

The next frontier in mobility.



FY2020 2nd Quarter Consolidated Financial Results

October 31st, 2019

AISIN SEIKI Co., Ltd.

The forecasts included in this document are based on information that the Company has obtained at the time of this disclosure and certain assumptions that the Company considers reasonable. The Company does not guarantee the predicted outcome of the forecasts. Actual results may differ significantly from the forecast due to a variety of factors, such as exchange rates and conditions of the global market.

1.Consolidated Financial Results (FY2020 2nd Quarter)	P.2-8
2.Consolidated Financial Forecast (FY2020 2nd Half- 6 months)	P.9-11
3.Consolidated Financial Forecast (FY2020 - 12 months)	P.12-17
4.Reference Information	P.18-27

1. Consolidated Financial Results (FY2020 2nd Quarter)

FY2020 2nd Quarter Overview of Financial Results



- 1. Revenue for FY2020 2nd Quarter decreased due to unfavorable Automatic Transmission sales in China.**
- 2. Operating profit for FY2020 2nd Quarter decreased due to the decrease of sales and increase of depreciation cost by advanced investment, in spite of cost structure improvement and cost reduction by Structural reforms etc.**
- 3. Although results for 1st Half was as estimated, we revise the annual forecast downward, since AT sales for 2nd Half is expected to be lower than the original 2nd Half plan which had not been revised in July, and also reflecting loss on business liquidation.**

Consolidated Financial Results

(FY2020 2nd Quarter)

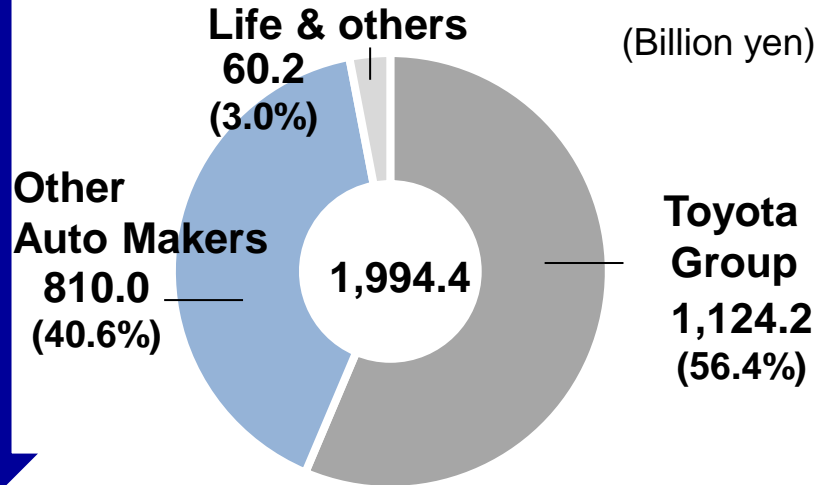


(Billion yen)	FY2019 2Q		FY2020 2Q		Change		FY2020 2Q	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%	Disclosed forecast in July	Rate to Revenue %
Revenue	1,994.4	-	1,913.7	-	-80.7	-4.0	1,910.0	-
Operating Profit	123.2	6.2	53.4	2.8	-69.8	-56.6	50.0	2.6
Profit before income taxes	132.2	6.6	54.4	2.8	-77.8	-58.8	52.0	2.7
Profit for the period *	64.5	3.2	30.3	1.6	-34.2	-52.9	31.0	1.6
EPS	239.53 yen	-	112.74 yen	-	-126.79 yen	-52.9	115.03 yen	-
Pre-conditions	FX Rate	USD 110 yen	USD 109 yen	-1 yen	-0.9	USD 107 yen		
		CNY 16.7 yen	CNY 15.6 yen	-1.1yen	-6.6	CNY 15.6 yen		
	Toyota production (10,000 Unit)	446	461	+15	+3.3	462		
	AT sales (10,000 Unit)	506	446	-60	-11.8	445		

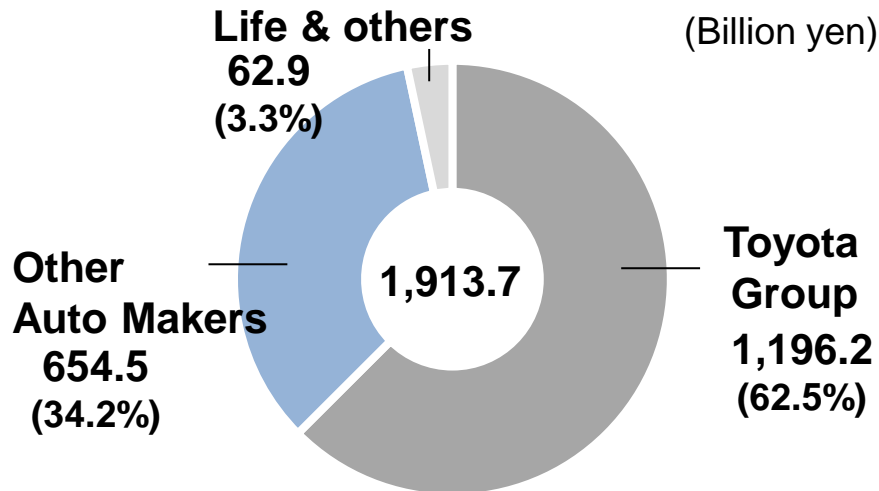
* Profit for the period attributable to Owners of the parent

Sales by Customer (FY2020 2nd Quarter)

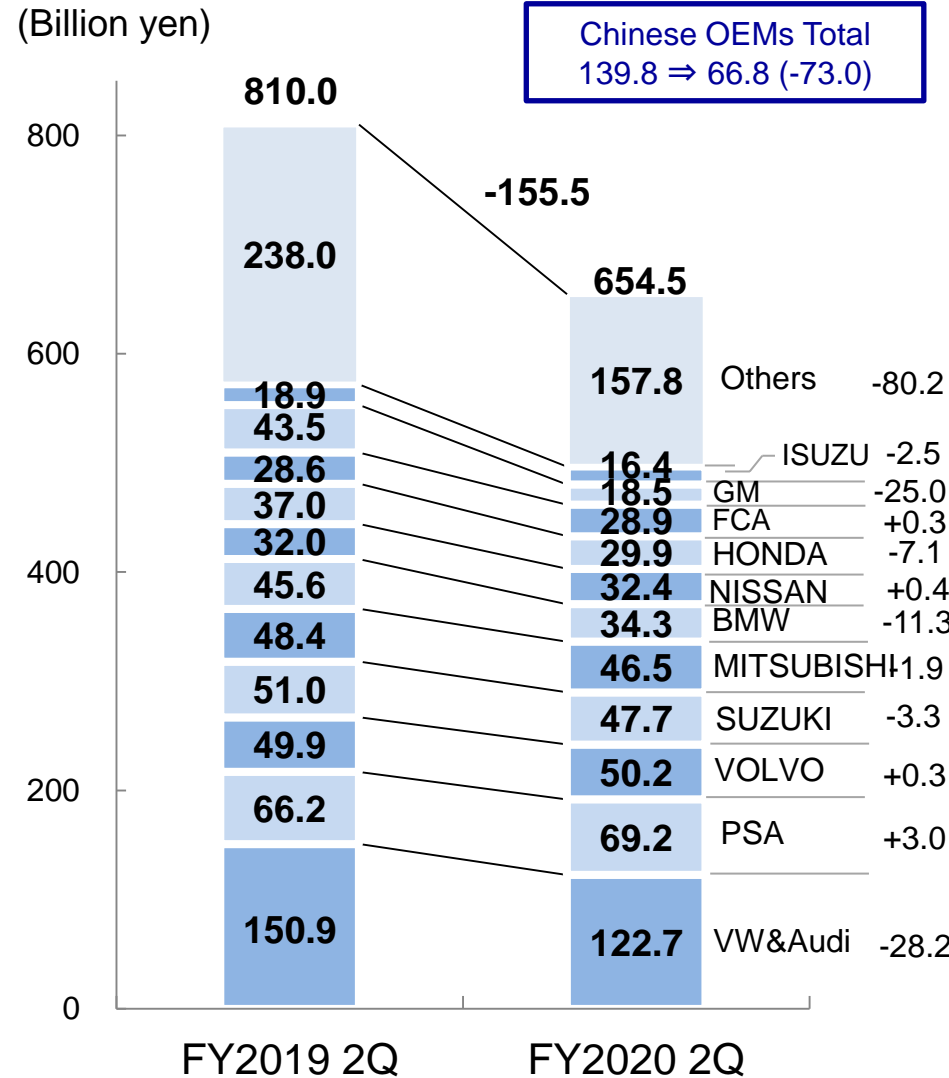
FY2019 2nd Quarter Revenue



FY2020 2nd Quarter Revenue (- 80.7)

