



# **UNIPRES CORPORATION**

## **Financial Results for the Second quarter of FY2017**



**UNIPRES CORPORATION**



# Settlement of accounts for the Second quarter of FY2017

## Forecast for the FY2017

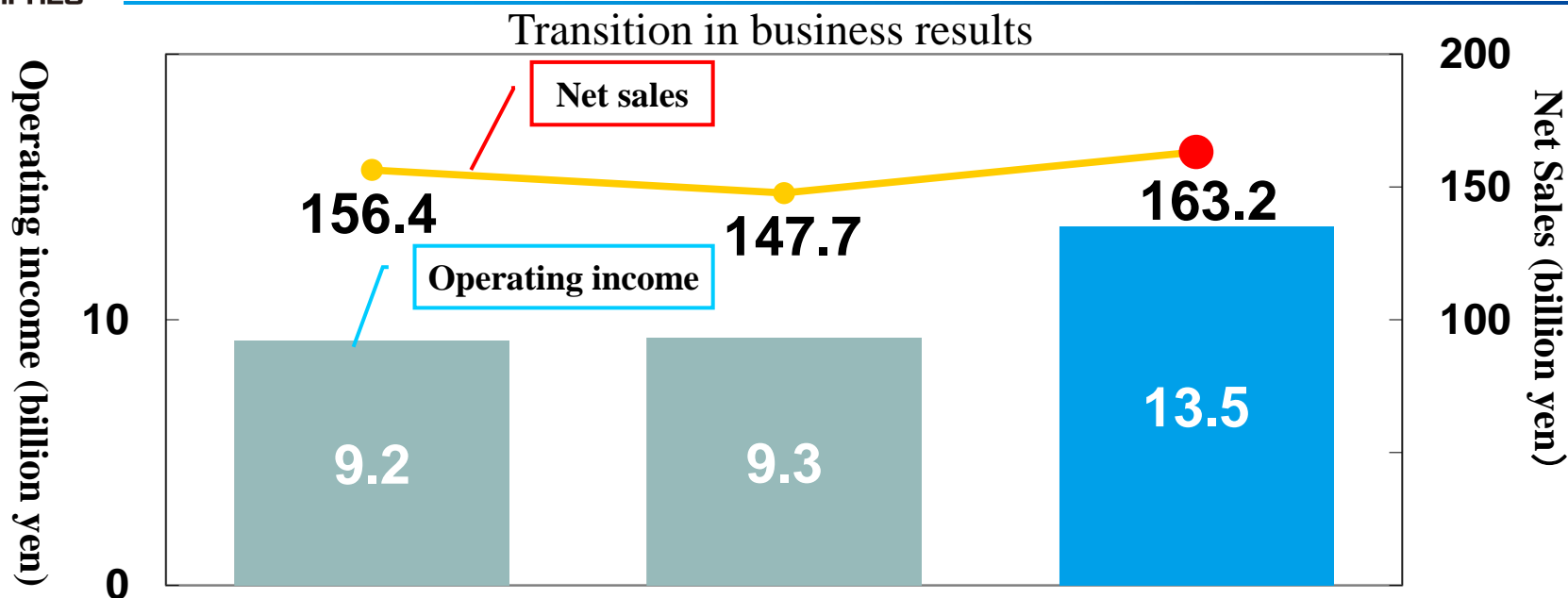


## Settlement of accounts for the Second quarter of FY2017

**1. Net sales increased due to the effect from a production increase by our major customers etc. despite the impact of exchange conversion.**

**2. Operating income increased due to a building-up of rationalization in addition to the effect from a production increase by our major customers.**

# Summary of consolidated accounting for the Second quarter of FY2017



	FY2015 2nd quarter	FY2016 2nd quarter (A)	FY2017 2nd quarter (B)	(B) – (A)
Net sales	156.4	147.7	163.2	+15.5
Operating income	9.2	9.3	13.5	+4.2
Ordinary income	7.6	7.5	14.1	+6.6
Net income attributable to owners of parent	3.1	3.8	8.1	+4.3

※ Net sales increased by 15.5 billion yen due to the effect from a production increase by our major customers etc. despite the impact of exchange conversion by appreciation of yen.

※ Operating income increased by 4.2 billion yen due to the effect from the sales increase and the effect of rationalization etc.

# Composition of consolidated sales by product group

(billion yen)

	2nd quarter of FY2016		2nd quarter of FY2017		Increase (decrease) in sales	Increase (decrease) in composition ratio
	Net sales	Composition ratio	Net sales	Composition ratio		
<b>Car body press products</b>	<b>125.9</b>	<b>85.2%</b>	<b>137.5</b>	<b>84.3%</b>	<b>+11.6</b>	<b>-0.9%</b>
<b>Transmission product</b>	<b>18.9</b>	<b>12.8%</b>	<b>22.9</b>	<b>14.0%</b>	<b>+4.0</b>	<b>+1.2%</b>
<b>Plastic products</b>	<b>2.0</b>	<b>1.4%</b>	<b>1.9</b>	<b>1.2%</b>	<b>-0.1</b>	<b>-0.2%</b>
<b>Other</b>	<b>0.9</b>	<b>0.6%</b>	<b>0.9</b>	<b>0.5%</b>	<b>0.0</b>	<b>-0.1%</b>
<b>Total</b>	<b>147.7</b>	<b>100%</b>	<b>163.2</b>	<b>100%</b>	<b>+15.5</b>	<b>—</b>

※ No significant change to the composition ratio.

# Composition of consolidated sales by customer

(billion yen)

	2 <sup>nd</sup> quarter of FY2016		2 <sup>nd</sup> quarter of FY2017		Increase (decrease) in composition ratio
	Net sales	Composition ratio	Net sales	Composition ratio	
<b>Nissan Motor-related products Sub-total</b>	<b>125.8</b>	<b>85.2%</b>	<b>137.1</b>	<b>84.0%</b>	<b>-1.2%</b>
Nissan Motor	22.0	14.9%	25.4	15.6%	+0.7%
Dongfeng Motor Company Limited	21.4	14.5%	24.6	15.1%	+0.6%
Nissan North America	21.0	14.2%	20.1	12.3%	-1.9%
JATCO (including overseas bases)	16.1	10.9%	19.6	12.0%	+1.1%
Nissan Mexicana	17.8	12.0%	19.2	11.8%	-0.2%
Nissan Europe	12.3	8.3%	12.6	7.7%	-0.6%
NISSAN SHATAI	5.9	4.0%	7.1	4.4%	+0.4%
Calsonic Kansei (including overseas bases )	5.6	3.8%	5.5	3.4%	-0.4%
Renault Nissan India	1.6	1.1%	1.5	0.9%	-0.2%
Nissan Thailand	1.3	0.9%	1.0	0.6%	-0.3%
Zhengzhou Nissan	0.4	0.3%	0.4	0.2%	-0.1%
Nissan Indonesia	0.4	0.3%	0.1	0.0%	-0.3%

※The composition ratio decreased by 1.2% as a result of sales expansion to the other companies.



# Composition of consolidated sales by customer

(billion yen)

		2 <sup>nd</sup> quarter of FY2016		2 <sup>nd</sup> quarter of FY2017		Increase (decrease) in composition ratio
		Net sales	Composition ratio	Net sales	Composition ratio	
<b>Other customers</b>		<b>21.9</b>	<b>14.8%</b>	<b>26.1</b>	<b>16.0%</b>	<b>+1.2%</b>
<b>Sub-total</b>						
<b>Inside)</b> <b>Honda</b>	<b>Honda of America Mfg., Inc.</b>	<b>4.2</b>	<b>2.8%</b>	<b>3.5</b>	<b>2.1%</b>	<b>-0.7%</b>
	<b>Honda of The U.K. Manufacturing Ltd.</b>	<b>0.7</b>	<b>0.5%</b>	<b>2.4</b>	<b>1.5%</b>	<b>+1.0%</b>
	<b>Honda Motor Co., Ltd.</b>	<b>1.5</b>	<b>1.0%</b>	<b>2.0</b>	<b>1.2%</b>	<b>+0.2%</b>
	<b>Honda De Mexico, S.A. De C.V.</b>	<b>1.5</b>	<b>1.0%</b>	<b>1.7</b>	<b>1.0%</b>	<b>0.0%</b>
	<b>P.T. Honda Prospect Motor</b>	<b>1.3</b>	<b>0.9%</b>	<b>1.2</b>	<b>0.7%</b>	<b>-0.2%</b>
<b>Renault</b>	<b>Renault S.A.S.</b>	<b>2.6</b>	<b>1.8%</b>	<b>3.1</b>	<b>1.9%</b>	<b>+0.1%</b>
	<b>Dongfeng Renault Automotive Co., Ltd</b>	<b>0.8</b>	<b>0.5%</b>	<b>2.1</b>	<b>1.3%</b>	<b>+0.8%</b>
	<b>Renault India Private Limited</b>	<b>-</b>	<b>-</b>	<b>0.1</b>	<b>0.0%</b>	<b>0.0%</b>
<b>Mazda</b>	<b>Mazda Motor Corporation</b>	<b>1.4</b>	<b>1.0%</b>	<b>1.2</b>	<b>0.7%</b>	<b>-0.3%</b>
	<b>Mazda Motor Manufacturing de Mexico, S.A. de C.V.</b>	<b>0.7</b>	<b>0.5%</b>	<b>0.7</b>	<b>0.4%</b>	<b>-0.1%</b>
<b>Dynax Corporation (including overseas bases)</b>		<b>1.4</b>	<b>0.9%</b>	<b>1.5</b>	<b>0.9%</b>	<b>0.0%</b>
<b>AISIN AW CO., LTD. (including overseas bases)</b>		<b>0.7</b>	<b>0.4%</b>	<b>0.6</b>	<b>0.4%</b>	<b>0.0%</b>
<b>SUBARU CORPORATION</b>		<b>0.3</b>	<b>0.2%</b>	<b>0.6</b>	<b>0.3%</b>	<b>+0.1%</b>
<b>TOYOTA AUTO BODY CO.,LTD.(including overseas bases)</b>		<b>0.3</b>	<b>0.2%</b>	<b>0.2</b>	<b>0.1%</b>	<b>-0.1%</b>
<b>UD Trucks Corporation</b>		<b>0.2</b>	<b>0.1%</b>	<b>0.2</b>	<b>0.1%</b>	<b>0.0%</b>
<b>NSK-Warner K.K.</b>		<b>0.1</b>	<b>0.1%</b>	<b>0.2</b>	<b>0.1%</b>	<b>0.0%</b>
<b>Daihatsu Motor Co., Ltd.</b>		<b>0.1</b>	<b>0.1%</b>	<b>0.1</b>	<b>0.1%</b>	<b>0.0%</b>
<b>Toyoda Iron Works Co.,Ltd.</b>		<b>0.03</b>	<b>0.0%</b>	<b>0.1</b>	<b>0.0%</b>	<b>0.0%</b>
<b>Isuzu Motors Limited</b>		<b>0.1</b>	<b>0.1%</b>	<b>0.1</b>	<b>0.0%</b>	<b>-0.1%</b>
<b>Hino Motors, Ltd. (including overseas bases)</b>		<b>-</b>	<b>-</b>	<b>0.1</b>	<b>0.0%</b>	<b>0.0%</b>
<b>MITSUBISHI MOTORS CORPORATION</b>		<b>0.03</b>	<b>0.0%</b>	<b>0.1</b>	<b>0.0%</b>	<b>0.0%</b>
<b>SUZUKI MOTOR CORPORATION</b>		<b>0.1</b>	<b>0.0%</b>	<b>0.1</b>	<b>0.0%</b>	<b>0.0%</b>

※ Sales increased by 4.2 billion yen and the composition ratio increased by 1.2% due to HONDA group and Renault sales expansion.

