the rating.

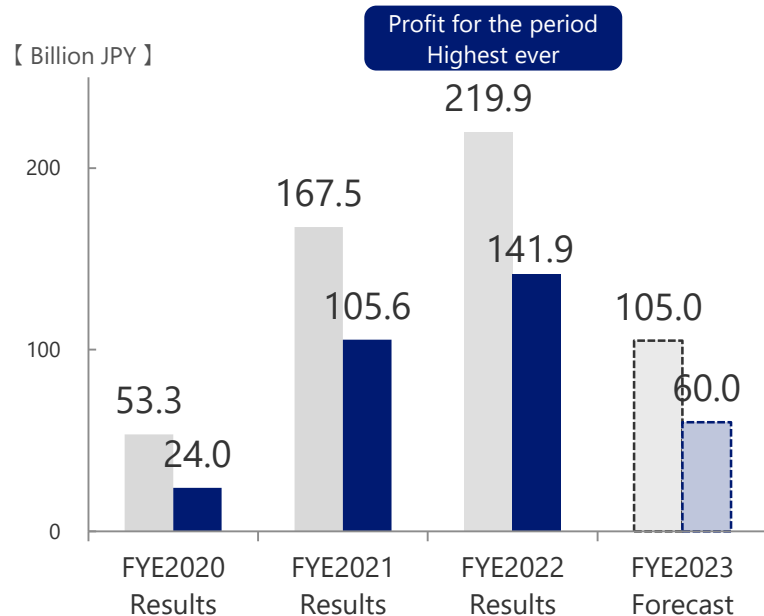
*3 : Interest-bearing debt =Bonds and loans payable + Lease liabilities

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.

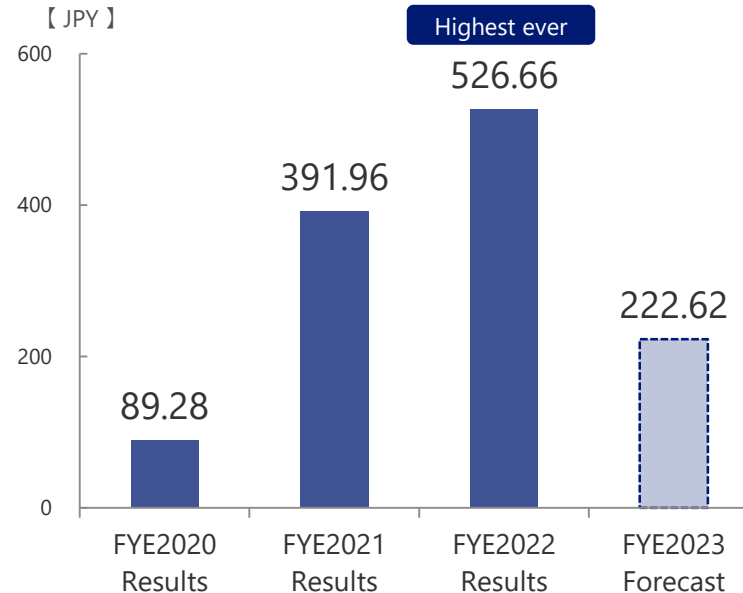
Profit before income taxes /
Profit for the period attributable to
Owners of the parent

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



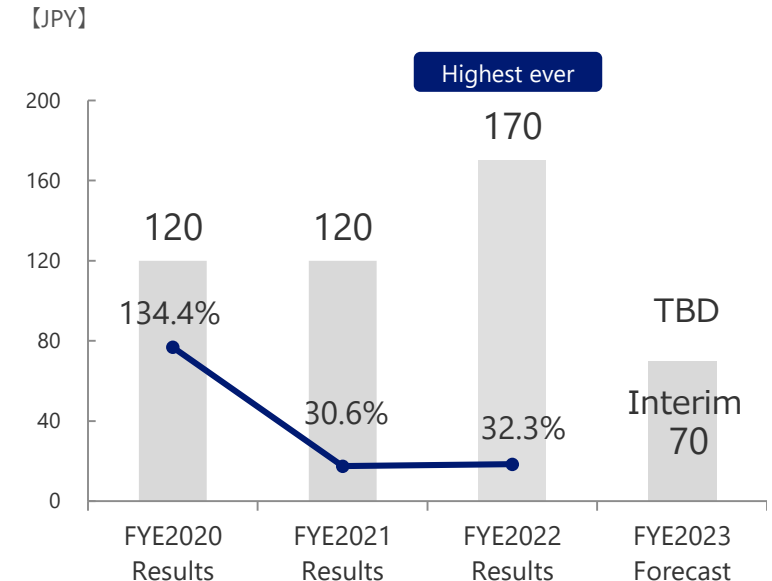
EPS
(Basic earnings per share)

■ 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.

AISIN CORPORATION and its employees assume no responsibility whatsoever regarding any losses incurred due to the use of information on our documents.