



UNIPRES CORPORATION

Financial Results of FY2019



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Full-year Results for Fiscal Year 2019

Forecast of Fiscal Year 2020

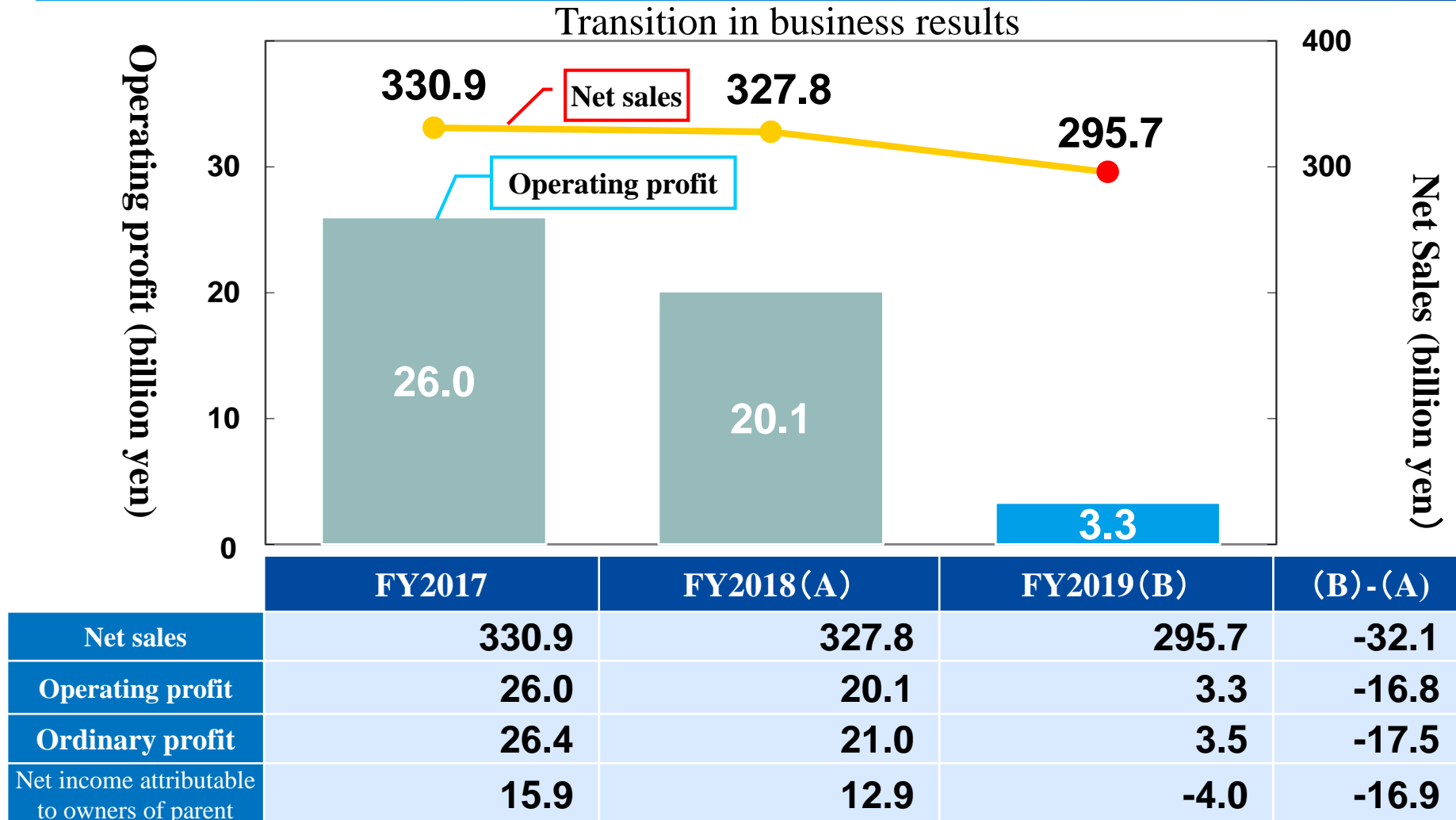


Full-year Results for Fiscal Year 2019

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 in addition to the increase of new model parts launching costs.

Consolidated Financial Results for FY2019



※ Net sales decreased by 32.1 billion yen due to production reduction by customer and Forex impact.

※ Operating profit decreased by 16.8 billion yen mainly as a result of production reduction by customer in addition to the increase of new model parts launching costs.

Consolidated Sales by Product Group

(billion yen)

	FY2018		FY2019		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	275.8	84.1%	249.8	84.5%	-26.0	+0.4%
Transmission products	45.1	13.8%	40.4	13.7%	-4.7	-0.1%
Plastic products	4.3	1.3%	3.7	1.2%	-0.6	-0.1%
Other	2.6	0.8%	1.8	0.6%	-0.8	-0.2%
Total	327.8	100%	295.7	100%	-32.1	—

※ No significant change to the composition ratio.

Consolidated Sales by Customer

	FY2018		FY2019		Variance	(billion yen)
	Sales	%	Sales	%		
Nissan Motor-related products						
Sub-total	276.8	84.4%	242.3	81.9%	-2.5%	
Dongfeng Motor Company Limited	61.6	18.8%	53.8	18.2%	-0.6%	
Nissan Motor	43.6	13.3%	41.0	13.9%	+0.6%	
Nissan North America	40.4	12.3%	34.6	11.7%	-0.6%	
JATCO (Incl. overseas operations)	37.9	11.6%	31.9	10.8%	-0.8%	
Nissan Mexicana	33.7	10.3%	30.7	10.4%	+0.1%	
Nissan Europe	25.6	7.8%	19.9	6.7%	-1.1%	
NISSAN SHATAI	14.4	4.4%	11.6	3.9%	-0.5%	
Marelli Corporation. (Incl. overseas operations)	10.0	3.1%	7.7	2.6%	-0.5%	
Renault Nissan India	3.4	1.0%	5.2	1.8%	+0.8%	
Nissan Thailand	2.7	0.8%	4.0	1.4%	+0.6%	
Zhengzhou Nissan	1.2	0.4%	0.3	0.1%	-0.3%	
Nissan Indonesia	0.5	0.2%	0.2	0.1%	-0.1%	

※ The composition ratio decreased by 2.5% mainly because of sales decrease of Nissan Europe.

