



UNIPRES CORPORATION

Financial Results of FY2018



UNIPRES CORPORATION



Full-year Results for Fiscal Year 2018

Forecast of Fiscal Year 2019



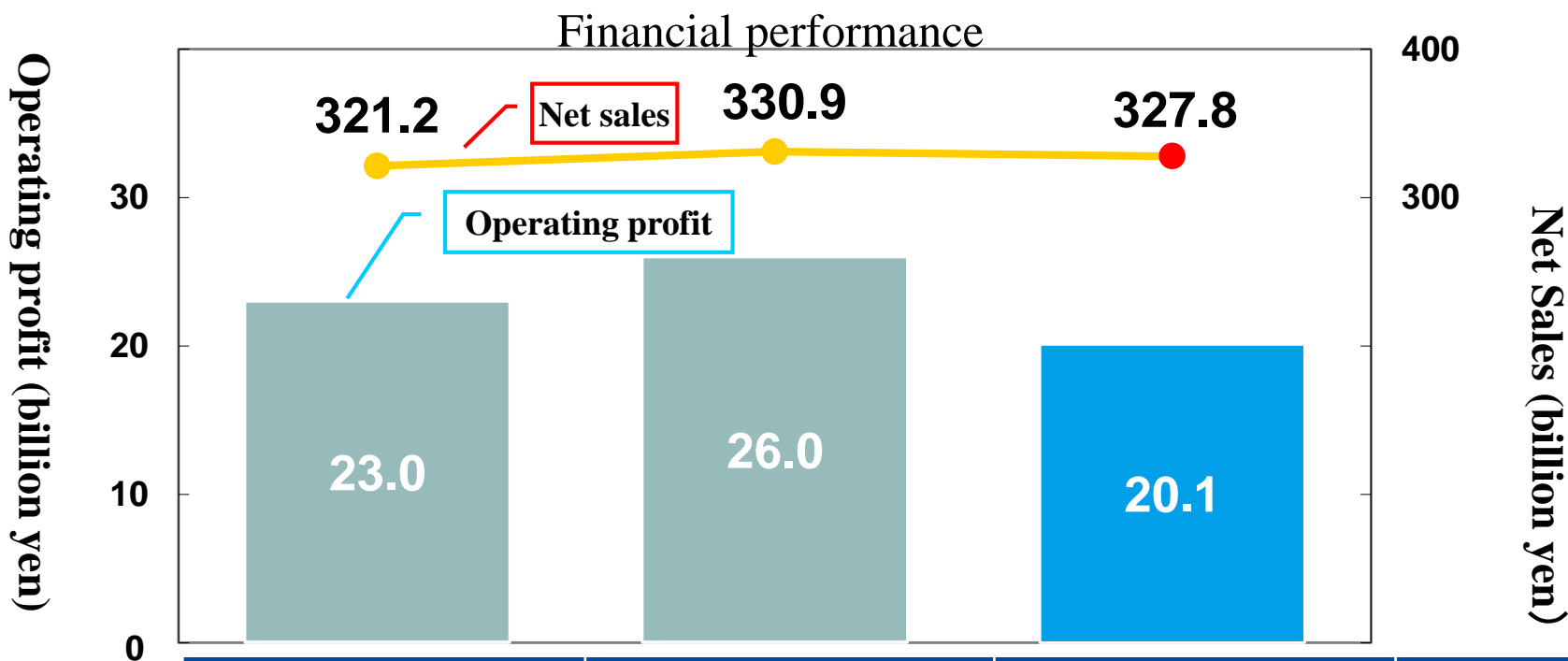
Full-year Results for FY2018

1. Net sales decreased due to production reduction by customer and Forex impact.

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



Consolidated Financial Results for FY2018



	FY2016	FY2017(A)	FY2018(B)	(B)-(A)
Net sales	321.2	330.9	327.8	-3.1
Operating profit	23.0	26.0	20.1	-5.9
Ordinary profit	23.0	26.4	21.0	-5.4
Net income attributable to owners of parent	14.4	15.9	12.9	-3.0

※ Net sales decreased by 3.1 billion yen due to production reduction by customer and Forex impact.

※ Operating profit decreased by 5.9 billion yen mainly as a result of production reduction by customer.



Consolidated Sales by Product Group

(billion yen)

	FY2017		FY2018		Variance	Variance %
	Net sales	%	Net sales	%		
Car body press products	278.0	84.0%	275.8	84.1%	-2.2	+0.1%
Transmission products	46.6	14.1%	45.1	13.8%	-1.5	-0.3%
Plastic products	4.1	1.2%	4.3	1.3%	+0.2	+0.1%
Other	2.2	0.7%	2.6	0.8%	+0.4	+0.1%
Total	330.9	100%	327.8	100%	-3.1	—

※ No significant change in by product sales ratio.



Consolidated Sales by Customer

(billion yen)

	FY2017		FY2018		Variance
	Net sales	%	Net sales	%	
Nissan Motor-related products					
Sub-total	277.2	83.8%	276.8	84.4%	+0.6%
Dongfeng Motor Company Limited	54.9	16.6%	61.6	18.8%	+2.2%
Nissan Motor	49.6	15.0%	43.6	13.3%	-1.7%
Nissan North America	42.0	12.7%	40.4	12.3%	-0.4%
JATCO (Incl. overseas operations)	39.3	11.9%	37.9	11.6%	-0.3%
Nissan Mexicana	36.1	10.9%	33.7	10.3%	-0.6%
Nissan Europe	24.9	7.5%	25.6	7.8%	+0.3%
NISSAN SHATAI	13.3	4.0%	14.4	4.4%	+0.4%
Calsonic Kansei (Incl. overseas operations)	10.7	3.2%	10.0	3.1%	-0.1%
Renault Nissan India	2.9	0.9%	3.4	1.0%	+0.1%
Nissan Thailand	2.6	0.8%	2.7	0.8%	0.0%
Zhengzhou Nissan	0.7	0.2%	1.2	0.4%	+0.2%
Nissan Indonesia	0.2	0.1%	0.5	0.2%	+0.1%

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



Consolidated Sales by Customer

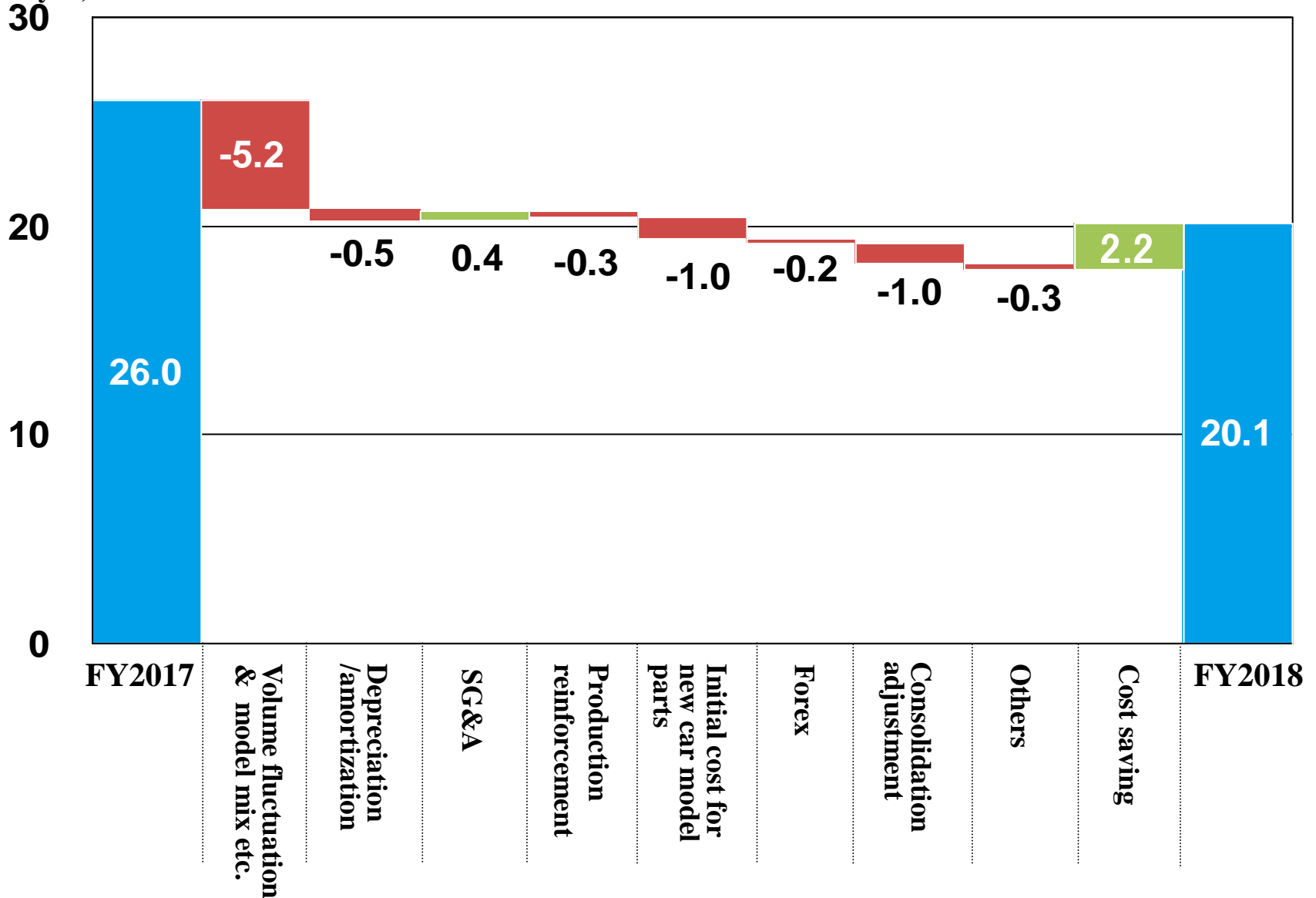
(billion yen)

		FY2017		FY2018		Variance
		Net sales	%	Net sales	%	
Other customers	Sub-total	53.7	16.2%	51.0	15.6%	-0.6%
Incl.)	Honda of America Mfg., Inc.	6.6	2.0%	6.3	1.9%	-0.1%
Honda	Honda of The U.K. Manufacturing Ltd.	4.8	1.4%	5.4	1.6%	+0.2%
	Honda Motor Co., Ltd.	3.7	1.1%	3.0	0.9%	-0.2%
	Honda De Mexico, S.A. De C.V.	3.6	1.1%	2.4	0.7%	-0.4%
	P.T. Honda Prospect Motor	2.5	0.7%	1.8	0.5%	-0.2%
Renault	Renault S.A.S.	5.6	1.7%	4.6	1.4%	-0.3%
	Dongfeng Renault Automotive Co., Ltd	3.9	1.2%	2.6	0.8%	-0.4%
Mazda	Mazda Motor Corporation	2.5	0.8%	2.6	0.8%	0.0%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	1.2	0.4%	1.2	0.4%	0.0%
	AISIN AW CO., LTD. (Incl. overseas operations)	1.7	0.5%	2.7	0.8%	+0.3%
	Dynax Corporation (Incl. overseas operations)	2.9	0.9%	2.6	0.8%	-0.1%
	SUBARU CORPORATION	1.3	0.4%	1.5	0.5%	+0.1%
	NSK-Warner K.K.	0.4	0.1%	0.5	0.1%	0.0%
	MITSUBISHI MOTORS CORPORATION	0.2	0.1%	0.5	0.1%	0.0%
	TOYOTA AUTO BODY CO.,LTD. (Incl. overseas operations)	0.5	0.1%	0.4	0.1%	0.0%
	Daihatsu Motor Co., Ltd.	0.3	0.1%	0.3	0.1%	0.0%
	Hino Motors, Ltd. (Incl. overseas operations)	0.2	0.1%	0.3	0.1%	0.0%
	SUZUKI MOTOR CORPORATION (Incl. overseas operations)	0.1	0.0%	0.3	0.1%	+0.1%
	UD Trucks Corporation	0.4	0.1%	0.2	0.1%	0.0%
	Isuzu Motors Limited (Incl. overseas operations)	0.2	0.0%	0.2	0.1%	+0.1%
	Toyoda Iron Works Co.,Ltd.	0.2	0.1%	0.1	0.0%	-0.1%



