



UNIPRES CORPORATION

FY2021 2nd Quarter Financial Results



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FY2021 2Q Financial Results

Forecast of FY2021

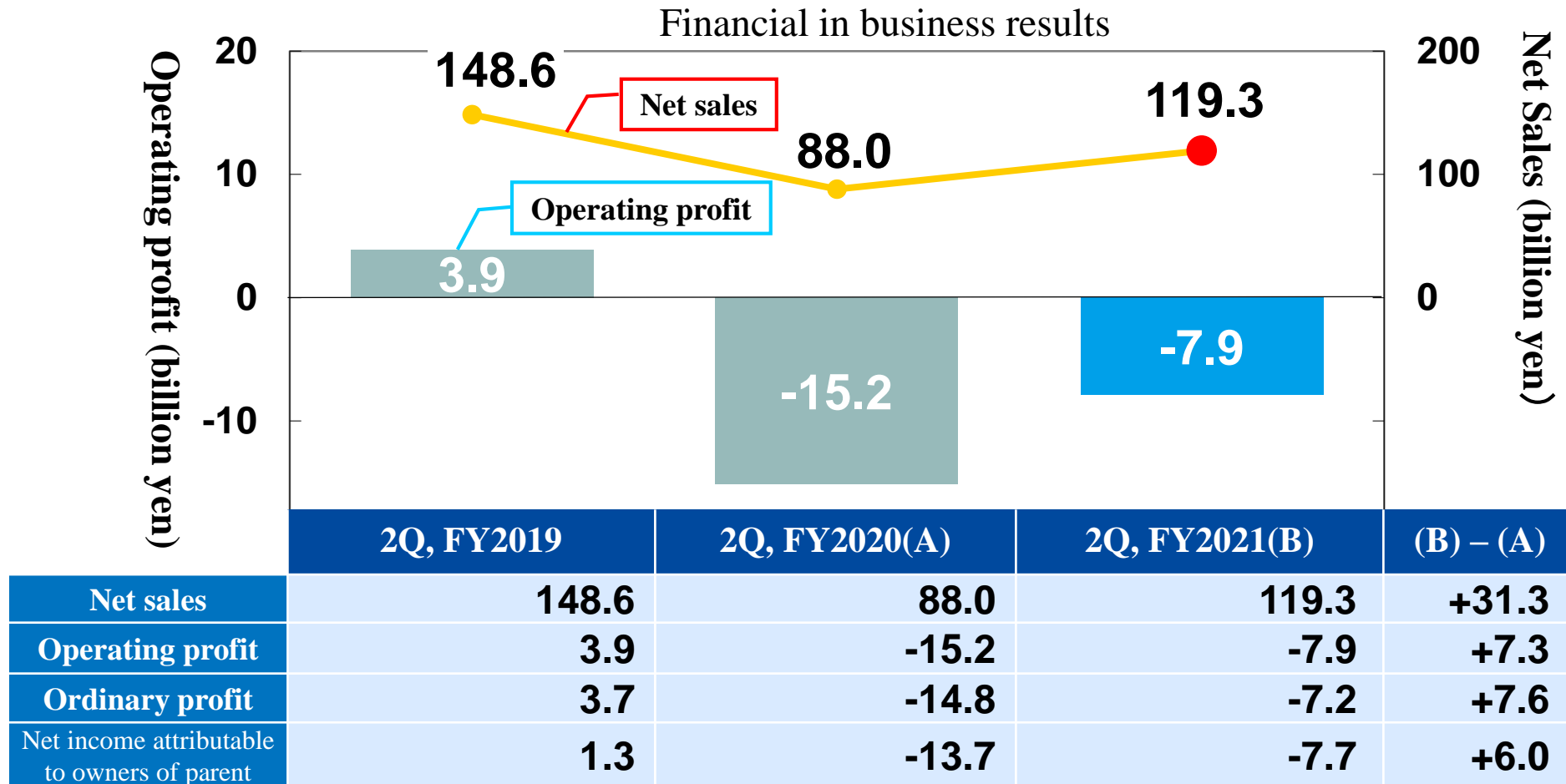


FY2021 2Q Financial Results

Although an improvement in both net sales and operating profit compared with the same period last year due to coming out of COVID-19 pandemic and Forex impact, net sales remained 119.3 billion yen and operating loss was 7.9 billion yen impacted by customers' sharp production cutbacks caused by the global shortage of semiconductor supplies.

Summary of Q2, FY2021

- Net sales increased by 31.3 billion yen (+35.6%) compared with the same period of the previous year.
- Operating profit improved by 7.3 billion yen compared with the same period of the previous year.



Consolidated Sales by Product Group

(billion yen)

	2Q, FY2020		2Q, FY2021		Variance	Variance %
	Sales	%	Sales	%		
Car body press products	73.4	83.4%	100.6	84.3%	+27.2	+0.9%
Transmission products	12.0	13.6%	16.3	13.7%	+4.3	+0.1%
Plastic products	1.1	1.3%	1.4	1.2%	+0.3	-0.1%
Other	1.5	1.7%	1.0	0.8%	-0.5	-0.9%
Total	88.0	100%	119.3	100%	+31.3	—

Consolidated Sales by Customer (Nissan Motor-related products)

- The composition ratio increased by 0.4% mainly due to increasing sales of Nissan North America and Nissan Europe.

	2Q, FY2020		2Q, FY2021		Variance	(billion yen)
	Sales	%	Sales	%		
Nissan Motor-related products						
Sub-total	70.2	79.8%	95.7	80.2%	+0.4%	
Dongfeng Motor Company Limited	17.5	19.9%	23.8	19.9%	0.0%	
Nissan North America	9.1	10.3%	15.0	12.6%	+2.3%	
JATCO (Incl. overseas operations)	8.9	10.1%	12.6	10.6%	+0.5%	
Nissan Mexicana	8.4	9.5%	12.0	10.1%	+0.6%	
Nissan Europe	3.8	4.3%	11.7	9.8%	+5.5%	
Nissan Motor	13.9	15.8%	11.2	9.4%	-6.4%	
NISSAN SHATAI	3.0	3.4%	4.0	3.4%	0.0%	
Renault Nissan India	0.5	0.6%	1.7	1.4%	+0.8%	
Nissan Thailand	3.0	3.4%	1.6	1.3%	-2.1%	
Marelli Corporation. (Incl. overseas operations)	1.6	1.8%	1.4	1.2%	-0.6%	
Zhengzhou Nissan	0.1	0.1%	0.1	0.1%	0.0%	
Nissan Indonesia	0.01	0.0%	0.0	0.0%	0.0%	

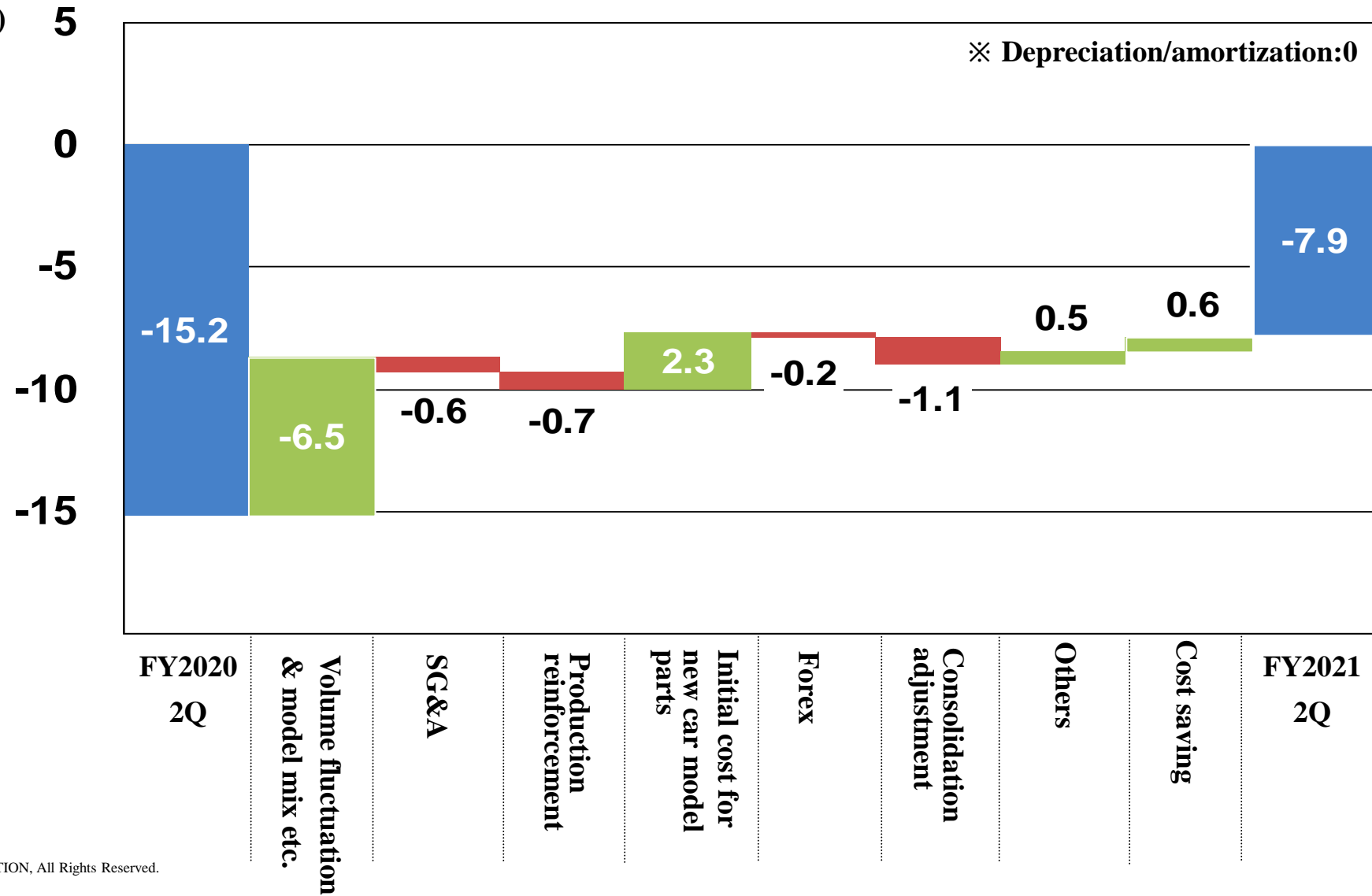
Consolidated Sales by Customer (Other Customers)

- The composition ratio decreased by 0.4% due to decreasing sales of Renault S.A.S.

