

Presentation of Consolidated Financial Results  
for the 3rd Quarter of the FY Ended March 31, 2021  
(from Apr. 2020 to Dec. 2020)

**AIDA**



# Highlights of Consolidated Results Summary of P&L



(JPY mil.)		FY2020/3 3Q (9M)	FY2021/3 3Q (9M)	Fluctuation	
				Amount	%
Net Sales		50,809	39,237	△ 11,571	△22.8%
Cost of Sales		39,802	30,930	△ 8,871	△22.3%
Gross Profit		11,006	8,306	△ 2,699	△24.5%
<Gross Profit ratio>		21.7%	21.2%		(△0.5P)
Selling, general and administrative expenses		6,691	5,871	△ 820	△12.3%
Operating Income		4,314	2,435	△ 1,879	△43.6%
<Operating Income ratio>		8.5%	6.2%		(△2.3P)
Ordinary Income		4,371	2,443	△ 1,928	△44.1%
Income Before Income Taxes		4,364	2,196	△ 2,168	△49.7%
Net Income/Loss		3,024	1,228	△ 1,796	△59.4%
Exchange Rate		1USD 1EUR	¥108.74 ¥122.36	△2.65 1.25	△2.4% 1.0%

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

Net Sales:	Net sales decreased by 22.8% from the previous FY, due to decline of sales in 1Q caused by the COVID-19 pandemic. However, it recovered after 2Q.
Gross Profit:	Gross profit substantially decreased by 24.5% from the previous FY mainly due to decrease of net sales. However, it recovered after 2Q. GP ratio remained at the same level 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 43.6% from the previous FY due to decrease of gross profit, despite SGA reduction. Operating income ratio decreased by 2.3 points.
Ordinary Income:	Ordinary income decreased by 44.1% from the previous FY due to decrease of operating income.
Net Loss:	Net income decreased by 59.4% from the previous FY due to decrease of ordinary income and loss by suspension or decrease of production.

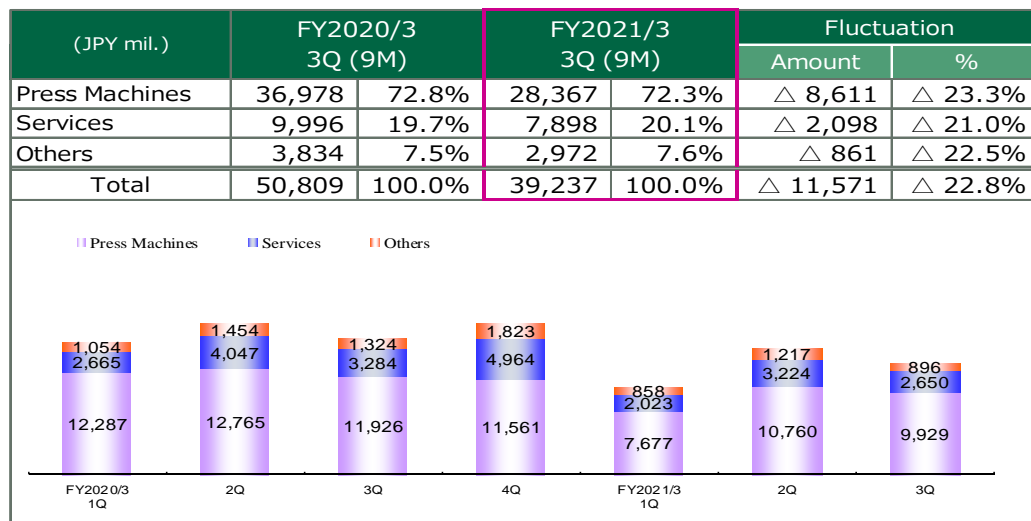
# Trend of Sales, Gross Profit and Operating Income



