



UNIPRES CORPORATION

FY2022 2nd Quarter Financial Results





FY2022 2Q Financial Results

Forecast of FY2022



FY2022 2Q Financial Results

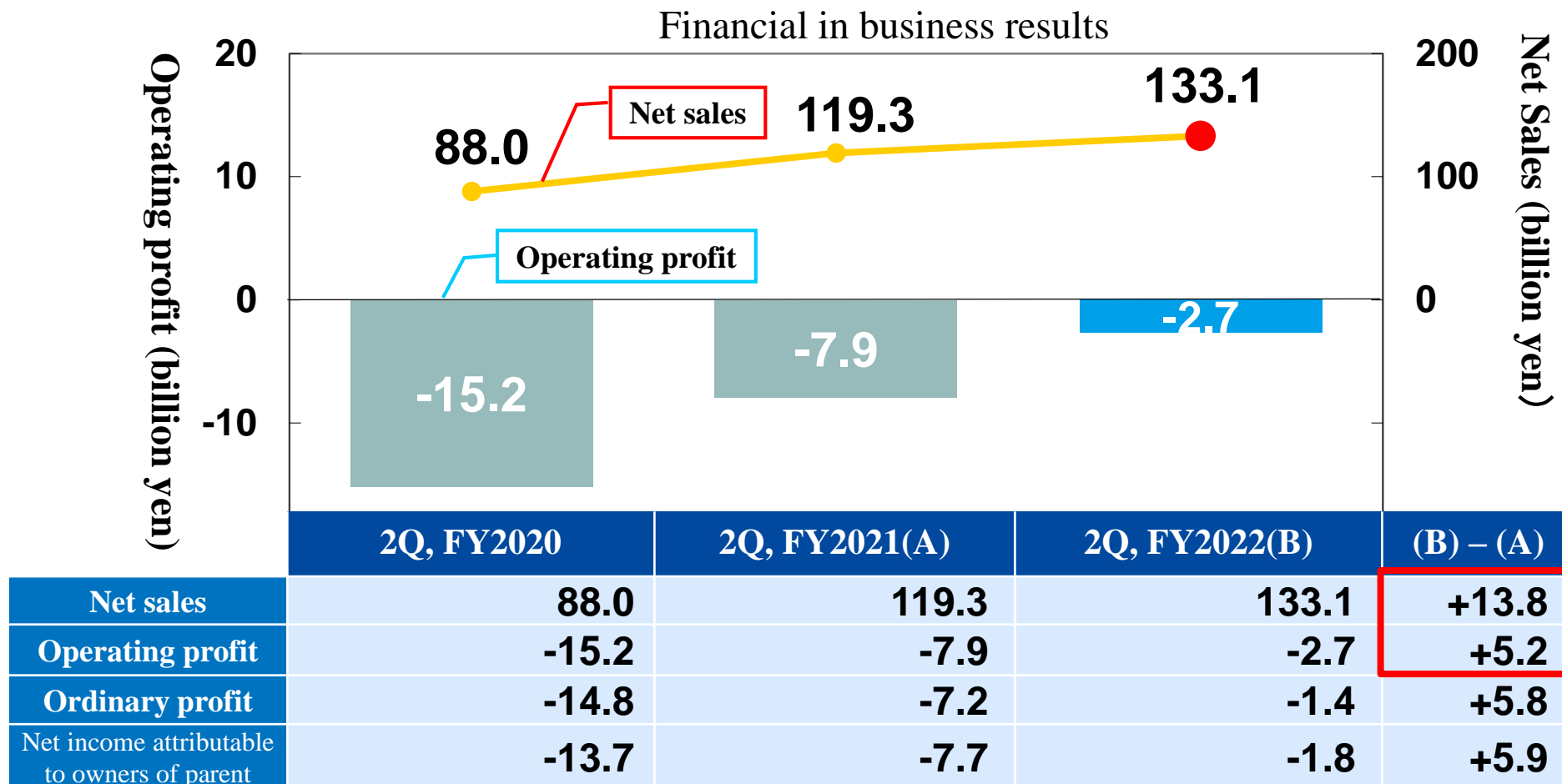
Key Highlights for Q2, FY2022 (consolidated-basis)

Net sales increased to 133.1 billion yen due to positive exchange rate and other factors, although the impact of production cutbacks by customers due to global semiconductor supply shortages remained.

Operating income was a loss of 2.7 billion yen, but improved significantly from the previous year due to the effects of cost saving.

Summary of Q2, FY2022

- Net sales increased by 13.8 billion yen (+11.6%) compared with the same period of the previous year.
- Operating profit improved by 5.2 billion yen compared with the same period of the previous year.



Consolidated Sales by Product Group

(billion yen)

	2Q, FY2021		2Q, FY2022		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	100.6	84.3%	115.1	86.5%	+14.5	+2.2%
Transmission products	16.3	13.7%	15.6	11.7%	-0.7	-2.0%
Plastic products	1.4	1.2%	1.4	1.1%	0.0	-0.1%
Other	1.0	0.8%	1.0	0.7%	0.0	-0.1%
Total	119.3	100%	133.1	100%	+13.8	—

Consolidated Sales by Customer (Nissan Motor-related products)

- The composition ratio decreased by 1.5% mainly due to declining sales of Nissan Mexicana and Nissan Europe.

(billion yen)

	2Q, FY2021		2Q, FY2022		Variance
	Sales	%	Sales	%	
Nissan Motor-related products					
Sub-total	95.7	80.2%	104.8	78.7%	-1.5%
Dongfeng Motor Company Limited	23.8	19.9%	23.7	17.8%	-2.1%
Nissan Motor	11.2	9.4%	21.0	15.8%	+6.4%
Nissan North America	15.0	12.6%	17.8	13.4%	+0.8%
JATCO (Incl. overseas operations)	12.6	10.6%	11.3	8.5%	-2.1%
Nissan Mexicana	12.0	10.1%	10.3	7.7%	-2.4%
Nissan Europe	11.7	9.8%	10.0	7.5%	-2.3%
NISSAN SHATAI	4.0	3.4%	4.5	3.4%	0.0%
Renault Nissan India	1.7	1.4%	2.9	2.2%	+0.8%
Marelli Corporation. (Incl. overseas operations)	1.4	1.2%	1.9	1.4%	+0.2%
Nissan Thailand	1.6	1.3%	0.9	0.7%	-0.6%
Zhengzhou Nissan	0.1	0.1%	0.1	0.1%	0.0%

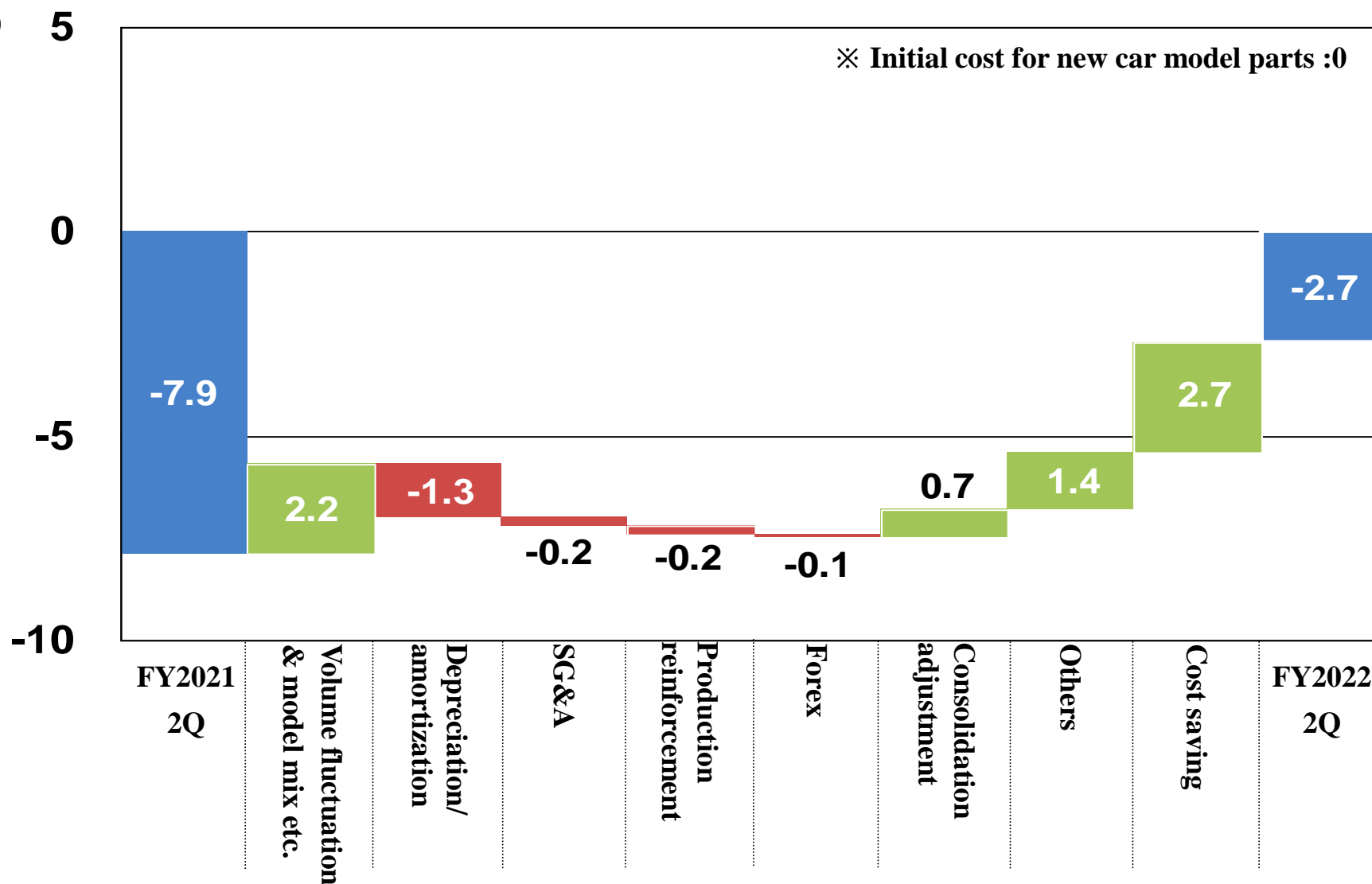
Consolidated Sales by Customer (Other Customers)

- The composition ratio rose by 1.5% due to increased sales of MITSUBISHI MOTORS CORPORATION.

