

**Presentation of Consolidated Financial Results  
for the 3rd Quarter of the FY Ended March 31, 2019  
(from Apr. 2018 to Dec. 2018)**

**AIDA**



# Highlights of Consolidated Results Summary of P&L



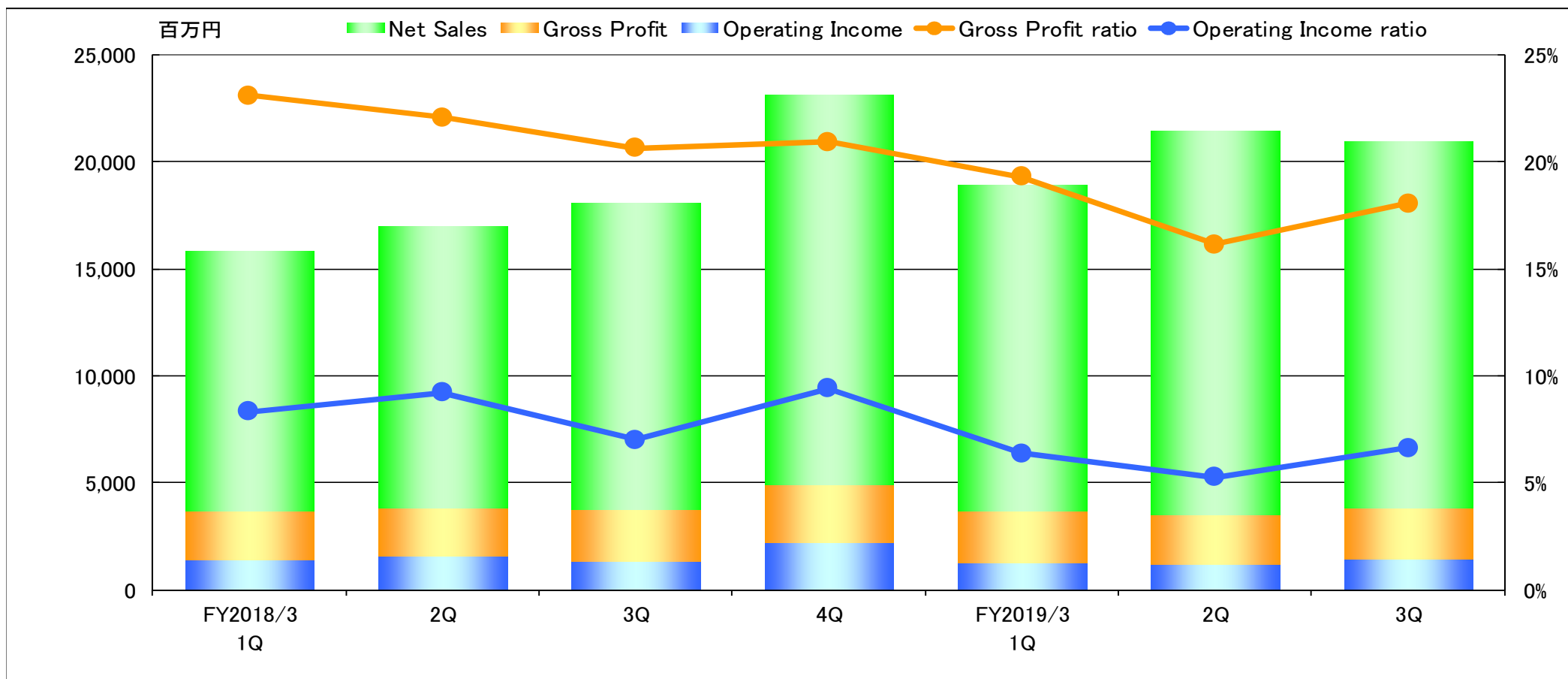
(JPY mil.)	FY2018/3	FY2019/3	Fluctuation		
	3Q (9M)	3Q (9M)	Amount	%	
Order Intake	66,880	62,716	Δ 4,163	Δ 6.2%	
Net Sales	50,763	61,257	10,494	20.7%	
Cost of Sales	39,663	50,378	10,715	27.0%	
Gross Profit	11,099	10,878	Δ 221	Δ 2.0%	
<Gross Profit ratio>	21.9%	17.8%		(Δ4.1P)	
Selling, general and administrative expenses	6,957	7,154	196	2.8%	
Operating Income	4,141	3,723	Δ 418	Δ 10.1%	
<Operating Income ratio>	8.2%	6.1%		(Δ2.1P)	
Ordinary Income	4,016	4,109	93	2.3%	
Income Before Income Taxes	4,033	3,938	Δ 95	Δ2.4%	
Net Income	2,696	2,783	86	3.2%	
Exchange Rate	1USD=	¥111.73	¥111.19	Δ0.54	Δ0.5%
	1EUR=	¥128.50	¥129.53	1.03	0.8%

## <Summary>

Net sales increased, but OP didn't catch up  
Ordinary income and net income increased  
from previous FY

Order Intake:	Orders intake decreased by 6.2% from previous FY while orders from domestic customers were solid. It is because that orders intake decreased in the US, China and Europe, which booked several large orders in the previous FY and some orders were delayed.
Net Sales:	Net sales increased by 20.7% from previous FY due to increasing net sales for automobile-related customers and consolidation effects of Reliance Electric/ Japan.
Gross Profit:	Gross Profit decreased by 2.0% from previous FY while net sales increased. It was due to rising of cost for raw materials and outsourcing, additional cost for special specifications, and delays of some profitable projects.
Operating Income:	Operating income decreased by 10.1% from previous FY. The decrease was mainly due to decrease of gross profit.
Ordinary Income:	Ordinary Income increased by 2.3% from previous FY due to improvement of foreign exchange gain/loss and gains from saving-type insurance.
Net Income:	Net income increased by 3.2% from previous FY, mainly due to increase of ordinary income.

