



UNIPRES CORPORATION

Financial Results for the Second Quarter of FY2018



UNIPRES CORPORATION



Results for the Second Quarter of Fiscal Year 2018

Forecast of Fiscal Year 2018



Results for the Second Quarter of FY2018

1. In spite of the influence of exchange rates accompanying the yen's depreciation, sales revenue decreased due to the impact of decreased production among major customers.

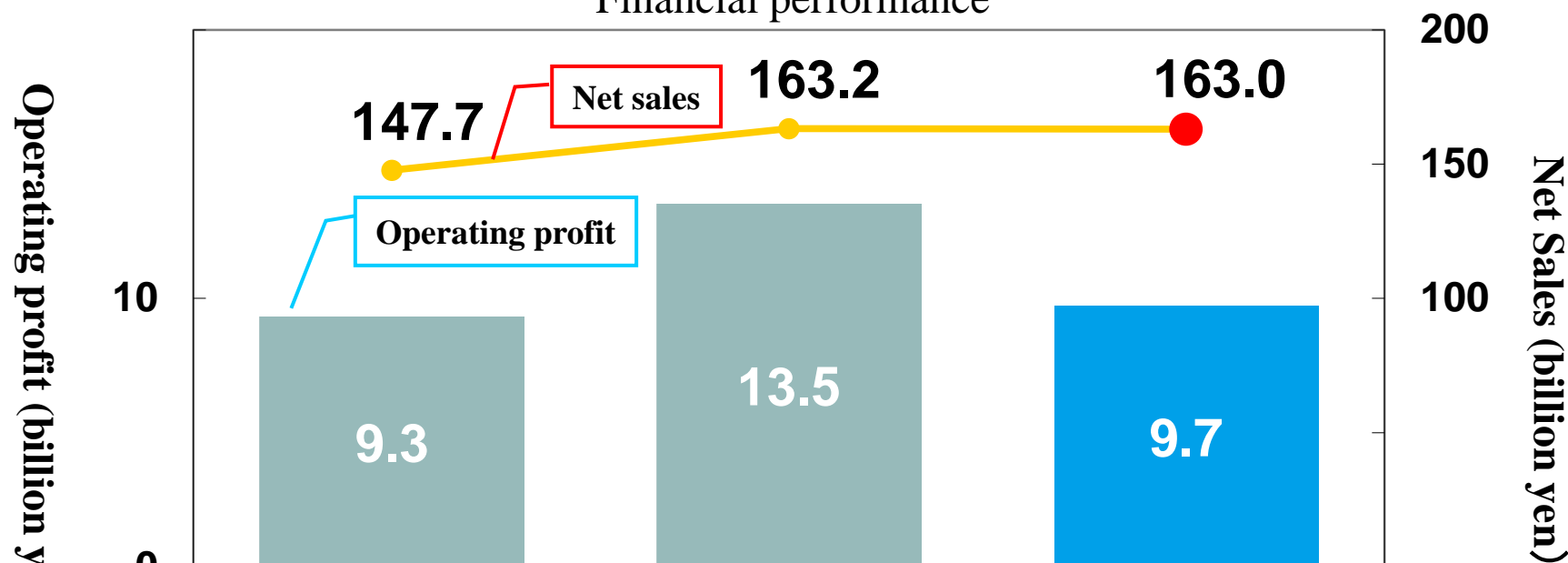
2. Despite cost reduction impact of Japan, operating profit dropped mainly due to decreased production units from our major customer.



Consolidated Financial Results for the Second quarter of FY2018

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Financial performance



	FY2016 2 nd quarter	FY2017 2 nd quarter (A)	FY2018 2 nd quarter (B)	(B) – (A)
Net sales	147.7	163.2	163.0	-0.2
Operating profit	9.3	13.5	9.7	-3.8
Ordinary profit	7.5	14.1	10.0	-4.1
Net income attributable to owners of parent	3.8	8.1	6.0	-2.1

- ※ In spite of the influence of exchange rates accompanying the yen's depreciation, sales revenue decreased by 0.2 billion yen due to the impact of decreased production among major customers.
- ※ Although rationalization induced positive effects, operating profit decreased by 3.8 billion yen due to the impact of decreased production among our customers.



Consolidated Sales by Product Group

(billion yen)

	FY2017 2 nd quarter		FY2018 2 nd quarter		Year-on-year change (sales)	Year-on-year change (ratio)
	Net sales	Ratio	Net sales	Ratio		
Car body press products	137.5	84.3%	134.9	82.7%	-2.6	-1.6%
Transmission products	22.9	14.0%	24.4	15.0%	+1.5	+1.0%
Plastic products	1.9	1.2%	1.9	1.2%	0	0.0%
Other	0.9	0.5%	1.8	1.1%	+0.9	+0.6%
Total	163.2	100%	163.0	100%	-0.2	—

※ No significant change in by product sales ratio.



Consolidated Sales by Customer

(billion yen)

	FY2017 2 nd quarter		FY2018 2 nd quarter		Year-on-year change
	Net sales	Ratio	Net sales	Ratio	
Nissan Motor-related products					
Sub-total	137.1	84.0%	136.6	83.8%	-0.2%
Dongfeng Motor Company Limited	24.6	15.1%	29.1	17.9%	+2.8%
Nissan Motor	25.4	15.6%	20.6	12.6%	-3.0%
JATCO (includ. overseas companies)	19.6	12.0%	19.4	11.9%	-0.1%
Nissan North America	20.1	12.3%	18.4	11.3%	-1.0%
Nissan Mexicana	19.2	11.8%	17.4	10.7%	-1.1%
Nissan Europe	12.6	7.7%	14.5	8.9%	+1.2%
NISSAN SHATAI	7.1	4.4%	7.4	4.5%	+0.1%
Calsonic Kansei (includ. overseas companies)	5.5	3.4%	5.3	3.3%	-0.1%
Nissan Thailand	1.0	0.6%	1.3	0.8%	+0.2%
Renault Nissan India	1.5	0.9%	1.2	0.7%	-0.2%
Zhengzhou Nissan	0.4	0.2%	0.7	0.4%	+0.2%
Nissan Indonesia	0.1	0.0%	0.3	0.2%	+0.2%

※ Ratio of Dongfeng Motor Company Ltd., rose by 2.8% as China's production volume increased.



