



# **UNIPRES CORPORATION**

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



**UNIPRES CORPORATION**



# Settlement of accounts for the First quarter of FY2017

## Forecast for the FY2017

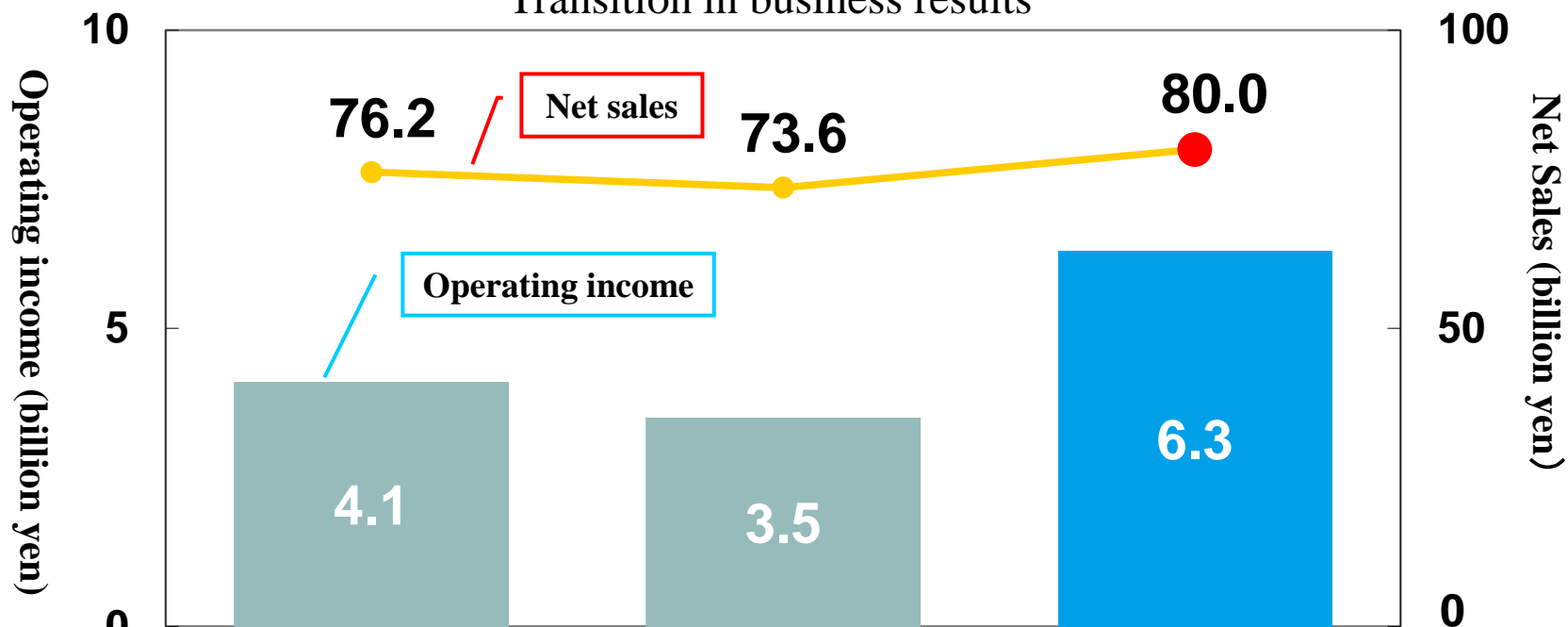


## Settlement of accounts for the First quarter of FY2017

- 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 First quarter of FY2017

## Transition in business results



	FY2015 1st quarter	FY2016 1st quarter (A)	FY2017 1st quarter (B)	(B) – (A)
Net sales	76.2	73.6	80.0	+6.4
Operating income	4.1	3.5	6.3	+2.8
Ordinary income	3.7	1.9	6.9	+5.0
Net income attributable to owners of parent	1.5	0.4	4.1	+3.7

※ Net sales increased by 6.4 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 2.8 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)

	1st quarter of FY2016		1st quarter of FY2017		Increase (decrease) in sales	Increase (decrease) in composition ratio
	Net sales	Composition ratio	Net sales	Composition ratio		
Car body press products	63.1	85.7%	67.5	84.4%	+4.4	-1.3%
Transmission product	9.0	12.2%	11.1	13.9%	+2.1	+1.7%
Plastic products	1.0	1.4%	0.9	1.1%	-0.1	-0.3%
Other	0.5	0.7%	0.5	0.6%	0.0	-0.1%
Total	73.6	100%	80.0	100%	+6.4	—

※ No significant change to the composition ratio.

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# Composition of consolidated sales by customer

(billion yen)

	1st quarter of FY2016		1st 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>62.5</b>	<b>84.9%</b>	<b>66.0</b>	<b>82.5%</b>	<b>-2.4%</b>
Nissan Motor	11.2	15.2%	11.8	14.8%	-0.4%
Dongfeng Motor Company Limited	10.2	13.9%	10.8	13.5%	-0.4%
Nissan North America	10.7	14.6%	10.4	13.0%	-1.6%
JATCO (including overseas bases)	7.7	10.4%	9.4	11.7%	+1.3%
Nissan Mexicana	9.2	12.5%	9.2	11.5%	-1.0%
Nissan Europe	5.9	8.0%	6.5	8.1%	+0.1%
NISSAN SHATAI	2.8	3.8%	3.6	4.5%	+0.7%
Calsonic Kansei (including overseas bases )	2.8	3.9%	2.9	3.6%	-0.3%
Renault Nissan India	0.8	1.0%	0.7	0.9%	-0.1%
Nissan Thailand	0.8	1.1%	0.5	0.6%	-0.5%
Zhengzhou Nissan	0.2	0.3%	0.2	0.2%	-0.1%
Nissan Indonesia	0.2	0.2%	0.1	0.1%	-0.1%

※ The composition ratio decreased by 2.4% as a result of sales expansion to the other customers.



