



# Financial Results Briefing for 2nd Quarter of FY2019

November 26, 2019

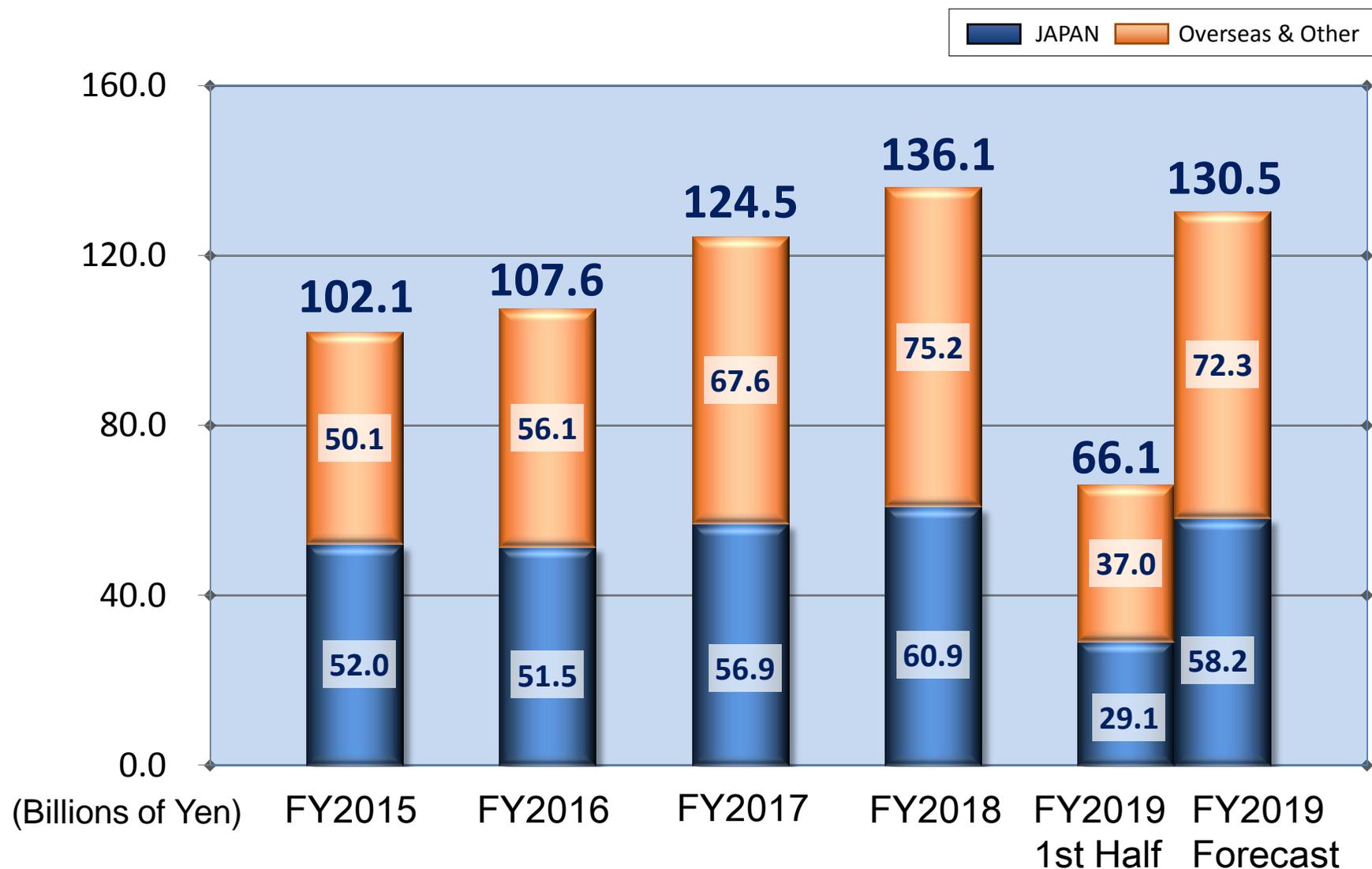
**T.RAD Co.,Ltd.**

# Financial Results and Forecast

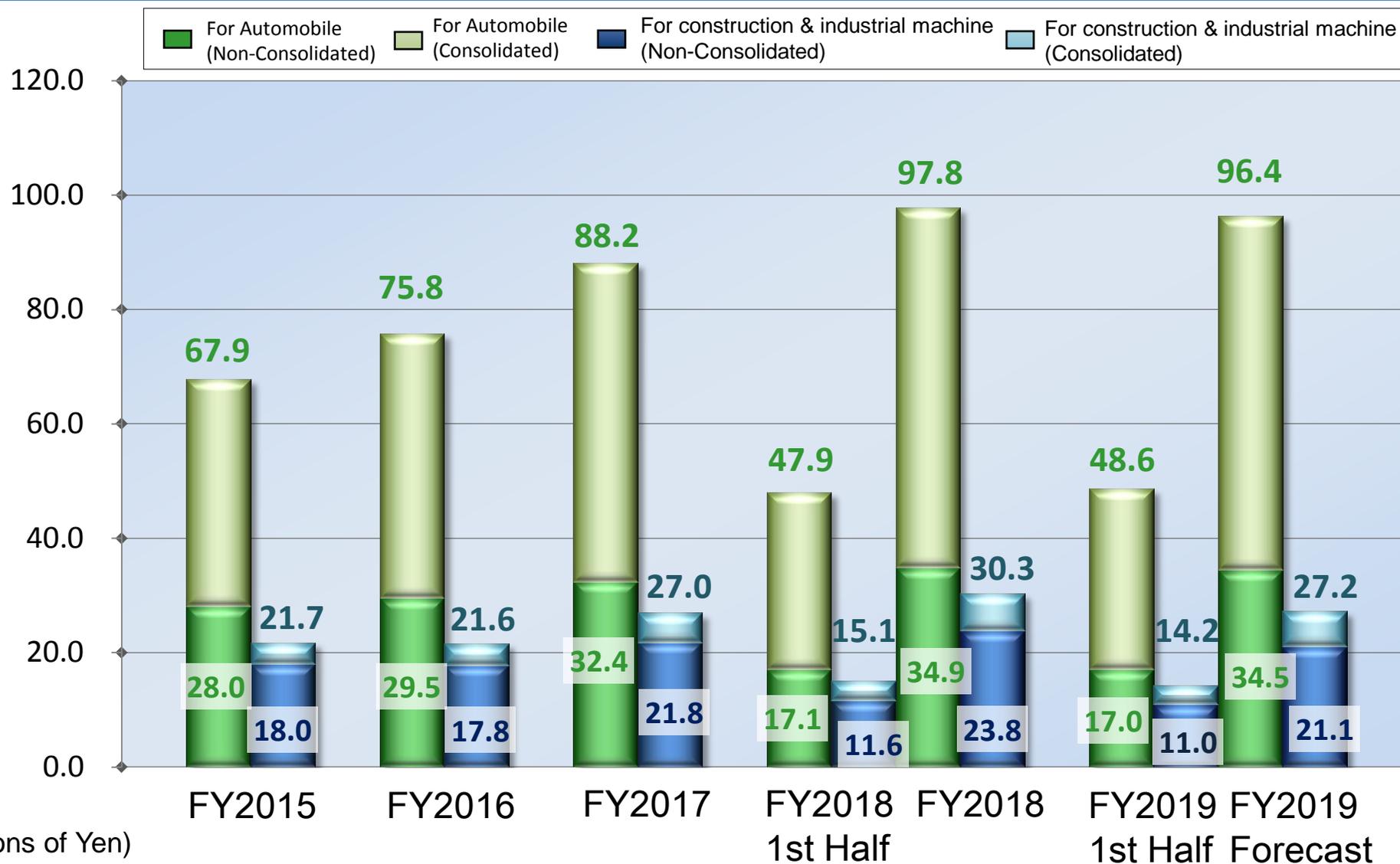
(Billions of Yen)

		FY2018				FY2019				Increase, Decrease (-)			
		1st Half Results		FY2018 Results		1st Half Results		FY2019 Forecast		'19/1st Half-'18/1st Half		'19Forecast-'18Results	
		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	Consolidated	67.6	100.0	136.1	100.0	66.1	100.0	130.5	100.0	-1.5	-2.2	-5.6	-4.1
	Non-Consolidated	32.5	100.0	66.8	100.0	32.6	100.0	63.4	100.0	0.1	0.3	-3.4	-5.1
Operating Income	Consolidated	3.1	4.5	5.1	3.7	1.7	2.5	2.2	1.7	-1.4	-45.8	-2.9	-56.8
	Non-Consolidated	0.4	1.1	0.7	1.0	-0.3	-0.9	-0.7	-1.1	-0.7	-179.8	-1.4	-206.2
Ordinary Income	Consolidated	3.3	4.9	5.6	4.1	1.6	2.5	2.3	1.8	-1.7	-50.5	-3.3	-58.7
	Non-Consolidated	1.7	5.1	3.5	5.3	1.6	4.8	2.7	4.3	-0.1	-5.6	-0.8	-23.3
Profit attributable to owners of parent	Consolidated	1.5	2.3	1.7	1.3	1.7	2.6	0.9	0.7	0.2	10.5	-0.8	-48.1
	Non-Consolidated	1.2	3.7	0.6	0.8	2.2	6.8	2.8	4.4	1.0	85.5	2.2	399.7

