



TOYOTA BOSHOKU CORPORATION

FY2019

1st Quarter

Financial Results

Ended June 30, 2018

1. 1st Quarter FY2019 Financial Results

2. 1st Half FY2019 Financial Forecast

3. FY2019 Financial Forecast

1-1) 1st Quarter FY2019 Financial Highlights

■ Q1

1. Sales was higher than previous Q1 due to new models although seat volume decreased.
2. Operating Income was lower due to an increase in new product R&D, start-up costs with a switch in car models.

■ 1st Half, Full Year Financial Forecasts

3. Sales will be higher due to product appeal is improved.
Profit will be lower due to an increasing investment for the future growth with our 2020 Management Plan.

1-2) 1st Quarter FY2019 Financial Results

Overview of Financial Results: Apr - Jun 2018

(100 million yen)

		Q1 FY2018		Q1 FY2019		YOY Change	
Net Sales		3,324	100%	3,444	100%	119	3.6%
Operating Income		162	4.9%	143	4.2%	-19	Δ11.8%
Ordinary Income		170	5.1%	163	4.8%	-6	Δ3.9%
Profit*		100	3.0%	63	1.9%	-36	Δ36.5%
Earnings Per Share		54.10 yen		34.37yen			
Exchange Rate	USD	111 yen		109 yen		-2 yen(strong yen)	
	EUR	122 yen		130 yen		8 yen(weak yen)	

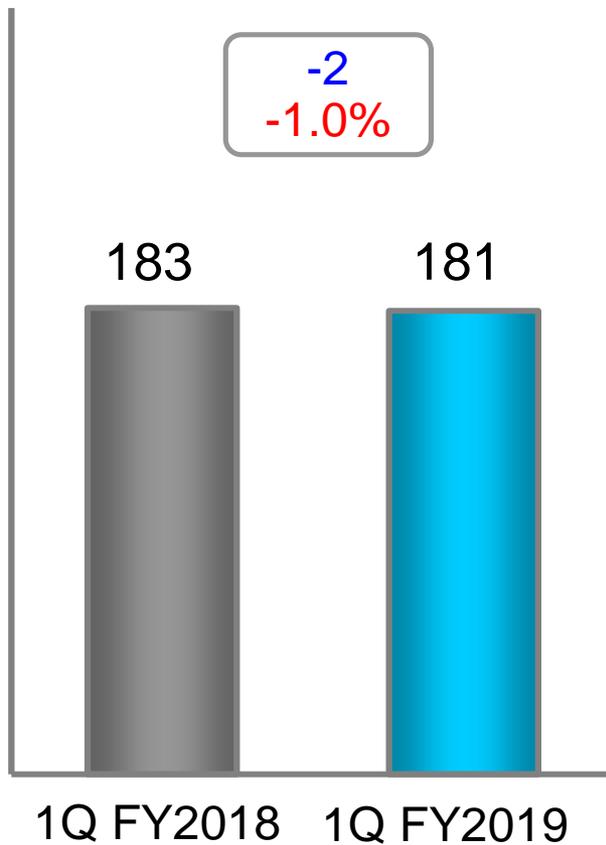
* Profit Attributable to Owners of Parent

1-3) 1st Quarter FY2019 Financial Results Unit Production by Region

Seat Assembly Production

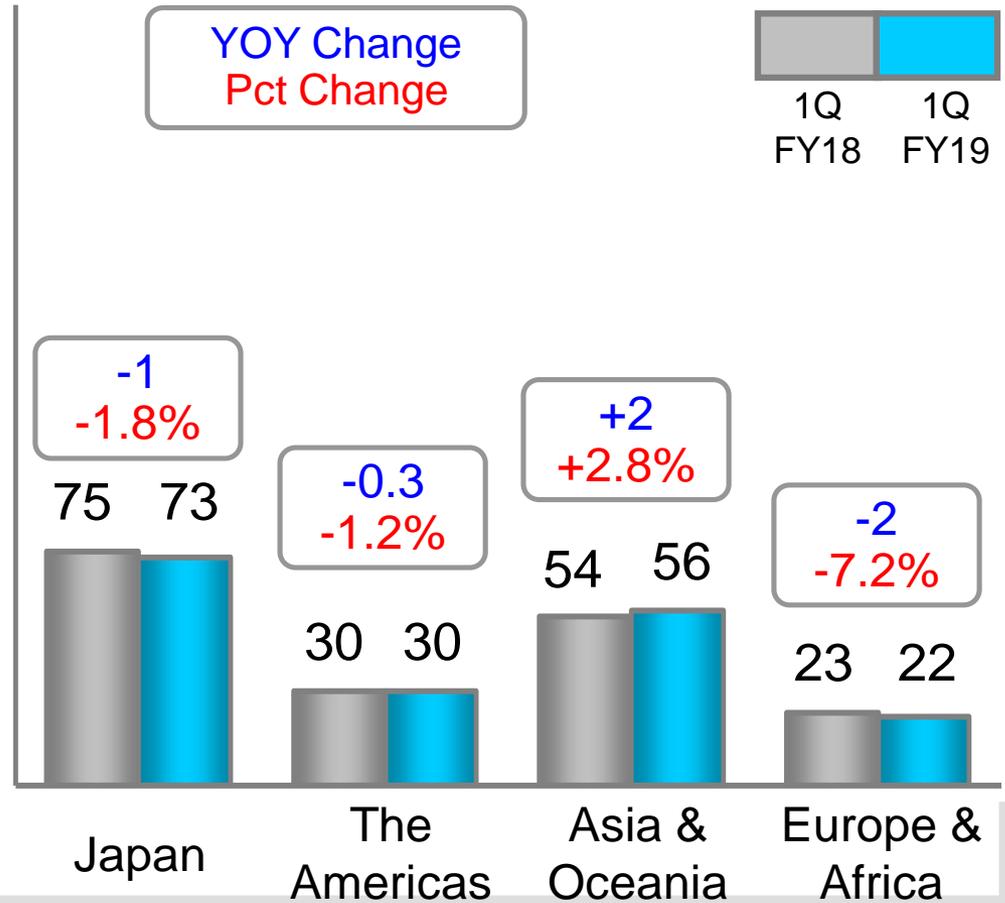
Total

(10,000 Units)



By Region

(10,000 Units)