# Composition of consolidated sales by customer

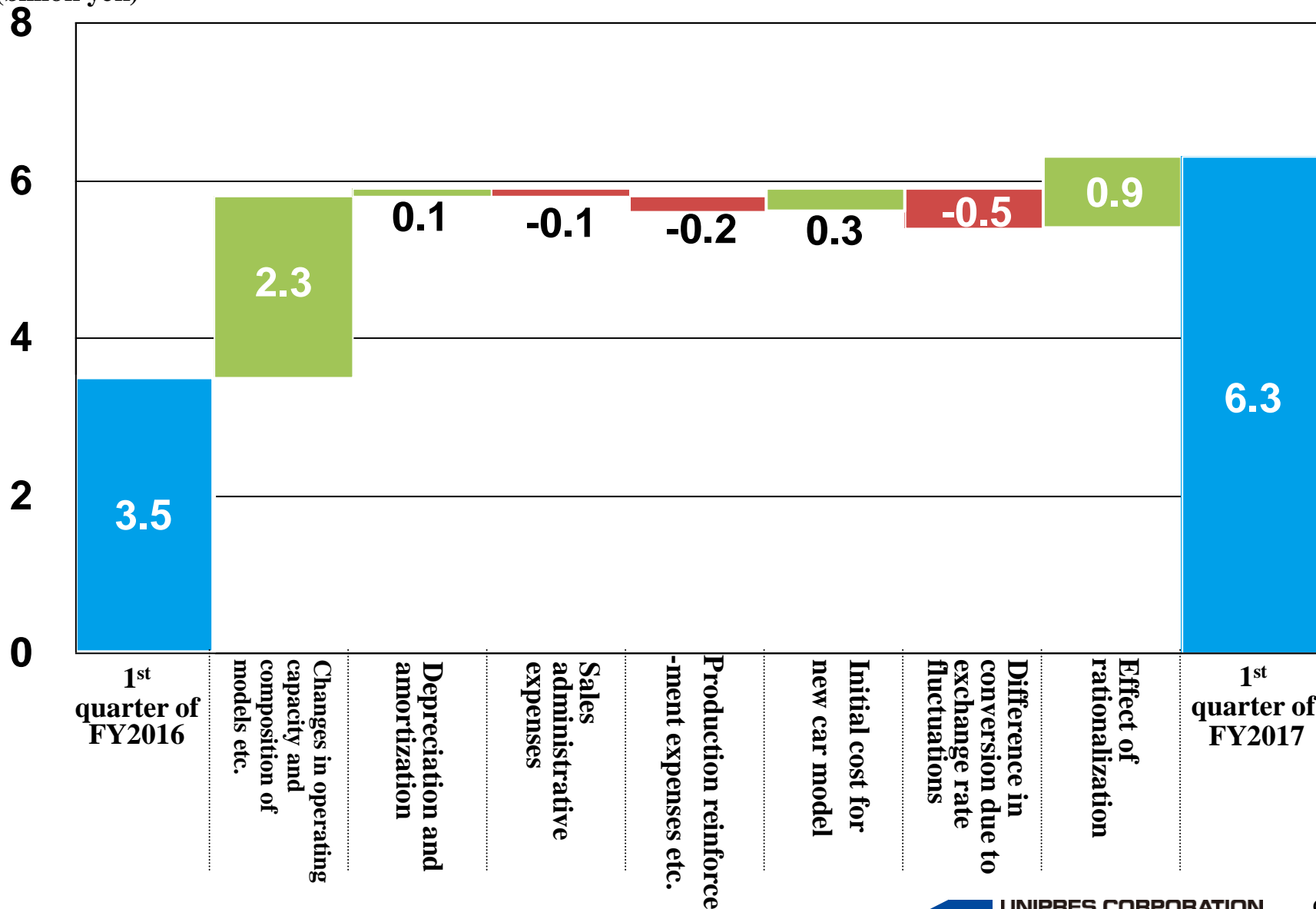
(billion yen)

		1st quarter of FY2016		1st quarter of FY2017		Increase (decrease) in composition ratio
		Net sales	Composition ratio	Net sales	Composition ratio	
<b>Other customers</b>		<b>11.1</b>	<b>15.1%</b>	<b>14.0</b>	<b>17.5%</b>	<b>+2.4%</b>
<b>Sub-total</b>						
<b>Inside)</b> <b>Honda</b>	<b>Honda of America Mfg., Inc.</b>	<b>1.8</b>	<b>2.5%</b>	<b>2.0</b>	<b>2.5%</b>	<b>0.0%</b>
	<b>Honda of The U.K. Manufacturing Ltd.</b>	<b>0.4</b>	<b>0.5%</b>	<b>1.3</b>	<b>1.6%</b>	<b>+1.1%</b>
	<b>Honda Motor Co., Ltd.</b>	<b>0.7</b>	<b>0.9%</b>	<b>1.0</b>	<b>1.3%</b>	<b>+0.4%</b>
	<b>Honda De Mexico, S.A. De C.V.</b>	<b>0.7</b>	<b>1.0%</b>	<b>0.9</b>	<b>1.2%</b>	<b>+0.2%</b>
	<b>P.T. Honda Prospect Motor</b>	<b>0.7</b>	<b>1.0%</b>	<b>0.5</b>	<b>0.7%</b>	<b>-0.3%</b>
<b>Renault</b>	<b>Renault S.A.S.</b>	<b>1.3</b>	<b>1.7%</b>	<b>1.6</b>	<b>2.0%</b>	<b>+0.3%</b>
	<b>Dongfeng Renault Automotive Co., Ltd</b>	<b>0.5</b>	<b>0.7%</b>	<b>1.0</b>	<b>1.2%</b>	<b>+0.5%</b>
<b>Mazda</b>	<b>Mazda Motor Corporation</b>	<b>0.7</b>	<b>0.9%</b>	<b>0.6</b>	<b>0.7%</b>	<b>-0.2%</b>
	<b>Mazda Motor Manufacturing de Mexico, S.A. de C.V.</b>	<b>0.4</b>	<b>0.5%</b>	<b>0.4</b>	<b>0.5%</b>	<b>0.0%</b>
<b>Dynax Corporation (including overseas bases)</b>		<b>0.7</b>	<b>0.9%</b>	<b>0.8</b>	<b>0.9%</b>	<b>0.0%</b>
<b>AISIN AW CO., LTD. (including overseas bases)</b>		<b>0.4</b>	<b>0.5%</b>	<b>0.3</b>	<b>0.4%</b>	<b>-0.1%</b>
<b>SUBARU CORPORATION</b>		<b>0.1</b>	<b>0.2%</b>	<b>0.3</b>	<b>0.3%</b>	<b>+0.1%</b>
<b>Toyota Motor Corporation (including overseas bases)</b>		<b>0.2</b>	<b>0.2%</b>	<b>0.1</b>	<b>0.2%</b>	<b>0.0%</b>
<b>UD Trucks Corporation</b>		<b>0.1</b>	<b>0.2%</b>	<b>0.1</b>	<b>0.1%</b>	<b>-0.1%</b>
<b>NSK-Warner K.K.</b>		<b>0.04</b>	<b>0.1%</b>	<b>0.1</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>Isuzu Motors Limited</b>		<b>0.04</b>	<b>0.1%</b>	<b>0.04</b>	<b>0.1%</b>	<b>0.0%</b>
<b>Hino Motors, Ltd. (including overseas bases)</b>		<b>-</b>	<b>0.0%</b>	<b>0.03</b>	<b>0.0%</b>	<b>0.0%</b>
<b>MITSUBISHI MOTORS CORPORATION</b>		<b>0.01</b>	<b>0.0%</b>	<b>0.02</b>	<b>0.0%</b>	<b>0.0%</b>
<b>SUZUKI MOTOR CORPORATION</b>		<b>0.02</b>	<b>0.0%</b>	<b>0.02</b>	<b>0.0%</b>	<b>0.0%</b>

※ Sales increased by 2.9 billion yen and the composition ratio increased by 2.4% due to HONDA and Renault sales expansion.