# Net Sales(Consolidated)



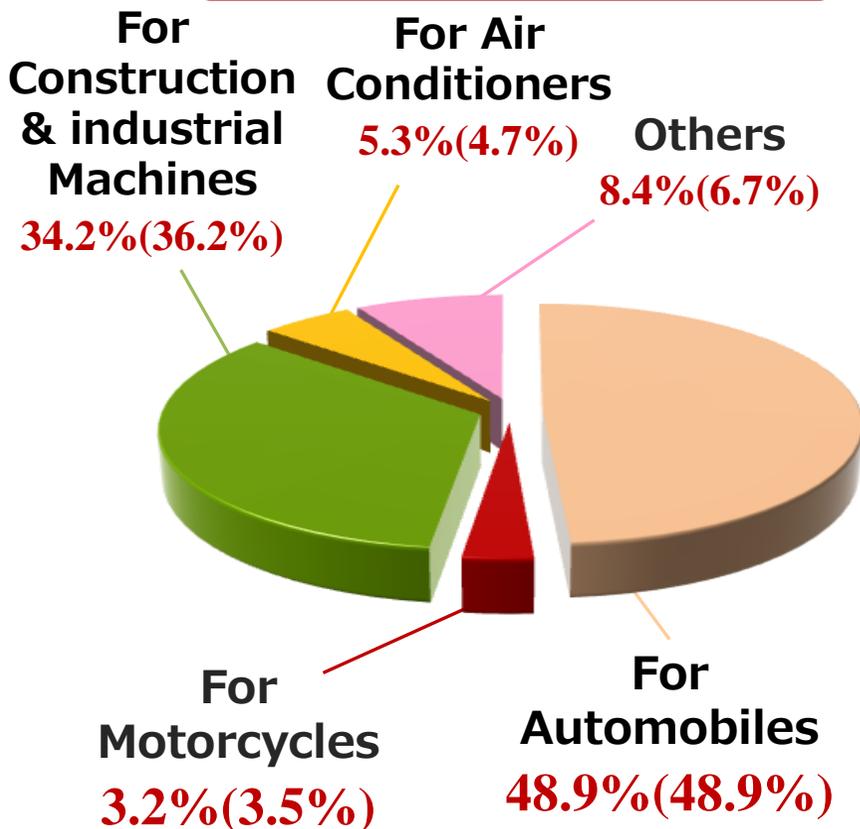
# Sales by Application



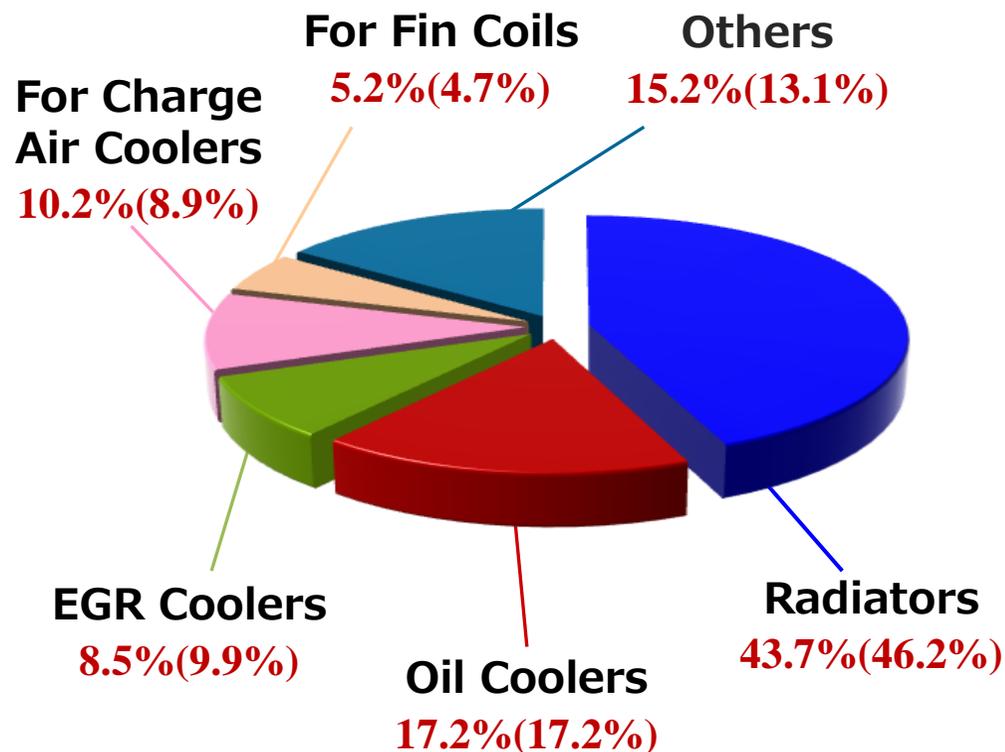
(Billions of Yen)

