

Presentation of Consolidated Financial Results
for the 2nd Quarter of the FY Ended March 31, 2021
(from Apr. 2020 to Sep. 2020)

AIDA



Highlights of Consolidated Results Summary of P&L



(JPY mil.)	
Net Sales	
Cost of Sales	
Gross Profit	
<Gross Profit ratio>	
Selling, general and administrative expenses	
Operating Income	
<Operating Income ratio>	
Ordinary Income	
Income Before Income Taxes	
Net Income/Loss	
Exchange Rate	1USD 1EUR

FY2020/3 1st Half	FY2021/3 1st Half
34,274	25,761
26,792	20,284
7,482	5,476
21.8%	21.3%
4,454	3,933
3,027	1,543
8.8%	6.0%
3,201	1,620
3,156	1,389
2,261	763
¥108.73	¥106.90
¥121.48	¥121.28

Fluctuation	
Amount	%
△ 8,513	△24.8%
△ 6,507	△24.3%
△ 2,005	△26.8%
	(△0.5P)
△ 521	△11.7%
△ 1,484	△49.0%
	(△2.8P)
△ 1,581	△49.4%
△ 1,767	△56.0%
△ 1,497	△66.2%
△1.83	△1.7%
△0.20	△0.2%

<Summary>
Due to deterioration of performance in 1Q caused by COVID-19 pandemic, net sales and OP decreased. However, the performance recovered in 2Q, and GP ratio is the same as the previous FY.

Net Sales:	Net sales decreased by 24.8% from the previous FY, due to restrictions on sales and service activities and shutdown or reduction of productions in 1Q caused by the COVID-19 pandemic. However, it recovered in 2Q.
Gross Profit:	Gross profit substantially decreased by 26.8% from the previous FY mainly due to decrease of net sales. However, it recovered in 2Q and GP ratio is the same as the previous FY. Note that loss due to suspension or decrease of production was booked as an extraordinary loss, not ordinary cost.
Operating Income:	Operating income decreased by 49.0% from the previous FY due to decrease of gross profit, despite of SGA reduction. Operating income ratio decreased by 2.8 points.
Ordinary Income:	Ordinary income decreased by 49.4% from the previous FY due to decrease of operating income.
Net Loss:	Net income decreased by 66.2% from the previous FY due to decrease of ordinary income and loss by suspension or decrease of production.

Trend of Sales, Gross Profit and Operating Income

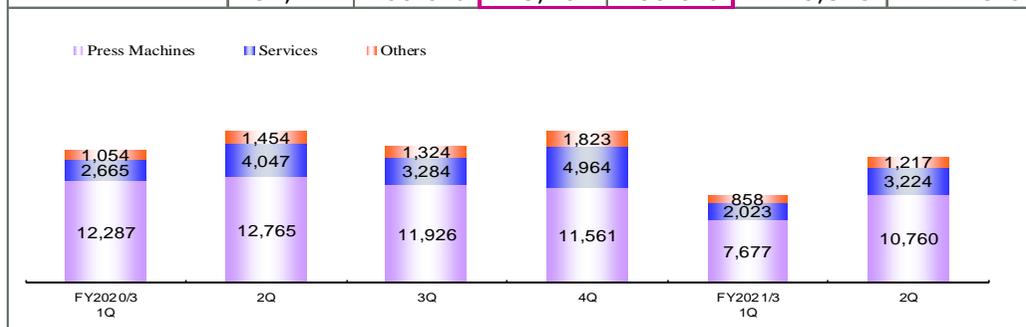


JPY(million)		FY2020/3				FY2021/3	
		1Q	2Q	3Q	4Q	1Q	2Q
	Net Sales	16,007	18,267	16,534	18,349	10,559	15,202
	Gross Profit	3,366	4,115	3,524	4,186	2,068	3,408
	Operating Income	1,097	1,929	1,287	1,858	179	1,364
	Gross Profit ratio	21.0%	22.5%	21.3%	22.8%	19.6%	22.4%
	Operating Income ratio	6.9%	10.6%	7.8%	10.1%	1.7%	9.0%

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

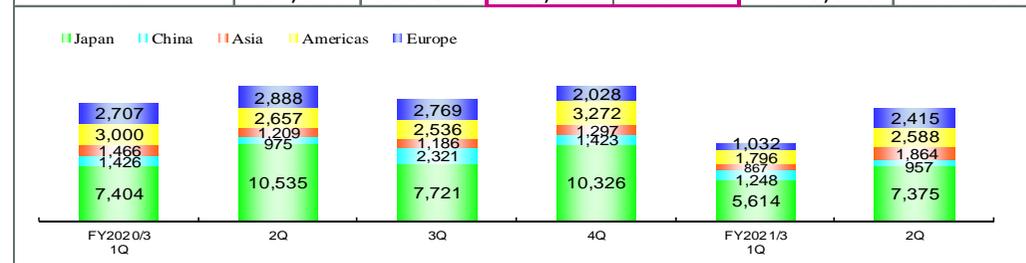
Sales by Business segment (Press related / Others)

(JPY mil.)	FY2020/3 1st Half		FY2021/3 1st Half		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	25,052	73.1%	18,437	71.6%	△ 6,614	△ 26.4%
Services	6,712	19.6%	5,247	20.4%	△ 1,464	△ 21.8%
Others	2,509	7.3%	2,075	8.1%	△ 433	△ 17.3%
Total	34,274	100.0%	25,761	100.0%	△ 8,513	△ 24.8%



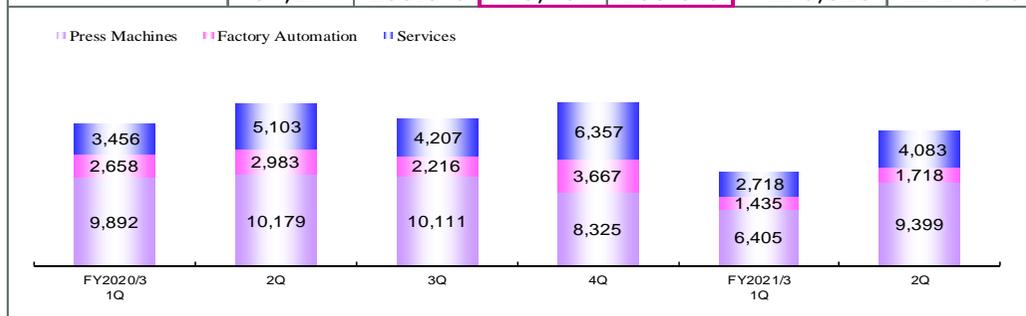
Sales by Geographic segment

(JPY mil.)	FY2020/3 1st Half		FY2021/3 1st Half		Fluctuation	
	Amount	%	Amount	%	Amount	%
Japan	17,939	52.3%	12,989	50.4%	△ 4,949	△ 27.6%
China	2,402	7.0%	2,206	8.6%	△ 196	△ 8.2%
Asia	2,676	7.8%	2,731	10.6%	54	2.0%
Americas	5,658	16.5%	4,384	17.0%	△ 1,273	△ 22.5%
Europe	5,596	16.3%	3,448	13.4%	△ 2,147	△ 38.4%
Total	34,274	100.0%	25,761	100.0%	△ 8,513	△ 24.8%



