



TOYOTA BOSHOKU CORPORATION

3rd Quarter FY2019 Financial Results

Ended Dec. 31, 2018

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1-1) Overview of 3rd Quarter Financial Results

■ 3rd Quarter FY2019 Actual

1. Sales was higher than previous Q3 due to model mix change and new models in addition to seat volume increase.
2. Operating Income was lower due to forex impact in South America, rise in raw material price and an increase in new product R&D for the future growth.

■ FY2019 Financial Forecasts

3. Operating income, ordinary income and net profit* have been lowered based on 3st quarter actual and forex impact.

* Profit Attributable to Owners of Parent

1-2) 3rd Quarter FY2019 Financial Results

Overview of Consolidated Financial Results: Apr - Dec 2018

(100 million yen)

		Q3 FY2018		Q3 FY2019		YOY Change	
Net Sales		10,330	100%	10,467	100%	136	1.3%
Operating Income		494	4.8%	436	4.2%	-58	-11.7%
Ordinary Income		518	5.0%	442	4.2%	-76	-14.7%
Profit*		285	2.8%	170	1.6%	-114	-40.2%
Earnings Per Share		153.53 yen		91.79yen			
Exchange Rate	USD	112 yen		111 yen		-1 yen (strong yen)	
	EUR	129 yen		129 yen		-	

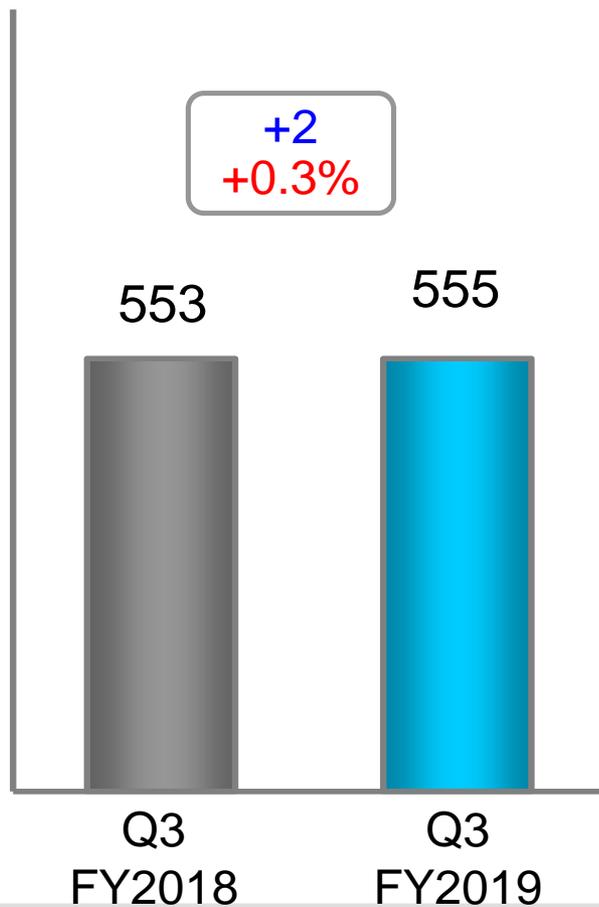
* Profit Attributable to Owners of Parent

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

Seat Assembly Production

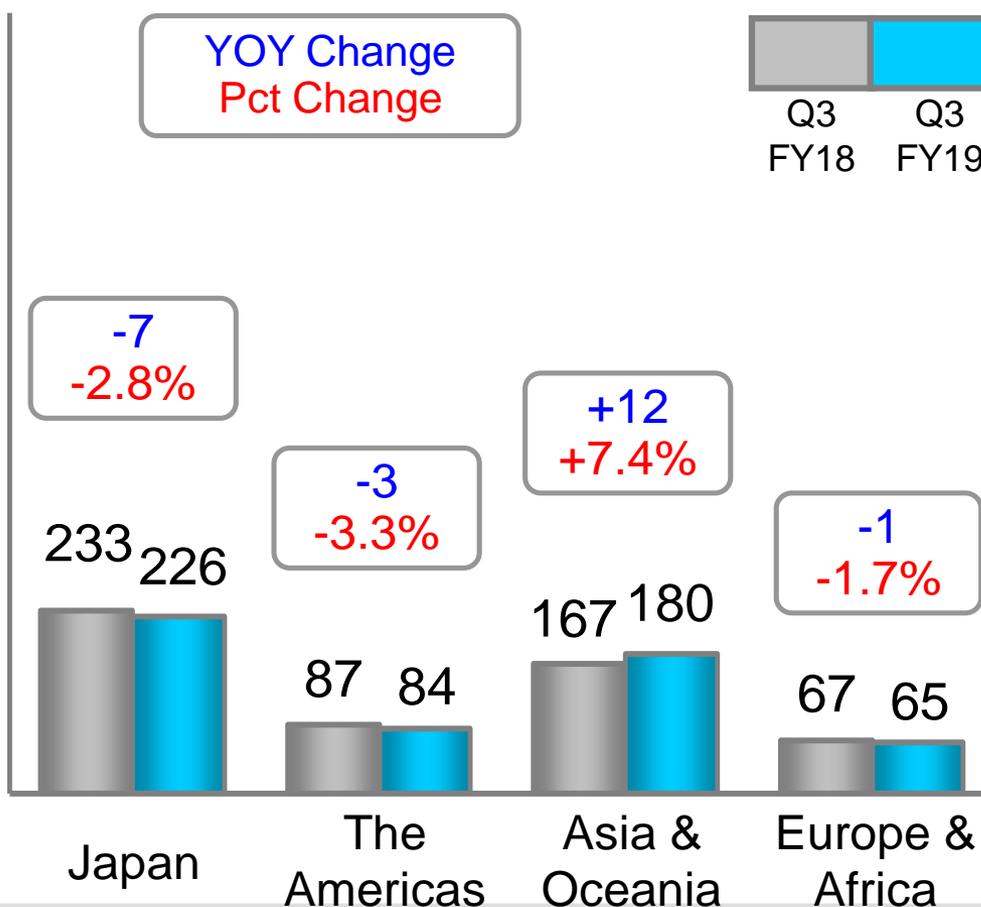
Total

(10,000 Units)