Consolidated Sales by Customer

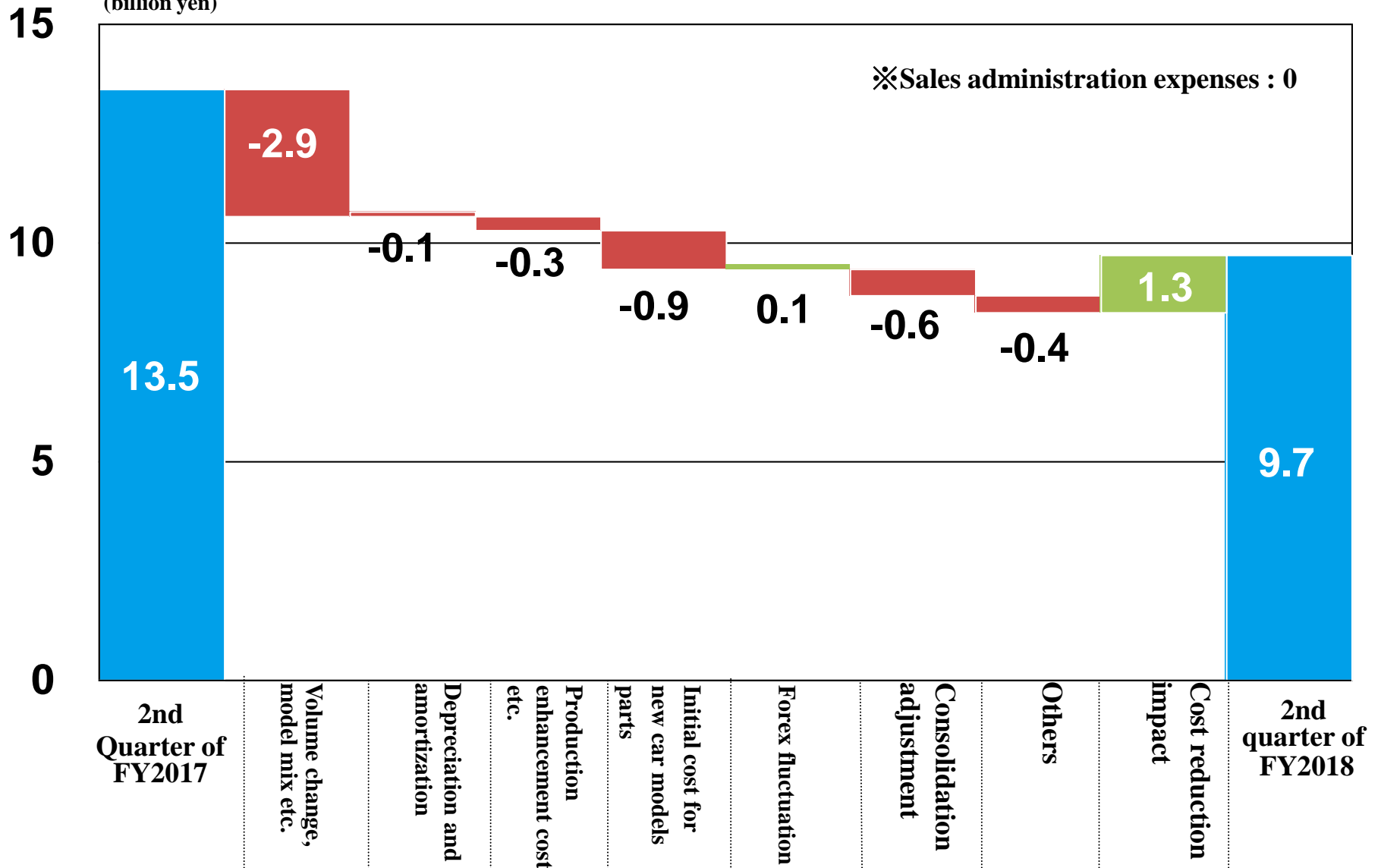
(billion yen)

		FY2017 2 nd quarter		FY2018 2 nd quarter		Year-on-year change
		Net sales	Ratio	Net sales	Ratio	
Other customers		26.1	16.0%	26.4	16.2%	+0.2%
Sub-total						
inside)	Honda of America Mfg., Inc.	3.5	2.1%	3.2	2.0%	-0.1%
Honda	Honda of The U.K. Manufacturing Ltd.	2.4	1.5%	2.8	1.7%	+0.2%
	Honda De Mexico, S.A. De C.V.	1.7	1.0%	1.5	0.9%	-0.1%
	Honda Motor Co., Ltd.	2.0	1.2%	1.5	0.9%	-0.3%
	P.T. Honda Prospect Motor	1.2	0.7%	1.0	0.6%	-0.1%
	Renault	Renault S.A.S.	3.1	1.9%	2.7	1.6%
	Dongfeng Renault Automotive Co., Ltd	2.1	1.3%	1.9	1.2%	-0.1%
Mazda	Mazda Motor Corporation	1.2	0.7%	1.2	0.7%	0.0%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.7	0.4%	0.7	0.4%	0.0%
Dynax Corporation (includ. overseas companies)		1.5	0.9%	1.4	0.8%	-0.1%
AISIN AW CO., LTD. (includ. overseas companies)		0.6	0.4%	1.4	0.8%	+0.4%
SUBARU CORPORATION		0.6	0.3%	0.7	0.4%	+0.1%
NSK-Warner K.K.		0.2	0.1%	0.3	0.2%	+0.1%
TOYOTA AUTO BODY CO.,LTD.(including overseas companies)		0.2	0.1%	0.2	0.1%	0.0%
MITSUBISHI MOTORS CORPORATION		0.1	0.0%	0.2	0.1%	+0.1%
Daihatsu Motor Co., Ltd.		0.1	0.1%	0.1	0.1%	0.0%
UD Trucks Corporation		0.2	0.1%	0.1	0.1%	0.0%
Hino Motors, Ltd. (includ. overseas companies)		0.1	0.0%	0.1	0.1%	+0.1%
Isuzu Motors Limited		0.1	0.0%	0.1	0.1%	+0.1%
SUZUKI MOTOR CORPORATION		0.1	0.0%	0.1	0.0%	0.0%
Toyota Iron Works Co.,Ltd.		0.1	0.0%	0.1	0.0%	0.0%

※ Ratio of AISIN AW CO., LTD. rose by 0.4%.

Operating Profit Variance Analysis

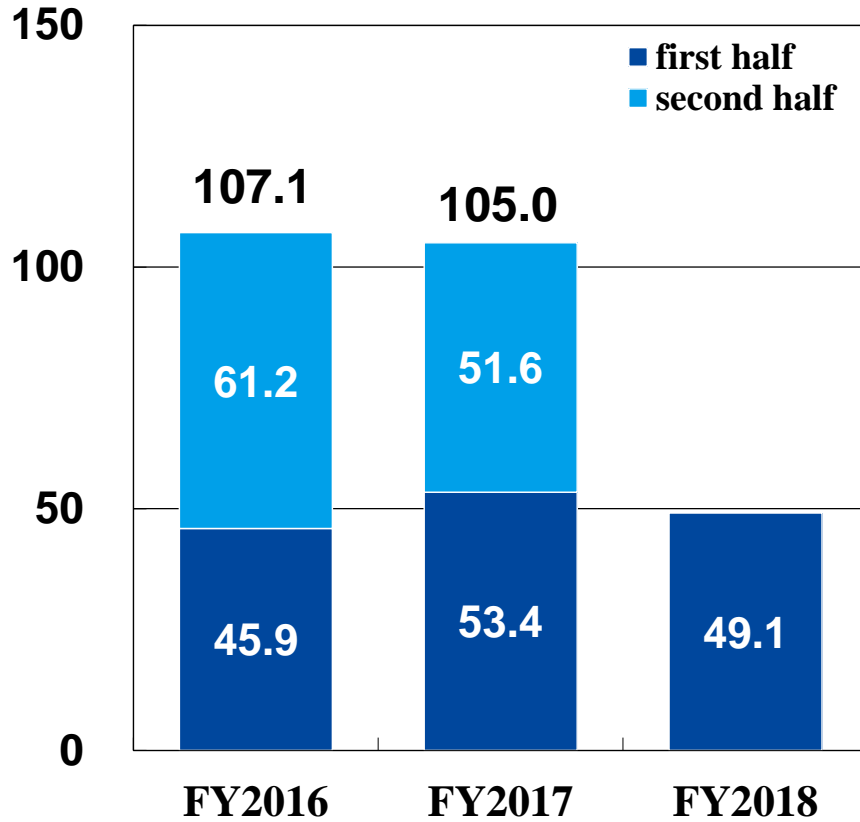
(billion yen)



