



# UNIPRES CORPORATION

## FY2021 3<sup>rd</sup> Quarter Financial Results



UNIPRES CORPORATION



## FY2021 3Q Financial Results

## Forecast of FY2021

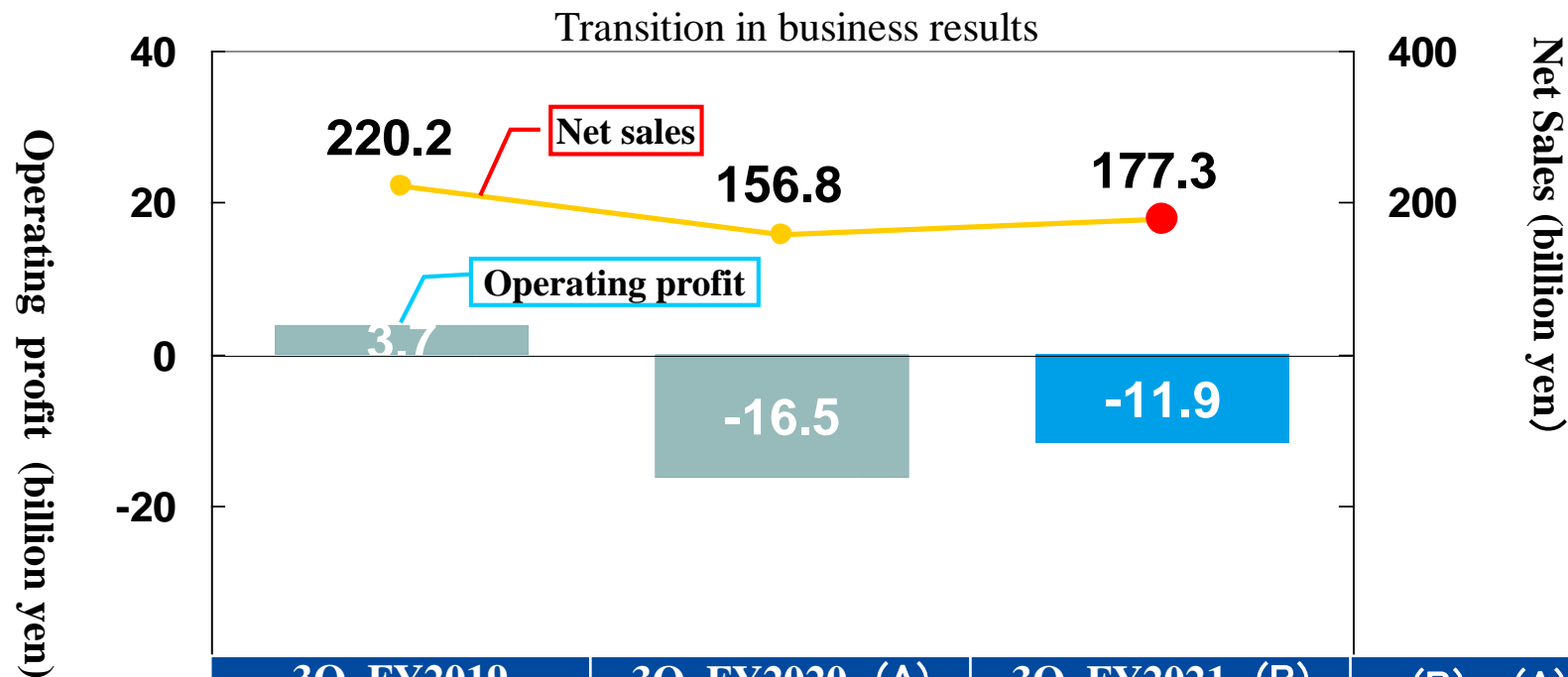


# FY2021 3Q Financial Results

**Although the COVID-19 pandemic had a limited impact and exchange rates had a positive impact, sales remained 177.3 billion yen and operating loss totaled 11.9 billion yen due to customers' sharp production cutbacks caused by the global shortage of semiconductor supplies.**

# Summary of Q3, FY2021

- Net sales increased by 20.5 billion yen (+13.1%) compared with the same period of the previous year.
- Operating profit improved by 4.6 billion yen compared with the same period of the previous year.



	3Q, FY2019	3Q, FY2020 (A)	3Q, FY2021 (B)	(B) - (A)
Net sales	220.2	156.8	177.3	+20.5
Operating profit	3.7	-16.5	-11.9	+4.6
Ordinary profit	3.8	-15.4	-10.1	+5.3
Net income attributable to owners of parent	0.9	-15.5	-10.9	+4.6

# Consolidated Sales by Product Group

(billion yen)

	3Q, FY2020		3Q, FY2021		Variance	Variance %
	Sales	%	Sales	%		
<b>Car body press products</b>	<b>130.3</b>	<b>83.1%</b>	<b>150.1</b>	<b>84.7%</b>	<b>+19.8</b>	<b>+1.6%</b>
<b>Transmission products</b>	<b>22.3</b>	<b>14.2%</b>	<b>23.6</b>	<b>13.3%</b>	<b>+1.3</b>	<b>-0.9%</b>
<b>Plastic products</b>	<b>2.2</b>	<b>1.4%</b>	<b>2.1</b>	<b>1.2%</b>	<b>-0.1</b>	<b>-0.2%</b>
<b>Other</b>	<b>2.0</b>	<b>1.3%</b>	<b>1.5</b>	<b>0.8%</b>	<b>-0.5</b>	<b>-0.5%</b>
<b>Total</b>	<b>156.8</b>	<b>100%</b>	<b>177.3</b>	<b>100%</b>	<b>+20.5</b>	<b>—</b>

# Consolidated Sales by Customer (Nissan Motor-related products)

- The composition ratio decreased by 1.7% mainly because of sales decrease of Nissan Motor.

	3Q, FY2020		3Q, FY2021		Variance	(billion yen)
	Sales	%	Sales	%		
<b>Nissan Motor-related products Sub-total</b>	<b>127.4</b>	<b>81.3%</b>	<b>141.1</b>	<b>79.6%</b>	<b>-1.7%</b>	
Dongfeng Motor Company Limited.	30.3	19.3%	35.7	20.1%	+0.8%	
Nissan North America	17.4	11.1%	22.2	12.5%	+1.4%	
Nissan Motor	24.5	15.6%	20.2	11.4%	-4.2%	
JATCO (Incl. overseas operations)	16.6	10.6%	18.1	10.2%	-0.4%	
Nissan Mexicana	17.1	10.9%	16.8	9.5%	-1.4%	
Nissan Europe	6.9	4.4%	14.9	8.4%	+4.0%	
NISSAN SHATAI	5.5	3.5%	5.1	2.9%	-0.6%	
Renault Nissan India	1.7	1.1%	2.7	1.5%	+0.4%	
Nissan Thailand	4.0	2.6%	2.2	1.2%	-1.4%	
Marelli Corporation. (Incl. overseas operations)	2.7	1.7%	2.0	1.1%	-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)

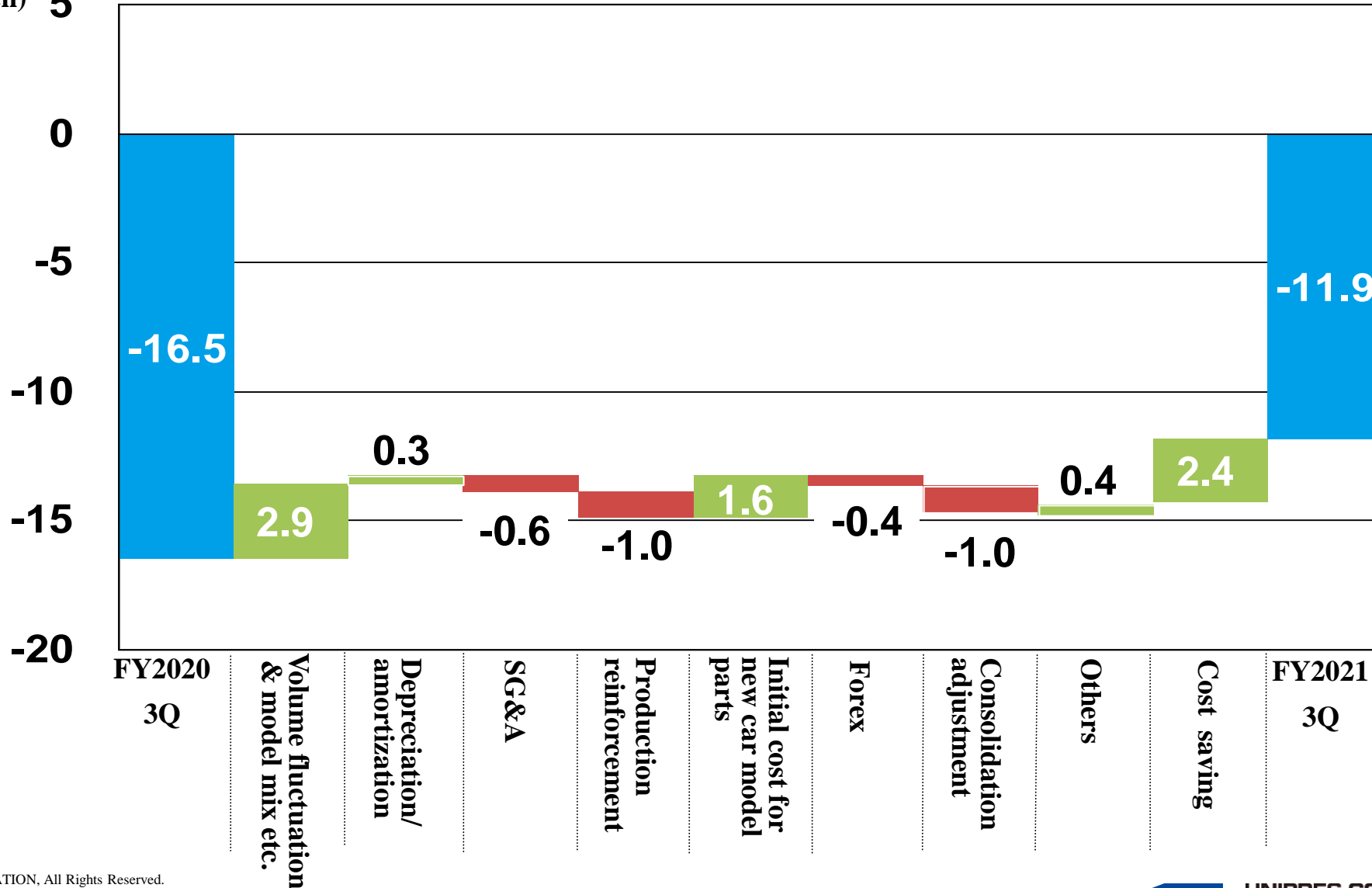
- The composition ratio rose by 1.7% due to sales increase of MITSUBISHI MOTORS CORPORATION.

