



Pressing Toward a Brighter Tomorrow

FY2024 2nd Quarter (Semi-annual) Financial Results

November 19, 2024

UNIPRES CORPORATION

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- 1. FY2024 Q2 (Semi-annual) Financial Results**
 - 2. Forecast of FY2024**
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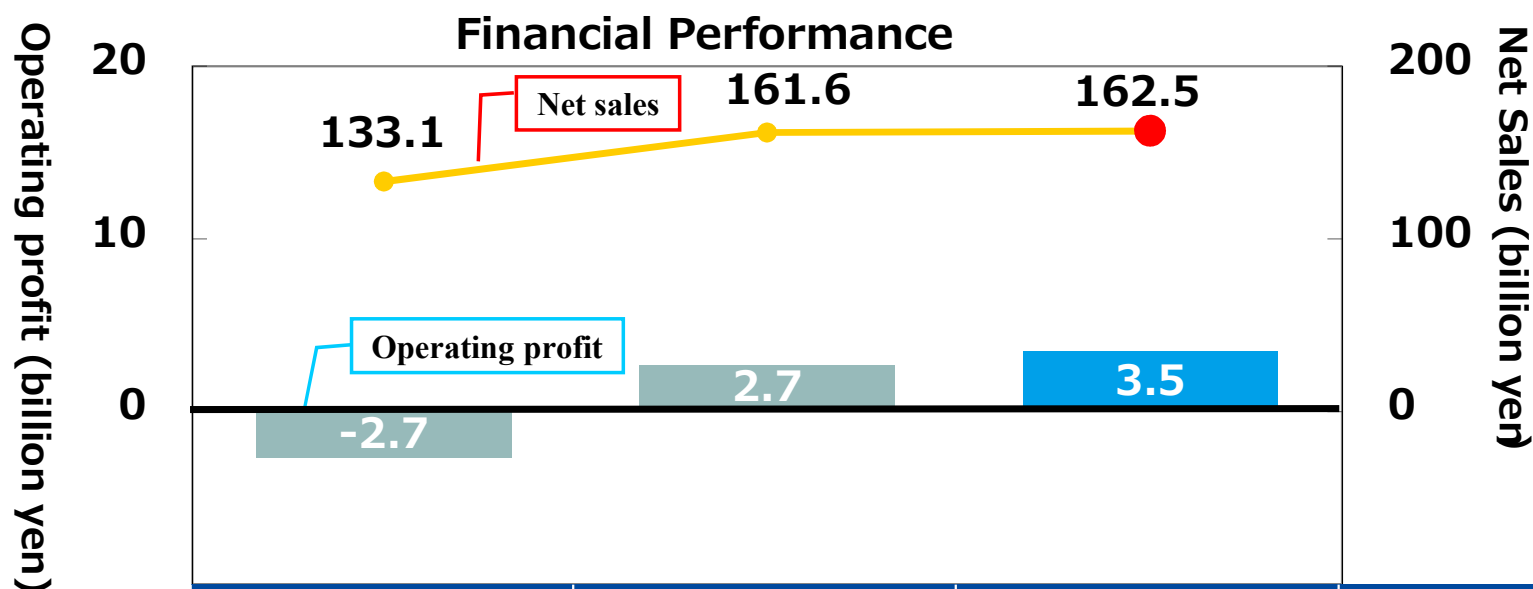
FY2024 Q2 (Semi-annual) Financial Results

Net sales increased to 1 6 2 . 5 billion yen mainly due to the positive exchange rate.

Operating profit increased to 3 . 5 billion yen due to the cost saving and other factors.

Summary of Q2 (Semi-annual) , FY2024

- Net sales increased by 0.9 billion yen (+0.6%) year-over-year.
- Operating profit increased by 0.8 billion (+29.6%) yen year-over-year.



	Q2, FY2022	Q2, FY2023(A)	Q2, FY2024(B)	(B) – (A)
Net sales	133.1	161.6	162.5	+0.9
Operating profit	-2.7	2.7	3.5	+0.8
Ordinary profit	-1.4	3.2	4.4	+1.2
Net income attributable to owners of parent	-1.8	0.8	0.9	+0.1

Consolidated Sales by Product Group

(billion yen)

	Q2, FY2023		Q2, FY2024		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	141.7	87.6%	142.3	87.5%	+0.6	-0.1%
Precision products	17.2	10.7%	17.3	10.7%	+0.1	0.0%
Plastic products	1.9	1.2%	2.1	1.3%	+0.2	+0.1%
Other	0.8	0.5%	0.8	0.5%	0.0	0.0%
Total	161.6	100%	162.5	100%	+0.9	—

Consolidated Sales by Customer (Nissan Motor-related products)

- Although the sales of to Nissan Mexicana increased, the composition ratio declined by 1.4% due to the decrease in sales of Dongfeng Motor Company Limited and Nissan Motor(Japan).

(billion yen)

	Q2, FY2023		Q2, FY2024		Variance
	Sales	%	Sales	%	
Nissan Motor-related products Sub-total	123.9	76.7%	122.3	75.3%	-1.4%
Nissan Mexicana	19.9	12.3%	24.8	15.3%	+3.0%
Nissan Motor (Japan)	26.8	16.6%	24.4	15.0%	-1.6%
Nissan North America	22.8	14.1%	21.6	13.3%	-0.8%
Nissan Europe	14.4	8.9%	15.3	9.4%	+0.5%
Dongfeng Motor Company Limited	19.4	12.0%	15.1	9.3%	-2.7%
JATCO (Incl. overseas operations)	9.4	5.8%	9.6	5.9%	+0.1%
NISSAN SHATAI	5.8	3.6%	6.1	3.8%	+0.2%
Marelli Corporation. (Incl. overseas operations)	2.6	1.6%	2.5	1.5%	-0.1%
Renault Nissan India / Nissan Motor India	1.2	0.7%	1.6	1.0%	+0.3%
Nissan Thailand	1.6	1.0%	1.3	0.8%	-0.2%
Zhengzhou Nissan	0.01	0.01%	0.04	0.02%	+0.01%

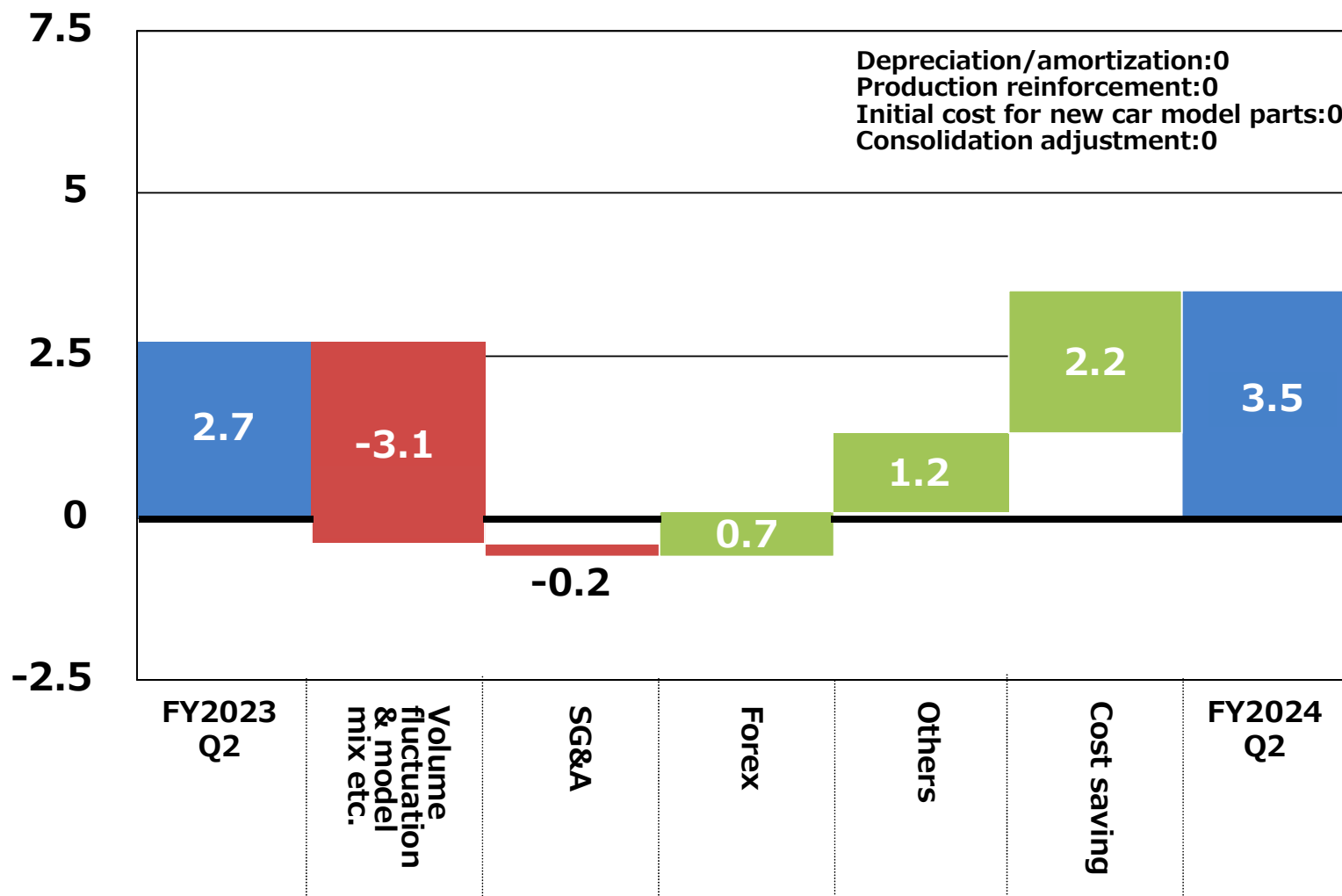
Consolidated Sales by Customer (Other Customers)

- The composition ratio rose by 1.4% mainly due to the increase of Renault, Honda of America Mfg., Inc. and Honda De Mexico, S.A. De C.V..