Sales & Operating Profit by Region (Japan)

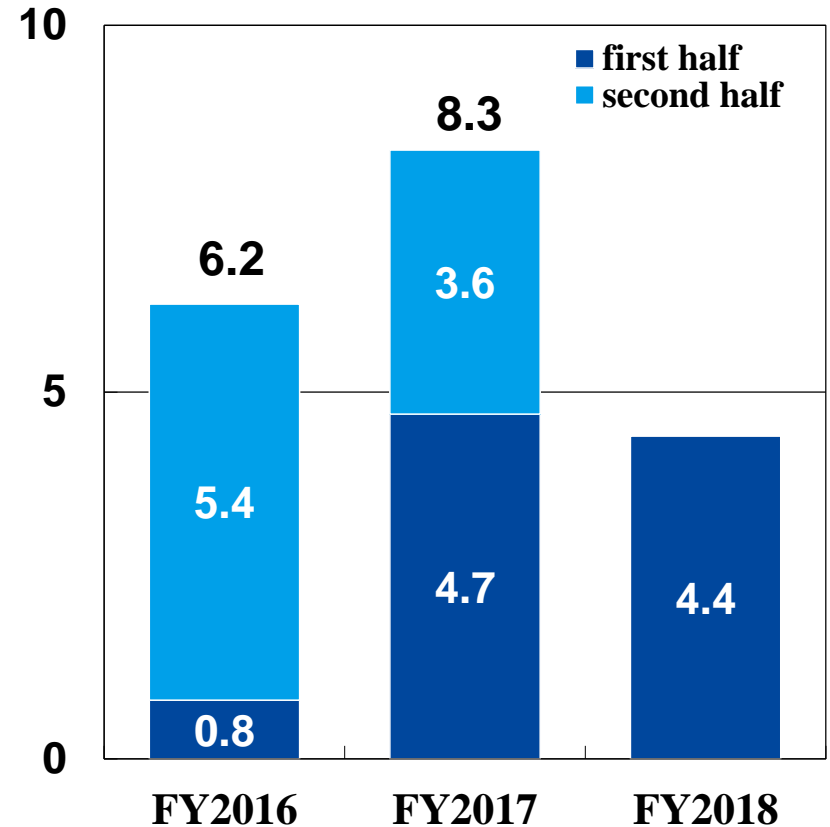
(billion yen)

Net Sales



(billion yen)

Operating profit



※ Sales decreased by 8.1% due to decreased production units from our major customer.

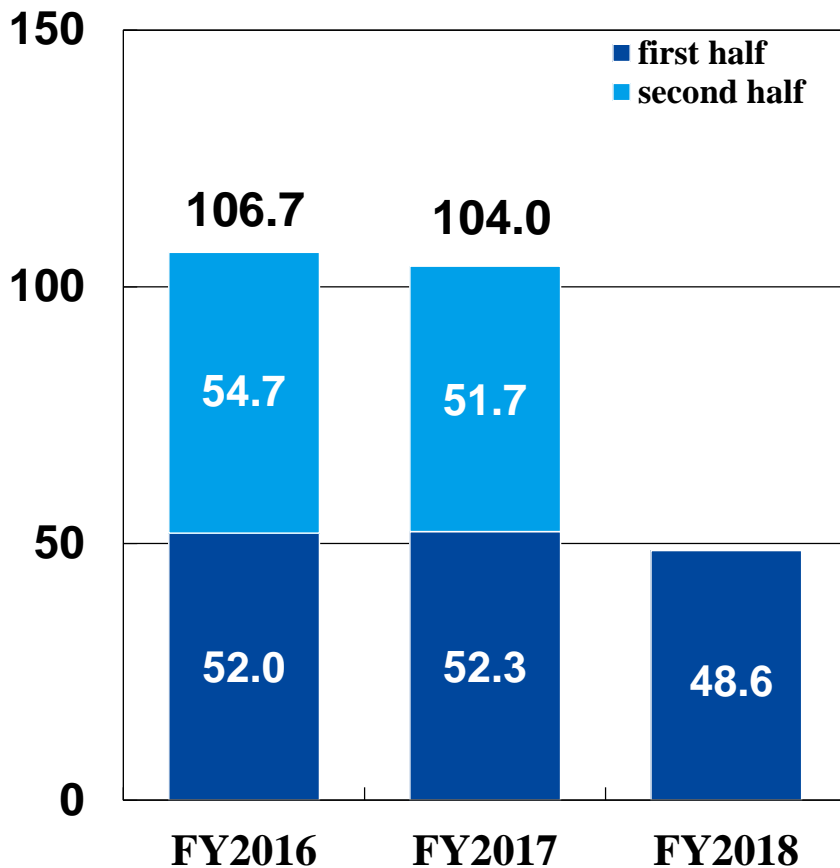
※ Although rationalization induced positive effects, operating profit decreased by 6.4% under the influence of the sales decrease.



Sales & Operating Profit by Region (The Americas)

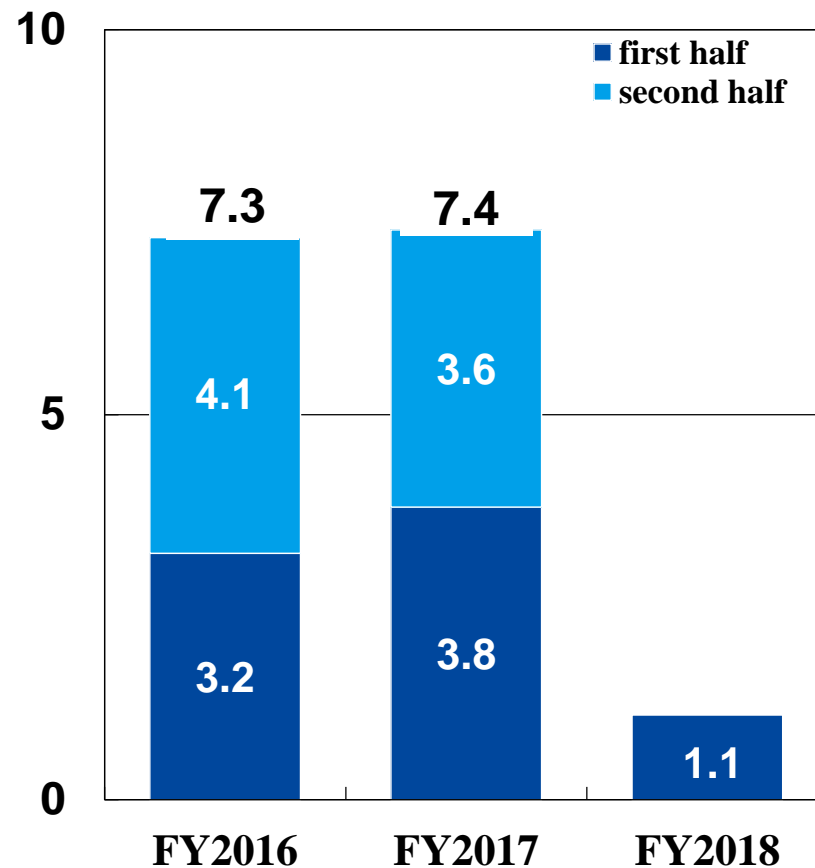
(billion yen)

