



UNIPRES CORPORATION

Financial Results of FY2022





Full-year Results for Fiscal Year 2022

Forecast of Fiscal Year 2023

Medium-term Business Policies



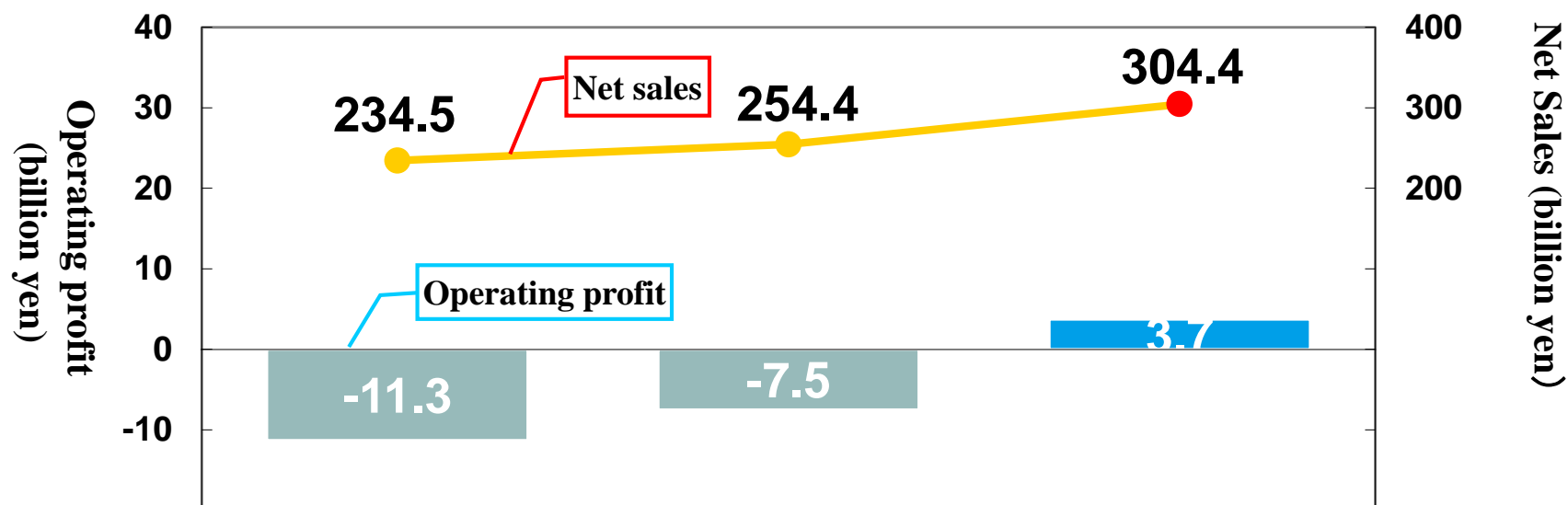
Full-year Results for Fiscal Year 2022

Although a resurgence in COVID-19 in some regions and global shortage of semiconductor supplies, sales increased to 304.4 billion yen due to positive exchange rate.

Operating income turned to a profit of 3.7 billion yen mainly due to cost saving.

Consolidated Financial Results for FY2022

- Net sales increased by 50 billion yen (+19.6%) compared with the same period of the previous year.
- Operating profit increased by 11.2 billion yen compared with the same period of the previous year.



	FY2020	FY2021 (A)	FY2022 (B)	(B) - (A)
Net sales	234.5	254.4	304.4	+50.0
Operating profit	-11.3	-7.5	3.7	+11.2
Ordinary profit	-9.1	-4.7	5.0	+9.7
Net income attributable to owners of parent	-17.6	-7.9	2.4	+10.3

Consolidated Sales by Product Group

(billion yen)

	FY2021		FY2022		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	217.7	85.6%	265.0	87.0%	+47.3	+1.4%
Transmission products	31.7	12.4%	32.2	10.6%	+0.5	-1.8%
Plastic products	3.1	1.2%	3.9	1.3%	+0.8	+0.1%
Other	1.9	0.8%	3.3	1.1%	+1.4	-0.3%
Total	254.4	100%	304.4	100%	+50.0	—

Consolidated Sales by Customer (Nissan Motor-related Products)

- The composition ratio decreased by 4.3% mainly due to declining sales of Dongfeng Motor Company Limited.

(billion yen)

	FY2021		FY2022		Variance
	Sales	%	Sales	%	
Nissan Motor-related products Sub-total	200.6	78.9%	227.2	74.6%	-4.3%
Dongfeng Motor Company Limited	55.8	21.9%	49.3	16.2%	-5.7%
Nissan Motor	30.7	12.1%	47.9	15.7%	+3.6%
Nissan North America	31.9	12.5%	42.2	13.9%	+1.4%
Nissan Europe	19.0	7.5%	26.5	8.7%	+1.2%
Nissan Mexicana	22.7	8.9%	21.0	6.9%	-2.0%
JATCO (Incl. overseas operations)	20.9	8.2%	19.2	6.3%	-1.9%
NISSAN SHATAI	7.5	2.9%	11.1	3.6%	+0.7%
Marelli Corporation. (Incl. overseas operations)	3.7	1.5%	4.4	1.4%	-0.1%
Renault Nissan India / Nissan Motor India	2.5	1.0%	3.0	1.0%	0.0%
Nissan Thailand	4.1	1.6%	2.0	0.7%	-0.9%
Zhengzhou Nissan	0.2	0.1%	0.2	0.1%	0.0%

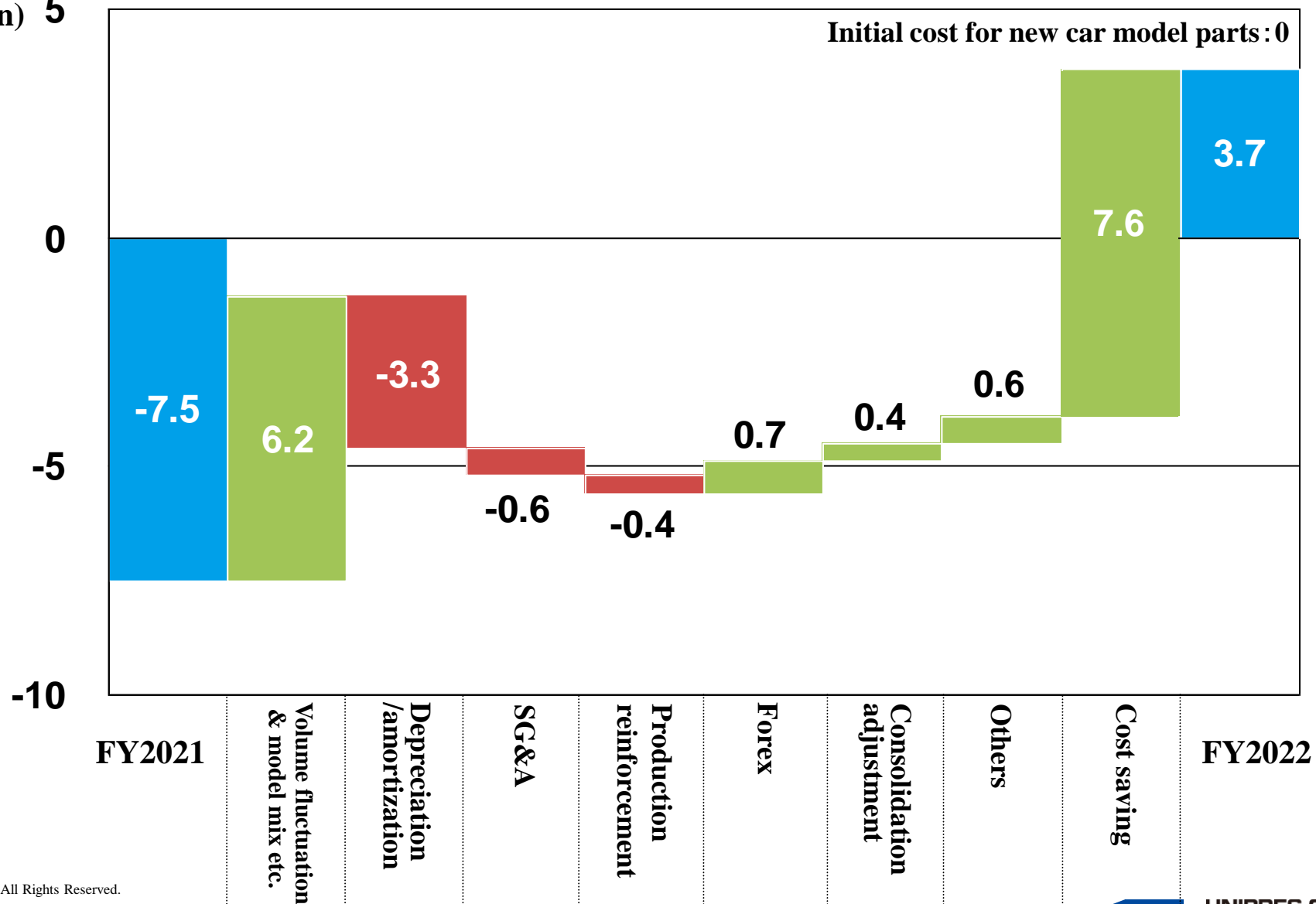
Consolidated Sales by Customer (Other Customers)

- The composition ratio rose by 4.3% due to increasing sales of Honda of America Mfg., Inc. and Renault.

		FY2021		FY2022		Variance	(billion yen)
		Sales	%	Sales	%		
Other customers	Sub-total	53.8	21.1%	77.2	25.4%	+4.3%	
Incl.)	Honda of America Mfg., Inc.	4.7	1.8%	10.7	3.5%	+1.7%	
Honda	Honda De Mexico, S.A. De C.V.	2.4	0.9%	4.9	1.6%	+0.7%	
	Honda Motor Co., Ltd.	2.3	0.9%	2.6	0.9%	0.0%	
	P.T. Honda Prospect Motor	1.5	0.6%	1.7	0.6%	0.0%	
	Honda of The U.K. Manufacturing Ltd.	2.0	0.8%	-	-	-0.8%	
Renault	Renault	2.6	1.0%	9.6	3.1%	+2.1%	
	Renault Nissan India	1.3	0.5%	2.5	0.8%	+0.3%	
MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)		8.2	3.2%	12.1	4.0%	+0.8%	
Groupe PSA		4.4	1.7%	6.1	2.0%	+0.3%	
Mazda	Mazda Motor Corporation	1.8	0.7%	2.6	0.8%	+0.1%	
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.6	0.2%	0.9	0.3%	+0.1%	
JATCO (Excl. Nissan Motor) (Incl. overseas operations)		3.4	1.3%	3.1	1.0%	-0.3%	
AISIN CORPORATION (Incl. overseas operations)		2.9	1.2%	3.1	1.0%	-0.2%	
Dynax Corporation (Incl. overseas operations)		1.8	0.7%	1.8	0.6%	-0.1%	
SUBARU CORPORATION		0.9	0.3%	1.2	0.4%	+0.1%	
SUZUKI MOTOR CORPORATION (Incl. overseas operations)		0.4	0.1%	0.6	0.2%	+0.1%	
NSK-Warner K.K.		0.4	0.2%	0.4	0.1%	-0.1%	
Hino Motors, Ltd. (Incl. overseas operations)		0.2	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)		0.2	0.1%	0.2	0.1%	0.0%	
Musashi Seimitsu Industry Co., Ltd.		0.2	0.1%	0.2	0.1%	0.0%	
TOYODA IRON WORKS CO., LTD. (Incl. overseas operations)		0.1	0.02%	0.2	0.1%	+0.08%	
Daihatsu Motor Co., Ltd.		0.2	0.1%	0.0	0.0%	-0.1%	

Operating Profit Variance Analysis

(billion yen) 5

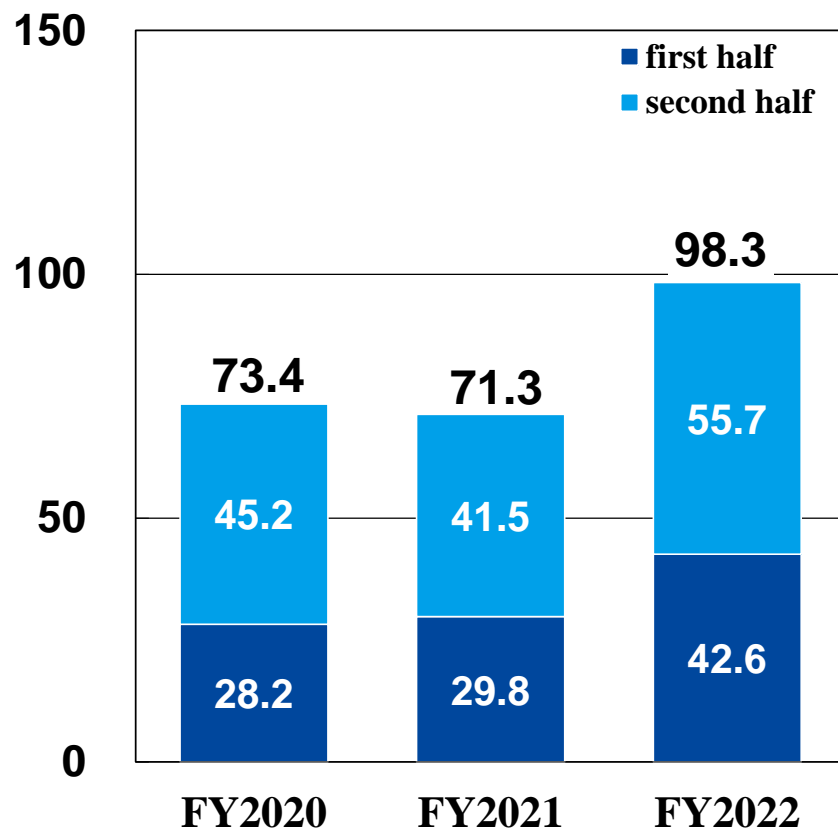


Sales/Operating Profit by Region (Japan)

- Net sales increased by 37.8% mainly due to the impact of customers' production increase.
- 4.9 billion yen improvement in operating profit was achieved through the sales increase and the efforts in saving costs in spite of new model parts launching cost.

