



UNIPRES CORPORATION

Financial Results of FY2020





Full-year Results for Fiscal Year 2020

Forecast of Fiscal Year 2021

Medium-term Management Plan



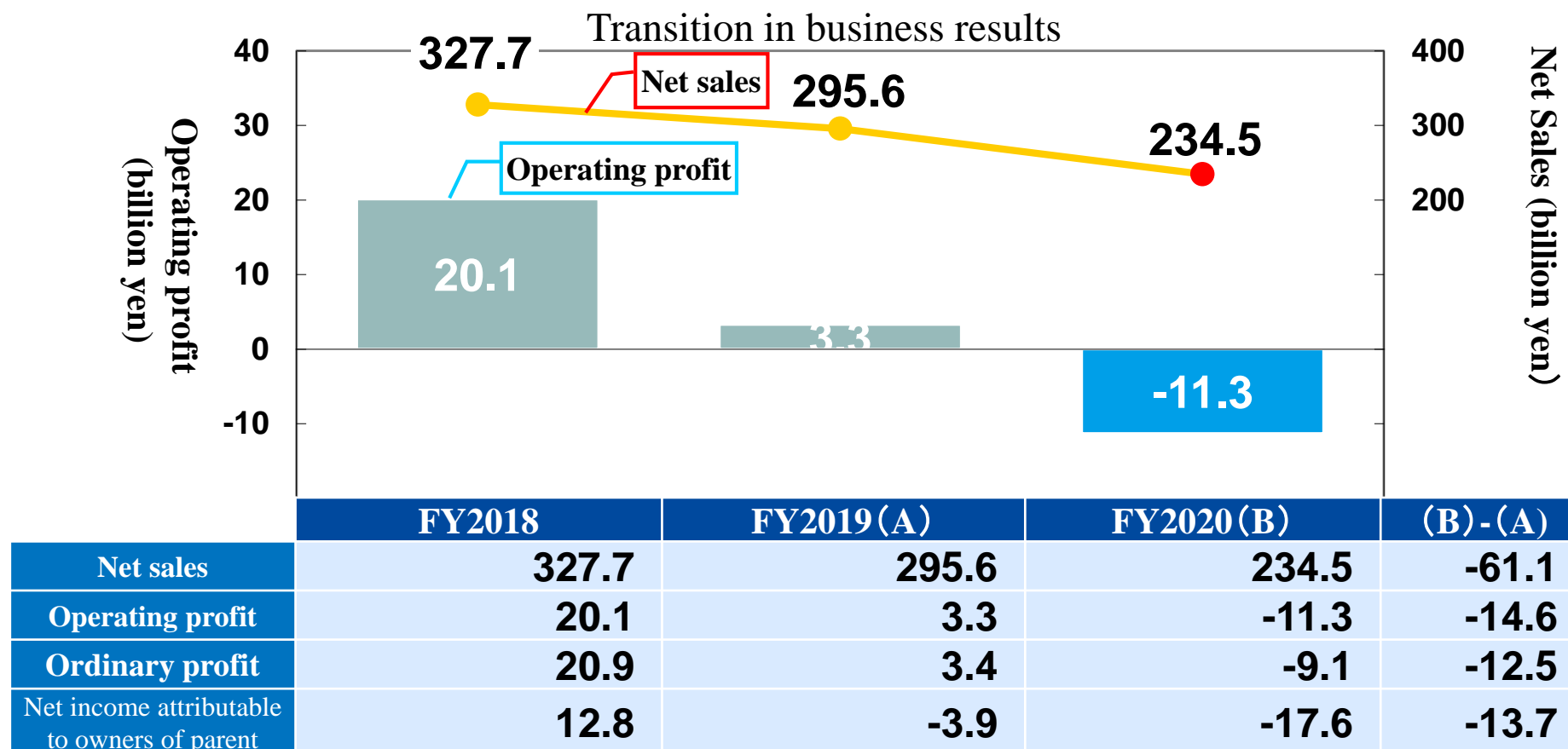
Full-year Results for Fiscal Year 2020

Fiscal Year 2020 Financial Highlights

- 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.**

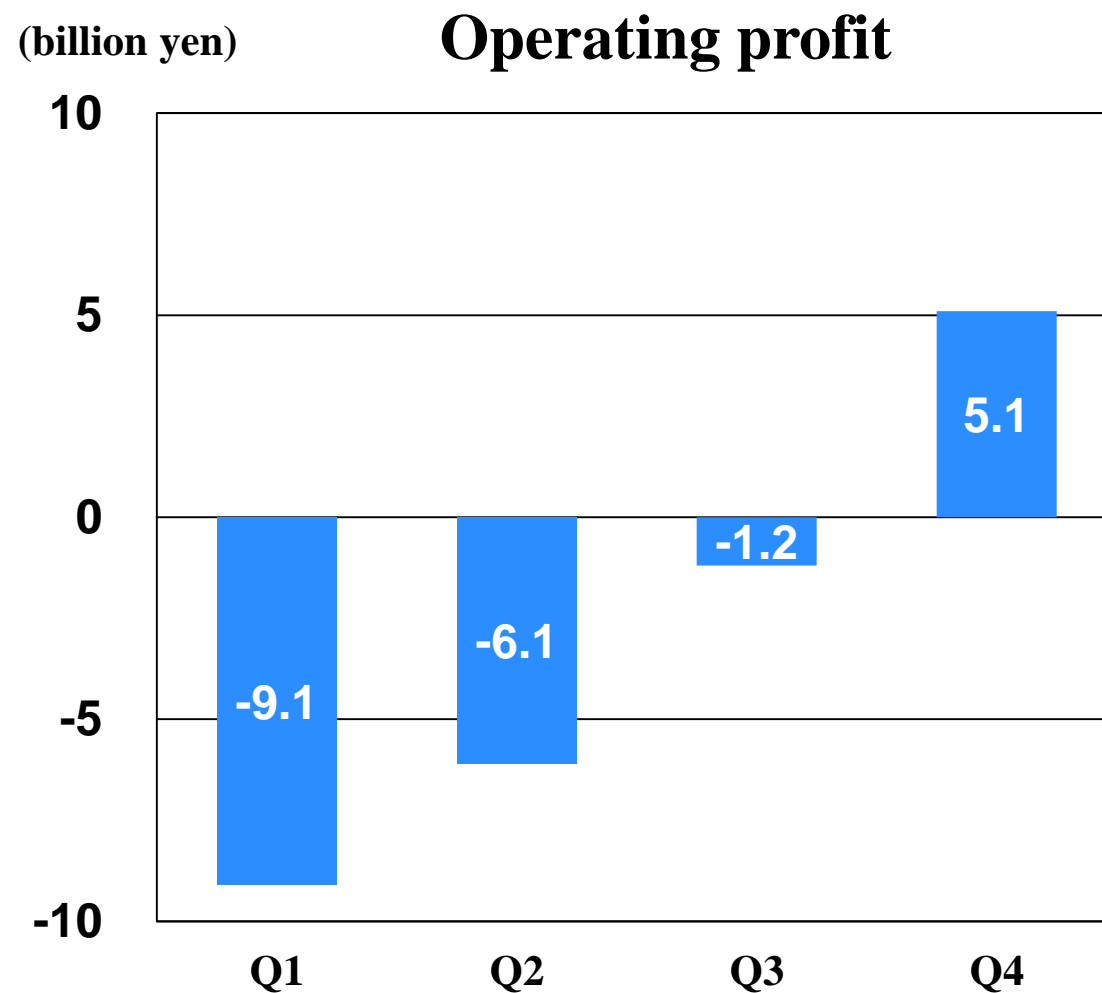
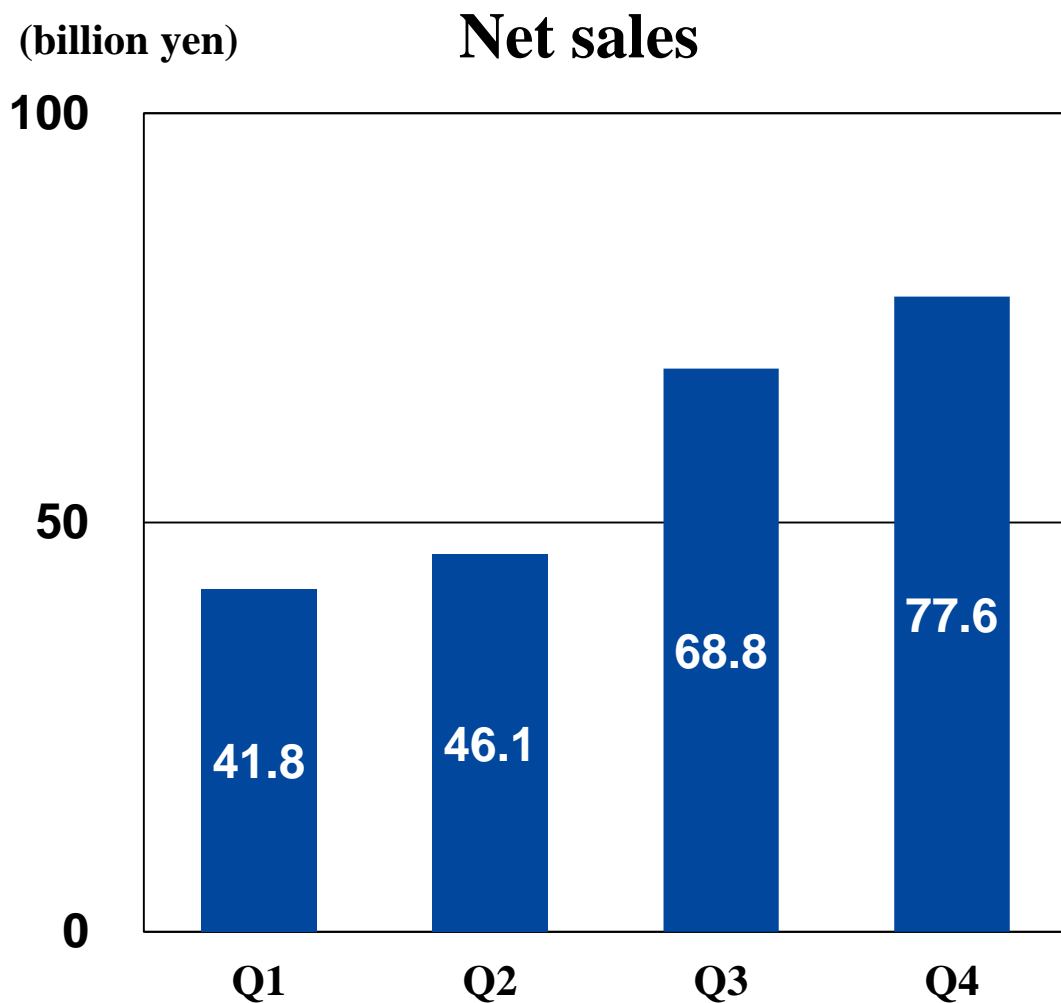
Consolidated Financial Results for FY2020

- Net sales decreased by 61.1 billion yen mainly due to, in addition to Forex impact, the production cutbacks and shutdown of the operations associated with customers' production decline that were caused by the global spread of the COVID-19 infection.
- Operating loss was 11.3 billion yen as fixed cost was unable to be recovered due to sharp drop of sales.
- Net income attributable to owners of parent was lost by 17.6 billion yen as a result of recording impairment loss of 5.3 billion yen mainly for some business-use assets.



Consolidated Financial Results by Quarter

- Although the both sales and profit for the year were in decline, recovery was made every quarter and positive profit was achieved at the fourth quarter.



Consolidated Sales by Product Group

(billion yen)

	FY2019		FY2020		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	249.8	84.5%	195.9	83.5%	-53.9	-1.0%
Transmission products	40.3	13.7%	33.1	14.1%	-7.2	+0.4%
Plastic products	3.7	1.2%	3.0	1.3%	-0.7	+0.1%
Other	1.8	0.6%	2.5	1.1%	+0.7	+0.5%
Total	295.6	100%	234.5	100%	-61.1	—

Consolidated Sales by Customer (Nissan Motor-related Products)

- The composition ratio decreased by 0.4% mainly due to declining sales of Nissan Europe.

