



# **UNIPRES CORPORATION**

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



**UNIPRES CORPORATION**



# Settlement of accounts for the Third quarter of FY2017

## Forecast for the FY2017

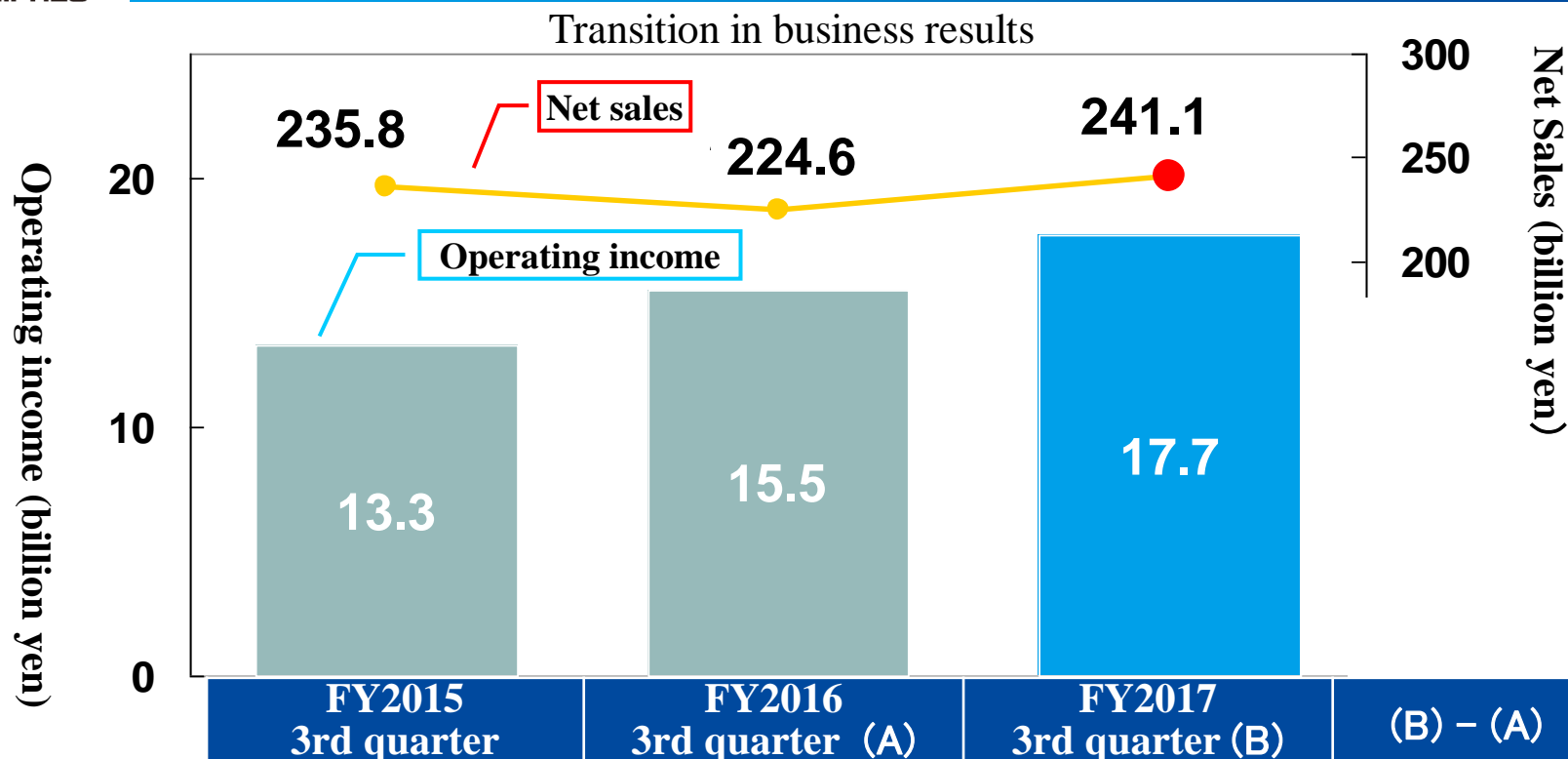


## Settlement of accounts for the Third quarter of FY2017

**1 . Net sales increased due to the effect from a production increase by our major customers etc.**

**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 Third quarter of FY2017



	FY2015 3rd quarter	FY2016 3rd quarter (A)	FY2017 3rd quarter (B)	(B) - (A)
Net sales	235.8	224.6	241.1	+16.5
Operating income	13.3	15.5	17.7	+2.2
Ordinary income	10.1	15.0	18.9	+3.9
Net income attributable to owners of parent	3.7	8.8	11.5	+2.7

※ Net sales increased by 16.5 billion yen due to the effect from a production increase by our major customers etc.

※ Operating income increased by 2.2 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)

	3rd quarter of FY2016		3rd quarter of FY2017		Increase (decrease) in sales	Increase (decrease) in composition ratio
	Net sales	Composition ratio	Net sales	Composition ratio		
Car body press products	190.7	84.9%	201.5	83.6%	+10.8	-1.3%
Transmission product	29.3	13.0%	34.9	14.5%	+5.6	+1.5%
Plastic products	3.1	1.4%	3.0	1.2%	-0.1	-0.2%
Other	1.5	0.7%	1.7	0.7%	+0.2	0.0%
Total	224.6	100%	241.1	100%	+16.5	—

※ No significant change to the composition ratio.



# Composition of consolidated sales by customer (billion yen)

	3 <sup>rd</sup> quarter of FY2016		3 <sup>rd</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>191.4</b>	<b>85.2%</b>	<b>202.0</b>	<b>83.8%</b>	<b>-1.4%</b>
Dongfeng Motor Company Limited	31.9	14.2%	38.1	15.8%	+1.6%
Nissan Motor	35.5	15.8%	36.2	15.0%	-0.8%
Nissan North America	32.1	14.3%	29.8	12.4%	-1.9%
JATCO (including overseas bases)	25.0	11.1%	29.6	12.3%	+1.2%
Nissan Mexicana	26.0	11.6%	27.6	11.4%	-0.2%
Nissan Europe	17.4	7.7%	18.1	7.5%	-0.2%
NISSAN SHATAI	9.6	4.3%	10.0	4.1%	-0.2%
Calsonic Kansei (including overseas bases )	8.2	3.6%	8.1	3.4%	-0.2%
Renault Nissan India	2.4	1.1%	2.2	0.9%	-0.2%
Nissan Thailand	2.0	0.9%	1.6	0.7%	-0.2%
Zhengzhou Nissan	0.6	0.3%	0.5	0.2%	-0.1%
Nissan Indonesia	0.7	0.3%	0.2	0.1%	-0.2%

※The composition ratio decreased by 1.4% as a result of sales expansion to the other companies.



