

The next frontier in mobility.



FY2020 Consolidated Financial Results

April 30th, 2020

AISIN SEIKI Co., Ltd.

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1. Overview of Financial Results (FY2020)

- 1. Revenue for FY2020 decreased compared to last year due to unfavorable Automatic Transmission sales mainly in China and the impact of COVID-19.**
- 2. Operating Profit for FY2020 decreased compared to last year due to the decrease of sales , increase of depreciation cost by advanced investment, and the loss on Business liquidation such as impairment of fixed asset, in spite of steady cost reduction by Structural reforms.**
- 3. With respect to the annual forecast for FY2021, it cannot be disclosed at this point, due to difficulties to estimate reasonable financial impact of COVID-19.**

2.Consolidated Financial Results (FY2020)

Consolidated Financial Results (FY2020)

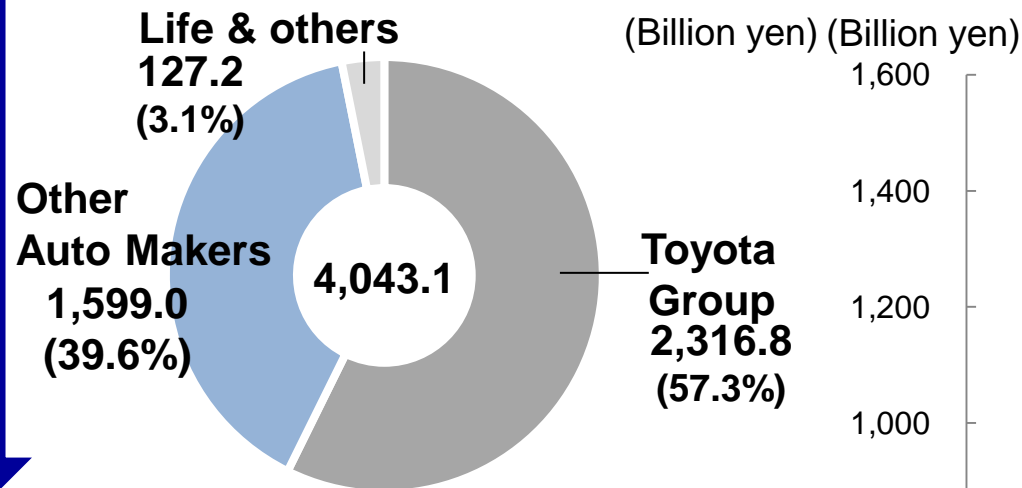


(Billion yen)	FY2019		FY2020		Change		FY2020	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%	Forecast in Jan	Rate to Revenue %
Revenue	4,043.1	–	3,784.5	–	-258.6	-6.4	3,840.0	–
Operating Profit	205.5	5.1	56.1	1.5	-149.4	-72.7	75.0	2.0
Profit before income taxes	217.4	5.4	53.3	1.4	-164.1	-75.4	78.0	2.0
Profit for the period *	110.1	2.7	24.0	0.6	-86.1	-78.2	40.0	1.0
EPS	408.64 yen	–	89.28 yen	–	-319.36 yen	-78.2	148.42 yen	–
Pre-conditions	FX Rate	USD 111 yen	USD 109 yen	-2 yen	-1.8	USD 108 yen		
		CNY 16.5 yen	CNY 15.6 yen	-0.9 yen	-5.5	CNY 15.4 yen		
	Toyota production (10,000 Unit)	906	893	-13	-1.4	907		
	AT sales (10,000 Unit)	999	904	-95	-9.5	925		

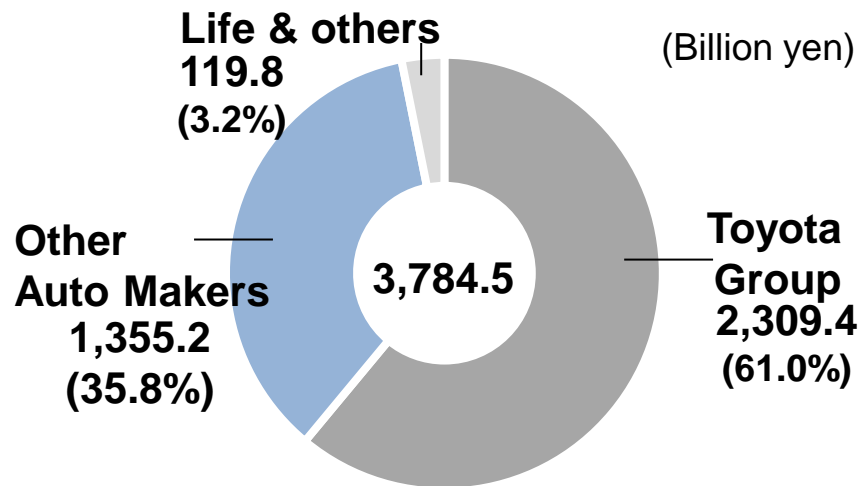
* Profit for the period attributable to Owners of the parent

Sales by Customer (FY2020)

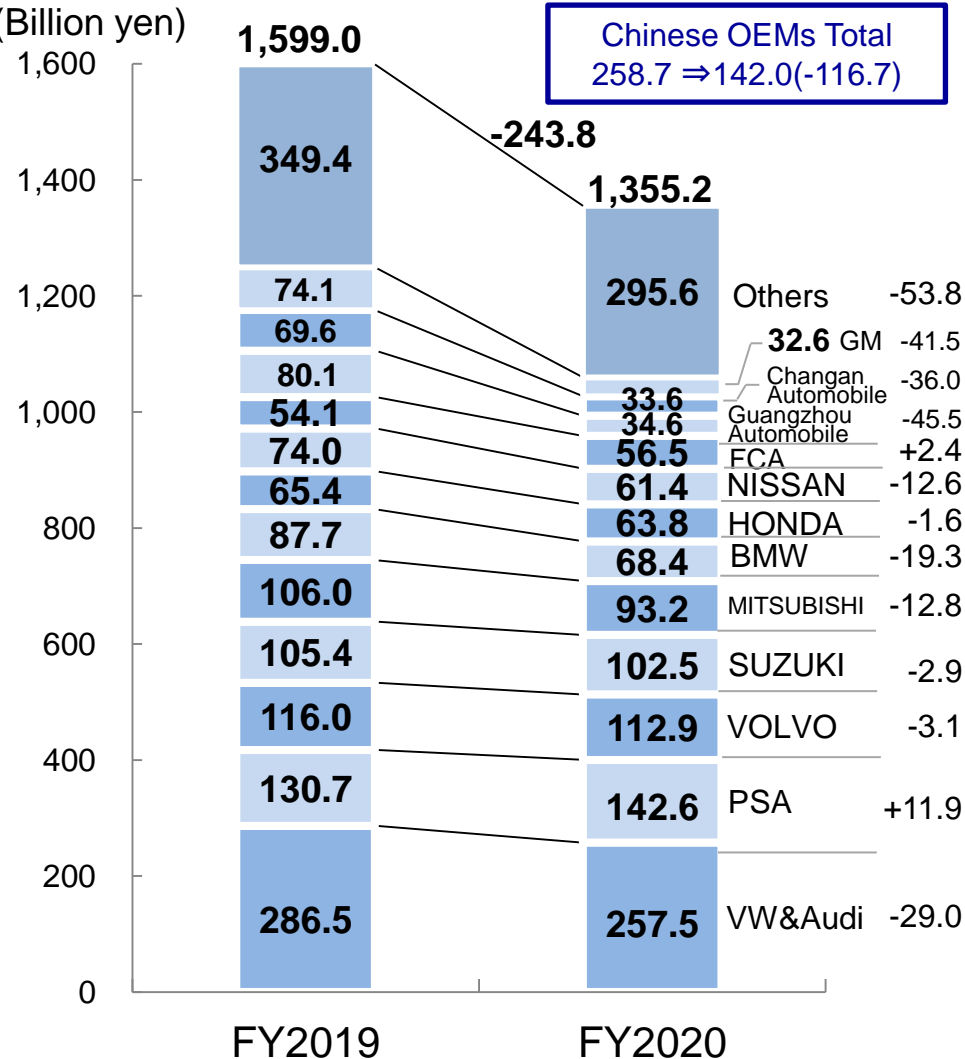
FY2019 Revenue



FY2020 Revenue (- 258.6)

