

FY 2016 Third Quarter Financial Results

(from Apr. 2015 to Dec. 2015)

AIDA



Highlights of Consolidated Results Summary of P&L



(JPY mil.)		FY2015	FY2016	Fluctuation	
		3Q (9M)	3Q (9M)	Amount	%
Net Sales		56,114	56,861	747	1.3%
Cost of Sales		43,251	43,100	△ 151	△0.3%
Gross Profit		12,862	13,760	898	7.0%
<Gross Profit ratio>		22.9%	24.2%		(+1.3P)
Selling, general & administrative expenses		6,695	7,306	610	9.1%
Operating Income		6,166	6,454	288	4.7%
<Operating Income ratio>		11.0%	11.4%		(+0.4P)
Ordinary Profit		6,490	6,939	449	6.9%
Income Before Income Taxes		6,639	6,926	286	4.3%
Net Income		4,451	4,706	254	5.7%
Exchange Rate	1USD=	¥106.84	¥121.68	¥14.84	13.9%
	1EUR=	¥140.26	¥134.43	¥-5.83	-4.2%

<Summary>

Net sales and profit increased from 3Q of FY2015

Net Sales:	Net sales increased by 1.3% from 3Q of the previous FY, due to expansion of press machine sales in Asia.
Gross Profit:	Gross profit increased by 7.0% from 3Q of the previous FY due to improvement of manufacturing cost and yen depreciation. Gross profit
Operating Income:	Operating income increased by 4.7% from 3Q of the previous FY, mainly due to increase of gross profit. Operating income ratio improved
Ordinary Profit:	Ordinary profit increased by 6.9%, contributed by increase of foreign exchange profits.
Net Income:	Net income increased by 5.7% from 3Q of the previous FY, due to the above reason.

Trend of Sales, Gross Profit and Operating Income



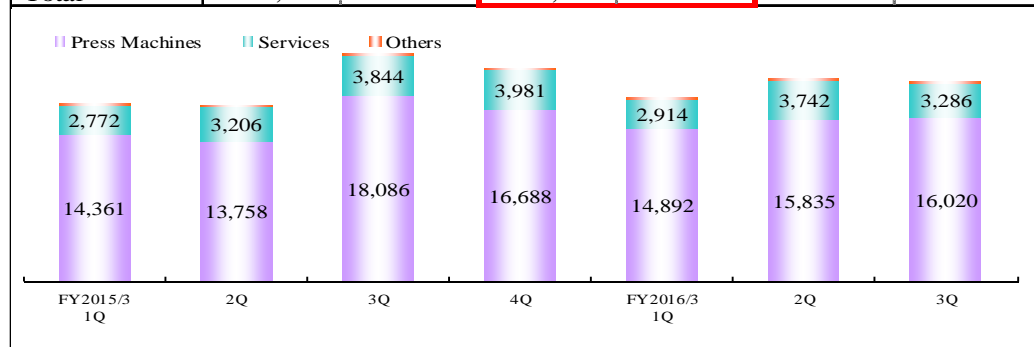
		FY2015				FY2016		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q
	Net Sales	17,168	16,995	21,951	20,783	17,857	19,611	19,393
	Gross Profit	3,897	3,950	5,015	4,384	4,421	4,572	4,767
	Operating Income	1,815	1,815	2,536	1,697	2,097	2,136	2,221
	Gross Profit ratio	22.7%	23.2%	22.8%	21.1%	24.8%	23.3%	24.6%
	Operating Income ratio	10.6%	10.7%	11.6%	8.2%	11.7%	10.9%	11.5%

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



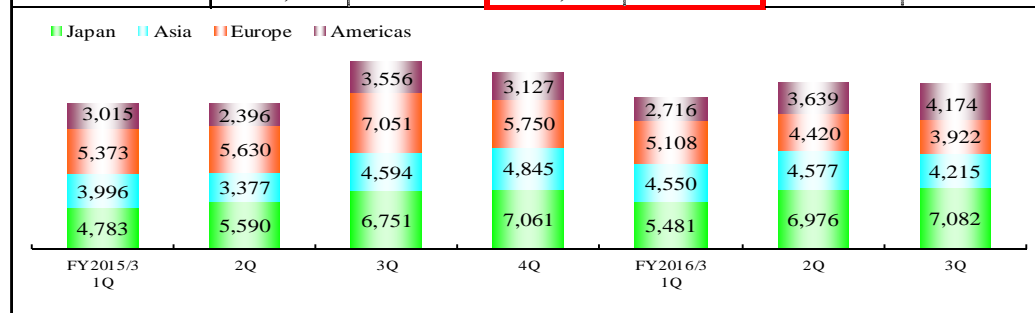
Sales by Business segment

(JPY mil.)	FY2015		FY2016		Fluctuation	
	3Q		3Q		Amount	%
Press Machines	46,205	82.3%	46,747	82.2%	541	1.2%
Services	9,822	17.5%	9,942	17.5%	119	1.2%
Others	85	0.2%	172	0.3%	86	100.4%
Total	56,114	100.0%	56,861	100.0%	747	1.3%



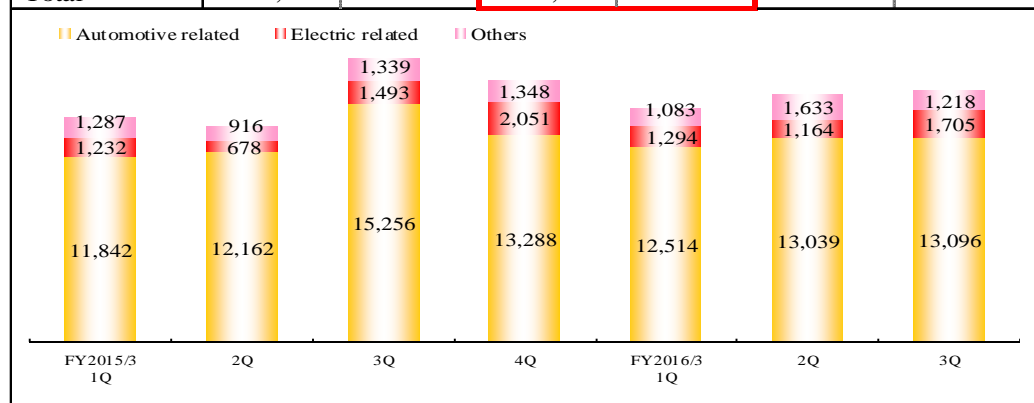
Sales by Geographic segment

(JPY mil.)	FY2015		FY2016		Fluctuation	
	3Q		3Q		Amount	%
Japan	17,124	30.5%	19,539	34.4%	2,414	14.1%
Asia	11,967	21.3%	13,342	23.5%	1,374	11.5%
Americas	18,054	32.2%	13,450	23.7%	Δ 4,604	Δ 25.5%
Europe	8,967	16.0%	10,529	18.5%	1,562	17.4%
Total	56,114	100.0%	56,861	100.0%	747	1.3%