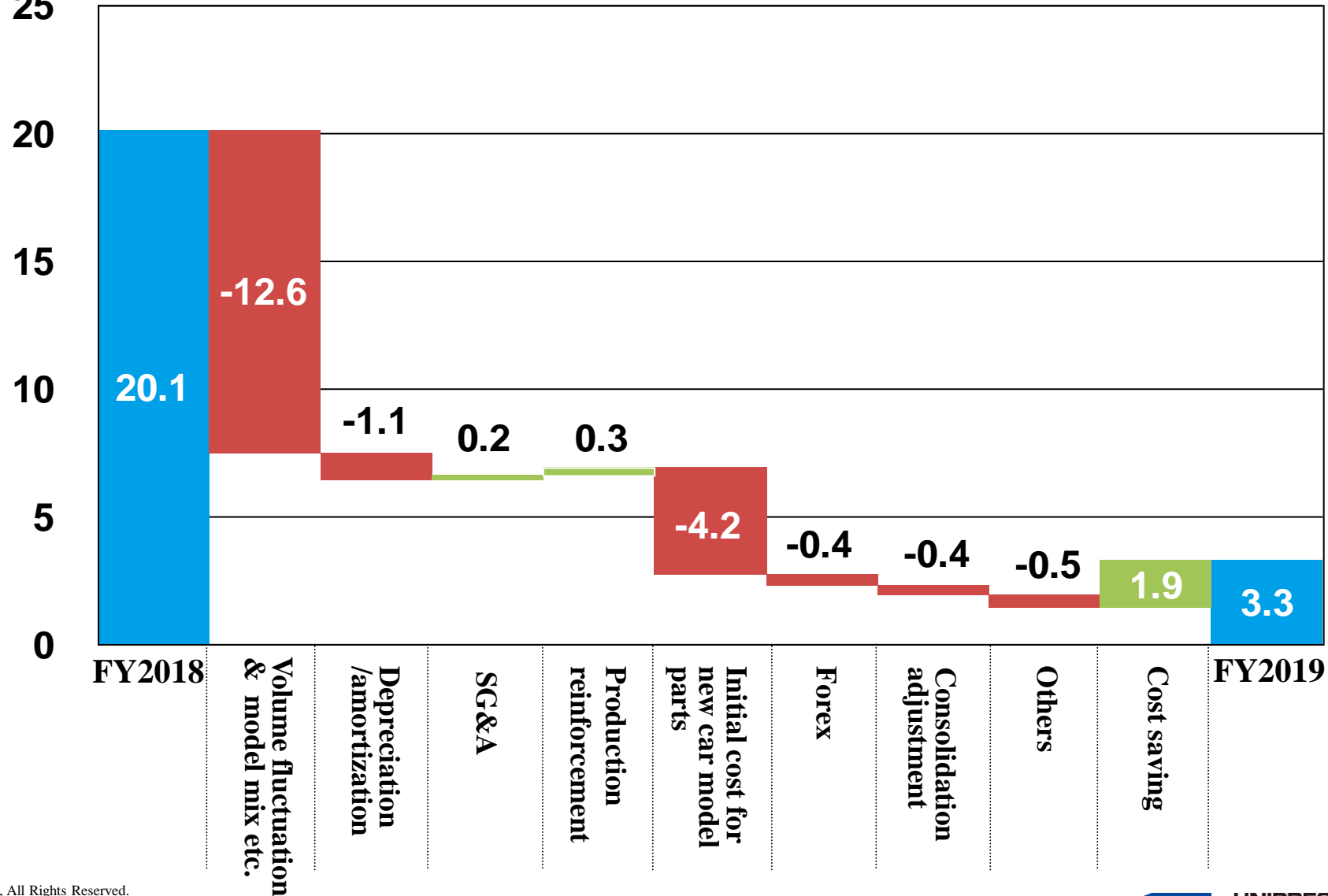
Consolidated Sales by Customer

		FY2018		FY2019		Variance	(billion yen)
		Sales	%	Sales	%		
Other customers	Sub-total	51.0	15.6%	53.4	18.1%	+2.5%	
Incl.) Honda	Honda of America Mfg., Inc.	6.3	1.9%	6.3	2.1%	+0.2%	
	Honda of The U.K. Manufacturing Ltd.	5.4	1.6%	3.7	1.2%	-0.4%	
	Honda De Mexico, S.A. De C.V.	2.4	0.7%	3.2	1.1%	+0.4%	
	Honda Motor Co., Ltd.	3.0	0.9%	2.9	1.0%	+0.1%	
	P.T. Honda Prospect Motor	1.8	0.5%	1.2	0.4%	-0.1%	
Renault	Renault S.A.S.	4.6	1.4%	6.3	2.1%	+0.7%	
	Dongfeng Renault Automotive Co., Ltd	2.6	0.8%	0.6	0.2%	-0.6%	
	Renault India Private Limited	-	-	0.01	0.0%	0.0%	
Groupe PSA		-	-	3.1	1.0%	+1.0%	
Mazda	Mazda Motor Corporation	2.6	0.8%	2.3	0.8%	0.0%	
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	1.2	0.4%	0.7	0.2%	-0.2%	
AISIN AW CO., LTD. (Incl. overseas operations)		2.7	0.8%	3.0	1.0%	+0.2%	
Dynax Corporation (Incl. overseas operations)		2.6	0.8%	1.9	0.6%	-0.2%	
MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)		0.5	0.1%	1.7	0.6%	+0.5%	
SUBARU CORPORATION		1.5	0.5%	1.5	0.5%	0.0%	
SUZUKI MOTOR CORPORATION (Incl. overseas operations)		0.3	0.1%	0.7	0.2%	+0.1%	
NSK-Warner K.K.		0.5	0.1%	0.4	0.1%	0.0%	
Isuzu Motors Limited (Incl. overseas operations)		0.2	0.1%	0.4	0.1%	0.0%	
Daihatsu Motor Co., Ltd.		0.3	0.1%	0.3	0.1%	0.0%	
Musashi Seimitsu Industry Co., Ltd.		0.2	0.0%	0.3	0.1%	+0.1%	
Hino Motors, Ltd. (Incl. overseas operations)		0.3	0.1%	0.3	0.1%	0.0%	
UD Trucks Corporation		0.2	0.1%	0.2	0.1%	0.0%	

