

**FY 2017 First Quarter**  
**Financial Results**  
(from Apr. 2016 to Jun. 2016)

**AIDA**



# Highlights of Consolidated Results Summary of P/L



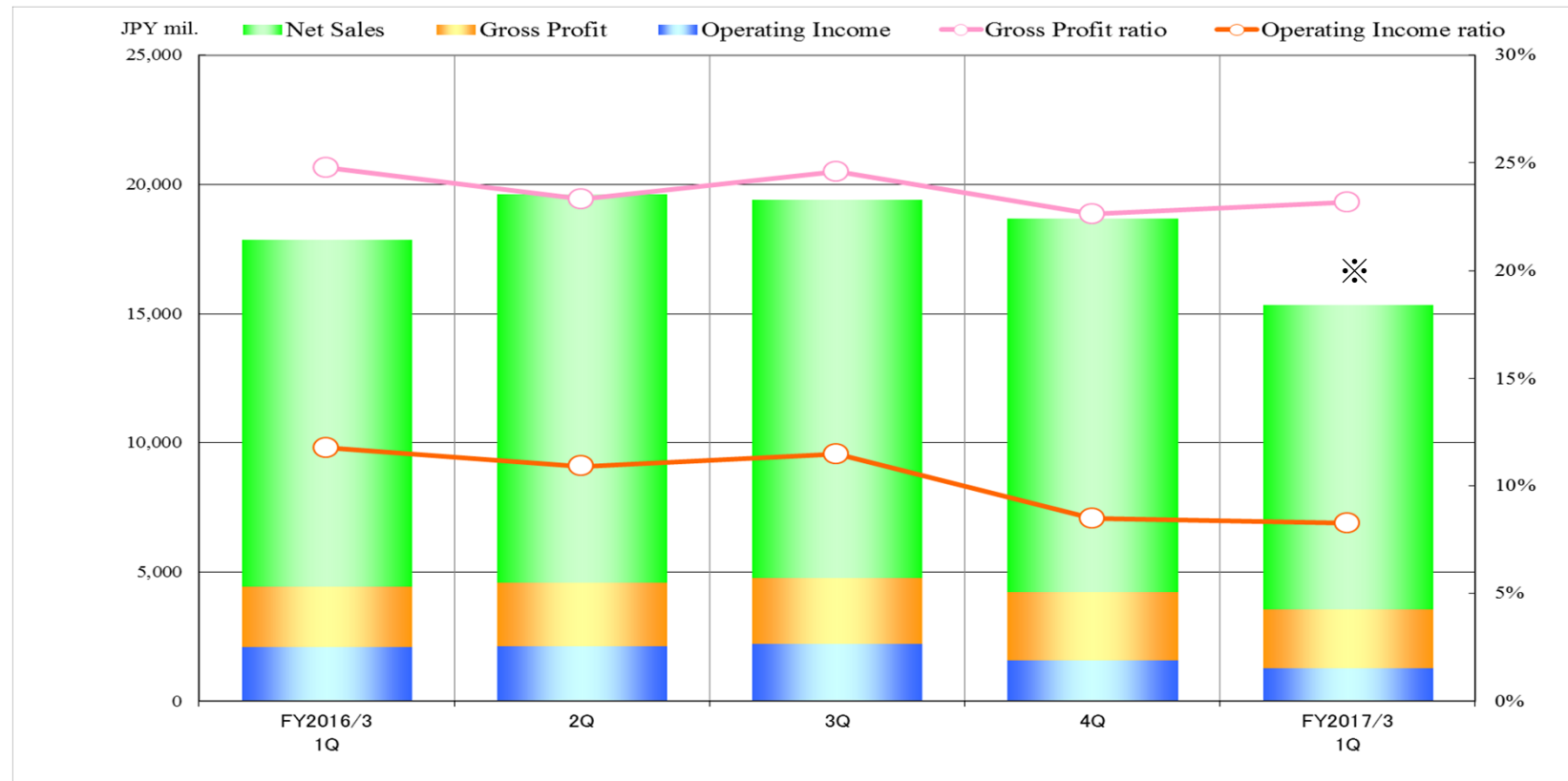
(JPY mil.)		FY2016		FY2017		Fluctuation	
		1Q (3M)		3Q (3M)		Amount	%
Net Sales		17,857		15,338		Δ 2,518	Δ14.1%
Cost of Sales		13,435		11,784		Δ 1,650	Δ12.3%
Gross Profit		4,421		3,553		Δ 867	Δ19.6%
<Gross Profit ratio>		24.8%		23.2%			(Δ1.6P)
Selling, general & administrative expenses		2,323		2,287		Δ 36	Δ1.6%
Operating Income		2,097		1,266		Δ 831	Δ39.6%
<Operating Income ratio>		11.7%		8.3%			(Δ3.4P)
Ordinary Income		2,347		1,378		Δ 969	Δ41.3%
Income Before Income Taxes		2,347		1,377		Δ 969	Δ41.3%
Net Income		1,536		988		Δ 548	Δ35.7%
Exchange Rate	1USD=	¥121.32		¥108.33		¥-12.99	-10.7%
	1EUR=	¥134.23		¥122.33		¥-11.90	-8.9%

<Summary>		
Net Sales:	While net sales in Europe expanded, group net sales decreased by 14.1% (7.6% excluding foreign exchange factor) from 1Q of previous FY, due to decline in net sales in other areas and yen appreciation.	
Gross Profit:	Gross profit decreased by 19.6% (11.9% excluding foreign exchange factor) and gross profit ratio fell by 1.6P from 1Q of the previous FY, due to decline in net sales and yen appreciation.	
Operating Income:	Operating income decreased by 39.6% (27.8% excluding foreign exchange factor) and operating income ratio fell by 3.4P from 1Q of the previous FY, due to the above factors.	
Ordinary Income:	Ordinary income decreased by 41.3% from 1Q of the previous FY, due to decline of non-operating income caused by reduction in foreign exchange gain.	
Net Income:	Net income decreased by 35.7% from 1Q of the previous FY, due to the above factors.	

