



TOYOTA BOSHOKU

TSE 1st Section Securities Code 3116

FY2022 (ending March 2022)

1st Half

Financial Results

Date: Oct 29, 2021

Financial Results

- 1. 2nd Quarter FY2022 Financial Results**
- 2. FY2022 Financial Forecasts**
- 3. Appendix**

Financial Results

1. 2nd Quarter FY2022 Financial Results

2. FY2022 Financial Forecasts

3. Appendix

1-1) 2nd Quarter FY2022 Financial Results Overview of Consolidated Financial Results

(100 million yen)

	Q2 FY2021		Q2 FY2022		YOY Change	
Revenue	5,454	100.0%	6,520	100.0%	1,066	19.6%
Operating Profit	36	0.7%	242	3.7%	206	571.3%
Profit before income taxes	31	0.6%	257	4.0%	226	715.1%
Profit*	△76	△1.4%	141	2.2%	218	

*Profit Attributable to Owners of the Parent

Earnings per share		△41.04 yen	75.75 yen	
Exchange Rate	USD	107 yen	110 yen	+3 yen
	EUR	121 yen	131 yen	+10 yen

Revenue

Revenue increased due to recovery in demand from covid-19 outbreak last year

Operating Profit

Profit increased due to new product effects and flexible response to production fluctuation despite negative effects such as investments for the future.

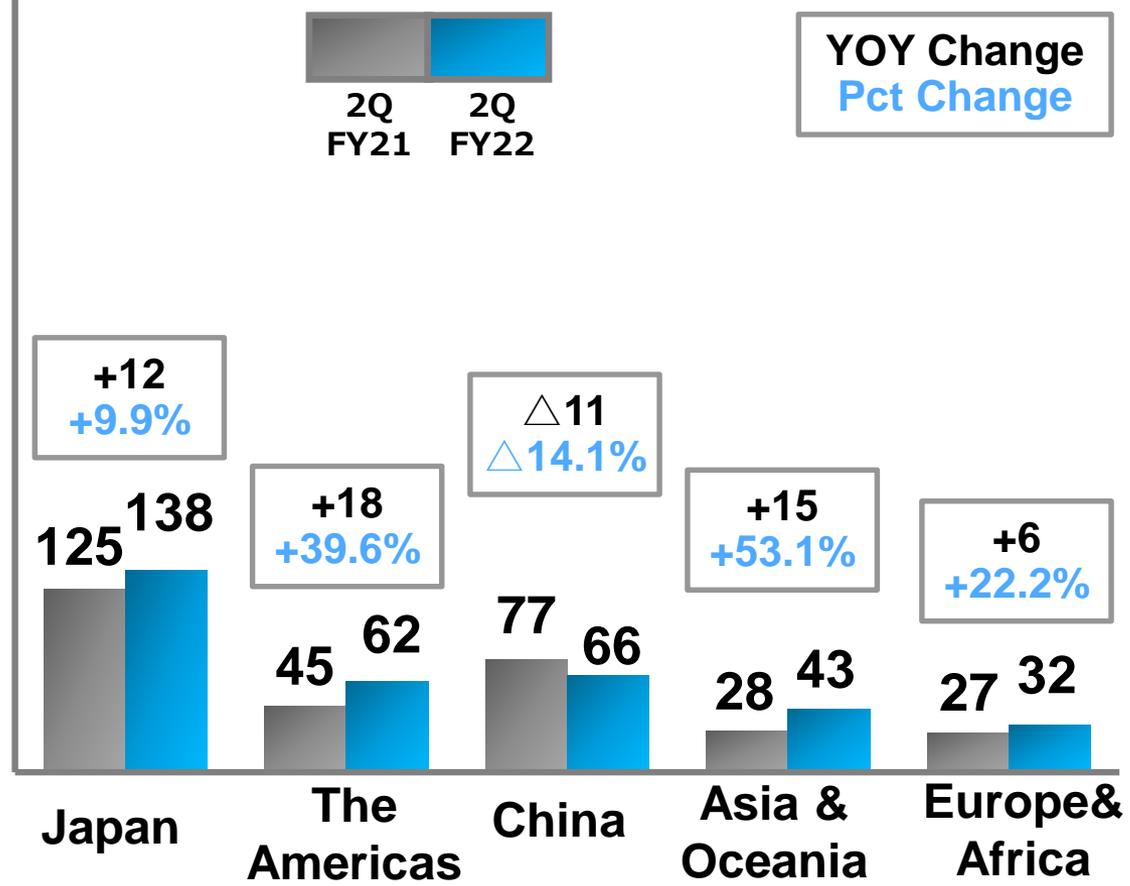
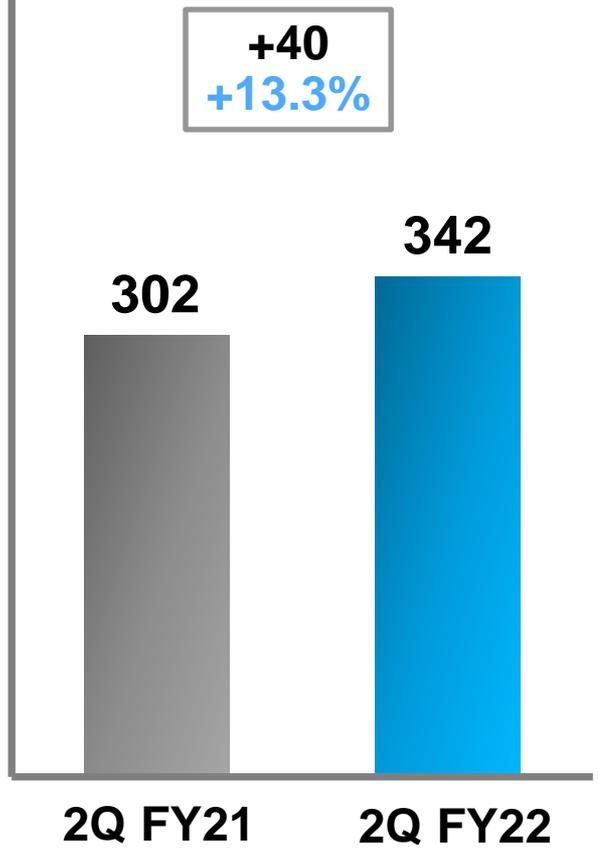
1-2) 2nd Quarter FY2022 Financial Results **Seat Production by Region**

Total

By Region

(10,000 Units)

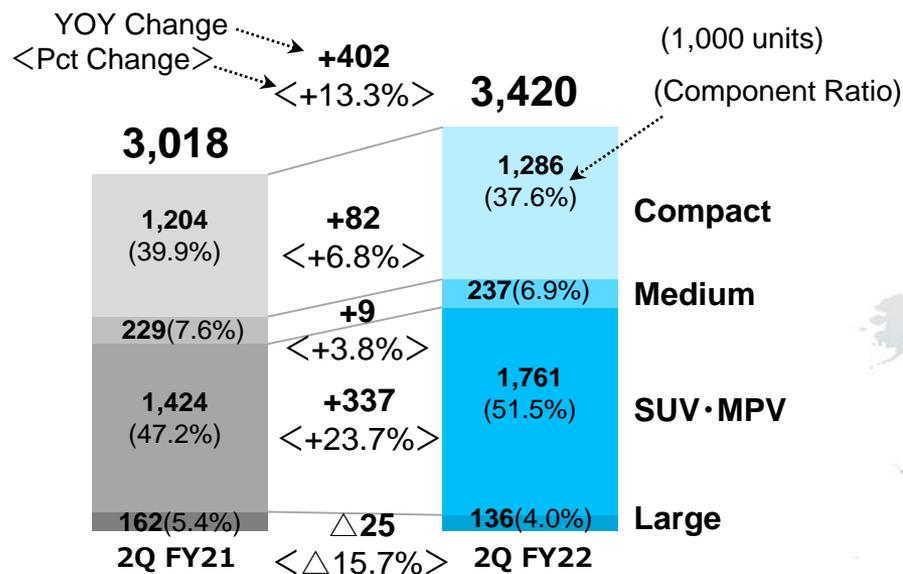
(10,000 Units)



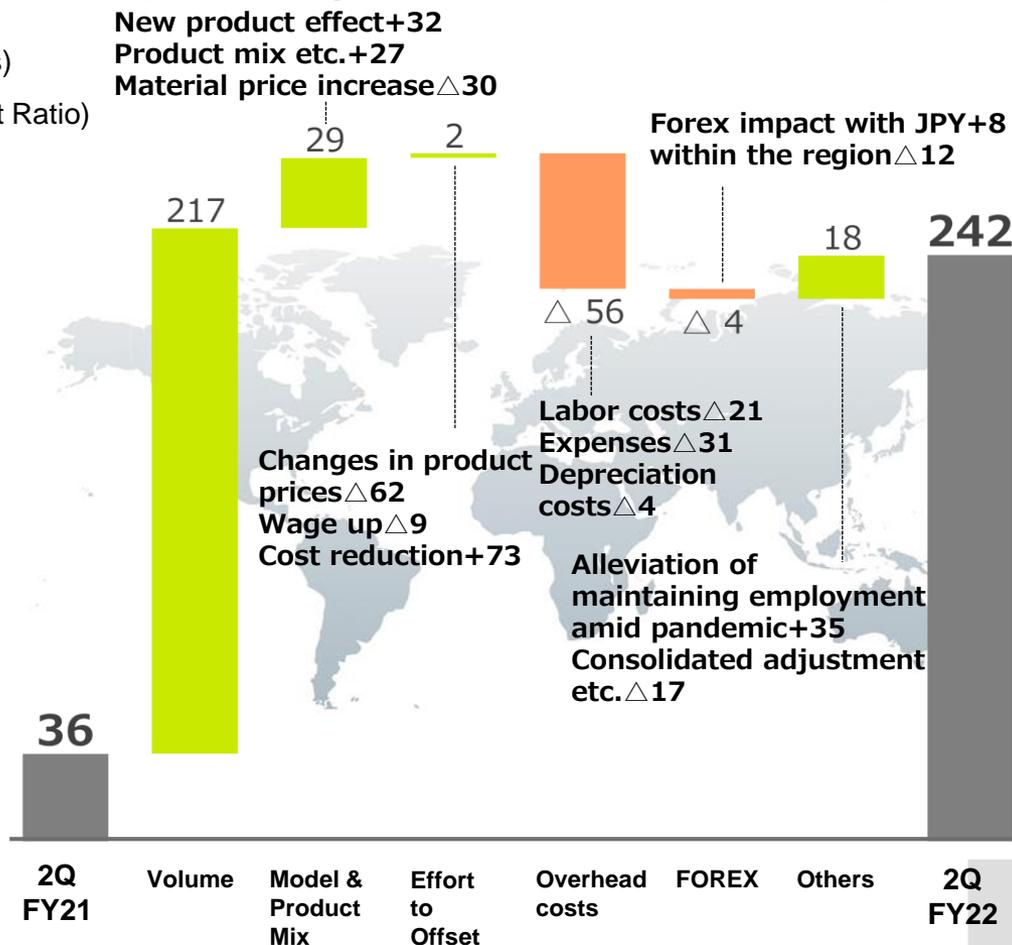
1-3) 2nd Quarter FY2022 Financial Results Consolidated Revenue & Operating Profit

Profit increased due to higher production volume as demand recovered from covid-19 last year in addition to new product effects despite negative effects of increase in material price and overhead costs

Volume & Model Mix



Operating Profit Variance Analysis



Profit & Loss

(100 million yen)

