



# **UNIPRES CORPORATION**

## **Financial Results of FY2017**



**UNIPRES CORPORATION**



**Full-year Results for Fiscal Year 2017**

**Forecast of Fiscal Year 2018**



# Full-year Results for FY2017



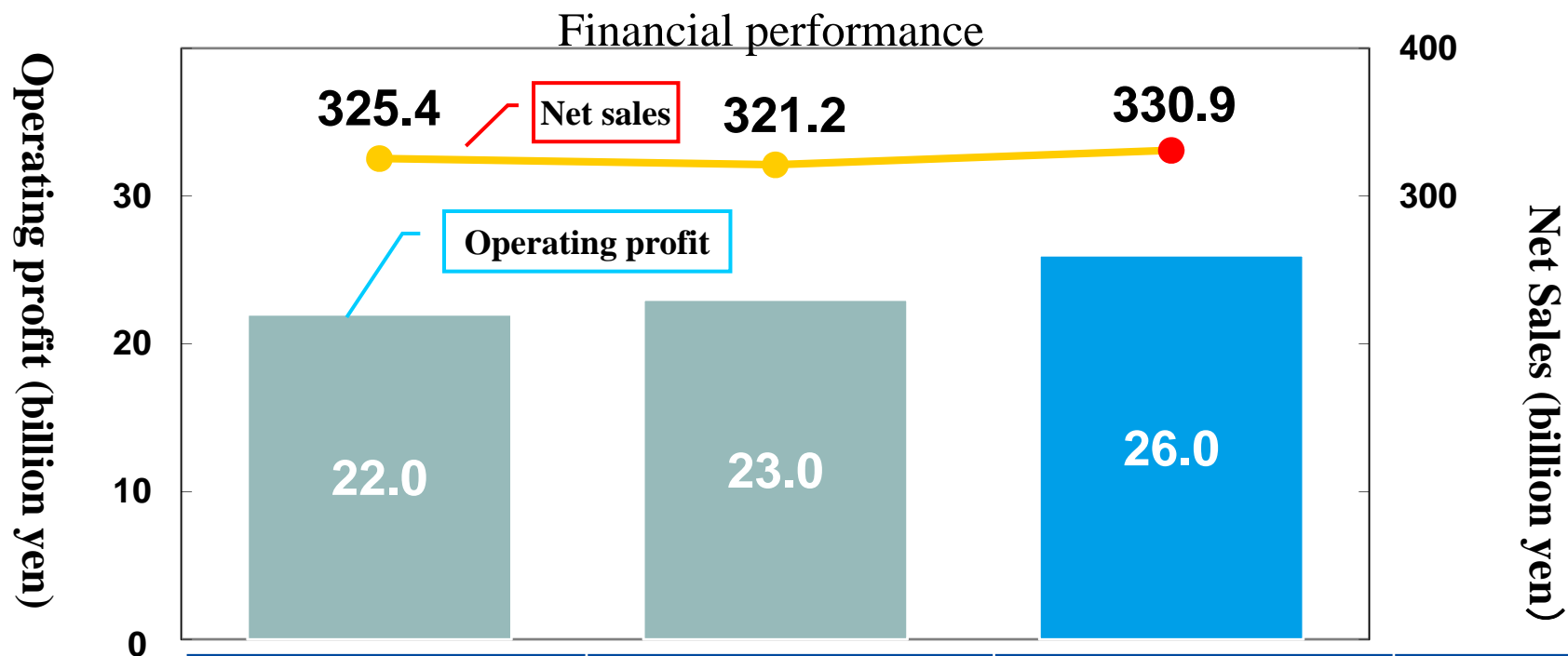
## **Fiscal Year 2017 Financial Highlights**

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**1. Net sales marked record high due to strong performance in Asia segment.**

**2. Operating profit marked record high due to UPS activity-based cost reduction efforts.**

# Consolidated Financial Results for FY2017



	FY2015	FY2016(A)	FY2017(B)	(B)-(A)
Net sales	325.4	321.2	330.9	+9.7
Operating profit	22.0	23.0	26.0	+3.0
Ordinary profit	18.2	23.0	26.4	+3.4
Net income attributable to owners of parent	9.8	14.4	15.9	+1.5

※ Net sales increased by 9.7 billion yen, driven by strong performance in Asia segment.

※ Accumulation of cost reduction items resulted in the increase of operating profit by 3.0 billion yen.

# Consolidated Sales by Product Group

(billion yen)

	FY2016		FY2017		Year-on-year change (sales)	Year-on-year change (ratio)
	Net sales	Ratio	Net sales	Ratio		
<b>Car body press products</b>	<b>273.4</b>	<b>85.1%</b>	<b>278.0</b>	<b>84.0%</b>	<b>+4.6</b>	<b>-1.1%</b>
<b>Transmission products</b>	<b>40.9</b>	<b>12.7%</b>	<b>46.6</b>	<b>14.1%</b>	<b>+5.7</b>	<b>+1.4%</b>
<b>Plastic products</b>	<b>4.2</b>	<b>1.3%</b>	<b>4.1</b>	<b>1.2%</b>	<b>-0.1</b>	<b>-0.1%</b>
<b>Other</b>	<b>2.7</b>	<b>0.9%</b>	<b>2.2</b>	<b>0.7%</b>	<b>-0.5</b>	<b>-0.2%</b>
<b>Total</b>	<b>321.2</b>	<b>100%</b>	<b>330.9</b>	<b>100%</b>	<b>+9.7</b>	<b>—</b>

※ No significant change in by product sales ratio.



# Consolidated Sales by Customer

(billion yen)

	FY2016		FY2017		Year-on-year change
	Net sales	Ratio	Net sales	Ratio	
<b>Nissan Motor-related products</b>					
<b>Sub-total</b>	<b>268.6</b>	<b>83.6%</b>	<b>277.2</b>	<b>83.8%</b>	<b>+0.2%</b>
Dongfeng Motor Company Limited	46.4	14.4%	54.9	16.6%	+2.2%
Nissan Motor	50.2	15.6%	49.6	15.0%	-0.6%
Nissan North America	44.9	14.0%	42.0	12.7%	-1.3%
JATCO (includ. overseas companies)	35.4	11.0%	39.3	11.9%	+0.9%
Nissan Mexicana	34.9	10.9%	36.1	10.9%	0.0%
Nissan Europe	24.0	7.5%	24.9	7.5%	0.0%
NISSAN SHATAI	13.4	4.2%	13.3	4.0%	-0.2%
Calsonic Kansei (includ. overseas companies )	11.4	3.5%	10.7	3.2%	-0.3%
Renault Nissan India	3.5	1.1%	2.9	0.9%	-0.2%
Nissan Thailand	2.7	0.8%	2.6	0.8%	0.0%
Zhengzhou Nissan	0.9	0.3%	0.7	0.2%	-0.1%
Nissan Indonesia	0.9	0.3%	0.2	0.1%	-0.2%

※ Ratio of Dongfeng Motor Company Ltd., rose by 2.2% as China's production volume increased.



# Consolidated Sales by Customer

(billion yen)

		FY2016		FY2017		Year-on-year change
		Net sales	Ratio	Net sales	Ratio	
<b>Other customers</b>		<b>52.6</b>	<b>16.4%</b>	<b>53.7</b>	<b>16.2%</b>	<b>-0.2%</b>
<b>Sub-total</b>						
inside) Honda	Honda of America Mfg., Inc.	9.0	2.8%	6.6	2.0%	-0.8%
	Honda of The U.K. Manufacturing Ltd.	4.5	1.4%	4.8	1.4%	0.0%
	Honda Motor Co., Ltd.	4.1	1.3%	3.7	1.1%	-0.2%
	Honda De Mexico, S.A. De C.V.	2.8	0.9%	3.6	1.1%	+0.2%
	P.T. Honda Prospect Motor	2.1	0.6%	2.5	0.7%	+0.1%
Renault	Renault S.A.S.	4.8	1.5%	5.6	1.7%	+0.2%
	Dongfeng Renault Automotive Co., Ltd	2.4	0.7%	3.9	1.2%	+0.5%
	Renault India Private Limited	-	-	0.1	0.0%	0.0%
Mazda	Mazda Motor Corporation	2.8	0.9%	2.5	0.8%	-0.1%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	1.3	0.4%	1.2	0.4%	0.0%
Dynax Corporation (includ. overseas companies)		2.7	0.8%	2.9	0.9%	+0.1%
AISIN AW CO., LTD. (includ. overseas companies)		1.4	0.4%	1.7	0.5%	+0.1%
SUBARU CORPORATION		0.7	0.2%	1.3	0.4%	+0.2%
TOYOTA AUTO BODY CO.,LTD.(including overseas bases)		0.6	0.2%	0.5	0.1%	-0.1%
NSK-Warner K.K.		0.2	0.1%	0.4	0.1%	0.0%
UD Trucks Corporation		0.7	0.2%	0.4	0.1%	-0.1%
Daihatsu Motor Co., Ltd.		0.3	0.1%	0.3	0.1%	0.0%
MITSUBISHI MOTORS CORPORATION		0.1	0.0%	0.2	0.1%	+0.1%
Hino Motors, Ltd. (includ. overseas companies)		-	-	0.2	0.1%	+0.1%
Toyoda Iron Works Co.,Ltd.		0.1	0.0%	0.2	0.1%	+0.1%
Isuzu Motors Limited		0.2	0.1%	0.2	0.0%	-0.1%
SUZUKI MOTOR CORPORATION		0.1	0.0%	0.1	0.0%	0.0%

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※ Ratio of Renault group rose by 0.7%.