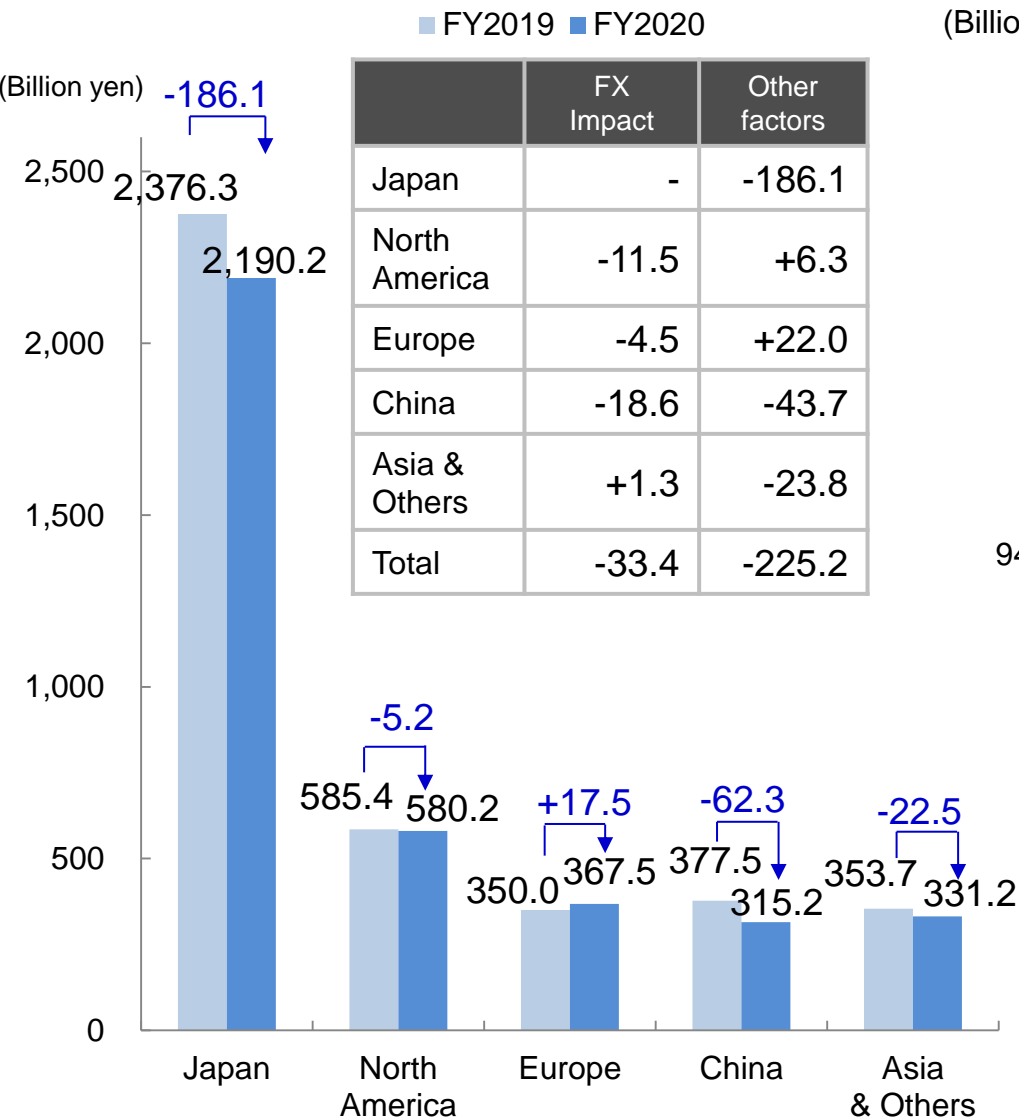


Other Auto Makers sales breakdown

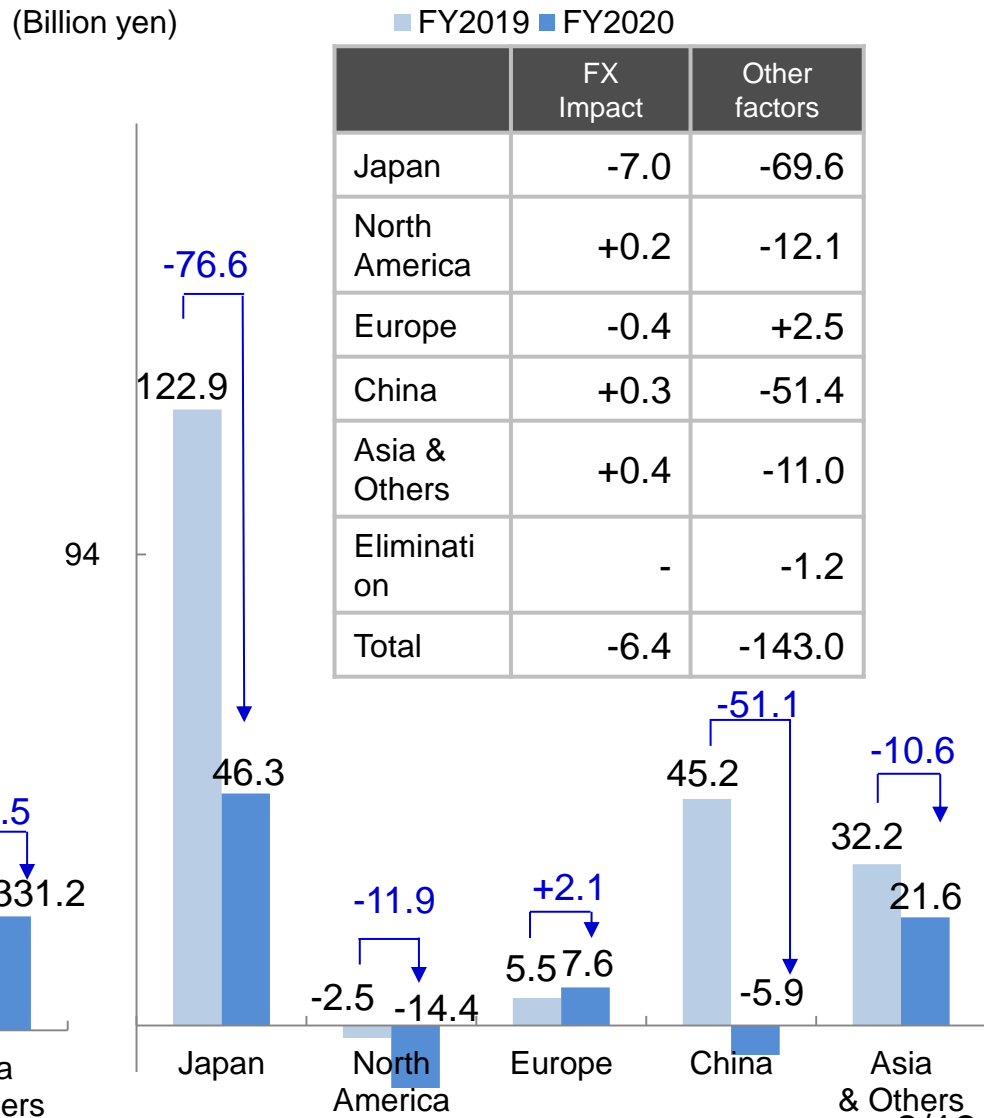


Segment Information (FY2020)

