

Presentation of Consolidated Financial Results  
for the 1st Quarter of the FY Ended March 31, 2019  
(from Apr. 2018 to Jun. 2018)

**AIDA**



# Highlights of Consolidated Results Summary of P/L



(JPY mil.)	FY2018 1Q (3M)	FY2019 1Q (3M)	Fluctuation	
			Amount	%
Order Intake	22,270	24,537	2,267	10.2%
Net Sales	15,792	18,862	3,069	19.4%
Cost of Sales	12,147	15,224	3,076	25.3%
Gross Profit	3,644	3,637	△ 6	△0.2%
<Gross Profit ratio>	23.1%	19.3%		(△3.8P)
Selling, general & administrative expenses	2,329	2,433	104	4.5%
Operating Income	1,315	1,203	△ 111	△8.5%
<Operating Income ratio>	8.3%	6.4%		(△1.9P)
Ordinary Profit	1,259	1,369	110	8.7%
Income Before Income Taxes	1,259	1,363	104	8.3%
Net Income	977	942	△ 34	△3.5%
Exchange Rate	1USD=	¥111.17	¥-2.03	-1.8%
	1EUR=	¥122.12	¥130.13	¥8.01

## <Summary>

Orders intake reached record-high  
Net sales increased, but OP didn't catch up

Order Intake:	Orders intake increased by 10.2% from previous FY due to expansion of order intakes from automotive related customers in any region except USA.
Net Sales:	Net sales increased by 19.4% from previous FY due to world-wide expansion of sales to automotive related customers and consolidation of Reliance Electric Limited/Japan and RAS.
Gross Profit:	Gross Profit is at roughly the same level as previous FY. Rising of raw materials prices and outsourcing costs offset impact of the net sales increase.
Operating Income:	Operating income decreased by 8.5% from previous FY. The decrease was mainly due to decrease of gross profit and increase of SGA.
Ordinary Income:	Ordinary income increased by 8.7% from previous FY, mainly due to improvement of foreign exchange gain/loss of foreign-currency-denominated assets.
Net Income:	Net income decreased by 3.5% from previous FY, mainly due to decrease of special tax exemption in Malaysia in FY2017.

# Quarterly Financial Performances



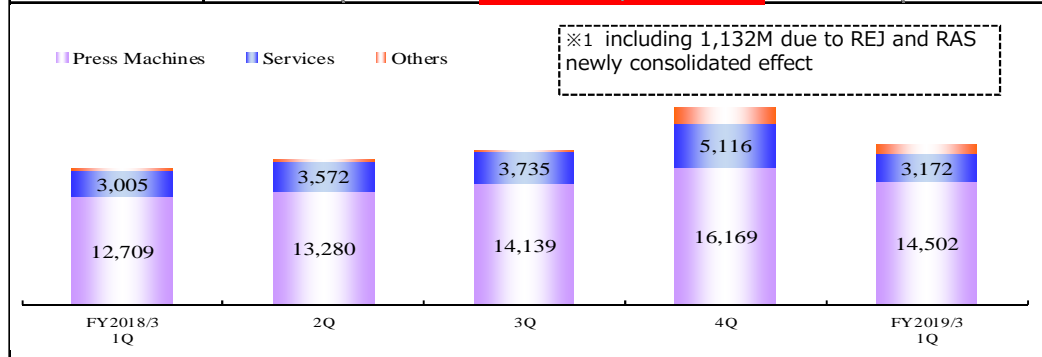
		FY2018				FY2018
		1Q	2Q	3Q	4Q	1Q
	Net Sales	15,792	16,942	18,028	23,093	18,862
	Gross Profit	3,644	3,736	3,718	4,830	3,637
	Operating Income	1,315	1,561	1,265	2,170	1,203
	Gross Profit ratio	23.1%	22.1%	20.6%	20.9%	19.3%
	Operating Income ratio	8.3%	9.2%	7.0%	9.4%	6.4%

# Sales (by Business/Customer/Geographic segment)



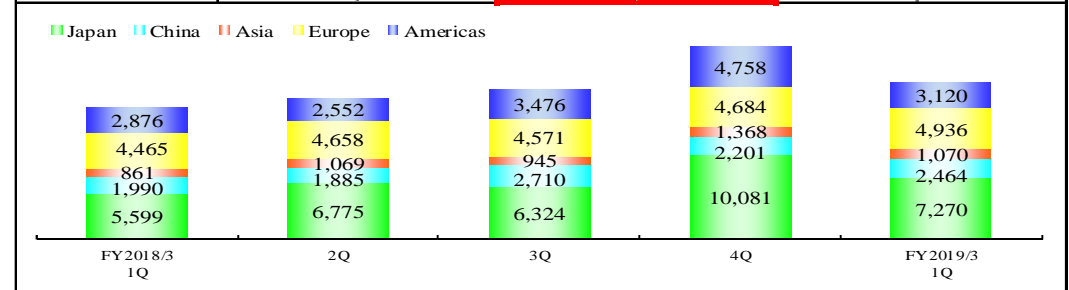
**Sales** by Business segment

(JPY mil.)	FY2018		FY2019		Fluctuation	
	1Q		1Q		Amount	%
Press Machines	12,709	80.5%	14,502	76.9%	1,792	14.1%
Services	3,005	19.0%	3,172	16.8%	166	5.6%
Others	77	0.5%	1,187	6.3%	1,110※1	1431.3%
<b>Total</b>	<b>15,792</b>	<b>100.0%</b>	<b>18,862</b>	<b>100.0%</b>	<b>3,069</b>	<b>19.4%</b>