Net Sales



(billion yen)

Operating profit



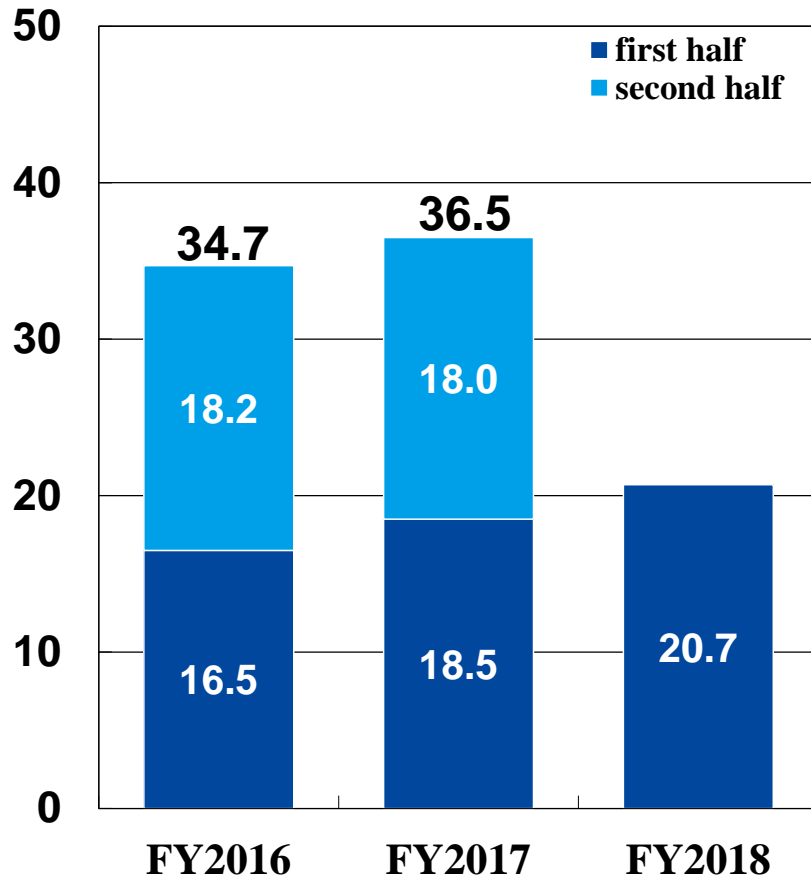
※ Sales decreased by 7.1% mainly due to decreased production units from our major customer.

※ Operating profit decreased by 71.1% under the influence of the sales decrease.

Sales & Operating Profit by Region (Europe)

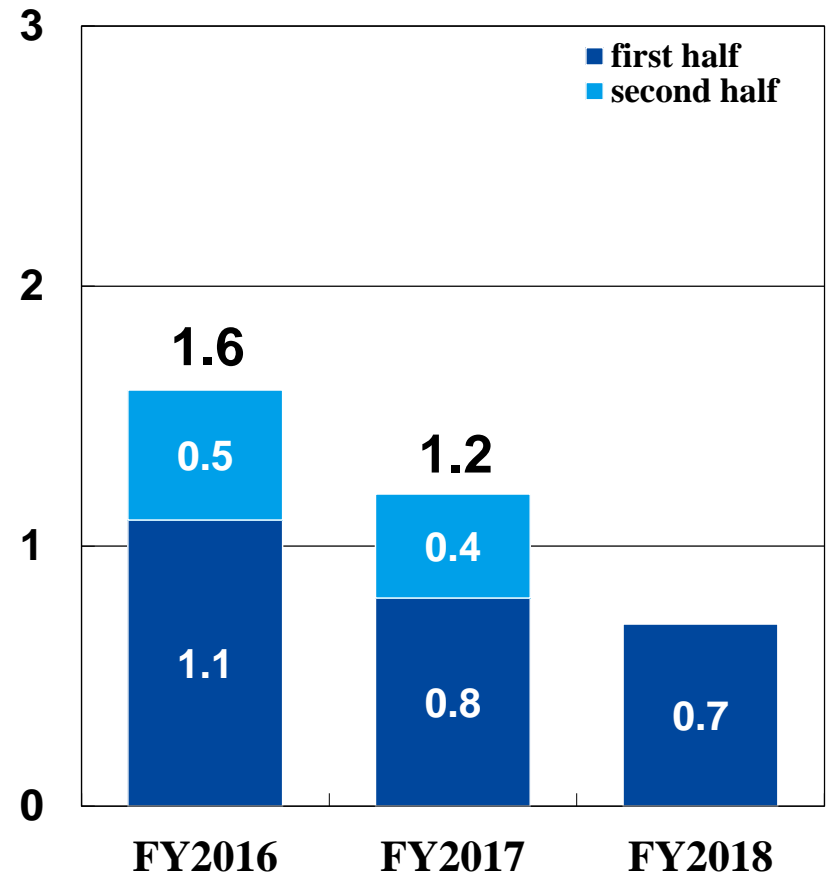
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales increased by 11.9% due to Forex impact etc.

※ Operating profit decreased by 1.0 billion yen.

