

Presentation of Consolidated Financial Results
for the 1st Quarter of the FY Ended March 31, 2020
(from Apr. 2019 to Jun. 2019)

AIDA



Highlights of Consolidated Results Summary of P/L



(JPY mil.)		FY2019 1Q (3M)	FY2020 1Q (3M)	Fluctuation	
				Amount	%
Net Sales		18,862	16,007	△ 2,855	△15.1%
Cost of Sales		15,224	12,640	△ 2,583	△17.0%
Gross Profit		3,637	3,366	△ 271	△ 7.5%
<Gross Profit ratio>		19.3%	21.0%		(+1.7P)
Selling, general and administrative expenses		2,433	2,268	△ 165	△6.8%
Operating Income		1,203	1,097	△ 106	△ 8.8%
<Operating Income ratio>		6.4%	6.9%		(+0.5P)
Ordinary Income		1,369	1,239	△ 130	△9.5%
Income Before Income Taxes		1,363	1,210	△ 153	△11.2%
Net Income		942	860	△ 82	△8.7%
Exchange Rate	1USD=	¥109.14	¥110.07	0.93	0.9%
	1EUR=	¥130.13	¥123.55	△6.58	△5.1%

<Summary>	Net sales and profits decreased due to decrease in order intake since the previous FY, but profit ratio improved.	
	Net Sales:	Net sales decreased by 15.1% from the previous FY mainly due to decrease of orders intake from automotive-related customers in Americas and China.
	Gross Profit:	Gross Profit decreased by 7.5% from the previous FY due to decrease of net sales. On the other hand, gross profit ratio increased due to improvement of product mix and profitability of mid/large-size presses.
	Operating Income:	Operating income decreased by 8.8% from the previous FY. The decrease was mainly due to the decrease of gross profit. On the other hand, operating income ratio improved.
	Ordinary Income:	Ordinary income decreased by 9.5% from the previous FY due to decrease in operating income.
	Net Income:	Net income decreased by 8.7% from the previous FY due to decrease in ordinary income.

Quarterly Financial Performances



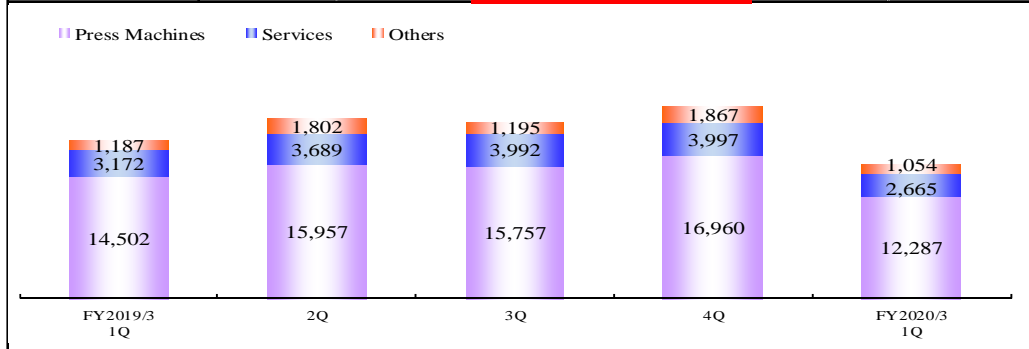
		FY2019/3				FY2020/3
		1Q	2Q	3Q	4Q	1Q
	Net Sales	18,862	21,449	20,945	22,825	16,007
	Gross Profit	3,637	3,459	3,781	4,352	3,366
	Operating Income	1,203	1,130	1,389	1,837	1,097
	Gross Profit ratio	19.3%	16.1%	18.1%	19.1%	21.0%
	Operating Income ratio	6.4%	5.3%	6.6%	8.1%	6.9%

Sales (by Business/Customer/Geographic segment)



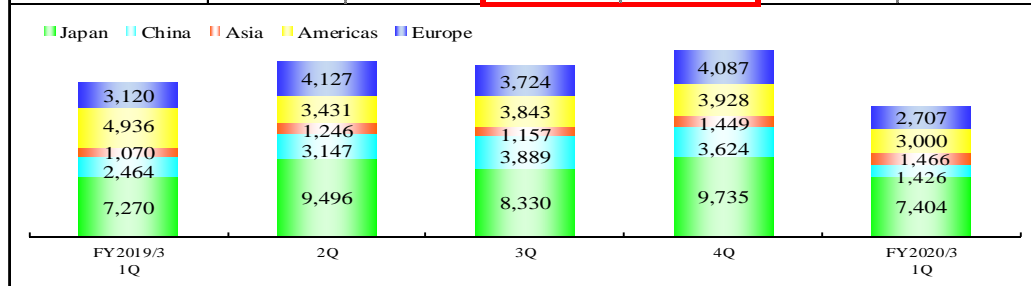
Sales by Business segment

(JPY mil.)	FY2019/3		FY2020/3		Fluctuation	
	1Q		1Q		Amount	%
Press Machines	14,502	76.9%	12,287	76.8%	△ 2,215	△ 15.3%
Services	3,172	16.8%	2,665	16.7%	△ 507	△ 16.0%
Others	1,187	6.3%	1,054	6.6%	△ 132	△ 11.2%
Total	18,862	100.0%	16,007	100.0%	△ 2,855	△ 15.1%