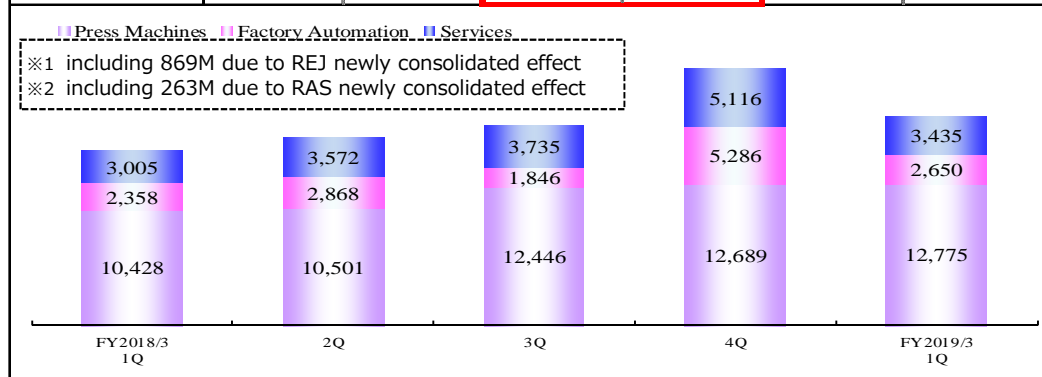
**Sales** by Geographic segment

(JPY mil.)	FY2018		FY2019		Fluctuation	
	1Q		1Q		Amount	%
Japan	5,599	35.5%	7,270	38.5%	1,671	29.9%
China	1,990	12.6%	2,464	13.1%	474	23.8%
Asia	861	5.5%	1,070	5.7%	208	24.1%
Americas	4,465	28.3%	4,936	26.2%	471	10.6%
Europe	2,876	18.2%	3,120	16.5%	244	8.5%
<b>Total</b>	<b>15,792</b>	<b>100.0%</b>	<b>18,862</b>	<b>100.0%</b>	<b>3,069</b>	<b>19.4%</b>



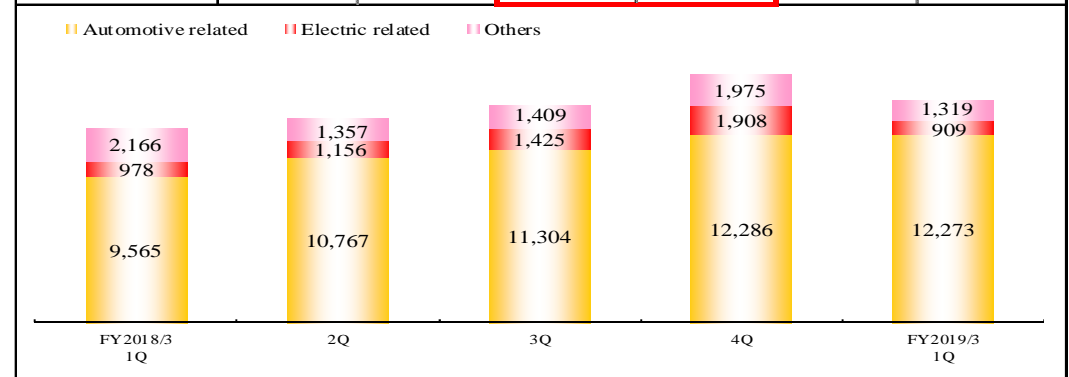
**Sales** by Business segment of the Mid-Term Management Plan "THE AIDA PLAN 523"

(JPY mil.)	FY2018		FY2019		Fluctuation	
	1Q		1Q		Amount	%
Press Machines	10,428	66.0%	12,775	67.7%	2,347	22.5%
Factory Automation	2,358	14.9%	2,650	14.0%	291	※1 12.4%
Services	3,005	19.0%	3,435	16.8%	430	※2 14.3%
<b>Total</b>	<b>15,792</b>	<b>100.0%</b>	<b>18,862</b>	<b>100.0%</b>	<b>3,069</b>	<b>19.4%</b>

