



The next frontier in mobility.

# **FY2017 Consolidated Financial Results**

**April 28<sup>th</sup>, 2017**

**AISIN SEIKI Co., Ltd.**

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# **1.Consolidated Operating Results (FY2017)**

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**1. Revenue for FY2017 reached 3,562.6 billion yen, which is the highest ever before, due to favorable AT and Body parts sales, and the contribution of newly consolidated SHIROKI group.**

**2. Operating profit for FY2017 was highest-ever 228.6 billion yen, 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 FY2018 forecast, revenue and profit is predicted to increase compared to FY2017, due to the increase of AT sales, in spite of the unfavorable factors such as up-trend of material cost, depreciation increasing and strong yen trend.**

# Consolidated Operating Results (FY2017)



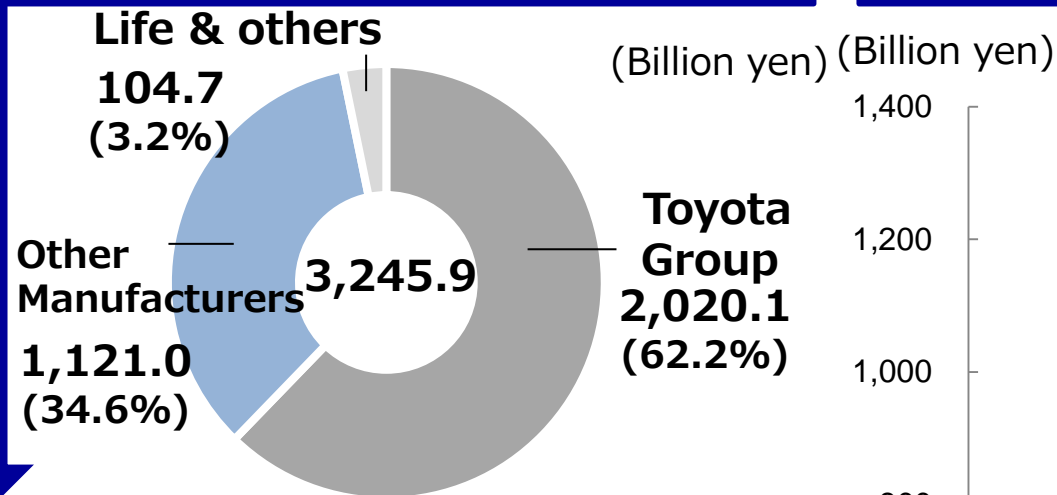
Based on IFRS (Both FY2016&17) (billion yen)	FY2016		FY2017		Change		FY2017	
	Results	Rate to sales %	Results	Rate to sales %	Amount	%	Forecast in Feb	Rate to sales %
Revenue	<b>3,245.9</b>	-	<b>3,562.6</b>	-	<b>+316.7</b>	<b>+9.8</b>	<b>3,530.0</b>	-
Operating	<b>192.7</b>	<b>5.9</b>	<b>228.6</b>	<b>6.4</b>	<b>+35.9</b>	<b>+18.7</b>	<b>205.0</b>	<b>5.8</b>
Profit before income taxes	<b>194.0</b>	<b>6.0</b>	<b>237.3</b>	<b>6.7</b>	<b>+43.3</b>	<b>+22.3</b>	<b>209.0</b>	<b>5.9</b>
Profit for the period *	<b>100.3</b>	<b>3.1</b>	<b>126.6</b>	<b>3.6</b>	<b>+26.3</b>	<b>+26.2</b>	<b>107.0</b>	<b>3.0</b>
EPS	<b>354.53</b> yen	-	<b>444.46</b> yen	-	<b>89.93</b> yen	<b>+25.4</b>	<b>374.87</b> yen	-

Pre-conditions	FX Rate	<b>USD 120</b> yen	<b>USD 109</b> yen	<b>-11</b> yen	<b>-9.2</b>	<b>USD 108</b> yen
		<b>CNY 18.8</b> yen	<b>CNY 16.1</b> yen	<b>-2.7</b> yen	<b>-14.4</b>	<b>CNY 16.0</b> yen
	Toyota production (10,000 Unit)	<b>887</b>	<b>909</b>	<b>+22</b>	<b>+2.5</b>	<b>908</b>
	AT sales (10,000 Unit)	<b>737</b>	<b>869</b>	<b>+132</b>	<b>+17.9</b>	<b>870</b>

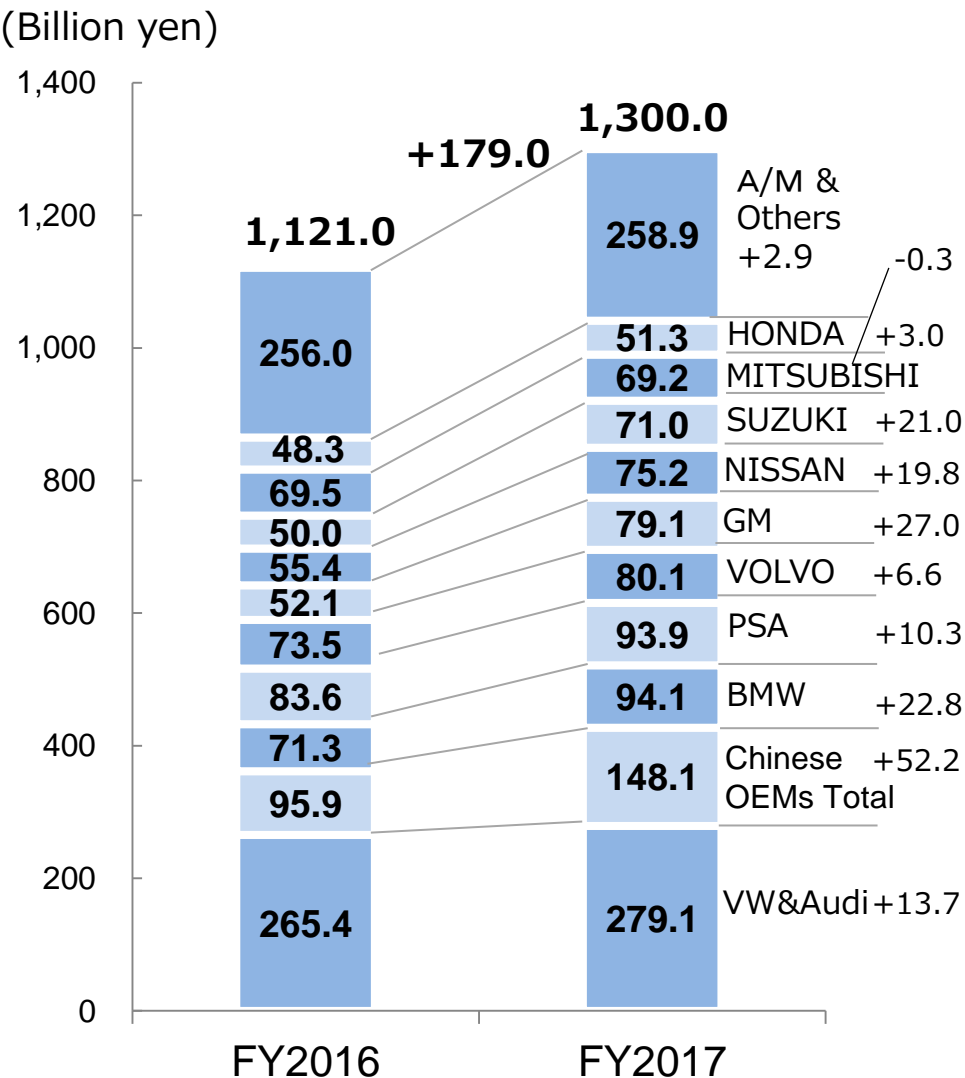
\* Profit for the period attributable to Owners of the parent

