

Presentation of Consolidated Financial Results for the FY Ended March 31, 2018

(from Apr. 2017 to Mar. 2018)

AIDA



Highlights of FY2018
(Fiscal Year ended Mar.2018)
Financial Results
&
Forecast of Full-Year FY2019

Highlights of Consolidated Results Summary of P&L

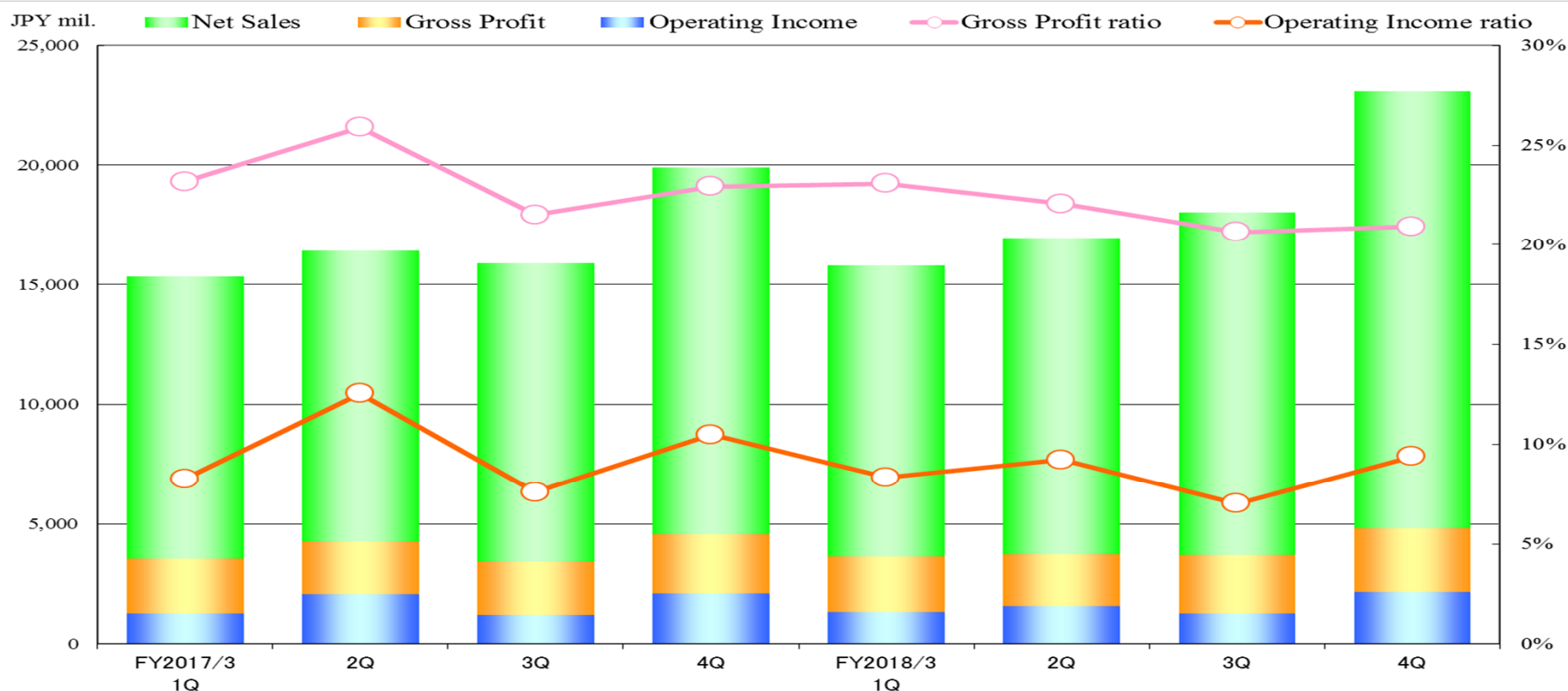


(JPY mil.)	FY2017	FY2018	Fluctuation	
			Amount	%
Order Intake	62,655	83,143	20,488	32.7%
Net Sales	67,547	73,856	6,309	9.3%
Cost of Sales	51,761	57,926	6,164	11.9%
Gross Profit	15,785	15,930	144	0.9%
<Gross Profit ratio>	23.4%	21.6%		(Δ1.8P)
Selling, general & administrative expenses	9,168	9,617	449	4.9%
Operating Income	6,617	6,312	Δ 304	Δ4.6%
<Operating Income ratio>	9.8%	8.5%		(Δ1.3P)
Ordinary Profit	6,775	5,927	Δ 848	Δ12.5%
Income Before Income Taxes	6,754	6,639	Δ 115	Δ1.7%
Net Income	4,985	4,786	Δ 198	Δ4.0%
Exchange Rate	1USD=	¥108.47	¥2.45	2.3%
	1EUR=	¥118.91	¥10.76	9.0%

<Summary>

Order Intake:	Orders intake significantly increased by 32.7% from previous FY due to world-wide expansion of order intakes from automotive related customers.
Net Sales:	Net sales increased by 9.3% 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 increased by 0.9% from previous FY. This increase was mainly due to increase of net sales despite of booking of strategic orders (low margin) and rising raw materials prices.
Operating Income:	Operating income decreased by 4.6% from previous FY. This decrease was mainly due to SG&A cost associated with AIDA 100th anniversary and startup cost of technology center in Germany.
Ordinary Income:	Ordinary income decreased by 12.5% from previous FY, mainly due to depreciation of foreign-currency- denominated assets against local currency of overseas subsidiaries and decrease of insurance refund booked in previous FY.
Net Income:	Net income decreased by 4.0% from previous FY, mainly due to decrease of ordinary income and gain on change in insurance.

Trend of Sales, Gross Profit and Operating Income



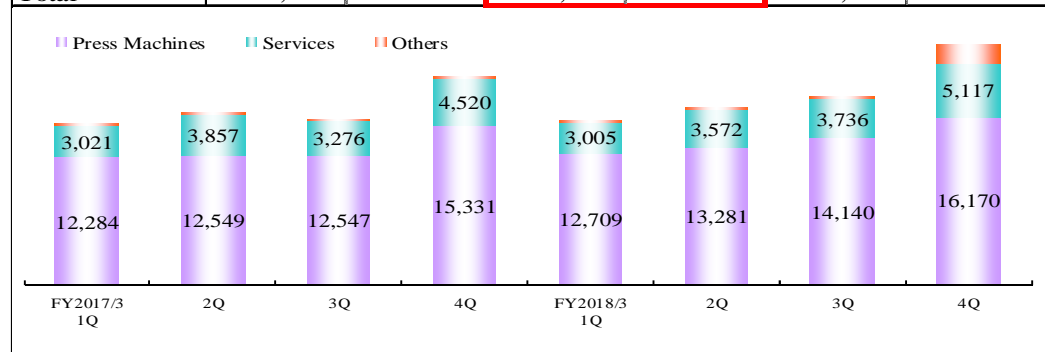
		FY2017				FY2018			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	Net Sales	15,338	16,430	15,882	19,897	15,792	16,942	18,029	23,093
	Gross Profit	3,553	4,256	3,414	4,562	3,644	3,737	3,718	4,831
	Operating Income	1,266	2,059	1,205	2,087	1,315	1,561	1,265	2,171
	Gross Profit ratio	23.2%	25.9%	21.5%	22.9%	23.1%	22.1%	20.6%	20.9%
	Operating Income ratio	8.3%	12.5%	7.6%	10.5%	8.3%	9.2%	7.0%	9.4%

