

The next frontier in mobility.



# **FY2021 2<sup>nd</sup> Quarter Consolidated Financial Results**

**October 29<sup>th</sup>, 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.

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# **1. Consolidated Financial Results (FY2021 2<sup>nd</sup> Quarter)**

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# **FY2021 2<sup>nd</sup> Quarter Overview of Financial Results**



- 1. With respect to the 2Q 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. With respect to the July-September 3 months result for FY2021, despite the Revenue decrease, Operating Profit increased due to the additional cost reduction and reducing fixed costs by “Structural reforms” and “Emergency measures”.**
- 3. Regarding to the annual forecast, it's not revised from the one in July, considering the market recovery and proceeding of both “Structural reforms” and “Emergency measures” as expected.**

# Consolidated Financial Results

## (FY2021 2<sup>nd</sup> Quarter)



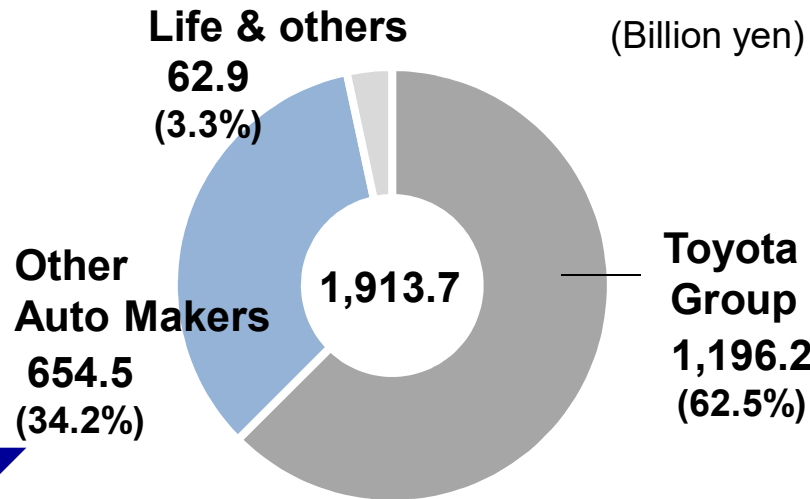
(Billion yen)	FY2020 2Q		FY2021 2Q		Change	
	Results	Rate to Revenue %	Results	Rate to Revenue %	Amount	%
Revenue	1,913.7	-	1,455.9	-	-457.8	-23.9
Operating Profit	53.4	2.8	-38.5	-2.6	-91.9	-
Profit before income taxes	54.4	2.8	-31.3	-2.2	-85.7	-
Profit for the period *	30.3	1.6	-19.4	-1.3	-49.7	-
EPS	112.74 yen	-	-72.33 yen	-	-185.07 yen	-

Pre-conditions	FX Rate	USD 109 yen	USD 107 yen	-2 yen	-1.8
		CNY 15.6 yen	CNY 15.3 yen	-0.3 yen	-1.9
	Toyota production (10,000 Unit)	461	346	-115	-24.7
	AT sales (10,000 Unit)	446	355	-91	-20.4

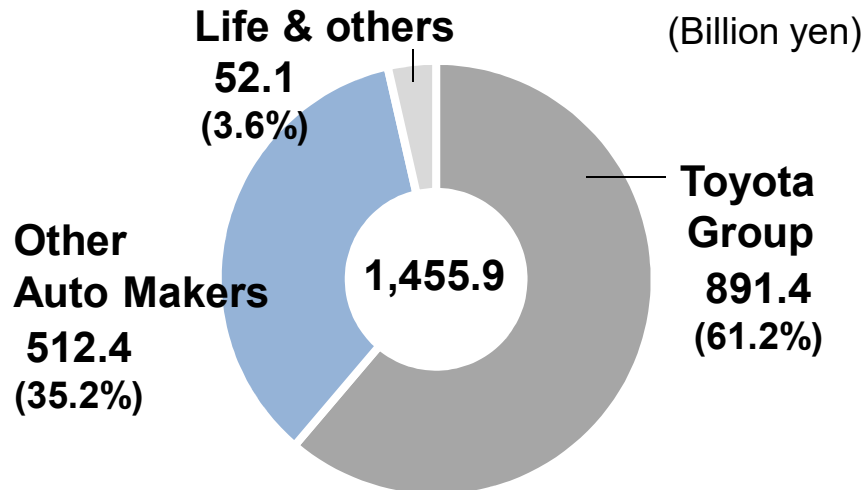
\* Profit for the period attributable to Owners of the parent

# Sales by Customer (FY2021 2<sup>nd</sup> Quarter)

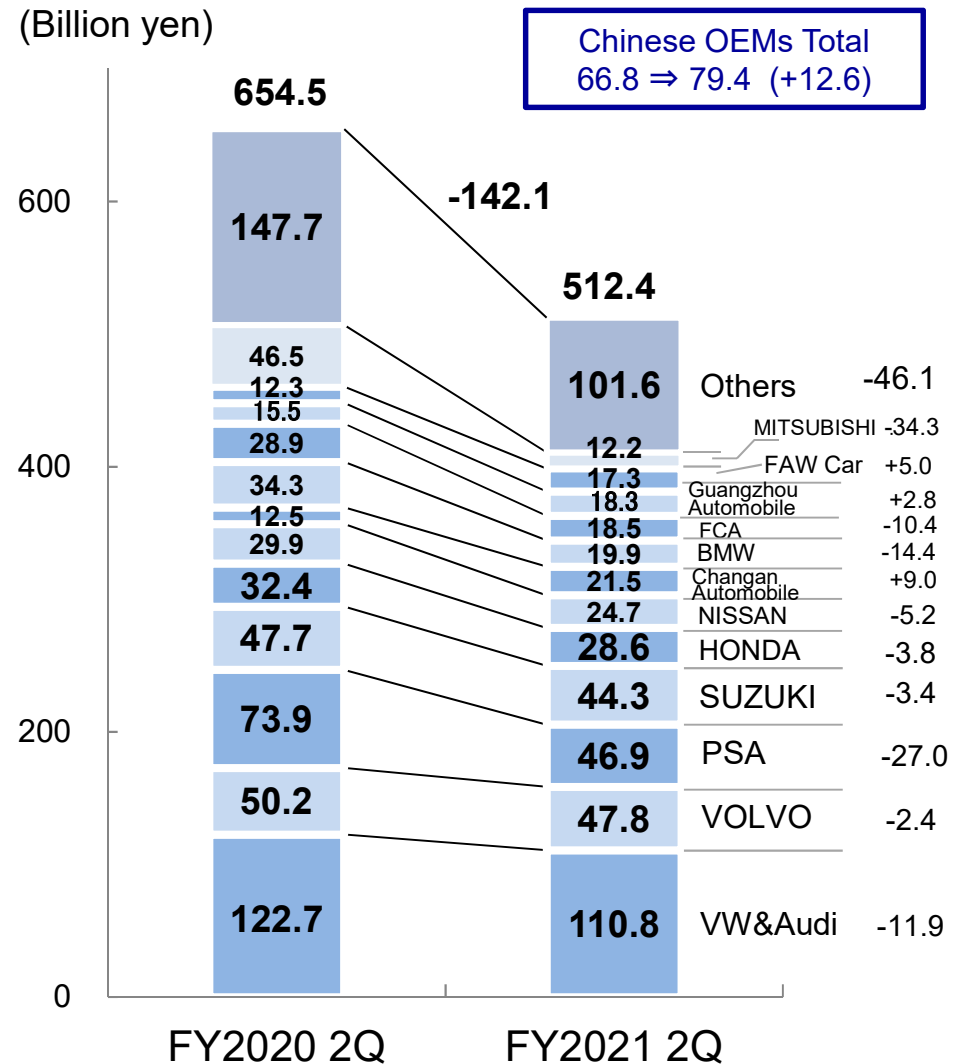
## FY2020 2<sup>nd</sup> Quarter Revenue



