

Fact Sheet

FY2016

Ending March 31, 2017

[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	10,039,975,800yen (March 31, 2017)
Stock Exchanges on Which the Company's Shares are Listed	Tokyo Stock Exchange, First Section (Securities code: 5949)
Employees	9,694 (consolidated) (March 31, 2017)
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, Indonesia, Brazil

● 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. (currently a consolidated subsidiary)
July 2002	UNIPRES EUROPE, SAS established in Neuilly sur Seine, France. (currently a non-consolidated subsidiary)
January 2003	UM CORPORATION, SAS established in Pas-de-Calais, France, as a joint company with OSL, which is affiliated with the Magnetto Group of the Republic of Italy. (currently an equity method affiliated company).
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. (currently a consolidated subsidiary)
October 2003	UNIPRES GUANGZHOU CORPORATION established in Guangzhou, Guangdong Province, China. (currently a consolidated subsidiary)
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 Kohoku-ku, Yokohama City, Kanagawa Pref.
June 2005	Head Office Registration moved to Kohoku-ku, Yokohama City, Kanagawa Pref.
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 in Chennai, Tamil Nadu, India as a joint company with Marubeni Corporation. (currently a consolidated subsidiary)

- July 2009 UNIPRES (THAILAND) Co., LTD. established in Bangkok, Kingdom of Thailand.
(currently a consolidated subsidiary)
- October 2009 UNIPRES PRECISION GUANGZHOU CORPORATION established in Guangzhou,
Guangdong Province, China. (currently a consolidated subsidiary)
- April 2011 UNIPRES R & D Co., LTD. established in Kohoku-ku, Yokohama City, Kanagawa Pref.
(currently a consolidated subsidiary)
- July 2011 PT. UNIPRES INDONESIA established in Purwakarta Regency, West Java, Republic of
Indonesia. (currently a consolidated subsidiary)
- February 2012 UNIPRES (CHINA) CORPORATION established in Guangzhou, Guangdong Province,
China. (currently a consolidated subsidiary)
- May 2012 UNIPRES ZHENGZHOU CORPORATION established in Zhengzhou, Henan Province,
China (currently a consolidated subsidiary)
- June 2013 MA Automotive Brasil Ltda. in Rio de Janeiro, Federative Republic of Brazil, which is
affiliated with the Magnetto Group of the Republic of Italy (hereafter referred to as
"Magnetto Automotive Brasil"), made into an affiliate as a joint company with Magnetto
Automotive through share acquisition. (currently an equity method affiliated company).
- January 2014 UNIPRES RUSSIA LLC established in Saint-Petersburg, Leningrad oblast, Russia
Federation. (currently a consolidated subsidiary)
- January 2014 UNIPRES SUNRISE CORPORATION established in Dalian City, Liaoning Province,
China, as a joint company with Xiangyang Sunrise Machinery Co., Ltd. and Xiangyang
Jisheng Machinery Co., Ltd. (currently an equity method affiliated company).
- July 2014 Transmission Parts Plant goes into operation in Unipres Mexicana, S.A. de C.V.
- July 2014 UNIPRES ALABAMA, INC. established in Steele, Alabama, U.S.A. taking over sheet
metal business from Yachiyo Manufacturing of Alabama, LLC., an affiliated company of
Yachiyo Industry Co., Ltd. in the U.S.A. (business transferred as of October 2014).
(currently a consolidated subsidiary)

[Six-Year Financial Data Summary]

Consolidated Balance Sheets

(Millions of yen)

		FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Total assets	First half	147,663	155,836	191,351	216,460	241,550	206,631
	Full year	155,312	167,805	210,955	238,356	233,274	241,052
Current assets	First half	74,076	75,230	82,675	95,200	105,372	91,590
	Full year	78,827	72,966	89,222	100,842	104,479	117,786
Non current assets	First half	73,587	80,606	108,676	121,260	136,178	115,041
	Full year	76,484	94,839	121,732	137,513	128,795	123,265
Total liabilities	First half	65,666	61,997	74,975	105,986	110,284	89,545
	Full year	67,243	62,796	101,873	116,981	104,020	105,732
Current liabilities	First half	50,709	45,130	56,090	77,950	80,698	69,399
	Full year	51,302	45,699	74,548	85,733	77,901	80,870
Non current liabilities	First half	14,957	16,866	18,885	28,036	29,586	20,145
	Full year	15,941	17,097	27,324	31,247	26,118	24,861
Interest-bearing debts	First half	12,604	11,040	22,470	39,066	36,045	22,293
	Full year	13,437	19,876	34,496	42,777	30,333	22,446
Non-controlling interests	First half	4,935	5,240	6,286	6,842	8,598	7,643
	Full year	4,799	5,847	6,503	7,910	8,711	8,733
Total net assets	First half	81,997	93,839	116,375	110,474	131,266	117,086
	Full year	88,068	105,009	109,081	121,375	129,253	135,320
Balance sheet indicators	Equity	First half	76,516	88,218	109,807	103,433	122,526
		Full year	82,862	98,848	102,328	113,290	120,429
	Shareholders' equity ratio (%)	First half	51.8	56.6	57.4	47.8	50.7
		Full year	53.4	58.9	48.5	47.5	51.6
	Return on equity (ROE) (%)	First half	9.0	7.2	5.2	2.3	2.6
		Full year	19.0	12.3	8.2	6.7	8.3

*ROE=Net income attributable to owners of parent /(Previous fiscal year end shareholders' equity + Fiscal year end shareholders' equity)/2

UNIPRES CORPORATION

Consolidated Statements of Income

(Millions of yen)

Consolidated Statements of Income			(Millions of yen)					
		FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	
Net sales		First half	111,345	117,231	128,534	143,503	156,362	147,737
		Full year	239,086	237,832	289,491	308,739	325,423	321,168
Cost of sales		First half	92,156	98,326	111,953	126,651	134,930	126,166
		Full year	198,754	205,193	254,872	269,528	276,846	271,903
Selling, general and administrative expenses		First half	7,594	7,908	8,735	10,282	12,246	12,293
		Full year	15,699	16,613	19,183	21,413	26,543	26,239
Operating income		First half	11,595	10,996	7,845	6,569	9,185	9,277
		Full year	24,631	16,025	15,435	17,796	22,033	23,025
Non-operating income		First half	318	295	1,951	1,259	428	583
		Full year	615	2,762	3,205	4,103	1,077	1,073
Non-operating expenses		First half	775	1,030	475	914	2,023	2,313
		Full year	992	633	1,122	3,537	4,924	1,063
Ordinary income		First half	11,137	10,261	9,321	6,914	7,590	7,546
		Full year	24,255	18,153	17,518	18,363	18,186	23,034
Extraordinary income		First half	38	72	116	355	40	57
		Full year	75	103	195	435	726	81
Extraordinary losses		First half	30	72	146	50	53	57
		Full year	192	212	489	775	133	556
Income before income taxes		First half	11,145	10,261	9,291	7,218	7,578	7,546
		Full year	24,138	18,044	17,224	18,023	18,779	22,560
Net income attributable to owners of parent		First half	6,617	6,140	5,433	2,352	3,099	3,820
		Full year	14,529	11,218	8,208	7,207	9,750	14,379
Income statement indicators	Operating income ratio (%)	First half	10.4	9.4	6.1	4.6	5.9	6.3
		Full year	10.3	6.7	5.3	5.8	6.8	7.2
	Net income ratio (%)	First half	5.9	5.2	4.2	1.6	2.0	2.6
		Full year	6.1	4.7	2.8	2.3	3.0	4.5
	COGS to sales (%)	First half	82.8	83.9	87.1	88.3	86.3	85.4
		Full year	83.1	86.3	88.0	87.3	85.1	84.7
	SG&A to sales (%)	First half	6.8	6.7	6.8	7.2	7.8	8.3
		Full year	6.6	7.0	6.6	6.9	8.2	8.2
	Net income per share (yen)	First half	142.60	130.69	115.00	55.84	69.63	84.78
		Full year	311.94	238.50	175.19	170.89	217.81	315.89
	Diluted net income per share (yen)	First half	139.97	129.01	113.99	55.41	69.24	84.53
		Full year	306.33	235.66	173.77	169.68	216.67	314.96

UNIPRES CORPORATION

Consolidated Statements of Cash Flows

(Millions of yen)

		FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Cash flow from operating activities	First half	11,826	10,900	15,454	7,871	9,672	14,106
	Full year	23,009	17,882	38,255	25,701	29,107	33,430
Cash flow from investing activities	First half	(6,708)	(10,472)	(16,400)	(8,712)	(8,938)	(9,521)
	Full year	(17,411)	(23,772)	(30,783)	(25,911)	(18,613)	(20,038)
Cash flow from financing activities	First half	(1,264)	(3,576)	1,725	2,937	(859)	(7,644)
	Full year	(1,766)	2,764	2,001	3,392	(6,449)	(4,148)
Balance of cash and cash equivalent at end of period	First half	11,046	7,743	10,838	21,825	24,997	19,989
	Full year	10,938	8,823	20,756	25,072	26,893	33,167

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

(Millions of yen)

		FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Depreciation Cost	First half	7,562	6,366	7,394	8,573	8,705	8,898
	Full year	14,972	13,682	16,512	18,640	17,734	18,318
Plant and equipment investment	First half	6,703	10,667	13,657	9,983	8,635	9,189
	Full year	17,867	24,452	29,925	27,346	18,444	20,038
Research and development expenses	First half	1,103	1,512	1,583	1,644	1,777	1,805
	Full year	2,410	3,079	3,237	3,475	3,648	3,812

Number of Full-Time Employees

(person)

			FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Employees	Consolidated	First half	6,210	6,855	7,490	8,418	9,061	9,409
		Full year	6,502	6,957	7,775	8,859	9,350	9,694
	Non-consolidated	First half	1,816	1,781	1,753	1,690	1,645	1,548
		Full year	1,775	1,735	1,719	1,591	1,637	1,530

UNIPRES CORPORATION

Sales by Major Customer (Consolidated)

(Millions of yen)

		FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
NISSAN MOTOR CO., LTD.	First half	34,333	33,801	29,389	23,524	21,997	22,021
	Full year	74,962	63,000	58,271	49,029	44,407	50,151
Dongfeng Motor Co., Ltd.	First half	18,911	19,207	15,563	21,509	21,614	21,381
	Full year	39,404	31,420	37,386	44,066	51,178	46,396
Nissan North America, Inc.	First half	5,655	6,407	11,750	19,072	25,443	21,048
	Full year	11,261	18,801	32,578	46,502	52,336	44,932
Nissan Mexicana, S.A. de C.V.	First half	6,538	7,801	12,653	16,931	20,385	17,840
	Full year	14,132	16,086	31,635	36,646	40,361	34,923
Nissan Europe S.A.S.	First half	10,274	10,564	11,427	14,653	14,240	12,272
	Full year	20,291	20,278	22,975	31,522	27,335	24,018
JATCO Ltd	First half	13,866	13,115	12,038	11,780	10,839	10,538
	Full year	29,067	24,011	25,220	24,226	22,037	23,525
Nissan shatai Co., Ltd.	First half	5,825	6,368	5,276	5,712	6,179	5,913
	Full year	13,359	12,210	12,256	11,760	12,537	13,402

Sales by Product Category (Consolidated)

(Millions of yen)

		FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Car Body Products	First half	92,651	97,961	108,845	123,538	134,750	125,901
	Full year	199,650	200,936	247,117	265,946	282,816	273,379
Transmission Products	First half	14,961	15,895	16,063	16,591	18,399	18,932
	Full year	31,895	29,996	34,780	35,636	36,480	40,944
Plastic Products	First half	2,319	2,207	2,387	2,141	1,999	1,977
	Full year	4,761	4,158	4,729	4,503	4,203	4,159
Others	First half	1,414	1,168	1,239	1,232	1,215	925
	Full year	2,777	2,742	2,863	2,653	1,922	2,685
Total	First half	111,345	117,231	128,534	143,503	156,362	147,737
	Full year	239,086	237,832	289,491	308,739	325,423	321,168

Geographic Segment Information

(Millions of yen)

			FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Japan	Net sales	First half	61,635	61,284	56,827	48,637	45,556	45,876
		Full year	134,105	116,082	114,786	100,981	93,054	107,071
	Operating income	First half	6,564	5,629	4,186	2,298	1,708	761
		Full year	14,527	8,015	10,005	7,092	5,895	6,208
North America	Net sales	First half	14,287	16,855	28,877	44,215	60,584	52,032
		Full year	29,864	40,702	74,170	104,141	123,056	106,727
	Operating income	First half	1,331	1,090	△ 485	△ 621	2,914	3,233
		Full year	3,035	328	△ 5,340	△ 218	7,161	7,308
Europe	Net sales	First half	11,241	11,996	13,367	16,465	17,116	16,454
		Full year	24,390	27,561	32,228	34,926	33,962	34,709
	Operating income	First half	1,328	1,179	1,155	1,018	922	1,088
		Full year	2,095	2,110	2,192	3,403	1,540	1,610
Asia	Net sales	First half	24,181	27,094	29,461	34,185	33,104	33,374
		Full year	50,725	53,485	68,305	68,690	75,349	72,660
	Operating income	First half	2,858	3,346	2,868	3,739	3,155	3,831
		Full year	6,329	5,957	8,474	7,308	7,043	8,111
Inter-segment elimination or corporate	Operating income	First half	△ 488	△ 250	120	134	485	362
		Full year	△ 1,356	△ 386	104	211	392	(213)
Consolidated	Net sales	First half	111,345	117,231	128,534	143,503	156,362	147,737
		Full year	239,086	237,832	289,491	308,739	325,423	321,168
	Operating income	First half	11,595	10,996	7,845	6,569	9,185	9,277
		Full year	24,631	16,025	15,435	17,796	22,033	23,025

[Plants]

Japan

(as of March 31, 2017)

Product Category	Site	Plant Site Area	Major products	Main Equipments	Employees
Car Body Products /Dies	Tochigi Plant (Moka)	84,381 m ²	Fuel tank Center pillar Sill inner Cowl top Front side member Rear side member Front housing Door Guard bar Front Strut 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 Spray coating line	173
	Tochigi Plant (Tochigi in-site) (Tochigi on-site)	6,426 m ²	Front side member Rear side member	General-purpose welding robot lines	55
	Tochigi Plant (Oyama)	49,550 m ²	Steering member Side roof rail Center pillar Front side member Rear frame	3000-ton transfer press 1800-ton transfer press 1200-ton transfer press 800-ton blanking press Hot stamping (2 lines) Tailored blank welding machine General-purpose welding robot lines 3D laser cutting machine	186
	Tochigi Plant (Oppama in-site)	8,422 m ²	Rear side member Center pillar inner Closing plate Battery case	General-purpose welding robot lines	127
	Unipres Kyushu Corporation	92,533 m ²	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) 1000-ton trial press Tailored blank welding machine (2 units) General-purpose welding robot lines Powder coating line	396
	Unipres Kyushu Corporation (Kyushu on-site)	7,864 m ²	Front side member Rear side member	General-purpose welding robot lines	181
	Tool & Die Plant	13,780 m ²	Dies & Assembly facilities	2000-ton servo press 1500-ton trial press 1000-ton hydraulic trial press 500-ton hydraulic trial press (2 units) 50-ton die spotting press Machining Center (Large: 8 units, Small: 2 units) Laser cutting machine Wire processing machine (2 units) Trial line for assembly facilities Portable and stationary welding machines 3D measuring machine (5 units)	107

UNIPRES CORPORATION

(as of March 31, 2017)

Product Category	Site	Plant Site Area	Major products	Main Equipments	Employees
Precision-Pressed Products /Dies	Fuji Plant (Fuji)	53,923 m ²	Converter Cover Turbine Shell Impeller Shell Clutch drum Clutch hub Clutch pack Carrier pack Carrier base	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	256
	Fuji Plant (Fujinomiya)	10,006 m ²	Clutch drum Clutch hub Carrier complete planetary Brake drum	NC lathe Laser beam welding machine Specialized press machine Gas nitrocarburizing furnace	67
	Fuji Plant (Fujinomiya in-site)	8,332 m ²	Torque converter	NC lathe Laser beam welding machine Arc welding machine Helium leak detector	159
	Unipres Precision Corporation	27,092 m ²	Retaining plate Carrier plate Carrier base Clutch hub Turbine core Turbine blade Oil pan	500-ton transfer press Fine blanking press (4 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	190
Plastic Products	Unipres Mold Corporation Head office (Fuji) Hiroshima plant Moka plant	31,726 m ²	Protector fender Under cover Floor cover Trunk trim	USM forming line USS forming line USL forming line UFSS forming line General-purpose robot assembly line	106

UNIPRES CORPORATION

Overseas

(as of March 31, 2017)