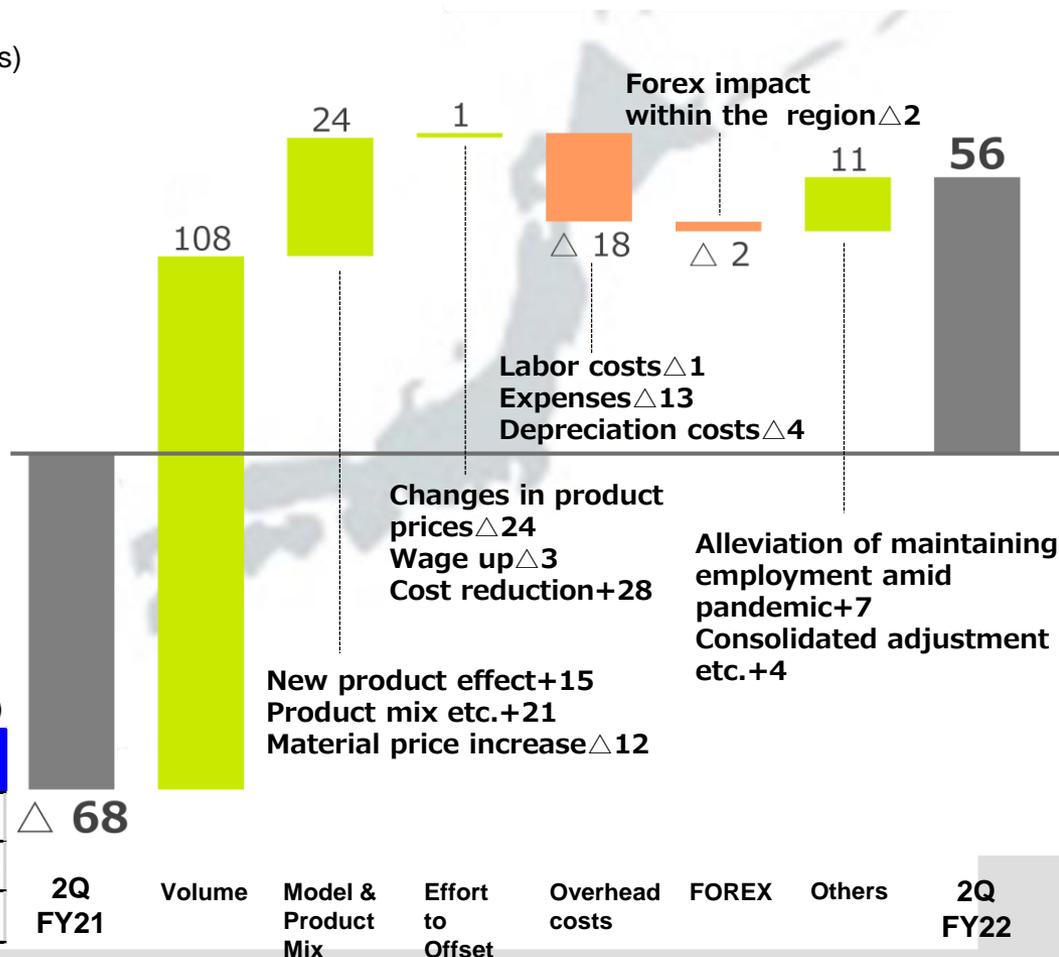
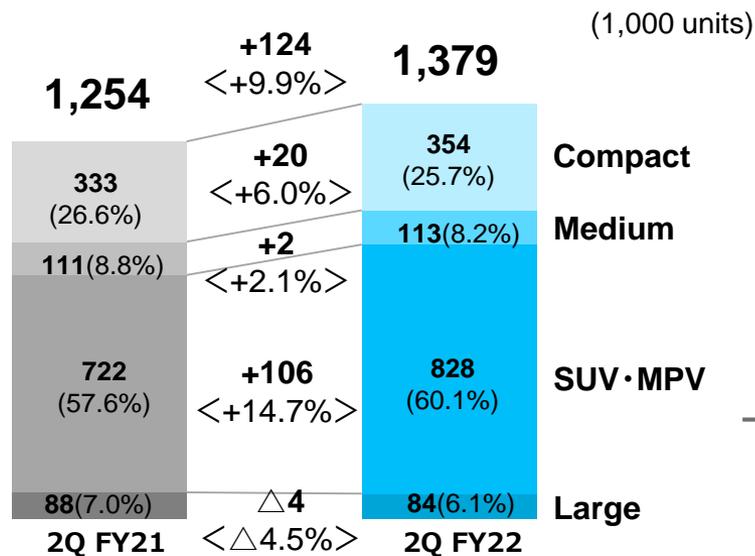
	2Q FY21	2Q FY22	YOY Change
Revenue	5,454	6,520	1,066
Operating Profit	36	242	206
Operating Profit Ratio	0.7%	3.7%	-

1-3) 2nd Quarter FY2022 Financial Results Japan Revenue & Operating Profit

Profit increased due to higher production volume as demand recovered from covid-19 last year in addition to new product effects despite negative effects of increase in material price and overhead costs

Volume & Model Mix

Operating Profit Variance Analysis



Profit & Loss

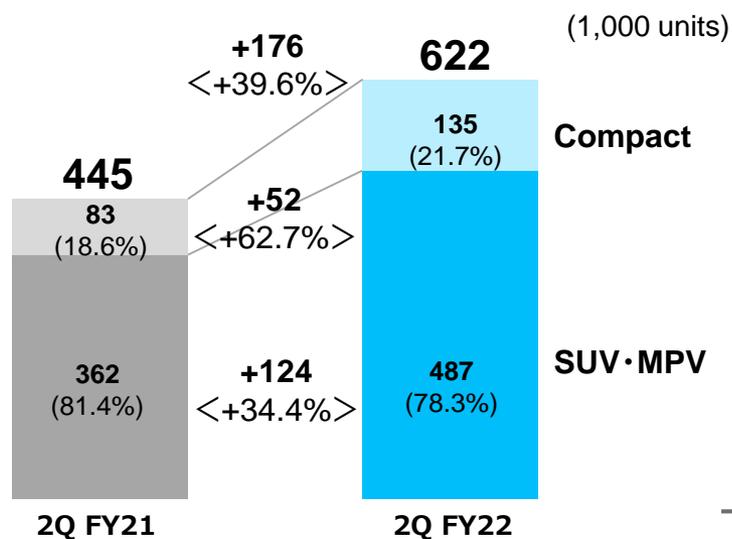
(100 million yen)

	2Q FY21	2Q FY22	YOY Change
Revenue	3,042	3,427	384
Operating Profit	△68	56	125
Operating Profit Ratio	△2.3%	1.6%	-

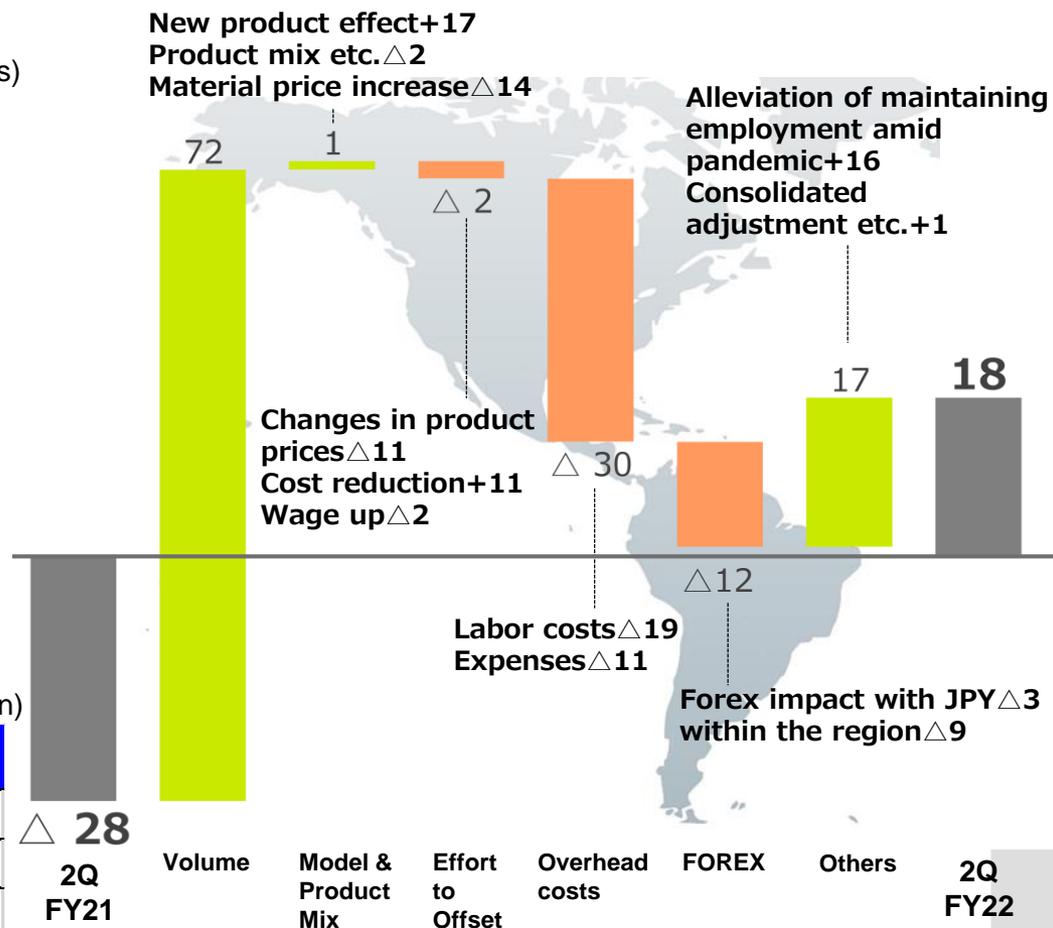
1-3) 2nd Quarter FY2022 Financial Results The Americas Revenue & Operating Profit

Profit increased due to higher volume as demand recovered from covid-19 last year and new product effect despite negative effects of material price and overhead costs increase

Volume & Model Mix



Operating Profit Variance Analysis



Profit & Loss

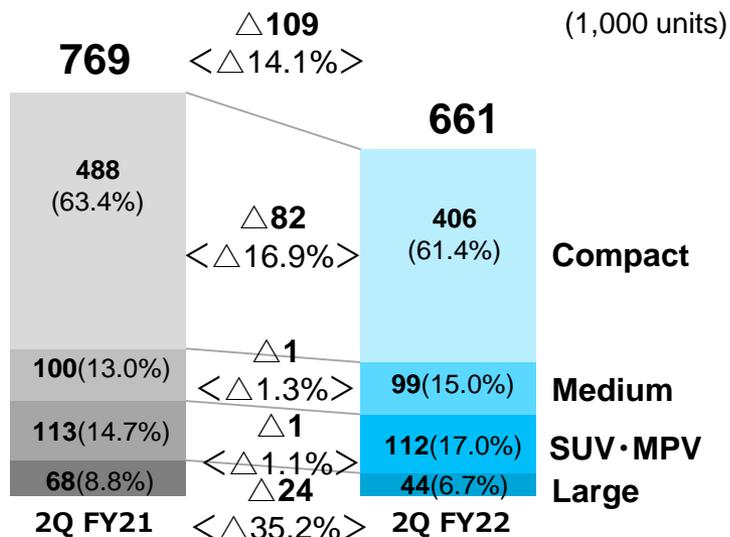
	2Q FY21	2Q FY22	YOY Change
Revenue	989	1,459	469
Operating Profit	Δ 28	18	47
Operating Profit Ratio	Δ 2.9%	1.3%	-

(100 million yen)

