



UNIPRES



UNIPRES CORPORATION

FY2018 3rd Quarter Financial Results



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FY2018 3Q Financial Results

Forecast for the FY2018

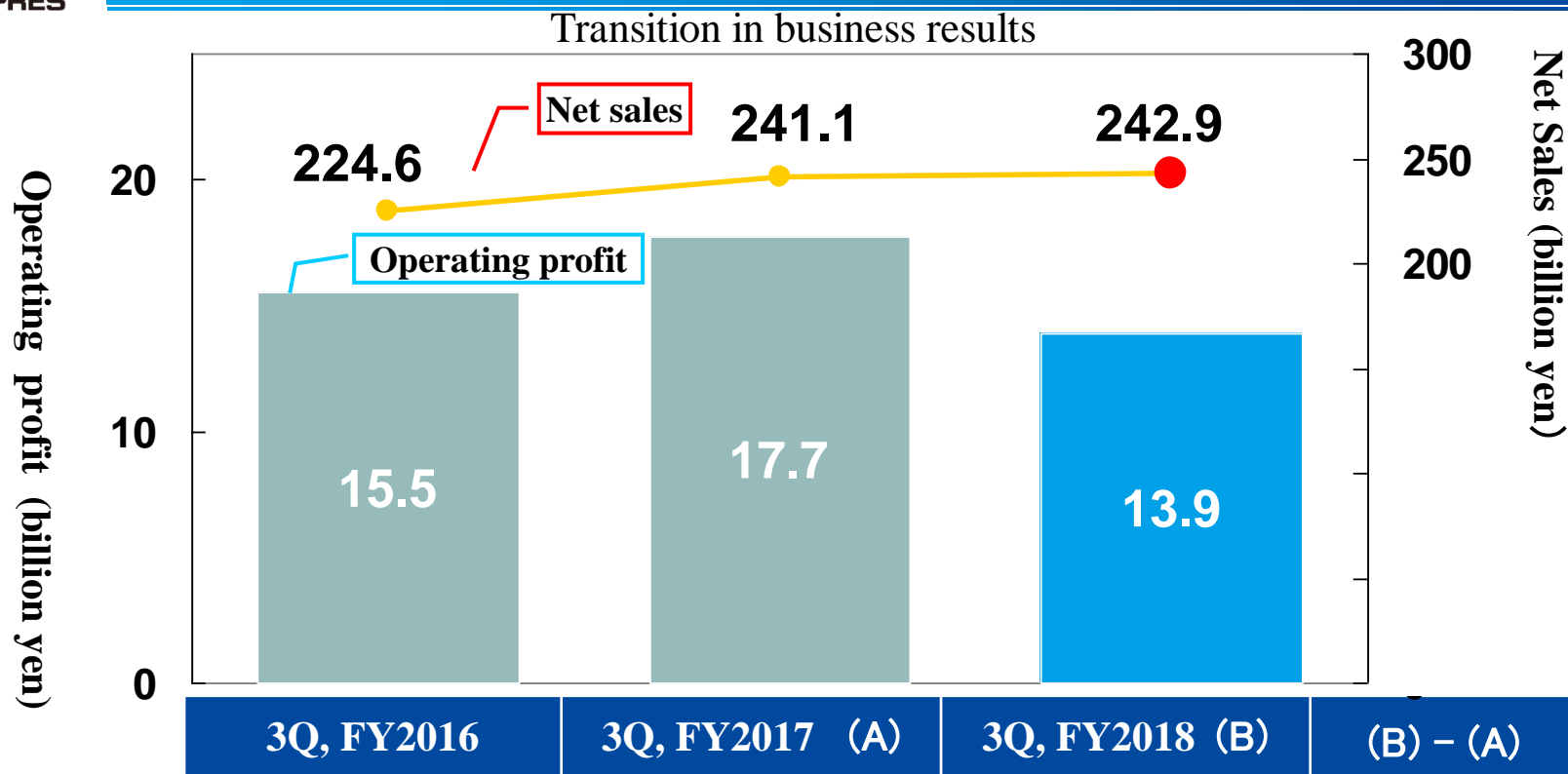


FY2018 3Q Financial Results

1 . While affected by customer's production cut, sales revenue increased year-on-year due to the impact of weaker yen exchange rates.

2 . Operating income decreased mainly as a result of production reduction by customer.

Summary of Q3, FY2018



	3Q, FY2016	3Q, FY2017 (A)	3Q, FY2018 (B)	(B) - (A)
Net sales	224.6	241.1	242.9	+1.8
Operating profit	15.5	17.7	13.9	-3.8
Ordinary profit	15.0	18.9	14.5	-4.4
Net income attributable to owners of parent	8.8	11.5	8.8	-2.7

※ While affected by customer's production cut, sales revenue increased year-on-year by 1.8 billion yen due to the impact of weaker yen exchange rates.

※ Operating income down by 3.8 billion yen due to decreased production.



Consolidated Sales by Product Group

(billion yen)

	3Q, FY2017		3Q, FY2018		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	201.5	83.6%	202.5	83.4%	+1	-0.2%
Transmission products	34.9	14.5%	34.8	14.3%	-0.1	-0.2%
Plastic products	3.0	1.2%	3.1	1.3%	+0.1	+0.1%
Other	1.7	0.7%	2.5	1.0%	+0.8	+0.3%
Total	241.1	100%	242.9	100%	+1.8	—

※ No significant change to the composition ratio.



Consolidated Sales by Customer

(billion yen)

	3Q, FY2017		3Q, FY2018		Variance
	Sales	%	Sales	%	
Nissan Motor-related products Sub-total	202.0	83.8%	204.4	84.1%	+0.3%
Dongfeng Motor Company Ltd.	38.1	15.8%	44.6	18.4%	+2.6%
Nissan Motor	36.2	15.0%	31.3	12.9%	-2.1%
JATCO (Incl. overseas operations)	29.6	12.3%	29.0	11.9%	-0.4%
Nissan North America	29.8	12.4%	28.0	11.5%	-0.9%
Nissan Mexicana	27.6	11.4%	25.9	10.7%	-0.7%
Nissan Europe	18.1	7.5%	19.3	8.0%	+0.5%
NISSAN SHATAI	10.0	4.1%	11.1	4.6%	+0.5%
Calsonic Kansei (Incl. overseas operations)	8.1	3.4%	8.0	3.3%	-0.1%
Renault Nissan India	2.2	0.9%	2.5	1.0%	+0.1%
Nissan Thailand	1.6	0.7%	1.9	0.8%	+0.1%
Zhengzhou Nissan	0.5	0.2%	0.9	0.4%	+0.2%
Nissan Indonesia	0.2	0.1%	0.4	0.2%	+0.1%

※Ratio of Dongfeng Motor Company Ltd. rose by 2.6%.



Consolidated Sales by Customer

(billion yen)

		3Q, FY2017		3Q, FY2018		Variance
		Sales	%	Sales	%	
Other customers		39.1	16.2%	38.5	15.9%	-0.3%
Sub-total						
Incl.)	Honda of America Mfg., Inc.	5.0	2.1%	4.8	2.0%	-0.1%
	Honda of The U.K. Manufacturing Ltd.	3.4	1.4%	4.0	1.7%	+0.3%
Honda	Honda Motor Co., Ltd.	2.9	1.2%	2.2	0.9%	-0.3%
	Honda De Mexico, S.A. De C.V.	2.5	1.0%	1.8	0.7%	-0.3%
	P.T. Honda Prospect Motor	1.8	0.7%	1.5	0.6%	-0.1%
Renault	Renault S.A.S.	4.4	1.8%	3.5	1.5%	-0.3%
	Dongfeng Renault Automotive Co., Ltd	2.8	1.2%	2.3	1.0%	-0.2%
Mazda	Mazda Motor Corporation	1.9	0.8%	1.9	0.8%	0.0%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	1.0	0.4%	1.0	0.4%	0.0%
	Dynax Corporation (Incl. overseas operations)	2.2	0.9%	2.0	0.8%	-0.1%
	AISIN AW CO., LTD. (Incl. overseas operations)	1.1	0.5%	2.0	0.8%	+0.3%
	SUBARU CORPORATION	0.9	0.4%	1.2	0.5%	+0.1%
	NSK-Warner K.K.	0.3	0.1%	0.4	0.1%	0.0%
	TOYOTA AUTO BODY CO.,LTD. (Incl. overseas operations)	0.4	0.1%	0.3	0.1%	0.0%
	SUZUKI MOTOR CORPORATION. (Incl. overseas operations)	0.1	0.0%	0.3	0.1%	+0.1%
	MITSUBISHI MOTORS CORPORATION	0.1	0.1%	0.2	0.1%	0.0%
	Daihatsu Motor Co., Ltd.	0.2	0.1%	0.2	0.1%	0.0%
	UD Trucks Corporation	0.3	0.1%	0.2	0.1%	0.0%
	Hino Motors, Ltd. (Incl. overseas operations)	0.1	0.1%	0.2	0.1%	0.0%
	Isuzu Motors Limited	0.1	0.0%	0.1	0.1%	+0.1%
	Toyoda Iron Works Co.,Ltd.	0.1	0.1%	0.1	0.0%	-0.1%

※ Ratio of AISIN AW CO., LTD. rose by 0.3%.