# Trend of Sales, Gross Profit and Operating Income

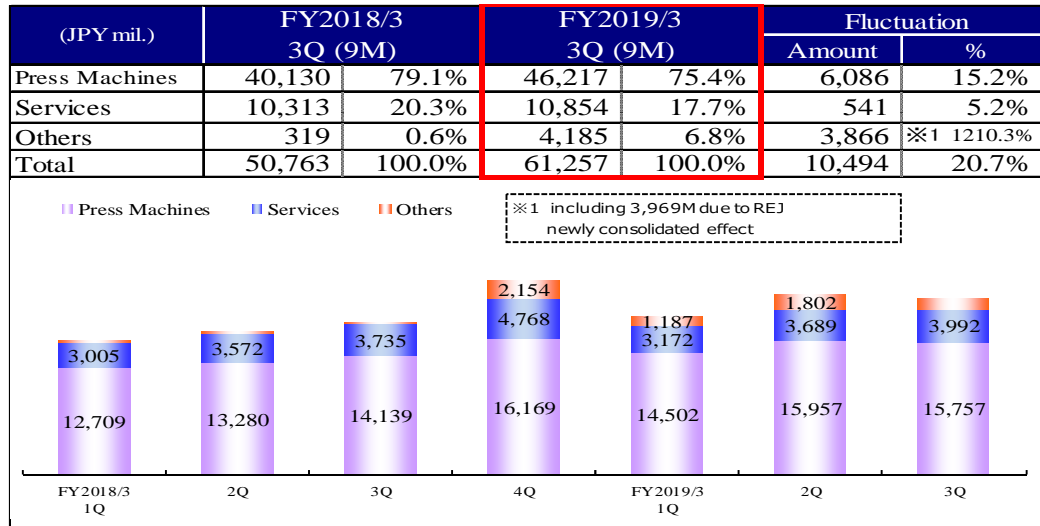


		FY2018				FY2019		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q
	Net Sales	15,792	16,942	18,028	23,093	18,862	21,449	20,945
	Gross Profit	3,644	3,736	3,718	4,830	3,637	3,459	3,781
	Operating Income	1,315	1,561	1,265	2,170	1,203	1,130	1,389
	Gross Profit ratio	23.1%	22.1%	20.6%	20.9%	19.3%	16.1%	18.1%
	Operating Income ratio	8.3%	9.2%	7.0%	9.4%	6.4%	5.3%	6.6%