【REF】: Currency exchange factor included in change from previous quarter (100 million yen)

	Change from previous quarter	of which foreign exchange factor	Change from previous quarter excluding foreign exchange factor	
			Amount	%
Net Sales	Δ 25.2	Δ 11.6	Δ 13.6	Δ 7.6%
Gross Profit	Δ 8.7	Δ 3.4	Δ 5.3	Δ 11.9%
Operating Income	Δ 8.3	Δ 2.5	Δ 5.8	Δ 27.8%

# Quarterly Financial Performances



		FY2016				FY2017
		1Q	2Q	3Q	4Q	1Q
	Net Sales	17,857	19,611	19,393	18,668	15,338 ※
	Gross Profit	4,421	4,572	4,767	4,225	3,553
	Operating Income	2,097	2,136	2,221	1,583	1,266
	Gross Profit ratio	24.8%	23.3%	24.6%	22.6%	23.2%
	Operating Income ratio	11.7%	10.9%	11.5%	8.5%	8.3%

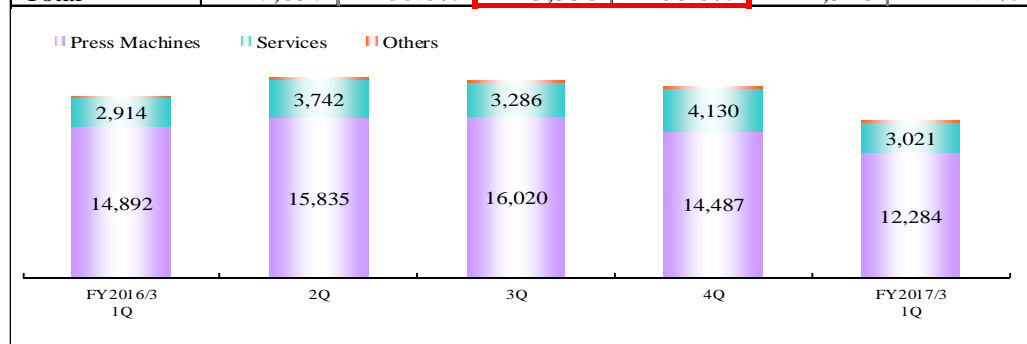
※ Decline in yen-equivalent net sales caused by yen appreciation: 1.16 billion yen (compared with 1Q of FY2016)

# Sales (by Business/Customer/Geographic segment)



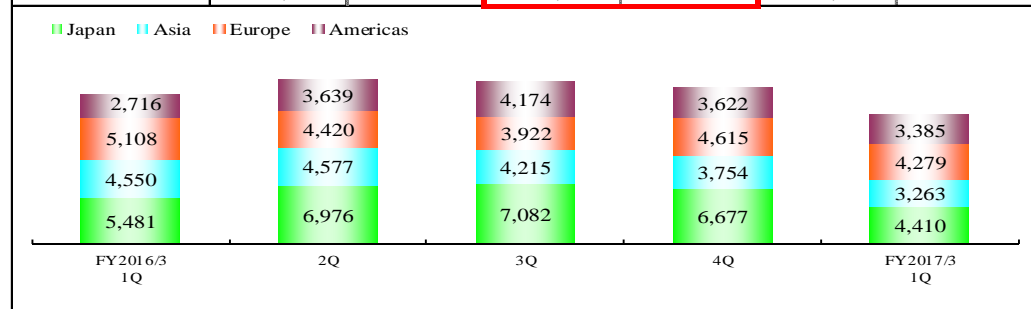
## Sales by Business segment

(JPY mil.)	FY2016		FY2017		Fluctuation	
	1Q		1Q		Amount	%
Press Machines	14,892	83.4%	12,284	80.1%	Δ 2,608	Δ 17.5%
Services	2,914	16.3%	3,021	19.7%	107	3.7%
Others	50	0.3%	32	0.2%	Δ 17	Δ 34.9%
<b>Total</b>	<b>17,857</b>	<b>100.0%</b>	<b>15,338</b>	<b>100.0%</b>	<b>Δ 2,518</b>	<b>Δ 14.1%</b>