(billion yen)

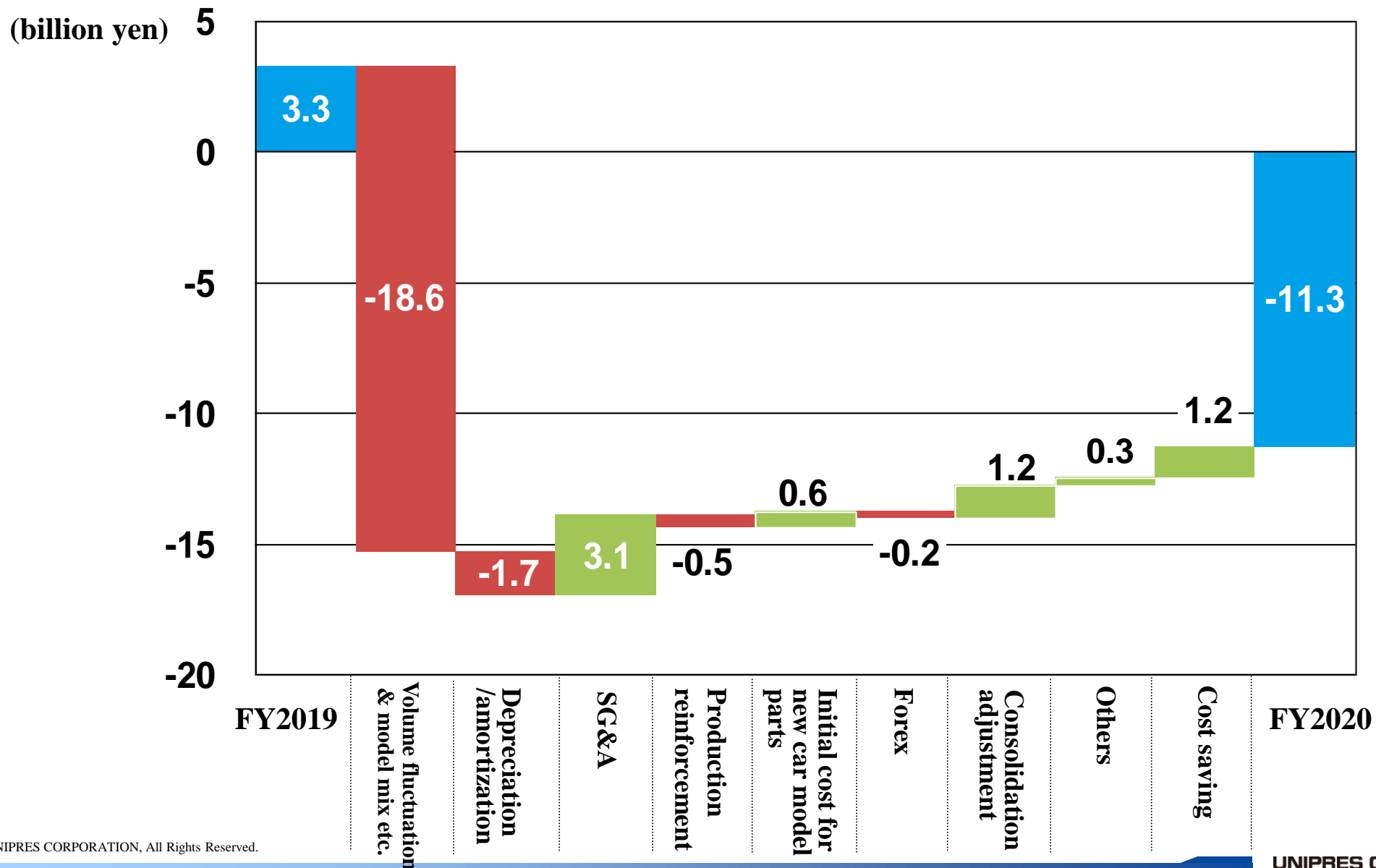
	FY2019		FY2020		Variance
	Sales	%	Sales	%	
Nissan Motor-related products Sub-total	242.3	81.9%	191.2	81.5%	-0.4%
Dongfeng Motor Company Limited	53.8	18.2%	45.9	19.6%	+1.4%
Nissan Motor	41.0	13.9%	34.9	14.9%	+1.0%
Nissan North America	34.6	11.7%	27.1	11.6%	-0.1%
Nissan Mexicana	30.7	10.4%	25.6	10.9%	+0.5%
JATCO (Incl. overseas operations)	31.9	10.8%	24.8	10.6%	-0.2%
Nissan Europe	19.9	6.7%	11.0	4.7%	-2.0%
NISSAN SHATAI	11.6	3.9%	8.2	3.5%	-0.4%
Nissan Thailand	4.0	1.4%	5.4	2.3%	+0.9%
Marelli Corporation. (Incl. overseas operations)	7.7	2.6%	4.4	1.9%	-0.7%
Renault Nissan India	5.2	1.8%	2.9	1.2%	-0.6%
Zhengzhou Nissan	0.3	0.1%	0.1	0.0%	-0.1%
Nissan Indonesia	0.2	0.1%	0.1	0.0%	-0.1%

Consolidated Sales by Customer (Other Customers)

- The composition ratio rose by 0.4% due to increasing sales of Groupe PSA and AISIN CORPORATION.

		FY2019		FY2020		Variance	(billion yen)
		Sales	%	Sales	%		
Other customers	Sub-total	53.4	18.1%	43.3	18.5%	+0.4%	
Incl.)	Honda of America Mfg., Inc.	6.3	2.1%	5.6	2.4%	+0.3%	
Honda	Honda Motor Co., Ltd.	2.9	1.0%	2.4	1.0%	0.0%	
	Honda of The U.K. Manufacturing Ltd.	3.7	1.2%	2.4	1.0%	-0.2%	
	Honda De Mexico, S.A. De C.V.	3.2	1.1%	2.1	0.9%	-0.2%	
	P.T. Honda Prospect Motor	1.2	0.4%	0.5	0.2%	-0.2%	
Renault		6.9	2.3%	4.2	1.8%	-0.5%	
Groupe PSA		3.1	1.0%	3.6	1.5%	+0.5%	
AISIN CORPORATION (Incl. overseas operations)		3.0	1.0%	3.4	1.5%	+0.5%	
Mazda	Mazda Motor Corporation	2.3	0.8%	1.8	0.8%	0.0%	
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.7	0.2%	0.6	0.3%	+0.1%	
Dynax Corporation (Incl. overseas operations)		1.9	0.6%	1.5	0.6%	0.0%	
MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)		1.7	0.6%	1.4	0.6%	0.0%	
SUBARU CORPORATION		1.5	0.5%	1.0	0.4%	-0.1%	
NSK-Warner K.K.		0.4	0.1%	0.5	0.2%	+0.1%	
Daihatsu Motor Co., Ltd.		0.3	0.1%	0.3	0.1%	0.0%	
SUZUKI MOTOR CORPORATION (Incl. overseas operations)		0.7	0.2%	0.3	0.1%	-0.1%	
Musashi Seimitsu Industry Co., Ltd.		0.3	0.1%	0.3	0.1%	0.0%	
UD Trucks Corporation		0.2	0.1%	0.2	0.1%	0.0%	
Isuzu Motors Limited (Incl. overseas operations)		0.4	0.1%	0.2	0.1%	0.0%	
Hino Motors, Ltd. (Incl. overseas operations)		0.3	0.1%	0.1	0.1%	0.0%	

Operating Profit Variance Analysis

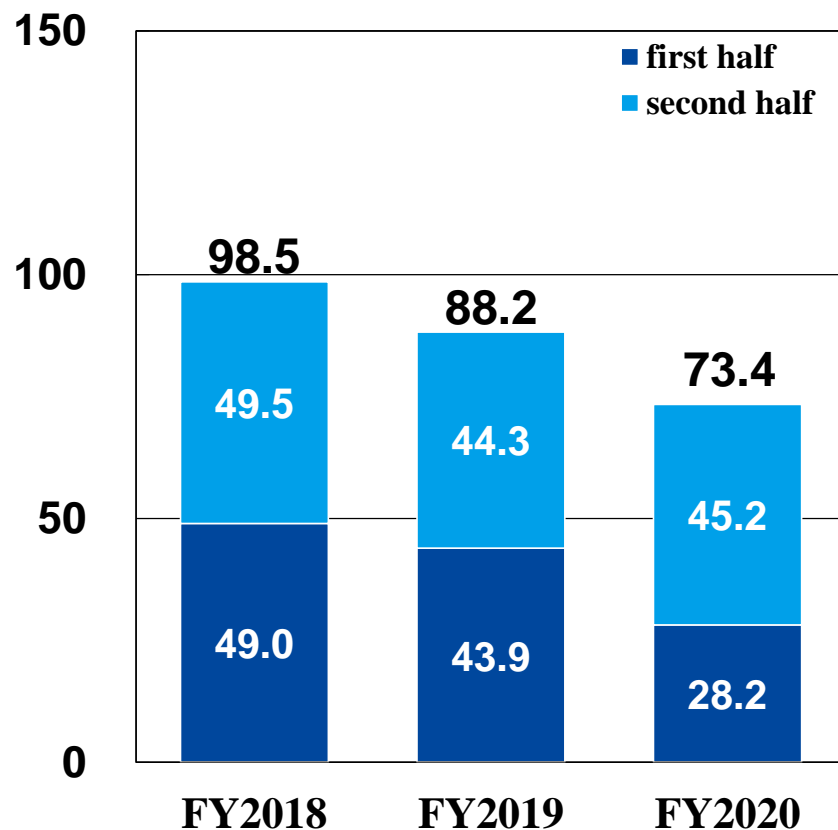


Sales/Operating Profit by Region (Japan)

- Net sales dropped by 16.8% mainly due to customers' production decline caused by the spread of the COVID-19.
- In spite of the 9.1 billion yen operating loss led by production declines and new model parts launch cost, 0.5 billion yen profit was achieved in the 2nd half of the year.

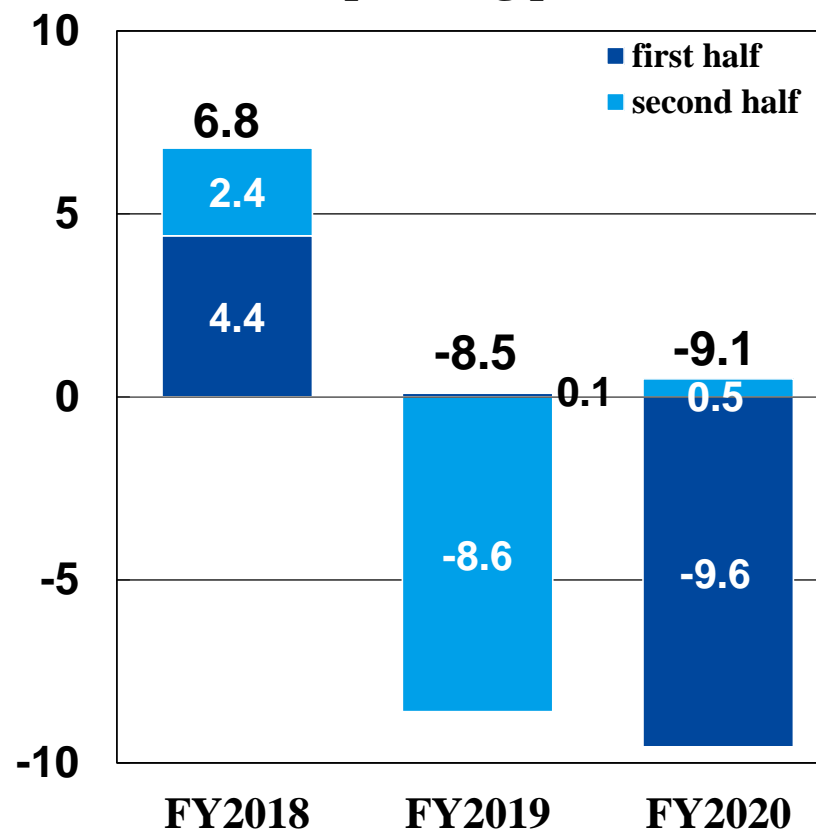
(billion yen)