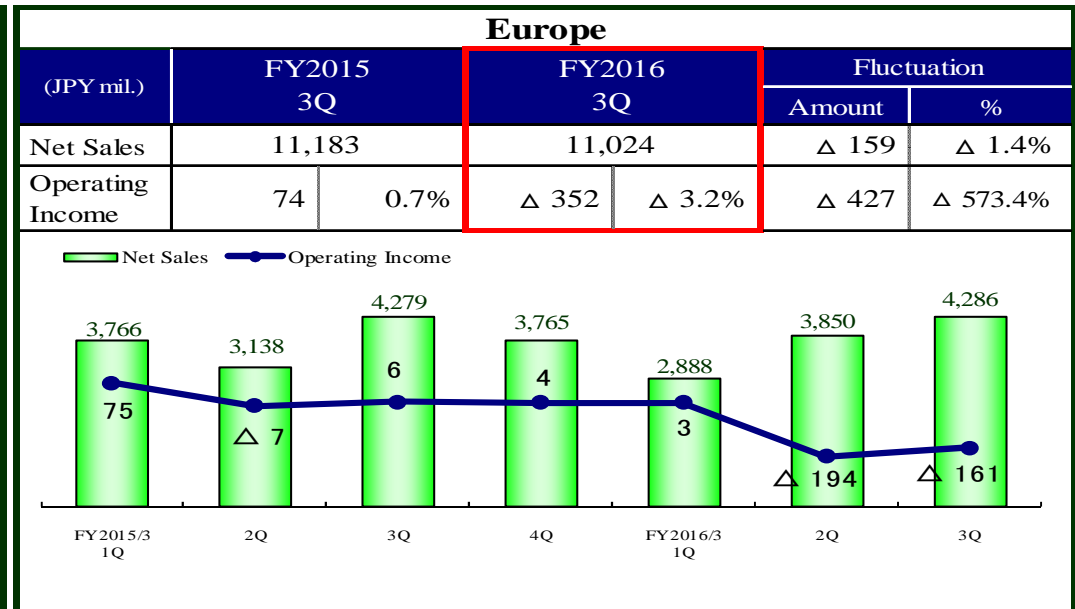
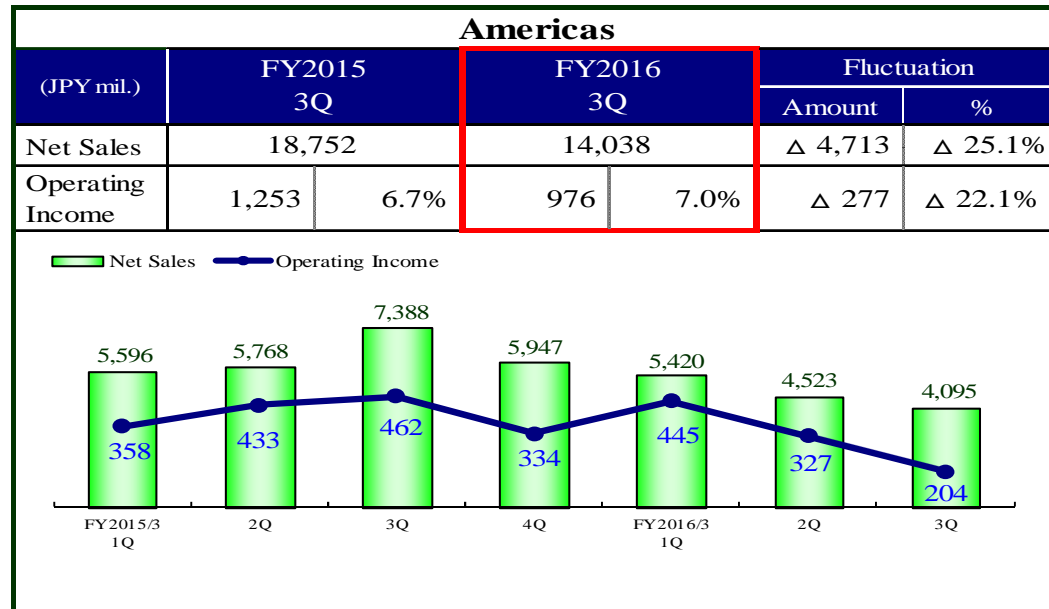
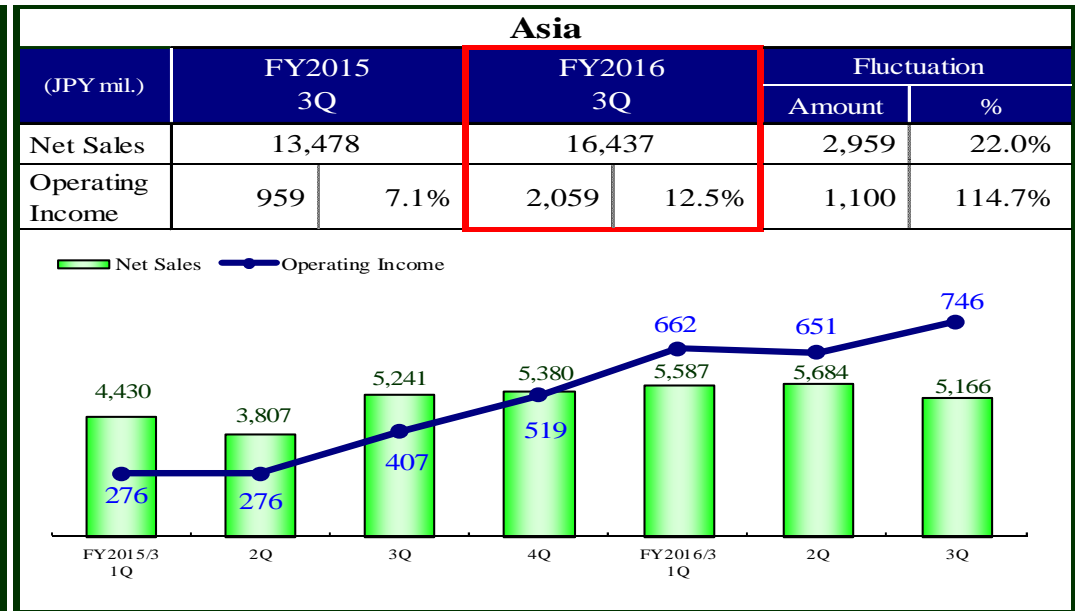
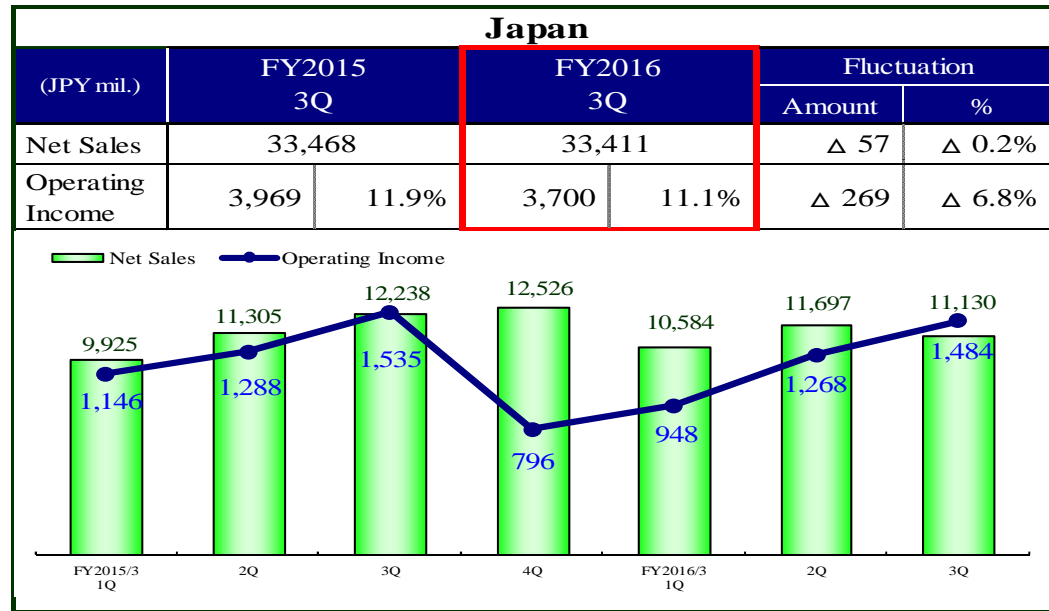


