

The next frontier in mobility.



FY2021 1st Quarter Consolidated Financial Results

July 31st, 2020

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
(FY2021 1st Quarter)** **P.2-7**

**2.Consolidated Financial Forecast
(FY2021 - 12 months)** **P.8-10**

3.Reference Information **P.11-19**

1. Consolidated Financial Results (FY2021 1st Quarter)

FY2021 1st Quarter Overview of Financial Results



- 1. With respect to the 1Q result for FY2021, Revenue and Operating Profit decreased significantly due to the impact of COVID-19, in spite of the recovery in Chinese market.**
- 2. Taking the significant decrease in sales caused by COVID-19 as a profitable opportunity, we accelerate "Structural reforms" through reducing fixed costs, in addition to implementing "Emergency measures".**
- 3. With respect to the annual forecast for FY2021, still in uncertain situation due to COVID-19. However, we strictly focus on strengthening "Structural reforms" and "Emergency measures" so that profit would be the same level as the previous year.**

Consolidated Financial Results

(FY2021 1st Quarter)



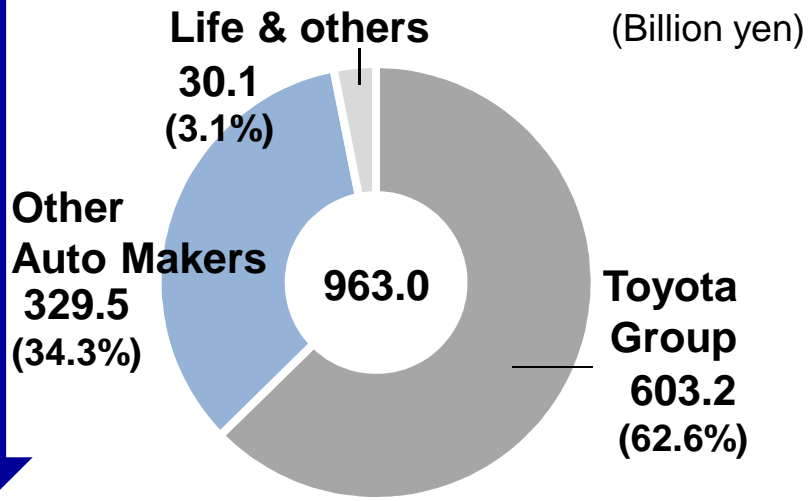
(Billion yen)	FY2020 1Q		FY2021 1Q		Change	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%
Revenue	963.0	–	555.2	–	-407.8	-42.3
Operating Profit	25.5	2.7	-79.9	-14.4	-105.4	–
Profit before income taxes	29.1	3.0	-73.7	-13.3	-102.8	–
Profit for the period *	17.4	1.8	-50.3	-9.1	-67.7	–
EPS	64.57 yen	–	-186.66 yen	–	-251.23 yen	–

Pre-conditions	FX Rate	USD 110 yen	USD 108 yen	-2 yen	-1.8
		CNY 16.0 yen	CNY 15.2 yen	-0.8 yen	-5.0
	Toyota production (10,000 Unit)	233	123	-110	-47.2
	AT sales (10,000 Unit)	226	137	-89	-39.4

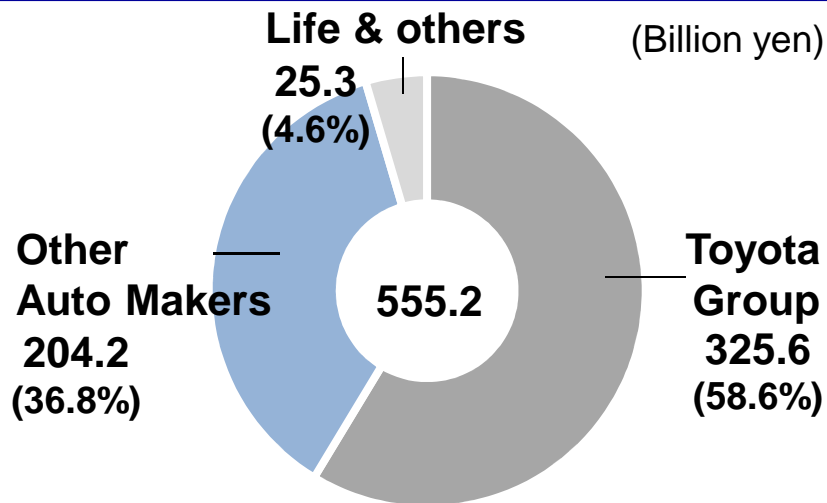
* Profit for the period attributable to Owners of the parent

Sales by Customer (FY2021 1st Quarter)

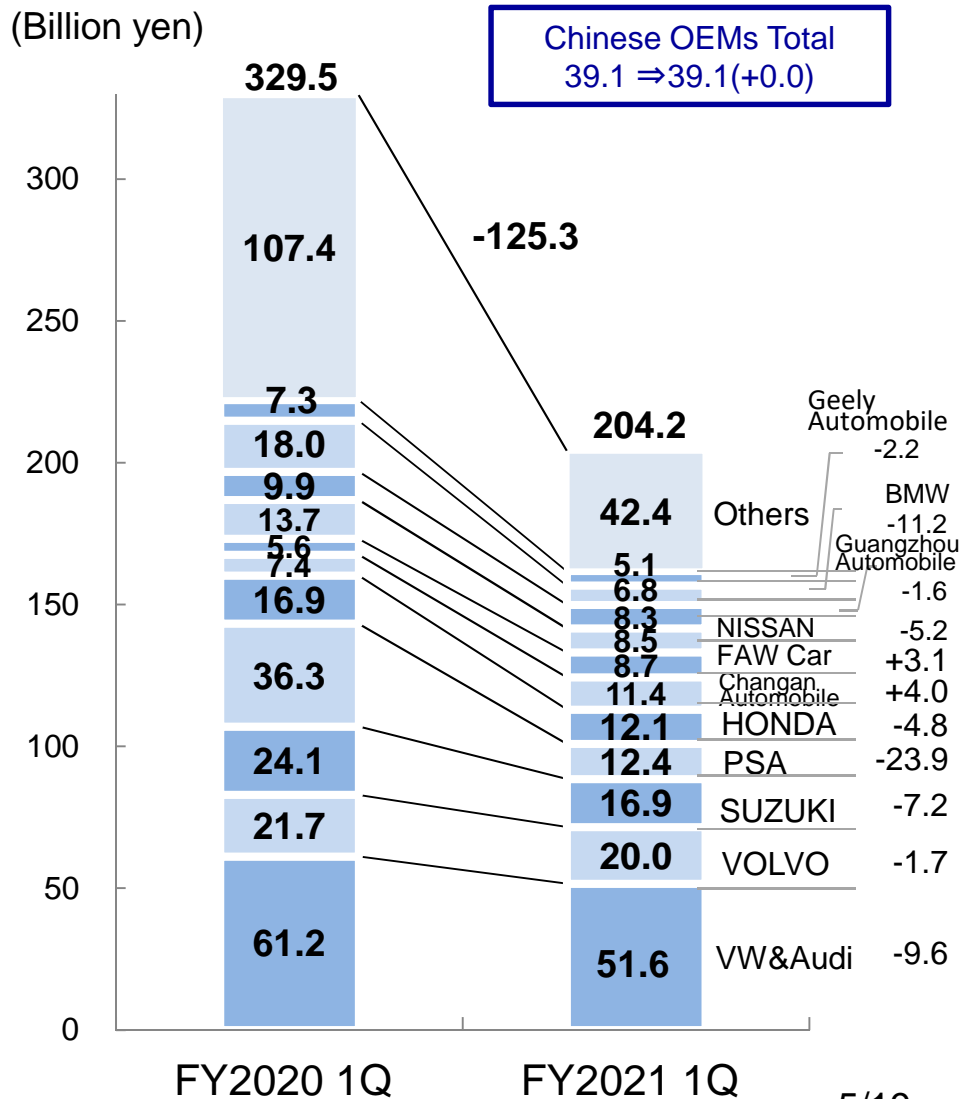
FY2020 1st Quarter Revenue



FY2021 1st Quarter Revenue (-407.8)

