



UNIPRES CORPORATION

FY2023 3rd Quarter Financial Results





FY2023 3Q Financial Results

Forecast of FY2023

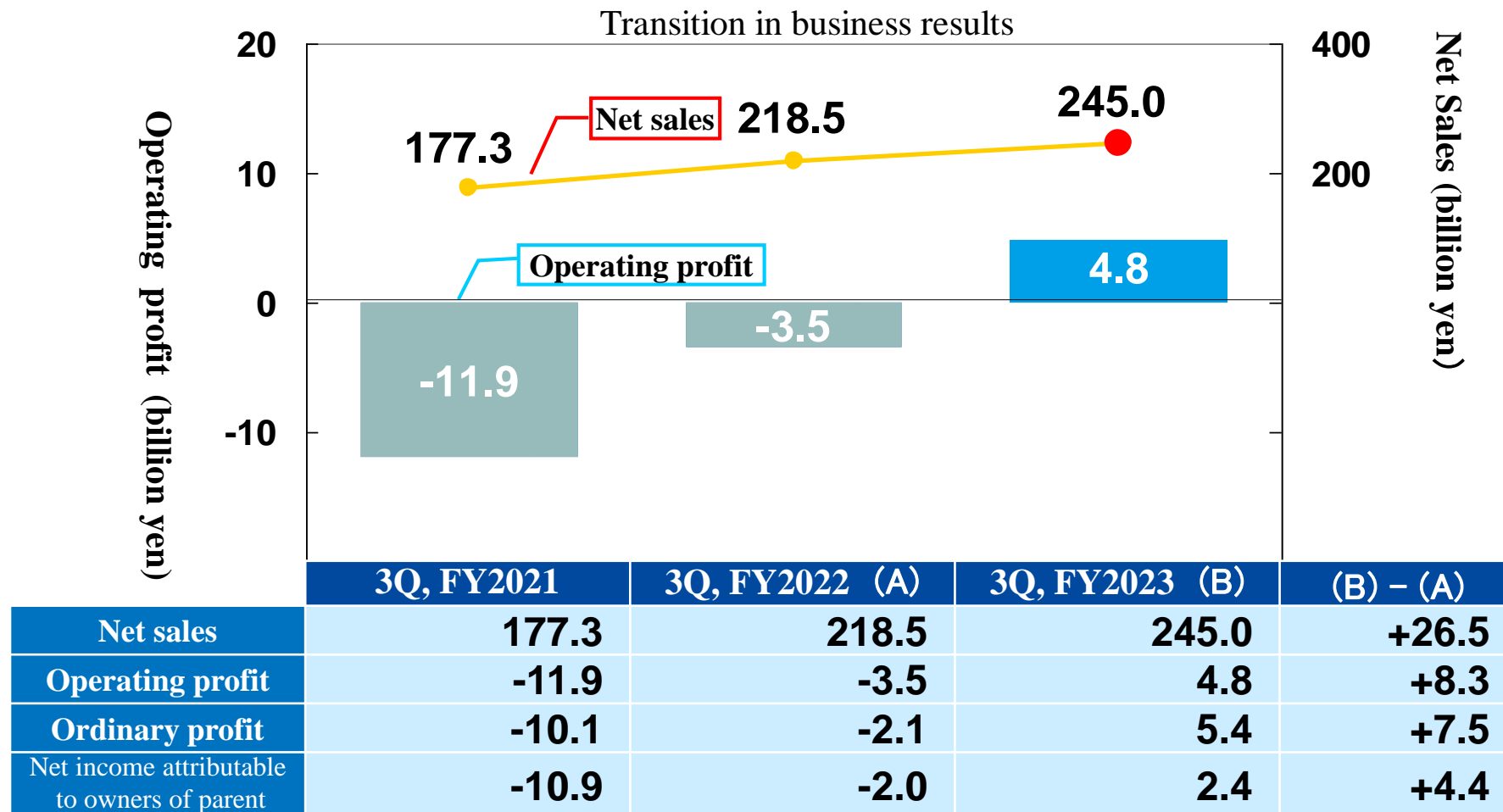


FY2023 3Q Financial Results

Sales increased to 245.0 billion yen due to an increase in customers' production volume and positive exchange rate. Operating profit increased to 4.8 billion yen mainly due to sales increase.

Summary of Q3, FY2023

- Net sales increased by 26.5 billion yen (+12.1%) year-over-year.
- Operating profit increased by 8.3 billion yen year-over-year.



Consolidated Sales by Product Group

| | (billion yen) | | | | | |
|-------------------------|---------------|-------|------------|-------|----------|------------|
| | 3Q, FY2022 | | 3Q, FY2023 | | Variance | Variance % |
| | Sales | % | Sales | % | | |
| Car body press products | 189.5 | 86.7% | 214.4 | 87.5% | +24.9 | +0.8% |
| Transmission products | 24.0 | 11.0% | 26.4 | 10.8% | +2.4 | -0.2% |
| Plastic products | 2.4 | 1.1% | 2.9 | 1.2% | +0.5 | +0.1% |
| Other | 2.6 | 1.2% | 1.3 | 0.5% | -1.3 | -0.7% |
| Total | 218.5 | 100% | 245.0 | 100% | +26.5 | — |

Consolidated Sales by Customer (Nissan Motor-related products)

- Although sales to Dongfeng Motor Company Limited decreased, an increase in sales to Nissan Mexicana and Nissan Motor resulted in a 0.9% increase in the composition ratio.

(billion yen)

| | 3Q, FY2022 | | 3Q, FY2023 | | Variance |
|--|--------------|--------------|--------------|--------------|--------------|
| | Sales | % | Sales | % | |
| Nissan Motor-related products Sub-total | 166.0 | 76.0% | 188.4 | 76.9% | +0.9% |
| Nissan Motor | 33.7 | 15.4% | 42.4 | 17.3% | +1.9% |
| Nissan North America | 28.2 | 12.9% | 34.2 | 14.0% | +1.1% |
| Nissan Mexicana | 15.2 | 7.0% | 31.1 | 12.7% | +5.7% |
| Dongfeng Motor Company Limited. | 40.7 | 18.6% | 26.7 | 10.9% | -7.7% |
| Nissan Europe | 18.5 | 8.5% | 22.1 | 9.0% | +0.5% |
| JATCO (Incl. overseas operations) | 14.8 | 6.8% | 14.7 | 6.0% | -0.8% |
| NISSAN SHATAI | 7.7 | 3.5% | 8.9 | 3.6% | +0.1% |
| Marelli Corporation. (Incl. overseas operations) | 3.0 | 1.4% | 4.1 | 1.7% | +0.3% |
| Nissan Thailand | 1.5 | 0.7% | 2.5 | 1.0% | +0.3% |
| Renault Nissan India / Nissan Motor India | 2.6 | 1.2% | 1.7 | 0.7% | -0.5% |
| Zhengzhou Nissan | 0.1 | 0.05% | 0.03 | 0.01% | -0.04% |