Operating Profit Variance Analysis

(billion yen)

20

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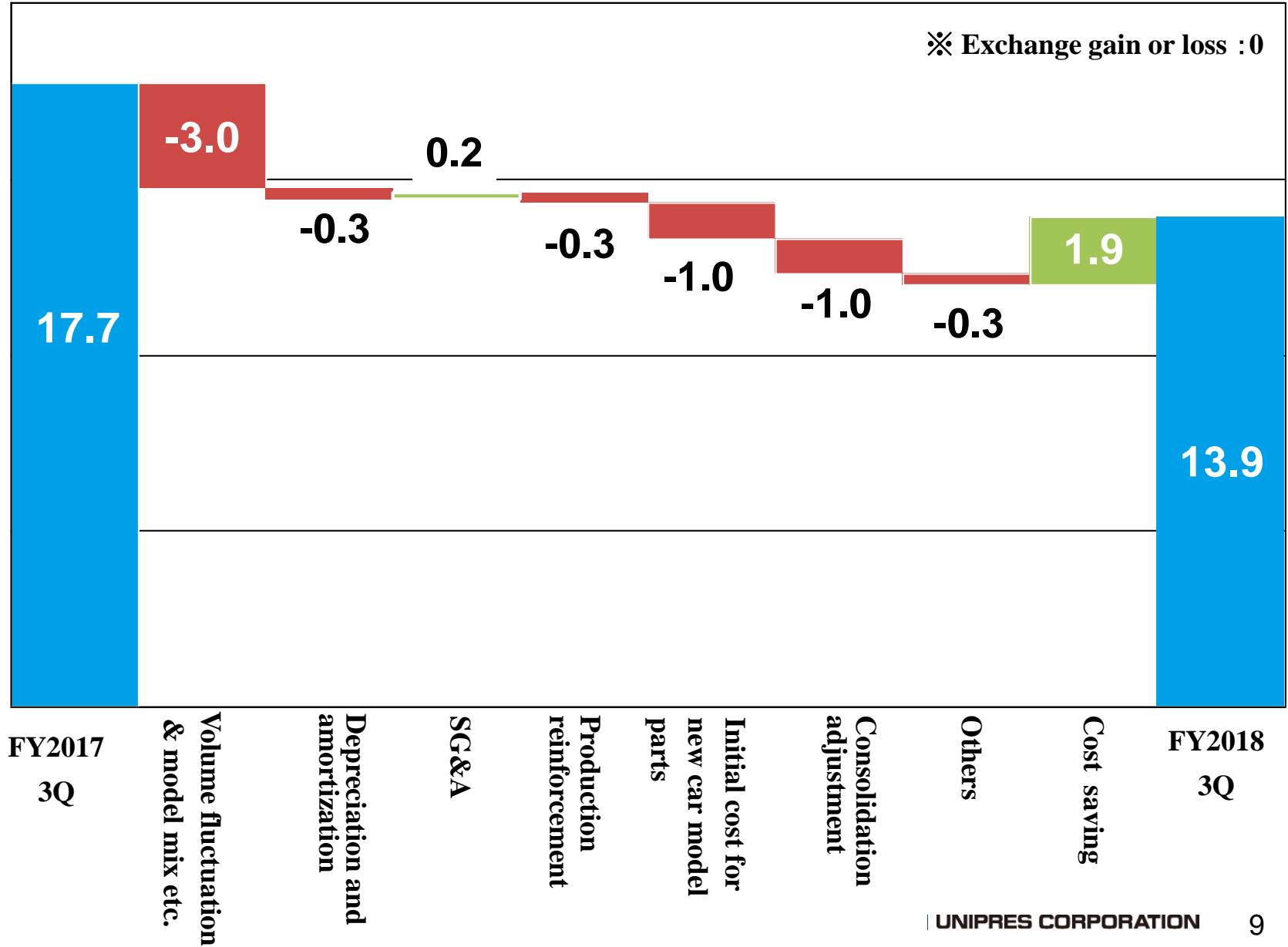
15

10

5

0

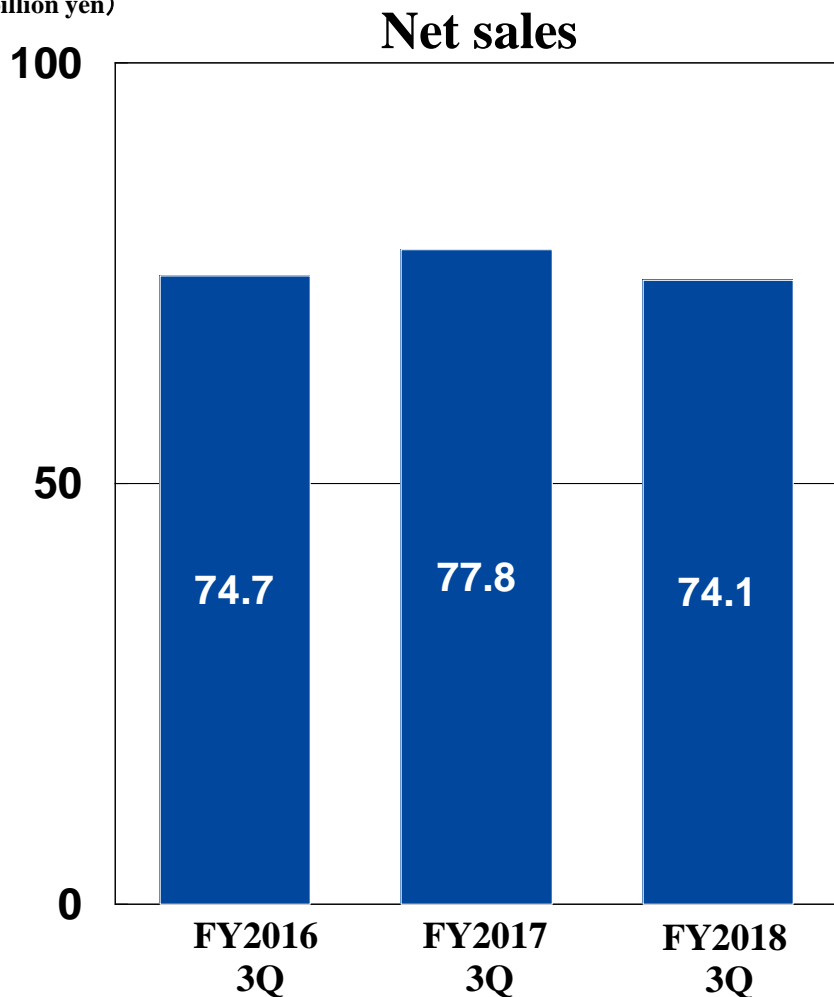
※ Exchange gain or loss : 0



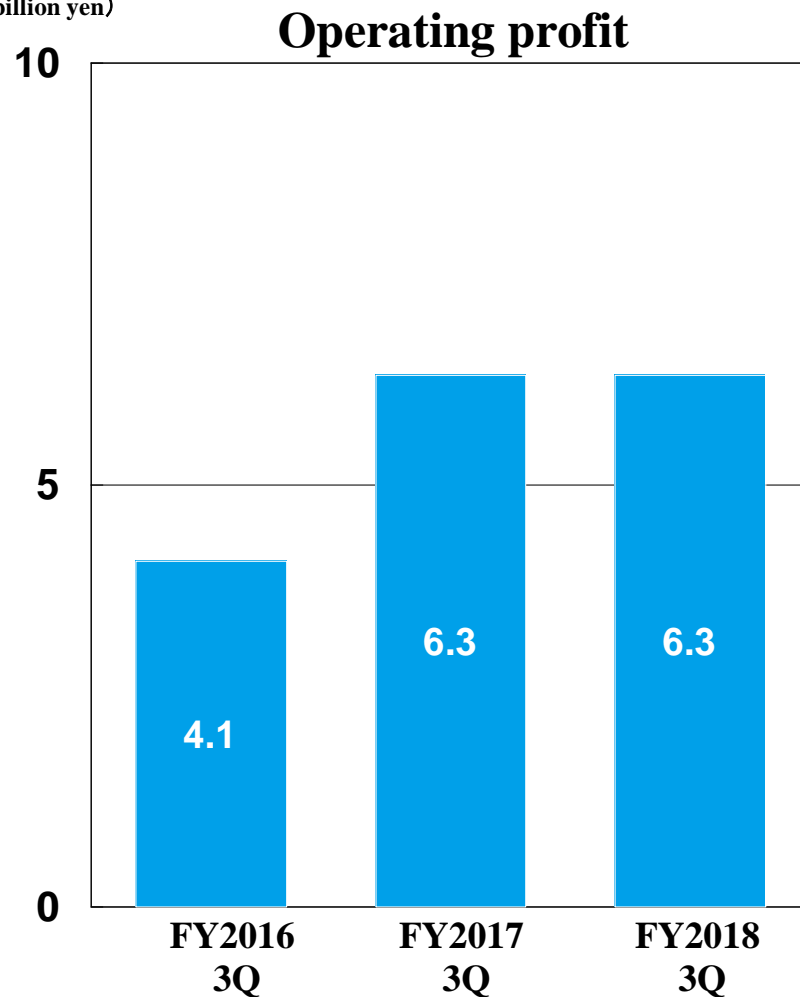


Sales/Operating Profit by Region (Japan)

(billion yen)



(billion yen)



※ Sales dropped by 4.8% due to customers' reduced production.

