



For the Fiscal year Ended March 31, 2023 2nd Quarter  
(April 1, 2022 to September 30, 2022)

# Financial Results

October 28th, 2022

**AISIN CORPORATION**

# Overview of FYE2023 2nd Quarter Financial Results

## FYE2023 1H Result

Revenue increased YoY due to FX impact and production volume around the same level as previous 1H, regardless of unfavorable OEM production volume caused by the semiconductor shortage more than expected.

Operating profit decreased YoY due to higher raw material prices and logistics costs, regardless of structural reforms and acceleration of cost reduction activities as planned.

## FYE2023 Forecast

With respect to the FYE2023 forecast, it is updated to be Revenue of 4,550 billion JPY and Operating profit of 190 billion JPY.

We keep the resources shift and investments to key areas for the future, and accelerate the response to production volume fluctuations and higher raw material prices and improvement of earning structure through structural reforms.

## Return to Shareholders

The interim dividend for the FYE2023 is 70 JPY per share, taking into overall consideration of business performance, payout ratio and others.

# Consolidated Financial Results (FYE2023 2nd Quarter)

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# FYE2023 2nd Quarter Results Financial Summary

( ) shows rate to Revenue % 【Billion JPY】

	FYE2022 2nd Quarter Results		FYE2023 2nd Quarter Results		Change	Change rate %
Revenue	1,864.7	-	2,106.6	-	241.9	13.0
Operating Profit	85.1	(4.6)	26.6	(1.3)	-58.5	-68.7
Profit before income taxes	96.1	(5.2)	54.9	(2.6)	-41.2	-42.9
Profit for the period*1	62.3	(3.3)	31.9	(1.5)	-30.4	-48.8

\*1 : Profit for the period attributable to Owners of the parent

Pre-conditions	FX Rate	USD	110	JPY	134	JPY	+24	JPY	+21.8
		CNY	17.0	JPY	19.9	JPY	+2.9	JPY	+17.1
	Toyota production	438	10,000 unit	446	10,000 unit	+8	10,000 unit	+1.7	
	Powertrain Unit Sales*2 (number of electrification unit*3)	469	10,000 unit	462	10,000 unit	-7	10,000 unit	-1.5	

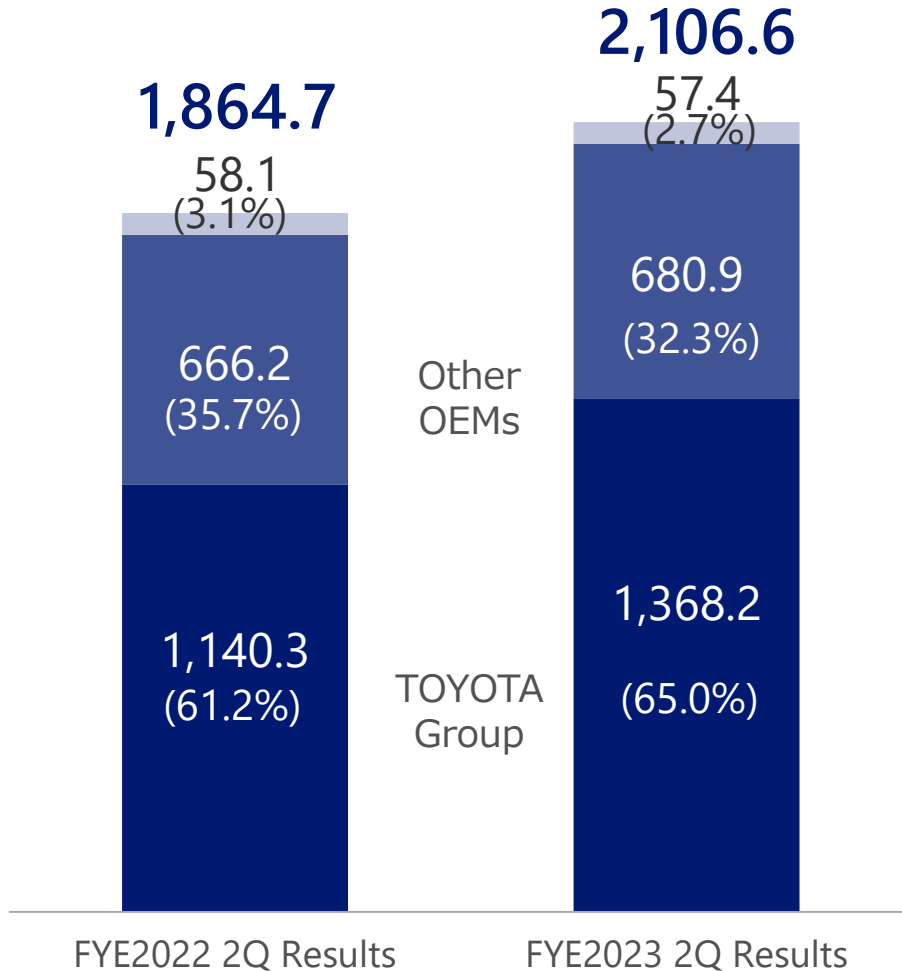
\*2 : Total sales of AT, CVT, HEV and eAxle \*3 : Total sales of HEV, eAxle

# FYE2023 2nd Quarter Revenue by Customer

■ Mobility

■ Energy Solutions and others

【 Billion JPY 】



Revenue by Customer (Other OEMs)				
Customer	FYE2022 2Q Results	FYE2023 2Q Results	Change	Change rate (%)
Stellantis	111.1	129.0	+17.9	+16.1
VW & Audi	126.9	94.2	-32.7	-25.7
SUZUKI	54.1	66.9	+12.8	+23.6
VOLVO	53.5	44.5	-9.0	-16.9
MITSUBISHI	37.3	34.0	-3.3	-8.7
NISSAN	27.3	31.7	+4.4	+16.1
HONDA	30.5	29.0	-1.5	-4.9
Guangzhou Automobile	19.7	27.1	+7.4	+37.0
ISUZU	19.5	24.7	+5.2	+26.6
China FAW	20.2	22.2	+2.0	+9.8
Others	166.1	177.6	+11.5	+7.0
<b>Total</b>	<b>666.2</b>	<b>680.9</b>	<b>+14.7</b>	<b>+2.2</b>
(Reference) ChineseOEMs	94.3	87.3	-7.0	-7.4

# FYE2023 2nd Quarter Segment Information

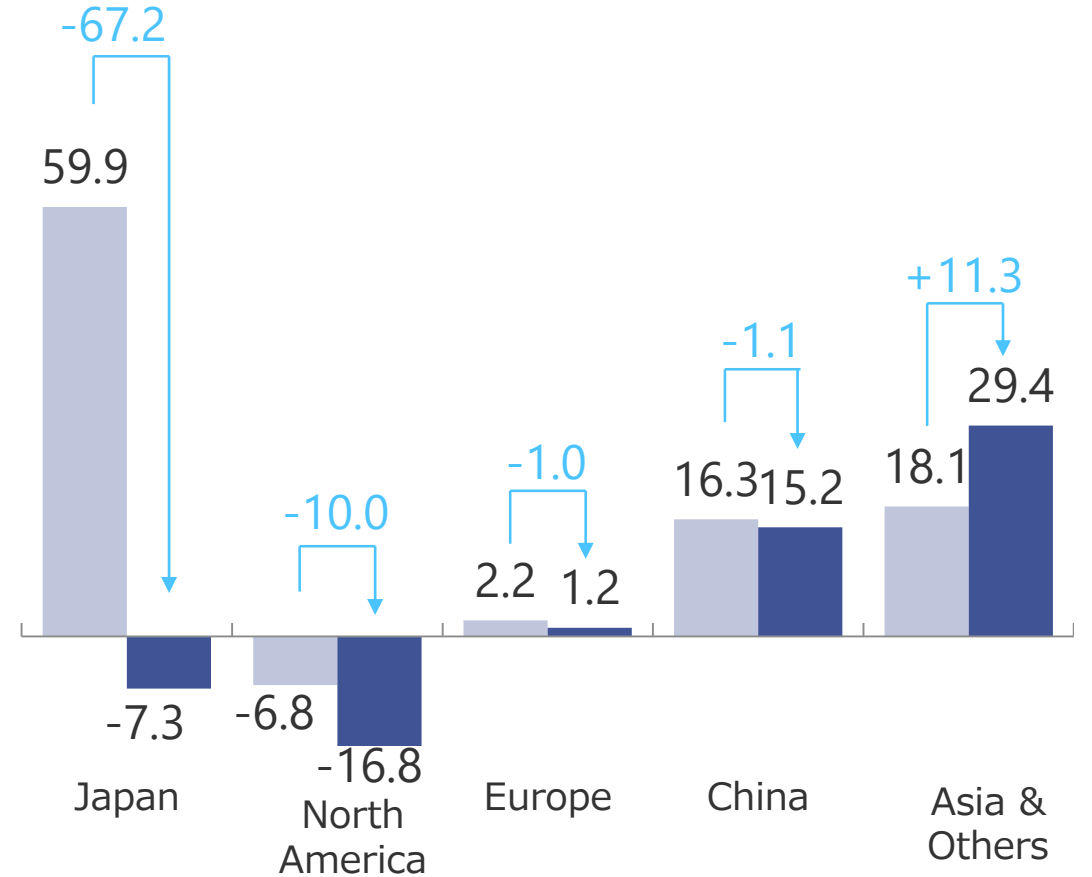
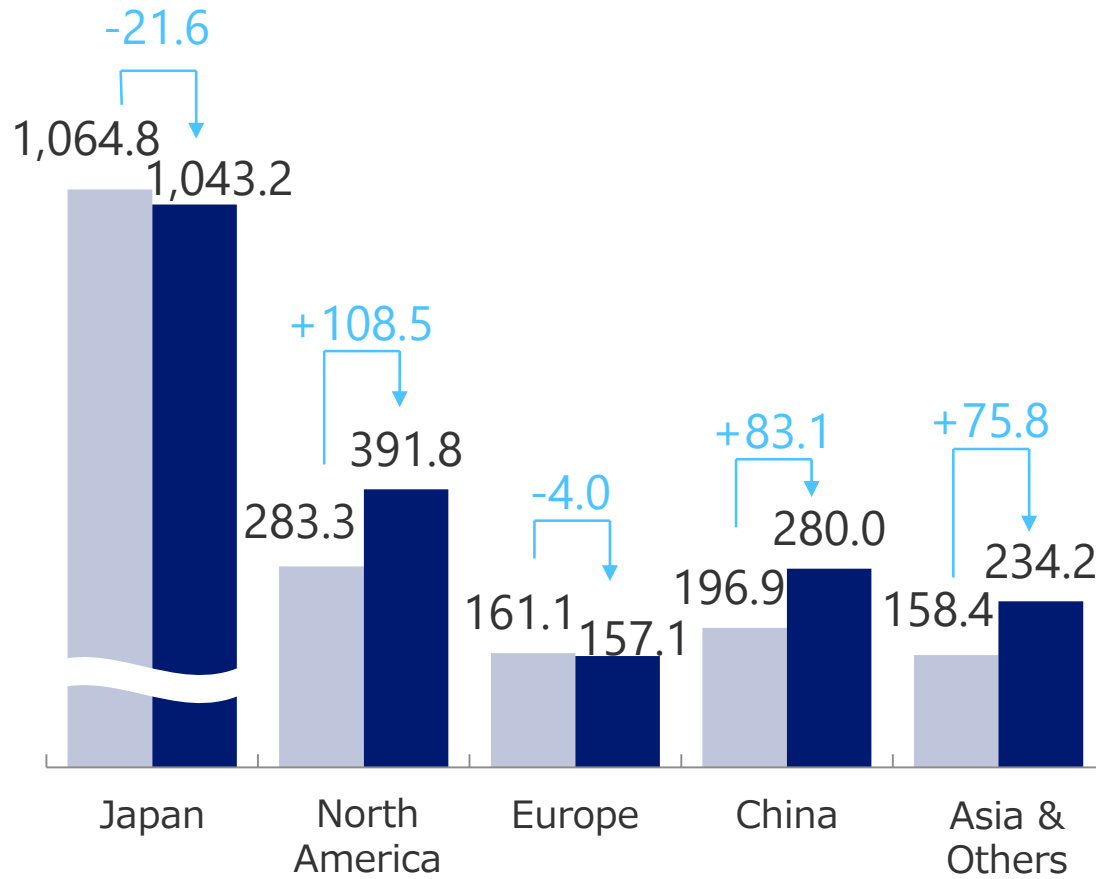
■ FYE2022 2<sup>nd</sup> Quarter Results