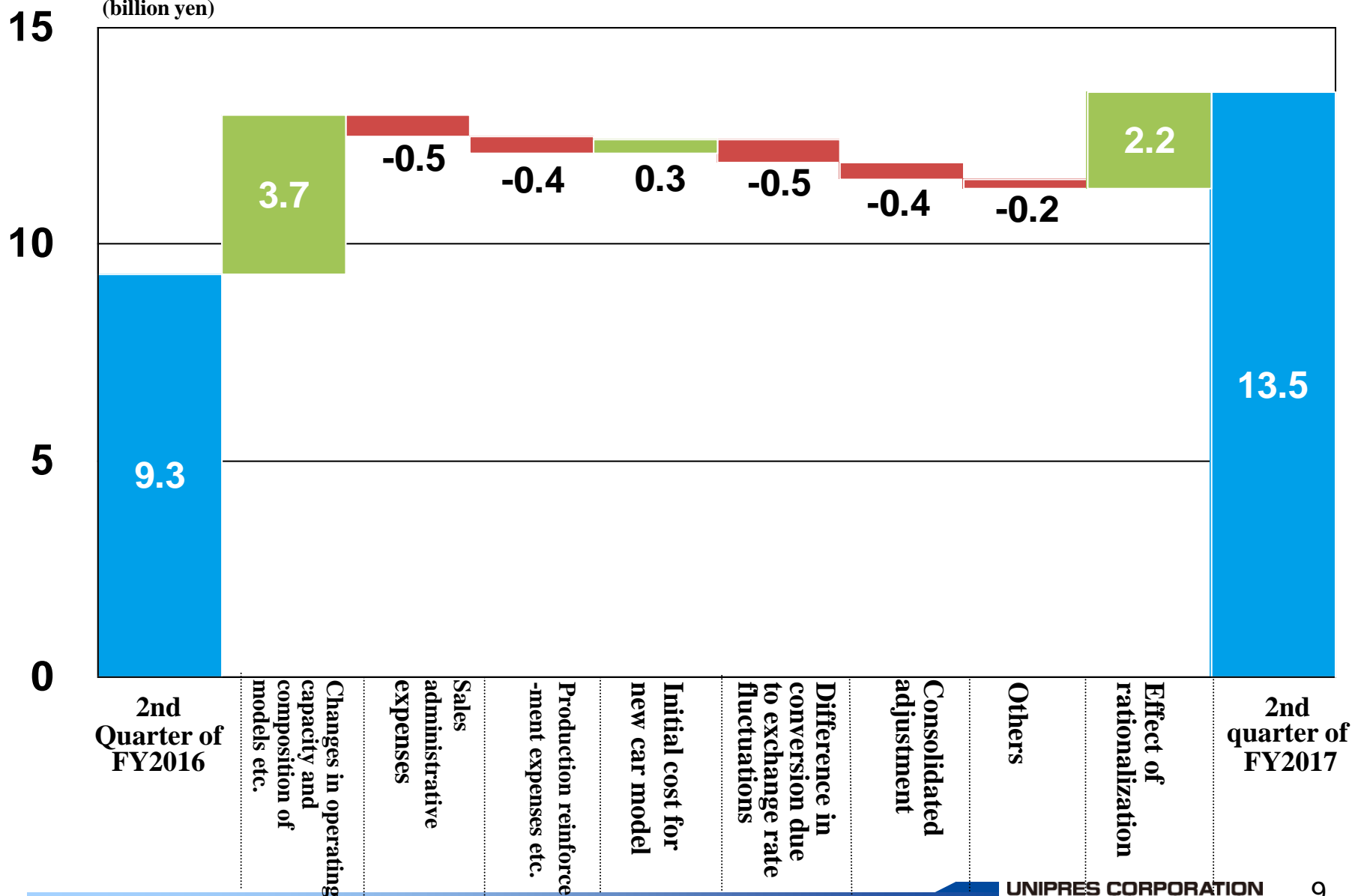




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# Factors for increase (decrease) in operating income

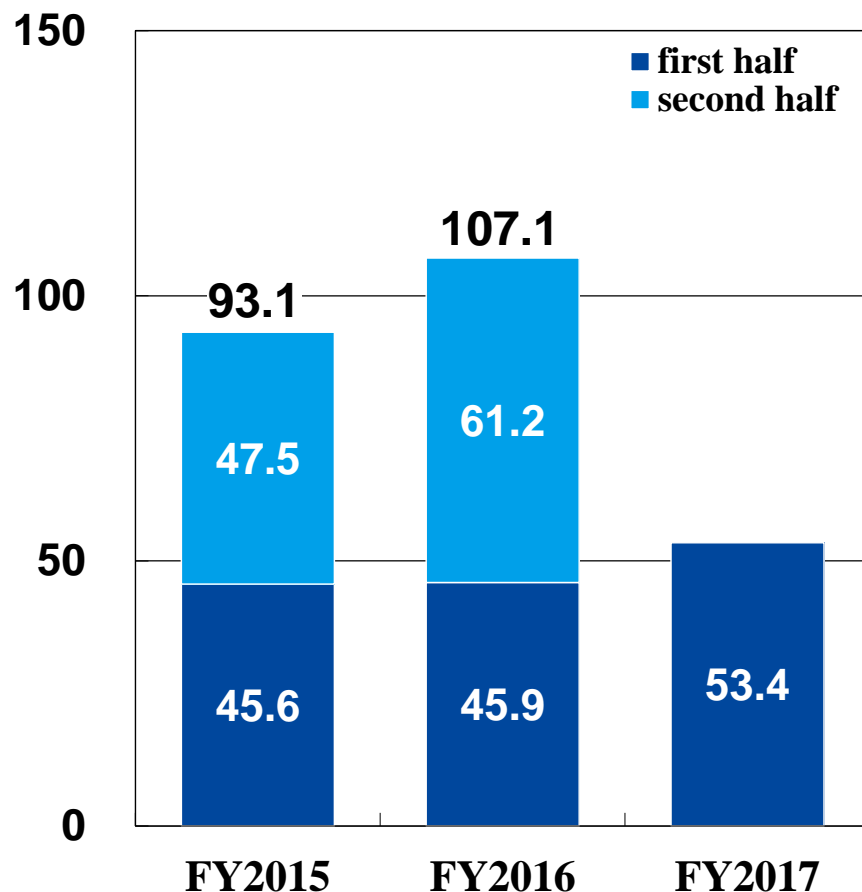
(billion yen)



# Sales/Operating income by Region (Japan)

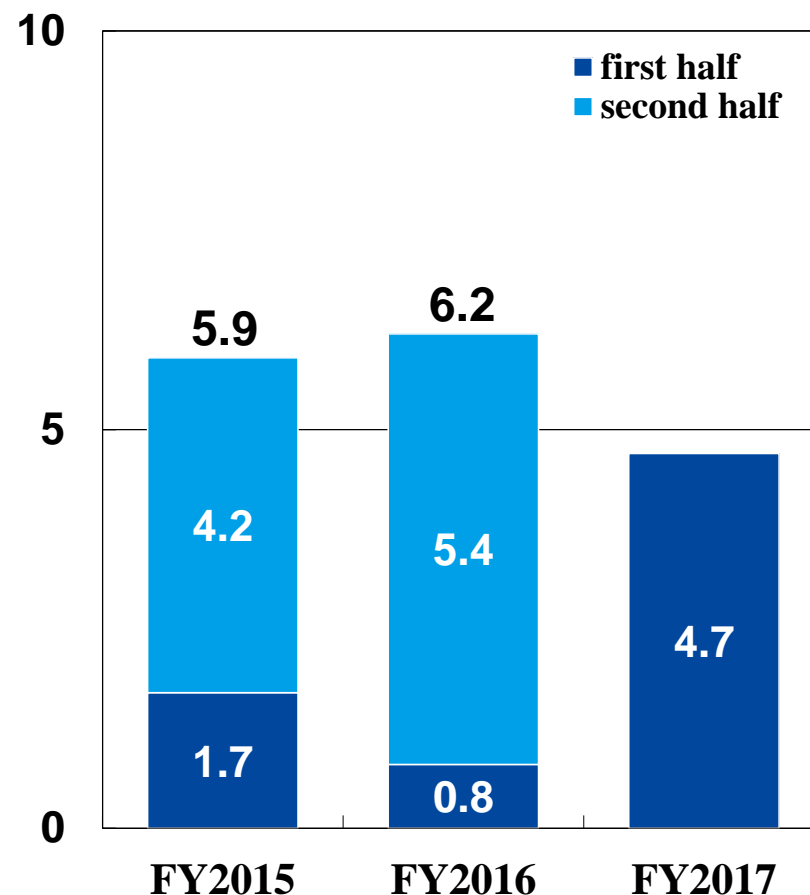
(billion yen)

Net Sales



(billion yen)

