



FY2017 3rd quarter
Consolidated Financial Report

(April 1, 2016 through December 31, 2016)

February 2, 2017

AISIN SEIKI Co., Ltd.

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

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- ① Revenue increased from last year due to favorable AT sales globally and Body parts sales to Chinese OEMs such as Sunroofs. Also newly consolidated SHIROKI group sales contributed to the increase.**
- ② Both of Operating profit and Profit before income taxes increased from last year due to sales increase and gain from stock swap with SHIROKI Corporation, in spite of the unfavorable factors such as Kumamoto earthquakes and foreign exchange loss.**
- ③ Regarding annual forecast, revenue and profit are revised upward due to the factors such as favorable AT sales and weaker yen trend compared to October forecast.**

Consolidated Operating Results (FY2017 3Q – 9 months)

* The results of Previous Third Quarter and this Quarter are disclosed based on IFRS.

SHIROKI group sales(newly consolidated)+98.6

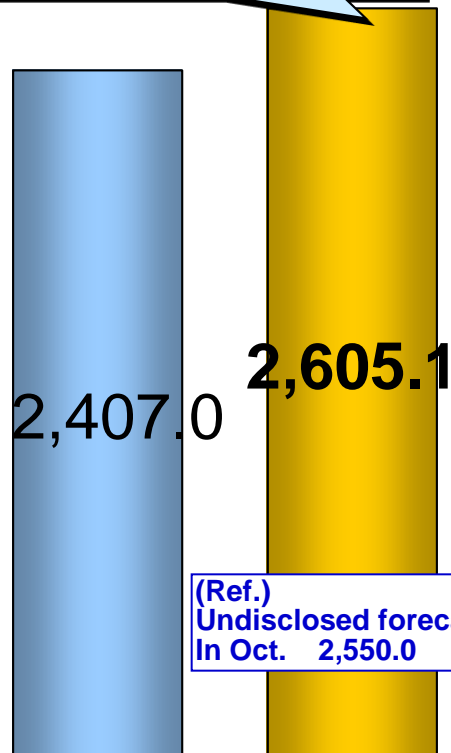
Gain from stock swap with SHIROKI Corporation +19.5
Insurance Income +8.6
(FY2016) Gain on transfer of business -8.2
Loss from earthquakes -9.7

Foreign exchange loss +3.7
(-5.4 → -1.7)

Billion yen

Revenue

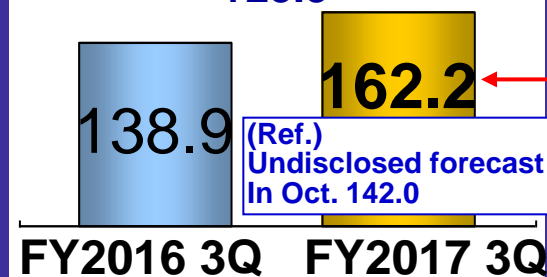
+198.1 billion yen
(+8.2%)



FY2016 3Q FY2017 3Q

Operating Profit

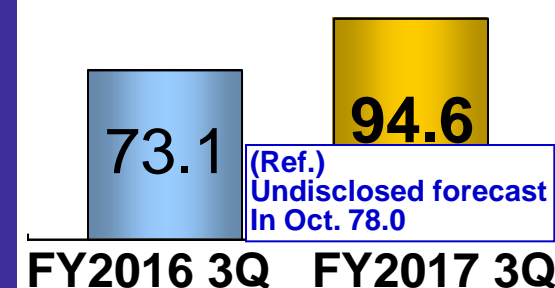
+ 16.7% Ratio to sales
+23.3 6.2%



FY2016 3Q FY2017 3Q

Profit for the period attributable to Owners of the parent

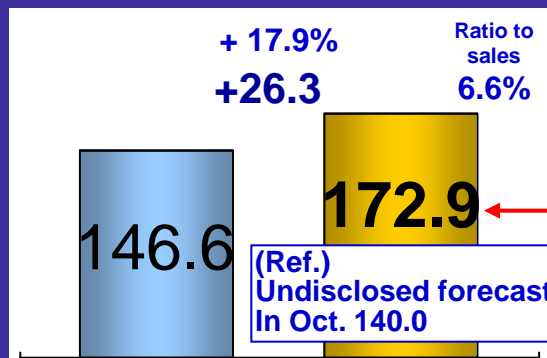
+ 29.4% Ratio to sales
+21.5 3.6%



FY2016 3Q FY2017 3Q

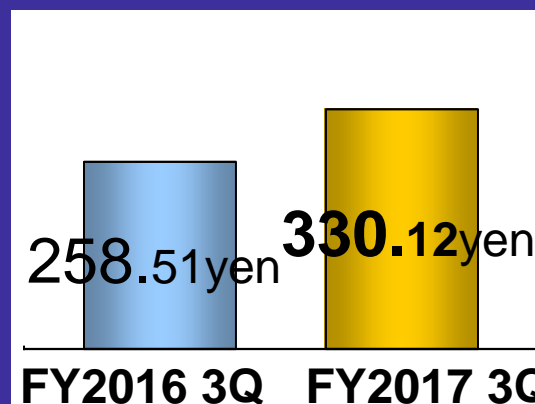
Profit before income taxes

+ 17.9% Ratio to sales
+26.3 6.6%



FY2016 3Q FY2017 3Q

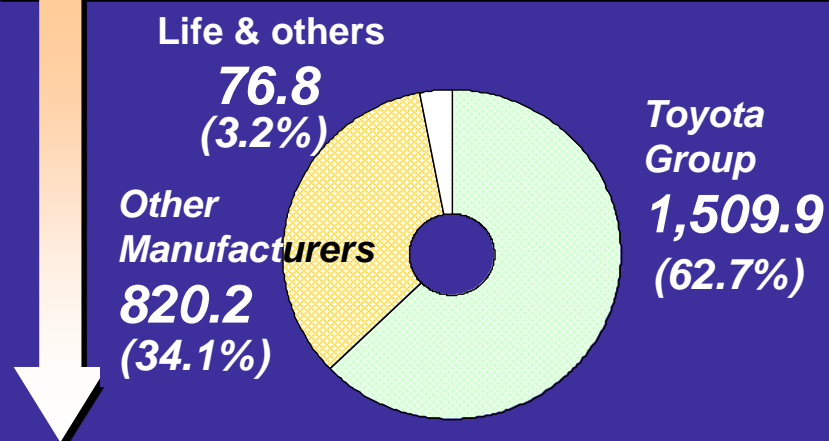
EPS



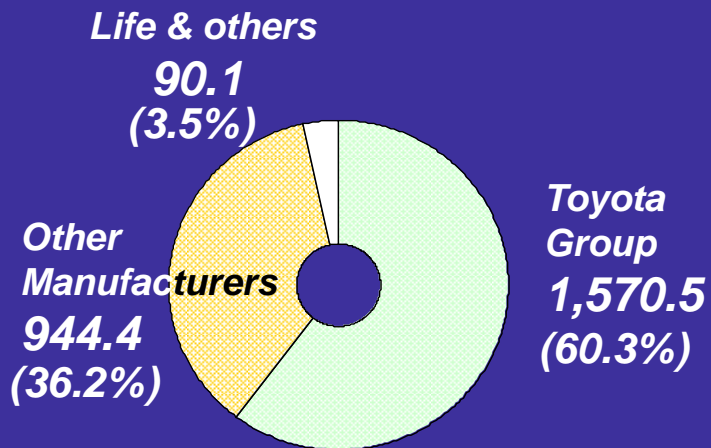
FY2016 3Q FY2017 3Q

Sales by Customer (FY2017 3Q - 9 months)

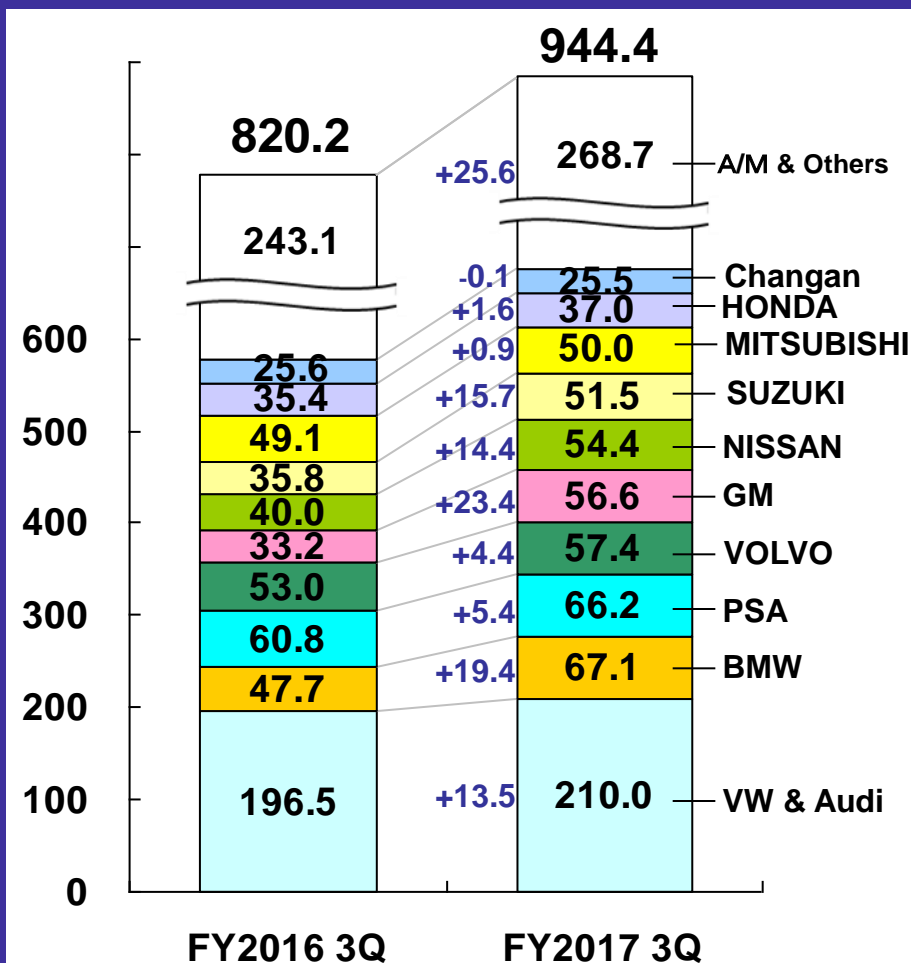
FY2016 3Q [Revenue 2,407.0]