■ FYE2023 2<sup>nd</sup> Quarter Results

[Billion JPY]

## Revenue (YoY+241.9)

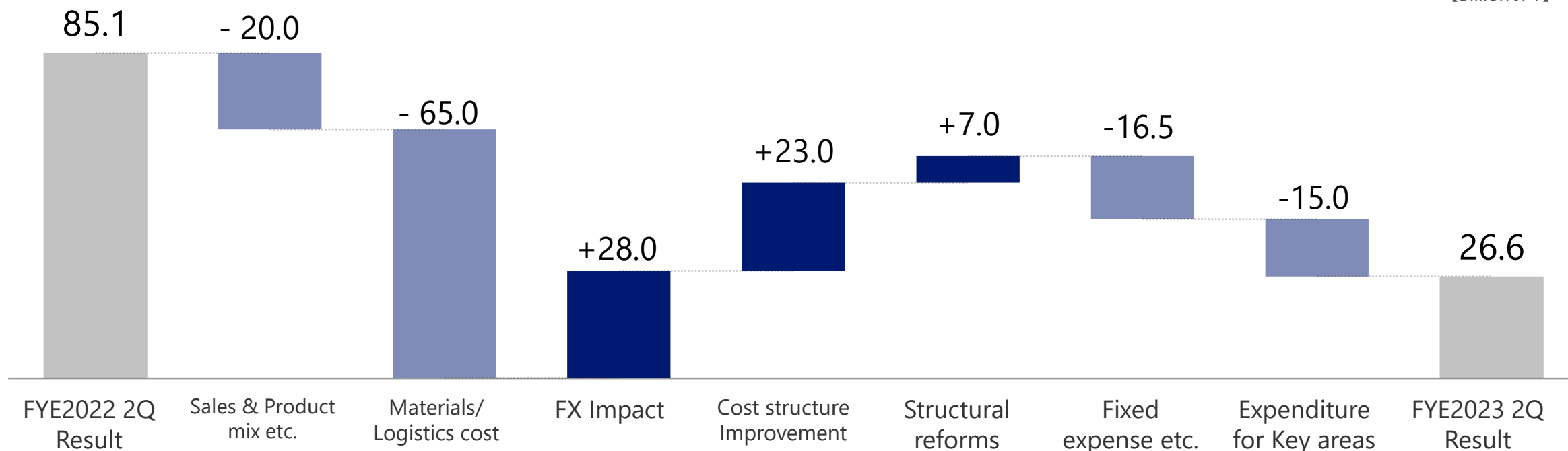
## Operating Profit (YoY-58.5)



※Revenue to external customers

# FYE2023 2nd Quarter Analysis of Operating Profit

【Billion JPY】



**Sales & Product mix etc.**

Sales Volume fluctuations	+ 2.0
Sales price variance & Product mix	- 22.0

**Materials / Logistics cost**

- Requesting OEM to pass on the surging costs of materials in the supply chain after cost reduction as much as possible.
- Accelerating activities to reduce the amount of raw materials used, logistics costs by improving logistical efficiency, and reduce utility costs by saving energy.

**FX Impact**

USD	+ 11.2
CNY	+ 11.5
EUR	+ 0.3
THB	+ 5.0

**Expenditure for Key areas etc.**

Continuing resources shifts to priority areas and future investment even in the uncertain business environment

- Development enhancement for EVs by EV Promotion Center
- Strengthen strategic investments in CN & DX
- Shifting fixed costs to production preparation and dep costs for electrification unit of 4.5M units

# Consolidated Financial Forecast (FYE2023)

# 2



# FYE2023 Forecast Financial Summary

( ) shows rate to Revenue % 【Billion JPY】

	FYE2022 Results		FYE2023 Forecasts		Change		Change rate %	FYE2023 Forecasts(Apr 28th)	
Revenue	3,917.4	-	4,550.0	-	+632.6	+16.1		4,450.0	-
Operating Profit	182.0	(4.6)	190.0	(4.2)	+8.0	+4.4		190.0	(4.3)
Profit before income taxes	219.9	(5.6)	220.0	(4.8)	+0.1	+0.0		205.0	(4.6)
Profit for the period <sup>*1</sup>	141.9	(3.6)	135.0	(3.0)	-6.9	-4.9		125.0	(2.8)

\*1 : Profit for the period attributable to Owners of the parent

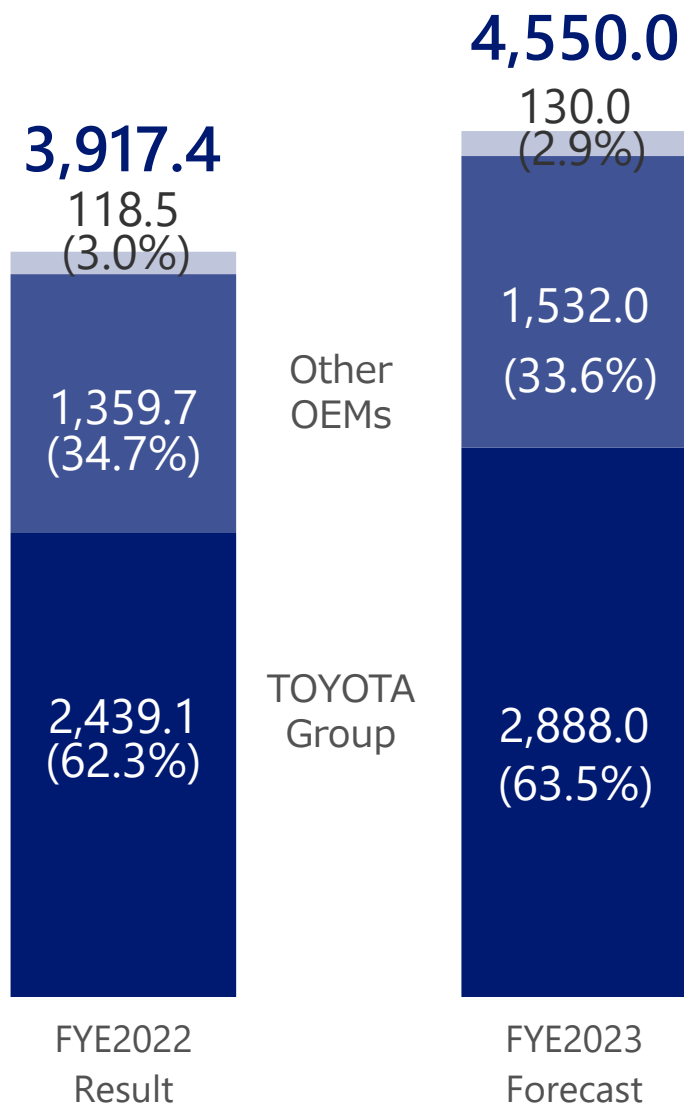
Pre-conditions	FX Rate	USD	113	JPY	137	JPY	+24	JPY	+21.2	115	JPY
		CNY	17.6	JPY	20.0	JPY	+2.4	JPY	+13.6	18.1	JPY
	Powertrain Unit Sales <sup>*2</sup>	953	10,000 unit	1,000	10,000 unit	+47	10,000 unit	+4.9	1,040	10,000 unit	
	(number of electrification unit*3)	(93)		(156)		(+63)				(173)	

