

**FY 2016 First Quarter**  
**Financial Results**  
(from Apr. 2015 to Jun. 2015)

**AIDA**



# Highlights of Consolidated Results Summary of P/L



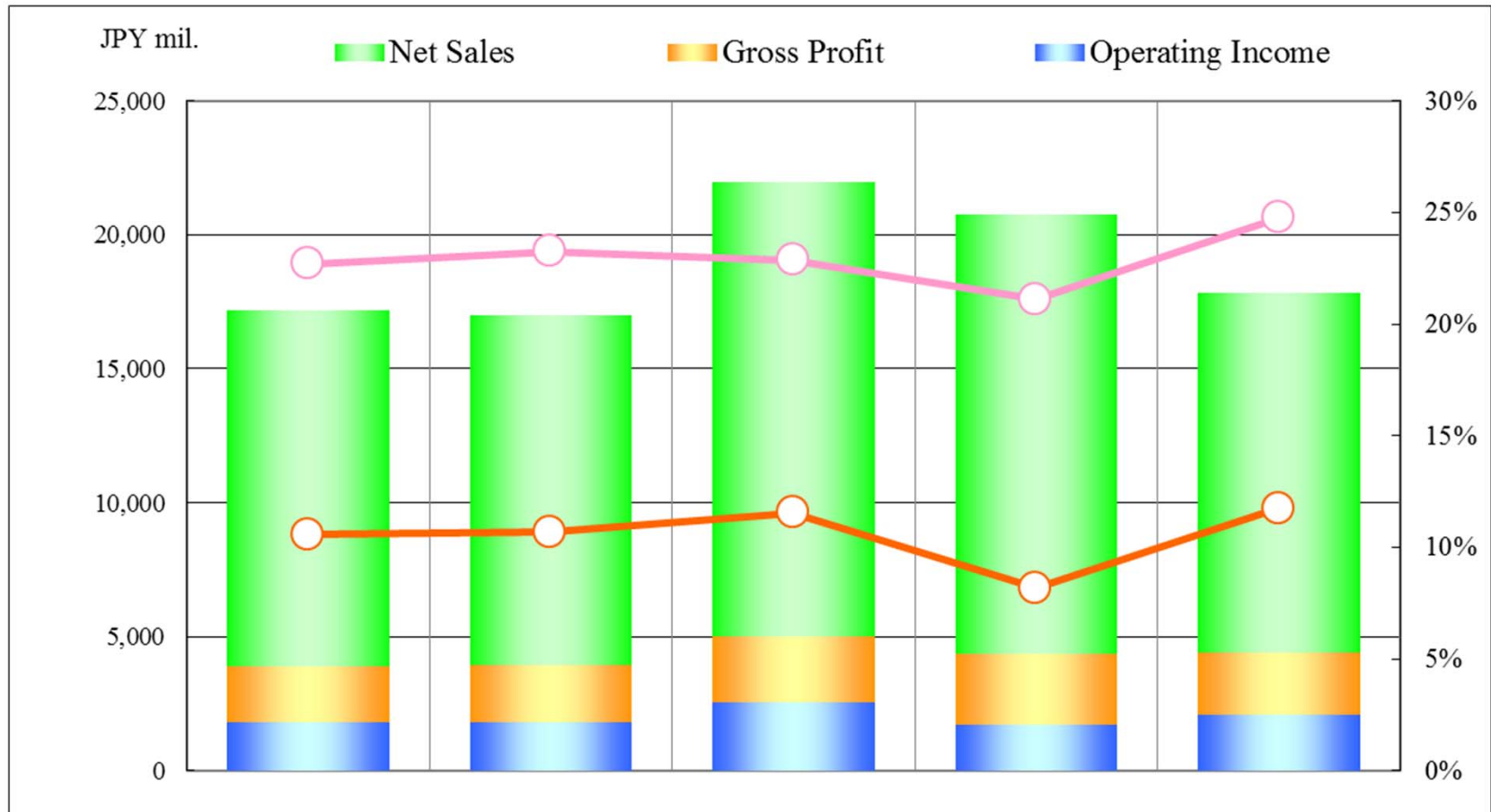
(JPY mil.)		FY2015			FY2016			Changes	
		1Q	1st Half	YTD	1Q	1H FORECAST	YTD FORECAST	Amount	%
Net Sales		17,168	34,163	76,897	17,857	39,500	78,000	688	4.0%
Cost of Sales		13,271	26,316	59,650	13,435	30,700	60,500	164	1.2%
Gross Profit		3,897	7,847	17,246	4,421	8,800	17,500	524	13.5%
<Gross Profit ratio>		22.7%	23.0%	22.4%	24.8%	22.3%	22.4%		(+2.1P)
Selling, general and administrative expenses		2,081	4,216	9,383	2,323	4,800	9,600	242	11.6%
Operating Income		1,815	3,630	7,863	2,097	4,000	7,900	282	15.5%
<Operating Income ratio>		10.6%	10.6%	10.2%	11.7%	10.1%	10.1%		(+1.1P)
Ordinary Profit		1,820	3,784	8,208	2,347	4,100	8,100	526	28.9%
Income Before Income Taxes		1,924	3,919	8,543	2,347	4,100	8,100	422	21.9%
Net Income		1,283	2,739	6,205	1,536	3,000	6,000	253	19.7%
Exchange Rate	1USD =	¥102.15	¥103.06	¥109.89	¥121.32	¥115.00	¥115.00	¥19.17	18.8%
	1EUR =	¥140.11	¥138.94	¥138.85	¥134.23	¥130.00	¥130.00	¥-5.88	△4.2%

