



Pressing Toward a Brighter Tomorrow

FY2024 3rd Quarter Financial Results

February 25, 2025

UNIPRES CORPORATION

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1. FY2024 Q3 Financial Results
2. Forecast of FY2024

FY2024 Q3 Financial Results

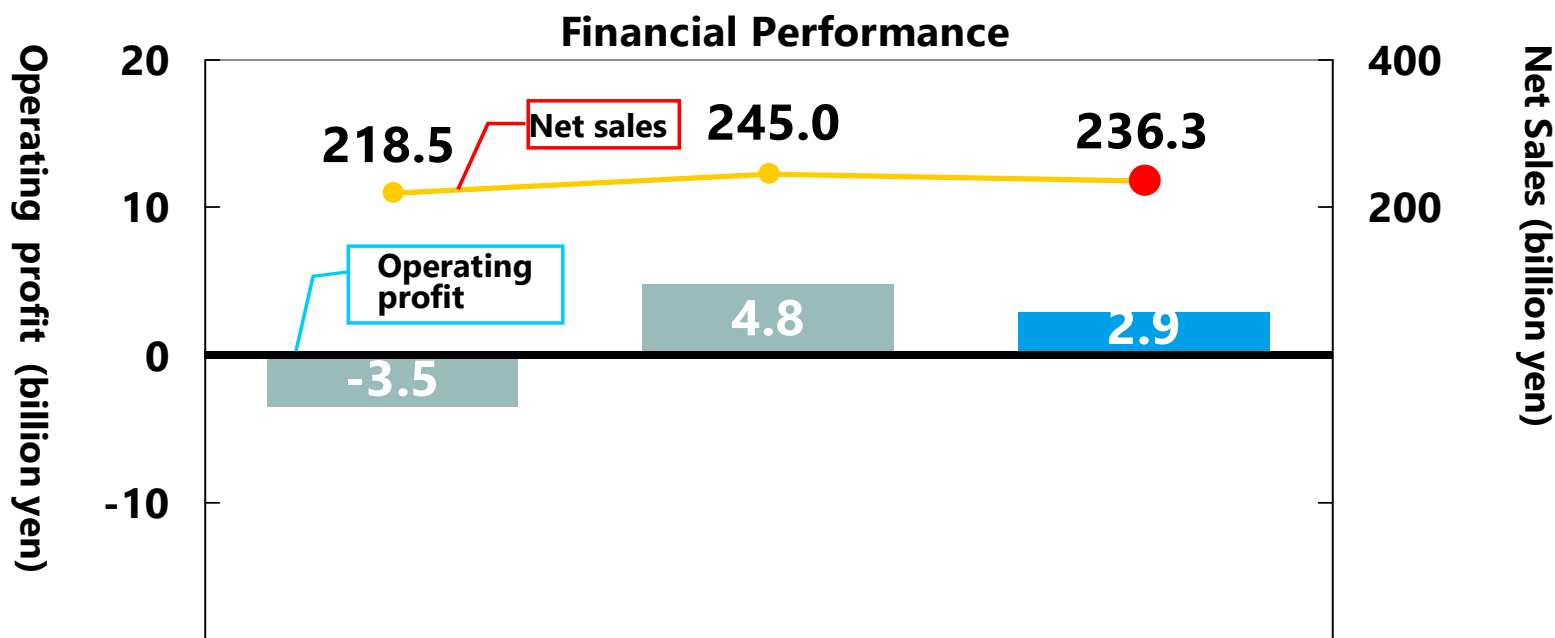
Key Highlights for Q3, FY2024 (consolidated-basis)

Net sales decreased to 236.3 billion yen due to the customers' production decrease in spite of the positive exchange rate.

Despite the efforts of cost saving, operating profit dropped to 2.9 billion yen because of the sales decrease.

Summary of Q3, FY2024

- Net sales decreased by 8.7 billion yen ($\Delta 3.6\%$) year-over-year.
- Operating profit decreased by 1.9 billion yen ($\Delta 39.6\%$) year-over-year.



	Q3, FY2022	Q3, FY2023 (A)	Q3, FY2024 (B)	(B) - (A)
Net sales	218.5	245.0	236.3	-8.7
Operating profit	-3.5	4.8	2.9	-1.9
Ordinary profit	-2.1	5.4	4.2	-1.2
Net income attributable to owners of parent	-2.0	2.4	0.1	-2.3

Consolidated Sales by Product Group

(billion yen)

	Q3, FY2023		Q3, FY2024		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	214.4	87.5%	206.5	87.4%	-7.9	-0.1%
Precision products	26.4	10.8%	25.4	10.7%	-1.0	-0.1%
Plastic products	2.9	1.2%	3.1	1.3%	+0.2	+0.1%
Other	1.3	0.5%	1.3	0.6%	0.0	+0.1%
Total	245.0	100%	236.3	100%	-8.7	—

Consolidated Sales by Customer (Nissan Motor-related products)

- Although the sales of Nissan Mexicana increased, the composition ratio declined by 1.9% due to the decrease in sales of Dongfeng Motor Company Limited and Nissan Motor(Japan).

(billion yen)

	Q3, FY2023		Q3, FY2024		Variance
	Sales	%	Sales	%	
Nissan Motor-related products Sub-total	188.4	76.9%	177.3	75.0%	-1.9%
Nissan Motor (Japan)	42.4	17.3%	38.0	16.1%	-1.2%
Nissan Mexicana	31.1	12.7%	34.8	14.7%	+2.0%
Nissan North America	34.2	14.0%	31.5	13.3%	-0.7%
Nissan Europe	22.1	9.0%	21.6	9.1%	+0.1%
Dongfeng Motor Company Limited.	26.7	10.9%	20.2	8.5%	-2.4%
JATCO (Incl. overseas operations)	14.7	6.0%	14.0	5.9%	-0.1%
NISSAN SHATAI	8.9	3.6%	8.9	3.8%	+0.2%
Marelli Corporation. (Incl. overseas operations)	4.1	1.7%	3.5	1.5%	-0.2%
Renault Nissan India / Nissan Motor India	1.7	0.7%	2.9	1.2%	+0.5%
Nissan Thailand	2.5	1.0%	1.8	0.8%	-0.2%
Zhengzhou Nissan	0.03	0.01%	0.1	0.03%	+0.02%