## FY2021 2<sup>nd</sup> Quarter Revenue (-457.8)



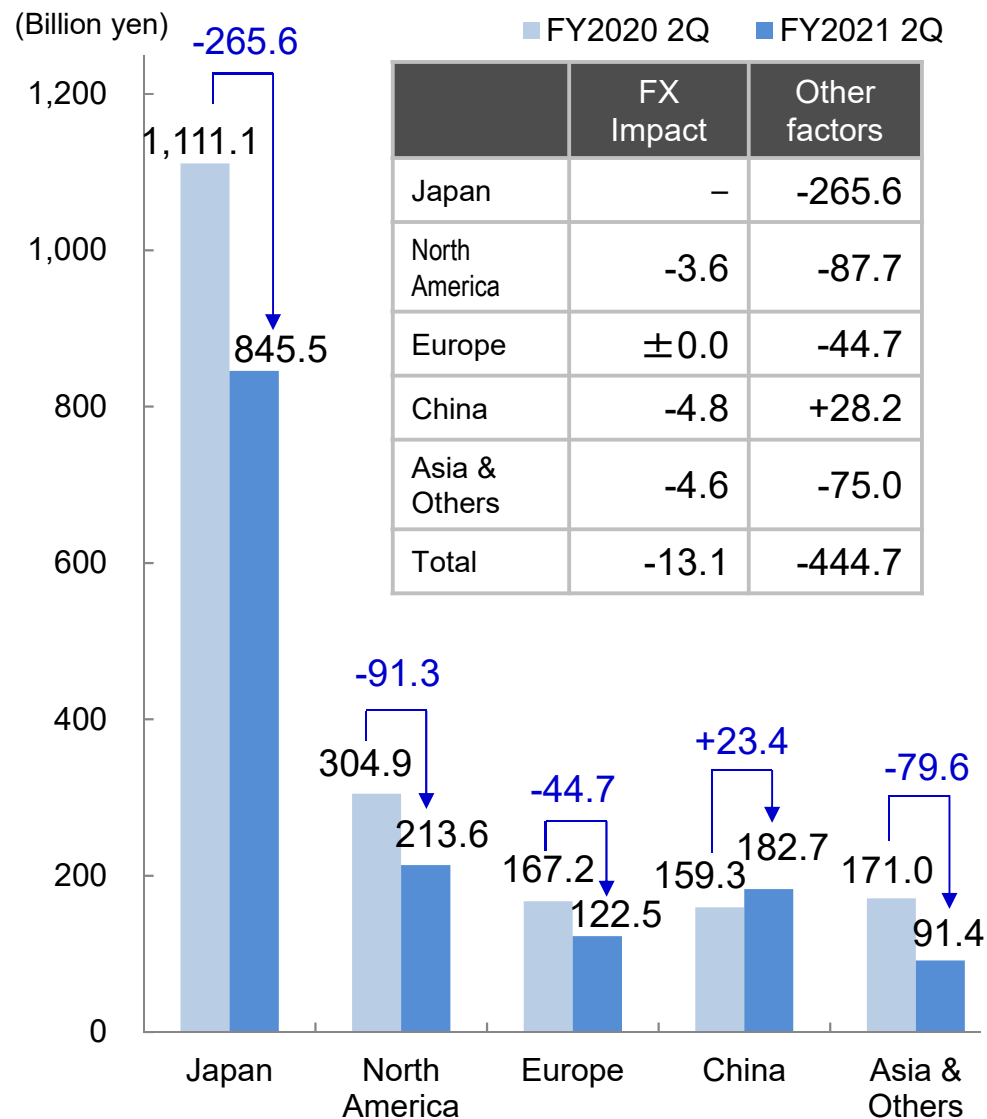
## Other Auto Makers sales breakdown



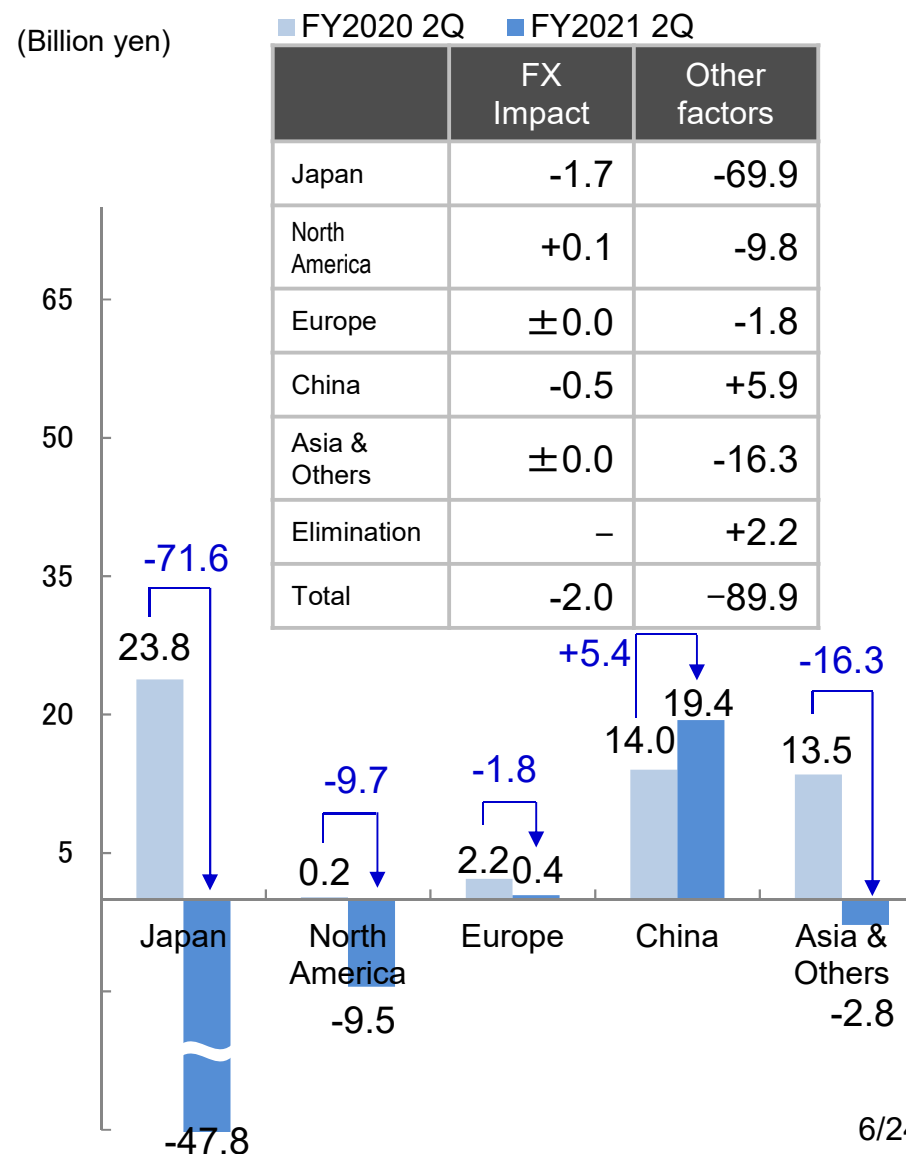
# Segment Information (FY2021 2<sup>nd</sup> Quarter)



## Revenue (-457.8)



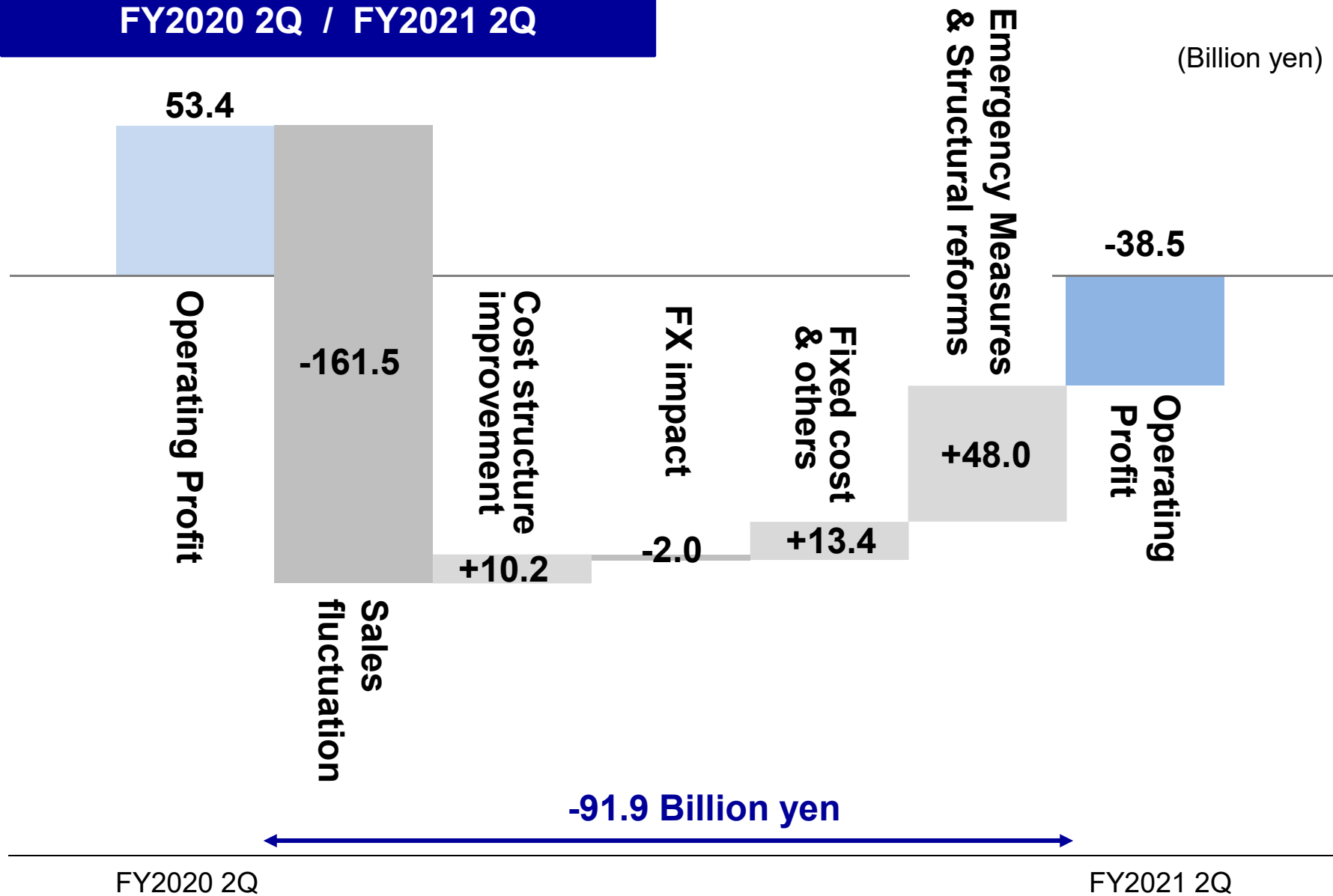
## Operating Profit (-91.9)



# Fluctuations for Operating Profit (FY2021 2<sup>nd</sup> Quarter)

**FY2020 2Q / FY2021 2Q**

(Billion yen)