By Region

(10,000 Units)



1-4) 3rd Quarter FY2019 Financial Results Net Sales & Operating Income by Region

Japan

The Americas

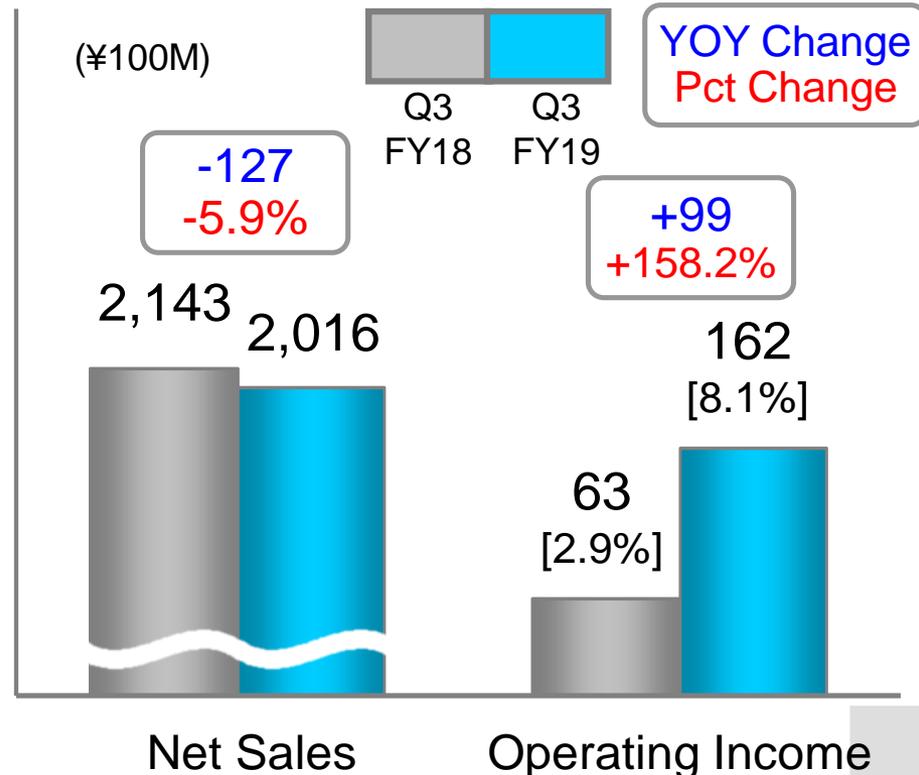
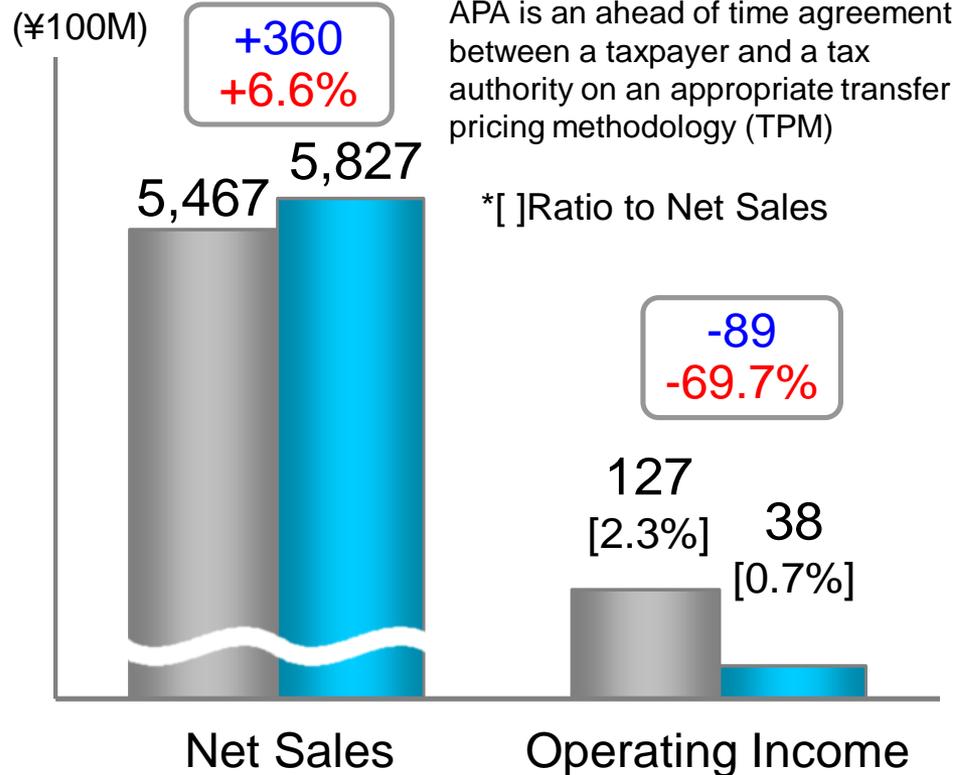
Income Variance ¥-89(100M)

- Higher Sales due to Model Mix Change
- Lower Income due to Labor & Overhead Costs, and Impact of APA*