			Q2, FY2023		Q2, FY2024		Variance	(billion yen)
			Sales	%	Sales	%		
Other Customers	Sub-total		37.7	23.3%	40.2	24.7%	+1.4%	
Honda	Honda of America Mfg., Inc.		5.3	3.3%	6.7	4.1%	+0.8%	
	Honda De Mexico, S.A. De C.V.		1.5	0.9%	2.2	1.3%	+0.4%	
	Honda Motor Co., Ltd. (Japan)		1.4	0.9%	1.5	0.9%	0.0%	
	P.T. Honda Prospect Motor		0.7	0.5%	0.5	0.3%	-0.2%	
MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)			7.1	4.4%	7.2	4.4%	0.0%	
Renault	Renault		2.8	1.7%	5.0	3.1%	+1.4%	
	Renault Nissan India		0.7	0.4%	0.6	0.4%	0.0%	
Stellantis N.V.			3.5	2.2%	2.9	1.8%	-0.4%	
AISIN CORPORATION (Incl. overseas operations)			2.1	1.3%	2.3	1.4%	+0.1%	
Mazda	Mazda Motor Corporation		1.5	0.9%	1.2	0.7%	-0.2%	
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.		0.7	0.4%	0.8	0.5%	+0.1%	
JATCO (Excl. Nissan Motor) (Incl. overseas operations)			1.5	0.9%	1.3	0.8%	-0.1%	
Dynax Corporation (Incl. overseas operations)			0.8	0.5%	0.7	0.4%	-0.1%	
SUBARU CORPORATION			0.7	0.4%	0.7	0.4%	0.0%	
TOYODA IRON WORKS CO., LTD. (Incl. overseas operations)			0.6	0.3%	0.2	0.1%	-0.2%	
SUZUKI MOTOR CORPORATION (Incl. overseas operations)			0.3	0.2%	0.2	0.1%	-0.1%	
Musashi Seimitsu Industry Co., Ltd.			0.3	0.2%	0.2	0.1%	-0.1%	
Hino Motors, Ltd. (Incl. overseas operations)			0.2	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%	
NSK-Warner K.K.			0.2	0.1%	0.1	0.03%	-0.07%	
BYD Company Limited			—	—	0.04	0.02%	—%	
NIO Inc.			—	—	0.02	0.01%	—%	

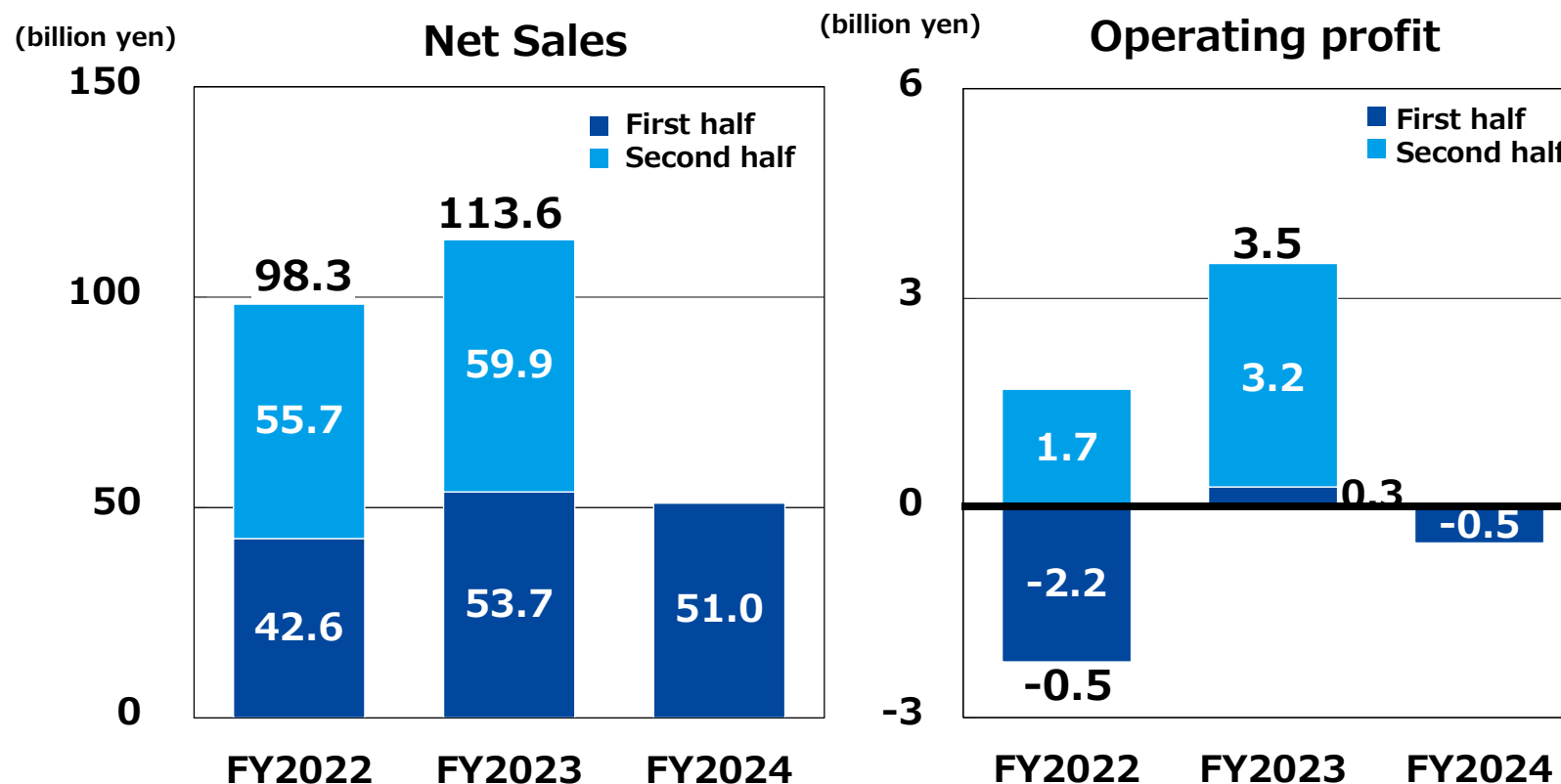
Operating Profit Variance Analysis

(billion yen)



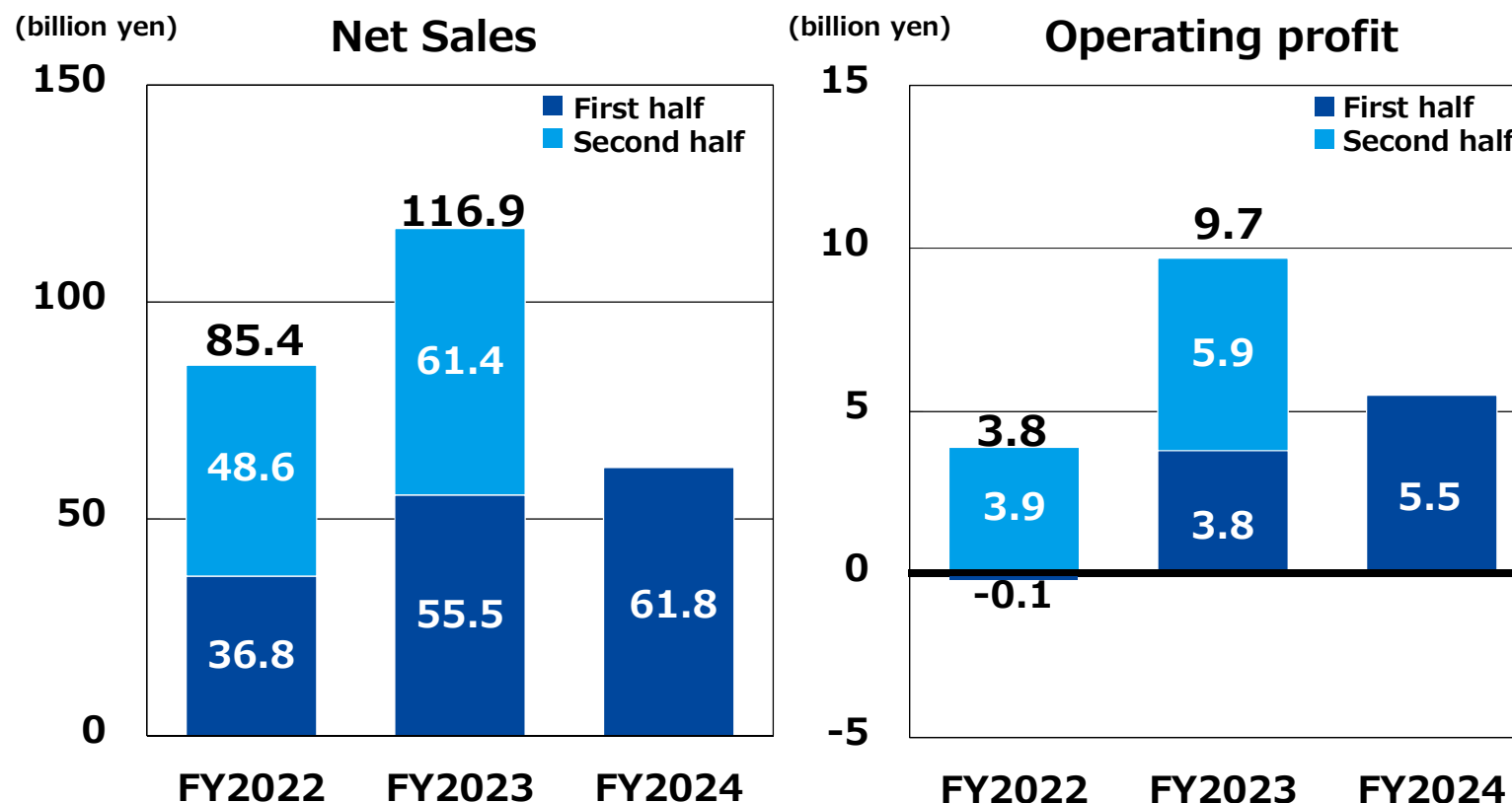
Net Sales/Operating Profit by Region (Japan)

- Net sales decreased by 5.0% mainly due to the impact of customers' production decrease.
- Operating loss was 0.5 billion yen because of the sales decrease.