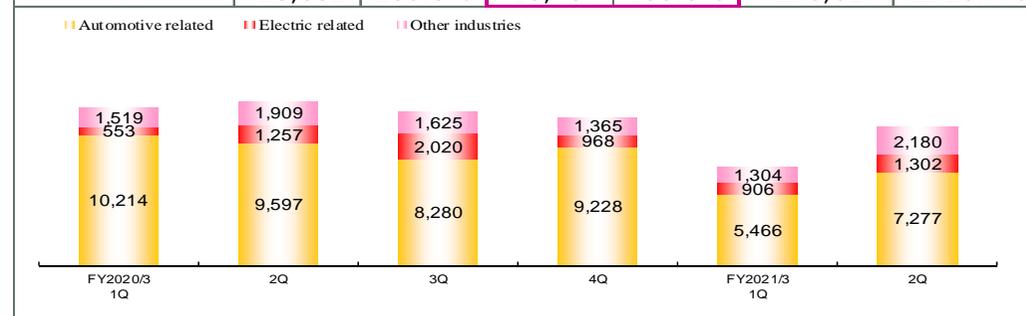
Sales by Business segment of the Medium-Term Management Plan (Press / FA / Service)

(JPY mil.)	FY2020/3 1st Half		FY2021/3 1st Half		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	20,071	58.6%	15,804	61.4%	△ 4,266	△ 21.3%
Factory Automation	5,642	16.5%	3,154	12.2%	△ 2,487	△ 44.1%
Services	8,560	25.0%	6,802	26.4%	△ 1,758	△ 20.5%
Total	34,274	100.0%	25,761	100.0%	△ 8,513	△ 24.8%

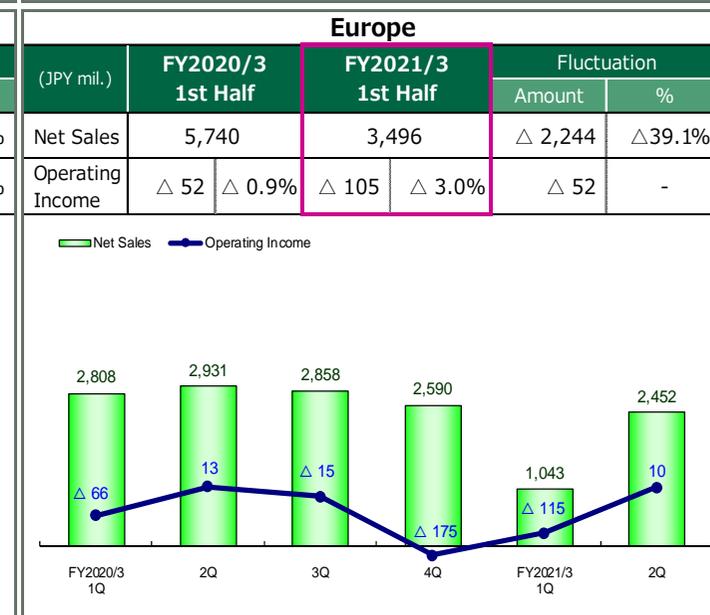
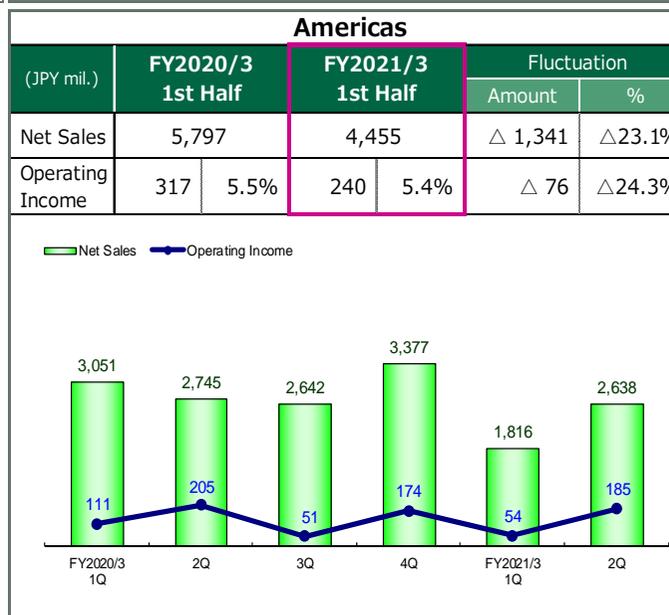
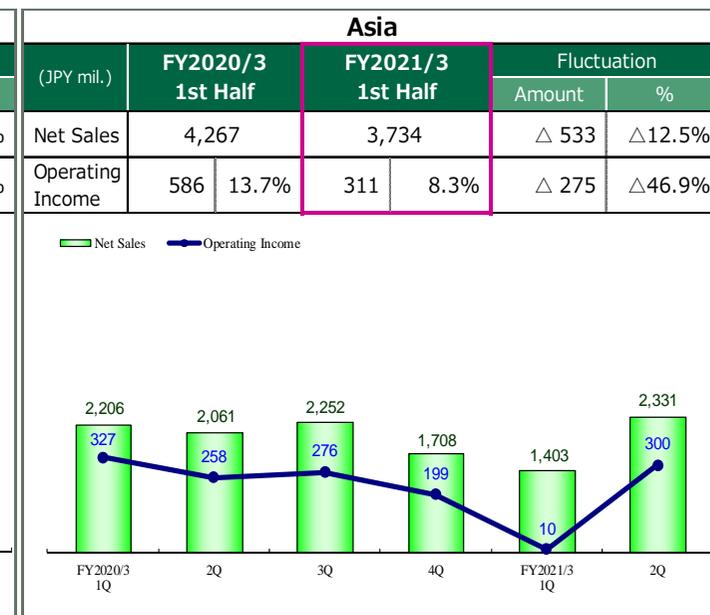
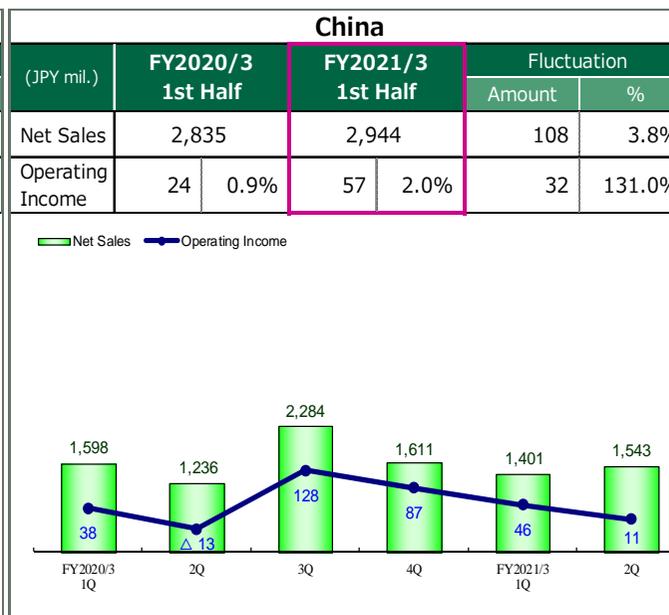
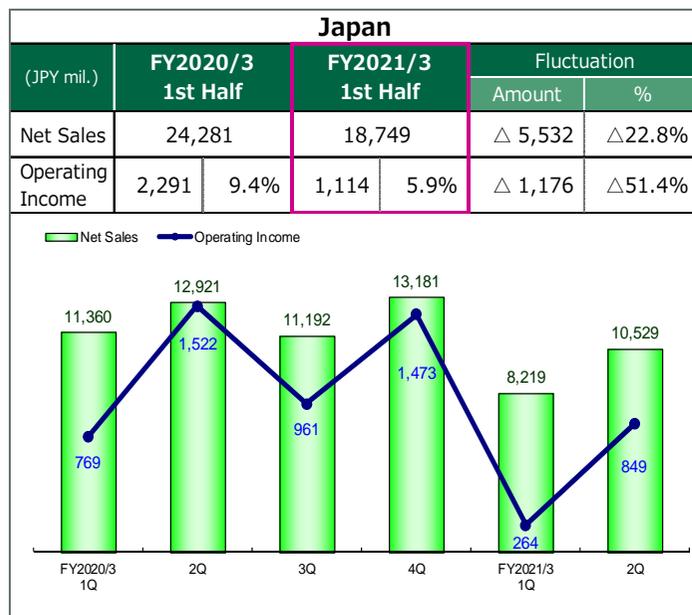


