

FY2017 3rd QTR Consolidated Financial Result Overview



Jan. 30th, 2018
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Managing Director

The earnings projections and other forward-looking statements herein are based on certain assumptions made in light of the information currently available to ALPINE and include potential risks and uncertainty. Actual results could differ from these forecasts due to changes in various factors surrounding the businesses of the Company

FY2017 3rd QTR
Consolidated Financial Result
Overview

	FY2016 3 rd QTR (Ended Mar. 2017)	FY2017 3 rd QTR (Ending Mar. 2018)	% (vs FY16)
Net sales	¥181.3bln	¥197.5bln	+ ¥16.1bln +8.9%
Operating Income	¥4.6bln	¥9.2bln	+ ¥4.6bln + 100.4%
Ordinary Income	¥7.0bln	¥9.0bln	+ ¥1.9bln + 28.1%
Profit attributable to owners of parent	¥7.9bln	¥5.7bln	△ ¥2.2bln △ 27.9%
	¥107/\$ ¥118/€	¥112/\$ ¥129/€	+ ¥5/\$ + ¥11/€
E.P.S	¥115.57	¥83.37	
Dividend	¥15 (interim)	¥15 (interim)	
R.O.E.	5.6%	3.9%	
R.O.A.	3.9%	2.7%	

Sales + ¥ 16.1bln
 Net Sales Change +¥8.2bln
 Exchange rate impact + ¥ 7.9bln

« Details »

- USD + ¥ 5.0bln
- EUR + ¥ 1.4bln
- CNY etc. + ¥ 1.5bln

【Foreign Exchange Sensitivity】
Impact on Operating Income
 • USD per ¥1 ¥140mil/year
 • EUR per ¥1 ¥80mil/year

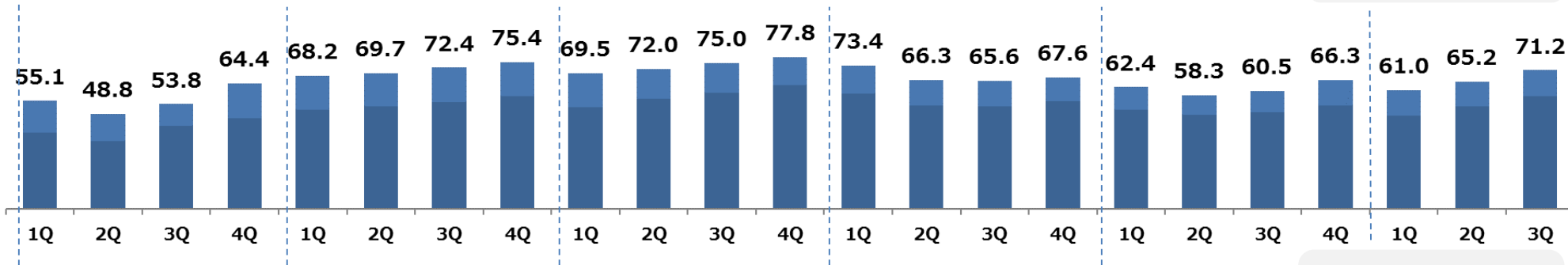
Quarterly Result (Segment)