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



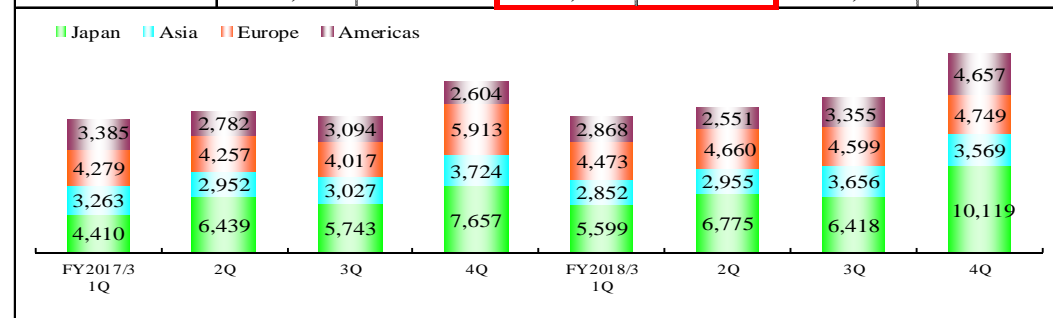
Sales by Business segment

(JPY mil.)	FY2017		FY2018		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	52,711	78.0%	56,300	76.2%	3,588	6.8%
Services	14,674	21.7%	15,430	20.9%	755※2	5.1%
Others	160	0.2%	2,126	2.9%	1,965※1	1225.3%
Total	67,547	100.0%	73,856	100.0%	6,309	9.3%



Sales by Geographic segment

(JPY mil.)	FY2017		FY2018		Fluctuation	
	Amount	%	Amount	%	Amount	%
Japan	24,249	35.9%	28,911	39.1%	4,661	19.2%
Asia	12,966	19.2%	13,032	17.6%	66	0.5%
Americas	18,466	27.3%	18,481	25.0%	15	0.1%
Europe	11,865	17.6%	13,431	18.2%	1,566	13.2%
Total	67,547	100.0%	73,856	100.0%	6,309	9.3%

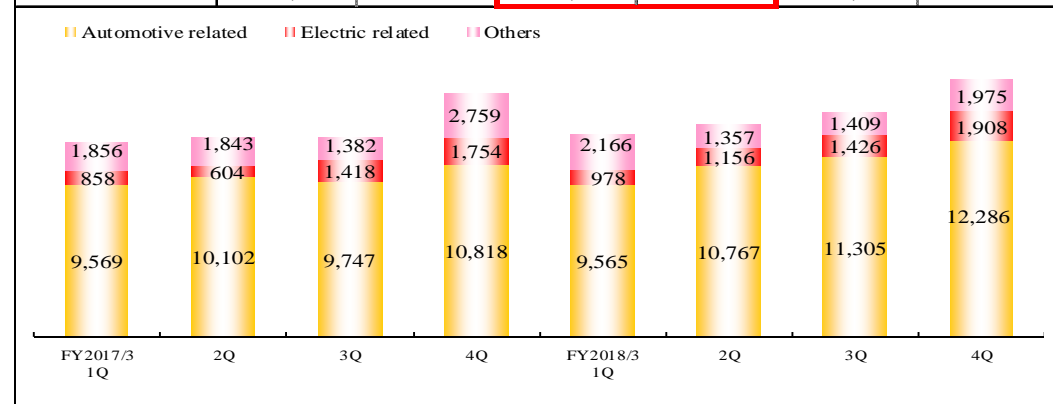


Sales by Business segment of the Mid-Term Management Plan "THE AIDA PLAN 523"

(JPY mil.)	FY2017		FY2018		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	44,373	65.7%	46,106	62.4%	1,733	3.9%
Factory Automation	8,498	12.6%	12,320	16.7%	3,822※1	45.0%
Services	14,674	21.7%	15,430	20.9%	755※2	5.1%
Total	67,547	100.0%	73,856	100.0%	6,309	9.3%

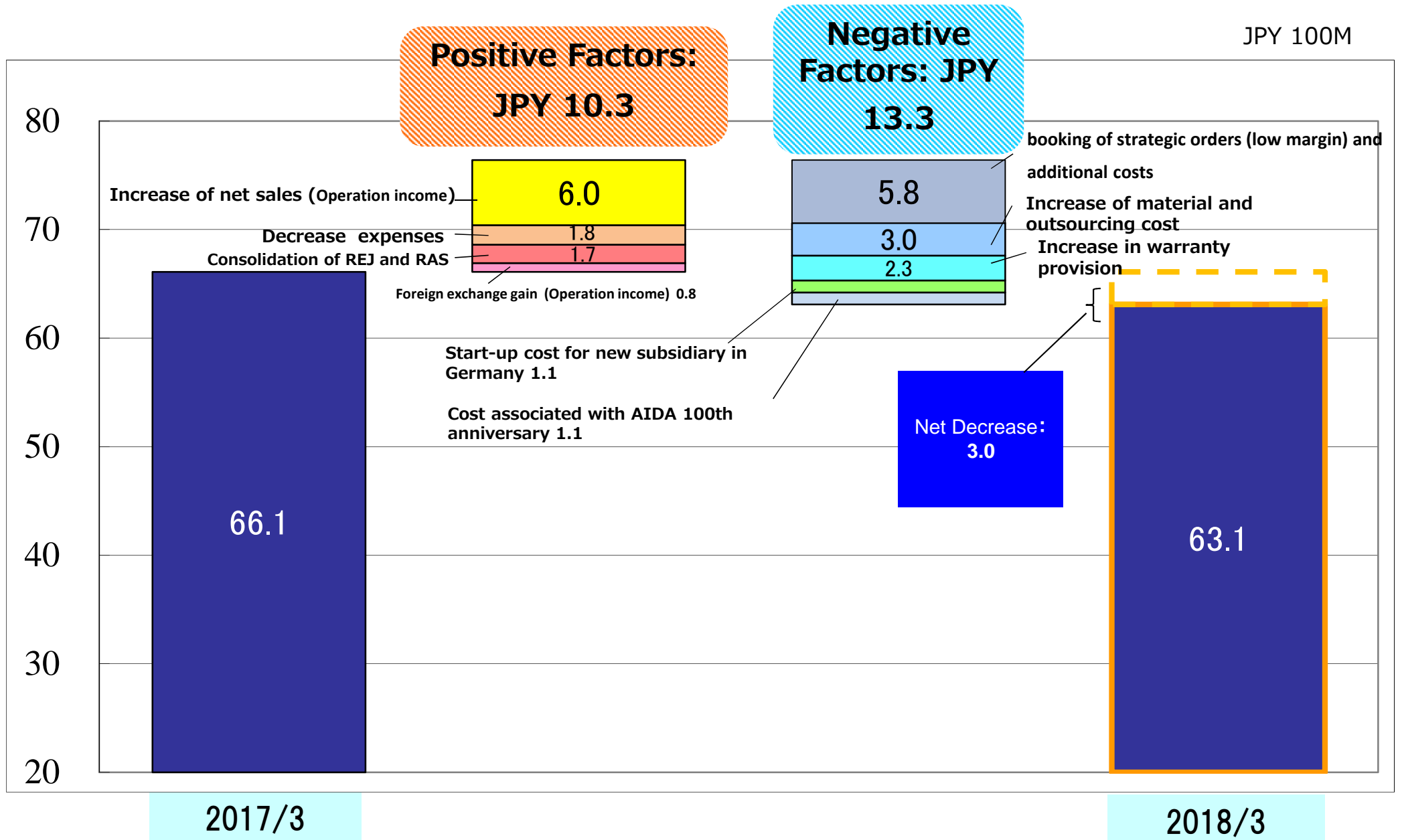
Sales (press machines) by Customer industry

(JPY mil.)	FY2017		FY2018		Fluctuation	
	Amount	%	Amount	%	Amount	%
Automotive related	40,236	76.3%	43,923	78.0%	3,686	9.2%
Electric related	4,634	8.8%	5,468	9.7%	834	18.0%
Other industries	7,840	14.9%	6,907	12.3%	△ 933	△ 11.9%
Total	52,711	100.0%	56,300	100.0%	3,588	6.8%



※1 including 1,582M about REJ newly consolidated effect
 ※2 including 348M about RAS newly consolidated effect