Operating income



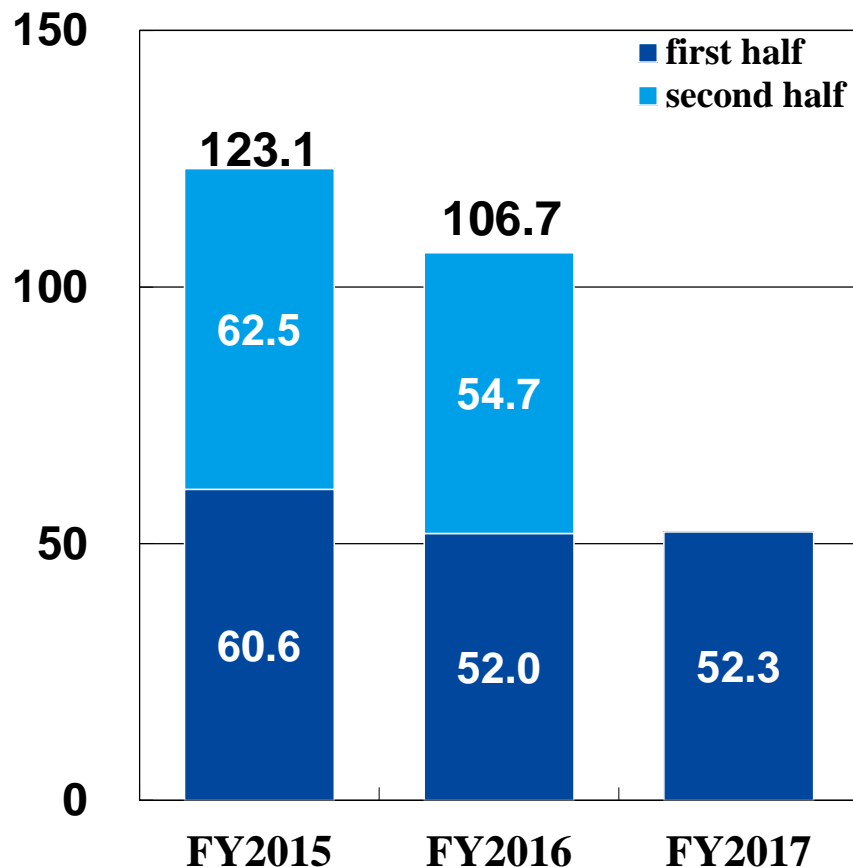
※ Sales increased by 16.3% due to the effect from a production increase by our major customers.

※ Operating income increased by 3.9 billion yen due to the effect of rationalization etc.

# Sales/Operating income by Region (The Americas)

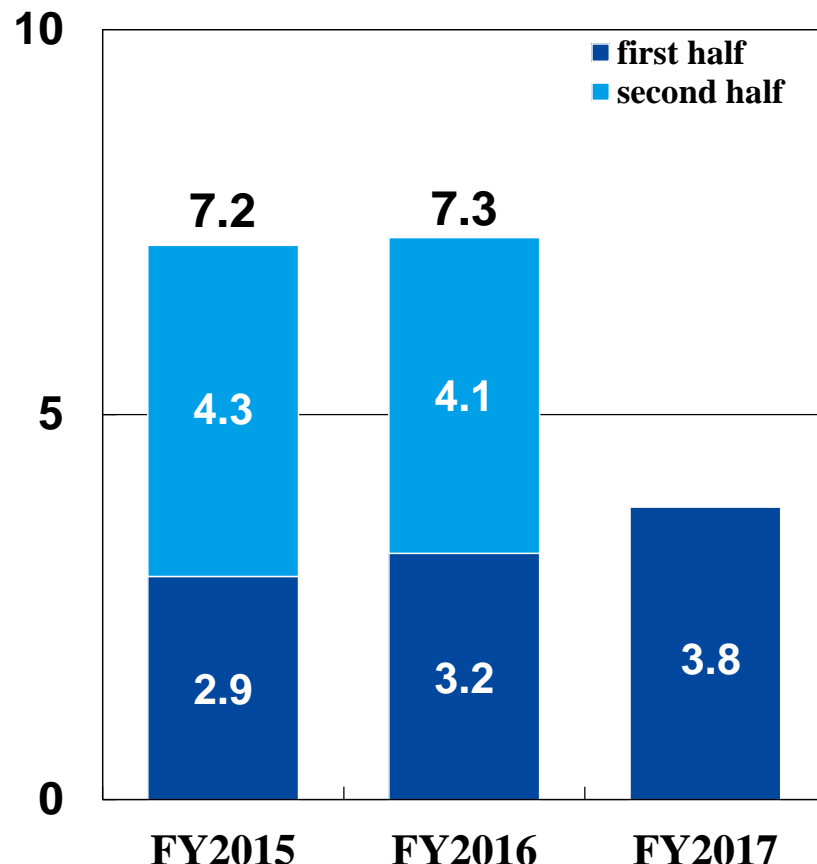
(billion yen)

## Net Sales



(billion yen)

## Operating income

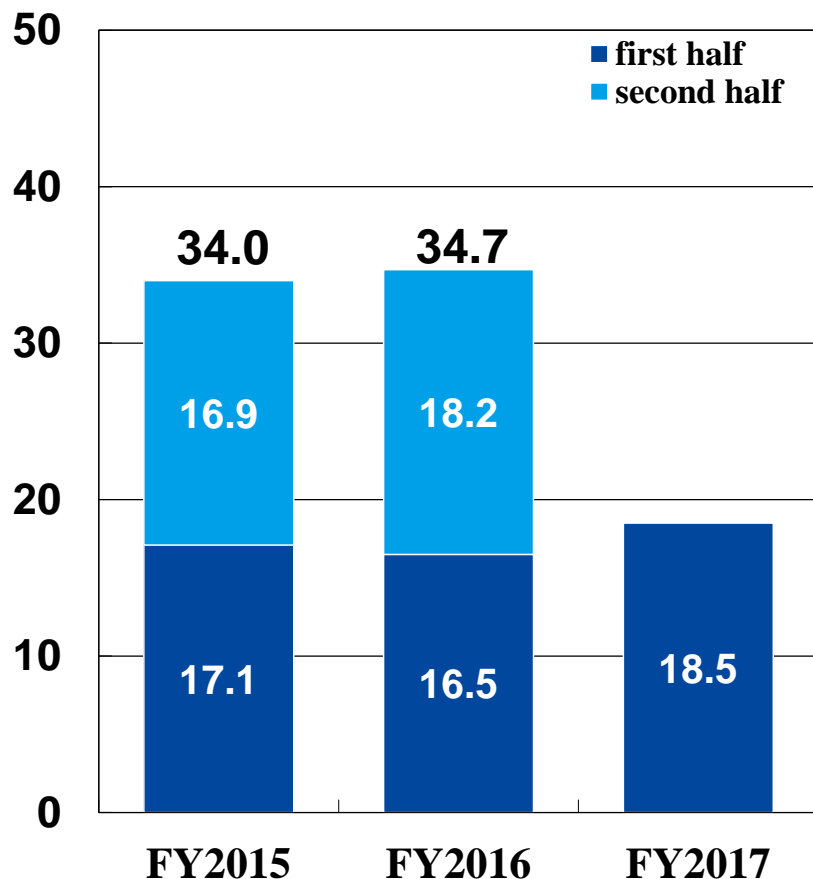


- ※ Sales increased by 0.6% despite the impact of exchange conversion.
- ※ Operating income increased by 18.8% due to the effect of rationalization etc.

# Sales/Operating income by Region (Europe)

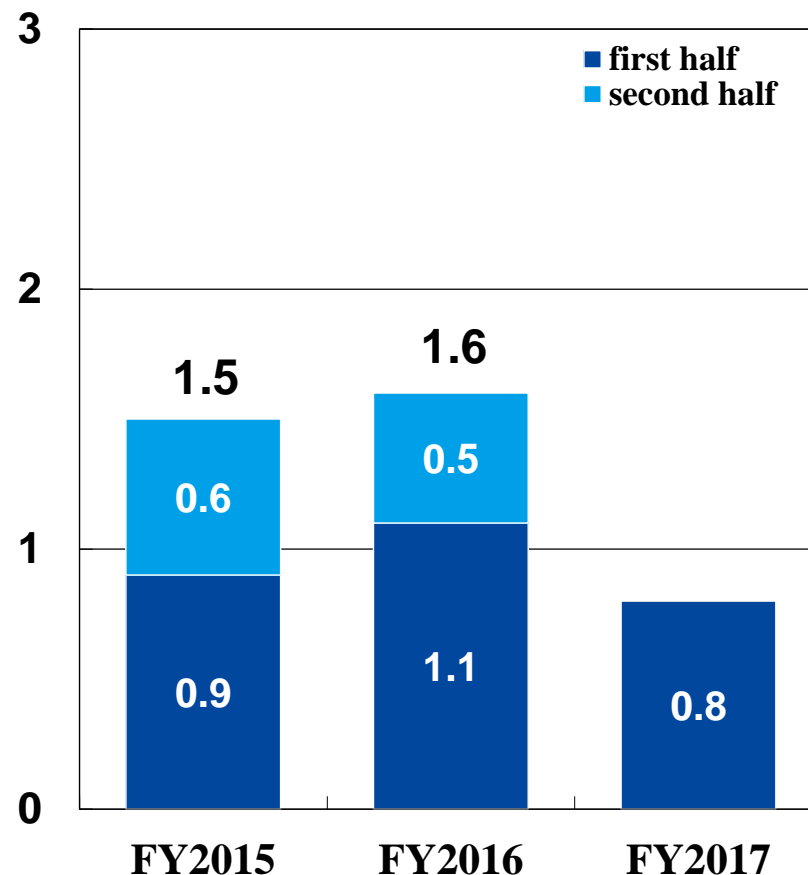
(billion yen)

Net sales



(billion yen)

Operating income



※ Sales increased by 12.1% due to the effect from a production increase by our major customers etc.