FY2017 3Q [Revenue 2,605.1]

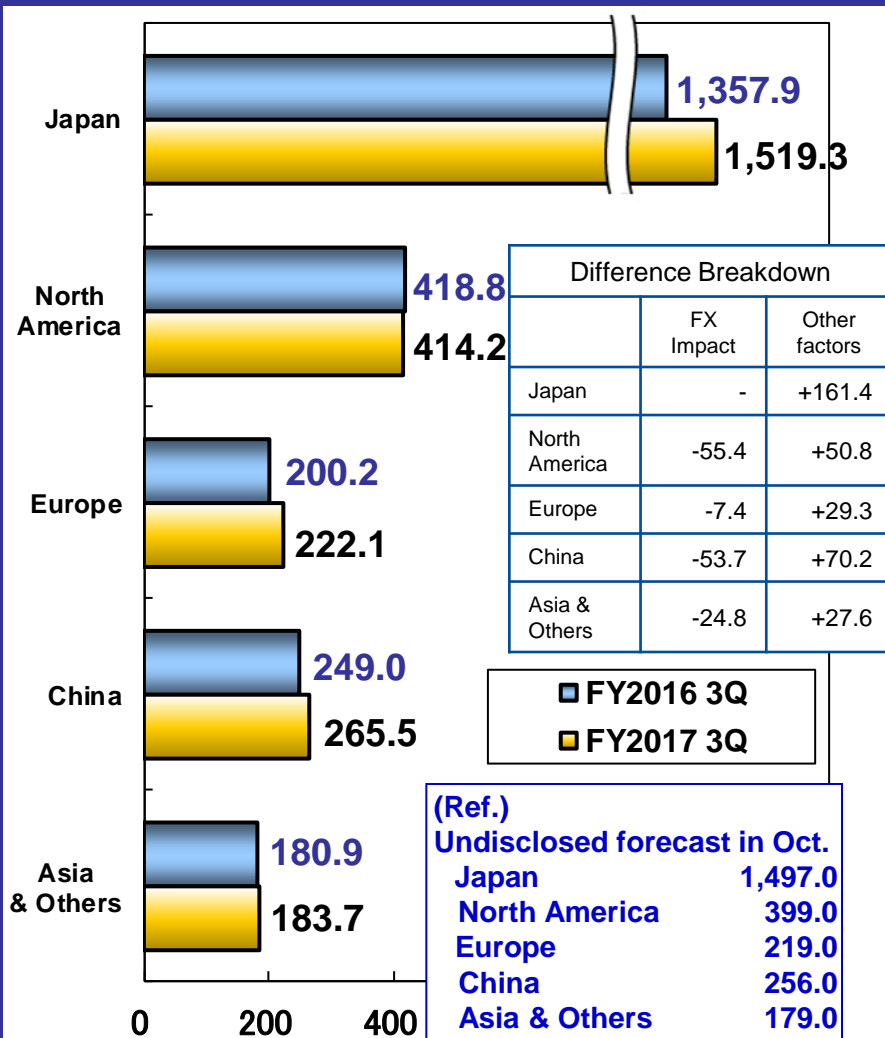


Other Manufacturers sales breakdown



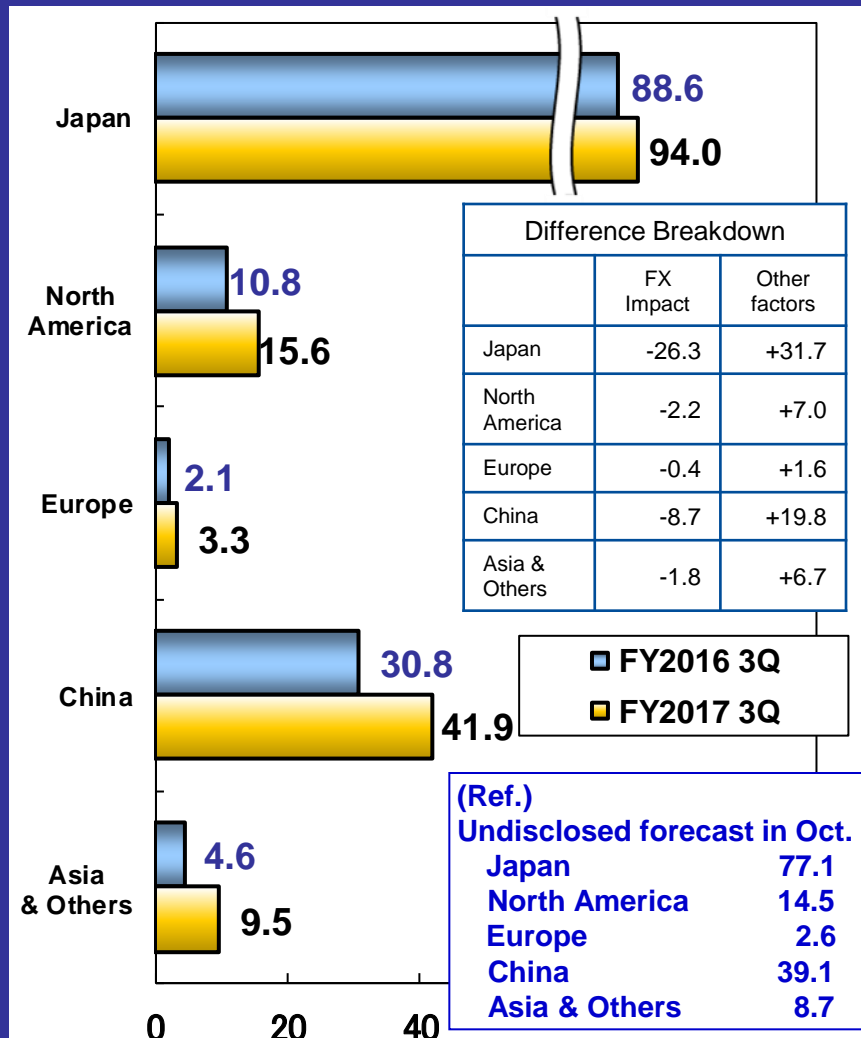
Revenue

Billion yen

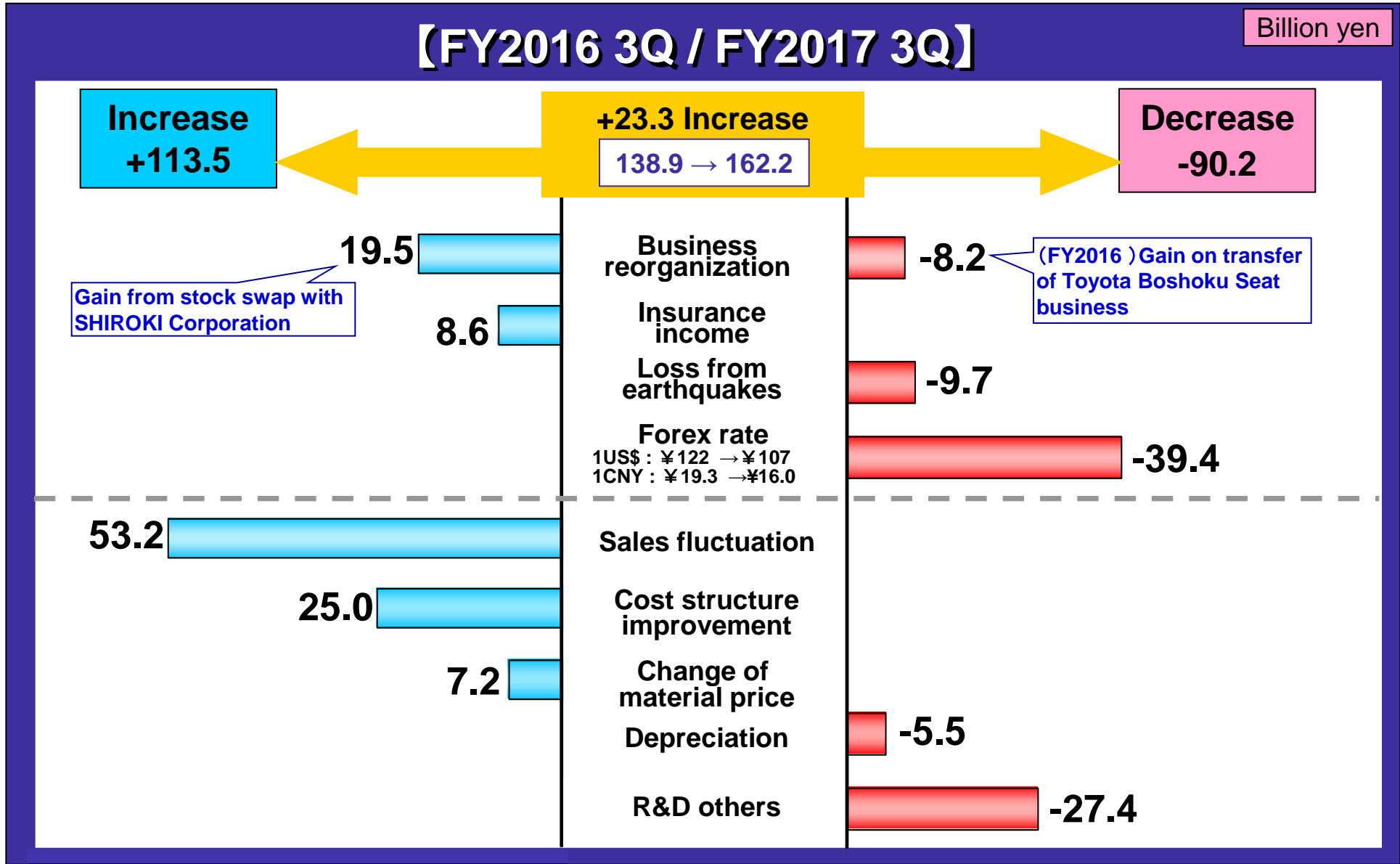


Operating Profit

Billion yen



Fluctuations for Operating Profit (FY2017 3Q - 9 months)



Consolidated Operating Forecast (FY2017 - 12 months)

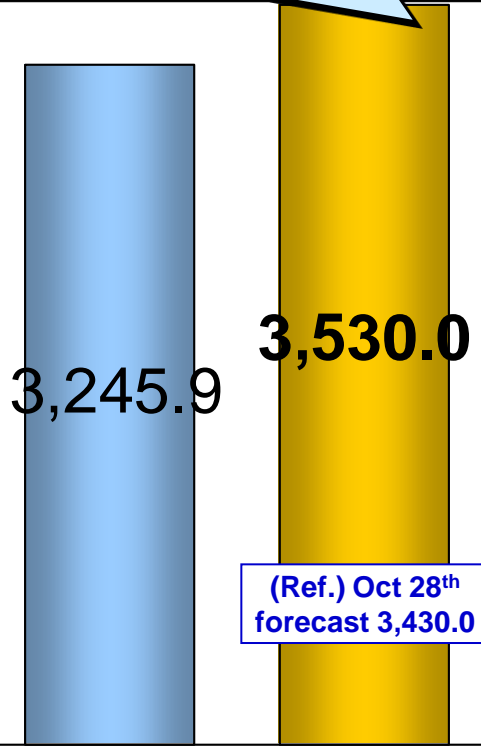
Billion yen

Gain from stock swap with SHIROKI Corporation +19.5
Insurance Income +13.7
Impairment loss -7.0
(FY2016) Gain on transfer of business -8.2
Loss from earthquakes -10.0

SHIROKI group sales(newly consolidated)+135.1

