



TOYOTA BOSHOKU CORPORATION

3rd Quarter FY2018

Financial Results

ended Dec. 31, 2017

1. 3rd Quarter FY2018 Financial Results
2. FY2018 Financial Forecasts

1-1) Overview of 3rd Quarter Financial Results

<Q3 FY2018 Financial Results>

Operating income was lower than the previous year mainly due to higher labor costs & overhead costs for new product R&D & action for our future plan in spite of higher sales due to volume increase in China & Europe.

<FY2018 Financial Forecasts>

Full year forecasts of operating income, ordinary income & net profit* have been revised upward based on current model mix.

* Profit Attributable to Owners of Parent

1-2) 3rd Quarter FY2018 Financial Results

Overview of Financial Results

(100 million yen)

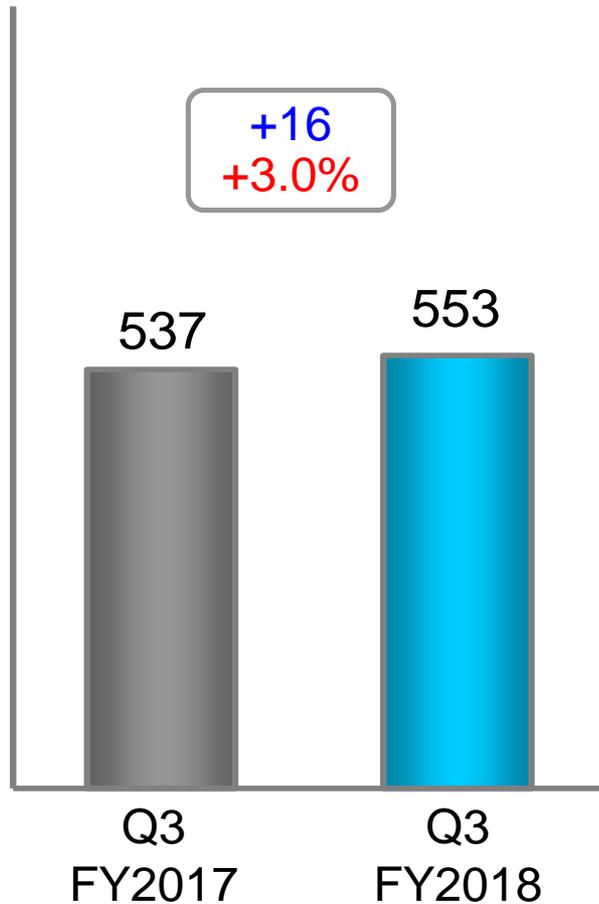
		Q3 FY2017		Q3 FY2018		YOY Change	
Net Sales		10,007	100%	10,330	100%	322	3.2%
Operating Income		528	5.3%	494	4.8%	-33	-6.3%
Ordinary Income		548	5.5%	518	5.0%	-29	-5.4%
Profit*		276	2.8%	285	2.8%	8	3.1%
Earnings Per Share		148.96 yen		153.53yen			
Exchange Rate	USD	107 yen		112 yen		5 yen (weak yen)	
	EUR	118 yen		129 yen		11 yen (weak yen)	

