

AISIN

We continue to explore the “delights” of driving on roads around the world

AISIN
One Team, Best Future

FY2014
Consolidated Financial Results

(April 1, 2013 through March 31, 2014)

April 25, 2014

AISIN SEIKI Co., Ltd.

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

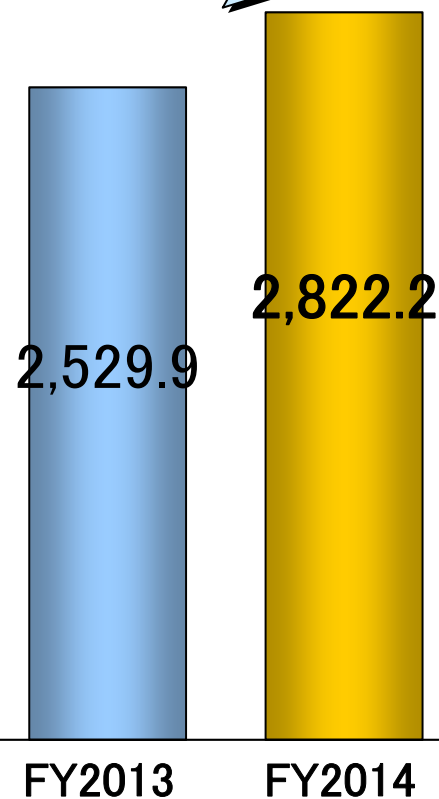
- ① In addition to overseas vehicle production volume increase, foreign exchange gain absorbed fixed expense increase, both of sales and income increased from last year.
- ② Annual dividend is ¥95 per share, interim ¥35 and year-end ¥60. (Previous year was ¥75 per share)
- ③ Though domestic vehicle production volume will decrease, due to production volume increase in North America and China, sales and income are predicted to be flat in FY2015.

* All company's closing period is unified from FY2014

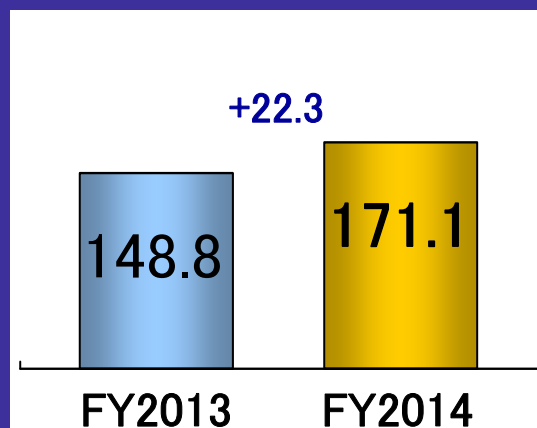
Billion yen

Net Sales

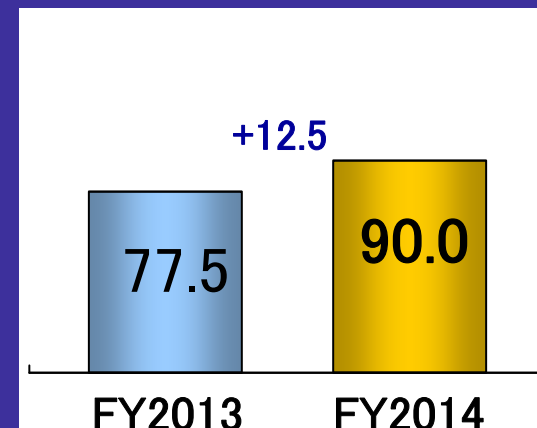
+ 292.3billion yen
(+11.6%)



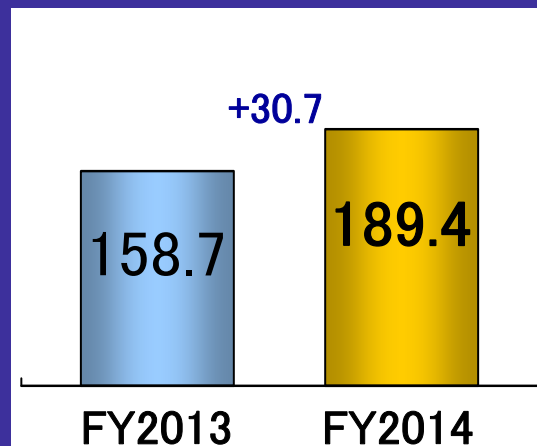
Operating Income



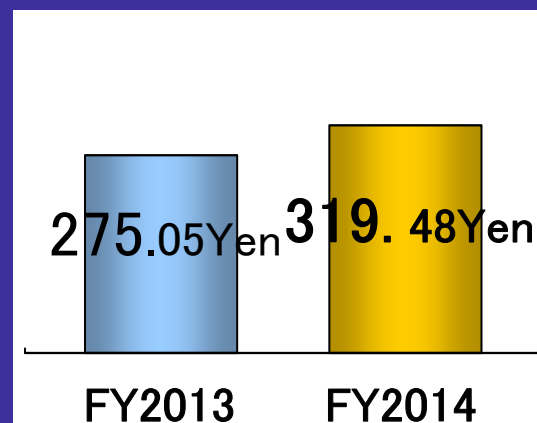
Net Income



Ordinary Income



EPS

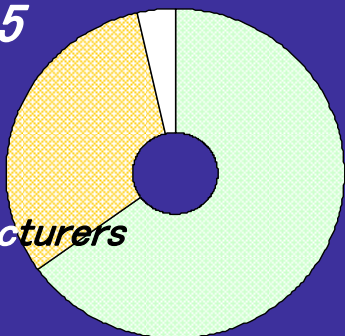


FY2014 Sales by Customer (12 months)