## Summary

Net sales and profit increased from 1Q FY2015, in line with the original plan

Net Sales:	Net sales increased by 4.0% from 1Q of the previous FY, due to expansion of press machine sales to automotive industry, especially in Japan and Asia.
Gross Profit:	Gross profit increased by 13.4% from 1Q of the previous FY due to increase of net sales, improvement of manufacturing cost rate and yen depreciation. Gross profit ratio improved by 2.1P.
Operating Income:	Operating income increased by 15.5% from 1Q of the previous FY, mainly due to increase of gross profit. Operating income ratio improved by 1.1P.
Ordinary Profit:	Ordinary profit increased by 28.9%, contributed by increase of foreign exchange profits.
Net Income:	Net income increased by 19.7% from 1Q of the previous FY, due to the above reason.

# Quarterly Financial Performances



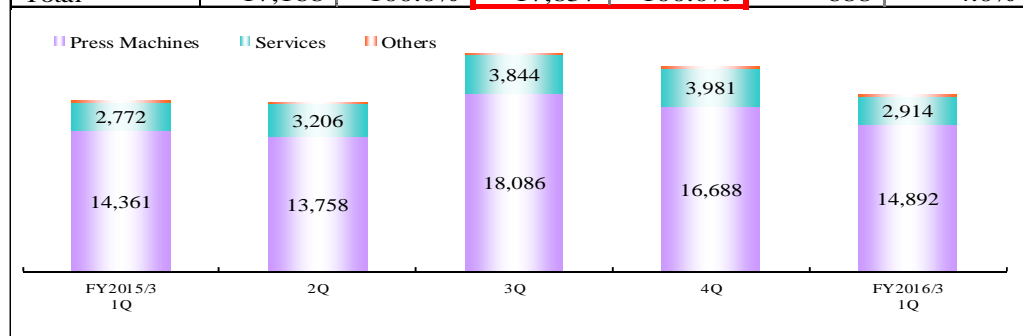
		FY2015				FY2016
		1Q	2Q	3Q	4Q	1Q
	Net Sales	17,168	16,995	21,951	20,783	17,857
	Gross Profit	3,897	3,950	5,015	4,384	4,421
	Operating Income	1,815	1,815	2,536	1,697	2,097
	Gross Profit ratio	22.7%	23.2%	22.8%	21.1%	24.8%
	Operating Income ratio	10.6%	10.7%	11.6%	8.2%	11.7%

# Sales (by Business/Customer/Geographic segment)



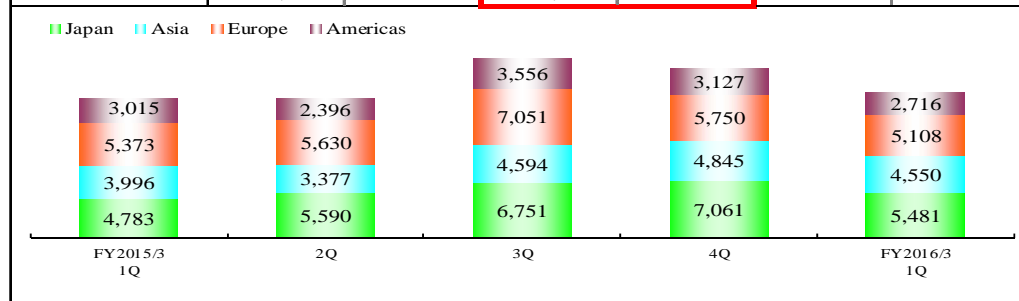
Sales by Business segment

(JPY mil.)	FY2015		FY2016		Fluctuation	
	1Q		1Q		Amount	%
Press Machines	14,361	83.7%	14,892	83.4%	531	3.7%
Services	2,772	16.2%	2,914	16.3%	141	5.1%
Others	34	0.2%	50	0.3%	16	47.8%
<b>Total</b>	<b>17,168</b>	<b>100.0%</b>	<b>17,857</b>	<b>100.0%</b>	<b>688</b>	<b>4.0%</b>



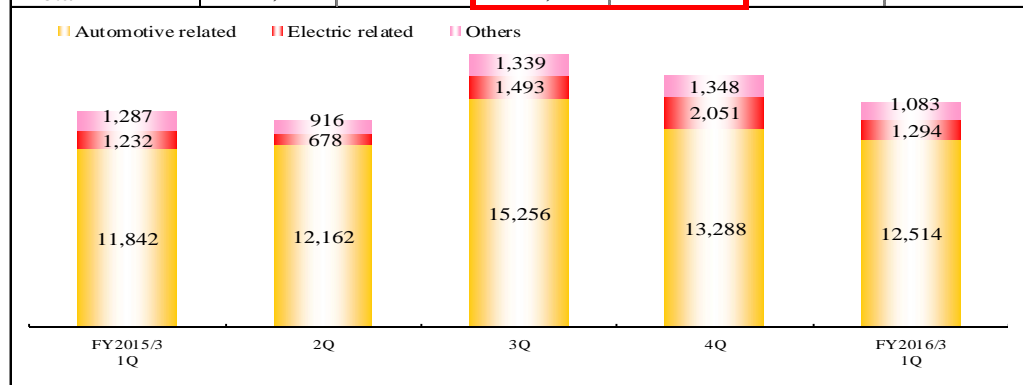
Sales by Geographic segment

(JPY mil.)	FY2015		FY2016		Fluctuation	
	1Q		1Q		Amount	%
Japan	4,783	27.9%	5,481	30.7%	697	14.6%
Asia	3,996	23.3%	4,550	25.5%	554	13.9%
Americas	5,373	31.3%	5,108	28.6%	Δ 265	Δ 4.9%
Europe	3,015	17.6%	2,716	15.2%	Δ 298	Δ 9.9%
<b>Total</b>	<b>17,168</b>	<b>100.0%</b>	<b>17,857</b>	<b>100.0%</b>	<b>688</b>	<b>4.0%</b>

