



TOYOTA BOSHOKU CORPORATION

FY 2018

1st Quarter

Financial Results

ended Jun. 30, 2017

1. 1st Quarter FY2018 Financial Results
2. 1st Half FY2018 Financial Forecast
3. FY2018 Financial Forecast

1-1) 1st Quarter FY2018 Financial Highlights

1. Sales was higher than previous Q1 due to volume increase in Japan, China and Europe.
2. Operating Income was higher due to volume increase in Europe in spite of higher overhead costs.
3. Operating Income, Ordinary Income and Profit were revised upward in both 1st half and full year.

1-2) 1st Quarter FY2018 Financial Results

Consolidated Financial Results: Apr - Jun 2017

(100 million yen)

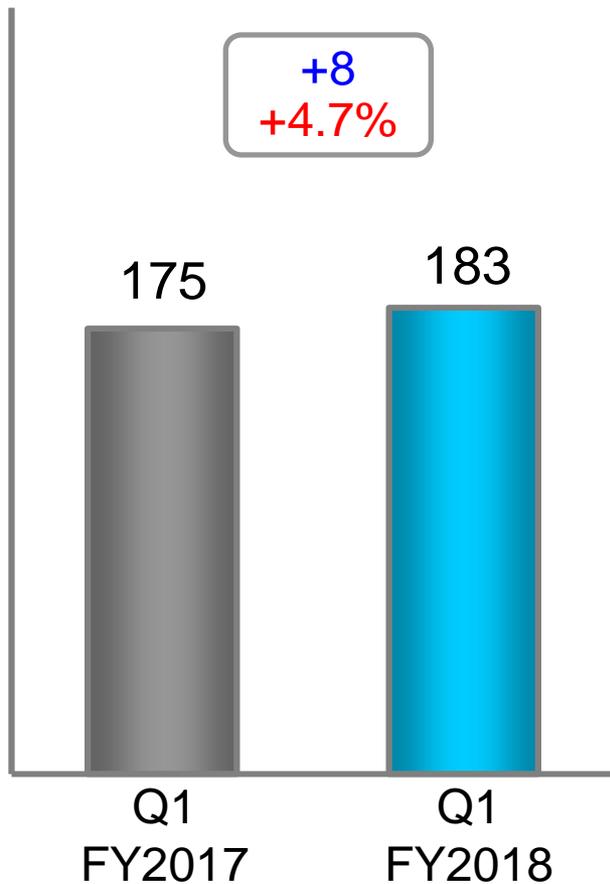
		Q1 FY2017		Q1 FY2018		YOY Change	
Net Sales		3,247	100%	3,324	100%	77	2.4%
Operating Income		159	4.9%	162	4.9%	2	1.7%
Ordinary Income		171	5.3%	170	5.1%	-1	-0.7%
Profit*		84	2.6%	100	3.0%	16	19.3%
Earnings Per Share		45.37 yen		54.10 yen			
Exchange Rate	USD	108 yen		111 yen		3 yen (weak yen)	
	EUR	122 yen		122 yen		-	

* Profit Attributable to Owners of Parent

Seat Assembly Production

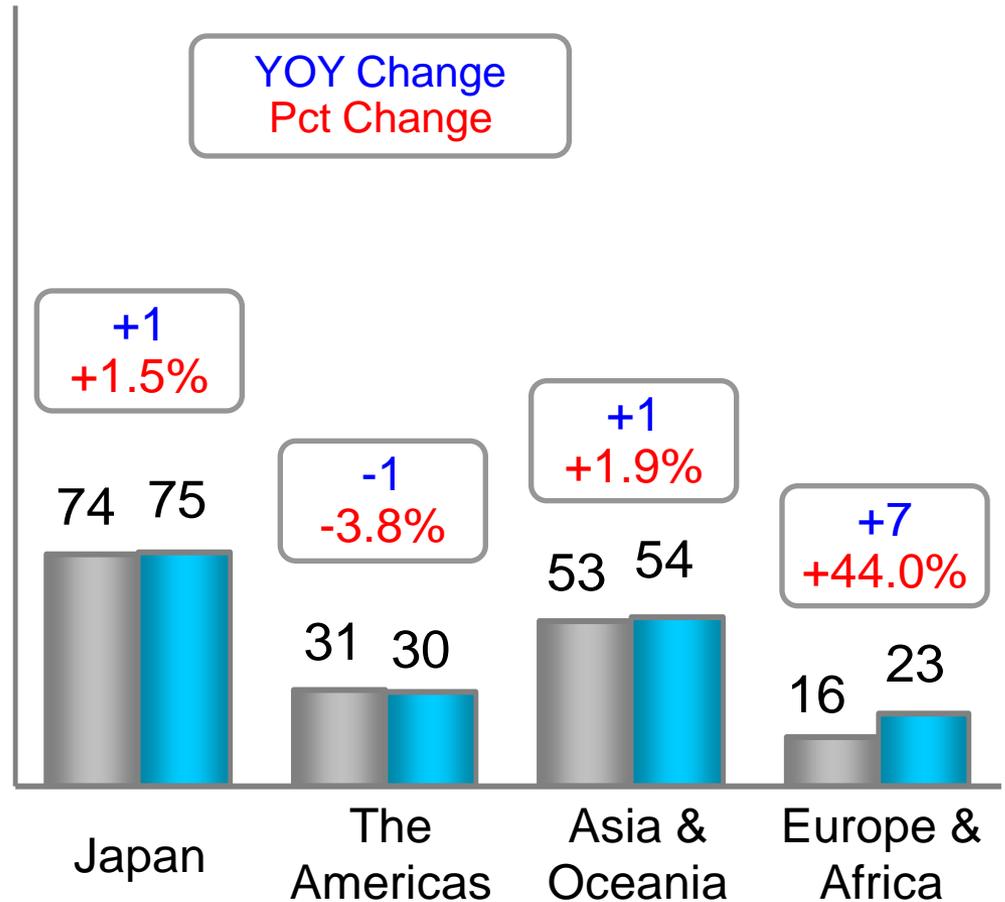
Total

(10,000 Units)