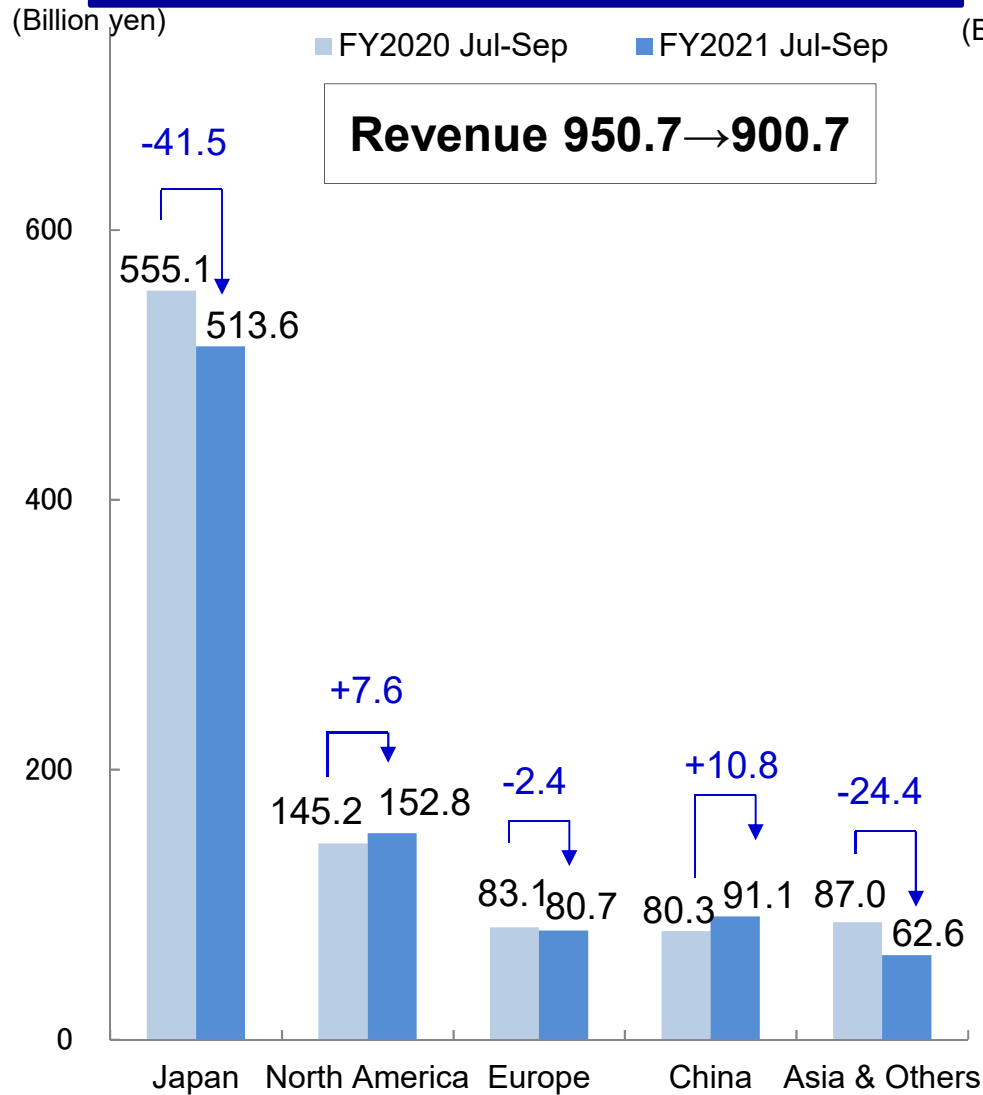


# Segment Information

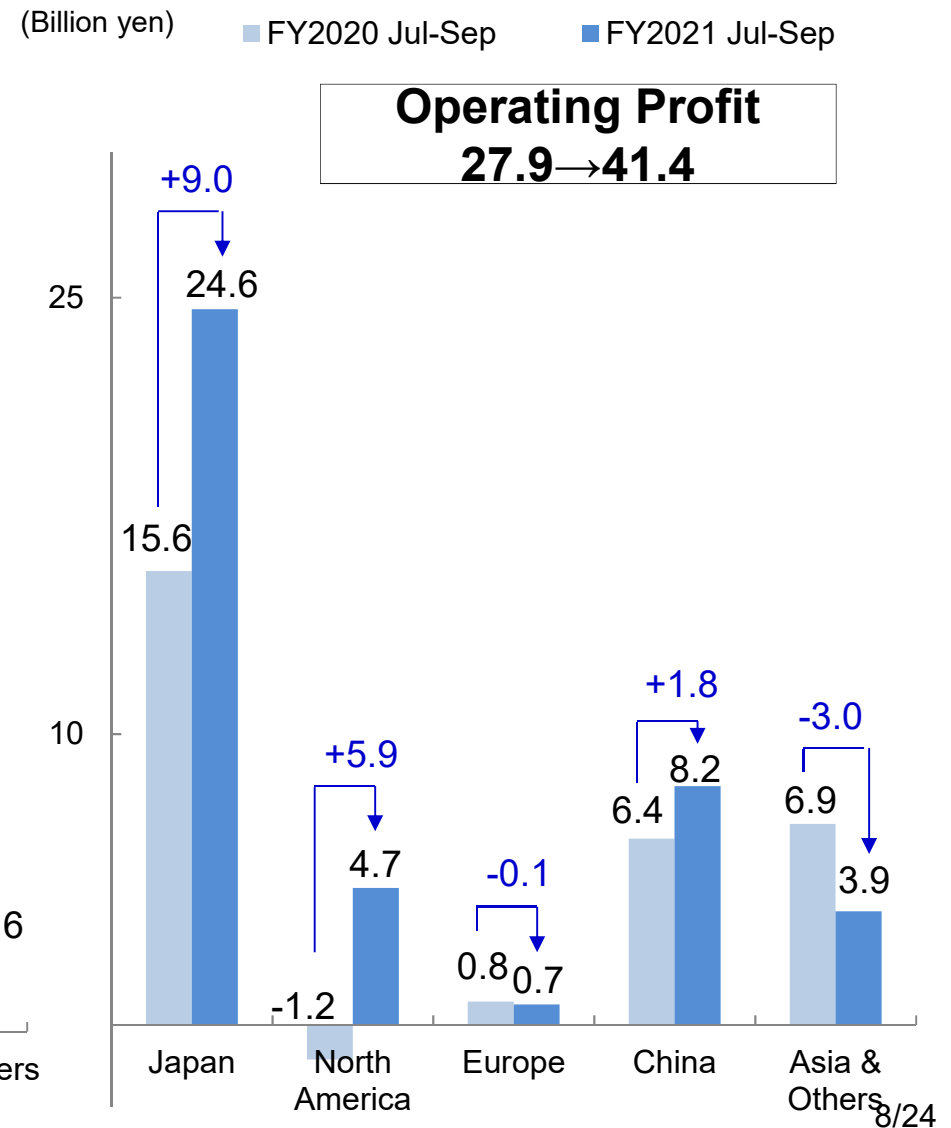
## (FY2021 Jul-Sep(3 months))



### Revenue (-50.0)

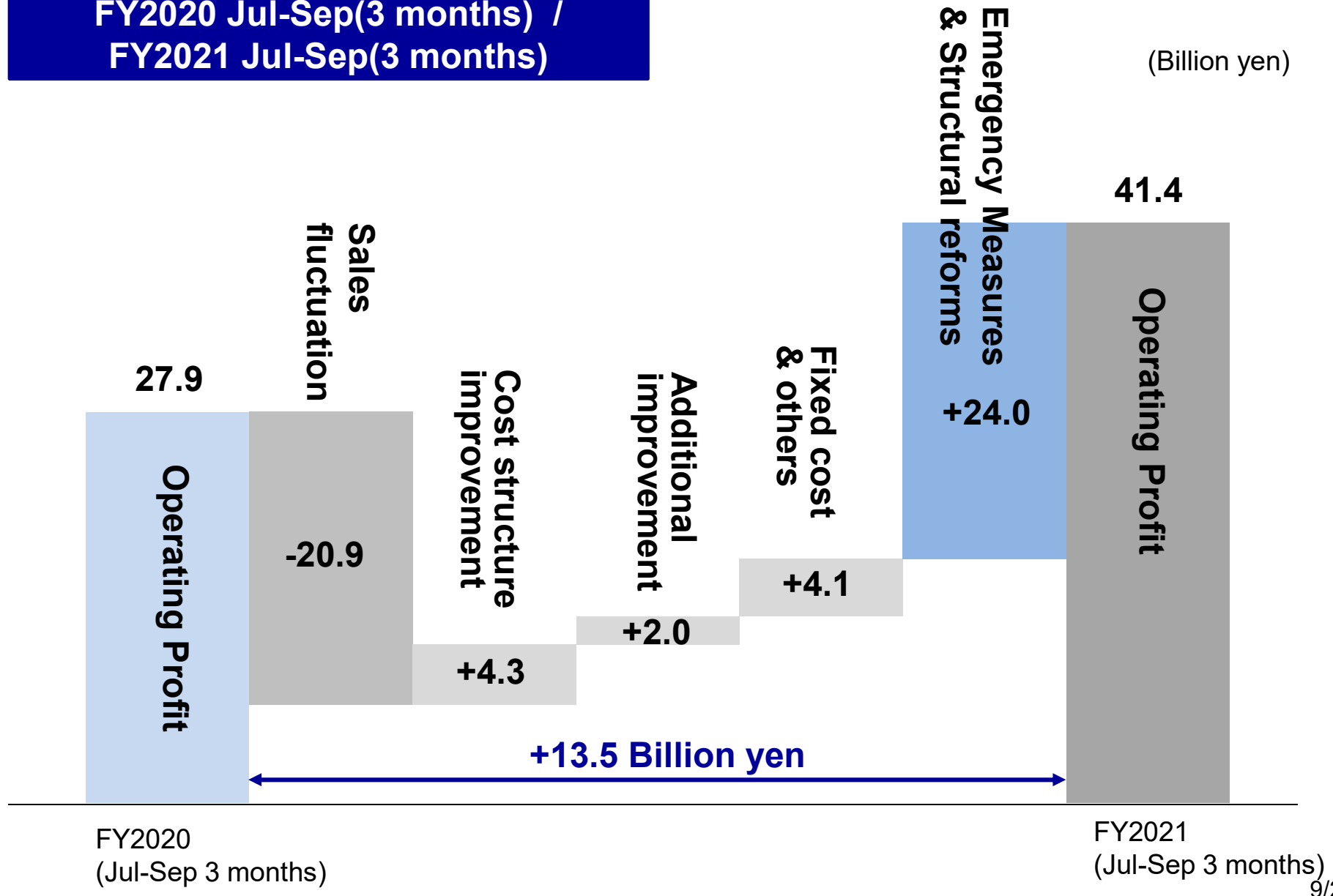


### Operating Profit (+13.5)



# Fluctuations for Operating Profit (FY2021 Jul-Sep(3 months))

**FY2020 Jul-Sep(3 months) /  
FY2021 Jul-Sep(3 months)**



## **2.Consolidated Financial Forecast (FY2021 - 12 months)**

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# Consolidated Financial Forecast

## (FY2021 - 12 months)



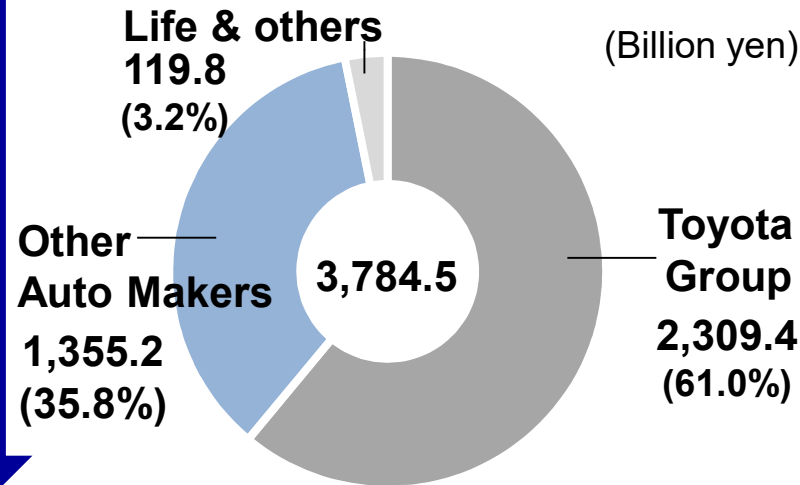
(Billion yen)	FY2020		FY2021		Change		FY2021	
	Results	Rate to Revenue %	Forecast	Rate to Revenue %	Amount	%	Forecast in July	Rate to Revenue %
Revenue	3,784.5	-	3,380.0	-	-404.5	-10.7	3,380.0	-
Operating Profit	56.1	1.5	50.0	1.5	-6.1	-10.9	50.0	1.5
Profit before income taxes	53.3	1.4	50.0	1.5	-3.3	-6.4	50.0	1.5
Profit for the period *	24.0	0.6	27.0	0.8	+3.0	+12.2	27.0	0.8
EPS	89.28 yen	-	100.18 yen	-	+10.90 yen	+12.2	100.18 yen	-
Pre-conditions	FX Rate	USD 109 yen	USD 106 yen	-3 yen	-2.8	USD 106 yen		
		CNY 15.6 yen	CNY 15.3 yen	-0.3 yen	-1.9	CNY 14.9 yen		
	Toyota production (10,000 Unit)	893	821	-72	-8.1	-		
	AT sales (10,000 Unit)	904	850	-54	-6.0	840		

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

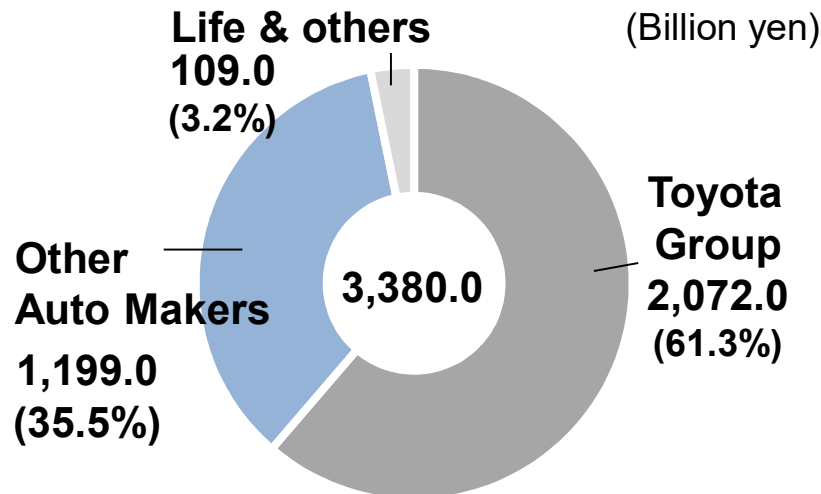
# Forecast of Sales by Customer

(FY2021 - 12 months)