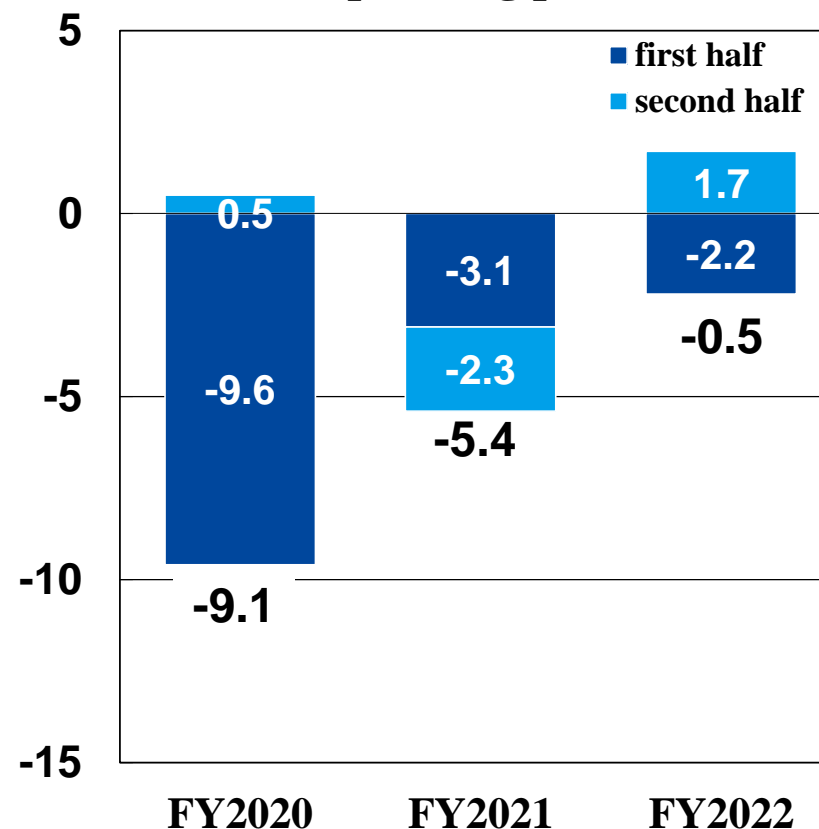
(billion yen)

Net sales



(billion yen)

Operating profit

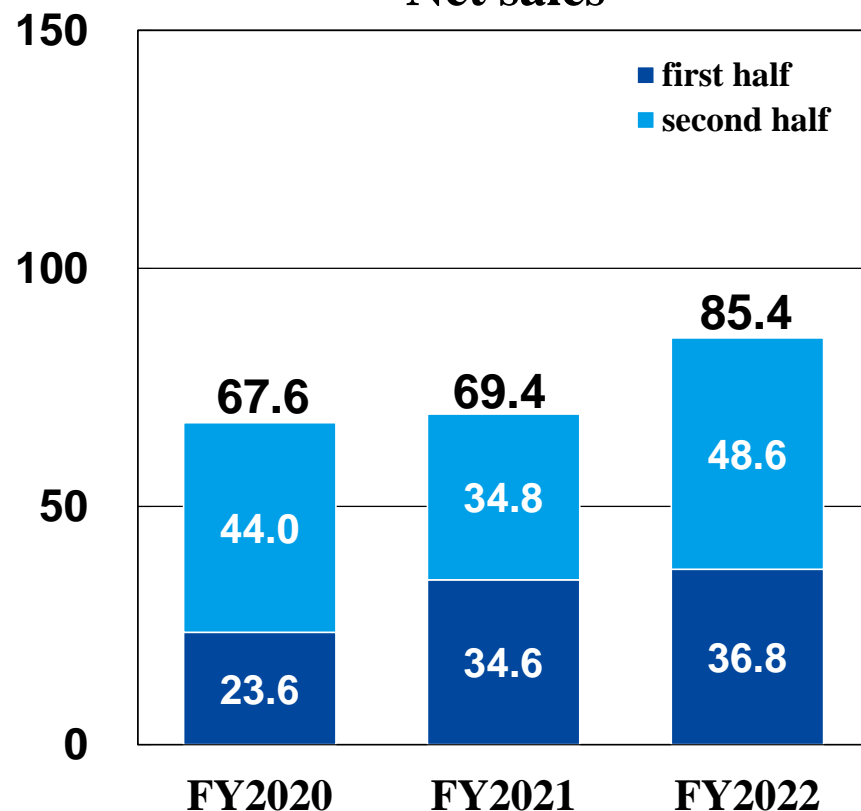


Sales/Operating Profit by Region (The Americas)

- Net sales rose by 23.0% mainly due to Forex impact.
- 4.5 billion yen improvement in operating profit was achieved through the efforts of cost saving.

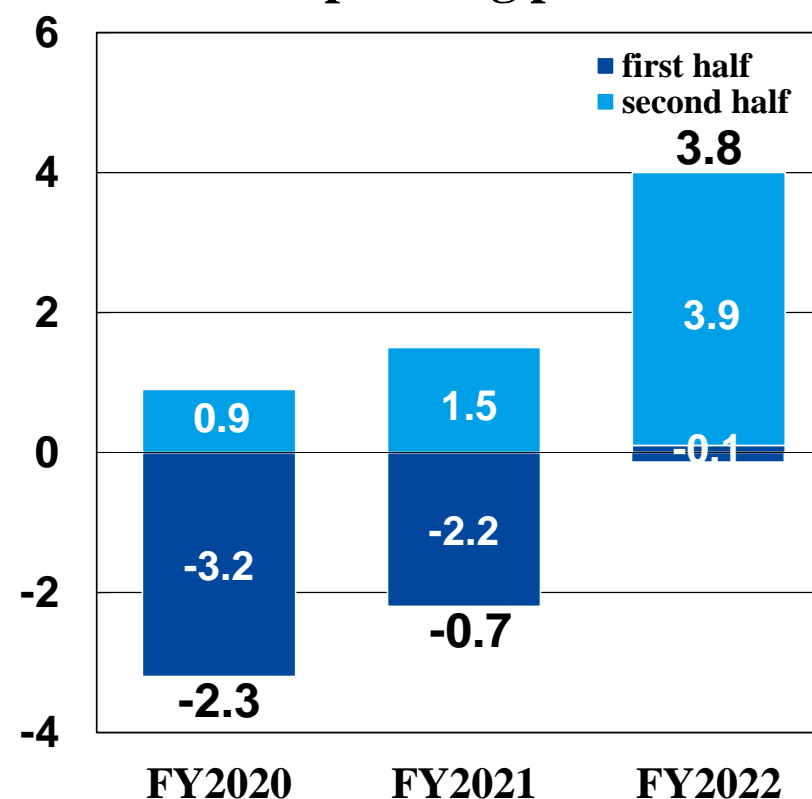
(billion yen)

Net sales



(billion yen)

Operating profit

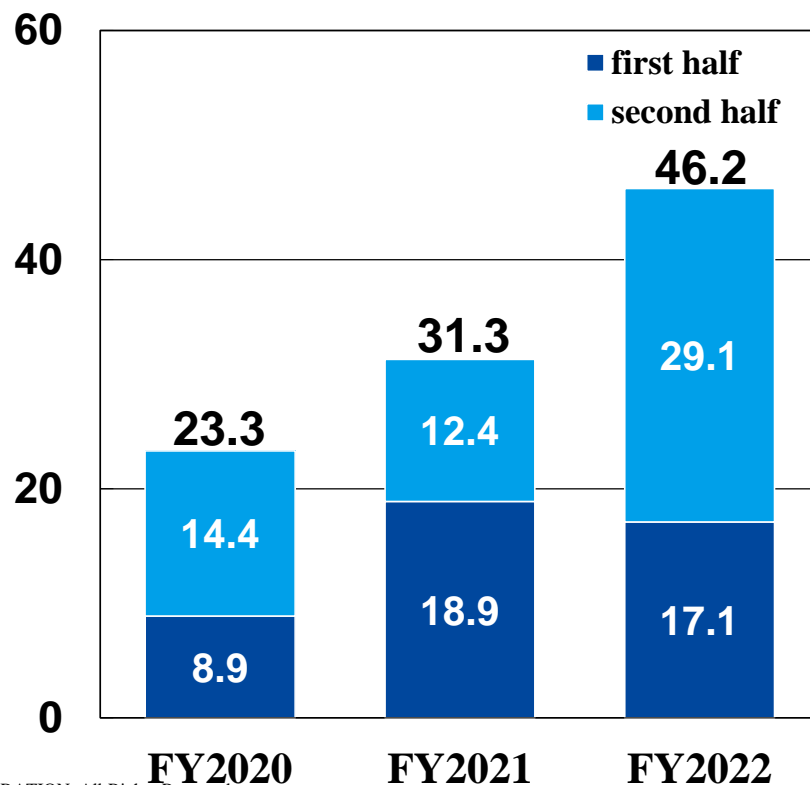


Sales/Operating Profit by Region (Europe)

- Net sales increased by 47.6% due to the impact of customers' production increase and the weaker yen exchange rate.
- 4.0 billion yen improvement in operating profit was achieved through the sales increase and the efforts of cost saving.

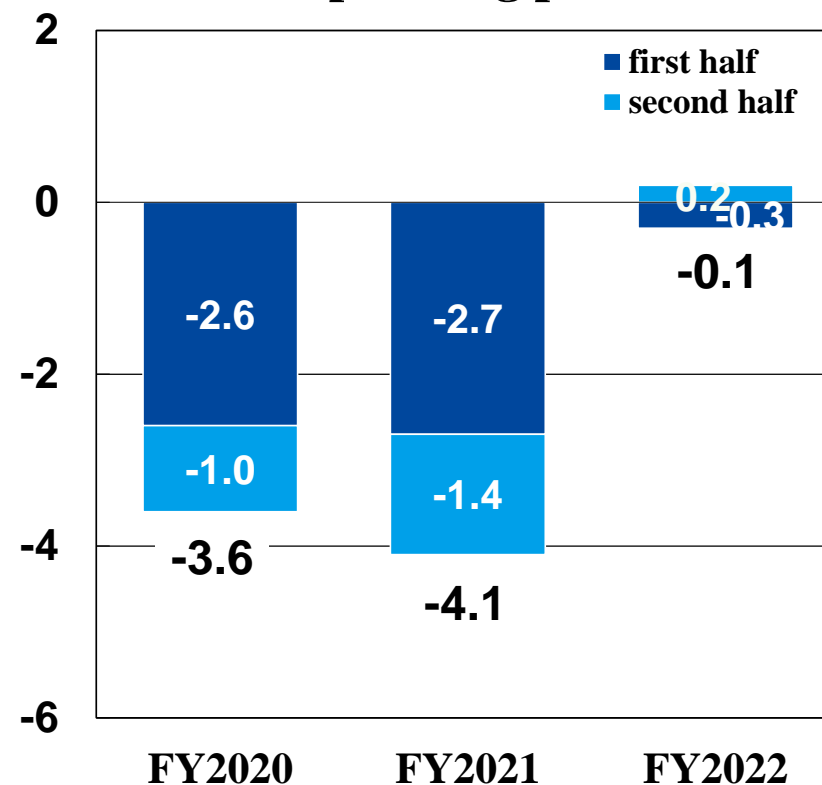
(billion yen)

Net sales



(billion yen)

