



# UNIPRES CORPORATION

## FY2023 1<sup>st</sup> Quarter Financial Results





## FY2023 Q1 Financial Results

## Forecast of FY2023



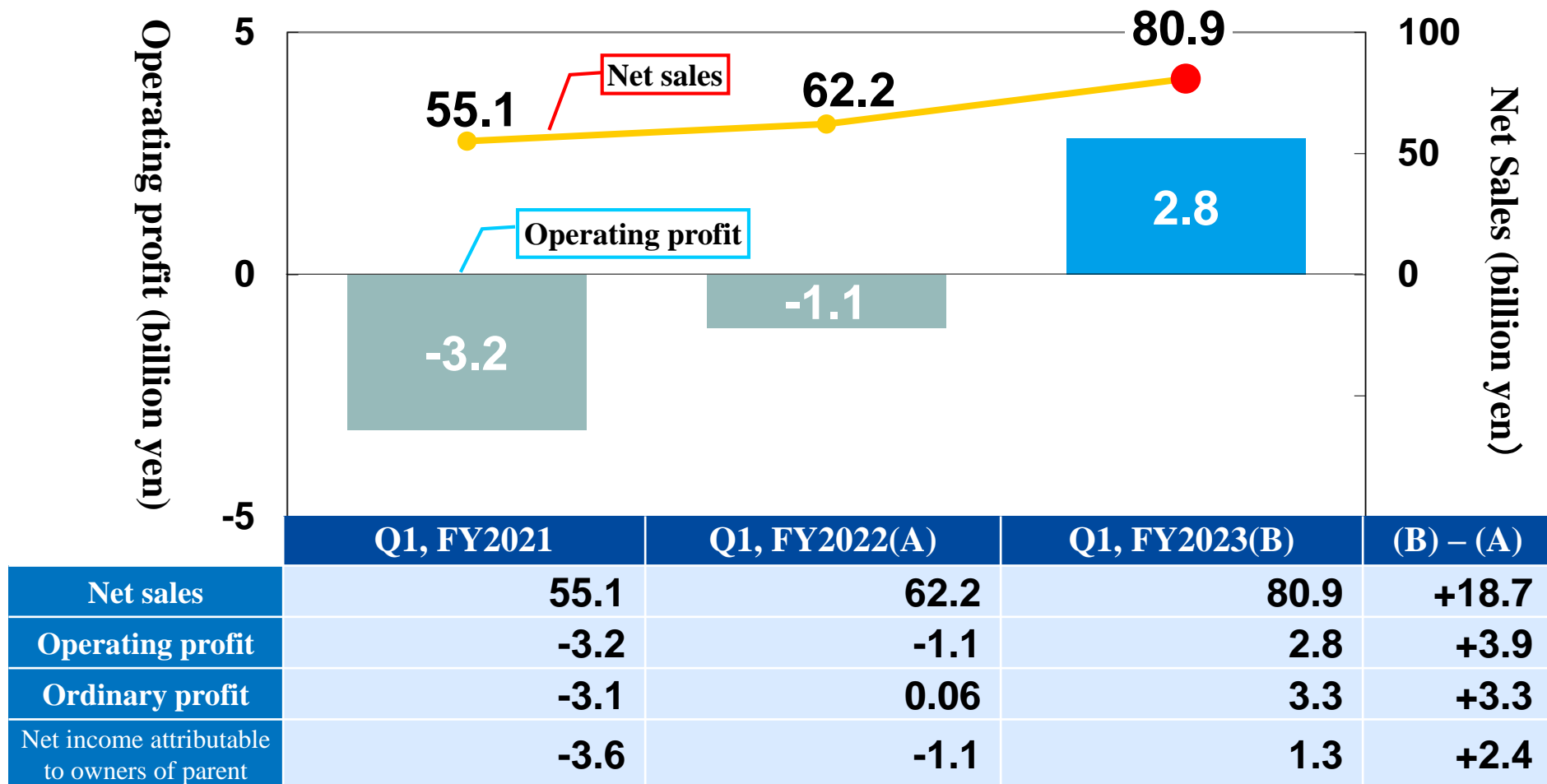
## FY2023 Q1 Financial Results

**Although the impact of COVID-19 in some regions and global shortage of semiconductor supplies, sales increased to 80.9 billion yen due to an increase in customers' production volume and positive exchange rate.**

**Operating profit increased to 2.8 billion yen mainly due to sales increase.**

# Summary of Q1, FY2023

- Net sales increased by 18.7 billion yen (+30.1%) year-over-year.
- Operating profit increased by 3.9 billion yen year-over-year.



# Consolidated Sales by Product Group

(billion yen)

	Q1, FY2022		Q1, FY2023		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	53.0	85.2%	71.1	87.9%	+18.1	+2.7%
Transmission products	8.2	13.2%	8.5	10.5%	+0.3	-2.7%
Plastic products	0.6	1.0%	0.9	1.1%	+0.3	+0.1%
Other	0.4	0.6%	0.4	0.5%	0.0	-0.1%
Total	62.2	100%	80.9	100%	+18.7	—

# Consolidated Sales by Customer (Nissan Motor-related Products)

- The composition ratio declined by 2.3% mainly due to decreasing sales of Dongfeng Motor Company Limited.

(billion yen)

		Q1, FY2022		Q1, FY2023		Variance
		Sales	%	Sales	%	
Nissan Motor-related products	Sub-total	48.8	78.4%	61.6	76.1%	-2.3%
	Nissan Motor	9.2	14.9%	13.3	16.4%	+1.5%
	Dongfeng Motor Company Limited	12.5	20.2%	11.0	13.6%	-6.6%
	Nissan North America	7.1	11.3%	10.4	12.8%	+1.5%
	Nissan Mexicana	5.3	8.6%	10.0	12.3%	+3.7%
	Nissan Europe	5.1	8.2%	7.0	8.6%	+0.4%
	JATCO (Incl. overseas operations)	5.3	8.5%	4.5	5.6%	-2.9%
	NISSAN SHATAI	1.9	3.0%	2.9	3.5%	+0.5%
	Marelli Corporation. (Incl. overseas operations)	0.8	1.3%	1.2	1.5%	+0.2%
	Nissan Thailand	0.4	0.7%	0.9	1.1%	+0.4%
	Renault Nissan India / Nissan Motor India	0.7	1.2%	0.5	0.6%	-0.6%
	Zhengzhou Nissan	0.03	0.05%	0.01	0.01%	-0.04%



