



UNIPRES CORPORATION

Financial Results of FY2016



UNIPRES CORPORATION



Settlement of accounts of FY2016

Forecast for the FY2017

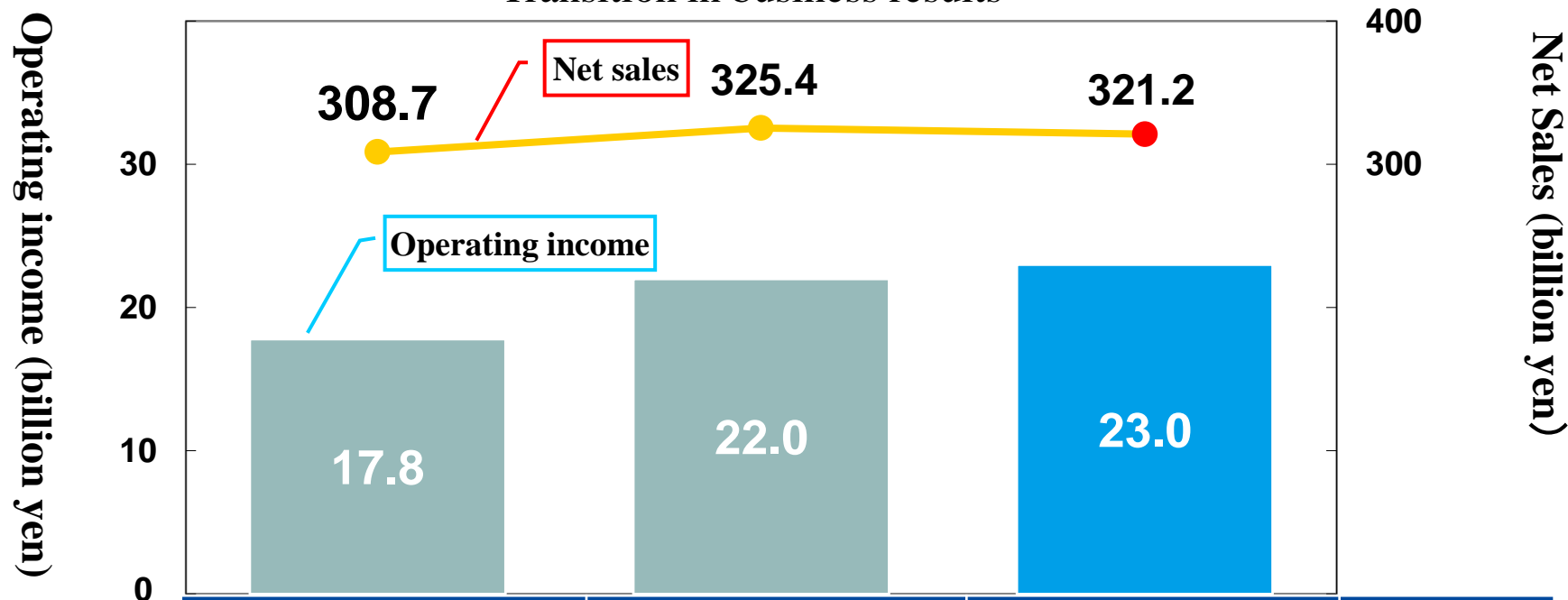


Settlement of accounts of FY2016

- 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 of FY2016

Transition in business results



| | FY2014 | FY2015(A) | FY2016(B) | (B)-(A) |
|---------------------------------------------|--------|-----------|-----------|---------|
| Net sales | 308.7 | 325.4 | 321.2 | -4.2 |
| Operating income | 17.8 | 22.0 | 23.0 | +1.0 |
| Ordinary income | 18.4 | 18.2 | 23.0 | +4.8 |
| Net income attributable to owners of parent | 7.2 | 9.8 | 14.4 | +4.6 |

- ※ Net sales decreased by 4.2 billion yen due the impact of exchange conversion, etc., despite the effect from a production increase by our major customers.
- ※ Operating income increased by 1.0 billion yen due to the effect from rationalization, etc., despite the impact of exchange conversion.

Composition of consolidated sales by product group

(billion yen)

| | FY2015 | | FY2016 | | Increase (decrease) in sales | Increase (decrease) in composition ratio |
|-------------------------|-----------|----------------------|-----------|----------------------|------------------------------------|---------------------------------------------------|
| | Net sales | Composition ratio | Net sales | Composition ratio | | |
| Car body press products | 282.8 | 86.9% | 273.4 | 85.1% | -9.4 | -1.8% |
| Transmission product | 36.5 | 11.2% | 40.9 | 12.7% | +4.4 | +1.5% |
| Plastic products | 4.2 | 1.3% | 4.2 | 1.3% | 0 | 0.0% |
| Other | 1.9 | 0.6% | 2.7 | 0.9% | +0.8 | +0.3% |
| Total | 325.4 | 100% | 321.2 | 100% | -4.2 | — |

※ No significant change to the composition ratio.



Composition of consolidated sales by customer

| (billion yen) | | | | | |
|------------------------------------------------|--------------|----------------------|--------------|----------------------|---------------------------------------------------|
| | FY2015 | | FY2016 | | Increase (decrease) in composition ratio |
| | Net sales | Composition ratio | Net sales | Composition ratio | |
| Nissan Motor-related products | | | | | |
| Sub-total | 283.8 | 87.2% | 268.6 | 83.6% | -3.6% |
| Nissan Motor | 44.4 | 13.7% | 50.2 | 15.6% | +1.9% |
| Dongfeng Motor | 51.2 | 15.7% | 46.4 | 14.4% | -1.3% |
| Nissan North America | 52.3 | 16.1% | 44.9 | 14.0% | -2.1% |
| JATCO (including overseas bases) | 31.8 | 9.8% | 35.4 | 11.0% | +1.2% |
| Nissan Mexicana | 40.4 | 12.4% | 34.9 | 10.9% | -1.5% |
| Nissan Europe | 27.3 | 8.4% | 24.0 | 7.5% | -0.9% |
| NISSAN SHATAI | 12.5 | 3.8% | 13.4 | 4.2% | +0.4% |
| Calsonic Kansei (including overseas bases) | 13.8 | 4.2% | 11.4 | 3.5% | -0.7% |
| Renault Nissan India | 4.1 | 1.3% | 3.5 | 1.1% | -0.2% |
| Nissan Thailand | 3.9 | 1.2% | 2.7 | 0.8% | -0.4% |
| Nissan Indonesia | 0.7 | 0.2% | 0.9 | 0.3% | +0.1% |
| Zhengzhou Nissan | 1.4 | 0.4% | 0.9 | 0.3% | -0.1% |

※ The composition ratio decreased by 3.6% as a result of sales expansion to the other companies.

Composition of consolidated sales by customer (billion yen)

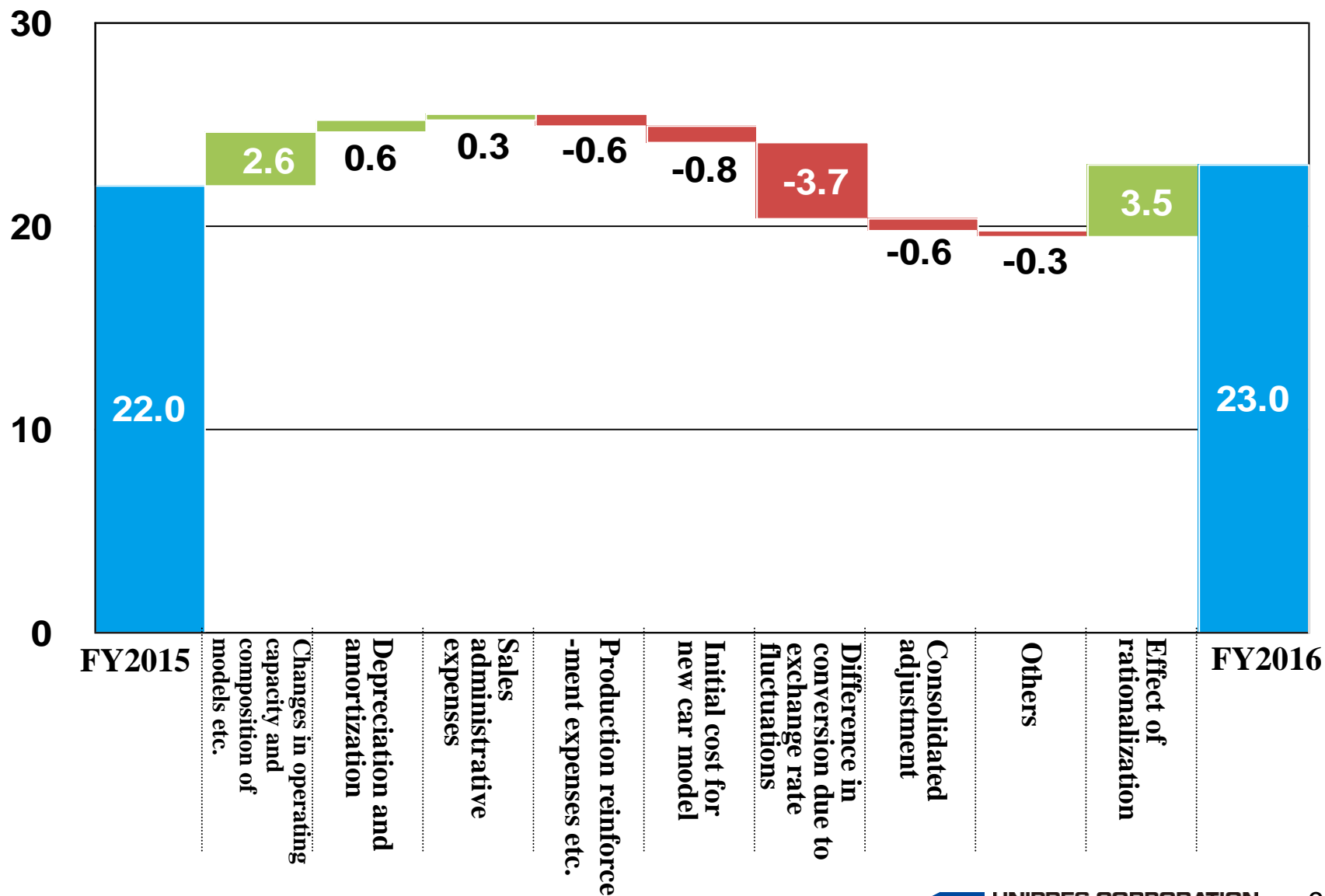
| | | FY2015 | | FY2016 | | Increase (decrease) in composition ratio |
|------------------------------------------------------|---------------------------------------------|-------------|----------------------|-------------|----------------------|---------------------------------------------------|
| | | Net sales | Composition ratio | Net sales | Composition ratio | |
| Other customers | Sub-total | 41.6 | 12.8% | 52.6 | 16.4% | +3.6% |
| inside) Honda Motor | USA Honda | 10.0 | 3.1% | 9.0 | 2.8% | -0.3% |
| | UK Honda | 1.6 | 0.5% | 4.5 | 1.4% | +0.9% |
| | Honda Motor Co.,Ltd. | 2.3 | 0.7% | 4.1 | 1.3% | +0.6% |
| | Mexico Honda | 3.4 | 1.1% | 2.8 | 0.9% | -0.2% |
| | Indonesia Honda | 0.7 | 0.2% | 2.0 | 0.6% | +0.4% |
| Renault | Renault S.A.S. | 3.3 | 1.0% | 4.8 | 1.5% | +0.5% |
| | Dongfeng Renault Automotive Co., Ltd | 0.1 | 0.0% | 2.4 | 0.7% | +0.7% |
| Mazda Motor | Mazda Motor | 2.8 | 0.9% | 2.8 | 0.9% | 0.0% |
| | Mexico Mazda | 1.7 | 0.5% | 1.3 | 0.4% | -0.1% |
| Dynax Corporation (including overseas bases) | | 2.4 | 0.7% | 2.7 | 0.8% | +0.1% |
| AISIN AW CO., LTD. (including overseas bases) | | 1.1 | 0.3% | 1.4 | 0.4% | +0.1% |
| UD Trucks | | 0.5 | 0.1% | 0.7 | 0.2% | +0.1% |
| Subaru Corporation | | 0.5 | 0.2% | 0.7 | 0.2% | 0.0% |
| TOYOTA MOTOR (including overseas bases) | | 0.7 | 0.2% | 0.6 | 0.2% | 0.0% |
| DAIHATSU MOTOR | | 0.3 | 0.1% | 0.3 | 0.1% | 0.0% |
| NSK-Warner K.K. | | 0.2 | 0.1% | 0.2 | 0.1% | 0.0% |
| Isuzu Motors | | 0.2 | 0.1% | 0.2 | 0.1% | 0.0% |
| MITSUBISHI MOTORS | | 0.1 | 0.0% | 0.1 | 0.0% | 0.0% |
| SUZUKI MOTOR | | 0.1 | 0.0% | 0.1 | 0.0% | 0.0% |

※ Sales increased by 11.0 billion yen and the composition ratio increased by 3.6% due to HONDA and Renault sales expansion.



