



UNIPRES CORPORATION

FY2022 3rd Quarter Financial Results





FY2022 3Q Financial Results

Forecast of FY2022



FY2022 3Q Financial Results

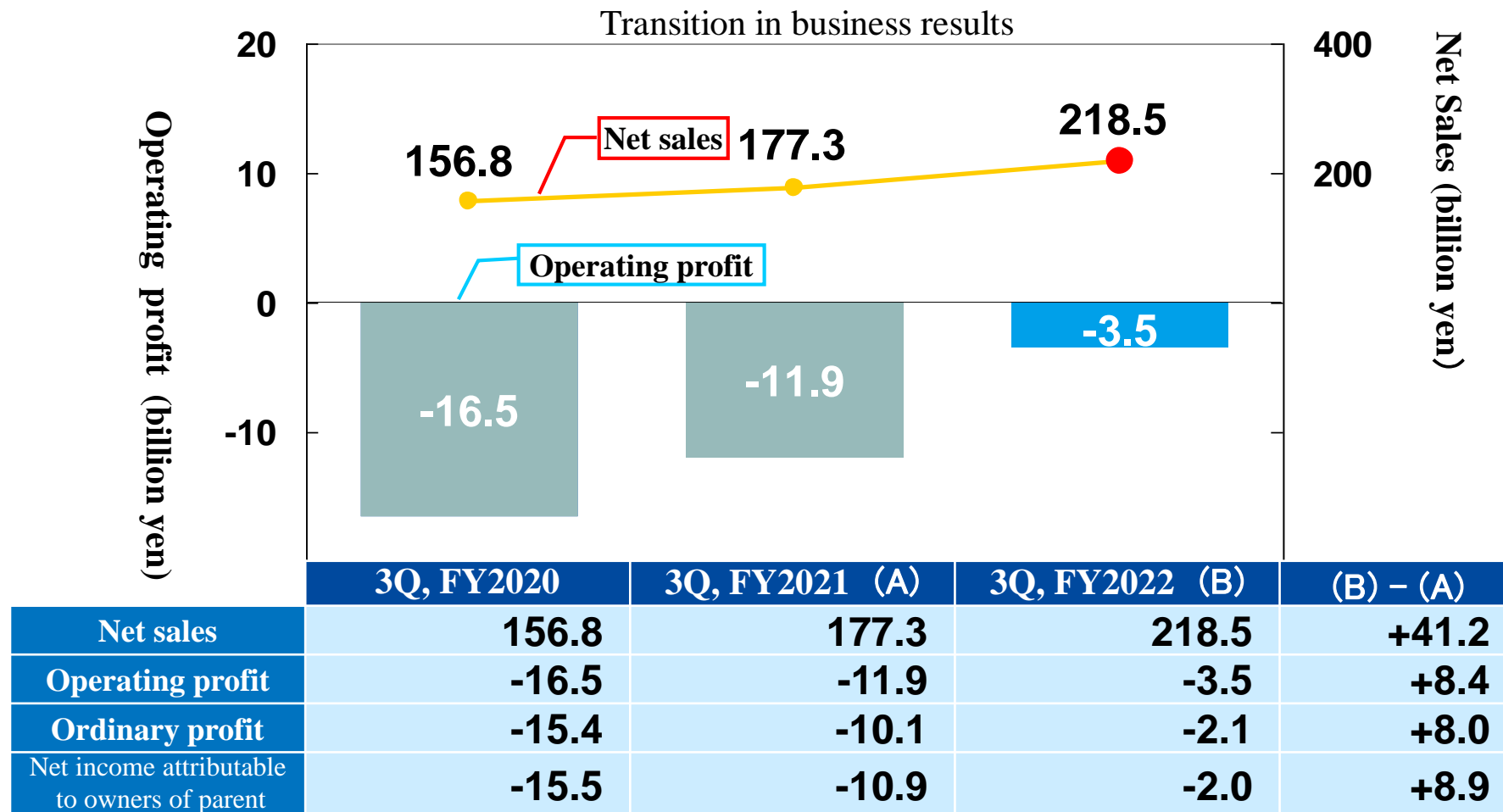
Key Highlights for Q3, FY2022 (consolidated-basis)

Net sales increased to 218.5 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 3.5 billion yen, but improved significantly from the previous year due to the effects of cost saving.

Summary of Q3, FY2022

- Net sales increased by 41.2 billion yen (+23.2%) compared with the same period of the previous year.
- Operating profit improved by 8.4 billion yen compared with the same period of the previous year.



Consolidated Sales by Product Group

(billion yen)

	3Q, FY2021		3Q, FY2022		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	150.1	84.7%	189.5	86.7%	+39.4	+2.0%
Transmission products	23.6	13.3%	24.0	11.0%	+0.4	-2.3%
Plastic products	2.1	1.2%	2.4	1.1%	+0.3	-0.1%
Other	1.5	0.8%	2.6	1.2%	+1.1	+0.4%
Total	177.3	100%	218.5	100%	+41.2	—

Consolidated Sales by Customer (Nissan Motor-related products)

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

(billion yen)

	3Q, FY2021		3Q, FY2022		Variance
	Sales	%	Sales	%	
Nissan Motor-related products Sub-total	141.1	79.6%	170.6	78.1%	-1.5%
Dongfeng Motor Company Limited.	35.7	20.1%	40.7	18.6%	-1.5%
Nissan Motor	20.2	11.4%	33.7	15.4%	+4.0%
Nissan North America	22.2	12.5%	28.2	12.9%	+0.4%
Nissan Europe	14.9	8.4%	18.5	8.5%	+0.1%
JATCO (Incl. overseas operations)	18.1	10.2%	17.1	7.8%	-2.4%
Nissan Mexicana	16.8	9.5%	15.2	7.0%	-2.5%
NISSAN SHATAI	5.1	2.9%	7.7	3.5%	+0.6%
Renault Nissan India	2.7	1.5%	4.5	2.1%	+0.6%
Marelli Corporation. (Incl. overseas operations)	2.0	1.1%	3.0	1.4%	+0.3%
Nissan Thailand	2.2	1.2%	1.5	0.7%	-0.5%
Zhengzhou Nissan	0.1	0.1%	0.1	0.05%	-0.05%

Consolidated Sales by Customer (Other Customers)

- The composition ratio rose by 1.5% due to sales increase of Honda of America Mfg., Inc and Honda De Mexico, S.A. De C.V.

		3Q, FY2021		3Q, FY2022		Variance	(billion yen)
		Sales	%	Sales	%		
Other customers		36.2	20.4%	47.9	21.9%	+1.5%	
Incl.) Honda	Honda of America Mfg., Inc.	3.2	1.8%	7.8	3.6%	+1.8%	
	Honda De Mexico, S.A. De C.V.	1.7	1.0%	4.4	2.0%	+1.0%	
	Honda Motor Co., Ltd.	1.5	0.8%	1.8	0.8%	0.0%	
	P.T. Honda Prospect Motor	0.5	0.3%	1.3	0.6%	+0.3%	
	Honda of The U.K. Manufacturing Ltd.	1.9	1.1%	0.0	0.0%	-1.1%	
MITSUBISHI MOTORS CORPORATION(Incl. overseas operations)		6.2	3.5%	8.1	3.7%	+0.2%	
Renault		1.9	1.1%	4.3	1.9%	+0.8%	
Groupe PSA		3.3	1.9%	4.2	1.9%	0.0%	
Mazda	Mazda Motor Corporation	1.3	0.7%	1.7	0.8%	+0.1%	
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.5	0.3%	0.6	0.3%	0.0%	
AISIN CORPORATION (Incl. overseas operations)		2.1	1.2%	2.2	1.0%	-0.2%	
Dynax Corporation (Incl. overseas operations)		1.3	0.7%	1.2	0.6%	-0.1%	
SUBARU CORPORATION		0.7	0.4%	0.9	0.4%	0.0%	
SUZUKI MOTOR CORPORATION. (Incl. overseas operations)		0.3	0.1%	0.4	0.2%	+0.1%	
NSK-Warner K.K.		0.3	0.2%	0.3	0.1%	-0.1%	
Hino Motors, Ltd. (Incl. overseas operations)		0.1	0.1%	0.2	0.1%	0.0%	
Isuzu Motors Limited (Incl. overseas operations)		0.2	0.1%	0.2	0.1%	0.0%	
UD Trucks Corporation		0.2	0.1%	0.2	0.1%	0.0%	
Musashi Seimitsu Industry Co., Ltd.		0.2	0.1%	0.1	0.05%	-0.05%	
TOYODA IRON WORKS CO., LTD. (Incl. overseas operations)		0.01	0.01%	0.1	0.03%	+0.02%	
Daihatsu Motor Co., Ltd.		0.2	0.1%	0.0	0.0%	-0.1%	

