



UNIPRES CORPORATION

Financial Results for the Third quarter of FY2016



UNIPRES CORPORATION



Settlement of accounts for the Third quarter of FY2016

Forecast for the FY2016

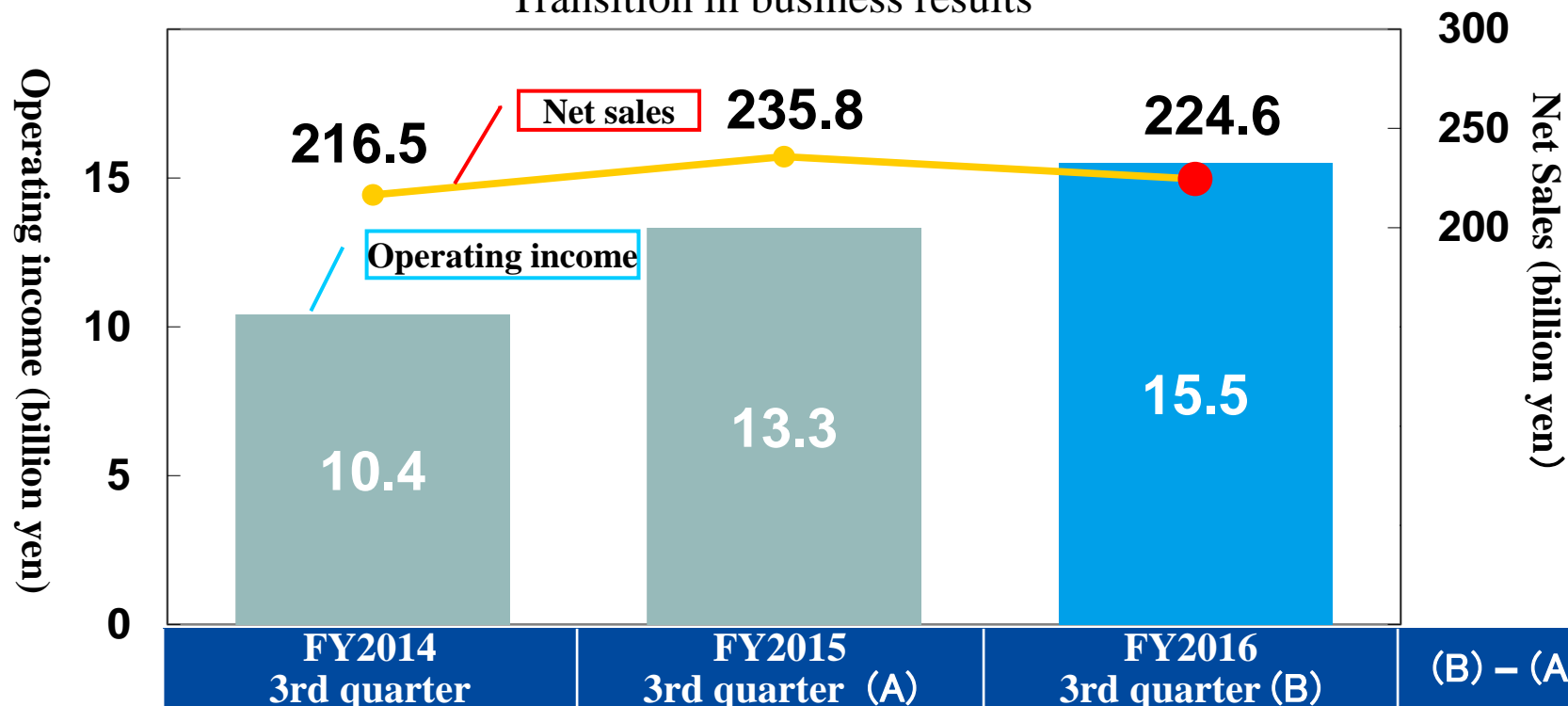


Settlement of accounts for the Third quarter of FY2016

- 1. Net sales decreased due to the impact of exchange conversion, etc., despite the effect from a production increase by our major customers.**
- 2. Operating income increased due to the effect from rationalization, etc., focusing on UPS activity.**

Summary of consolidated accounting for the Third quarter of FY2016

Transition in business results



	FY2014 3rd quarter	FY2015 3rd quarter (A)	FY2016 3rd quarter (B)	(B) – (A)
Net sales	216.5	235.8	224.6	-11.2
Operating income	10.4	13.3	15.5	+2.2
Ordinary income	12.5	10.1	15.0	+4.9
Net income attributable to owners of parent	5.4	3.7	8.8	+5.1

※ Net sales decreased by 11.2 billion yen due the impact of exchange conversion, etc., despite the effect from a production increase by our major customers.

※ Operating income increased by 2.2 billion yen due to the effect from rationalization, etc., despite the impact of exchange conversion.

Composition of consolidated sales by product group

(billion yen)

	3rd quarter of FY2015		3rd quarter of FY2016		Increase (decrease) in sales	Increase (decrease) in composition ratio
	Net sales	Composition ratio	Net sales	Composition ratio		
Car body press products	202.8	86.0%	190.7	84.9%	-12.1	-1.1%
Transmission product	28.0	11.9%	29.3	13.0%	+1.3	+1.1%
Plastic products	3.2	1.3%	3.1	1.4%	-0.1	+0.1%
Other	1.8	0.8%	1.5	0.7%	-0.3	-0.1%
Total	235.8	100%	224.6	100%	-11.2	—

※ No significant change to the composition ratio.



Composition of consolidated sales by customer

(billion yen)

	3 rd quarter of FY2015		3 rd quarter of FY2016		Increase (decrease) in composition ratio
	Net sales	Composition ratio	Net sales	Composition ratio	
Nissan Motor-related products					
Sub-total	205.2	87.0%	191.4	85.2%	-1.8%
Nissan Motor	32.9	13.9%	35.5	15.8%	+1.9%
Nissan North America	38.1	16.2%	32.1	14.3%	-1.9%
Dongfeng Motor	33.9	14.4%	31.9	14.2%	-0.2%
Nissan Mexicana	30.3	12.8%	26.0	11.6%	-1.2%
JATCO (including overseas bases)	23.1	9.8%	25.0	11.1%	+1.3%
Nissan Europe	20.3	8.6%	17.4	7.7%	-0.9%
NISSAN SHATAI	9.4	4.0%	9.6	4.3%	+0.3%
Calsonic Kansei (including overseas bases)	9.9	4.2%	8.2	3.6%	-0.6%
Renault Nissan India	3.0	1.3%	2.4	1.1%	-0.2%
Nissan Thailand	2.9	1.2%	2.0	0.9%	-0.3%
Nissan Indonesia	0.4	0.2%	0.7	0.3%	+0.1%
Zhengzhou Nissan	1.0	0.4%	0.6	0.3%	-0.1%

※ The composition ratio decreased by 1.8% as a result of sales expansion to the other companies.



