Securities Code: 6770

# Results Briefing FY2017 3Q

### Tuesday, January 30, 2018 ALPS ELECTRIC CO., LTD.



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Dividend Forecast

P. 12

# FY2017 3Q Consolidated Financial Results



### 1. Summary of Financial Results

#### [Consolidated]

EUR/JPY

118.02

Difference FY2016 FY2017 Difference Effect of 3Q Results vs. FY2016 3Q(Cumulative) 1Q Results 3Q Results vs. FY2017 2Q 2Q Results exchange rates (Cumulative) 3Q(Cumulative) vs. FY2016 3Q(Cumulative) % Net Sales 551.8 100.0% 189.5 100.0% 220.6 100.0% 234.1 100.0% 644.2 100.0% 92.3 16.7% 13.5 6.1% Electronic Components 319.9 58.0% 111.9 59.1% 138.3 62.7% 144.9 61.9% 395.2 61.4% 75.3 23.6% 6.5 4.7% USD +13.3 EUR +2.4 Automotive market 184.9 33.5% 66.6 35.2% 68.3 31.0% 74.5 209.4 32.5% 24.5 6.2 31.8% 13.3% 9.1% Other currencies +3.1 45.3 Consumer market 135.0 24.5% 23.9% 70.0 31.7% 70.3 30.1% 185.7 28.9% (Subtotal +18.850.7 37.6% 0.2 0.4% USD +5.0 Automotive Infotainment 177.3 32.1% 59.0 31.2% 63.1 28.6% 69.4 29.7% 191.6 29.8% EUR +1.314.3 8.1% 6.2 9.9% (Subtotal +6.445.4 8.2% 15.7 8.3% 15.9 7.2% 48.4 7.5% 2.9 0.9 Logistics 16.8 7.2% 6.6% 5.7% -9.1 2.7 3.1 2.9 8.8 -0.3 Others 1.7% 1.4% 1.5% 1.2% 1.3% -3.6% -0.1 -5.4% -22.6 28.8 Operating Profit 32.8 7.9 59.4 26.6 81.0% 6.2 6.0% 4.2% 10.3% 12.3% 9.2% 27.5% USD +7.3EUR +1.6Electronic Components 23.2 7.1 17.7 21.5 46.4 23.1 3.7 7.3% 6.4% 12.8% 14.9% 11.7% 99.6% 21.4% Other currencies -2.0 (Subtotal +6.9) +0.5 USD Automotive Infotainment 4.6 2.6% 0.3 0.6% 3.4 5.4% 5.4 7.9% 9.2 4.8% EUR +0.6 4.6 99.7% 2.0 61.0% (Subtotal +1.1)Logistics 3.9 8.7% 1.2 7.8% 1.0 6.9% 1.5 9.0% 3.8 7.9% -0.1 -3.0% 0.4 38.3% -Others / Eliminations 1.0 -0.8 0.4 0.3 -0.0 -1.0 -0.0 Ordinary Profit 32.5 7.4 28.0 58.0 5.9% 3.9% 22.6 10.3% 12.0% 9.0% 25.5 78.7% 5.4 24.0% 28.1 6.3 18.5 19.5 44.4 16.2 1.0 5.1% 3.3% 8.4% 8.4% 6.9% 57.5% Profit Attributable to Owners of Parent 5.6% USD/JPY 106 63 111.09 111.03 112.98 111 70 5.07 1.95

133.01

128.53

NB: Here and subsequently amounts have been rounded down to the nearest ¥100 million.

122.19

NB: Breakdown of sales shows composition, breakdown of operating profit shows operating margin.

130.38

[Unit: ¥ billion]

#### 4

2.63

10.51

**ALPS** 

### 2. Net Sales and Operating Profit: Quarterly Change

[Consolidated]





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### 3. Change in Breakdown of Sales by Business Segment

#### ALPS

[Unit: ¥ billion]

#### Electronic Components Segment



#### Net sales (3Q accumulated) ¥395.2 billion (up 23.6% year on year)

#### Automotive market: ¥209.4 billion (up 13.3%)

• Sales of devices such as components of encoders and switches increased.

Sales of sensors and communication units also increased.

• As for modules, sales of instrument panels, door modules and keyless entry systems increased.

#### Consumer market: ¥185.7 billion (up 37.6%)

• Regarding camera actuators for smartphones, sales for Chinese manufacturers were weak but sales for major customers expanded, thus sales of actuators significantly increased overall.