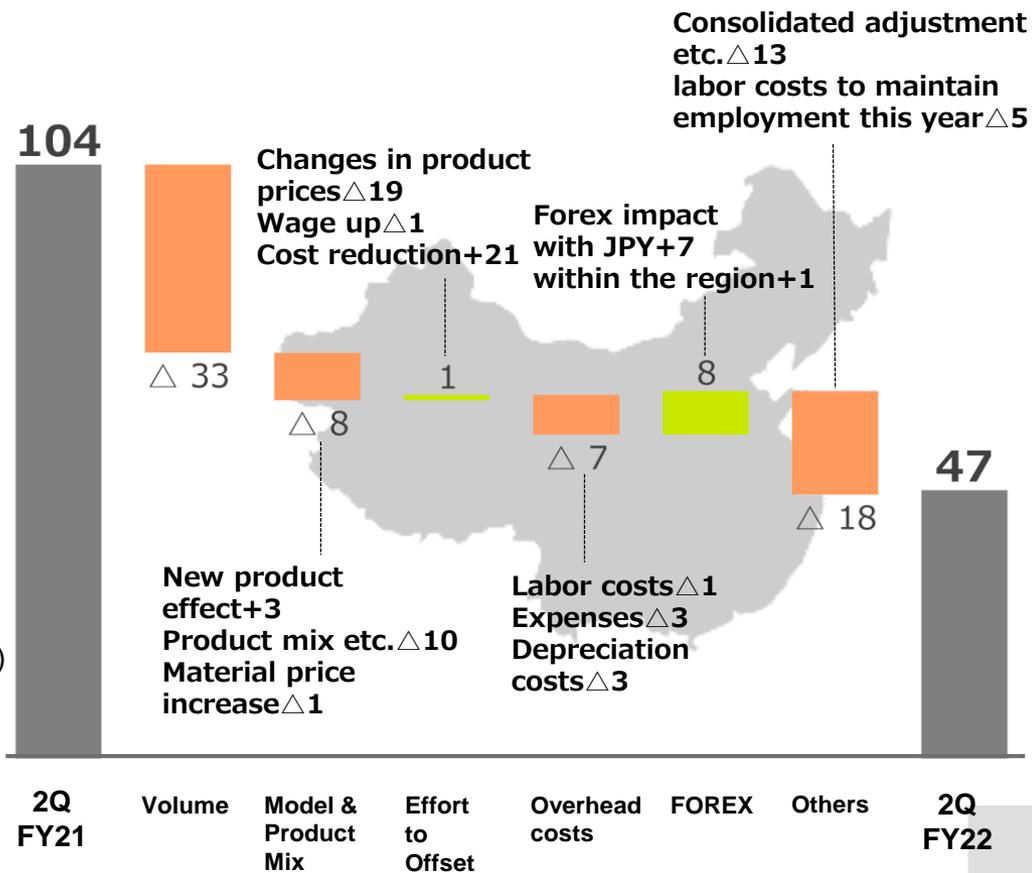
1-3) 2nd Quarter FY2022 Financial Results China Revenue & Operating Profit

Profit decreased as volume decreased due to the parts supply issues as well as there was production increase last year from recovery in demand

Volume & Model Mix



Operating Profit Variance Analysis



Profit & Loss

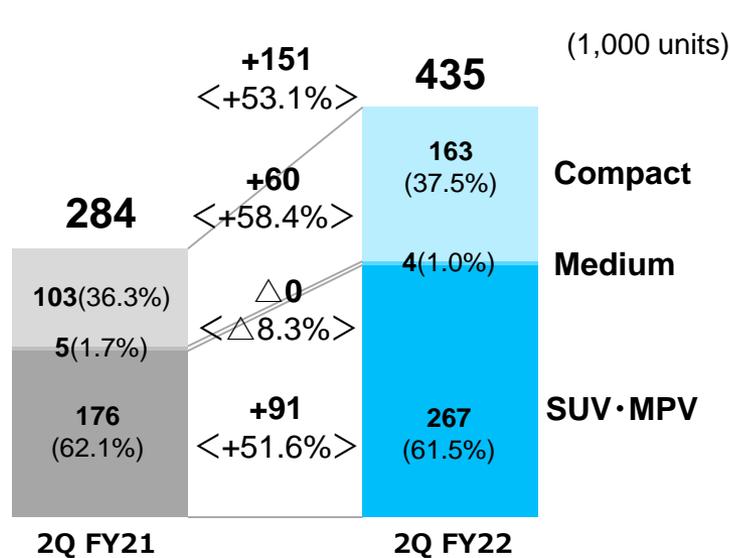
(100 million yen)

	2Q FY21	2Q FY22	YOY Change
Revenue	910	874	△36
Operating Profit	104	47	△56
Operating Profit Ratio	11.4%	5.4%	-

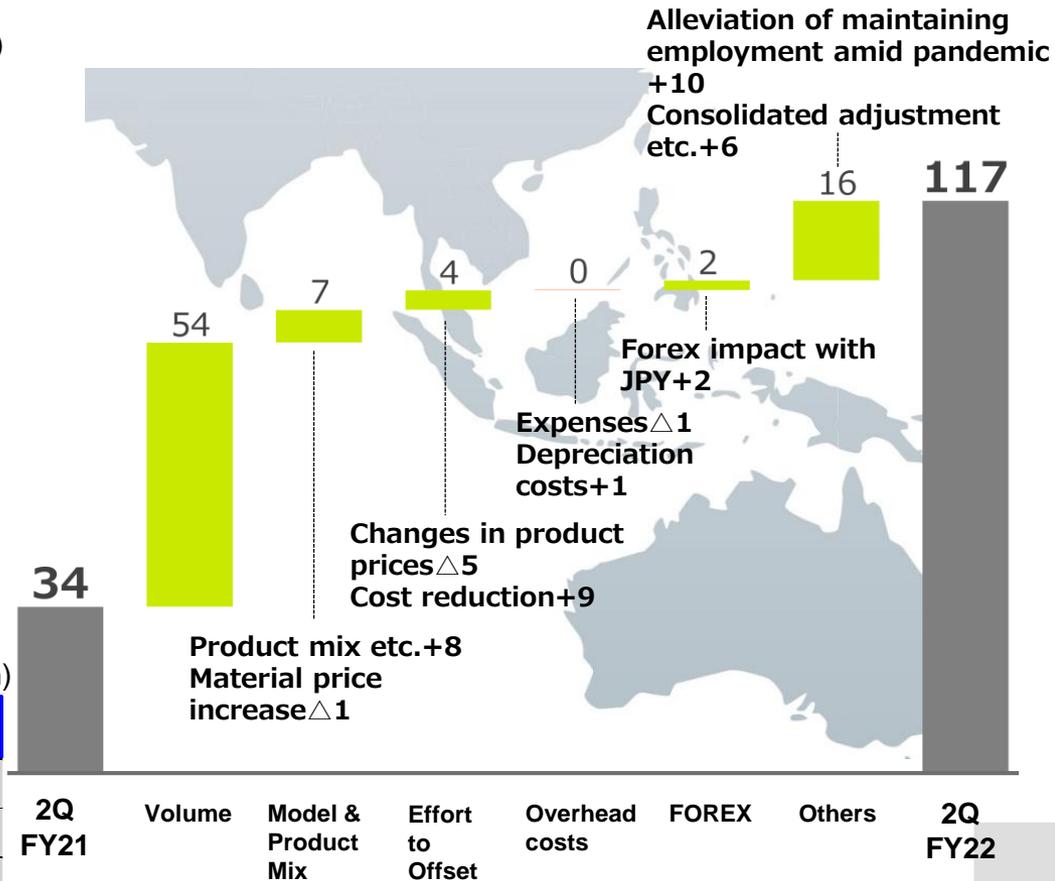
1-3) 2nd Quarter FY2022 Financial Results Asia & Oceania Revenue & Operating Profit

Profit increased due to higher volume as demand recovered from last year as well as new product launch

Volume & Model Mix



Operating Profit Variance Analysis



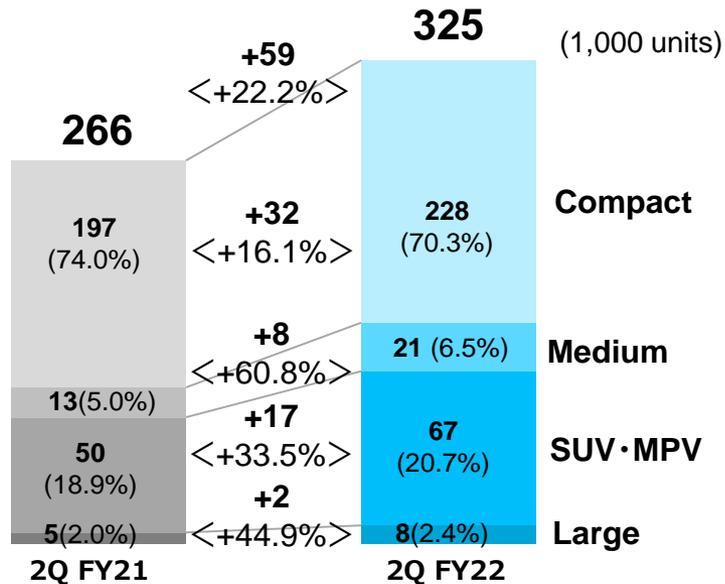
Profit & Loss

	2Q FY21	2Q FY22	YOY Change
Revenue	540	819	278
Operating Profit	34	117	82
Operating Profit Ratio	6.4%	14.3%	-

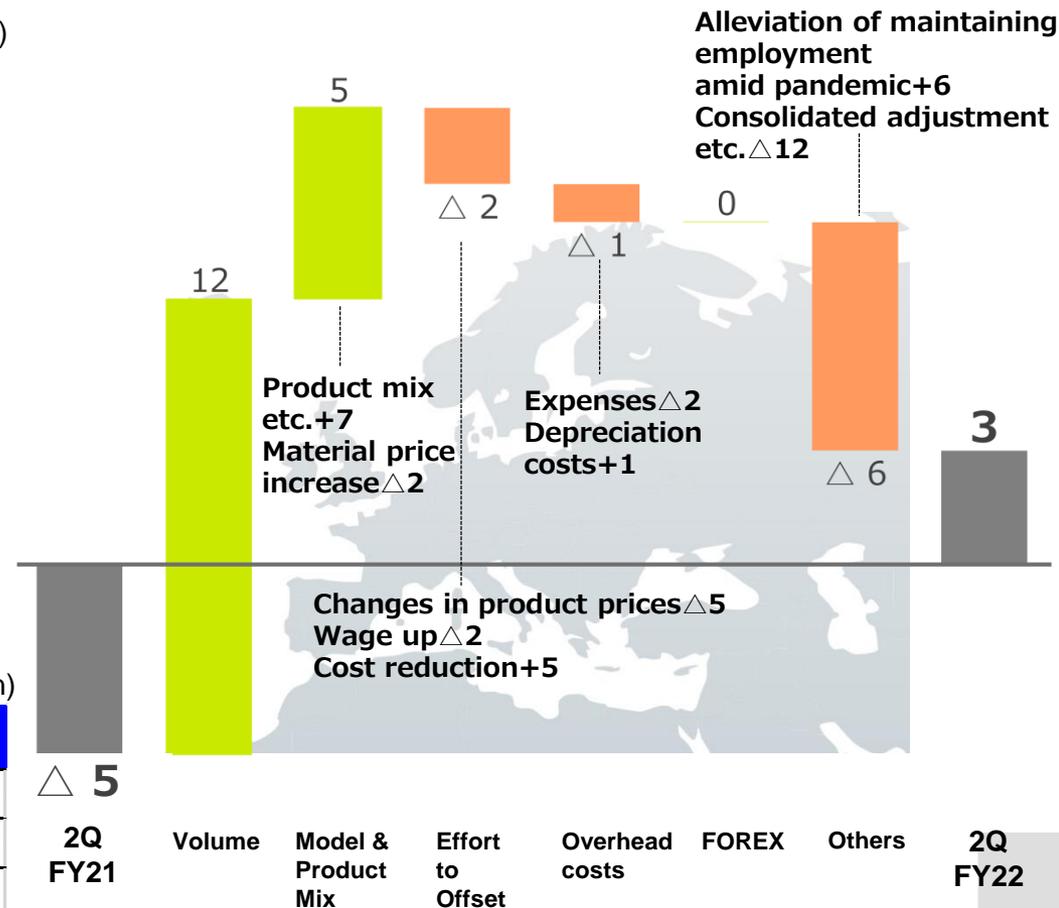
1-3) 2nd Quarter FY2022 Financial Results Europe & Africa Revenue & Operating Profit

