



# UNIPRES CORPORATION

## FY2024 1<sup>st</sup> Quarter Financial Results





## FY2024 Q1 Financial Results

## Forecast of FY2024



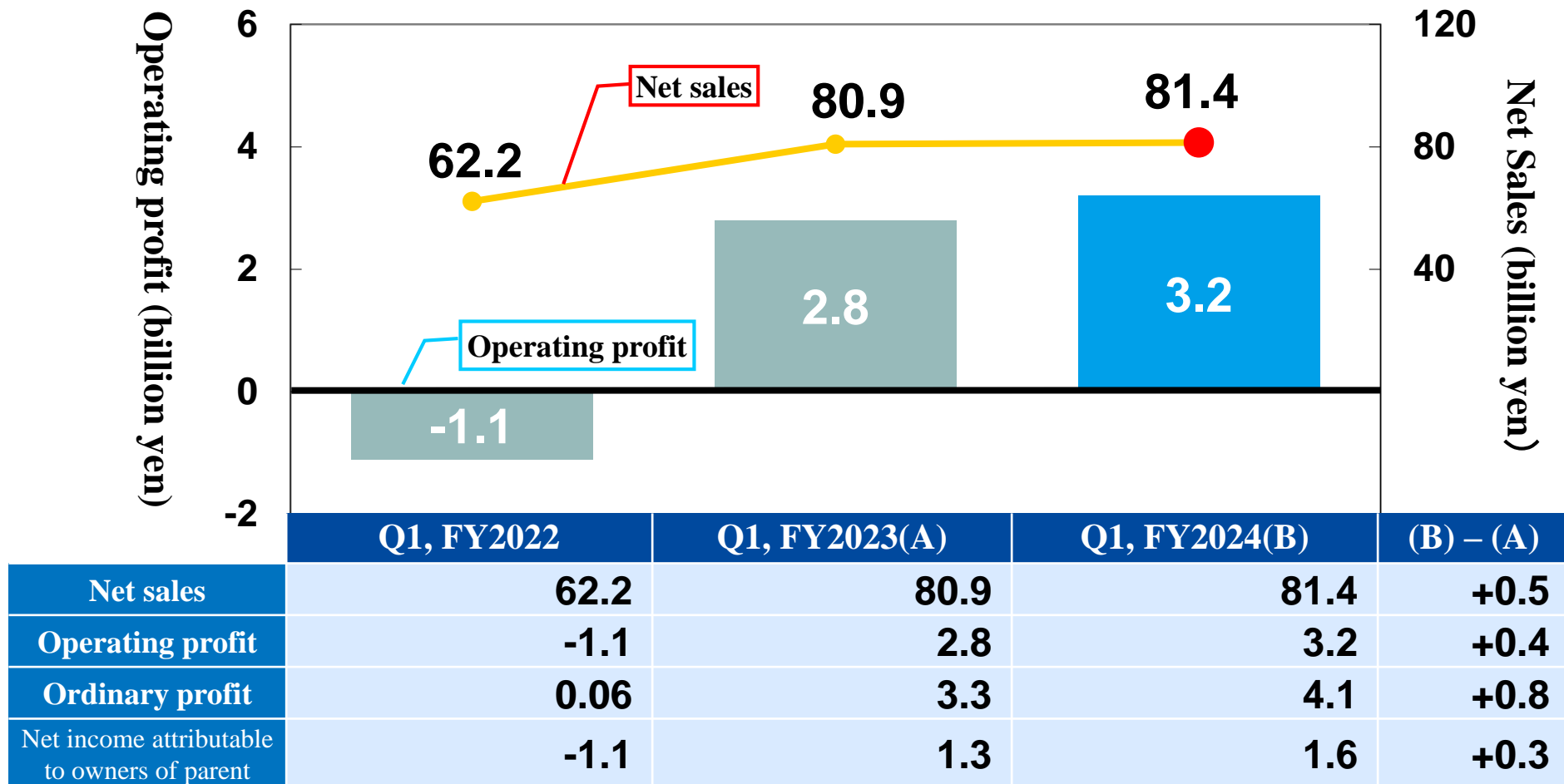
## FY2024 Q1 Financial Results

**Sales increased to 81.4 billion yen mainly due to positive exchange rate.**

**Operating profit increased to 3.2 billion yen due to the cost saving and other factors.**

# Summary of Q1, FY2024

- Net sales increased by 0.5 billion yen (+0.6%) year-over-year.
- Operating profit increased by 0.4 billion yen year-over-year.



# Consolidated Sales by Product Group

(billion yen)

	Q1, FY2023		Q1, FY2024		Variance	Variance %
	Sales	%	Sales	%		
Car body press parts	71.1	87.9%	71.2	87.5%	+0.1	-0.4%
Transmission parts	8.5	10.5%	8.7	10.6%	+0.2	+0.1%
Plastic parts	0.9	1.1%	1.1	1.4%	+0.2	+0.3%
Other	0.4	0.5%	0.4	0.5%	0.0	0.0%
Total	80.9	100%	81.4	100%	+0.5	—

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

- Despite sales decrease of Dongfeng Motor Company Limited and Nissan Motor, an increase of sales of Nissan Mexicana and Nissan SHATAI resulted in no change in the composition ratio.

(billion yen)

		Q1, FY2023		Q1, FY2024		Variance
		Sales	%	Sales	%	
Nissan Motor-related products	Sub-total	61.6	76.1%	61.9	76.1%	0.0%
	Nissan Mexicana	10.0	12.3%	12.4	15.2%	+2.9%
	Nissan Motor	13.3	16.4%	12.0	14.7%	-1.7%
	Nissan North America	10.4	12.8%	11.1	13.6%	+0.8%
	Dongfeng Motor Company Limited	11.0	13.6%	7.8	9.6%	-4.0%
	Nissan Europe	7.0	8.6%	7.7	9.4%	+0.8%
	JATCO (Incl. overseas operations)	4.5	5.6%	4.7	5.8%	+0.2%
	NISSAN SHATAI	2.9	3.5%	3.7	4.6%	+1.1%
	Marelli Corporation. (Incl. overseas operations)	1.2	1.5%	1.2	1.4%	-0.1%
	Nissan Thailand	0.9	1.1%	0.7	0.9%	-0.2%
	Renault Nissan India / Nissan Motor India	0.5	0.6%	0.6	0.8%	+0.2%
	Zhengzhou Nissan	0.01	0.01%	0.03	0.04%	+0.03%

# Consolidated Sales by Customer (Other customers)

- In spite of a slight increase in sales due to increasing sales of Renault and Honda of America Mfg., Inc., there is no change in the composition ratio.