UNIPRES

# Consolidated Sales by Customer (Other customers)

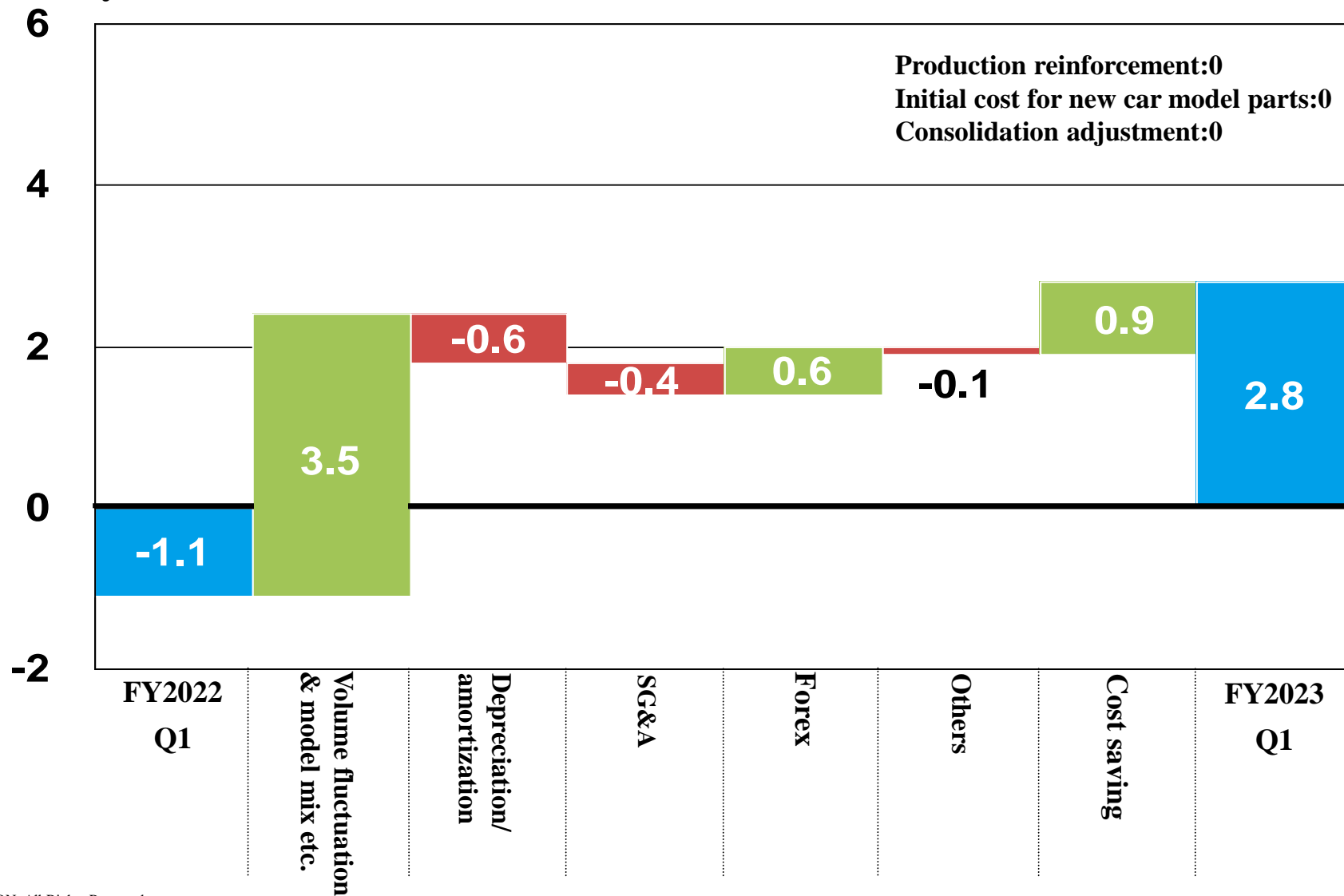
- The composition ratio increased by 2.3% mainly due to increasing sales of MITSUBISHI MOTORS CORPORATION.

		Q1, FY2022		Q1, FY2023		Variance	(billion yen)
		Sales	%	Sales	%		
Other customers	Sub-total	13.5	21.6%	19.3	23.9%	+2.3%	
Incl.)	Honda of America Mfg., Inc.	1.7	2.7%	2.8	3.5%	+0.8%	
Honda	Honda Motor Co., Ltd.	0.5	0.8%	0.8	0.9%	+0.1%	
	Honda De Mexico, S.A. De C.V.	0.8	1.4%	0.7	0.8%	-0.6%	
	P.T. Honda Prospect Motor	0.6	0.9%	0.4	0.5%	-0.4%	
MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)		1.6	2.5%	3.8	4.7%	+2.2%	
Renault	Renault	1.0	1.6%	1.7	2.0%	+0.4%	
	Renault Nissan India	0.5	0.9%	0.4	0.4%	-0.5%	
Groupe PSA		1.2	2.0%	1.8	2.2%	+0.2%	
Mazda	Mazda Motor Corporation	0.4	0.6%	0.9	1.1%	+0.5%	
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.2	0.3%	0.4	0.4%	+0.1%	
AISIN CORPORATION (Incl. overseas operations)		0.6	0.9%	0.9	1.1%	+0.2%	
JATCO (Excl. Nissan Motor) (Incl. overseas operations)		0.8	1.3%	0.8	1.0%	-0.3%	
Dynax Corporation (Incl. overseas operations)		0.5	0.8%	0.4	0.5%	-0.3%	
SUBARU CORPORATION		0.3	0.4%	0.3	0.4%	0.0%	
TOYODA IRON WORKS CO., LTD. (Incl. overseas operations)		0.0	0.01%	0.3	0.3%	+0.29%	
SUZUKI MOTOR CORPORATION (Incl. overseas operations)		0.1	0.2%	0.2	0.2%	0.0%	
NSK-Warner K.K.		0.1	0.1%	0.1	0.2%	+0.1%	
Musashi Seimitsu Industry Co., Ltd.		0.02	0.03%	0.1	0.2%	+0.17%	
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%	