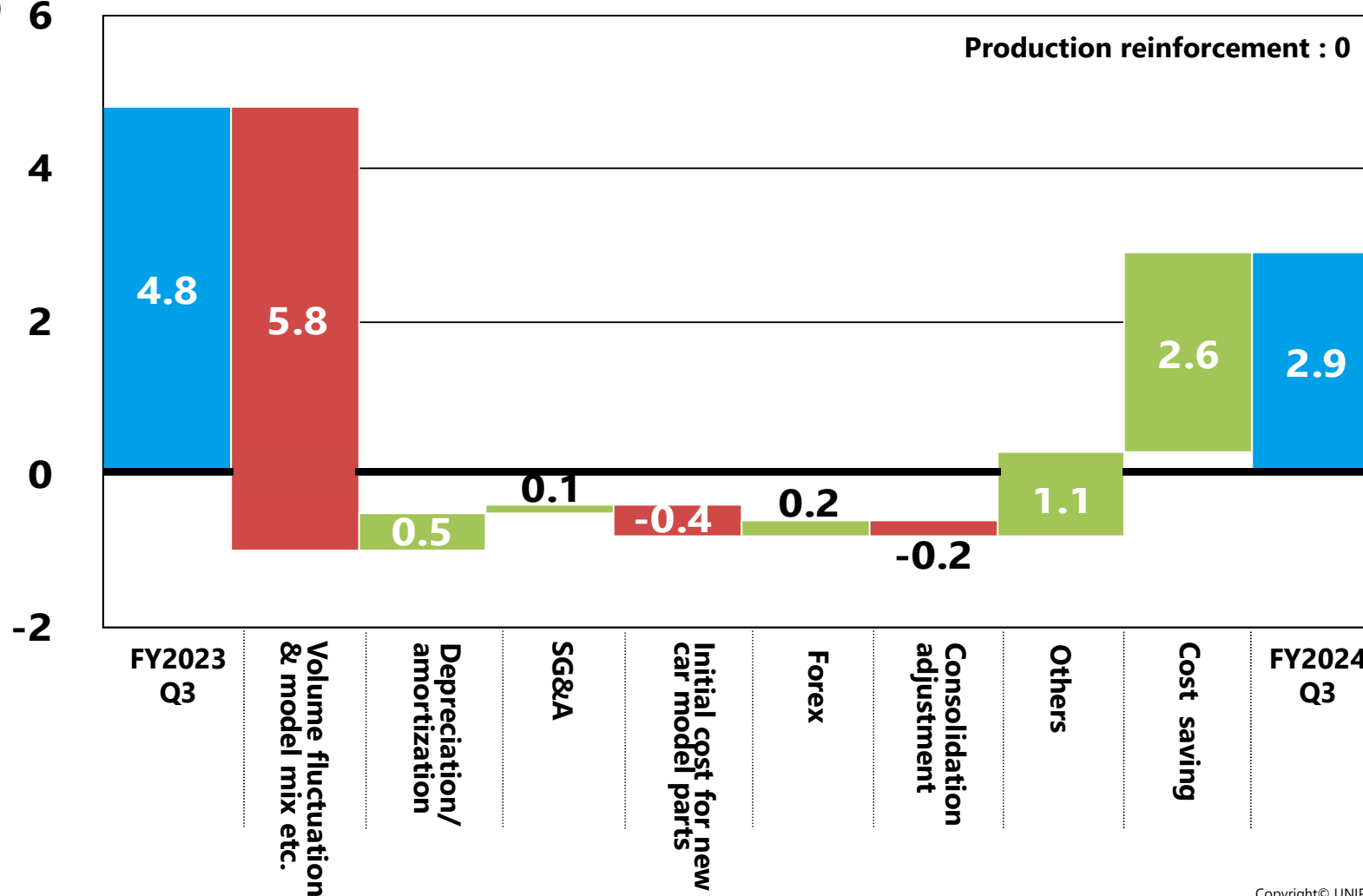
Consolidated Sales by Customer (Other Customers)

- The composition ratio rose by 1.9% mainly due to the increase of Renault, Honda of America Mfg., Inc. and Honda De Mexico, S.A. De C.V..

		Q3, FY2023		Q3, FY2024		Variance (billion yen)
		Sales	%	Sales	%	
Other customers	Sub-total	56.6	23.1%	59.0	25.0%	+1.9%
Honda	Honda of America Mfg., Inc.	8.3	3.4%	10.1	4.3%	+0.9%
	Honda De Mexico, S.A. De C.V.	2.2	0.9%	3.1	1.3%	+0.4%
	Honda Motor Co., Ltd. (Japan)	2.2	0.9%	2.4	1.0%	+0.1%
	P.T. Honda Prospect Motor	1.1	0.5%	0.8	0.4%	-0.1%
MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)		11.0	4.5%	10.6	4.5%	0.0%
Renault	Renault	3.9	1.6%	6.9	2.9%	+1.3%
	Renault Nissan India	0.8	0.3%	1.0	0.4%	+0.1%
Stellantis N.V.		5.0	2.0%	3.9	1.7%	-0.3%
AISIN CORPORATION (Incl. overseas operations)		3.2	1.3%	3.5	1.5%	+0.2%
Mazda	Mazda Motor Corporation	2.1	0.9%	1.8	0.8%	-0.1%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	1.1	0.5%	1.0	0.4%	-0.1%
JATCO (Excl. Nissan Motor) (Incl. overseas operations)		2.3	0.9%	1.7	0.7%	-0.2%
Dynax Corporation (Incl. overseas operations)		1.3	0.5%	1.0	0.4%	-0.1%
SUBARU CORPORATION		1.0	0.4%	1.0	0.4%	0.0%
Musashi Seimitsu Industry Co., Ltd. (Incl. overseas operations)		0.4	0.2%	0.8	0.3%	+0.1%
TOYODA IRON WORKS CO., LTD. (Incl. overseas operations)		0.9	0.4%	0.3	0.1%	-0.3%
SUZUKI MOTOR CORPORATION. (Incl. overseas operations)		0.4	0.2%	0.3	0.1%	-0.1%
Hino Motors, Ltd. (Incl. overseas operations)		0.3	0.1%	0.2	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%
NSK-Warner K.K.		0.3	0.1%	0.1	0.03%	-0.07%
BYD Company Limited		—	—	0.1	0.03%	—%
NIO Inc.		—	—	0.02	0.01%	—%