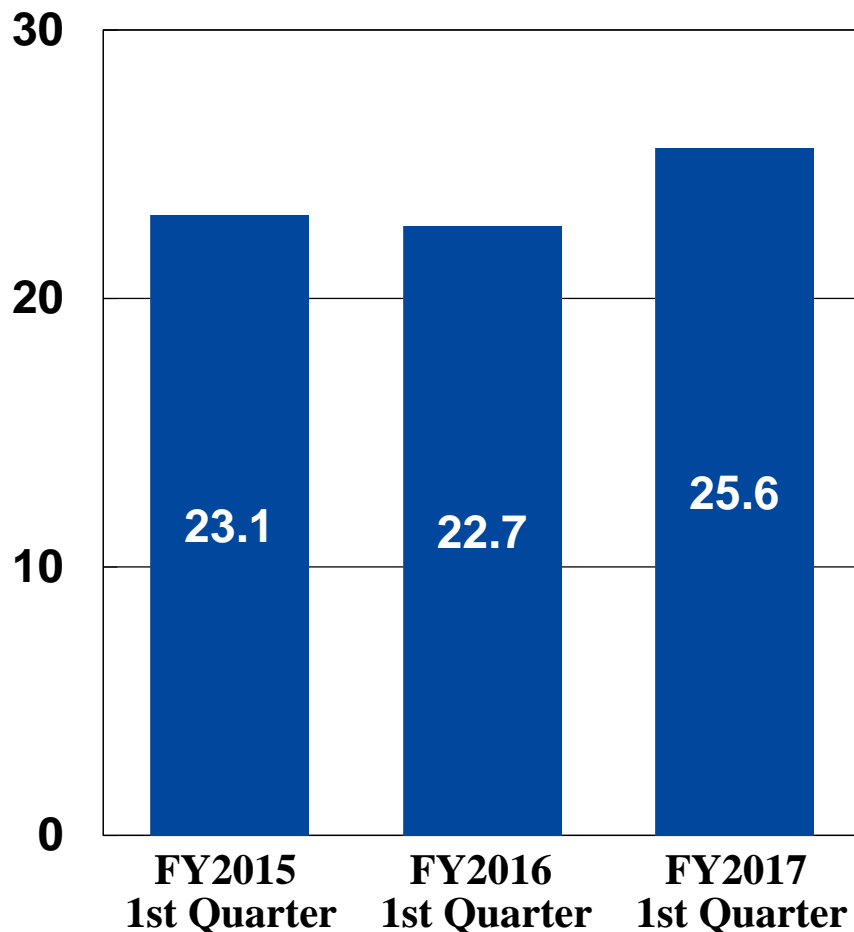
# Factors for increase (decrease) in operating income



# Sales/Operating income by Region (Japan)

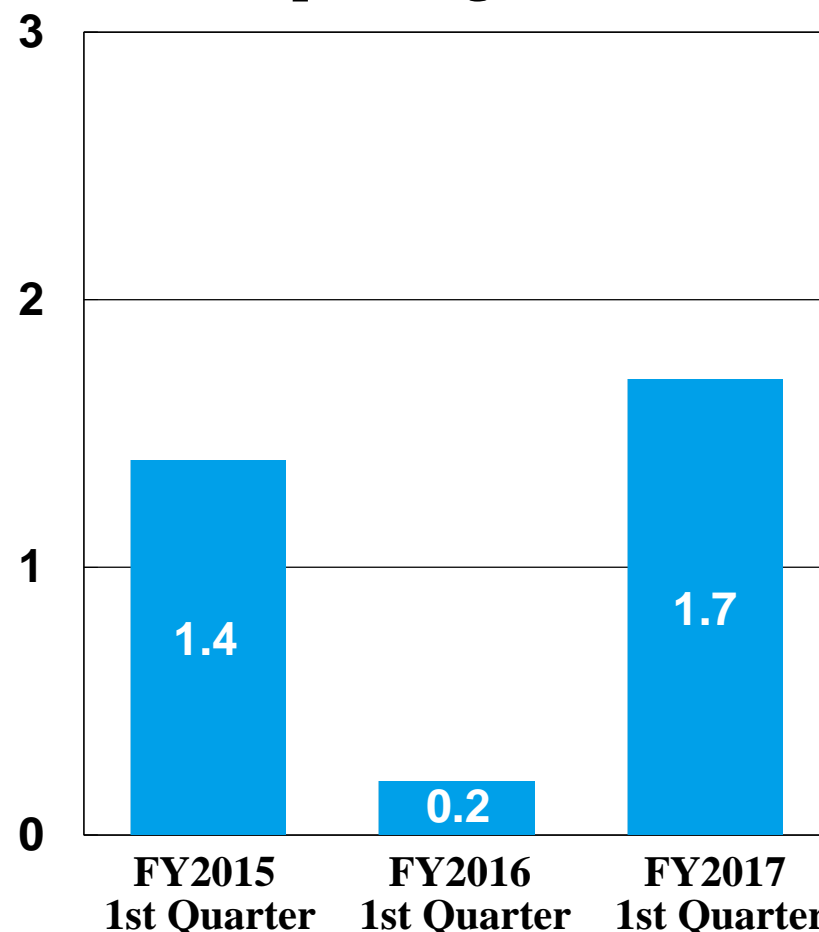
(billion yen)

## Net sales



(billion yen)

## Operating income



※ Sales increased by 12.8% due to the effect from a production increase by our major customers.

※ Operating income increased by 1.5 billion yen due to the effect of rationalization etc.