\*2 : Total sales of AT, CVT, HEV and eAxle \*3 : Total sales of HEV, eAxle

# FYE2023 Revenue by Customer

- Mobility
- Energy Solutions and others

[ Billion JPY ]



## Revenue by Customer (Other OEMs)

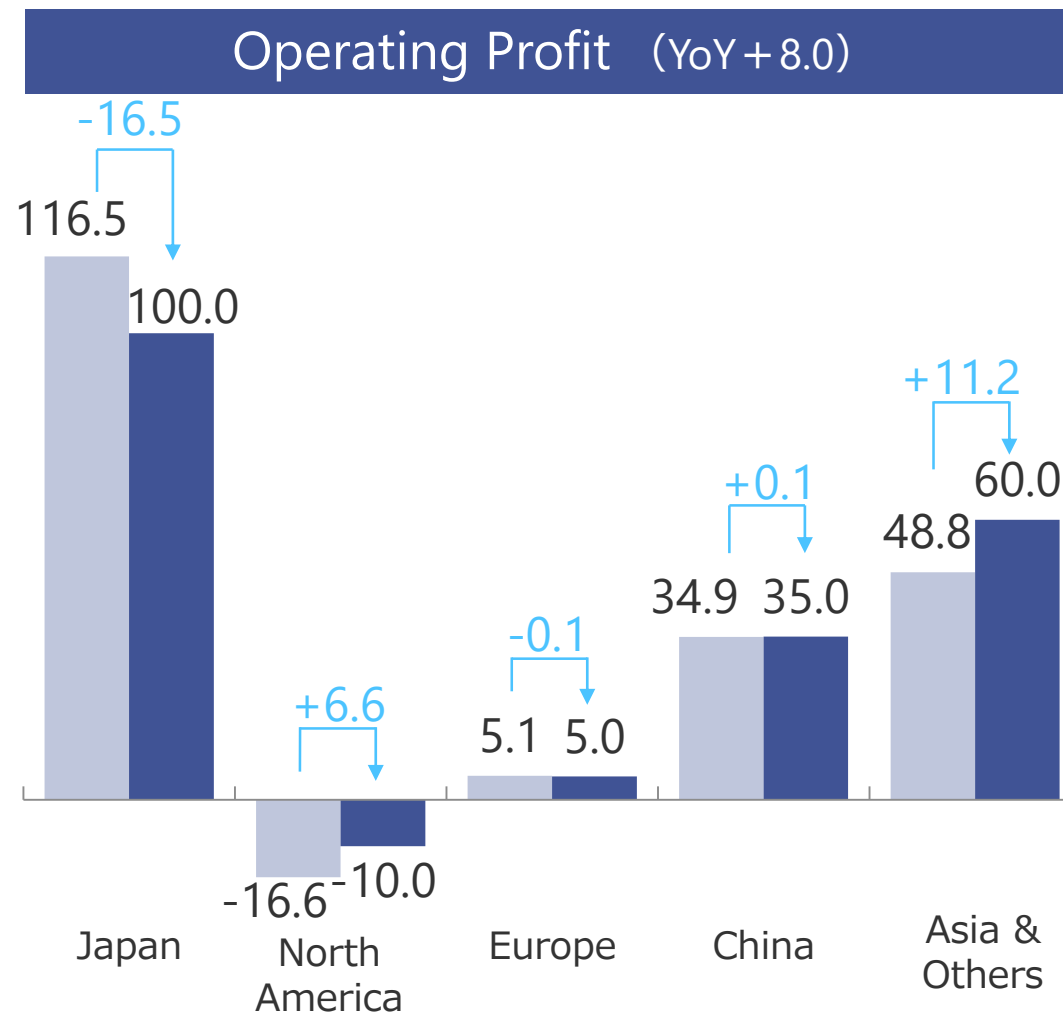
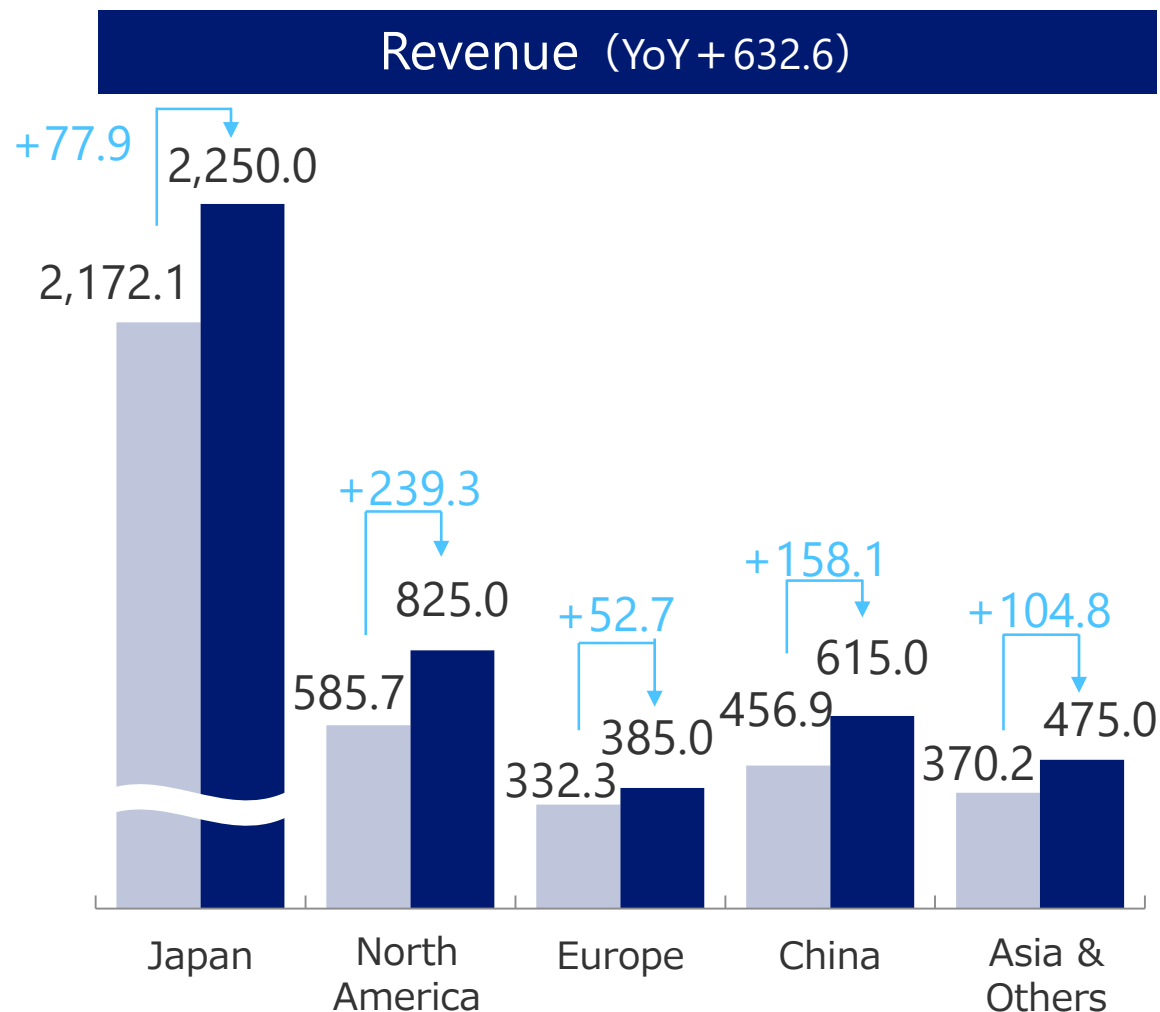
Customer	FYE2022 Results	FYE2023 Forecast	Change	Change rate (%)
Stellantis	236.5	318.0	+81.5	+34.5
VW & Audi	218.8	191.0	-27.8	-12.7
SUZUKI	113.3	150.0	+36.7	+32.3
VOLVO	106.6	111.0	+4.4	+4.1
NISSAN	58.7	75.0	+16.3	+27.6
MITSUBISHI	78.8	73.0	-5.8	-7.4
HONDA	62.7	68.0	+5.3	+8.4
Guangzhou Automobile	54.0	59.0	+5.0	+9.1
ISUZU	41.8	53.0	+11.2	+26.5
China FAW	37.4	46.0	+8.6	+22.7
Others	351.1	388.0	+36.9	+10.7
<b>Total</b>	<b>1,359.7</b>	<b>1,532.0</b>	<b>+172.3</b>	<b>+12.7</b>
(Reference) Chinese OEMs	212.8	193.0	-19.8	-9.3