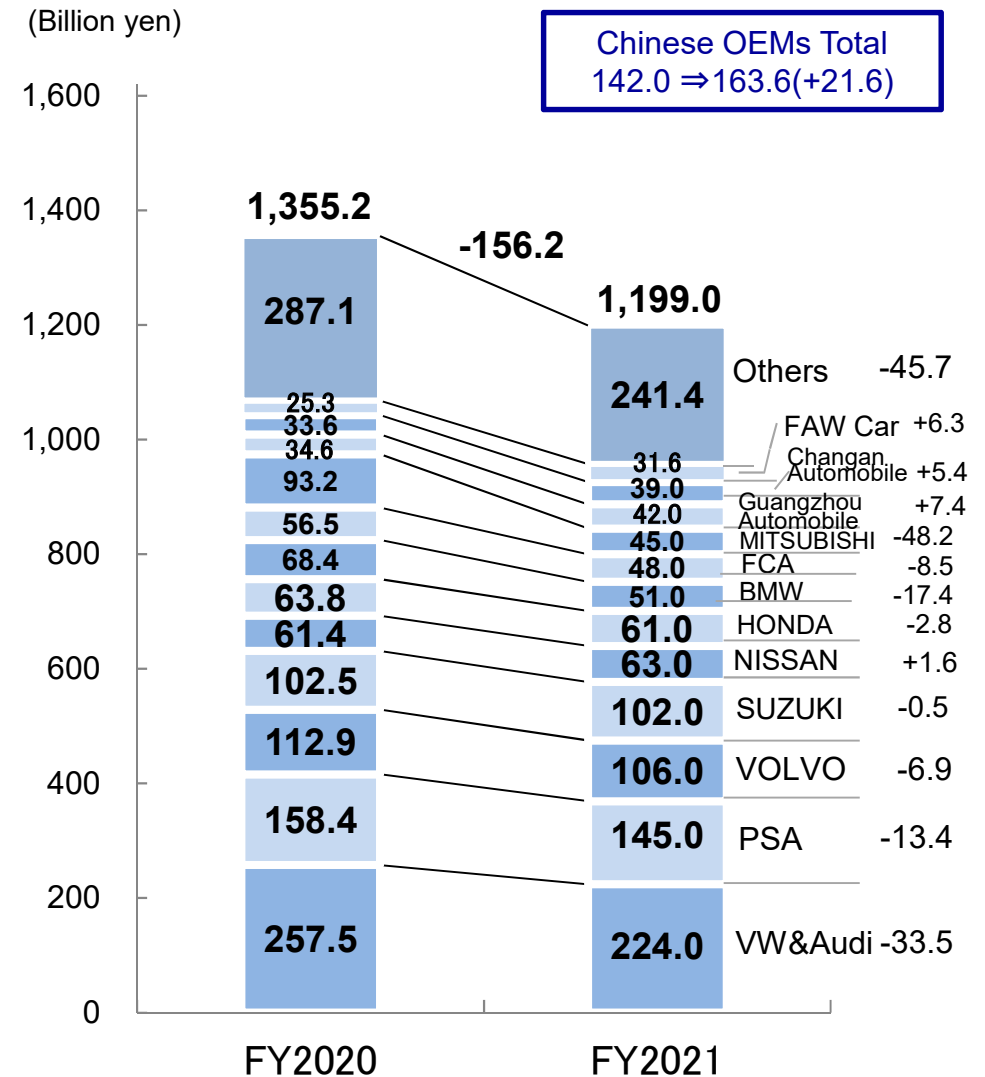
## FY2020 Revenue



## FY2021 Revenue (- 404.5)



## Other Auto Makers sales breakdown



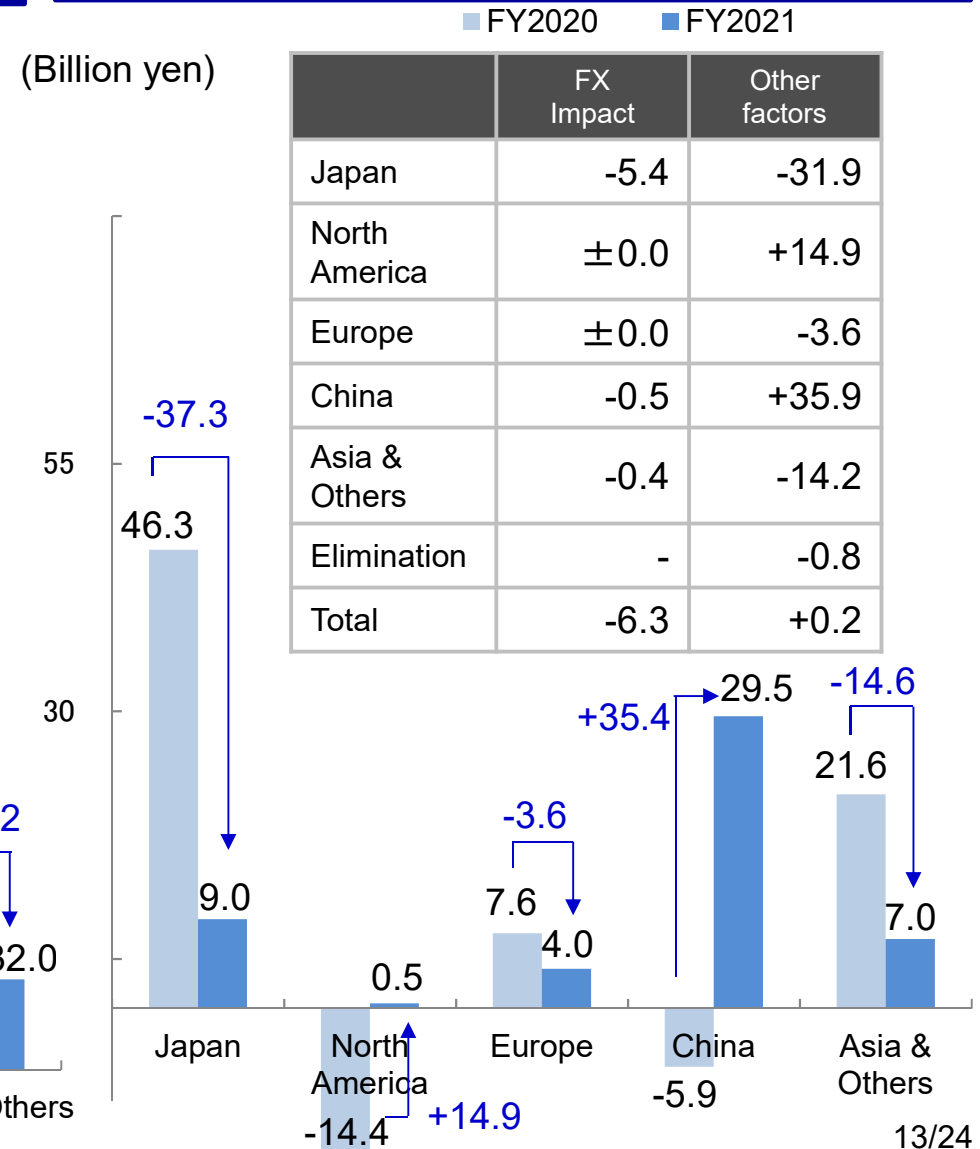
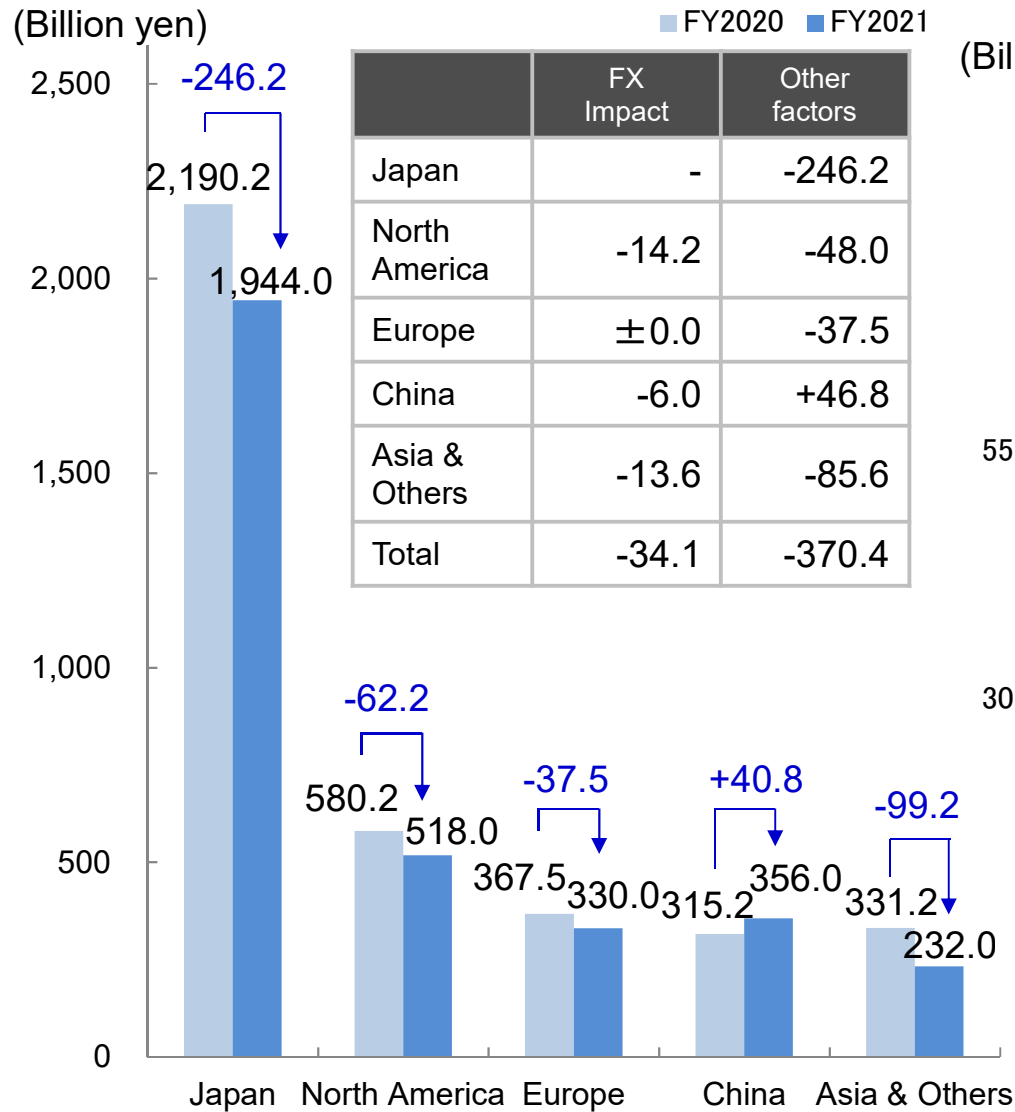
# Forecast of Segment Information

(FY2021 - 12 months)