			2Q, FY2021		2Q, FY2022		(billion yen)
			Sales	%	Sales	%	Variance
Other Customers	Sub-total		23.6	19.8%	28.3	21.3%	+1.5%
Incl.)	Honda of America Mfg., Inc.		2.3	1.9%	3.5	2.6%	+0.7%
Honda	Honda De Mexico, S.A. De C.V.		1.2	1.0%	1.4	1.0%	0.0%
	Honda Motor Co., Ltd.		0.9	0.8%	1.1	0.8%	0.0%
	P.T. Honda Prospect Motor		0.4	0.4%	0.9	0.7%	+0.3%
	Honda of The U.K. Manufacturing Ltd.		1.7	1.4%	-	-	-1.4%
MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)			2.5	2.1%	4.7	3.5%	+1.4%
Groupe PSA			2.4	2.0%	2.8	2.1%	+0.1%
Renault S.A.S.			1.4	1.2%	2.6	2.0%	+0.8%
AISIN CORPORATION (Incl. overseas operations)			1.4	1.2%	1.4	1.1%	-0.1%
Mazda	Mazda Motor Corporation		0.8	0.7%	1.0	0.8%	+0.1%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.		0.3	0.3%	0.4	0.3%	0.0%
Dynax Corporation (Incl. overseas operations)			0.9	0.7%	0.9	0.6%	-0.1%
SUBARU CORPORATION			0.4	0.4%	0.5	0.4%	0.0%
SUZUKI MOTOR CORPORATION (Incl. overseas operations)			0.2	0.1%	0.3	0.2%	+0.1%
Hino Motors, Ltd. (Incl. overseas operations)			0.1	0.1%	0.1	0.1%	0.0%
NSK-Warner K.K.			0.2	0.2%	0.1	0.1%	-0.1%
Isuzu Motors Limited (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%
Musashi Seimitsu Industry Co., Ltd.			0.1	0.1%	0.1	0.1%	0.0%
Daihatsu Motor Co., Ltd.			0.2	0.2%	0.0	0.0%	-0.2%

Operating Profit Variance Analysis

(billion yen)

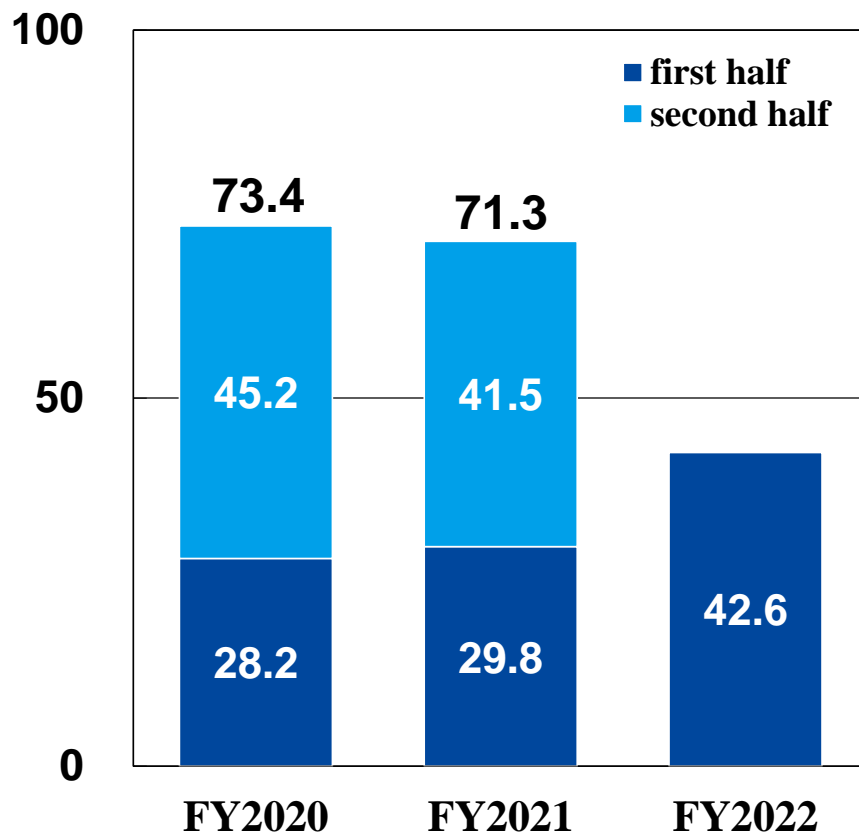


Net Sales/Operating Profit by Region (Japan)

- Net sales increased by 42.9% mainly due to reduced impact of semiconductor supply shortages.
- Operating loss was 2.2 billion yen because of new model parts launching cost.

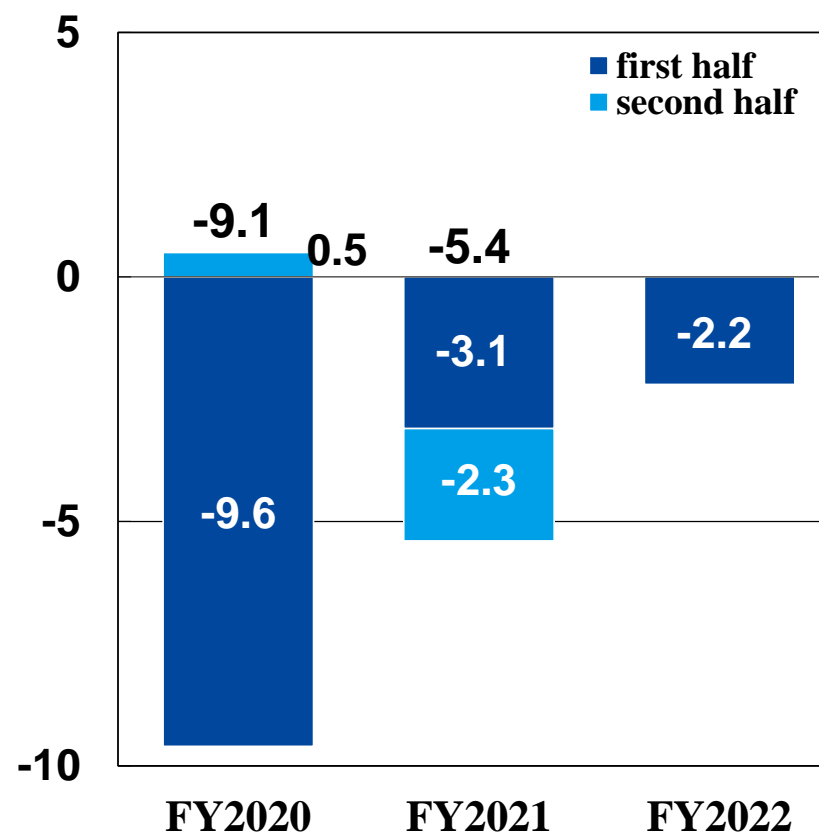
(billion yen)

Net Sales



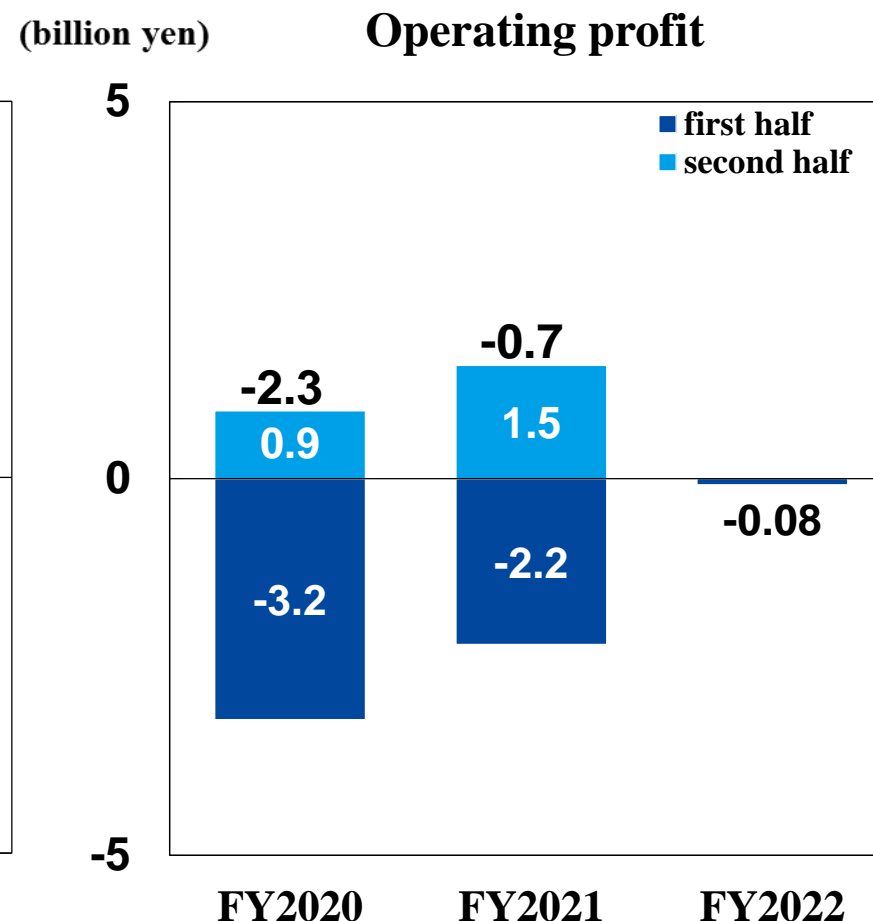
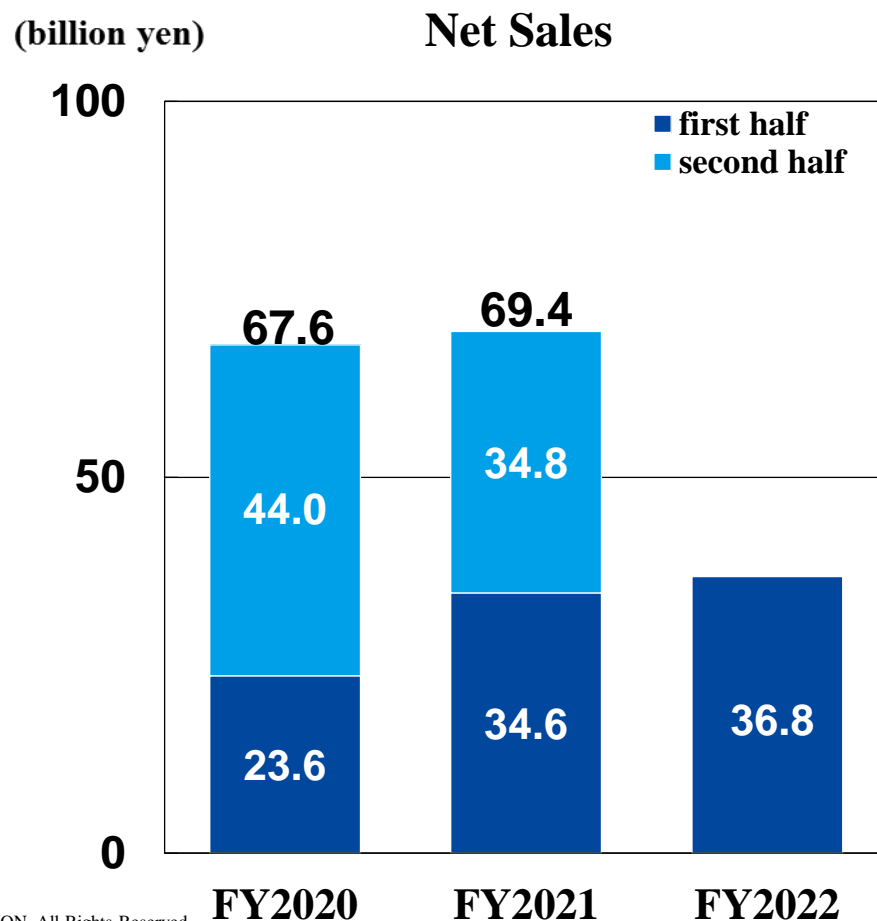
(billion yen)