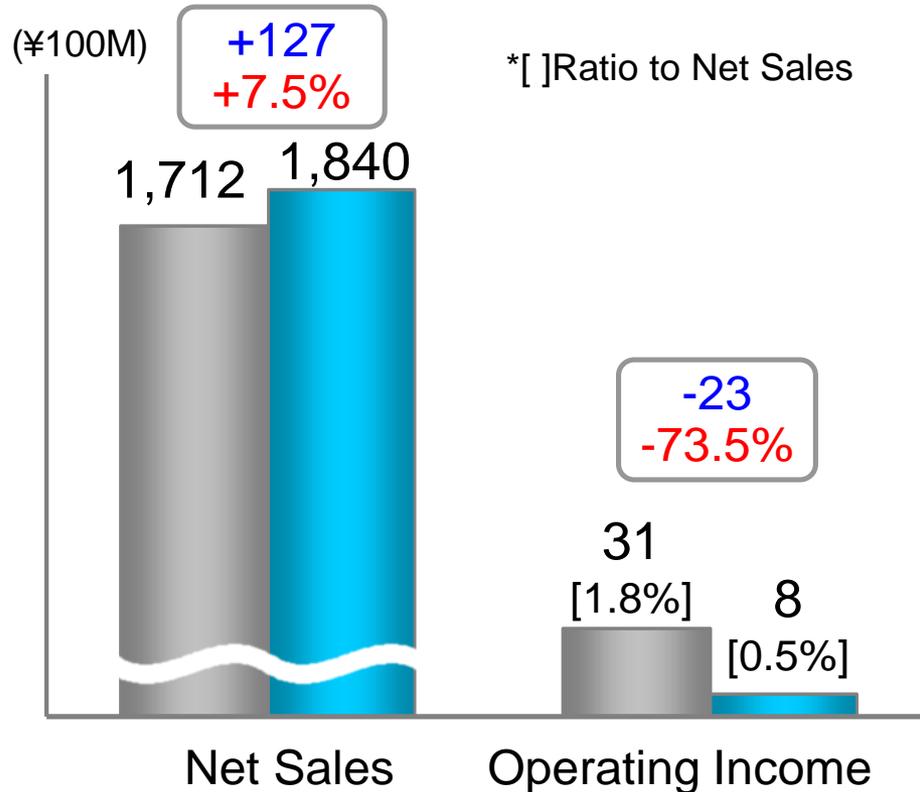


1-4) 1st Quarter FY2019 Financial Net Sales & Operating Income by Region

Japan

Income Variance ¥-23(100M)

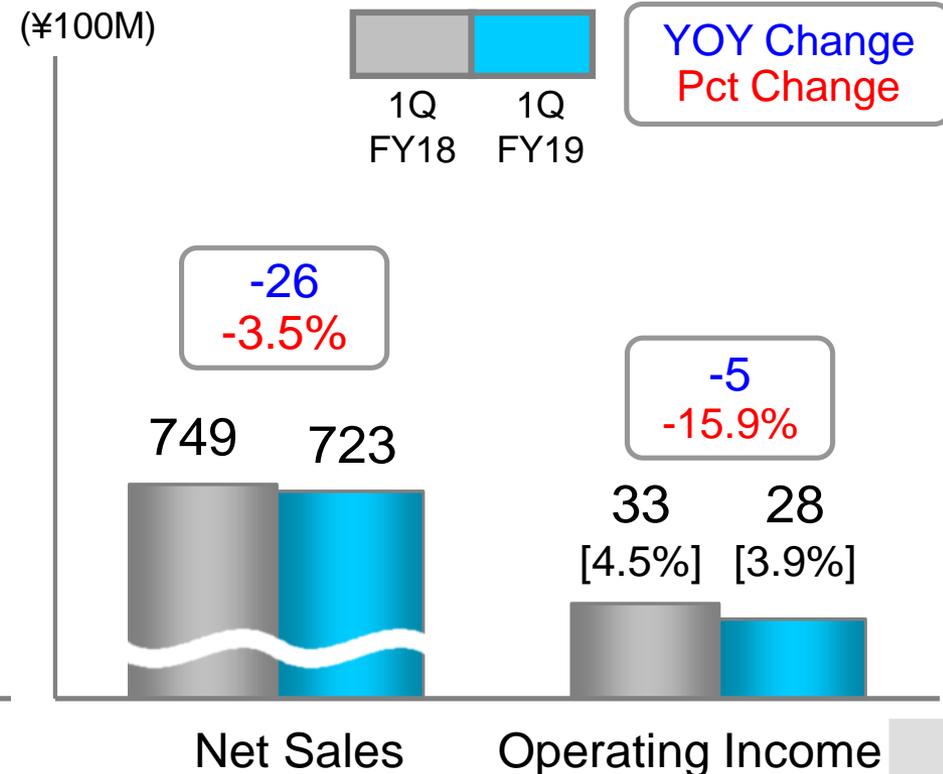
- Higher Sales Due to Model Mix Change
- Higher Labor & Overhead Costs for New Product R&D and Start-up in production.



The Americas

Income Variance ¥-5(100M)

- Lower Sales Due to Forex impact
- Lower Profit Due to Start-up Costs for New Products

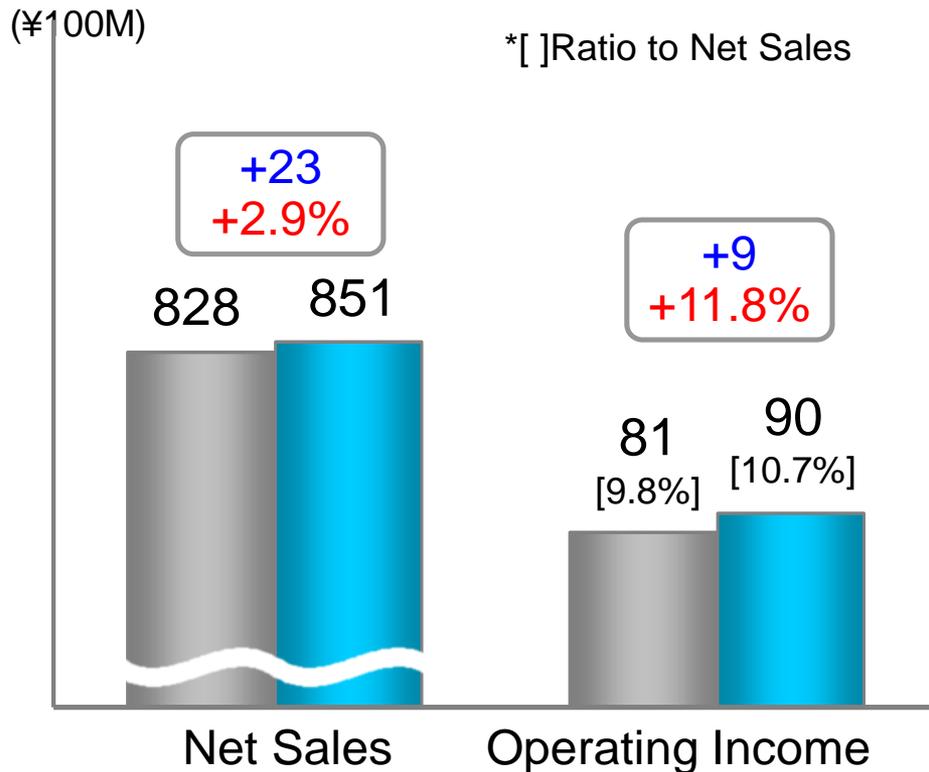


1-4) 1st Quarter FY2019 Financial Net Sales & Operating Income by Region

Asia & Oceania

Income Variance ¥+9(100M)