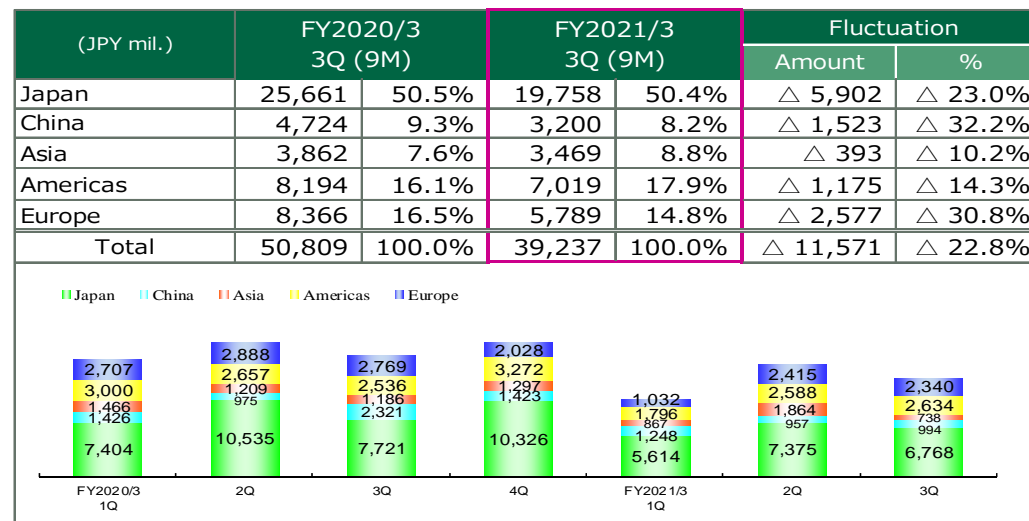
JPY(million)		FY2020/3				FY2021/3		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q
	Net Sales	16,007	18,267	16,534	18,349	10,559	15,202	13,476
	Gross Profit	3,366	4,115	3,524	4,186	2,068	3,408	2,830
	Operating Income	1,097	1,929	1,287	1,858	179	1,364	892
	Gross Profit ratio	21.0%	22.5%	21.3%	22.8%	19.6%	22.4%	21.0%
	Operating Income ratio	6.9%	10.6%	7.8%	10.1%	1.7%	9.0%	6.6%

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

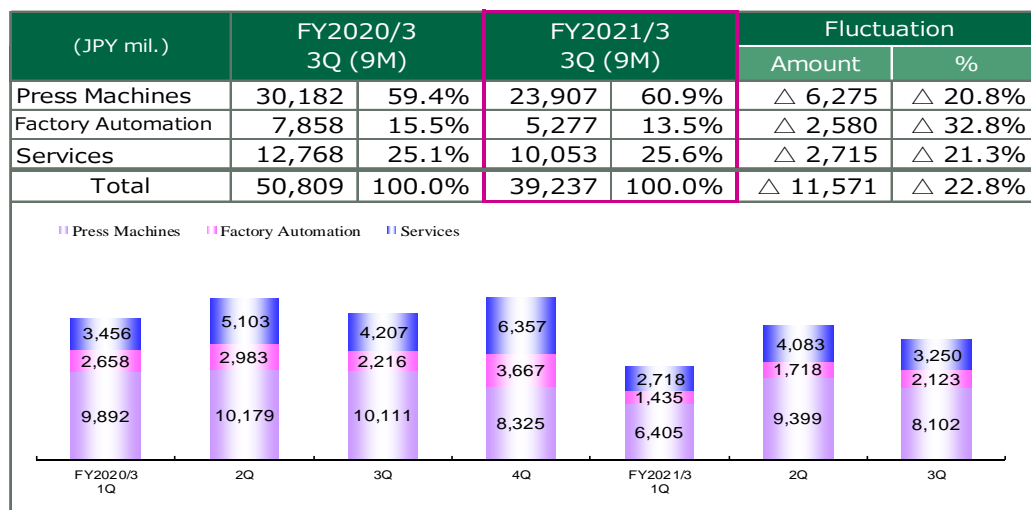
## Sales by Business segment (Press related / Others)