# Composition of consolidated sales by customer

(billion yen)

		3 <sup>rd</sup> quarter of FY2016		3 <sup>rd</sup> quarter of FY2017		Increase (decrease) in composition ratio
		Net sales	Composition ratio	Net sales	Composition ratio	
<b>Other customers</b>		<b>33.2</b>	<b>14.8%</b>	<b>39.1</b>	<b>16.2%</b>	<b>+1.4%</b>
<b>Sub-total</b>						
<b>Inside)</b>	<b>Honda of America Mfg., Inc.</b>	<b>6.1</b>	<b>2.7%</b>	<b>5.0</b>	<b>2.1%</b>	<b>-0.6%</b>
	<b>Honda of The U.K. Manufacturing Ltd.</b>	<b>1.3</b>	<b>0.6%</b>	<b>3.4</b>	<b>1.4%</b>	<b>+0.8%</b>
<b>Honda</b>	<b>Honda Motor Co., Ltd.</b>	<b>2.9</b>	<b>1.3%</b>	<b>2.9</b>	<b>1.2%</b>	<b>-0.1%</b>
	<b>Honda De Mexico, S.A. De C.V.</b>	<b>2.1</b>	<b>0.9%</b>	<b>2.5</b>	<b>1.0%</b>	<b>+0.1%</b>
	<b>P.T. Honda Prospect Motor</b>	<b>1.6</b>	<b>0.7%</b>	<b>1.8</b>	<b>0.7%</b>	<b>0.0%</b>
<b>Renaut</b>	<b>Renault S.A.S.</b>	<b>3.5</b>	<b>1.5%</b>	<b>4.4</b>	<b>1.8%</b>	<b>+0.3%</b>
	<b>Dongfeng Renault Automotive Co., Ltd</b>	<b>1.0</b>	<b>0.4%</b>	<b>2.8</b>	<b>1.2%</b>	<b>+0.8%</b>
	<b>Renault India Private Limited</b>	<b>-</b>	<b>-</b>	<b>0.1</b>	<b>0.0%</b>	<b>-</b>
<b>Mazda</b>	<b>Mazda Motor Corporation</b>	<b>2.2</b>	<b>1.0%</b>	<b>1.9</b>	<b>0.8%</b>	<b>-0.2%</b>
	<b>Mazda Motor Manufacturing de Mexico, S.A. de C.V.</b>	<b>1.0</b>	<b>0.4%</b>	<b>1.0</b>	<b>0.4%</b>	<b>0.0%</b>
<b>Dynax Corporation (including overseas bases)</b>		<b>2.0</b>	<b>0.9%</b>	<b>2.2</b>	<b>0.9%</b>	<b>0.0%</b>
<b>AININ AW CO., LTD. (including overseas bases)</b>		<b>1.0</b>	<b>0.4%</b>	<b>1.1</b>	<b>0.5%</b>	<b>+0.1%</b>
<b>SUBARU CORPORATION</b>		<b>0.4</b>	<b>0.2%</b>	<b>0.9</b>	<b>0.4%</b>	<b>+0.2%</b>
<b>TOYOTA AUTO BODY CO.,LTD.(including overseas bases)</b>		<b>0.4</b>	<b>0.2%</b>	<b>0.4</b>	<b>0.1%</b>	<b>-0.1%</b>
<b>NSK-Warner K.K.</b>		<b>0.1</b>	<b>0.1%</b>	<b>0.3</b>	<b>0.1%</b>	<b>0.0%</b>
<b>UD Trucks Corporation</b>		<b>0.3</b>	<b>0.1%</b>	<b>0.3</b>	<b>0.1%</b>	<b>0.0%</b>
<b>Daihatsu Motor Co., Ltd.</b>		<b>0.2</b>	<b>0.1%</b>	<b>0.2</b>	<b>0.1%</b>	<b>0.0%</b>
<b>Toyoda Iron Works Co.,Ltd.</b>		<b>0.1</b>	<b>0.0%</b>	<b>0.1</b>	<b>0.1%</b>	<b>+0.1%</b>
<b>MITSUBISHI MOTORS CORPORATION</b>		<b>0.1</b>	<b>0.0%</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>0.1%</b>	<b>-</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>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 5.9 billion yen and the composition ratio increased by 1.4% due to HONDA group and Renault sales expansion.



# Factors for increase (decrease) in operating income

(billion yen)