*Advance Pricing Arrangement (APA) :

Income Variance ¥+99 (100M)

- Lower Sales due to Volume decrease, Forex impact in South America
- Higher Income due to Impact of APA in spite of Start-up Costs increase



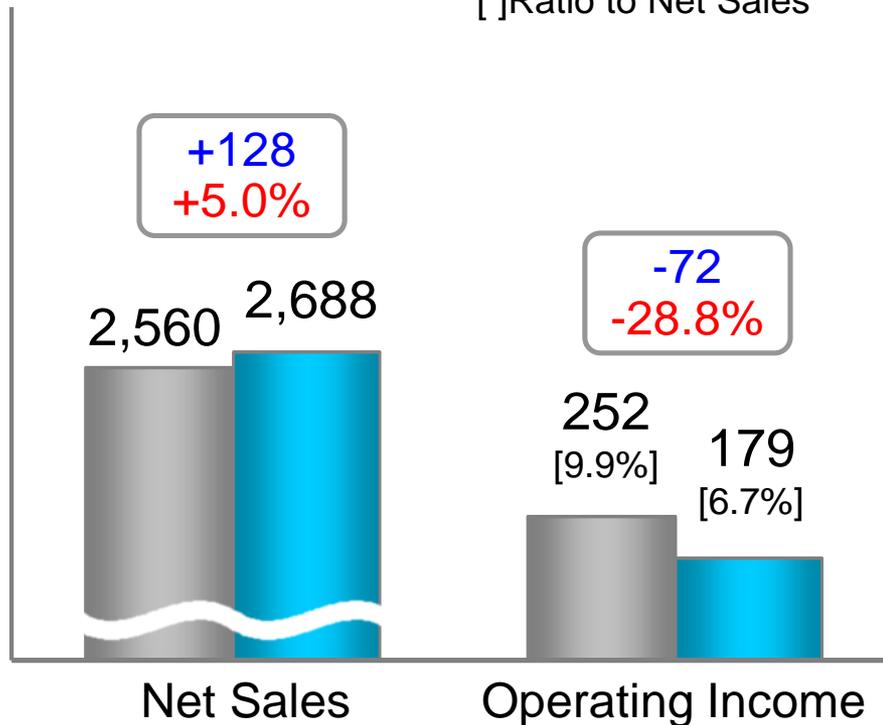
1-4) 3rd Quarter FY2019 Financial Results Net Sales & Operating Income by Region

Asia & Oceania

Income Variance ¥-72(100M)

- Higher Sales due to Volume increase in China
- Lower Income due to Impact of APA in spite of Favorable effect by New models

(¥100M) * [] Ratio to Net Sales

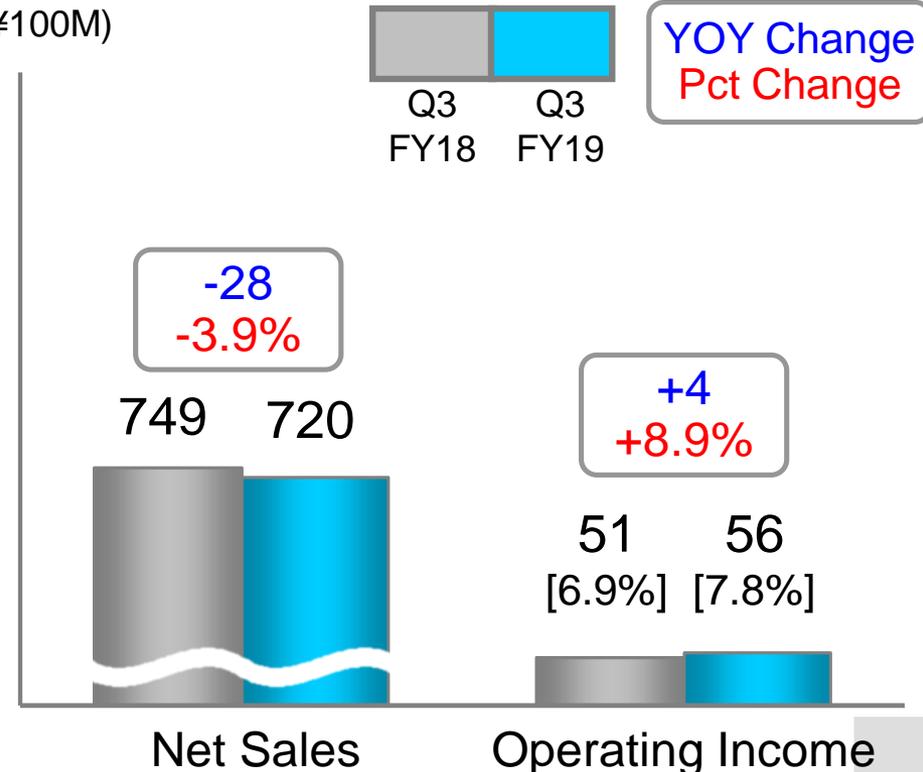


Europe & Africa

Income Variance ¥+4 (100M)