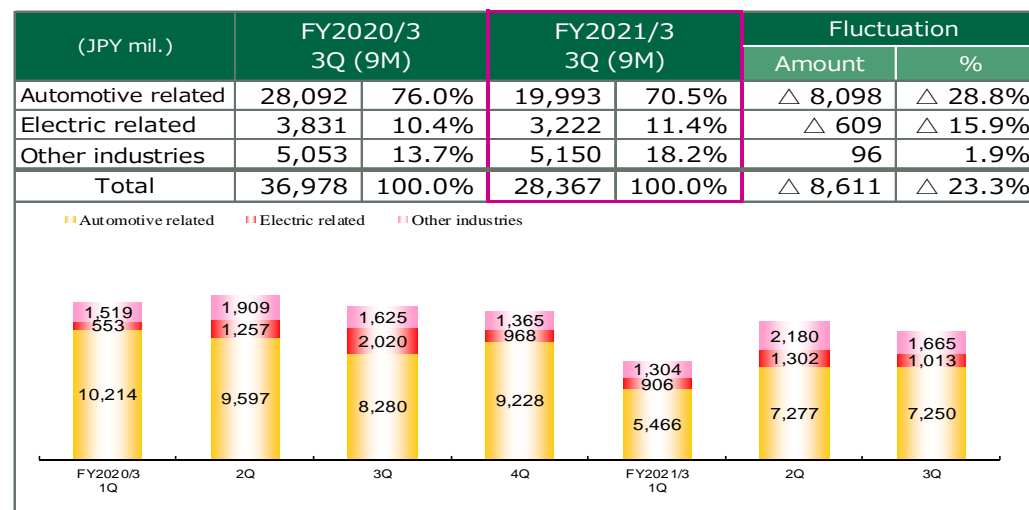
## Sales by Geographic segment



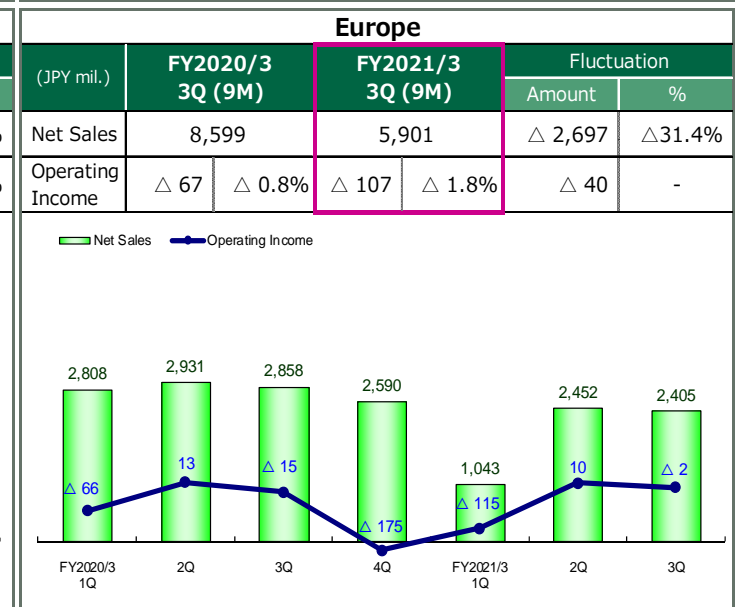
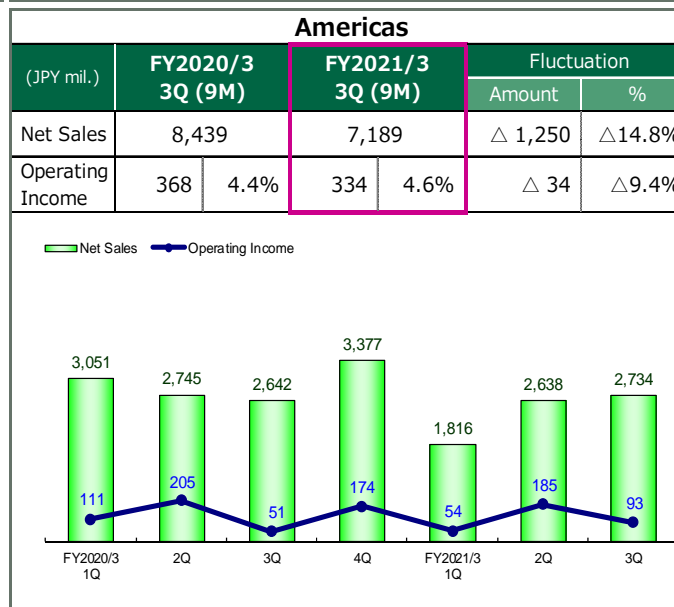
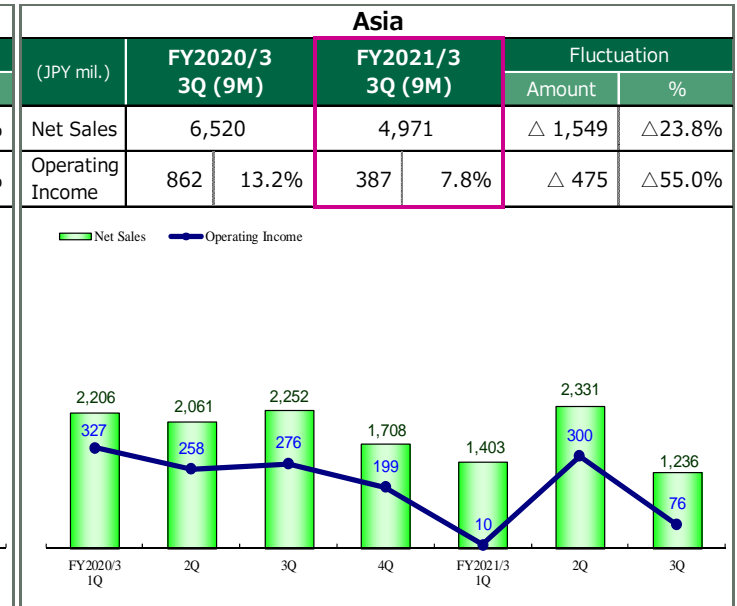