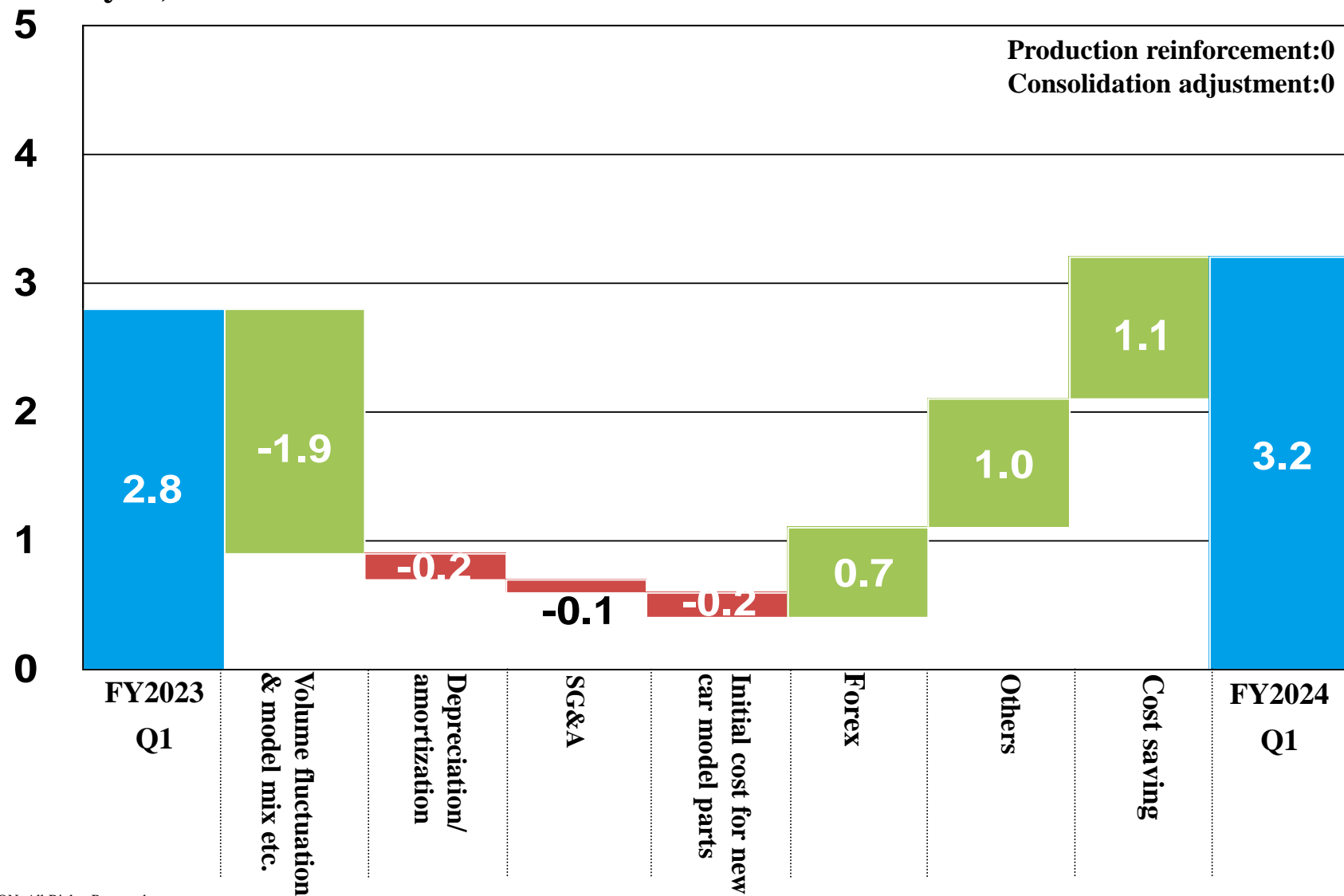
		Q1, FY2023		Q1, FY2024		Variance
		Sales	%	Sales	%	
<b>Other customers</b>	<b>Sub-total</b>	<b>19.3</b>	<b>23.9%</b>	<b>19.5</b>	<b>23.9%</b>	<b>0.0%</b>
Incl.)	Honda of America Mfg., Inc.	2.8	3.5%	3.4	4.2%	+0.7%
Honda	Honda De Mexico, S.A. De C.V.	0.7	0.8%	1.1	1.3%	+0.5%
	Honda Motor Co., Ltd.	0.8	0.9%	0.5	0.7%	-0.2%
	P.T. Honda Prospect Motor	0.4	0.5%	0.3	0.3%	-0.2%
MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)		3.8	4.7%	3.3	4.1%	-0.6%
Renault	Renault	1.7	2.0%	2.4	2.9%	+0.9%
	Renault Nissan India	0.4	0.4%	0.3	0.3%	-0.1%
Stellantis N.V.		1.8	2.2%	1.6	2.0%	-0.2%
Mazda	Mazda Motor Corporation	0.9	1.1%	0.6	0.7%	-0.4%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.4	0.4%	0.5	0.6%	+0.2%
AISIN CORPORATION (Incl. overseas operations)		0.9	1.1%	1.0	1.2%	+0.1%
JATCO (Excl. Nissan Motor) (Incl. overseas operations)		0.8	1.0%	0.9	1.0%	0.0%
Dynax Corporation (Incl. overseas operations)		0.4	0.5%	0.4	0.4%	-0.1%
SUBARU CORPORATION		0.3	0.4%	0.3	0.4%	0.0%
TOYODA IRON WORKS CO., LTD. (Incl. overseas operations)		0.3	0.3%	0.1	0.1%	-0.2%
SUZUKI MOTOR CORPORATION (Incl. overseas operations)		0.2	0.2%	0.1	0.1%	-0.1%
Musashi Seimitsu Industry Co., Ltd.		0.1	0.2%	0.1	0.1%	-0.1%
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%
NSK-Warner K.K.		0.1	0.2%	0.03	0.04%	-0.16%
NIO Inc.		—	—	0.01	0.01%	—

(billion yen)



