



## FY2019 First Quarter Financial Results

|   |    |
|---|----|
| 1. Point .....                              | 4  |
| 2. Net Sales, Profits .....                 | 5  |
| 3. Segment Results .....                    | 7  |
| - Automotive Battery (Japan) .....          | 10 |
| - Automotive Battery (Overseas) .....       | 11 |
| - Industrial Battery and Power Supply ..... | 12 |
| - Automotive Lithium-ion Battery .....      | 13 |
| - Others .....                              | 14 |
| 4. Balance Sheet .....                      | 15 |
| 5. Topics .....                             | 16 |

# FY2019 First Quarter Financial Results

# 1. Point

---

- Looking at the global economy, the United States performed solidly, but the Chinese economy slowed, in part due to impact of US-China trade issues. The outlook in Europe remains clouded by uncertainty surrounding Brexit
- The Japanese economy stayed on moderate recovery trend, but outlook lacks clarity amid concerns about a slowdown in the global economy
- Group sales decreased mainly due to lower overseas sales by automotive batteries business
- Operating income decreased due to the abovementioned decrease in Group sales
- Profit attributable to owners of parent was boosted mainly by lower tax expenses

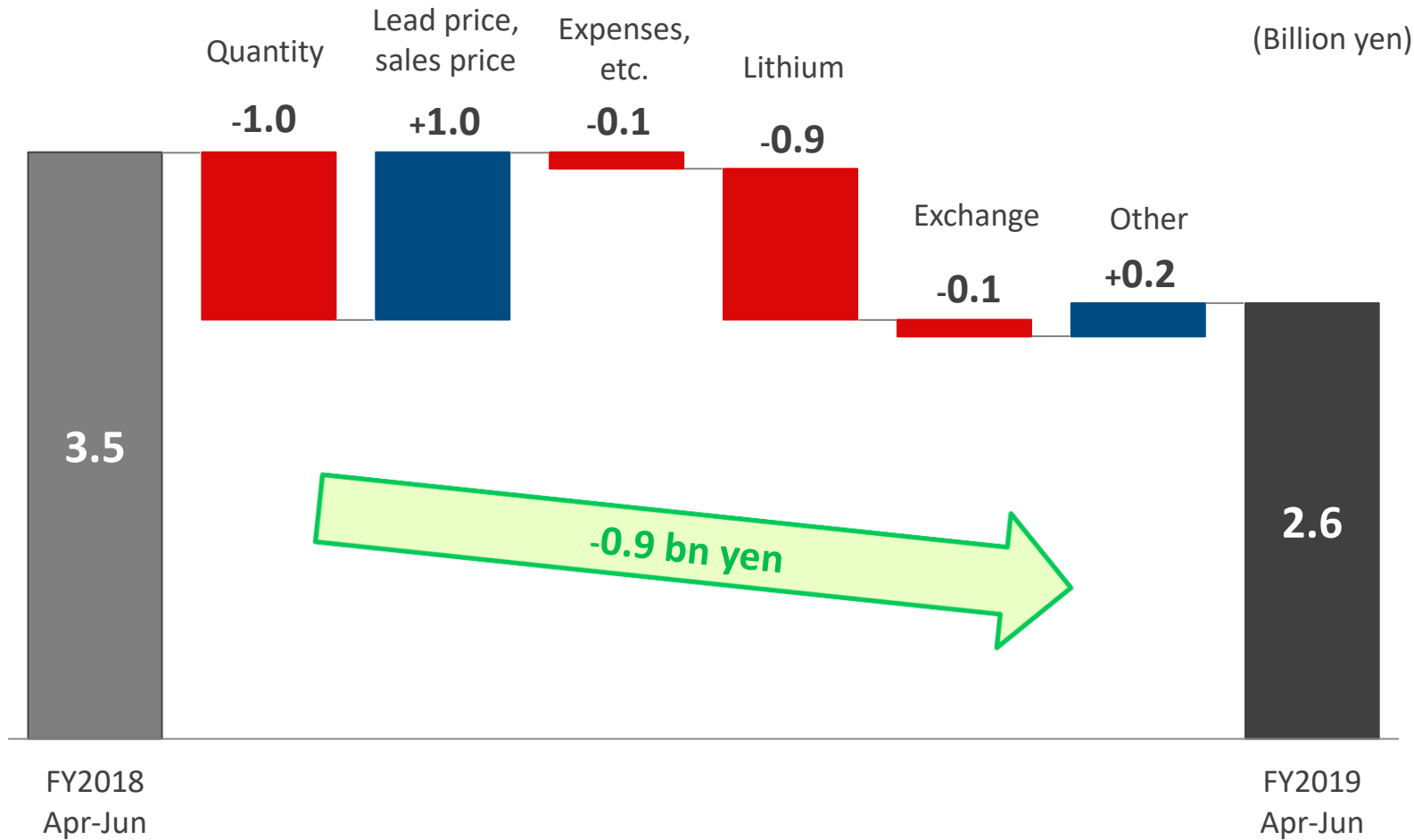
## 2. Net Sales, Profits

(Billion yen)

