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# **FY2018 1<sup>st</sup> Quarter Consolidated Financial Results**

July 28<sup>th</sup>, 2017

**AISIN SEIKI Co., Ltd.**

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# **1. Consolidated Operating Results (FY2018 1<sup>st</sup> Quarter)**

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# **FY2018 1<sup>st</sup> Quarter Overview of Financial Results**

- 1. Revenue increased compared to last year due to favorable AT and Body parts sales, and the contribution of newly consolidated Art Metal Mfg. Co., Ltd. group.**
- 2. Operating profit decreased , due to the rise in material price and the increase of depreciation cost, in spite of the increase of sales. In addition, we had extraordinary gain from stock swap with SHIROKI Corporation last year.**
- 3. Regarding 1<sup>st</sup> half forecast, revenue and profit are revised upward due to favorable 1Q result and FX rate tendency. With respect to the annual forecast, it's not revised from the original one.**

# Consolidated Operating Results

(FY2018 1<sup>st</sup> Quarter)



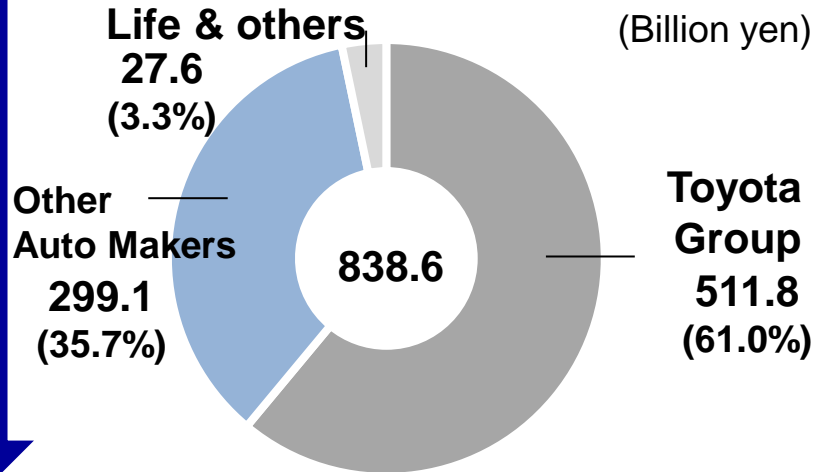
(Billion yen)	FY2017 1Q		FY2018 1Q		Change	
	Results	Rate to sales %	Results	Rate to sales %	Amount	%
Revenue	838.6	-	917.0	-	+78.4	+9.3
Operating Profit	59.0	7.0	53.5	5.8	-5.5	-9.3
Profit before income taxes	56.9	6.8	60.0	6.6	+3.1	+5.6
Profit for the period *	41.7	5.0	31.4	3.4	-10.3	-24.6
EPS	144.58 yen	-	112.82 yen	-	-31.76 yen	-22.0

Pre-conditions	FX Rate	USD 108 yen	USD 111 yen	+3 yen	+2.8
		CNY 16.5 yen	CNY 16.2 yen	-0.3 yen	-1.8
	Toyota production (10,000 Unit)	226	217	-9	-4.0
	AT sales (10,000 Unit)	204	233	+29	+14.2

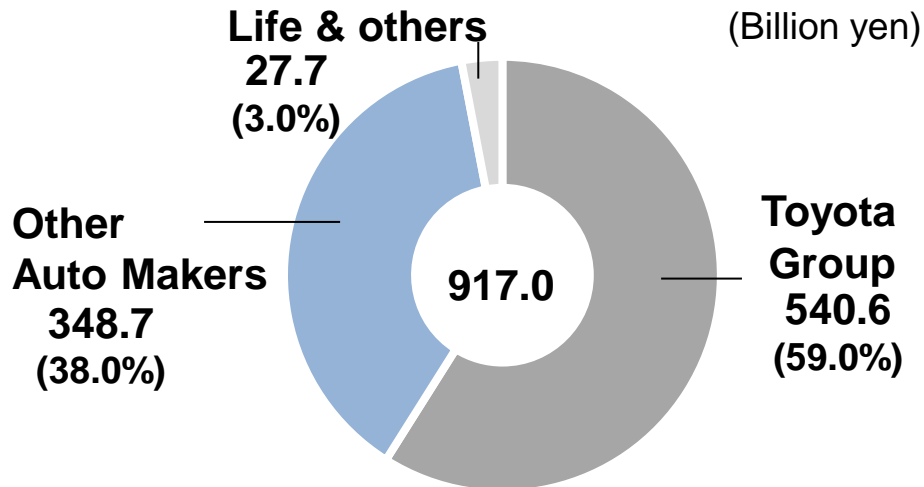
\* Profit for the period attributable to Owners of the parent