Operating profit



Net Sales/Operating Profit by Region (The Americas)

- Net sales increased by 6.3% mainly due to Forex impact.
- 2.1 billion yen improvement in operating profit was achieved through the efforts of cost saving.

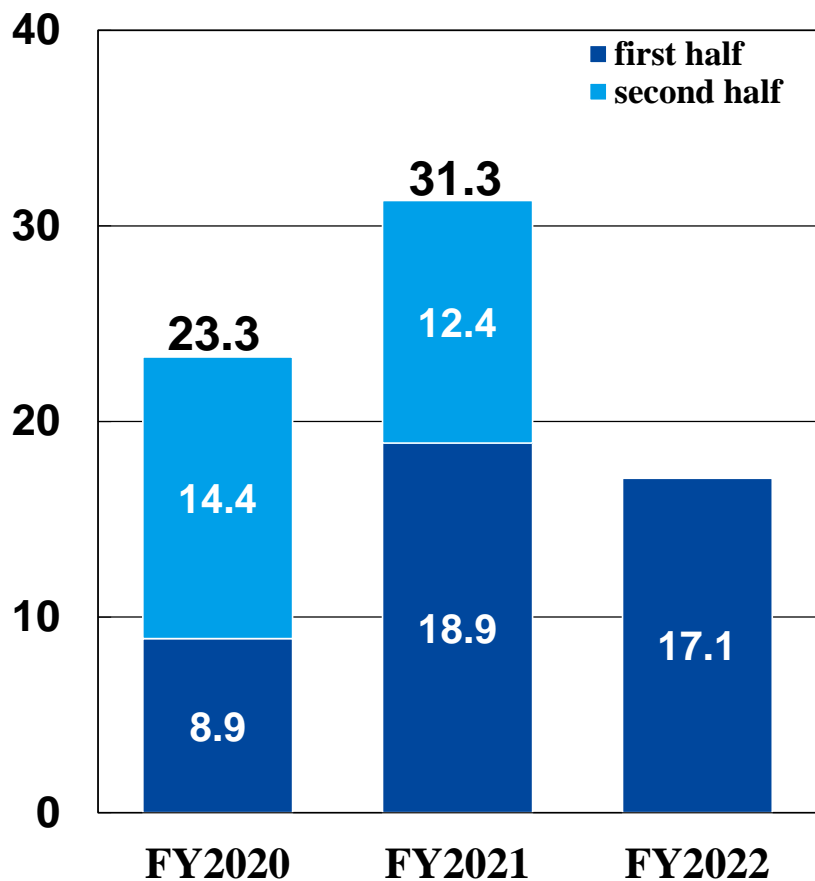


Net Sales/Operating Profit by Region (Europe)

- Net sales decreased by 9.5% due to decreased sales of dies and equipment despite Forex impact.
- 2.4 billion yen improvement in operating profit was achieved through the efforts of cost saving.

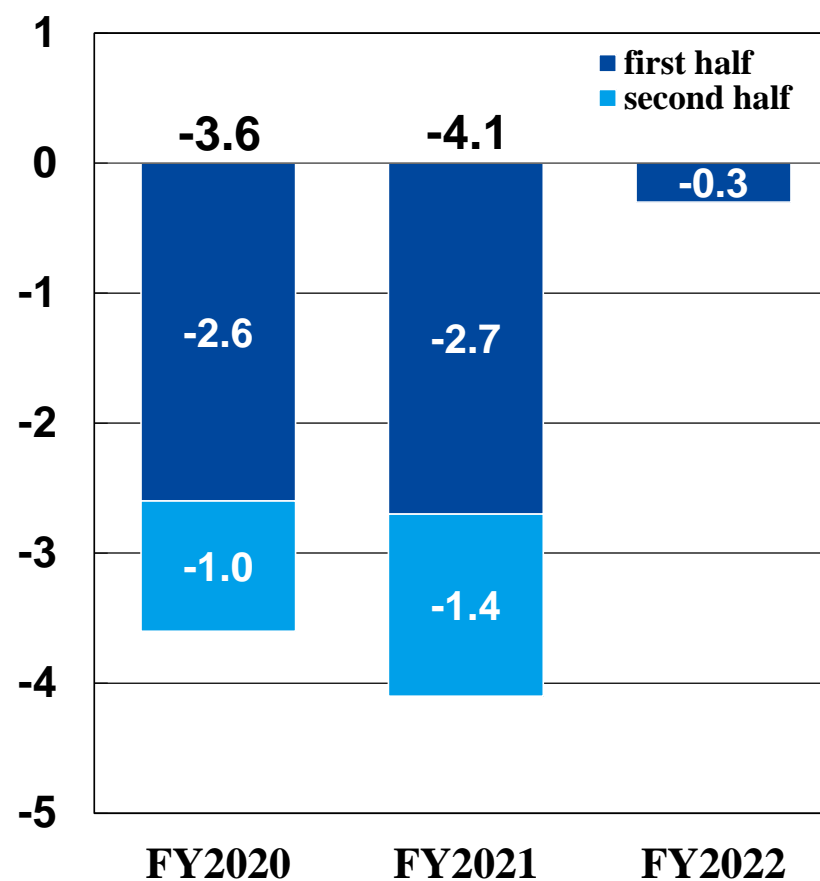
(billion yen)

Net sales



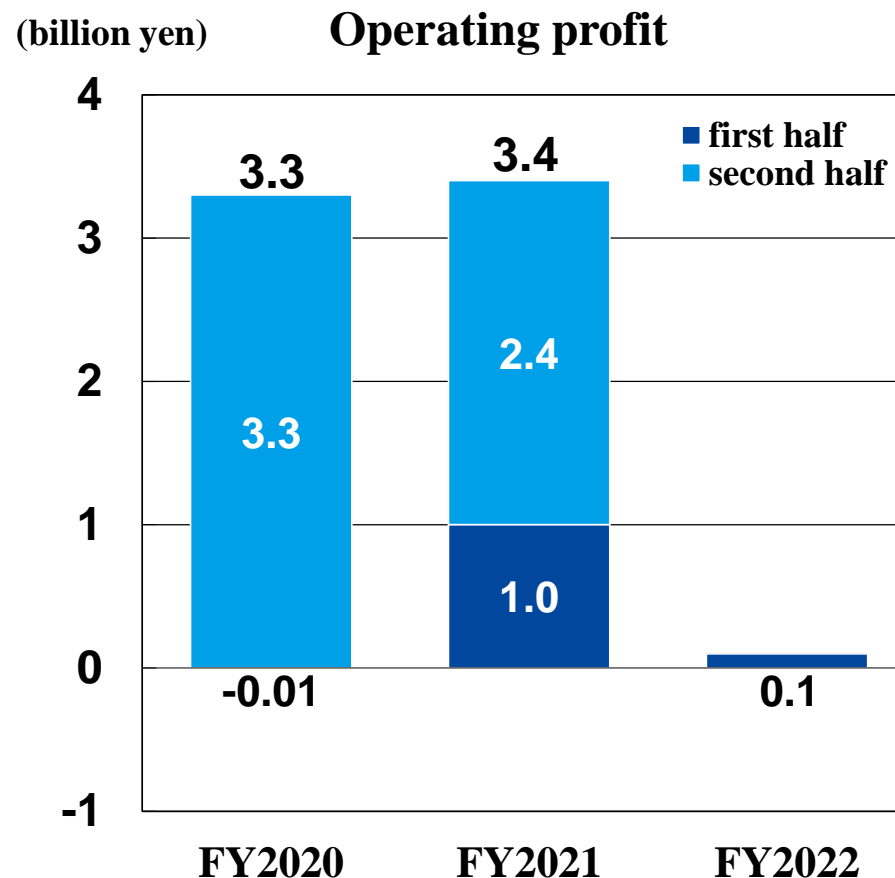
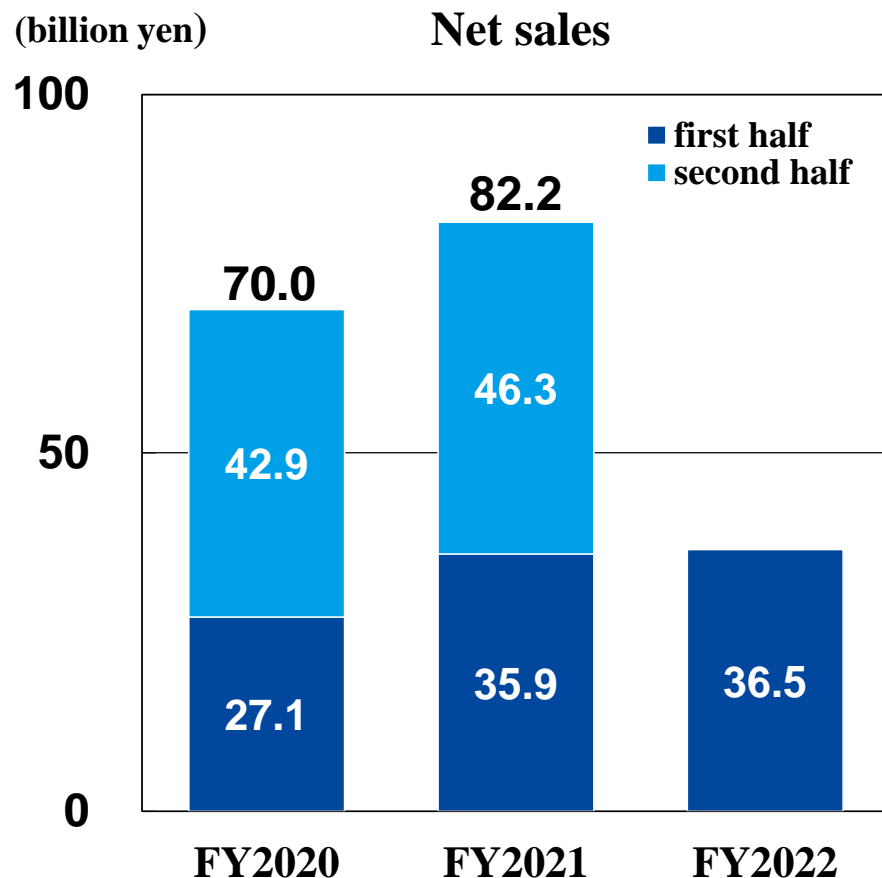
(billion yen)