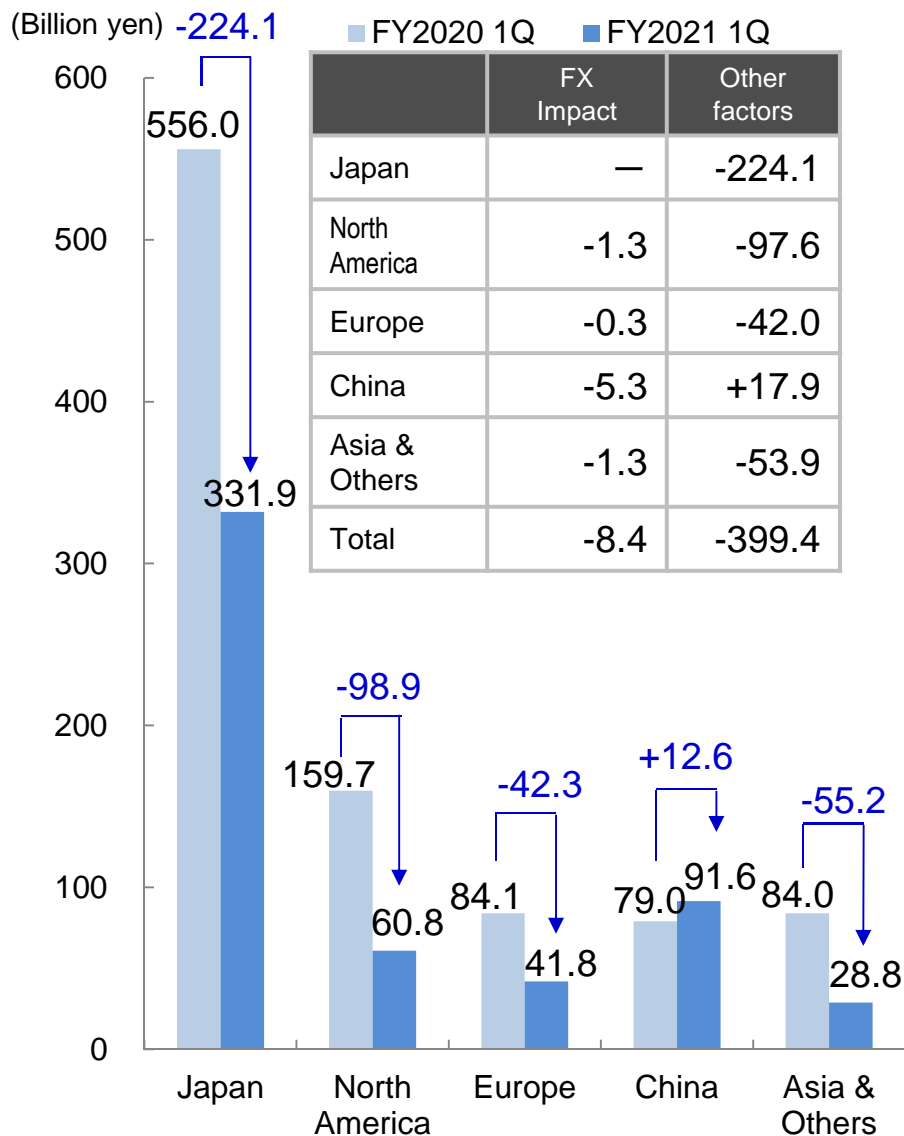


Other Auto Makers sales breakdown

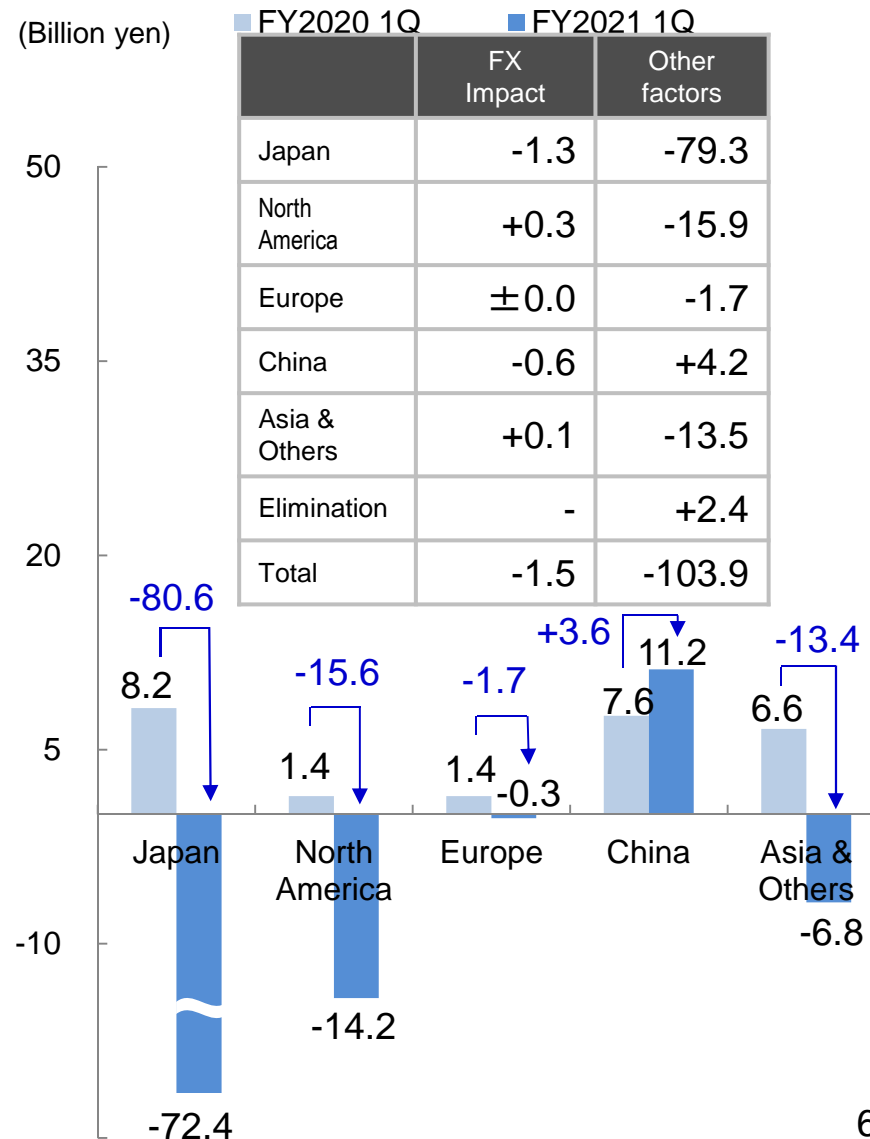


Segment Information (FY2021 1st Quarter)

Revenue (-407.8)