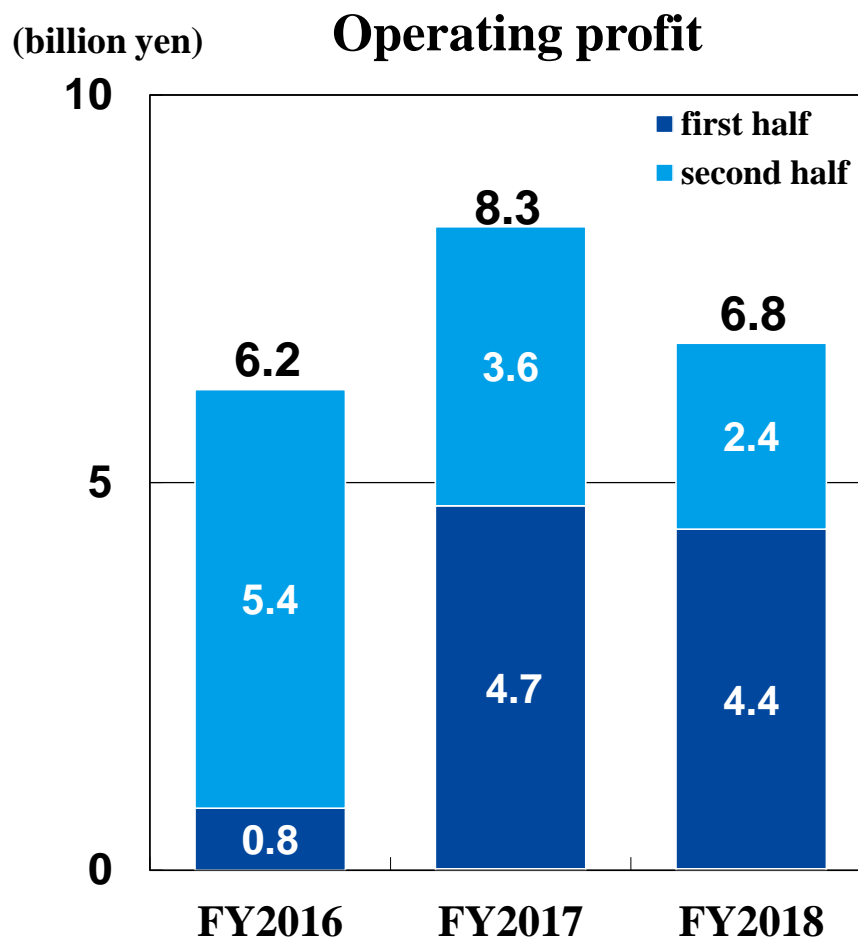
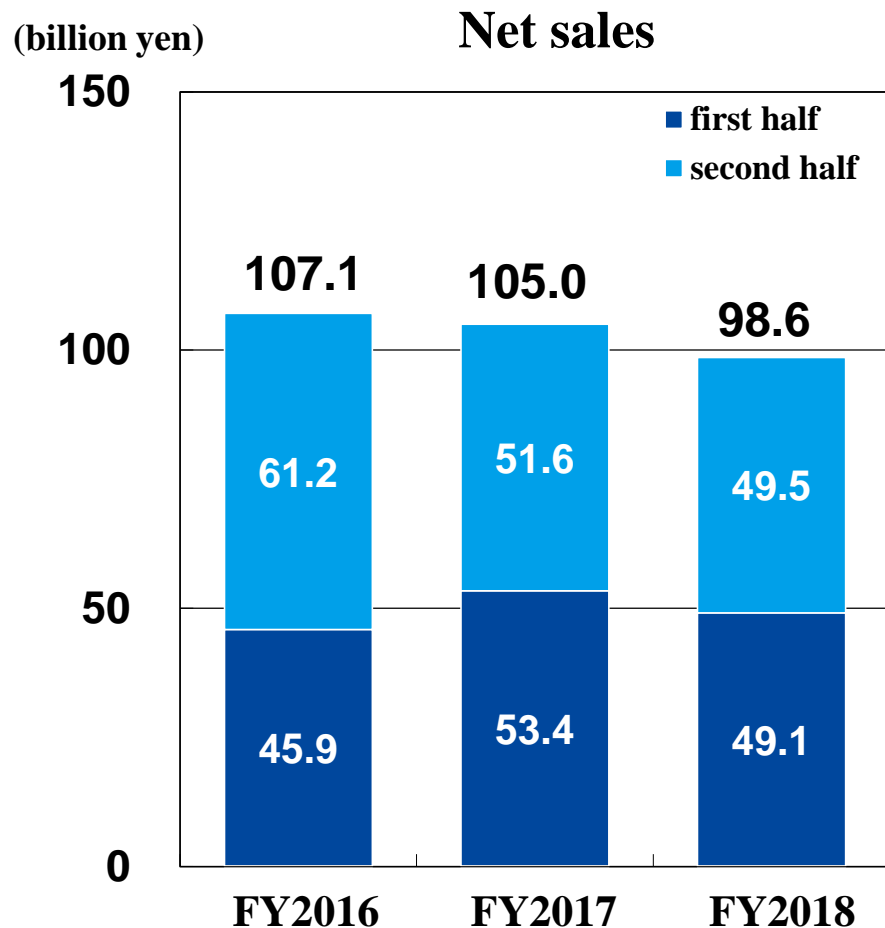
Operating Profit Variance Analysis

(billion yen)





Sales/Operating Profit by Region (Japan)



※ Sales declined by 6.1%, mainly due to customers' reduced production etc.

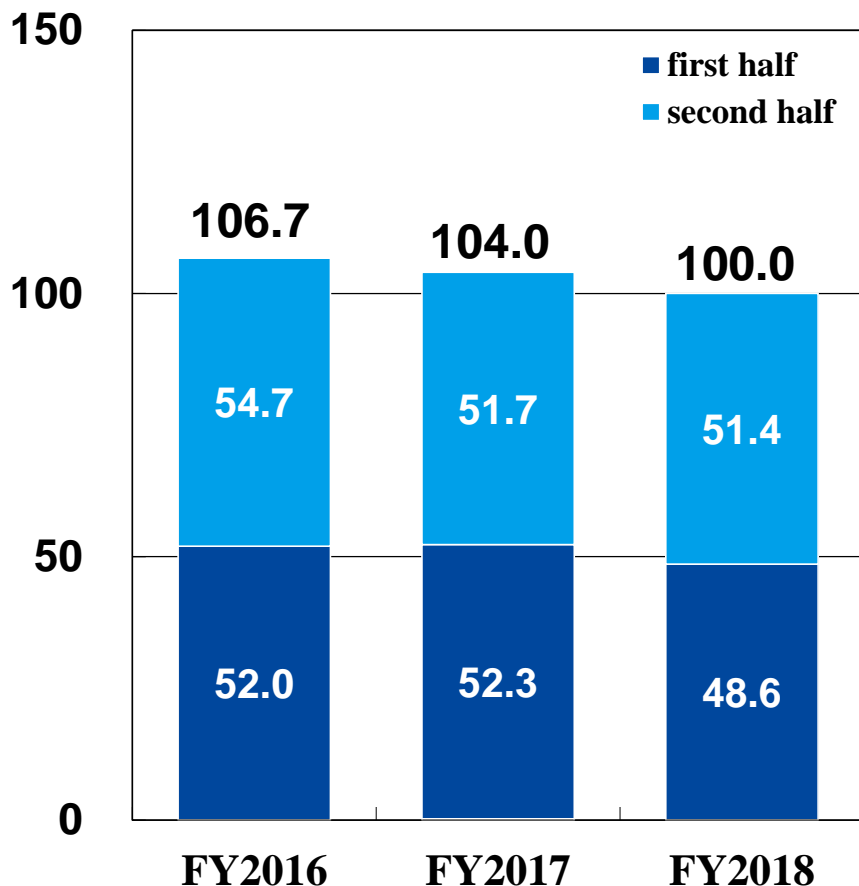
※ Operating profit dropped by 18.1% as a result of sales decrease.



Sales/Operating Profit by Region (The Americas)

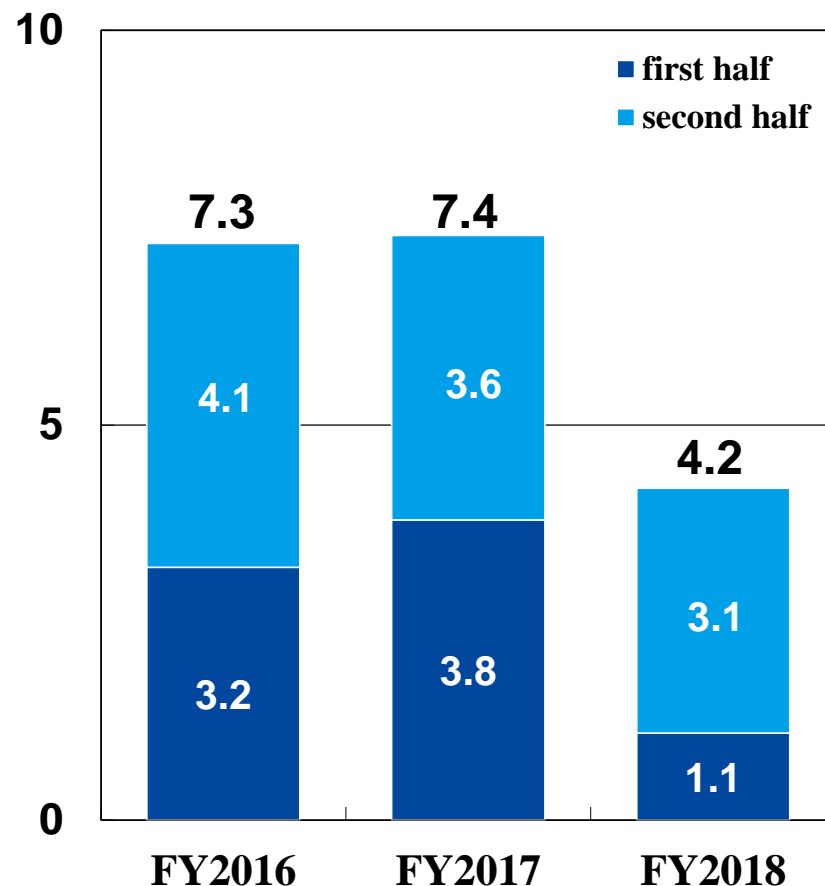
(billion yen)

Net sales



(billion yen)

Operating profit



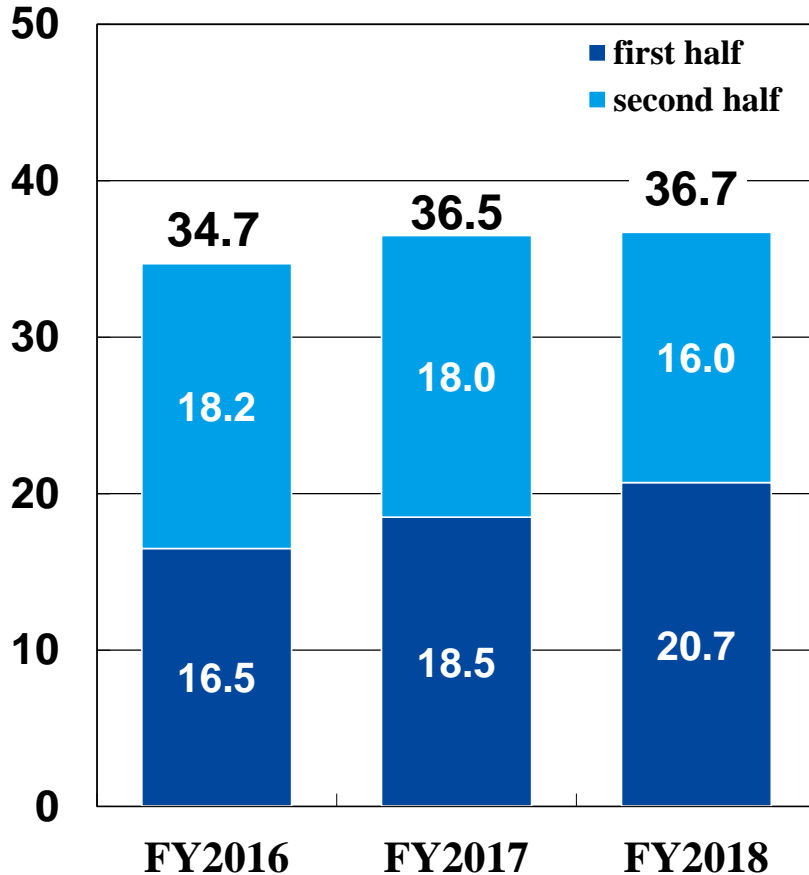
※ Sales dropped by 3.8% due to customers' reduced production and forex impact etc.