Sales (press machines) by Customer industry

(JPY mil.)	FY2020/3 1st Half		FY2021/3 1st Half		Fluctuation	
	Amount	%	Amount	%	Amount	%
Automotive related	19,811	79.1%	12,743	69.1%	△ 7,068	△ 35.7%
Electric related	1,811	7.2%	2,209	12.0%	397	22.0%
Other industries	3,428	13.7%	3,485	18.9%	56	1.6%
Total	25,052	100.0%	18,437	100.0%	△ 6,614	△ 26.4%



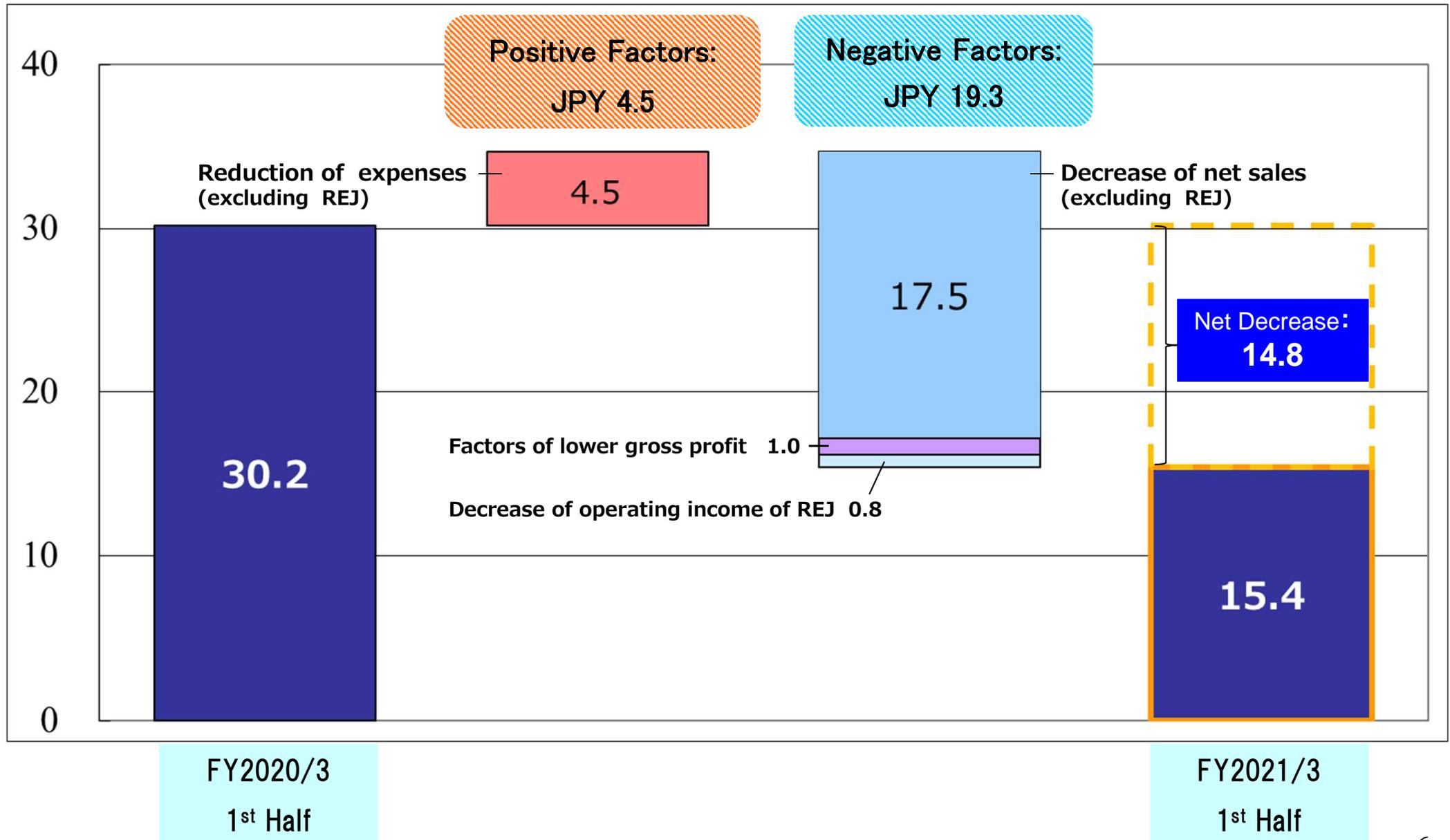
Sales / Operating Income (by Geographic segment)



Fluctuation Analysis with regards to Operating Income



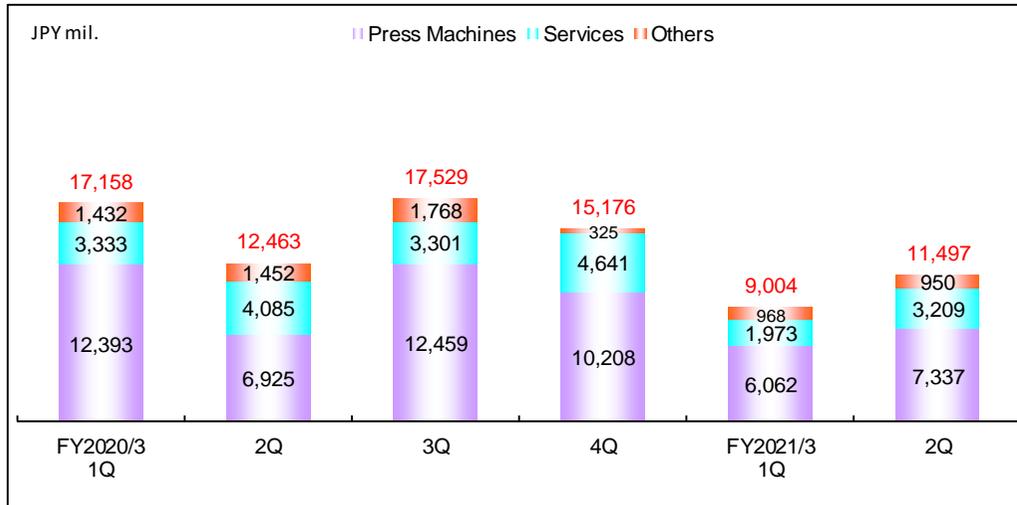
(In million JPY)