# Sales by Customer (FY2018 1st Quarter)

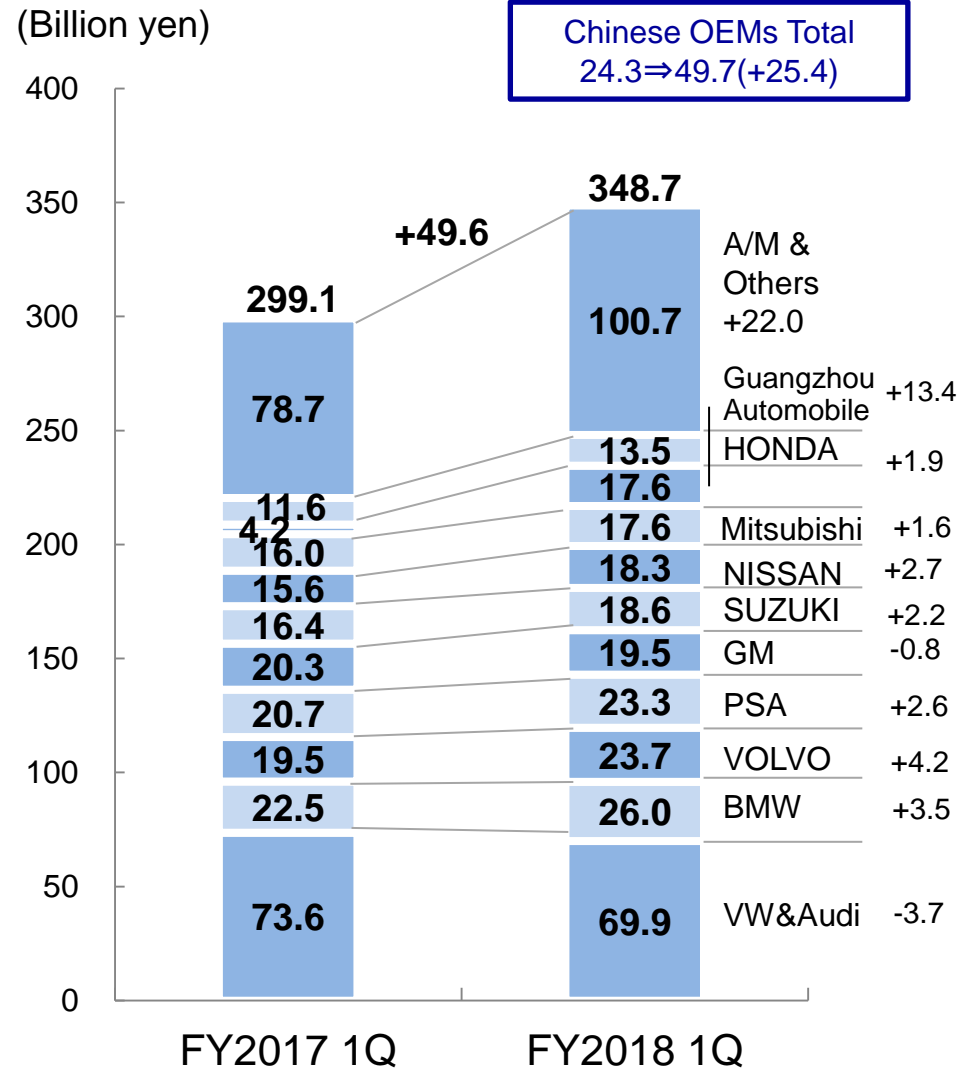
## FY2017 1st Quarter Revenue



## FY2018 1st Quarter Revenue (+ 78.4)

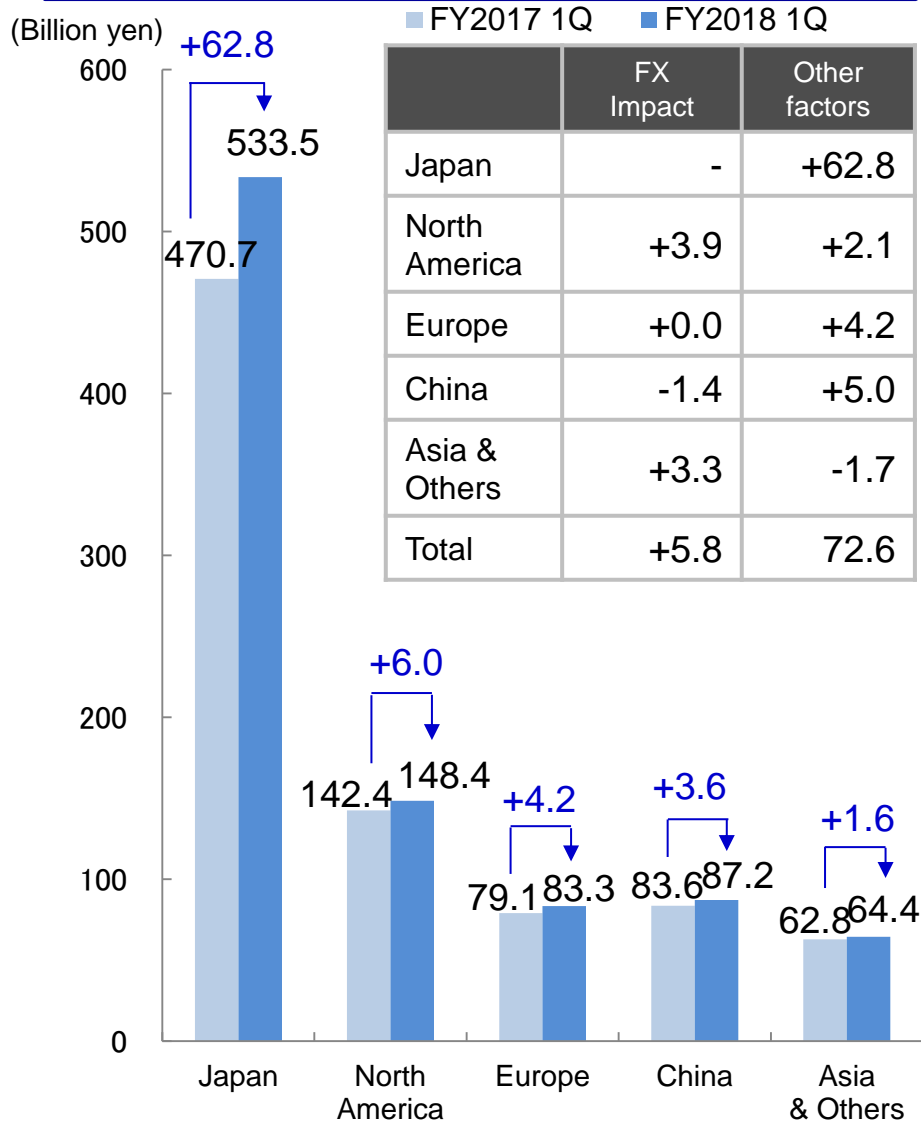


## Other Auto Makers sales breakdown

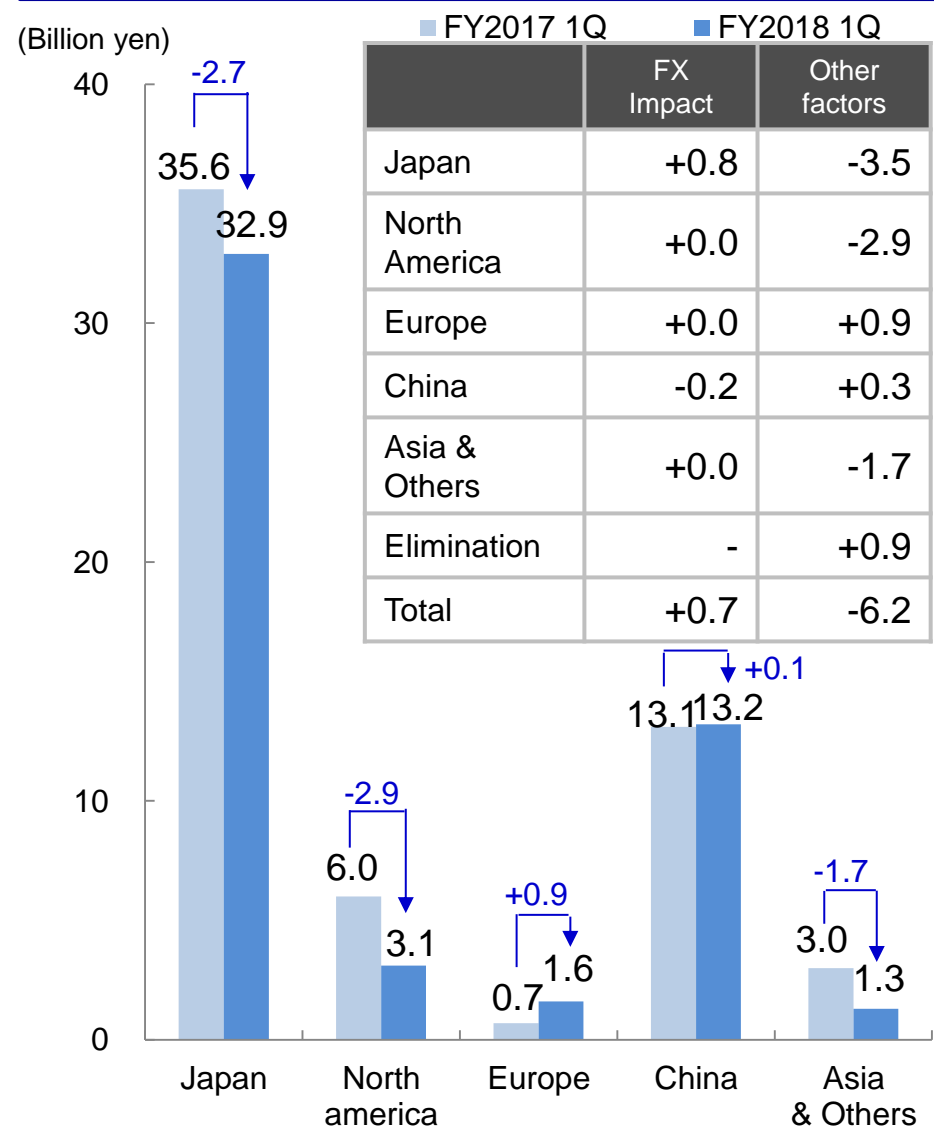


# Segment Information (FY2018 1<sup>st</sup> Quarter)

## Revenue (+ 78.4)



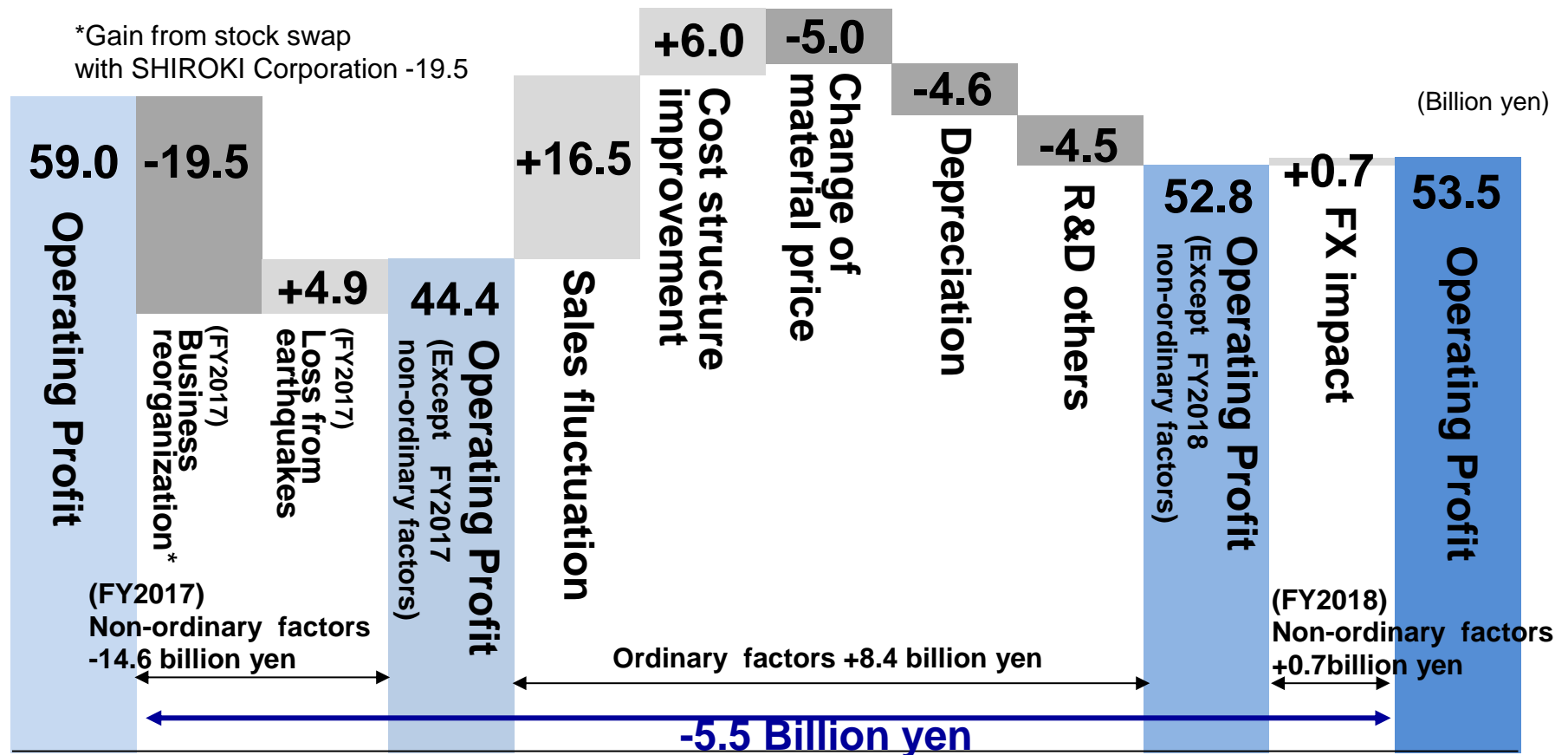
## Operating Profit (- 5.5)



# Fluctuations for Operating Profit

(FY2018 1st Quarter)

FY2017 1Q / FY2018 1Q



FY2017 1Q

FY2018 1Q



## **2.Consolidated Operating Forecast (FY2018 2<sup>nd</sup> Quarter- 6 months)**

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# Consolidated Operating Forecast

(FY2018 2<sup>nd</sup> Quarter- 6 months)



(Billion yen)	FY2017 2Q		FY2018 2Q		Change		FY2018 2Q	