## Revenue (-404.5)

## Operating Profit (- 6.1)



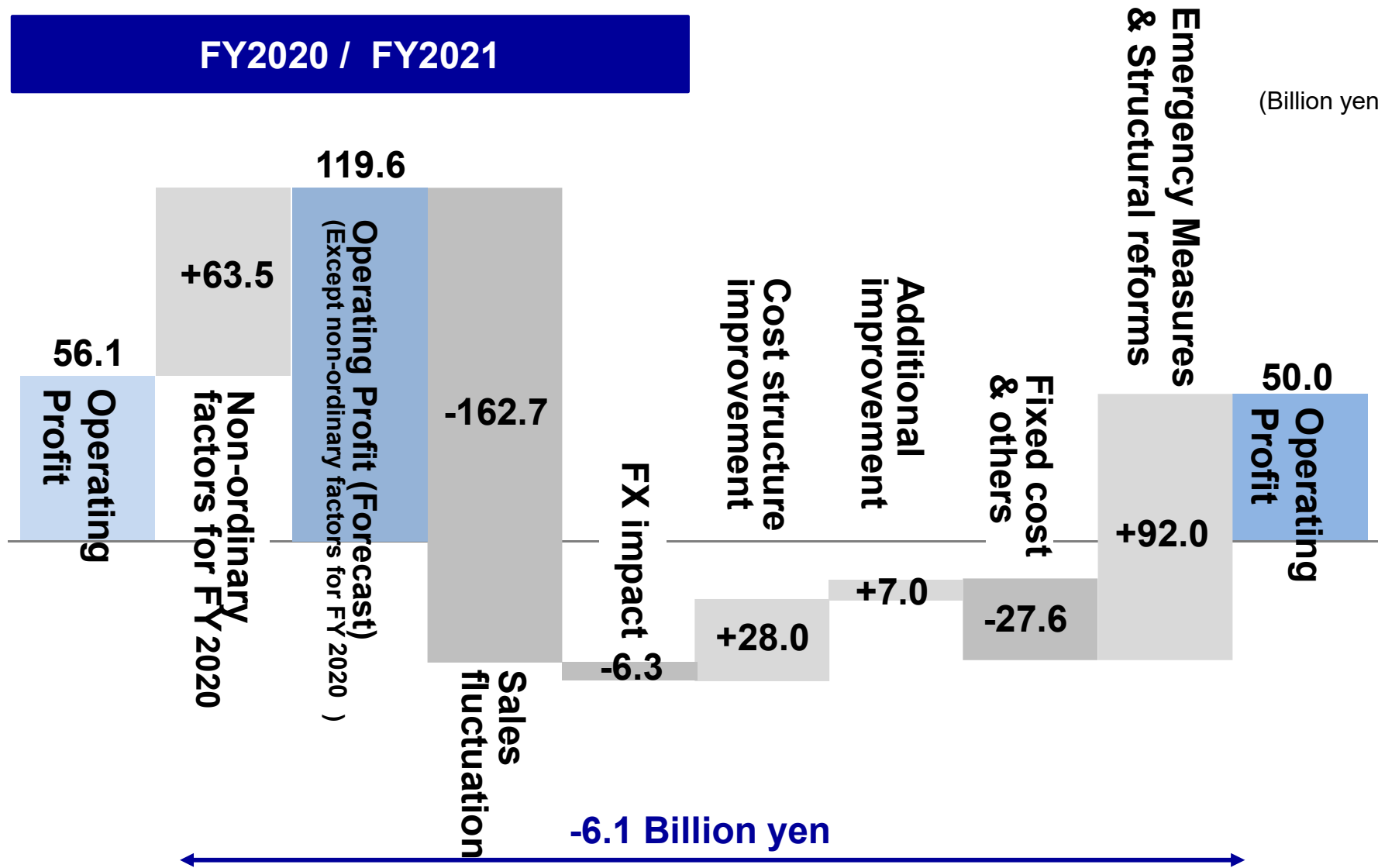
# Forecast of Fluctuations for Operating Profit

(FY2021 - 12 months)



**FY2020 / FY2021**

(Billion yen)



FY2020

FY2021  
(Forecast)

# **3.Reference information**



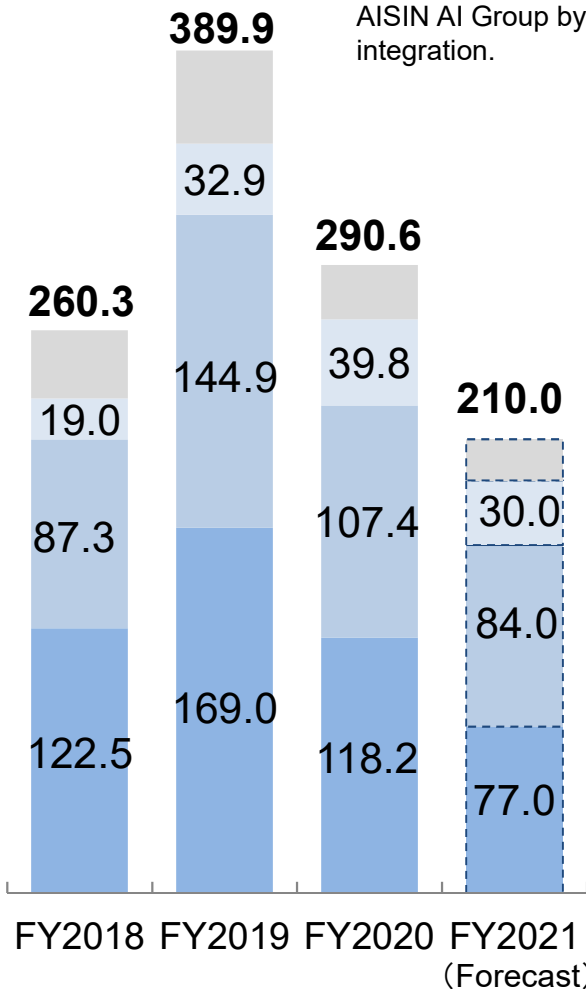
# Capital Expenditure/Depreciation/ R&D Expenditure



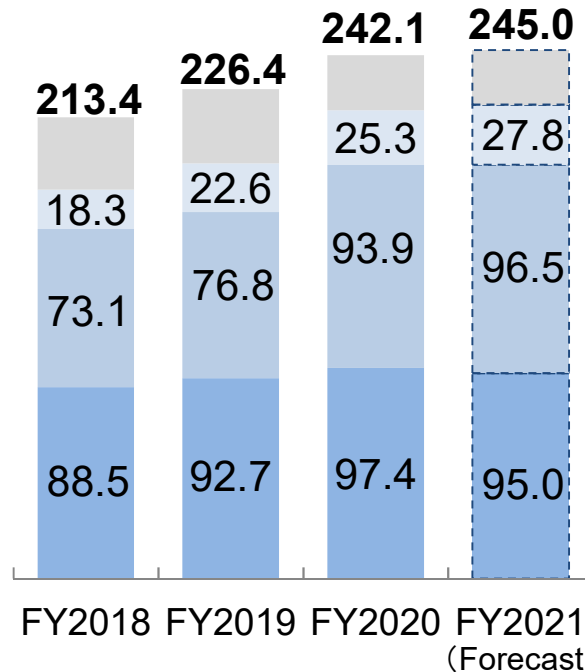
## Capital Expenditure

(Billion yen)