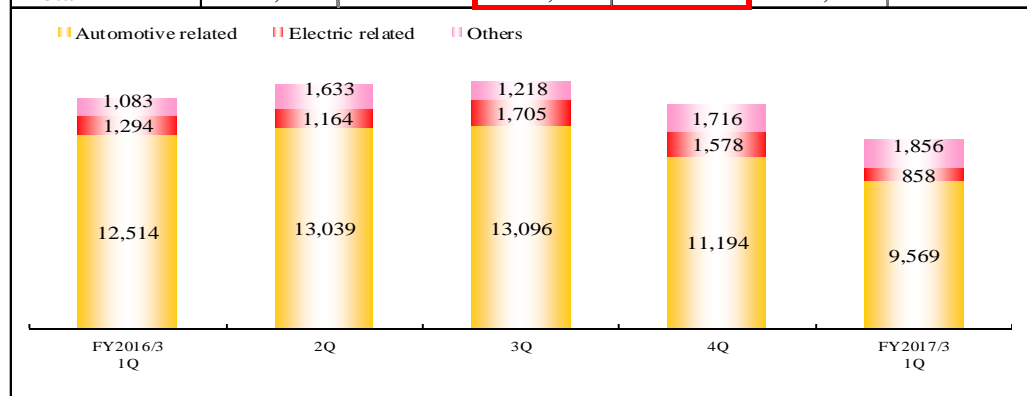
## Sales by Geographic segment

(JPY mil.)	FY2016		FY2017		Fluctuation	
	1Q		1Q		Amount	%
Japan	5,481	30.7%	4,410	28.8%	Δ 1,070	Δ 19.5%
Asia	4,550	25.5%	3,263	21.3%	Δ 1,287	Δ 28.3%
Americas	5,108	28.6%	4,279	27.9%	Δ 828	Δ 16.2%
Europe	2,716	15.2%	3,385	22.1%	668	24.6%
<b>Total</b>	<b>17,857</b>	<b>100.0%</b>	<b>15,338</b>	<b>100.0%</b>	<b>Δ 2,518</b>	<b>Δ 14.1%</b>