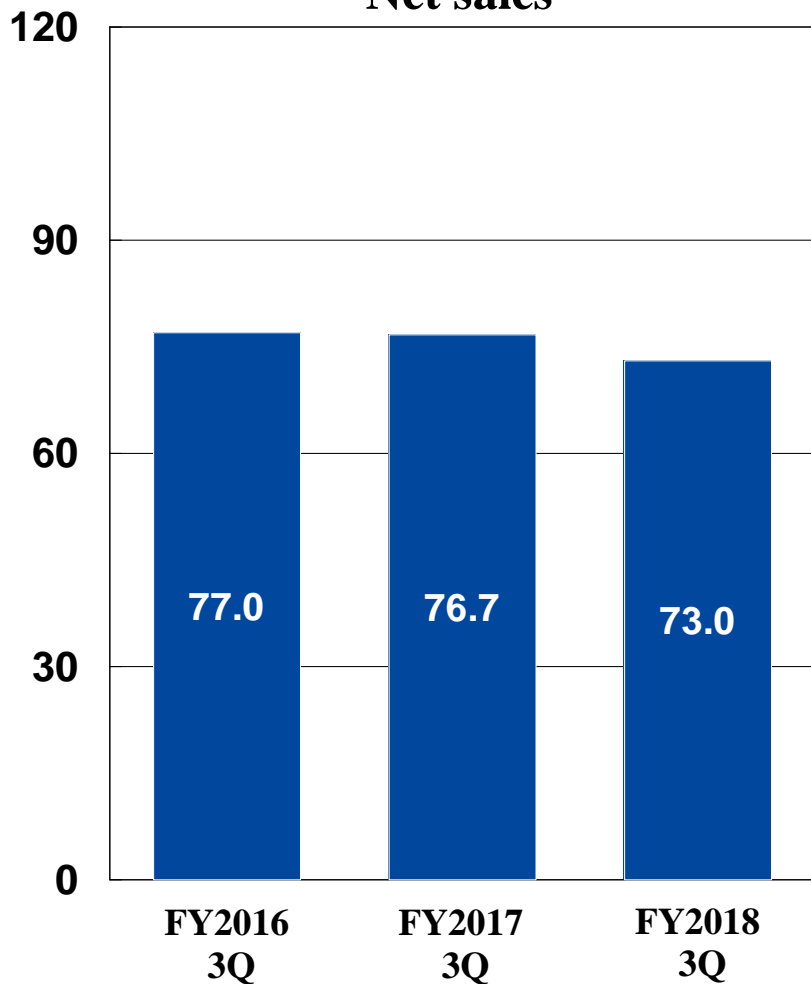
※ Operating profit increased slightly as a result of cost reduction efforts and other factors.



Sales/Operating Profit by Region (The Americas)

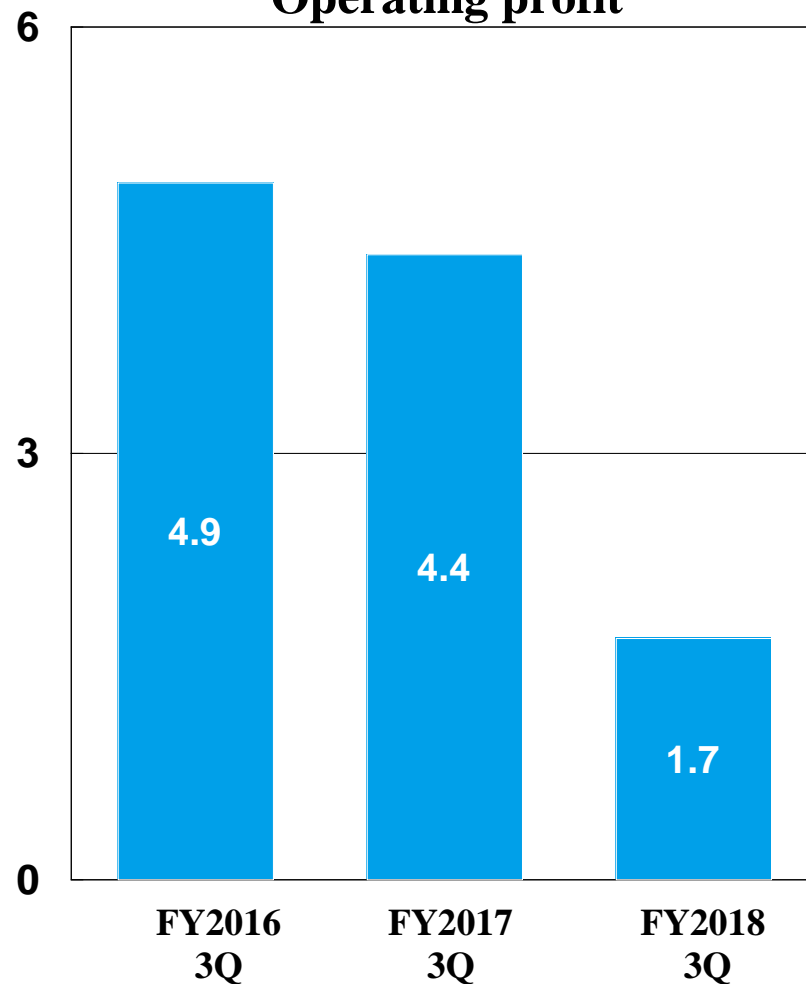
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales dropped by 4.8% due to customers' reduced production and forex impact.

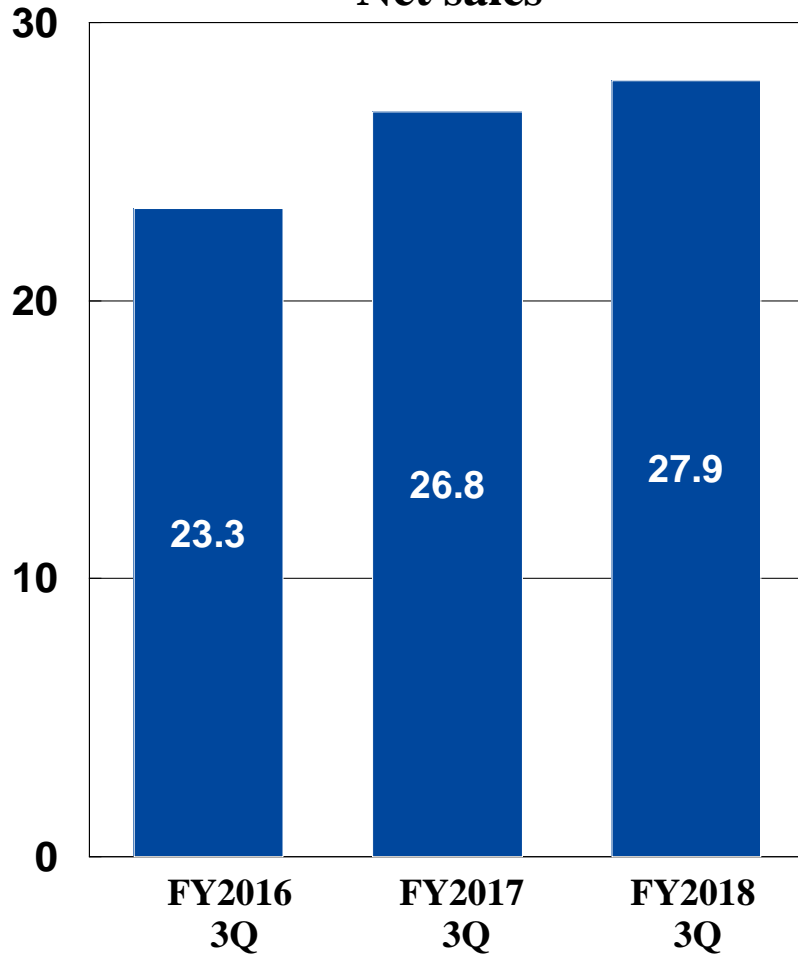
※ Operating income dropped by 61.4% as a result of sales decrease.



Sales/Operating profit by Region (Europe)

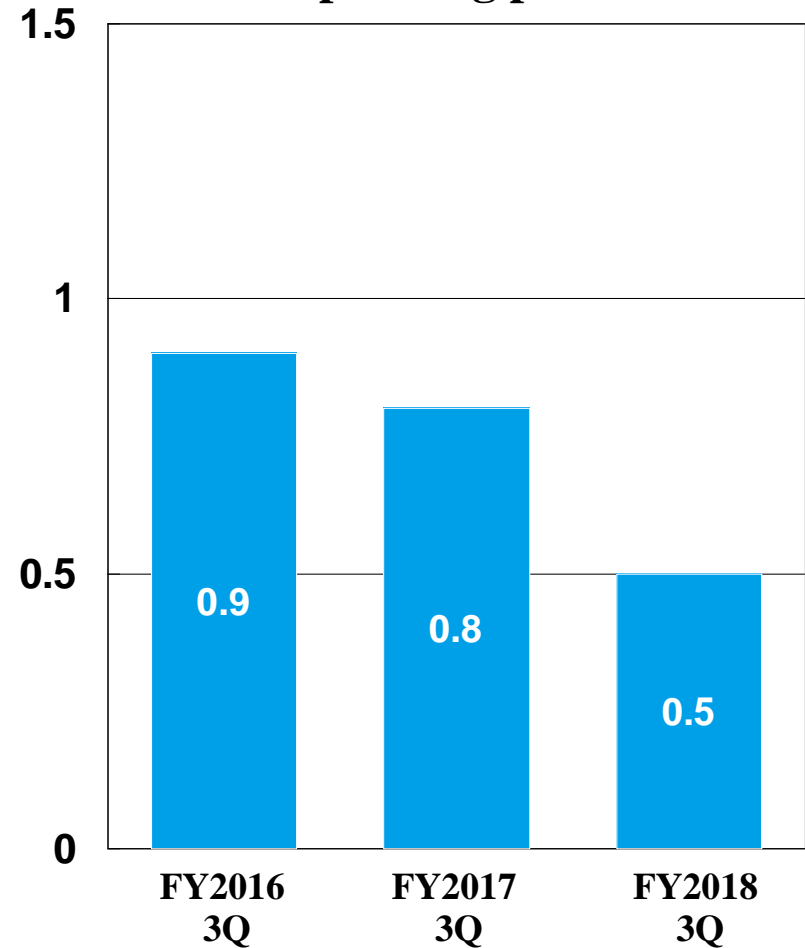
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales increased by 4.1% due to the impact of exchange rate etc.