* Profit Attributable to Owners of Parent

Seat Assembly Production

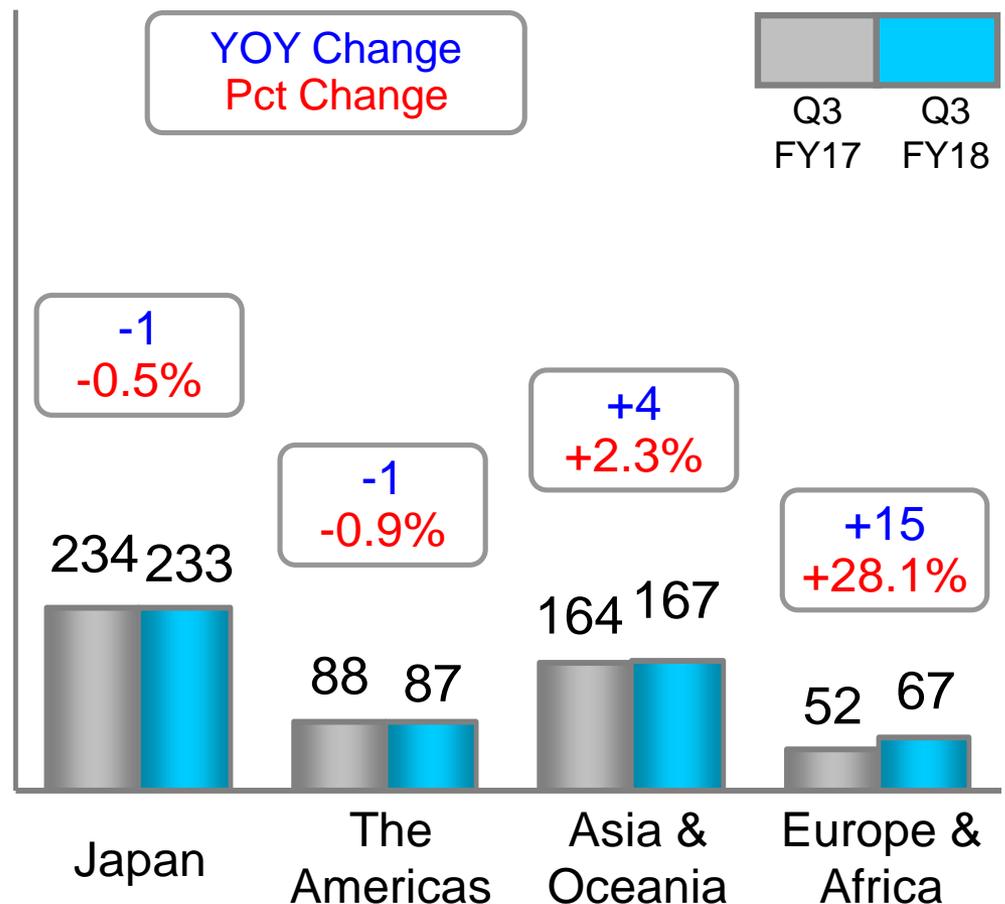
Total

(10,000 Units)



By Region

(10,000 Units)

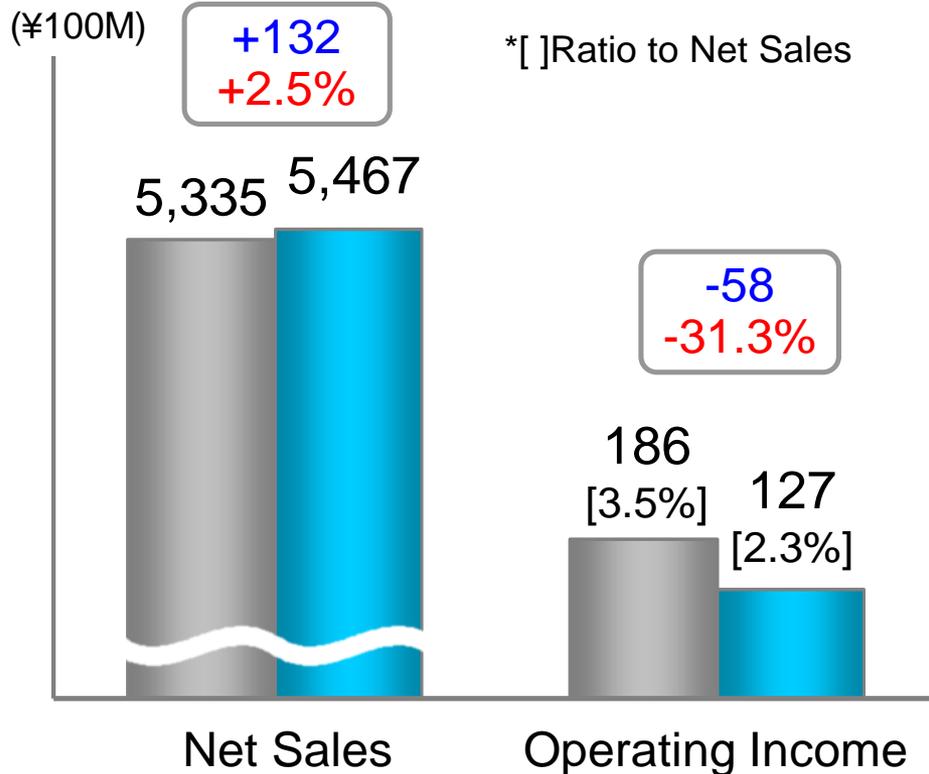


1-4) 3rd Quarter FY2018 Financial Results Net Sales & Operating Income by Region

Japan

Income Variance ¥-58(100M)

