



# **UNIPRES CORPORATION**

## **FY2019 3<sup>rd</sup> Quarter Financial Results**



**UNIPRES CORPORATION**



# FY2019 3Q Financial Results

## Forecast for FY2019



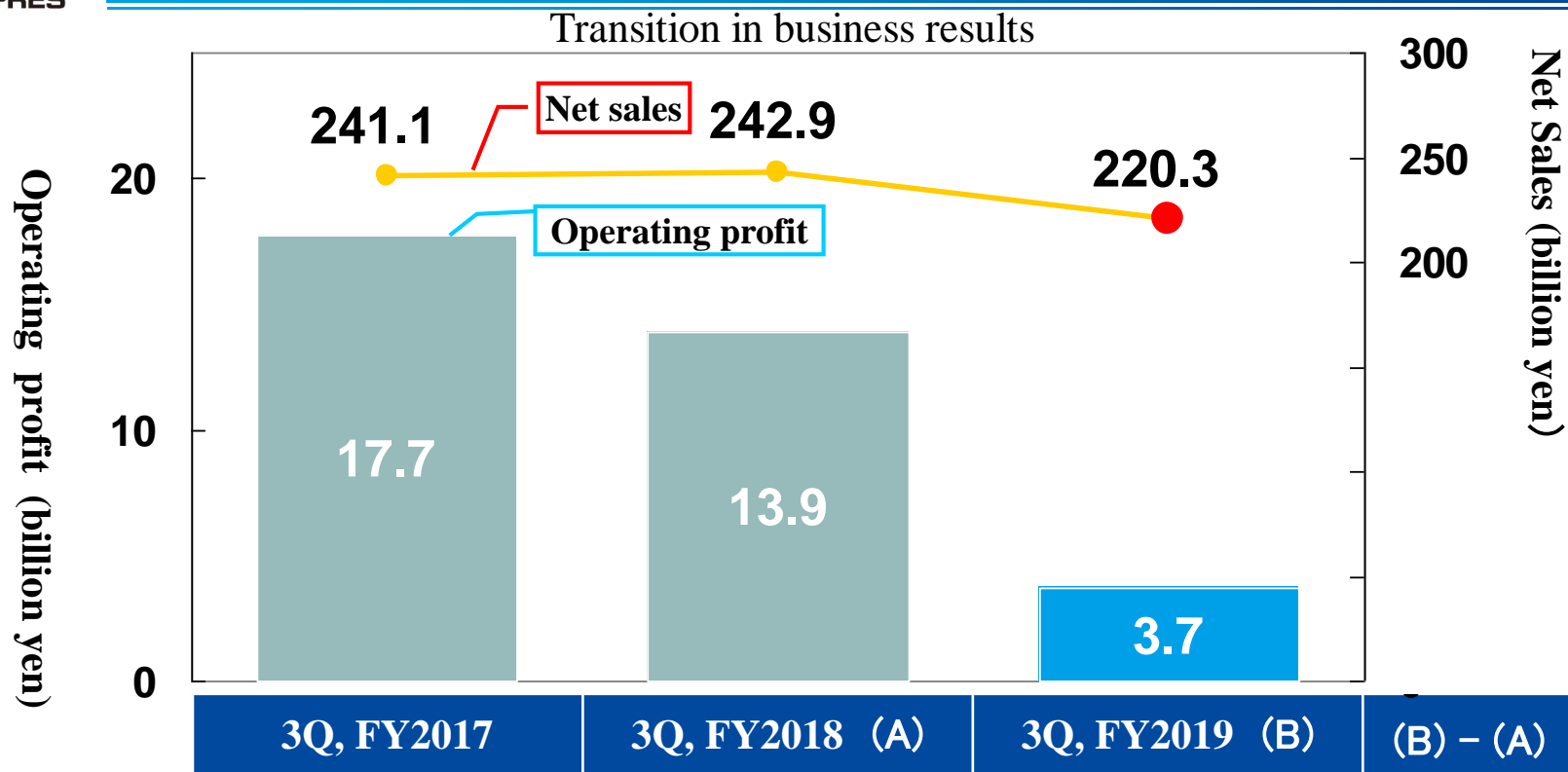
# FY2019 3Q Financial Results

**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 Q3, FY2019



	3Q, FY2017	3Q, FY2018 (A)	3Q, FY2019 (B)	(B) - (A)
Net sales	241.1	242.9	220.3	-22.6
Operating profit	17.7	13.9	3.7	-10.2
Ordinary profit	18.9	14.5	3.9	-10.6
Net income attributable to owners of parent	11.5	8.8	1.0	-7.8

※ Net sales decreased by 22.6 billion yen due to production reduction by customer and Forex impact.

※ Operating profit decreased by 10.2 billion yen mainly as a result of production reduction by customer.



# Consolidated Sales by Product Group

(billion yen)

	3Q, FY2018		3Q, FY2019		Variance	Variance %
	Sales	%	Sales	%		
<b>Car body press products</b>	<b>202.5</b>	<b>83.4%</b>	<b>185.3</b>	<b>84.1%</b>	<b>-17.2</b>	<b>+0.7%</b>
<b>Transmission products</b>	<b>34.8</b>	<b>14.3%</b>	<b>30.9</b>	<b>14.0%</b>	<b>-3.9</b>	<b>-0.3%</b>
<b>Plastic products</b>	<b>3.1</b>	<b>1.3%</b>	<b>2.8</b>	<b>1.3%</b>	<b>-0.3</b>	<b>0.0%</b>
<b>Other</b>	<b>2.5</b>	<b>1.0%</b>	<b>1.3</b>	<b>0.6%</b>	<b>-1.2</b>	<b>-0.4%</b>
<b>Total</b>	<b>242.9</b>	<b>100%</b>	<b>220.3</b>	<b>100%</b>	<b>-22.6</b>	<b>—</b>

※ No significant change to the composition ratio.



# Consolidated Sales by Customer

(billion yen)

	3Q, FY2018		3Q, FY2019		Variance
	Sales	%	Sales	%	
<b>Nissan Motor-related products Sub-total</b>	<b>204.4</b>	<b>84.1%</b>	<b>182.7</b>	<b>82.9%</b>	<b>-1.2%</b>
Dongfeng Motor Company Limited.	44.6	18.4%	40.1	18.2%	-0.2%
Nissan Motor	31.3	12.9%	30.5	13.8%	+0.9%
Nissan North America	28.0	11.5%	28.1	12.8%	+1.3%
JATCO (Incl. overseas operations)	29.0	11.9%	24.4	11.1%	-0.8%
Nissan Mexicana	25.9	10.7%	22.9	10.4%	-0.3%
Nissan Europe	19.3	8.0%	14.0	6.4%	-1.6%
NISSAN SHATAI	11.1	4.6%	8.8	4.0%	-0.6%
Marelli Corporation. (Incl. overseas operations)	8.0	3.3%	6.0	2.7%	-0.6%
Renault Nissan India	2.5	1.0%	4.2	1.9%	+0.9%
Nissan Thailand	1.9	0.8%	2.1	1.0%	+0.2%
Zhengzhou Nissan	0.9	0.4%	0.2	0.1%	-0.3%
Nissan Indonesia	0.4	0.2%	0.2	0.1%	-0.1%

※ The composition ratio decreased by 1.2% mainly because of sales decrease of Nissan Europe.



# Consolidated Sales by Customer

(billion yen)

		3Q, FY2018		3Q, FY2019		Variance
		Sales	%	Sales	%	
<b>Other customers</b>		<b>38.5</b>	<b>15.9%</b>	<b>37.6</b>	<b>17.1%</b>	<b>+1.2%</b>
<b>Sub-total</b>						
Incl.) Honda	Honda of America Mfg., Inc.	4.8	2.0%	4.8	2.2%	+0.2%
	Honda of The U.K. Manufacturing Ltd.	4.0	1.7%	2.8	1.3%	-0.4%
	Honda De Mexico, S.A. De C.V.	1.8	0.7%	2.6	1.2%	+0.5%
	Honda Motor Co., Ltd.	2.2	0.9%	2.2	1.0%	+0.1%
	P.T. Honda Prospect Motor	1.5	0.6%	0.9	0.4%	-0.2%
Renault	Renault S.A.S.	3.5	1.5%	4.5	2.1%	+0.6%
	Dongfeng Renault Automotive Co., Ltd	2.3	1.0%	0.6	0.2%	-0.8%
	Renault India Private Limited	0.0	0.0%	0.01	0.0%	0.0%
Mazda	Mazda Motor Corporation	1.9	0.8%	1.8	0.8%	0.0%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	1.0	0.4%	0.4	0.2%	-0.2%
AISIN AW CO., LTD. (Incl. overseas operations)		2.0	0.8%	2.1	0.9%	+0.1%
Groupe PSA		-	-	2.0	0.9%	+0.9%
MITSUBISHI MOTORS CORPORATION(Incl. overseas operations)		0.2	0.1%	1.5	0.7%	+0.6%
Dynax Corporation (Incl. overseas operations)		2.0	0.8%	1.5	0.7%	-0.1%
SUBARU CORPORATION		1.2	0.5%	1.1	0.5%	0.0%
SUZUKI MOTOR CORPORATION. (Incl. overseas operations)		0.3	0.1%	0.6	0.3%	+0.2%
NSK-Warner K.K.		0.4	0.1%	0.3	0.1%	0.0%
Daihatsu Motor Co., Ltd.		0.2	0.1%	0.2	0.1%	0.0%
Hino Motors, Ltd. (Incl. overseas operations)		0.2	0.1%	0.2	0.1%	0.0%
Musashi Seimitsu Industry Co., Ltd.		0.1	0.0%	0.2	0.1%	+0.1%
UD Trucks Corporation		0.2	0.1%	0.2	0.1%	0.0%
Isuzu Motors Limited (Incl. overseas operations)		0.1	0.1%	0.1	0.1%	0.0%

※ The composition ratio rose by 1.2% by sales expansion to Mitsubishi and sales increase of Renault S.A.S. and Groupe PSA.