FY2013 【Sales 2,529.9】

Life & others

92.5



Toyota Group
1,644.6

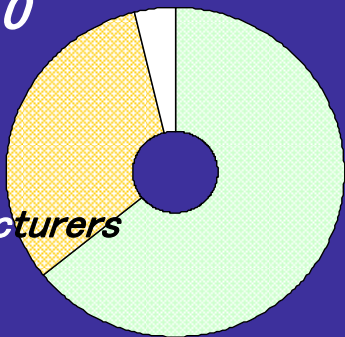
65.0%

Other
Manufacturers
792.7

FY2014 【Sales 2,822.2】

Life & others

109.0



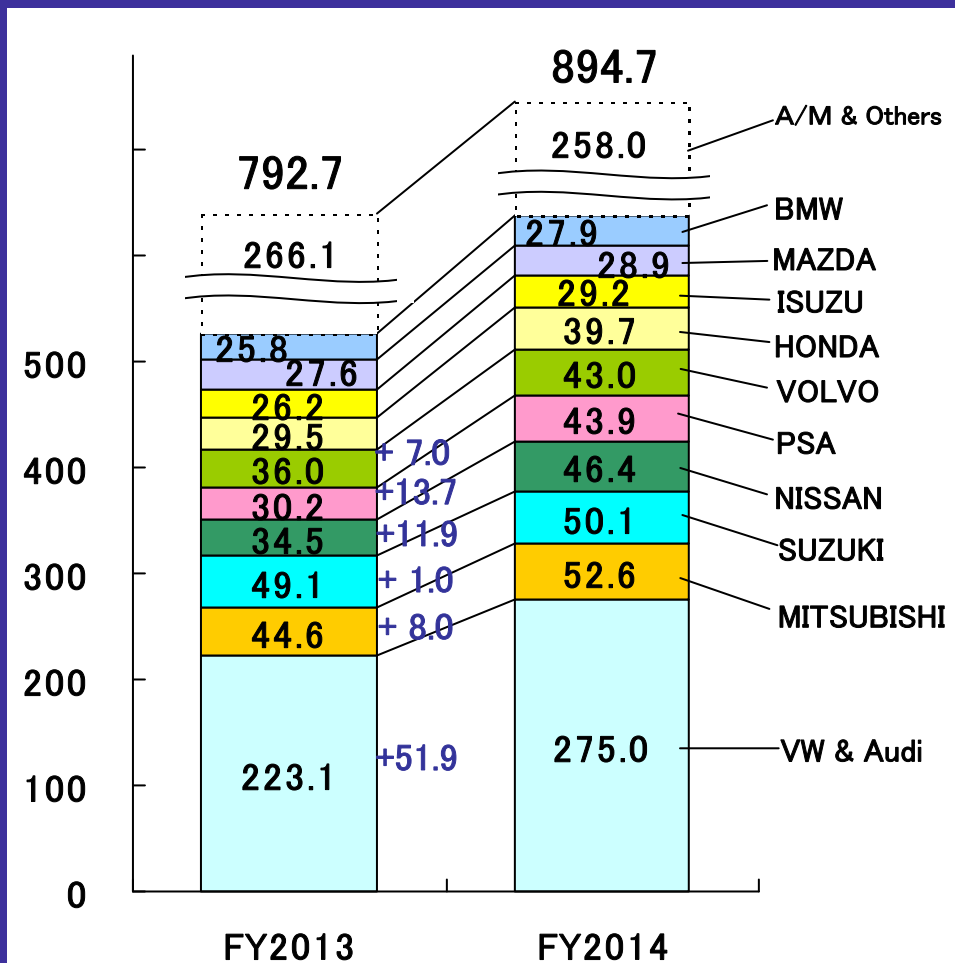
Toyota Group
1,818.4

64.4%

Other
Manufacturers
894.7

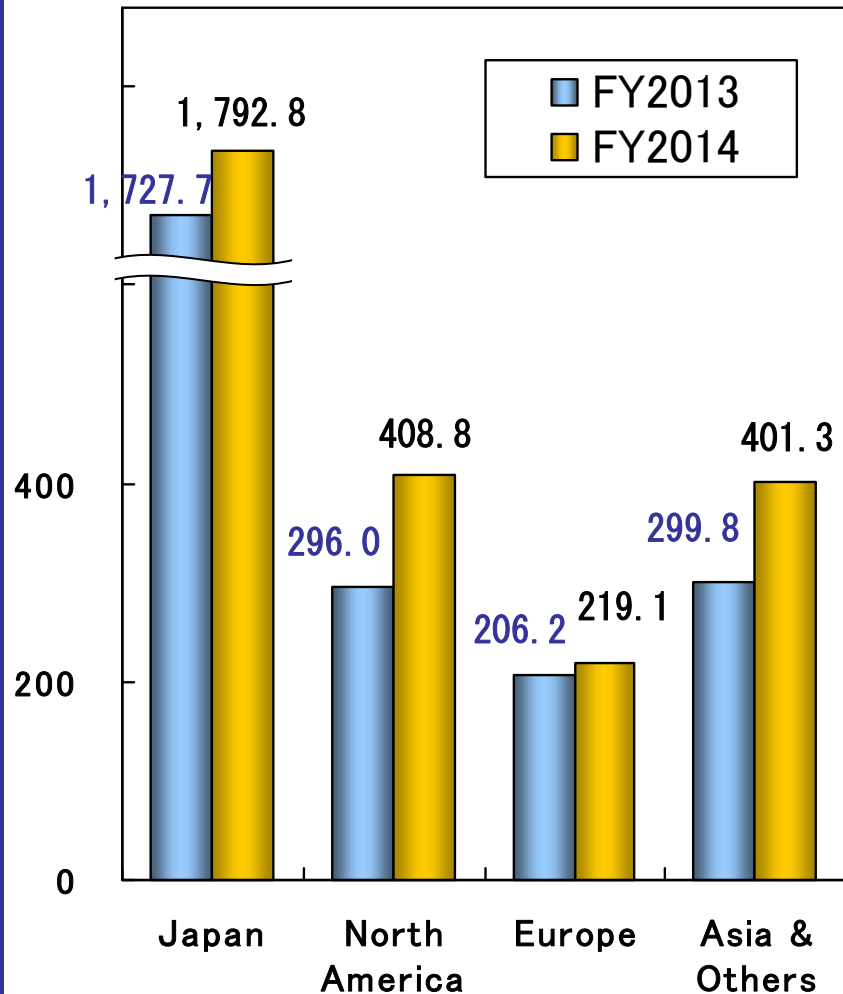
Other Manufacturers sales breakdown

Billion yen



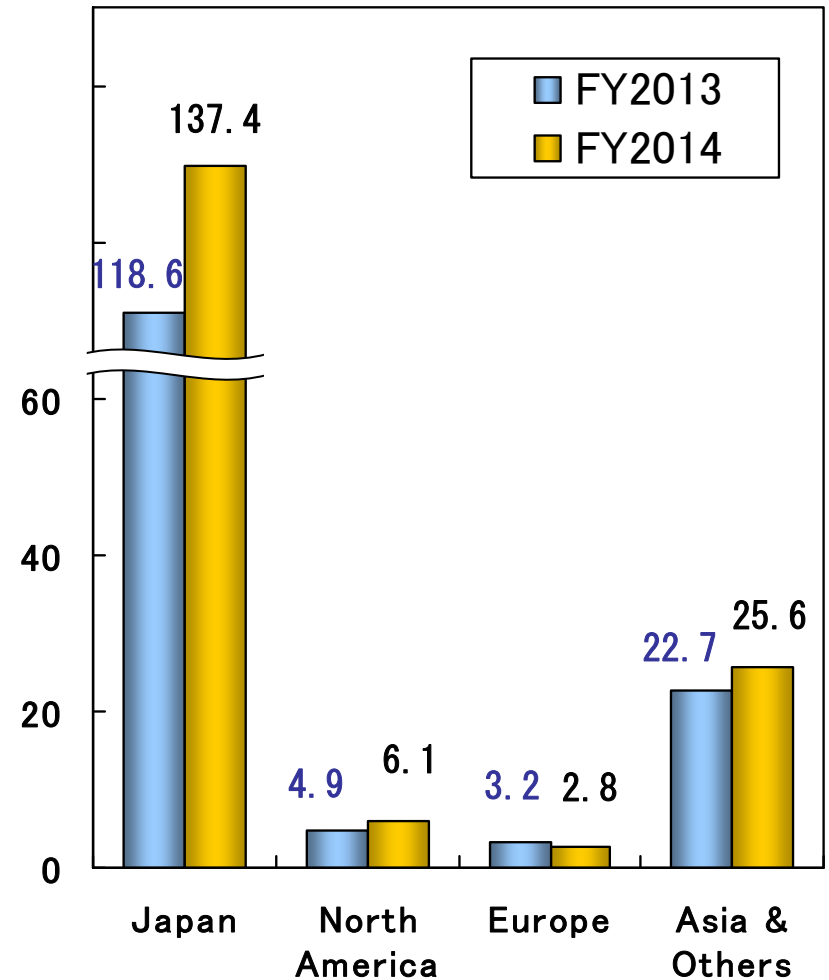
Net Sales

Billion yen



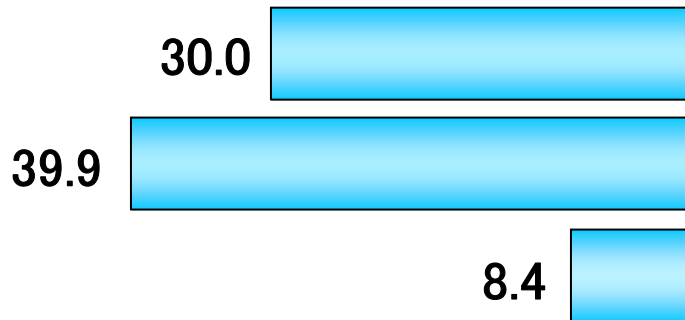
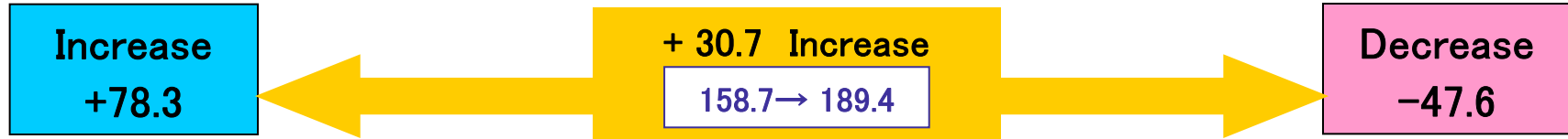
Operating Income