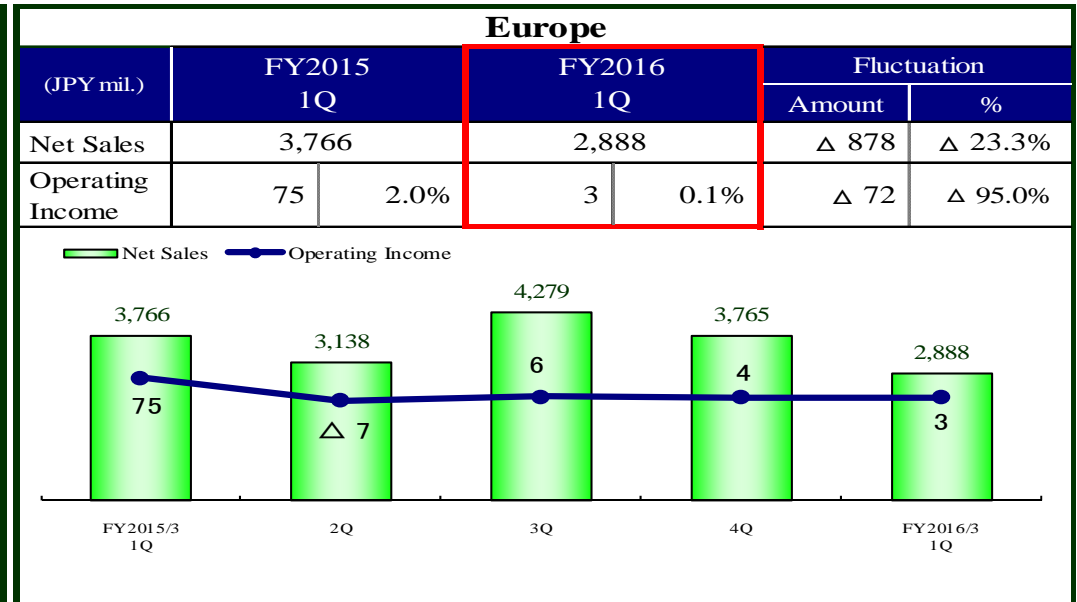
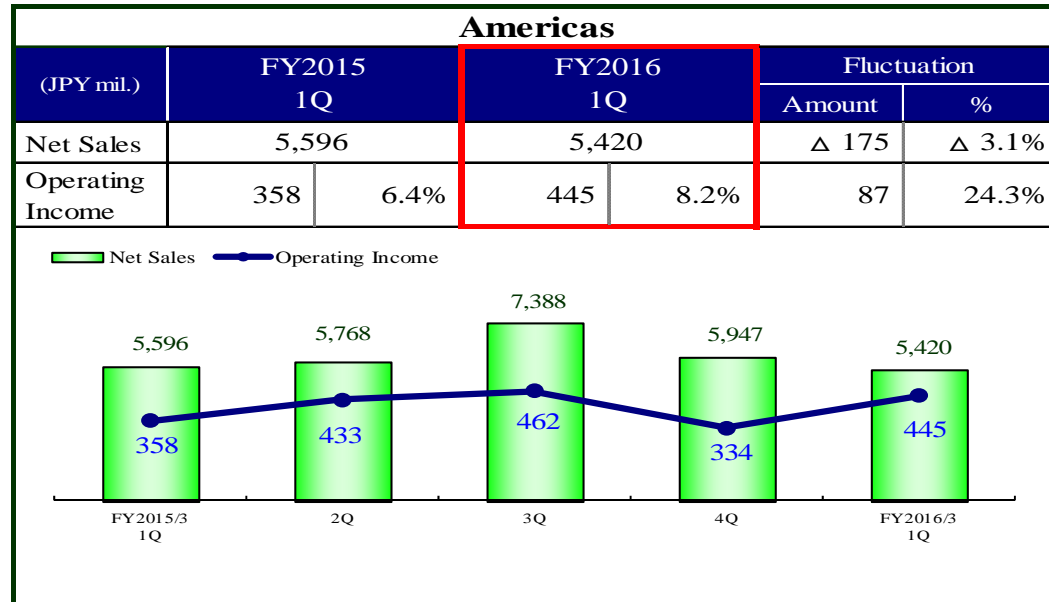
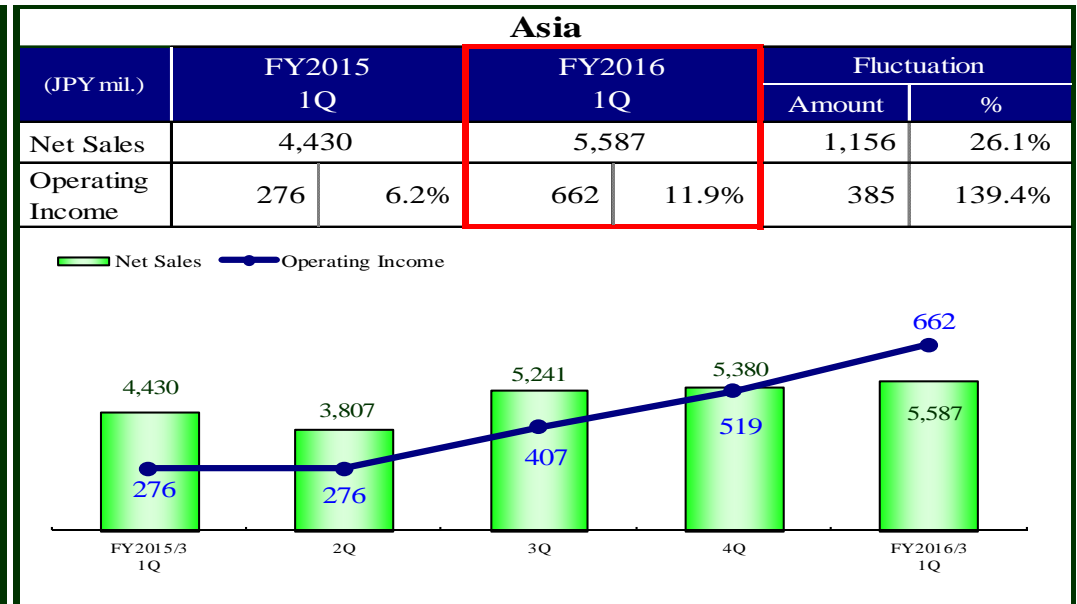
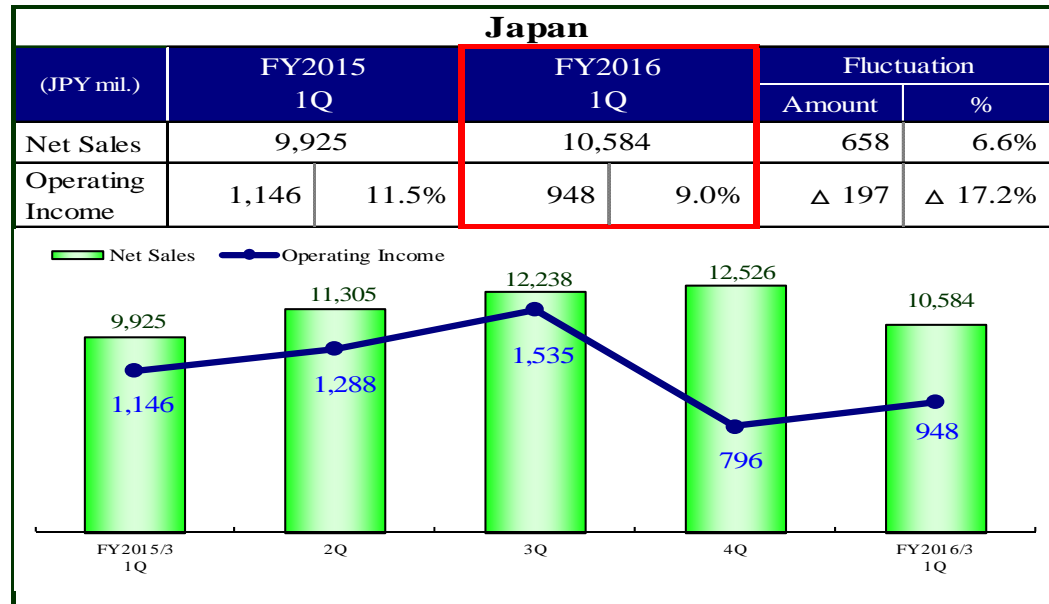


