



# **Fact Sheet**

**FY2010**

**Ending March 31, 2011**

**UNIPRES CORPORATION**



## [Company Outline]

### ● Company Outline

Company Name	UNIPRES CORPORATION
Established	March 1, 1945 (Change of name through company merger on April 1, 1998)
Business Activities	Manufacture and sale of automotive parts
Capital	9,109.8 million yen (March 31, 2011)
Stock Exchanges on Which the Company's Shares are Listed	Tokyo Stock Exchange, First Section (Securities code: 5949)
Employees	6,041 (consolidated) (March 31, 2011)
Head Office	1-19-20 Shin-Yokohama, Kohoku-ku, Yokohama City, Kanagawa Pref.
Offices and Plants	Shizuoka Pref., Kanagawa Pref., Tochigi Pref., Fukuoka Pref., Hiroshima Pref., U.S.A., Mexico, U.K., France, China, India, Thailand

### ● Management Philosophy

#### “Perfecting Machine Press Technologies: Going a Step Beyond”

- We are dedicated to furthering technical progress, finding practical applications, and pursuing innovation to perfect Unipres products that are used throughout the world.
- We are committed to faithfully performing these roles and assuming these responsibilities and will be unceasing in our efforts to cultivate the core of our activities.

#### ○ Company History

- April 1998 Unipres established through a merger between Yamakawa Industrial Co., Ltd. and Yamato Kogyo Co., Ltd.
- January 2002 UNIPRES SOUTHEAST U.S.A., INC. established in Forest, Mississippi.
- March 2002 MUTEK CO., LTD. established as a joint company with Mitsubishi Aluminum Co., Ltd.
- July 2002 UNIPRES EUROPE, SAS established in France.
- January 2003 Plans announced to establish a joint company in Europe(UM Corporation).
- March 2003 ISO 9001 : 2000 certification awarded; the two former companies' certification integrated; and the scope extended to Unipres Kyushu Corporation.
- July 2003 UNIPRES NORTH AMERICA, INC. established in Detroit, Michigan.
- October 2003 UNIPRES GUANGZHOU CORPORATION established in Guang-Zhou City, Guang-Dong Province, China.
- February 2004 Stock listed on the Second Section of the Tokyo Stock Exchange.
- March 2004 ISO 14001 : 1996 certification awarded.
- May 2004 Head Office moved to Yokohama-city.
- June 2005 Head Office Registration moved to Shin-Yokohama, Kohoku-ku, Yokohama-city, Kanagawa.
- September 2005 Stock listed on the First Section of the Tokyo Stock Exchange.
- September 2006 Tool & Die Plant goes into operation in UNIPRES GUANGZHOU CORPORATION.
- October 2008 UNIPRES INDIA PRIVATE LIMITED established as a joint company with Marubeni Corporation.
- July 2009 Establishment of UNIPRES (THAILAND) Co., LTD.
- October 2009 Establishment of UNIPRES PRECISION GUANGZHOU CORPORATION.
- April 2011 Establishment of UNIPRES R & D Co., Ltd.

[Six-Year Financial Data Summary]

Consolidated Balance Sheets

(Millions of yen)

		FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	
Total assets	First half	121,697	138,325	146,486	136,994	131,319	134,278	
	Full year	130,611	145,034	133,583	119,717	133,169	136,467	
Current assets	First half	43,411	50,218	56,676	52,517	49,522	57,126	
	Full year	47,310	52,940	46,651	37,501	51,627	61,603	
Fixed assets	First half	78,285	88,106	89,810	84,477	81,796	77,152	
	Full year	83,300	92,094	86,932	82,215	81,541	74,864	
Total liabilities	First half	72,562	88,109	89,716	75,529	74,099	70,231	
	Full year	80,066	90,338	73,879	66,056	71,030	61,015	
Current liabilities	First half	54,198	62,315	62,728	53,989	45,072	52,257	
	Full year	54,051	59,989	50,683	42,391	50,568	44,080	
Long-term liabilities	First half	18,364	25,793	26,988	21,539	29,027	17,973	
	Full year	26,015	30,349	23,196	23,665	20,462	16,935	
※Interest-bearing debts	First half	27,128	38,811	45,677	28,611	28,590	19,925	
	Full year	29,341	39,875	28,894	27,668	22,918	12,778	
Minority interests	First half	5,829	6,050	6,645	6,455	5,161	4,731	
	Full year	6,408	6,581	6,832	5,244	6,009	4,752	
Shareholders' equity	First half	49,134	50,215	56,769	61,465	57,219	64,047	
	Full year	50,543	54,695	59,703	53,660	62,138	75,451	
Balance sheet indicators	Shareholders' equity per share (yen)	First half	1,099.80	1,120.32	1,266.51	1,377.77	1,292.46	1,444.15
		Full year	1,118.29	1,218.38	1,330.79	1,207.50	1,377.83	1,514.60
	Shareholders' equity ratio (%)	First half	35.6	31.9	34.1	39.9	39.2	43.7
		Full year	33.8	33.1	39.4	40.0	41.7	51.3
	Return on equity (ROE) (%)	First half	5.9	2.1	3.4	7.0	4.6	9.4
		Full year	10.8	7.6	11.4	7.2	12.6	18.7