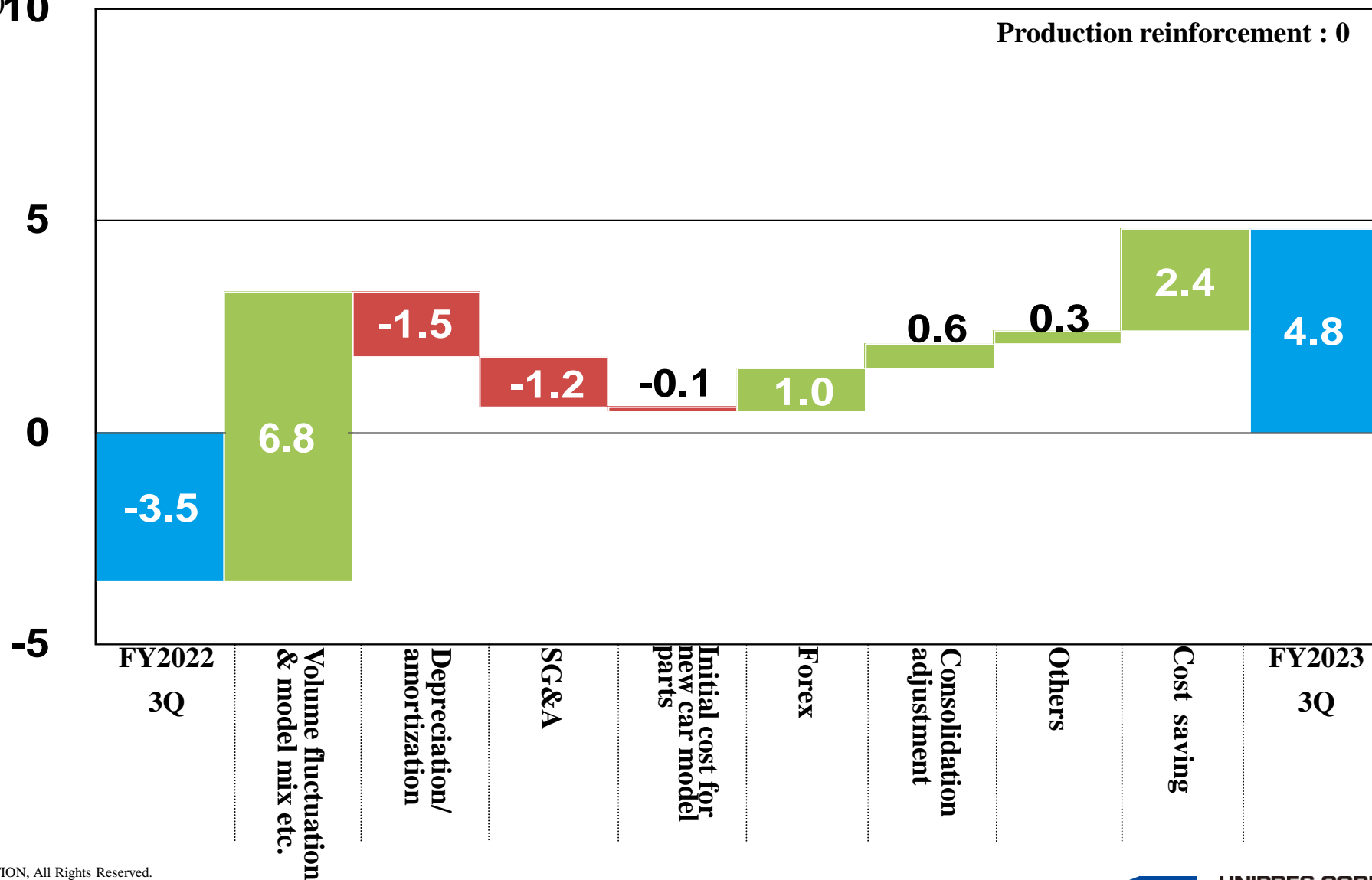
Consolidated Sales by Customer (Other Customers)

- The composition ratio decreased by 0.9% mainly due to a decrease in Honda De Mexico, S.A. De C.V. and Renault.

| | | 3Q, FY2022 | | 3Q, FY2023 | | Variance | (billion yen) |
|--|---|-------------|--------------|-------------|--------------|--------------|---------------|
| | | Sales | % | Sales | % | | |
| Other customers | | 52.5 | 24.0% | 56.6 | 23.1% | -0.9% | |
| Incl.) Honda | Honda of America Mfg., Inc. | 7.8 | 3.6% | 8.3 | 3.4% | -0.2% | |
| | Honda De Mexico, S.A. De C.V. | 4.4 | 2.0% | 2.2 | 0.9% | -1.1% | |
| | Honda Motor Co., Ltd. | 1.8 | 0.8% | 2.2 | 0.9% | +0.1% | |
| | P.T. Honda Prospect Motor | 1.3 | 0.6% | 1.1 | 0.5% | -0.1% | |
| MITSUBISHI MOTORS CORPORATION(Incl. overseas operations) | | 8.1 | 3.7% | 11.0 | 4.5% | +0.8% | |
| Stellantis N.V. | | 4.2 | 1.9% | 5.0 | 2.0% | +0.1% | |
| Renault | Renault | 4.3 | 1.9% | 3.9 | 1.6% | -0.3% | |
| | Renault Nissan India | 1.9 | 0.9% | 0.8 | 0.3% | -0.6% | |
| Mazda | Mazda Motor Corporation | 1.7 | 0.8% | 2.1 | 0.9% | +0.1% | |
| | Mazda Motor Manufacturing de Mexico, S.A. de C.V. | 0.6 | 0.3% | 1.1 | 0.5% | +0.2% | |
| AISIN CORPORATION (Incl. overseas operations) | | 2.2 | 1.0% | 3.2 | 1.3% | +0.3% | |
| JATCO (Excl. Nissan Motor) (Incl. overseas operations) | | 2.3 | 1.1% | 2.3 | 0.9% | -0.2% | |
| Dynax Corporation (Incl. overseas operations) | | 1.2 | 0.6% | 1.3 | 0.5% | -0.1% | |
| SUBARU CORPORATION | | 0.9 | 0.4% | 1.0 | 0.4% | 0.0% | |
| TOYODA IRON WORKS CO., LTD. (Incl. overseas operations) | | 0.1 | 0.03% | 0.9 | 0.4% | +0.37% | |
| SUZUKI MOTOR CORPORATION. (Incl. overseas operations) | | 0.4 | 0.2% | 0.4 | 0.2% | 0.0% | |
| Musashi Seimitsu Industry Co., Ltd. | | 0.1 | 0.05% | 0.4 | 0.2% | +0.15% | |
| NSK-Warner K.K. | | 0.3 | 0.1% | 0.3 | 0.1% | 0.0% | |
| 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% | |