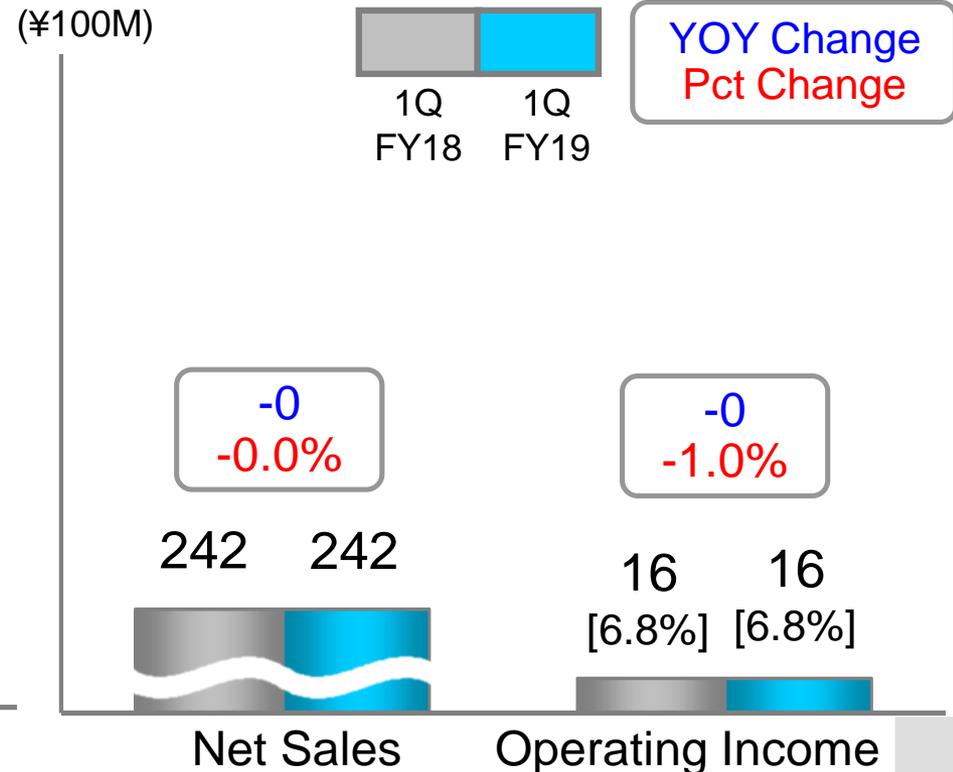
- Higher Sales Due to Volume increase in China, Forex Impact
- Favorable effect by New models



Europe & Africa

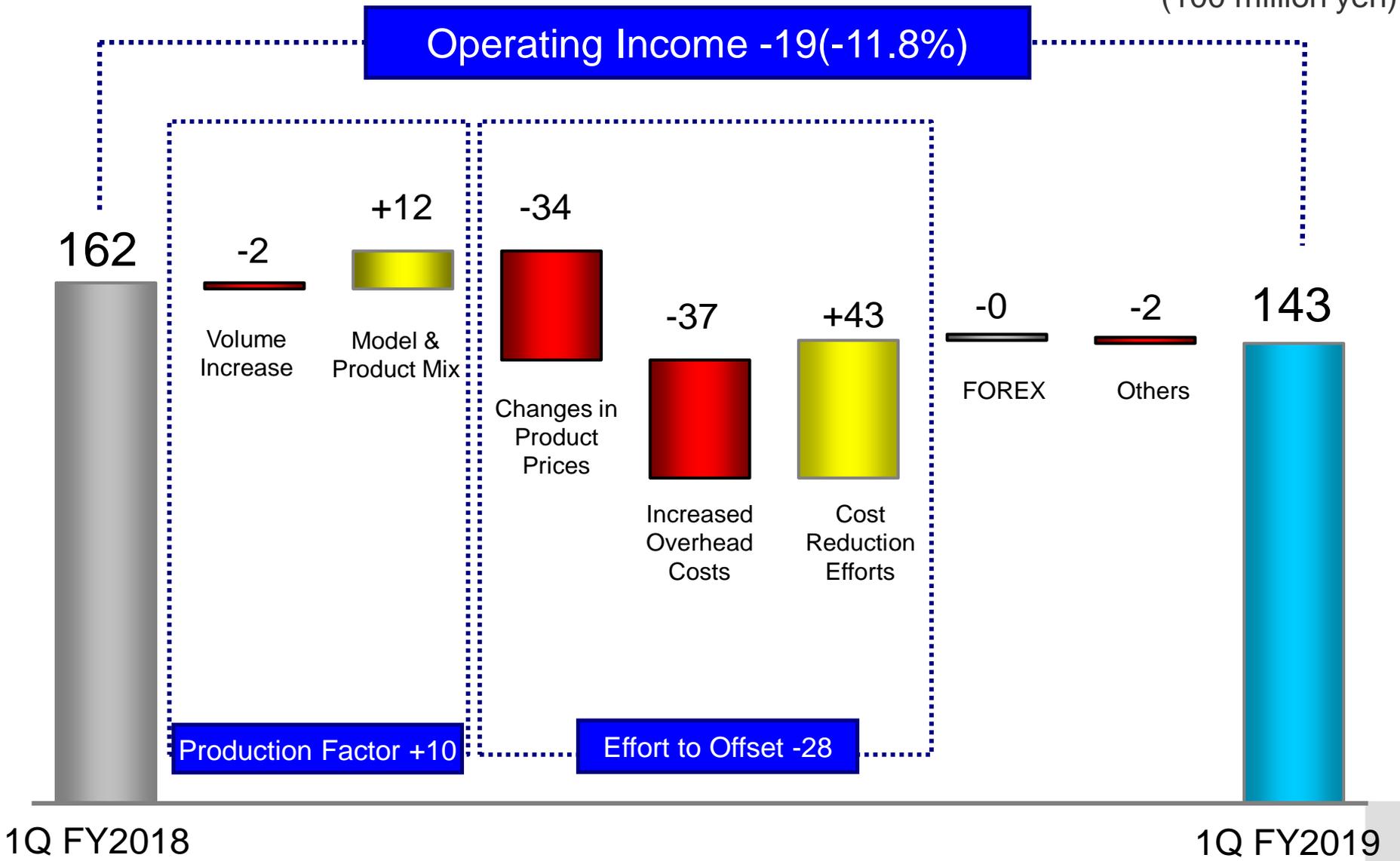
Income Variance ¥-0(100M)

- Foreign exchange impact
- End of production certain models in FY2018



1-5) 1st Quarter FY2019 Financial Operating Income Variance Analysis

(100 million yen)



