



UNIPRES CORPORATION

FY2020 2nd Quarter Financial Results





FY2020 2Q Financial Results

Forecast of FY2020



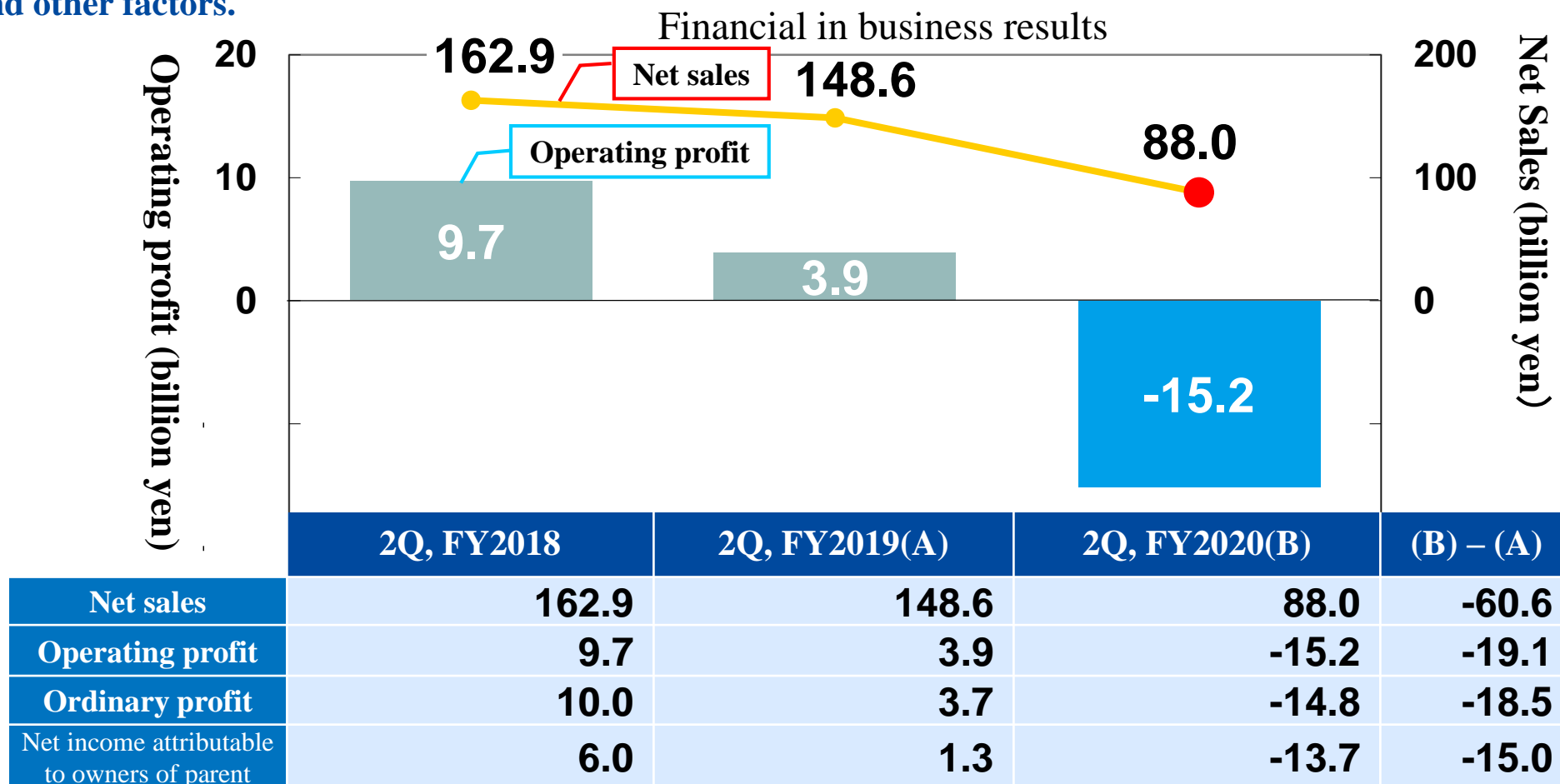
FY2020 2Q Financial Results

Key Highlights for Q2, FY2020 (consolidated-basis)

- 1. Net sales sharply decreased mainly due to the production cutbacks and shutdown of the operations associated with customers' reduced production that were caused by the global spread of corona virus (COVID-19) infection in addition to Forex impact.**
- 2. A loss in operating profit as fixed cost were not recovered because of a significant decline in net sales and other factors.**

Summary of Q2, FY2020

- Net sales decreased by 60.6 billion yen mainly due to the production cutbacks and shutdown of the operations associated with customers' reduced production that were caused by the global spread of corona virus (COVID-19) infection in addition to Forex impact.
- Operating profit was lost by 15.2 billion yen as fixed cost were not recovered because of a significant decline in net sales and other factors.



Consolidated Sales by Product Group

(billion yen)

	2Q, FY2019		2Q, FY2020		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	125.3	84.3%	73.4	83.4%	-51.9	-0.9%
Transmission products	20.8	14.0%	12.0	13.6%	-8.8	-0.4%
Plastic products	1.9	1.3%	1.1	1.3%	-0.8	0.0%
Other	0.6	0.4%	1.5	1.7%	+0.9	+1.3%
Total	148.6	100%	88.0	100%	-60.6	—

Consolidated Sales by Customer (Nissan Motor-related products)

- The composition ratio decreased by 3.7% mainly because of sales decrease of Nissan North America and Nissan Europe.

	2Q, FY2019		2Q, FY2020		Variance
	Sales	%	Sales	%	
Nissan Motor-related products Sub-total	124.1	83.5%	70.2	79.8%	-3.7%
Dongfeng Motor Company Limited	26.7	18.0%	17.5	19.9%	+1.9%
Nissan Motor	20.4	13.7%	13.9	15.8%	+2.1%
Nissan North America	19.4	13.0%	9.1	10.3%	-2.7%
JATCO (Incl. overseas operations)	16.6	11.2%	8.9	10.1%	-1.1%
Nissan Mexicana	16.2	10.9%	8.4	9.5%	-1.4%
Nissan Europe	9.6	6.5%	3.8	4.3%	-2.2%
Nissan Thailand	1.3	0.9%	3.0	3.4%	+2.5%
NISSAN SHATAI	5.6	3.8%	3.0	3.4%	-0.4%
Marelli Corporation. (Incl. overseas operations)	4.1	2.8%	1.6	1.8%	-1.0%
Renault Nissan India	3.1	2.1%	0.5	0.6%	-1.5%
Zhengzhou Nissan	0.2	0.1%	0.1	0.1%	0.0%
Nissan Indonesia	0.1	0.1%	0.01	0.0%	-0.1%

(billion yen)