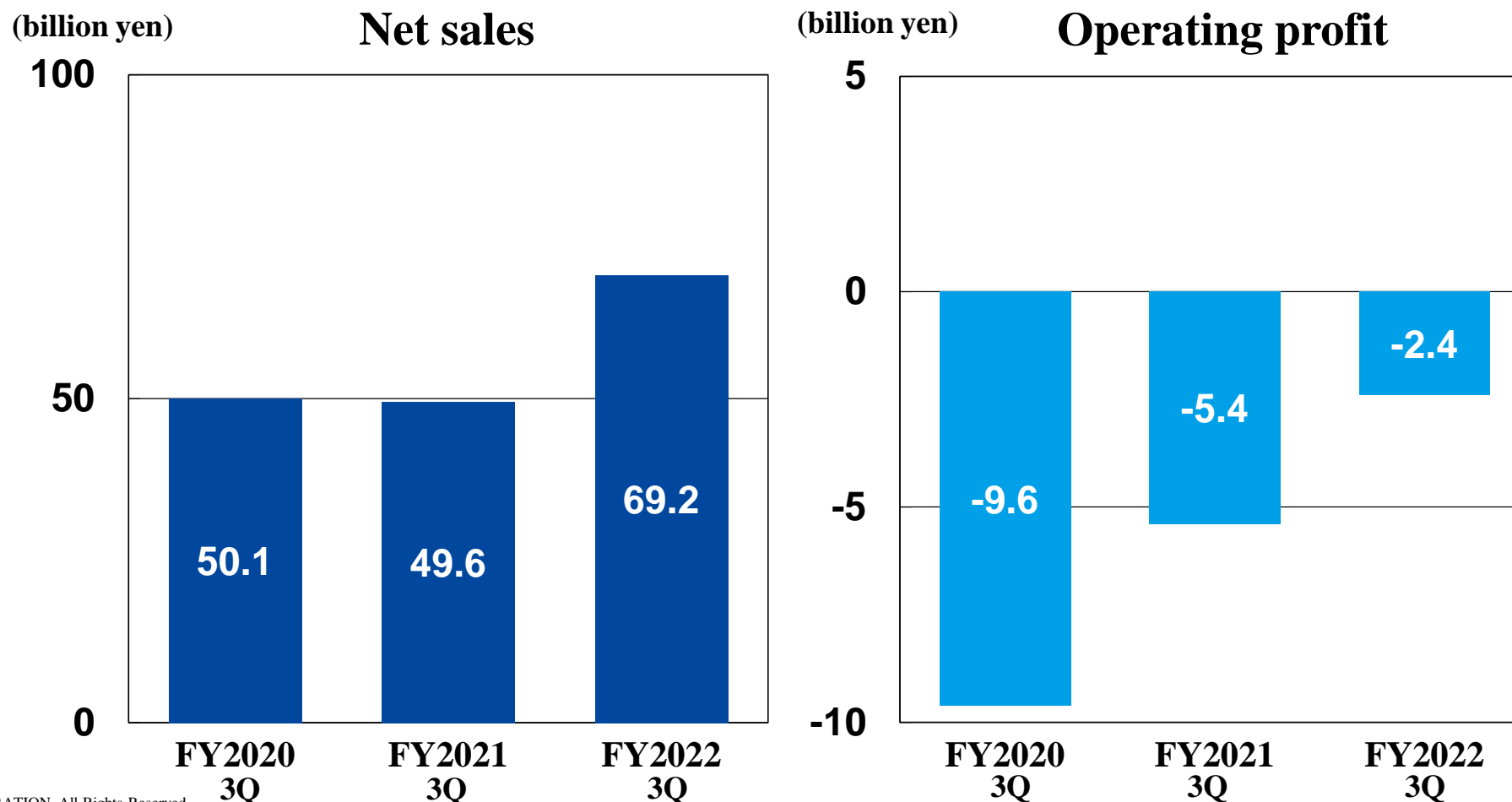
Operating Profit Variance Analysis

(billion yen) 5



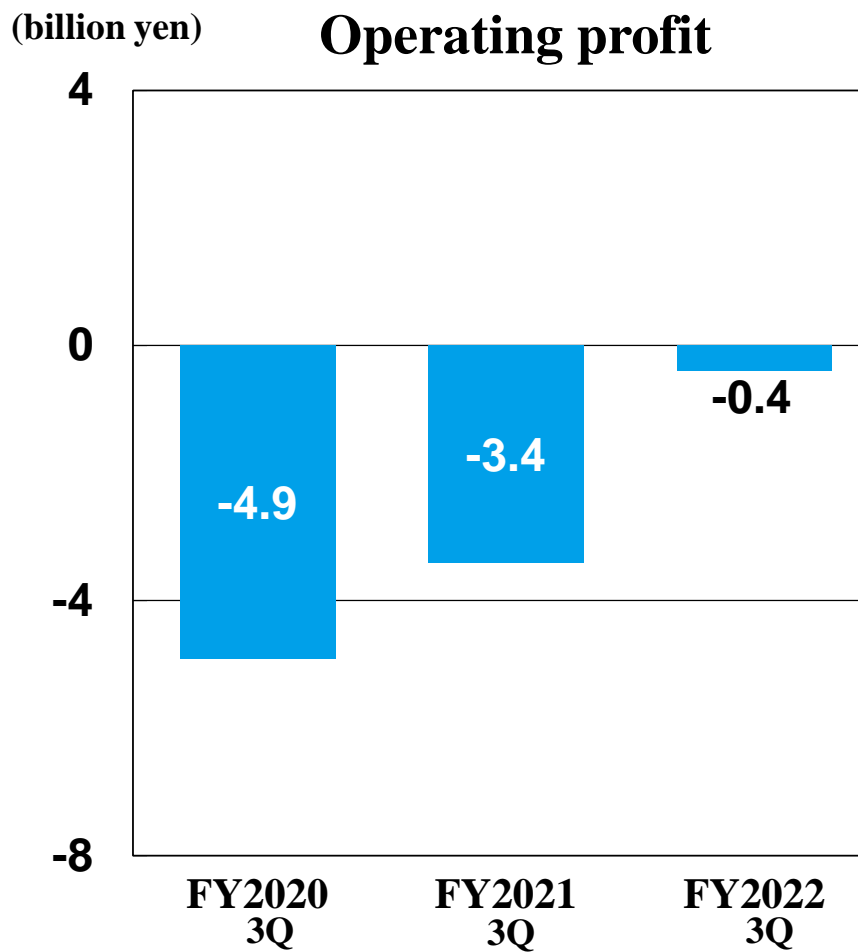
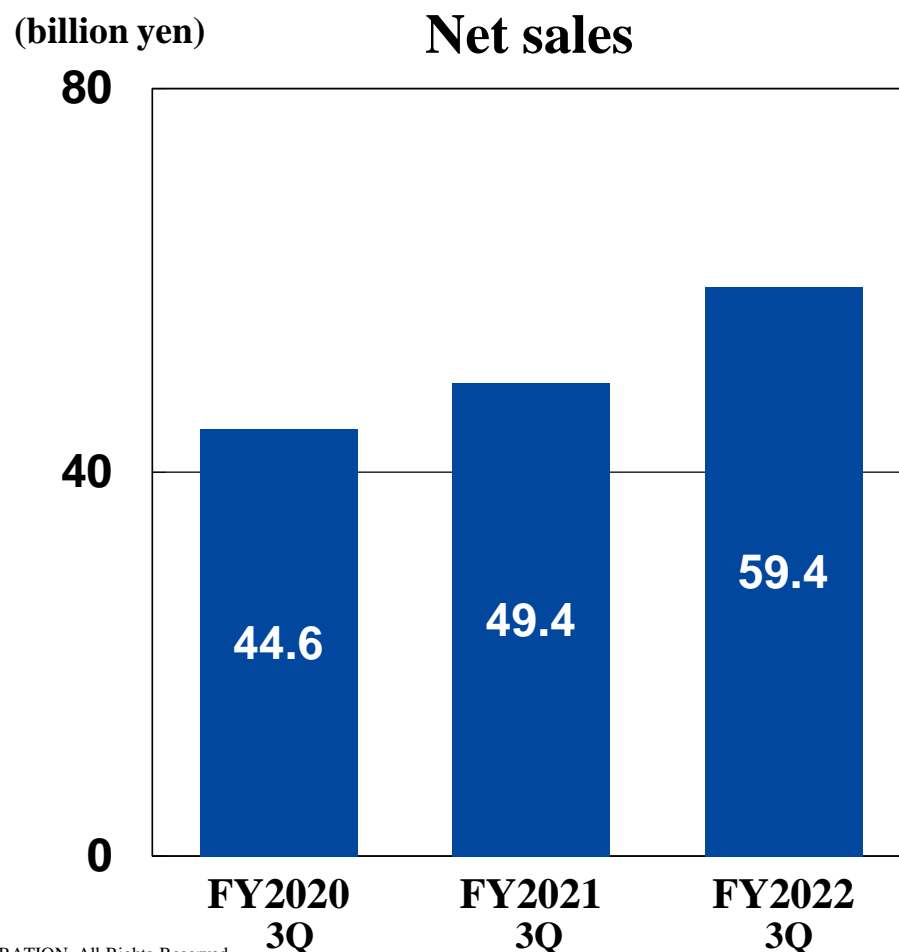
Sales/Operating Profit by Region (Japan)

- Net sales increased by 39.5% because of the impact of customers' production increase.
- Operating loss was 2.4 billion yen because of new model parts launching cost.