By Region

(10,000 Units)



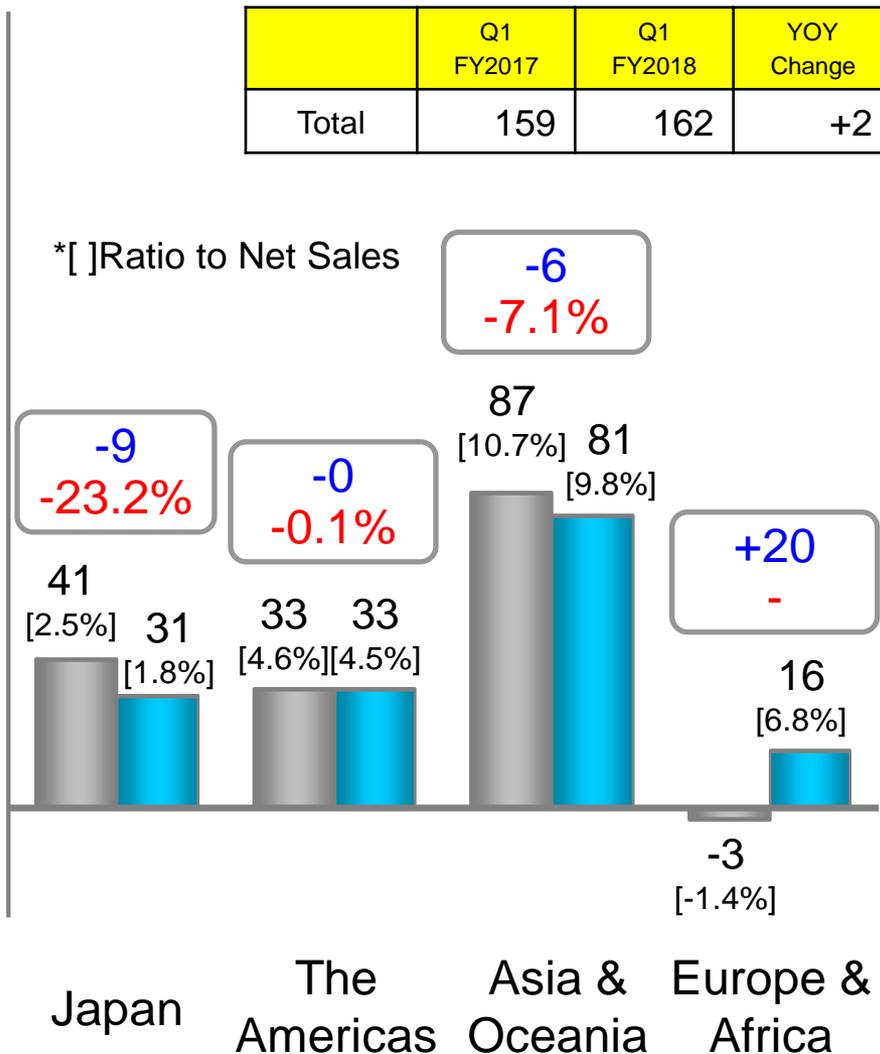
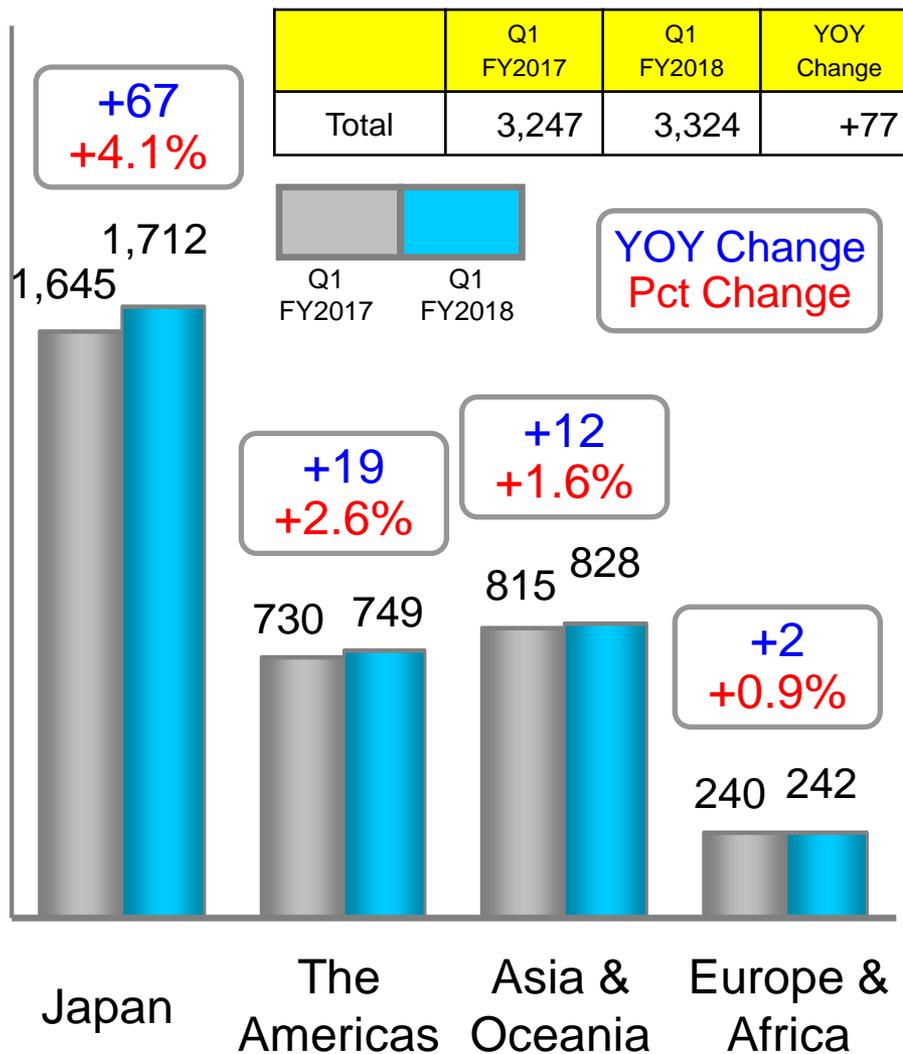
1-4) 1st Quarter FY2018 Financial Results Net Sales & Operating Income by Region