		2Q, FY2020		2Q, FY2021		Variance	(billion yen)
		Sales	%	Sales	%		
Other Customers		17.8	20.2%	23.6	19.8%	-0.4%	
Sub-total		17.8	20.2%	23.6	19.8%	-0.4%	
Incl.)	Honda of America Mfg., Inc.	2.2	2.5%	2.3	1.9%	-0.6%	
Honda	Honda of The U.K. Manufacturing Ltd.	0.9	1.0%	1.7	1.4%	+0.4%	
	Honda De Mexico, S.A. De C.V.	0.8	0.9%	1.2	1.0%	+0.1%	
	Honda Motor Co., Ltd.	1.1	1.2%	0.9	0.8%	-0.4%	
	P.T. Honda Prospect Motor	0.3	0.3%	0.4	0.4%	+0.1%	
	MITSUBISHI MOTORS CORPORATION (Incl. overseas operations)	0.1	0.1%	2.5	2.1%	+2.0%	
Groupe PSA		1.4	1.6%	2.4	2.0%	+0.4%	
Renault S.A.S.		2.0	2.2%	1.4	1.2%	-1.0%	
AISIN CORPORATION (Incl. overseas operations)		1.4	1.6%	1.4	1.2%	-0.4%	
Mazda	Mazda Motor Corporation	0.8	0.9%	0.8	0.7%	-0.2%	
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.2	0.3%	0.3	0.3%	0.0%	
Dynax Corporation (Incl. overseas operations)		0.5	0.6%	0.9	0.7%	+0.1%	
SUBARU CORPORATION		0.4	0.5%	0.4	0.4%	-0.1%	
NSK-Warner K.K.		0.2	0.2%	0.2	0.2%	0.0%	
Daihatsu Motor Co., Ltd.		0.1	0.2%	0.2	0.2%	0.0%	
SUZUKI MOTOR CORPORATION (Incl. overseas operations)		0.1	0.1%	0.2	0.1%	0.0%	
Isuzu Motors Limited (Incl. overseas operations)		0.1	0.1%	0.1	0.1%	0.0%	
Musashi Seimitsu Industry Co., Ltd.		0.1	0.1%	0.1	0.1%	0.0%	
UD Trucks Corporation		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%	

Operating Profit Variance Analysis

(billion yen)

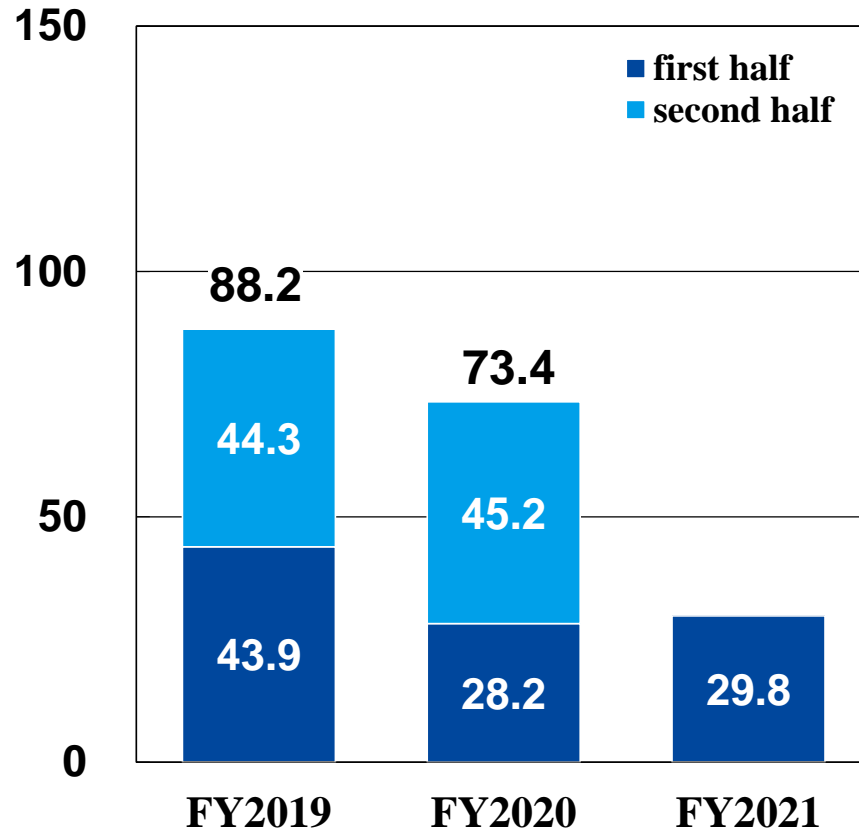


Net Sales/Operating Profit by Region (Japan)

- Although an improvement in the sales compared with the year-earlier period when infections were rapidly spreading, net sales only increased by 5.7% impacted by customers' production cutbacks caused by the shortage of semiconductor supplies and decreasing sales of dies and equipment for pressing.
- A 6.5 billion yen improvement in operating profit was achieved.

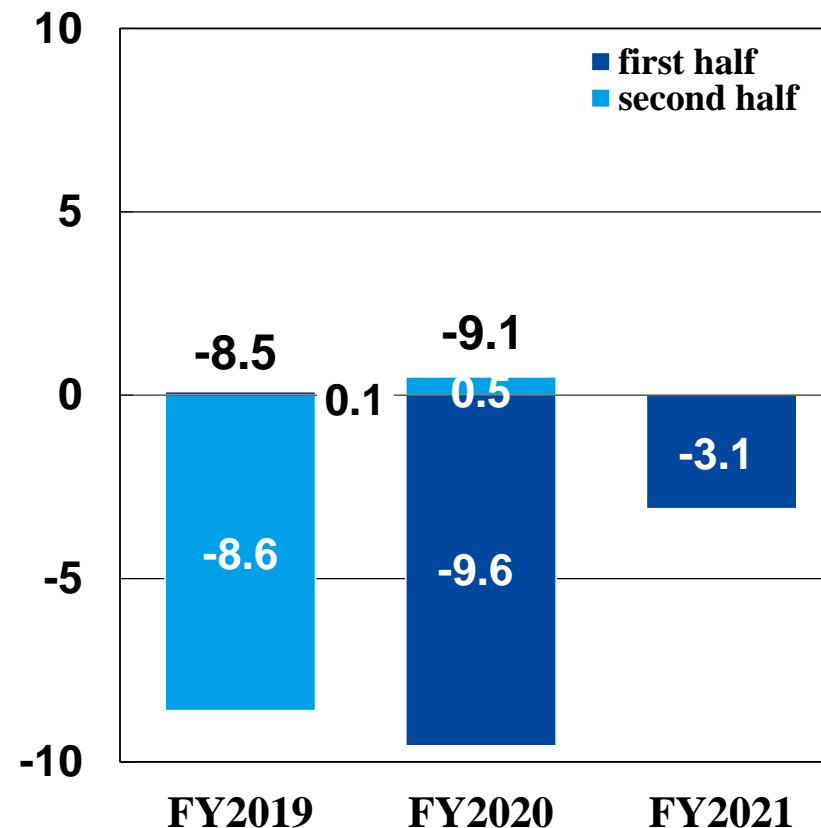
(billion yen)

Net Sales



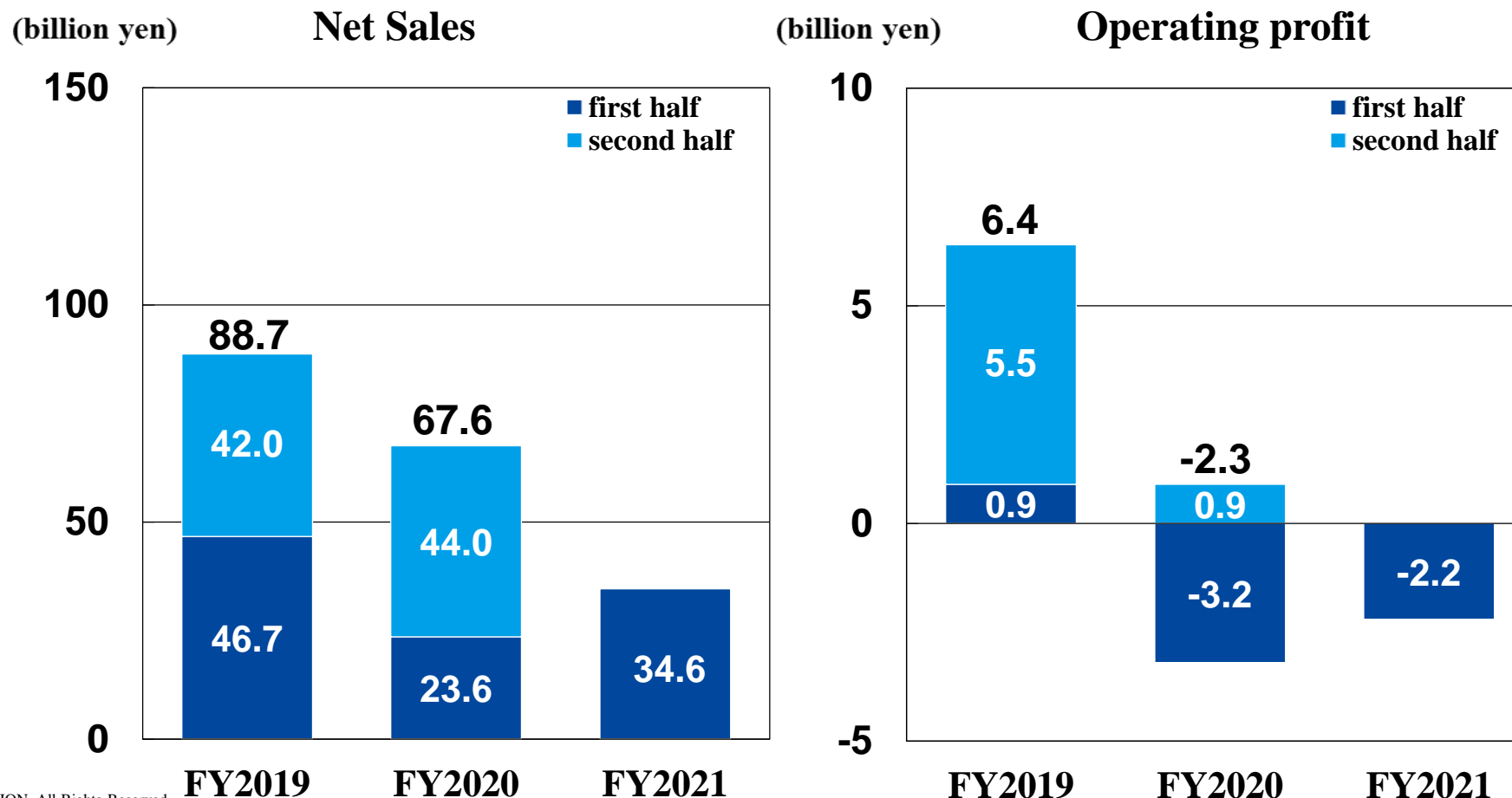
(billion yen)