Revenue (-258.6)



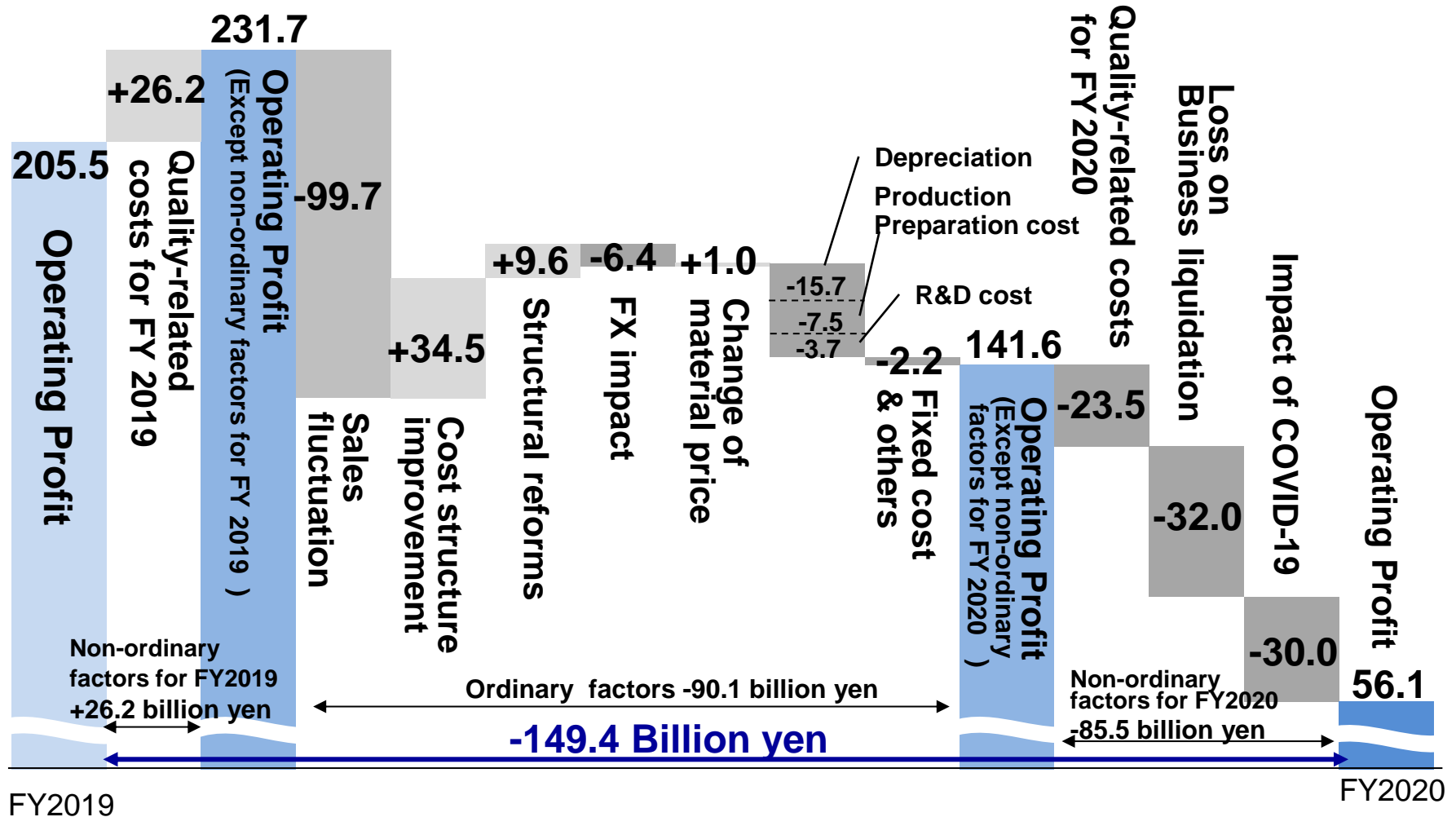
Operating Profit (-149.4)



Fluctuations for Operating Profit (FY2020)

FY2019 / FY2020

(Billion yen)



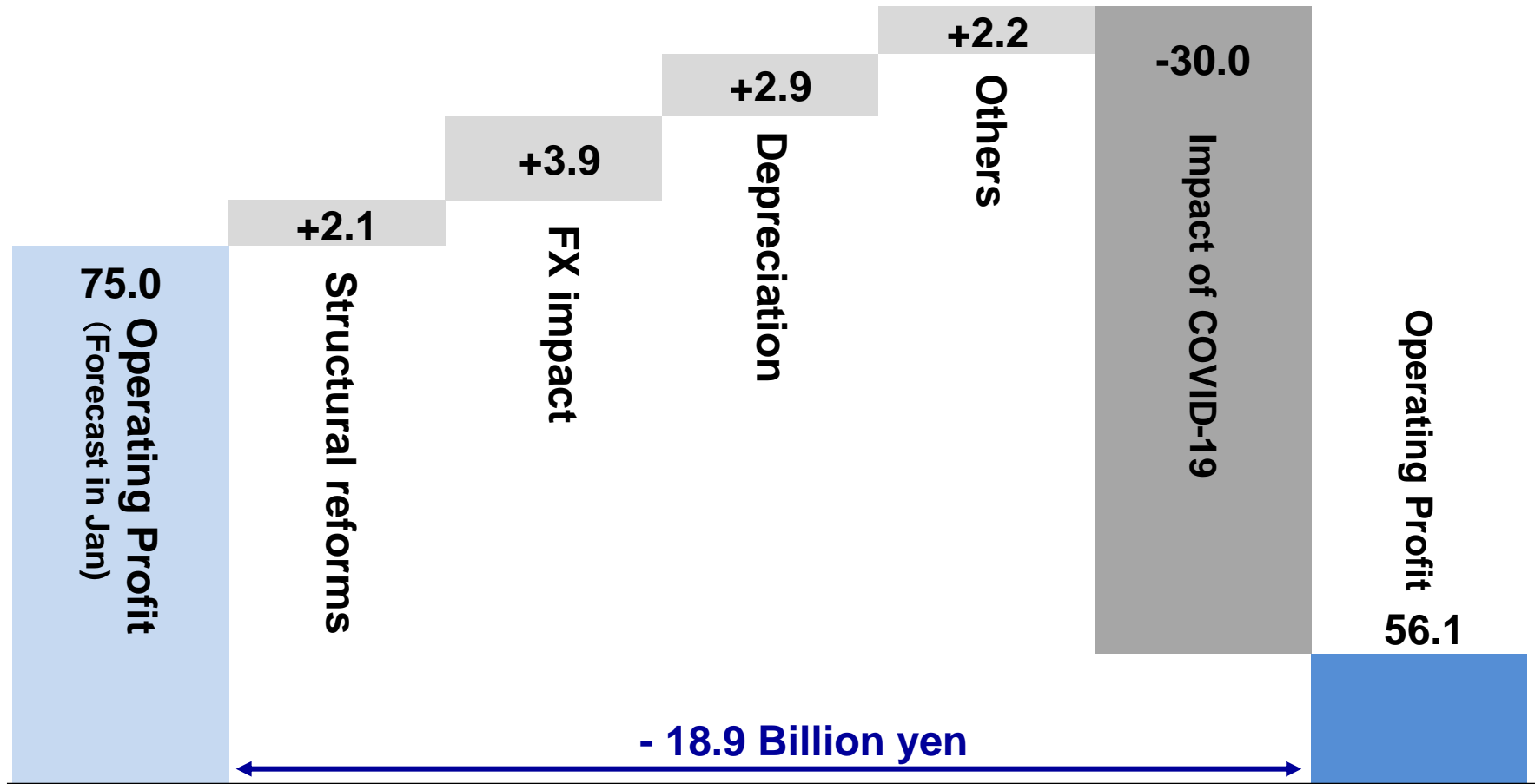
FY2019

FY2020

Fluctuations for Operating Profit (FY2020)