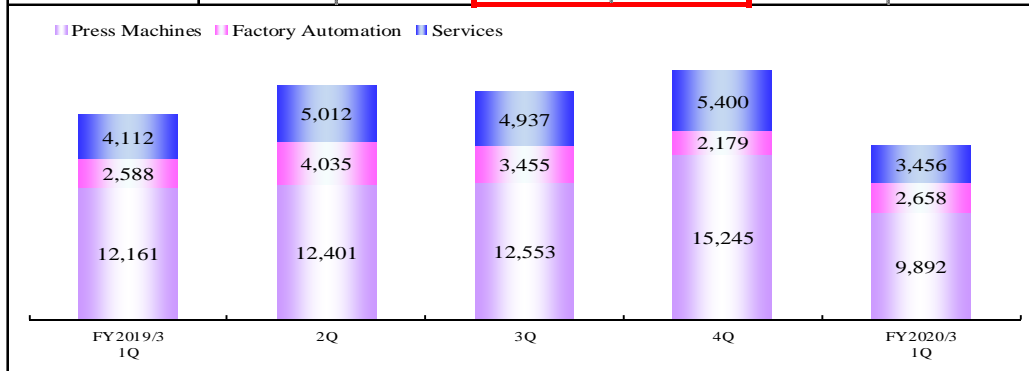
Sales by Geographic segment

(JPY mil.)	FY2019/3		FY2020/3		Fluctuation	
	1Q		1Q		Amount	%
Japan	7,270	38.5%	7,404	46.3%	133	1.8%
China	2,464	13.1%	1,426	8.9%	△ 1,037	△ 42.1%
Asia	1,070	5.7%	1,466	9.2%	396	37.1%
Americas	4,936	26.2%	3,000	18.7%	△ 1,935	△ 39.2%
Europe	3,120	16.5%	2,707	16.9%	△ 412	△ 13.2%
Total	18,862	100.0%	16,007	100.0%	△ 2,855	△ 15.1%



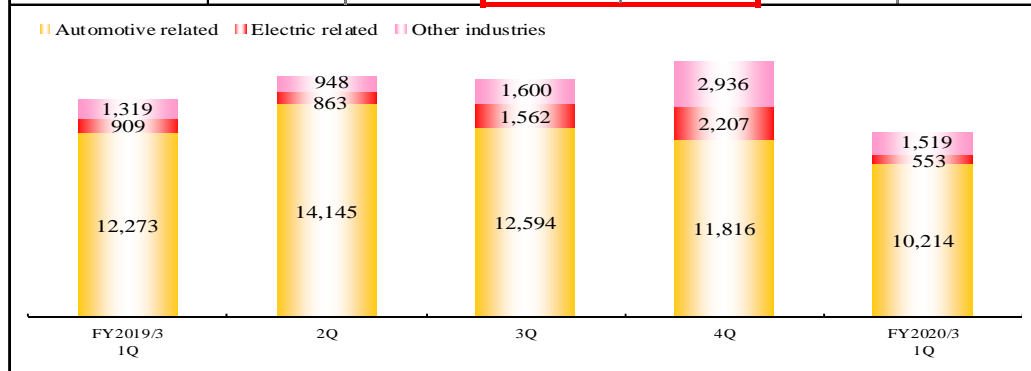
Sales by Business segment of the Mid-Term Management Plan "THE AIDA PLAN 523"

(JPY mil.)	FY2019/3		FY2020/3		Fluctuation	
	1Q		1Q		Amount	%
Press Machines	12,161	64.5%	9,892	61.8%	△ 2,269	△ 18.7%
Factory Automation	2,588	13.7%	2,658	16.6%	70	2.7%
Services	4,112	21.8%	3,456	21.6%	△ 655	△ 16.0%
Total	18,862	100.0%	16,007	100.0%	△ 2,855	△ 15.1%