Net Sales

Operating Income

(100 million yen)

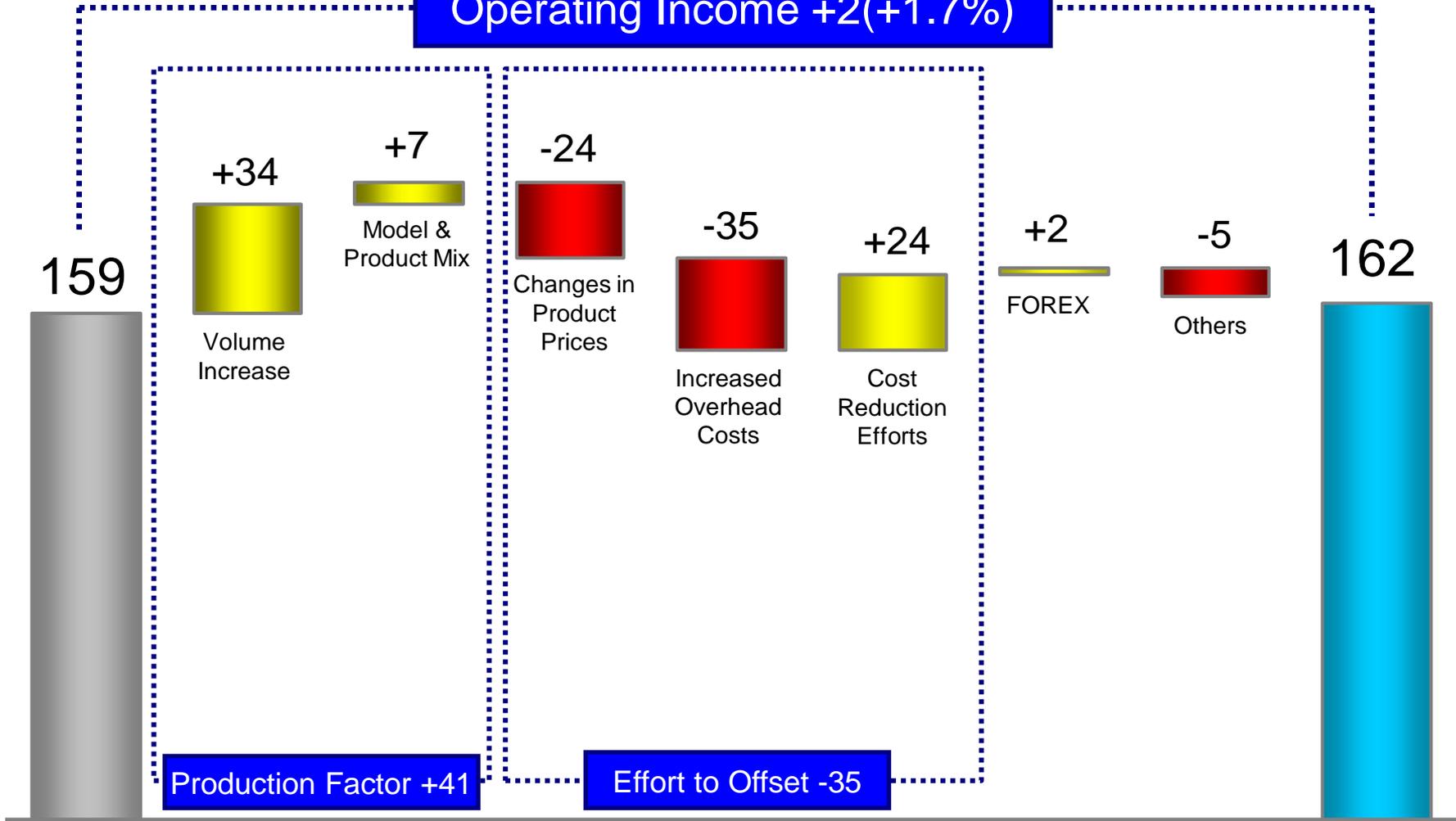
(100 million yen)