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

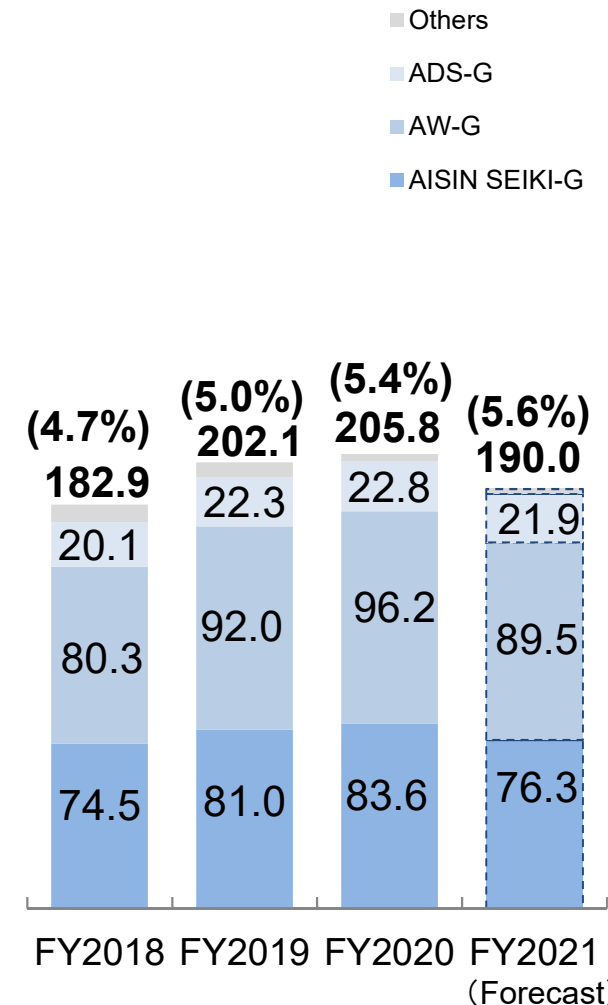


## Depreciation



## R&D Expenditure

( ): Rate to sales



# Toyota car production



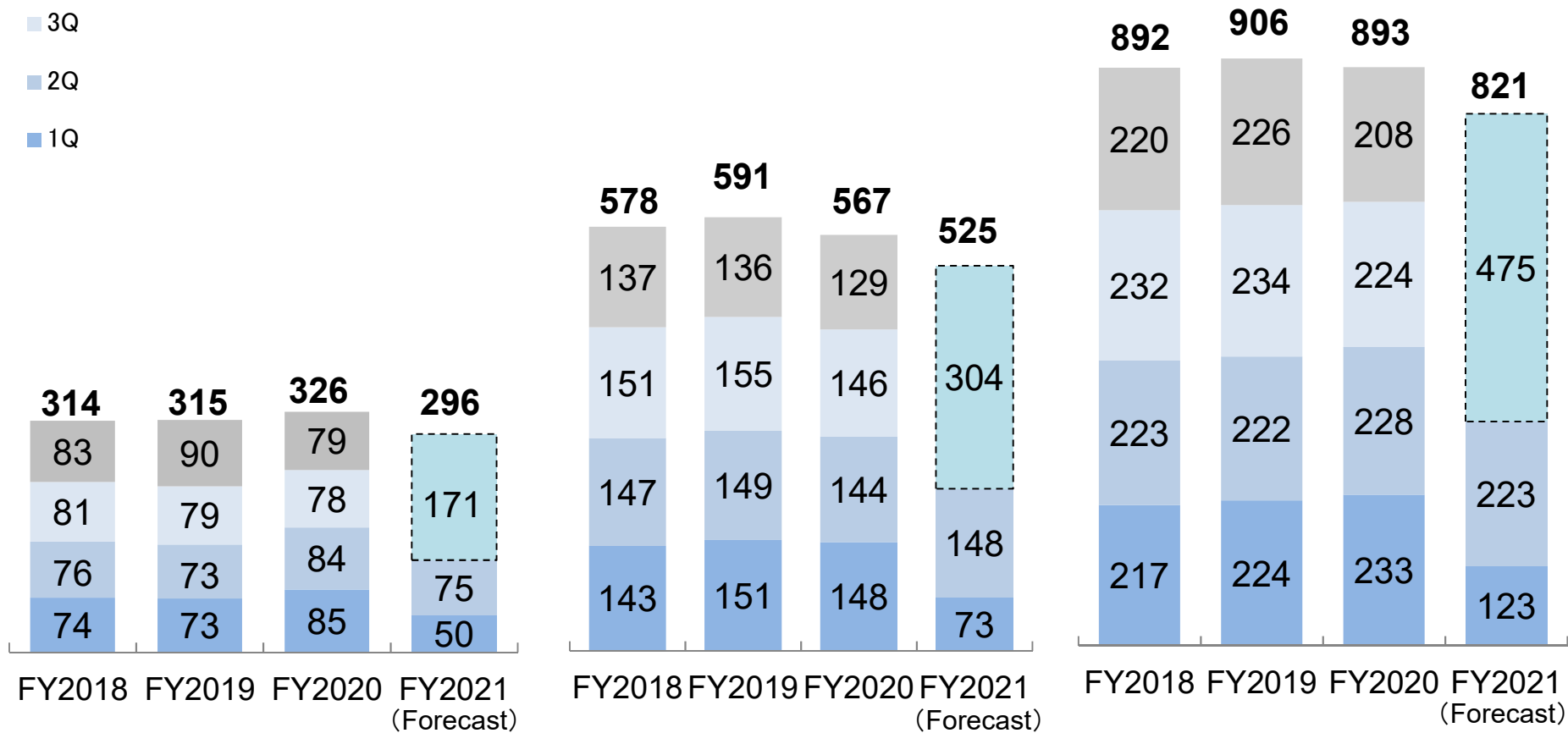
## Toyota Domestic production

## Toyota Oversea production

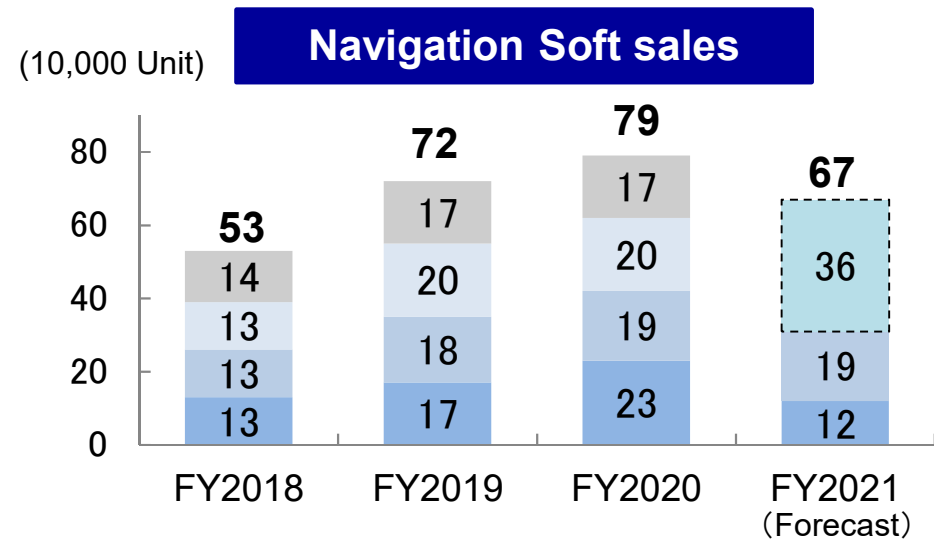
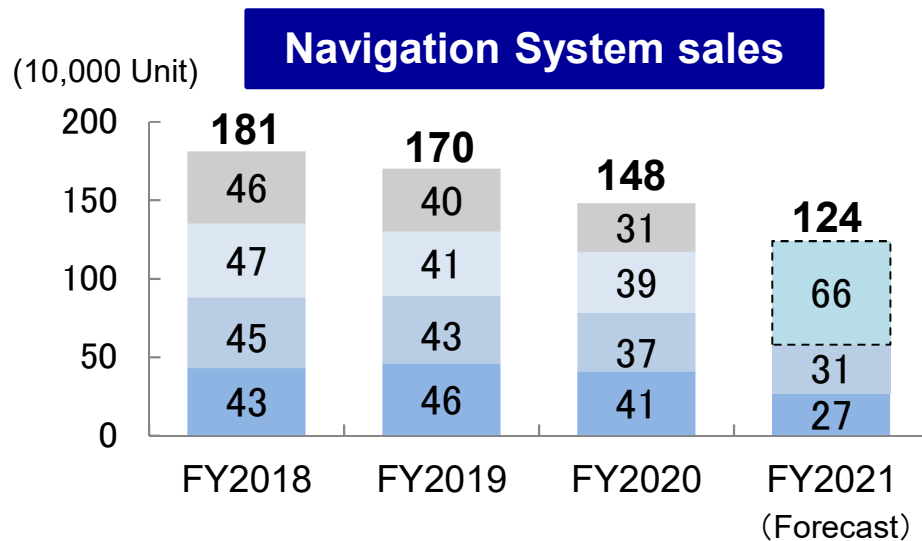
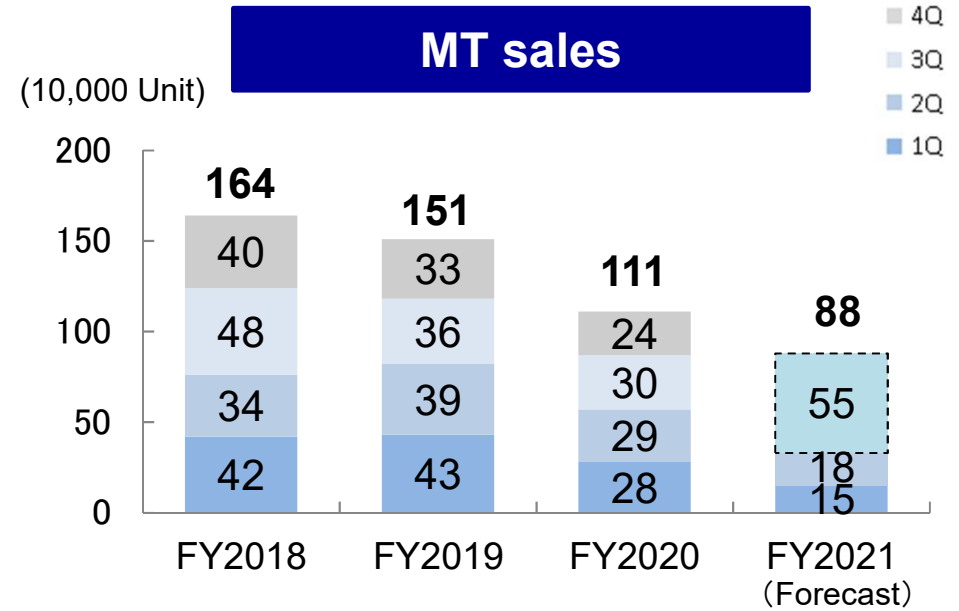
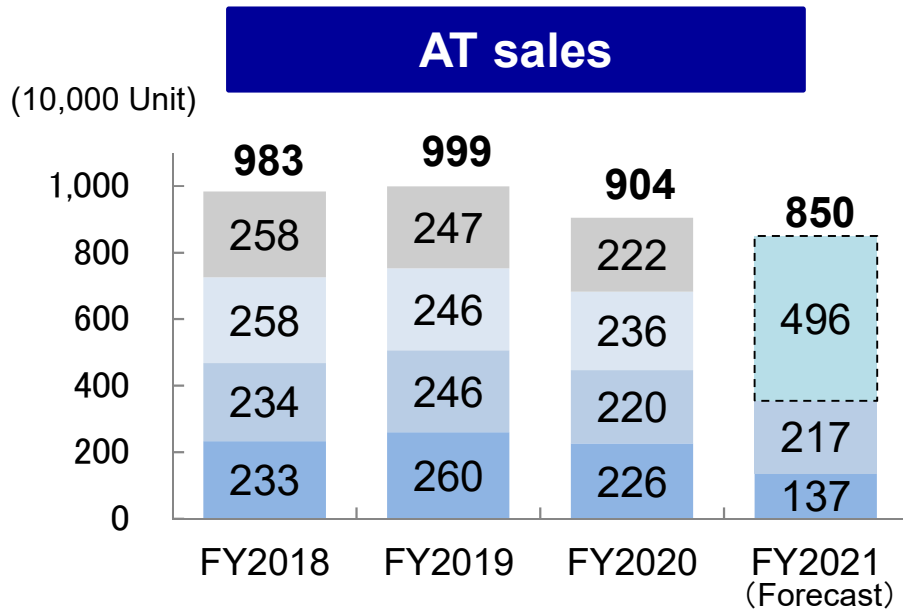
## Toyota Global production

(10,000 Unit)

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

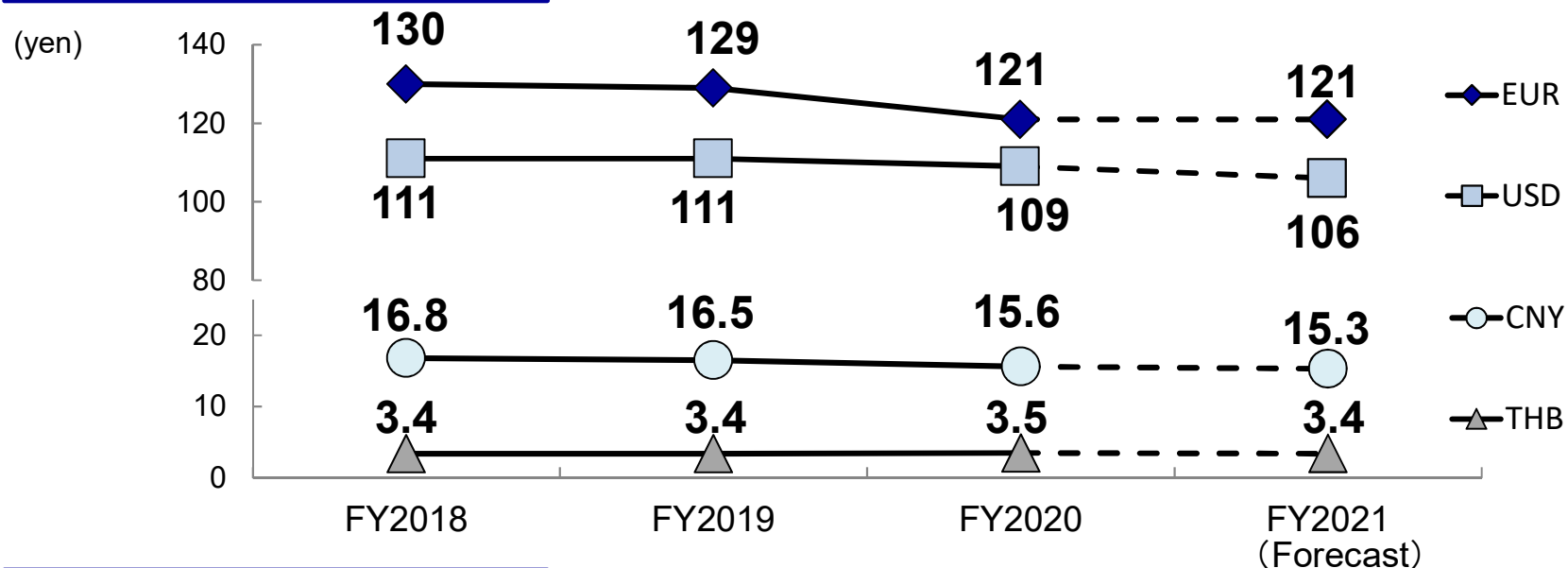


# Sales Number



# Foreign Currency Exchange Rate

## Foreign Exchange Rate



## Impacts on Operating Profit

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

(Billion yen)