|  | FY2018<br>Apr-Jun | FY2019<br>Apr-Jun | Change        | (YoY%)   |
|--|-------------------|-------------------|---------------|----------|
| Net Sales  | 96.3              | 90.1              | -6.2          | (-6.4%)  |
| Operating income<br>(Operating income ratio)   | 2.9<br>3.0%       | 2.0<br>2.3%       | -0.9<br>-0.7P | (-30.1%) |
| Operating income before amortization of goodwill<br>(Operating income ratio before amortization of goodwill)                     | 3.5<br>3.6%       | 2.6<br>2.9%       | -0.9<br>-0.7P |          |
| Ordinary income  | 3.2               | 2.9               | -0.3          | (-9.2%)  |
| Extraordinary income   | 0.2               | 0.0               | -0.2          |          |
| Extraordinary loss   | 0.2               | 0.1               | -0.1          |          |
| Profit before income taxes   | 3.2               | 2.8               | -0.4          |          |
| Income taxes   | 1.0               | 0.8               | -0.2          |          |
| Profit attributable to non-controlling interests   | 0.8               | 0.6               | -0.2          |          |
| Profit attributable to owners of parent<br>(Net profit ratio)  | 1.4<br>1.5%       | 1.5<br>1.6%       | +0.1<br>+0.1P | (+3.0%)  |
| Profit attributable to owners of parent before<br>amortization of goodwill<br>(Net profit ratio before amortization of goodwill) | 2.0<br>2.1%       | 2.0<br>2.3%       | +0.0<br>+0.2P |          |
| Domestic lead price quote  | ¥322,700/t        | ¥272,500/t        | -50,200/t     |          |
| LME  | 2,387US\$/t       | 1,886US\$/t       | -501US\$/t    |          |
| Exchange rate  | ¥109.53/US\$      | ¥109.67/US\$      | +¥0.14/US\$   |          |

## 2. Net Sales, Profits

### Factors for Operating Income Change (year-on-year comparison)



Note: Operating income is operating income before amortization of goodwill.

### 3. Segment Results

(Billion yen)

|                                     |          | FY2018<br>Apr-Jun |   | FY2019<br>Apr-Jun |   | Change    |  |
|-------------------------------------|----------|-------------------|---|-------------------|---|-----------|--|
|                                     |          | Net sales         | Operating income<br>(Op. income ratio: %) | Net sales         | Operating income<br>(Op. income ratio: %) | Net sales | Operating income<br>(Op. income ratio: pp) |
| Automotive Battery                  | Japan    | 19.7              | 0.9<br>(4.5)                              | 19.1              | 0.6<br>(3.1)                              | -0.6      | -0.3<br>(-1.4)                             |
|                                     | Overseas | 44.3              | 2.7<br>(6.1)                              | 40.9              | 2.7<br>(6.6)                              | -3.4      | -0.0<br>(+0.5)                             |
| Industrial Battery and Power Supply |          | 16.2              | -0.3<br>(-1.8)                            | 15.6              | -0.2<br>(-1.0)                            | -0.6      | +0.1<br>(+0.8)                             |
| Automotive Lithium-ion Battery      |          | 11.5              | 0.1<br>(1.0)                              | 10.3              | -0.8<br>(-7.8)                            | -1.2      | -0.9<br>(-8.8)                             |
| Others                              |          | 4.7               | 0.0<br>(0.6)                              | 4.2               | 0.3<br>(6.0)                              | -0.5      | +0.3<br>(+5.4)                             |
| Total                               |          | 96.3              | 3.5<br>(3.6)                              | 90.1              | 2.6<br>(2.9)                              | -6.2      | -0.9<br>(-0.7)                             |

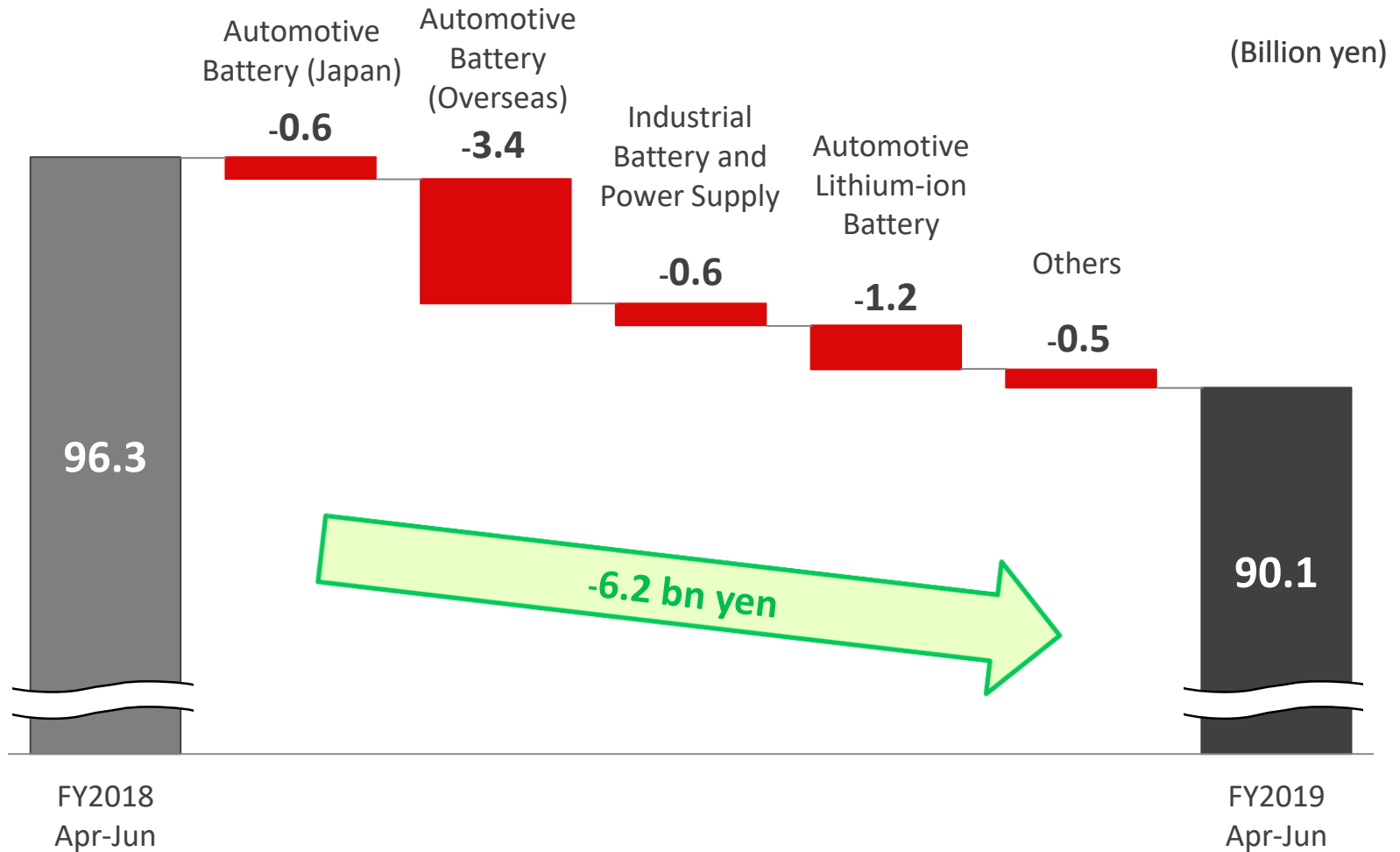
Note1: Operating income is operating income before amortization of goodwill and operating income ratio is operating income ratio before amortization of goodwill.