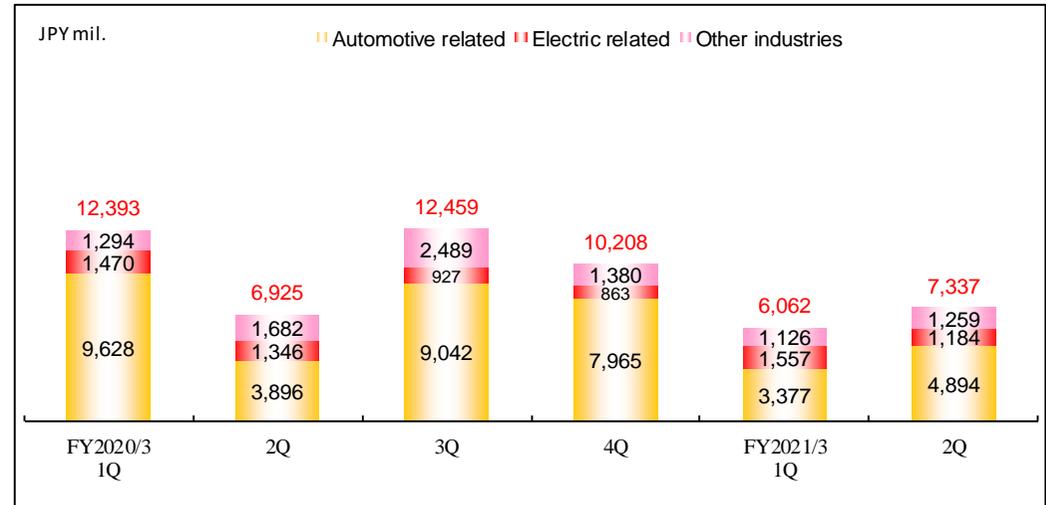
Order Intake & Backlog (by Business/Customer/Geographic segment)



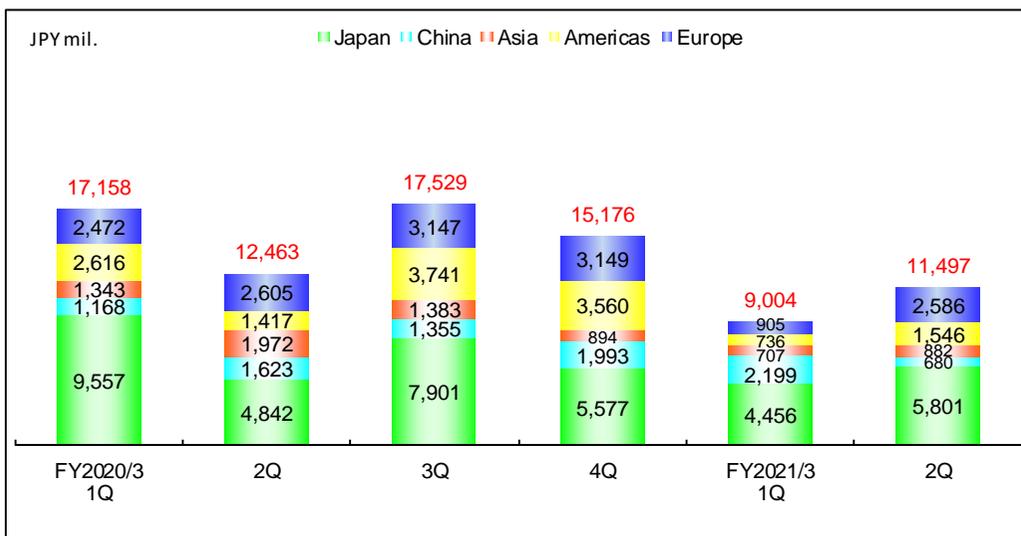
Order Intake by Business Segment



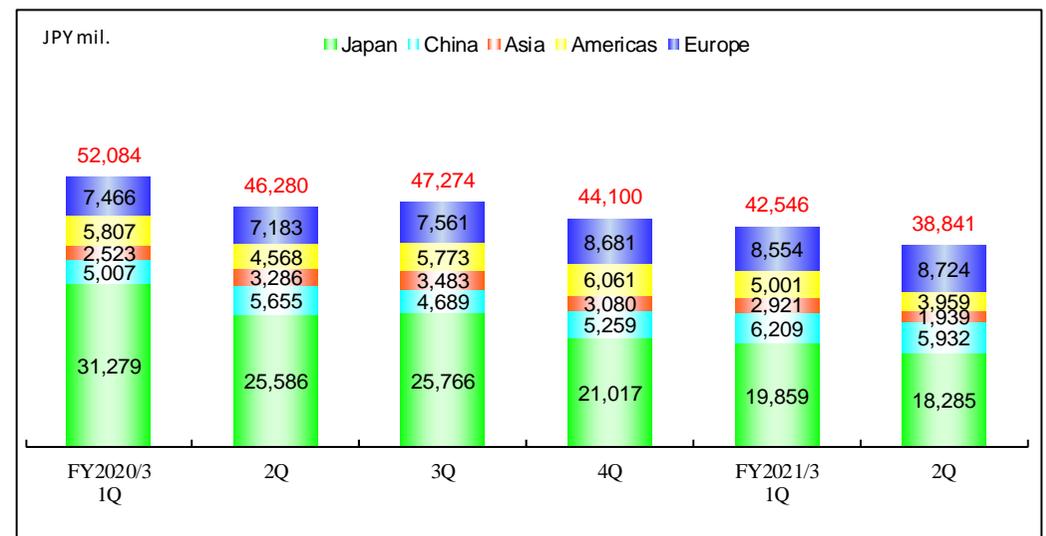
Order Intake by Customer Industry (Press Machines)



Order Intake by Geographic Segment



Order Backlog by Geographic Segment



Trend of Order Intake & Backlog



(JPY mil.)			FY2019/3				FY2020/3				FY2021/3		vs. FY2020/3		
			1st Half		Full-year		1st Half		Full-year		1st Half		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
Order Intake	B Y B u s i n e s s	Press Machine	34,240	77.7%	54,454	71.9%	19,318	65.2%	41,987	67.4%	13,400	65.4%	△ 5,918	△ 30.6%	
		C u s t o m e r	Automotive related	25,898	75.6%	39,914	73.3%	13,525	70.0%	30,533	72.7%	8,272	61.7%	△ 5,252	△ 38.8%
			Electric related	4,626	13.5%	6,729	12.4%	2,816	14.6%	4,608	11.0%	2,742	20.5%	△ 74	△ 2.7%
			Other industries	3,714	10.8%	7,809	14.3%	2,976	15.4%	6,845	16.3%	2,385	17.8%	△ 590	△ 19.8%
		Services	6,591	15.0%	15,015	19.8%	7,418	25.0%	15,360	24.6%	5,183	25.3%	△ 2,235	△ 30.1%	
		Others	3,250	7.4%	6,223	8.2%	2,884	9.7%	4,978	8.0%	1,918	9.4%	△ 965	△ 33.5%	
	B Y R e g i o n	Japan	21,117	47.9%	39,538	52.2%	14,400	48.6%	27,879	44.7%	10,257	50.0%	△ 4,142	△ 28.8%	
		China	5,547	12.6%	7,801	10.3%	2,792	9.4%	6,141	9.9%	2,879	14.0%	87	3.1%	
		Asia	3,090	7.0%	5,158	6.8%	3,316	11.2%	5,594	9.0%	1,590	7.8%	△ 1,726	△ 52.1%	
		Americas	7,210	16.4%	11,130	14.7%	4,034	13.6%	11,336	18.2%	2,283	11.1%	△ 1,751	△ 43.4%	
Europe		7,116	16.1%	12,064	15.9%	5,078	17.1%	11,375	18.3%	3,491	17.0%	△ 1,586	△ 31.2%		
Total			44,081	100.0%	75,694	100.0%	29,621	100.0%	62,326	100.0%	20,502	100.0%	△ 9,119	△ 30.8%	
Order Backlog	B Y R e g i o n	Japan	28,771	45.6%	29,126	57.2%	25,586	55.3%	21,017	47.7%	18,285	47.1%	△ 2,732	△ 13.0%	
		China	10,524	16.7%	5,265	10.3%	5,655	12.2%	5,259	11.9%	5,932	15.3%	673	12.8%	
		Asia	3,185	5.0%	2,646	5.2%	3,286	7.1%	3,080	7.0%	1,939	5.0%	△ 1,141	△ 37.0%	
		Americas	10,043	15.9%	6,192	12.2%	4,568	9.9%	6,061	13.7%	3,959	10.2%	△ 2,101	△ 34.7%	
		Europe	10,565	16.7%	7,702	15.1%	7,183	15.5%	8,681	19.7%	8,724	22.5%	42	0.5%	
	Total			63,090	100.0%	50,932	100.0%	46,280	100.0%	44,100	100.0%	38,841	100.0%	△ 5,259	△ 11.9%