# Sales by Customer (FY2017)

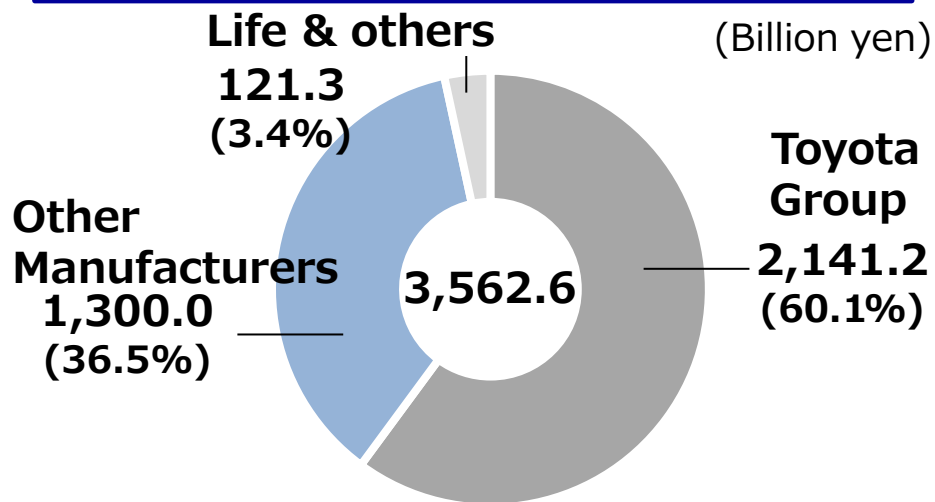
## FY2016 Revenue



## Other Manufacturers sales breakdown

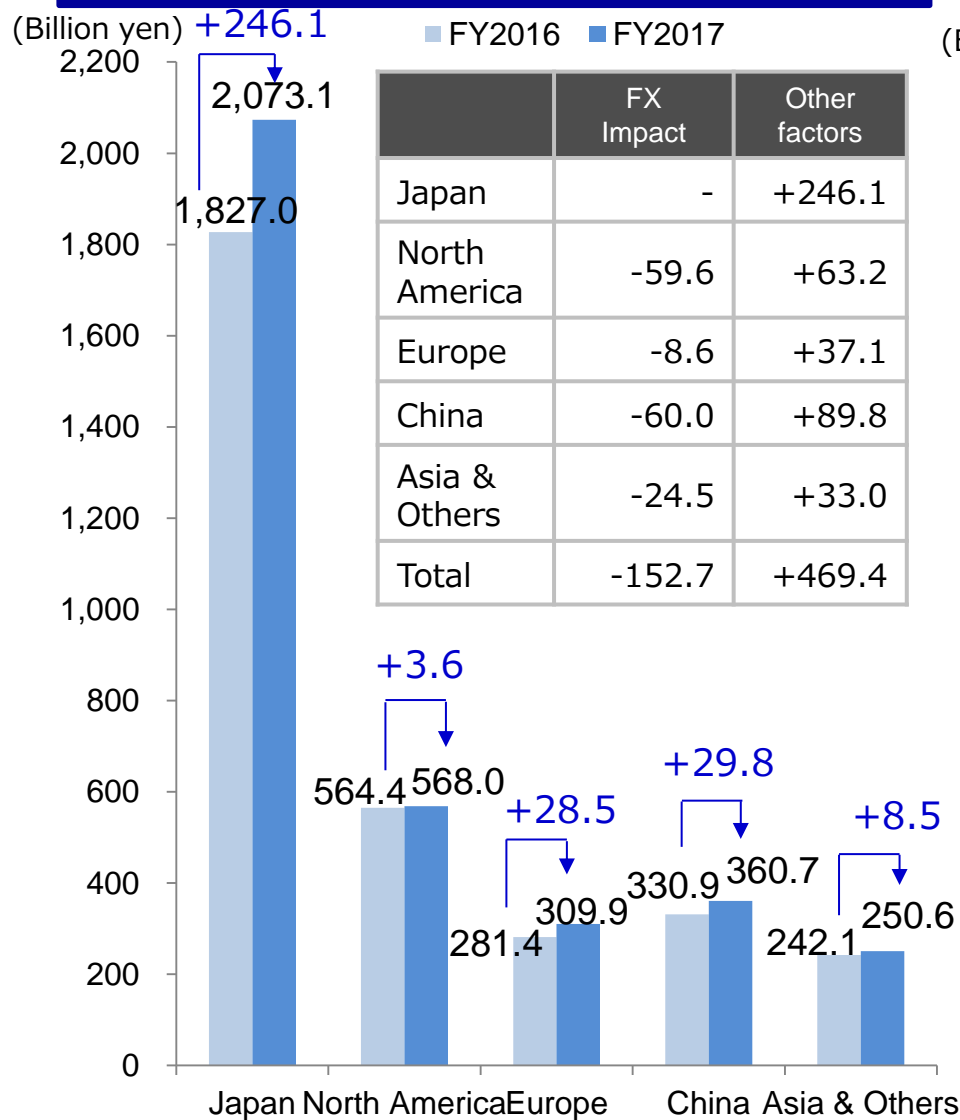


## FY2017 Revenue (+ 316.7)

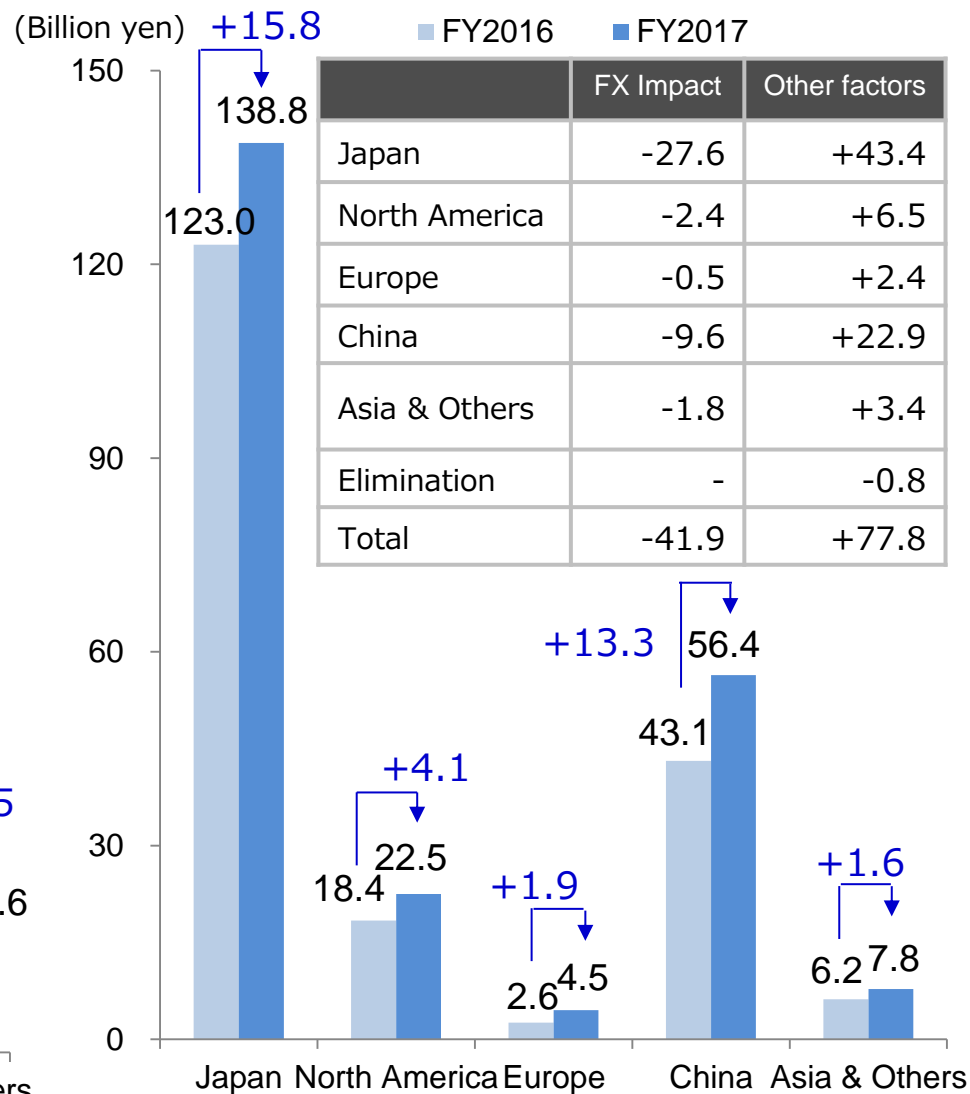


# Segment Information(FY2017)

## Revenue (+ 316.7)

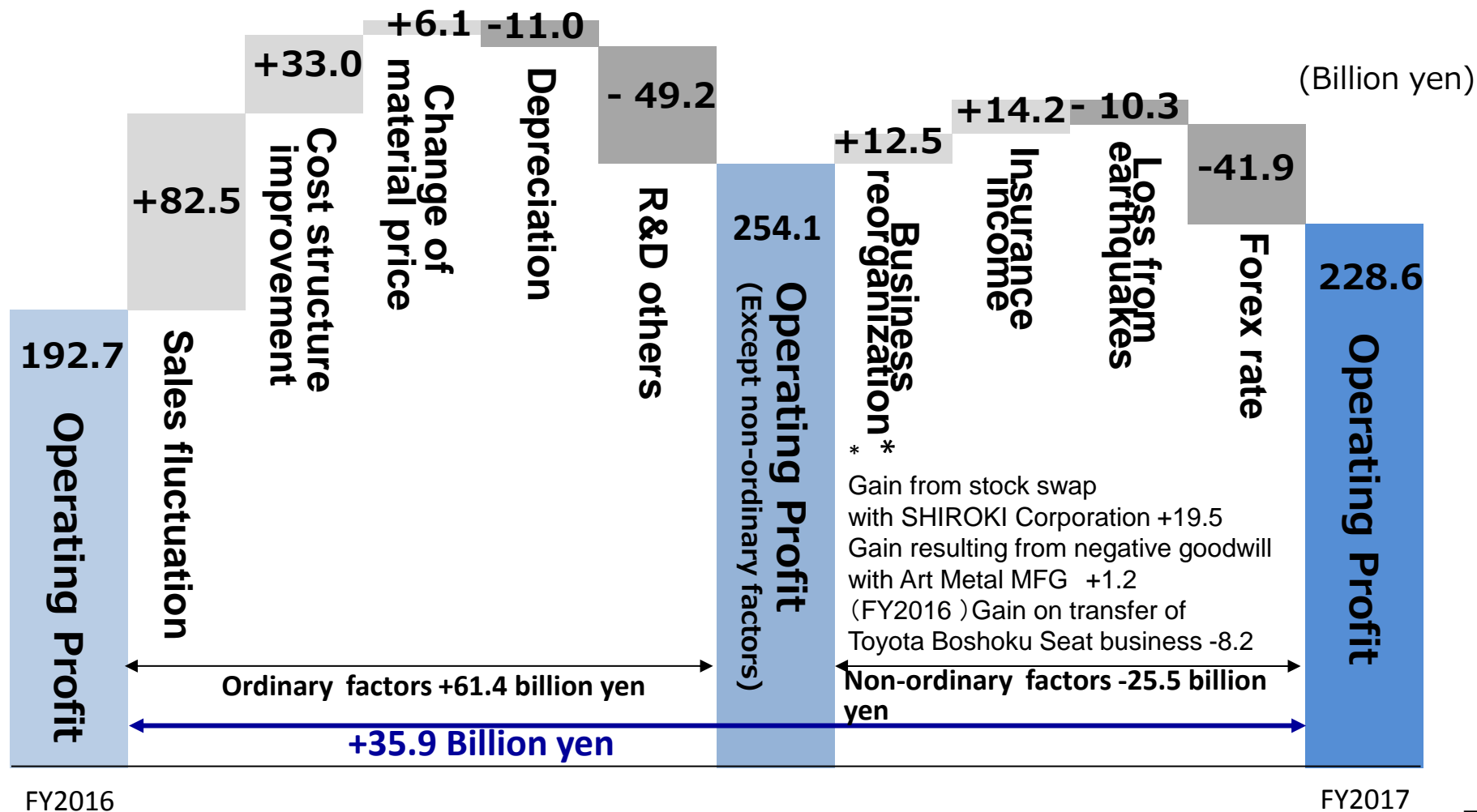


## Operating Profit (+ 35.9)



# Fluctuations for Operating Profit(FY2017)

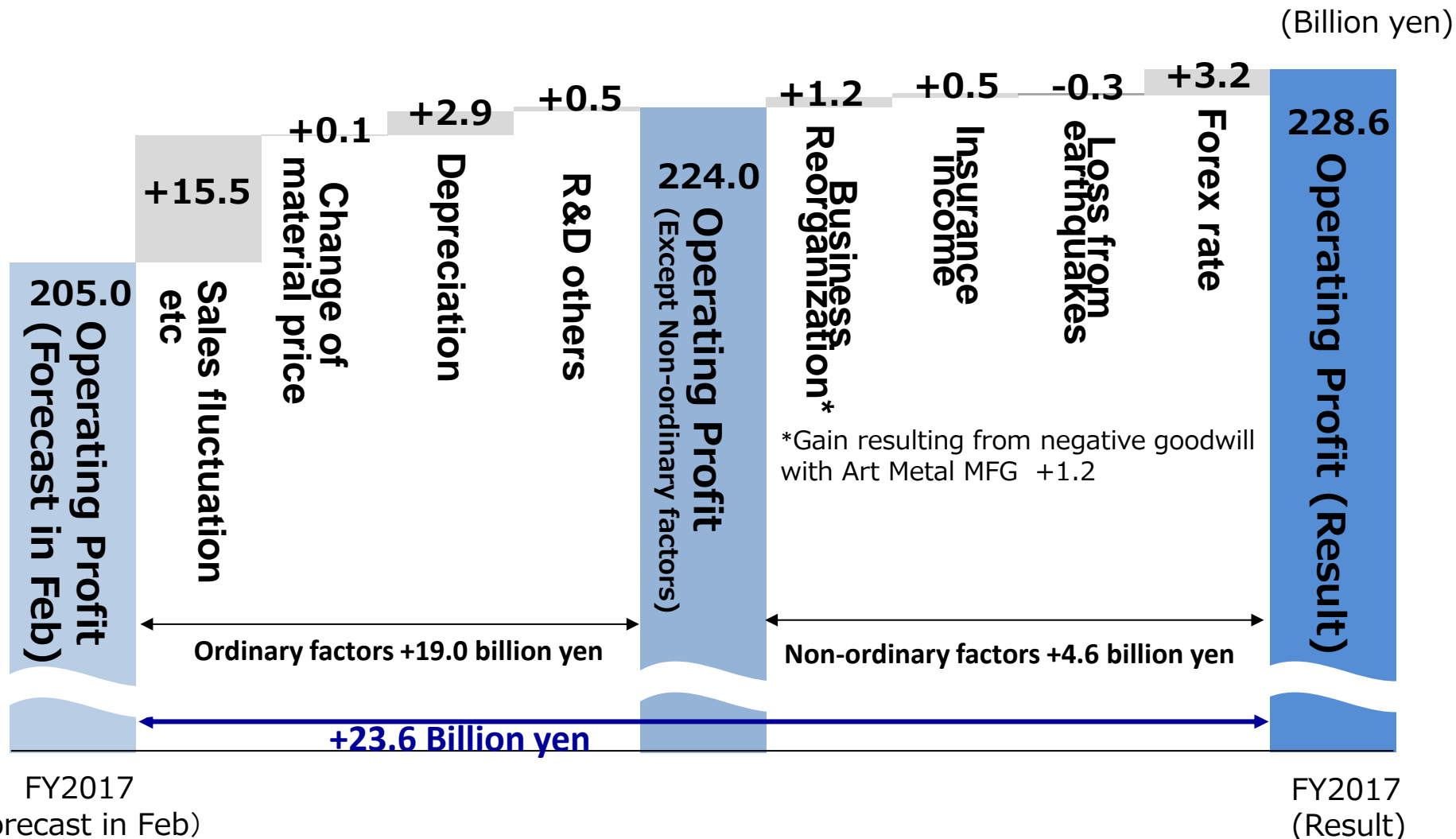
FY2016 / FY2017





# Fluctuations for Operating Profit(FY2017)

FY2017(Feb 2<sup>nd</sup> Forecast) / FY2017(Result)



## **2.Consolidated Operating Forecast (FY2018)**

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# Consolidated Operating Forecast (FY2018)

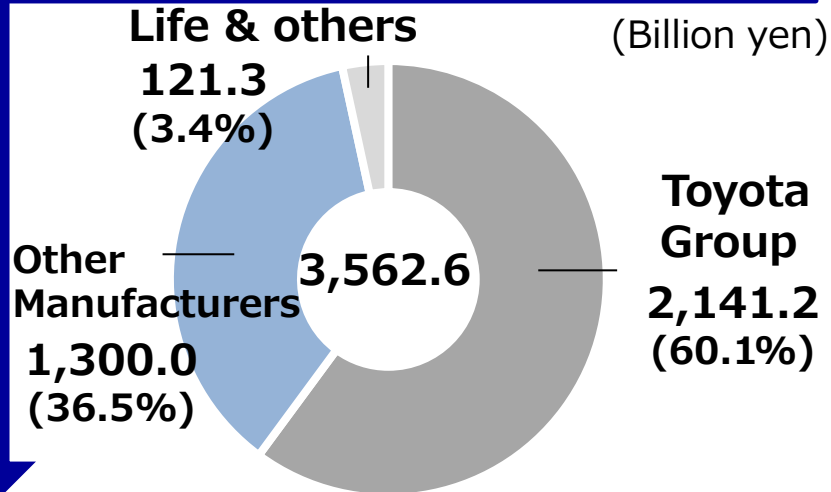


(Billion yen)	FY2017		FY2018		change	
	Results	Rate to sales %	Forecast	Rate to sales %	Amount	%