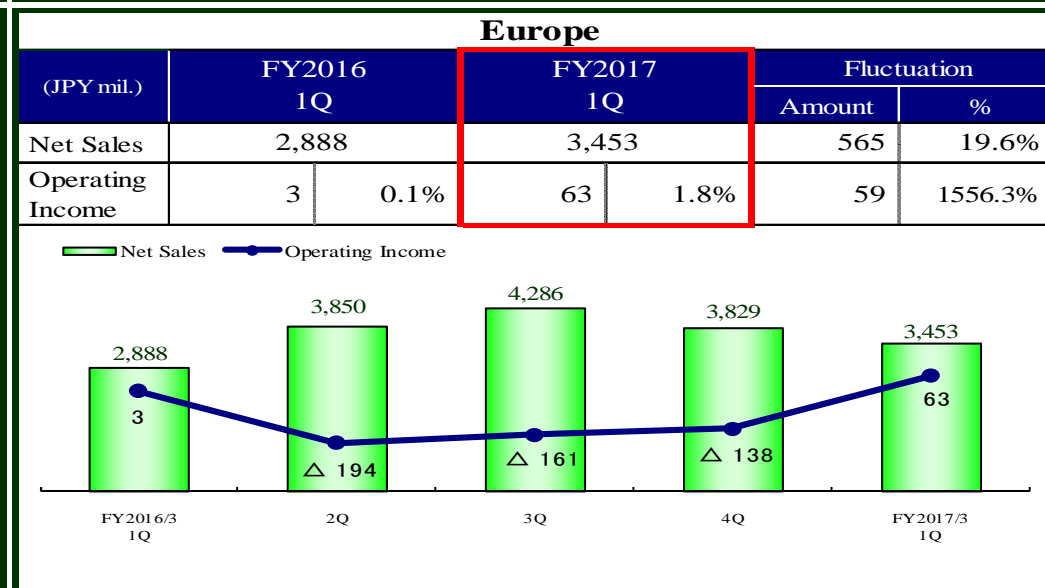
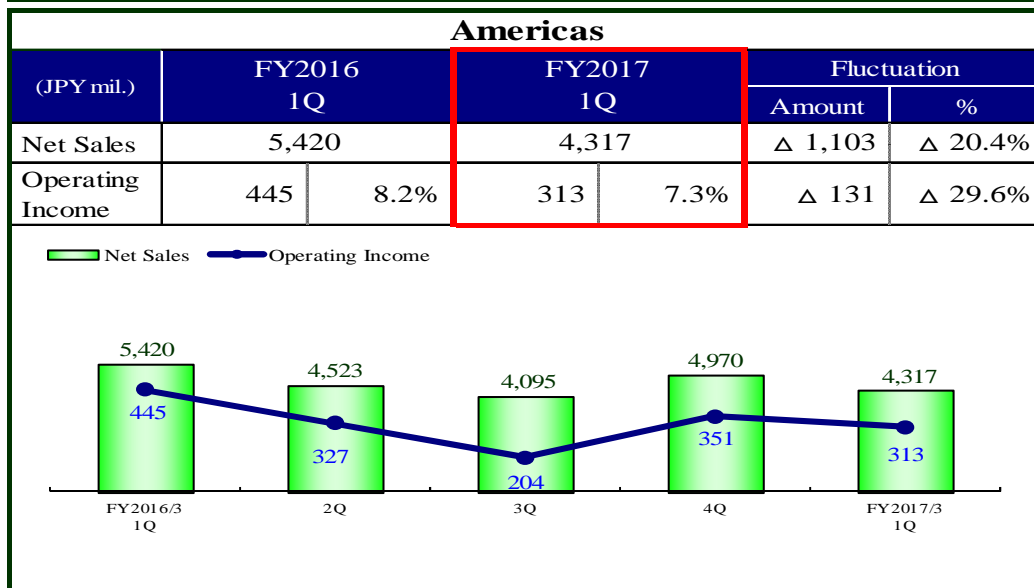
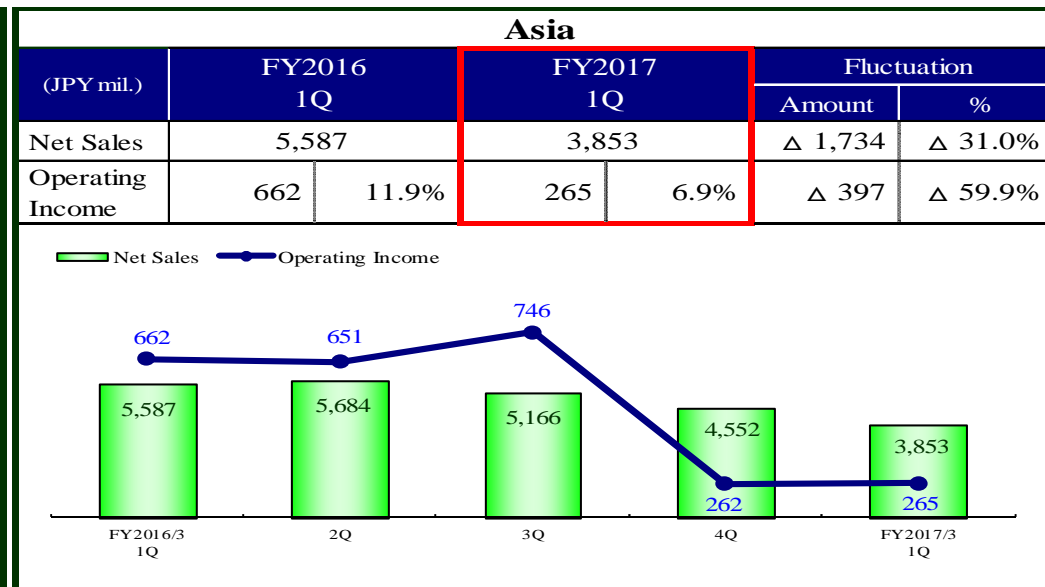
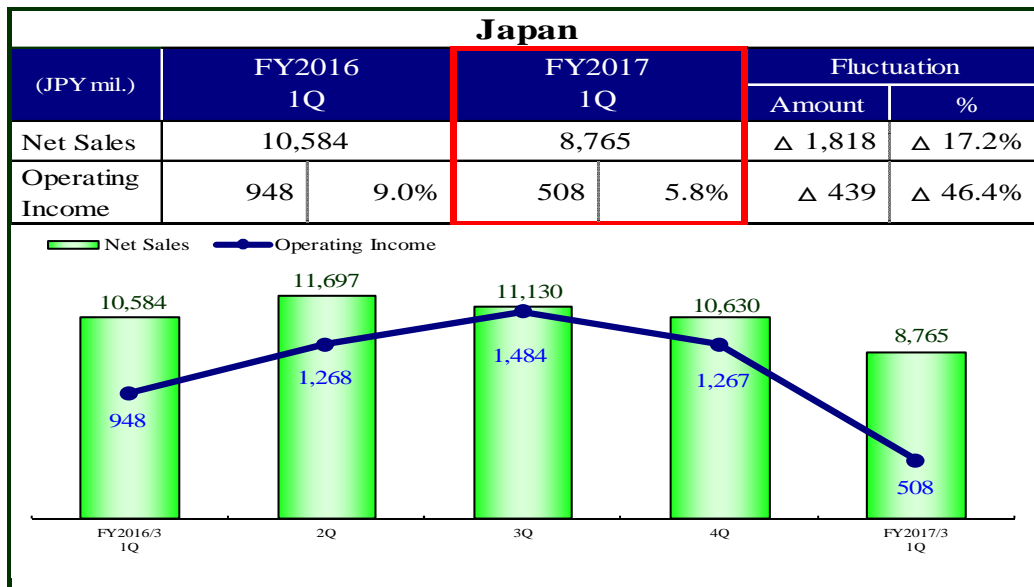


## Sales (press machines) by Customer industry

(JPY mil.)	FY2016		FY2017		Fluctuation	
	1Q		1Q		Amount	%
Automotive	12,514	84.0%	9,569	77.9%	Δ 2,944	Δ 23.5%
Electric related	1,294	8.7%	858	7.0%	Δ 436	Δ 33.7%
Others	1,083	7.3%	1,856	15.1%	772	71.3%
<b>Total</b>	<b>14,892</b>	<b>100.0%</b>	<b>12,284</b>	<b>100.0%</b>	<b>Δ 2,608</b>	<b>Δ 17.5%</b>