# Operating Profit Variance Analysis

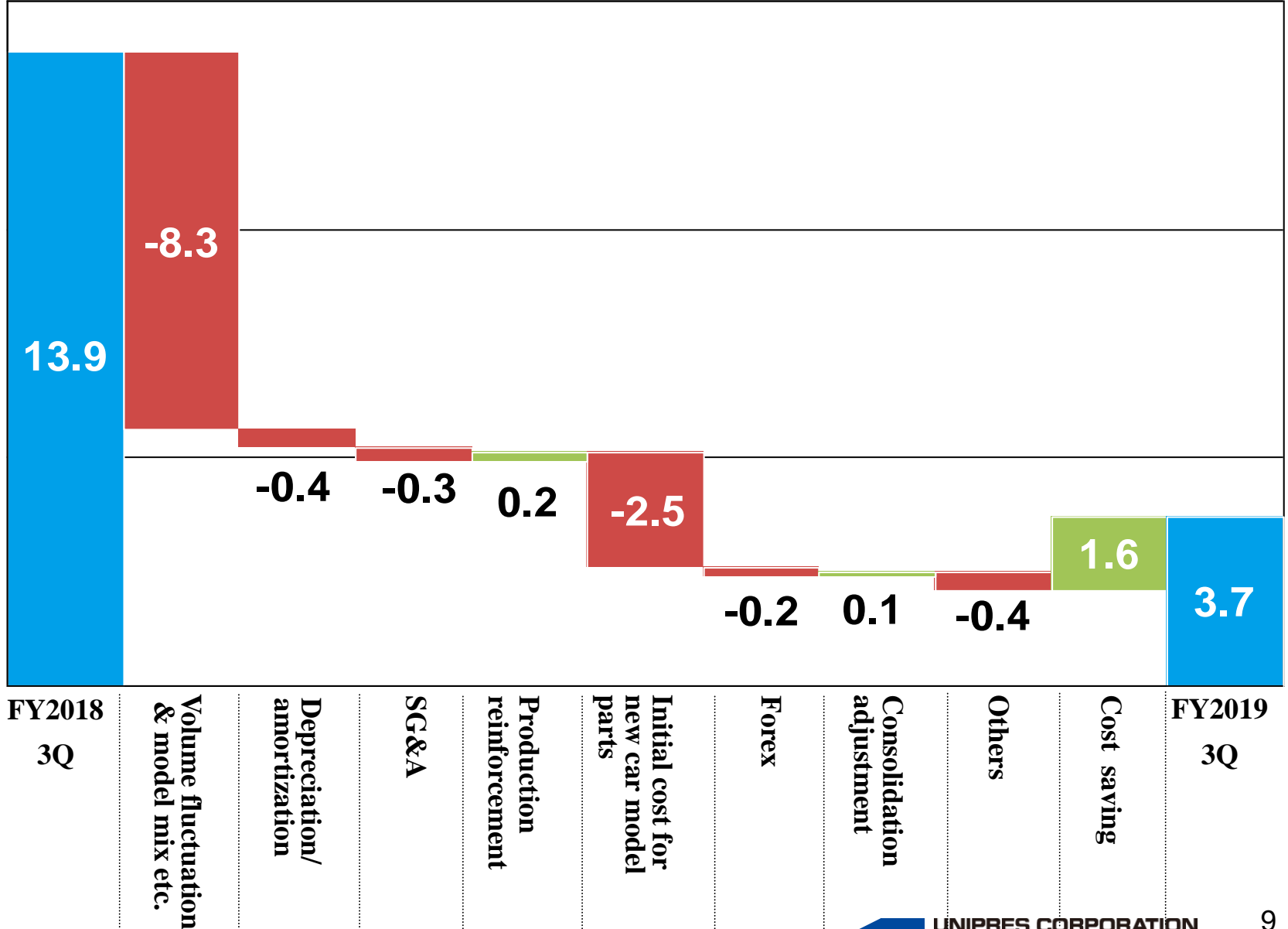
(billion yen)

15

10

5

0



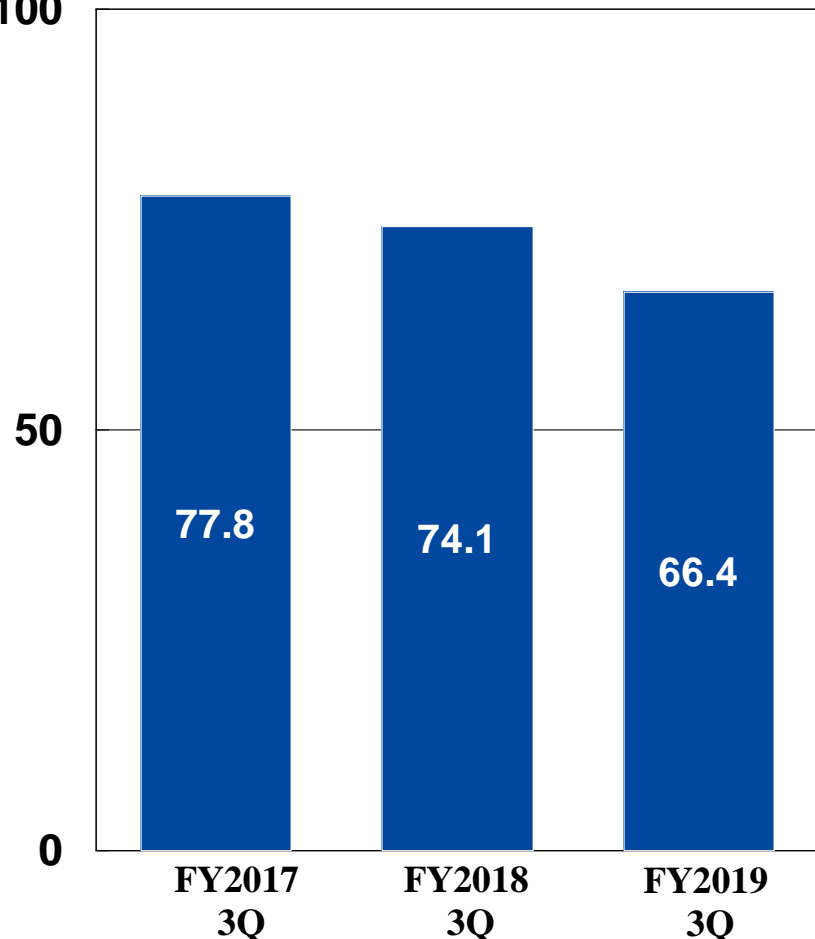


# Sales/Operating Profit by Region (Japan)

(billion yen)

100

## Net sales



(billion yen)

## Operating profit

8

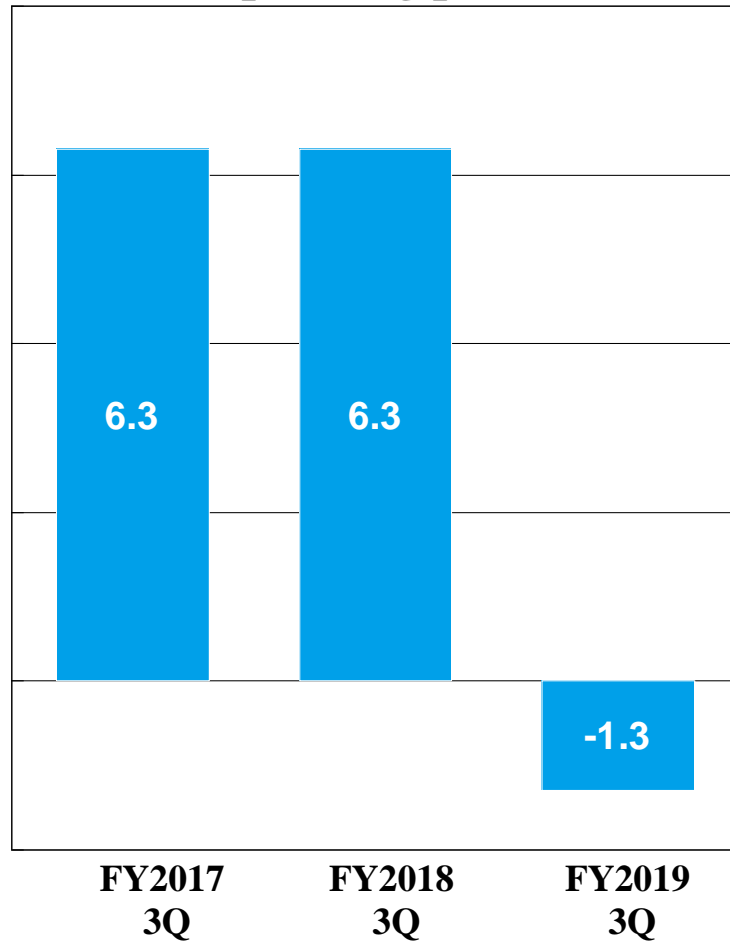
6

4

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-2



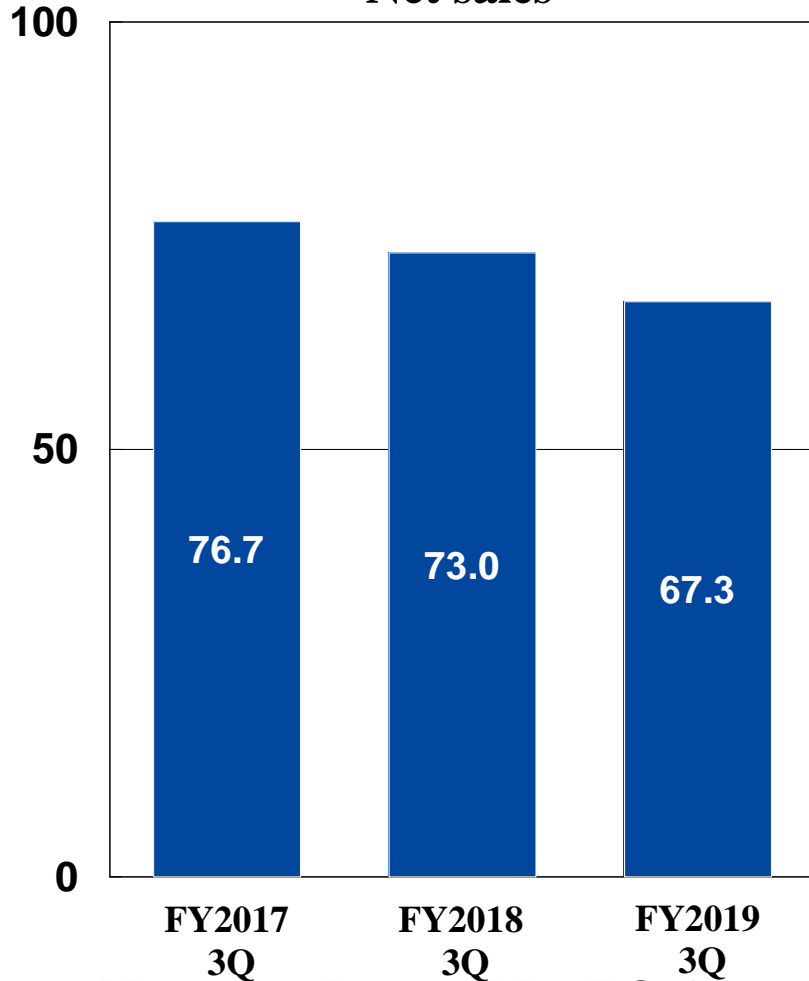
- ※ Net sales dropped by 10.4% due to customers' reduced production, etc.
- ※ Operating profit was lost by 1.3 billion yen.