		3Q, FY2020		3Q, FY2021		Variance (billion yen)
		Sales	%	Sales	%	
<b>Other customers</b>		<b>29.4</b>	<b>18.7%</b>	<b>36.2</b>	<b>20.4%</b>	<b>+1.7%</b>
<b>Incl.)</b>	<b>Sub-total</b>					
<b>Honda</b>	Honda of America Mfg., Inc.	3.7	2.3%	3.2	1.8%	-0.5%
	Honda of The U.K. Manufacturing Ltd.	1.6	1.0%	1.9	1.1%	+0.1%
	Honda De Mexico, S.A. De C.V.	1.4	0.9%	1.7	1.0%	+0.1%
	Honda Motor Co., Ltd.	1.8	1.2%	1.5	0.8%	-0.4%
	P.T. Honda Prospect Motor	0.4	0.2%	0.5	0.3%	+0.1%
MITSUBISHI MOTORS CORPORATION(Incl. overseas operations)		0.2	0.1%	6.2	3.5%	+3.4%
Groupe PSA		2.4	1.5%	3.3	1.9%	+0.4%
AISIN AW CO., LTD. (Incl. overseas operations)		2.4	1.5%	2.1	1.2%	-0.3%
<b>Mazda</b>	Mazda Motor Corporation	1.3	0.8%	1.3	0.7%	-0.1%
	Mazda Motor Manufacturing de Mexico, S.A. de C.V.	0.4	0.3%	0.5	0.3%	0.0%
<b>Renault</b>		2.9	1.9%	1.9	1.1%	-0.8%
Dynax Corporation (Incl. overseas operations)		0.9	0.6%	1.3	0.7%	+0.1%
SUBARU CORPORATION		0.8	0.5%	0.7	0.4%	-0.1%
NSK-Warner K.K.		0.4	0.2%	0.3	0.2%	0.0%
SUZUKI MOTOR CORPORATION. (Incl. overseas operations)		0.2	0.1%	0.3	0.1%	0.0%
Daihatsu Motor Co., Ltd.		0.2	0.1%	0.2	0.1%	0.0%
Isuzu Motors Limited (Incl. overseas operations)		0.2	0.1%	0.2	0.1%	0.0%
Musashi Seimitsu Industry Co., Ltd.		0.2	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)		0.1	0.1%	0.1	0.1%	0.0%



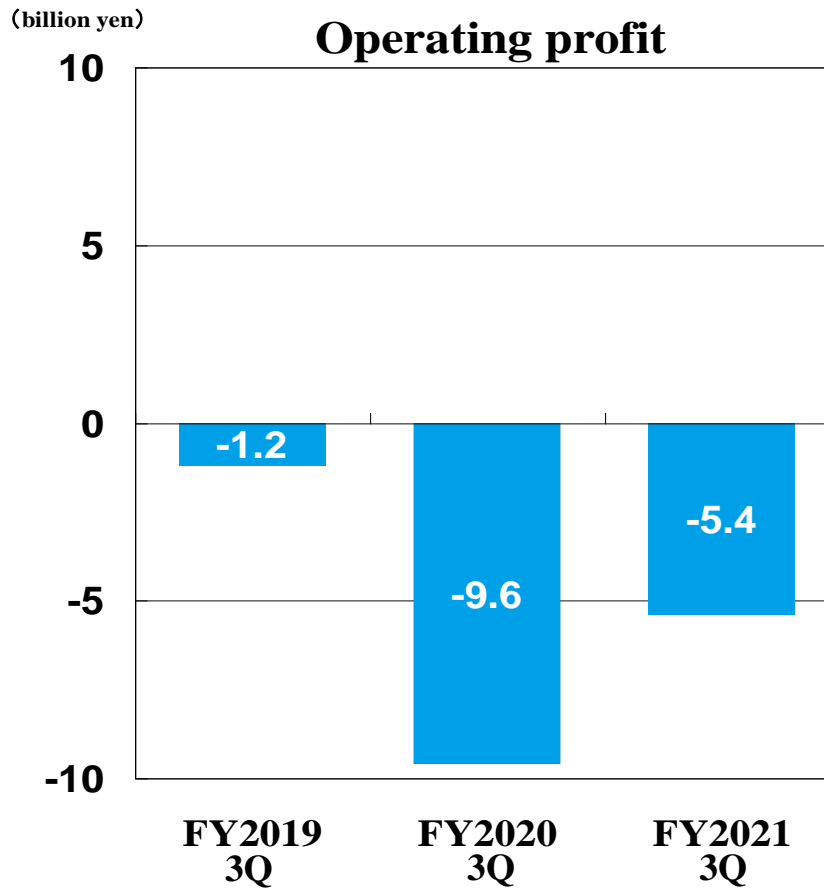
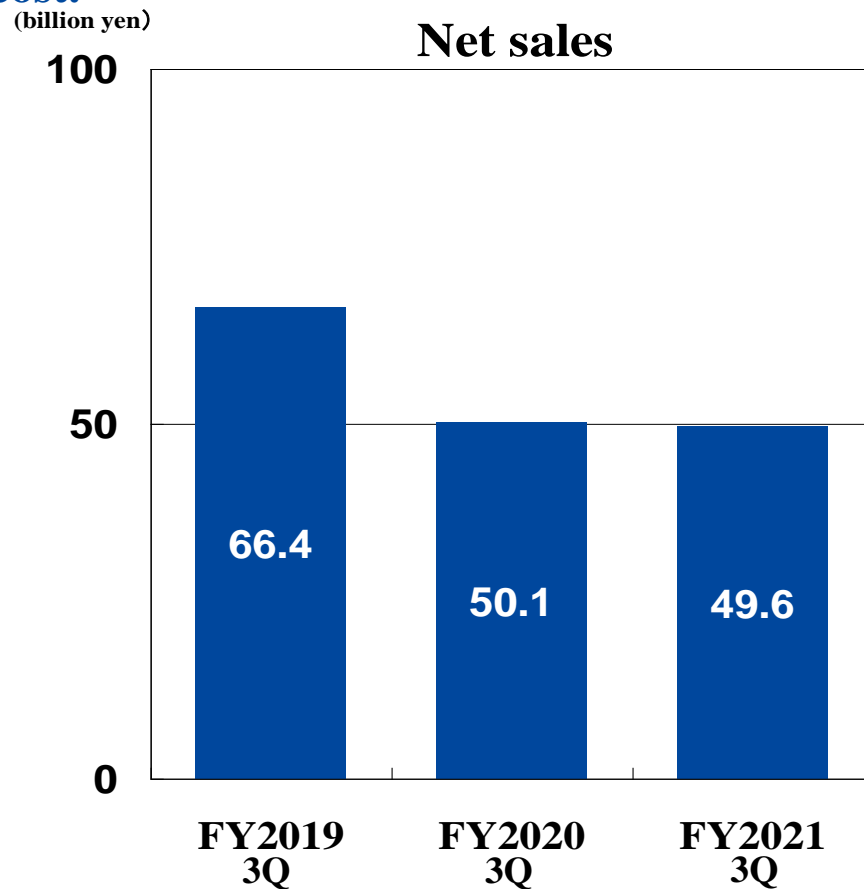
# Operating Profit Variance Analysis