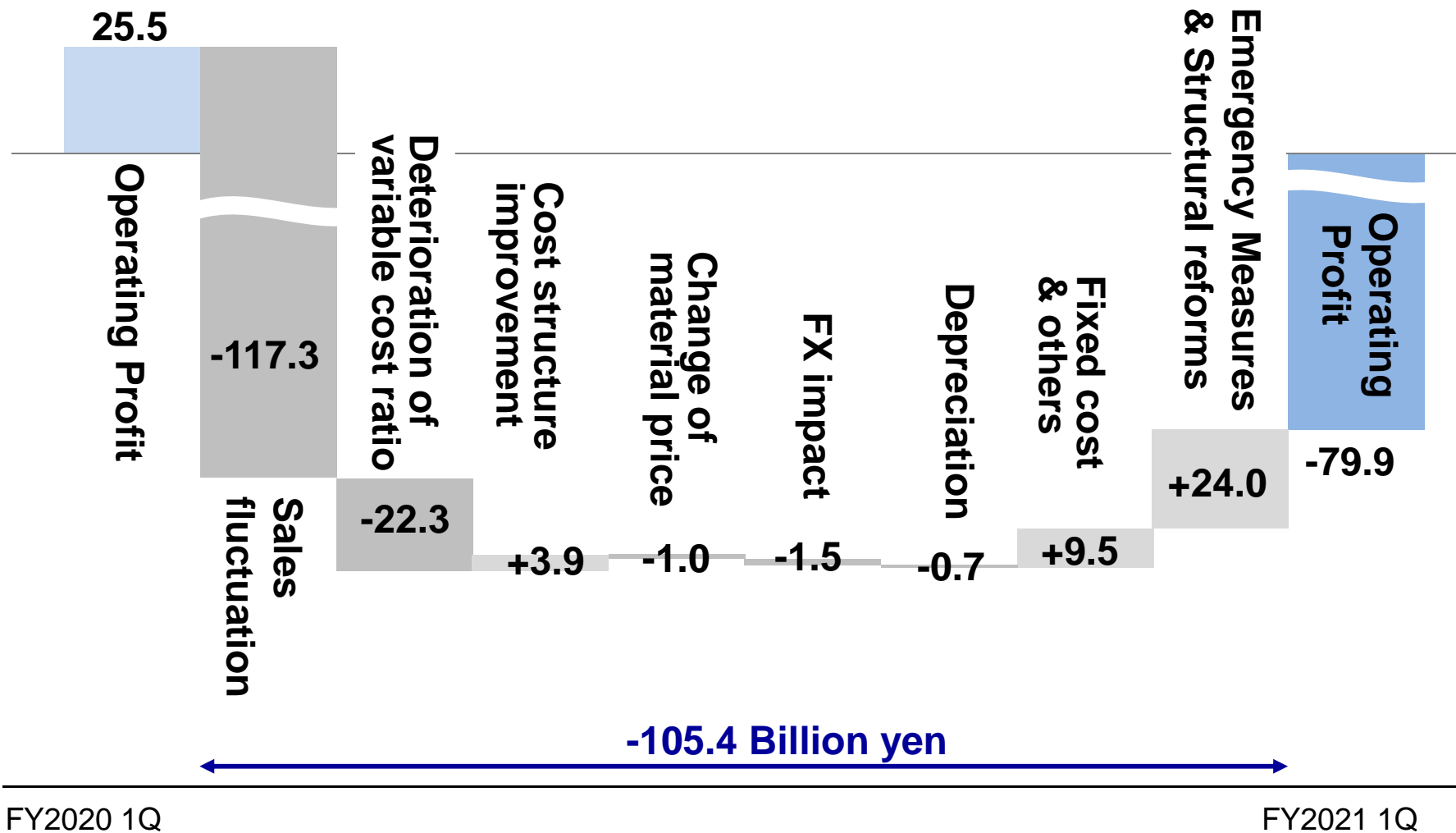
Operating Profit (-105.4)



Fluctuations for Operating Profit (FY2021 1st Quarter)

FY2020 1Q / FY2021 1Q

(Billion yen)



FY2020 1Q

FY2021 1Q

2.Consolidated Financial Forecast (FY2021 - 12 months)

Consolidated Financial Forecast

(FY2021 - 12 months)



(Billion yen)	FY2020		FY2021		Change	
	Results	Rate to Revenue%	Forecast	Rate to Revenue%	Amount	%
Revenue	3,784.5	-	3,380.0	-	-404.5	-10.7
Operating Profit	56.1	1.5	50.0	1.5	-6.1	-10.9
Profit before income taxes	53.3	1.4	50.0	1.5	-3.3	-6.4
Profit for the period *	24.0	0.6	27.0	0.8	+3.0	+12.2
EPS	89.28 yen	-	100.18 yen	-	+10.90 yen	+12.2

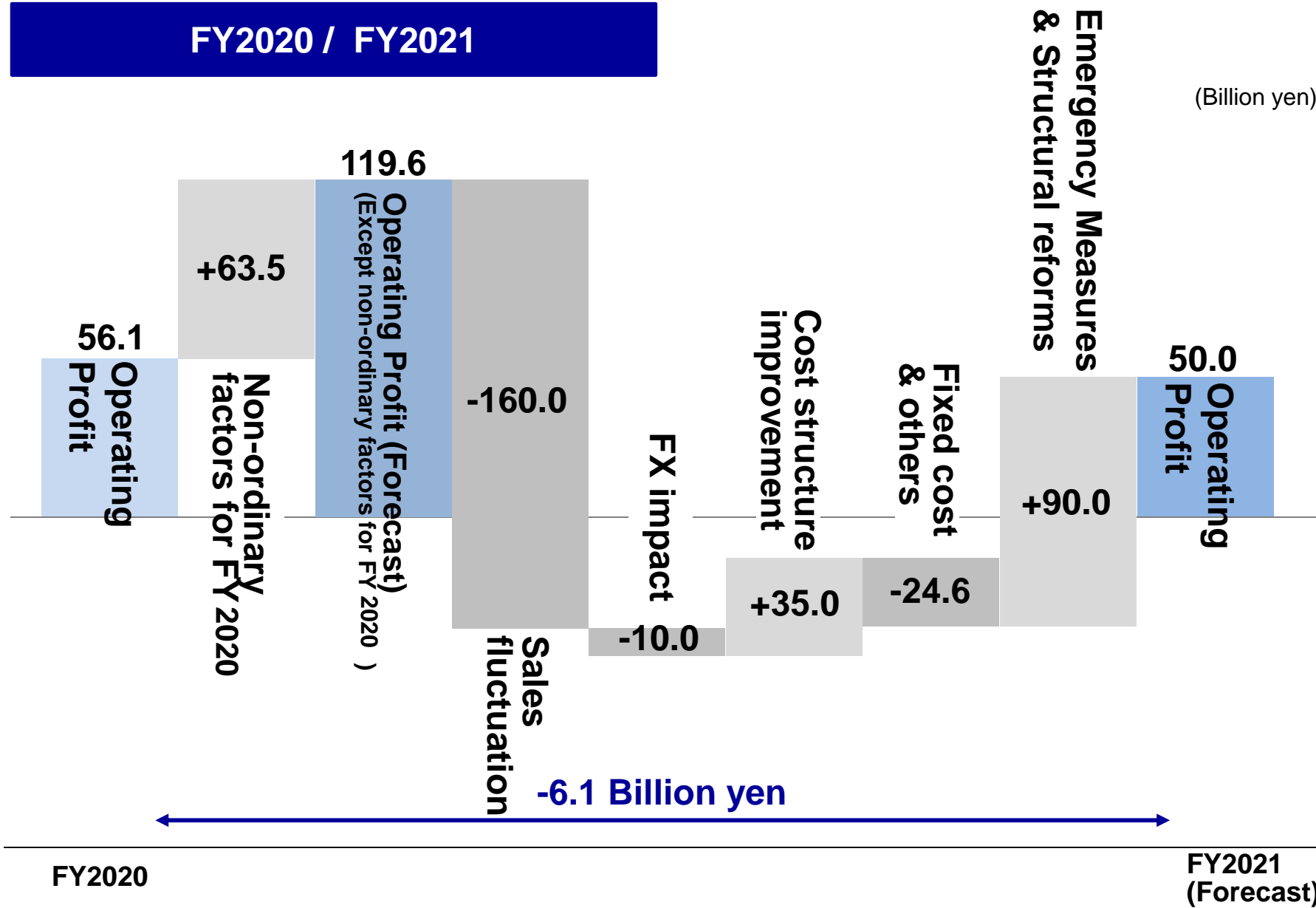
Pre-conditions	FX Rate	USD 109 yen	USD 106 yen	-3 yen	-2.8
		CNY 15.6 yen	CNY 14.9 yen	-0.7 yen	-4.5
	AT sales (10,000 Unit)	904	840	-64	-7.1