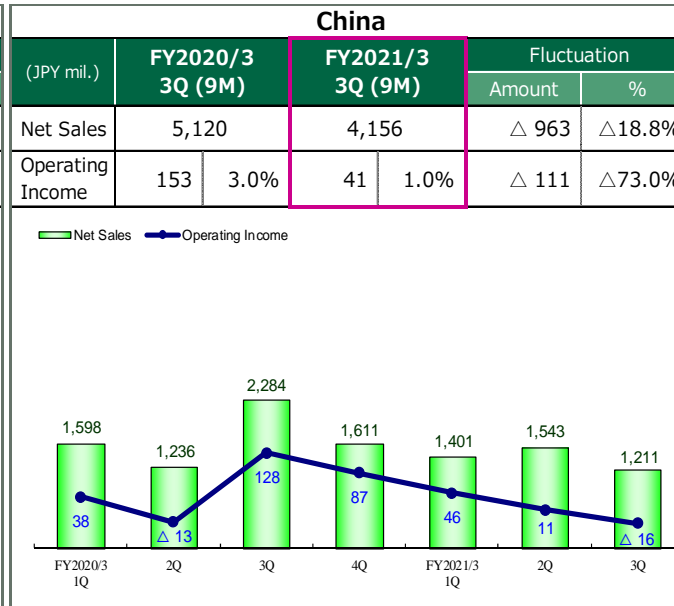
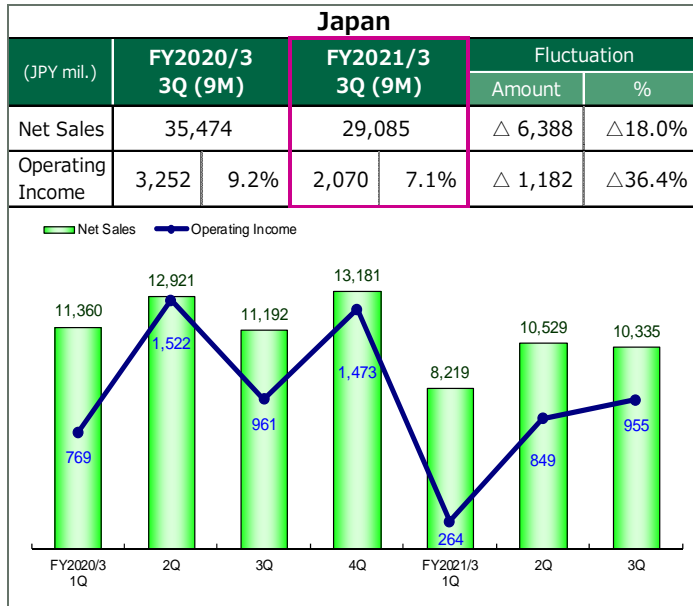
## Sales by Business segment of the Medium-Term Management Plan (Press / FA / Service)