Sales (press machines) by Customer industry

(JPY mil.)	FY2015		FY2016		Fluctuation	
	3Q		3Q		Amount	%
Automotive	39,260	85.0%	38,649	82.7%	Δ 611	-1.6%
Electric related	3,403	7.4%	4,163	8.9%	759	22.3%
Others	3,542	7.7%	3,934	8.4%	392	11.1%
Total	46,205	100.0%	46,747	100.0%	541	1.2%



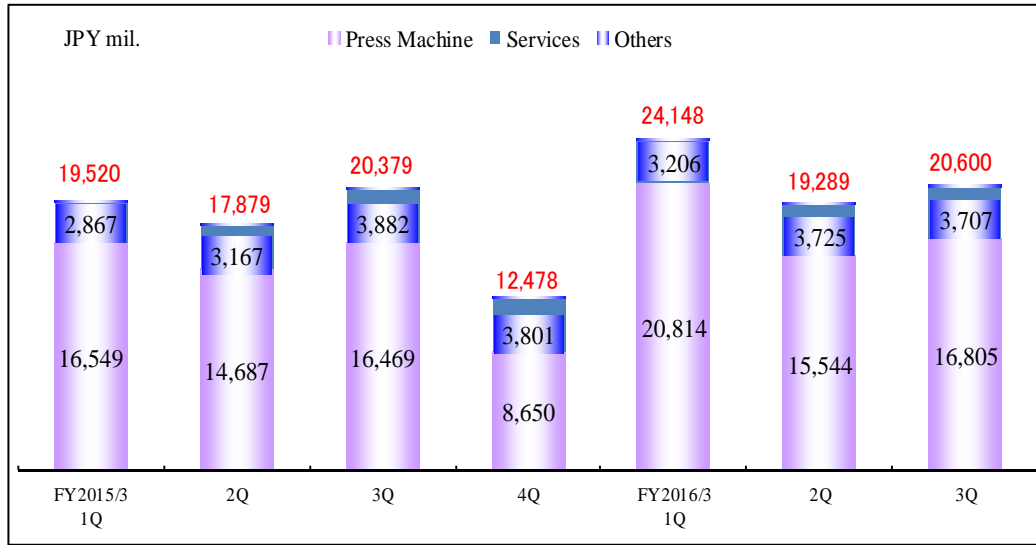
Sales / Operating Income (by Geographic segment)