	Results	Rate to sales %	Forecast	Rate to sales %	Amount	%	Disclosed on Apr 28th	Rate to sales %
Revenue	1,697.5	-	1,840.0	-	+142.5	+8.4	1,780.0	-
Operating Profit	94.8	5.6	103.0	5.6	+8.2	+8.6	96.0	5.4
Profit before income taxes	90.7	5.3	110.0	6.0	+19.3	+21.2	103.0	5.8
Profit for the period *	54.7	3.2	54.0	2.9	-0.7	-1.4	48.0	2.7
EPS	190.06 yen	-	193.65 yen	-	+3.59 yen	+1.9	171.83 yen	-

Pre-conditions	FX Rate	USD 105 yen	USD 111 yen	+6 yen	+5.7	USD 105 yen
		CNY 15.9 yen	CNY 16.2 yen	+0.3 yen	+1.9	CNY 16.0 yen
	Toyota production (10,000 Unit)	457	439	-18	-3.9	440
	AT sales (10,000 Unit)	411	475	+64	+15.5	477

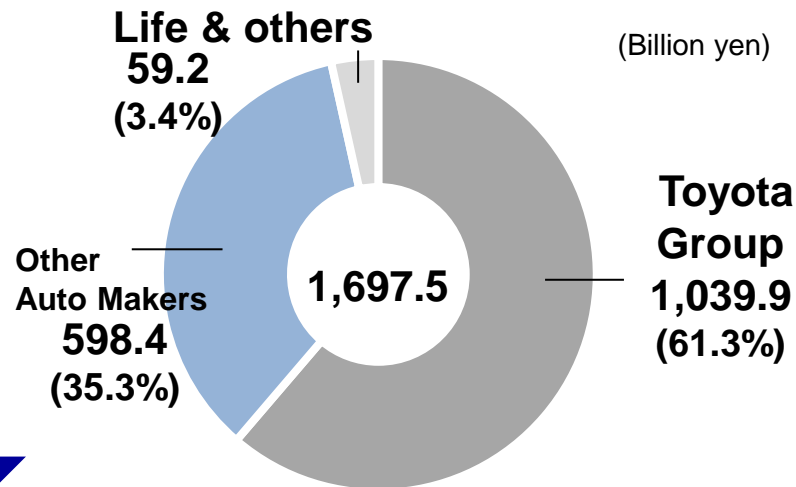
\* Profit for the period attributable to Owners of the parent

# Forecast of Sales by Customer

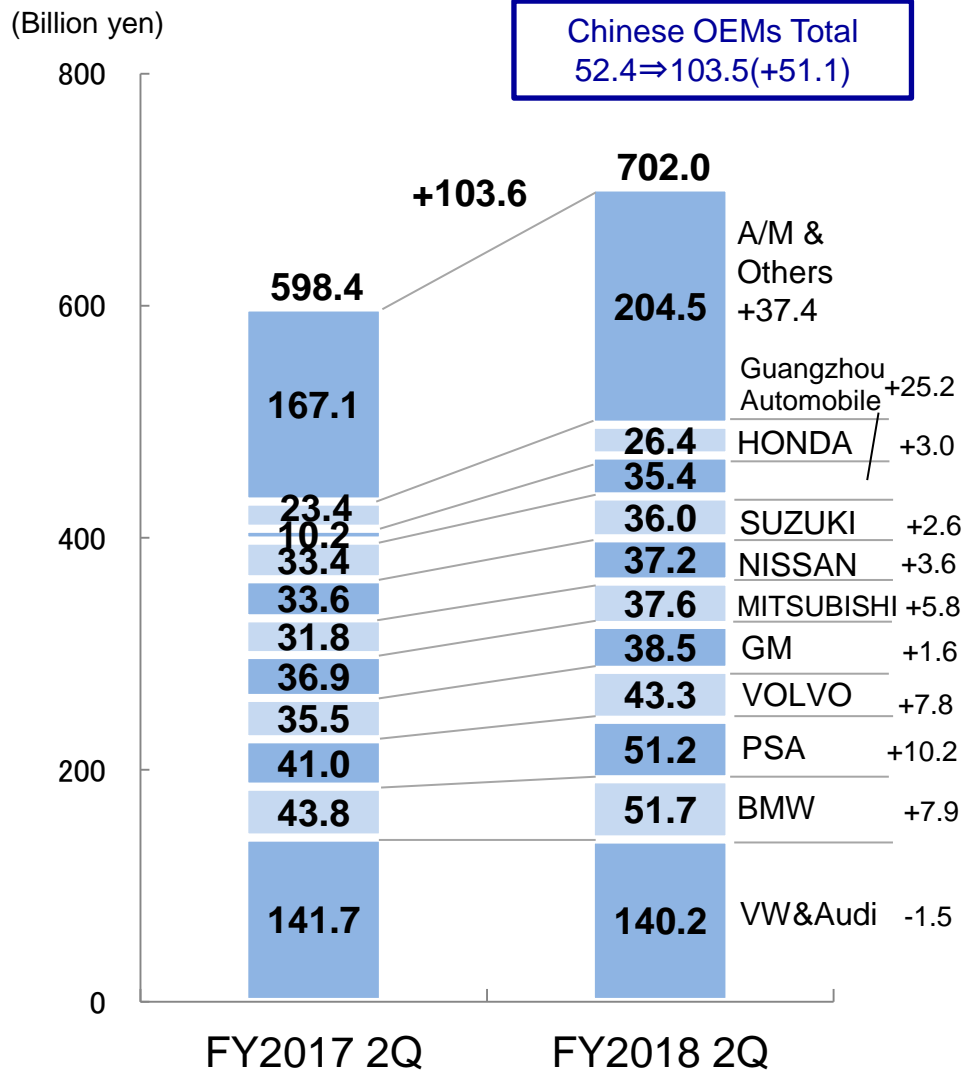
(FY2018 2<sup>nd</sup> Quarter- 6 months)



