



UNIPRES CORPORATION

FY2019 1st Quarter Financial Results



UNIPRES CORPORATION



FY2019 1Q Financial Results

Forecast of FY2019



FY2019 1Q Financial Results

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

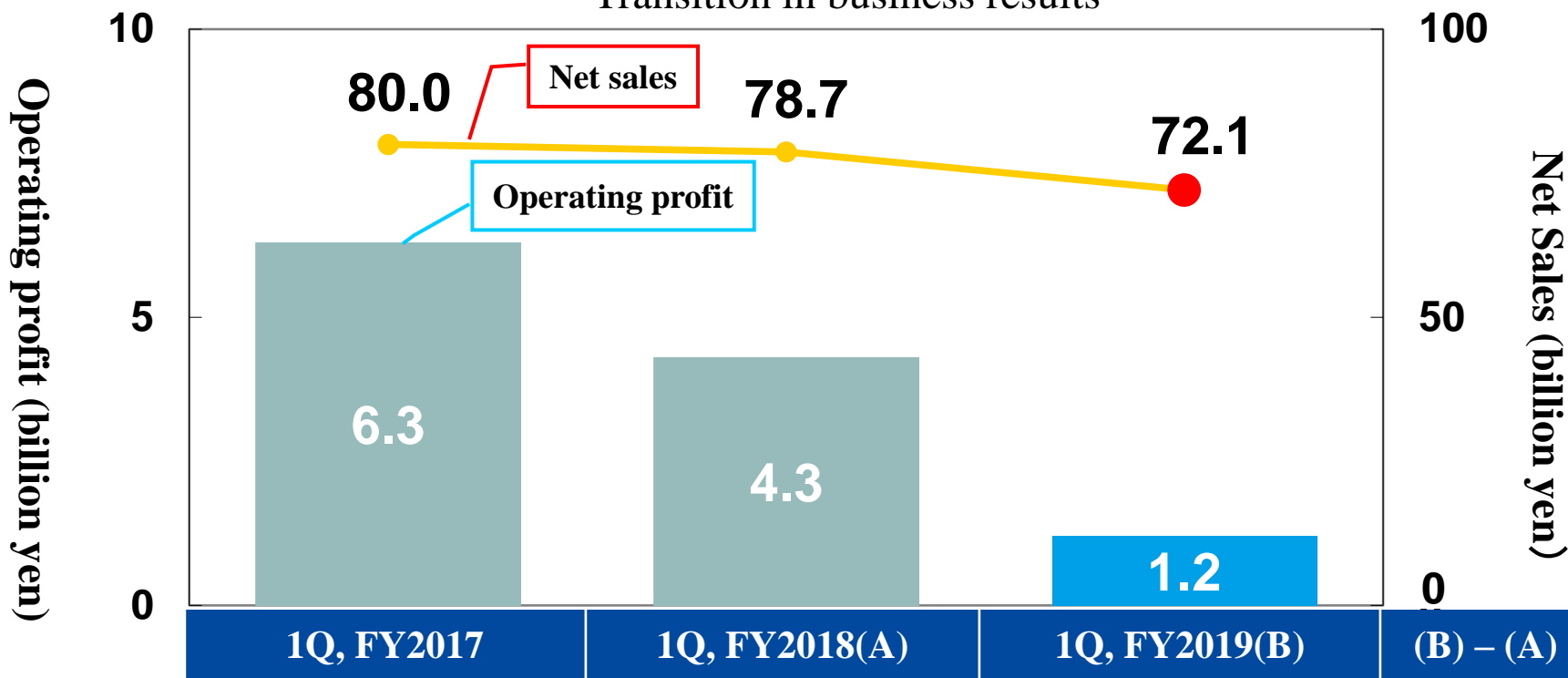
2. Operating profit decreased mainly as a result of production reduction by customer.



Summary of Q1, FY2019

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Transition in business results



	1Q, FY2017	1Q, FY2018(A)	1Q, FY2019(B)	(B) – (A)
Net sales	80.0	78.7	72.1	-6.6
Operating profit	6.3	4.3	1.2	-3.1
Ordinary profit	6.9	4.6	1.2	-3.4
Net income attributable to owners of parent	4.1	2.7	0.9	-1.8

※ Net sales decreased by 6.6 billion yen due to production reduction by customer and Forex impact.

※ Operating profit decreased by 3.1 billion yen mainly as a result of production reduction by customer.



Consolidated Sales by Product Group

(billion yen)

	1Q, FY2018		1Q, FY2019		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	65.0	82.6%	60.9	84.5%	-4.1	+1.9%
Transmission products	12.1	15.3%	9.8	13.6%	-2.3	-1.7%
Plastic products	1.0	1.3%	0.9	1.2%	-0.1	-0.1%
Other	0.6	0.8%	0.5	0.7%	-0.1	-0.1%
Total	78.7	100%	72.1	100%	-6.6	—

※ No significant change in by product sales ratio.



Consolidated Sales by Customer

(billion yen)

	1Q, FY2018		1Q, FY2019		Variance
	Sales	%	Sales	%	
Nissan Motor-related products					
Sub-total	64.9	82.4%	60.4	83.8%	+1.4%
Dongfeng Motor Company Limited.	12.5	15.9%	12.4	17.2%	+1.3%
Nissan North America	8.9	11.3%	10.4	14.5%	+3.2%
Nissan Motor	10.6	13.5%	9.8	13.6%	+0.1%
Nissan Mexicana	8.0	10.2%	8.9	12.3%	+2.1%
JATCO (Incl. overseas operations)	9.5	12.0%	7.7	10.7%	-1.3%
Nissan Europe	6.9	8.7%	5.1	7.1%	-1.6%
NISSAN SHATAI	3.8	4.9%	2.3	3.2%	-1.7%
Calsonic Kansei (Incl. overseas operations)	2.7	3.4%	2.2	3.0%	-0.4%
Nissan Thailand	0.7	0.9%	0.6	0.9%	0.0%
Renault Nissan India	0.5	0.6%	0.5	0.7%	+0.1%
Zhengzhou Nissan	0.5	0.6%	0.1	0.1%	-0.5%
Nissan Indonesia	0.3	0.3%	0.1	0.1%	-0.2%

※ Ratio of sales rose by 1.4% mainly because of sales increase of Nissan North America.