Operating profit



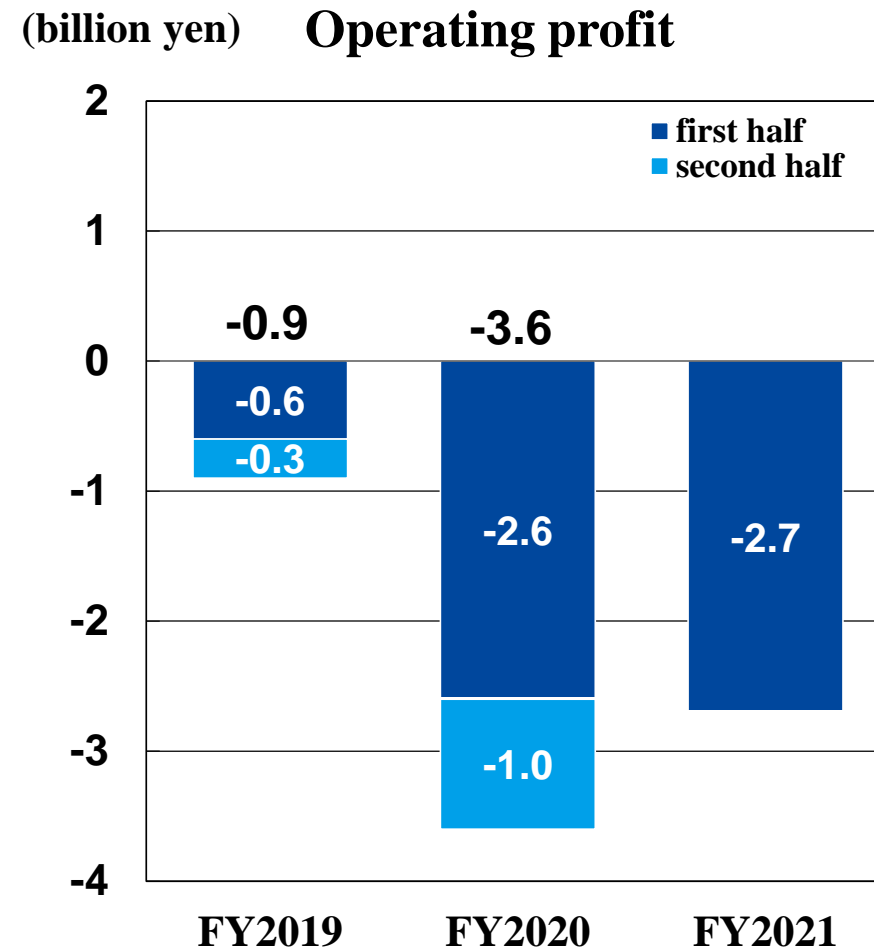
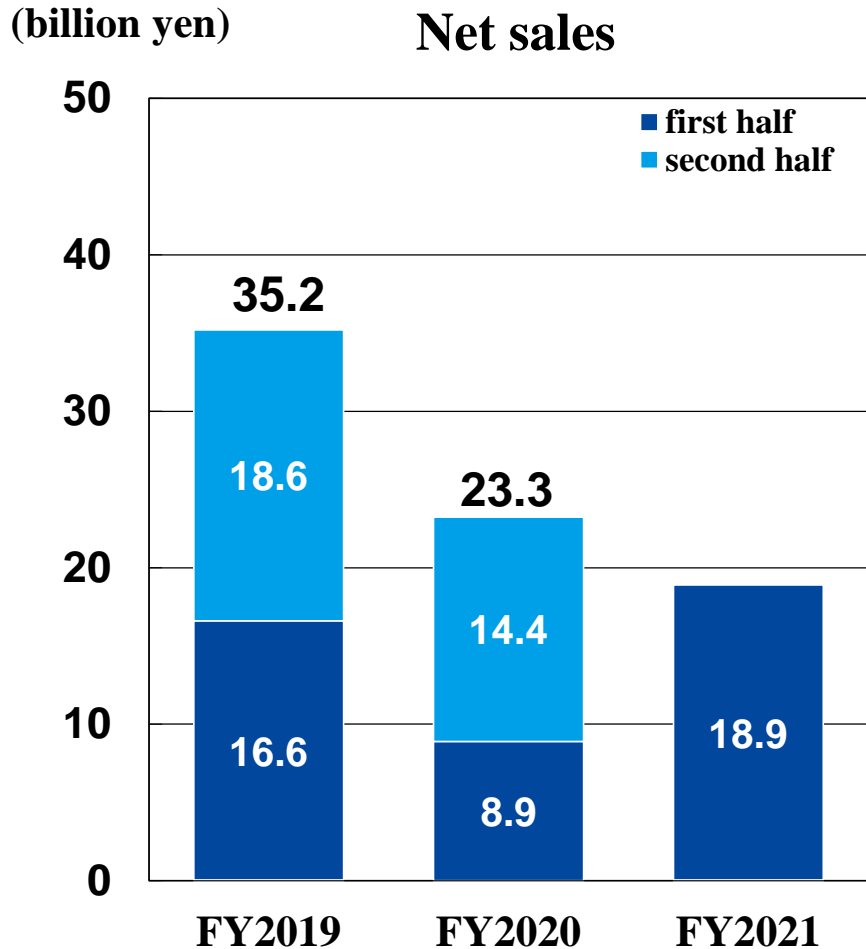
Net Sales/Operating Profit by Region (The Americas)

- Although an improvement in the sales compared with the year-earlier period when infections were rapidly spreading and the impact of weaker yen exchange rates, net sales only increased by 11 billion yen impacted by customers' production cutbacks caused by the shortage of semiconductor.
- A 1 billion yen improvement in operating profit was achieved.



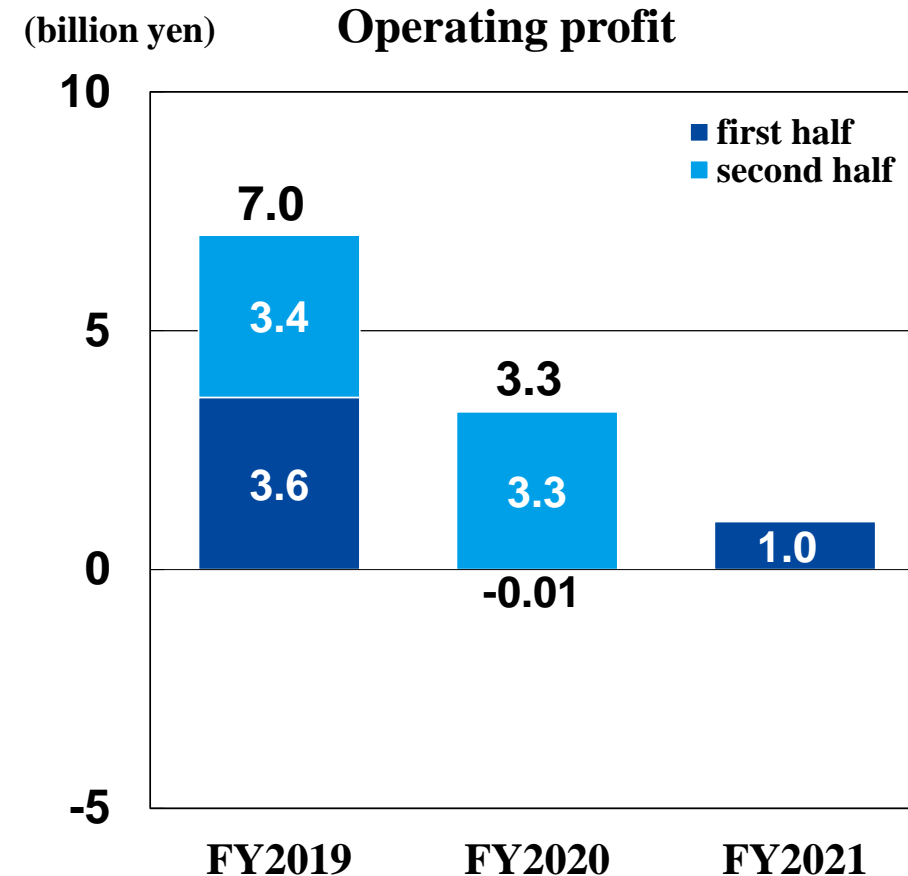
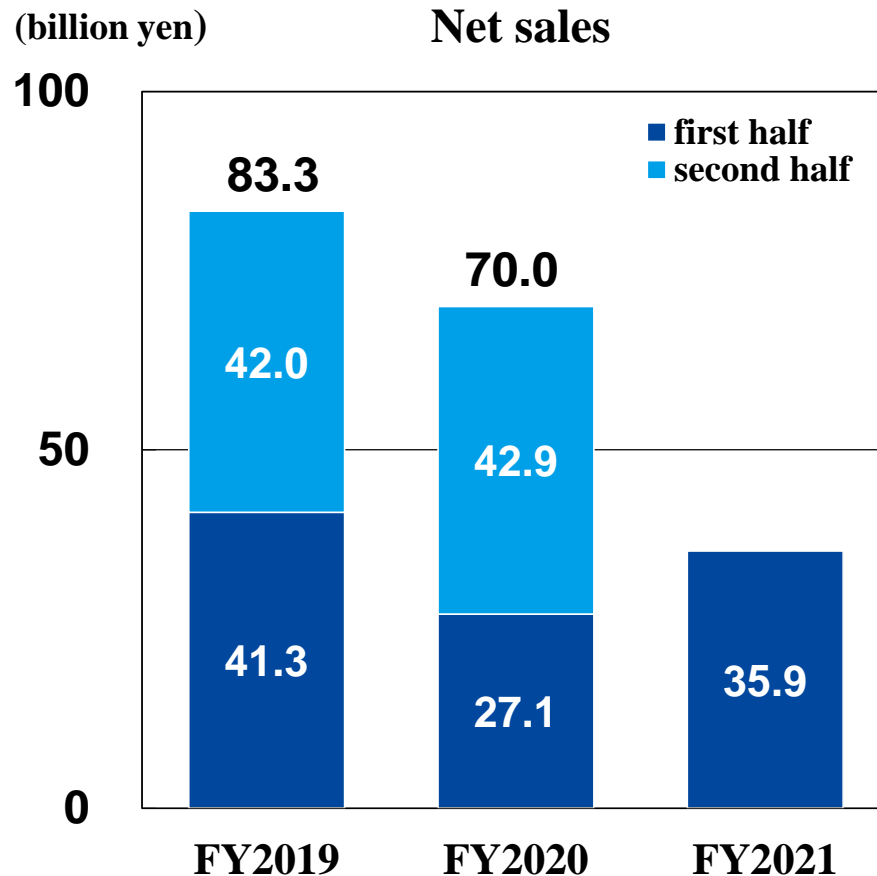
Net Sales/Operating Profit by Region (Europe)

- Although European economies fell into recession and auto sales struggled to recover, net sales increased by 10 billion yen due to increasing of dies and equipment for pressing and the impact of weaker yen exchange rates.
- Operating loss was 2.7 billion yen.



