

**Technology to Inspire Innovation**

# **Financial Results for 1Q FY2017**

**July 26, 2017**

**6807 Japan Aviation Electronics industry, Ltd.**

# Net Sales and Incomes

(JPY in 100 millions)

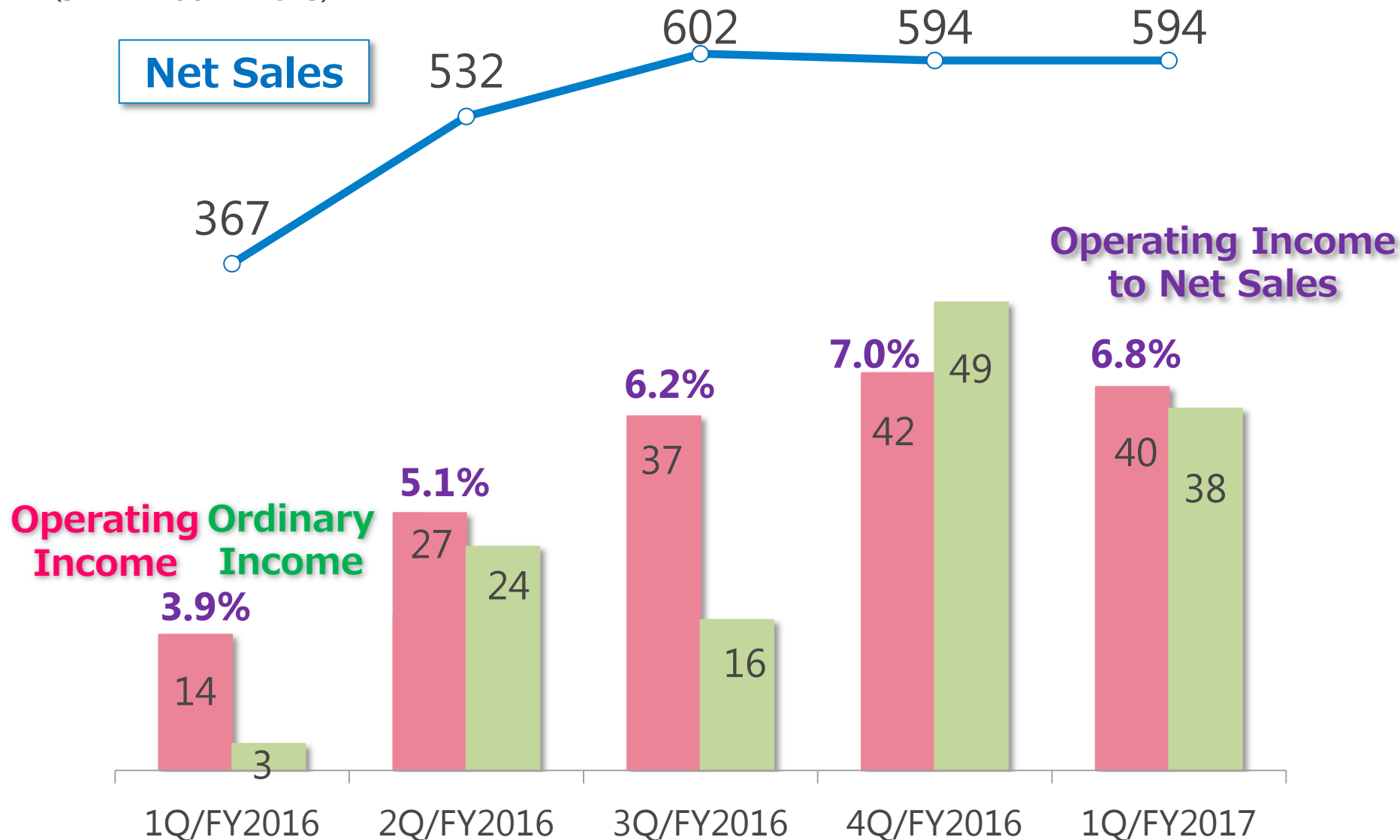
3 months ended	1Q FY2016 Jun 30, 2016	4Q FY2016 Mar 31, 2017	1Q FY2017 Jun 30, 2017	Year/Year Change 1QFY2017/1QFY2016		Sequential Change 1QFY2017/4QFY2016	
<b>Net Sales</b>	<b>367</b>	<b>594</b>	<b>594</b>	<b>227</b>	Growth Rate 162%	<b>0</b>	Growth Rate 100%
<b>Operating Income</b> to Net Sales	<b>14</b> 3.9%	<b>42</b> 7.0%	<b>40</b> 6.8%	<b>26</b>	282%	<b>-1</b>	96%
<b>Ordinary Income</b> to Net Sales	<b>3</b> 0.8%	<b>49</b> 8.3%	<b>38</b> 6.4%	<b>35</b>	—	<b>-11</b>	77%
<b>Net Income</b> to Net Sales	<b>4</b> 1.0%	<b>35</b> 5.9%	<b>28</b> 4.7%	<b>24</b>	791%	<b>-7</b>	79%