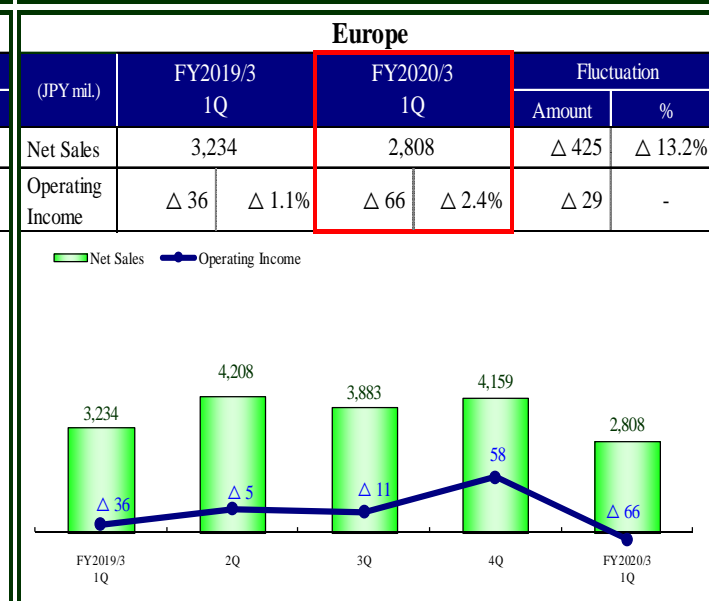
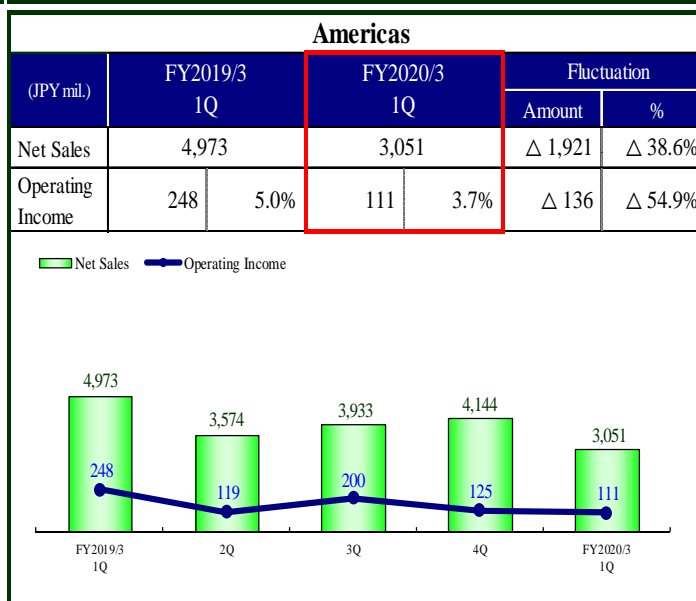
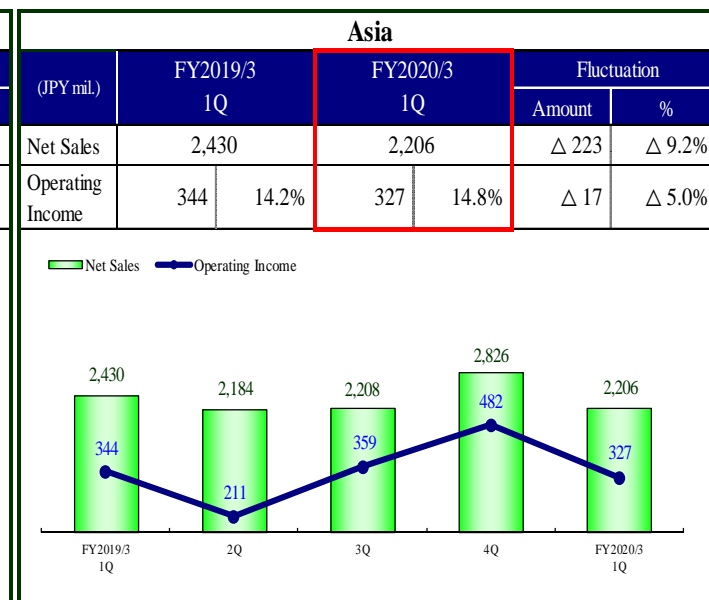
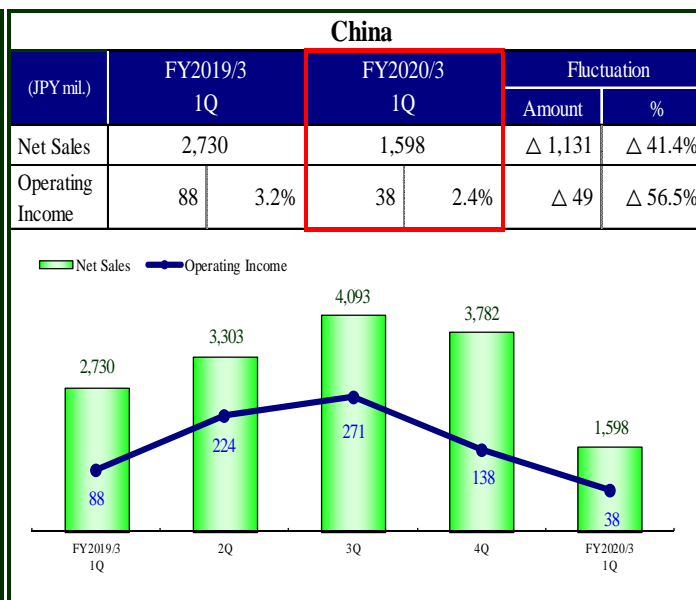
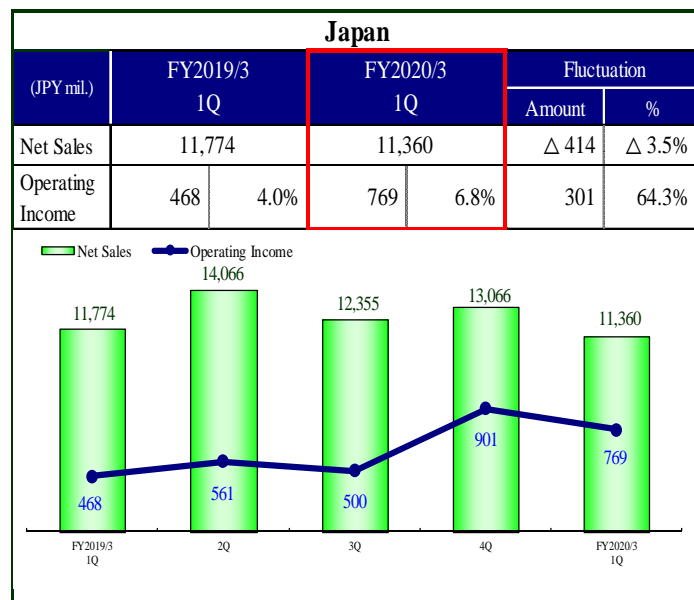