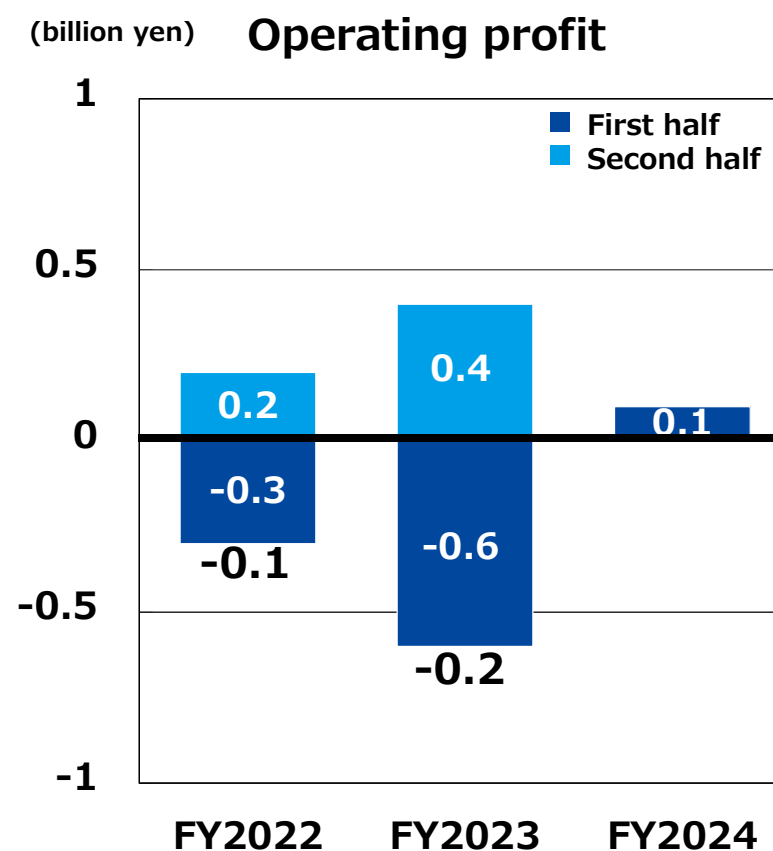
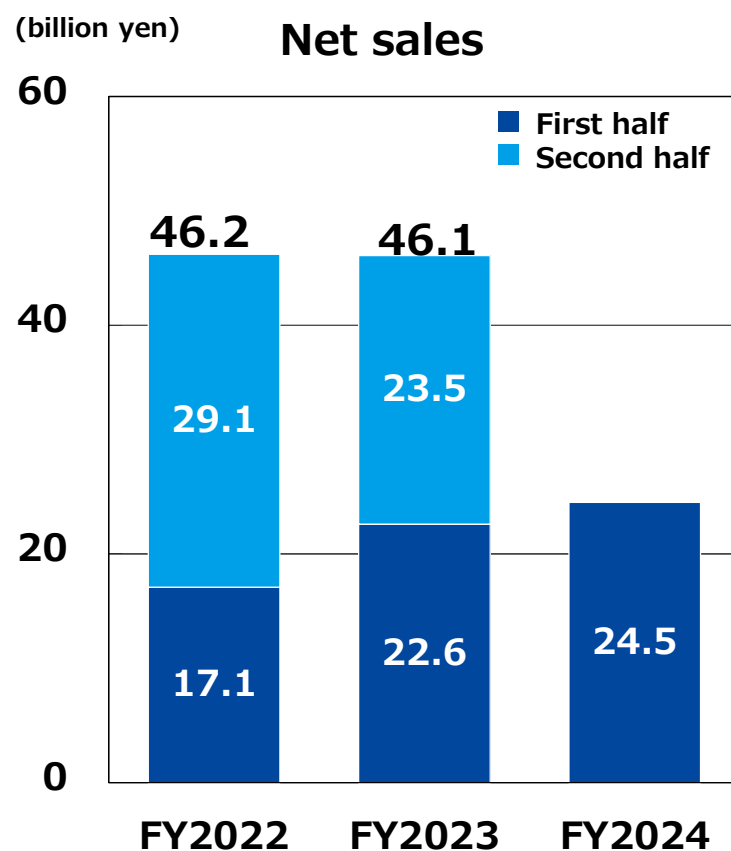
Net Sales/Operating Profit by Region (The Americas)

- Net sales increased by 11.4% due to the weaker yen exchange rate in spite of the impact of customers' production decrease.
- Operating profit increased by 44.7% due to the cost saving.



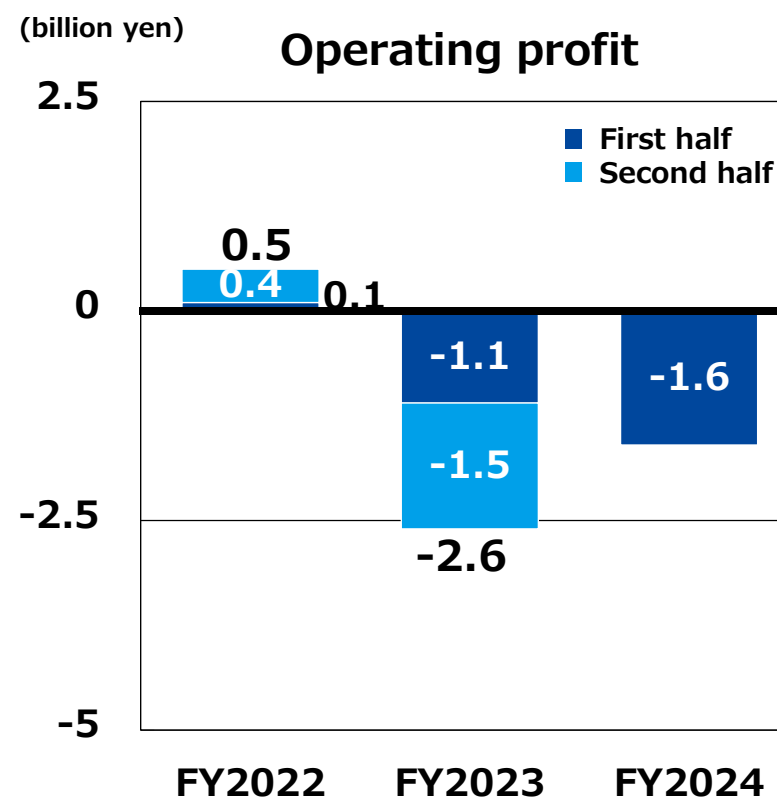
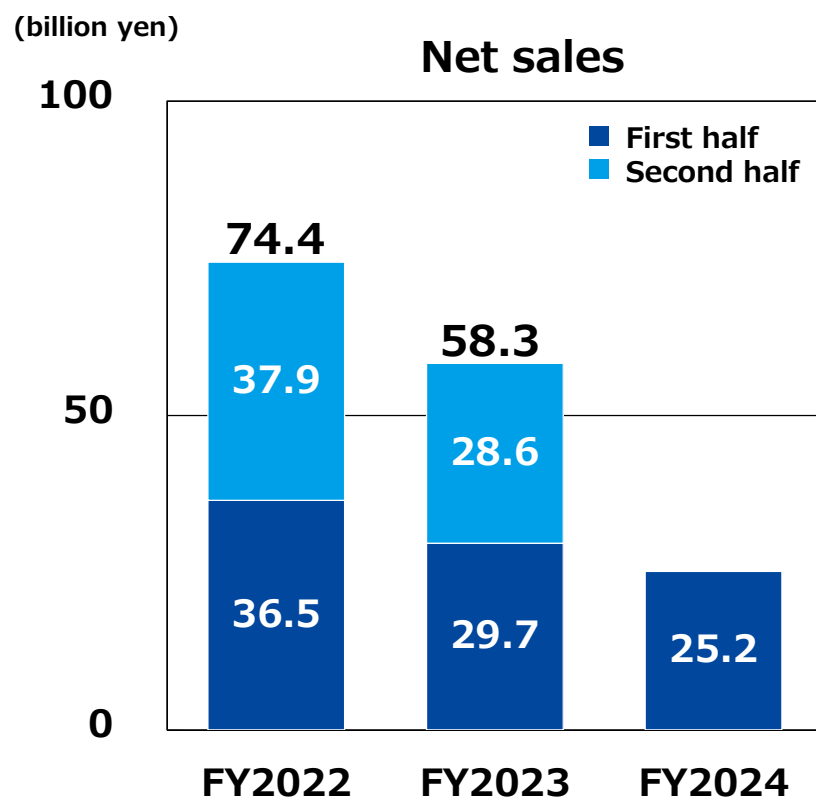
Net Sales/Operating Profit by Region (Europe)

- Net sales increased by 8.4% mainly due to the weaker yen exchange rate.
- Operating profit increased 0.7 billion yen due to the cost saving.



