



UNIPRES CORPORATION

FY2020 3rd Quarter Financial Results



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FY2020 3Q Financial Results

Forecast of FY2020



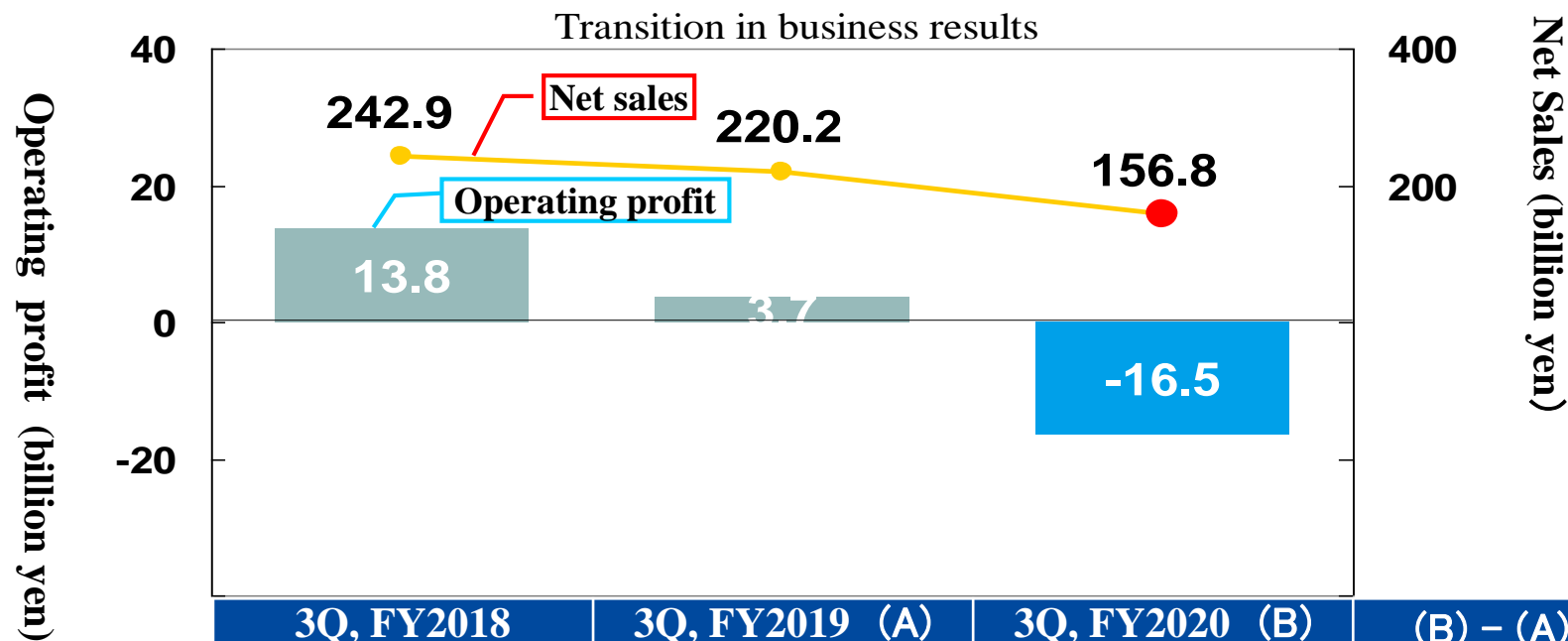
FY2020 3Q Financial Results

Key Highlights for Q3, FY2020 (consolidated-basis)

- 1. Net sales sharply decreased mainly due to the production cutbacks and shutdown of the operations associated with customers' reduced production that were caused by the global spread of corona virus (COVID-19) infection in addition to Forex impact.**
- 2. A loss in operating profit as fixed cost were not recovered because of a significant decline in net sales and other factors.**

Summary of Q3, FY2020

- Net sales decreased by 63.4 billion yen mainly due to the production cutbacks and shutdown of the operations associated with customers' reduced production that were caused by the global spread of corona virus (COVID-19) infection in addition to Forex impact.
- Operating profit was lost by 16.5 billion yen as fixed cost were not recovered because of a significant decline in net sales and other factors.



| | 3Q, FY2018 | 3Q, FY2019 (A) | 3Q, FY2020 (B) | (B) - (A) |
|---|------------|----------------|----------------|-----------|
| Net sales | 242.9 | 220.2 | 156.8 | -63.4 |
| Operating profit | 13.8 | 3.7 | -16.5 | -20.2 |
| Ordinary profit | 14.4 | 3.8 | -15.4 | -19.2 |
| Net income attributable to owners of parent | 8.8 | 0.9 | -15.5 | -16.4 |

Consolidated Sales by Product Group

(billion yen)

| | 3Q, FY2019 | | 3Q, FY2020 | | Variance | Variance % |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Sales | % | Sales | % | | |
| Car body press products | 185.3 | 84.1% | 130.3 | 83.1% | -55.0 | -1.0% |
| Transmission products | 30.9 | 14.0% | 22.3 | 14.2% | -8.6 | +0.2% |
| Plastic products | 2.8 | 1.3% | 2.2 | 1.4% | -0.6 | +0.1% |
| Other | 1.2 | 0.6% | 2.0 | 1.3% | +0.8 | +0.7% |
| Total | 220.2 | 100% | 156.8 | 100% | -63.4 | — |

Consolidated Sales by Customer (Nissan Motor-related products)

- The composition ratio decreased by 1.7% mainly because of sales decrease of Nissan North America and Nissan Europe.

| | 3Q, FY2019 | | 3Q, FY2020 | | Variance | (billion yen) |
|--|--------------|--------------|--------------|--------------|--------------|---------------|
| | Sales | % | Sales | % | | |
| Nissan Motor-related products Sub-total | 182.7 | 83.0% | 127.4 | 81.3% | -1.7% | |
| Dongfeng Motor Company Limited. | 40.1 | 18.2% | 30.3 | 19.3% | +1.1% | |
| Nissan Motor | 30.5 | 13.8% | 24.5 | 15.6% | +1.8% | |
| Nissan North America | 28.1 | 12.8% | 17.4 | 11.1% | -1.7% | |
| Nissan Mexicana | 22.9 | 10.4% | 17.1 | 10.9% | +0.5% | |
| JATCO (Incl. overseas operations) | 24.4 | 11.1% | 16.6 | 10.6% | -0.5% | |
| Nissan Europe | 14.0 | 6.4% | 6.9 | 4.4% | -2.0% | |
| NISSAN SHATAI | 8.8 | 4.0% | 5.5 | 3.5% | -0.5% | |
| Nissan Thailand | 2.1 | 1.0% | 4.0 | 2.6% | +1.6% | |
| Marelli Corporation. (Incl. overseas operations) | 6.0 | 2.7% | 2.7 | 1.7% | -1.0% | |
| Renault Nissan India | 4.2 | 1.9% | 1.7 | 1.1% | -0.8% | |
| Zhengzhou Nissan | 0.2 | 0.1% | 0.1 | 0.1% | 0.0% | |
| Nissan Indonesia | 0.2 | 0.1% | 0.01 | 0.0% | -0.1% | |

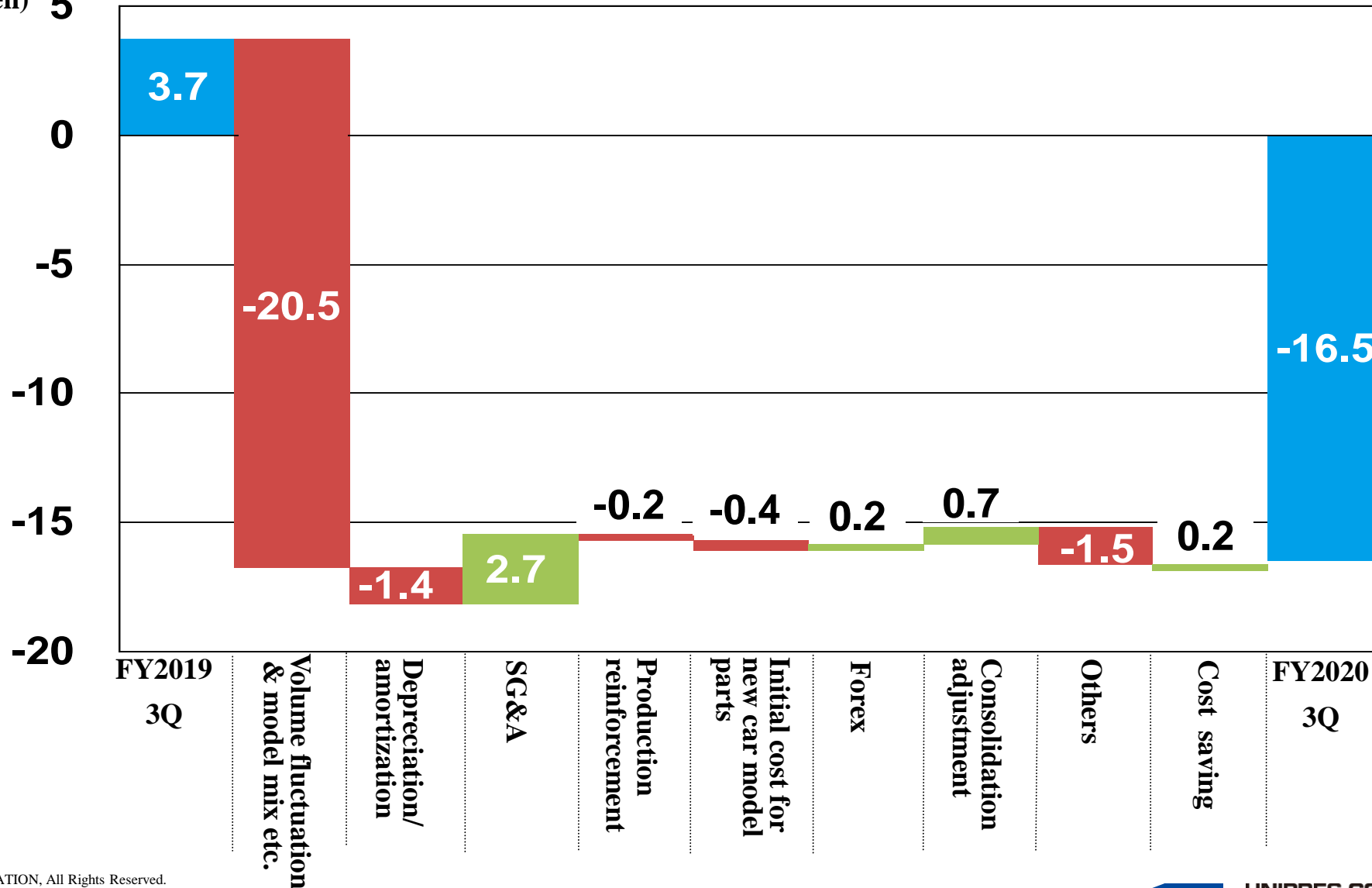
Consolidated Sales by Customer (Other Customers)