# Sales/Operating Profit by Region (The Americas)

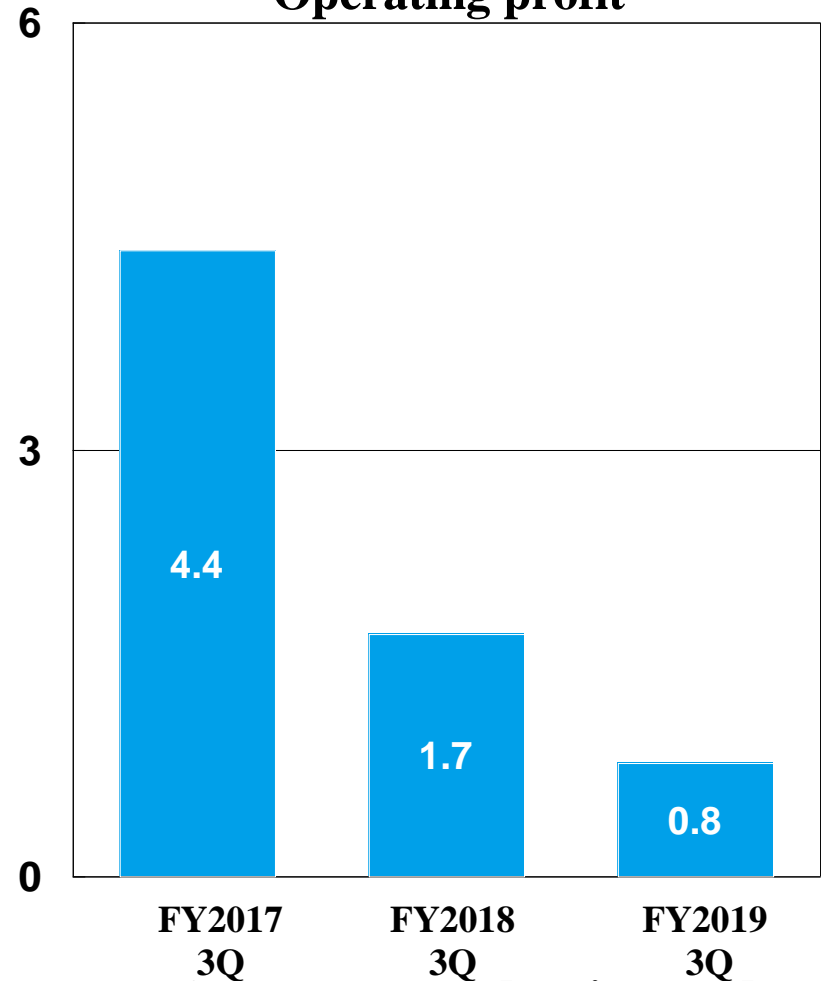
(billion yen)

## Net sales



(billion yen)

## Operating profit



※ Net sales dropped by 7.8% due to customers' reduced production and Forex impact, etc.

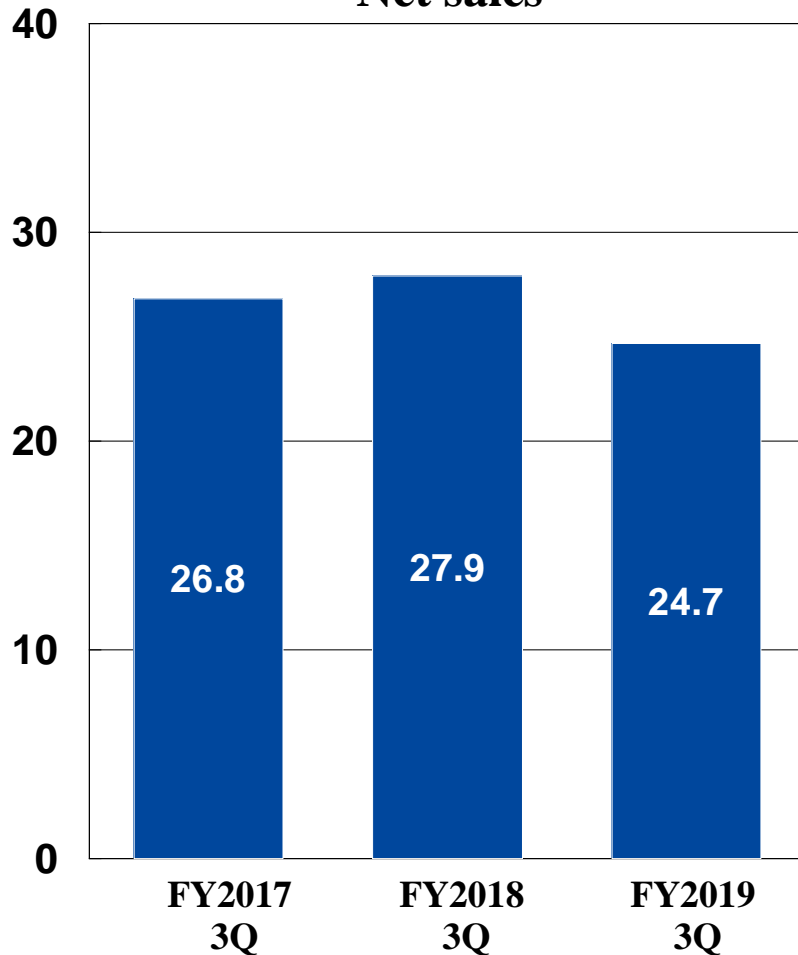
※ Operating profit decreased by 0.9 billion yen.



# Sales/Operating profit by Region (Europe)

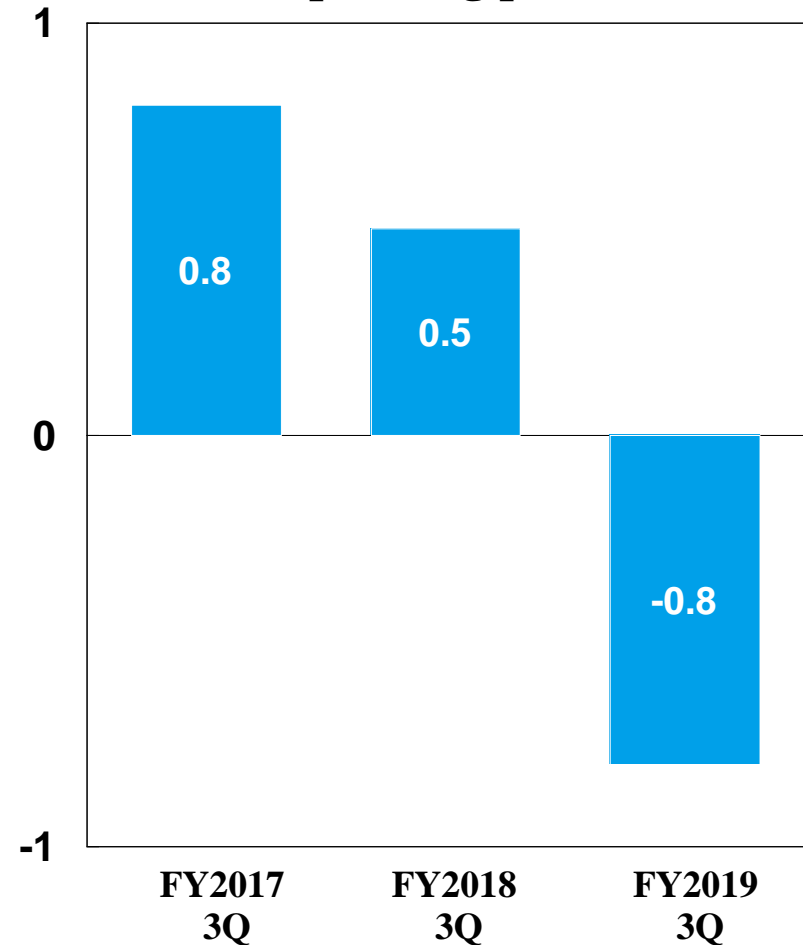
(billion yen)

## Net sales



(billion yen)