Operating profit

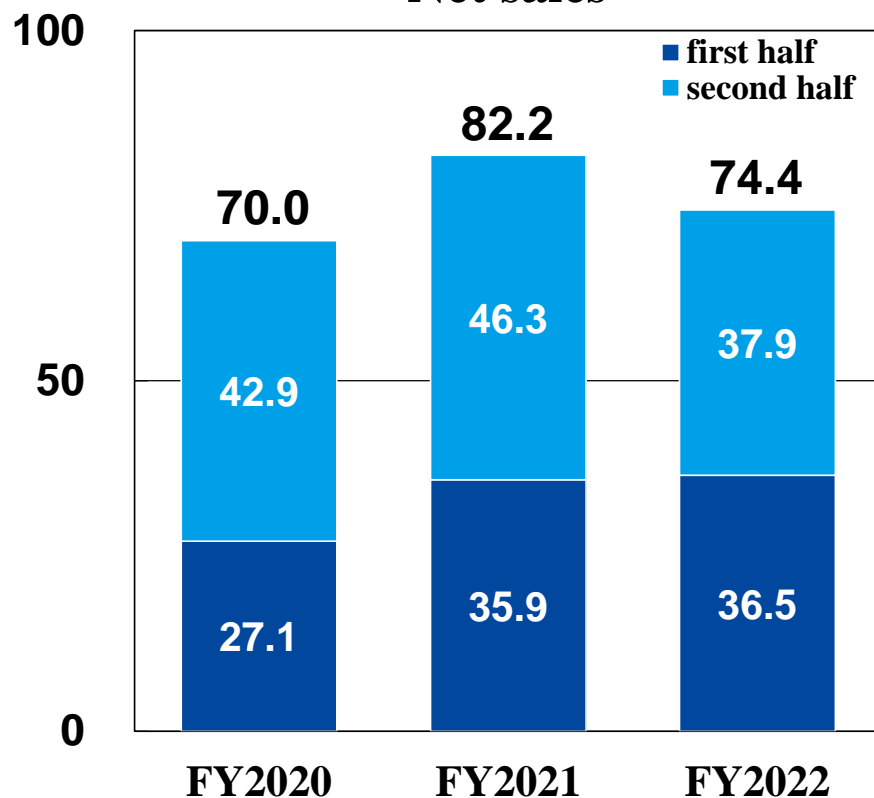


Sales/Operating Profit by Region (Asia)

- Despite the weaker yen exchange rate, net sales dropped by 9.4% due to the impact of customers' production cutbacks caused by the resurgence in COVID-19 in China.
- Operating profit decreased by 2.9 billion yen mainly because of the impact of volume fluctuation.

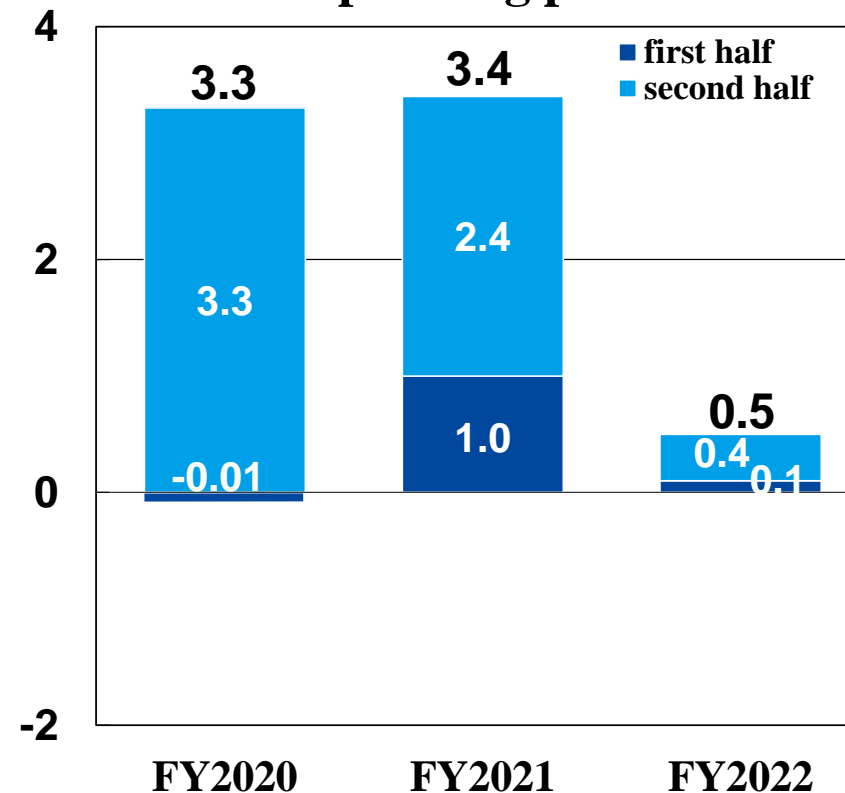
(billion yen)

Net sales



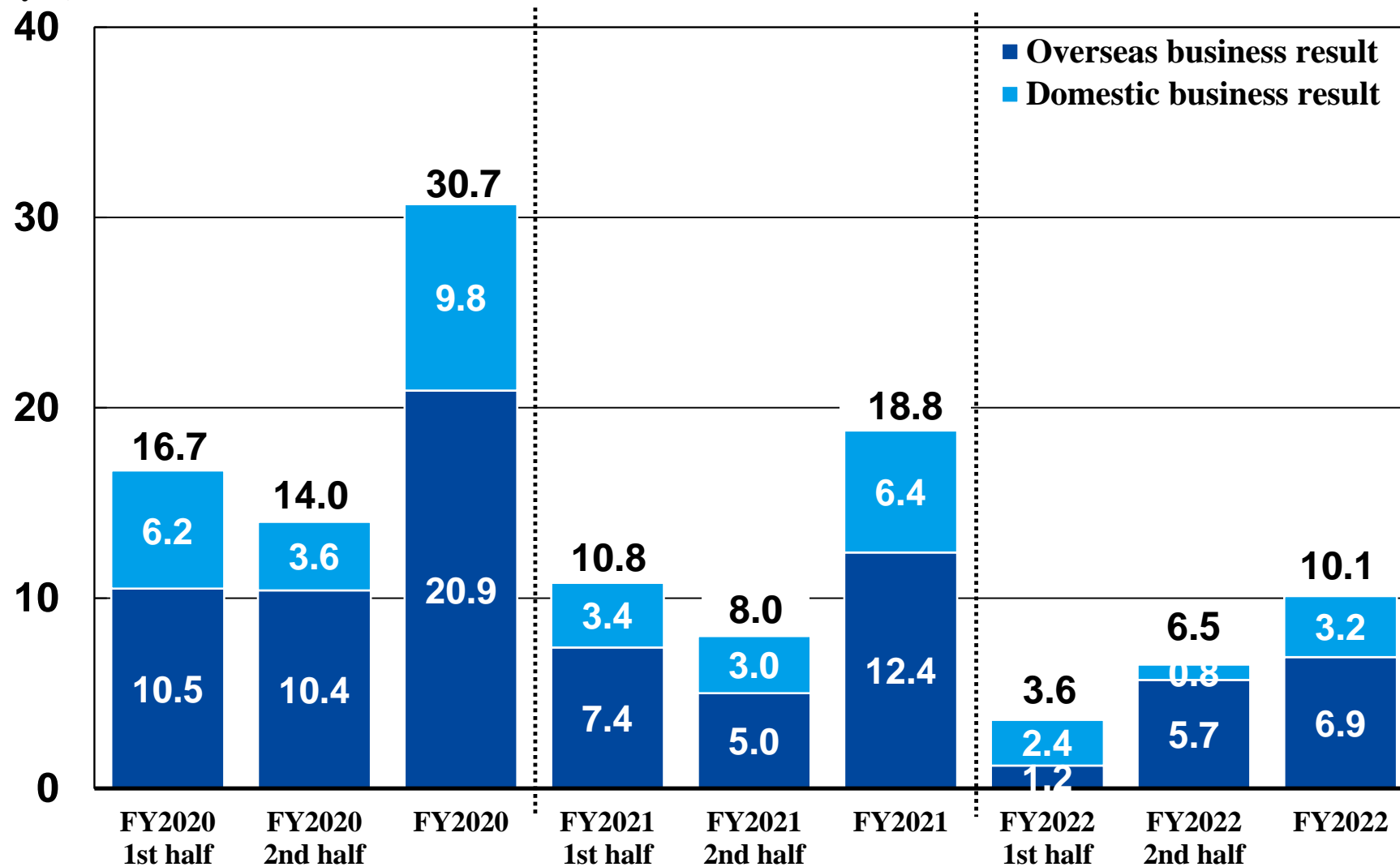
(billion yen)

Operating profit



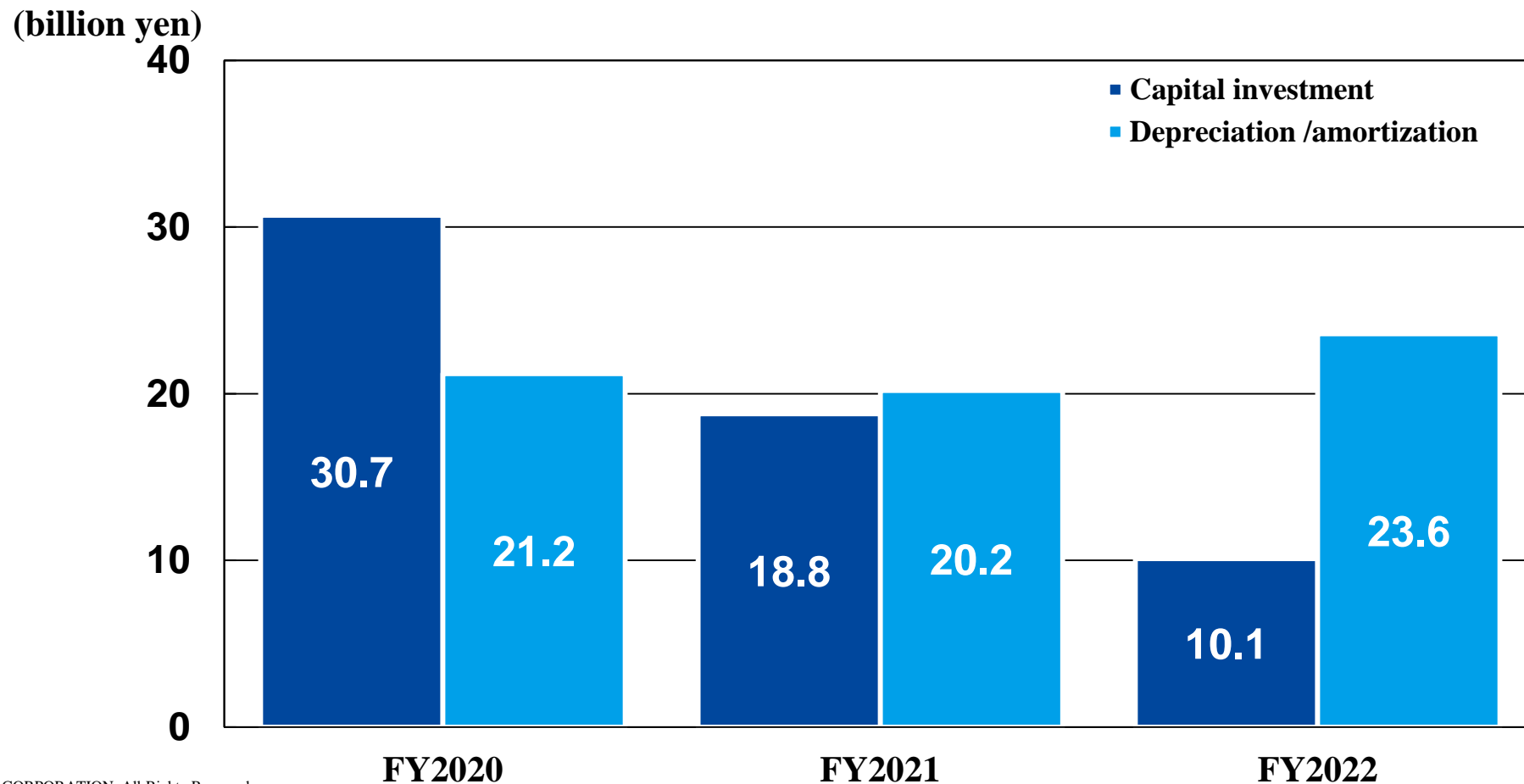
Capital Investment

(billion yen)