<b>Average Exchange Rate (JPY/USD)</b>	<b>108.0</b>	<b>113.6</b>	<b>111.1</b>	<b>3.1</b>	<b>-2.5</b>
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※ Amounts less than 100 million JPY are rounded off.

# Quarterly Net Sales and Operating Income

(JPY in 100 millions)



# Net Sales by Market Segment

(JPY in 100 millions)

3 months ended	1QFY2016 Jun 30, 2016		4QFY2016 Mar 31, 2017		1QFY2017 Jun 30, 2017		Year/Year Change 1QFY2017/1QFY2016		Sequential Change 1QFY2017/4QFY2016	
		Component Ratio		Component Ratio		Component Ratio		Growth Rate		Growth Rate
<b>Mobile Devices</b>	<b>122</b>	<b>33%</b>	<b>315</b>	<b>53%</b>	<b>317</b>	<b>53%</b>	<b>195</b>	<b>259%</b>	<b>3</b>	<b>101%</b>
<b>Automotive</b>	<b>158</b>	<b>43%</b>	<b>171</b>	<b>29%</b>	<b>164</b>	<b>28%</b>	<b>7</b>	<b>104%</b>	<b>-6</b>	<b>96%</b>
<b>Industrial &amp; Infrastructure</b>	<b>60</b>	<b>16%</b>	<b>71</b>	<b>12%</b>	<b>73</b>	<b>12%</b>	<b>13</b>	<b>122%</b>	<b>2</b>	<b>103%</b>
<b>Others</b>	<b>26</b>	<b>7%</b>	<b>38</b>	<b>6%</b>	<b>39</b>	<b>7%</b>	<b>13</b>	<b>149%</b>	<b>1</b>	<b>104%</b>
<b>Total</b>	<b>367</b>	<b>100%</b>	<b>594</b>	<b>100%</b>	<b>594</b>	<b>100%</b>	<b>228</b>	<b>162%</b>	<b>0</b>	<b>100%</b>

<b>Domestic Sales</b>	<b>125</b>	<b>34%</b>	<b>154</b>	<b>26%</b>	<b>144</b>	<b>24%</b>	<b>19</b>	<b>115%</b>	<b>-10</b>	<b>94%</b>
<b>Overseas Sales</b>	<b>242</b>	<b>66%</b>	<b>441</b>	<b>74%</b>	<b>450</b>	<b>76%</b>	<b>209</b>	<b>186%</b>	<b>9</b>	<b>102%</b>

※ Amounts less than 100 million JPY are rounded off.

# Net Sales by Business Segment

(JPY in 100 millions)

3 months ended	1QFY2016		4QFY2016		1QFY2017		Year/Year Change		Sequential Change	
	Jun 30, 2016		Mar 31, 2017		Jun 30, 2017		1QFY2017/1QFY2016		1QFY2017/4QFY2016	
		Component Ratio		Component Ratio		Component Ratio		Growth Rate		Growth Rate
Connector	324	88%	536	90%	550	93%	226	170%	14	103%
UIS	18	5%	23	4%	21	4%	3	119%	-2	93%
Aerospace	24	6%	34	6%	21	4%	-3	89%	-12	63%
Others	2	0%	2	0%	2	0%	0	130%	0	103%
Total	367	100%	594	100%	594	100%	228	162%	0	100%

※ Amounts less than 100 millions JPY are rounded off.