Fluctuation Analysis with regards to Operating Income

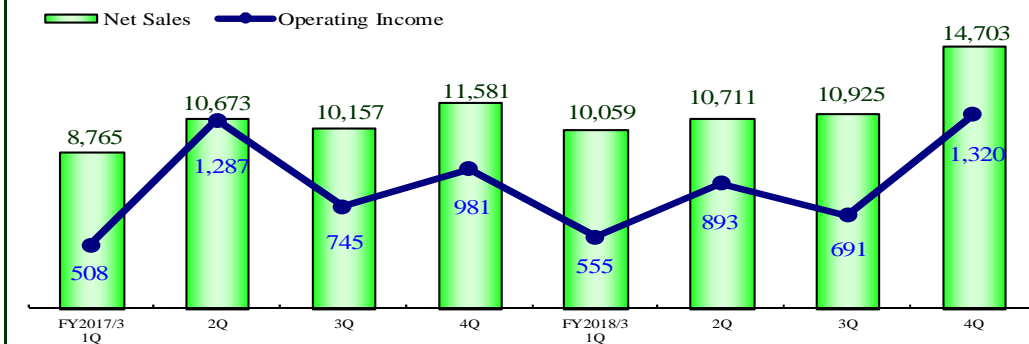


Sales / Operating Income (by Geographic segment)



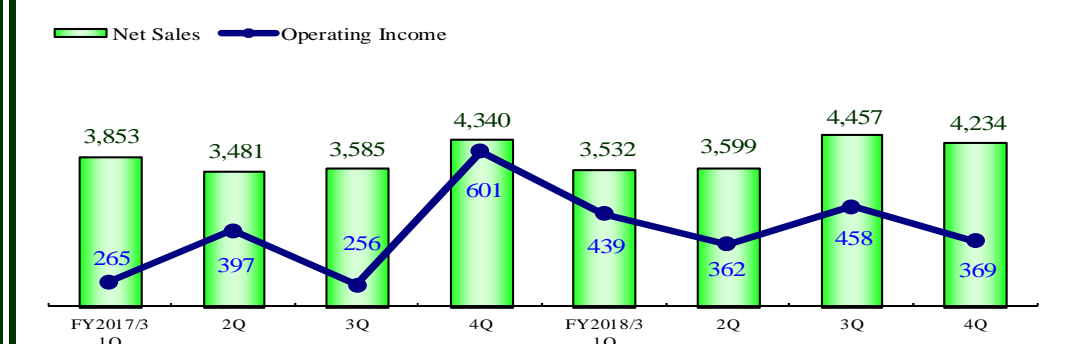
Japan

(JPY mil.)	FY2017		FY2018		Fluctuation	
	Amount	%	Amount	%	Amount	%
Net Sales	41,176		46,398		5,221	12.7%
Operating Income	3,521	8.6%	3,459	7.5%	Δ 61	Δ 1.8%



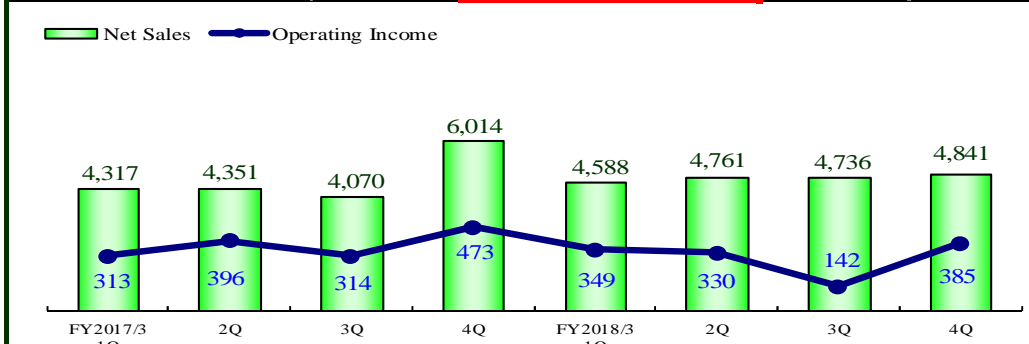
Asia

(JPY mil.)	FY2017		FY2018		Fluctuation	
	Amount	%	Amount	%	Amount	%
Net Sales	15,259		15,822		562	3.7%
Operating Income	1,519	10.0%	1,628	10.3%	109	7.2%



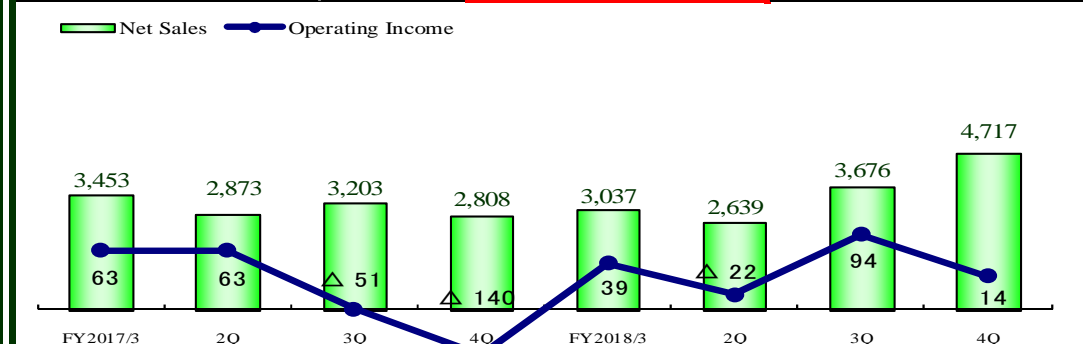
Americas

(JPY mil.)	FY2017		FY2018		Fluctuation	
	Amount	%	Amount	%	Amount	%
Net Sales	18,752		18,926		174	0.9%
Operating Income	1,496	8.0%	1,206	6.4%	Δ 290	Δ 19.4%



Europe

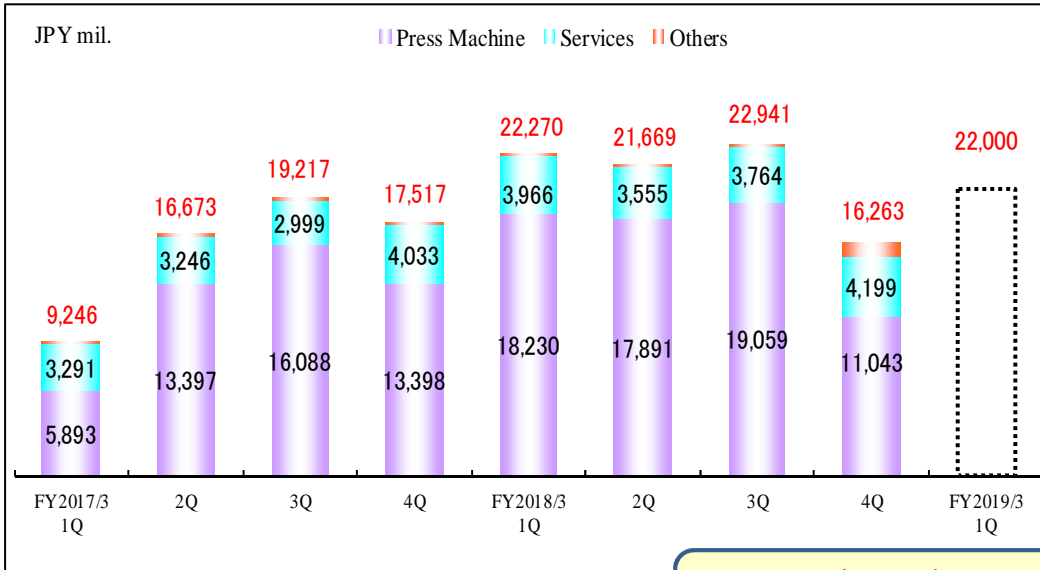
(JPY mil.)	FY2017		FY2018		Fluctuation	
	Amount	%	Amount	%	Amount	%
Net Sales	12,337		14,069		1,732	14.0%
Operating Income	Δ 65	Δ 0.5%	125	0.9%	190	-