Composition of consolidated sales by customer

(billion yen)

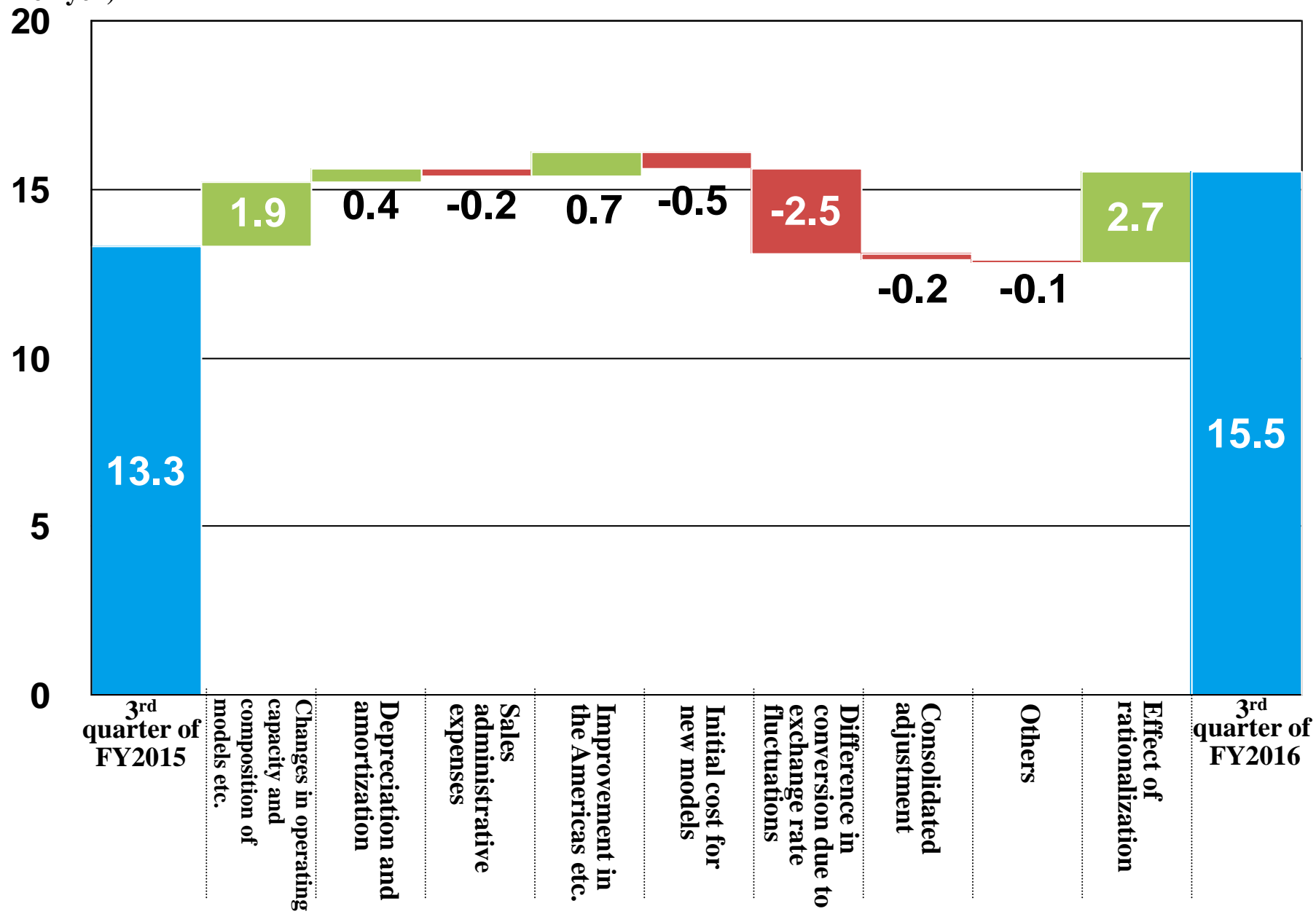
		3 rd quarter of FY2015		3 rd quarter of FY2016		Increase (decrease) in composition ratio
		Net sales	Composition ratio	Net sales	Composition ratio	
Other customers	Sub-total	30.6	13.0%	33.2	14.8%	+1.8%
inside) Honda Motor	USA Honda	7.7	3.3%	6.1	2.7%	-0.6%
	Honda Motor Co.,Ltd.	1.5	0.6%	2.9	1.3%	+0.7%
	Mexico Honda	1.7	0.7%	2.1	0.9%	+0.2%
	Indonesia Honda	0.3	0.1%	1.6	0.7%	+0.6%
	UK Honda	1.3	0.5%	1.3	0.6%	+0.1%
Mazda Motor	Mazda Motor	2.1	0.9%	2.2	1.0%	+0.1%
	Mexico Mazda	1.4	0.6%	1.0	0.4%	-0.2%
Renault	Renault S.A.S.	2.0	0.8%	3.5	1.5%	+0.7%
	Dongfeng Renault Automotive Co., Ltd	0.01	0.0%	1.0	0.4%	+0.4%
Dynax Corporation (including overseas bases)		1.8	0.8%	2.0	0.9%	+0.1%
 AISIN AW CO., LTD. (including overseas bases)		0.7	0.3%	1.0	0.4%	+0.1%
Fuji Heavy Industries Ltd.		0.4	0.2%	0.4	0.2%	0.0%
TOYOTA MOTOR (including overseas bases)		0.5	0.2%	0.4	0.2%	0.0%
UD Trucks		0.3	0.1%	0.3	0.1%	0.0%
DAIHATSU MOTOR		0.2	0.1%	0.2	0.1%	0.0%
Isuzu Motors		0.2	0.1%	0.1	0.1%	0.0%
NSK-Warner K.K.		0.2	0.1%	0.1	0.1%	0.0%
SUZUKI MOTOR		0.1	0.0%	0.1	0.0%	0.0%
 MITSUBISHI MOTORS		0.1	0.0%	0.1	0.0%	0.0%

※ Sales increased by 2.6 billion yen and the composition ratio increased by 1.8% due to HONDA group and Renault group sales expansion.