Revenue

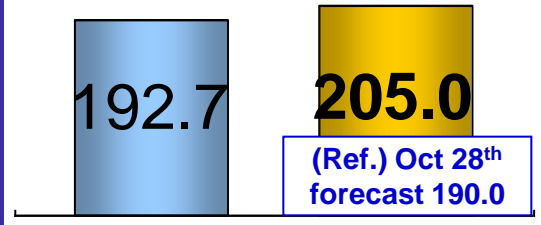
+284.1 billion yen
(+8.7%)



FY2016 FY2017

Operating Profit

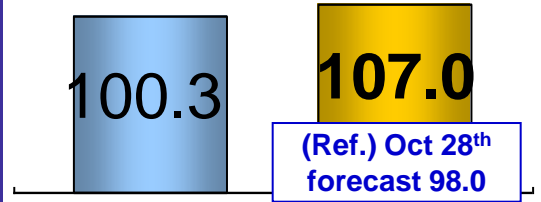
+6.4% Ratio to sales
+ 12.3 5.8%



FY2016 FY2017

Profit for the period attributable to Owners of the parent

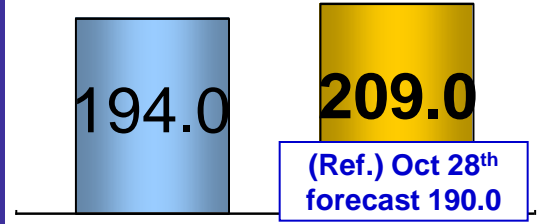
+6.6% Ratio to sales
+ 6.7 3.0%



FY2016 FY2017

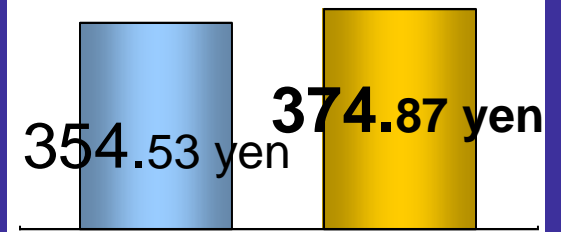
Profit before income taxes

+7.7% Ratio to sales
+ 15.0 5.9%



FY2016 FY2017

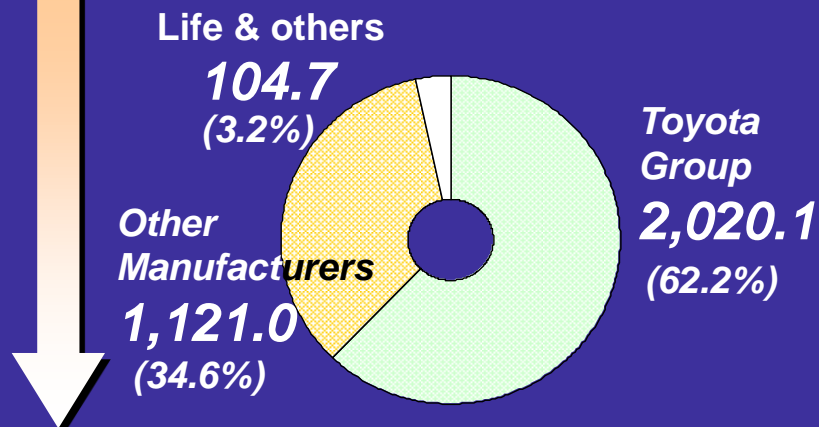
EPS



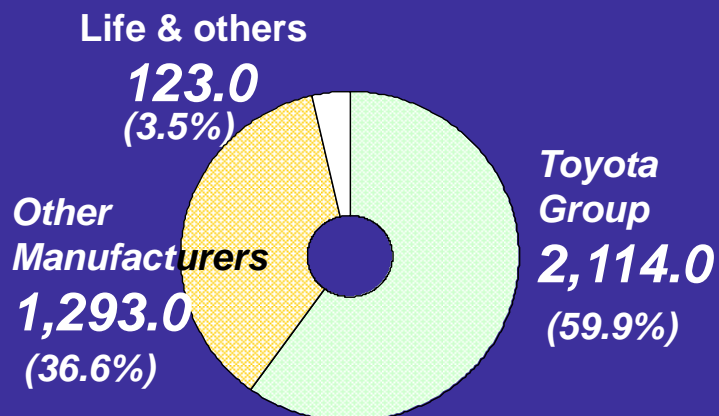
FY2016 FY2017

Forecast of Sales by Customer (FY2017 - 12 months)