※ Operating profit dropped by 43.2% as a result of sales decrease.

Sales/Operating Profit by Region (Europe)

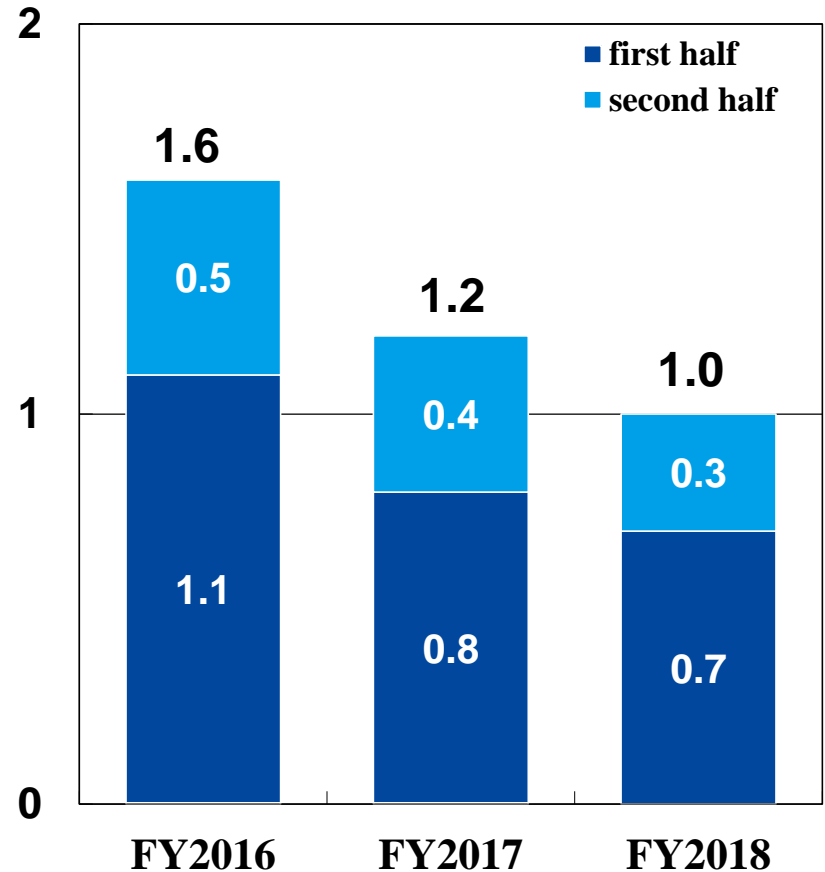
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales increased 0.2 billion yen because of Forex impact etc.

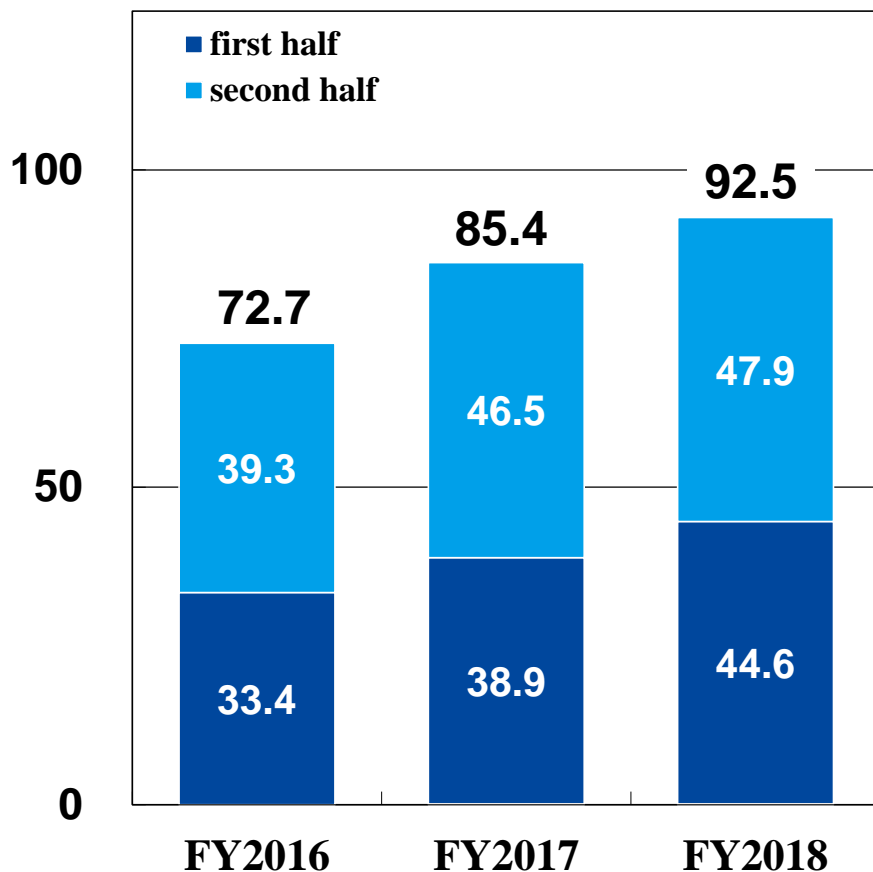
※ Operating profit decreased by 0.2 billion yen.



Sales & Operating Profit by Region (Asia)

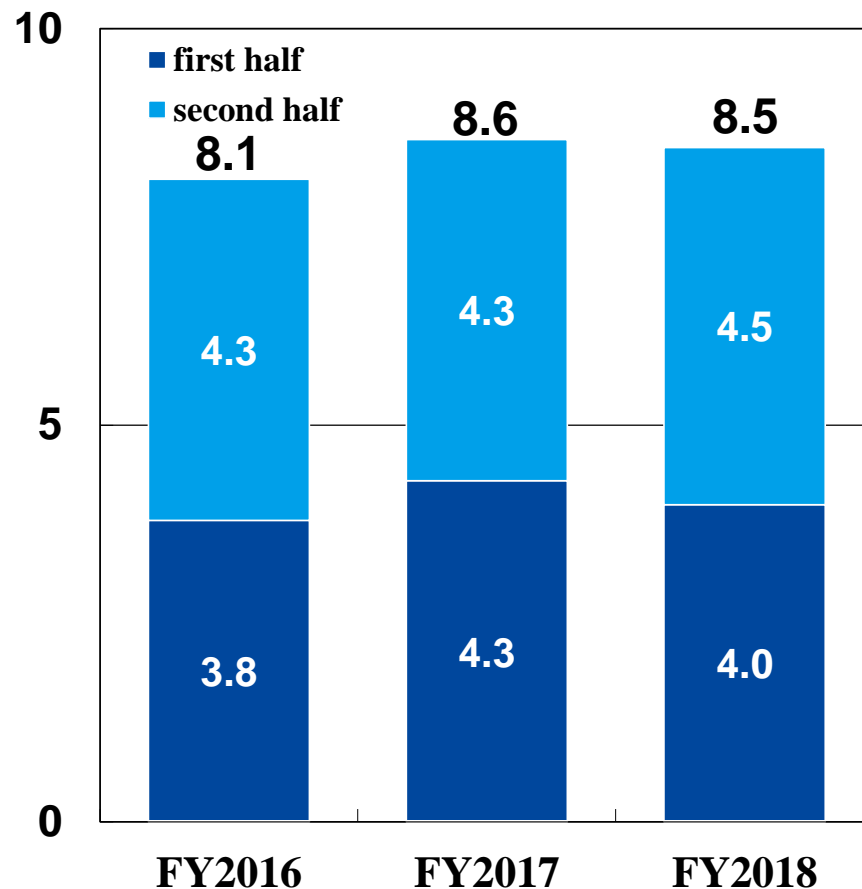
(billion yen)

Net sales



(billion yen)