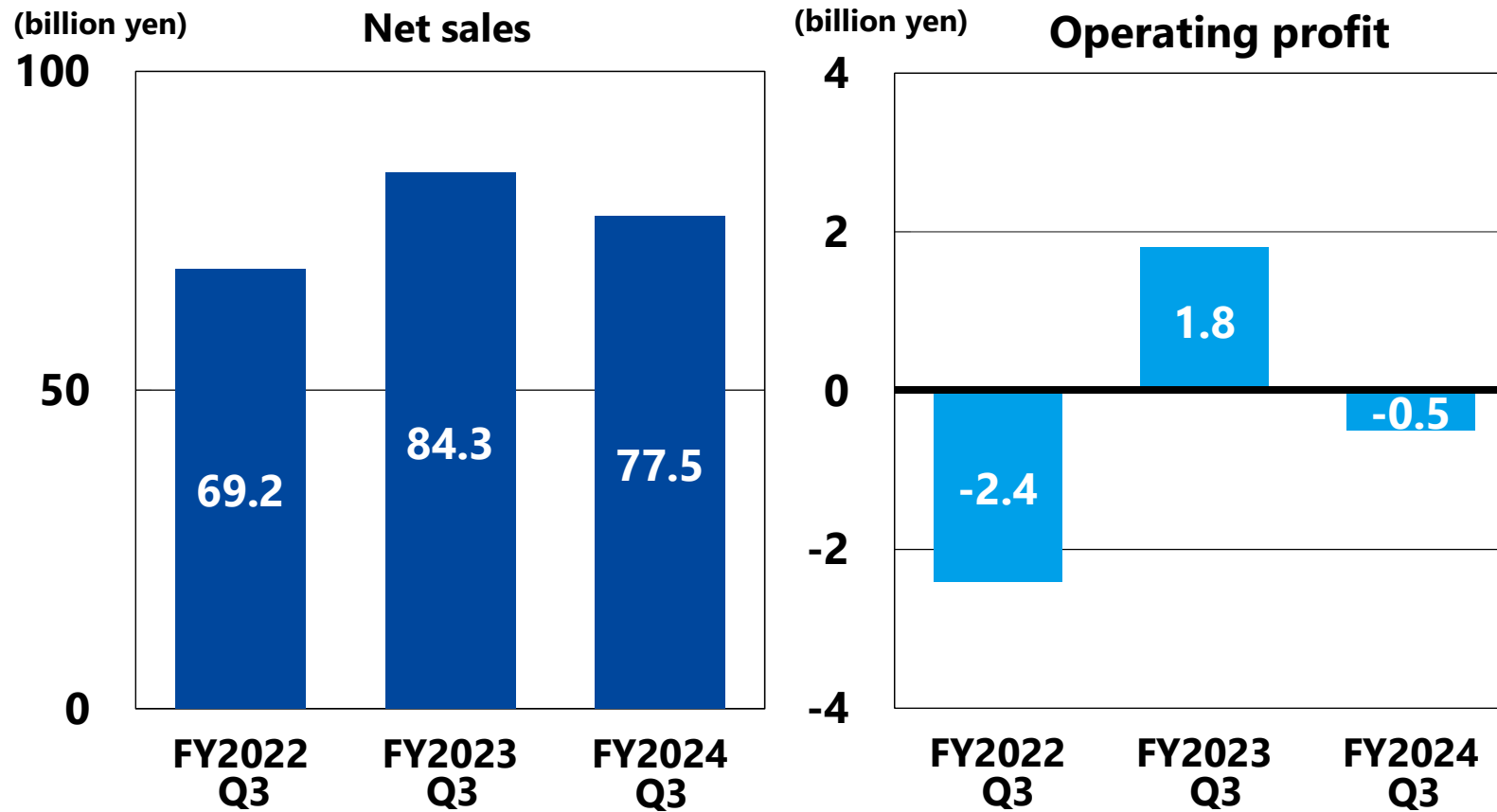
Operating Profit Variance Analysis

(billion yen)



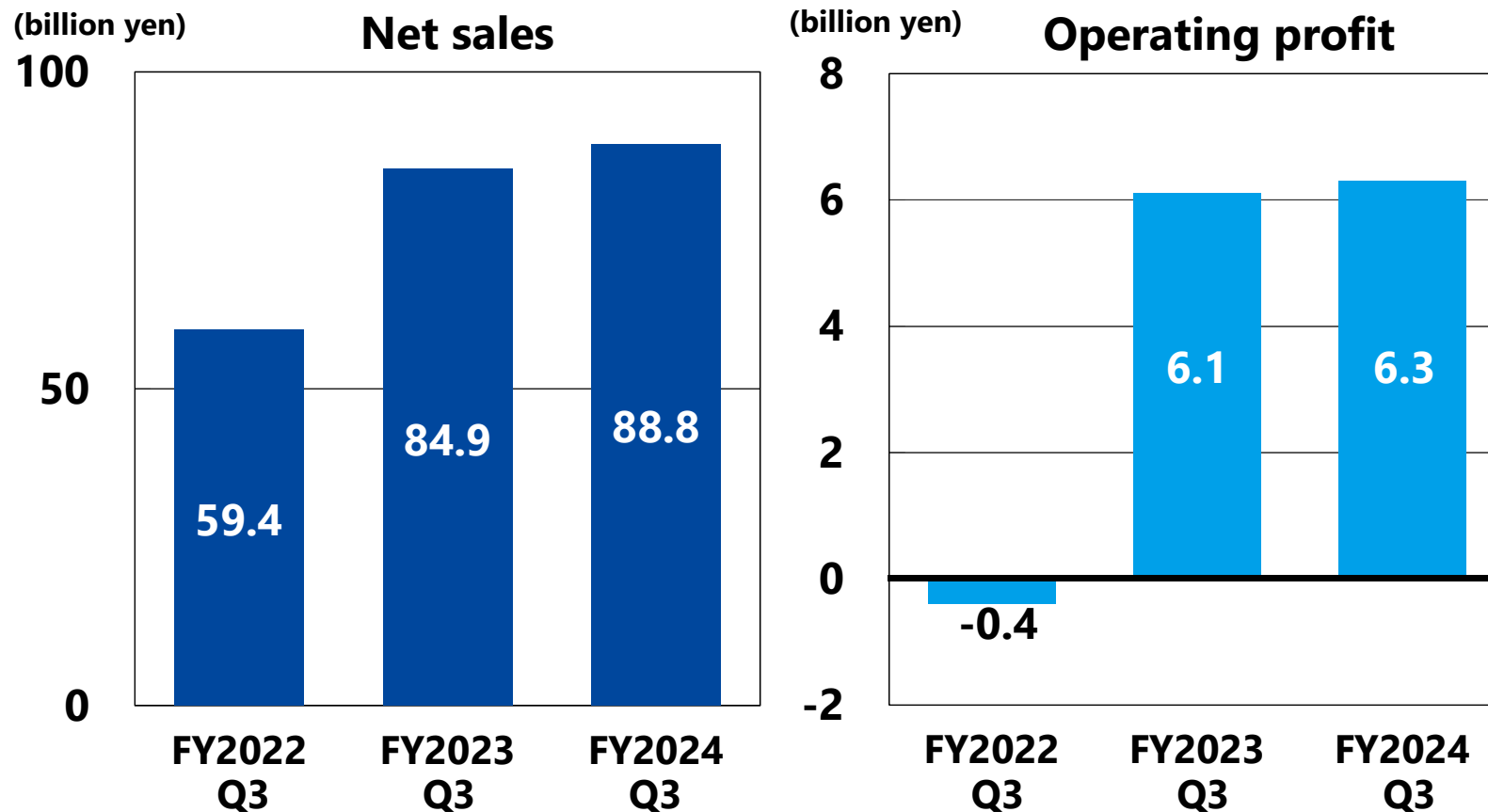
Sales/Operating Profit by Region (Japan)