Major Changes on Balance Sheet



Assets

(JPY mil.)

VS end of Previous FY

■ Fixed assets ■ Current assets

Total assets \triangle 961

Current assets \triangle 2,468

Cash on hand and at bank + 2,589

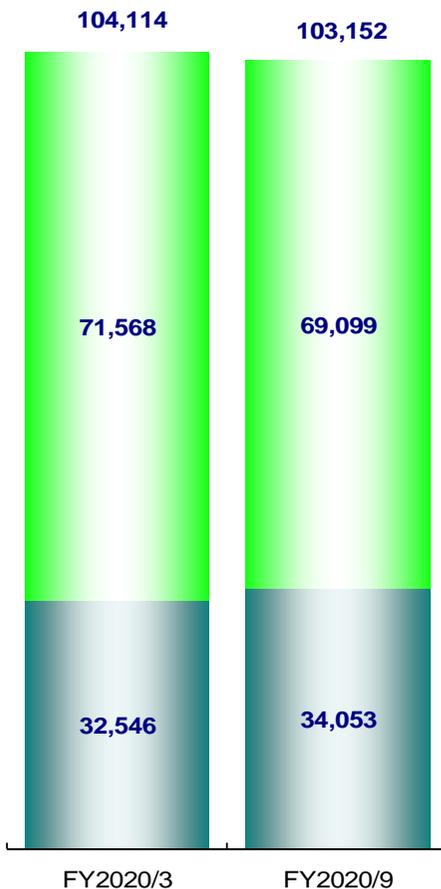
Notes and accounts receivable - trade, electronically recorded monetary claims - operating \triangle 5,392

Inventories + 1,715

Fixed assets + 1,506

Investment securities + 2,543

Property, plant and equipment \triangle 599



Liabilities and Net Assets

(JPY mil.)

VS end of Previous FY

■ Current liabilities
■ Non-current liabilities
■ Net assets

Total liabilities \triangle 1,455

Current liabilities \triangle 2,064

Accounts payable - trade and electronically recorded monetary obligations - operating \triangle 1,209

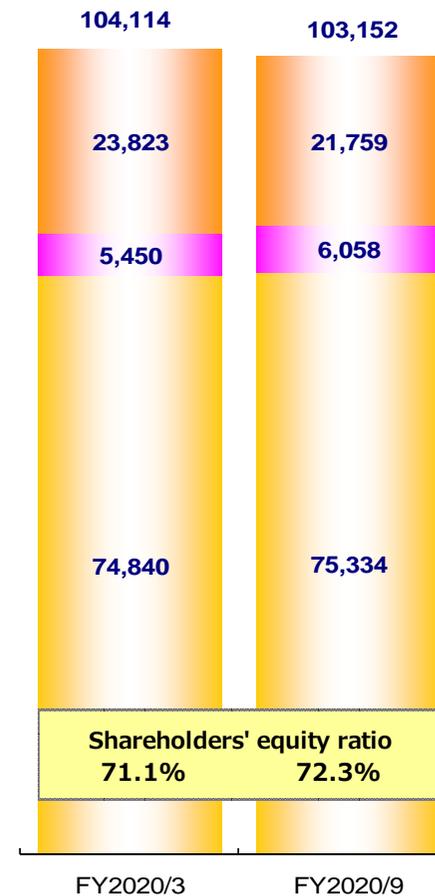
Income taxes payable \triangle 1,146

Non-current liabilities + 608
Deferred tax liabilities + 564

Net assets + 493

Retained earnings \triangle 1,125

Valuation difference on available-for-sale securities + 1,573



Highlights: Forecasts of FY2021 Consolidated Results



(JPY mil.)	FY2020/3	FY2021/3			Fluctuation		FY2021/3 Initial Forecast	Change = [A]-[B]	
		1H Results	2H Forecast	Full-year forecast (revised) [A]	Amount	%		Amount	%
Net Sales	69,159	25,761	33,239	59,000	△ 10,159	△14.7%	61,000	△ 2,000	△3.3%
Cost of Sales	53,966	20,284	26,916	47,200	△ 6,766	△12.5%	49,023	△ 1,823	△3.7%
Gross Profit	15,192	5,476	6,324	11,800	△ 3,392	△22.3%	11,977	△ 177	△1.5%
<Gross Profit ratio>	22.0%	21.3%	19.0%	20.0%		(△2.0P)	19.6%		(+0.4P)
Selling, general and administrative expenses	9,019	3,933	4,567	8,500	△ 519	△5.8%	8,677	△ 177	△2.0%
Operating Income	6,173	1,543	1,757	3,300	△ 2,873	△ 46.5%	3,300	—	—
<Operating Income ratio>	8.9%	6.0%	5.3%	5.6%		(△3.3P)	5.4%		(+0.2P)
Ordinary Income	6,423	1,620	1,780	3,400	△ 3,023	△ 47.1%	3,400	—	—
Income Before Income Taxes	6,242	1,389	1,781	3,170	△ 3,072	△ 49.2%	3,000	170	5.7%
Net Income	4,022	763	1,337	2,100	△ 1,922	△ 47.8%	2,100	—	—
Cash Dividends per Share	30	—	—	20	—	—	20	—	—
Exchange Rate	1USD =	¥108.81	¥106.90	¥103.10	¥105.00	△3.81	¥106.00	△1.00	△0.9%
	1EUR =	¥120.91	¥121.28	¥122.72	¥122.00	1.09	¥121.00	1.00	0.8%

<Summary>
Sales and income are expected to decrease mainly due to deterioration of performance in 1Q caused by COVID-19 pandemic, despite recovery since 2Q.

Net Sales: Net sales are expected to decrease by 14.7% from the previous FY mainly due to deterioration of performance in 1Q despite the recovery since 2Q. The forecasts were revised downward due to a delay in the recovery of orders in the automotive industry compared to the initial expectations.

Gross Profit: Gross profit is expected to decrease by 22.3% from the previous FY due to decrease of net sales, and a drop in gross profit ratio of press sales.

Operation Income: Operating income is expected to decrease by 46.5% from the previous FY due to decrease of gross profit, despite SGA reduction. Operating income ratio is expected to decrease by 3.3 points.

Ordinary Income: Expecting ordinary income increased from previous FY, mainly due to improvement of foreign exchange gain/loss of foreign-currency-denominated assets and gains from insurance cancellation.