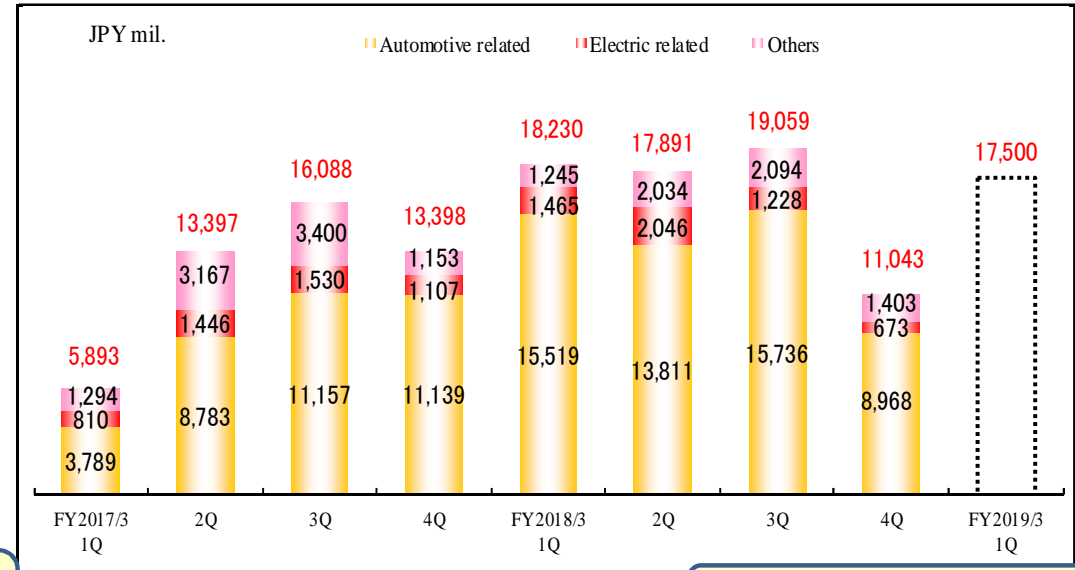
Orders Intake & Backlog (by Business/Customer/Geographic segment)



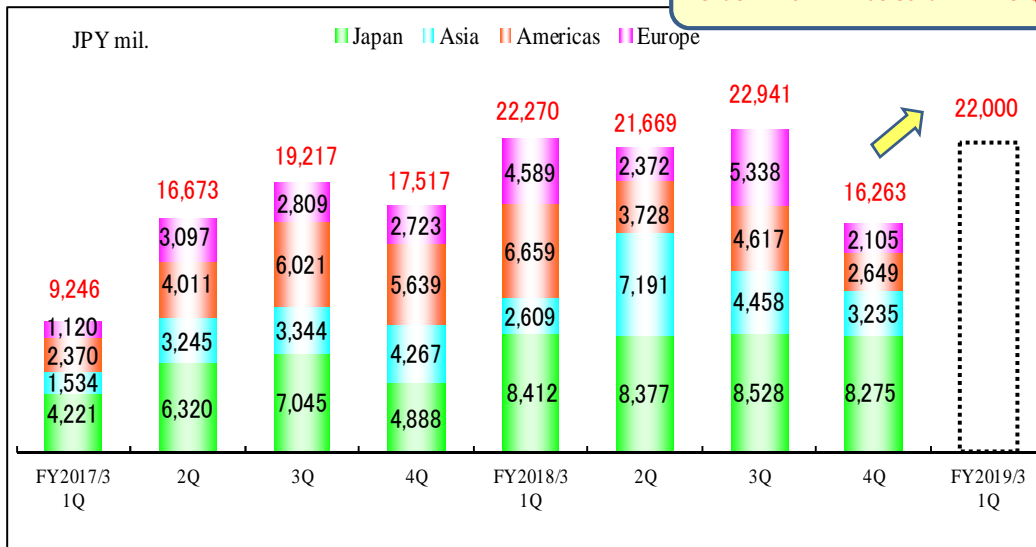
Orders Intake by Business Segment



Orders Intake by Customer Industry (Press Machines)

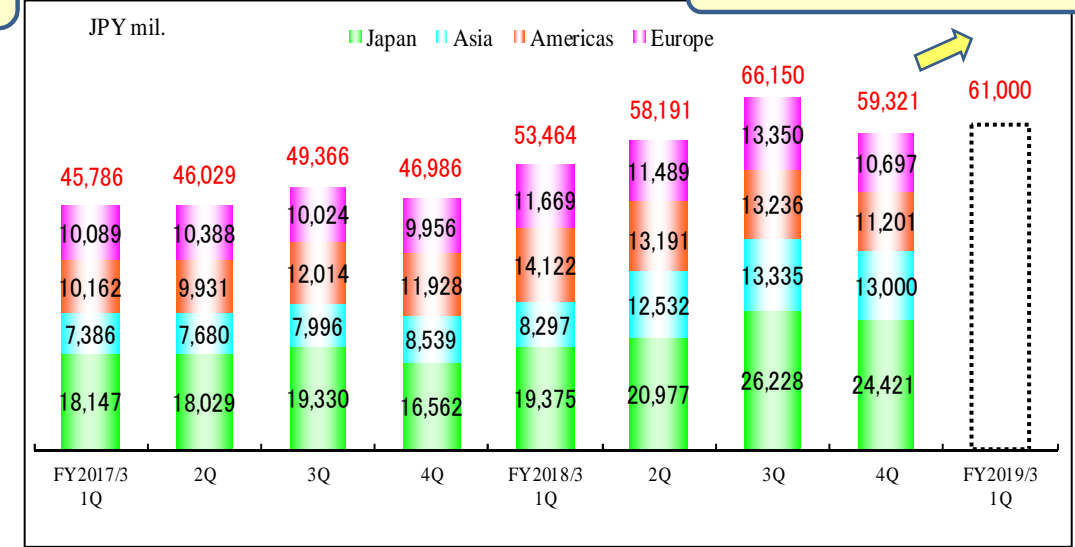


Orders Intake by Geographic Segment



Order Intake (4Q total) :
83.1billion (the record-high)
Order inflow will be solid in FY18 Q1

Orders Backlog by Geographic Segment



increased by 26.3% from previous FY
Backlog will increase again in FY18 Q1

Trend of Orders Intake & Backlog



(JPY mil.)	FY2017				FY2018				vs. FY2017	
	1st Half		Full-year		1st Half		Full-year		Fluctuation	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%
Order Intake: total	25,919	100.0%	62,655	100.0%	43,939	100.0%	83,143	100.0%	20,488	32.7%
By Business										
Press Machine	19,290	74.4%	48,776	77.8%	36,121	82.2%	66,223	79.6%	17,447	35.8%
By Customer										
Automotive related	12,572	65.2%	34,868	71.5%	29,330	81.2%	54,034	81.6%	19,166	55.0%
Electric related	2,256	11.7%	4,893	10.0%	3,511	9.7%	5,412	8.2%	518	10.6%
Other industries	4,461	23.1%	9,014	18.5%	3,279	9.1%	6,776	10.2%	Δ 2,237	Δ 24.8%
Services	6,537	25.2%	13,569	21.7%	7,521	17.1%	15,484	18.6%	1,915	14.1%
Others	91	0.4%	309	0.5%	296	0.7%	1,435	1.7%	1,125	363.3%
By Region										
Japan	10,541	40.7%	22,474	35.9%	16,789	38.2%	33,592	40.4%	11,117	49.5%
Asia	4,779	18.4%	12,390	19.8%	9,800	22.3%	17,493	21.0%	5,102	41.2%
Americas	6,381	24.6%	18,041	28.8%	10,387	23.6%	17,653	21.2%	Δ 387	Δ 2.2%
Europe	4,217	16.3%	9,749	15.6%	6,961	15.8%	14,404	17.3%	4,655	47.8%
Order Backlog: total	46,029	100.0%	46,986	100.0%	58,191	100.0%	59,321	100.0%	12,334	26.3%
By Region										
Japan	18,029	39.2%	16,562	35.2%	20,977	36.0%	24,421	41.2%	7,859	47.5%
Asia	7,680	16.7%	8,539	18.2%	12,532	21.5%	13,000	21.9%	4,460	52.2%
Americas	9,931	21.6%	11,928	25.4%	13,191	22.7%	11,201	18.9%	Δ 726	Δ 6.1%
Europe	10,388	22.6%	9,956	21.2%	11,489	19.7%	10,697	18.0%	741	7.4%

Major Changes on Balance Sheet



Assets

(JPY mil.)