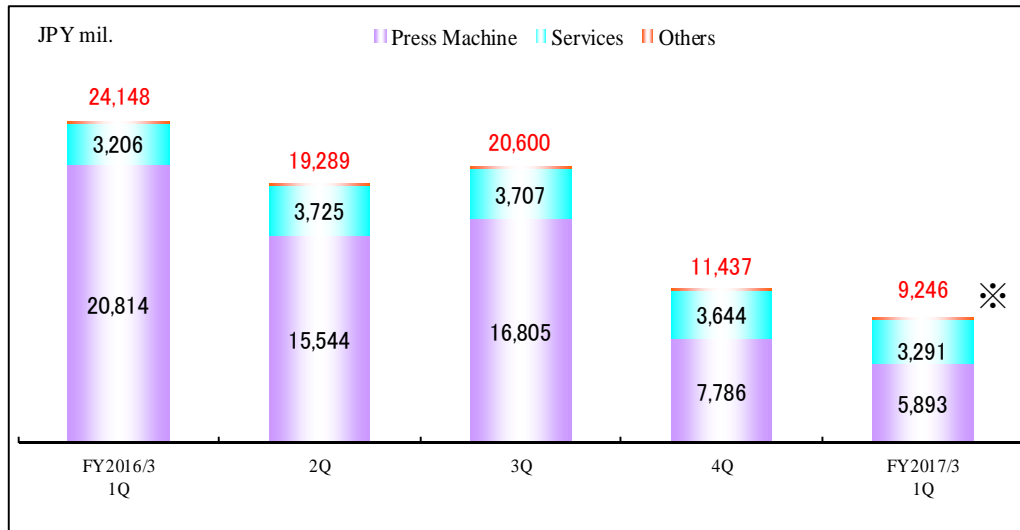
# Sales / Operating Income (by Geographic segment)



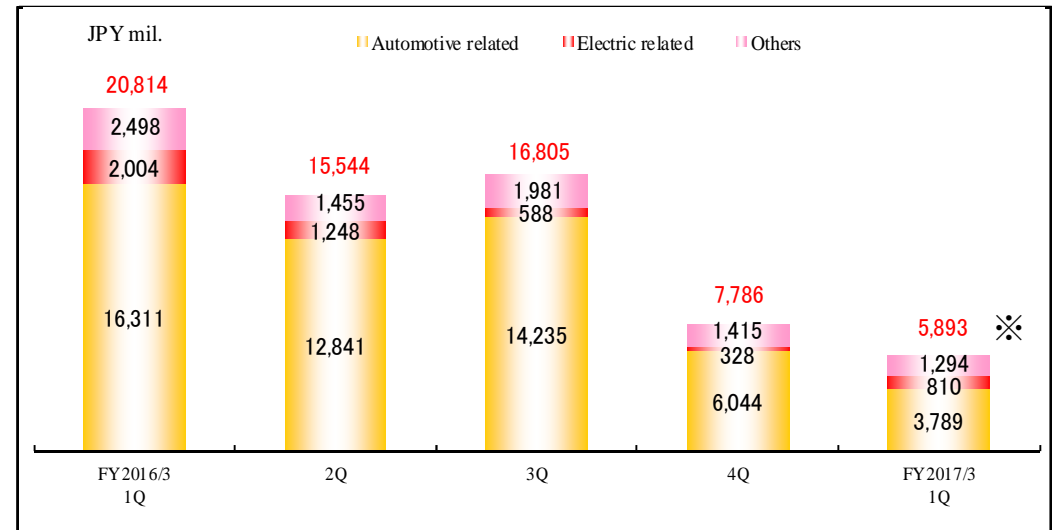
# Orders Intake & Backlog (by Business/Customer/Geographic segment)