Revenue	<b>3,562.6</b>	-	<b>3,670.0</b>	-	<b>+107.4</b>	<b>+3.0</b>
Operating Profit	<b>228.6</b>	<b>6.4</b>	<b>230.0</b>	<b>6.3</b>	<b>+1.4</b>	<b>+0.6</b>
Profit before income taxes	<b>237.3</b>	<b>6.7</b>	<b>244.0</b>	<b>6.6</b>	<b>+6.7</b>	<b>+2.8</b>
Profit for the period *	<b>126.6</b>	<b>3.6</b>	<b>116.0</b>	<b>3.2</b>	<b>-10.6</b>	<b>-8.4</b>
EPS	<b>444.46</b> yen	-	<b>415.27</b> yen	-	<b>-29.19</b> yen	<b>-6.6</b>
Pre-conditions	FX Rate	<b>USD 109</b> yen	<b>USD 105</b> yen	<b>-4</b> yen	<b>-3.7</b>	
		<b>CNY 16.1</b> yen	<b>CNY 16.0</b> yen	<b>-0.1</b> yen	<b>-0.6</b>	
	Toyota production (10,000 Unit)	<b>909</b>	<b>889</b>	<b>-20</b>	<b>-2.2</b>	
	AT sales (10,000 Unit)	<b>869</b>	<b>980</b>	<b>+111</b>	<b>+12.7</b>	

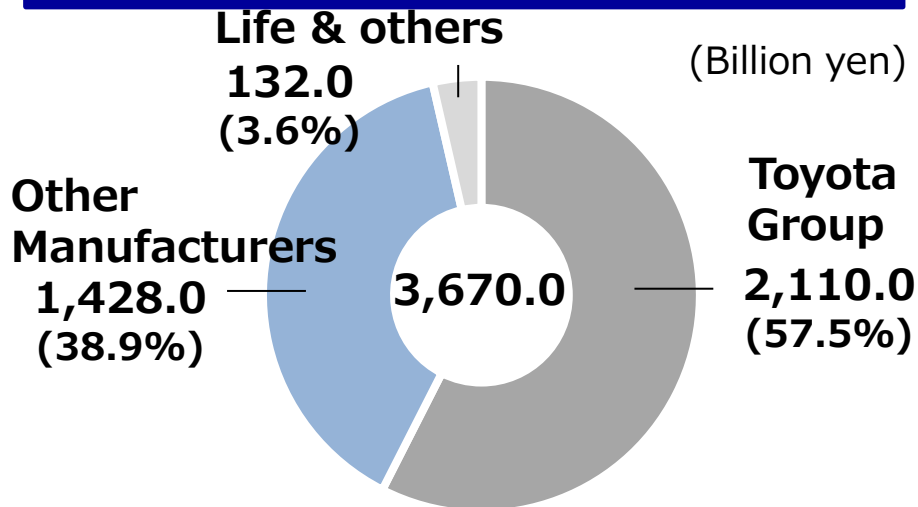
\* Profit for the period attributable to Owners of the parent