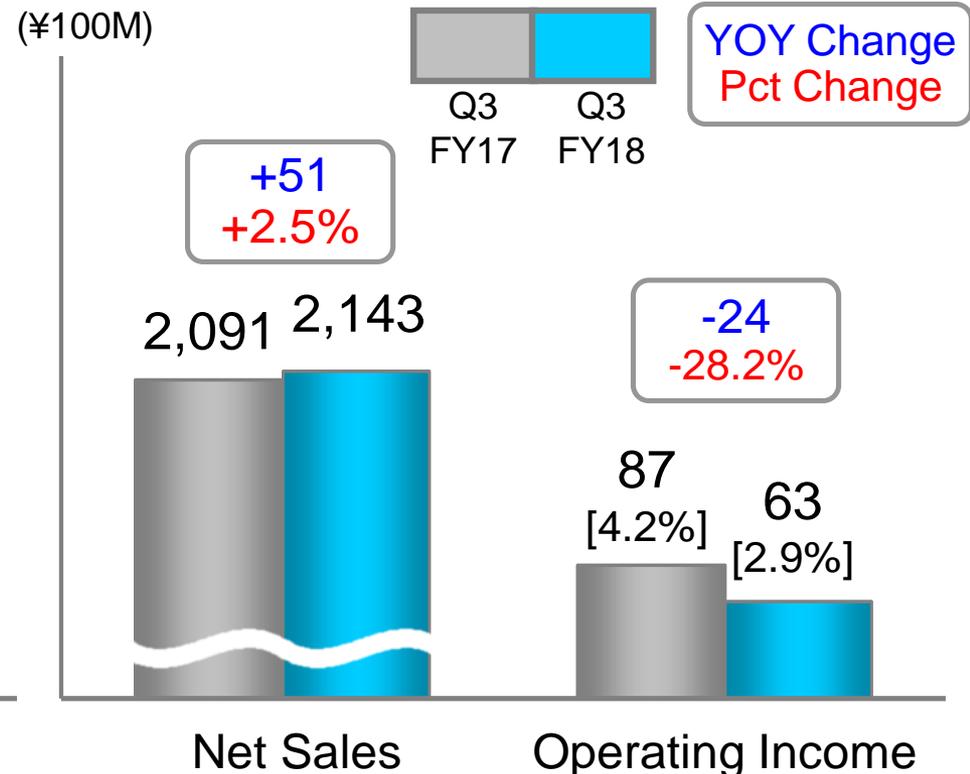
- Higher Sales Due to Model Mix Change
- Higher Labor & Overhead Costs for New Product R&D & Growth Strategy



The Americas

Income Variance ¥-24(100M)

- Higher Sales Due to Forex Impact
- Lower Profit Due to Model Mix Change & Start-up Costs for New Products