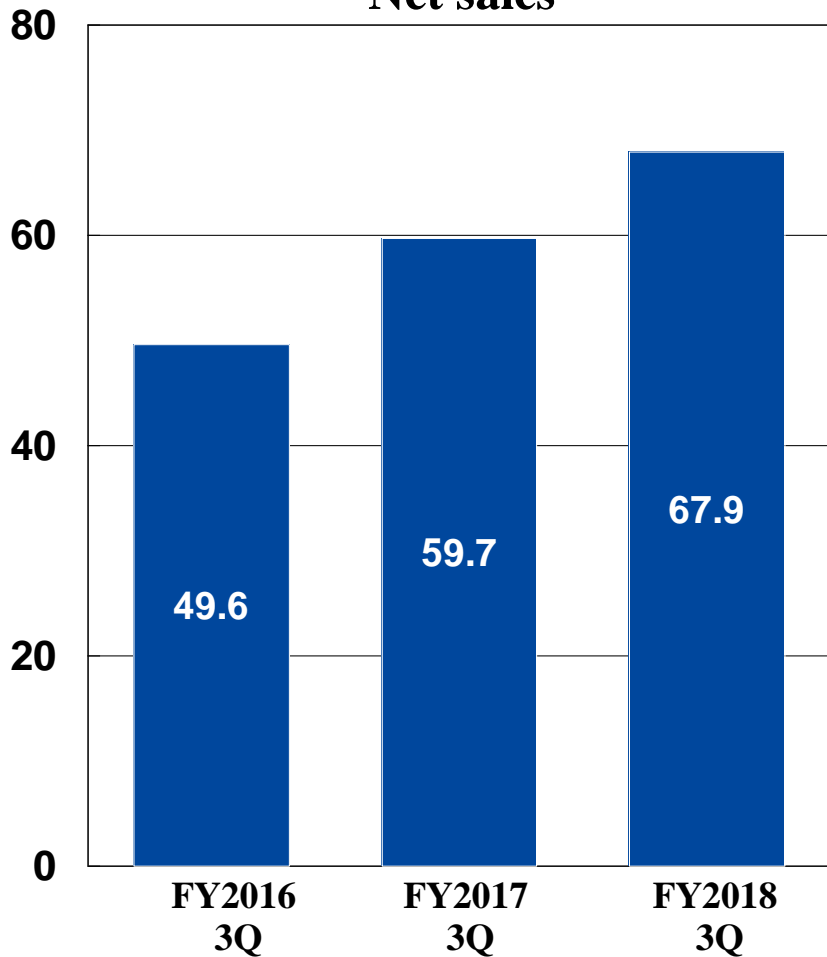
※ Operating income decreased by 0.3 billion.



Sales/Operating Profit by Region (Asia)

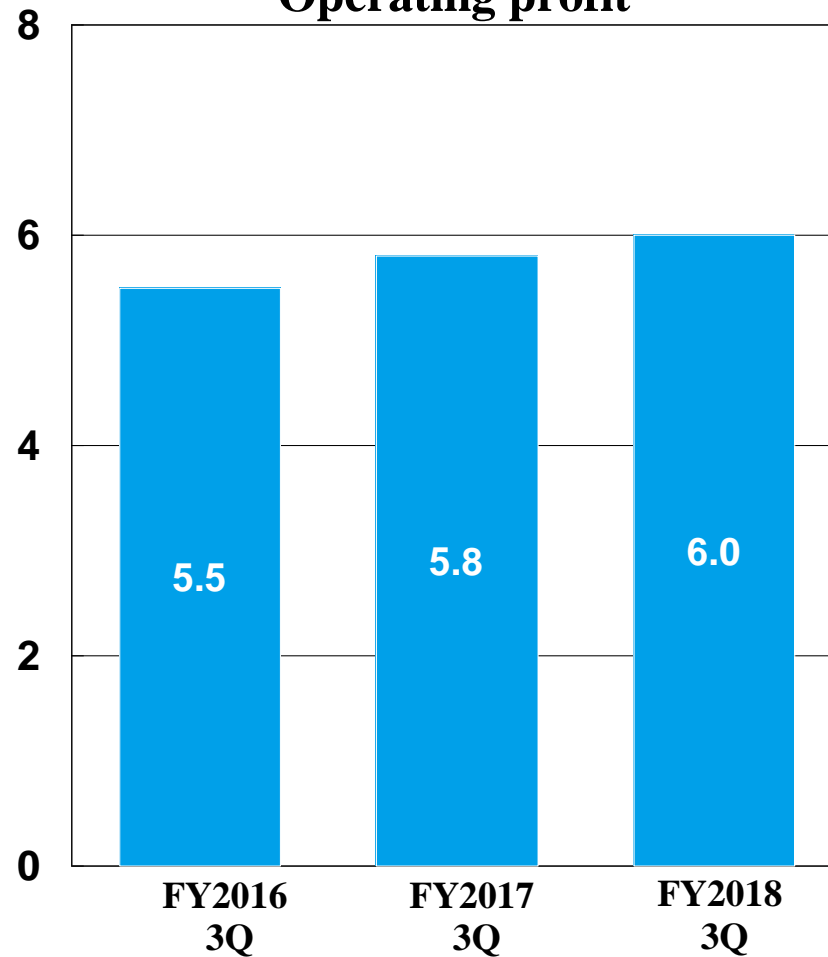
(billion yen)

Net sales



(billion yen)

Operating profit



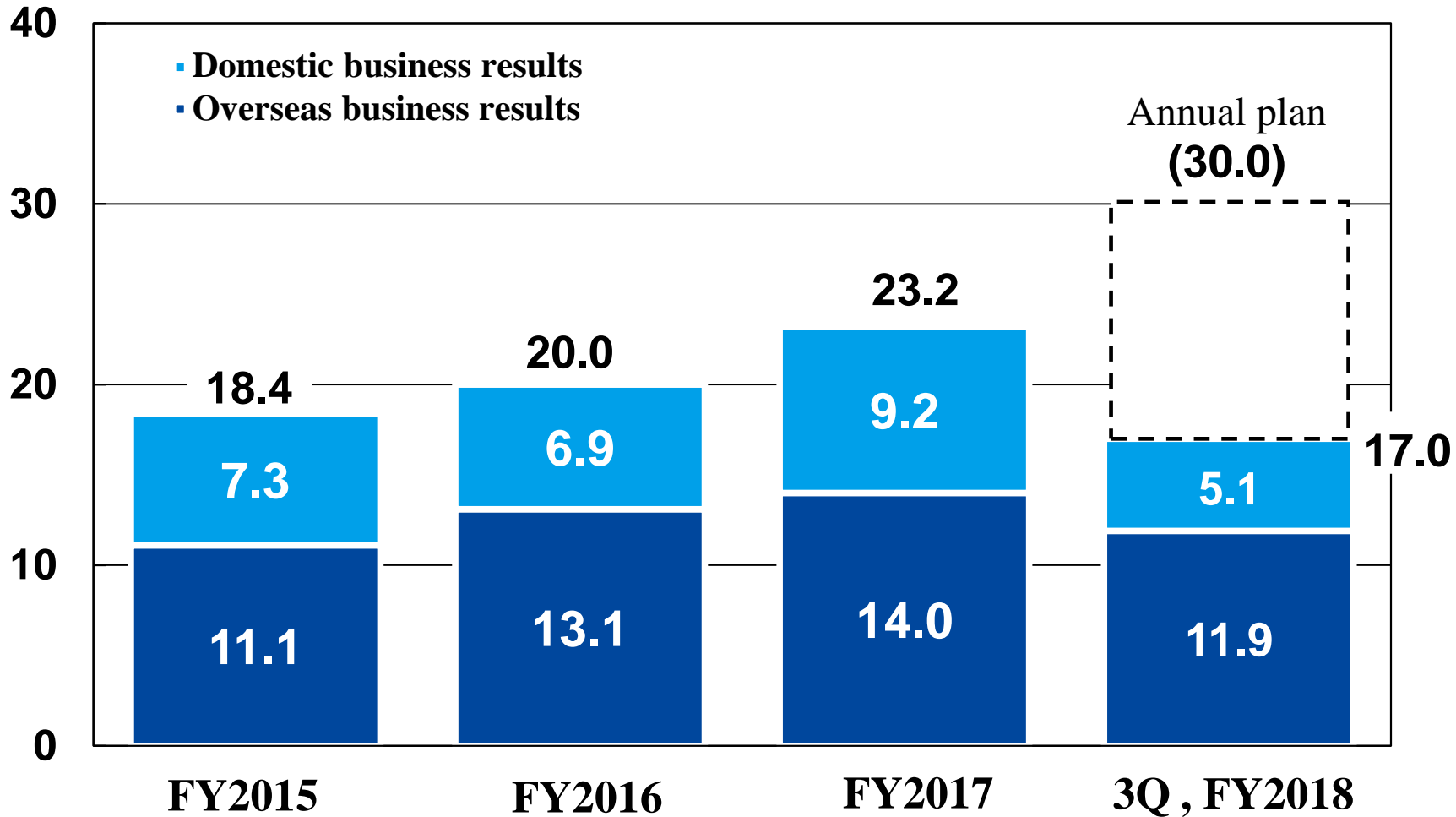
※ Sales increased by 13.7% due to the effect from exchange rate etc.