# Operating Income by Business Segment

(JPY in 100 millions)

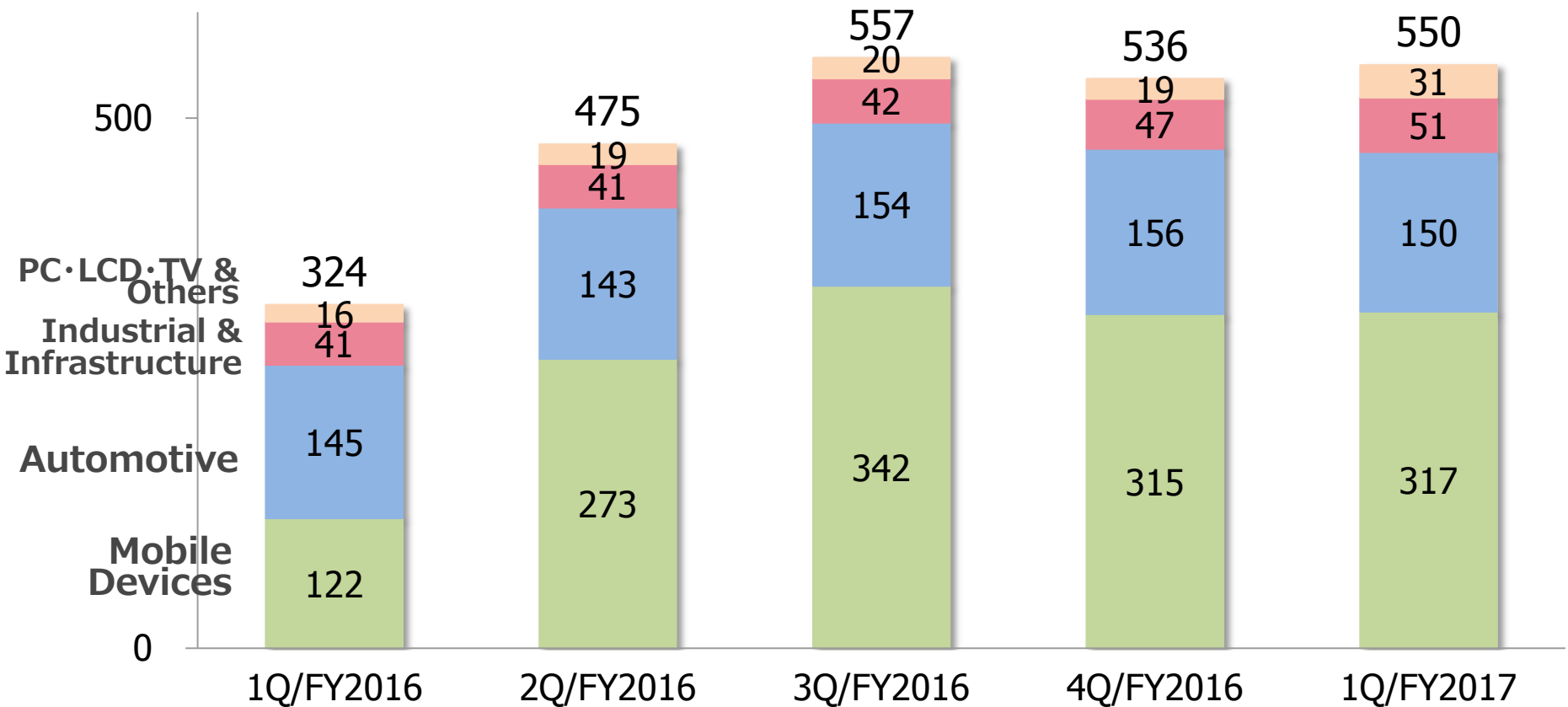
	1QFY2016	4QFY2016	1QFY2017	Year/Year Change	Sequential Change
3 months ended	Jun 30, 2016	Mar 31, 2017	Jun 30, 2017	1QFY2017/1QFY2016	1QFY2017/4QFY2016
Connector	26 8.1%	49 9.1%	50 9.1%	24	1
UIS	2 11.6%	3 11.0%	2 10.5%	0	0
Aerospace	-3 -12.8%	2 4.5%	-2 -7.9%	1	-3
Unallocatable cost/Others	-11	-11	-10	1	1
Total	14 3.9%	42 7.0%	40 6.8%	26	-2

※ Percentages(%) for FY2016, FY2017 indicate Operating Income to Net Sales Ratios.

※ Amounts less than 100 million yen are rounded off.