# Forecast of Sales by Customer(FY2018)

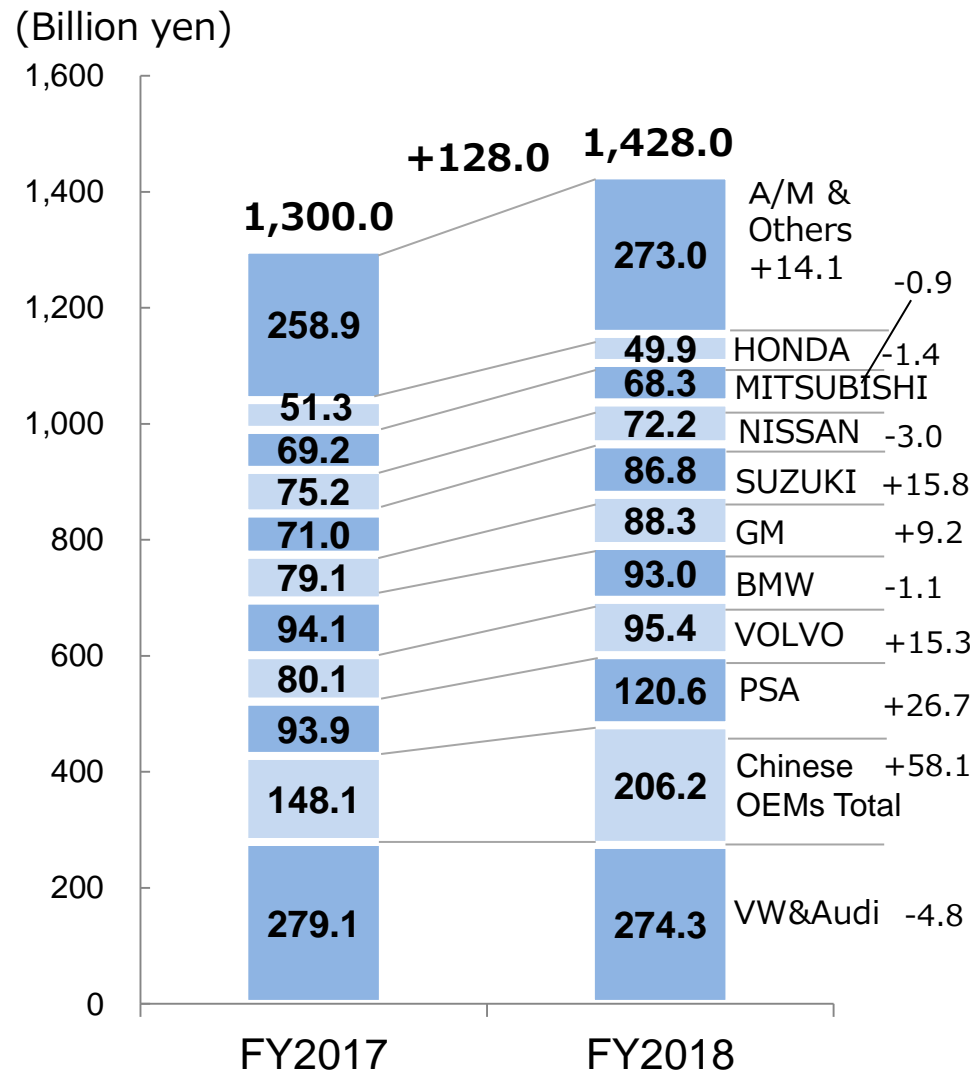
## FY2017 Revenue



## FY2018 Revenue (+ 107.4)

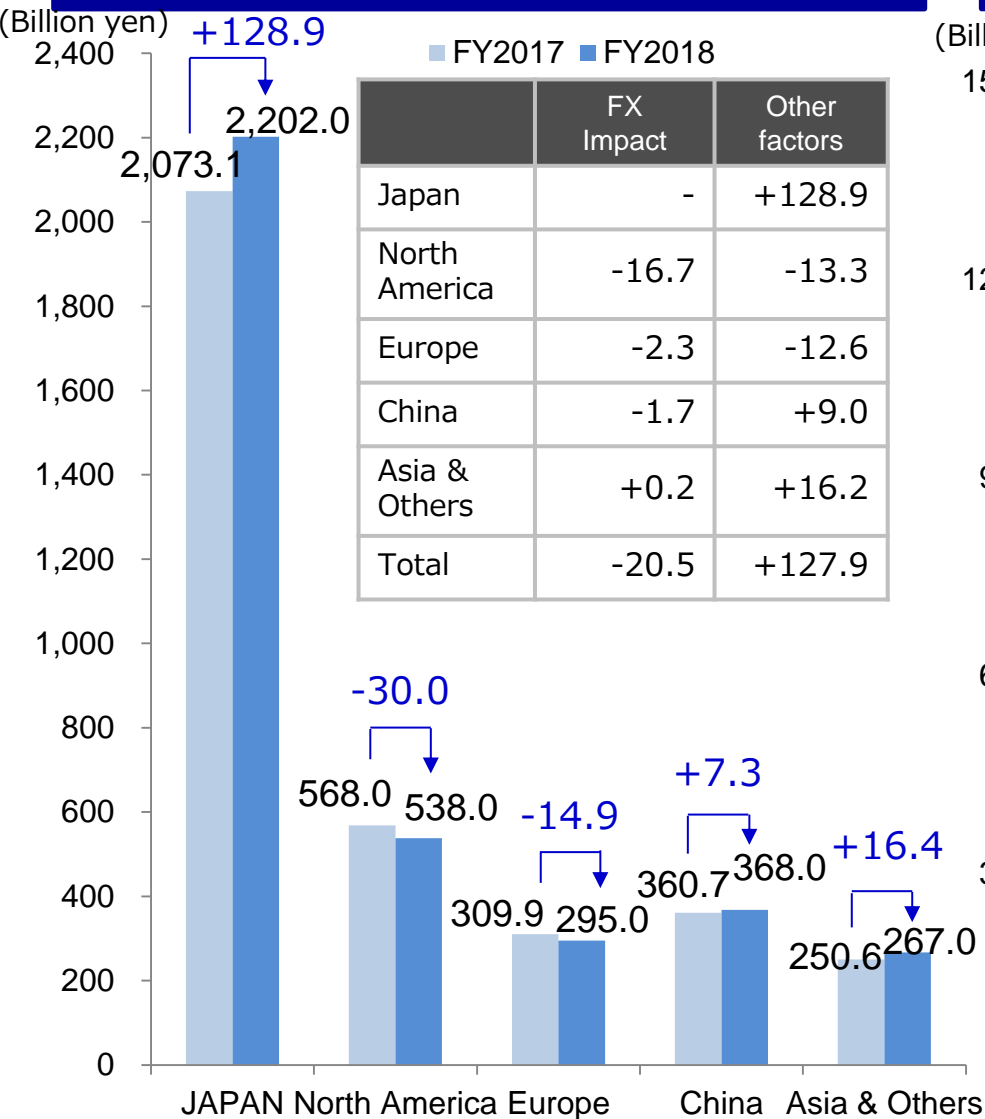


## Other Manufacturers sales breakdown



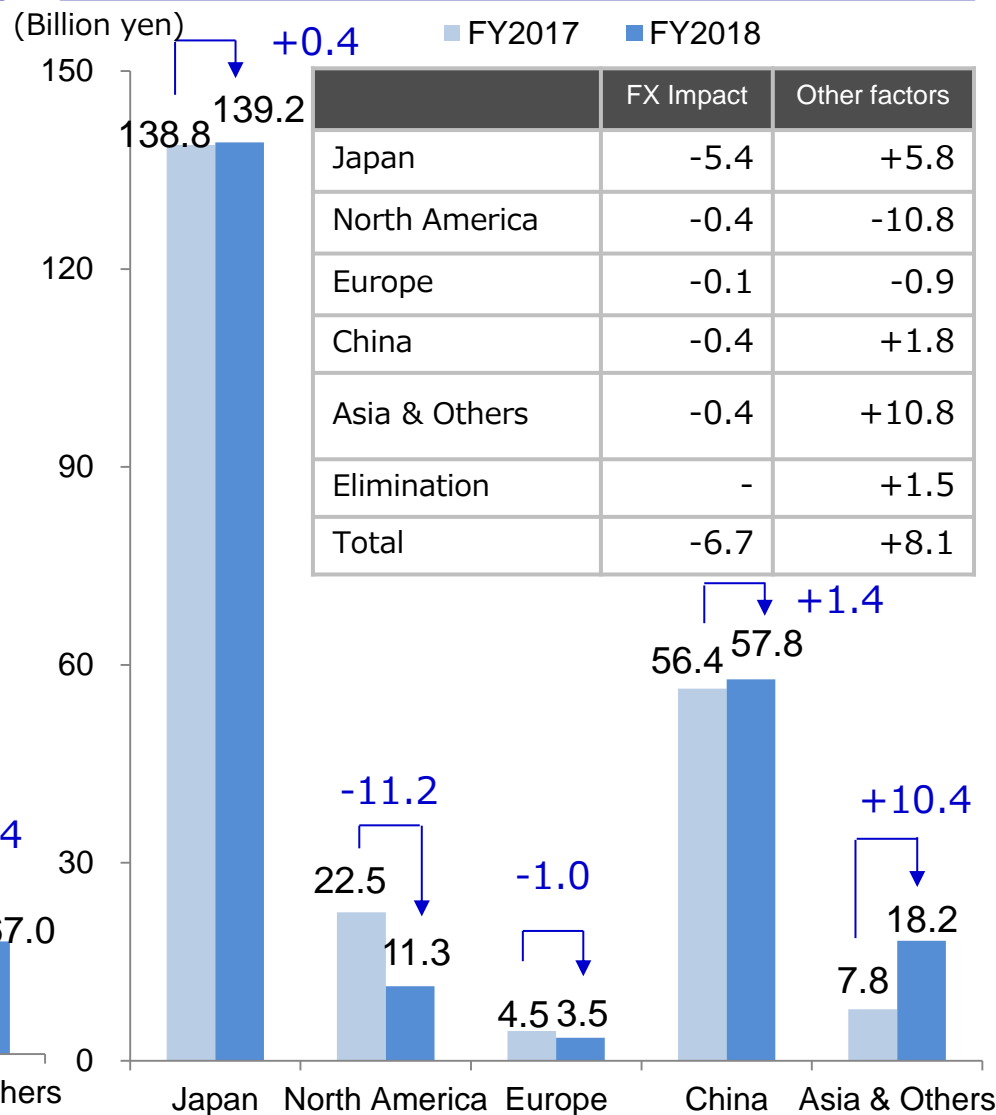
# Forecast of Segment Information(FY2018)

## Revenue (+107.4)



	FX Impact	Other factors
Japan	-	+128.9
North America	-16.7	-13.3
Europe	-2.3	-12.6
China	-1.7	+9.0
Asia & Others	+0.2	+16.2
<b>Total</b>	<b>-20.5</b>	<b>+127.9</b>

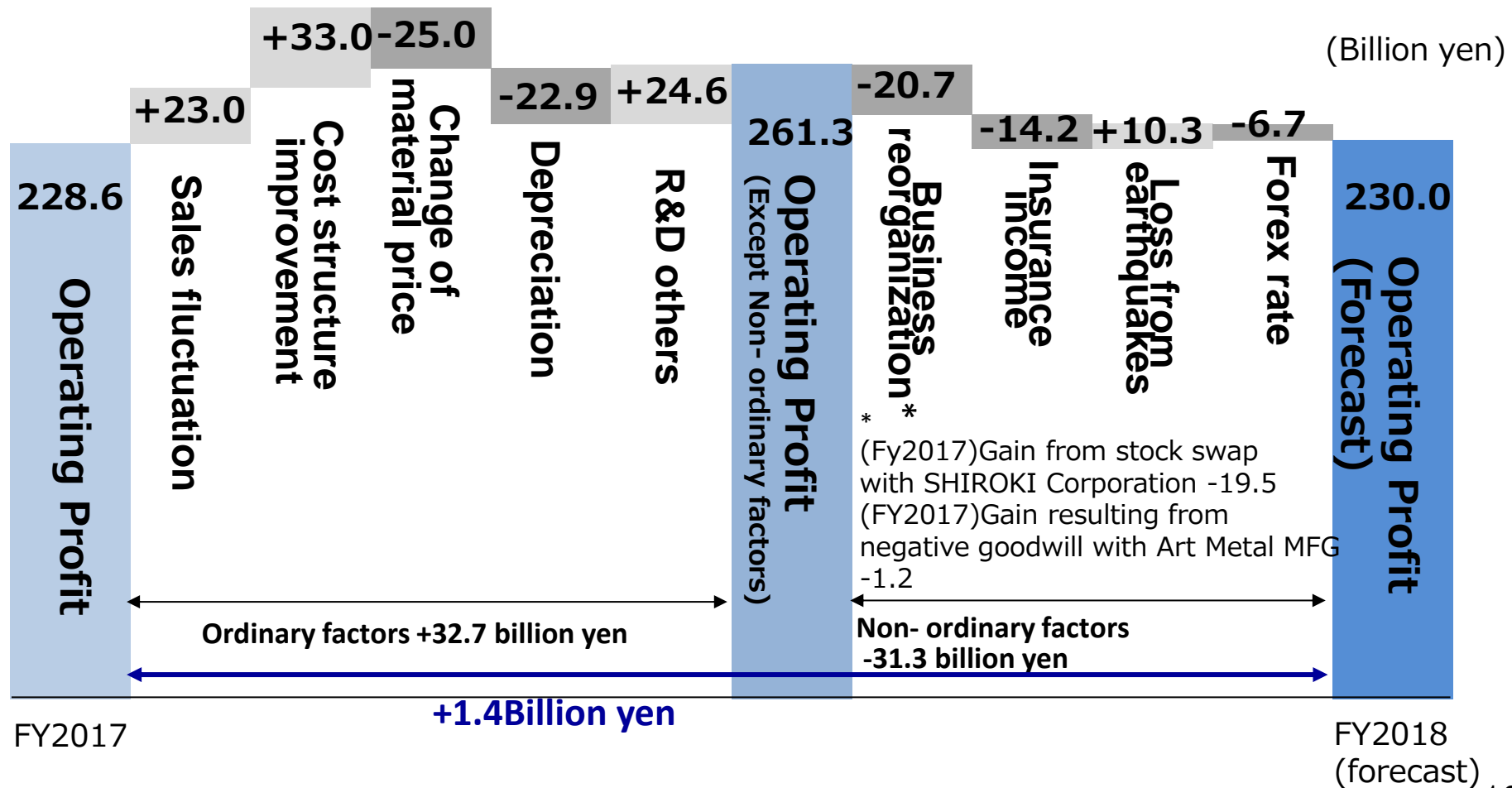
## Operating Profit (+ 1.4)