20

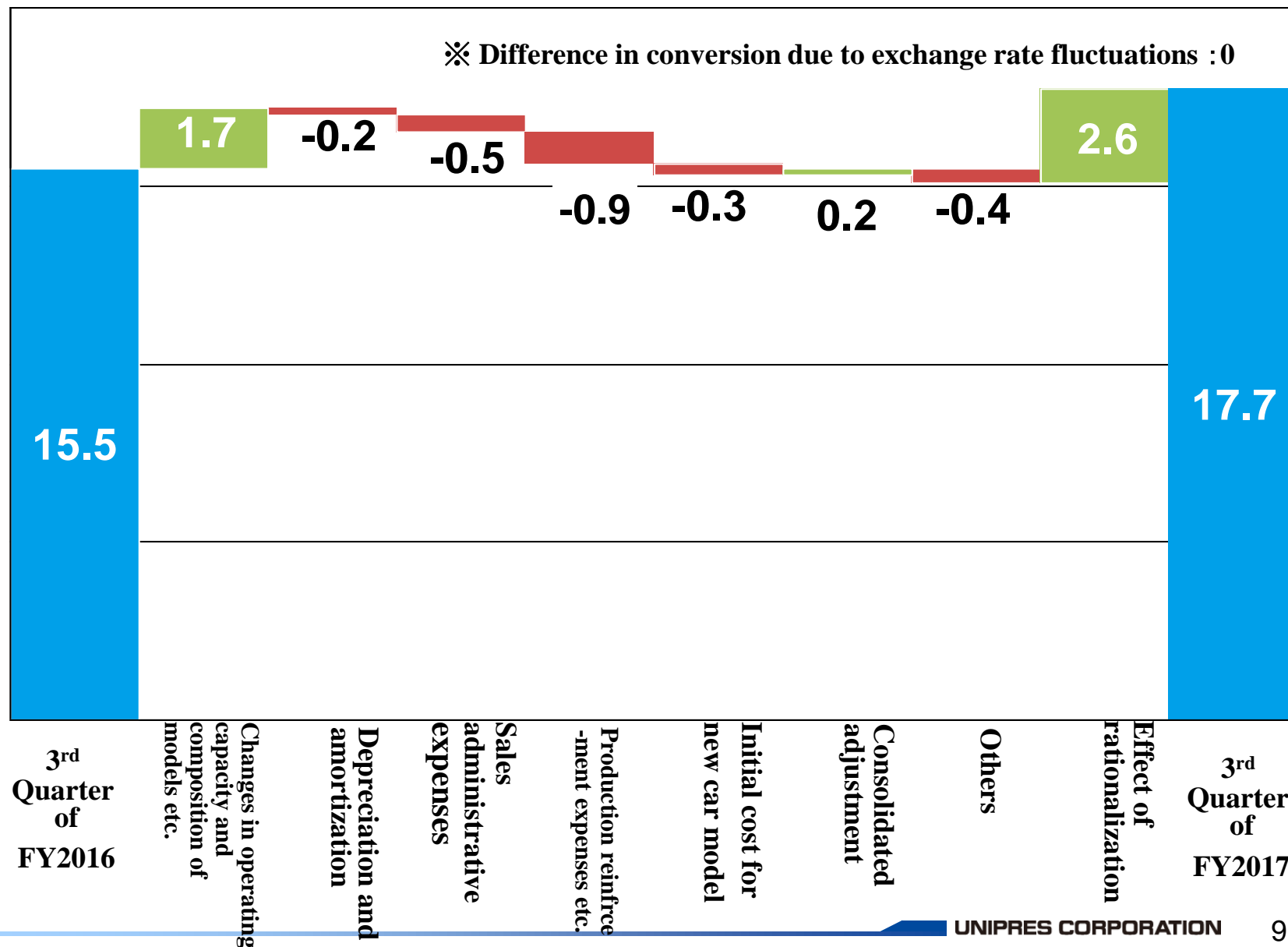
15

10

5

0

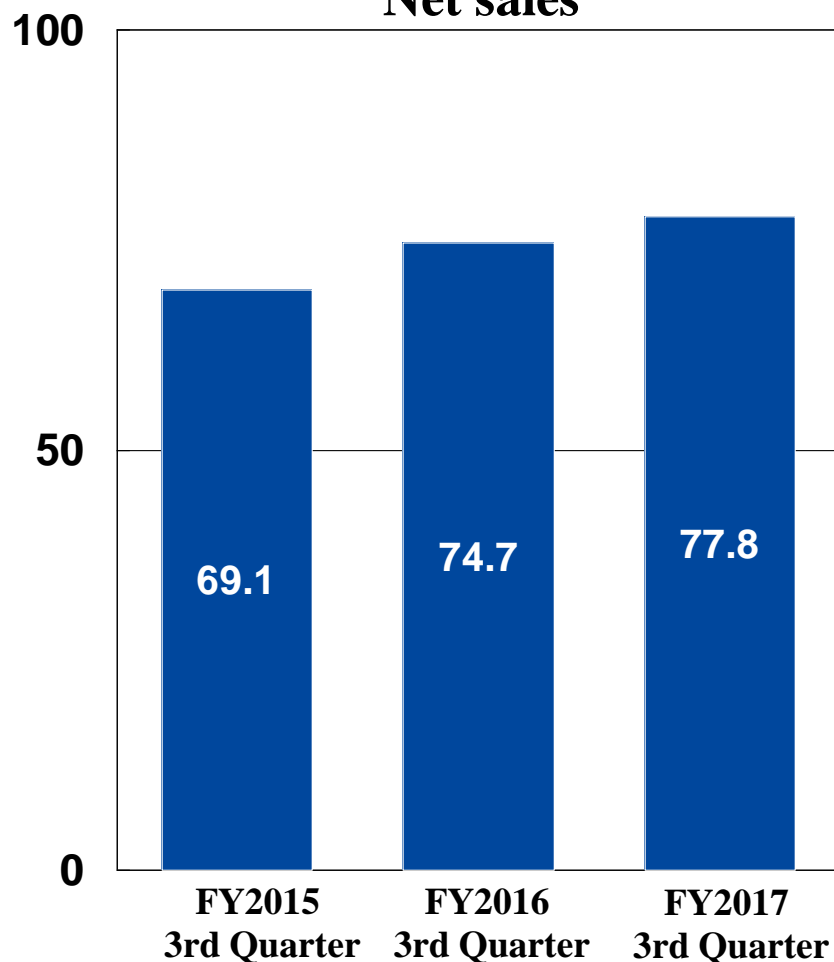
※ Difference in conversion due to exchange rate fluctuations : 0



# Sales/Operating income by Region (Japan)

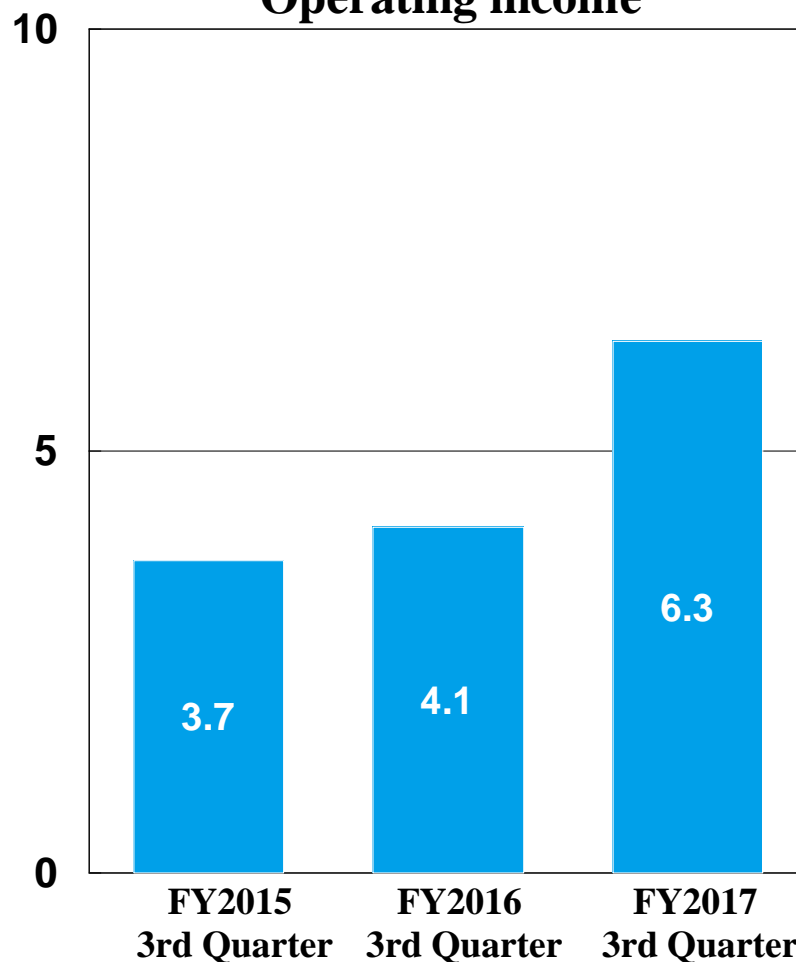
(billion yen)

## Net sales



(billion yen)