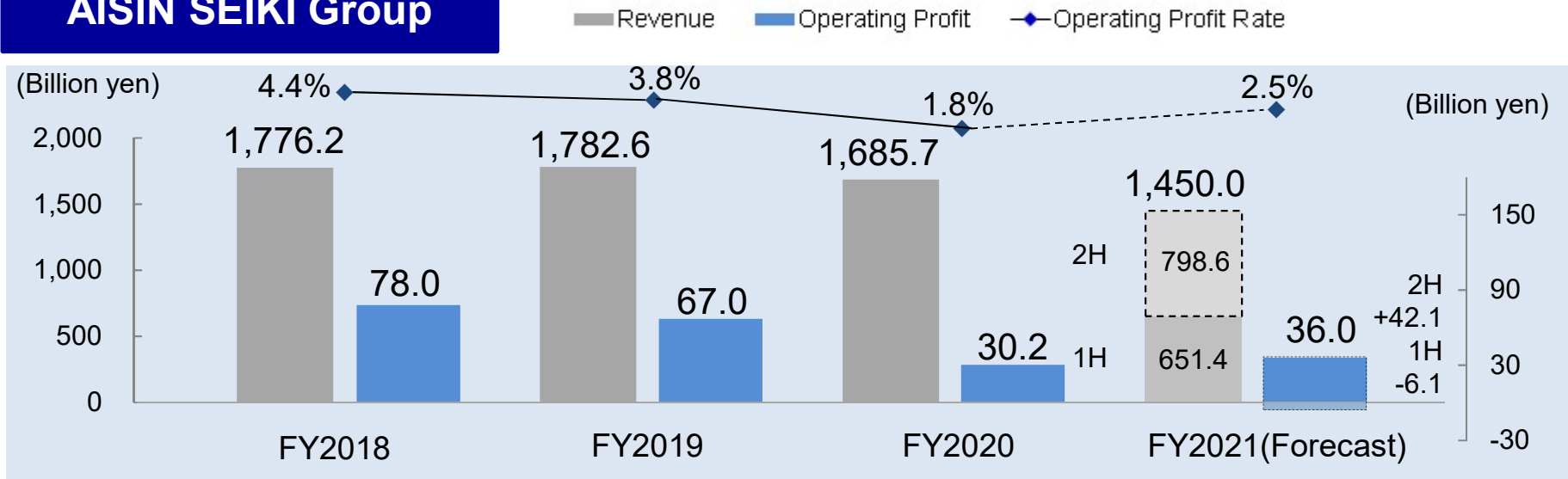
	FY2018	FY2019	FY2020	FY2021 (Forecast)
USD	1.13	1.13	0.96	1.02
EUR	0.19	0.17	0.18	0.13
THB *	1.26	1.55	1.31	0.91
CNY *	0.81	0.76	0.40	0.67

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

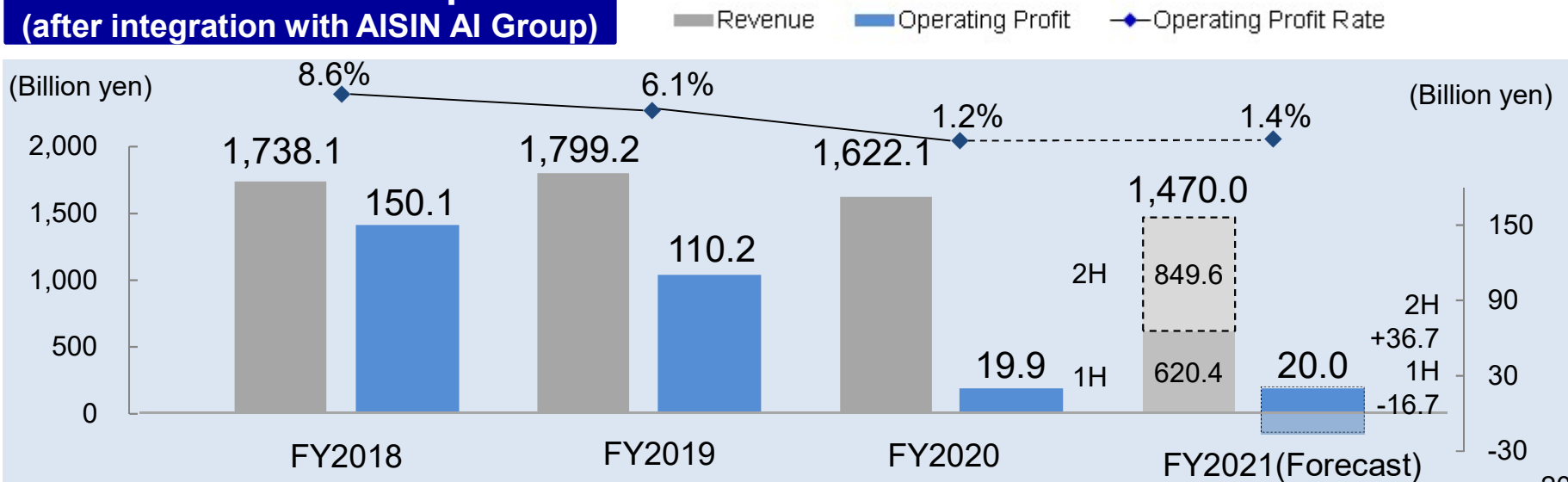
# Financial Results of the Main Consolidated Companies I