Billion yen



【FY2013 / FY2014】

Billion yen



Cost structure improvement
Forex rate
1US\$: ¥ 83 → ¥100
1EUR : ¥107 → ¥135

Non-operating

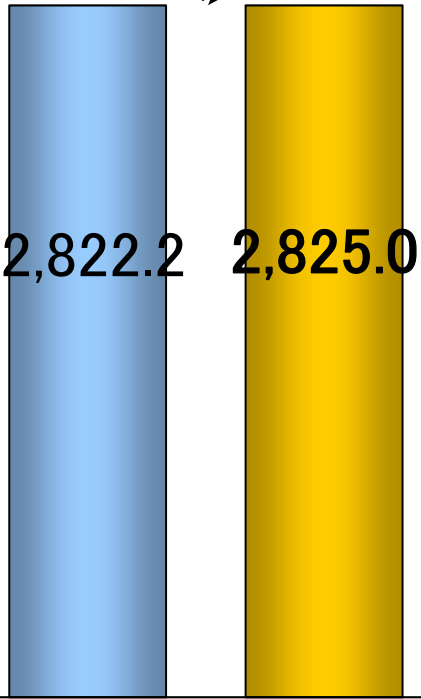


Planned to Actual (Feb.3rd) 191.0 → 189.4 (-1.6)		
Change of material price	+0.6	
Depreciation	+6.0	
Non-operating	+2.3	
Sales fluctuation		-4.6
Cost structure improvement		-1.0
Forex rate		-1.1
R&D others		-3.8

Billion yen

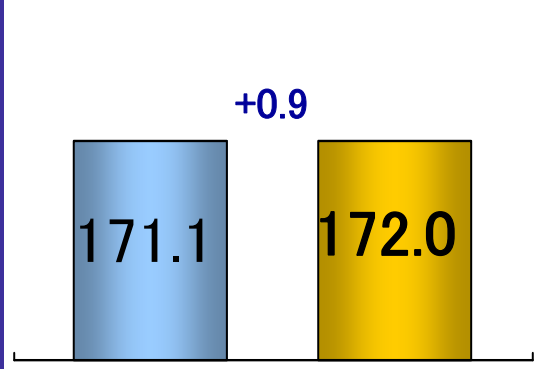
Net Sales

+ 2.8billion yen
(+0.1%)