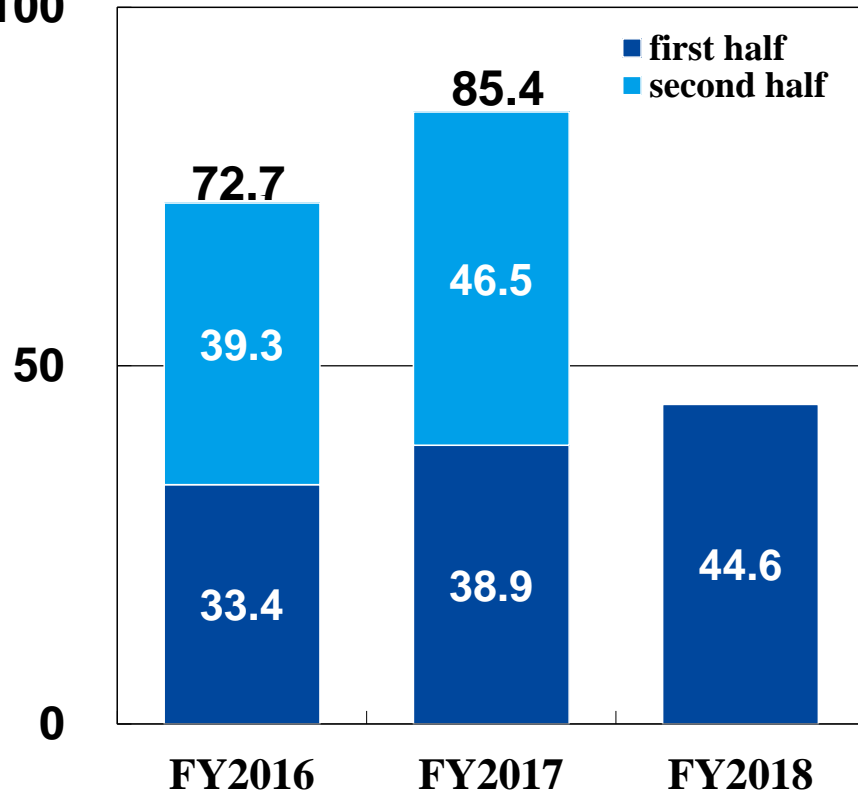


Sales & Operating Profit by Region (Asia)

(billion yen)

Net sales

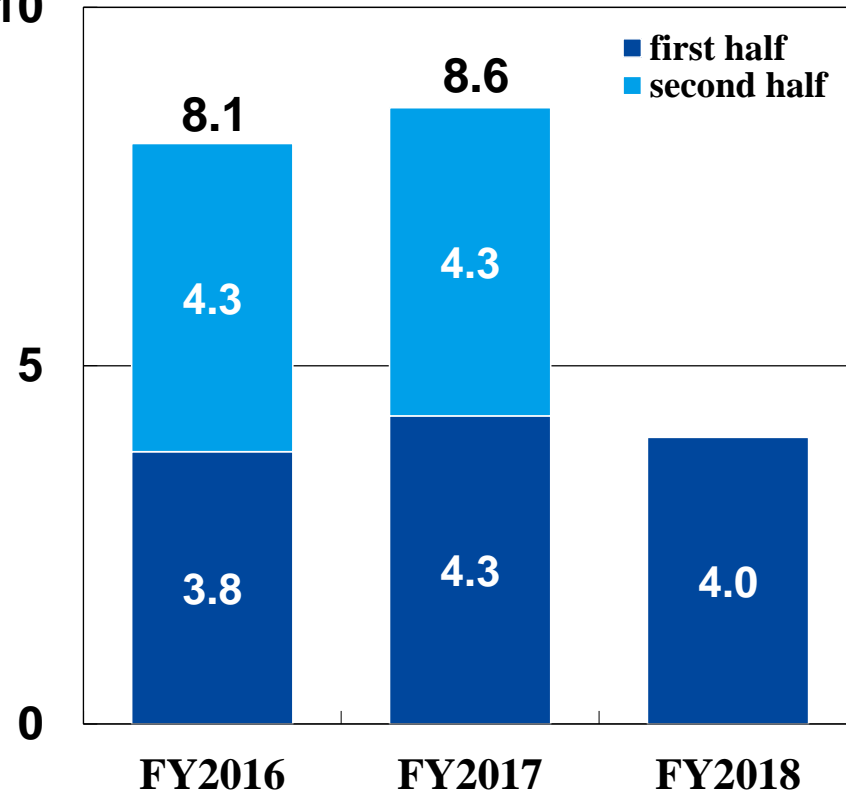
100



(billion yen)

Operating profit

10



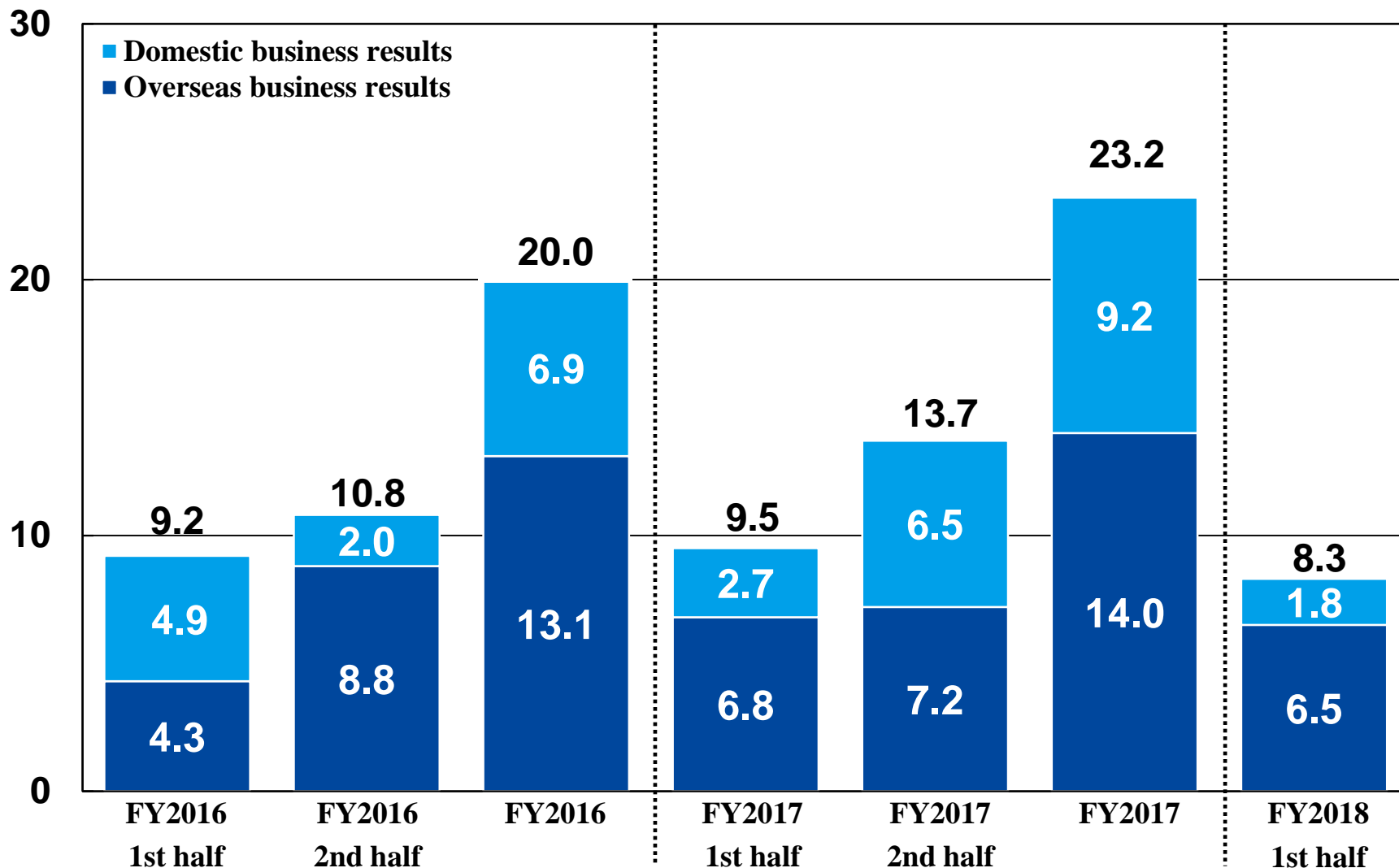
※ Sales revenue increased by 14.7% due to the impact of increased production units from our major customers and Forex impact.