Net Income: Net income is expected to decrease by 47.8% due to decrease of ordinary income and extraordinary losses resulting from shutdown or reduction of productions.

Causes of Change of Operating Income	
(In million JPY)	
Decrease of net sales (excluding REJ)	△ 19.7
Factors of lower gross profit	△ 9.7
Decrease of operating income of REJ	△ 3.0
Reduction of expenses (excluding REJ)	+3.7
Net Change	△ 28.7

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



(JPY mil.)	Order Intake				Net Sales			
	FY2020/3	FY2021/3 forecast	Fluctuation: FY2021/3 vs FY2020/3		FY2020/3	FY2021/3 forecast	Fluctuation: FY2021/3 vs FY2020/3	
			Amount	%			Amount	%
Press Machines	41,987	36,000	△ 5,987	△ 14.3%	48,540	41,300	△ 7,240	△ 14.9%
Services	15,360	13,000	△ 2,360	△ 15.4%	14,961	12,700	△ 2,261	△ 15.1%
Others	4,978	5,000	22	0.4%	5,657	5,000	△ 657	△ 11.6%
Consolidated	62,326	54,000	△ 8,326	△ 13.4%	69,159	59,000	△ 10,159	△ 14.7%

by Business segment of the Medium-Term Management (Press / FA / Service)

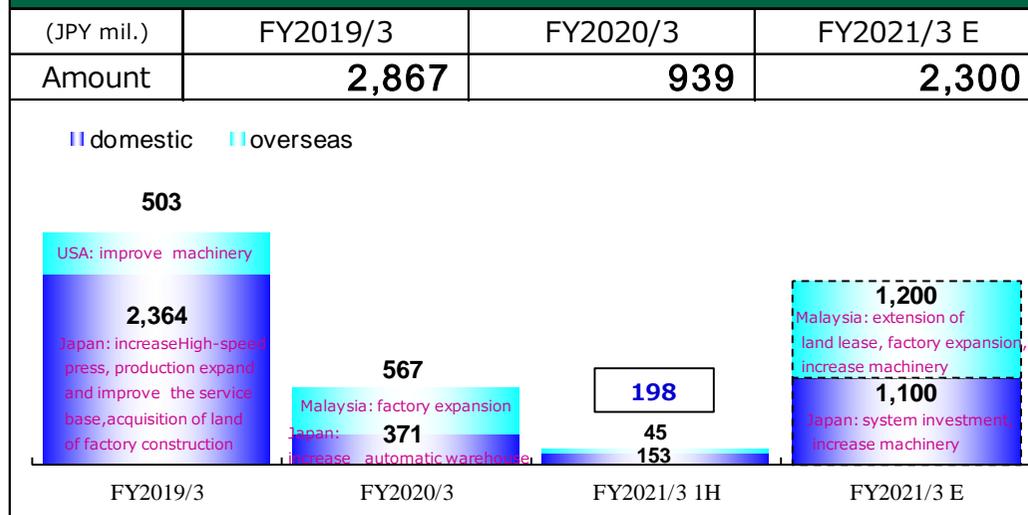
(JPY mil.)	Net Sales				
	FY2020/3	FY2021/3 forecast	Fluctuation	Fluctuation	
				Amount	%
Press Machines	38,507	33,000	56%	△ 5,507	△ 14.3%
Factory Automation	11,525	9,000	15%	△ 2,525	△ 21.9%
Services	19,125	17,000	29%	△ 2,125	△ 11.1%
Total	69,159	59,000	100%	△ 10,159	△ 14.7%

(JPY mil.)	Order Intake				Net Sales				Operating Income			
	FY2020/3	FY2021/3 forecast	Fluctuation: FY2021/3 vs FY2020/3		FY2020/3	FY2021/3 forecast	Fluctuation: FY2021/3 vs FY2020/3		FY2020/3	FY2021/3 forecast	Fluctuation: FY2021/3 vs FY2020/3	
			Amount	%			Amount	%			Amount	%
Japan	27,879	26,000	△ 1,879	△ 6.7%	48,655	40,000	△ 8,655	△ 17.8%	4,726	2,200	△ 2,526	△ 53.4%
China	6,141	7,000	859	14.0%	6,731	8,600	1,869	27.8%	240	300	60	25.0%
Asia	5,594	4,000	△ 1,594	△ 28.5%	8,228	7,300	△ 928	△ 11.3%	1,062	700	△ 362	△ 34.1%
Americas	11,336	9,000	△ 2,336	△ 20.6%	11,817	10,300	△ 1,517	△ 12.8%	542	400	△ 142	△ 26.2%
Europe	11,375	8,000	△ 3,375	△ 29.7%	11,189	9,500	△ 1,689	△ 15.1%	△ 243	△ 200	43	-
Reconciliation					△ 17,463	△ 16,700			△ 155	△ 100		
Consolidated	62,326	54,000	△ 8,326	△ 13.4%	69,159	59,000	△ 10,159	△ 14.7%	6,173	3,300	△ 2,873	△ 46.5%