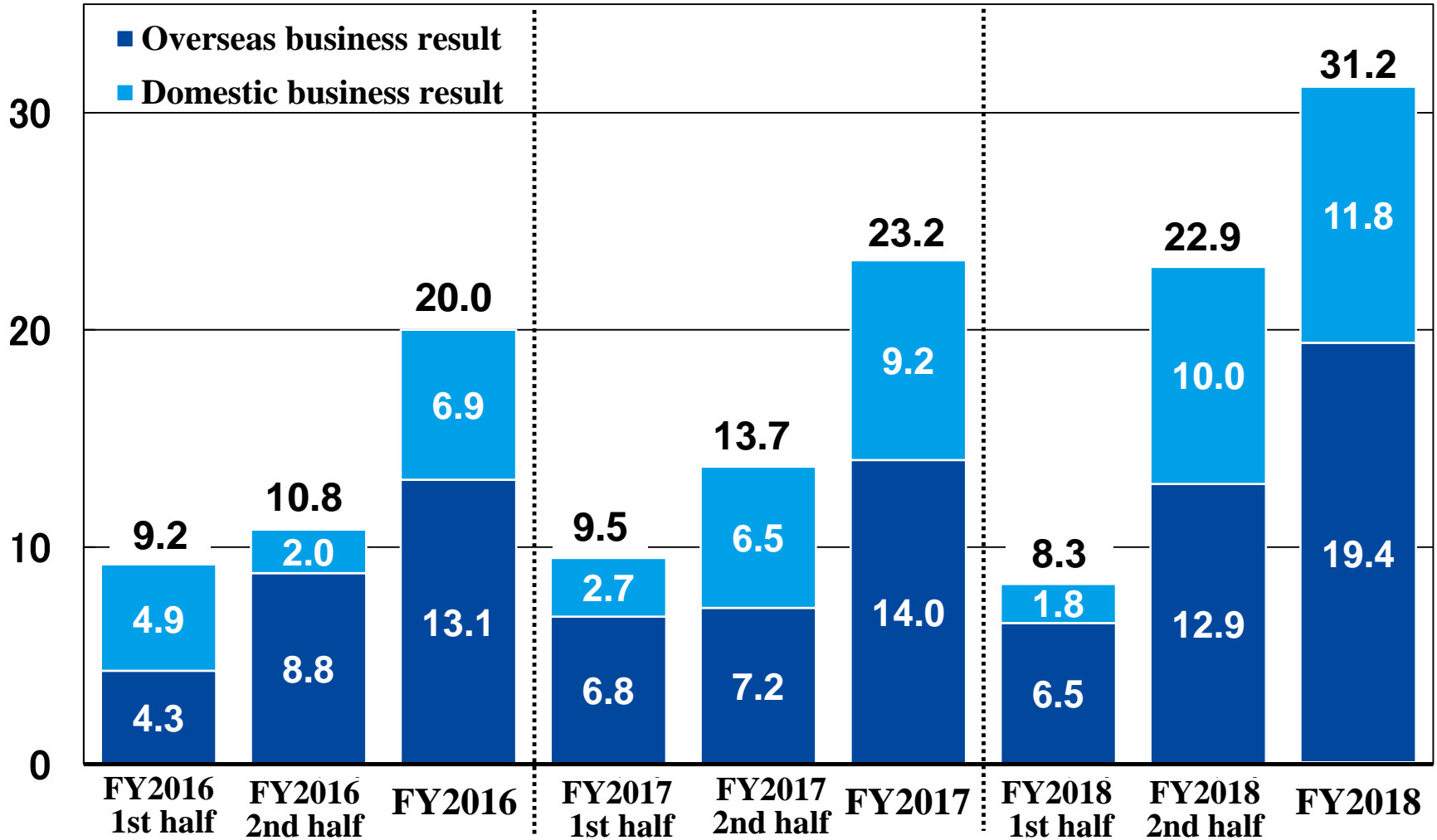
Operating income



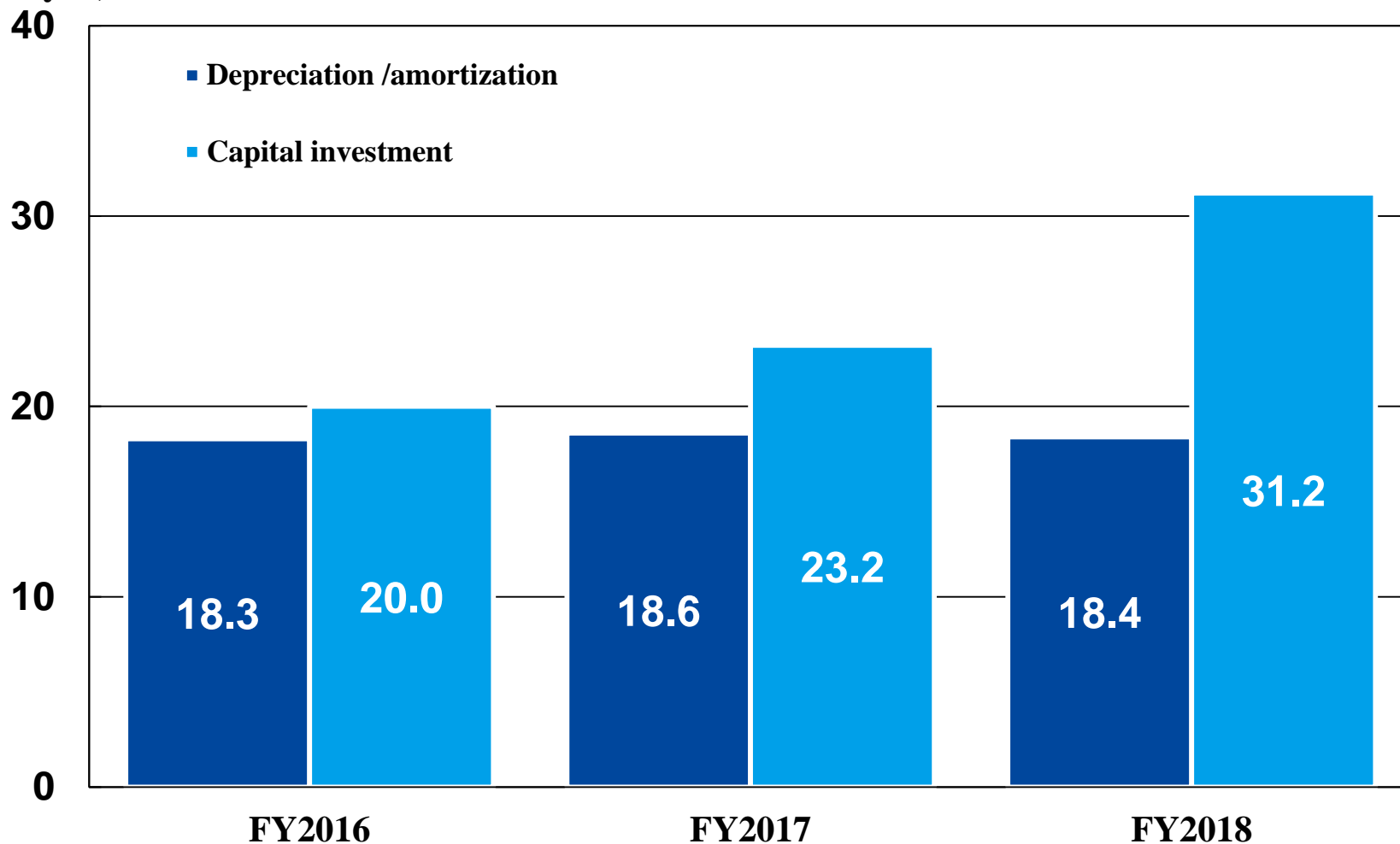
※ Sales rose by 8.3% because of production increase of customer.

※ Operating income decreased 0.1 billion yen as a result of cost of production increase.

(billion yen)



(billion yen)



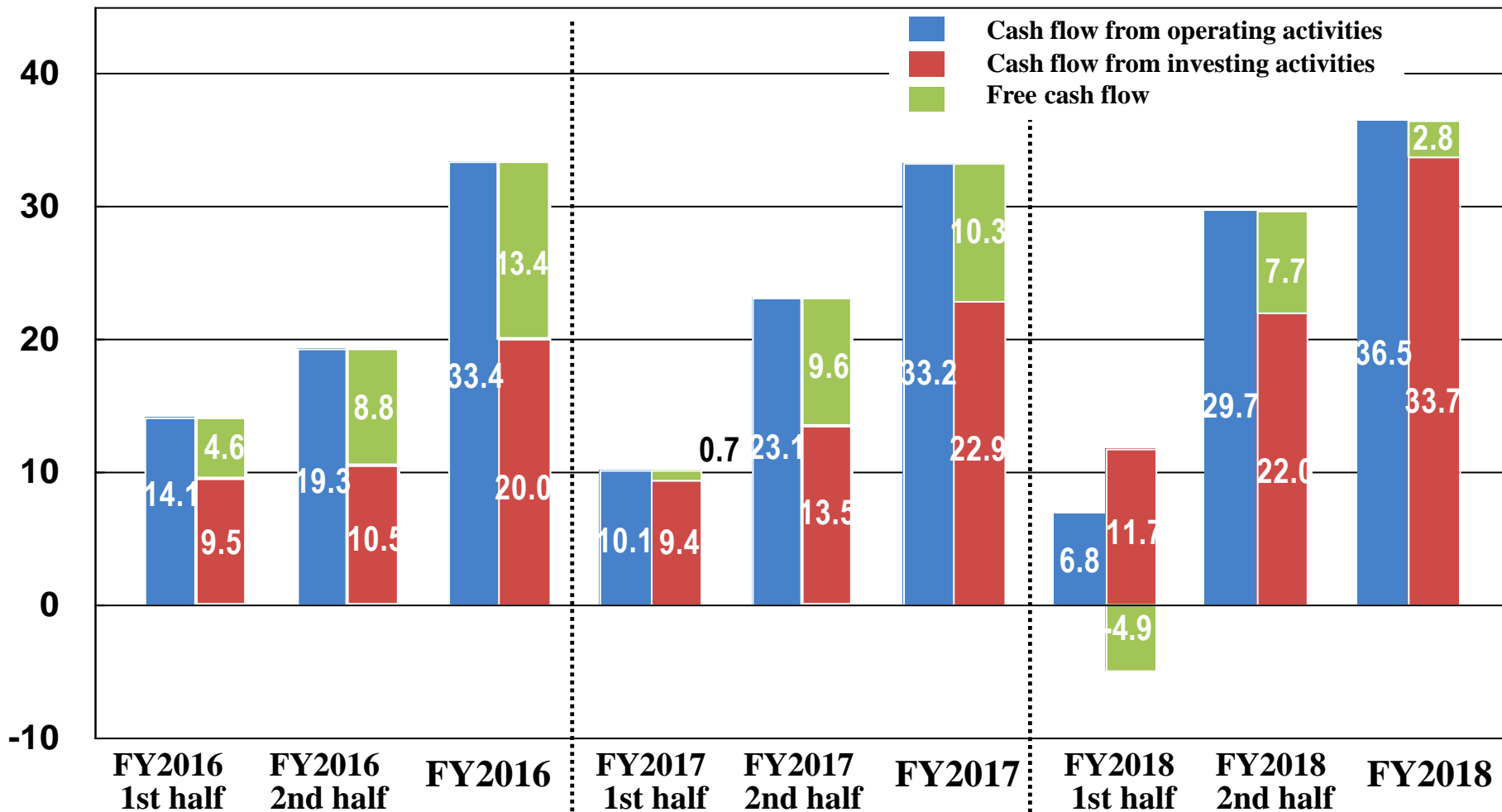
※ Capital investment increased by 8 billion yen from previous year.

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



Cash Flows

(billion yen)

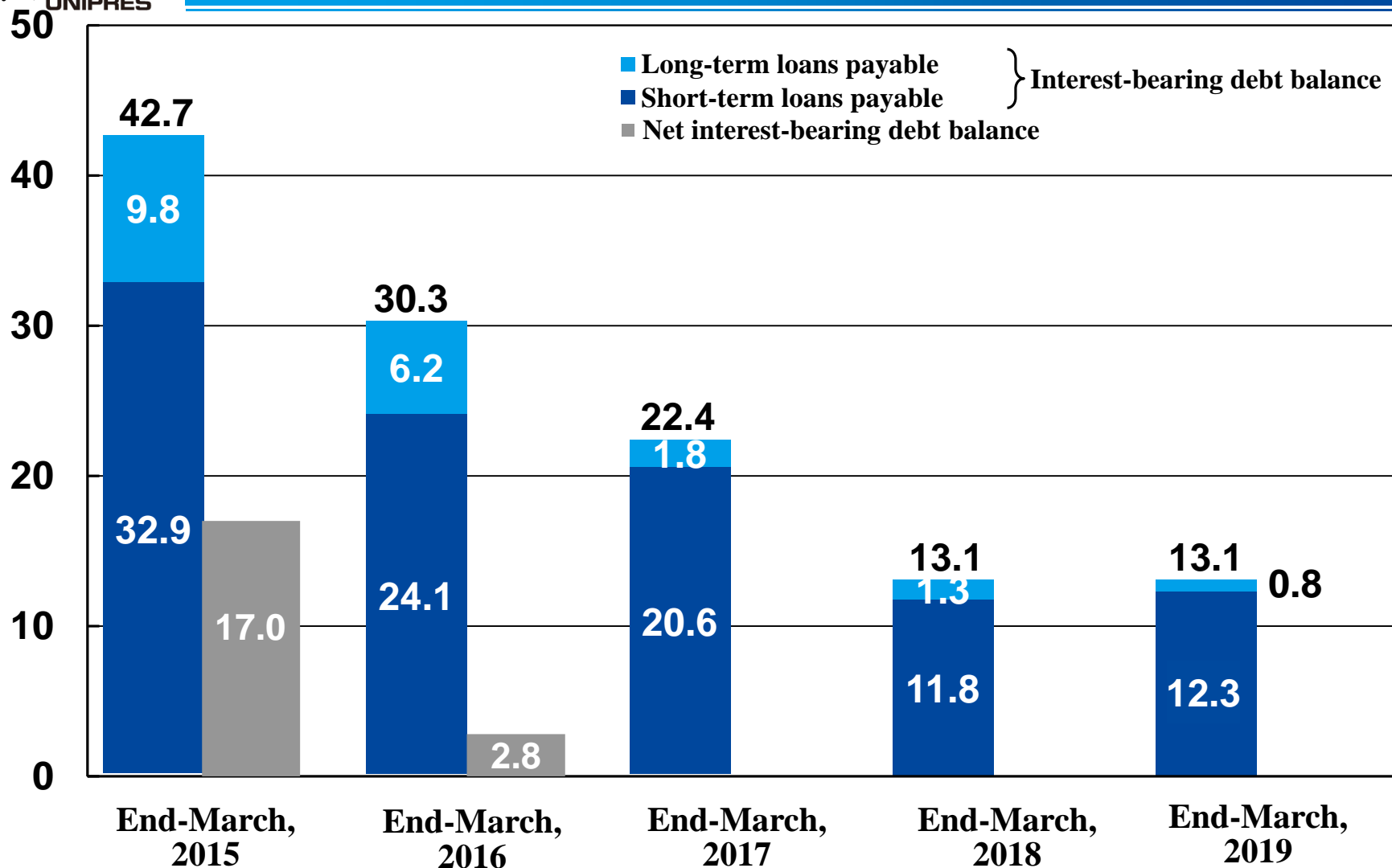


※ 2.8 billion yen of free cash flow secured.