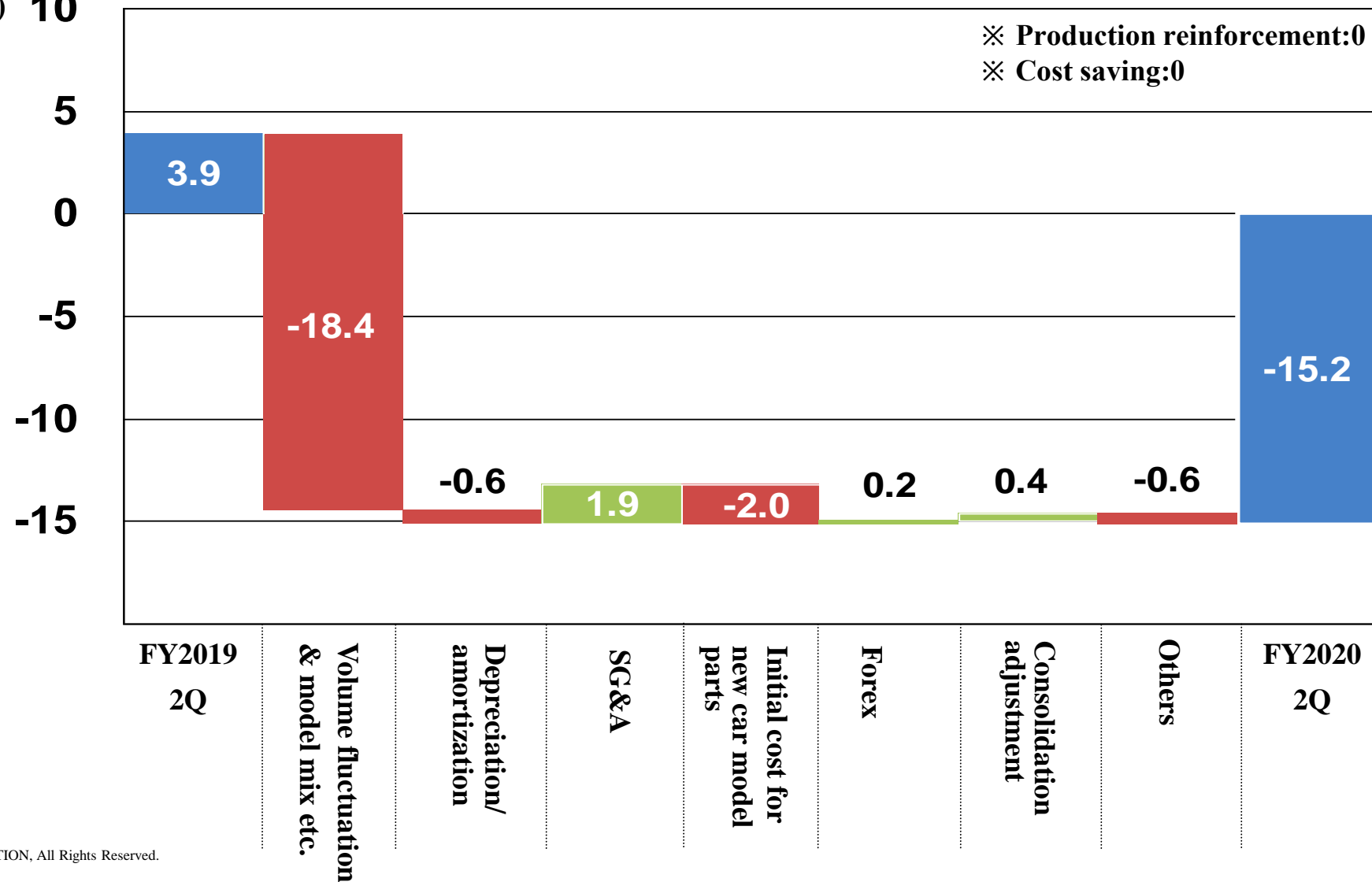
Consolidated Sales by Customer (Other Customers)

- The composition ratio rose by 3.7% due to sales increase of Groupe PSA and AISIN AW CO.,LTD.

			2Q, FY2019		2Q, FY2020		Variance	(billion yen)
			Sales	%	Sales	%		
Other Customers			24.5	16.5%	17.8	20.2%	+3.7%	
	Incl.)	Honda of America Mfg., Inc.	3.2	2.2%	2.2	2.5%	+0.3%	
	Honda	Honda Motor Co., Ltd.	1.4	1.0%	1.1	1.2%	+0.2%	
		Honda of The U.K. Manufacturing Ltd.	2.0	1.3%	0.9	1.0%	-0.3%	
		Honda De Mexico, S.A. De C.V.	1.8	1.2%	0.8	0.9%	-0.3%	
		P.T. Honda Prospect Motor	0.6	0.4%	0.3	0.3%	-0.1%	
	Renault S.A.S.		3.1	2.1%	2.0	2.2%	+0.1%	
	AISIN AW CO., LTD. (Incl. overseas operations)		1.3	0.9%	1.4	1.6%	+0.7%	
	Groupe PSA		1.1	0.7%	1.4	1.6%	+0.9%	
	Mazda	Mazda Motor Corporation	1.2	0.8%	0.8	0.9%	+0.1%	
		Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.3	0.2%	0.2	0.3%	+0.1%	
	Dynax Corporation (Incl. overseas operations)		1.0	0.7%	0.5	0.6%	-0.1%	
	SUBARU CORPORATION		0.8	0.5%	0.4	0.5%	0.0%	
	NSK-Warner K.K.		0.2	0.1%	0.2	0.2%	+0.1%	
	Daihatsu Motor Co., Ltd.		0.2	0.1%	0.1	0.2%	+0.1%	
	MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)		1.1	0.8%	0.1	0.1%	-0.7%	
	SUZUKI MOTOR CORPORATION (Incl. overseas operations)		0.5	0.3%	0.1	0.1%	-0.2%	
	Musashi Seimitsu Industry Co., Ltd.		0.1	0.1%	0.1	0.1%	0.0%	
	Hino Motors, Ltd. (Incl. overseas operations)		0.1	0.1%	0.1	0.1%	0.0%	
	UD Trucks Corporation		0.1	0.1%	0.1	0.1%	0.0%	
	Isuzu Motors Limited (Incl. overseas operations)		0.1	0.1%	0.1	0.1%	0.0%	

Operating Profit Variance Analysis

(billion yen) 10

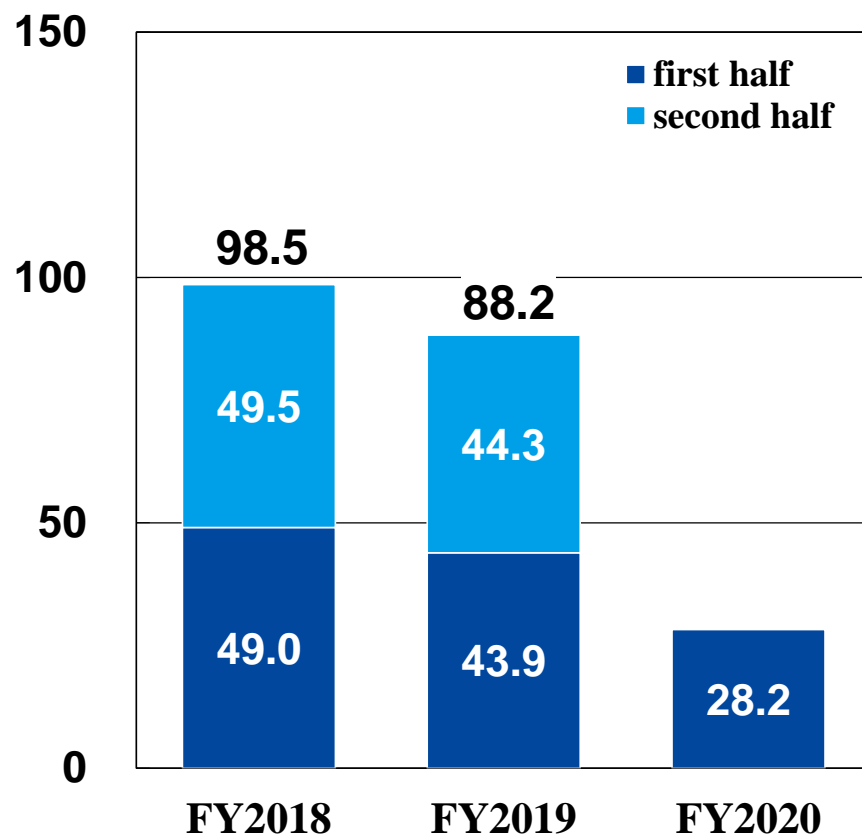


Sales/Operating Profit by Region (Japan)

- Net sales dropped by 35.8% due to customers' reduced production caused by the spread of corona virus and other factors.
- Operating profit was lost by 9.6 billion yen because of the increase of new model parts launching cost, etc.