## Operating profit

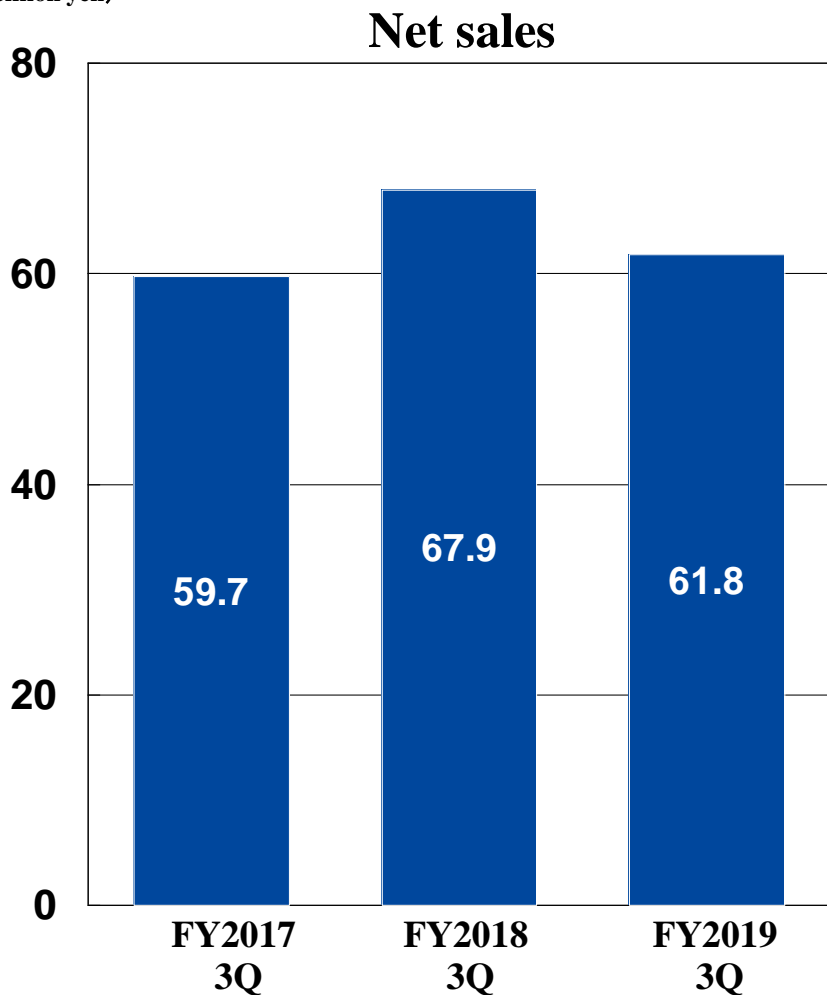


- ※ Net sales decreased by 11.5% due to production reduction by customer and Forex impact, etc.
- ※ Operating profit was lost by 0.8 billion yen.

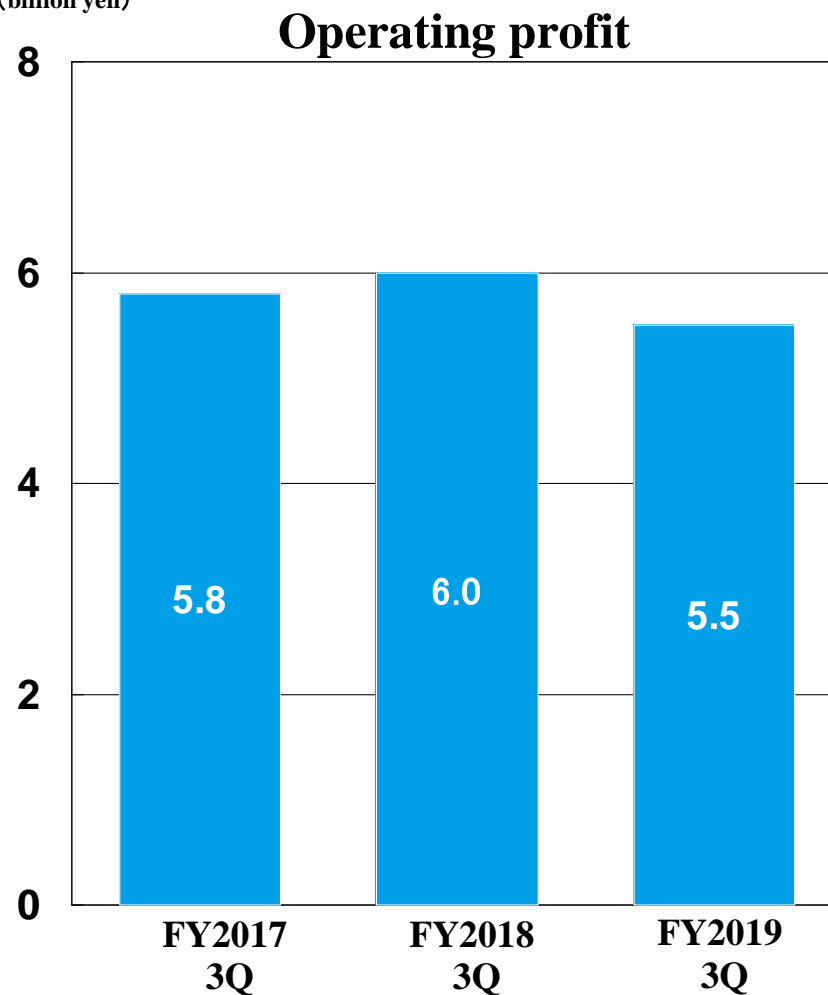


# Sales/Operating Profit by Region (Asia)

(billion yen)



(billion yen)



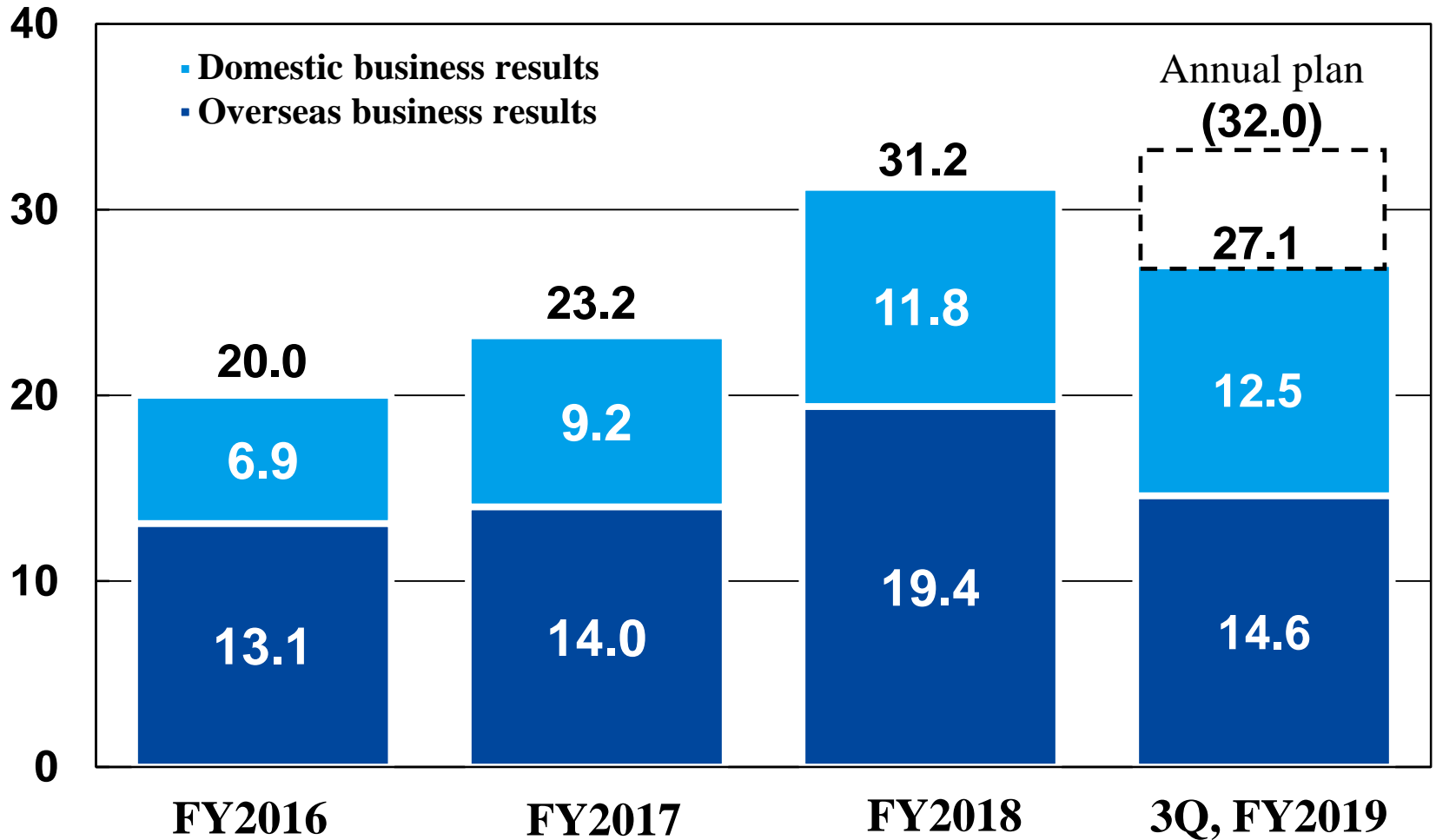
※ Net sales decreased by 9.0% because of Forex impact, etc.

※ Operating profit decreased by 8.3% as a result of sales decrease.