Sales (press machines) by Customer industry

(JPY mil.)	FY2019/3		FY2020/3		Fluctuation	
	1Q		1Q		Amount	%
Automotive related	12,273	84.6%	10,214	83.1%	△ 2,058	△ 16.8%
Electric related	909	6.3%	553	4.5%	△ 356	△ 39.2%
Other industries	1,319	9.1%	1,519	12.4%	199	15.1%
Total	14,502	100.0%	12,287	100.0%	△ 2,215	△ 15.3%



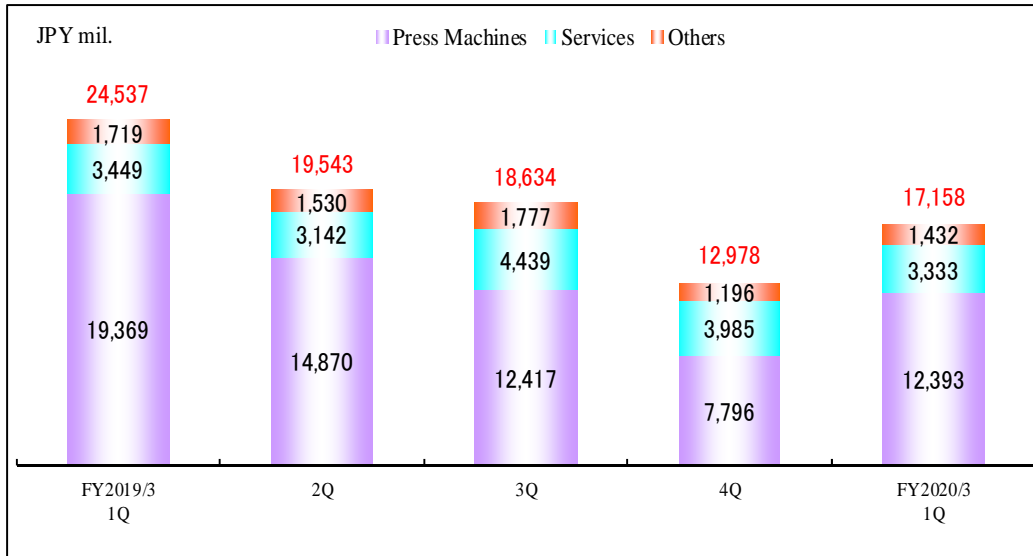
Sales / Operating Income (by Geographic segment)



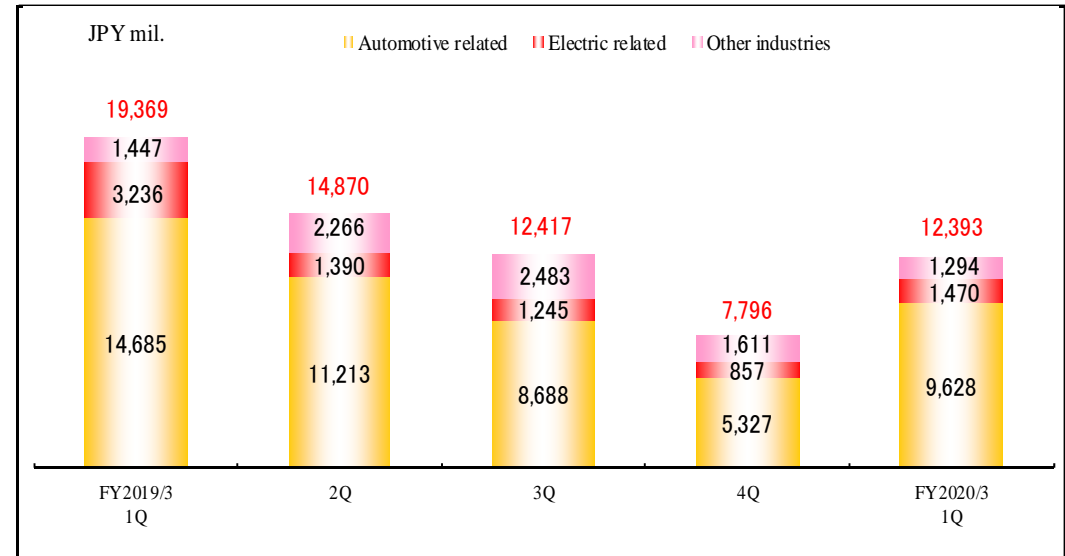
Orders Intake & Backlog (by Business/Customer/Geographic segment)