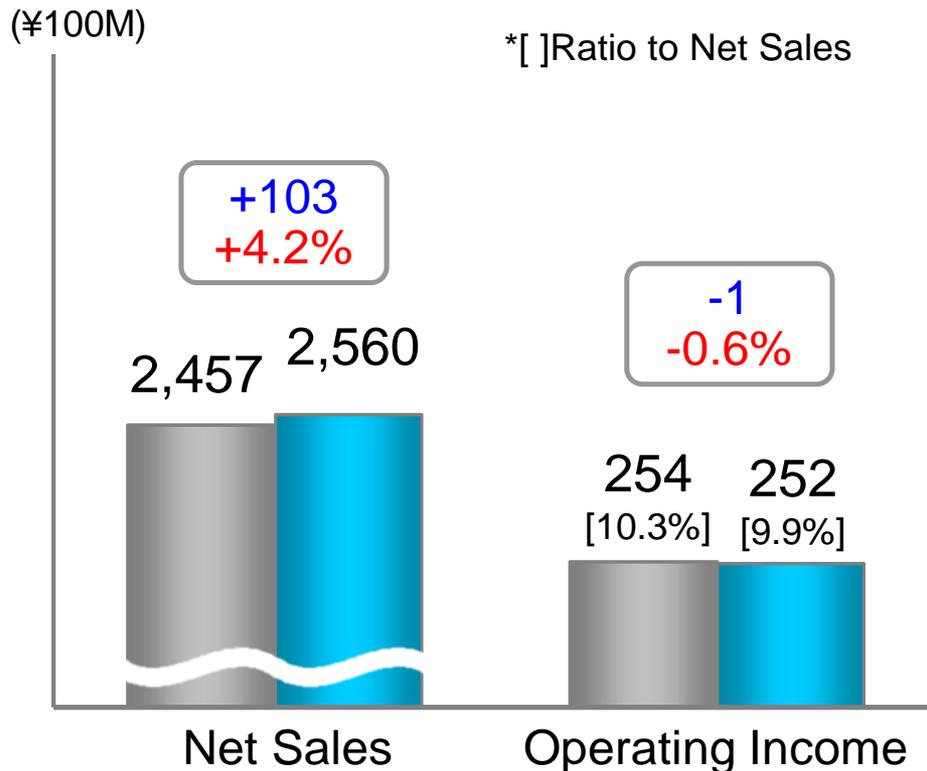


1-4) 3rd Quarter FY2018 Financial Results Net Sales & Operating Income by Region

Asia & Oceania

Income Variance ¥-1(100M)

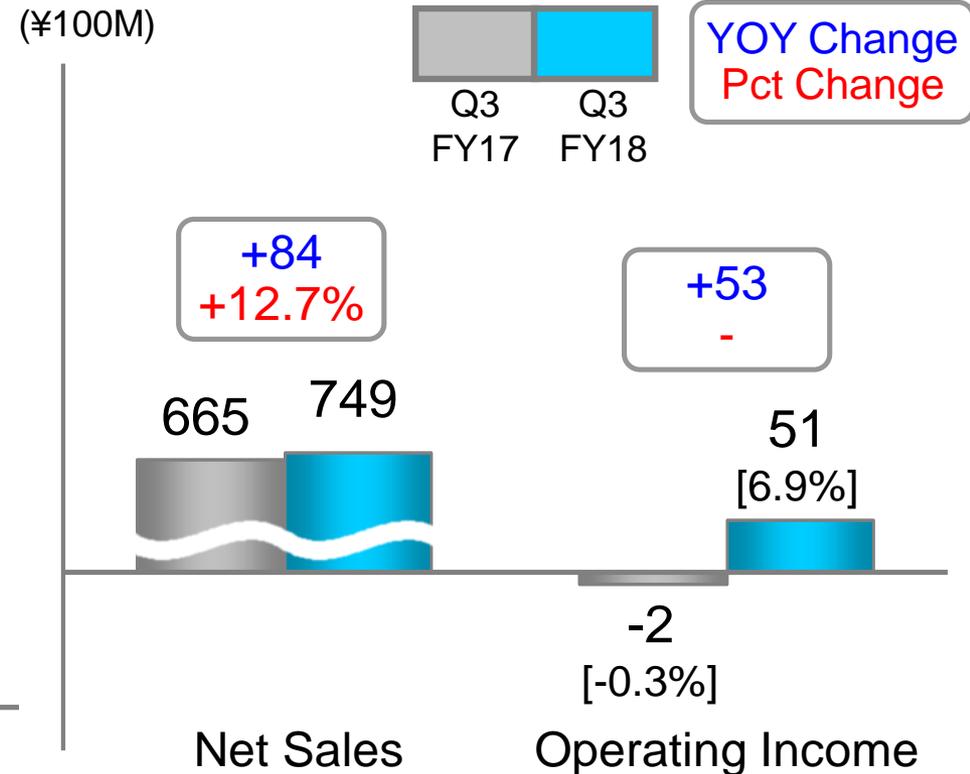
- Higher Sales Due to Forex Impact
- Loss of One-time Profit Accrued in FY2017



Europe & Africa

Income Variance ¥+53(100M)

- Unprofitable Business Cut Off
- Volume Increase of New Models Launched in FY2017



1-5) 3rd Quarter FY2018 Financial Results Operating Income Variance Analysis

(100 million yen)

Operating Income -33(-6.3%)

528



+35
Volume Increase

-11
Model & Product Mix

+5
New Models (Value Improvement)

-82
Changes in Product Prices

-95
Increased Overhead Costs

+95
Cost Reduction Efforts

+24
FOREX

-4
Others

494



Production Factor +29

Effort to Offset -82

Q3 FY2017
(Apr – Dec 2016)

Q3 FY2018
(Apr – Dec 2017)

1. 3rd Quarter FY2018 Financial Results

2. FY2018 Financial Forecasts

2-1) FY2018 Financial Forecasts

FY2018 Financial Forecasts

(100 million yen)