# Capital Investment

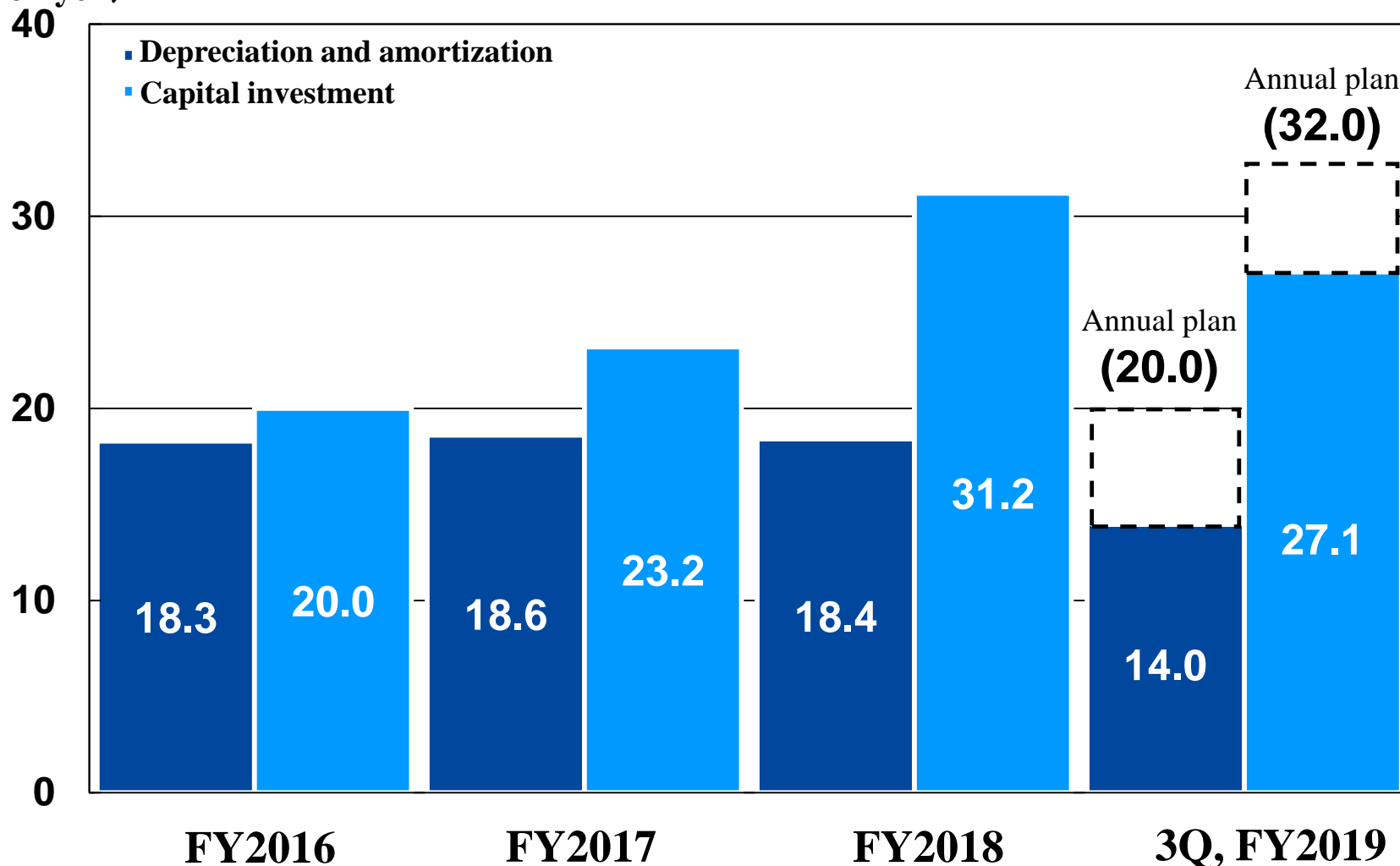
(billion yen)





# Capital Investment & Depreciation/Amortization

(billion yen)



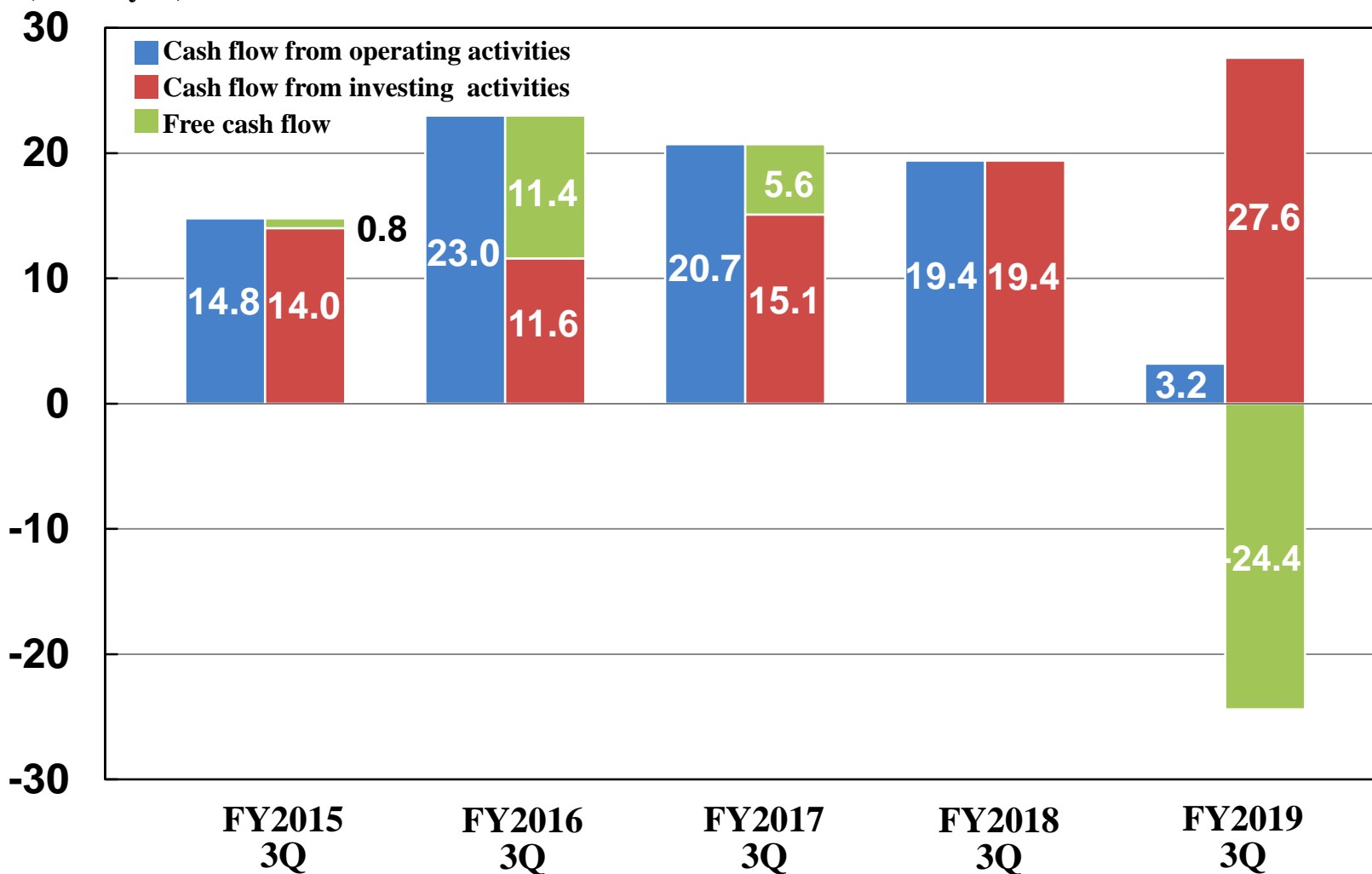
※ Both capital investment and depreciation/amortization have progressed nearly as planned.



# Cash Flows

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(billion yen)



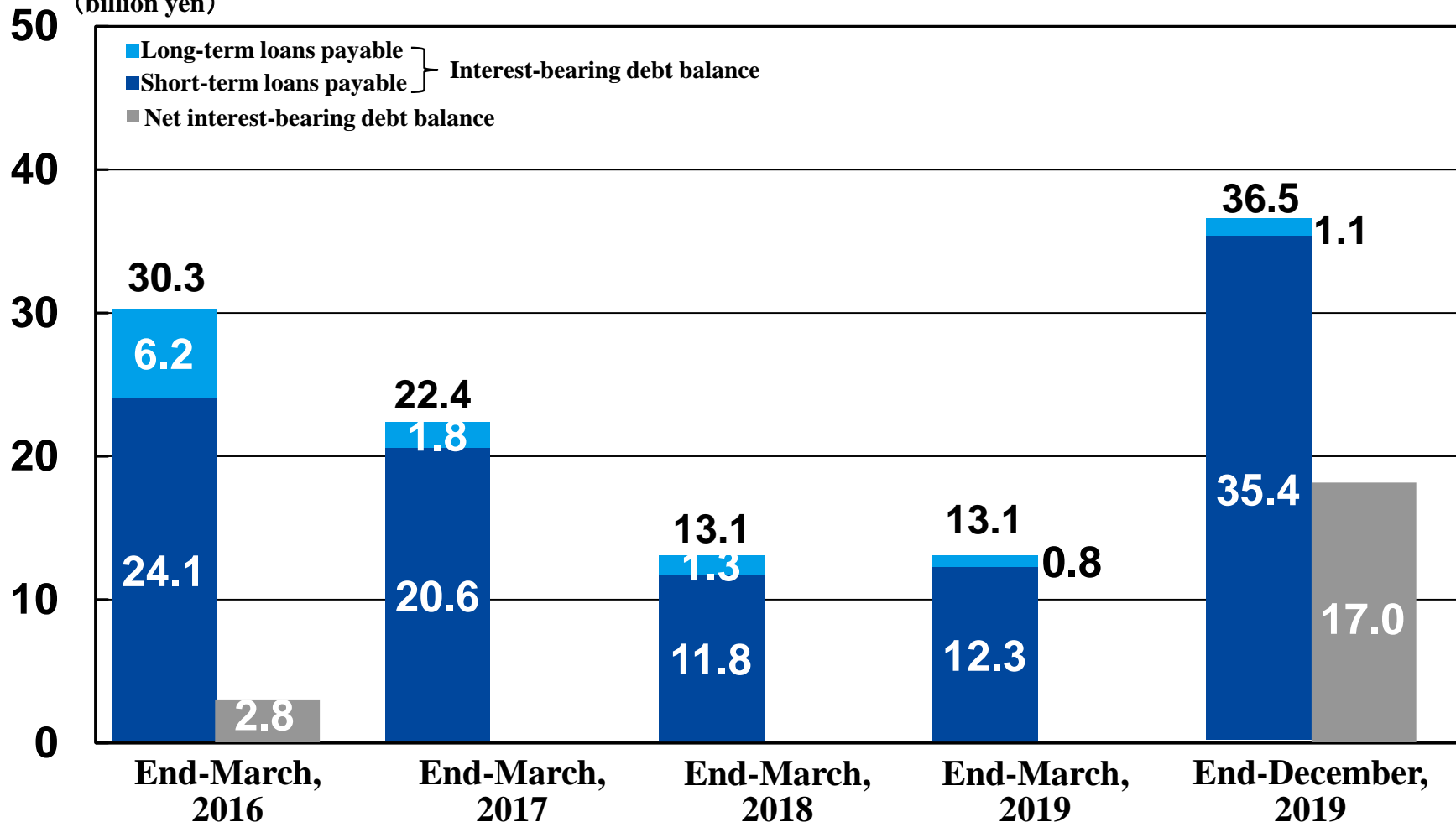




# Interest-bearing Debt & Net Interest-bearing Debt Balance

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(billion yen)



※ Interest-bearing debts increased by 23.4 billion yen compared with the end-March, 2019.