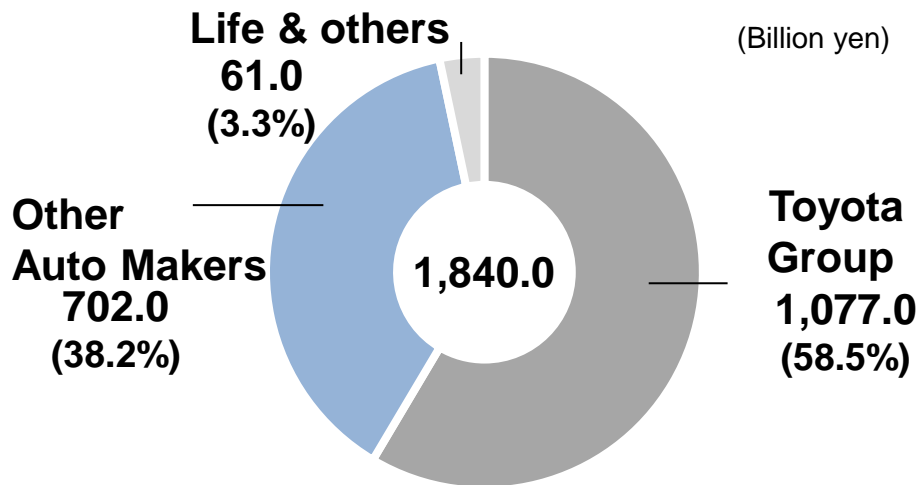
## FY2017 2Q Revenue



## Other Auto Makers sales breakdown



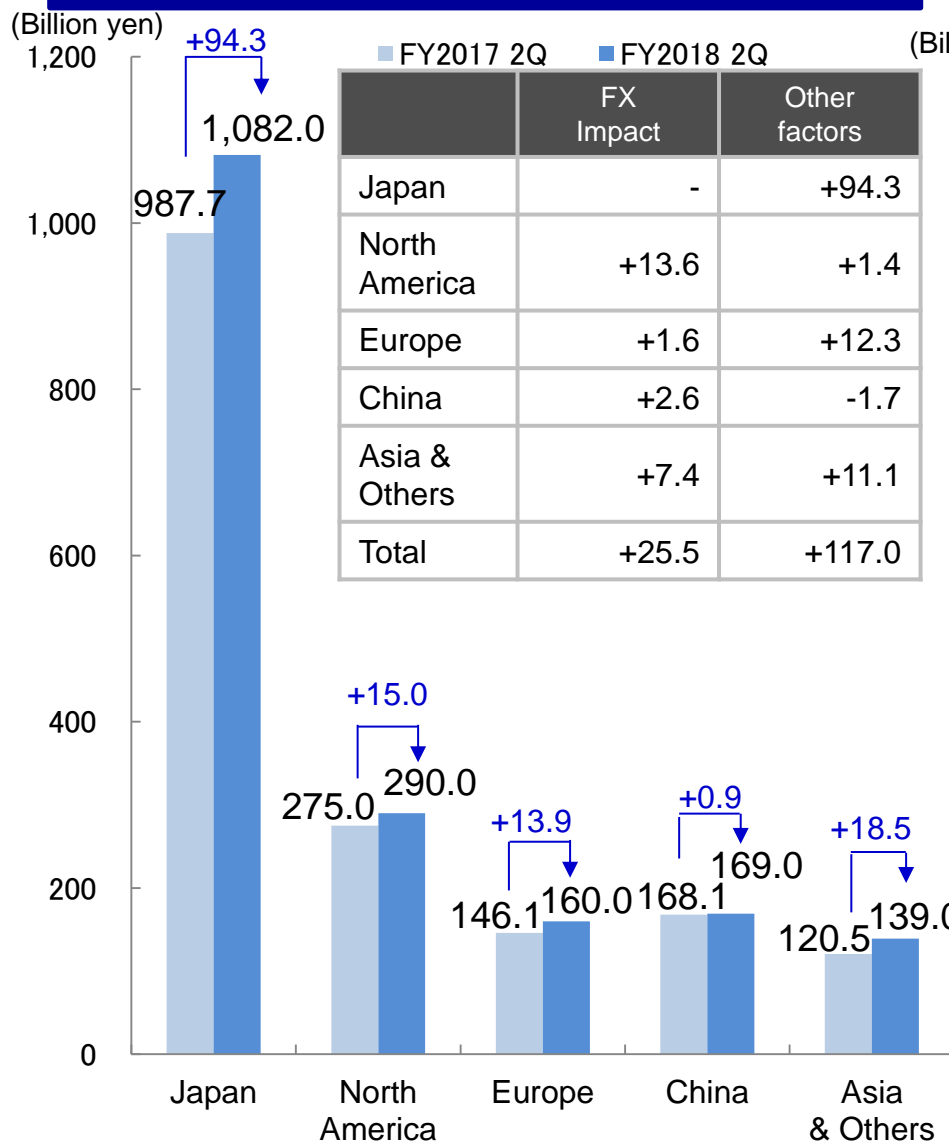
## FY2018 2Q Revenue (+ 142.5)



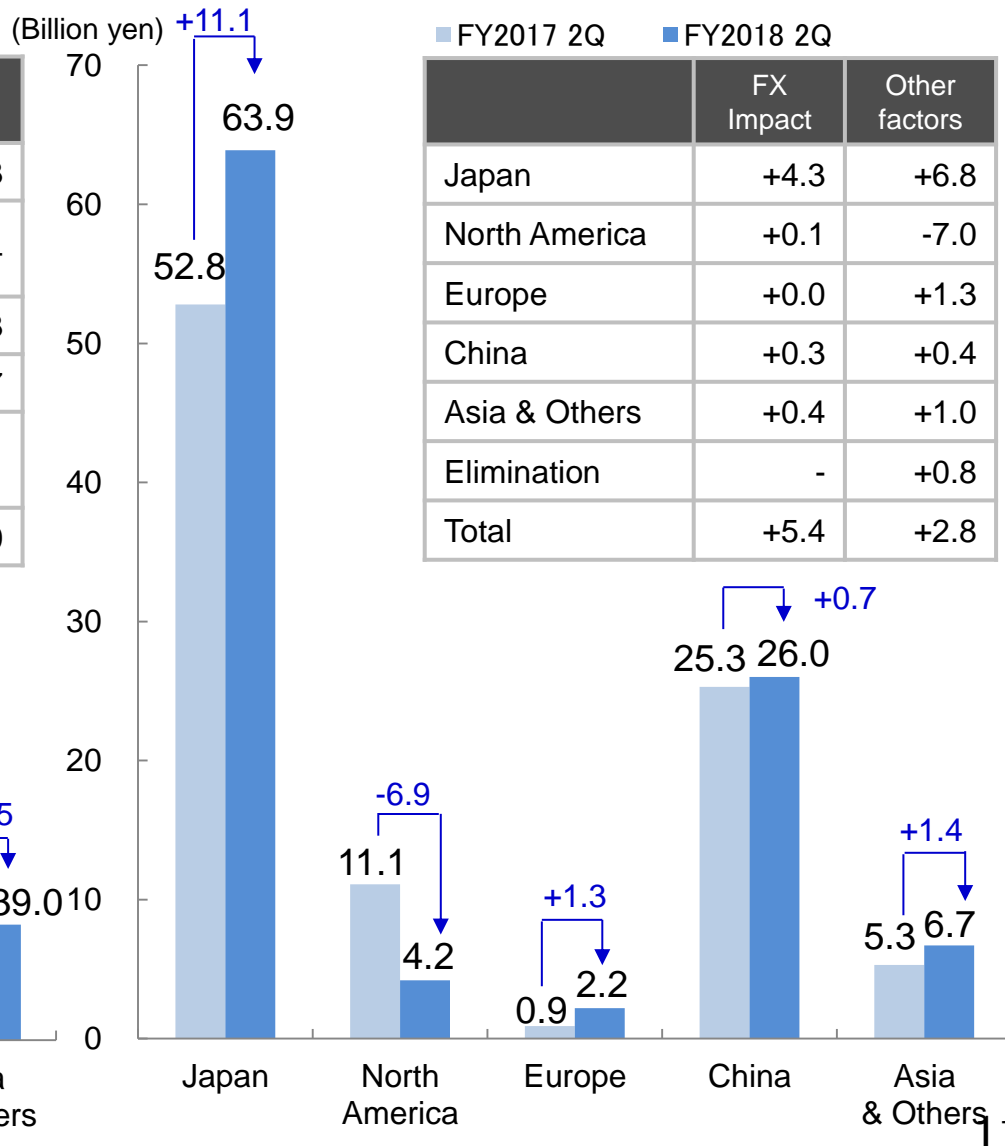
# Forecast of Segment Information

(FY2018 2<sup>nd</sup> Quarter- 6 months)