## Operating income



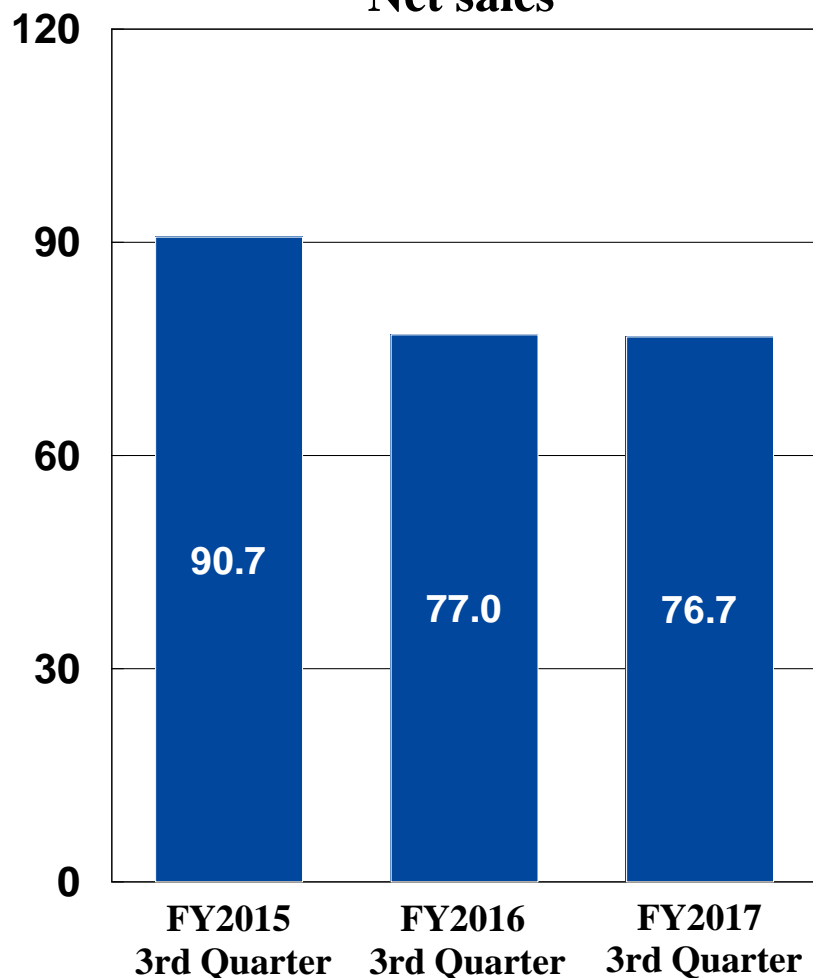
※ Sales increased by 4.1% due to the effect from a production increase by our major customers etc.

※ Operating income increased by 2.2 billion yen due to the effect of rationalization etc.

# Sales/Operating income by Region (The Americas)

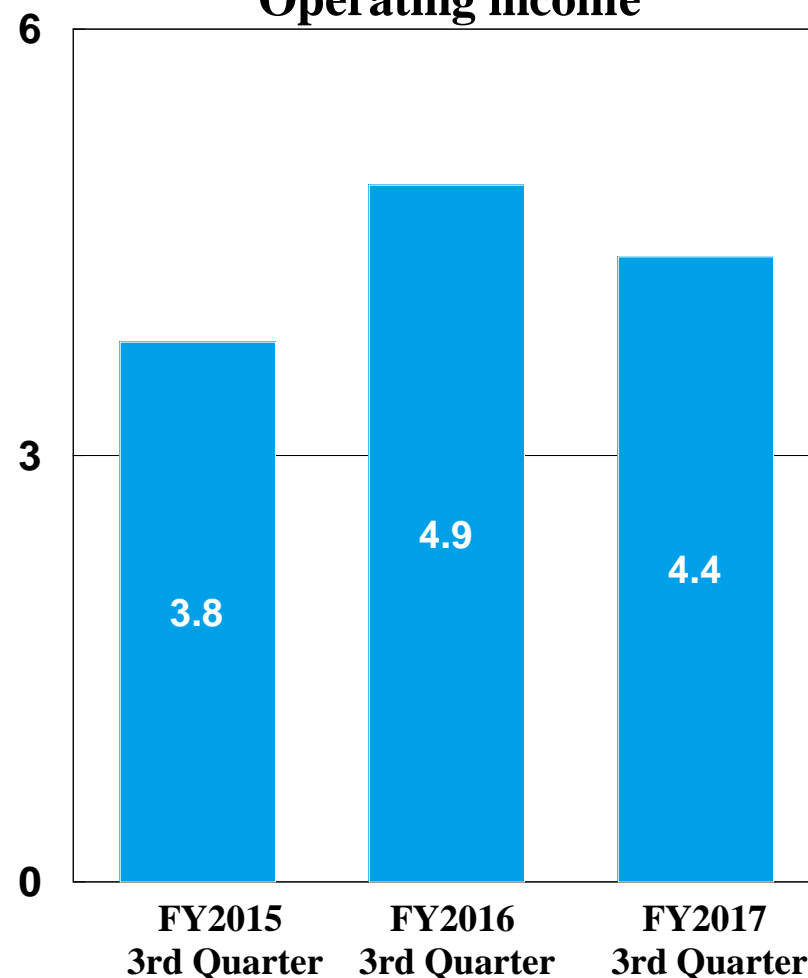
(billion yen)

## Net sales



(billion yen)

## Operating income



※ Sales decreased by 0.4% due to the effects from a production decrease, etc., by our major customers.

※ Operating income decreased by 0.5 billion yen.

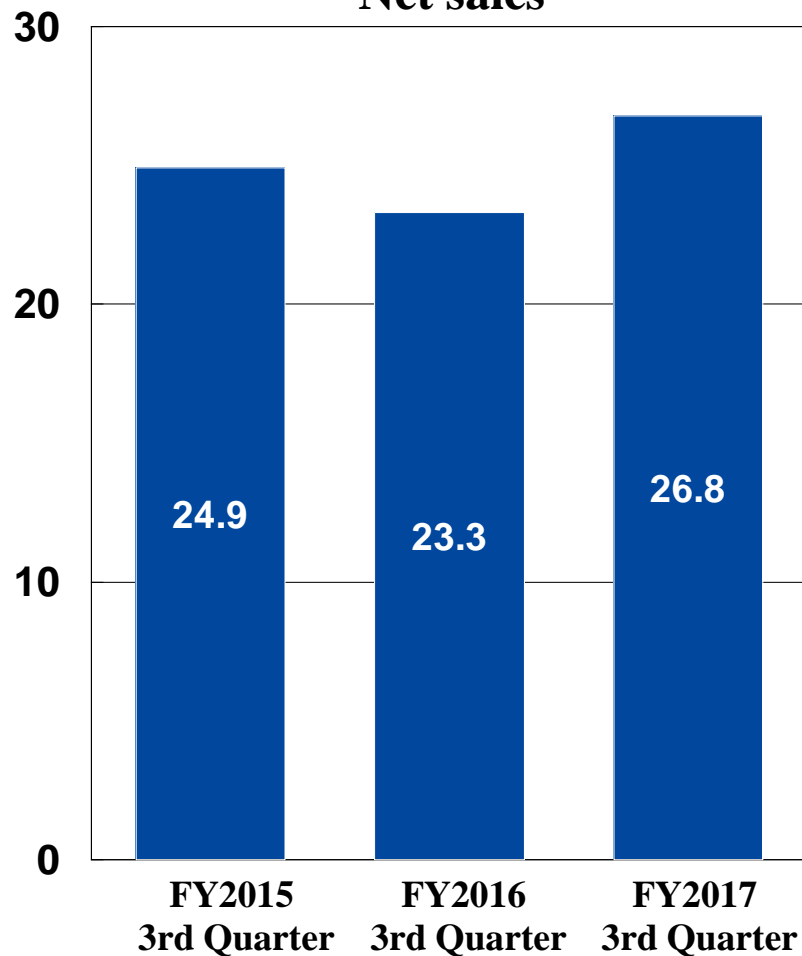


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(billion yen)