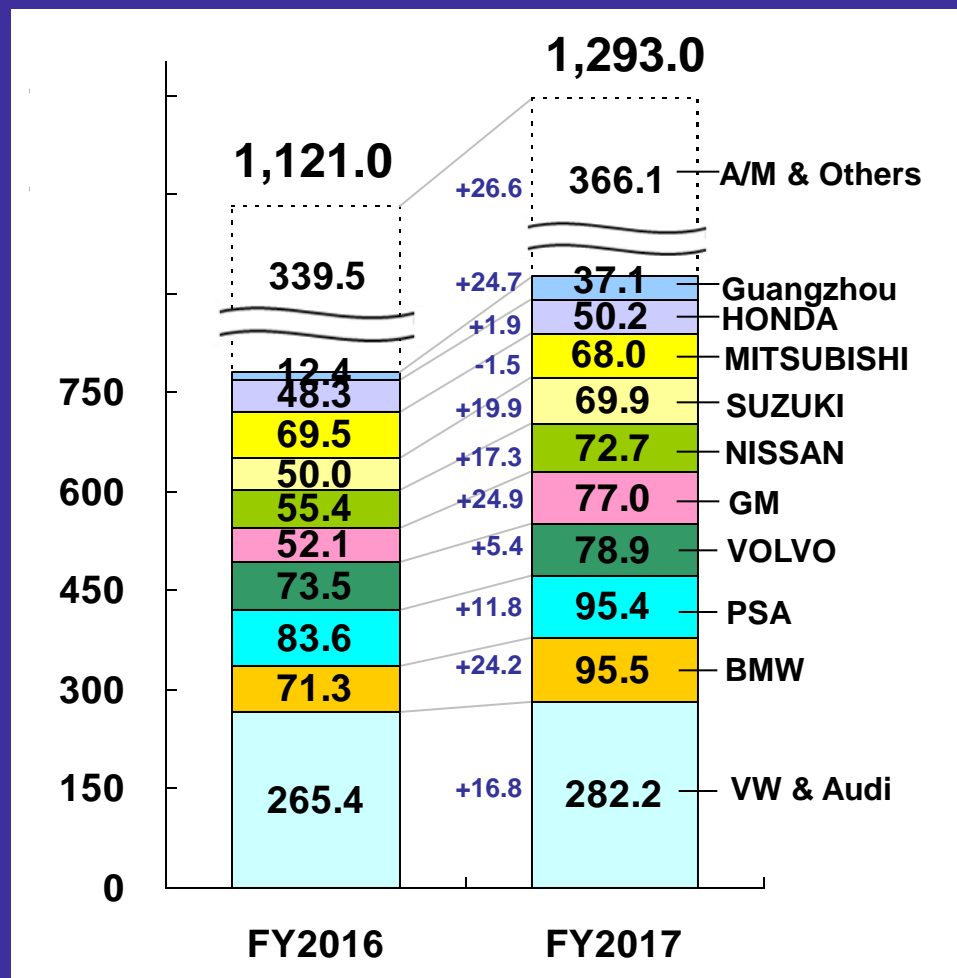
FY2016 [Revenue 3,245.9]



FY2017 [Revenue 3,530.0]



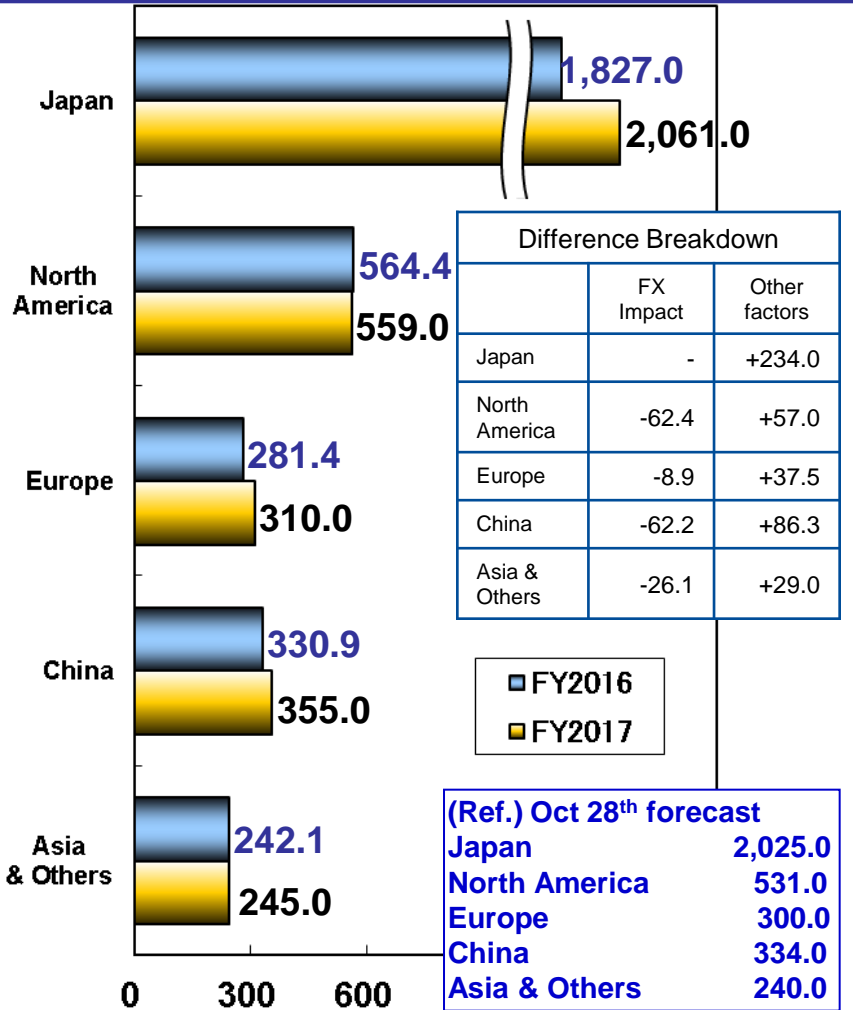
Other Manufacturers sales breakdown



Forecast of Segment Information (FY2017 - 12 months)