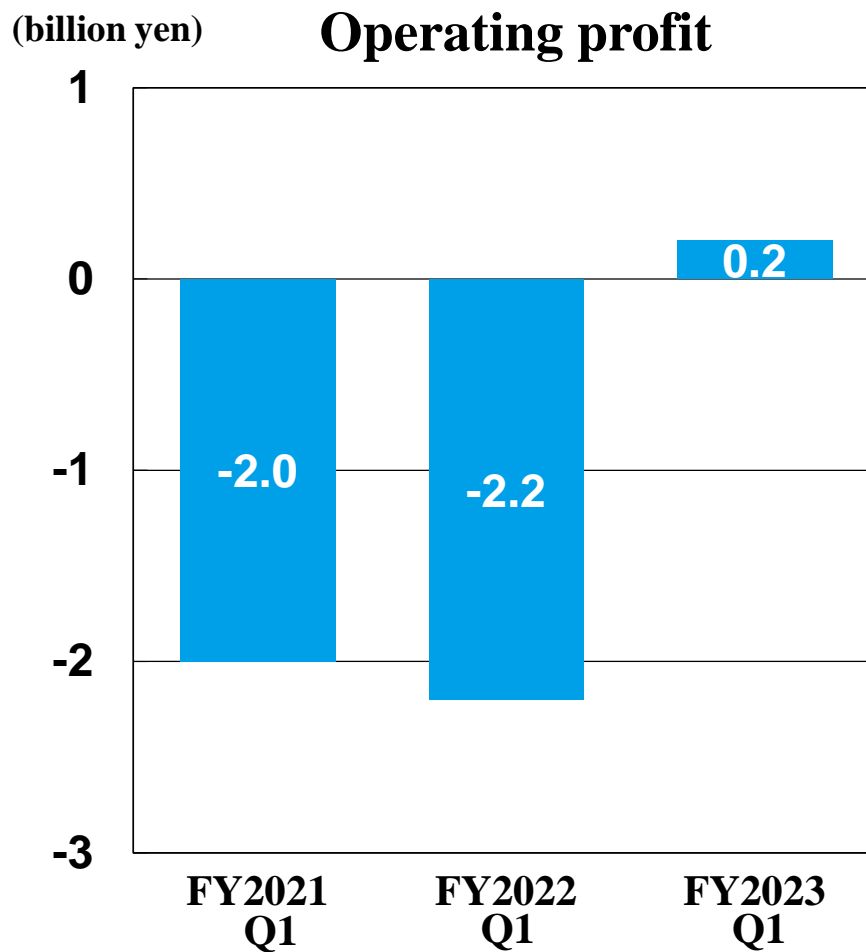
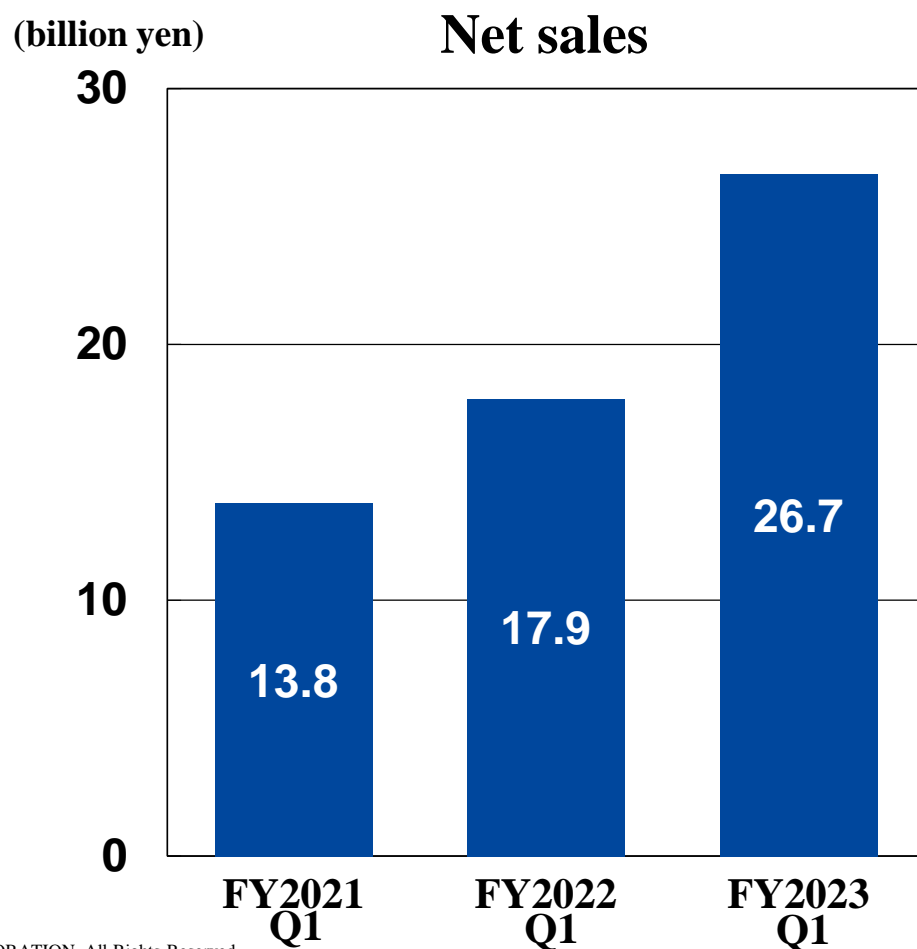
# Operating Profit Variance Analysis

(billion yen)



