



UNIPRES CORPORATION

FY2023 2nd Quarter Financial Results





FY2023 Q2 Financial Results

Forecast of FY2023

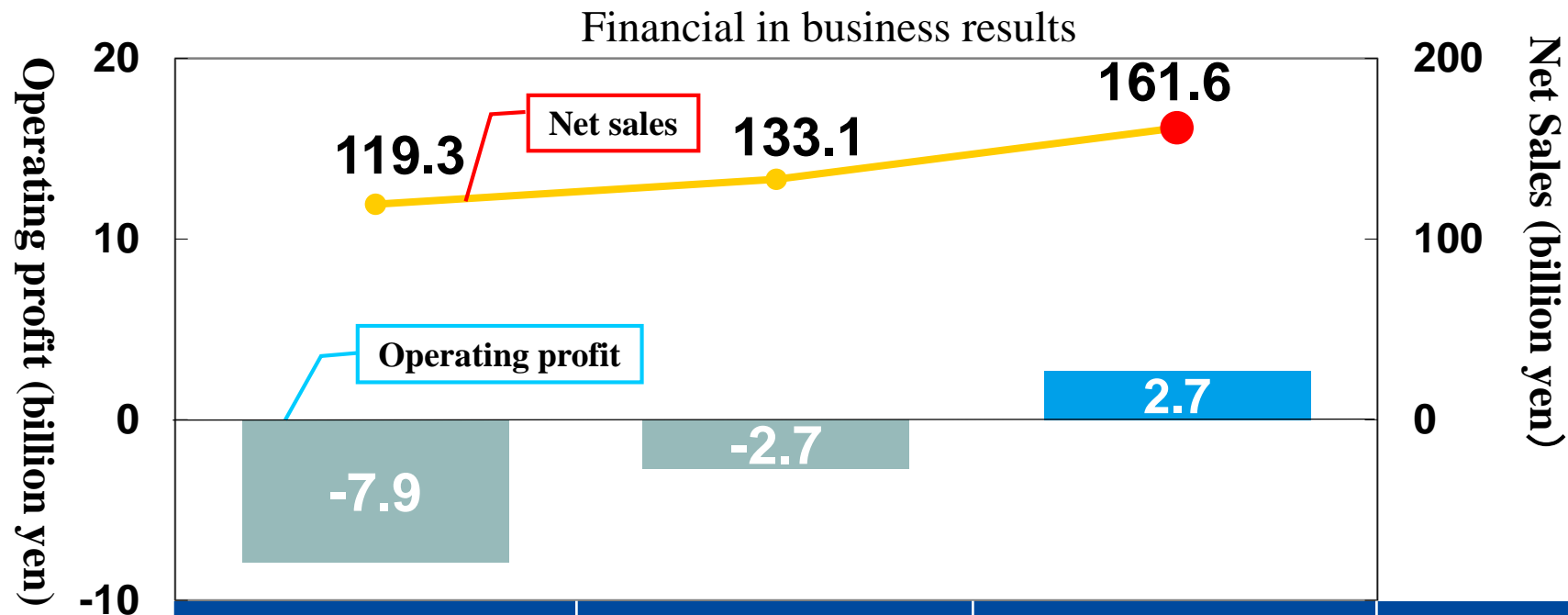


FY2023 Q2 Financial Results

Despite the impact of COVID-19 in some regions, sales increased to 161.6 billion yen due to an increase in customers' production volume and positive exchange rate. Operating profit increased to 2.7 billion yen mainly due to sales increase.

Summary of Q2, FY2023

- Net sales increased by 28.5 billion yen (+21.4%) year-over-year.
- Operating profit increased by 5.4 billion yen year-over-year.



	Q2, FY2021	Q2, FY2022(A)	Q2, FY2023(B)	(B) – (A)
Net sales	119.3	133.1	161.6	+28.5
Operating profit	-7.9	-2.7	2.7	+5.4
Ordinary profit	-7.2	-1.4	3.2	+4.6
Net income attributable to owners of parent	-7.7	-1.8	0.8	+2.6

Consolidated Sales by Product Group

(billion yen)

	Q2, FY2022		Q2, FY2023		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	115.1	86.5%	141.7	87.6%	+26.6	+1.1%
Transmission products	15.6	11.7%	17.2	10.7%	+1.6	-1.0%
Plastic products	1.4	1.1%	1.9	1.2%	+0.5	+0.1%
Other	1.0	0.7%	0.8	0.5%	-0.2	-0.2%
Total	133.1	100%	161.6	100%	+28.5	—

Consolidated Sales by Customer (Nissan Motor-related products)

- Although sales to Dongfeng Motor Company Limited decreased, an increase in sales to Nissan Mexicana and other factors resulted in a 0.3% increase in the composition ratio. (billion yen)

	Q2, FY2022		Q2, FY2023		Variance
	Sales	%	Sales	%	
Nissan Motor-related products					
Sub-total	101.7	76.4%	123.9	76.7%	+0.3%
Nissan Motor	21.0	15.8%	26.8	16.6%	+0.8%
Nissan North America	17.8	13.4%	22.8	14.1%	+0.7%
Nissan Mexicana	10.3	7.7%	19.9	12.3%	+4.6%
Dongfeng Motor Company Limited	23.7	17.8%	19.4	12.0%	-5.8%
Nissan Europe	10.0	7.5%	14.4	8.9%	+1.4%
JATCO (Incl. overseas operations)	9.8	7.4%	9.4	5.8%	-1.6%
NISSAN SHATAI	4.5	3.4%	5.8	3.6%	+0.2%
Marelli Corporation. (Incl. overseas operations)	1.9	1.4%	2.6	1.6%	+0.2%
Nissan Thailand	0.9	0.7%	1.6	1.0%	+0.3%
Renault Nissan India / Nissan Motor India	1.7	1.3%	1.2	0.7%	-1.6%
Zhengzhou Nissan	0.1	0.1%	0.01	0.01%	-0.1%