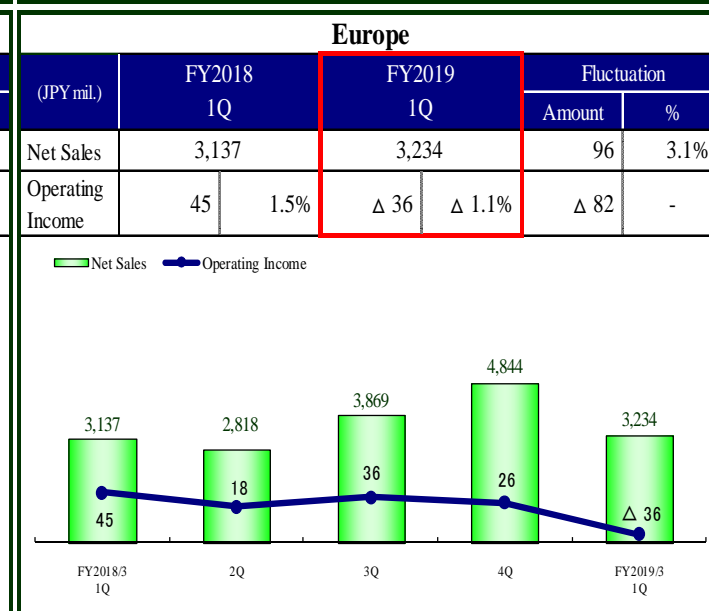
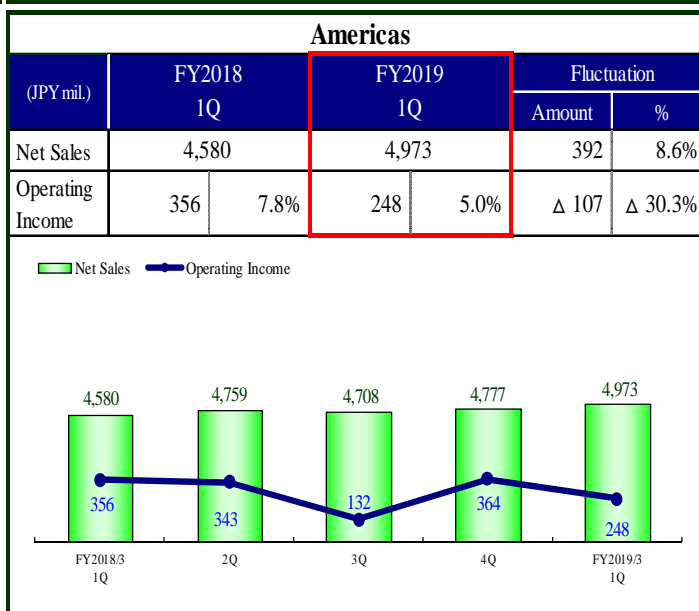
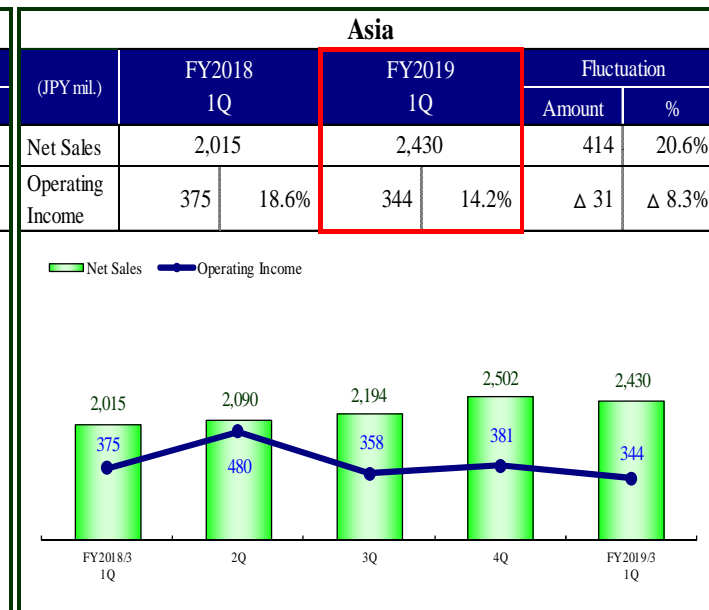
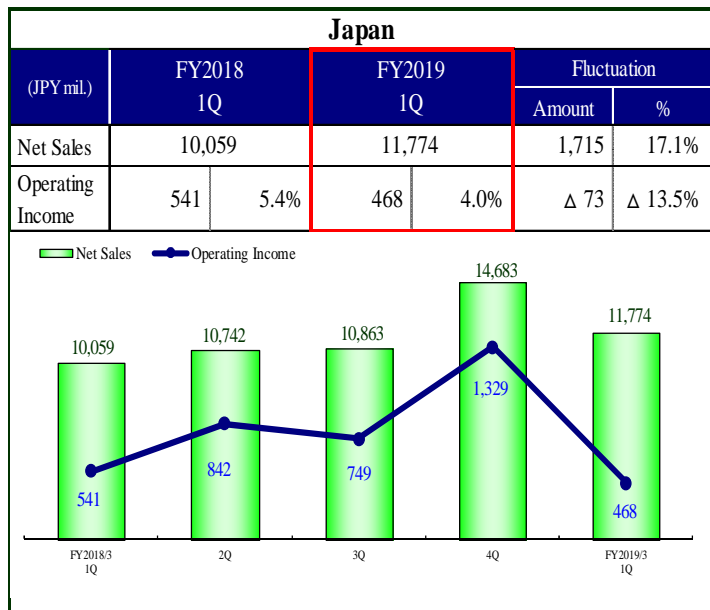