	FY2018 (Previous)		FY2018 (Latest)		FY2017		YOY Change (17 vs. 18 Latest)	
Net Sales	13,500	100%	13,900	100%	13,579	100%	+320	+2.4%
Operating Income	630	4.7%	660	4.7%	719	5.3%	-59	-8.3%
Ordinary Income	640	4.7%	690	5.0%	772	5.7%	-82	-10.7%
Profit*	400	3.0%	410	2.9%	453	3.3%	-43	-9.6%
Earnings Per Share	215.39 yen		220.78 yen		244.28 yen			
Dividend Per Share	50.00 yen		50.00 yen		50.00 yen			
Exchange Rate	USD	111 yen	111 yen	108 yen	3 yen (weak yen)			
	EUR	128 yen	129 yen	119 yen	10 yen (weak yen)			

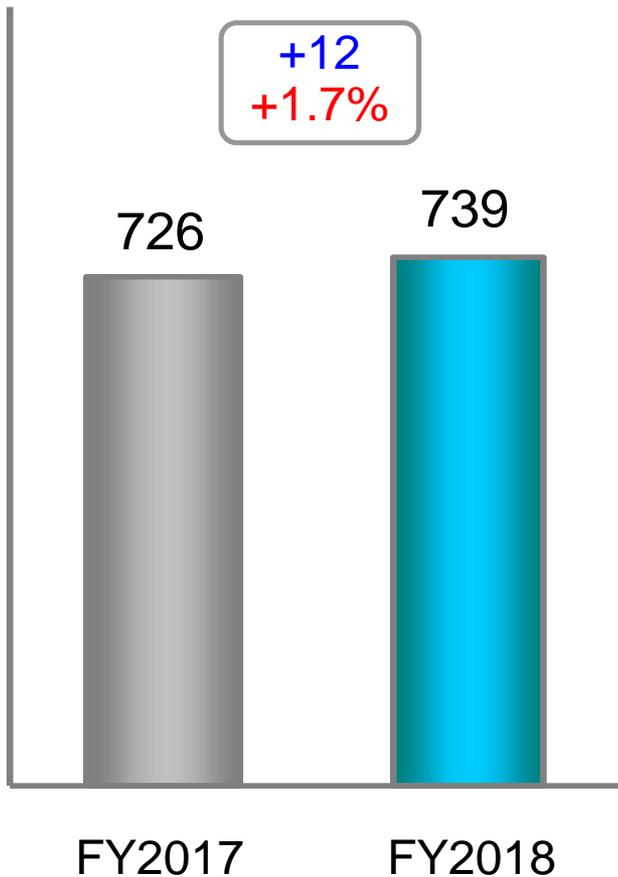
* Profit Attributable to Owners of Parent