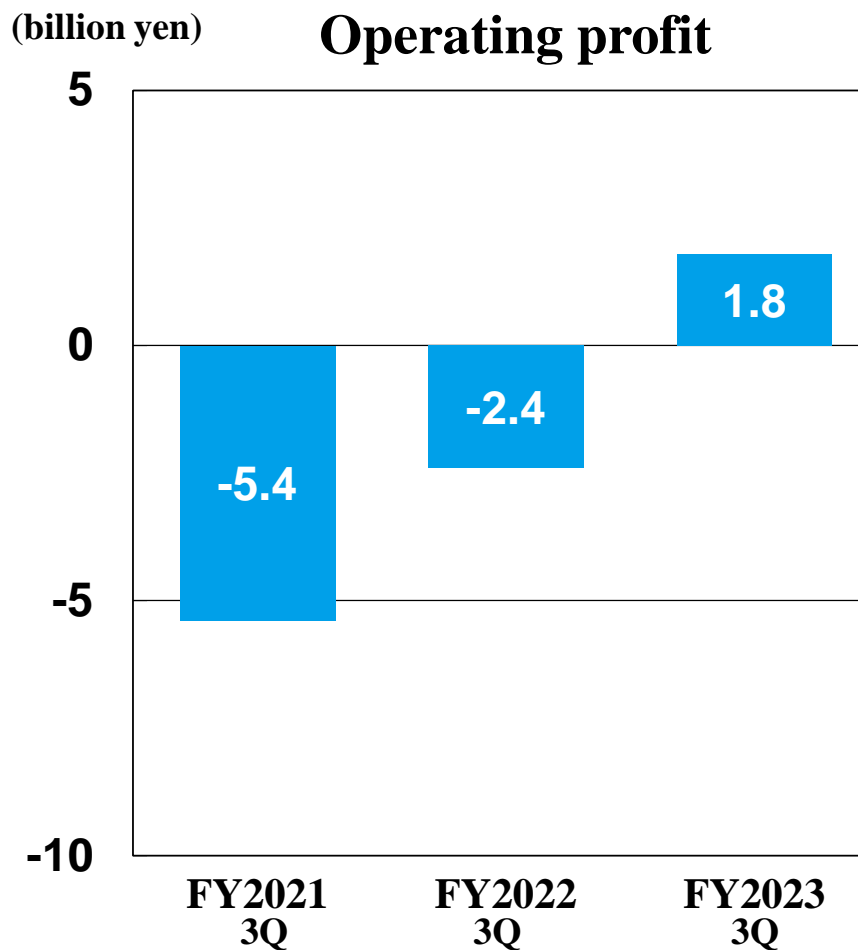
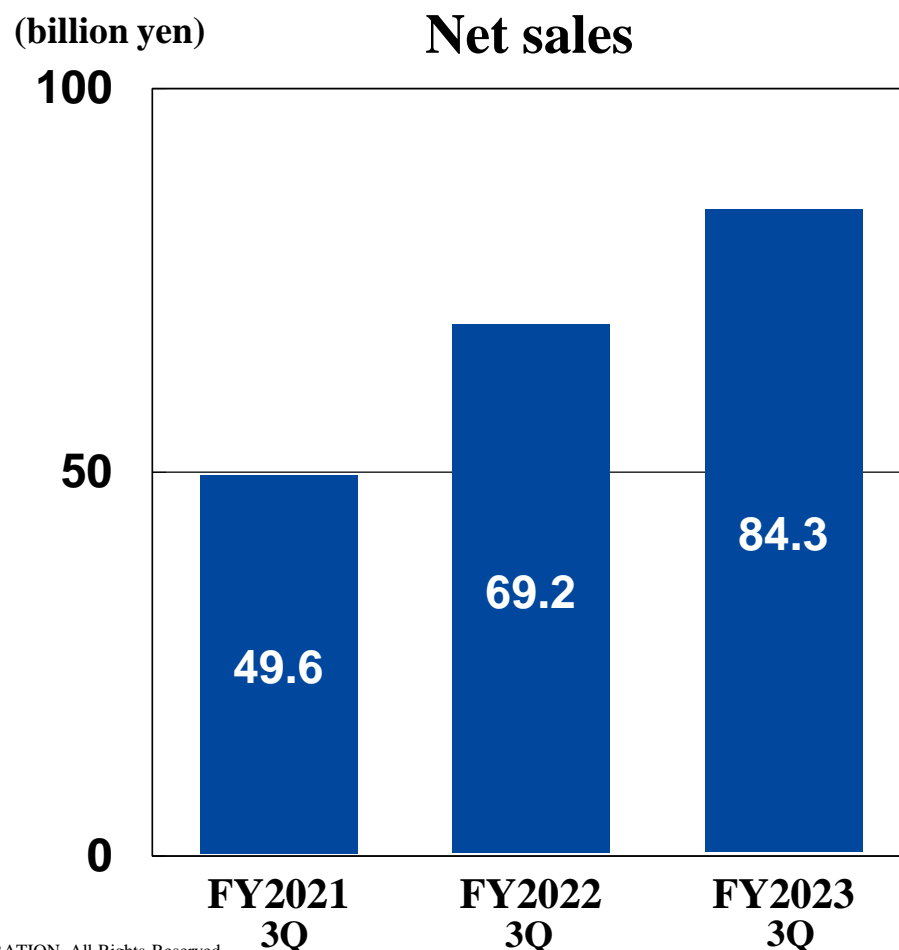
Operating Profit Variance Analysis