(billion yen) 5



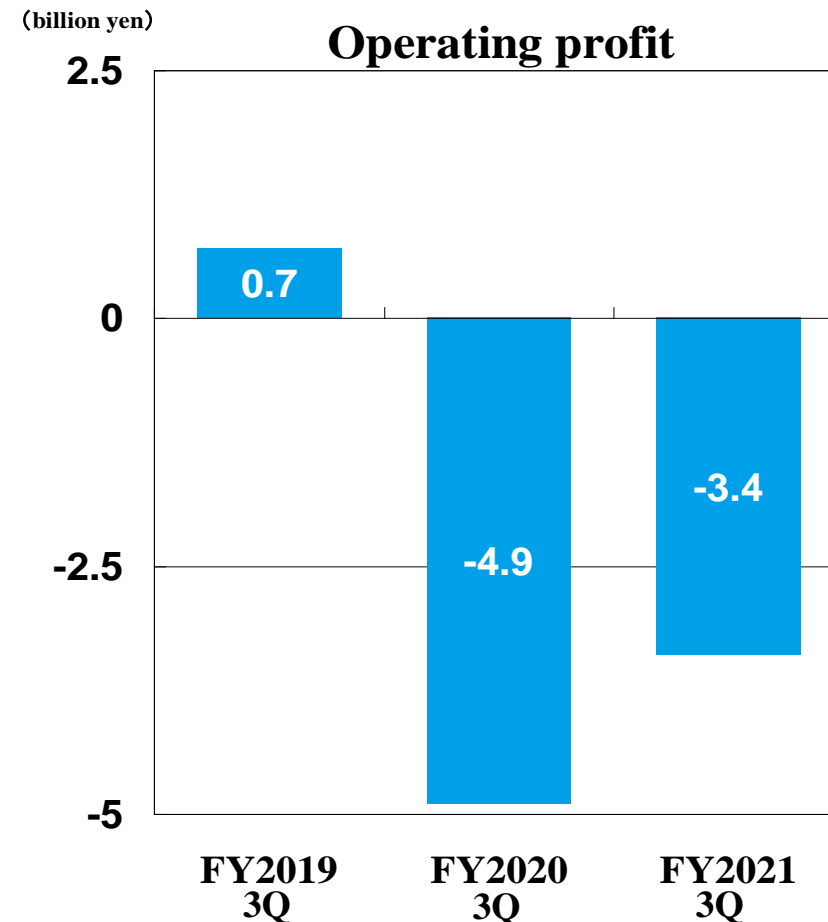
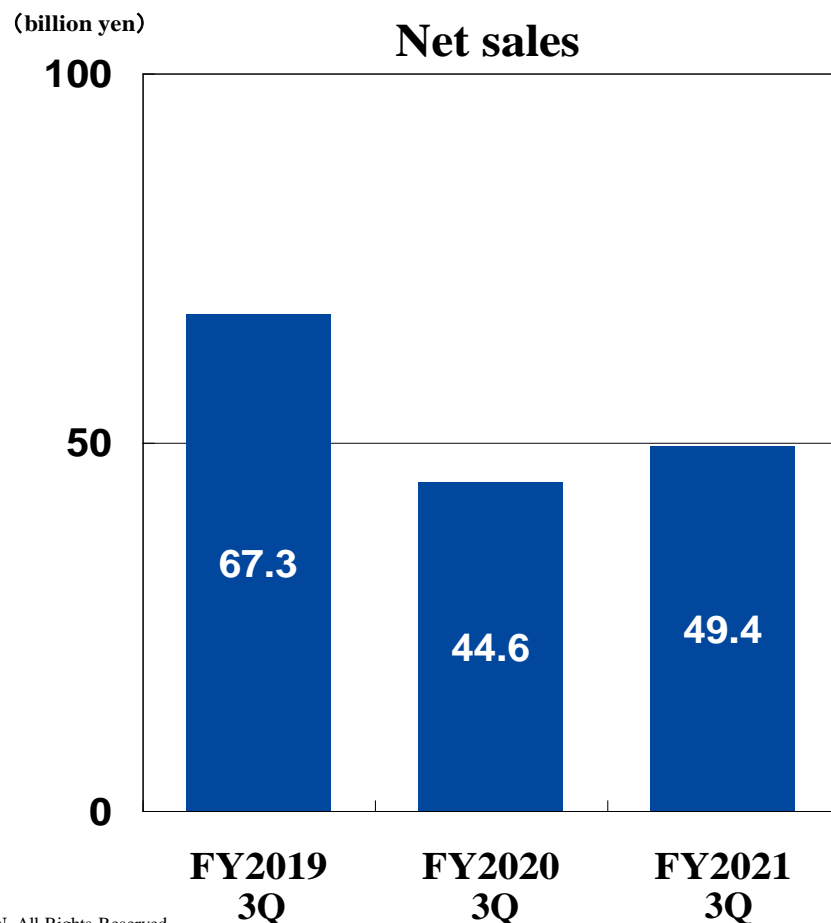
# Sales/Operating Profit by Region (Japan)

- Although recovering from last year's situation when COVID-19 infections were spreading, net sales decreased slightly due to customers' production cutbacks caused by the shortage of semiconductor supplies and decreasing sales of dies and equipment.
- A 4.2 billion yen improvement in operating profit was achieved through the efforts of reducing new model launching cost.



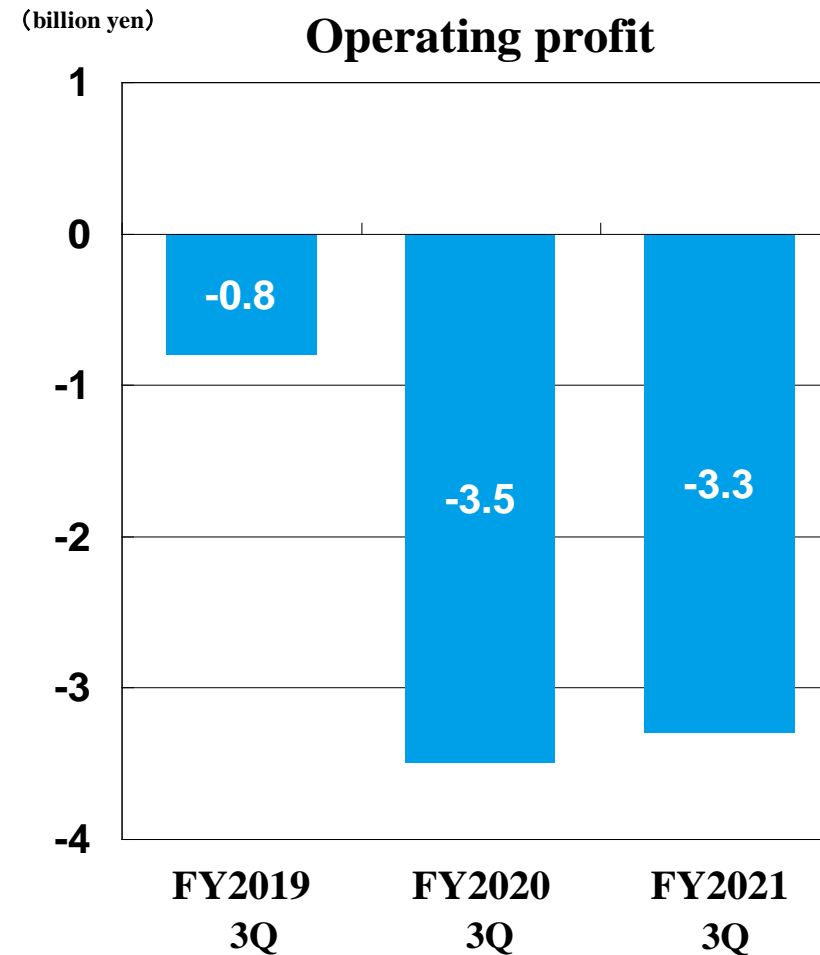
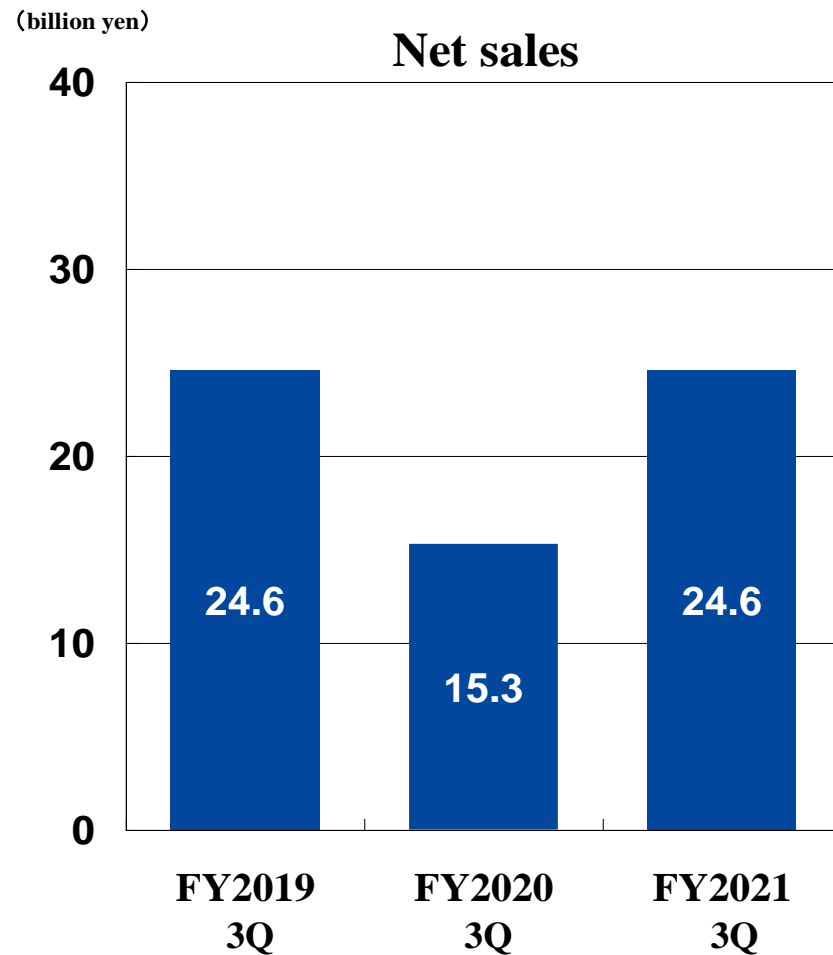
# Sales/Operating Profit by Region (The Americas)

- Although significant recovery was not made in production level due to customer's production cuts caused by semiconductor supply shortage, net sales increased by 10.8% as a result of less impact of the pandemic this year and better exchange rates.
- A 1.5 billion yen improvement in operating profit was achieved.