(billion yen)

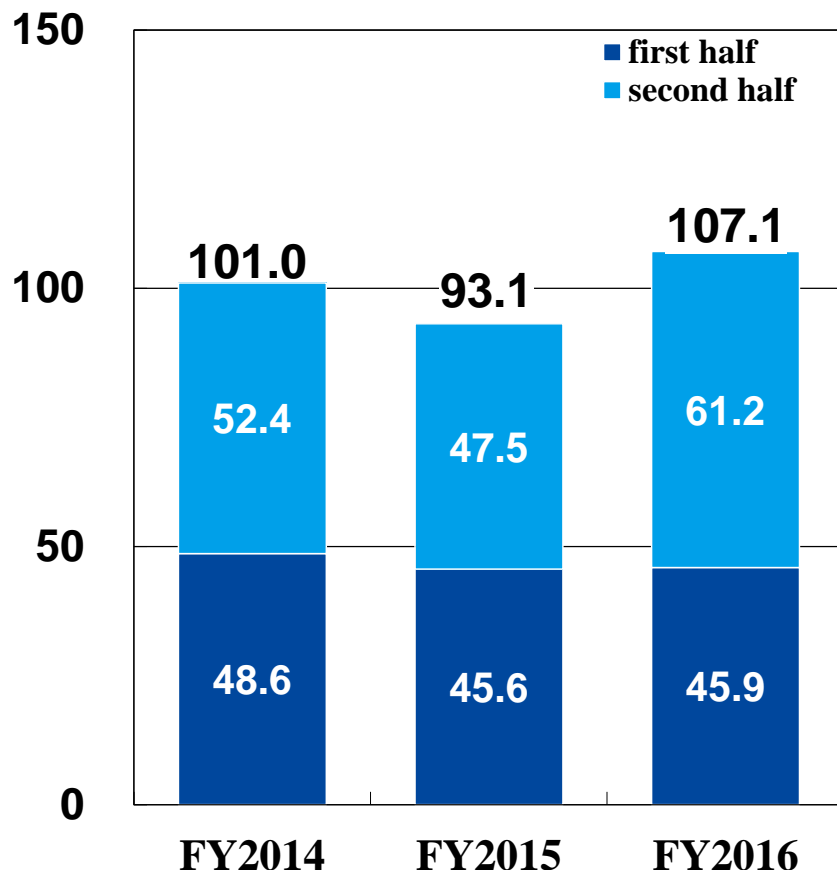
Factors for increase (decrease) in operating income



Sales/Operating income by Region (Japan)

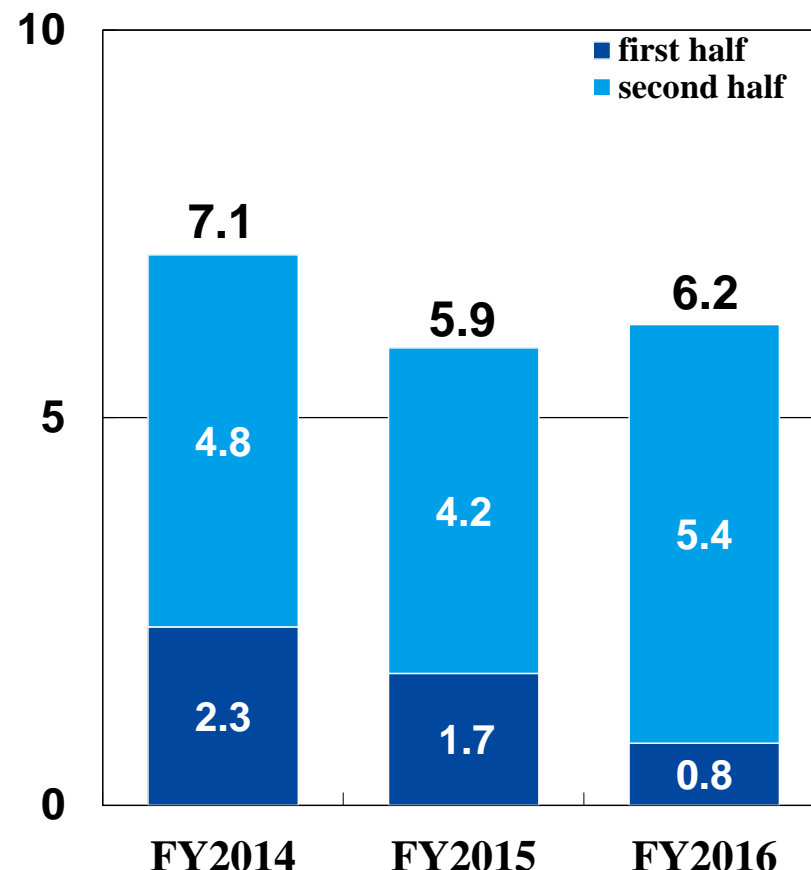
(billion yen)

Net sales



(billion yen)

Operating income



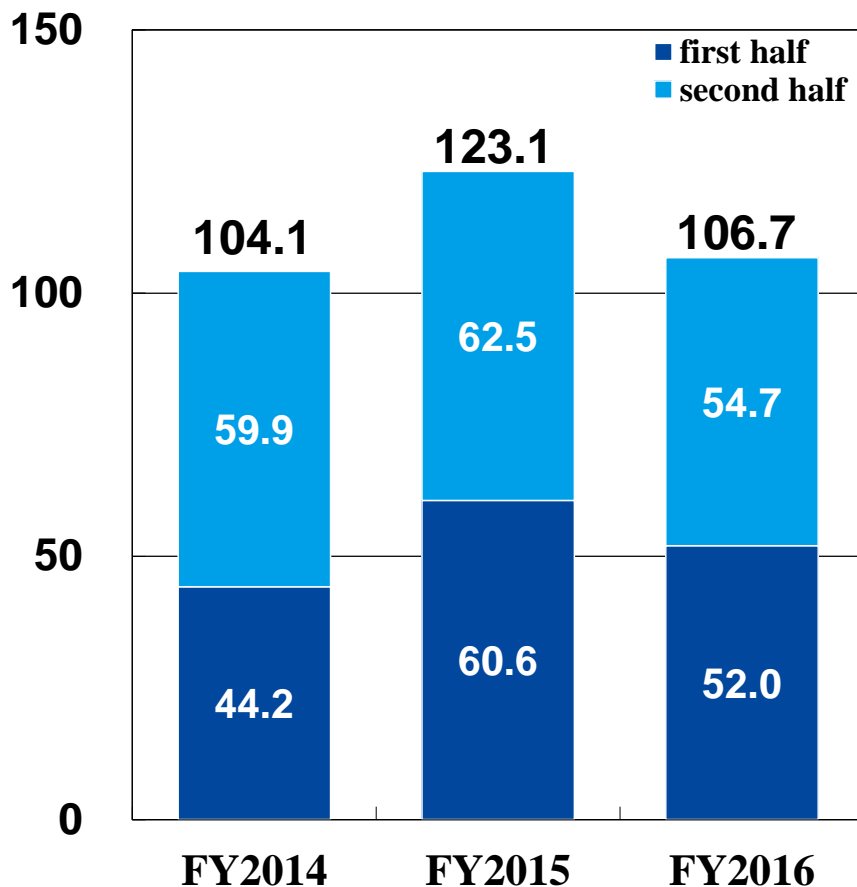
※ Sales increased by 15.0% due to the effect from a production increase by our major customers.

※ Operating income increased by 0.3 billion yen.

Sales/Operating income by Region (The Americas)

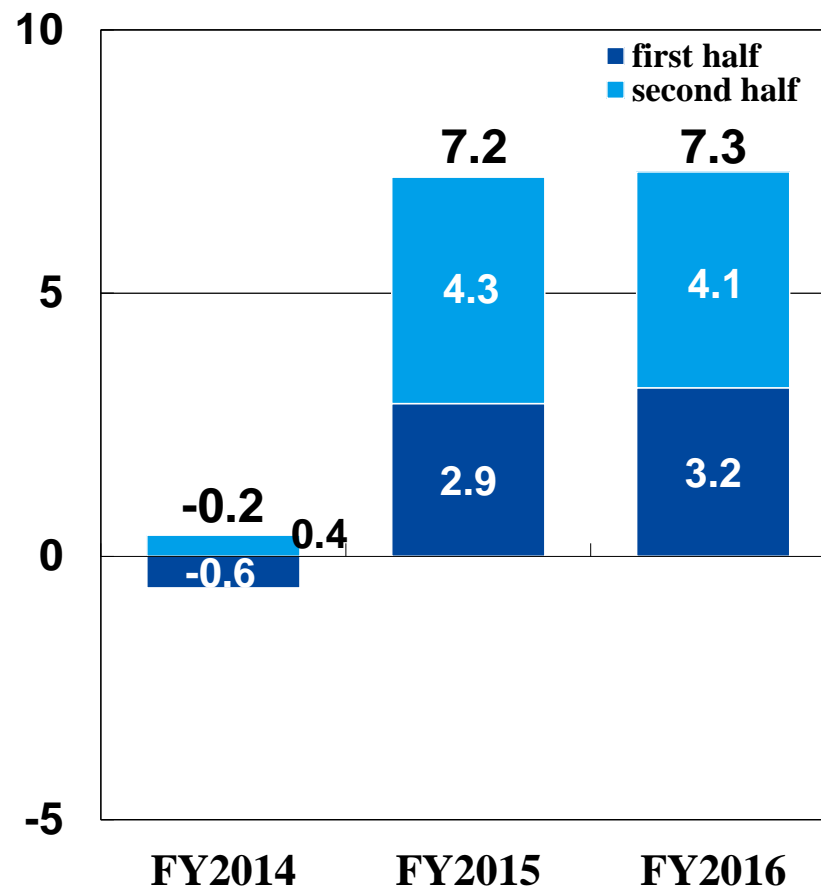
(billion yen)

Net Sales



(billion yen)

Operating income



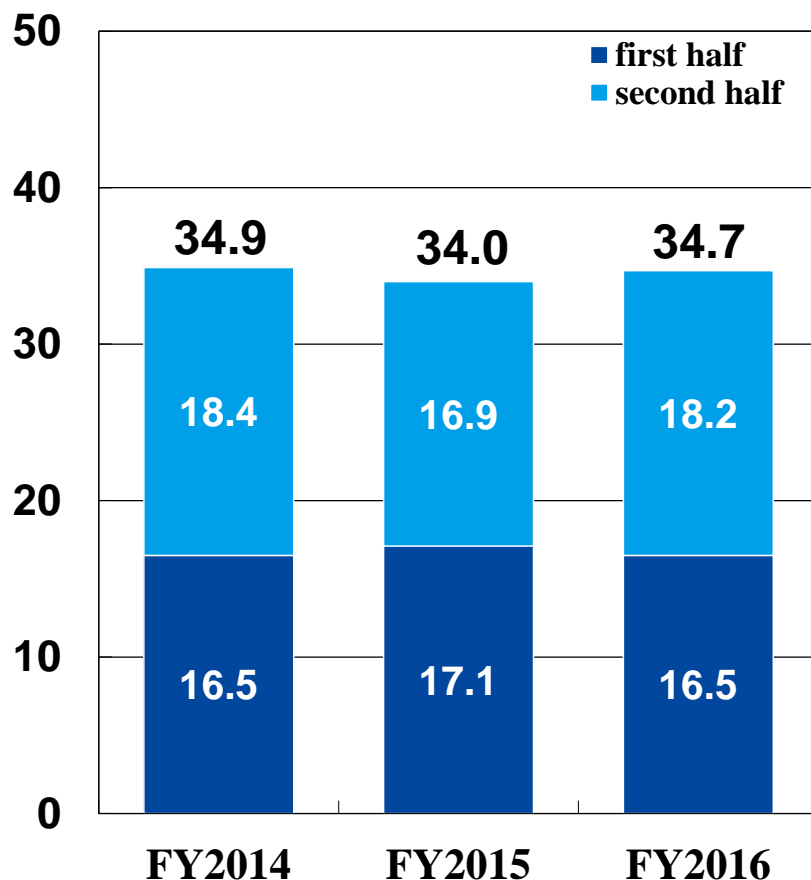
※ Sales decreased by 13.3% due to the impact of exchange conversion despite the effect from a production increase by our major customers.