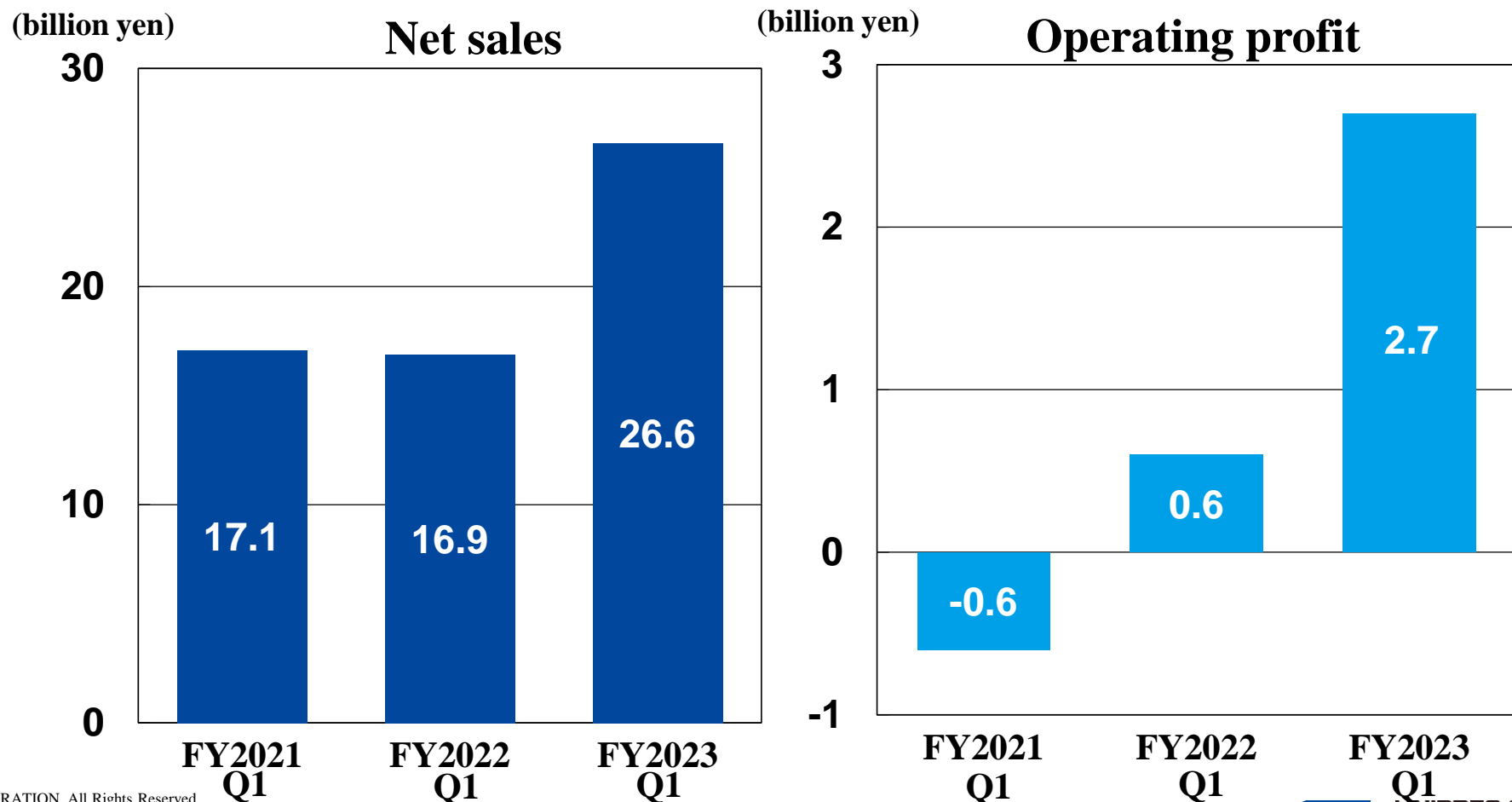
# Sales/Operating Profit by Region (Japan)

- Net sales increased by 49.2% mainly due to the impact of customers' production increase.
- Operating profit increased by 2.4 billion yen because of sales increase.



# Sales/Operating Profit by Region (The Americas)

- Net sales increased by 57.4% due to the impact of customers' production increase and the weaker yen exchange rate.
- Operating profit increased by 2.1 billion yen because of sales increase.

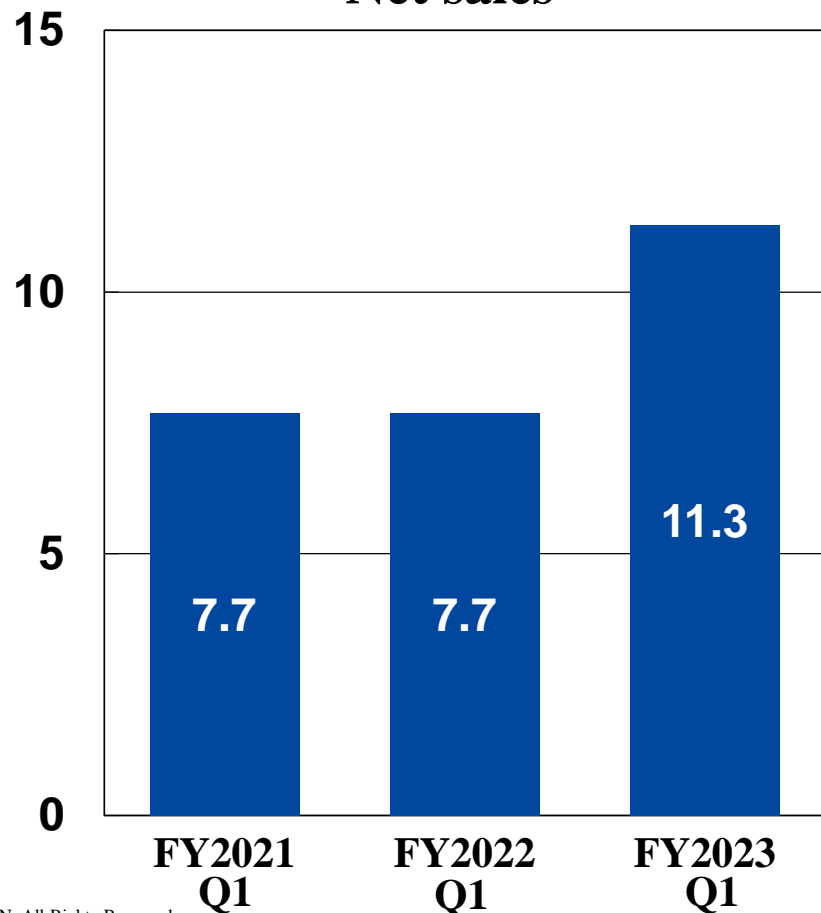


# Sales/Operating Profit by Region (Europe)

- Net sales increased by 46.8% due to the impact of customers' production increase and the weaker yen exchange rate.
- 0.1 billion yen improvement in operating profit was achieved.