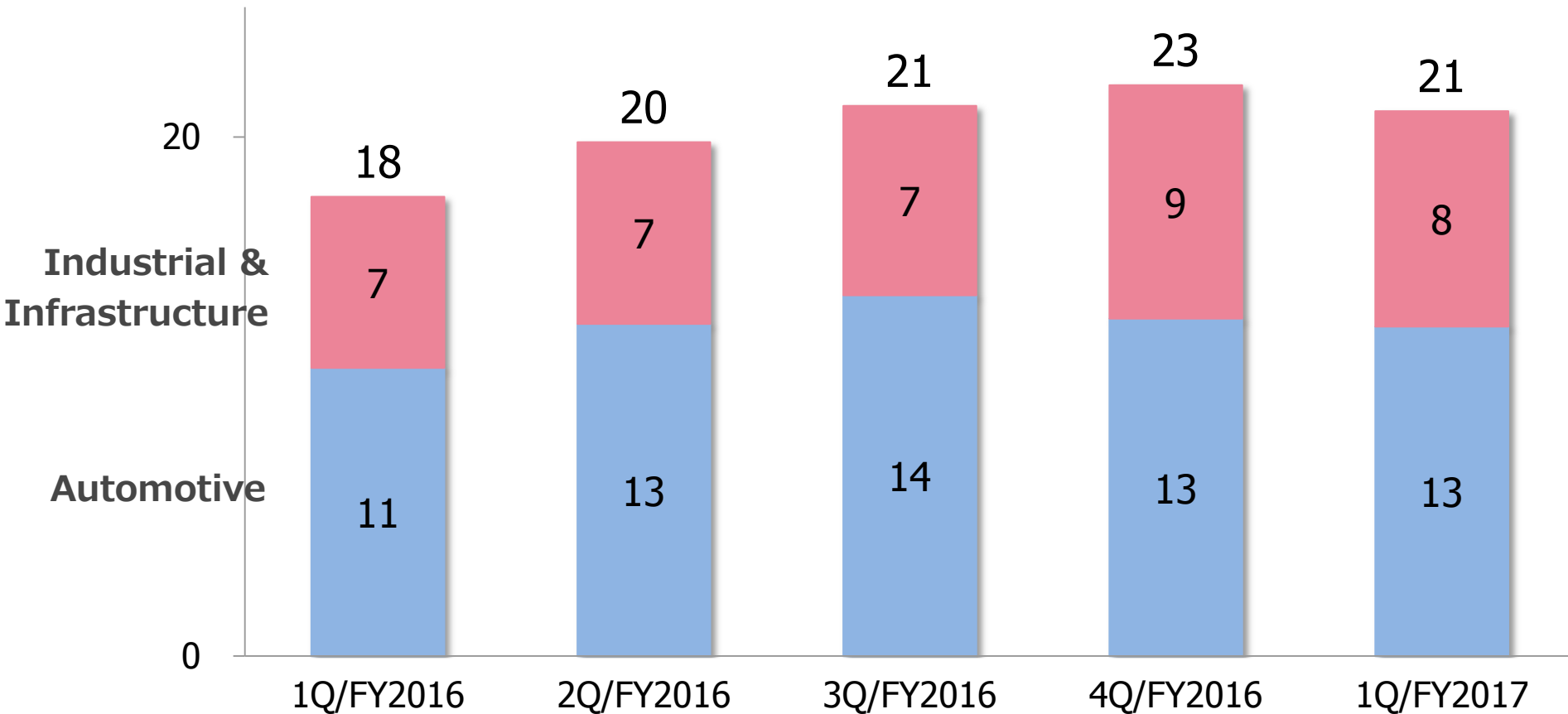
## Sales By Market Segment

(JPY in 100 millions)