1Q FY2018

1Q FY2019

1. 1st Quarter FY2019 Financial Results

2. 1st Half FY2019 Financial Forecast

3. FY2019 Financial Forecast

2-1) 1st Half FY2019 Financial Forecast

Consolidated Financial Forecast: Apr - Sep 2018

(100 million yen)

	H1 FY2019 (Original)		H1 FY2019 (Revised)		H1 FY2018		YOY Change (18 vs. 19 Revised)	
Net Sales	6,700	100%	6,950	100%	6,723	100%	226	3.4%
Operating Income	295	4.4%	295	4.2%	318	4.7%	-23	-7.5%
Ordinary Income	295	4.4%	315	4.5%	331	4.9%	-16	-4.8%
Profit*	175	2.6%	150	2.2%	191	2.8%	-41	-21.6%
Earnings Per Share	94.23 yen		80.77 yen		103.03 yen			
Dividend Per Share	28.00 yen		28.00 yen		25.00 yen			
Exchange Rate	USD	105 yen	107 yen		111 yen	-4 yen (strong yen)		
	EUR	130 yen	128 yen		126 yen	2 yen (weak yen)		

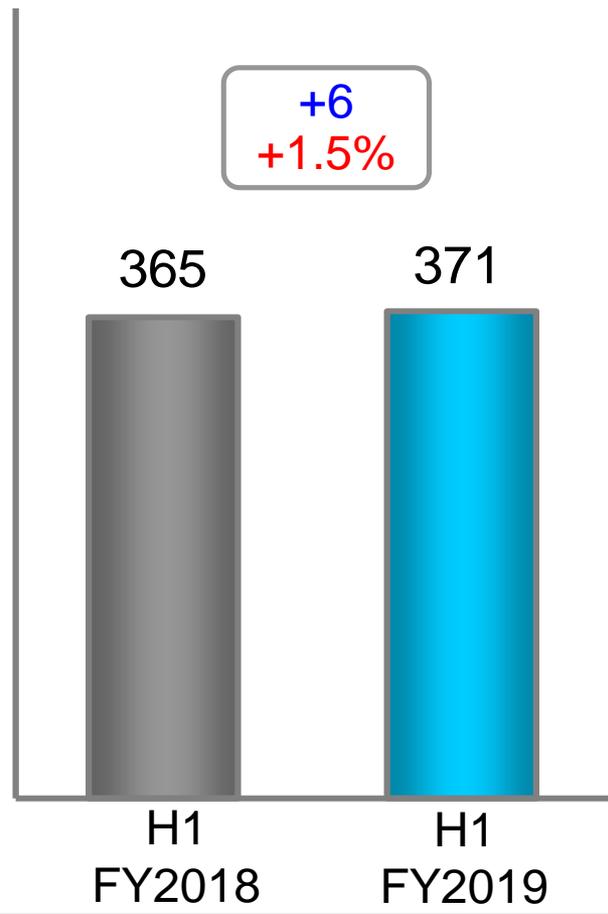
*Profit Attributable to Owners of Parent

2-2) 1st Half FY2019 Financial Forecast Unit Production by Region

Seat Assembly Production

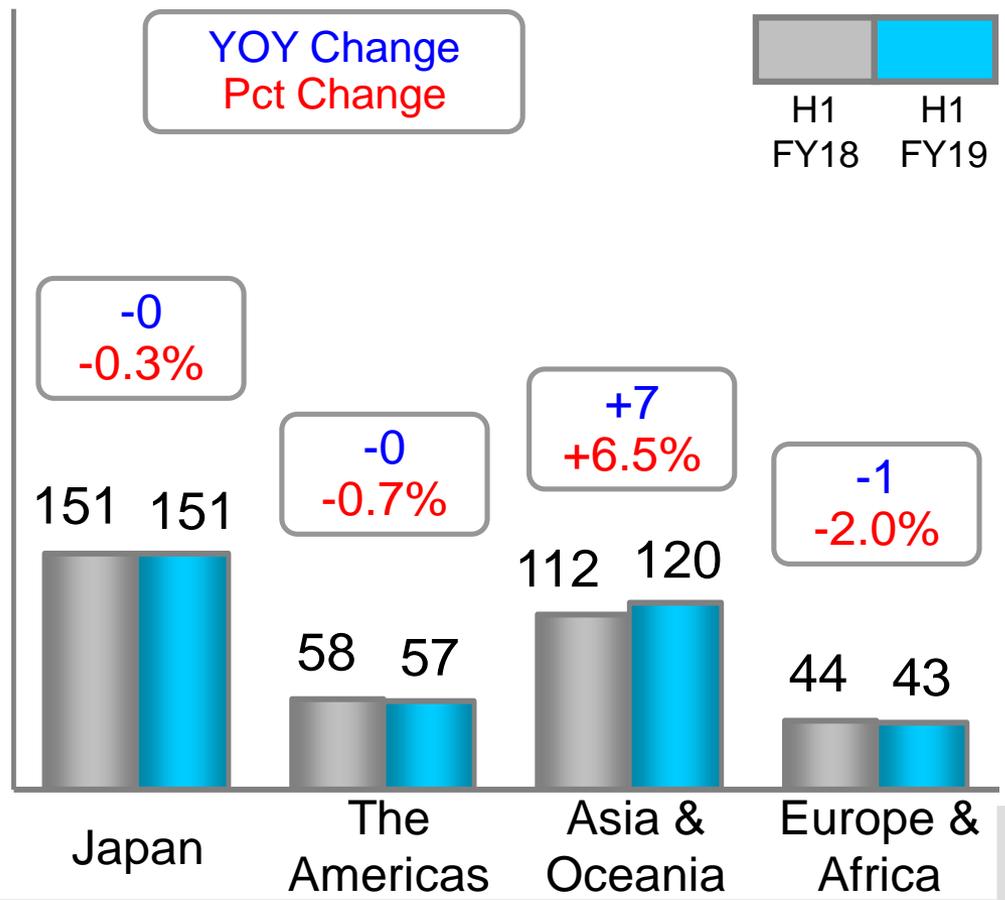
Total

(10,000 Units)



By Region

(10,000 Units)