* Profit for the period attributable to Owners of the parent

Forecast of Fluctuations for Operating Profit (FY2020 / FY2021)

FY2020 / FY2021

(Billion yen)



FY2020

FY2021
(Forecast)

3. Reference information

Capital Expenditure/Depreciation/ R&D Expenditure



Capital Expenditure

Depreciation

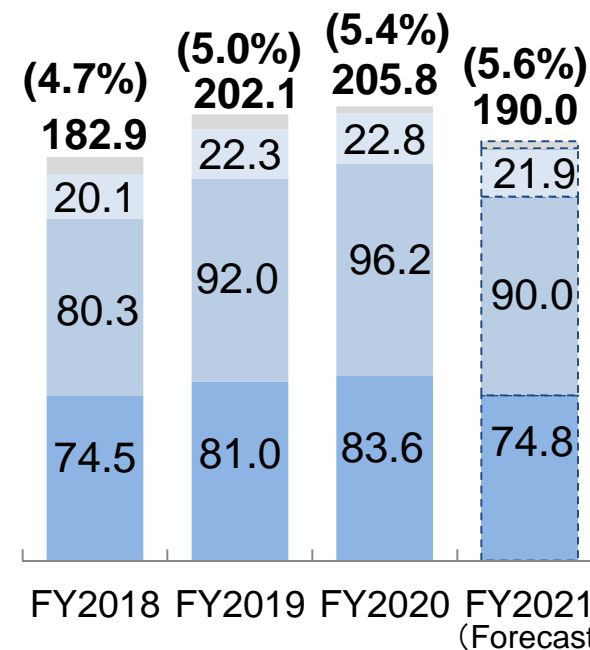
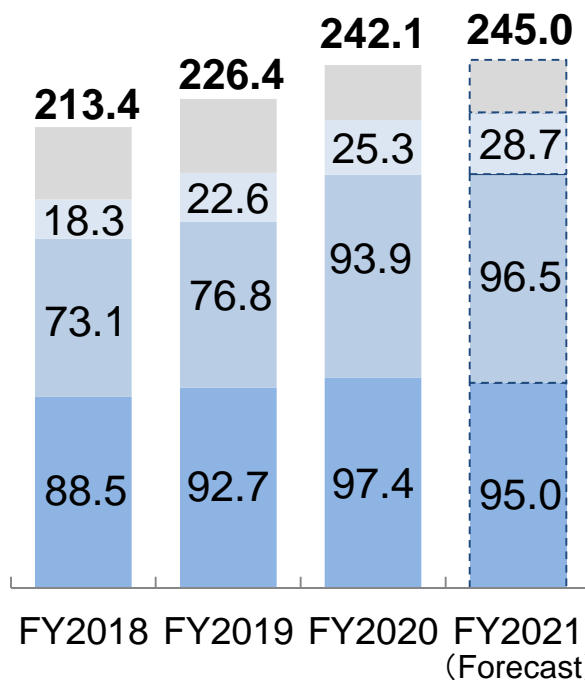
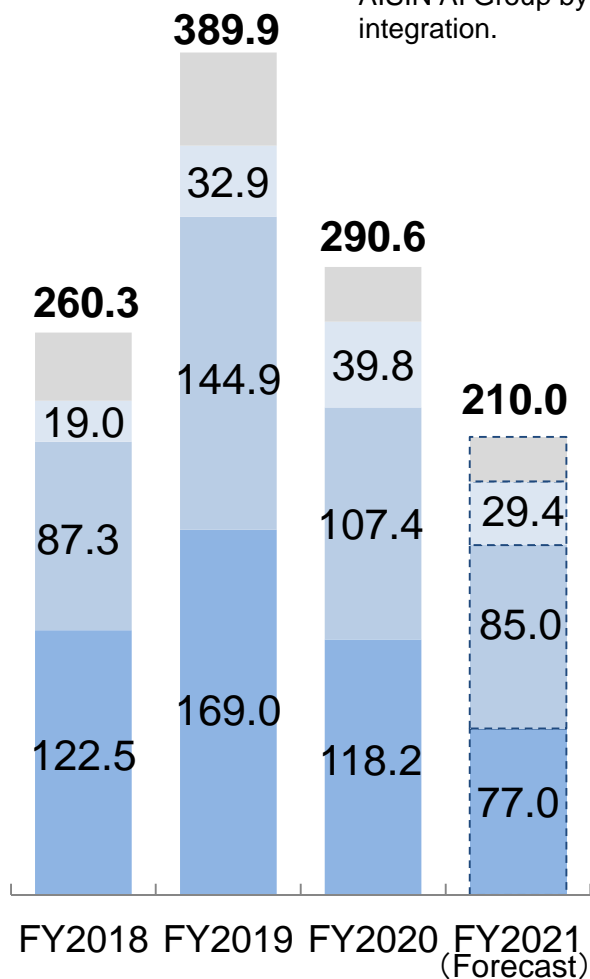
R&D Expenditure

(Billion yen)

AW-G of FY2020
amount includes
AISIN AI Group by
integration.