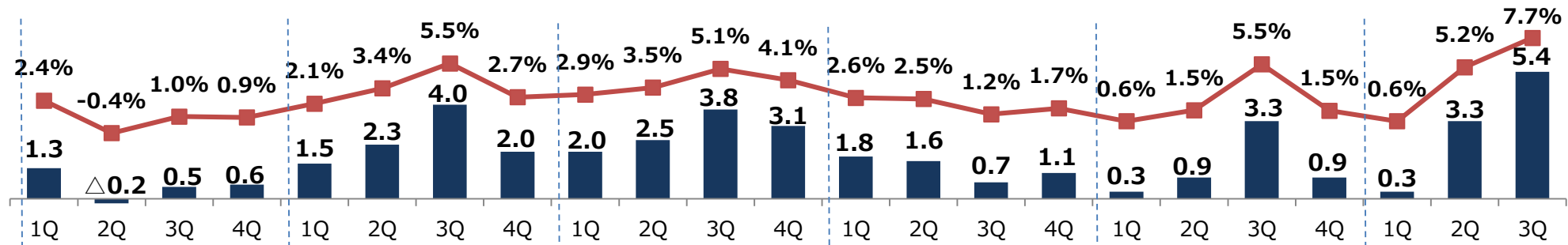
Audio Information & Communication Sales

Unit: ¥billion

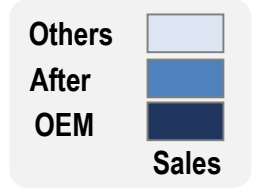
Quarterly Net Sales



Quarterly Operating Income

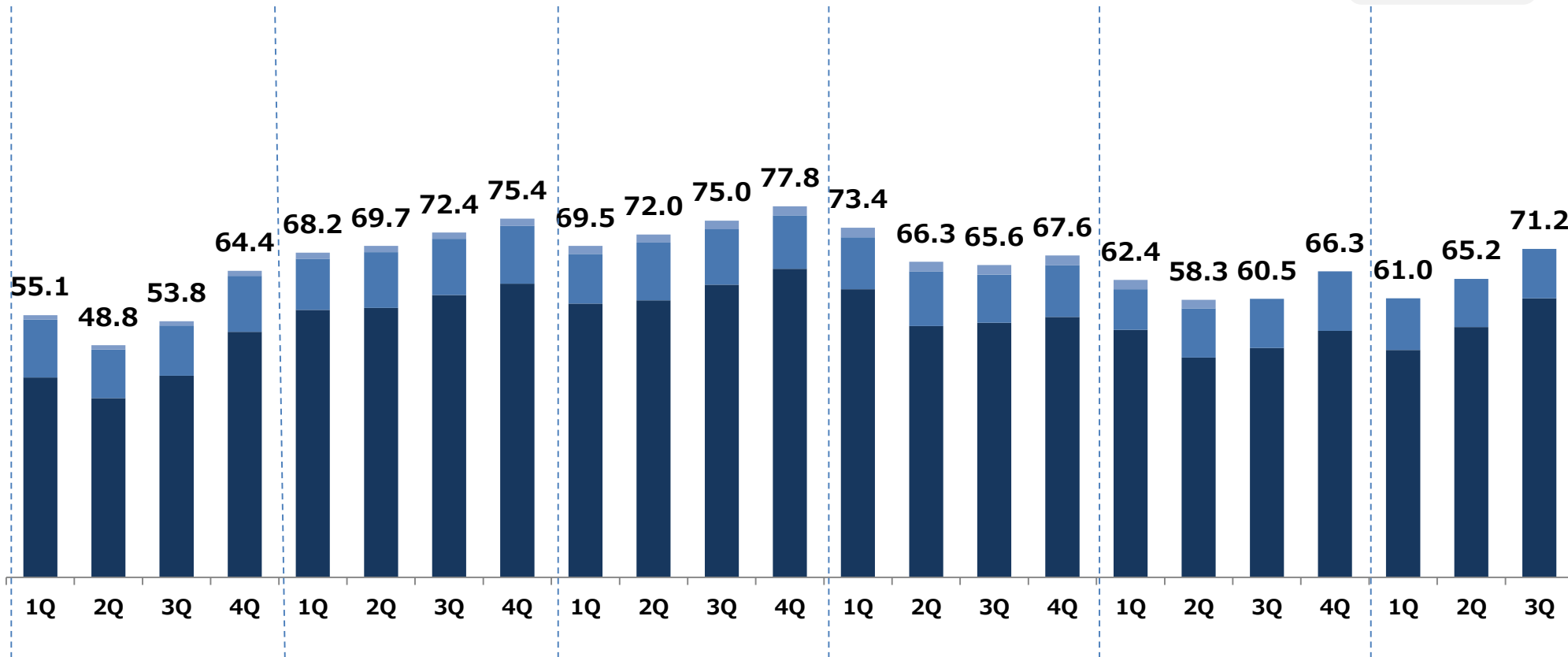


	FY2012				FY2013				FY2014				FY2015				FY2016				FY2017		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
JPY/USD	80.2	78.6	81.2	92.4	98.8	99.0	100.5	102.8	102.2	103.9	114.5	119.1	121.4	122.2	121.5	115.5	108.1	102.4	109.3	113.6	111.1	111.0	113.0
JPY/EUR	102.9	98.4	105.3	122.0	129.0	131.1	136.7	140.8	140.1	137.8	143.1	134.2	134.2	136.0	133.0	127.2	122.0	114.3	117.8	121.1	122.2	130.4	133.0