Net sales



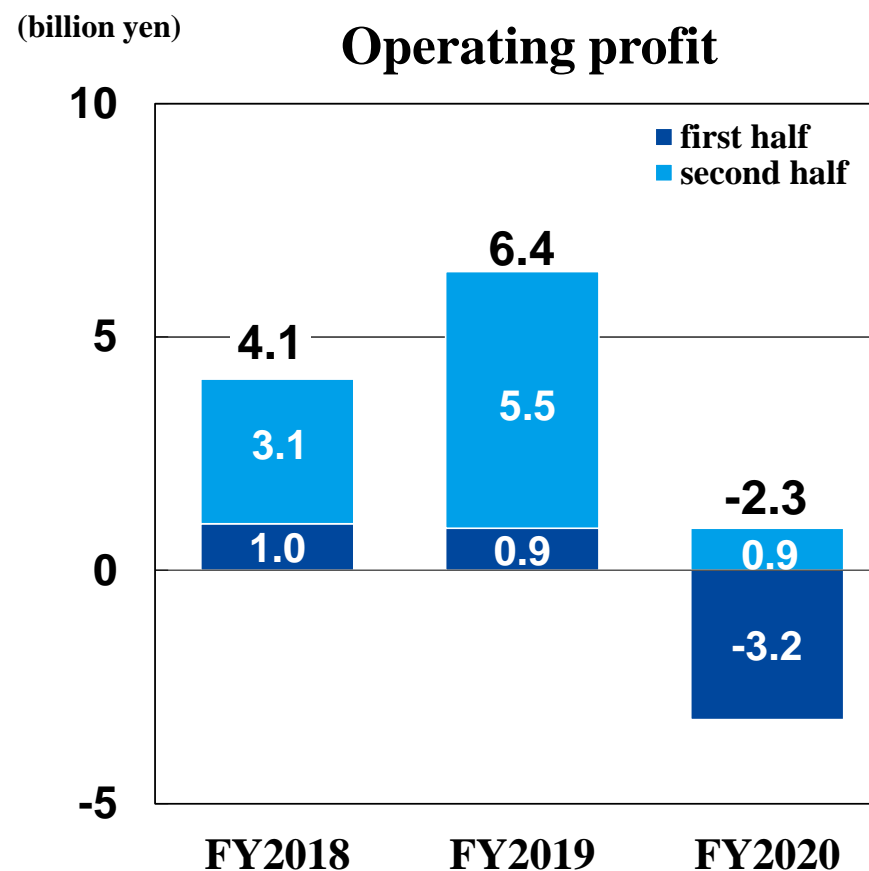
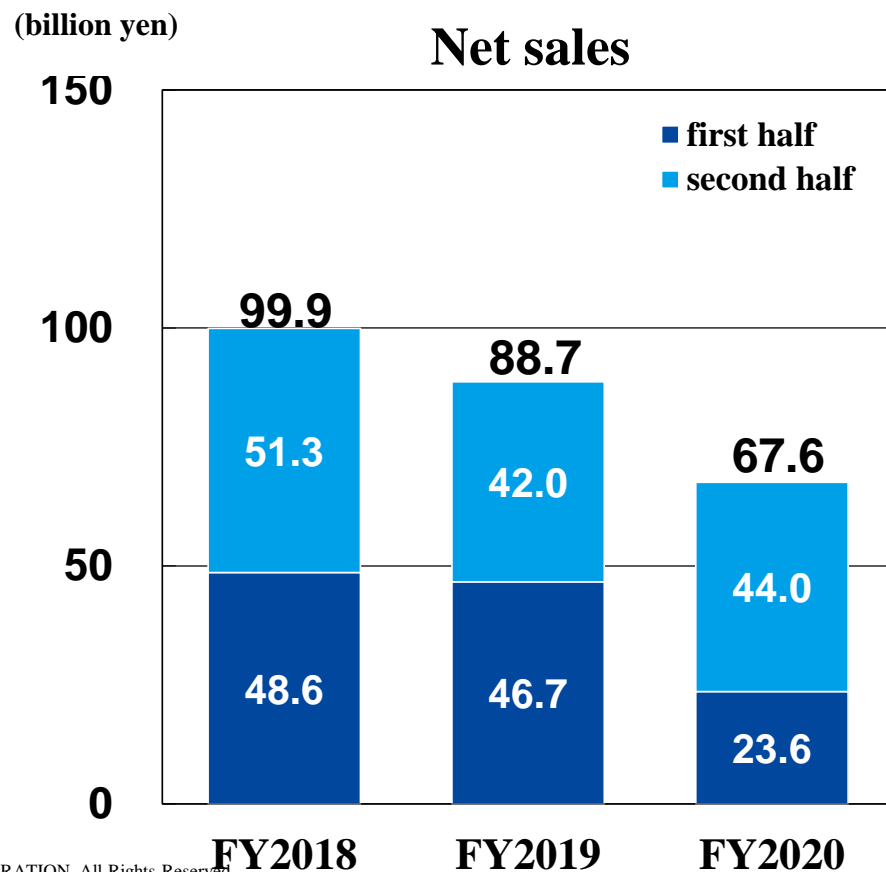
(billion yen)

Operating profit



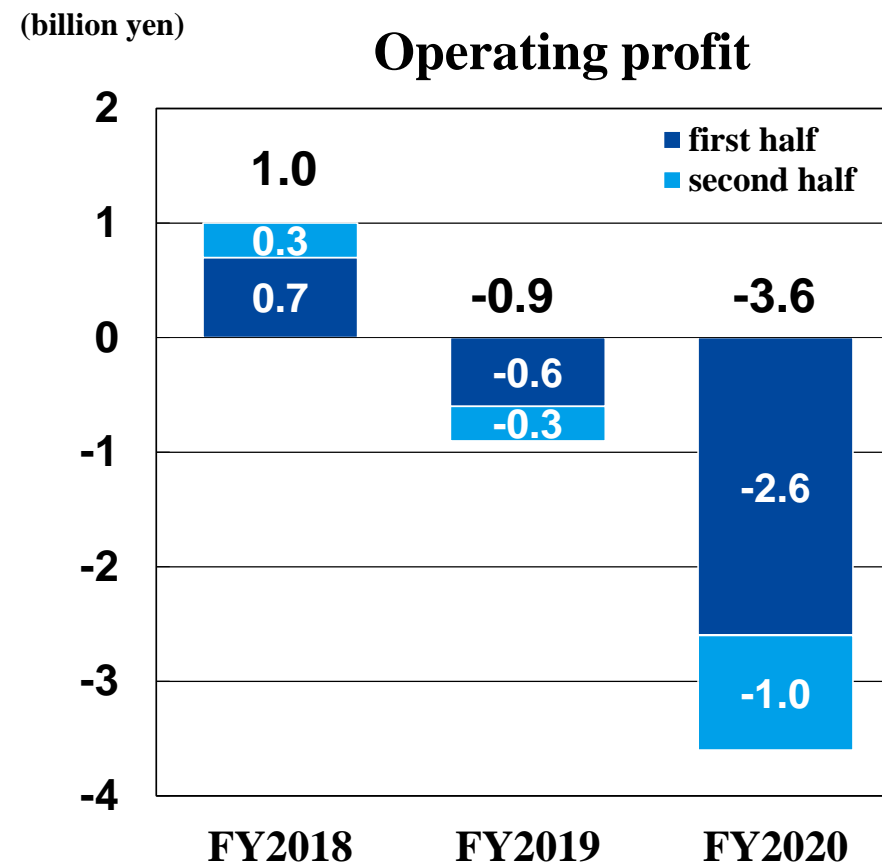
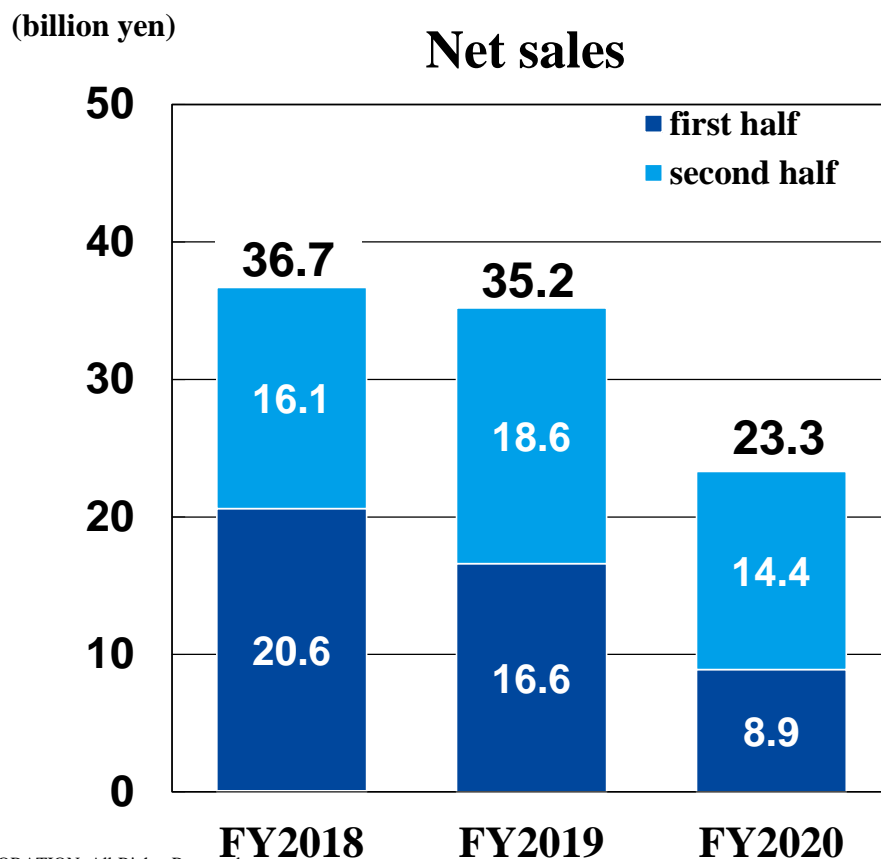
Sales/Operating Profit by Region (The Americas)

- Net sales dropped by 23.8% due to, in addition to Forex impact, customers' production decline and shutdown of the operations in response to the government's lockdown measure against the COVID-19.
- Despite 2.3 billion yen operating loss for the full year, a 0.9 billion yen improvement in profitability was achieved in the second half of the year.



Sales/Operating Profit by Region (Europe)

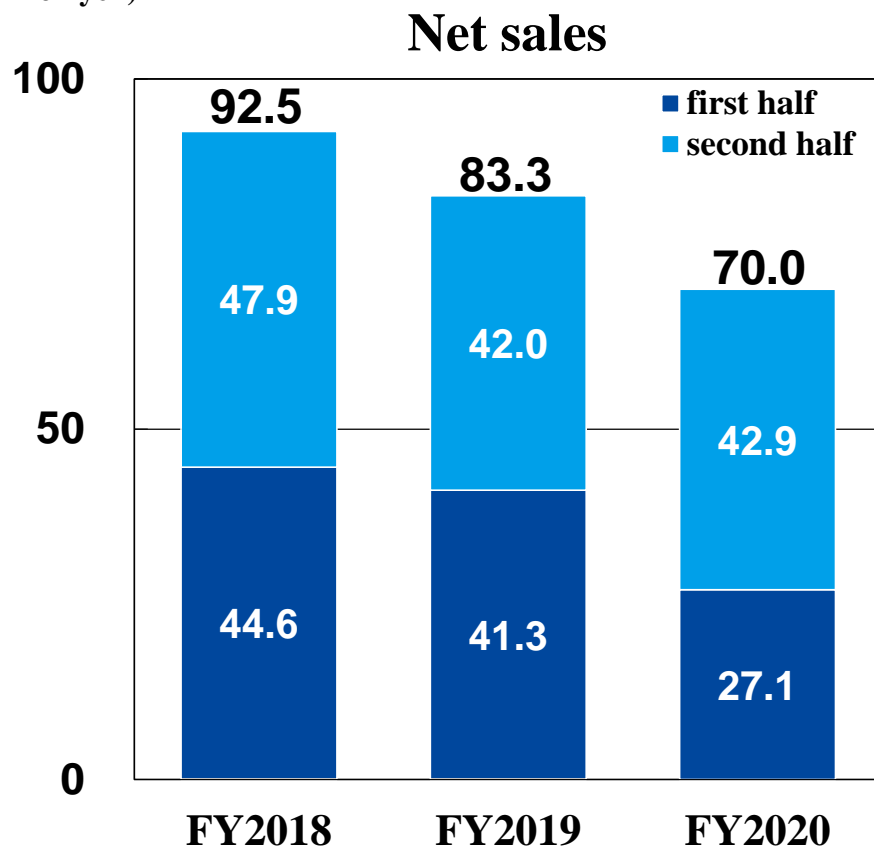
- Net sales dropped by 33.8% due to customers' reduced production caused by the spread of the Corona virus, etc.
- Despite 3.6 billion yen operating loss for the full year, loss in the second half of the year diminished.



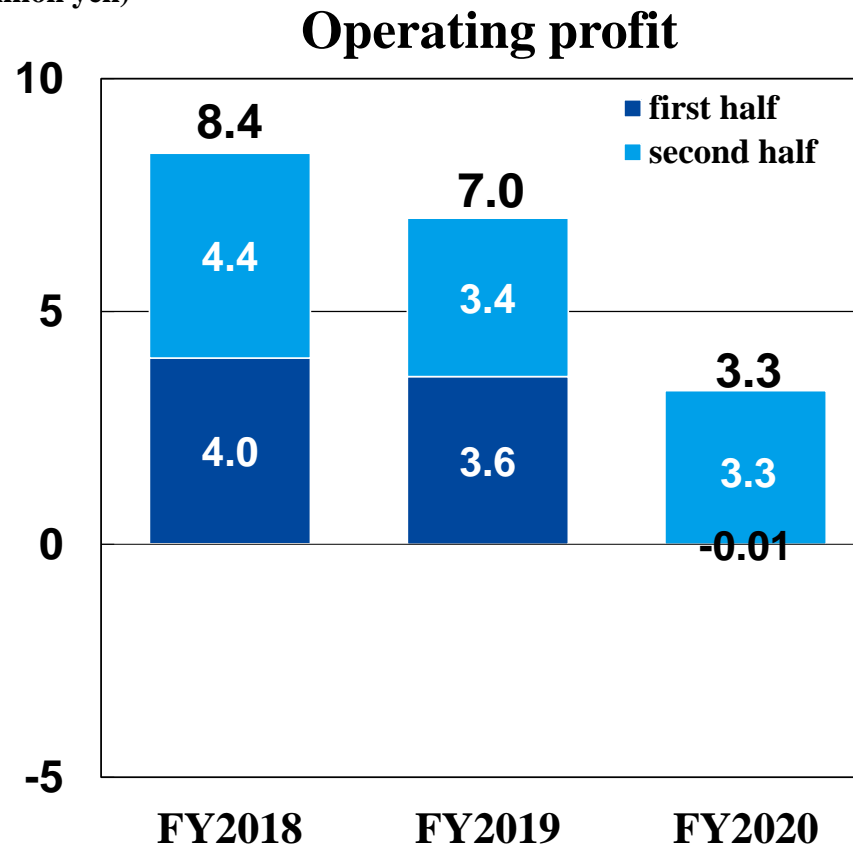
Sales/Operating Profit by Region (Asia)

- Net sales dropped by 16.0% due to, in addition to Forex impact, customers' reduced production and shutdown of the operations in response to the government's lockdown order against the spread of COVID-19.
- A profit of 3.3 billion yen was secured while sales declined by 16.0%.