\*ROE=Net profit/(Previous fiscal year end shareholders' equity + Fiscal year end shareholders' equity)/2

Consolidated Statements of Income

(Millions of yen)

		FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	
<b>Sales</b>	First half	<b>77,700</b>	<b>79,818</b>	<b>83,093</b>	<b>95,265</b>	<b>77,054</b>	<b>105,057</b>	
	Full year	<b>161,315</b>	<b>165,827</b>	<b>194,155</b>	<b>180,816</b>	<b>175,750</b>	<b>219,032</b>	
Cost of sales	First half	68,458	71,182	72,956	80,620	66,611	87,532	
	Full year	141,979	145,277	168,413	155,970	150,306	182,040	
Selling, general and administrative expenses	First half	6,478	6,812	6,843	7,736	6,018	7,608	
	Full year	12,815	13,570	14,269	14,321	13,252	15,227	
<b>Operating profit</b>	First half	<b>2,763</b>	<b>1,824</b>	<b>3,293</b>	<b>6,907</b>	<b>4,424</b>	<b>9,916</b>	
	Full year	<b>6,520</b>	<b>6,978</b>	<b>11,472</b>	<b>10,523</b>	<b>12,191</b>	<b>21,764</b>	
Non-operating profit	First half	727	610	785	260	177	313	
	Full year	1,708	1,749	1,551	741	578	485	
Non-operating expenses	First half	549	1,311	987	553	560	1,300	
	Full year	1,191	1,467	2,385	3,109	967	1,936	
<b>Ordinary profit</b>	First half	<b>2,941</b>	<b>1,123</b>	<b>3,092</b>	<b>6,614</b>	<b>4,042</b>	<b>8,928</b>	
	Full year	<b>7,037</b>	<b>7,261</b>	<b>10,638</b>	<b>8,156</b>	<b>11,801</b>	<b>20,313</b>	
Special gains	First half	4,598	832	151	72	19	35	
	Full year	4,614	837	188	101	186	343	
Special losses	First half	2,882	461	984	635	410	280	
	Full year	3,382	2,569	2,034	2,225	828	2,358	
<b>Net profit before income taxes</b>	First half	<b>4,657</b>	<b>1,494</b>	<b>2,259</b>	<b>6,051</b>	<b>3,651</b>	<b>8,684</b>	
	Full year	<b>8,269</b>	<b>5,529</b>	<b>8,792</b>	<b>6,031</b>	<b>11,159</b>	<b>18,298</b>	
<b>Net profit</b>	First half	<b>2,426</b>	<b>904</b>	<b>1,587</b>	<b>3,640</b>	<b>2,285</b>	<b>5,340</b>	
	Full year	<b>4,547</b>	<b>3,479</b>	<b>5,741</b>	<b>3,625</b>	<b>6,537</b>	<b>11,750</b>	
Income statement indicators	Operating profit margin (%)	First half	3.6	2.3	4.0	7.3	5.7	9.4
		Full year	4.0	4.2	5.9	5.8	6.9	9.9
	Net profit margin (%)	First half	3.1	1.1	1.9	3.8	3.0	5.1
		Full year	2.8	2.1	3.0	2.0	3.7	5.4
	COGS to sales (%)	First half	88.1	89.2	87.8	84.6	86.4	83.3
		Full year	88.0	87.6	86.7	86.3	85.5	83.1
	SG&A to sales (%)	First half	8.3	8.5	8.2	8.1	7.8	7.2
		Full year	8.0	8.2	7.4	7.9	7.5	7.0
	Net profit per share (yen)	First half	61.62	22.97	40.27	91.99	57.50	131.89
		Full year	113.29	88.33	145.55	91.54	163.82	282.69
	Diluted net profit per share (yen)	First half	61.53	20.44	35.93	79.67	49.86	114.64
		Full year	111.86	78.72	126.51	79.63	142.31	248.74