Operating profit



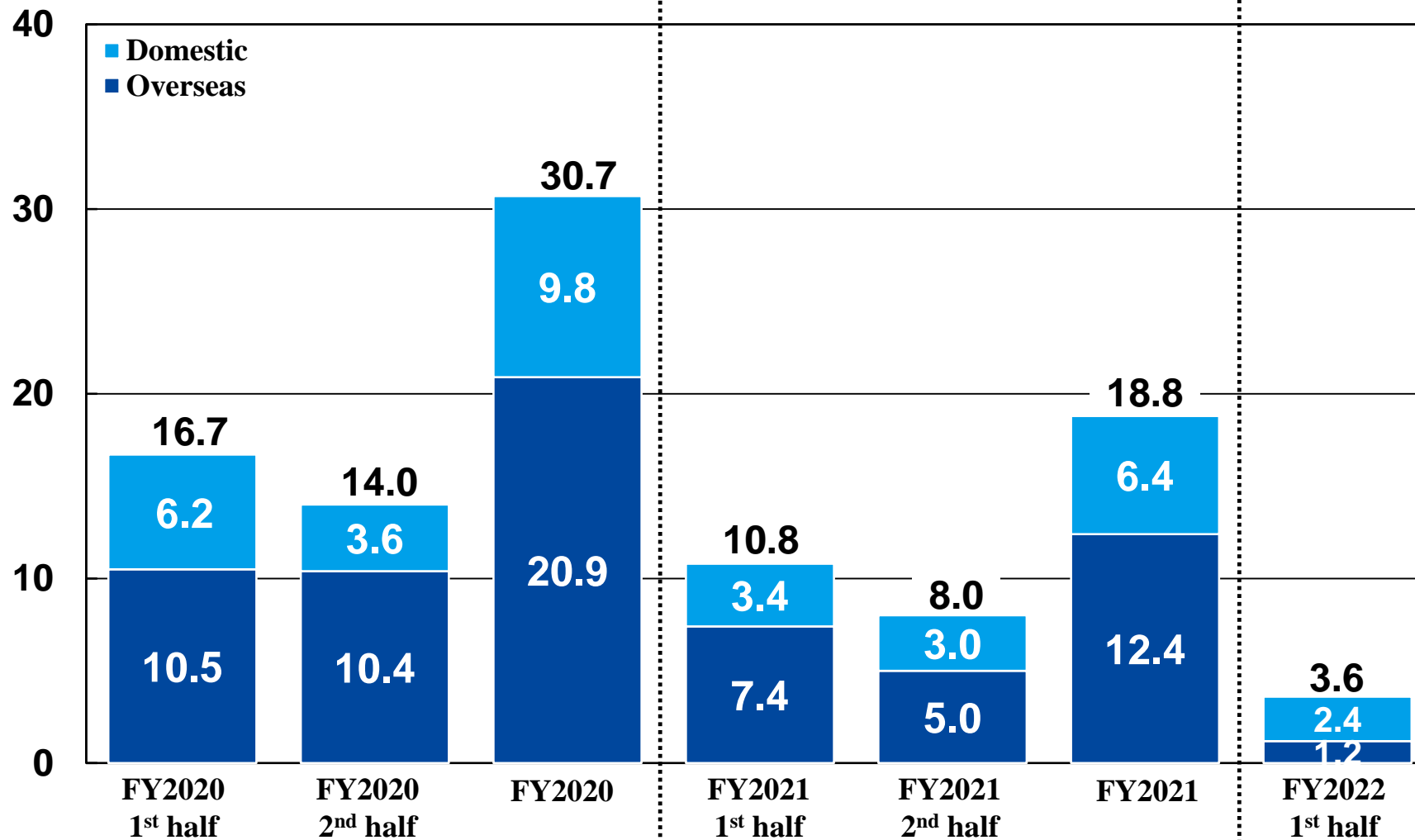
Net Sales/Operating Profit by Region (Asia)

- Net sales increased by 1.7% mainly due to Forex impact despite the impact of reduced production by customers due to the Shanghai lockdown and other factors.
- Operating profit decreased by 0.9 billion yen mainly due to the efforts of volume fluctuation.



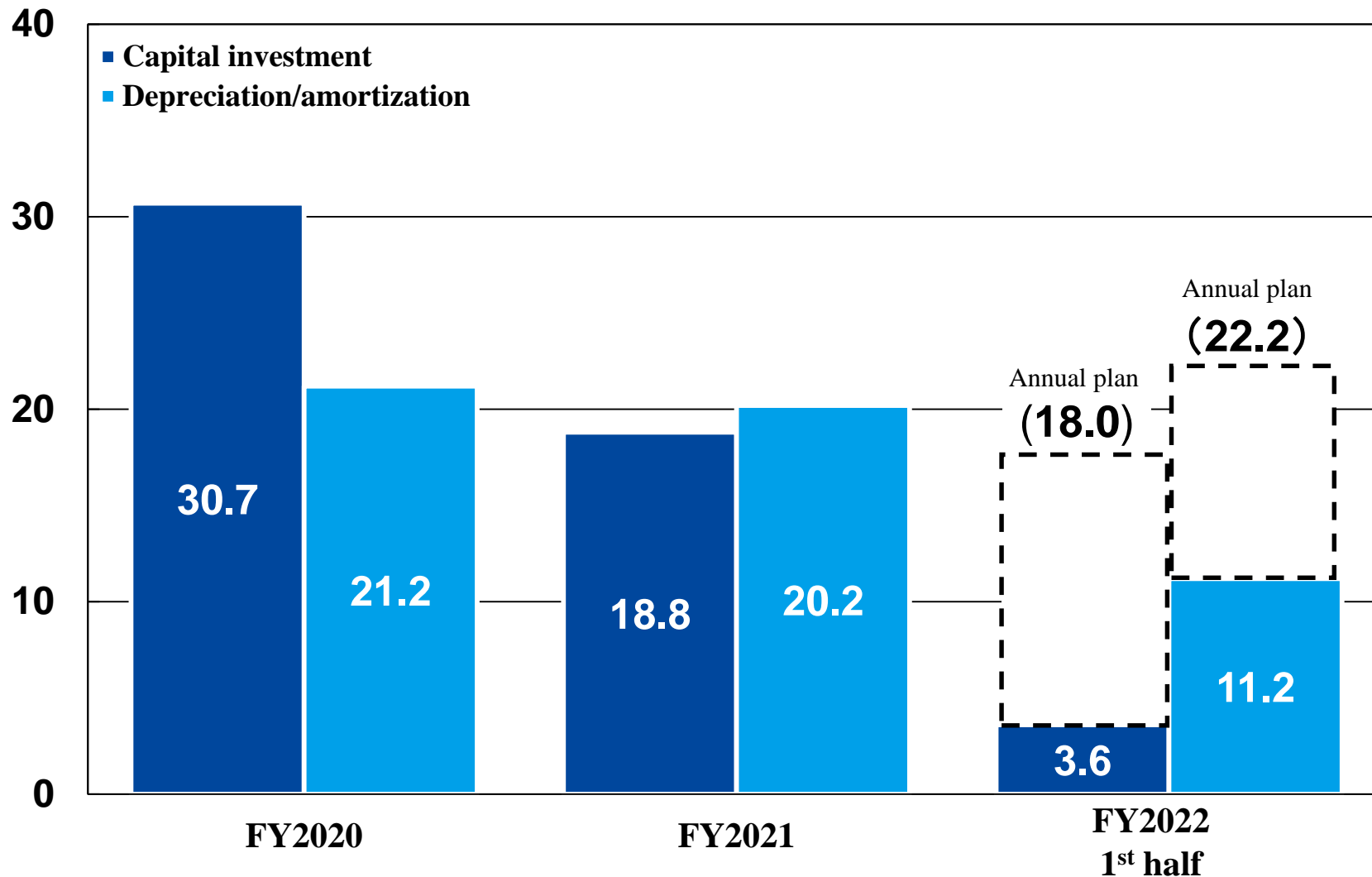
Capital Investment

(billion yen)