# FYE2023 Revenue by Customer

FYE2022 Results

FYE2023 Forecast

【 Billion JPY 】

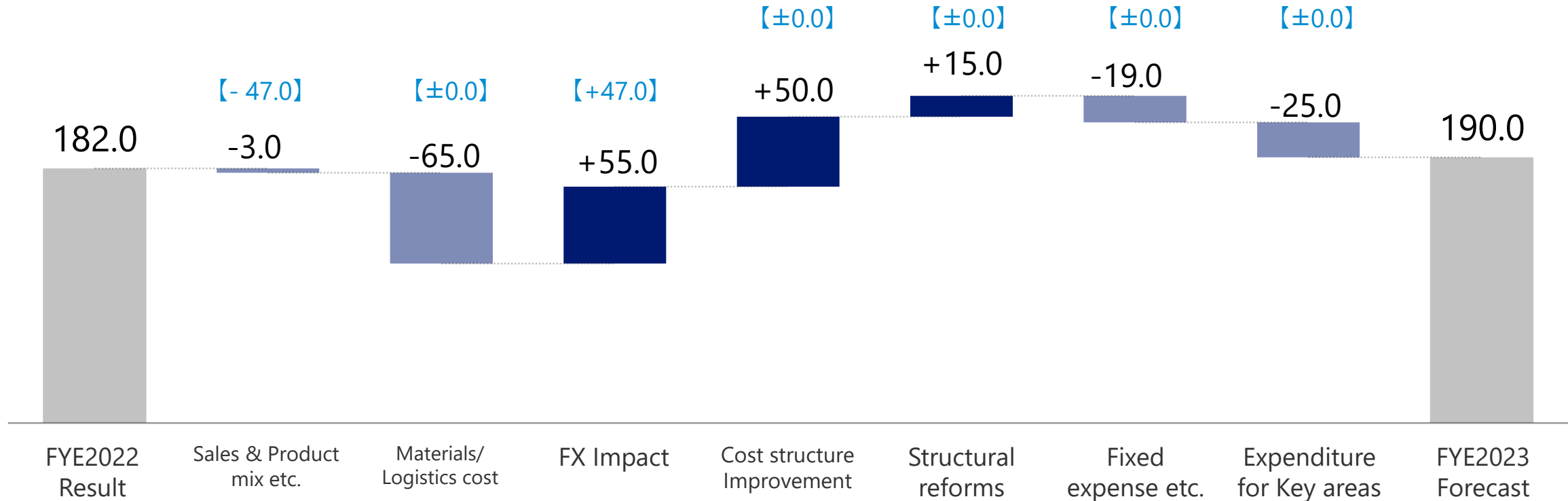


※Revenue to external customers

# FYE2023 Analysis of Operating Profit

【 Billion JPY 】

【Compared to Disclosure on April 28th】

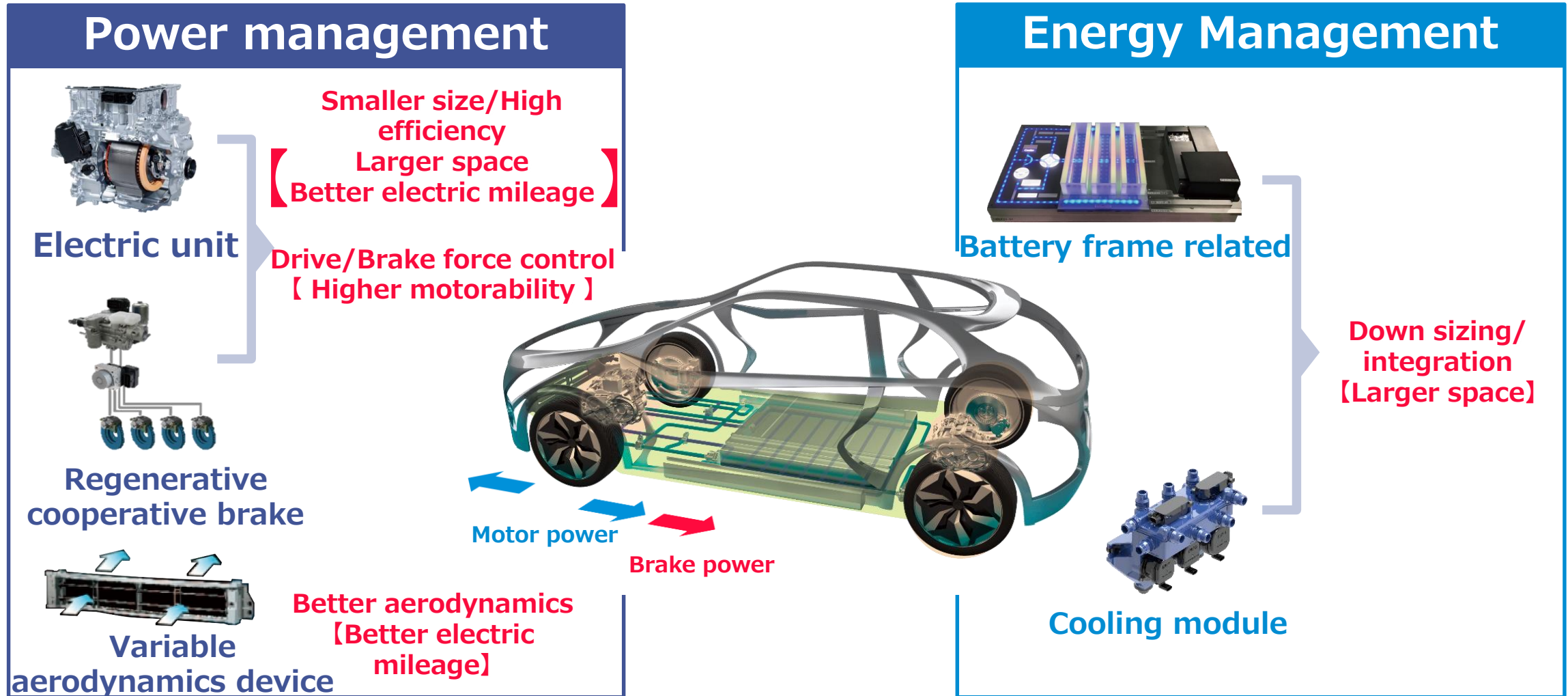


Sales &Product mix etc.	FX Impact	Structural reforms	Expenditure for Key areas etc.
Sales Volume fluctuations + 42.0 Sales price variance &Product mix - 45.0	USD + 26.7 CNY + 19.0 EUR +0.8 THB + 8.5	<ul style="list-style-type: none"> <li>Acceleration of earning improvement activities for key products</li> <li>Increase in-house added value for electrified products</li> <li>Acceleration of group-wide activities at HQ functions (Quality and productivity improvement, reduction of costs for logistics and indirect materials, etc.)</li> <li>Realization of the effects from subsidiaries and functions integration</li> </ul>	Continuing resources shifts to priority areas and future investment even in the uncertain business environment (Development enhancement for EVs by EV Promotion Center Strengthen strategic investments in CN & DX Shifting fixed costs to production preparation and dep costs for electrification unit of 4.5M units)

# Topics

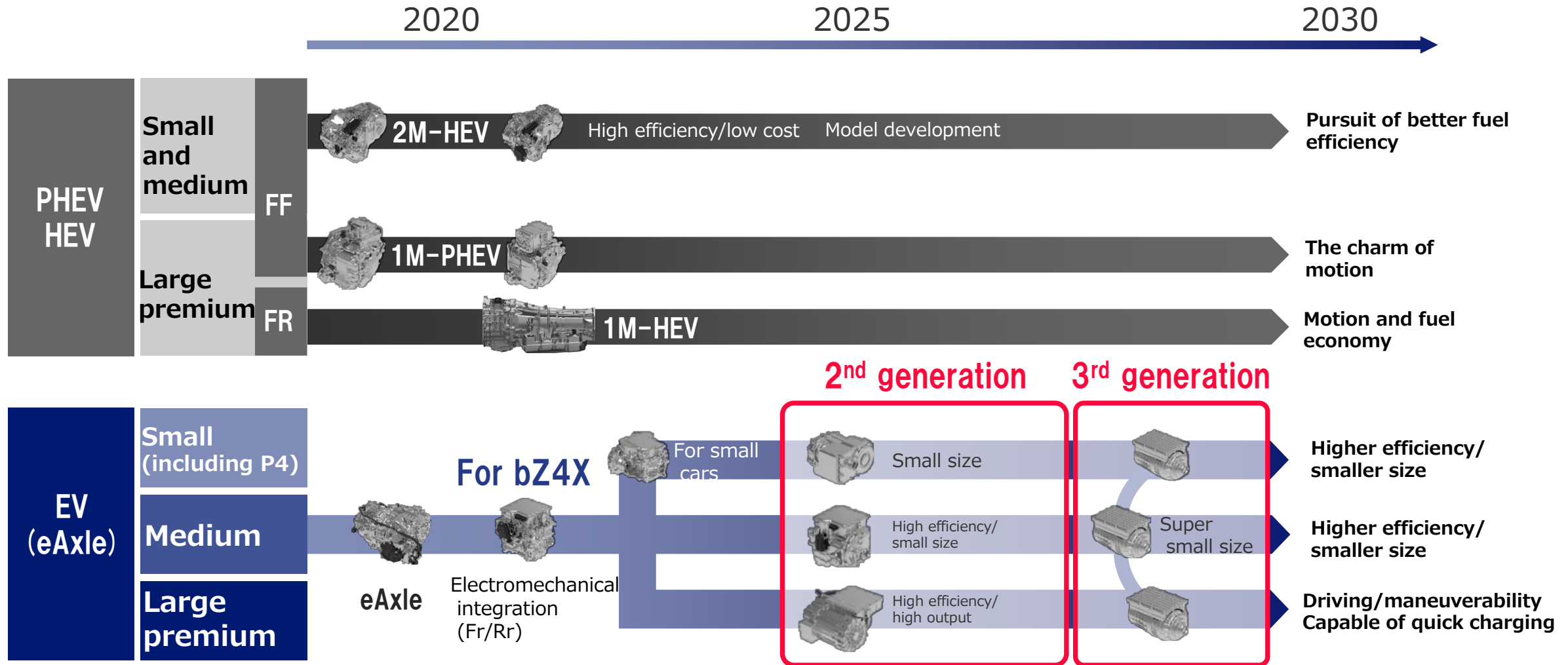
# 3

# Efforts for BEV



Full lineup of attractive products in line with changes in the way of car engineering