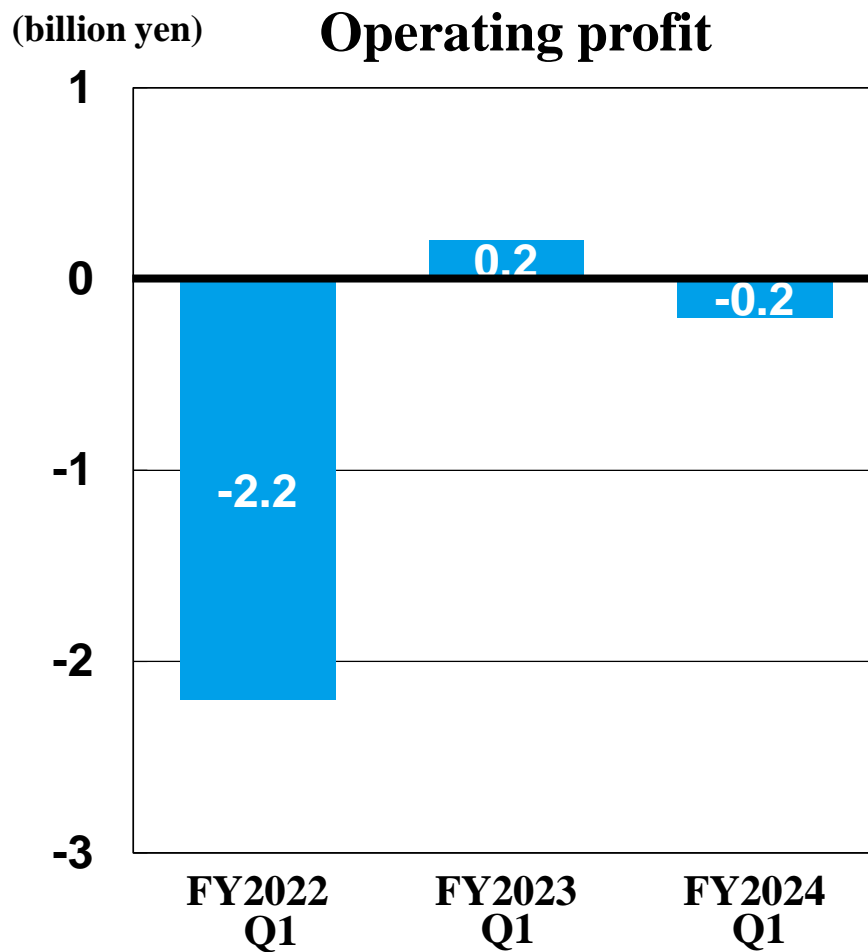
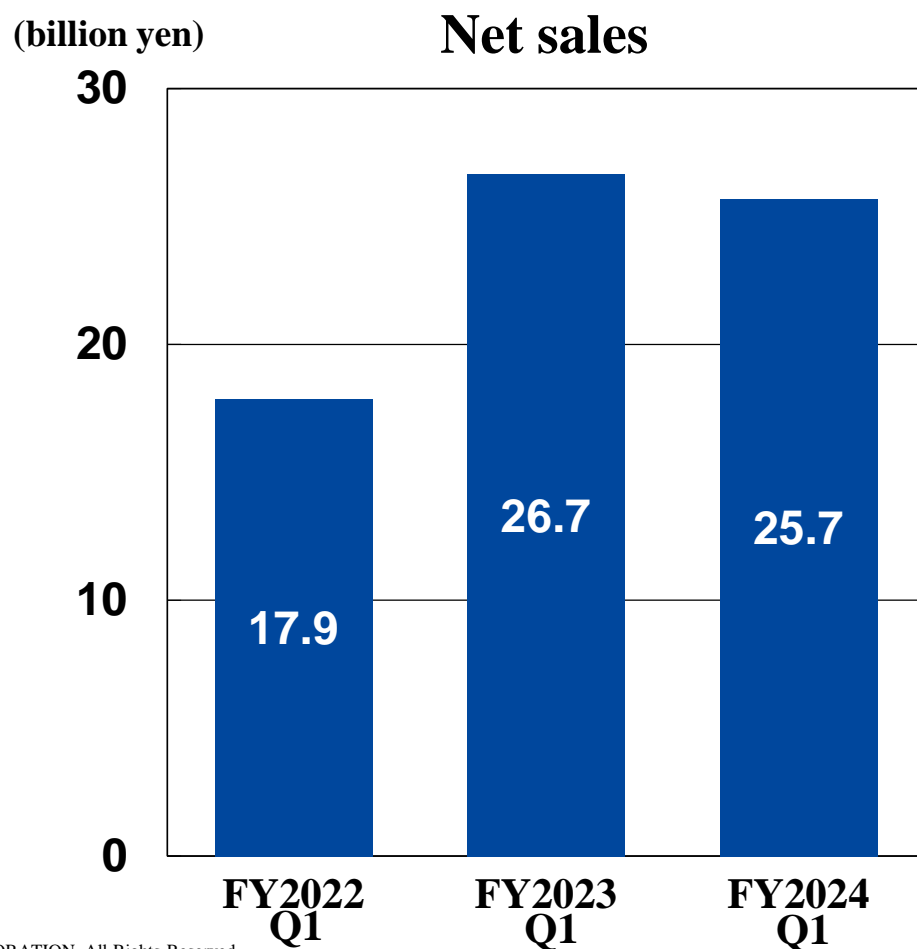
# Operating Profit Variance Analysis

(billion yen)