Unit: ¥ billion

Quarterly Net Sales

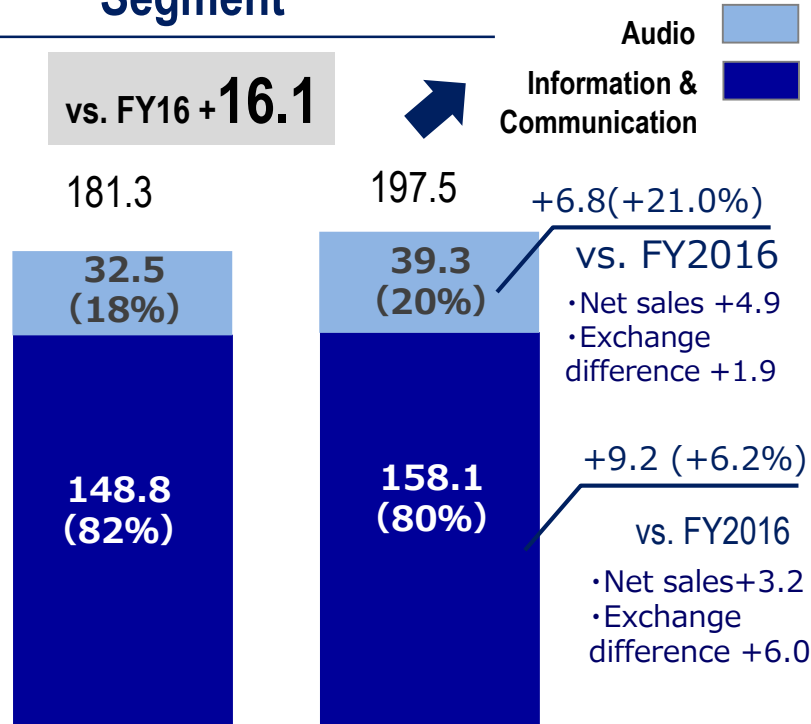


	FY2012				FY2013				FY2014				FY2015				FY2016				FY2017		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
JPY/USD	80.2	78.6	81.2	92.4	98.8	99.0	100.5	102.8	102.2	103.9	114.5	119.1	121.4	122.2	121.5	115.5	108.1	102.4	109.3	113.6	111.1	111.0	113.0
JPY/EUR	102.9	98.4	105.3	122.0	129.0	131.1	136.7	140.8	140.1	137.8	143.1	134.2	134.2	136.0	133.0	127.2	122.0	114.3	117.8	121.1	122.2	130.4	133.0