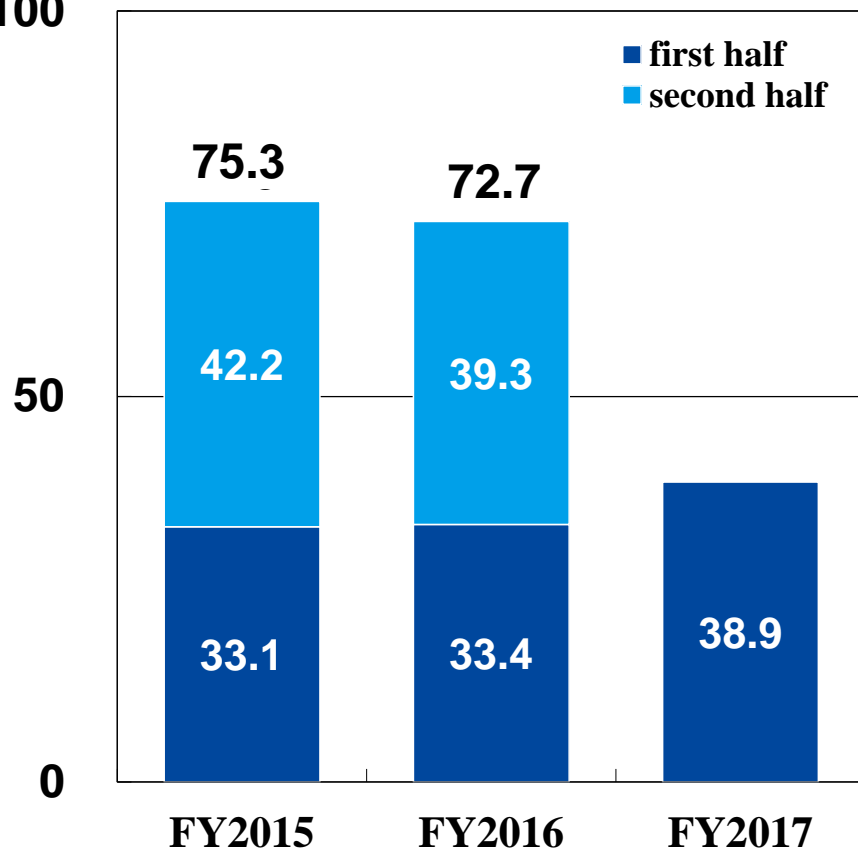
※ Operating income decreased by 0.3 billion yen due to the impact of exchange conversion etc.

# Sales/Operating income by Region (Asia)

(billion yen)

Net sales

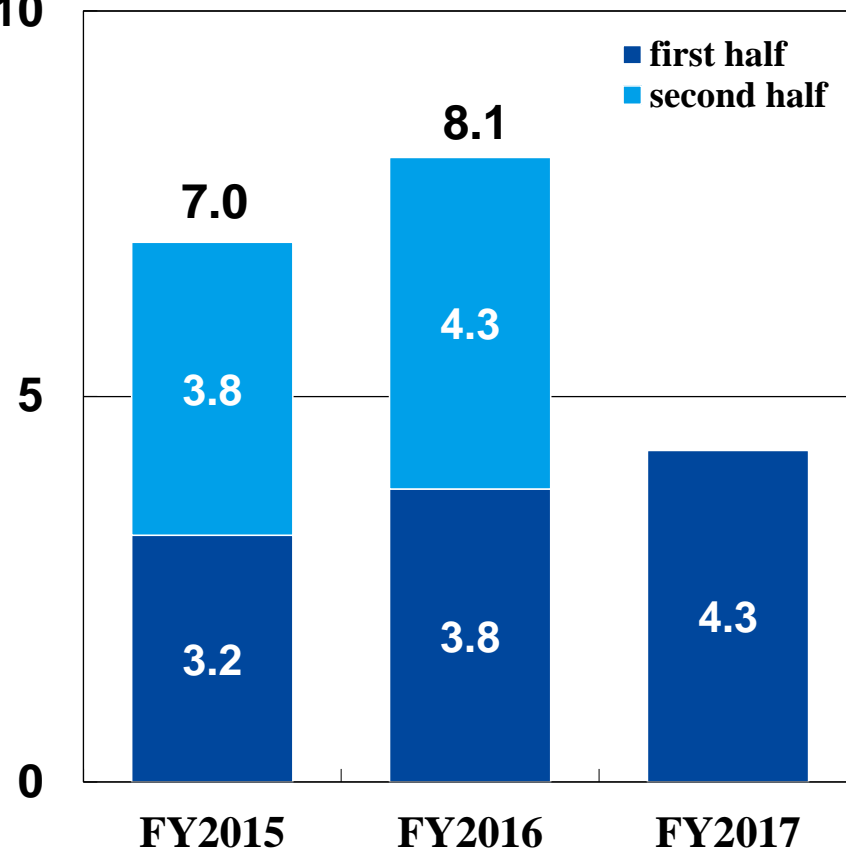
100



(billion yen)

Operating income

10

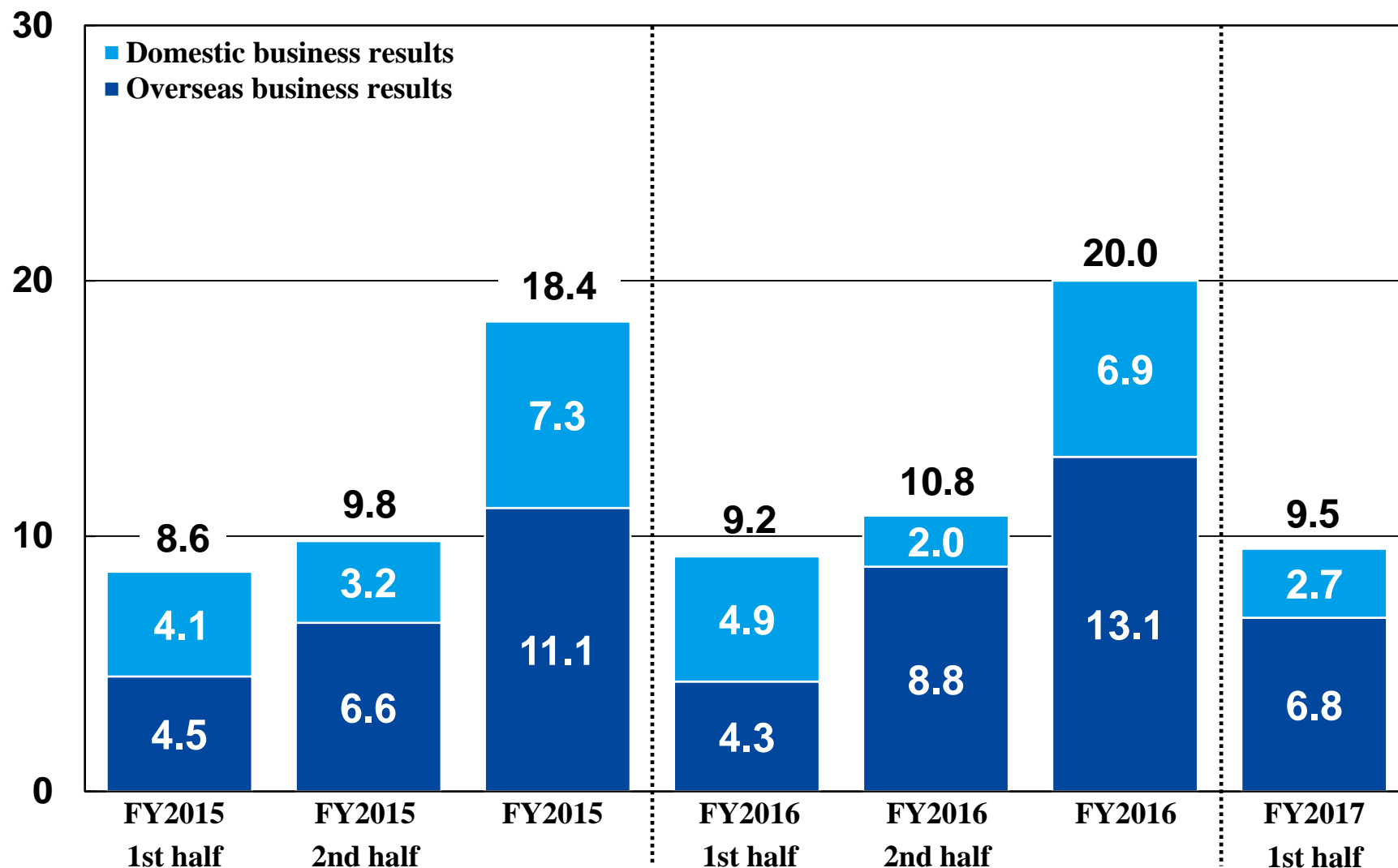


※ Sales increased by 16.5% due to the effect from a production increase by our major customers etc. despite the impact of exchange conversion.

※ Operating income increased by 13.2%.

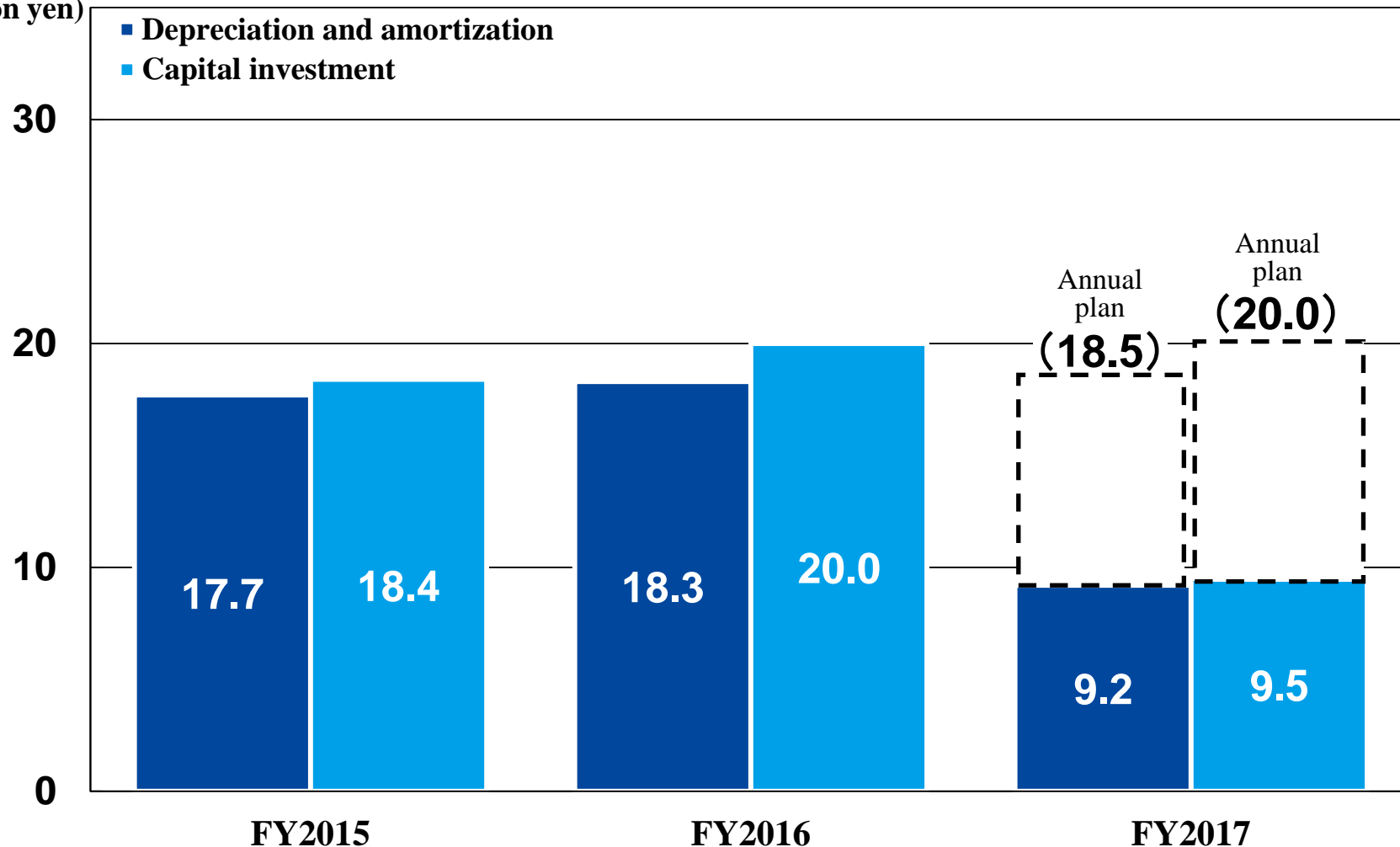
# Transition in capital investment

(billion yen)