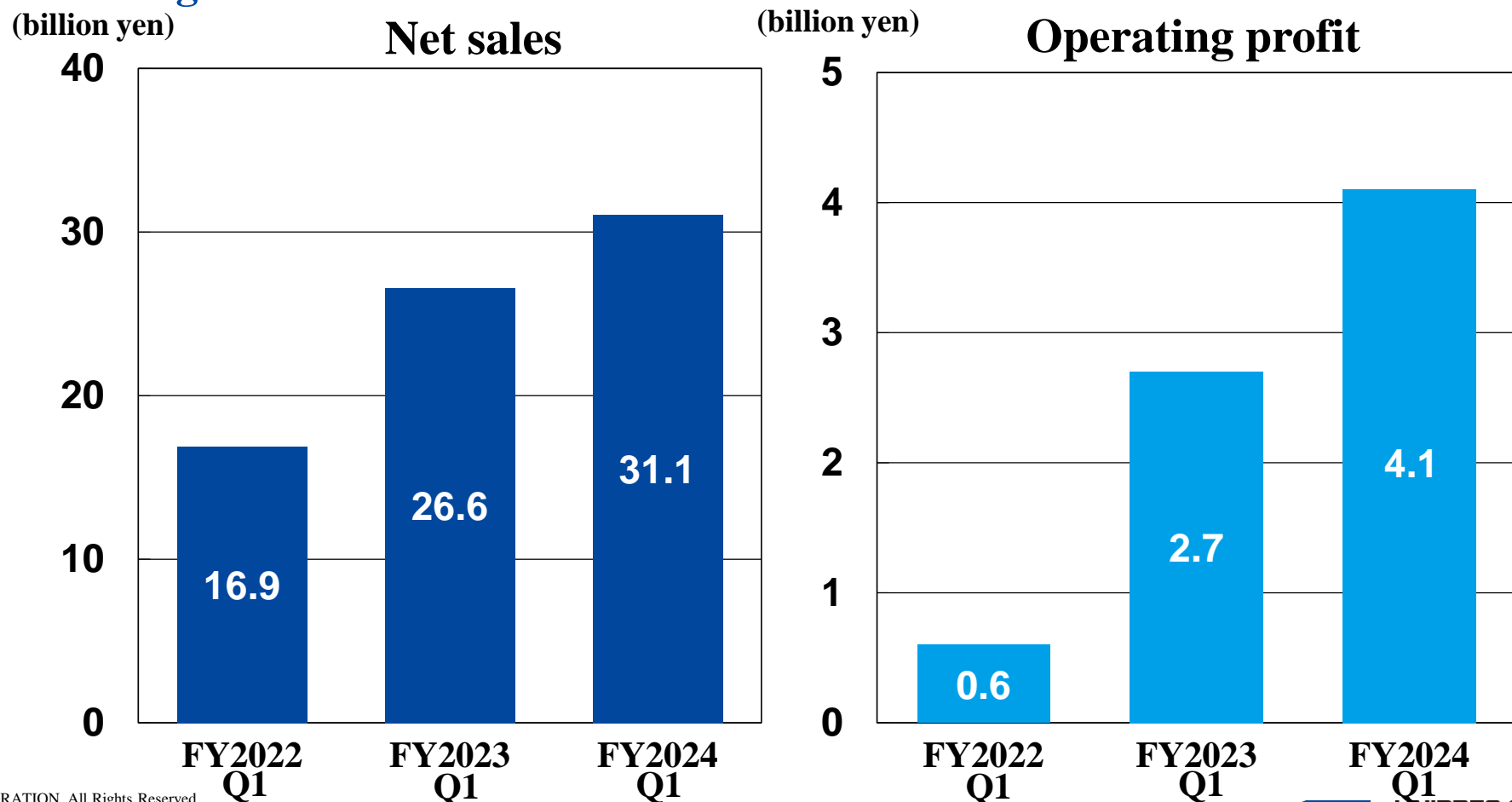
# Sales/Operating Profit by Region (Japan)

- Net sales decreased by 3.7% mainly due to the impact of customers' production decrease.
- Despite the cost saving, operating loss was 0.2 billion yen because of the sales decrease.



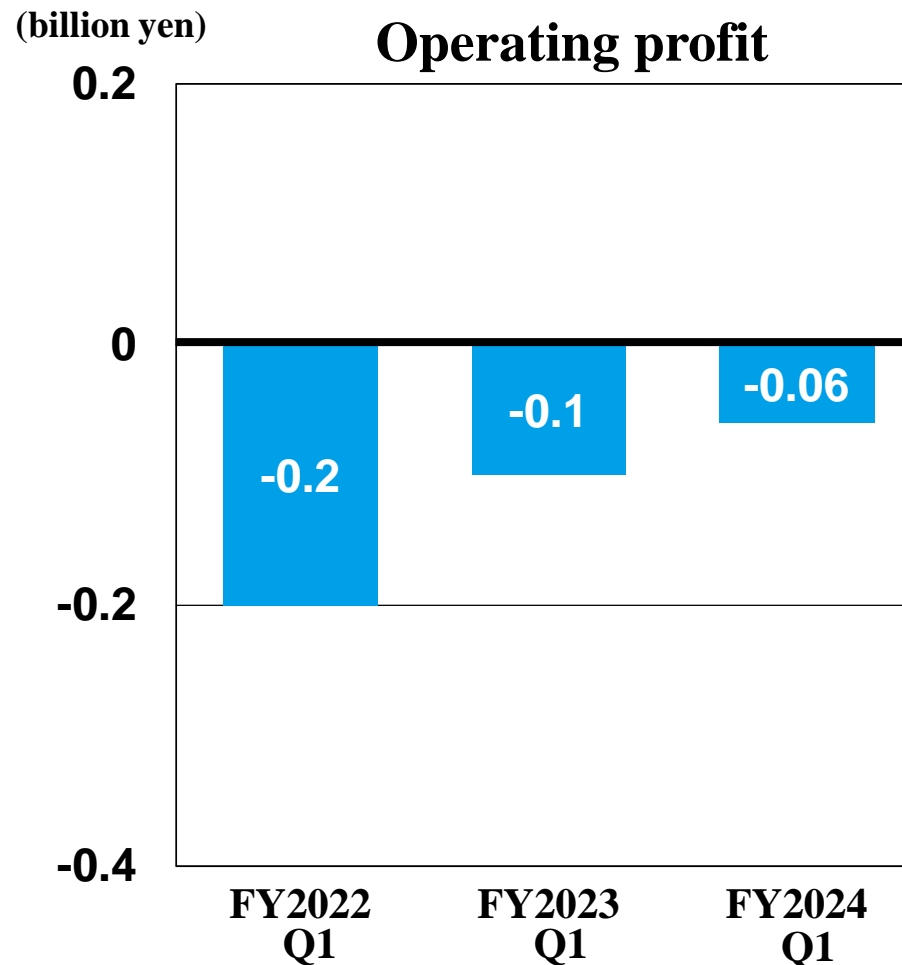
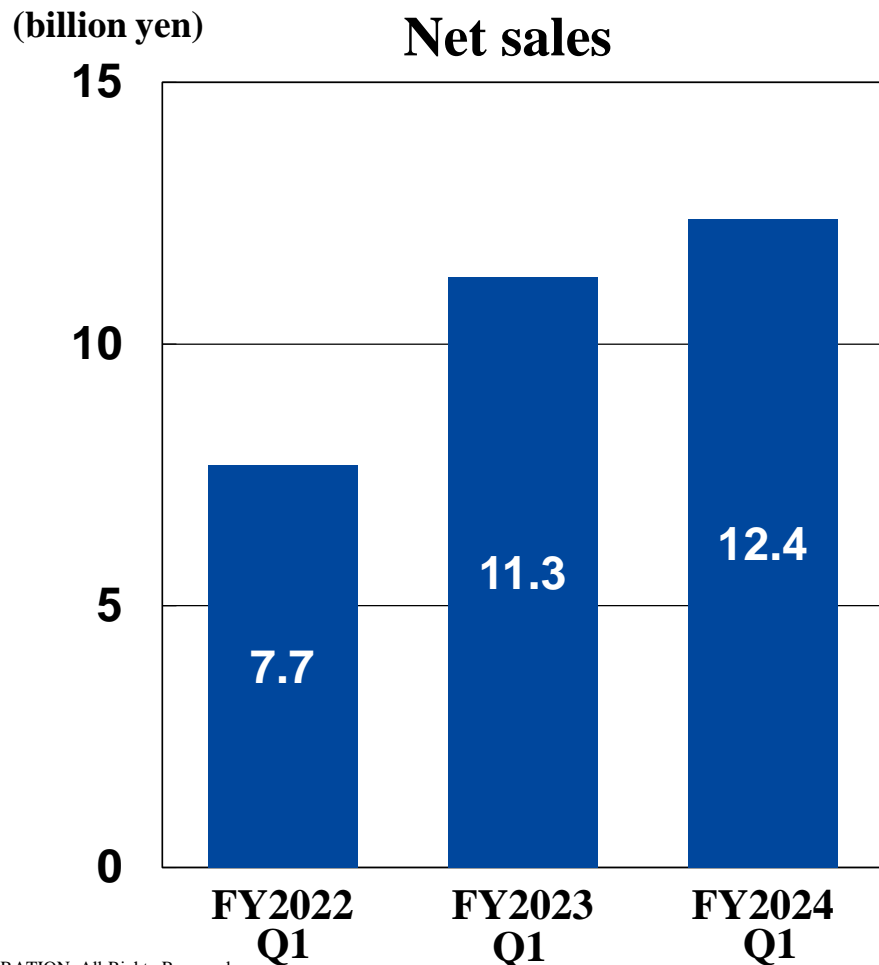
# Sales/Operating Profit by Region (The Americas)