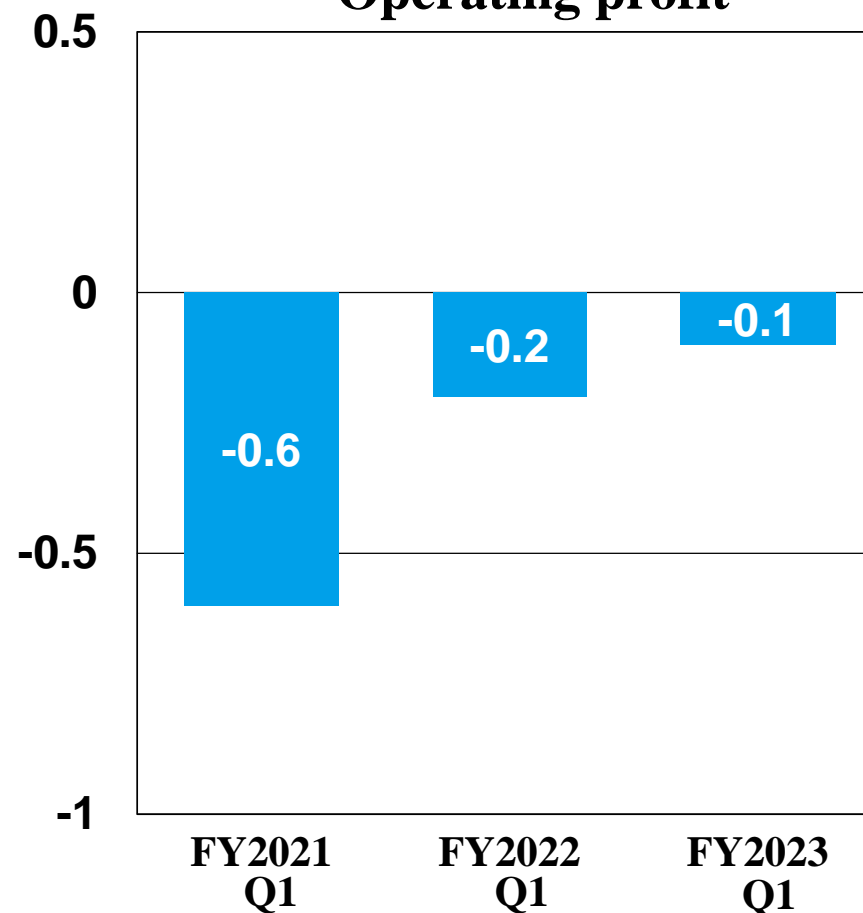
(billion yen)

Net sales



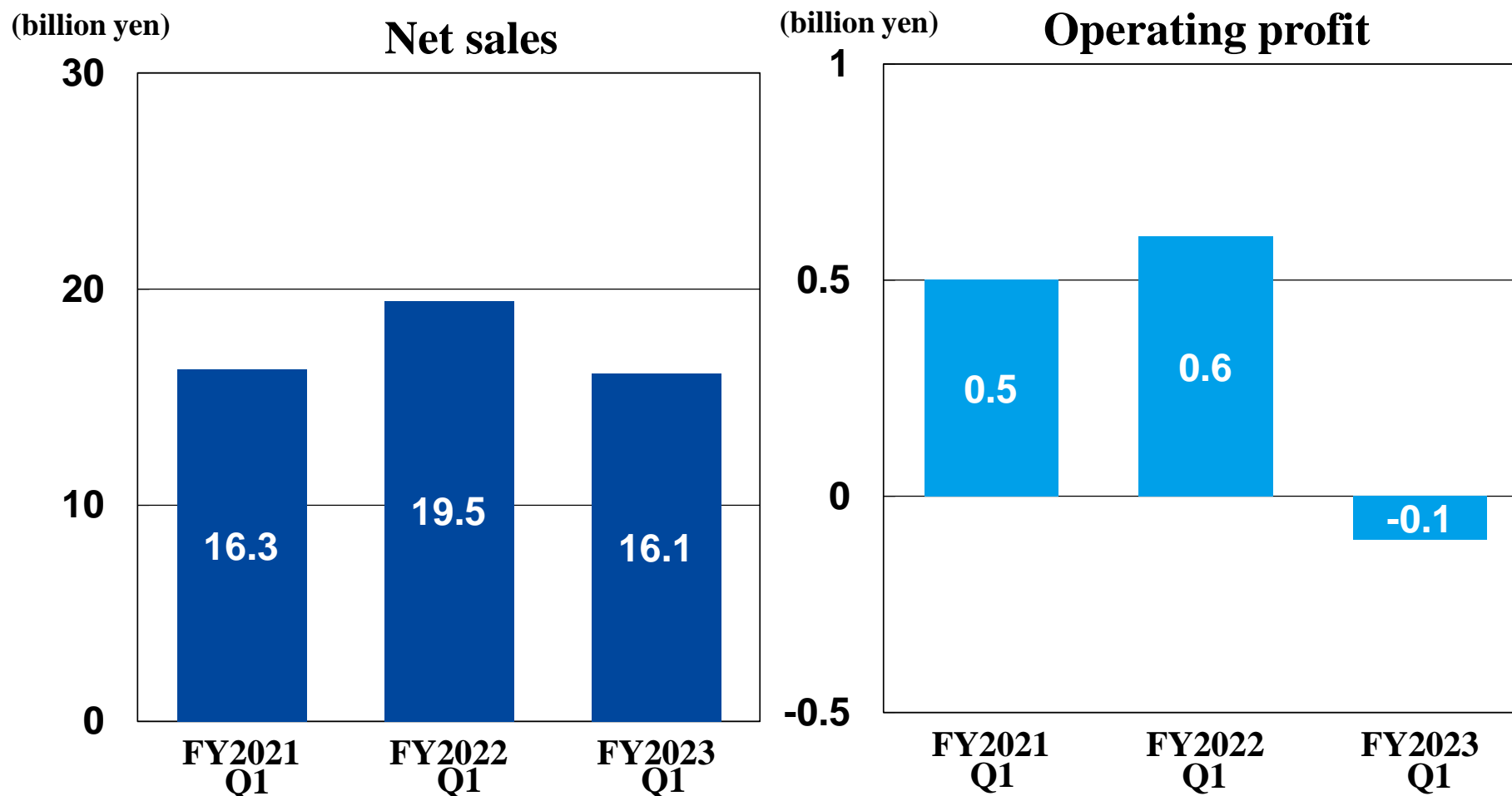
(billion yen)