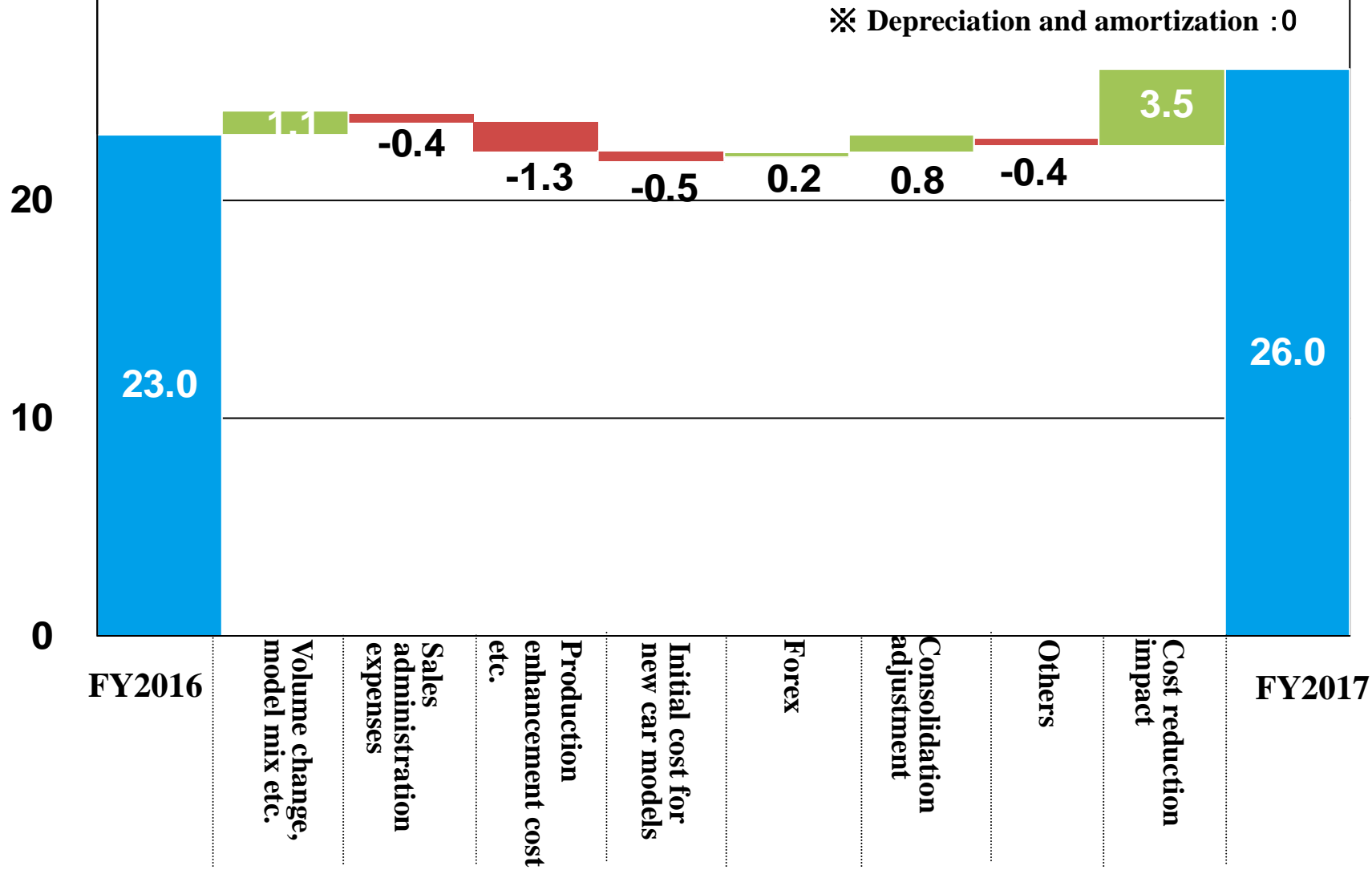




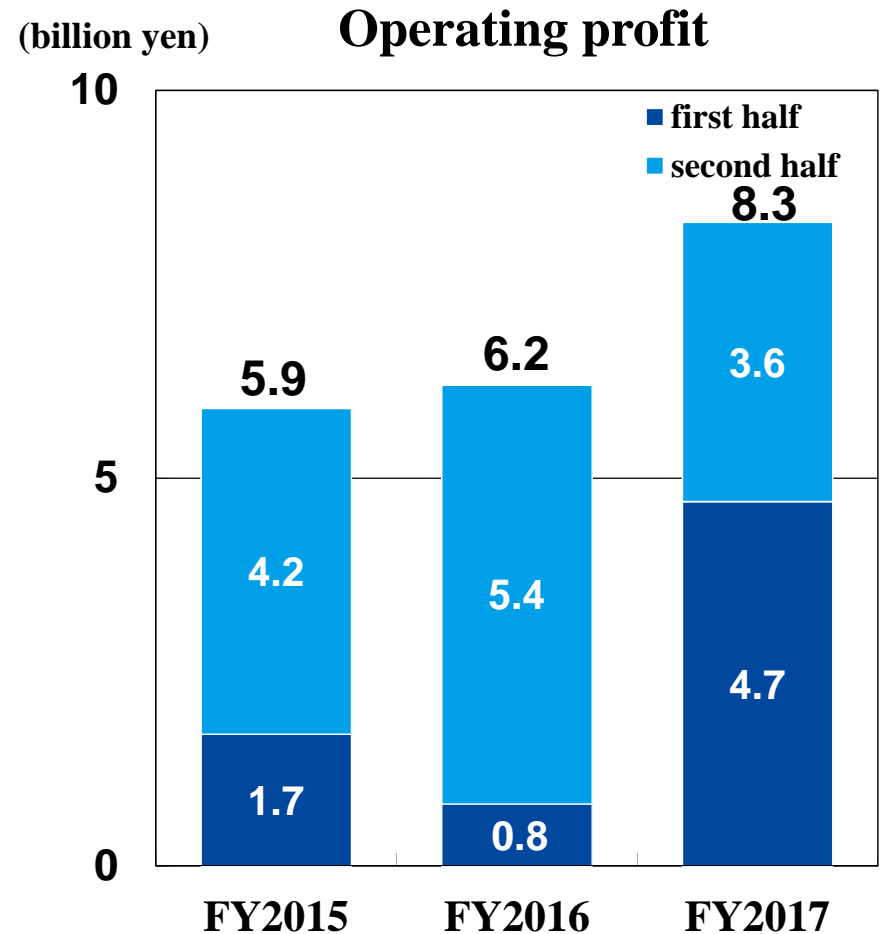
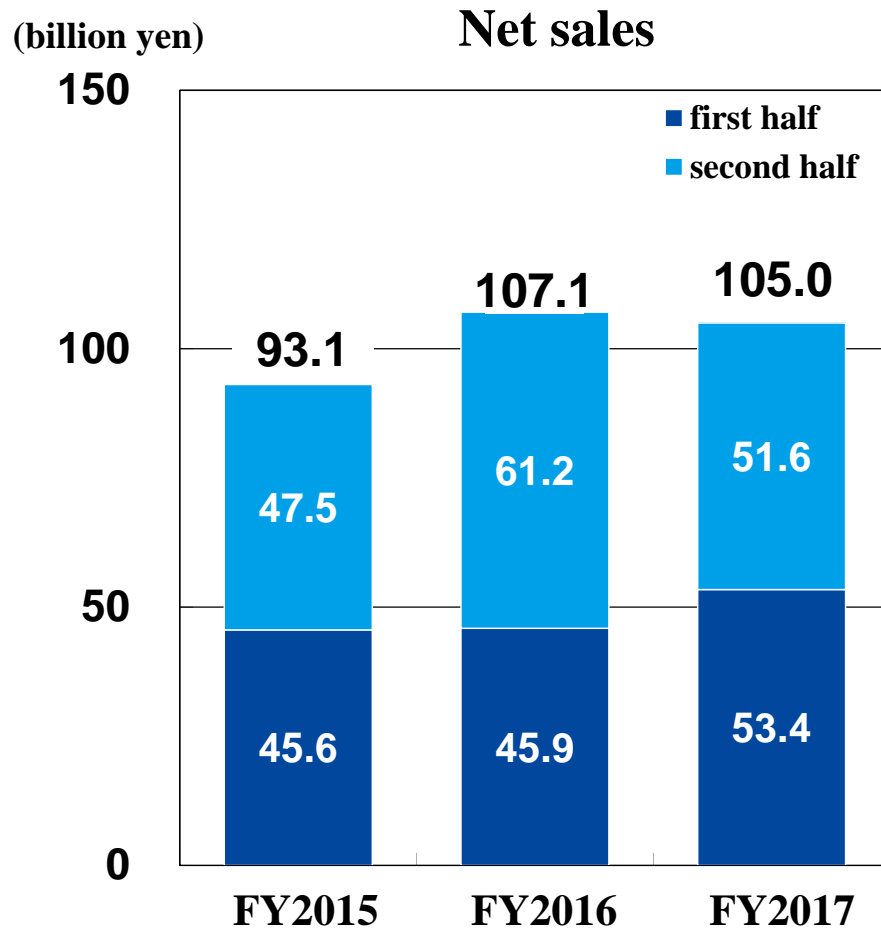
# Operating Profit Variance Analysis

(billion yen)

30



# Sales & Operating Profit by Region (Japan)



※ Sales declined by 2.0%, mainly due to decreased production units from our major customer.

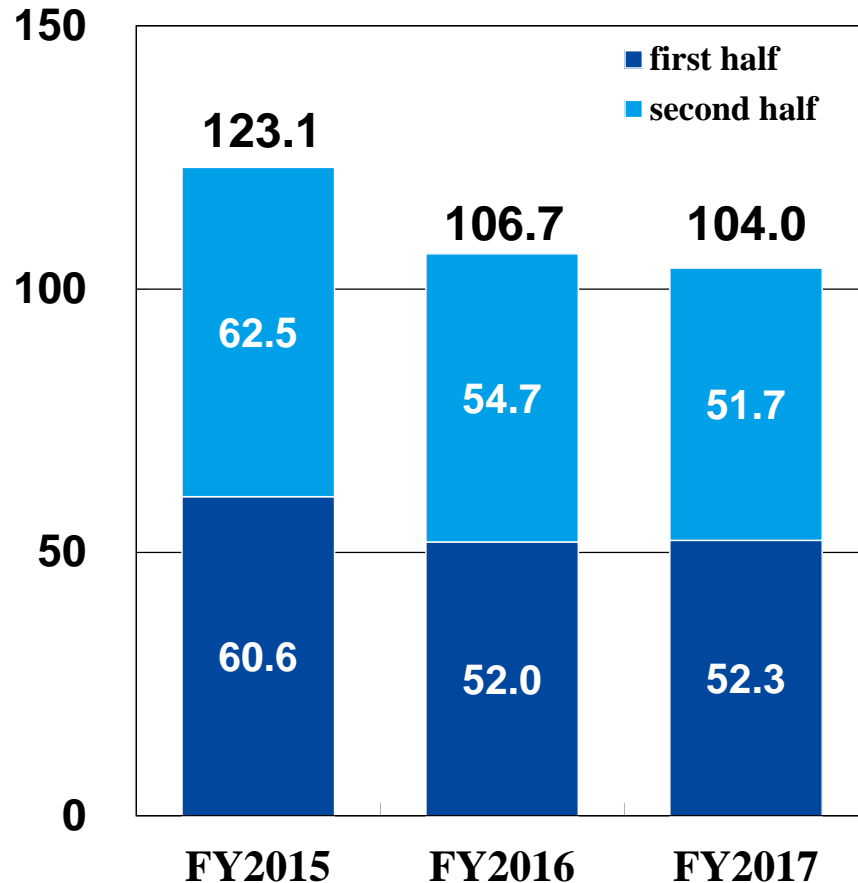
※ Operating profit increased by 33.9% as a result of cost reduction efforts and other factors.



# Sales & Operating Profit by Region (The Americas)

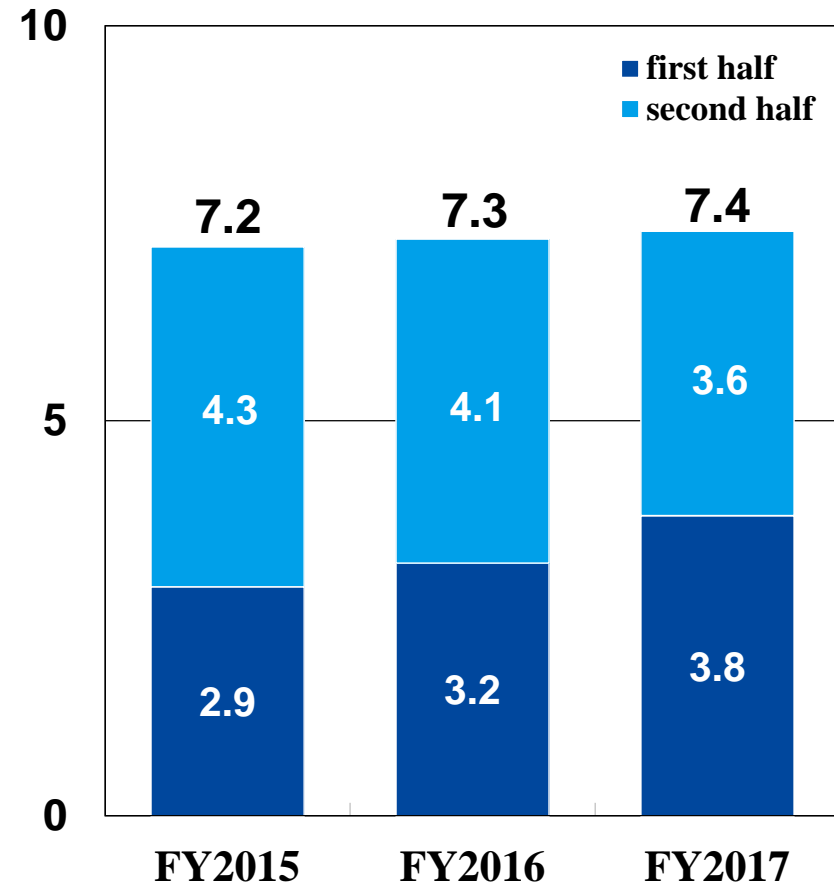
(billion yen)

## Net sales



(billion yen)

## Operating profit



※ Despite Forex impact, sales dropped by 2.5% mainly due to decreased production units from our major customer.