※ Net interest-bearing debts including cash and deposits was 17.0 billion yen.



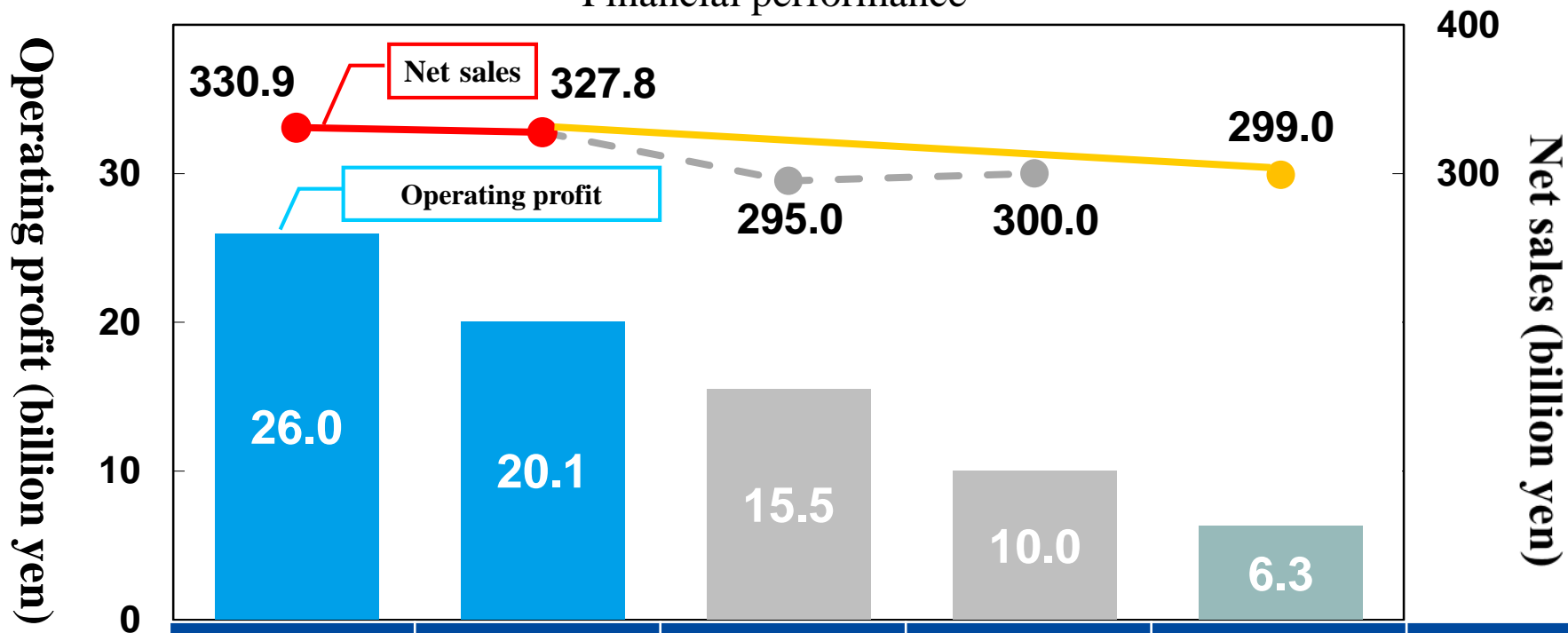
# Forecast for FY2019

- 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.**



# Consolidated Business Plan for FY2019

## Financial performance

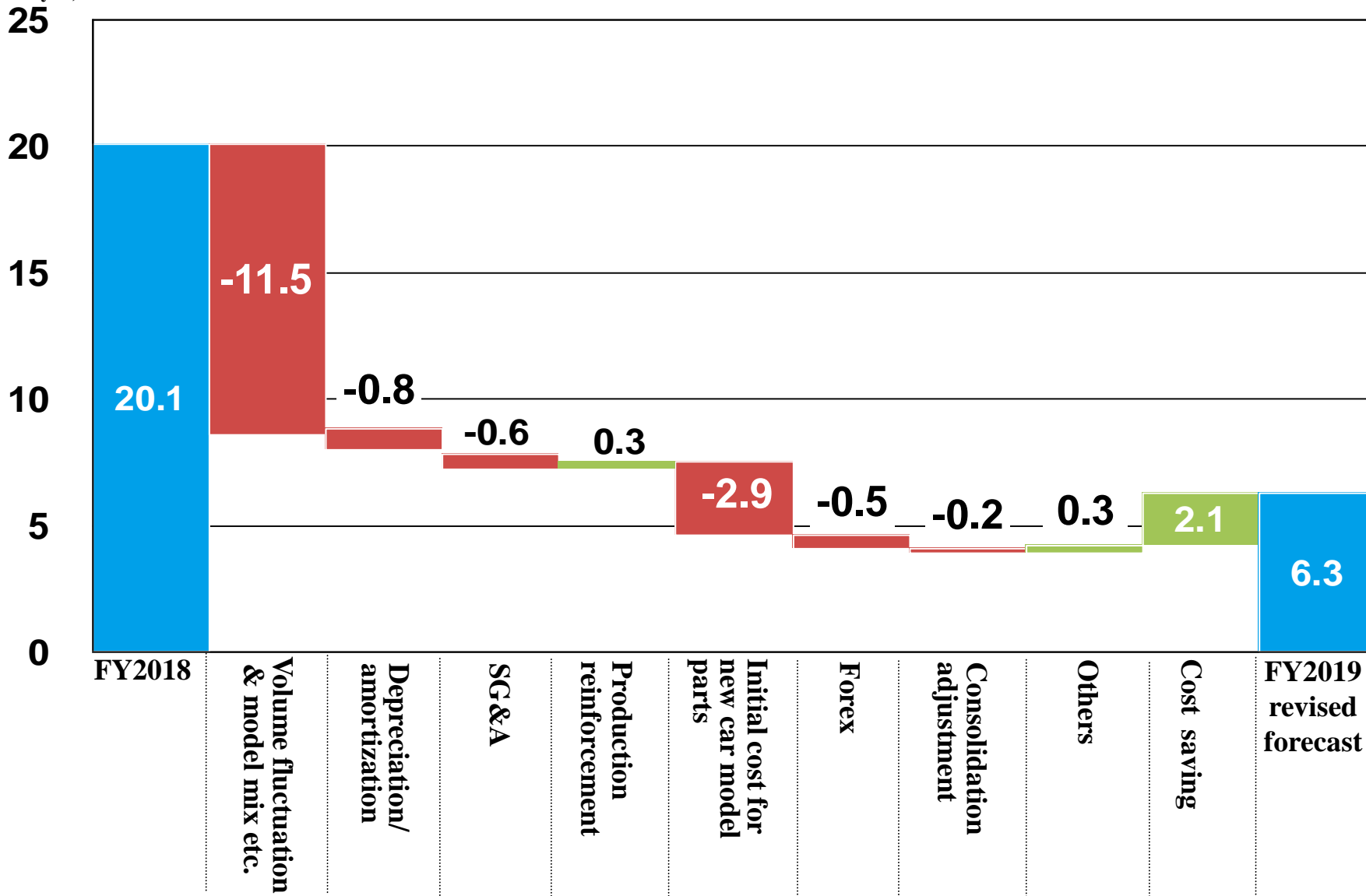


	FY2017	FY2018 (A)	FY2019 initial plan	FY2019 revised forecast released on November 5	FY2019 revised forecast released on February 12 (B)	(B) - (A)
Net sales	330.9	327.8	295.0	300.0	299.0	-28.8
Operating profit	26.0	20.1	15.5	10.0	6.3	-13.8
Ordinary profit	26.4	21.0	16.0	10.0	6.6	-14.4
Net income attributable to owners of parent	15.9	12.9	10.0	5.5	4.0	-8.9



# Forecast of Operating Profit Variance Analysis

(billion yen)