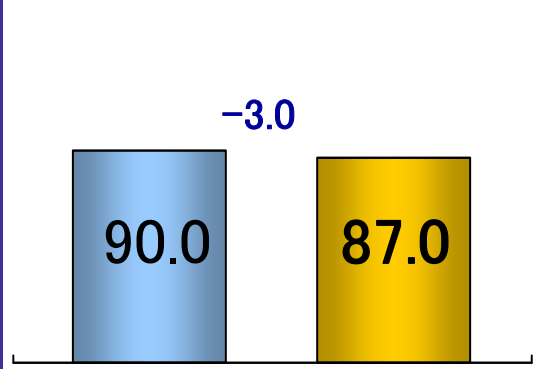
FY2014 FY2015

Operating Income



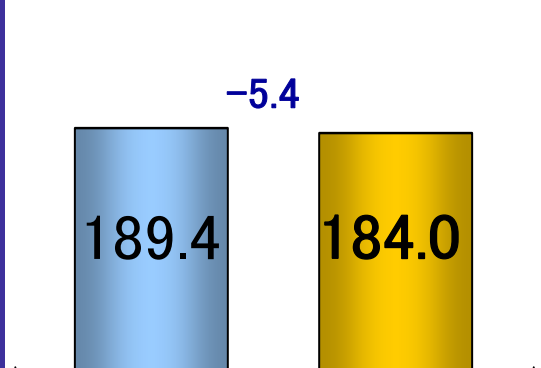
FY2014 FY2015

Net Income



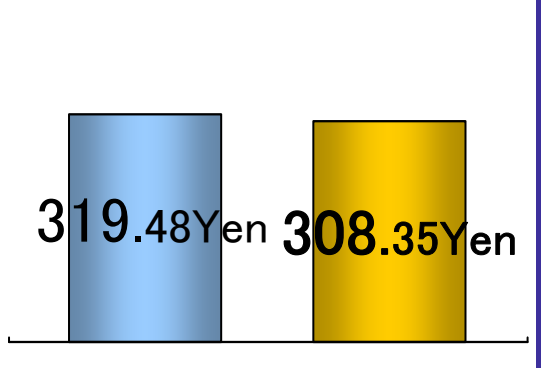
FY2014 FY2015

Ordinary Income



FY2014 FY2015

EPS



FY2014 FY2015

FY2014 【Sales 2,822.2】

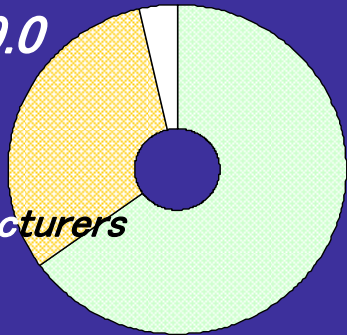
Life & others

109.0

Other

Manufacturers

894.7



Toyota Group

1,818.4

64.4%

FY2015 【Sales 2,825.0】

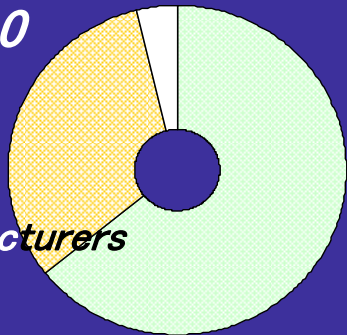
Life & others

111.0

Other

Manufacturers

931.0

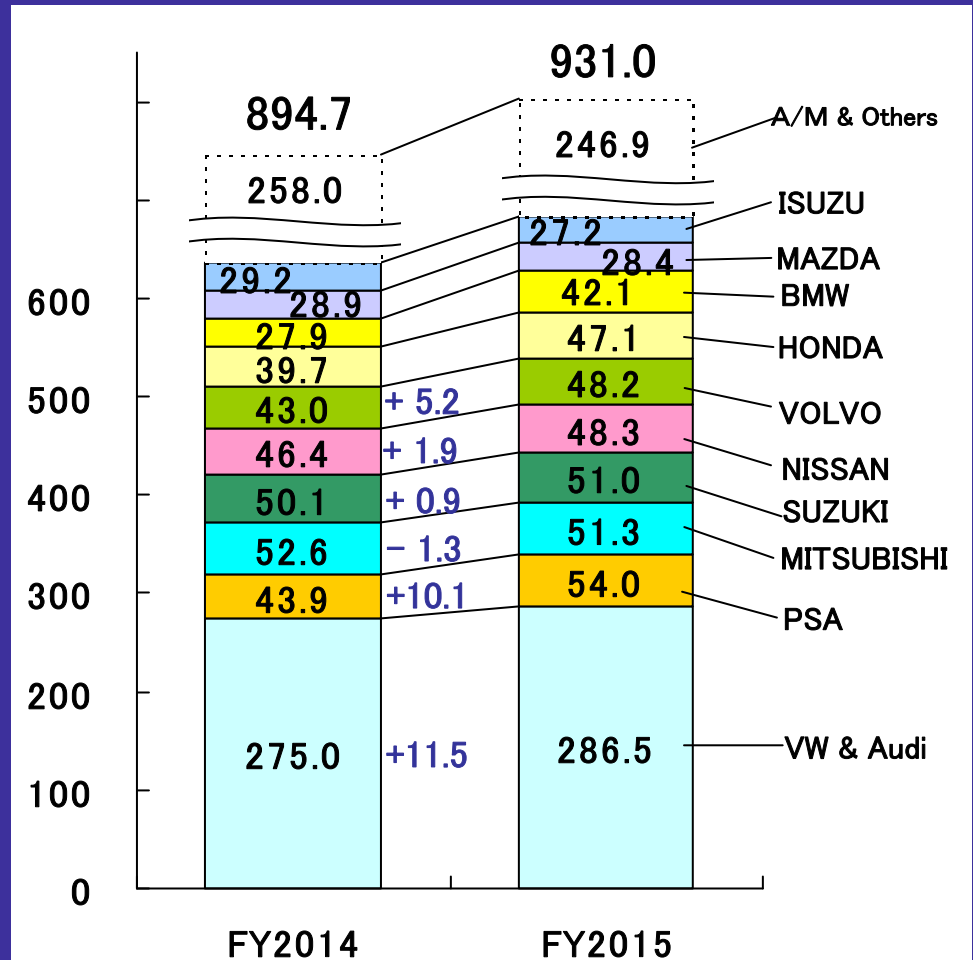


Toyota Group

1,783.0

63.1%

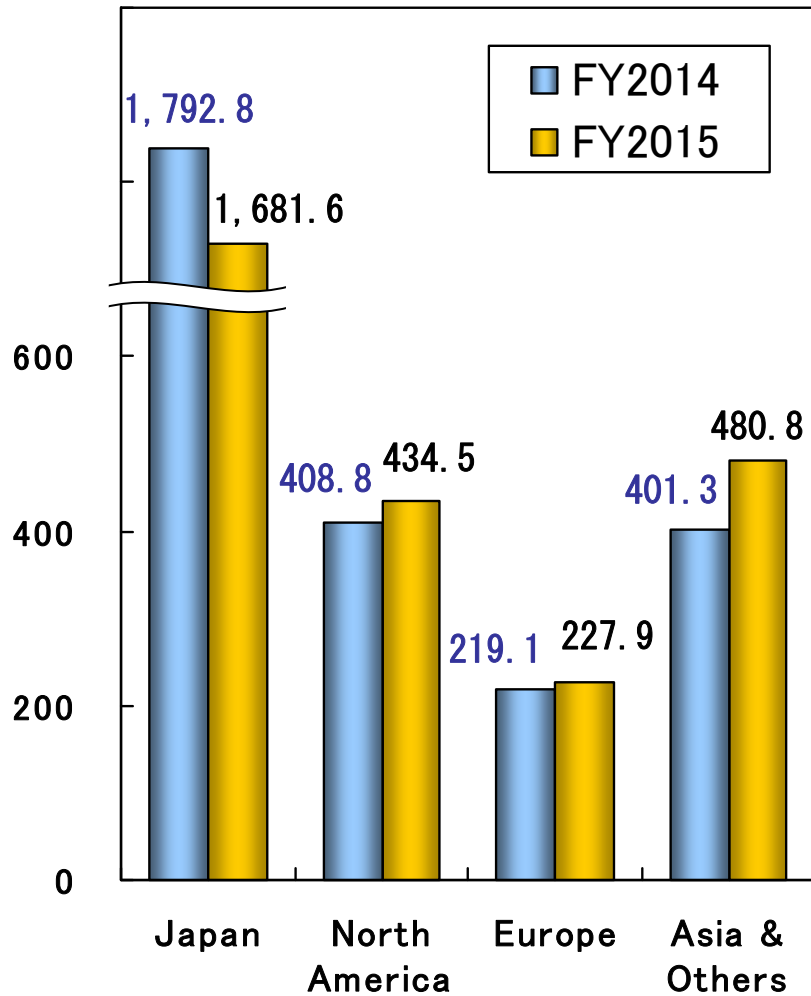
Other Manufacturers sales breakdown



Billion yen

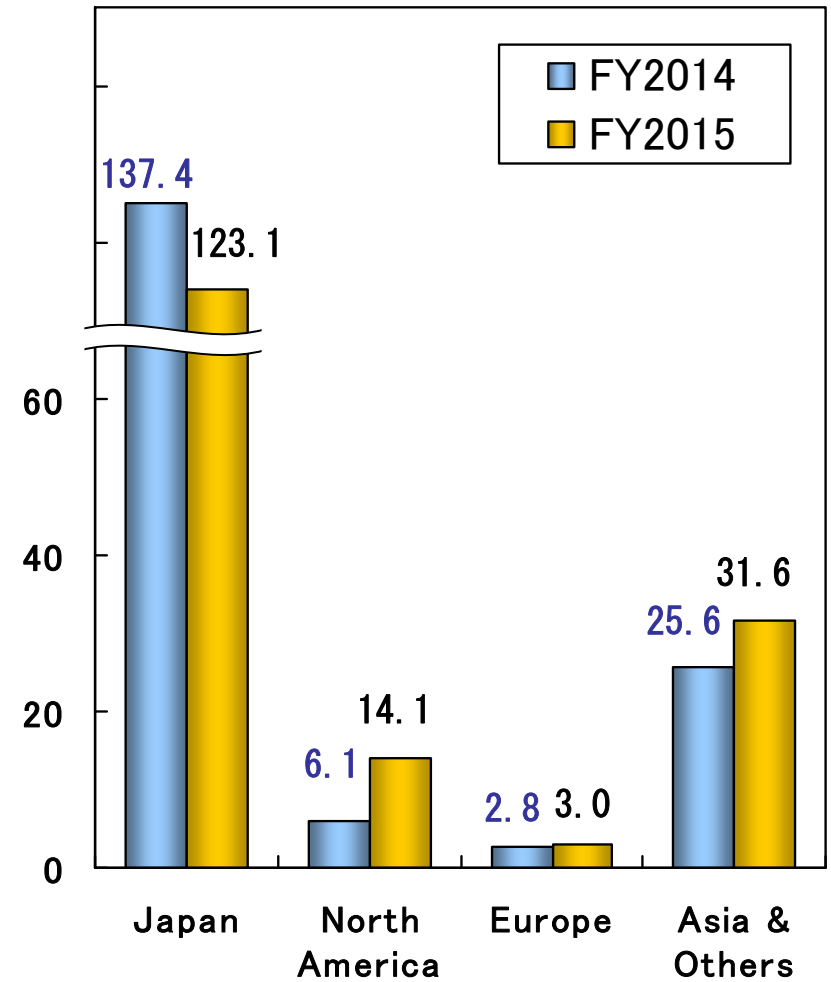
Net Sales

Billion yen



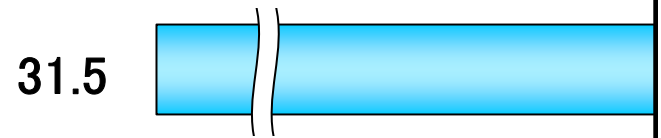
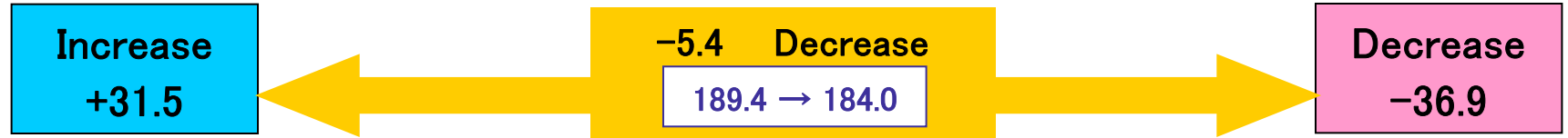
Operating Income