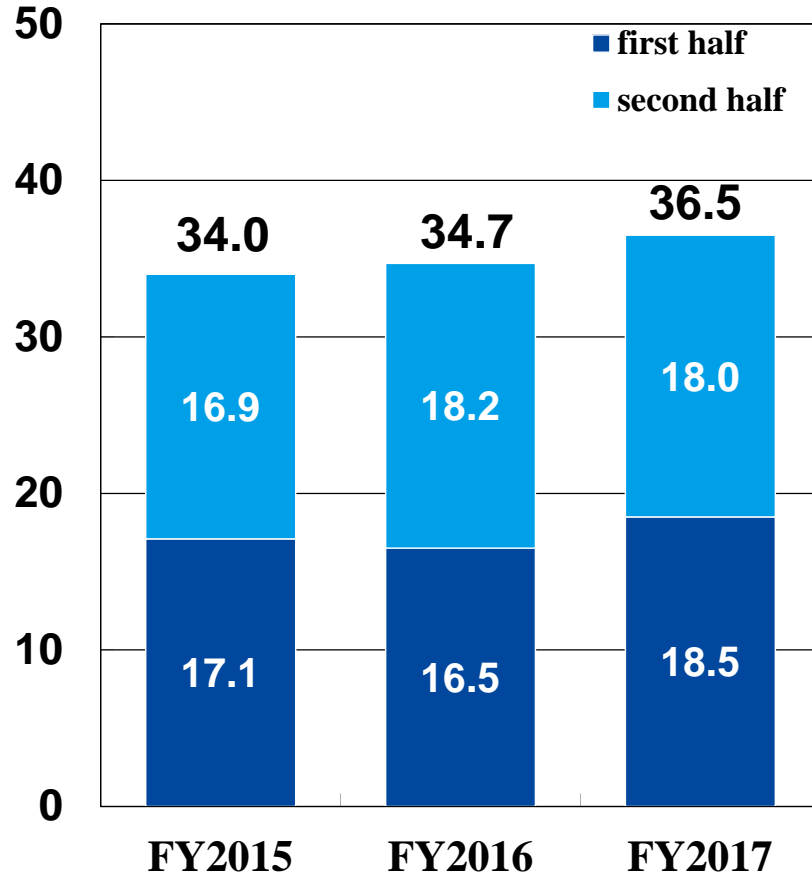
※ Operating profit rose by 0.1 billion yen as a result of cost reduction efforts etc.



# Sales & Operating Profit by Region (Europe)

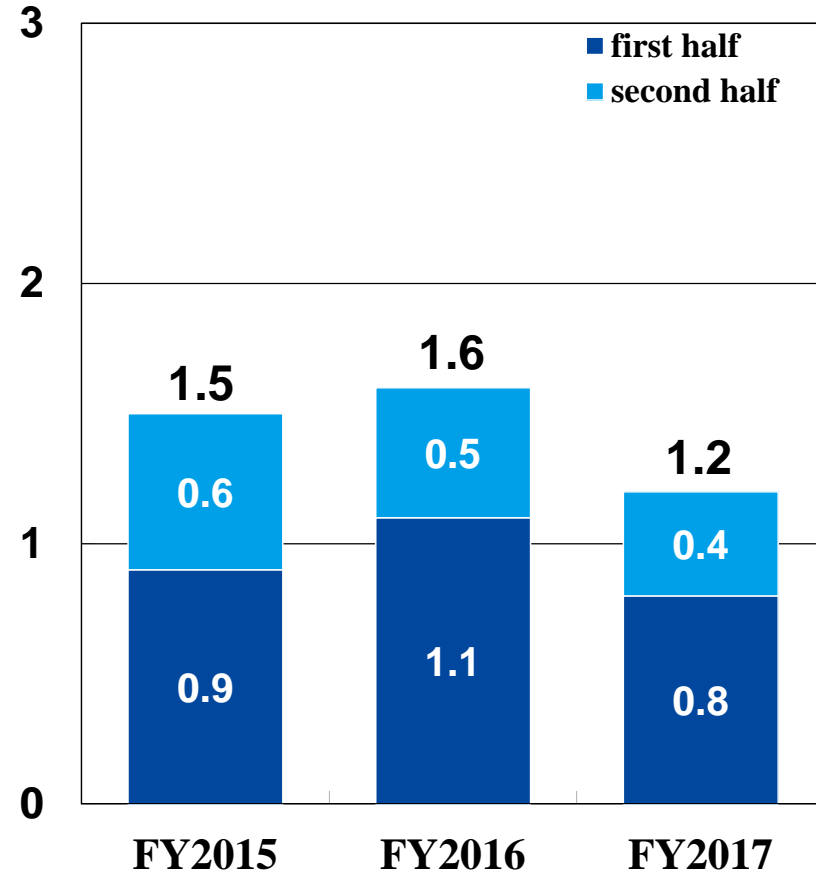
(billion yen)

## Net sales



(billion yen)

## Operating profit



※ Sales rose by 5.2% mainly due to increased production units from our major customer.

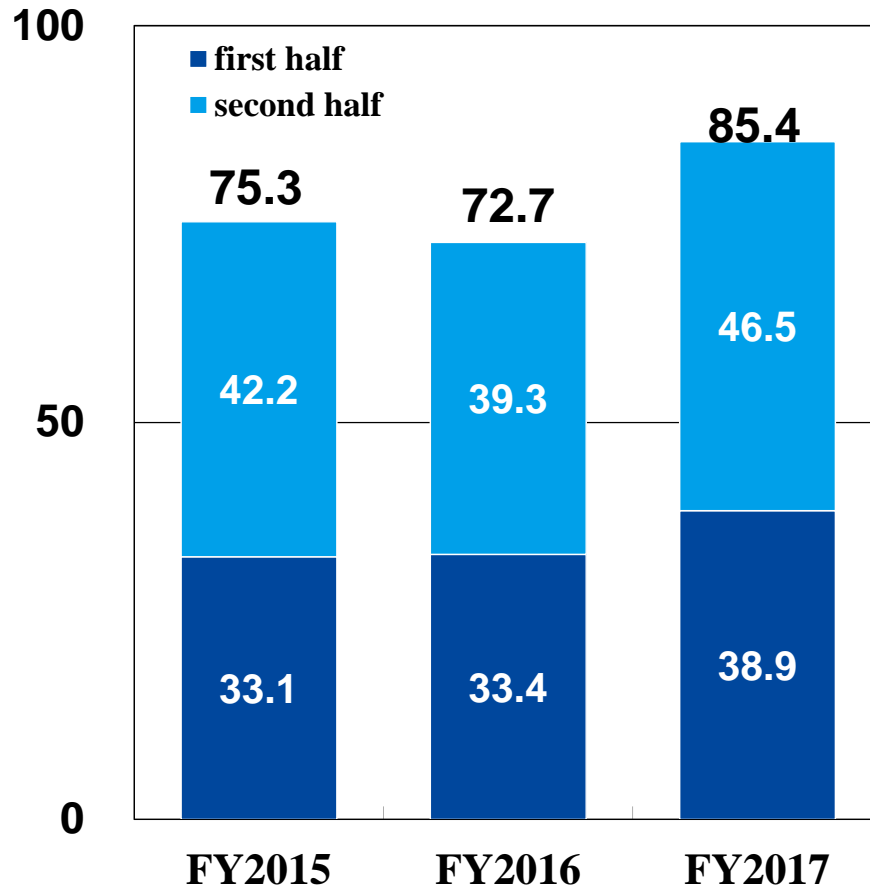
※ Operating profit dropped by 25.0% due to Forex etc.



# Sales & Operating Profit by Region (Asia)

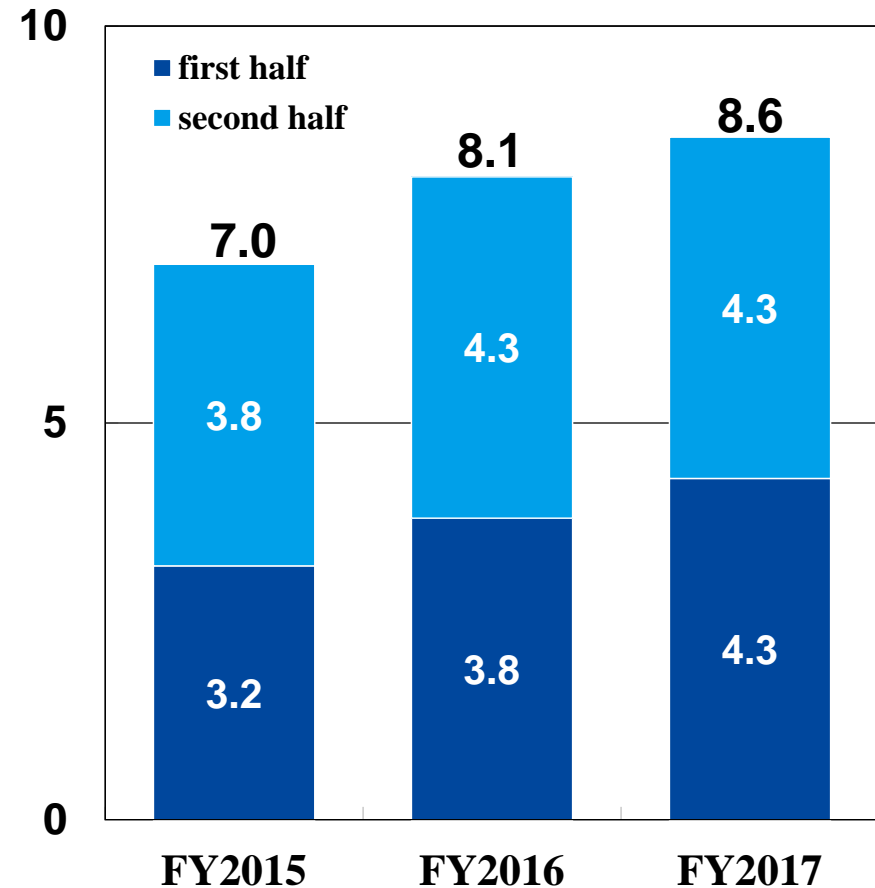
(billion yen)

Net sales



(billion yen)

Operating income

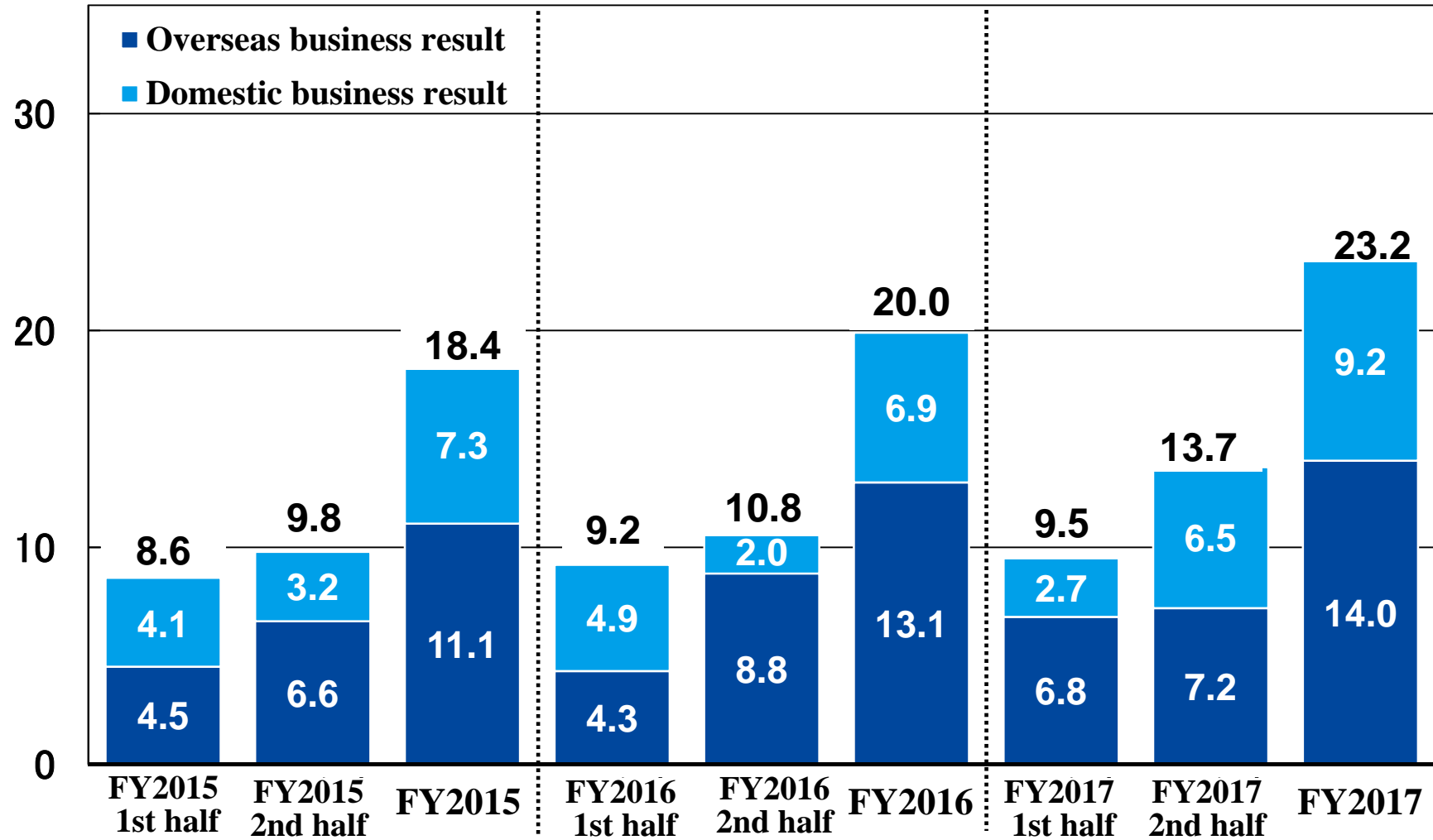


- ※ Sales rose by 17.5% mainly due to increased production units from our major customer.
- ※ Operating profit increased by 6.2% .