- The composition ratio rose by 1.7% due to sales increase of Groupe PSA and AISIN AW CO.,LTD.

| | | 3Q, FY2019 | | 3Q, FY2020 | | Variance | (billion yen) |
|---|--|-------------|--------------|-------------|--------------|--------------|---------------|
| | | Sales | % | Sales | % | | |
| Other customers | | 37.5 | 17.0% | 29.4 | 18.7% | +1.7% | |
| Incl.) | Honda of America Mfg., Inc. | 4.8 | 2.2% | 3.7 | 2.3% | +0.1% | |
| Honda | Honda Motor Co., Ltd. | 2.2 | 1.0% | 1.8 | 1.2% | +0.2% | |
| | Honda of The U.K. Manufacturing Ltd. | 2.8 | 1.3% | 1.6 | 1.0% | -0.3% | |
| | Honda De Mexico, S.A. De C.V. | 2.6 | 1.2% | 1.4 | 0.9% | -0.3% | |
| | P.T. Honda Prospect Motor | 0.9 | 0.4% | 0.4 | 0.2% | -0.2% | |
| Renault | | 5.1 | 2.3% | 2.9 | 1.9% | -0.4% | |
| AISIN AW CO., LTD. (Incl. overseas operations) | | 2.1 | 0.9% | 2.4 | 1.5% | +0.6% | |
| Groupe PSA | | 2.0 | 0.9% | 2.4 | 1.5% | +0.6% | |
| Mazda | Mazda Motor Corporation | 1.8 | 0.8% | 1.3 | 0.8% | 0.0% | |
| | Mazda Motor Manufacturing de Mexico, S.A. de C.V. | 0.4 | 0.2% | 0.4 | 0.3% | +0.1% | |
| Dynax Corporation (Incl. overseas operations) | | 1.5 | 0.7% | 0.9 | 0.6% | -0.1% | |
| SUBARU CORPORATION | | 1.1 | 0.5% | 0.8 | 0.5% | 0.0% | |
| NSK-Warner K.K. | | 0.3 | 0.1% | 0.4 | 0.2% | +0.1% | |
| Daihatsu Motor Co., Ltd. | | 0.2 | 0.1% | 0.2 | 0.1% | 0.0% | |
| MITSUBISHI MOTORS CORPORATION(Incl. overseas operations) | | 1.5 | 0.7% | 0.2 | 0.1% | -0.6% | |
| SUZUKI MOTOR CORPORATION. (Incl. overseas operations) | | 0.6 | 0.3% | 0.2 | 0.1% | -0.2% | |
| Musashi Seimitsu Industry Co., Ltd. | | 0.2 | 0.1% | 0.2 | 0.1% | 0.0% | |
| Isuzu Motors Limited (Incl. overseas operations) | | 0.1 | 0.1% | 0.2 | 0.1% | 0.0% | |
| UD Trucks Corporation | | 0.2 | 0.1% | 0.2 | 0.1% | 0.0% | |
| Hino Motors, Ltd. (Incl. overseas operations) | | 0.2 | 0.1% | 0.1 | 0.1% | 0.0% | |

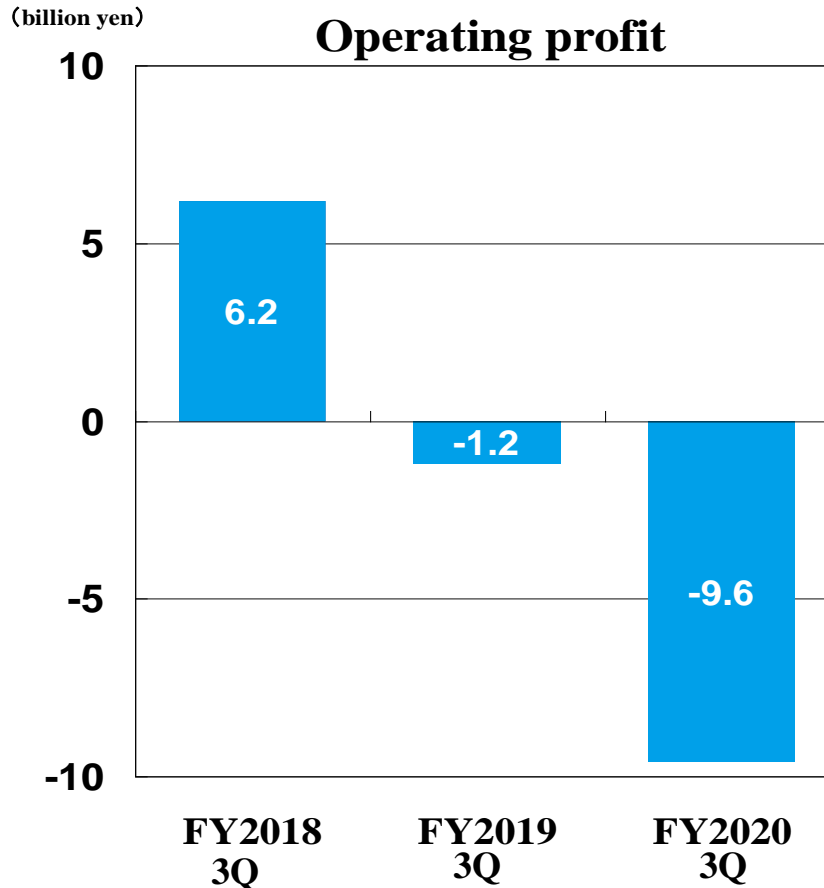
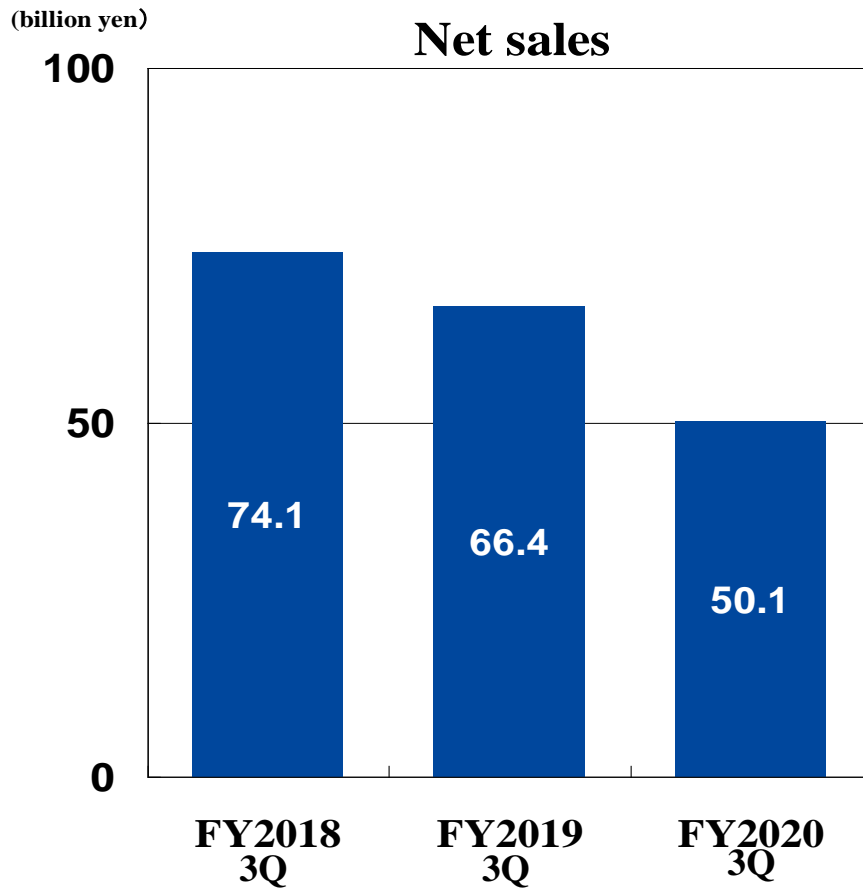
Operating Profit Variance Analysis