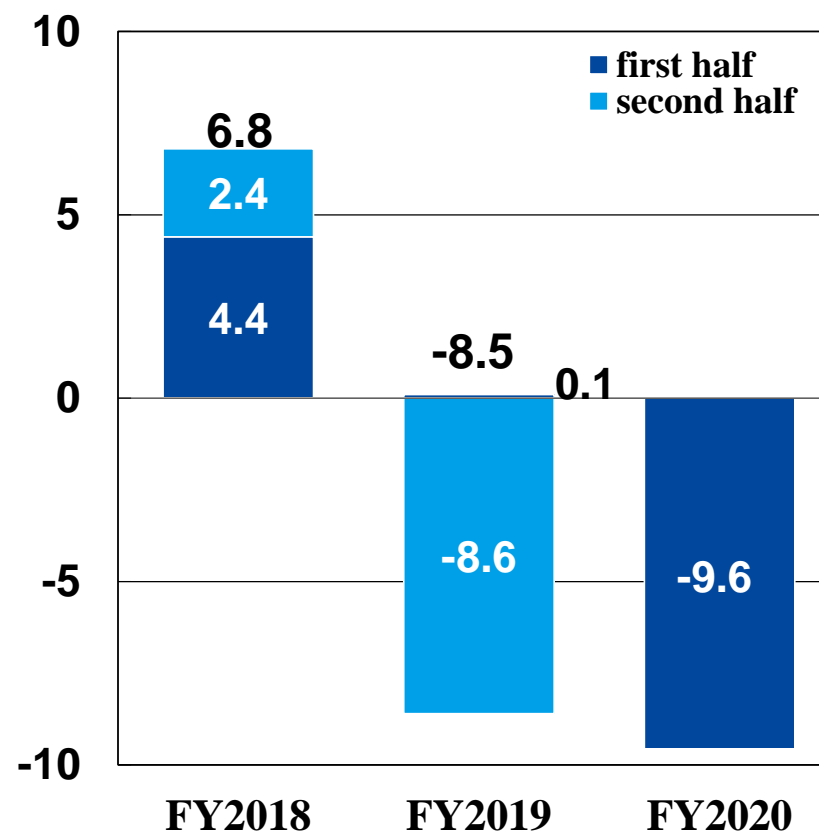
(billion yen)

Net Sales



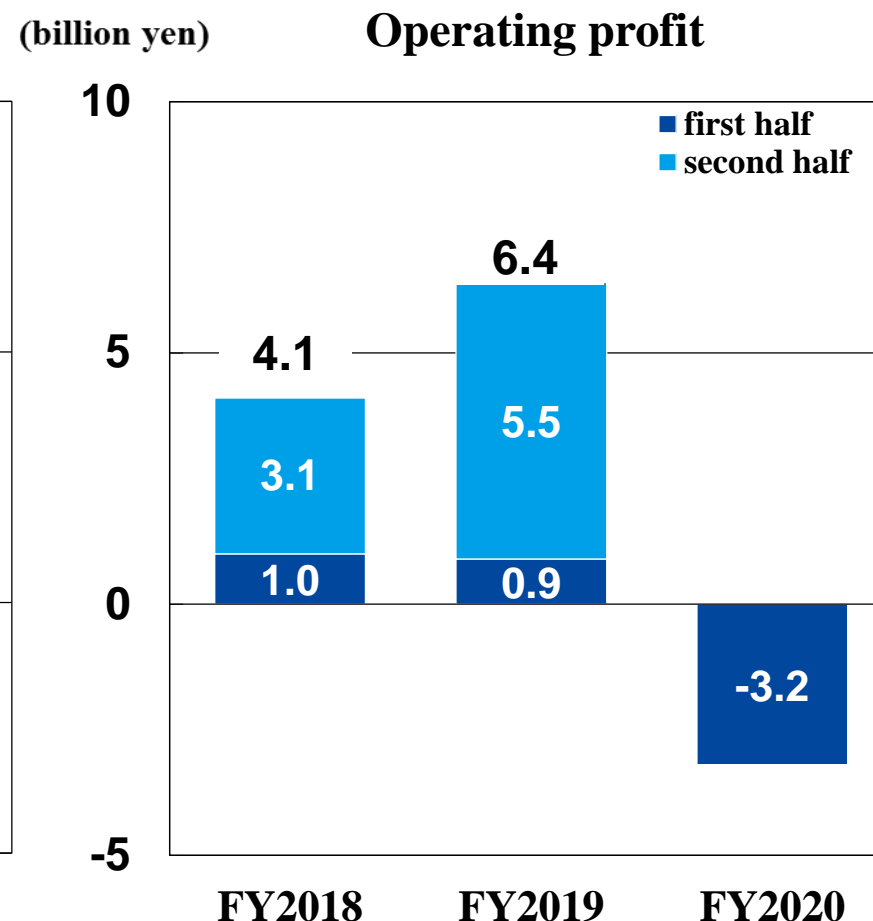
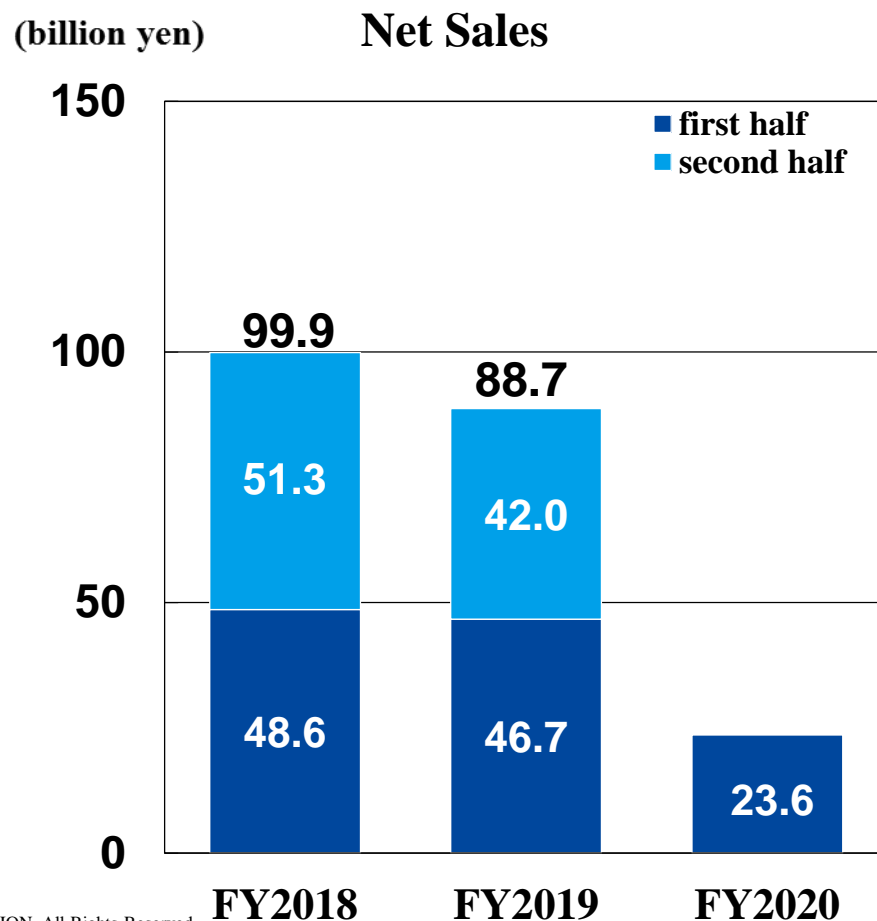
(billion yen)