Note2: From FY2019, some consolidated subsidiaries that were included in “Automotive Batteries-Overseas” have been reclassified to “Industrial Batteries and Power Supplies.”

Segment information for FY2018 has been recast to conform to this revision.

### 3. Segment Results

#### Factors for Segment Net Sales (year-on-year comparison)

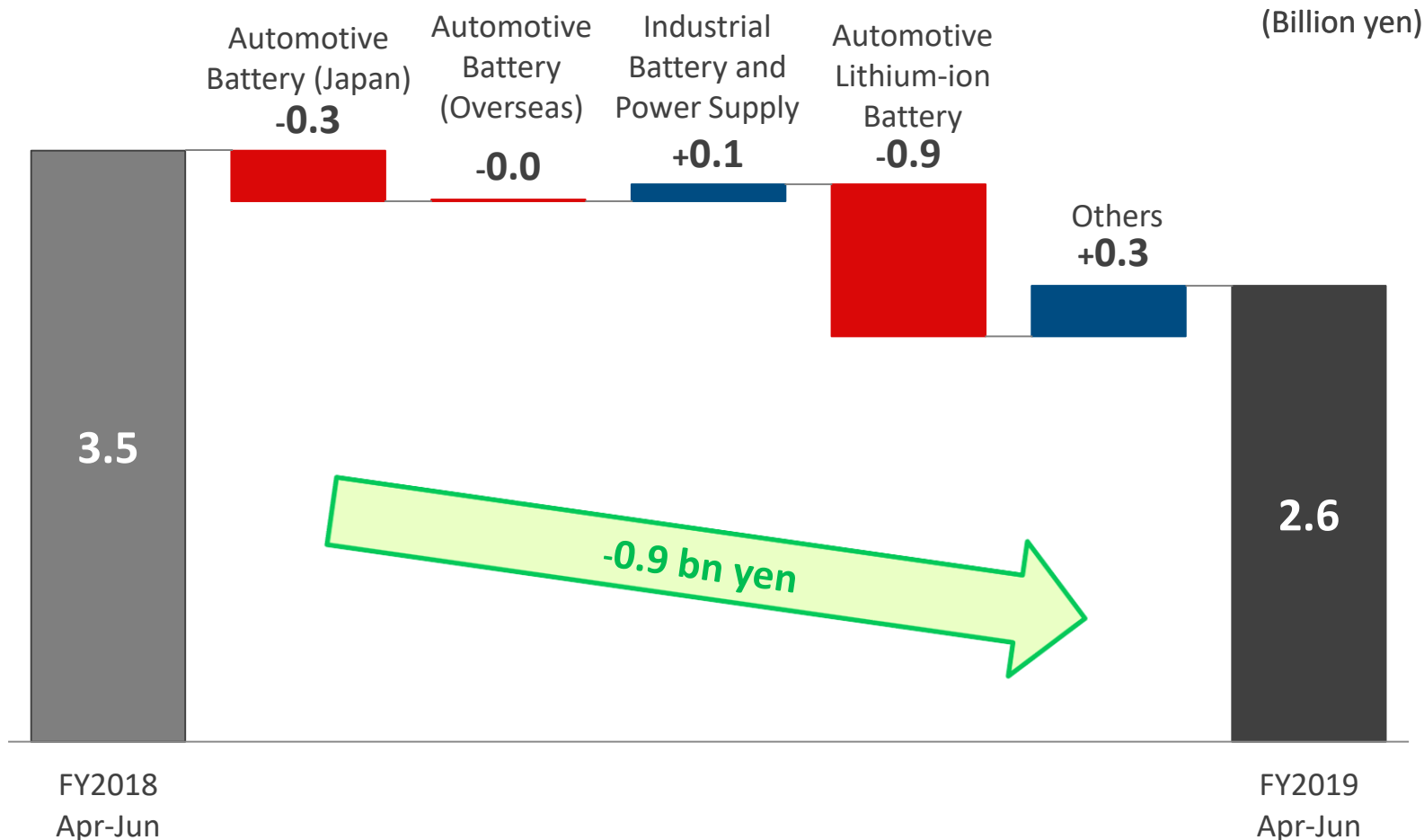


Note: From FY2019, some consolidated subsidiaries that were included in "Automotive Batteries-Overseas" have been reclassified to "Industrial Batteries and Power Supplies." Net sales figures have been recast to conform to this revision.



### 3. Segment Results

#### Factors for Segment Operating Income (year-on-year comparison)



Note: Operating income is operating income before amortization of goodwill.