■ Fixed assets ■ Current assets

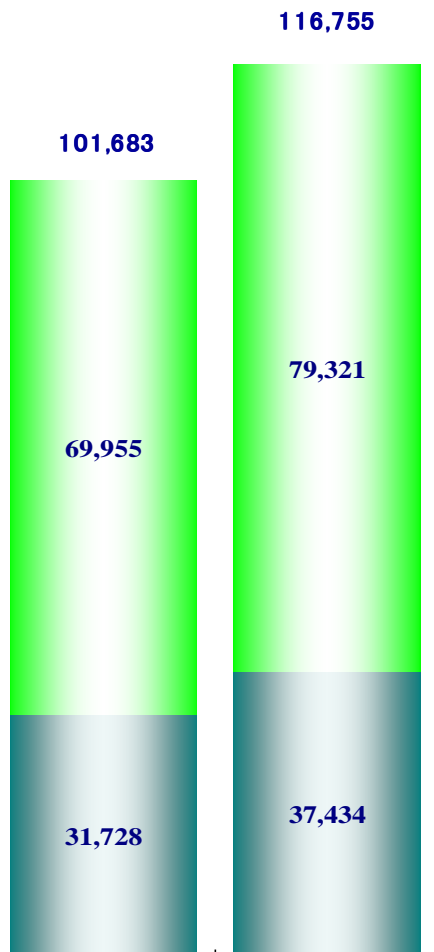
VS end of Mar. 2017

Total assets +15,072

REJ and RAS
newly consolidated effect +7,170

Current assets +9,366
Cash on hand and at bank +6,672
Inventories +3,339

Fixed assets +5,705
Property, plant and equipment +2,633
Investment securities +1,909



FY2017/3

FY2018/3

Liabilities and Net Assets

(JPY mil.)

■ Current liabilities
■ Long-term liabilities
■ Net assets

VS end of Mar. 2017

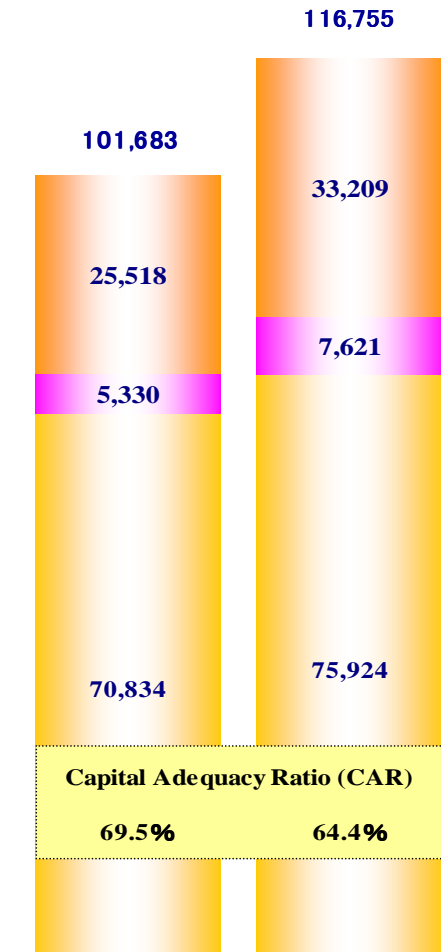
Total current liabilities +9,982

REJ and RAS
newly consolidated effect +3,816

Current liabilities +7,691
Advances from customers on contracts +3,659
Accounts payable, trade +3,163

Non-current assets +2,290
Net defined benefit liability +1,353

Net assets +5,089
Retained earnings +2,183
Net unrealized gains (losses) on other securities +1,169
Foreign currency translation adjustments +1,036



FY2017/3

FY2018/3

Capital Adequacy Ratio (CAR)

69.5%

64.4%

Highlights: Forecasts of FY2019 Consolidated Results



(JPY mil.)	FY2018	FY2019 Forecast	Fluctuation		
			Amount	%	
Net Sales	73,856	78,000	4,144	5.6%	
Cost of Sales	57,926	61,200	3,274	5.7%	
Gross Profit	15,930	16,800	870	5.5%	
<Gross Profit ratio>	21.6%	21.5%		(Δ0.1P)	
Selling, general and administrative expenses	9,617	10,000	383	4.0%	
Operating Income	6,312	6,800	488	7.7%	
<Operating Income ratio>	8.5%	8.7%		(+0.2P)	
Ordinary Income	5,927	6,900	973	16.4%	
Income Before Income Taxes	6,639	6,900	261	3.9%	
Net Income	4,786	4,900	114	2.4%	
Exchange Rate	1USD=	¥110.92	¥106.00	¥-4.92	-4.4%
	1EUR=	¥129.67	¥129.00	¥-0.67	-0.5%

Causes of Change of Operating Income

(In million JPY)

booking of strategic orders (low margin) and improvement of productivity (Gross profit) : +8.3

Increase of net sales (Gross profit without REJ and RAS newly consolidated effect) : +2.4

REJ and RAS newly consolidated effect : +0.9

Increase of material and outsourcing cost) : Δ6.0

Foreign exchange gain (Operating income) : Δ0.7

Net Change +4.9

<Summary>

Net Sales:	Expansion of order intakes in FY2018 and consolidation of Reliance Electric Limited/Japan and RAS will contribute to sales increase by 5.6% from previous FY.
Gross Profit:	Gross profit will increase from the previous FY. Increase of net sales and improvement of productivity will absorb negative impact of rise in raw material and outsourcing cost.
Operation Income:	Operating income will increase from the previous FY due to increase of Gross profit, absorbing negative impact of SGA increase.
Ordinary Income:	Ordinary income will increase from the previous FY. FX profit is not expected in the forecast.
Net Income:	Net income will increase from the previous FY due to increase of Ordinary Income.