# Capital Investment

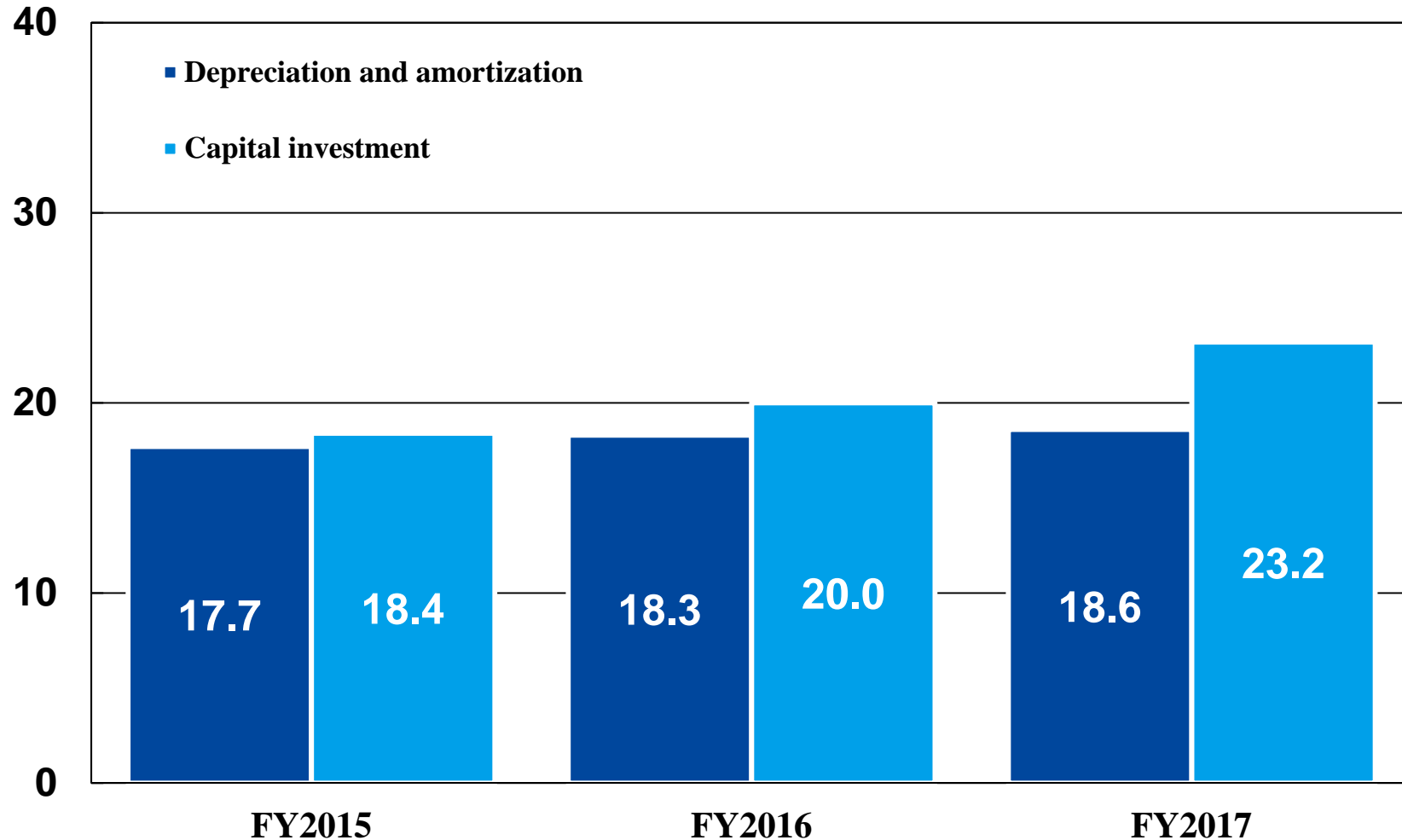
(billion yen)





# Capital Investment & Depreciation/Amortization

(billion yen)



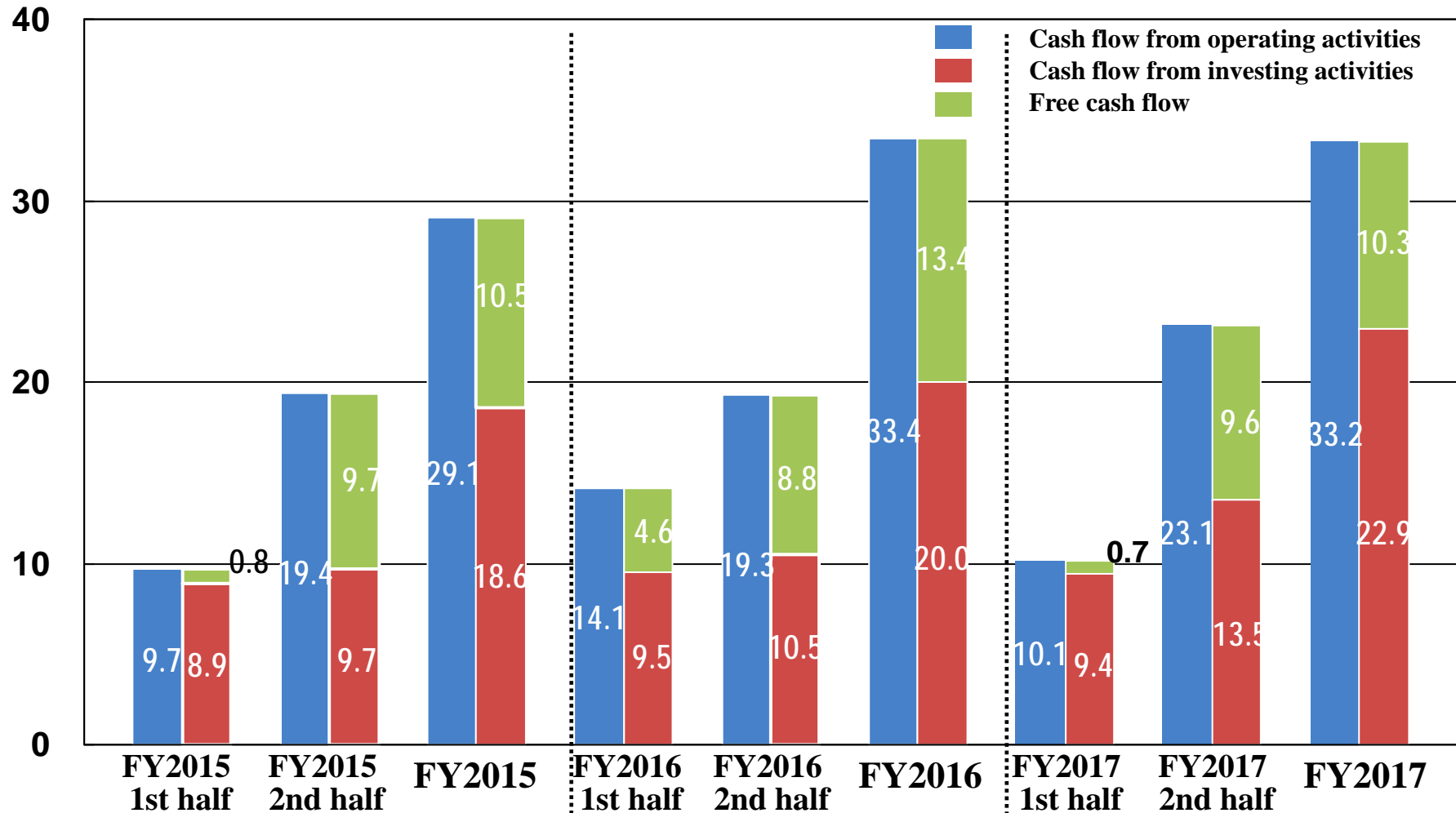
※ Capital investment increased by 3.2 billion yen from previous year.

※ Depreciation/amortization remained at the same level as previous year.



# Cash Flows

(billion yen)



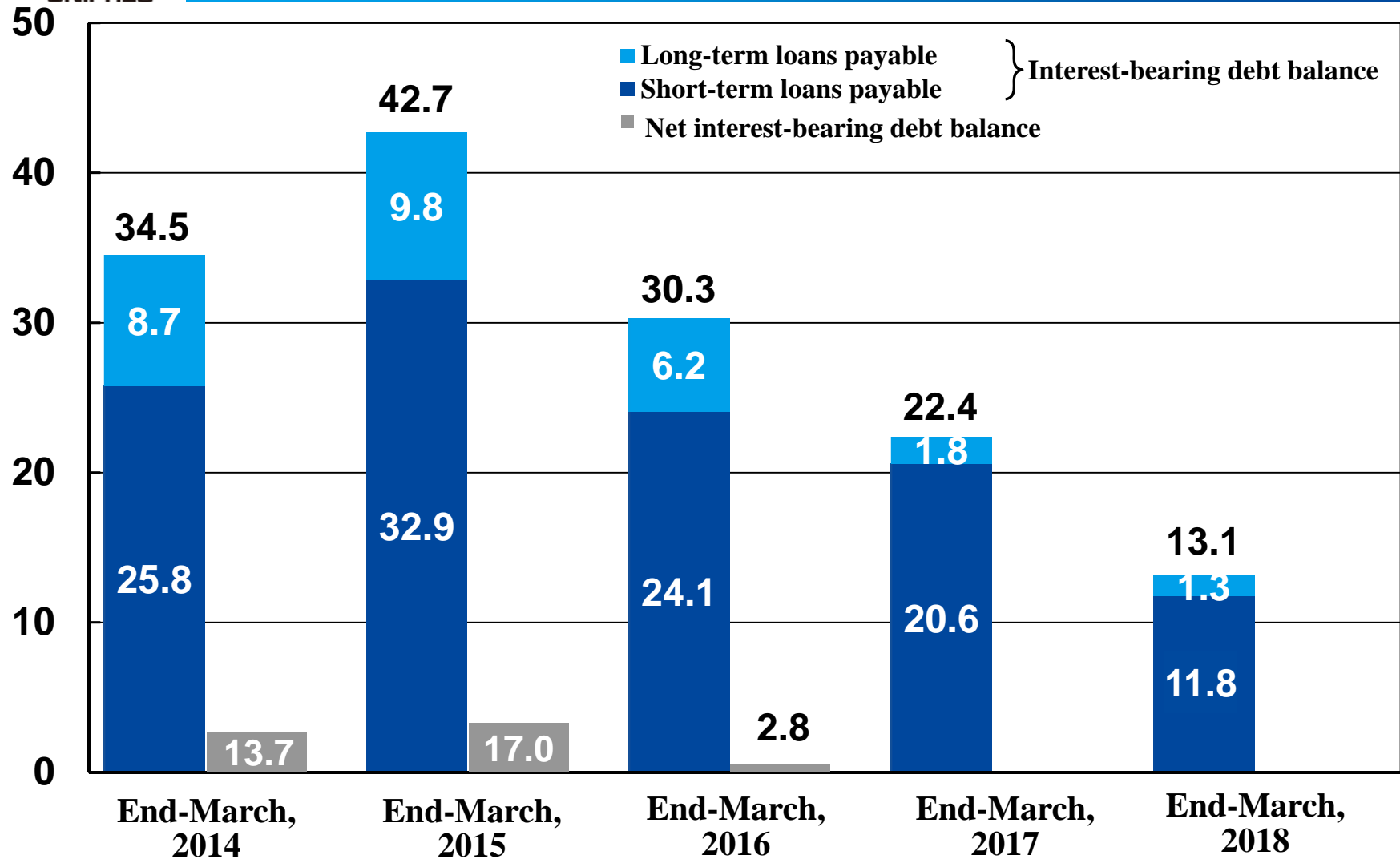
※ 10.3 billion yen of free cash flow secured.