- Net sales increased by 16.9% due to the impact of customers' production increase and the weaker yen exchange rate.
- Operating profit increased by 51.9% because of the weaker yen exchange rate and cost saving.



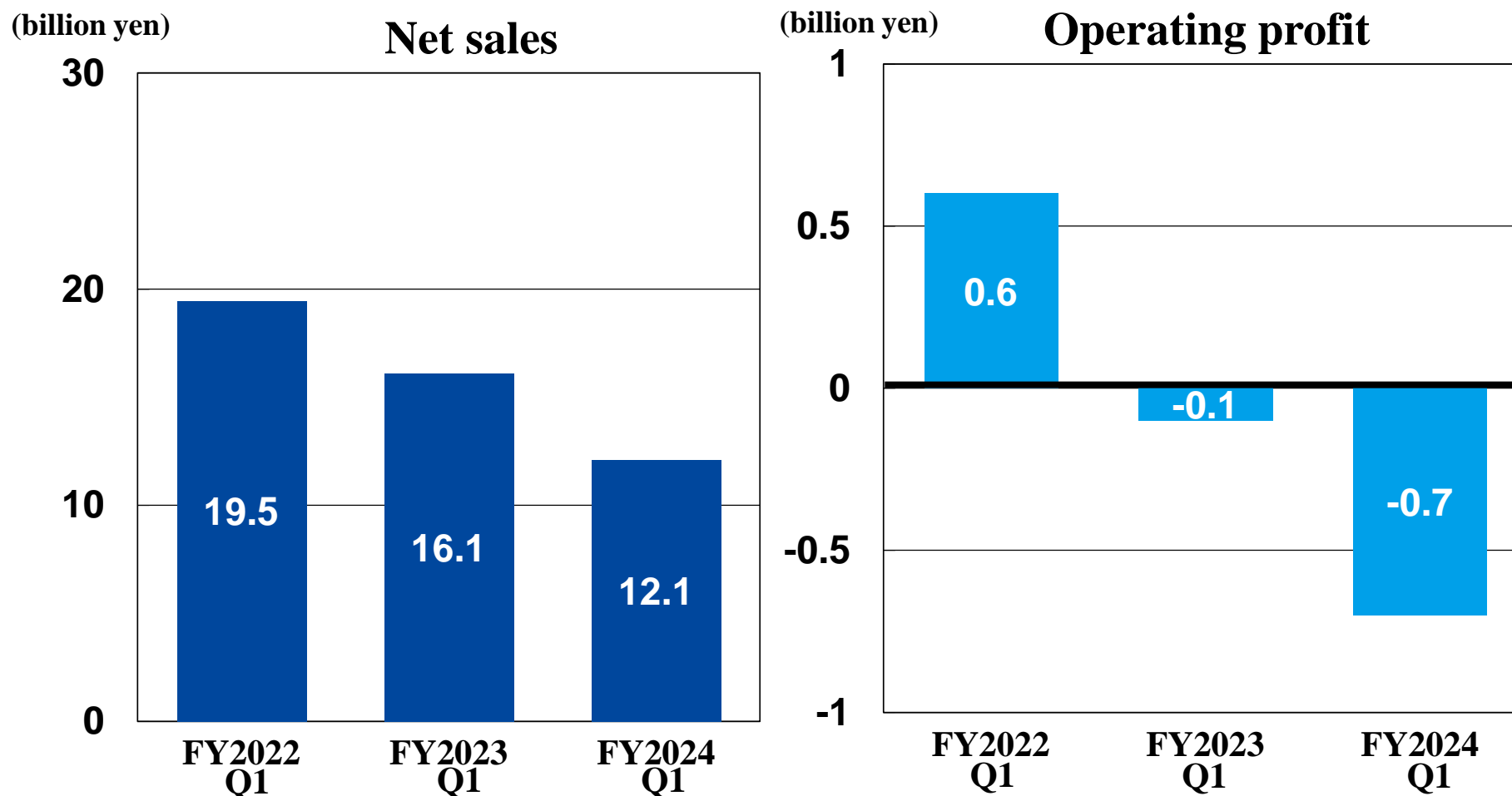
# Sales/Operating Profit by Region (Europe)

- Net sales increased by 9.7% mainly due to the impact of the weaker yen exchange rate.
- Operating loss was 0.06 billion yen.