Unit: ¥ billion

Segment

vs. FY16 +16.1



FY2016
3rd QTR Result

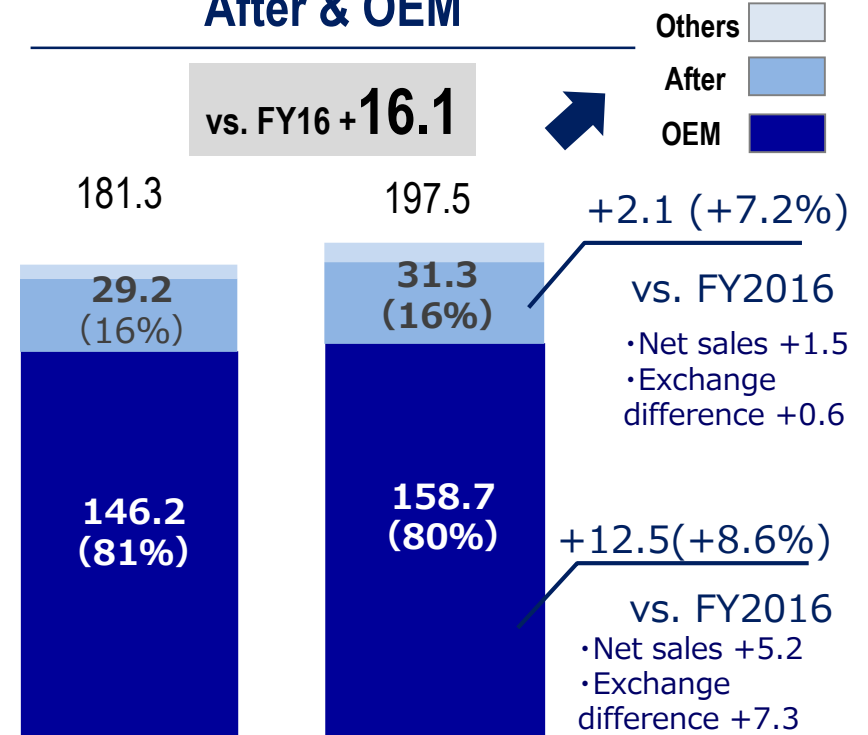
¥107/\$
¥118/€

FY2017
3rd QTR Result

¥112/\$
¥129/€

After & OEM

vs. FY16 +16.1



FY2016
3rd QTR Result

¥107/\$
¥118/€

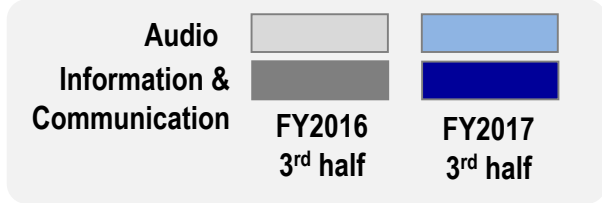
FY2017
3rd QTR Result

¥112/\$
¥129/€

Net Sales per Area



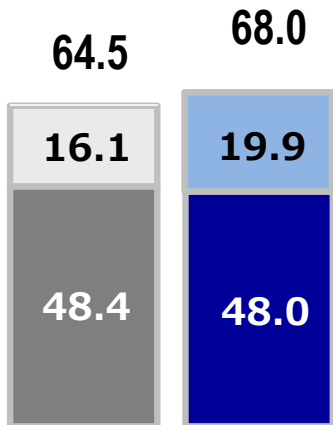
Unit: ¥ billion



US

vs. FY2016 **+3.5(+5.5%)**

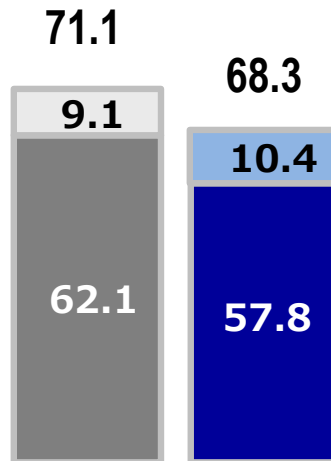
Net Sales Change +0.4
Exchange Rate Impact +3.1



EU

vs. FY2016 $\Delta 2.7 (\Delta 3.9\%)$

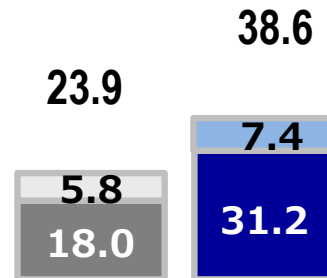
Net Sales Change $\Delta 6.1$
Exchange Rate Impact +3.4



Asia & Others

vs. FY2016 **+14.7(+61.9%)**

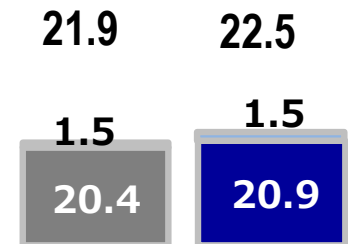
Net Sales Change +13.3
Exchange Rate Impact +1.4