※ Operating income increased by 0.2 billion yen.



Capital Investment

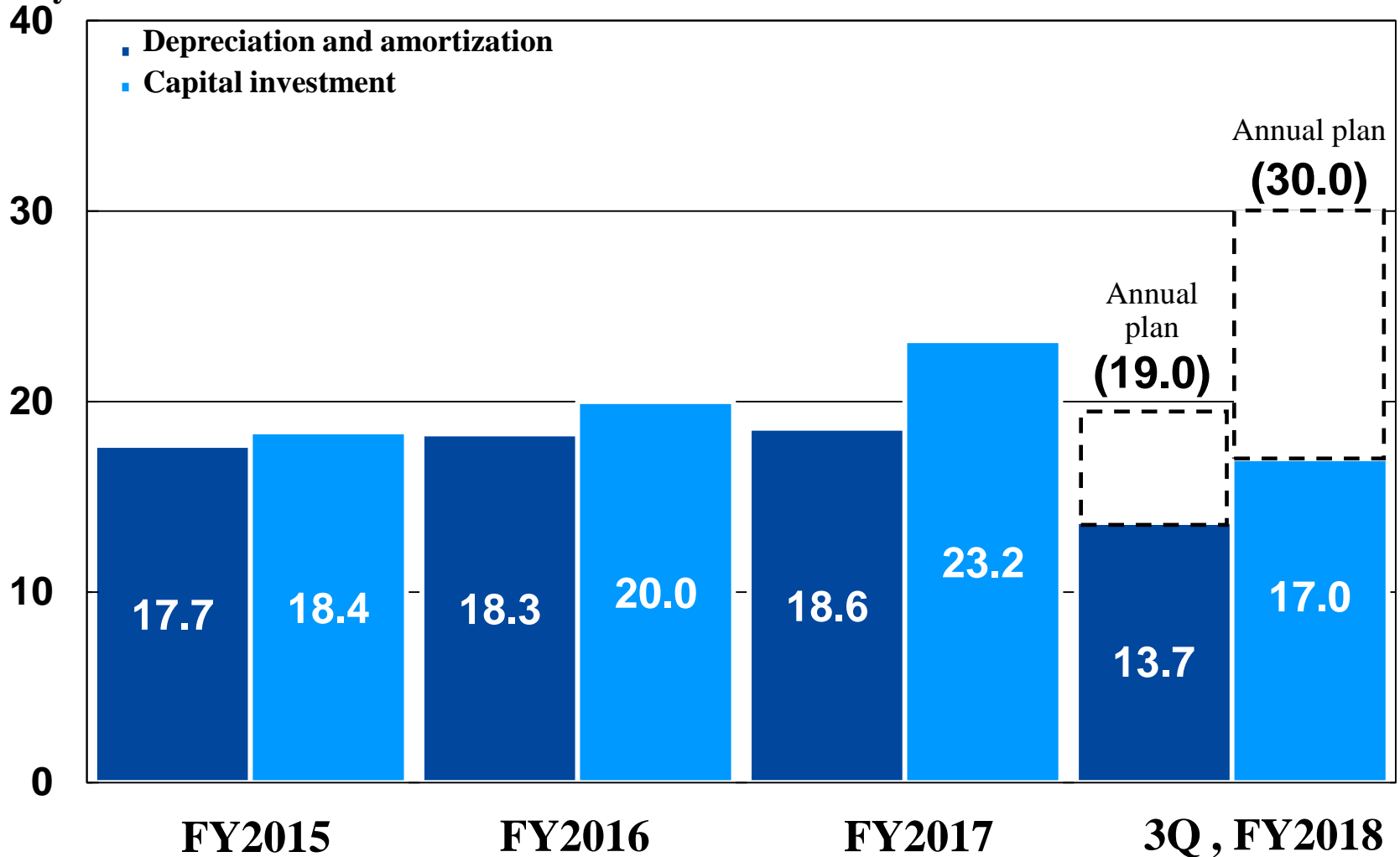
(billion yen)





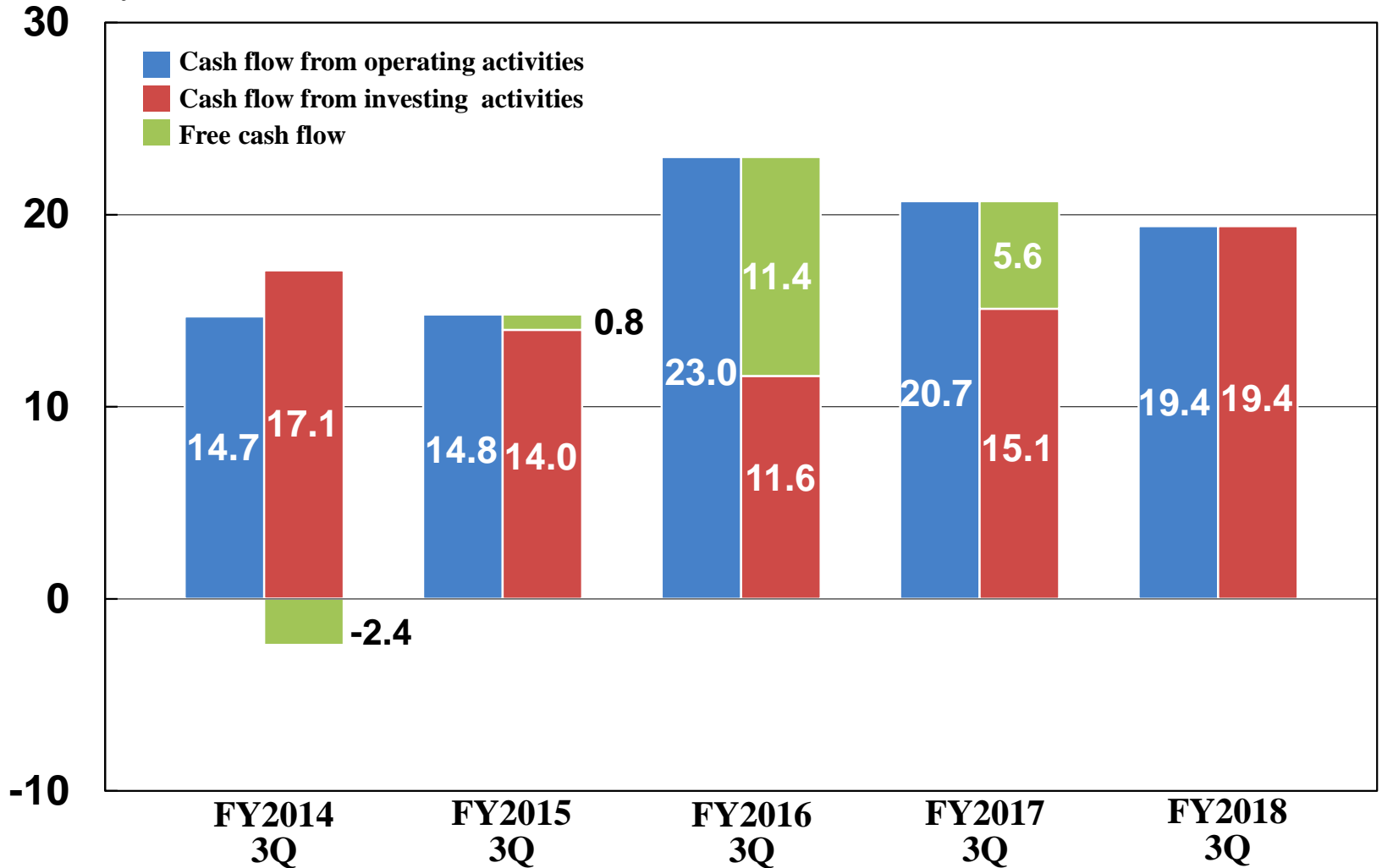
Depreciation and Amortization

(billion yen)



※ Depreciation and amortization as well as capital investment progressed mostly as planned.

