

# Supplementary Materials for the First Three Quarters of the Year Ending March 31, 2017

February 8, 2017



# **Key Results for First Three Quarters of the Fiscal Year Ending March 31, 2017**

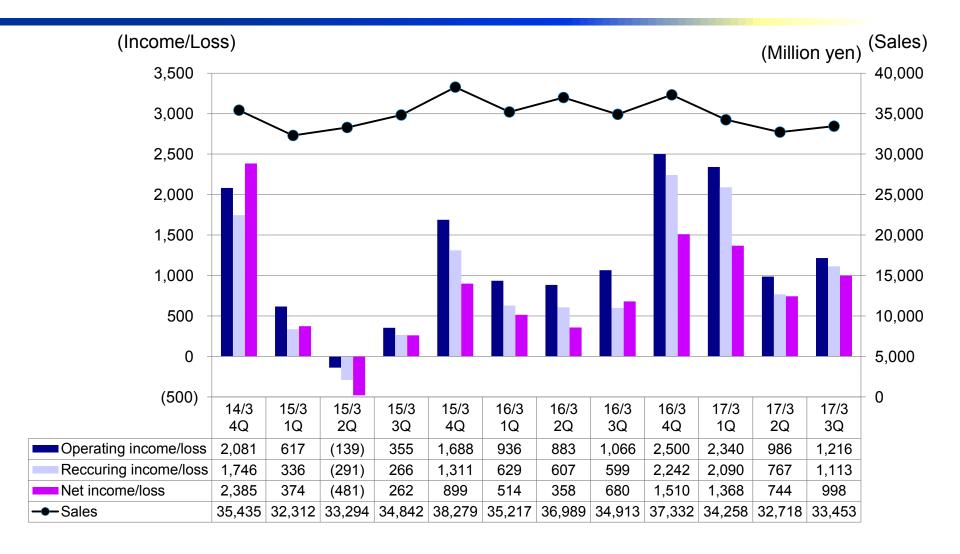
(Million yen)

	First three quarters of year ended March 2016		First three quarters of year ending March 2017		Change	
Sales	107,119	100.0%	100,429	100.0%	(6,690)	(6.2%)
Operating income	2,885	2.7%	4,542	4.5%	1,657	57.4%
Recurring income	1,835	1.7%	3,970	4.0%	2,135	116.3%
Net income	1,552	1.4%	3,110	3.1%	1,558	100.4%
EPS	60.08		120.36		60.28	

#### Overview

- Sales: Orders increased, but sales declined due to the effects of the stronger yen and a fall in metal prices.
- Operating income: Increased, reflecting an improvement in productivity in North America and cost reductions and increases in the sales volume in China.
- Recurring income: Rose due to the increase in operating income and the decrease in interest expenses and foreign exchange losses.
- > Net income: Climbed due to the increase in recurring income and gain on sales of non-current assets.
- EPS: Increased 60.28 yen per share due to the increase in net income.

## Overview of the (Quarterly) Consolidated Results



## **Die Casting Business**

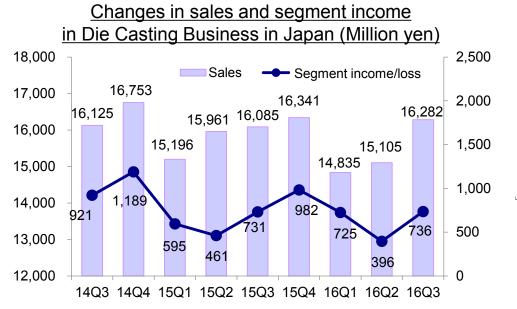
(Million yen)

		First three quarters of year ended March 2016		First three quarters of year ending March 2017		Change	
Japan	Sales	47,242	100.0%	46,222	100.0%	(1,020)	(2.2%)
	Segment income/loss	1,787	3.8%	1,857	4.0%	70	3.9%
North America	Sales	34,510	100.0%	30,789	100.0%	(3,721)	(10.8%)
	Segment income/loss	875	2.5%	1,531	5.0%	656	74.9%
Asia	Sales	20,102	100.0%	18,484	100.0%	(1,618)	(8.0%)
	Segment income/loss	5	0.0%	772	4.2%	767	_

✓ The overseas sales ratio in the Die Casting Business:
 Q3 of fiscal year ended March 2016: 53.6%
 ⇒ Q3 of fiscal year ending March 2017: 51.6%

<sup>\*</sup> An explanation of the factors behind changes in segment results begins on the next page.

## Die Casting in Japan

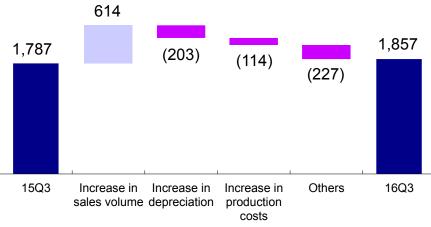




- Automobile exports bound for North America were strong. The order volume increased (up 3.8% year on year).
- Adverse effects of a decline in the aluminum ingot price Segment income/loss: Increased ¥70 million (up 3.9% year on year)
- Income rose due to an increase in the sales volume.