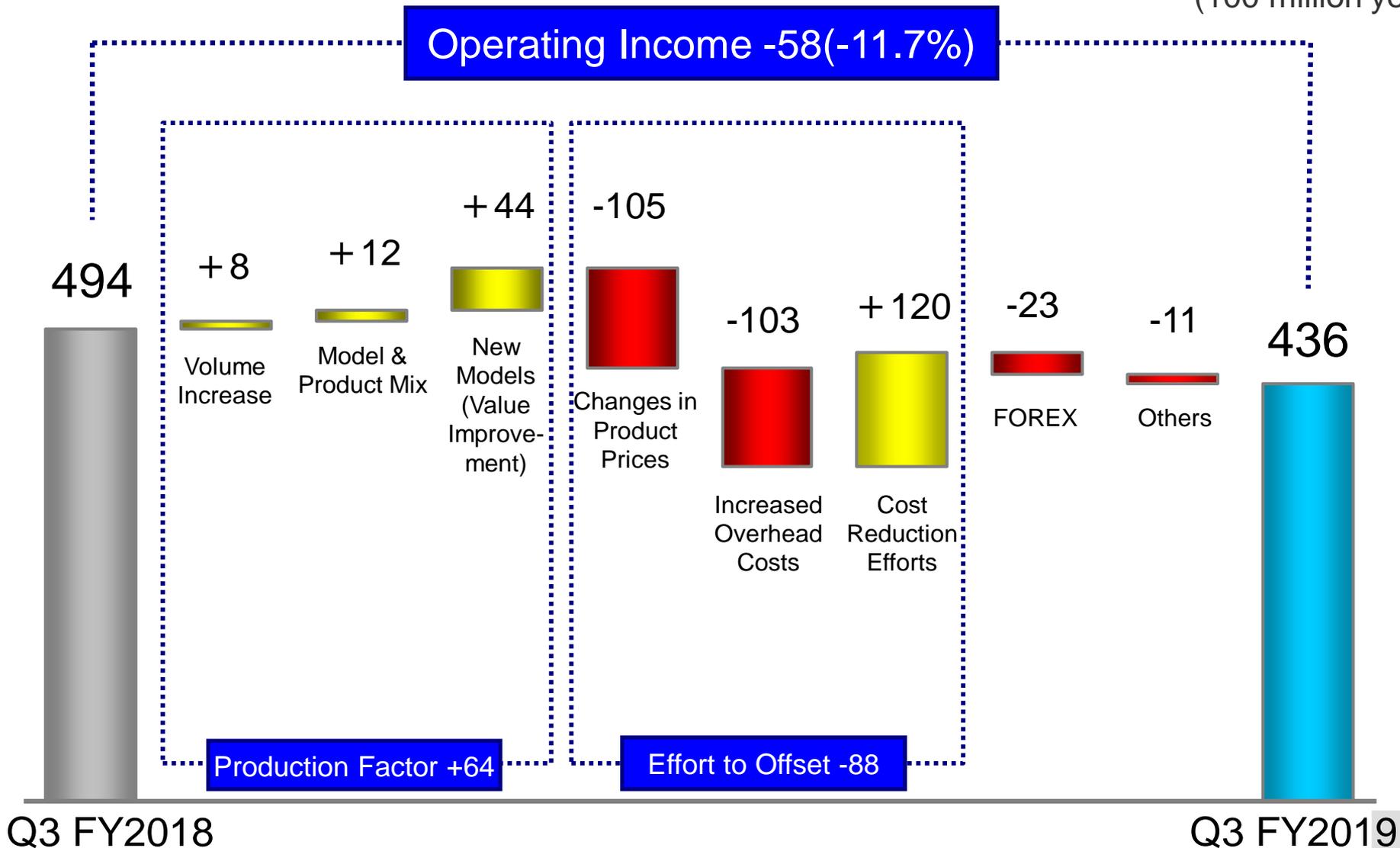
- Lower Sales due to Volume decrease
- Higher Income due to Model Mix Change in spite of Volume decrease

(¥100M)



1-5) 3rd Quarter FY2019 Financial Results Operating Income Variance Analysis

(100 million yen)



1. 3rd Quarter FY2019 Financial Results

2. FY2019 Financial Forecasts

2-1) FY2019 Financial Forecasts

(100 million yen)

	FY2019 (Announced on 10/31)		FY2019 (Latest)		FY2018		YOY Change (18 vs. 19 Latest)	
Net Sales	14,000	100%	14,000	100%	13,995	100%	4	0.0%
Operating Income	620	4.4%	580	4.1%	711	5.1%	-131	-18.5%
Ordinary Income	630	4.5%	580	4.1%	728	5.2%	-148	-20.4%
Profit*	340	2.4%	260	1.9%	427	3.1%	-167	-39.2%
Earnings Per Share	183.08 yen		140.01 yen		230.27 yen			
Dividend Per Share	56.00 yen		56.00 yen		54.00 yen			
Exchange Rate	USD	110 yen	111 yen	111 yen			-	
	EUR	130 yen	128 yen	130 yen			-2 yen (strong yen)	

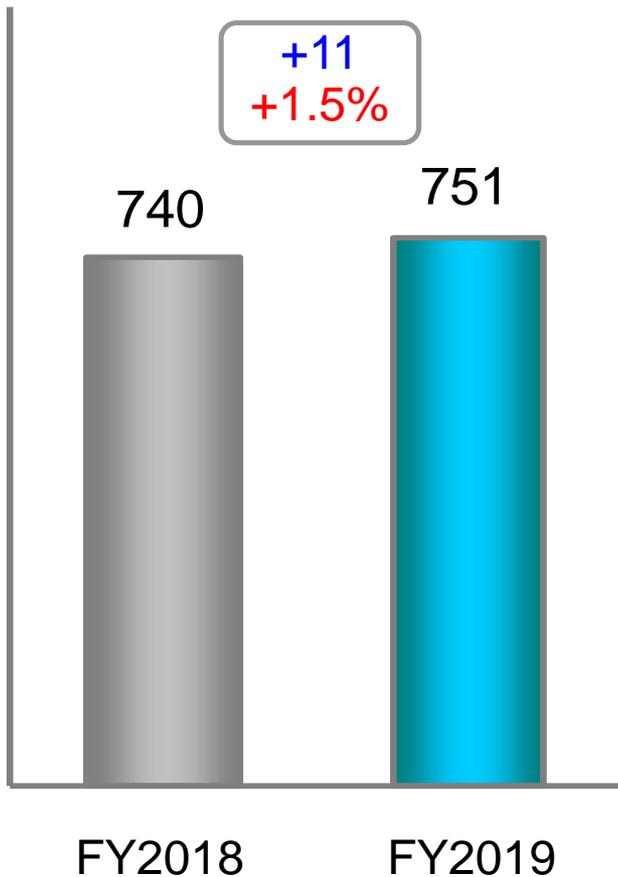
* Profit Attributable to Owners of Parent