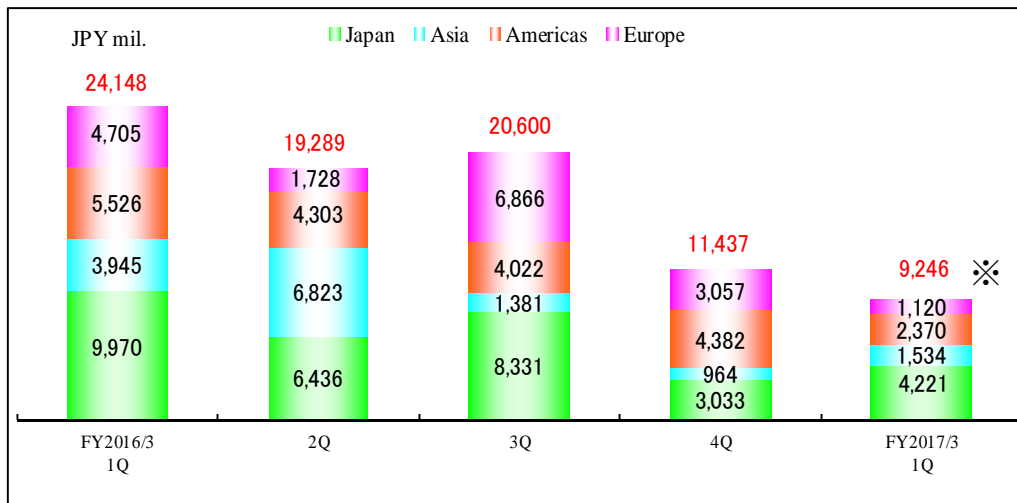
### Orders Intake by Business Segment



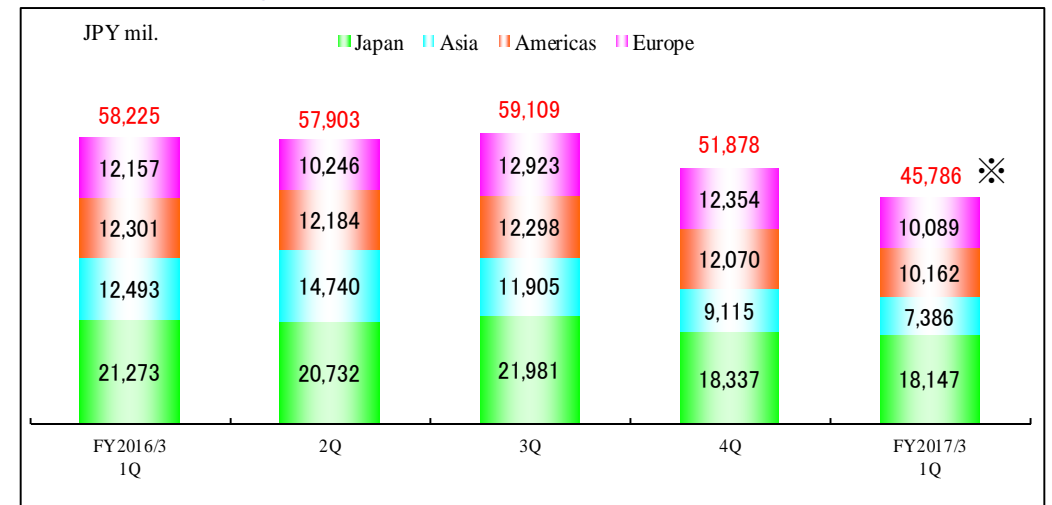
### Orders Intake by Customer Industry (Press Machines)



### Orders Intake by Geographic Segment



### Orders Backlog by Geographic Segment



※ Decline in yen-equivalent order backlog caused by yen appreciation: 2.82 billion yen (compared with 4Q of FY2016)

# Major Changes on Balance Sheet



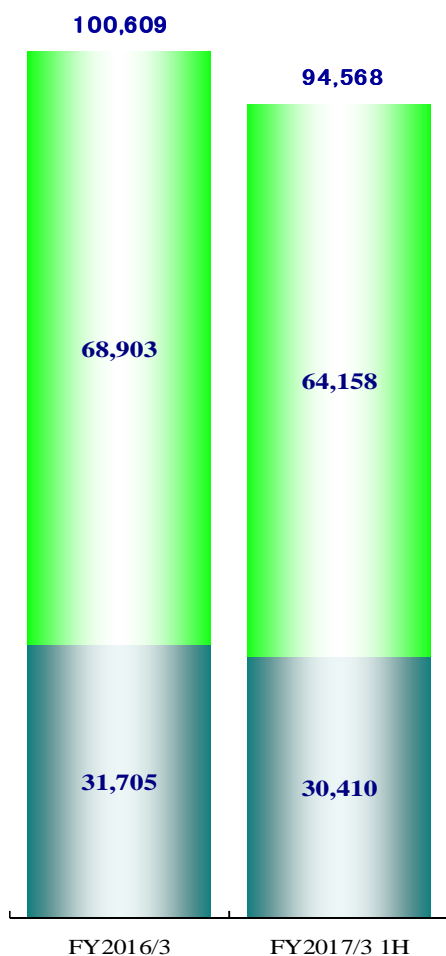
## Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Mar. 2015

**Total assets**  $\Delta$  6,041



**Current assets**  $\Delta$  4,745  
 Cash & cash equivalents  $\Delta$  2,745  
 Notes and accounts receivable, trade and Electronically recorded monetary claims-operating  $\Delta$  1,730

**Fixed assets**  $\Delta$  1,295  
 Property, plant and equipment  $\Delta$  952

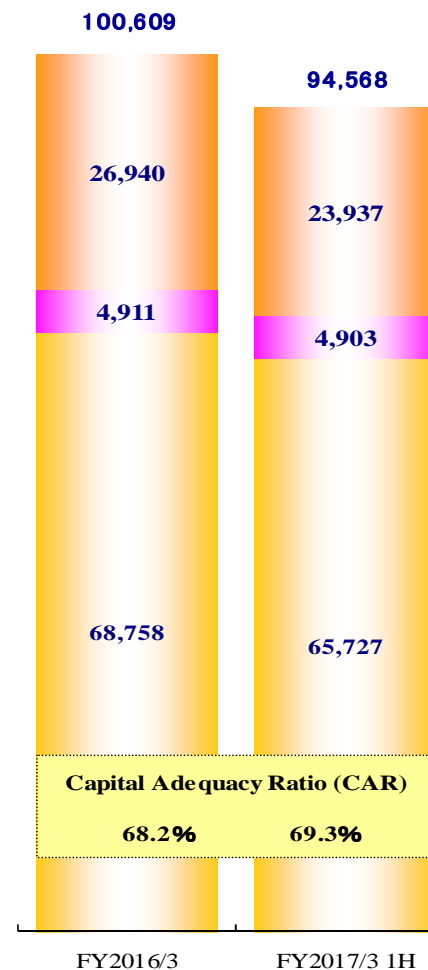
## Liabilities and Net Assets

(JPY mil.)