(billion yen) 5



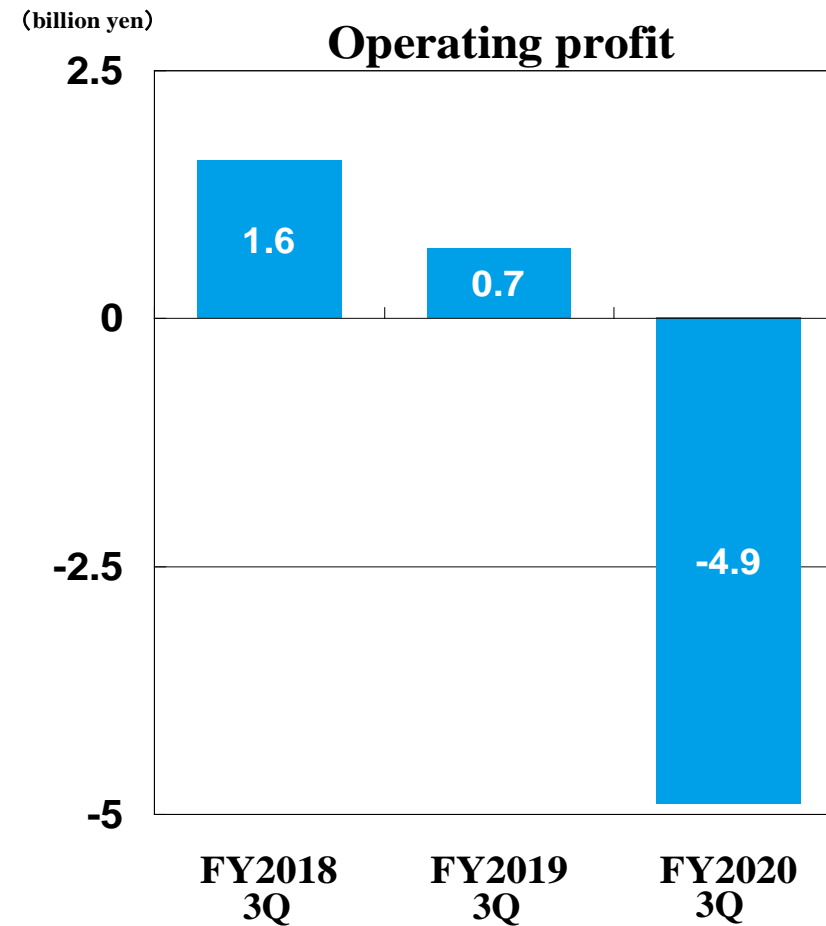
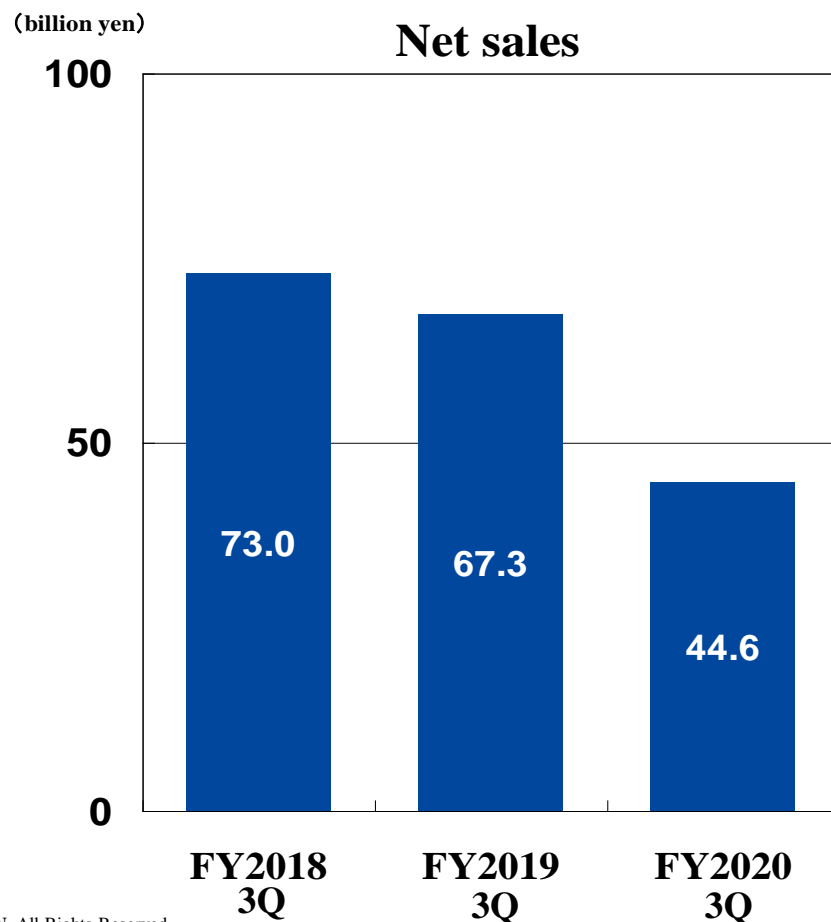
Sales/Operating Profit by Region (Japan)

- Net sales dropped by 24.5% due to customers' reduced production caused by the spread of corona virus and other factors.
- Operating profit was lost by 9.6 billion yen because of the increase of new model parts launching cost, etc.



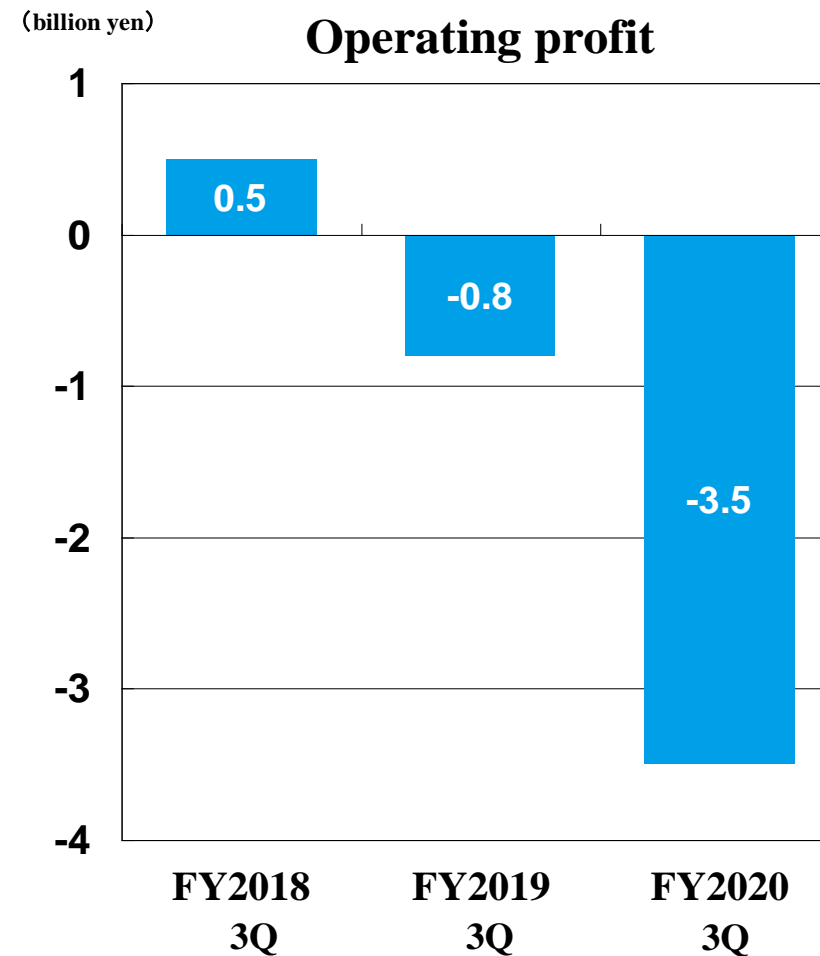
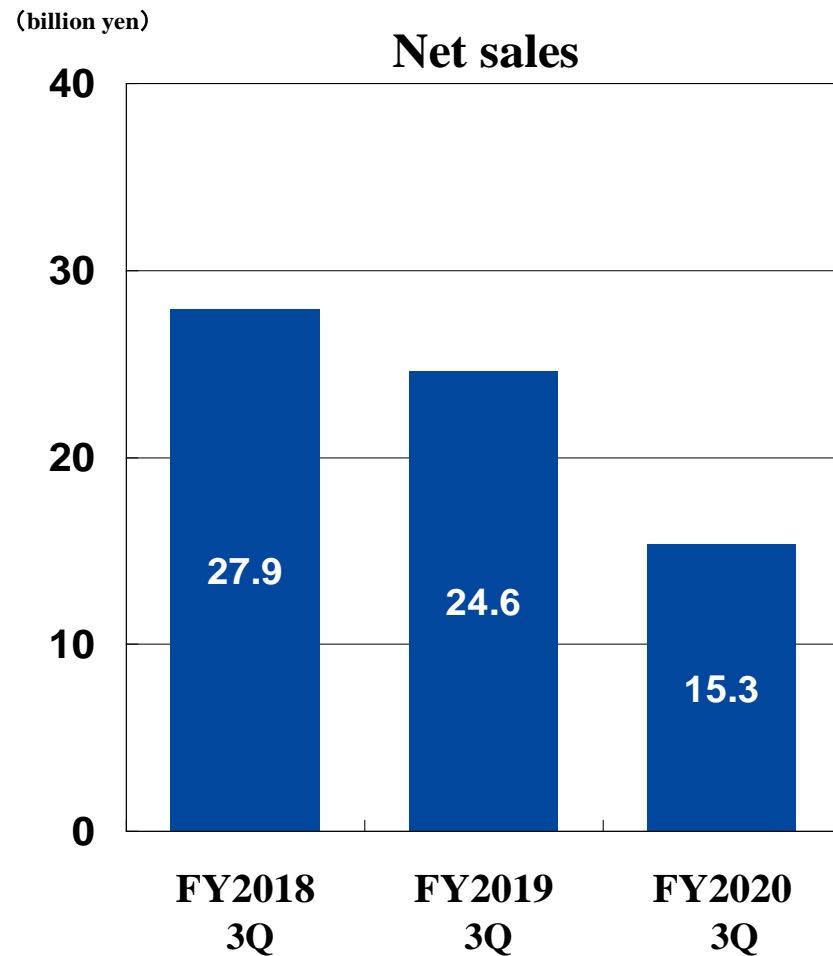
Sales/Operating Profit by Region (The Americas)

- Net sales dropped by 33.7% due to customers' reduced production and shutdown of the customers' operations in response to the stay-at-home order and movement control order that had been caused by the spread of corona virus in addition to Forex impact.
- Operating profit was lost by 4.9 billion yen.



Sales/Operating profit by Region (Europe)

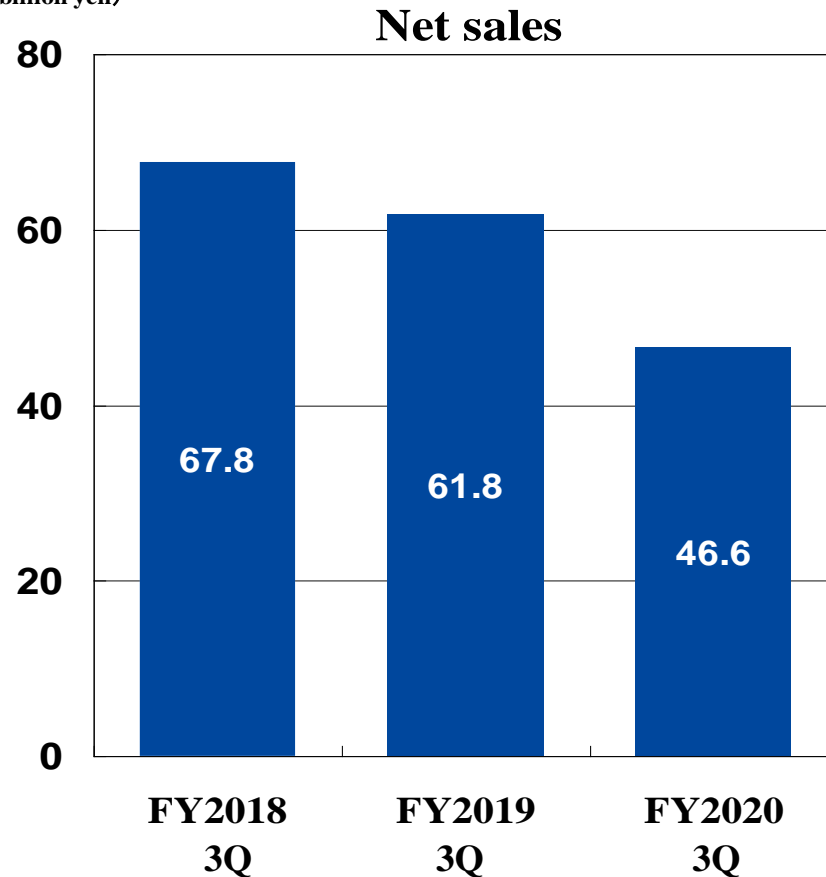
- Net sales dropped by 37.8% due to customers' reduced production caused by the spread of corona virus and Forex impact, etc.
- Operating profit was lost by 3.5 billion yen.