# Factors of change in die casting sales (Million yen) 47,242 1,798 46 46,222 (2,864) 15Q3 Effect of metal prices sales volume

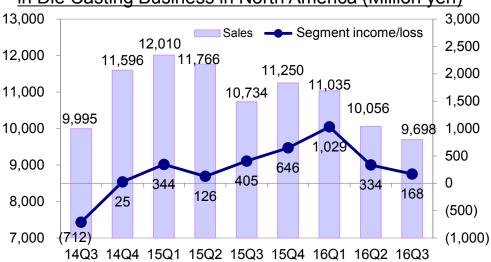
#### Factors of change in segment income (Million yen)





# Die Casting in North America

#### <u>Changes in sales and segment income</u> in Die Casting Business in North America (Million yen)



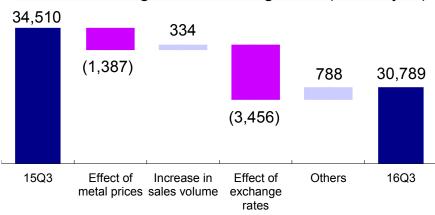
#### Sales: Decreased ¥3,720 million (down 10.8% year on year)

- Orders for components for light trucks were strong.
- The termination of production at certain customers had an adverse effect on orders.
- Adverse effects of declines in metal prices and exchange rate factors

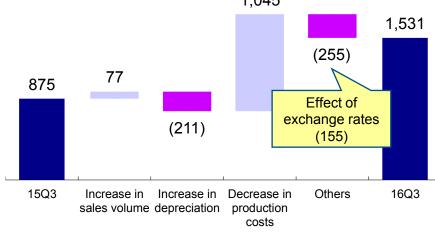
# Segment income/loss: Increased ¥660 million (up 74.9% year on year)

Production costs decreased due to improved productivity, mainly in Mexico, resulting in increased income.

#### Factors of change in die casting sales (Million yen)



# Factors of change in segment income (Million yen) 1,045



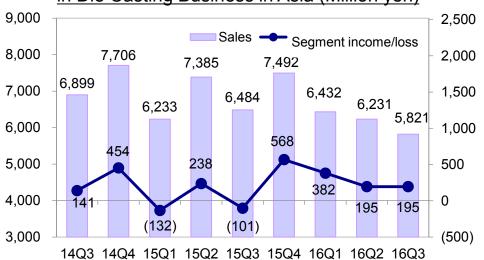
Fiscal year end: U.S.: March; Mexico: December

Exchange rate (15Q3 ⇒ 16Q3): U.S. dollar: ¥121.49 ⇒ ¥108.09; Mexican peso: ¥120.87 ⇒ ¥110.02



## Die Casting in Asia

# Changes in sales and segment income in Die Casting Business in Asia (Million yen)



#### Sales: Decreased ¥1,620 million (down 8.0% year on year)

- Adverse effects of declines in metal prices and exchange rate factors
- Orders increased, attributable to the launch of new components for compact cars in China.
- Orders declined due to a reduction in demand for diesel fuel vehicles in India.

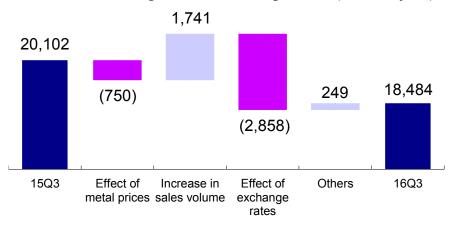
Segment income/loss: Increased ¥770 million from the same period of the previous year.

An increase in sales volume and a decrease in production costs in China had a positive impact on income.

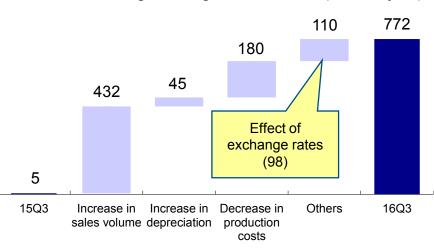
Fiscal year end: China: December; India: March

Exchange rate (15Q3 ⇒ 16Q3): Chinese yuan: ¥19.32 ⇒ ¥16.68; Indian rupee: ¥1.88 ⇒ ¥1.61

#### Factors of change in die casting sales (Million yen)



#### Factors of change in segment income (Million yen)





# **Aluminum Business and Proprietary Products Business**

(Million yen)

		First three quarters of year ended March 2016		First three quarters of year ending March 2017		Change	
Aluminum Business	Sales	3,805	100.0%	3,222	100.0%	(583)	(15.3%)
	Segment income/loss	229	6.0%	198	6.1%	(31)	(13.6%)
Proprietary Products Business	Sales	1,459	100.0%	1,710	100.0%	251	17.2%
	Segment income/loss	59	4.0%	100	5.8%	41	67.0%

#### **Aluminum Business**

- > Sales: Sales decreased due to a decline in sales prices, despite an increase in sales volume (down 15.3% from the same period of the previous year).
- Segment income: Income fell due to the impact of the aluminum market conditions, which offset the effect of cost reduction activities (down 13.6% from the same period of the previous year).

#### **Proprietary Products Business**

- > Sales: Orders for projects for clean rooms and computer rooms from semiconductor-related companies increased, resulting in increased sales (up 17.2% from the same period of the previous year).
- Segment income: The effect of higher sales, etc. contributed to the increase in income (up 67.0% from the same period of the previous year).

# Aiming to become a leader in research and development, service, and technology



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This document and what has been said in the results briefing include fore casts that the Company has made based on data available when the document was prepared. Actual results could be different from the forecasts for a range of reasons.