Consolidated Sales by Customer

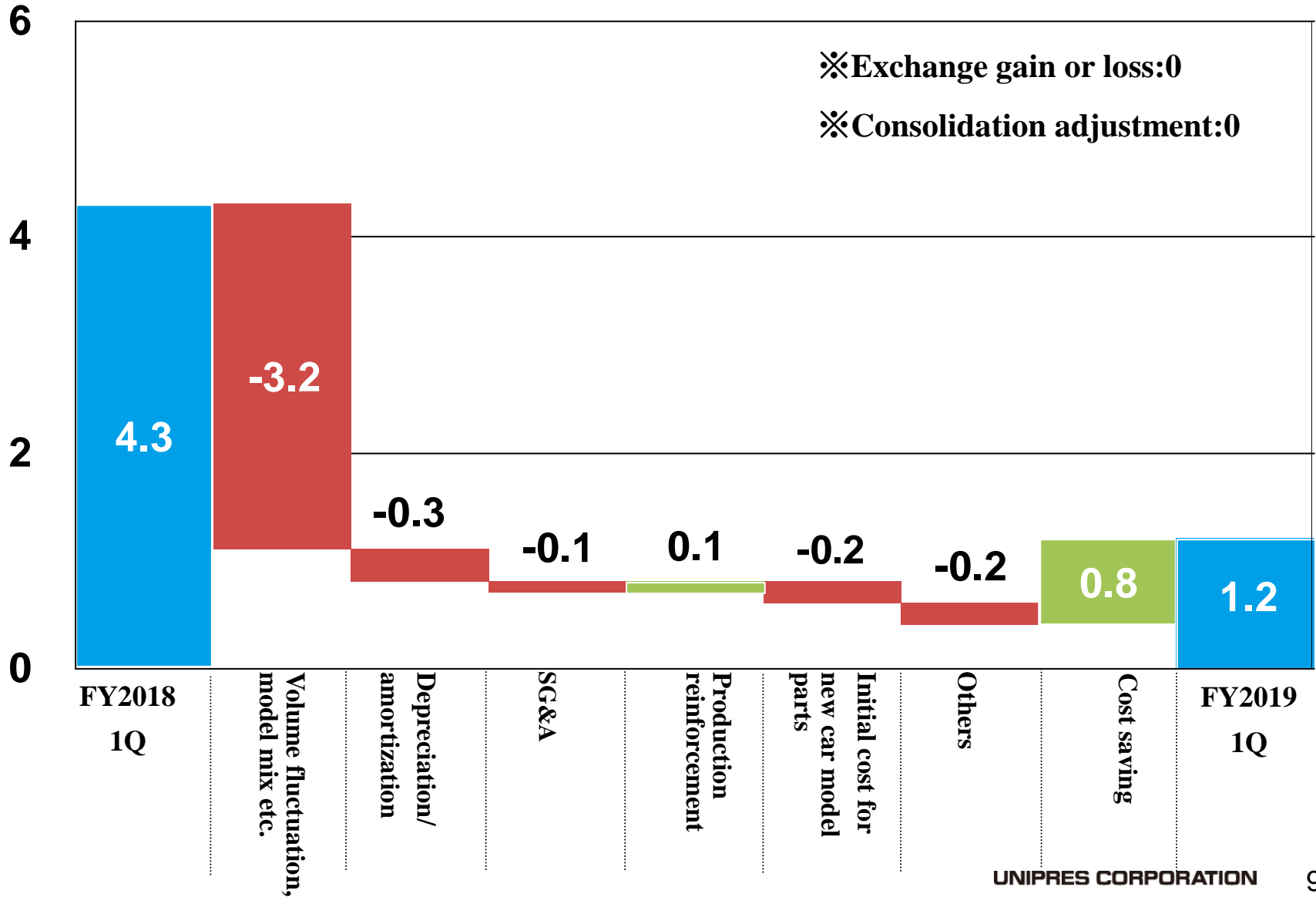
(billion yen)

		1Q, FY2018		1Q, FY2019		Variance
		Sales	%	Sales	%	
Other customers		13.9	17.6%	11.7	16.2%	-1.4%
Sub-total						
Incl.)	Honda of America Mfg., Inc.	1.6	2.0%	1.7	2.4%	+0.4%
Honda	Honda of The U.K. Manufacturing Ltd.	1.5	1.9%	1.2	1.7%	-0.2%
	Honda De Mexico, S.A. De C.V.	0.8	1.0%	1.0	1.3%	+0.3%
	Honda Motor Co., Ltd.	0.8	1.0%	0.8	1.1%	+0.1%
	P.T. Honda Prospect Motor	0.5	0.6%	0.3	0.4%	-0.2%
Renault	Renault S.A.S.	1.3	1.7%	1.2	1.6%	-0.1%
	Dongfeng Renault Automotive Co., Ltd	1.0	1.3%	0.3	0.4%	-0.9%
Mazda	Mazda Motor Corporation	0.6	0.8%	0.6	0.8%	0.0%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.4	0.4%	0.3	0.4%	0.0%
	AISIN AW CO., LTD. (Incl. overseas operations)	0.7	0.9%	0.7	0.9%	0.0%
	Dynax Corporation (Incl. overseas operations)	0.7	0.9%	0.4	0.5%	-0.4%
	SUBARU CORPORATION	0.3	0.4%	0.4	0.5%	+0.1%
	MITSUBISHI MOTORS CORPORATION	0.1	0.1%	0.4	0.5%	+0.4%
	SUZUKI MOTOR CORPORATION (Incl. overseas operations)	0.0	0.0%	0.4	0.5%	+0.5%
	NSK-Warner K.K.	0.1	0.2%	0.1	0.2%	0.0%
	Daihatsu Motor Co., Ltd.	0.1	0.1%	0.1	0.1%	0.0%
	Hino Motors, Ltd. (Incl. overseas operations)	0.1	0.1%	0.1	0.1%	0.0%
	UD Trucks Corporation	0.1	0.1%	0.1	0.1%	0.0%
	Musashi Seimitsu Industry Co., Ltd.	0.04	0.1%	0.1	0.1%	0.0%
	Isuzu Motors Limited (Incl. overseas operations)	0.04	0.1%	0.04	0.1%	0.0%
	Toyoda Iron Works Co.,Ltd.	0.03	0.0%	0.01	0.0%	0.0%