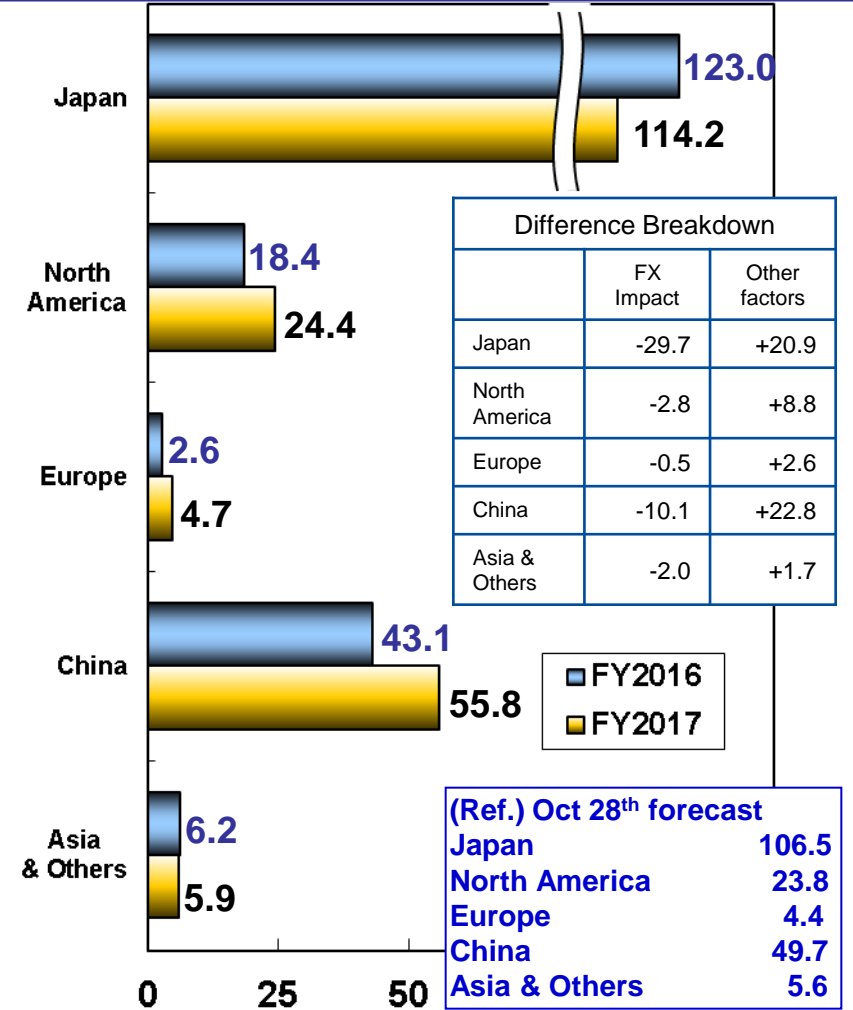
Revenue

Billion yen



Operating Profit

Billion yen



【FY2016 / FY2017】

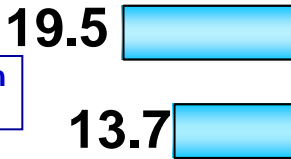
Billion yen

Increase
+139.2

+12.3 Increase
192.7 → 205.0

Decrease
-126.9

Gain from stock swap with SHIROKI Corporation



Business reorganization

Insurance income

Loss from earthquakes

Forex rate
1US\$: ¥120 → ¥108
1CNY : ¥18.8 → ¥16.0

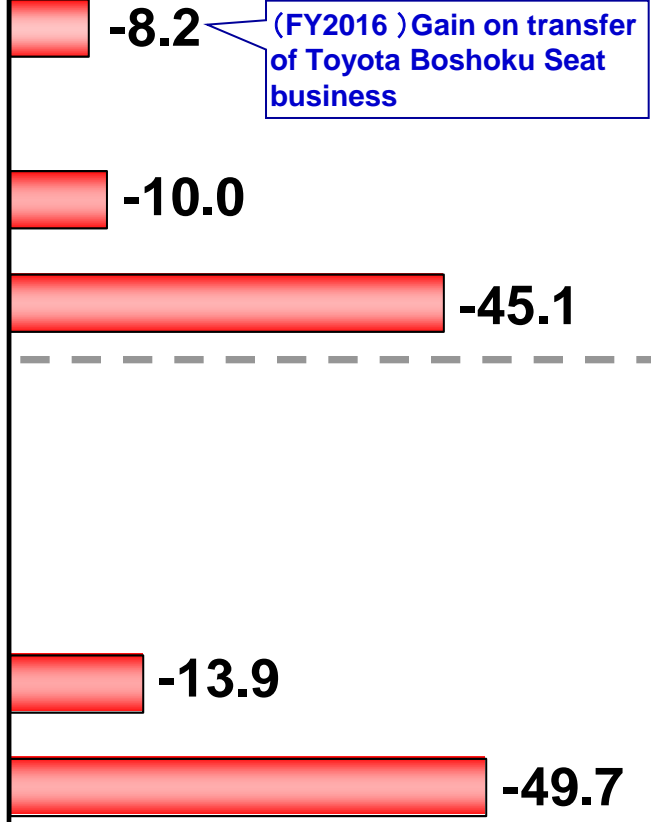
Sales fluctuation

Cost structure improvement

Change of material price

Depreciation

R&D others



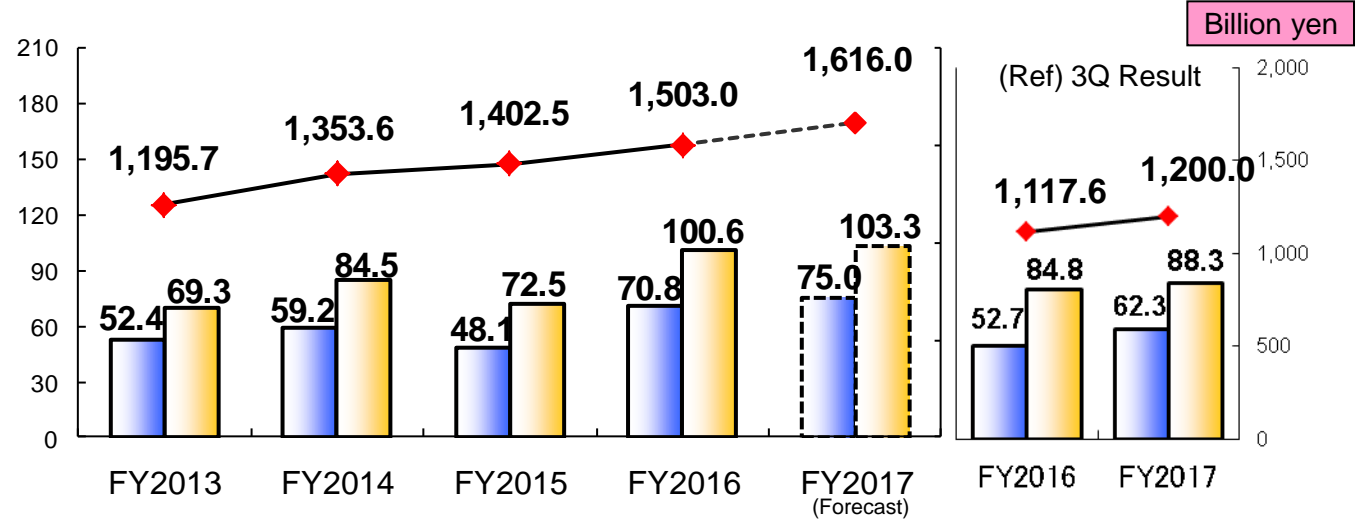
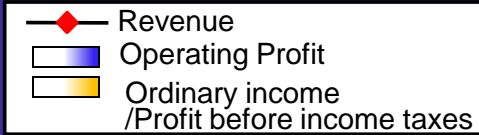
(FY2016) Gain on transfer of Toyota Boshoku Seat business

Forecast Oct 28th to revised	190.0→205.0(+15.0)	
Insurance Income	+2.7	
Foreign exchange gain	+11.7	
Sales fluctuation	+9.0	
Change of material price		-0.5
R&D others increase		-7.9

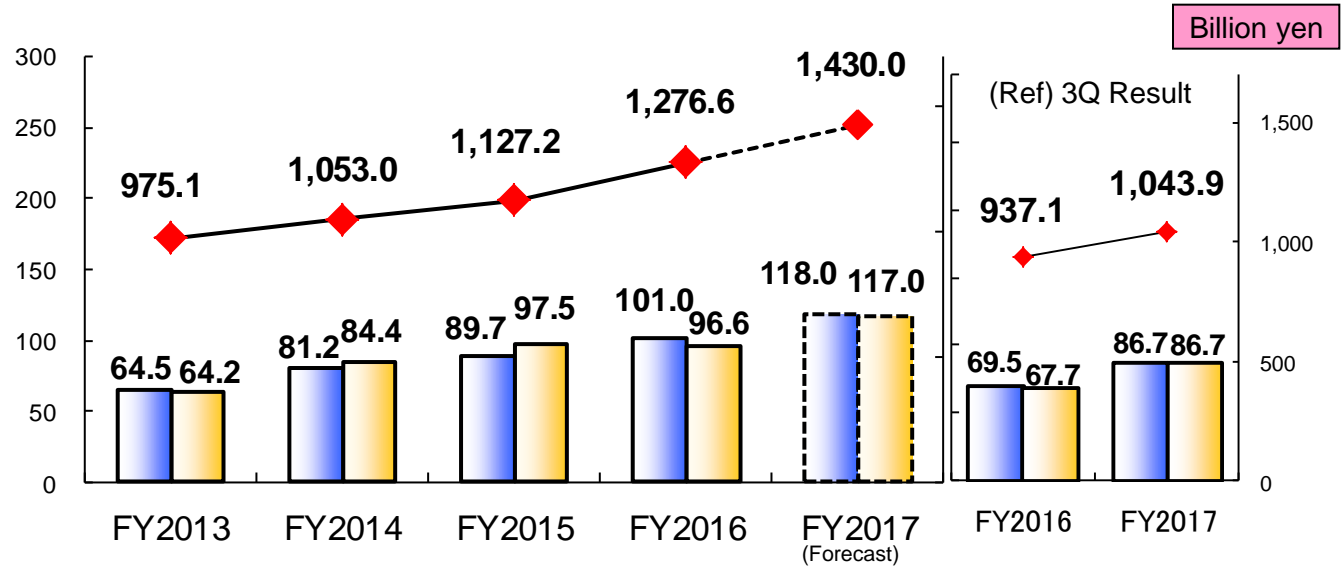
Financial Results of the Main Consolidated Companies I

* The results before FY2015 are based on JGAAP and the result of FY2016 and the forecast FY2017 are based on IFRS.