	FX Impact	Other factors
Japan	-5.4	+5.8
North America	-0.4	-10.8
Europe	-0.1	-0.9
China	-0.4	+1.8
Asia & Others	-0.4	+10.8
Elimination	-	+1.5
<b>Total</b>	<b>-6.7</b>	<b>+8.1</b>

# Forecast of Fluctuations for Operating Profit(FY2018)

FY2017 / FY2018

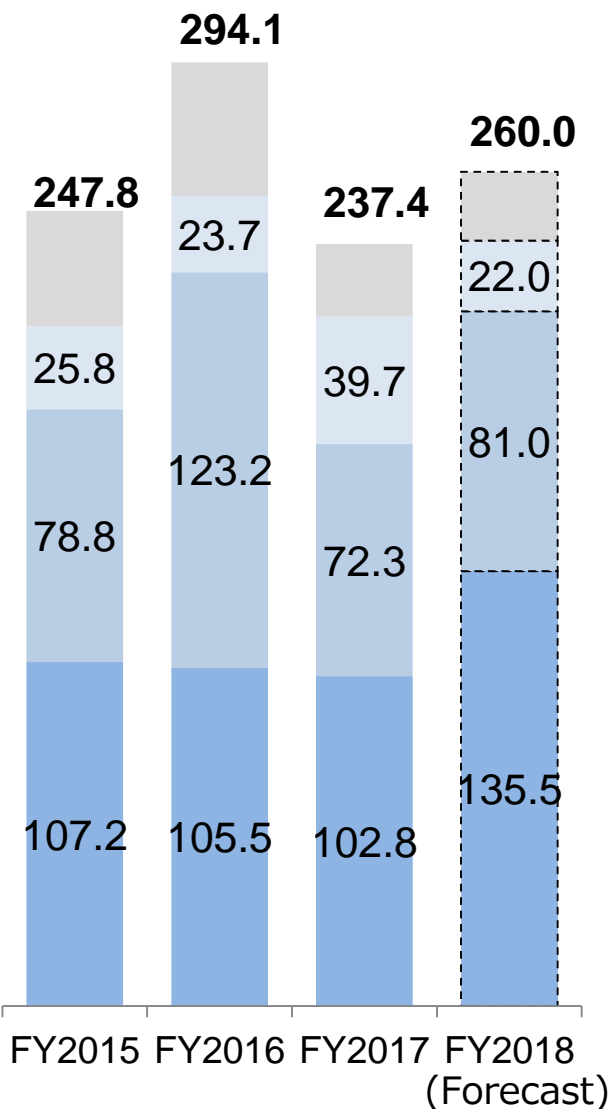


## 3. Reference information

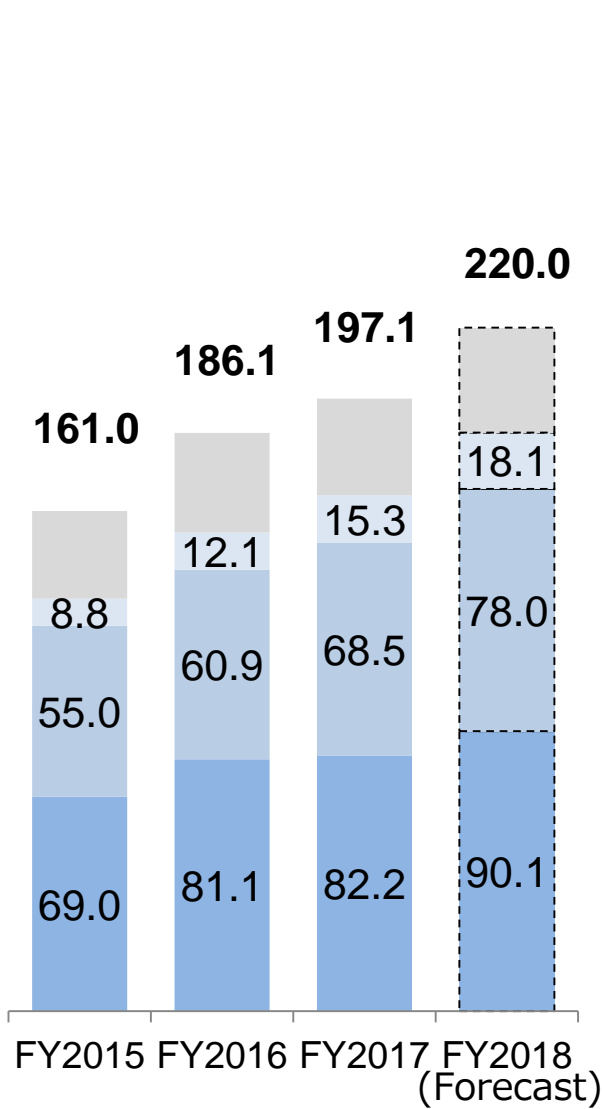
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# Capital Expenditure/Depreciation/ R&D Expenditure