# Sales by Applications & Products in 1st Half of FY2019(Non-Consolidated)

**Sales by applications**



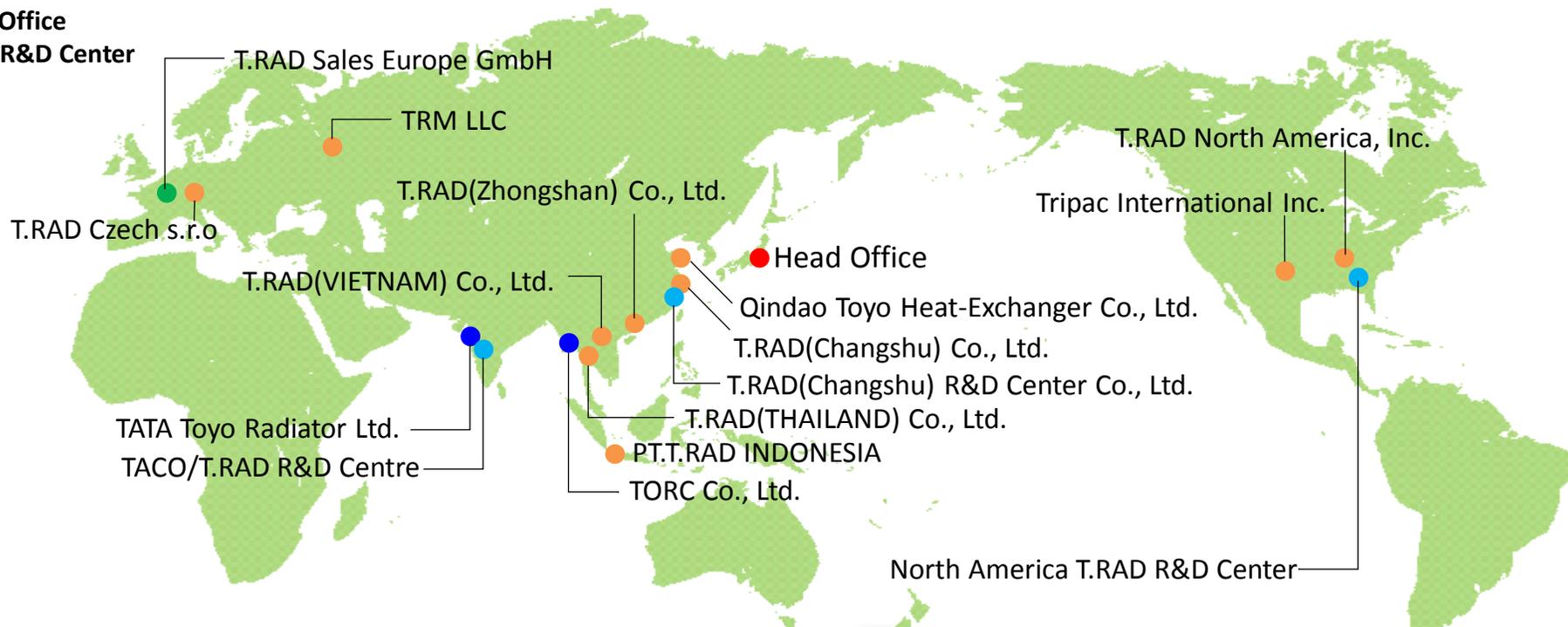
**Sales by Product types**



**Balanced not only one particular industry and products**

# Global Network

- Head Office
- Main Subsidiaries
- Main Joint Ventures
- Office
- R&D Center



**T.RAD Czech s.r.o.**



**T.RAD(THAILAND)Co.,Ltd.**

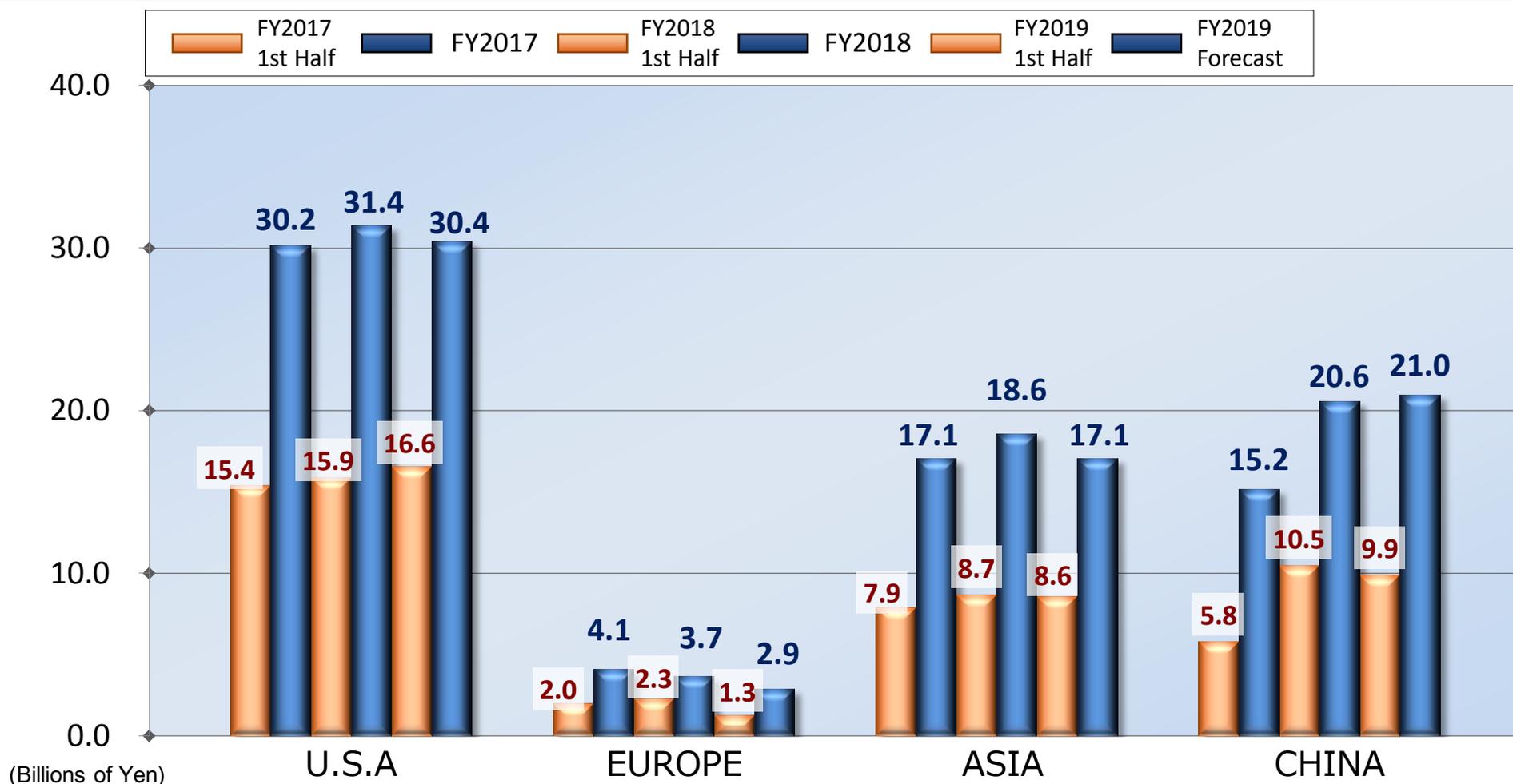


**T.RAD(Zhongshan)Co.,Ltd.**



**T.RAD North America, Inc.**

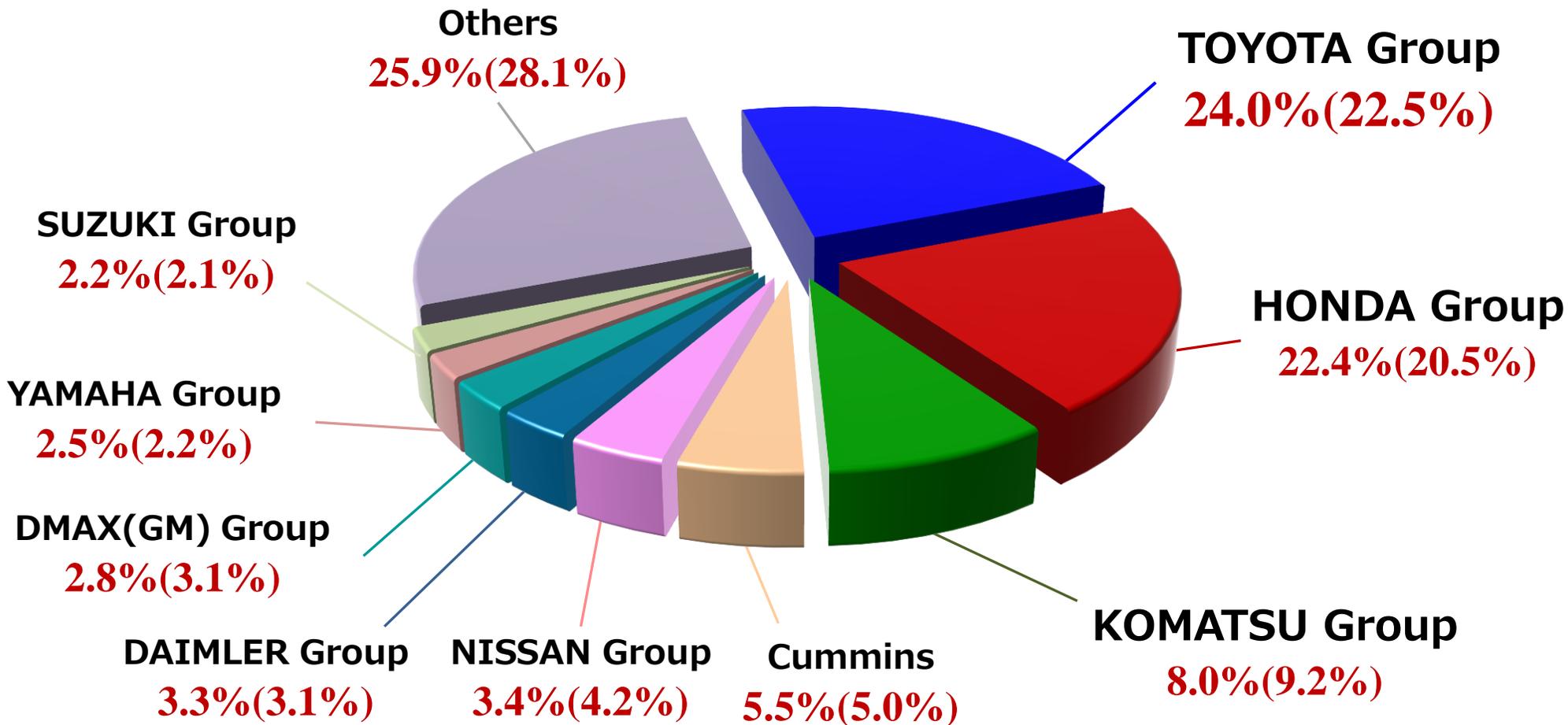
# Sales by Region



Exchange Rate (June.2018⇒June.2019) USD: 110.54⇒107.75, THB: 3.33⇒3.51, CNY: 16.67⇒15.68, CZK: 4.93⇒4.81, IDR: 0.0077⇒0.0076, VDN: 0.0048⇒0.0046, EUR: 127.88⇒122.46, RUB: 1.76⇒1.71