Sales (press machines) by Customer industry

(JPY mil.)	FY2015		FY2016		Fluctuation	
	1Q		1Q		Amount	%
Automotive	11,842	82.5%	12,514	84.0%	672	5.7%
Electric related	1,232	8.6%	1,294	8.7%	62	5.1%
Others	1,287	9.0%	1,083	7.3%	Δ 203	Δ 15.8%
<b>Total</b>	<b>14,361</b>	<b>100.0%</b>	<b>14,892</b>	<b>100.0%</b>	<b>531</b>	<b>3.7%</b>



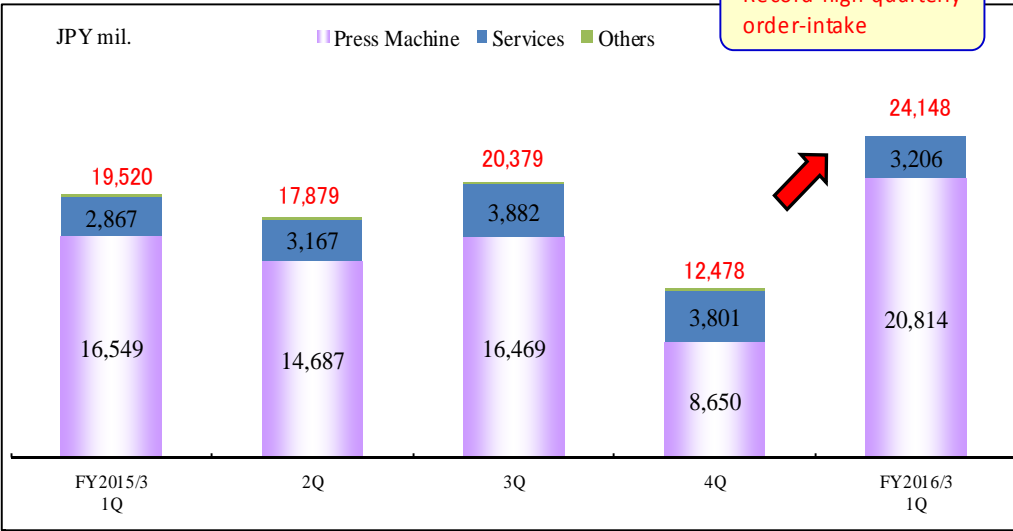
# Sales / Operating Income (by Geographic segment)