JPN

vs. FY2016 **+0.5(+2.6%)**

Net Sales Change +0.5
Exchange Rate Impact -

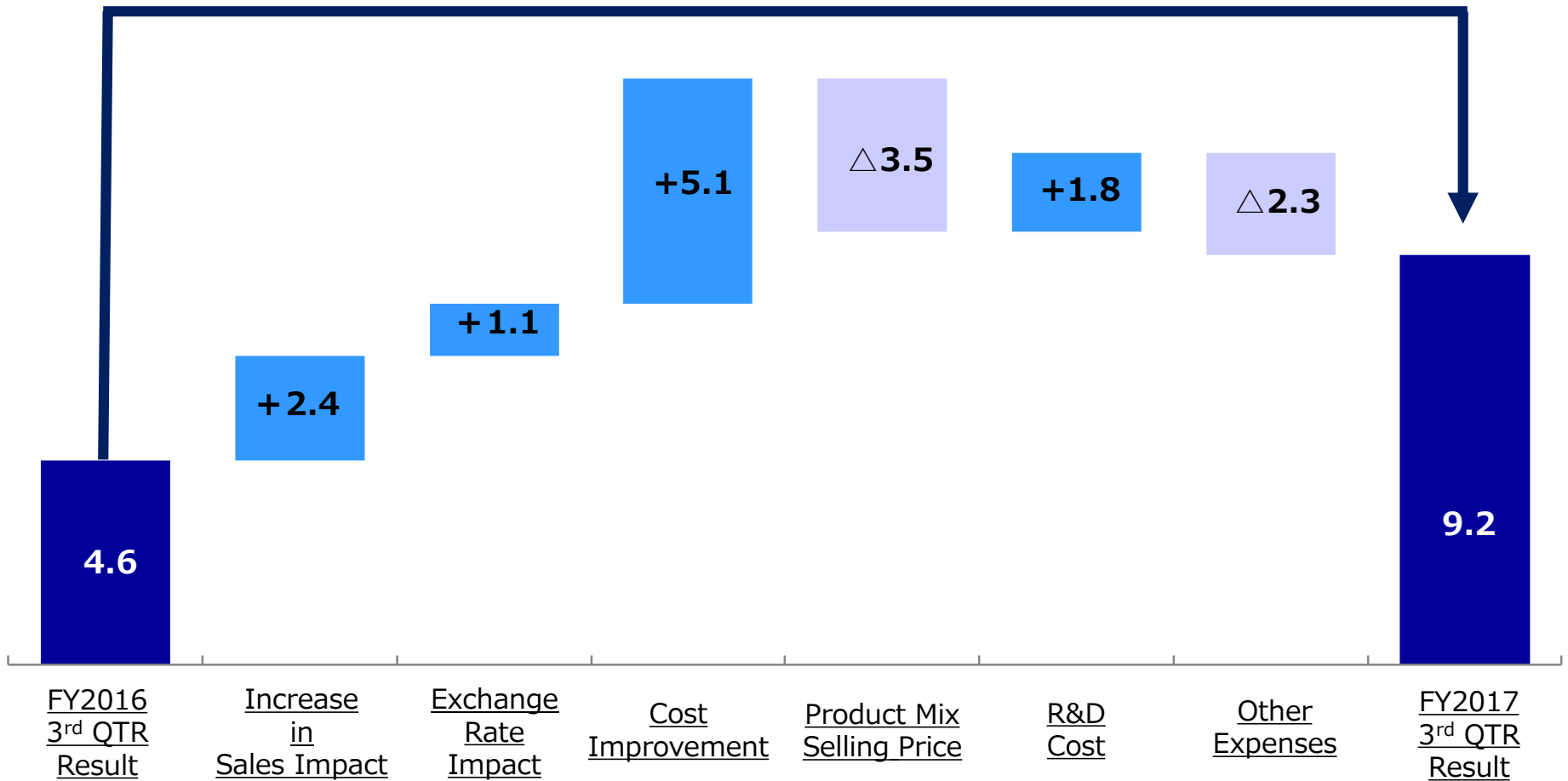


Unit: ¥ billion

■ Plus Factor
■ Negative Factor

Operating Income

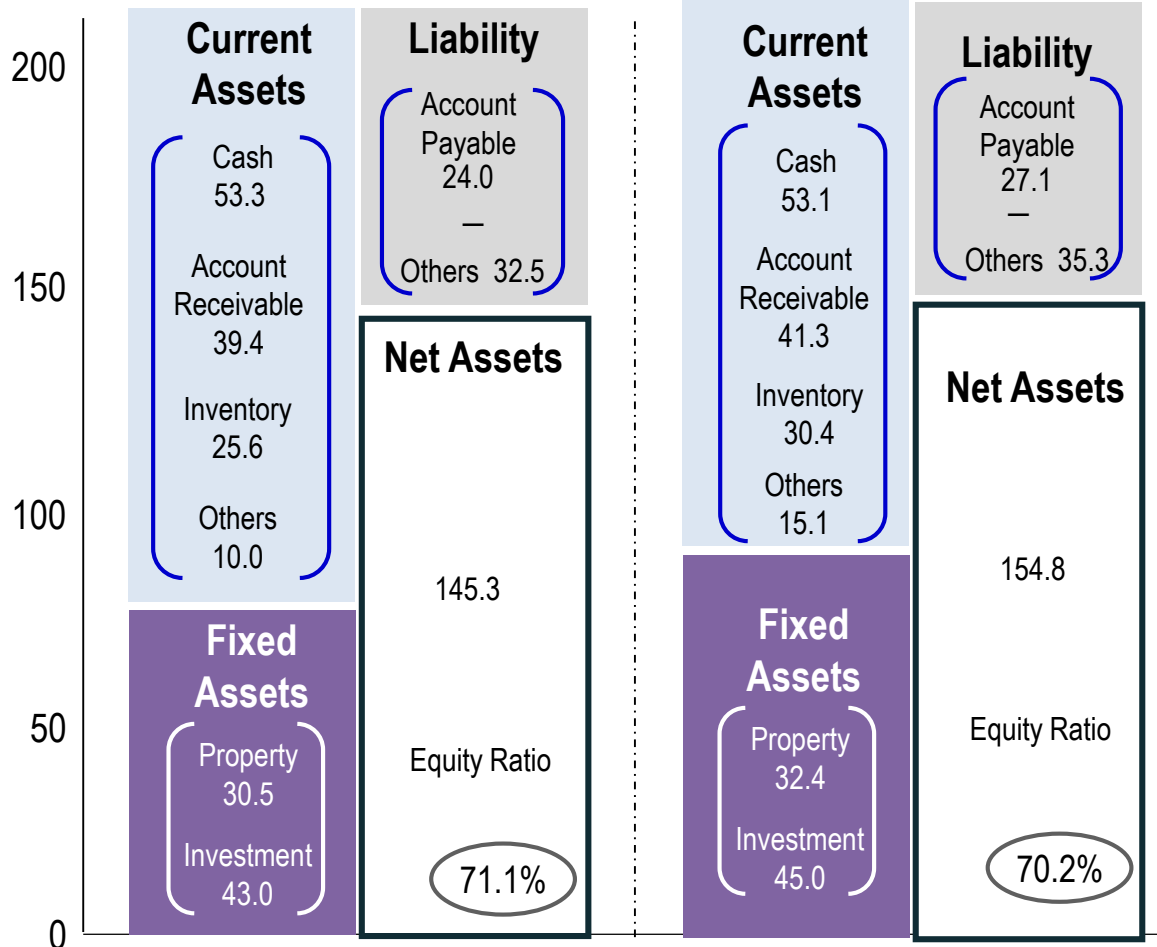
vs. 2016 +4.6



Unit: ¥ billion

Total Asset
201.8

Total Asset
217.3



End of FY2016

End of FY2017 3Q

ポイント

- Total Asset 217.3(+15.4)**
(inc. Exchange rate impact +7.6)
 - Current Asset 139.9 (+11.5)**
(inc. Exchange rate impact +6.4)
 - Account Receivable 1.9
 - Inventory 4.7
 - Other Current Assets 4.8
 - Others
 - Fixed Asset 77.4 (+3.8)**
(inc. Exchange rate impact +0.9)
 - Tangible Assets +1.3
 - Investment in Securities +2.8
 - Others
- Liability 62.4 (+5.9)**
(inc. Exchange rate impact +1.8)
 - Accounts payable +3.1
 - Accrued expenses +1.4
 - Net defined benefit liability+1.0
 - Others
- Net Asset 154.8(+9.5)**
 - Retained Earnings +3.6
 - (Profit attributable to owners of parent +5.7
 - Dividend △2.0)