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

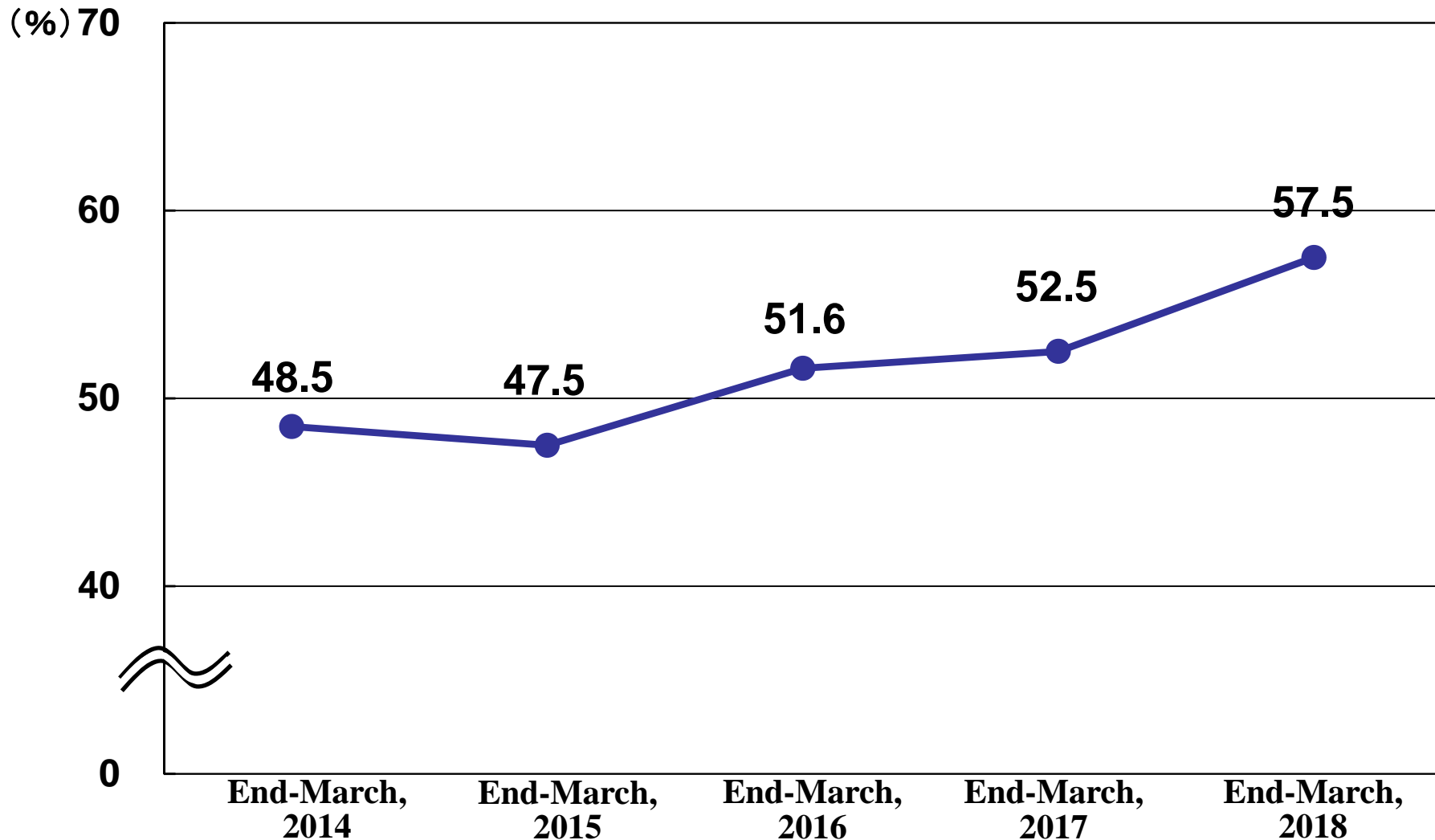
(billion yen)



※ Interest-bearing debts decreased by 9.3 billion yen year-on-year.



# Equity to Total Assets

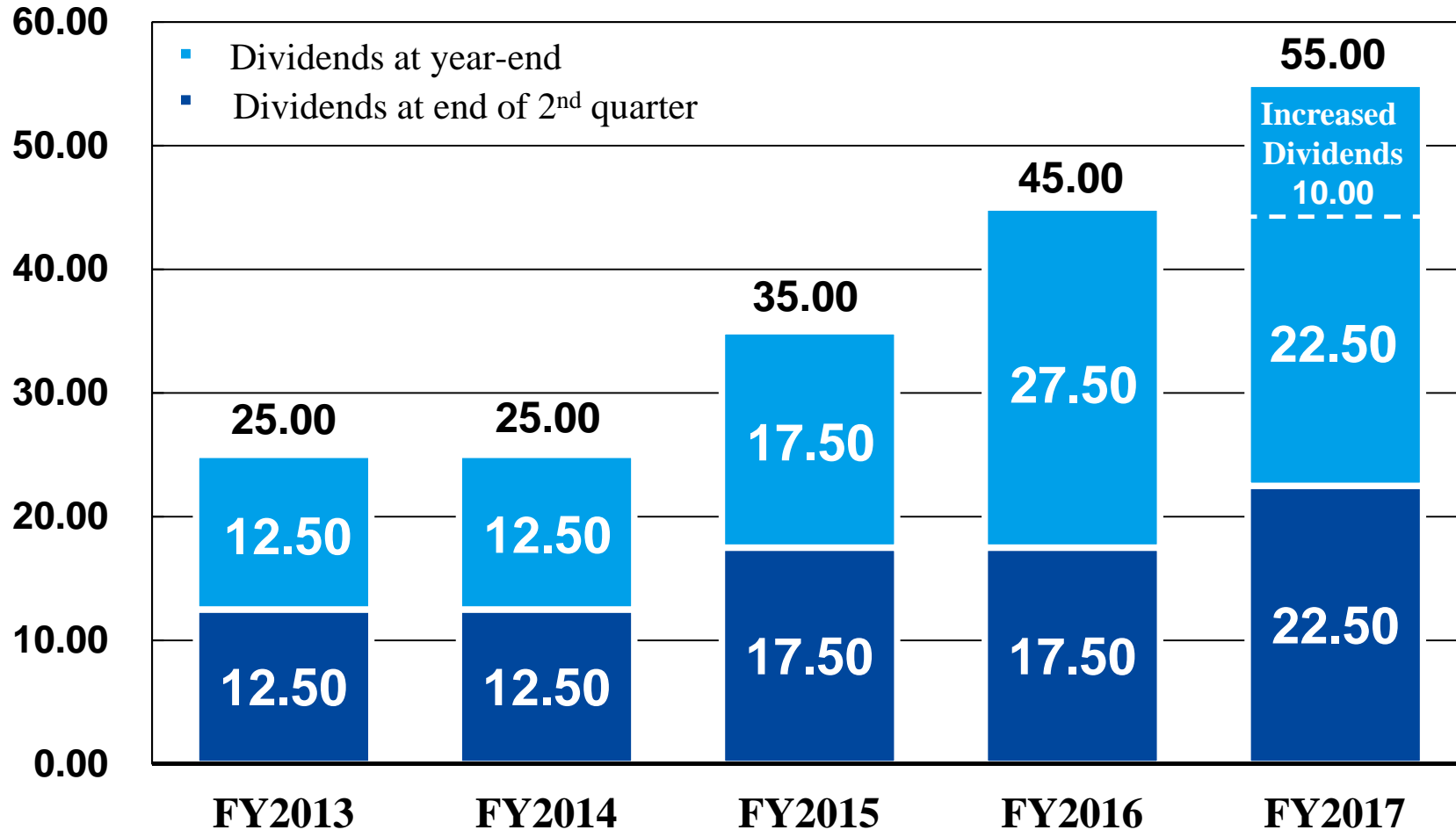


※ Equity to total assets increased by 5.0% to 57.5% from a year earlier as a result of securing consistent profit every year.



# Dividends

(yen)



※ Dividend per share increased by 10 yen to 55 yen for FY2017.



# Forecast of FY2018

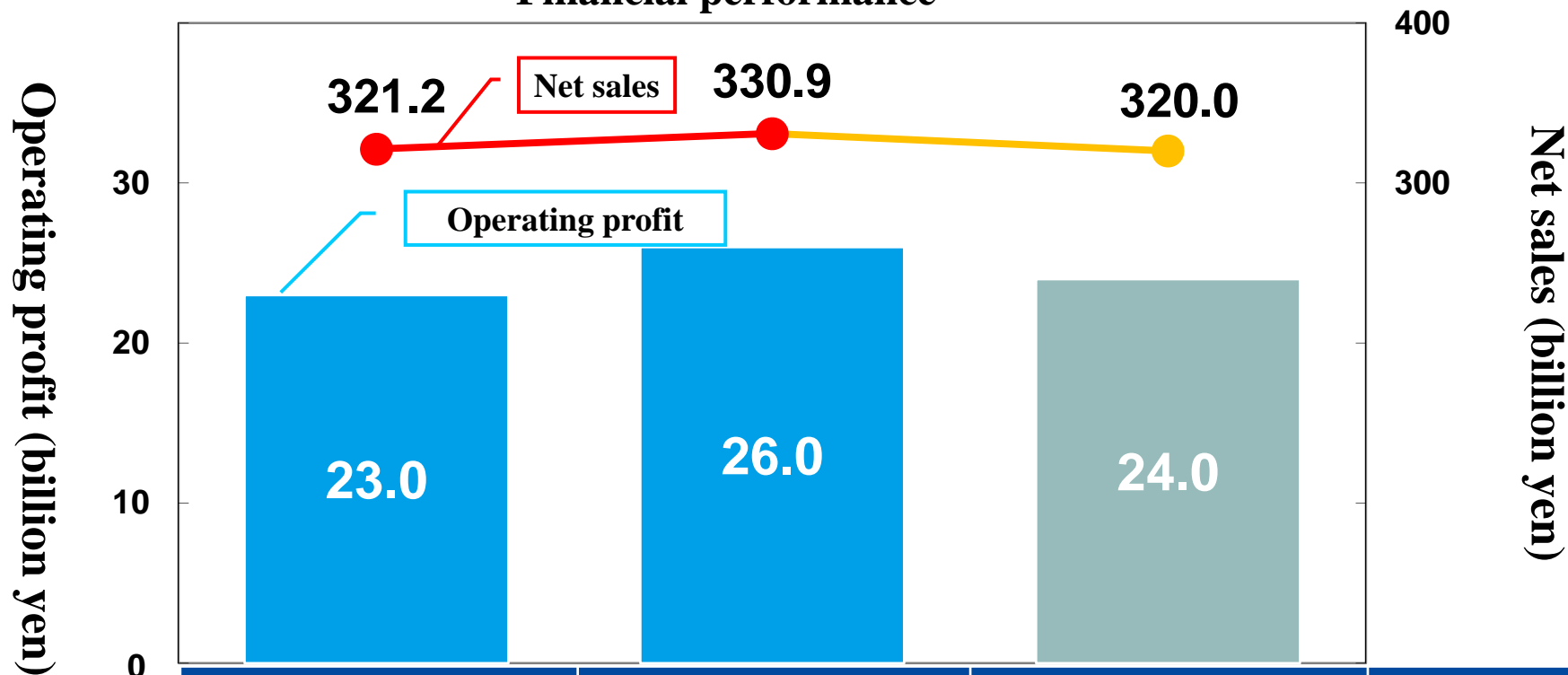


# 2018 Consolidated Business Plan Highlights

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- 1. Net sales forecast to decline mainly due to Forex impact.**
- 2. Operating profit forecast to decrease due to sales decline and Forex impact.**
- 3. Large capital investment planned mainly for enhancing production capacity.**

## Financial performance



	FY2016	FY2017 (A)	FY2018 forecast (B)	(B)-(A)
Net sales	321.2	330.9	320.0	-10.9
Operating profit	23.0	26.0	24.0	-2.0
Ordinary profit	23.0	26.4	24.5	-1.9
Net income attributable to owners of parent	14.4	15.9	15.0	-0.9