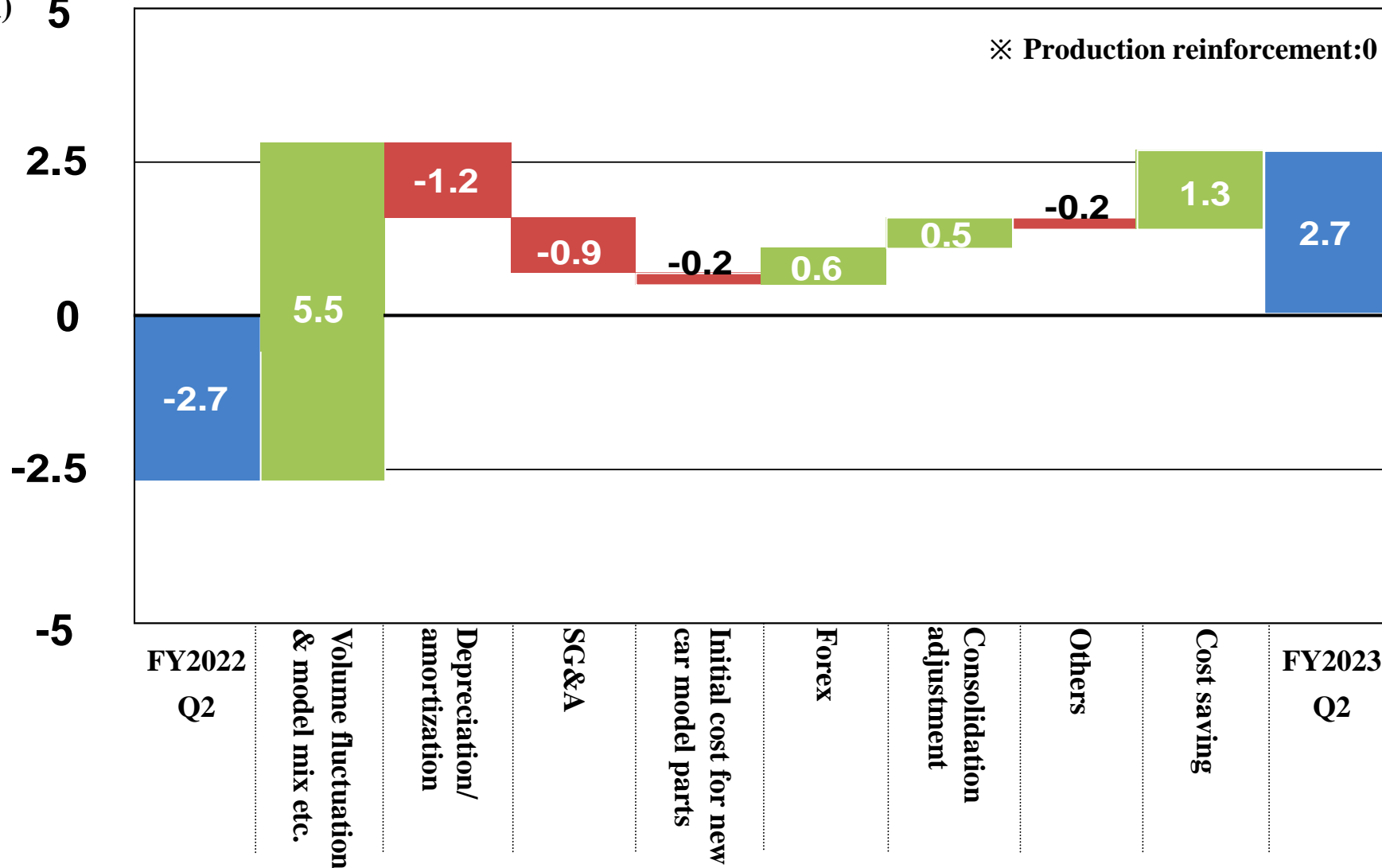
Consolidated Sales by Customer (Other Customers)

- The composition ratio decreased by 0.3% mainly due to a decrease in Renault.

			Q2, FY2022		Q2, FY2023		Variance	(billion yen)
			Sales	%	Sales	%		
Other Customers Sub-total			31.4	23.6%	37.7	23.3%	-0.3%	
	Incl.)	Honda of America Mfg., Inc.	3.5	2.6%	5.3	3.3%	+0.7%	
	Honda	Honda De Mexico, S.A. De C.V.	1.4	1.0%	1.5	0.9%	-0.1%	
		Honda Motor Co., Ltd.	1.1	0.8%	1.4	0.9%	+0.1%	
		P.T. Honda Prospect Motor	0.9	0.7%	0.7	0.5%	-0.2%	
	MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)		4.7	3.5%	7.1	4.4%	+0.9%	
	Stellantis N.V.		2.8	2.1%	3.5	2.2%	+0.1%	
	Renault	Renault	2.6	2.0%	2.8	1.7%	-0.3%	
		Renault Nissan India	1.2	0.9%	0.7	0.4%	-0.5%	
	Mazda	Mazda Motor Corporation	1.0	0.8%	1.5	0.9%	+0.1%	
		Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.4	0.3%	0.7	0.4%	+0.1%	
	AISIN CORPORATION (Incl. overseas operations)		1.4	1.1%	2.1	1.3%	+0.2%	
	JATCO (Excl. Nissan Motor) (Incl. overseas operations)		1.5	1.1%	1.5	0.9%	-0.2%	
	Dynax Corporation (Incl. overseas operations)		0.9	0.6%	0.8	0.5%	-0.1%	
	SUBARU CORPORATION		0.5	0.4%	0.7	0.4%	0.0%	
	TOYODA IRON WORKS CO., LTD. (Incl. overseas operations)		0.1	0.0%	0.6	0.3%	+0.3%	
	SUZUKI MOTOR CORPORATION (Incl. overseas operations)		0.3	0.2%	0.3	0.2%	0.0%	
	Musashi Seimitsu Industry Co., Ltd.		0.1	0.0%	0.3	0.2%	+0.2%	
	NSK-Warner K.K.		0.1	0.1%	0.2	0.1%	0.0%	
	Hino Motors, Ltd. (Incl. overseas operations)		0.1	0.1%	0.2	0.1%	0.0%	
	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%		