Operating Profit Variance Analysis

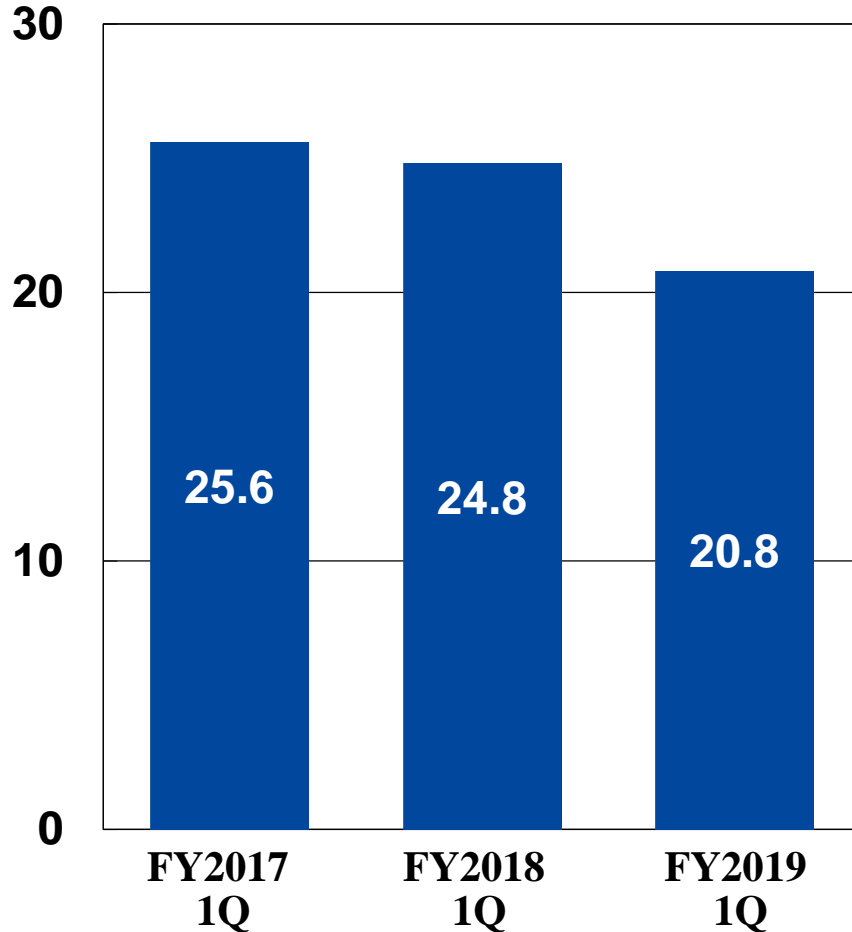
(billion yen)



Sales & Operating Profit by Region (Japan)

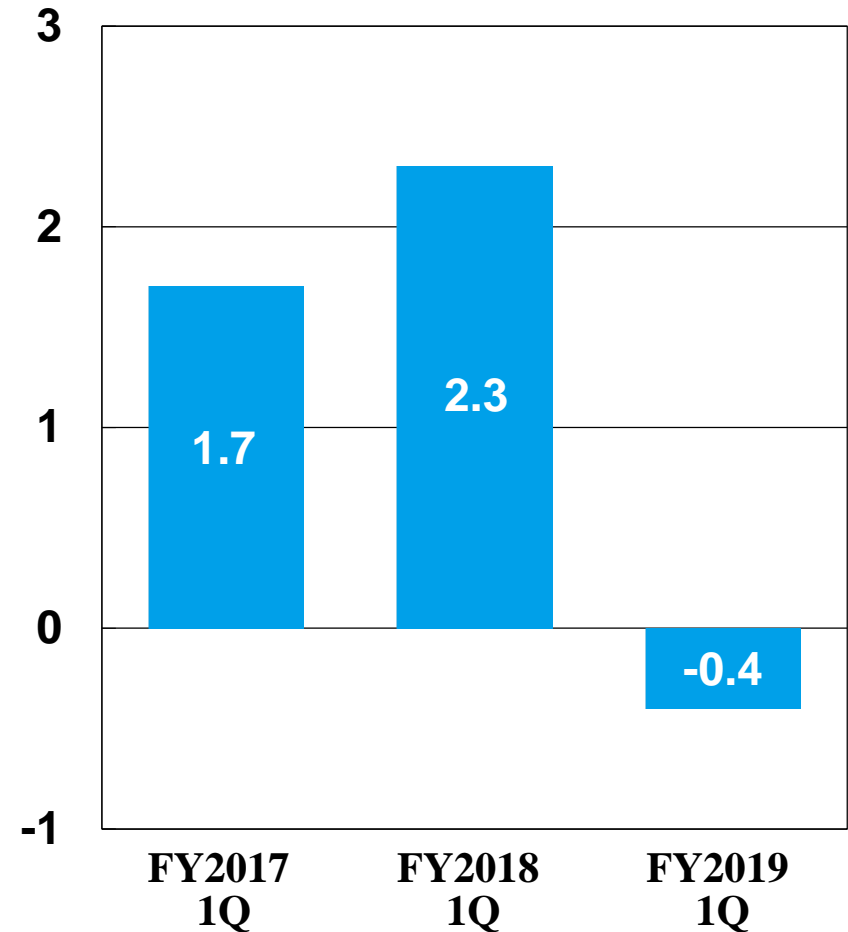
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales declined by 16.1%, mainly due to customers' reduced production etc.

※ Operating profit was lost by 0.4 billion yen.