# Consolidated Sales by Product Group

(billion yen)

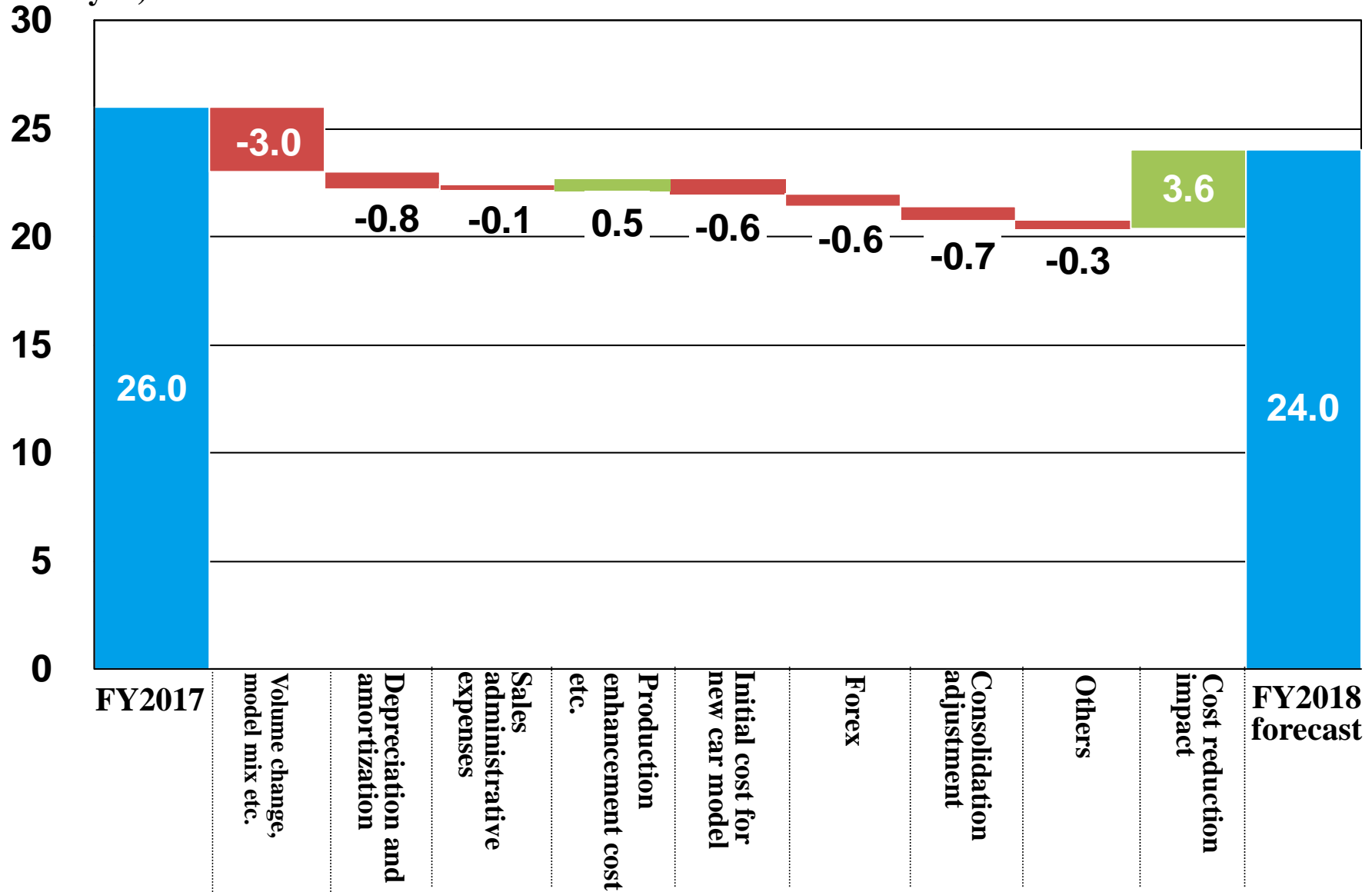
	FY2017		FY 2018 forecast		Year-on-year change (sales)	Year-on-year change (ratio)
	Net sales	Ratio	Net sales	Ratio		
<b>Car body press product</b>	<b>278.0</b>	<b>84.0%</b>	<b>268.5</b>	<b>83.9%</b>	<b>-9.5</b>	<b>-0.1%</b>
<b>Transmission product</b>	<b>46.6</b>	<b>14.1%</b>	<b>45.2</b>	<b>14.1%</b>	<b>-1.4</b>	<b>0.0%</b>
<b>Plastic product</b>	<b>4.1</b>	<b>1.2%</b>	<b>4.2</b>	<b>1.3%</b>	<b>0.1</b>	<b>+0.1%</b>
<b>Other</b>	<b>2.2</b>	<b>0.7%</b>	<b>2.1</b>	<b>0.7%</b>	<b>-0.1</b>	<b>0.0%</b>
<b>Total</b>	<b>330.9</b>	<b>100%</b>	<b>320.0</b>	<b>100%</b>	<b>-10.9</b>	<b>—</b>



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# Operating Profit Variance Analysis

(billion yen)



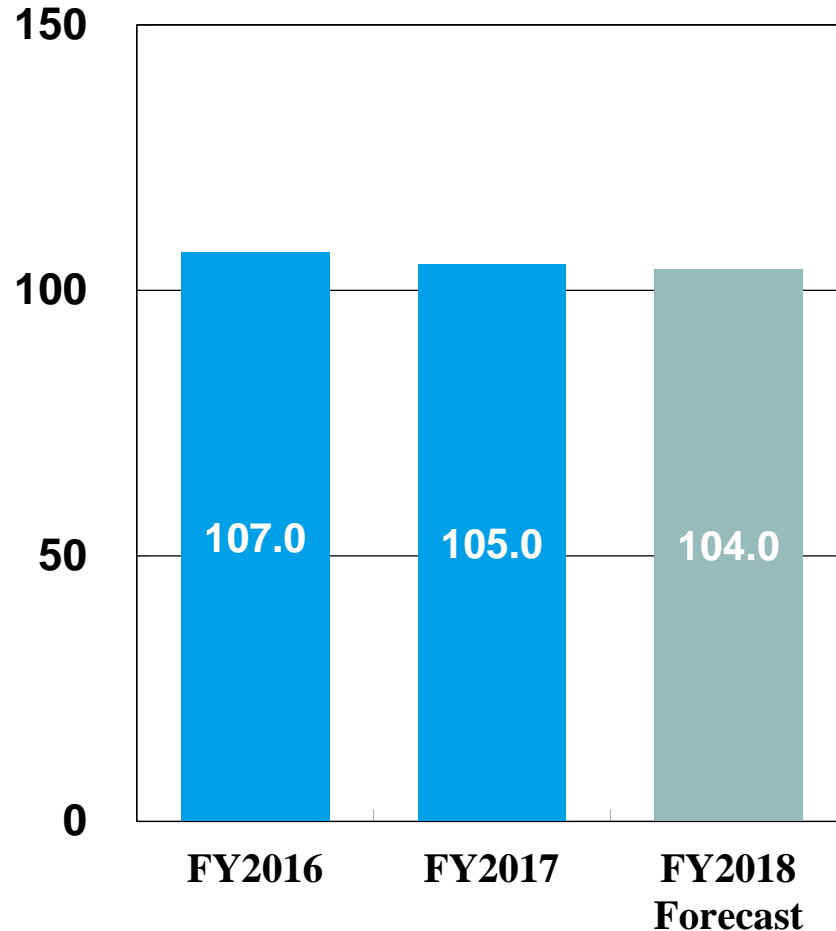




# Sales & Operating Profit by Region (Japan)

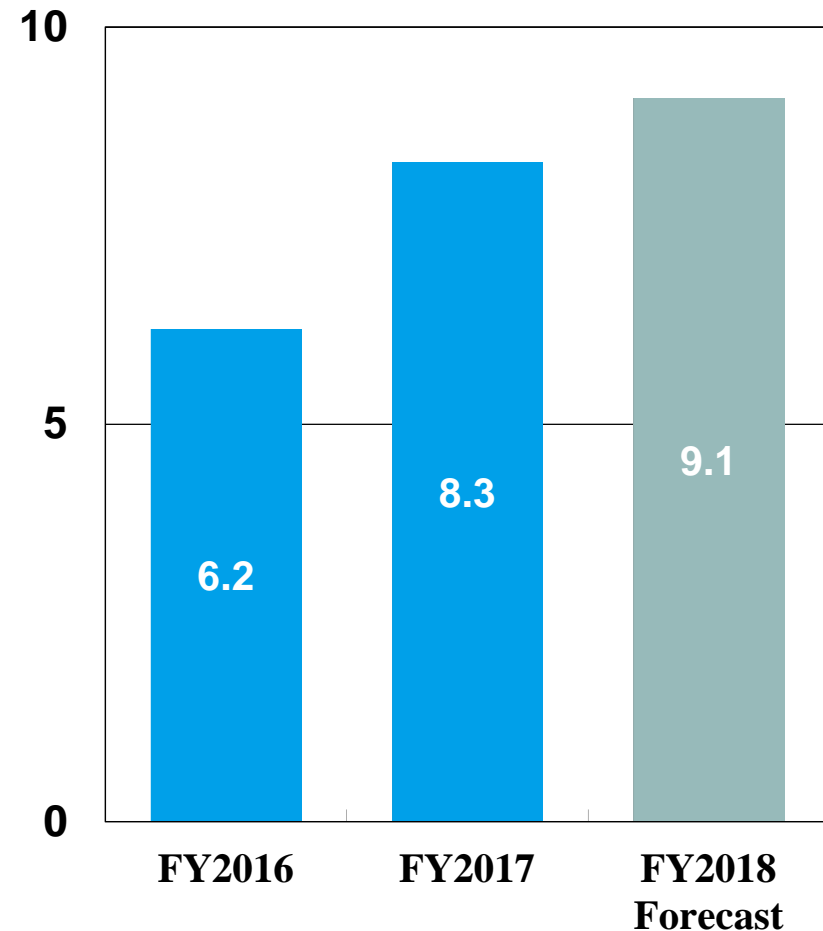
(billion yen)

Net sales



(billion yen)