Operating profit



Sales/Operating Profit by Region (The Americas)

- Net sales dropped by 49.5% due to customers' reduced production and shutdown of the customers' operations in response to the stay-at-home order and movement control order that had been caused by the spread of corona virus in addition to Forex impact.
- Operating profit was lost by 3.2 billion yen.

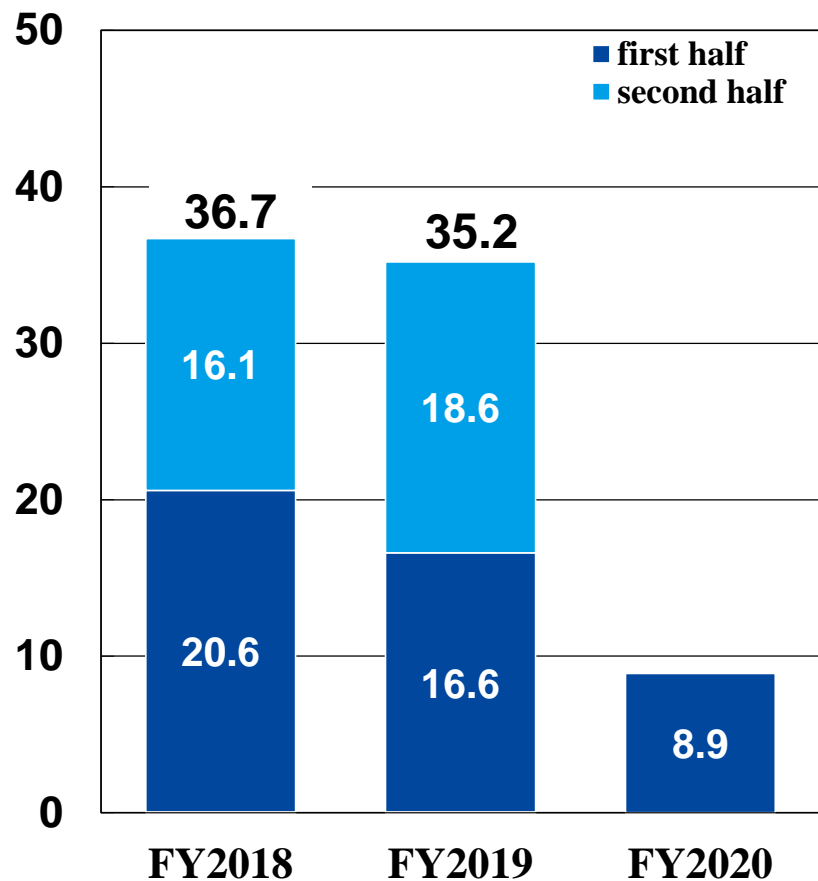


Sales/Operating Profit by Region (Europe)

- Net sales dropped by 46.4% due to customers' reduced production caused by the spread of corona virus and Forex impact, etc.
- Operating profit was lost by 2.6 billion yen.

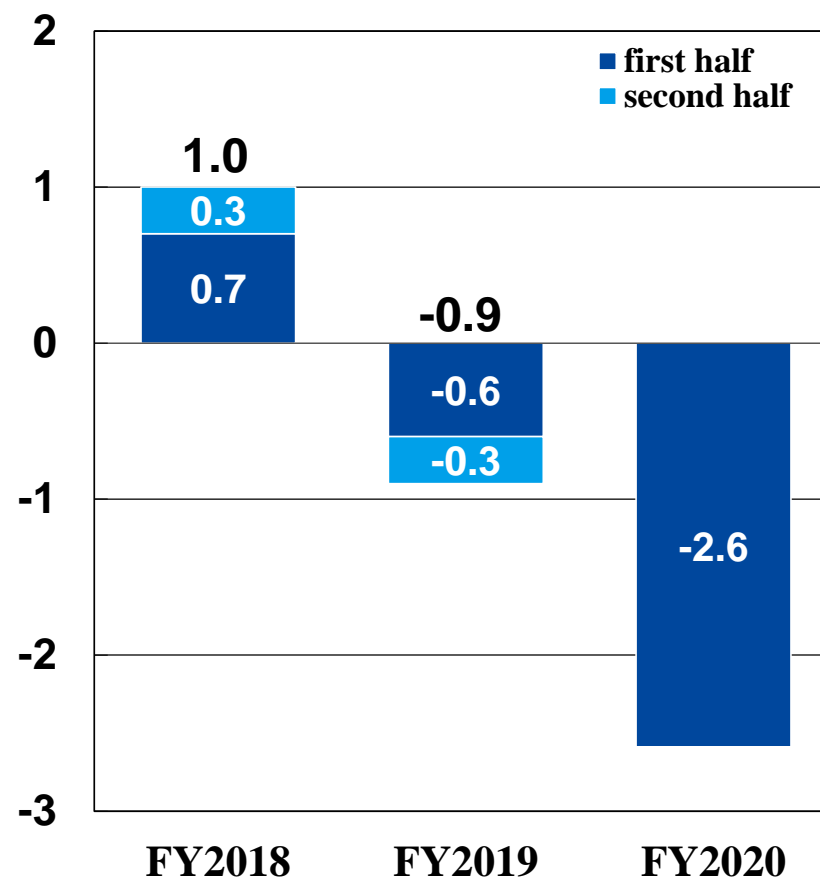
(billion yen)