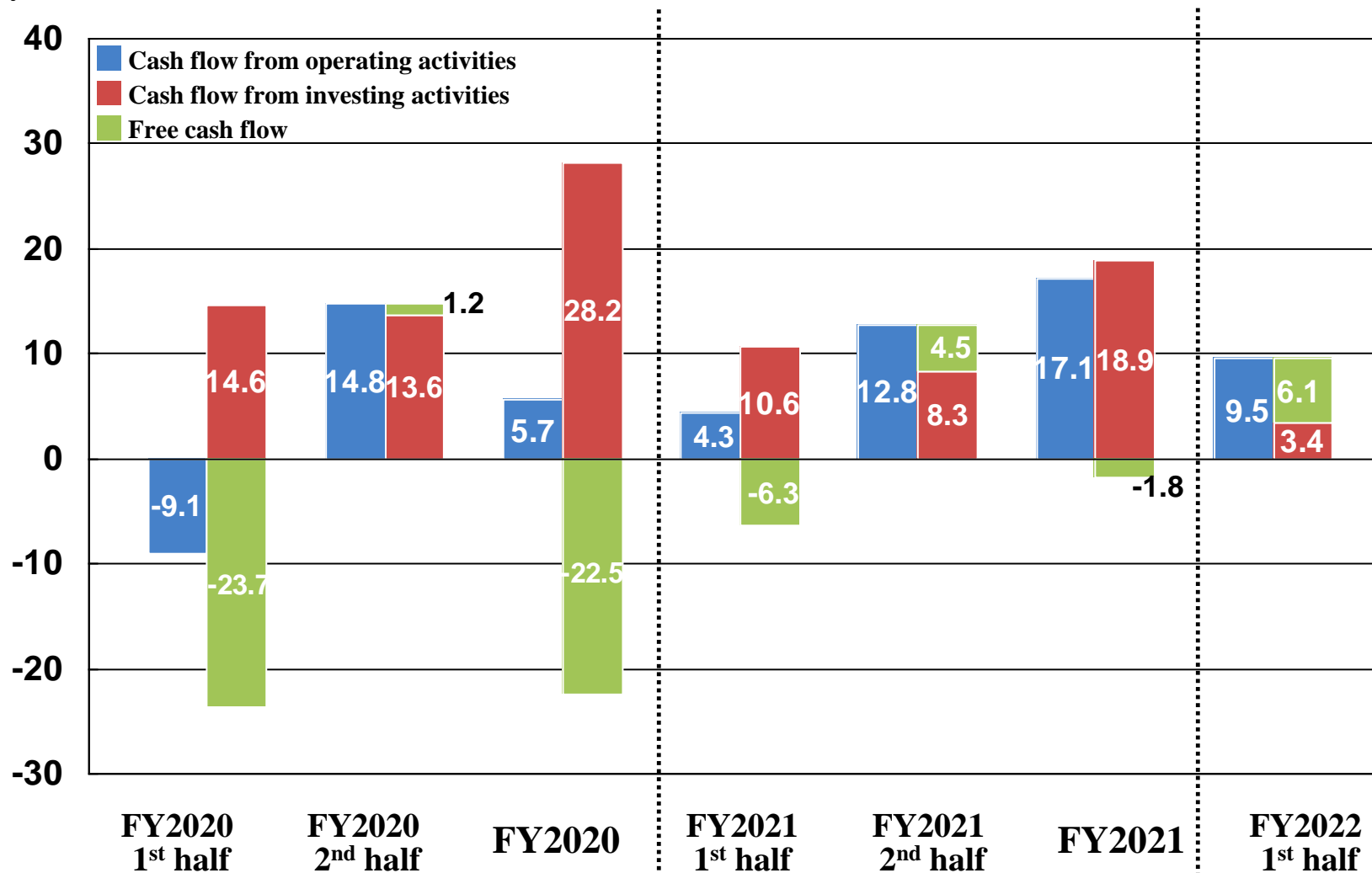
Capital Investment & Depreciation / Amortization

(billion yen)



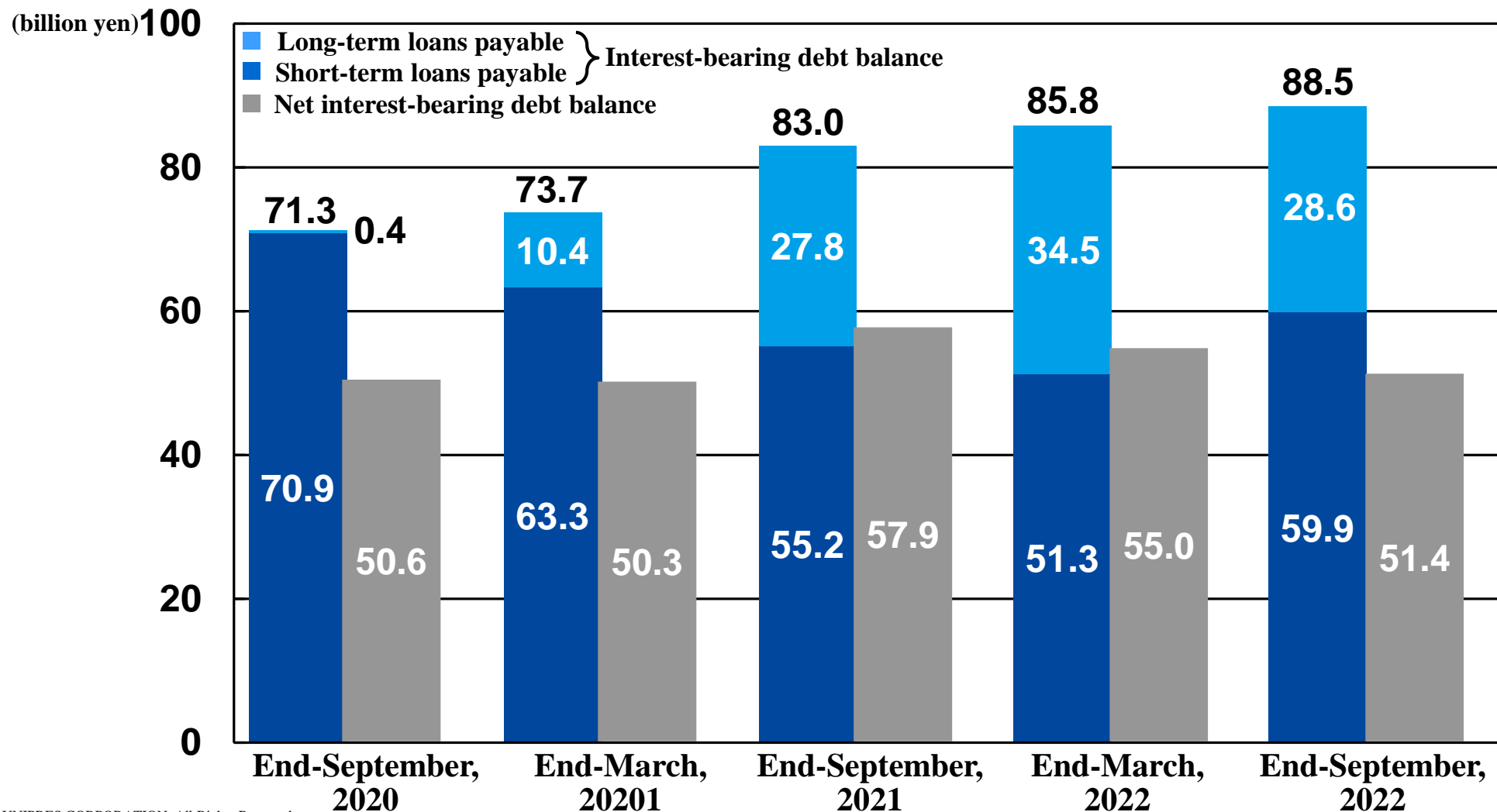
Cash Flows

(billion yen)



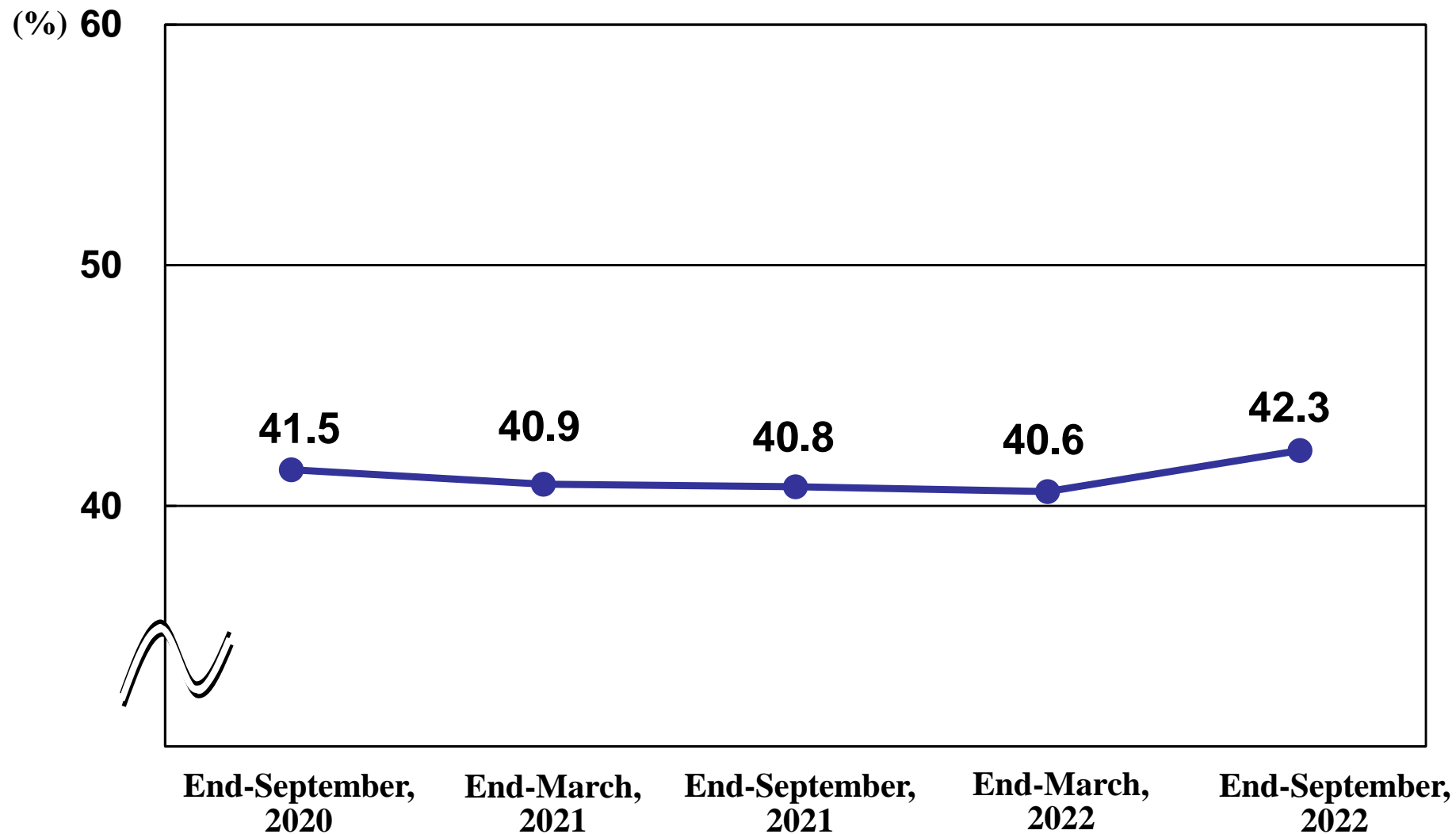
Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts increased by 2.7 billion yen compared with the end-March, 2022.
- Net interest-bearing debts including cash and deposits was 51.4 billion yen.