Interest-bearing Debt & Net Interest-bearing Debt Balance

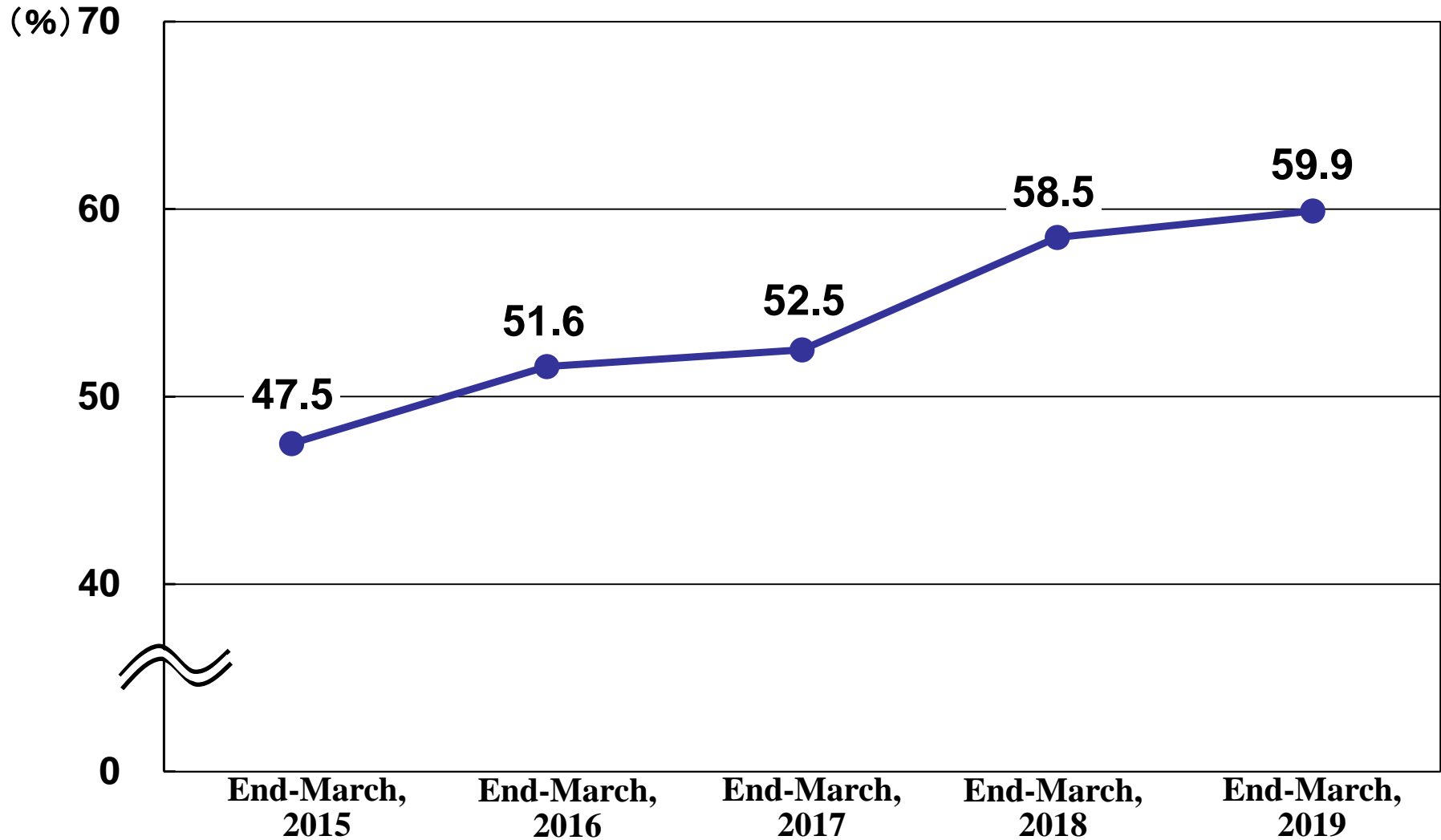
(billion yen)



※ Interest-bearing debts had no change compared with last year.



Equity to Total Assets

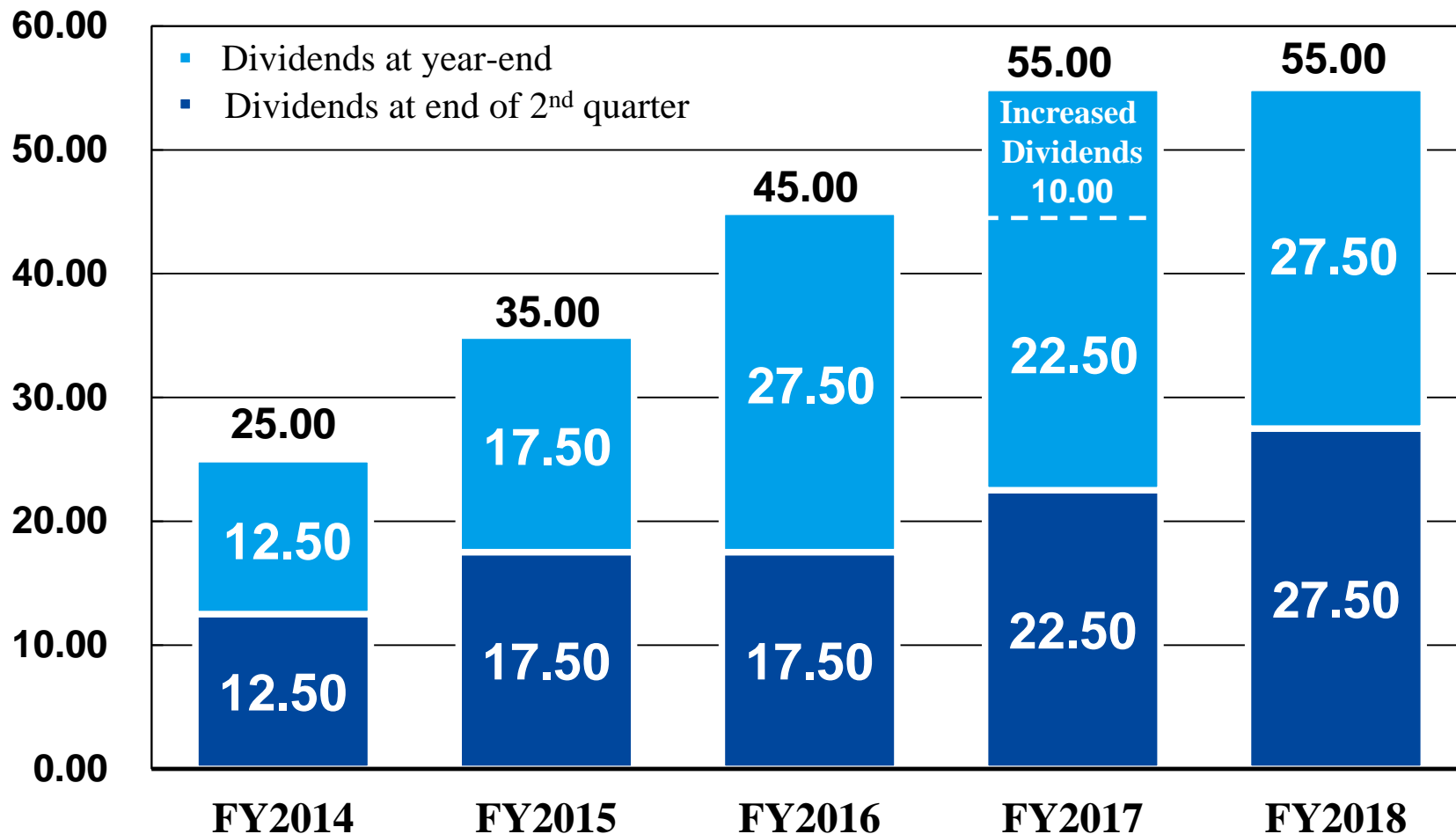


※ Equity to total assets increased by 1.4% to 59.9% from previous year as a result of securing consistent profit every year.



Dividends

(yen)



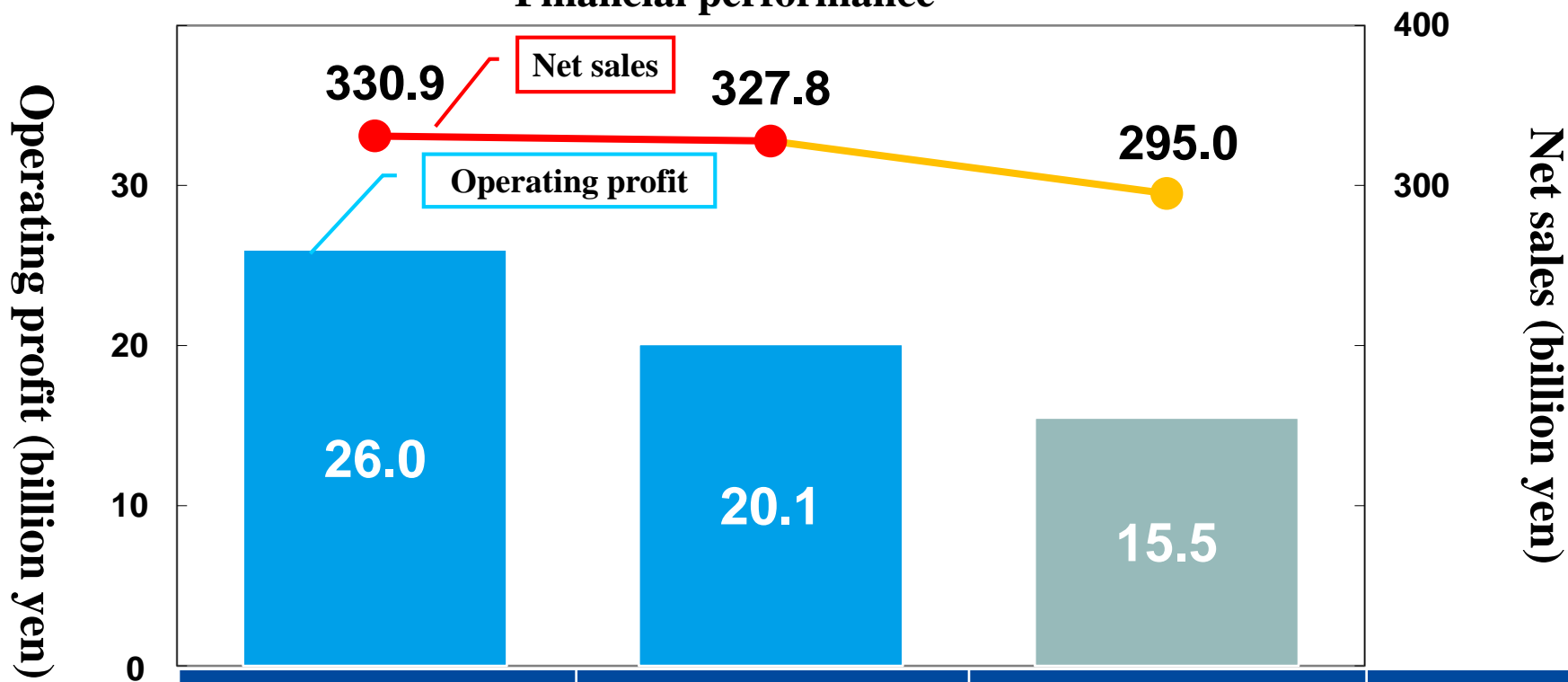
※ Dividend per share continued 55 yen for FY2018.