FY2020 (Forecast in Jan)
/ FY2020

(Billion yen)

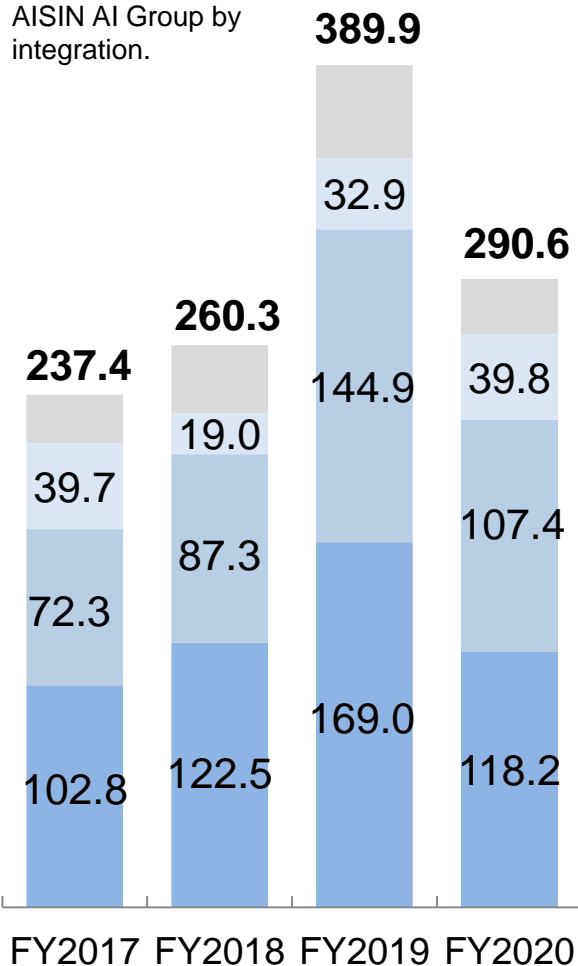


3. Reference Information

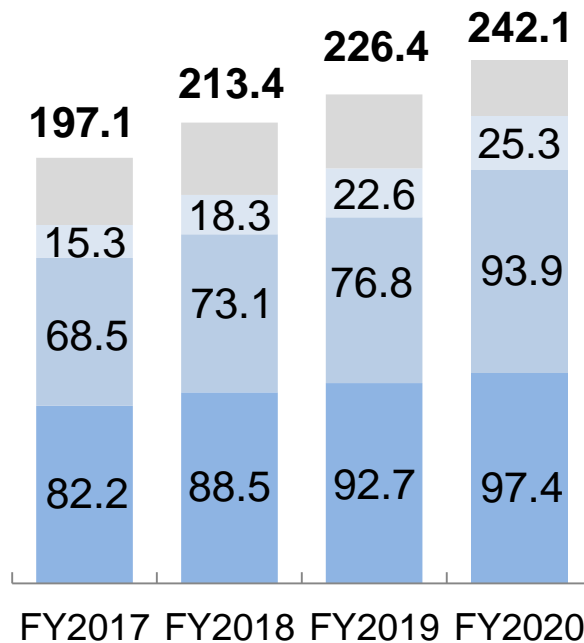
Capital Expenditure/Depreciation/ R&D Expenditure

Capital Expenditure

AW-G of FY2020 amount includes AISIN AI Group by integration.



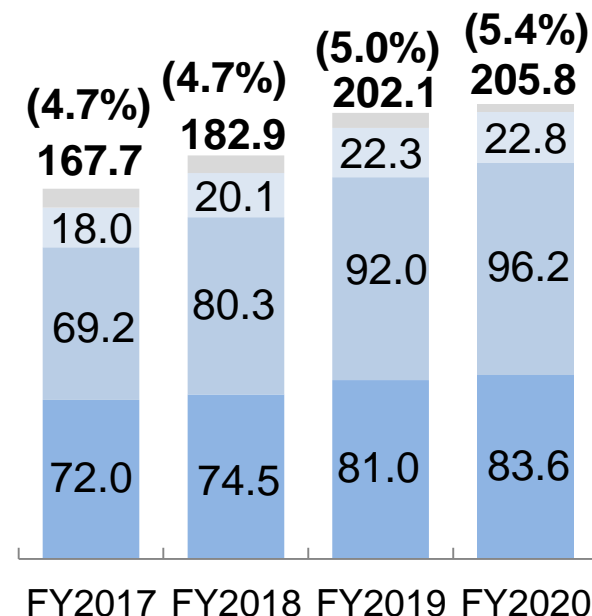
Depreciation



R&D Expenditure

(Billion yen)
(): Rate to sales

- Others
- ADS-G
- AW-G
- AISIN SEIKI-G

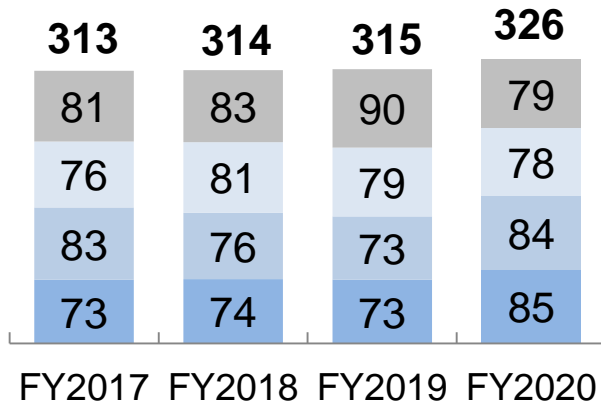


Toyota car production

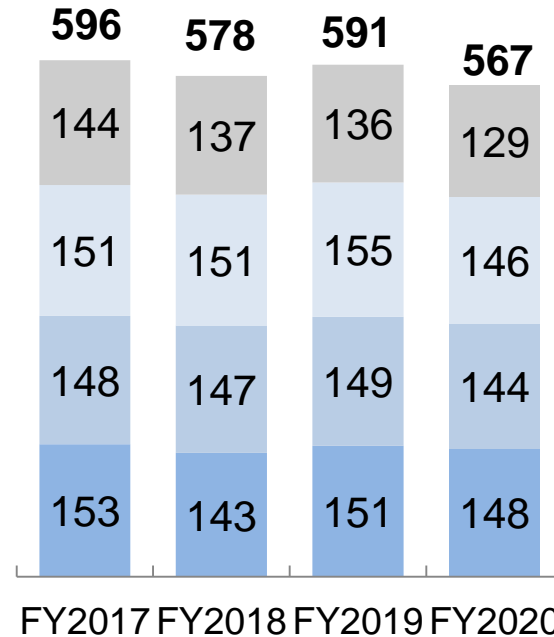
Toyota Domestic production

(10,000 Unit)