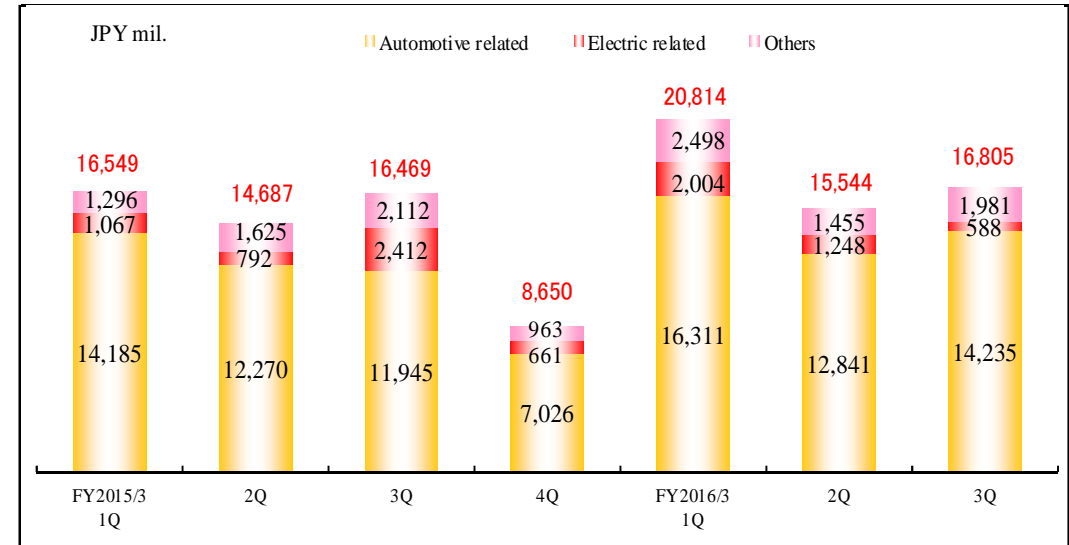
Orders Intake & Backlog (by Business/Customer/Geographic segment)



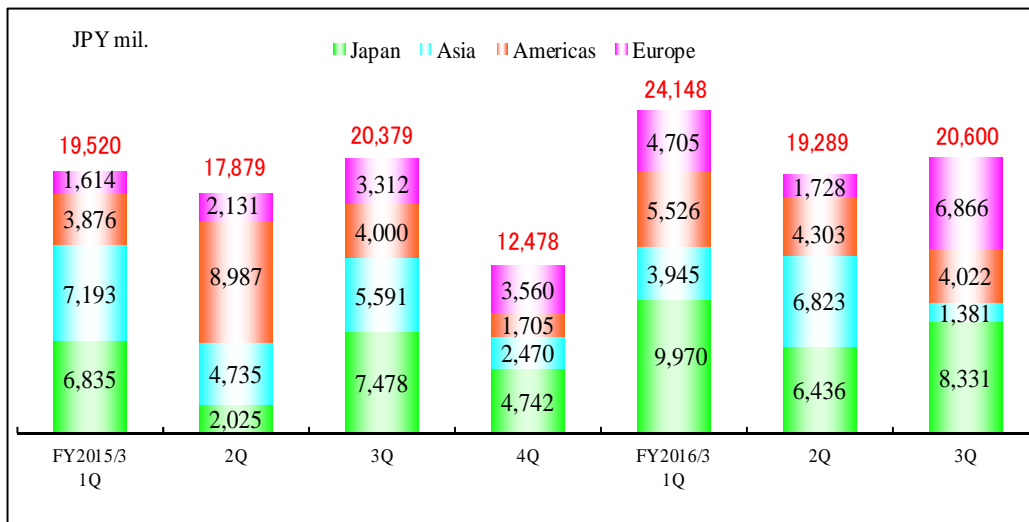
Orders Intake by Business Segment



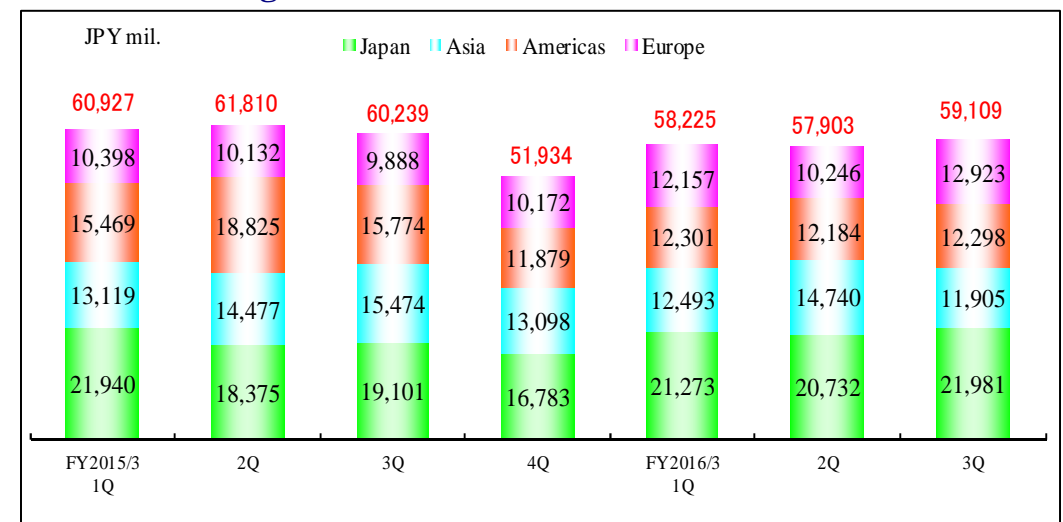
Orders Intake by Customer Industry (Press Machines)



Orders Intake by Geographic Segment



Orders Backlog by Geographic Segment



Trend of Orders Intake & Backlog



(JPY mil.)	FY2014/3				FY2015/3				FY2016/3		vs. FY2015/3	
	3Q (9M)		Full-year		3Q (9M)		Full-year		3Q (9M)		Fluctuation	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%
Order Intake: total	58,134	100.0%	76,670	100.0%	57,778	100.0%	70,256	100.0%	64,037	100.0%	6,258	10.8%
By Business												
Press Machine	50,135	86.2%	64,807	84.5%	47,705	82.6%	56,355	80.2%	53,163	83.0%	5,457	11.4%
By Customer												
Automotive related	40,473	80.7%	52,053	80.3%	38,400	80.5%	45,426	80.6%	43,387	81.6%	4,987	13.0%
Electric related	3,436	6.9%	4,390	6.8%	4,271	9.0%	4,932	8.8%	3,840	7.2%	△ 430	△ 10.1%
Other industries	6,225	12.4%	8,363	12.9%	5,033	10.6%	5,996	10.6%	5,934	11.2%	900	17.9%
Services	7,822	13.5%	11,650	15.2%	9,916	17.2%	13,717	19.5%	10,638	16.6%	721	7.3%
Others	176	0.3%	212	0.3%	156	0.3%	183	0.3%	236	0.4%	79	51.1%
By Region												
Japan	15,442	26.6%	22,961	29.9%	16,338	28.3%	21,080	30.0%	24,737	38.6%	8,398	51.4%
Asia	17,439	30.0%	19,052	24.9%	17,519	30.3%	19,989	28.5%	12,149	19.0%	△ 5,370	△ 30.7%
Americas	15,985	27.5%	20,188	26.3%	16,863	29.2%	18,568	26.4%	13,851	21.6%	△ 3,011	△ 17.9%
Europe	9,266	15.9%	14,467	18.9%	7,057	12.2%	10,617	15.1%	13,299	20.8%	6,241	88.4%
Order Backlog: total	59,828	100.0%	58,575	100.0%	60,239	100.0%	51,934	100.0%	59,109	100.0%	△ 1,129	△ 1.9%
By Region												
Japan	20,453	34.2%	19,888	34.0%	19,101	31.7%	16,783	32.3%	21,981	37.2%	2,880	15.1%
Asia	12,670	21.2%	9,922	16.9%	15,474	25.7%	13,098	25.2%	11,905	20.1%	△ 3,568	-23.1%
Americas	17,093	28.6%	16,965	29.0%	15,774	26.2%	11,879	22.9%	12,298	20.8%	△ 3,475	△ 22.0%
Europe	9,612	16.1%	11,799	20.1%	9,888	16.4%	10,172	19.6%	12,923	21.9%	3,034	30.7%