## Revenue (+142.5)



## Operating Profit (+ 8.2)

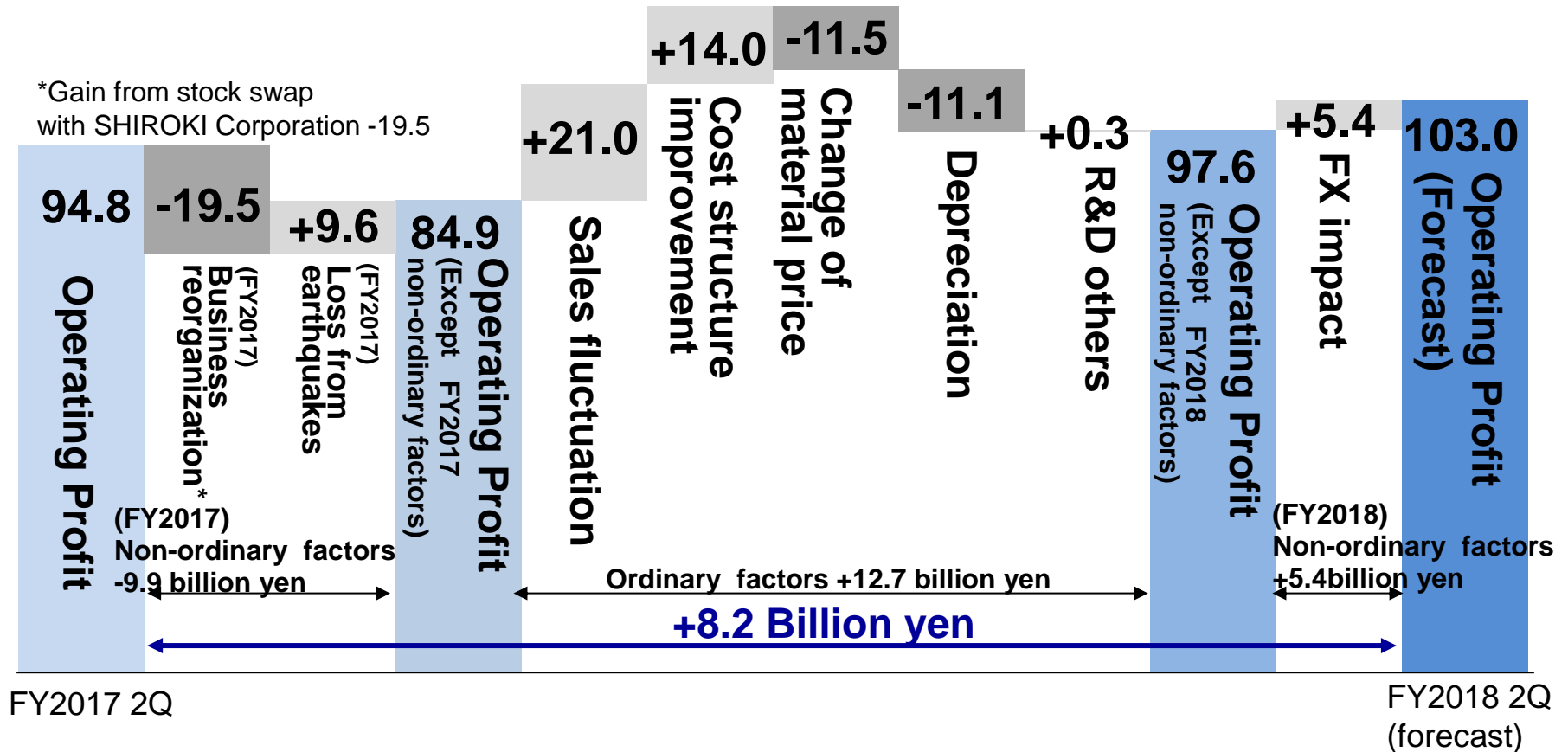


# Forecast of Fluctuations for Operating Profit

(FY2018 2<sup>nd</sup> Quarter- 6 months)

FY2017 2Q / FY2018 2Q (Forecast)

(Billion yen)

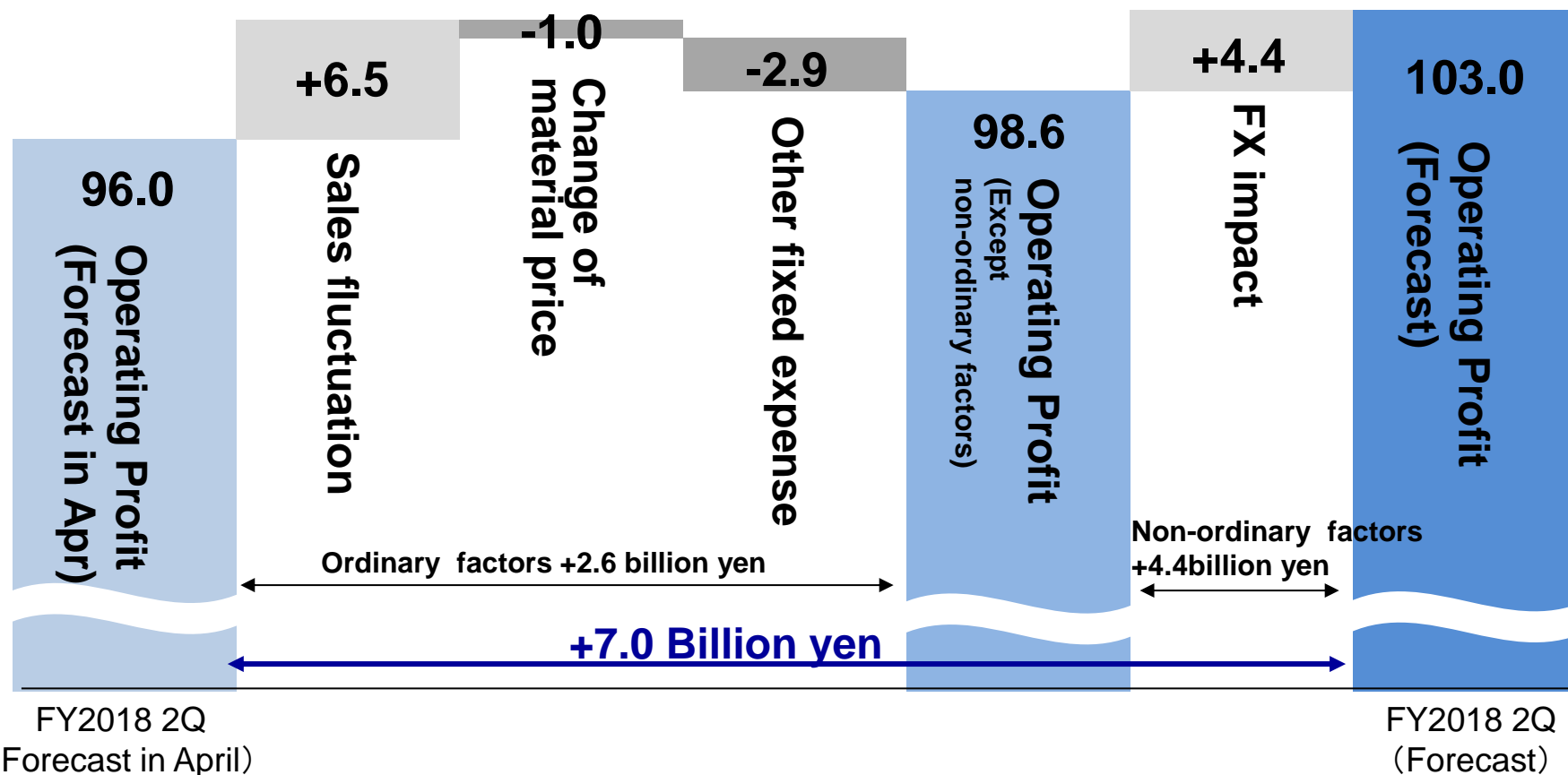


# Forecast of Fluctuations for Operating Profit

(FY2018 2<sup>nd</sup> Quarter- 6 months)