Profit increased due to higher volume as demand recovered from last year despite transient negative factors

Volume & Model Mix



Operating Profit Variance Analysis



Profit & Loss

(100 million yen)

	2Q FY21	2Q FY22	YOY Change
Revenue	319	398	79
Operating Profit	△5	3	8
Operating Profit Ratio	△1.7%	0.8%	-

Financial Results

1. 2nd Quarter FY2022 Financial Results

2. FY2022 Financial Forecasts

3. Appendix

2-1) FY2022 Financial Forecasts Overview of Consolidated Financial Forecasts

(100 million yen)

	FY21 Actual		FY22 Forecasts		YOY Change		FY22 Forecasts (1Q Announced)	
Revenue	12,721	100.0%	14,000	100.0%	1,278	10.1%	14,000	100.0%
Operating Profit	571	4.5%	720	5.1%	148	26.1%	720	5.1%
Profit before income taxes	573	4.5%	730	5.2%	156	27.3%	730	5.2%
Profit*	311	2.5%	470	3.4%	158	50.7%	470	3.4%

*Profit Attributable to Owners of the Parent

Earnings per share		166.93 yen	251.52 yen			251.52 yen
Exchange Rate	USD	106 yen	110 yen	+4 yen		106 yen
	EUR	124 yen	128 yen	+4 yen		130 yen

Revenue

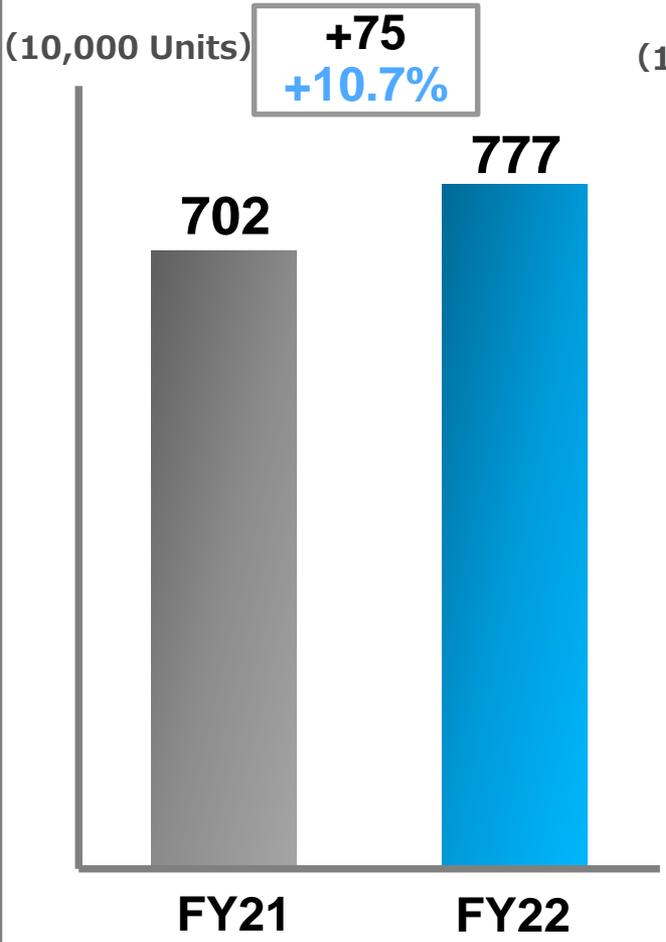
Higher revenue thanks to globally recovering demand despite risks such as covid-19 rebound and semi-conductor shortage

Operating Profit

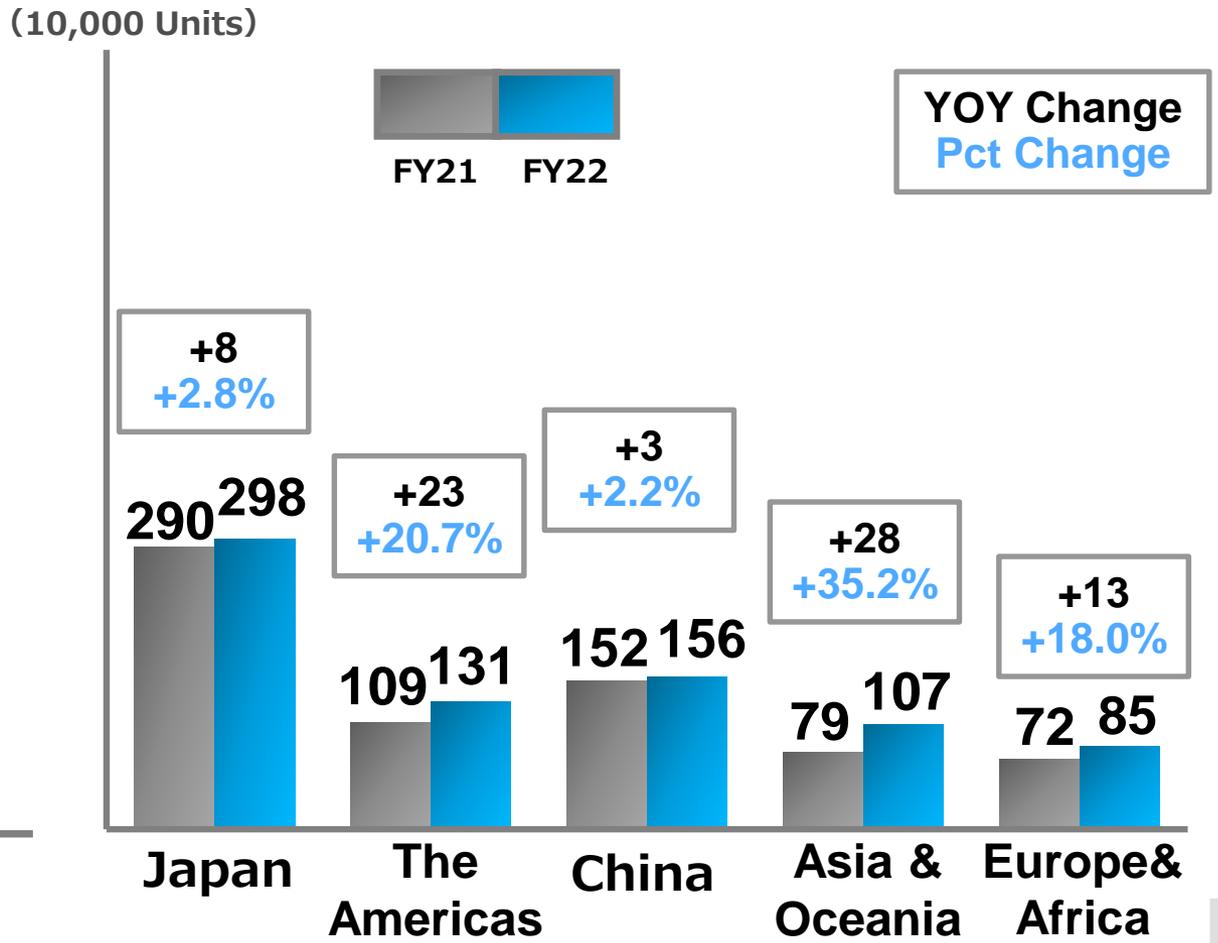
Profit is to be the same as the initial targets due to company-wide effort to secure profit despite risks of production cut and material price increase

2-2) FY2022 Financial Forecasts **Seat Assembly Production by Region**

Total



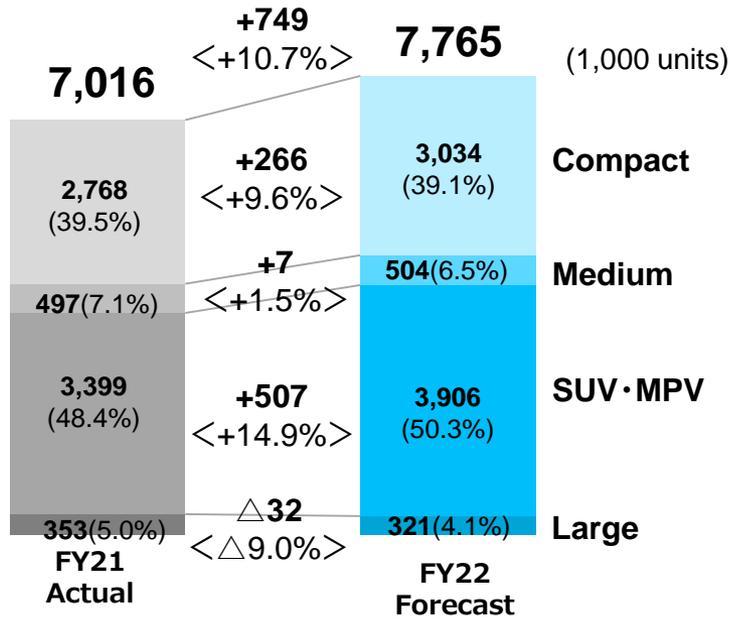
By Region



2-3) FY2022 Financial Forecasts Consolidated Revenue & Operating Profit

Higher profit due to global production increase and new product effects despite negative impacts of upfront investments aimed at future growth and material price increase

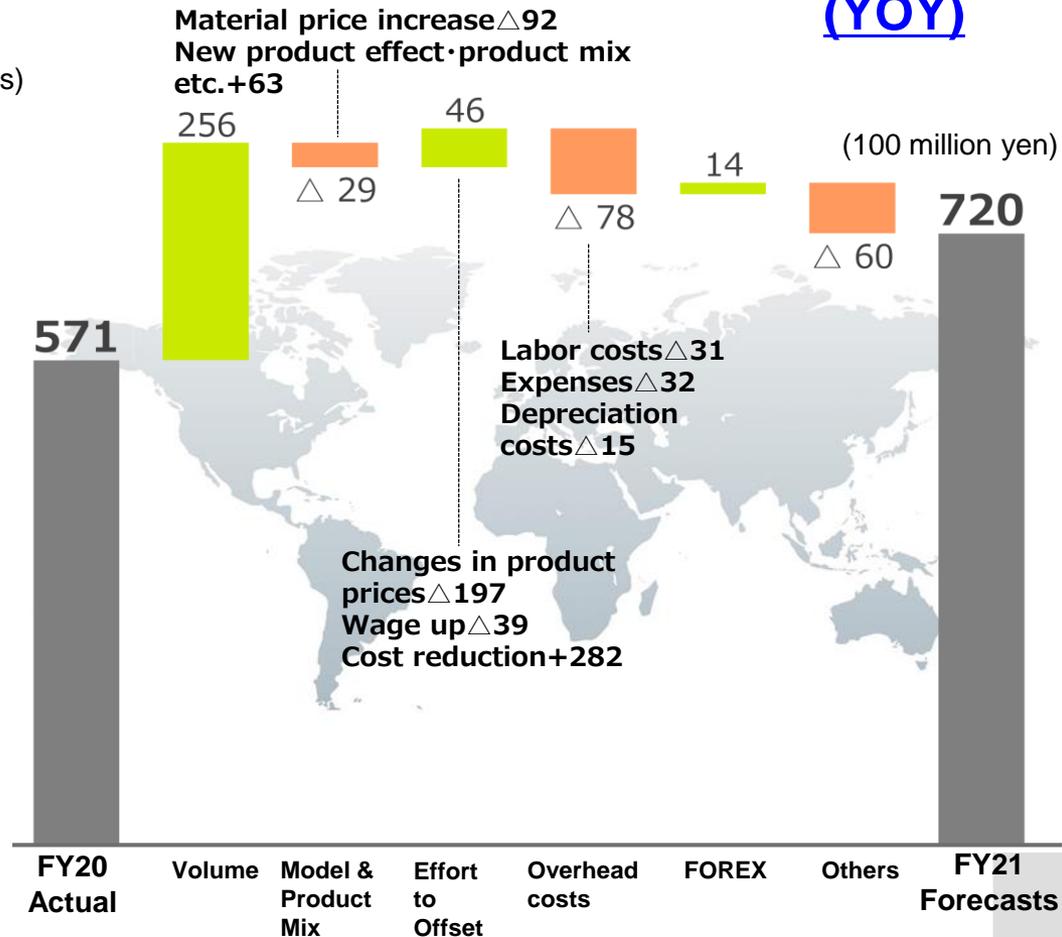
Volume & Model Mix



Profit & Loss (100 million yen)