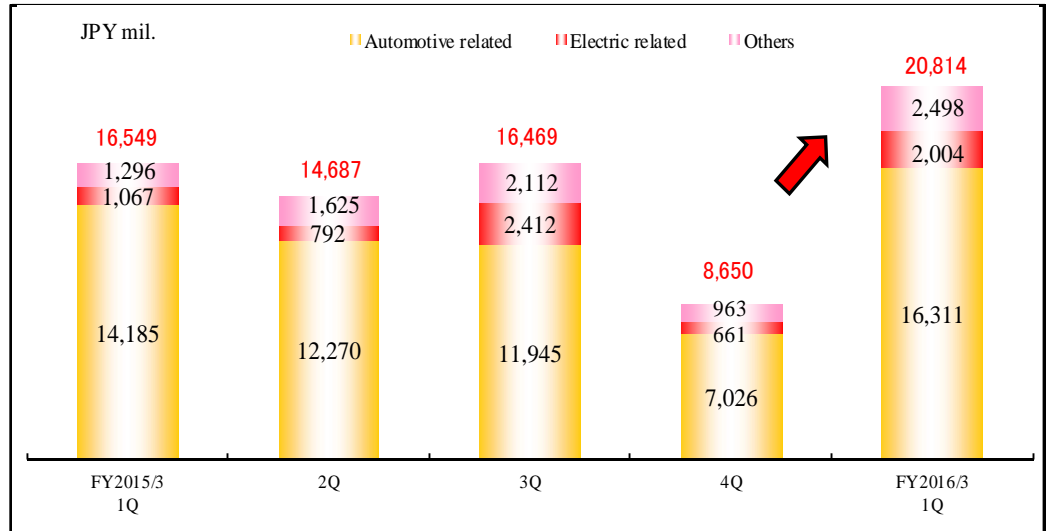
# Orders Intake & Backlog (by Business/Customer/Geographic segment)



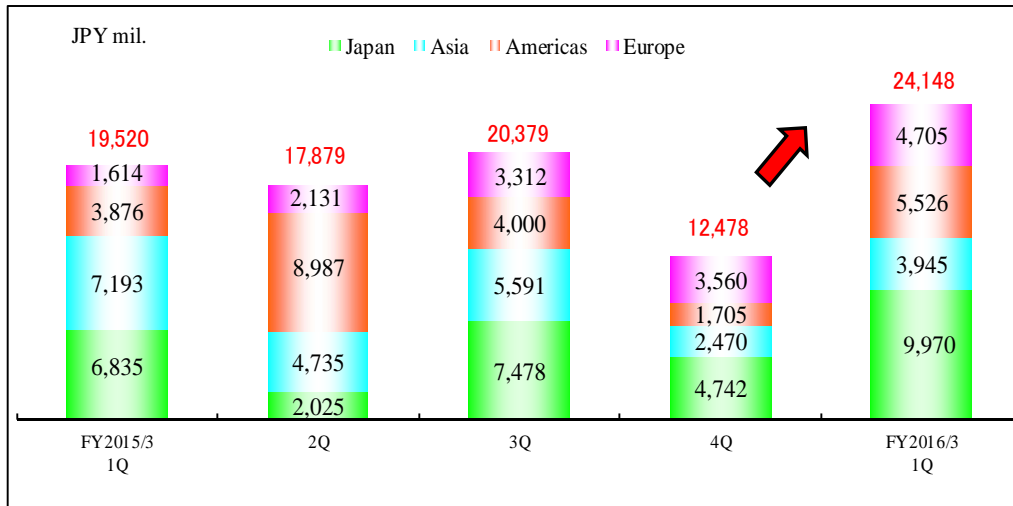
### Orders Intake by Business Segment



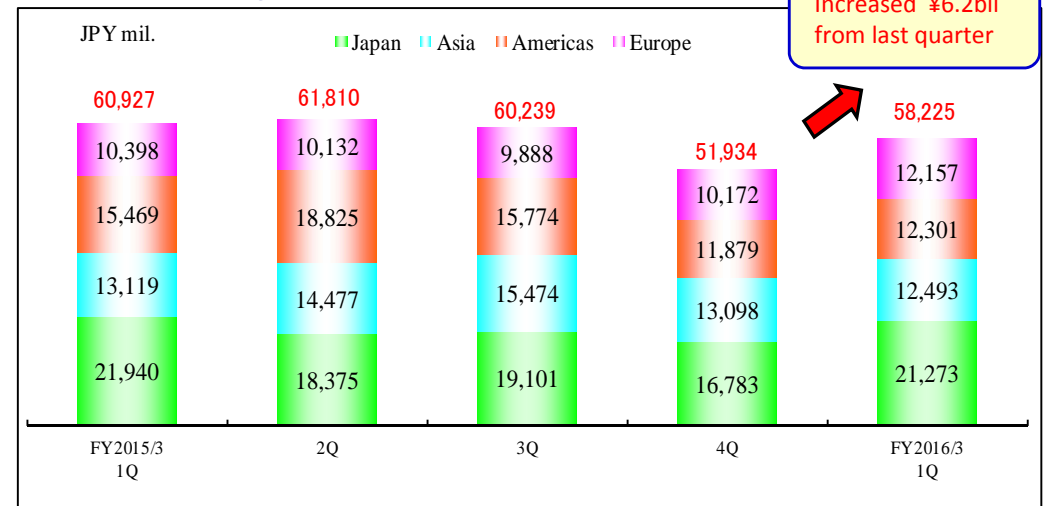
### Orders Intake by Customer Industry (Press Machines)