Billion yen



【FY2014 / FY2015】

Billion yen



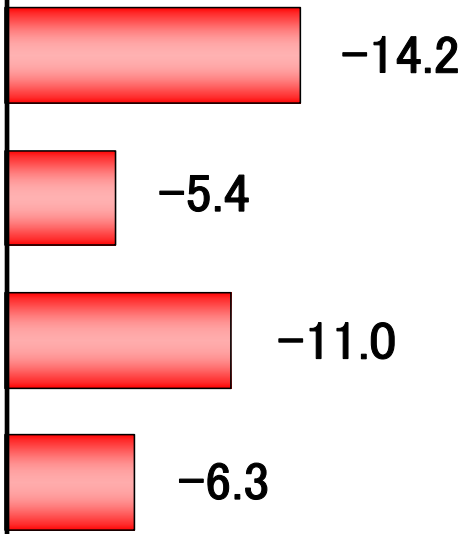
Cost structure improvement

Sales fluctuation

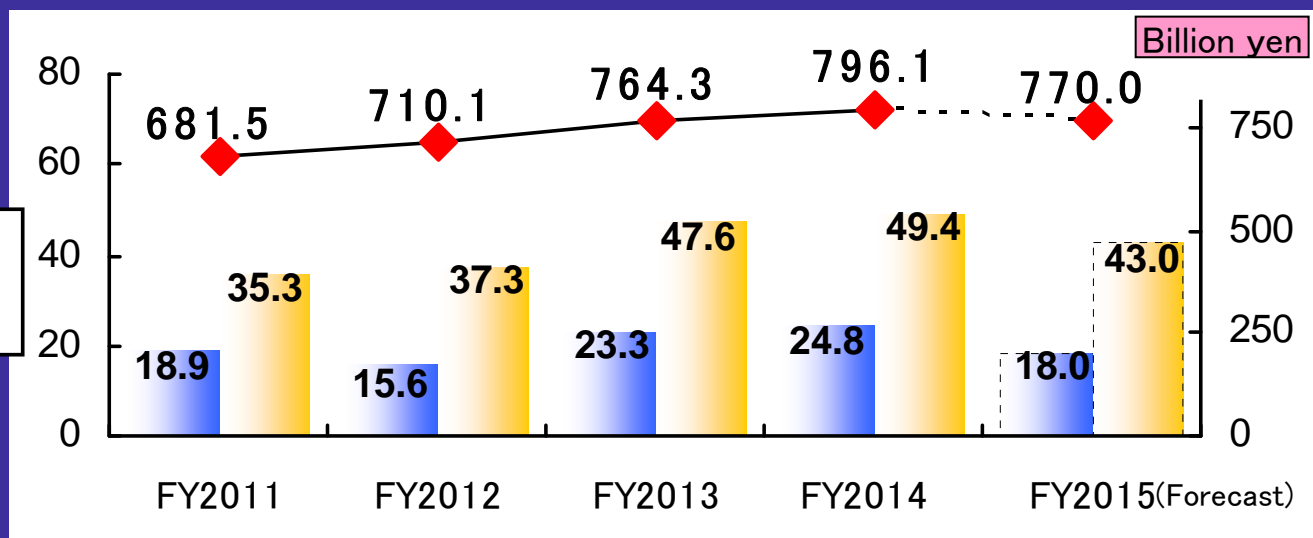
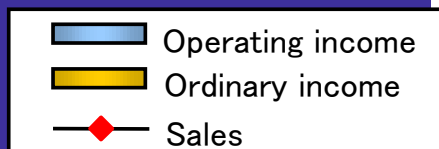
Change of material price

Depreciation

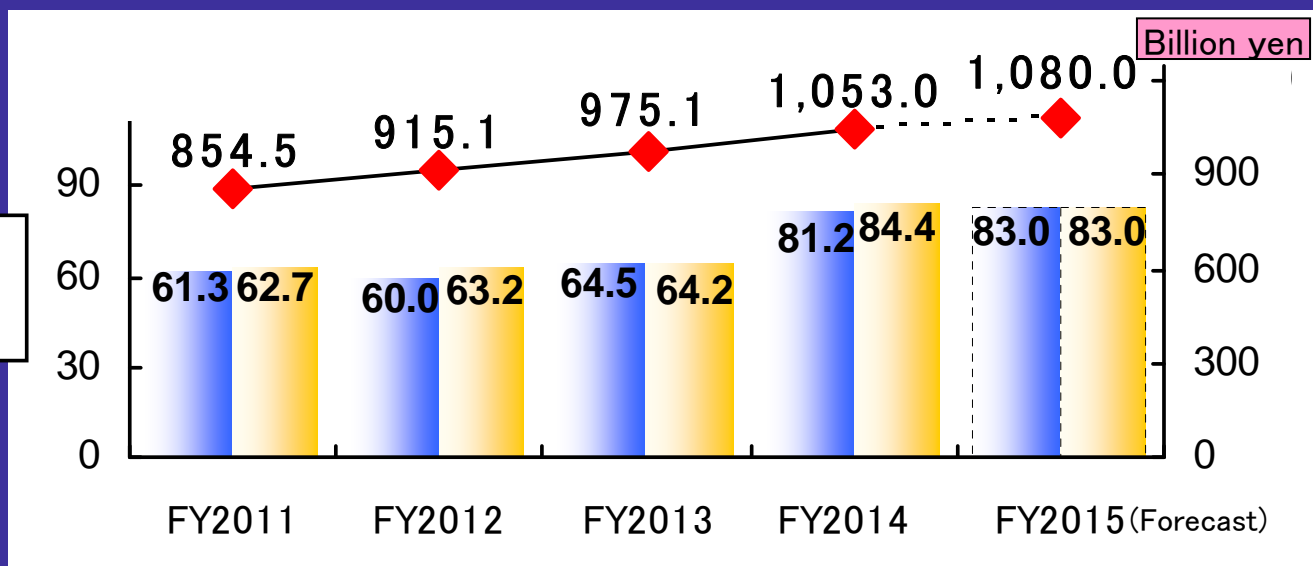
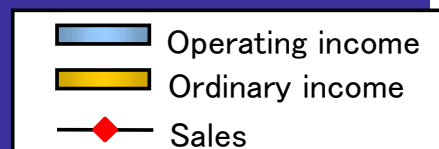
Non-operating



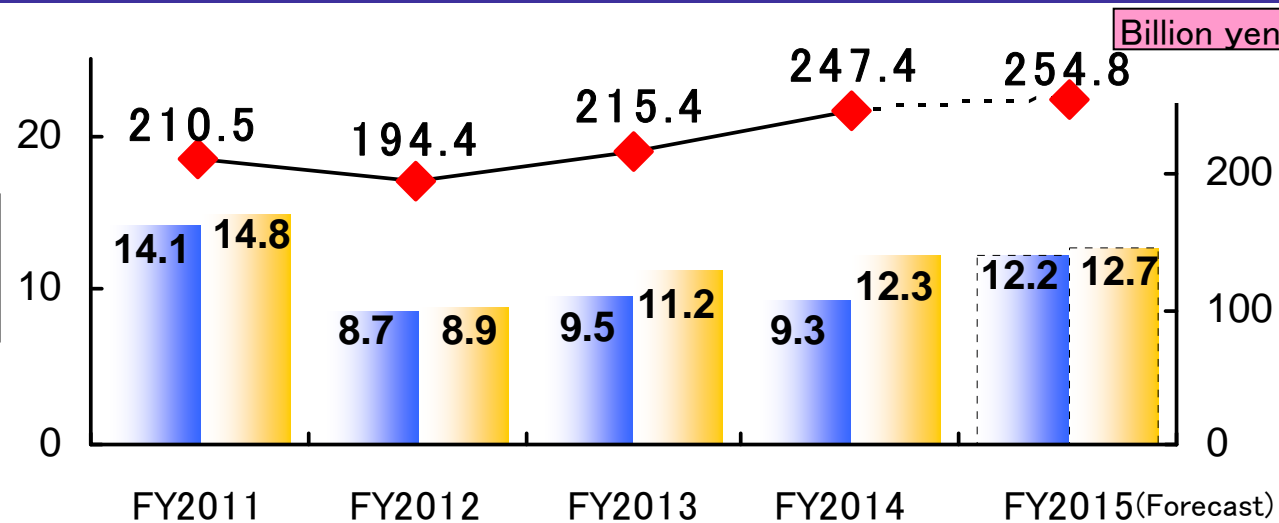
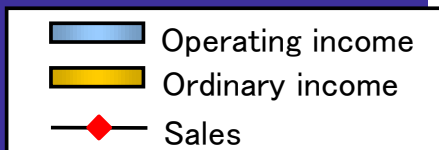
AISIN SEIKI



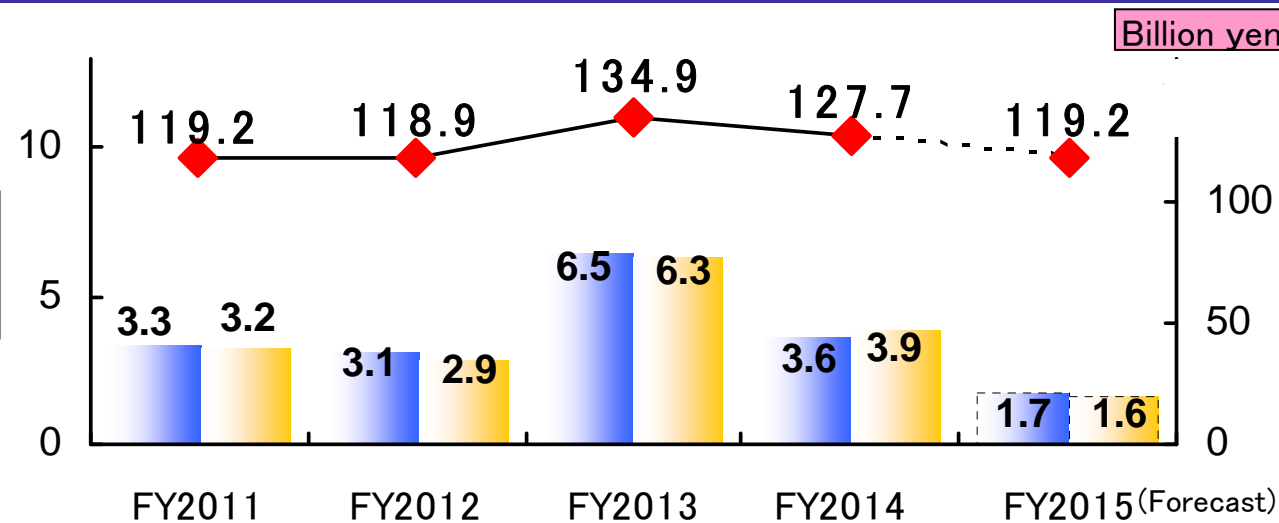
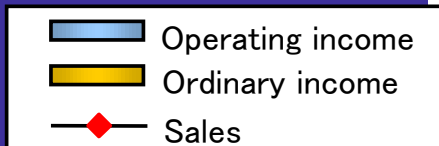
AISIN AW Group



