

The next frontier in mobility.

# **FY2018**

## **Consolidated Financial Results**

**April 27<sup>th</sup>, 2018**

**AISIN SEIKI Co., Ltd.**

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# **1.Consolidated Operating Results (FY2018)**

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- 1. Revenue for FY2018 reached 3,908.9 billion yen, which is the highest ever before, due to favorable AT and Body parts sales, and the contribution of newly consolidated Art Metal Mfg. Co., Ltd. group.**
- 2. Operating profit reached 253.8 billion yen, which is also the highest ever before, due to the increase of sales and FX trend etc. , in spite of the rise in material price, the increase of depreciation cost and extraordinary gain from stock swap with SHIROKI Corporation last year.**
- 3. Regarding FY2019 forecast, revenue is predicted to reach 3,980.0 billion yen which is higher than FY2018, due to the increase of AT sales. Operating profit is predicted to be 255.0 billion yen, which is almost same as FY2018, due to the unfavorable factors such as the increase of depreciation and R&D cost and FX loss, in spite of the increase of sales.**

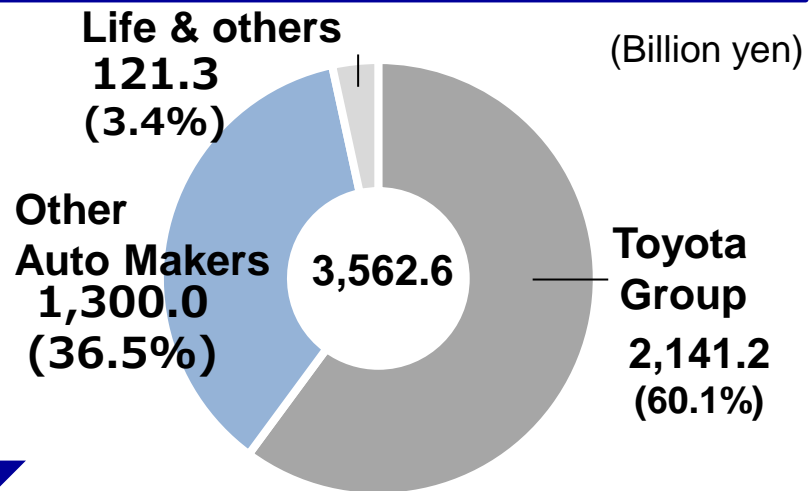
# Consolidated Operating Results (FY2018)

(billion yen)	FY2017		FY2018		Change		FY2018	
	Results	Rate to sales %	Results	Rate to sales %	Amount	%	Forecast in Feb	Rate to sales %
Revenue	3,562.6	-	3,908.9	-	+346.3	+9.7	3,860.0	-
Operating Profit	228.6	6.4	253.8	6.5	+25.2	+11.0	248.0	6.4
Profit before income taxes	237.3	6.7	268.1	6.9	+30.8	+13.0	262.0	6.8
Profit for the period *	126.6	3.6	134.5	3.4	+7.9	+6.2	129.0	3.3
EPS	444.46 yen	-	490.22 yen	-	+45.76 yen	+10.3	469.40 yen	-
Pre-conditions	FX Rate	USD 109 yen	USD 111 yen	+2 yen	+1.8	USD 111 yen		
		CNY 16.1 yen	CNY 16.8 yen	+0.7yen	+4.3	CNY 16.7yen		
	Toyota production (10,000 Unit)	909	892	-17	-1.9	890		
	AT sales (10,000 Unit)	869	983	+114	+13.0	980		

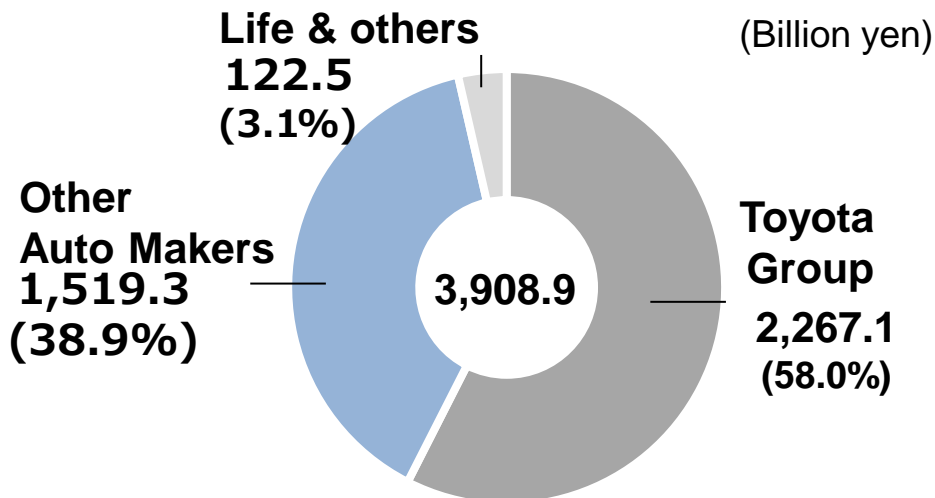
\* Profit for the period attributable to Owners of the parent