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



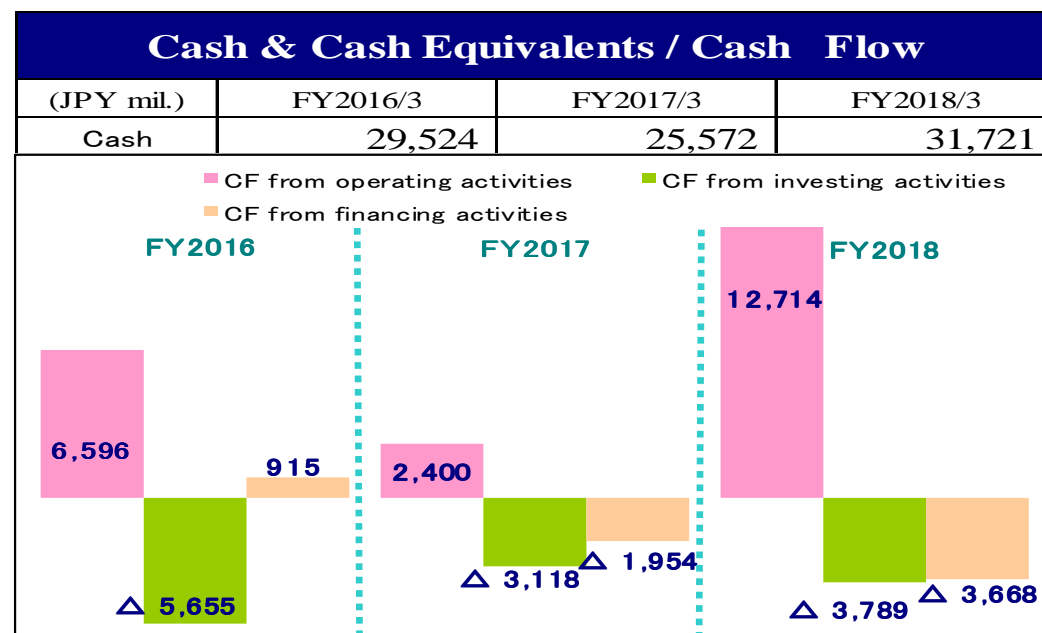
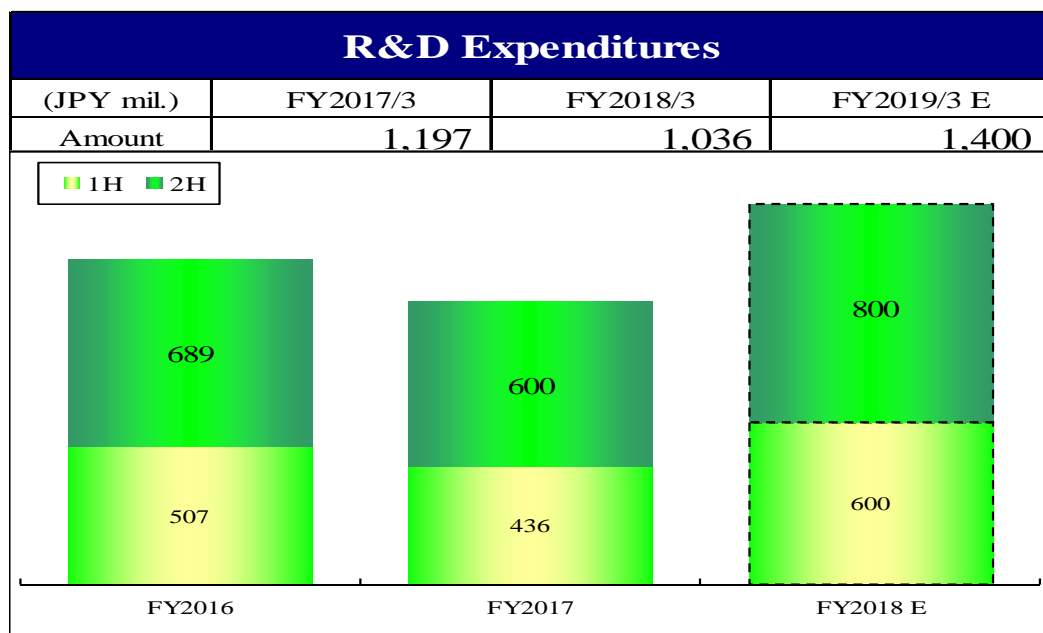
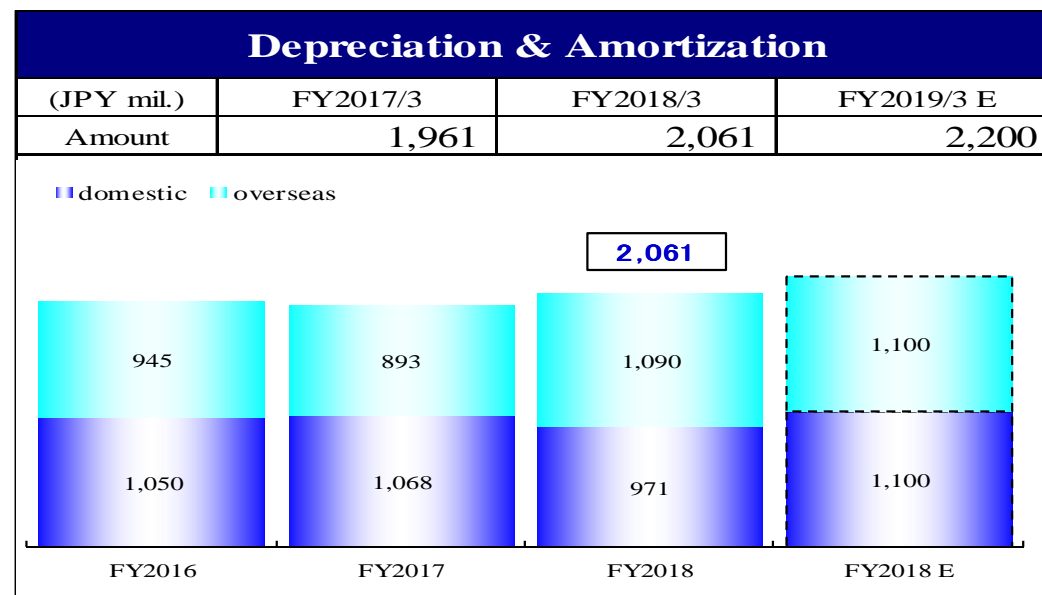
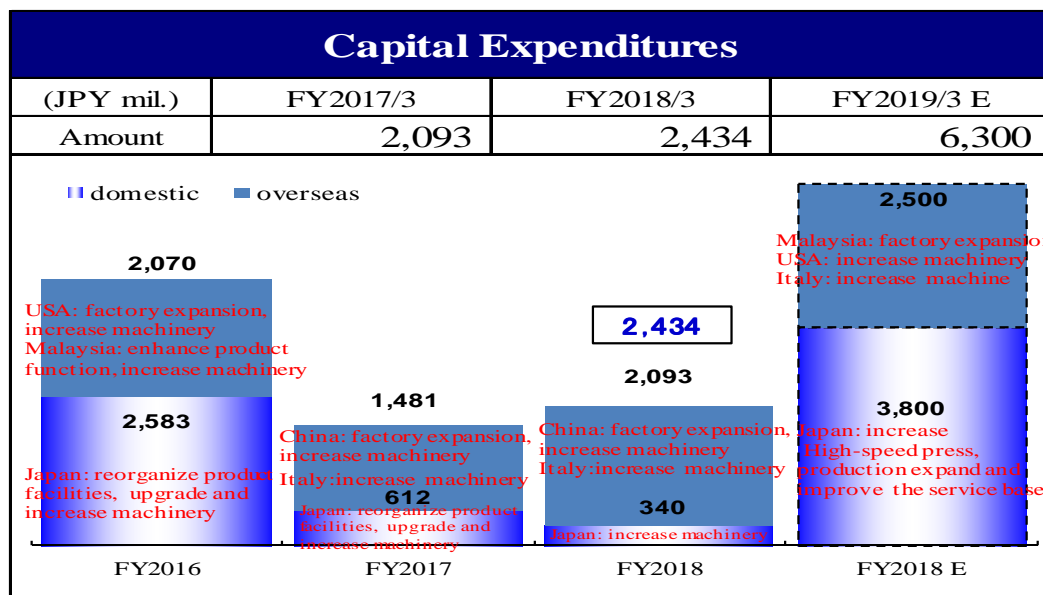
By Business

(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	62,500	Δ 3,723	Δ 5.6%	56,300	56,000	Δ 300	Δ 0.5%
Services	15,484	17,000	1,516	9.8%	15,430	16,500	1,070	6.9%
Others	1,435	5,500	4,065	283.3%	2,126	5,500	3,374	158.7%
Consolidated	83,143	85,000	1,857	2.2%	73,856	78,000	4,144	5.6%