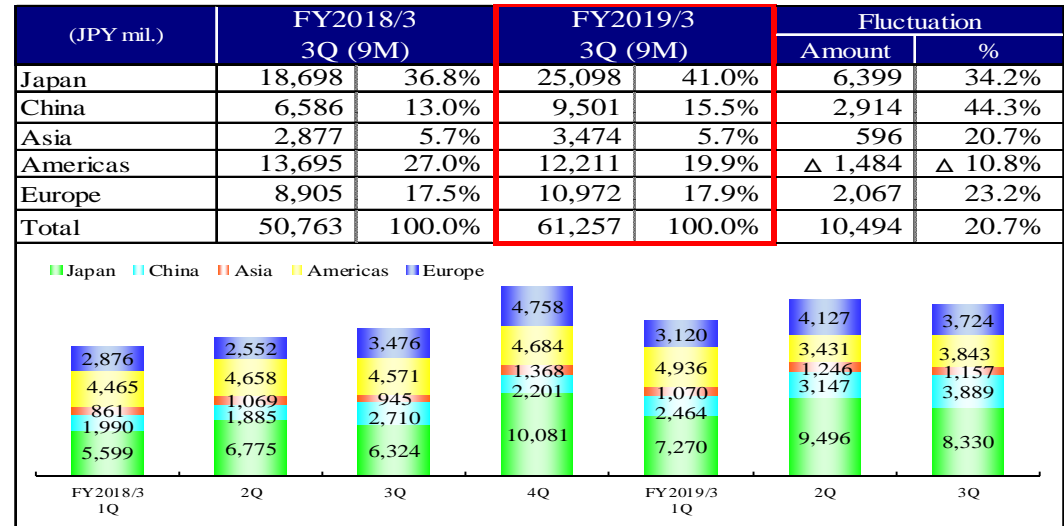


# Sales to Third Party (by Business/Customer/Geographic segment)

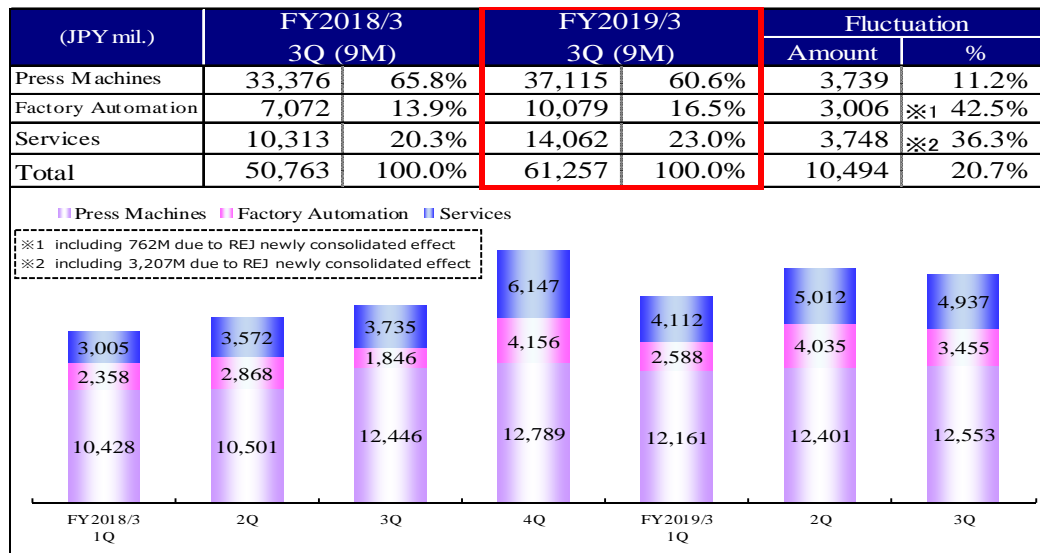
### Sales by Business segment



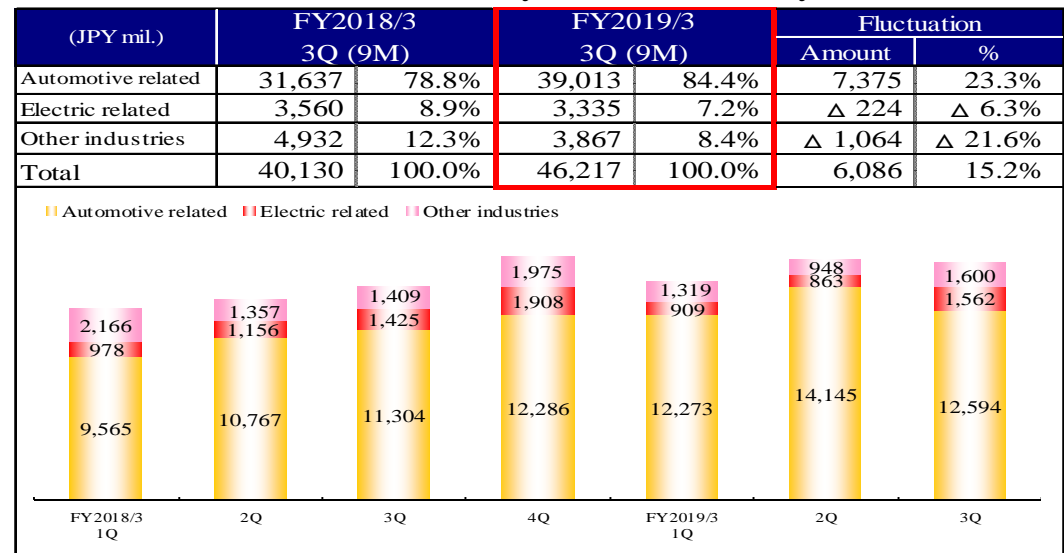
### Sales by Geographic segment



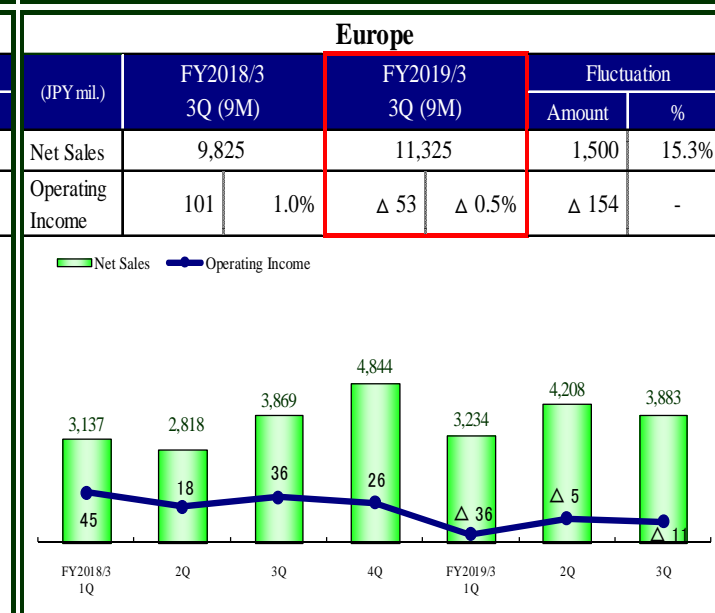
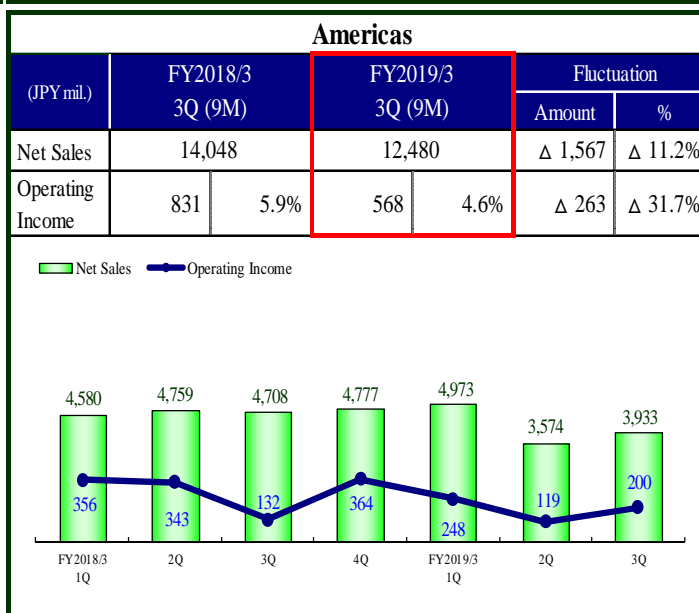
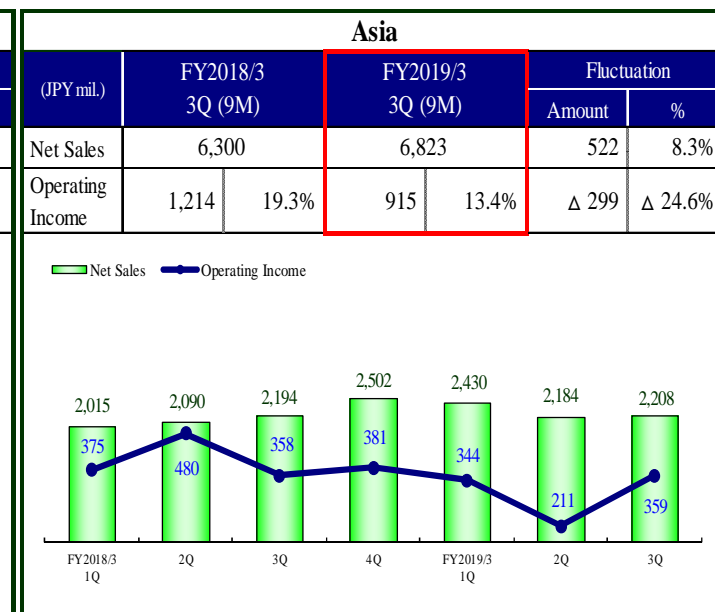
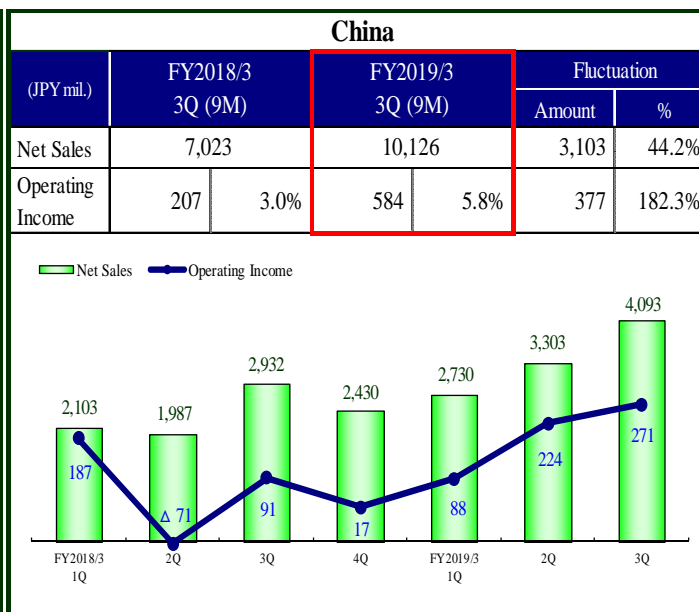
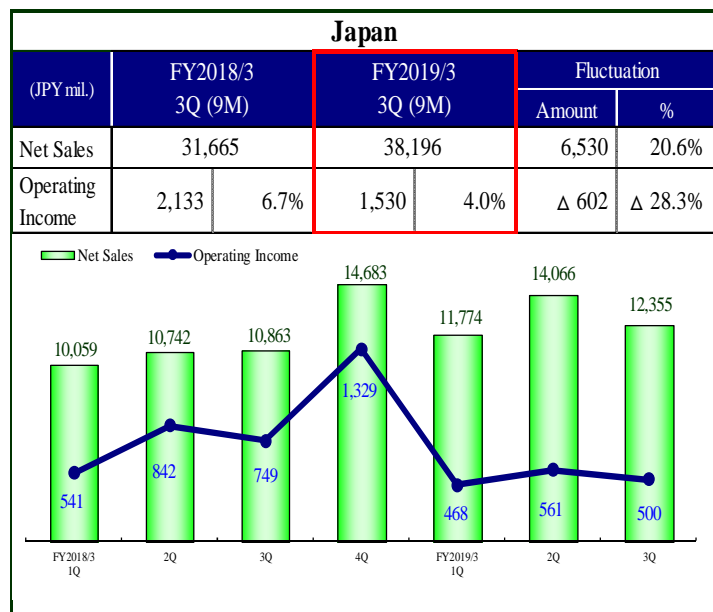
### Sales by Business segment of the Mid-Term Management Plan "THE AIDA PLAN 523"