1-5) 1st Quarter FY2018 Financial Results Operating Income Variance Analysis

(100 million yen)

Operating Income +2(+1.7%)



Production Factor +41

Effort to Offset -35

Q1 FY2017
(Apr - Jun 2016)

Q1 FY2018
(Apr - Jun 2017)

1. 1st Quarter FY2018 Financial Results

2. 1st Half FY2018 Financial Forecast

3. FY2018 Financial Forecast

2-1) 1st Half FY2018 Financial Forecast

Consolidated Financial Forecast: Apr - Sep 2017

(100 million yen)

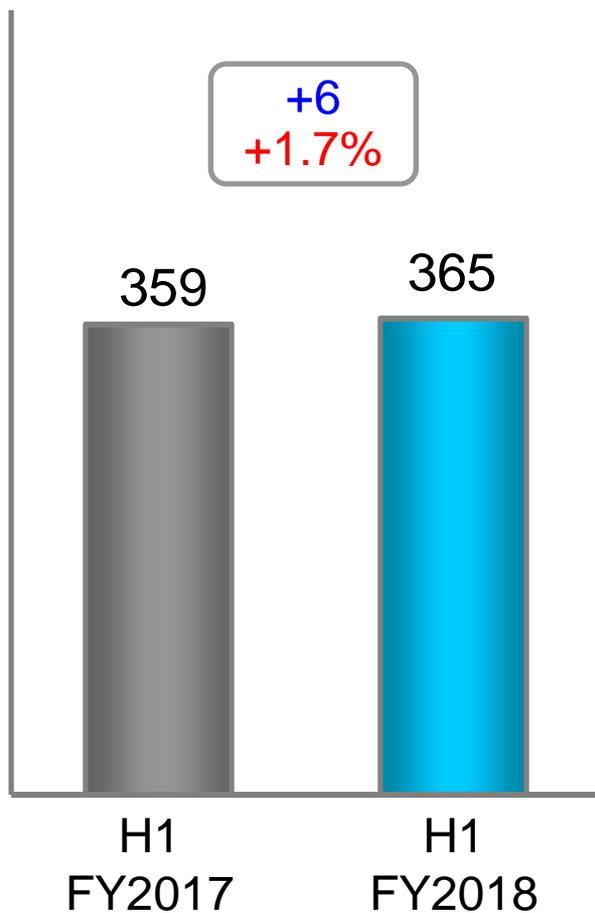
	H1 FY2018 (Original)		H1 FY2018 (Revised)		H1 FY2017		YOY Change (17 vs. 18 Revised)	
Net Sales	6,400	100%	6,650	100%	6,674	100%	-24	-0.4%
Operating Income	295	4.6%	310	4.7%	361	5.4%	-51	-14.2%
Ordinary Income	295	4.6%	320	4.8%	360	5.4%	-40	-11.3%
Profit*	170	2.7%	185	2.8%	132	2.0%	52	39.3%
Earnings Per Share	91.54 yen		99.62 yen		71.54 yen			
Dividend Per Share	25.00 yen		25.00 yen		21.00 yen			
Exchange Rate	USD	105 yen	111 yen		105 yen		6 yen (weak yen)	
	EUR	115 yen	124 yen		118 yen		6 yen (weak yen)	