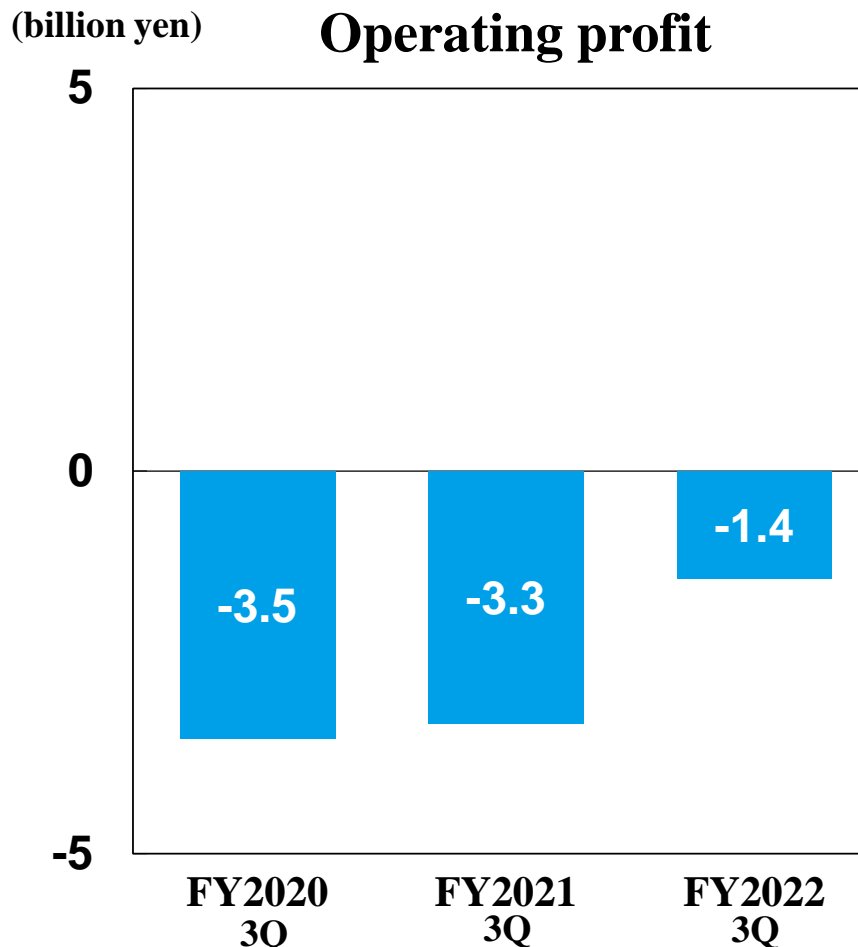
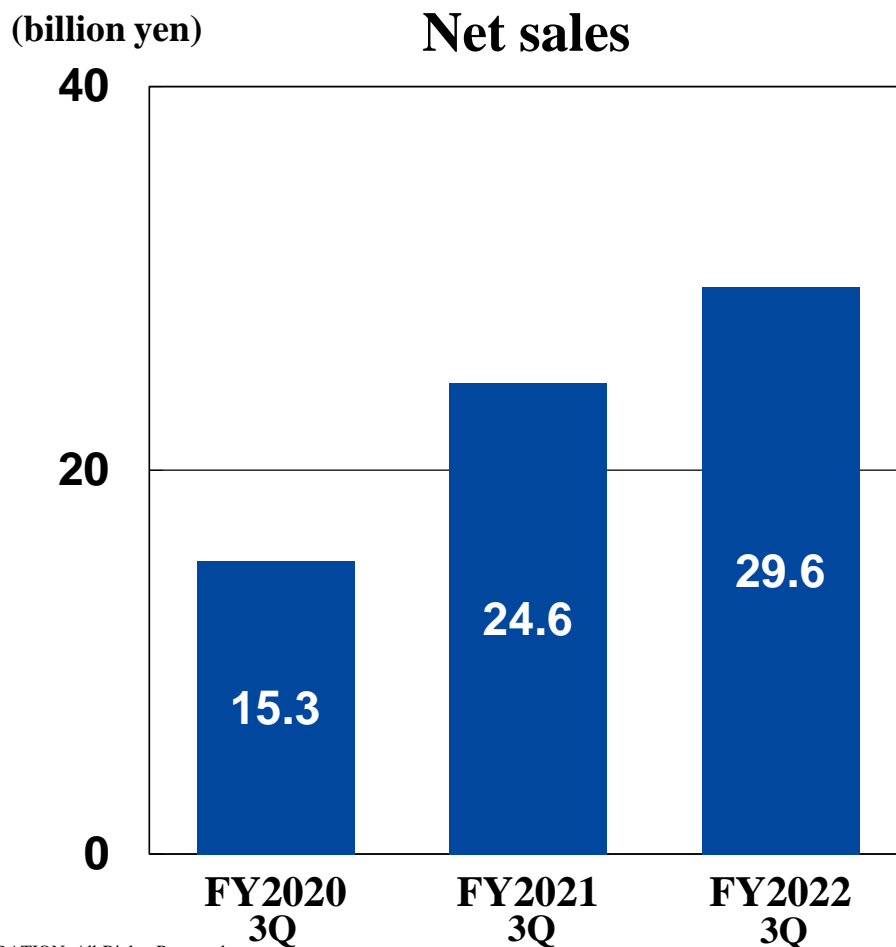
Sales/Operating Profit by Region (The Americas)

- Net sales increased by 20.2% mainly due to Forex impact.
- 3.0 billion yen improvement in operating profit was achieved through the efforts of cost saving.



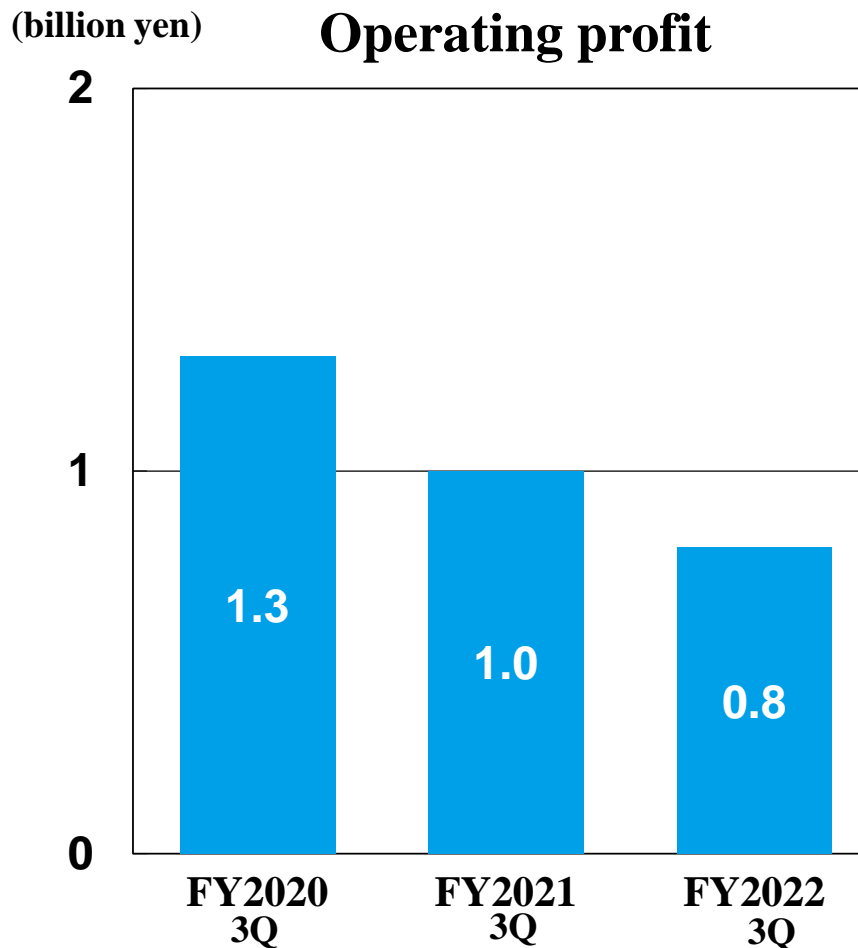
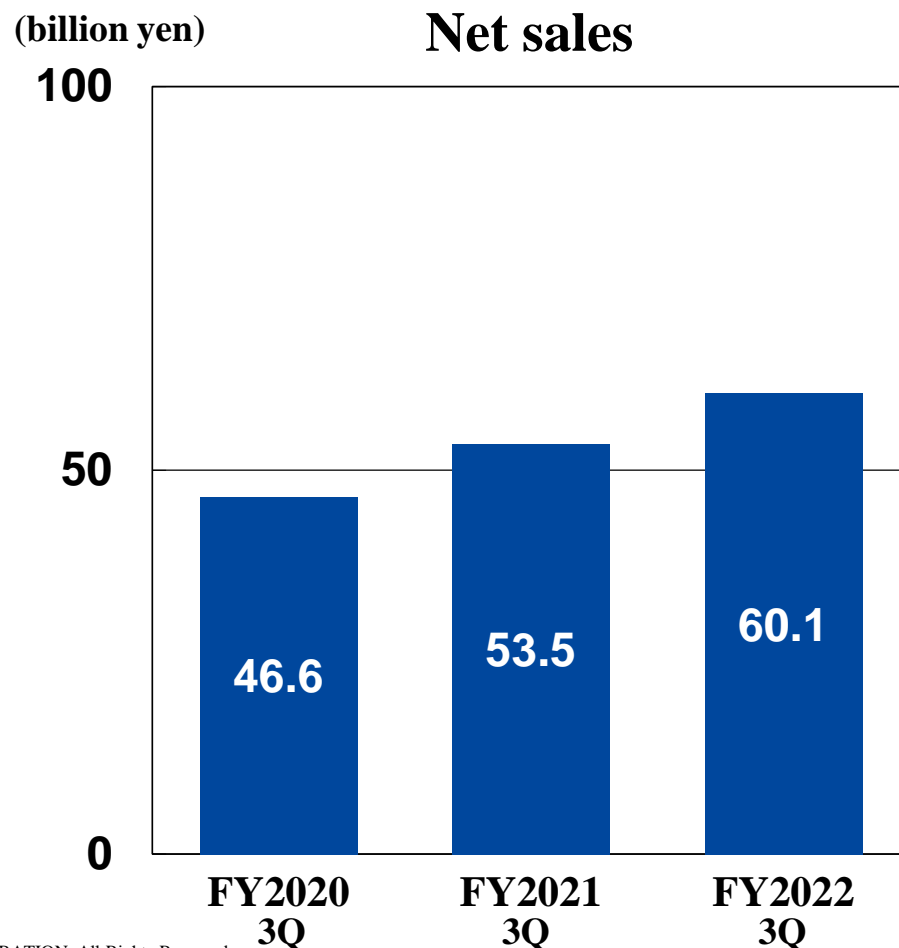
Sales/Operating profit by Region (Europe)

- Net sales increased by 20.3% mainly due to Forex impact.
- 1.9 billion yen improvement in operating profit was achieved through the efforts of cost saving.