Factors for increase (decrease) in operating income

(billion yen)



Sales/Operating income by Region (Japan)

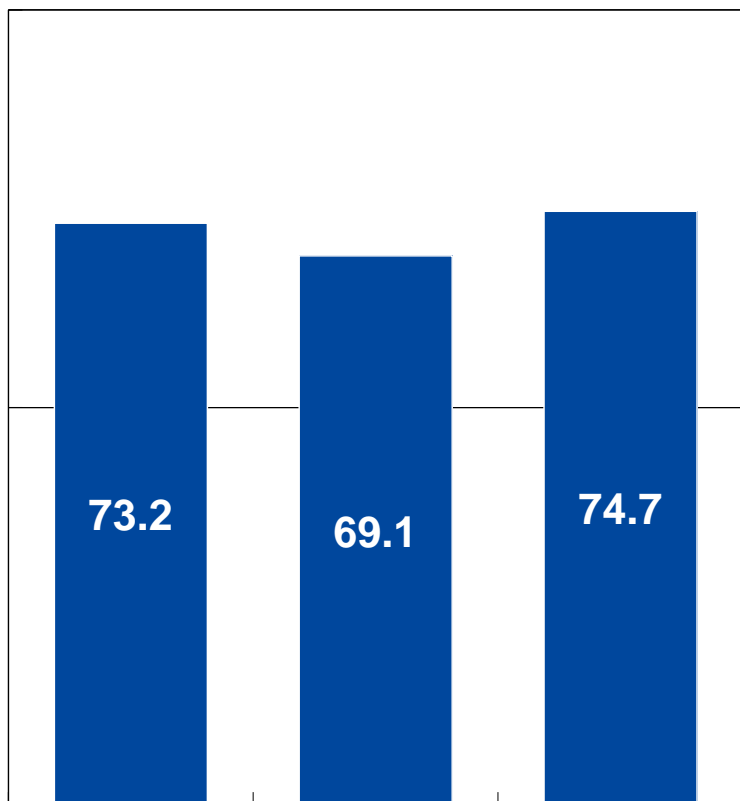
(billion yen)

Net sales

100

50

0



FY2014 FY2015 FY2016
3rd Quarter 3rd Quarter 3rd Quarter

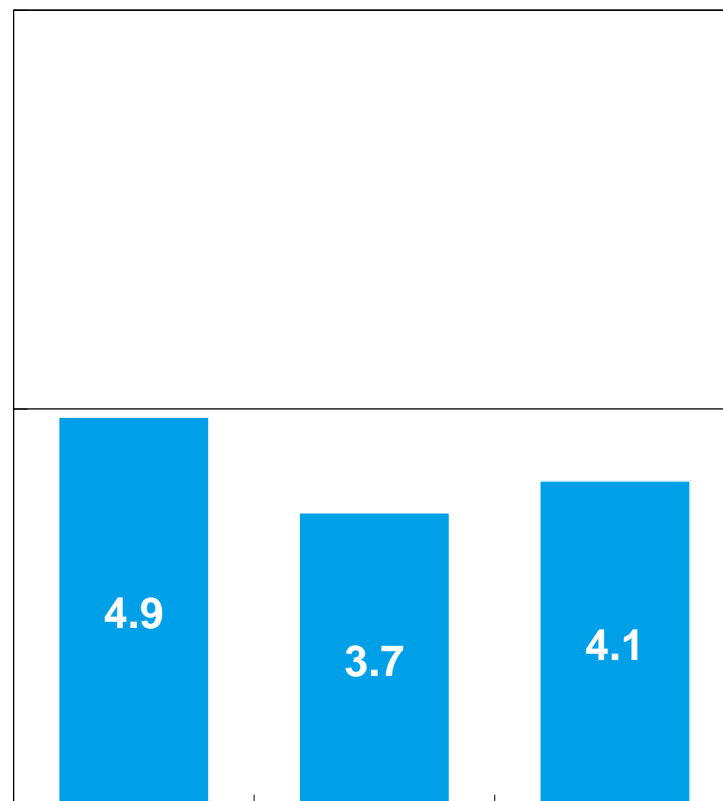
(billion yen)

Operating income

10

5

0



FY2014 FY2015 FY2016
3rd Quarter 3rd Quarter 3rd Quarter

※ Sales increased by 8.1% due to the effects from a production increase, etc., by our major customers.

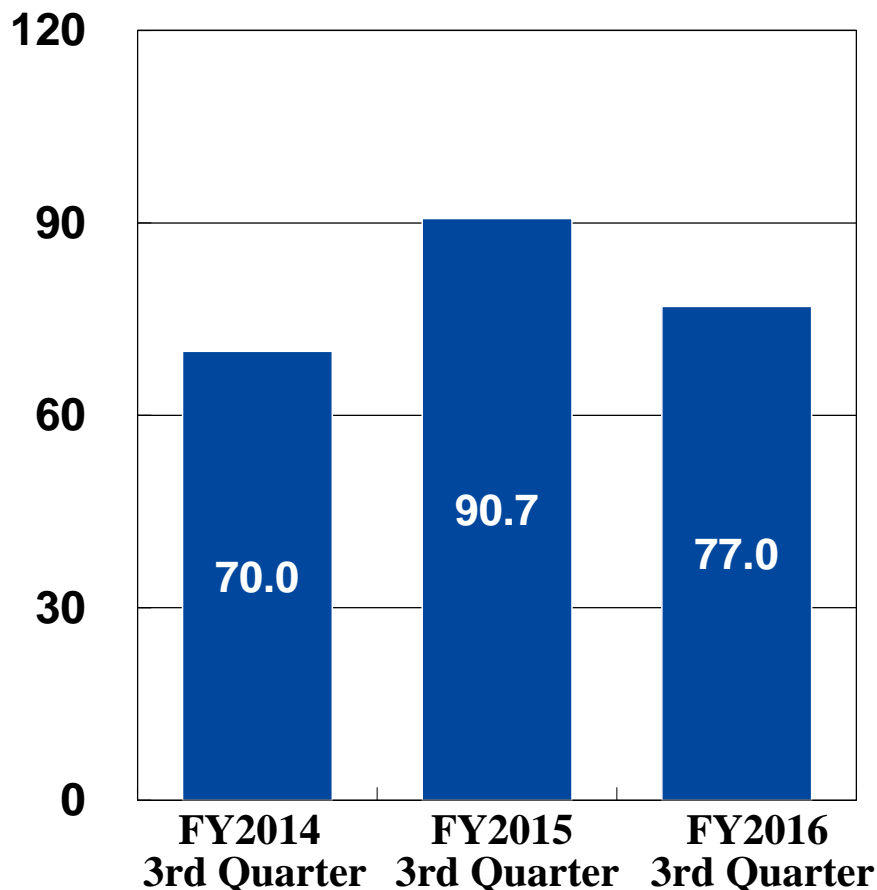
※ Operating income increased by 0.4 billion yen.