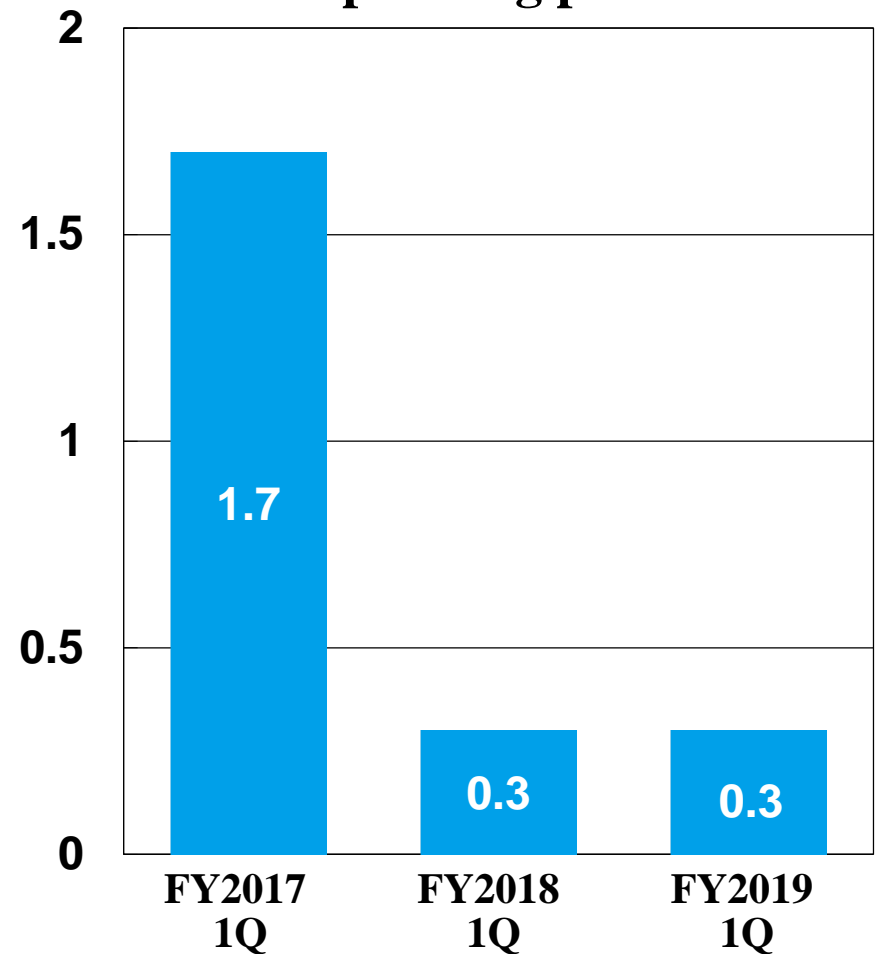
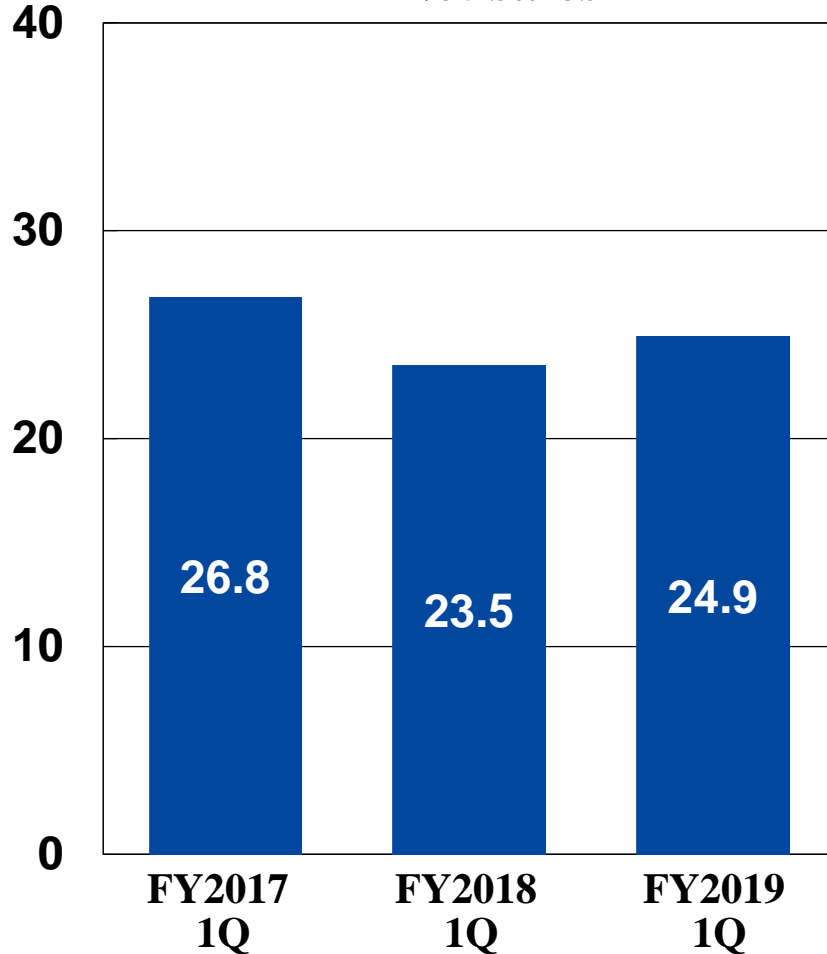
Sales & Operating Profit by Region (The Americas)

(billion yen)

Net sales

(billion yen)

Operating profit



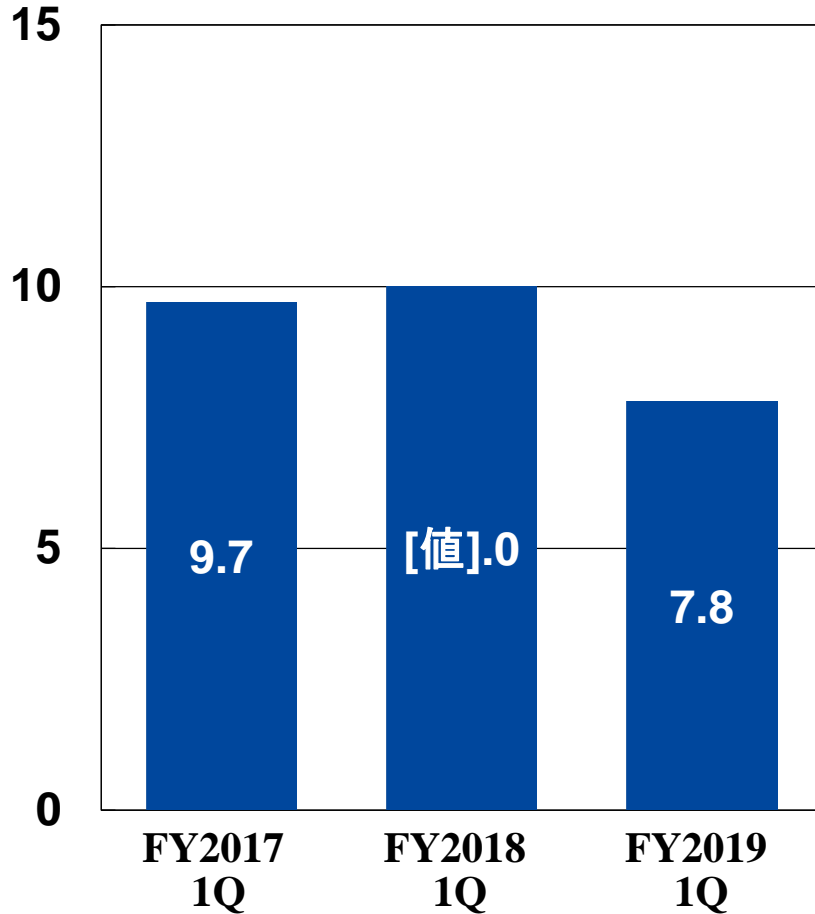
※ Sales rose by 6.0% because of sales increase of dies and equipment etc.

※ Operating profit was the same as previous year due to decreased production units etc.

Sales & Operating Profit by Region (Europe)