2-2) FY2018 Financial Forecasts Unit Production by Region

Seat Assembly Production

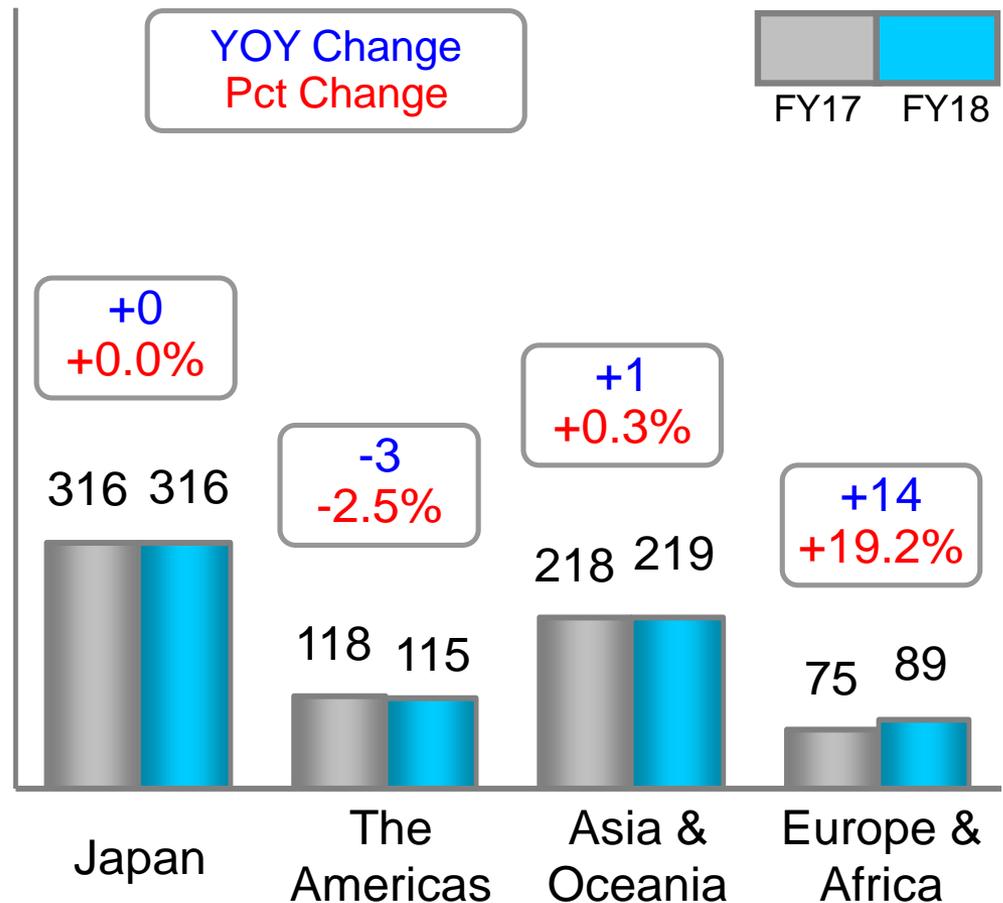
Total

(10,000 Units)



By Region

(10,000 Units)



2-3) FY2018 Financial Forecasts Net Sales & Operating Income by Region

Japan

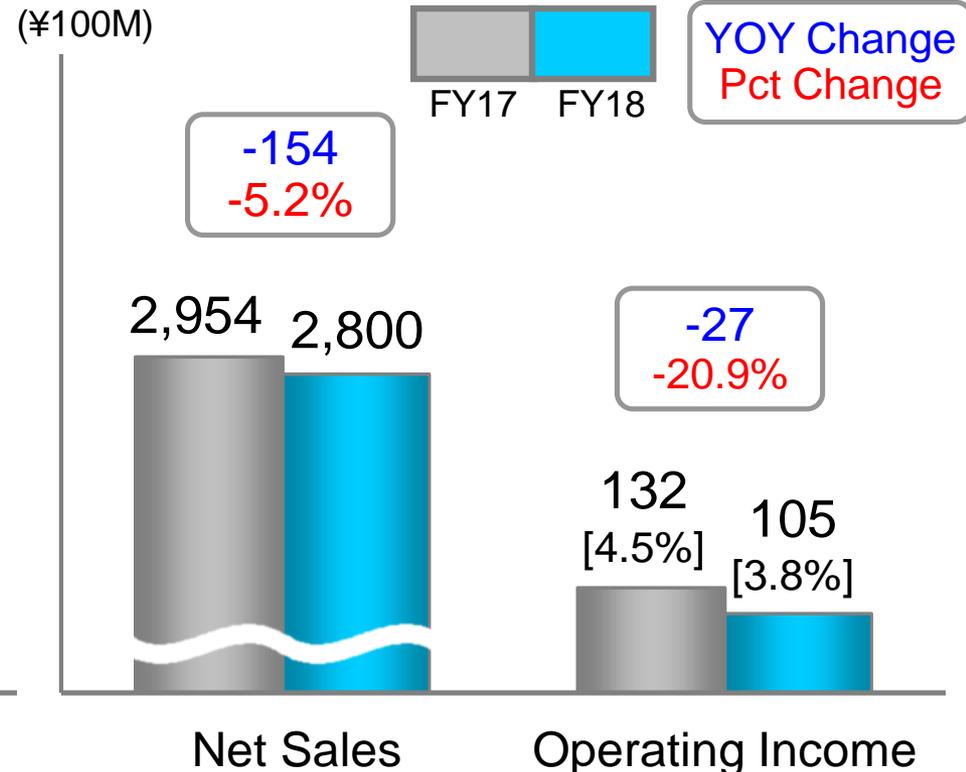
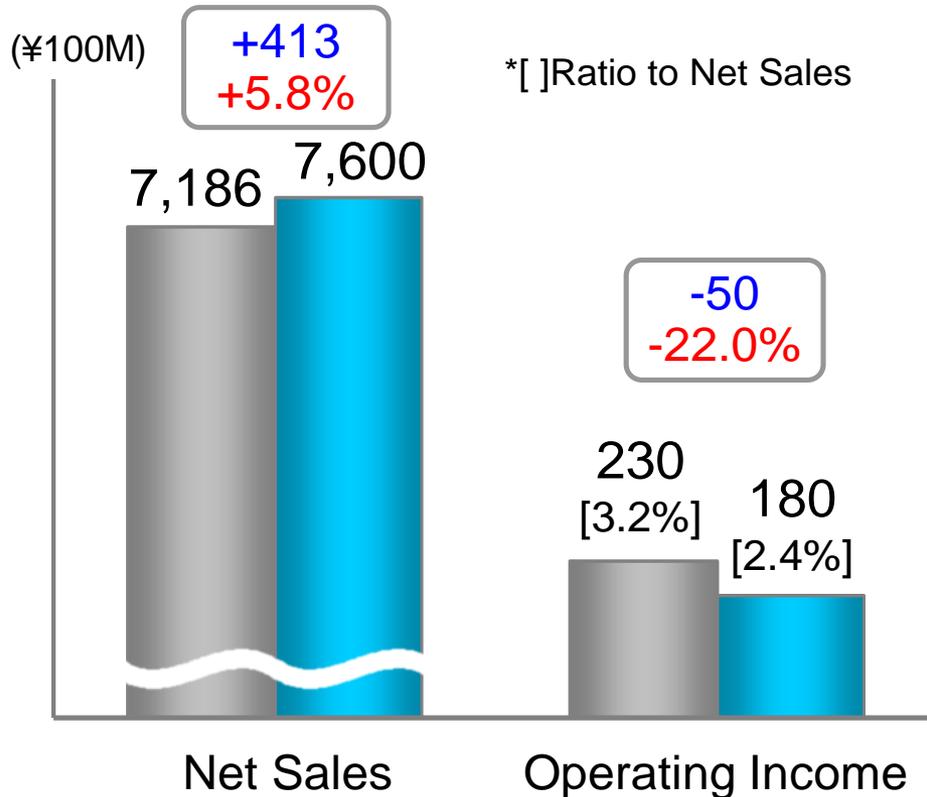
The Americas