# Transition of capital investment depreciation and amortization

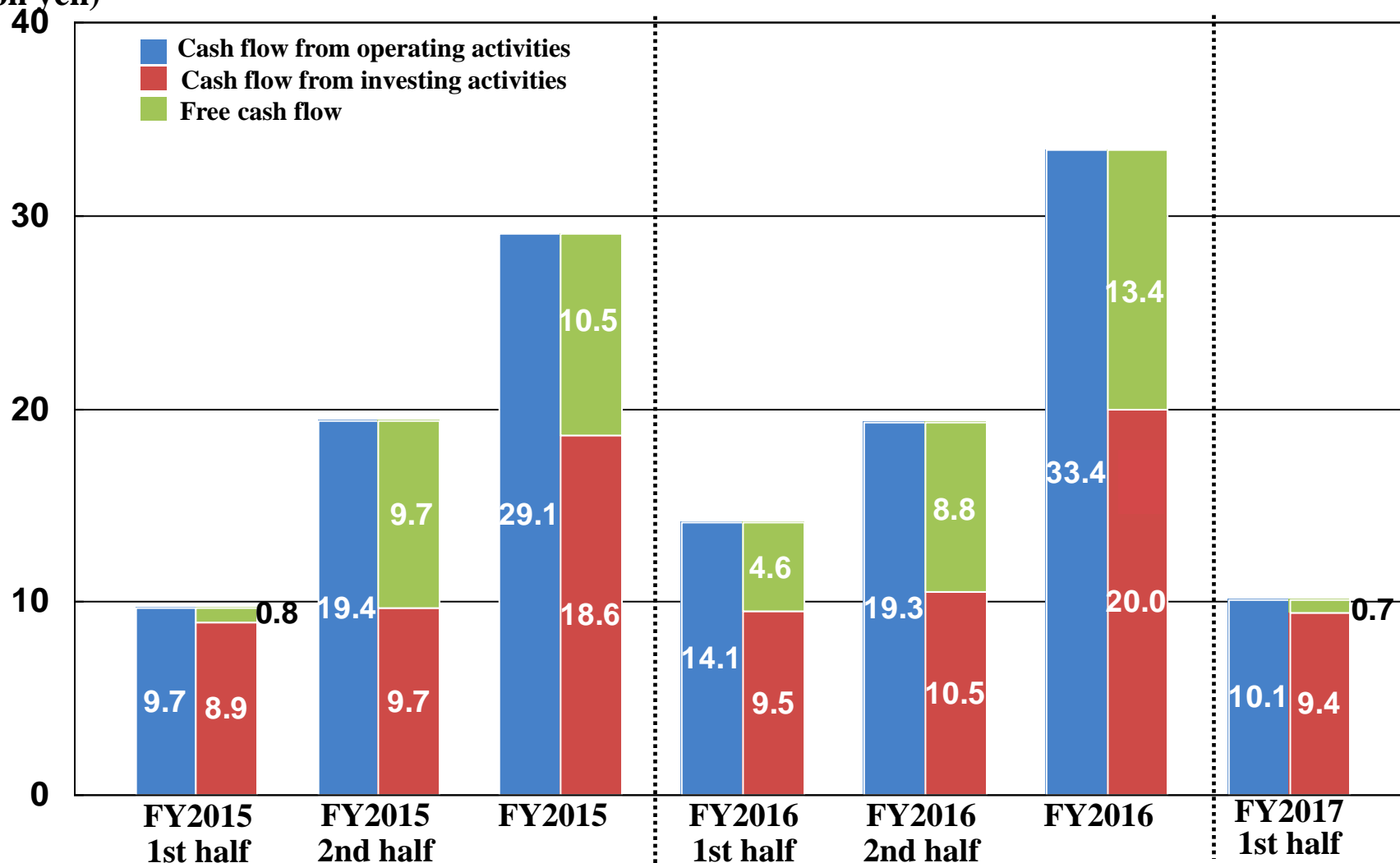
(billion yen)



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

# Cash flows

(billion yen)



※ Free cash flow was 0.7 billion yen .