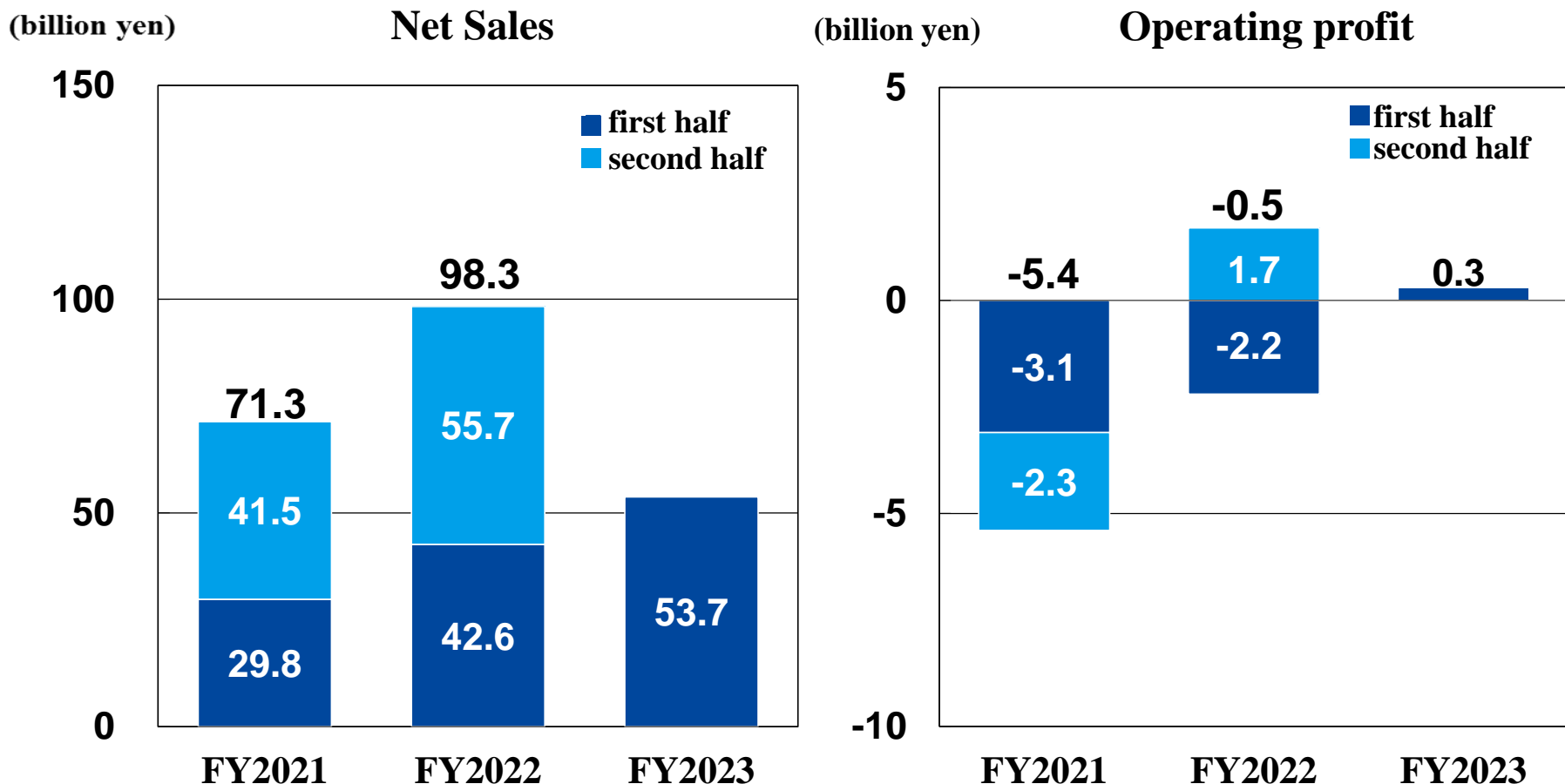
Operating Profit Variance Analysis

(billion yen) 5



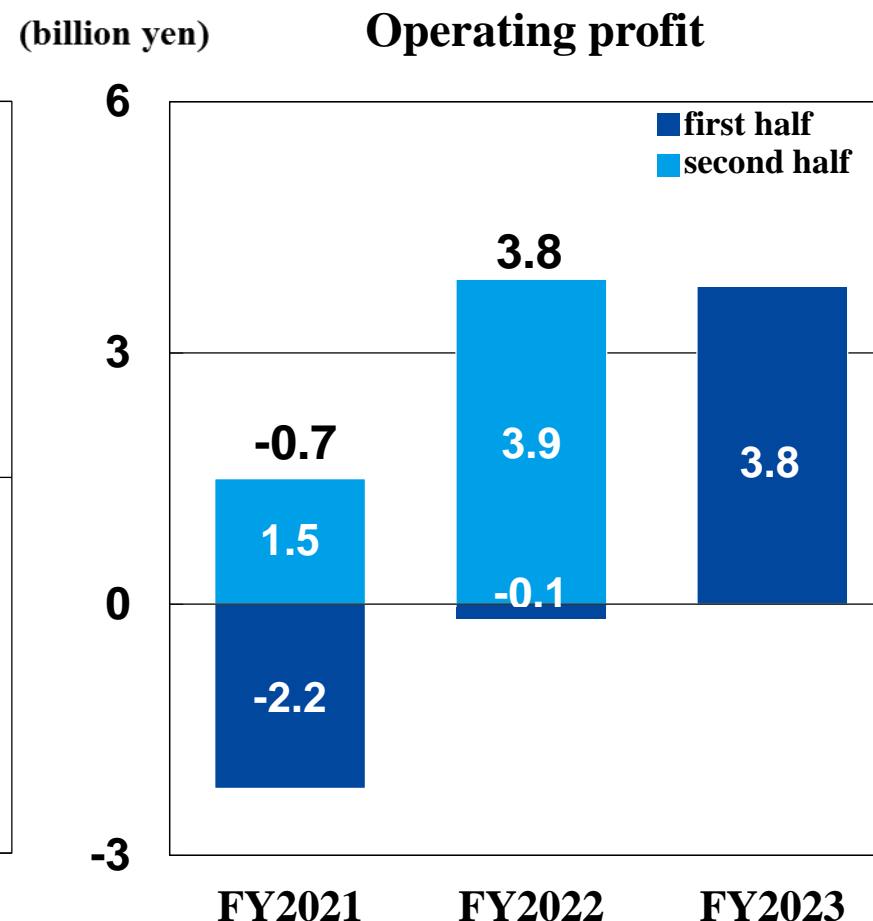
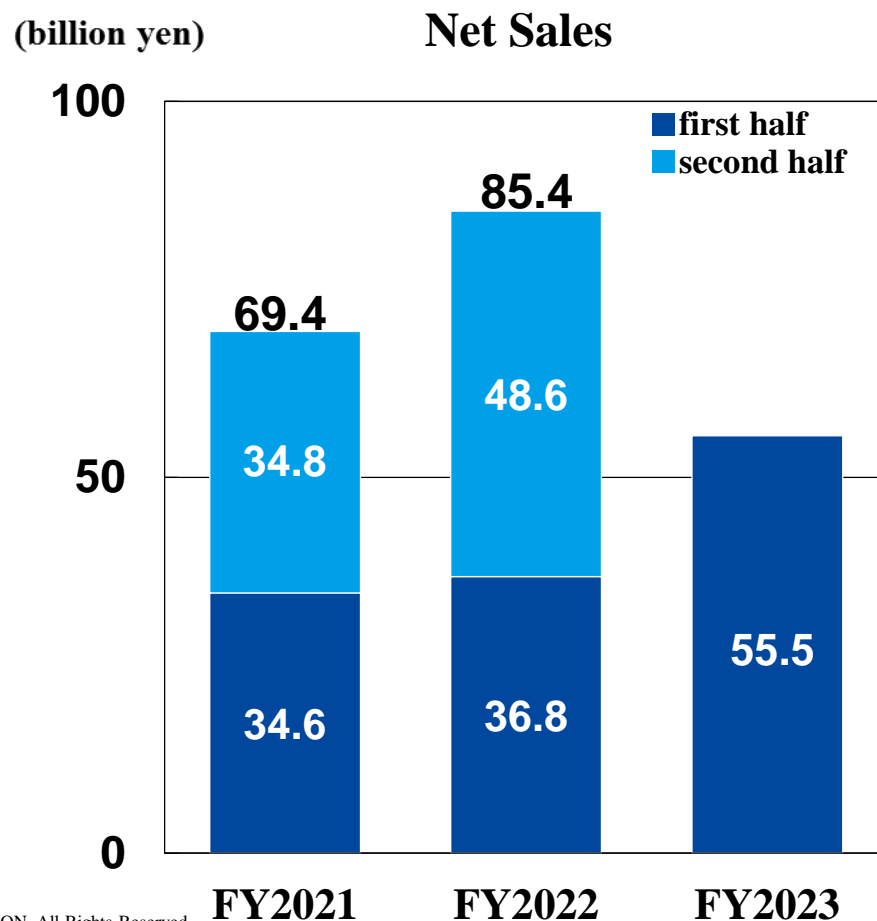
Net Sales/Operating Profit by Region (Japan)

- Net sales increased by 26.1% mainly due to the impact of customers' production increase.
- Operating profit increased by 2.5 billion yen because of sales increase.