 - Net unrealized gains on securities +1.3
 - Foreign Currency Translation Adjustment +3.9
 - Non-Controlling Shareholders' Equity+0.4、Others

FY2017
Consolidated Financial
Forecast

	FY2017 (Forecast as of 10/30)			FY2017 (Forecast as of 1/30)			
	1 st Half	2 nd Half	Total	1 st Half	2 nd Half	Total	Total vs Total
Net sales	¥ 126.2bln	¥ 133.7bln	¥ 260.0bln	¥126.2bln	¥ 143.7bln	¥ 270.0bln	+ ¥ 10.0bln
Operating Income	¥ 3.7bln	¥ 5.2bln	¥ 9.0bln	¥ 3.7bln	¥ 7.2bln	¥ 11.0bln	+ ¥ 2.0bln
Ordinary Income	¥ 3.8bln	¥ 4.4bln	¥ 8.3bln	¥ 3.8bln	¥ 6.3bln	¥ 10.2bln	+ ¥ 1.9bln
Profit attributable to owners of parent	¥ 2.4bln	¥ 2.3bln	¥ 4.8bln	¥ 2.4bln	¥ 3.5bln	¥ 6.0bln	+ ¥ 1.2bln
	¥111/\$ ¥126/€	¥108/\$ ¥127/€	¥110/\$ ¥127/€	¥111/\$ ¥126/€	¥111/\$ ¥130/€	¥111/\$ ¥128€	+¥ 1/\$ +¥ 1/€
E.P.S			¥69.62			¥ 87.02	¥ 17.40
Dividend			¥ 30(forecast)			¥ 30(forecast)	—
R.O.E.			3.3%			4.1%	0.8%
R.O.A.			2.3%			2.9%	0.6%

Net Sales Forecast (Segment/ After & OEM)