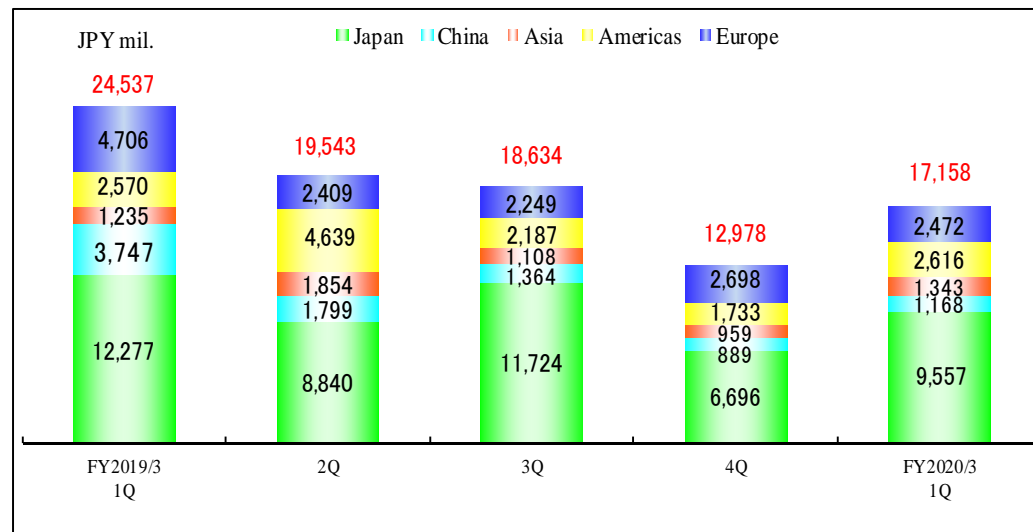
Orders Intake by Business Segment



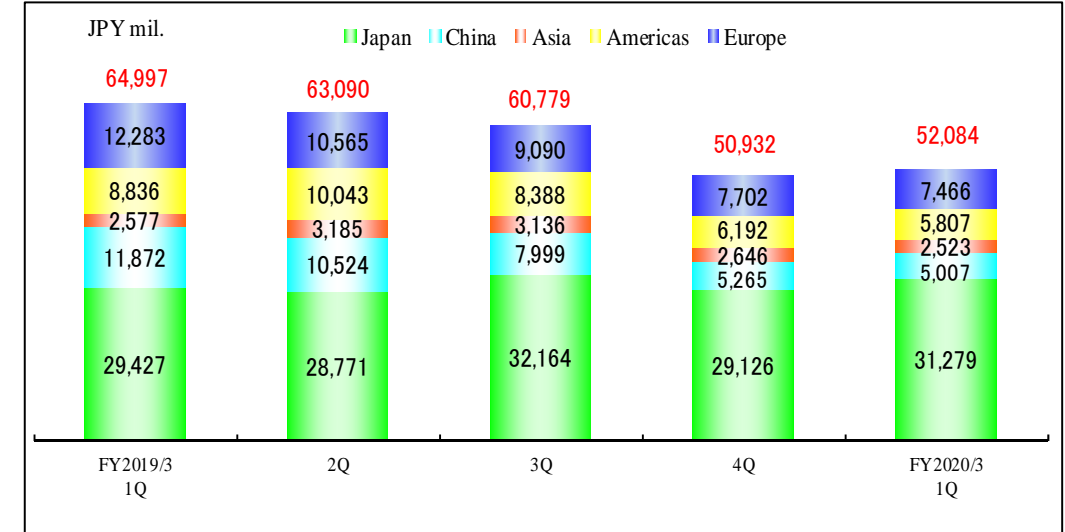
Orders Intake by Customer Industry (Press Machines)