Operating profit



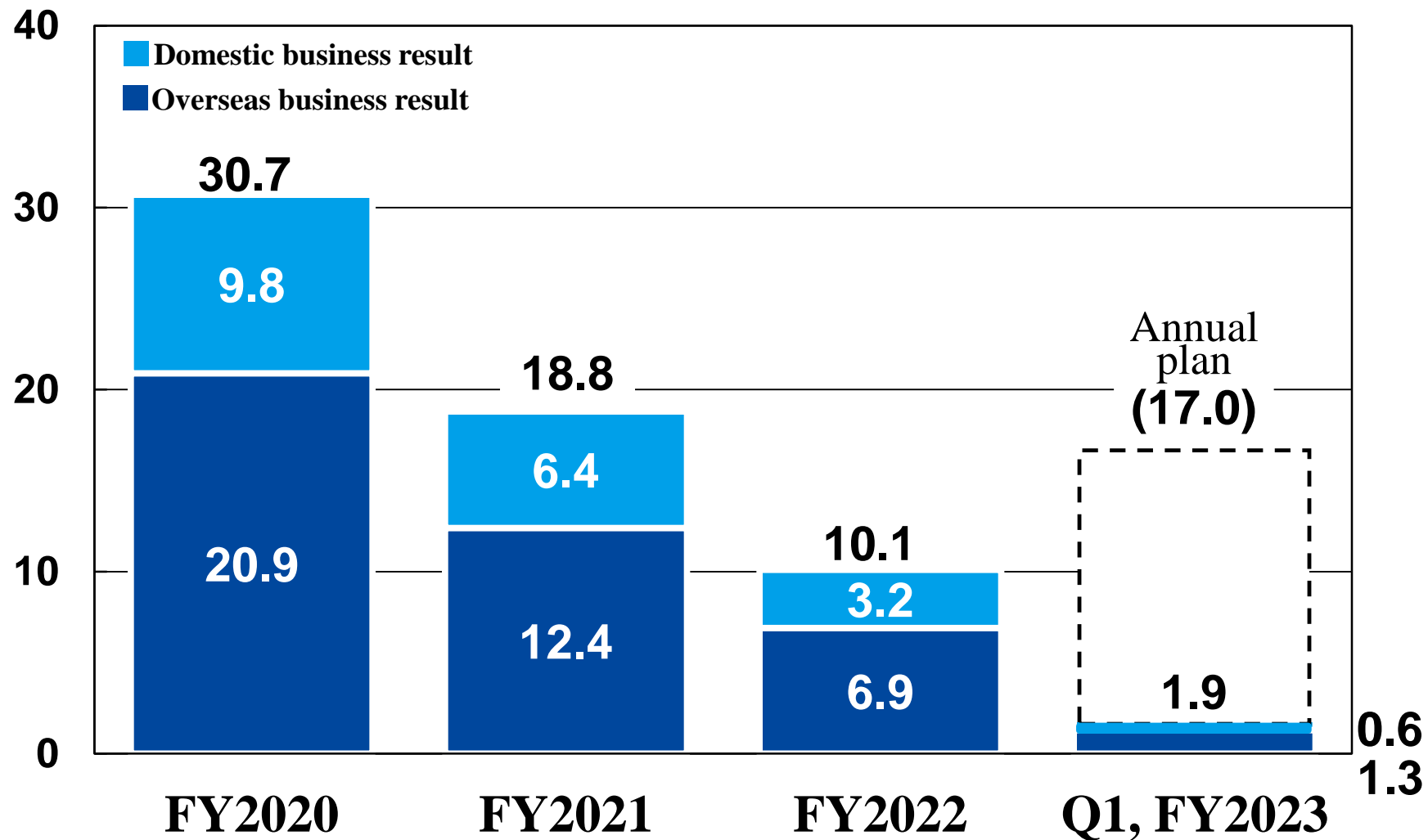
# Sales/Operating Profit by Region (Asia)

- Net sales decreased by 17.4% due to the customers' production cutbacks in spite of Forex impact.
- Operating loss was 0.1 billion yen as a result of the impact of volume fluctuation.



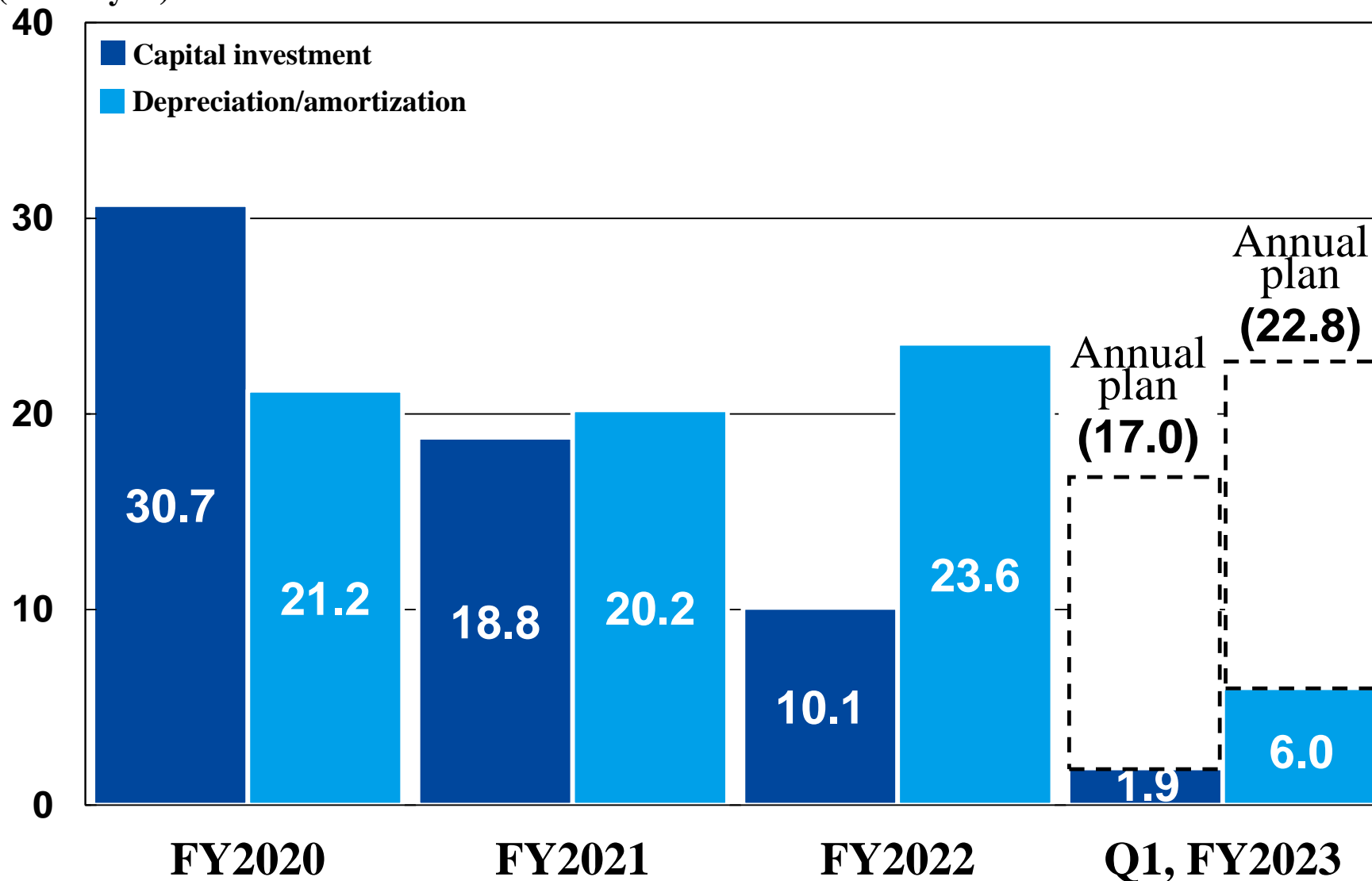
# Capital Investment

(billion yen)