# Sales by Customer (FY2018)

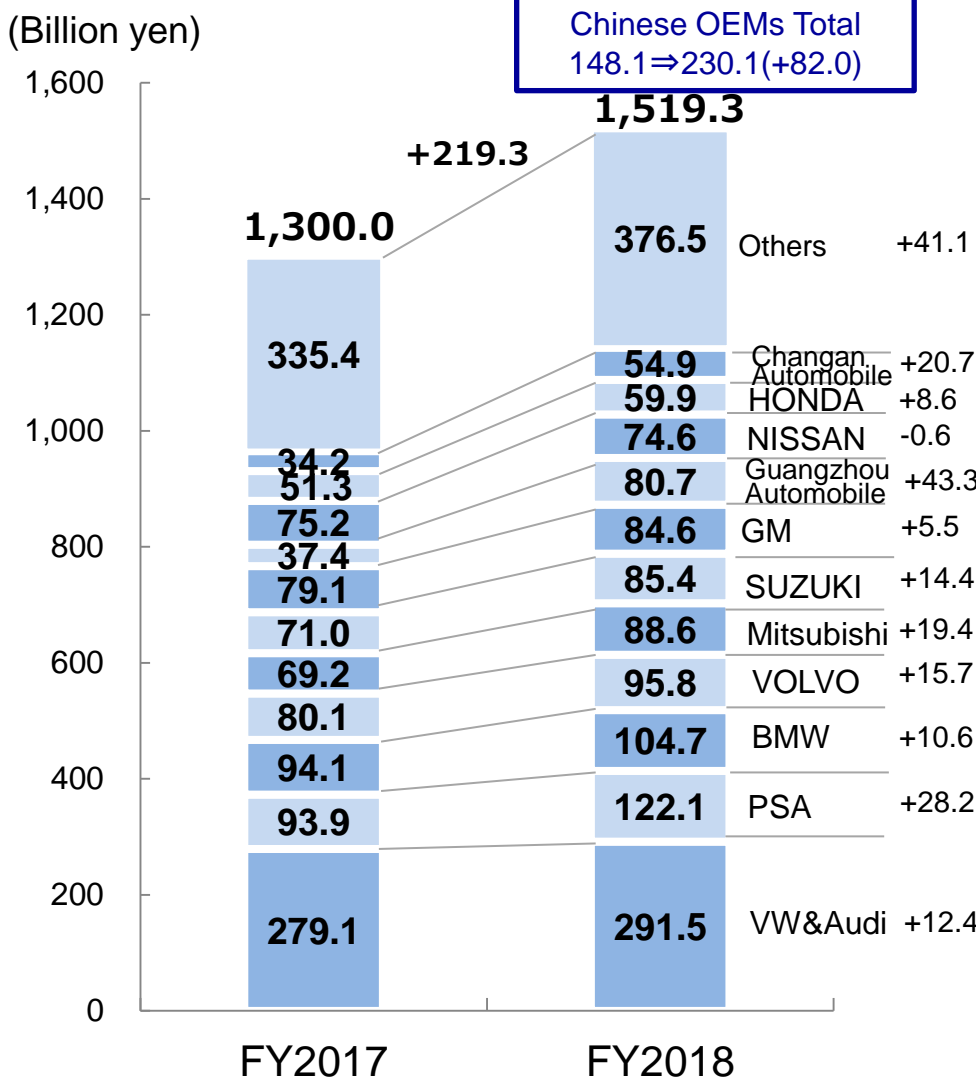
## FY2017 Revenue



## FY2018 Revenue (+ 346.3)

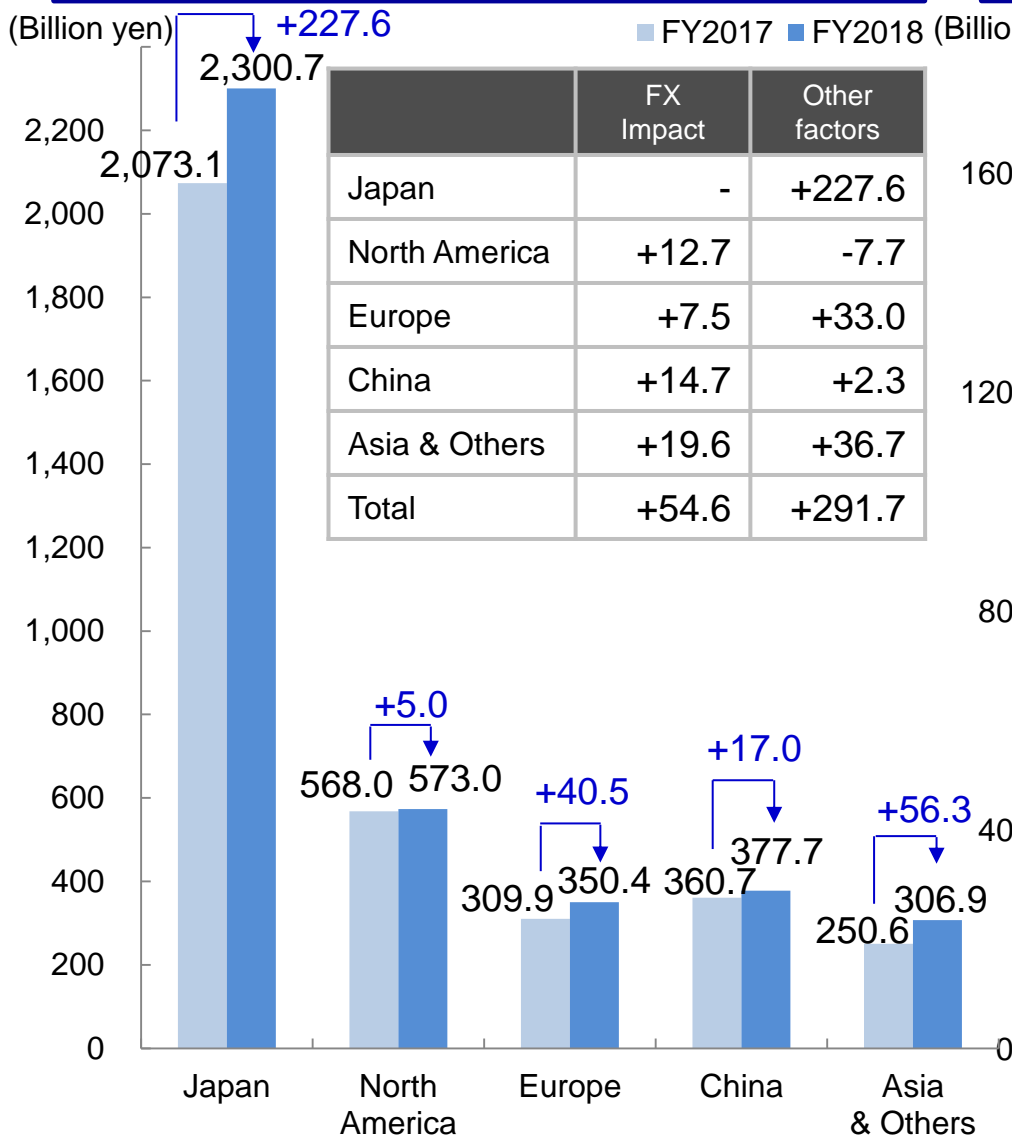


## Other Auto Makers sales breakdown

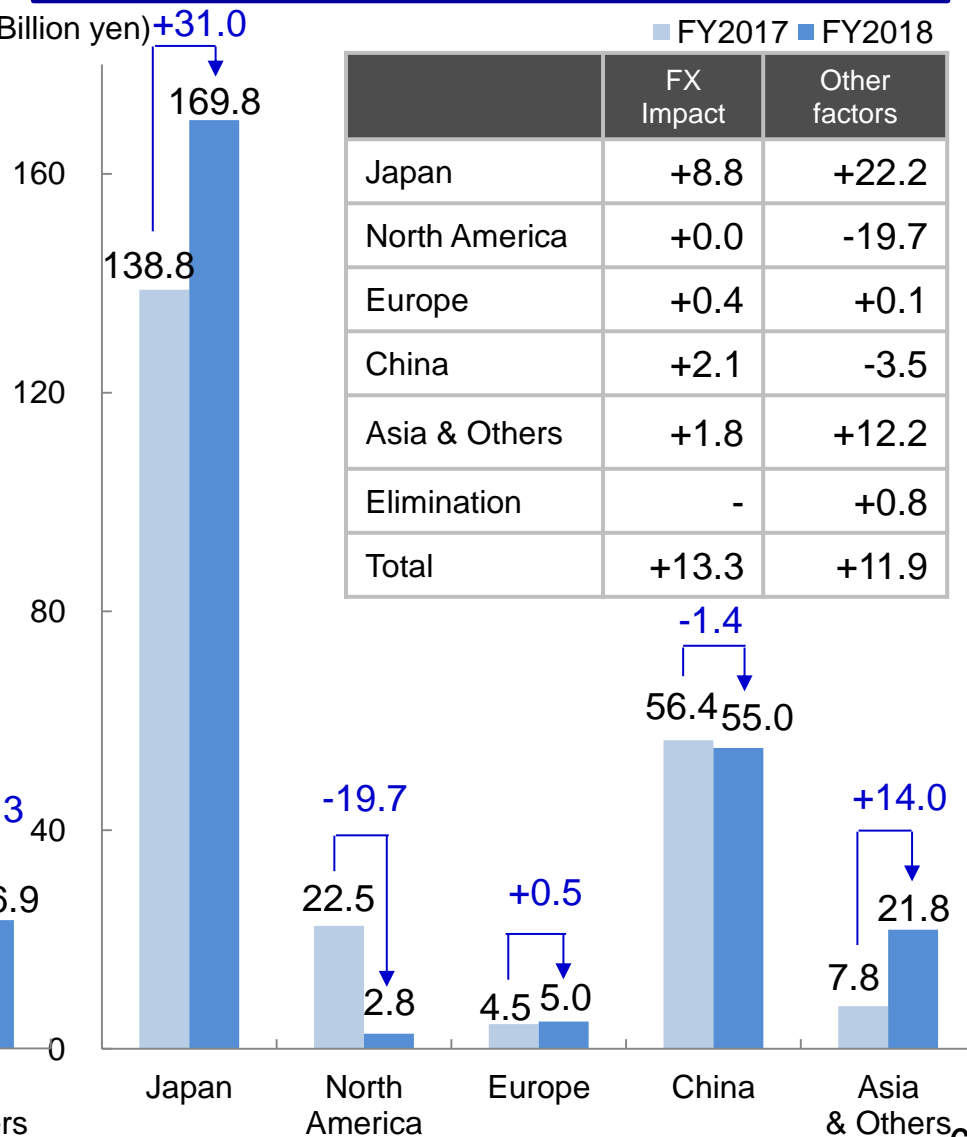


# Segment Information(FY2018)

## Revenue (+ 346.3)



## Operating Profit (+ 25.2)



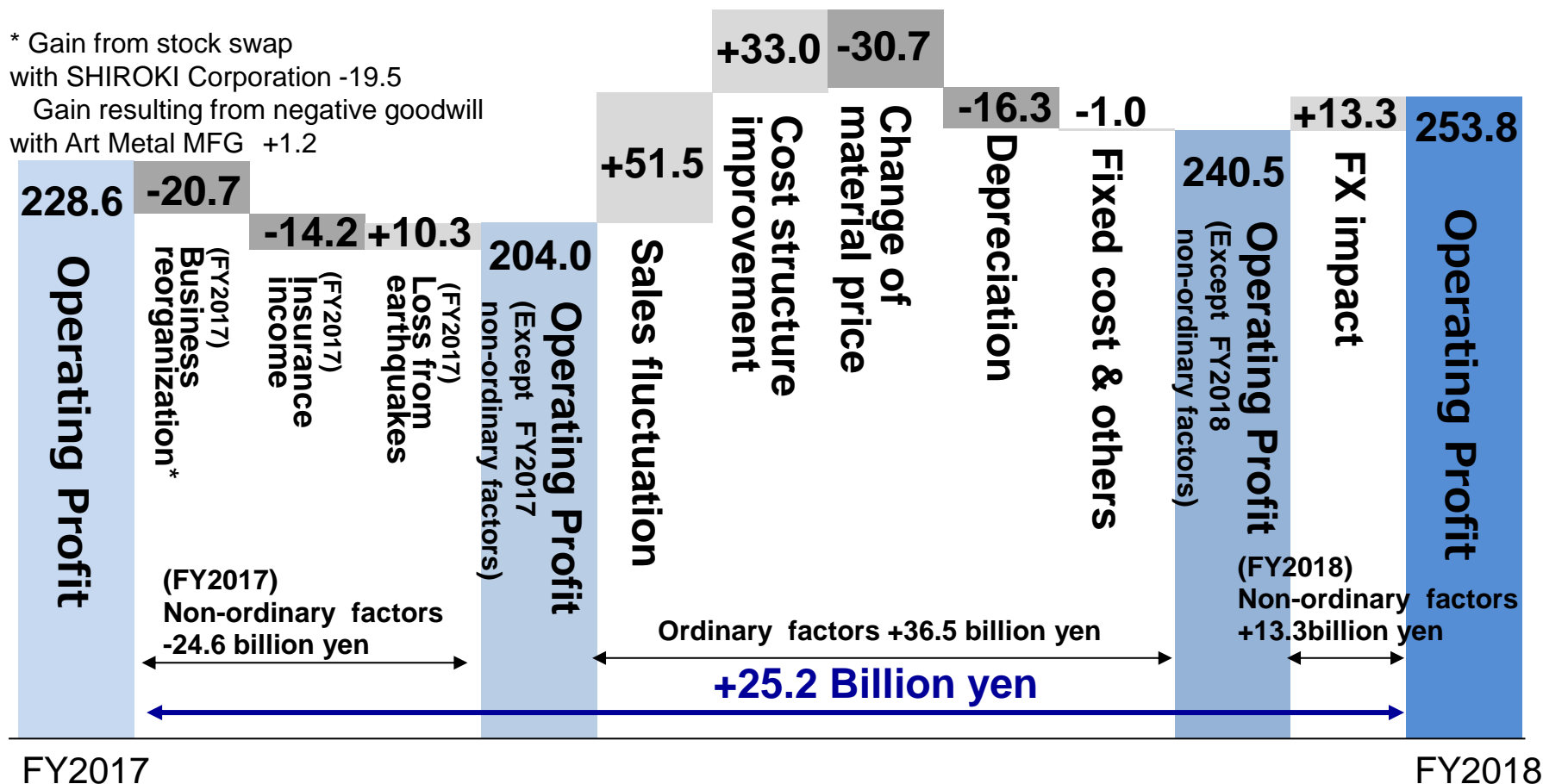
# Fluctuations for Operating Profit(FY2018)

**FY2017 / FY2018**

(Billion yen)