AISIN SEIKI Group

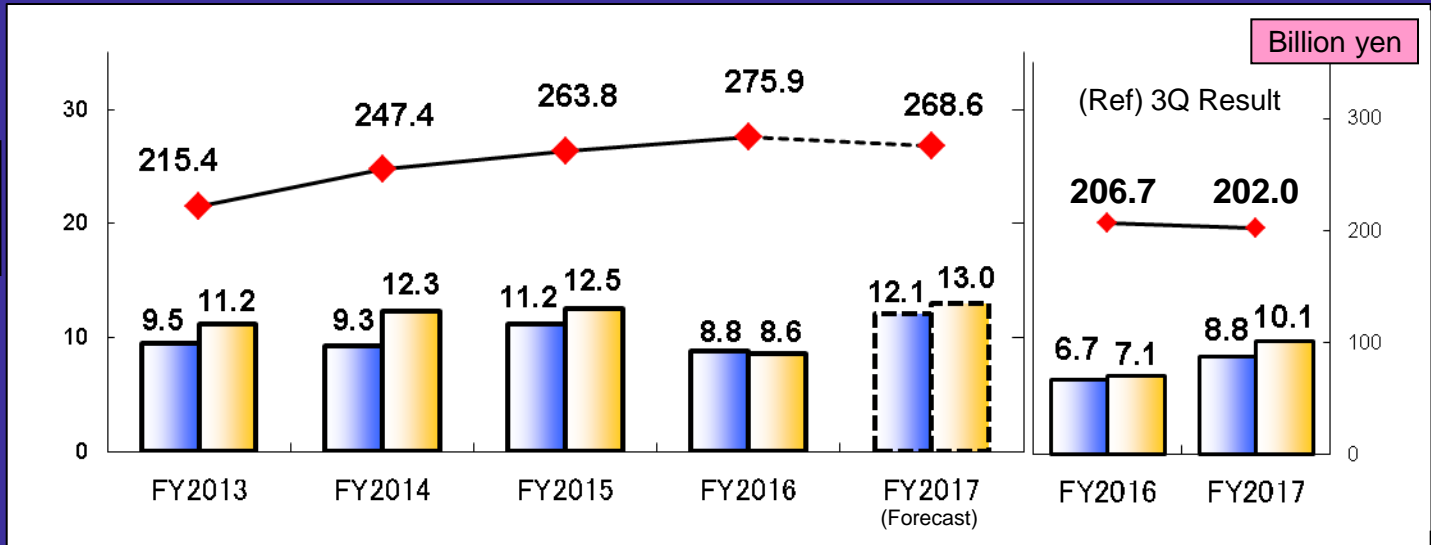


AISIN AW Group

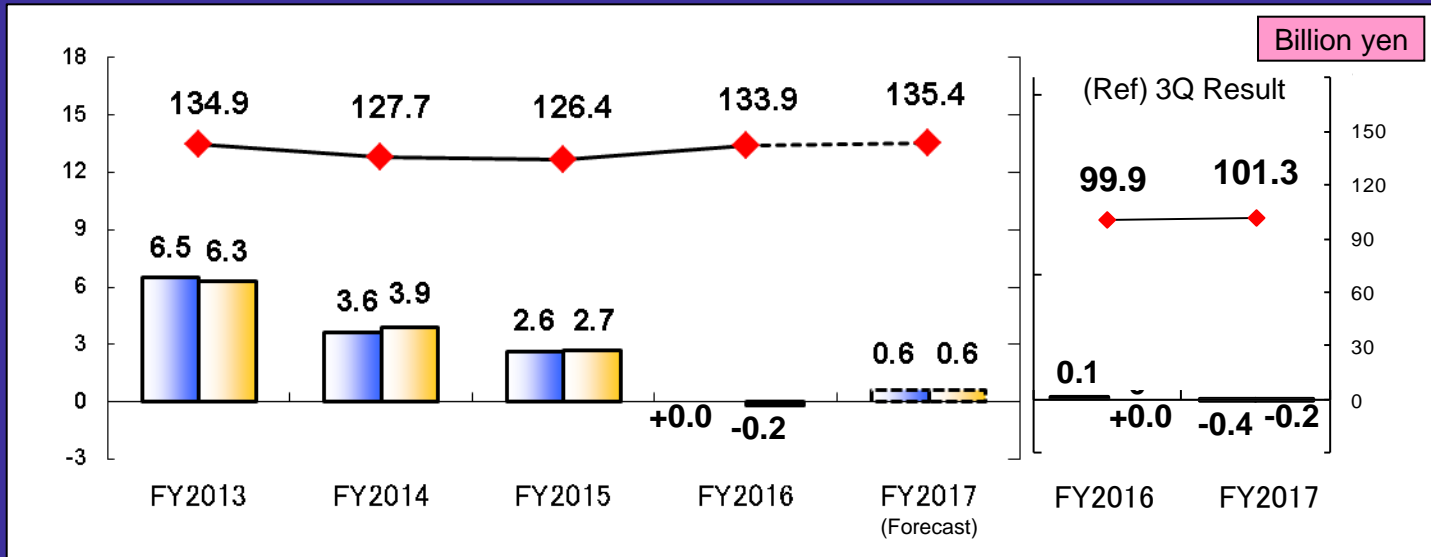


AISIN Takaoka Group

- ◆ Revenue
- Operating Profit
- Ordinary income / Profit before income taxes

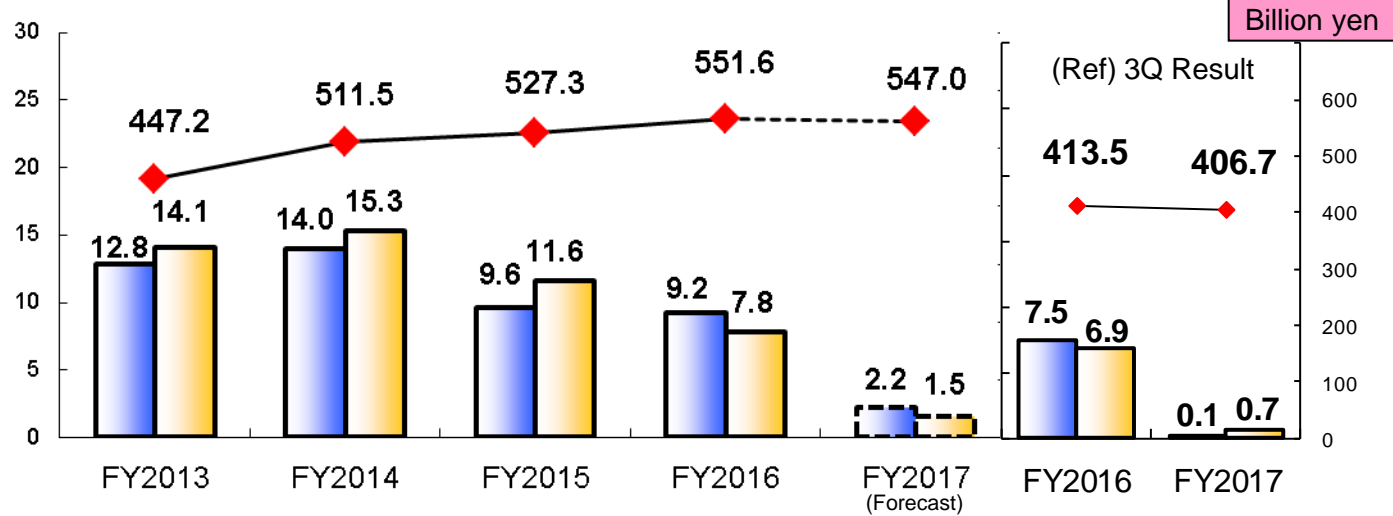


AISIN AI Group



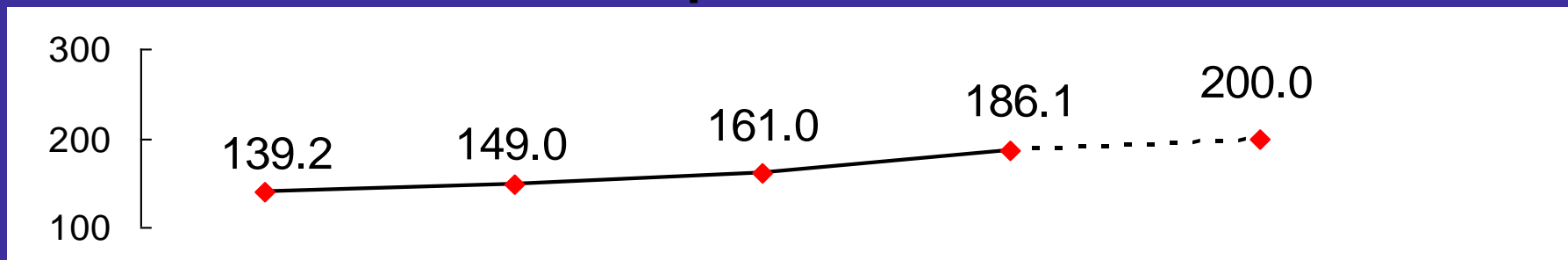
ADVICS Group

- ◆ Revenue
- Operating Profit
- Ordinary income / Profit before income taxes

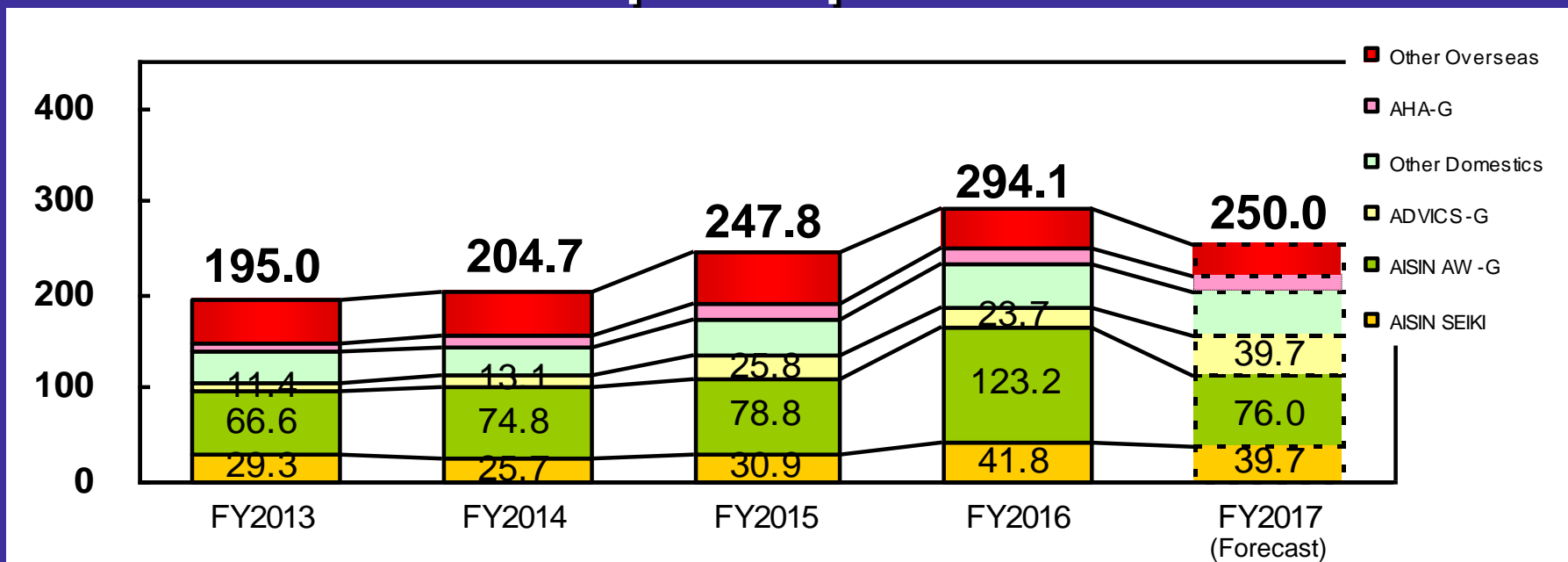


Depreciation

Billion yen

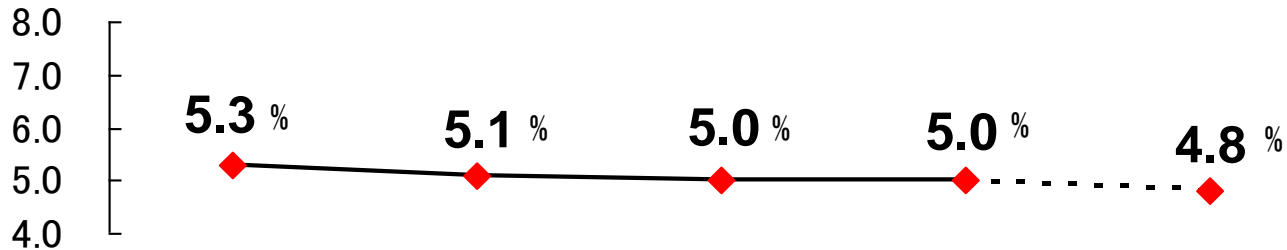