Capital Investment & Depreciation/Amortization

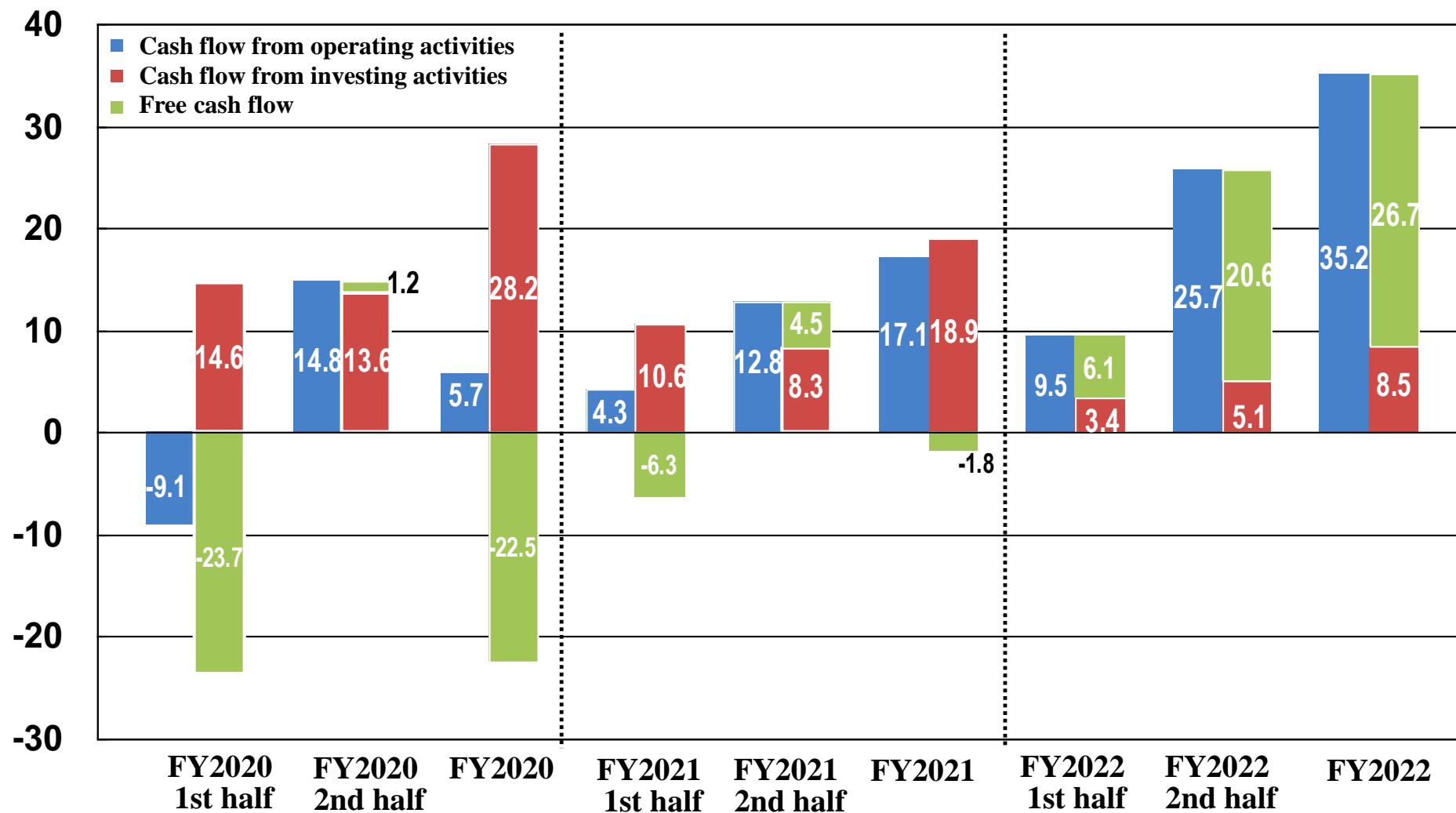
- Capital investment decreased by 8.7 billion yen from the previous year.
(7.9 billion yen decrease compared to the plan)
- Depreciation/Amortization increased by 3.4 billion yen from the previous year.
(1.4 billion yen increase compared to the plan)



Cash Flows

(billion yen)

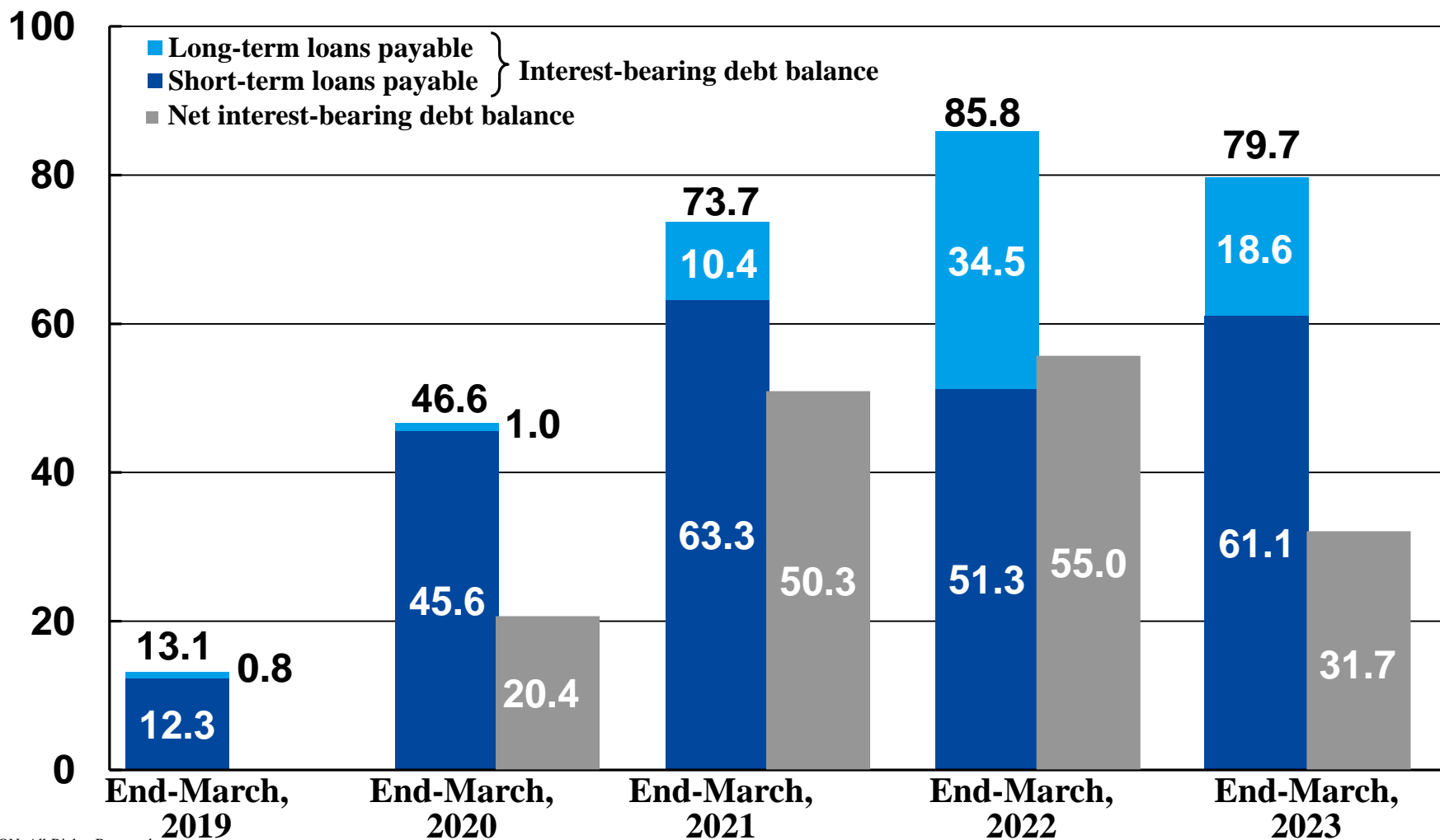
- Free cash flow significantly increased to 26.7 billion yen.



Interest-bearing Debt & Net Interest-bearing Debt Balance

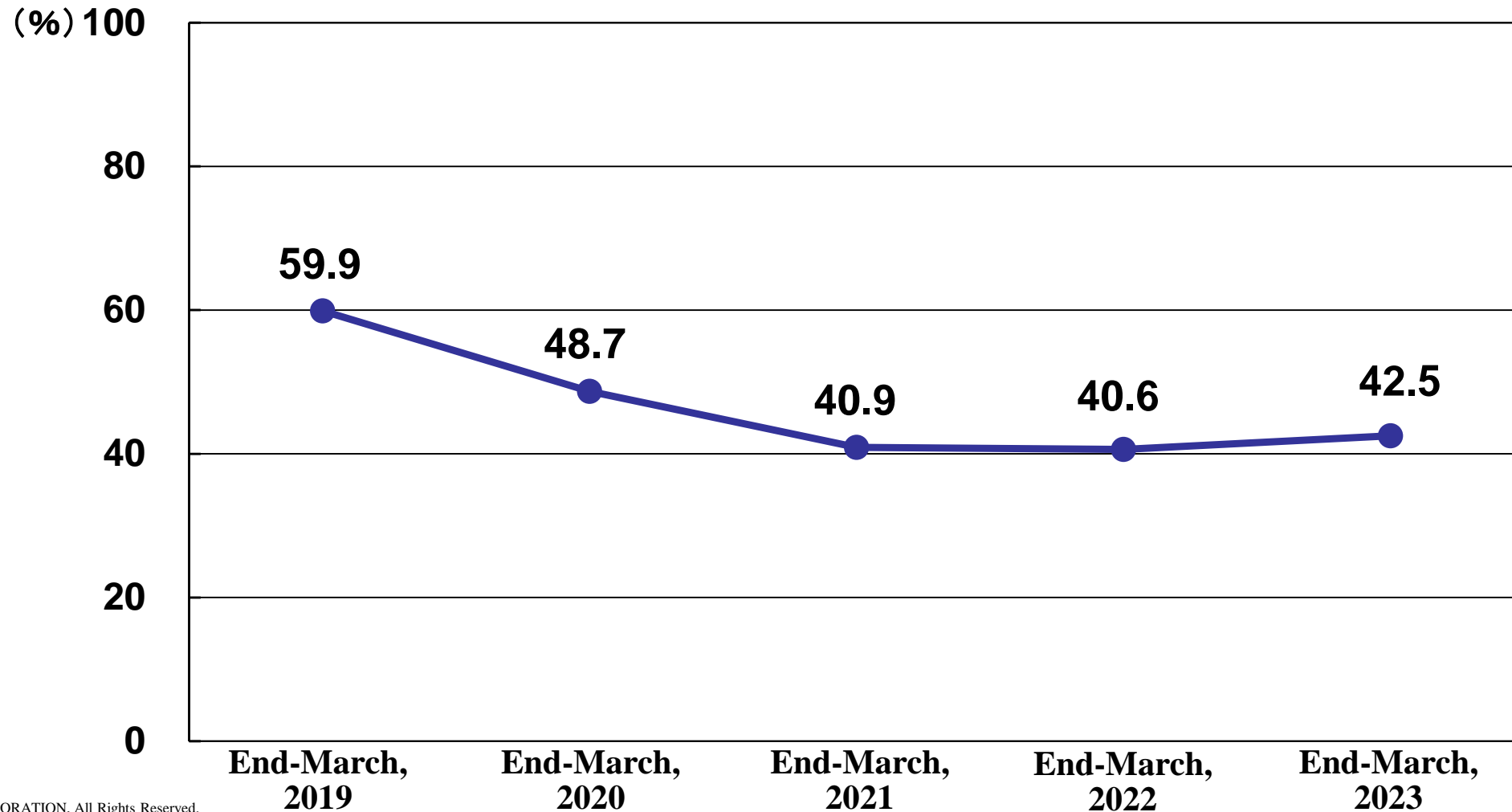
- Interest-bearing debts decreased by 6.1 billion yen on a year-on-year basis.
- Net interest-bearing debts including cash and deposits became 31.7 billion yen.