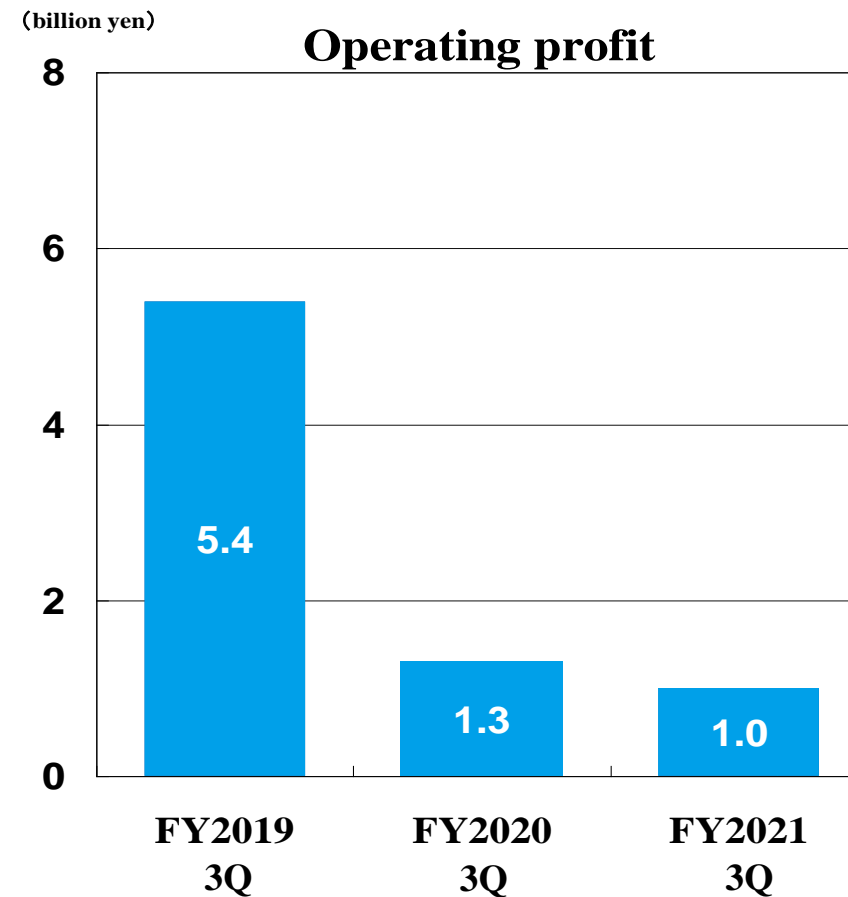
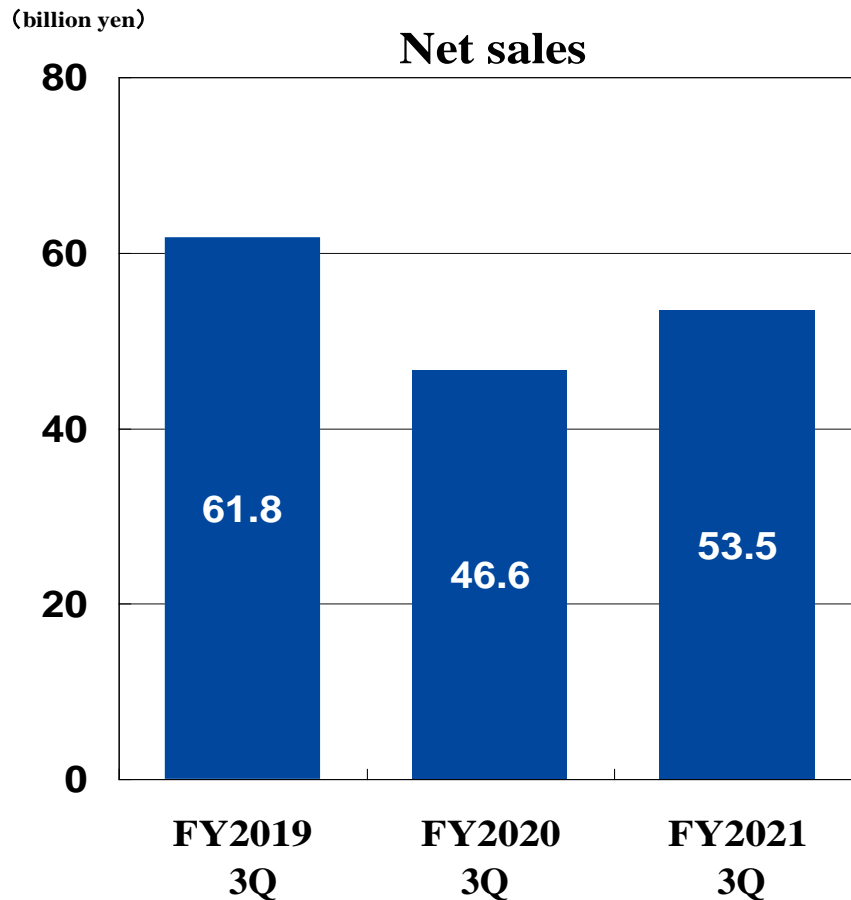
# Sales/Operating profit by Region (Europe)

- Net sales increased by 60.8% due to increasing sales of dies and equipment and the impact of weaker yen exchange rate.
- A 0.2 billion yen improvement in operating profit was achieved.



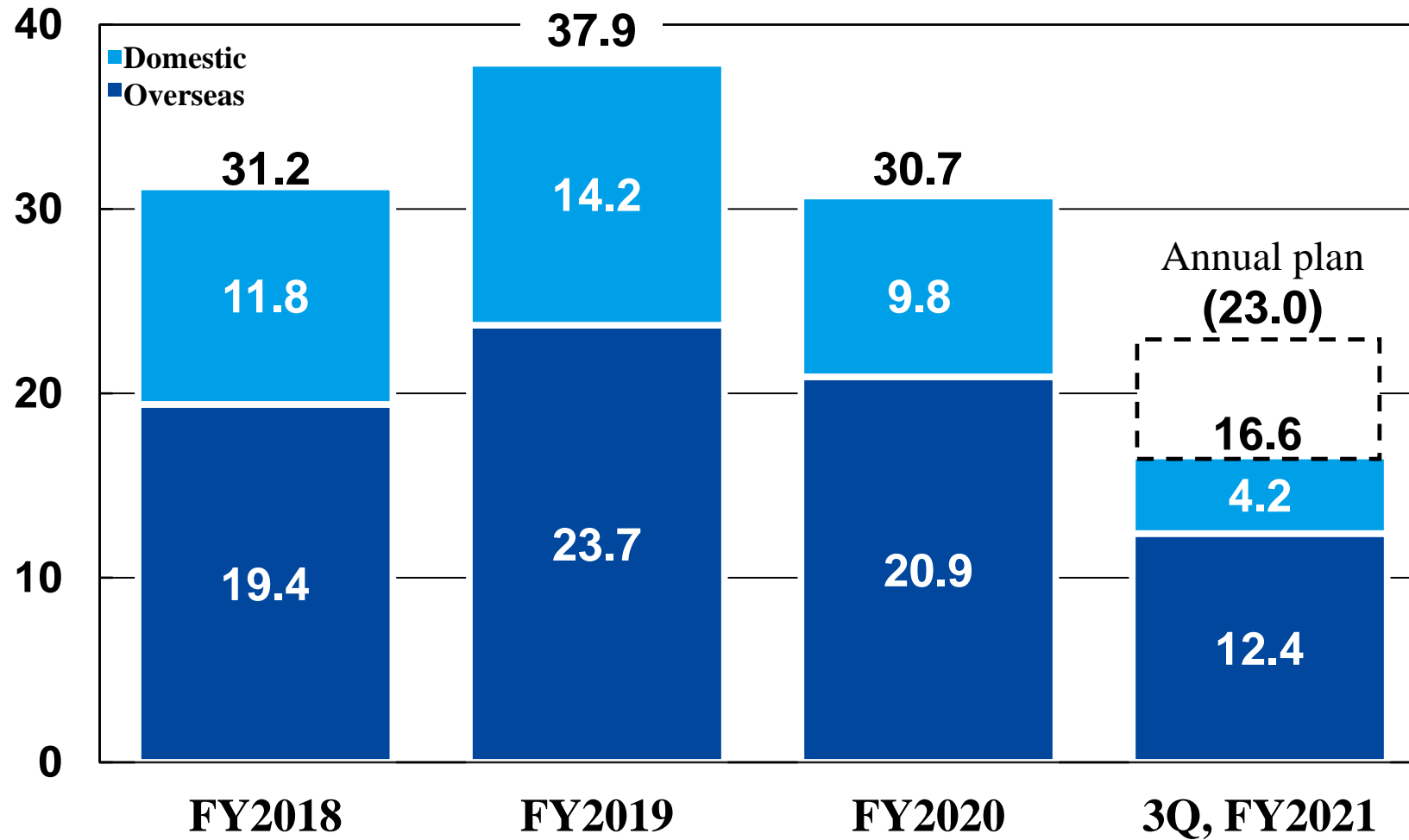
# Sales/Operating Profit by Region (Asia)

- Net sales increased by 14.8% due to the impact of weaker yen exchange rate mainly with China.
- Operating profit decreased by 0.3 billion yen as a result of the cost of new base in China.



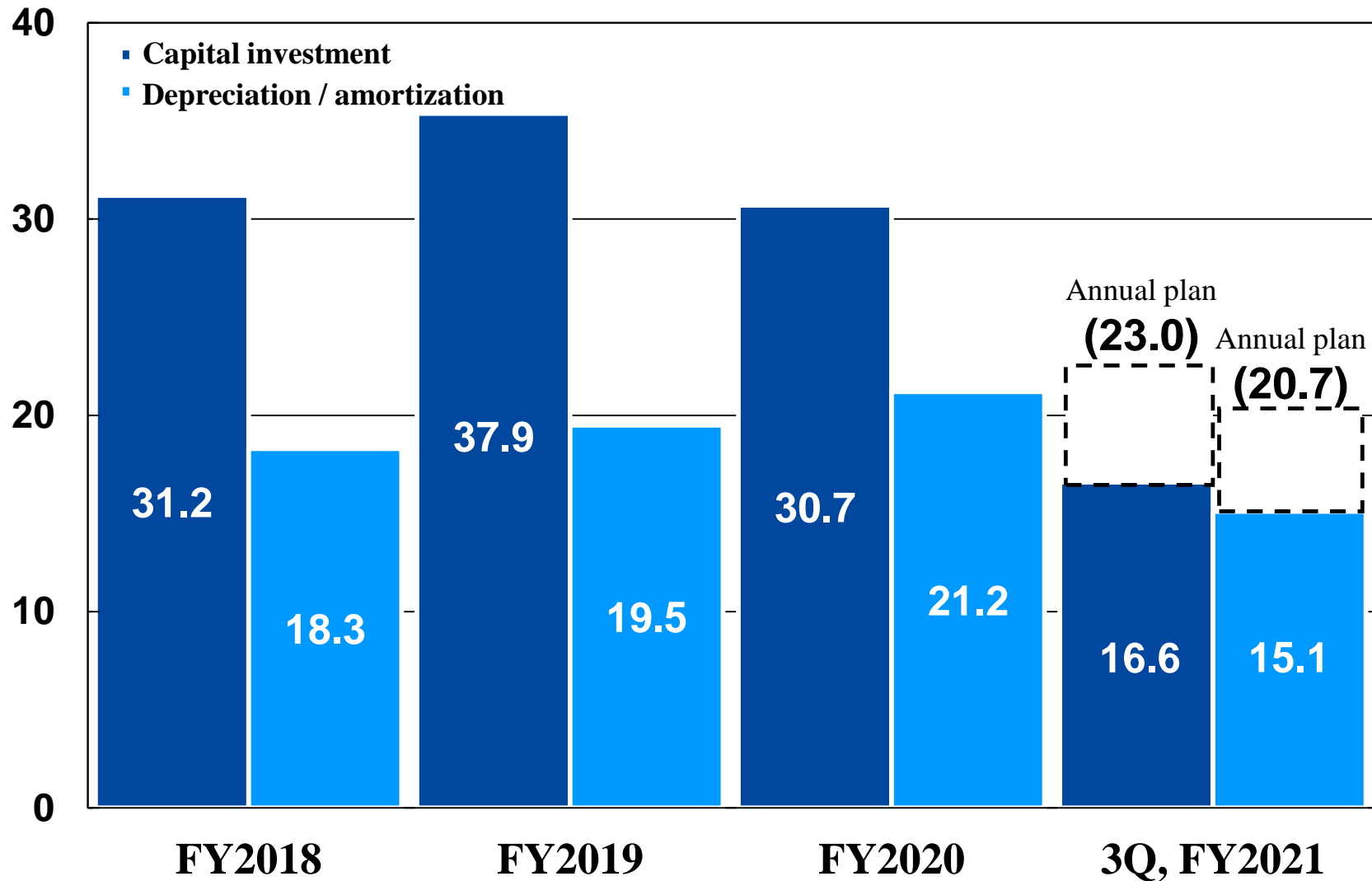
# Capital Investment

(billion yen)