### Orders Intake by Geographic Segment



### Orders Backlog by Geographic Segment



# Major Changes on Balance Sheet

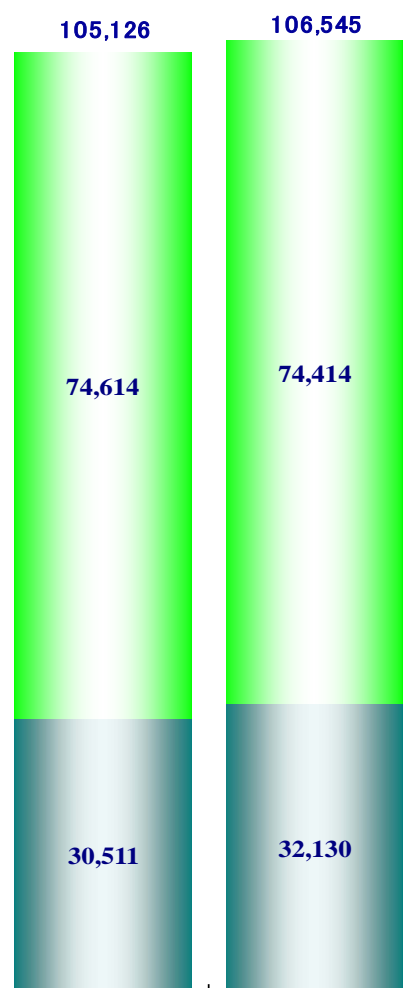


## Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Mar. 2014  
**Total assets + 1,418**



**Current assets**  $\Delta$  200  
 Cash & cash equivalents  $\Delta$  1,531  
 Accounts receivable, trade +2,597  
 Inventories +840

**Fixed assets** +1,619  
 Property, plant and equipment +1,063

FY2015

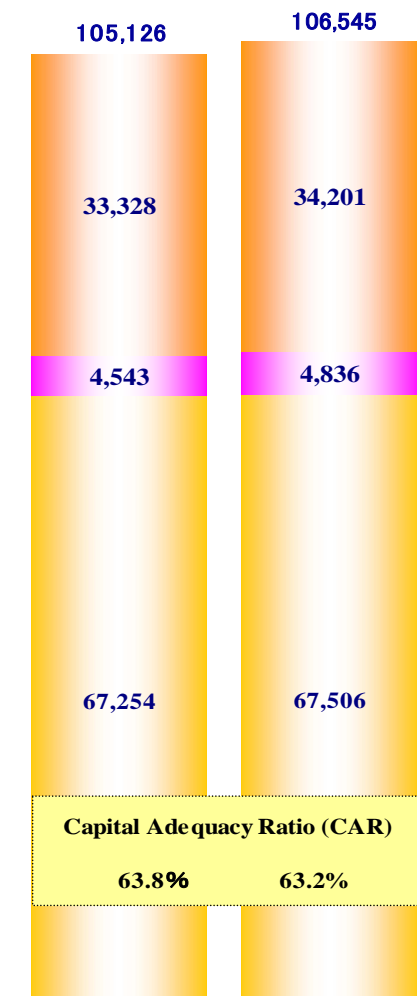
FY2016 1H

## Liabilities and Net Assets

(JPY mil.)

■ Current liabilities  
 ■ Long-term liabilities  
 ■ Net assets

VS end of Mar. 2014  
**Total current liabilities + 1,167**



**Current liabilities** + 873  
 Accounts payable, trade  $\Delta$  1,276  
 Short-term loans payable +1,543  
 Advances from customers on contracts +1,348

**Long-term liabilities** + 293

**Net assets** + 251  
 Retained earnings  $\Delta$  413  
 Foreign currency translation adjustments + 313  
 Net unrealized gains (losses) on other securities + 324