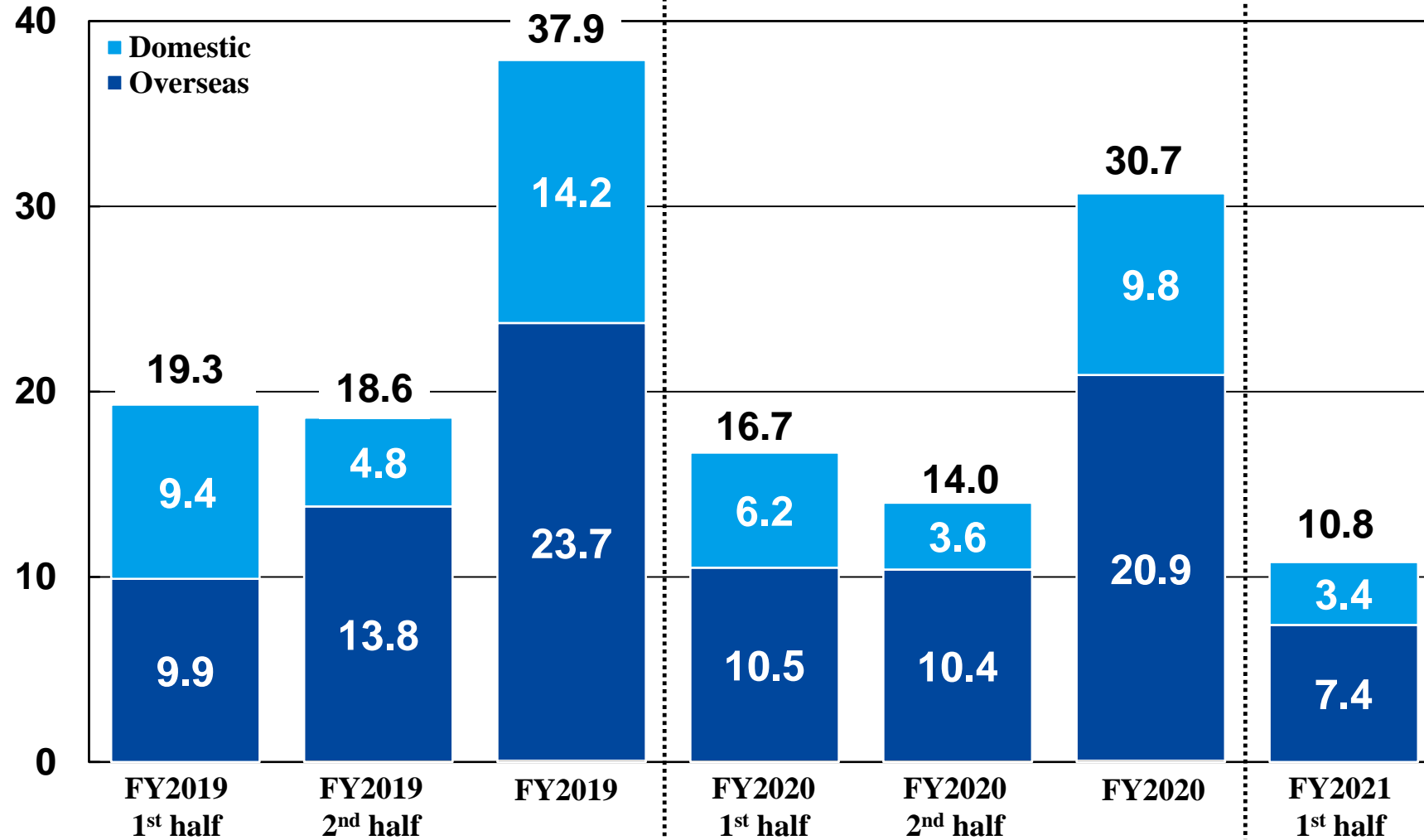
Net Sales/Operating Profit by Region (Asia)

- Net sales increased by 32.5% due to the impact of weaker yen exchange rates mainly in China.
- Operating profit only increased by 1 billion yen due to the cost of new base in China.



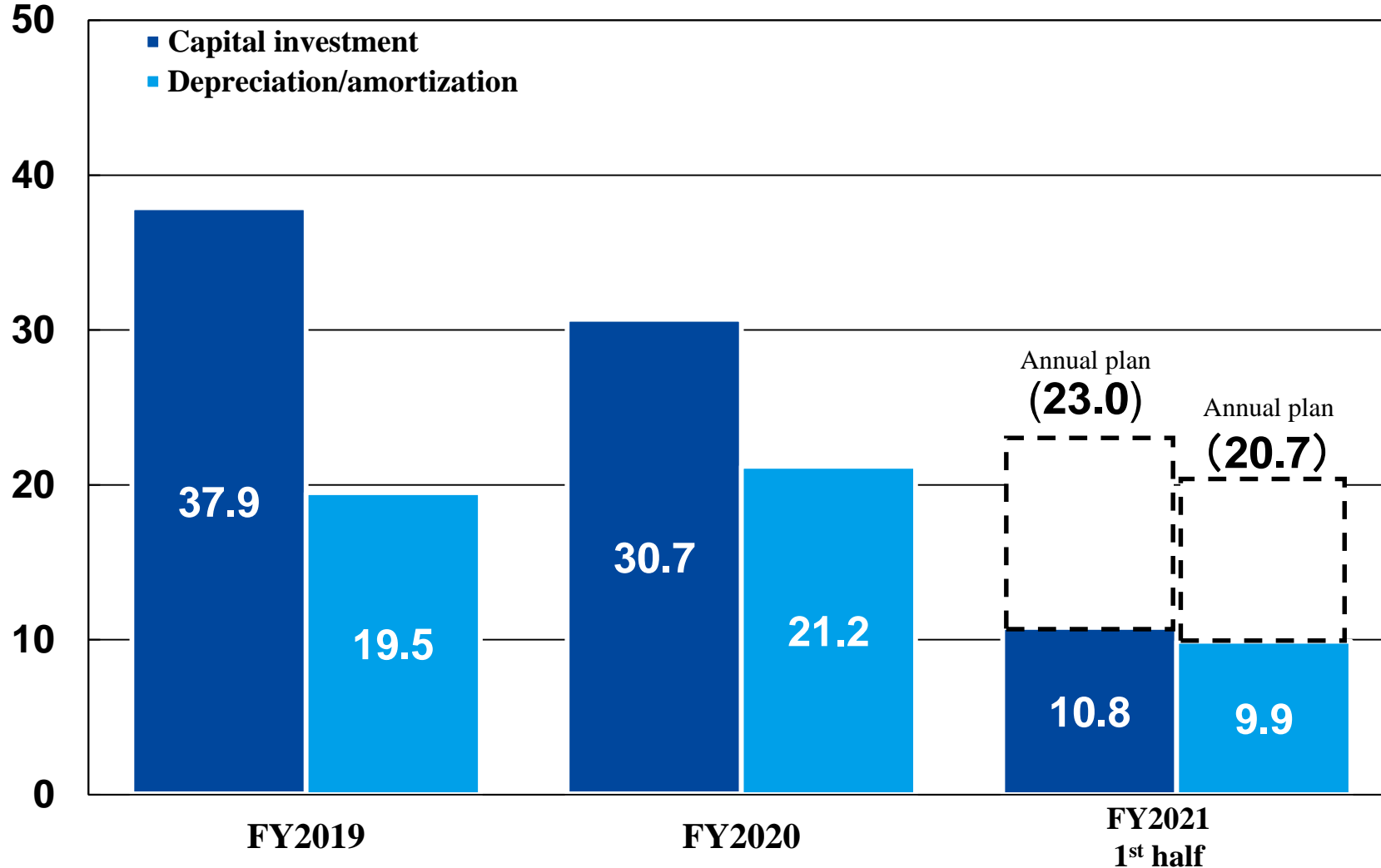
Capital Investment

(billion yen)