Note 2: From FY2019, some consolidated subsidiaries that were included in "Automotive Batteries-Overseas" have been reclassified to "Industrial Batteries and Power Supplies."

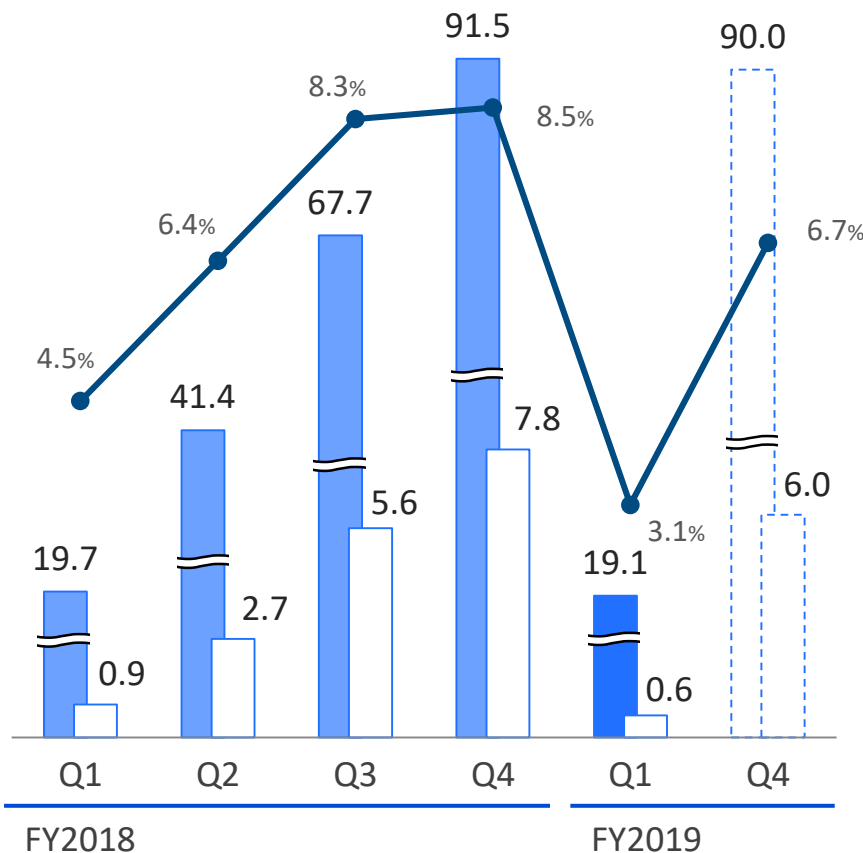
Operating income figures have been recast to conform to this revision.

# 3. Segment Results

## Automotive Battery (Japan)

(Billion yen)

Net Sales, Operating income, Op. income ratio



FY2019 Q1 Sales Overview

- Sales of new automobile batteries increased led by EN (European Norm) Standard batteries
- Sales of replacement batteries declined as a whole, while sales of batteries for start & stop vehicles increased
- The impact of selling price decline due to decline in lead price

### Main Profit Change Factors

|                              |      |
|------------------------------|------|
| Quantity                     | -0.4 |
| Lead prices, sales prices    | +0.3 |
| Streamlining, expenses, etc. | -0.2 |

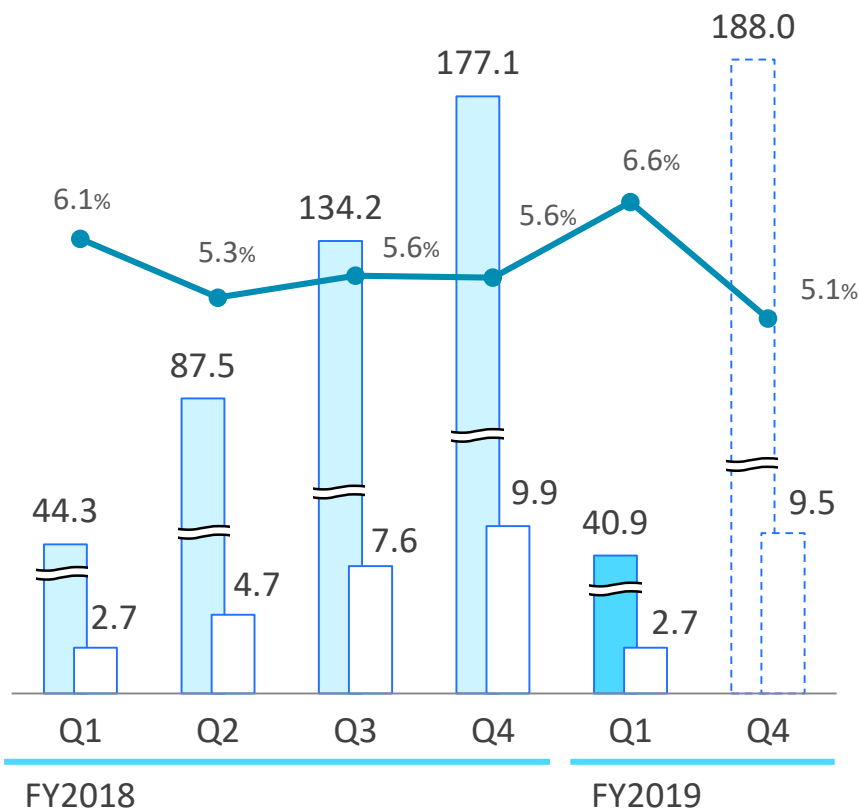
Note: Operating income is operating income before amortization of goodwill and Op. income ratio is Op. income ratio before amortization of goodwill.