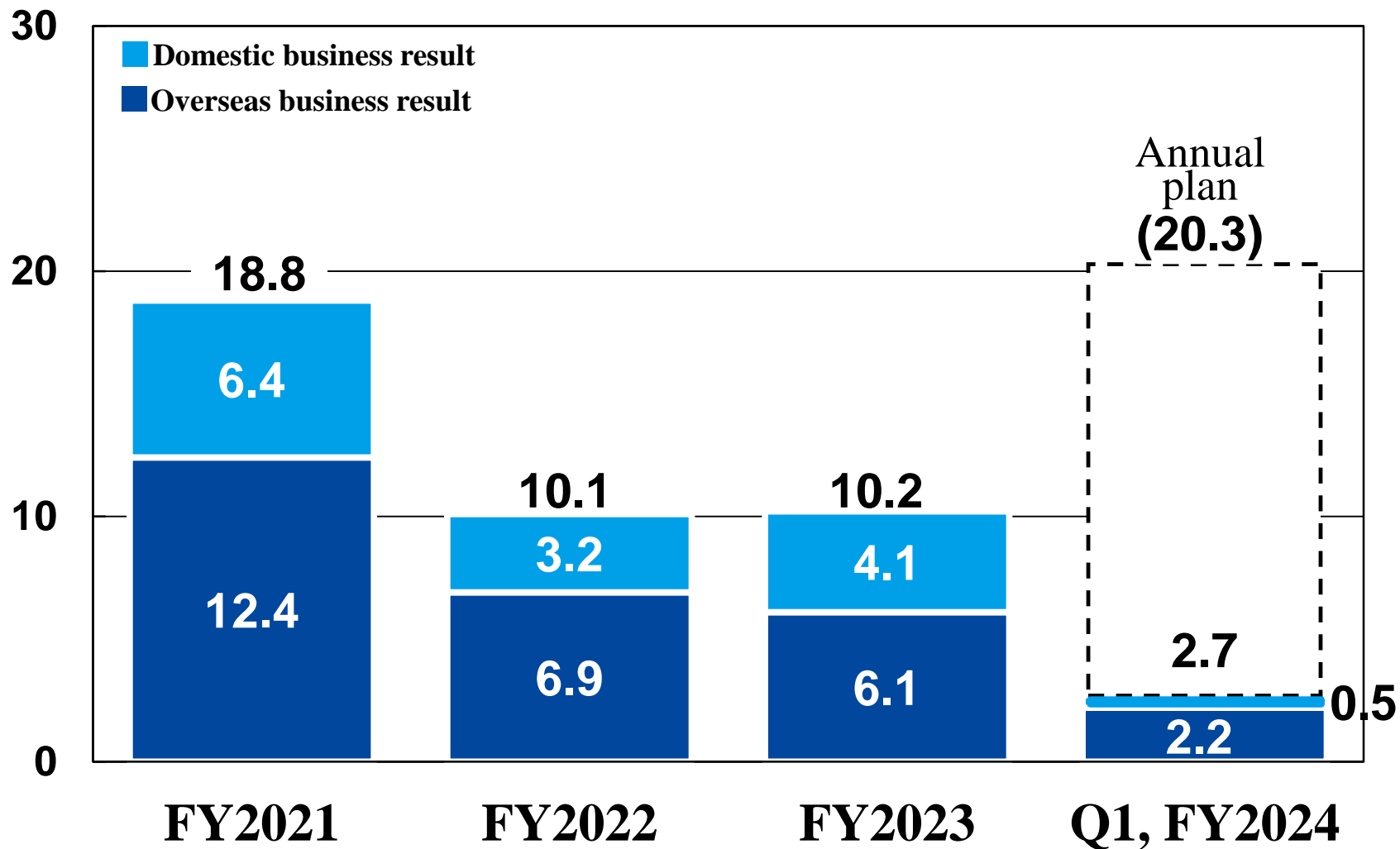
# Sales/Operating Profit by Region (Asia)

- Net sales decreased by 24.8% due to the customers' production cutbacks in spite of Forex impact.
- Operating loss was 0.7 billion yen as a result of the impact of volume fluctuation.



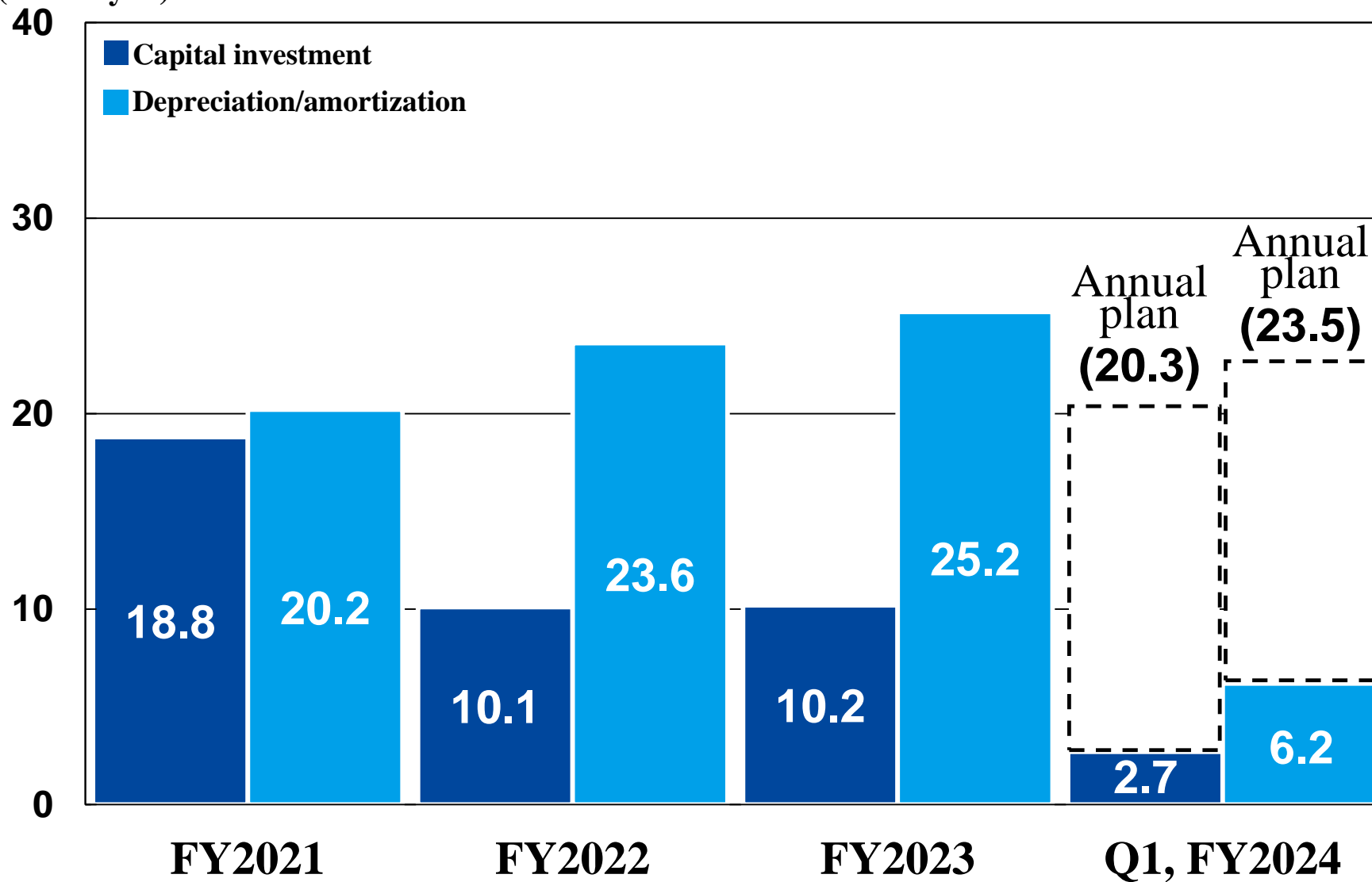
# Capital Investment

(billion yen)