(billion yen)



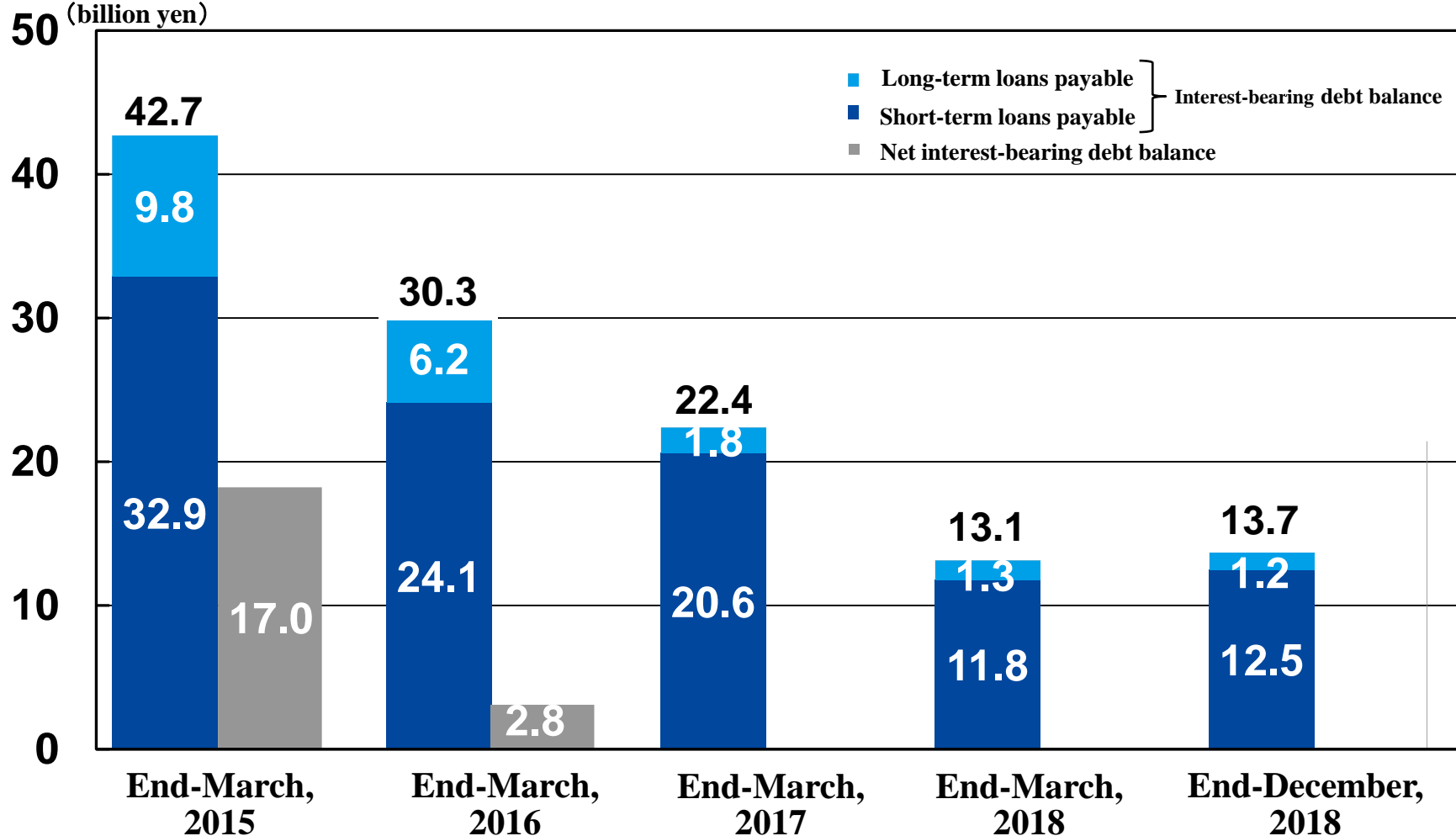
※ Zero free cash flow due to investments made for future including production foundation reinforcement.



Interest-bearing Debt & Net Interest-bearing Debt Balance

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(billion yen)



※ Interest-bearing debts increased by 0.6 billion yen compared with the end-March, 2017.



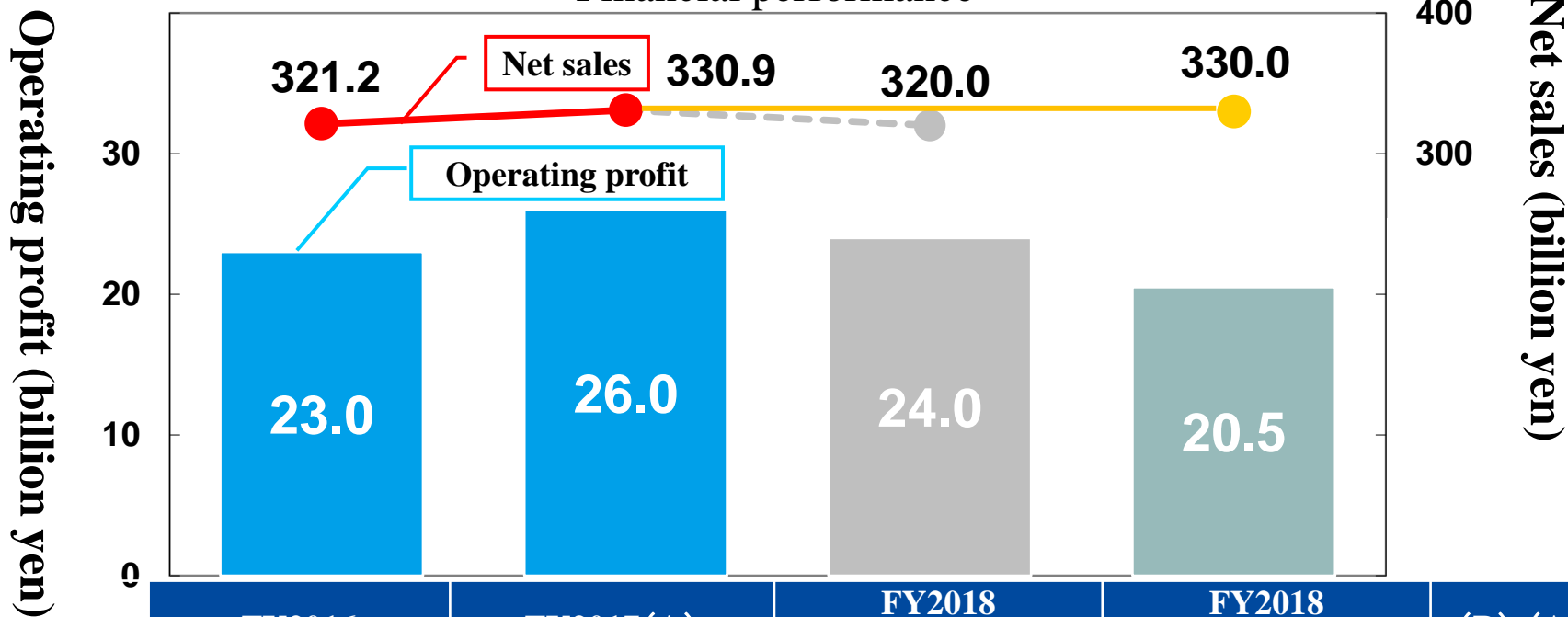
Forecast for the FY2018

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



Summary of Consolidated Business Plan for FY2018

Financial performance



	FY2016	FY2017(A)	FY2018 Initial plan	FY2018 revised forecast (B)	(B)-(A)
Net sales	321.2	330.9	320.0	330.0	-0.9
Operating profit	23.0	26.0	24.0	20.5	-5.5
Ordinary profit	23.0	26.4	24.5	21.0	-5.4
Net income attributable to owners of parent	14.4	15.9	15.0	12.5	-3.4

※Net sales forecast to decline due to decreased production units from our major customer etc.

Operating income to decrease due to the effect of lower sales.

※In comparison to the initial plan, net sales are forecast to increase slightly by the impact of exchange rate and operating profit is projected to be lower due to sharp reduction of production units from our major customer etc.



Forecast of Operating Profit Variance Analysis

(billion yen)

30

※ SG&A:0

20

-4.9

-0.5

-0.3

-1.0

-0.2

-0.7

-0.5

2.6

26.0

10

20.5

0

FY2017

Volume fluctuation & model mix etc.

Depreciation and amortization

Production reinforcement

Initial cost for new car model parts

Exchange gain or loss

Consolidation adjustment

Others

Cost saving

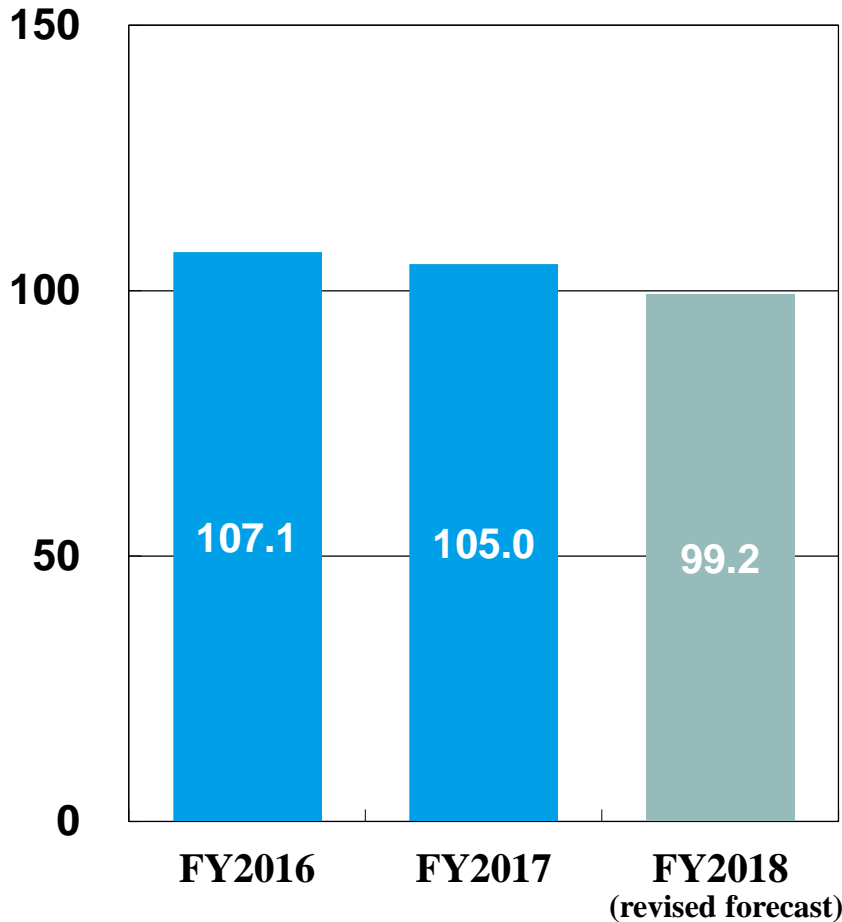
FY2018 forecast



Sales/Operating Profit by Region (Japan)