*Profit Attributable to Owners of Parent

Seat Assembly Production

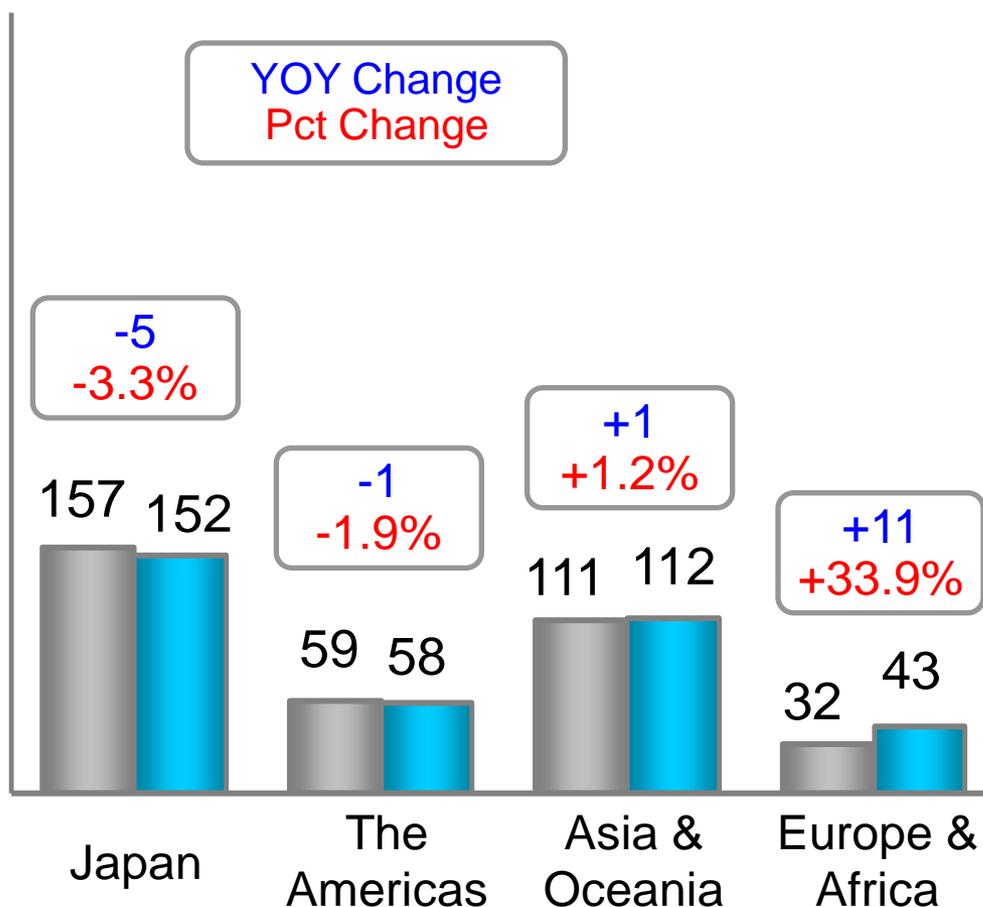
Total

(10,000 Units)



By Region

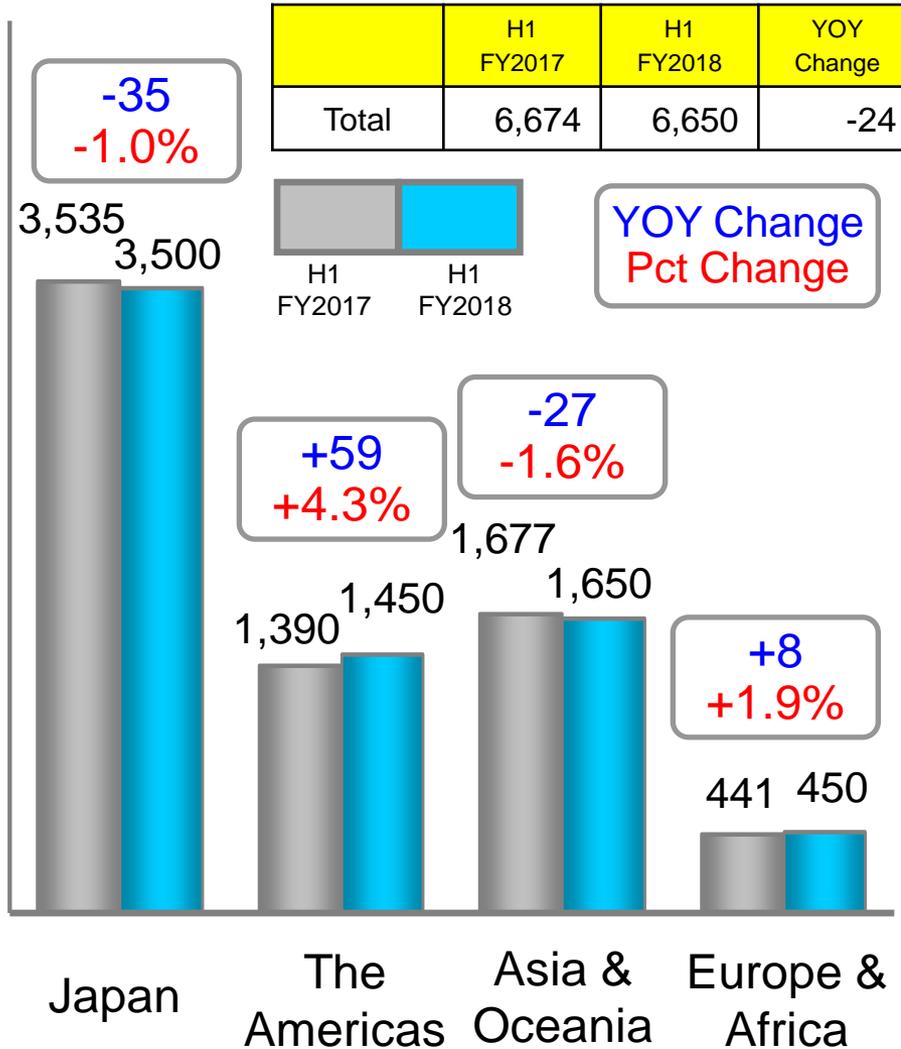
(10,000 Units)