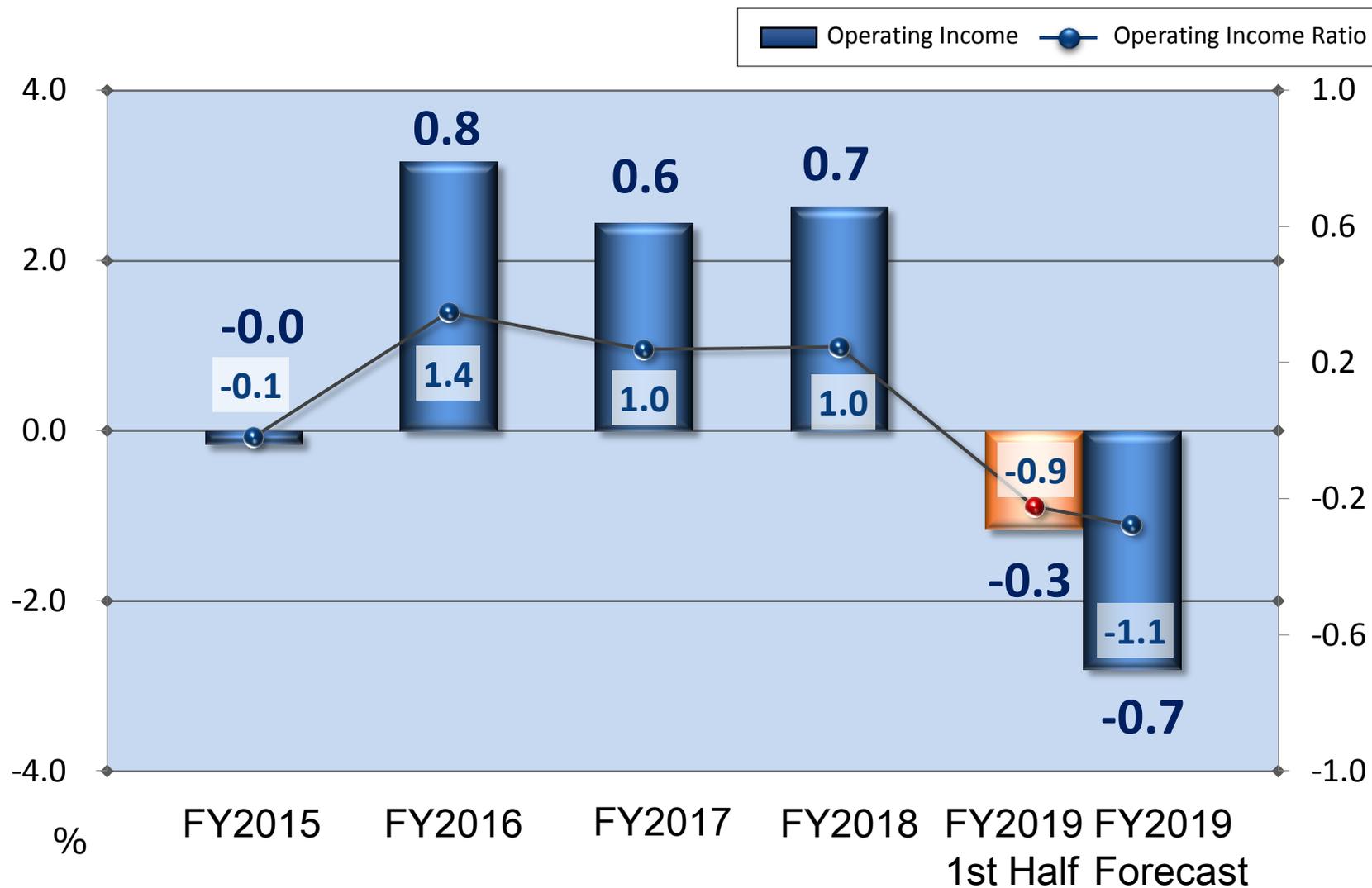
Exchange Rate (Dec.2018⇒Dec.2019 Forecast) USD: 110.91⇒106.75, THB: 3.41⇒3.41, CNY: 16.14⇒15.93, CZK: 4.92⇒4.77, IDR: 0.0076⇒0.0078, VDN: 0.0048⇒0.0047, EUR: 126.88⇒122.85, RUB: 1.59⇒1.69

# Sales by Customer Groups in 1st Half of FY2019(Consolidated)



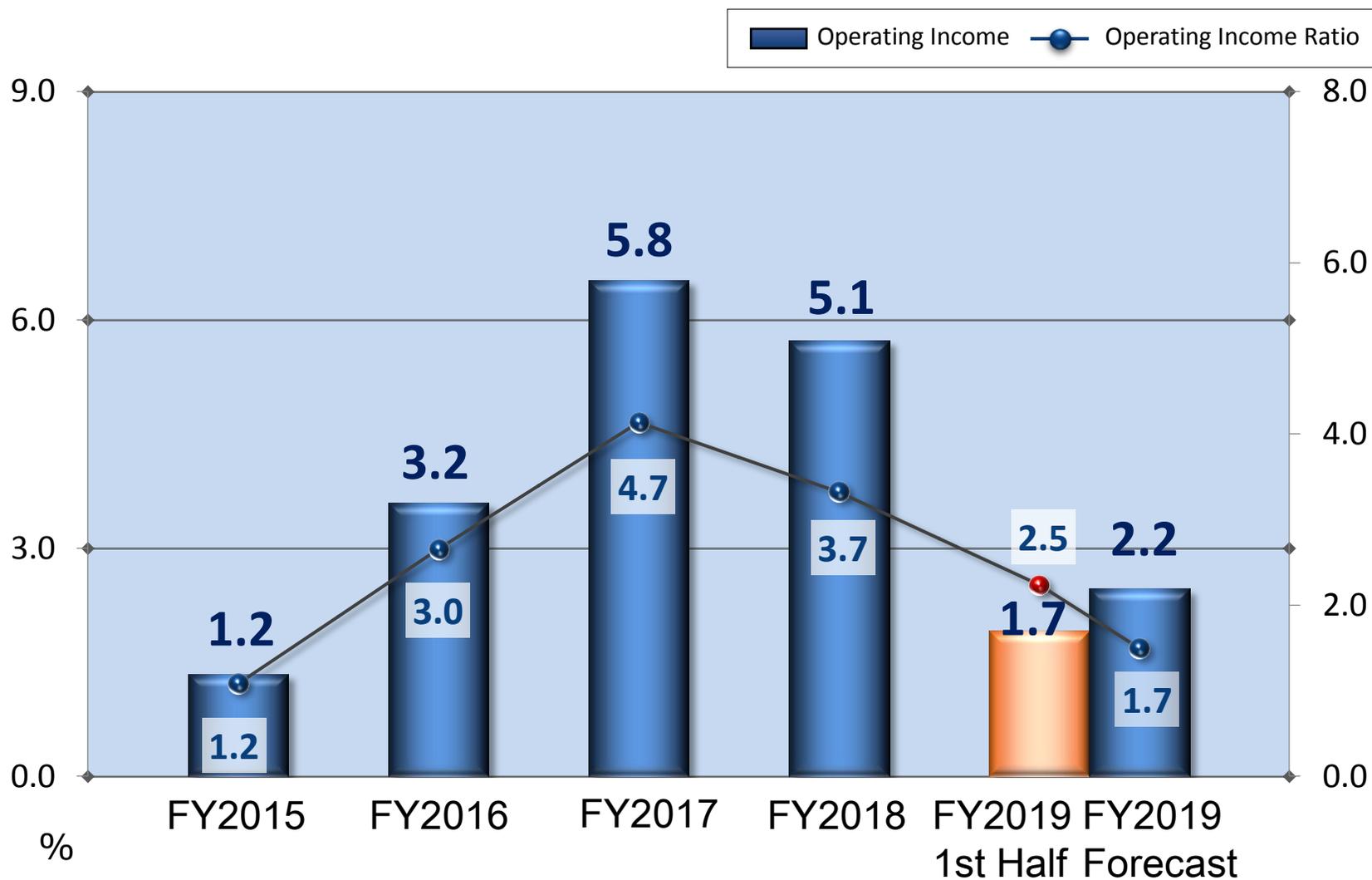
**Our independent mobility  
⇒ Adopted by international industry leaders**

# Operating Income(Non-Consolidated)



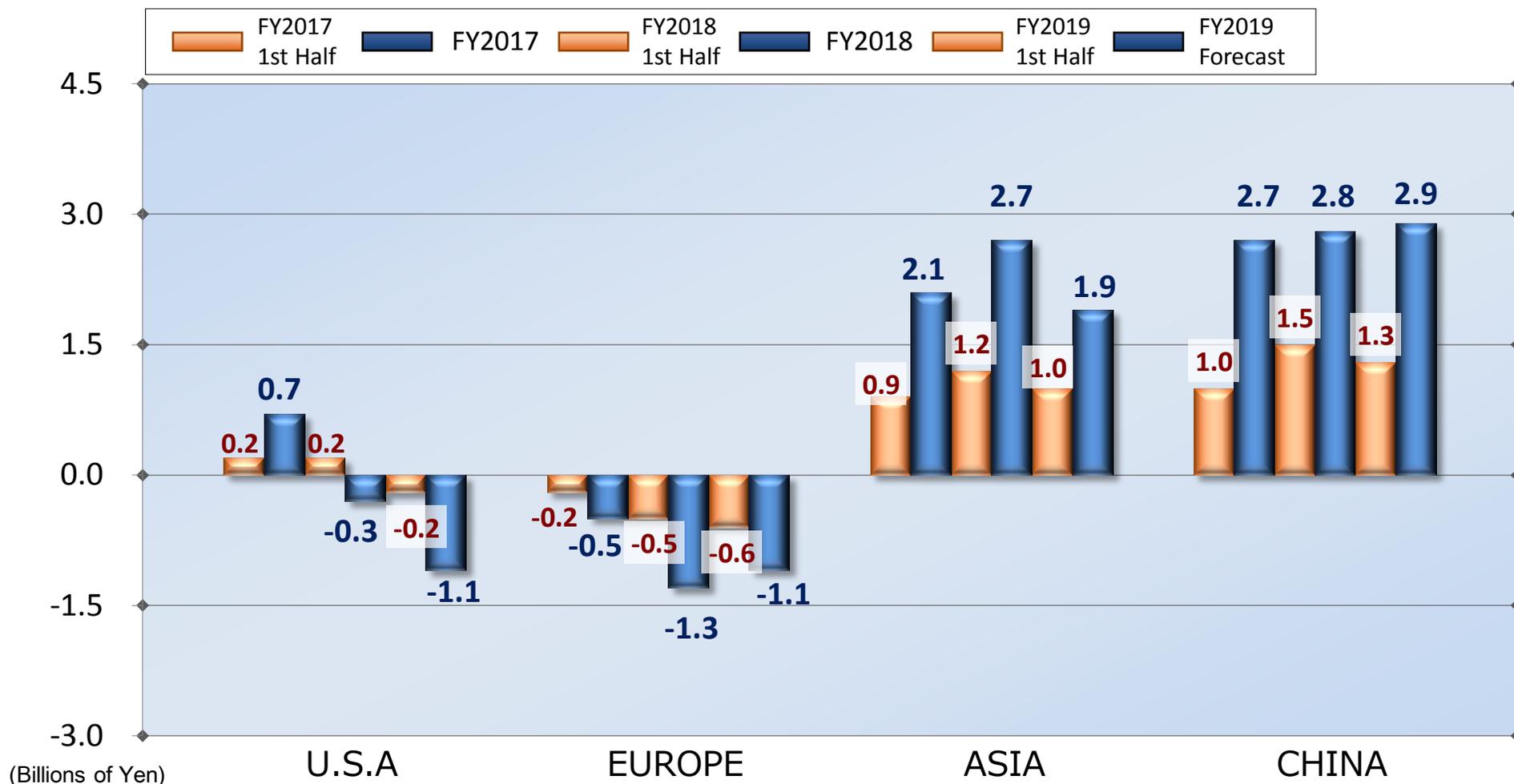
(Billions of Yen)