Forecast of FY2019

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

Financial performance



	FY2017	FY2018(A)	FY2019 forecast(B)	(B)-(A)
Net sales	330.9	327.8	295.0	-32.8
Operating profit	26.0	20.1	15.5	-4.6
Ordinary profit	26.4	21.0	16.0	-5.0
Net income attributable to owners of parent	15.9	12.9	10.0	-2.9



Consolidated Sales by Product Group

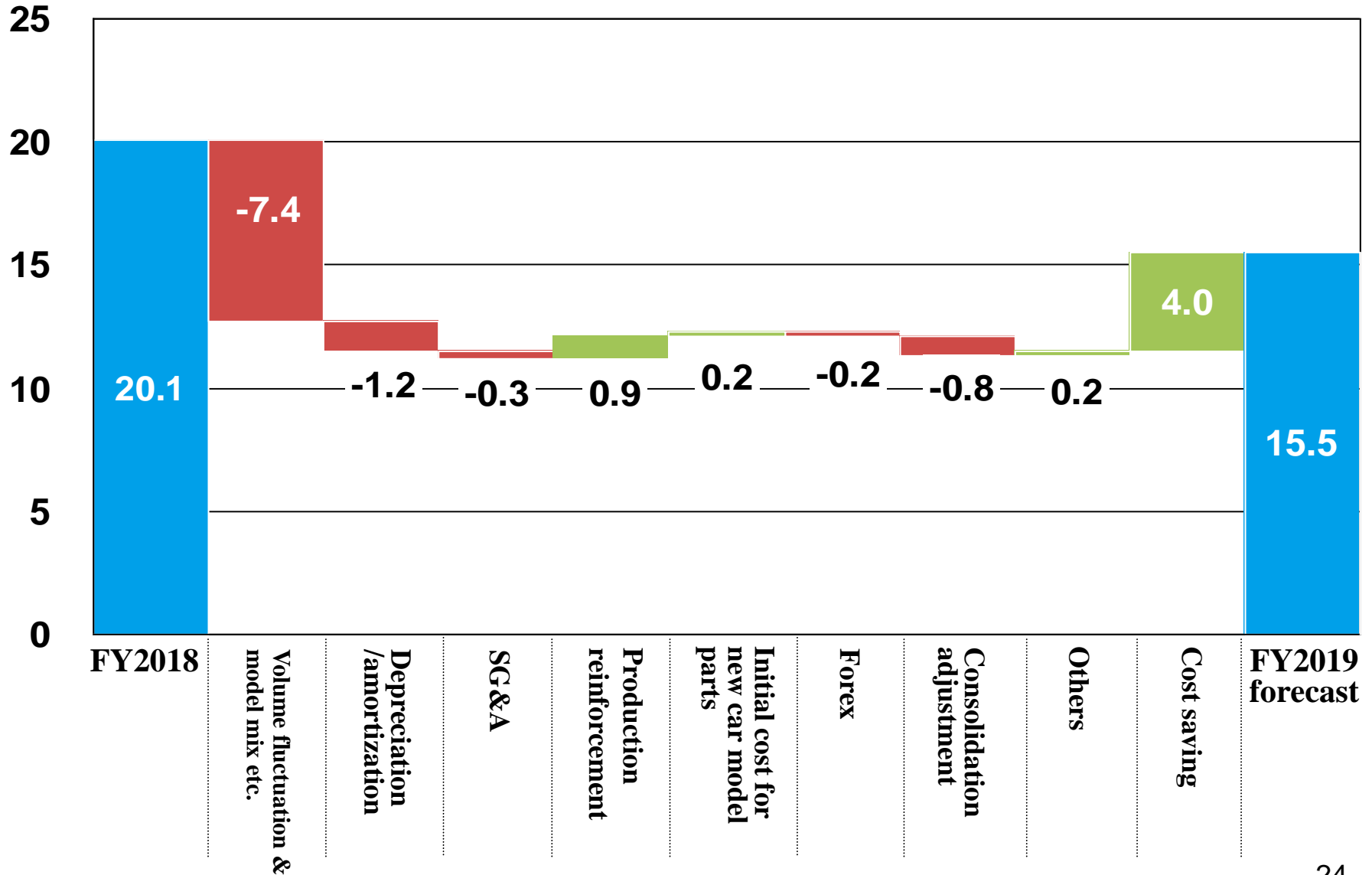
(billion yen)

	FY2018		FY 2019 forecast		Variance	Variance %
	Net sales	%	Net sales	%		
Car body press product	275.8	84.1%	246.2	83.5%	-29.6	-0.6%
Transmission product	45.1	13.8%	42.5	14.4%	-2.6	+0.6%
Plastic product	4.3	1.3%	4.2	1.4%	-0.1	+0.1%
Other	2.6	0.8%	2.1	0.7%	-0.5	-0.1%
Total	327.8	100%	295.0	100%	-32.8	—



Forecast of Operating Profit Variance Analysis

(billion yen)





Sales/Operating Profit by Region (Japan)

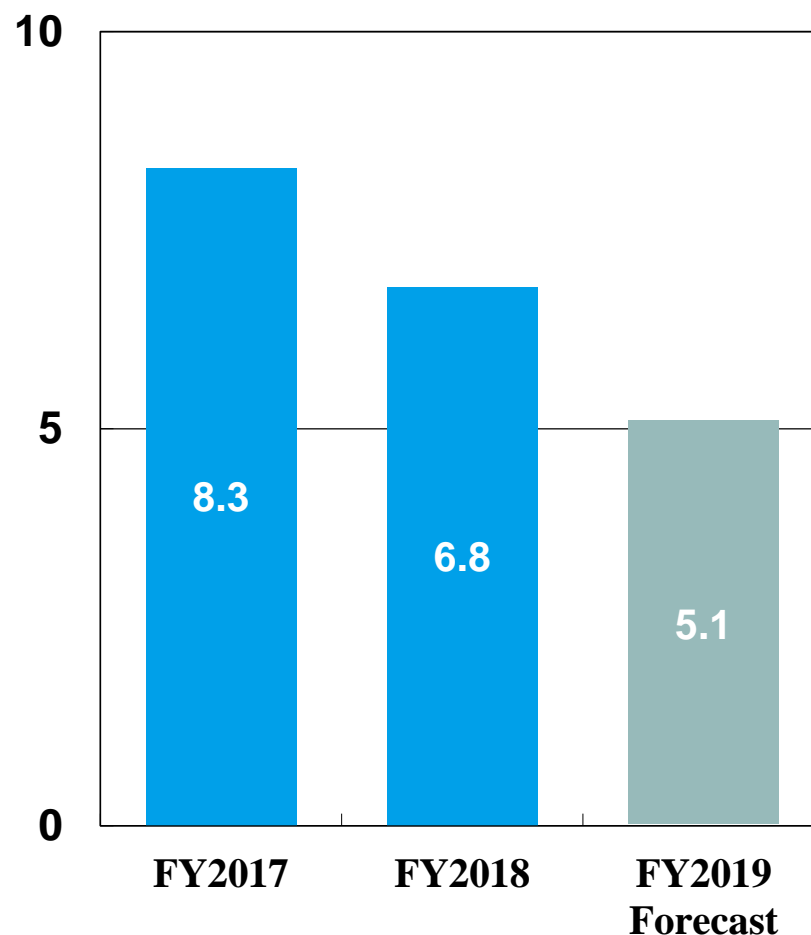
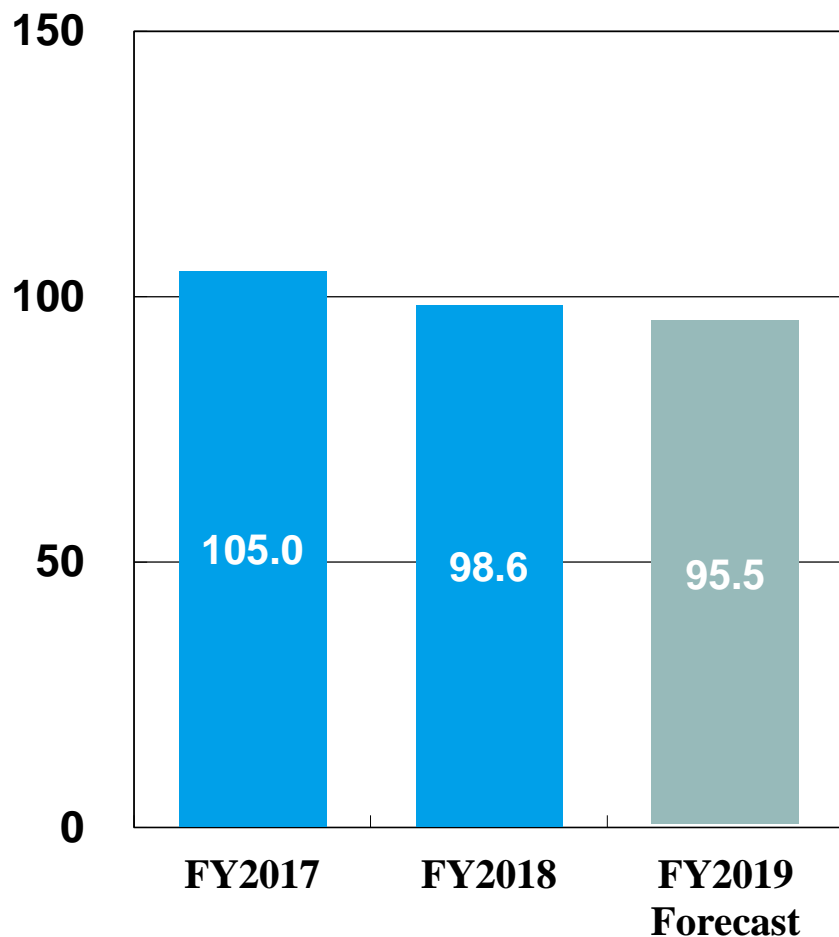
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(billion yen)

Net sales

(billion yen)

Operating profit



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

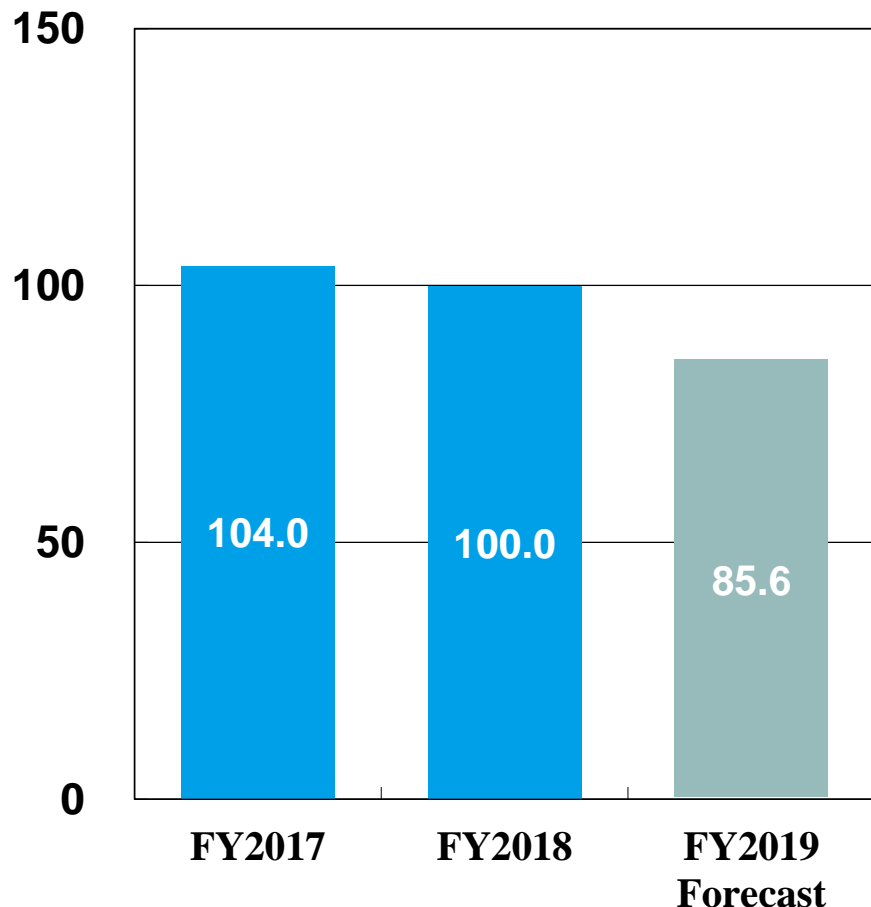
※ Operating profit projected to be lower.