Net sales



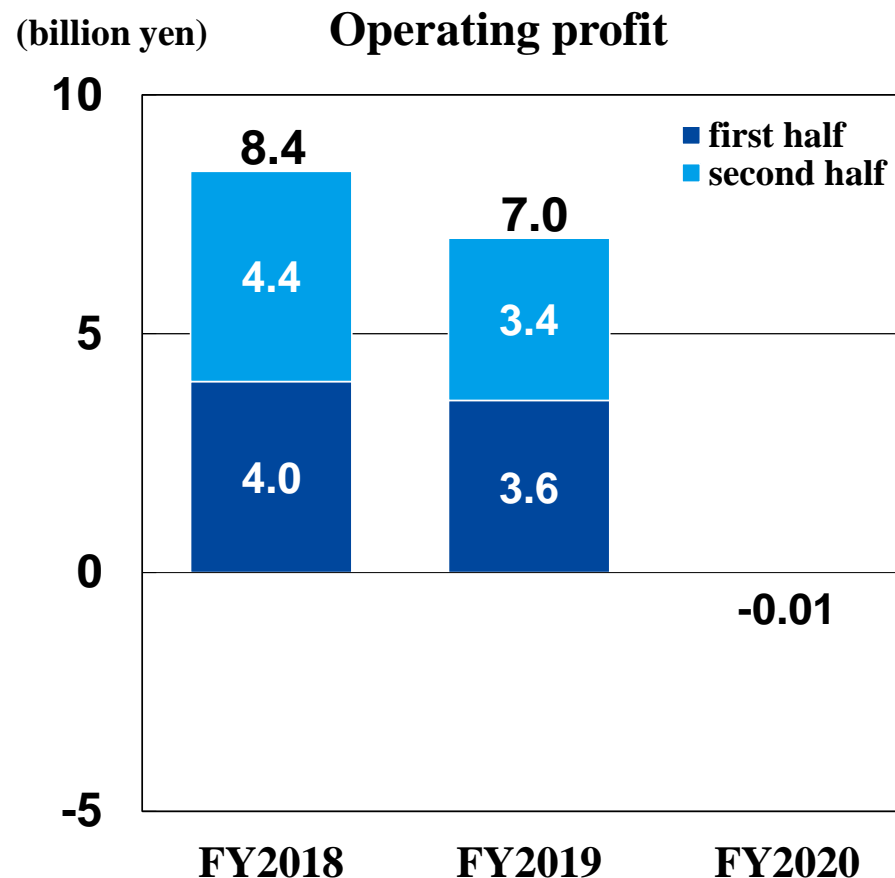
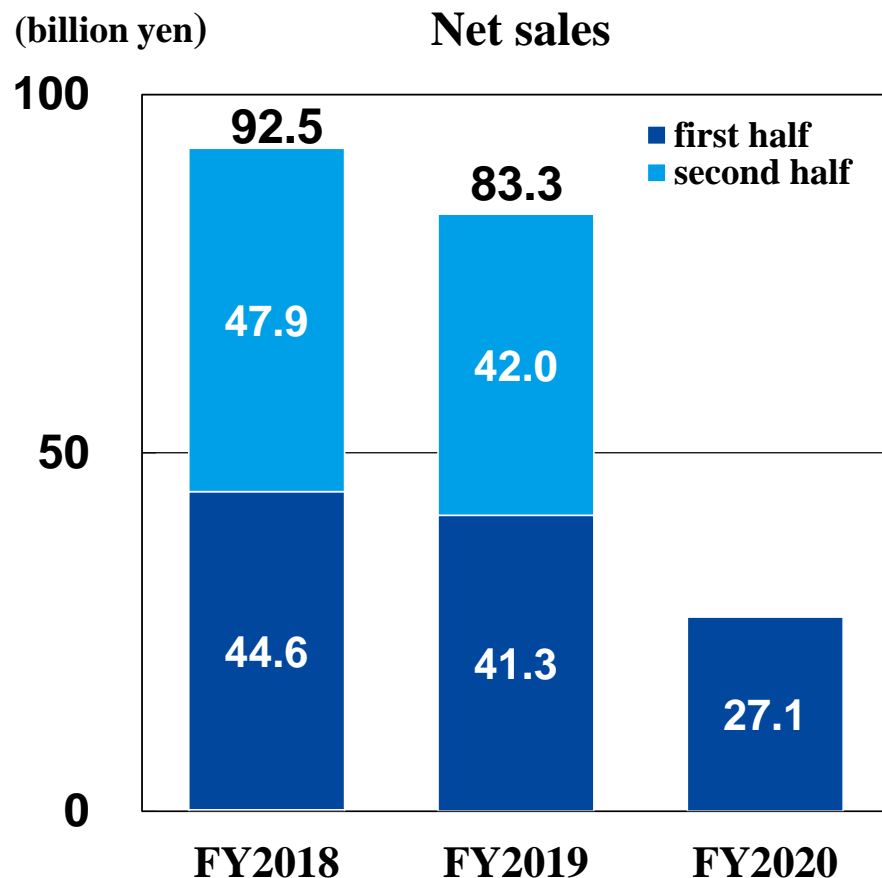
(billion yen)

Operating profit



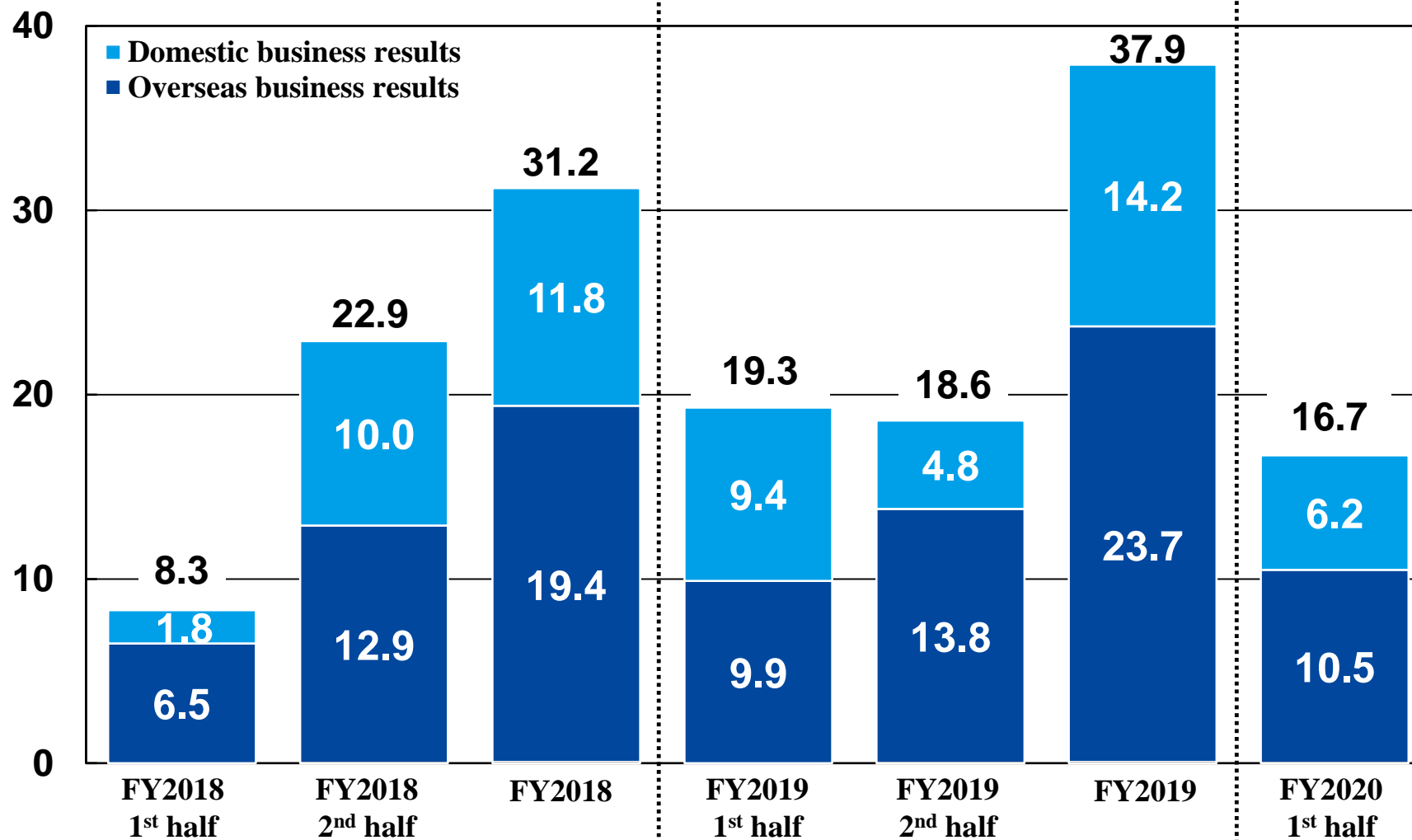
Sales/Operating Profit by Region (Asia)