## Sales (press machines) by Customer industry



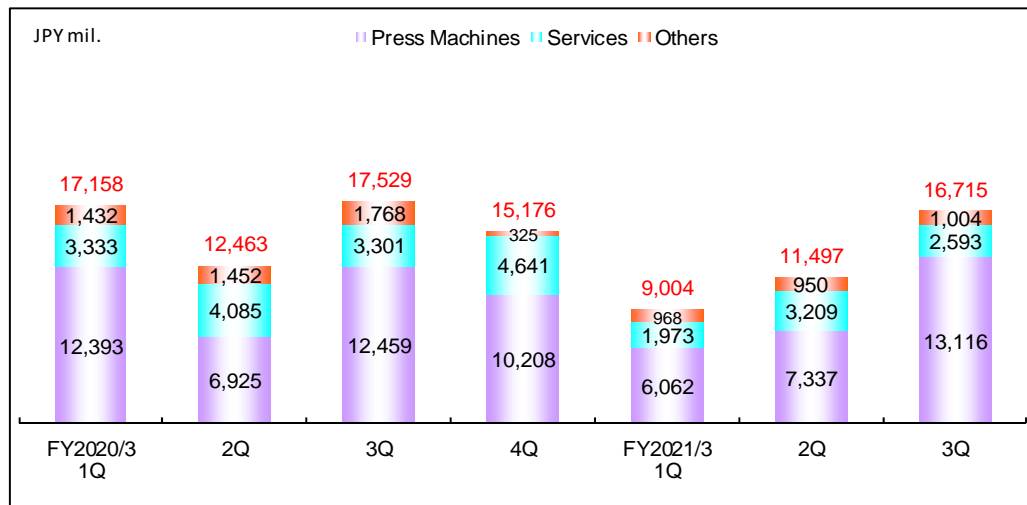
# Sales / Operating Income (by Geographic segment)



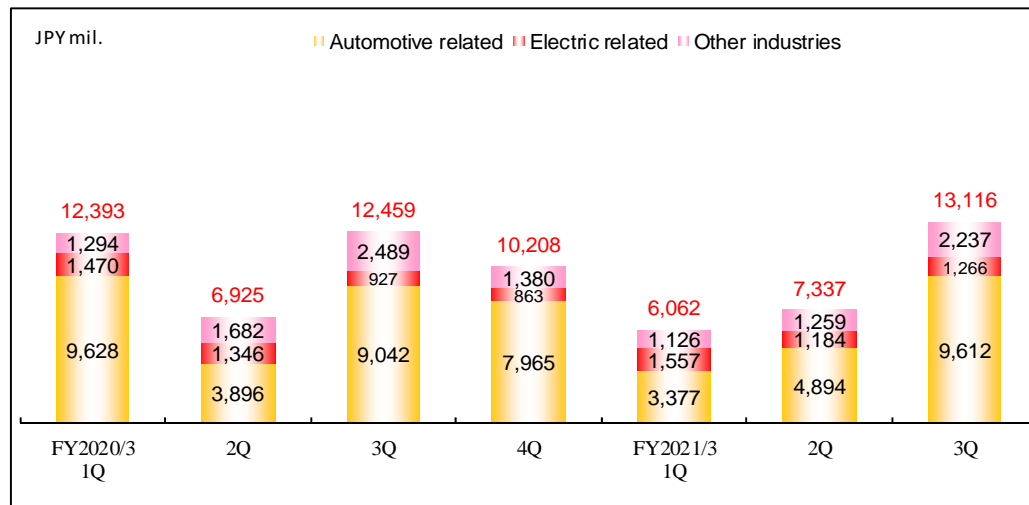
# Order Intake & Backlog (by Business/Customer/Geographic segment)