Sales/Operating income by Region (The Americas)

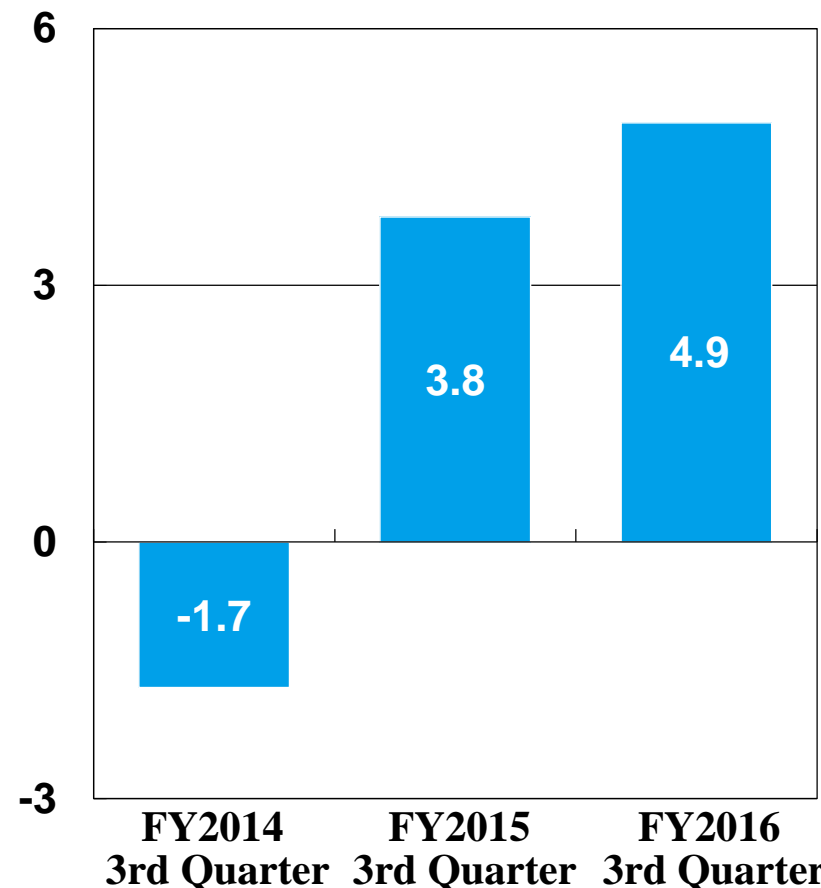
(billion yen)

Net Sales



(billion yen)

Operating income



※ Sales decreased by 15.1% due to the impact of exchange conversion, etc., despite the effect from a production increase by our major customers.

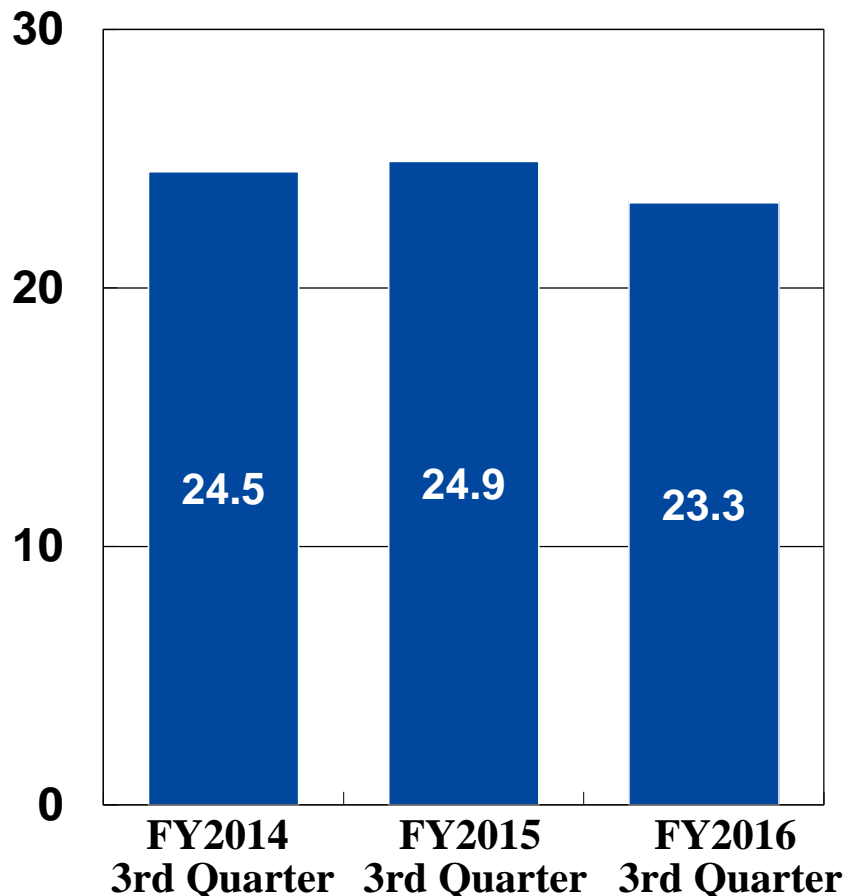
※ Operating income increased by 1.1 billion yen due to the effect of rationalization, etc.



Sales/Operating income by Region (Europe)

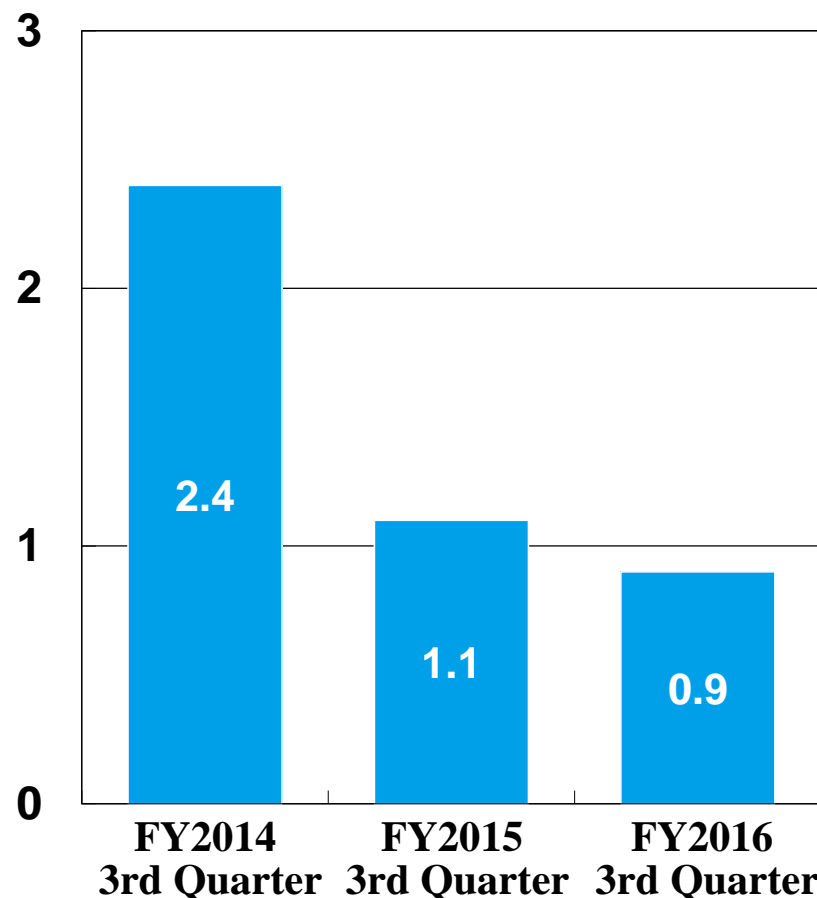
(billion yen)