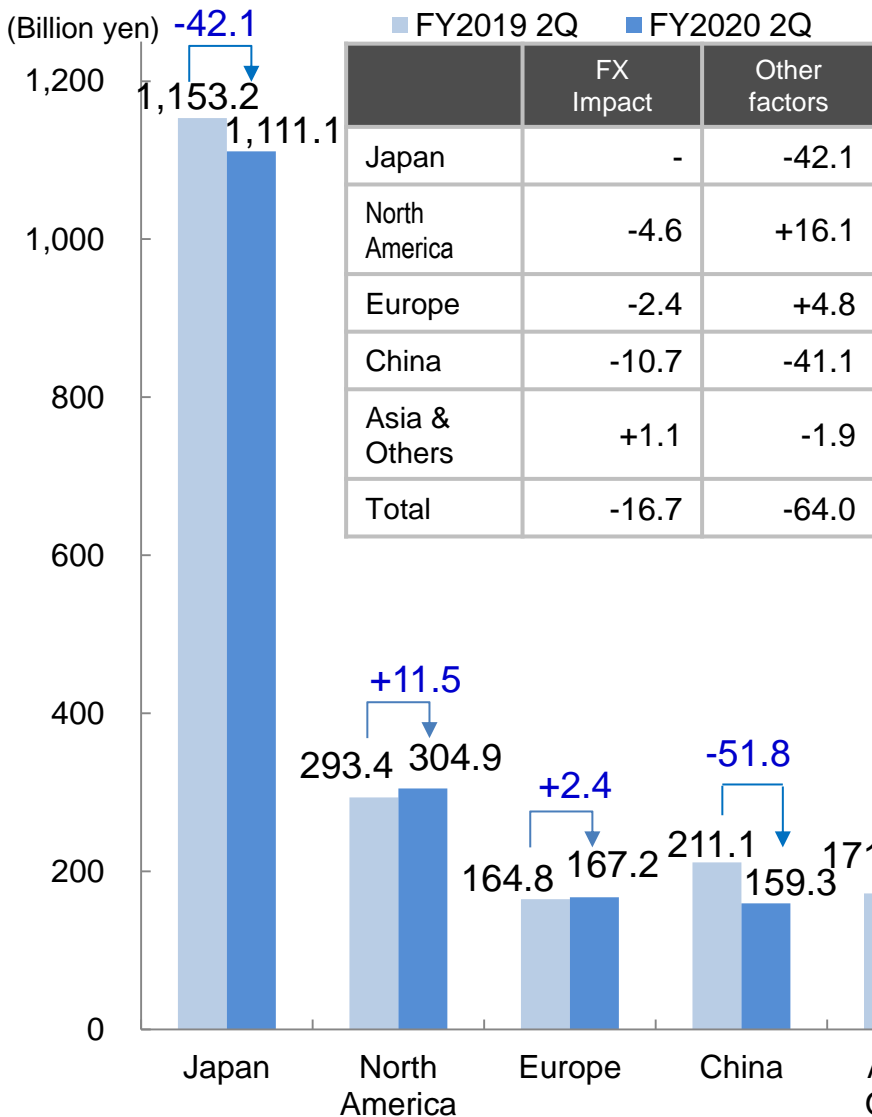


Other Auto Makers sales breakdown

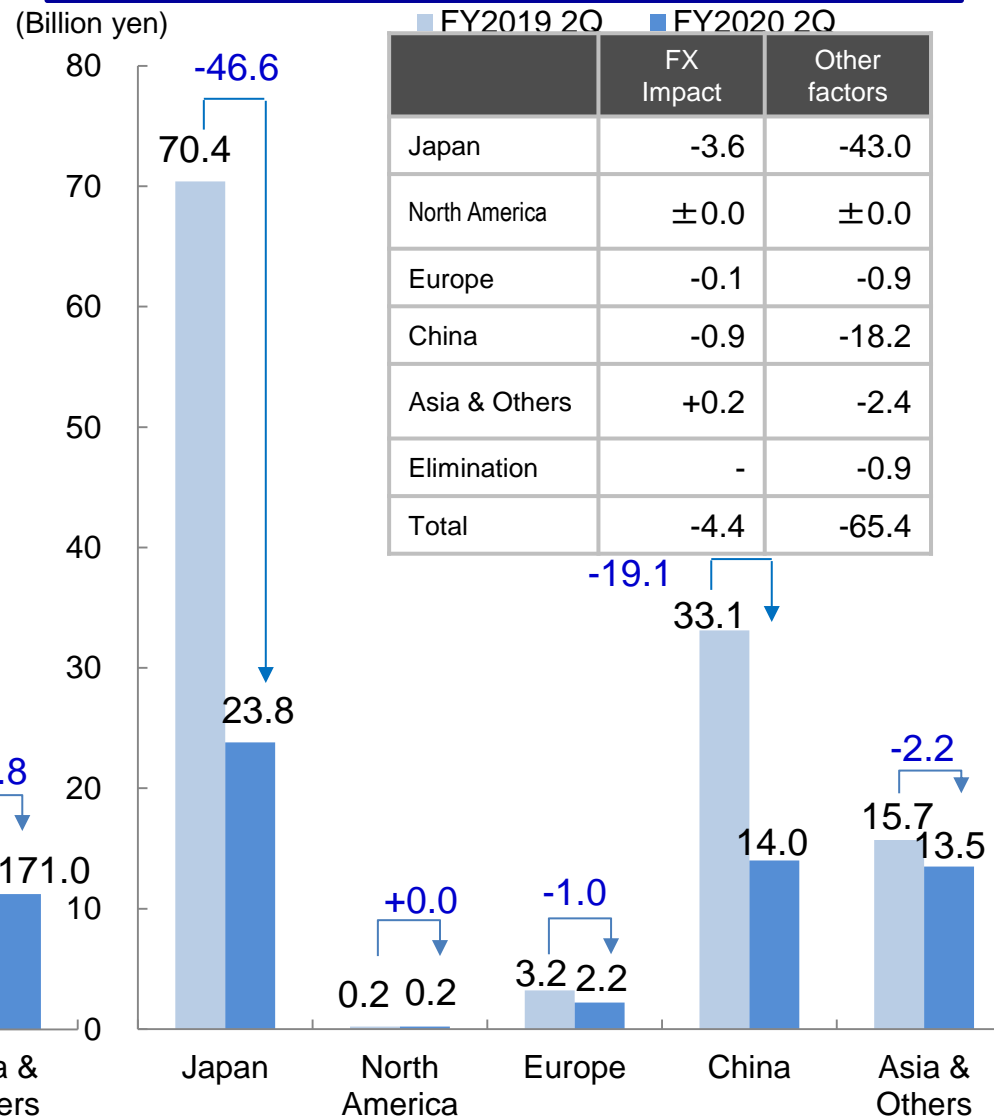


Segment Information (FY2020 2nd Quarter)

Revenue (-80.7)



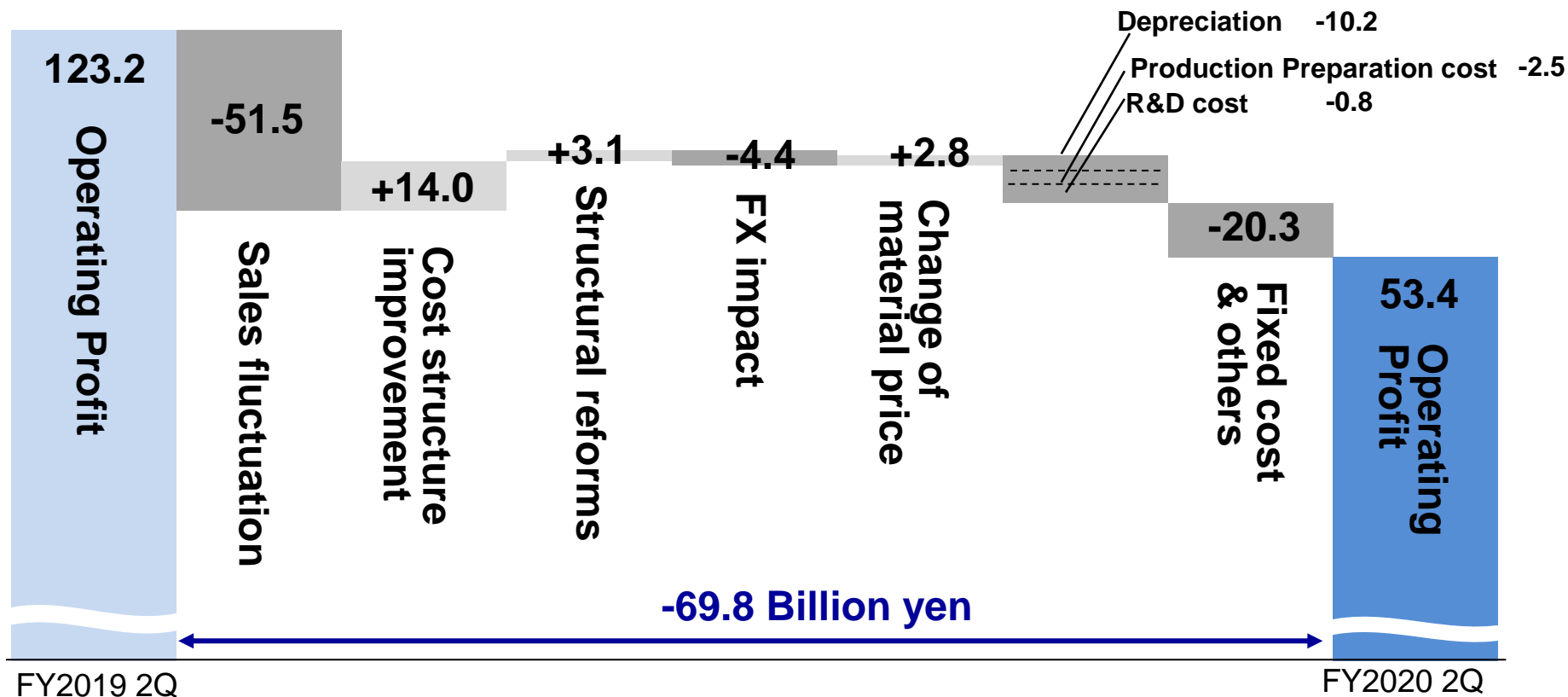
Operating Profit (-69.8)



Fluctuations for Operating Profit (FY2020 2nd Quarter)

FY2019 2Q / FY2020 2Q

(Billion yen)

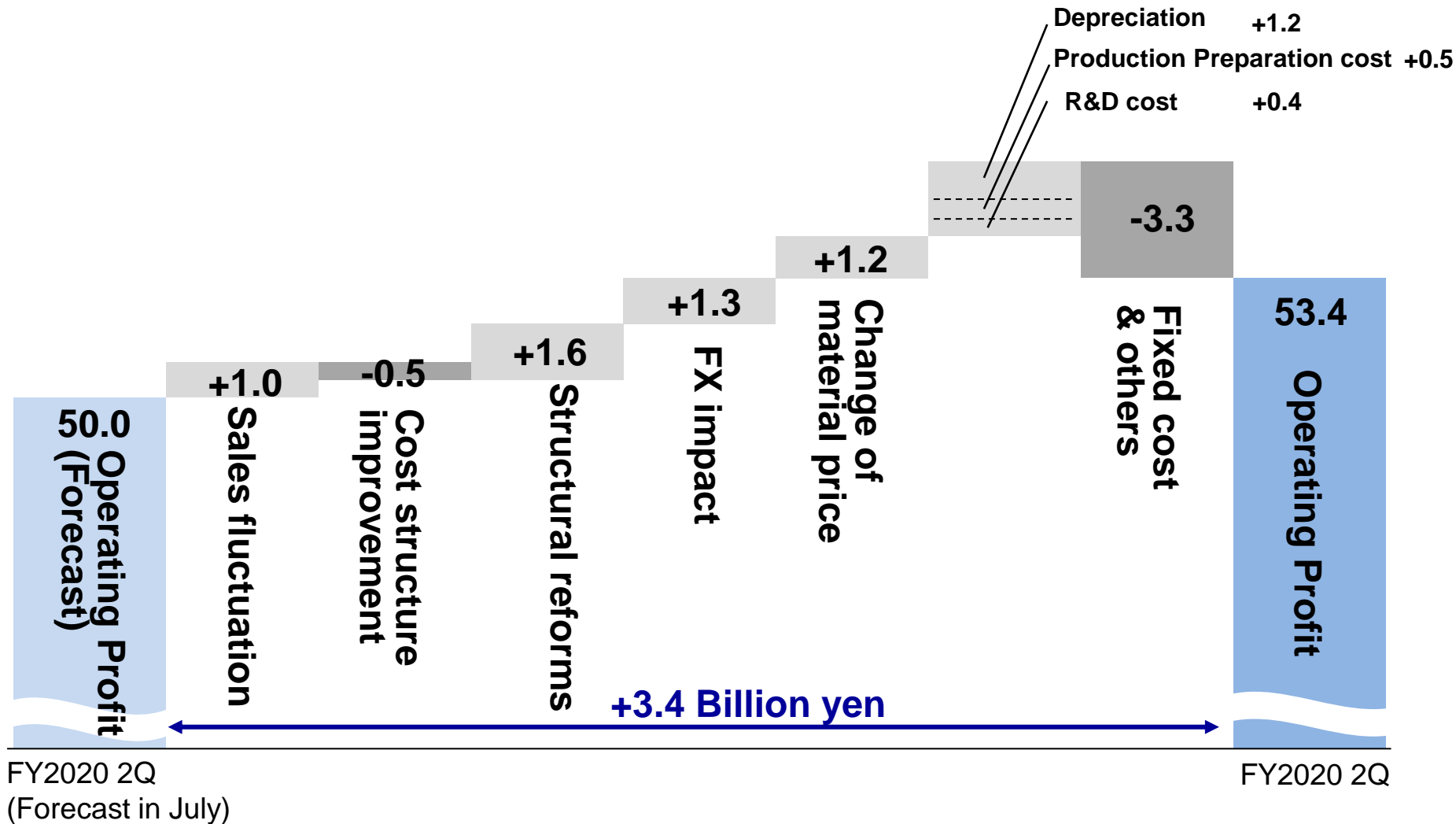


Fluctuations for Operating Profit

(FY2020 2ndQuarter)