**FY2018 2Q / FY2018 2Q**  
(Forecast in April) (Forecast)

(Billion yen)



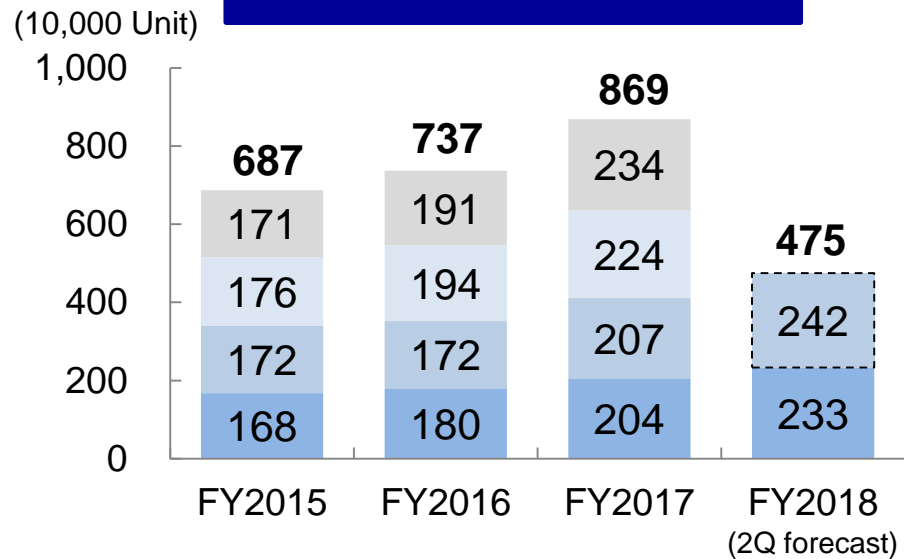
## 3. Reference Information

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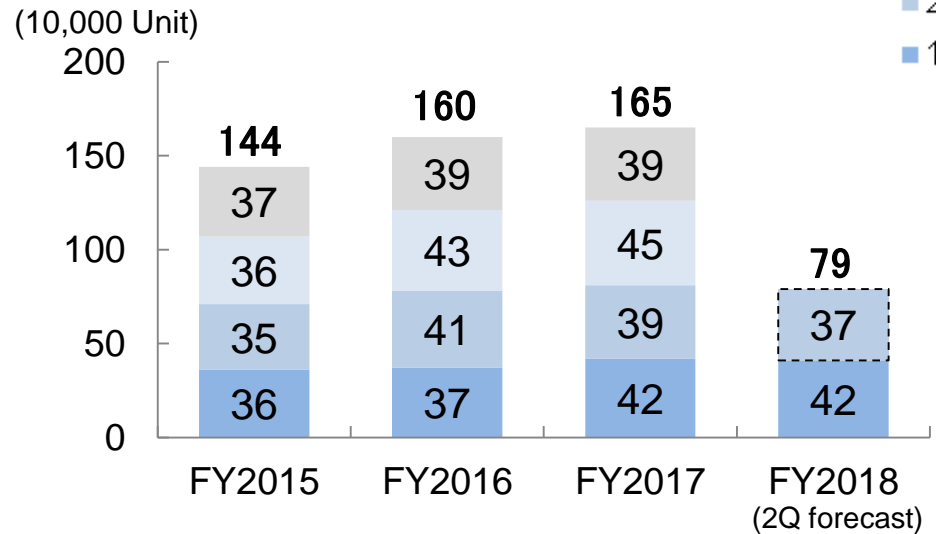
# Sales Number