\* Gain from stock swap  
with SHIROKI Corporation -19.5

Gain resulting from negative goodwill  
with Art Metal MFG +1.2



FY2017

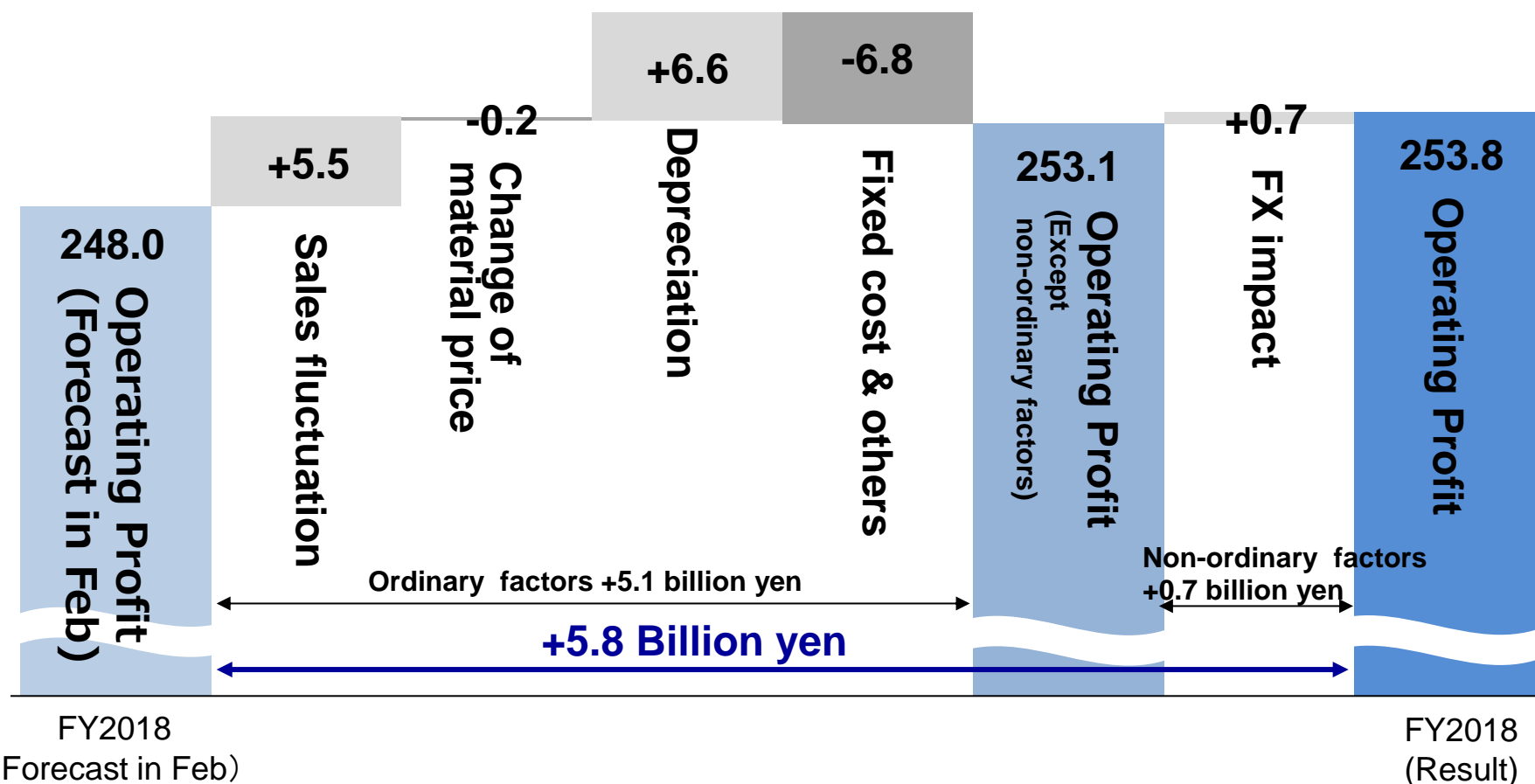
FY2018



# Fluctuations for Operating Profit(FY2018)

FY2018(Feb 2<sup>nd</sup> Forecast) / FY2018(Result)

(Billion yen)



## **2.Consolidated Operating Forecast (FY2019)**

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# Consolidated Operating Forecast (FY2019)



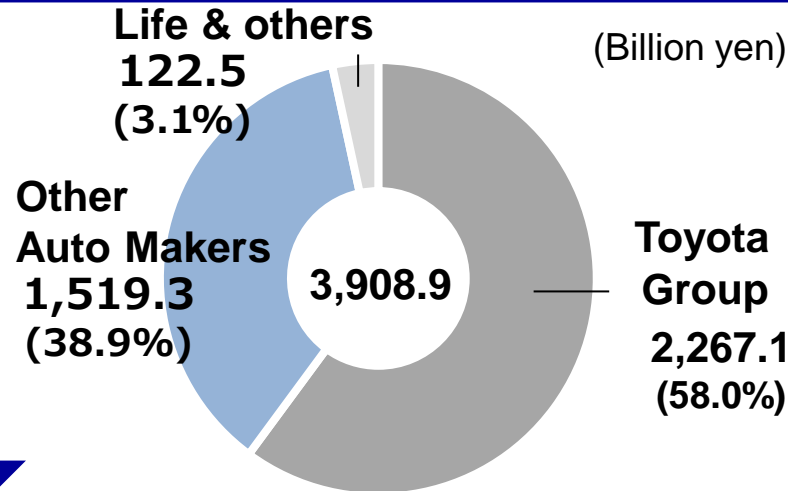
(Billion yen)	FY2018		FY2019		change	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%
Revenue	<b>3,908.9</b>	-	<b>3,980.0</b>	-	<b>+71.1</b>	<b>+1.8</b>
Operating Profit	<b>253.8</b>	<b>6.5</b>	<b>255.0</b>	<b>6.4</b>	<b>+1.2</b>	<b>+0.5</b>
Profit before income taxes	<b>268.1</b>	<b>6.9</b>	<b>270.0</b>	<b>6.8</b>	<b>+1.9</b>	<b>+0.7</b>
Profit for the period *	<b>134.5</b>	<b>3.4</b>	<b>133.0</b>	<b>3.3</b>	<b>-1.5</b>	<b>-1.2</b>
EPS	<b>490.22</b> yen	-	<b>493.52</b> yen	-	<b>+3.3</b> yen	<b>+0.7</b>

Pre-conditions	FX Rate	<b>USD 111</b> yen	<b>USD 105</b> yen	<b>-6</b> yen	<b>-5.4</b>
		<b>CNY 16.8</b> yen	<b>CNY 16.6</b> yen	<b>-0.2</b> yen	<b>-1.2</b>
	Toyota production (10,000 Unit)	<b>892</b>	<b>887</b>	<b>-5</b>	<b>-0.5</b>
	AT sales (10,000 Unit)	<b>983</b>	<b>1,050</b>	<b>+67</b>	<b>+6.9</b>

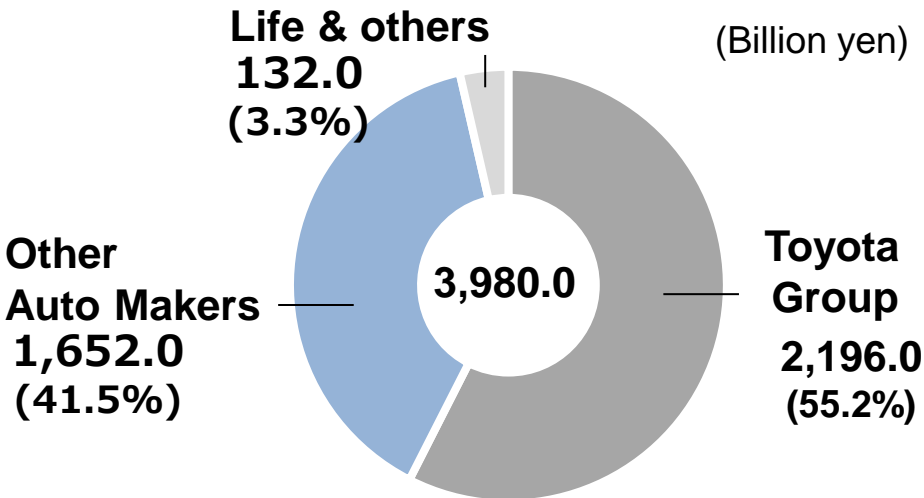
\* Profit for the period attributable to Owners of the parent