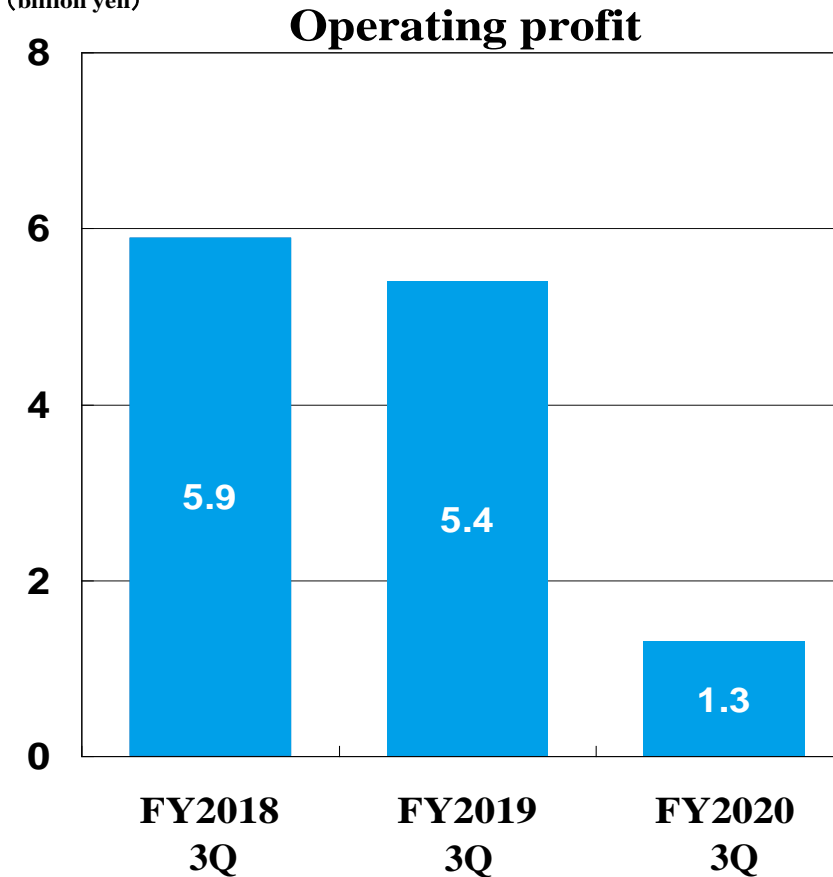
Sales/Operating Profit by Region (Asia)

- Net sales dropped by 24.5% due to customers' reduced production and shutdown of the customers' operations in response to the stay-at-home order and movement control order that had been caused by the spread of corona virus in addition to Forex impact.
- Operating profit was lost by 4.1 million yen due to sales decline.

(billion yen)

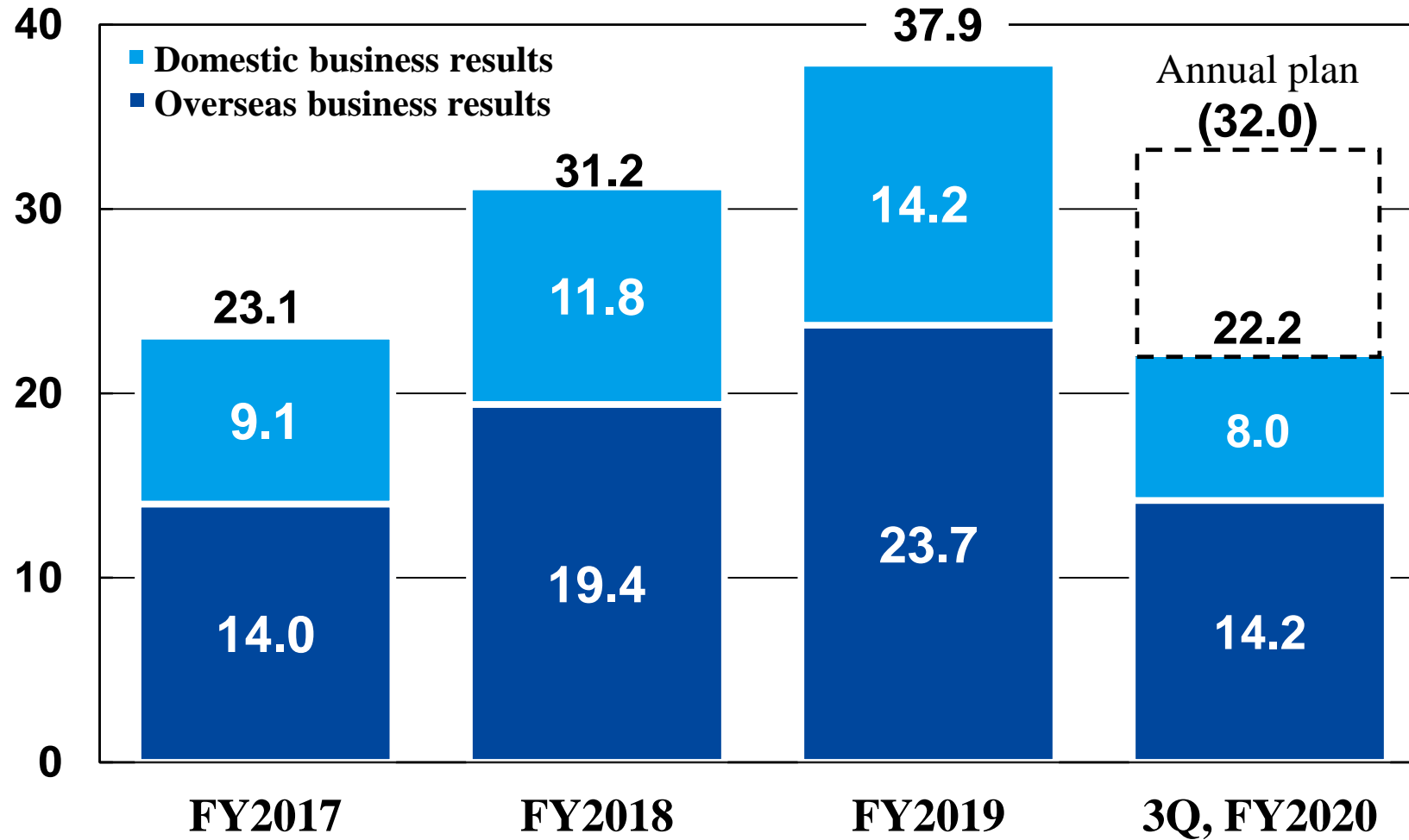


(billion yen)



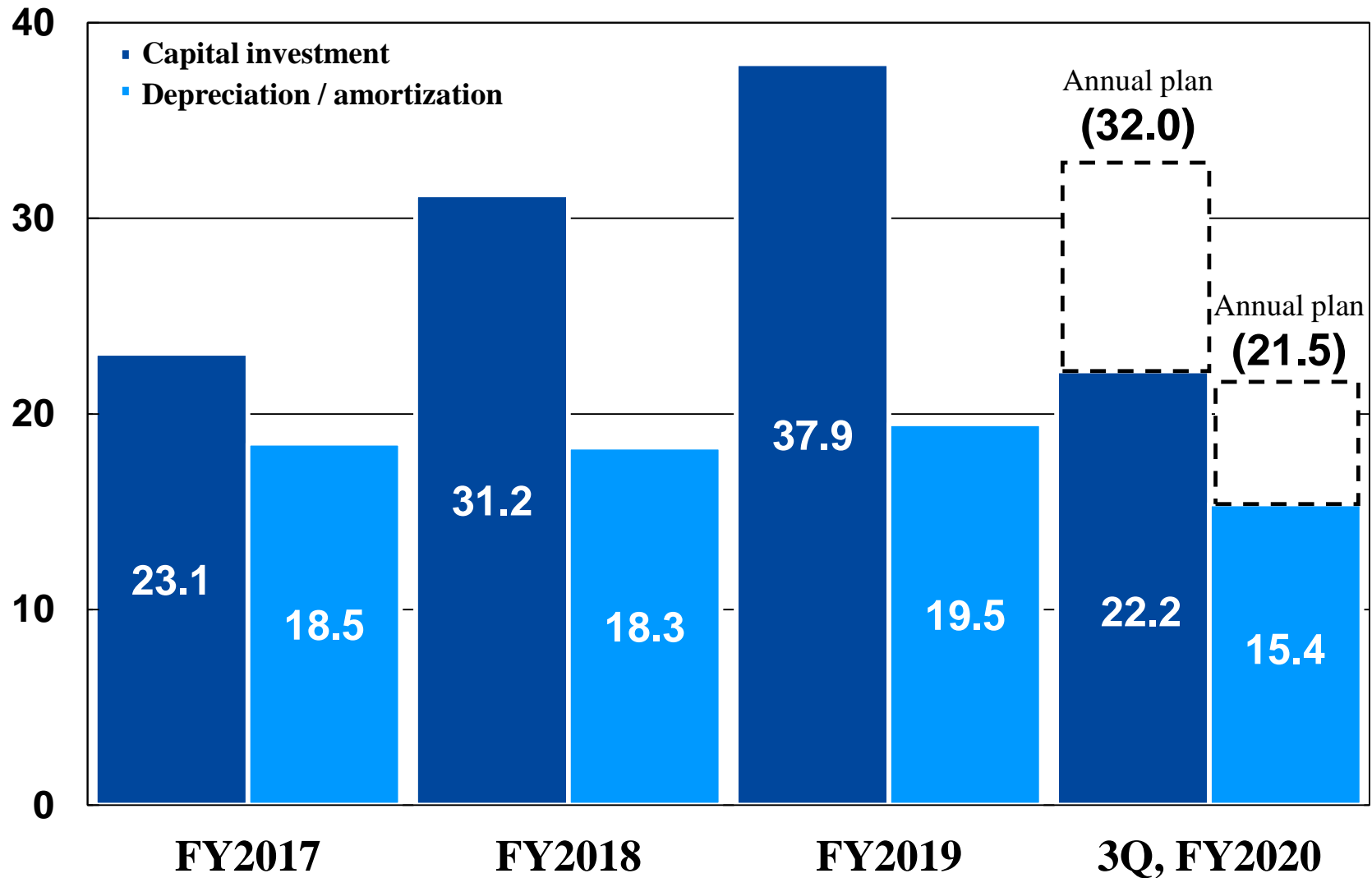
Capital Investment

(billion yen)