Major Changes on Balance Sheet



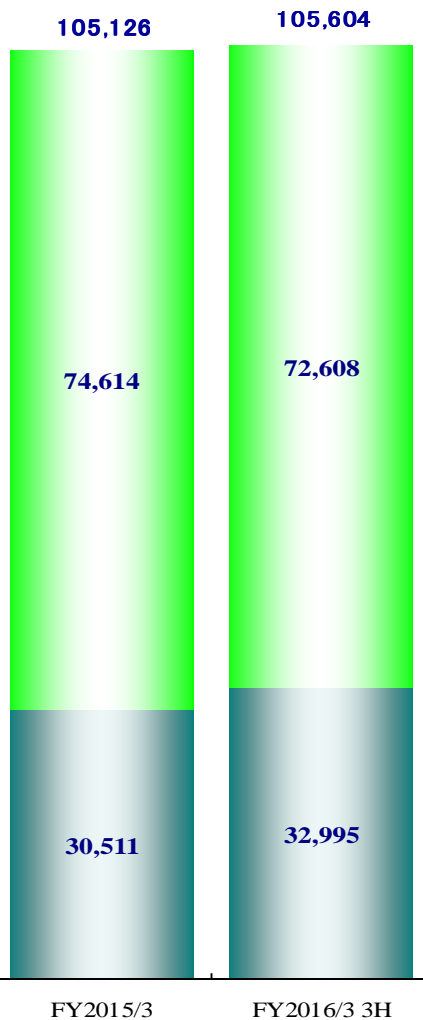
Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Mar. 2015

Total assets + 477



Current assets Δ 2,006
 Cash & cash equivalents Δ 987
 Accounts receivable, trade + 536

Fixed assets + 2,484
 Property, plant and equipment + 1,943
 Investment securities + 601

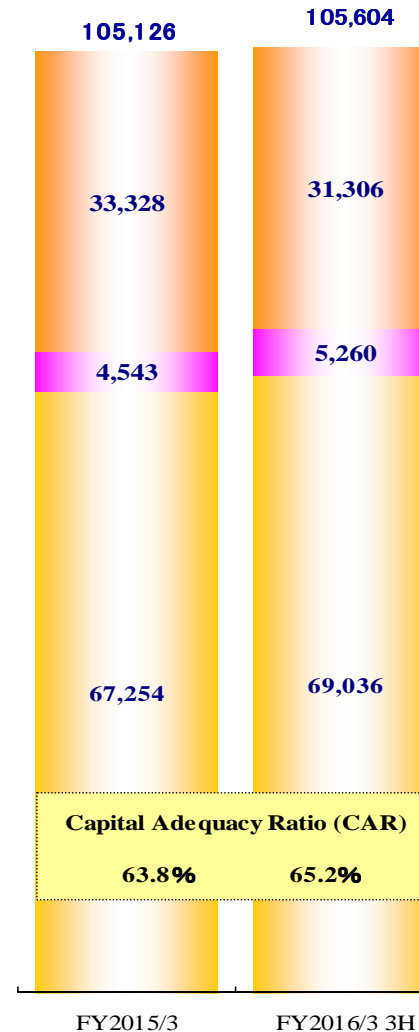
Liabilities and Net Assets

(JPY mil.)

■ Current liabilities
 ■ Long-term liabilities
 ■ Net assets

VS end of Mar. 2015

Total current liabilities Δ 1,304



Current liabilities Δ 2,021
 Accounts payable, trade Δ 2,091
 Non-trade payables + 928
 Short-term loans payable + 2,874
 Advances from customers on contracts Δ 1,481
 Special suspense account for reduction entry Δ 866

Long-term liabilities + 717

Net assets + 1,782
 Retained earnings + 2,755
 Net unrealized gains (losses) on other securities + 334
 Foreign currency translation adjustments Δ 1,539

Highlights: Forecasts of FY2016 Consolidated Results



(JPY mil.)	FY2015 Full-year	FY2016/3			Fluctuation		
		3Q (9M) Results	4Q Forecast	Full-year forecast	Amount	%	
Net Sales	76,897	56,861	21,139	78,000	1,103	1.4%	
Cost of Sales	59,650	43,100	17,000	60,100	450	0.8%	
Gross Profit	17,246	13,760	4,140	17,900	654	3.8%	
<Gross Profit ratio>	22.4%	24.2%	19.6%	22.9%		(+0.5P)	
Selling, general and administrative expenses	9,383	7,306	2,694	10,000	617	6.6%	
Operating Income	7,863	6,454	1,446	7,900	37	0.5%	
<Operating Income ratio>	10.2%	11.4%	6.8%	10.1%		(-0.1P)	
Ordinary Profit	8,208	6,939	1,761	8,700	492	6.0%	
Income Before Income Taxes	8,543	6,926	1,774	8,700	157	1.7%	
Net Income	6,205	4,706	1,294	6,000	Δ 205	Δ 3.3%	
Cash Dividends per Share	¥30	—	—	¥30	—	—	
Exchange Rate	1USD=	¥109.89	¥121.68	¥119.00	¥121.01	¥11.12	10.1%
	1EUR=	¥138.85	¥134.43	¥130.00	¥133.32	¥-5.53	-4.0%

<Summary> Achieving 6 consecutive- terms increase in Net Sales, Ordinary Profit and Operating Income	Net Sales	Achieve full year target of net sales by increasing press machine sales in Asia.
	Gross Profit	Gross profit will increase from FY2014 due to improvement of efficiency in manufacturing, absorbing increase of cost for capital investment and human resource development.
	Operating Income	Achieving record high operating income through gross profit increase, absorbing increase of SG&A expenses.
	Ordinary Profit	Ordinary profit will increase from the previous FY due to increase of foreign exchange profits, achieving the record high.
	Net Income	Net income will decrease due to drop of extraordinary gain and tax refund booked in FY2014.