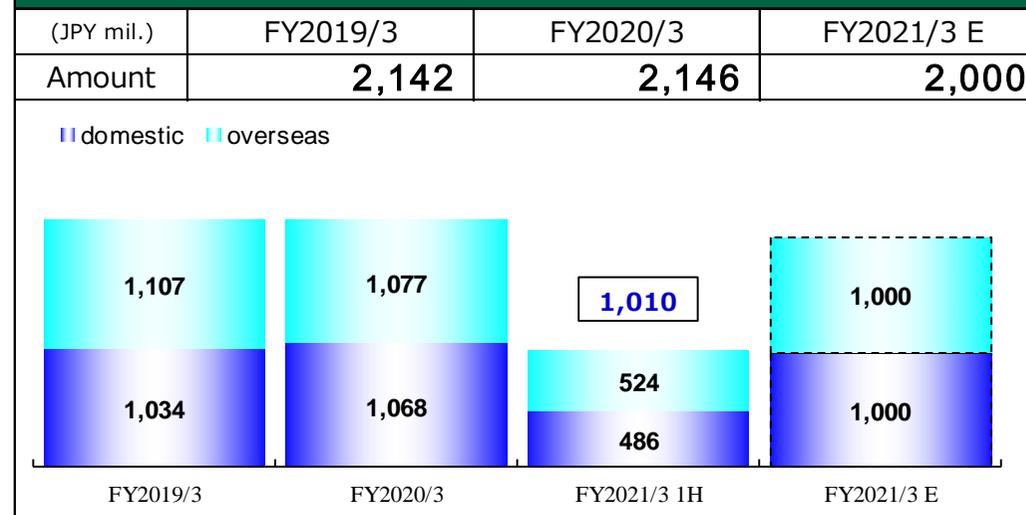
Trend of Capex, Depreciation, R&D & CF



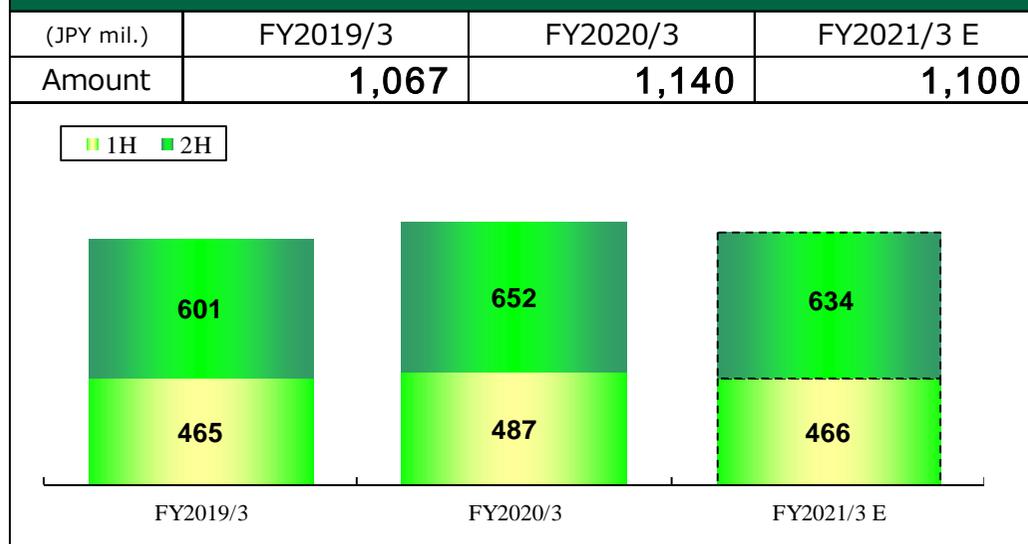
Capital Expenditures



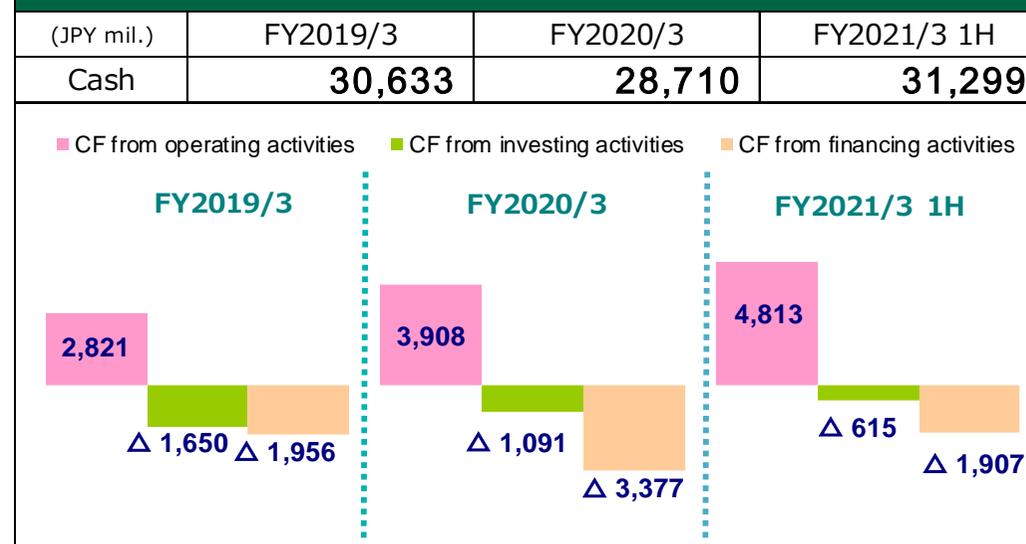
Depreciation & Amortization



R&D Expenditures



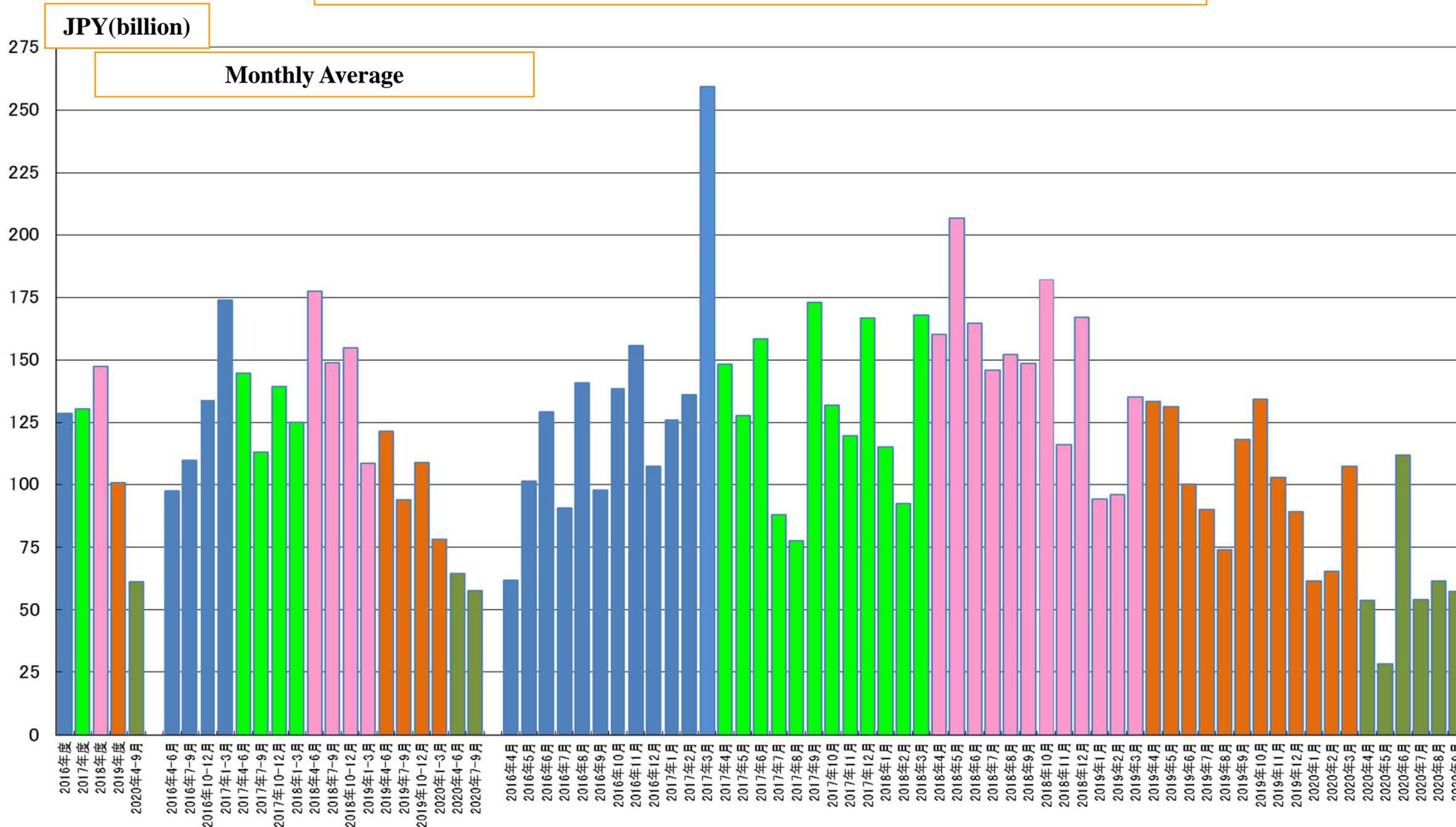
Cash & Cash Equivalents / Cash Flow



(for Reference) Statistics of Forming Machinery Industry-1