(billion yen)



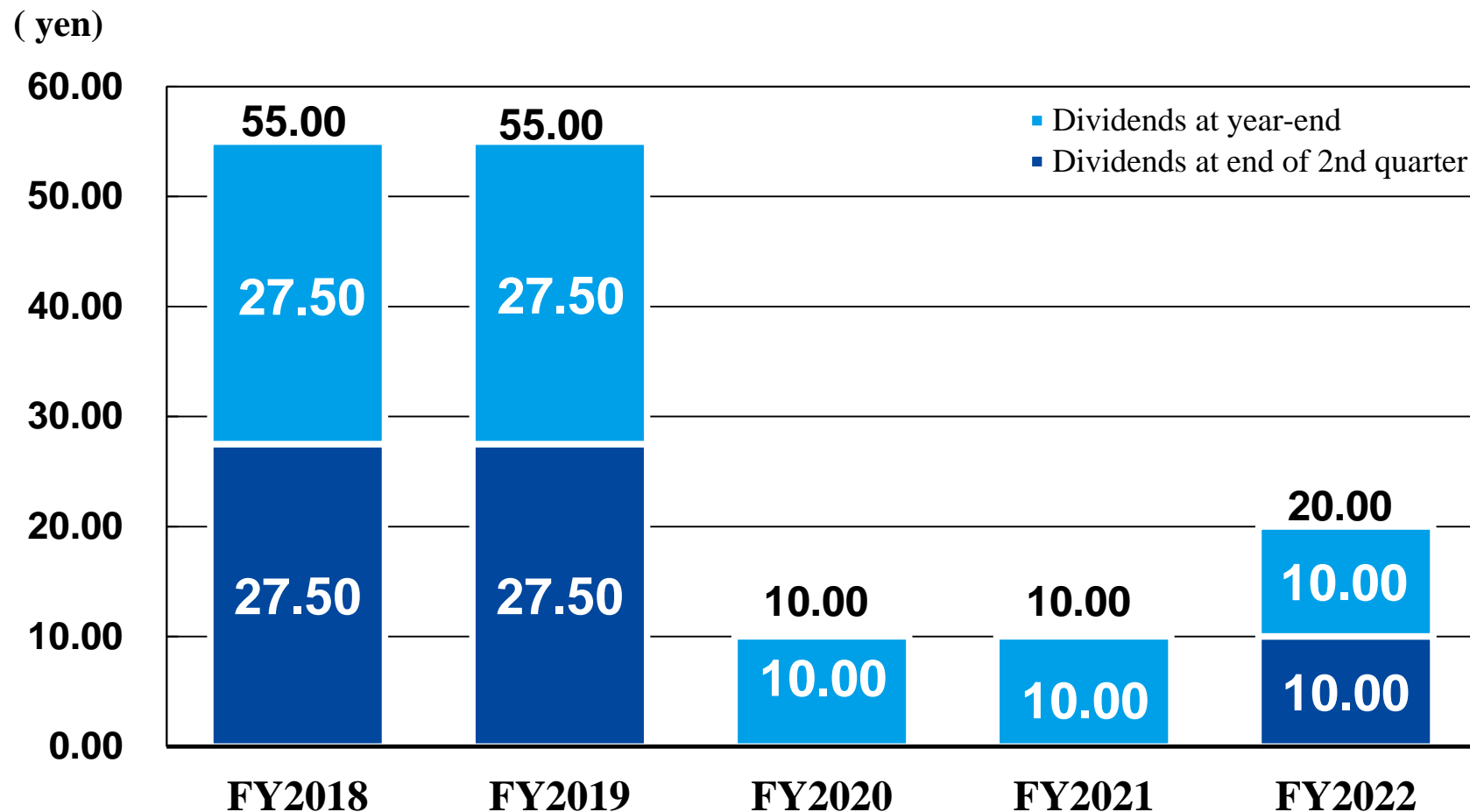
Equity to Total Assets

- The ratio of equity to total assets increased by 1.9% to 42.5% compare to the previous year.



Dividends

- As a result of the solid financial performance for this fiscal year , the annual dividend is planned to increase to 20.00 yen per share.



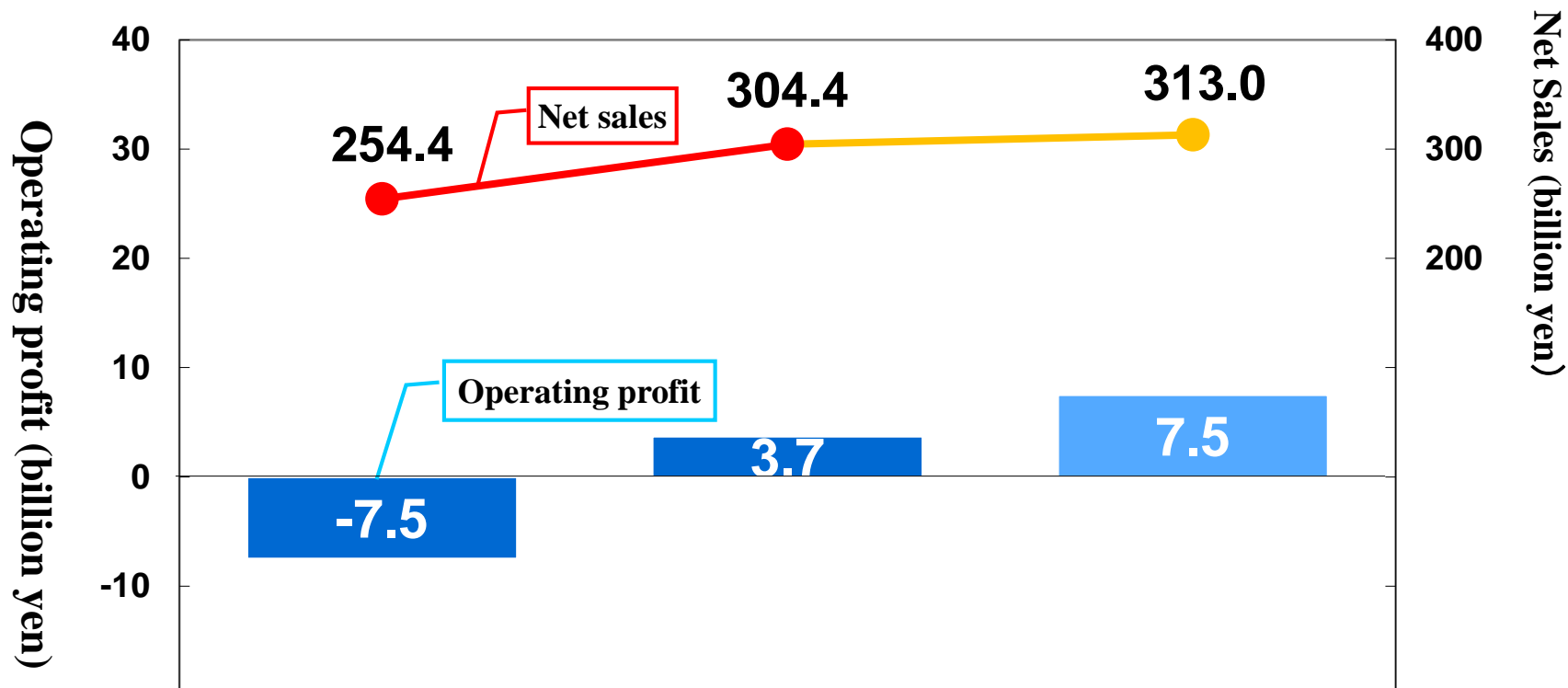


Forecast of Fiscal Year 2023

Forecast of Fiscal Year 2023

- 1. Despite the presence of unstable factors, such as semiconductor supply shortages and energy price hikes, sales is forecast to increase as the impact of COVID-19 diminishes and customer orders recover.**
- 2. Operating profit is forecast to increase due to sales increase and cost saving.**

Consolidated Business Forecast for FY2023



	FY2021	FY2022 (A)	FY2023 (B)	(B) - (A)
Net sales	254.4	304.4	313.0	+8.6
Operating profit	-7.5	3.7	7.5	+3.8
Ordinary profit	-4.7	5.0	6.5	+1.5
Net income attributable to owners of parent	-7.9	2.4	2.9	+0.5

Consolidated Sales by Product Group

(billion yen)

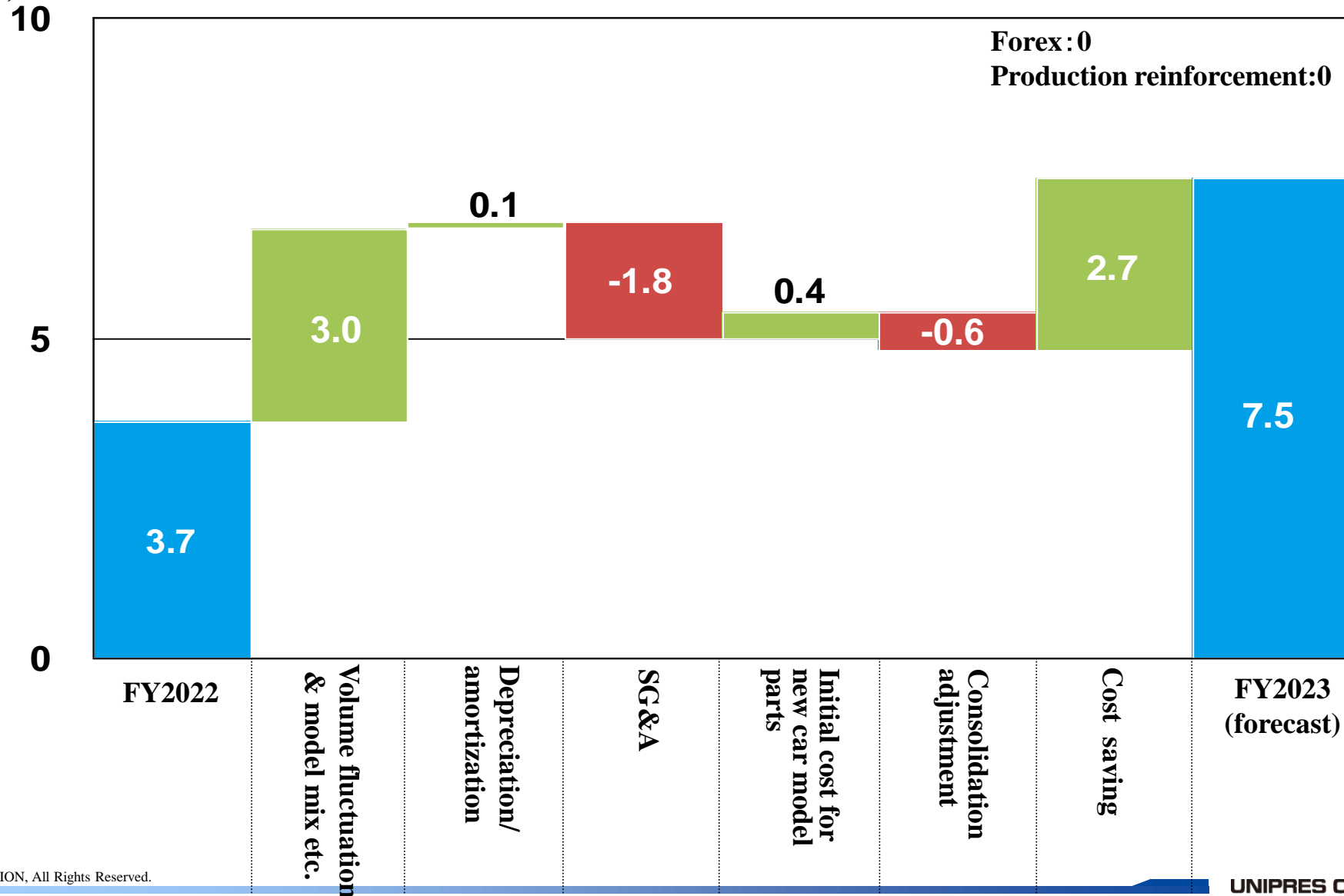
	FY2022		FY2023		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	265.0	87.0%	272.5	87.1%	+7.5	+0.1%
Transmission products	32.2	10.6%	34.7	11.1%	+2.5	+0.5%
Plastic products	3.9	1.3%	4.2	1.3%	+0.3	0.0%
Other	3.3	1.1%	1.6	0.5%	-1.7	-0.6%
Total	304.4	100%	313.0	100%	+8.6	—