- Net sales dropped by 34.4% due to customers' reduced production and shutdown of the customers' operations in response to the stay-at-home order and movement control order that had been caused by the spread of corona virus in addition to Forex impact.
- Operating profit was lost by 10 million yen.



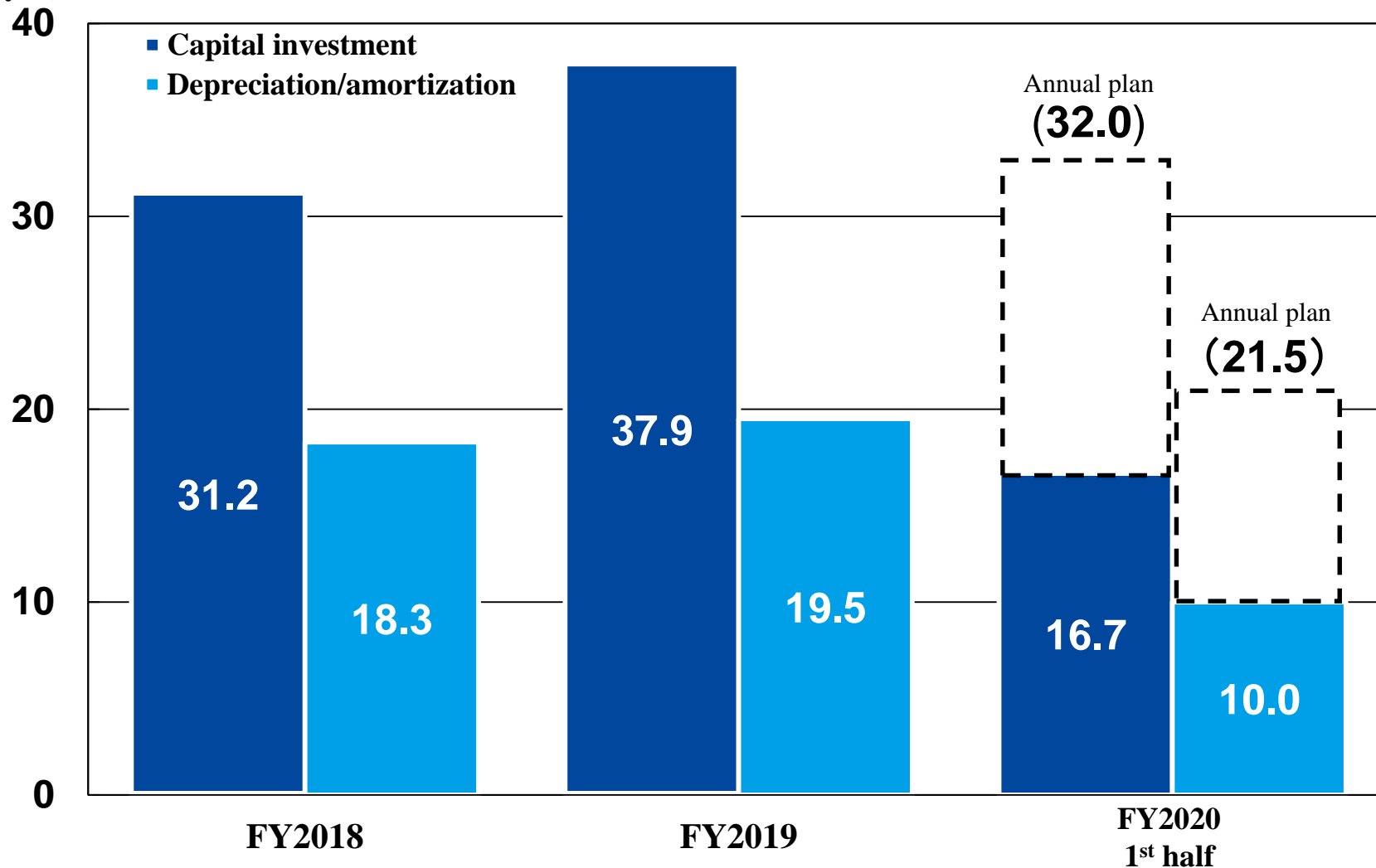
Capital Investment

(billion yen)



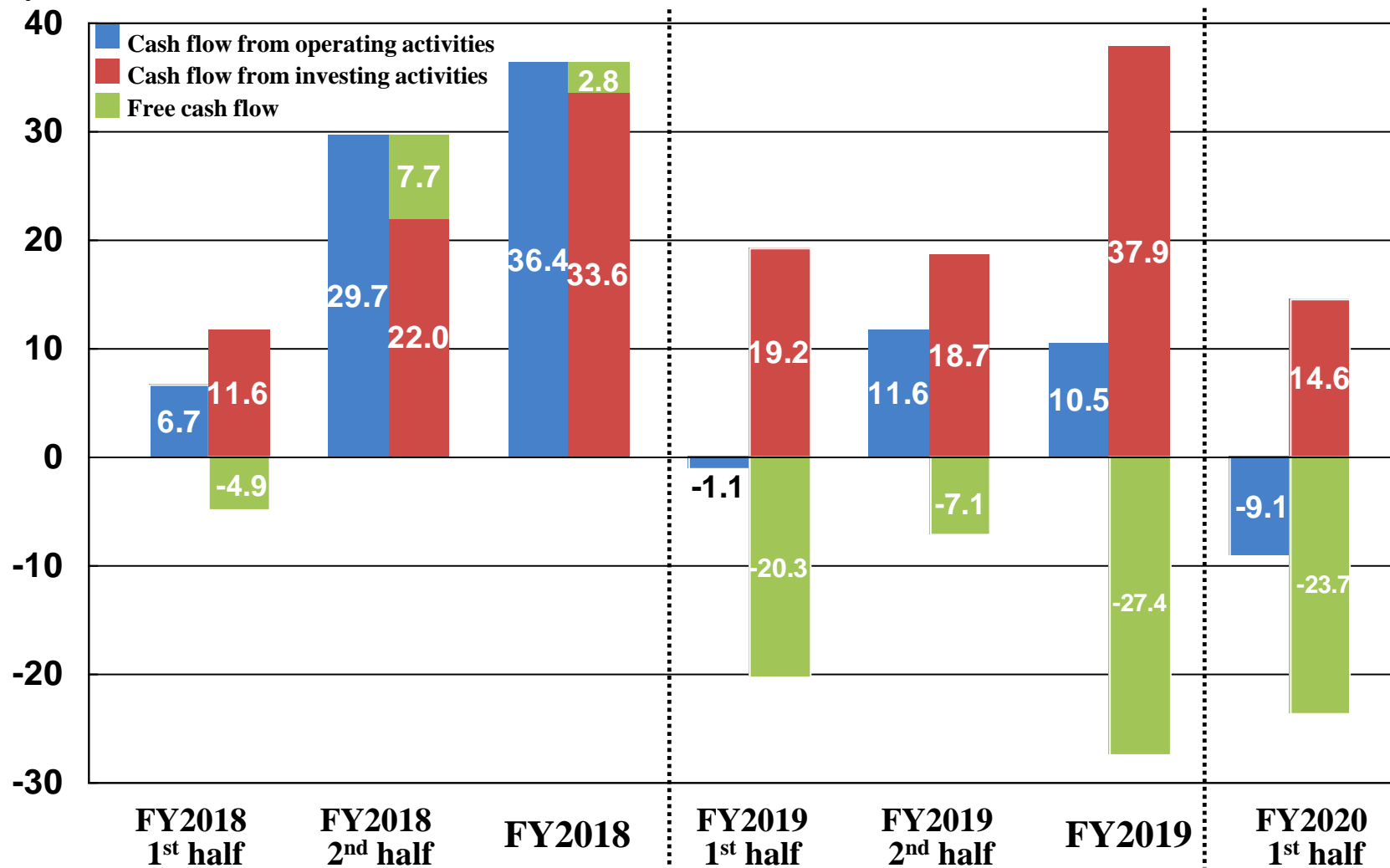
Capital Investment & Depreciation / Amortization