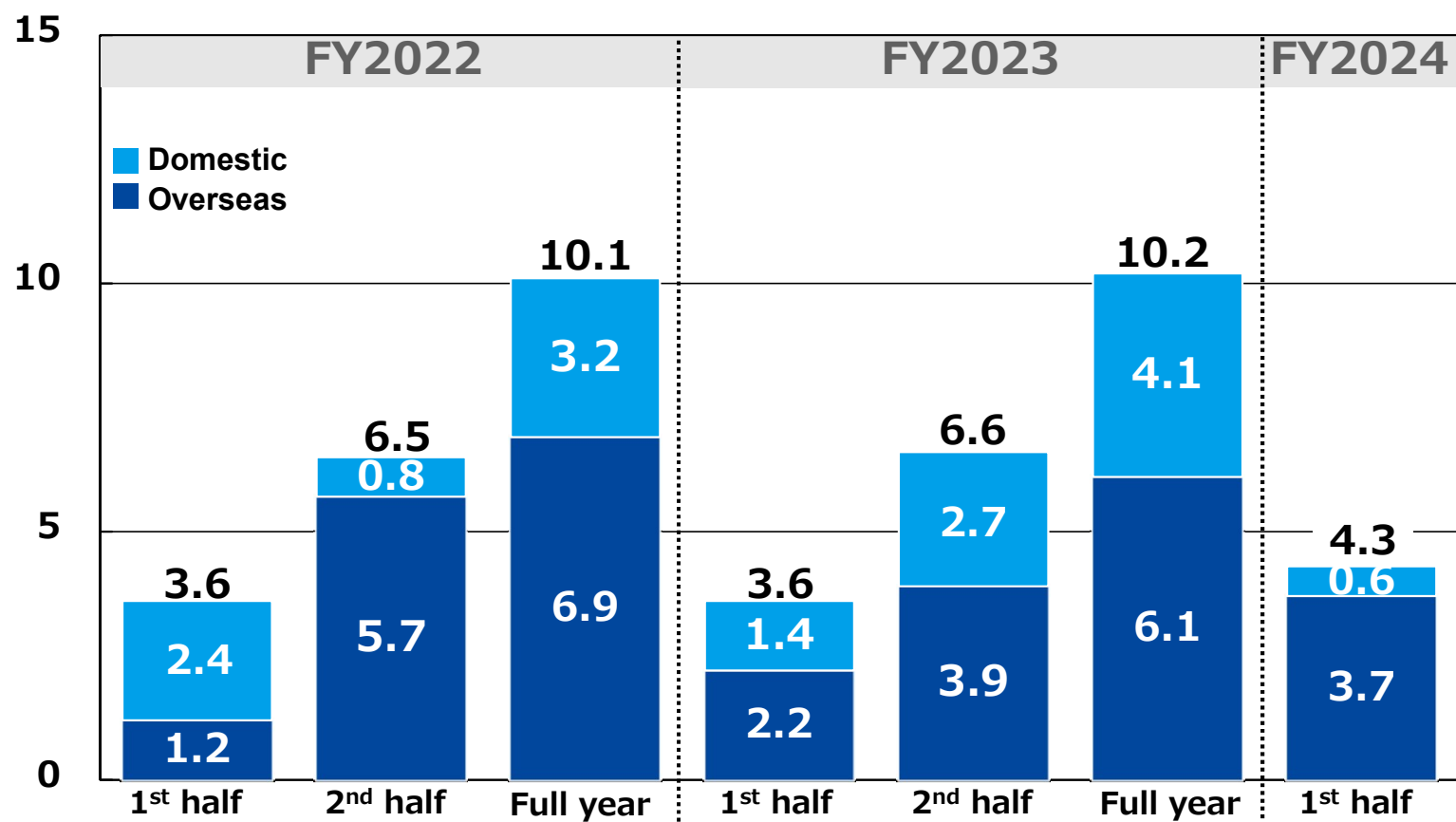
Net Sales/Operating Profit by Region (Asia)

- Net sales decreased by 15.2% due to the customers' production decrease in spite of Forex impact.
- Operating loss was 1.6 billion yen as a result of the impact of volume fluctuation.

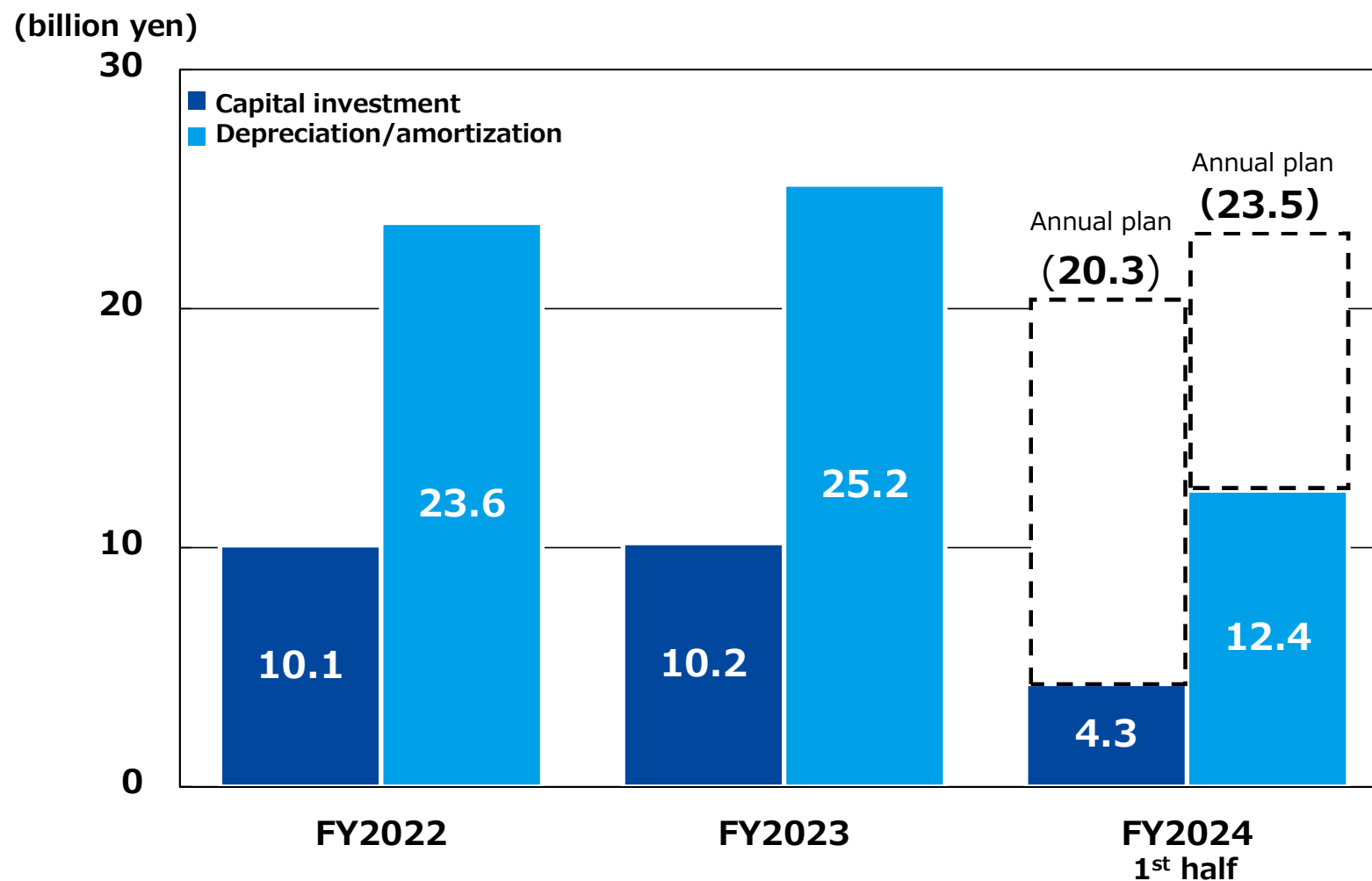


Capital Investment

(billion yen)