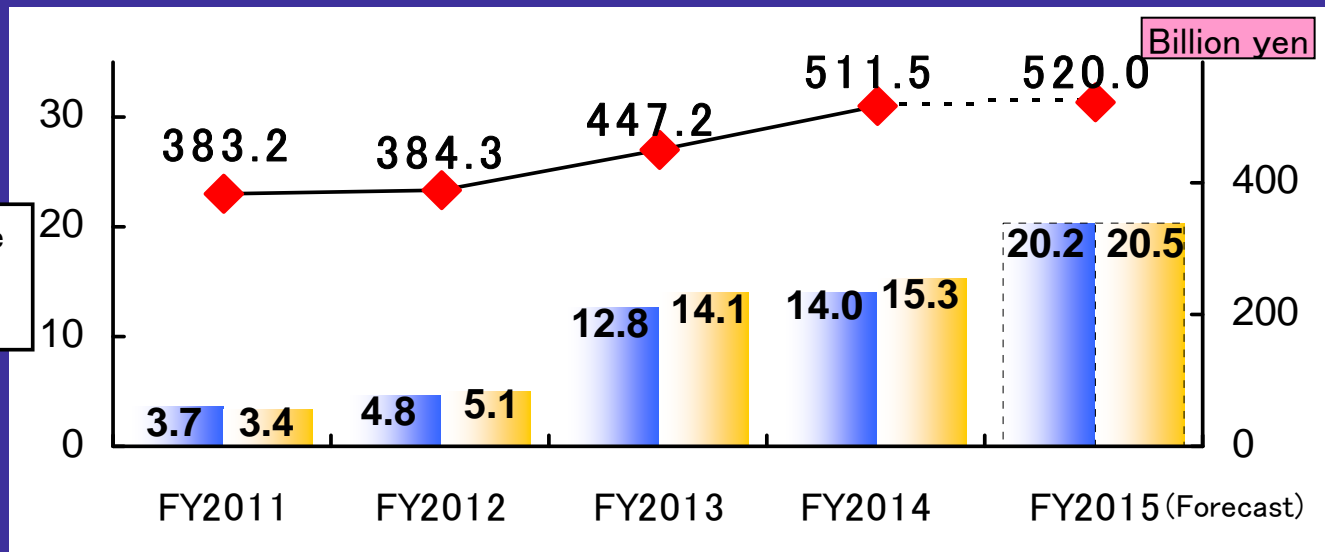
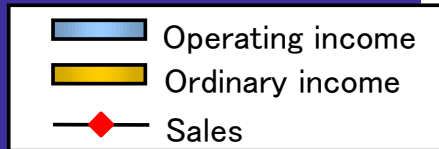
AISIN Takaoka Group