Capital Expenditure



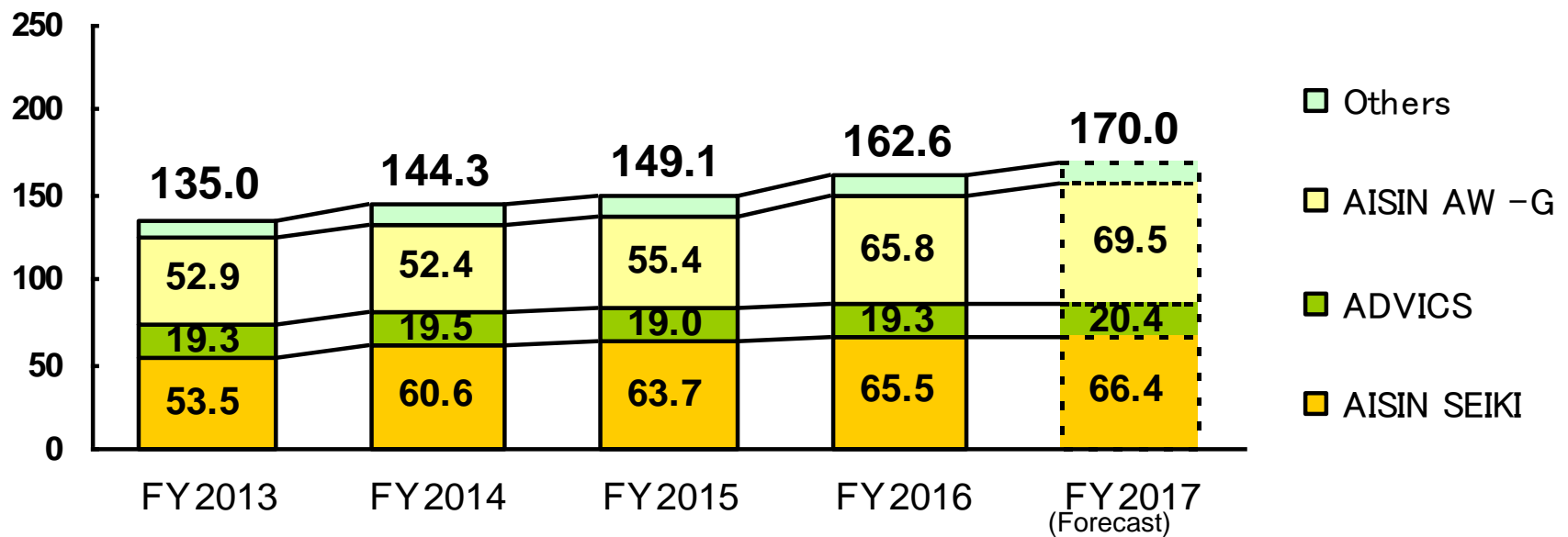
R & D Expenditure / Revenue

%



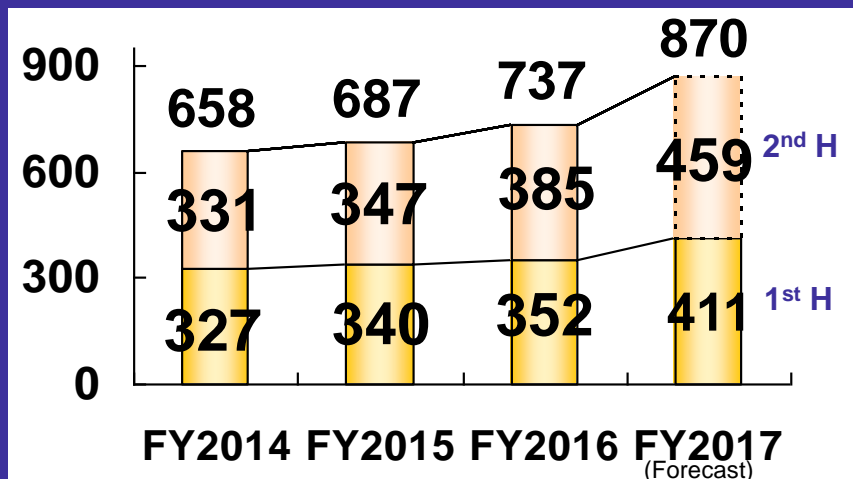
R & D Expenditure

Billion yen

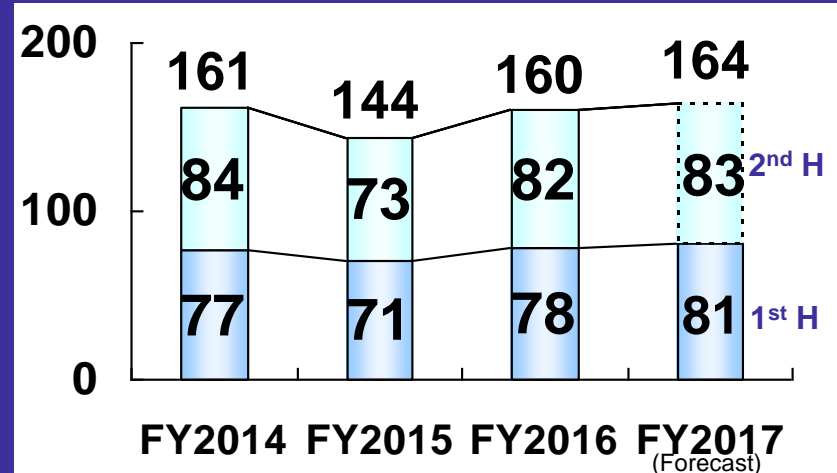


10,000 of units

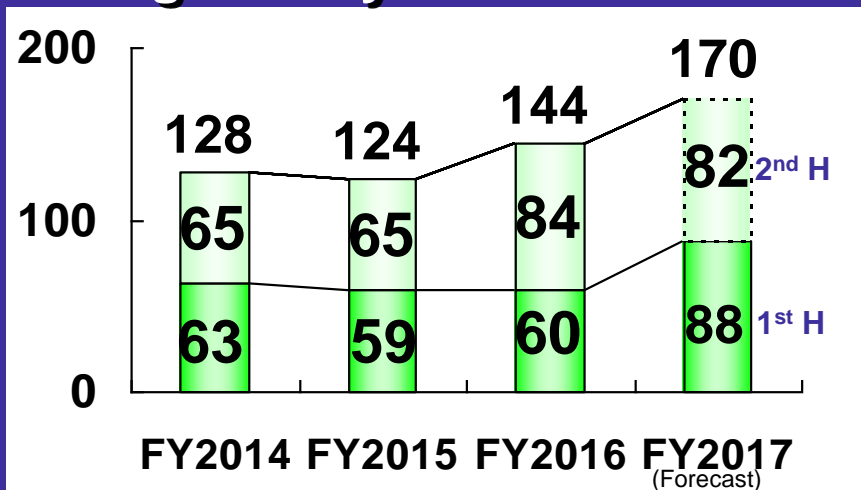
AT Production



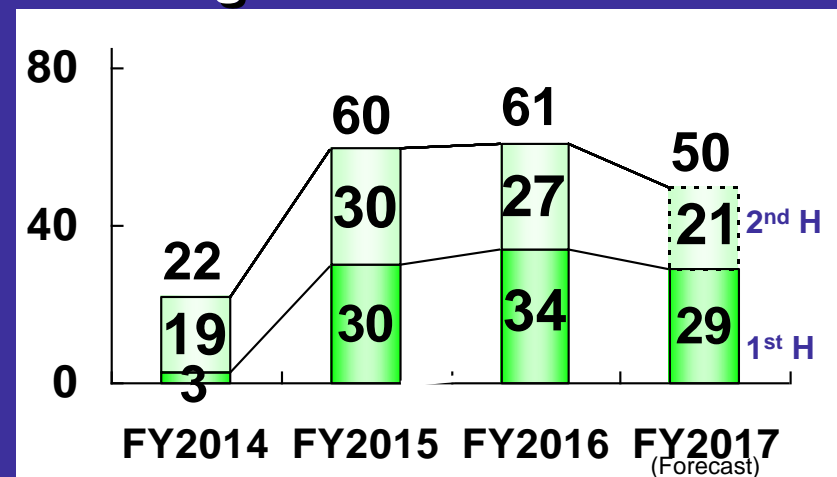
MT Production



Navigation System Production

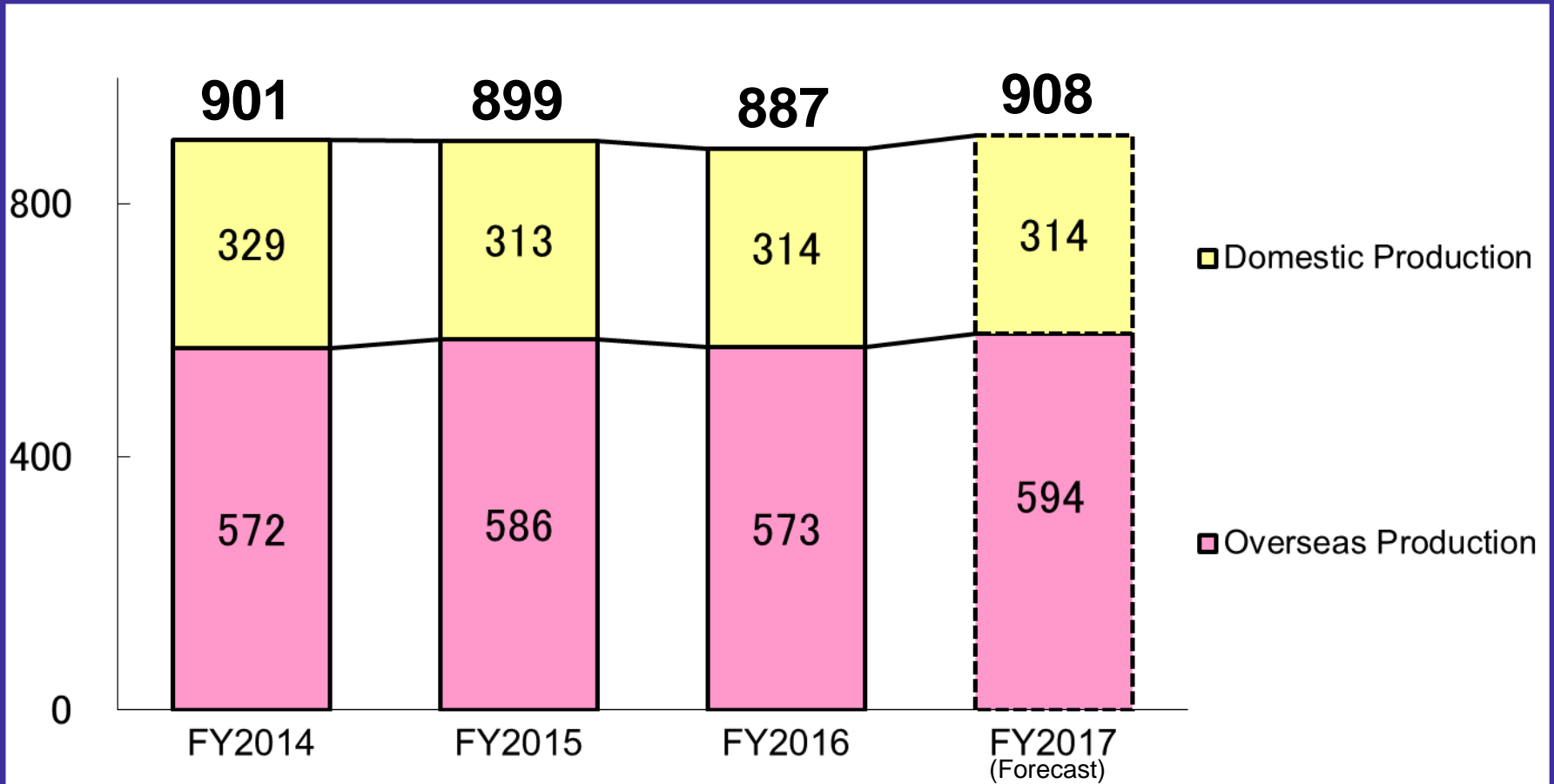


Navigation Soft Production

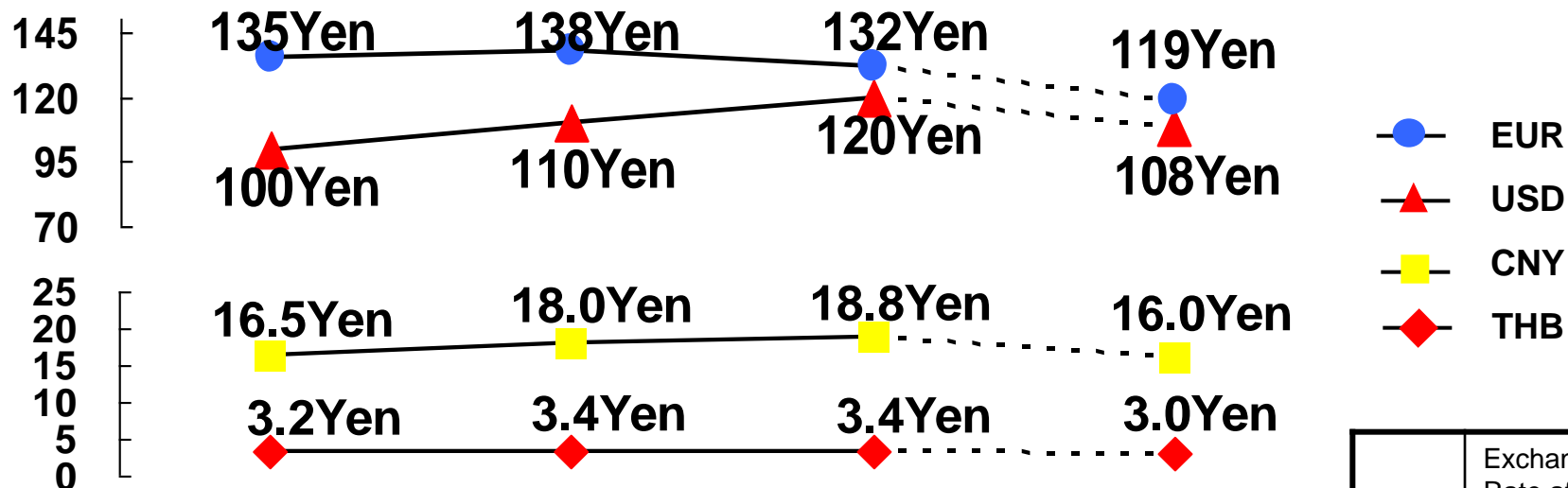