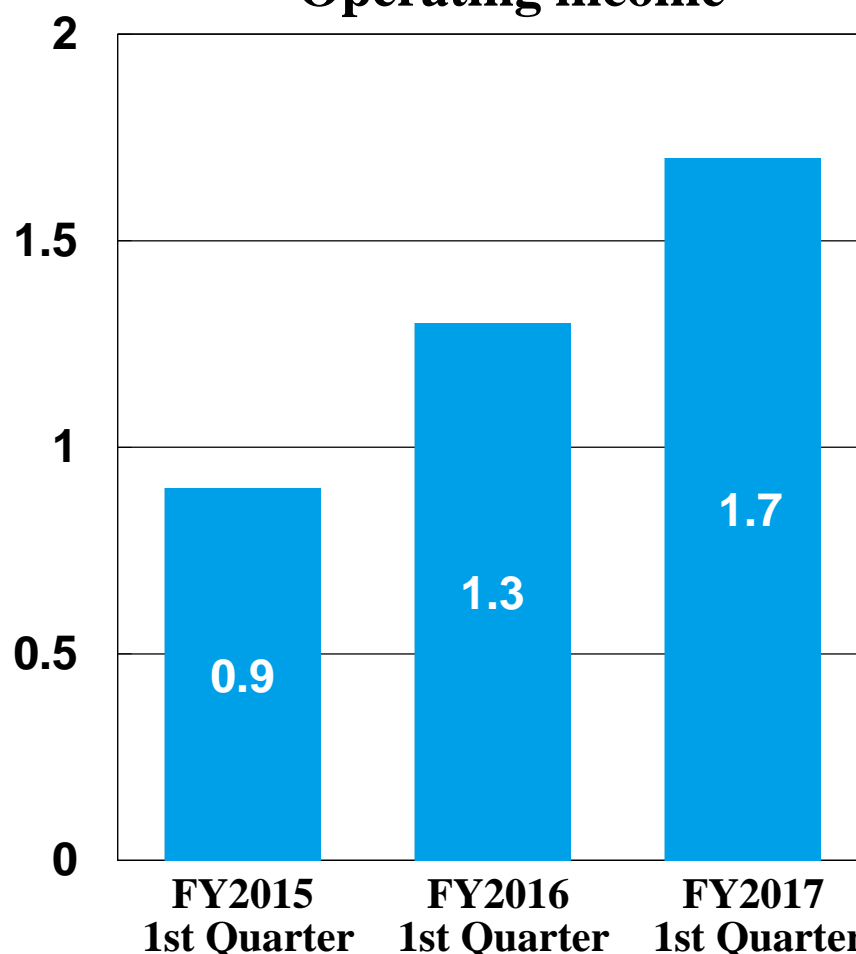
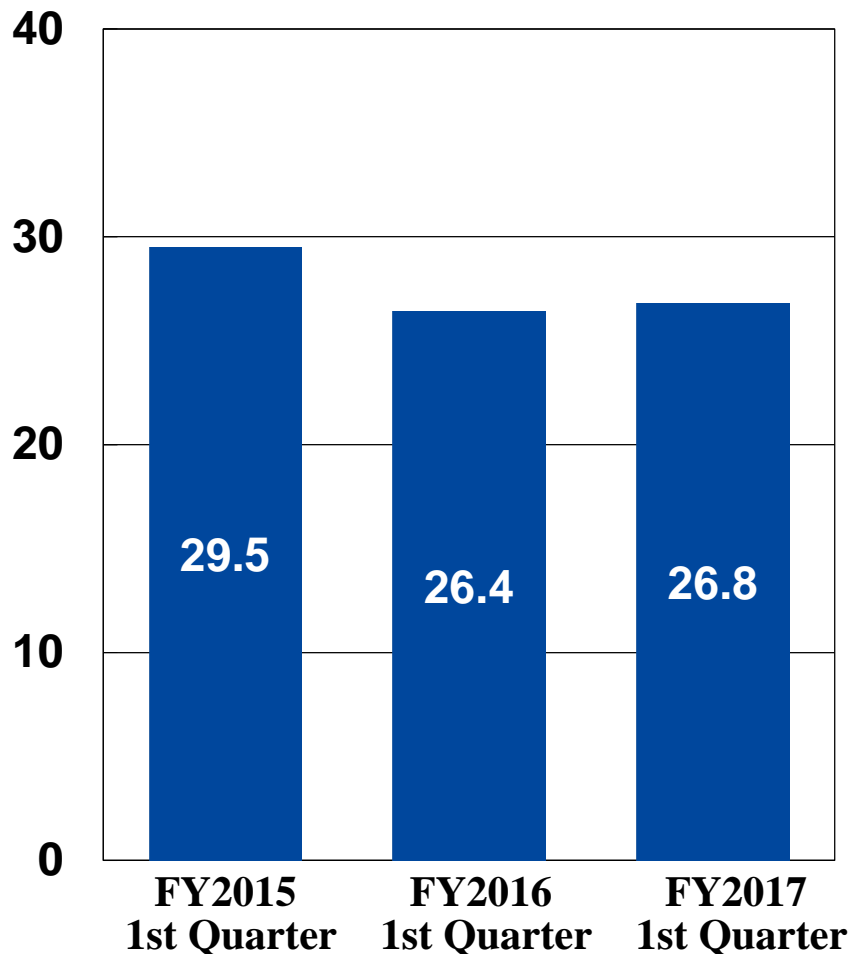
# Sales/Operating income by Region (The Americas)

(billion yen)

Net sales

(billion yen)

Operating income



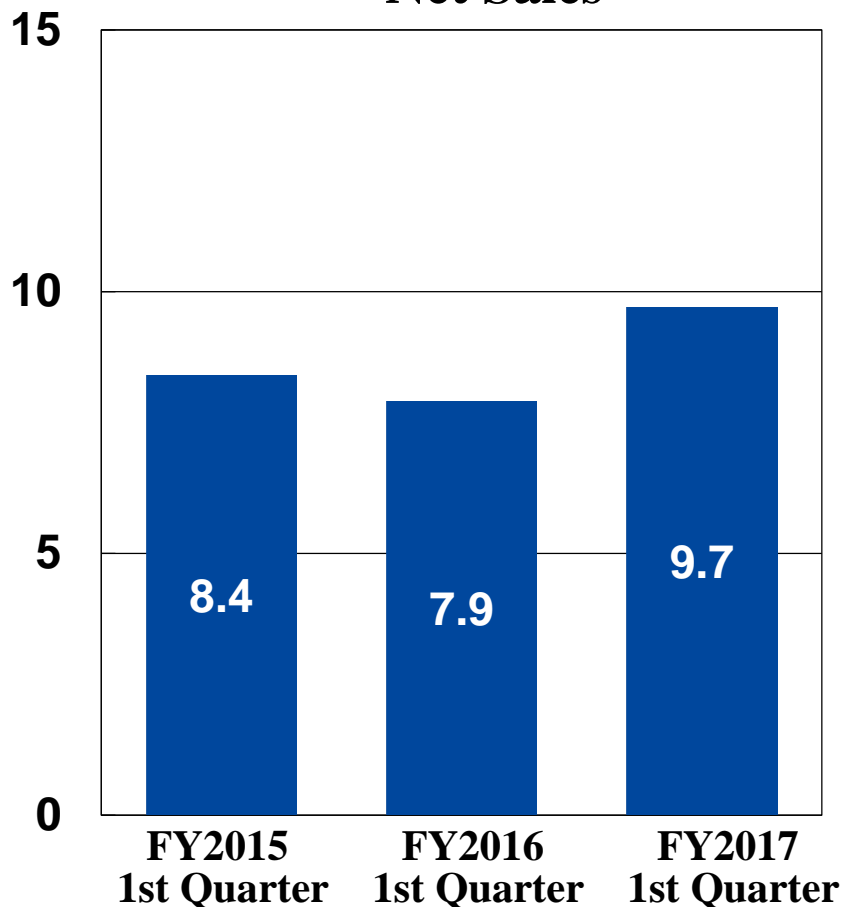
※ Sales increased by 1.5% despite the impact of exchange conversion.

※ Operating income increased by 30.8% due to the effect of rationalization etc.