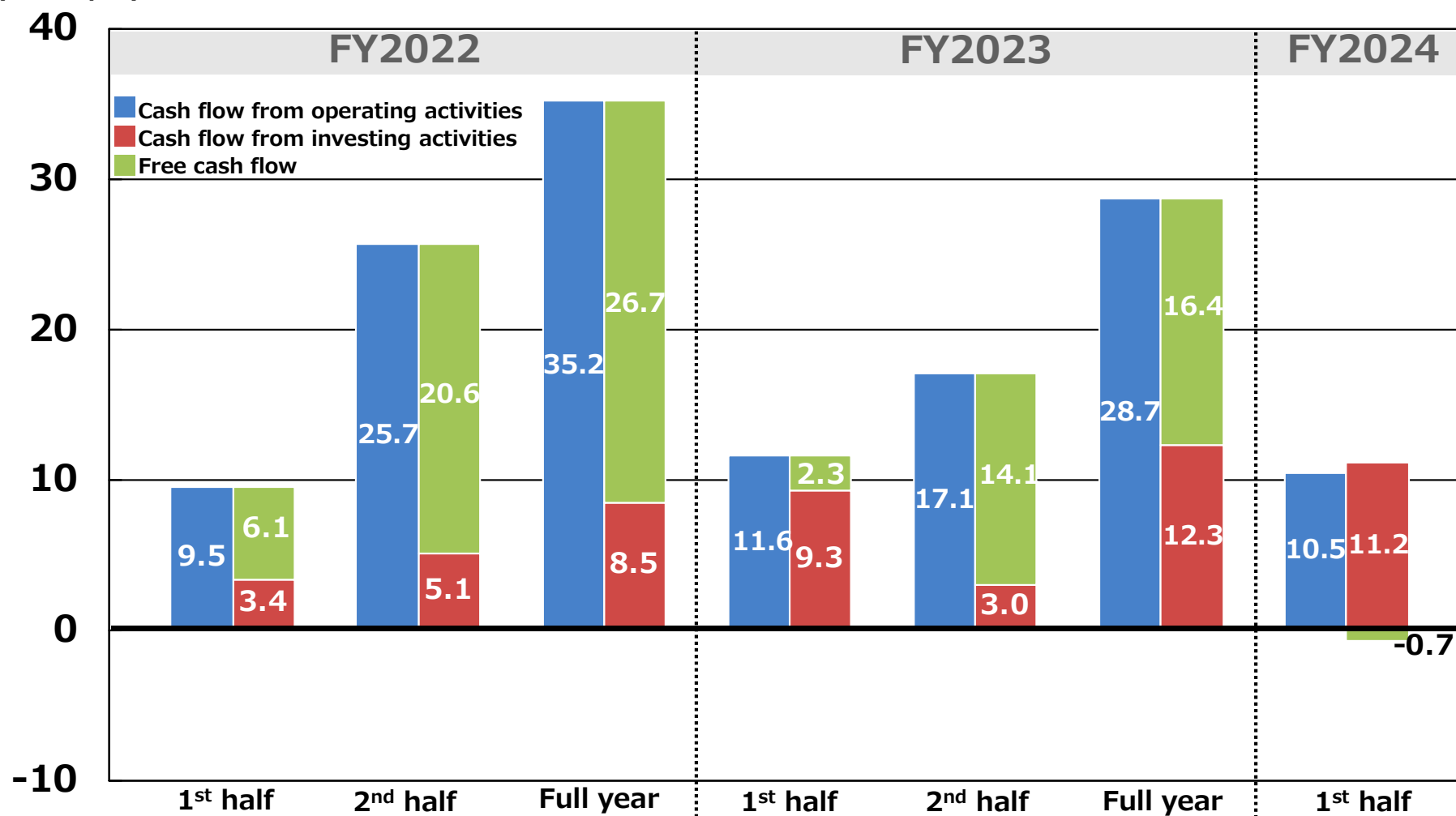


Capital Investment & Depreciation / Amortization



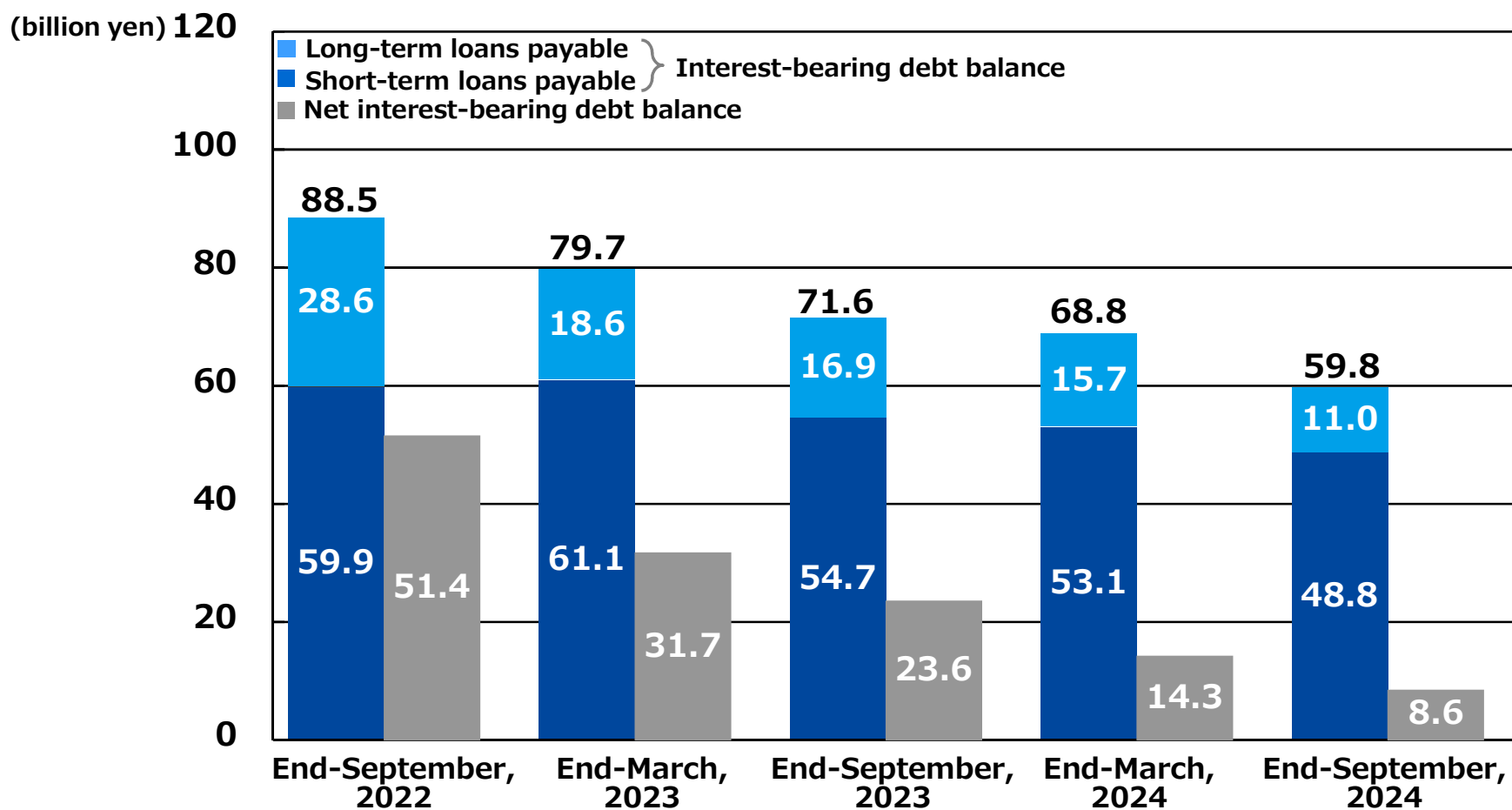
Cash Flows

(billion yen)



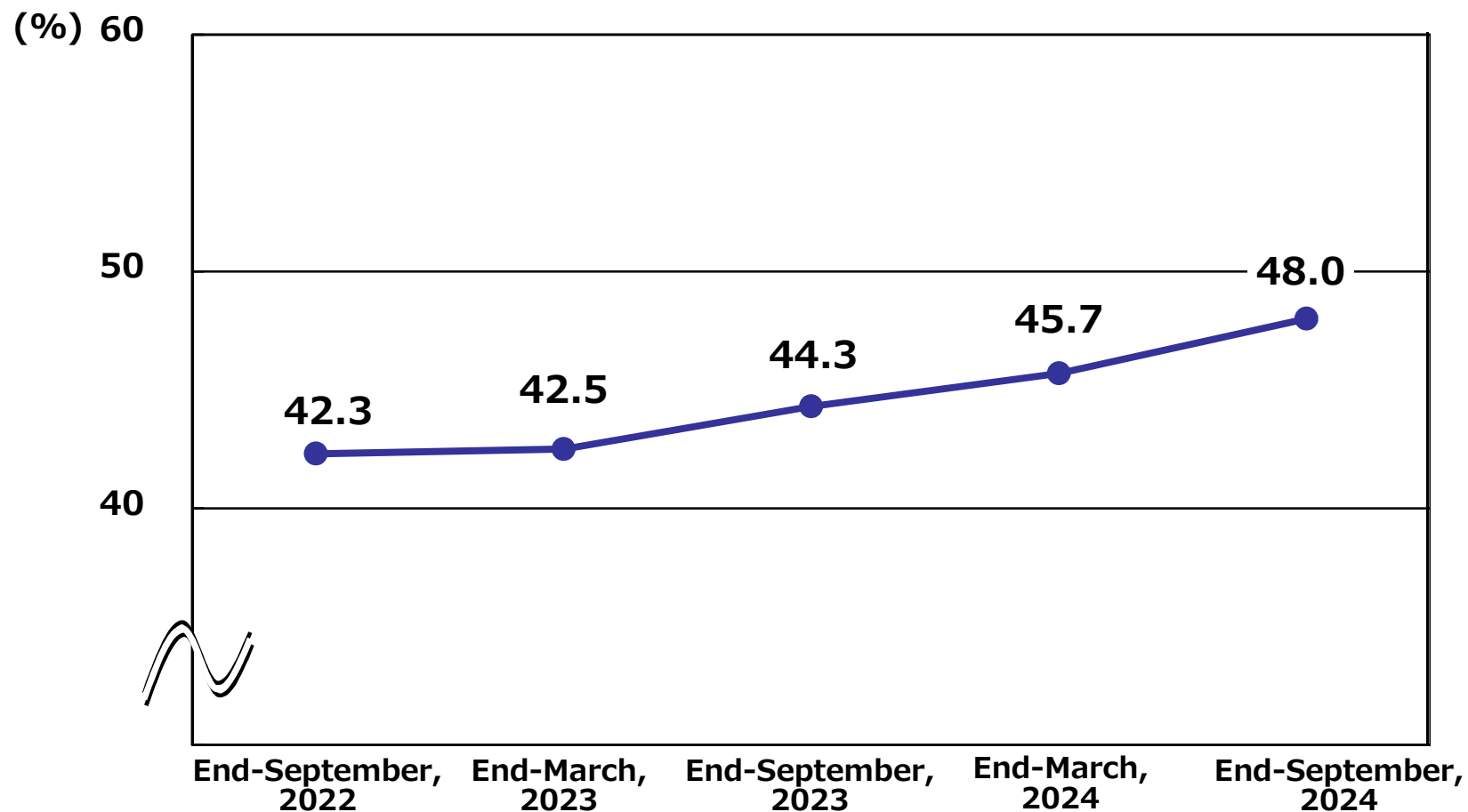
Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts decreased by 9.0 billion yen compared with the end-March, 2024.
- Net interest-bearing debts including cash and deposits became 8.6 billion yen.