2-3) 1st Half FY2019 Financial Forecast Net Sales & Operating Income by Region

Japan

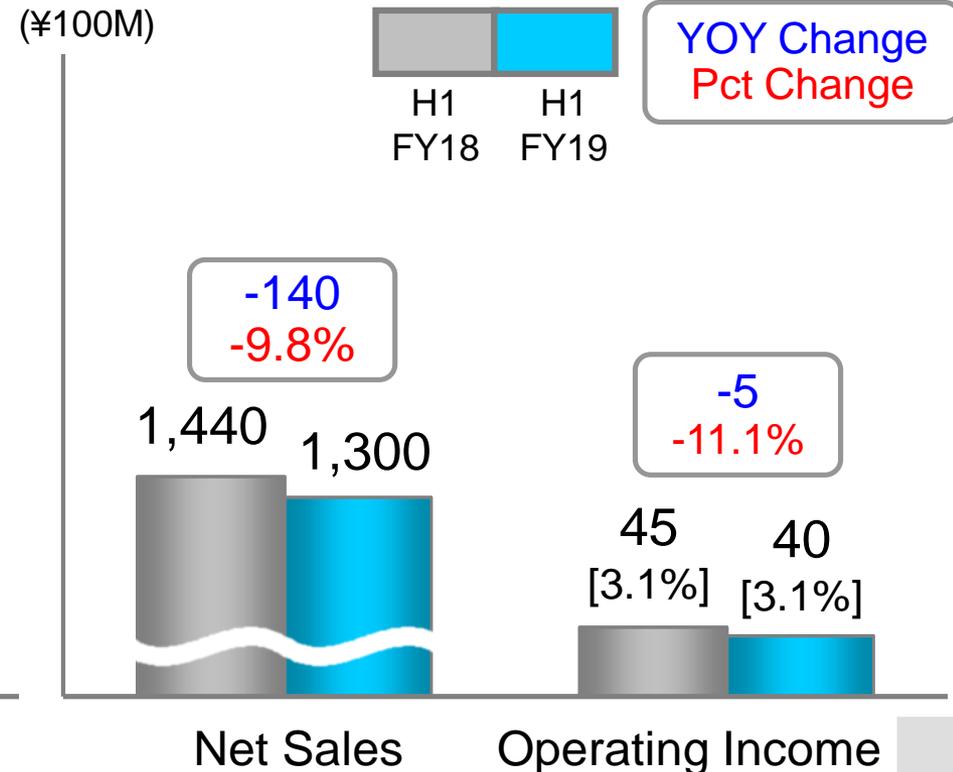
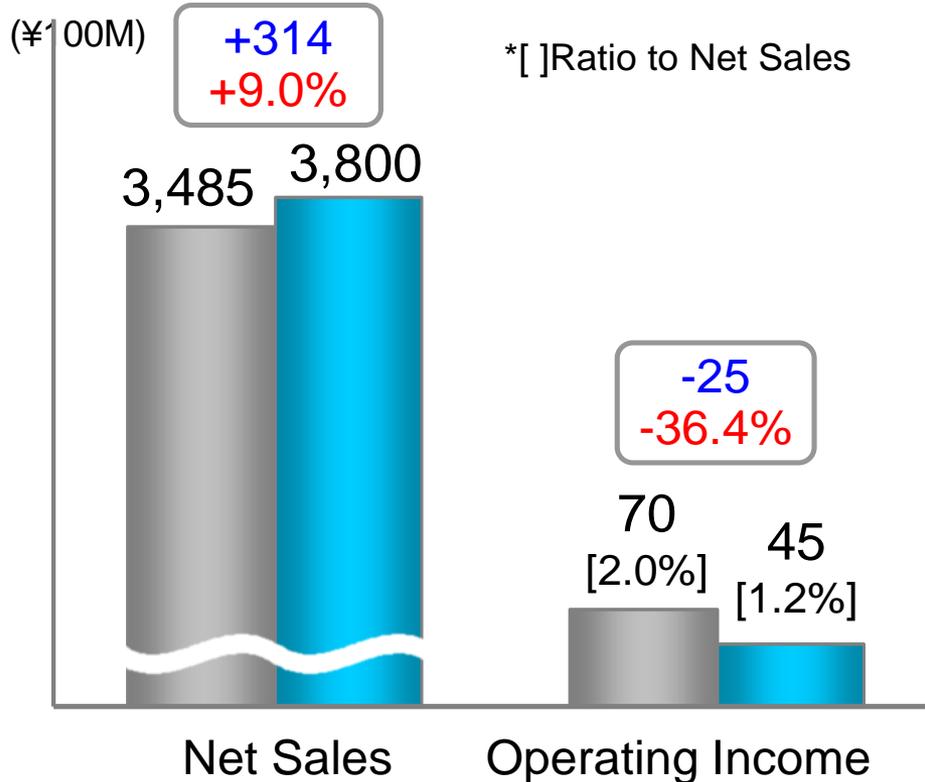
The Americas

Income Variance ¥-25(100M)

- Higher Sales Due to Model Mix Change
- Higher Labor & Overhead Costs for New Product R&D & Action for Our Future Plan

Income Variance ¥-5(100M)

- Lower Sales Due to Model Mix and Forex
- Lower Profit Due to Start-up Costs for New Products

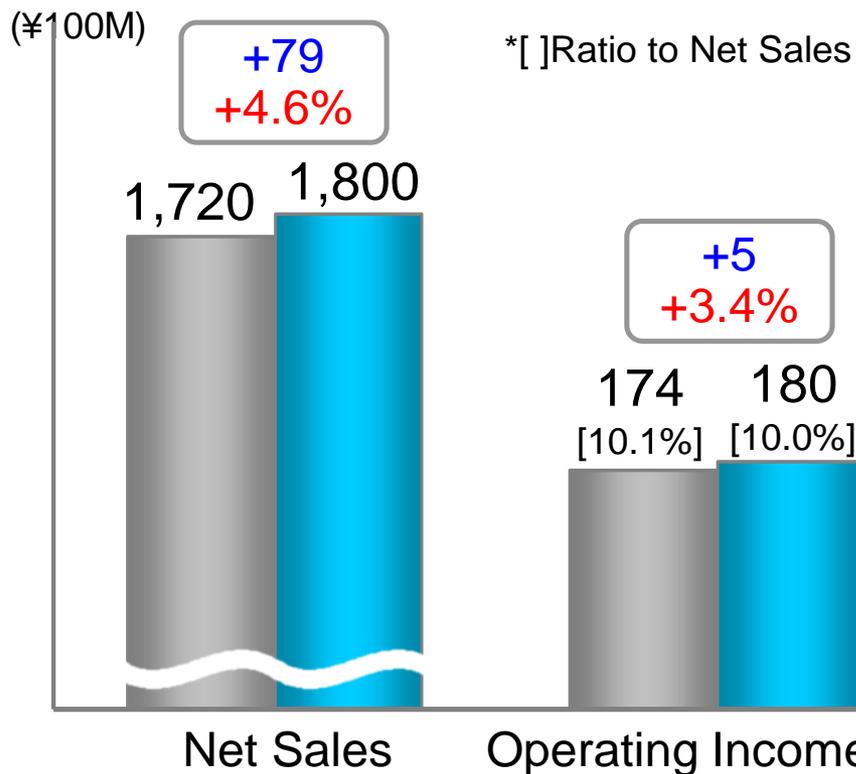


2-3) 1st Half FY2019 Financial Forecast Net Sales & Operating Income by Region

Asia & Oceania

Income Variance ¥+5(100M)