By Region

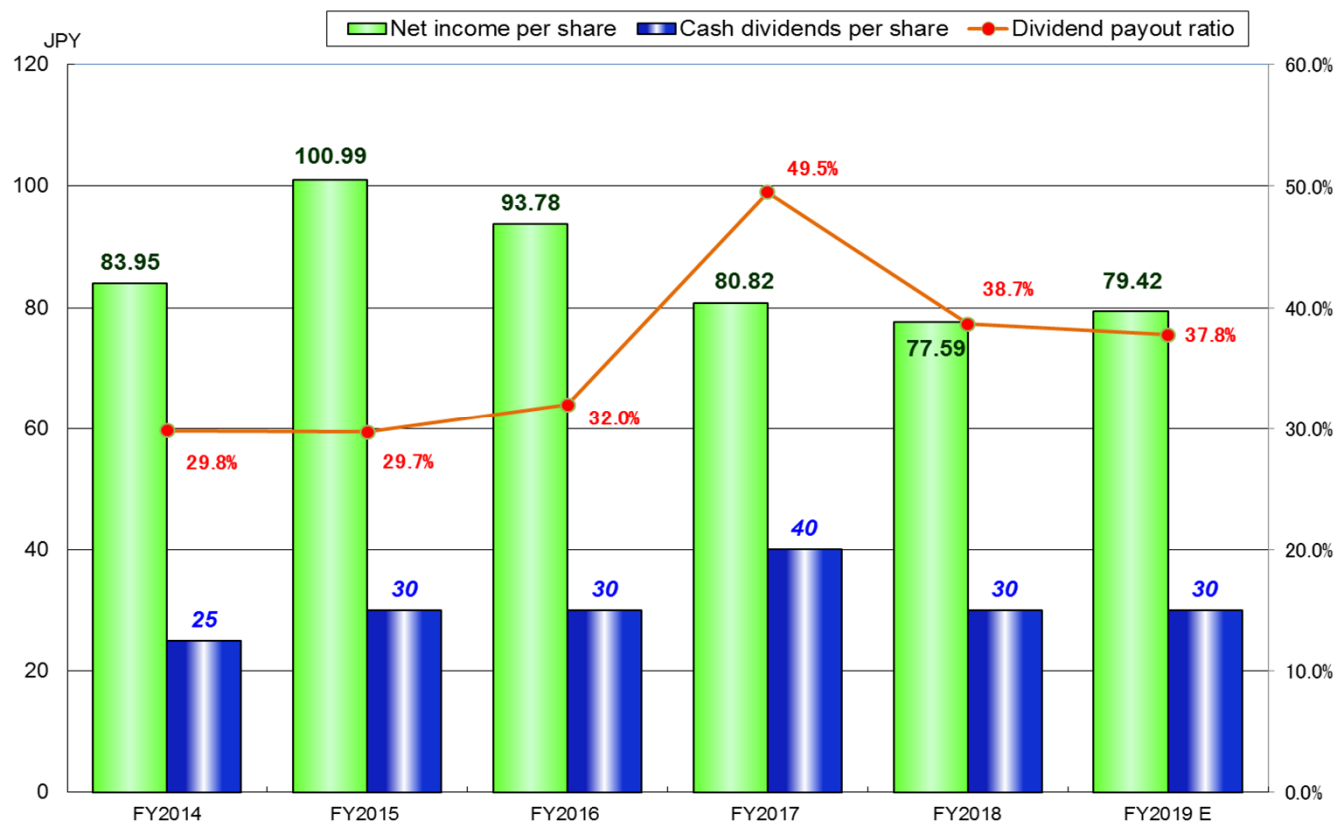
(JPY mil.)	Orders				Net Sales				Operating Income			
	FY2018	FY2019 forecast	Fluctuation: FY2019 vs FY2018		FY2018	FY2019 forecast	Fluctuation: FY2019 vs FY2018		FY2018	FY2019 forecast	Fluctuation: FY2019 vs FY2018	
			Amount	%			Amount	%			Amount	%
Japan	33,592	36,000	2,408	7.2%	46,398	50,500	4,102	8.8%	3,459	3,750	291	8.4%
Asia	17,493	17,000	Δ 493	Δ 2.8%	15,822	17,000	1,178	7.4%	1,628	1,900	272	16.7%
Americas	17,653	17,000	Δ 653	Δ 3.7%	18,926	19,300	374	2.0%	1,206	950	Δ 256	Δ 21.2%
Europe	14,404	15,000	596	4.1%	14,069	14,800	731	5.2%	125	200	75	60.0%
Reconciliation					Δ 21,359	Δ 23,600	Δ 2,241	10.5%	Δ 106		106	Δ 100.0%
Consolidated	83,143	85,000	1,857	2.2%	73,856	78,000	4,144	5.6%	6,312	6,800	488	7.7%

Trend of Capex, Depreciation, R&D & CF



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.

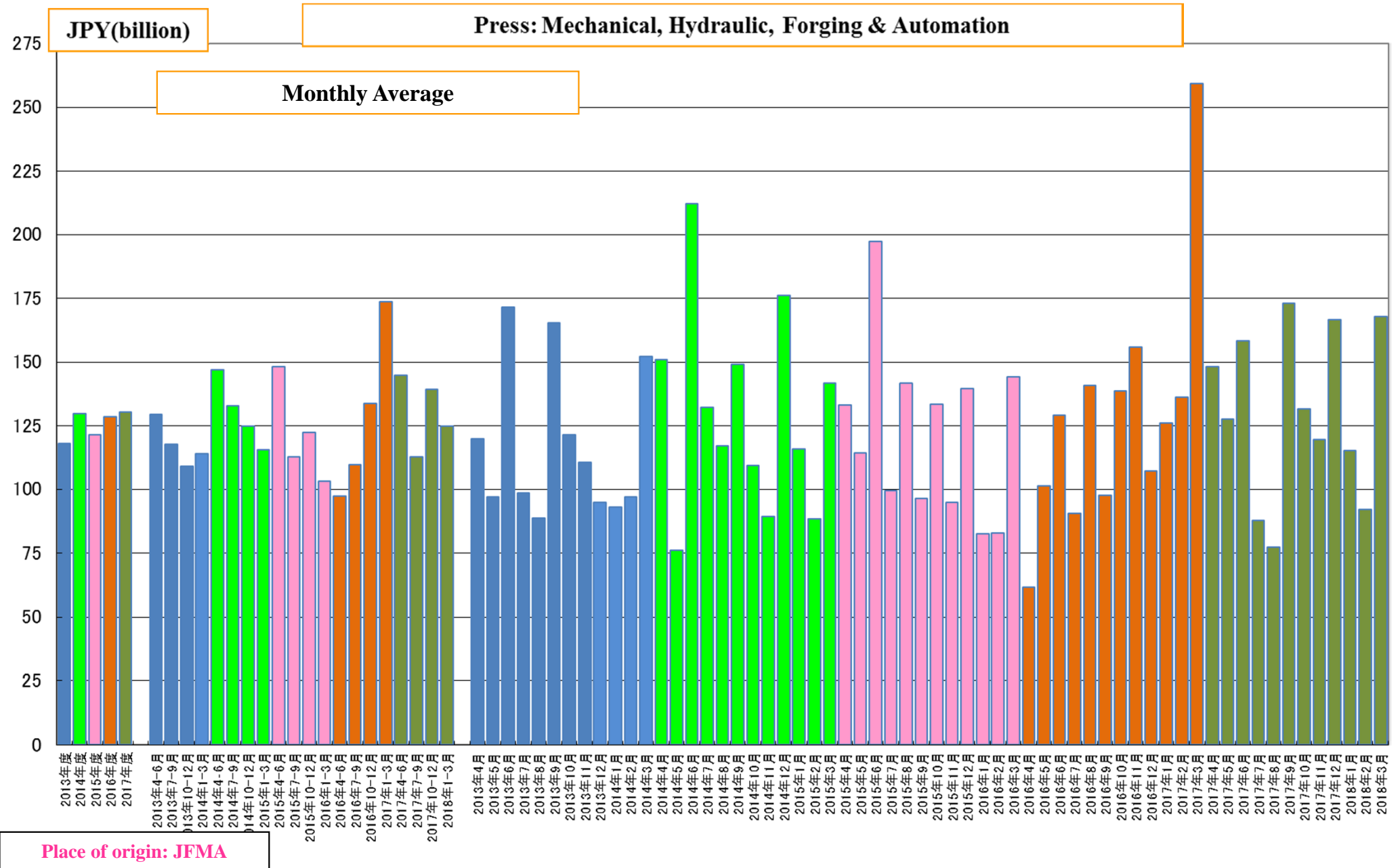


Maintain a dividend of ¥30 per share for FY2018, while net income per share is lower than expected.
 → Achieving 38.7% of dividend payout ratio.