※ Operating income increased by 0.1 billion yen due to the effect of rationalization, etc.

Sales/Operating income by Region (Europe)

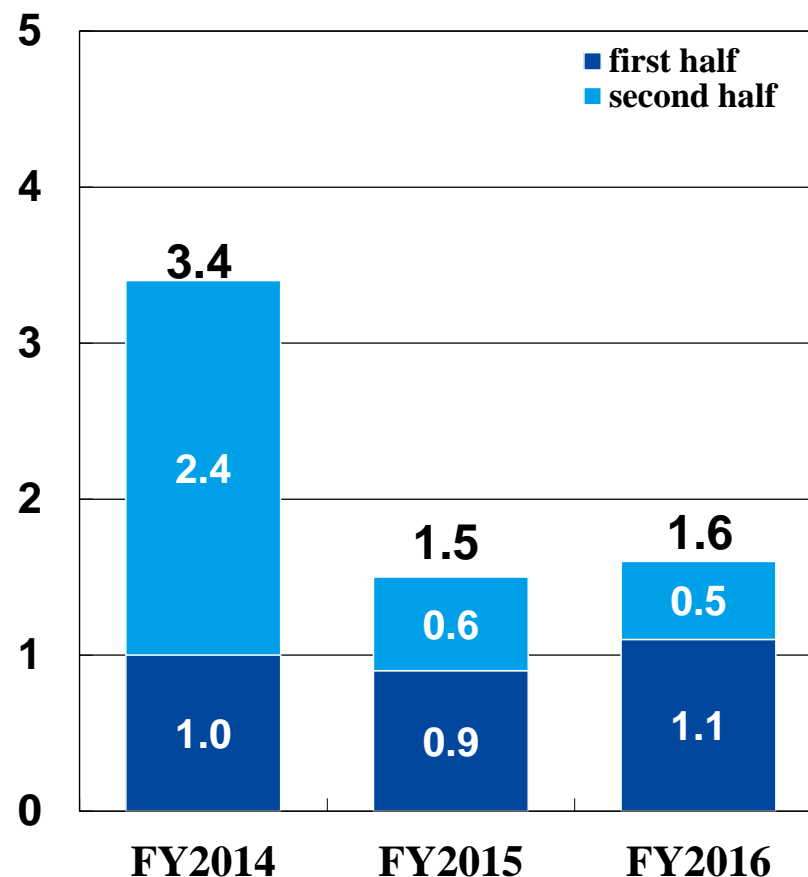
(billion yen)

Net sales



(billion yen)

Operating income



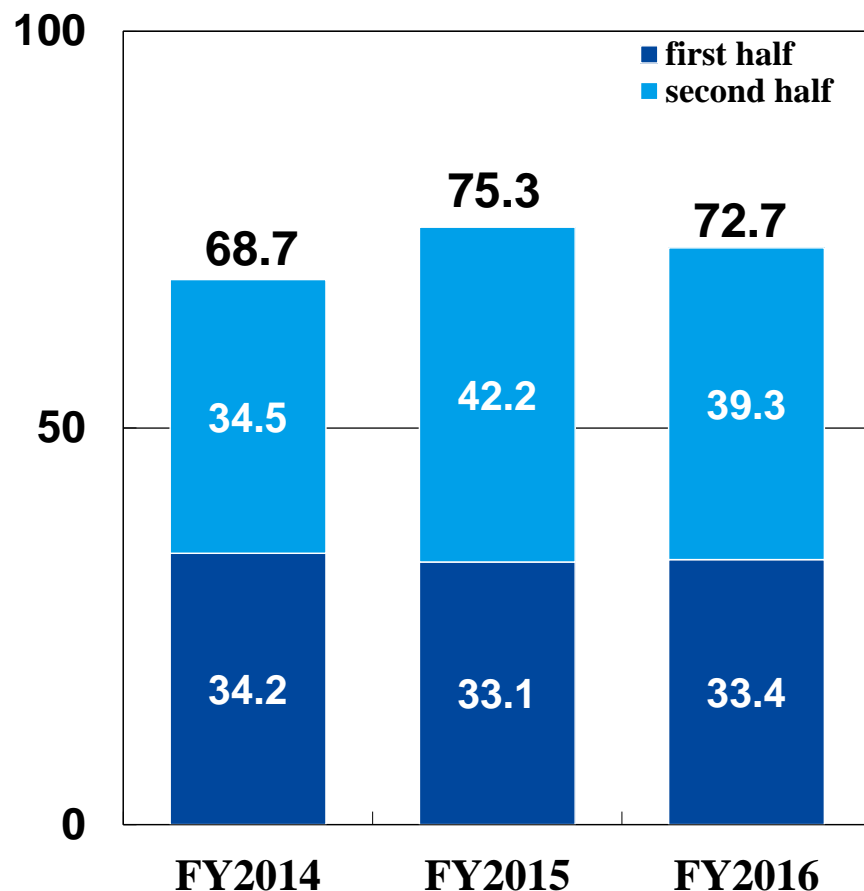
※ Sales increased by 2.1% due to the effect from a production increase by our major customers, etc.

※ Operating income increased by 0.1 billion yen.

Sales/Operating income by Region (Asia)

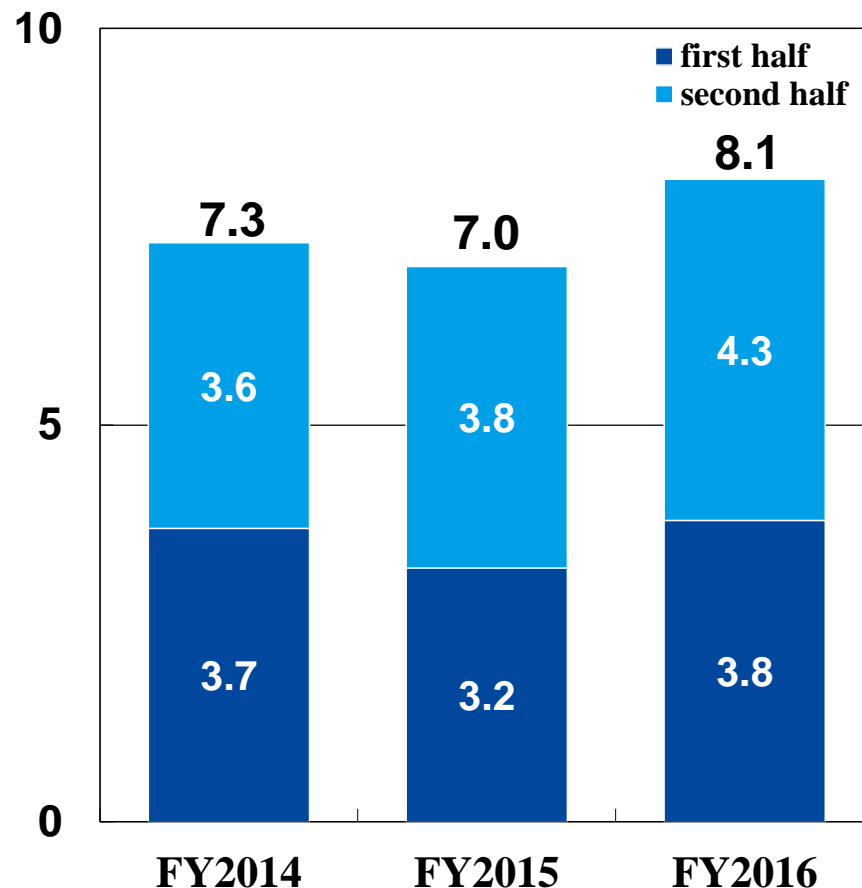
(billion yen)

Net sales



(billion yen)

Operating income

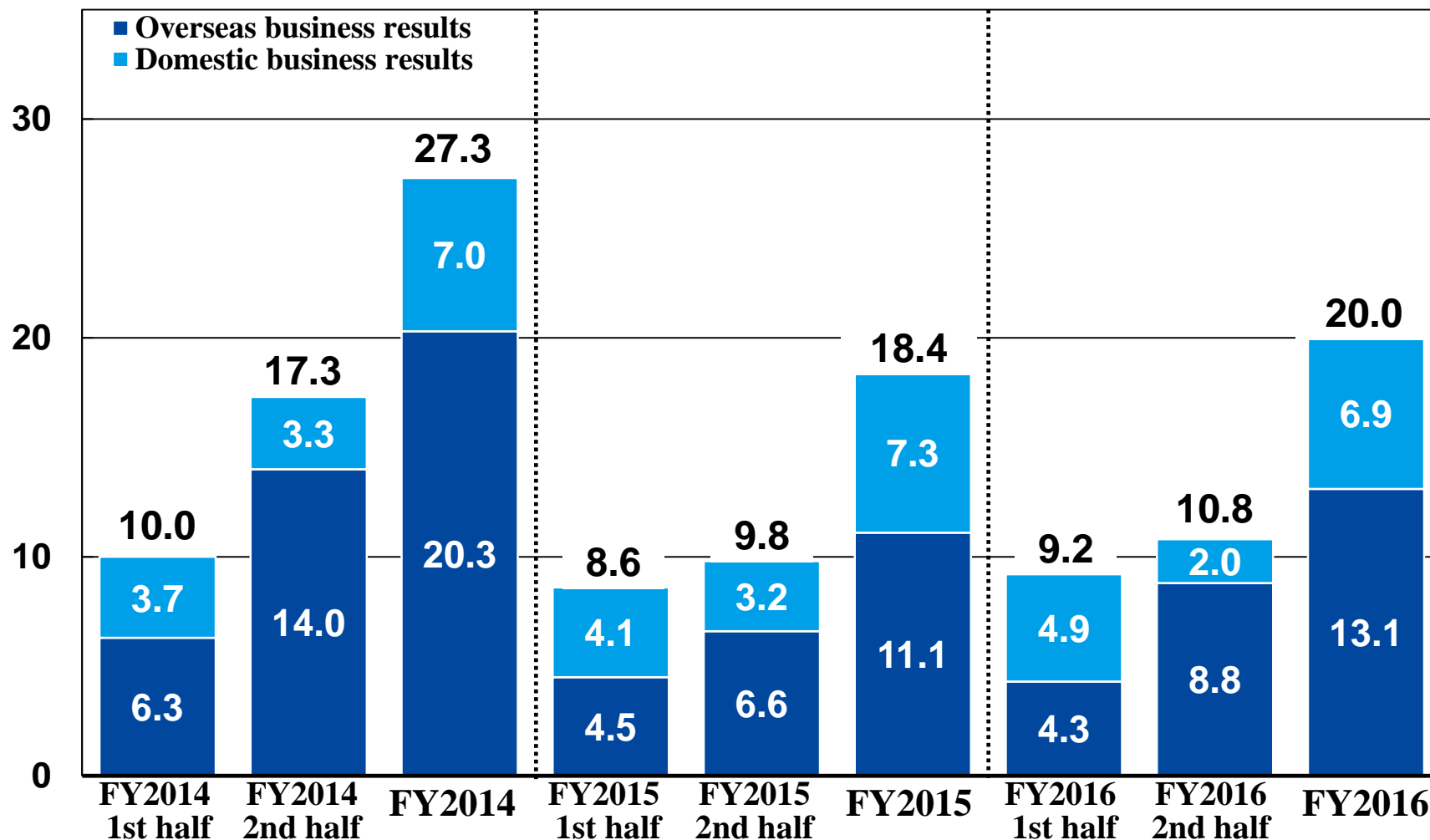


※ Sales decreased by 3.5% due to the impact of exchange conversion despite the effect from a production increase by our major customers.