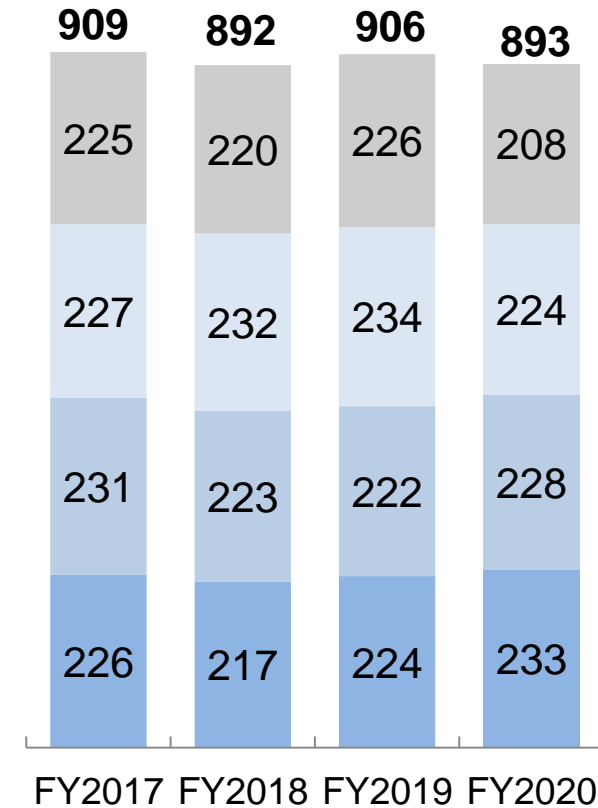
- 4Q
- 3Q
- 2Q
- 1Q



Toyota Oversea production



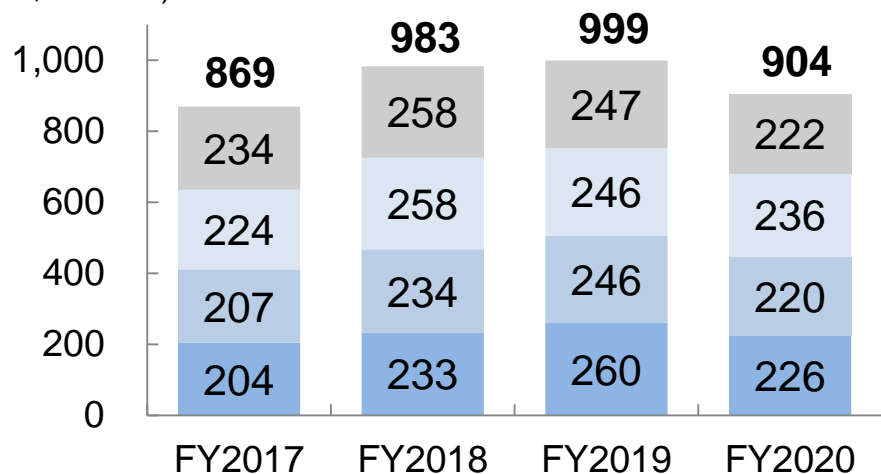
Toyota Global production



Sales Number

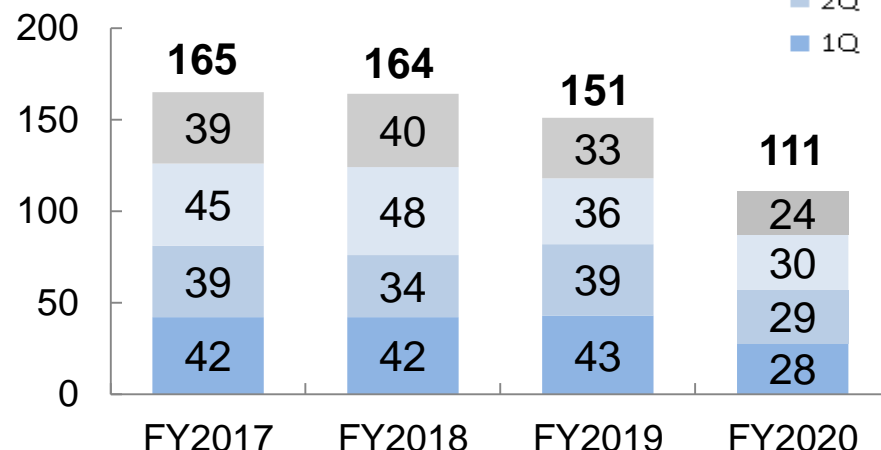
AT sales

(10,000 Unit)



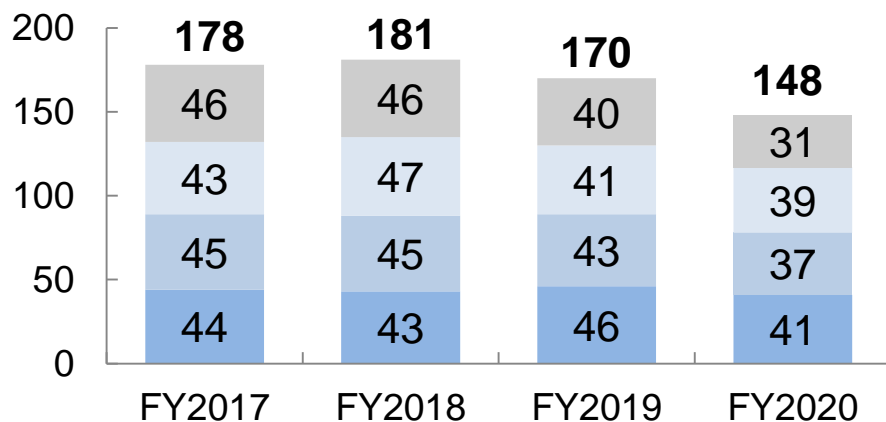
MT sales

(10,000 Unit)



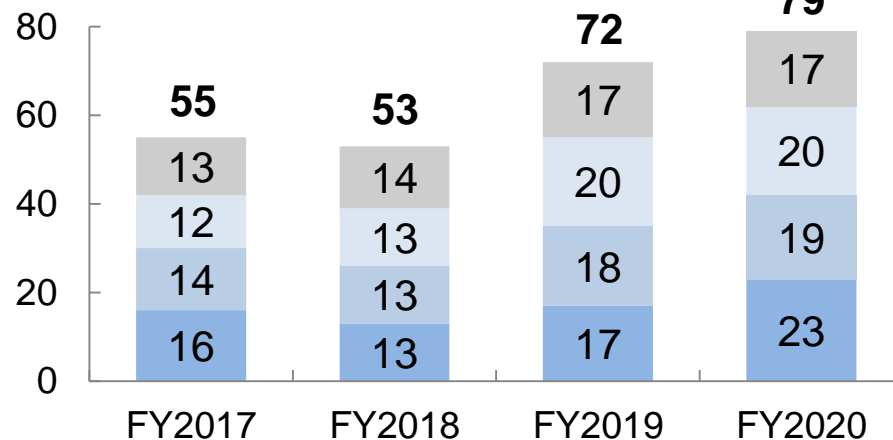
Navigation System sales

(10,000 Unit)