Sales/Operating Profit by Region (the Americas)

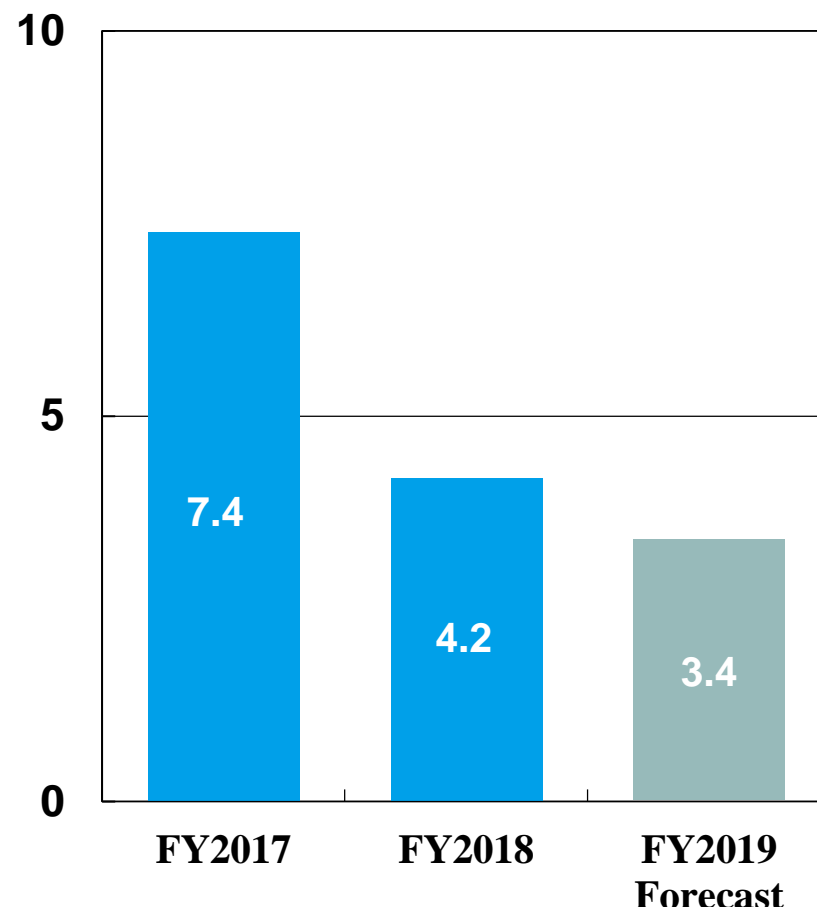
(billion yen)

Net sales



(billion yen)

Operating profit



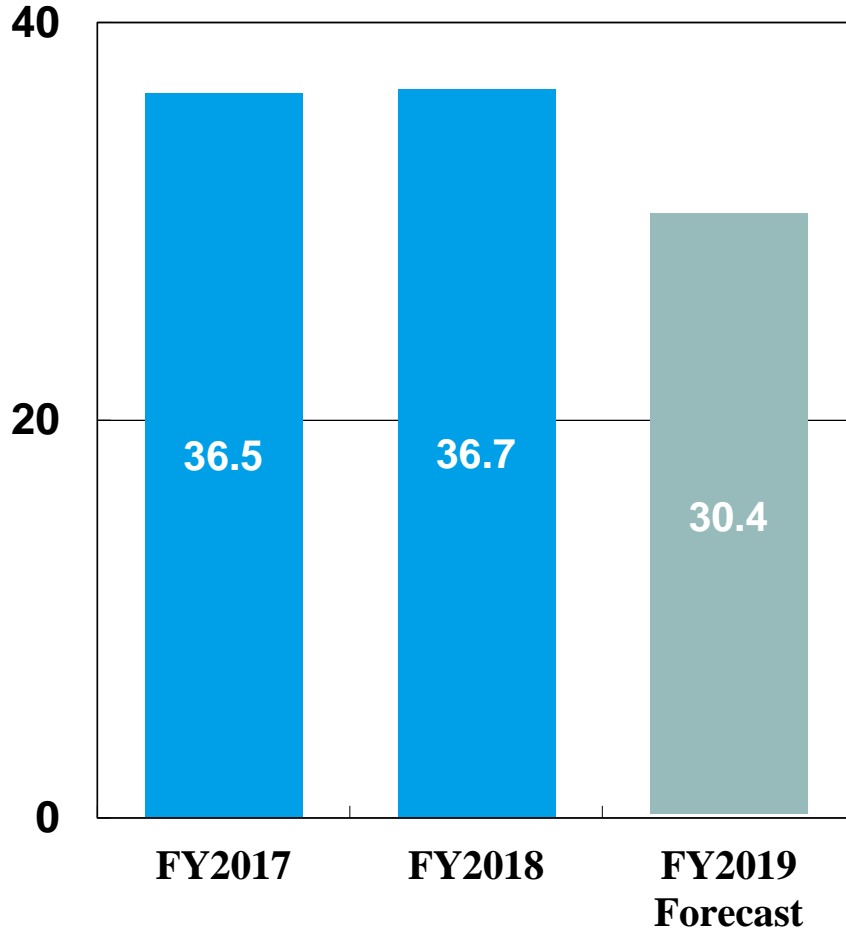
- ※ Sales projected to drop due to production cut by customer and Forex impact etc.
- ※ Operating profit projected to be lower.



Sales/Operating Profit by Region (Europe)

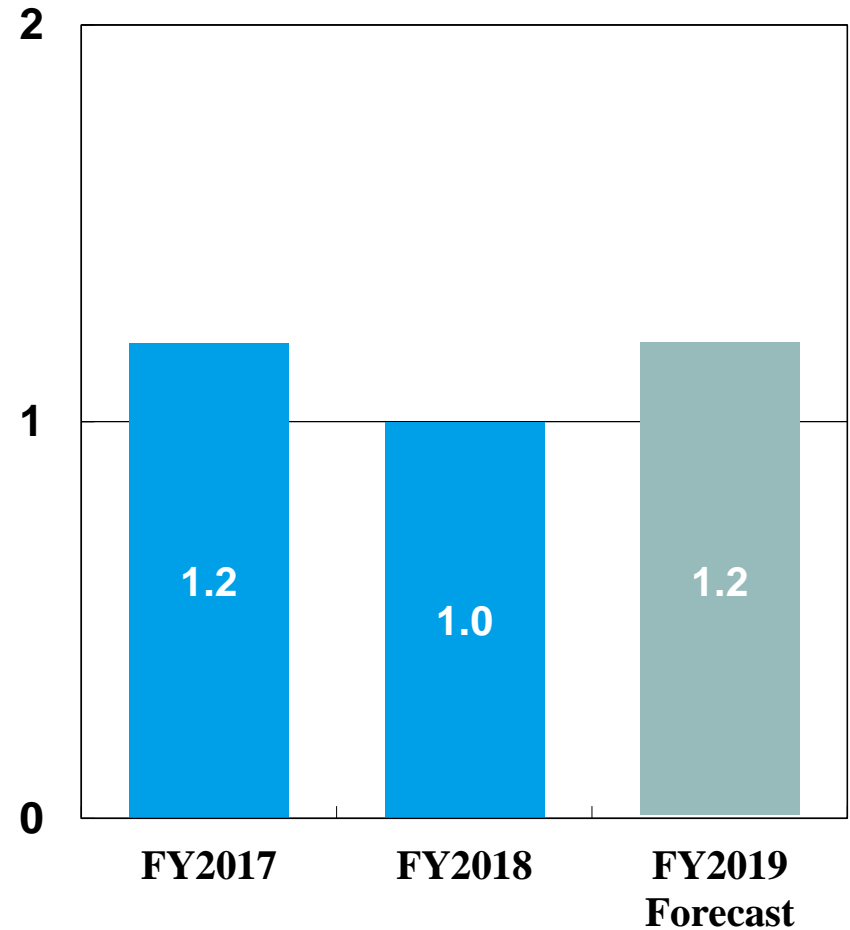
(billion yen)

Net sales



(billion yen)

Operating profit

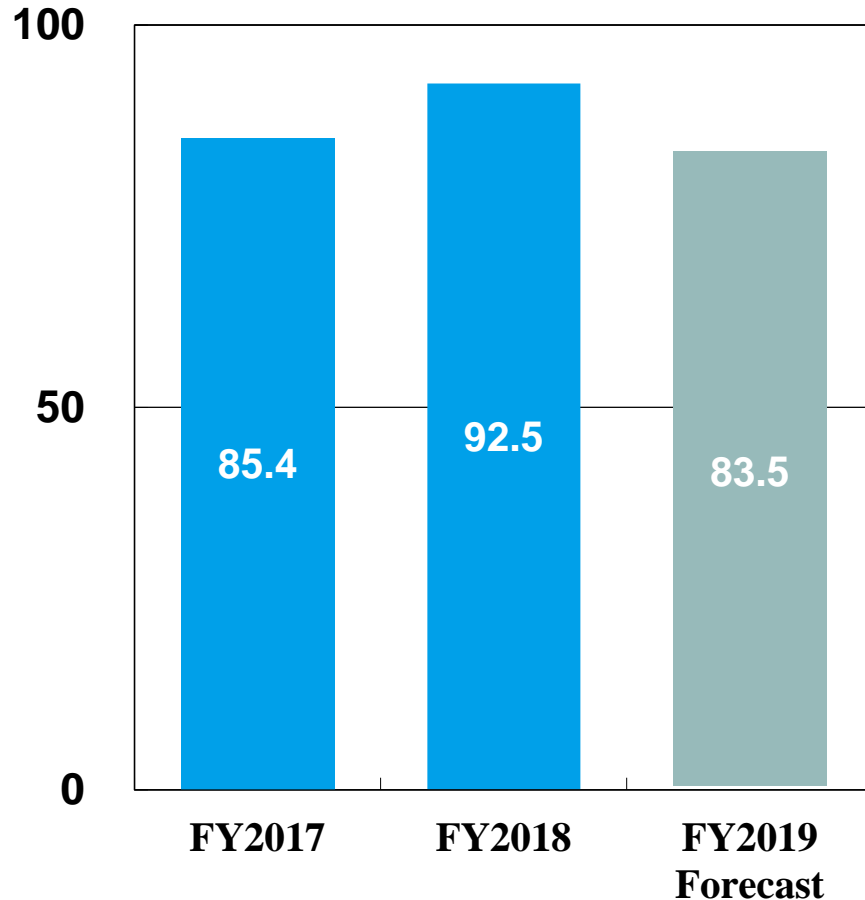


- ※ Sales projected to drop due to production cut by customer and Forex impact etc.
- ※ Operating profit planned to become higher.