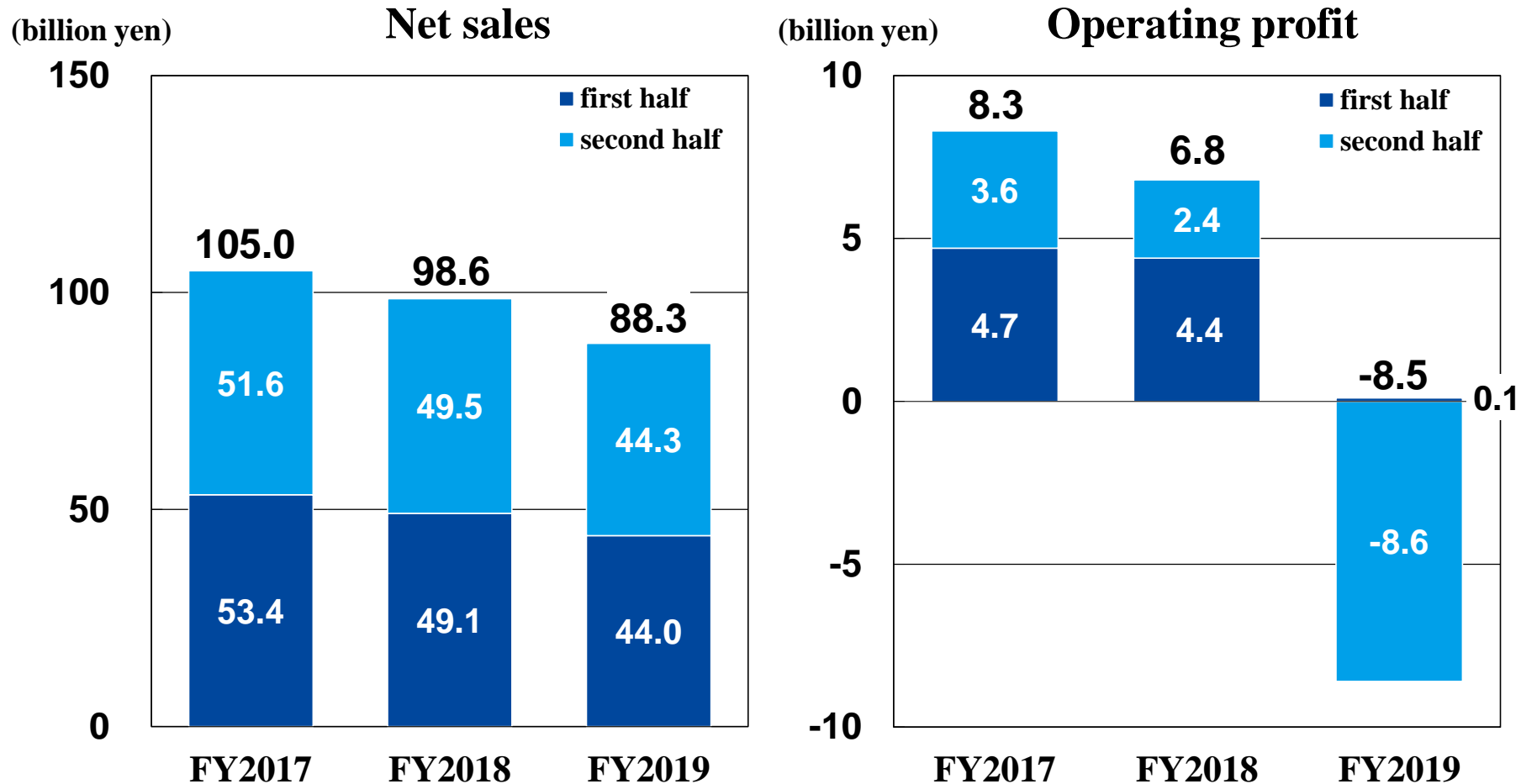
※ The composition ratio rose by 2.5% due to sales expansion to Mitsubishi and sales increase of Renault S.A.S and Groupe PSA.

Operating Profit Variance Analysis

(billion yen) 25



Sales/Operating Profit by Region (Japan)



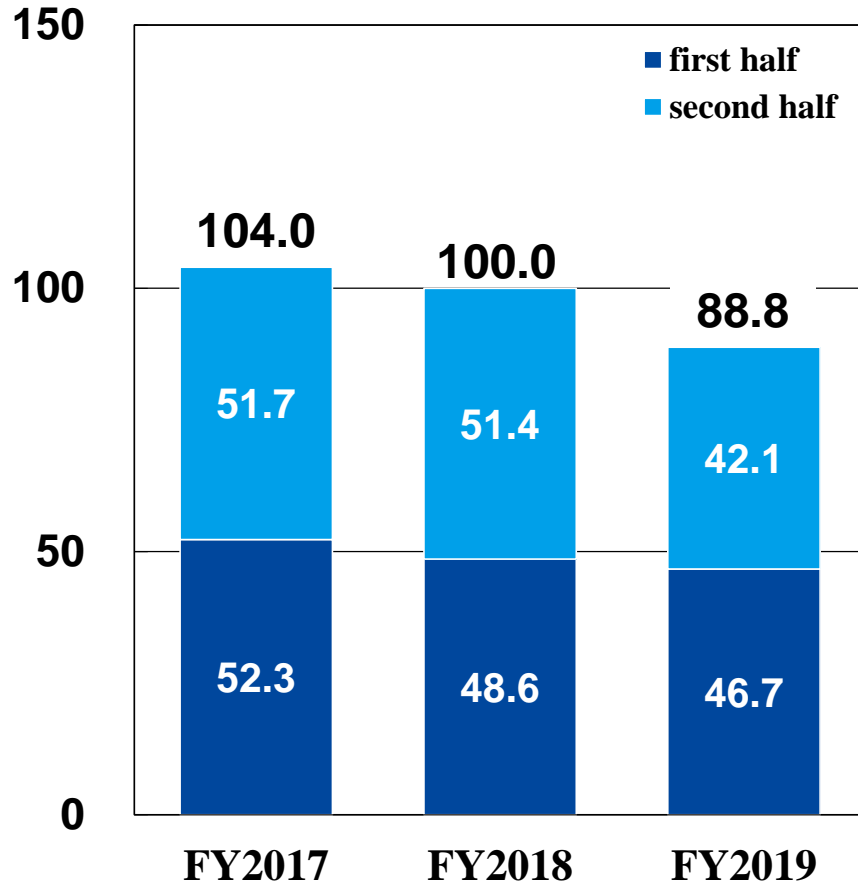
※ Net sales dropped by 10.4% due to customers' reduced production etc.

※ Operating profit was lost by 8.5 billion yen because of customer's production decreased and the increase of new model parts launching cost, as well as the payment of price adjustment for transfer pricing taxation.

Sales/Operating Profit by Region (The Americas)

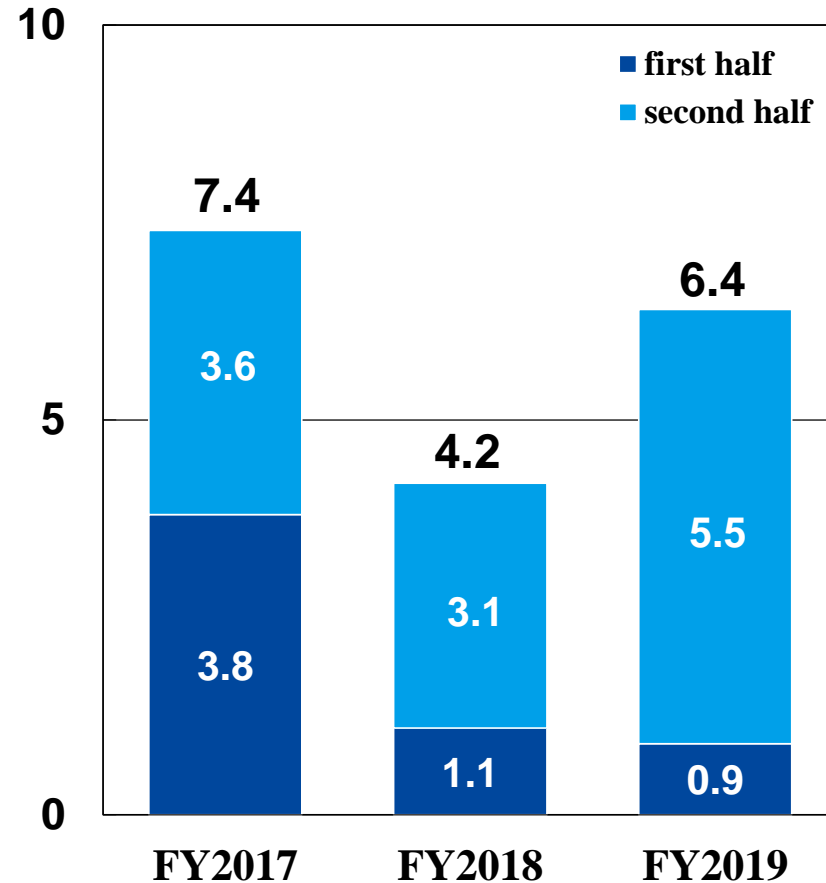
(billion yen)