2-3) 1st Half FY2018 Financial Forecast Net Sales & Operating Income by Region

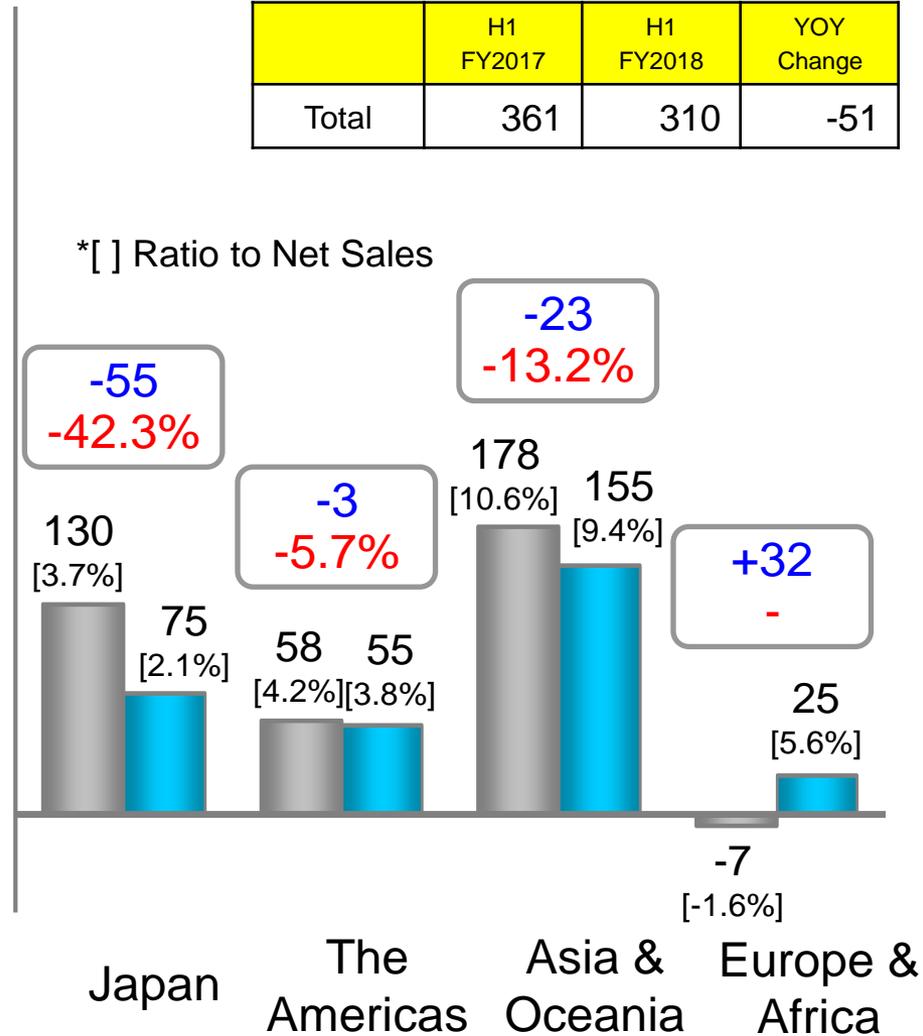
Net Sales

(100 million yen)



Operating Income

(100 million yen)



1. 1st Quarter FY2018 Financial Results

2. 1st Half FY2018 Financial Forecast

3. FY2018 Financial Forecast

3-1) FY2018 Financial Forecast

Consolidated Financial Forecast: Apr 2017 - Mar 2018

(100 million yen)

	FY2018 (Original)		FY2018 (Revised)		FY2017		YOY Change (17 vs. 18 Revised)	
Net Sales	13,000	100%	13,500	100%	13,579	100%	-79	-0.6%
Operating Income	600	4.6%	630	4.7%	719	5.3%	-89	-12.4%
Ordinary Income	600	4.6%	640	4.7%	772	5.7%	-132	-17.1%
Profit*	380	2.9%	400	3.0%	453	3.3%	-53	-11.8%
Earnings Per Share	204.62 yen		215.39 yen		244.28 yen			
Dividend Per Share	50.00 yen		50.00 yen		50.00 yen			
Exchange Rate	USD	105 yen	110 yen		108 yen		2 yen (weak yen)	
	EUR	115 yen	124 yen		119 yen		5 yen (weak yen)	

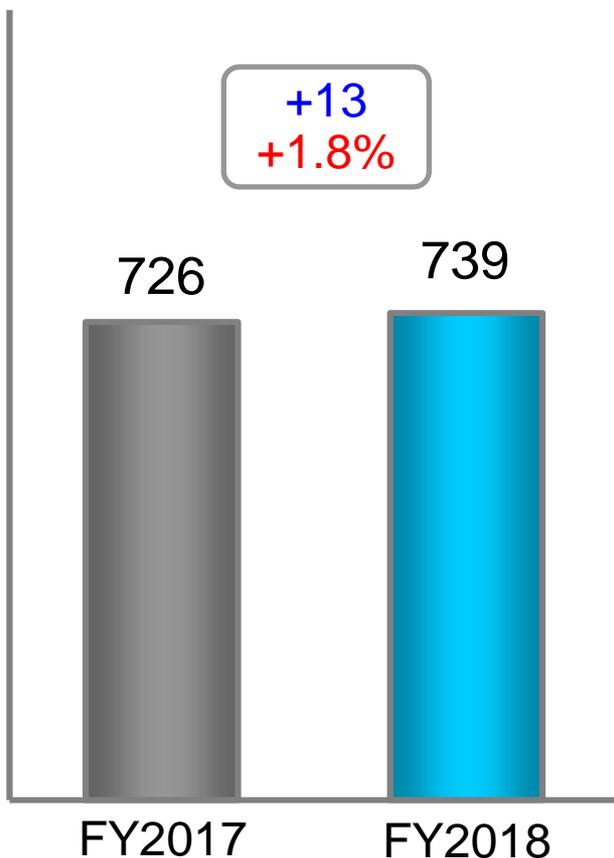
* Profit Attributable to Owners of Parent