FY2020 2Q(Forecast in July)
/ FY2020 2Q(Result)

(Billion yen)



2.Consolidated Financial Forecast (FY2020 2nd Half- 6 months)

Consolidated Financial Forecast

(FY2020 2nd Half- 6 months)



(Billion yen)	FY2019 2H		FY2020 2H		Change		FY2020 2H	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%	Forecast in April	Rate to Revenue %
Revenue	2,048.7	-	1,926.3	-	-122.4	-6.0	2,060.0	-
Operating Profit	82.3	4.0	21.6	1.1	-60.7	-73.8	110.0	5.3
Profit before income taxes	85.2	4.2	23.6	1.2	-61.6	-72.3	115.0	5.6
Profit for the period *	45.6	2.2	9.7	0.5	-35.9	-78.7	55.0	2.7
EPS	169.11 yen	-	35.68 yen	-	133.43 yen	-78.9	204.09 yen	-

Pre-conditions	FX Rate	USD 112 yen	USD 105 yen	-7 yen	-6.3	USD 110 yen
		CNY 16.3 yen	CNY 14.8 yen	-1.5 yen	-9.2	CNY 16.4 yen
	Toyota production (10,000 Unit)	460	444	-16	-3.5	446
	AT sales (10,000 Unit)	493	479	-14	-2.8	540

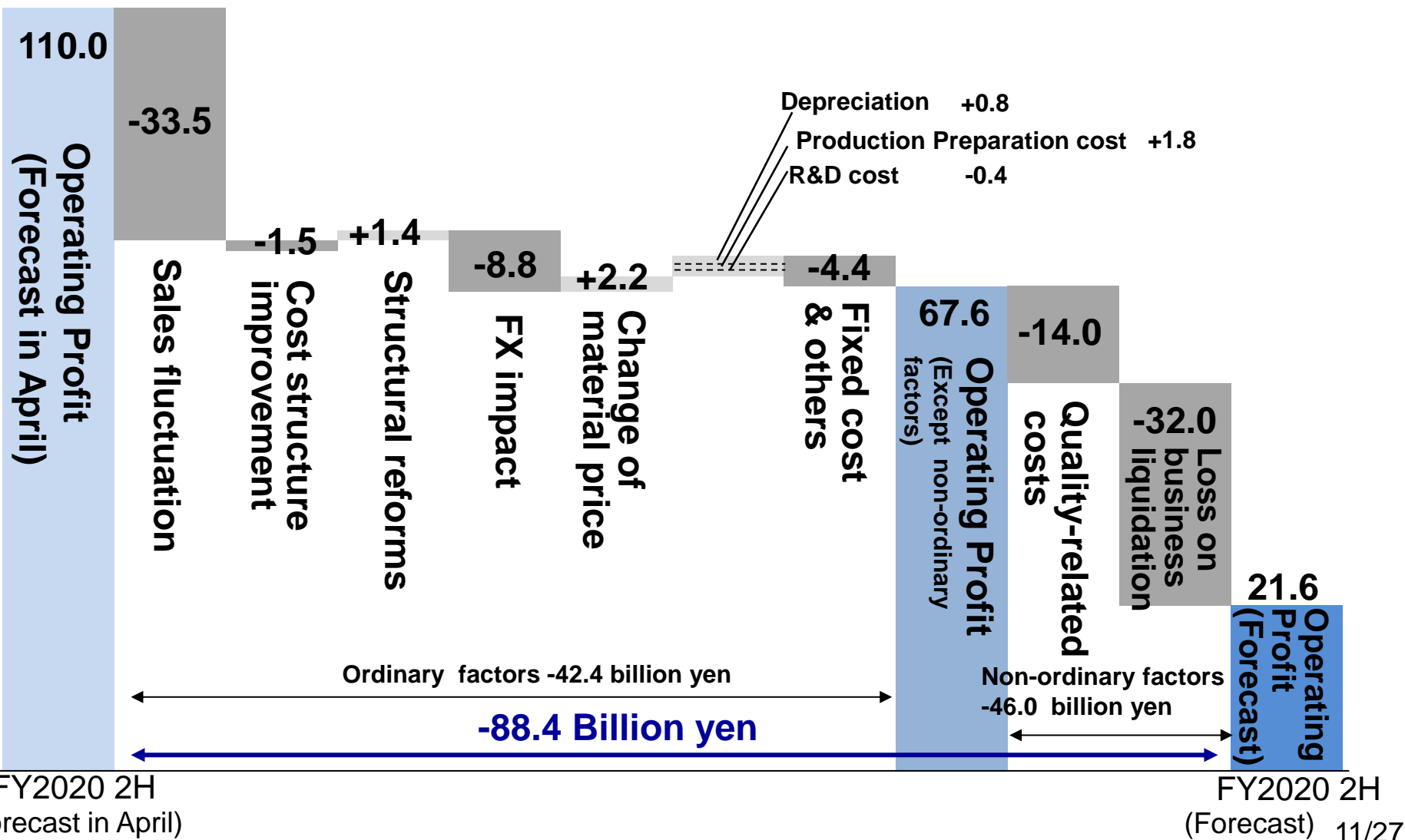
* Profit for the period attributable to Owners of the parent

Forecast of Fluctuations for Operating Profit

(FY2020 2nd Half- 6 months)

FY2020 2H (Forecast in April)
/ FY2020 2H (Forecast)

(Billion yen)



3.Consolidated Financial Forecast (FY2020 - 12 months)

Consolidated Financial Forecast

(FY2020 - 12 months)



(Billion yen)	FY2019		FY2020		Change		FY2020	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%	Forecast in July	Rate to Revenue %
Revenue	4,043.1	–	3,840.0	–	-203.1	-5.0	3,970.0	–
Operating Profit	205.5	5.1	75.0	2.0	-130.5	-63.5	160.0	4.0
Profit before income taxes	217.4	5.4	78.0	2.0	-139.4	-64.1	167.0	4.2
Profit for the period *	110.1	2.7	40.0	1.0	-70.1	-63.7	86.0	2.2
EPS	408.64 yen	–	148.42 yen	–	-260.22 yen	-63.7	319.11 yen	–

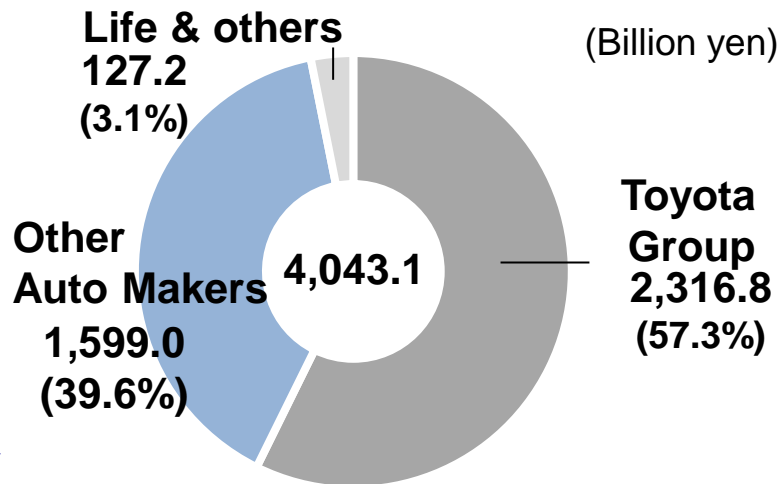
Pre-conditions	FX Rate	USD 111 yen	USD 107 yen	-4 yen	-3.6
		CNY 16.5 yen	CNY 15.1 yen	-1.4 yen	-8.5
	Toyota production (10,000 Unit)	906	905	-1	-0.1
	AT sales (10,000 Unit)	999	925	-74	-7.4

* Profit for the period attributable to Owners of the parent

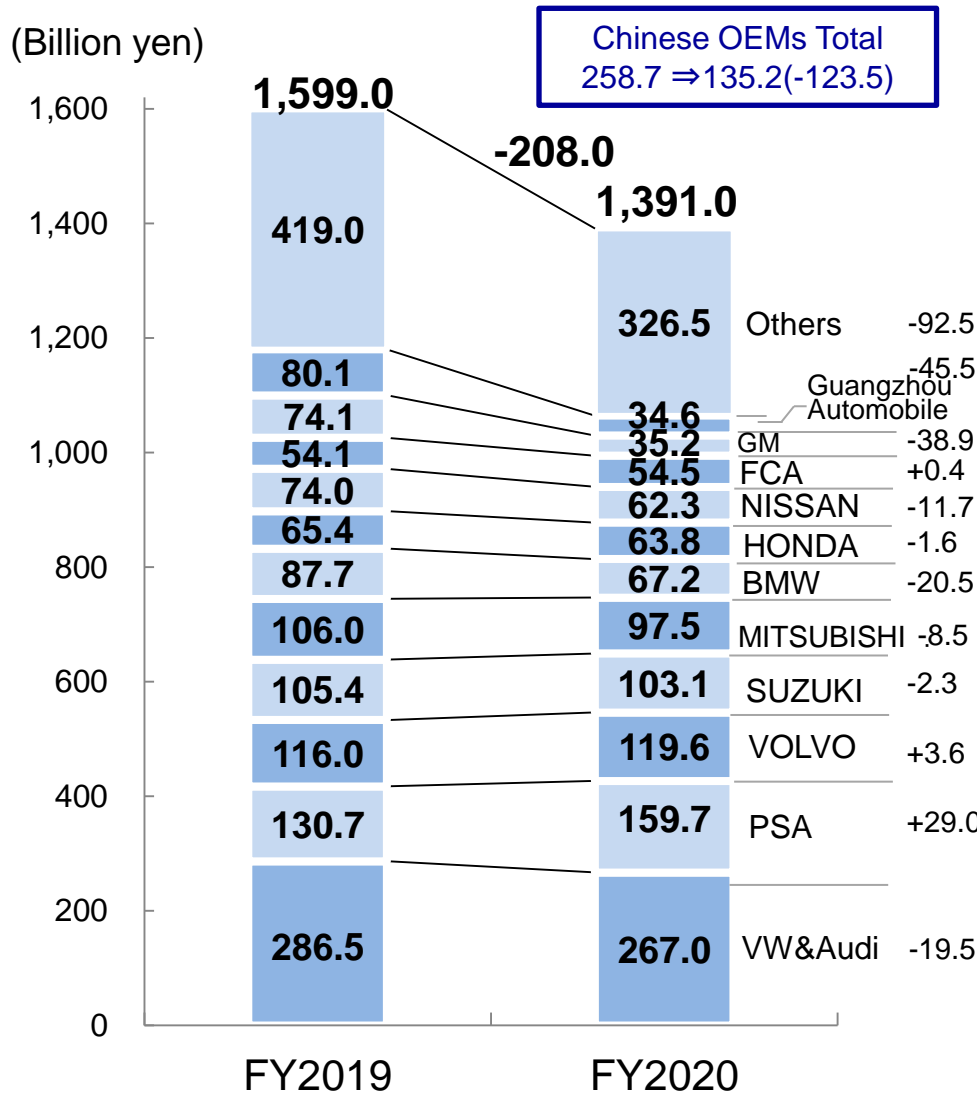
Forecast of Sales by Customer

(FY2020 - 12 months)