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



By Business

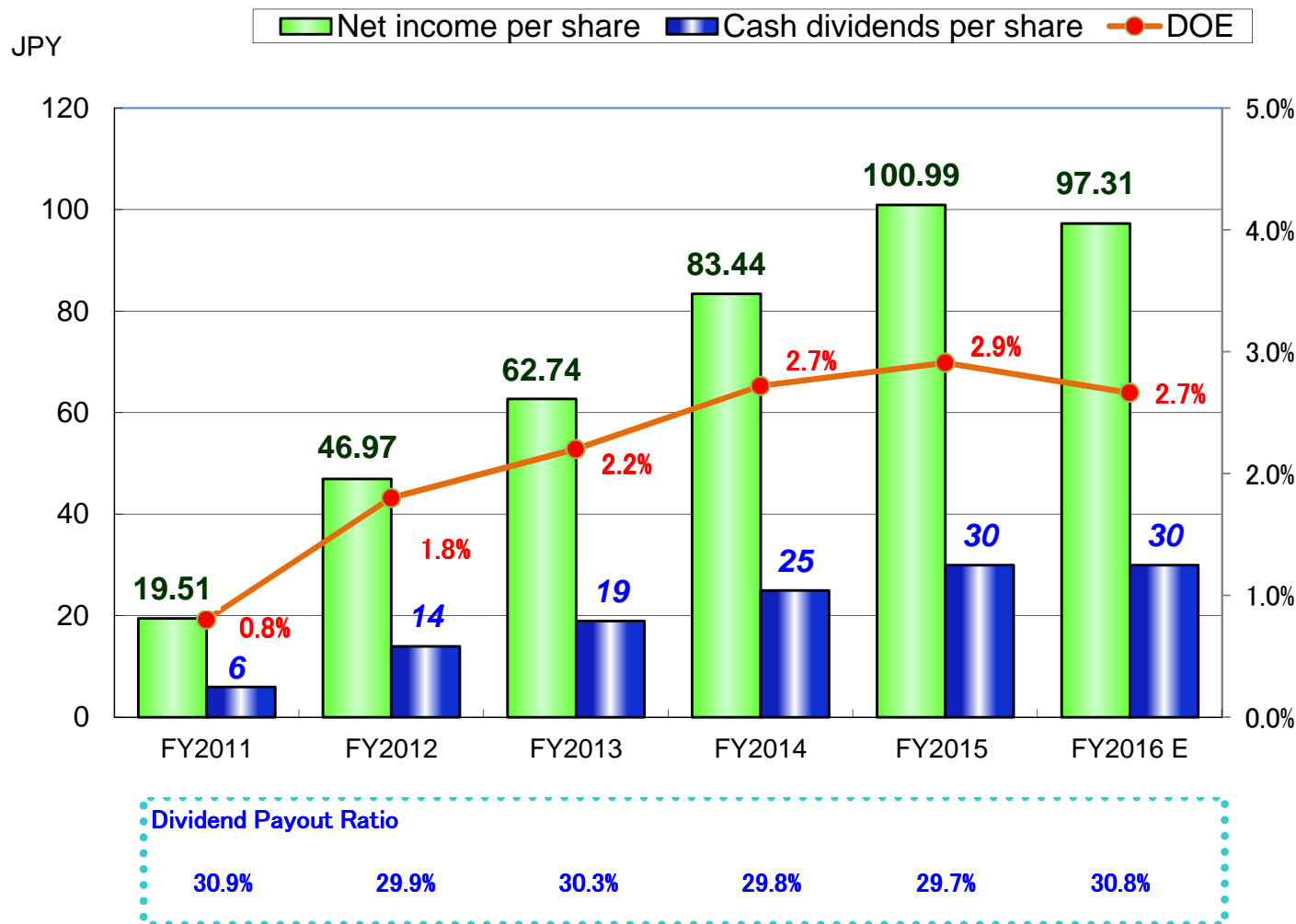
(JPY mil.)	Orders				Net Sales			
	FY2015	FY2016 forecast	Fluctuation: FY2016 vs FY2015		FY2015	FY2016 forecast	Fluctuation: FY2016 vs FY2015	
			Amount	%			Amount	%
Press Machine	56,355	67,300	10,945	19.4%	62,893	63,300	407	0.6%
Services	13,717	14,500	783	5.7%	13,803	14,500	697	5.0%
Others	183	200	17	9.3%	199	200	1	0.5%
Consolidated	70,256	82,000	11,744	16.7%	76,897	78,000	1,103	1.4%

By Region

(JPY mil.)	Orders				Net Sales				Operating income			
	FY2015	FY2016 forecast	Fluctuation: FY2016 vs FY2015		FY2015	FY2016 forecast	Fluctuation: FY2016 vs FY2015		FY2015	FY2016 forecast	Fluctuation: FY2016 vs FY2015	
			Amount	%			Amount	%			Amount	%
Japan	21,080	30,000	8,920	42.3%	45,994	43,500	Δ 2,494	Δ 5.4%	4,765	4,800	35	0.7%
Asia	19,989	17,500	Δ 2,489	Δ 12.5%	18,858	23,500	4,642	24.6%	1,478	2,400	922	62.4%
Americas	18,568	19,000	432	2.3%	24,549	19,500	Δ 5,049	Δ 20.6%	1,563	1,200	Δ 363	Δ 23.2%
Europe	10,617	15,500	4,883	46.0%	15,098	15,500	402	2.7%	101	Δ 500	Δ 601	-
Reconciliation					Δ 27,604	Δ 24,000	3,604	Δ 13.1%	Δ 45	0	45	-
Consolidated	70,256	82,000	11,744	16.7%	76,897	78,000	1,103	1.4%	7,863	7,900	37	0.5%

Return to Shareholders

• **Dividend Policy:** AIDA focuses on continuation of stable dividend, maintaining “dividend on equity” at adequate level. Dividend amount is basically linked with consolidated financial results, targeting 30% of dividend payout ratio.