Net sales



(billion yen)

Operating income



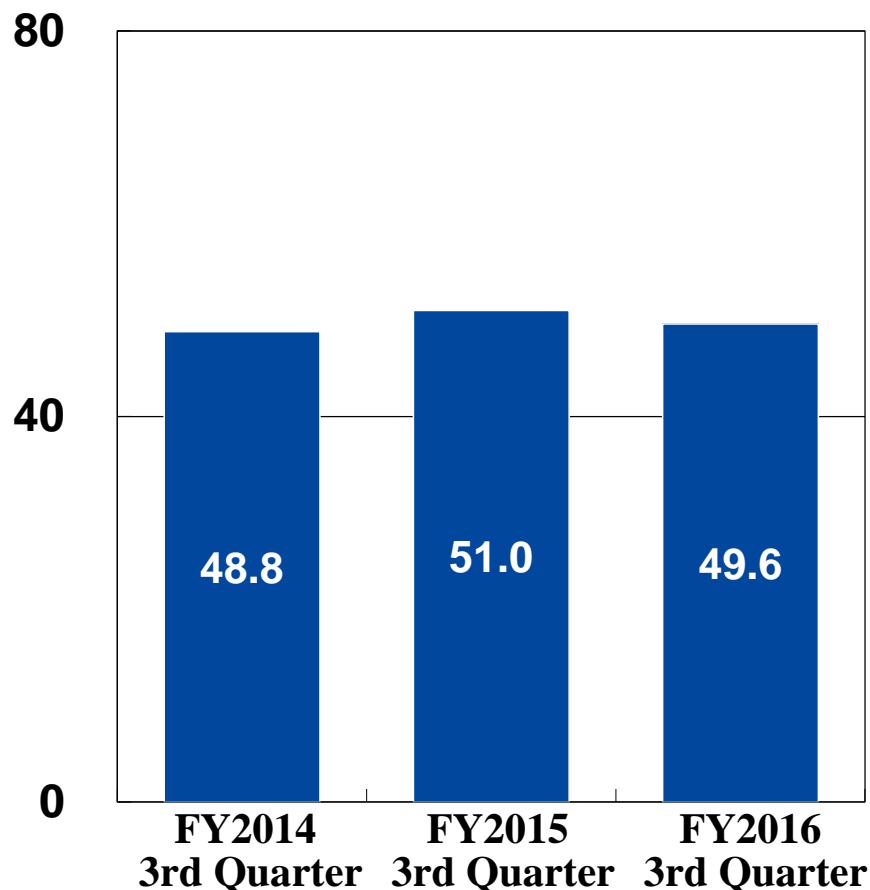
※ Sales decreased by 6.4% due to the impact of exchange conversion, etc., despite the effect from a production increase by our major customers.

※ Operating income decreased by 0.2 billion yen.

Sales/Operating income by Region (Asia)

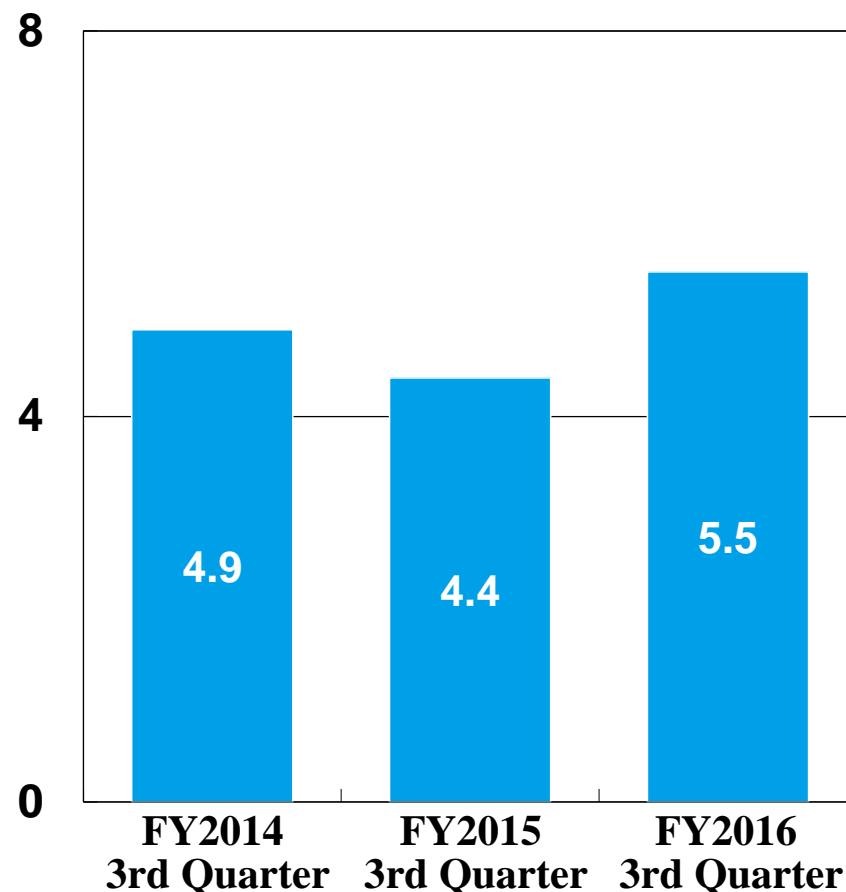
(billion yen)

Net sales



(billion yen)