※ Operating profit decreased by 7.0%, partly due to the derivation of costs accompanying a steep increase in production.

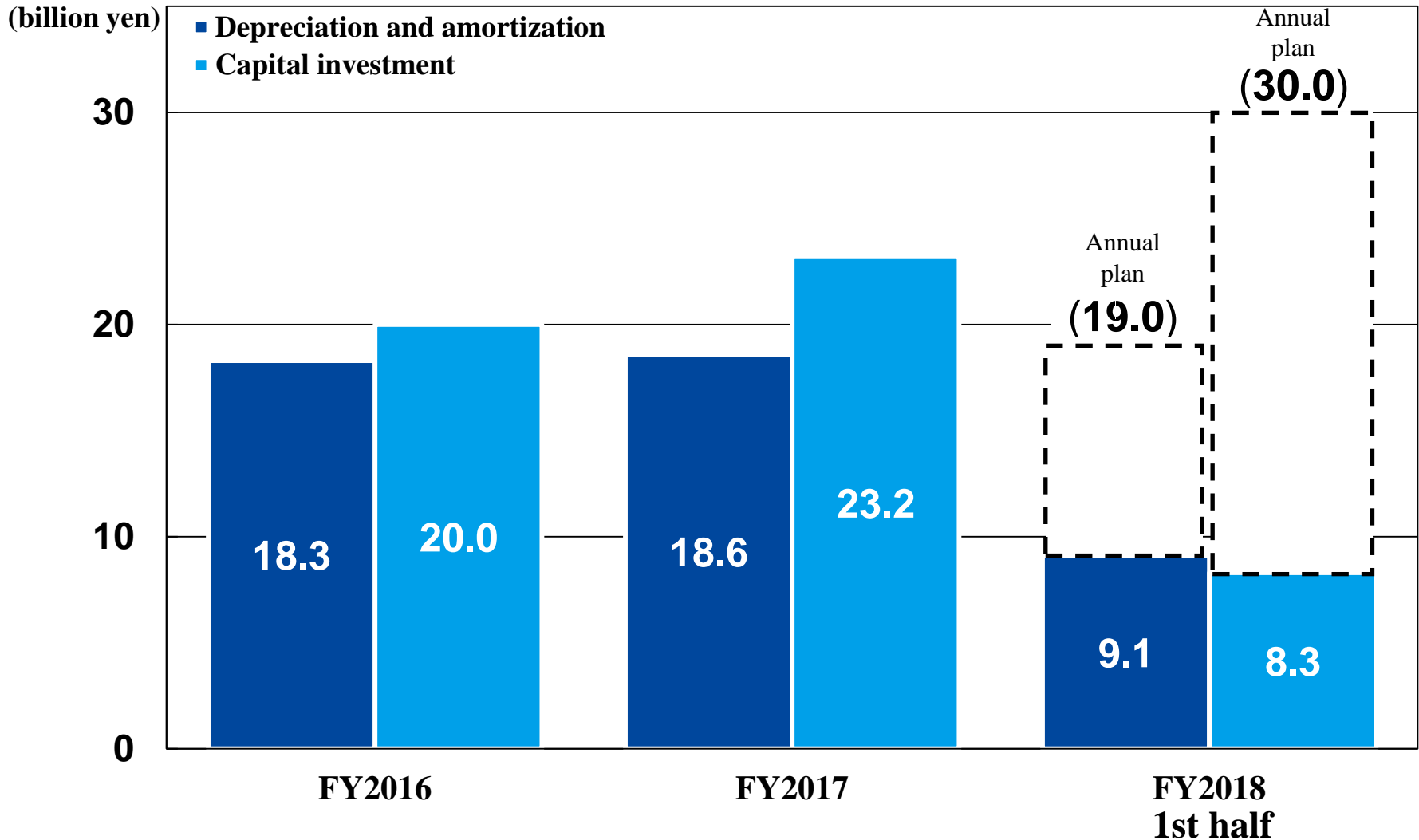


Capital investment

(billion yen)