- Net sales decreased by 8.1% mainly due to the impact of customers' production decrease.
- Operating loss was 0.5 billion yen because of the sales decrease.



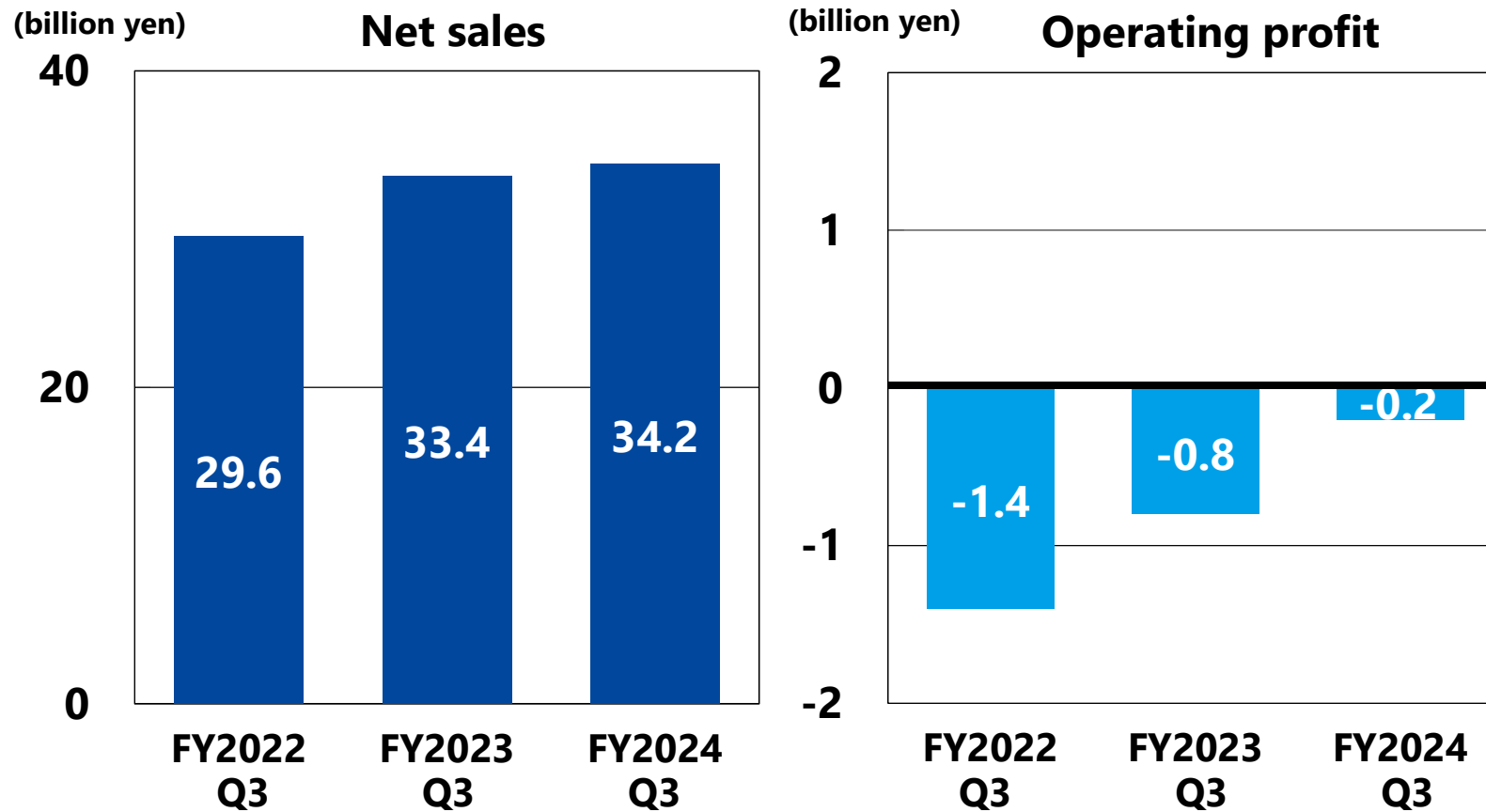
Sales/Operating Profit by Region (The Americas)

- Net sales increased by 4.6% due to the weaker yen exchange rate in spite of the impact of customers' production decrease.
- Operating profit increased by 3.3% due to the efforts of cost saving.