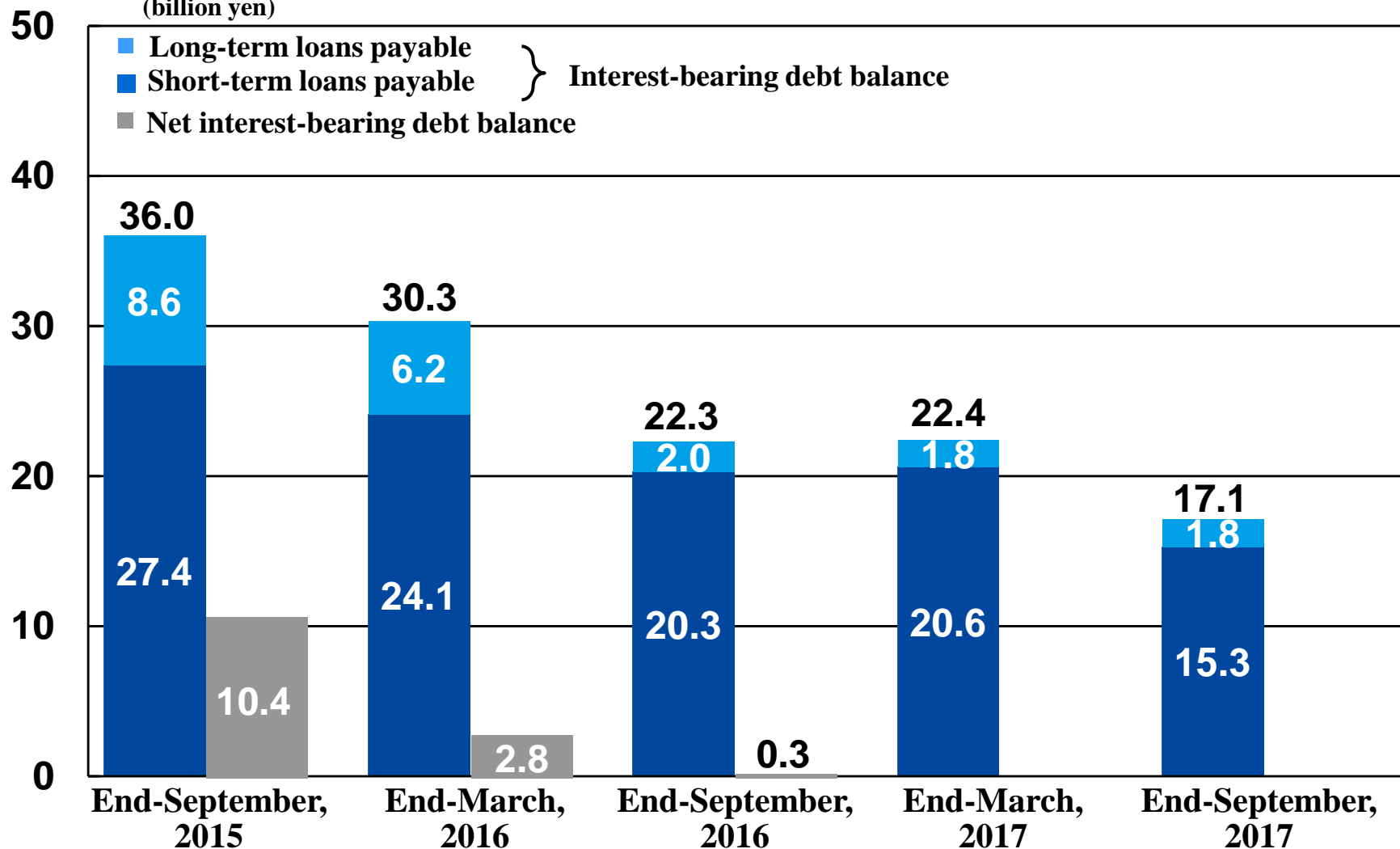




## Transition of interest-bearing debt/net interest-bearing debt balance

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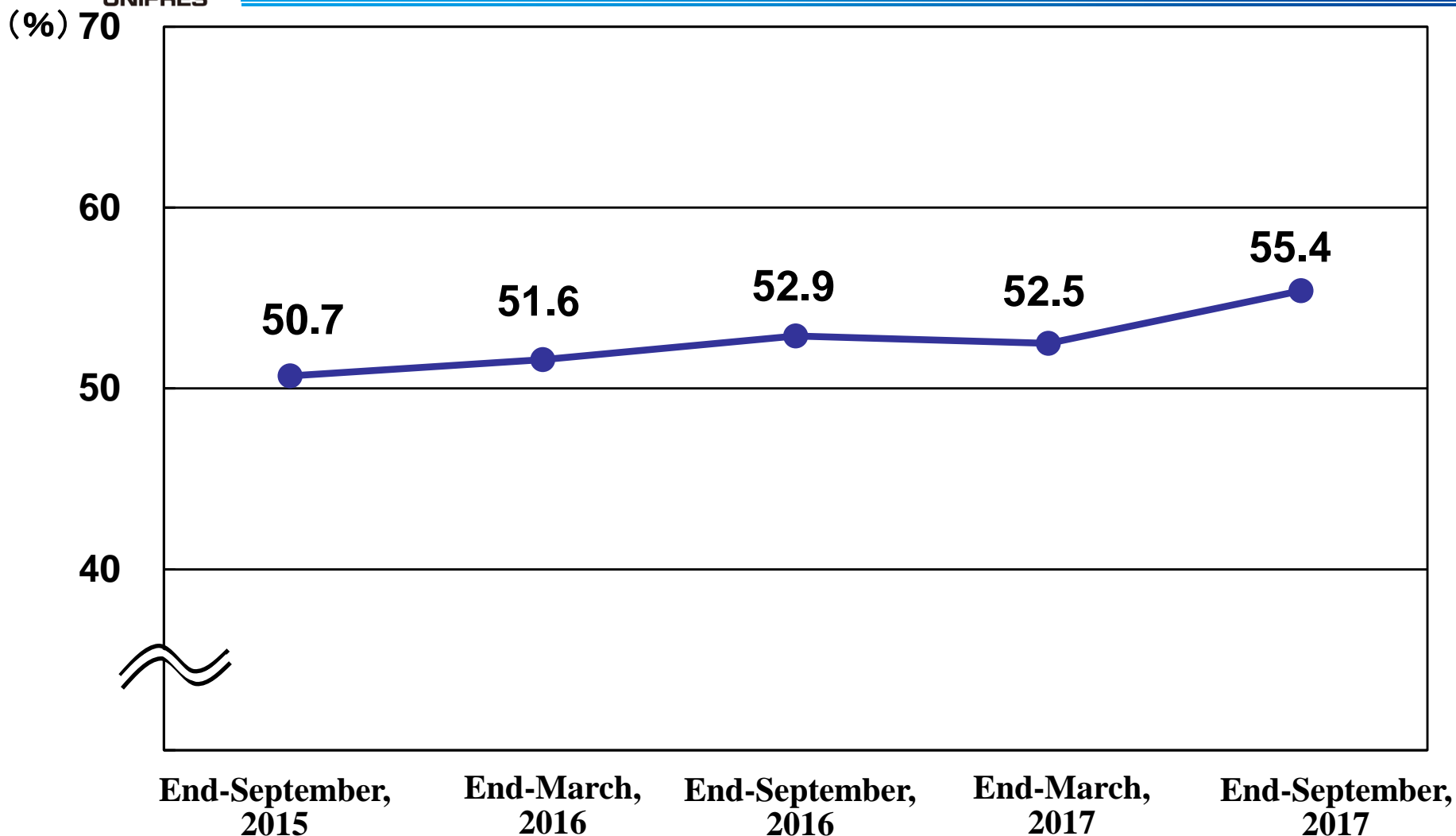
(billion yen)



※ Interest-bearing debts decreased by 5.3 billion yen.



# Changes in equity-to-total assets



※ Equity-to-total assets increased by 2.9% compared with the end-March, 2017.

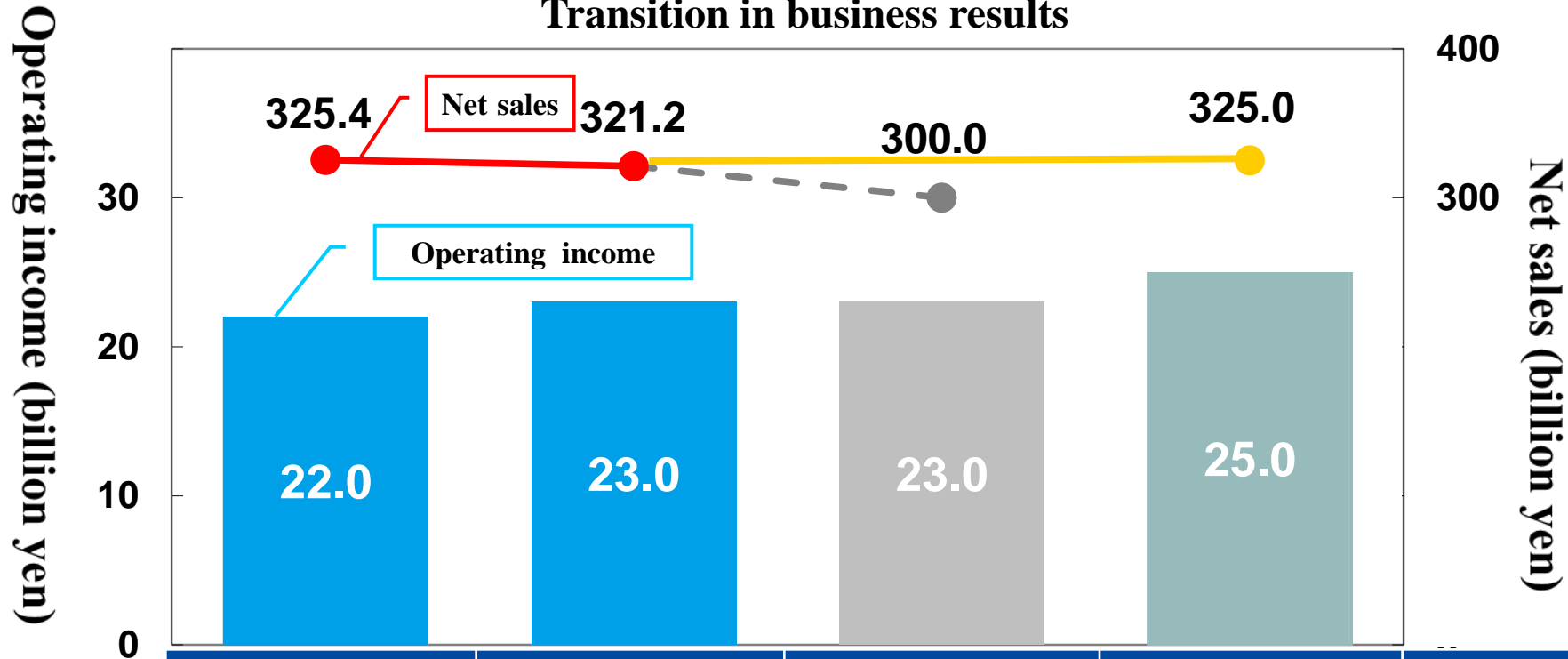


# Forecast for the FY2017

- 1. Net sales will increase slightly due to the impact of exchange conversion etc.**
- 2. Operating income will increase due to the effect of rationalization etc.**
- 3. The capital investment is planned, mainly on the productive capacity reinforcement.**

# Summary of consolidated business performance plan for the FY2017

## Transition in business results



	FY2015	FY2016(A)	FY2017 previous forecast	FY2017 revised forecast (B)	(B)-(A)
Net sales	325.4	321.2	300.0	325.0	+3.8
Operating income	22.0	23.0	23.0	25.0	+2.0
Ordinary income	18.2	23.0	22.5	25.5	+2.5
Net income attributable to owners of parent	9.8	14.4	14.0	15.5	+1.1

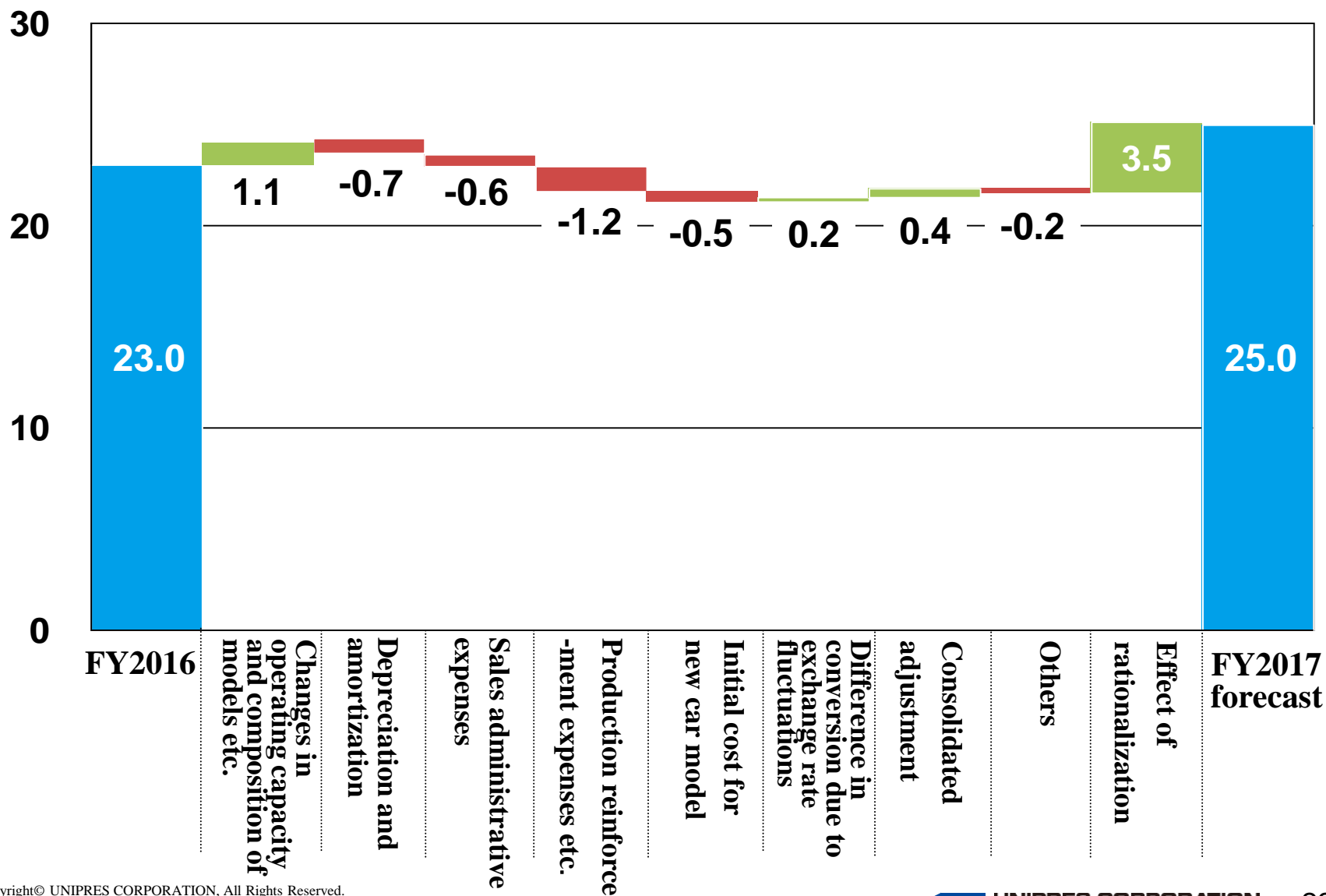
※ Net sales will increase slightly. Operating income will increase due to the effect of rationalization etc.