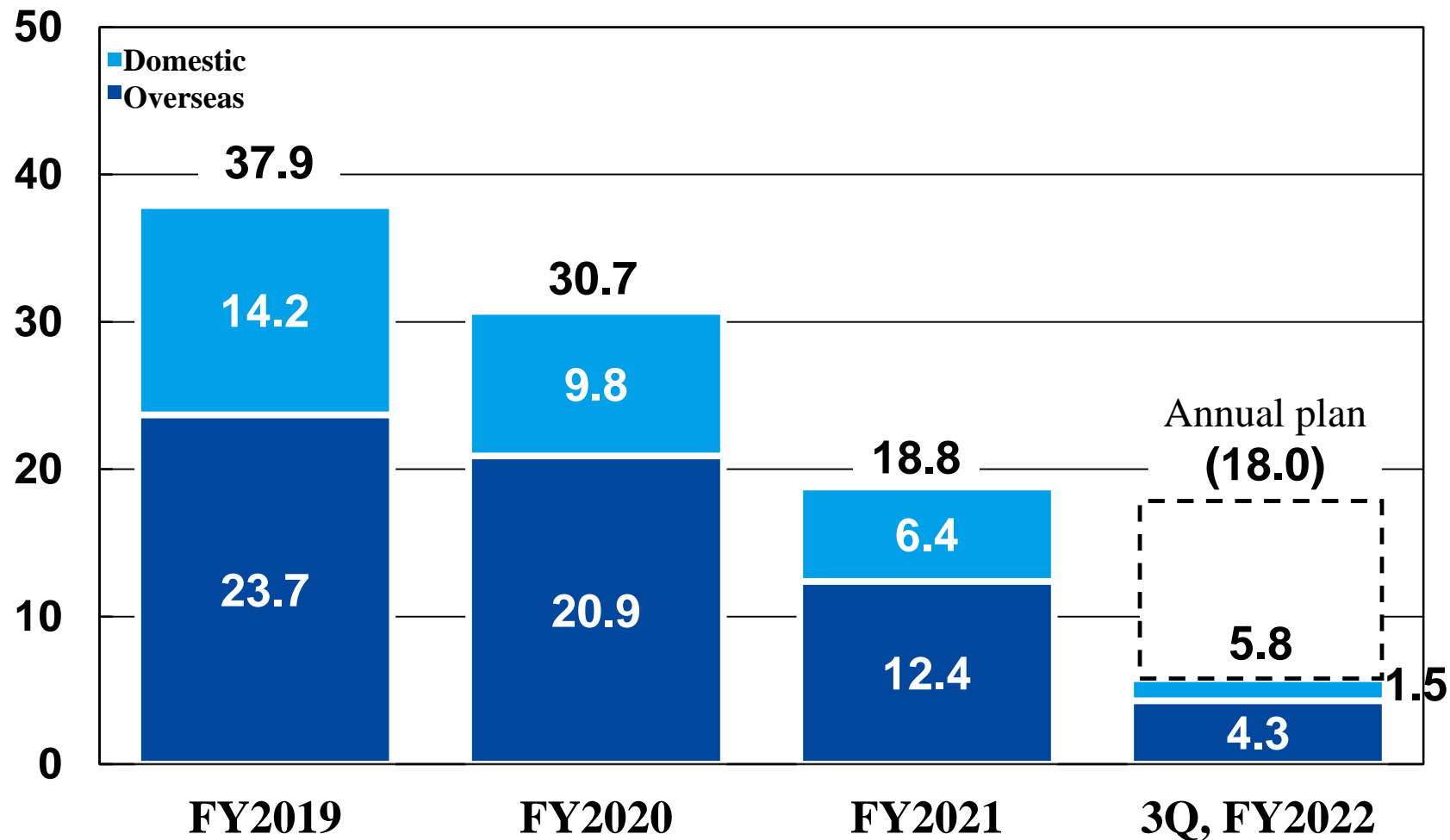
Sales/Operating Profit by Region (Asia)

- Net sales increased by 12.3% due to Forex impact, despite the customers' production cutbacks.
- Operating profit decreased by 0.2 billion yen mainly due to the impact of volume fluctuation.



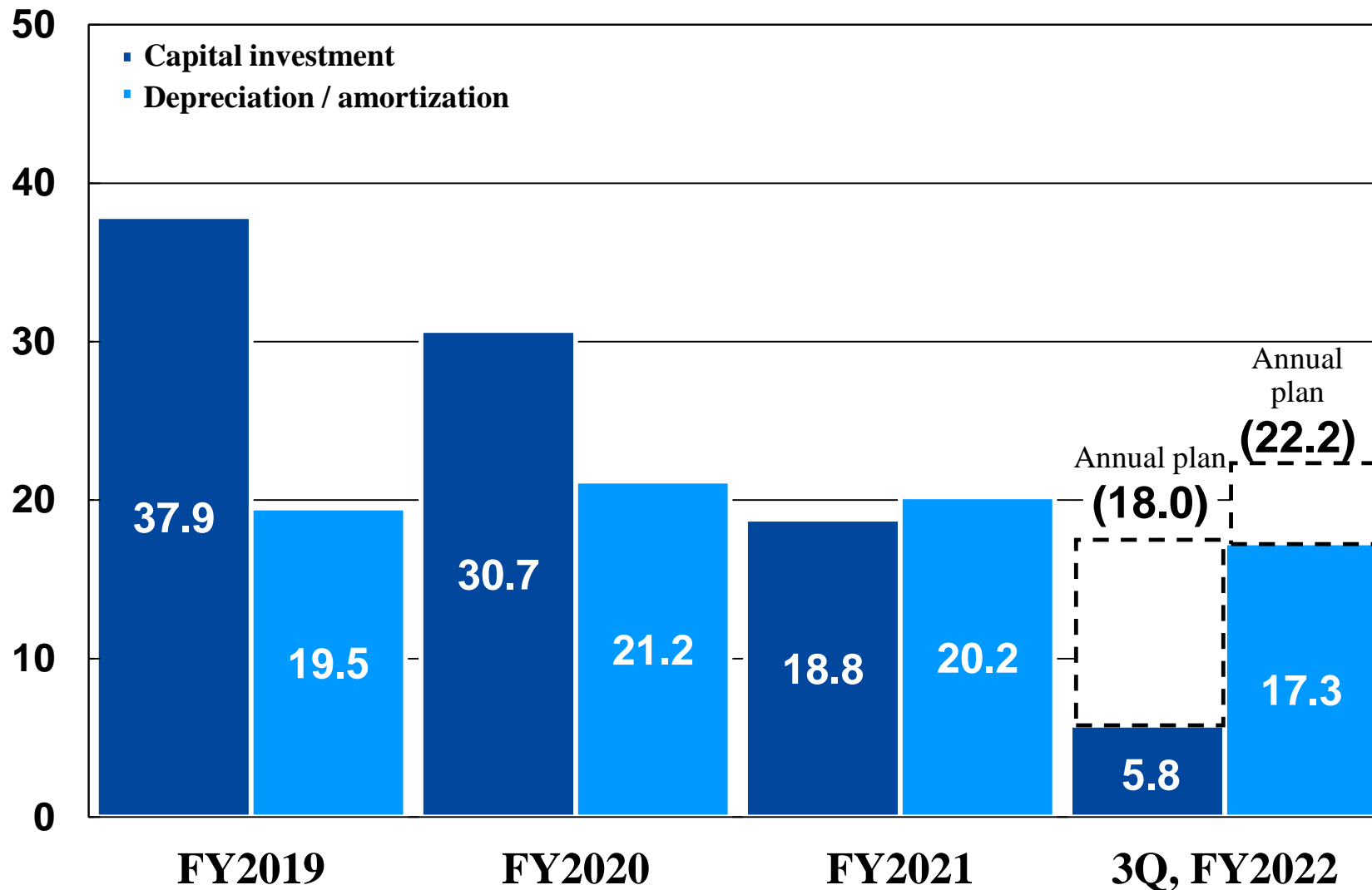
Capital Investment

(billion yen)