Operating income

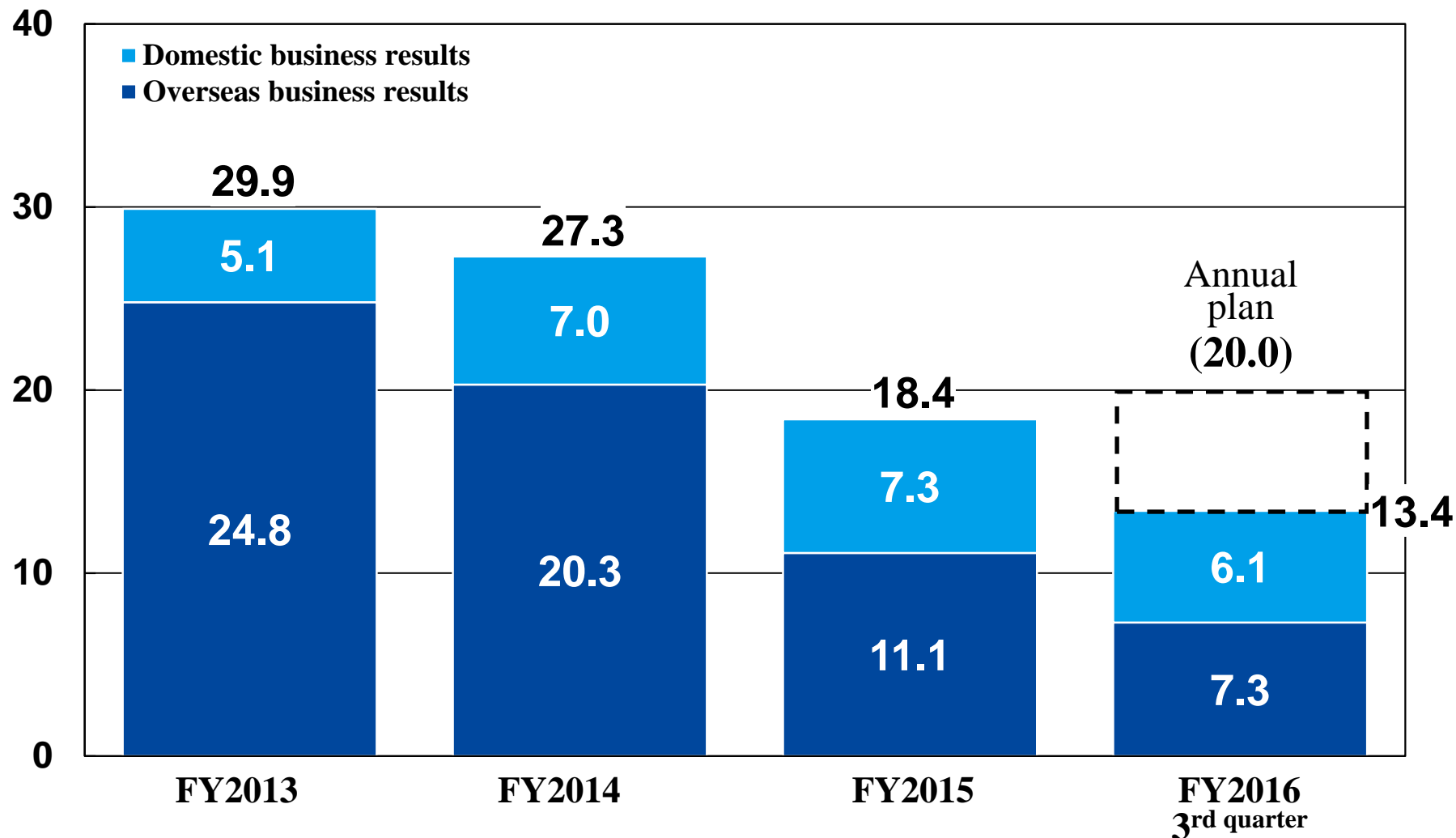


※ Sales decreased by 2.7% due to the impact of exchange conversion, etc., despite the effect from a production increase by our major customers.

※ Operating income increased by 1.1 billion yen due to the effect of rationalization, etc.

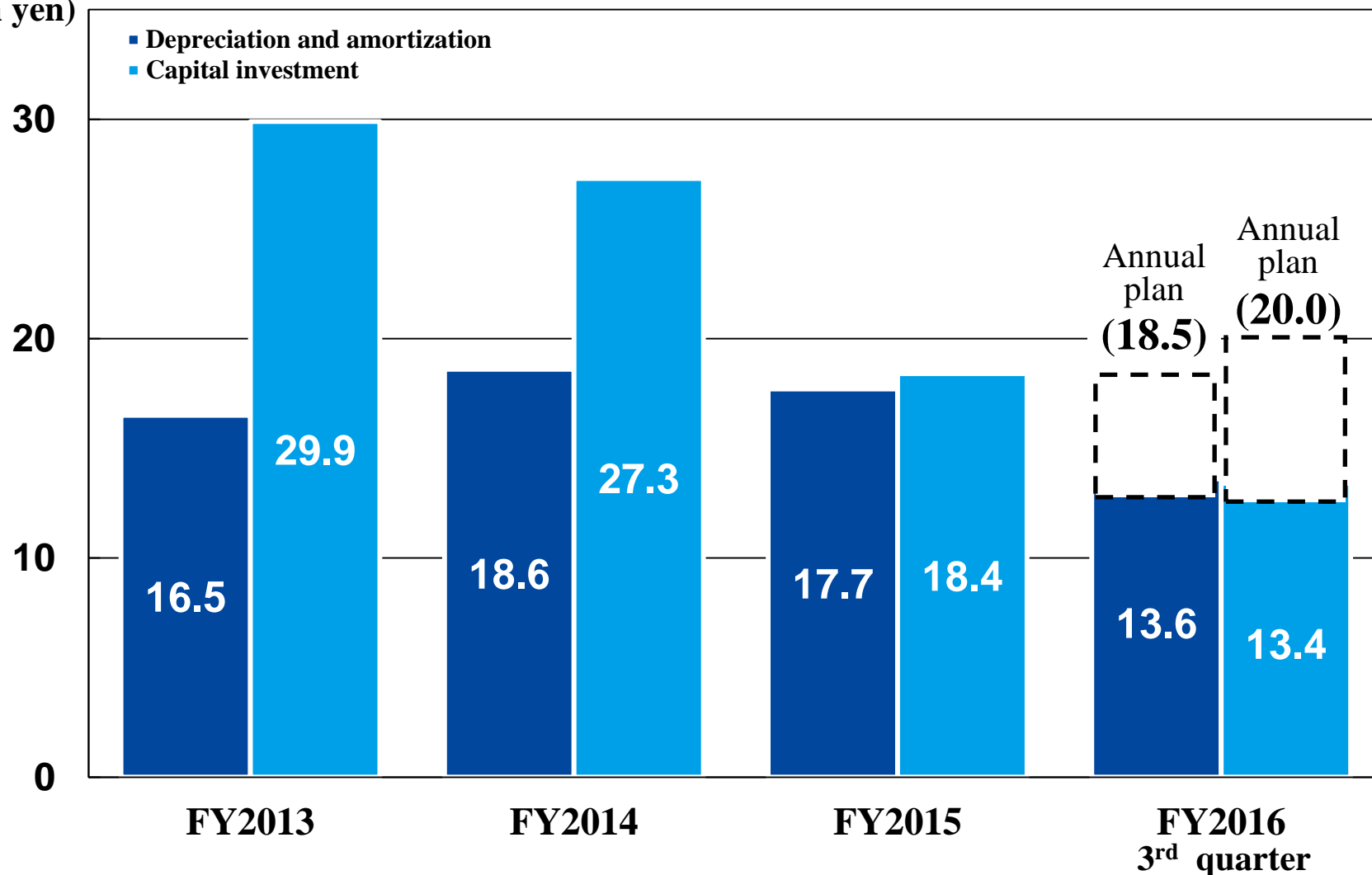
Transition in capital investment

(billion yen)