AISIN AI Group

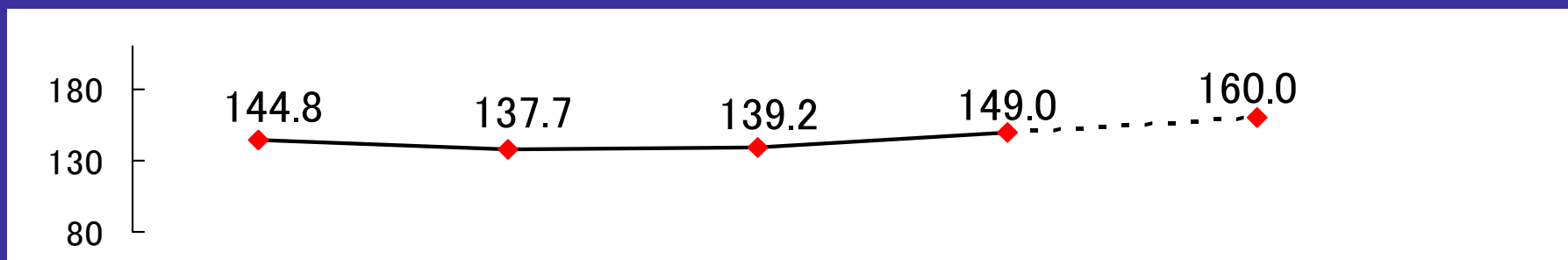


ADVICS Group

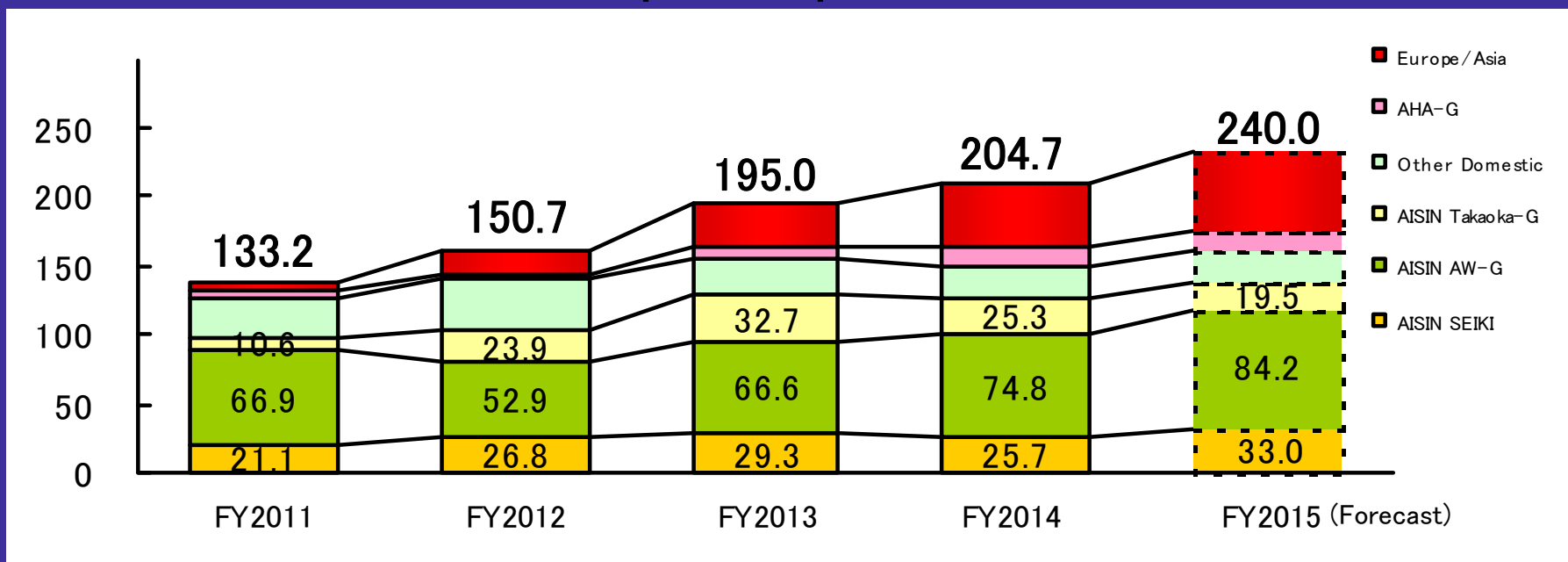


Depreciation

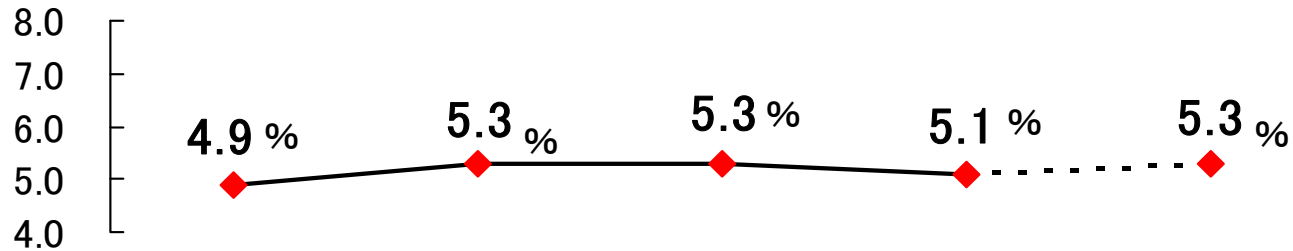
Billion yen



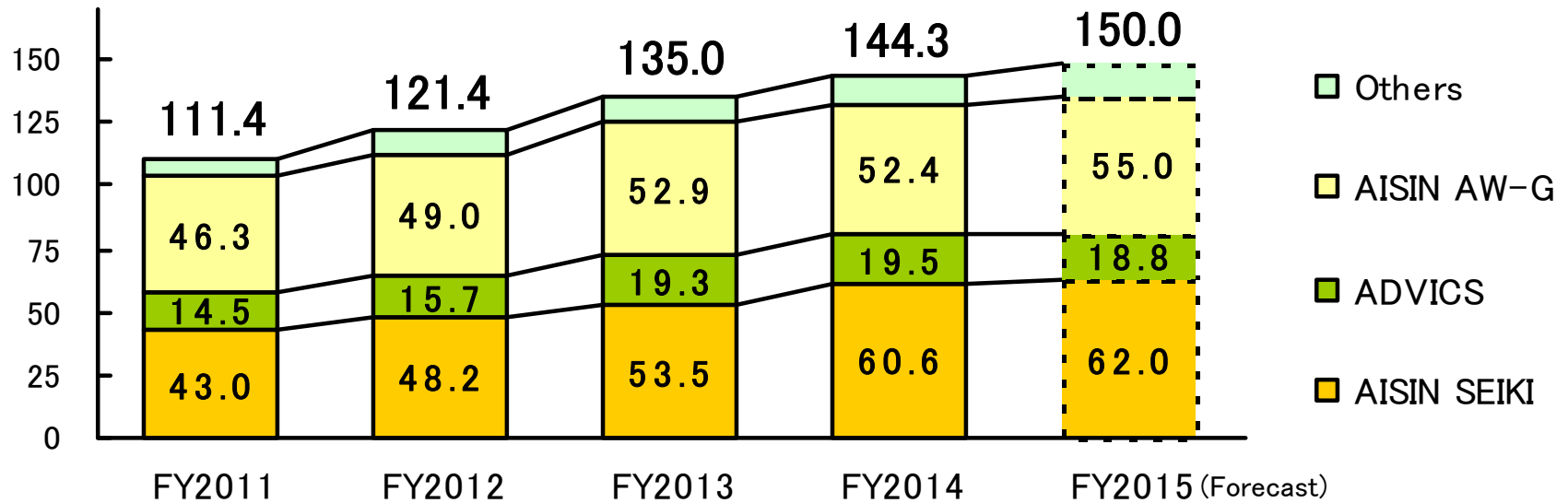
Capital Expenditure



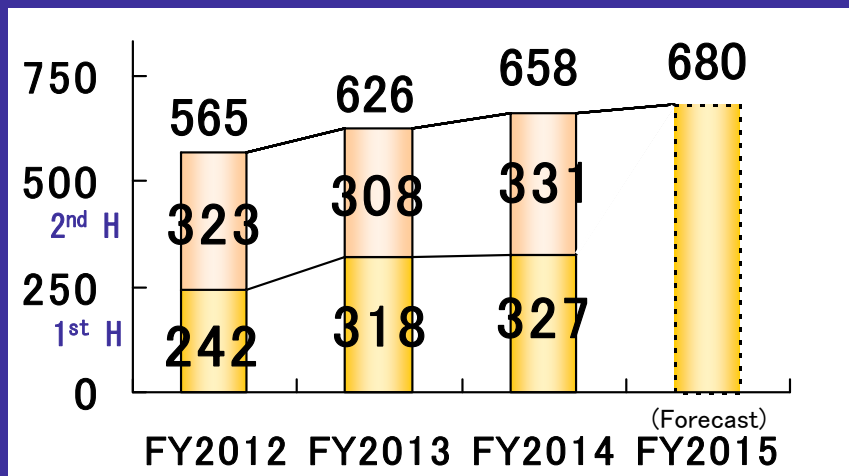
%



Billion yen

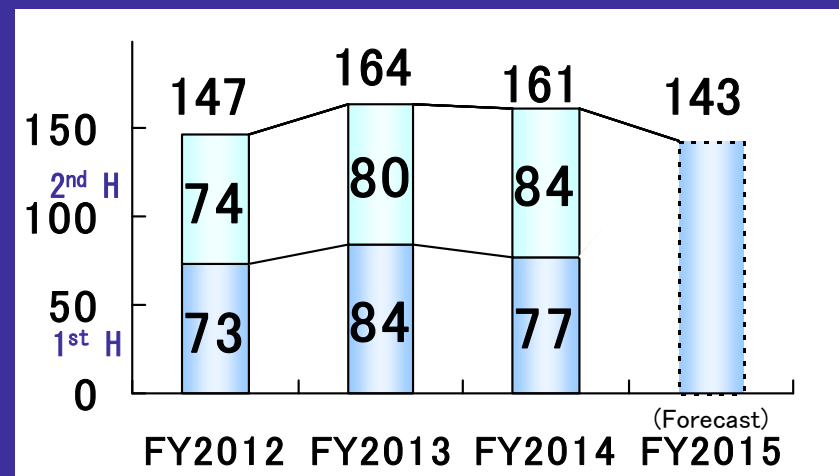


AT Production

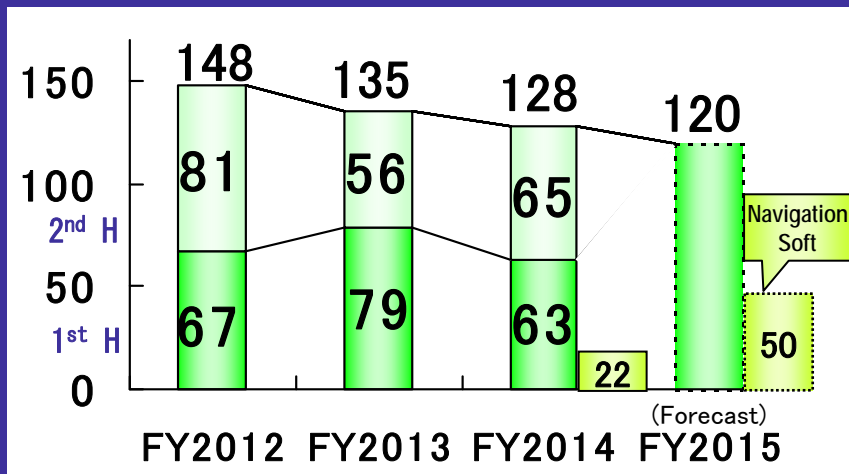


MT Production

10,000 of units

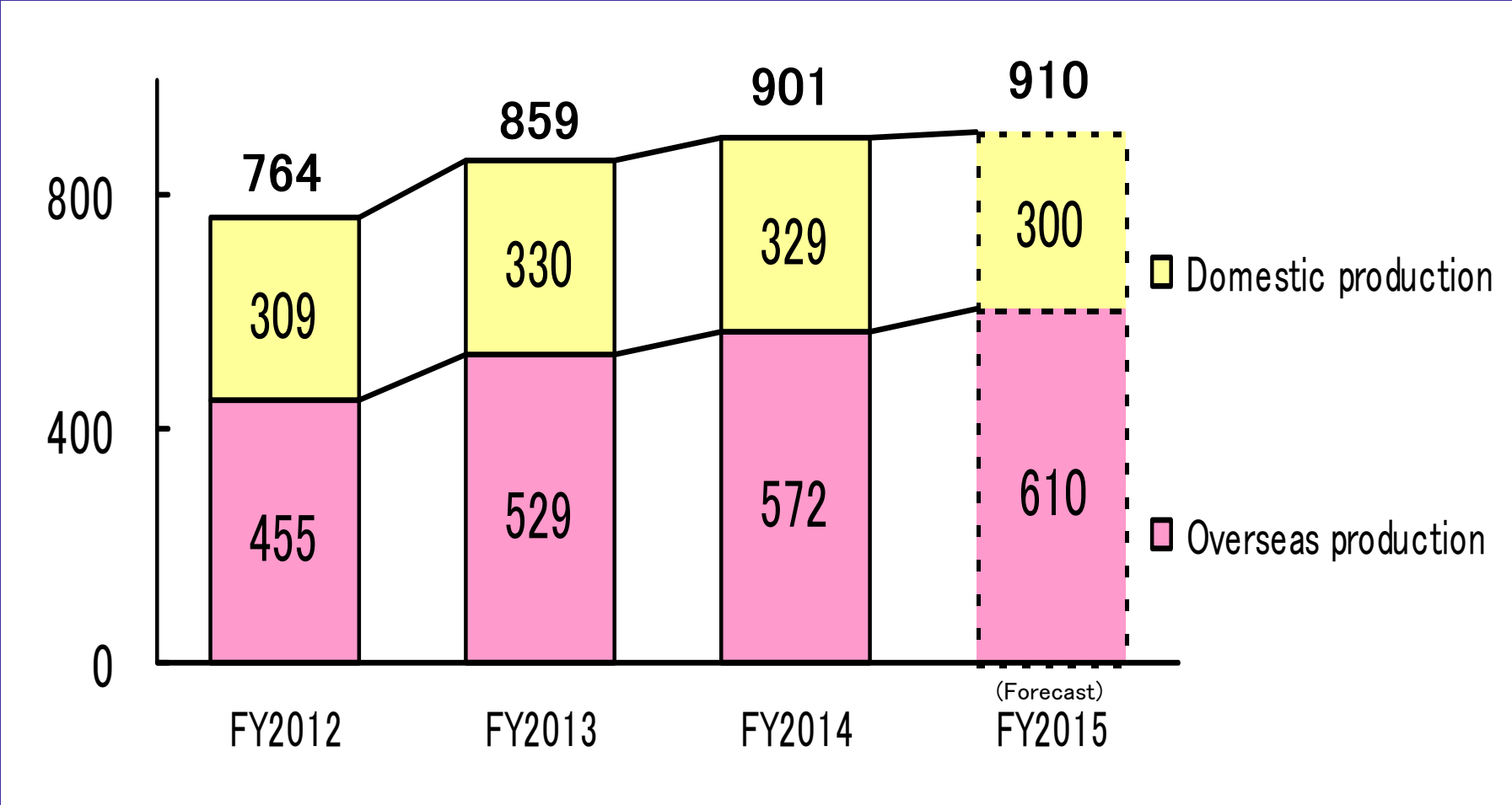