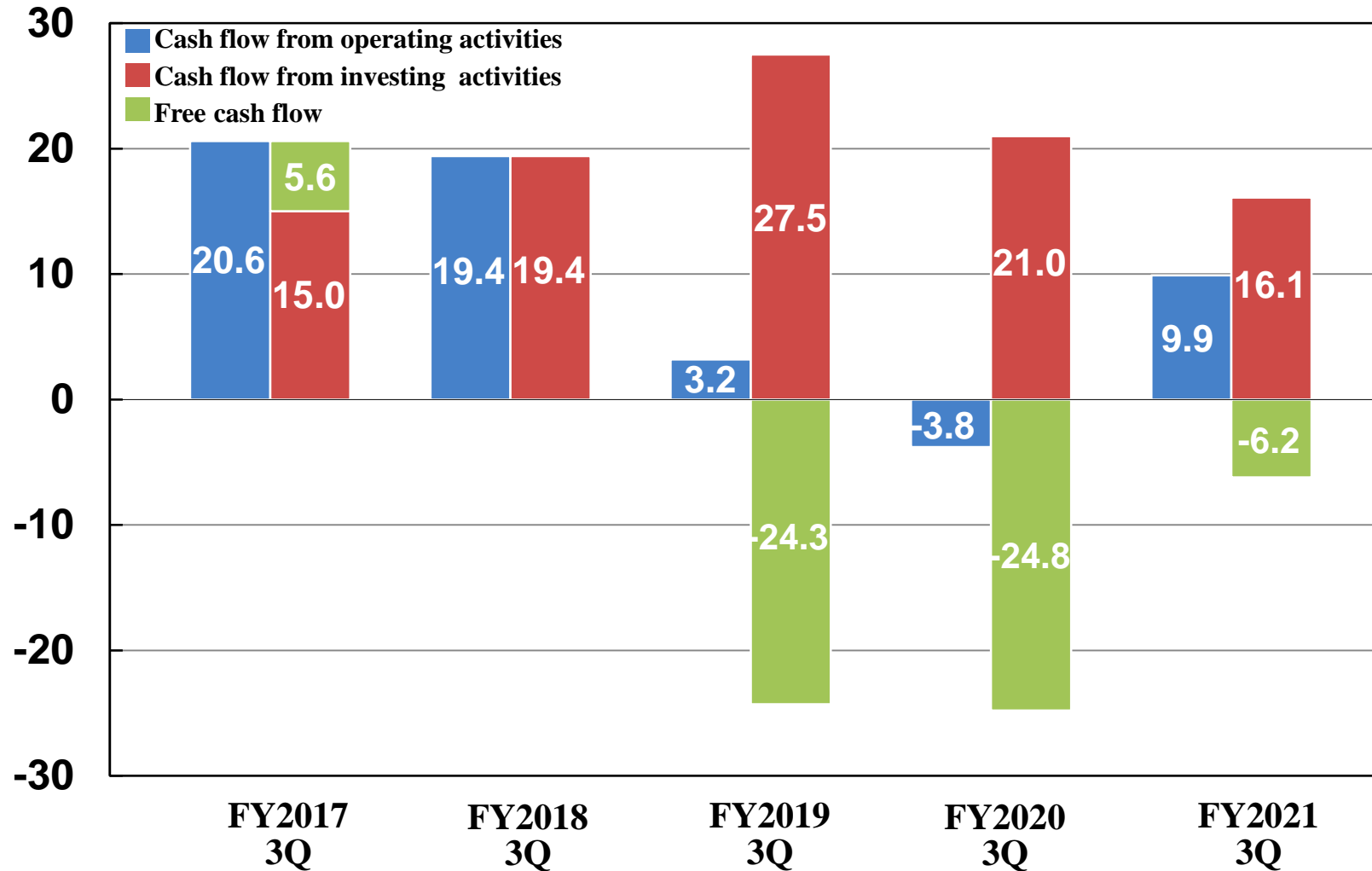
# Capital Investment & Depreciation/Amortization

(billion yen)



# Cash Flows

(billion yen)

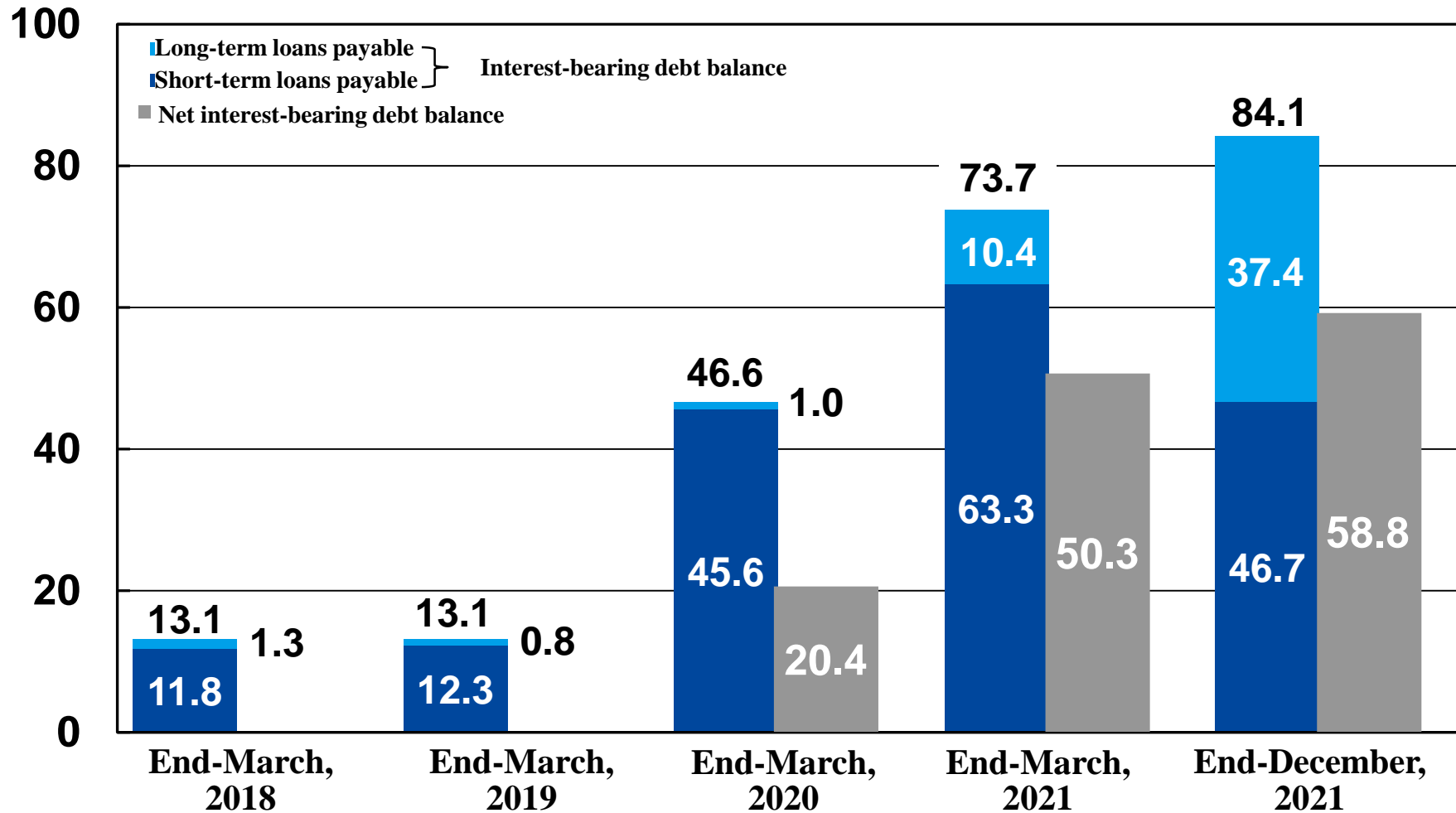




# Interest-bearing Debt & Net Interest-bearing Debt Balance

- Interest-bearing debts increased by 10.4 billion yen compared with the end-March, 2021.
- Net interest-bearing debts including cash and deposits was 58.8 billion yen.