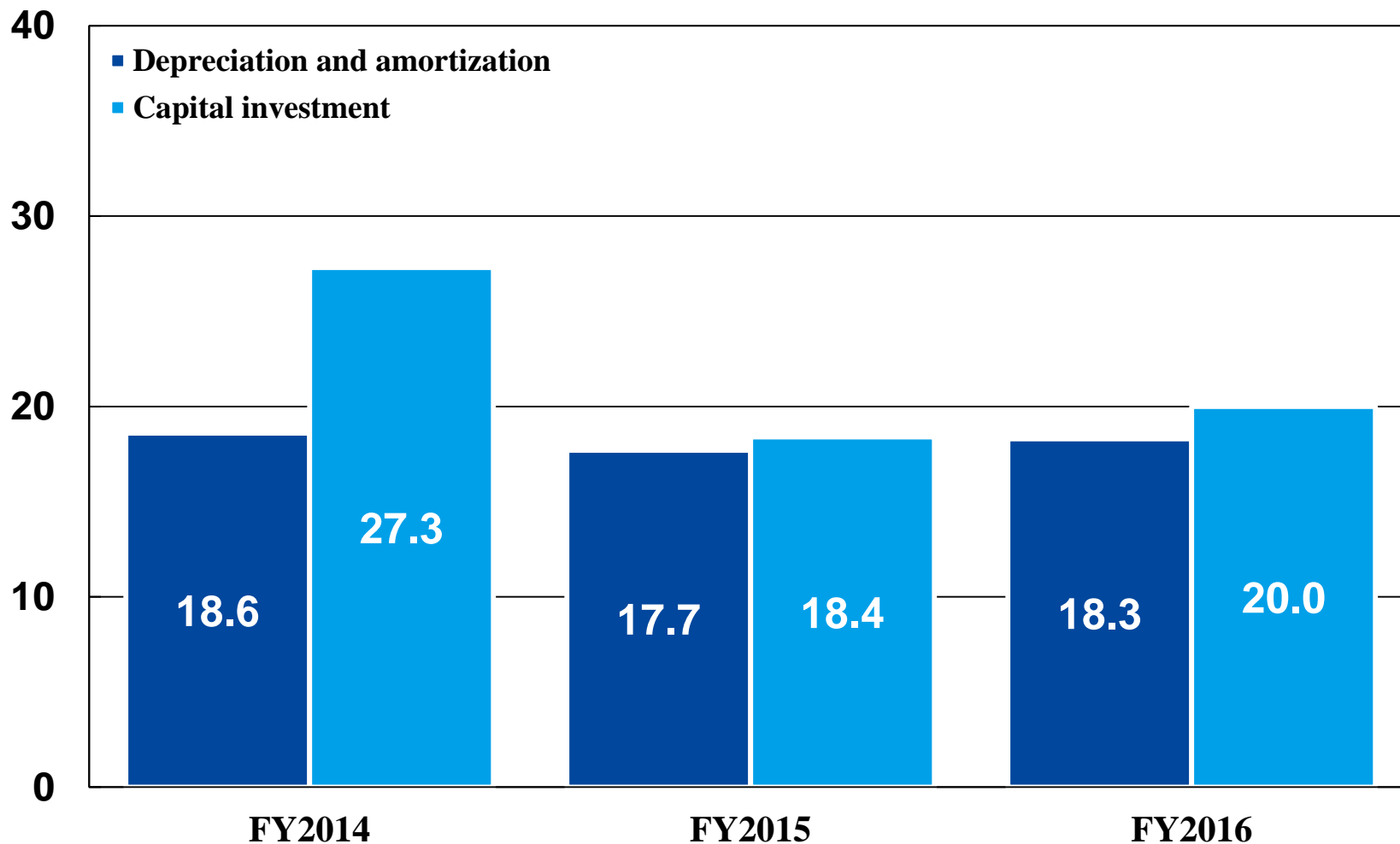
※ Operating income increased by 15.7% due to the effect of rationalization, etc.

Transition in capital investment

(billion yen)



(billion yen)

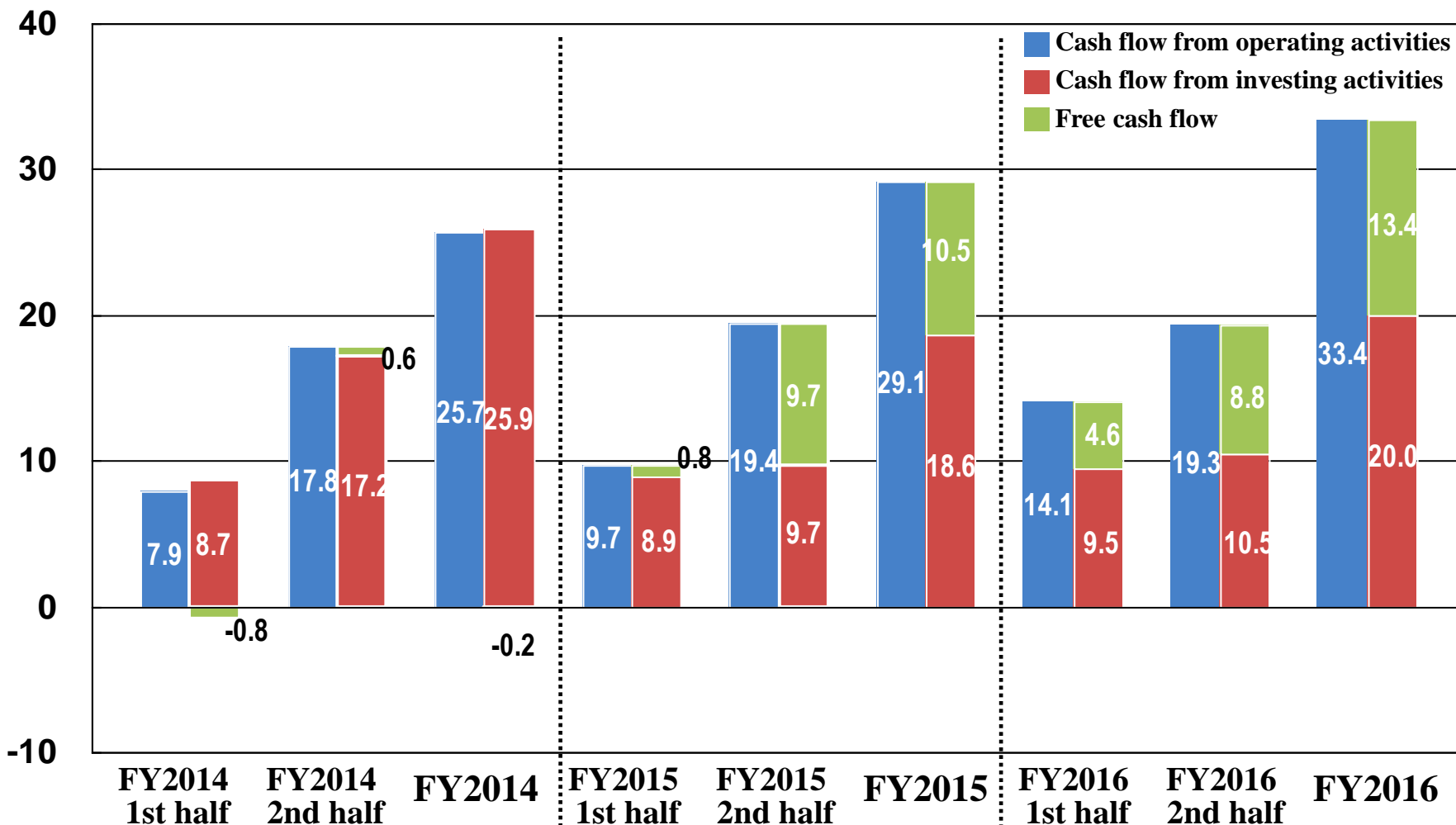


※ Both capital investment and depreciation and amortization have progressed nearly as planned.



Cash flows

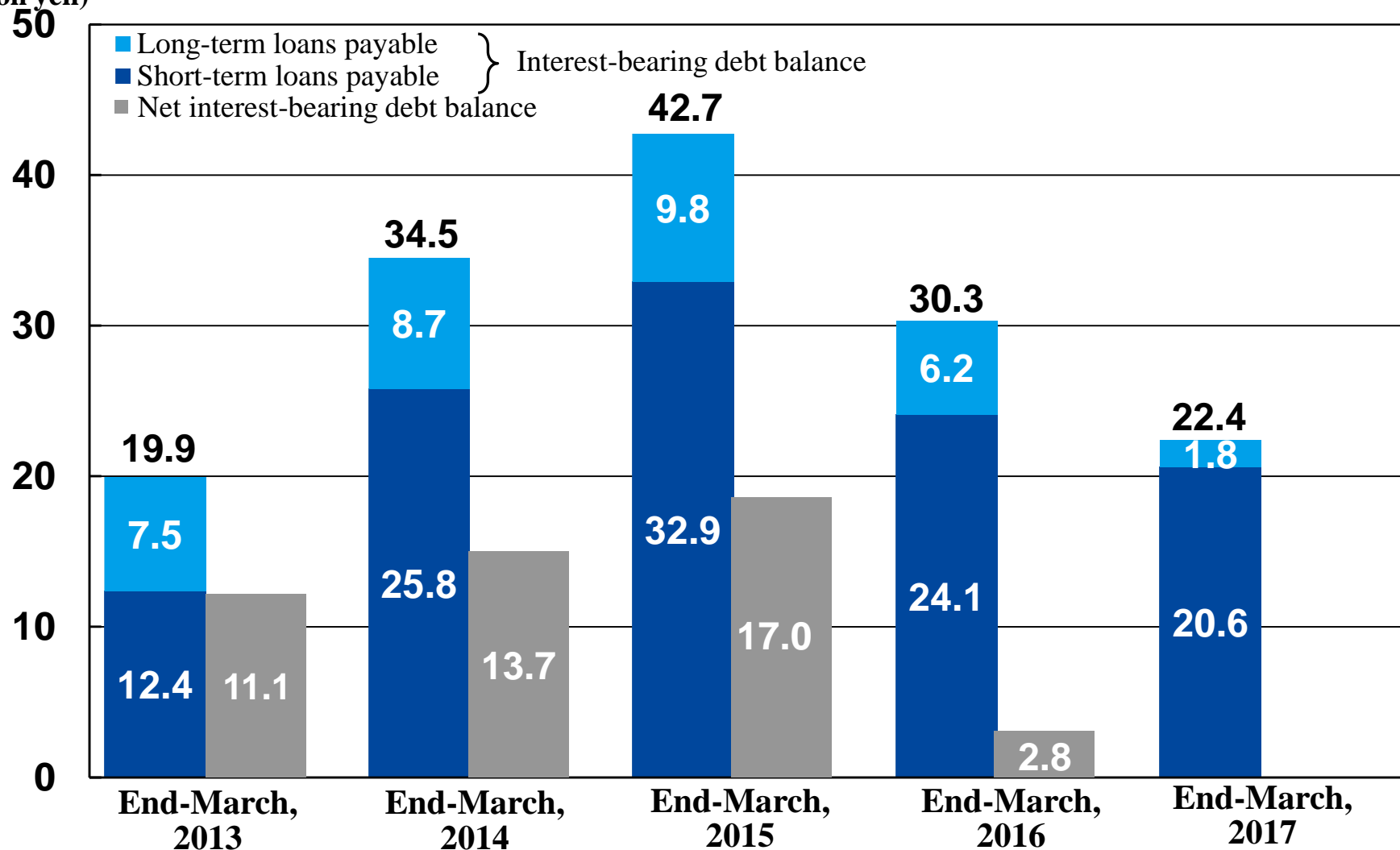
(billion yen)



※ Free cash flow was 13.4 billion yen .