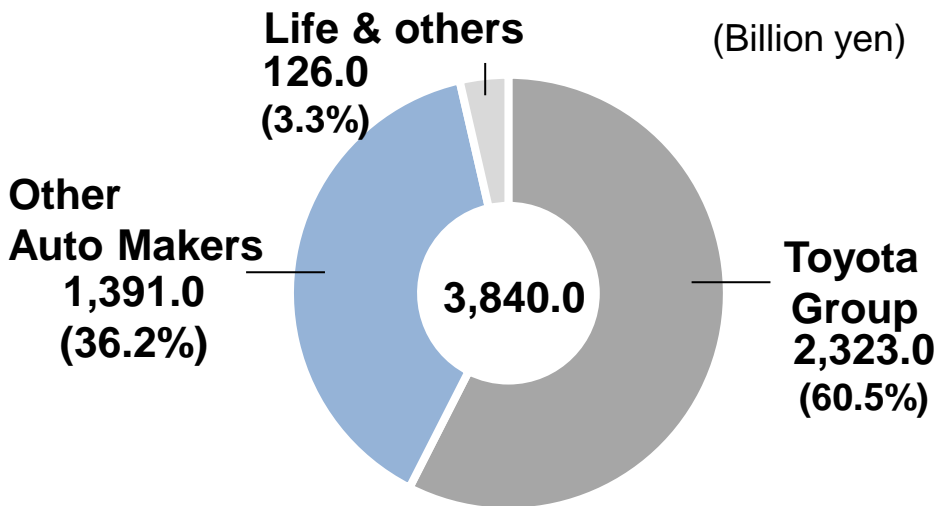
FY2019 Revenue



Other Auto Makers sales breakdown



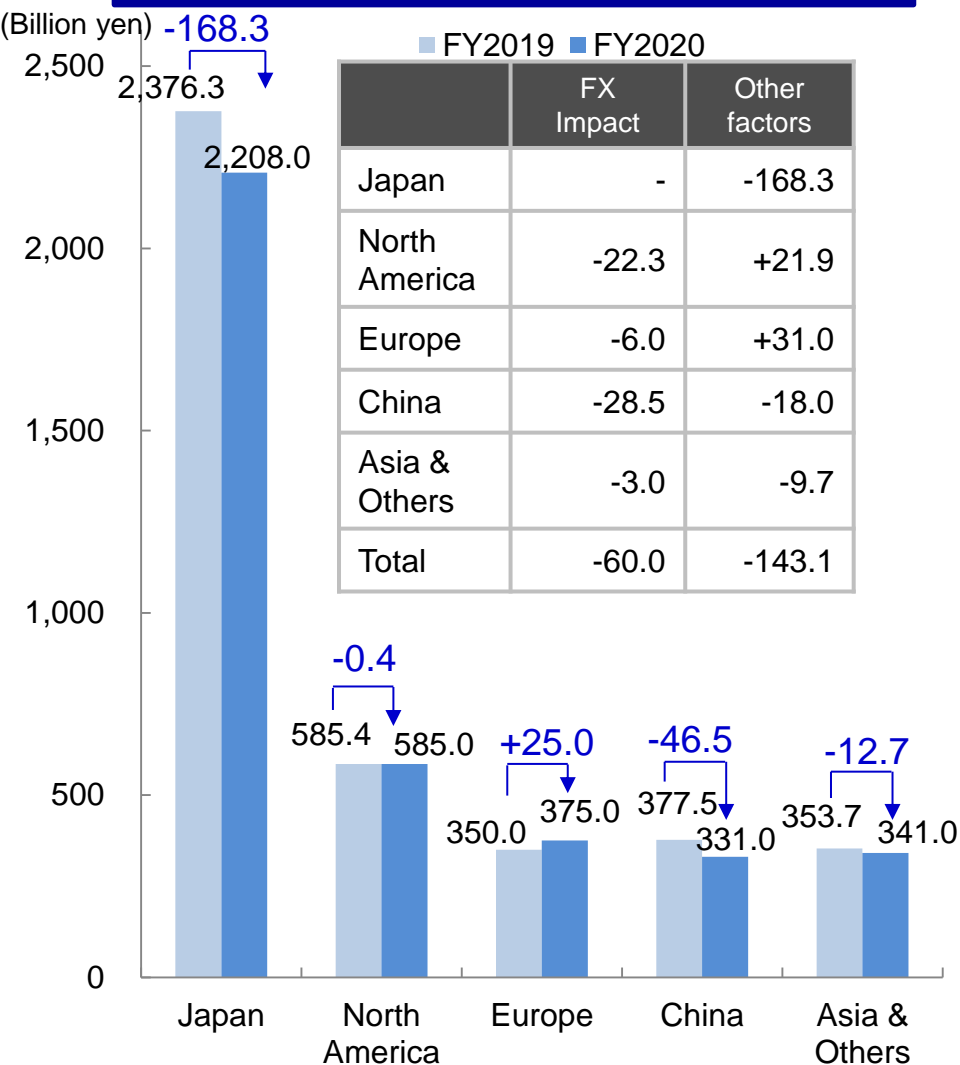
FY2020 Revenue (- 203.1)



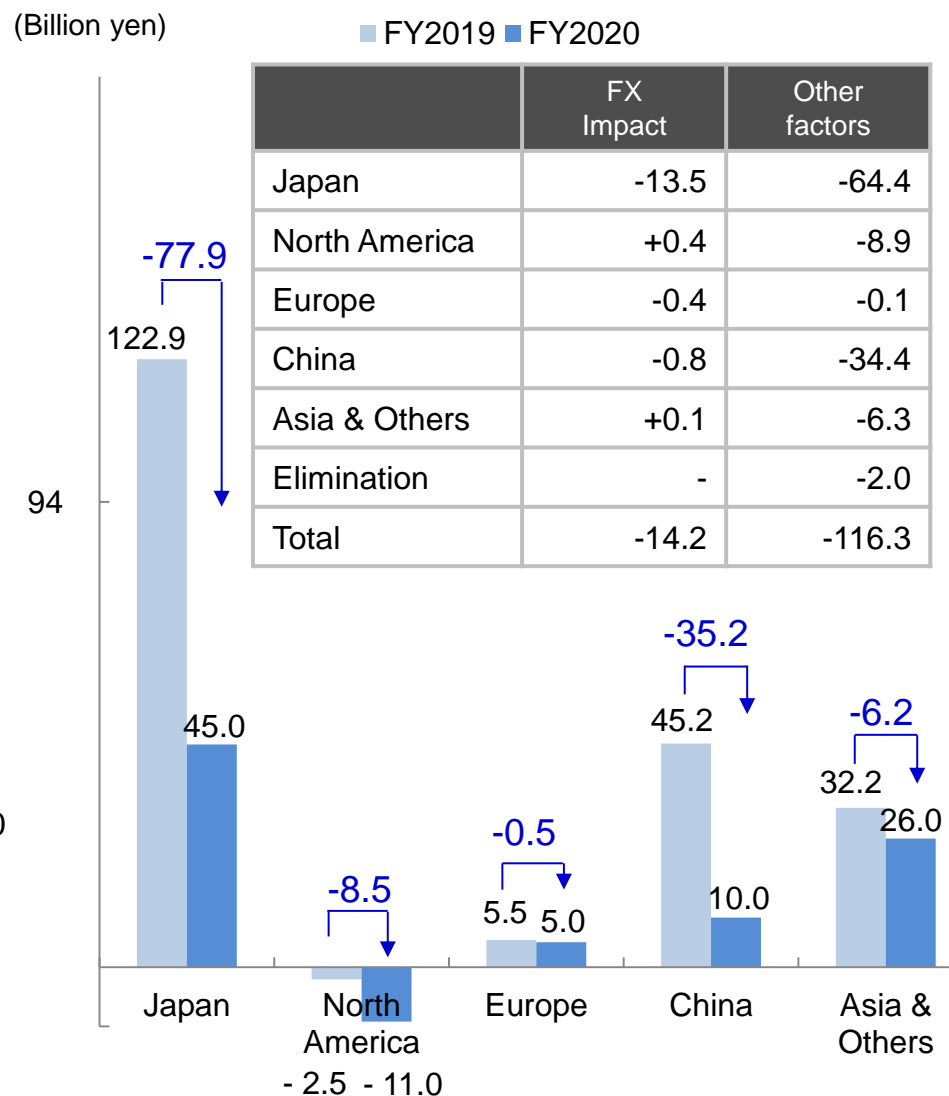
Forecast of Segment Information

(FY2020 - 12 months)

Revenue (-203.1)



Operating Profit (- 130.5)