(billion yen) 10



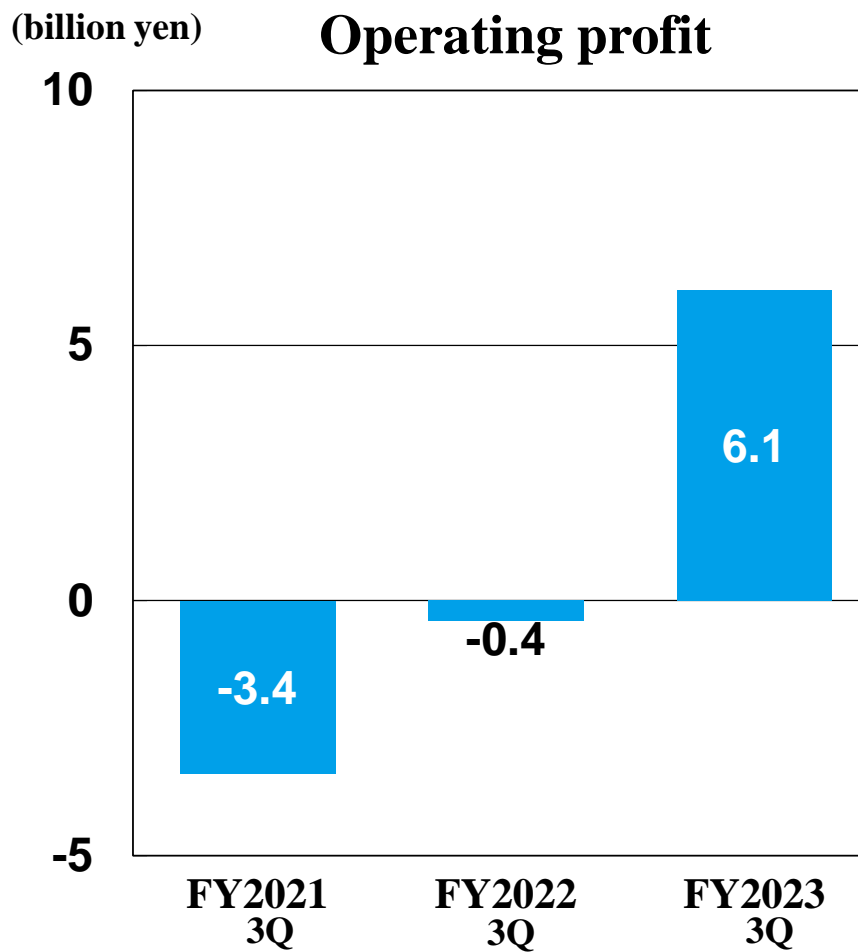
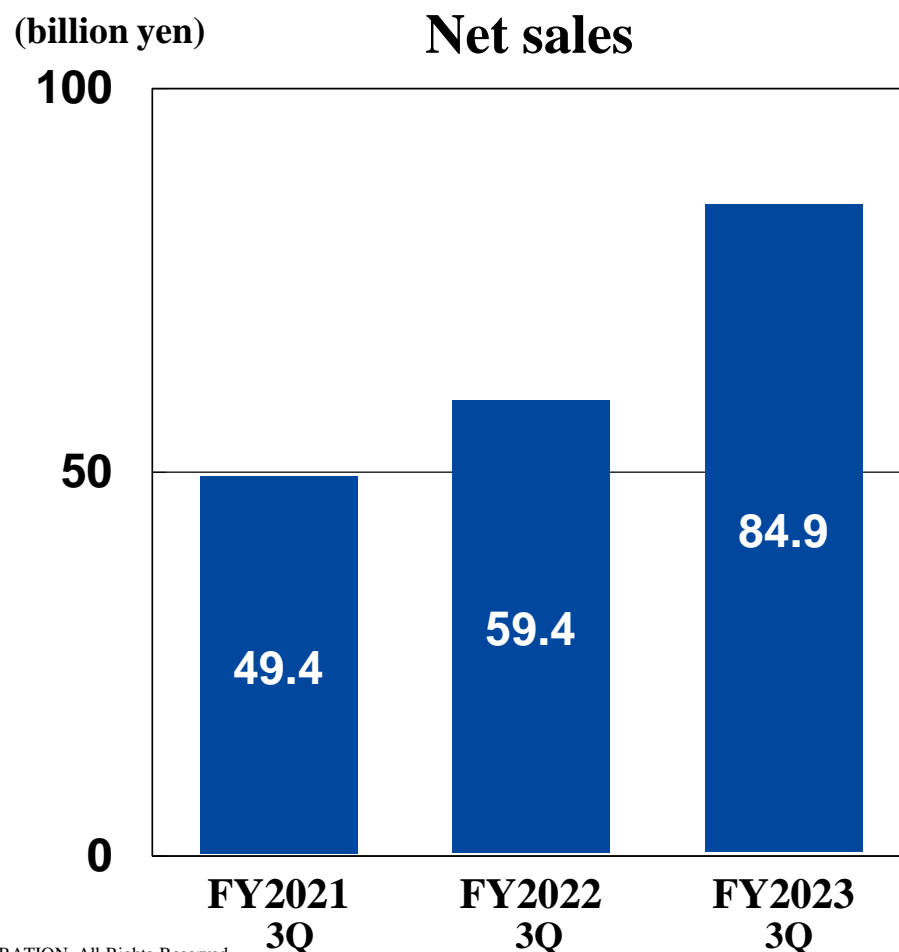
Sales/Operating Profit by Region (Japan)

- Net sales increased by 21.8% mainly due to the impact of customers' production increase.
- Operating profit increased by 4.2 billion yen because of sales increase.



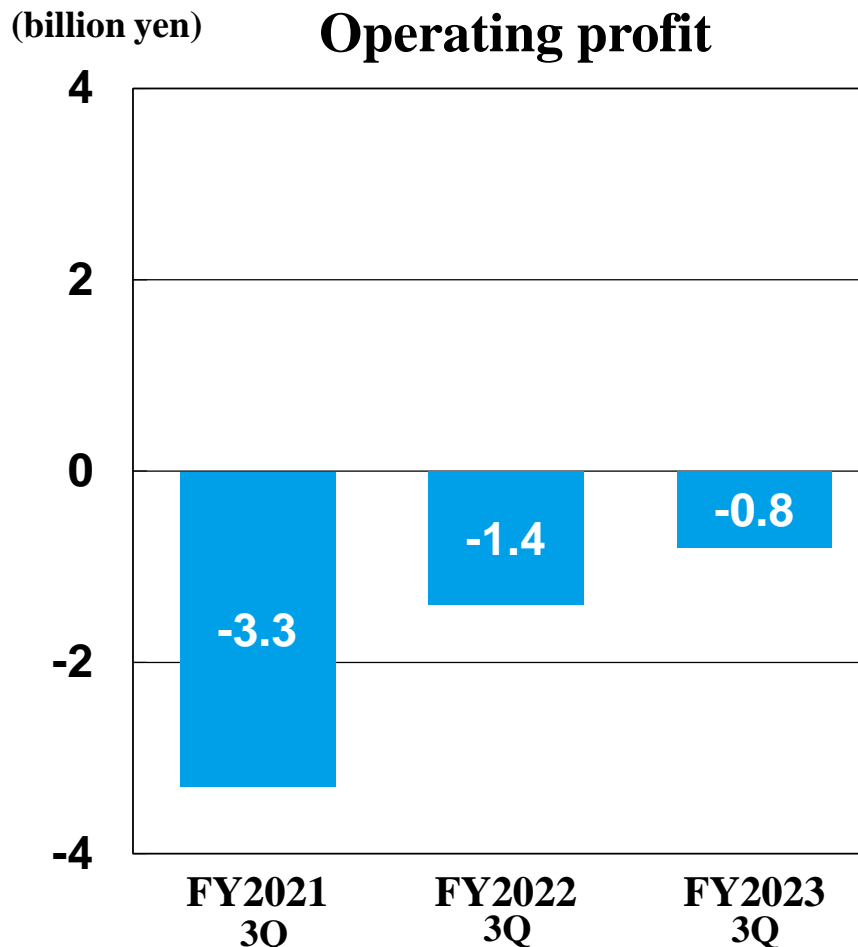
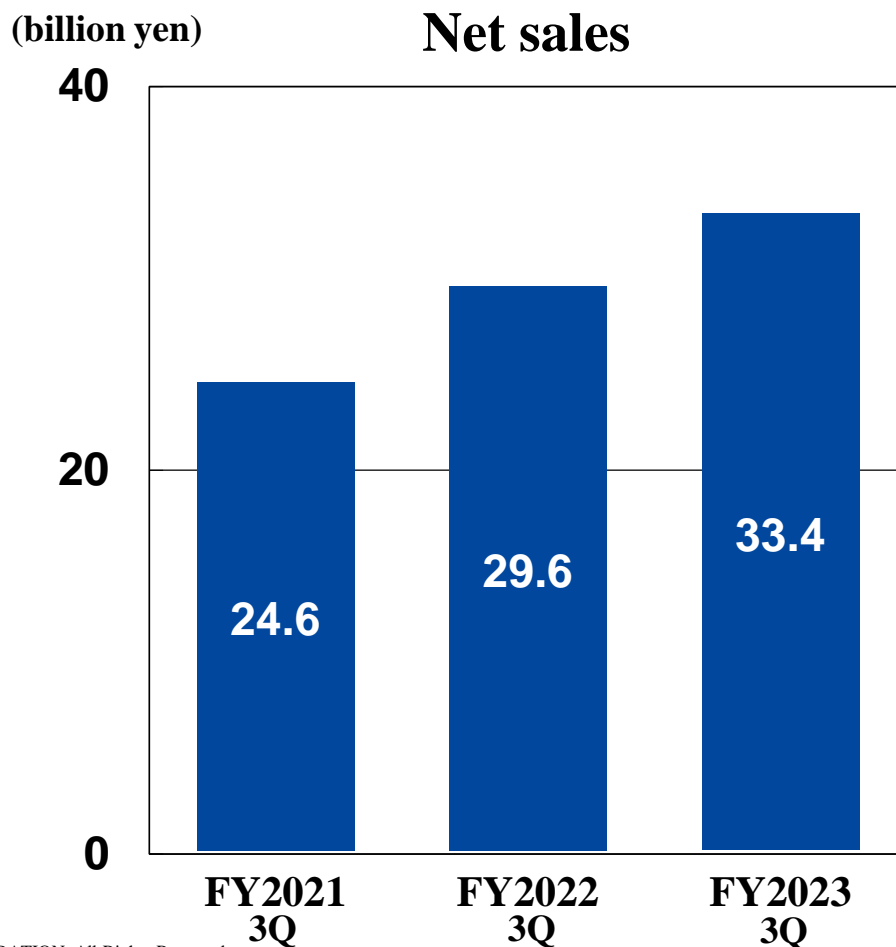
Sales/Operating Profit by Region (The Americas)