10,000 of units

TOYOTA Motors Production



Foreign Exchange Operating Profit



Impacts on Operating Profit

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

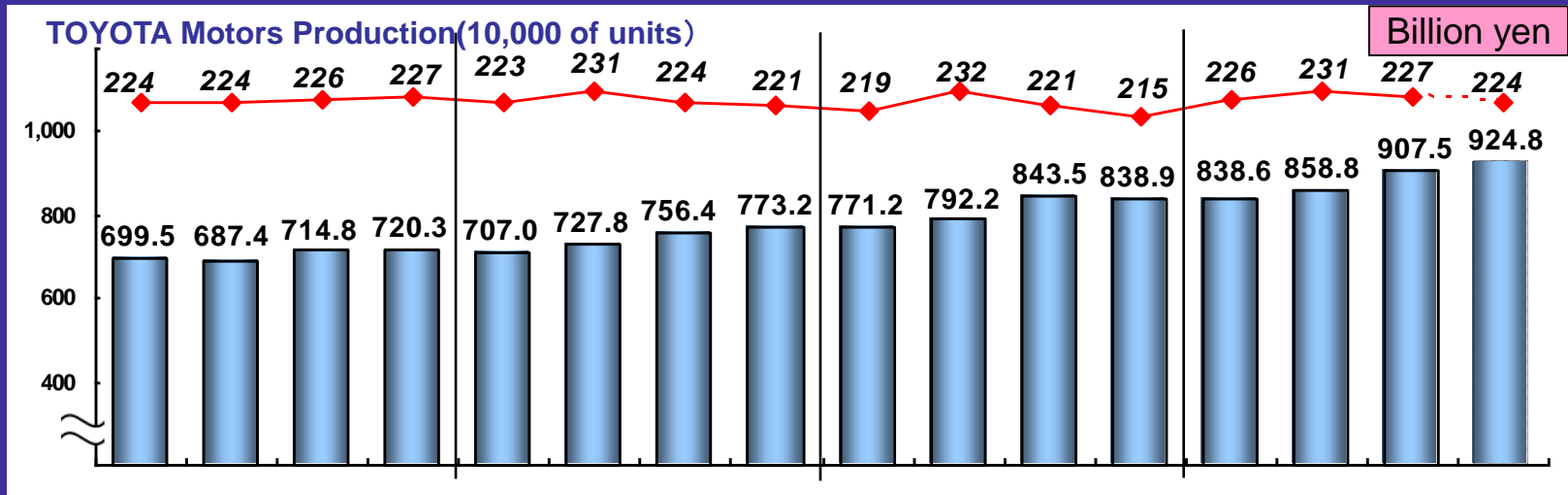
Billion yen

	FY2014	FY2015	FY2016	FY2017 (forecast)
USD	1.46	1.46	1.27	1.35
EUR	0.13	0.14	0.13	0.17
THB *	0.79	0.74	0.80	0.78
CNY *	0.19	0.26	0.54	0.80

	Exchange Rate after January
USD	110 yen
EUR	120 yen
THB	3.0 yen
CNY	16.0 yen

* Impacts of THB and CNY are per 0.1yen.

Revenue



Operating Profit