# Sales/Operating income by Region (Europe)

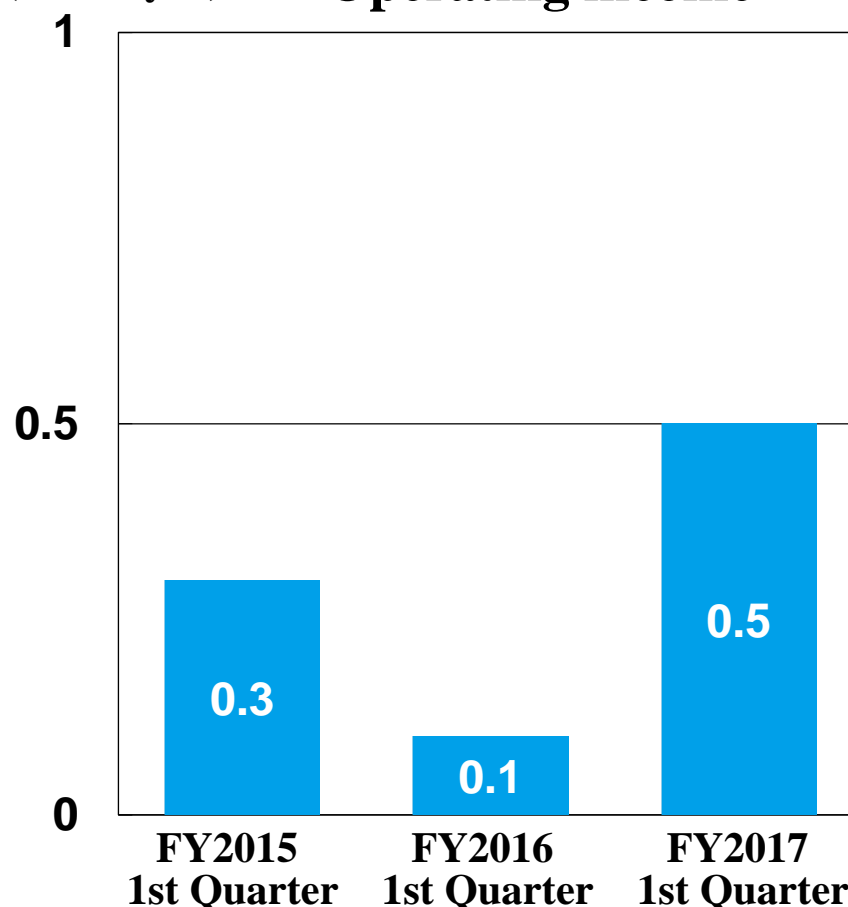
(billion yen)

## Net Sales



(billion yen)

## Operating income



※ Sales increased by 22.8% due to the effect from a production increase by our major customers etc. despite the impact of exchange conversion.

※ Operating income increased by 0.4 billion yen.

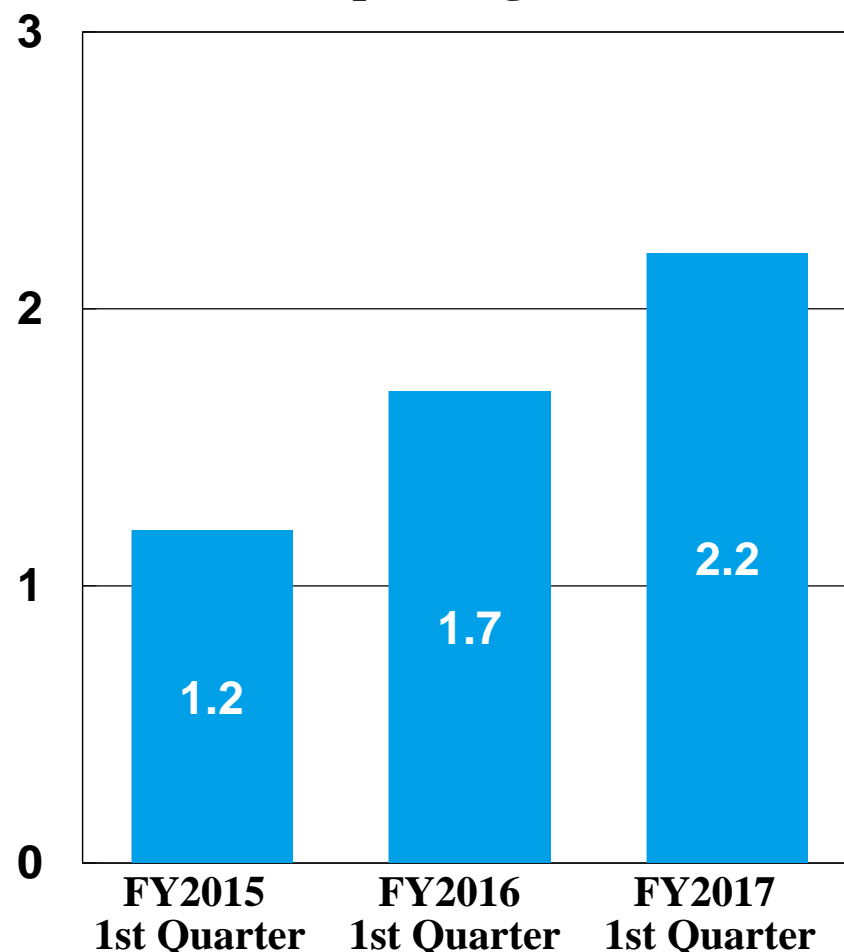
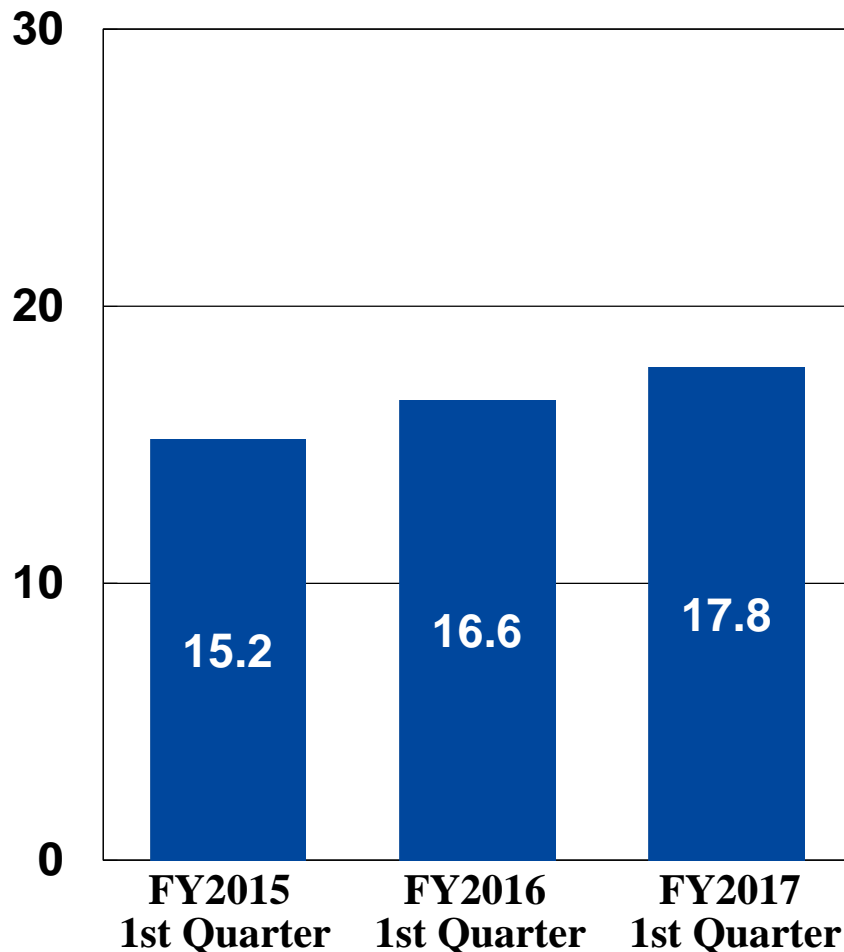
# Sales/Operating income by Region (Asia)