## AISIN SEIKI Group



## AISIN AW Group (after integration with AISIN AI Group)

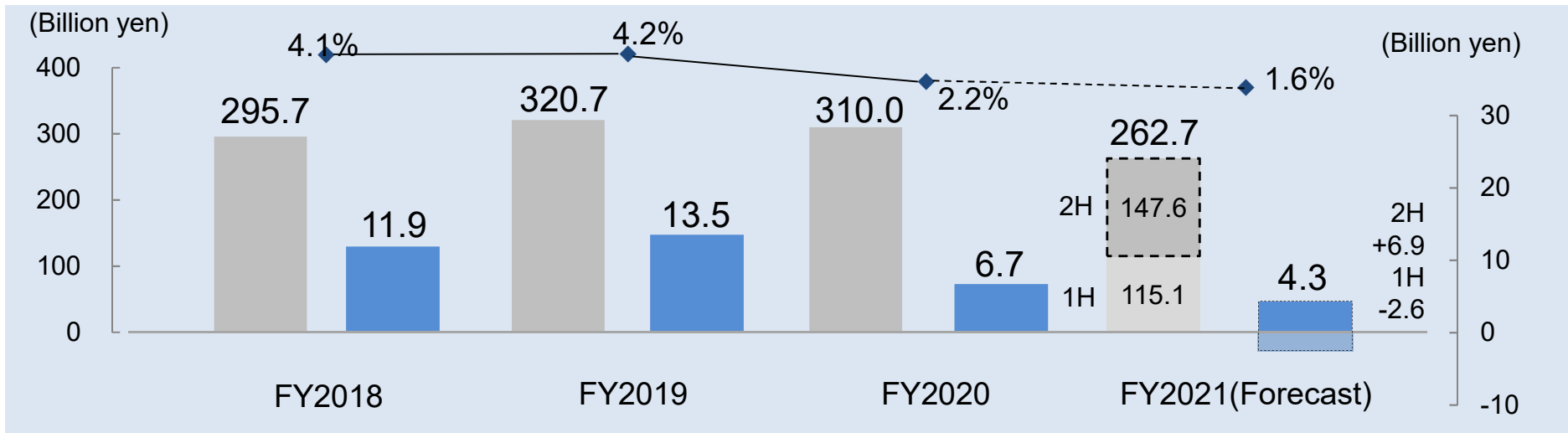


# Financial Results of the Main Consolidated Companies II



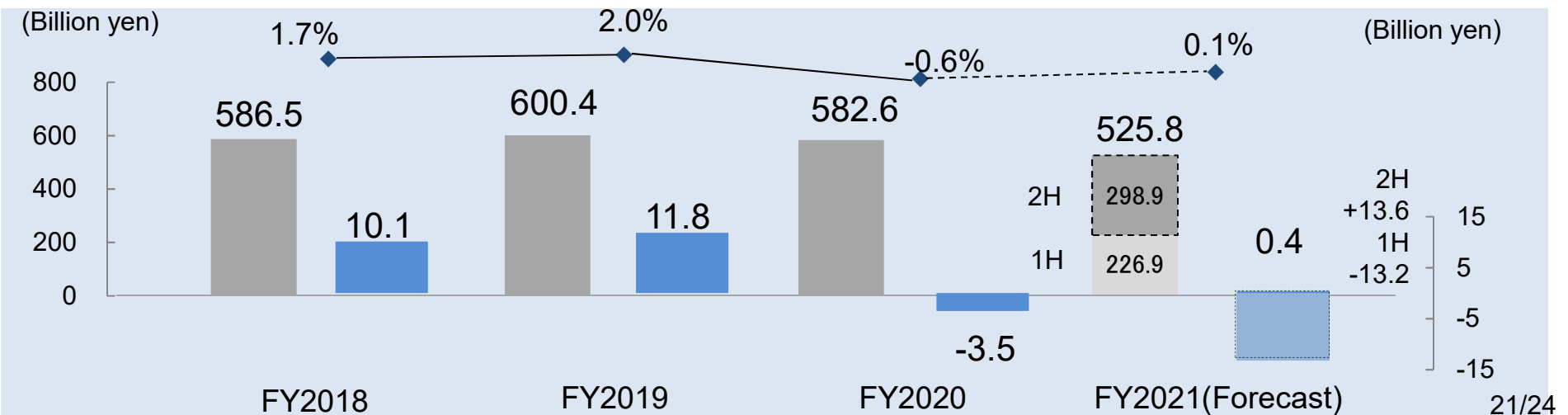
## AISIN Takaoka Group

Revenue Operating Profit Operating Profit Rate



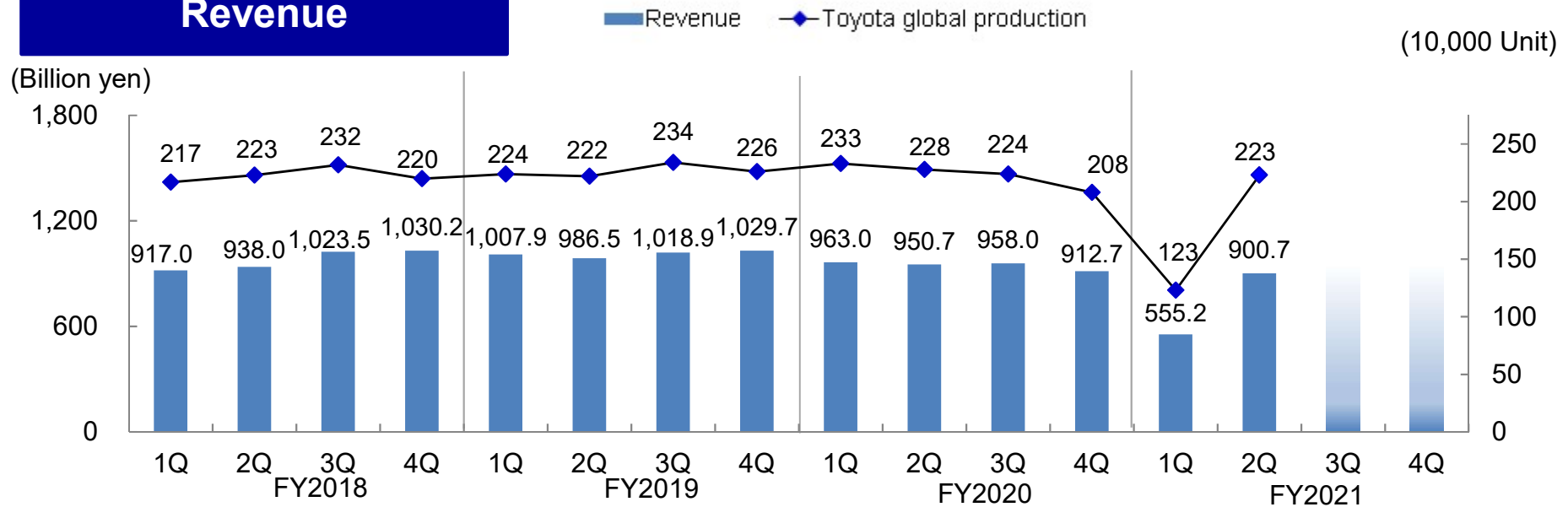
## ADVICS Group

Revenue Operating Profit Operating Profit Rate

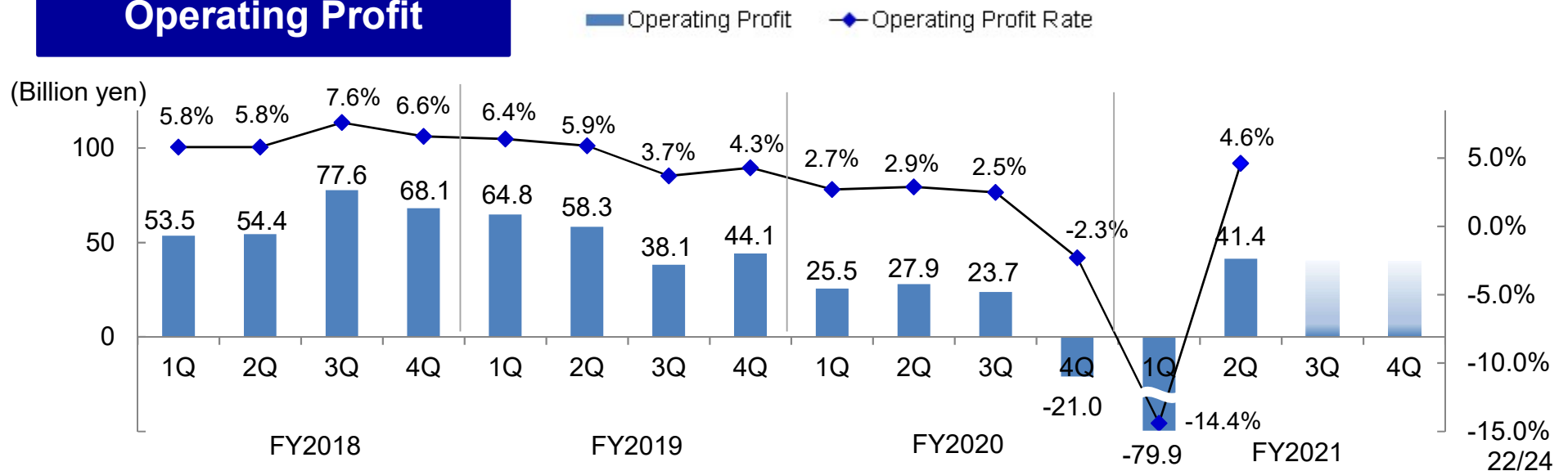


# Quarterly Performance

## Revenue

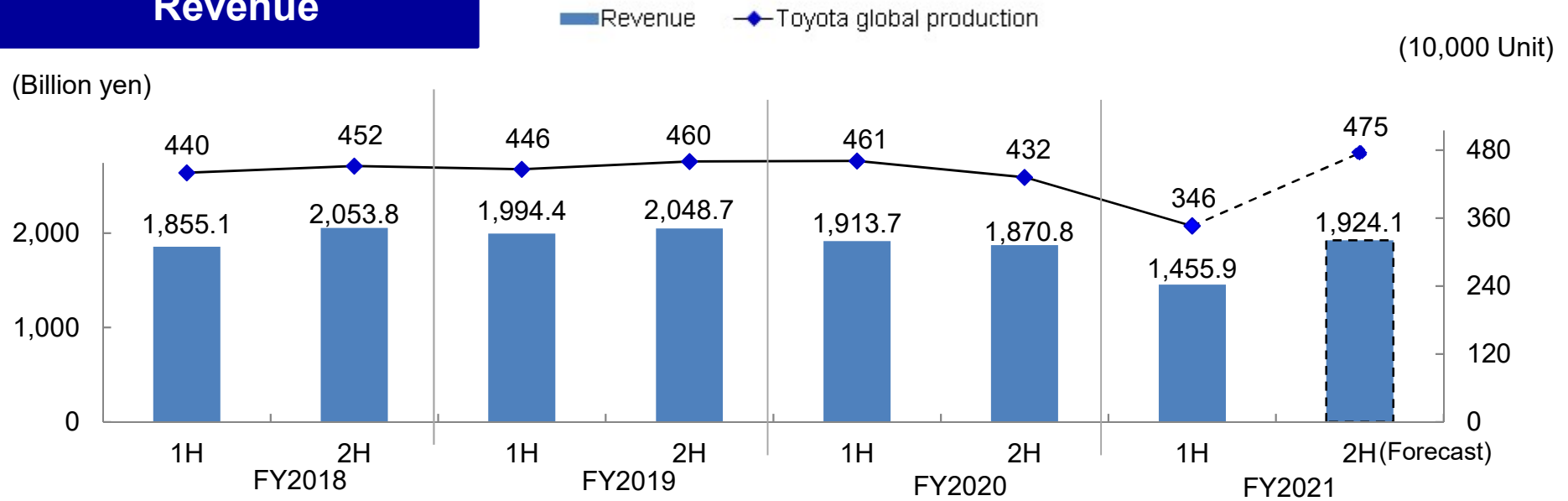


## Operating Profit

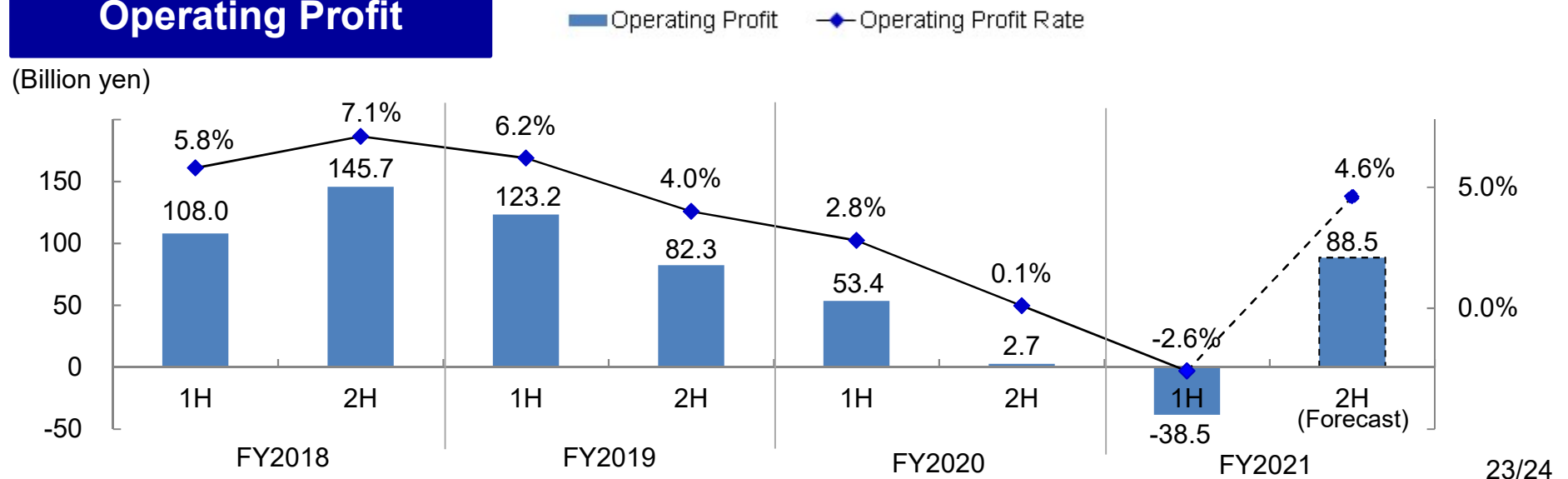


# Half Yearly Performance

## Revenue



## Operating Profit



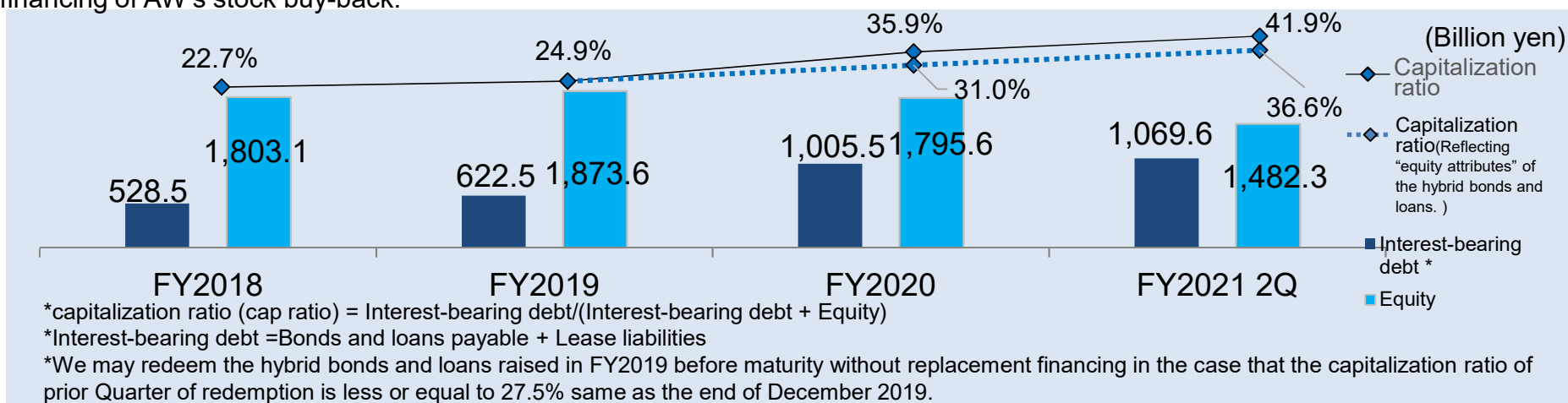


# Capital policy and Return to Shareholders



## 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(Forecast)
Dividend (yen)	150	150	120	60
Dividend Payout Ratio	30.6%	36.7%	134.4%	59.9%
Repurchase of Treasury Stock (billion yen)	59.4	0.0	0.0	0.0
Total return Ratio(*)	74.5%	36.7%	134.4%	59.9%

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