■ Current liabilities  
 ■ Long-term liabilities  
 ■ Net assets

VS end of Mar. 2015

**Total current liabilities**  $\Delta$  3,010



**Current liabilities**  $\Delta$  3,003  
 Advances from customers on contracts  $\Delta$  1,067  
 Income taxes payable  $\Delta$  695  
 Accrued bonuses for employees  $\Delta$  525

**Long-term liabilities**  $\Delta$  7

**Net assets**  $\Delta$  3,031  
 Retained earnings  $\Delta$  963  
 Foreign currency translation adjustments  $\Delta$  2,037

**Capital Adequacy Ratio (CAR)**  
 68.2% FY2016/3, 69.3% FY2017/3 1H

# Highlights: Forecasts of FY2017 Consolidated Results



(JPY mil.)	FY2016/3	FY2017/3		Fluctuation		FY2017/3 Initial Forecast [B]	Change = [A]-[B]	
		2H Forecast (revised)	Full-year forecast [A]	Amount	%		Amount	%
Net Sales	75,529	32,000	70,000	Δ 5,529	Δ 7.3%	80,000	Δ 10,000	Δ 12.5%
Cost of Sales	57,544	24,500	53,900	Δ 3,644	Δ 6.3%	61,500	Δ 7,600	Δ 12.4%
Gross Profit	17,985	7,500	16,100	Δ 1,885	Δ 10.5%	18,500	Δ 2,400	Δ 13.0%
<Gross Profit ratio>	23.8%	23.4%	23.0%		(Δ 0.8P)	23.1%		(Δ 0.1P)
Selling, general and administrative expenses	9,947	4,600	9,600	Δ 347	Δ 3.5%	10,400	Δ 800	Δ 7.7%
Operating Income	8,037	2,900	6,500	Δ 1,537	Δ 19.1%	8,100	Δ 1,600	Δ 19.8%
<Operating Income ratio>	10.6%	9.1%	9.3%		(Δ 1.3P)	10.1%		(Δ 0.8P)
Ordinary Income	8,364	3,000	6,600	Δ 1,764	Δ 21.1%	8,200	Δ 1,600	Δ 19.5%
Income Before Income Taxes	8,329	3,000	6,600	Δ 1,729	Δ 20.8%	8,100	Δ 1,500	Δ 18.5%
Net Income	5,782	2,100	4,600	Δ 1,182	Δ 20.5%	5,900	Δ 1,300	—
Cash Dividends per Share	¥30	—	¥40	¥10	33.3%	¥40	—	—
Exchange Rate	1USD =	¥120.11	¥105.00	¥-15.11	-12.6%	¥108.00	¥-3.00	-2.8%
	1EUR =	¥132.66	¥117.00	¥-15.66	-11.8%	¥124.00	¥-7.00	-5.6%

【Summary】			FY2017/3		Fluctuation	
			2H Forecast (revised)	Full-year forecast [A]	Amount	%
	Net Sales:	Due to losing of expected large orders, postponing of delivery and decrease of yen-equivalent overseas sales caused by yen appreciation, forecast of net sales was revised downward. Net sales excluding foreign exchange factor is expected to exceed the previous FY, contributed by increase of order intakes from 2Q.	32,000	70,000	Δ 5,529	Δ 7.3%
	Gross Profit:	While gross profit decreased by 10.5% (4.4% excluding foreign exchange factor) from the previous FY due to decline in net sales and yen appreciation, gross profit ratio is forecasted at the same level as originally planned by achieving cost reduction to cover cost increase caused by capital investment and human resource development.	7,500	16,100	Δ 1,885	Δ 10.5%
	Operation Income:	Operating income ratio is aimed at more than 9.3% by reducing other SG&A to cover cost increase caused by capital investment and human resource development. Decline in operating income is expected to be 19.1% (12.0% excluding foreign exchange factor) compared to the previous FY.	2,900	6,500	Δ 1,537	Δ 19.1%
	Cash Dividend per Share:	Cash dividend per share is forecasted to be 40 yen as originally planned, regardless of decline in profit.	—	¥40	¥10	33.3%

【REF】: Currency exchange factor included in change from previous quarter (100 million yen)

	Change from previous quarter	of which foreign exchange factor	Change from previous quarter excluding foreign exchange factor	
			Amount	%
Net Sales	Δ 55.3	Δ 59.9	4.6	0.6%
Gross Profit	Δ 18.9	Δ 10.9	Δ 8.0	Δ 4.4%
Operating Income	Δ 15.4	Δ 5.7	Δ 9.7	Δ 12.0%