# Forecast of Sales by Customer(FY2019)

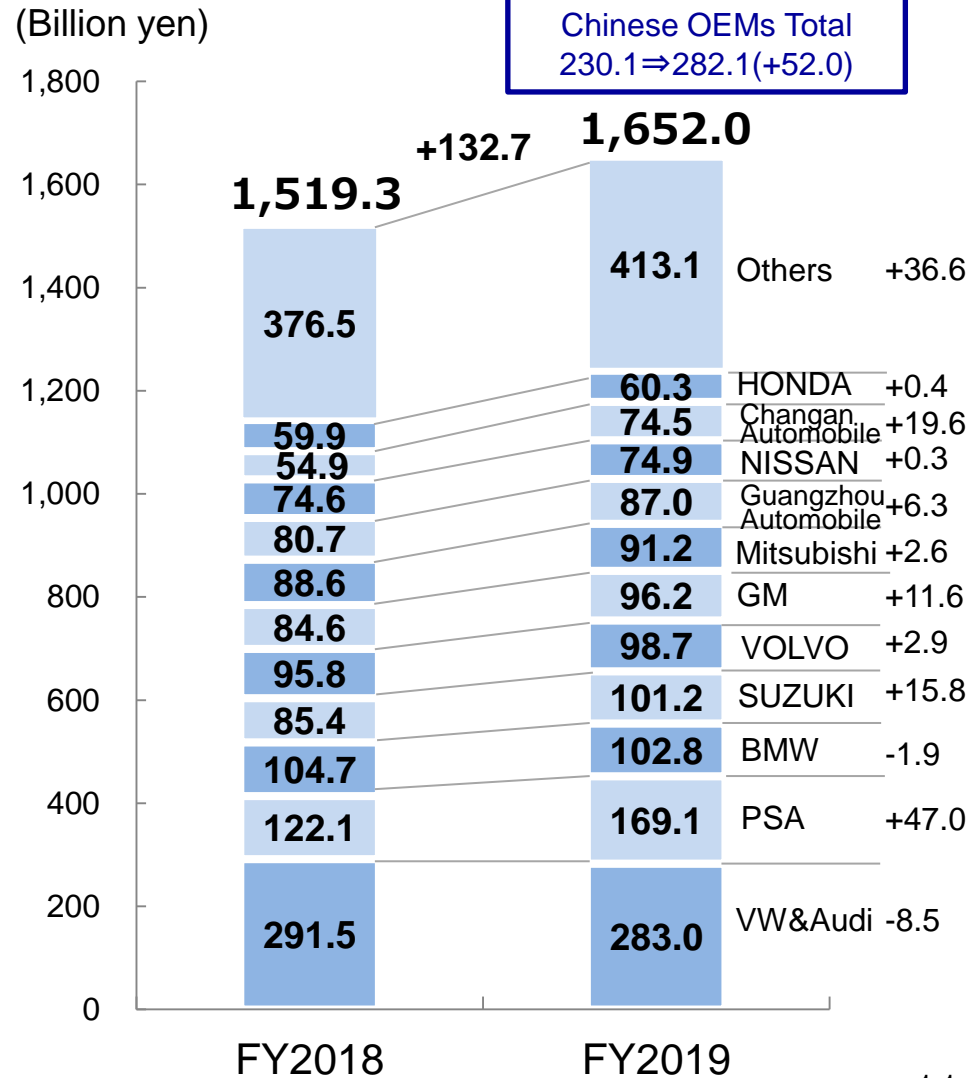
## FY2018 Revenue



## FY2019 Revenue (+ 71.1)

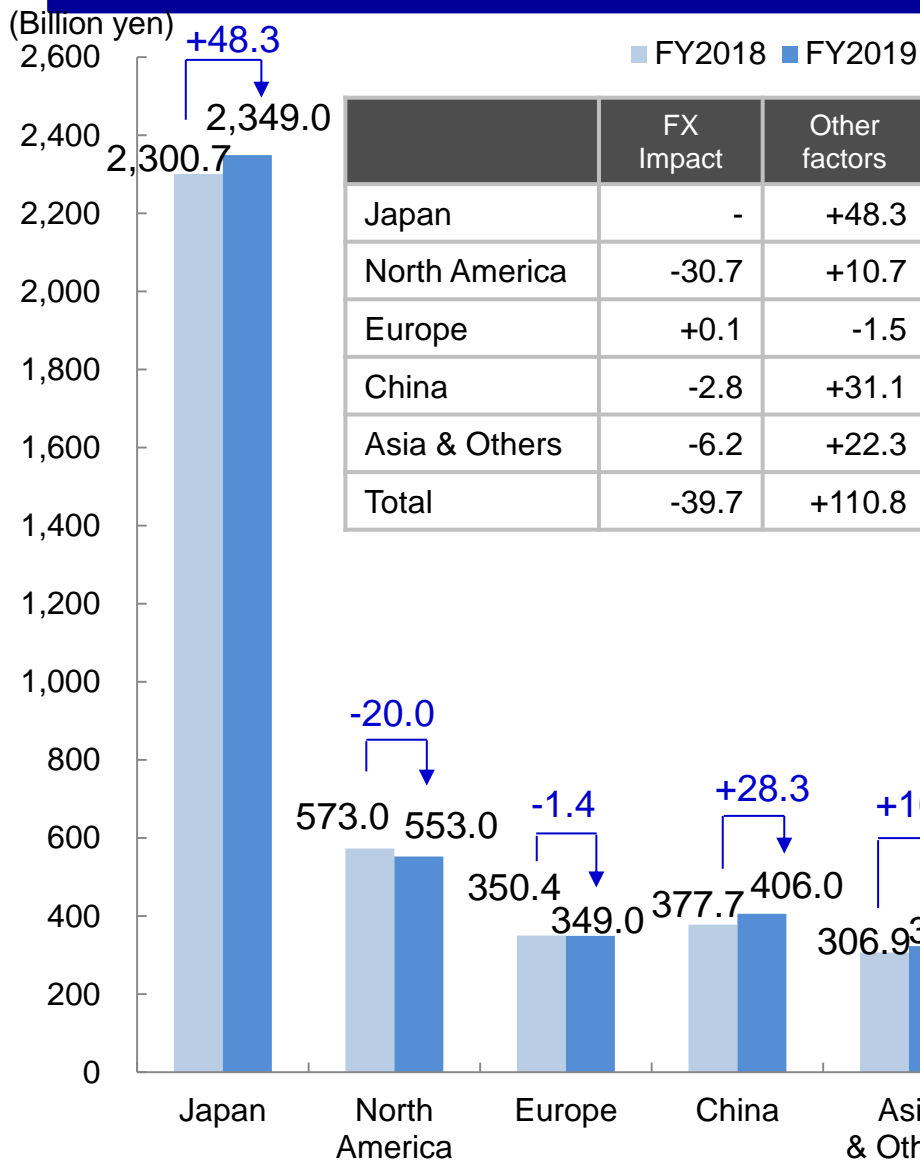


## Other Auto Makers sales breakdown

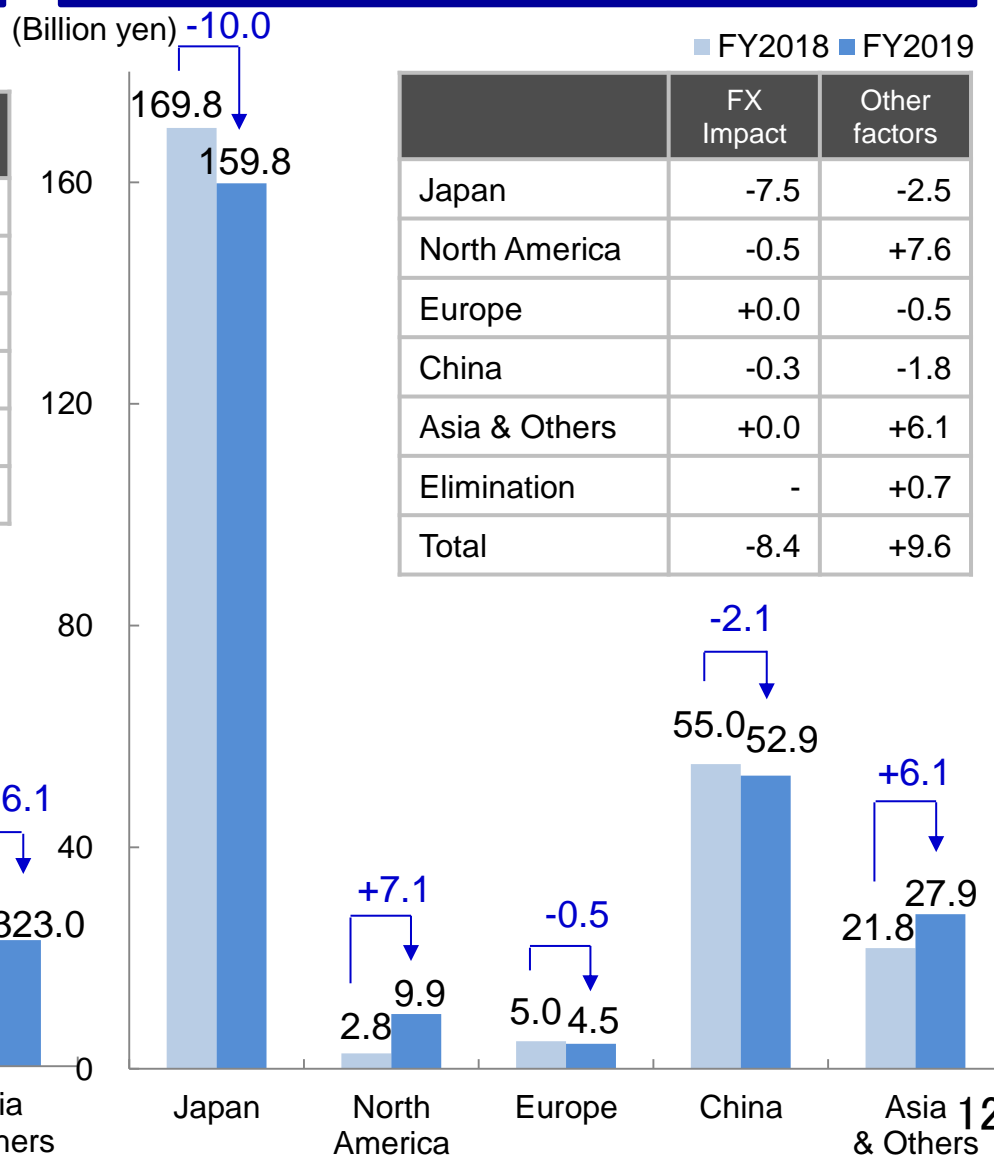


# Forecast of Segment Information(FY2019)

## Revenue (+71.1)



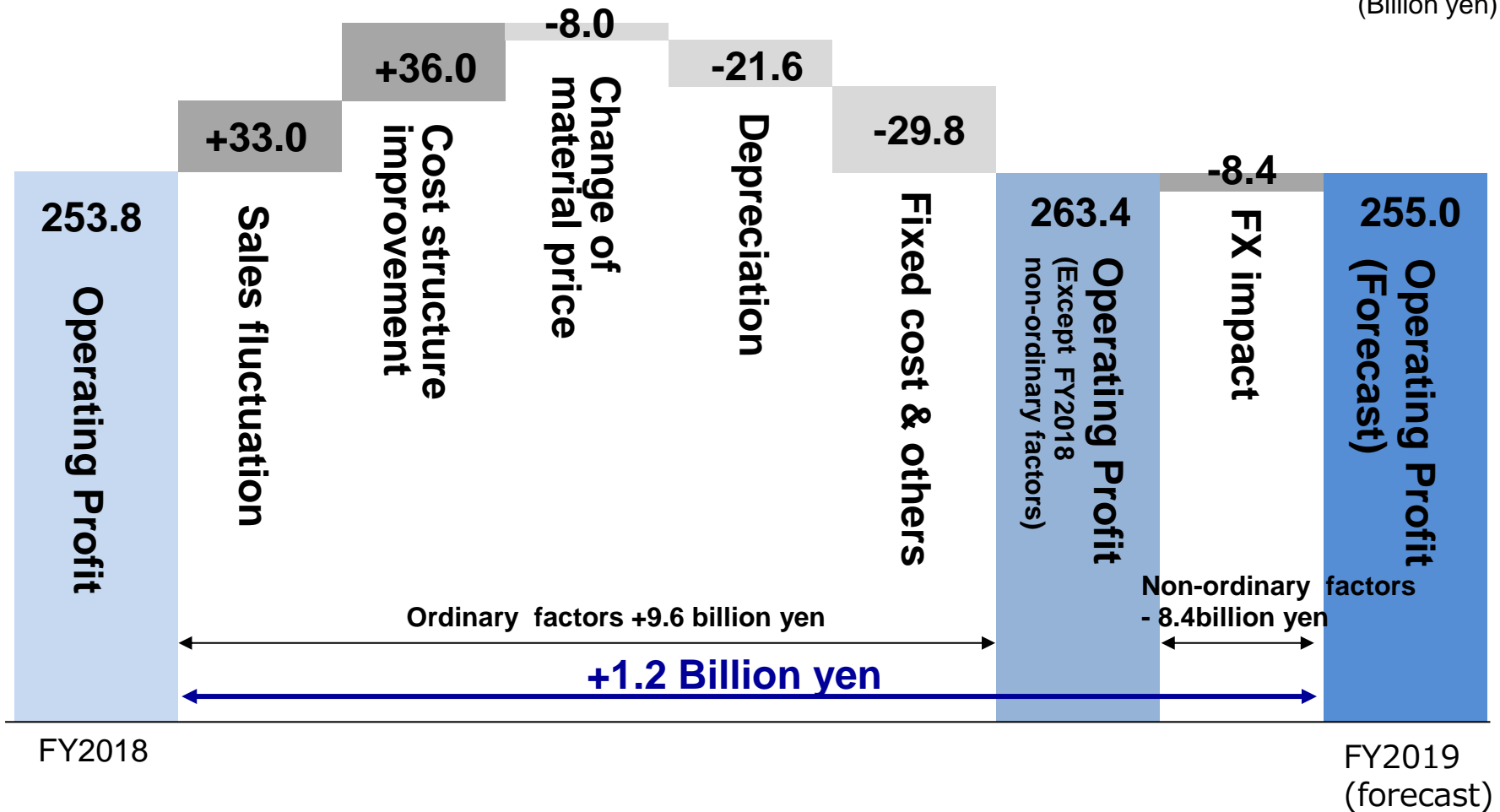
## Operating Profit (+ 1.2)