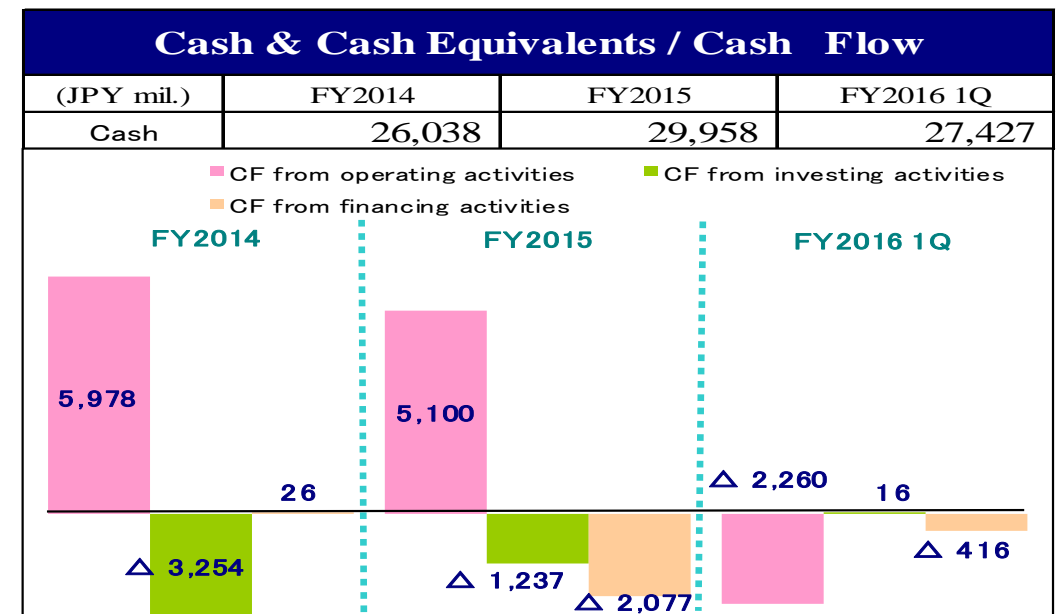
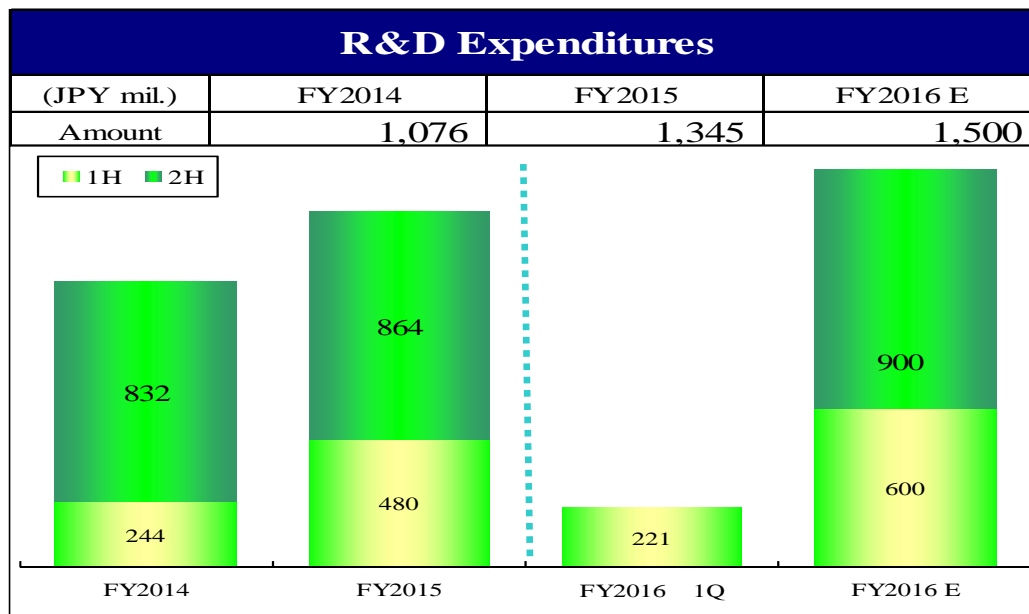
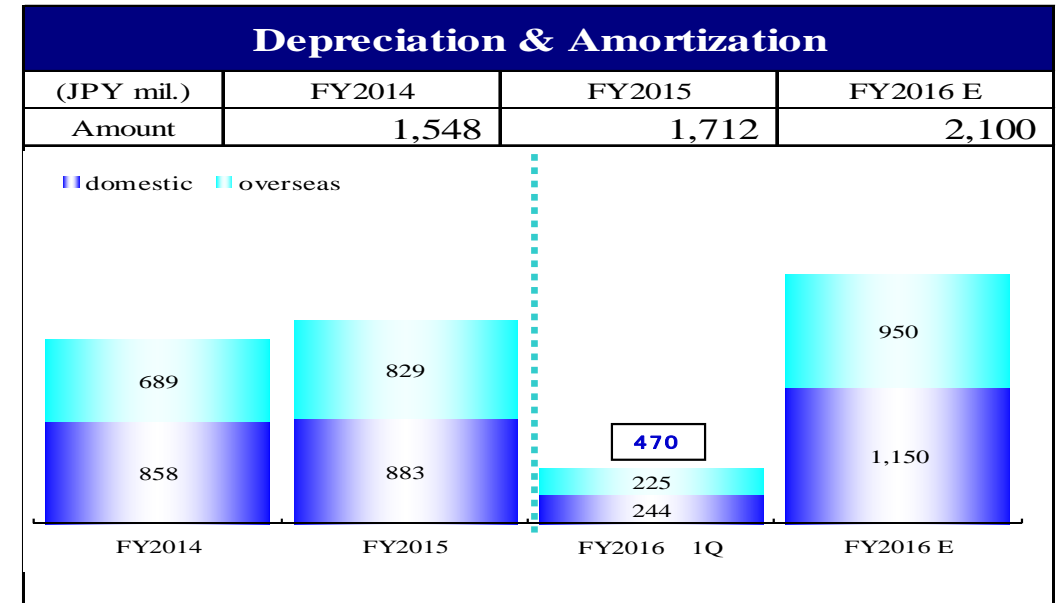
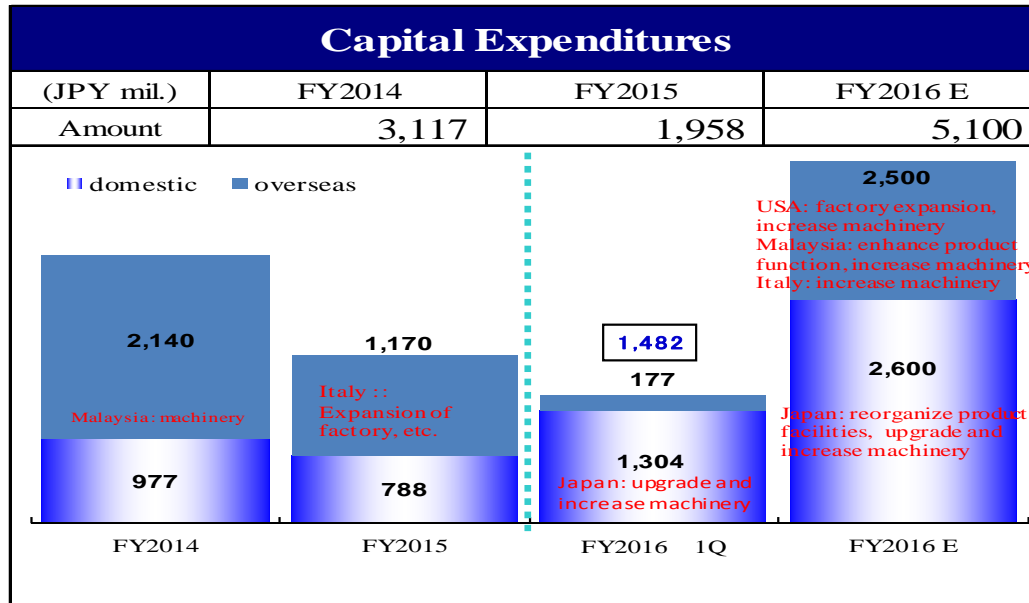
**Capital Adequacy Ratio (CAR)**