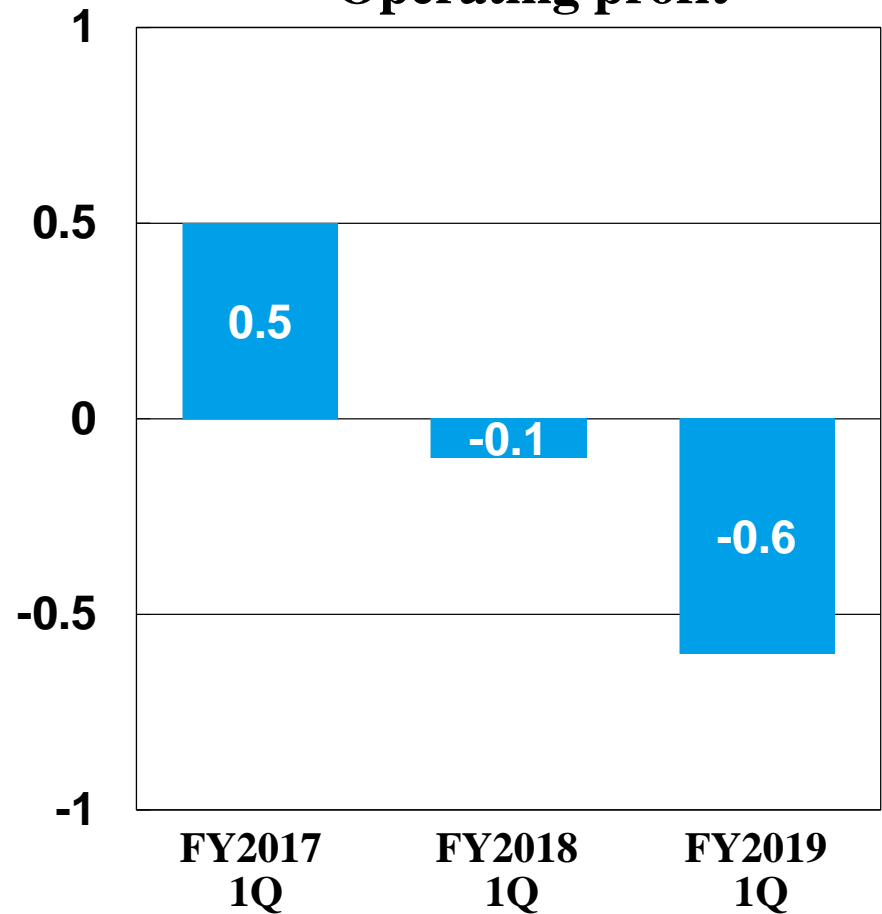
(billion yen)

Net sales



(billion yen)

Operating profit



※ Sales decreased by 22.0% due to production reduction by customer and Forex impact etc.

※ Operating profit was lost by 0.6 billion yen.



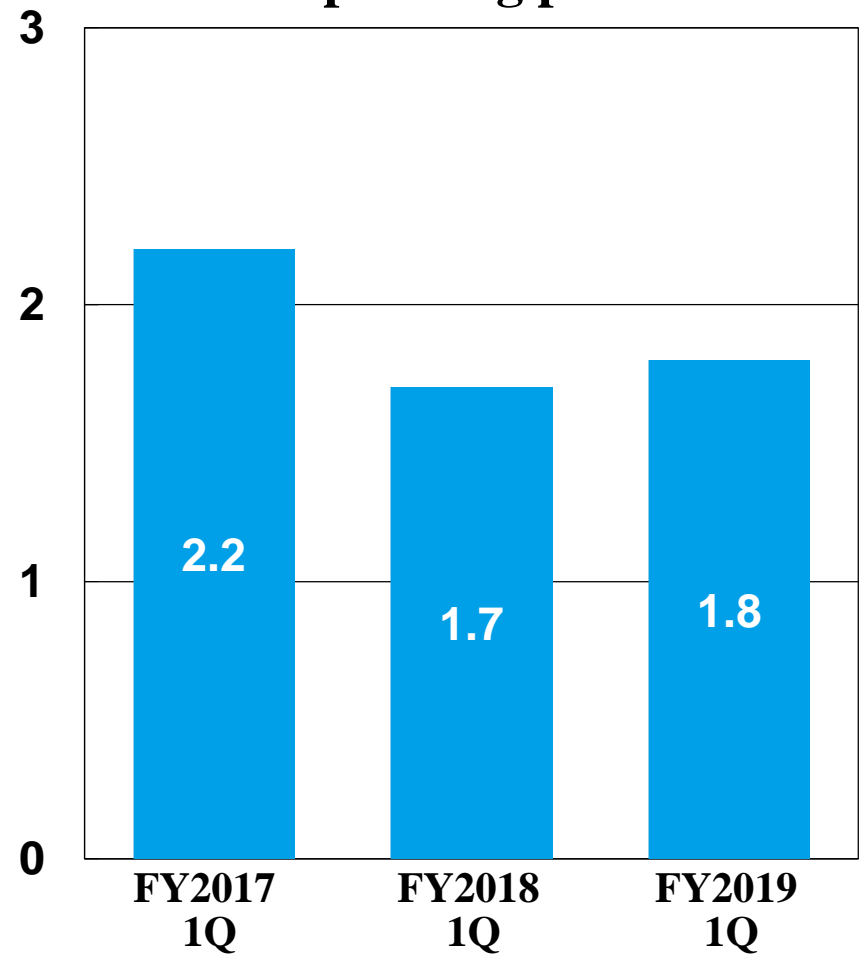
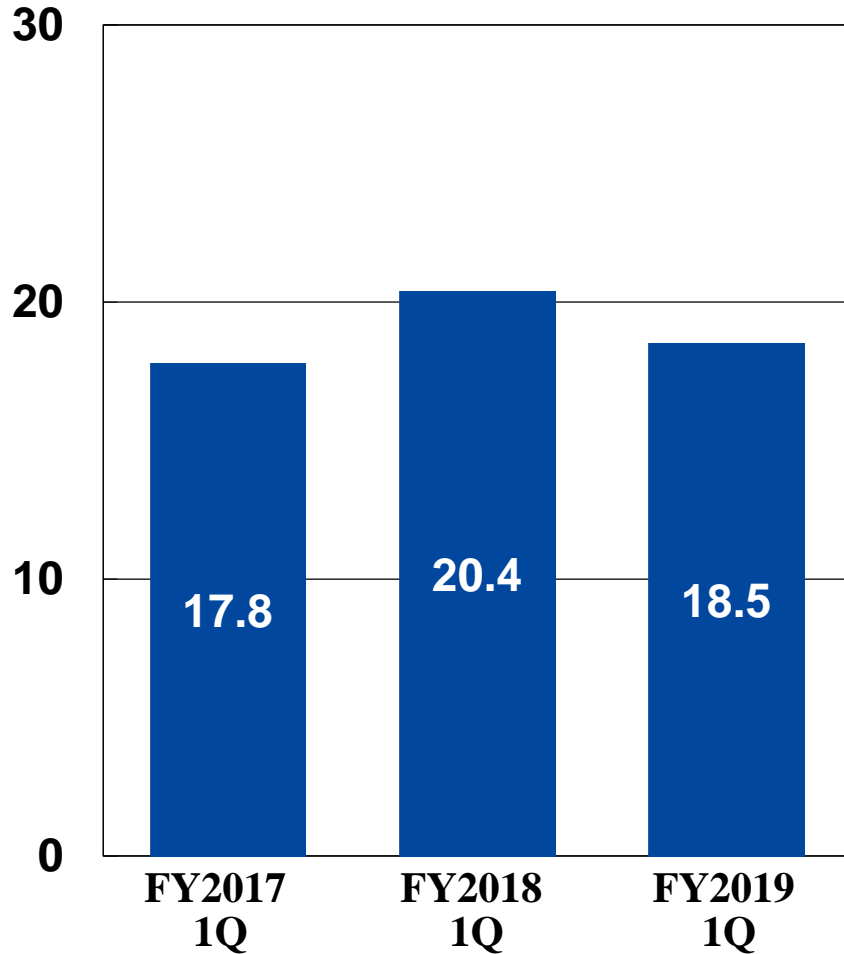
Sales & Operating Profit by Region (Asia)