### Sales (press machines) by Customer industry



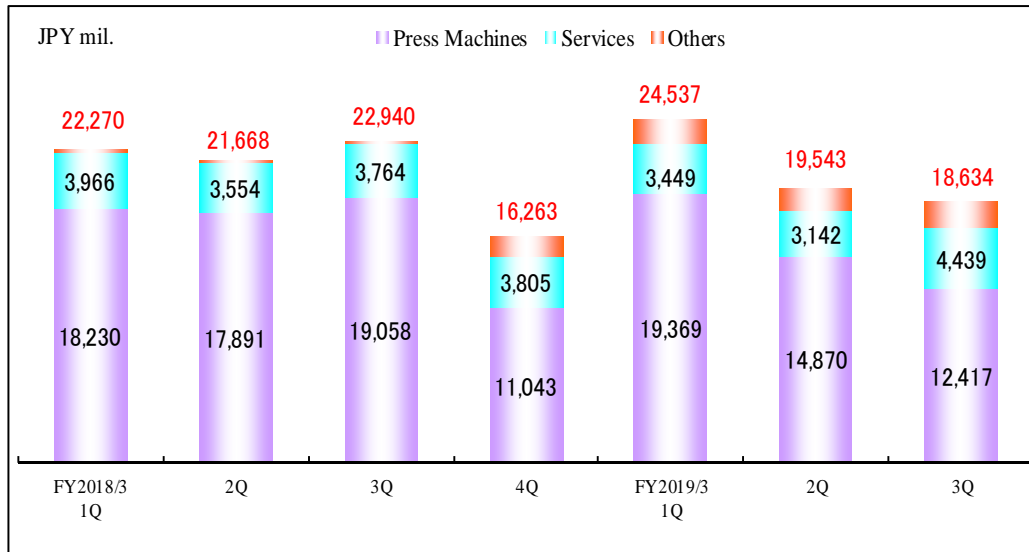
# Sales / Operating Income (by Geographic segment)



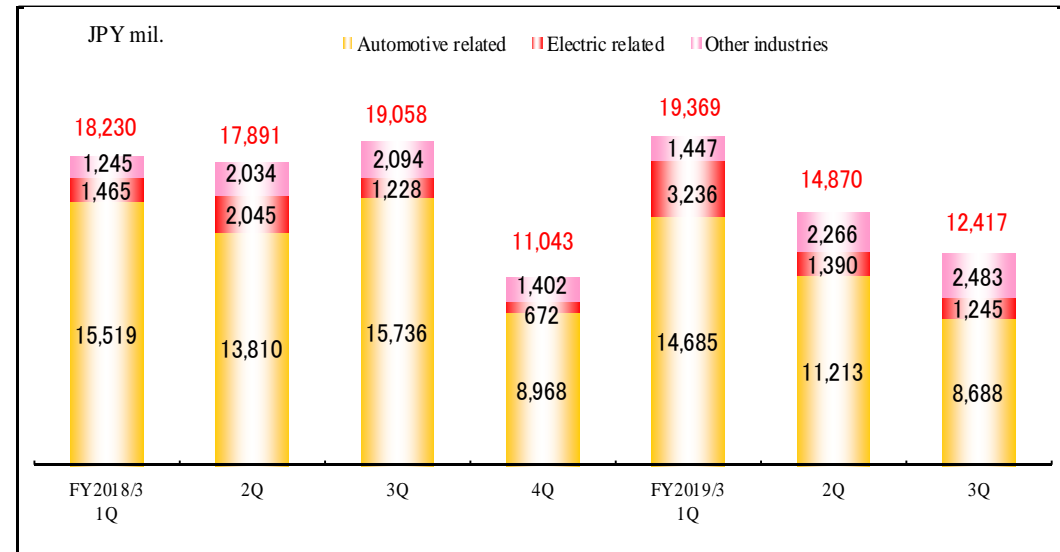
# Orders Intake & Backlog (by Business/Customer/Geographic segment)