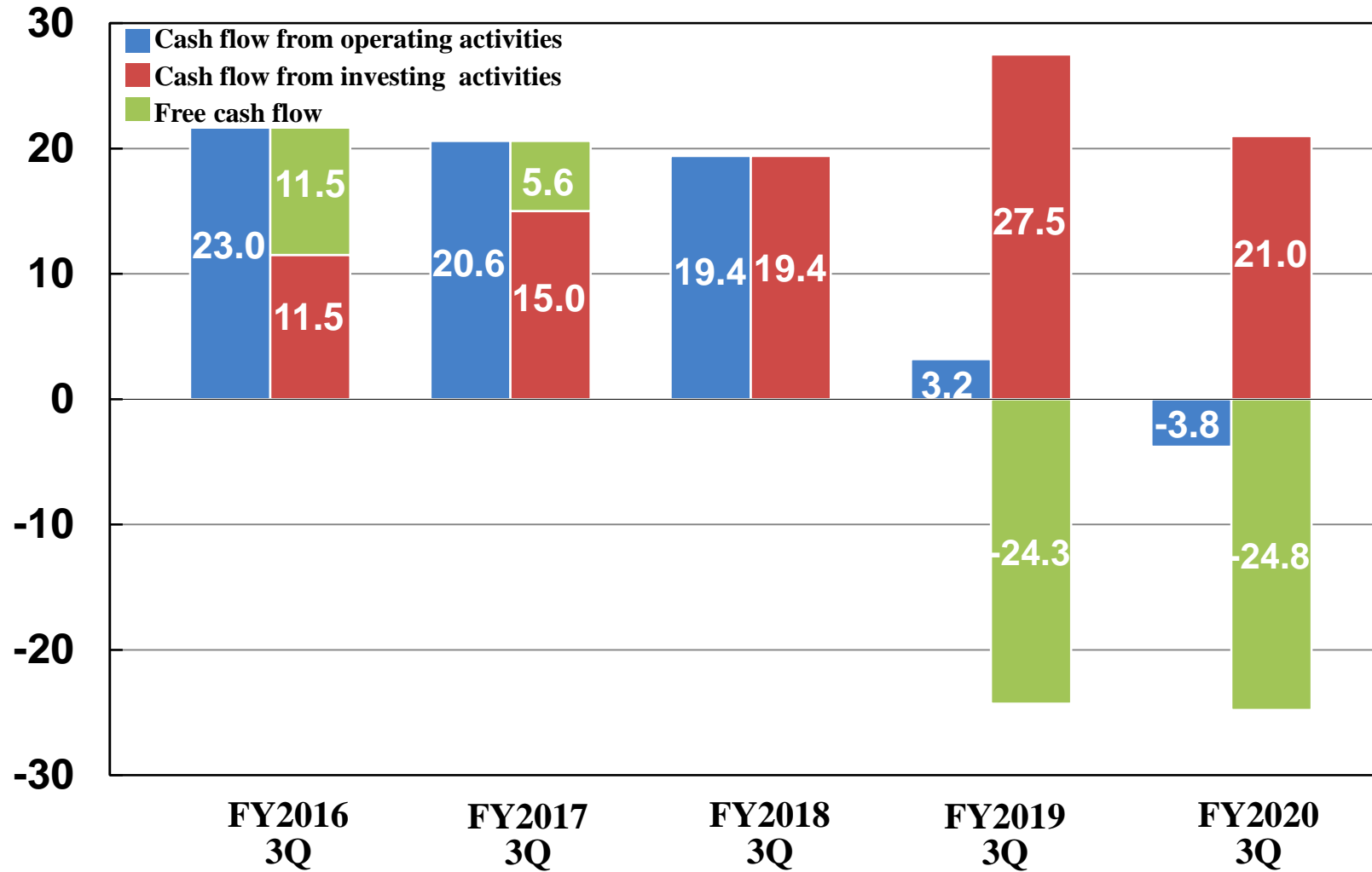
Capital Investment & Depreciation/Amortization

(billion yen)



Cash Flows

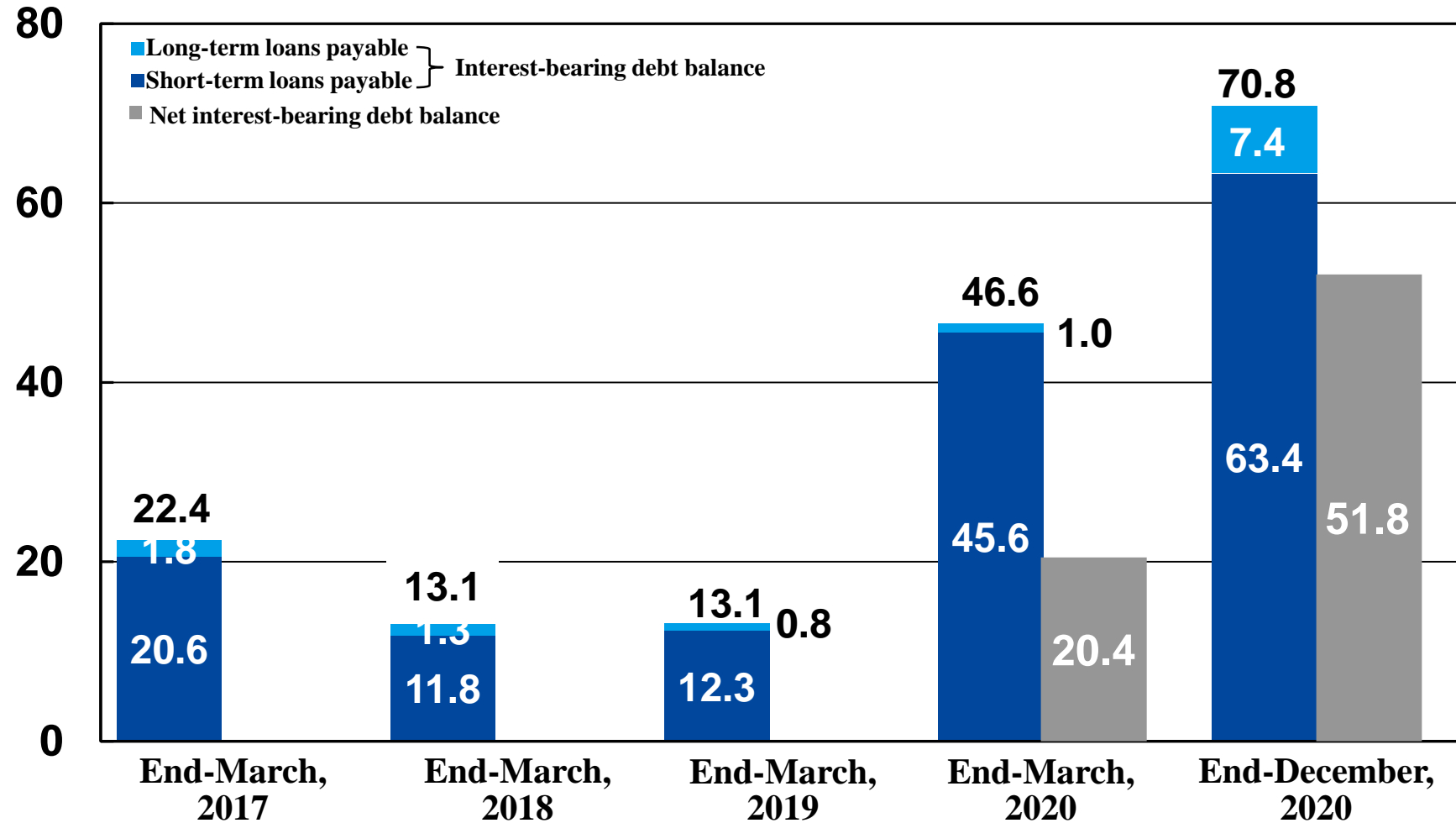
(billion yen)



Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts increased by 24.2 billion yen compared with the end-March, 2020.
- Net interest-bearing debts including cash and deposits was 51.8 billion yen.