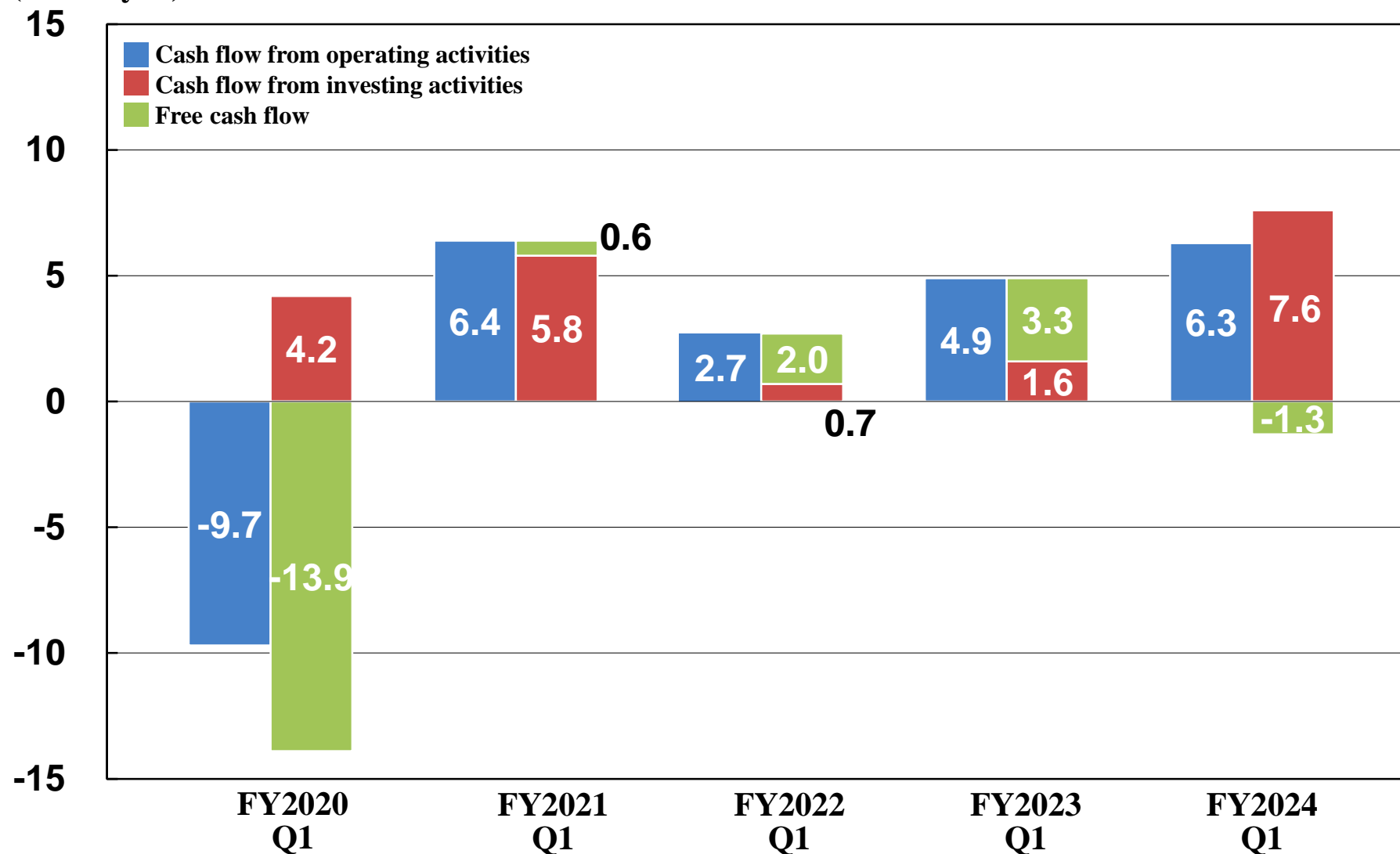
# Capital Investment & Depreciation/Amortization

(billion yen)



# Cash Flows

(billion yen)