# Operating Income(Consolidated)



(Billions of Yen)

# Operating Income by Region



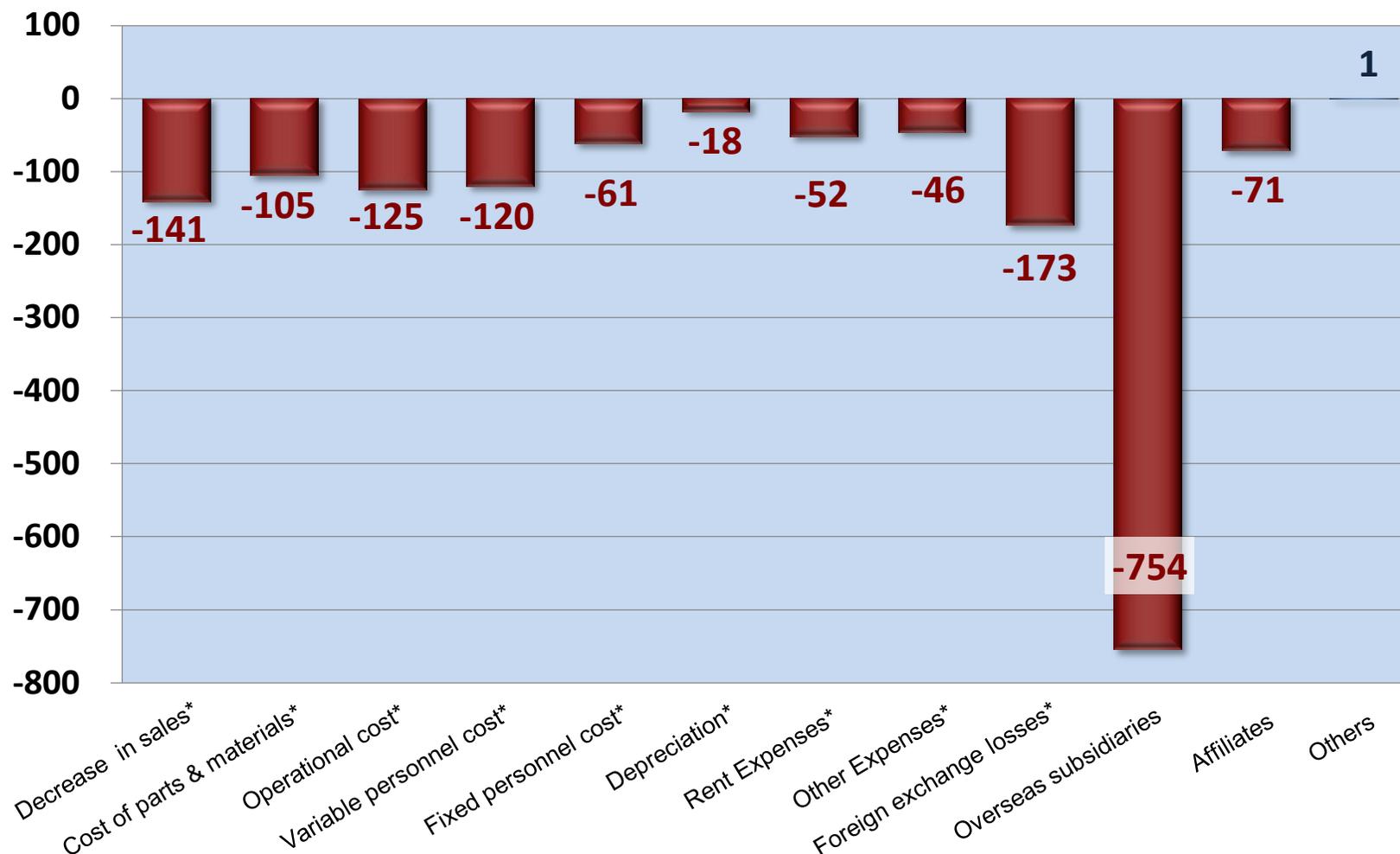
Exchange Rate (June.2018⇒June.2019) USD: 110.54⇒107.75, THB: 3.33⇒3.51, CNY: 16.67⇒15.68, CZK: 4.93⇒4.81, IDR: 0.0077⇒0.0076, VDN: 0.0048⇒0.0046, EUR: 127.88⇒122.46, RUB: 1.76⇒1.71

Exchange Rate (Dec.2018⇒Dec.2019 Forecast) USD: 110.91⇒106.75, THB: 3.41⇒3.41, CNY: 16.14⇒15.93, CZK: 4.92⇒4.77, IDR: 0.0076⇒0.0078, VDN: 0.0048⇒0.0047, EUR: 126.88⇒122.85, RUB: 1.59⇒1.69

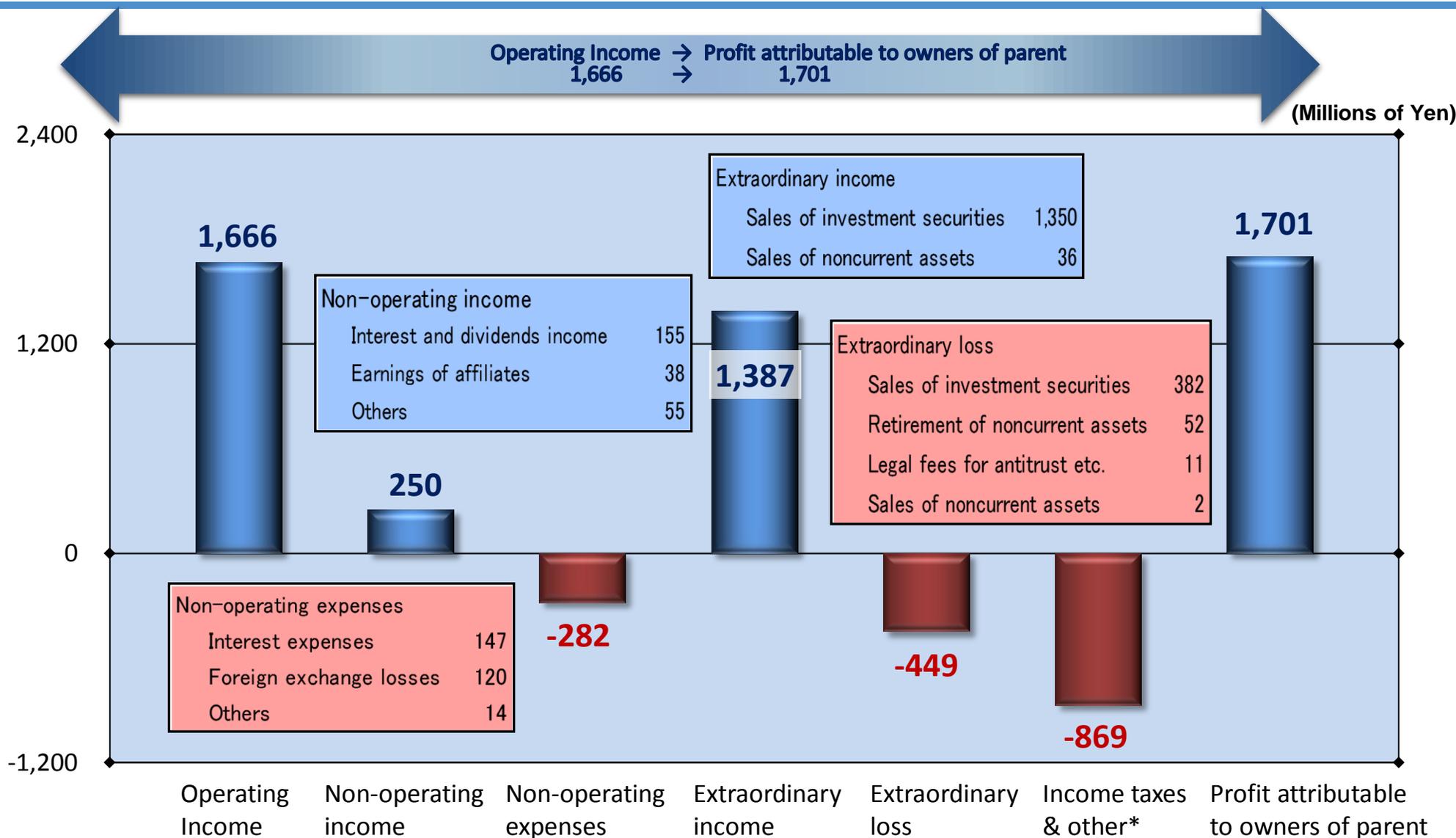
# Analysis of Decrease Factor of the Consolidated Ordinary Income (FY2019 1st Half vs. FY2018 1st Half)