Net sales



(billion yen)

Operating profit

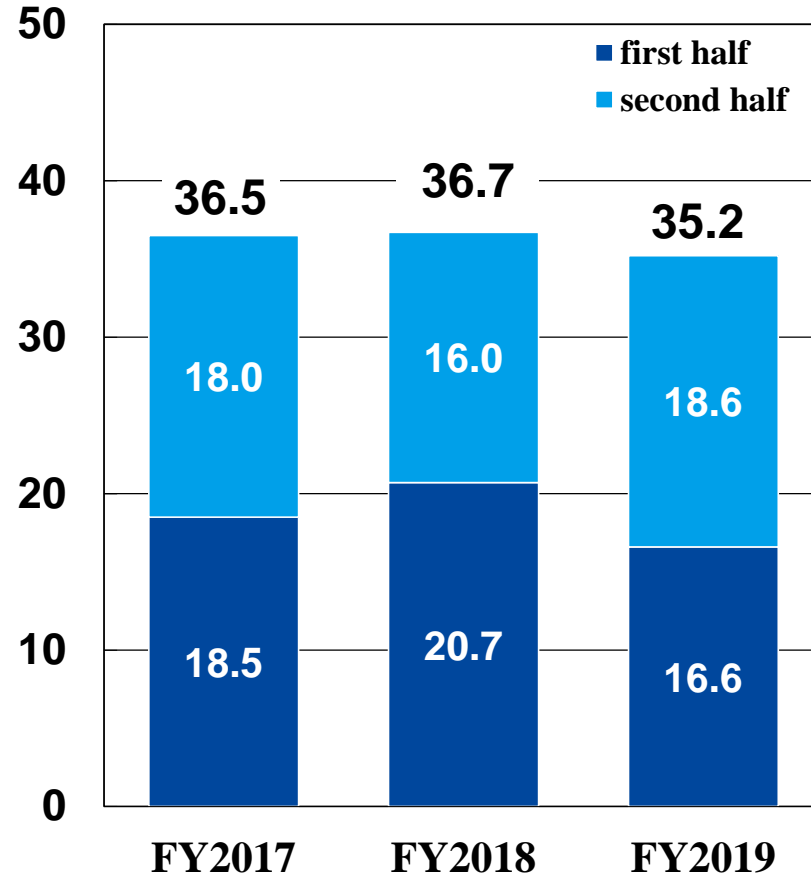


- ※ Net sales dropped by 11.2% mainly as a result of customers' reduced production and Forex impact.
- ※ Operating profit increased by 2.2 billion yen due to the price adjustment for transfer pricing taxation etc.

Sales/Operating Profit by Region (Europe)

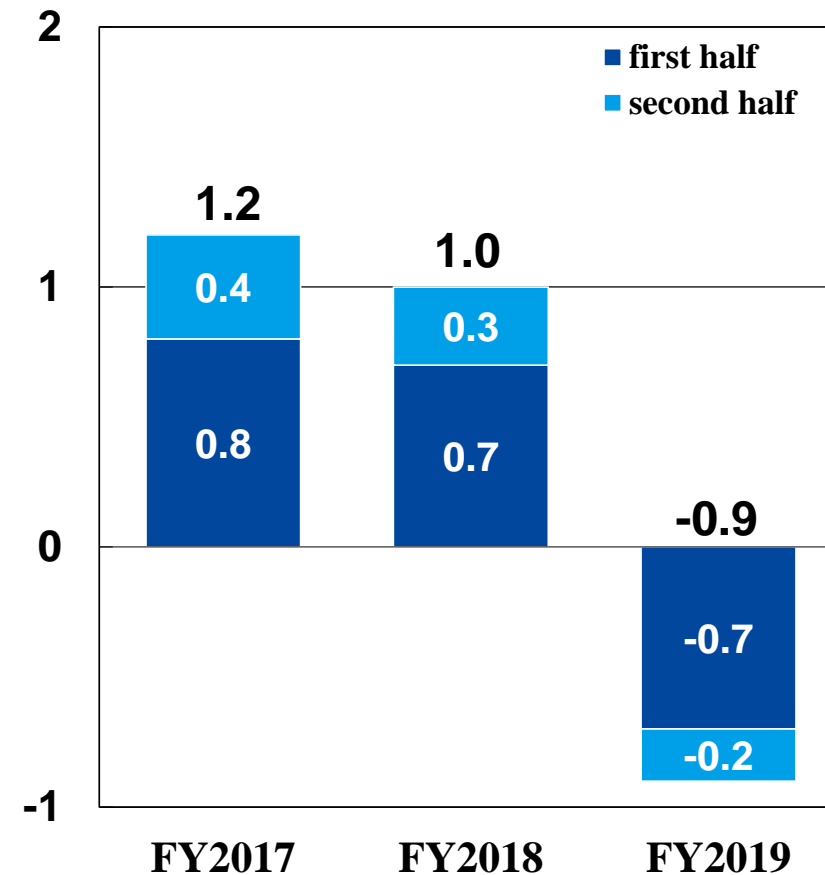
(billion yen)

Net sales



(billion yen)

Operating profit



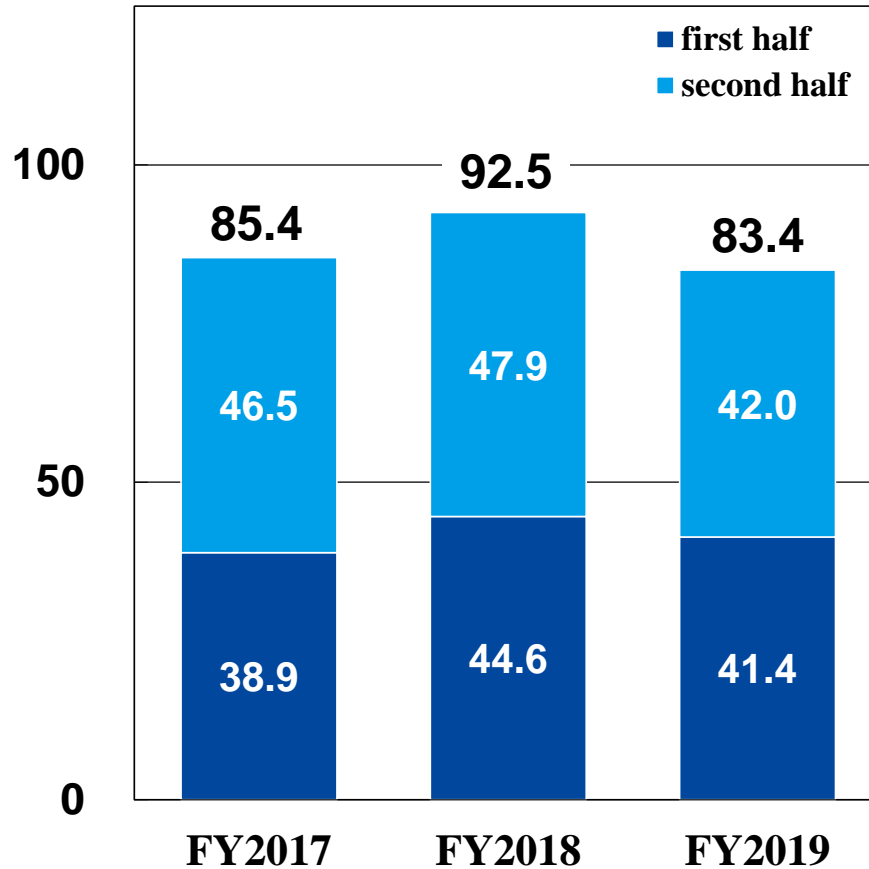
※ Net sales decreased by 4.1% mainly due to customers' reduced production and Forex impact.