Changes in Equity-to-total Assets

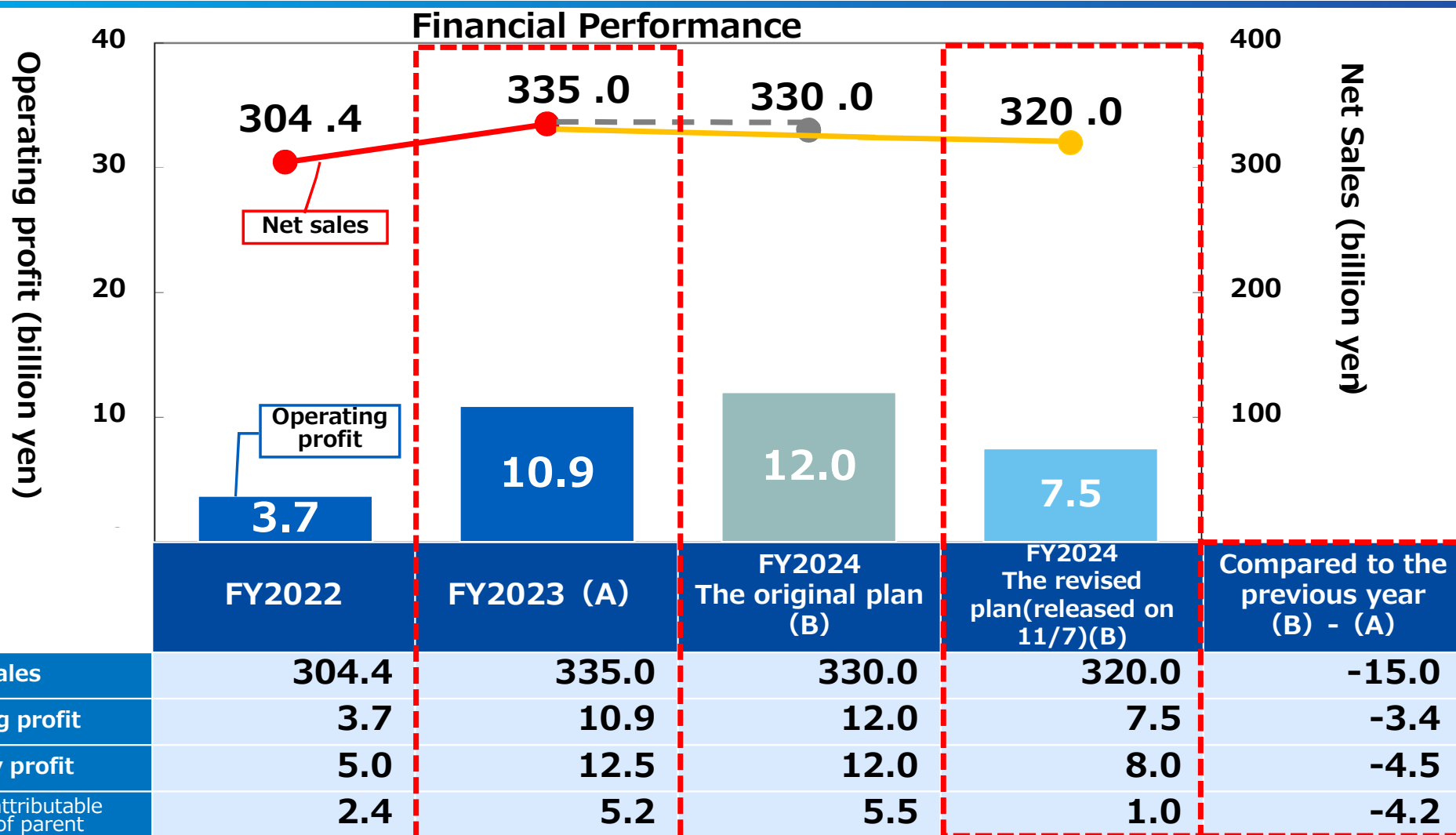
- The ratio increased by 2.3% to 48.0% compared to the end of March 2024.



Forecast of FY2024

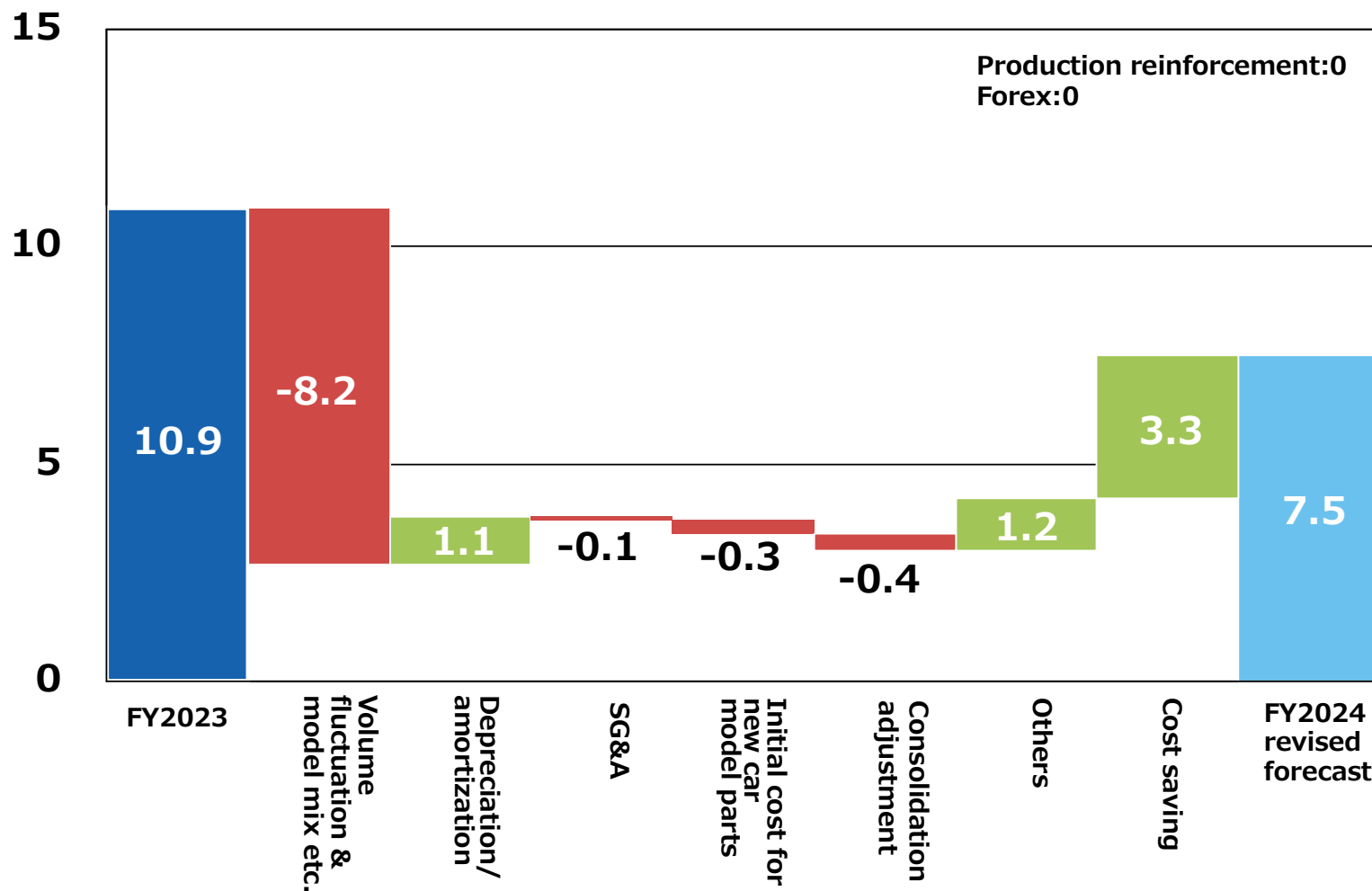
- 1. Net sales are revised downward as our customers' sales and production have declined significantly, which is expected to considerably reduce Unipres group's production compared to the original plan despite the impact of foreign exchanges.**
- 2. Operation profit is revised downward as cutting costs in line with the falling net sales is difficult for reasons such as the rising material and labor costs.**

Consolidated Business Forecast for FY2024 (compared to the previous year)