**Consolidated Statements of Cash Flows**

(Millions of yen)

		FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Cash flow from operating activities	First half	1,029	1,035	(1,508)	8,618	4,988	11,882
	Full year	8,031	7,438	21,415	17,624	22,090	26,742
Cash flow from investing activities	First half	(8,474)	(10,305)	(2,643)	(6,292)	(2,804)	(5,857)
	Full year	(17,933)	(18,035)	(10,994)	(12,213)	(10,108)	(15,099)
Cash flow from financing activities	First half	9,459	9,132	4,758	(677)	(1,907)	(6,859)
	Full year	11,039	9,833	(10,799)	(3,948)	(9,533)	(9,546)
Balance of cash and cash equivalent at end of period	First half	3,834	2,815	2,885	3,543	3,502	4,612
	Full year	2,971	2,290	1,941	3,198	5,744	7,371

**Depreciation Cost / Plant and Equipment Investment / Research and development expenses (Consolidated)**

(Millions of yen)

		FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Depreciation Cost	First half	4,320	4,795	5,855	5,995	7,757	8,694
	Full year	9,673	10,231	12,714	16,438	16,674	17,833
Plant and equipment investment	First half	6,856	11,361	2,898	5,566	2,953	5,992
	Full year	15,141	20,191	11,978	11,808	9,740	13,156
Research and development expenses	First half	826	767	870	1,000	972	1,041
	Full year	1,709	1,603	2,012	2,098	2,081	2,308

**Number of Full-Time Employees**

(person)

		FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	
Employees	Consolidated	First half	5,173	5,524	5,824	5,966	5,699	5,948
		Full year	5,145	5,696	5,976	5,826	5,676	6,041
	Non-consolidated	First half	2,066	2,065	2,053	2,159	2,172	2,139
		Full year	2,055	2,041	2,046	2,150	2,128	2,149

**Sales by Major Customer**

(Millions of yen)

		FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
NISSAN MOTOR CO., LTD.	First half	26,849	25,149	24,247	33,081	25,776	35,582
	Full year	55,894	51,207	67,492	59,554	56,335	69,061
Dongfeng Motor Co., Ltd.	First half	1,466	3,163	7,455	9,682	11,937	16,739
	Full year	4,717	8,733	14,748	27,131	28,007	35,524
Nissan Europe S.A.S.	First half	8,247	7,555	9,562	12,365	7,036	8,411
	Full year	15,828	15,144	20,859	21,757	15,649	17,607
JATCO Ltd	First half	8,161	7,938	8,881	9,236	8,384	11,863
	Full year	16,430	16,957	18,053	16,104	19,605	24,712
Nissan North America, Inc.	First half	9,958	9,818	8,703	8,334	4,168	5,216
	Full year	18,670	20,631	18,030	12,360	9,874	10,313

**Sales by Product Category (Consolidated)**

(Millions of yen)

		FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Car Body Products	First half	—	67,127	69,268	80,251	63,827	87,625
	Full year	133,827	139,203	165,644	154,333	145,135	183,738
Transmission Products	First half	—	9,019	9,992	10,675	9,904	13,393
	Full year	18,828	19,128	20,662	18,551	22,877	27,451
Plastic Products	First half	—	2,315	2,042	2,354	1,831	2,756
	Full year	5,498	4,517	4,907	4,003	4,273	5,155
Others	First half	—	1,357	1,791	1,985	1,492	1,283
	Full year	3,162	2,979	2,942	3,929	3,465	2,687
Total	First half	—	79,818	83,093	95,265	77,054	105,057
	Full year	161,315	165,827	194,155	180,816	175,750	219,032

Note: From the end of FY 2010, product categories have been altered to reflect changes in accounting standards relating to disclosure of segment information.