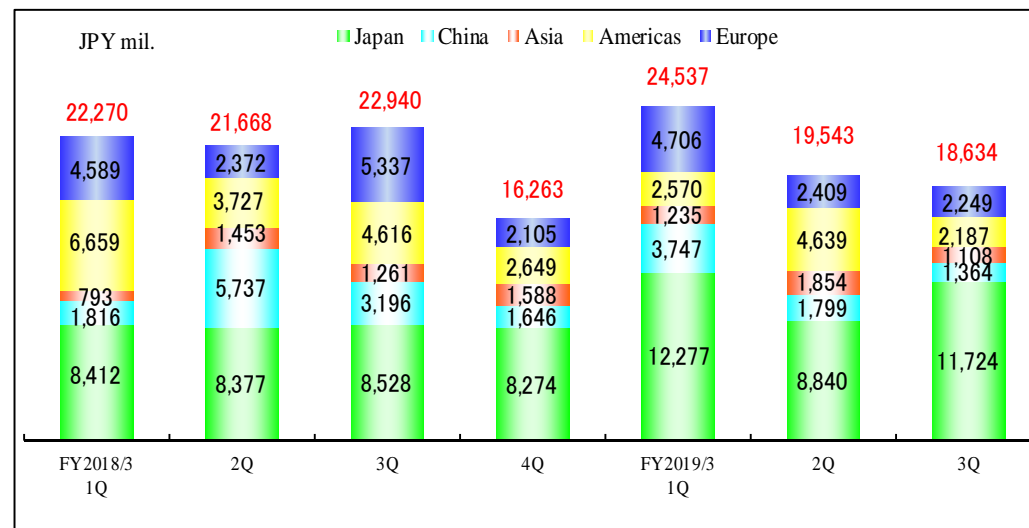
## Orders Intake by Business Segment



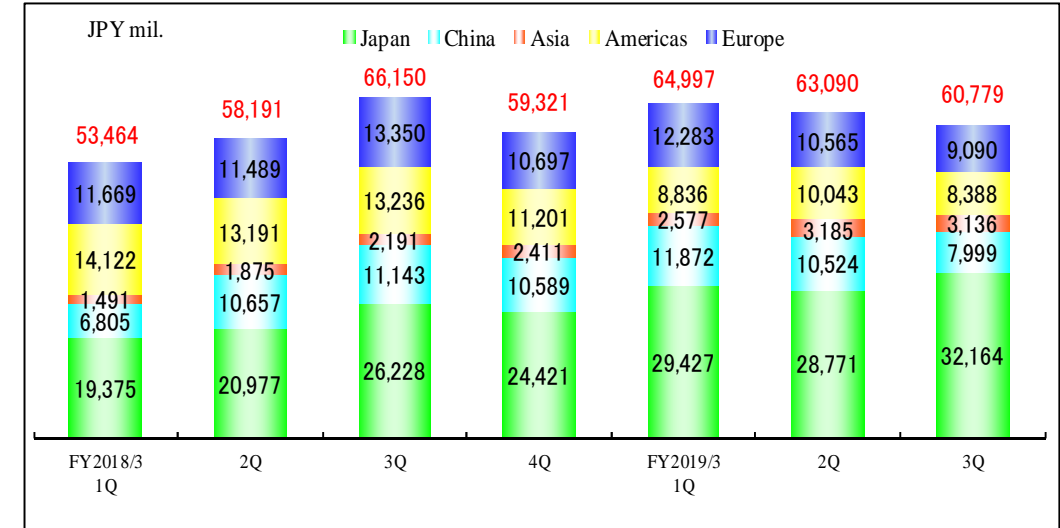
## Orders Intake by Customer Industry (Press Machines)



## Orders Intake by Geographic Segment



## Orders Backlog by Geographic Segment



# Trend of Orders Intake & Backlog



(JPY mil.)	FY2017/3				FY2018/3				FY2019/3		vs. FY2018/3	
	3Q (9M)		Full-year		3Q (9M)		Full-year		3Q (9M)		Fluctuation	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%
<b>Order Intake: total</b>	45,137	100.0%	62,655	100.0%	66,880	100.0%	83,143	100.0%	62,716	100.0%	Δ 4,163	Δ 6.2%
<b>By Business</b>												
Press Machine	35,378	78.4%	48,776	77.8%	55,180	82.5%	66,223	79.6%	46,657	74.4%	Δ 8,522	Δ 15.4%
<b>By Customer</b>												
Automotive related	23,729	67.1%	34,868	71.5%	45,066	81.7%	54,034	81.6%	34,587	74.1%	Δ 10,479	Δ 23.3%
Electric related	3,786	10.7%	4,893	10.0%	4,739	8.6%	5,412	8.2%	5,871	12.6%	1,132	23.9%
Other industries	7,861	22.2%	9,014	18.5%	5,373	9.7%	6,776	10.2%	6,198	13.3%	824	15.3%
Services	9,536	21.1%	13,569	21.7%	11,285	16.9%	15,091	18.2%	11,030	17.6%	Δ 254	Δ 2.3%
Others	222	0.5%	309	0.5%	414	0.6%	1,828	2.2%	5,027	8.0%	4,613	1114.2%
<b>By Region</b>												
Japan	17,586	39.0%	22,474	35.9%	25,317	37.9%	33,592	40.4%	32,841	52.4%	7,524	29.7%
China	4,615	10.2%	7,636	12.2%	10,749	16.1%	12,396	14.9%	6,911	11.0%	Δ 3,838	Δ 35.7%
Asia	3,507	7.8%	4,753	7.6%	3,508	5.2%	5,097	6.1%	4,199	6.7%	690	19.7%
Americas	12,402	27.5%	18,041	28.8%	15,004	22.4%	17,653	21.2%	9,397	15.0%	Δ 5,606	Δ 37.4%
Europe	7,026	15.6%	9,749	15.6%	12,299	18.4%	14,404	17.3%	9,365	14.9%	Δ 2,934	Δ 23.9%
<b>Order Backlog: total</b>	49,366	100.0%	46,986	100.0%	66,150	100.0%	59,321	100.0%	60,779	100.0%	1,458	2.5%
<b>By Region</b>												
Japan	19,330	39.2%	16,562	35.2%	26,228	39.6%	24,421	41.2%	32,164	52.9%	7,743	31.7%
China	6,018	12.2%	6,979	14.9%	11,143	16.8%	10,589	17.9%	7,999	13.2%	Δ 2,589	Δ 24.5%
Asia	1,978	4.0%	1,559	3.3%	2,191	3.3%	2,411	4.1%	3,136	5.2%	725	30.1%
Americas	12,014	24.3%	11,928	25.4%	13,236	20.0%	11,201	18.9%	8,388	13.8%	Δ 2,813	Δ 25.1%
Europe	10,024	20.3%	9,956	21.2%	13,350	20.2%	10,697	18.0%	9,090	15.0%	Δ 1,607	Δ 15.0%

# Major Changes on Balance Sheet



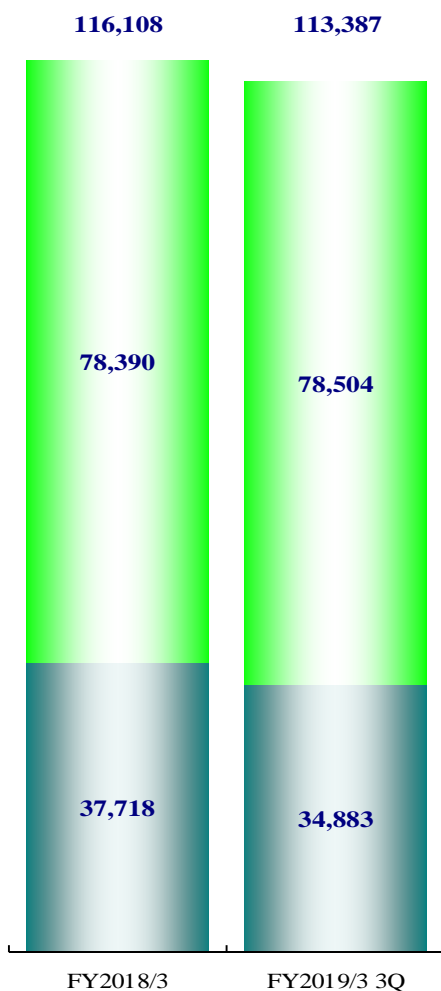
## Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Previous FY