Sales of touch panels, sensors and switches were also strong.

• Sales of HAPTIC<sup>™</sup> for game console grew significantly.

#### Operating profit (3Q accumulated) ¥46.4 billion (up 99.6% year on year)

#### **Operating margin: 11.7%**

Improvement in profitability of in-car modules, increase in sales of automotive devices, increase in sales of smartphone products and significant growth in sales of HAPTIC<sup>™</sup>

### 4. Change in Breakdown of Sales by Business Segment

[Unit: ¥ billion]

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### Automotive Infotainment Segment (Alpine Electronics, Inc.)

Net sales



#### Net sales (3Q accumulated) ¥191.6 billion (up 8.1% year on year)

#### Commercial products

• Sales of navigation systems increased in Japan, North America and Europe.

#### Genuine products for automakers

- Navigation systems for Europe slightly declined due to the product mix but sales for Japan and Asia expanded, thus sales increased overall.
- Sales of audio equipment increased in North America, Europe and Asia.

#### Operating profit (3Q accumulated) ¥9.2 billion (up 99.7% year on year)

#### **Operating margin: 4.8%**

Increase in sales, improvement of the product mix and streamlining of product development

### 5. Amount of Effect from Exchange Rates

		USD	EUR
Consolidated	Net sales	0.39	0.04
Consolidated	Operating profit	0.13	0.02
Electronic	Net sales	0.29	0.02
components segment	Operating profit	0.12	0.01

NB: The above amounts for the USD effect include other currencies linked to the USD (eg.: HKD, CNY).

### 6. Summary of Balance Sheet

#### [Consolidated]

	FY2016		FY2 3	Change	
		%		%	
Assets					
I. Current Assets	379.7	63.0%	434.5	62.5%	54.8
Cash and deposits	118.9	19.7%	127.0	18.3%	8.1
Notes and accounts receivable - trade	146.1	24.2%	172.8	24.9%	26.7
Inventories	89.6	14.9%	103.5	14.9%	13.8
II. Non-current Assets	223.2	37.0%	261.0	37.5%	37.7
Property, plant and equipment	149.7	24.8%	183.2	26.3%	33.4
Intangible assets	16.7	2.8%	17.9	2.6%	1.1
Investment and other assets	56.6	9.4%	59.8	8.6%	3.1
Total Assets	602.9	100.0%	695.5	100.0%	92.6
Liabilities					
I. Current Liabilities	188.0	31.2%	219.6	31.6%	31.5
Notes and accounts payable - trade	74.1	12.3%	86.8	12.5%	12.6
Short-term loans payable	37.4	6.2%	52.2	7.5%	14.8
II. Non-current Liabilities	53.7	8.9%	60.5	8.7%	6.8
Long-term loans payable	25.8	4.3%	32.2	4.6%	6.4
Total Liabilities	241.8	40.1%	280.2	40.3%	38.3
Net Assets					
Total Net Assets	361.1	59.9%	415.3	59.7%	54.2
Total Liabilities and Net Assets	602.9	100.0%	695.5	100.0%	92.6

#### Inventories ¥103.5 billion (up ¥13.8 billion from previous year-end)

Electronic components segment: up ¥9.0 billion (includes +¥2.7 billion in exchange rate effect)

Automotive infotainment segment: up ¥4.7 billion (includes +¥1.5 billion in exchange rate effect)

#### Property, plant and equipment ¥183.2 billion

#### (up ¥33.4 billion from previous year-end)

Electronic components segment: up ¥29.3 billion (includes +¥3.5 billion in exchange rate effect)

Automotive infotainment segment: up  $\pm 1.3$  billion (includes  $\pm 0.8$  billion in exchange rate effect)

# Net assets ¥415.3 billion (up ¥54.2 billion from previous year-end)

Retained earnings: up ¥38.1 billion

#### Equity ratio 43.3% (previous year-end: 42.2%)

[Unit: ¥ billion]

## FY2017 Consolidated Financial Results Forecast



### 1. FY2017 Financial Results Forecast

#### [Consolidated]

[Unit: ¥ billion]