Sales/Operating Profit by Region (Asia)

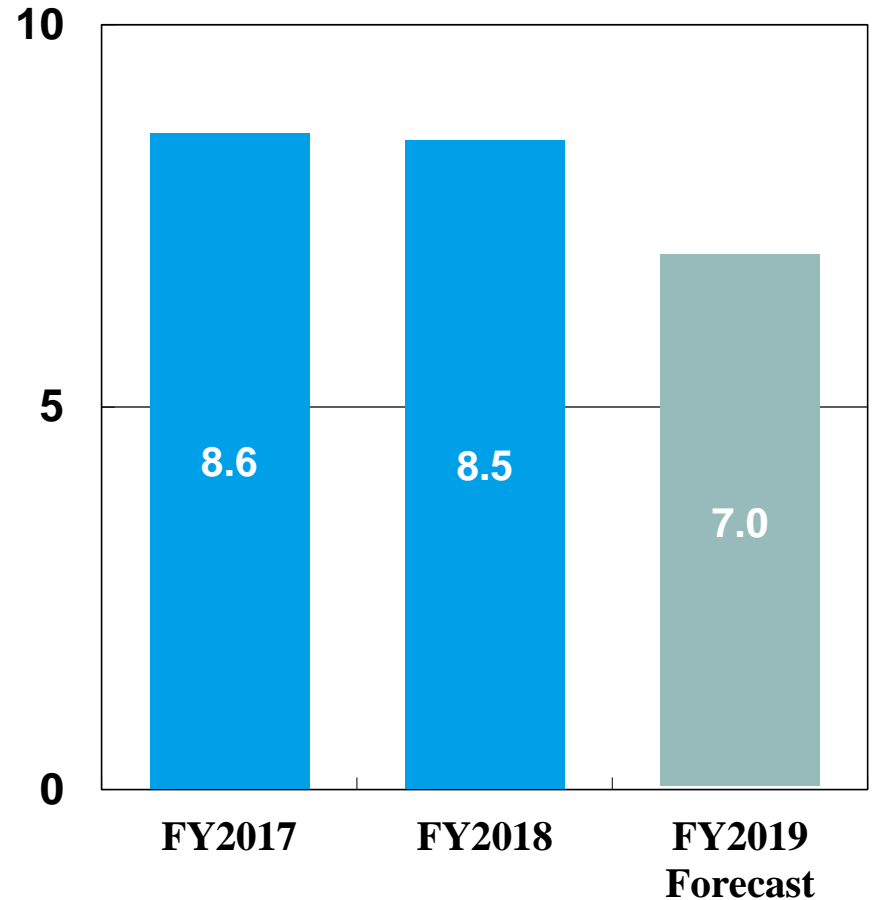
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales projected to drop because of Forex impact etc.

※ Operating profit projected to be lower.

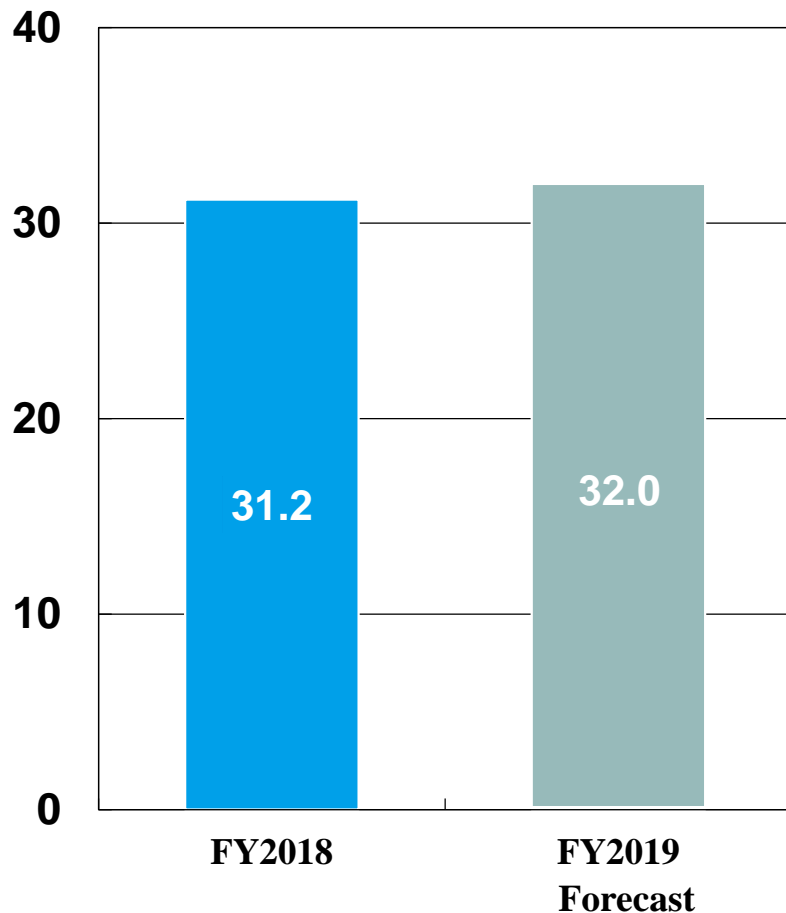


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Capital investment & Depreciation /Amortization plan

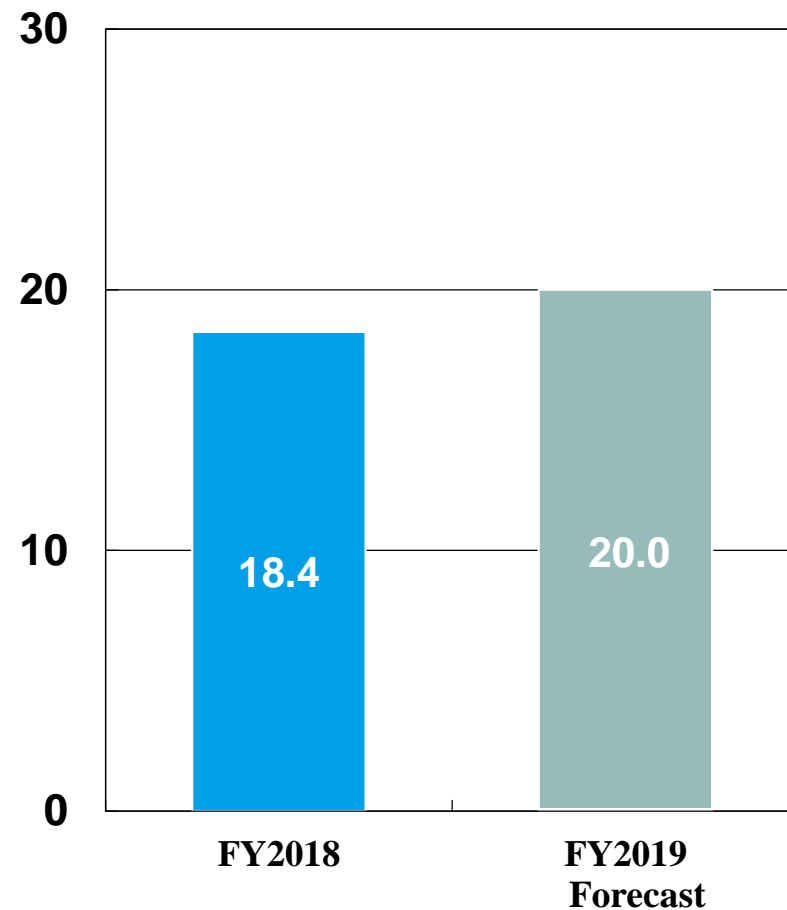
(billion yen)

Capital investment



(billion yen)

Depreciation / amortization



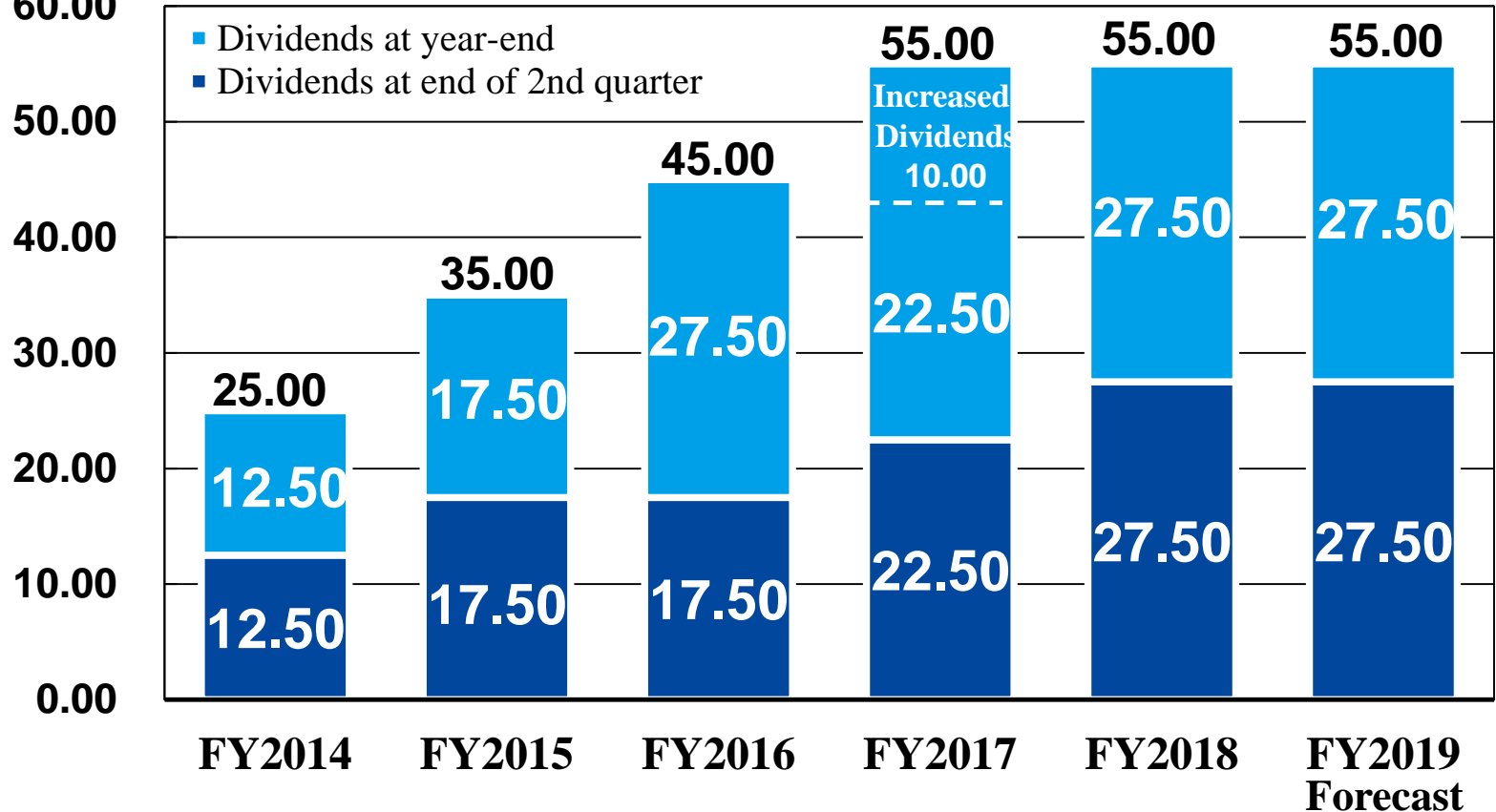
※ As installation of hot stamping machines planned, capital investment forecast to increase by 0.8 billion yen .

※ Depreciation / amortization expected to rise by 1.6 billion yen.



Dividends

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(yen) 60.00



Total return ratio	14.6%	16.1%	14.2%	16.5%	20.5%	75.0%
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- 5 billion yen treasury shares planned to be implemented this year, thus resulting in the expected total return to be about 75% for FY2019.
- The projected EPS of 208.7 yen for FY2019 is expected to become 222.7 yen after taking 5 billion yen the acquisition of treasury shares into account.



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Exchange rate

Reference

(yen)

	FY2017		FY2018		Preconditions of FY2019 plan
	Average for the period	term end	Average for the period	term end	
US \$	110.71	106.27	111.07	111.01	110.00
STG £	145.37	152.02	146.80	140.35	145.00
EURO	127.19	134.95	130.00	126.88	124.00
MEX \$	5.95	5.74	5.75	5.64	5.70
RMB	16.63	17.30	16.64	16.14	16.20
INR	1.72	1.63	1.59	1.61	1.50
THB	3.32	3.46	3.41	3.41	3.45
IDR	0.0084	0.0083	0.0077	0.0076	0.0075

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