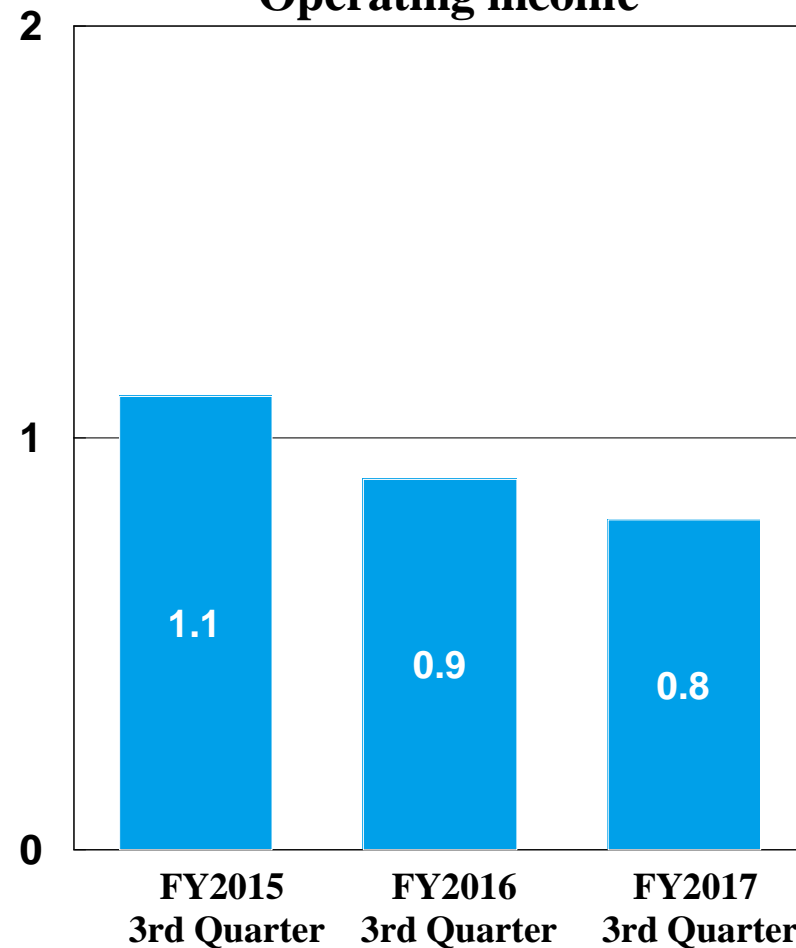
# Sales/Operating income by Region (Europe)

Net sales



(billion yen)

Operating income



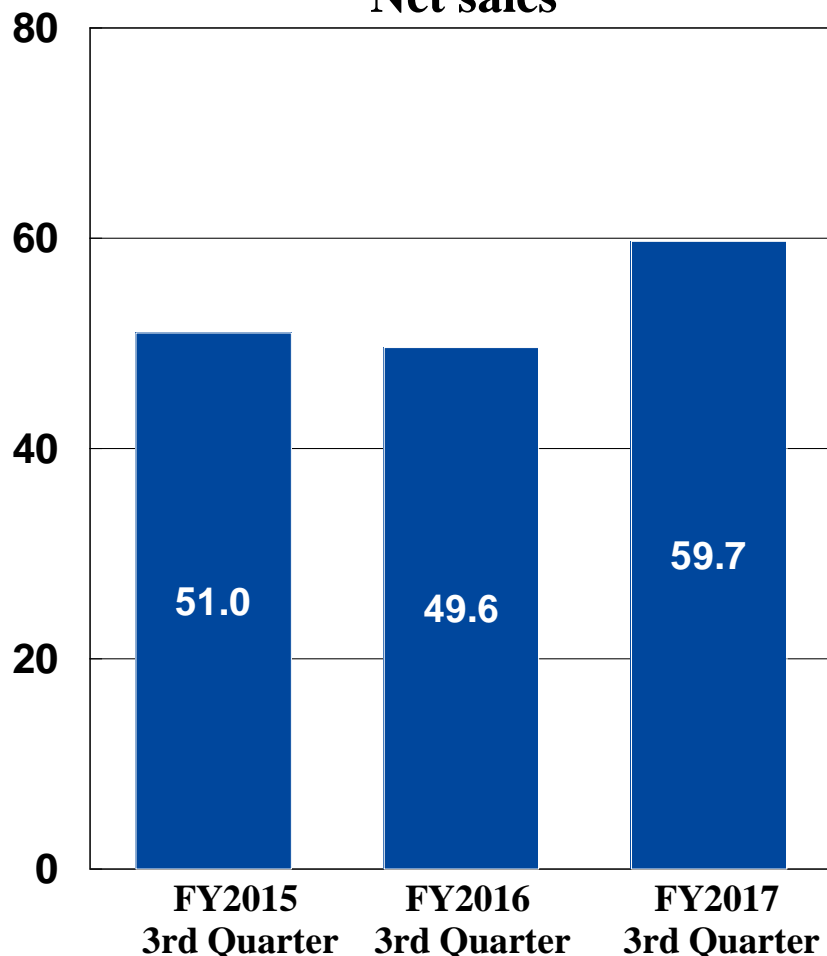
※ Sales increased by 15.0%.

※ Operating income decreased by 0.1 billion yen due to the impact of exchange conversion etc.

# Sales/Operating income by Region (Asia)

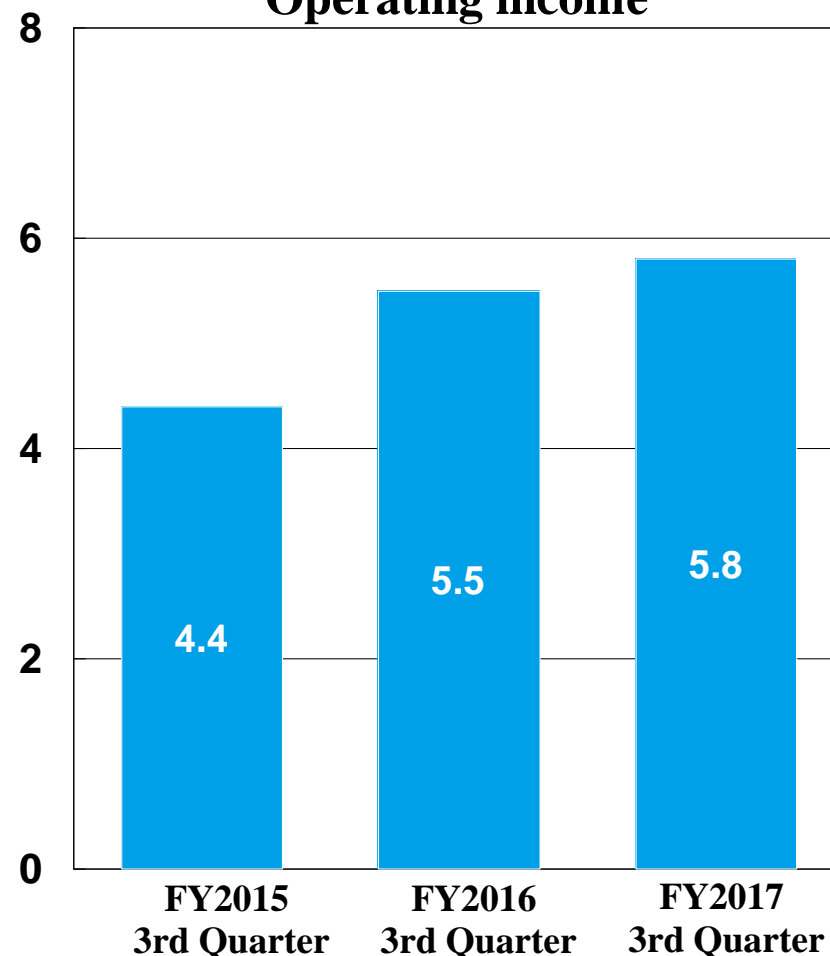
(billion yen)