# Electric Unit Lineup



Responding to a wide range of customer needs by eAxle/PHEV/HEV

# Gen.2 eAxle development status

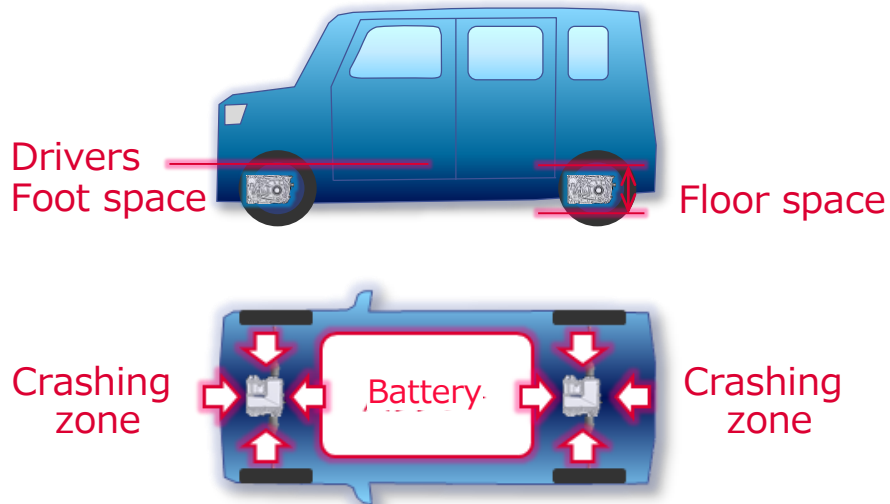
Added value

## Smaller size

Contributes to expand cabin and battery space

- Ultra-down sizing by optimal placement of components

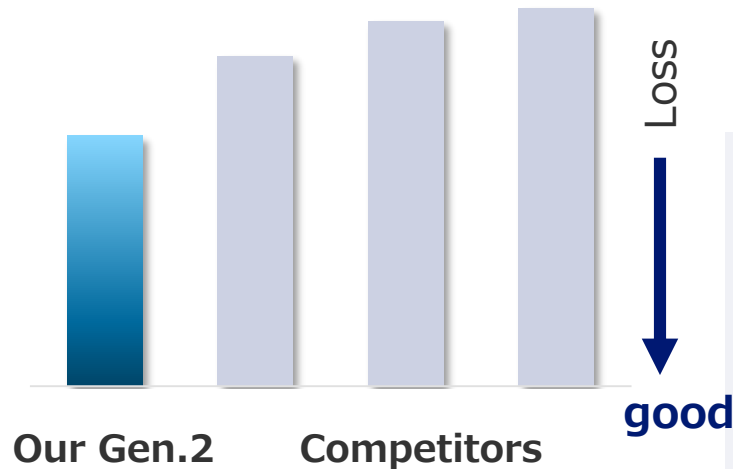
Our strong point



## Higher efficiency

Contributes to extend cruising range

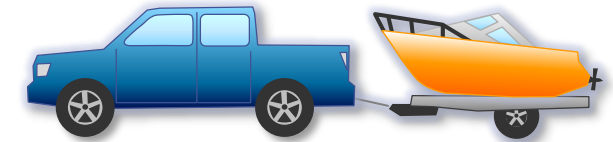
- High gear engaging
- Low-loss bearings



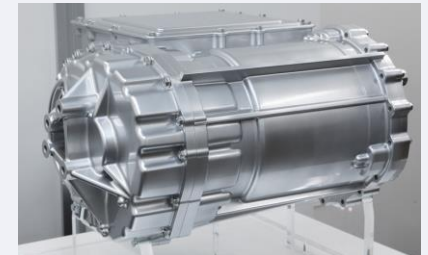
## Higher output

Contributes to improved power and towing performance

- Continuous output performance by motor cooling



Gen.2 eAxle (high capacity)



Promoting the full lineup of 2<sup>nd</sup> generation eAxle as planned.



# Gen.3 eAxle development status

## Smaller size

Ultra-compact size due to innovated structure utilizing AT and HEV knowledge

➔ Dramatic improvement of mountability for all vehicle size and front/rear

## Higher efficiency/ Weight reduction

Reduced electricity consumption by higher efficiency/  
weight reduction

➔ Save battery capacity/ Extend cruising range

Larger luggage space

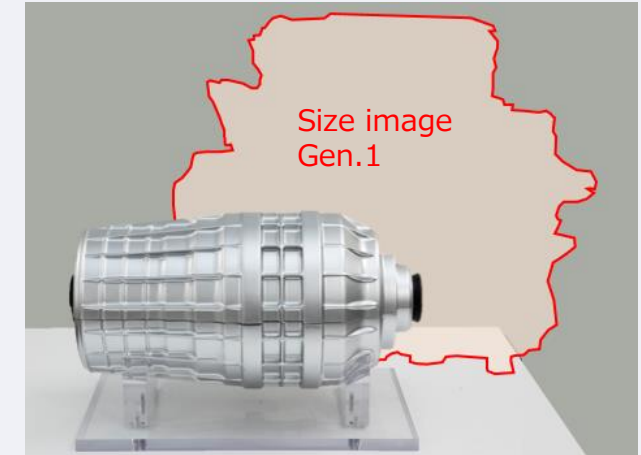
Larger cabin space

Longer cruising range

Smaller battery



## Ultra-down sized model



- Volume down 50% as Gen. 2
- Electricity saving by higher efficiency/  
weight reduction
- Low cost by low material usage
- Full lineup from small to large car size

**Accelerate development and evaluation of  
overwhelmingly smaller, more efficient, and lighter weight products**

# Reference information

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# Revenue Details

( ) shows rate to Revenue % 【Billion JPY】

		FYE2022 2Q Results	FYE2023 2Q Results	Change	%	
Mobility	Powertrain	1,057.3	1,193.7 (56.7)	+136.4	+12.9	
	Chassis & Vehicle Safety systems	354.0	432.4 (20.5)	+78.4	+22.1	
	Body	348.1	387.6 (18.4)	+39.5	+11.4	
	CSS* & Others	47.0	35.4 (1.7)	-11.6	-24.7	
	Total	1,806.5	2,049.2 (97.3)	+242.7	+13.4	
Energy Solutions and others		58.1	57.4 (2.7)	-0.7	-1.3	
Total		1,864.7	2,106.6 (100.0)	+241.9	+13.0	
		FYE2022 Results	FYE2023 Forecasts	Change	%	Forecast As of April 28th
Mobility	Powertrain	2,234.3	2,585.0 (56.8)	+350.7	+15.7	2,535.0
	Chassis & Vehicle Safety systems	766.7	899.0 (19.8)	+132.3	+17.2	907.0
	Body	714.5	848.0 (18.6)	+133.5	+18.7	807.0
	CSS* & Others	83.2	88.0 (1.9)	+4.8	+5.7	72.0
	Total	3,798.8	4,420.0 (97.1)	+621.2	+16.4	4,321.0
Energy Solutions and others		118.5	130.0 (2.9)	+11.5	+9.7	129.0
Total		3,917.4	4,550.0 (100.0)	+632.6	+16.1	4,450.0

\* CSS : Connected and Sharing Solutions

# CAPEX / Depreciation / R&D

【Billion JPY】

By Business		FYE2022 2Q Results	FYE2023 2Q Results	FYE2022 Results	FYE2023 Forecasts
CAPEX	Powertrain	43.8	38.6	96.7	116.0
	Chassis & Vehicle	26.4	19.4	46.6	48.0
	Safety systems	13.9	15.3	31.9	39.0
	Body	17.5	15.3	43.5	57.0
	CSS* & Others	101.6	88.6	218.7	260.0
	Total				
Depreciation	Powertrain	67.6	73.0	138.3	148.0
	Chassis & Vehicle	16.6	19.5	34.8	41.0
	Safety systems	15.0	17.0	29.8	36.0
	Body	20.1	22.4	42.3	45.0
	CSS* & Others	119.3	131.9	245.2	270.0
	Total				
R&D expenditure	Powertrain	40.2	44.0	82.0	85.0
	Chassis & Vehicle	22.8	26.5	48.1	52.0
	Safety systems	13.7	17.5	28.8	34.0
	Body	16.5	17.2	35.2	39.0
	CSS* & Others	93.2	105.2	194.1	210.0
	Total				

\* CSS : Connected and Sharing Solutions

# FYE2023 2Q Segment by Region

【Billion JPY】

	Region	FYE2022 2Q Results	FYE2023 2Q Results	Change		
					FX	Others
Revenue	Japan	1,064.8	1,043.2	-21.6	-	-21.6
	North America	283.3	391.8	+108.5	71.0	+37.5
	Europe	161.1	157.1	-4.0	9.0	-13.0
	China	196.9	280.0	+83.1	40.5	+42.6
	Asia & Others	158.4	234.2	+75.8	27.5	+48.3
	Total	1,864.7	2,106.6	+241.9	148.0	+93.9
Operating profit	Japan	59.9	-7.3	-67.2	+26.0	-93.2
	North America	-6.8	-16.8	-10.0	-3.0	-7.0
	Europe	2.2	1.2	-1.0	+0.0	-1.0
	China	16.3	15.2	-1.1	+2.5	-3.6
	Asia & Others	18.1	29.4	+11.3	+2.5	+8.8
	Elimination	-4.7	4.7	+9.4	-	+9.4
	Total	85.1	26.6	-58.5	+28.0	-86.5