**Sales (press machines)** by Customer industry

(JPY mil.)	FY2018		FY2019		Fluctuation	
	1Q		1Q		Amount	%
Automotive related	9,565	75.3%	12,273	84.6%	2,707	28.3%
Electric related	978	7.7%	909	6.3%	△ 68	△ 7.0%
Other industries	2,166	17.0%	1,319	9.1%	△ 846	△ 39.1%
<b>Total</b>	<b>12,709</b>	<b>100.0%</b>	<b>14,502</b>	<b>100.0%</b>	<b>1,792</b>	<b>14.1%</b>



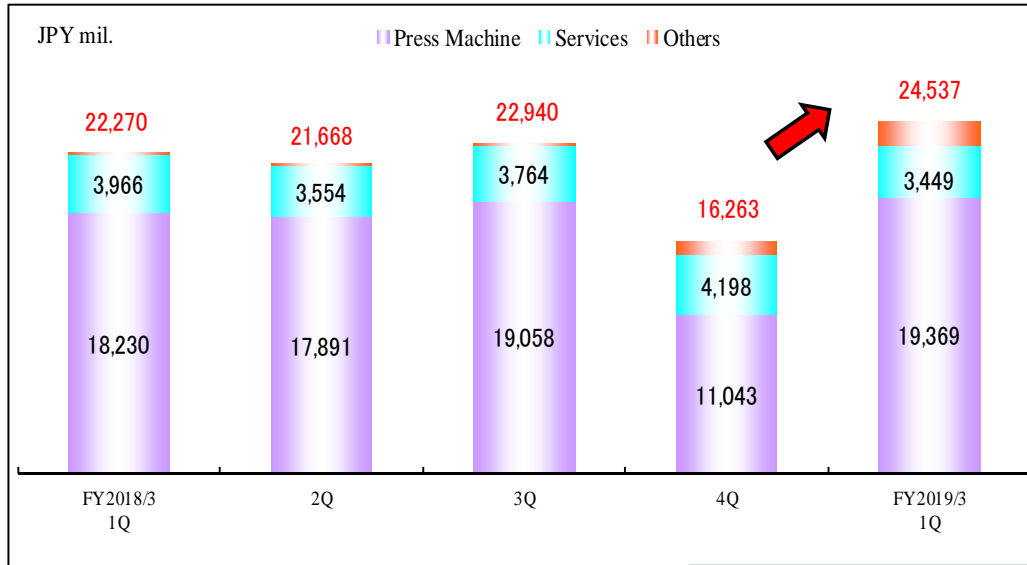
# Sales / Operating Income (by Geographic segment)



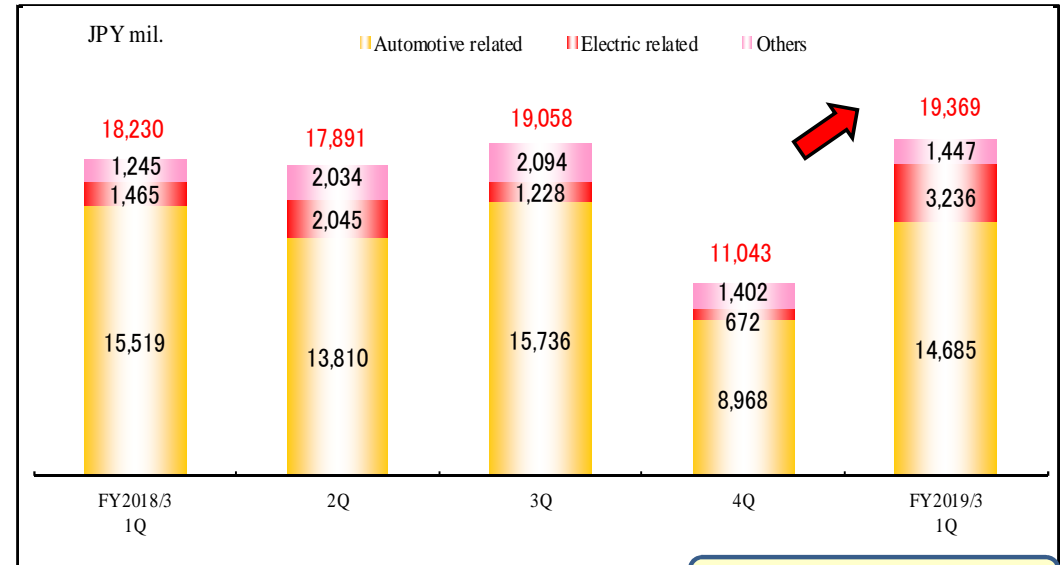
# Orders Intake & Backlog (by Business/Customer/Geographic segment)