### 3. Segment Results

## Automotive Battery (Overseas)

(Billion yen)

#### Net Sales, Operating income, Op. income ratio



#### FY2019 Q1 Sales Overview

- Sales of automotive lead-acid storage batteries declined primarily due to worsening market conditions in China
- Sales of motorcycle lead-acid batteries declined except in Southeast Asia
- The impact of foreign currency translation due to the stronger yen

#### Main Profit Change Factors

|                              |      |
|------------------------------|------|
| Quantity                     | -0.8 |
| Lead prices, sales prices    | +0.5 |
| Streamlining, expenses, etc. | +0.3 |
| Exchange                     | -0.1 |

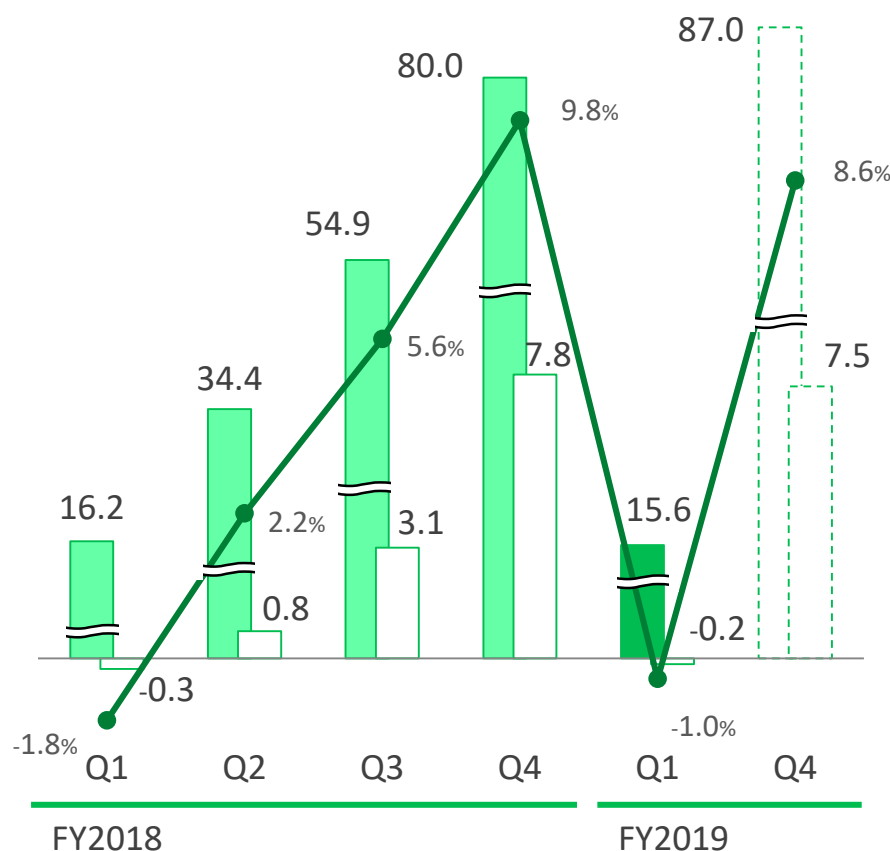
Note: From FY2019, some consolidated subsidiaries that were included in "Automotive Batteries-Overseas" have been reclassified to "Industrial Batteries and Power Supplies." Segment information for FY2018 has been recast to conform to this revision.

# 3. Segment Results

## Industrial Battery and Power Supply

(Billion yen)

### Net Sales, Operating income, Op. income ratio



### FY2019 Q1 Sales Overview

- Sales of industrial lithium-ion batteries were strong
- Sales of lighting equipment declined
- The impact of specialized equipment business transfer

### Main Profit Change Factors

|                              |      |
|------------------------------|------|
| Quantity                     | +0.1 |
| Lead prices, sales prices    | +0.1 |
| Streamlining, expenses, etc. | -0.1 |

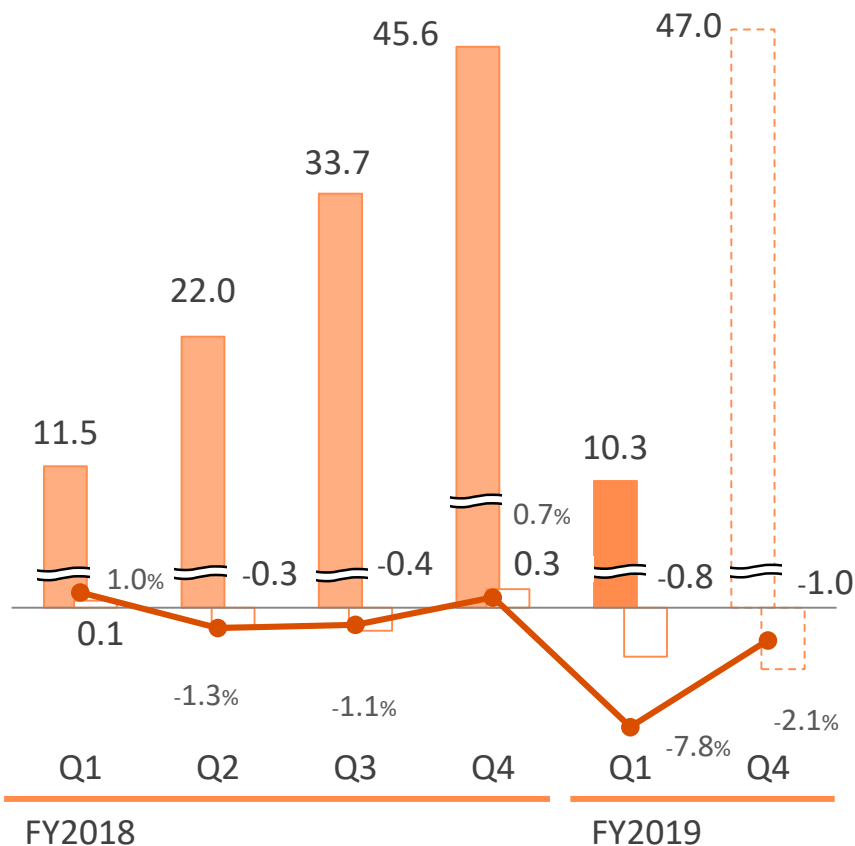
Note: From FY2019, some consolidated subsidiaries that were included in "Automotive Batteries-Overseas" have been reclassified to "Industrial Batteries and Power Supplies." Segment information for FY2018 has been recast to conform to this revision.