(billion yen)

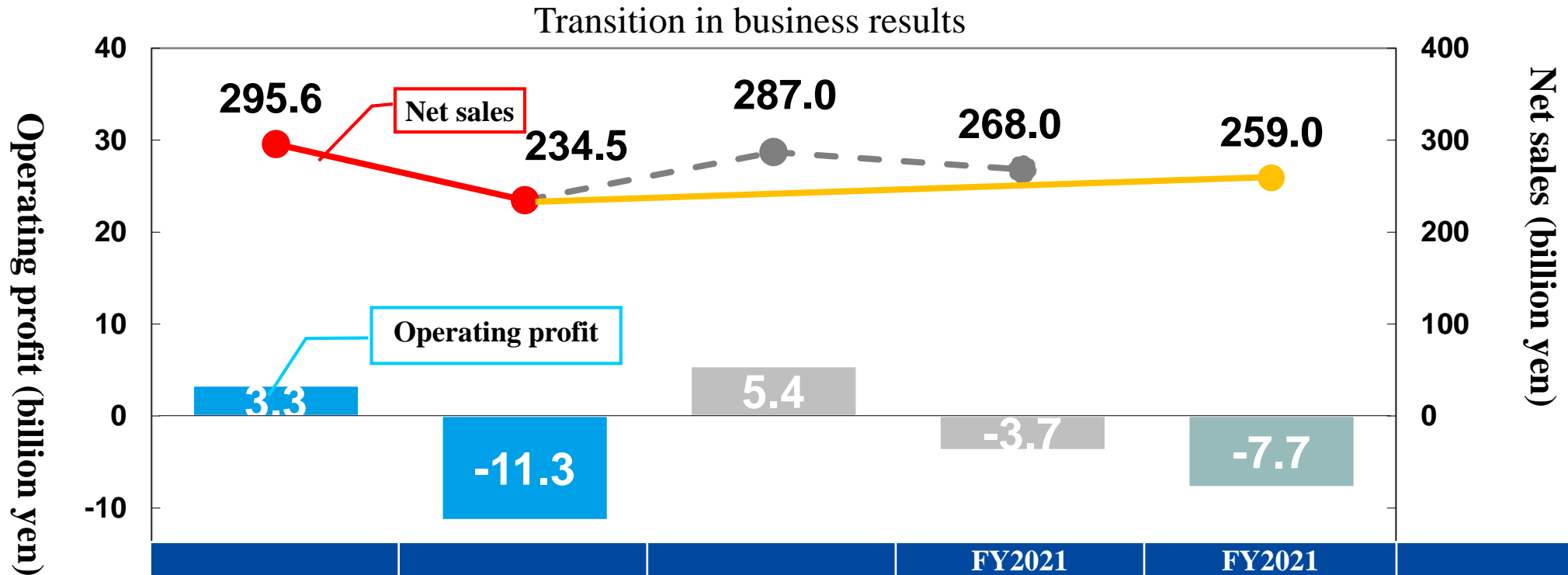




## Forecast of FY2021

- 1. The impact of the semiconductor supply shortage hit harder than the previous prediction during the third quarter. As our immediate production for this fourth quarter is yet to pick up and future recovery is still unpredictable, we revised down the predicted business results.**
- 2. Although impacted by customers' production cutbacks caused by the semiconductor supply shortage, net sales is forecast to increase on a year-on-year basis because of the recovery on customers' production and sales. Operating profit is forecast to be higher than the same period of the previous year through cost reduction efforts.**

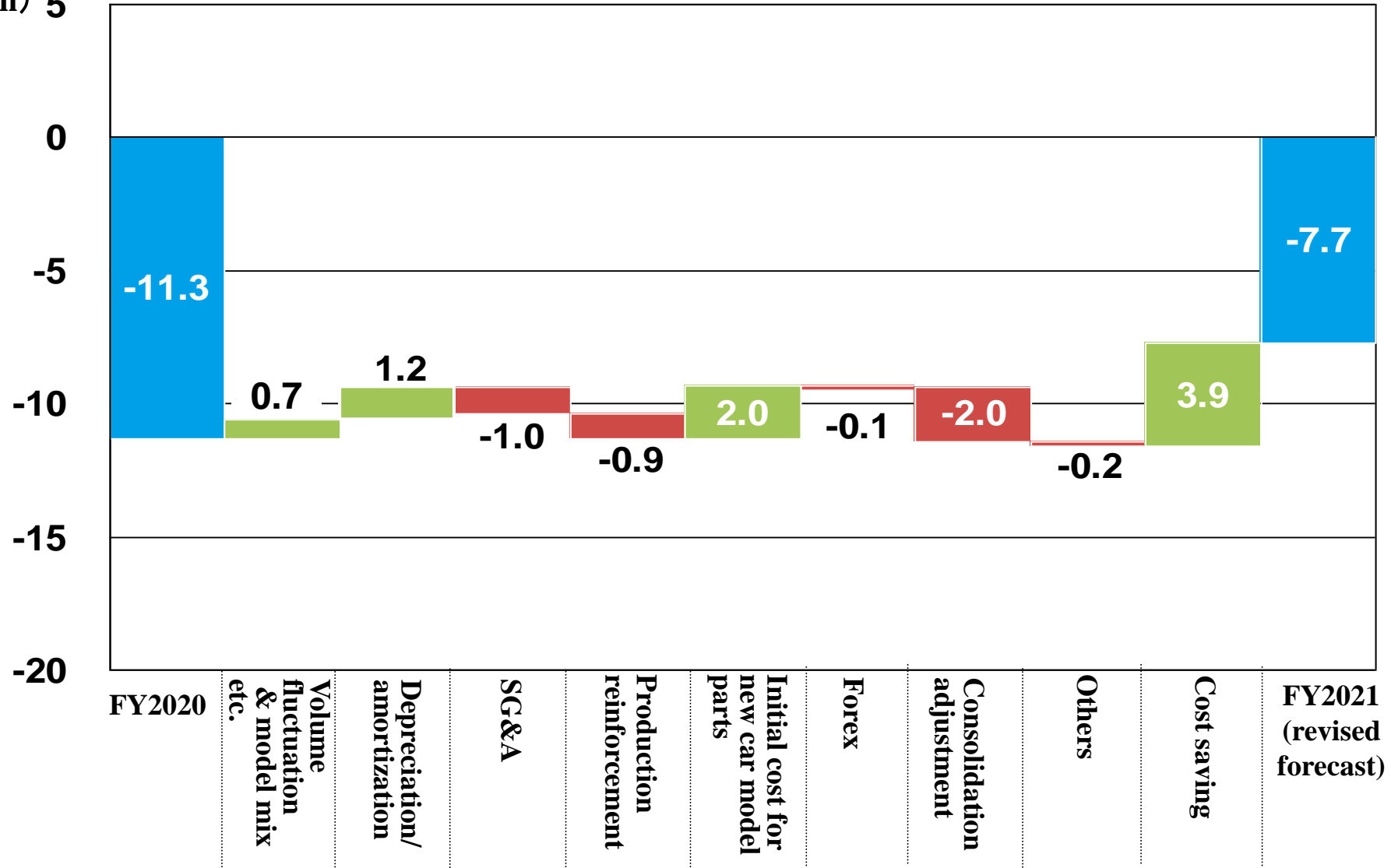
# Consolidated Business Forecast for FY2021



	FY2019	FY2020 (A)	FY2021 initial plan	FY2021 revised forecast released on November 11	FY2021 revised forecast released on February 10 (B)	(B) - (A)
Net sales	295.6	234.5	287.0	268.0	259.0	+24.5
Operating profit	3.3	-11.3	5.4	-3.7	-7.7	+3.6
Ordinary profit	3.4	-9.1	4.1	-2.4	-5.0	+4.1
Net income attributable to owners of parent	-3.9	-17.6	1.0	-5.1	-7.8	+9.8

# Forecast of Operating Profit Variance Analysis

(billion yen) 5

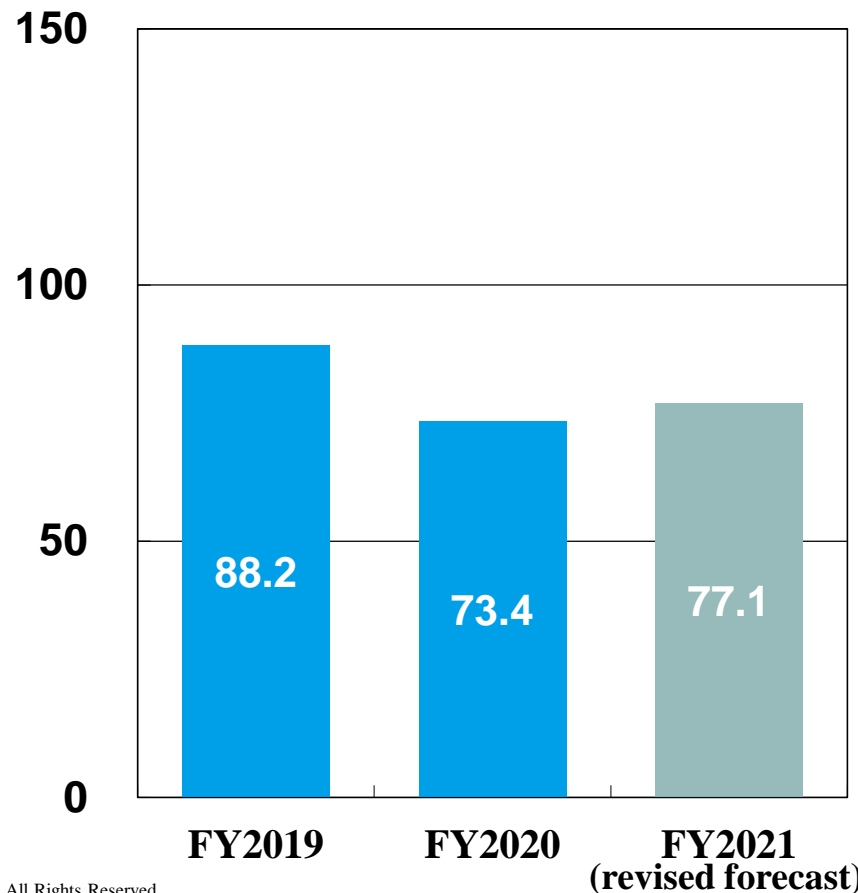


# Sales/Operating Profit by Region (Japan)

- Net sales is projected to increase.
- A 4.9 billion yen improvement in operating profit is projected through the efforts of reducing new model launching cost..