(): Rate to sales

- Others
- ADS-G
- AW-G
- AISIN SEIKI-G



Toyota car production



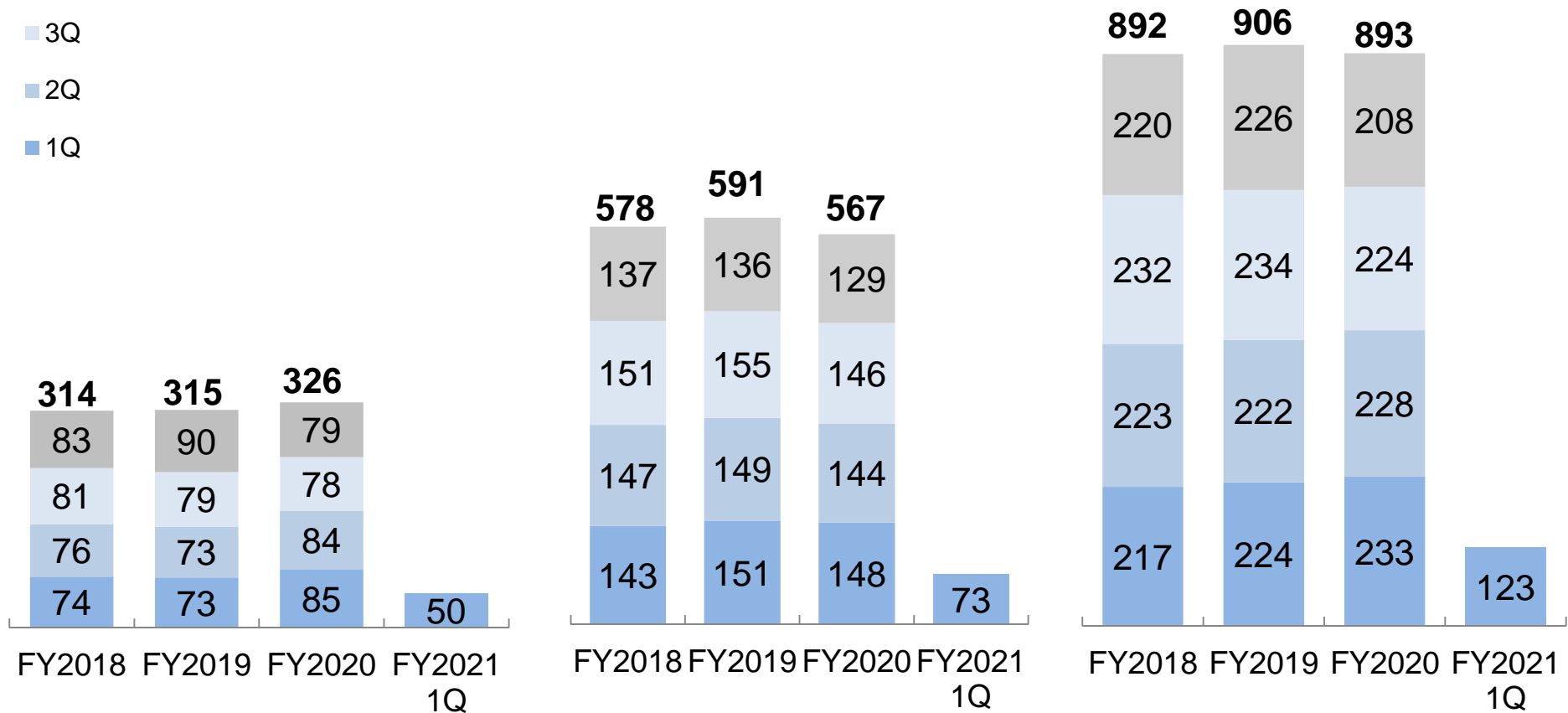
Toyota Domestic production

Toyota Oversea production

Toyota Global production

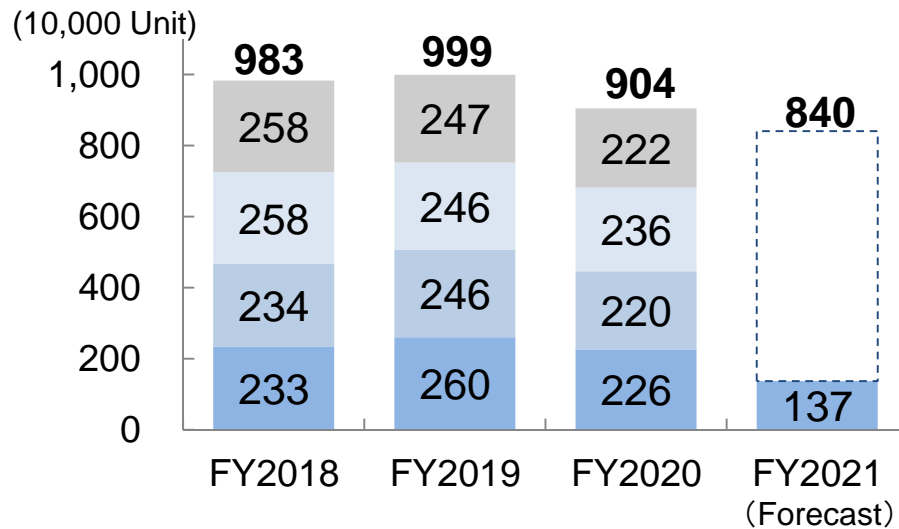
(10,000 Unit)