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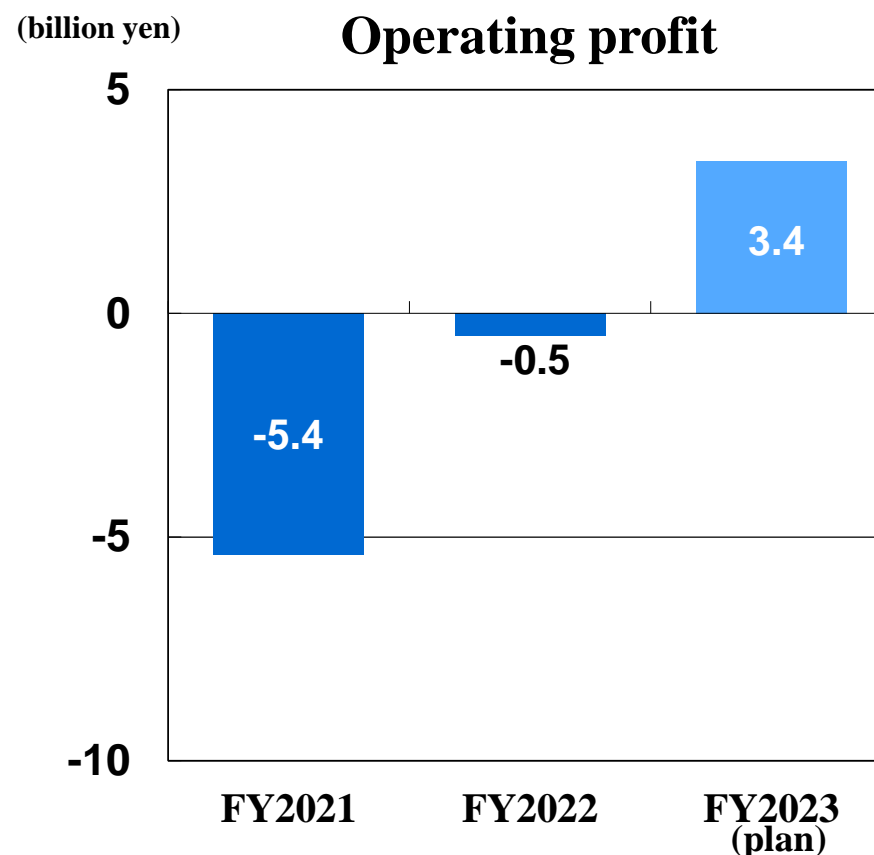
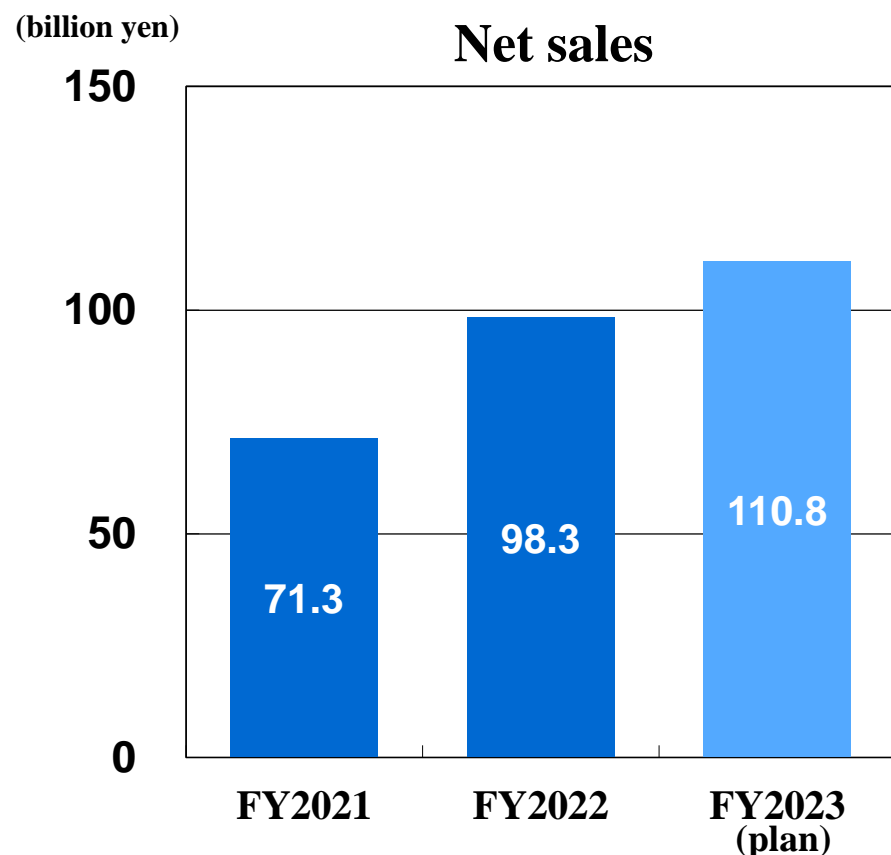
(billion yen)

Forecast of Operating Profit Variance Analysis



Sales/Operating Profit by Region (Japan)

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

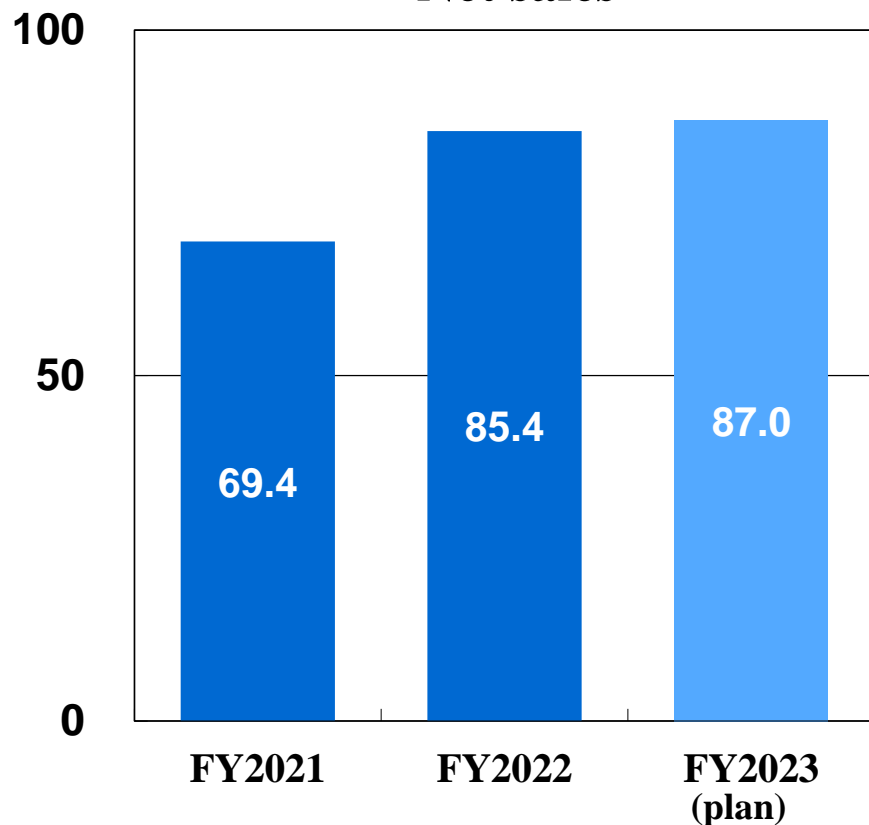


Sales/Operating Profit by Region (the Americas)

- Net sales growth is projected as the customers' productions increase.
- Operating profit is projected to grow through sales increase.

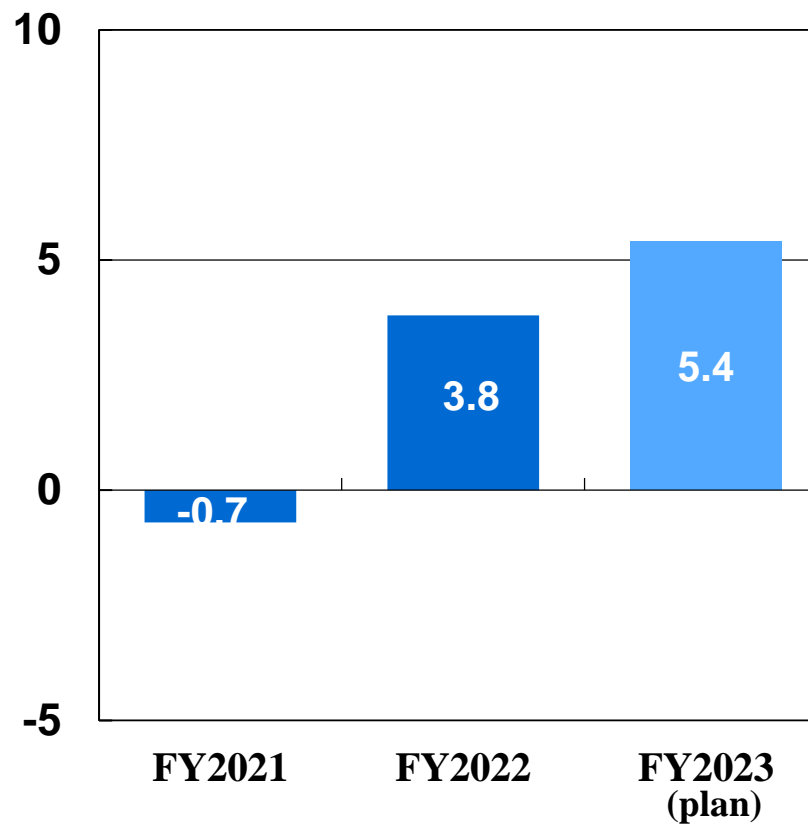
(billion yen)

Net sales



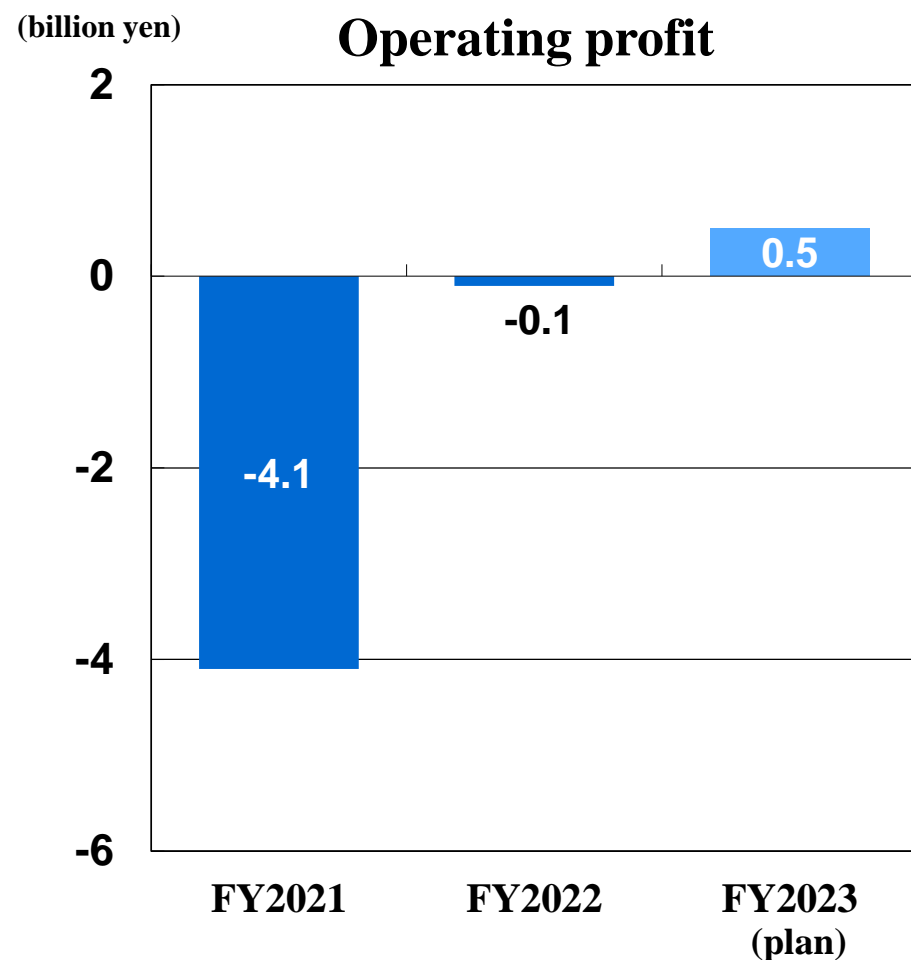
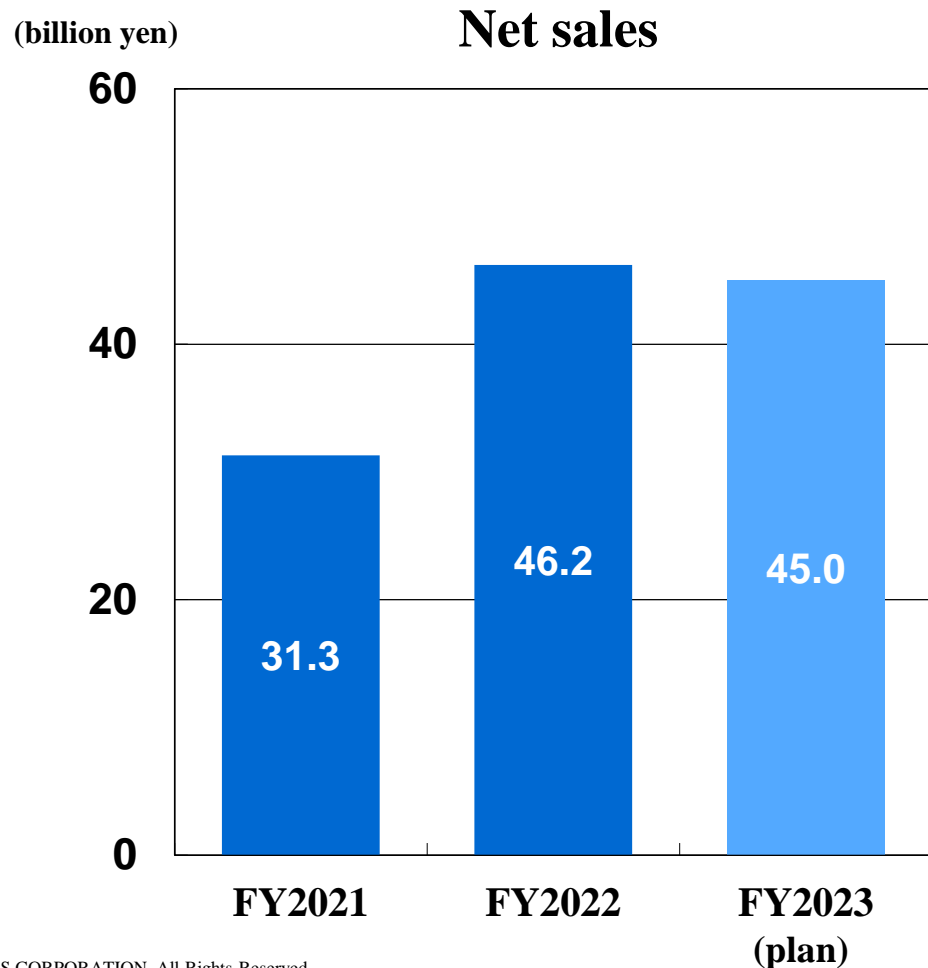
(billion yen)