(billion yen)



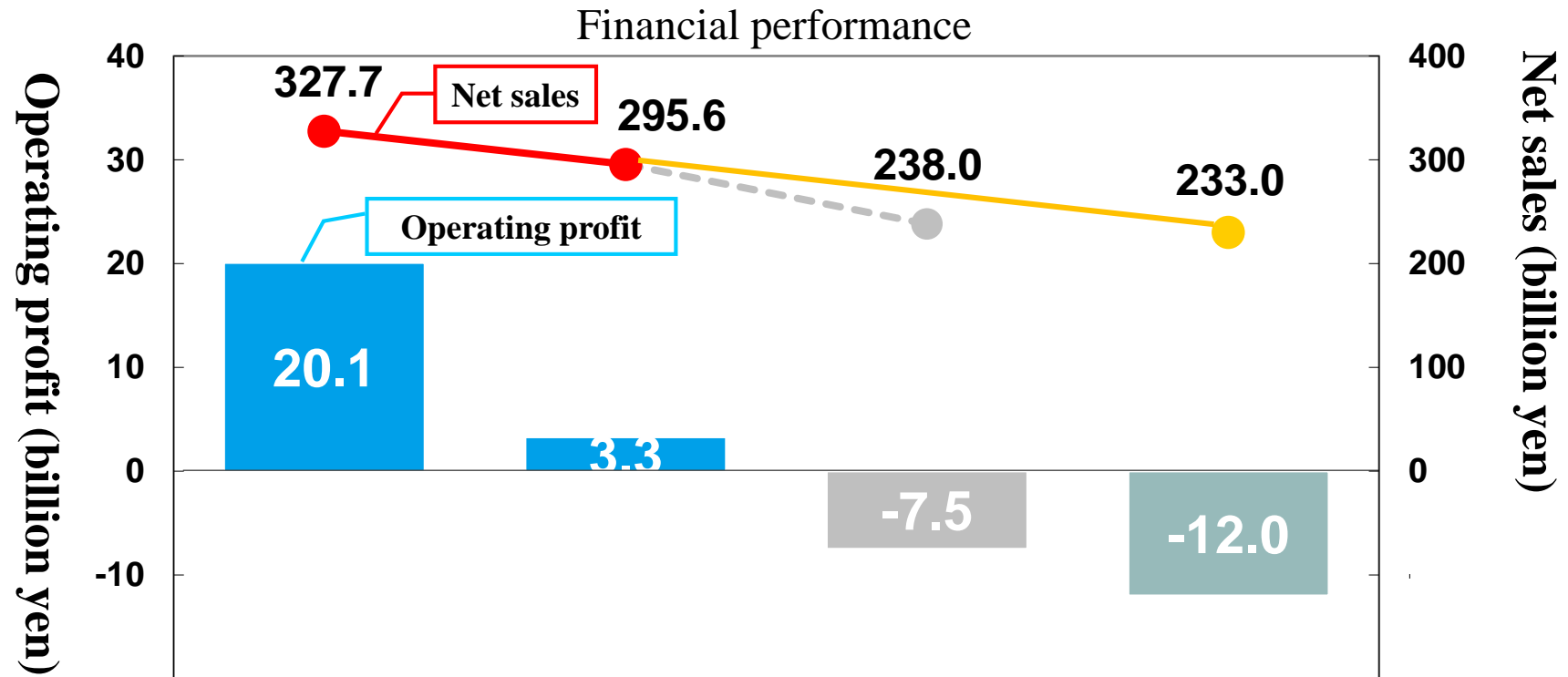


Forecast of FY2020

**1. Net sales forecast to customers' production decreased and
Forex impact.**

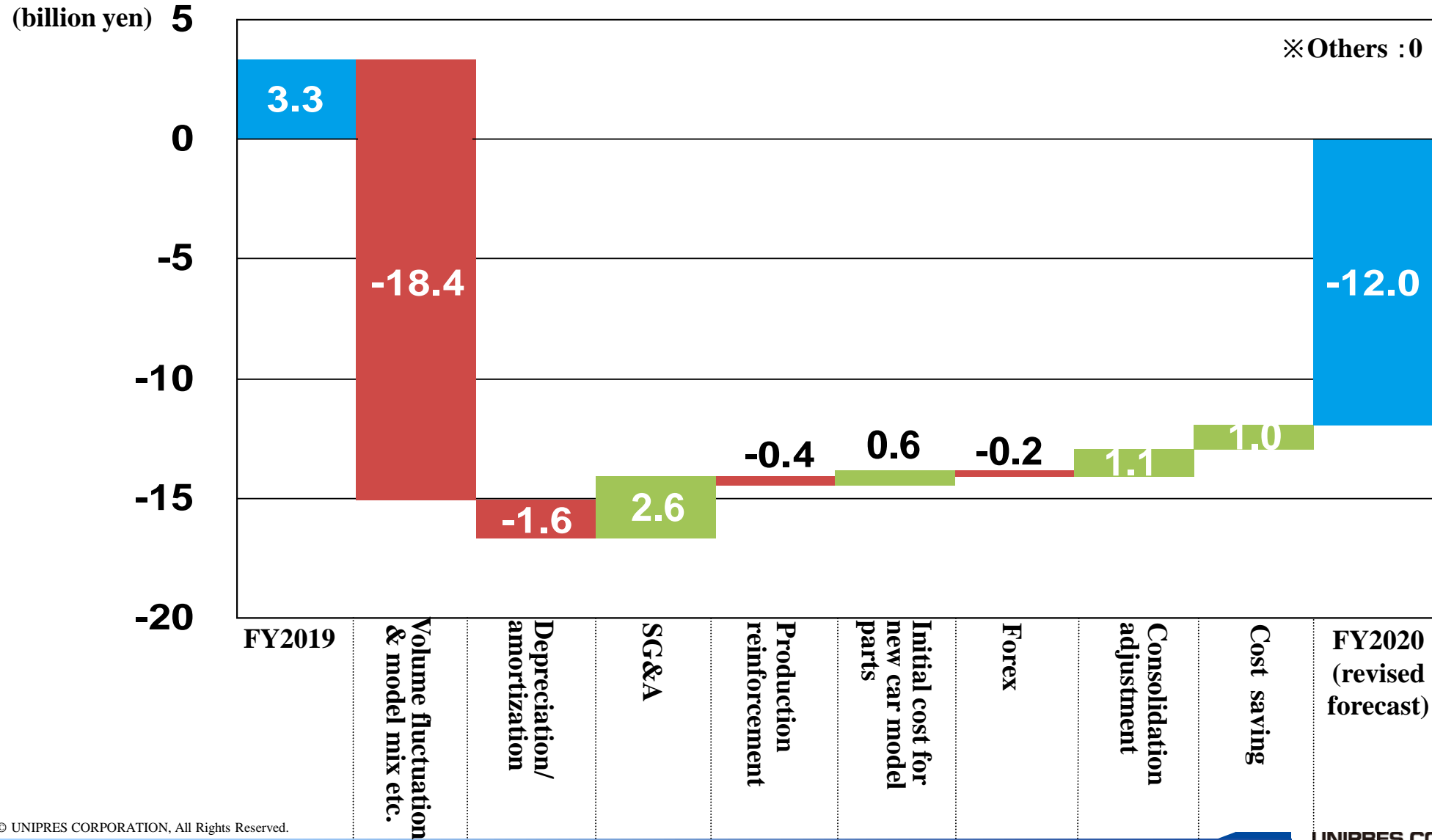
2. Operating profit forecast to decrease due to sales decline.

Consolidated Business Forecast for FY2020



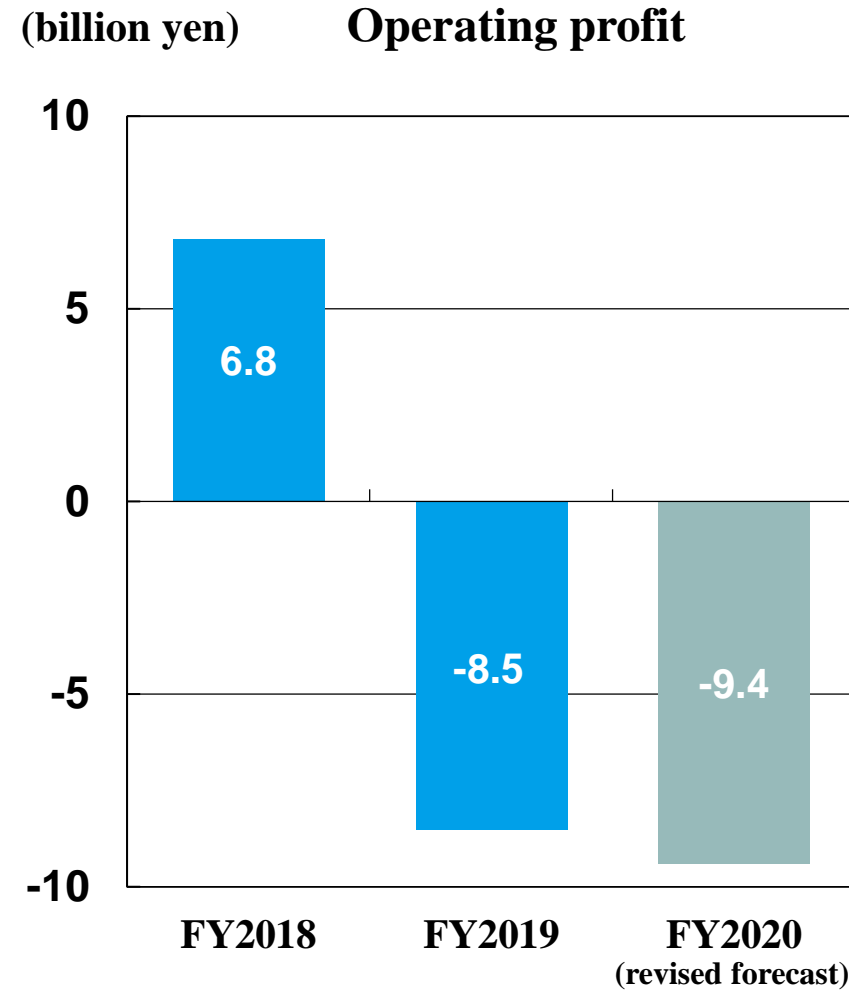
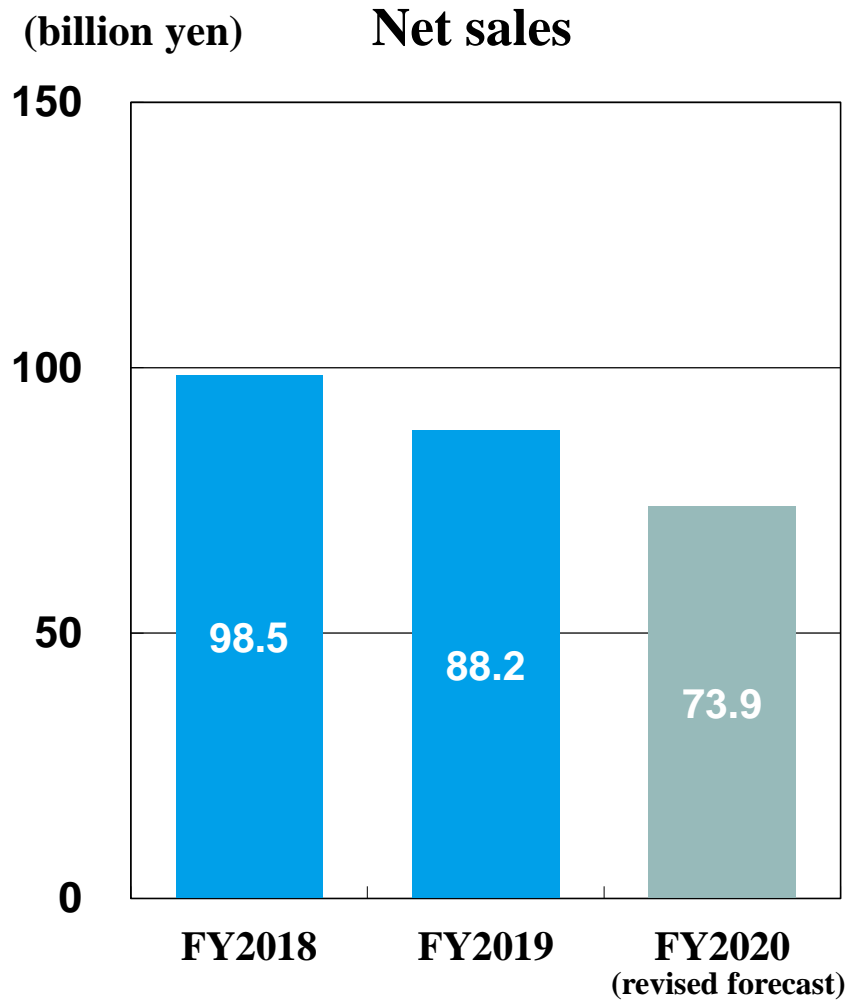
| | FY2018 | FY2019 (A) | FY2020 initial forecast | FY2020 revised forecast (B) | (B)-(A) |
|---|--------|------------|-------------------------|-----------------------------|---------|
| Net sales | 327.7 | 295.6 | 238.0 | 233.0 | -62.6 |
| Operating profit | 20.1 | 3.3 | -7.5 | -12.0 | -15.3 |
| Ordinary profit | 20.9 | 3.4 | -7.5 | -10.0 | -13.4 |
| Net income attributable to owners of parent | 12.8 | -3.9 | -11.0 | -20.0 | -16.1 |