	FY21 Actual	FY22 Forecast	YOY Change
Revenue	12,721	14,000	1,278
Operating Profit	571	720	148
Operating Profit Ratio	4.5%	5.1%	-

Operating Profit Variance Analysis (YOY)

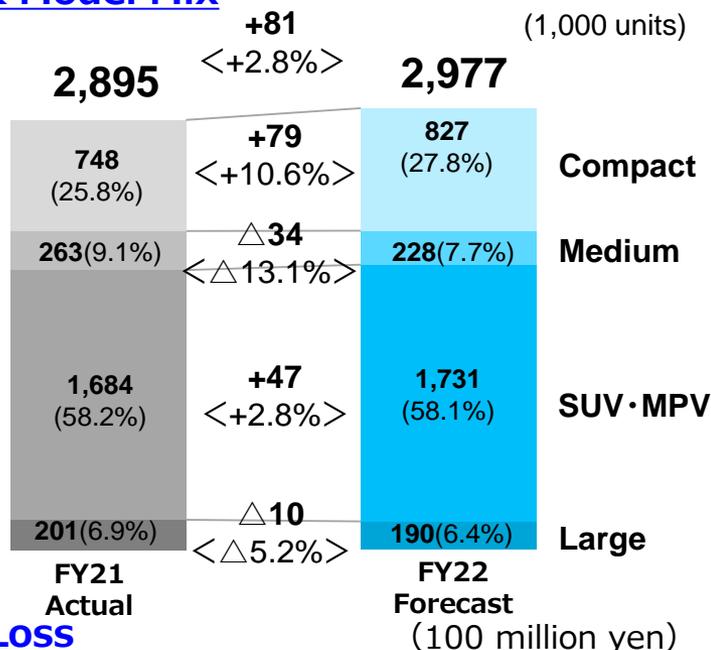


2-4) FY2022 Financial Forecasts Revenue & Operating Profit by Region

Japan

Higher profit due to increased volume and new product effects despite negative impacts of material price increase and upfront investments

Volume & Model Mix



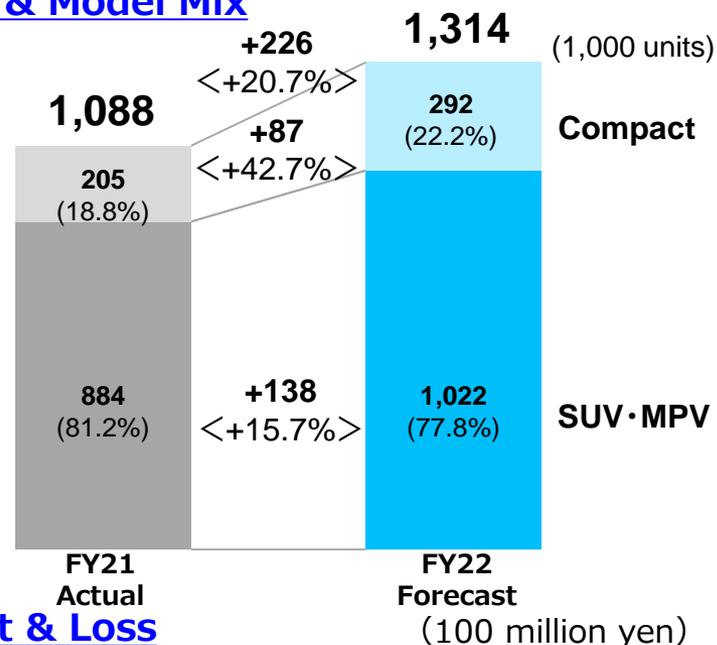
Profit & Loss

	FY21 Actual	FY22 Forecast	YOY Change
Revenue	6,996	7,300	303
Operating Profit	140	180	39
Operating Profit Ratio	2.0%	2.5%	-

The Americas

Higher profit due to volume increase and elimination of temporary inefficiency from model changes despite rise in material prices

Volume & Model Mix



Profit & Loss

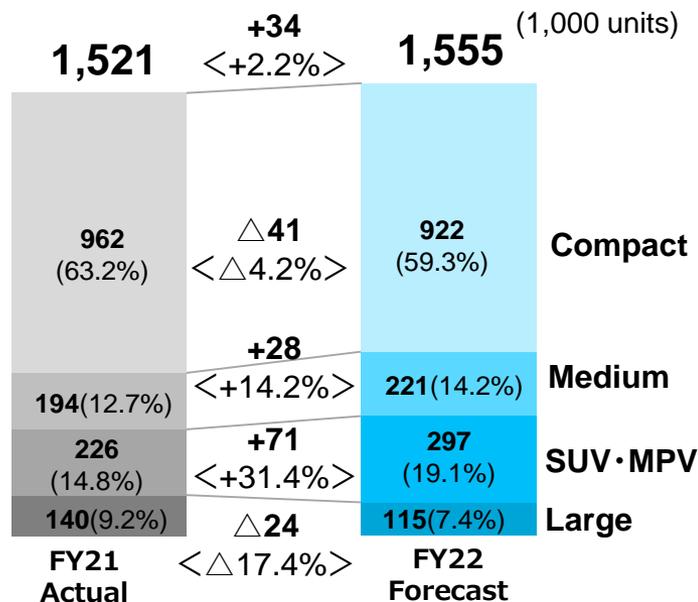
	FY21 Actual	FY22 Forecast	YOY Change
Revenue	2,460	2,900	439
Operating Profit	14	80	65
Operating Profit Ratio	0.6%	2.8%	-

2-4) FY2022 Financial Forecasts Revenue & Operating Profit by Region

China

Lower profit due to change in mix and increase in overhead costs despite positive impacts of higher volume and new product effects

Volume & Model Mix



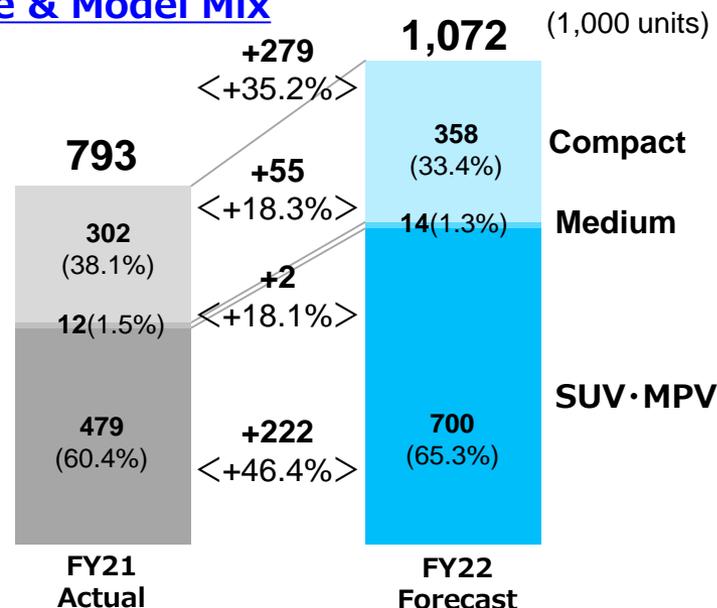
Profit & Loss

	FY21 Actual	FY22 Forecast	YOY Change
Revenue	1,804	2,000	195
Operating Profit	184	170	$\triangle 14$
Operating Profit Ratio	10.2%	8.5%	—

Asia & Oceania

Higher profit due to production increase as demand recovered from covid-19 last year

Volume & Model Mix



Profit & Loss

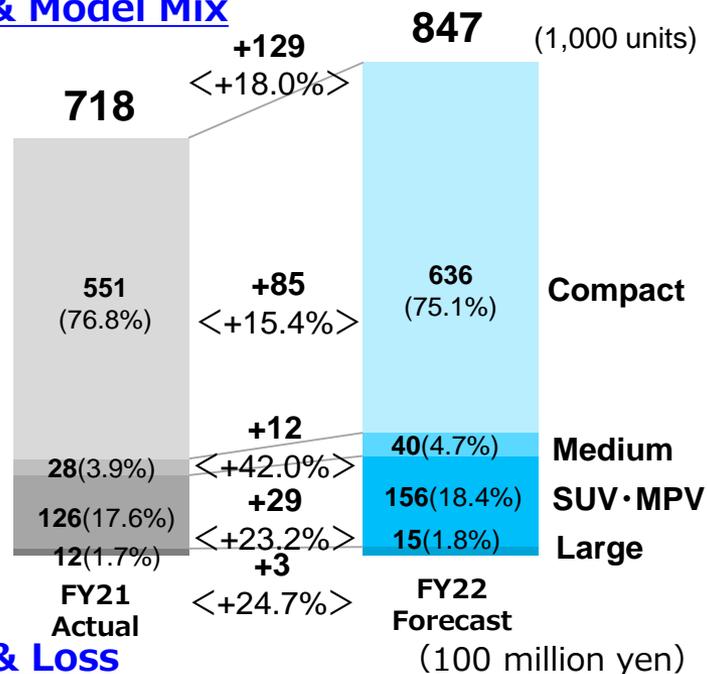
	FY21 Actual	FY22 Forecast	YOY Change
Revenue	1,444	1,800	355
Operating Profit	171	240	68
Operating Profit Ratio	11.9%	13.3%	—

2-4) FY2022 Financial Forecasts Revenue & Operating Profit by Region

Europe & Africa

Lower profit due to negative impacts of increased material price and overhead costs despite higher volume

Volume & Model Mix



Profit & Loss

	FY21 Actual	FY22 Forecast	YOY Change
Revenue	826	900	73
Operating Profit	60	50	△ 10
Operating Profit Ratio	7.3%	5.6%	-

(100 million yen)

2-5) FY2022 Financial Forecasts 1st/2nd by Region

Revenue

(100 million yen)

	1 st Half	2 nd Half	Full Year
Japan	3,427	3,872	7,300
The Americas	1,459	1,440	2,900
China	874	1,125	2,000
Asia & Oceania	819	980	1,800
Europe & Africa	398	501	900
Consolidated Total	6,520	7,479	14,000