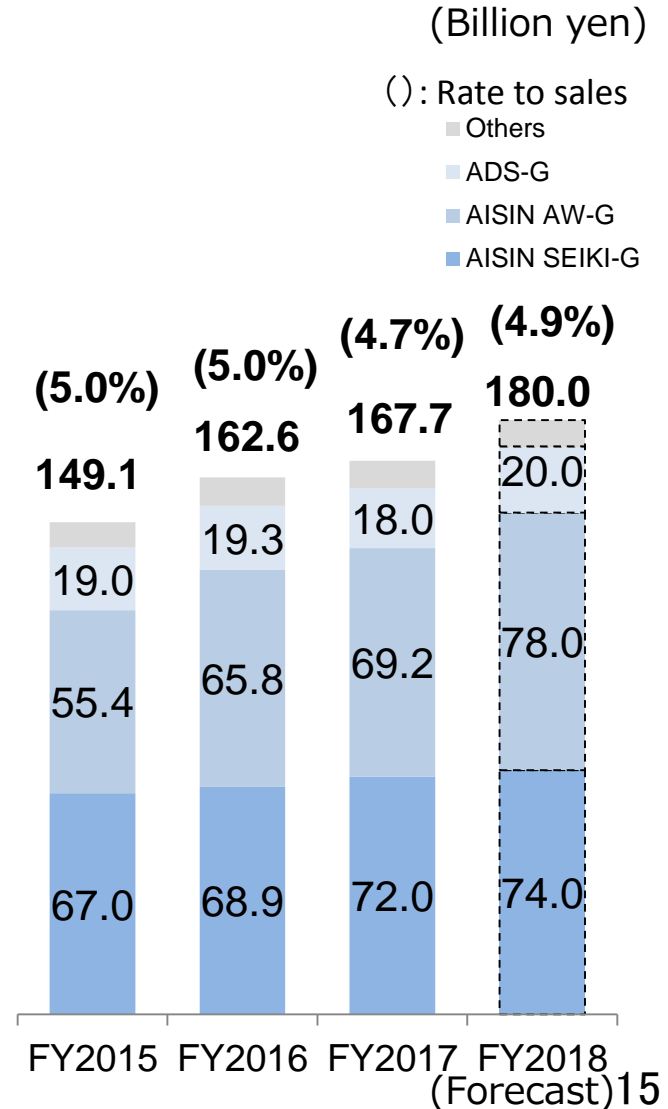
## Capital Expenditure



## Depreciation



## R&D Expenditure





# Toyota car production

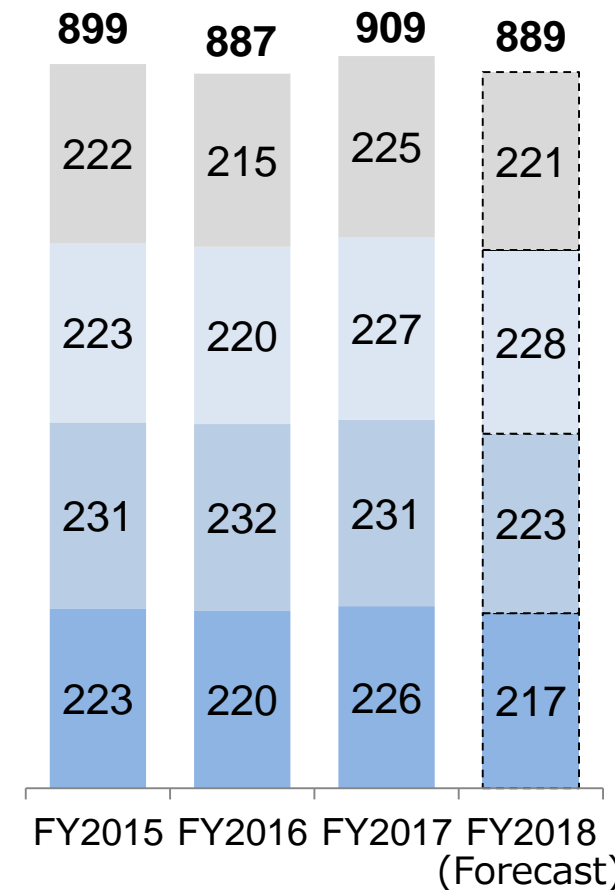
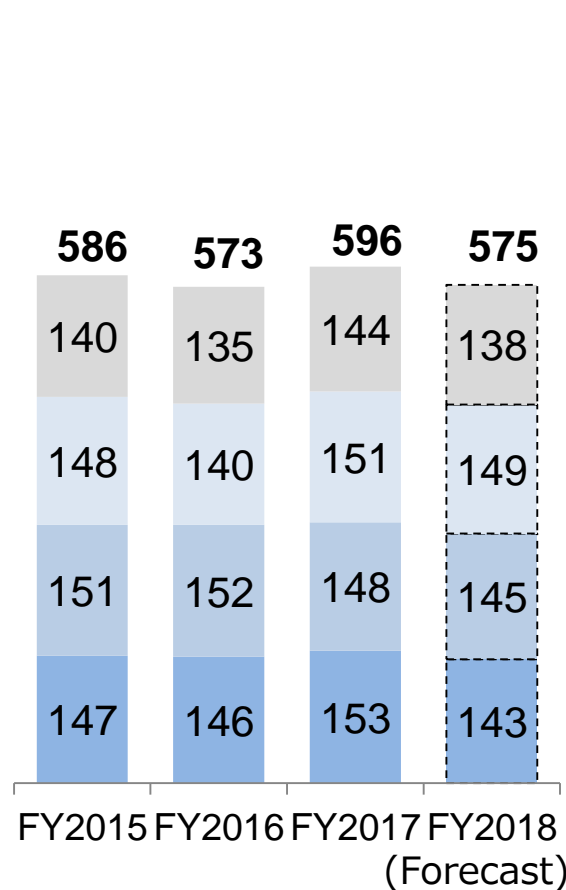
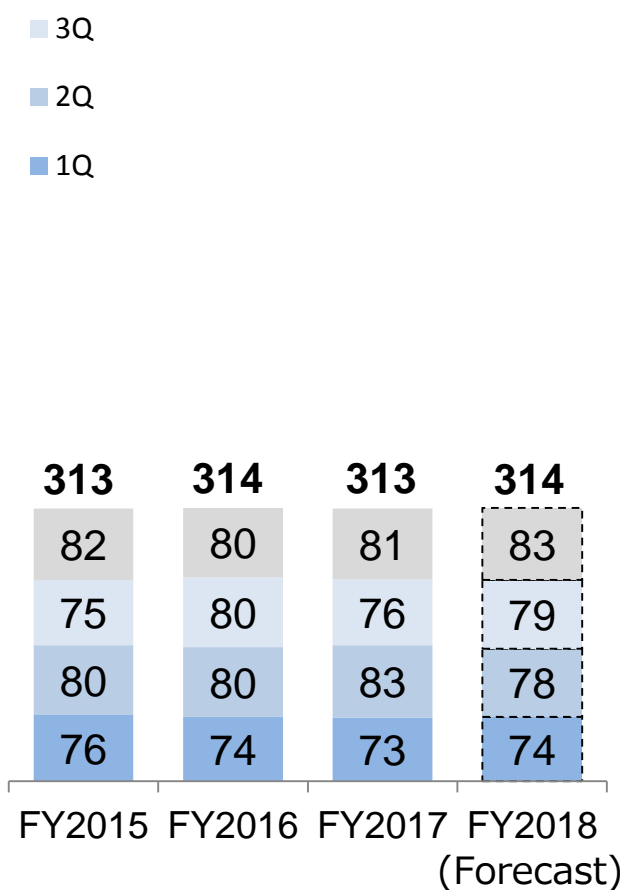
## Toyota Domestic production

## Toyota Oversea production

## Toyota global production

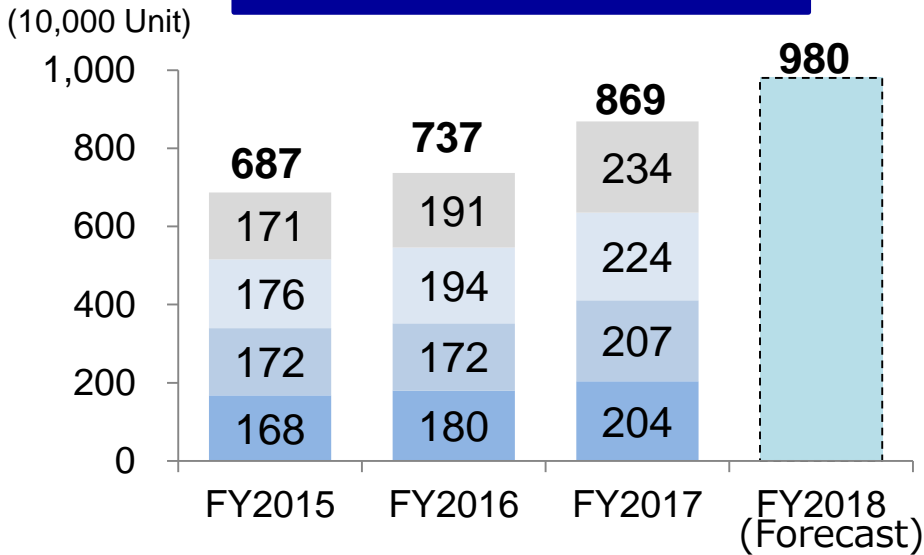
(10,000 Unit)