### 3. Segment Results

## Automotive Lithium-ion Battery

(Billion yen)

#### Net Sales, Operating income, Op. income ratio



#### FY2019 Q1 Sales Overview

- [Lithium Energy Japan]  
Sales of lithium-ion batteries for plug-in hybrid vehicles declined
- [Blue Energy]  
Sales of lithium-ion batteries for hybrid vehicles increased

#### Main Profit Change Factors

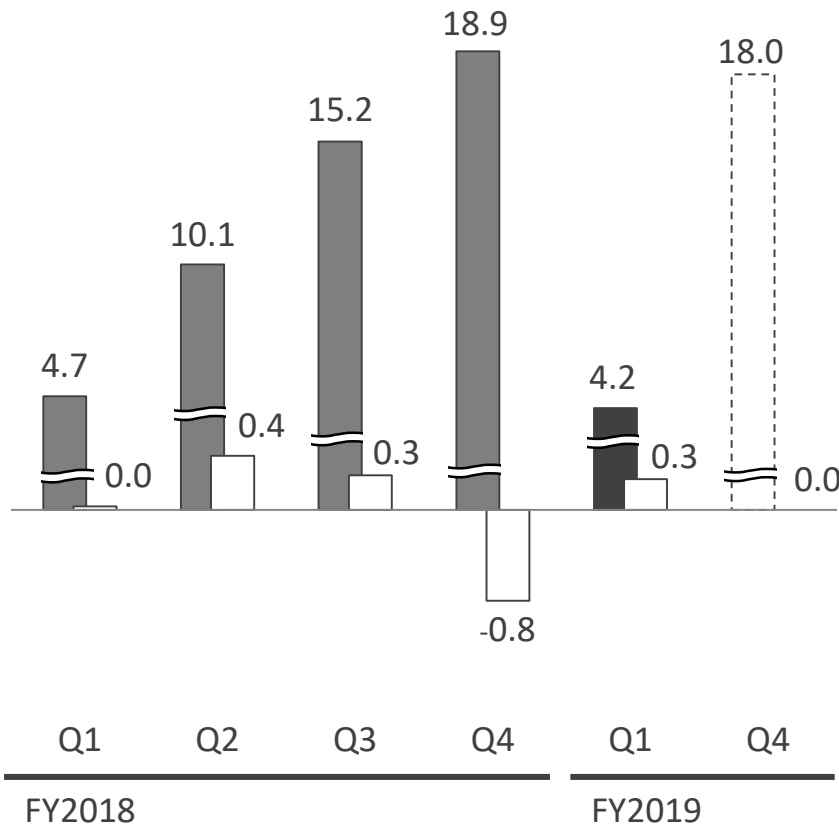
Increase in start-up expenses in Hungary

# 3. Segment Results

## Others

(Billion yen)

### Net Sales, Operating income



### FY2019 Q1 Sales Overview

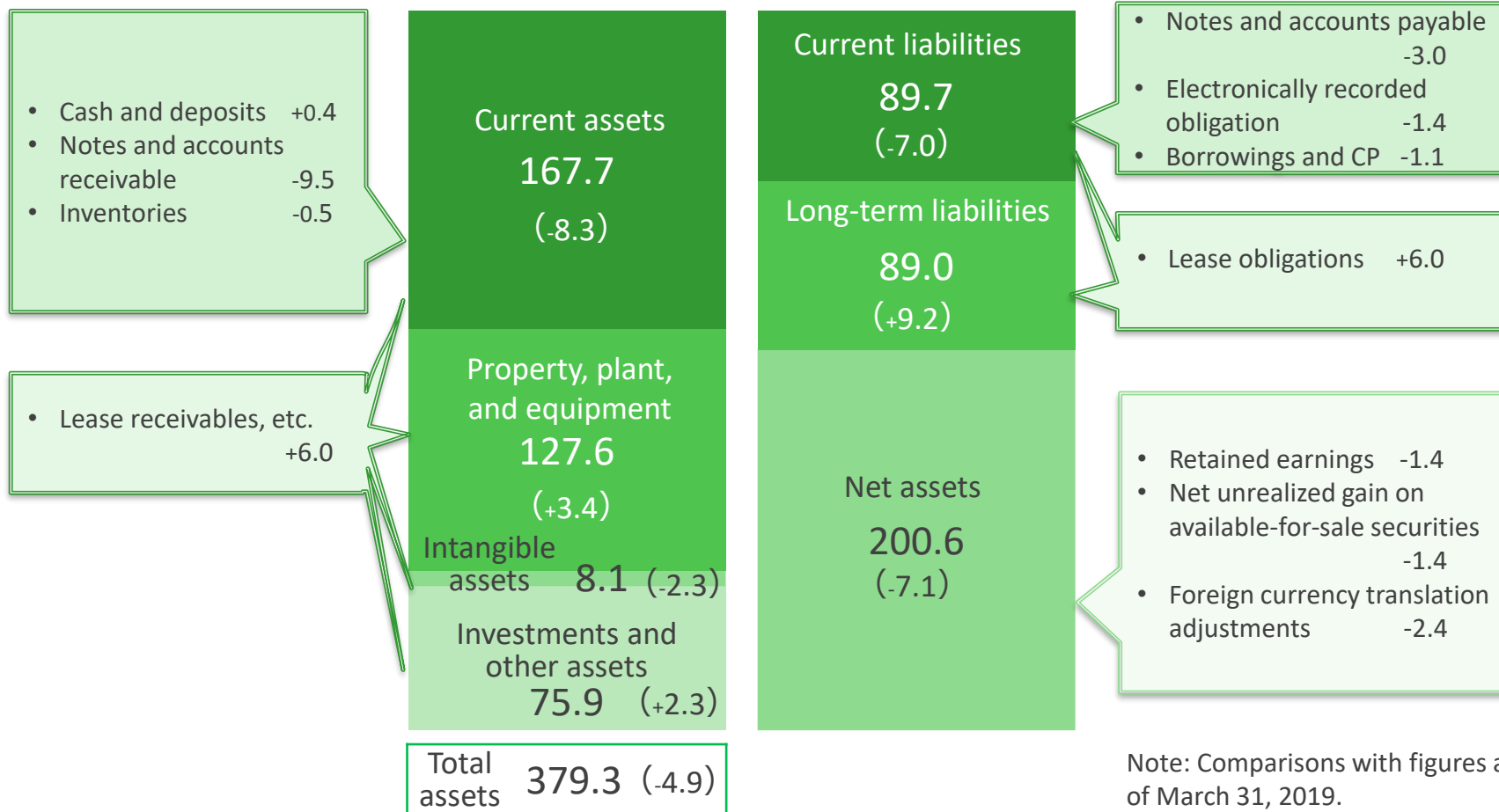
- Temporary production dip for some special application batteries
- Increase in sales of lithium-ion batteries for aircraft