※ In comparison with the previous forecast, revised forecast has been increased in net sales and operating income due to a production increase.



# Outlook of Operating income increase/decrease

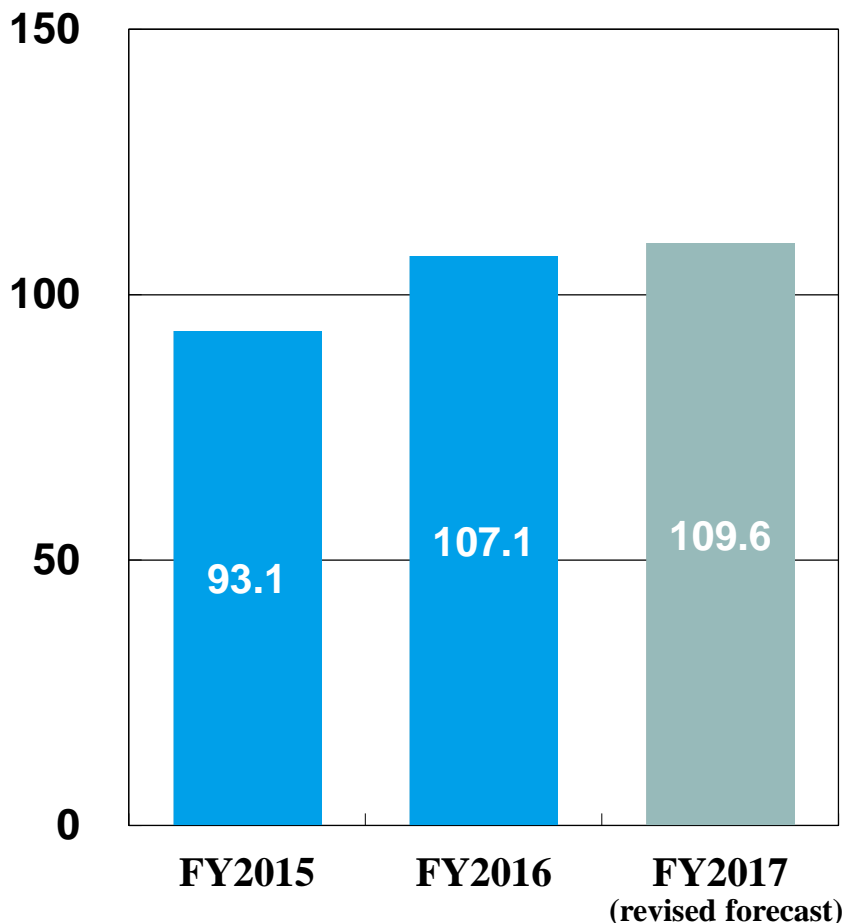
(billion yen)



# Sales/Operating income by Region (Japan)

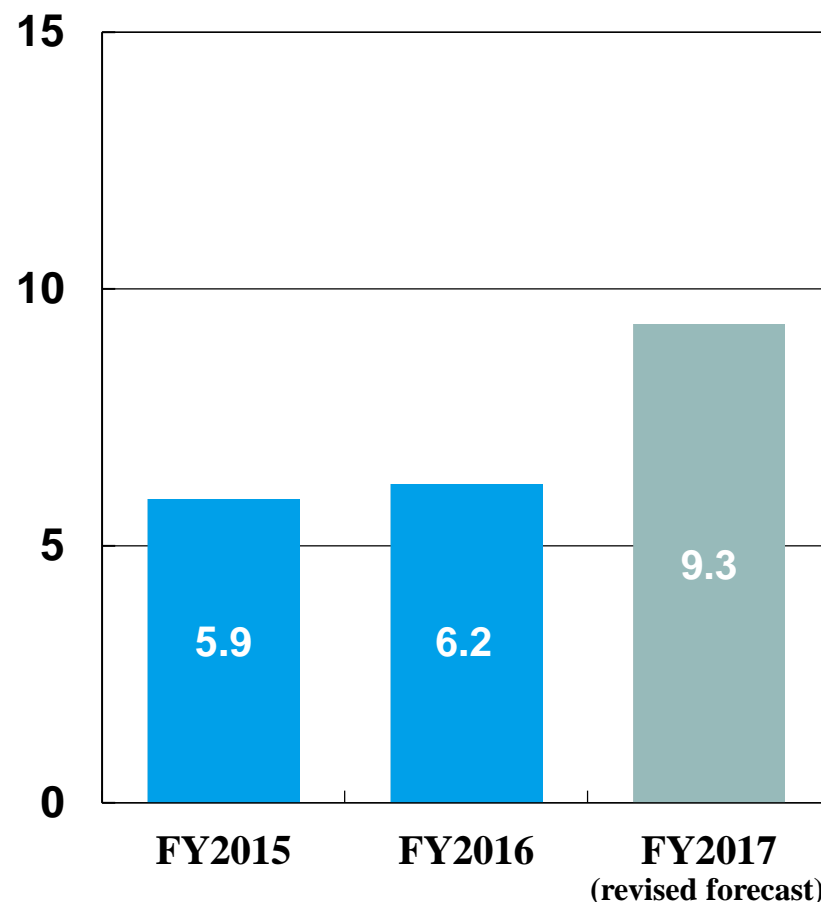
(billion yen)

Net sales



(billion yen)

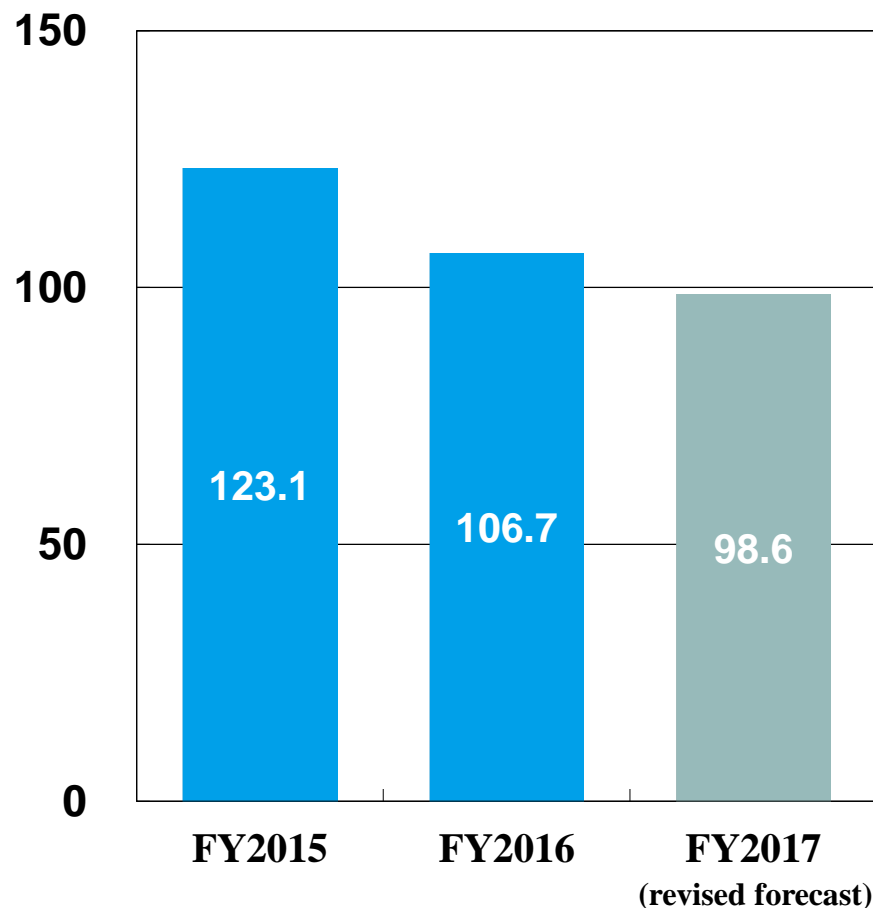
Operating income



- ※ An increase in sales is planned due to a production increase by our major customers etc.
- ※ An increase in operating income is planned due to the effect of rationalization.

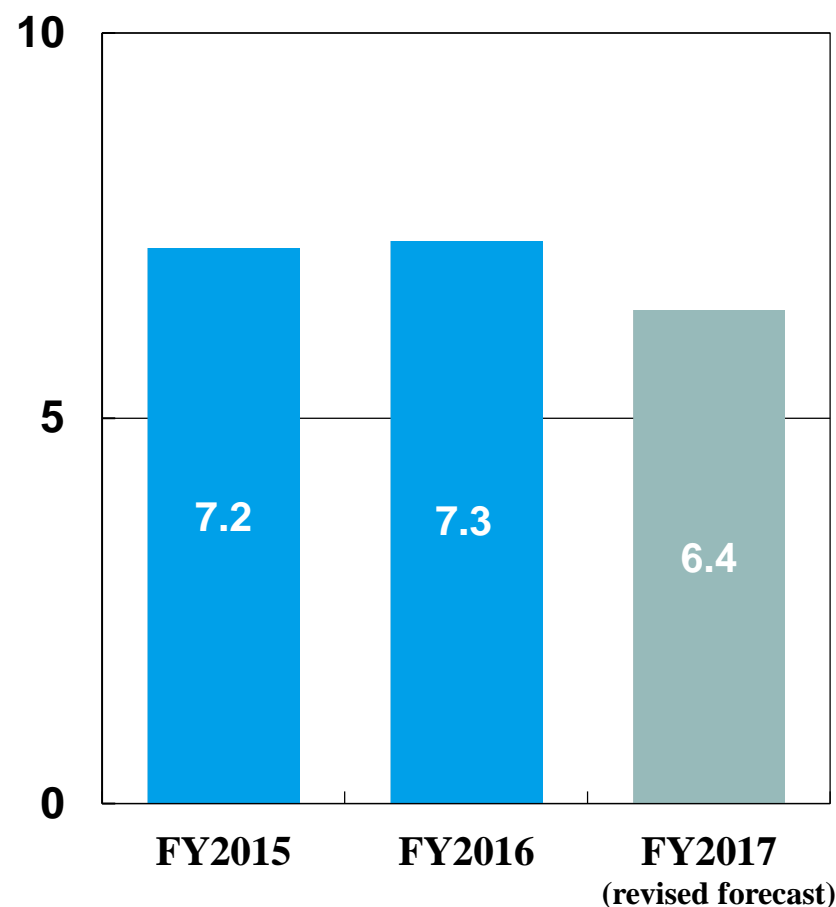
(billion yen)

Net sales



(billion yen)

Operating income



※ A decrease in sales is planned due to a production decrease by our major customers etc.