Forecast of Operating Profit Variance Analysis



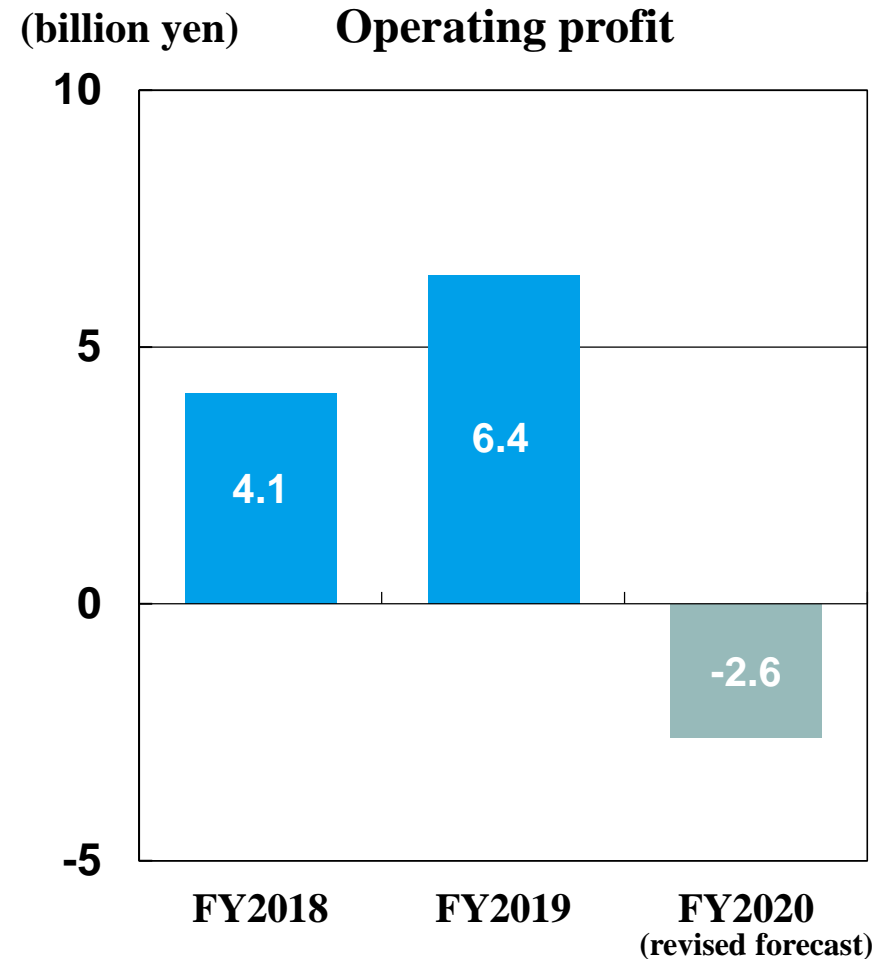
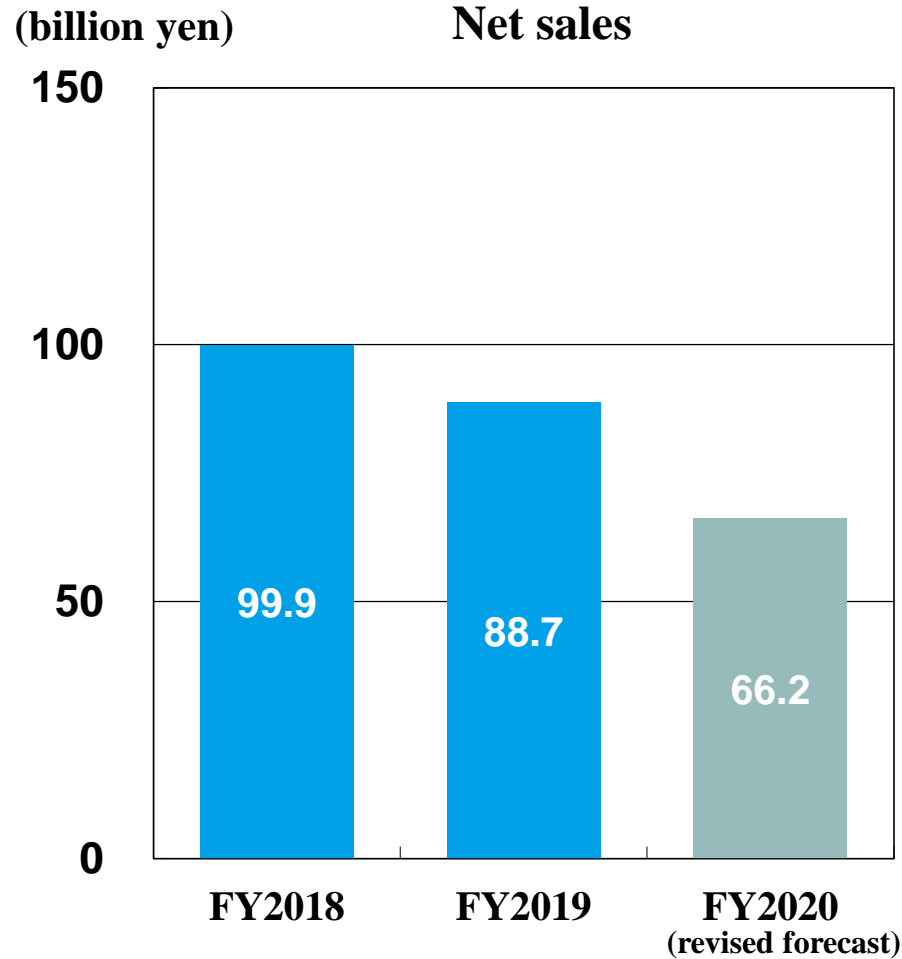
Sales/Operating Profit by Region (Japan)

- Sales is expected to decrease because of production cut by customer etc.
- Operating income is expected to be lower.