## Orders Intake by Business Segment

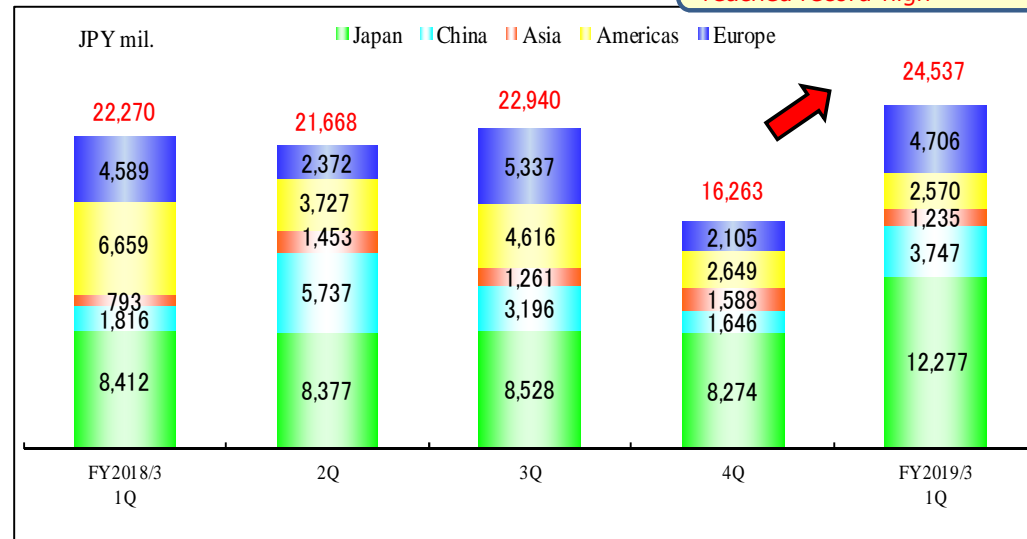


## Orders Intake by Customer Industry (Press Machines)



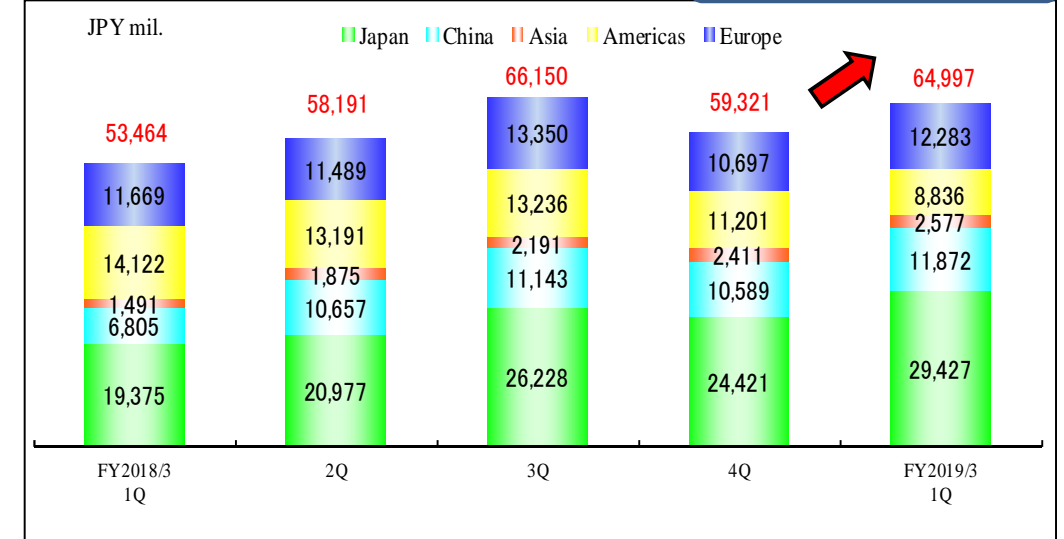
## Orders Intake by Geographic Segment

Orders intake at FY2019 1Q reached record-high



## Orders Backlog by Geographic Segment

Increased by 9.6% from previous FY



# Major Changes on Balance Sheet



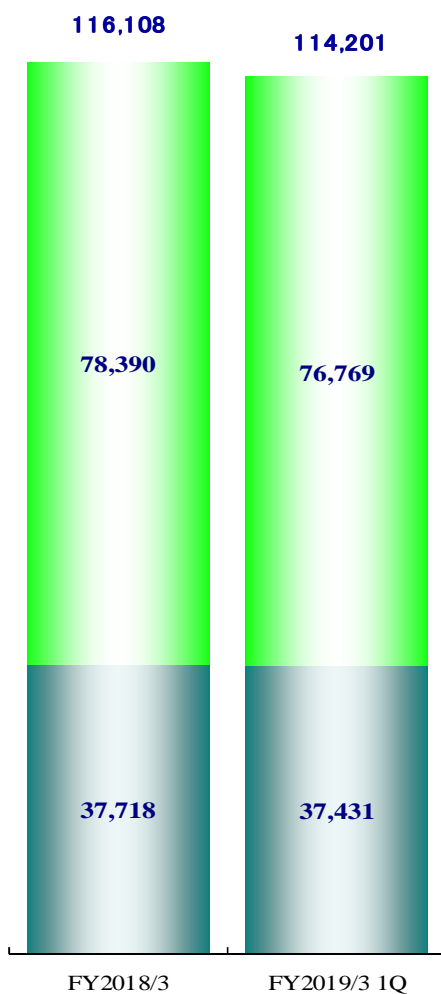
## Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Mar. 2017