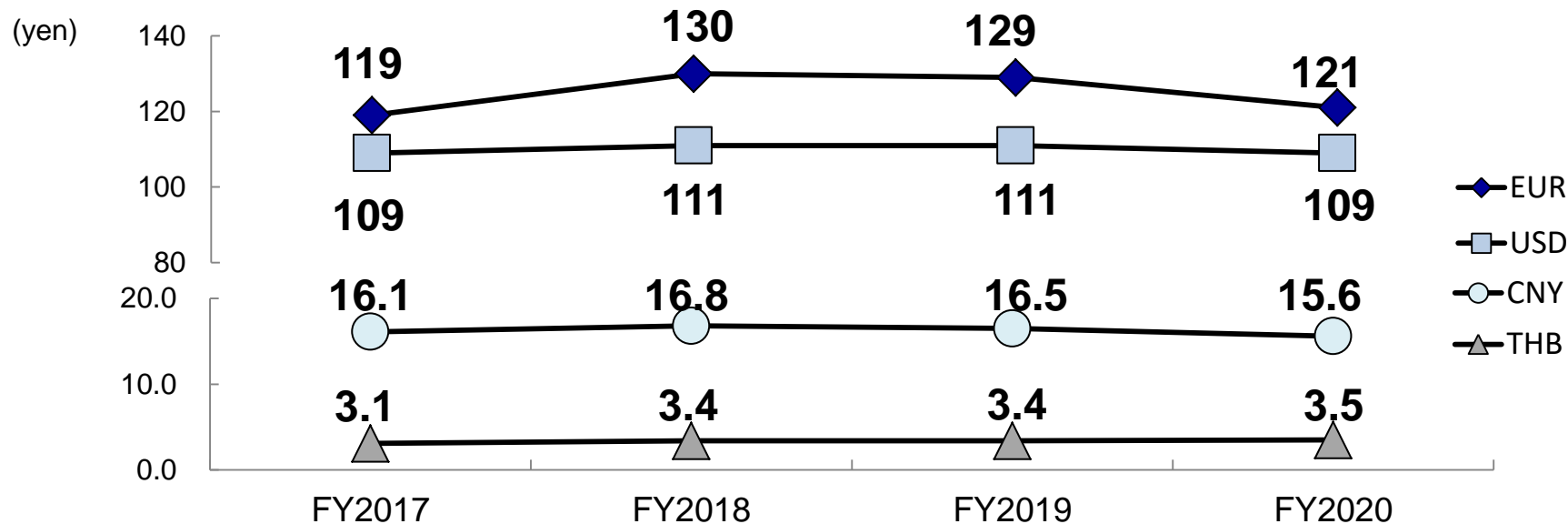
Navigation Soft sales

(10,000 Unit)



Foreign Currency Exchange Rate

Foreign Exchange Rate



Impacts on Operating Profit

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

(Billion yen)

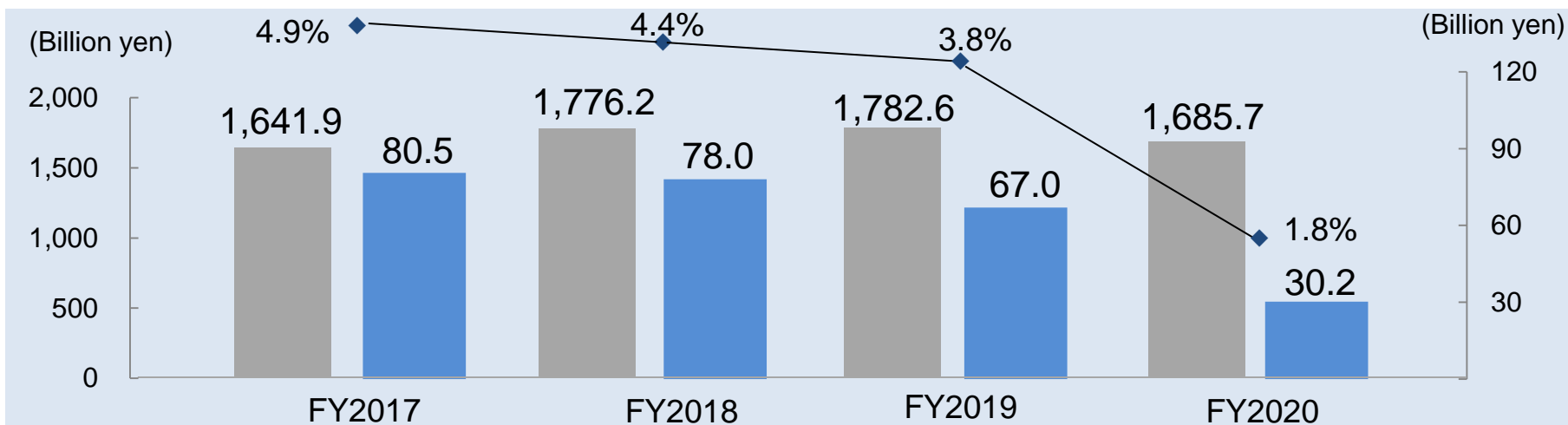
	FY2017	FY2018	FY2019	FY2020
USD	1.34	1.13	1.13	0.96
EUR	0.17	0.19	0.17	0.18
THB *	0.81	1.26	1.55	1.31
CNY *	0.79	0.81	0.76	0.40

* Impacts of THB and CNY are per 0.1yen.

Financial Results of the Main Consolidated Companies I

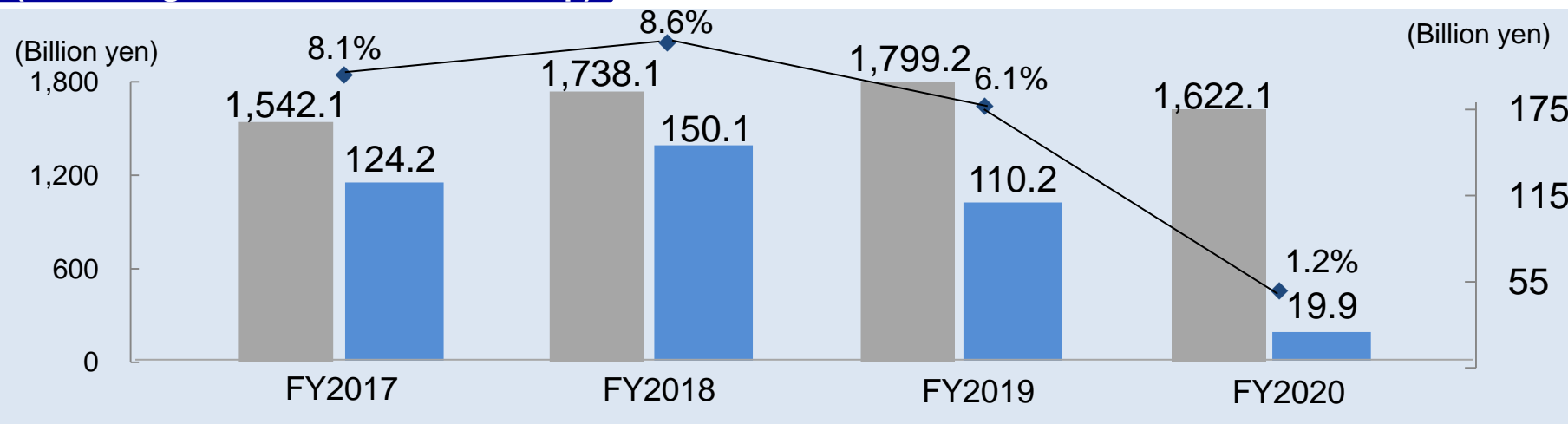
AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



AISIN AW Group (after integration with AISIN AI Group)