- Net sales increased by 42.9% due to the impact of customers' production increase and the weaker yen exchange rate.
- Operating profit increased by 6.5 billion yen because of sales increase.



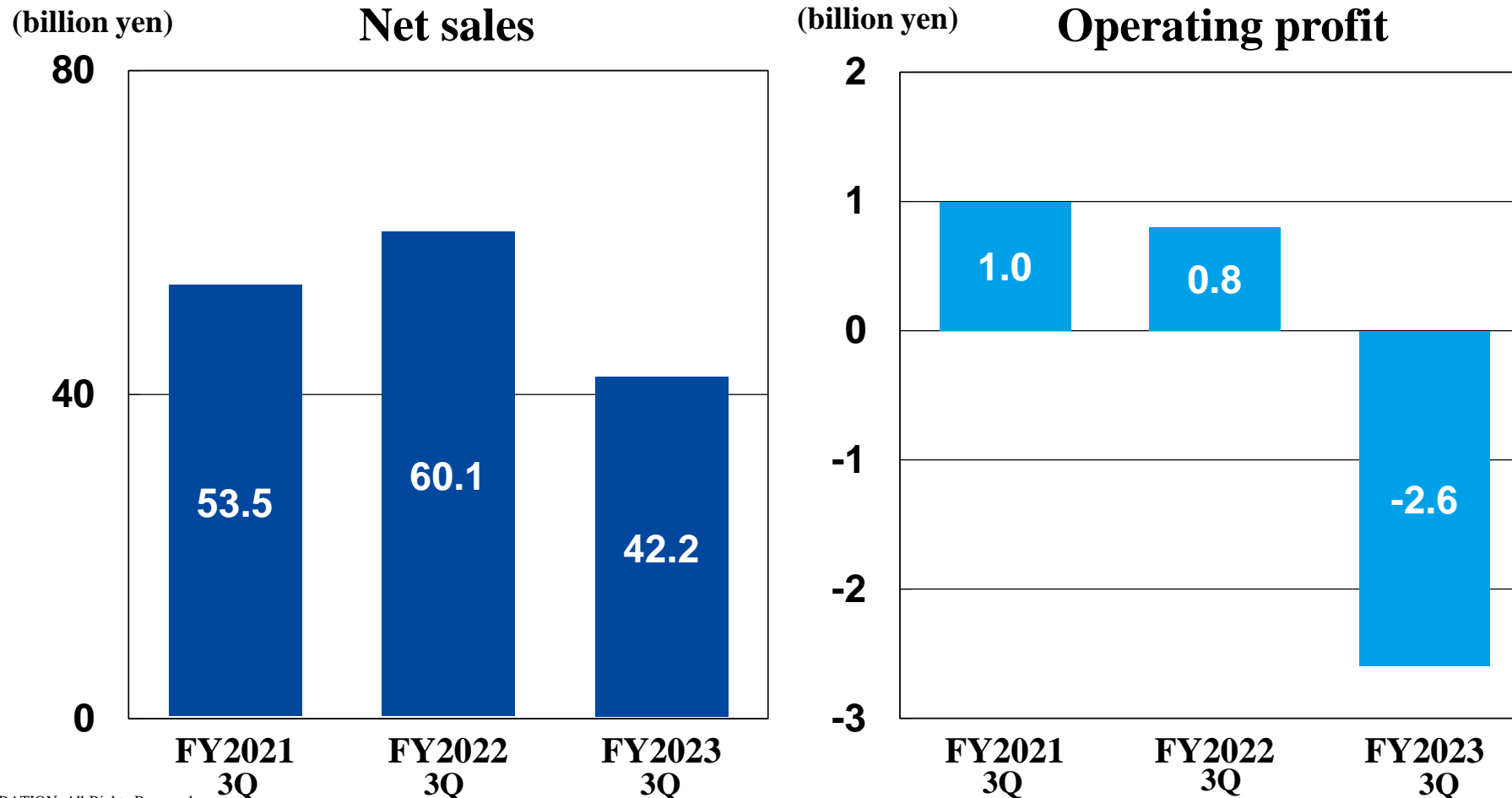
Sales/Operating profit by Region (Europe)

- Net sales increased by 12.8% due to the impact of customers' production increase and the weaker yen exchange rate.
- In spite of an increase in new model parts launching cost, operating loss improved 0.6 billion yen because of sales increase.