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

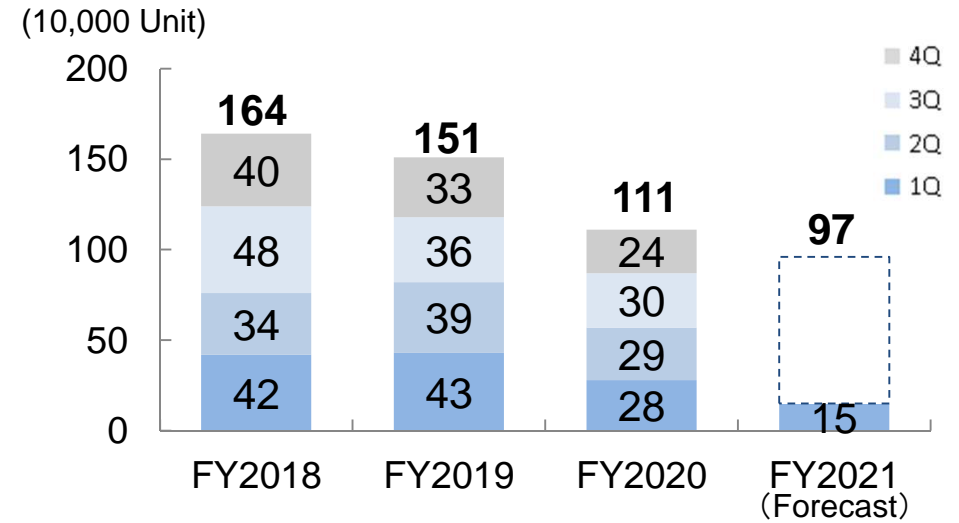


Sales Number

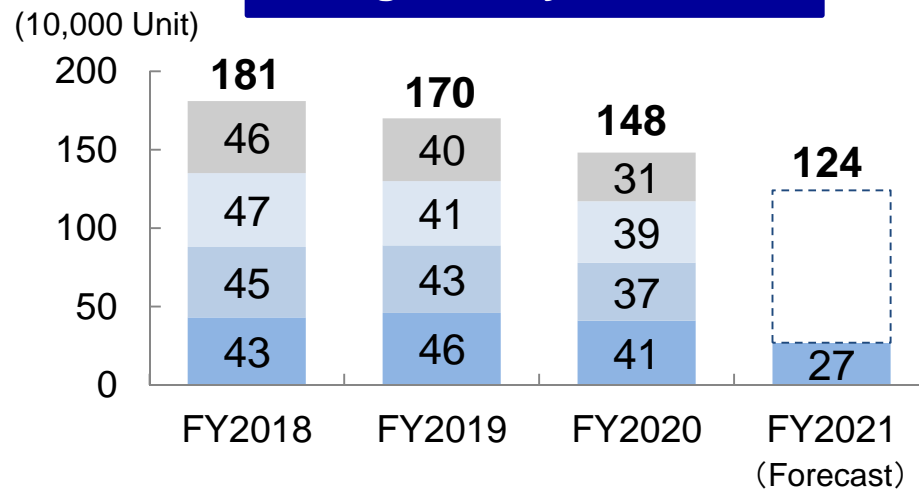
AT sales



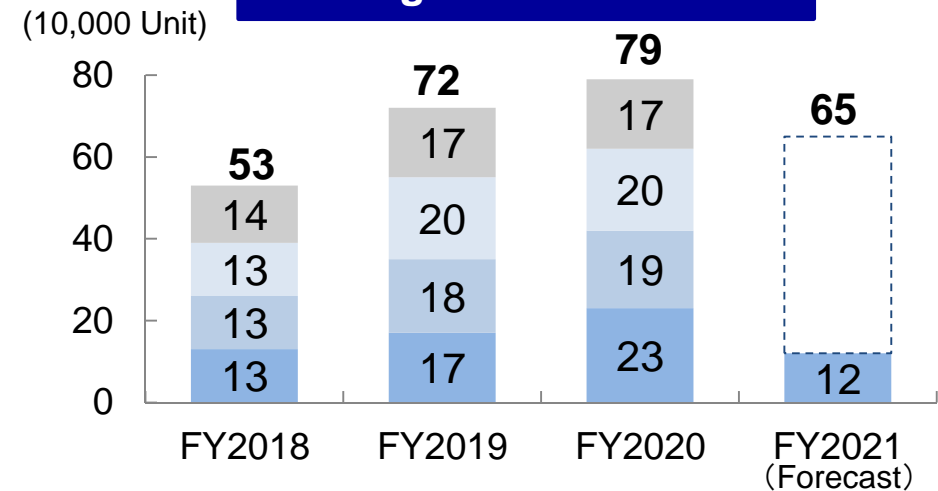
MT sales



Navigation System sales

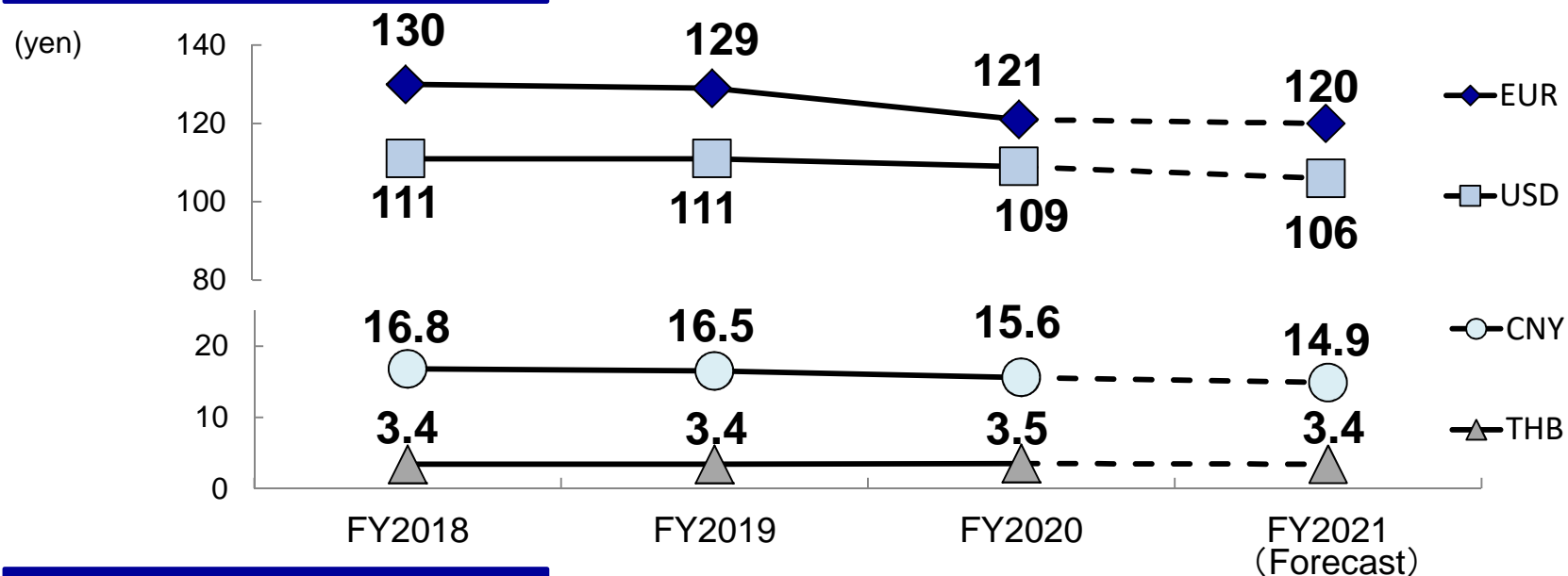


Navigation Soft sales



Foreign Currency Exchange Rate

Foreign Exchange Rate



Impacts on Operating Profit

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

(Billion yen)

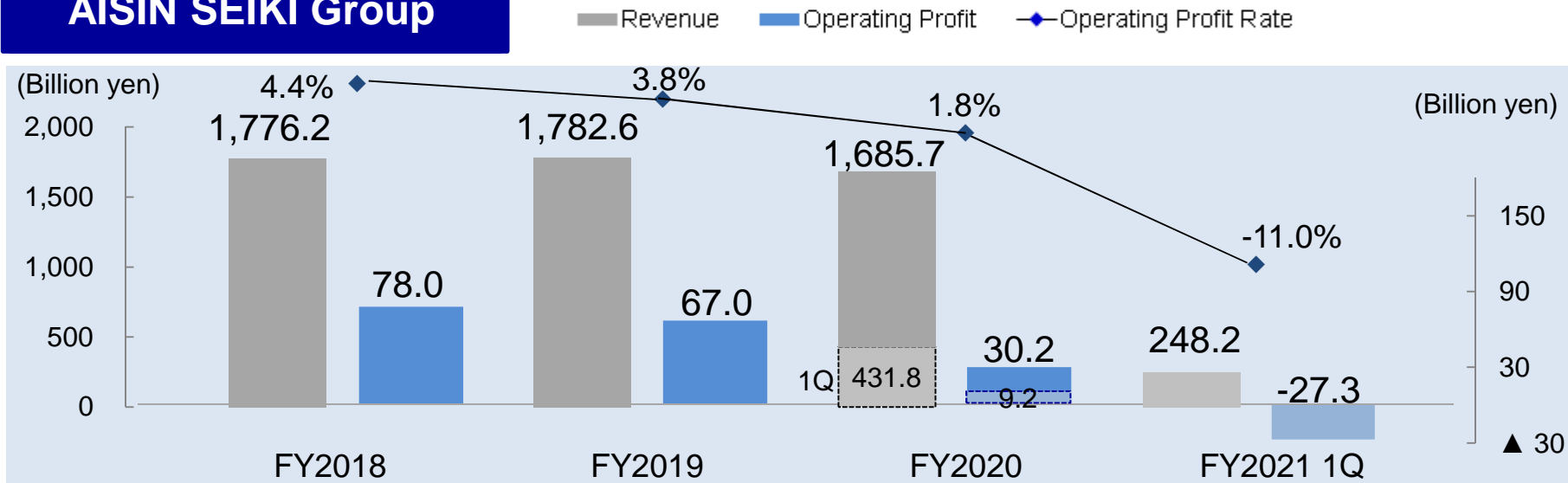
	FY2018	FY2019	FY2020	FY2021 (Forecast)
USD	1.13	1.13	0.96	1.09
EUR	0.19	0.17	0.18	0.13
THB *	1.26	1.55	1.31	0.79
CNY *	0.81	0.76	0.40	0.65

* Impacts of THB and CNY are per 0.1yen.