Orders Intake by Geographic Segment



Orders Backlog by Geographic Segment



Major Changes on Balance Sheet

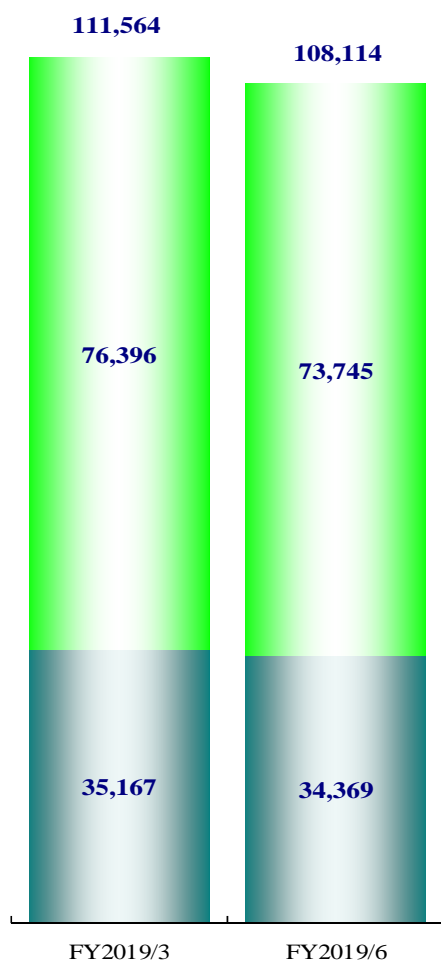


Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Previous FY
Total assets Δ 3,449



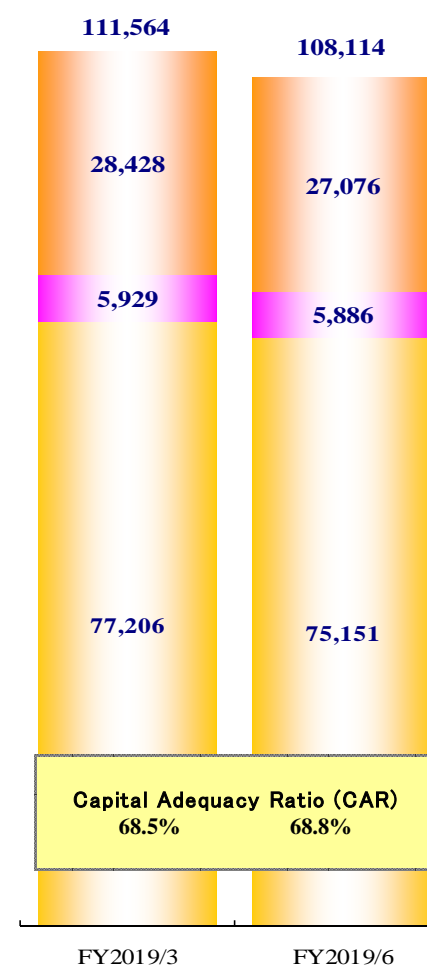
Current assets	Δ 2,650
Cash on hand and at bank	Δ 1,358
Inventories	+ 1,242
Notes and accounts receivable - trade, electronically recorded monetary claims - operating and accounts receivable	Δ 2,567
Fixed assets	Δ 798
Investment securities	Δ 262

Liabilities and Net Assets

(JPY mil.)

■ Current liabilities
 ■ Non-current liabilities
 ■ Net assets

VS end of Previous FY
Total liabilities Δ 1,394



Current liabilities	Δ 1,351
Accounts payable - trade and electronically recorded monetary obligations - operating	Δ 1,158
Non-current liabilities	Δ 43
Net assets	Δ 2,054
Retained earnings	Δ 1,094
Foreign currency translation adjustment	Δ 756