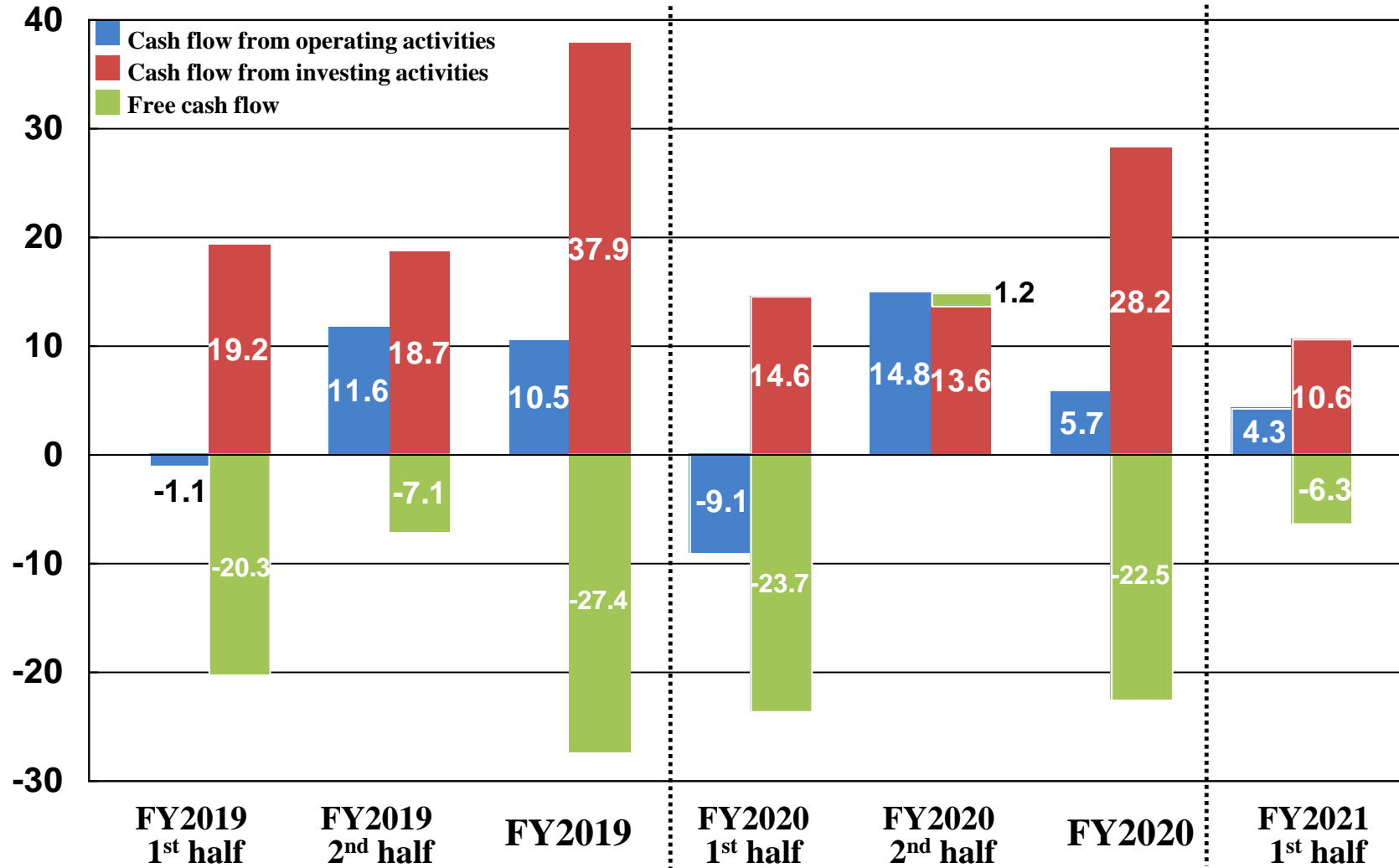
Capital Investment & Depreciation / Amortization

(billion yen)



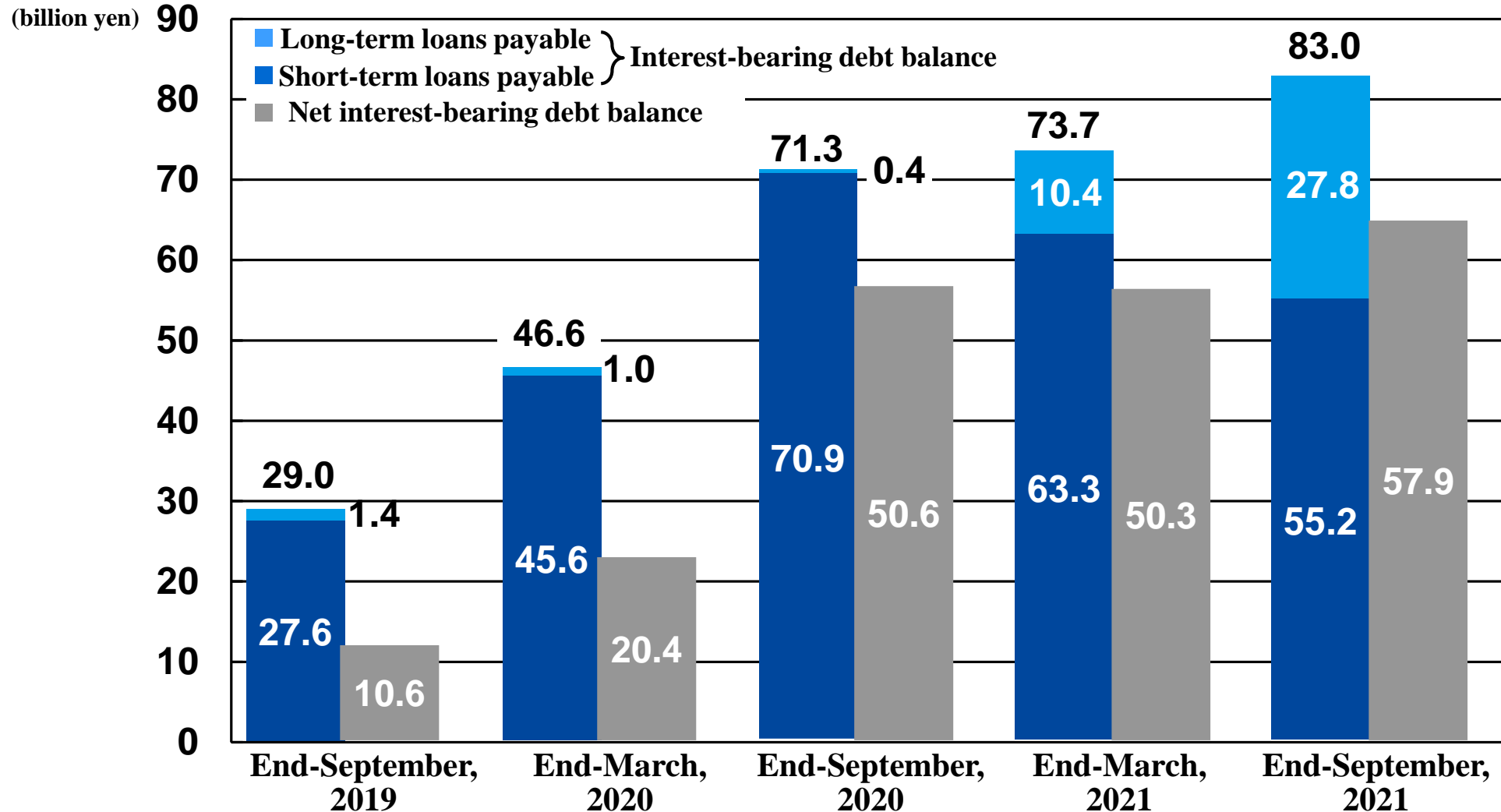
Cash Flows

(billion yen)



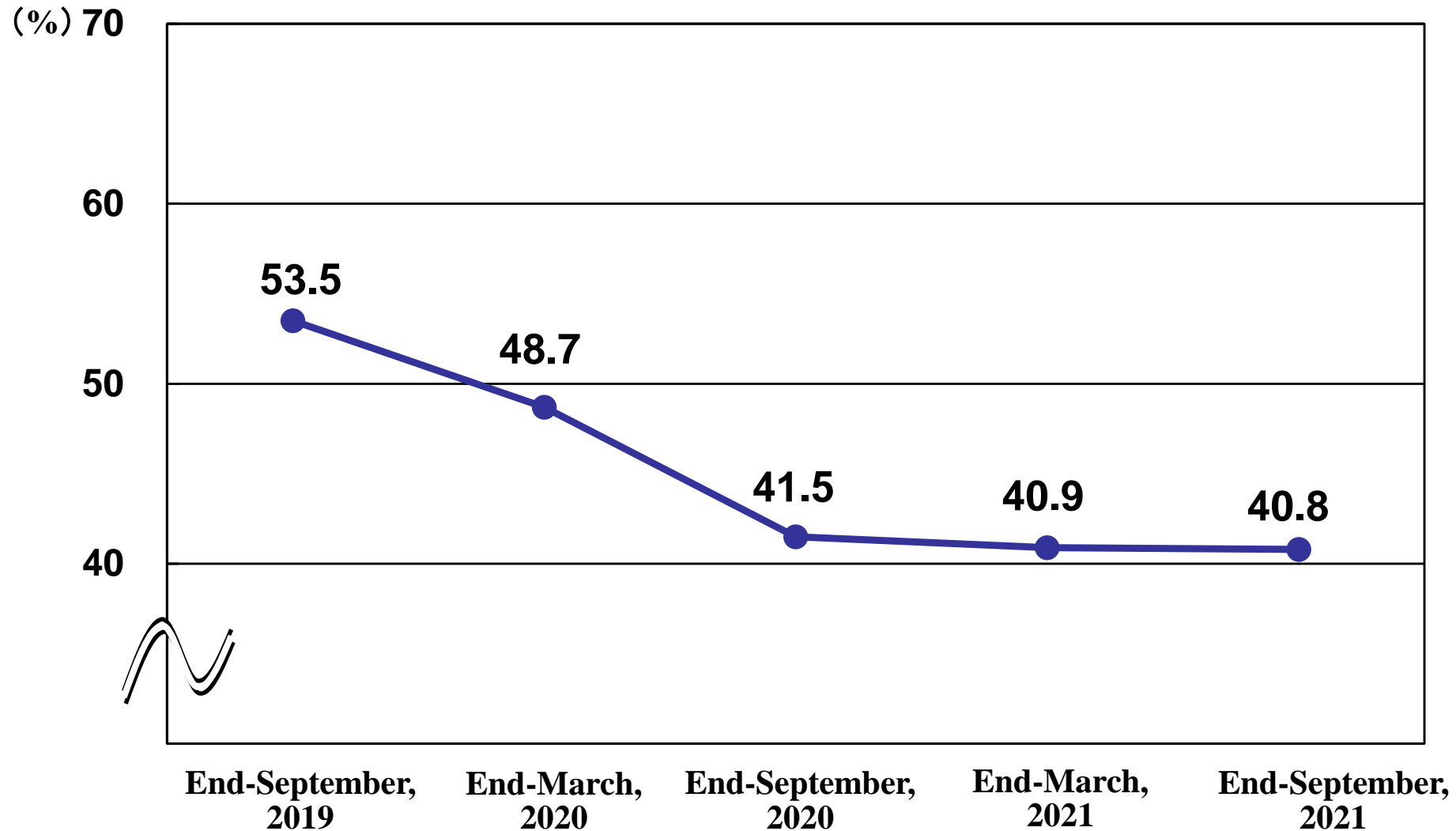
Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts increased by 9.3 billion yen compared with the end-March, 2021.
- Net interest-bearing debts including cash and deposits was 57.9 billion yen.