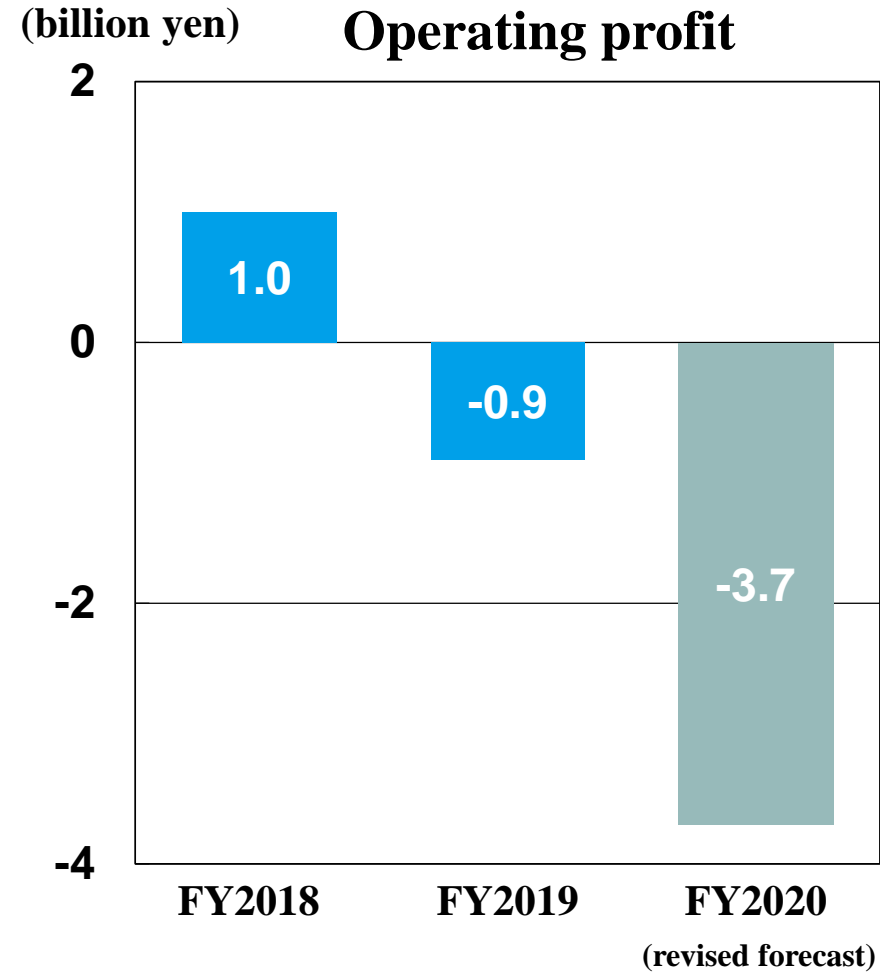
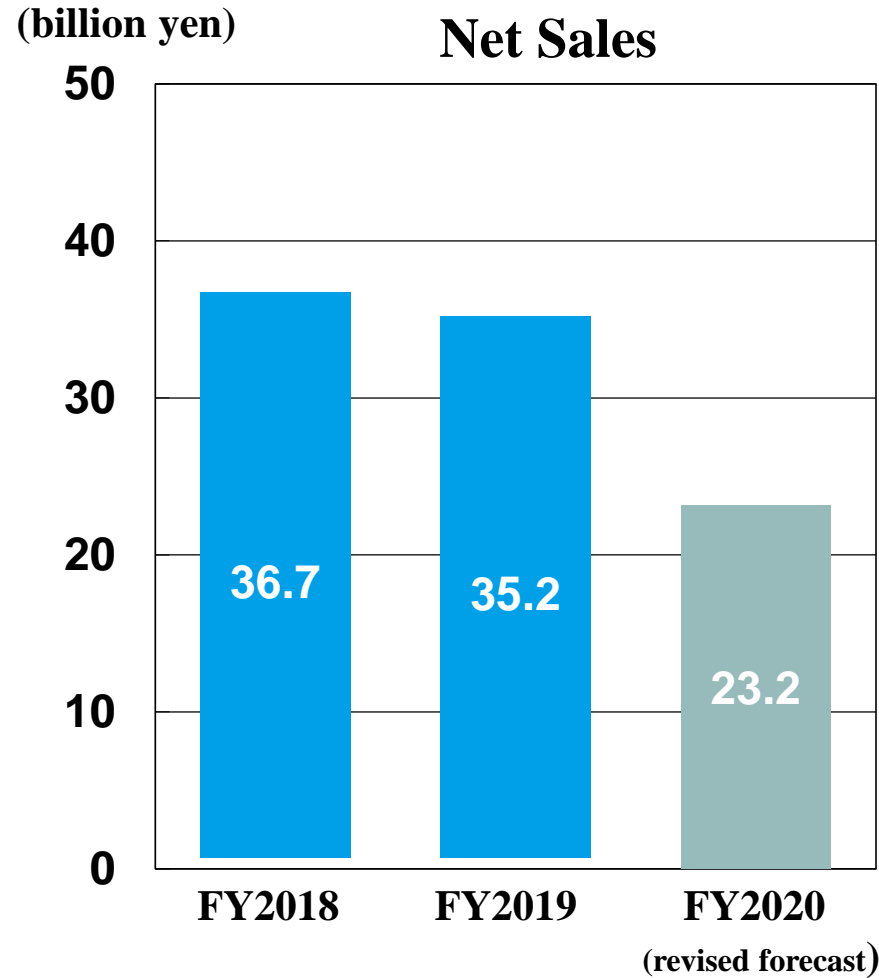
Sales/Operating Profit by Region (the Americas)

- Sales is expected to decrease because of production cut by customer etc.
- Operating income is expected to be lower.



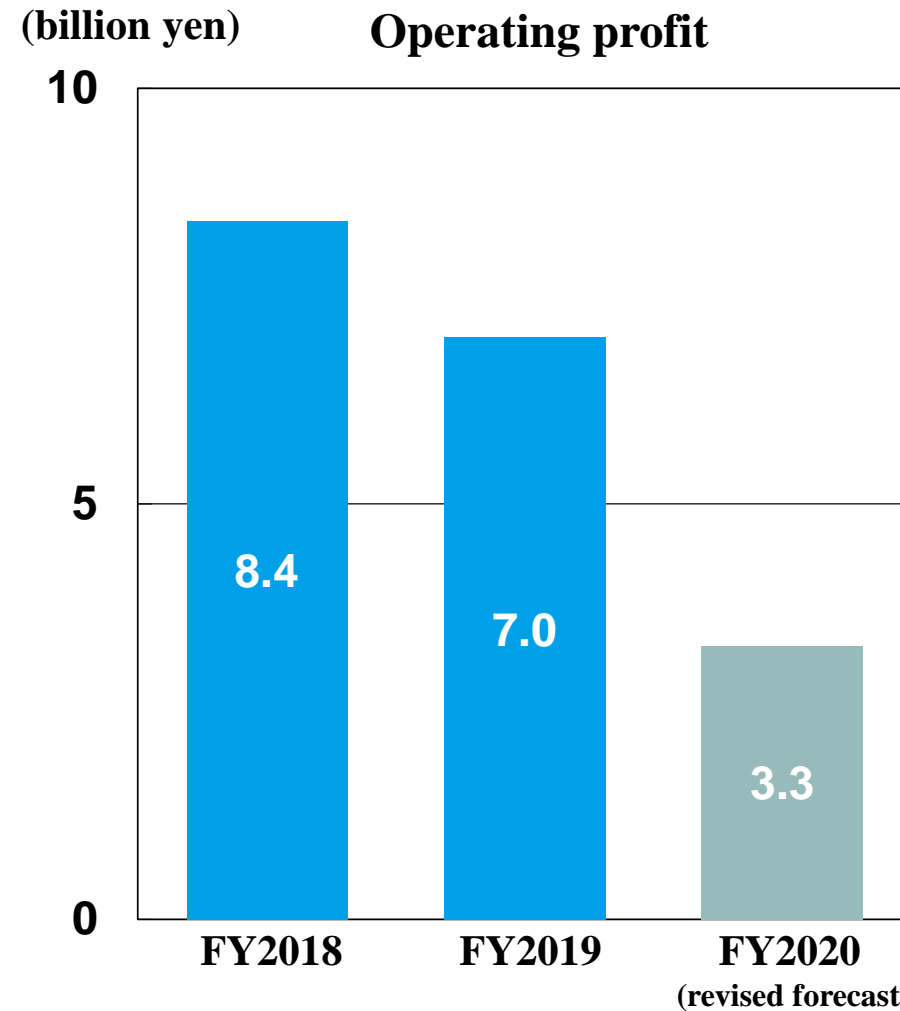
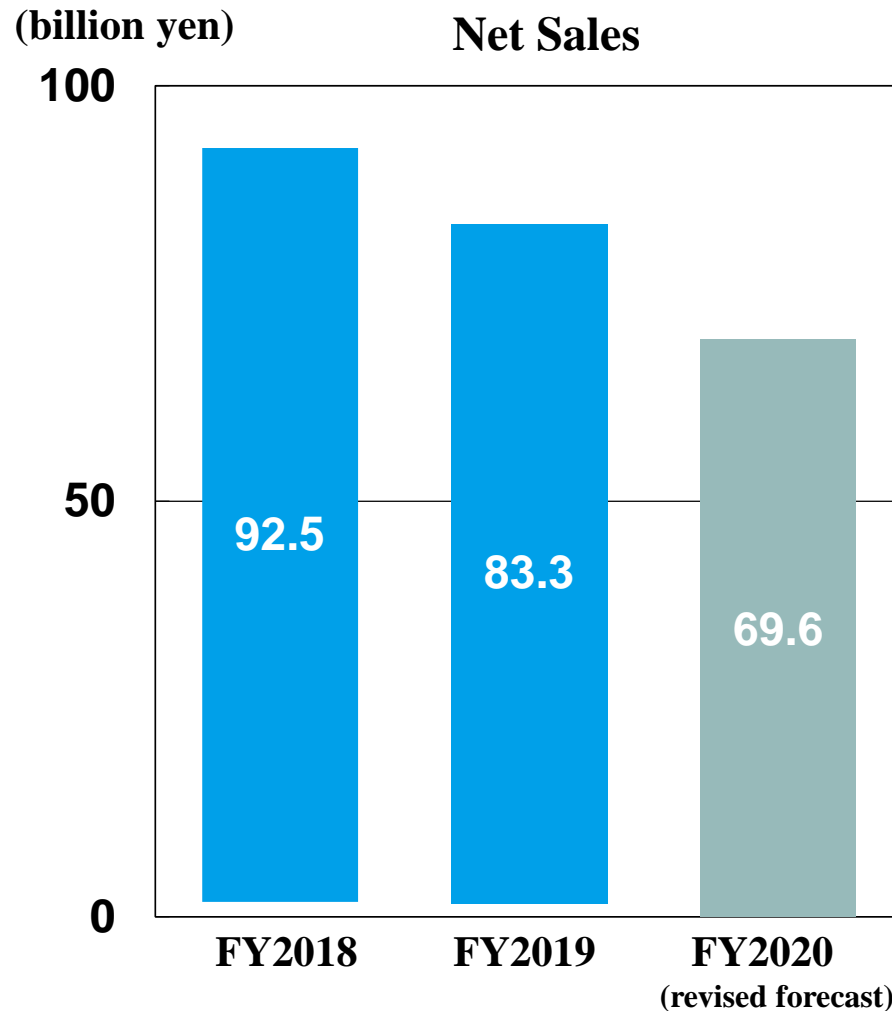
Sales/Operating Profit by Region (Europe)

- Sales is expected to decrease because of production cut by customer etc.
- Operating income is expected to be lower.



Sales/Operating Profit by Region (Asia)

- Sales is expected to decrease because of production cut by customer etc.
- Operating income is expected to be lower.





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| | 3Q, FY2019 | | 3Q, FY2020 | | Preconditions of FY20 forecast | | (yen) |
|---------------|------------------------|---------------|------------------------|---------------|--------------------------------|---------------|-------|
| | Average for the period | term end | Average for the period | term end | At first | Full year | |
| US \$ | 108.89 | 109.55 | 105.55 | 103.52 | 105.60 | 105.04 | |
| STG £ | 138.73 | 132.67 | 136.60 | 136.01 | 132.00 | 136.92 | |
| EURO | 122.36 | 118.04 | 121.13 | 124.16 | 119.70 | 121.97 | |
| MEX \$ | 5.65 | 5.48 | 4.92 | 4.73 | 4.85 | 4.96 | |
| RMB | 15.91 | 15.14 | 15.31 | 15.54 | 15.16 | 15.42 | |
| INR | 1.55 | 1.54 | 1.42 | 1.41 | 1.44 | 1.42 | |
| THB | 3.50 | 3.53 | 3.39 | 3.34 | 3.41 | 3.40 | |
| IDR | 0.0077 | 0.0076 | 0.0073 | 0.0071 | 0.0074 | 0.0073 | |

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