Operating profit



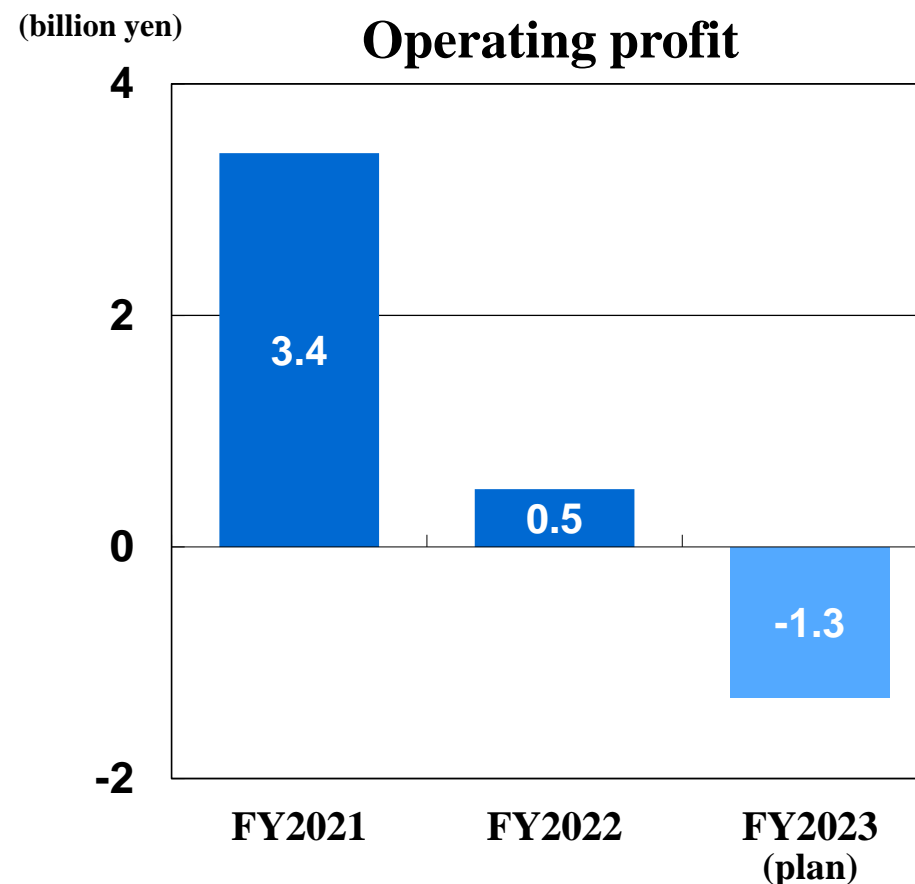
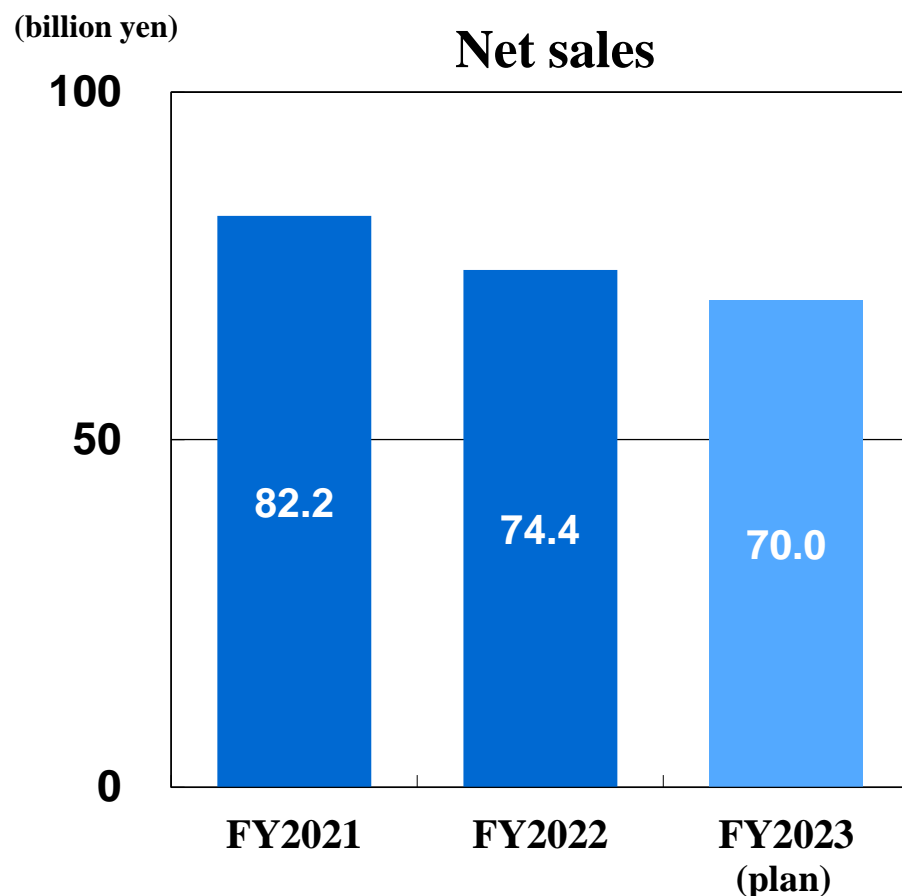
Sales/Operating Profit by Region (Europe)

- Net sales is projected to be lower mainly due to sales decrease of dies and equipment despite the customers' productions increase.
- Operating profit is projected to grow through cost reduction efforts.



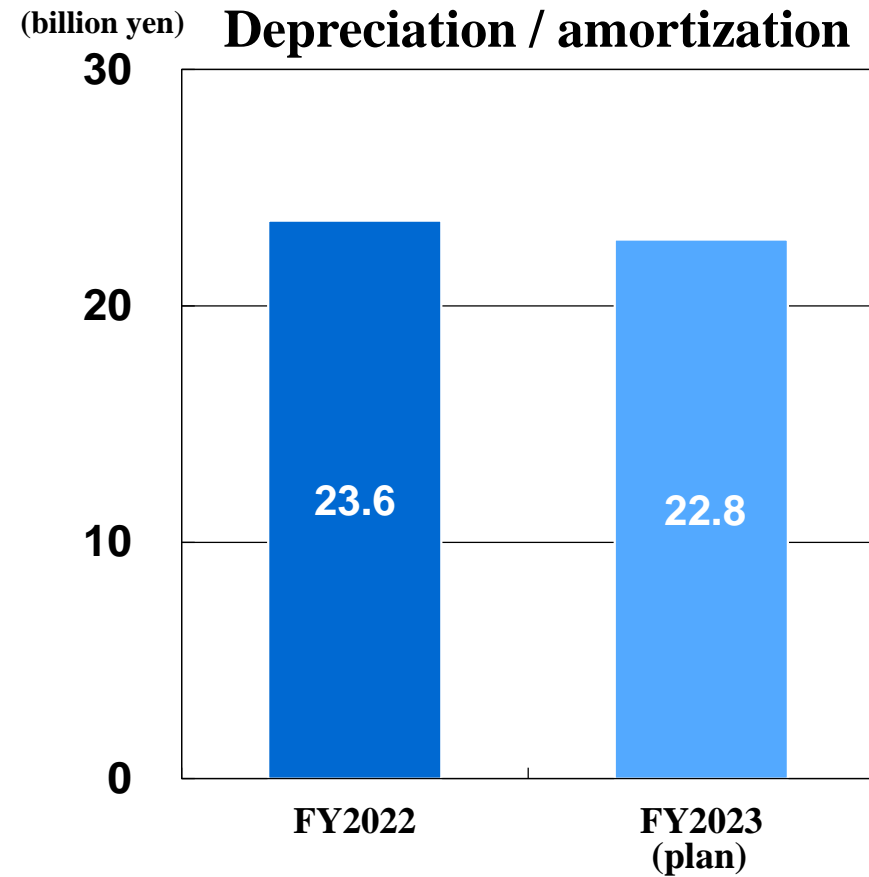
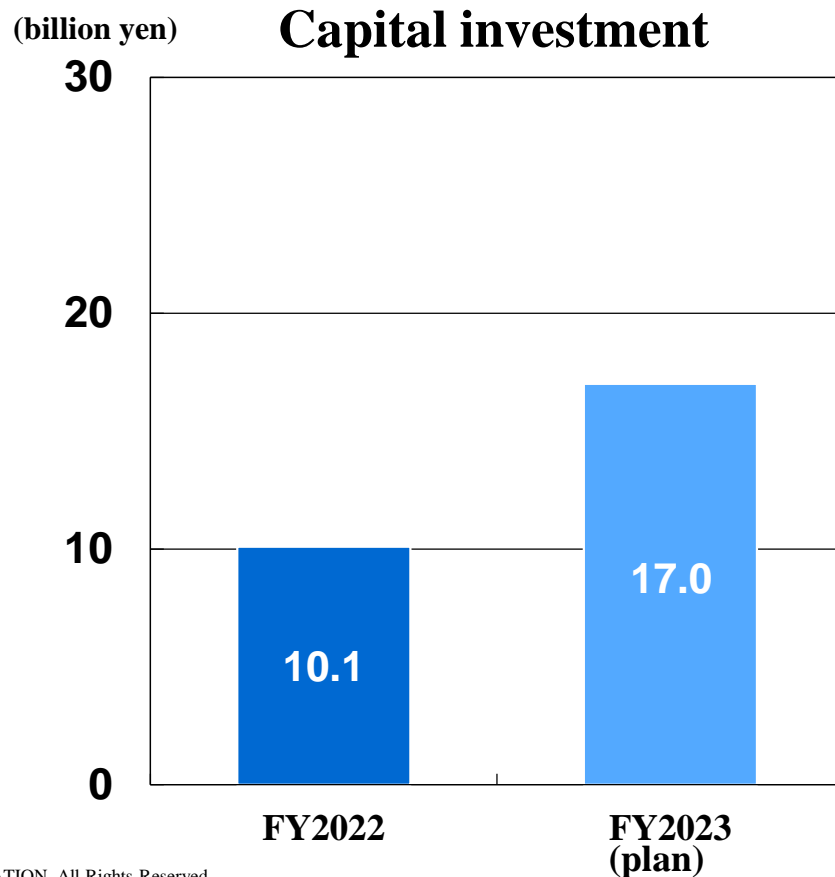
Sales/Operating Profit by Region (Asia)

- Net sales is projected to decrease mainly due to the model mix.
- Operating profit is projected to decrease because of the impact of volume fluctuation.



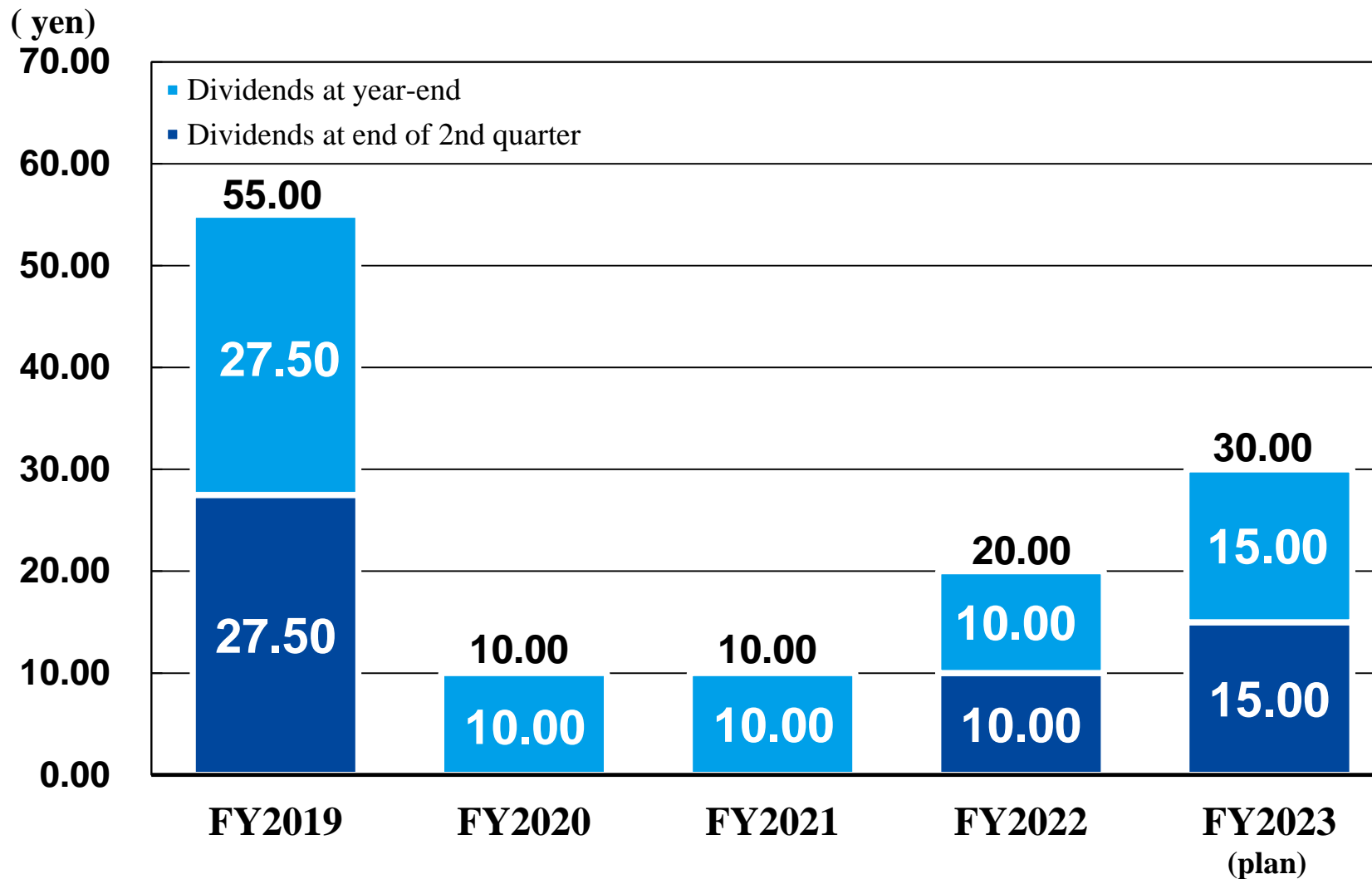
Capital investment & Depreciation /Amortization plan

- 6.9 billion yen increase from the previous year is planned in capital investment.
- Depreciation / amortization is projected to decrease by 0.8 billion yen.