(Millions of Yen)

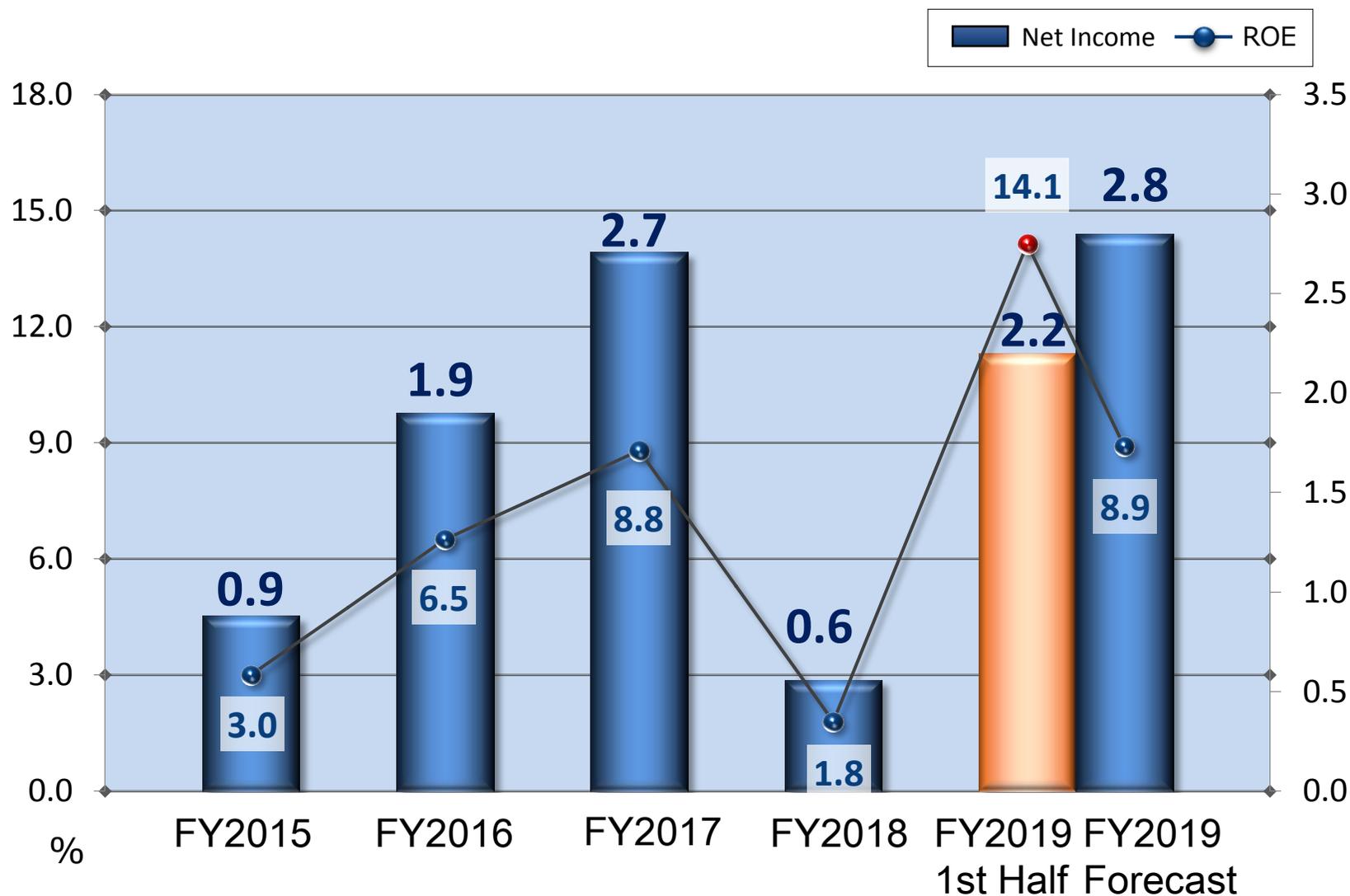
**Decrease in the consolidated ordinary income by ¥1,665 million**