Capital Adequacy Ratio (CAR)
 68.5% 68.8%

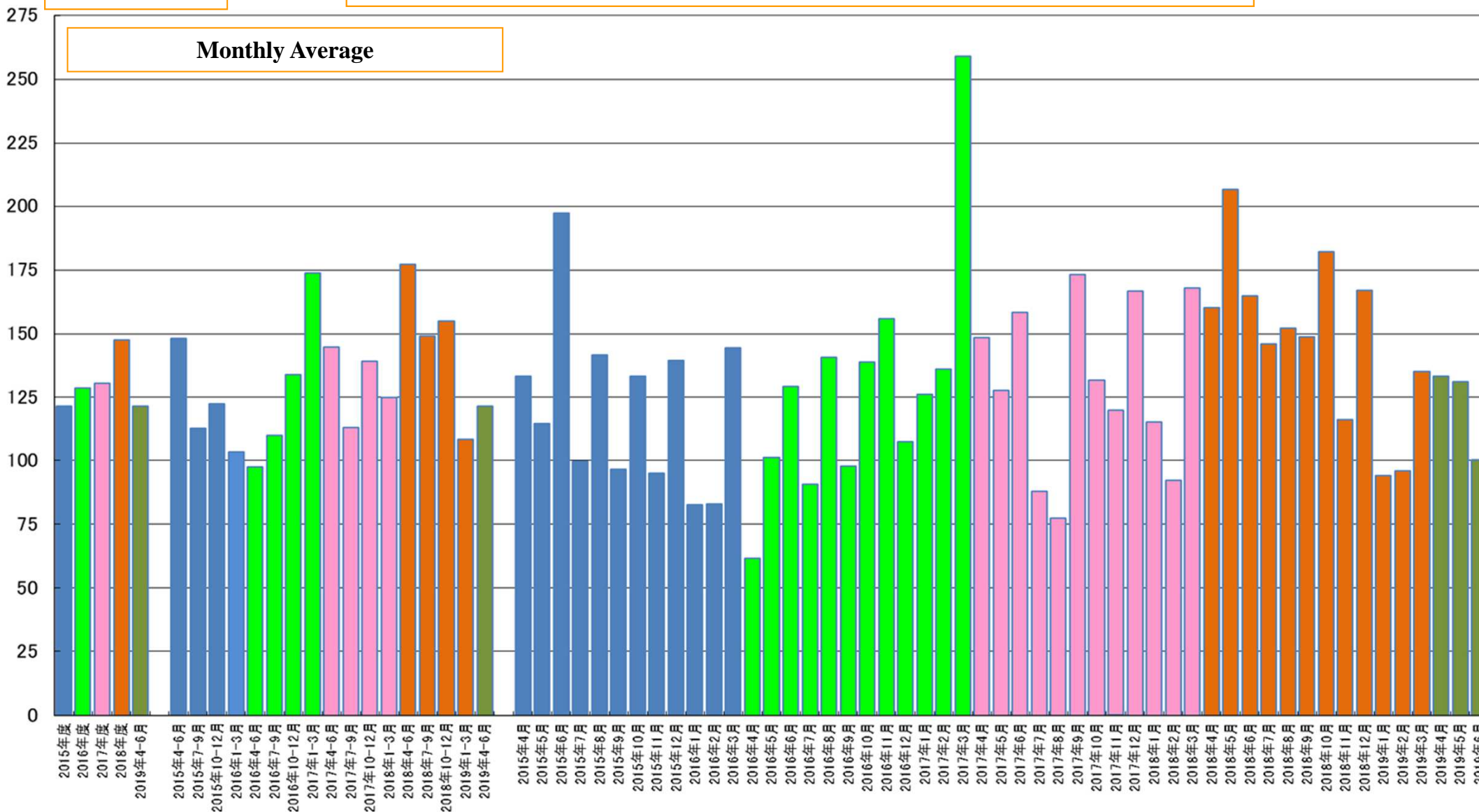
(for Reference) Statistics of Forming Machinery Industry- 1)