Changes in Equity-to-total Assets

- The ratio increased by 1.7% to 42.3% compared to the end of March 2022.



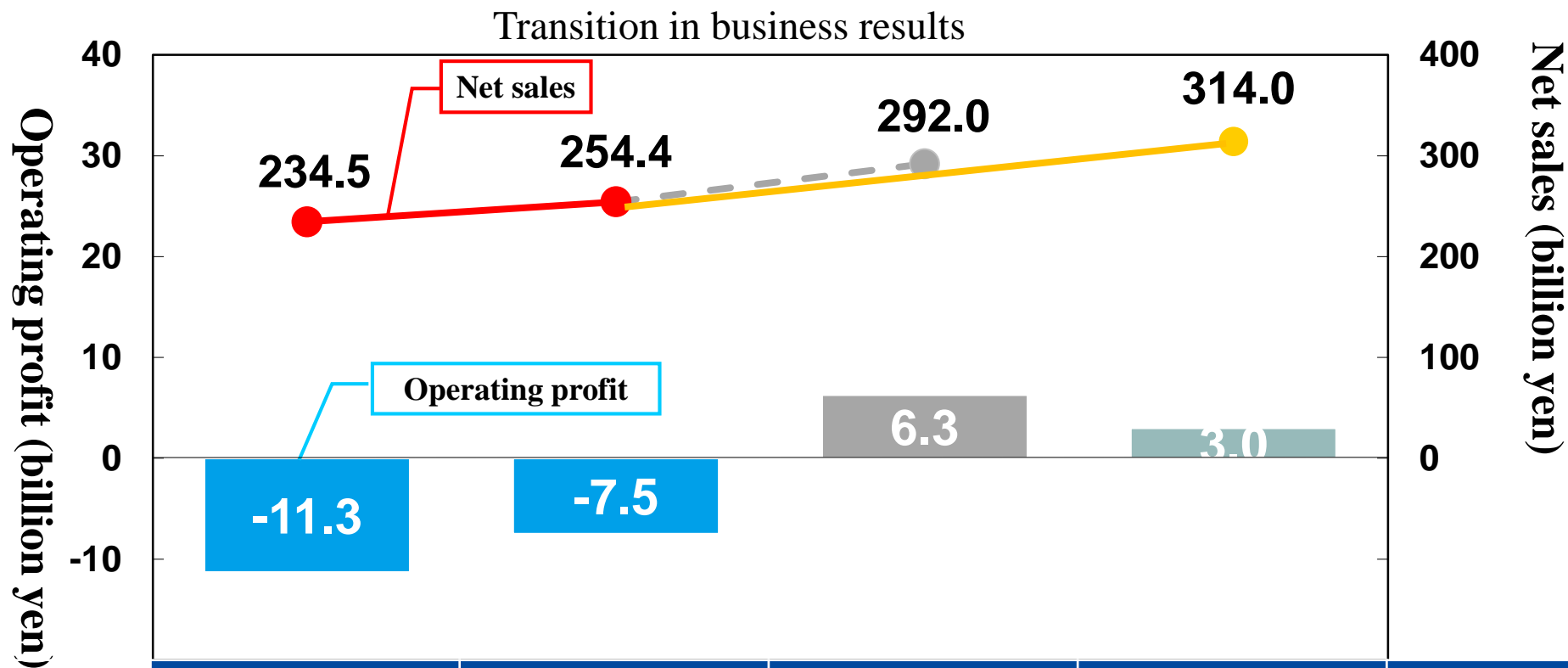


Forecast of FY2022

Forecast of Fiscal Year 2022

- 1. Although the situation remains uncertain due to unstable factors such as semiconductor supply shortages, rising resource prices, and the situation in Ukraine, net sales are forecast to increase as customers' production is expected to recover.**
- 2. Operating profit is forecast to turn to positive as sales increase.**

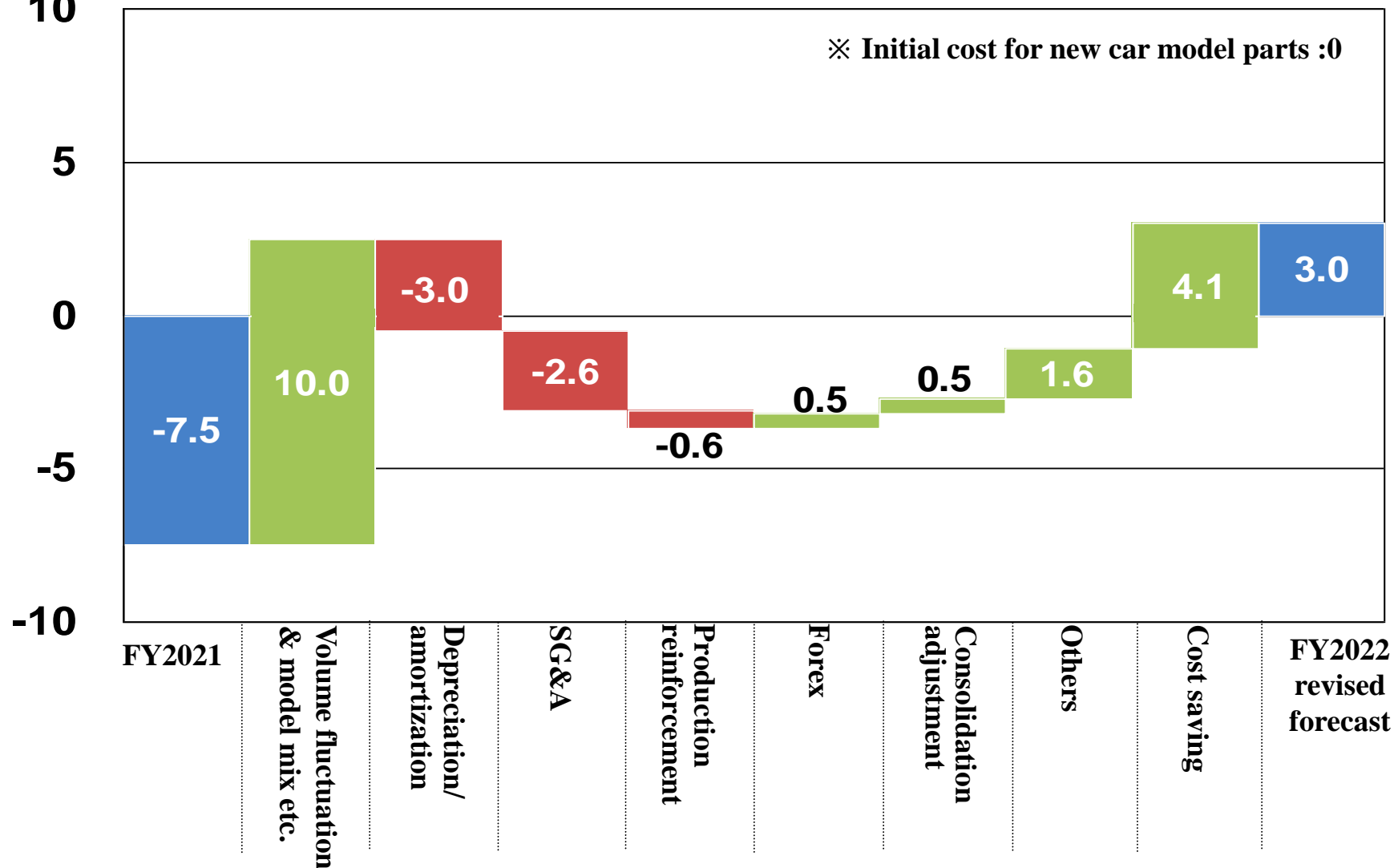
Consolidated Business Forecast for FY2022



	FY2020	FY2021 (A)	FY2022 initial forecast	FY2022 revised forecast (B)	(B) - (A)
Net sales	234.5	254.4	292.0	314.0	+56.6
Operating profit	-11.3	-7.5	6.3	3.0	+10.5
Ordinary profit	-9.1	-4.7	5.3	5.3	+10.0
Net income attributable to owners of parent	-17.6	-7.9	1.1	2.5	+10.4