Press: Mechanical, Hydraulic, Forging & Automation

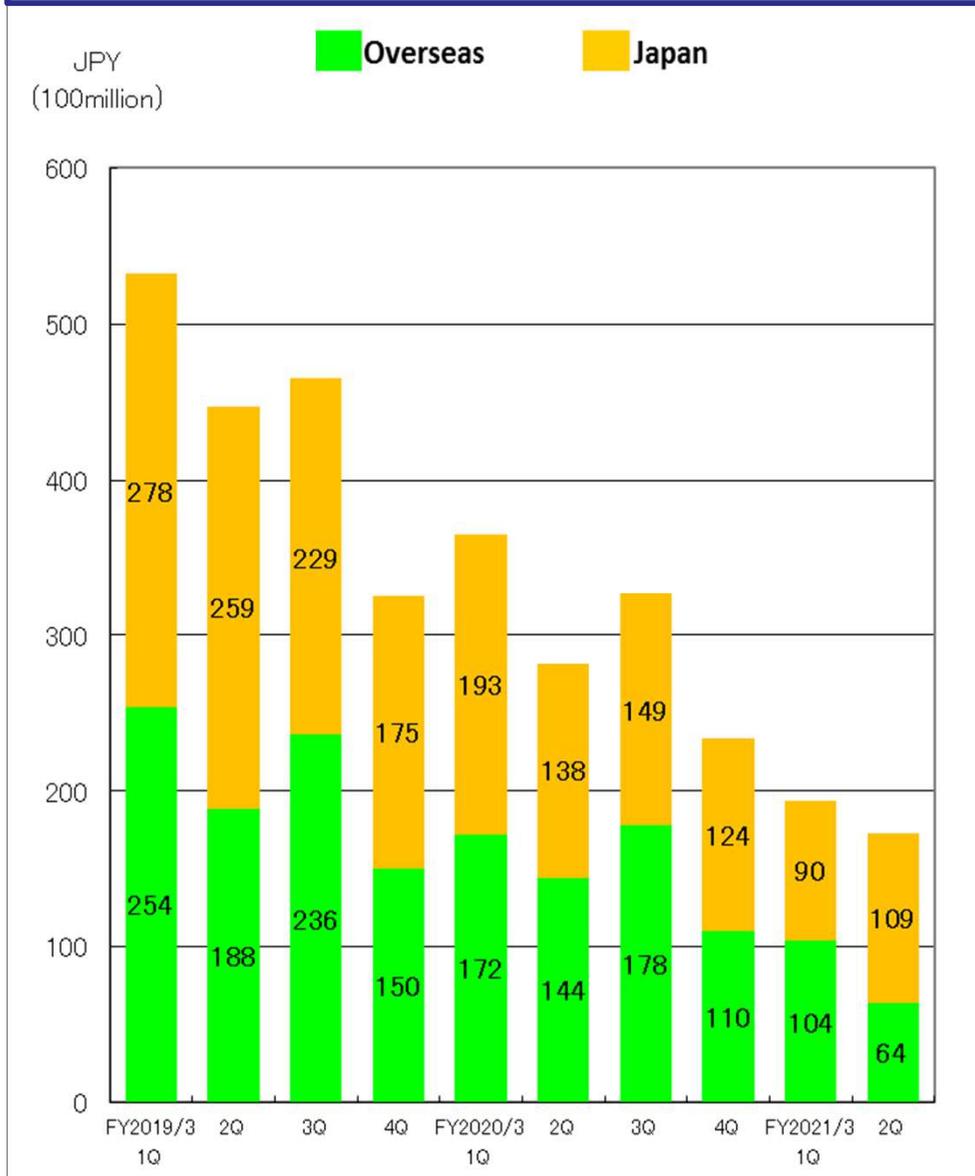


Reference material: JFMA

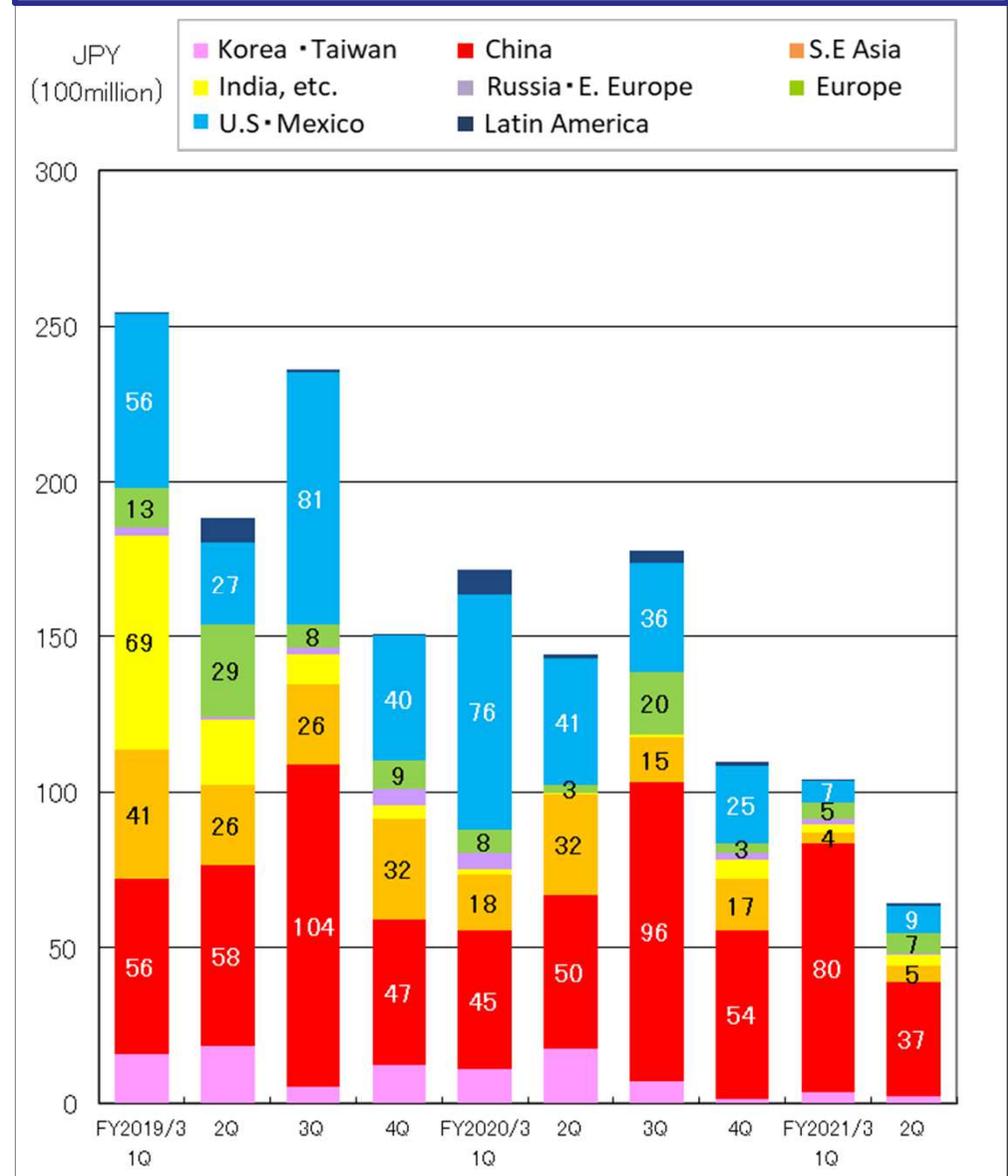
(for Reference) Statistics of Forming Machinery Industry- 2



Trend of Order Intake



Trend of Order Intake (Overseas) by Geographic Segment



Reference material: 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.**

November 2020

AIDA ENGINEERING, LTD.