**Total assets**  $\Delta$  2,721



<b>Current assets</b>	<b>+ 113</b>
Cash on hand and at bank	$\Delta$ 2,963
Notes and accounts receivable - trade	+ 757
Inventories	+ 1,804
<b>Fixed assets</b>	<b><math>\Delta</math> 2,835</b>
Investment securities	$\Delta$ 2,002

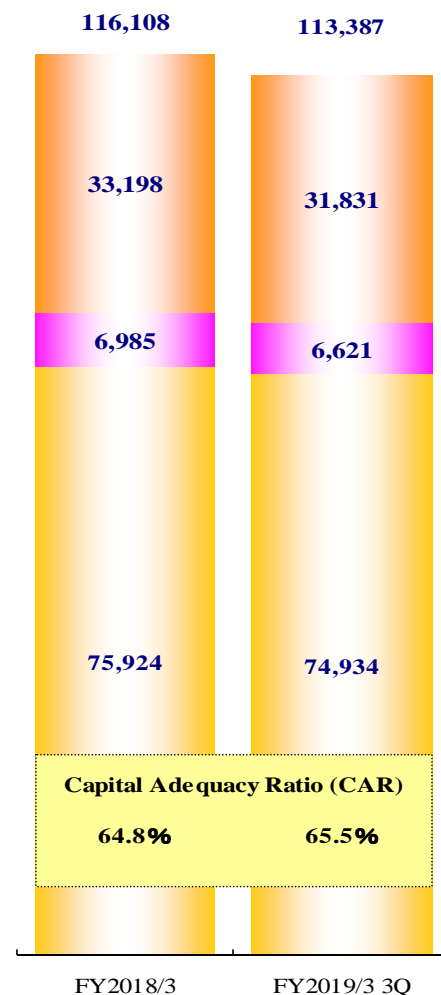
## Liabilities and Net Assets

(JPY mil.)

■ Current liabilities  
■ Non-current liabilities  
■ Net assets

VS end of Previous FY

**Total liabilities**  $\Delta$  1,731



<b>Current liabilities</b>	<b><math>\Delta</math> 1,367</b>
Accounts payable, trade and electronically recorded monetary obligations-operating	+ 883
Advances from customers on contracts	$\Delta$ 1,460
<b>Non-current liabilities</b>	<b><math>\Delta</math> 363</b>
<b>Net assets</b>	<b><math>\Delta</math> 990</b>
Valuation difference on available-for-sale securities	$\Delta$ 1,400



# Highlights: Forecasts of FY2018 Consolidated Results



(JPY mil.)	FY2018 Full-year	FY2018/3			Fluctuation	
		3Q (9M) Results	4Q Forecast	Full-year forecast	Amount	%
Net Sales	73,856	61,257	18,743	80,000	6,144	8.3%
Cost of Sales	57,926	50,378	13,922	64,300	6,374	11.0%
Gross Profit	15,930	10,878	4,822	15,700	Δ 230	Δ1.4%
<Gross Profit ratio>	21.6%	17.8%	25.7%	19.6%		(Δ2.0P)
Selling, general and administrative expenses	9,617	7,154	2,496	9,650	33	0.3%
Operating Income	6,312	3,723	2,327	6,050	Δ 262	Δ 4.2%
<Operating Income ratio>	8.5%	6.1%	12.4%	7.6%		(Δ0.9P)
Ordinary Income	5,927	4,109	2,491	6,600	673	11.3%
Income Before Income Taxes	6,639	3,938	2,512	6,450	Δ 189	Δ 2.8%
Net Income	4,786	2,783	2,117	4,900	114	2.4%
Cash Dividends per Share	30	—	—	¥30	—	—
Exchange Rate	1USD=	¥111.19	¥106.43	¥110.00	Δ0.92	Δ0.8%
	1EUR=	¥129.53	¥123.41	¥128.00	Δ1.67	Δ1.3%

## <Summary>

Forecasted net sales are going to reach record-high, but OP will not catch up due to cost increase. Forecasted ordinary income and net income are going to increase

Net Sales:	Expecting net sales increase compared with previous FY. Expansion of orders intake which have continued since the previous year and consolidation of Reliance Electric Limited/Japan will contribute to sales increase.
Gross Profit:	While net sales increased from previous FY, expecting gross profit decrease compared with the forecast due to rising of cost for raw materials and outsourcing, additional cost for handling difficult specifications, and delays of profitable projects.
Operation Income:	Expecting decrease of operating income compared with the forecast due to the cost increase as explained above. The previous forecast was revised downward for the same reasons.
Ordinary Income:	Expecting ordinary income increased from previous FY, mainly due to improvement of foreign exchange gain/loss of foreign-currency-denominated assets and gains from saving-type insurance.
Net Income:	Expecting net income increased from previous FY, mainly due to increase of ordinary income and U.S. tax cut. Expecting net income and cash dividends per share are at the same level as the initial forecast.

# Forecasts of Orders Intake/Sales/Operating Income (by segment)



## By Business

(JPY mil.)	Orders				Net Sales			
	FY2018	FY2019 forecast	Fluctuation: FY2019 vs FY2018		FY2018	FY2019 forecast	Fluctuation: FY2019 vs FY2018	
			Amount	%			Amount	%
Press Machines	66,223	60,000	Δ 6,223	Δ 9.4%	56,300	58,000	1,700	3.0%
Services	15,091	16,000	909	6.0%	15,082	16,000	918	6.1%
Others	1,828	6,000	4,172	228.2%	2,474	6,000	3,526	142.5%
Consolidated	83,143	82,000	Δ 1,143	Δ 1.4%	73,856	80,000	6,144	8.3%