Operating Profit

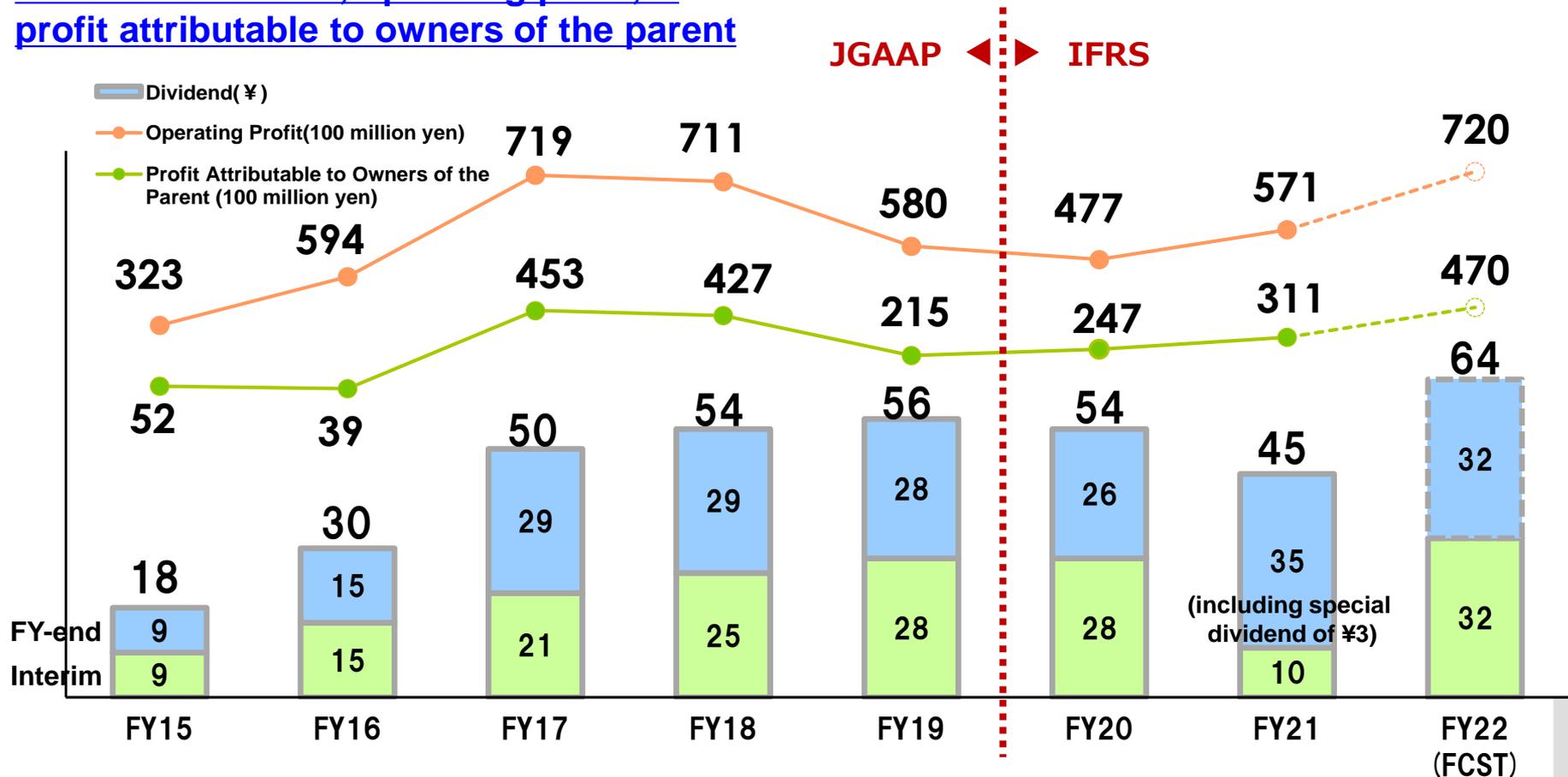
(100 million yen)

	1 st Half		2 nd Half		Full Year	
Japan	56	1.6%	123	3.2%	180	2.5%
The Americas	18	1.3%	61	4.3%	80	2.8%
China	47	5.4%	122	10.9%	170	8.5%
Asia & Oceania	117	14.3%	122	12.5%	240	13.3%
Europe & Africa	3	0.8%	46	9.3%	50	5.6%
Consolidated Total	242	3.7%	477	6.4%	720	5.1%

2-6) FY2022 Financial Forecasts Returning to Shareholders

- Interim dividends payout is ¥32, which is determined based on comprehensive evaluation of our ability to earn despite negative impact of production decline
- To keep long-term sustainable dividends for FY-end (dividends payout plan is ¥32)

Trends in dividend, operating profit, & profit attributable to owners of the parent



2-7) Concluding 1st Half FY2022 Financial Results

【2Q Results】

- Profit decreased compared to the announced target as of 1Q due to the **customer's production cut**
- However, **our ability to earn, such as new product effects and streamlined overhead costs, has steadily enhanced**

【Forecast after 3Q】

- **Increase and recovery in production from December is incorporated while customers reduce production until November**
- Making **company-wide efforts to secure profit** projecting cost increase including rise in material price

【Annual Forecast】

- **Mitigate the risk of decrease in profits through profit securing and maximize benefits from production increase by demonstrating our ability to earn, gained under low production, to achieve announced target**
- **Steadily implement action plans** to achieve objectives of 2025 Business Plan

Financial Results

1. 2nd Quarter FY2022 Financial Results

2. FY2022 Financial Forecasts

3. Appendix

Appendix1) Status of the Consolidated Statement of Financial Position (Sep.30, 2021)

○: Compared to the previous year(100 million yen)

Current assets

506.8billion yen

489.3billion yen

- decrease in operating receivables from lower sales

△174

Liabilities

476.1billion yen

447.6billion yen

- decrease in operating payables due to production decrease

△284

Assets

823.2billion yen

(the previous year end: 845.7 billion yen)

Equity

369.6billion yen

375.5billion yen

+59

Total equity attribute to owners of the parent
39.6%

41.9%

Non-current assets

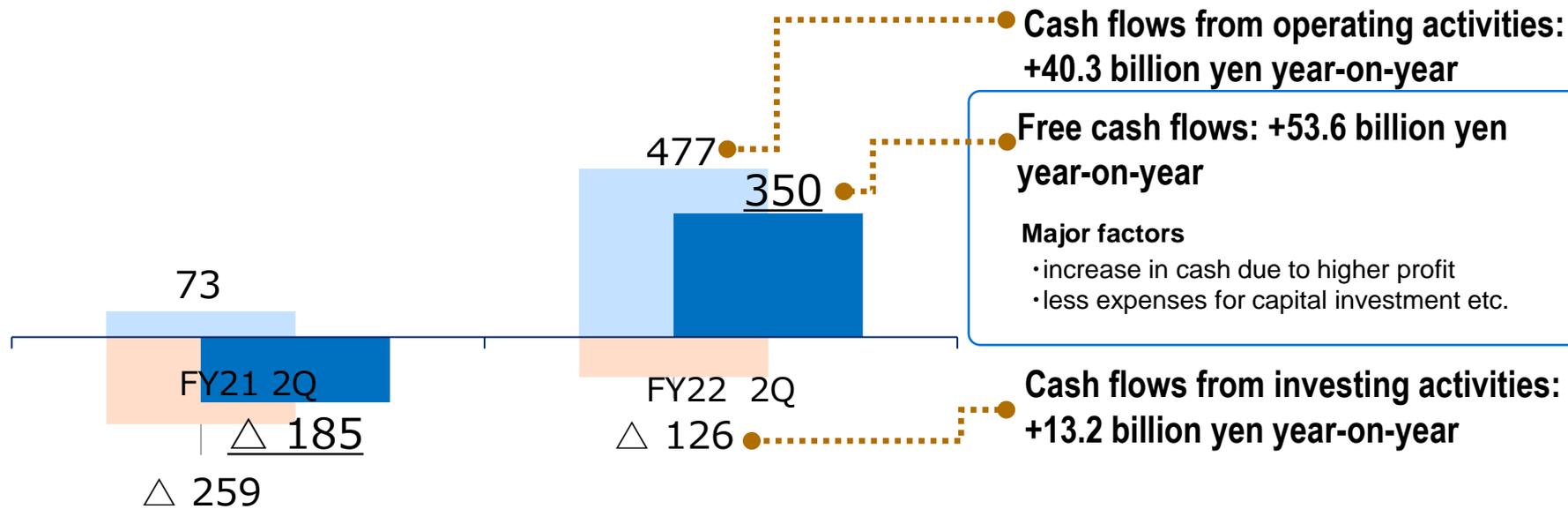
338.9billion yen

333.8billion yen

- decrease in property, plant and equipment due to the depreciation of global mainstay hub etc.

△50

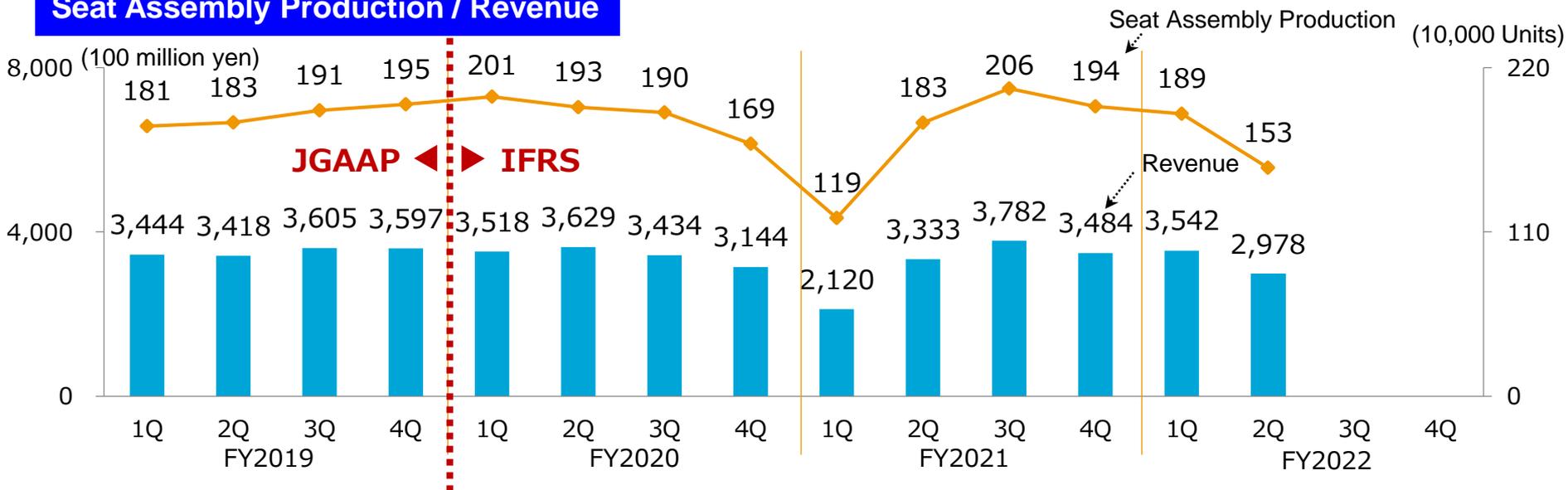
Appendix2) Consolidated Cash Flows



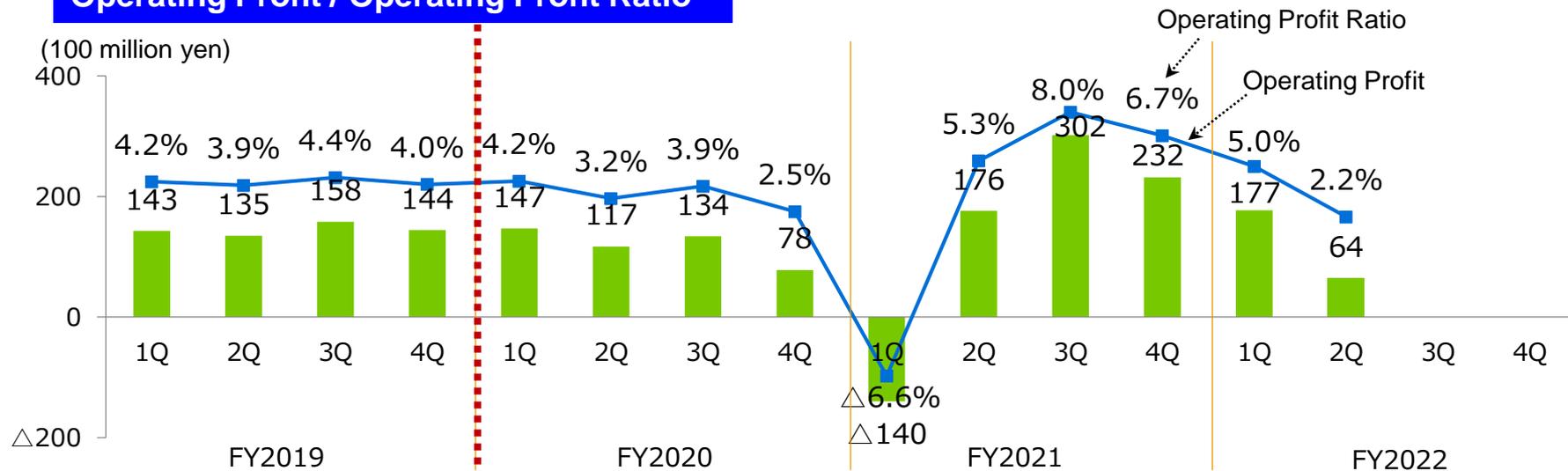
	(100 million yen)			(Reference)
	2Q FY21	2Q FY22	Change	FY21 Results
Cash flows from operating activities	73	477	403	744
Cash flows from investing activities	△ 259	△ 126	132	△ 513
Free cash flows	△ 185	350	536	230
Cash flows from financial activities	208	△ 179	△ 387	27
Impact of foreign exchange	2	△ 11	△ 14	59
Change in cash and cash equivalents	24	159	134	318
Balance of cash and cash equivalents	1,658	2,111	452	1,951