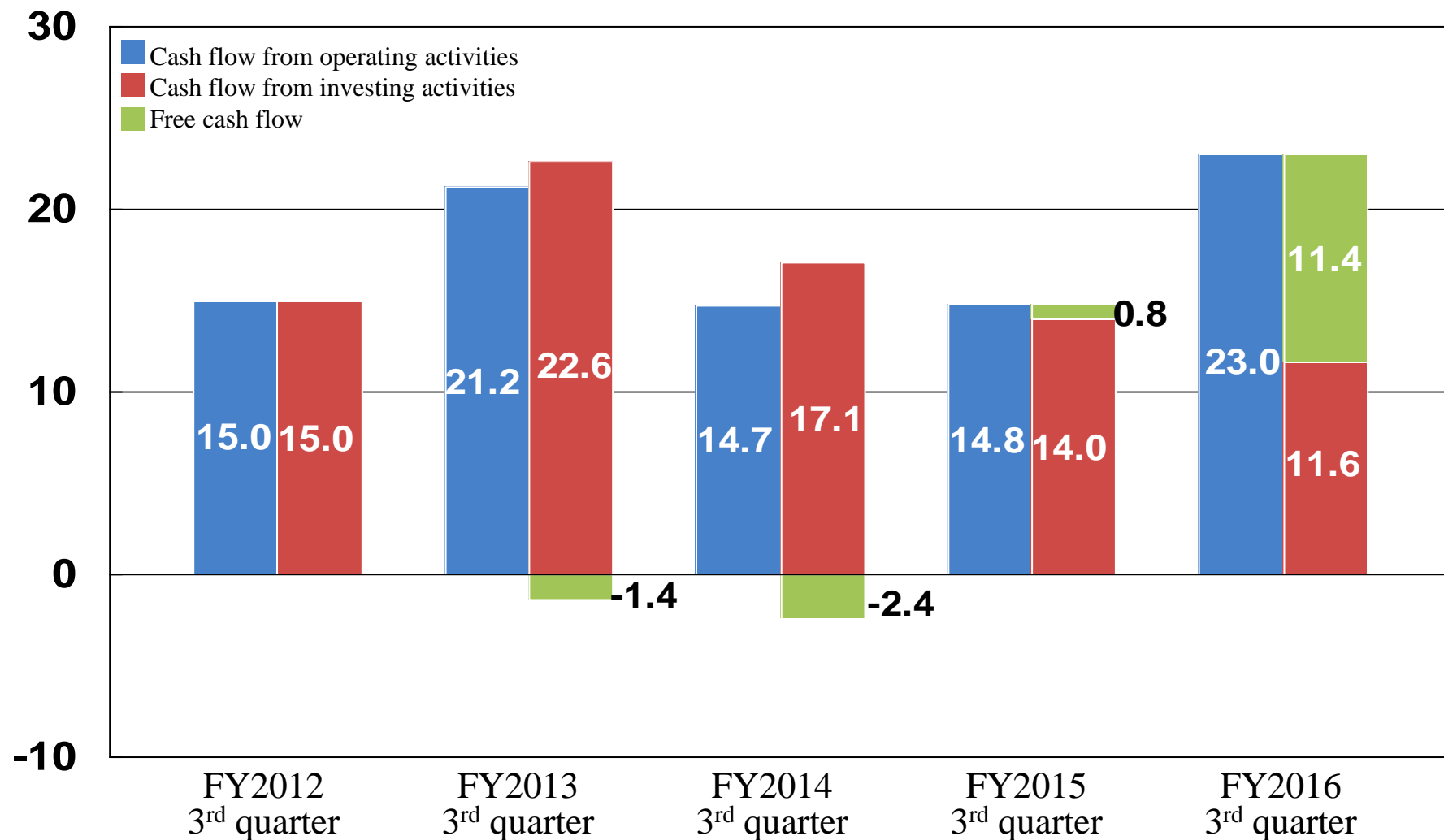
Transition of depreciation and amortization

(billion yen)



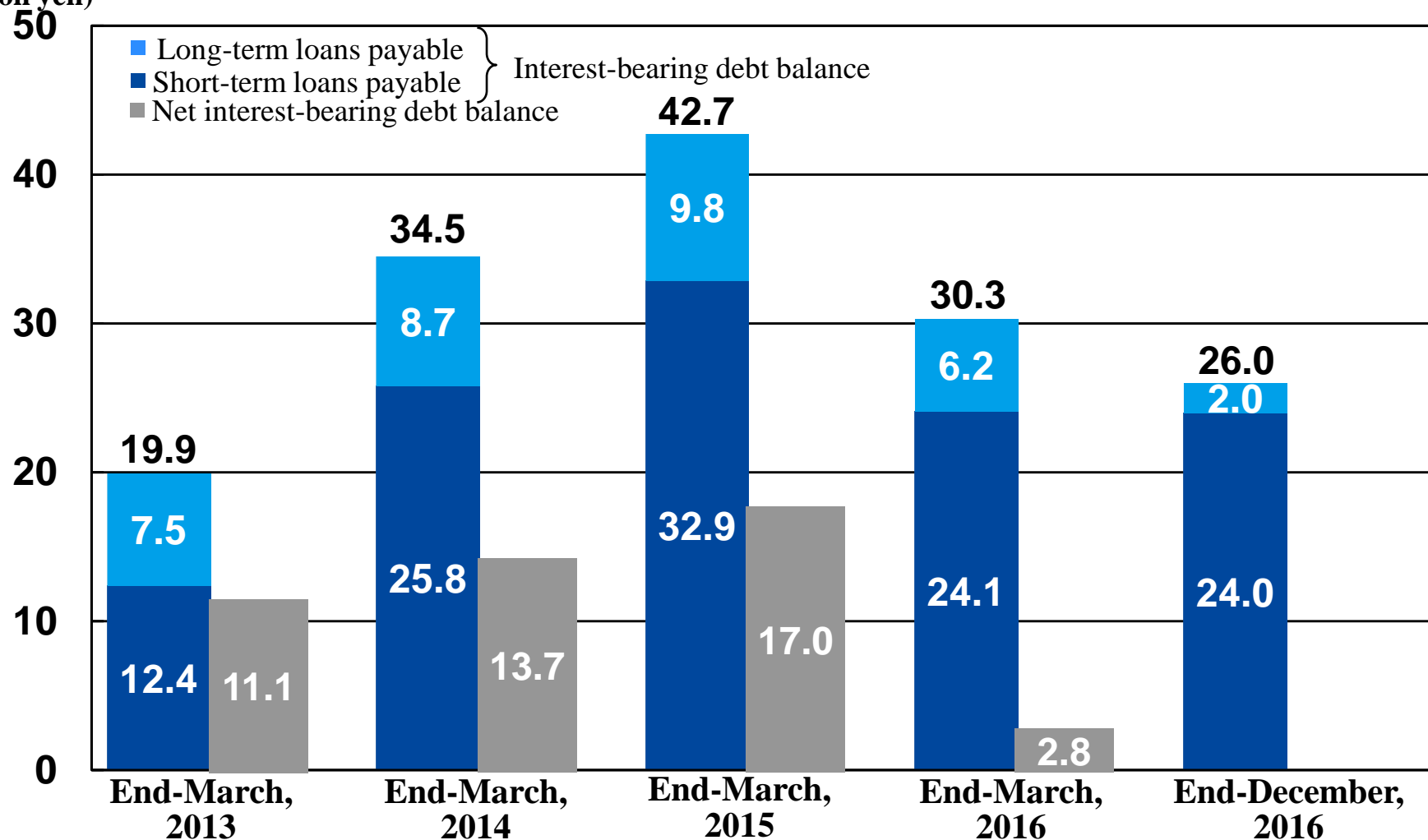
※ Both capital investment and depreciation and amortization have progressed nearly as planned.