# Forecast of Fluctuations for Operating Profit(FY2019)

FY2018 / FY2019

(Billion yen)

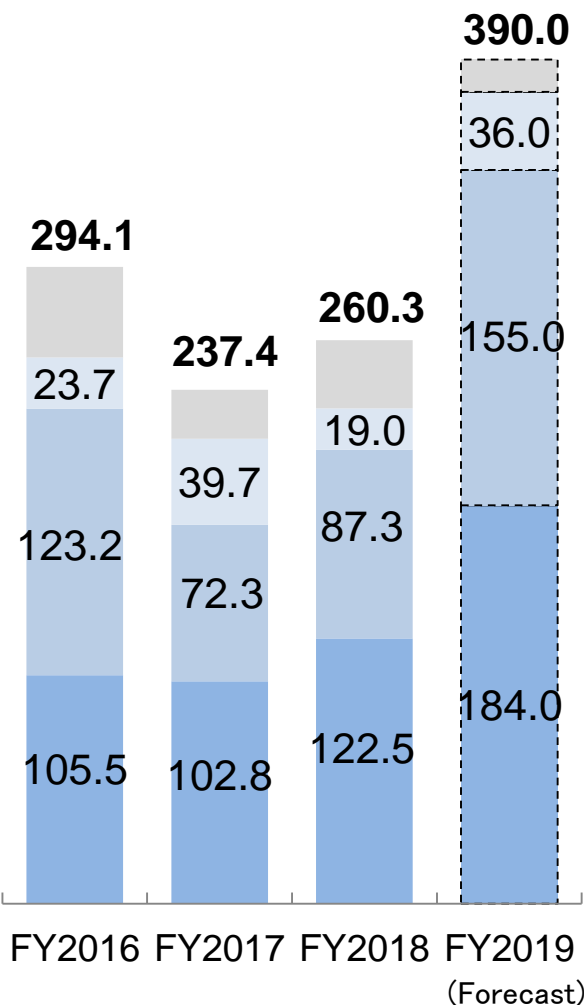


## 3. Reference information

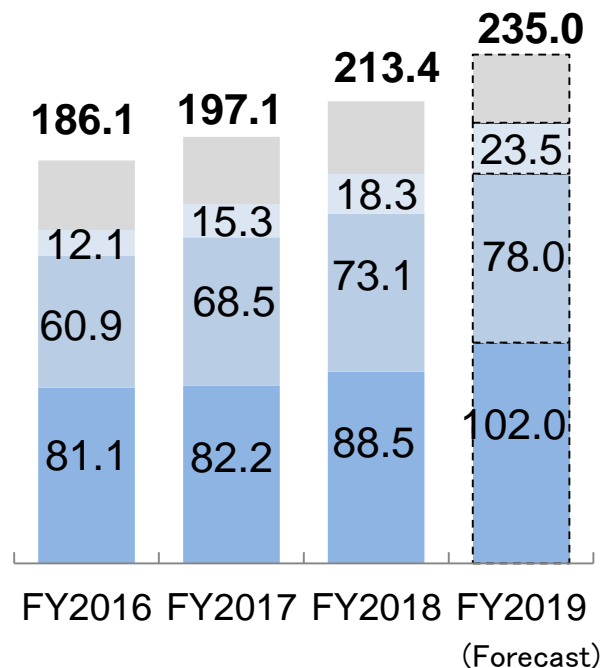
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# Capital Expenditure/Depreciation/ R&D Expenditure

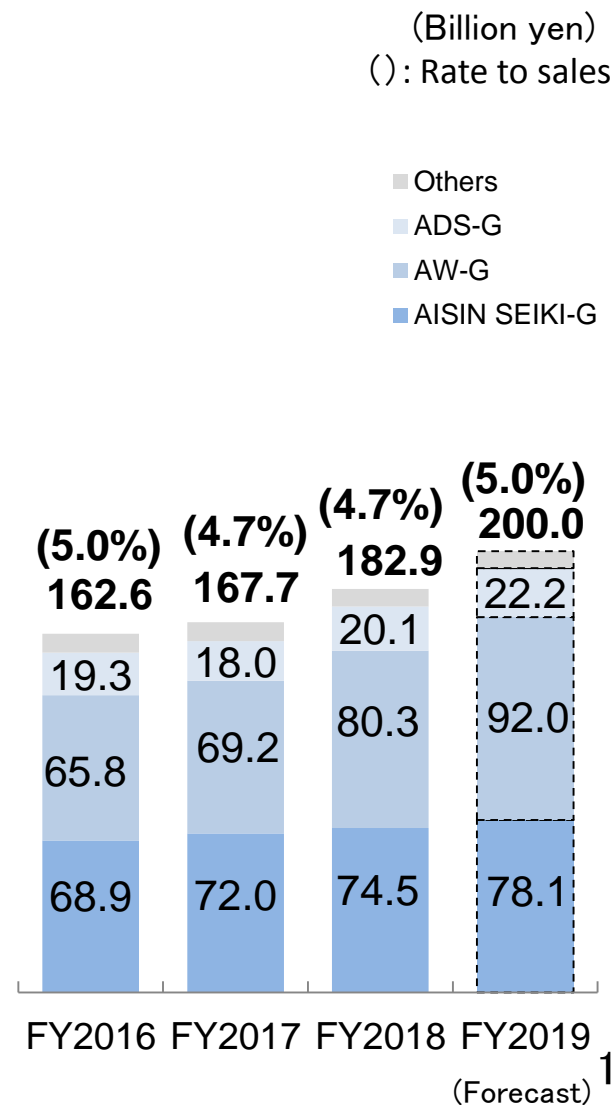
## Capital Expenditure



## Depreciation



## R&D Expenditure





# Toyota car production

## Toyota Domestic production

## Toyota Oversea production

## Toyota global production

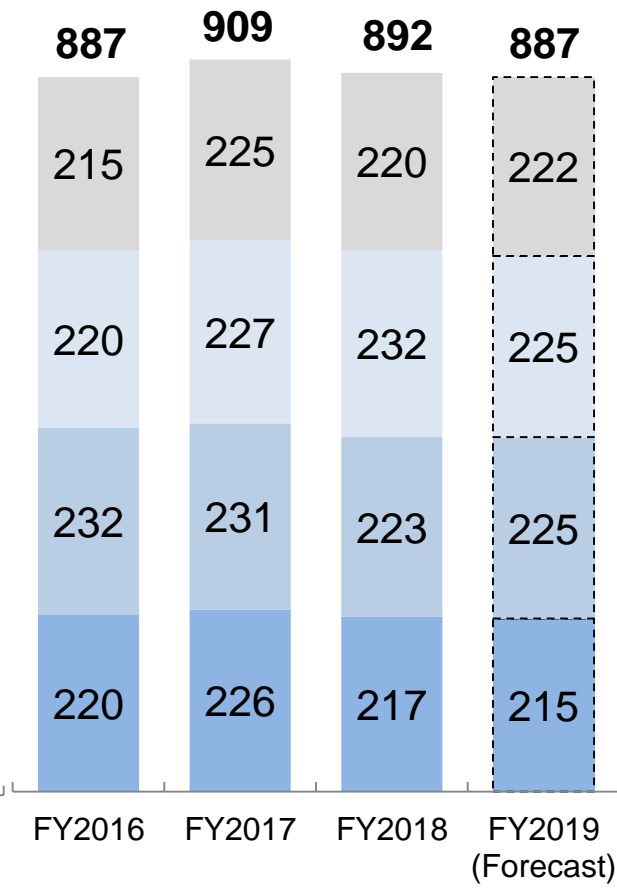
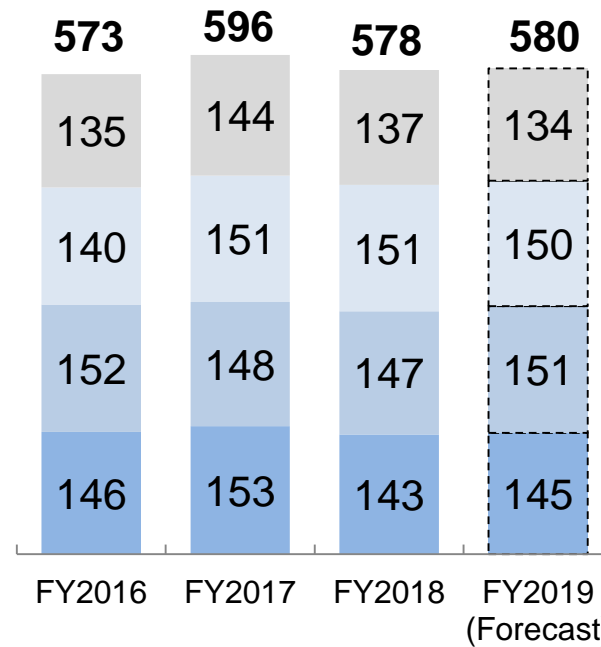
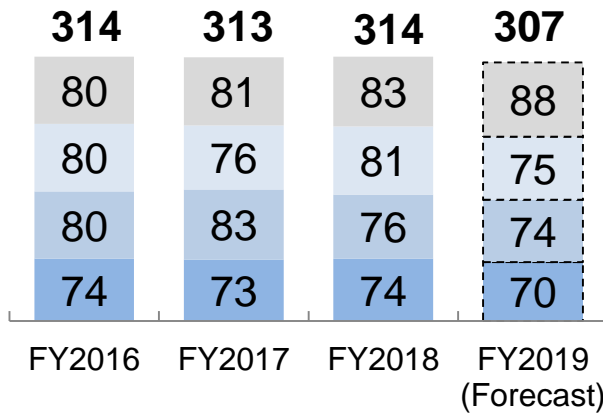
(10,000 Unit)