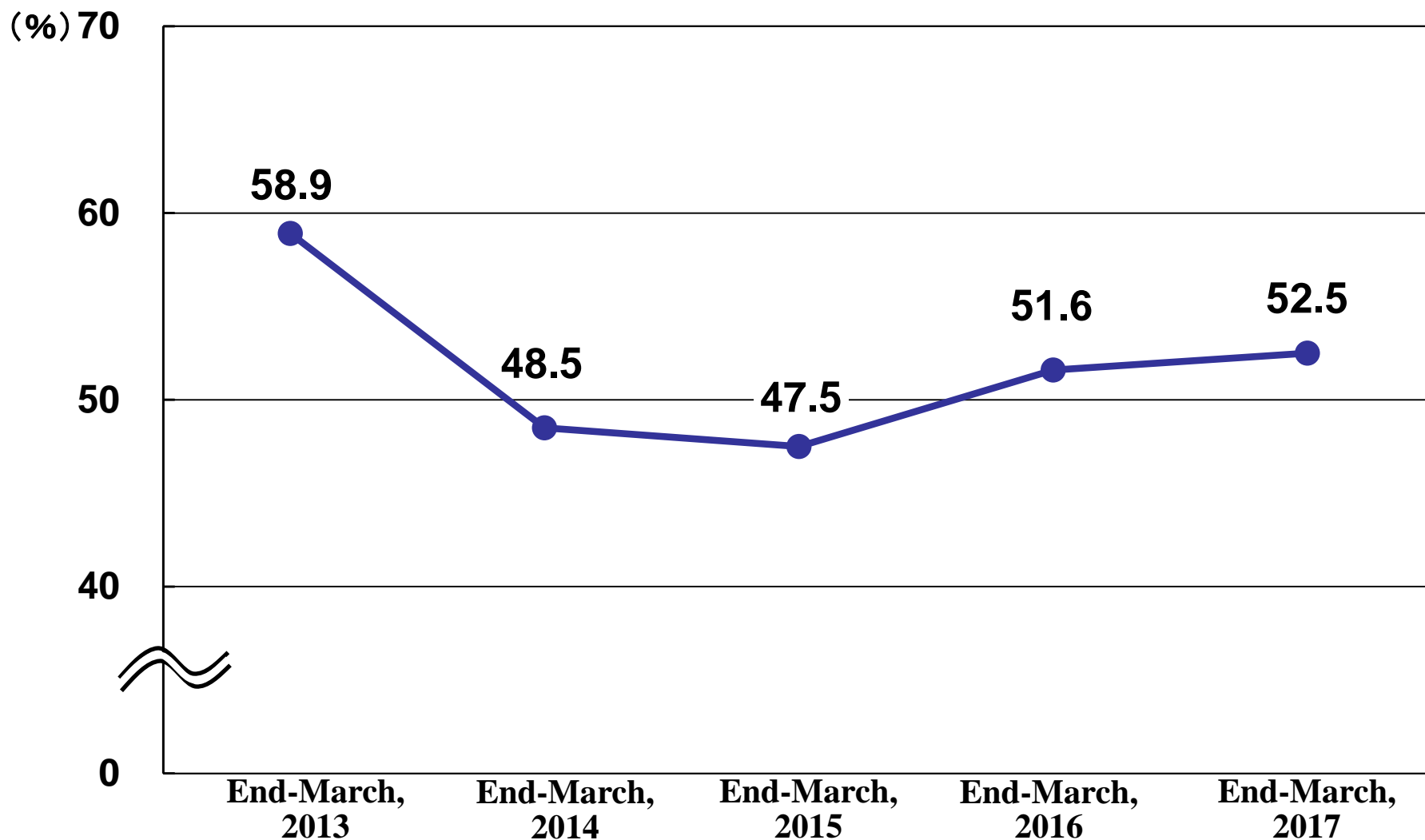
Transition of interest-bearing debt/net interest-bearing debt balance

(billion yen)



※ Interest-bearing debts decreased by 7.9 billion yen compared with the end-March, 2016

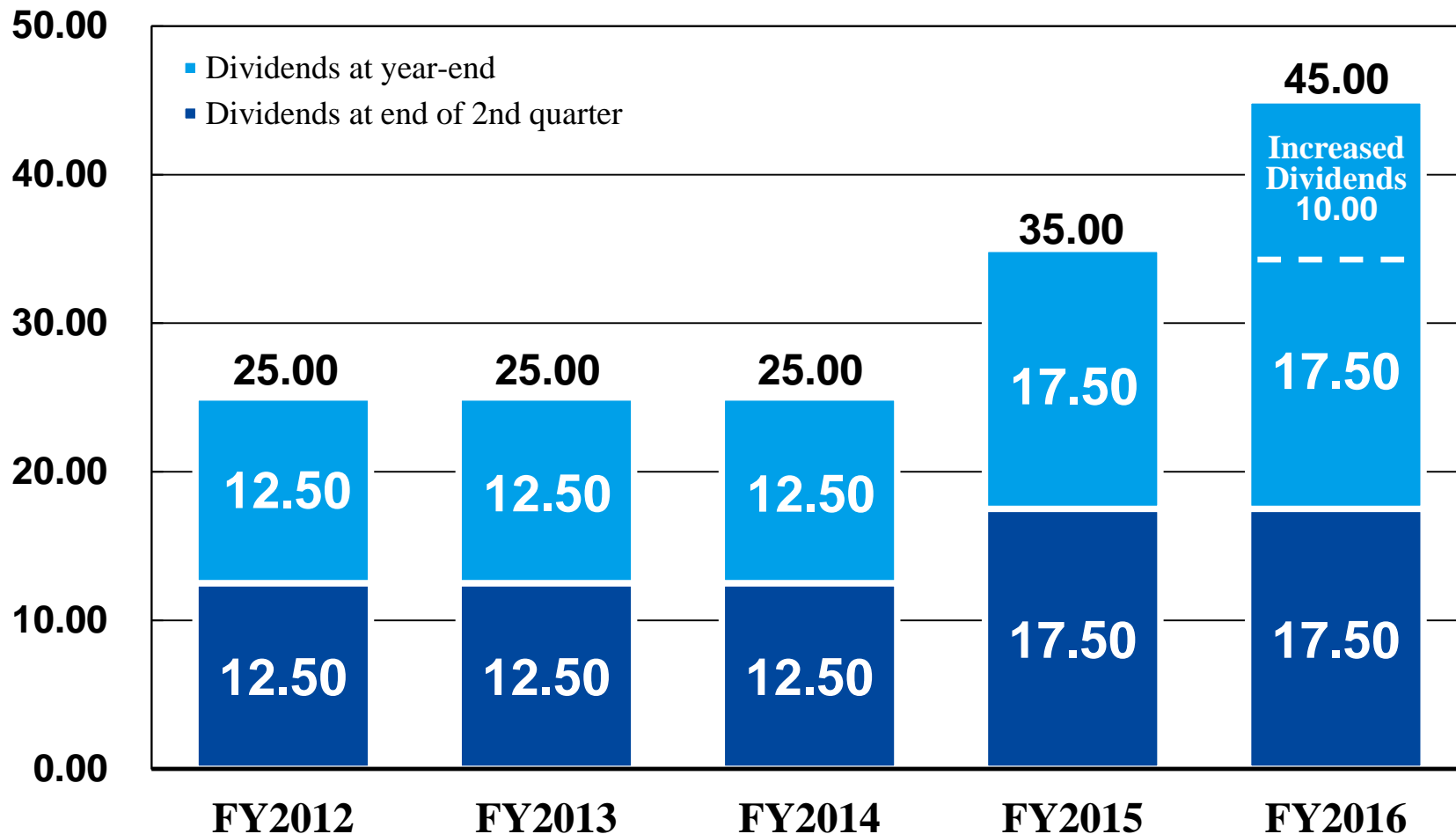
Changes in equity-to-total assets



※ Equity-to-total assets was 52.5% increased by 0.9% compared with the end-March, 2016.

Transition of Dividends

(yen)



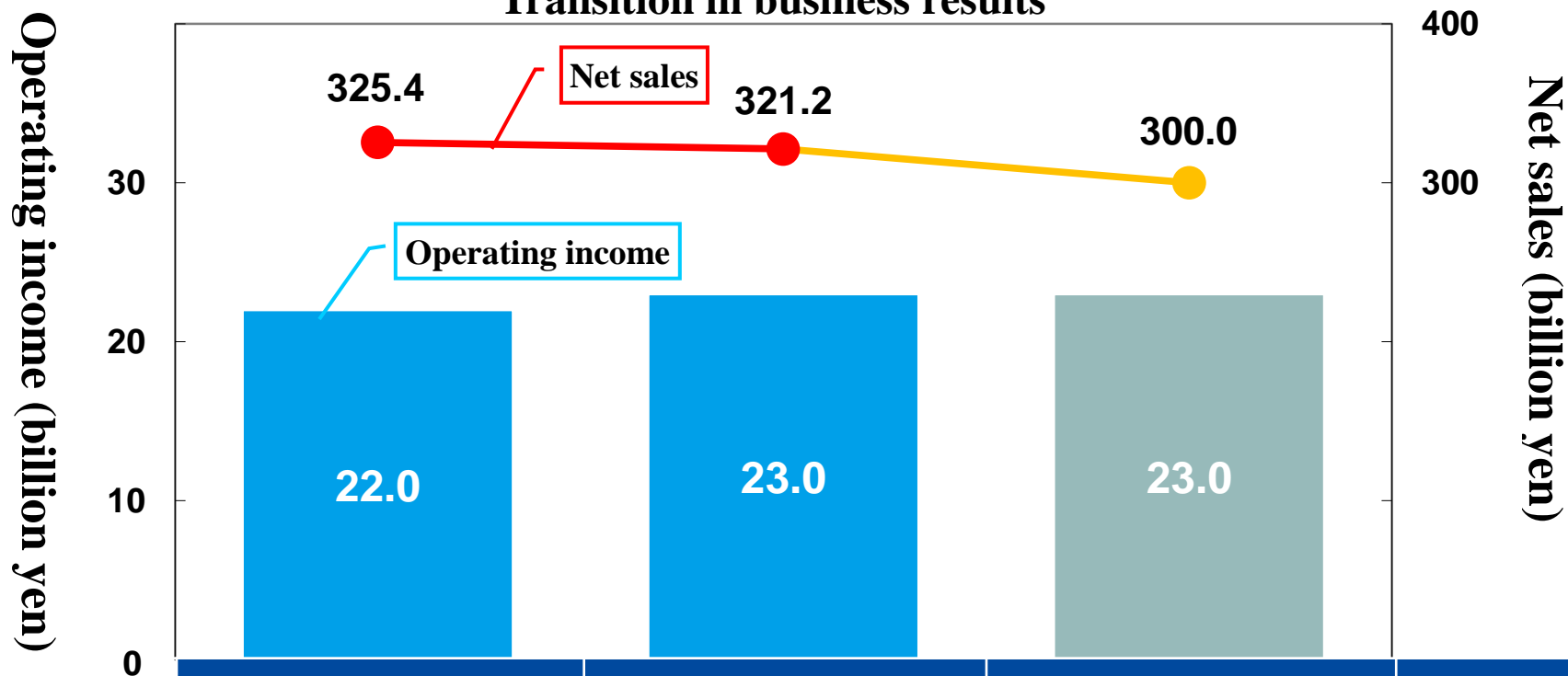
※ Dividend per share of FY2016 was 45 yen by a 10 yen increased dividend.