(billion yen)

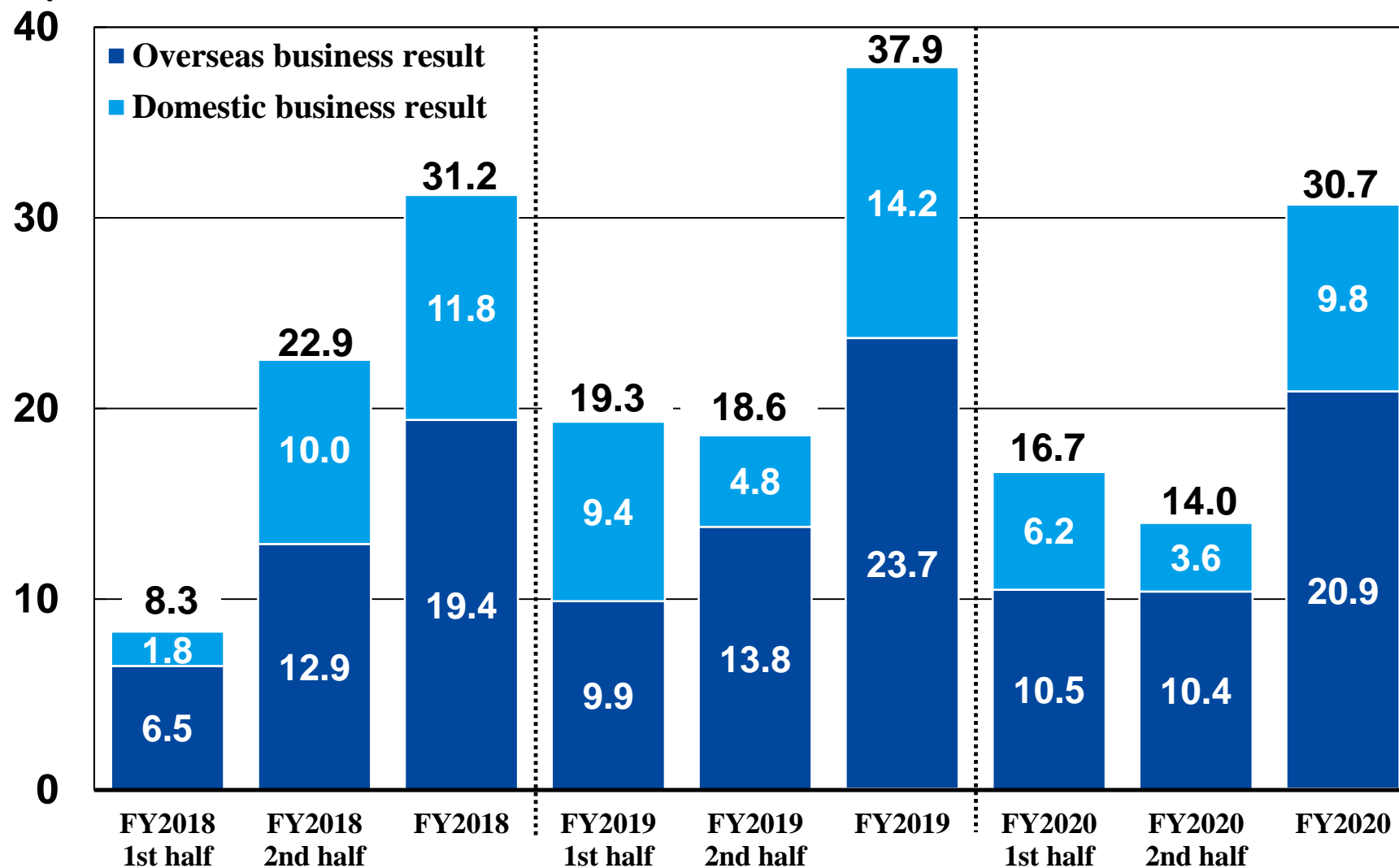


(billion yen)



Capital Investment

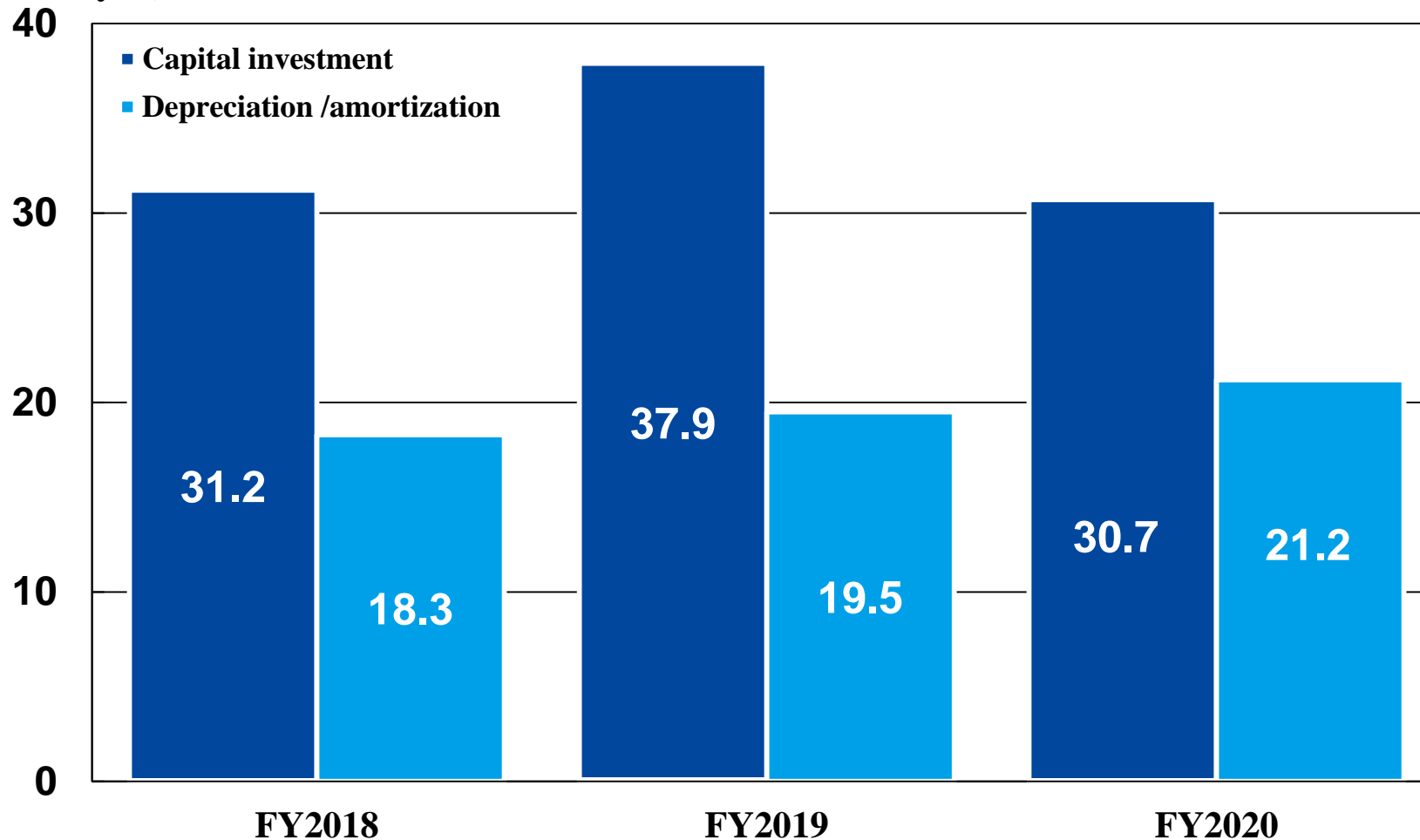
(billion yen)



Capital Investment & Depreciation/Amortization

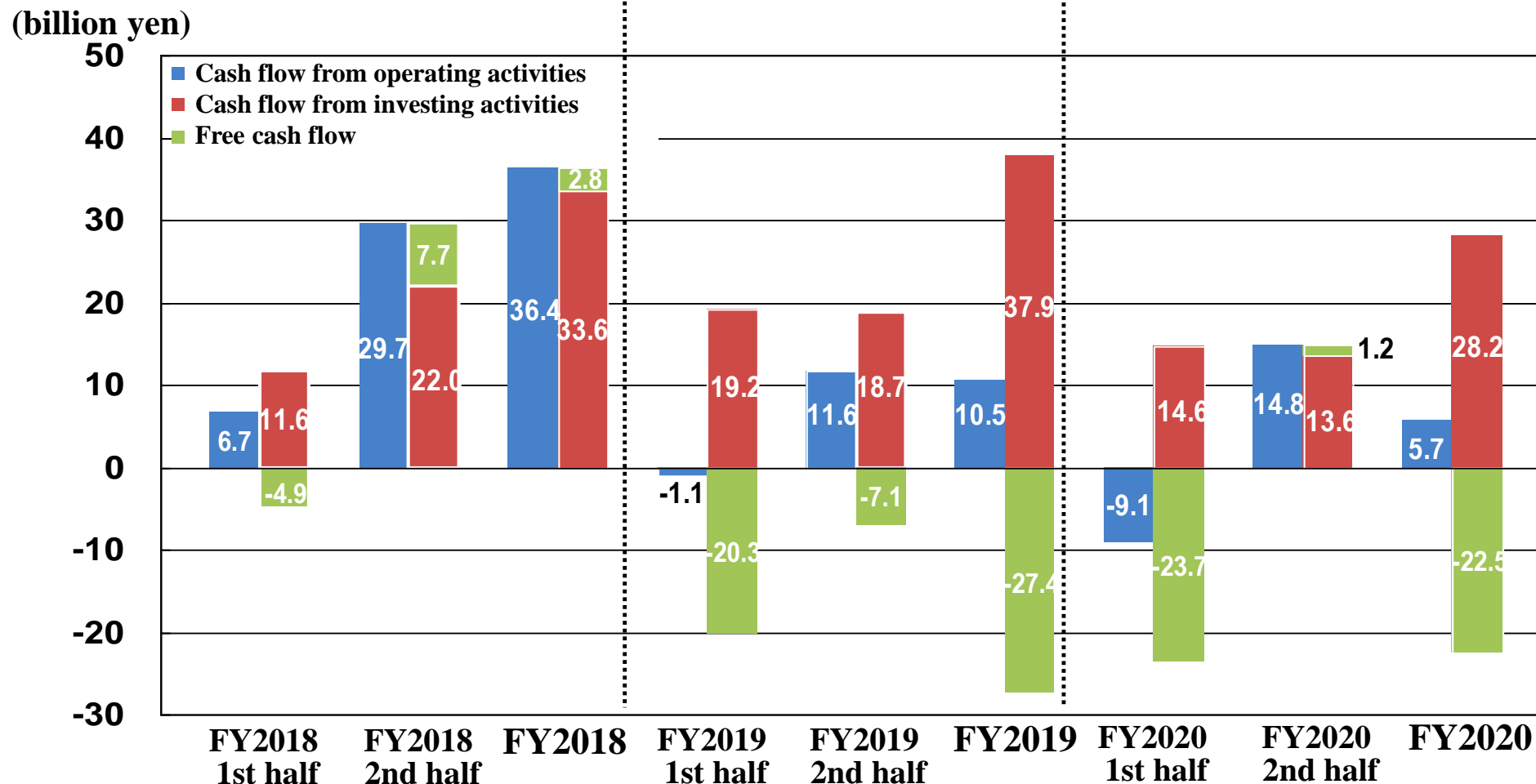
- Capital investment decreased by 7.2 billion yen from the previous year.
- Depreciation/Amortization increased by 1.7 billion yen from the previous year.