■ 4Q

■ 3Q

■ 2Q

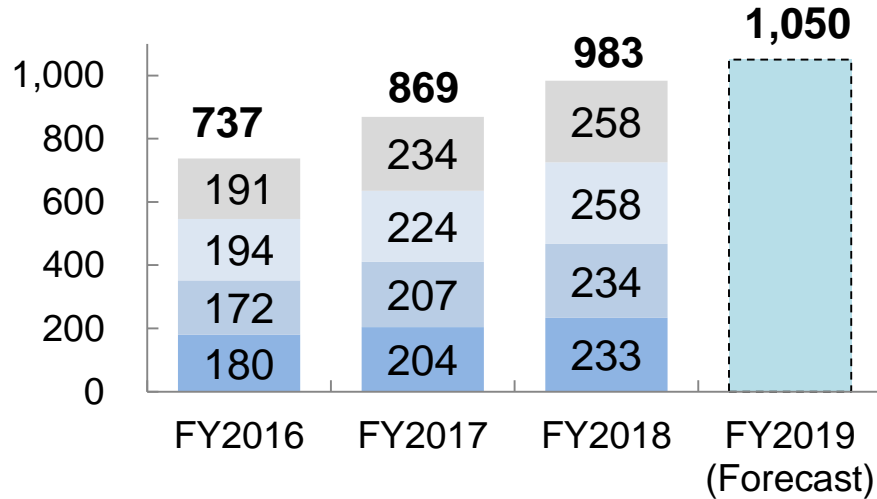
■ 1Q



# Sales Number

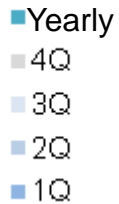
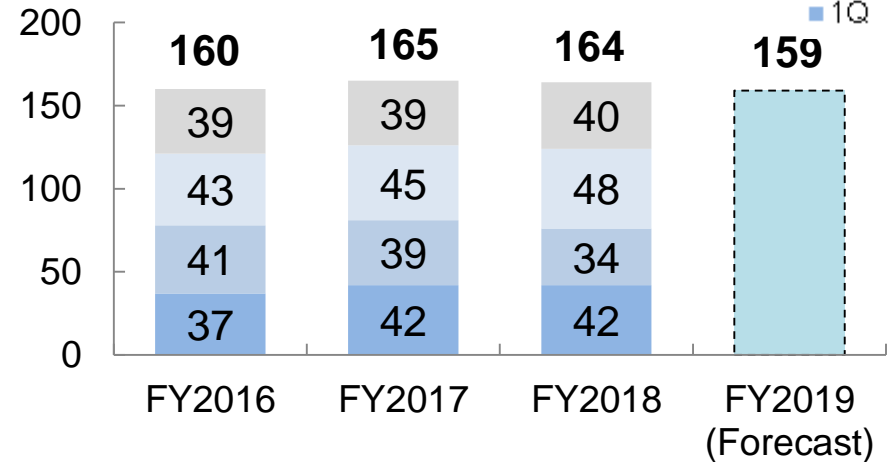
## AT sales

(10,000 Unit)



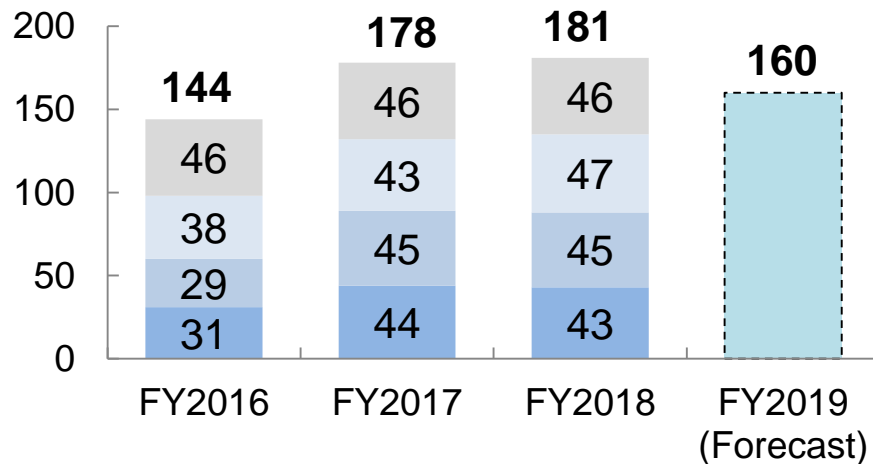
## MT sales

(10,000 Unit)



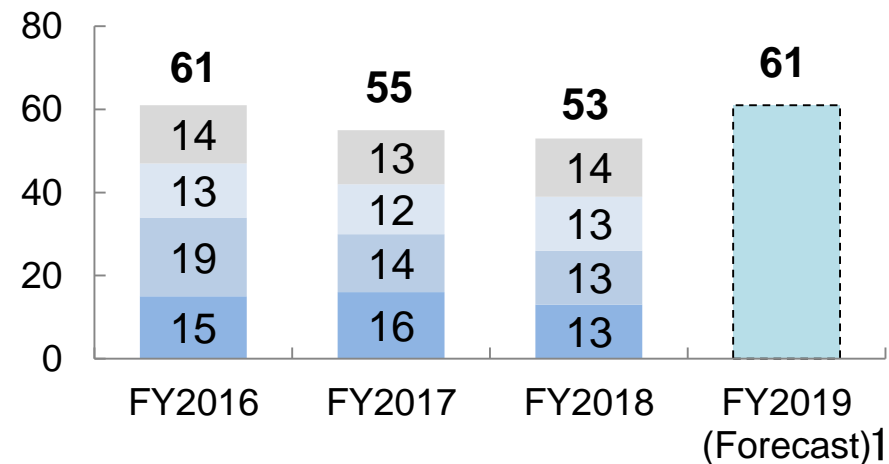
## Navigation System sales

(10,000 Unit)



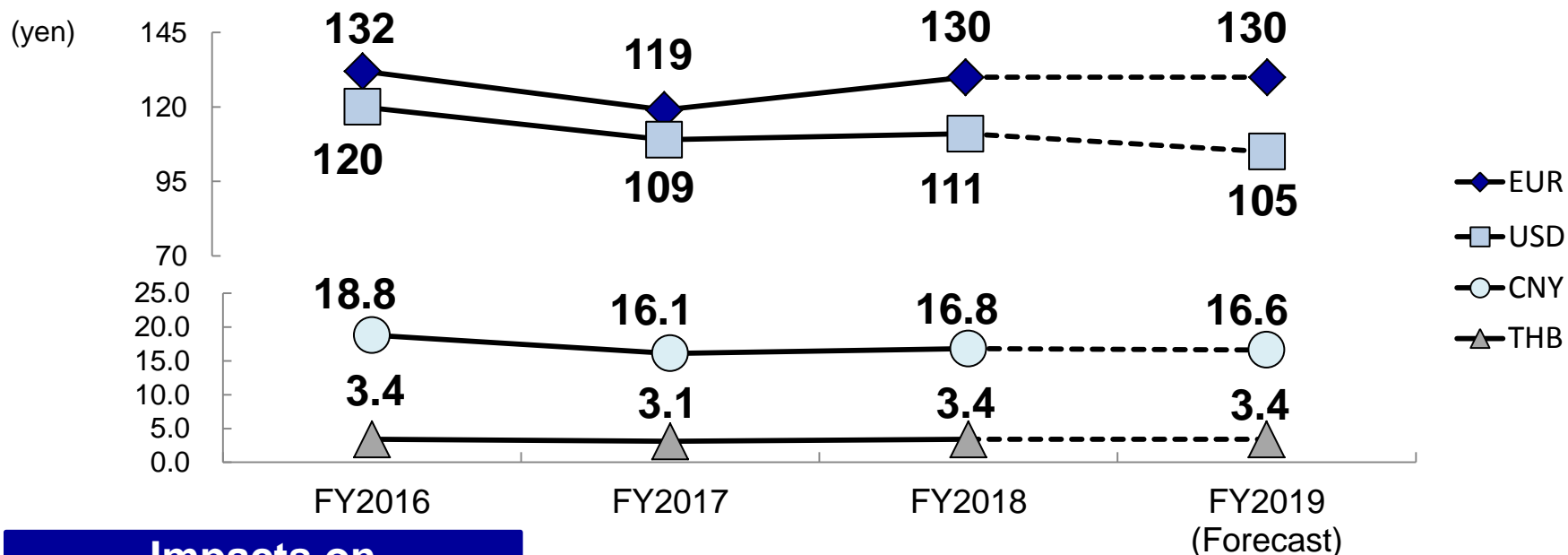
## Navigation Soft sales

(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)

	FY2016	FY2017	FY2018	FY2019(Forecast)
USD	1.27	1.34	1.13	1.23
EUR	0.13	0.17	0.19	0.15
THB *	0.80	0.81	1.26	1.41
CNY *	0.54	0.79	0.81	0.88

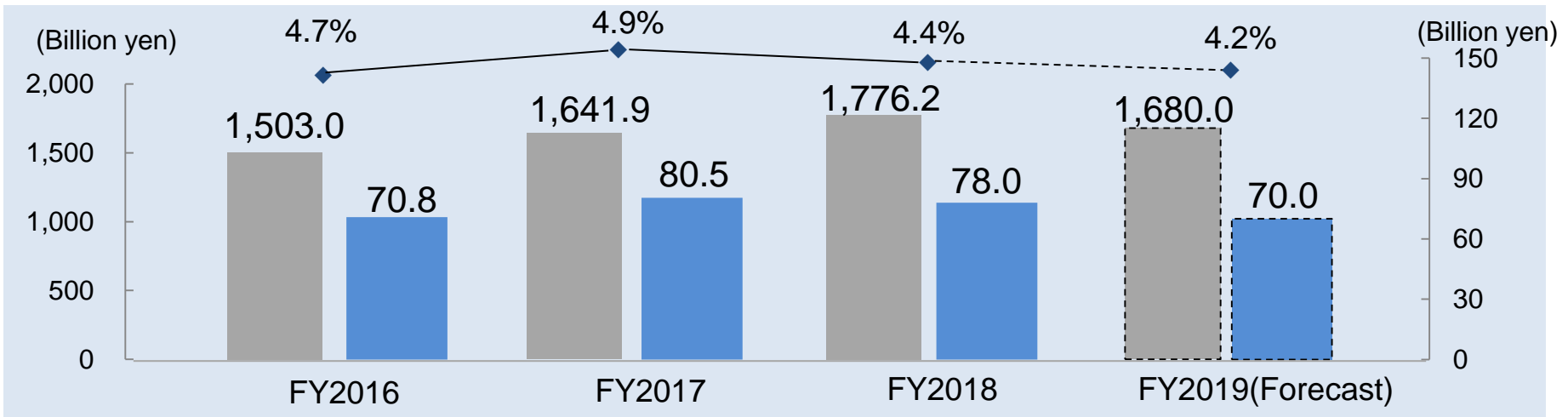
\* Impacts of THB and CNY are per 0.1yen.