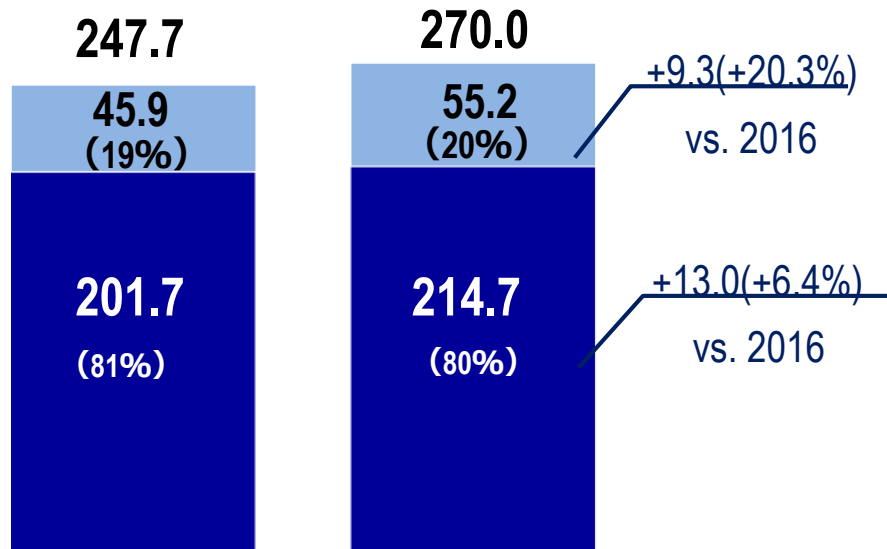
Unit: ¥ billion

Segment

vs. FY16 +22.2



Audio ■
Information & Communication ■



FY2016 Result

FY2017 Forecast

¥108/\$
¥119/€

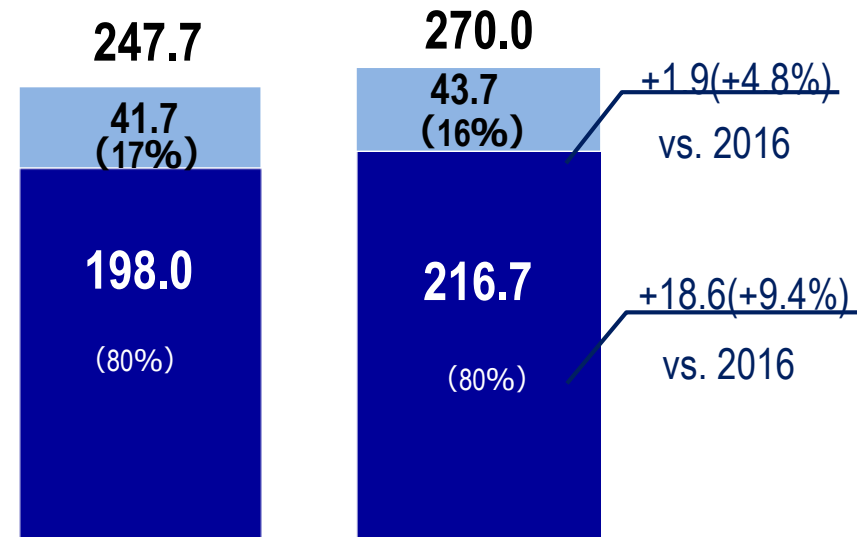
¥111/\$
¥128/€

After & OEM

vs. FY16 +22.2



Others ■
After ■
OEM ■



FY2016 Result

FY2017 Forecast

¥108/\$
¥119/€

¥111/\$
¥128/€

Net Sales per Area (Total)



Unit: ¥ billion

Audio		
Information & Communication		
	FY2016 Result	FY2017 Forecast

US

EU

Asia & Others

JPN

Vs.2016 **+3.3(+3.8%)**

Vs.2016 **+1.3(+1.3%)**

Vs. 2016 **+18.6(+55.8%)**

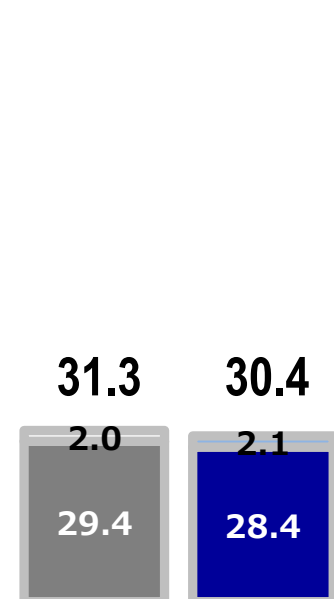
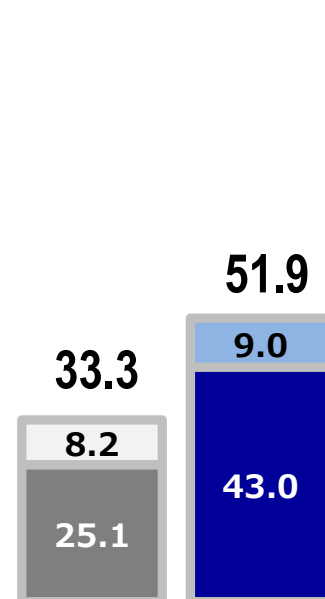
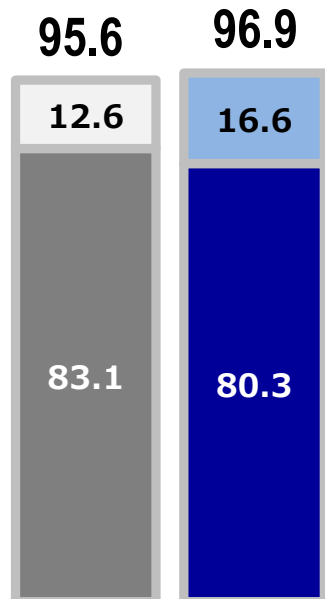
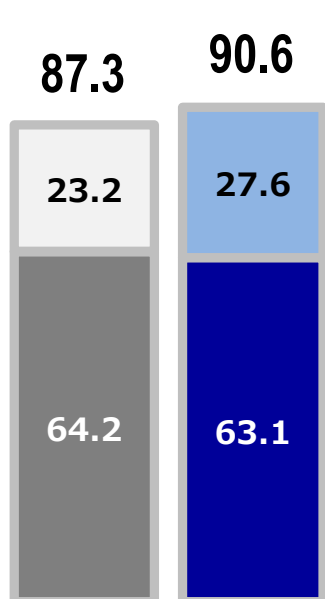
Vs. 2016 **△1.0(△3.1%)**