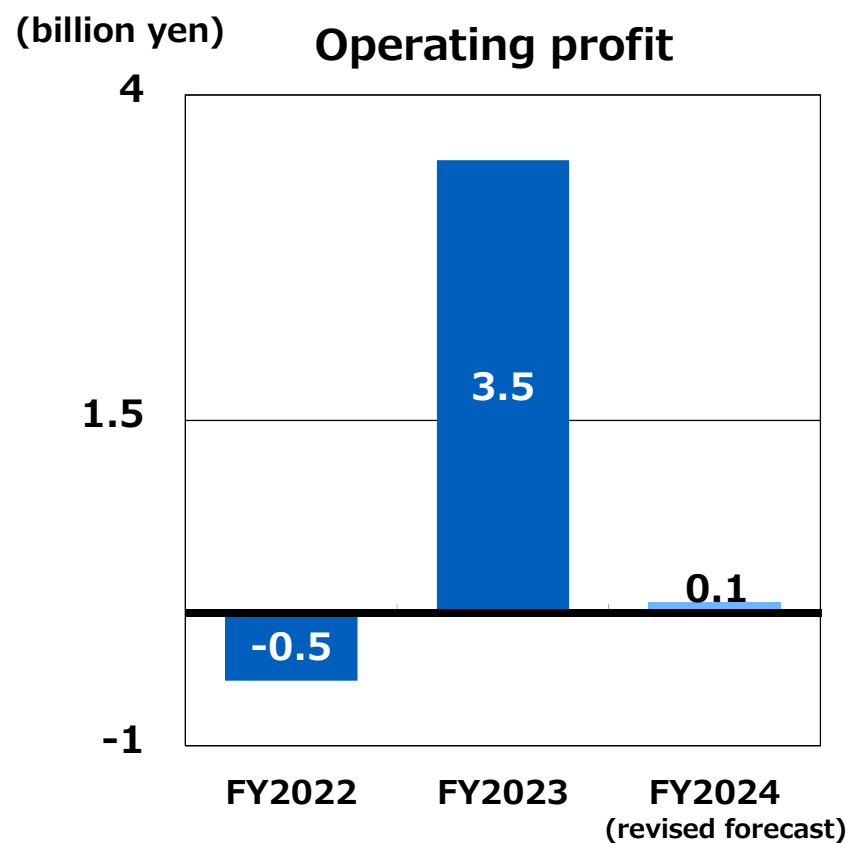
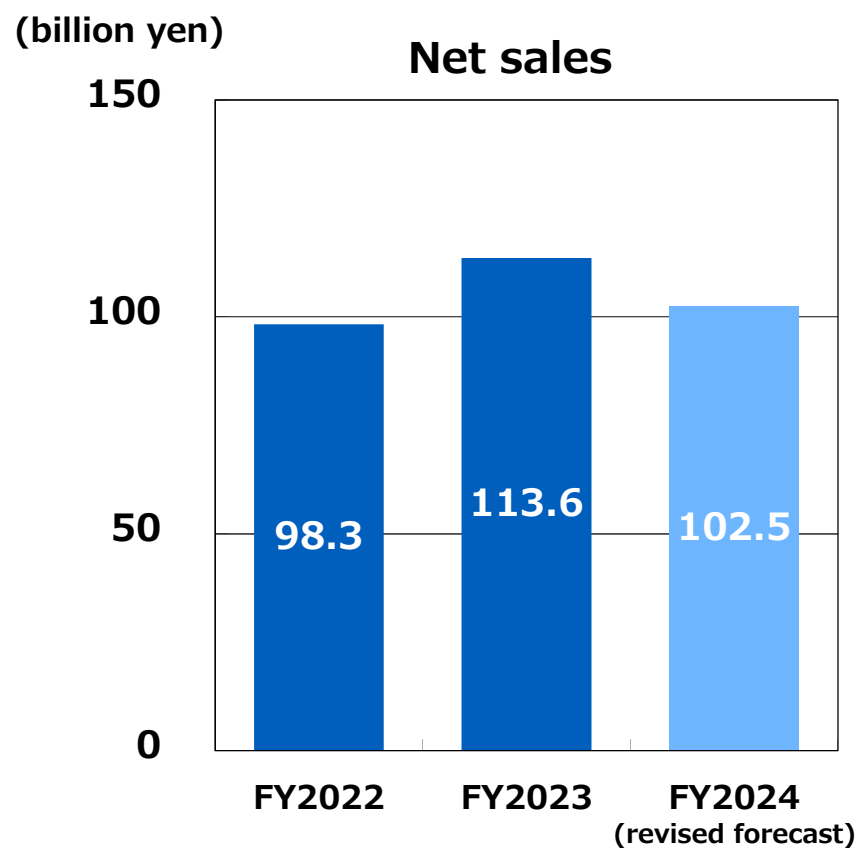
Forecast of Operating Profit Variance Analysis (compared to the previous year)

(billion yen)



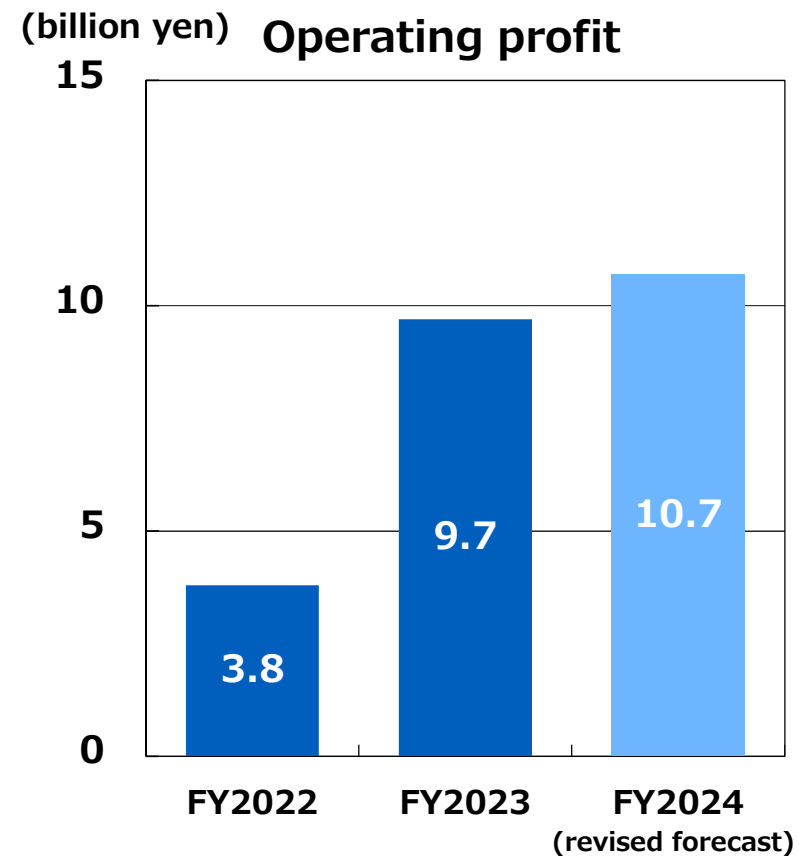
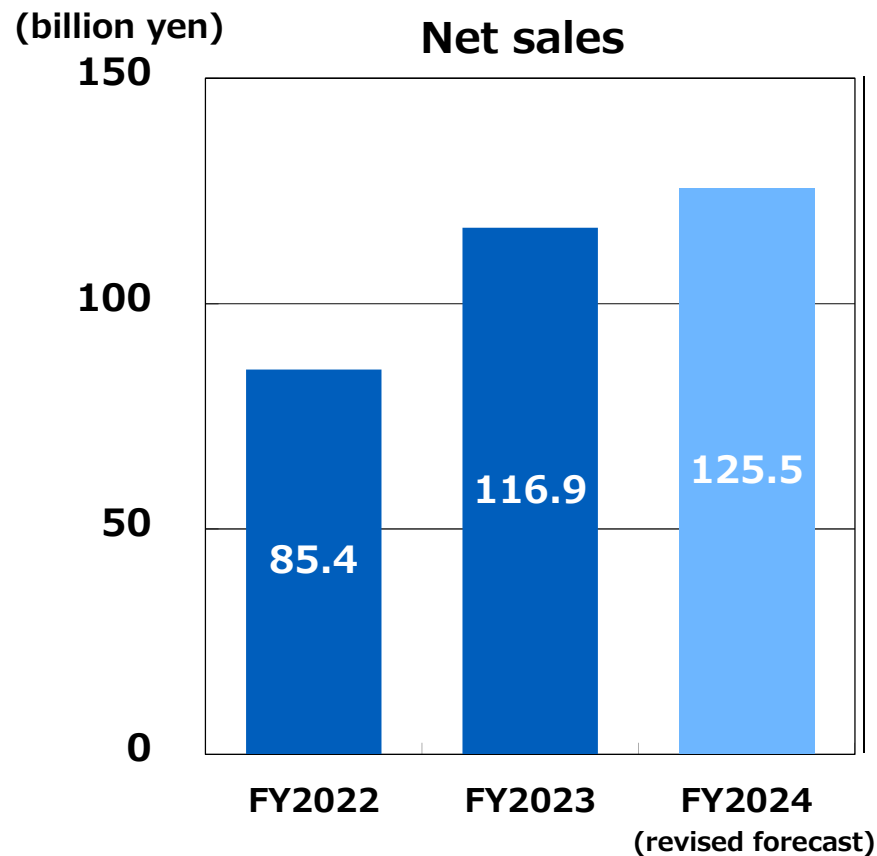
Net Sales/Operating Profit by Region (Japan)

- Net sales is projected to be lower due to customers' productions reduction.
- Operating profit is forecast to decline due to the sales decrease.