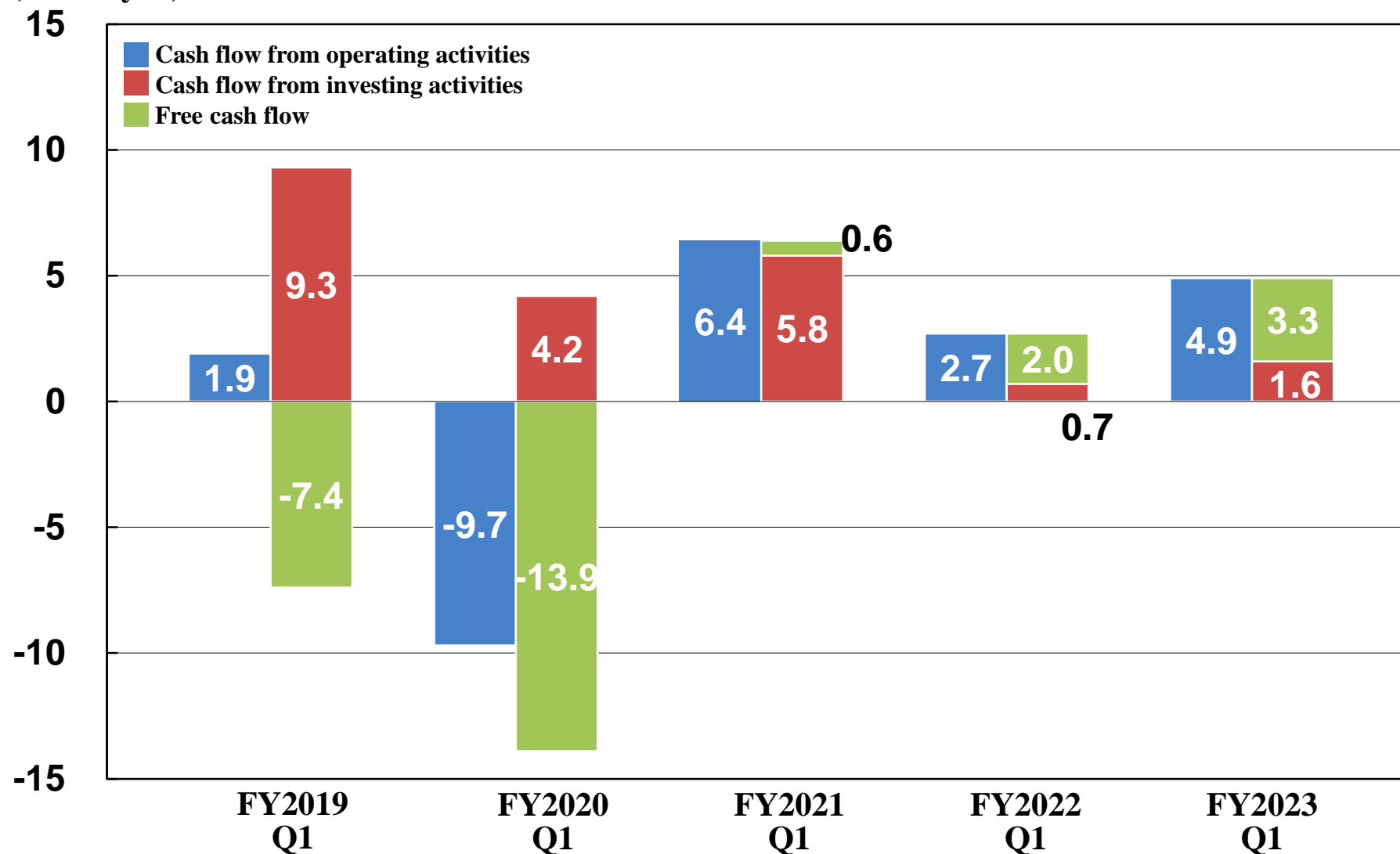
# Capital Investment & Depreciation/Amortization

(billion yen)



# Cash Flows

(billion yen)