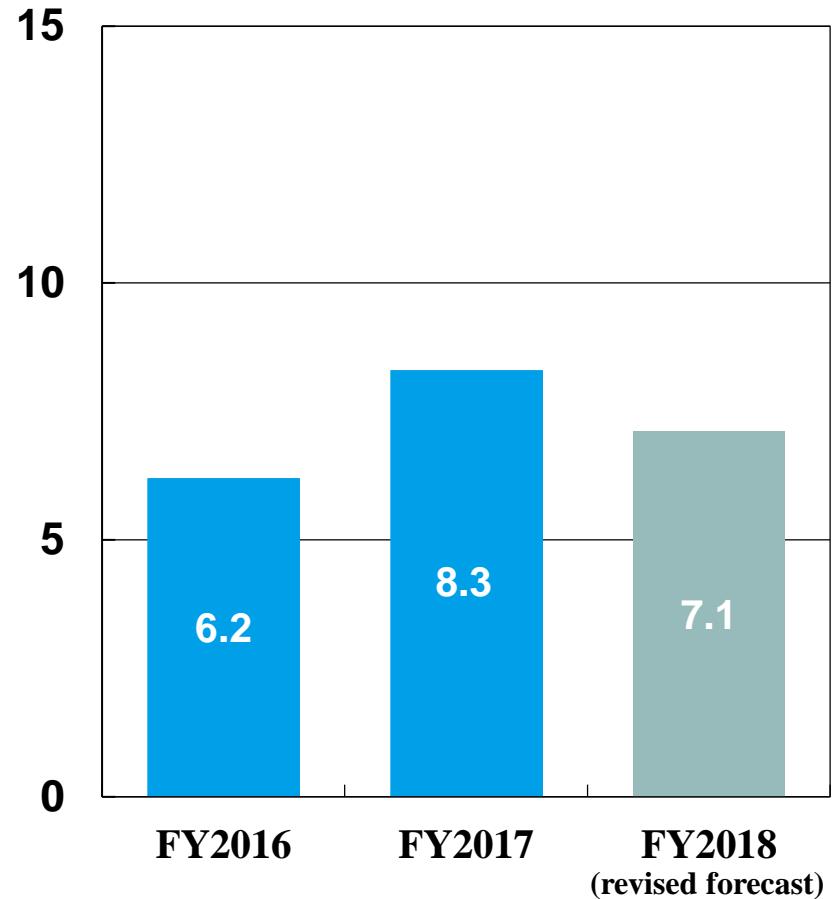
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales projected to decrease because of production cut by customer etc.

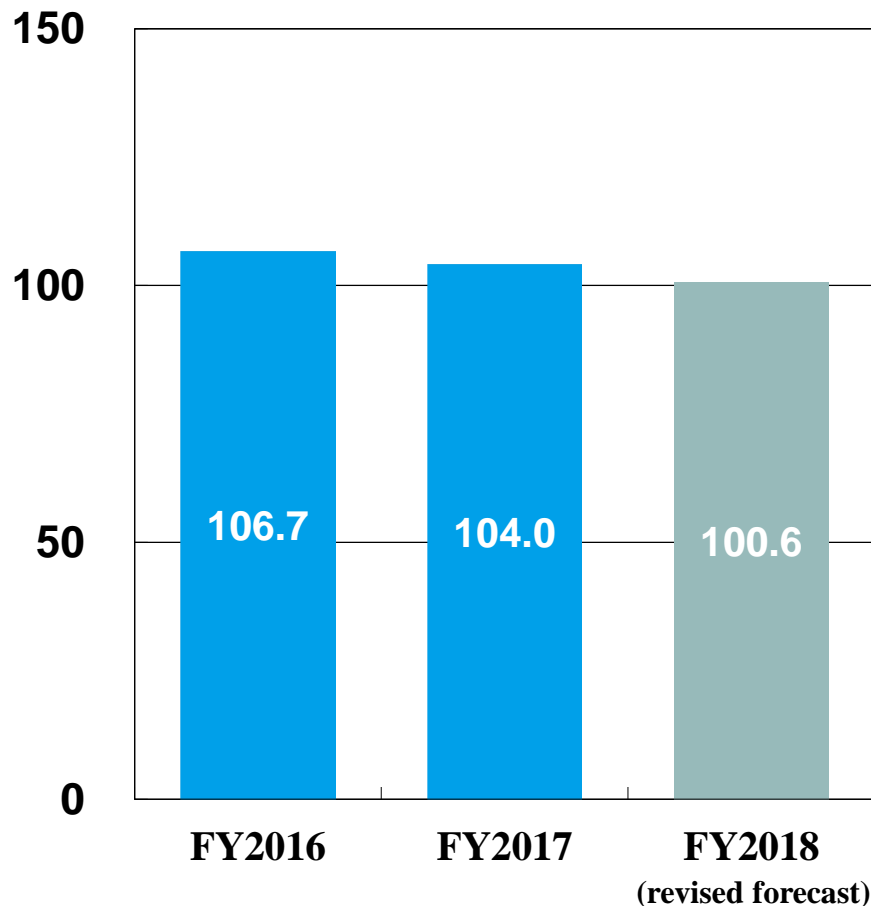
※ Operating income projected to be lower.



Sales/Operating Profit by Region (the Americas)

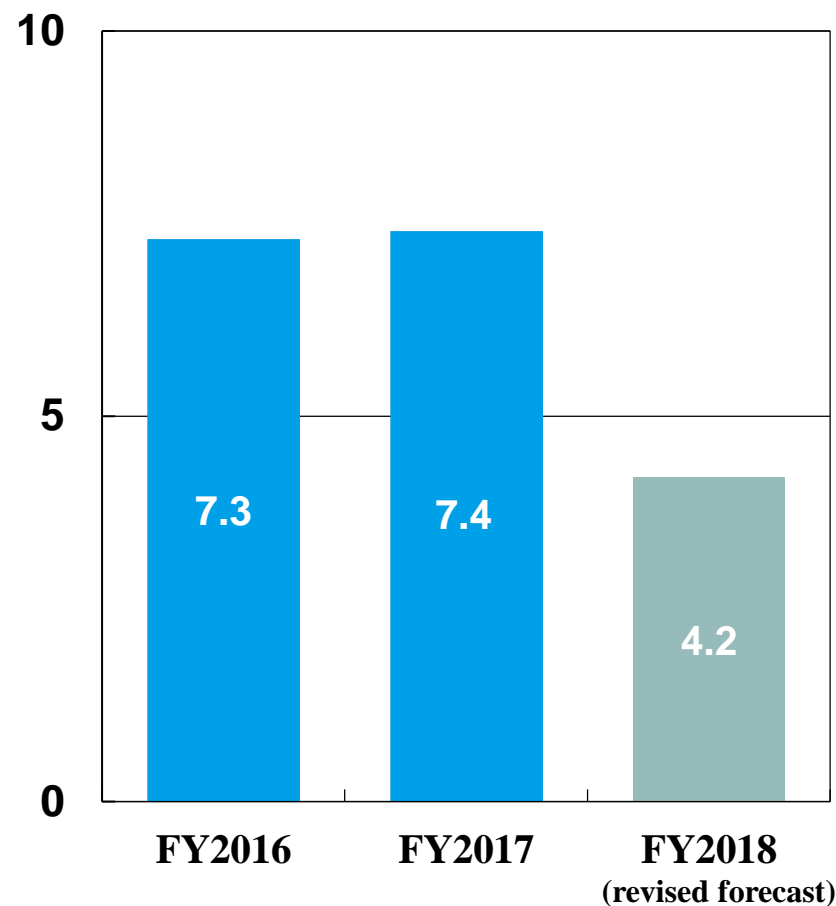
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales projected to decrease because of production cut by customer etc.