Net Sales/Operating Profit by Region (The Americas)

- Net sales increased by 50.8% due to the impact of customers' production increase and the weaker yen exchange rate.
- Operating profit increased by 3.8 billion yen because of sales increase.

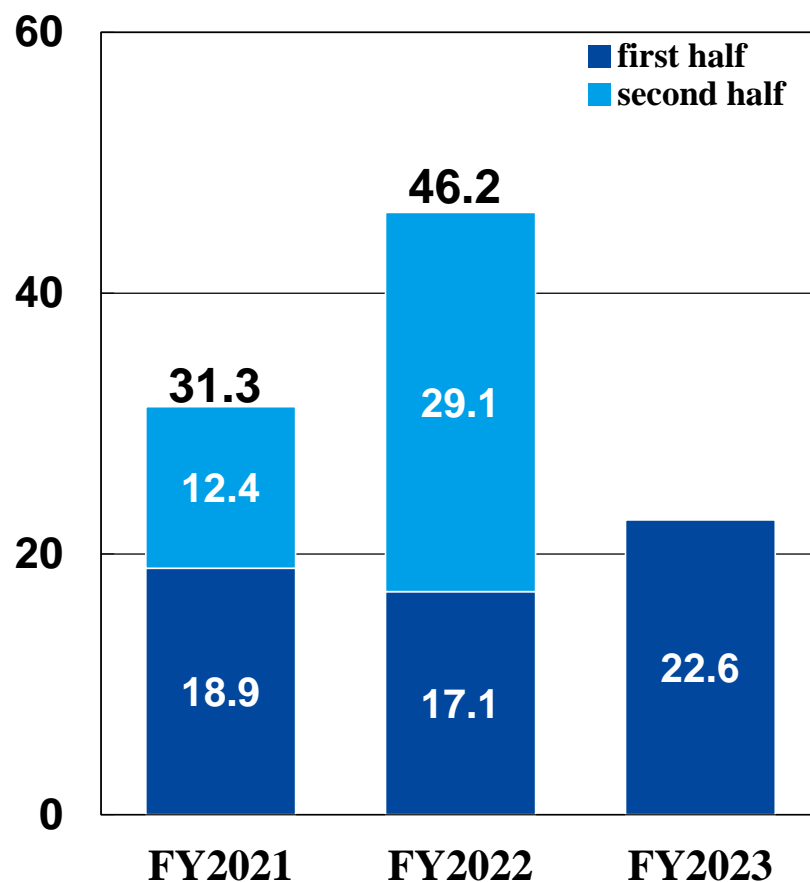


Net Sales/Operating Profit by Region (Europe)

- Net sales increased by 32.2% due to the impact of customers' production increase and the weaker yen exchange rate.
- Operating loss was 0.6 billion yen because of an increase in new model parts launching cost.

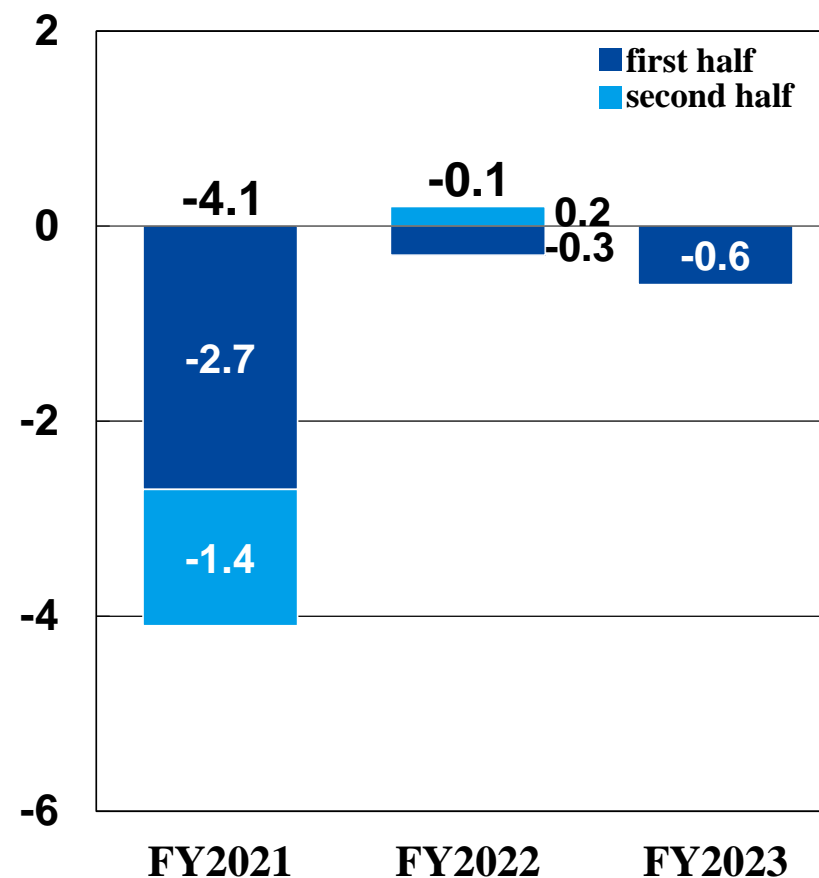
(billion yen)