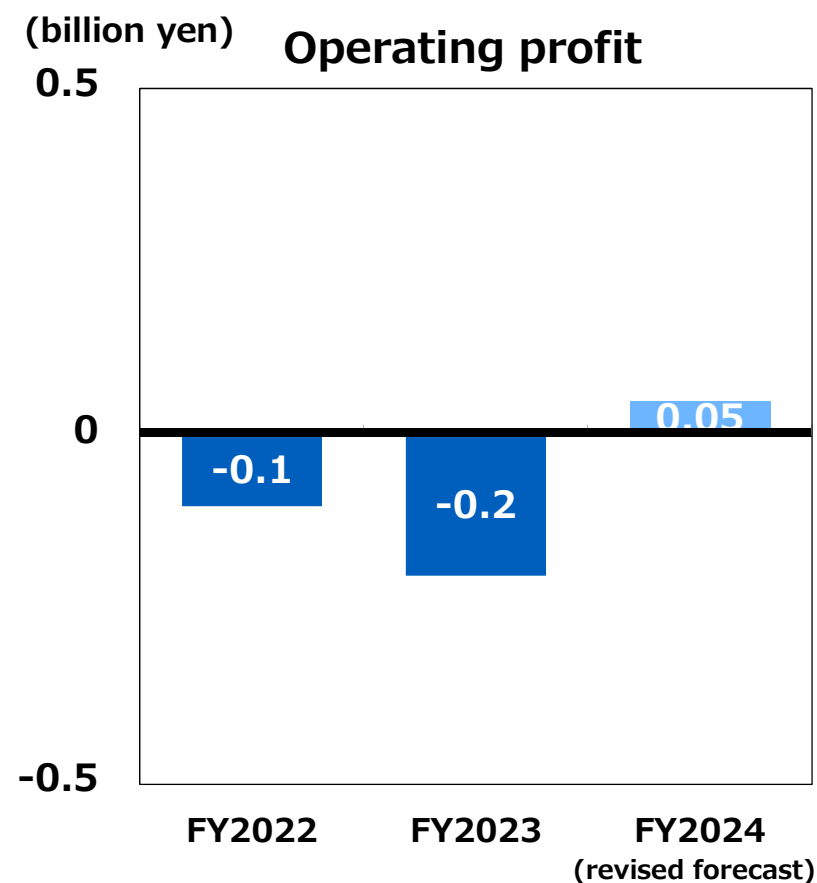
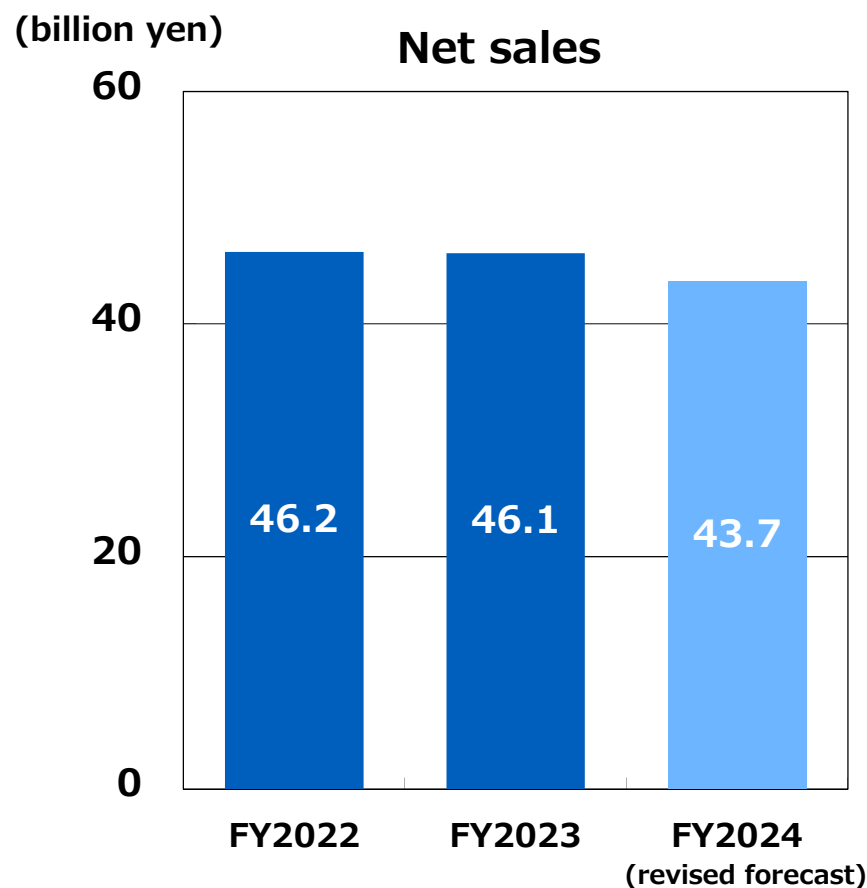
Net Sales/Operating Profit by Region (the Americas)

- Net sales growth is projected due to the sales increase of dies despite customers' productions decrease.
- Operating profit is projected to grow due to the cost saving.



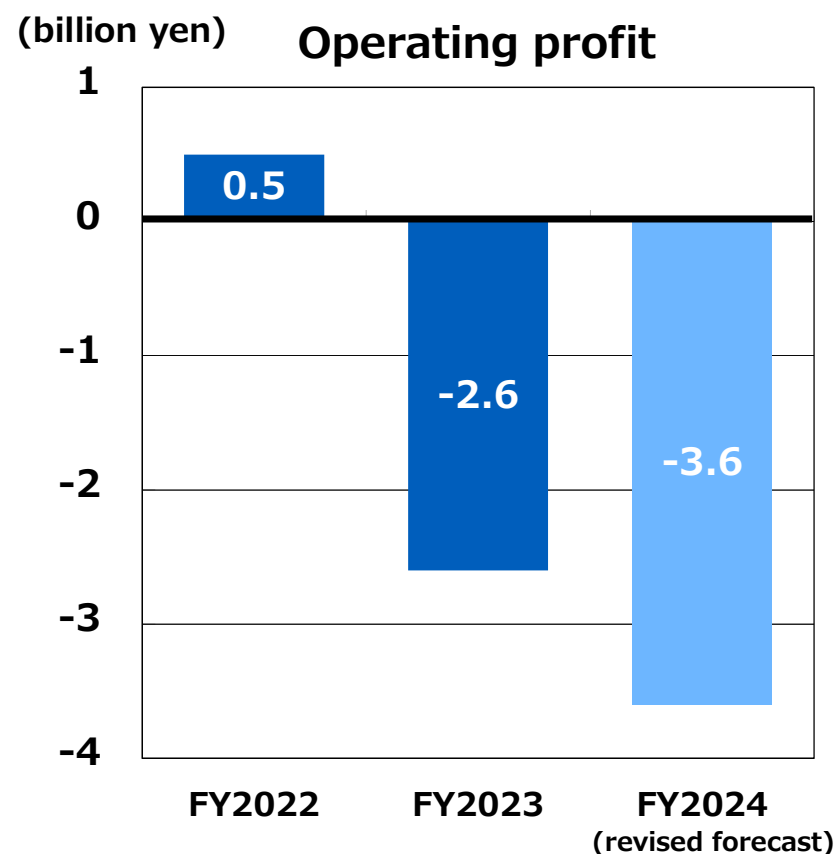
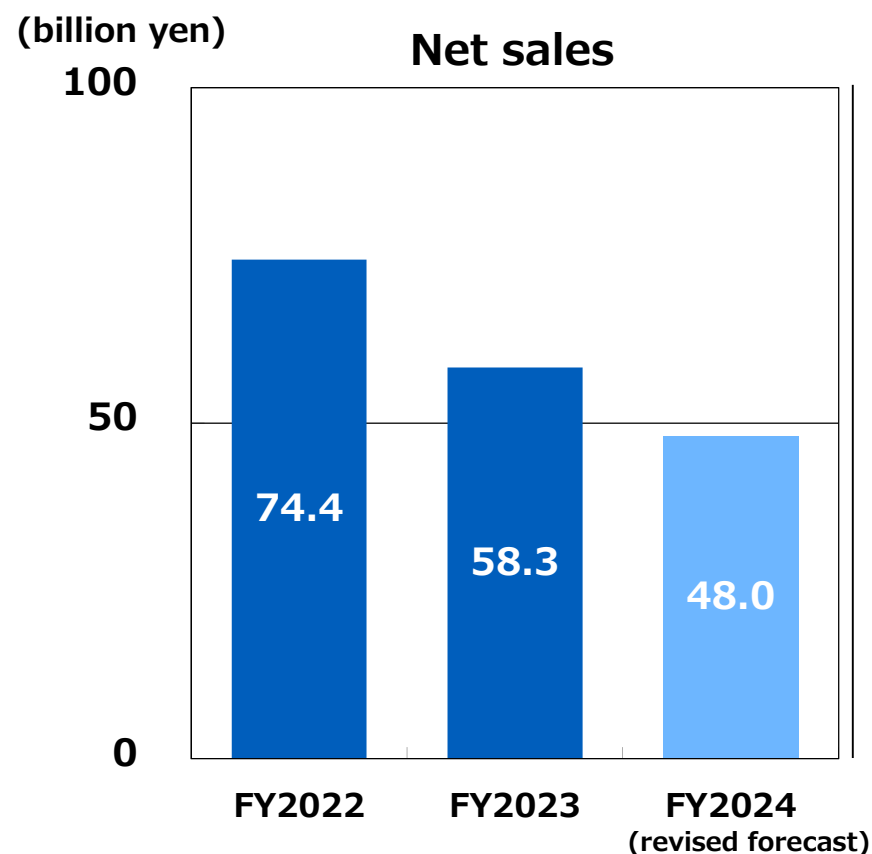
Net Sales/Operating Profit by Region (Europe)

- Net sales is projected to be lower due to customers' productions reduction.
- Operating profit is projected to become profitable due to the cost saving.



Net Sales/Operating Profit by Region (Asia)

- Net sales is projected to be lower due to customers' productions reduction.
- Operating profit is projected to decrease because of the impact of volume fluctuation.





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Exchange rate

Reference



28

(yen)

	Q2, FY2023		Q2, FY2024		Preconditions of FY2024 forecast	
	Average for the period	term end	Average for the period	term end	At first	Full year
US \$	142.61	149.58	152.50	142.82	140.00	147.66
STG £	169.25	182.90	194.91	203.54	175.00	193.37
EURO	147.89	157.56	166.13	172.44	150.00	163.36
MEX \$	7.60	8.47	8.95	8.72	8.10	8.18
RMB	19.55	19.95	21.26	22.05	19.50	20.91
INR	1.73	1.80	1.83	1.71	1.70	1.77
THB	3.97	4.06	4.23	4.36	3.90	4.30
IDR	0.0091	0.0097	0.0096	0.0098	0.0092	0.0095

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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