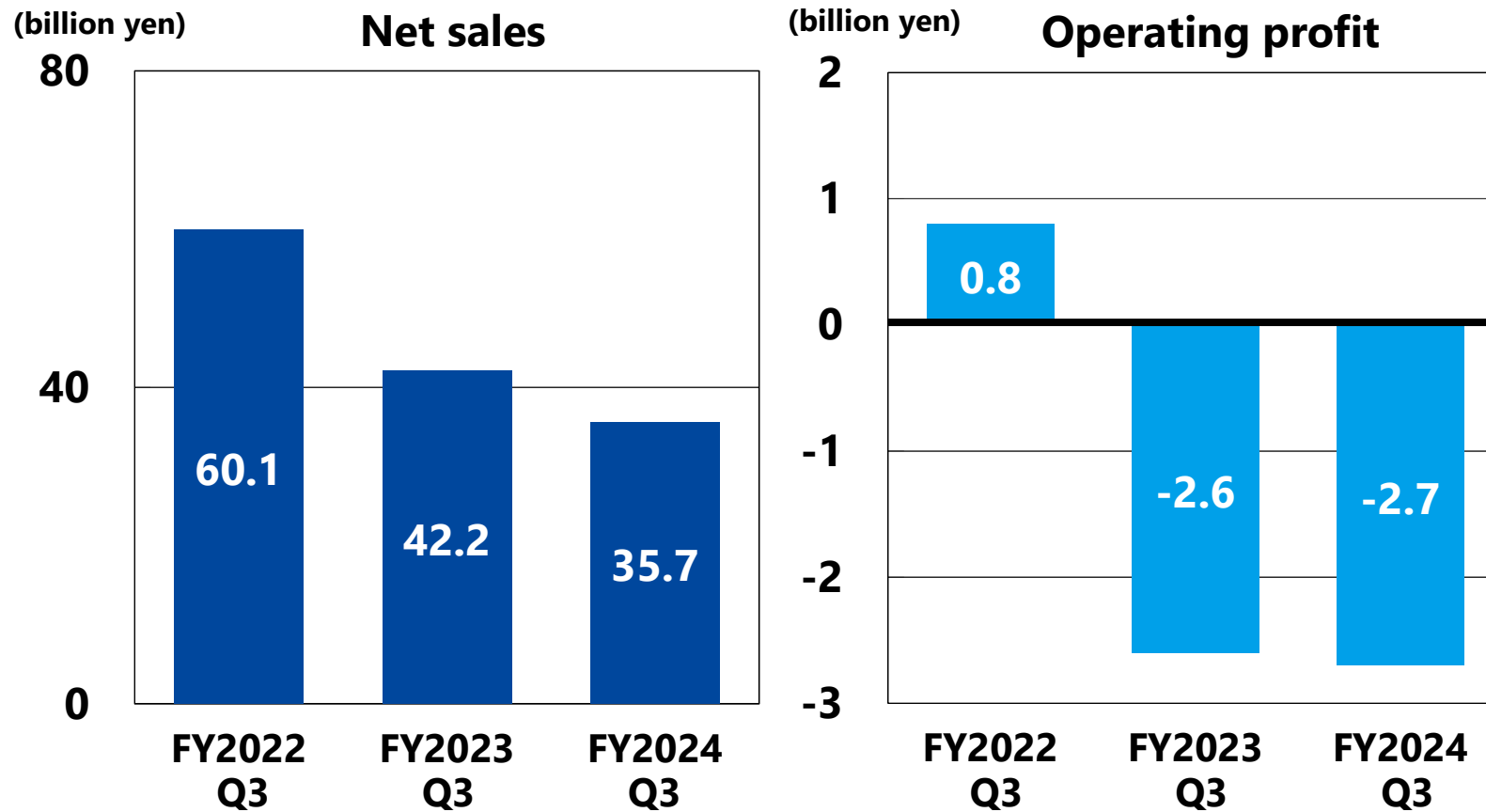
Sales/Operating profit by Region (Europe)

- Net sales increased by 2.4% due to the weaker yen exchange rate in spite of the impact of customers' production decrease.
- 0.6 billion yen improvement in operating profit was achieved through the efforts of cost saving.



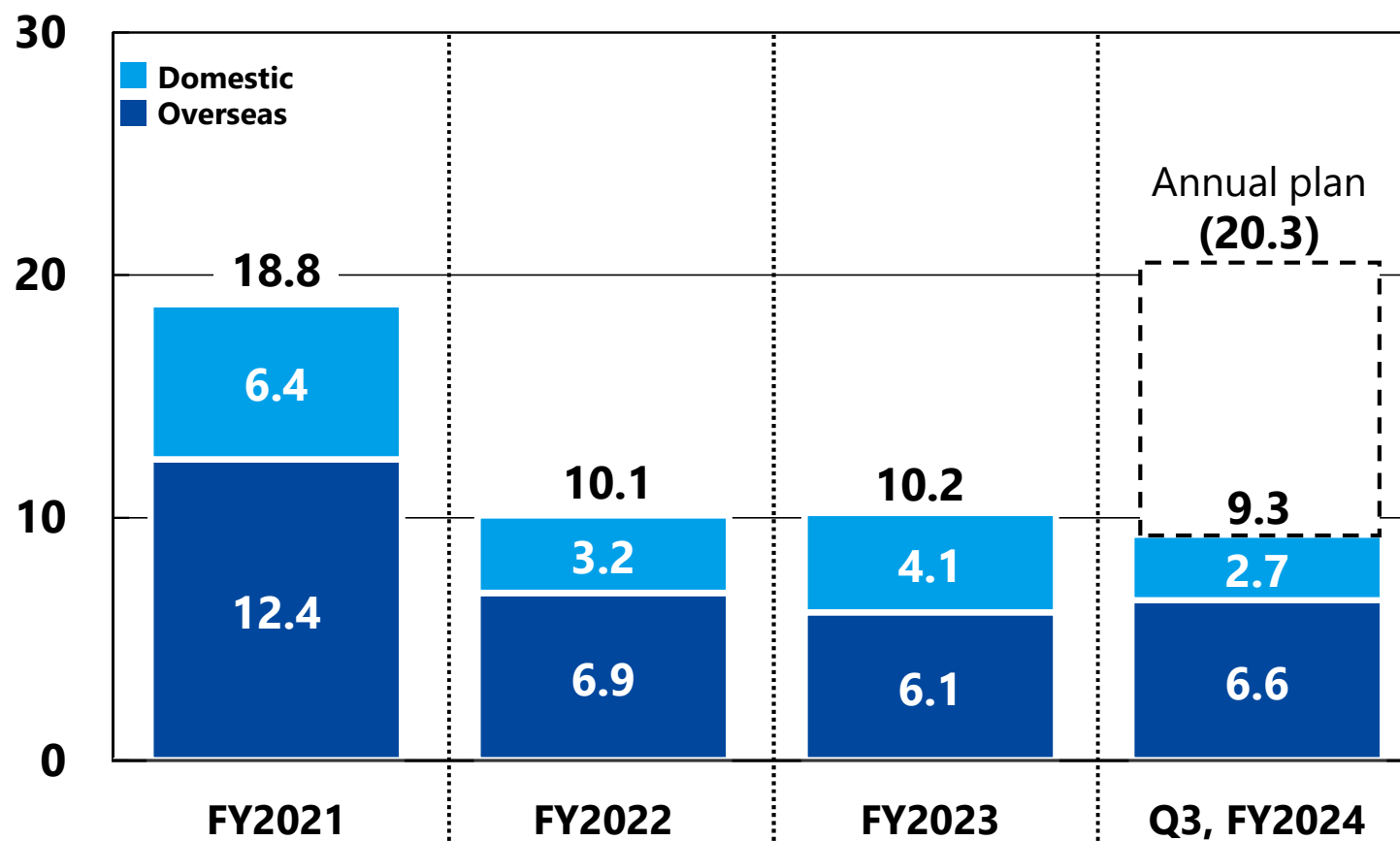
Sales/Operating Profit by Region (Asia)