# Non-operating Income/Expenses and Extraordinary Income / Loss for 1st Half of FY2019(Consolidated)

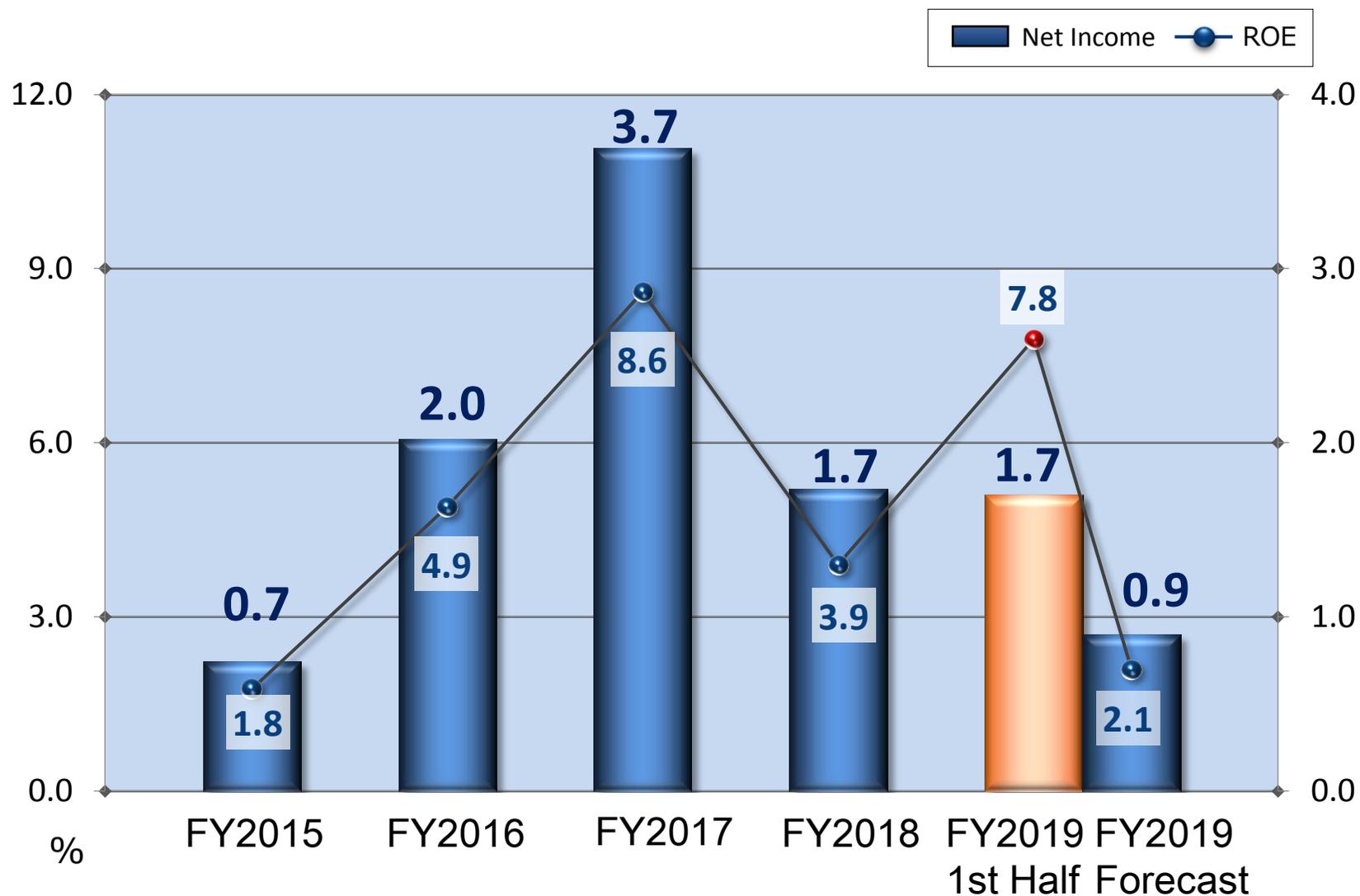


# Net Income & ROE(Non-Consolidated)



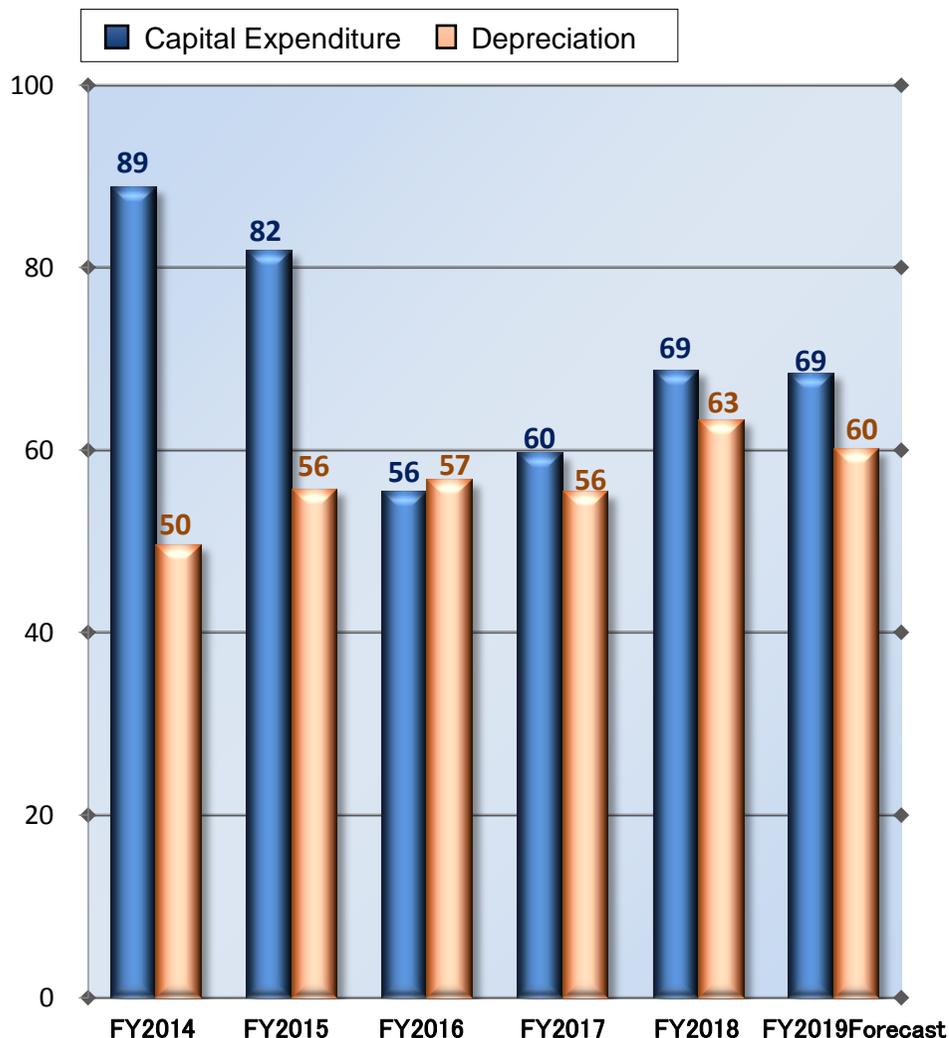
(Billions of Yen)

# Net Income & ROE(Consolidated)



(Billions of Yen)

# Capital Expenditure & Depreciation(Consolidated)



(100 Millions of Yen)

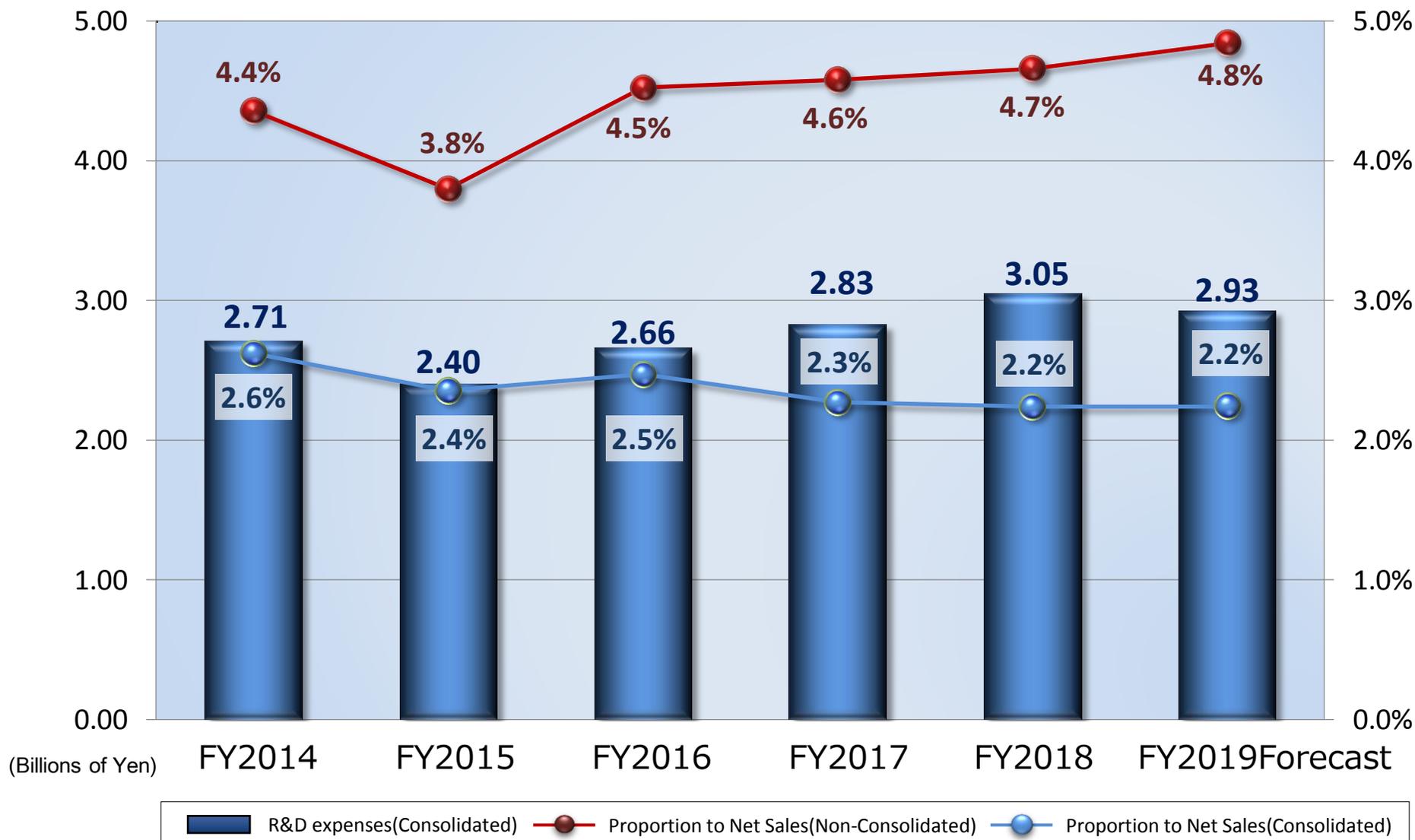
## Capital Expenditure by region (100 millions of Yen)

	FY2018		FY2019 Forecast	
	Capital Expenditure	Share	Capital Expenditure	Share
Japan	39.0	56.7%	39.8	58.0%
North America	9.6	13.9%	12.3	17.9%
Europe	7.1	10.4%	2.1	3.1%
China	3.8	5.4%	5.4	7.9%
Thailand	6.8	9.8%	3.8	5.5%
Indonesia	1.6	2.3%	1.2	1.8%
Vietnam	1.0	1.5%	4.0	5.8%
<b>Total</b>	<b>68.8</b>	<b>100.0%</b>	<b>68.6</b>	<b>100.0%</b>