### Main Profit Change Factors

Mainly reduction in administrative division overhead costs

# 4. Balance Sheet

(Billion yen)



Note: Comparisons with figures as of March 31, 2019.

|                       | 3/31/2019 | 6/30/2019 |
|-----------------------|-----------|-----------|
| Equity ratio          | 46.4%     | 45.3%     |
| Interest-bearing debt | ¥66.9bn   | ¥65.0bn   |

## Released “DATAWINDOW-S” Storage Battery Monitoring System



DATAWINDOW-S  
sensor unit (front) and control unit (back).

- Infrastructure already in place in Japan and demand for backup batteries and power supply systems has peaked



### Working to Expand and Enhance IoT-based Koto Zukuri (Service Creation) Services

Ensures soundness of storage battery systems through constant monitoring, facilitates swift maintenance response through remote monitoring, and reduces maintenance workload. Utilization of recorded data supports the drafting of optimal upgrade plans

## GS Yuasa LiB Installed in Japan’s First Fully Battery-Powered Vessel “e-Oshima”



Fully battery-powered vessel “e-Oshima”

- Demand for environment-responsiveness including CO2 emission reduction
- Decline in working population due to overall population decline



### Achieved zero emission using high capacity lithium-ion batteries as sole power source

The batteries supply all of the electric power required during operations including power for navigation purposes thereby contributing to automatic navigation technologies, which facilitate labor saving and enhanced safety



---

Although this document has been prepared with information believed to be correct, GS Yuasa Corporation does not guarantee the accuracy or the completeness of such information. Also, the information herein contains forward-looking statements regarding the Company's plans, outlooks, strategies and results for the future. All the forward-looking statements are based on judgments derived from information available to the Company at the time of release. Certain risks and uncertainties could cause the Company's actual results to differ materially from any projections presented herein.