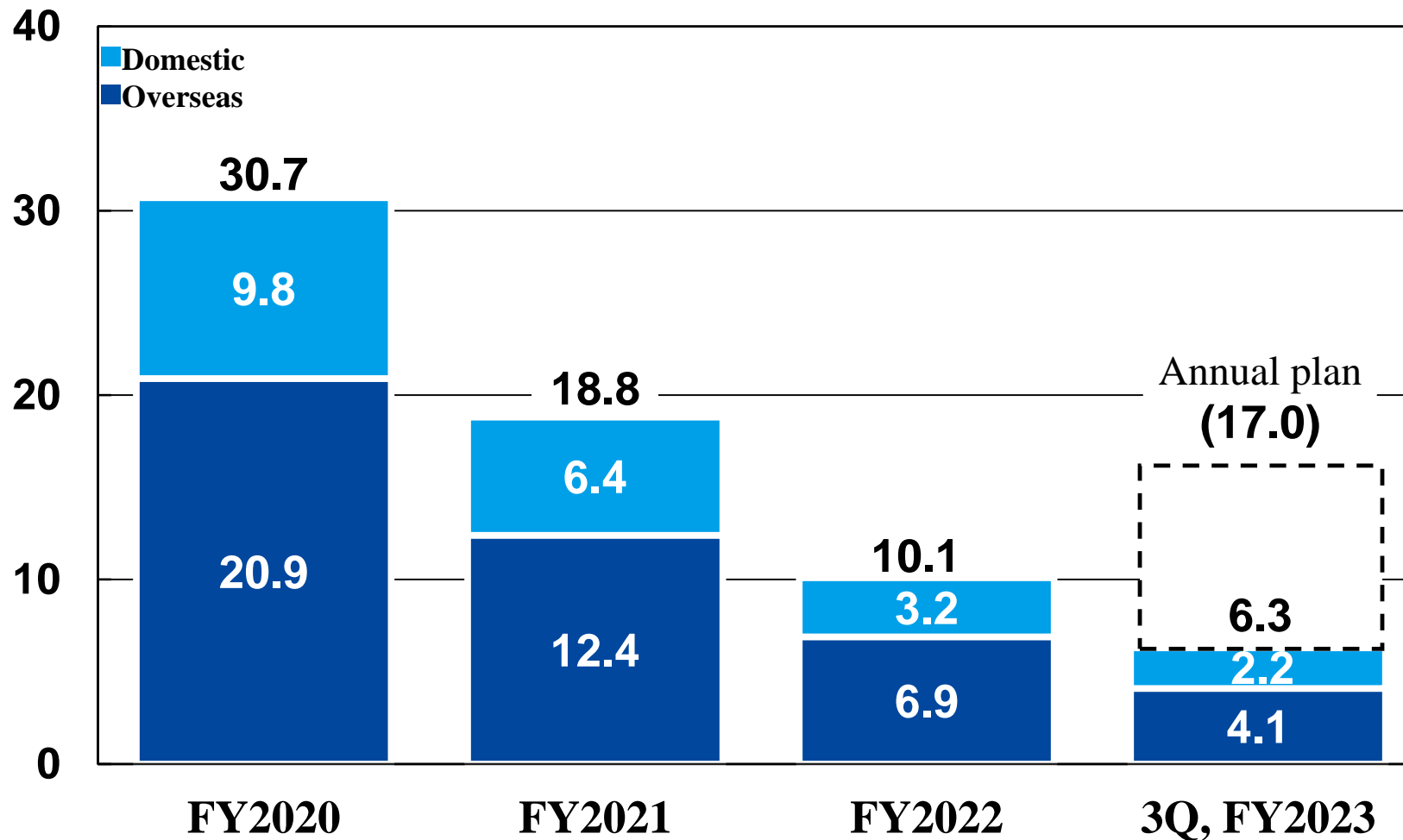
Sales/Operating Profit by Region (Asia)

- Net sales decreased by 29.8% due to the customers' production cutbacks in spite of Forex impact.
- Operating loss was 2.6 billion yen as a result of the impact of volume fluctuation.