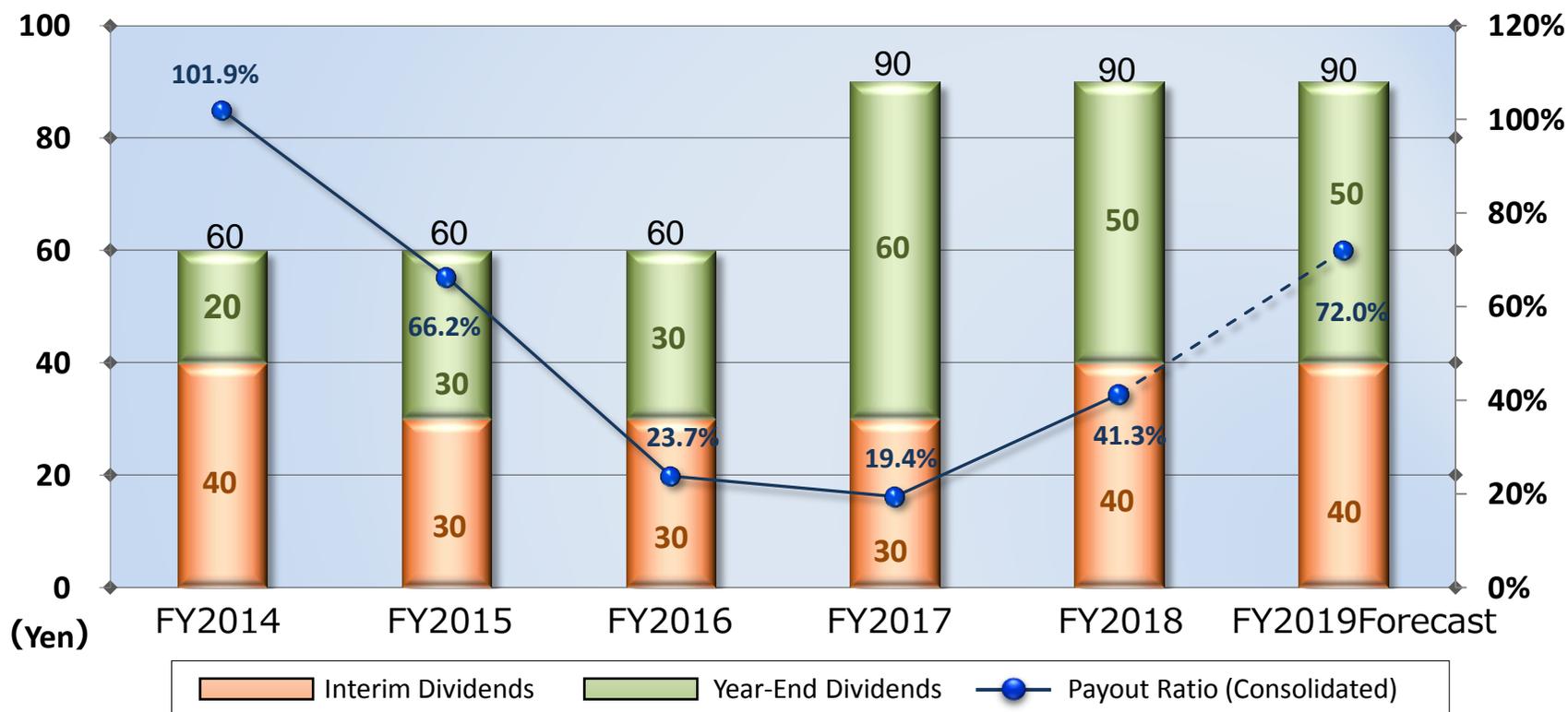
## Depreciation by region (100 millions of Yen)

	FY2018		FY2019 Forecast	
	Depreciation	Share	Depreciation	Share
Japan	34.3	54.1%	33.0	54.8%
North America	11.4	18.0%	12.1	20.1%
Europe	2.4	3.9%	1.2	2.1%
China	6.0	9.4%	5.6	9.3%
Thailand	4.4	6.9%	4.3	7.2%
Indonesia	3.5	5.5%	3.2	5.1%
Vietnam	1.4	2.2%	0.8	1.4%
<b>Total</b>	<b>63.4</b>	<b>100.0%</b>	<b>60.2</b>	<b>100.0%</b>

# R&D Expenses

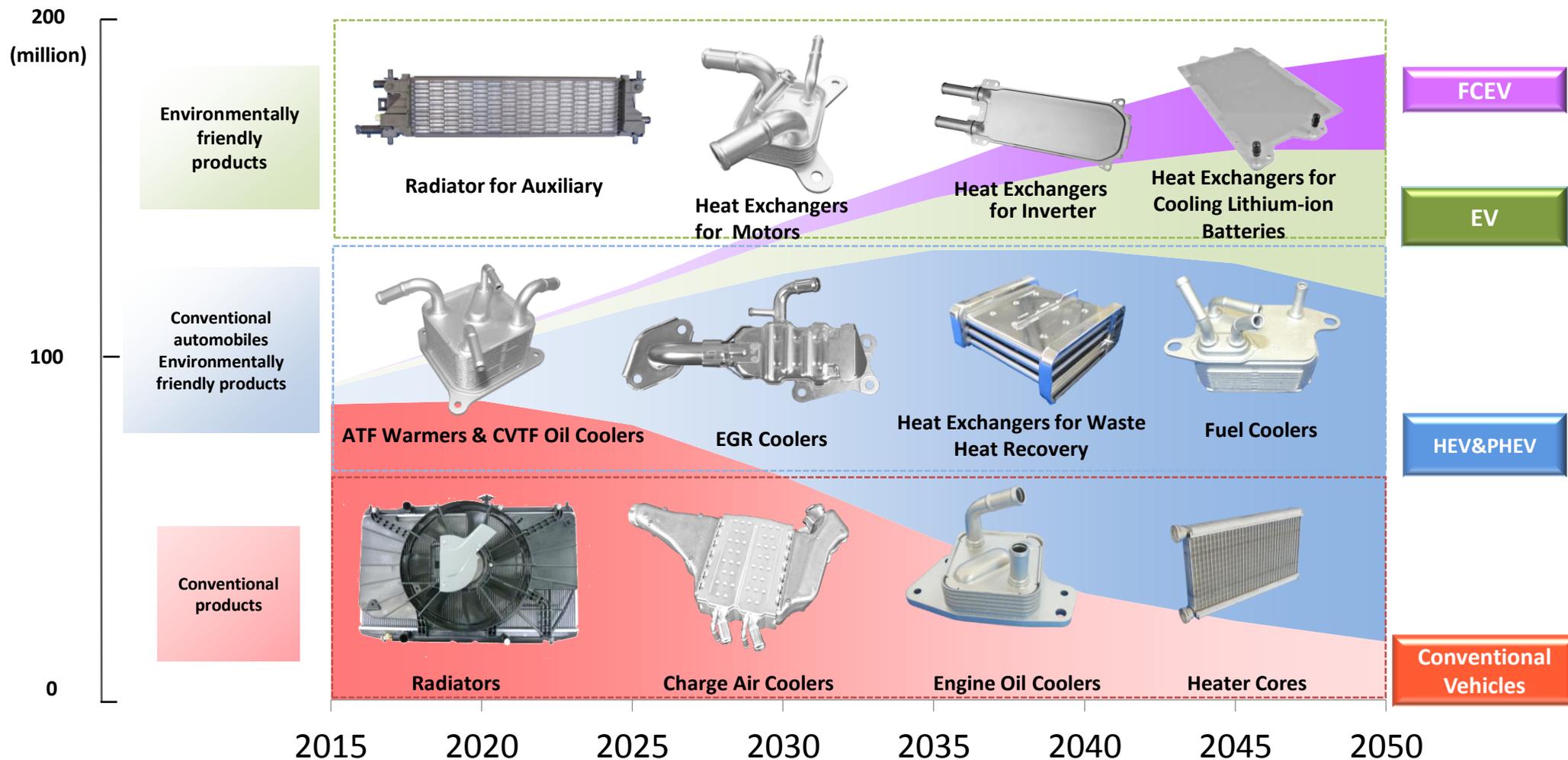


# Dividends Per Share



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 Forecast
<b>Dividends Per Share</b>	60	60	60	90	90	90
<b>(Year-End Dividends)</b>	20	30	30	60	50	50
<b>(Interim Dividends)</b>	40	30	30	30	40	40
<b>Payout Ratio(Consolidated)</b>	101.9%	66.2%	23.7%	19.4%	41.3%	72.0%
<b>Payout Ratio(Non-Consolidated)</b>	-	56.0%	25.1%	26.4%	127.9%	23.1%

# Automobile Components



**Development of exchangers corresponding to the change of the markets and customers' needs**

# Automobile Components

Name	Function
Radiators	To cool cooling water increased in temperature by the engine.
Charge Air Coolers	To cool intake air increased in temperature by being pressurized by a supercharger such as a turbocharger.
Engine Oil Coolers	To cool engine oil increased in temperature by the engine
Heater Cores	To heat indoors by allowing a part of cool cooling water increased in temperature to flow.
ATF Warmers & CVTF Oil Coolers	To heat lubricants for AT and CVT during warming-up and cool down at high temperatures.
EGR Coolers	To cool high-temperature exhaust gas when re-circulating a part of exhaust gas.
Heat Exchangers for Waste Heat Recovery	To recover heat within exhaust gas in HEV and reuse for heating and quick warming of the engine.
Fuel Coolers	To cool fuel increased in temperature by being pressurized by the fuel injection pump.
Radiator for Auxiliary	To cool cooling water increased in temperature by the heat exchanger for auxiliary equipment such as an inverter.
Heat Exchangers for Motors	To cool circulating oil for cooling the motor.
Heat Exchangers for Inverter	To cool inverters used in HEV and EV.
Heat Exchangers for Cooling Lithium-ion Batteries	To cool lithium ion batteries used in HEV and EV.

# Thank you for your attention



**T.RAD Co., Ltd.**

**URL : <https://www.trad.co.jp/>**