(billion yen)

Net Sales

(billion yen)

Operating income

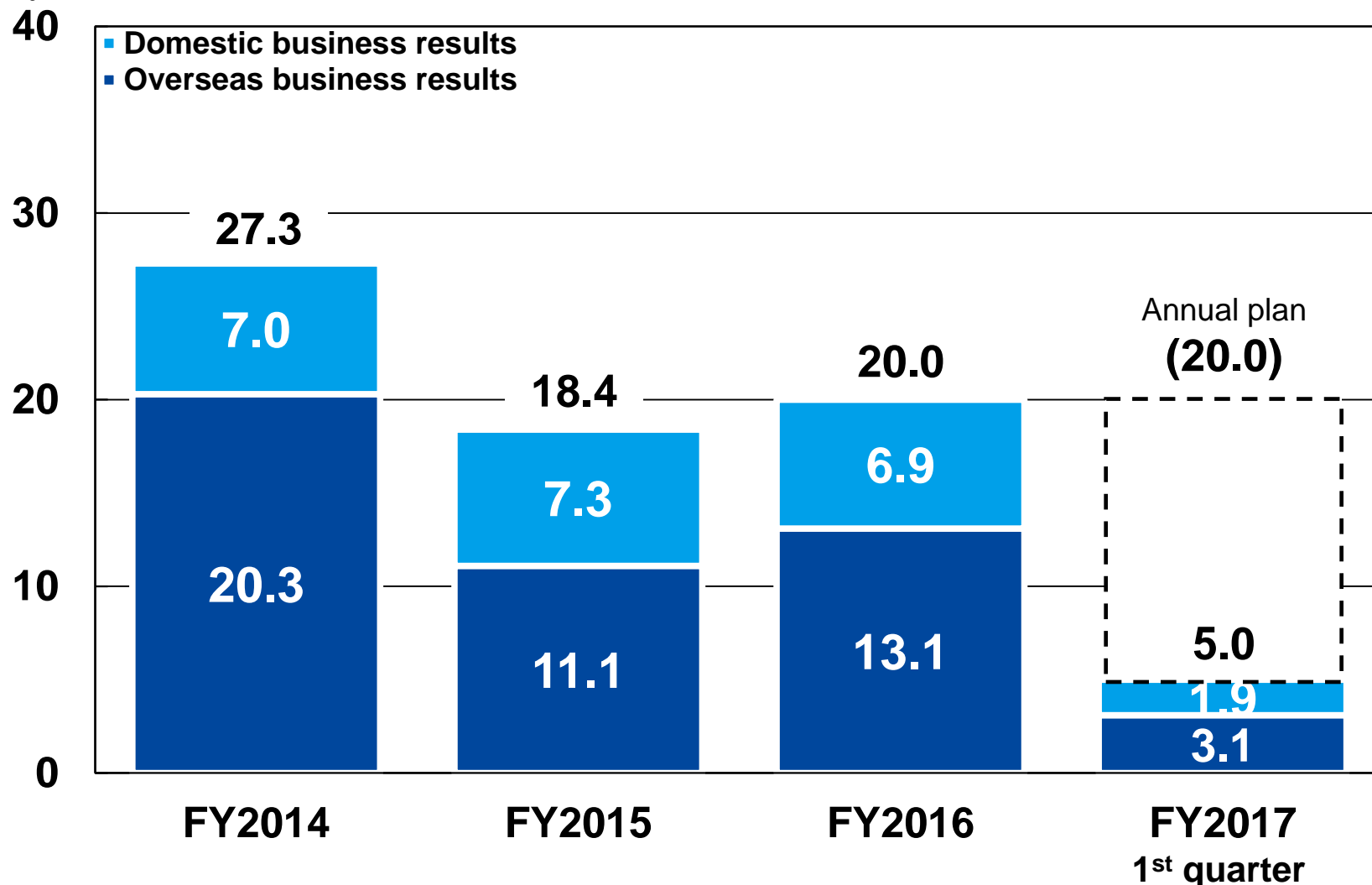


※ Sales increased by 7.2% due to the effect from a production increase by our major customers etc. despite the impact of exchange conversion .

※ Operating income increased by 29.4% due to the effect of rationalization etc.

# Transition in capital investment

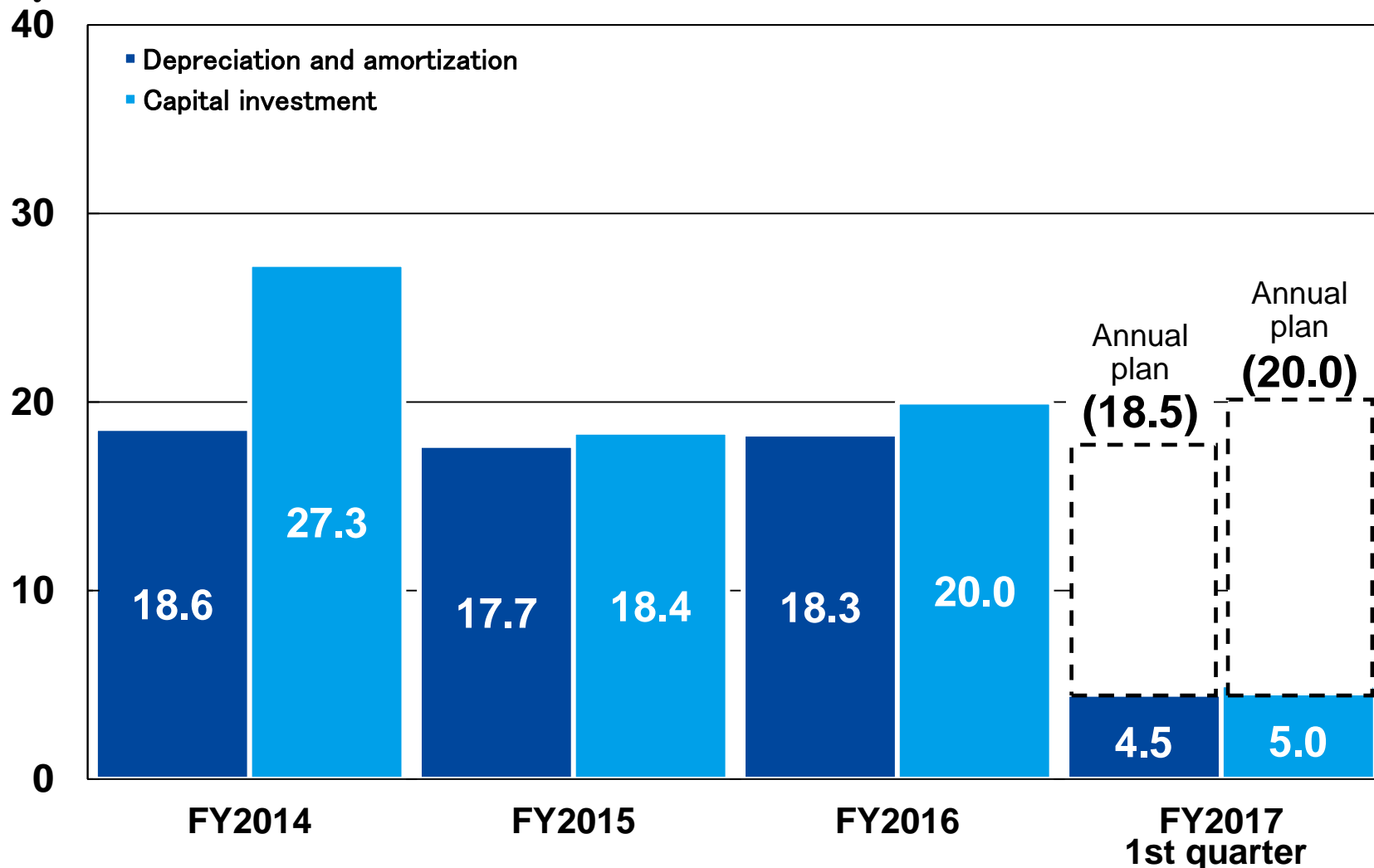
(billion yen)