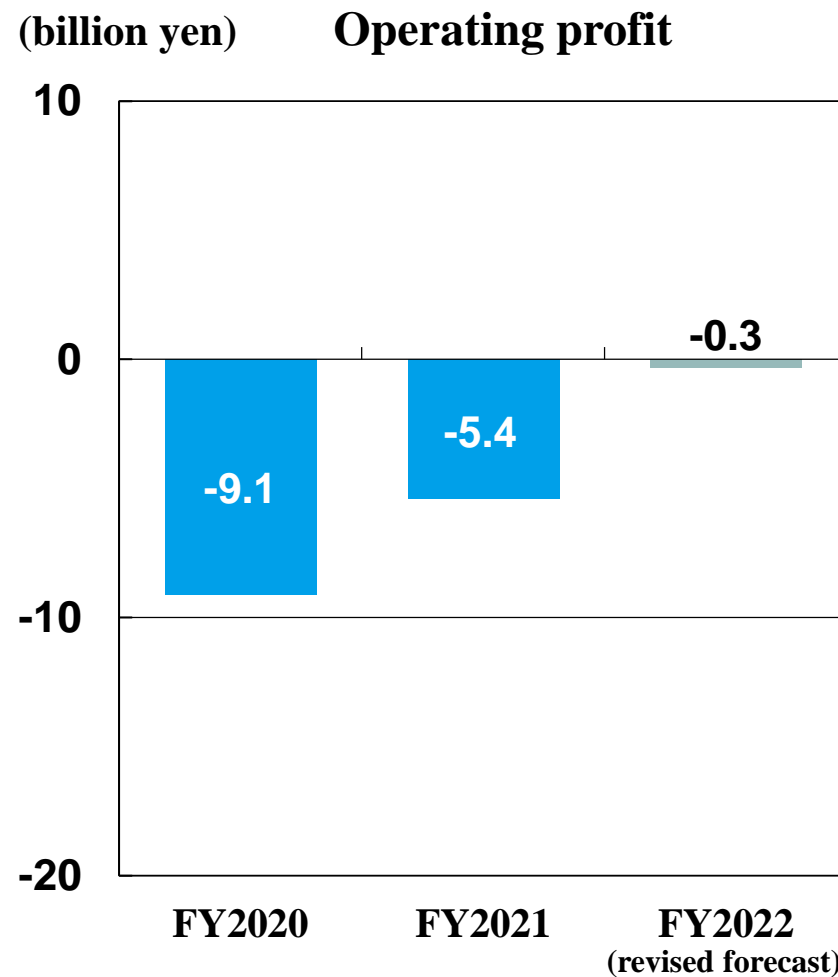
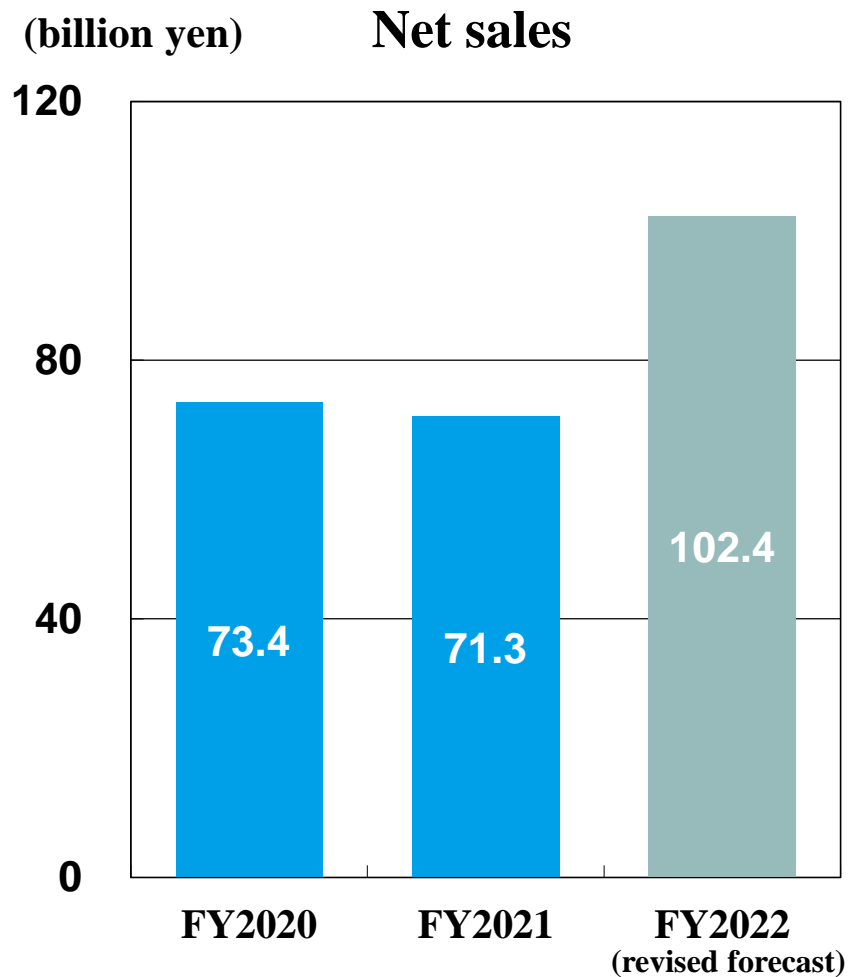
Forecast of Operating Profit Variance Analysis

(billion yen) 10



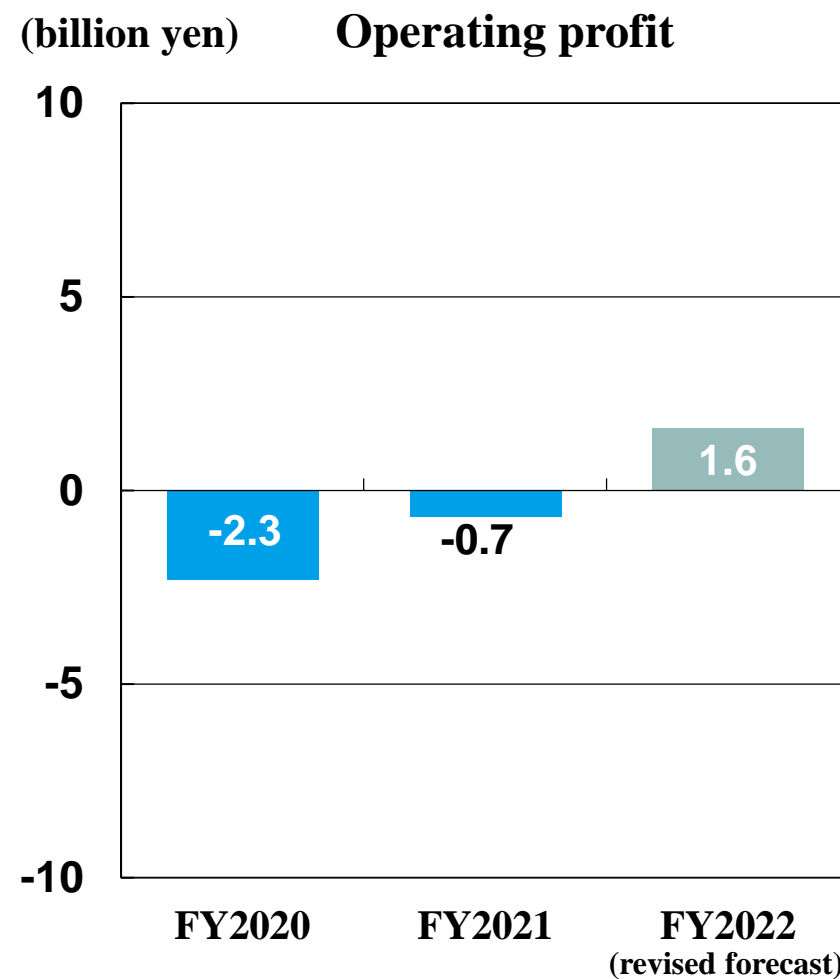
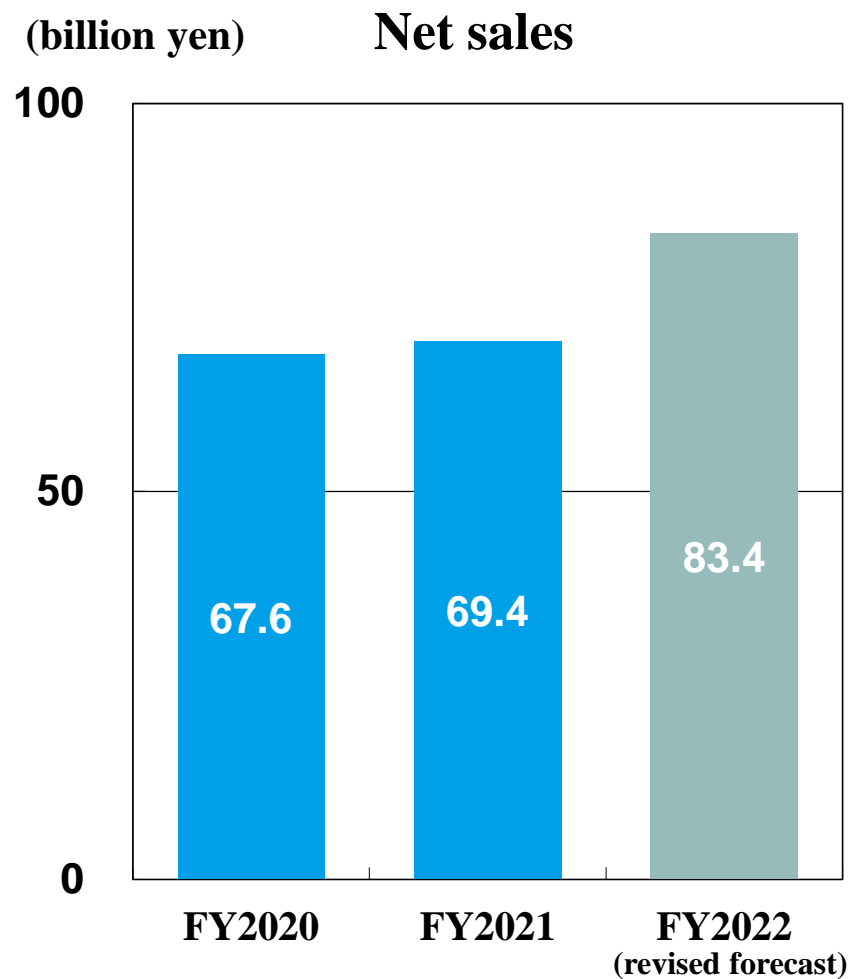
Net Sales/Operating Profit by Region (Japan)

- Net sales growth is projected based on the impact of customers' production increase.
- Operating profit is projected to grow through sales increase and cost reduction efforts.