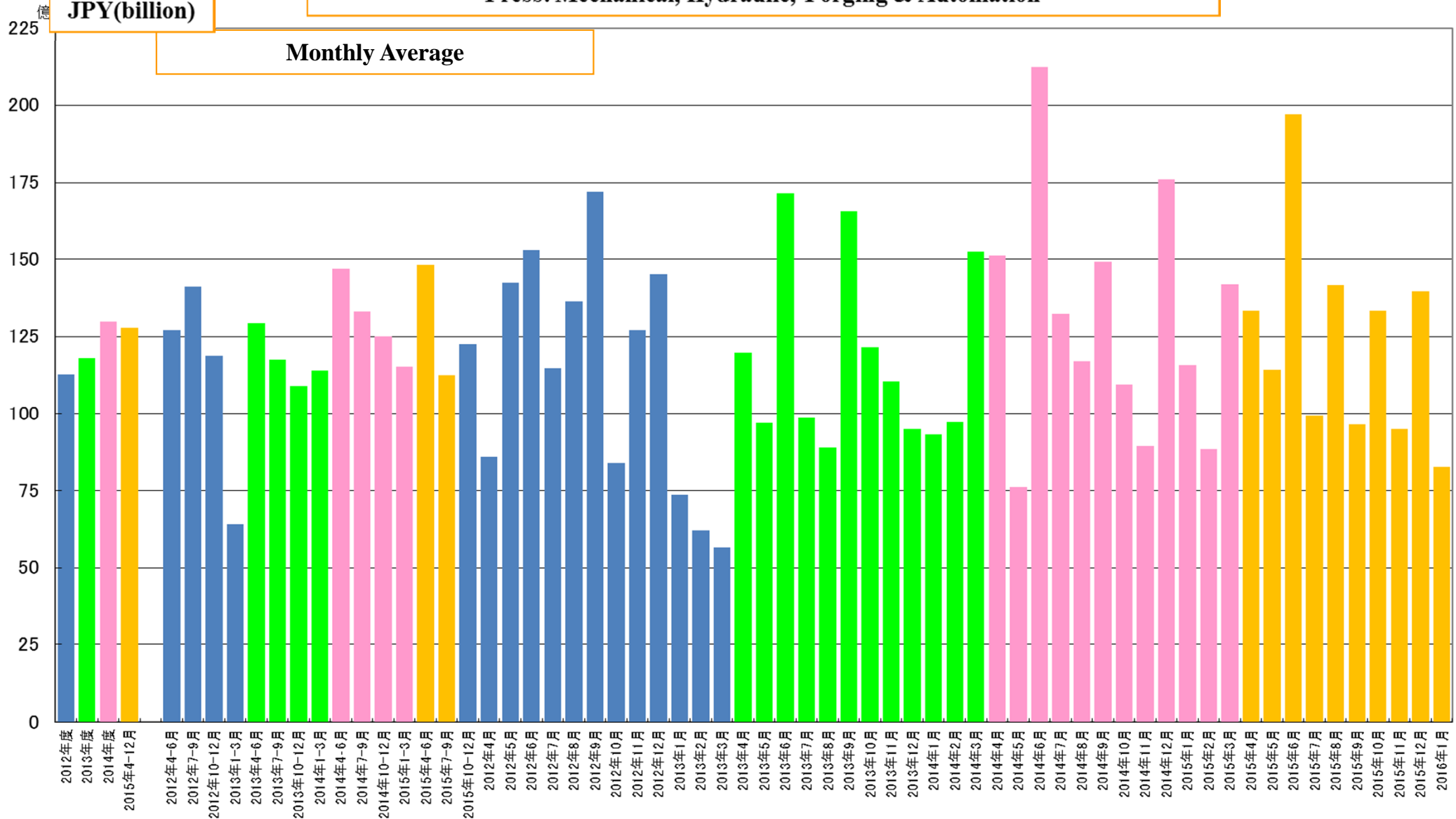
Annual dividend for FY2015 reached the record high. We are planning to keep the same level for FY2016.

May 2014
Cancel Treasury stock of 5,500,000 shares (6.95% of outstanding shares prior to cancellation)