Forecast for the FY2017

- 1. Net Sales will decrease due to a production decrease and the impact of exchange conversion, etc.
(Production volume: increase in Japan, decrease in Americas and Asia, flat in Europe)**
- 2. Operating income will remain at the same level due to the effect of rationalization despite the effect from the sales decrease.**
- 3. The capital investment is planned, mainly on the productive capacity reinforcement.**

Transition in business results



| | FY2015 | FY2016(A) | FY2017 forecast (B) | (B) - (A) |
|---------------------------------------------|--------|-----------|---------------------|-----------|
| Net sales | 325.4 | 321.2 | 300.0 | -21.2 |
| Operating income | 22.0 | 23.0 | 23.0 | 0 |
| Ordinary income | 18.2 | 23.0 | 22.5 | -0.5 |
| Net income attributable to owners of parent | 9.8 | 14.4 | 14.0 | -0.4 |

Composition of consolidated sales by product group

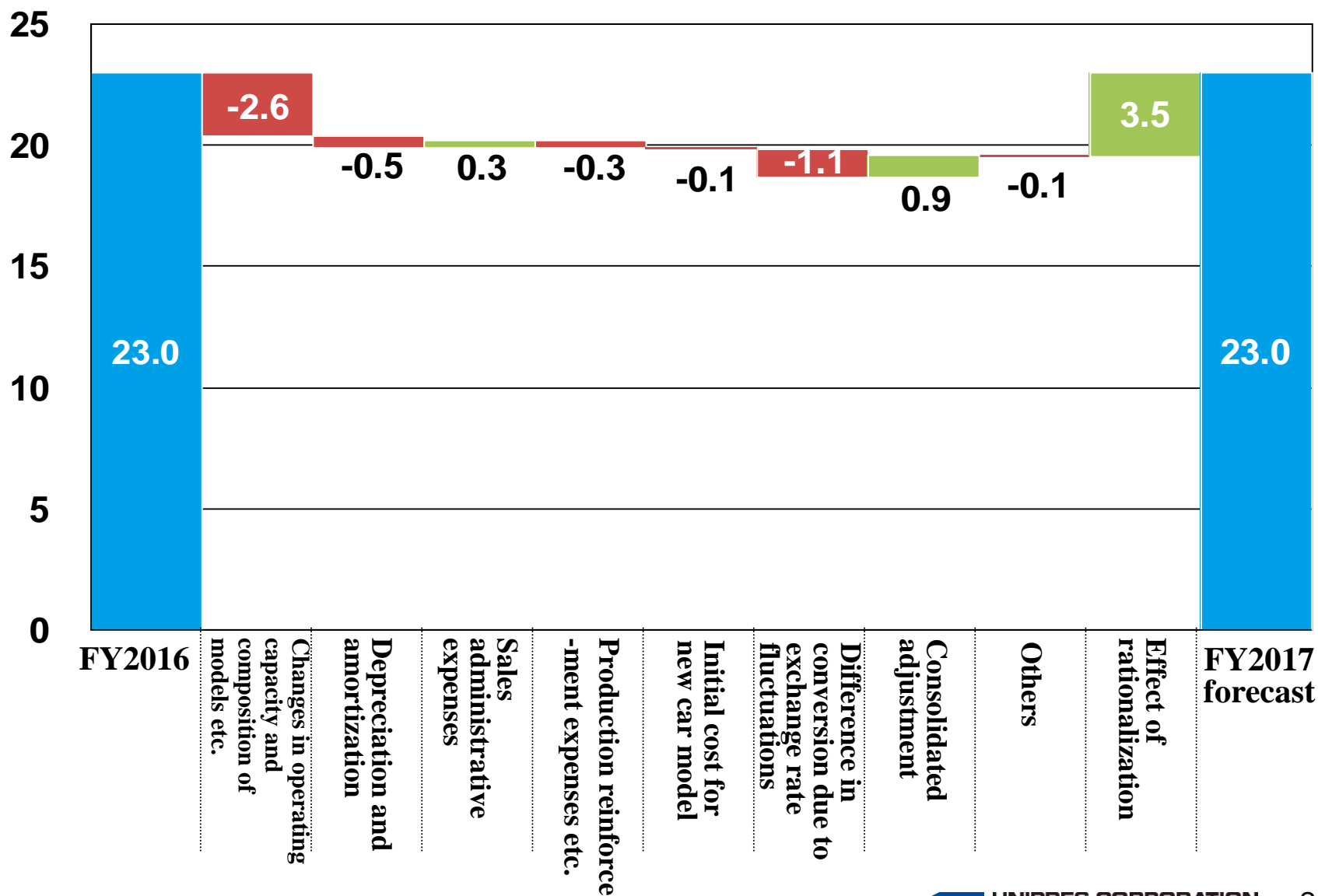
(billion yen)

| | FY2016 | | FY 2017 forecast | | Increase (decrease) in sales | Increase (decrease) in composition ratio |
|-------------------------|-----------|----------------------|------------------|----------------------|------------------------------------|---------------------------------------------------|
| | Net sales | Composition ratio | Net sales | Composition ratio | | |
| Car body press products | 273.4 | 85.1% | 252.0 | 84.0% | -21.4 | -1.1% |
| Transmission product | 40.9 | 12.7% | 41.7 | 13.9% | +0.8 | +1.2% |
| Plastic products | 4.2 | 1.3% | 4.0 | 1.3% | -0.2 | 0.0% |
| Other | 2.7 | 0.9% | 2.3 | 0.8% | -0.4 | -0.1% |
| Total | 321.2 | 100% | 300.0 | 100% | -21.2 | — |



Outlook of Operating income increase/decrease

(billion yen)



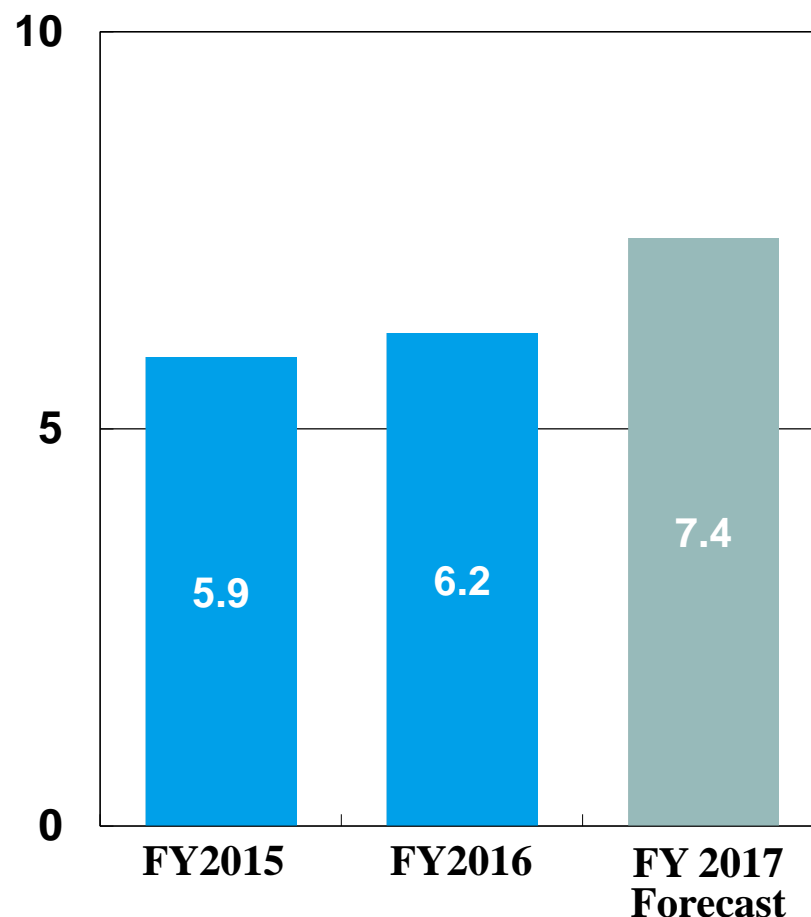
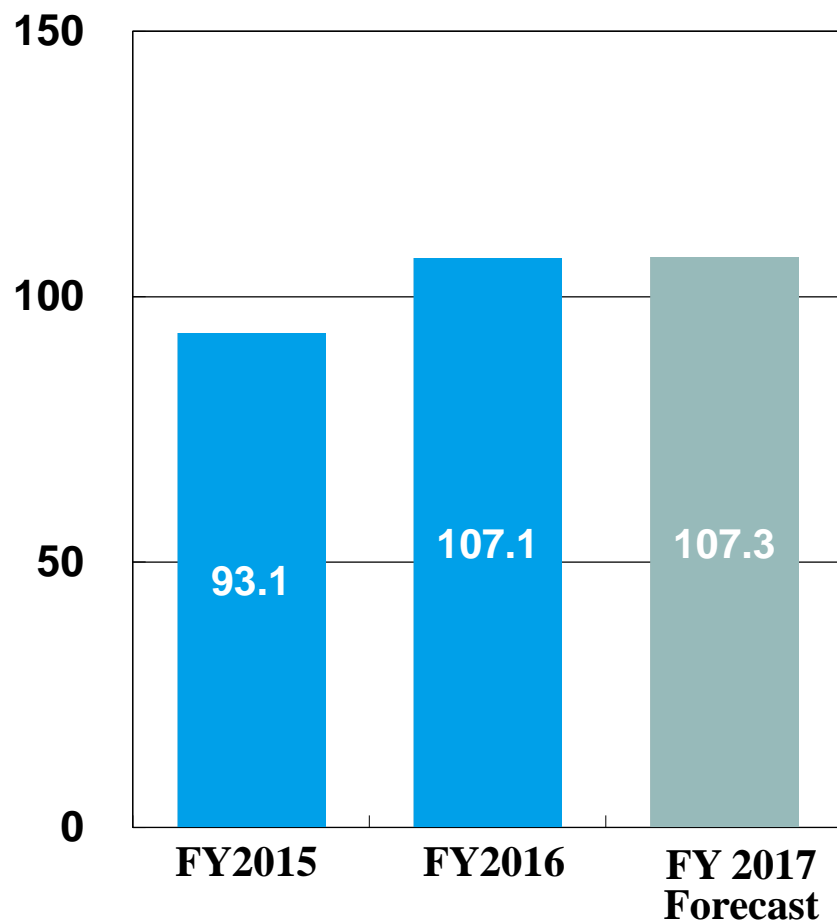
Sales/Operating income by Region (Japan)

(billion yen)

Net sales

(billion yen)

Operating income



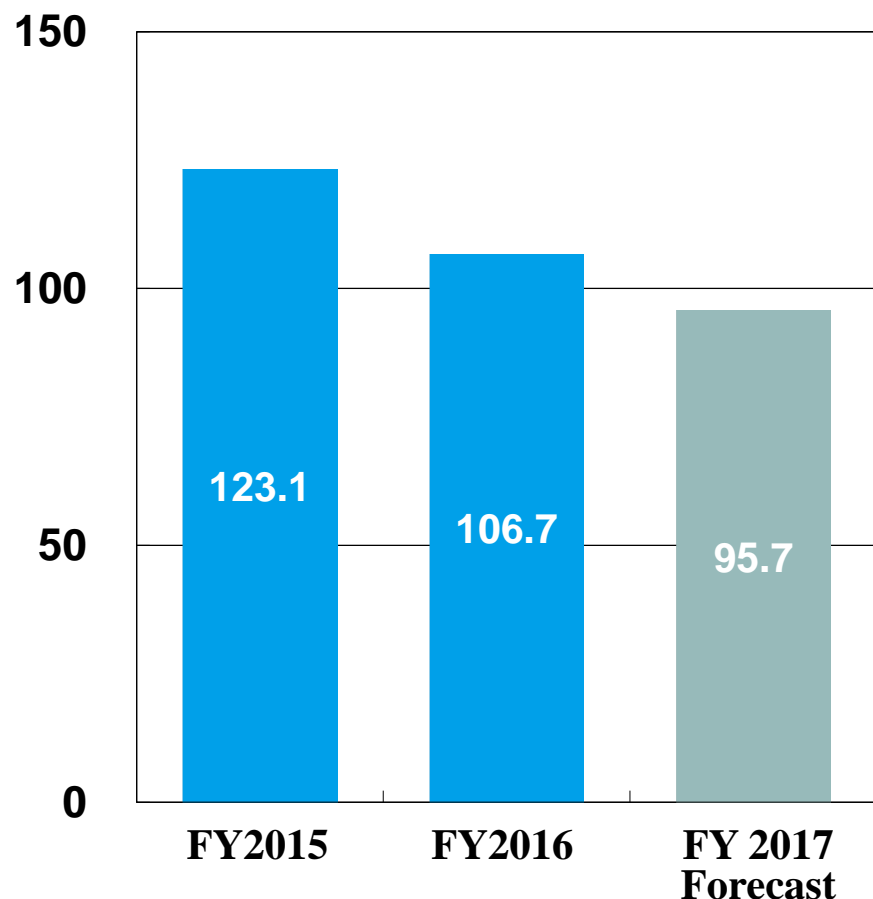
※ Sales is planned to be same level as the previous year.