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

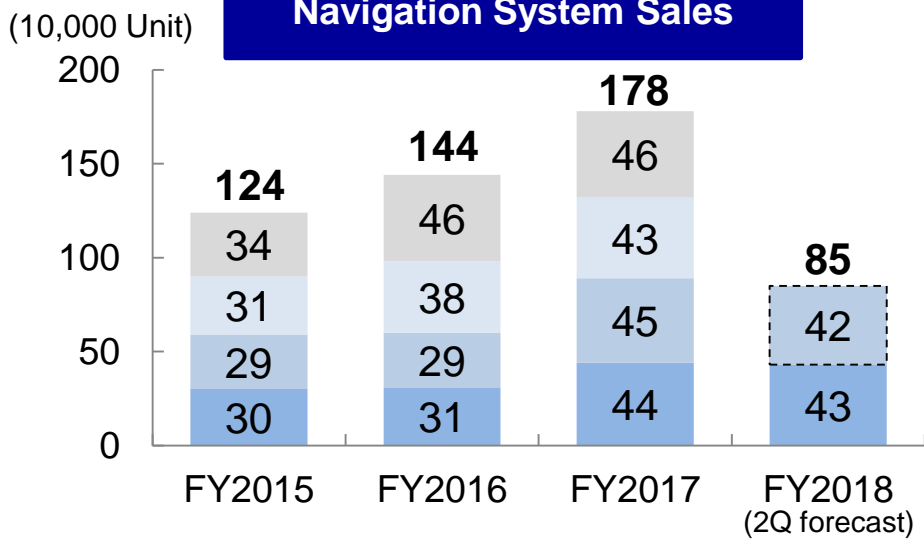
## AT Sales



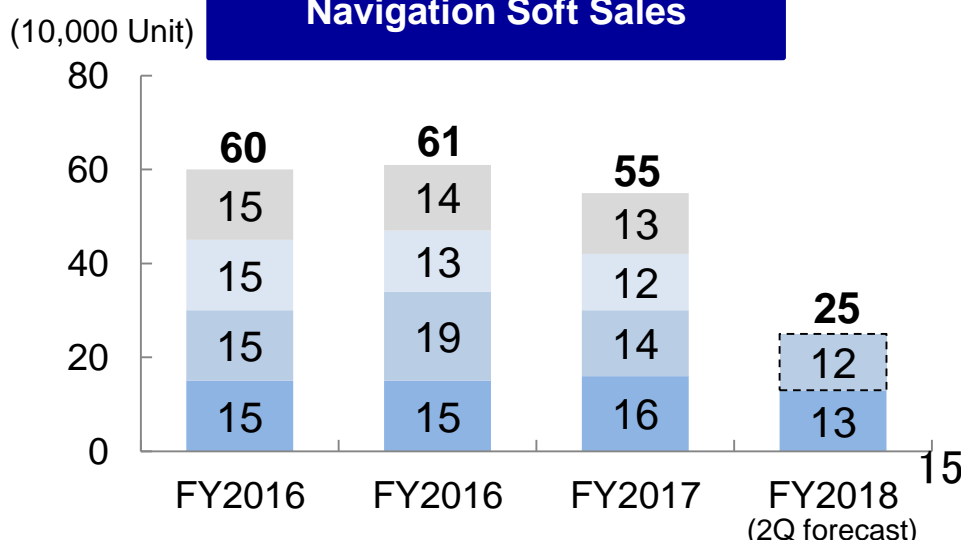
## MT Sales



## Navigation System Sales



## Navigation Soft Sales





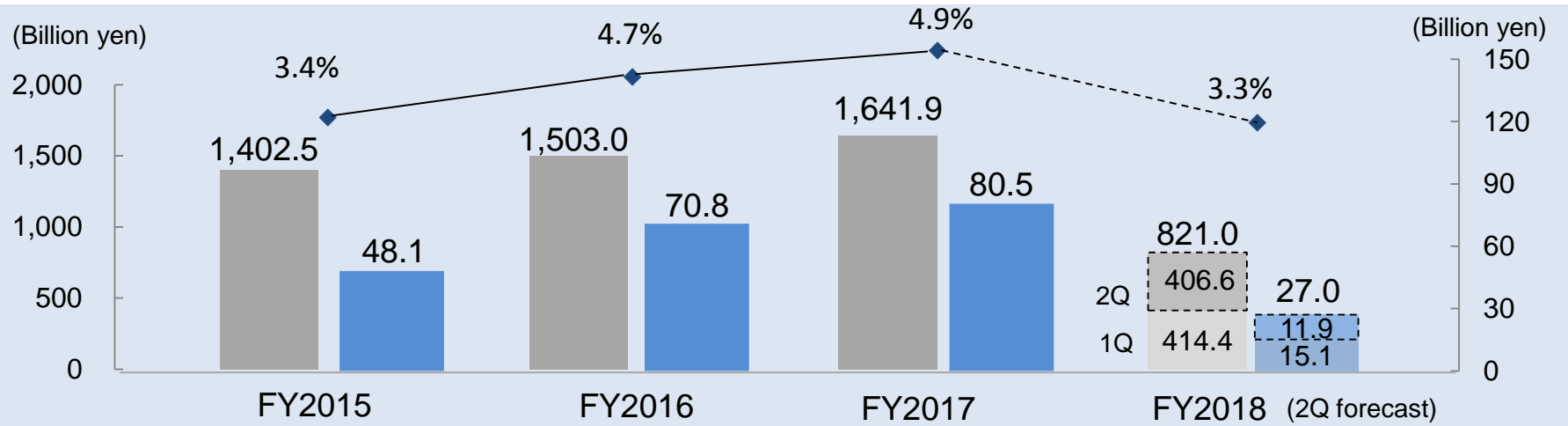
# Financial Results of the Main Consolidated Companies I



\* The results of FY2015 are based on JGAAP and the others are based on IFRS.

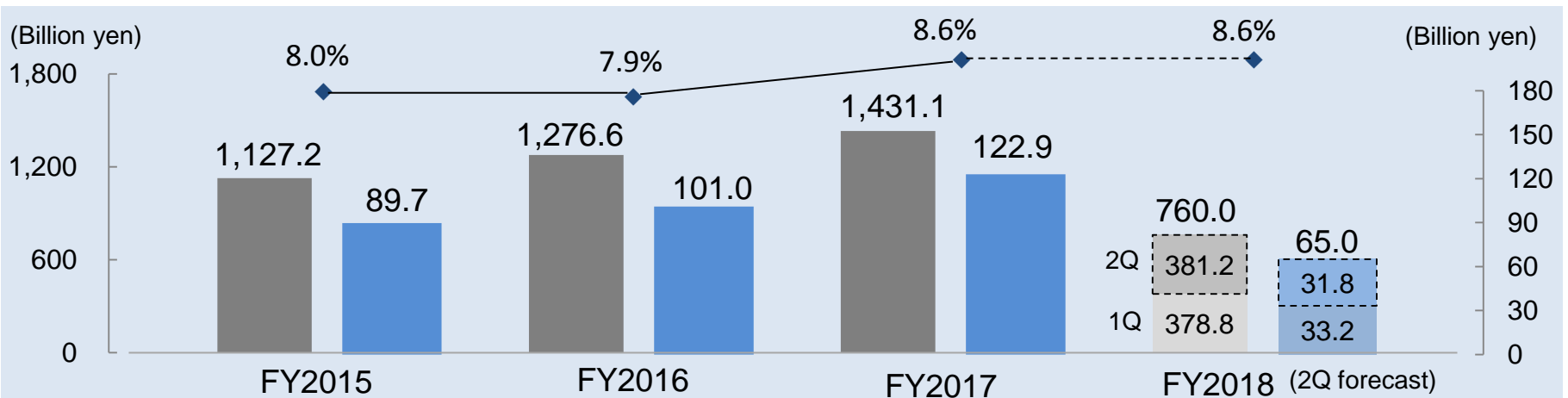
## AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



## AISIN AW Group

Revenue Operating Profit Operating Profit Rate

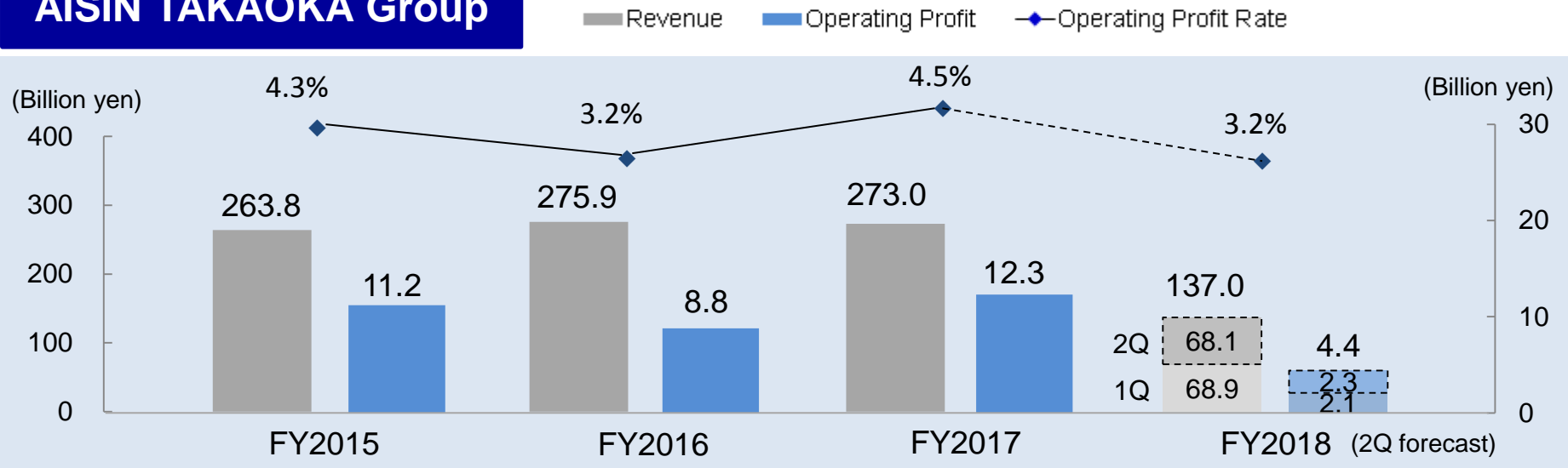


# Financial Results of the Main Consolidated Companies II

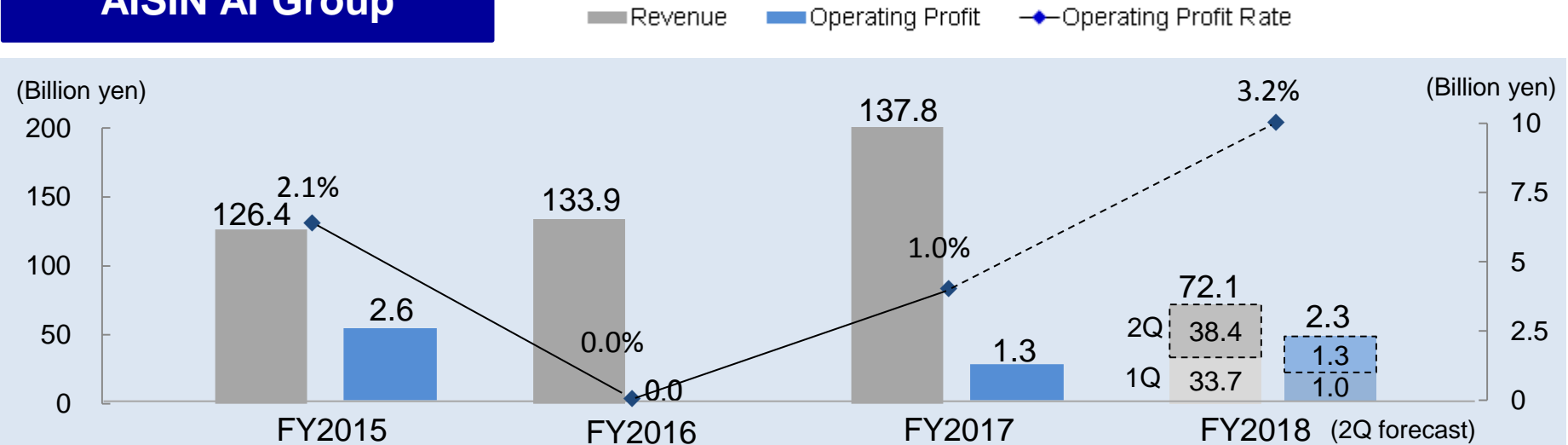


\* The results of FY2015 are based on JGAAP and the others are based on IFRS.