Operating profit

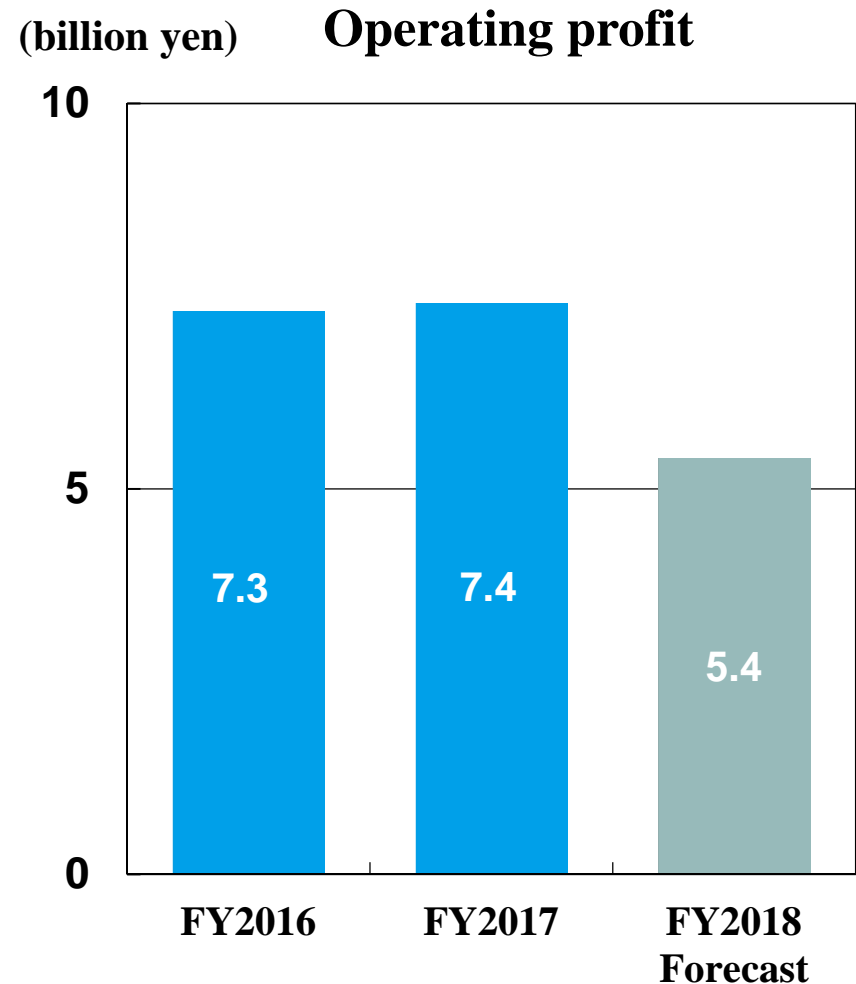
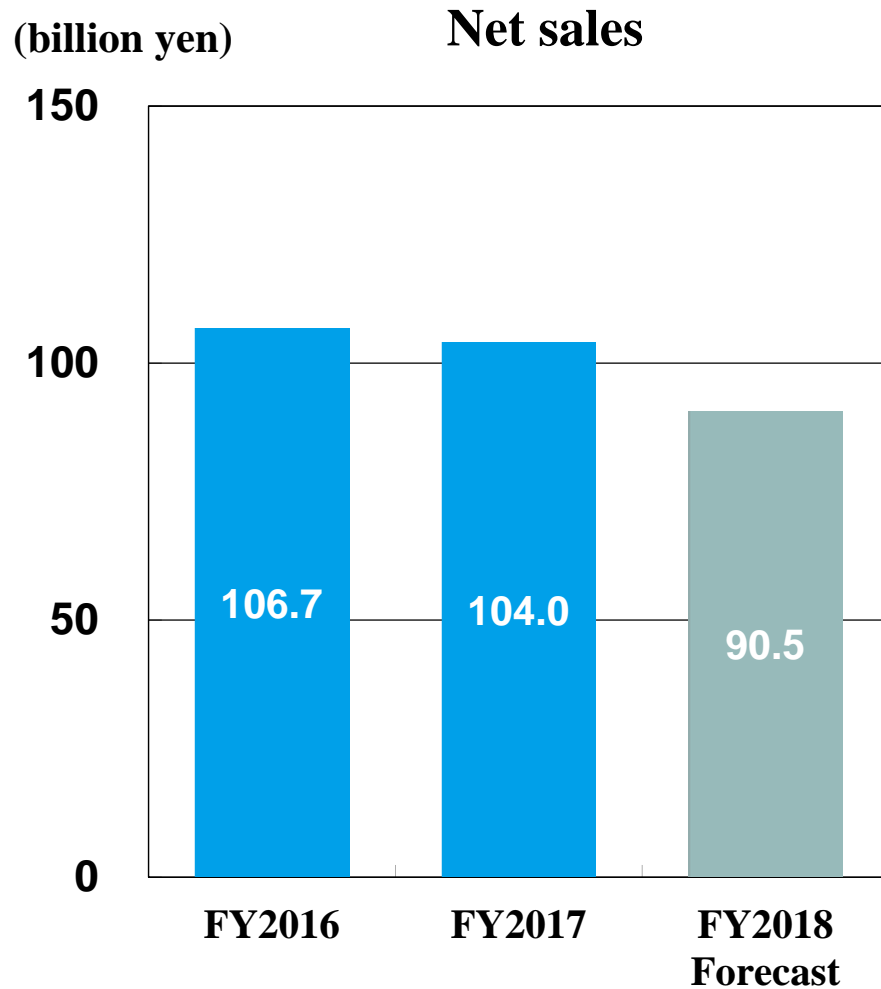


※ Sales planned to remain at the same level as previous year.

※ Operating profit planned to become higher, driven by cost reduction efforts etc.



# Sales & Operating Profit by Region (the Americas)



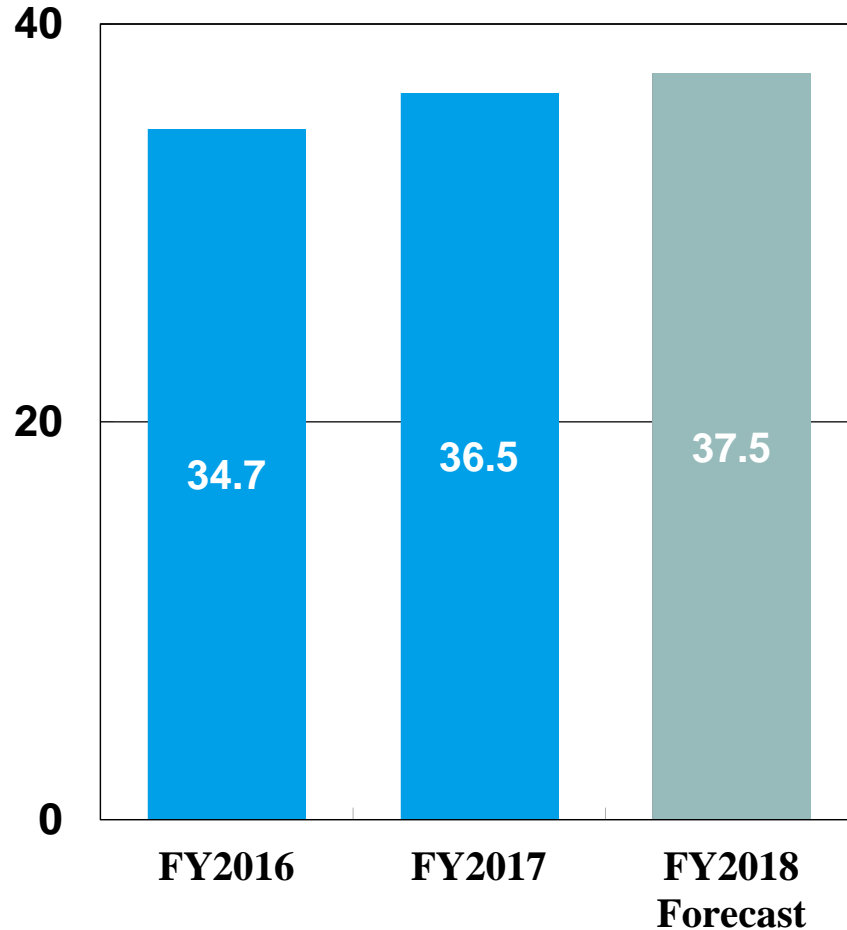
※ Sales projected to drop due to volume decline and negative forex impact.  
※ Operating profit projected to be lower.



# Sales & Operating Profit by Region (Europe)

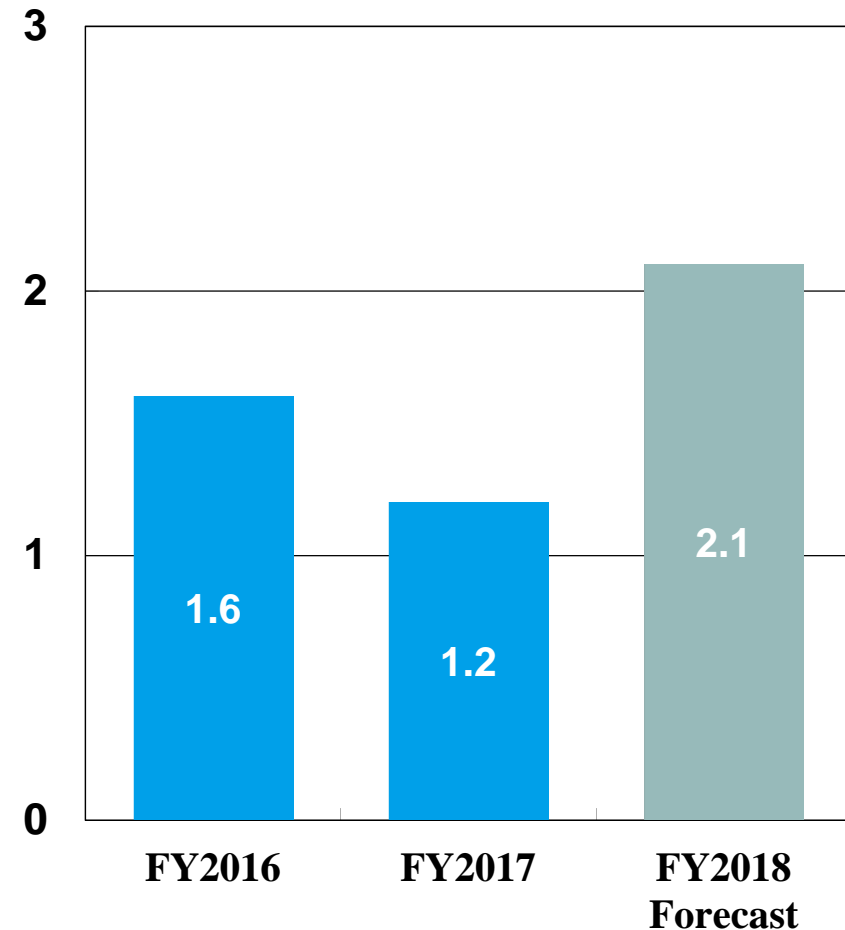
(billion yen)

## Net sales



(billion yen)

## Operating profit



※ Sales projected to increase due to forex and other impacts.

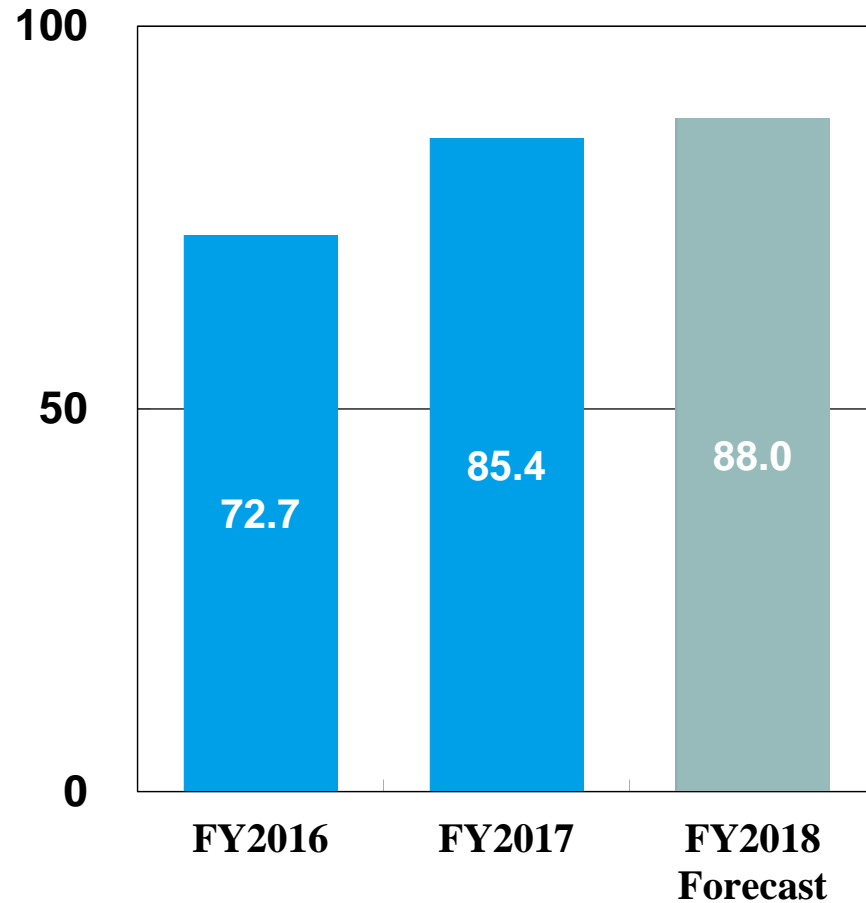
※ Operating profit planned to become higher, driven by cost reduction efforts etc.