# Financial Results of the Main Consolidated Companies I



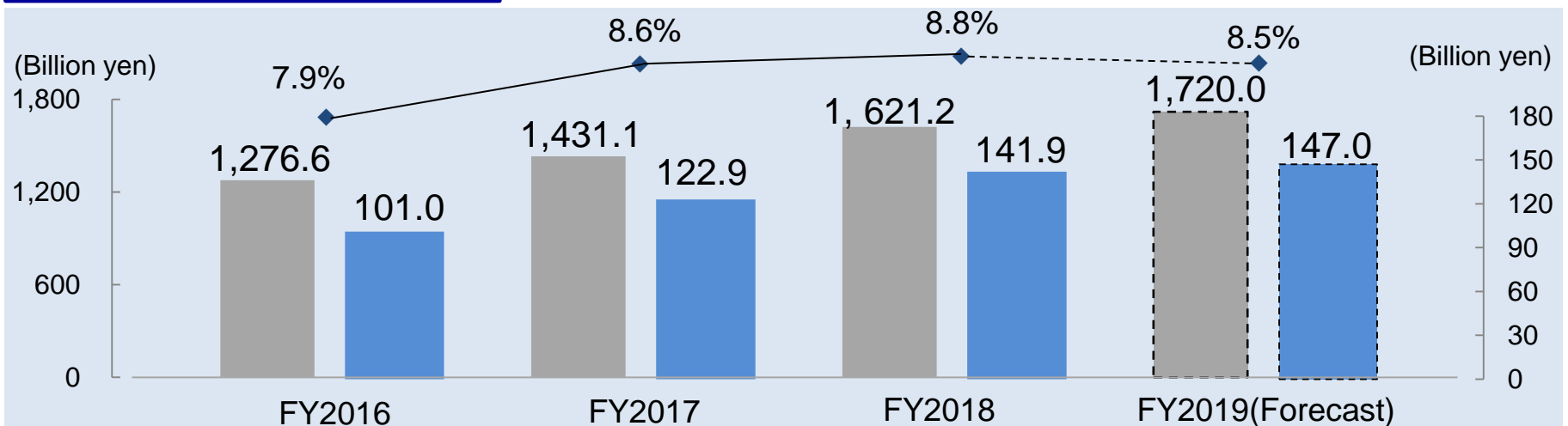
## AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