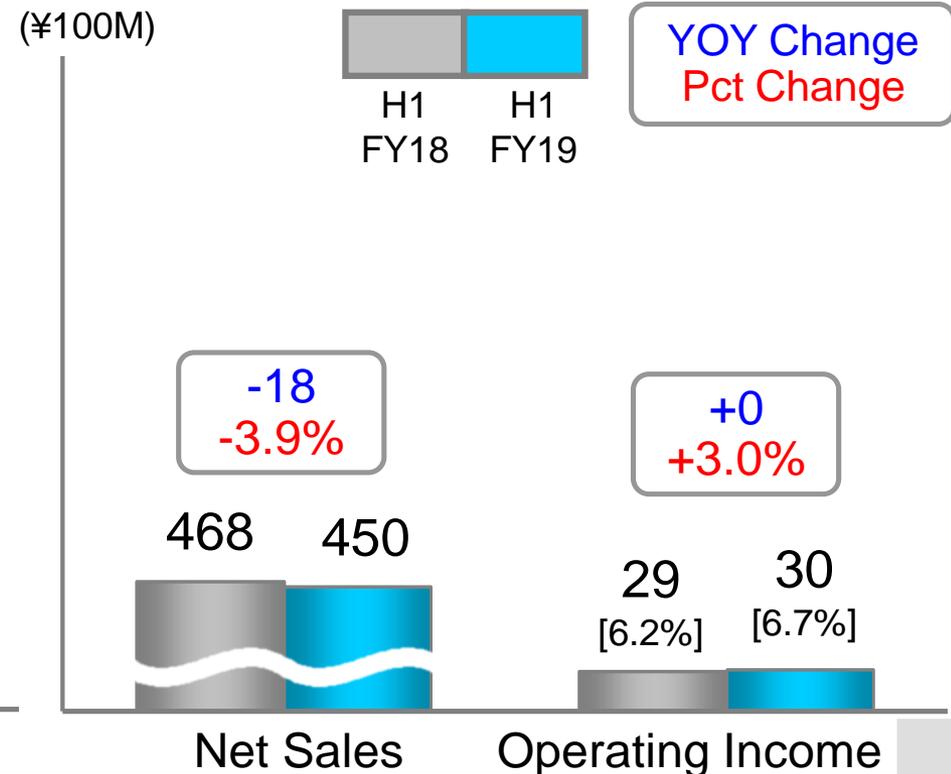
- Higher Sales Due to Volume increase in China, Thailand
- Favorable effect by New models



Europe & Africa

Income Variance ¥+0(100M)

- End of production certain models in FY2018
- Foreign exchange impact



1. 1st Quarter FY2019 Financial Results

2. 1st Half FY2019 Financial Forecast

3. FY2019 Financial Forecast

3-1) FY2019 Financial Forecast

Consolidated Financial Forecast: Apr 2018 - Mar 2019

(100 million yen)

		FY2019 (Original)		FY2019 (Revised)		FY2018		YOY Change (18 vs. 19 Revised)	
Net Sales		13,600	100%	14,000	100%	13,995	100%	4	0.0%
Operating Income		620	4.6%	620	4.4%	711	5.1%	-91	-12.9%
Ordinary Income		620	4.6%	640	4.6%	728	5.2%	-88	-12.2%
Profit*		380	2.8%	350	2.5%	427	3.1%	-77	-18.2%
Earnings Per Share		204.62 yen		188.47 yen		230.27 yen			
Dividend Per Share		56.00 yen		56.00 yen		54.00 yen			
Exchange Rate	USD	105 yen		106 yen		111 yen		-5 yen(strong yen)	
	EUR	130 yen		126 yen		130 yen		4 yen(weak yen)	

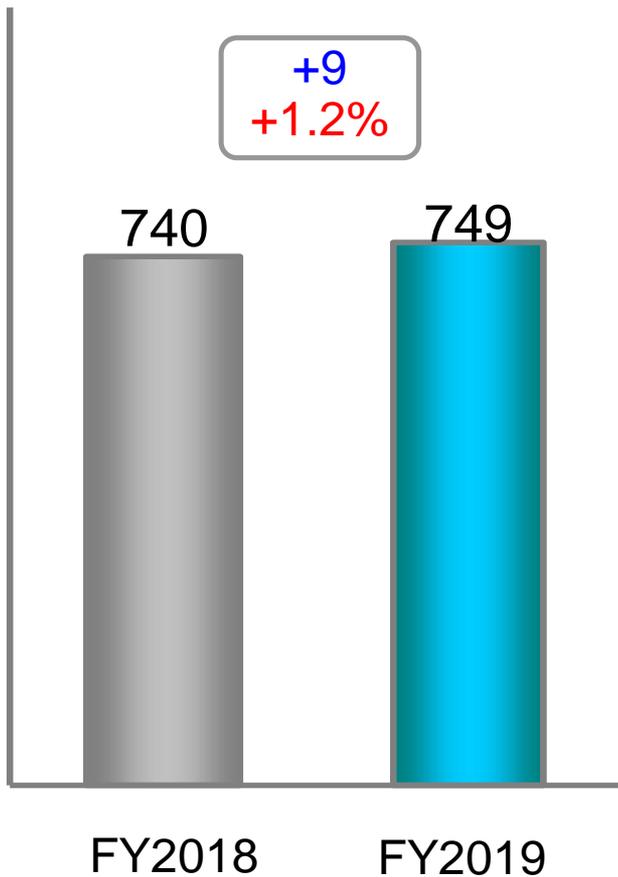
* Profit Attributable to Owners of Parent