※ An increase in operating income is planned due to the effect of rationalization.

Sales/Operating income by Region (the Americas)

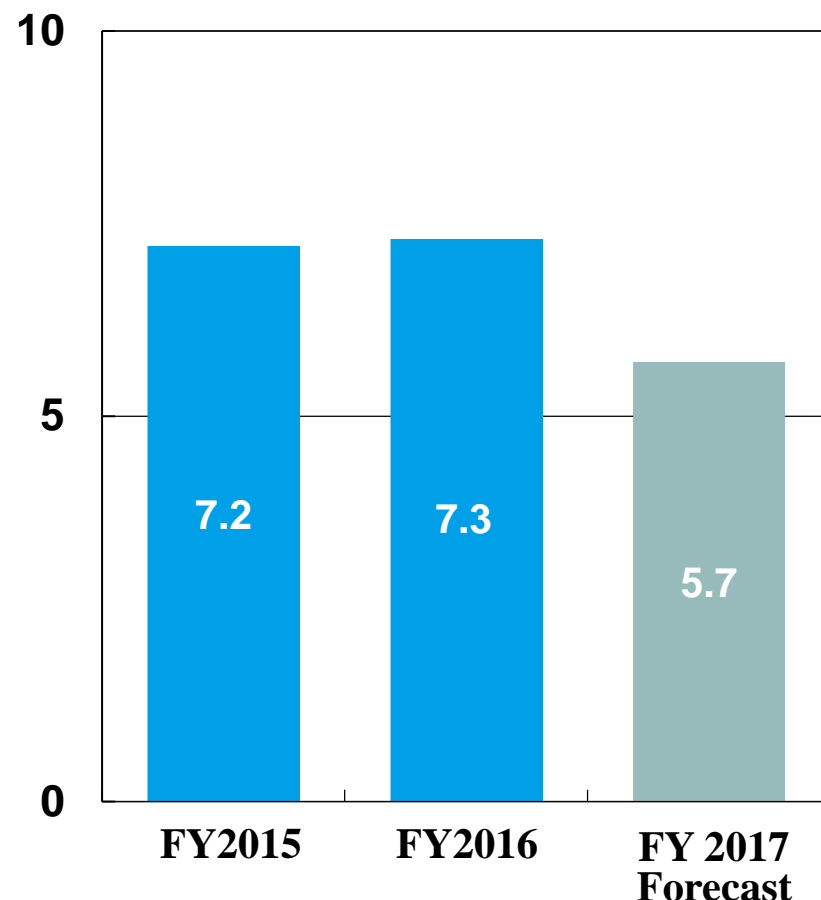
(billion yen)

Net sales



(billion yen)

Operating income



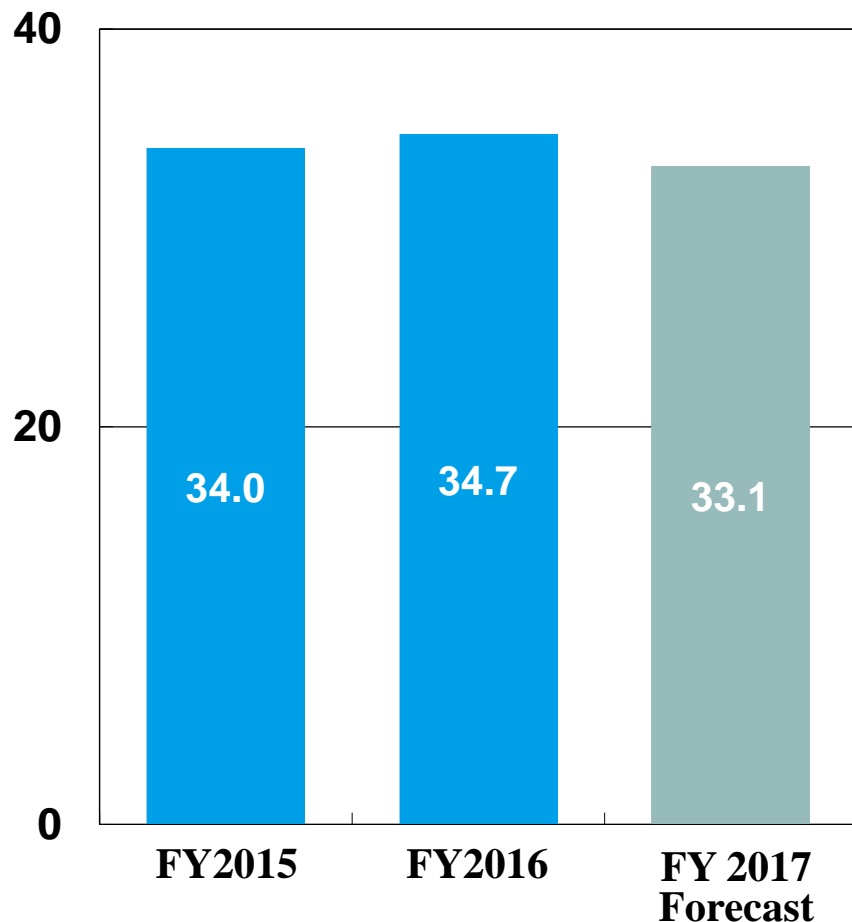
※ A decrease in sales is planned due to a production decrease and the impact of exchange conversion, etc.

※ A decrease in operating income is planned.

Sales/Operating income by Region (Europe)

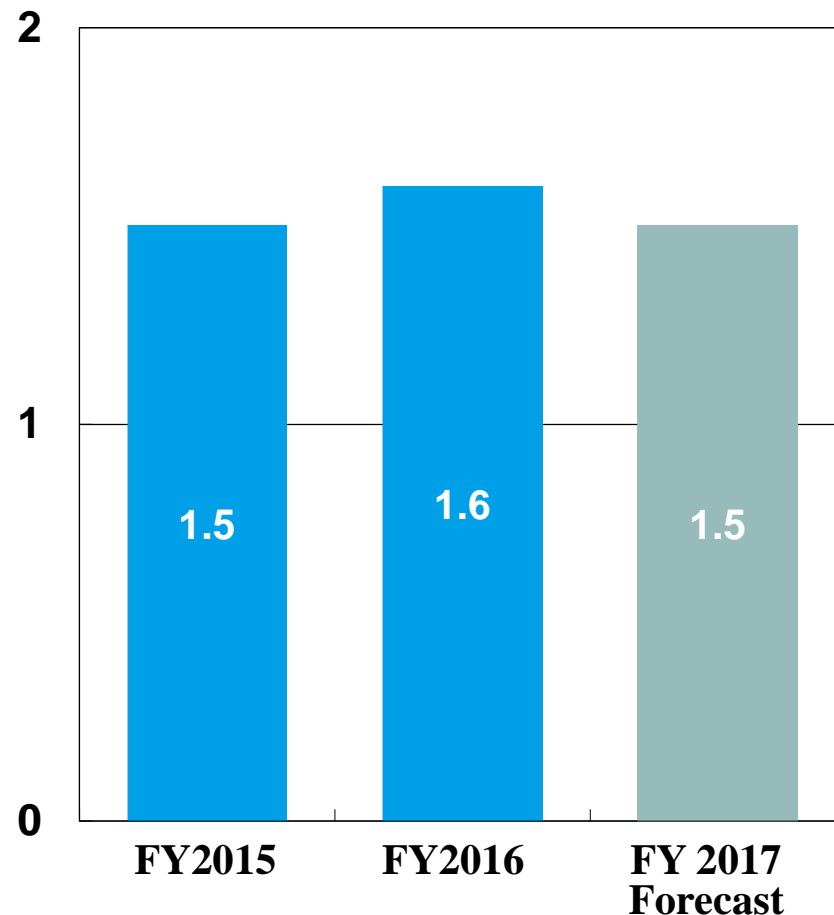
(billion yen)

Net sales



(billion yen)

Operating income



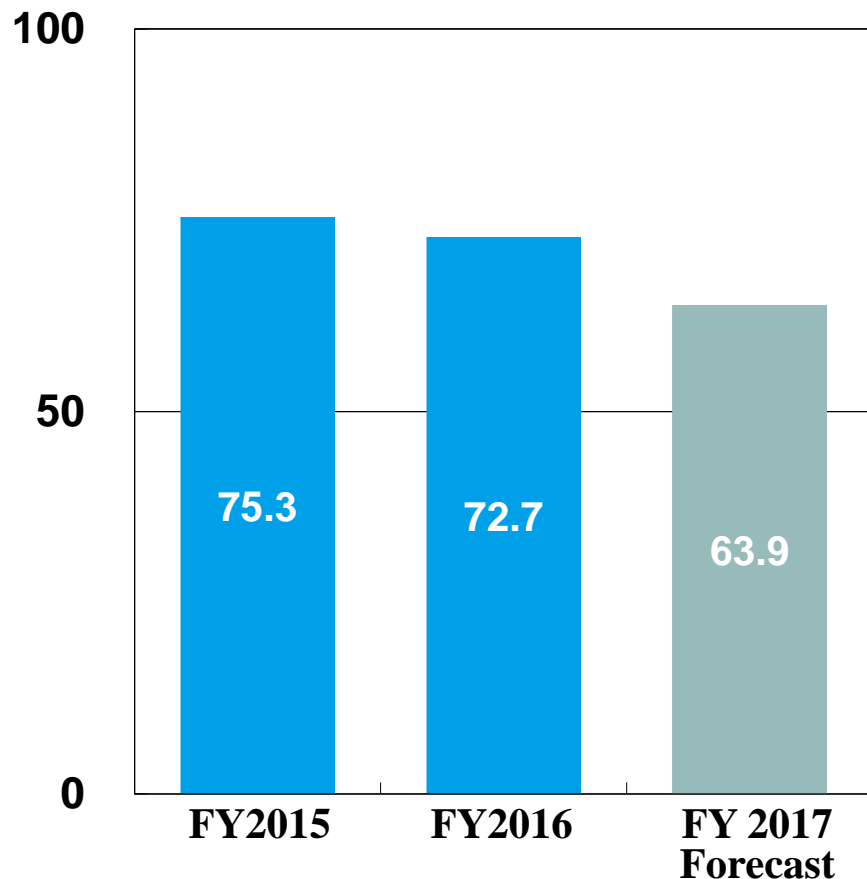
※ A decrease in sales is planned due to the impact of exchange conversion, etc.

※ Operating income is planned to be same level as the previous year.