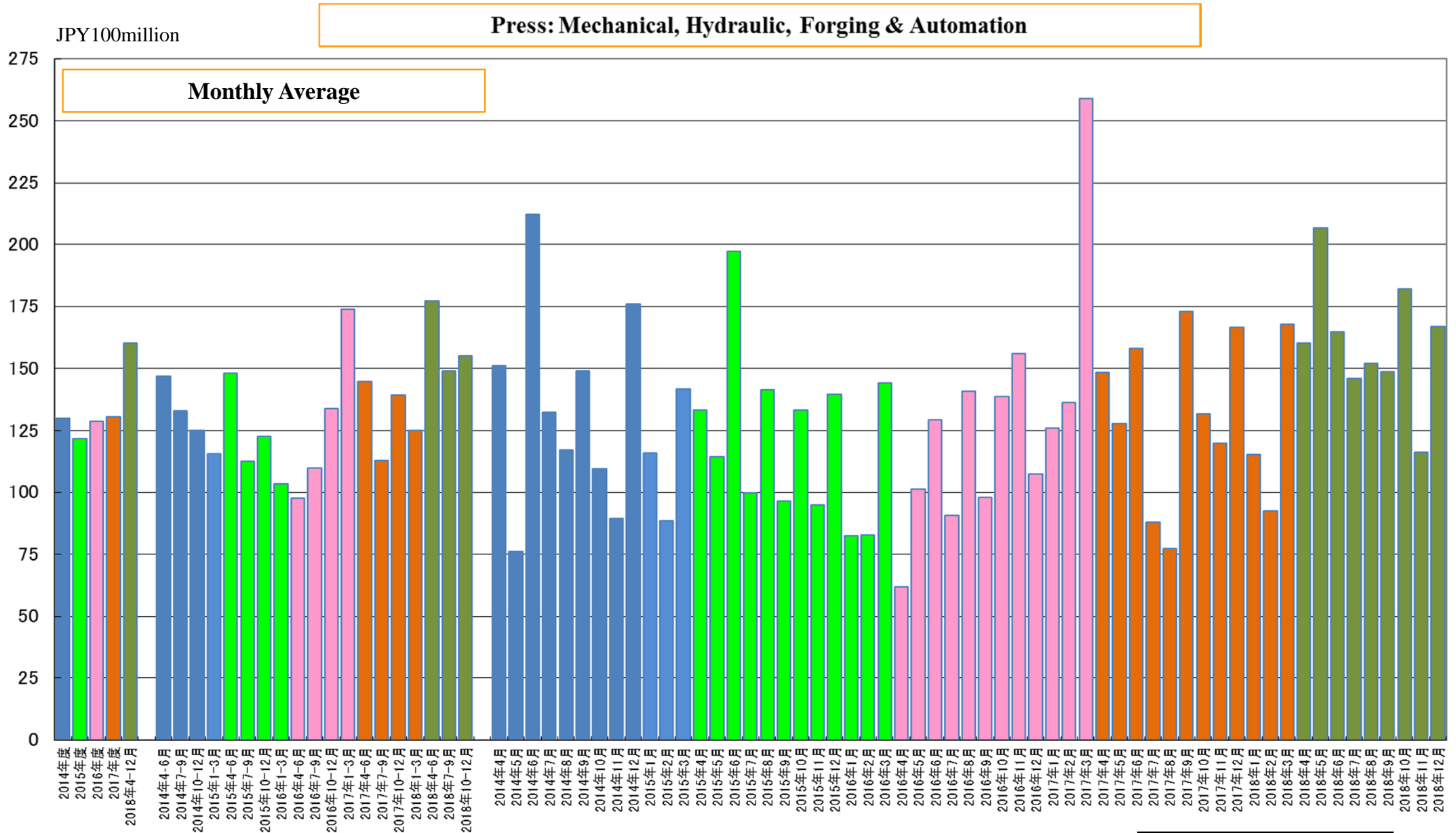
by Business segment of the Mid-Term Management Plan "THE AIDA PLAN 523"

(JPY mil.)	Net Sales				
	FY2018	FY2019 forecast		Fluctuation	
		Amount	%	Amount	%
Press Machines	46,166	48,000	60%	1,834	4.0%
Factory Automation	11,229	12,500	16%	1,271	11.3%
Services	16,460	19,500	24%	3,040	18.5%
Total	73,856	80,000	100%	6,144	8.3%

## By Region

(JPY mil.)	Orders				Net Sales				Operating Income			
	FY2018	FY2019 forecast	Fluctuation: FY2019 vs FY2018		FY2018	FY2019 forecast	Fluctuation: FY2019 vs FY2018		FY2018	FY2019 forecast	Fluctuation: FY2019 vs FY2018	
			Amount	%			Amount	%			Amount	%
Japan	33,592	39,000	5,408	16.1%	46,349	52,000	5,651	12.2%	3,462	2,870	Δ 592	Δ 17.1%
China	12,396	8,800	Δ 3,596	Δ 29.0%	9,453	13,500	4,047	42.8%	224	800	576	257.1%
Asia	5,097	6,500	1,403	27.5%	8,803	10,000	1,197	13.6%	1,595	1,500	Δ 95	Δ 6.0%
Americas	17,653	13,000	Δ 4,653	Δ 26.4%	18,825	17,500	Δ 1,325	Δ 7.0%	1,196	870	Δ 326	Δ 27.3%
Europe	14,404	14,700	296	2.1%	14,669	14,500	Δ 169	Δ 1.2%	127	10	Δ 117	Δ 92.1%
Reconciliation					Δ 24,244	Δ 27,500	Δ 3,256	13.4%	Δ 294		294	Δ 100.0%
Consolidated	83,143	82,000	Δ 1,143	Δ 1.4%	73,856	80,000	6,144	8.3%	6,312	6,050	Δ 262	Δ 4.2%