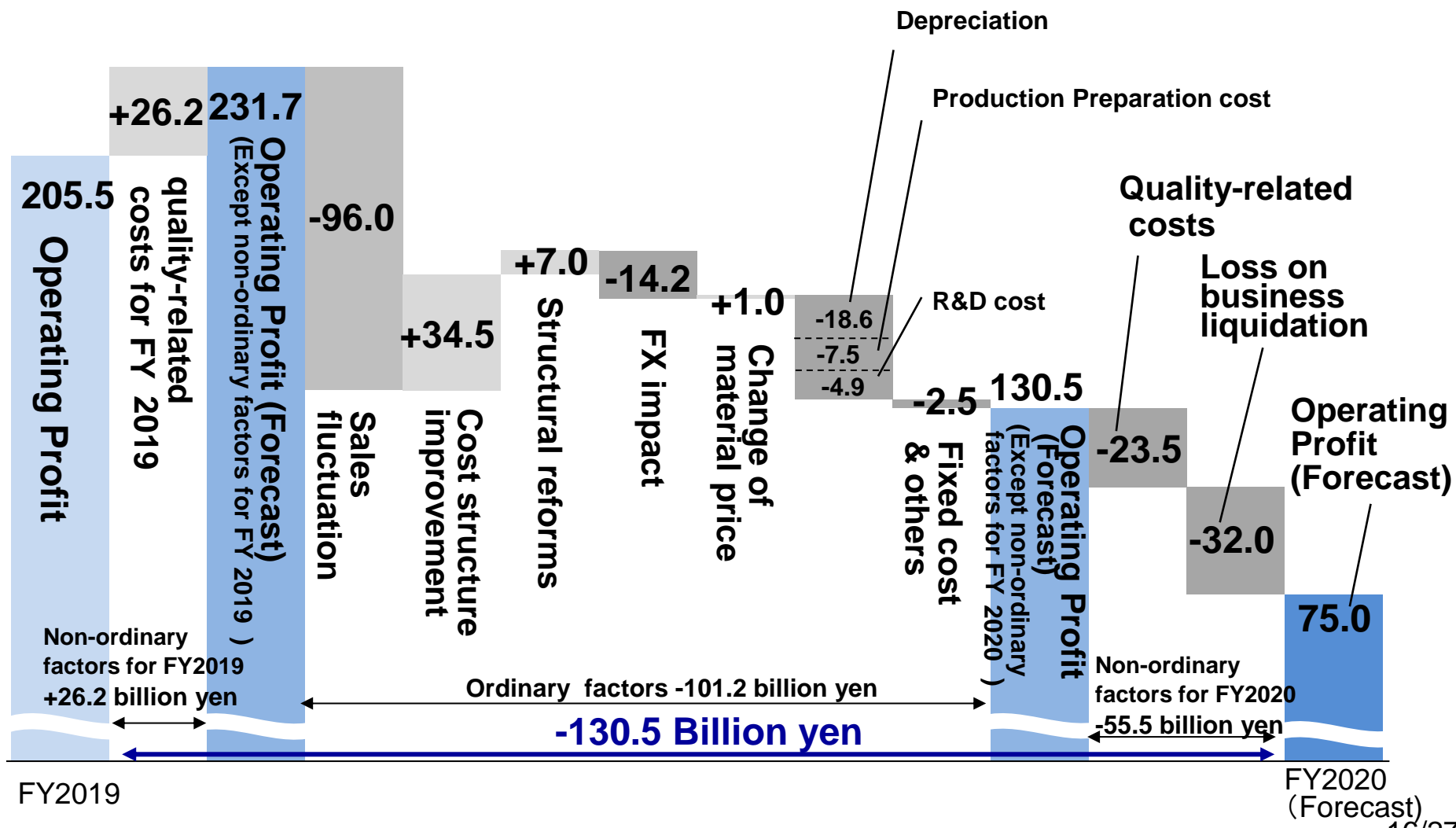


Forecast of Fluctuations for Operating Profit

(FY2020 - 12 months)

FY2019 / FY2020

(Billion yen)



FY2019

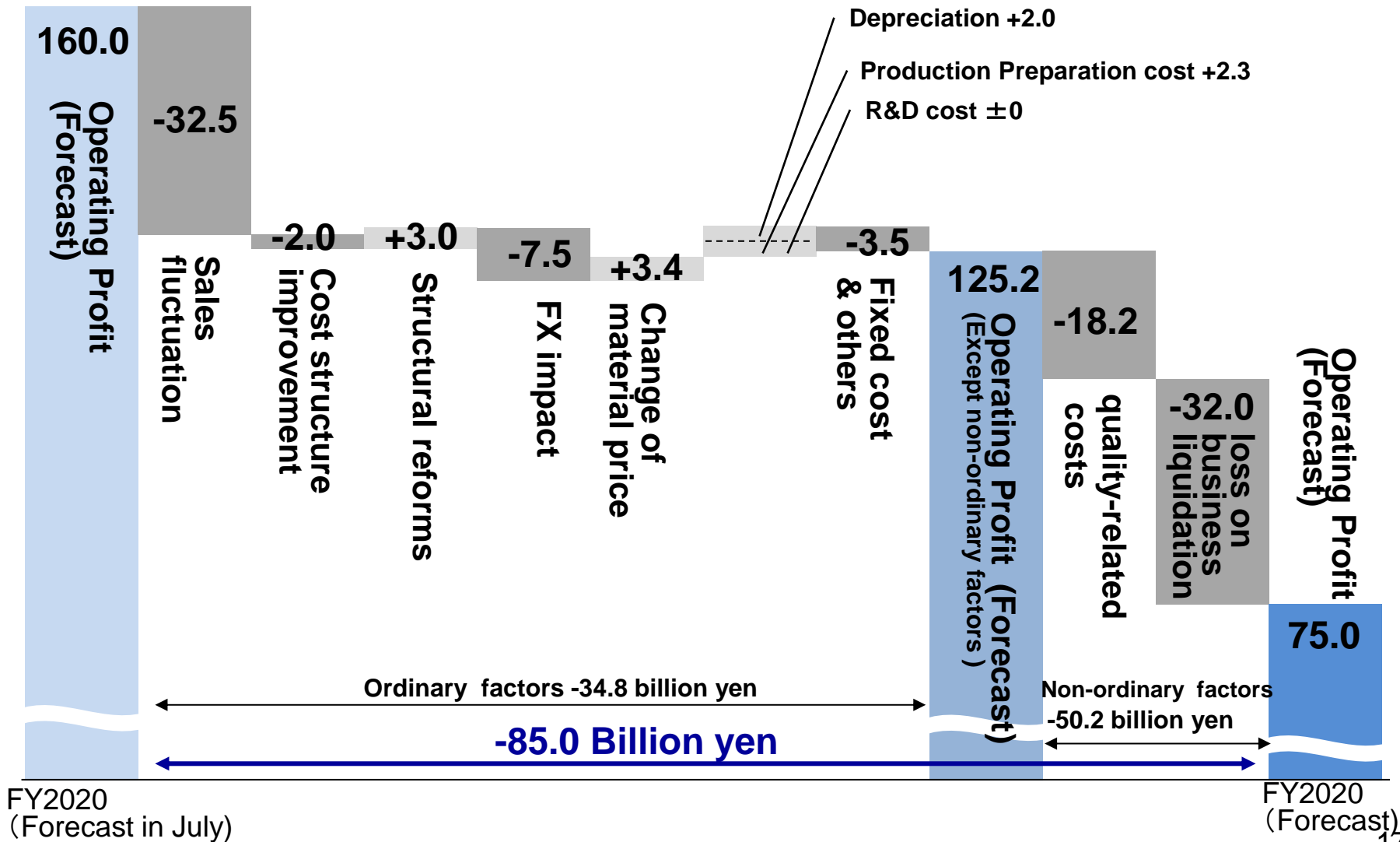
FY2020 (Forecast)

Forecast of Fluctuations for Operating Profit

(FY2020 - 12 months)

FY2020 (Forecast July)
/ FY2020 (Forecast)

(Billion yen)

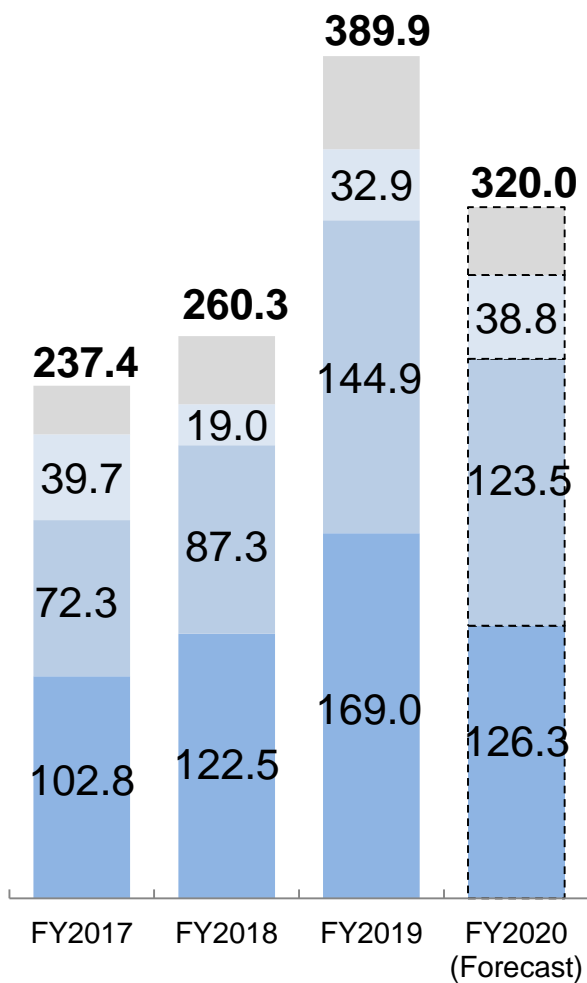


4. Reference information

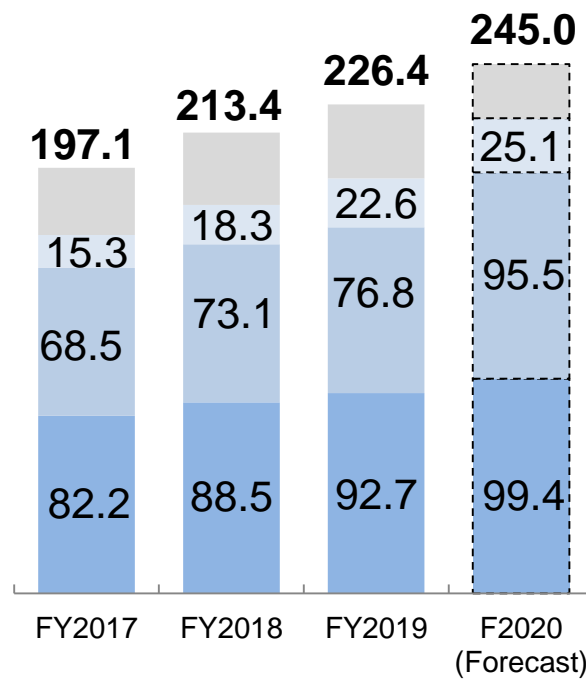
Capital Expenditure/Depreciation/ R&D Expenditure

Capital Expenditure

(Billion yen)

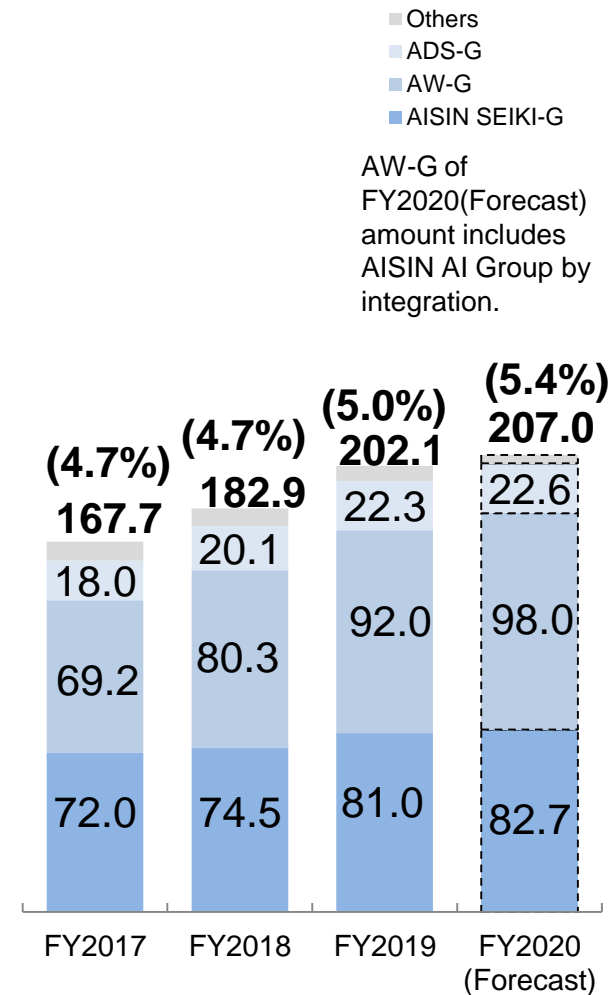


Depreciation



R&D Expenditure

(): Rate to sales



■ Others
 ■ ADS-G
 ■ AW-G
 ■ AISIN SEIKI-G
 AW-G of FY2020(Forecast) amount includes AISIN AI Group by integration.