Dividends

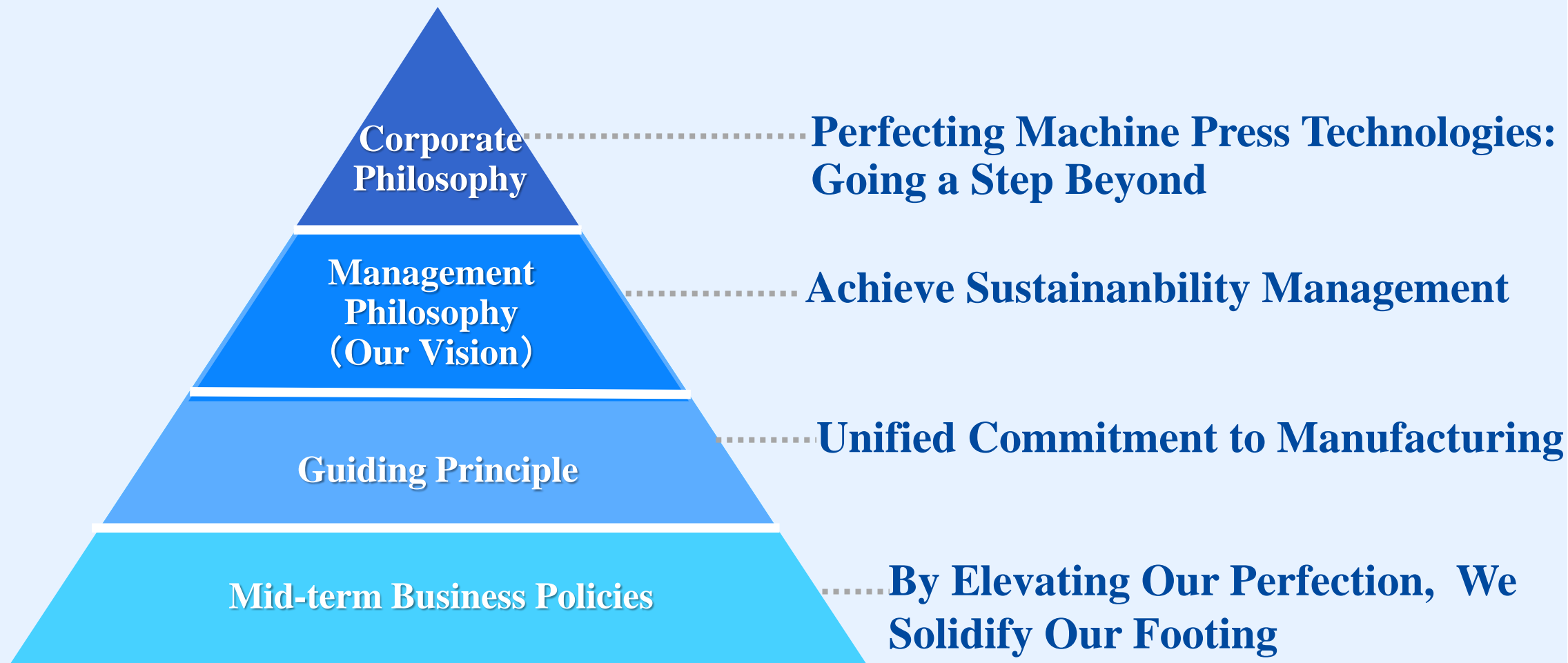
- The annual dividend per share for FY2023 is projected to be 30.00 yen.





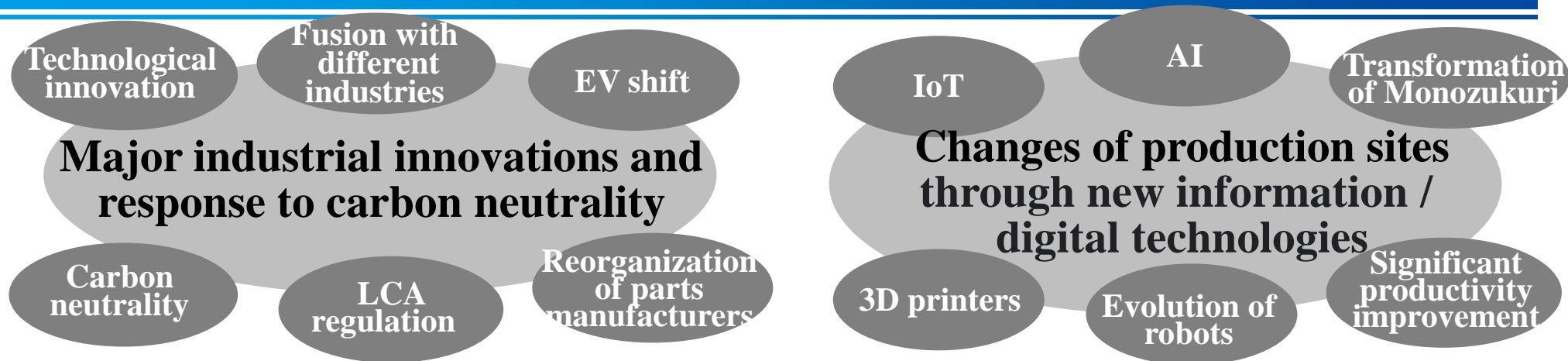
Medium-term Business Policies

< Corporate philosophy system of the Unipres Corporate Group >



Three Important Corporate Challenges

Changes
in the circumstance
surrounding
automobile industry



Strengths

"Solution-type business culture" that fulfills customers' "want to do something" and "value-added proposal capabilities" that responds to "it was good to leave it to us"

Three important
corporate
challenges

Accelerating response to electrification

- Accelerate strategic technological development
- Promotion of global sales expansion

Realizing the industry's top level profitability

- Further strengthening profit making abilities on both consolidated and non-consolidated financial basis
- Improvement of quality
- Realize a smart plant
- Strengthening the capabilities of product development and production technology development

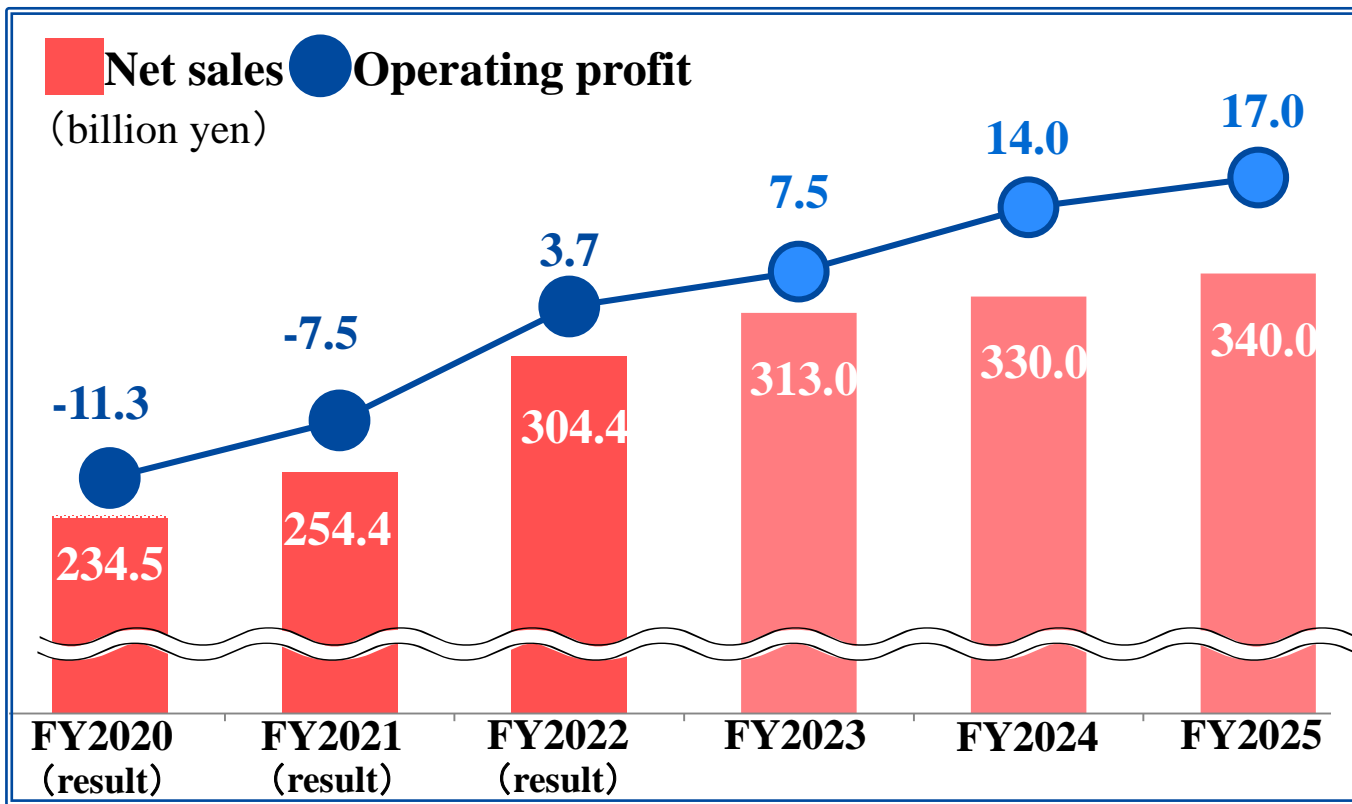
Promoting corporate sustainability

- Expand ESG initiatives and strengthen governance
- Response to carbon neutrality

FY2023-2025 Medium-term Business Policies Quantitative Target

Finance indicator

	FY2025
Net sales	340 billion yen
Operating profit	17 billion yen
Operating income ratio	5.0%
ROE	approx.8%



Capital investment plan

- FY2023 ~ FY2025 : about 45 billion yen for 3 years (response to electric vehicles, manpower saving investment and others)

R&D expenses

- R&D expenses to sales ratio : approx.2%

Unwavering focus on business/shareholder value maximization

Setting a mid-term goal of achieving an ROE of 8% or higher, with the aim of improving PBR

Improve profitability

- Bounce back from the revenue losses incurred due to semiconductor supply shortages and the impact of COVID-19
- Promote the continued advancement press technology and smartification to gain a competitive edge
- Fuel the growth of electric vehicles through product development and sales promotion
- Bolster IR/SR initiatives

Enhance communication with stakeholders

<Priority Measures>

● Dividends

Increase dividends in line with revenue growth while ensuring financial stability (taking into account metrics such as DPR and DOE).

● Treasury stock buybacks and cancellations

Actively strategize and adaptively carry out share buybacks and cancellations to enhance capital efficiency.



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(yen)

	FY2021		FY2022		Preconditions of FY2023 forecast
	Average for the period	term end	Average for the period	term end	
US \$	113.06	122.41	136.00	133.54	125.00
STG £	151.91	155.24	162.07	160.01	154.00
EURO	130.36	130.52	138.49	141.44	135.00
MEX \$	5.42	5.59	6.60	6.81	6.80
RMB	17.13	18.07	19.50	19.02	18.50
INR	1.52	1.62	1.69	1.63	1.55
THB	3.44	3.43	3.75	3.82	3.80
IDR	0.0077	0.0081	0.0088	0.0085	0.0085

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

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