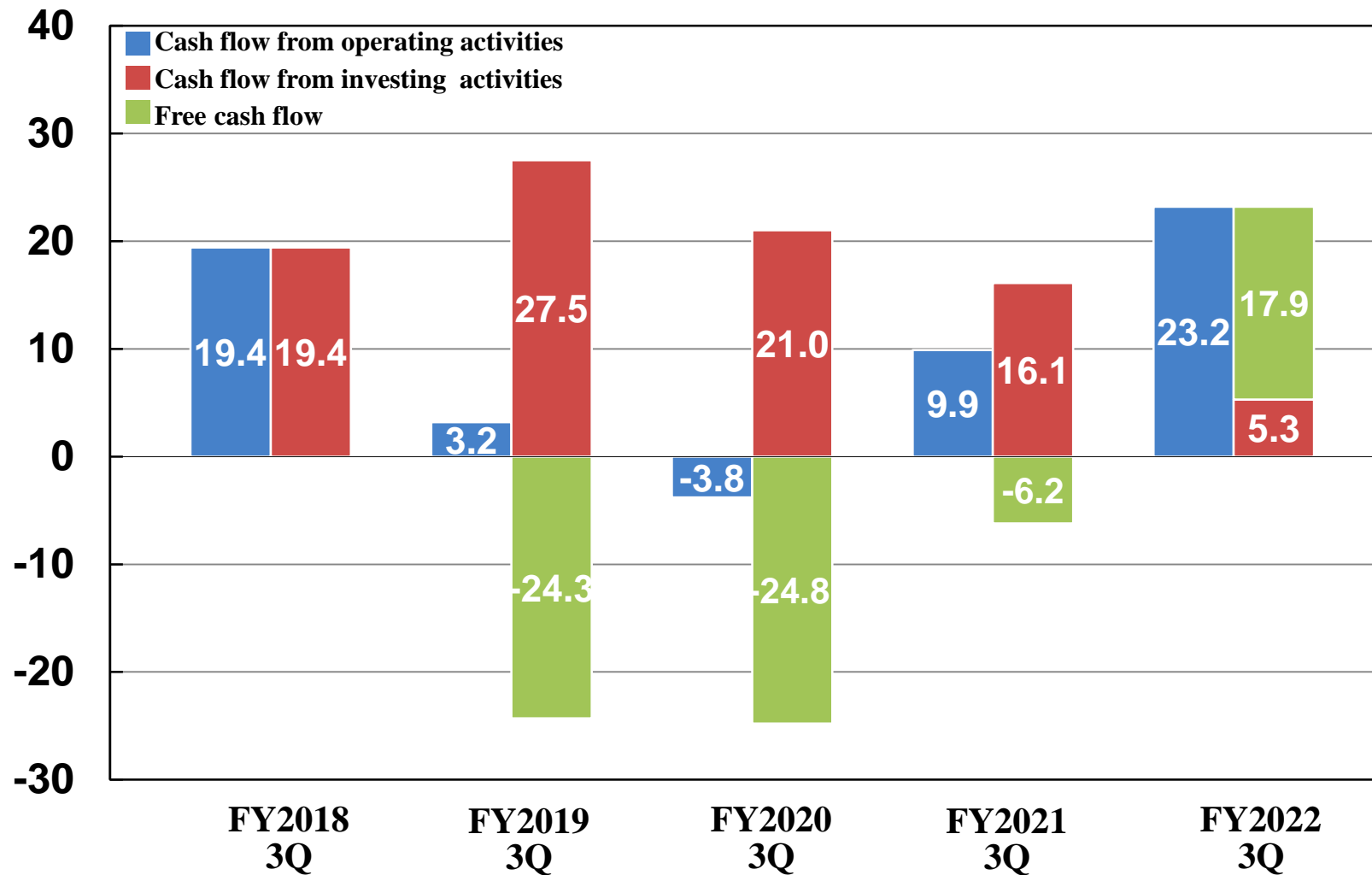
Capital Investment & Depreciation/Amortization

(billion yen)



Cash Flows

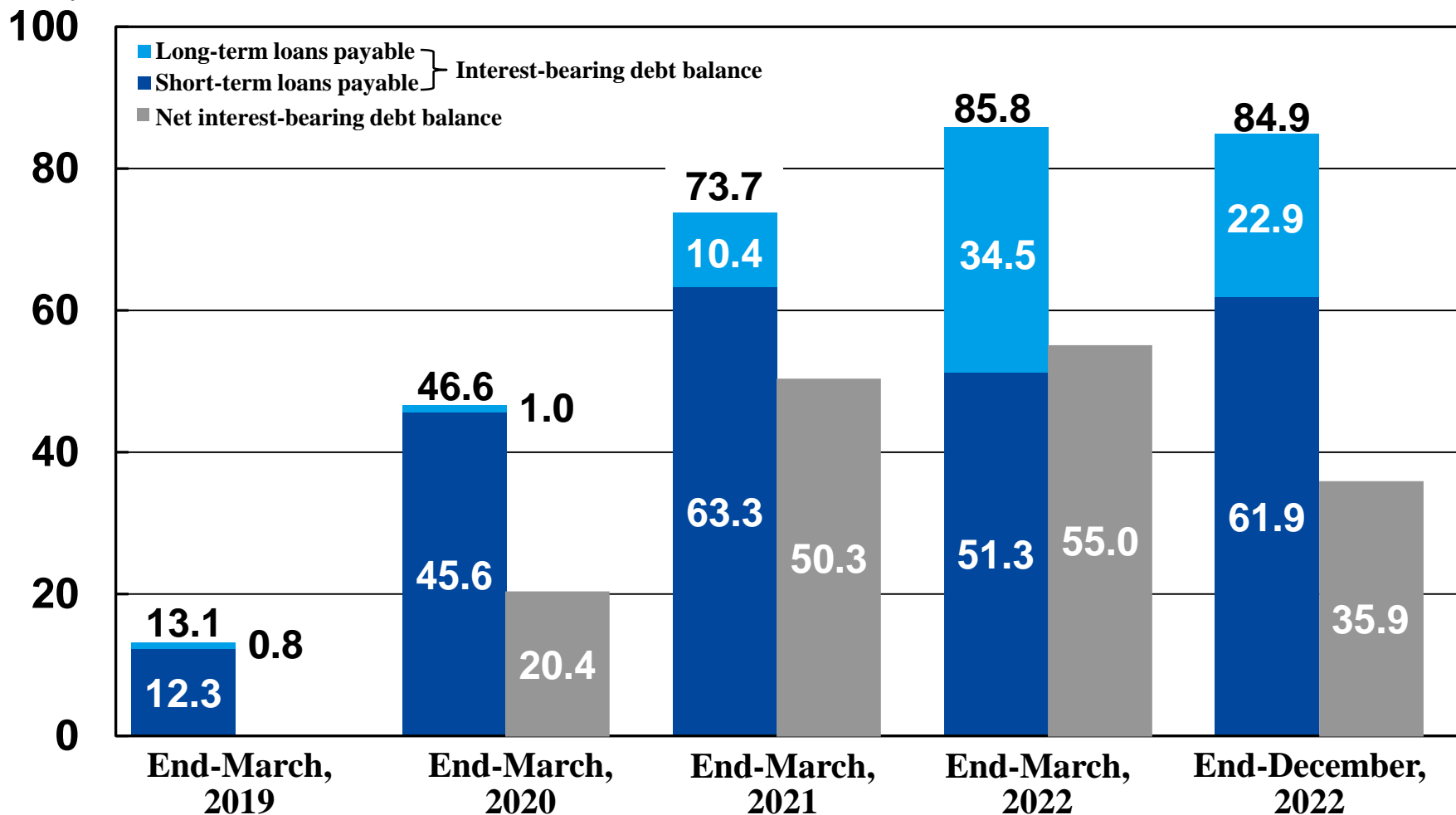
(billion yen)



Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts decreased by 0.9 billion yen compared with the end-March, 2022.
- Net interest-bearing debts including cash and deposits was 35.9 billion yen.

(billion yen)