※ Operating profit was lost 0.9 billion yen as result of sales decrease.

Sales & Operating Profit by Region (Asia)

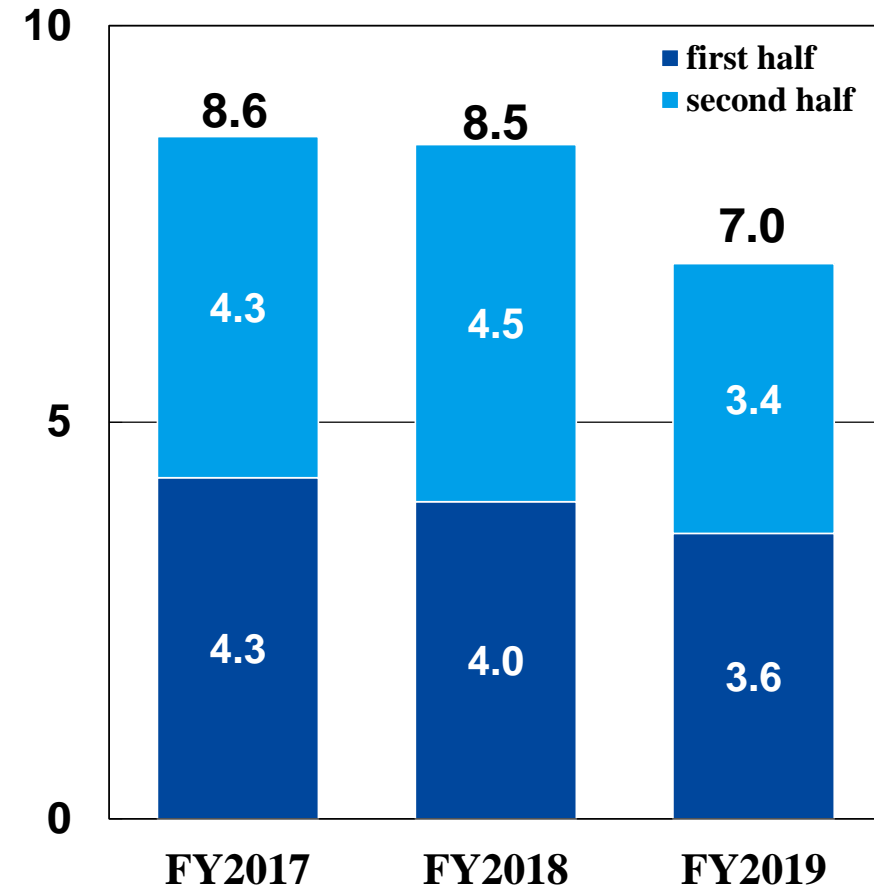
(billion yen)

Net sales



(billion yen)

Operating profit

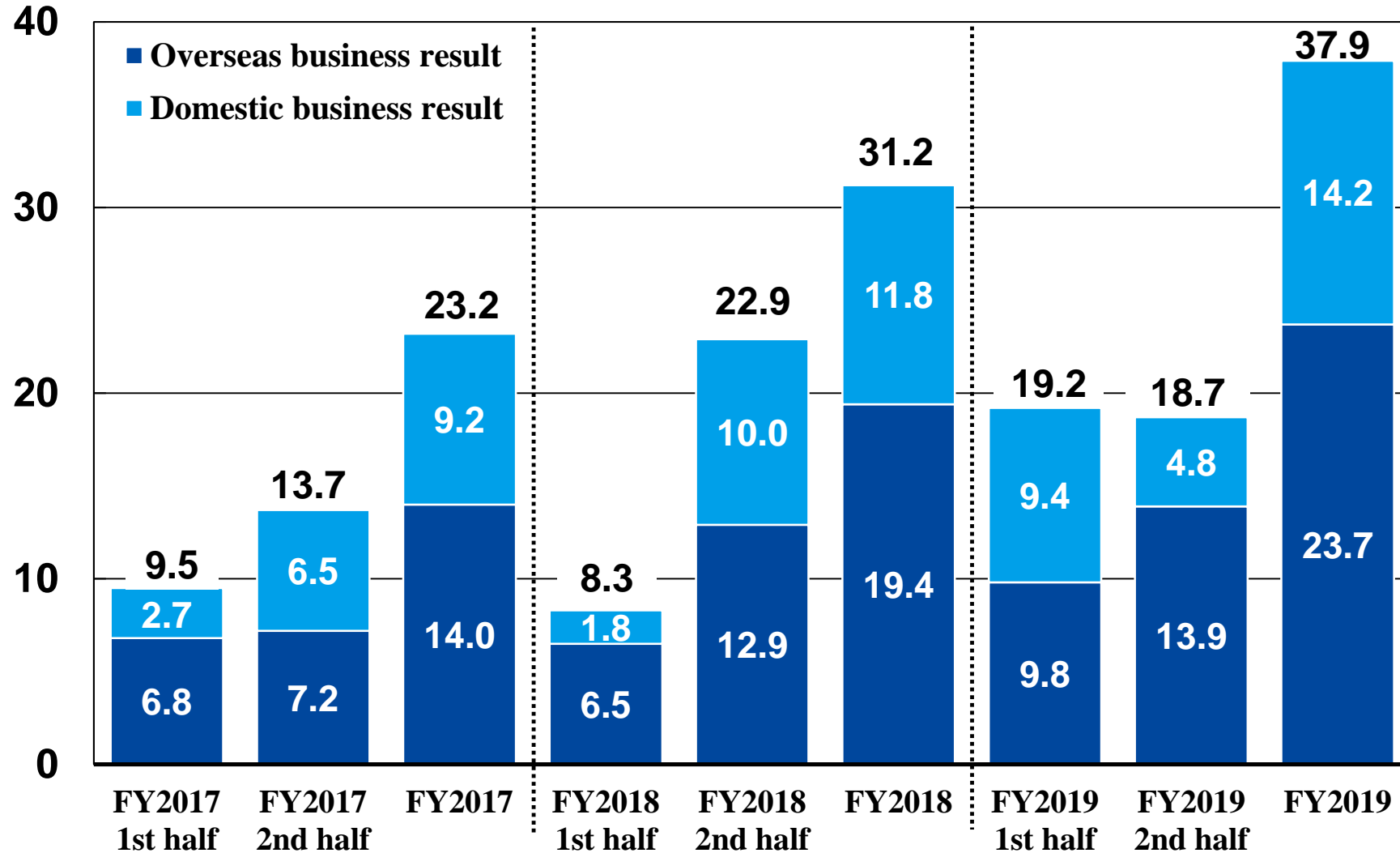


※ Net sales dropped by 9.8% mainly as a result of customers' reduced production and Forex impact.