# Sales & Operating Profit by Region (Asia)

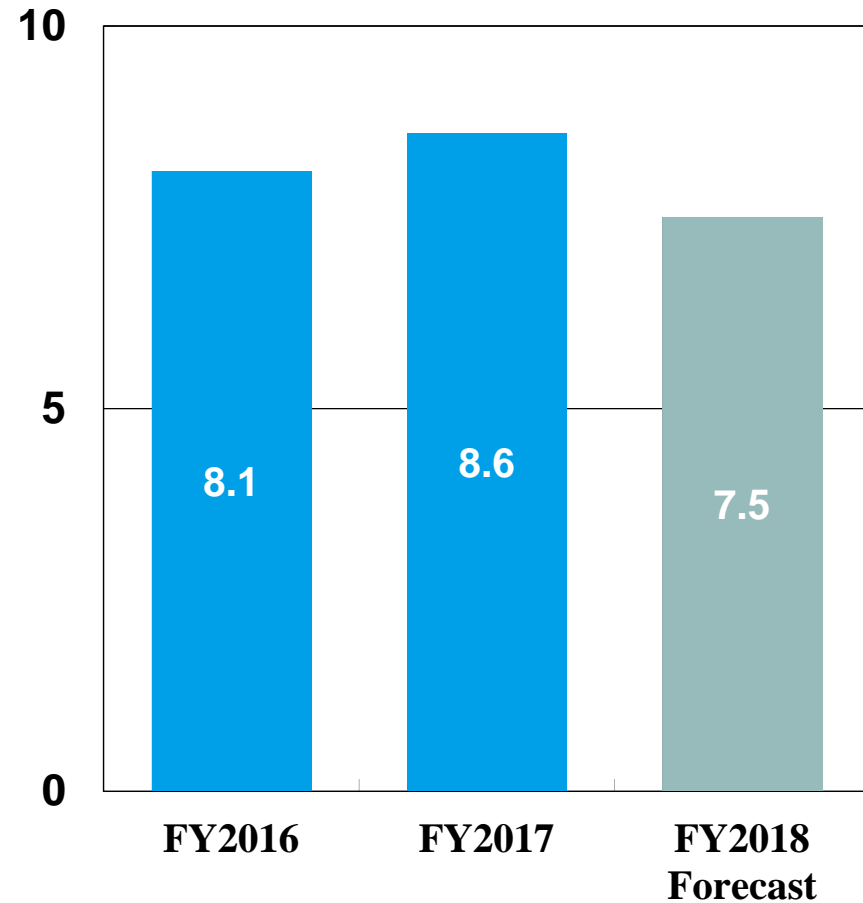
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales projected to increase due to higher volume and other impacts.

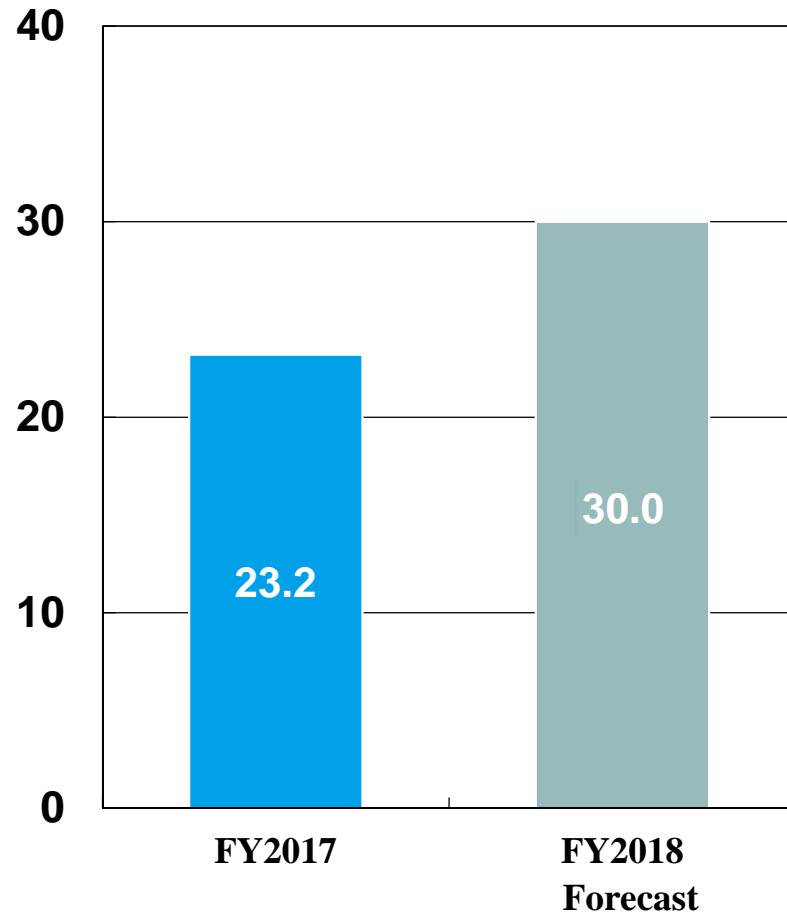
※ Operating profit planned to decrease due to new car model launch cost etc.



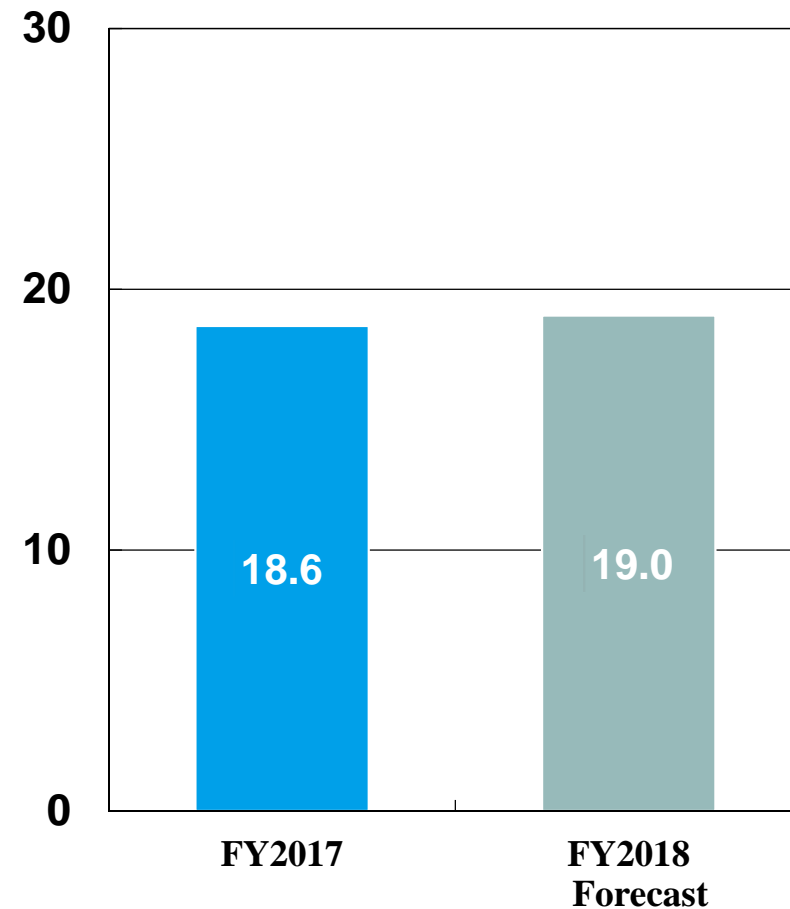
# Capital investment & Depreciation /Amortization plan

(billion yen)

## Capital investment



## (billion yen) Depreciation and amortization



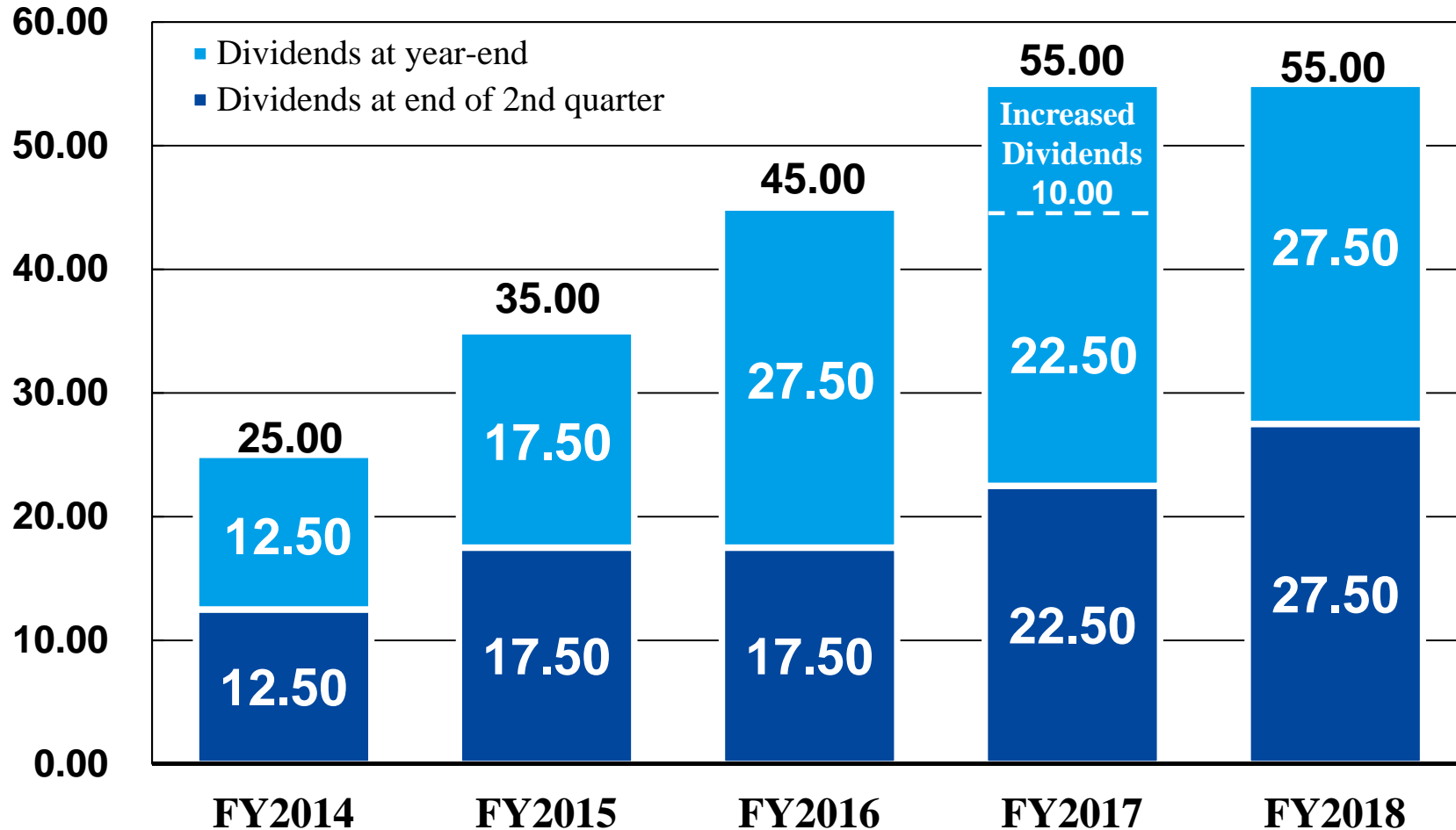
※ As installation of hot stamping machines planned, capital investment forecast to increase by 6.8 billion yen .

※ Depreciation and amortization expected to rise by 0.4 billion yen.



# Dividends

(yen)



※ Dividend per share for FY2018 planned to remain as 55 yen.



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# Exchange rate

# Reference

(yen)

	FY2016		FY2017		Preconditions of FY2018 plan
	Average for the period	term end	Average for the period	term end	
<b>US \$</b>	<b>108.72</b>	<b>112.20</b>	<b>110.71</b>	<b>106.27</b>	<b>105.00</b>
<b>STG £</b>	<b>147.37</b>	<b>143.06</b>	<b>145.37</b>	<b>152.02</b>	<b>147.00</b>
<b>EURO</b>	<b>120.56</b>	<b>122.73</b>	<b>127.19</b>	<b>134.95</b>	<b>129.00</b>
<b>MEX \$</b>	<b>5.84</b>	<b>5.64</b>	<b>5.95</b>	<b>5.74</b>	<b>5.50</b>
<b>RMB</b>	<b>16.41</b>	<b>16.76</b>	<b>16.63</b>	<b>17.30</b>	<b>16.20</b>
<b>INR</b>	<b>1.62</b>	<b>1.73</b>	<b>1.72</b>	<b>1.63</b>	<b>1.60</b>
<b>THB</b>	<b>3.10</b>	<b>3.25</b>	<b>3.32</b>	<b>3.46</b>	<b>3.35</b>
<b>IDR</b>	<b>0.0082</b>	<b>0.0087</b>	<b>0.0084</b>	<b>0.0083</b>	<b>0.0080</b>





# 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