(billion yen)



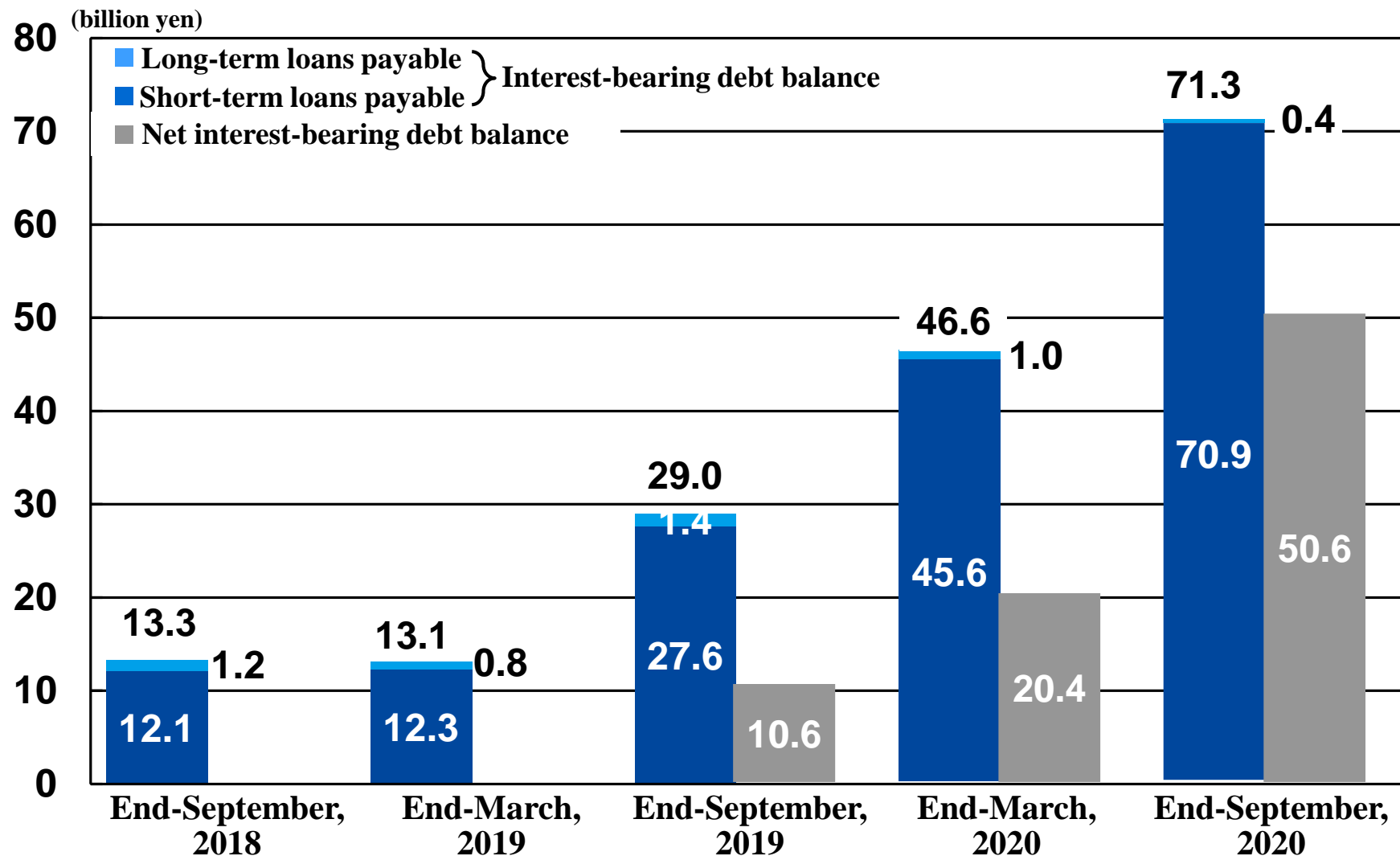
Cash Flows

(billion yen)