Sales/Operating income by Region (Asia)

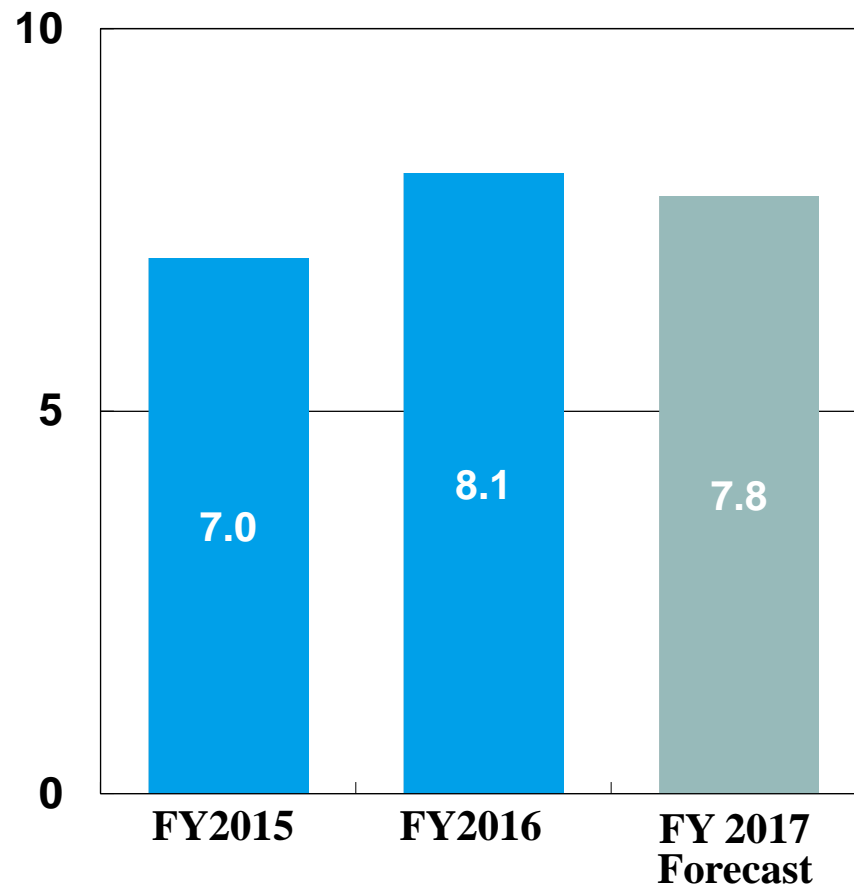
(billion yen)

Net sales



(billion yen)

Operating income

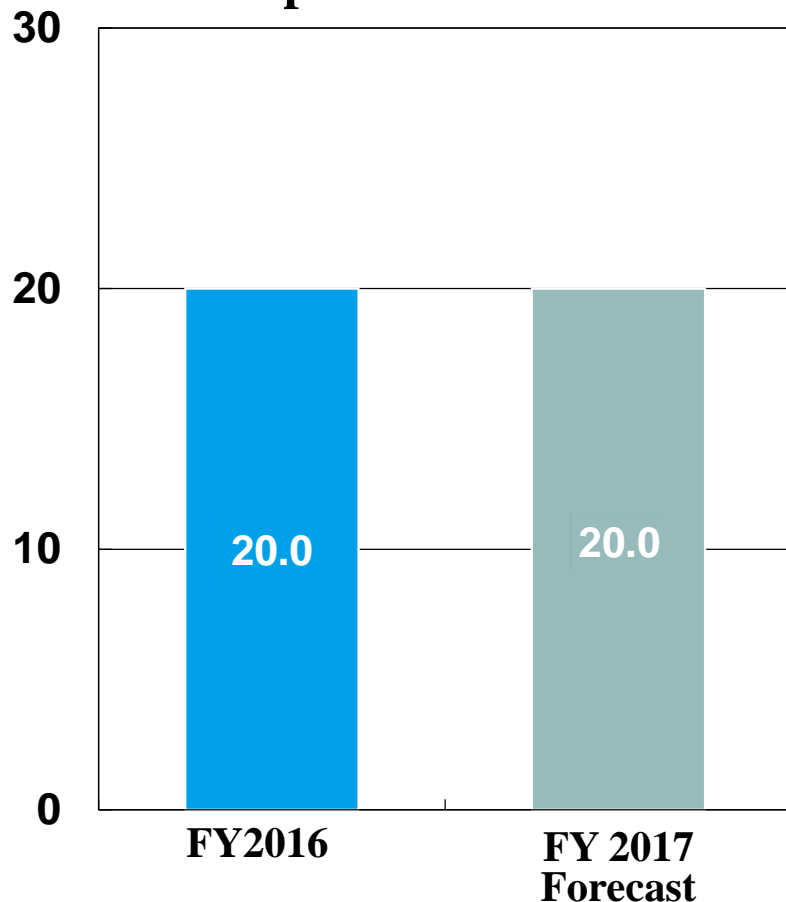


※ A decrease in sales is planned due to a production decrease and the impact of exchange conversion, etc.

※ Operating income is planned to be same level as the previous year.

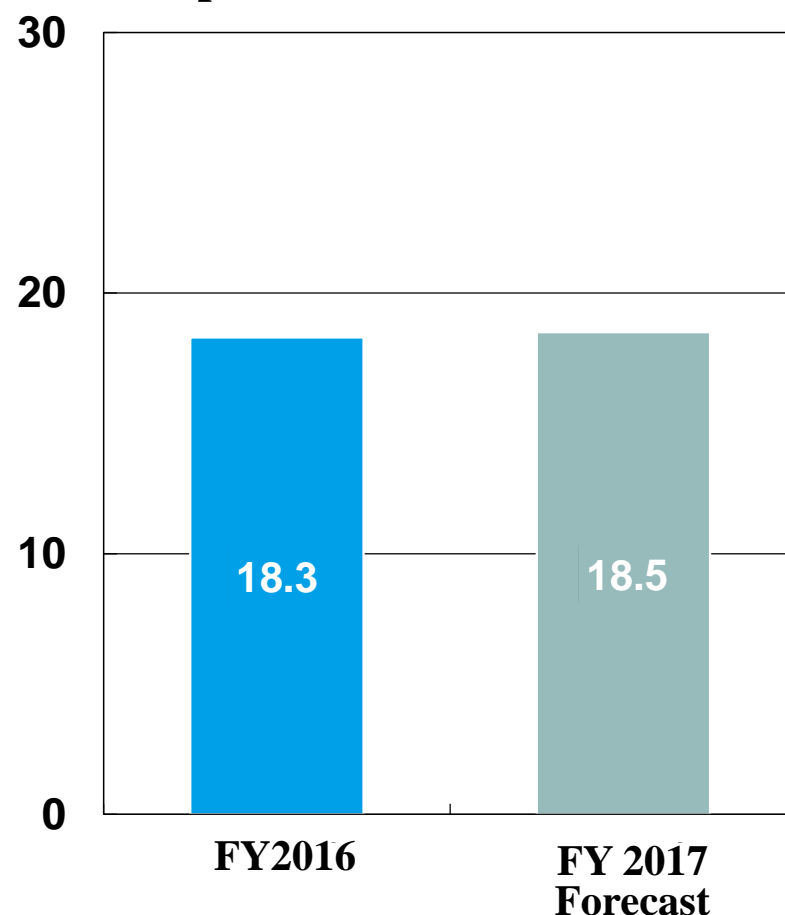
(billion yen)

Capital investment



(billion yen)

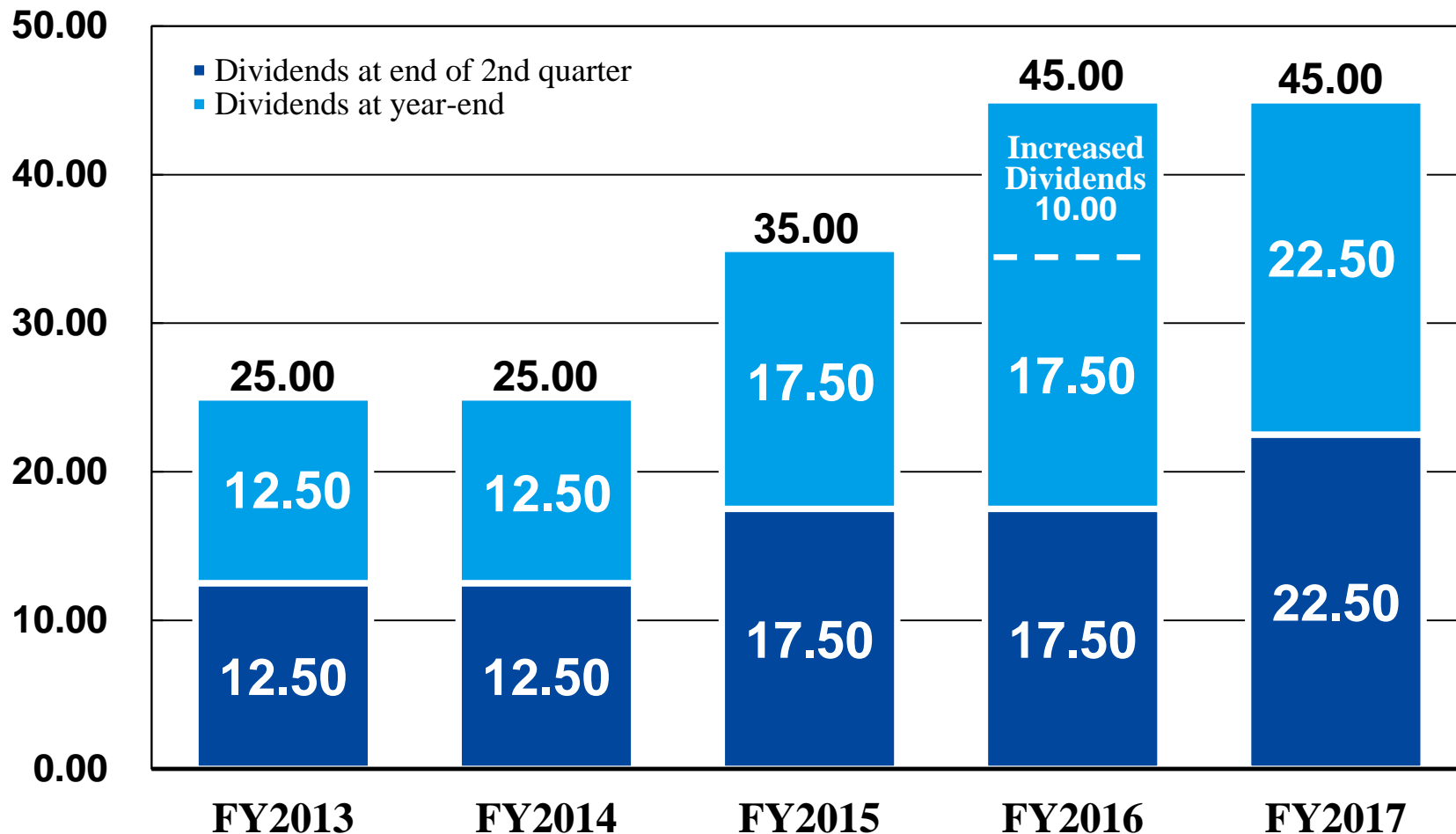
Depreciation and amortization



※ Both capital investment and depreciation and amortization are planned to be same level as the previous year.

Transition of Dividends

(yen)



※ Dividend per share of FY2017 is planned to be 45 yen continuingly.



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(yen)

| | FY2015 | | FY2016 | | Preconditions of FY2017 plan |
|--------|---------------------------|----------|---------------------------|----------|------------------------------------|
| | Average for the period | term end | Average for the period | term end | |
| US \$ | 120.15 | 112.69 | 108.72 | 112.20 | 110.00 |
| STG £ | 184.79 | 178.60 | 147.37 | 143.06 | 133.00 |
| EURO | 133.66 | 131.67 | 120.56 | 122.73 | 117.00 |
| MEX \$ | 7.59 | 6.99 | 5.84 | 5.64 | 5.35 |
| RMB | 19.20 | 18.34 | 16.41 | 16.76 | 15.50 |
| INR | 1.83 | 1.70 | 1.62 | 1.73 | 1.65 |
| THB | 3.53 | 3.35 | 3.10 | 3.25 | 3.00 |
| IDR | 0.0090 | 0.0088 | 0.0082 | 0.0087 | 0.0081 |

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**