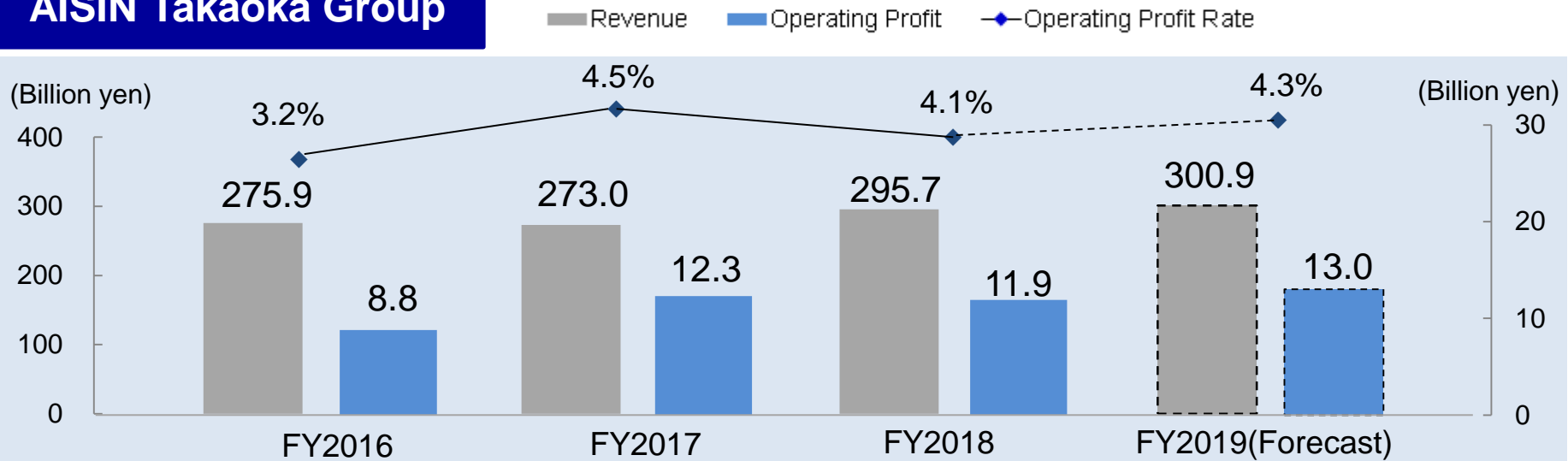
## AISIN AW Group

Revenue Operating Profit Operating Profit Rate

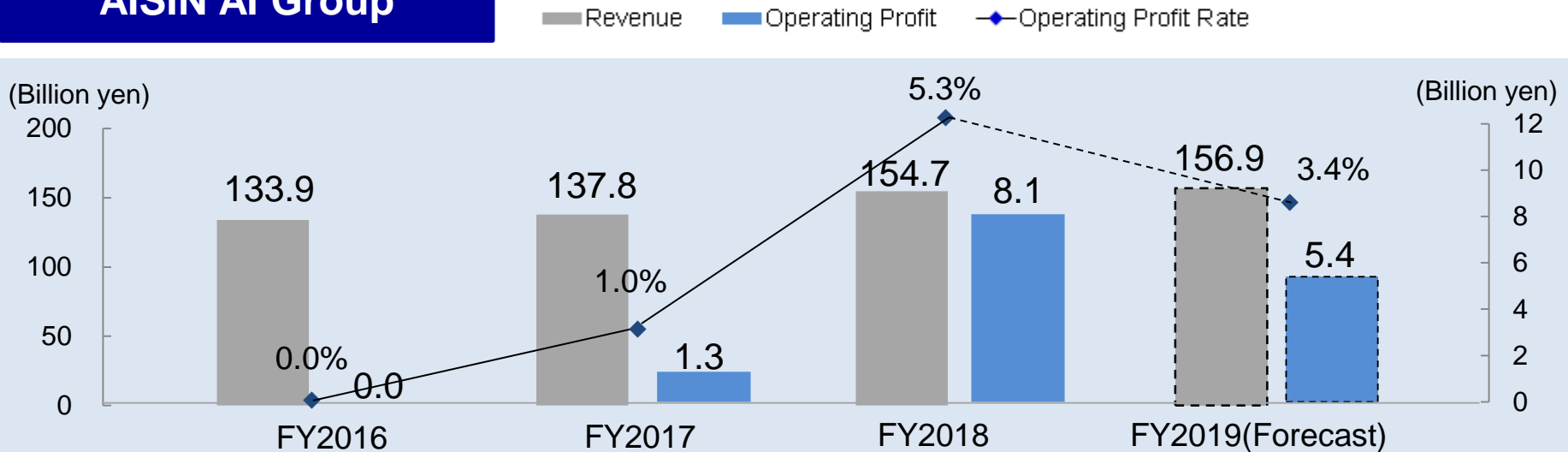


# Financial Results of the Main Consolidated Companies II

## AISIN Takaoka Group



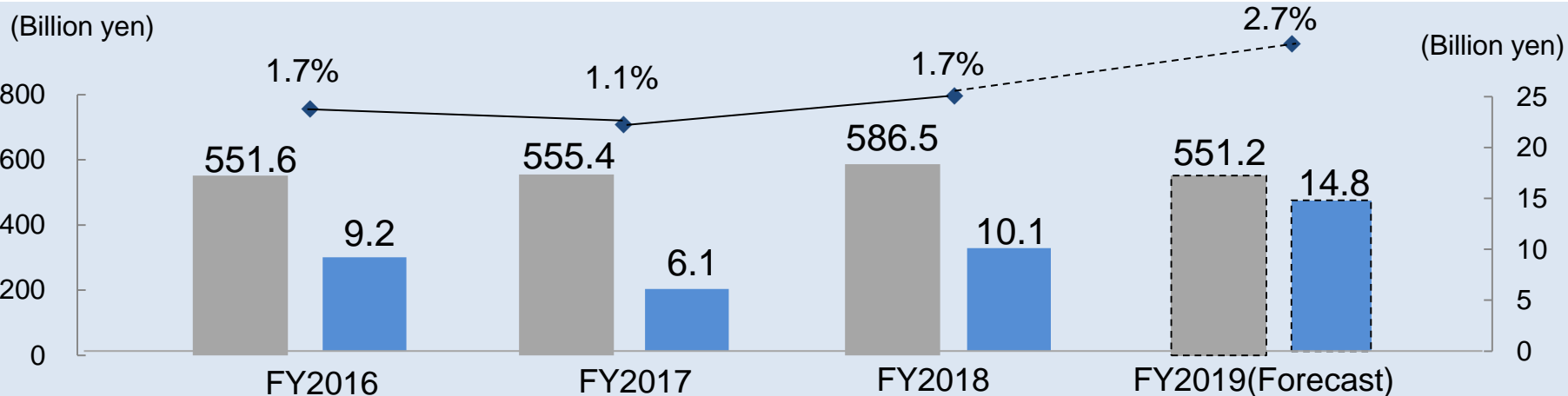
## AISIN AI Group



# Financial Results of the Main Consolidated Companies III

## ADVICS Group

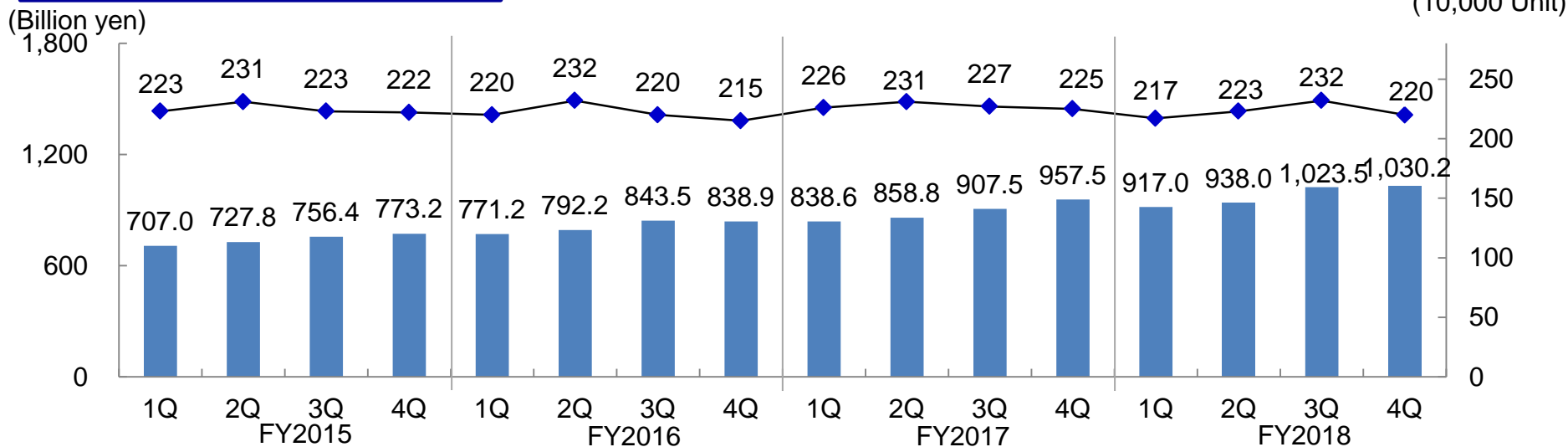
■ Revenue ■ Operating Profit ◆ Operating Profit Rate



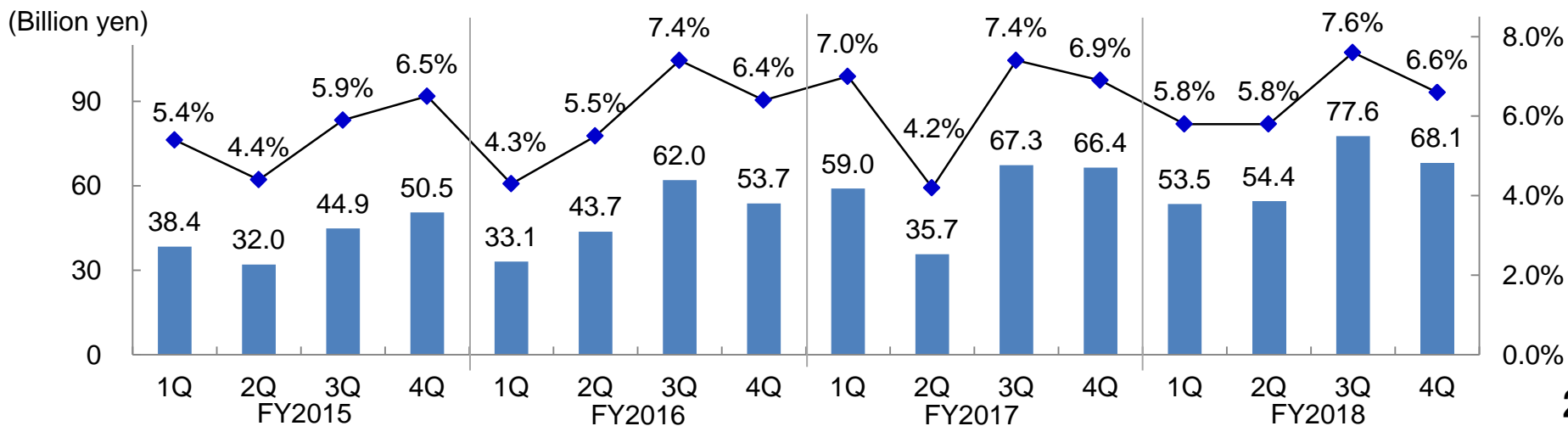
# Quarterly Performance

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

## Revenue



## Operating Profit

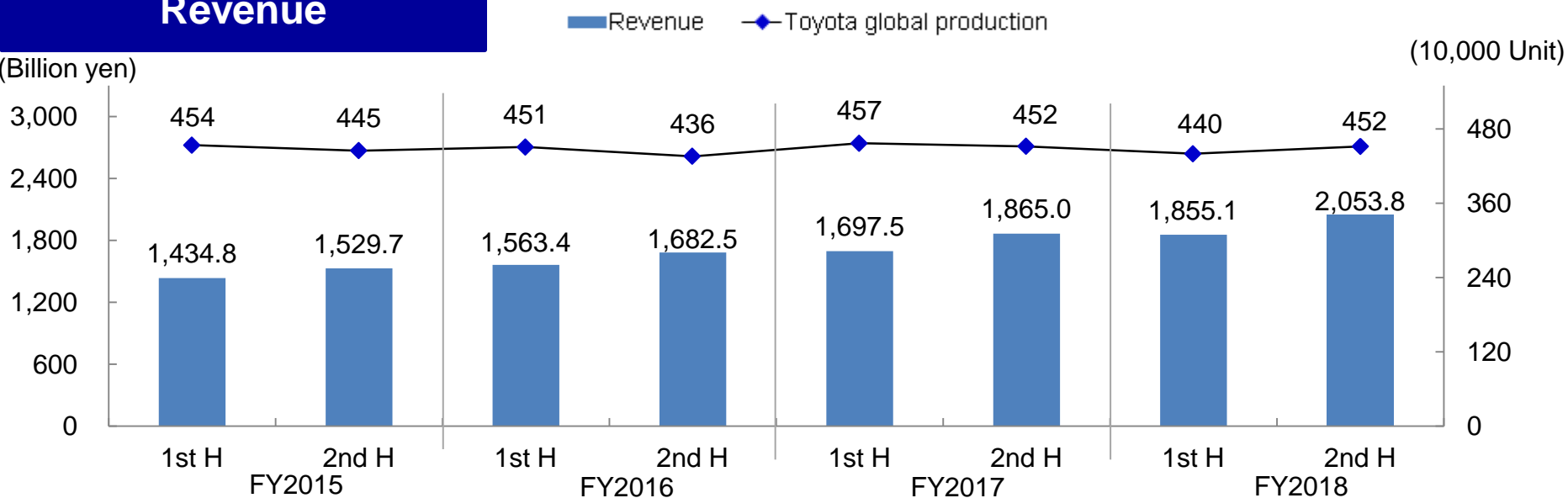


# Half Yearly Performance

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

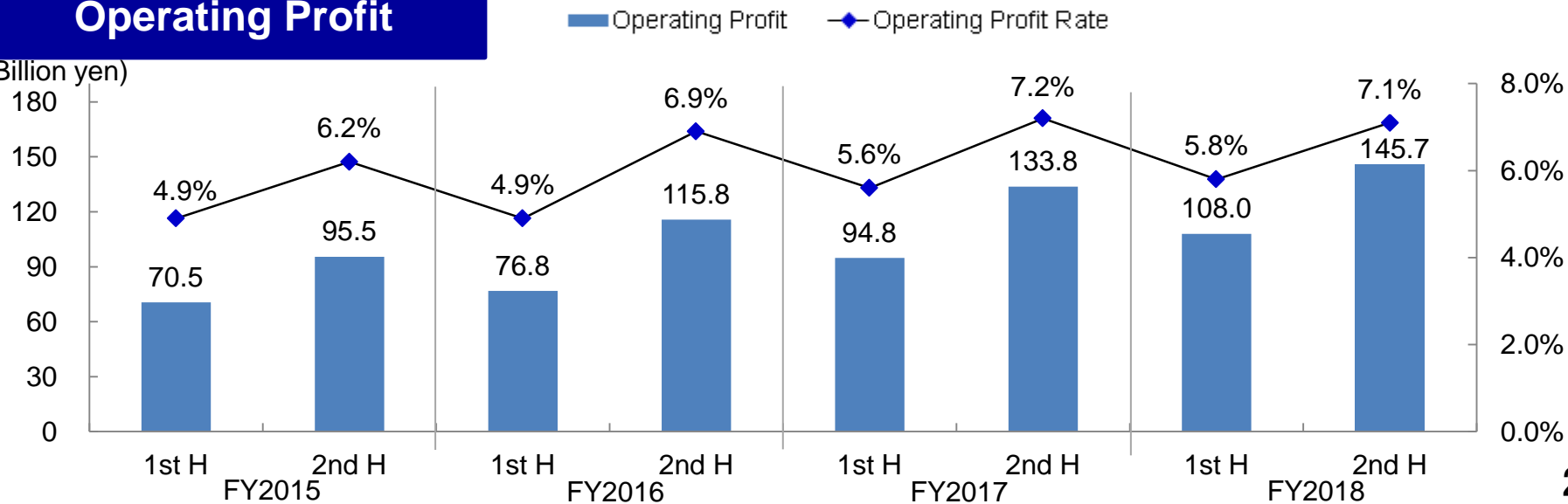
## Revenue

(Billion yen)



## Operating Profit

(Billion yen)





# Dividend per Share

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

		FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 (Forecast)
Dividend (Yen)	Interim	35	45	50	50	60	60
	Year-end	60	50	50	75	90	90
	Total	95	95	100	125	150	150
Dividend Payout Ratio		29.7%	34.7%	28.2%	28.1%	30.6%	30.4%
Repurchase of Treasury Stock (billion yen)		0.0	0.0	0.0	49.0	59.4	—
Total return Ratio(*)		29.7%	34.7%	28.2%	66.5%	74.5%	—

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