Geographic Segment Information

(Millions of yen)

			FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Japan	Sales	First half	51,607	48,669	45,077	55,063	47,675	63,389
		Full year	106,628	99,054	112,081	98,314	105,293	125,238
	Operating Profit	First half	2,172	731	1,095	2,374	1,334	5,715
		Full year	6,318	4,091	5,360	1,097	4,637	12,345
North America	Sales	First half	15,179	18,353	19,442	16,041	9,121	12,819
		Full year	31,950	40,737	43,054	29,635	22,632	28,255
	Operating Profit	First half	105	457	1,071	969	(224)	1,272
		Full year	605	1,420	3,040	1,943	981	2,548
Europe	Sales	First half	9,447	8,715	10,973	13,897	7,777	9,553
		Full year	18,019	17,337	23,716	24,294	18,495	21,596
	Operating Profit	First half	701	(444)	287	1,875	1,072	1,269
		Full year	723	(326)	1,404	3,153	2,279	1,961
Asia	Sales	First half	1,466	4,079	7,599	10,262	12,478	19,295
		Full year	4,717	8,697	15,302	28,571	29,329	43,942
	Operating Profit	First half	(271)	534	1,057	1,394	2,234	1,658
		Full year	(171)	1,264	1,897	4,113	4,449	4,953
Inter-segment elimination or corporate	Operating Profit	First half	55	546	(219)	293	7	0
		Full year	(955)	528	(229)	216	(156)	(43)
Consolidated	Sales	First half	77,700	79,818	83,093	95,265	77,054	105,057
		Full year	161,315	165,827	194,155	180,816	175,750	219,032
	Operating Profit	First half	2,763	1,824	3,293	6,907	4,424	9,916
		Full year	6,520	6,978	11,472	10,523	12,191	21,764

[Plants]

Japan

(as of March 31, 2011)

Product Category	Site	Plant Site Area	Major products	Main Equipments	Employees
Car Body Products /Dies	Tochigi Plant (Moka)	84,381 m <sup>2</sup>	Fuel tank Center pillar Sill inner Cowl top Front side member Rear side member Front housing	2500-ton transfer press 1500-ton transfer press 1200-ton transfer press 400-ton blanking press Fuel tank line General-purpose welding robot lines Electrodeposition coating line Thick coating line	204
	Tochigi Plant (Tochigi in-site)	5,833 m <sup>2</sup>	Front side member Rear side member	General-purpose welding robot lines	41
	Tochigi Plant (Oyama)	49,550 m <sup>2</sup>	Steering member Side roof rail Door Guard bar Center pillar Front side member Front Strut Housing	3000-ton transfer press 1800-ton transfer press 1200-ton transfer press 800-ton blanking press Hot press (2 lines) Tailored blank welding machine General-purpose welding robot lines	202
	Tochigi Plant (Oppama in-site)	7,144 m <sup>2</sup>	Rear side member Center pillar inner Closing plate	General-purpose welding robot lines	102
	Unipres Kyushu Corporation	92,533 m <sup>2</sup>	Filler tube Steering member Rear wheel house inner Front side member Rear side member	3000-ton transfer press (2 units) 2500-ton transfer press 1200-ton transfer press 800-ton transfer press (2 units) Tailored blank welding machine (2 units) General-purpose welding robot lines Powder coating line	342
	Unipres Kyushu Corporation (Kyushu on-site)	11,715 m <sup>2</sup>	Front side member Rear side member	General-purpose welding robot lines	127
	Tool & Die Plant (Sagami)	8,582 m <sup>2</sup>	Dies & Assembly facilities	1500-ton trial press Machining Center (Large: 9 units, Small: many) Full mold coating (FMC) machine Laser cutting machine Wire processing machine Trial line for assembly facilities Portable and stationary welding machines	268
	Tool & Die Plant (Fuji)	6,035 m <sup>2</sup>	Dies & Assembly facilities	500-ton trial press 400-ton trial press Machining Center (Large: 10 units, Small: many) High-speed laser cutting machine Wire processing machine Portable and stationary welding machines	85

(as of March 31, 2011)