# Transition of capital investment /depreciation and amortization

(billion yen)



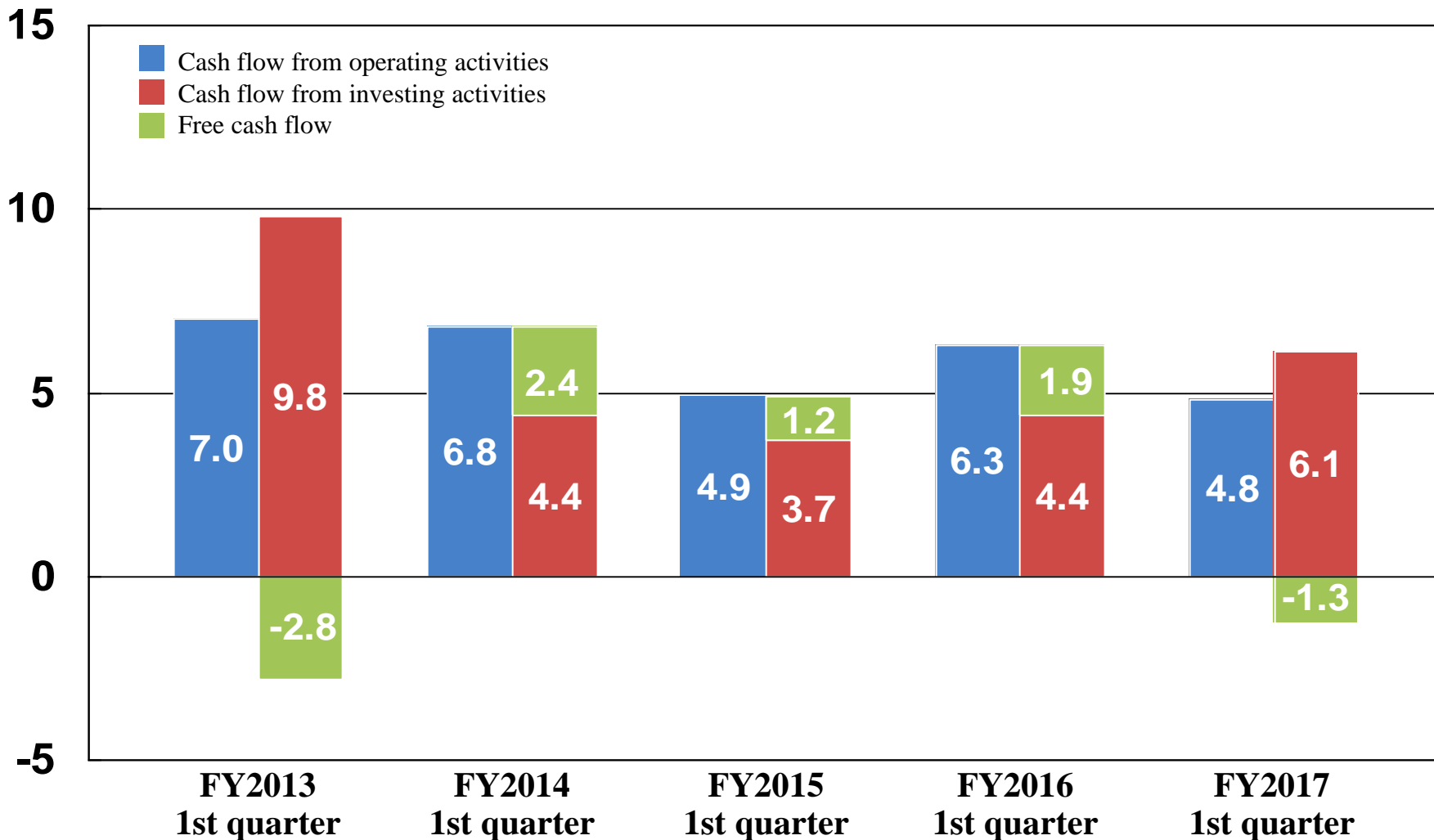
※ Both capital investment and depreciation and amortization have progressed nearly as planned.



# Cash flows

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(billion yen)