Capital investment & Depreciation / Amortization

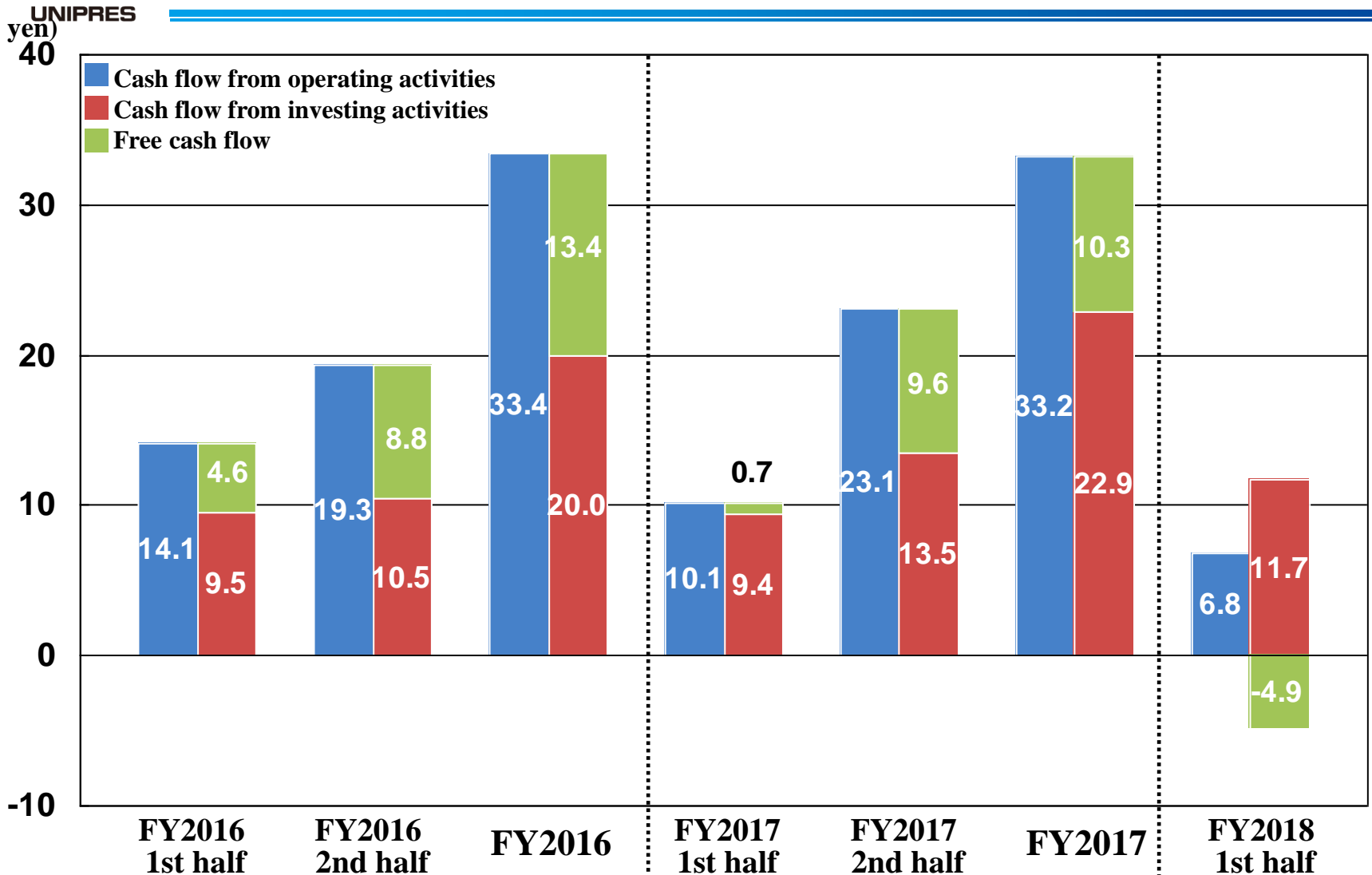


※ Both capital investment and depreciation and amortization have progressed nearly as planned.



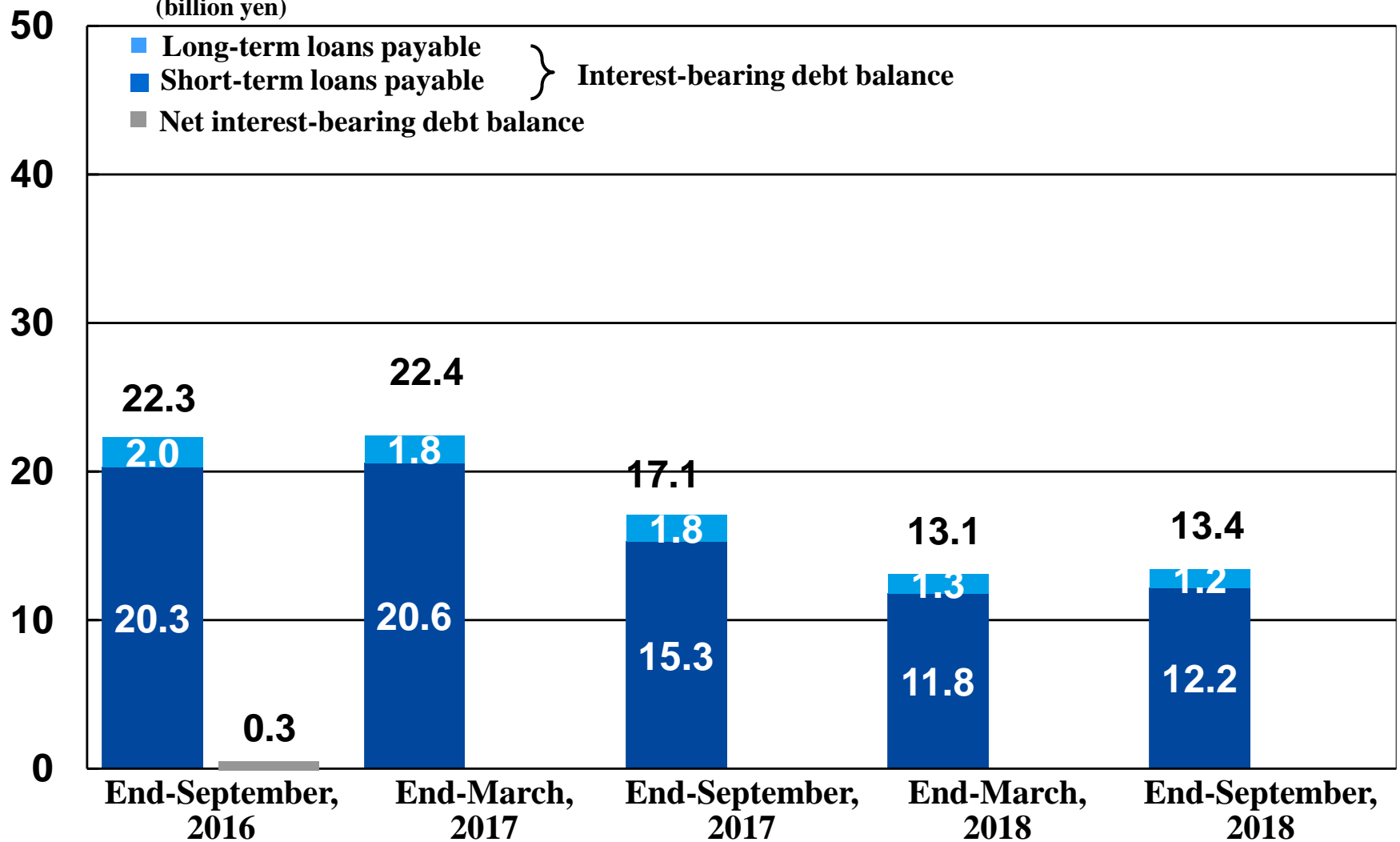
Cash Flows

(billion yen)



※ Free cash flow was negative due to investments toward the future such as production capacity reinforcement.