Toyota car production

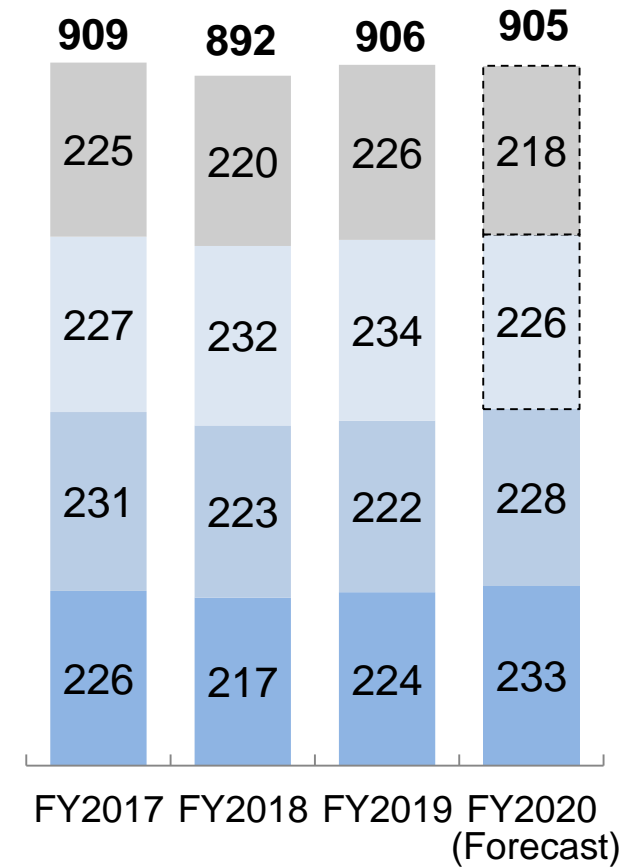
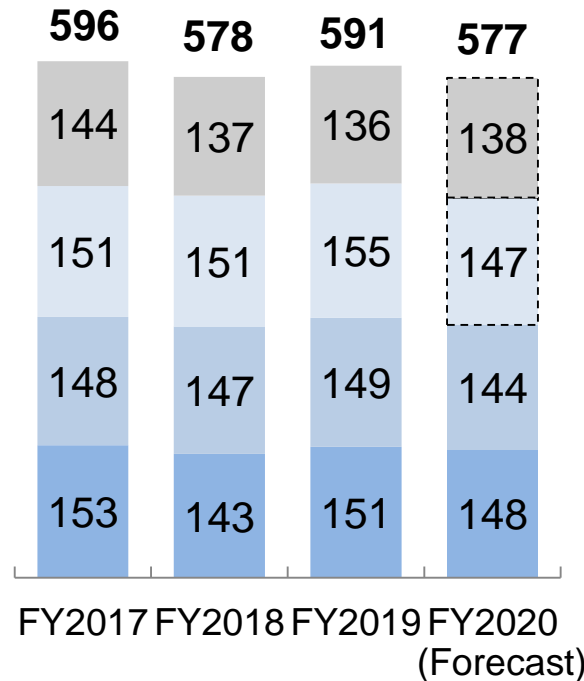
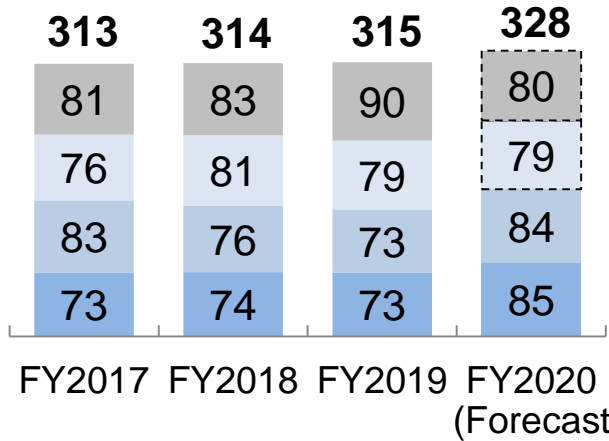
Toyota Domestic production

Toyota Oversea production

Toyota global production

(10,000 Unit)

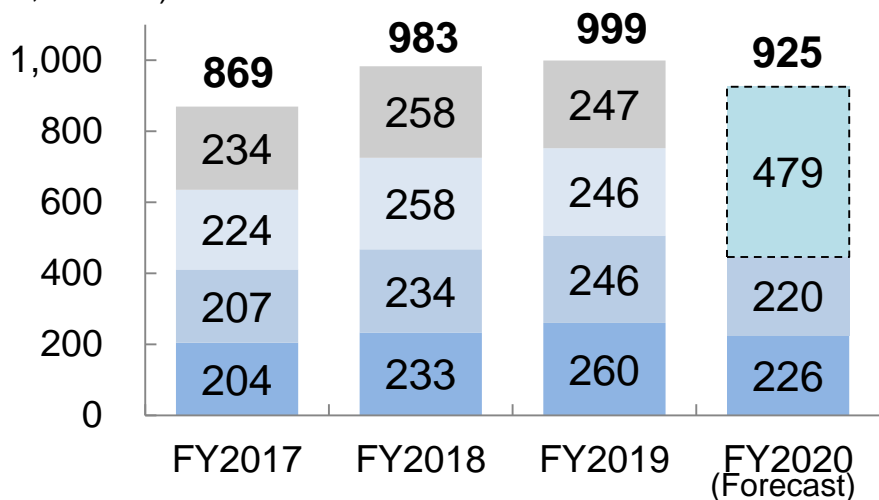
- 4Q
- 3Q
- 2Q
- 1Q



Sales Number

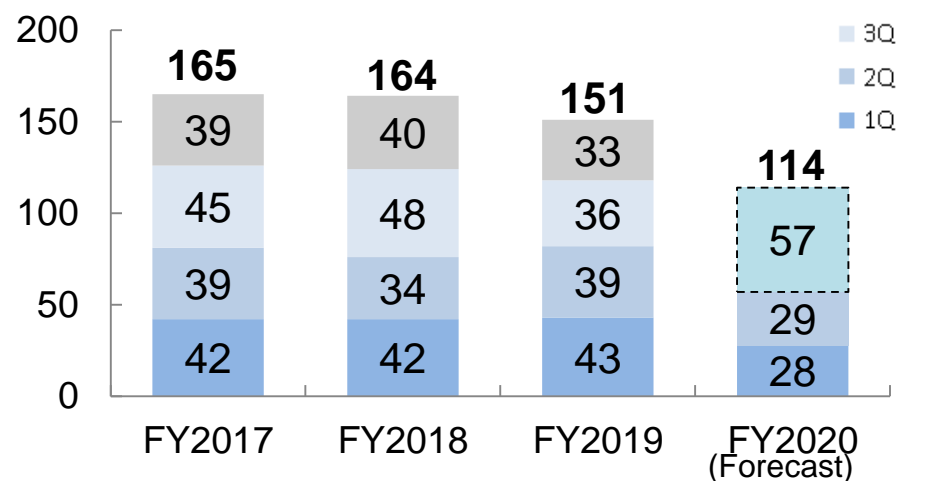
AT sales

(10,000 Unit)



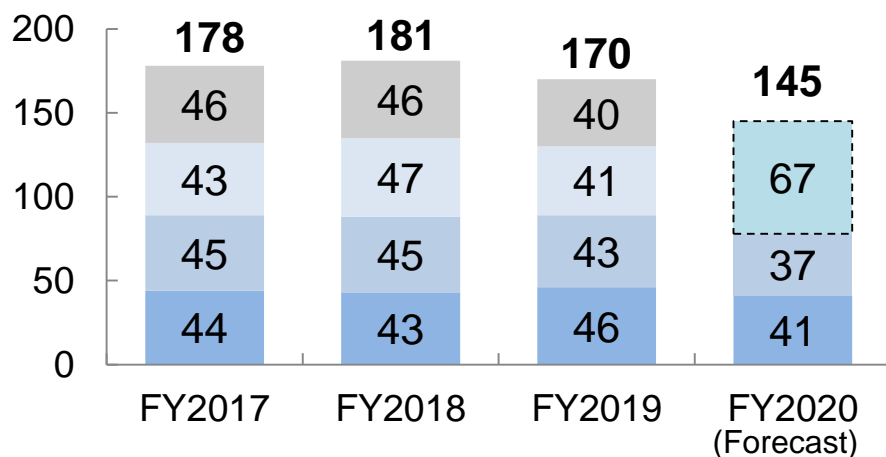
MT sales

(10,000 Unit)



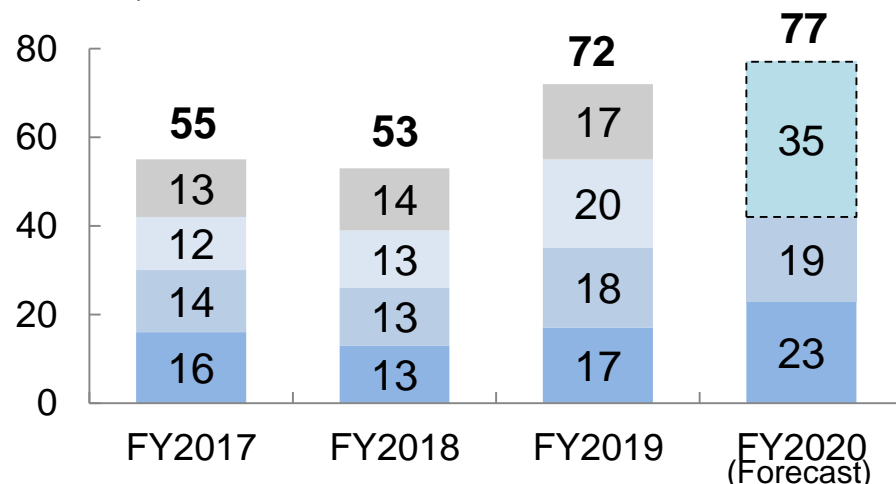
Navigation System sales

(10,000 Unit)