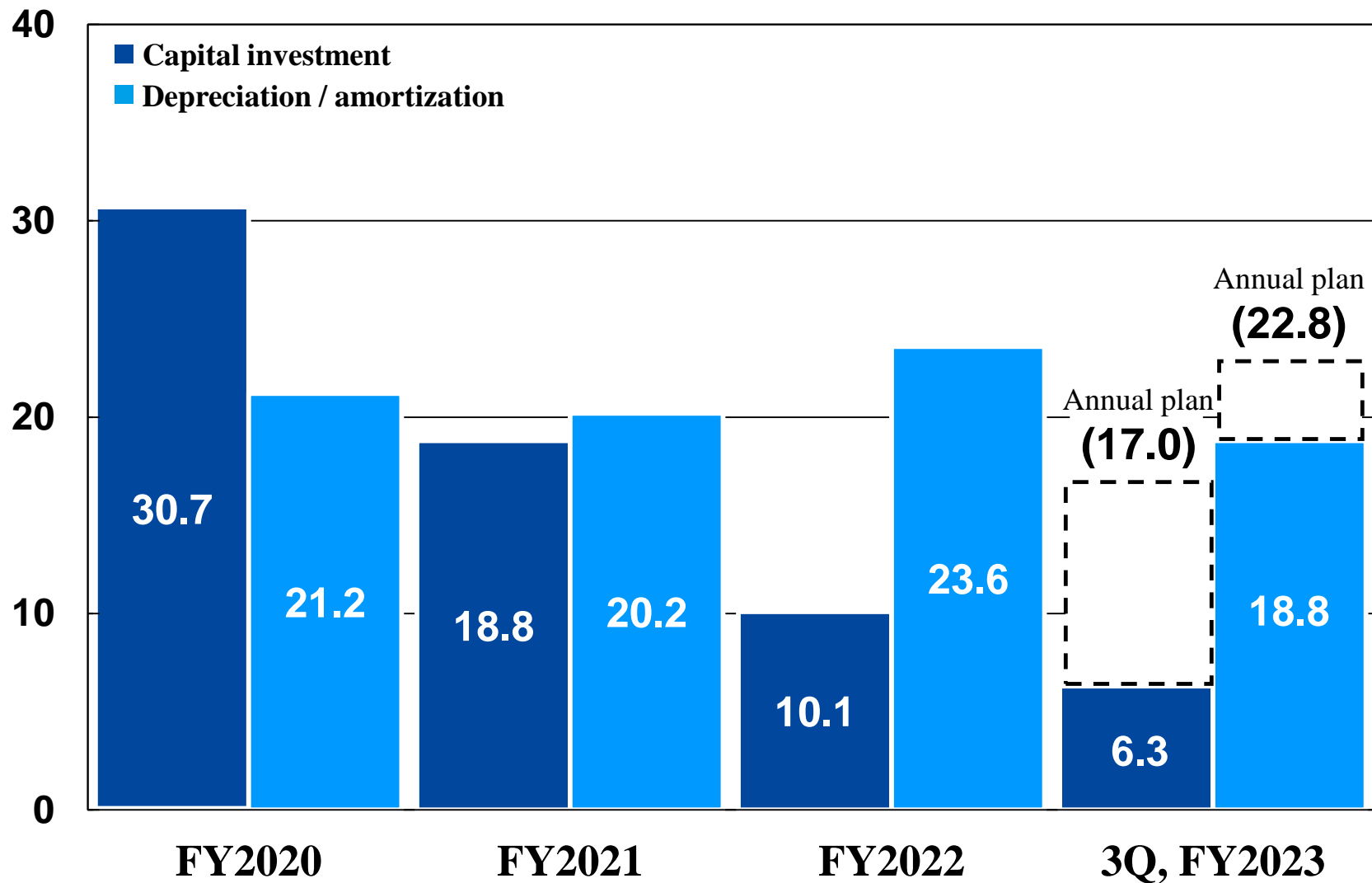
Capital Investment

(billion yen)



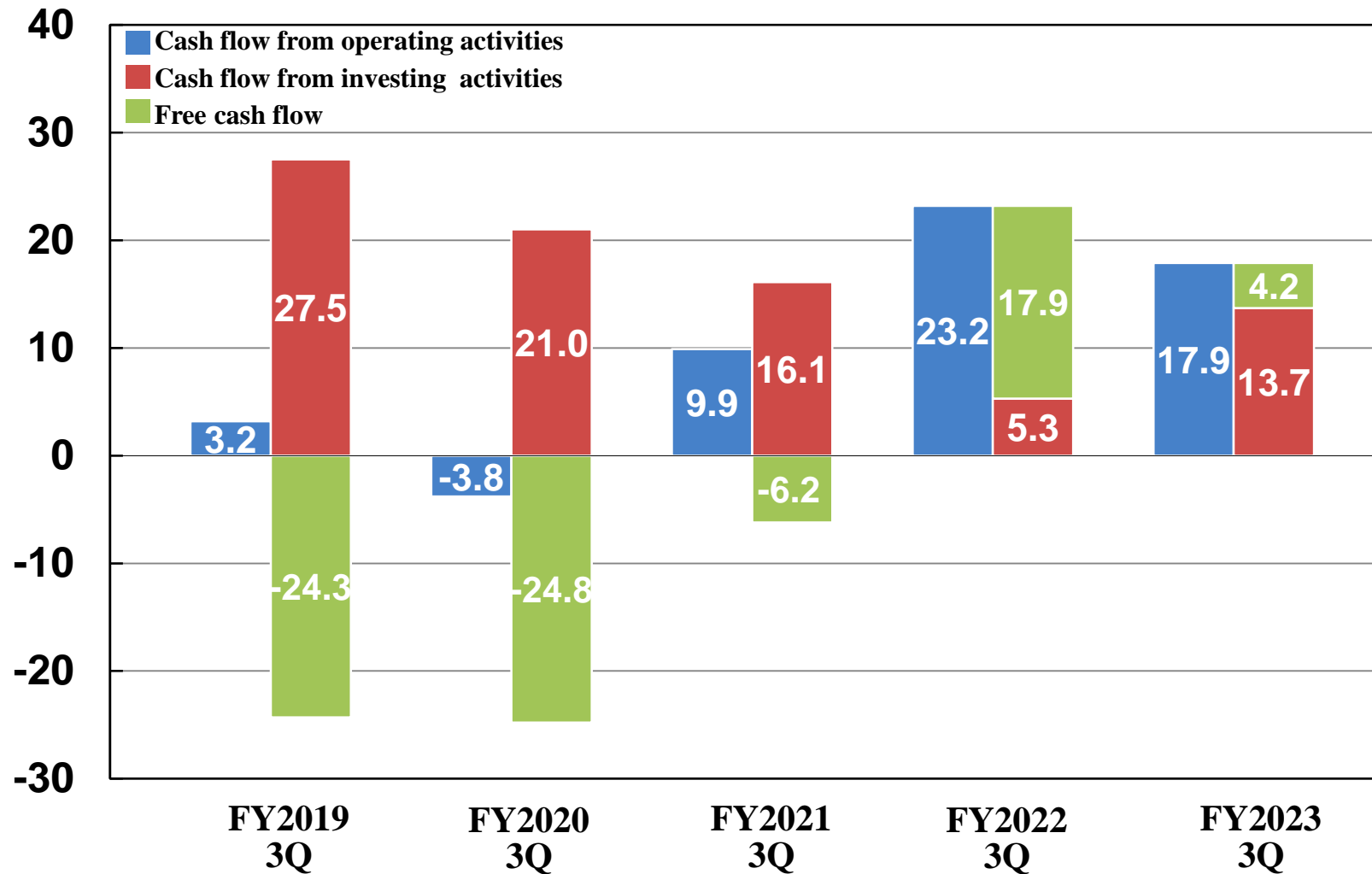
Capital Investment & Depreciation/Amortization

(billion yen)