(billion yen)

Net sales

(billion yen)

Operating profit



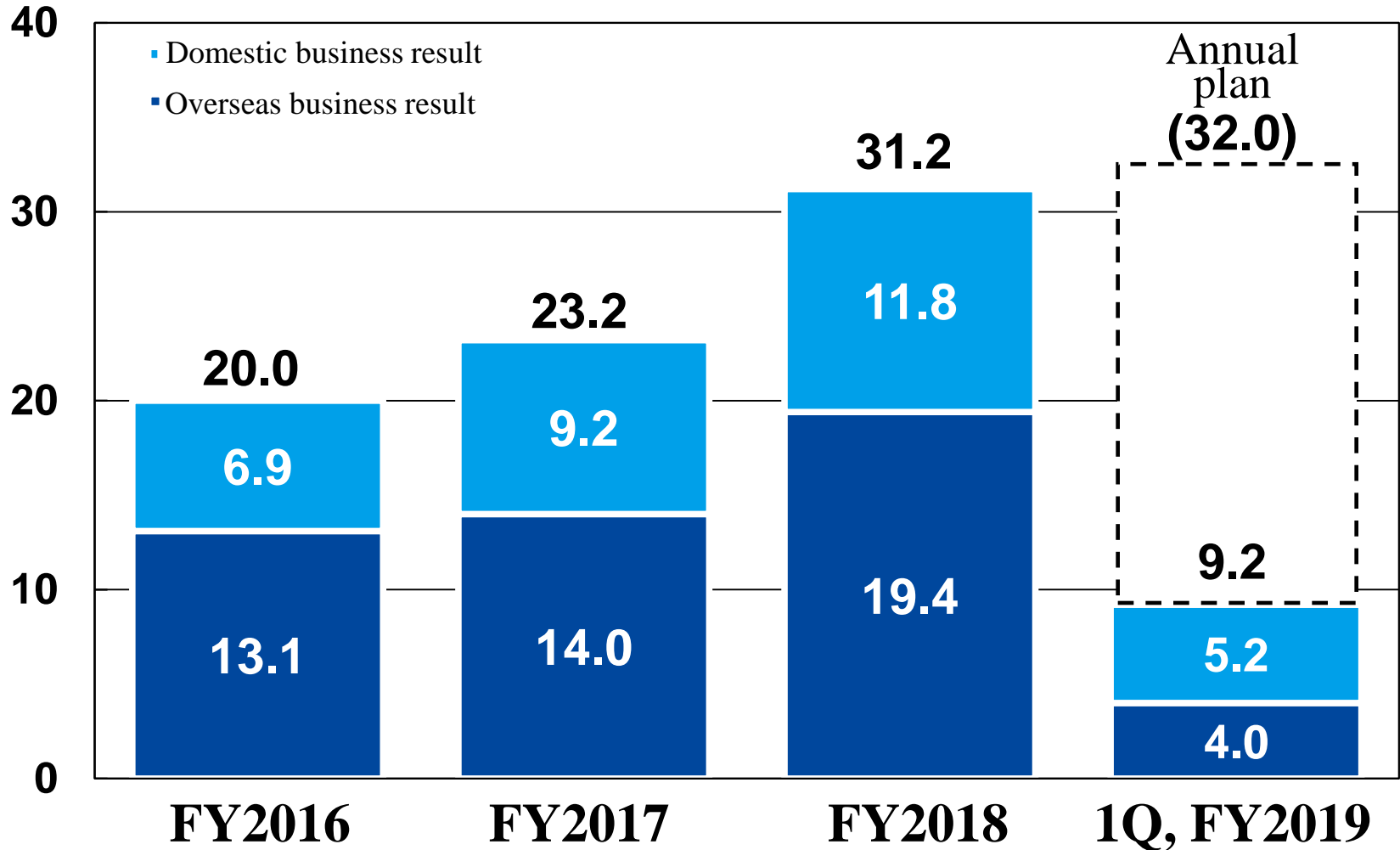
※ Sales dropped by 9.3% because of Forex impact etc.

※ Operating profit rose by 5.9 % as a result of cost reduction efforts etc.



Capital Investment

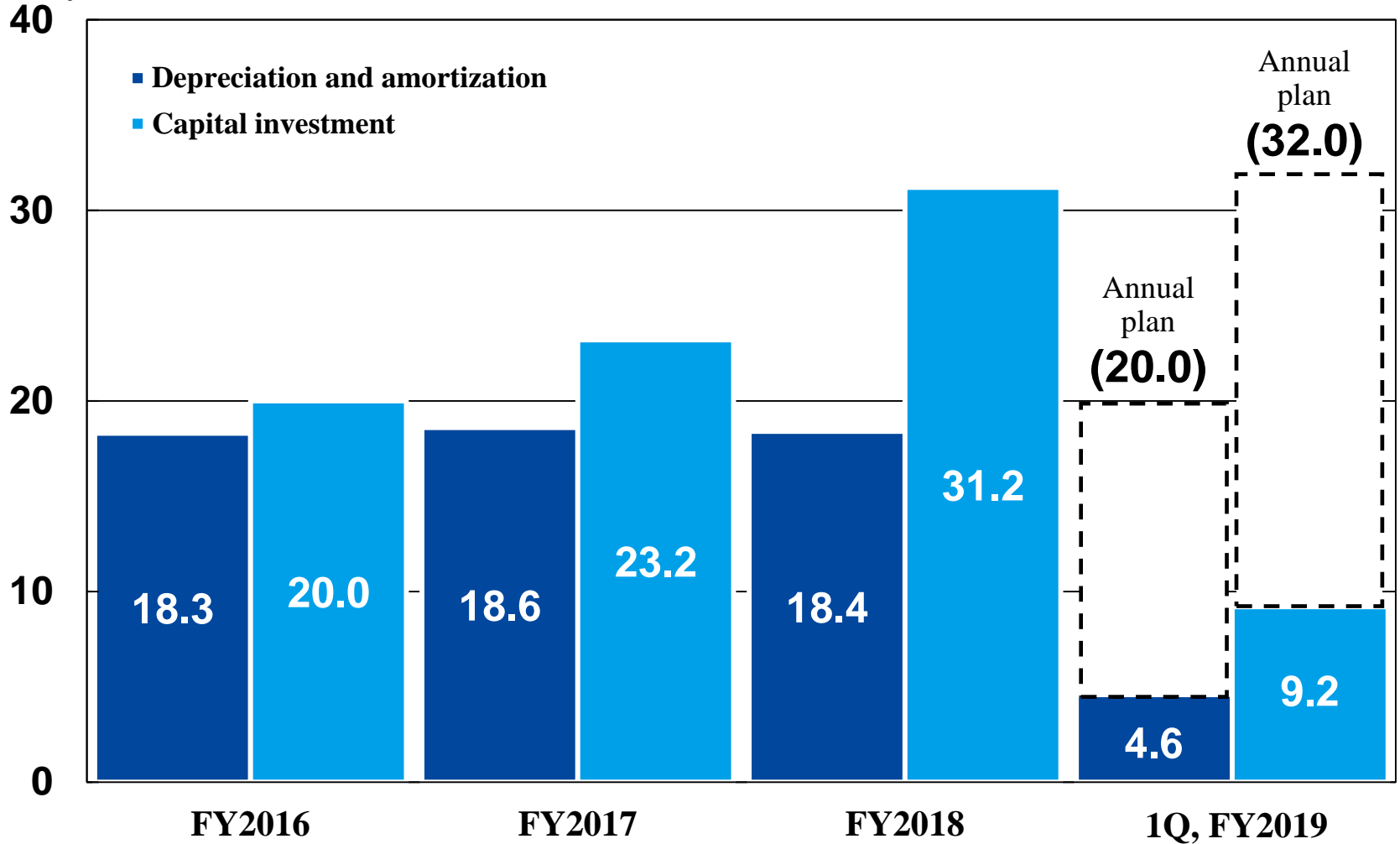
(billion yen)