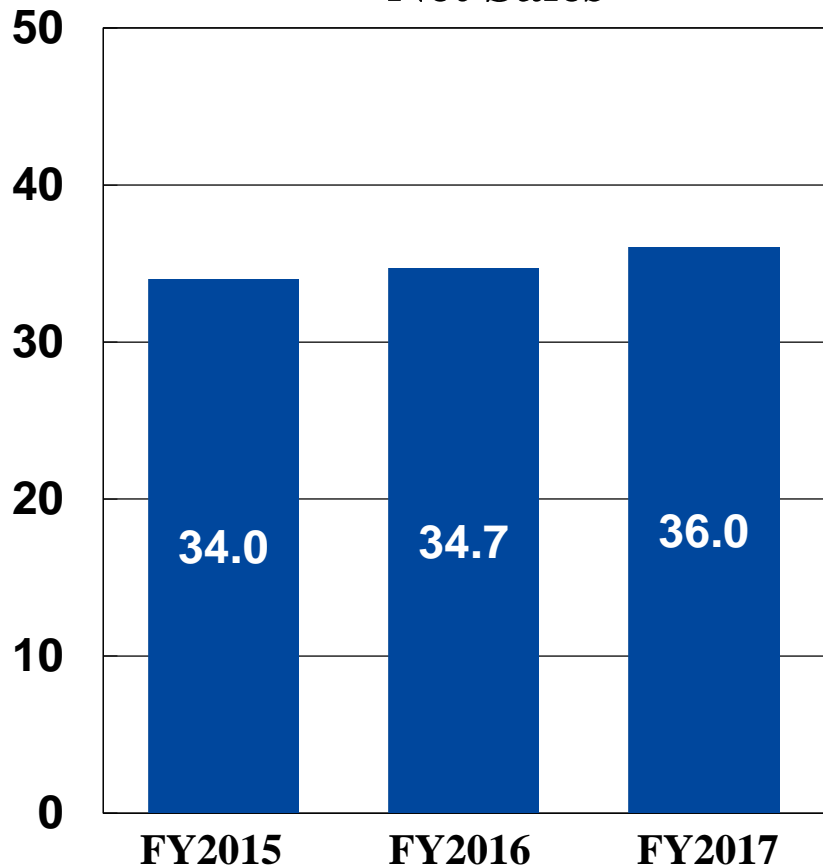
※ A decrease in operating income is planned.



# Sales/Operating income by Region (Europe)

(billion yen)

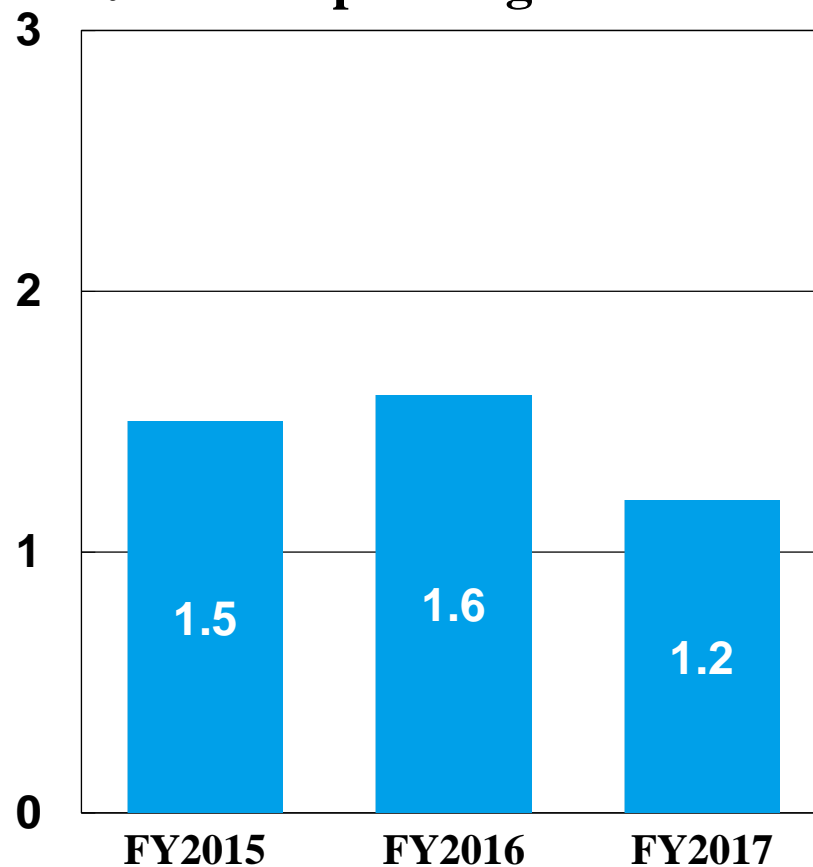
## Net Sales



(revised forecast)

(billion yen)

## Operating income



(revised forecast)

※ A slight increase in sales is planned.

※ A decrease in operating income is planned in prospect of the increase in administrative expenses etc.

# Sales/Operating income by Region (Asia)

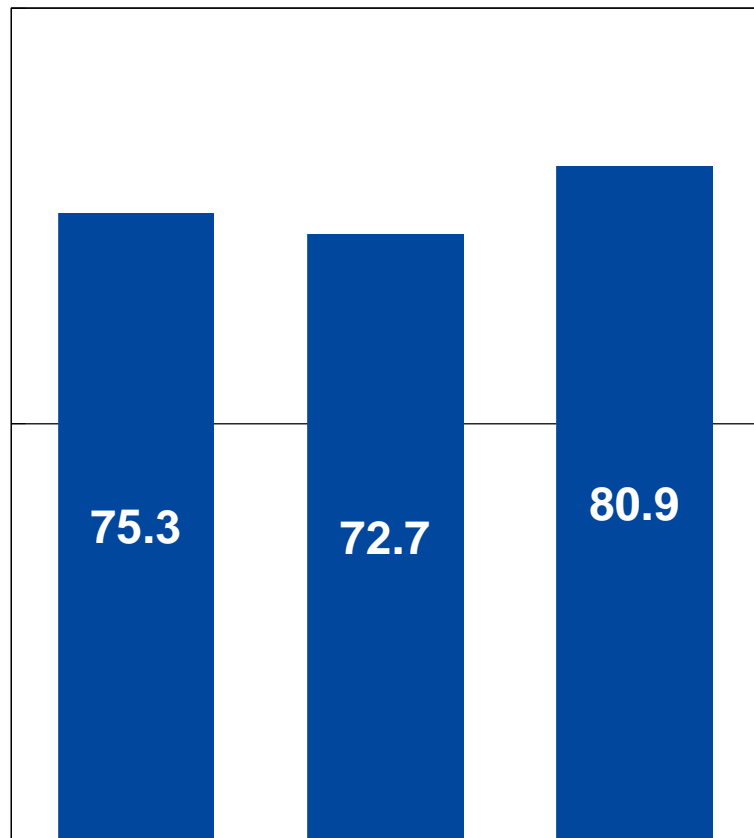
(billion yen)

Net Sales

100

50

0



FY2015

FY2016

FY2017

(revised forecast)

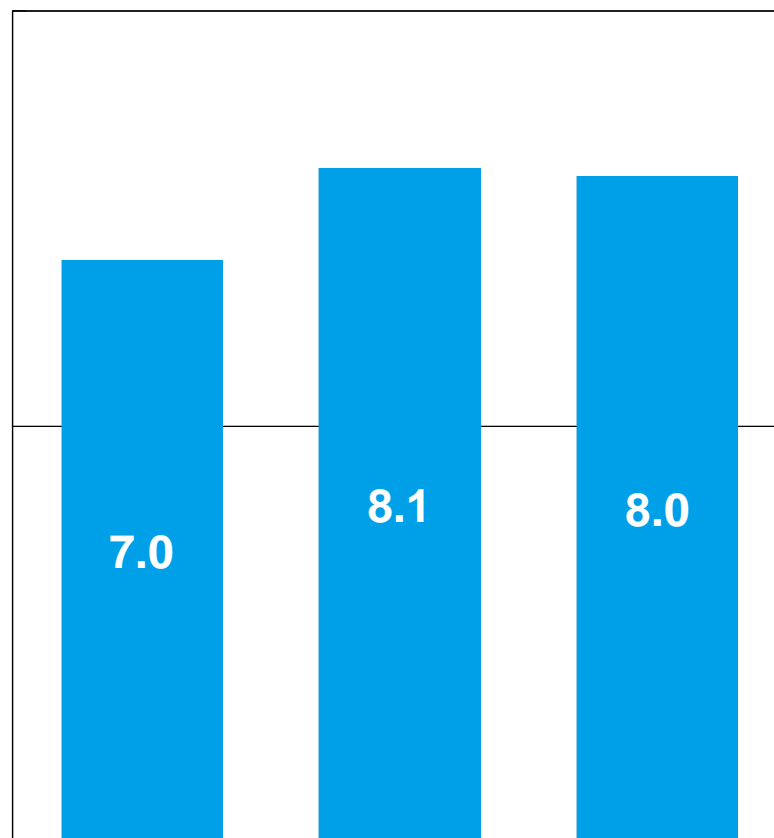
(billion yen)

Operating income

10

5

0



FY2015

FY2016

FY2017

(revised forecast)

※ An increase in sales is planned due to a production increase by our major customers etc.

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



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	FY2016 2nd Quarter		FY2017 2nd Quarter		Annual plan	
	Average for the period	term end	Average for the period	term end	At first	Second half
US \$	105.40	101.12	111.30	112.74	110.00	(110.00)
STG £	158.95	138.42	142.29	145.82	133.00	(150.00)
EURO	124.25	114.36	122.18	127.95	117.00	(130.00)
MEX \$	6.22	5.57	5.85	6.22	5.35	(6.25)
RMB	17.03	15.46	16.36	16.49	15.50	(16.50)
INR	1.58	1.52	1.73	1.72	1.65	(1.65)
THB	3.15	2.93	3.25	3.30	3.00	(3.35)
IDR	0.0083	0.0078	0.0084	0.0084	0.0081	(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