(billion yen)



Cash Flows

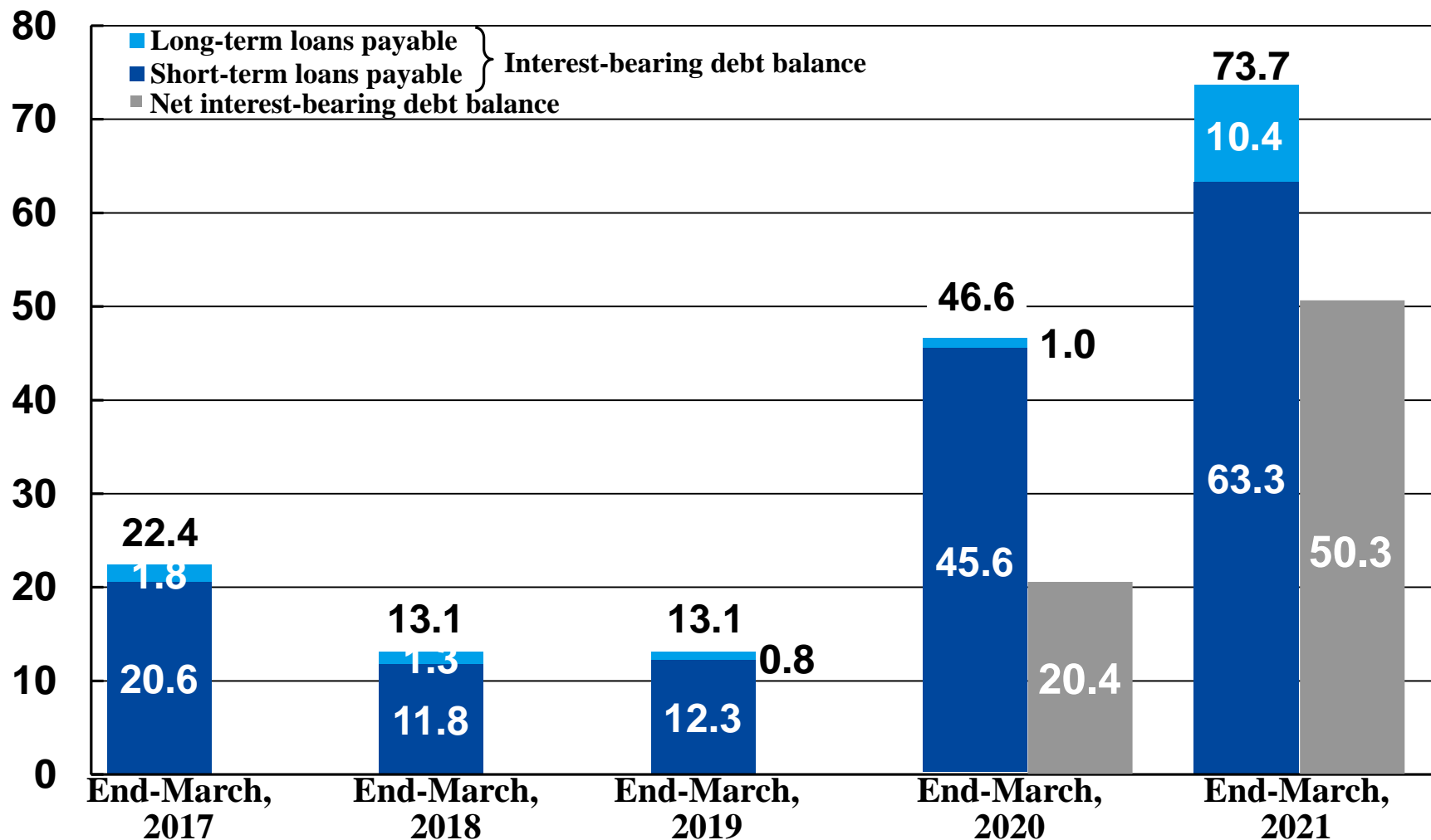
- In spite of the negative free cash flow for the full year, an improvement was recorded in the second half of the year.



Interest-bearing Debt & Net Interest-bearing Debt Balance

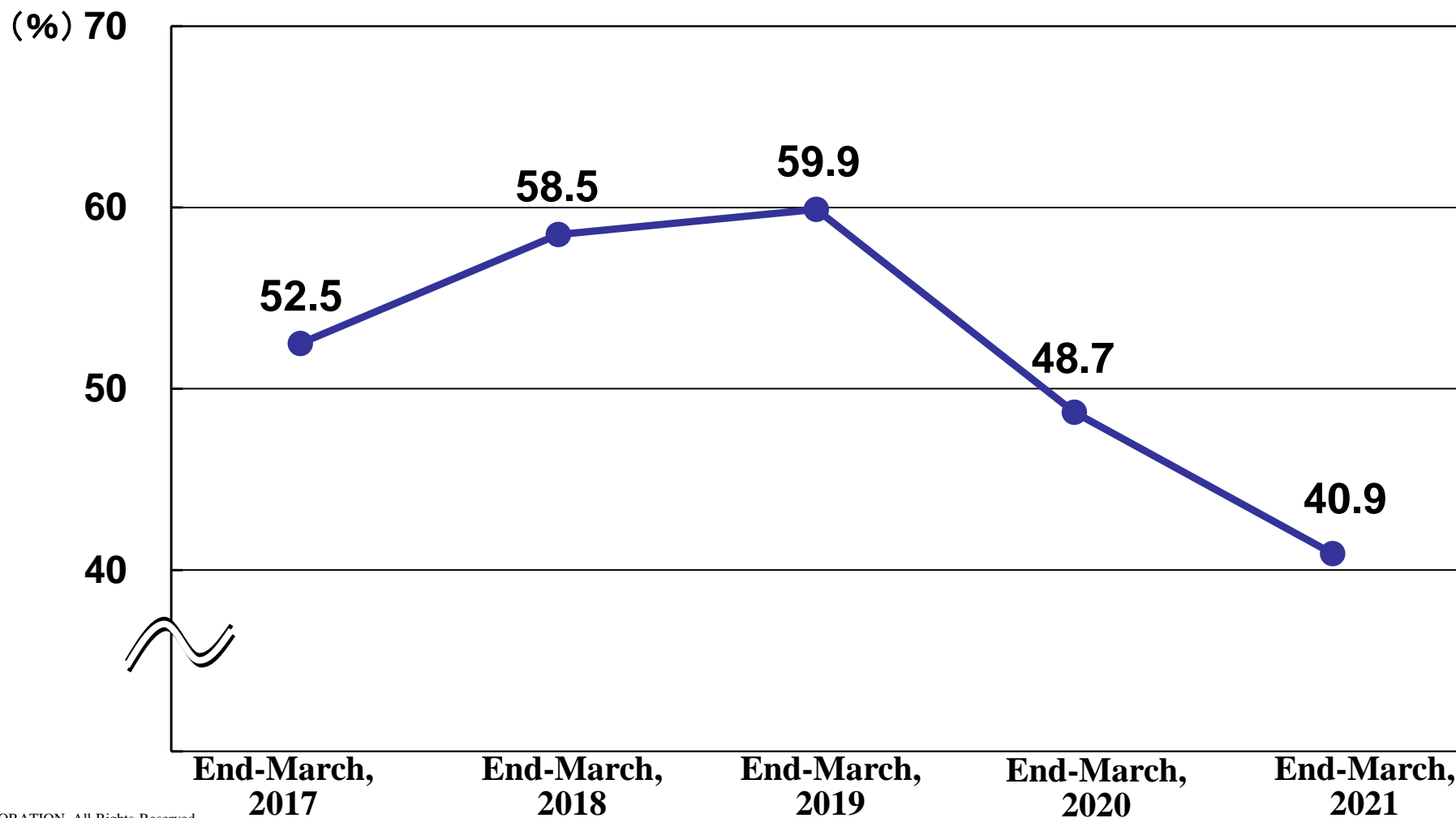
- Interest-bearing debts increased by 27.1 billion yen on a year-on-year basis.
- Net interest-bearing debts including cash and deposits became 50.3 billion yen.

(billion yen)



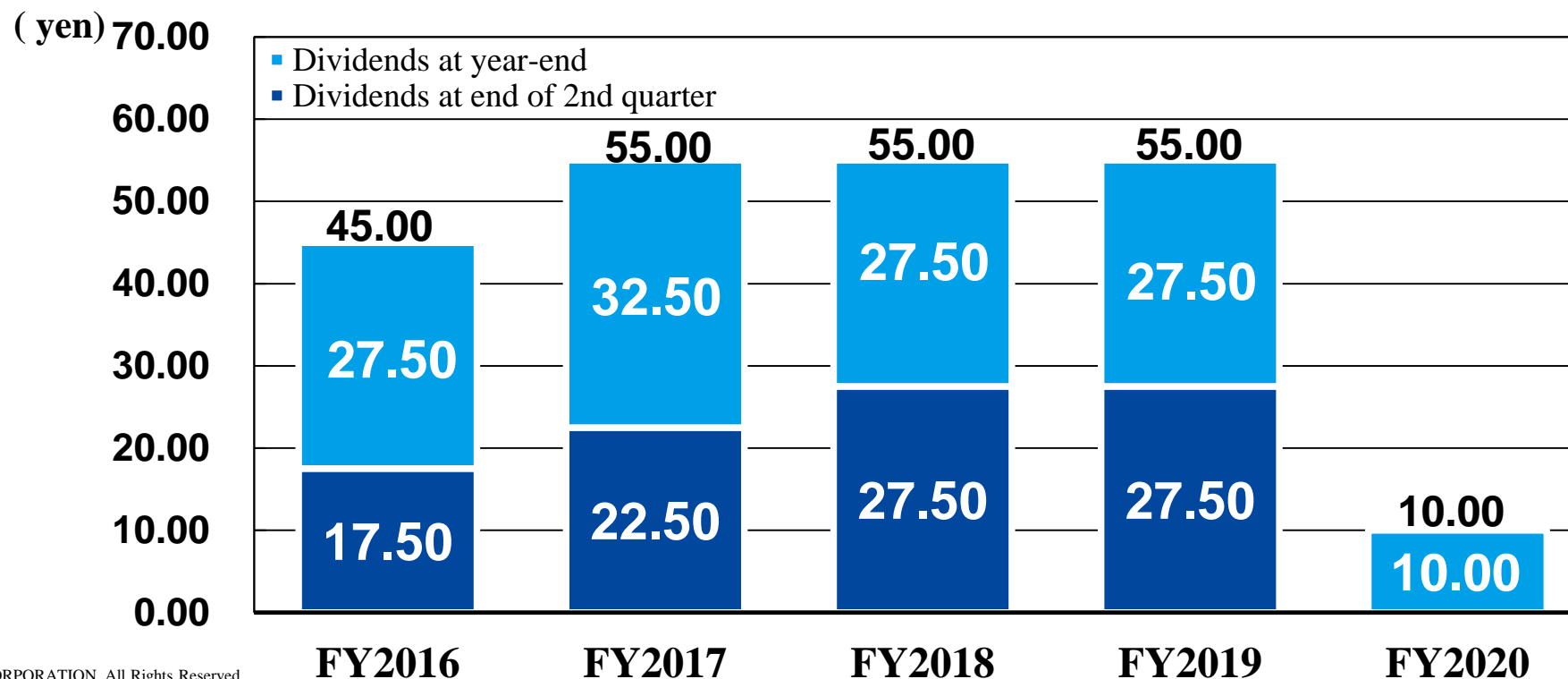
Equity to Total Assets

- Year-on-year decline of 7.8% to 40.9% was due to reasons including recording of net loss attributable to owners of parents.



Dividends

- No interim dividend paid because of worsened 2nd quarter results in FY2020.
- 10.00 yen year end dividend is planned based on the consideration that positive profitability would have been achieved in the 2nd half if the impairment loss was unconsidered, and returning to shareholders by maintaining stable and appropriate level of dividend is our basic important policy.



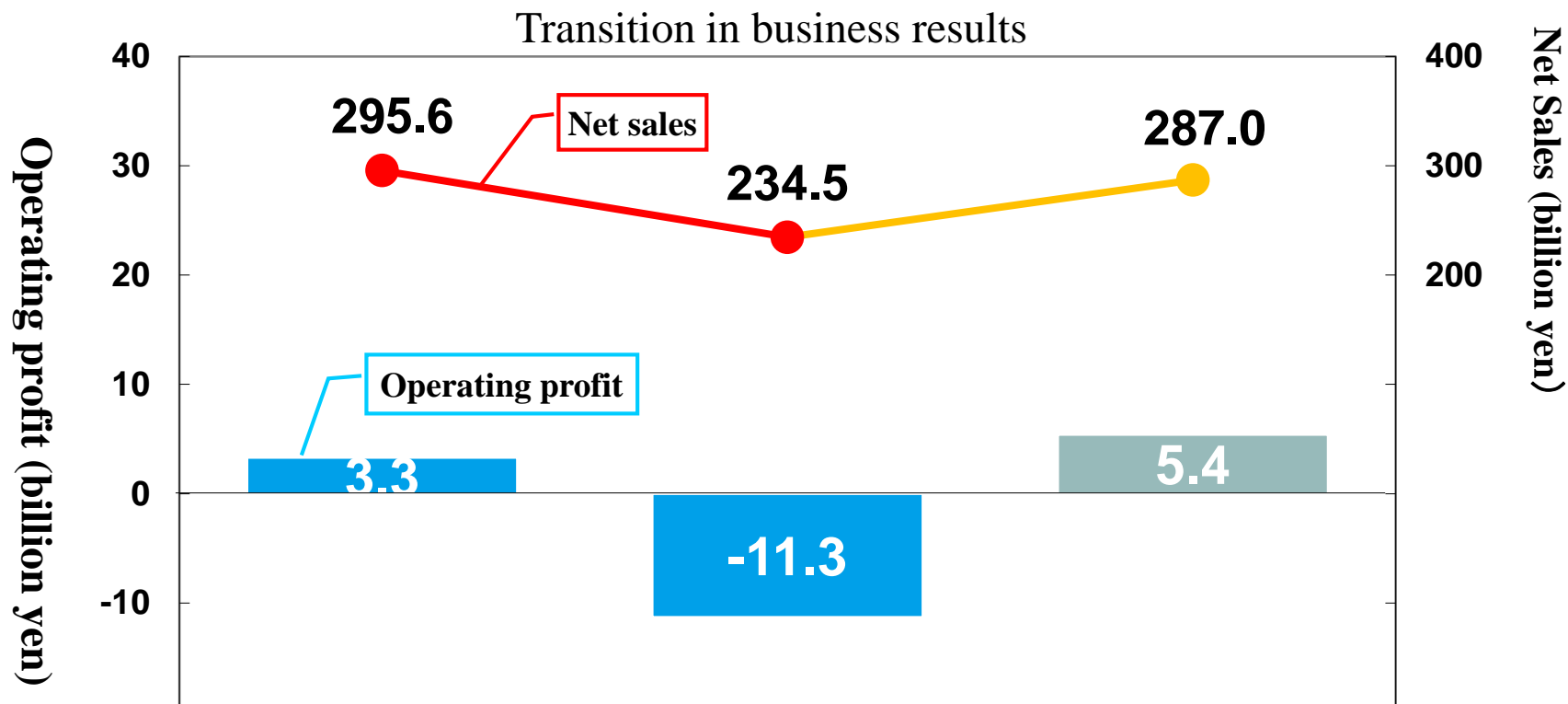


Forecast of Fiscal Year 2021

1. Net sales forecasts to increase due to the recovery of customers' production and sales, in spite of the production cutbacks impacted by the global spread of corona virus (COVID-19) infection and chip shortage.