Net Sales Change +1.4
Exchange Rate Impact +1.9

Net Sales Change △1.9
Exchange Rate Impact +3.2

Net Sales Change +17.2
Exchange Rate Impact +1.4

Net Sales Change △1.0
Exchange Rate Impact -

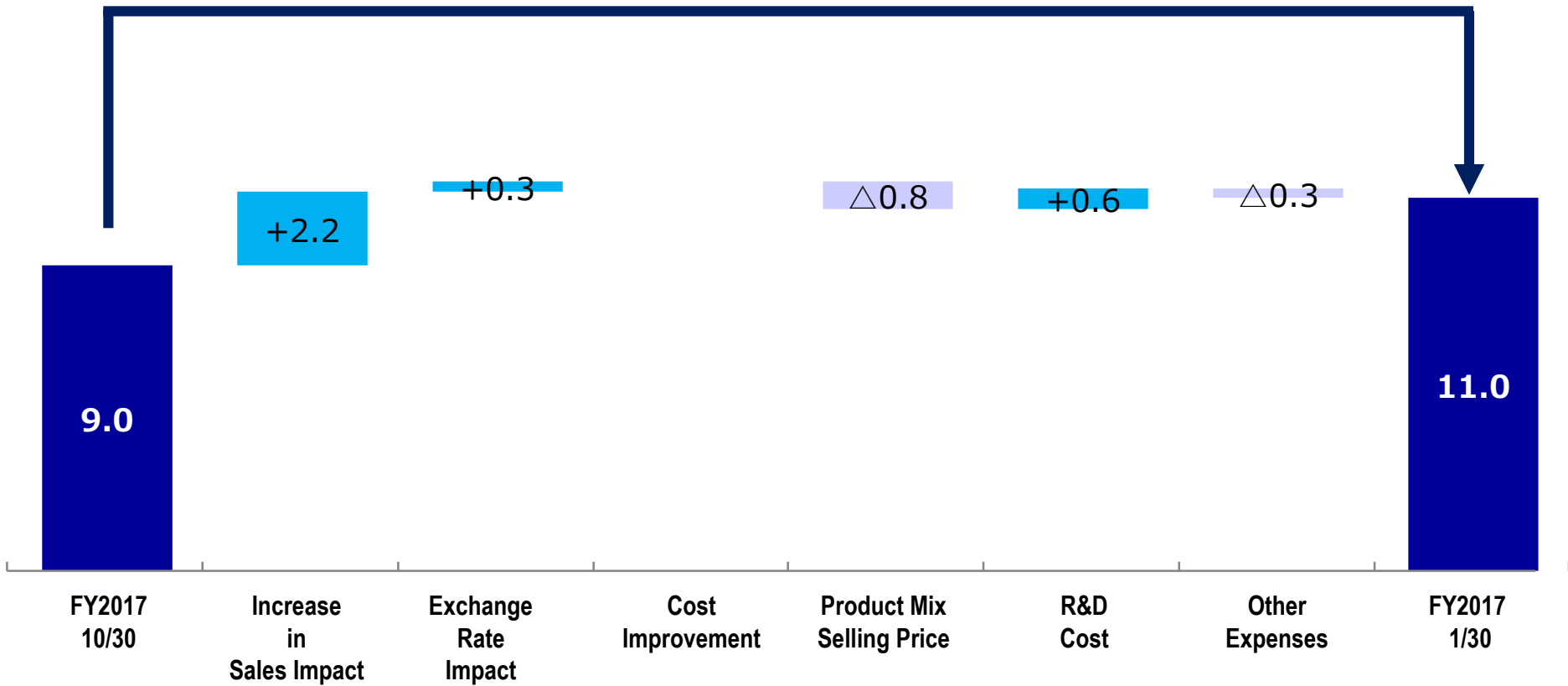


Unit: ¥ billion

Operating Income

Plus Factor (Blue)
Negative Factor (Grey)

vs. 10/30 Forecast +2.0



Unit: ¥ billion

Operating Income

Plus Factor
 Negative Factor

vs. 2016 +5.3