3-2) FY2019 Financial Forecast Unit Production by Region

Seat Assembly Production

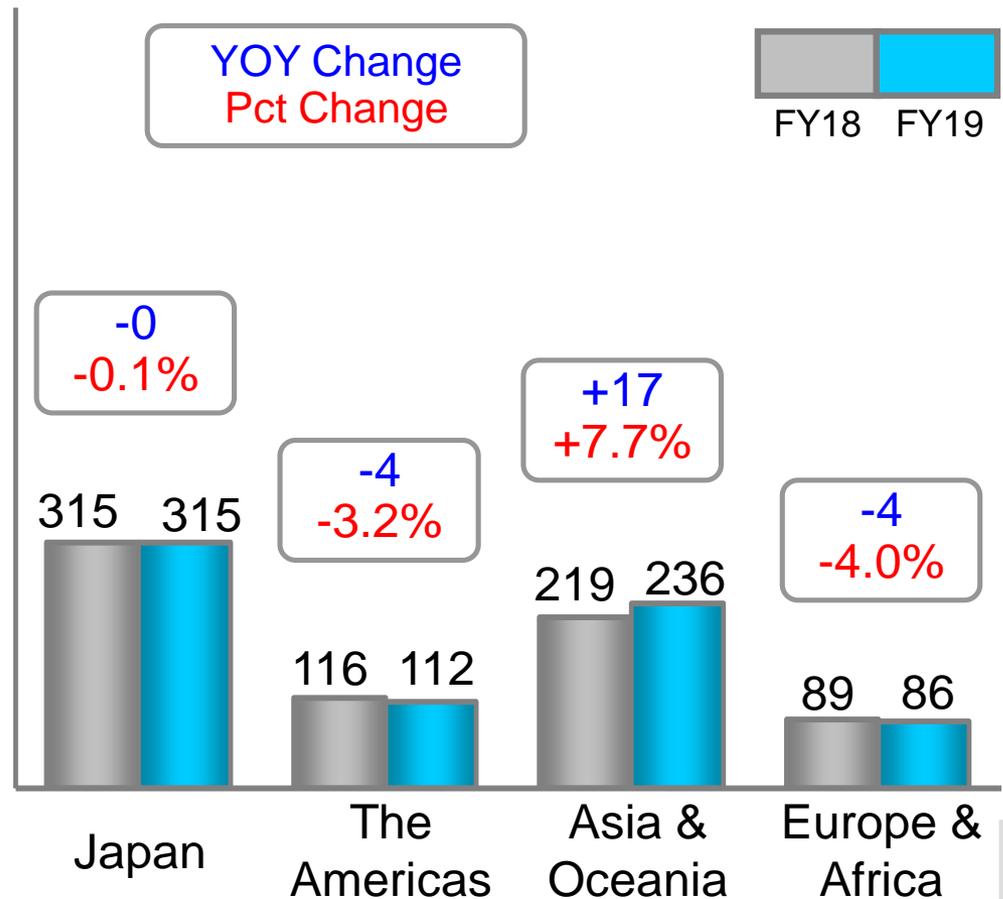
Total

(10,000 Units)



By Region

(10,000 Units)



3-3) FY2019 Financial Forecast Net Sales & Operating Income by Region

Japan

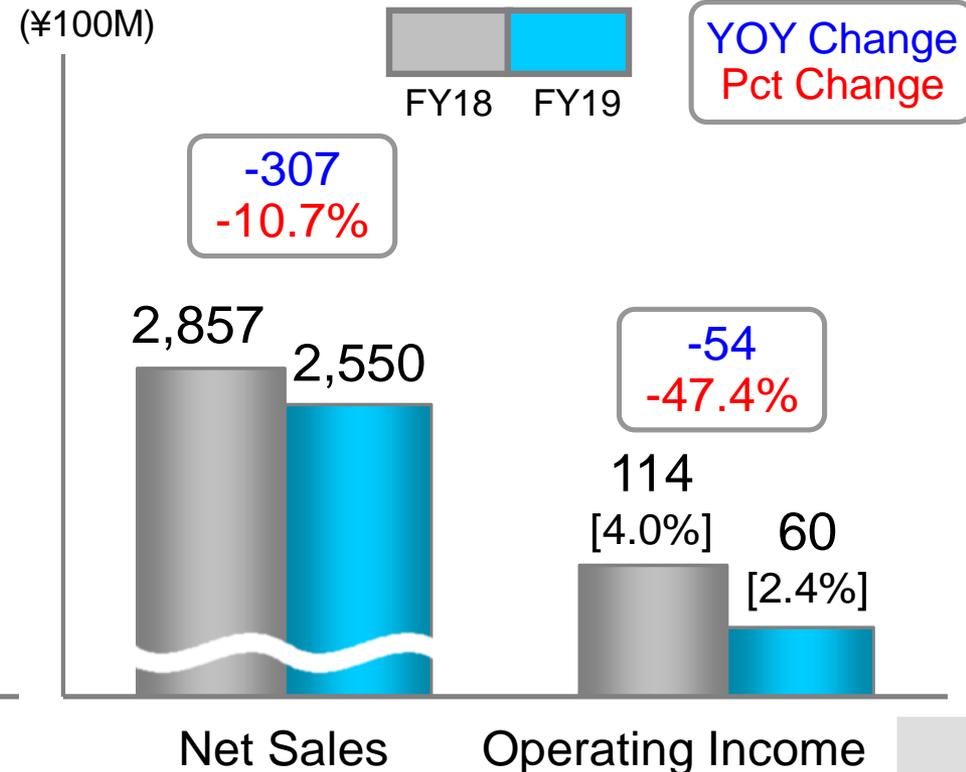
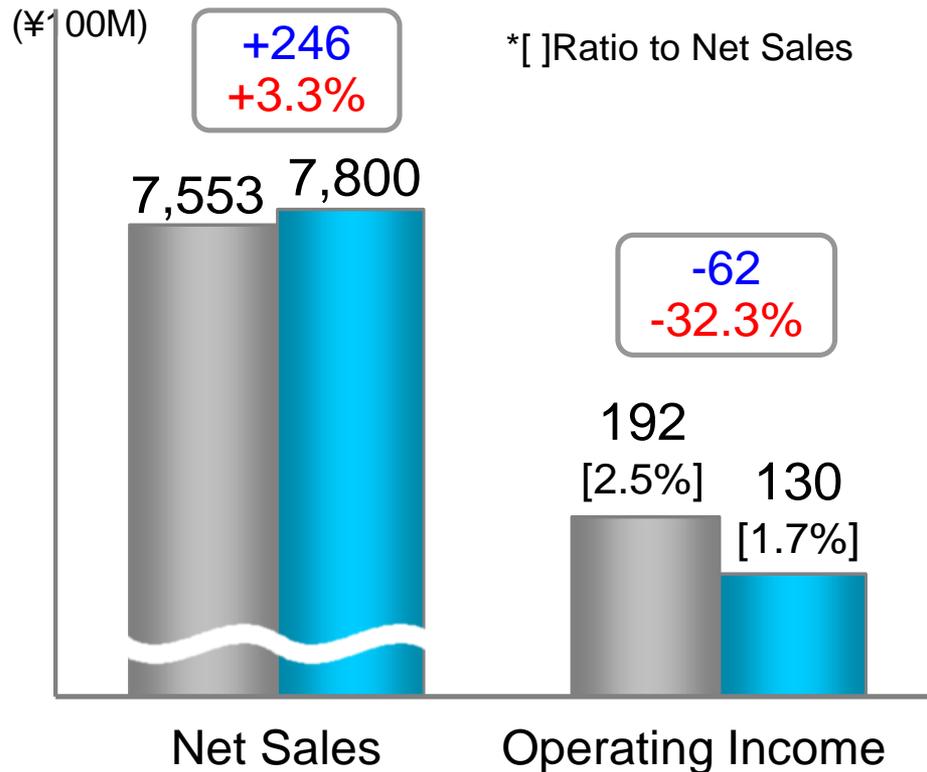
The Americas

Income Variance ¥-62(100M)

- Higher Sales Due to Model Mix Change
- Higher Labor & Overhead Costs for New Product R&D & Action for Our Future Plan

Income Variance ¥-54(100M)

- Lower Sales Due to Forex Impact, Volume decrease before Model change
- Lower Profit Due to Start-up Costs