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

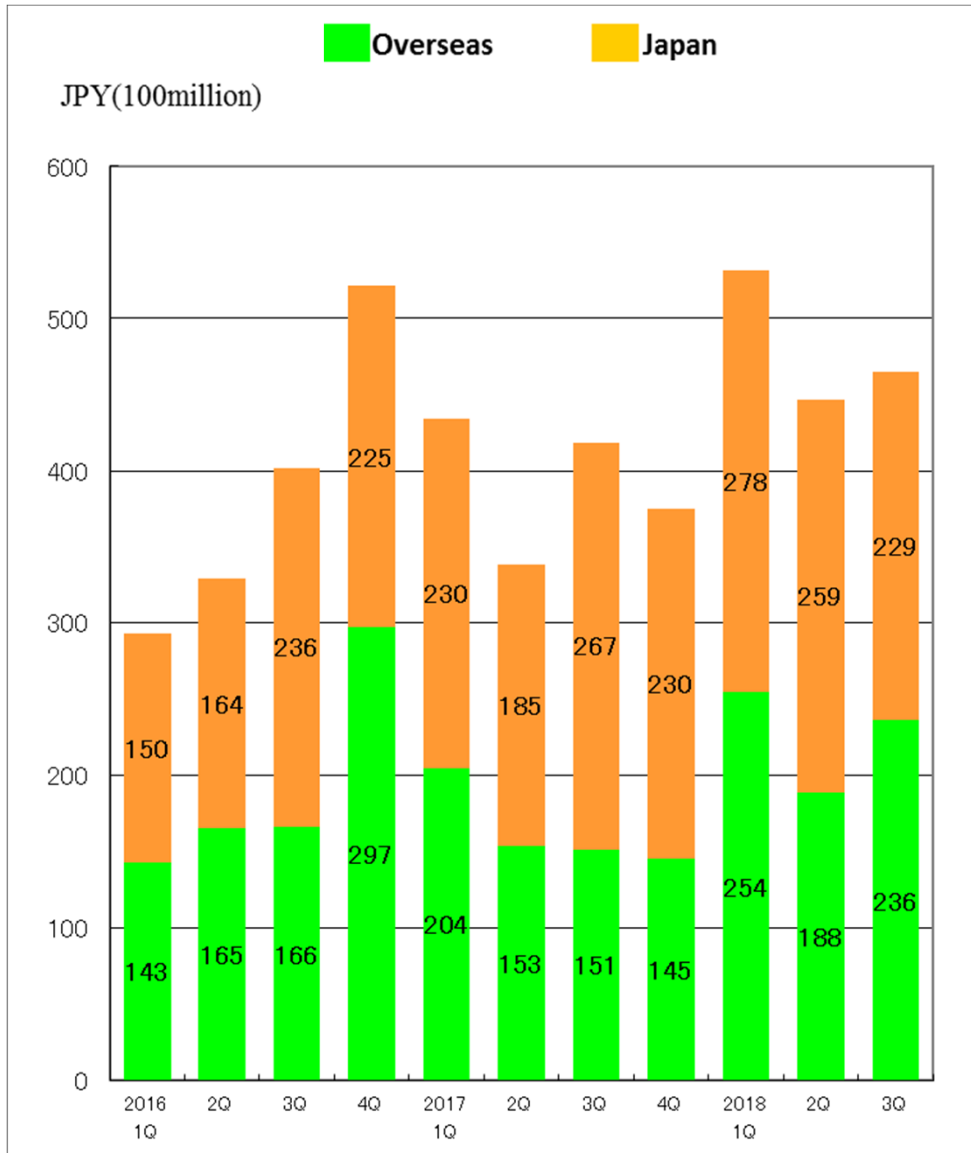


Place of origin: JFMA

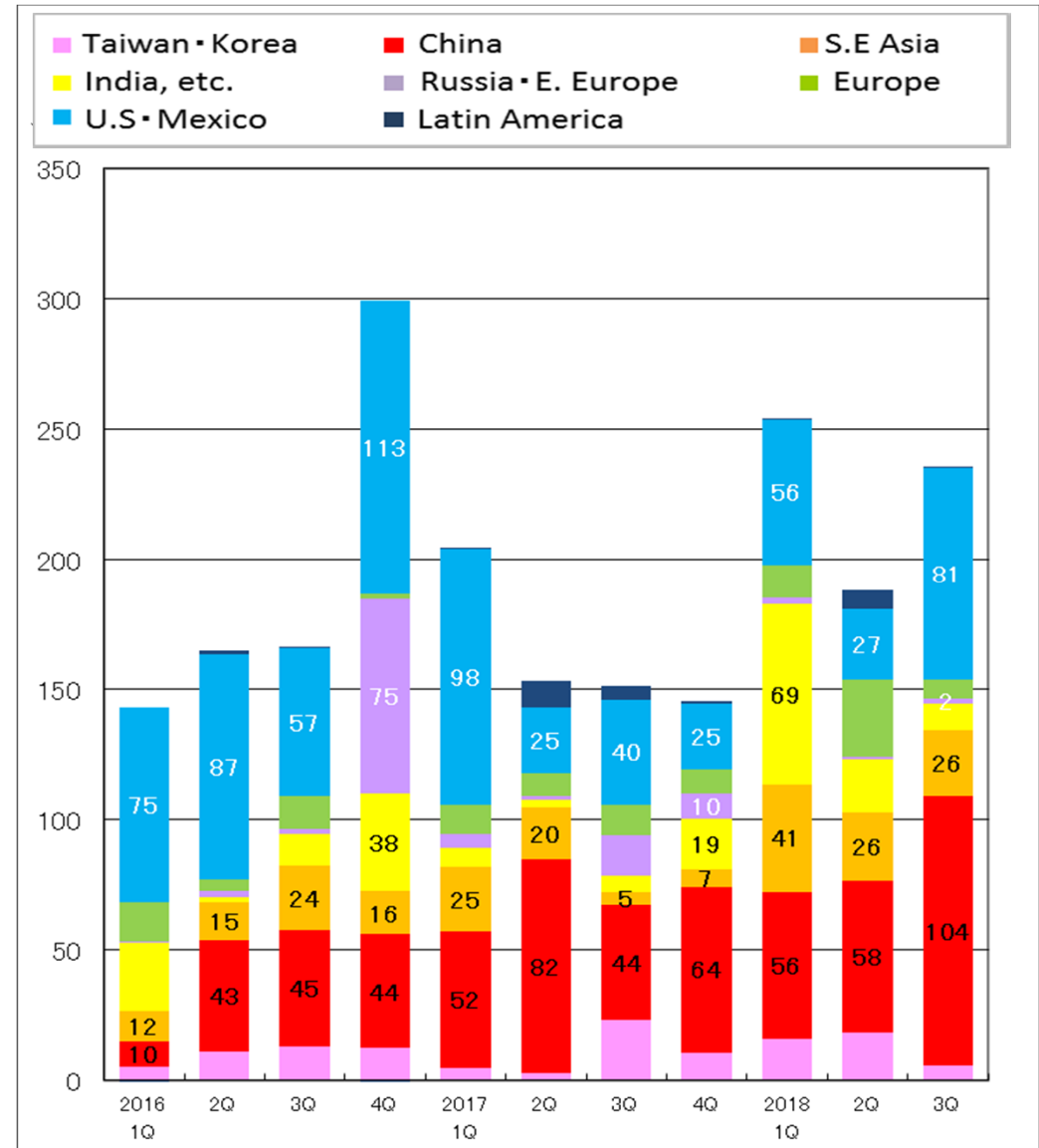
# (for Reference) Statistics of Forming Machinery Industry- 2)



## 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.**

**February 2019**

**AIDA ENGINEERING, LTD.**