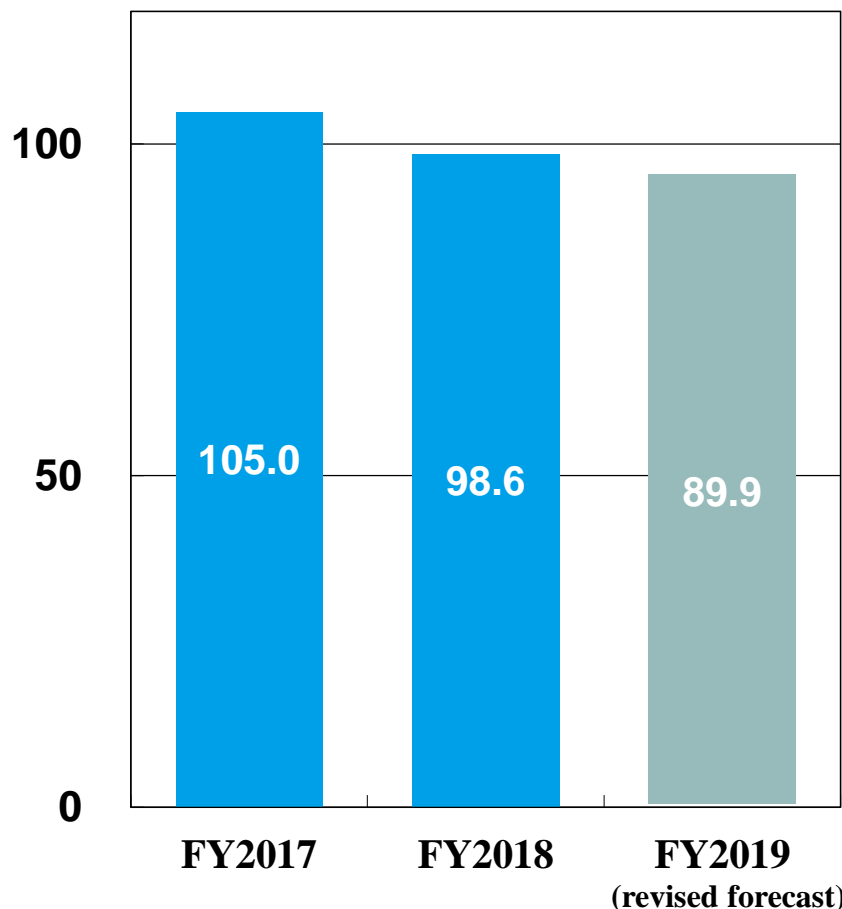




# Sales/Operating Profit by Region (Japan)

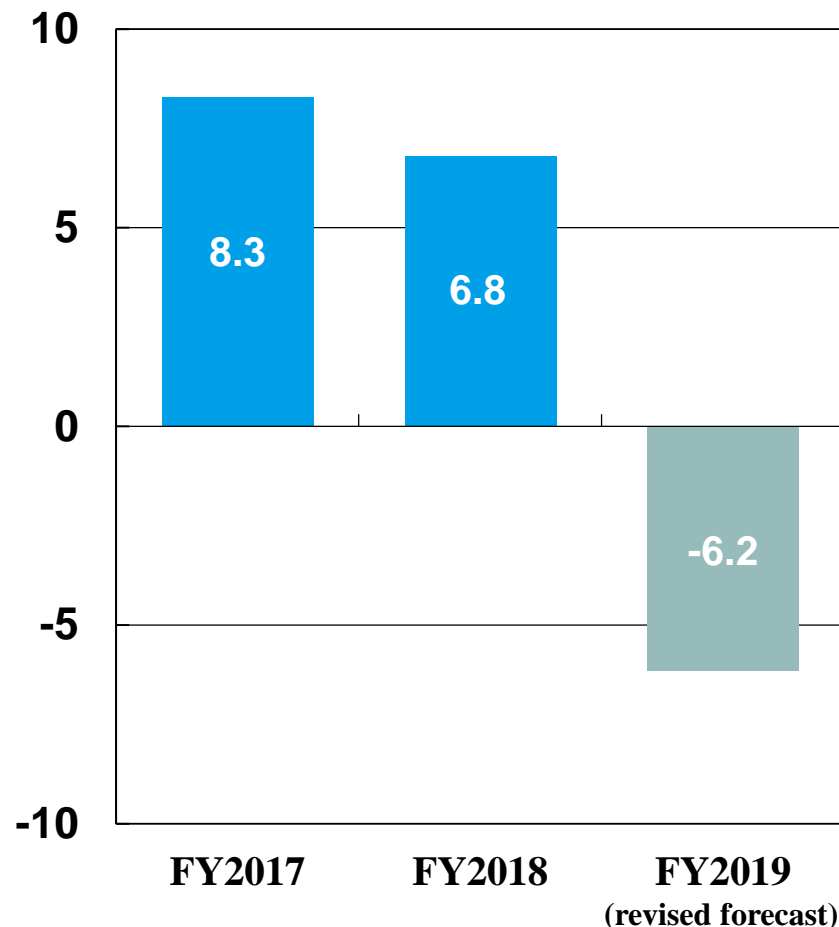
(billion yen)

Net sales



(billion yen)

Operating profit



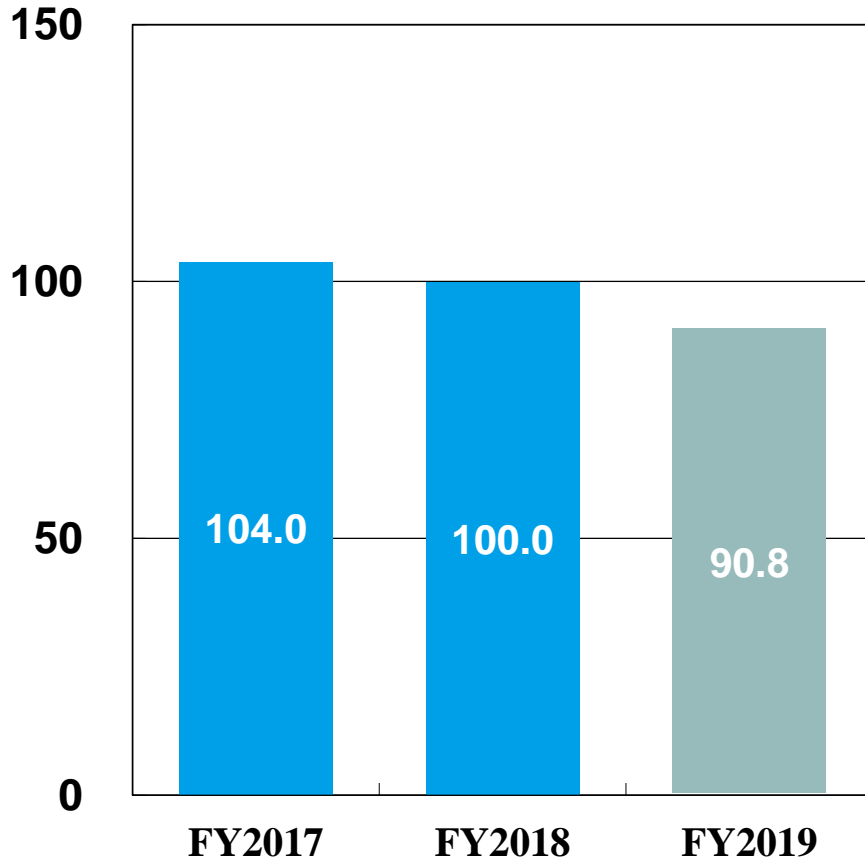
- ※ Net sales projected to decrease because of production cut by customer, etc.
- ※ A loss in operating profit is expected due to customer's production decreased and the impact of transfer pricing taxation.



# Sales/Operating Profit by Region (the Americas)

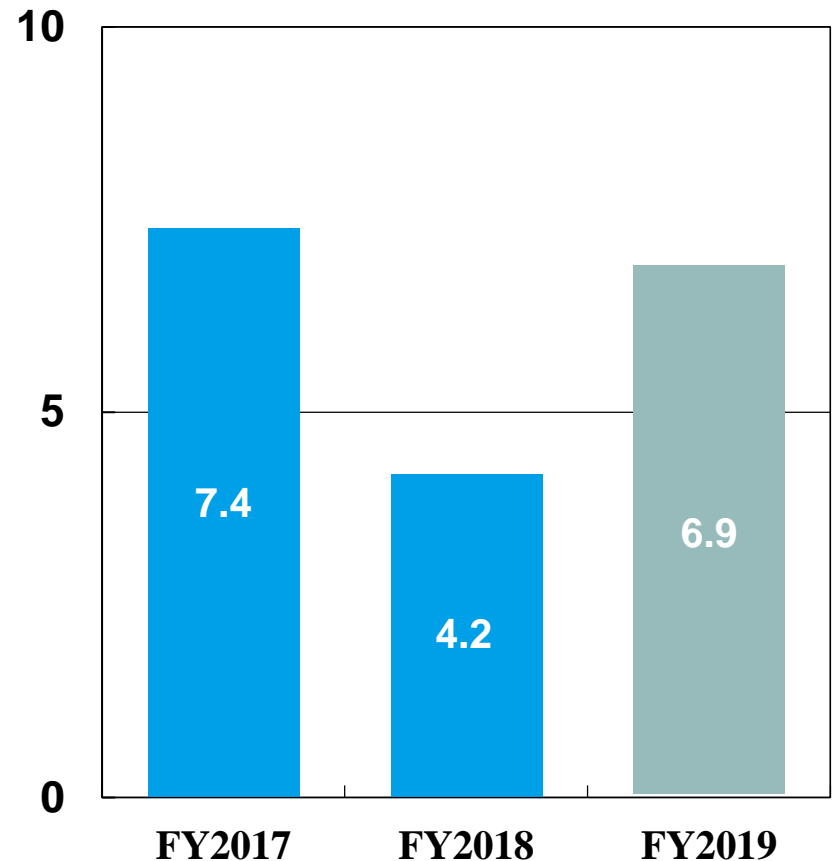
(billion yen)

Net sales



(billion yen)

Operating profit



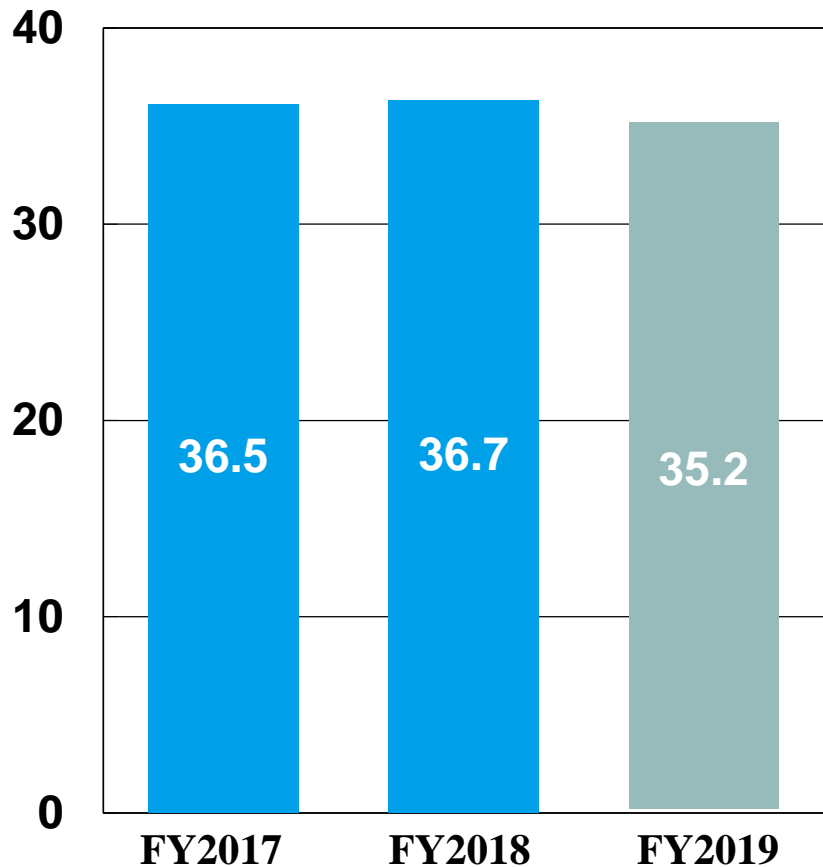
- ※ Net sales projected to decrease because of production cut by customer and Forex impact, etc.
- ※ An increase in operating profit is planned because of the impact of transfer pricing taxation, etc.