Capital Investment & Depreciation/Amortization

(billion yen)

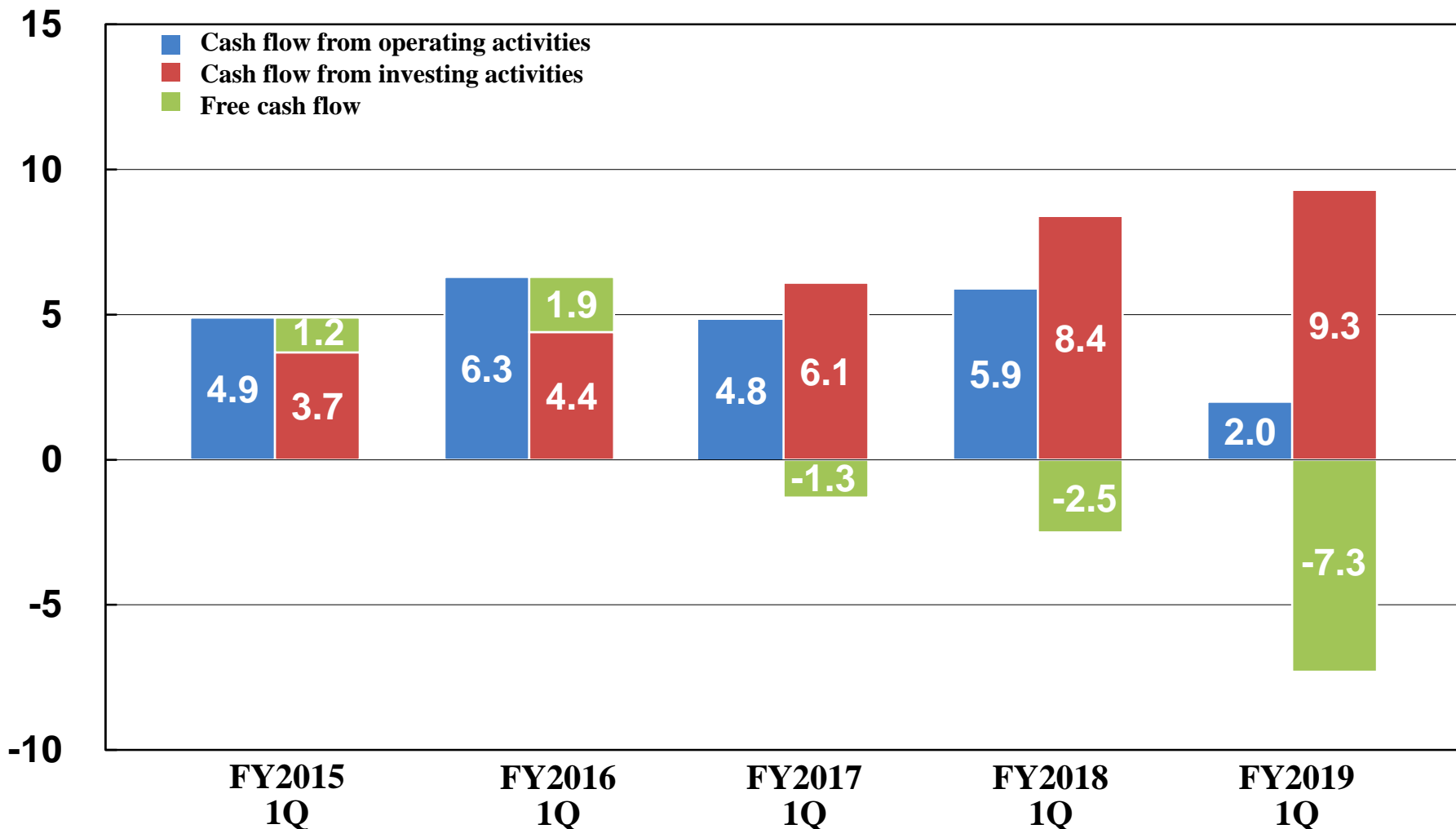


※ Both capital investment and depreciation and amortization have progressed nearly as planned.