3-2) FY2018 Financial Forecast Unit Production by Region

Seat Assembly Production

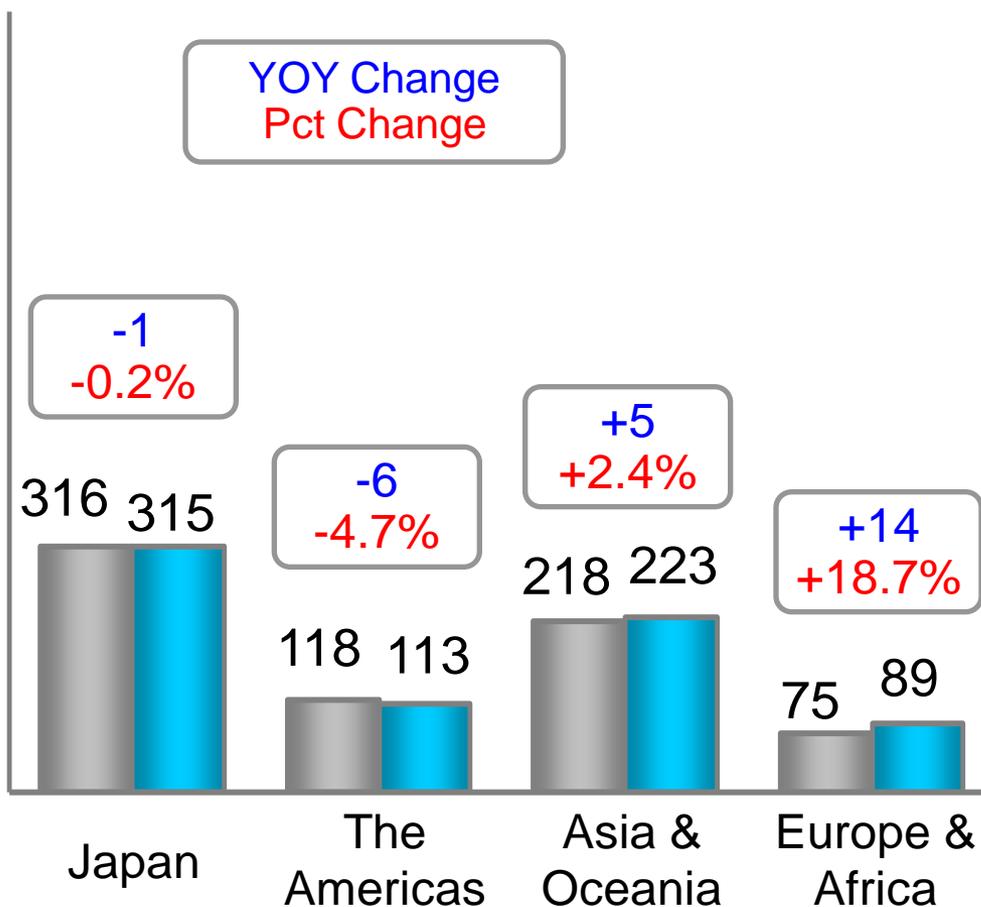
Total

(10,000 Units)



By Region

(10,000 Units)