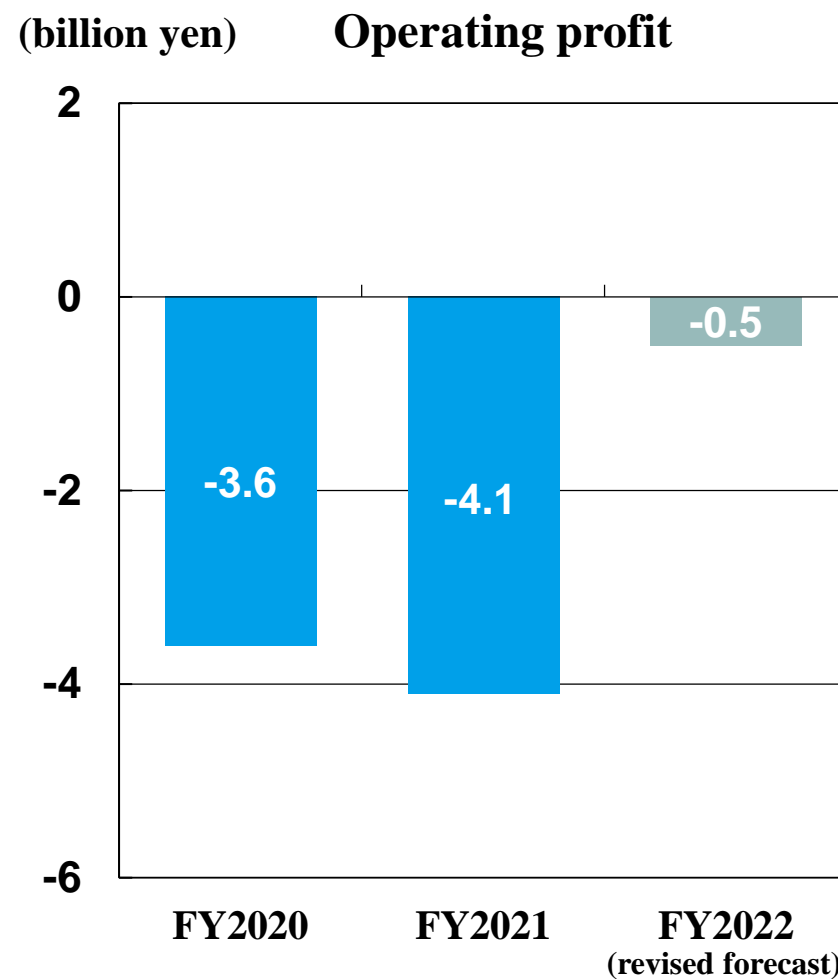
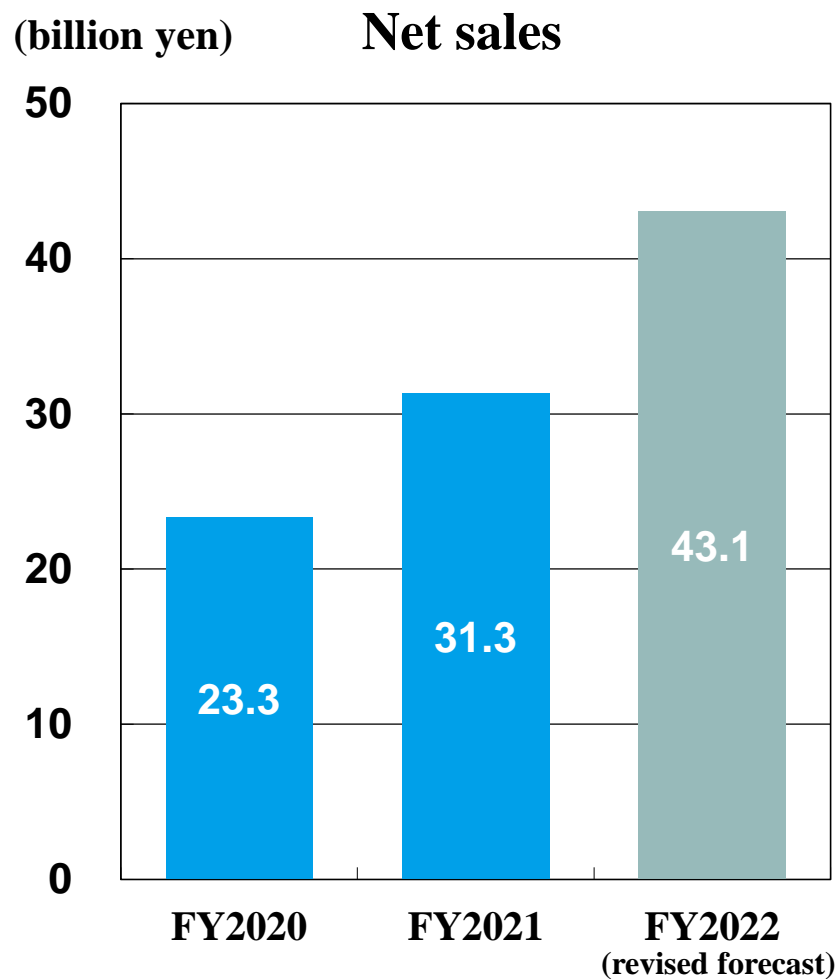
Net Sales/Operating Profit by Region (the Americas)

- Net sales growth is projected based on Forex impact.
- Operating profit is projected to grow through sales increase and cost reduction efforts.



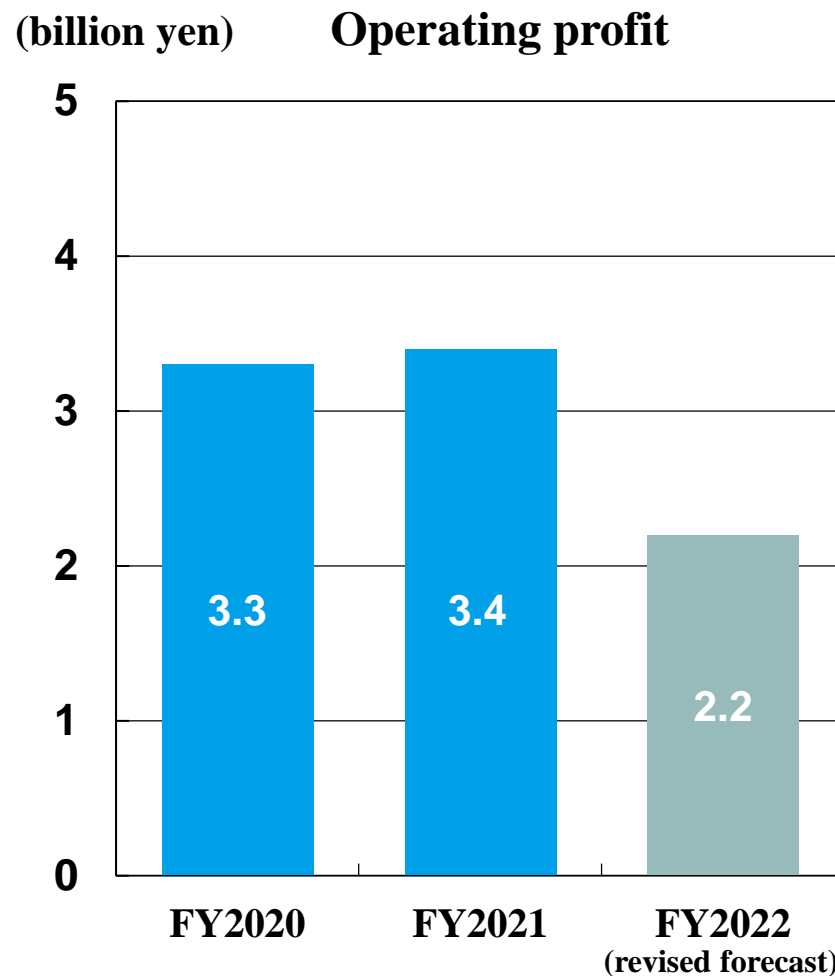
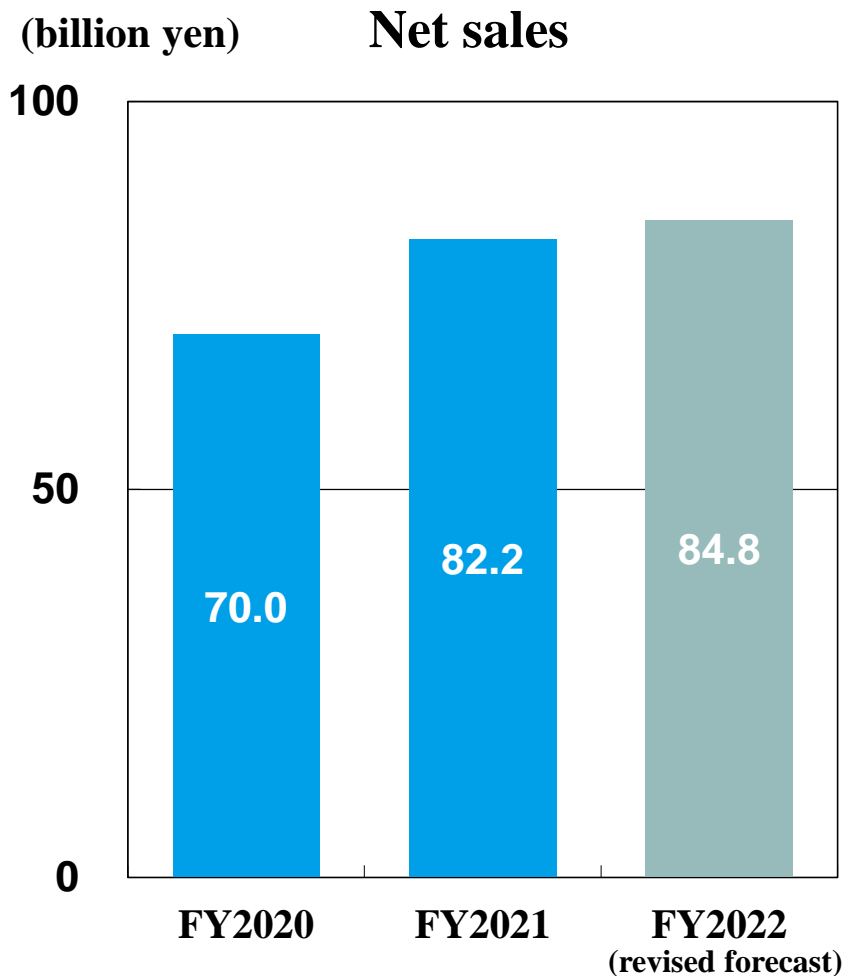
Net Sales/Operating Profit by Region (Europe)

- Net sales growth is projected as the customers' production increase.
- Operating profit is projected to grow through sales increase and cost reduction efforts.



Net Sales/Operating Profit by Region (Asia)

- Net sales growth is projected based on Forex impact despite the impact of reduced production by customers due to the Shanghai lockdown and other factors.
- Operating profit projected to be lower due to the cost of new base in China.





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	2Q, FY2021		2Q, FY2022		Preconditions of FY2022 forecast	
	Average for the period	term end	Average for the period	term end	At first	Full year
US \$	110.13	111.95	135.31	144.81	115.00	136.99
STG £	150.79	153.22	159.89	165.78	150.00	161.01
EURO	130.47	131.63	135.14	142.65	130.00	137.21
MEX \$	5.36	5.58	6.16	6.78	5.50	6.53
RMB	16.77	17.12	19.14	20.39	18.00	19.61
INR	1.50	1.52	1.72	1.78	1.50	1.73
THB	3.50	3.45	3.67	3.87	3.50	3.74
IDR	0.0076	0.0076	0.0086	0.0092	0.0080	0.0089

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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

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