Income Variance ¥-50(100M)

- Higher Profit Due to New Products & Value Improvement by Seat Grade Addition
- Higher Labor & Overhead Costs

Income Variance ¥-27(100M)

- Model & Product Mix Change & Start-up Costs for New Products
- Loss of One-time Profit Accrued in FY2017

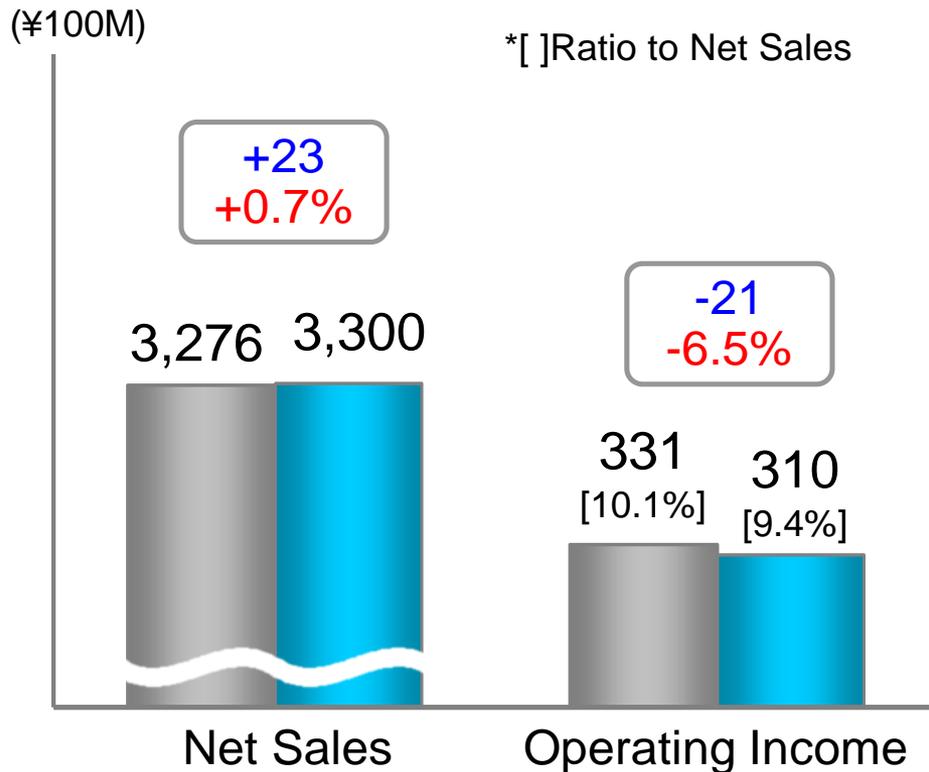


2-3) FY2018 Financial Forecasts Net Sales & Operating Income by Region

Asia & Oceania

Income Variance ¥-21(100M)