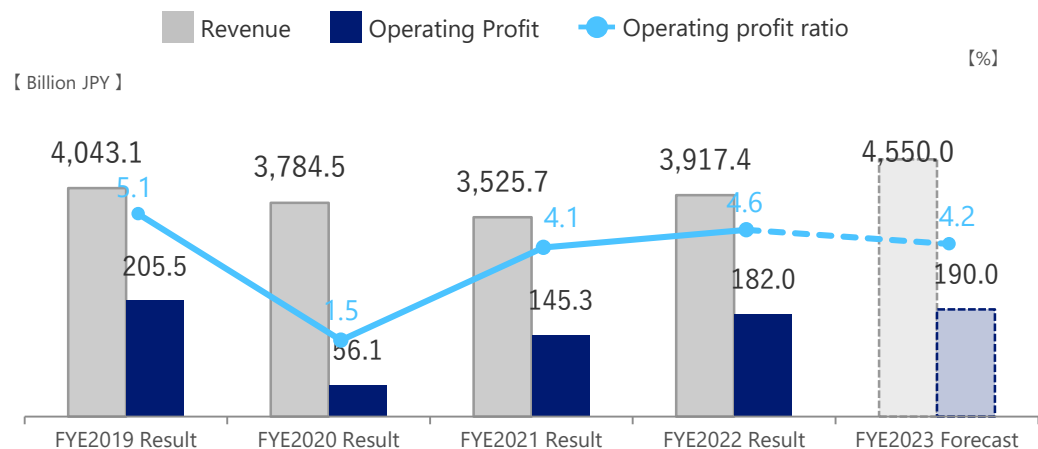
# FYE2023 Segment by Region

【Billion JPY】

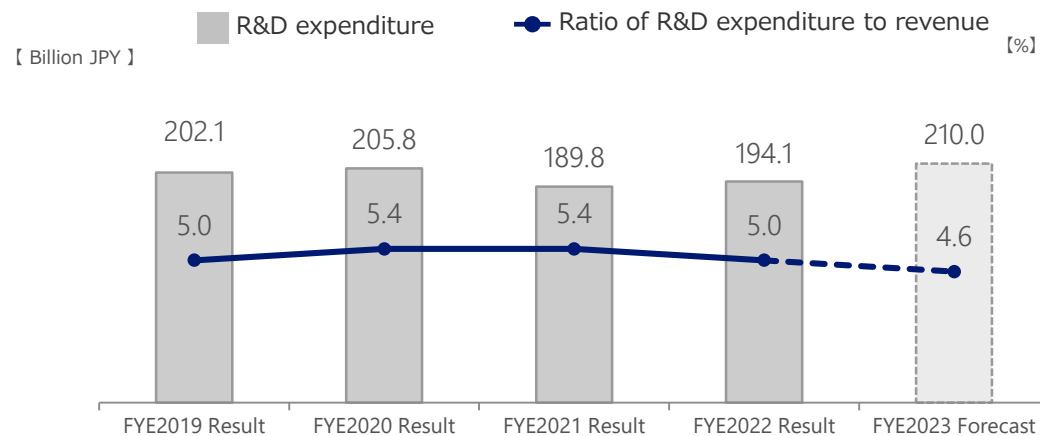
	Region	FYE2022 Results	FYE2023 Forecasts	Change	Change Breakdown	
					FX	Others
Revenue	Japan	2,172.1	2,250.0	+77.9	-	+77.9
	North America	585.7	825.0	+239.3	+148.5	+90.8
	Europe	332.3	385.0	+52.7	+2.5	+50.2
	China	456.9	615.0	+158.1	+75.0	+83.1
	Asia & Others	370.2	475.0	+104.8	+55.0	+49.8
	Total	3,917.4	4,550.0	+632.6	+281.0	+351.6
Operating profit	Japan	116.5	100.0	-16.5	+47.5	-64.0
	North America	-16.6	-10.0	+6.6	-2.0	+8.6
	Europe	5.1	5.0	-0.1	+0.5	-0.6
	China	34.9	35.0	+0.1	+4.5	-4.4
	Asia & Others	48.8	60.0	+11.2	+4.5	+6.7
	Elimination	-6.8	-	+6.8	-	+6.8
Total	182.0	190.0	+8.0	+55.0	-47.0	

# Highlights of Financial Performance

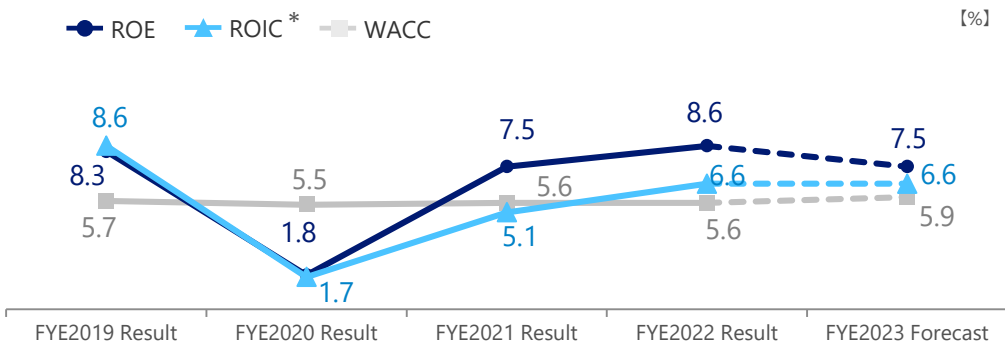
## Revenue/Operating Profit/Operating profit ratio



## R&D expenditure / Ratio of R&D expenditure to revenue

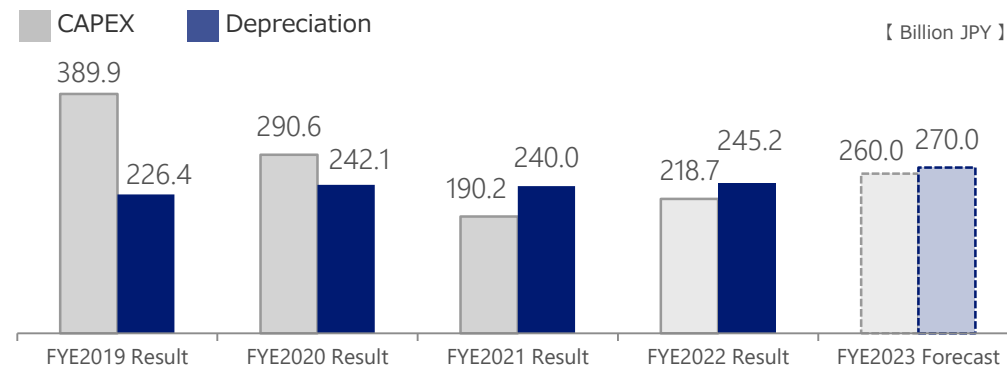


## Return on equity/Return on invested capital/Weighted average cost of capital



\*Operating profit after income tax / (inventories + tangible fixed assets + intangible assets)