Navigation Production

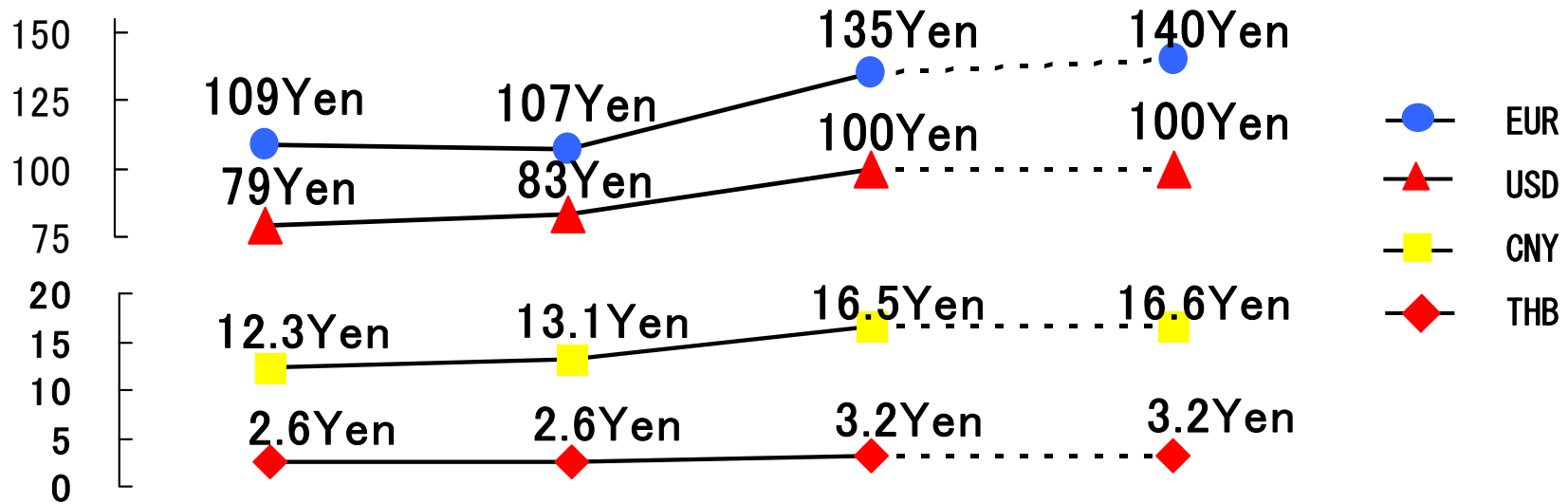


10,000 of units

TOYOTA Motors Production



Foreign Exchange Rate



Impacts on Operating Income

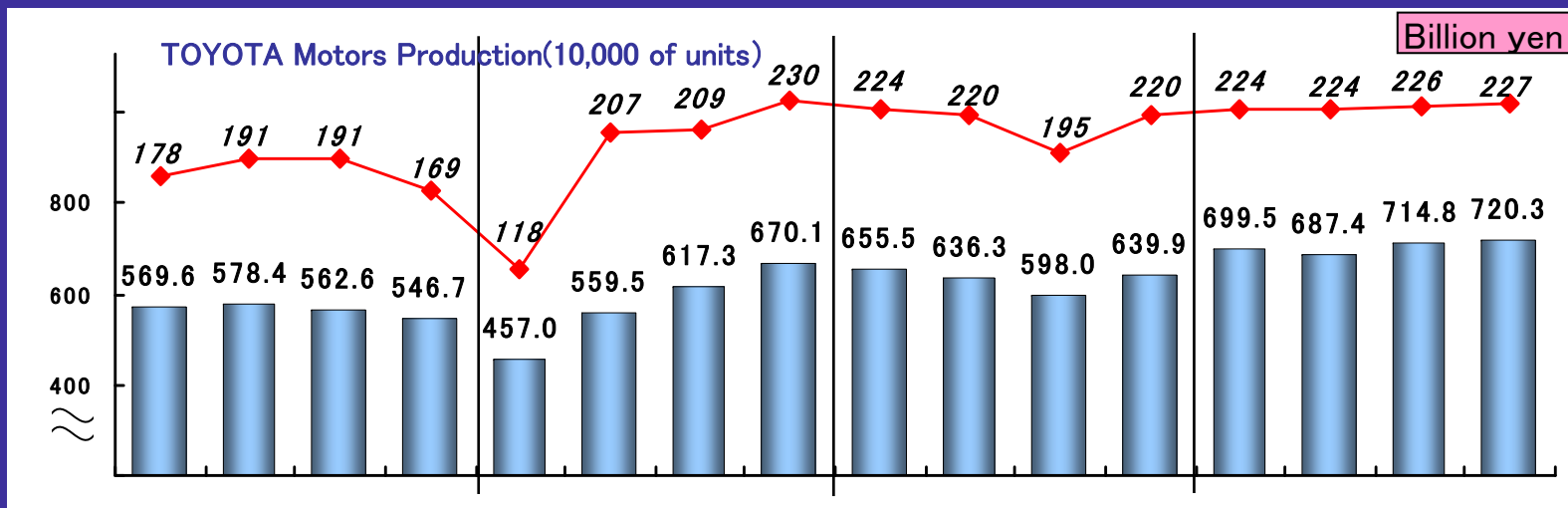
Forex Impact on Operating Income per 1(or 0.1) yen

Billion yen

	FY2012	FY2013	FY2014	FY2015(Forecast)
USD	1.02	1.42	1.46	1.45
EUR	0.17	0.15	0.13	0.12
THB*	0.42	0.80	0.79	0.80
CNY*	0.18	0.16	0.19	0.25

※Impacts of THB and CNY are per 0.1yen.

Net Sales



Operating Income