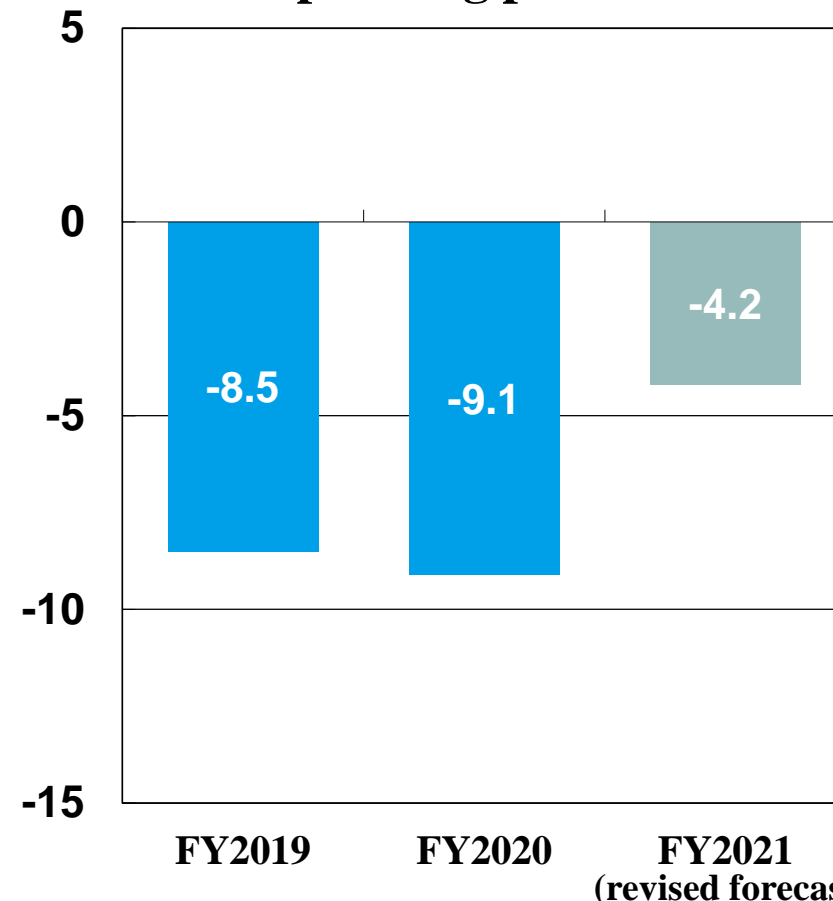
(billion yen)

**Net sales**



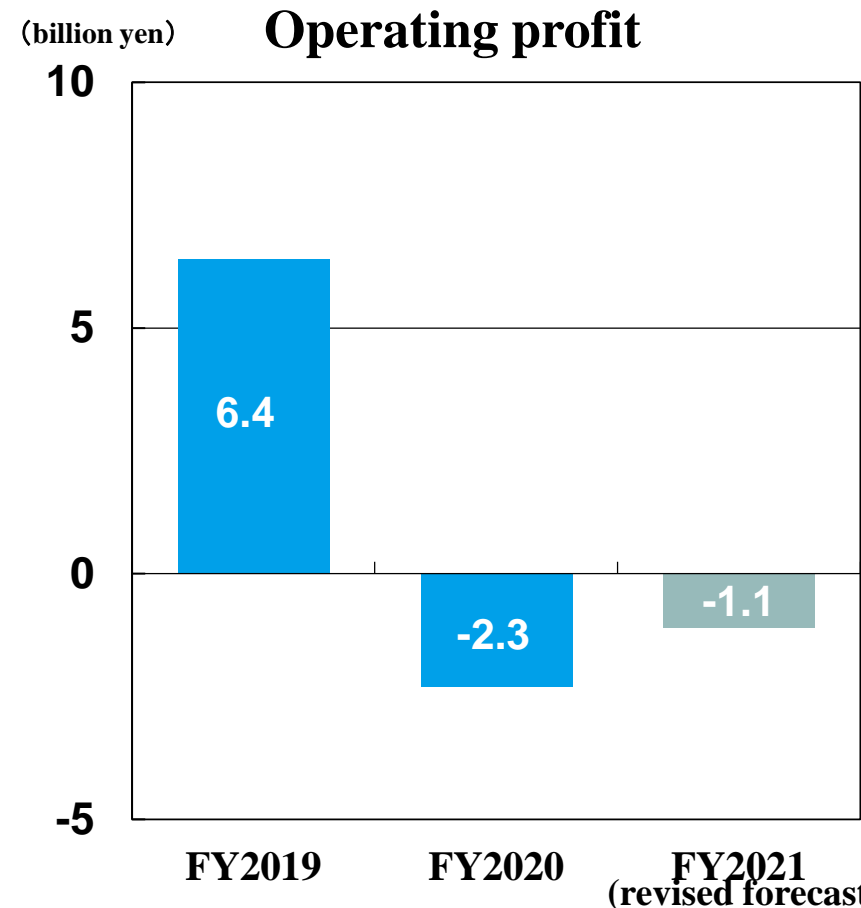
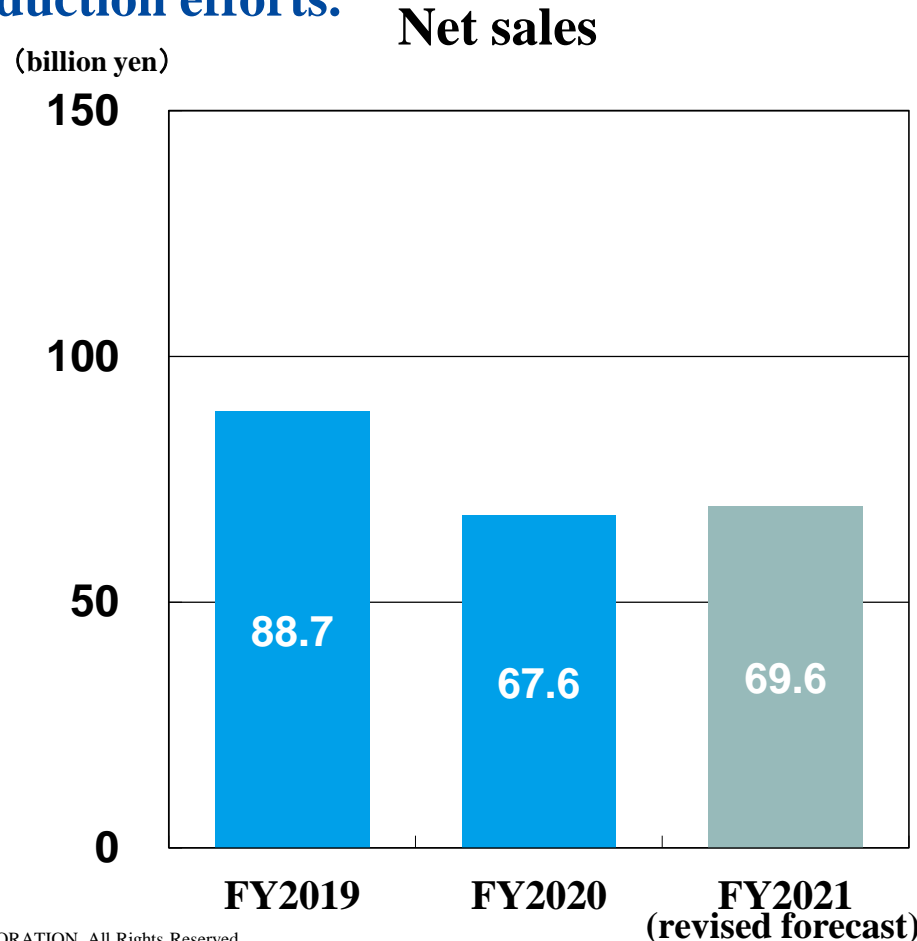
(billion yen)

**Operating profit**



# Sales/Operating Profit by Region (The Americas)

- Net sales is projected to increase slightly due to customers' production increase and the impact of weaker yen exchange rate .
- A 1.2 billion yen improvement in operating profit is projected due to increasing sales and cost reduction efforts.

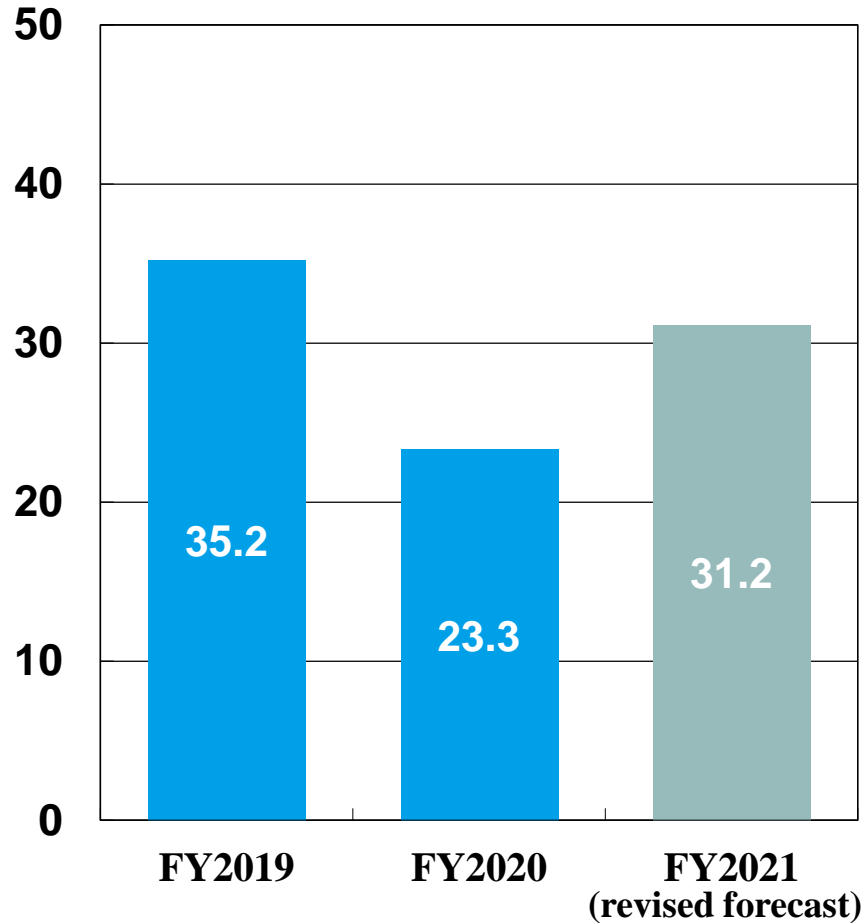


# Sales/Operating profit by Region (Europe)

- Net sales are projected to increase mainly due to increasing sales of dies and equipment.
- Operating profit is projected to decrease due to declining production of the customer.