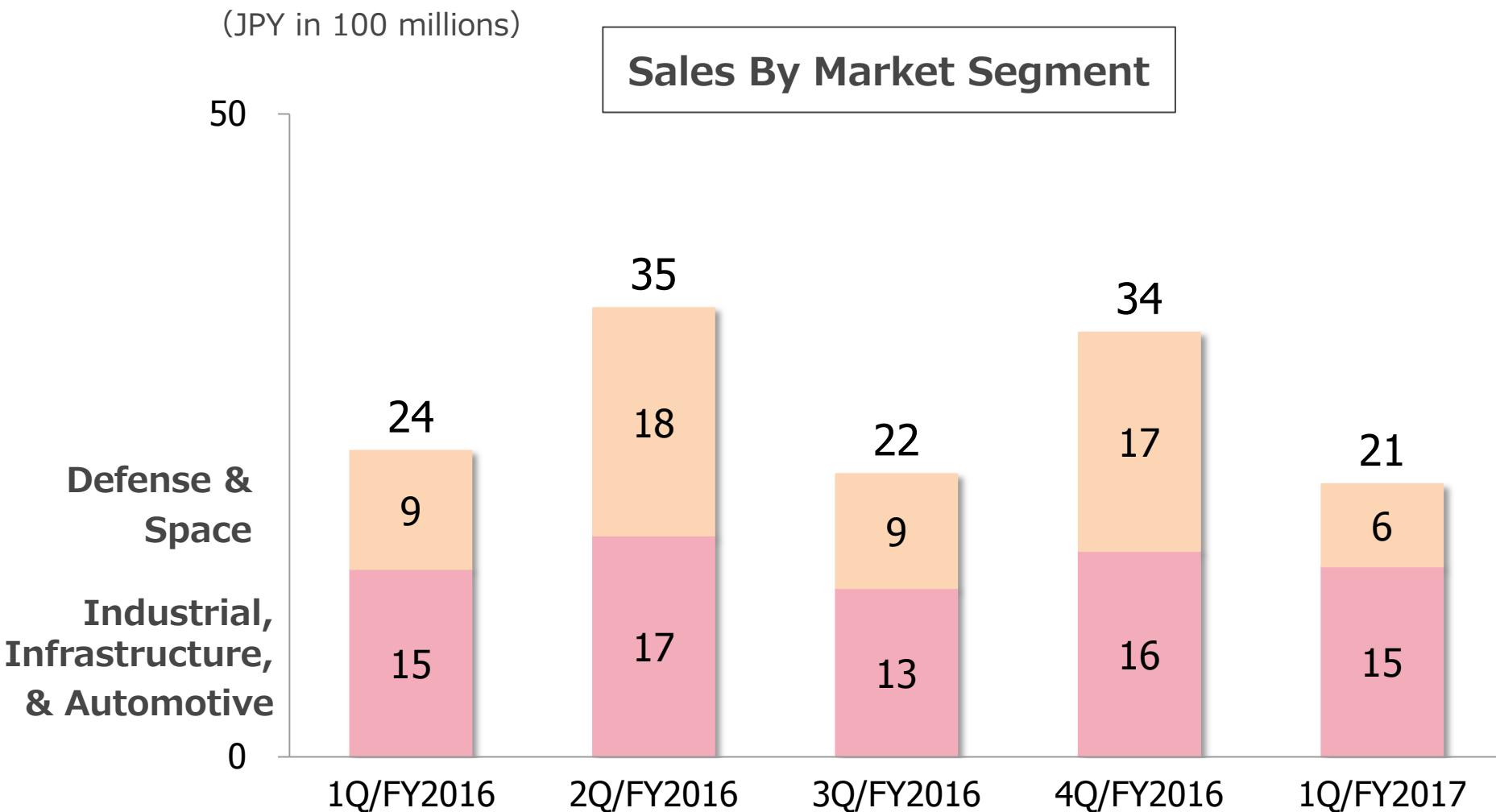


## Sales By Market Segment

(JPY in 100 millions)