## Net sales



(billion yen)

## Operating income

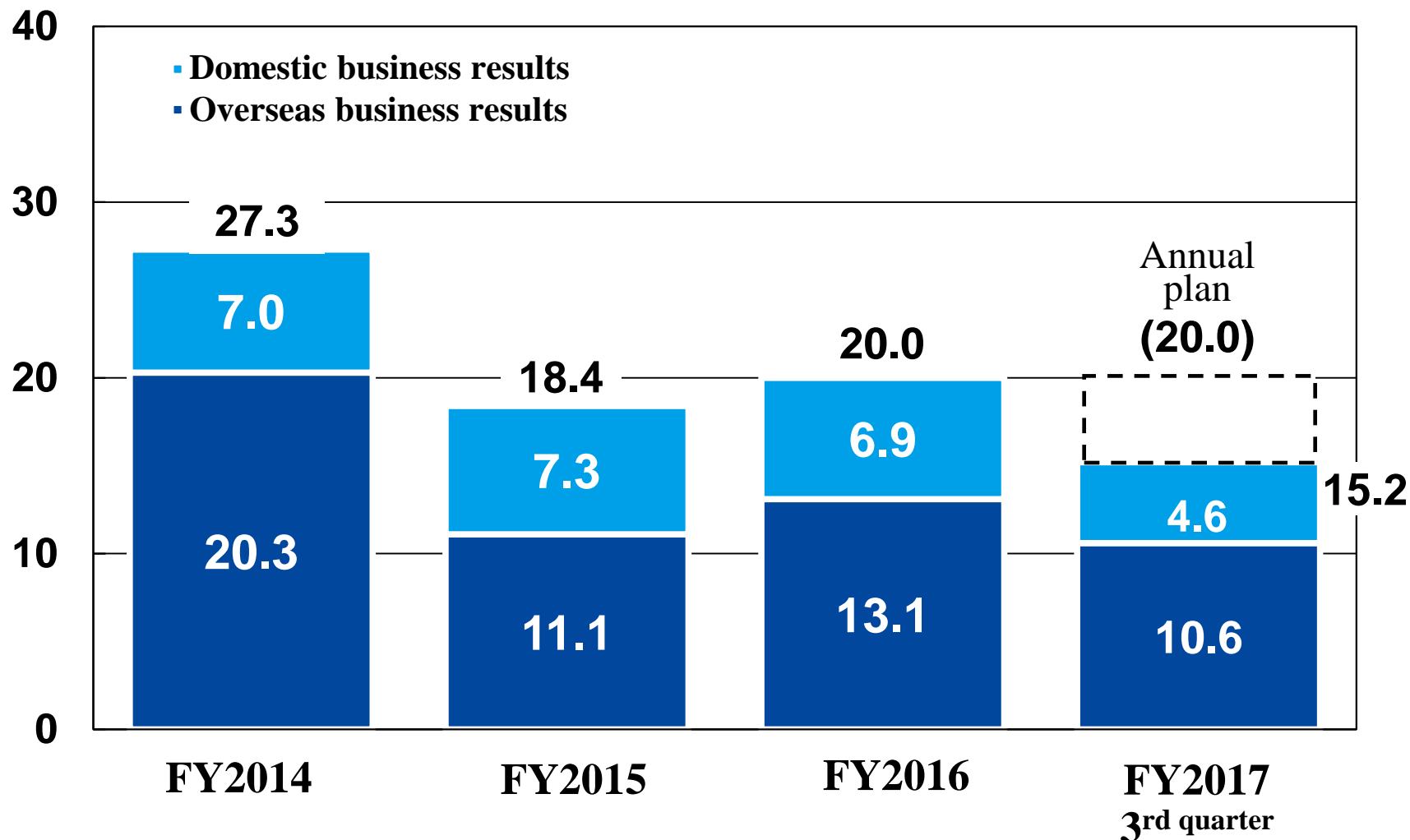


※ Sales increased by 20.4% due to the effect from a production increase by our major customers etc.

※ Operating income increased by 0.3 billion yen.