- Net sales decreased by 15.4% due to the customers' production decrease in spite of Forex impact.
- Operating loss was 2.7 billion yen as a result of the impact of volume fluctuation.



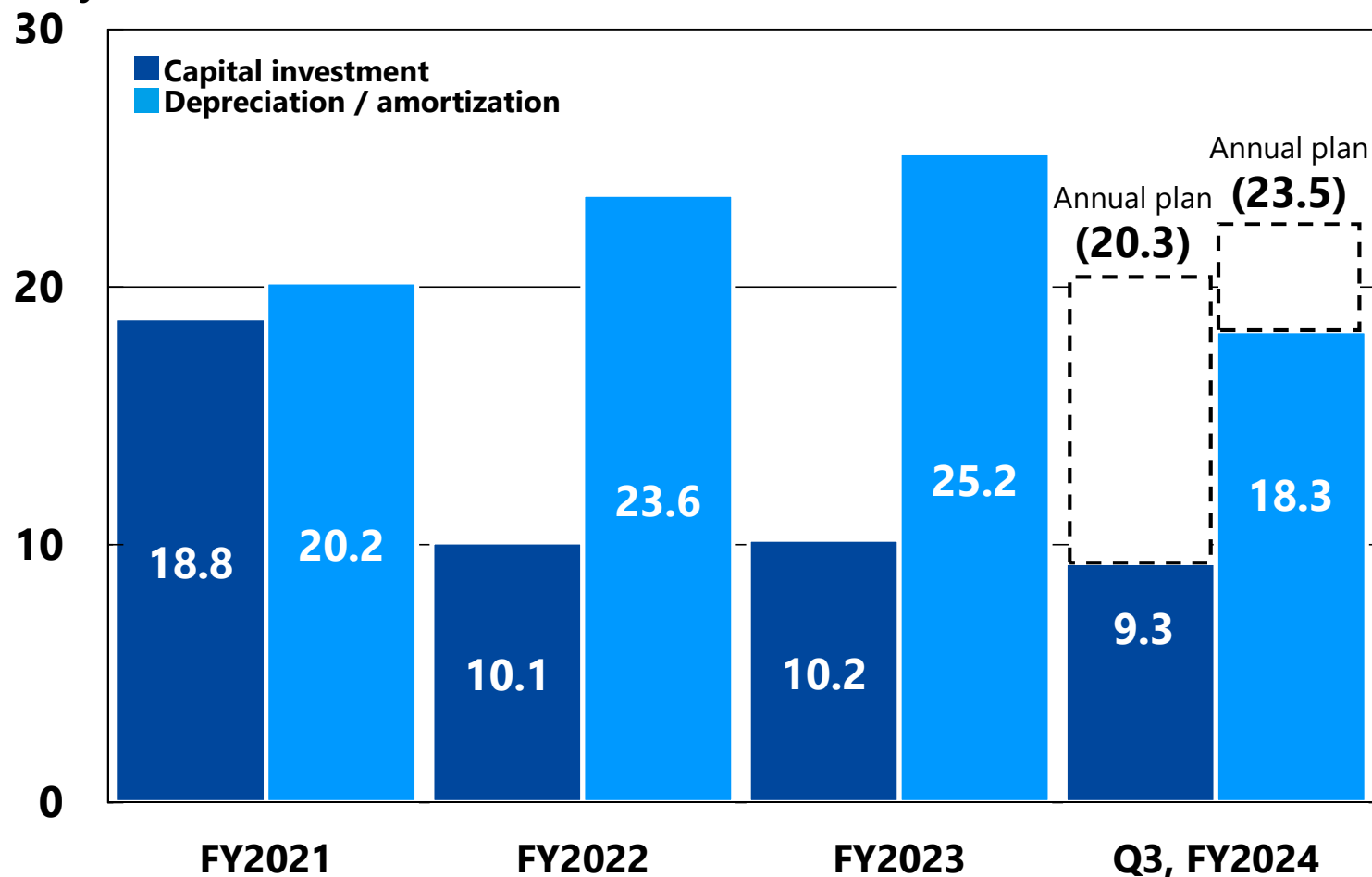
Capital Investment

(billion yen)