2-2) FY2019 Financial Forecasts Unit Production by Region

Seat Assembly Production

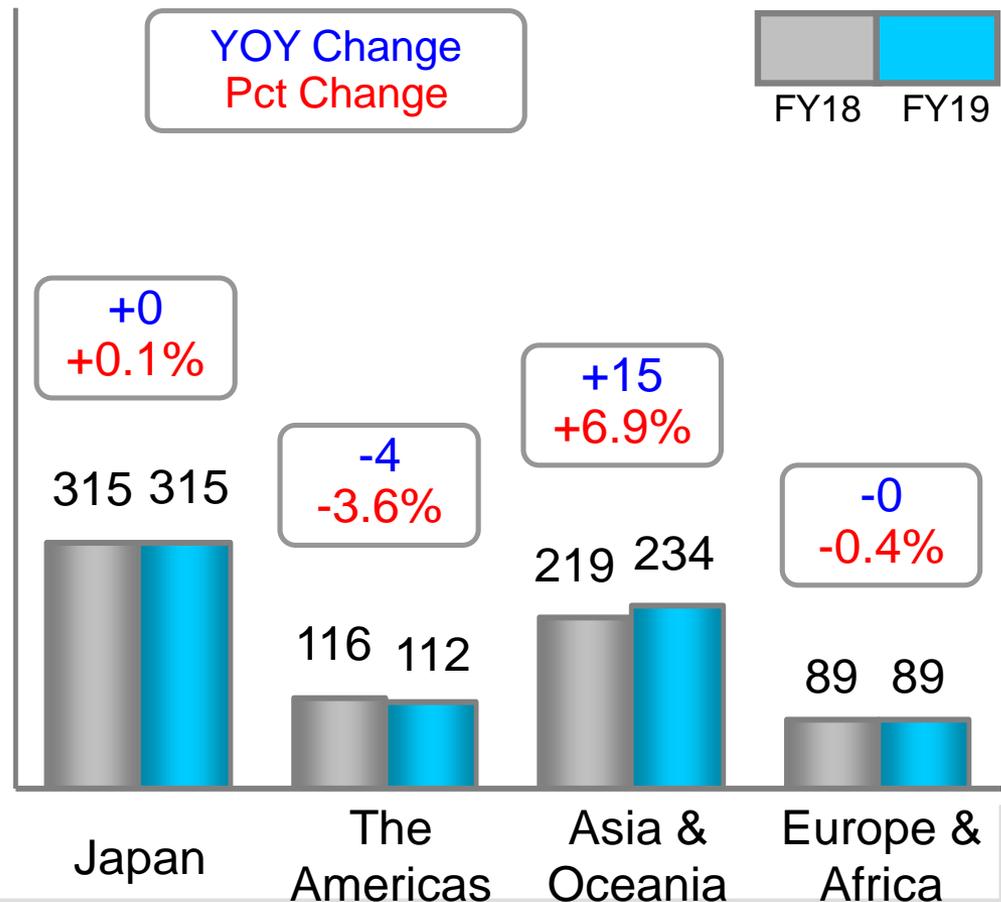
Total

(10,000 Units)



By Region

(10,000 Units)

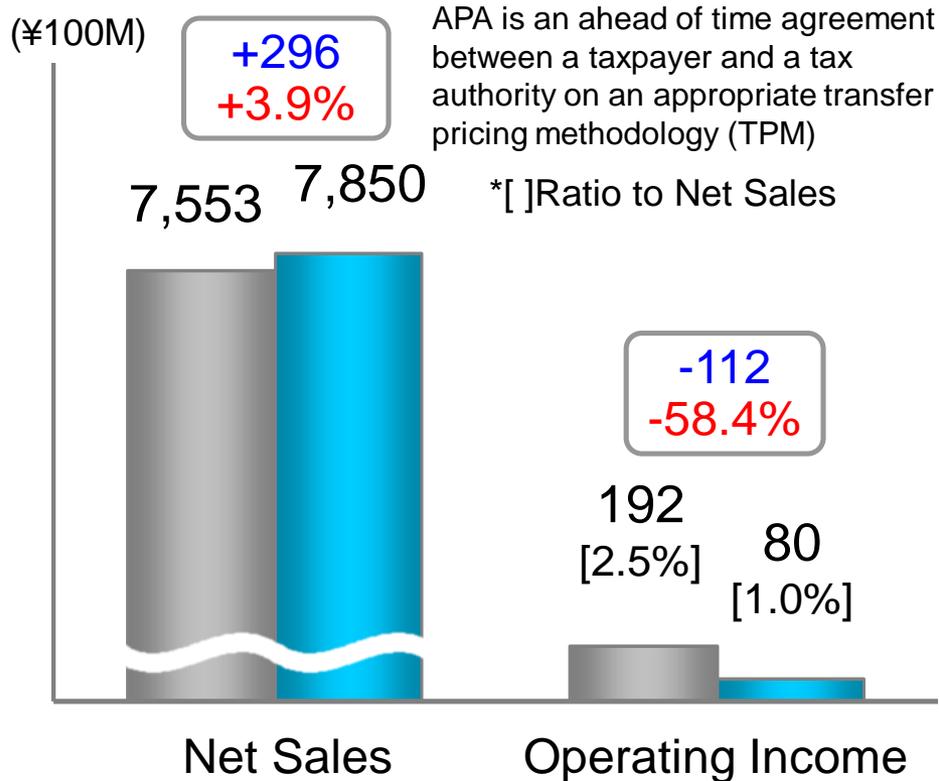


2-3) FY2019 Financial Forecasts Net Sales & Operating Income by Region

Japan

Income Variance ¥-112(100M)