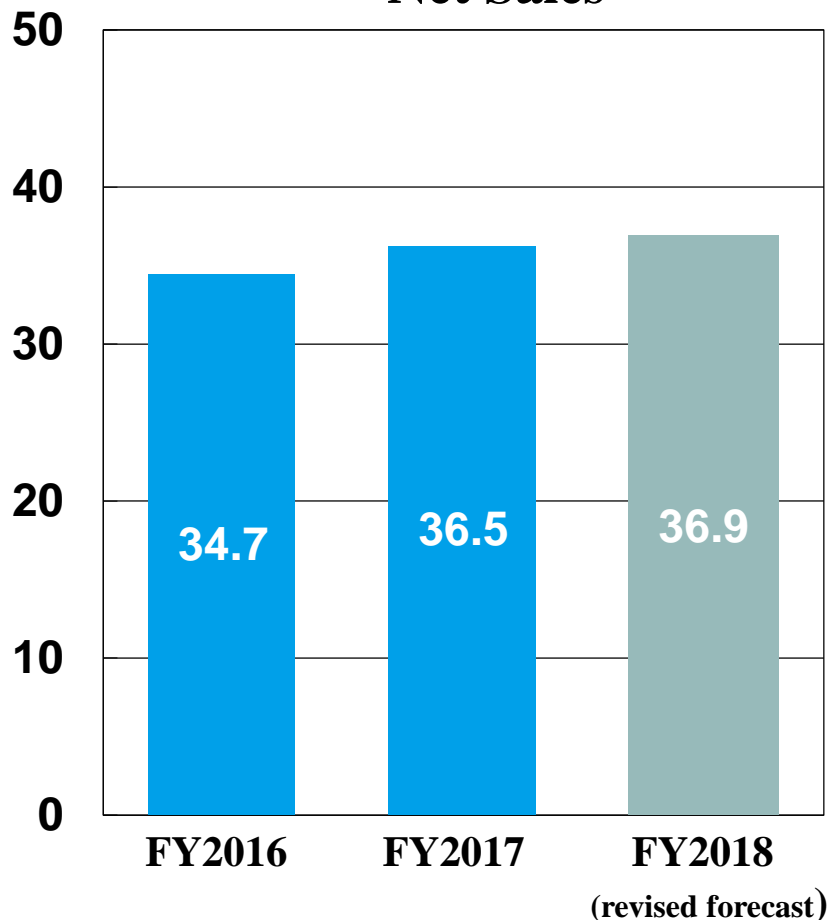
※ Operating income projected to be lower.



Sales/Operating Profit by Region (Europe)

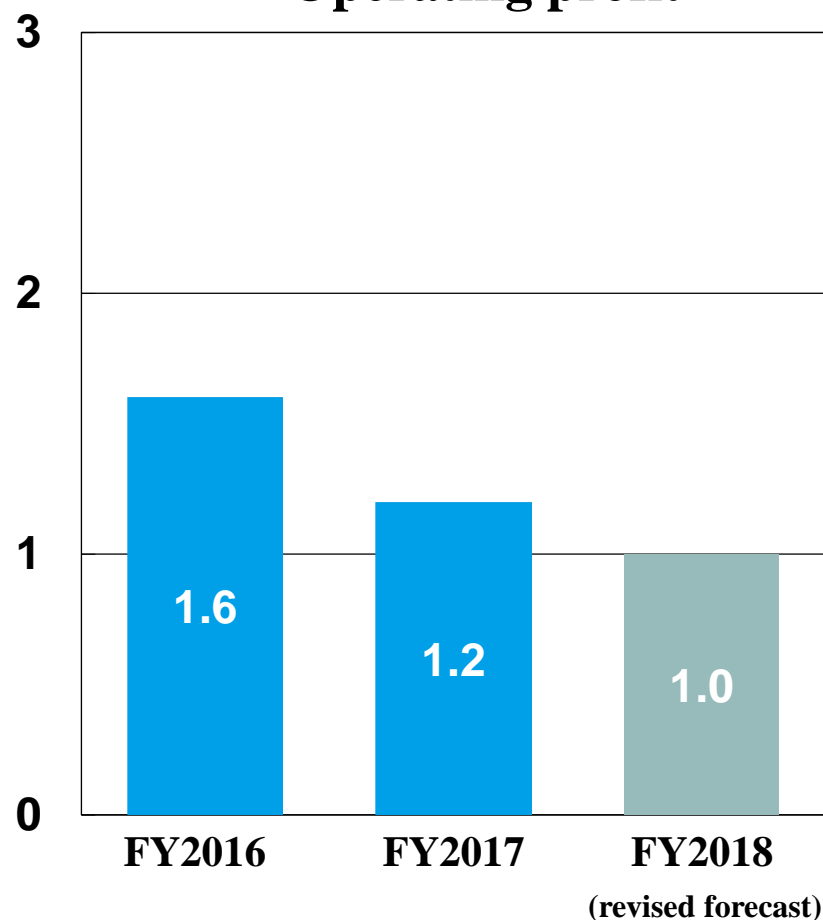
(billion yen)

Net Sales



(billion yen)

Operating profit



※ Slightly higher sales projected due to forex impact.

※ Operating income projected to be lower.



Sales/Operating Profit by Region (Asia)

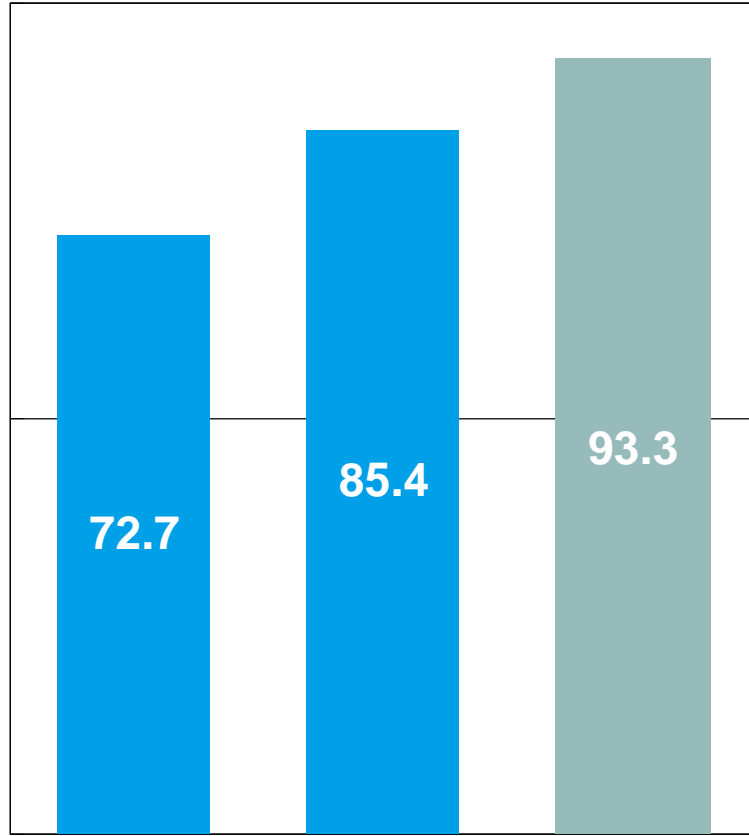
(billion yen)

Net Sales

100

50

0



FY2016

FY2017

FY2018

(revised forecast)

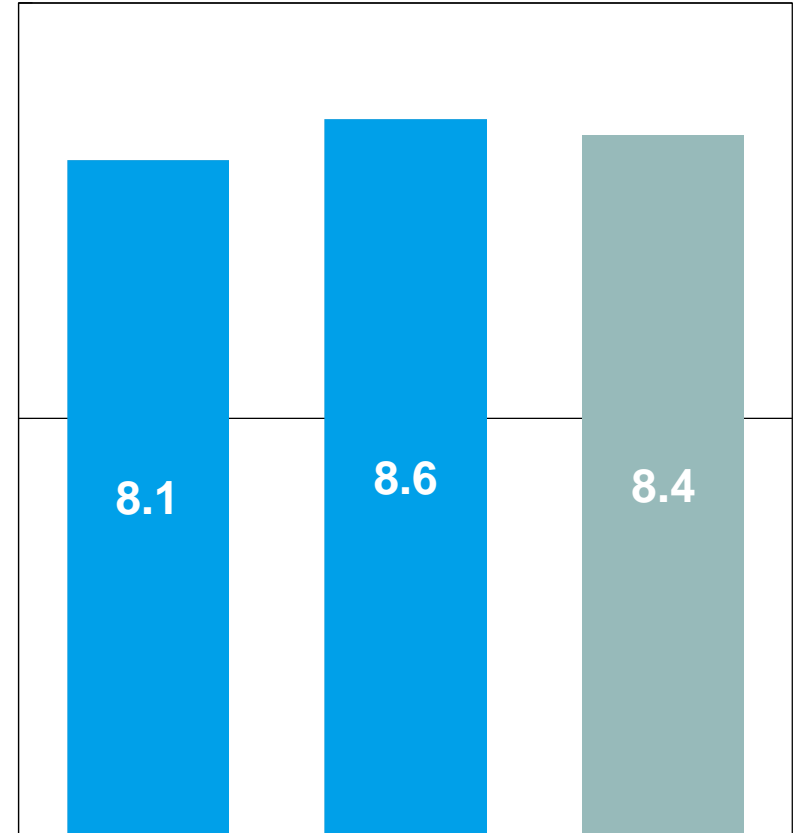
(billion yen)

Operating profit

10

5

0



FY2016

FY2017

FY2018

(revised forecast)

※ Sales projected to be higher as customer has increased its production.

※ Operating income projected to be lower partly due to the expense incurred for sharp rise in production.



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Exchange Rate

Reference

(yen)

	3Q, FY2017		3Q, FY2018		Annual plan	
	Average for the period	term end	Average for the period	term end	At first	Full year
US \$	111.78	113.05	111.33	110.91	105.00	110.99
STG £	143.63	151.34	148.04	148.52	147.00	146.80
EURO	125.20	132.81	130.61	132.15	129.00	130.00
MEX \$	5.97	6.21	5.79	6.05	5.50	5.75
RMB	16.47	16.96	16.77	16.50	16.20	16.64
INR	1.74	1.77	1.60	1.58	1.60	1.59
THB	3.28	3.38	3.41	3.50	3.35	3.41
IDR	0.0084	0.0083	0.0078	0.0076	0.0080	0.0077

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