**Total assets**  $\Delta$  1,907



**Current assets**  $\Delta$  1,621

Cash on hand and at bank  $\Delta$  2,131  
 Notes and accounts receivable, trade and electronically recorded monetary claims-operating  $\Delta$  2,028  
 Inventories + 1,897

**Fixed assets**  $\Delta$  286

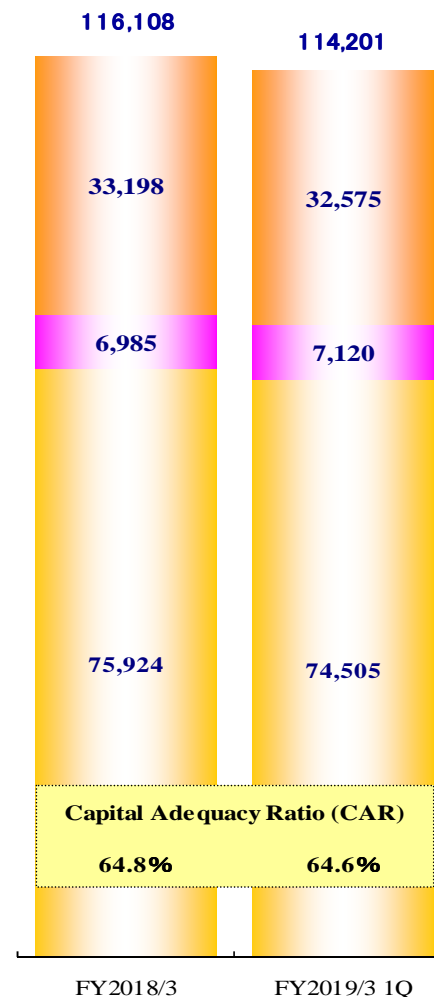
## Liabilities and Net Assets

(JPY mil.)

■ Current liabilities  
 ■ Long-term liabilities  
 ■ Net assets

VS end of Mar. 2017

**Total current liabilities**  $\Delta$  488



**Current liabilities**  $\Delta$  623

Advances from customers on contracts  $\Delta$  744  
 Accounts payable, trade and electronically recorded monetary obligations-operating + 770  
 Income taxes payable  $\Delta$  713

**Non-current assets** + 135

**Net assets**  $\Delta$  1,419

Retained earnings  $\Delta$  1,012

**Capital Adequacy Ratio (CAR)**

64.8% 64.6%

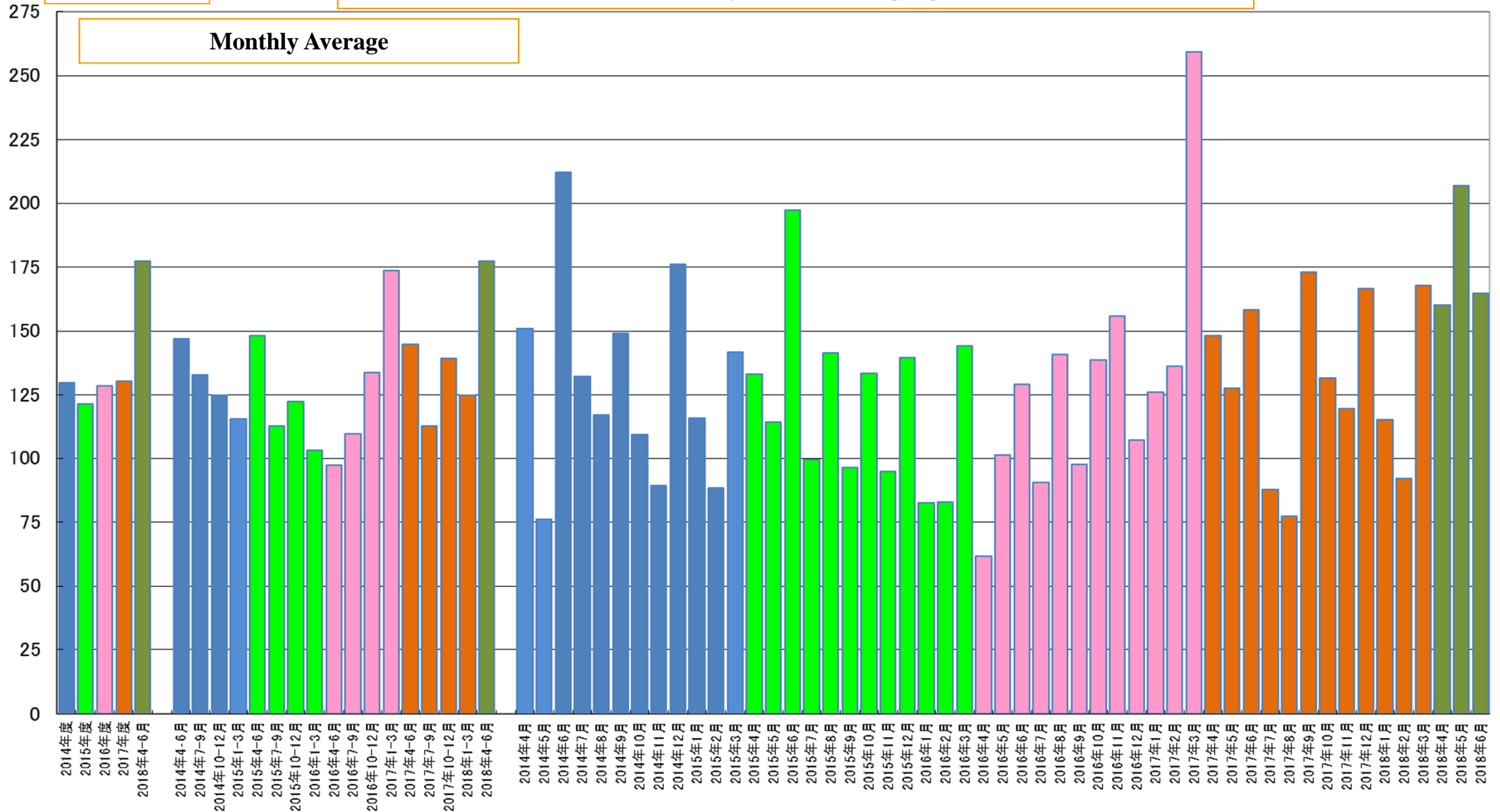
# (for Reference) Statistics of Forming Machinery Industry- 1)