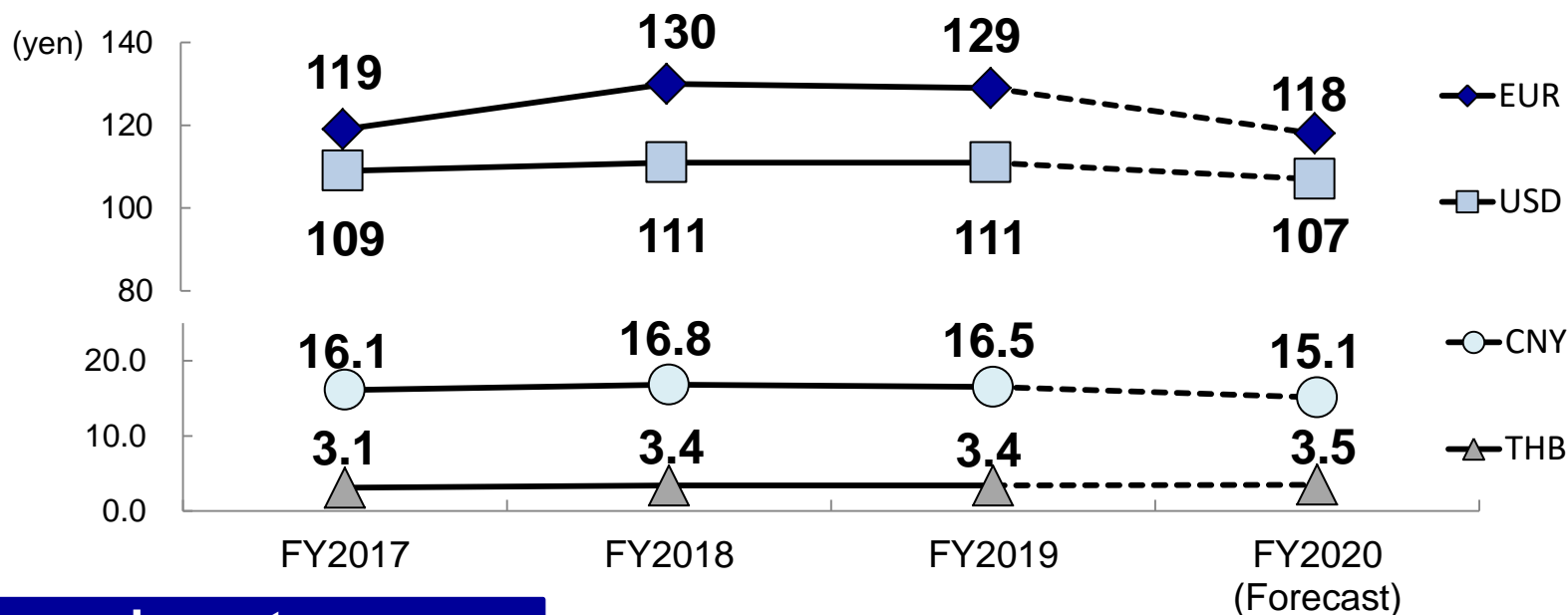
Navigation Soft sales

(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)

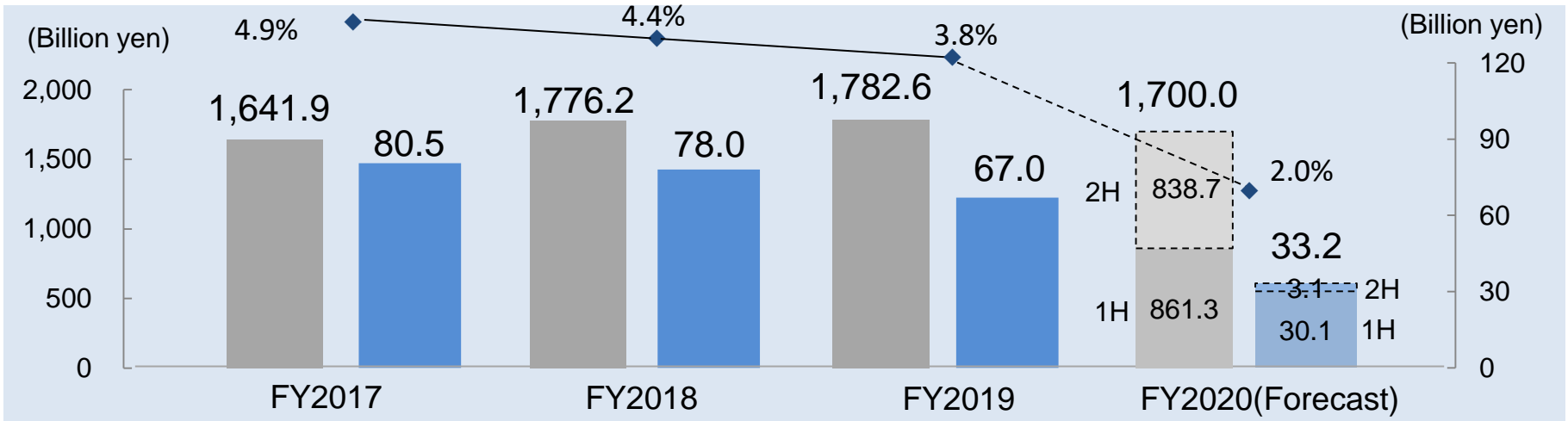
	FY2017	FY2018	FY2019	FY2020(Forecast)		Rate after Oct
USD	1.34	1.13	1.13	1.00	USD	105
EUR	0.17	0.19	0.17	0.16	EUR	115
THB *	0.81	1.26	1.55	1.55	THB	3.4
CNY *	0.79	0.81	0.76	0.58	CNY	14.8

* Impacts of THB and CNY are per 0.1yen.

Financial Results of the Main Consolidated Companies I

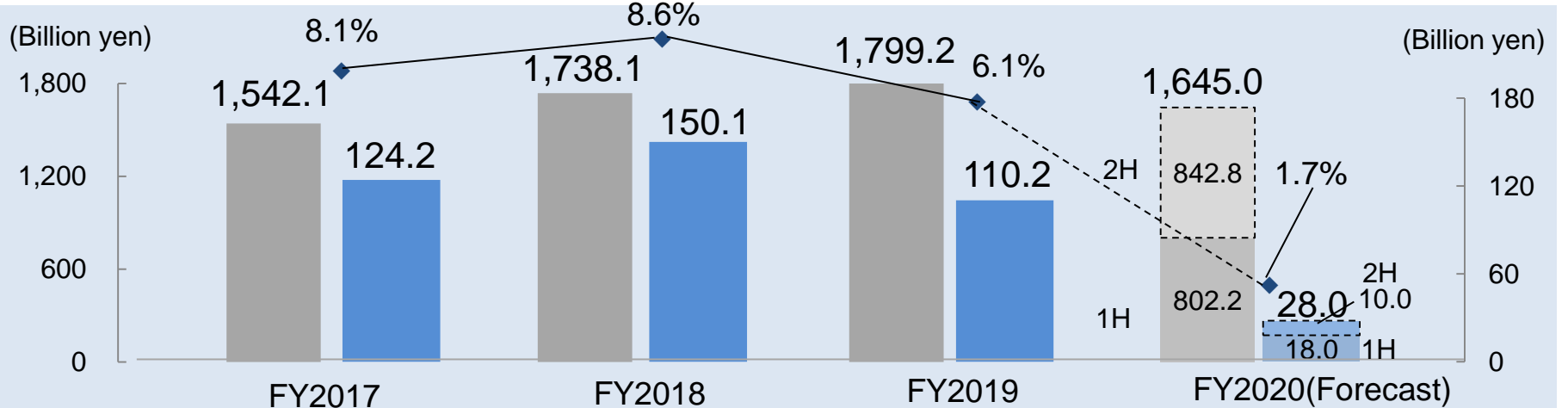
AISIN SEIKI Group

Revenue Operating Profit Operating Profit Rate



AISIN AW Group (after integration with AISIN AI Group)