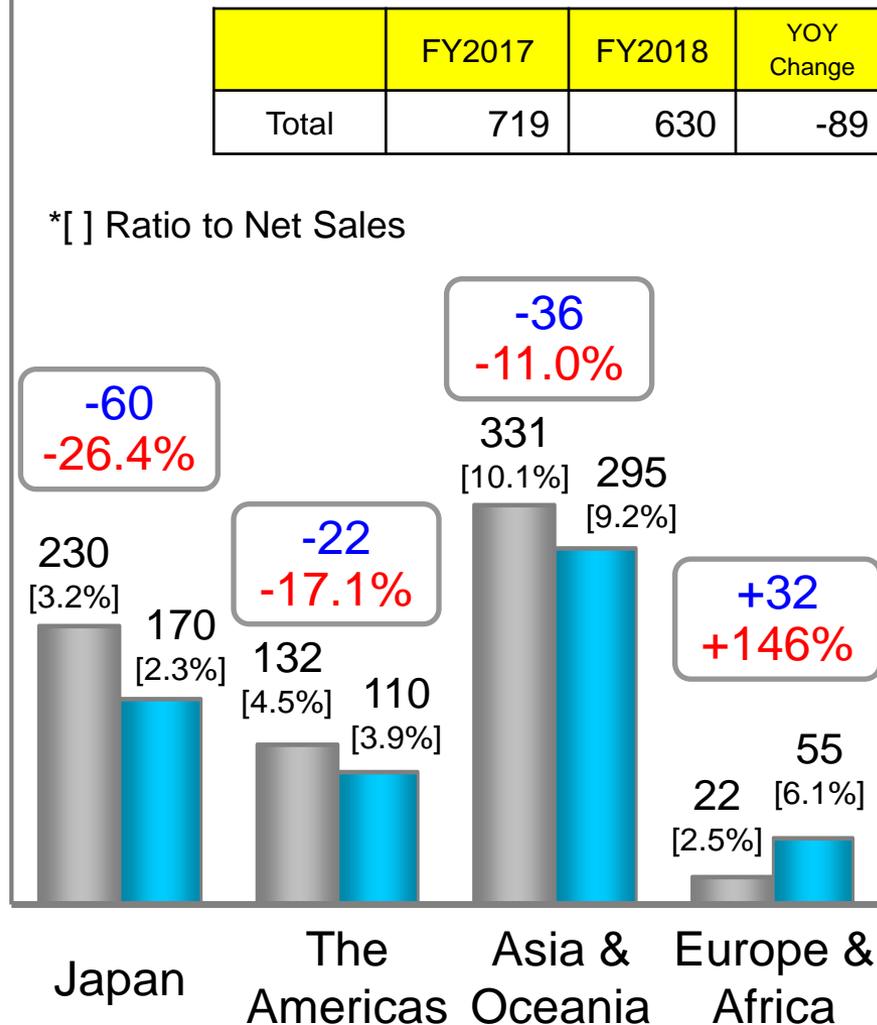
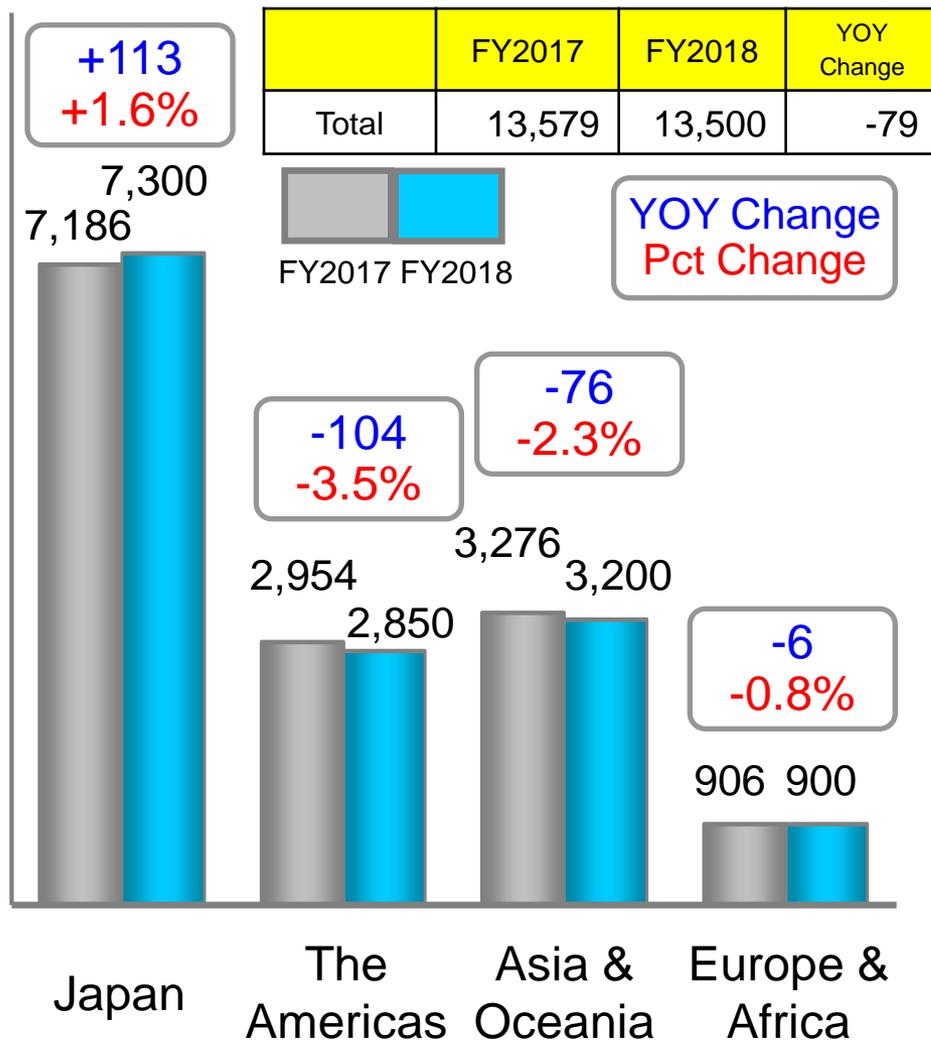
3-3) FY2018 Financial Forecast Net Sales & Operating Income by Region

Net Sales

Operating Income

(100 million yen)

(100 million yen)



3-4) FY2018 Financial Forecast Operating Income Variance Analysis

(100 million yen)

Operating Income -89 (-12.4%)

719

+33

Volume Increase

-124

Model & Product Mix

+13

New Models (Value Improvement)

-146

Changes in Product Prices

Cost Increase for Growth Strategy, -50

-63

Increased Overhead Costs

+196

Cost Reduction Efforts

+11

FOREX

-9

Others

630

One-time Profit in FY2017, -45

Production Factor -78

Effort to Offset -13

FY2017

(Apr – Mar 2017)

FY2018

(Apr – Mar 2018)

3-5) FY2018 Financial Forecast By Half Year

Net Sales

(100 million yen)

	FY2018 Forecast: Apr 2017 – Mar 2018		
	H1: Apr - Sep	H2: Oct - Mar	Full Year
Japan	3,500	3,800	7,300
The Americas	1,450	1,400	2,850
Asia & Oceania	1,650	1,550	3,200
Europe & Africa	450	450	900
Consolidation	6,650	6,850	13,500

Operating Income

(100 million yen)

	FY2018 Forecast: Apr 2017 – Mar 2018					
	H1: Apr - Sep		H2: Oct - Mar		Full Year	
Japan	75	2.1%	95	2.5%	170	2.3%
The Americas	55	3.8%	55	3.9%	110	3.9%
Asia & Oceania	155	9.4%	140	9.0%	295	9.2%
Europe & Africa	25	5.6%	30	6.7%	55	6.1%
Consolidation	310	4.7%	320	4.7%	630	4.7%



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.