Product Category	Site	Plant Site Area	Major products	Main Equipments	Employees
Precision-Pressed Products /Dies	Fuji Plant (Fuji)	53,923 m <sup>2</sup>	Converter Cover Turbine Shell Impeller Shell Clutch drum Clutch hub Clutch pack Carrier pack Carrier base Dies & Automation facilities	2500-ton transfer press 1200-ton transfer press 800-ton blanking press H1C 630-ton servo cold-forging press 600-ton special transfer press Bonderlube treatment line Hybrid coating line Clutch pack line Carrier pack line	341
	Fuji Plant (Fujinomiya)	10,006 m <sup>2</sup>	Clutch drum Clutch hub Carrier complete planetary Brake drum	NC lathe Laser beam welding machine Specialized press machine Gas nitrocarburizing furnace	92
	Fuji Plant (Fujinomiya in-site)	3,816 m <sup>2</sup>	Torque converter	NC lathe Laser beam welding machine Arc welding machine Helium leak detector	107
	Cosmo Techno Corporation	28,028 m <sup>2</sup>	Retaining plate Carrier plate Carrier base Clutch hub Turbine core Turbine blade Oil pan Engine mounting	500-ton transfer press Fine blanking press (5 units) 400-ton confining-pressure press (3 units) 150-ton High-speed press (2 units) Planetary head brushing polisher Five-axis machining center General-purpose NC cutting line Dual-head grinder Electrodeposition coating line	228
Plastic Products	Unipers Mold Corporation Fuji plant Hiroshima plant Moka plant	32,781 m <sup>2</sup>	Front mud guard Under cover Trunk trim Front fender protector	USM forming line USS forming line USL forming line UFSS forming line General-purpose robot assembly line	134

Overseas

(as of March 31, 2011)

Product Category	Site	Plant Site Area	Major products	Main Equipments	Employees
Overseas Subsidiaries	Unipres (UK) Limited	122,000 m <sup>2</sup>	Front side member Rear side member Closing plate Dash side Sill inner Wheel house inner Steering member	3000-ton transfer press 1200-ton transfer press (4 units) 400-ton blanking press (2 units) General-purpose welding robot lines	550
	Unipres U.S.A., Inc.	250,906 m <sup>2</sup>	Side member Steering member Housing Dash lower Sill inner	3000-ton transfer press 2000-ton transfer press 1200-ton transfer press 1000-ton transfer press 400-ton blanking press Tailored blank welding machine General-purpose welding robot lines	335
	Unipres Mexicana, S.A. de C.V.	126,231 m <sup>2</sup>	Filler tube Steering member Side member Closing plate Cross member Center pillar Oil pan	3000-ton transfer press 1500-ton transfer press 1000-ton transfer press 600-ton transfer press (3 units) 800-ton blanking press Electrodeposition coating line Tailored blank welding machine (2 units) General-purpose welding robot lines	679
	Unipres Southeast U.S.A., Inc.	214,483 m <sup>2</sup>	Side member Steering member Cross member Sill inner	3500-ton transfer press 1000-ton blanking press General-purpose welding robot lines	123
	Unipres Guangzhou Corporation	151,500 m <sup>2</sup>	Side member Steering member Rear panel Front pillar Center pillar Housing Filler tube Oil pan Dies & Jigs	3000-ton transfer press 2500-ton transfer press 2000-ton transfer press 1500-ton transfer press (3 units) 800-ton blanking press 600-ton blanking press (2 units) 1500-ton trial press 1100-ton trial press NC processing machine (6 units) Full mold coating (FMC) machine 3D laser cutting machine	1,481
	UM Corporation, SAS	111,327 m <sup>2</sup>	Side member Reinforce parking brake Cross member Housing Dash lower Cover steering	1500-ton transfer press (2 units) 1000-ton blanking press 600-ton blanking press General-purpose welding robot lines	121
	Unipres India Private Limited	121,437 m <sup>2</sup>	Front side member Rear side member Dash side Center pillar Front housing Sill inner Steering member	2000-ton transfer press 600-ton blanking press 800-ton trial press 100-ton die spotting press Portable spot welding assembly line	338

(as of March 31, 2011)

Product Category	Site	Plant Site Area	Major products	Main Equipments	Employees
Overseas Subsidiaries	Unipres Precision Guangzhou Corporation	82,600 m <sup>2</sup>	Carrier pack Clutch pack Piston plunger Oil pan Sun gear assembly Clutch drum Driven plate Retaining plate	1200-ton transfer press 800-ton transfer press 630-ton tooth form press NC lathe Laser beam welding machine High-speed servo processing machine	111
	Unipres (Thailand) Co., LTD.		Production is consigned to local manufacturers.		14