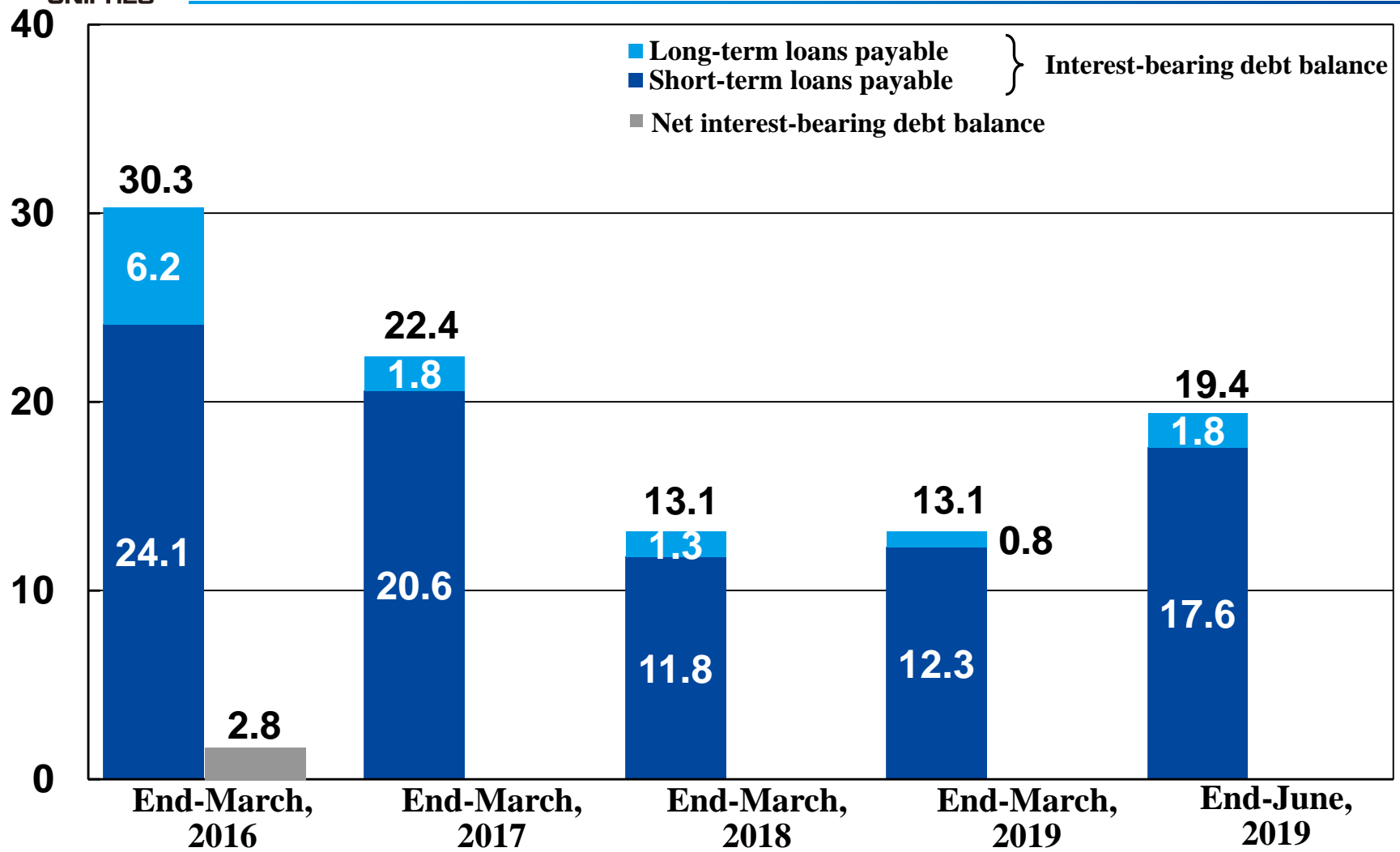
Cash Flows

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(billion yen)



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

(billion yen)  **Interest-bearing Debt & Net Interest-bearing Debt Balance**



※ Interest-bearing debts increased by 6.3 billion yen compared with the end-March, 2019.



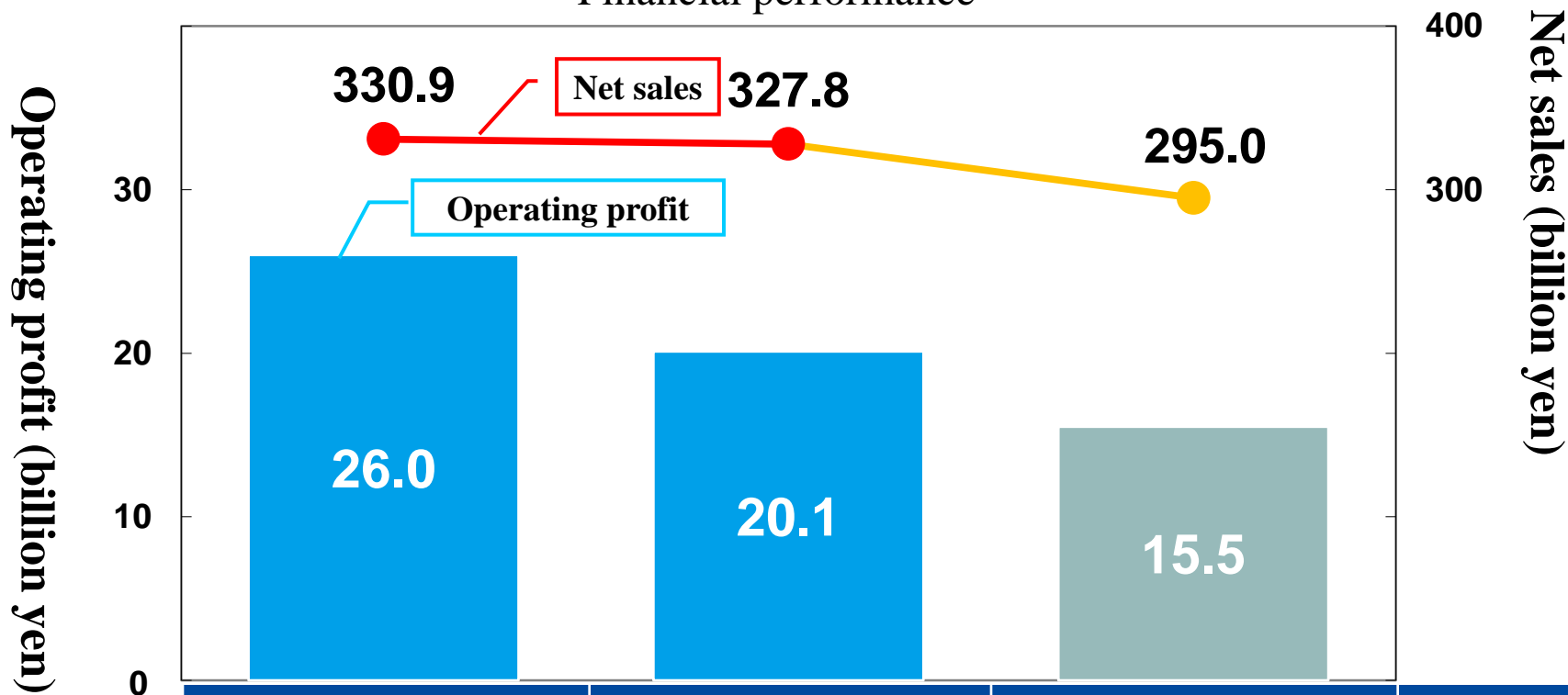
Forecast of FY2019

- 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.**



Consolidated Business Plan for FY2019

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



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Exchange rate

Reference

(yen)

	1Q, FY2018		1Q, FY2019		Preconditions of FY2019 plan
	Average for the period	term end	Average for the period	term end	
US \$	109.53	110.54	109.66	107.75	110.00
STG £	150.76	148.87	145.19	144.99	145.00
EURO	132.33	130.58	125.28	124.56	124.00
MEX \$	5.78	5.85	5.75	5.74	5.70
RMB	17.04	16.92	16.44	16.48	16.20
INR	1.62	1.61	1.58	1.56	1.50
THB	3.43	3.40	3.50	3.49	3.45
IDR	0.0079	0.0077	0.0078	0.0078	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