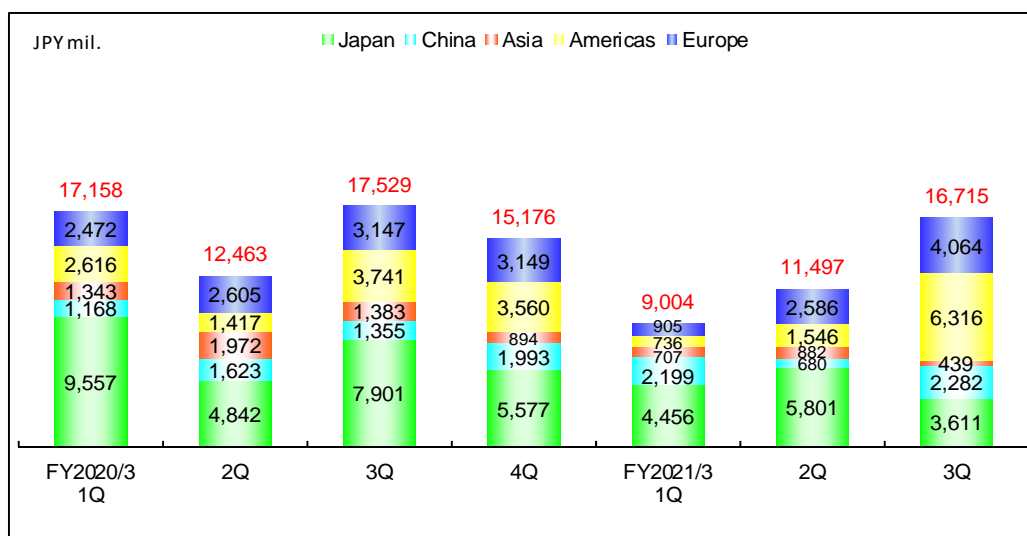
## Order Intake by Business Segment



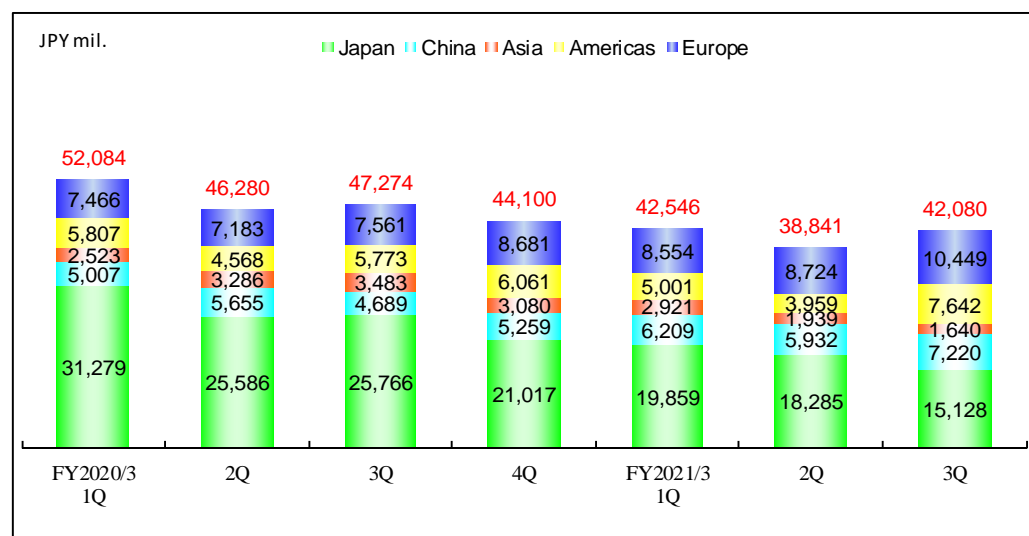
## Order Intake by Customer Industry (Press Machines)