2. Operating profit forecasts to return to profitability as a result of sales increase.

Consolidated Business Forecast for FY2021



	FY2019	FY2020 (A)	FY2021 (B)	(B) - (A)
Net sales	295.6	234.5	287.0	52.5
Operating profit	3.3	-11.3	5.4	16.7
Ordinary profit	3.4	-9.1	4.1	13.2
Net income attributable to owners of parent	-3.9	-17.6	1.0	18.6

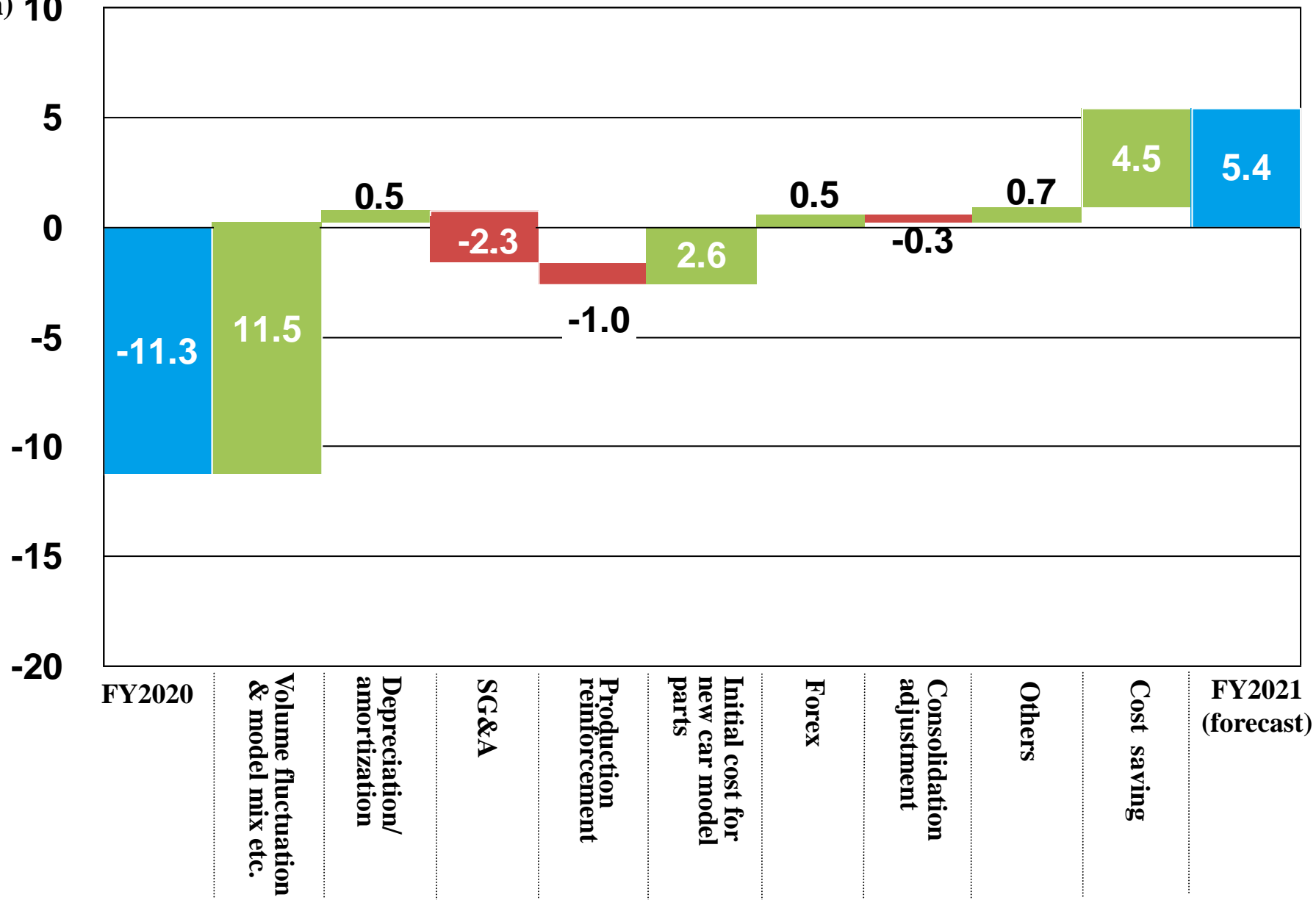
Consolidated Sales by Product Group

(billion yen)

	FY2020		FY2021		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	195.9	83.5%	247.3	86.2%	+51.4	2.7%
Transmission products	33.1	14.1%	35.3	12.3%	+2.2	-1.8%
Plastic products	3.0	1.3%	3.6	1.2%	+0.6	-0.1%
Other	2.5	1.1%	0.8	0.3%	-1.7	-0.8%
Total	234.5	100%	287.0	100%	+52.5	—

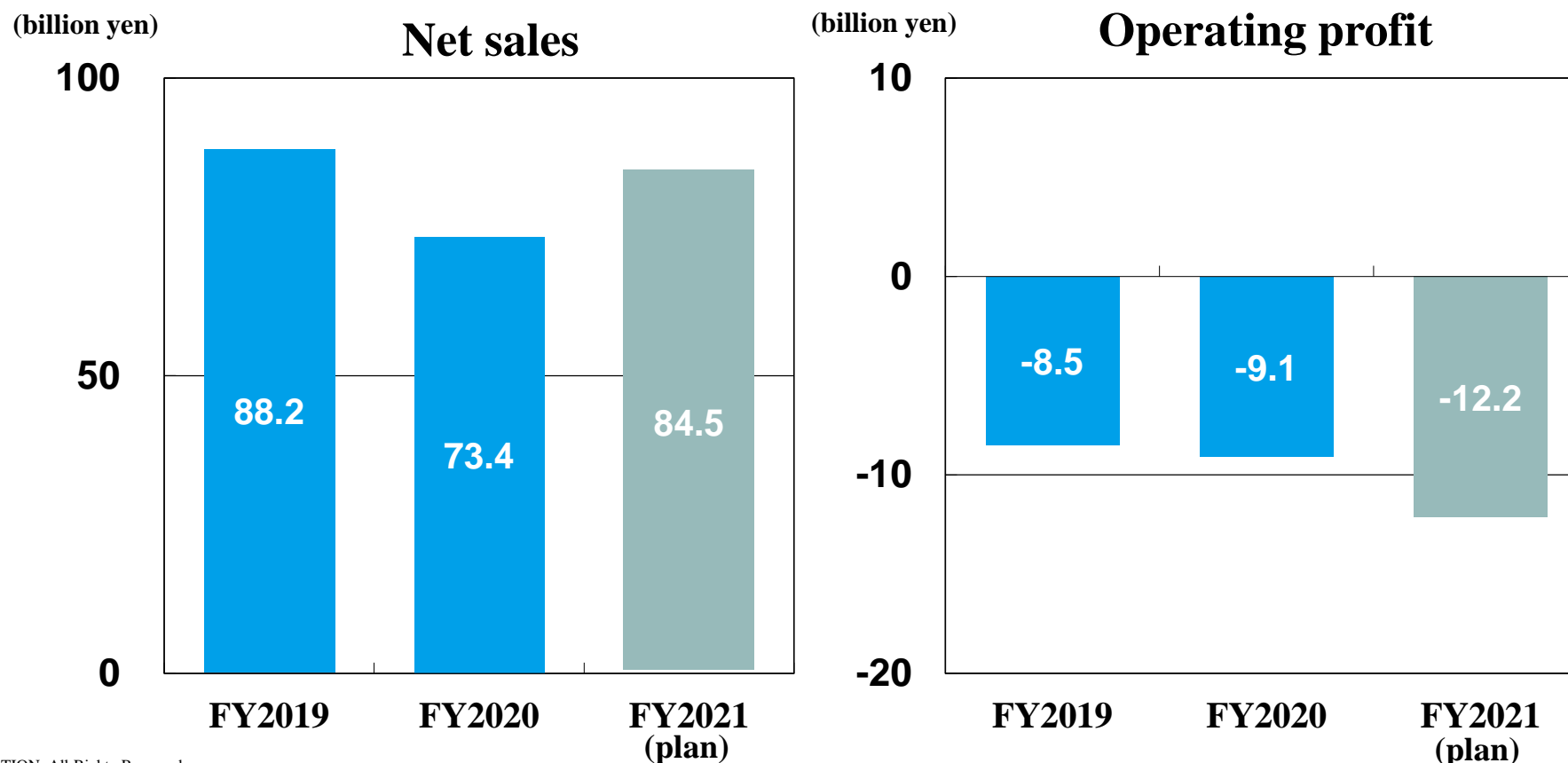
Forecast of Operating Profit Variance Analysis

(billion yen) 10



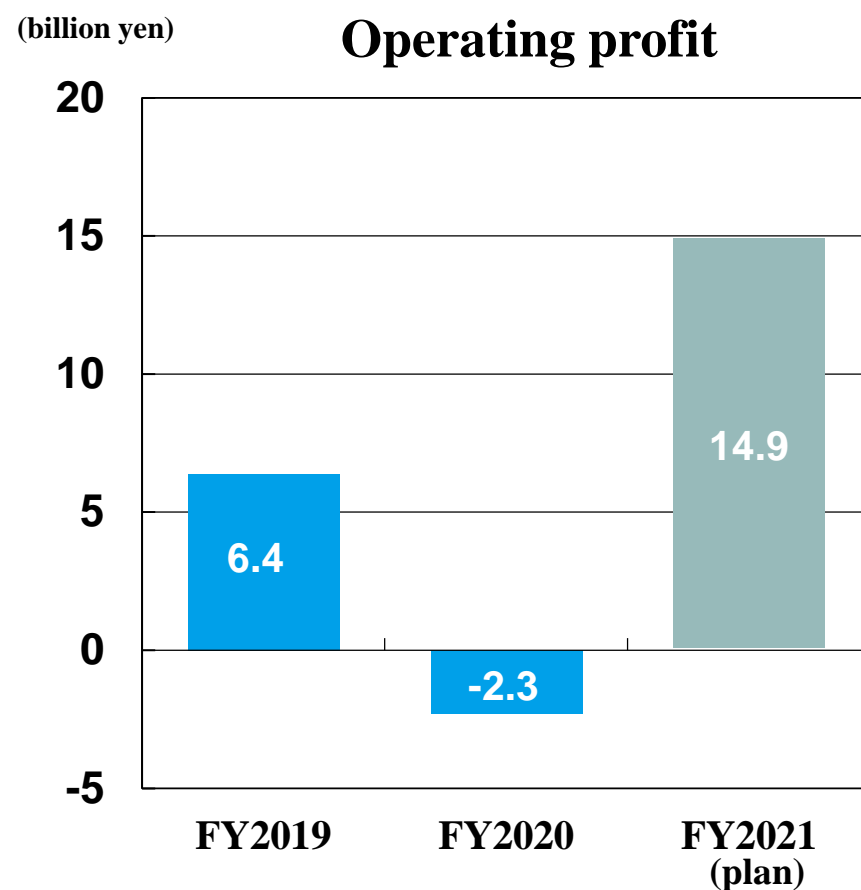
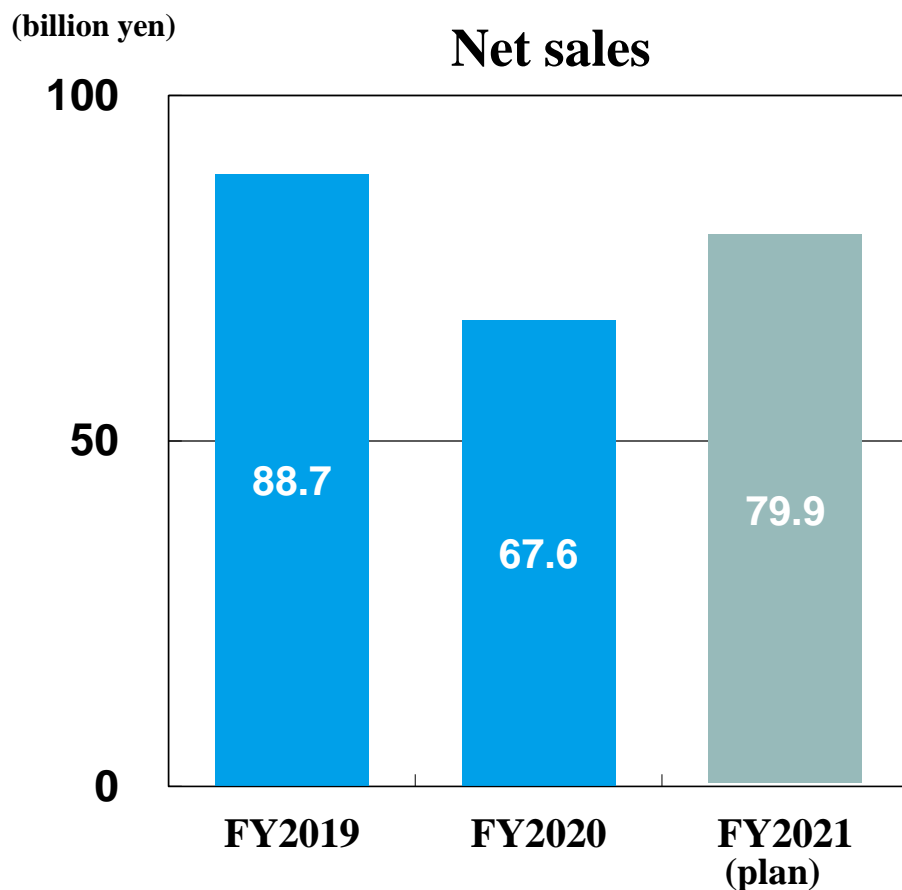
Sales/Operating Profit by Region (Japan)