Changes in Equity-to-total Assets

- The ratio decreased by 0.1% to 40.8% compared to the end of March 2021.



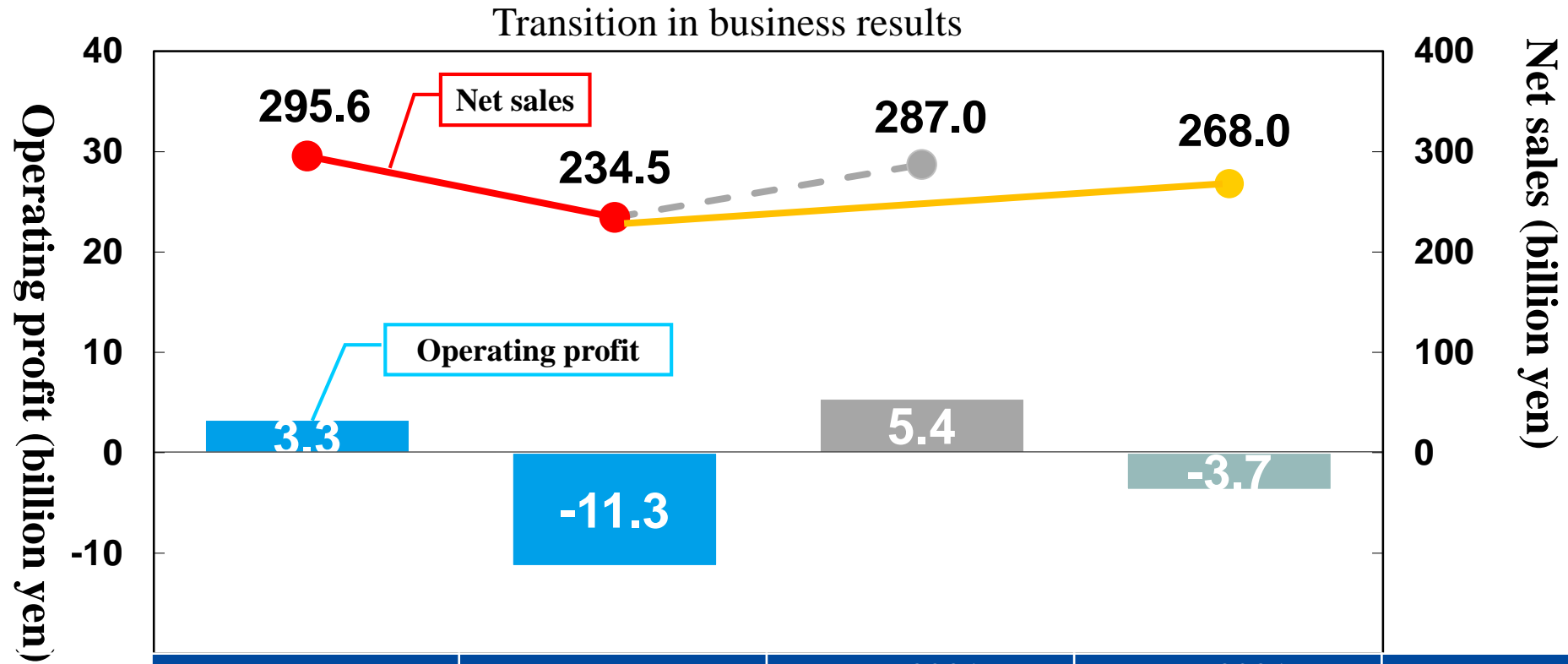


Forecast of FY2021

1. Net sales forecasts to increase due to the recovery of customers' production and sales, in spite of the production cutbacks impacted by the global spread of corona virus (COVID-19) infection and chip shortage.

2. Operating profit forecasts to improve due to sales increase.

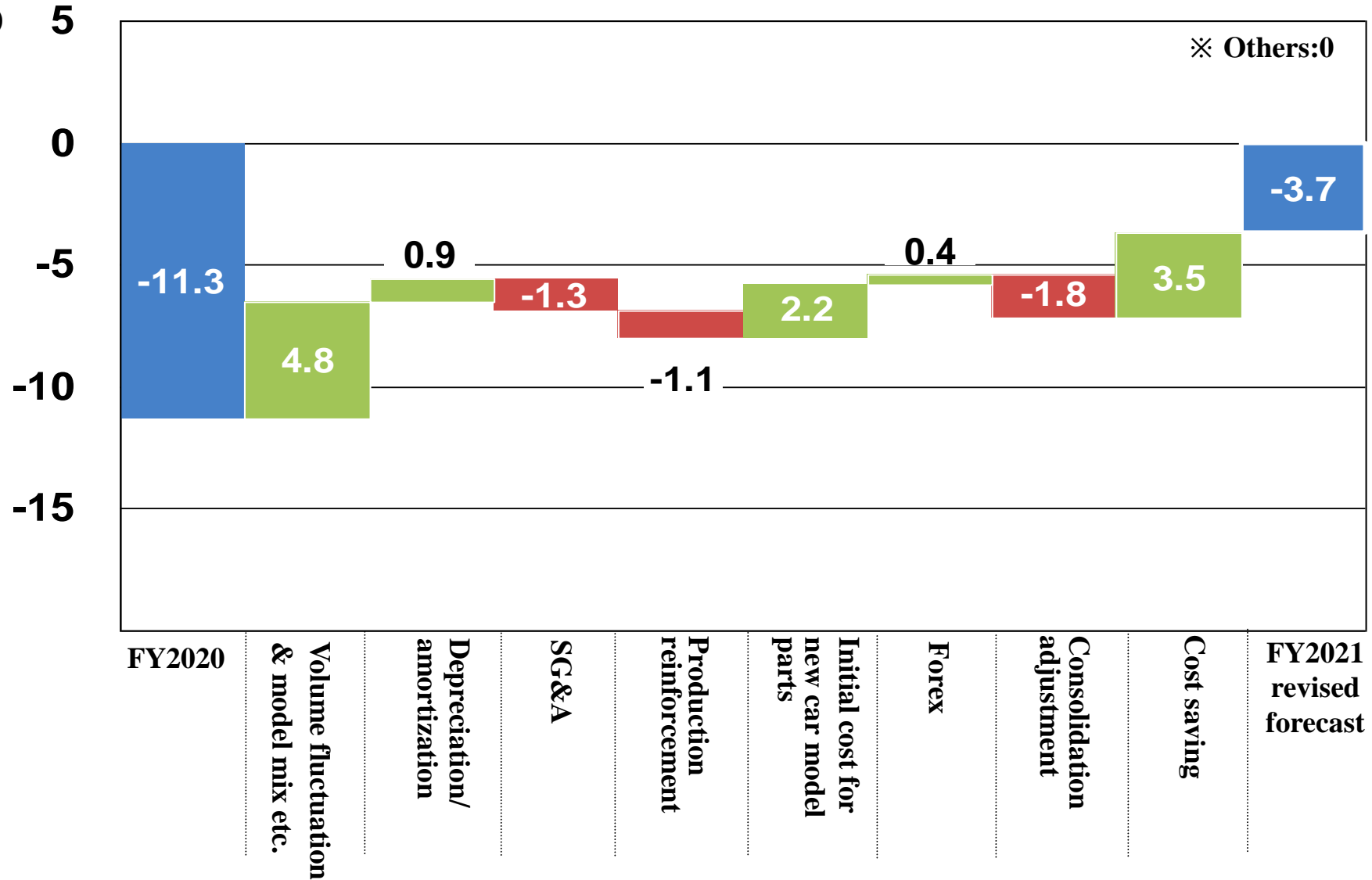
Consolidated Business Forecast for FY2021



	FY2019	FY2020 (A)	FY2021 initial forecast	FY2021 revised forecast (B)	(B)-(A)
Net sales	295.6	234.5	287.0	268.0	+33.5
Operating profit	3.3	-11.3	5.4	-3.7	+7.6
Ordinary profit	3.4	-9.1	4.1	-2.4	+6.7
Net income attributable to owners of parent	-3.9	-17.6	1.0	-5.1	+12.5