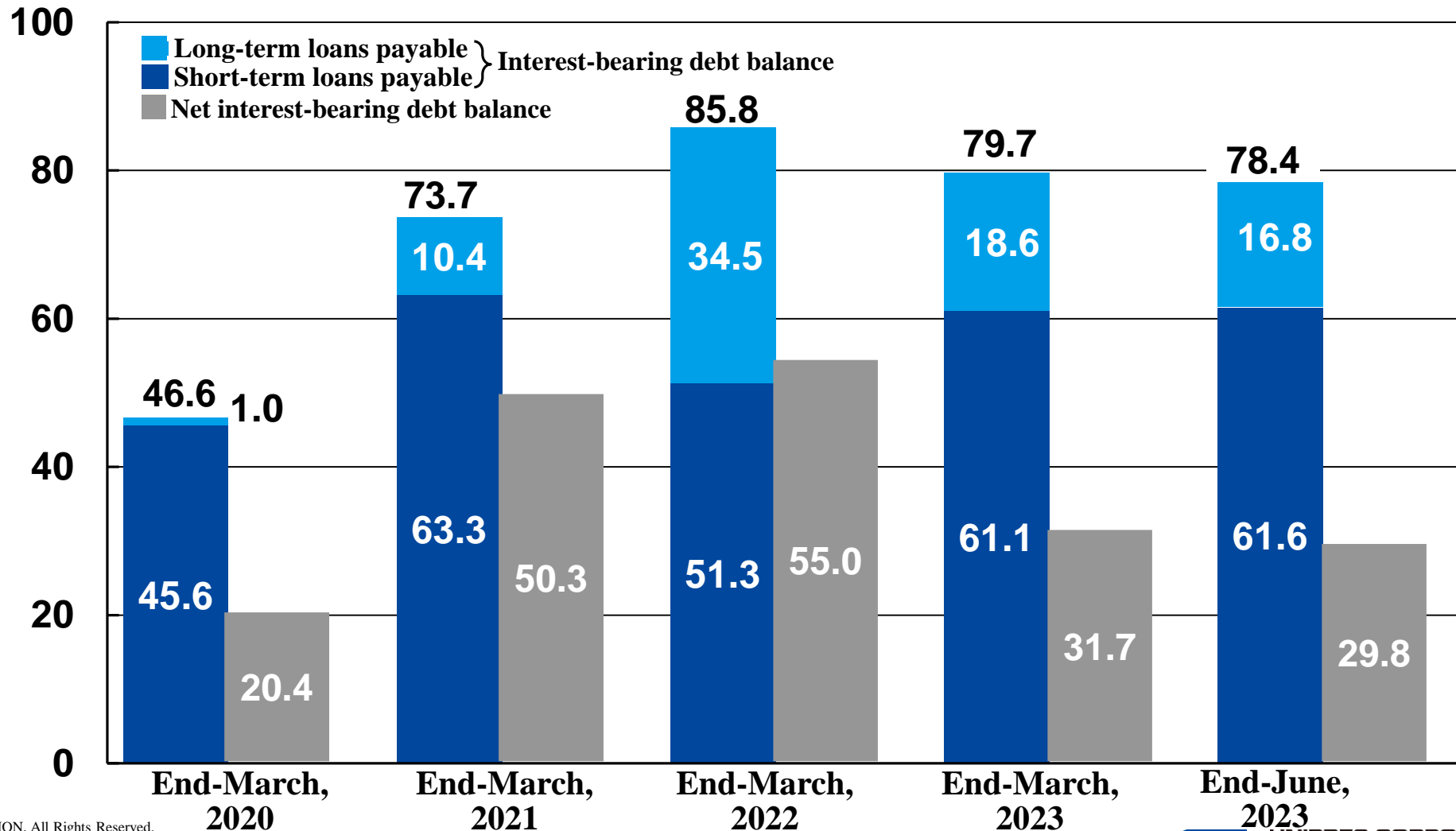




# Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts decreased by 1.3 billion yen compared with the end-March, 2023.
- Net interest-bearing debts including cash and deposits became 29.8 billion yen.

(billion yen)



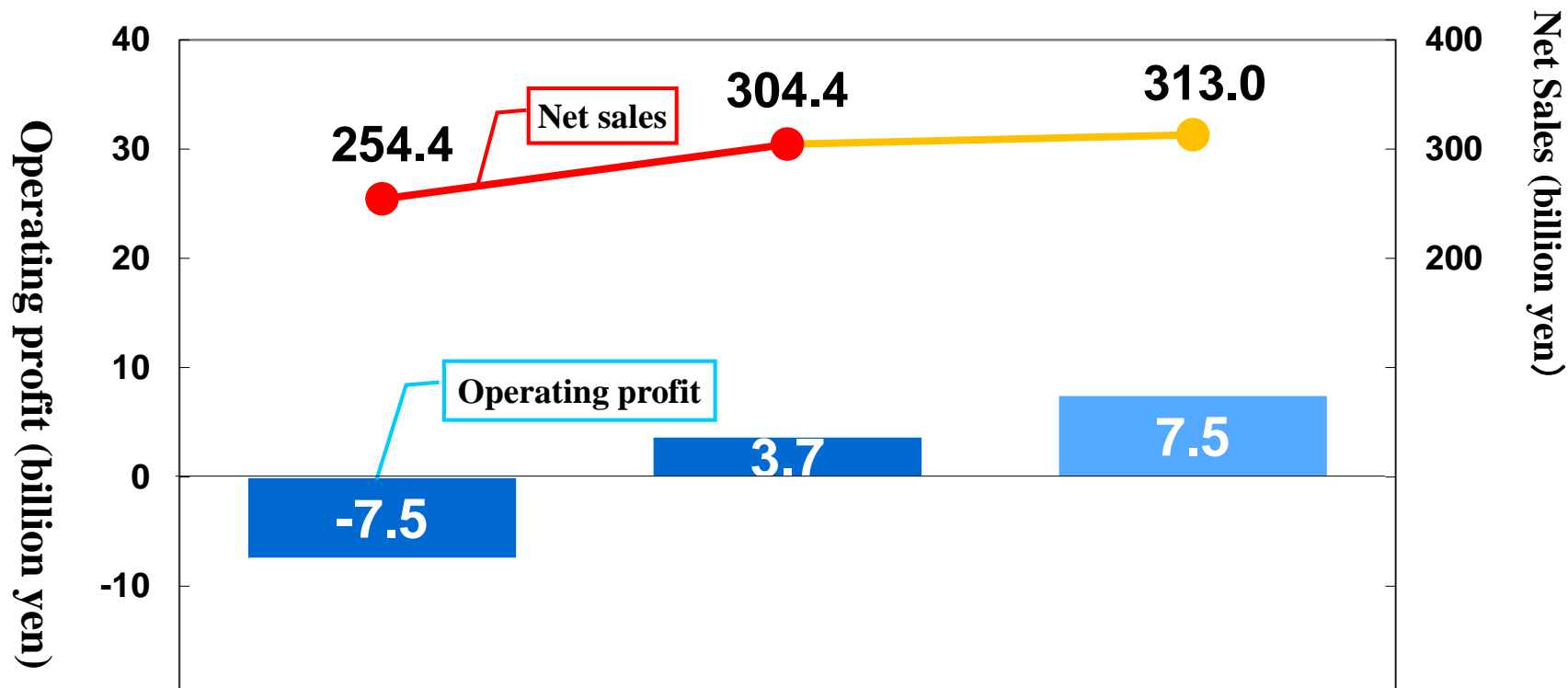


## Forecast of FY2023

# 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



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(yen)

	Q1, FY2022		Q1, FY2023		Preconditions of FY2023 forecast
	Average for the period	term end	Average for the period	term end	
US \$	131.26	136.69	139.63	144.99	125.00
STG £	156.76	160.92	163.78	165.58	154.00
EURO	131.57	136.77	143.93	145.72	135.00
MEX \$	5.77	6.16	7.25	7.38	6.80
RMB	18.56	19.26	19.43	19.42	18.50
INR	1.69	1.73	1.70	1.77	1.55
THB	3.56	3.68	3.93	3.91	3.80
IDR	0.0082	0.0085	0.0088	0.0089	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 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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