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

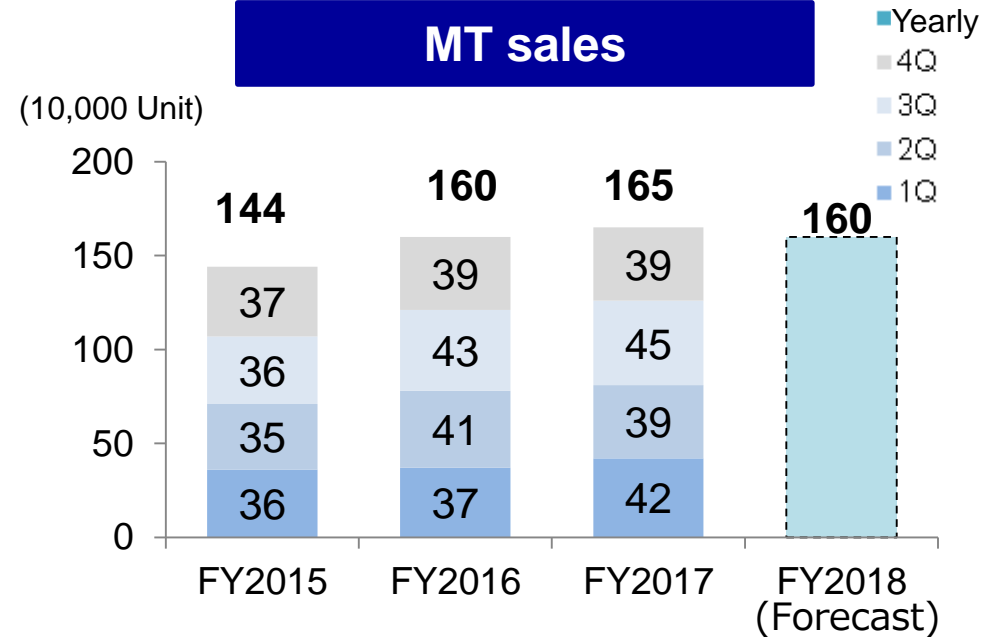


# Sales number

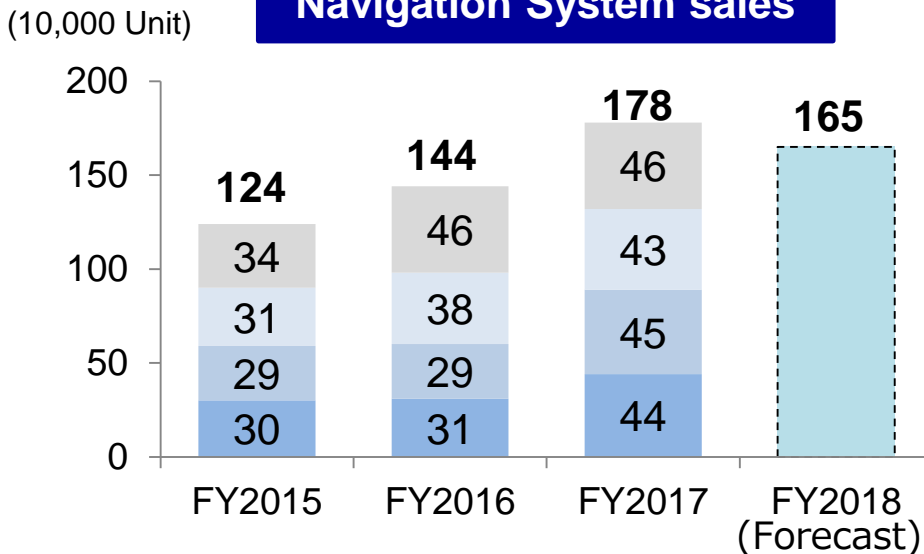
## AT sales



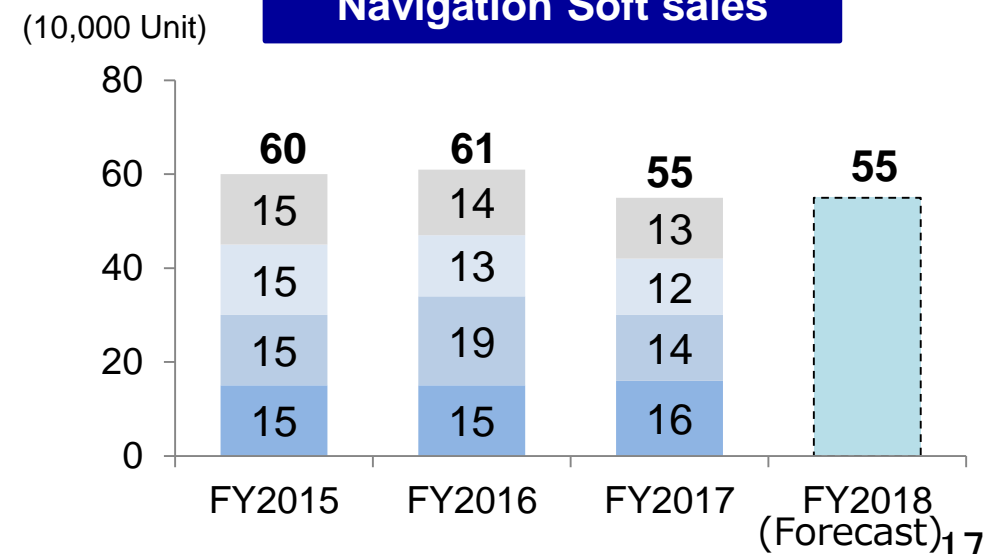
## MT sales



## Navigation System sales

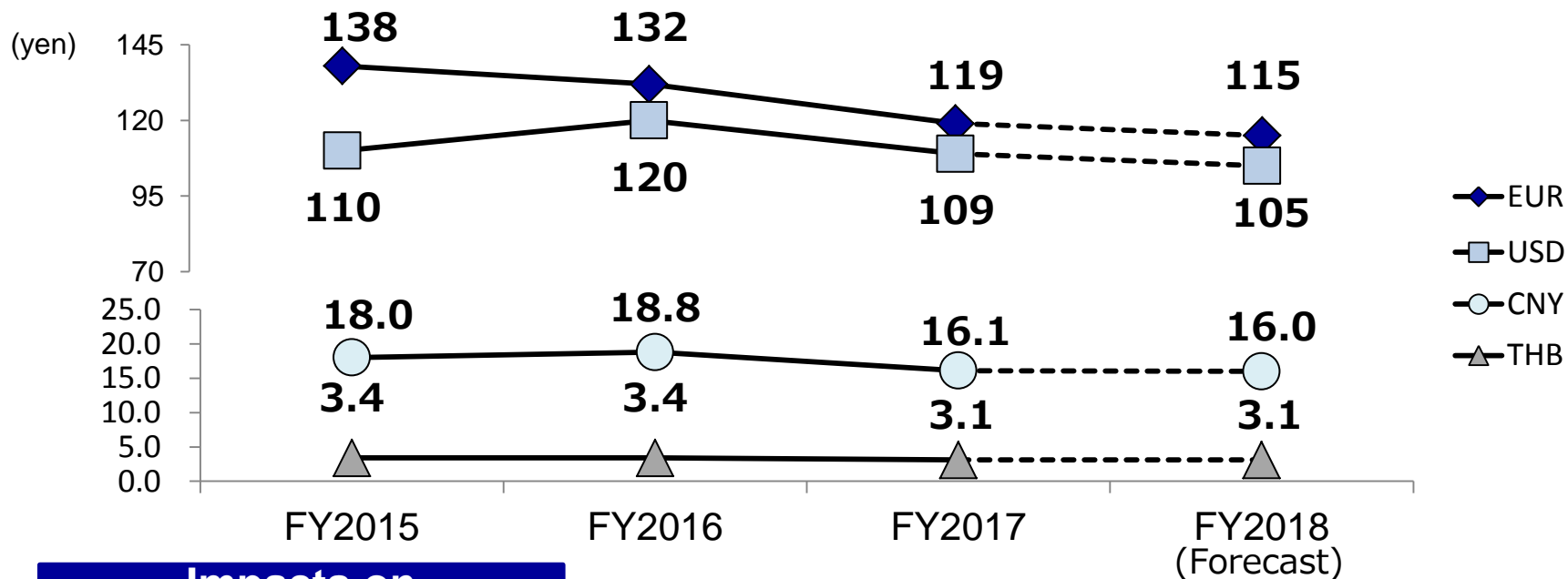


## Navigation Soft sales



# Foreign Currency Exchange Rate

## Foreign Exchange Rate



## Impacts on Operating Profit

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

(Billion yen)

	FY2015	FY2016	FY2017	FY2018(Forecast)
USD	1.46	1.27	1.34	1.19
EUR	0.14	0.13	0.17	0.16
THB *	0.74	0.80	0.81	1.09
CNY *	0.26	0.54	0.79	0.83

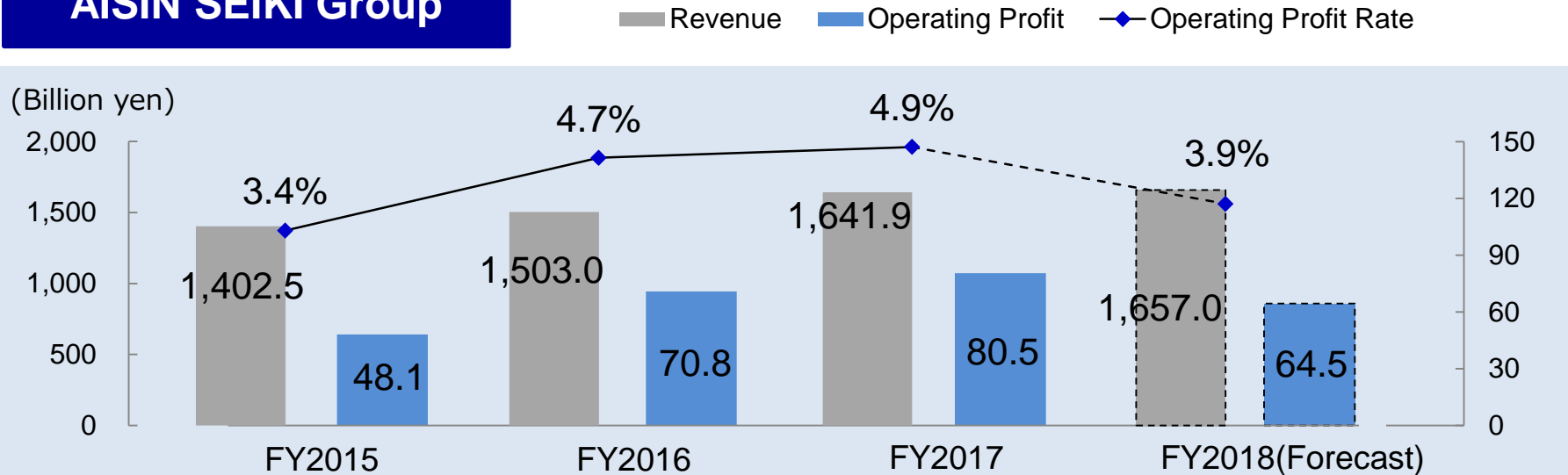
\* Impacts of THB and CNY are per 0.1yen.

# Financial Results of the Main Consolidated Companies I

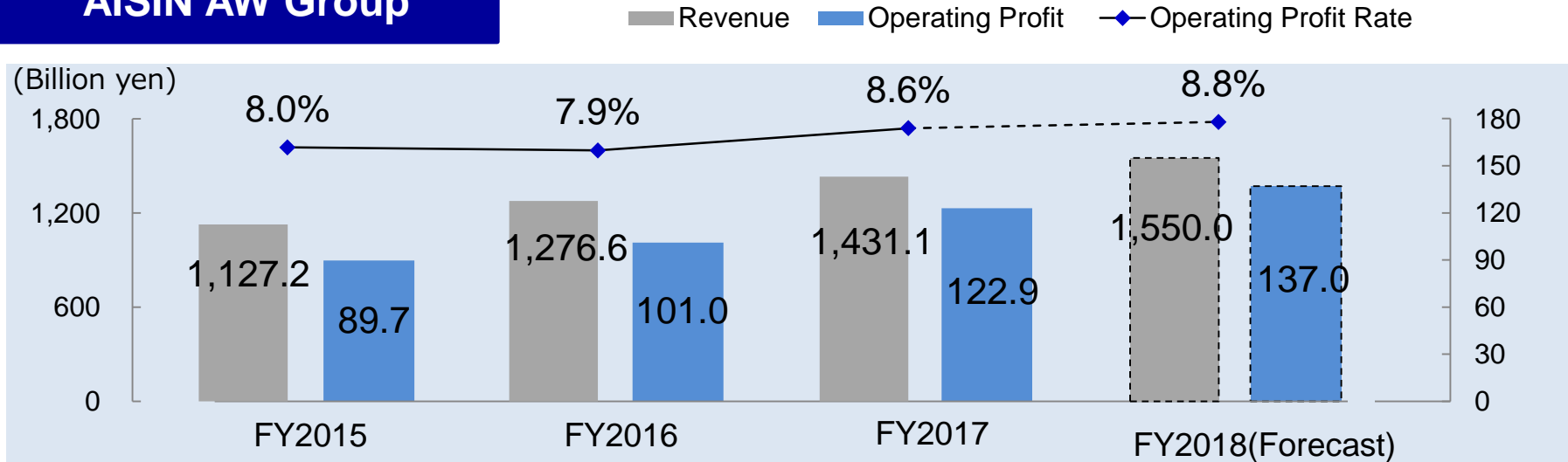
\* The results of FY2015 are based on JGAAP and the result of FY2016 and the forecast FY2017 are based on IFRS.