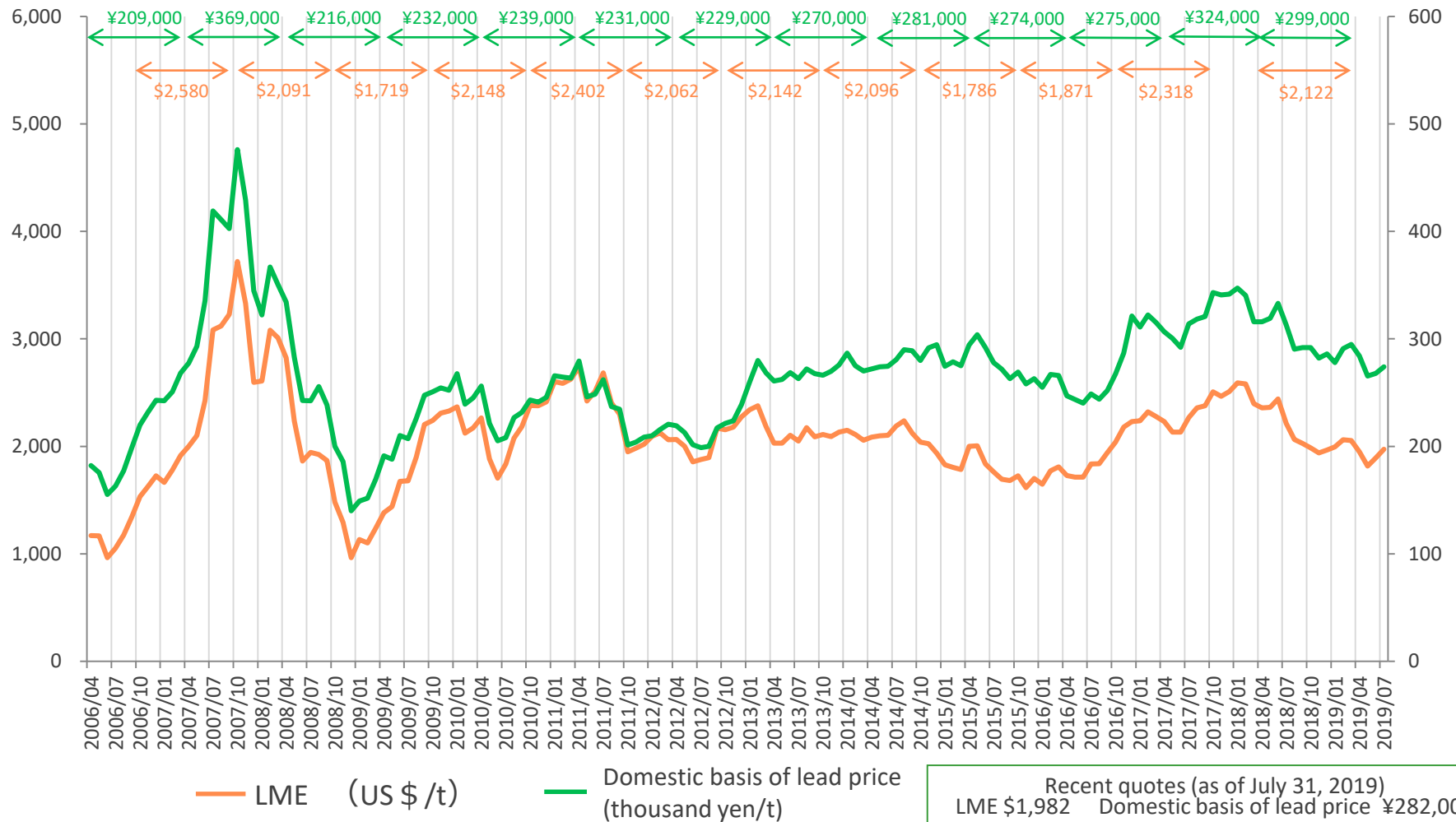


# Reference

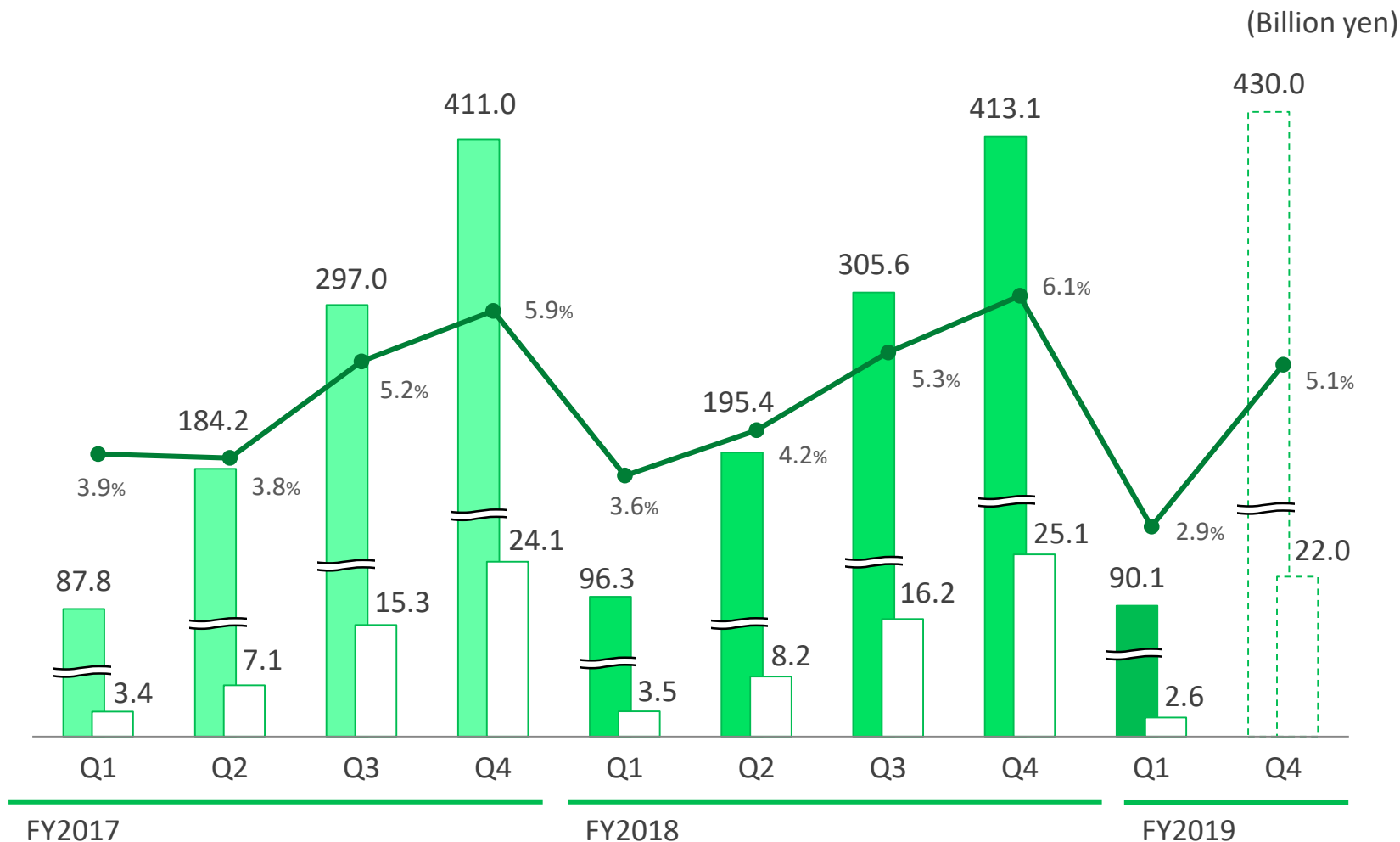
## Raw Materials Prices

LME

Domestic basis  
of lead price



## Net sales, Operating income, Op. income ratio



Note: Operating income is operating income before amortization of goodwill and Op. income ratio is Op. income ratio before amortization of goodwill.