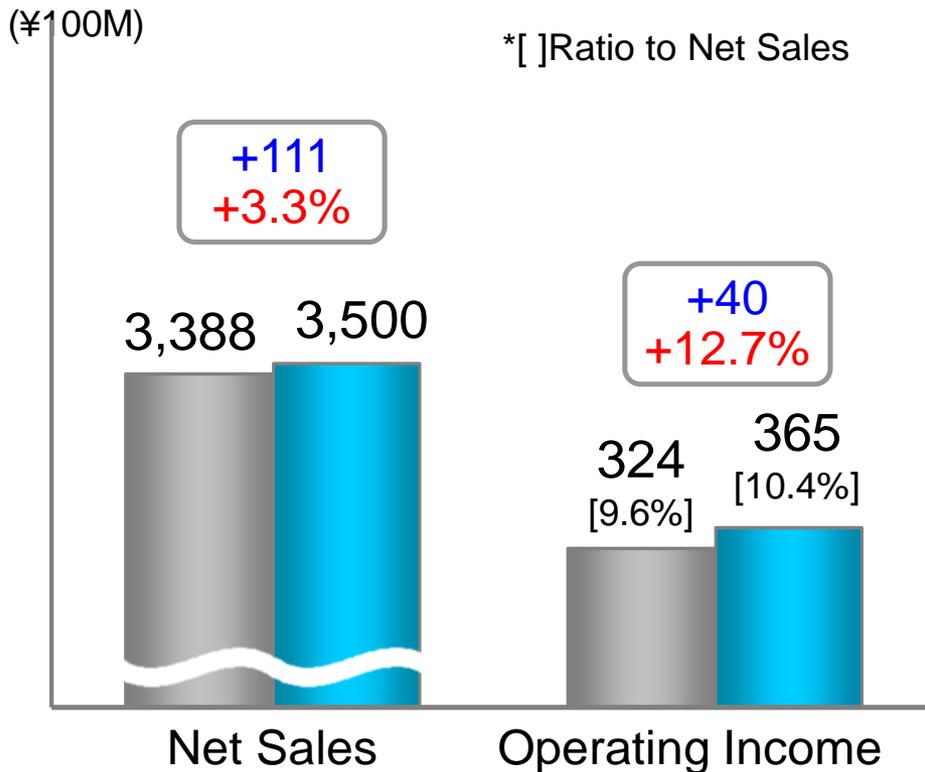


3-3) FY2019 Financial Forecast Net Sales & Operating Income by Region

Asia & Oceania

Income Variance ¥+40(100M)

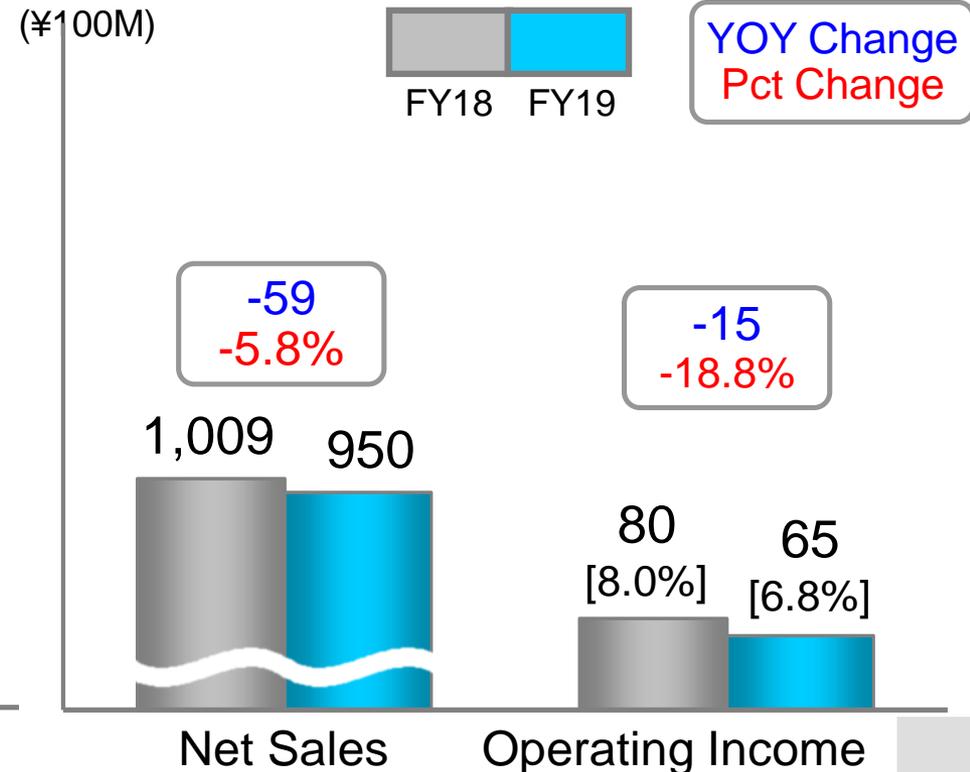
- Higher Sales Due to Volume increase in China, Thailand
- Favorable effect by New models



Europe & Africa

Income Variance ¥-15(100M)

- Lower Sales due to End of Production certain models in FY2018
- Lower Profit Due to Start-up Costs



3-4) FY2019 Financial Forecast Operating Income Variance Analysis

(100 million yen)

Operating Income -91(-12.9%)

711

+45
Volume Increase

-60
Model & Product Mix

+30
New Models

-149
Changes in Product Prices

-133
Increased Overhead Costs

+192
Cost Reduction Efforts

-6
FOREX

-10
Others

620

Production Factor +15

Effort to Offset -90

FY2018

FY2019

3-5) FY2019 Financial Forecast By Half Year

Net Sales

(100 million yen)

	FY2019 Forecast: Apr 2018 – Mar 2019		
	H1: Apr - Sep	H2: Oct - Mar	Full Year
Japan	3,800	4,000	7,800
The Americas	1,300	1,250	2,550
Asia & Oceania	1,800	1,700	3,500
Europe & Africa	450	500	950
Consolidation	6,950	7,050	14,000

Operating Income

(100 million yen)

	FY2019 Forecast: Apr 2018 – Mar 2019					
	H1: Apr - Sep		H2: Oct - Mar		Full Year	
Japan	45	1.2%	85	2.1%	130	1.7%
The Americas	40	3.1%	20	1.6%	60	2.4%
Asia & Oceania	180	10.0%	185	10.9%	365	10.4%
Europe & Africa	30	6.7%	35	7.0%	65	6.8%
Consolidation	295	4.2%	325	4.6%	620	4.4%



Disclaimer

This report contains forecasts and expectations that relate to future plans and strategies in addition to the expected financial results of the Toyota Boshoku Corporation and the Toyota Boshoku group.

Within are estimates based on assumptions and opinions that have been formed by the company from the information available at the time of writing.

They involve risks and uncertainties.

Accordingly, actual results may differ from the company's forecasts.