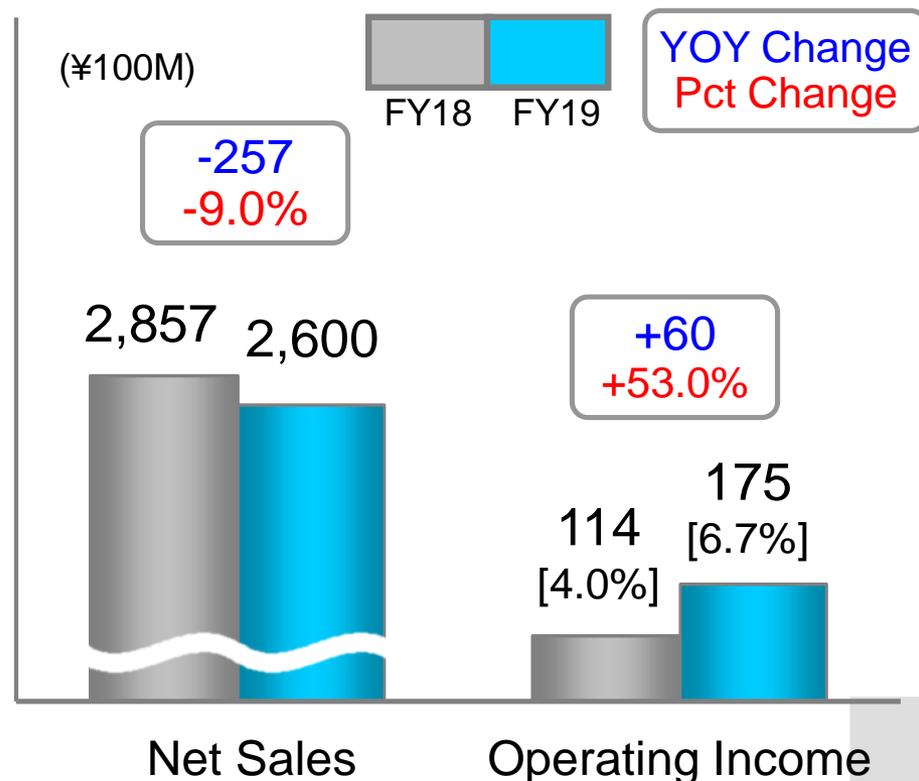
- Higher Sales due to Model Mix Change
- Lower Income due to Higher Labor & Overhead Costs for our future plan and Impact of APA****Advance Pricing Arrangement (APA)**



The Americas

Income Variance ¥+60 (100M)

- Lower Sales due to Volume decrease, Forex impact in South America
- Higher Income due to Impact of APA in spite of Start-up Costs increase

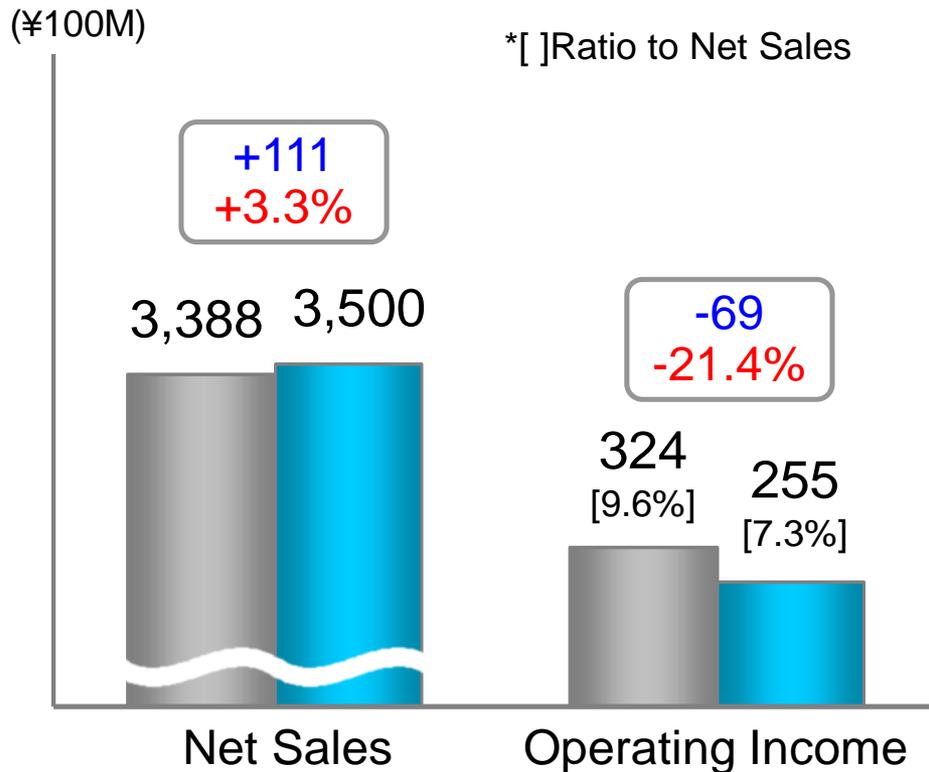


2-3) FY2019 Financial Forecasts Net Sales & Operating Income by Region

Asia & Oceania

Income Variance ¥-69(100M)