## CAPEX / Depreciation



# Toyota production/Powertrain Unit Sales

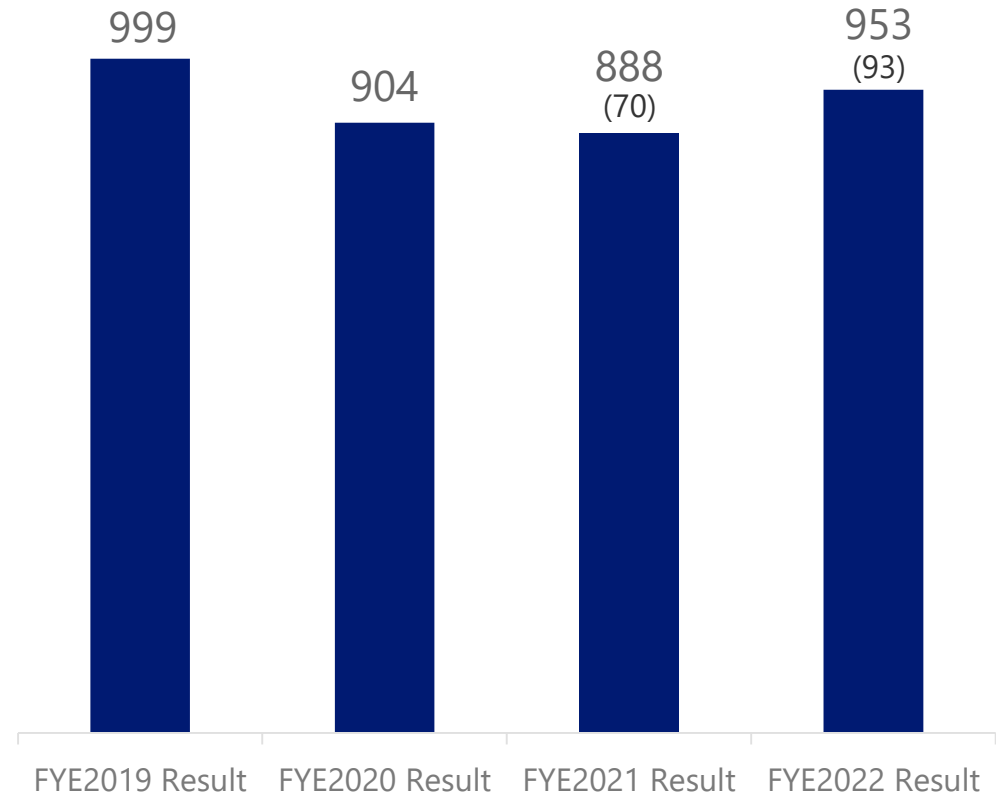
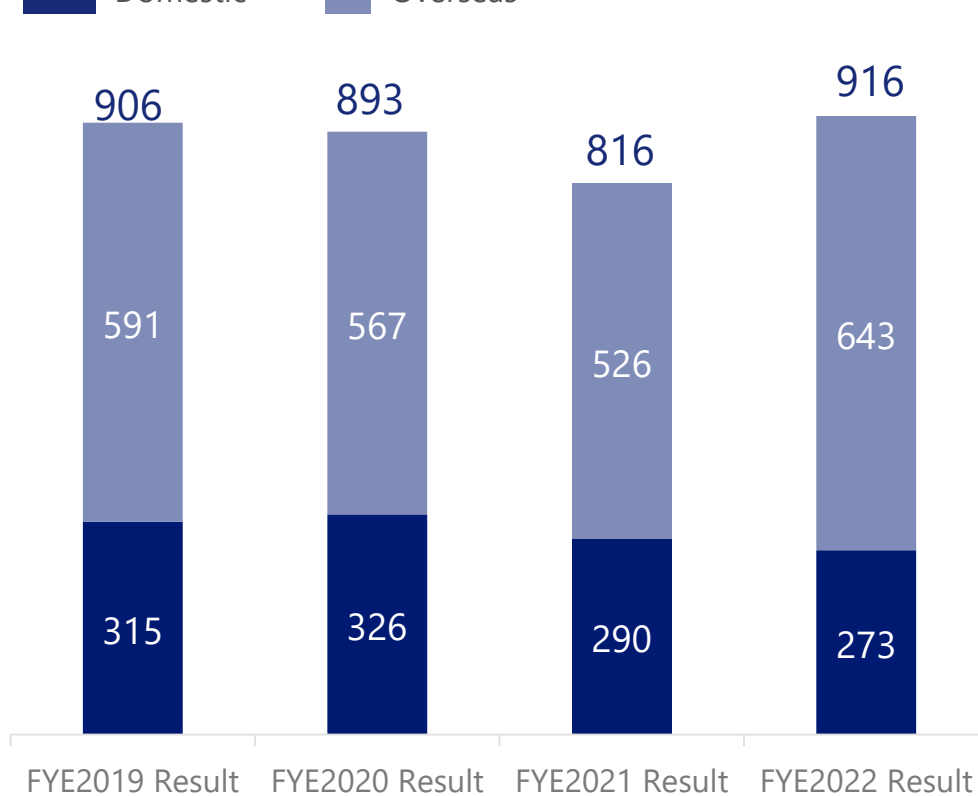
【10,000 Unit】

## Toyota production Volume

## Powertrain Unit Sales Volume

Domestic Overseas

( ) Total sales of HEV, eAxle (after FYE2021)