Revenue Operating Profit Operating Profit Rate

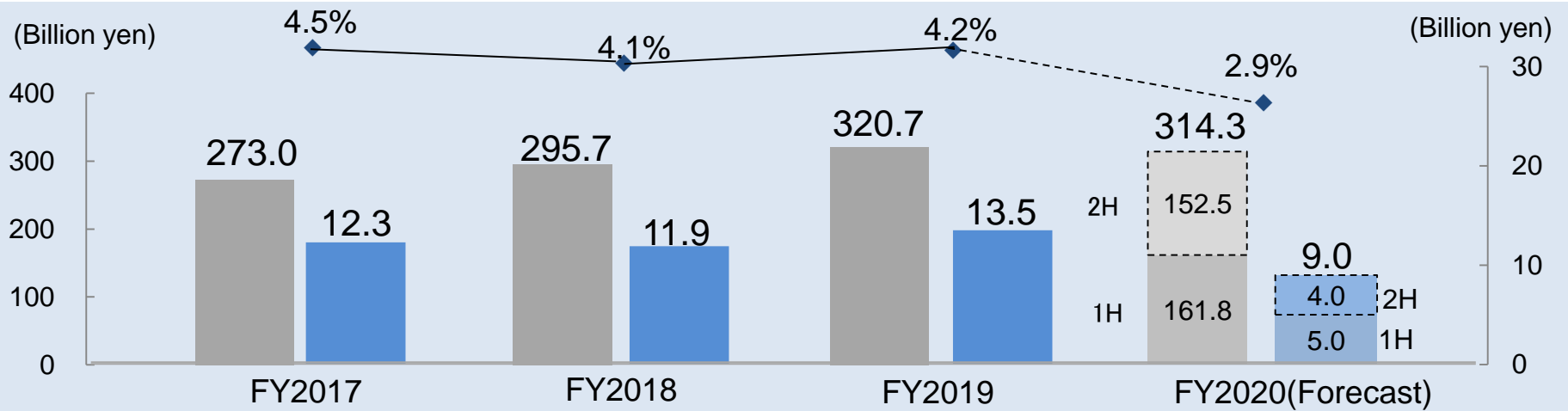


Financial Results of the Main Consolidated Companies II



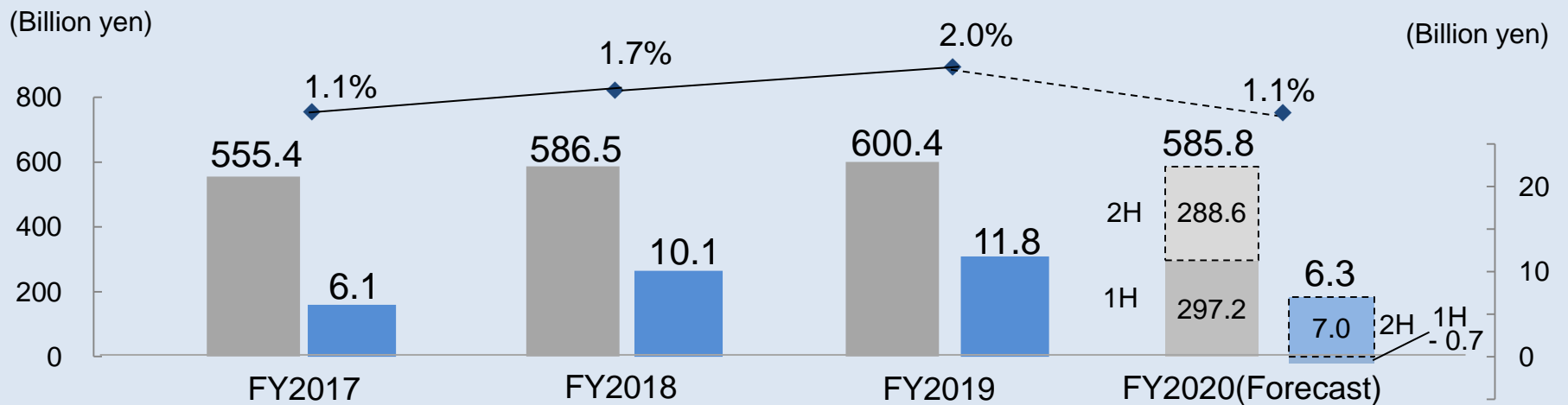
AISIN Takaoka Group

Revenue Operating Profit Operating Profit Rate



ADVICS Group

Revenue Operating Profit Operating Profit Rate

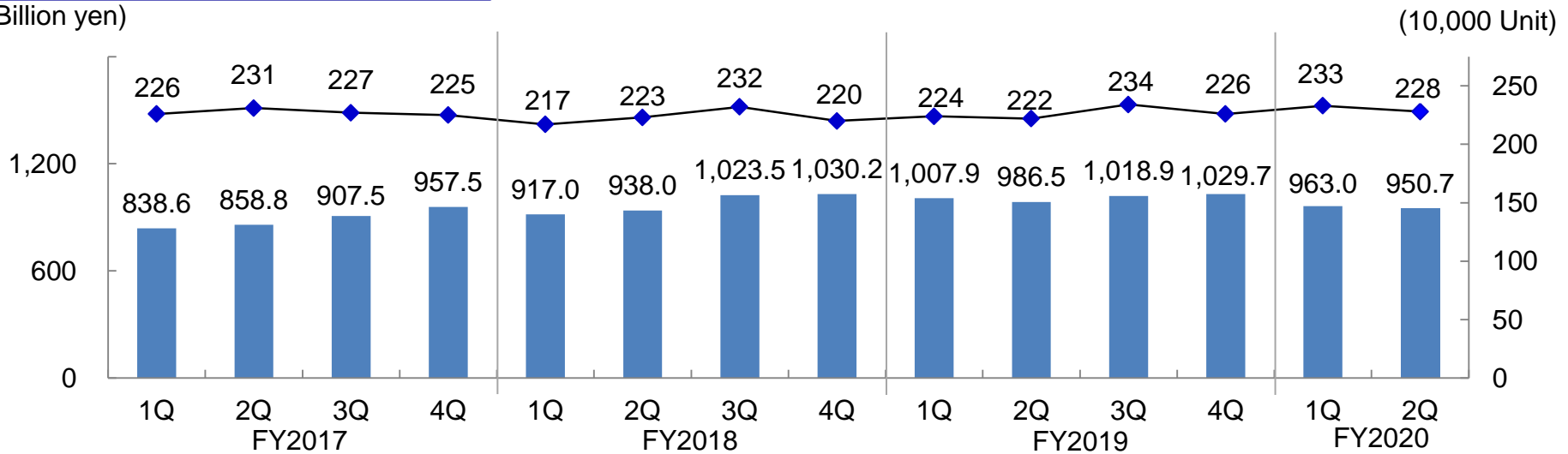


Quarterly Performance

Revenue

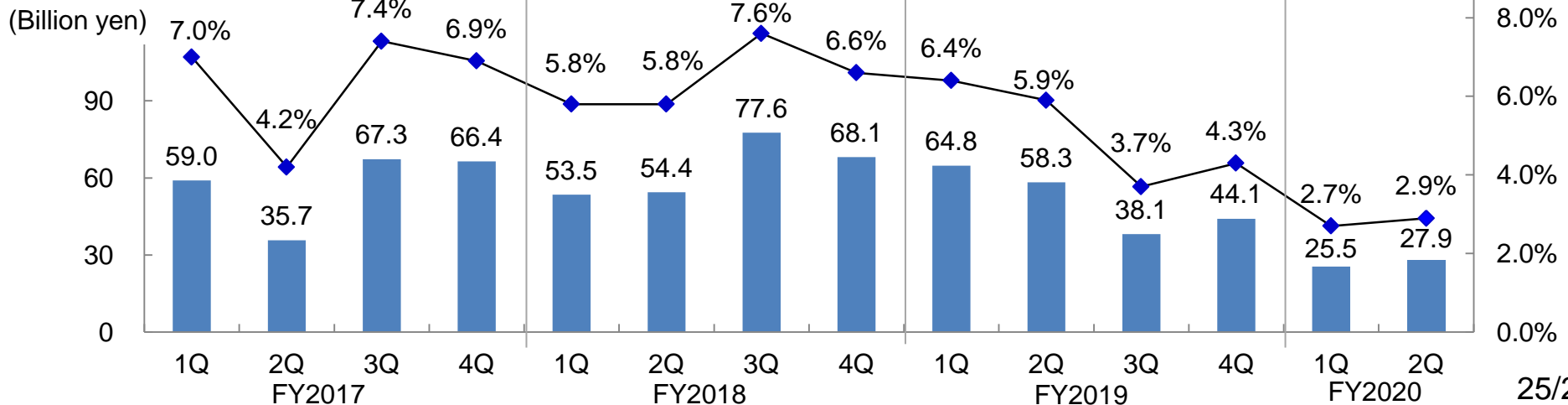
(Billion yen)

Revenue Toyota global production



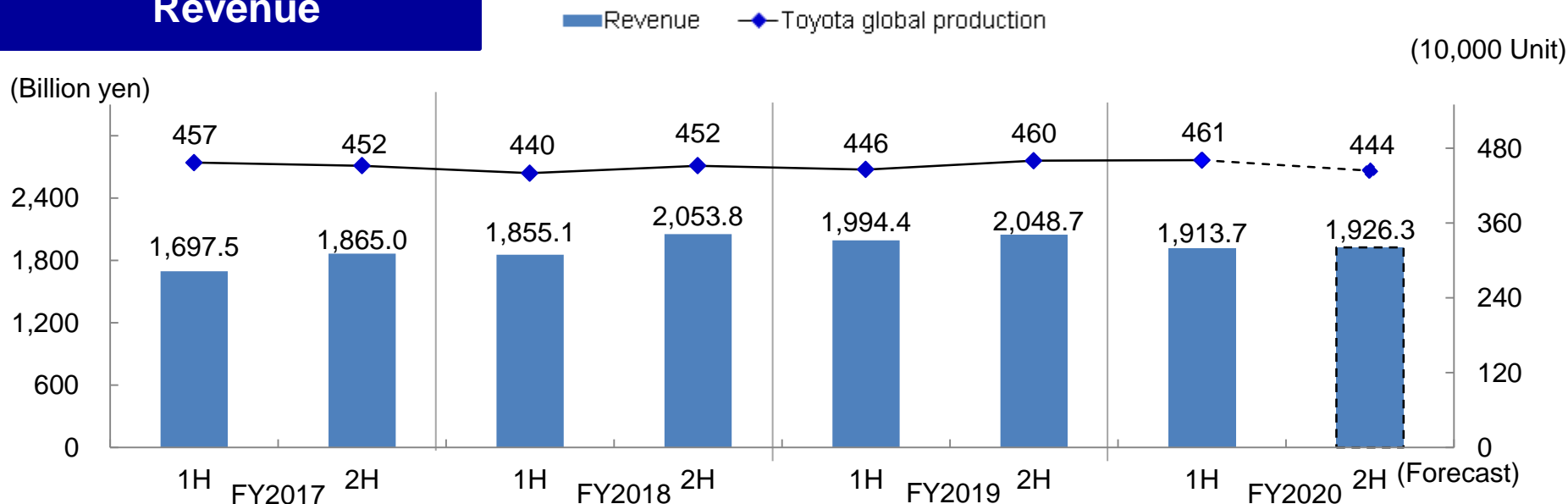
Operating Profit

Operating Profit Operating Profit Rate

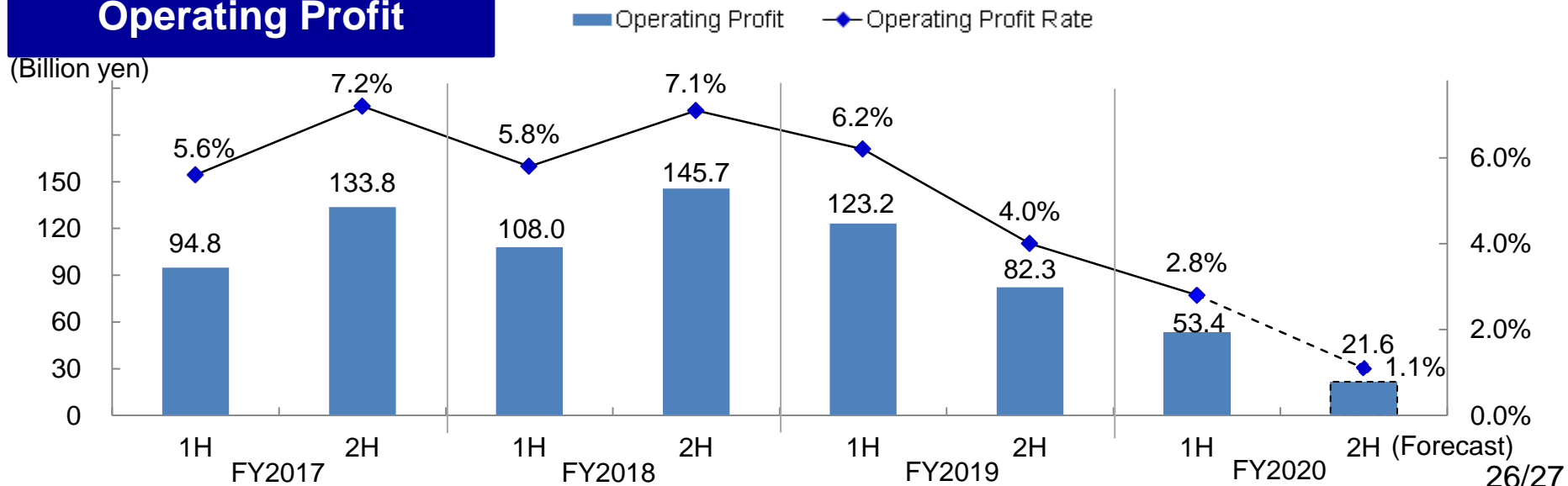


Half Yearly Performance

Revenue



Operating Profit



Dividend per Share

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

		FY2015	FY2016	FY2017	FY2018	FY2019	FY2020 (Forecast)
Dividend (Yen)	Interim	45	50	50	60	60	60
	Year-end	50	50	75	90	90	60
	Total	95	100	125	150	150	120
Dividend Payout Ratio		34.7%	28.2%	28.1%	30.6%	36.7%	80.9%
Repurchase of Treasury Stock (billion yen)		0.0	0.0	49.0	59.4	0.0	—
Total return Ratio(*)		34.7%	28.2%	66.5%	74.5%	36.7%	—

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