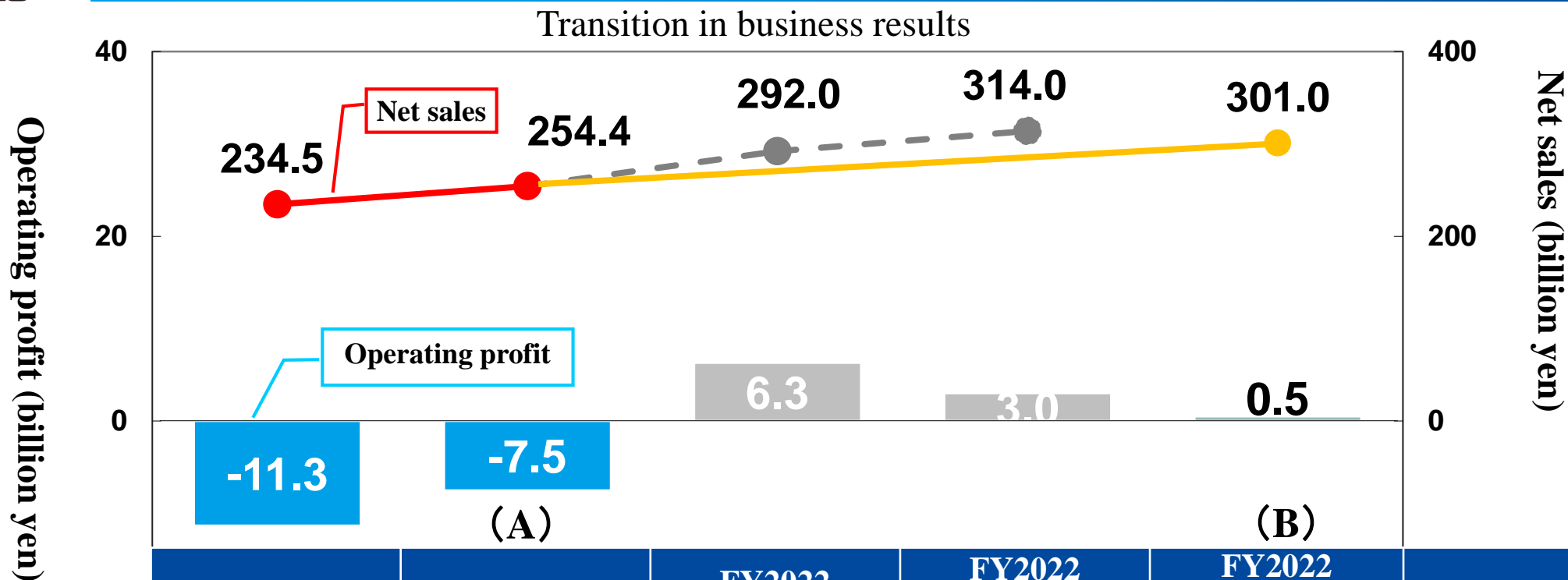




Forecast of FY2022

- 1. Our group's production status at our sites in China is expected to fall significantly below our previous outlook due to a rebound in COVID-19 cases at our production sites in China from October 2022 onwards.**
- 2. Operating profit is forecast to turn to positive mainly due to the efforts of cost saving.**

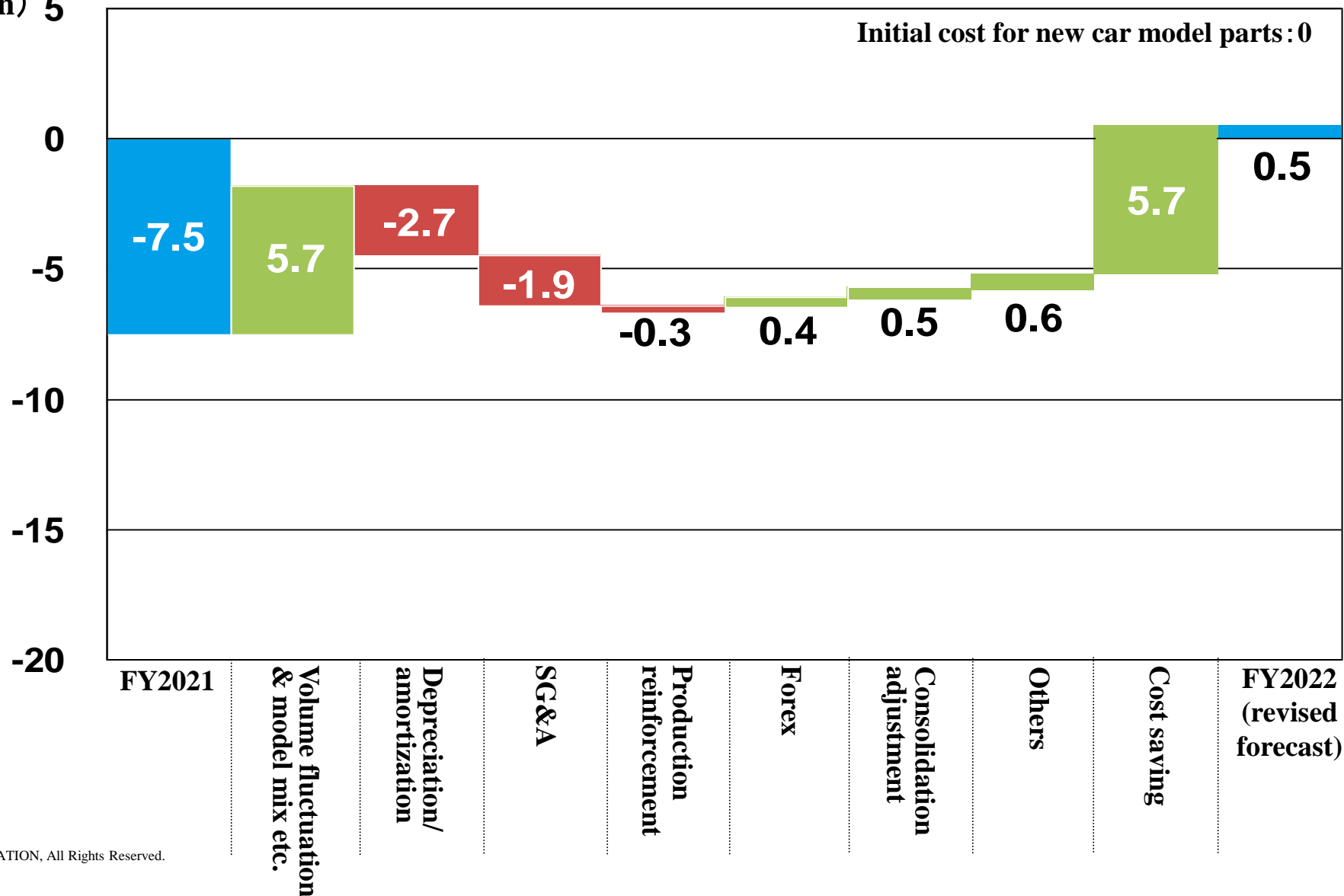
Consolidated Business Forecast for FY2022



	FY2020	FY2021	FY2022 initial forecast	FY2022 revised forecast released on November 10	FY2022 revised forecast released on February 13	(B)-(A)
Net sales	234.5	254.4	292.0	314.0	301.0	+46.6
Operating profit	-11.3	-7.5	6.3	3.0	0.5	+8.0
Ordinary profit	-9.1	-4.7	5.3	5.3	1.8	+6.5
Net income attributable to owners of parent	-17.6	-7.9	1.1	2.5	0.5	+8.4

Forecast of Operating Profit Variance Analysis

(billion yen) 5

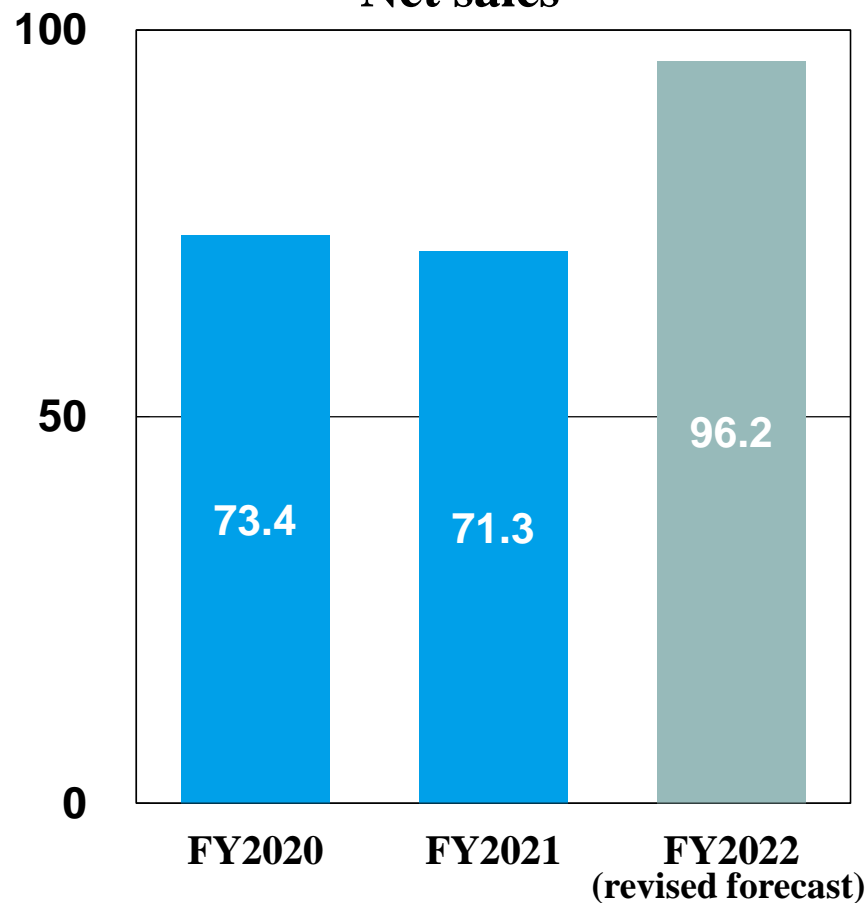


Sales/Operating Profit by Region (Japan)

- 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.