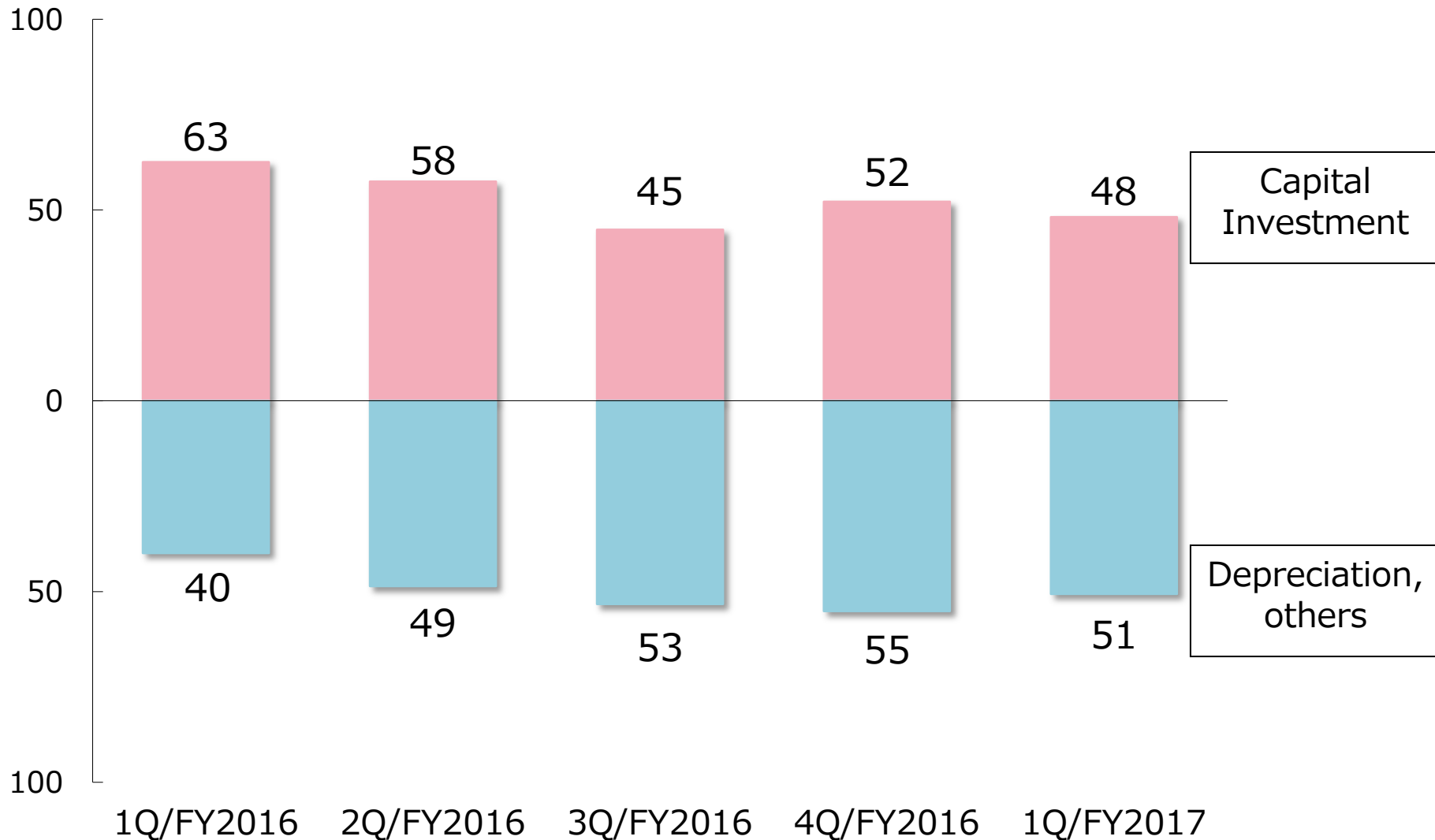






# Capital Investment & Depreciation

(JPY in 100 millions)



Technology to Inspire Innovation

**JAE**

#### <Cautionary Statement>

The plans, strategies & results forecasts and targets for our company and our consolidated affiliates (hereinafter JAE) noted in these materials are forecasts and targets as of July 26, 2017, and include risks and uncertainties.

The targets noted in these materials are not projections, and do not reflect current projections by the management team with regards to future results. Rather, these are targets to be attained by the management team through implementing business strategies.

Note that actual results may differ greatly from forecasts and targets, etc. based on various factors. Major factors that affect actual business results, etc. are the political and economic situations in Japan, the US, Asia and so forth that involve regions where JAE conducts business operations, demand fluctuations for JAE products (including software products) in the market, deflationary pressures caused by severe competition, the ability to continue supplying over our competitors, the ability to expand business operations in overseas markets, changes to the laws and regulations concerning business activities, and their transparency, potential legal responsibilities, exchange rates, etc, and there may be other factors beyond the ones listed here. Actual results may differ from management targets and other forecasts due to a worsening global economy and the global financial situation, stagnation in the domestic and overseas stock markets, etc. Note that descriptions concerning projections are current as of that day.

Although new risks and factors of uncertainty that occur at any anytime are evident, it is impossible to predict their occurrence or effects. In addition, details describing future predictions may not actually occur due to risk and uncertainties. Do not rely solely on these descriptions.