Revenue Operating Profit Operating Profit Rate

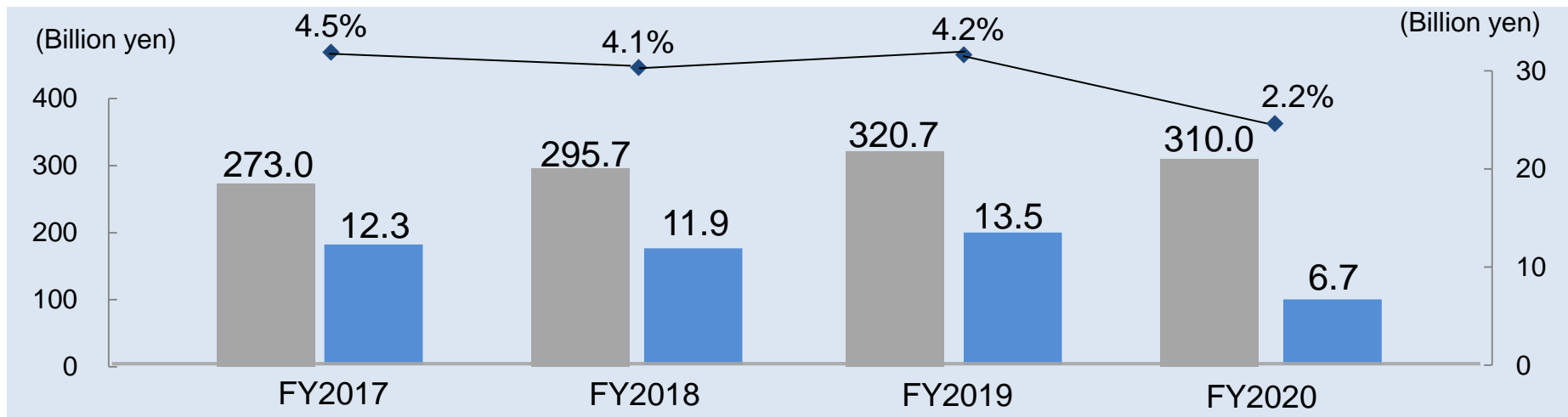


Financial Results of the Main Consolidated Companies II



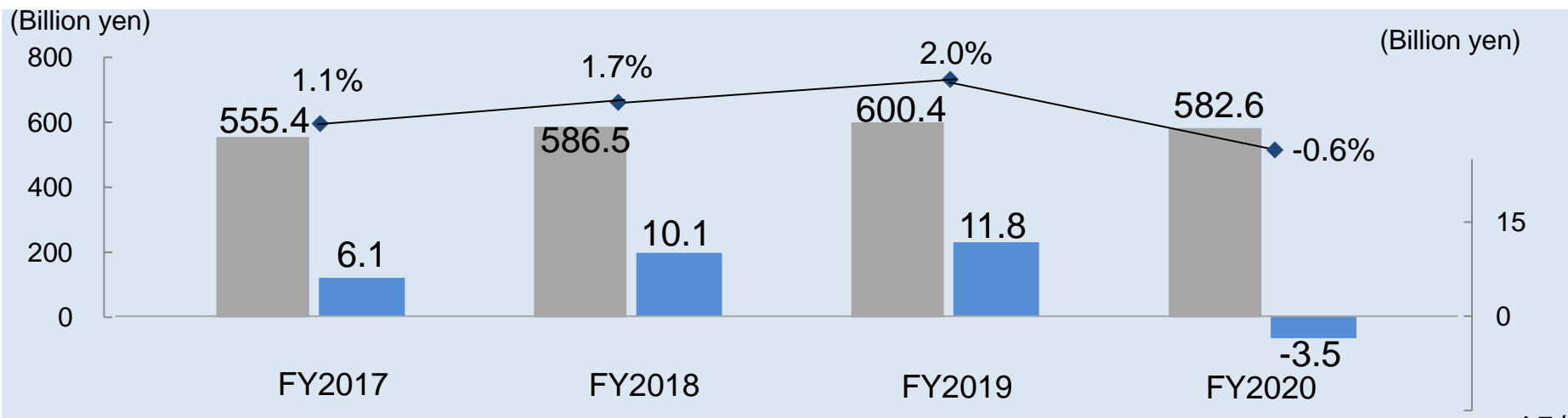
AISIN Takaoka Group

Revenue Operating Profit Operating Profit Rate



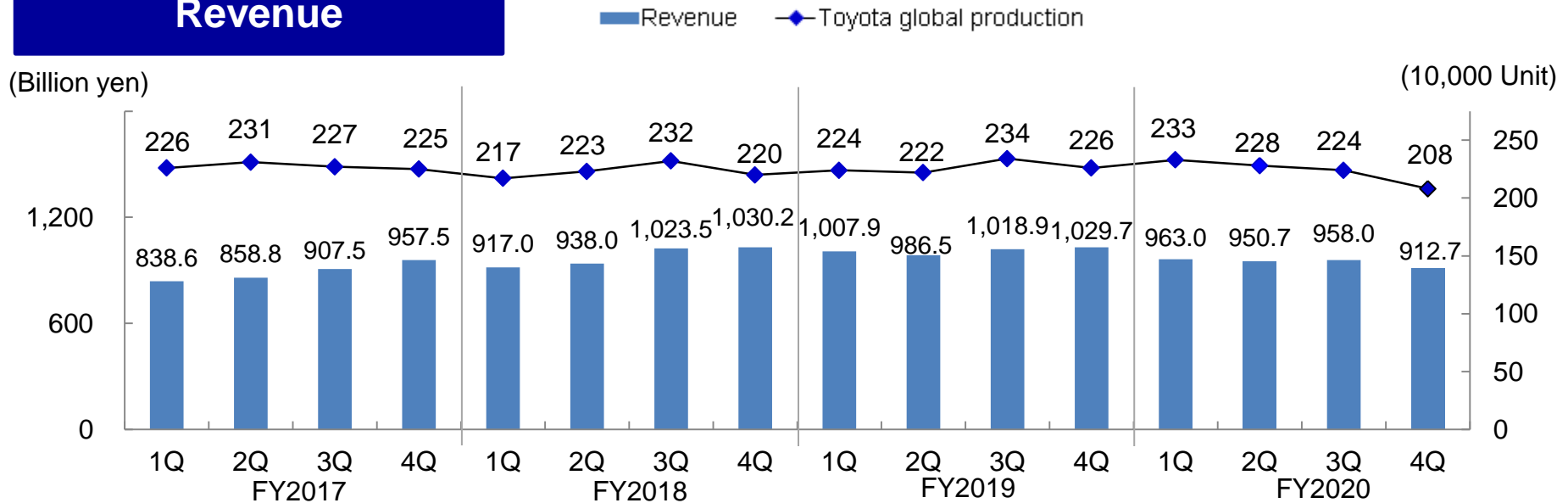
ADVICS Group

Revenue Operating Profit Operating Profit Rate

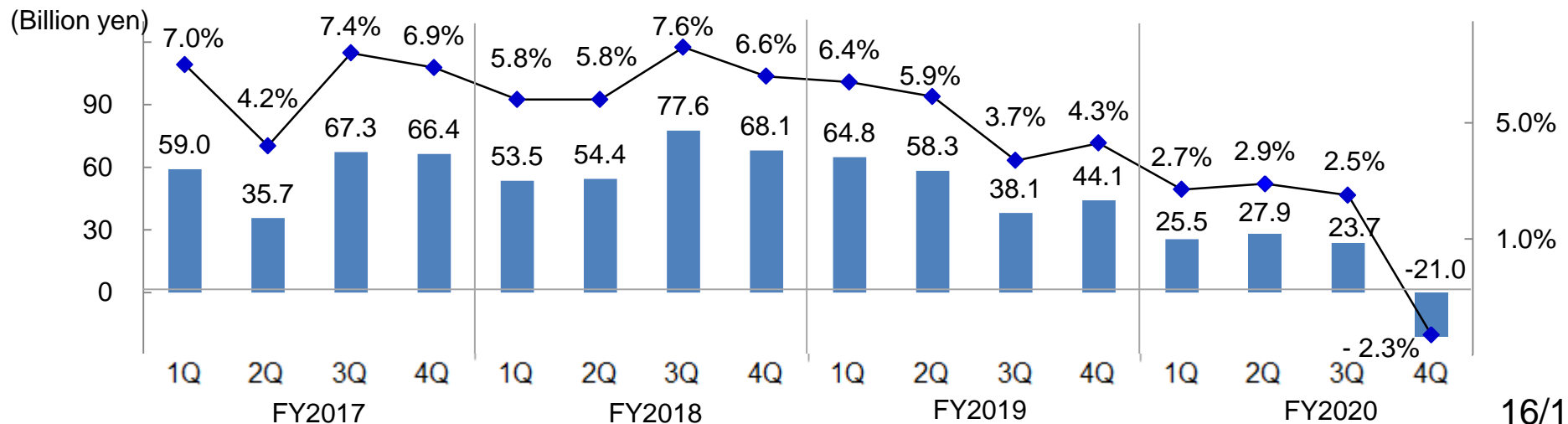


Quarterly Performance

Revenue

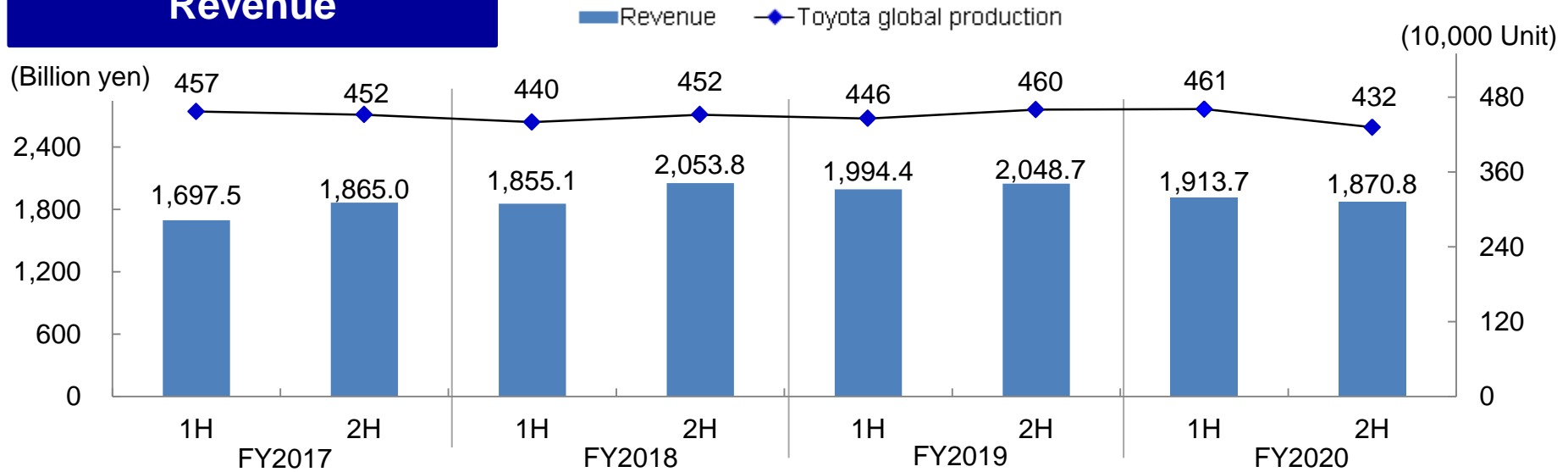


Operating Profit

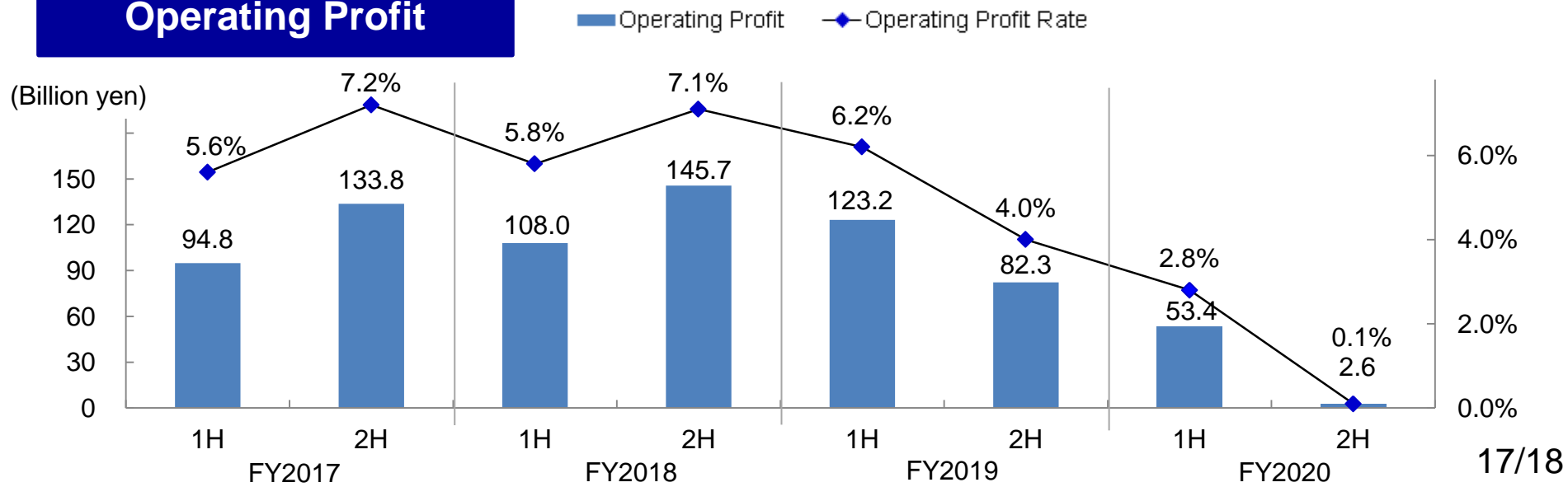


Half Yearly Performance

Revenue



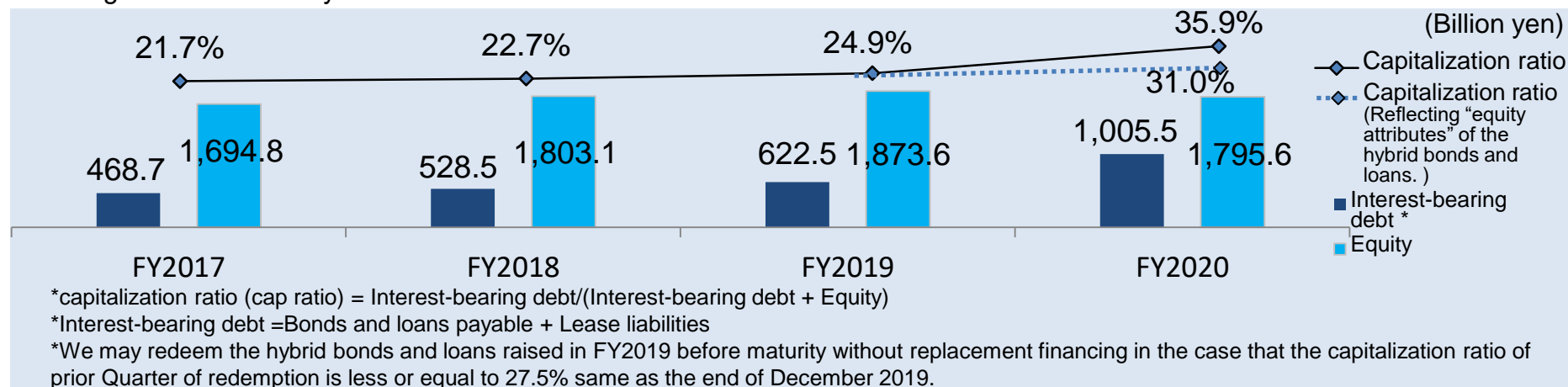
Operating Profit



Capital policy and Return to Shareholders

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 as an important financial index to assess our capital structure, and believe the ratio from 25% to 30% represents optimal balance. At the end of the fiscal year 2019, capitalization ratio temporarily exceeds above range due to the financing of AW’s stock buy-back.



Return to Shareholders

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

	FY2017	FY2018	FY2019	FY2020
Dividend (yen)	125	150	150	120
Dividend Payout Ratio	28.1%	30.6%	36.7%	134.4%
Repurchase of Treasury Stock (billion yen)	49.0	59.4	0.0	0.0
Total return Ratio(*)	66.5%	74.5%	36.7%	134.4%

(*) Total return Ratio= (Cash dividend paid + repurchase of treasury Stock) / Profit for the period