- Net sales growth is projected based on the impact of customers' production increase.
- Despite higher customers' production volume and lower new model parts launch cost, operating profit is projected to decrease due to transfer pricing taxation adjustment cost.



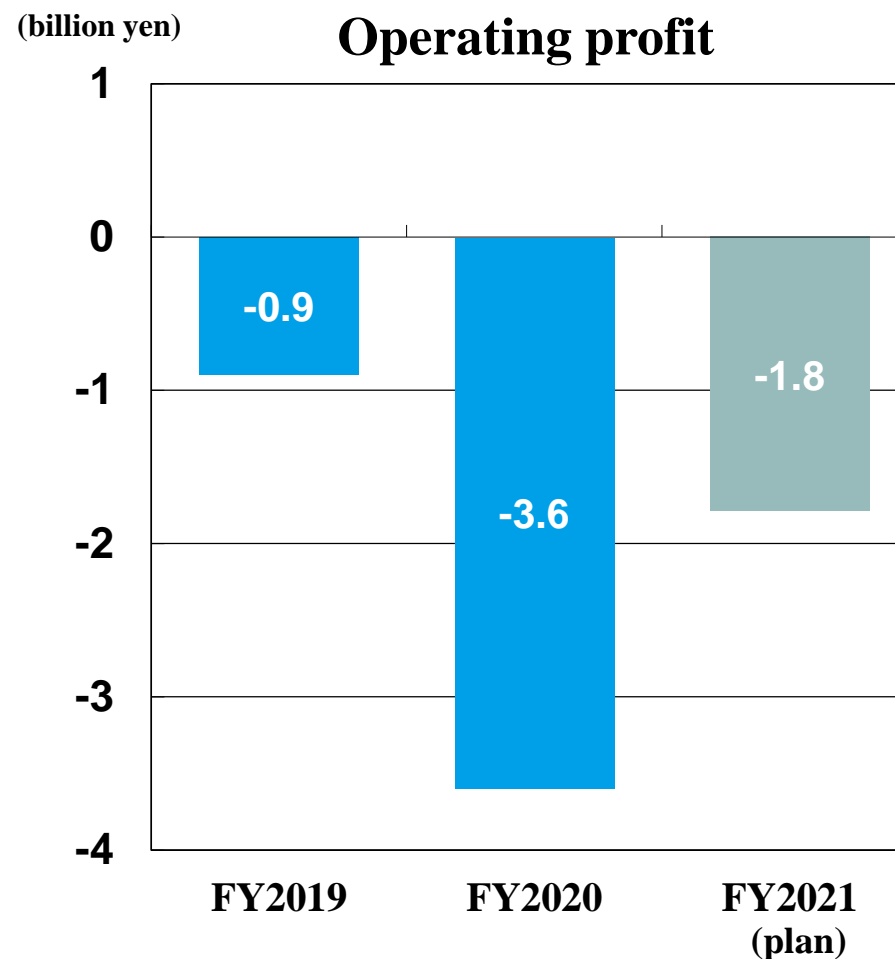
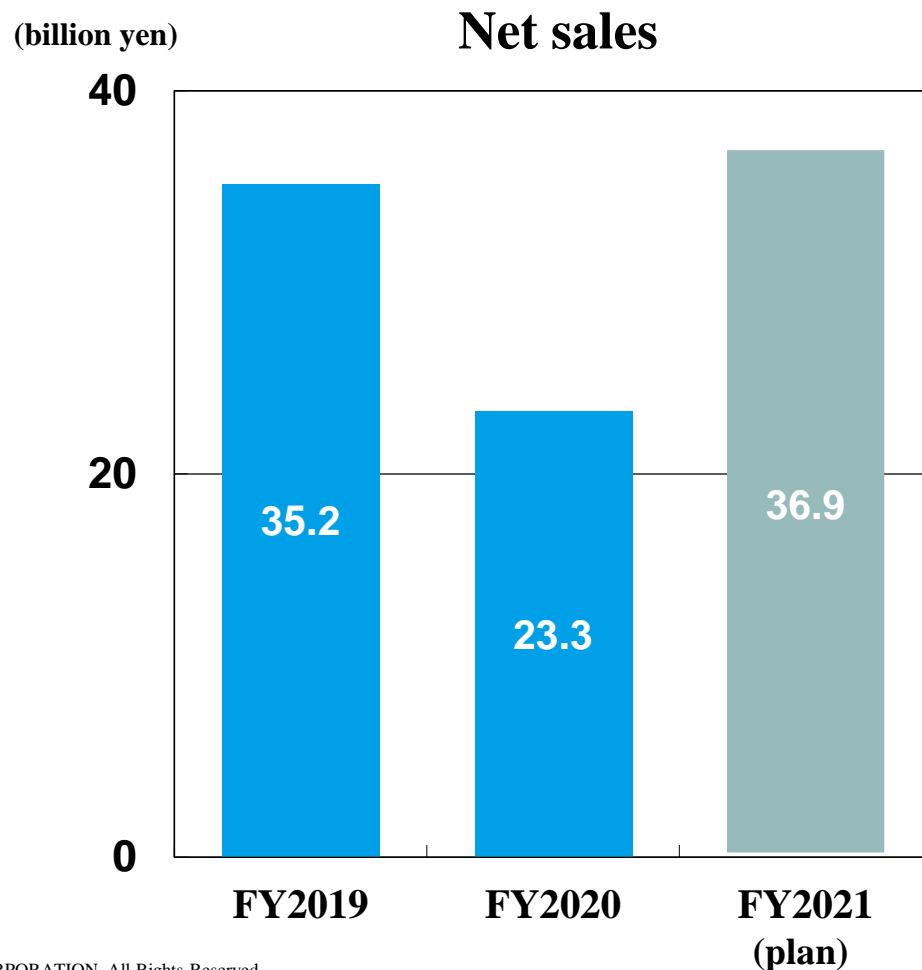
Sales/Operating Profit by Region (the Americas)

- Net sales growth is projected based on customers' production increase and Forex impact.
- Operating profit projected to grow due to higher production volume of customers and price adjustment for transfer pricing taxation.



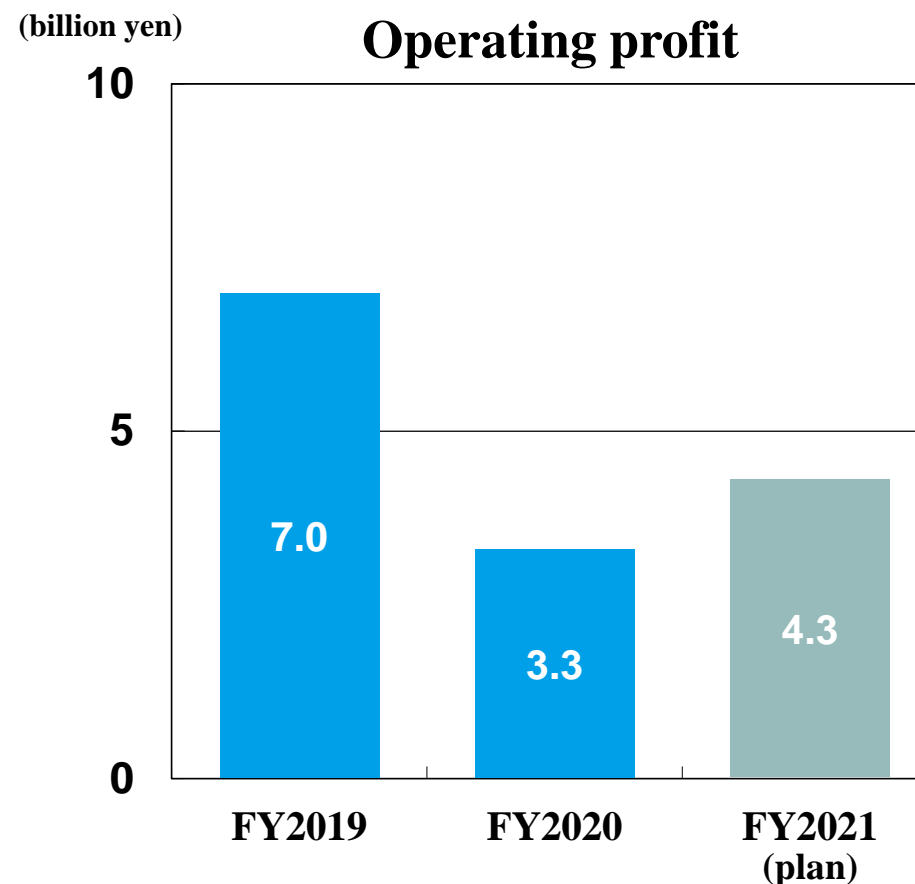
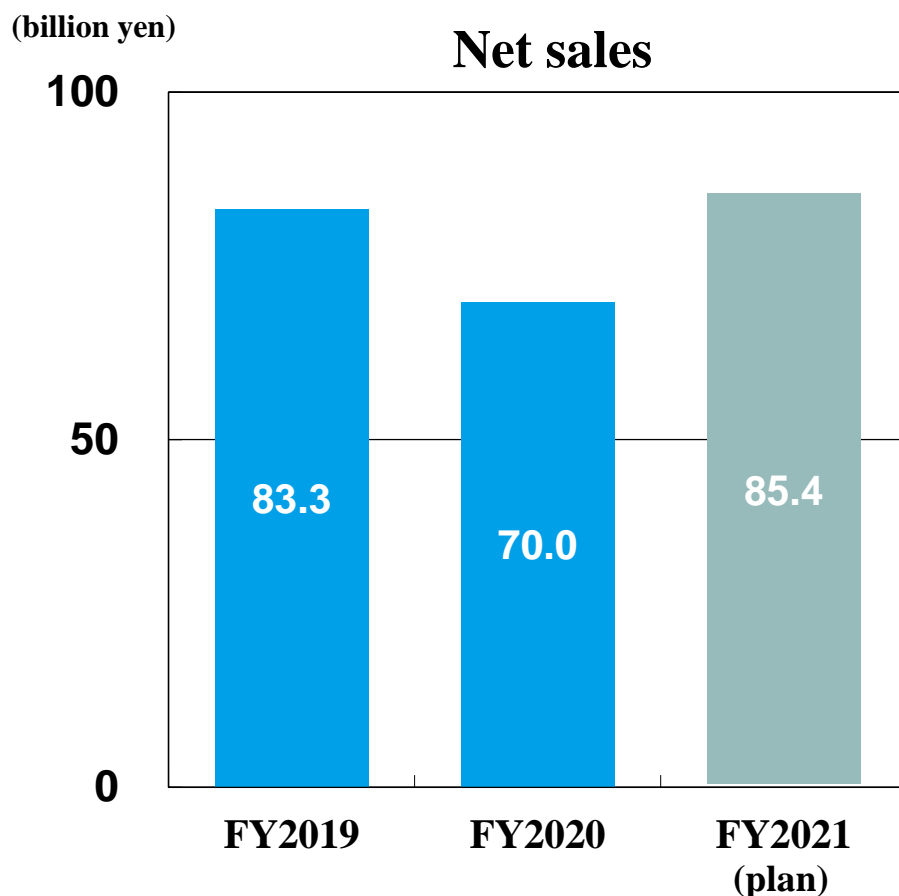
Sales/Operating Profit by Region (Europe)

- Net sales projected to increase mainly because of customers' higher production volume impact.
- 1.8 billion yen operating profit improvement is planned based on sales growth impact.