※ Operating income decreased by 17.6% due to sales decrease.

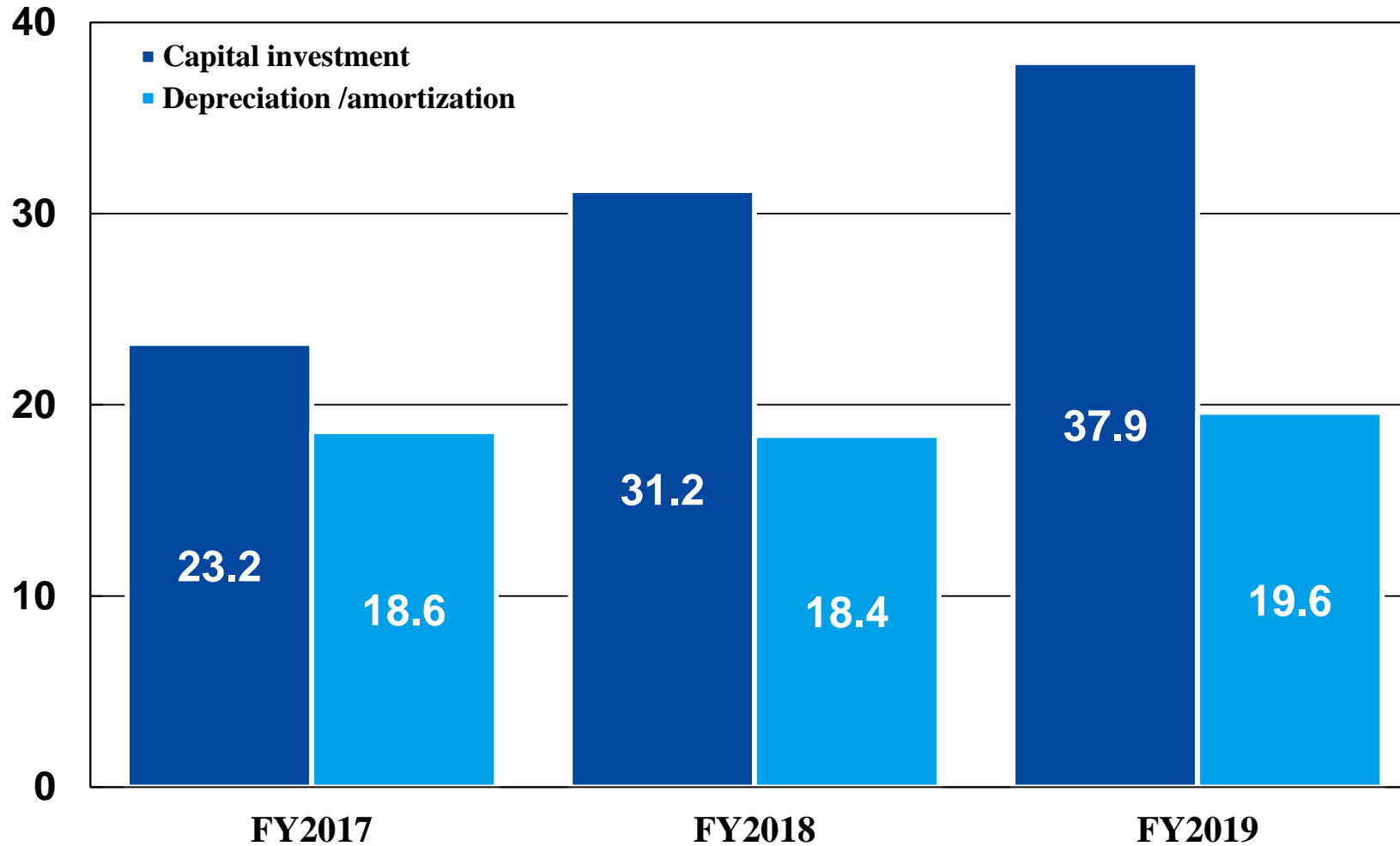
Capital Investment

(billion yen)



Capital Investment & Depreciation/Amortization

(billion yen)