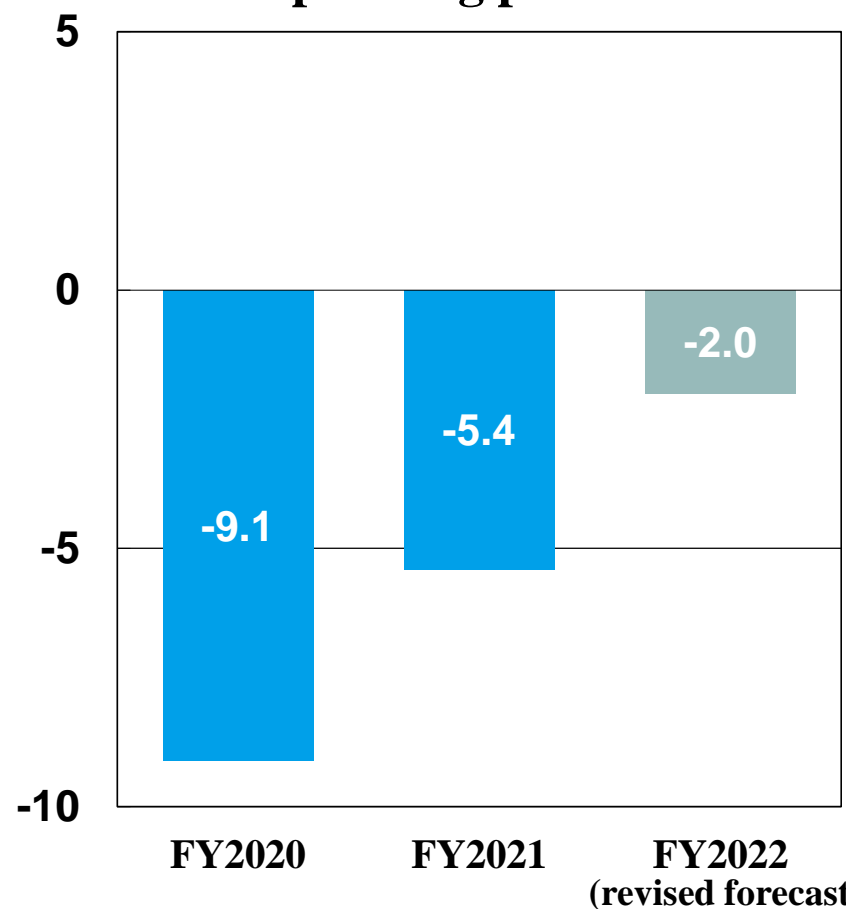
(billion yen)

Net sales



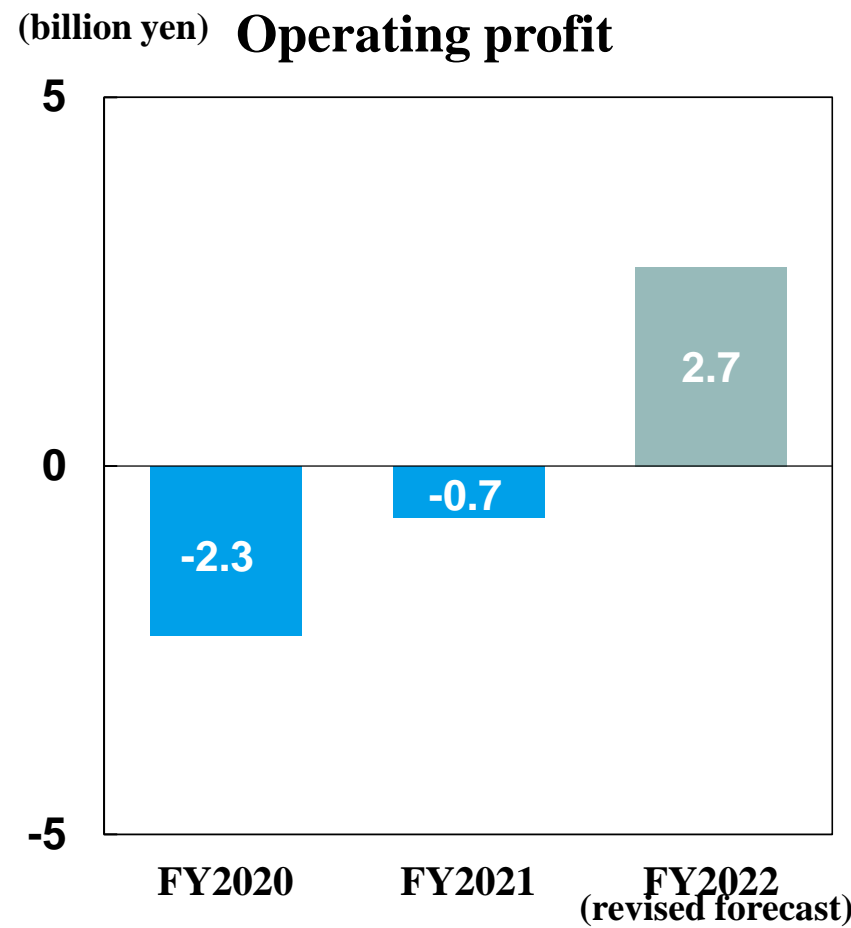
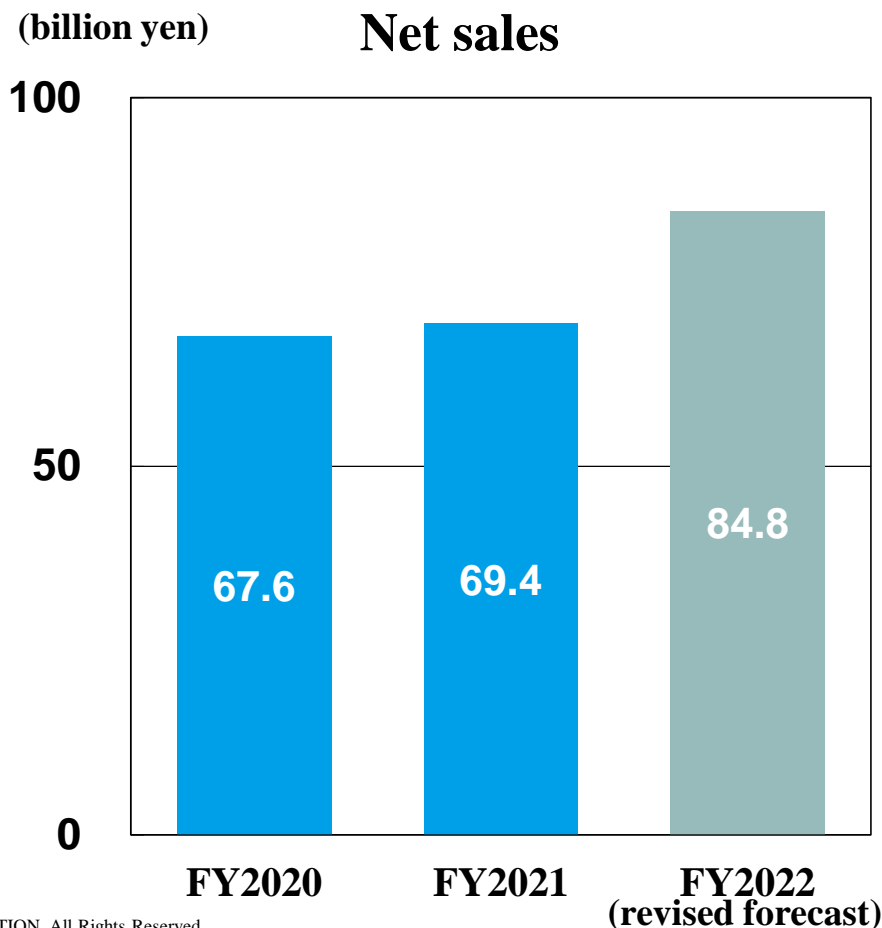
(billion yen)

Operating profit



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.

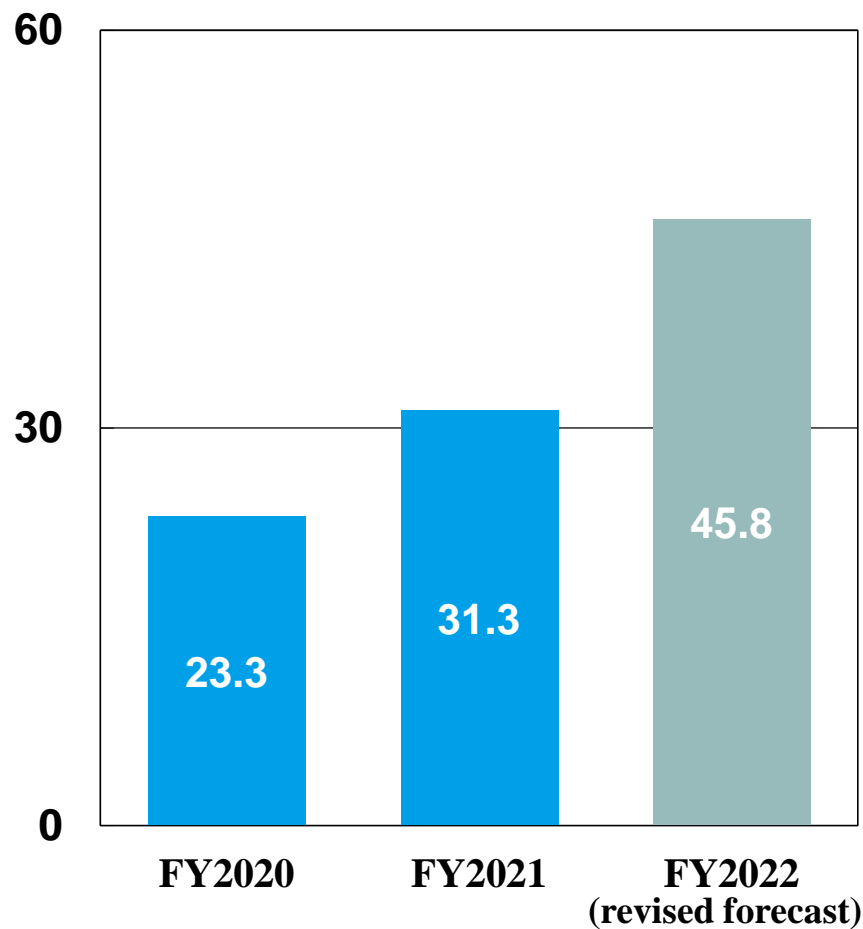


Sales/Operating profit by Region (Europe)