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



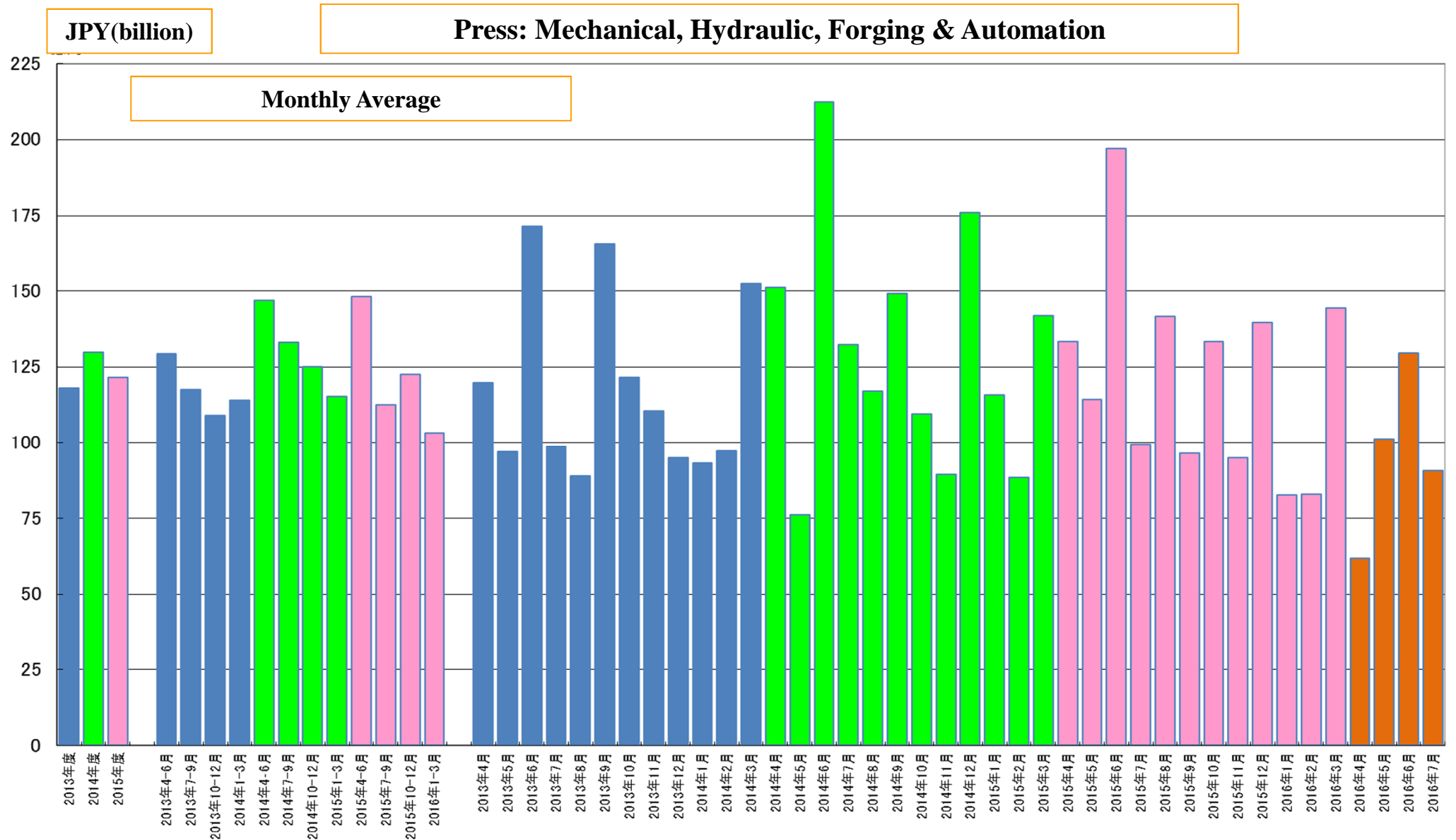
## By Business

(JPY mil.)	Orders				Net Sales			
	FY2016	FY2017 forecast	Fluctuation: FY2017 vs FY2016		FY2016	FY2017 forecast	Fluctuation: FY2017 vs FY2016	
			Amount	%			Amount	%
Press Machine	60,949	56,800	Δ 4,149	Δ 6.8%	61,234	54,800	Δ 6,434	Δ 10.5%
Services	14,282	15,000	718	5.0%	14,072	15,000	928	6.6%
Others	242	200	Δ 42	Δ 17.4%	222	200	Δ 22	Δ 9.9%
Consolidated	75,474	72,000	Δ 3,474	Δ 4.6%	75,529	70,000	Δ 5,529	Δ 7.3%

## By Region

(JPY mil.)	Orders				Net Sales				Operating income			
	FY2016	FY2017 forecast	Fluctuation: FY2017 vs FY2016		FY2016	FY2017 forecast	Fluctuation: FY2017 vs FY2016		FY2016	FY2017 forecast	Fluctuation: FY2017 vs FY2016	
			Amount	%			Amount	%			Amount	%
Japan	27,770	25,000	Δ 2,770	Δ 10.0%	44,041	41,000	Δ 3,041	Δ 6.9%	4,967	3,500	Δ 1,467	Δ 29.5%
Asia	13,113	14,000	887	6.8%	20,989	18,500	Δ 2,489	Δ 11.9%	2,321	1,500	Δ 821	Δ 35.4%
Americas	18,233	18,000	Δ 233	Δ 1.3%	19,008	18,500	Δ 508	Δ 2.7%	1,327	1,300	Δ 27	Δ 2.0%
Europe	16,356	15,000	Δ 1,356	Δ 8.3%	14,853	13,500	Δ 1,353	Δ 9.1%	Δ 490	100	590	-
Reconciliation					Δ 23,363	Δ 21,500	1,863	Δ 8.0%	Δ 88	100	188	-
Consolidated	75,474	72,000	Δ 3,474	Δ 4.6%	75,529	70,000	Δ 5,529	Δ 7.3%	8,037	6,500	Δ 1,537	Δ 19.1%

# (for Reference) Statistics of Forming Machinery Industry



Place of origin: JFMA

# 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 2016**

**AIDA ENGINEERING, LTD.**