JPY 100million

Press: Mechanical, Hydraulic, Forging & Automation

Monthly Average

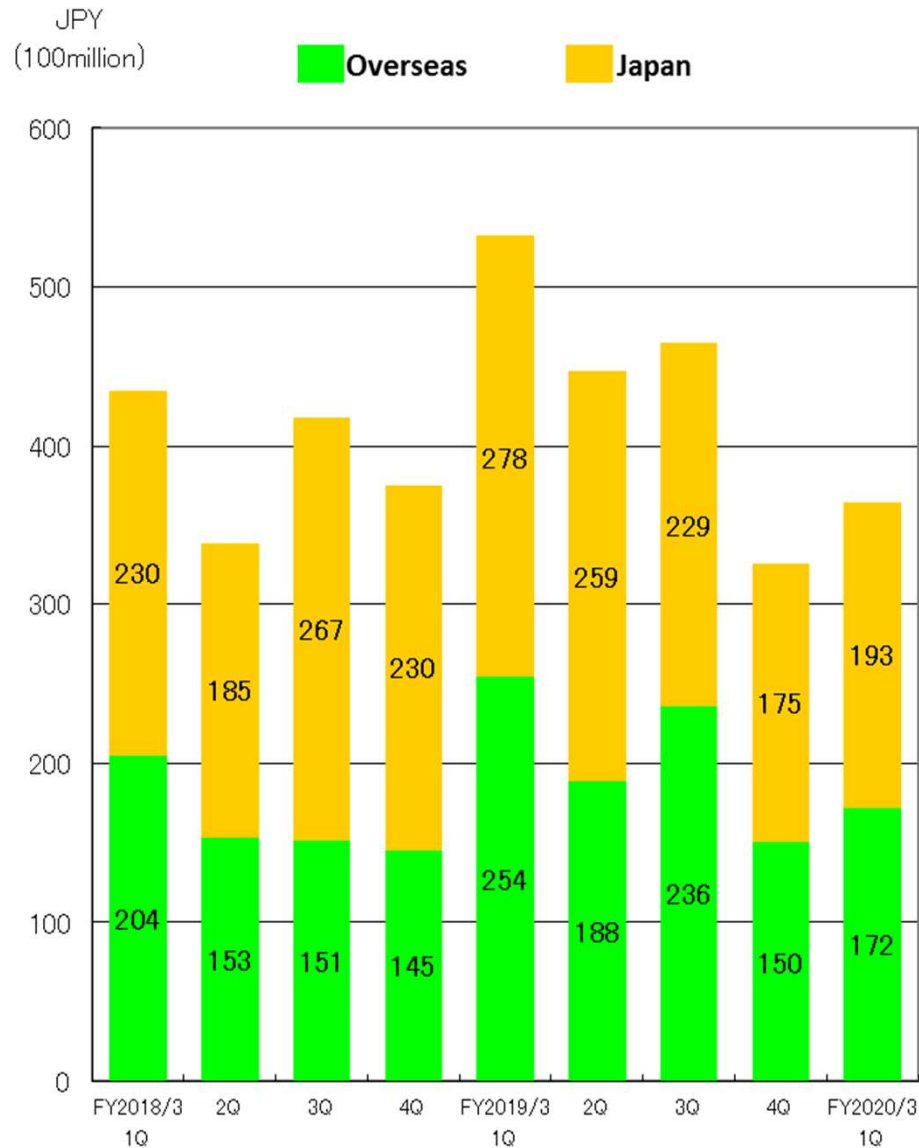


Place of origin: JFMA

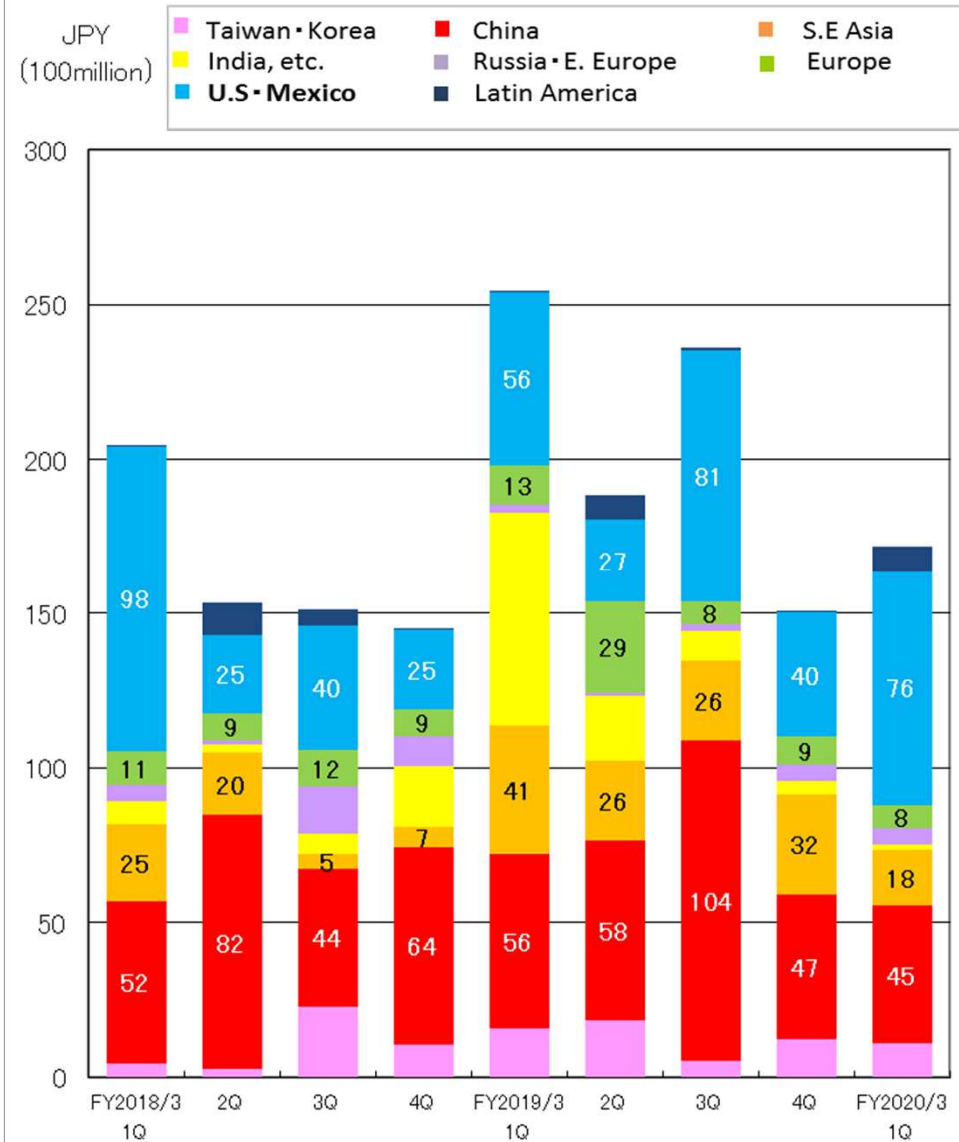
(for Reference) Statistics of Forming Machinery Industry- 2)



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.**

August 2019

AIDA ENGINEERING, LTD.