## 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		
			3Q (9M)		Full-year		3Q (9M)		Full-year		3Q (9M)		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
Order Intake	BY Business	Press Machine	46,657	74.4%	54,454	71.9%	31,778	67.4%	41,987	67.4%	26,517	71.2%	△ 5,261	△ 16.6%	
		Customer	Automotive related	34,587	74.1%	39,914	73.3%	22,567	71.0%	30,533	72.7%	17,884	67.4%	△ 4,682	△ 20.8%
			Electric related	5,871	12.6%	6,729	12.4%	3,744	11.8%	4,608	11.0%	4,008	15.1%	263	7.0%
			Other industries	6,198	13.3%	7,809	14.3%	5,465	17.2%	6,845	16.3%	4,623	17.4%	△ 842	△ 15.4%
		Services	11,030	17.6%	15,015	19.8%	10,719	22.7%	15,360	24.6%	7,776	20.9%	△ 2,943	△ 27.5%	
	Others	5,027	8.0%	6,223	8.2%	4,652	9.9%	4,978	8.0%	2,923	7.9%	△ 1,728	△ 37.2%		
	BY Region	Japan	32,841	52.4%	39,538	52.2%	22,301	47.3%	27,879	44.7%	13,869	37.3%	△ 8,432	△ 37.8%	
		China	6,911	11.0%	7,801	10.3%	4,148	8.8%	6,141	9.9%	5,162	13.9%	1,014	24.5%	
		Asia	4,199	6.7%	5,158	6.8%	4,699	10.0%	5,594	9.0%	2,029	5.5%	△ 2,669	△ 56.8%	
		Americas	9,397	15.0%	11,130	14.7%	7,775	16.5%	11,336	18.2%	8,599	23.1%	824	10.6%	
Europe		9,365	14.9%	12,064	15.9%	8,225	17.4%	11,375	18.3%	7,556	20.3%	△ 669	△ 8.1%		
<b>Total</b>		62,716	100.0%	75,694	100.0%	47,150	100.0%	62,326	100.0%	37,217	100.0%	△ 9,933	△ 21.1%		
Order Backlog	BY Region	Japan	32,164	52.9%	29,126	57.2%	25,766	54.5%	21,017	47.7%	15,128	36.0%	△ 5,889	△ 28.0%	
		China	7,999	13.2%	5,265	10.3%	4,689	9.9%	5,259	11.9%	7,220	17.2%	1,961	37.3%	
		Asia	3,136	5.2%	2,646	5.2%	3,483	7.4%	3,080	7.0%	1,640	3.9%	△ 1,440	△ 46.7%	
		Americas	8,388	13.8%	6,192	12.2%	5,773	12.2%	6,061	13.7%	7,642	18.2%	1,580	26.1%	
		Europe	9,090	15.0%	7,702	15.1%	7,561	16.0%	8,681	19.7%	10,449	24.8%	1,767	20.4%	
	<b>Total</b>		60,779	100.0%	50,932	100.0%	47,274	100.0%	44,100	100.0%	42,080	100.0%	△ 2,020	△ 4.6%	

# Major Changes on Balance Sheet



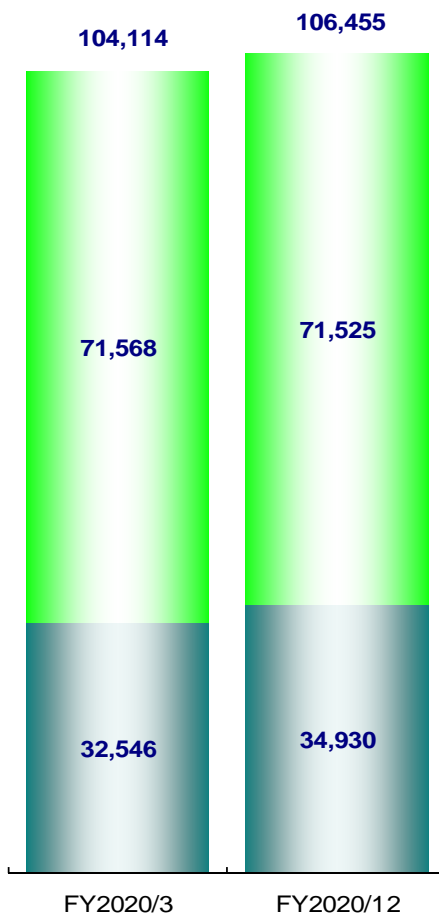
## Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Previous FY