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



Press: Mechanical, Hydraulic, Forging & Automation

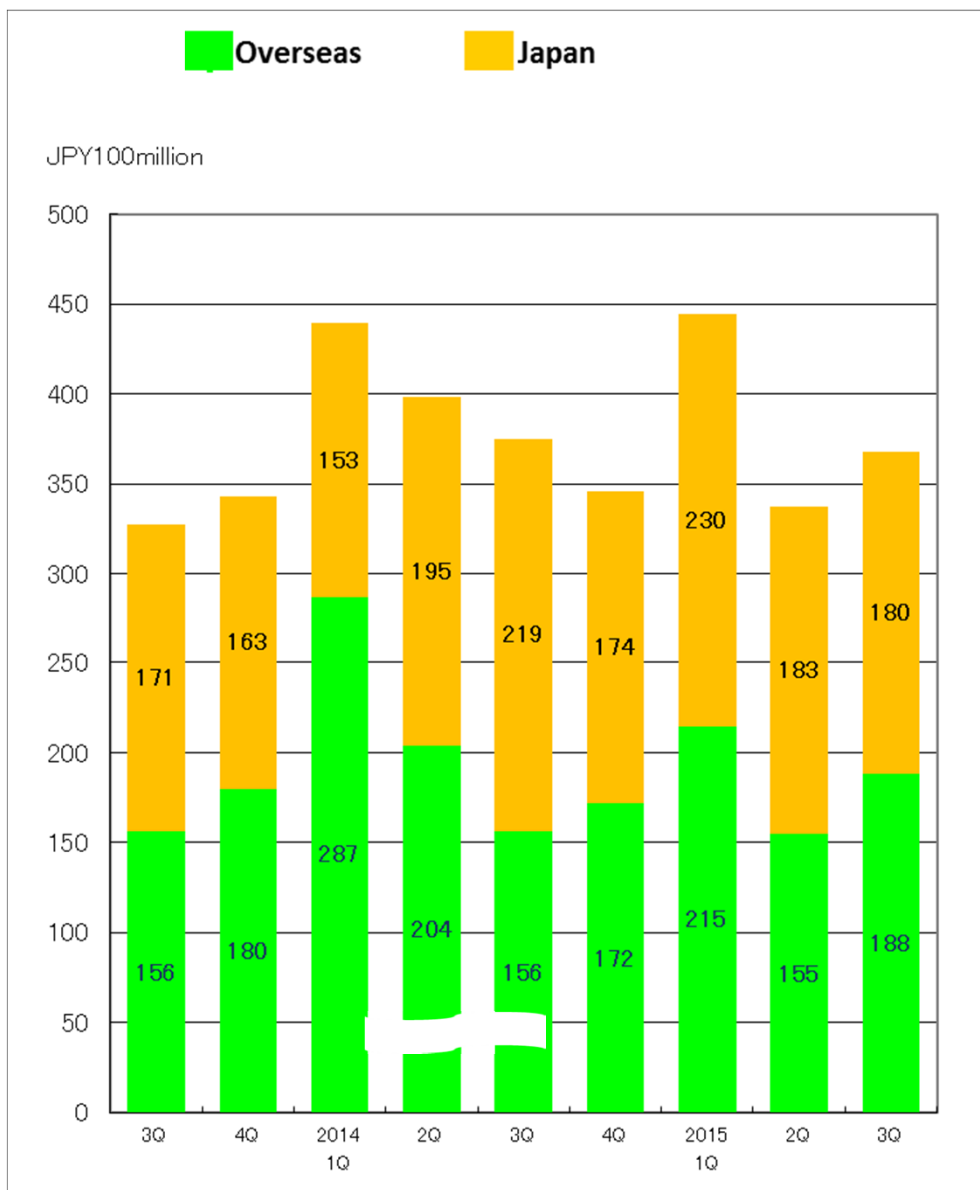


Place of origin: JFMA

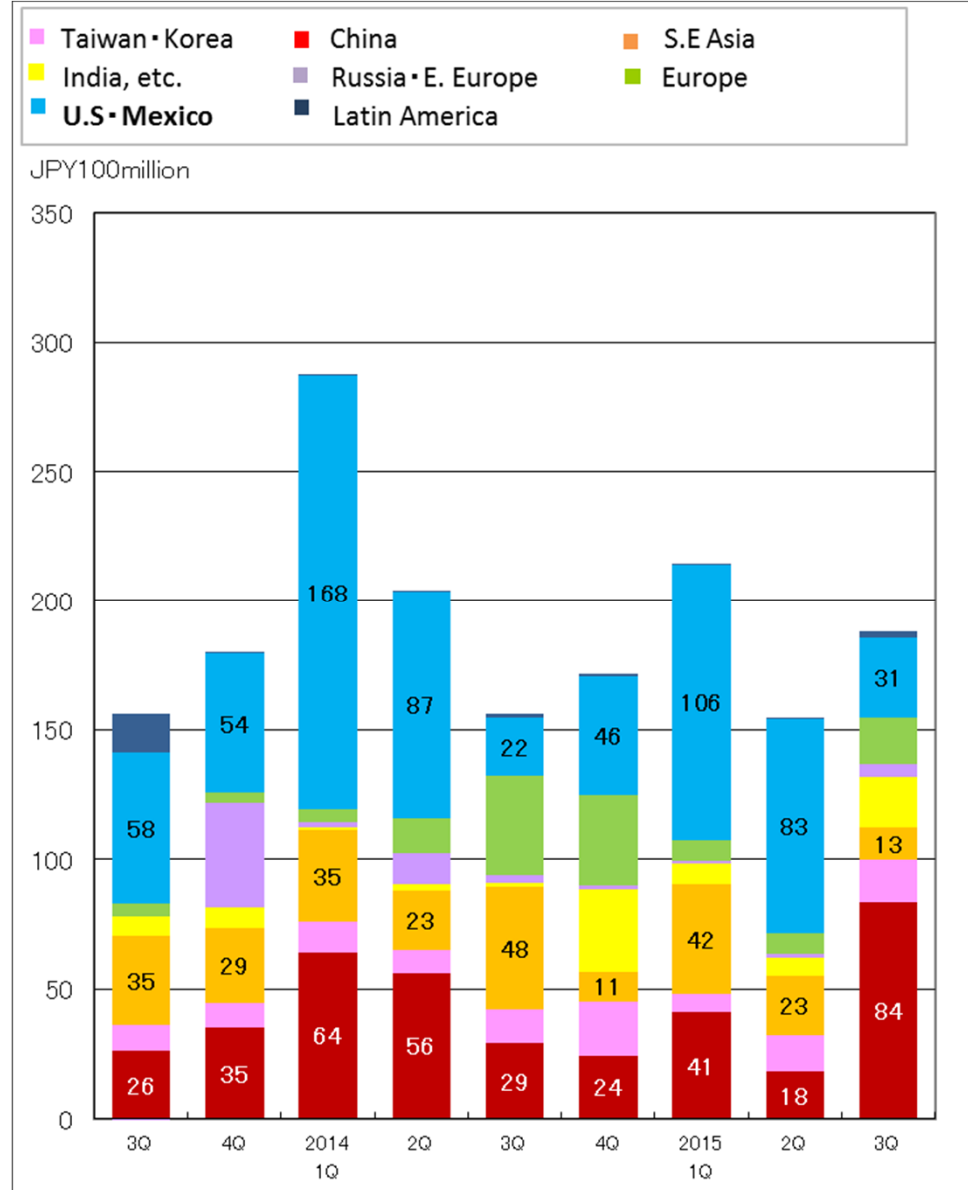
(for Reference) Statistics of Forming Machinery Industry- 2)



Trend of Order Intake



Trend of Order Intake (Overseas) by Geographic Segment



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.**

February 2016

AIDA ENGINEERING, LTD.