Appendix3) Quarterly Trends: Consolidated volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

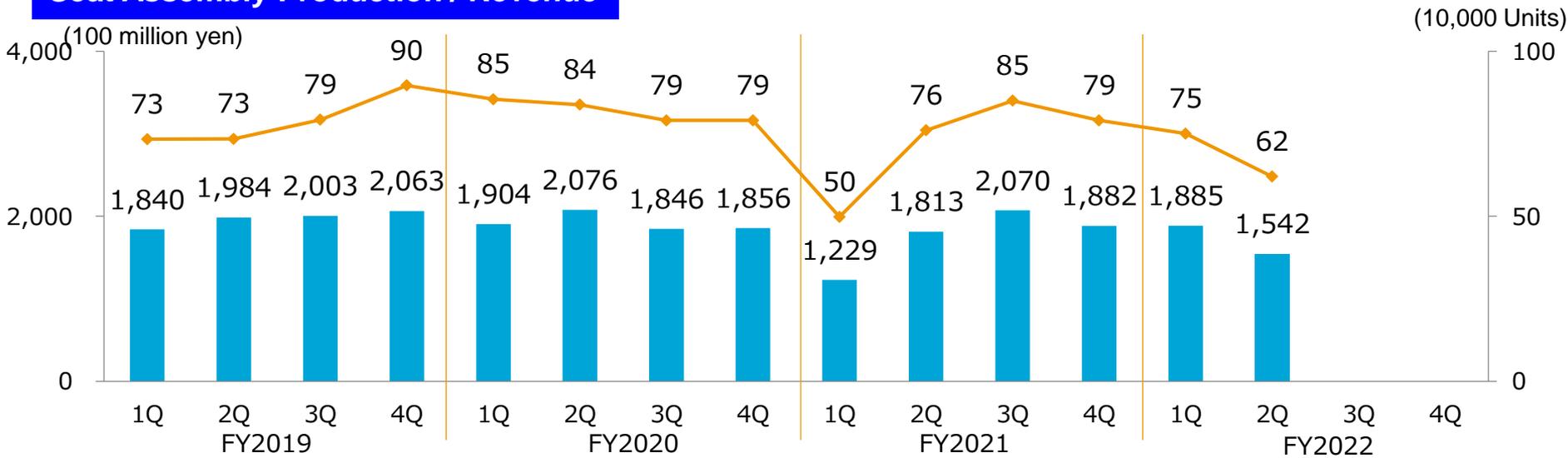


Operating Profit / Operating Profit Ratio

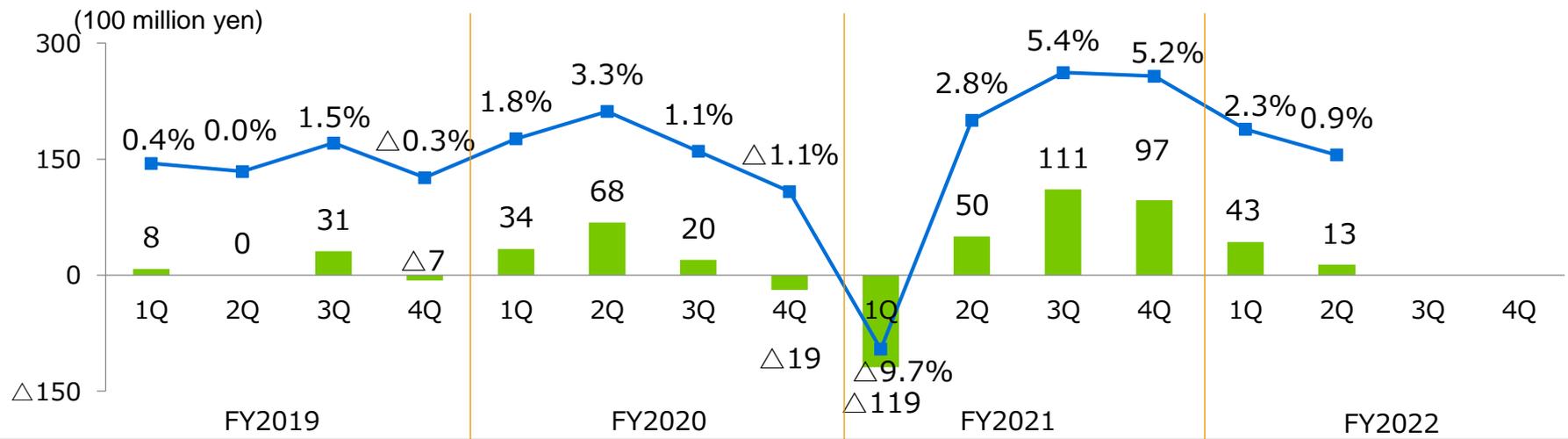


Appendix4) Quarterly Trends: Japan volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

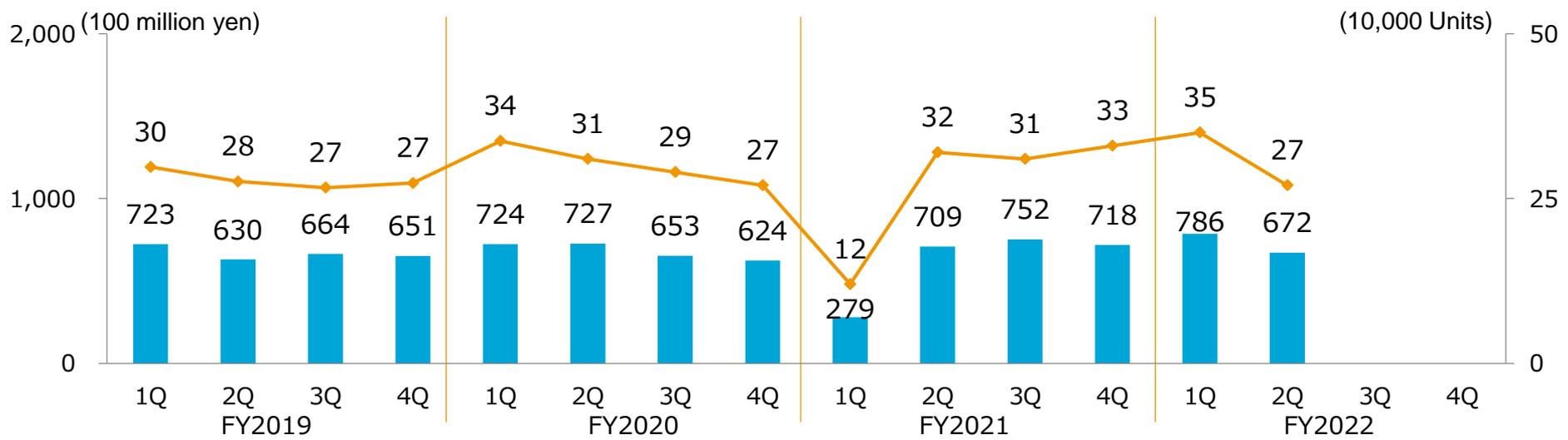


Operating Profit / Operating Profit Ratio

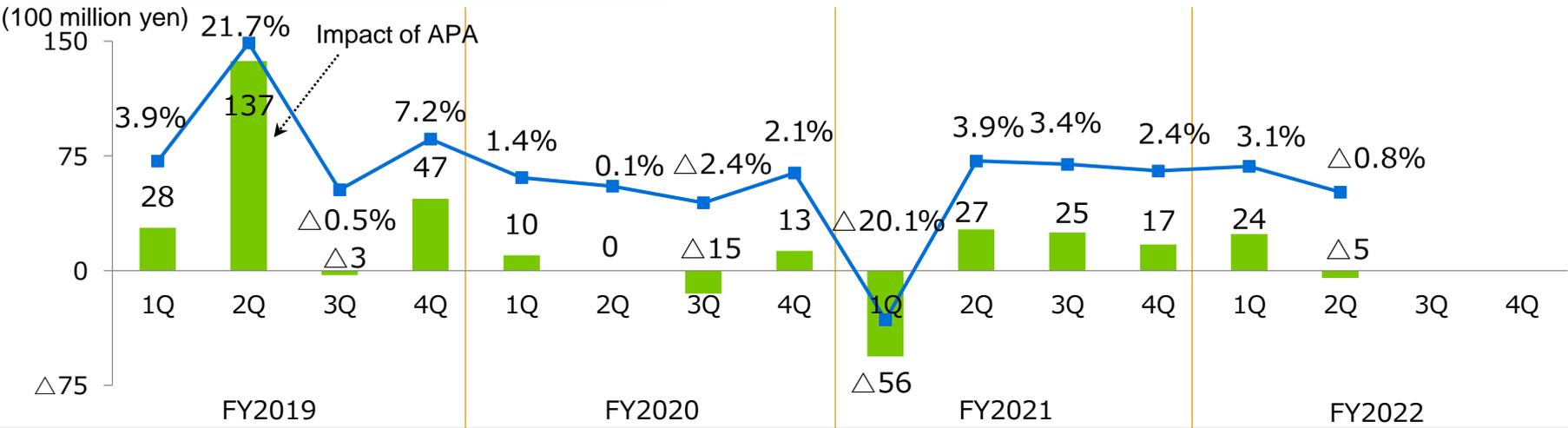


Appendix5) Quarterly Trends: The Americas volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