Net sales



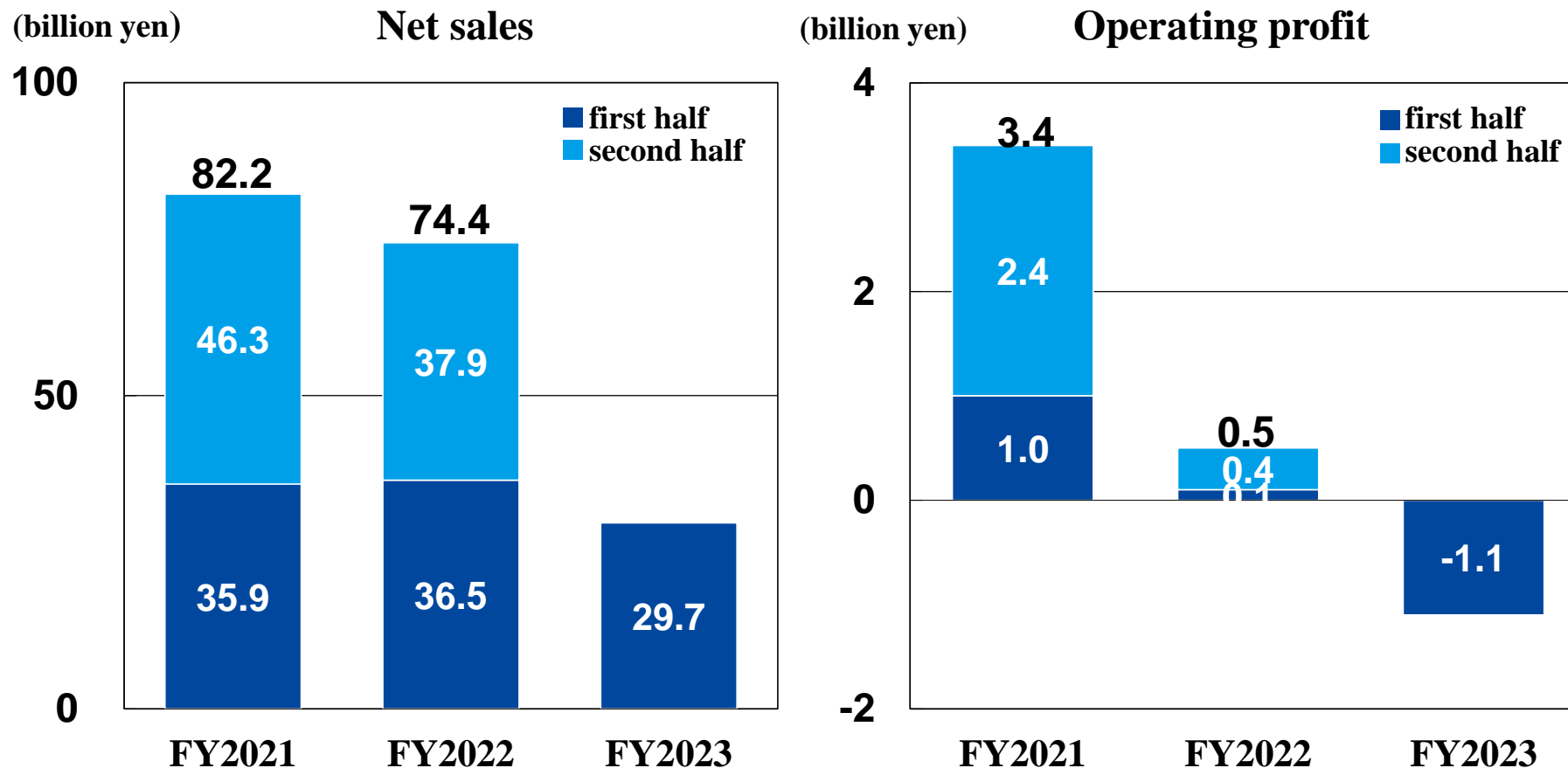
(billion yen)

Operating profit



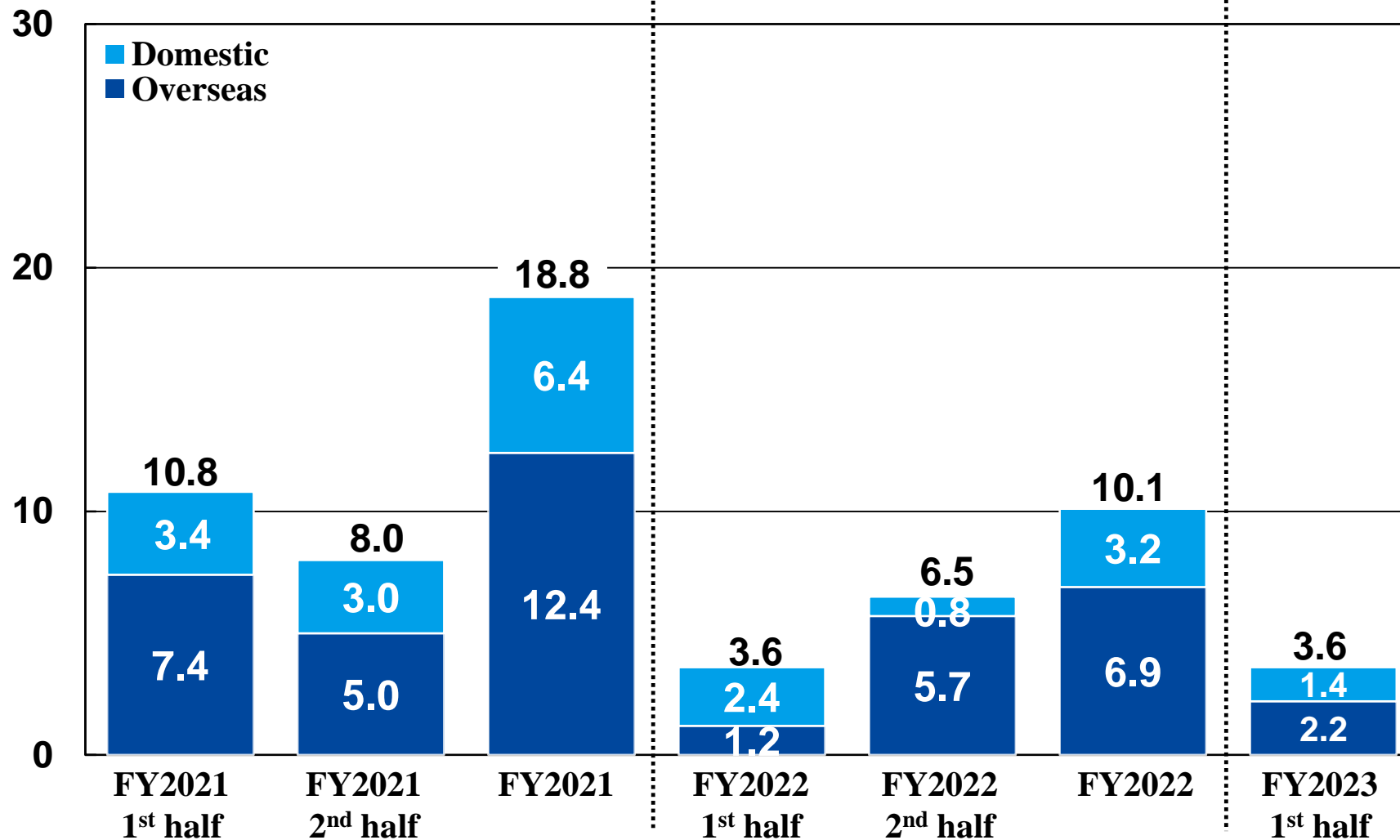
Net Sales/Operating Profit by Region (Asia)

- Net sales decreased by 18.6% due to the customers' production cutbacks in spite of Forex impact.
- Operating loss was 1.1 billion yen as a result of the impact of volume fluctuation.