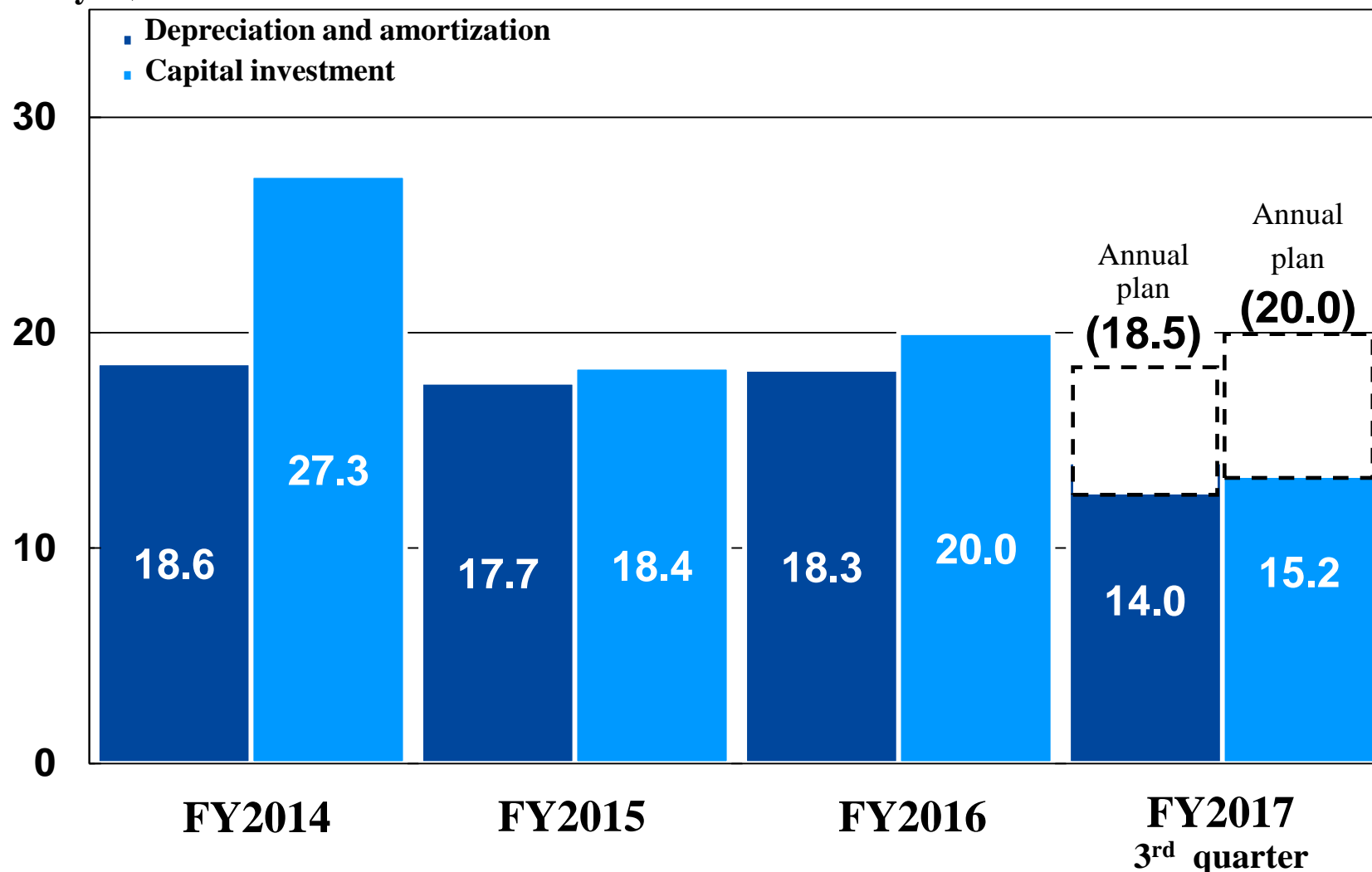
# Transition in capital investment

(billion yen)



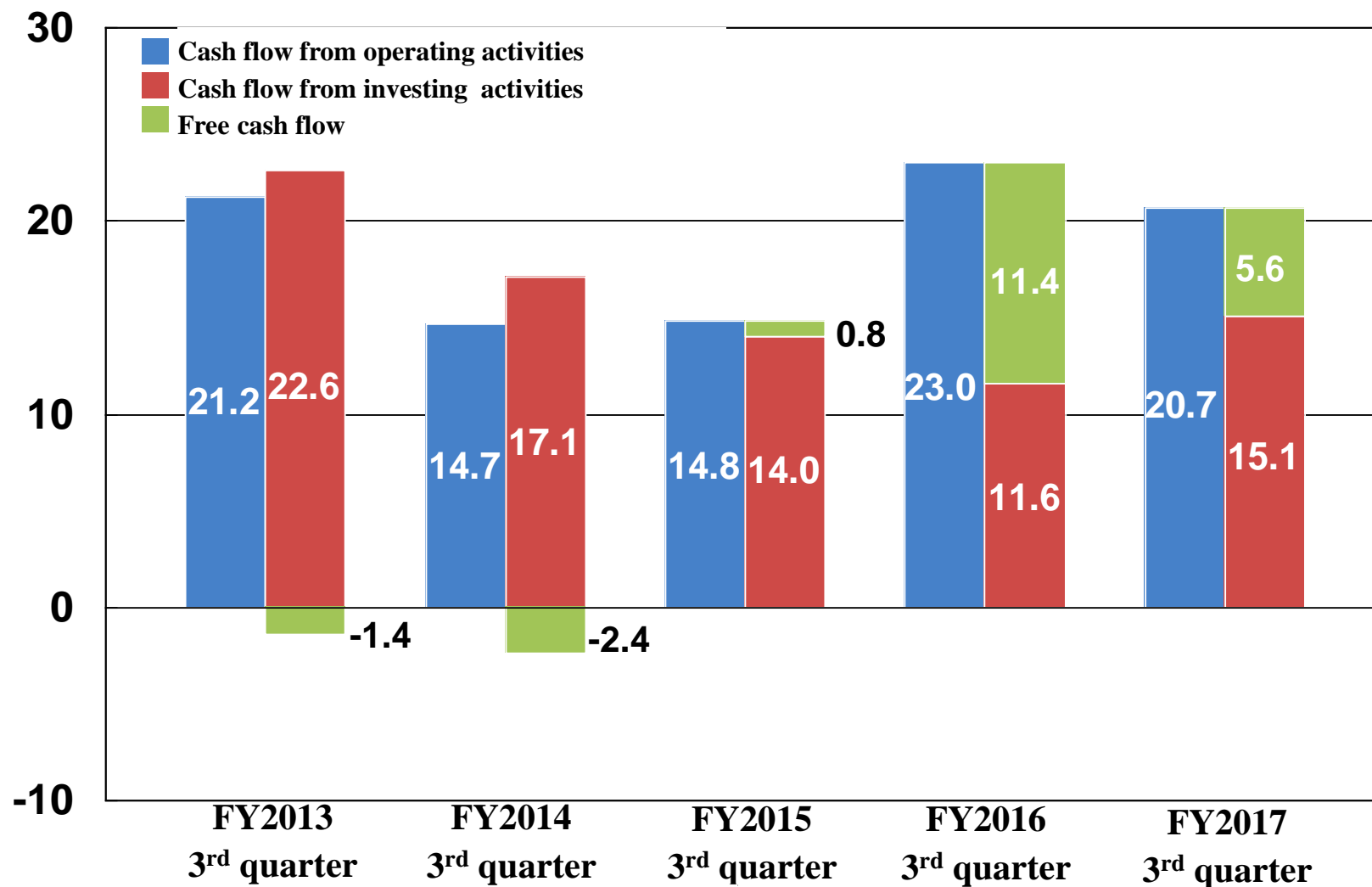
# Transition of depreciation and amortization

(billion yen)



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

(billion yen)