JPY(billion)

Press: Mechanical, Hydraulic, Forging & Automation

Monthly Average



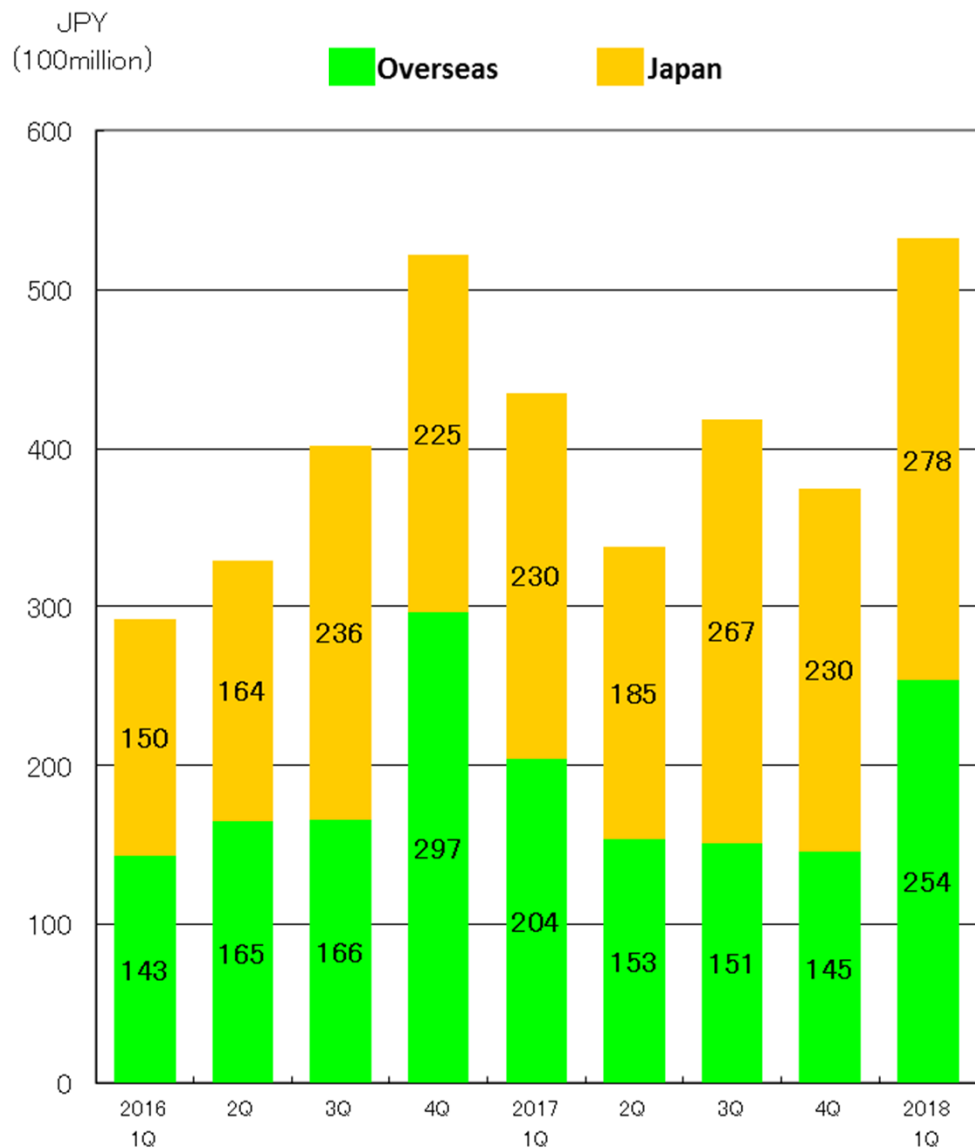
Place of origin: JFMA



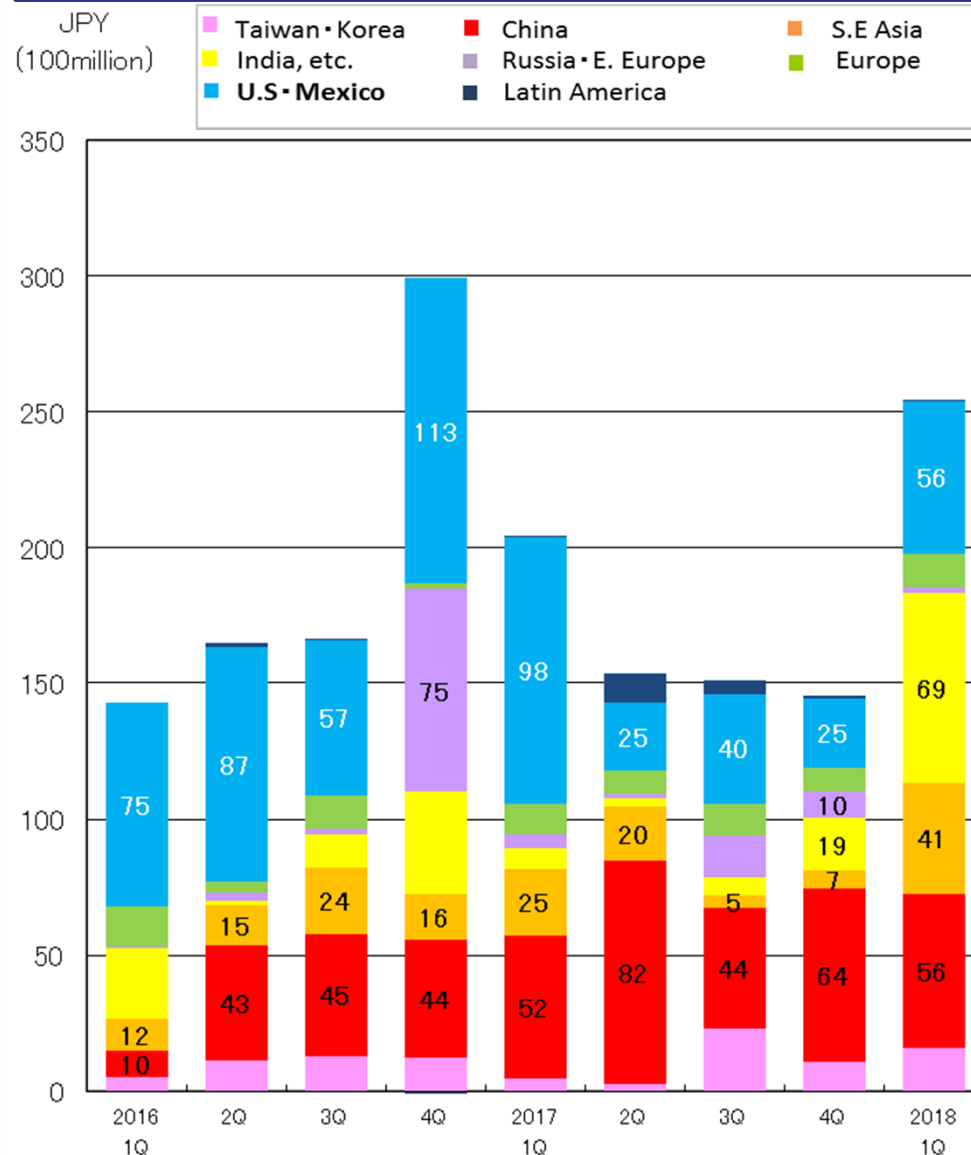
# (for Reference) Statistics of Forming Machinery Industry- 2)



## Trend of Order Intake



## Trend of Order Intake (Overseas) by Geographic Segment



## **Cautions about forecast statements contained in this package**

- **The information in this package contains future forecasts.**
- **Future forecasts contained in this document are based on the judgment of company management based on currently available information. Although the future forecasts are based on or grounded in assumptions, future economic circumstances and actual business results may differ from these assumptions.**
- **Although the Company or its management is stating its expectations and/or convictions regarding future results, this does not guarantee that these expectations or convictions will be realized, nor does it guarantee that the actual results will be close to the forecasts. Moreover, the Company does not assume any obligation to update or revise any forecasts unless otherwise stipulated by law.**

**August 2018**

**AIDA ENGINEERING, LTD.**