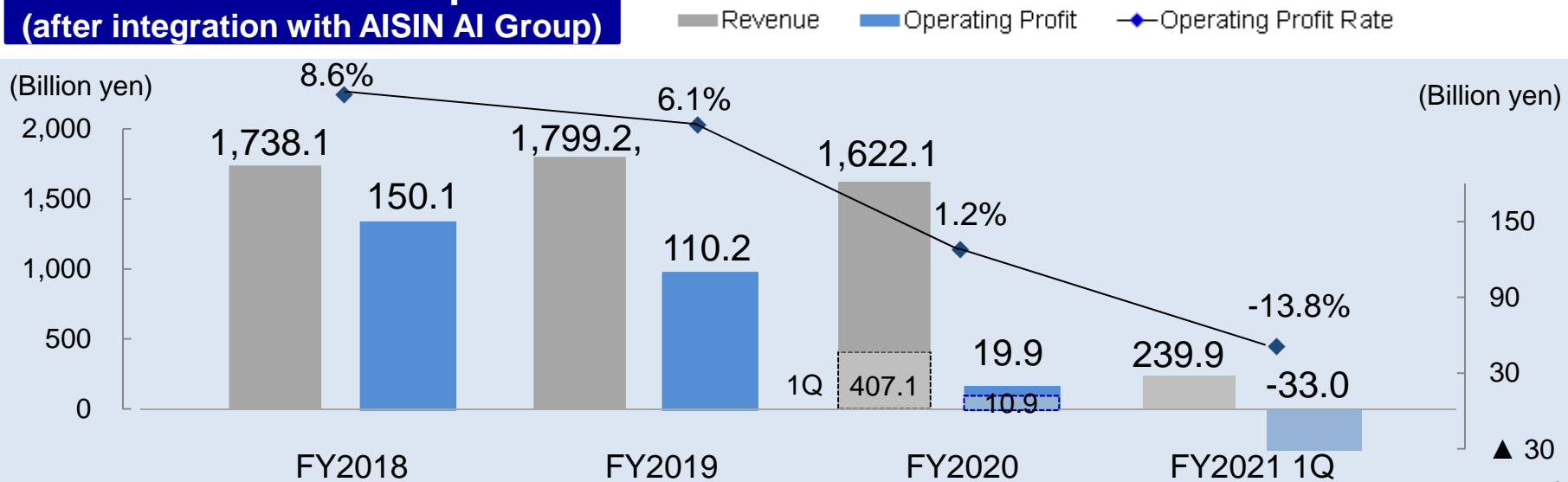
Financial Results of the Main Consolidated Companies I



AISIN SEIKI Group



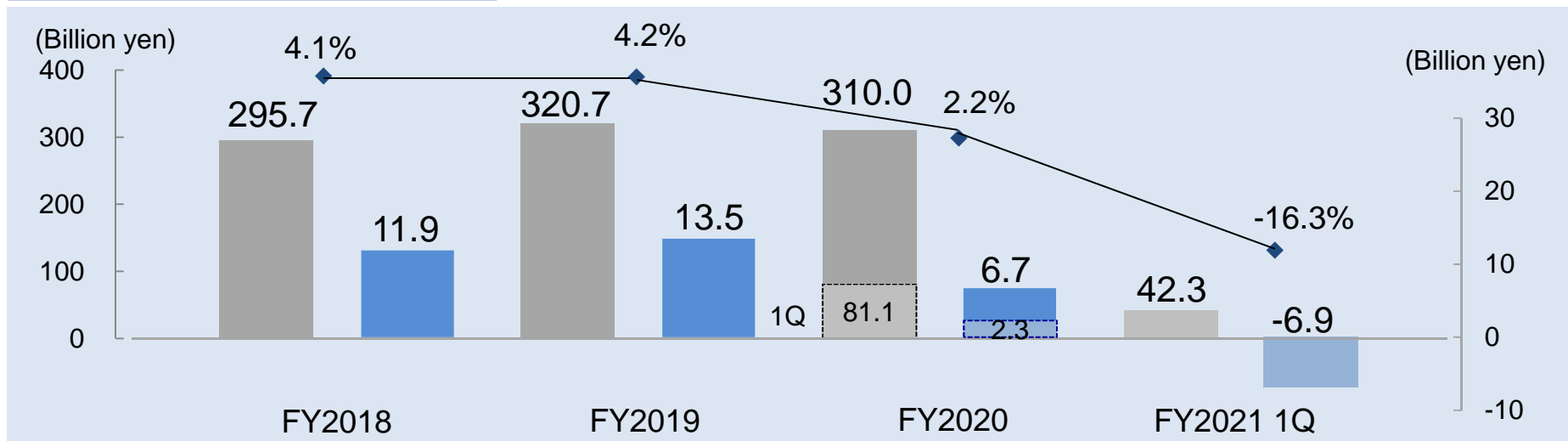
AISIN AW Group (after integration with AISIN AI Group)



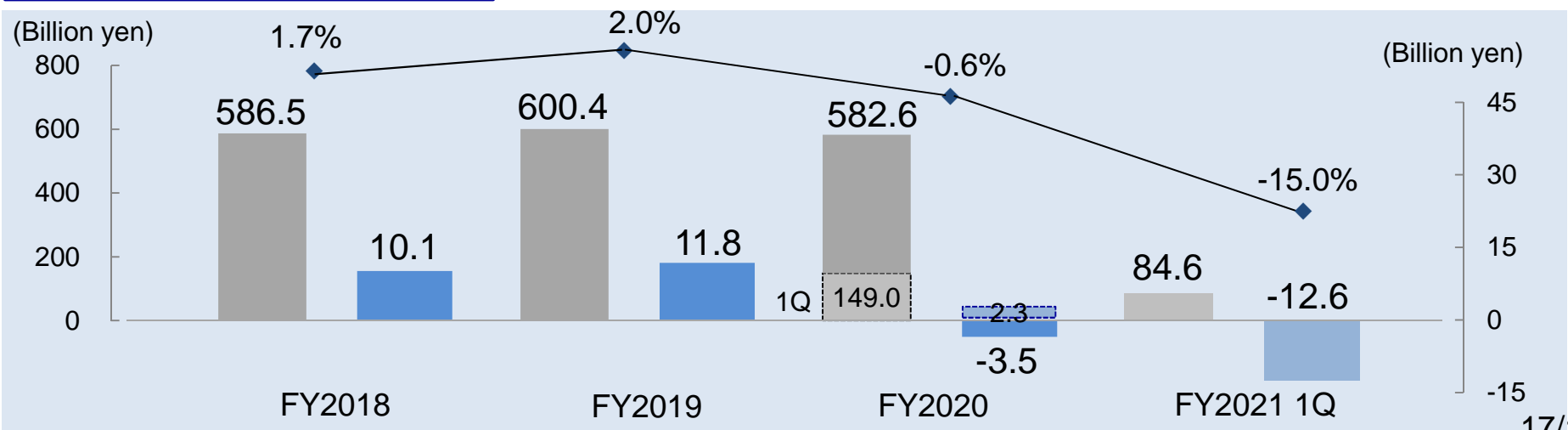
Financial Results of the Main Consolidated Companies II