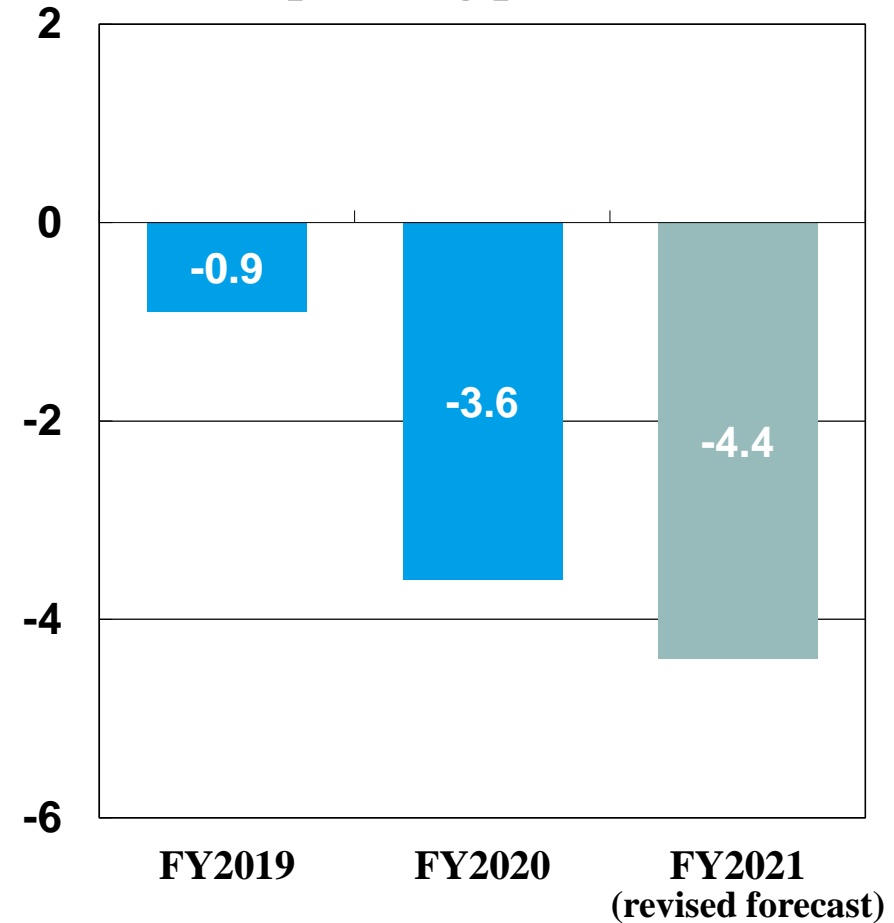
(billion yen)

Net sales



(billion yen)

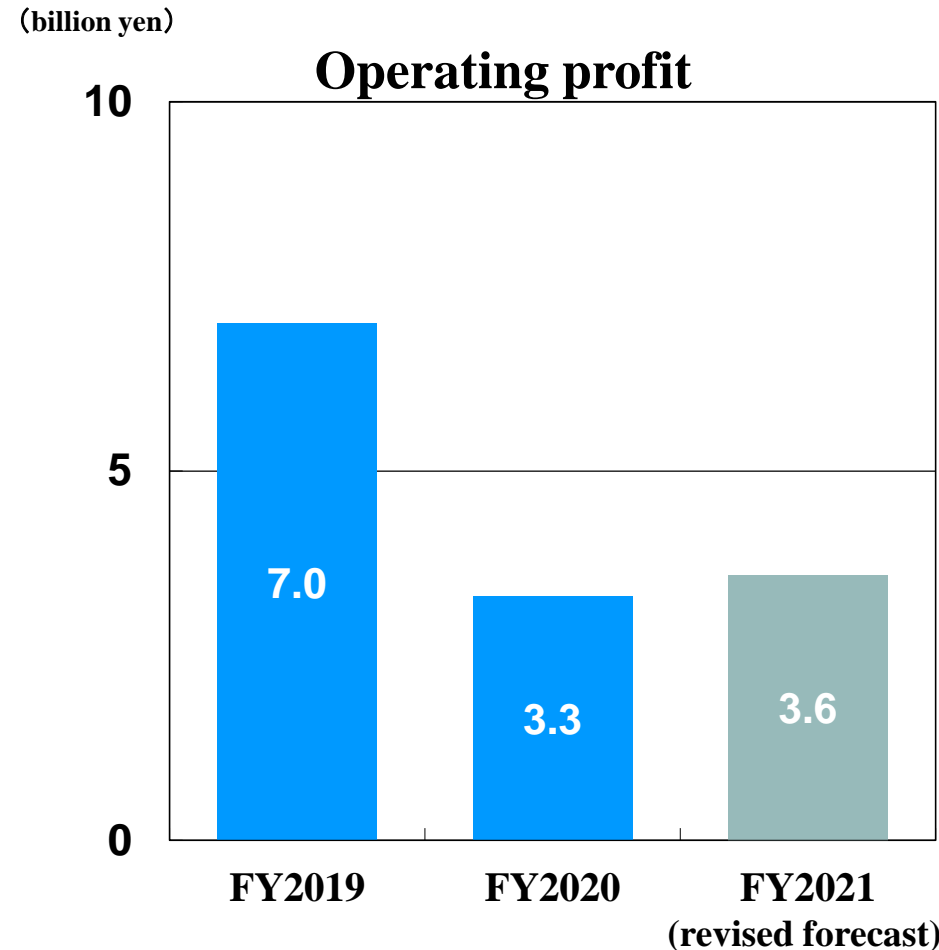
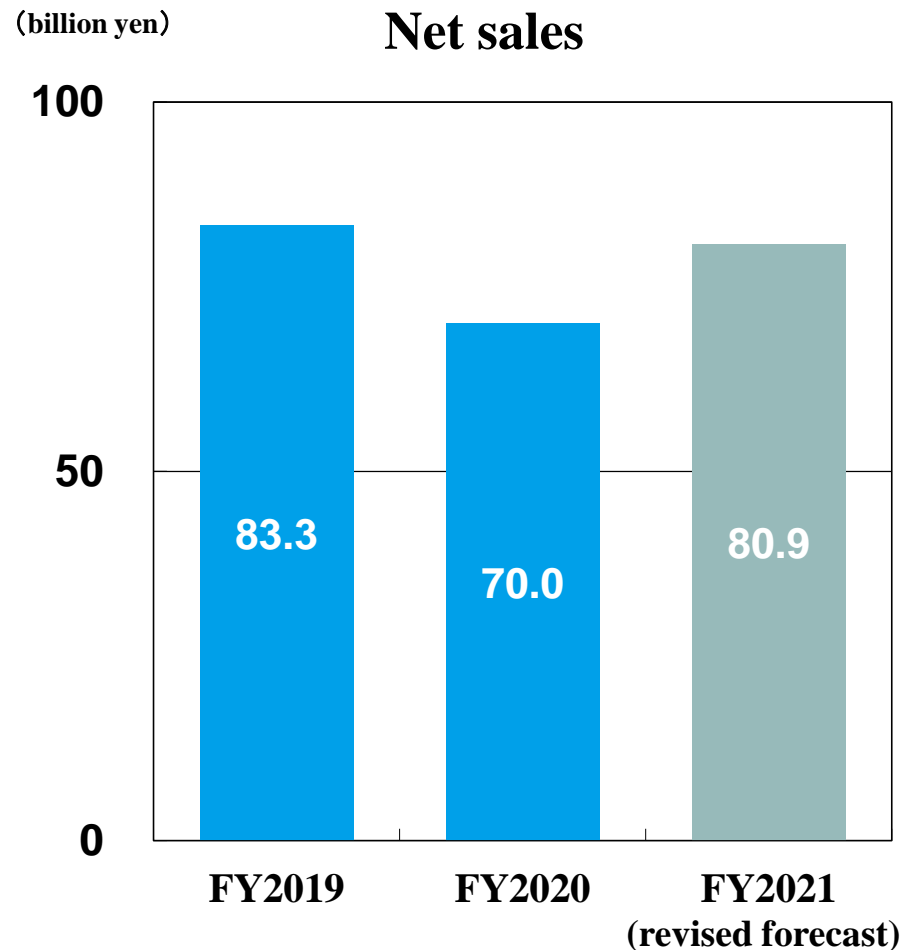
Operating profit





# Sales/Operating Profit by Region (Asia)

- Net sales projected to grow based on the impact of weaker yen exchange rate mainly with China.
- Although impacted by customers' production decrease and the cost of new plant in China, operating profit is projected to increase slightly because of rising sales and cost reduction efforts.



**Unipres has for the first time been selected as a member of the “FTSE Blossom Japan Index” , a representative ESG investment index.  
(included in the constituent shares from December, 2021)**

## **【About FTSE Blossom Japan Index】**

- **Developed by FTSE Russell※, a well established world-leading company.**
- **A broad ESG index that selects stocks with high absolute ESG scores and adjusts industry weights to neutral.**

※FTSE Russell is a wholly owned subsidiary of London Stock Exchange Group (LSEG) and in charge of information service department. FTSE Russell also is a global leader in the creation and management of ESG investment indices.



**FTSE Blossom  
Japan**



# UNIPRES

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	3Q, FY2020		3Q, FY2021		Preconditions of FY2021 forecast		(yen)
	Average for the period	term end	Average for the period	term end	At first	Full year	
<b>US \$</b>	<b>105.55</b>	<b>103.52</b>	<b>111.47</b>	<b>115.02</b>	<b>108.00</b>	<b>112.36</b>	
<b>STG £</b>	<b>136.60</b>	<b>136.01</b>	<b>151.03</b>	<b>150.47</b>	<b>150.00</b>	<b>151.91</b>	
<b>EURO</b>	<b>121.13</b>	<b>124.16</b>	<b>130.28</b>	<b>129.90</b>	<b>130.00</b>	<b>130.36</b>	
<b>MEX \$</b>	<b>4.92</b>	<b>4.73</b>	<b>5.40</b>	<b>5.46</b>	<b>5.20</b>	<b>5.42</b>	
<b>RMB</b>	<b>15.31</b>	<b>15.54</b>	<b>16.87</b>	<b>17.29</b>	<b>16.50</b>	<b>17.13</b>	
<b>INR</b>	<b>1.42</b>	<b>1.41</b>	<b>1.51</b>	<b>1.54</b>	<b>1.50</b>	<b>1.52</b>	
<b>THB</b>	<b>3.39</b>	<b>3.34</b>	<b>3.45</b>	<b>3.30</b>	<b>3.50</b>	<b>3.44</b>	
<b>IDR</b>	<b>0.0073</b>	<b>0.0071</b>	<b>0.0076</b>	<b>0.0078</b>	<b>0.0075</b>	<b>0.0077</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

**Note :** This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.