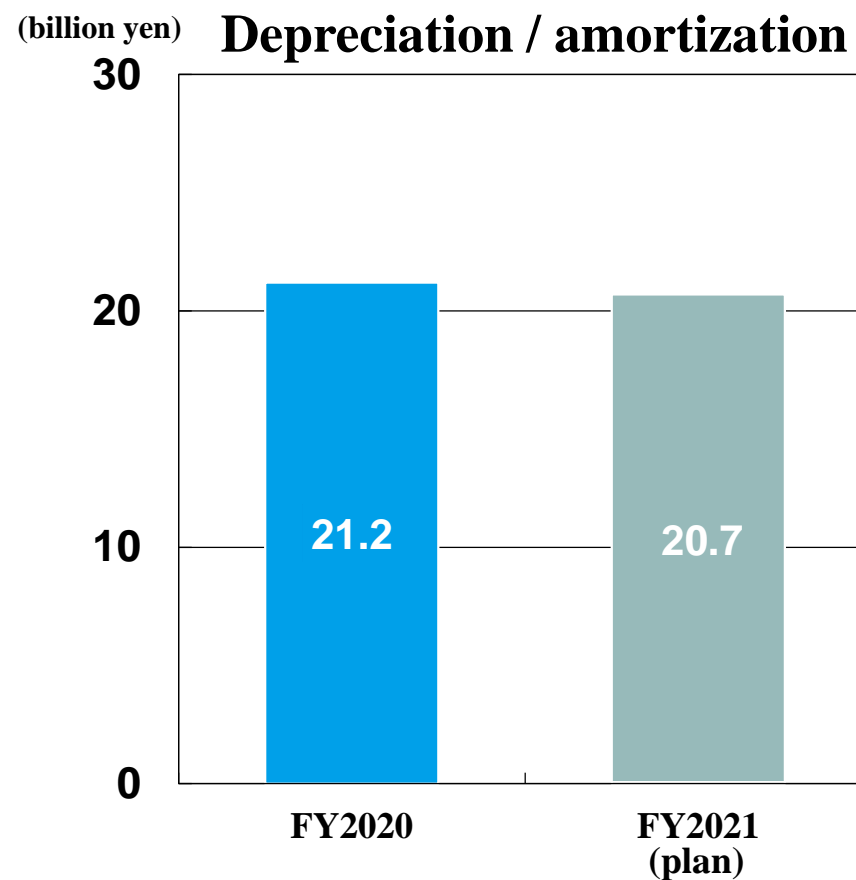
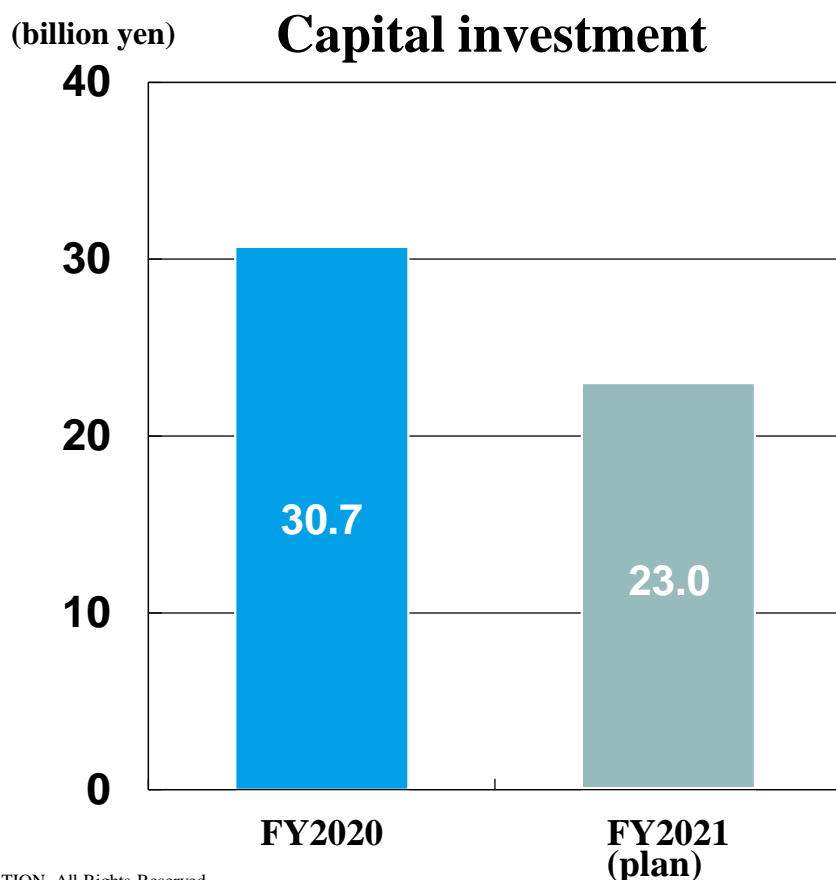
Sales/Operating Profit by Region (Asia)

- Net sales growth is projected based on customers' production increase and Forex impact.
- Operating profit projected to be higher due to the increase of sales.



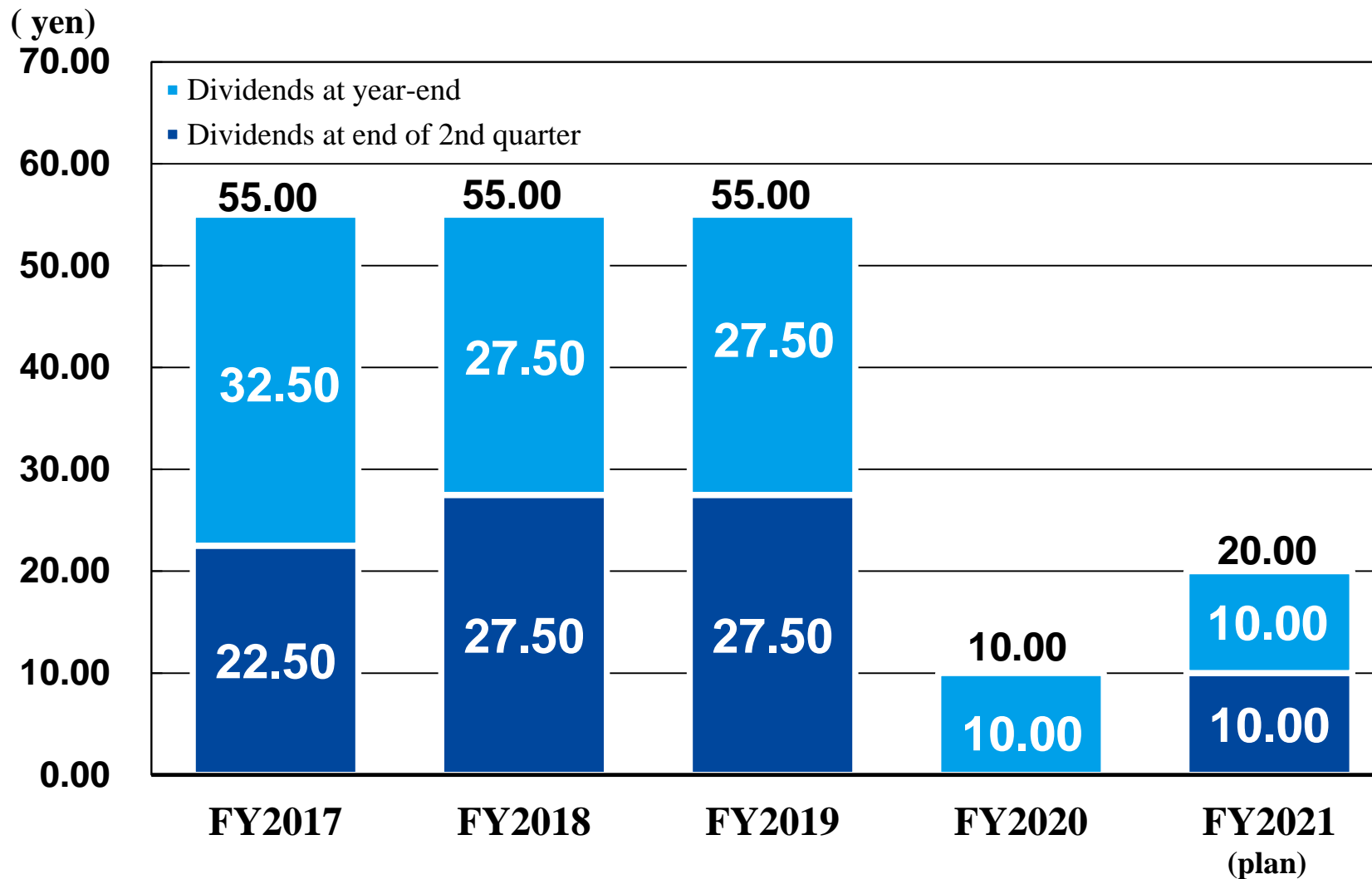
Capital investment & Depreciation /Amortization plan

- Passing out the peak, capital investment planned to decrease by 7.7 billion yen.
- Depreciation / amortization projected to drop by 0.5 billion yen due to the reasons including impact of impairment loss on fixed assets in FY2020 ($\Delta 0.7$ billion yen), change in the depreciation method in Japan ($\Delta 1.2$ billion yen) and application of Japan's new accounting standard for revenue.



Dividends

- Annual dividend projected to be 10.00 yen per share for FY2021.





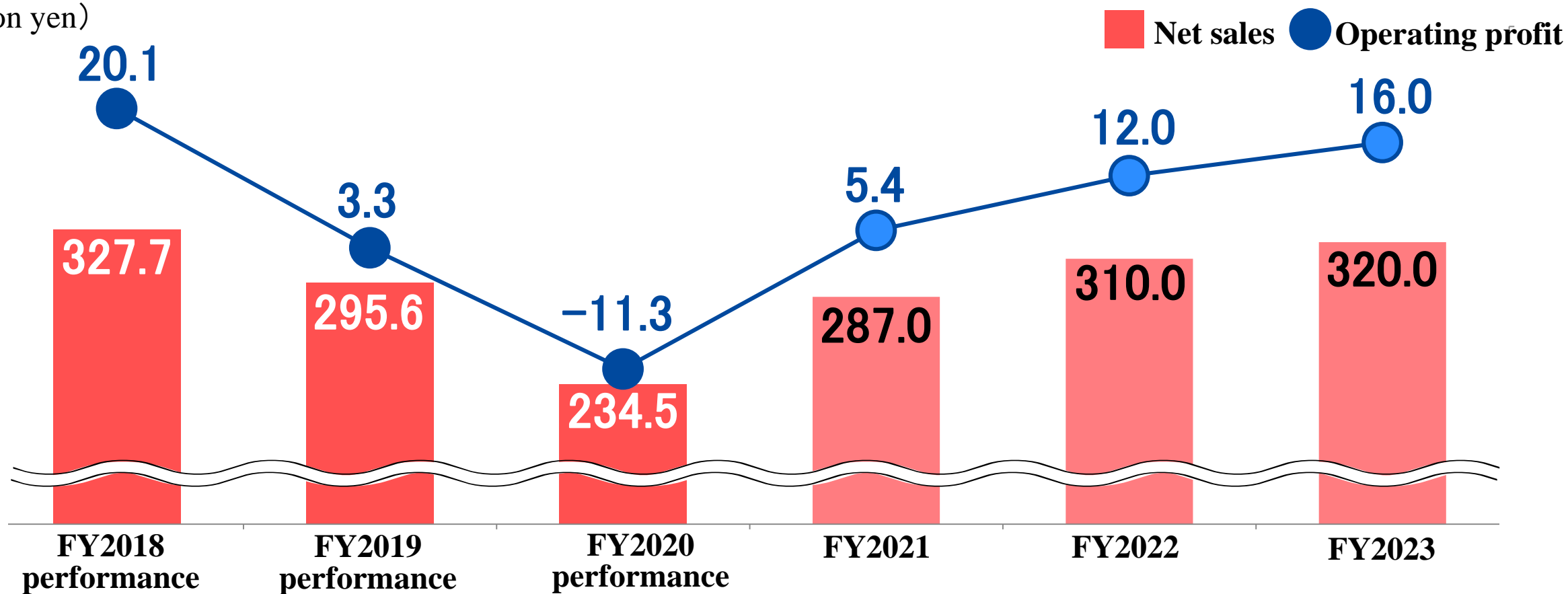
Medium-term Management Plan

Medium-term Management Objectives

■ Net sales ... steady growth

■ Operating profit... operating profit margin of 5% or more

(billion yen)





UNIPRES

(yen)

	FY2019		FY2020		Preconditions of FY2021 forecast
	Average for the period	term end	Average for the period	term end	
US \$	108.95	108.83	105.95	110.72	108.00
STG £	139.50	143.48	136.92	139.87	150.00
EURO	122.15	122.51	121.97	126.99	130.00
MEX \$	5.66	5.82	4.96	5.20	5.20
RMB	15.82	15.68	15.42	15.89	16.50
INR	1.54	1.45	1.43	1.51	1.50
THB	3.53	3.63	3.40	3.44	3.50
IDR	0.0078	0.0079	0.0073	0.0073	0.0075

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