(billion yen)



Transition of interest-bearing debt/net interest-bearing debt balance

(billion yen)



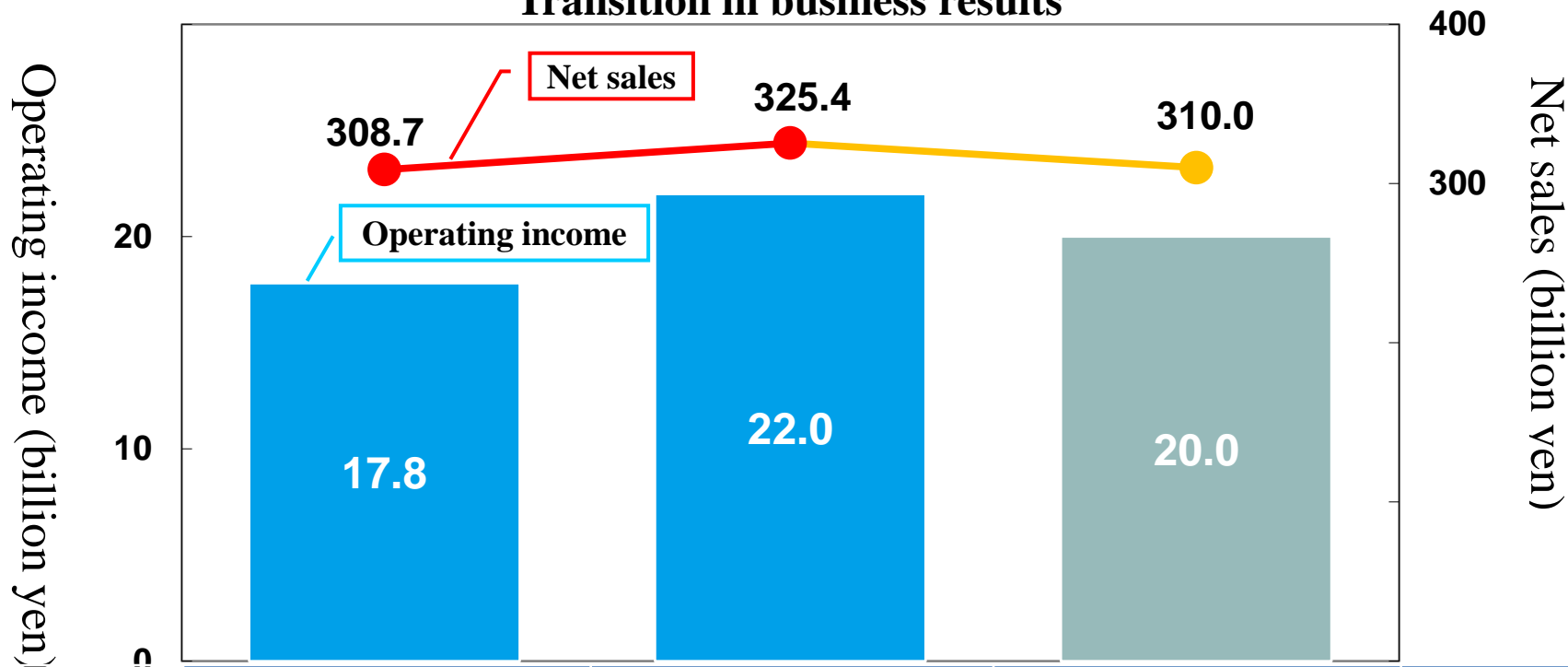
- ※ Interest-bearing debts decreased by 4.3 billion yen compared with the end-March, 2016.
- ※ Net interest-bearing debts including cash and deposits were 0 billion yen.
(decreased by 2.8 billion yen.)



Forecast for the FY2016

- 1. In the Japanese market, the trend of gradual decrease continues. Car sales in the U.S. grow slowly in the North American market. The European market is on a recovery trend. Growth in developing markets is slow.**
- 2. Although the production volume is expected to increase, the sales decrease due to the impact of exchange conversion, etc. The operating income decreases due to the impact of exchange conversion, etc.**
- 3. The capital investment is planned, mainly on the productive capacity reinforcement.**

Transition in business results



	FY2014	FY2015(A)	FY2016(B)	(B)–(A)
Net sales	308.7	325.4	310.0	-15.4
Operating income	17.8	22.0	20.0	-2.0
Ordinary income	18.4	18.2	18.5	+0.3
Net income attributable to owners of parent	7.2	9.8	10.0	+0.2

※ Net Sales will decrease due to the impact of exchange conversion, etc.

※ Operating income will decrease due to the impact of exchange conversion, etc.



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(yen)

	FY2015 3rd Quarter		FY2016 3rd Quarter		Annual plan
	Average for the period	term end	Average for the period	term end	
US \$	121.63	120.54	107.35	116.53	110.00
STG £	185.43	181.86	150.80	131.00	155.00
EURO	134.39	134.94	121.04	113.29	126.00
MEX \$	7.72	7.05	5.94	5.17	6.50
RMB	19.32	18.97	16.49	15.15	17.20
INR	1.88	1.82	1.60	1.72	1.65
THB	3.57	3.30	3.09	2.91	3.10
IDR	0.0091	0.0082	0.0082	0.0078	0.0080

Precautions for treatment of material

The future outlook of the Company mentioned in this presentation material was prepared based on information available to the Company that point in time.

This is absolutely an expectation about the future at this point in time, which contains risks and uncertain factors, and therefore, may vary widely from actual results.

The main factors out of these uncertain factors include, but are not limited to, the following:

- Economic conditions of the main markets (Japan, Americas, Europe and Asia etc.), consumer trends, rapid fluctuations in supply and demand for products in connection with business conditions and strategies of our customers in the automobile industry etc.
- Impact on production costs of our products in connection with sharp price increases in oil and steel materials
- Large fluctuations in exchange rates
- Changes in interest rates in the money and capital markets