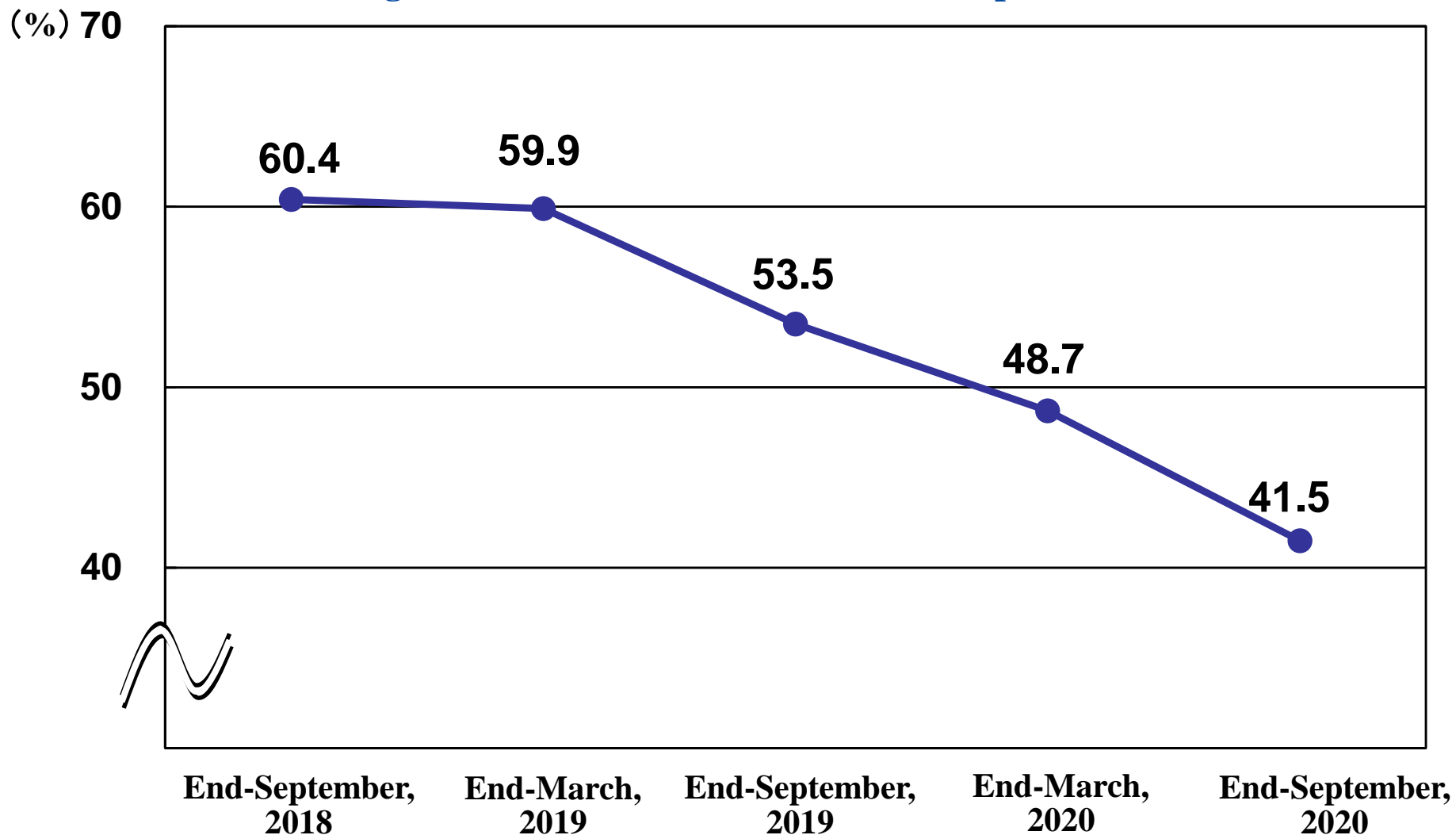
Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts increased by 24.7 billion yen compared with the end-March, 2020.
- Net interest-bearing debts including cash and deposits was 50.6 billion yen.



Changes in Equity-to-total Assets

- The ratio decreased by 7.2% to 41.5% compared to the end of March 2020 due to the recording of net loss attributable to owners of parent.



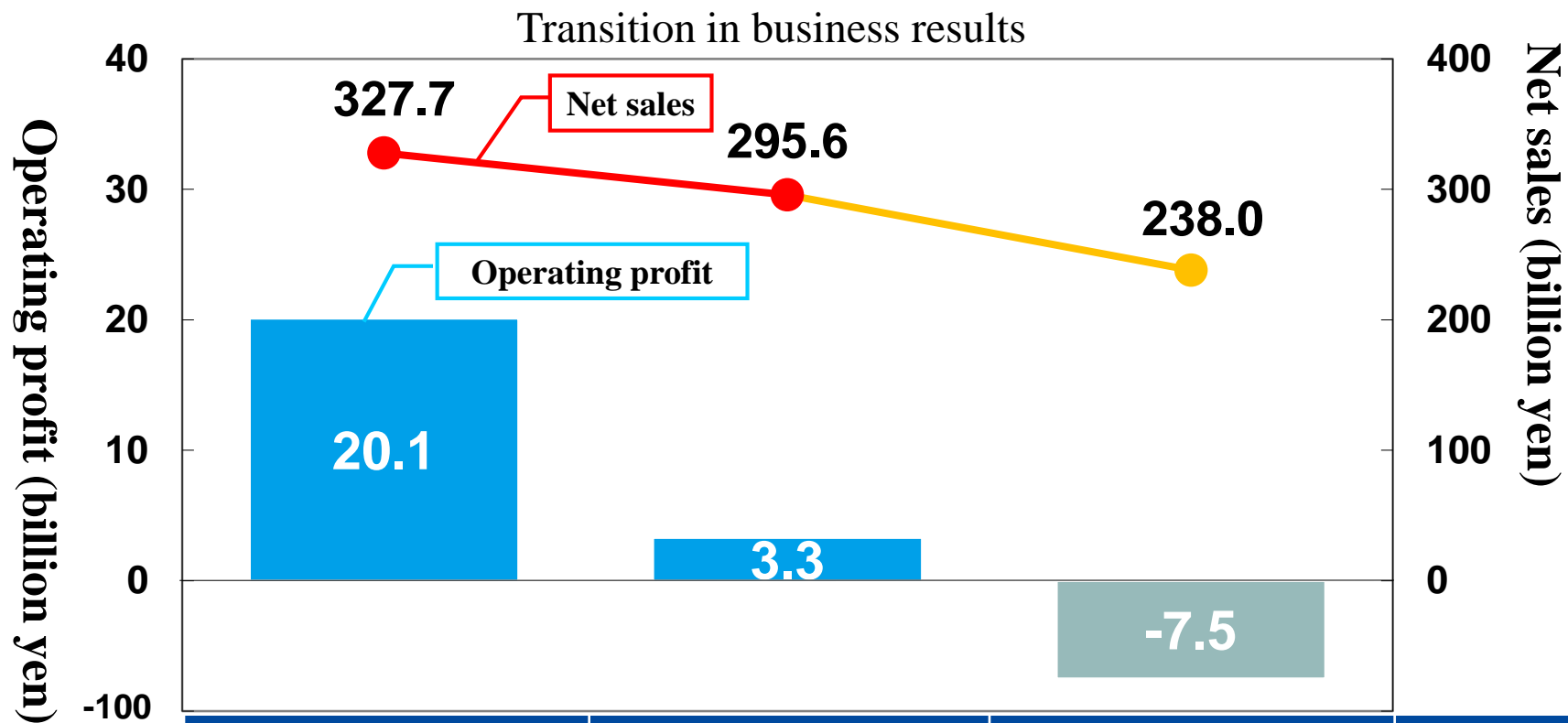


Forecast of FY2020

2020 Consolidated Business Forecast Highlights

- 1. Net sales forecast to decline mainly due to customers' production decreased and Forex impact.**
- 2. Operating profit forecast to decrease due to sales decline.**
- 3. Large capital investment is projected due to investment of model change including hot stamping.**

Consolidated Business Forecast for FY2020



	FY2018	FY2019 (A)	FY2020 forecast (B)	(B) - (A)
Net sales	327.7	295.6	238.0	-57.6
Operating profit	20.1	3.3	-7.5	-10.8
Ordinary profit	20.9	3.4	-7.5	-10.9
Net income attributable to owners of parent	12.8	-3.9	-11.0	-7.1



UNIPRES

	2Q, FY2019		2Q, FY2020		(yen)
	Average for the period	term end	Average for the period	term end	Preconditions of FY2020 forecast
US \$	108.68	107.96	106.33	105.81	105.60
STG £	142.37	136.53	135.92	132.48	132.00
EURO	124.07	122.46	119.40	121.05	119.70
MEX \$	5.73	5.62	4.99	4.66	4.85
RMB	16.23	15.68	15.32	15.23	15.16
INR	1.56	1.53	1.43	1.44	1.44
THB	3.49	3.51	3.41	3.49	3.41
IDR	0.0078	0.0076	0.0074	0.0076	0.0074

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