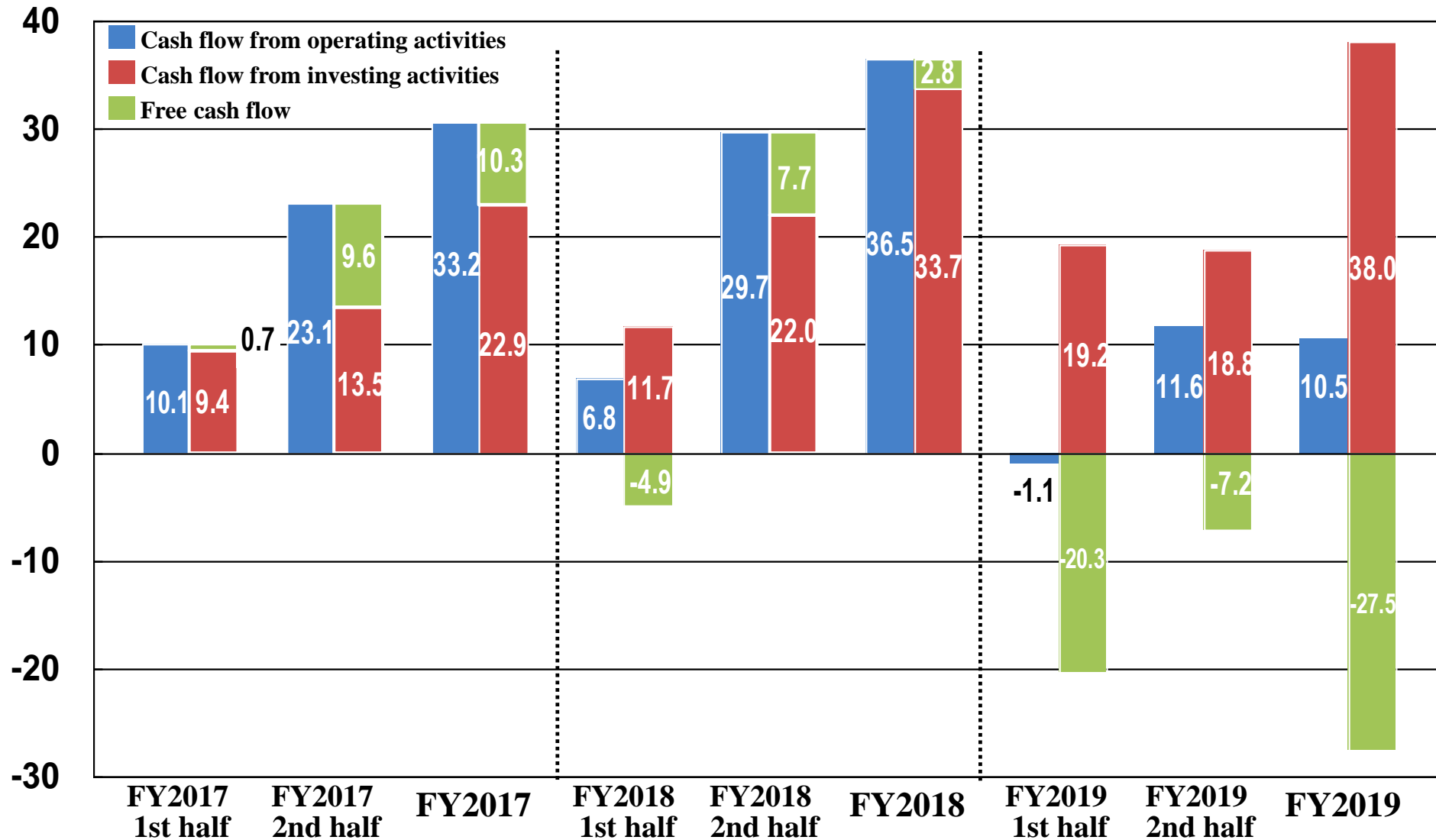


※ Capital investment increased by 6.7 billion yen from previous year.

※ Depreciation /amortization increased by 1.2 billion yen from previous year.

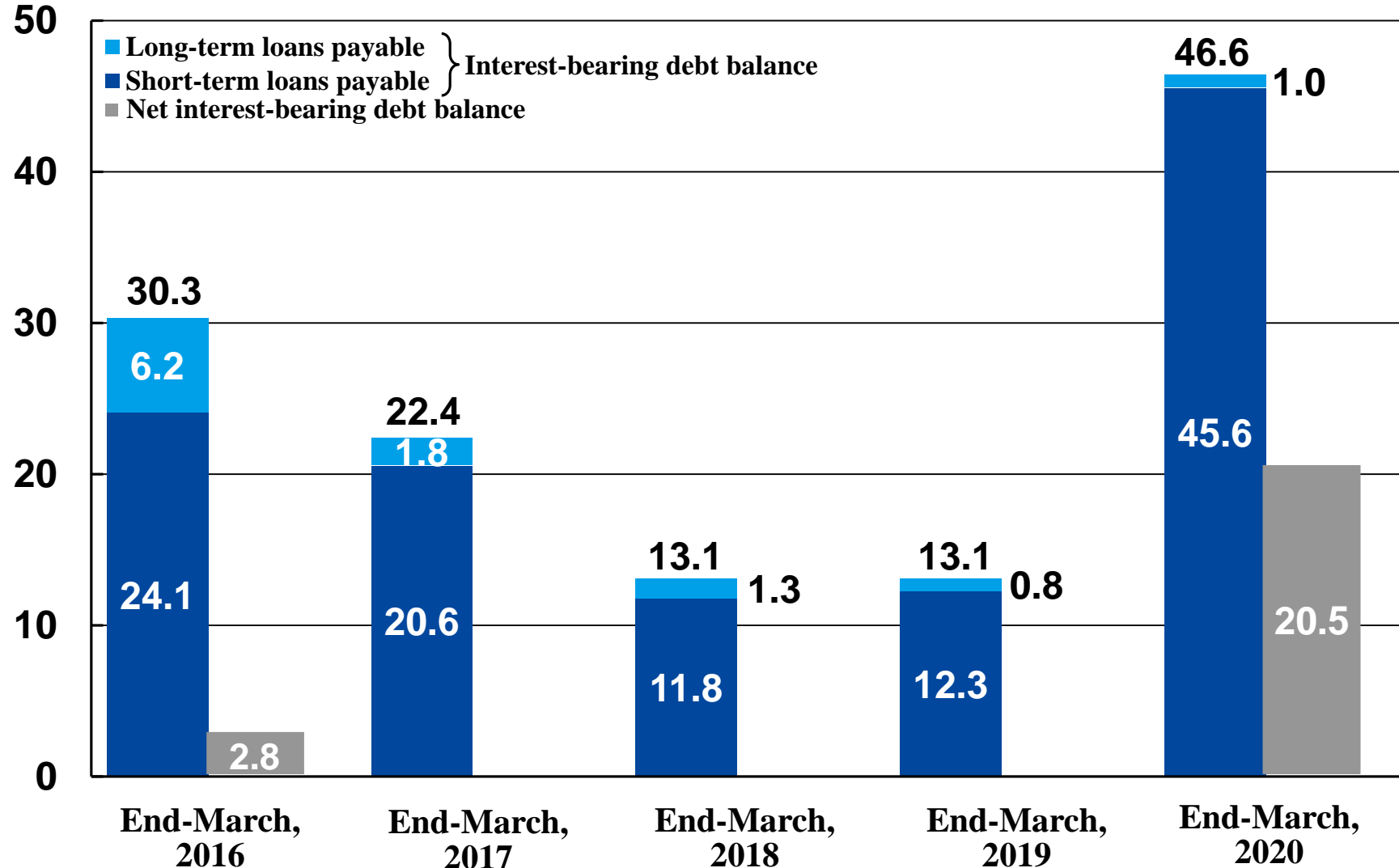
Cash Flows

(billion yen)