## AISIN SEIKI Group



## AISIN AW Group



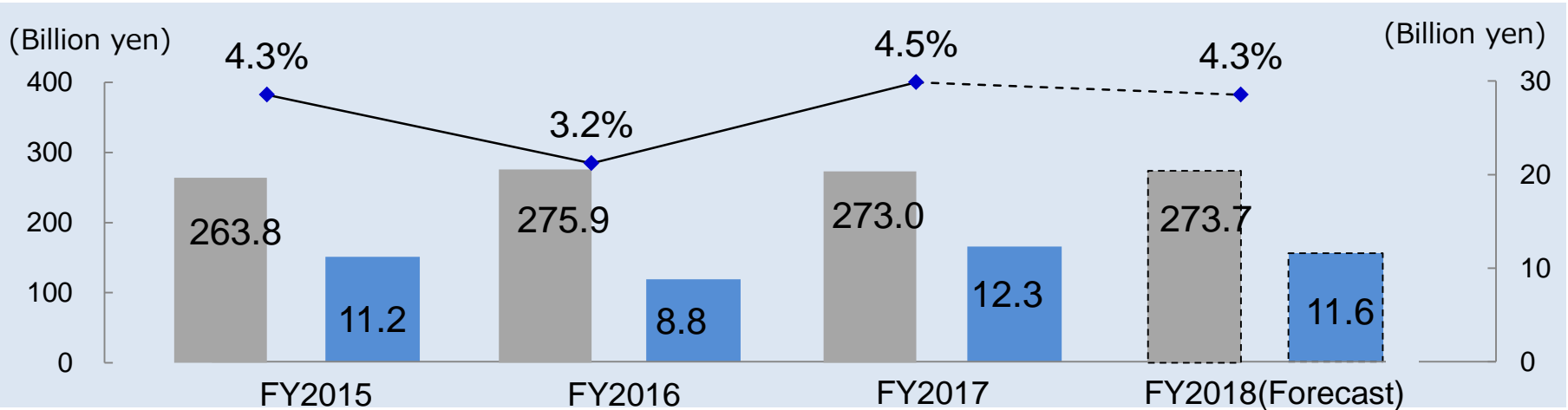
# Financial Results of the Main Consolidated Companies II

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



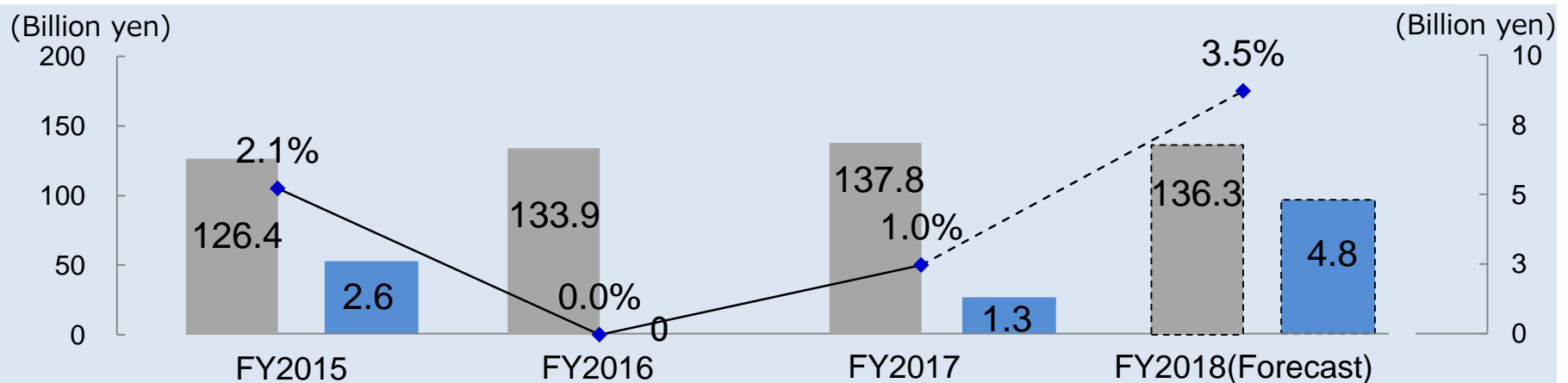
## AISIN Takaoka Group

Revenue Operating Profit Operating Profit Rate



## AISIN AI Group

Revenue Operating Profit Operating Profit Rate



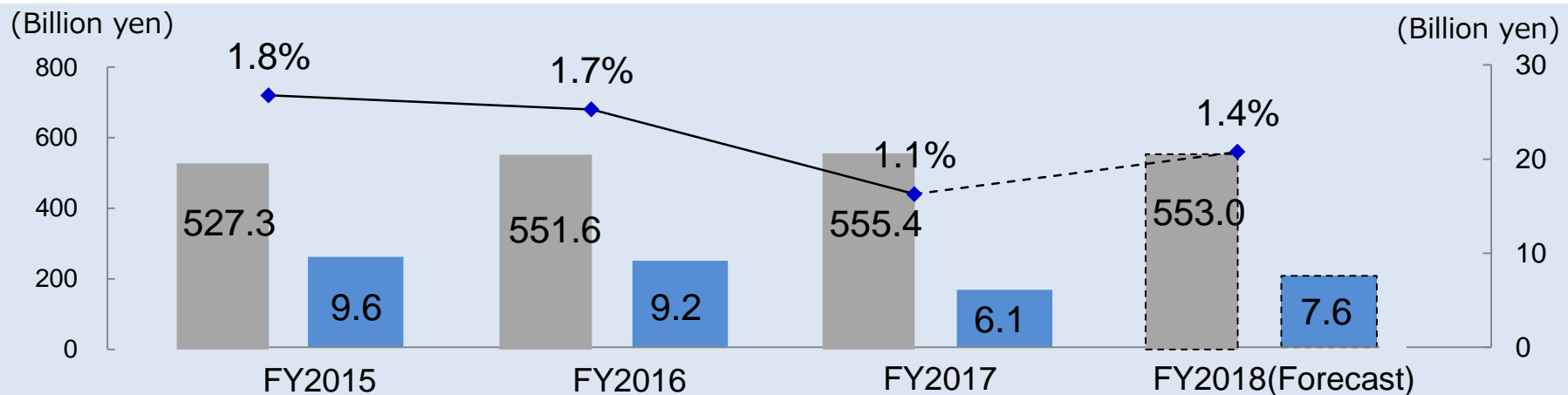
# Financial Results of the Main Consolidated Companies III

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



## ADVICS Group

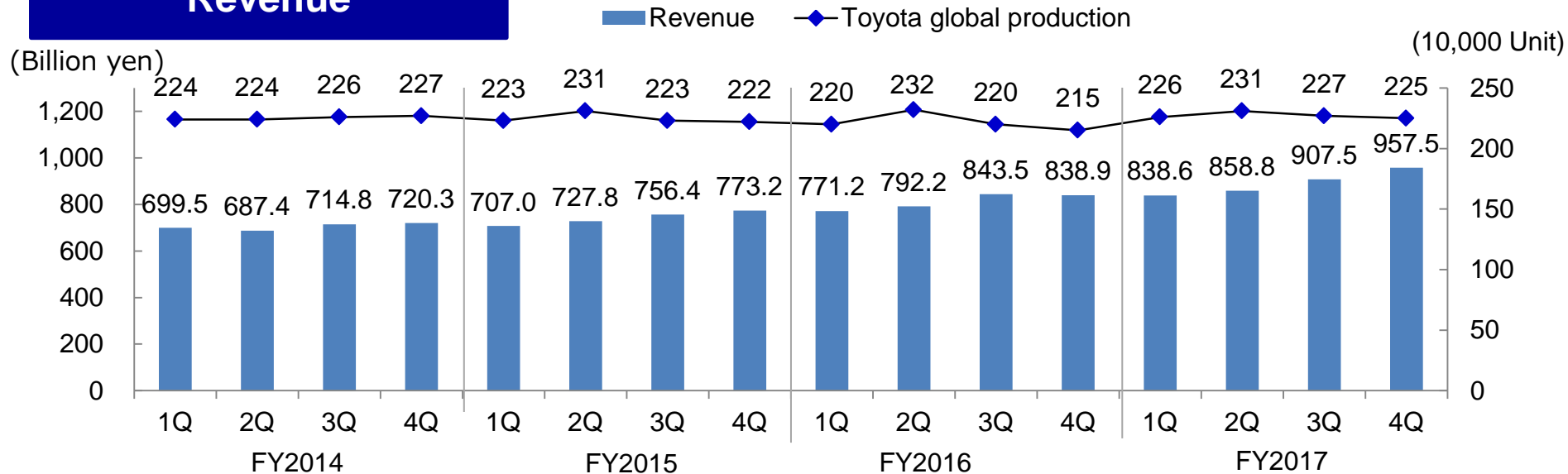
■ Revenue   ■ Operating Profit   ◆ Operating Profit Rate



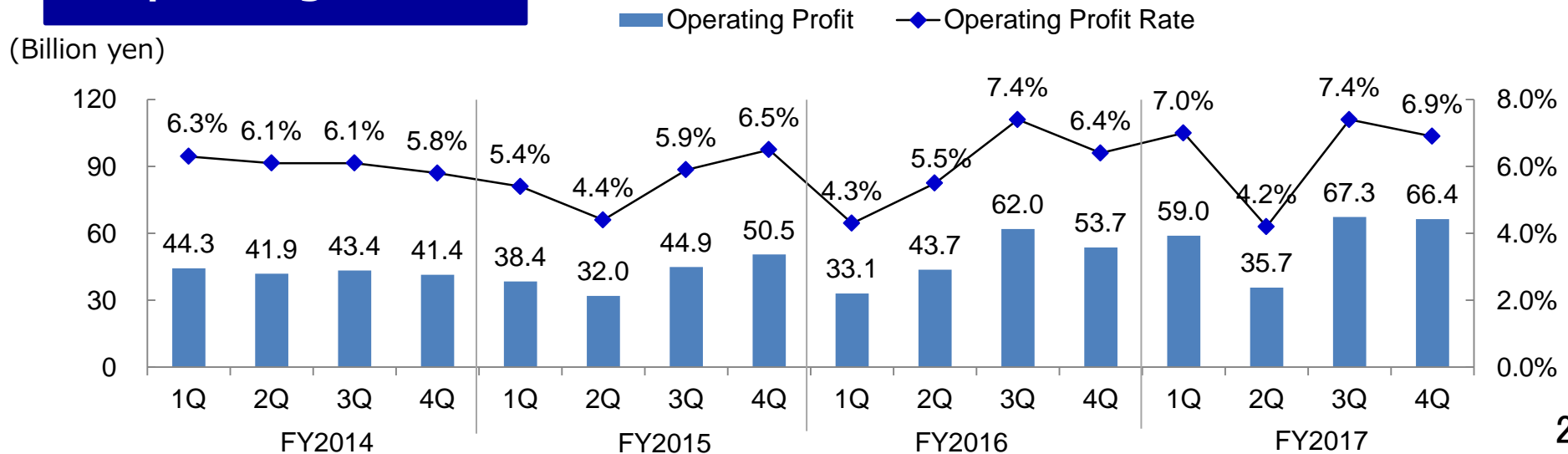
# Quarterly Performance

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

## Revenue



## Operating Profit



# Dividend per Share

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

		FY2013	FY2014	FY2015	FY2016	FY2017	FY2018 (Forecast)
Dividend (yen)	Interim	25	35	45	50	50	–
	Year-end	50	60	50	50	75	–
	Total	75	95	95	100	125	125
Dividend Payout Ratio		27.3%	29.7%	34.6%	28.2%	28.1%	30.1%
Repurchase of Treasury Stock (billion yen)		0	0	0	0	49.0	–
Total return Ratio*		27.3%	29.7%	34.6%	28.2%	66.5%	–

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