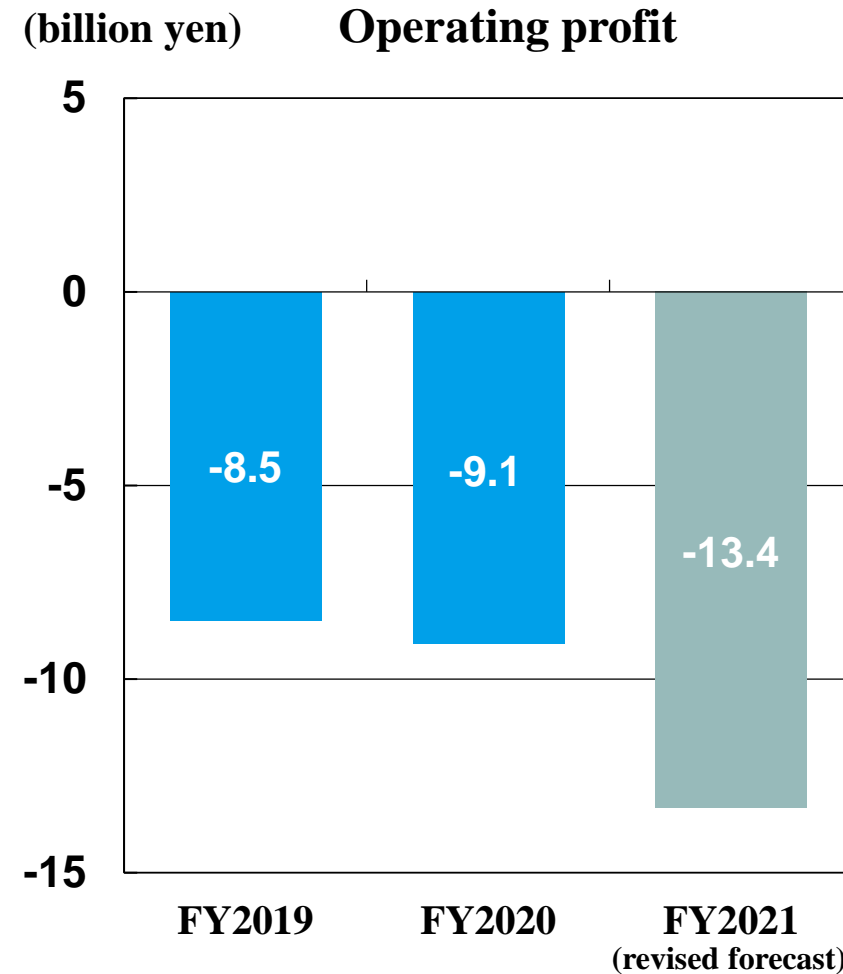
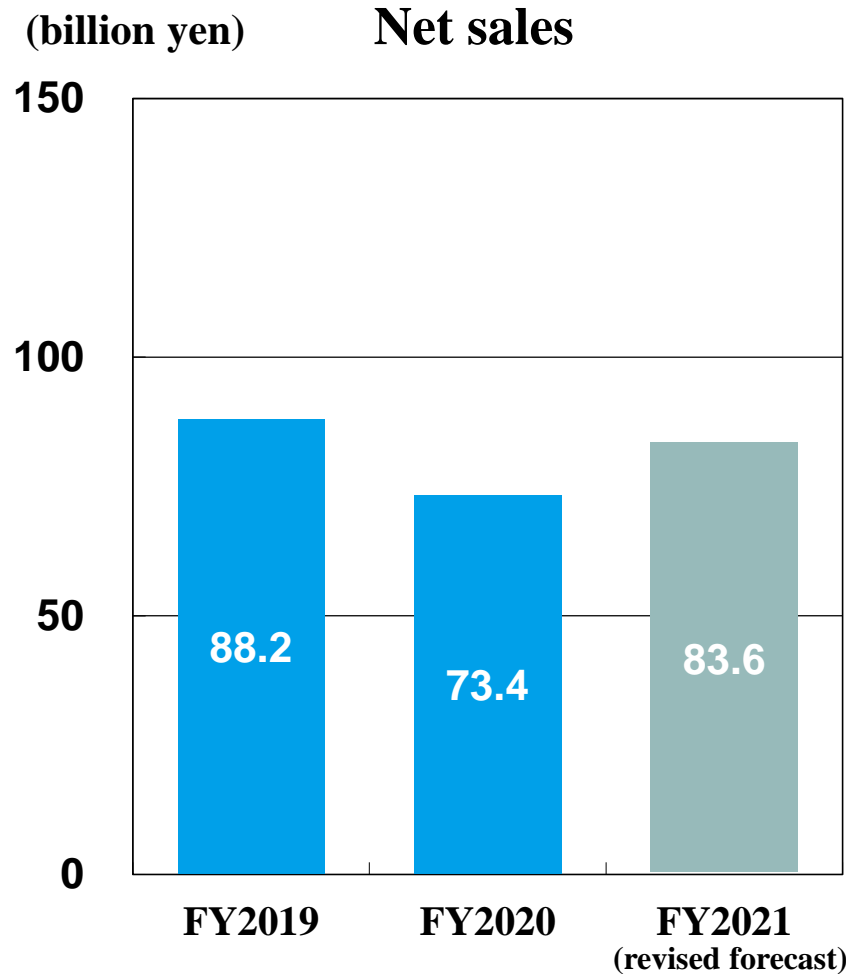
Forecast of Operating Profit Variance Analysis

(billion yen)



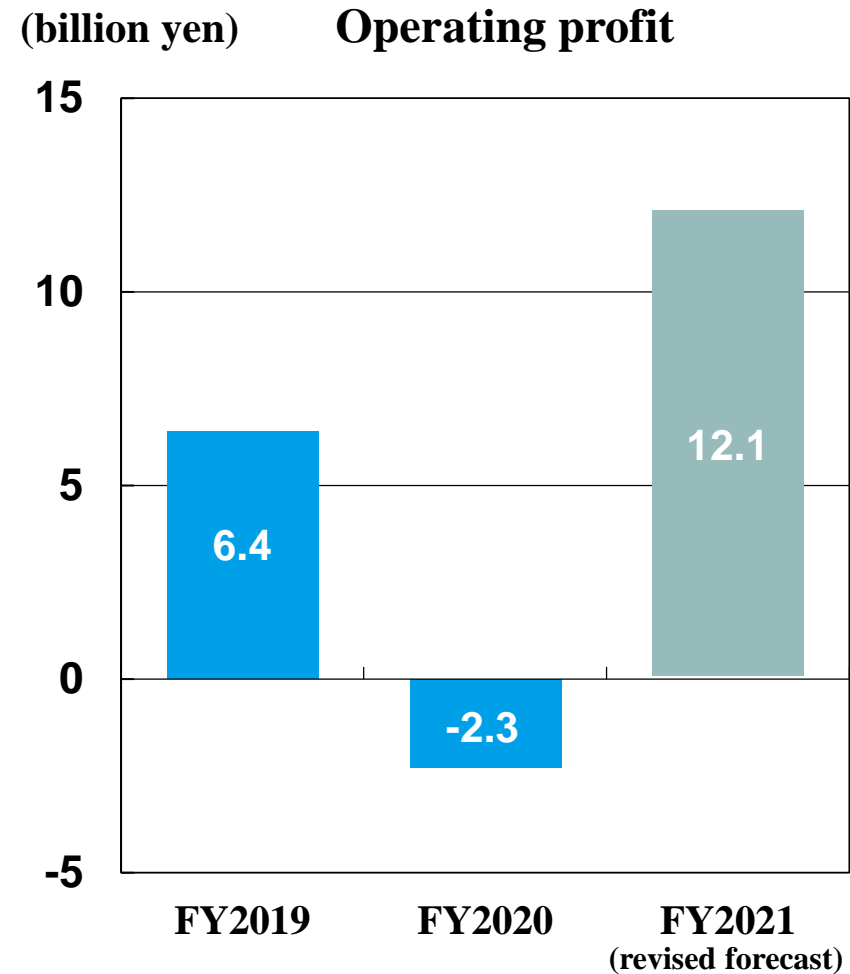
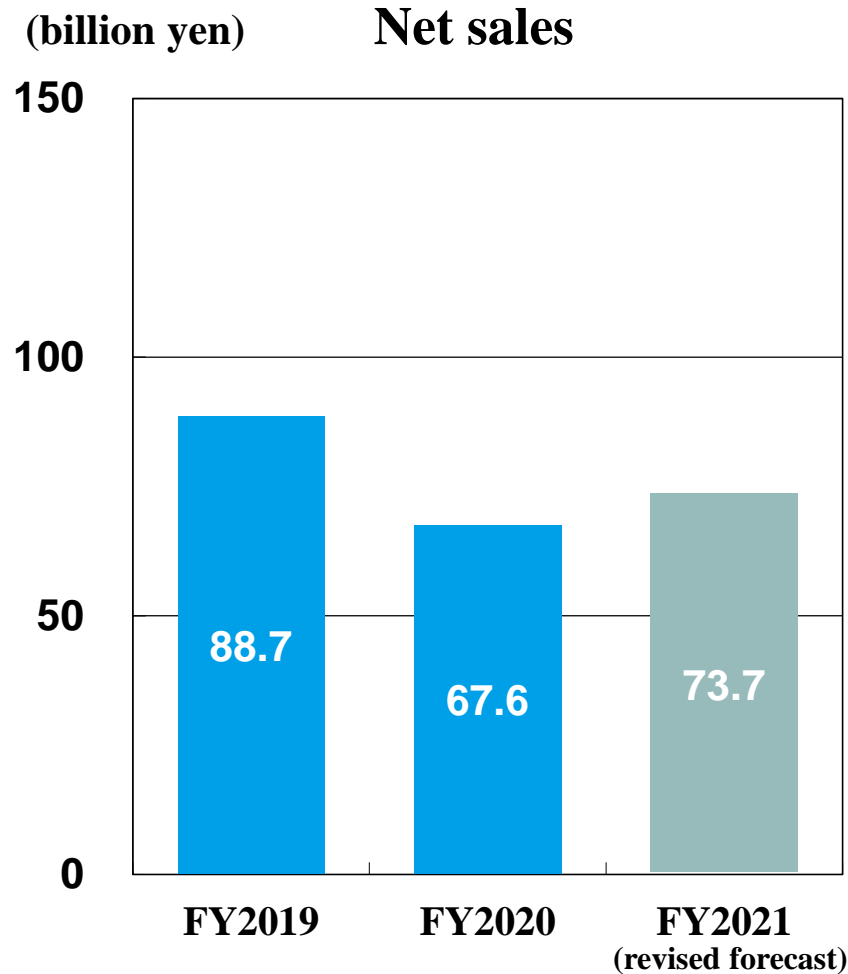
Net Sales/Operating Profit by Region (Japan)

- Net sales growth is projected based on the impact of customers' production increase.
- Despite higher customers' production volume and lower new model parts launch cost, operating profit is projected to decrease due to transfer pricing taxation adjustment cost.