# Sales/Operating Profit by Region (Europe)

(billion yen)

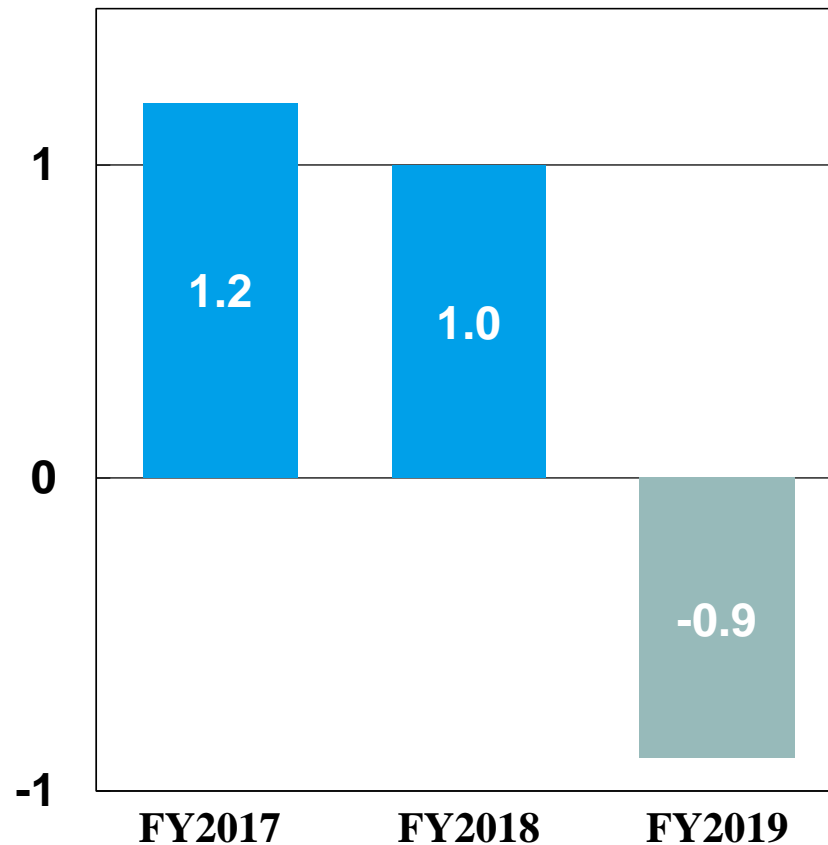
## Net Sales



(revised forecast)

(billion yen)

## Operating profit



(revised forecast)

- ※ Despite the impact of the conversion of UM Corporation, SAS into a subsidiary company, net sales is planned to decline by production reduction by customer and Forex impact, etc.
- ※ A loss in operating profit is expected.

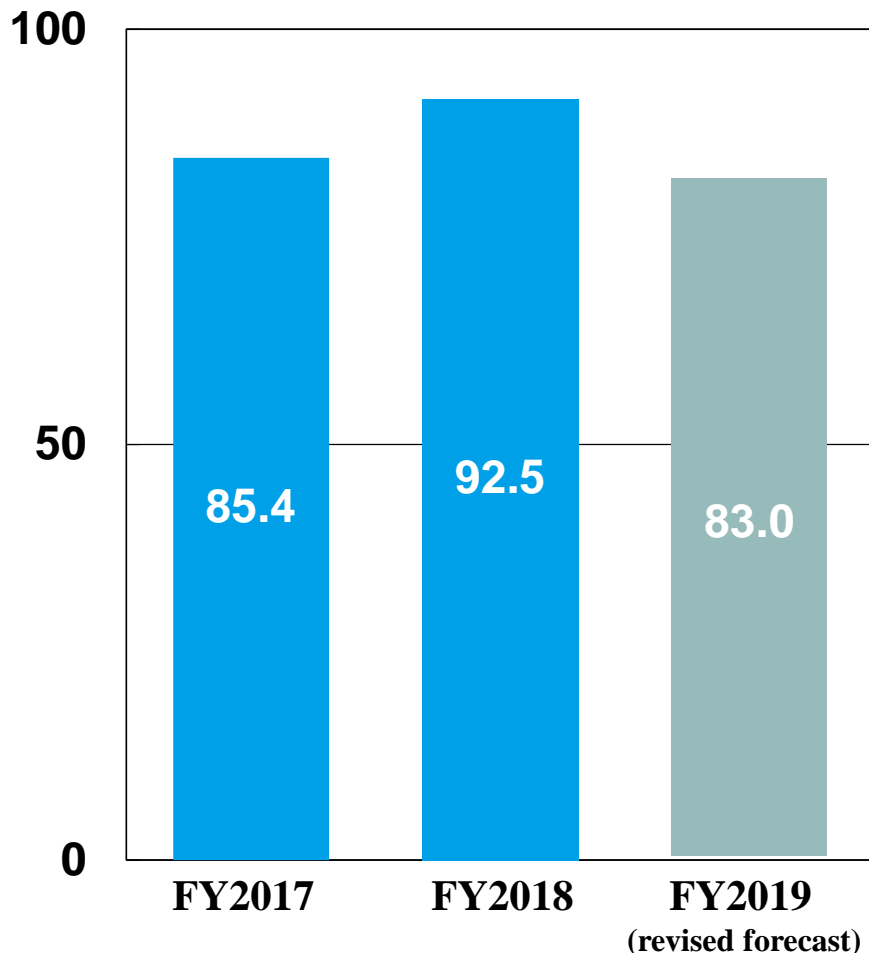




# Sales/Operating Profit by Region (Asia)

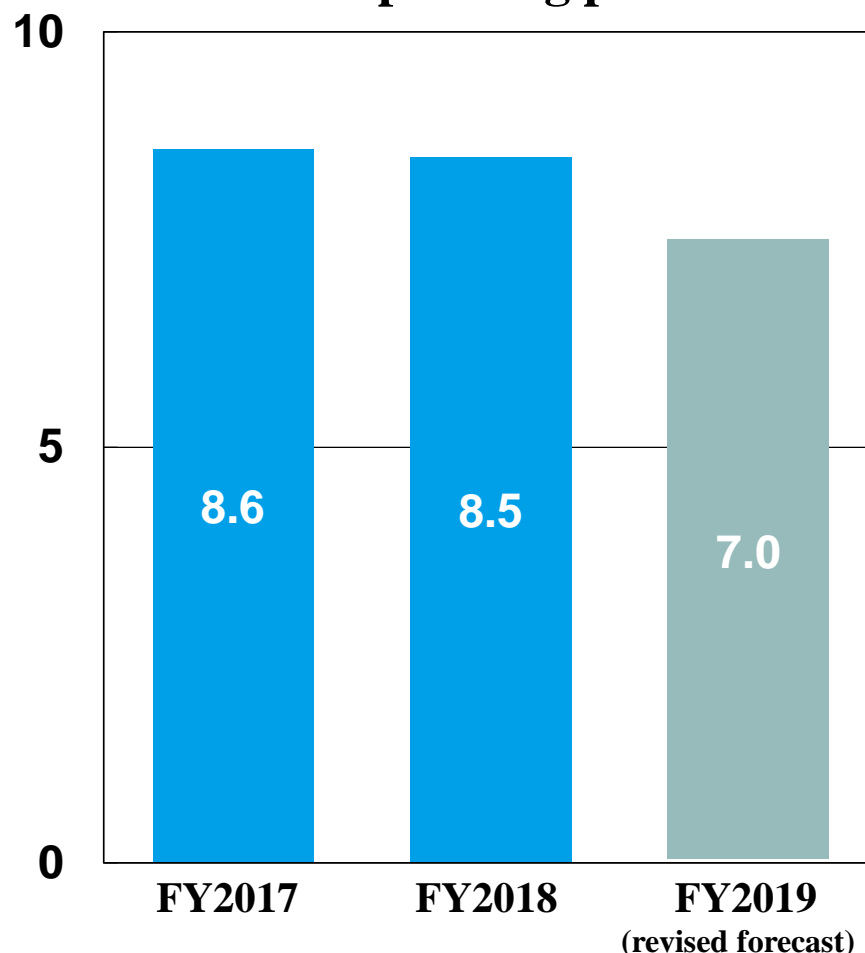
(billion yen)

## Net Sales



(billion yen)

## Operating profit



※ A decrease in net sales is planned due to Forex impact, etc.

※ Operating profit projected to be lower.



**UNIPRES**



# Exchange Rate

# Reference

(yen)

	3Q, FY2018		3Q, FY2019		Annual plan	
	Average for the period	term end	Average for the period	term end	At first	Full year
<b>US \$</b>	<b>111.33</b>	<b>110.91</b>	<b>108.89</b>	<b>109.55</b>	<b>110.00</b>	<b>107.92</b>
<b>STG £</b>	<b>148.04</b>	<b>148.52</b>	<b>138.73</b>	<b>132.67</b>	<b>145.00</b>	<b>139.50</b>
<b>EURO</b>	<b>130.61</b>	<b>132.15</b>	<b>122.36</b>	<b>118.04</b>	<b>124.00</b>	<b>122.15</b>
<b>MEX \$</b>	<b>5.79</b>	<b>6.05</b>	<b>5.65</b>	<b>5.48</b>	<b>5.70</b>	<b>5.66</b>
<b>RMB</b>	<b>16.77</b>	<b>16.50</b>	<b>15.91</b>	<b>15.14</b>	<b>16.20</b>	<b>15.82</b>
<b>INR</b>	<b>1.60</b>	<b>1.58</b>	<b>1.55</b>	<b>1.54</b>	<b>1.50</b>	<b>1.54</b>
<b>THB</b>	<b>3.41</b>	<b>3.50</b>	<b>3.50</b>	<b>3.53</b>	<b>3.45</b>	<b>3.53</b>
<b>IDR</b>	<b>0.0078</b>	<b>0.0076</b>	<b>0.0077</b>	<b>0.0076</b>	<b>0.0075</b>	<b>0.0078</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