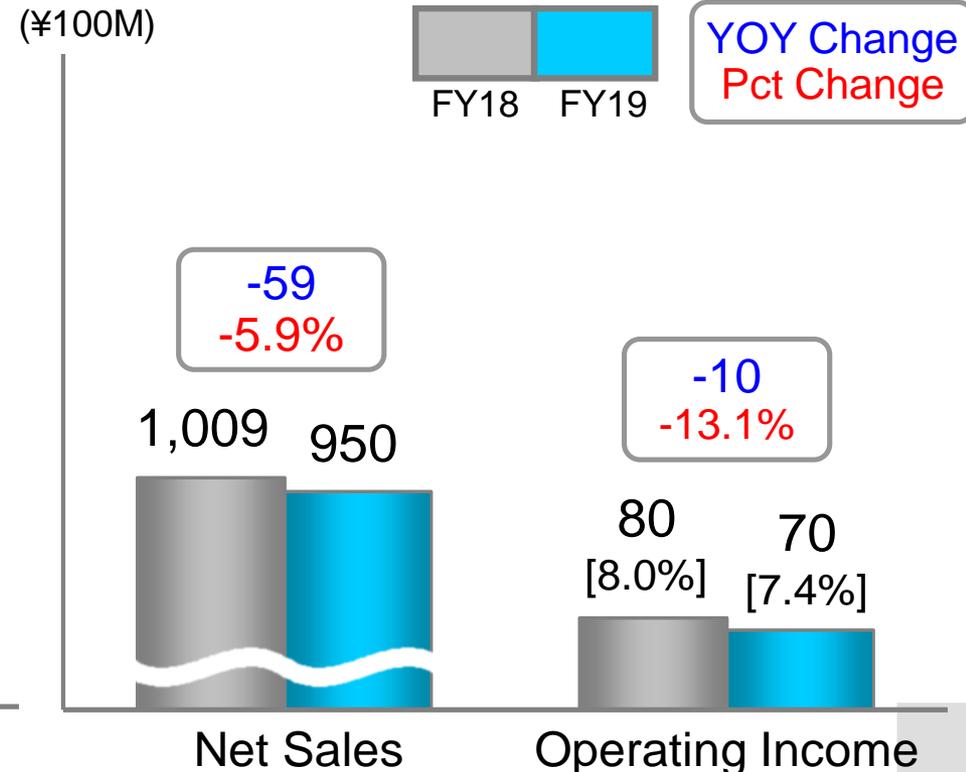
- Higher Sales due to Volume increase in China
- Lower Income due to Impact of APA in spite of Favorable effect by New models



Europe & Africa

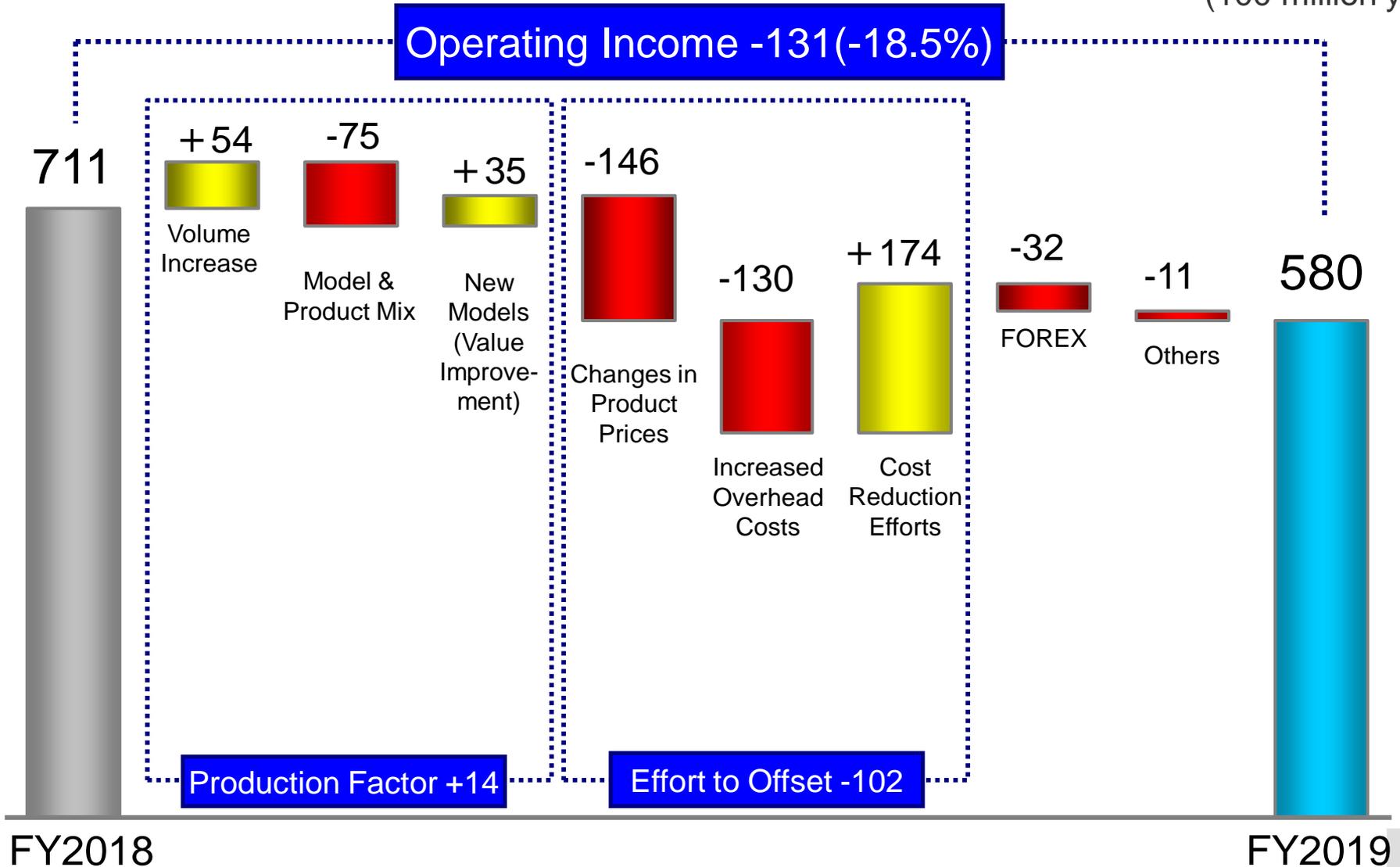
Income Variance ¥-10 (100M)