## AISIN TAKAOKA Group



## AISIN AI Group



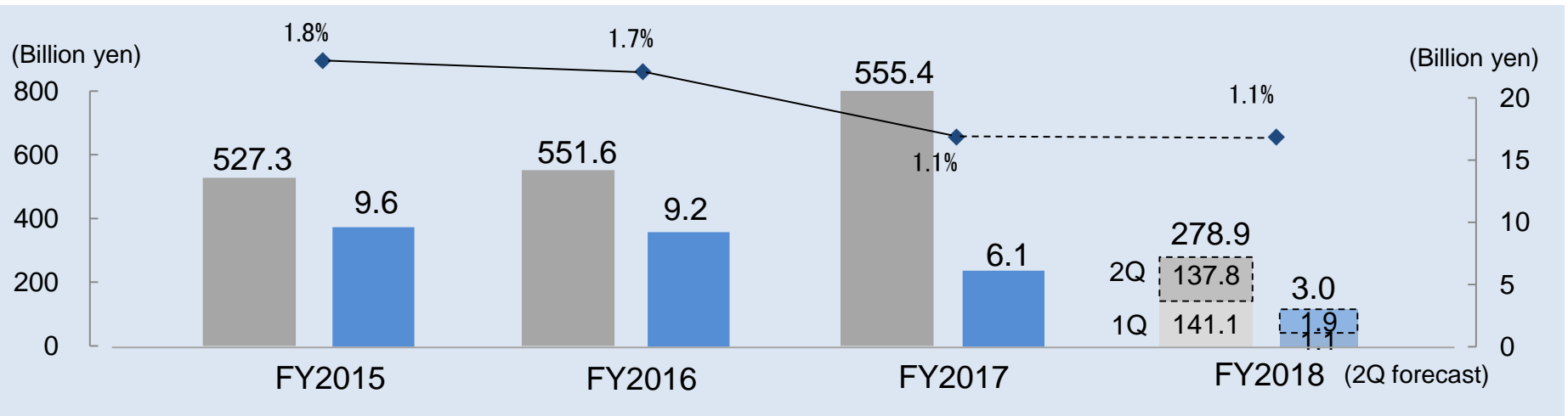
# Financial Results of the Main Consolidated Companies III



\* The results of FY2015 are based on JGAAP and the others are based on IFRS.

## ADVICS Group

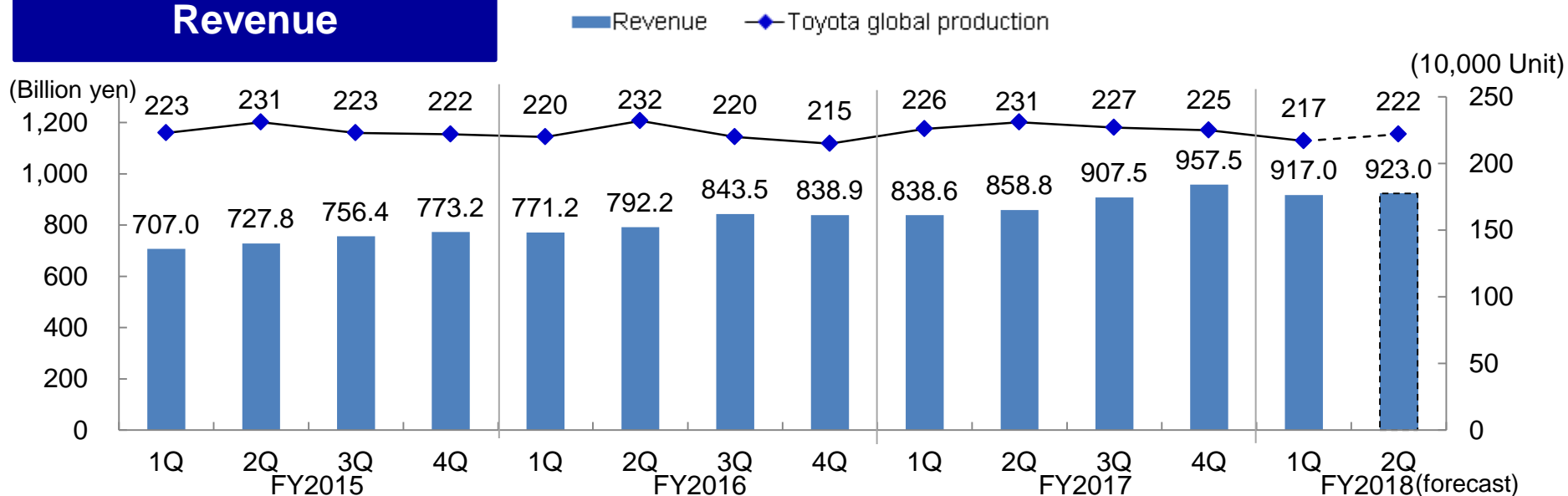
Revenue Operating Profit Operating Profit Rate



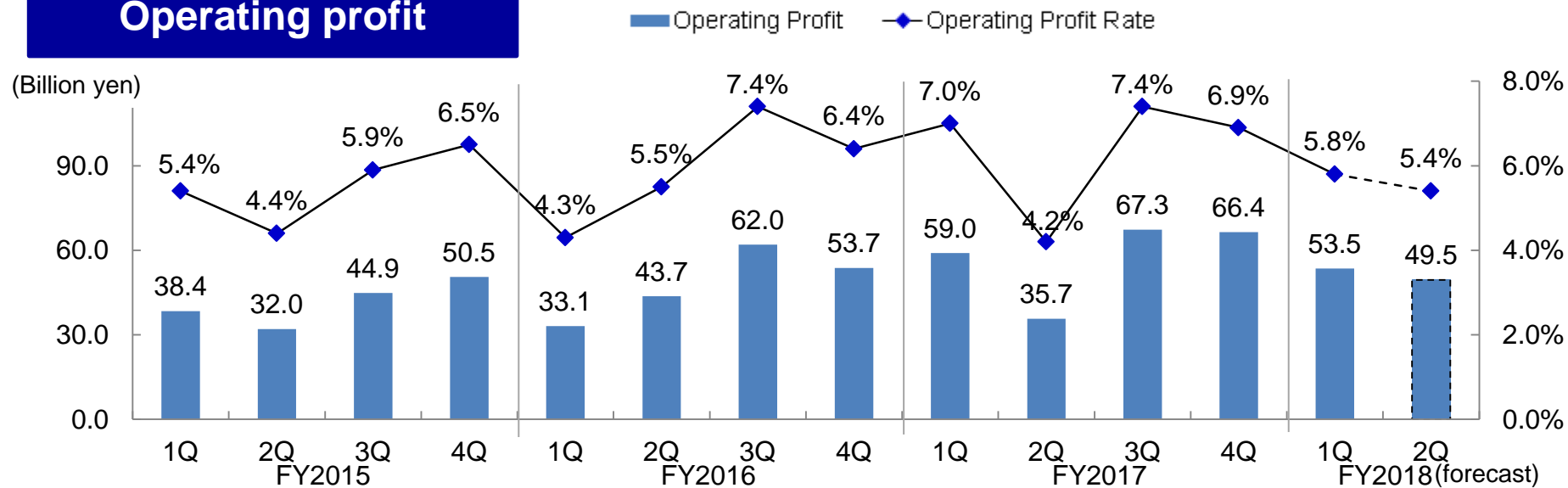
# Quarterly Performance

\* The results of FY2015 are based on JGAAP and the others are based on IFRS.

## Revenue



## Operating profit



# Dividend per Share

\* The results before FY2015 are based on JGAAP and the others 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	490	(*1) 700
Total return Ratio*2		27.3%	29.7%	34.6%	28.2%	66.5%	89.4%

(\*1)Repurchasing of common stock is authorized by the board of directors' meeting held in May 2017

(\*2) Total return Ratio= (Cash dividend paid + repurchase of treasury Stock) / Profit for the period