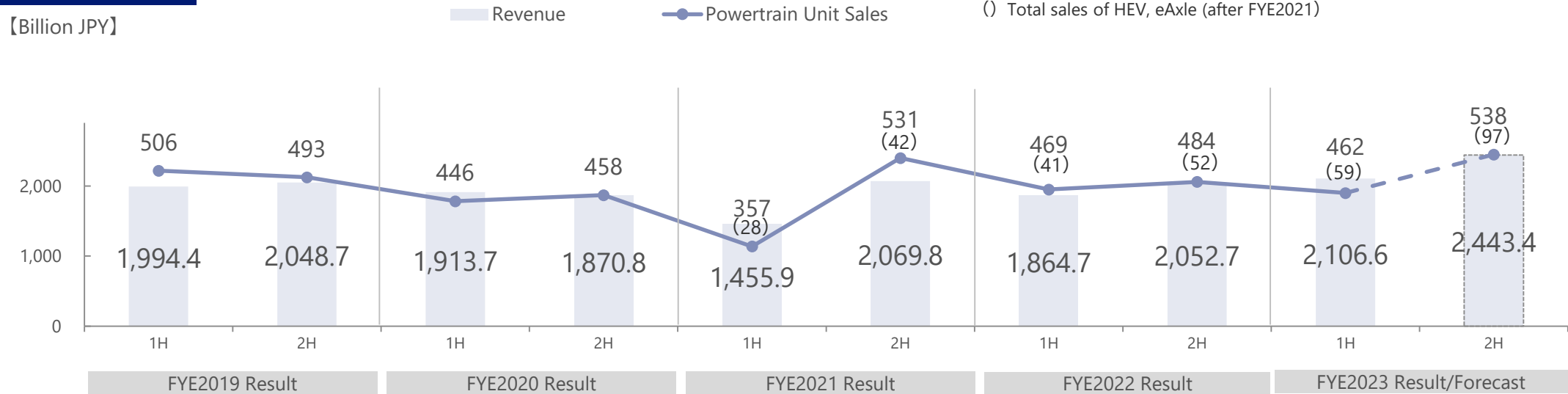




# Half Yearly Performance

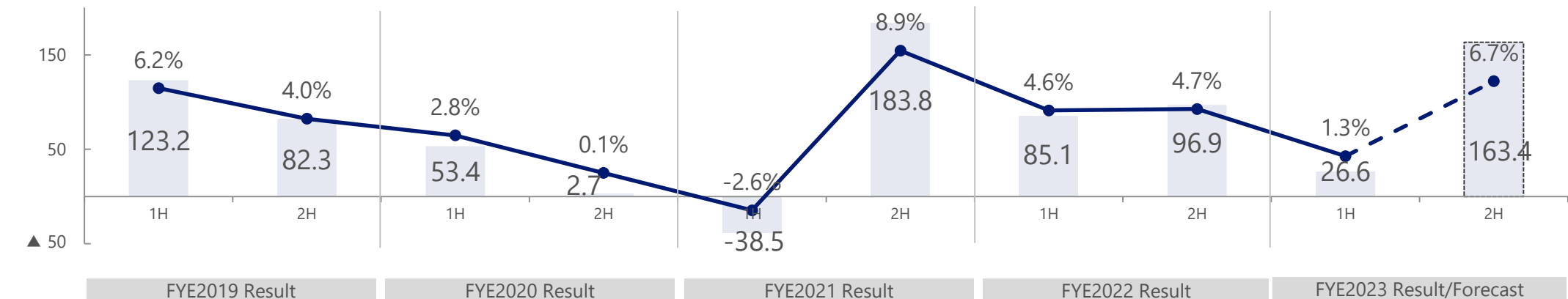
## Revenue

【10,000 Unit】



## Operating Profit

【Billion JPY】

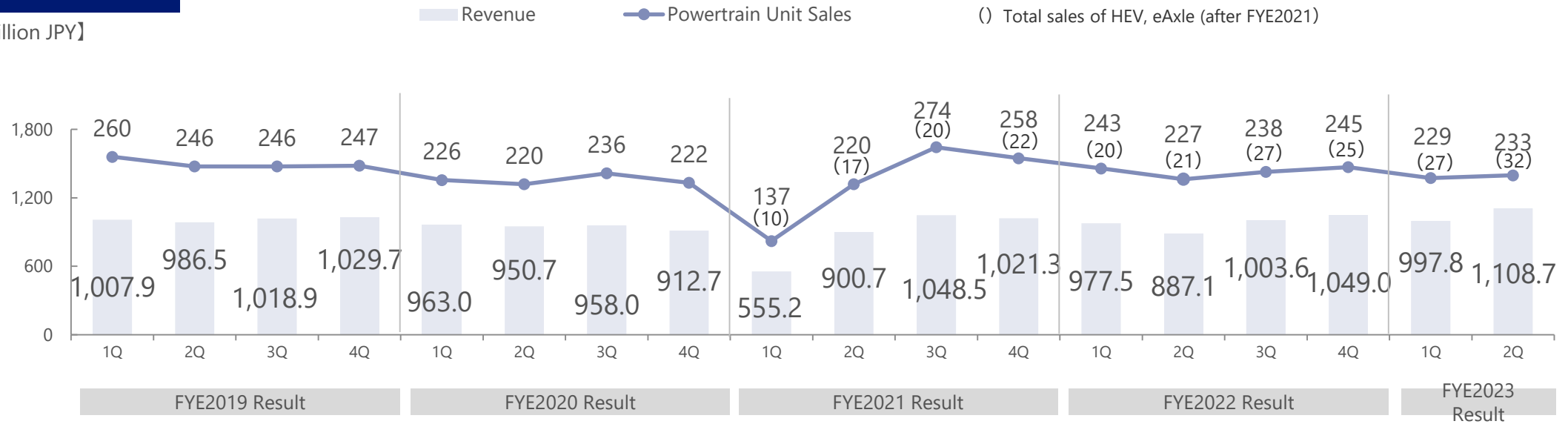


# Quarterly Performance

【10,000 Unit】

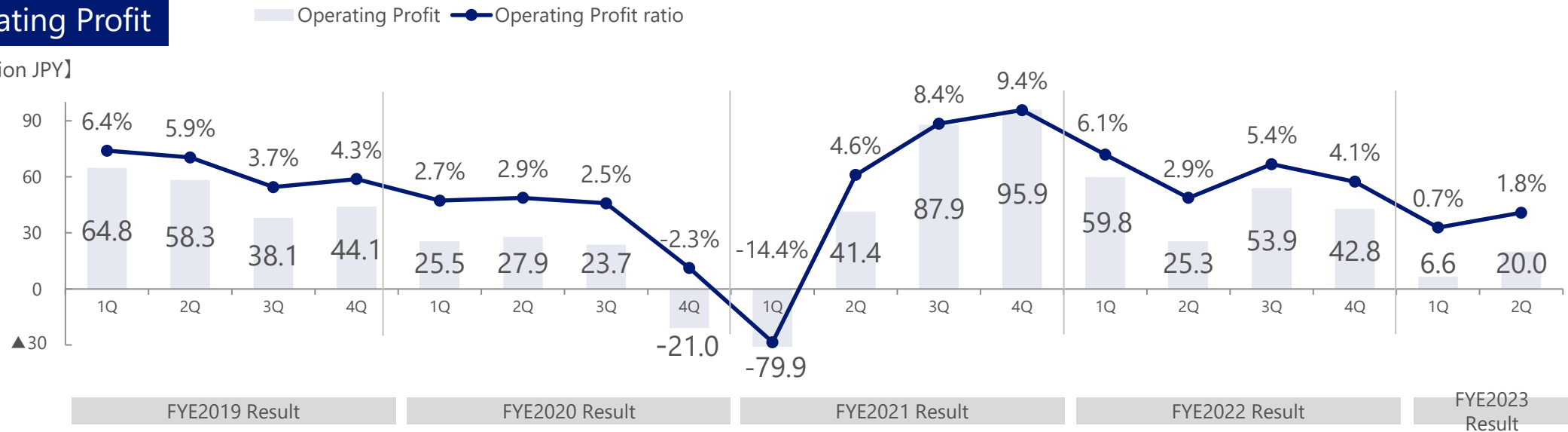
## Revenue

【Billion JPY】



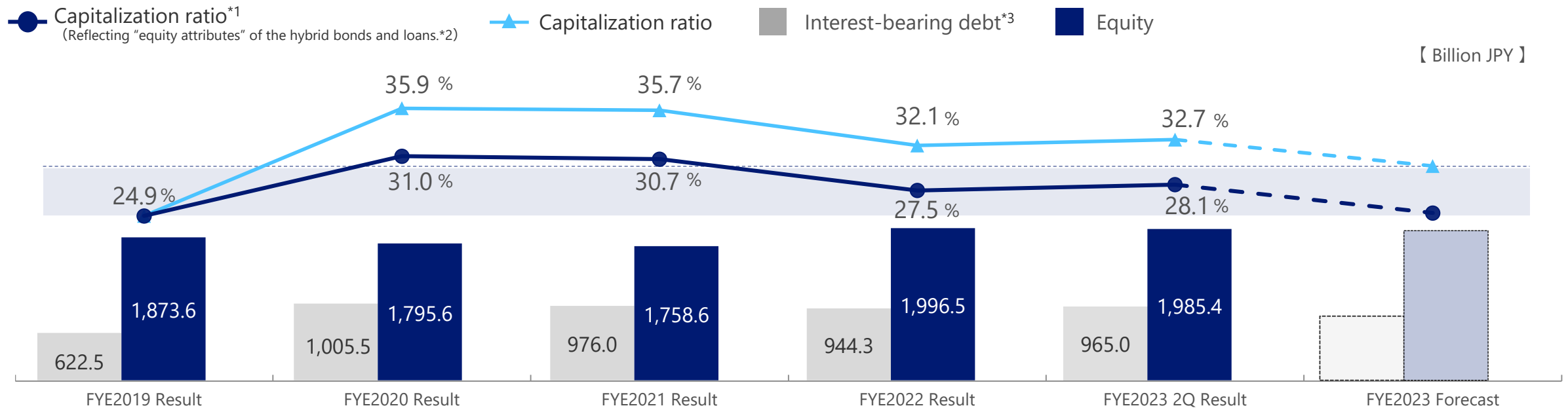
## Operating Profit

【Billion JPY】



# 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\*<sup>1</sup> as an important financial index to assess our capital structure, and believe the ratio from 25% to 30% represents optimal balance.



**The capitalization ratio increased due to financing for AW’s stock buy-back (FYE2020), however, following that period we improved it through reducing interest-bearing debt. On FYE2022 2nd Quarter, the capitalization ratio increased due to interest-bearing debt for working capital and exchange conversion in foreign currency.**

\*1 : Capitalization ratio (cap ratio) = Interest-bearing debt/(Interest-bearing debt + Equity)

\*2 : 50% of the balance of hybrid procurement (272.5 billion JPY) is considered as capital on the rating.

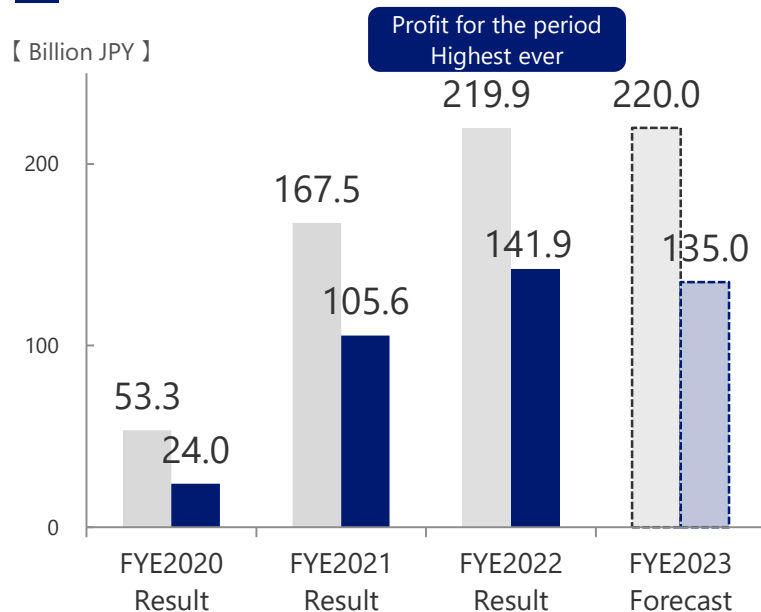
\*3 : Interest-bearing debt =Bonds and loans payable + Lease liabilities

# Return to Shareholders

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

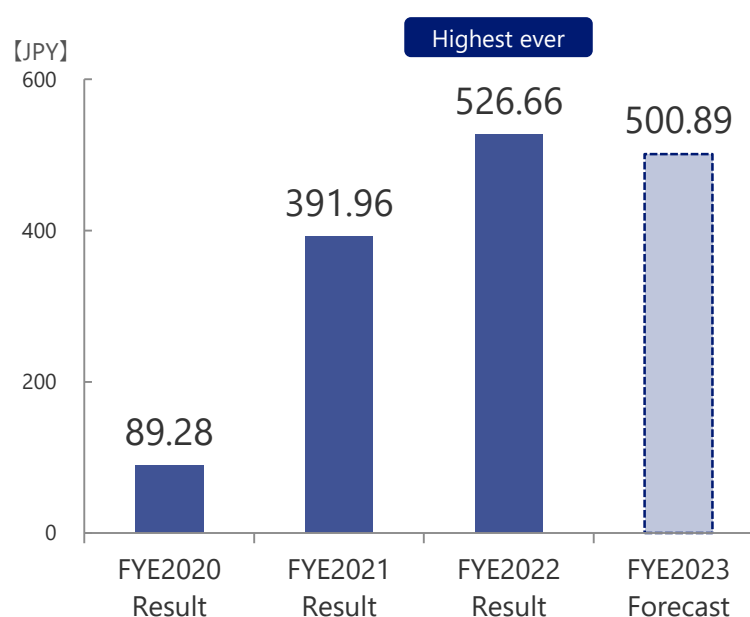
Profit before income taxes /  
Profit for the period attributable to  
Owners of the parent

■ Profit before income taxes  
■ Profit for the period attributable to Owners of the parent



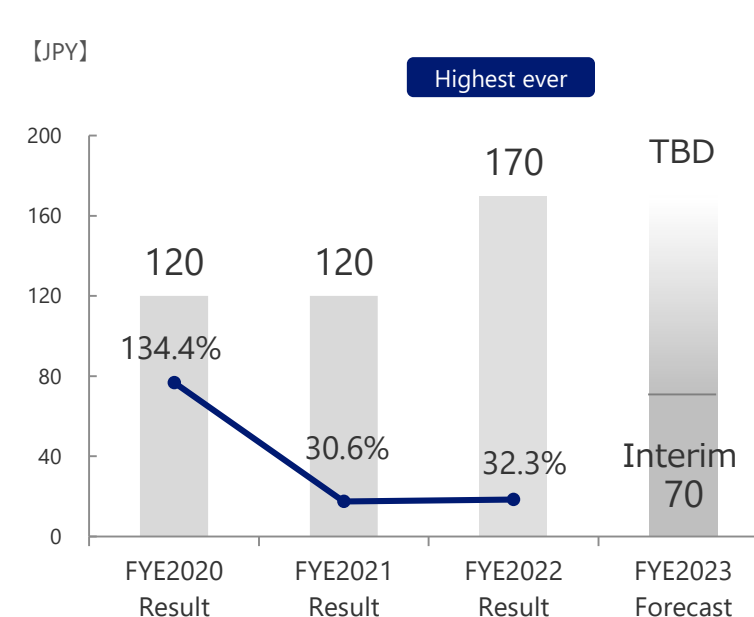
EPS  
(Basic earnings per share)

■ EPS (Basic earnings per share)



Dividends per share /  
Dividends payout ratio

■ Dividends per share ● Dividends payout ratio





**【Note on future predictions】**

Excluding matters related to past and current facts, the business results forecasts and forward-looking estimates, strategies and targets disclosed by the Company are estimates regarding the future. These estimates are formulated from plans, expectations and judgments made based on information that the Company can obtain at the present time, and certain assumptions deemed reasonable. Accordingly, actual results may vary from the disclosed business results forecasts, etc.,

due to variable factors with uncertainties, including the economic situation.

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