	5/20	FY2017									Difference		Difference			
	Results		1H Results (B)		3Q Results		4Q Forecast		2H Forecast (A)		FY2017 Forecast		vs. FY2016		vs. FY2017 1H (A-B)	
		%		96		%		%		96		%		%		96
Net Sales	753.2	100.0%	410.1	100.0%	234.1	100.0%	210.7	100.0%	444.8	100.0%	855.0	100.0%	101.7	13.5%	34.7	8.5%
Electronic Components	437.6	58.1%	250.3	61.0%	144.9	61.9%	122.2	58.0%	267.1	60.1%	517.5	60.5%	79.8	18.2%	16.7	6.7%
Automotive market	256.0	34.0%	134.9	32.9%	74.5	31.8%	73.0	34.6%	147.5	33.2%	282.5	33.0%	26.4	10.3%	12.6	9.3%
Consumer market	181.6	24.1%	115.4	28.1%	70.3	30.1%	49.2	23.4%	119.5	26.9%	235.0	27.5%	53.3	29.4%	4.1	3.6%
Automotive Infotainment	242.3	32.2%	122.2	29.8%	69.4	29.7%	70.7	33.5%	140.1	31.5%	262.4	30.7%	20.0	8.3%	17.8	14.6%
Logistics	61.1	8.1%	31.6	7.7%	16.8	7.2%	14.5	6.9%	31.3	7.1%	63.0	7.4%	1.8	3.0%	-0.2	-0.9%
Others	12.1	1.6%	5.8	1.5%	2.9	1.2%	3.2	1.6%	6.2	1.3%	12.1	1.4%	-0.0	-0.2%	0.3	5.8%
Operating Profit	44.3	5.9%	30.5	7.5%	28.8	12.3%	11.5	5.5%	40.4	9.1%	71.0	8.3%	26.6	60.0%	9.8	32.3%
Electronic Components	32.8	7.5%	24.8	9.9%	21.5	14.9%	8.0	6.6%	29.6	11.1%	54.5	10.5%	21.6	66.1%	4.7	19.0%
Automotive Infotainment	5.6	2.3%	3.7	3.1%	5.4	7.9%	1.7	2.5%	7.2	5.2%	11.0	4.2%	5.3	95.6%	3.4	90.9%
Logistics	5.0	8.3%	2.3	7.3%	1.5	9.0%	1.3	9.5%	2.8	9.2%	5.2	8.3%	0.1	2.3%	0.5	24.6%
Others / Eliminations	0.8	-	-0.4	-	0.3	-	0.3	-	0.7	-	0.3	-	-0.5	-	1.1	-
Ordinary Profit	42.7	5.7%	30.0	7.3%	28.0	12.0%	8.9	4.2%	36.9	8.3%	67.0	7.8%	24.2	56.8%	6.9	23.0%
Profit Attributable to Owners of Parent	34.9	4.6%	24.8	6.1%	19.5	8.4%	6.0	2.9%	25.6	5.8%	50.5	5.9%	15.5	44.6%	0.7	3.2%
USD/JPY	108.3	Q	111.0	16	112.9	18	108.0	0	110.4	10	110.7	70				
EUR/JPY	118.7	_	126.2		133.0	-	100.0		130.0		128.1	_				
Capital Expenditure	47.6		38.3		19.1		24.5		43.6		82.0					
Depreciation Expenses	33.0		15.6		9.8		11.2		21.0		36.7					
R&D Expenses	32.2		14.4	1	6.7		7.1		13.8	}	28.2	2				

NB: Here and subsequently amounts have been rounded down to the nearest ¥100 million.

NB: Breakdown of sales shows composition, breakdown of operating profit shows operating margin.

**ALPS** 



### **Revision to year-end dividend forecast** (Year-end dividends to increase by ¥3.00 per share)

FY2017

Interim dividends (paid on November 30, 2017) ¥17.00 per share

Year-end dividends (scheduled in late June 2018) ¥20.00 per share

A proposal concerning this matter will be submitted to the Ordinary General Meeting of Shareholders scheduled for June 2018.

The business results forecasts and future predictions included in these materials are based on the judgment of the Company at the time of preparation of the materials, and are inherently subject to risks and uncertainties. As a result, actual business results and outcomes may differ significantly due to a variety of factors.



Consolidated Financial Results FY2017 3Q (April 2017 - December 2017)

### Basic Data

January 2018 Alps Electric Co., Ltd.