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

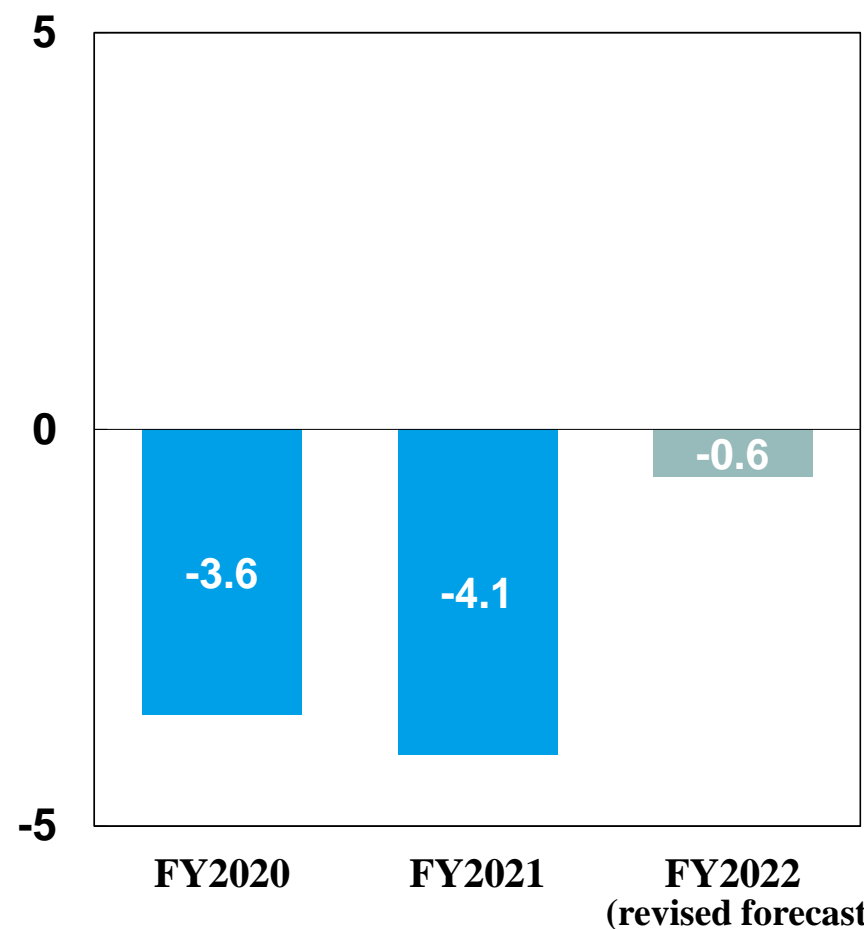
(billion yen)

Net sales



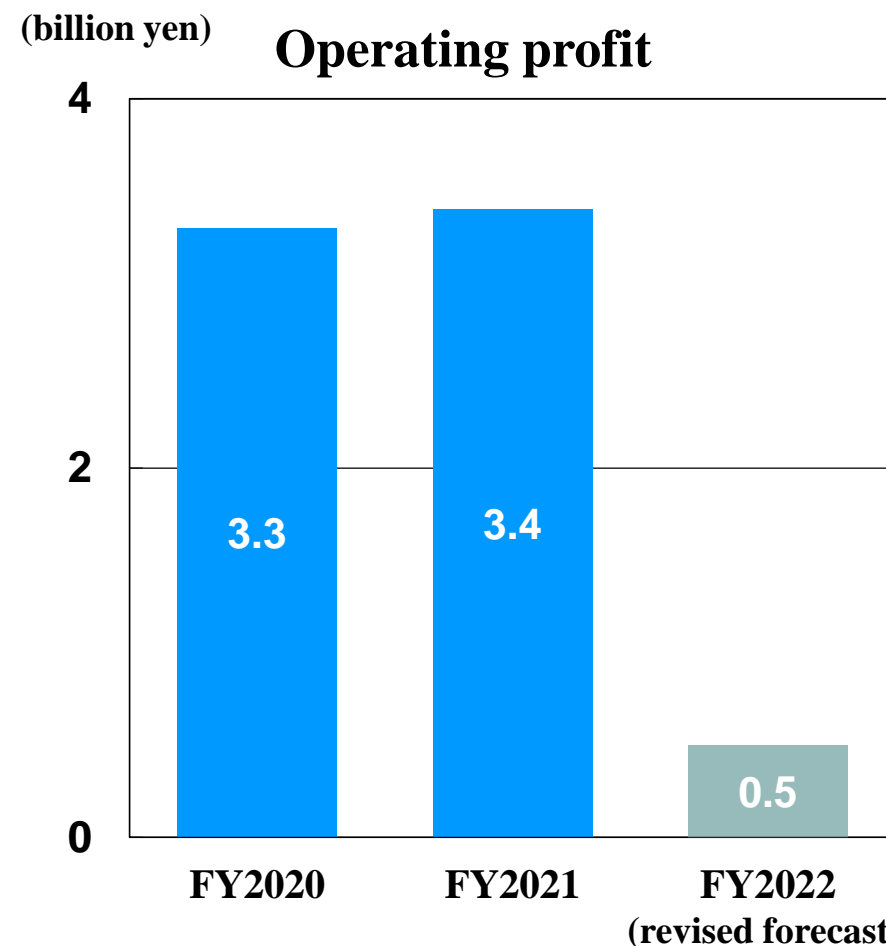
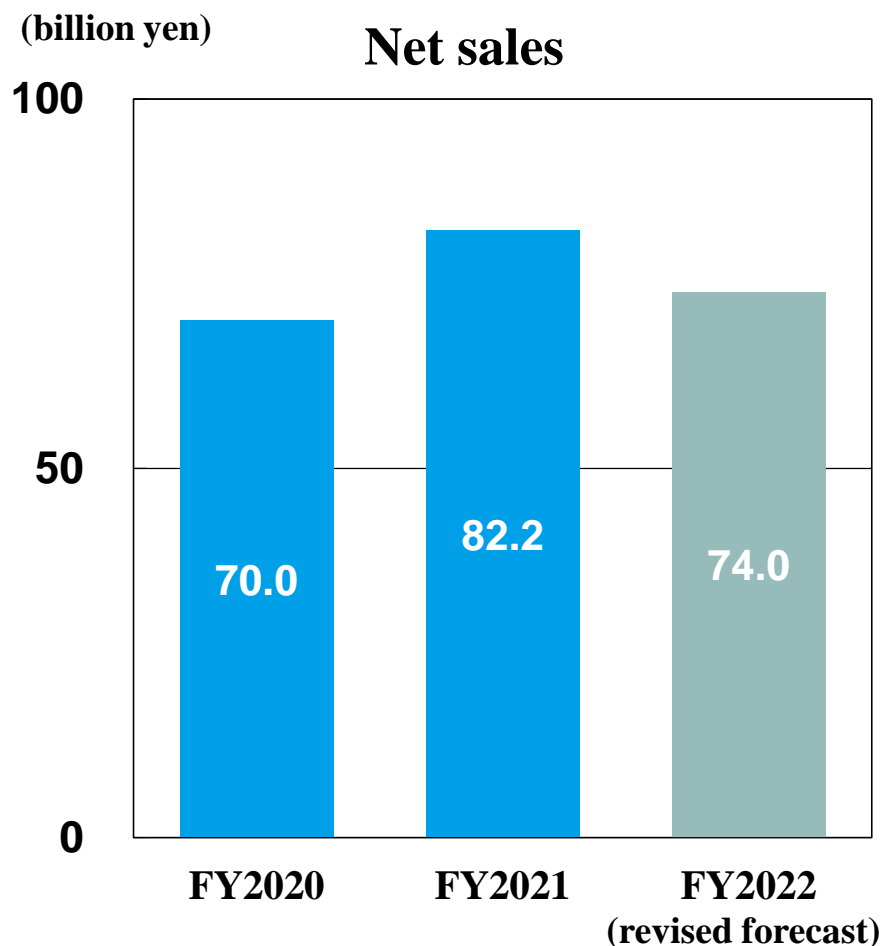
(billion yen)

Operating profit



Sales/Operating Profit by Region (Asia)

- Net sales are projected to decrease due to the impact of reduced production caused by the spread of COVID-19 in China.
- Operating profit is projected to be lower due to the impact of volume fluctuation.





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	3Q, FY2021		3Q, FY2022		Preconditions of FY2022 forecast		(yen)
	Average for the period	term end	Average for the period	term end	At first	Full year	
US \$	111.47	115.02	136.85	132.70	115.00	135.81	
STG £	151.03	150.47	160.74	161.72	150.00	162.07	
EURO	130.28	129.90	136.60	142.32	130.00	138.49	
MEX \$	5.40	5.46	6.41	7.19	5.50	6.60	
RMB	16.87	17.29	19.46	20.37	18.00	19.50	
INR	1.51	1.54	1.71	1.61	1.50	1.69	
THB	3.45	3.30	3.71	3.87	3.50	3.75	
IDR	0.0076	0.0078	0.0088	0.0095	0.0080	0.0088	

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 at 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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