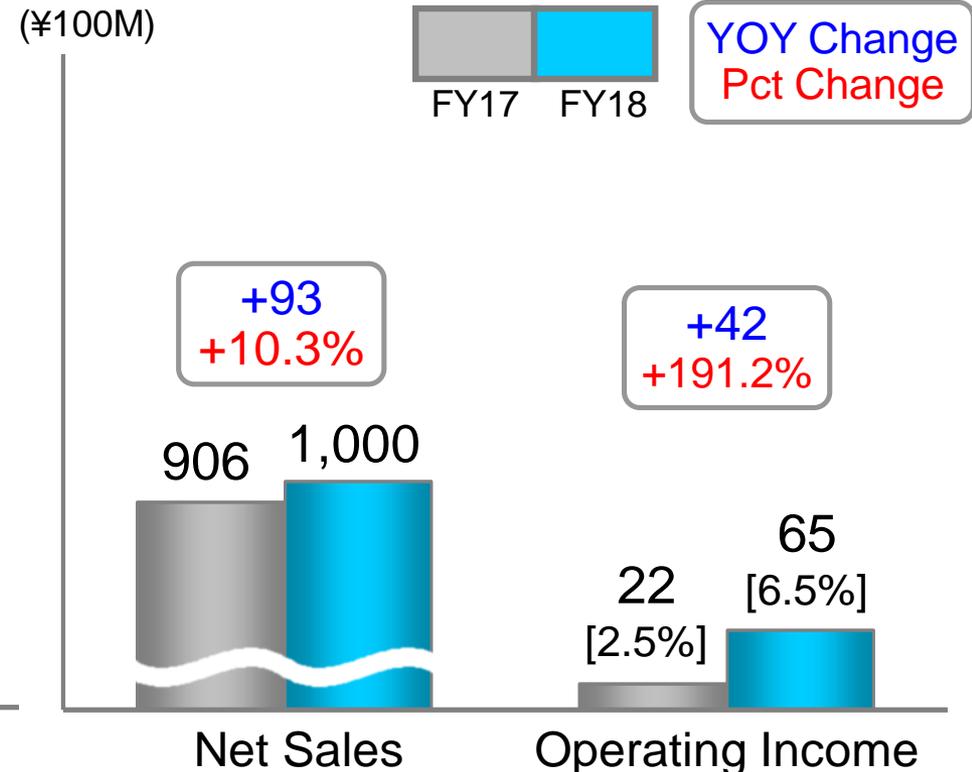
- Model Mix Change Mainly in China
- Loss of One-time Profit Accrued in FY2017



Europe & Africa

Income Variance ¥+42(100M)

- Unprofitable Business Cut Off
- Volume Increase of New Models Launched in FY2017



2-4) FY2018 Financial Forecasts Operating Income Variance Analysis

(100 million yen)

Operating Income -59(-8.3%)

719

+42
Volume Increase

-96
Model & Product Mix

+13
New Models (Value Improvement)

-123
Changes in Product Prices

-68
Increased Overhead Costs

+149
Cost Reduction Efforts

+28
FOREX

-4
Others

660

One-time Profit -34

Production Factor -41

Effort to Offset -42

FY2017

(Ended Mar 2017)

FY2018

(Ending Mar 2018)

2-5) FY2018 Financial Forecasts by Half Year

Net Sales

(100 million yen)

	FY2018 Forecasts		
	1 st Half (Actual)	2 nd Half	Full Year
Japan	3,485	4,115	7,600
The Americas	1,440	1,360	2,800
Asia & Oceania	1,720	1,580	3,300
Europe & Africa	468	532	1,000
Consolidation	6,723	7,177	13,900

Operating Income

(100 million yen)

	FY2018 Forecasts					
	1 st Half (Actual)		2 nd Half		Full Year	
Japan	70	2.0%	110	2.7%	180	2.4%
The Americas	45	3.1%	60	4.4%	105	3.8%
Asia & Oceania	174	10.1%	136	8.6%	310	9.4%
Europe & Africa	29	6.2%	36	6.8%	65	6.5%
Consolidation	318	4.7%	342	4.8%	660	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.