Expect a dividend of ¥30 per share for FY2019 in order to continue stable return to stockholders.
 → Achieving 37.8% of dividend payout ratio.



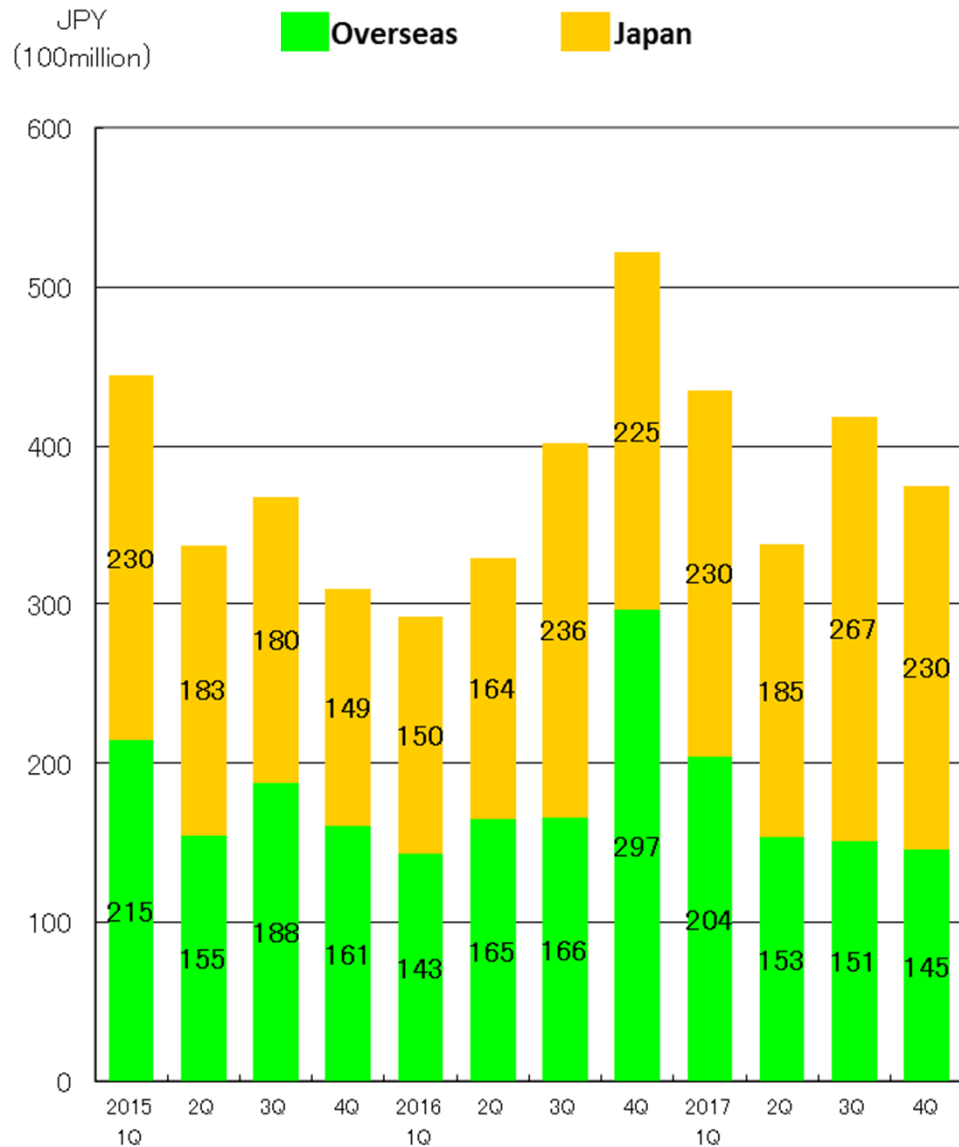
(for Reference) Statistics of Forming Machinery Industry- 1)



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

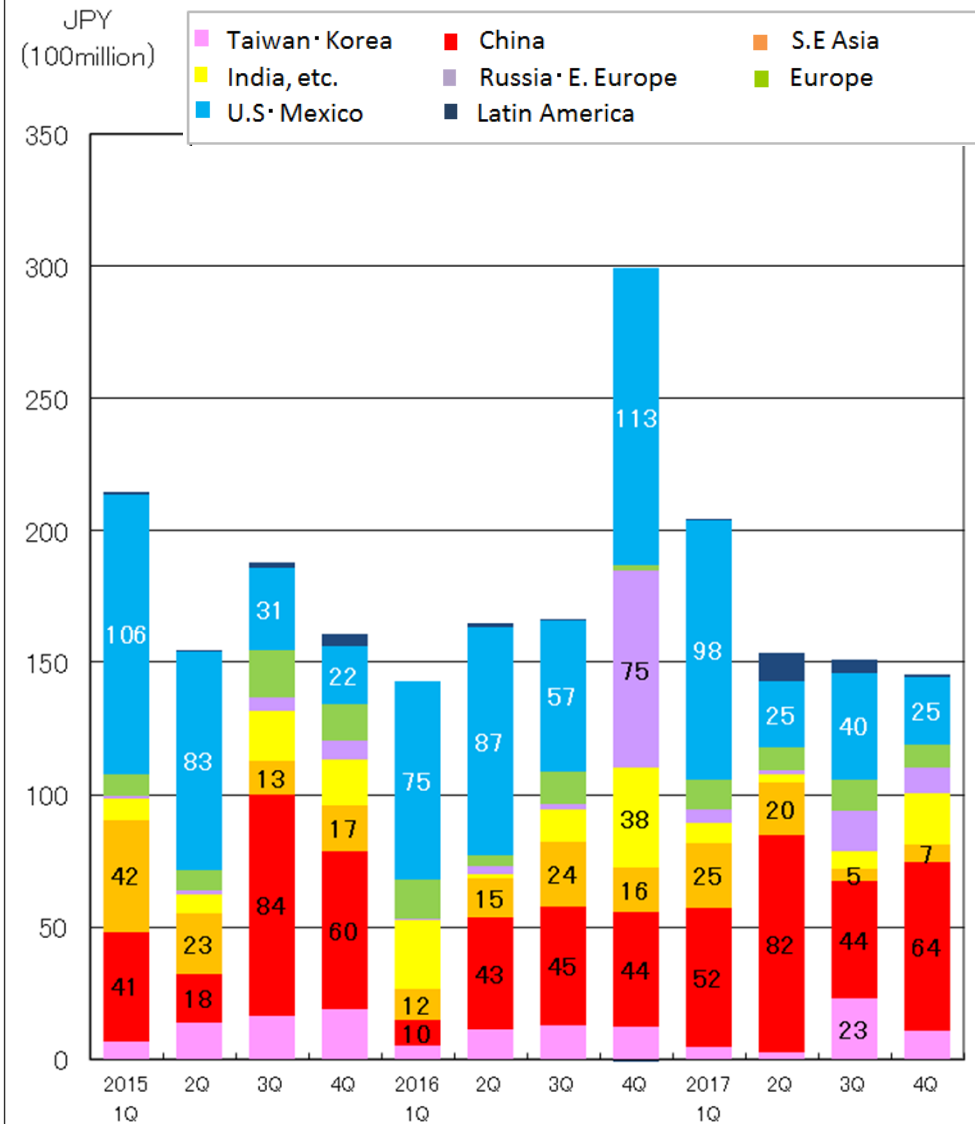


Trend of Order Intake



Place of origin: JFMA

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.**

May 2018

AIDA ENGINEERING, LTD.