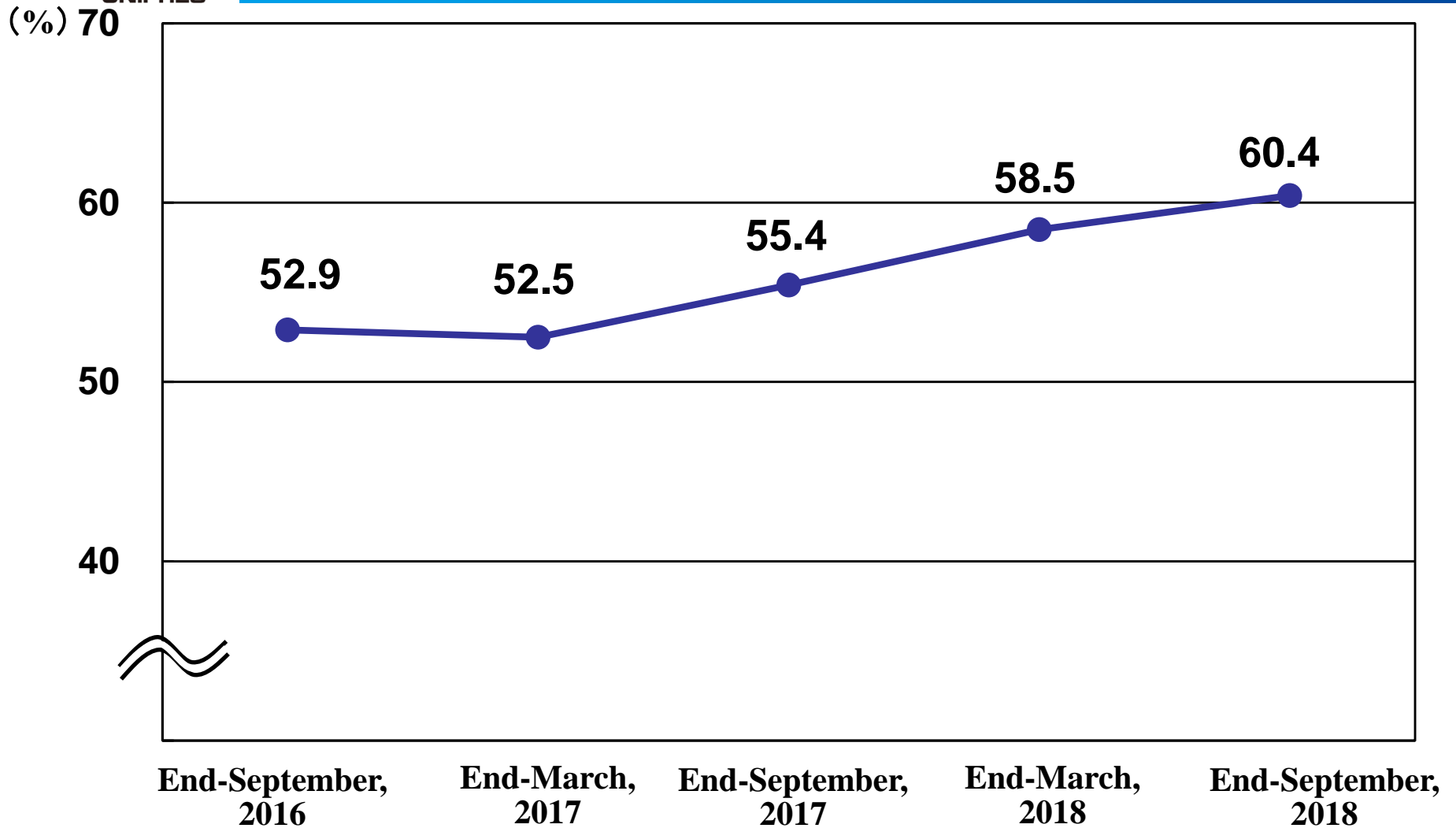
Interest-bearing Debt & Net Interest-bearing Debt Balance



※ Interest-bearing debts increased by 3.0 billion yen compared with the end-March, 2018.



Changes in equity-to-total assets



※ Equity-to-total assets increased by 2.9% compared with the end-March, 2018.



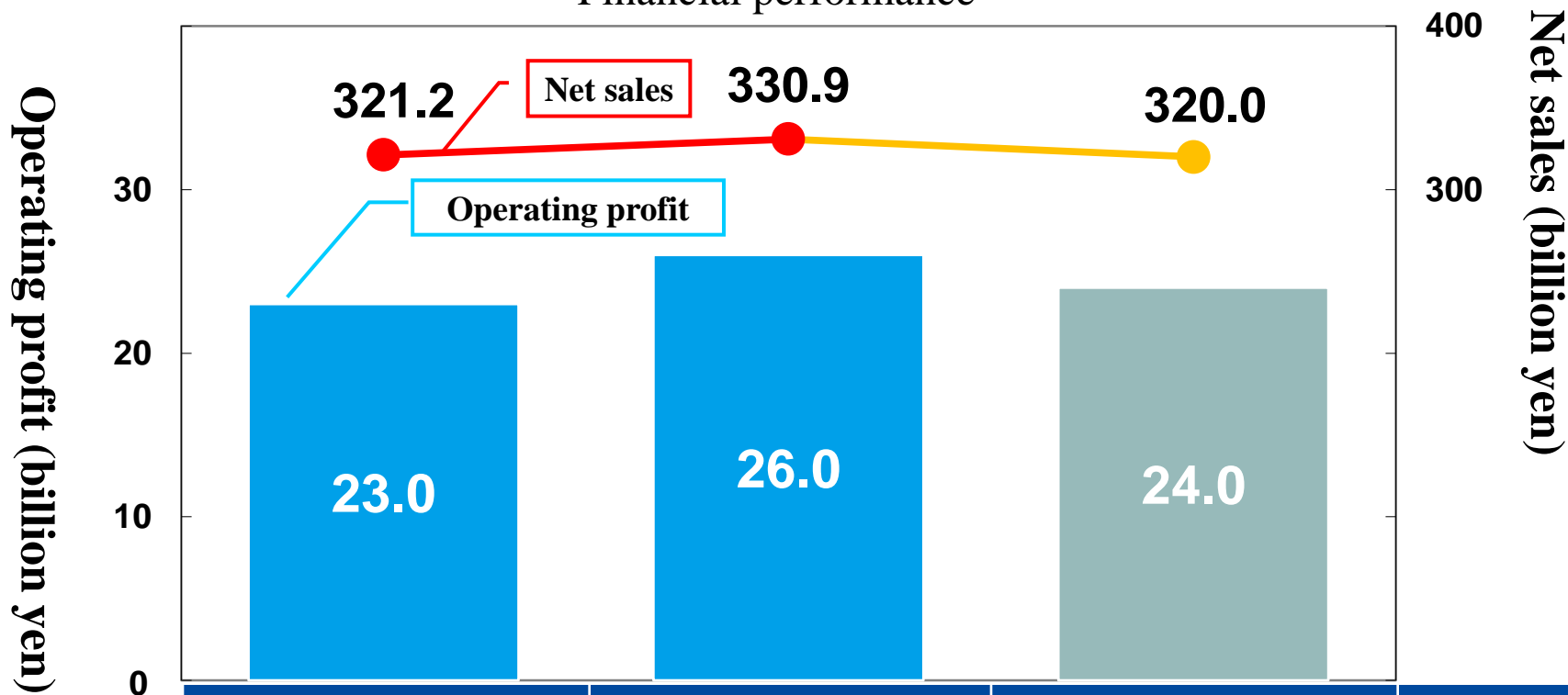
Forecast of FY2018

- 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.**



Consolidated Business Plan for FY2018

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



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Exchange rate

Reference

	FY2017 2 nd quarter		FY2018 2 nd quarter		Preconditions of FY2018 plan
	Average for the period	term end	Average for the period	term end	
US \$	111.30	112.74	110.71	113.58	105.00
STG £	142.29	145.82	148.92	144.55	147.00
EURO	122.18	127.95	130.66	127.88	129.00
MEX \$	5.85	6.22	5.71	5.60	5.50
RMB	16.36	16.49	17.01	16.67	16.20
INR	1.73	1.72	1.61	1.57	1.60
THB	3.25	3.30	3.41	3.33	3.35
IDR	0.0084	0.0084	0.0079	0.0077	0.0080

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