AISIN Takaoka Group



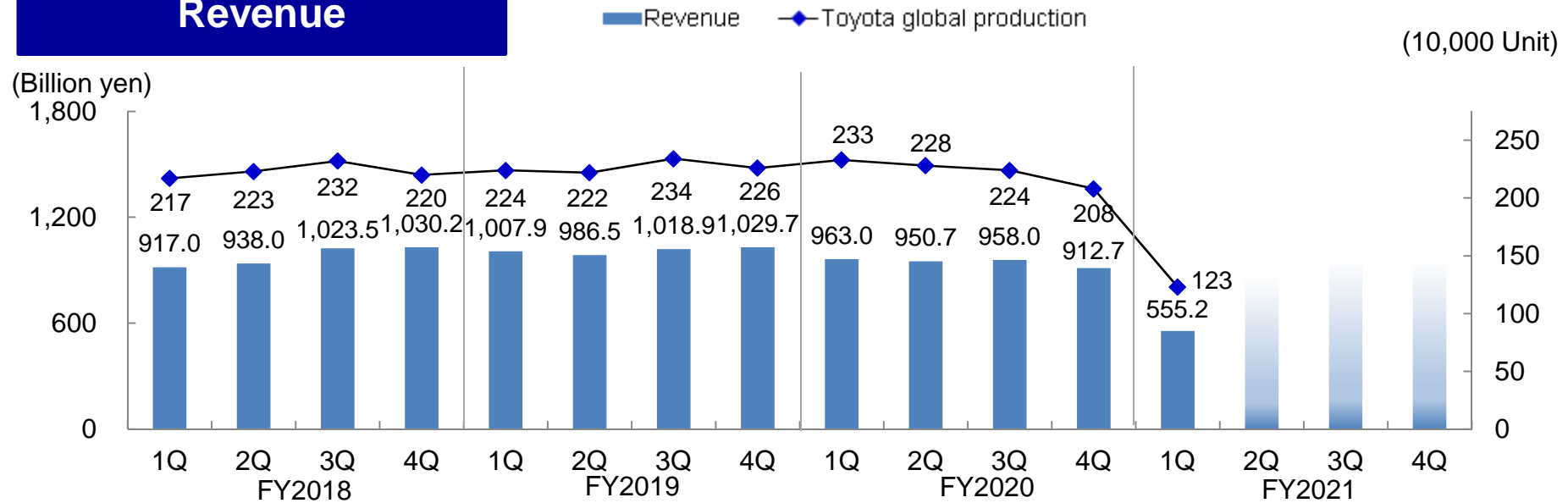
ADVICS Group



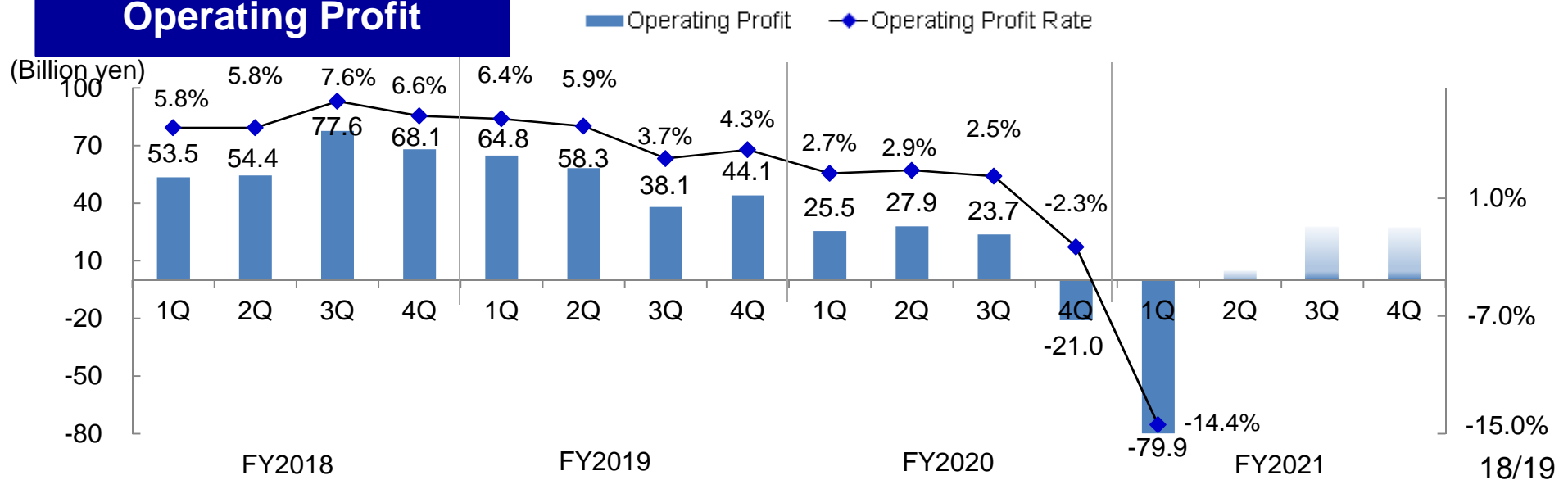
Quarterly Performance



Revenue



Operating Profit

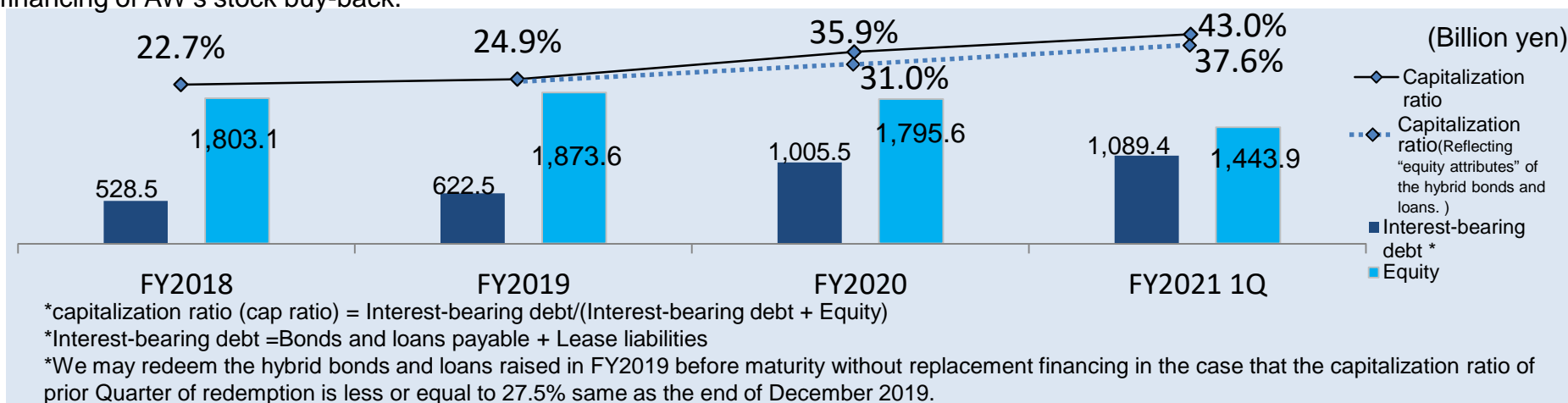


Capital policy and Return to Shareholders



Capital policy

Our core capital policy is to maximize corporate value by maintaining the balance between “financial safety” and “capital efficiency”. We regard capitalization ratio as an important financial index to assess our capital structure, and believe the ratio from 25% to 30% represents optimal balance. At the end of the fiscal year 2019, capitalization ratio temporarily exceeds above range due to the financing of AW’s stock buy-back.



Return to Shareholders

Our “Return to shareholders” policy is to achieve steady dividend payout with a dividend payout ratio of around 30%. We are also considering to repurchase Treasury Stock based on our capitalization ratio and future investment trends.

	FY2018	FY2019	FY2020	FY2021
Dividend (yen)	150	150	120	TBD
Dividend Payout Ratio	30.6%	36.7%	134.4%	
Repurchase of Treasury Stock (billion yen)	59.4	0.0	0.0	
Total return Ratio(*)	74.5%	36.7%	134.4%	

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