63.8% 63.2%

FY2015

FY2016 1H

# Trend of Capex, Depreciation, R&D & CF





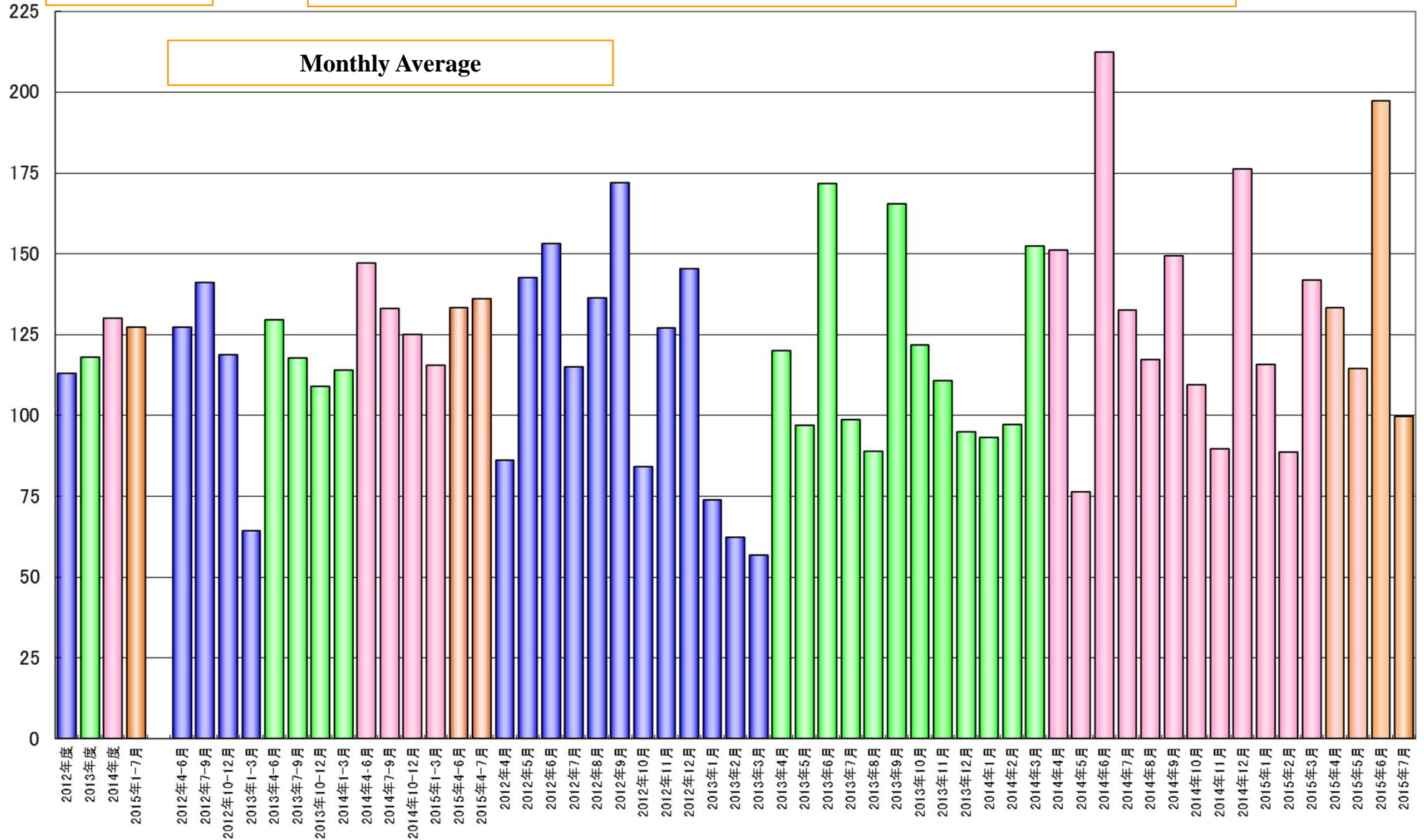
# (for Reference) Statistics of Forming Machinery Industry



JPY(billion)

Press: Mechanical, Hydraulic, Forging & Automation

Monthly Average



出所: (一社) 日本鍛圧機械工業

# Remarks



## **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 2015**

**AIDA ENGINEERING, LTD.**