Cash Flows

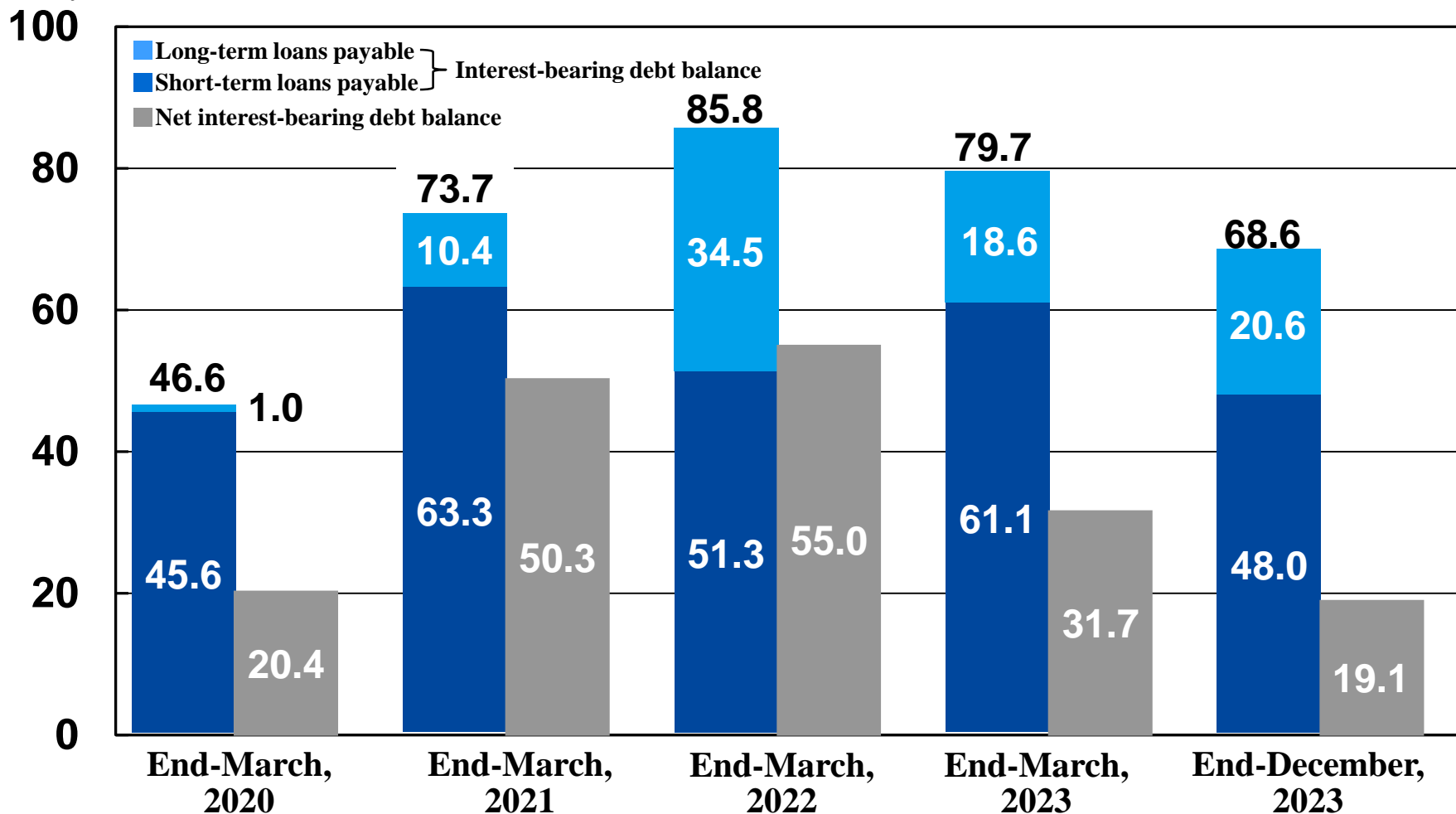
(billion yen)



Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts decreased by 11.1 billion yen compared with the end-March, 2023.
- Net interest-bearing debts including cash and deposits was 19.1 billion yen.

(billion yen)



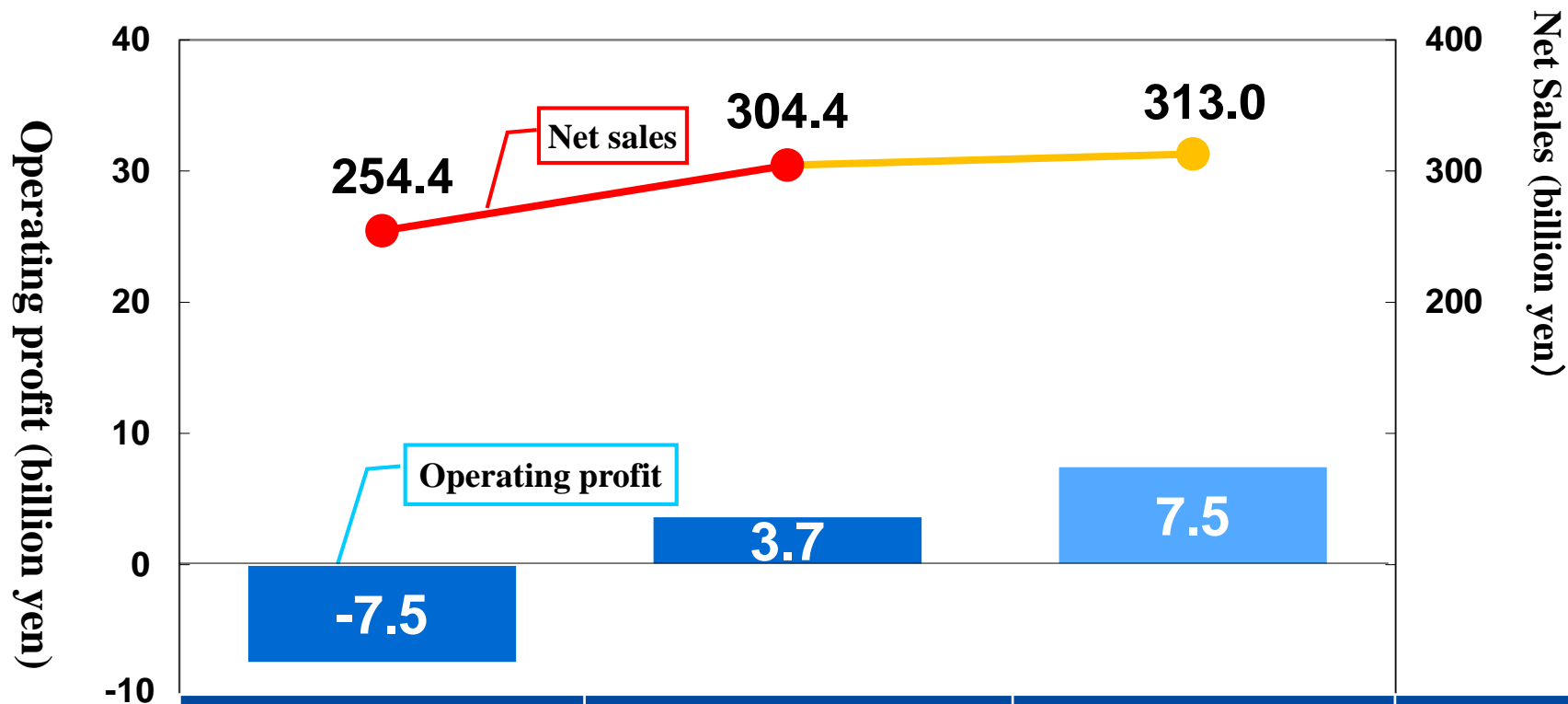


Forecast of FY2023

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)

| | 3Q, FY2022 | | 3Q, FY2023 | | Preconditions of FY2023 forecast (At first) |
|--------|---------------------------|----------|---------------------------|----------|---|
| | Average for the period | term end | Average for the period | term end | |
| US \$ | 136.85 | 132.70 | 143.79 | 141.82 | 125.00 |
| STG £ | 160.74 | 161.72 | 173.92 | 182.55 | 154.00 |
| EURO | 136.60 | 142.32 | 151.16 | 157.97 | 135.00 |
| MEX \$ | 6.41 | 7.19 | 7.92 | 8.52 | 6.80 |
| RMB | 19.46 | 20.37 | 19.72 | 20.46 | 18.50 |
| INR | 1.71 | 1.61 | 1.74 | 1.71 | 1.55 |
| THB | 3.71 | 3.87 | 4.02 | 4.09 | 3.80 |
| IDR | 0.0088 | 0.0095 | 0.0092 | 0.0096 | 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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