Interest-bearing Debt & Net Interest-bearing Debt Balance

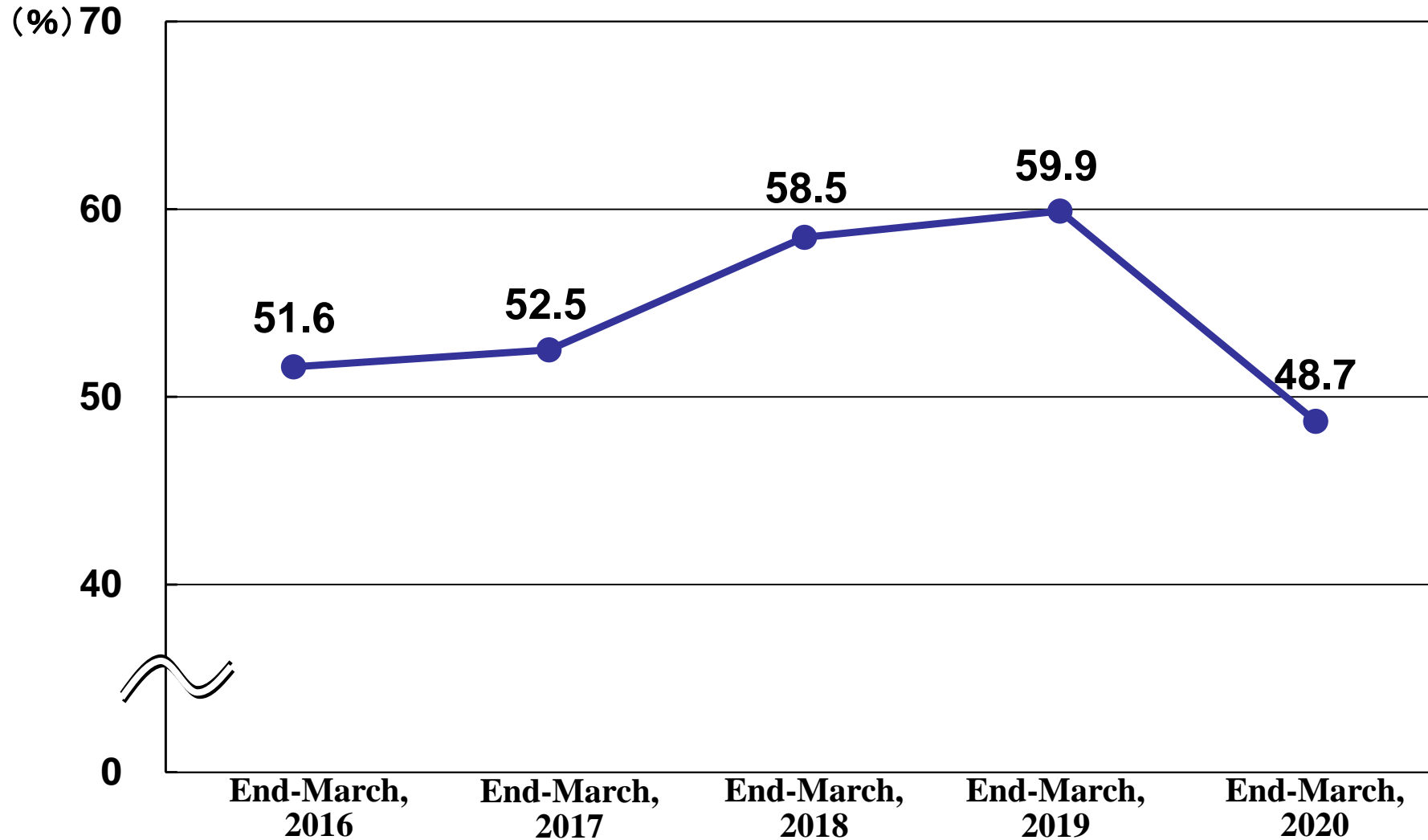
(billion yen)



※ Interest-bearing debts increased by 33.5 billion yen compared with the end-March, 2019.

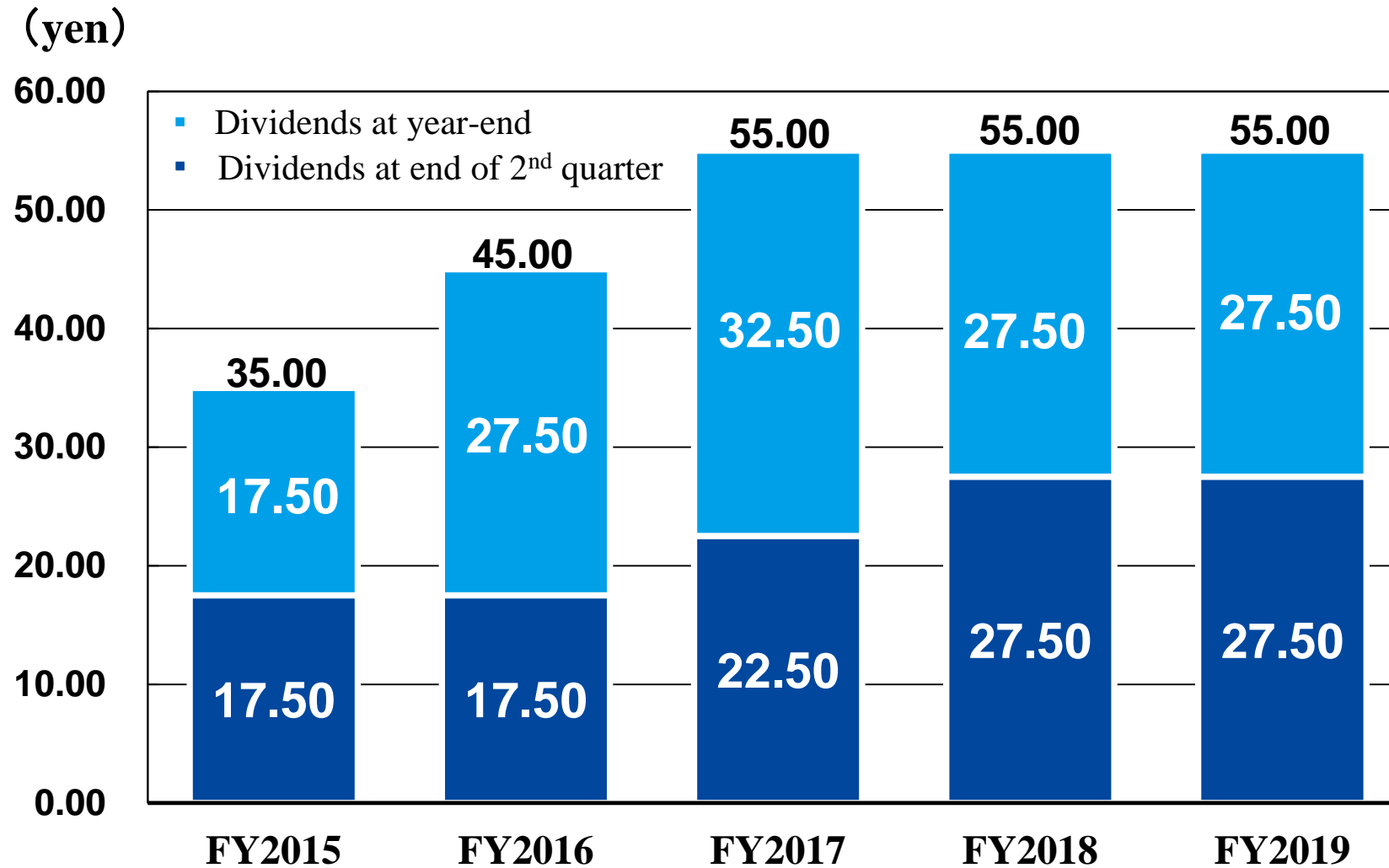
※ Net interest-bearing debts including cash and deposits was 20.5 billion yen.

Equity to Total Assets



※ Equity to total assets decreased by 11.2% to 48.7% from previous year due to the acquisition of treasury shares and the recording of net loss attributable to owners of parents.

Dividends



※ Dividend per share continued 55 yen for FY2019.



Forecast of Fiscal Year 2020

The forecast for the fiscal year ending March 31, 2021 has yet to be determined at this point, because of the effect of the worldwide spread of the novel coronavirus (COVID-19).

We will carefully assess the impact and announce it promptly when we can disclose reasonable forecast.



UNIPRES

	FY2018		FY2019	
	Average for the period	term end	Average for the period	term end
US \$	111.07	111.01	108.95	108.83
STG £	146.80	140.35	139.50	143.48
EURO	130.00	126.88	122.15	122.51
MEX \$	5.75	5.64	5.66	5.82
RMB	16.64	16.14	15.82	15.68
INR	1.59	1.61	1.54	1.45
THB	3.41	3.41	3.53	3.63
IDR	0.0077	0.0076	0.0078	0.0079

(yen)

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**