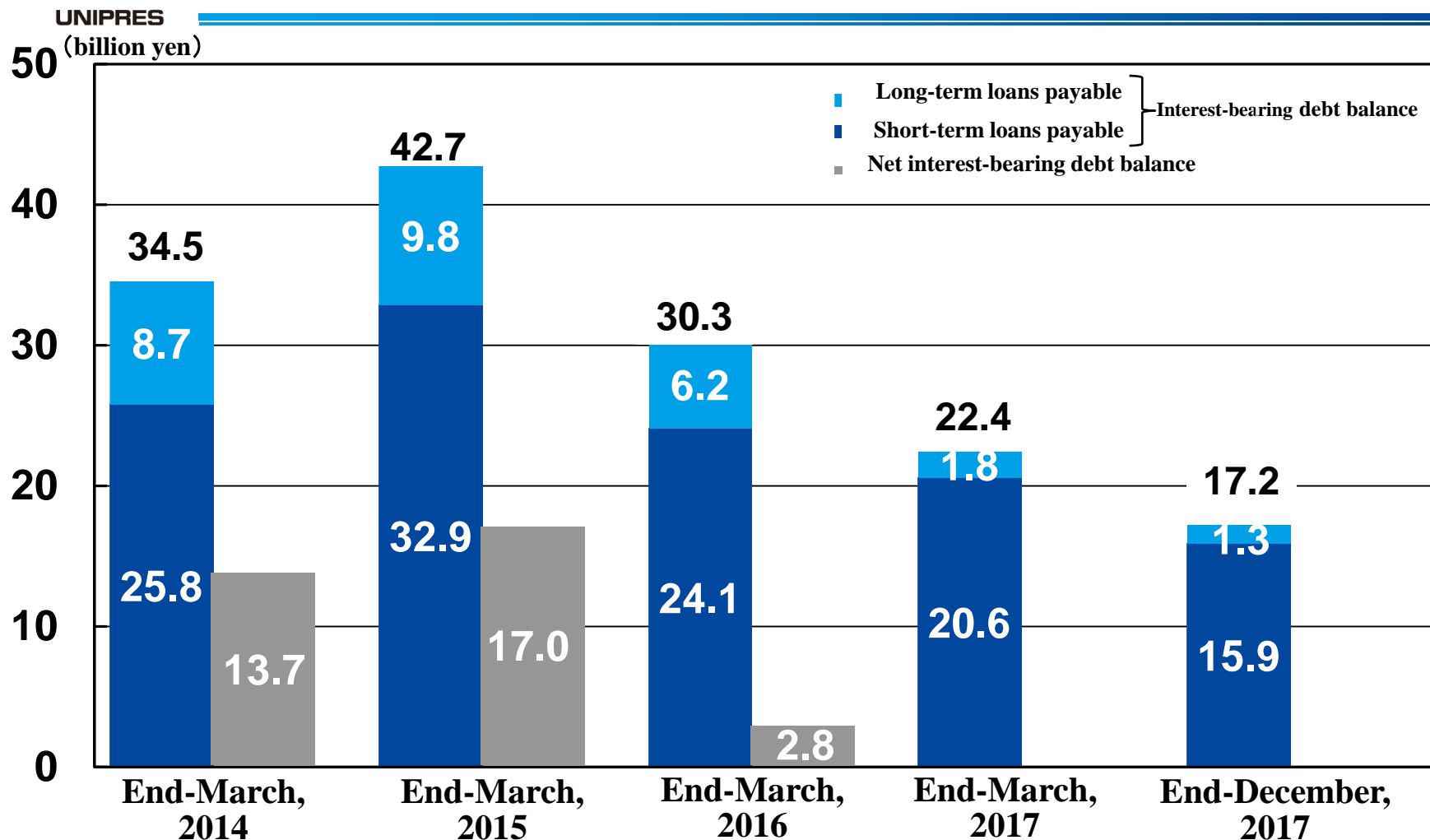


※ Free cash flow was 5.6 billion yen .





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



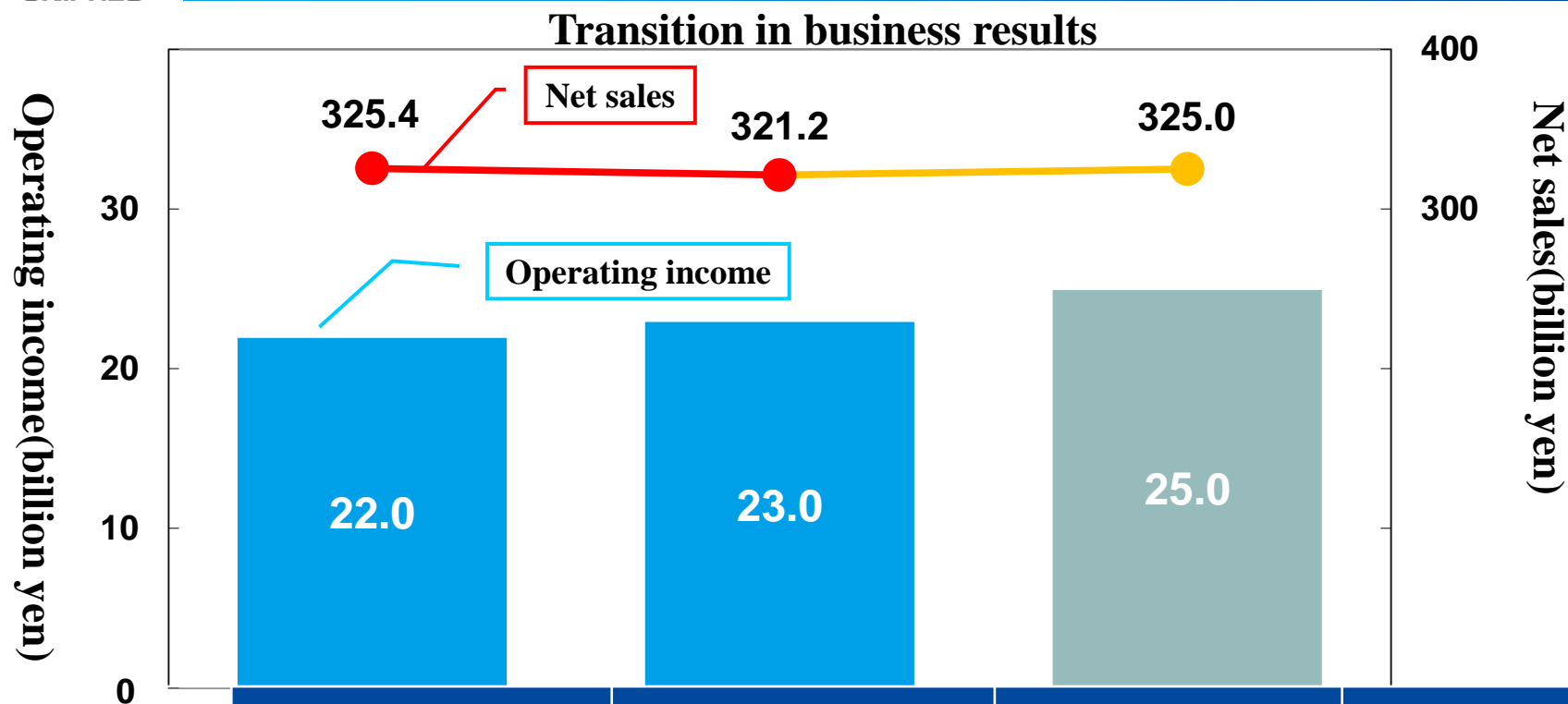
※ Interest-bearing debts decreased by 5.2 billion yen compared with the end-March, 2017.



# 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



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



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(yen)

	FY2016 3rd Quarter		FY2017 3rd Quarter		Annual plan
	Average for the period	term end	Average for the period	term end	
US \$	107.35	116.53	111.78	113.05	110.00
STG £	150.80	131.00	143.63	151.34	150.00
EURO	121.04	113.29	125.20	132.81	130.00
MEX \$	5.94	5.17	5.97	6.21	6.25
RMB	16.49	15.15	16.47	16.96	16.50
INR	1.60	1.72	1.74	1.77	1.65
THB	3.09	2.91	3.28	3.38	3.35
IDR	0.0082	0.0078	0.0084	0.0083	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