Product Category	Site	Plant Site Area	Major products	Main Equipments	Employees
Overseas Subsidiaries	Unipres (UK) Limited	127,000 m ²	Front side member Rear side member Closing plate Dash side Sill inner Wheel house inner Steering member	3000-ton transfer press (2 units) 2500-ton transfer press 1200-ton transfer press (4 units) 600-ton blanking press 400-ton blanking press (2 units) Hot stamping (1 line) General-purpose welding robot lines Laser cutting machine (3 units)	861
	Unipres U.S.A., Inc.	250,906 m ²	Side member Steering member Cross member Sill inner Front pillar Center pillar	3000-ton transfer press 2500-ton transfer press (2 units) 2000-ton transfer press 1200-ton transfer press 1000-ton transfer press 600-ton transfer press (3 units) 600-ton blanking press 400-ton blanking press (4 units) Tailored blank welding machine General-purpose welding robot lines	1,042
	Unipres Mexicana, S.A. de C.V. (Car body)	126,231 m ²	Side member Closing plate Cross member Center pillar Steering member Filler tube Oil pan	3000-ton transfer press 2500-ton transfer press (2 units) 2000-ton transfer press 1500-ton transfer press 1000-ton transfer press 600-ton transfer press (3 units) 800-ton blanking press 600-ton blanking press 1500-ton mechanical trial press 1000-ton hydraulic trial press Tailored blank welding machine (3 units) General-purpose welding robot lines Fuel tube assembly line Electrodeposition coating line Nickel coating	1,761
	Unipres Mexicana, S.A. de C.V. (TM)	100,043 m ²	Clutch drum Clutch hub Gear speed drive Carrier pack Sun gear assembly Plunger Cylinder Piston Drive Pulley Piston Driven Pulley	1200-ton transfer press 800-ton transfer press 400-ton blanking press 150-ton tooth form press Laser beam welding machine NC lathe Specialized press machine Carrier pack line	205
	Unipres Southeast U.S.A., Inc.	214,483 m ²	Side member Steering member Cross member Sill inner	3500-ton transfer press 2500-ton transfer press 1000-ton blanking press Tailored blank welding machine General-purpose welding robot lines	254
	UNIPRES ALABAMA, INC.	155,885 m ²	Front roof rail Rear roof rail Arch roof rail Side roof rail Stiffener center pillar	3000-ton transfer press 1200-ton blanking press 800-ton trial press General-purpose welding robot lines	187

UNIPRES CORPORATION

(as of March 31, 2017)

Product Category	Site	Plant Site Area	Major products	Main Equipments	Employees
Overseas Subsidiaries	Unipres Guangzhou Corporation	151,500 m ²	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 Tailored blank welding machine Portable spot welding assembly line General-purpose welding robot lines NC processing machine (6 units) 3D laser cutting machine	742
	UM Corporation, SAS	111,327 m ²	Front side member Rear side member Reinforce parking brake Cross member	1500-ton transfer press (2 units) 1000-ton blanking press 600-ton blanking press General-purpose welding robot lines	145
	Unipres India Private Limited	121,437 m ²	Front side member Rear side member Dash side Center pillar Front housing Sill inner Steering member	2000-ton transfer press 1500-ton transfer press 600-ton blanking press 800-ton trial press Portable spot welding assembly line Steering member welding robot line	300
	Unipres Precision Guangzhou Corporation	110,521 m ²	Carrier pack Clutch pack Piston plunger Oil pan Sun gear assembly Clutch drum Retaining plate Torque converter	2000-ton transfer press 1200-ton transfer press 800-ton transfer press 630-ton tooth form press 800-ton fine blanking press NC lathe Laser beam welding machine High-speed servo processing machine Brazing furnace 80-ton servo press	378
	PT. Unipres Indonesia	85,300 m ²	Sill inner Rear combi Rear side member Cross member Side member Closing plate Center pillar inner	2000-ton transfer press 1000-ton tandem press 600-ton tandem press 600-ton blanking press Portable spot welding assembly line General-purpose welding robot lines	218
	Unipres Zhengzhou Corporation	100,000 m ²	Steering member Center pillar Front side member Rear side member Rear seat cross member	3000-ton transfer press 1500-ton transfer press 600-ton blanking press Tailored blank welding machine General-purpose welding robot lines	261
	MA Automotive Brasil Ltd.	75,000 m ²	Front side member Rear side member Dash side Center pillar	2000-ton transfer press 1500-ton transfer press 2000-ton tandem press (2 units) 1200-ton tandem press 800-ton tandem press (4 units) 600-ton tandem press (4 units) 600-ton blanking press General-purpose welding robot lines	425
	Unipres (Thailand) Co., LTD.	Production is consigned to local cooperating manufacturers.			29