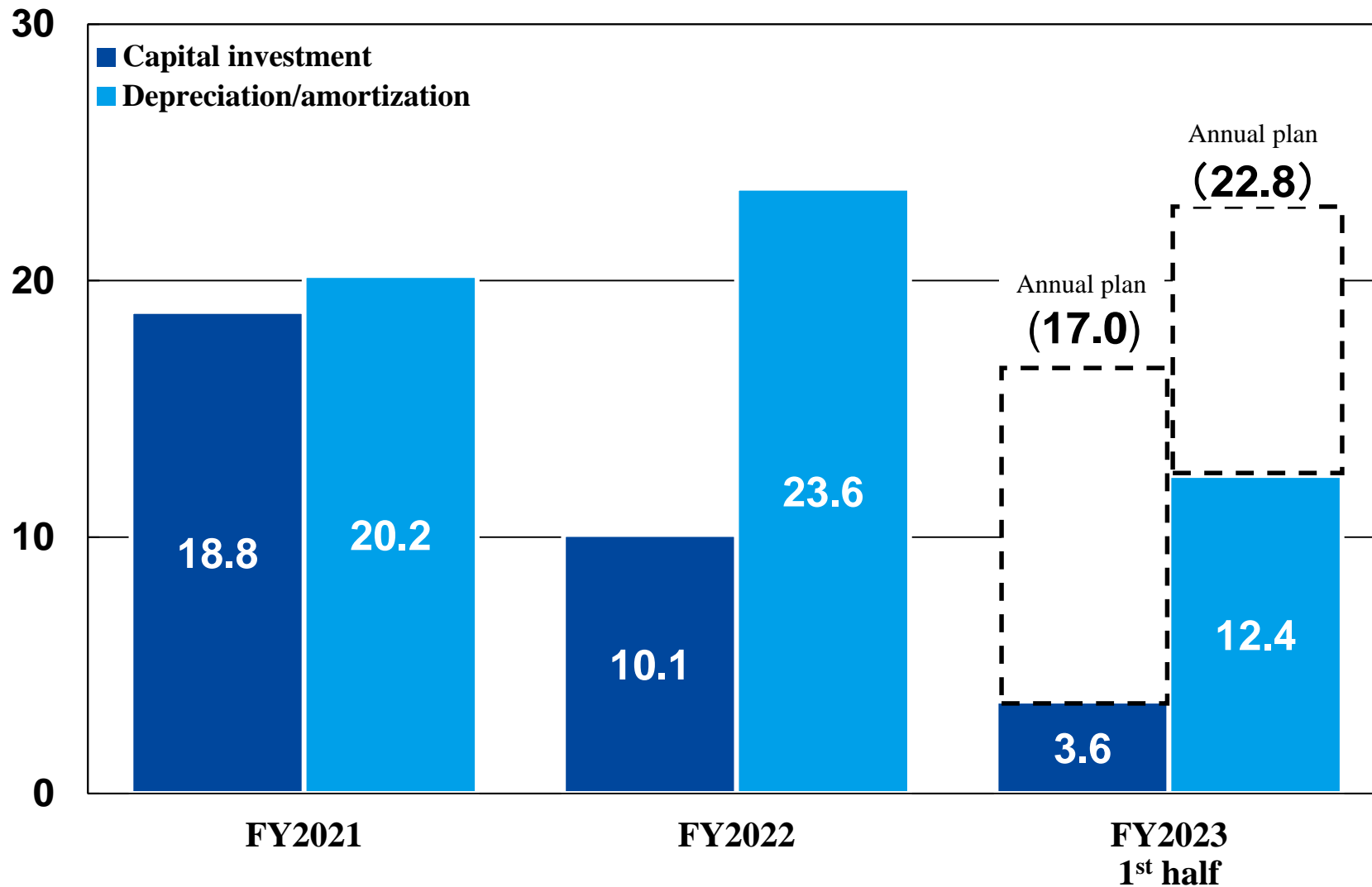
Capital Investment

(billion yen)



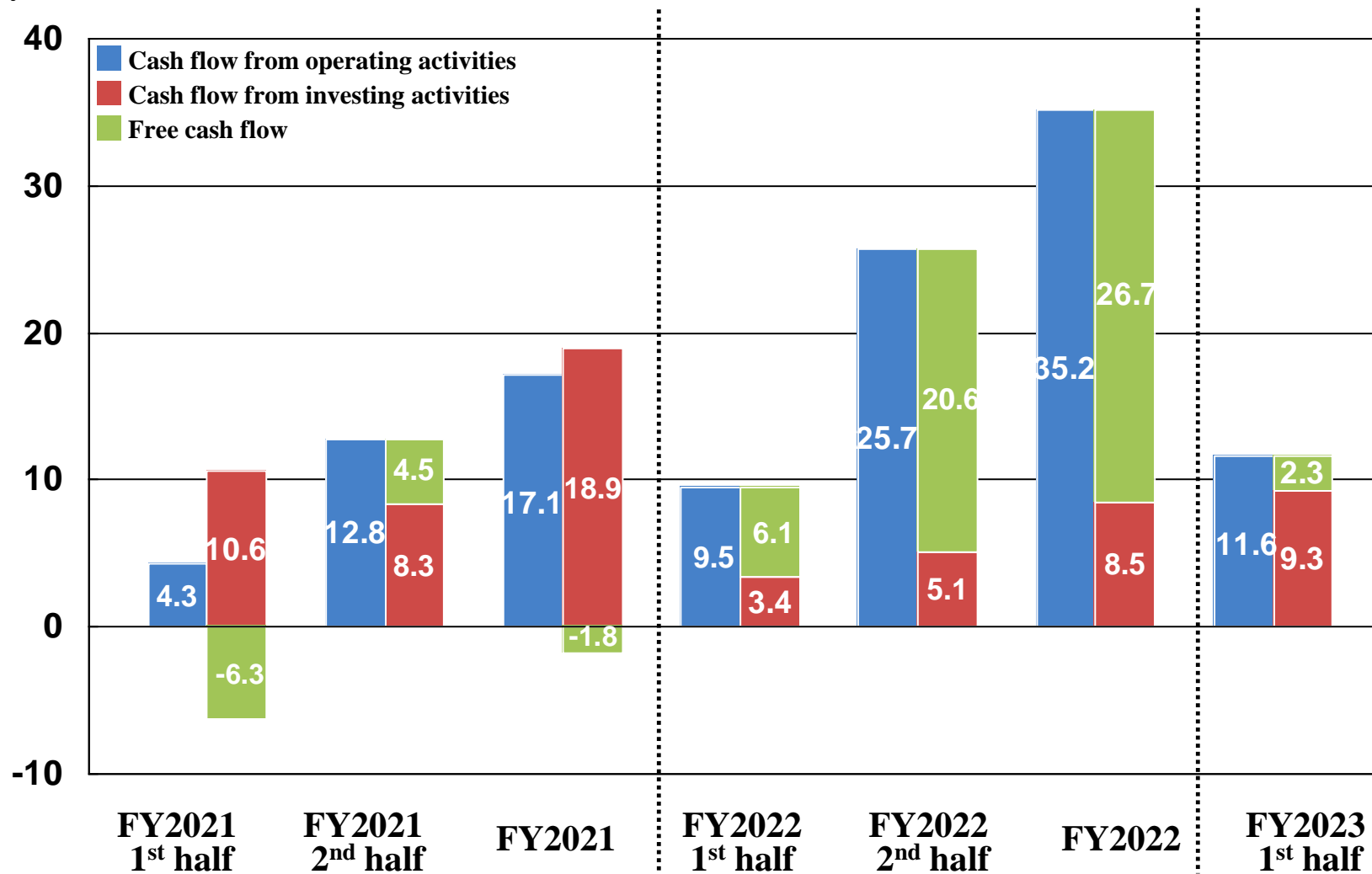
Capital Investment & Depreciation / Amortization