- Lower Sales and Income due to Volume decrease and One-time Income decrease of FY2018



2-4) FY2019 Financial Forecasts Operating Income Variance Analysis

(100 million yen)



2-5) FY2019 Financial Forecasts by Half Year

Net Sales

(100 million yen)

	FY2019 Forecasts		
	1 st Half (Actual)	2 nd Half	Full Year
Japan	3,824	4,025	7,850
The Americas	1,353	1,246	2,600
Asia & Oceania	1,759	1,740	3,500
Europe & Africa	471	478	950
Consolidation	6,862	7,137	14,000

Operating Income

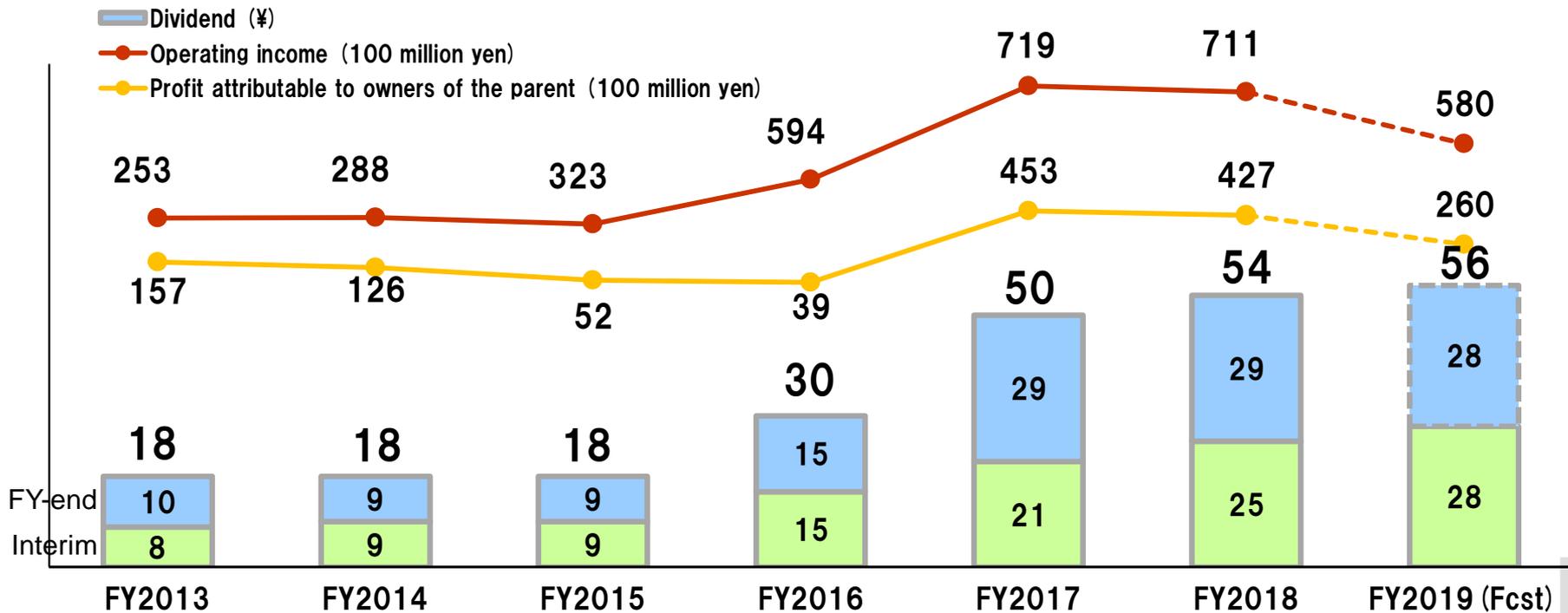
(100 million yen)

	FY2019 Forecasts					
	1 st Half (Actual)		2 nd Half		Full Year	
Japan	8	0.2%	71	1.8%	80	1.0%
The Americas	165	12.2%	9	0.8%	175	6.7%
Asia & Oceania	72	4.1%	182	10.5%	255	7.3%
Europe & Africa	33	7.0%	36	7.7%	70	7.4%
Consolidation	278	4.1%	301	4.2%	580	4.1%

2-6) FY2019 Financial Forecasts Returning to Shareholders

- In FY2019, our annual per-share dividend payout plan is ¥56, which is ¥2 higher than in FY2018.
- We keep long-term sustainable dividends comprehensively taking our consolidated financial results into account.

Dividend, Operating Income, & Profit Attributable to Owners of Parent Trends





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.