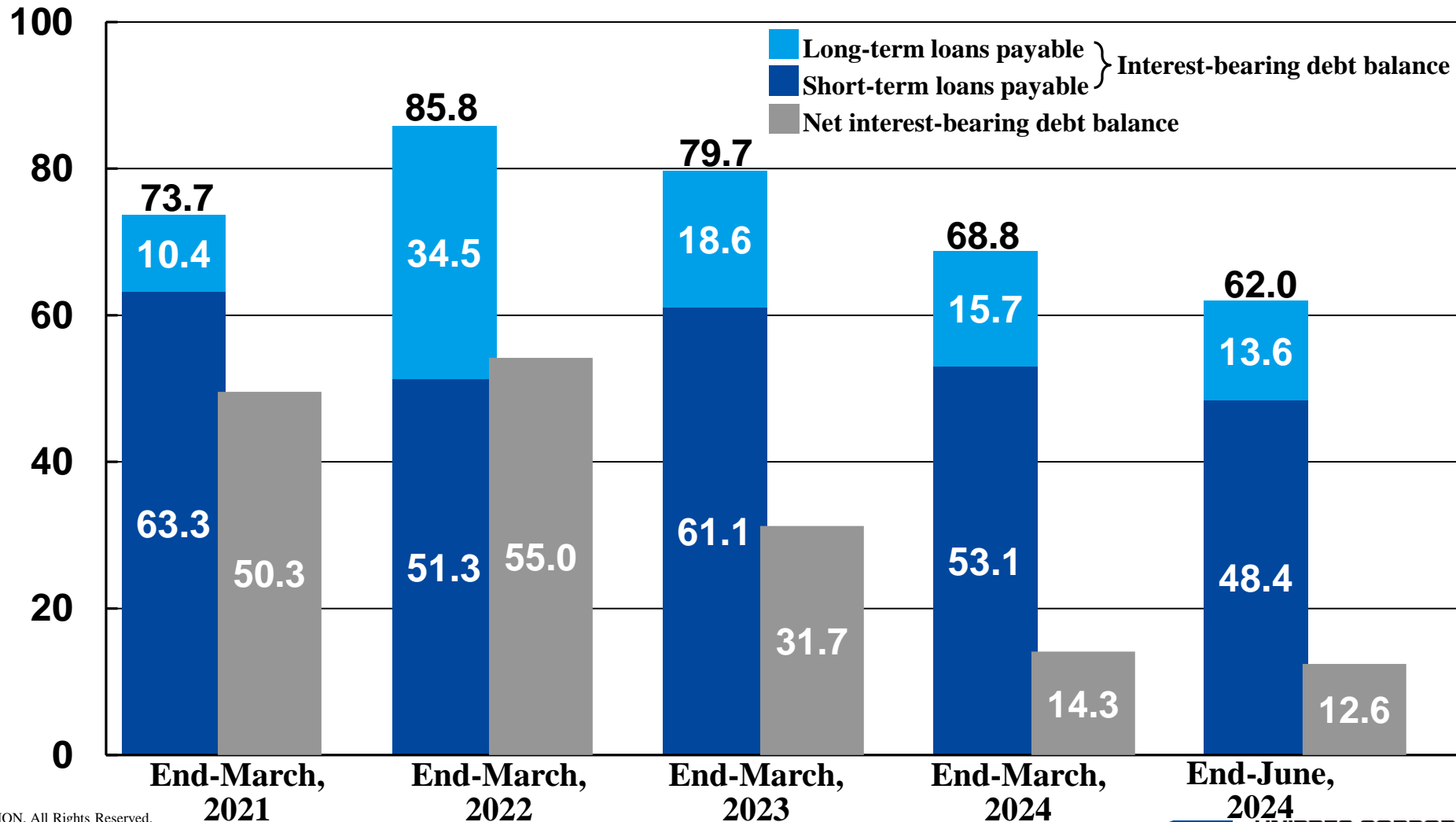




# Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts decreased by 6.8 billion yen compared with the end-March, 2024.
- Net interest-bearing debts including cash and deposits became 12.6 billion yen.

(billion yen)





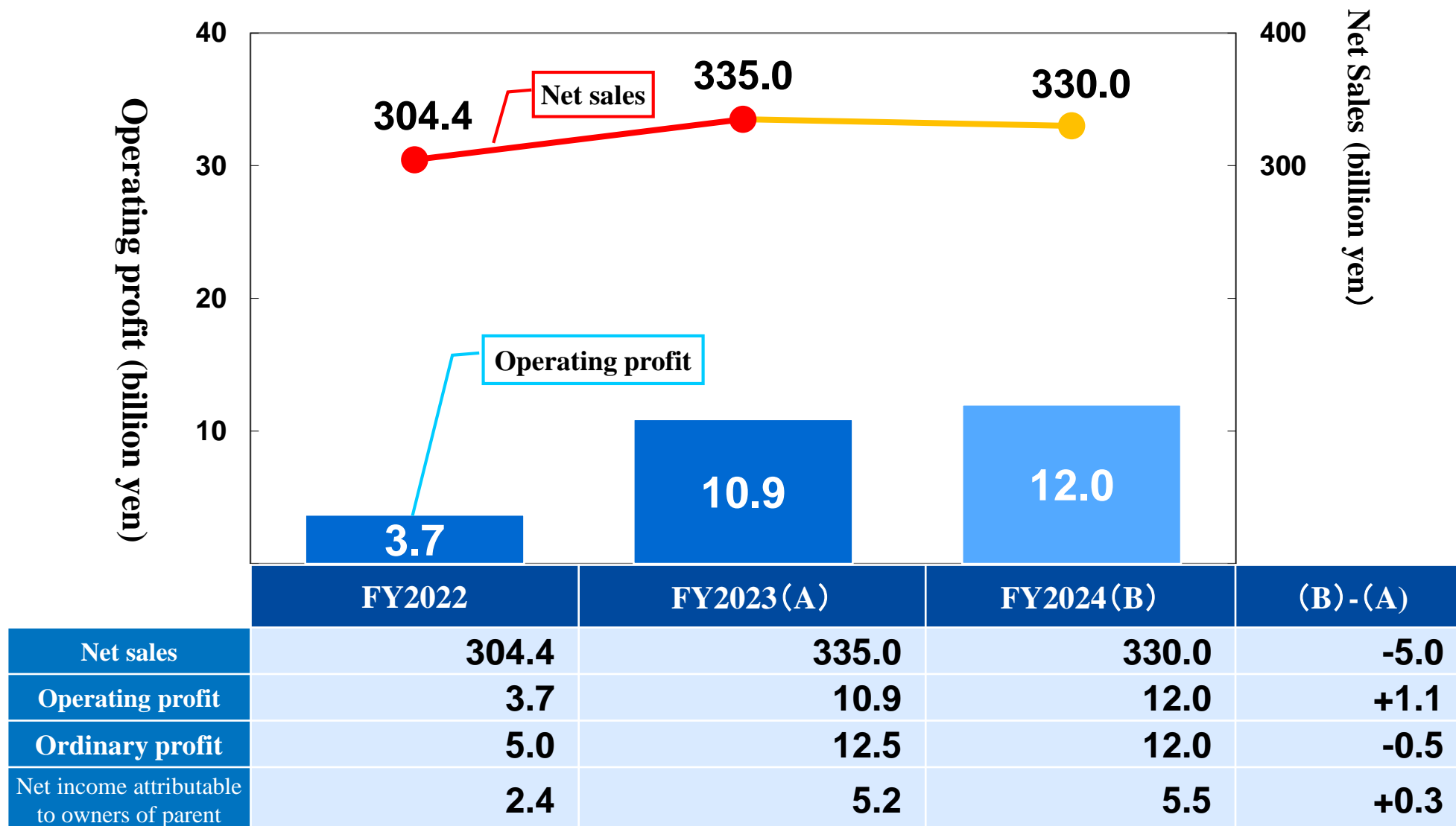
## Forecast of FY2024

# Forecast of Fiscal Year 2024

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- 1. Net sales is forecast to decrease as the impact of customers' production reduction.**
- 2. Operating profit is forecast to increase due to cost saving.**

# Consolidated Business Forecast for FY2024





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	Q1, FY2023		Q1, FY2024		(yen)
	Average for the period	term end	Average for the period	term end	Preconditions of FY2024 forecast
US \$	139.63	144.99	158.27	161.14	140.00
STG £	163.78	165.58	189.78	191.22	175.00
EURO	143.93	145.72	162.17	163.28	150.00
MEX \$	7.25	7.38	8.85	9.12	8.10
RMB	19.43	19.42	20.75	20.84	19.50
INR	1.70	1.77	1.90	1.93	1.70
THB	3.93	3.91	4.17	4.16	3.90
IDR	0.0088	0.0089	0.0095	0.0096	0.0092

# 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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