(billion yen)



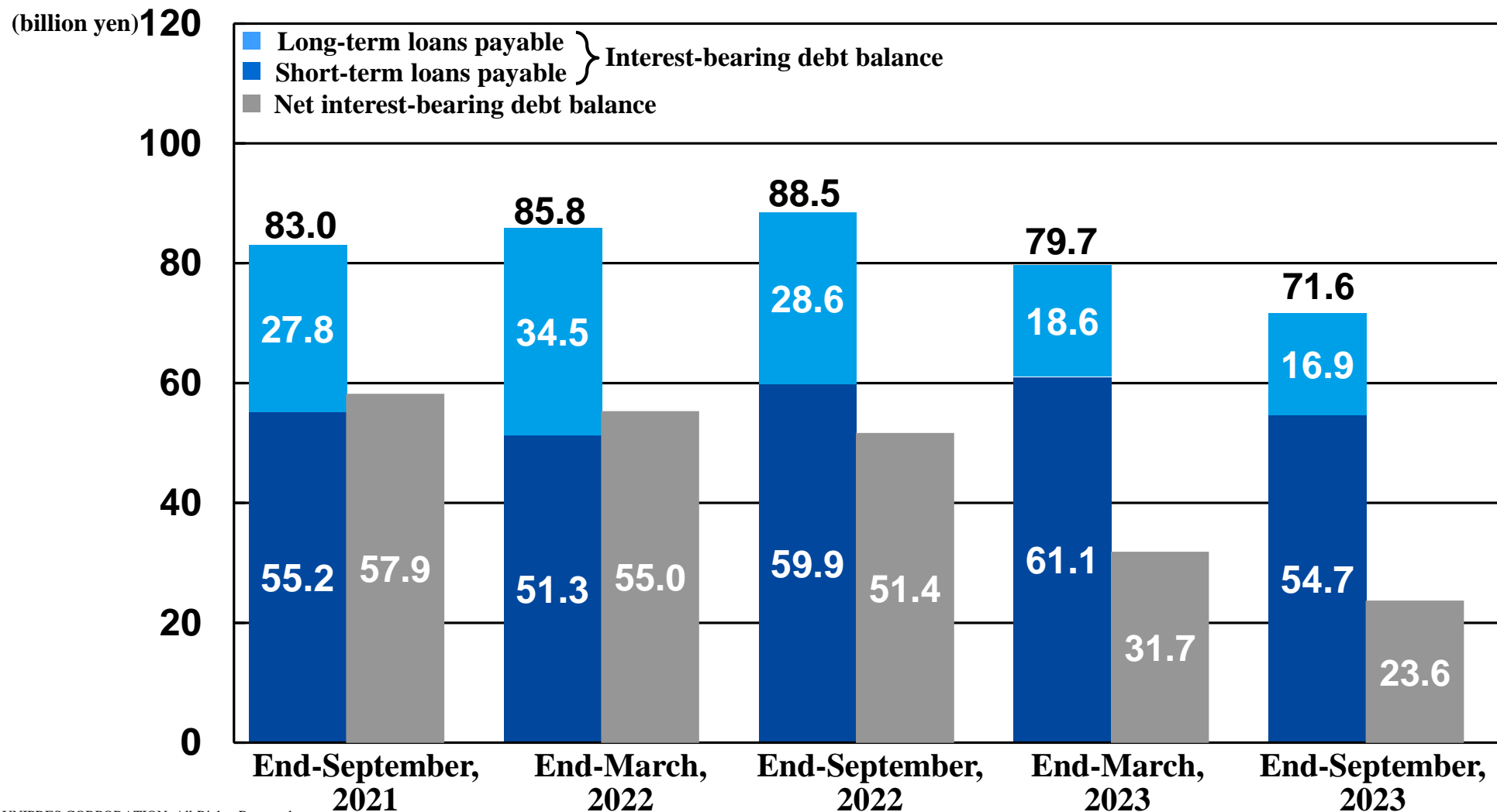
Cash Flows

(billion yen)