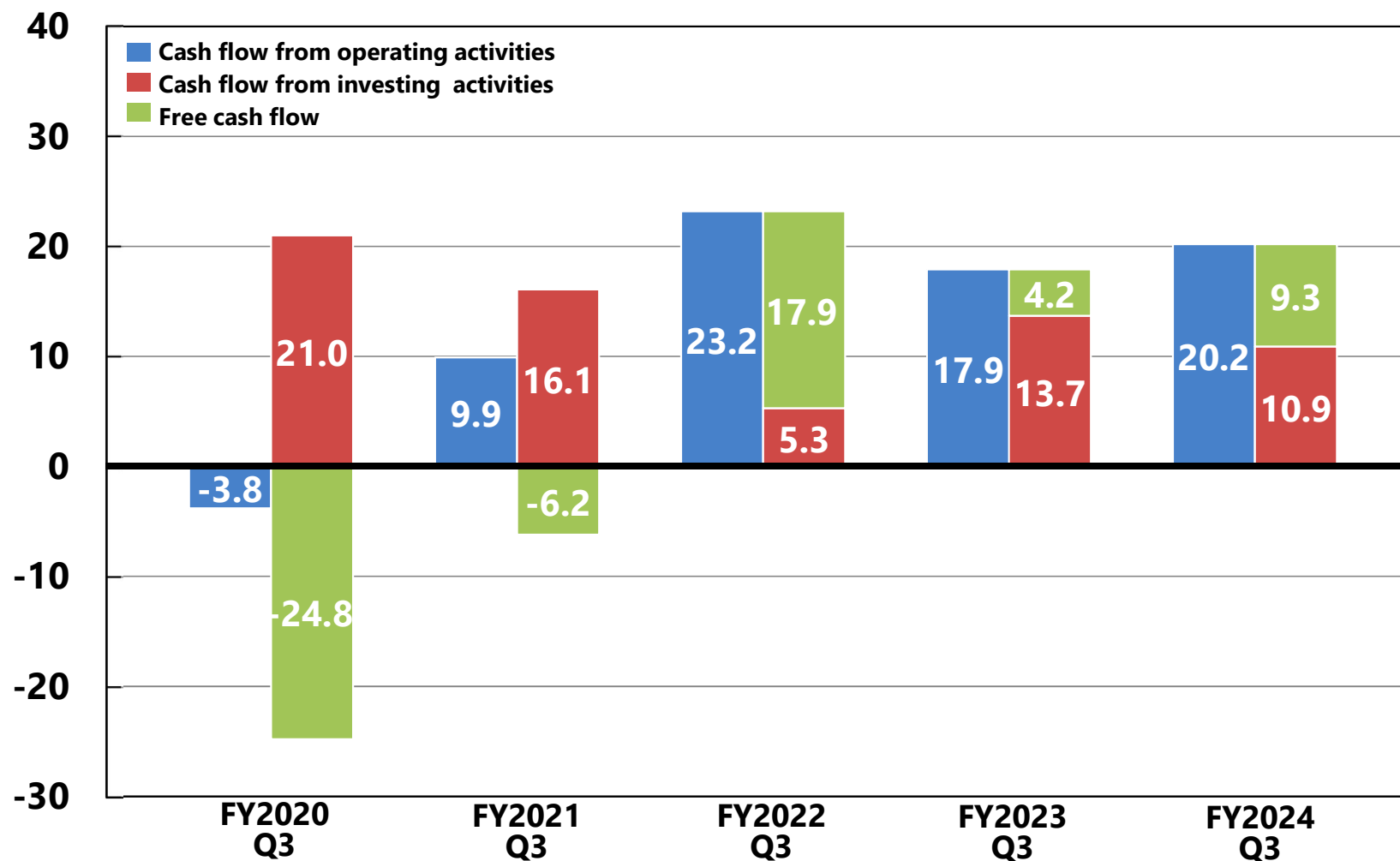
Capital Investment & Depreciation/Amortization

(billion yen)



Cash Flows

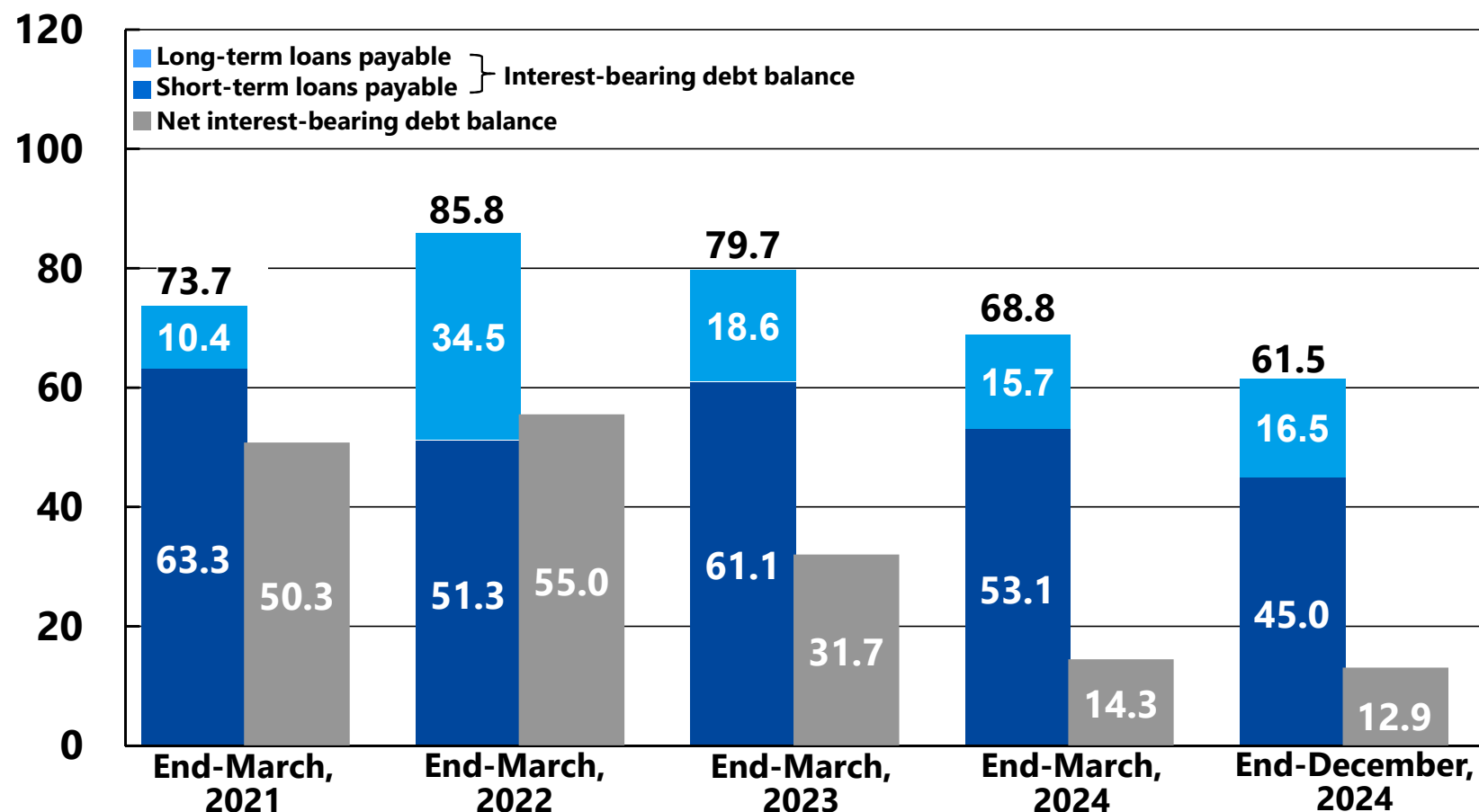
(billion yen)



Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts decreased by 7.3 billion yen compared with the end-March, 2024.
- Net interest-bearing debts including cash and deposits was 12.9 billion yen.

(billion yen)



Forecast of FY2024

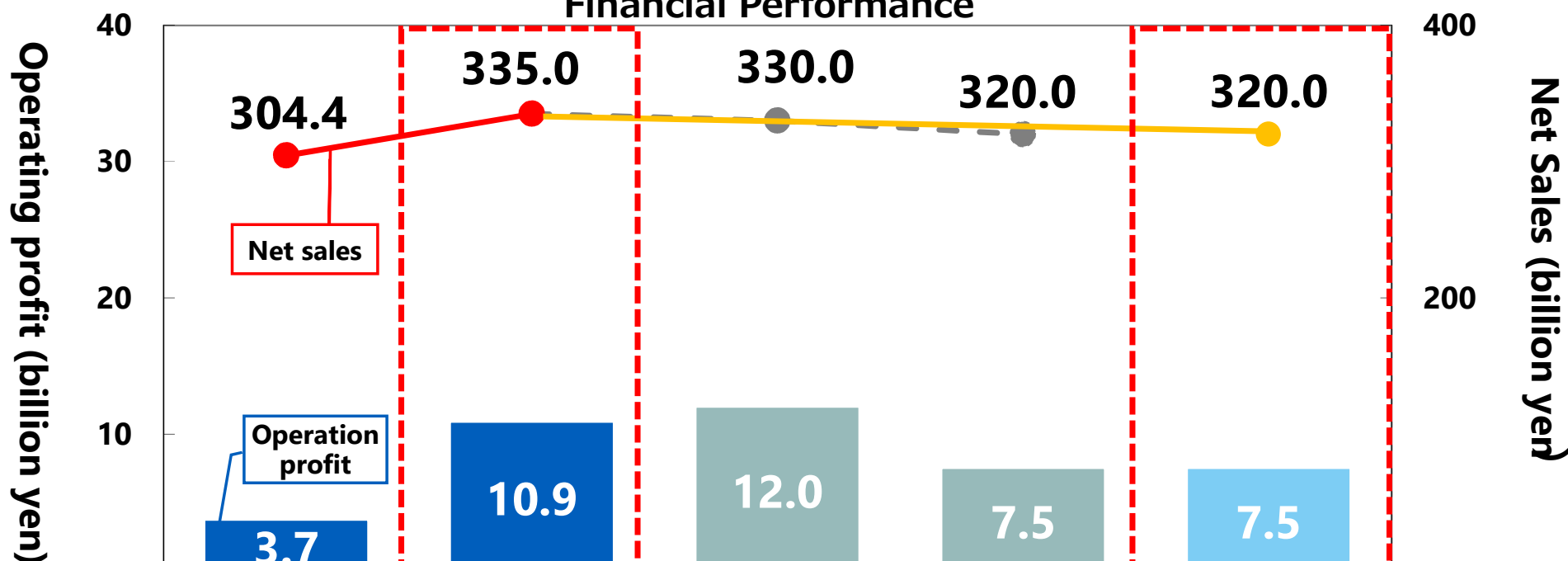
In our last announcement on November 7, 2024, the forecasts of sales and operating profit were revised downward.

Nevertheless, as we do not anticipate a notable rebound in our clients' production in the next fiscal year and thereafter, we are planning a reorganization of our business.

There exists a risk of extraordinary losses at our subsidiary in China and several of our US subsidiaries. the net income attributable to owners of parent is projected to be considerably less than the previous forecasts.

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

Financial Performance



	FY2022	FY2023 (A)	FY2024 The original plan	FY2024 The revised plan released on 11/7	FY2024 The revised plan released on 2/13 (B)	(B) - (A)
Net sales	304.4	335.0	330.0	320.0	320.0	-15.0
Operating profit	3.7	10.9	12.0	7.5	7.5	-3.4
Ordinary profit	5.0	12.5	12.0	8.0	8.0	-4.5
Net income attributable to owners of parent	2.4	5.2	5.5	1.0	-20.0	-25.2



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(yen)

	Q3, FY2023		Q3, FY2024		Preconditions of FY2024 forecast	
	Average for the period	term end	Average for the period	term end	At first	Full year
US \$	143.79	141.82	153.07	158.17	140.00	154.34
STG £	173.92	182.55	194.13	191.08	175.00	194.72
EURO	151.16	157.97	164.63	159.53	150.00	164.38
MEX \$	7.92	8.52	8.48	7.25	8.10	8.26
RMB	19.72	20.46	21.06	20.47	19.50	21.13
INR	1.74	1.71	1.82	1.85	1.70	1.83
THB	4.02	4.09	4.26	4.41	3.90	4.32
IDR	0.0092	0.0096	0.0095	0.0094	0.0092	0.0096

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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