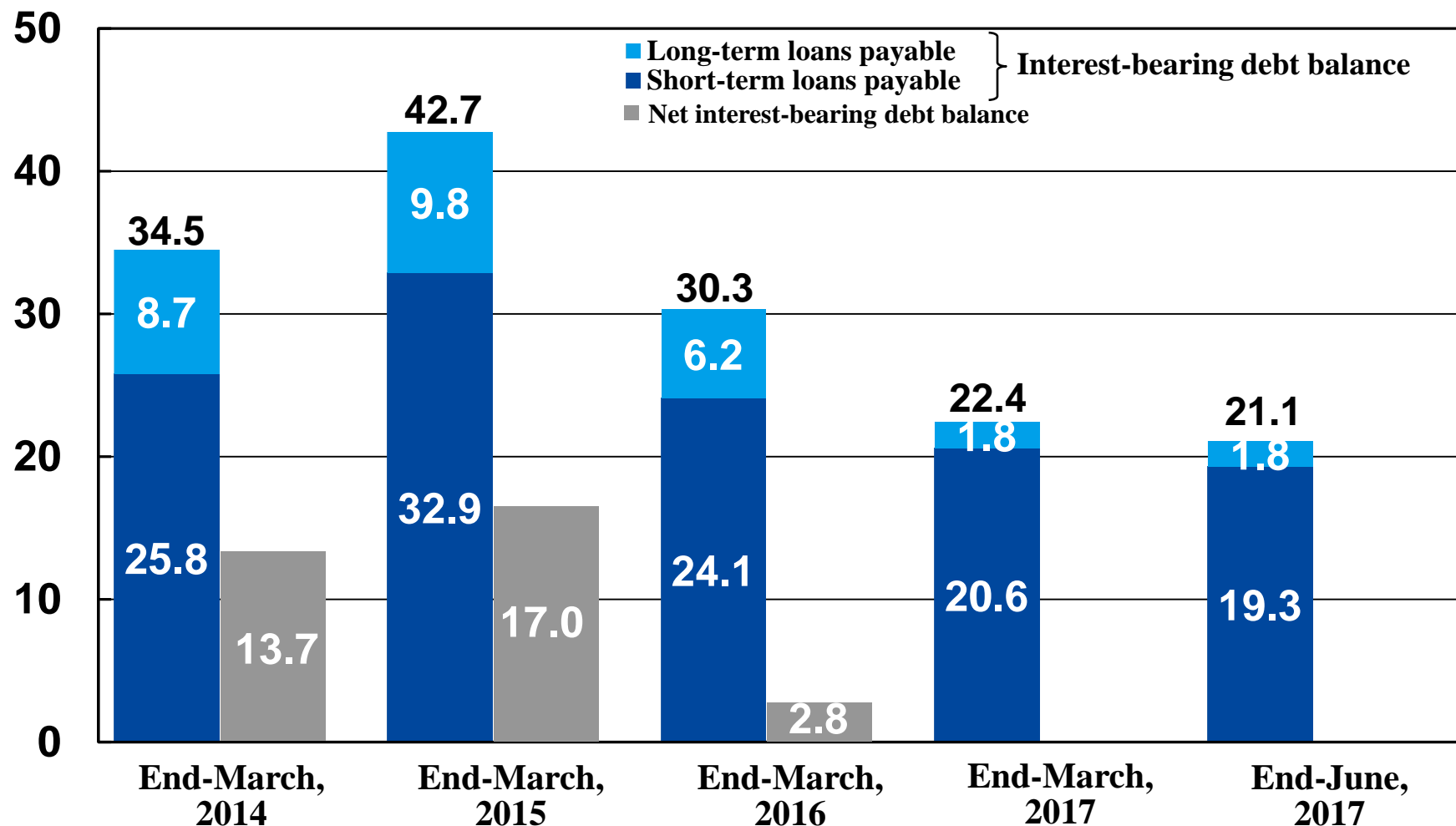


※ Free cash flow was negative due to investments toward the future such as the reinforcement or the production system maintenance of the overseas bases.



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

(billion yen)



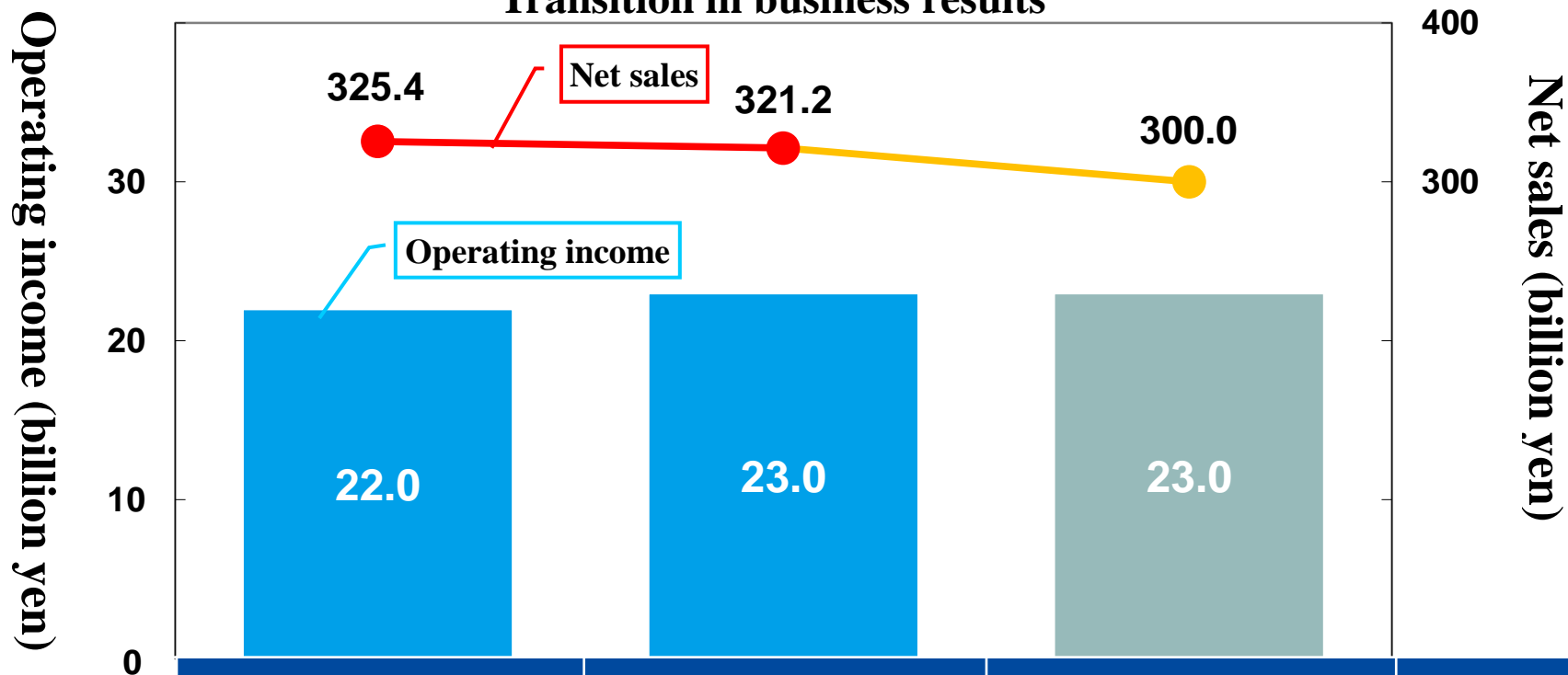
※ Interest-bearing debts decreased by 1.3 billion yen compared with the end-March, 2017



# 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



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	FY2016 1st Quarter		FY2017 1st Quarter		Annual plan
	Average for the period	term end	Average for the period	term end	
US \$	107.88	102.96	111.42	112.00	110.00
STG £	164.38	161.89	140.72	139.98	133.00
EURO	127.81	127.57	120.13	119.78	117.00
MEX \$	6.46	6.53	5.71	6.00	5.35
RMB	17.67	17.39	16.43	16.29	15.50
INR	1.61	1.53	1.73	1.73	1.65
THB	3.25	3.20	3.24	3.26	3.00
IDR	0.0086	0.0085	0.0084	0.0084	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