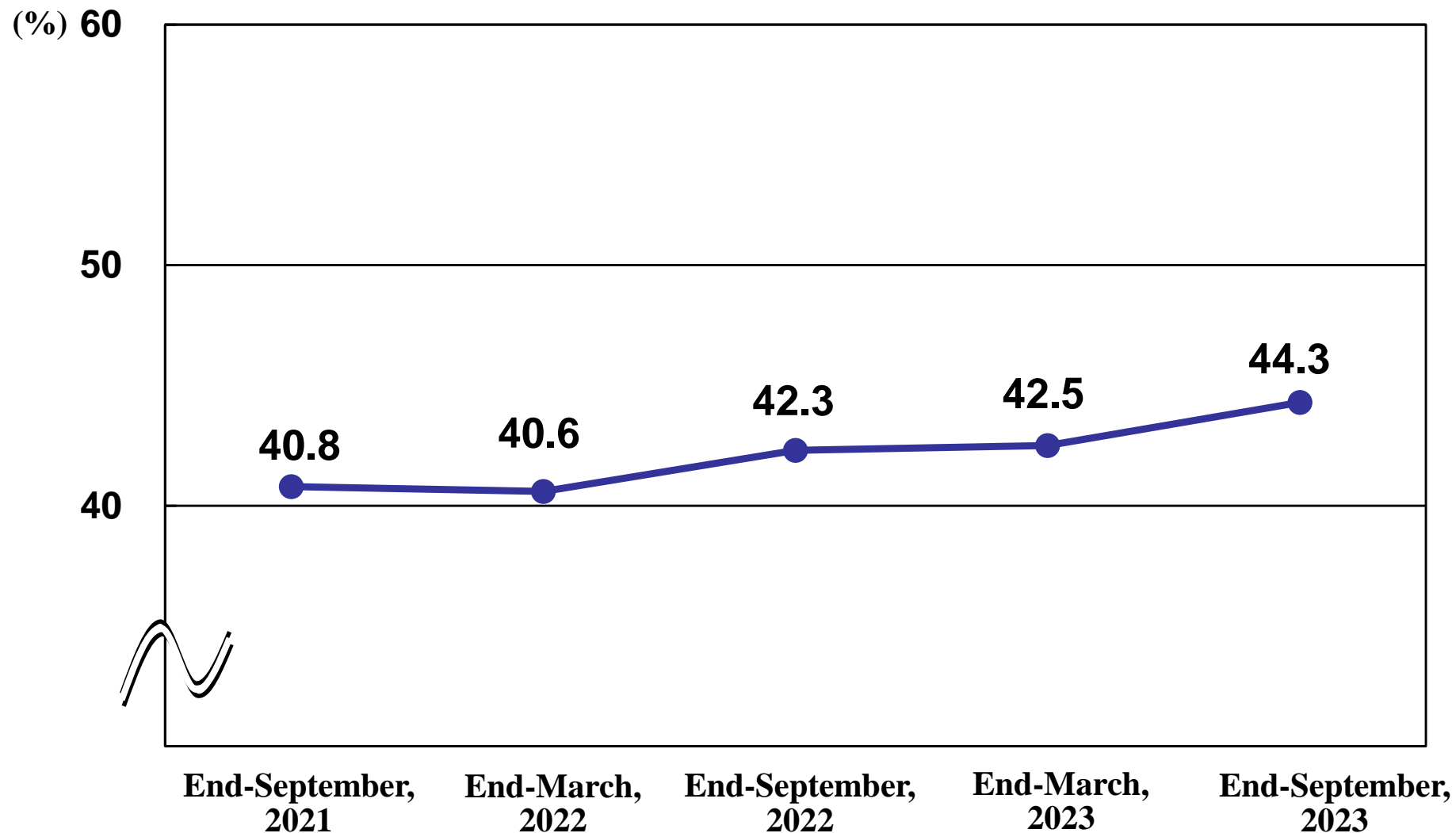
Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts increased by 8.1 billion yen compared with the end-March, 2023.
- Net interest-bearing debts including cash and deposits was 23.6 billion yen.



Changes in Equity-to-total Assets

- The ratio increased by 1.8% to 44.3% compared to the end of March 2023.



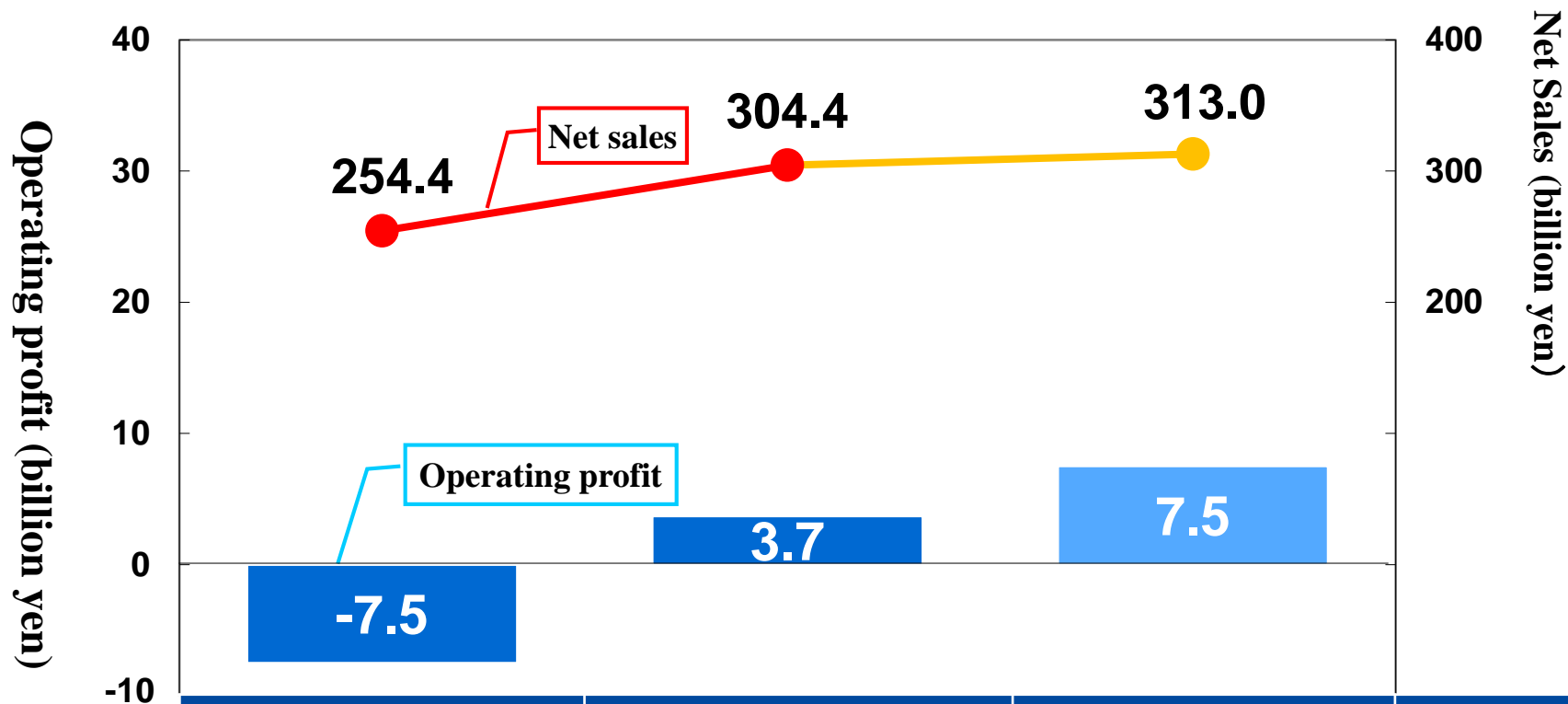


Forecast of FY2023

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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	Q2, FY2022		Q2, FY2023		(yen)
	Average for the period	term end	Average for the period	term end	Preconditions of FY2023 forecast (At first)
US \$	135.31	144.81	142.61	149.58	125.00
STG £	159.89	165.78	169.25	182.90	154.00
EURO	135.14	142.65	147.89	157.56	135.00
MEX \$	6.16	6.78	7.60	8.47	6.80
RMB	19.14	20.39	19.55	19.95	18.50
INR	1.72	1.78	1.73	1.80	1.55
THB	3.67	3.87	3.97	4.06	3.80
IDR	0.0086	0.0092	0.0091	0.0097	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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