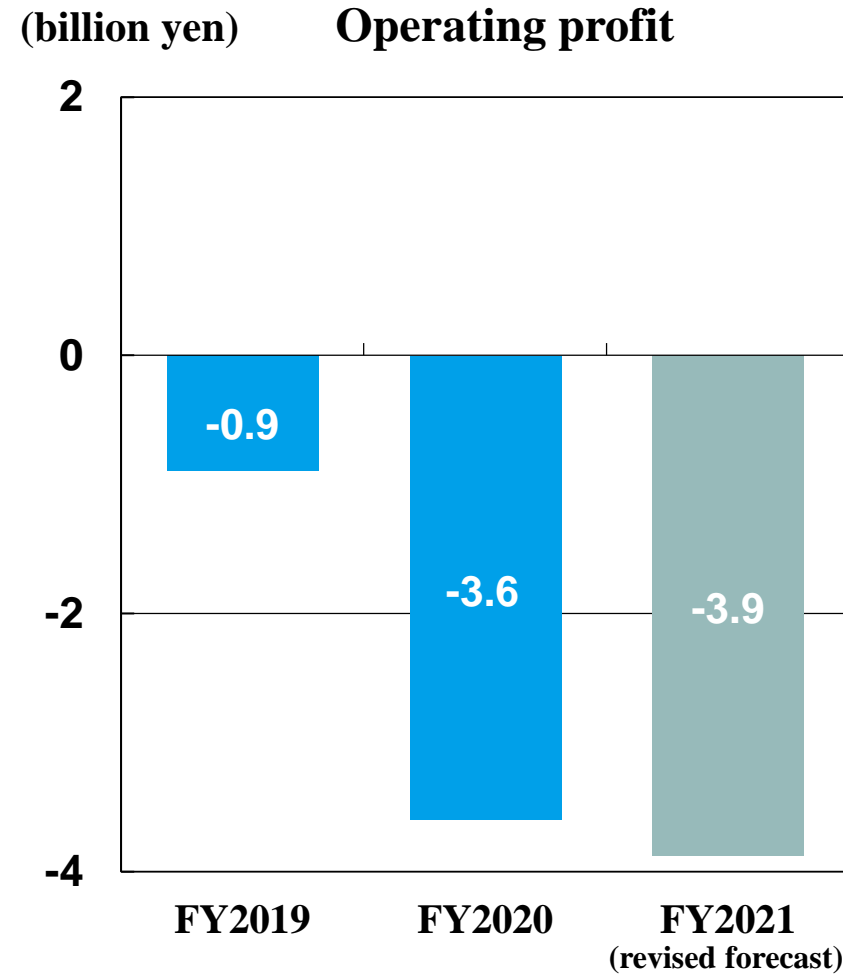
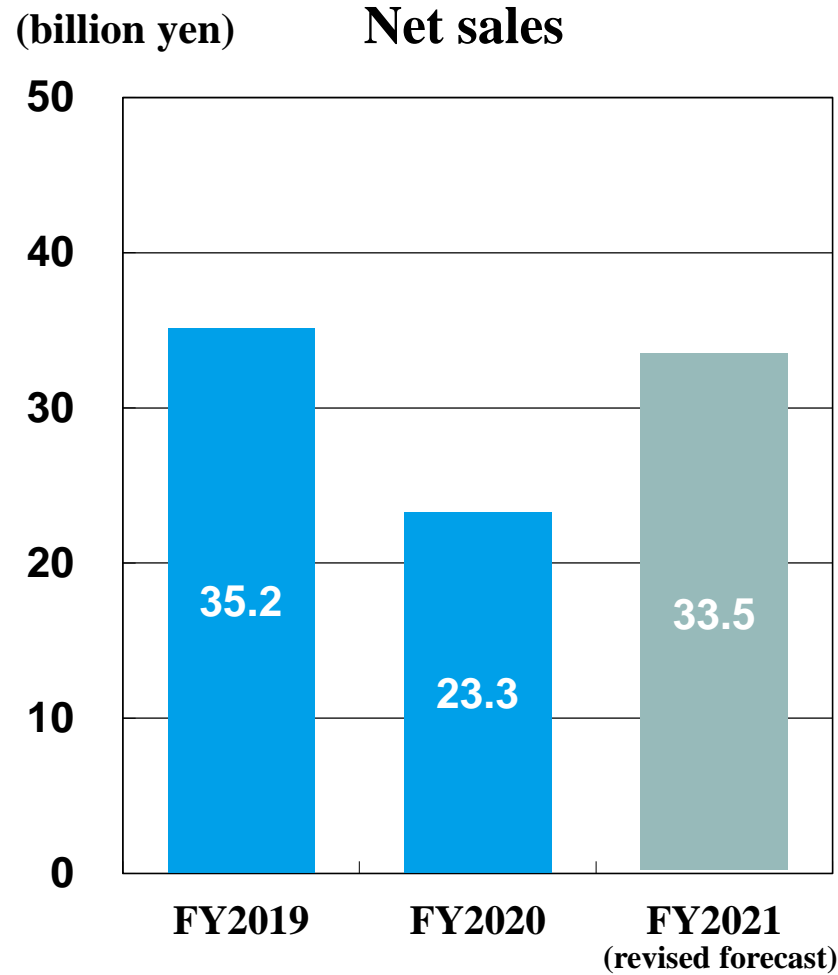
Net Sales/Operating Profit by Region (the Americas)

- Net sales growth is projected based on customers' production increase and Forex impact.
- Operating profit projected to grow due to increasing sales and price adjustment for transfer pricing taxation.



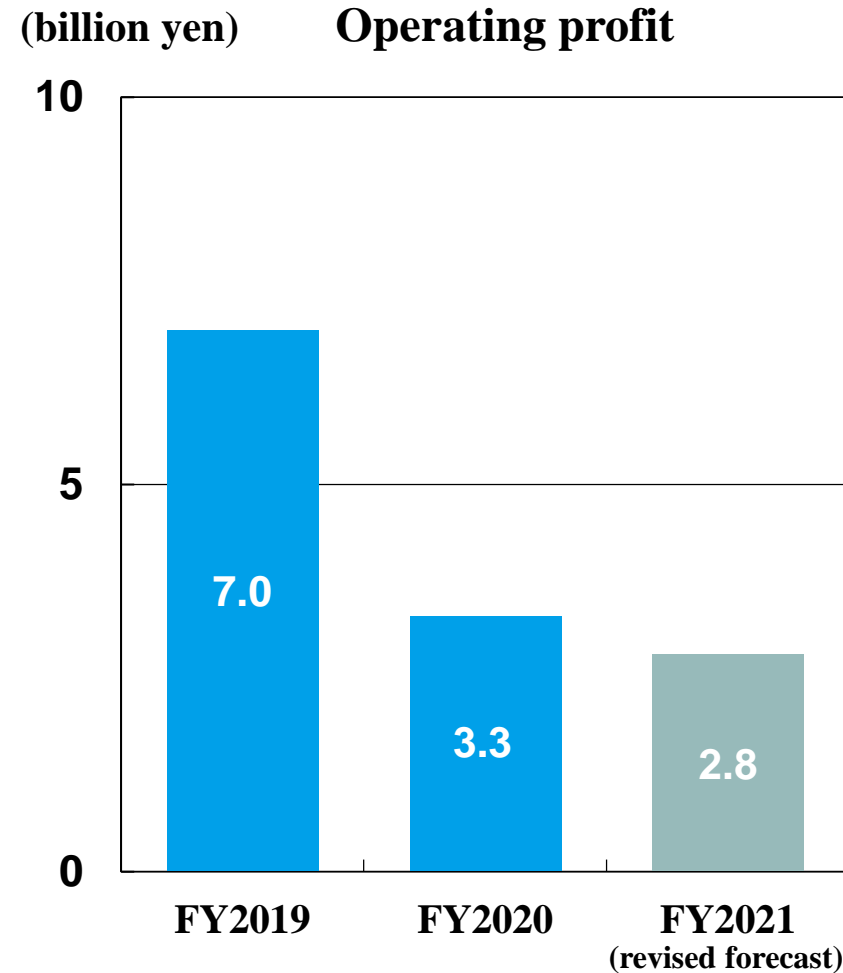
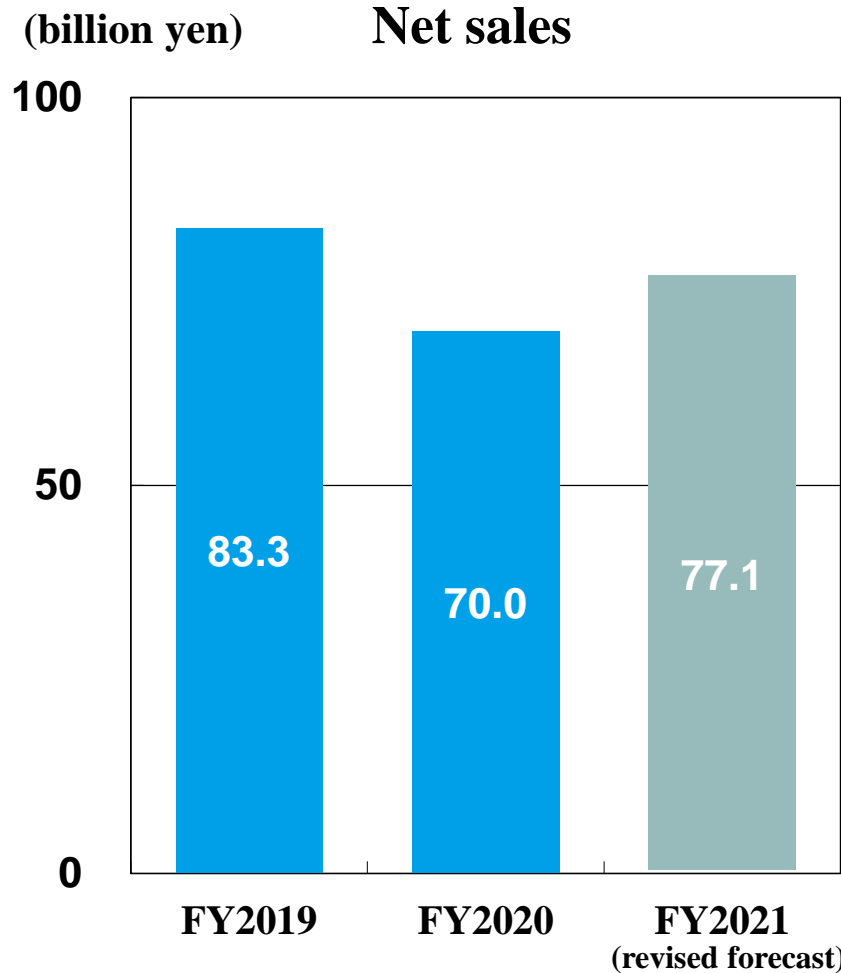
Net Sales/Operating Profit by Region (Europe)

- Net sales projected to increase mainly due to sales of dies and equipment for pressing.
- Operating profit projected to decrease due to customers' production decrease.



Net Sales/Operating Profit by Region (Asia)

- Net sales growth is projected based on the impact of weaker yen exchange rates mainly in China.
- Operating profit projected to be lower due to customers' production decrease and the cost of new base in China.





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(yen)

	2Q, FY2020		2Q, FY2021		Preconditions of FY2021 forecast	
	Average for the period	term end	Average for the period	term end	At first	Full year
US \$	106.33	105.81	110.13	111.95	108.00	110.01
STG £	135.92	132.48	150.79	153.22	150.00	151.09
EURO	119.40	121.05	130.47	131.63	130.00	130.15
MEX \$	4.99	4.66	5.36	5.58	5.20	5.41
RMB	15.32	15.23	16.77	17.12	16.50	16.90
INR	1.43	1.44	1.50	1.52	1.50	1.50
THB	3.41	3.49	3.50	3.45	3.50	3.43
IDR	0.0074	0.0076	0.0076	0.0076	0.0075	0.0076

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

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