			FY2016					FY2017		
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q(Est)	Total(Es
Net Sales	1,747	1,793	1,978	2,013	7,532	1,895	2,206	2,341	2,107	8, 5
Domestic	344	379	390	408	1, 523	379	384	390	-	,
Overseas	1,402	1,413	1, 587	1,605	6,009	1, 515	1,821	1,950		
	1,402	1, 413	1, 387	1,005	,	79	226	288		7
Operating Income					443				115	
Ordinary Income	31	78	214	102	427	74	226	280	89	6
Profit attributable to owners of parent	26	62	193	67	349	63	185	195	60	Ę
Net Sales (by segments)	1		FY2016			-		(Unit: FY2017	100 milli	on Yer
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q		4 Q(Est)	Total(F
Electronic Components	956	1,041	1,201	1,177	4, 376	1,119	1, 383	1,449	1,222	5,1
Automotive market	597	593	658	711	2,560	666	683	745	730	2,8
Consumer market	359	448	542	466	1,816	453	700	703	492	2, 3
Automotive Infotainment	611	571	591	649	2, 423	590	631	694	707	2,6
Logistics	146	150	157	156	611	157	159	168	145	(
Others	32	29	29	29	121	27	31	29	32	
							2, 206			
fotal	1,747	1,793	1,978	2,013	7, 532	1,895	2,206	2, 341	2,107	8, 5
Operating Income			EV0010			1			100 milli	on Yer
	1.0	0.0	FY2016	4.0	T. + 1	1.0		FY2017	4.0 (0.1)	Tat 1/2
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q (Est)	
Electronic Components	30	65	135	95	328	71	177	215	80	Ę
Automotive Infotainment	3	9	33	9	56	3	34	54	17	
Logistics	11	12	15	11	50	12	10	15	13	
Others / Eliminations	4	2	3	-1	8	-8	4	3	3	
fotal	50	89	188	115	443	79	226	288	115	,
								(** * .		
Capital Expenditures	1		FY2016					(Unit: FY2017	100 milli	on Yer
	1.0	0.0		1.0	T 1	1.0	0.0		4.0 (5.1)	m . 1/m
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q (Est)	
Electronic Components	115	97	64	93	370	139	166	154	224	6
Automotive Infotainment	21	20	13	23	79	20	21	20	20	
Logistics	3	3	6	6	20	16	16	14	0	
LUGISTICS	0									
°	1	1	1	1		10	1	1	0	
Others				-	4	1	1		0	
Others Eliminations Fotal	1 -0 142	1 0 122	1 0 87	1 0 124				-0 191	- 245	8
Others Eliminations Total (Ref.) Estimate booked on the bas	1 -0 142	1 0 122	1 0 87	1 0 124	4	1	0	-0 191	-	
Others Eliminations Total (Ref.) Estimate booked on the bas	1 -0 142	1 0 122	1 0 87 Luding lease	1 0 124	4	1	0	-0 191 (Unit: FY2017	- 245	on Yer
Others Eliminations Total (Ref.) Estimate booked on the bas Depreciation Expenses	1 -0 142 is of order f	1 0 122 Corecast inc 2 Q	1 0 87 Luding lease FY2016	1 0 124 2. 4 Q	4 0 476 Total	1 0 177	0 205	-0 191 (Unit: FY2017 3 Q	245	on Yer Total(E
Others Eliminations Total (Ref.) Estimate booked on the bas Depreciation Expenses Electronic Components	1 -0 142 is of order f 1 Q 60	1 0 122 Forecast inc 2 Q 58	1 0 87 Iuding lease FY2016 3 Q 60	1 0 124 2. 4 Q 61	4 0 476 Total 241	1 0 177	0 205 2 Q 61	-0 191 (Unit: FY2017 3Q 74	- 245 100 milli 4 Q (Est) 88	on Yer Total(E
Others Eliminations Total (Ref.) Estimate booked on the bas Depreciation Expenses Electronic Components Automotive Infotainment	1 -0 142 is of order f 1 Q 60 15	1 0 122 ?orecast inc 2 Q 58 15	1 0 87 luding lease FY2016 3 Q 60 15	1 0 124 0. 4 Q 61 16	4 0 476 Total 241 64	1 0 177 1 Q 48 16	0 205 2 Q 61 17	-0 191 (Unit: FY2017 3Q 74 16	- 245 100 milli 4 Q (Est) 88 17	on Yer Total(E
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