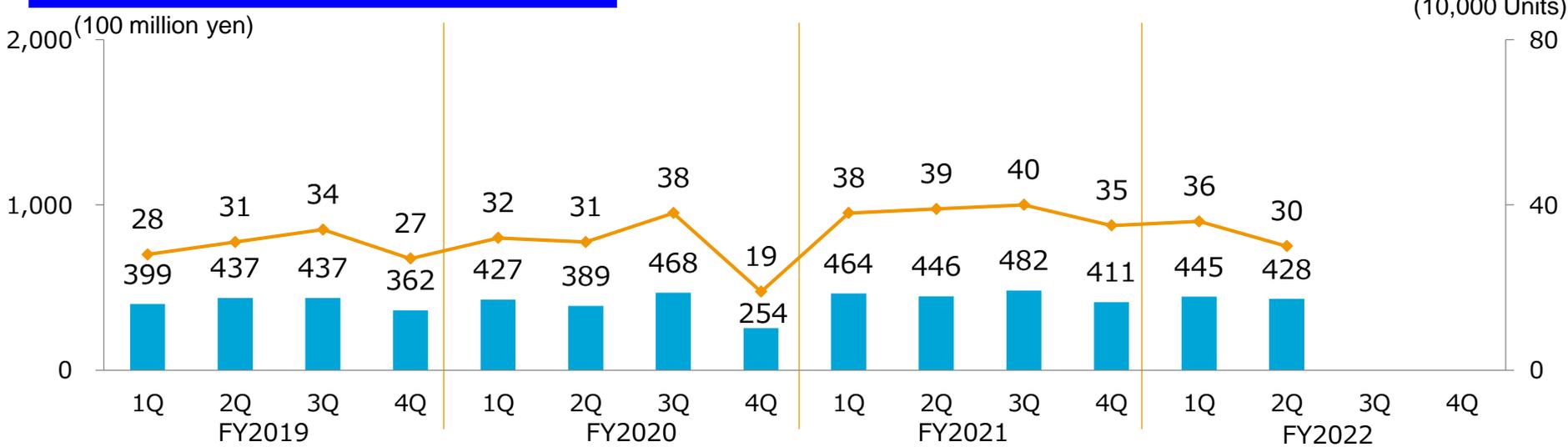


Operating Profit / Operating Profit Ratio

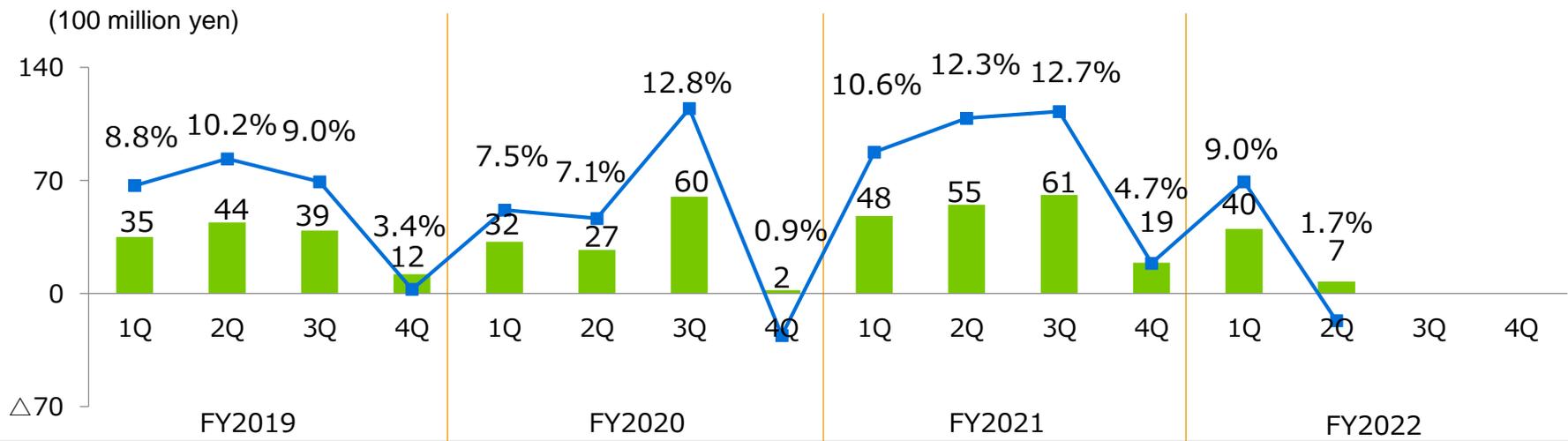


Appendix6) Quarterly Trends: China volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

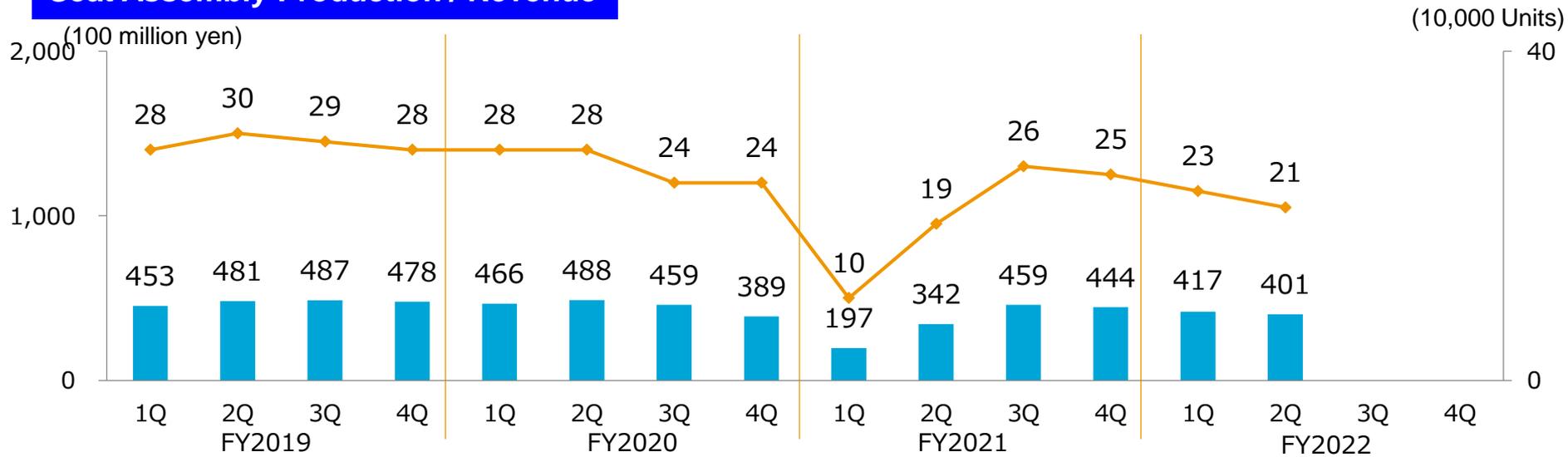


Operating Profit / Operating Profit Ratio

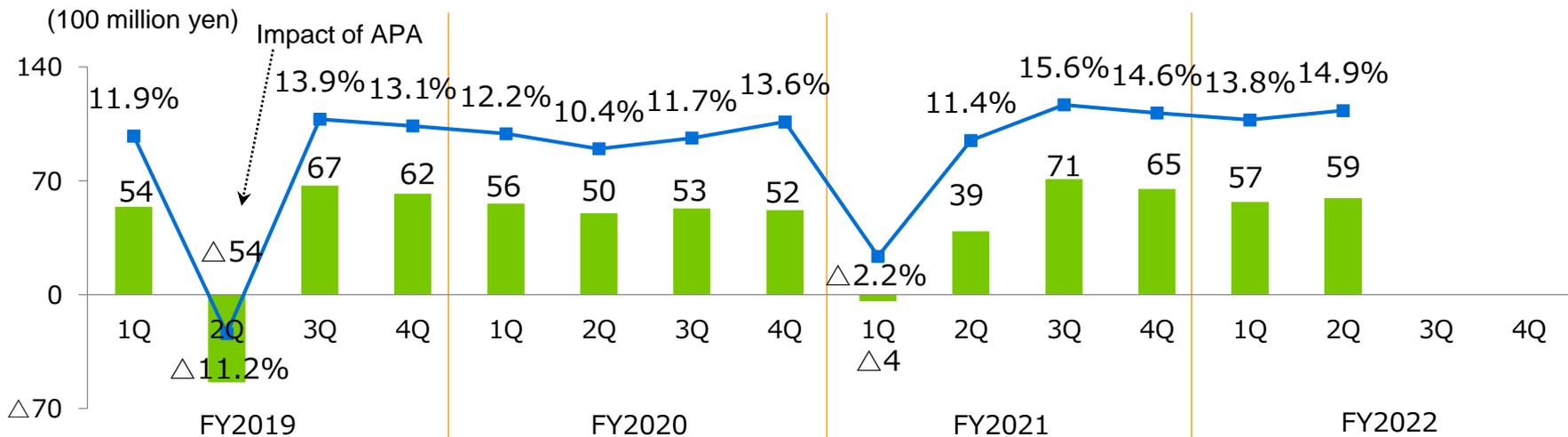


Appendix7) Quarterly Trends: Asia & Oceania volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

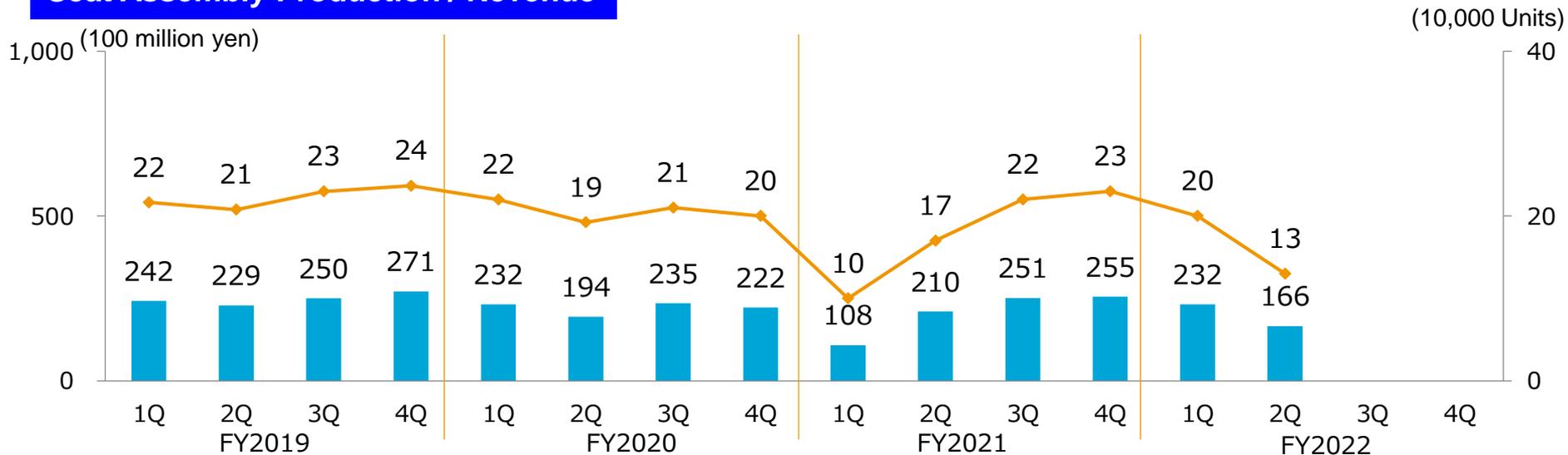


Operating Profit / Operating Profit Ratio

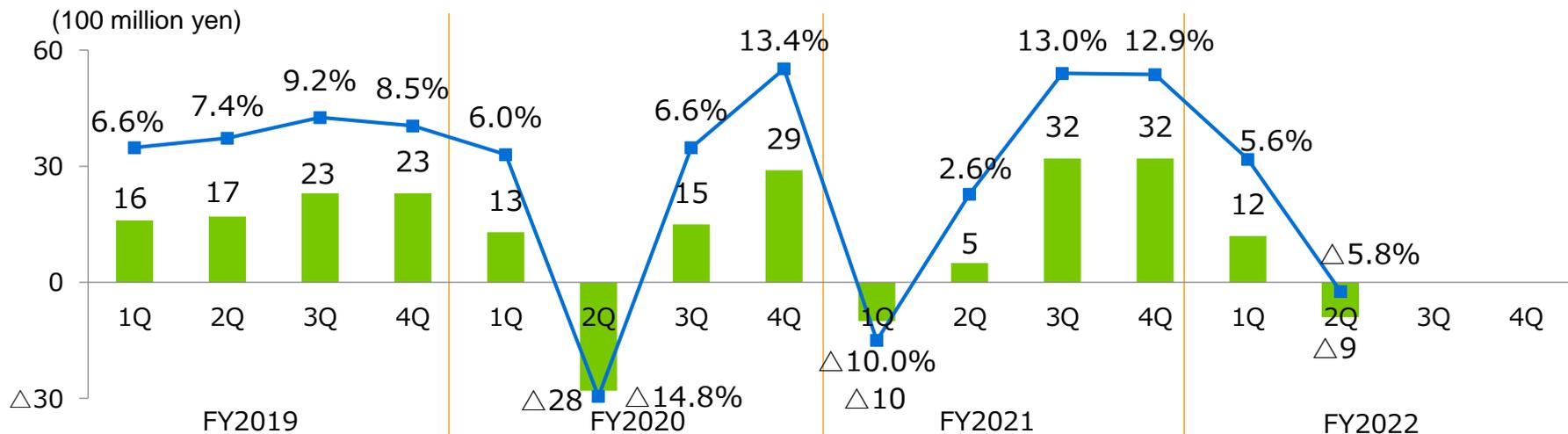


Appendix8) Quarterly Trends: Europe & Africa volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue



Operating Profit / Operating Profit Ratio





<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