**Total assets + 2,341**



**Current assets**  $\Delta$  42

Cash on hand and at bank + 2,630

Notes and accounts receivable - trade, electronically recorded monetary claims - operating  $\Delta$  4,104

Inventories + 2,548

Accounts receivable  $\Delta$  955

**Fixed assets** + 2,384

Property, plant and equipment  $\Delta$  924

Investment securities + 3,675

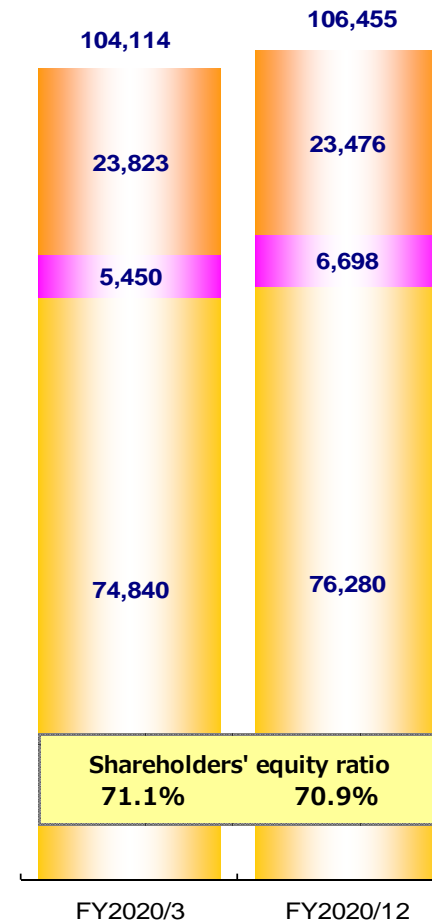
## Liabilities and Net Assets

(JPY mil.)

■ Current liabilities  
■ Non-current liabilities  
■ Net assets

VS end of Previous FY

**Total liabilities + 901**



**Current liabilities**  $\Delta$  346

Accounts payable - trade and electronically recorded monetary obligations - operating  $\Delta$  1,086

Advances received + 2,721

**Non-current liabilities** + 1,248

Deferred tax liabilities + 684

**Net assets** + 1,439

Valuation difference on available-for-sale securities + 2,061

Shareholders' equity ratio  
71.1% 70.9%



# Highlights: Forecasts of FY2021 Consolidated Results



(JPY mil.)	FY2020 Full-year	FY2021/3			Fluctuation	
		3Q (9M) Results	4Q Forecast	Full-year forecast	Amount	%
Net Sales	69,159	39,237	19,763	59,000	△ 10,159	△ 14.7%
Cost of Sales	53,966	30,930	16,270	47,200	△ 6,766	△ 12.5%
Gross Profit	15,192	8,306	3,494	11,800	△ 3,392	△ 22.3%
<Gross Profit ratio>	22.0%	21.2%	17.7%	20.0%		(△2.0P)
Selling, general and administrative expenses	9,019	5,871	2,629	8,500	△ 519	△ 5.8%
Operating Income	6,173	2,435	865	3,300	△ 2,873	△ 46.5%
<Operating Income ratio>	8.9%	6.2%	4.4%	5.6%		(△3.3P)
Ordinary Income	6,423	2,443	957	3,400	△ 3,023	△ 47.1%
Income Before Income Taxes	6,242	2,196	924	3,120	△ 3,122	△ 50.0%
Net Income	4,022	1,228	872	2,100	△ 1,922	△ 47.8%
Cash Dividends per Share	30	—	—	20	—	—
Exchange Rate	1USD =	¥108.81	¥104.91	¥105.50	△3.31	△3.0%
	1EUR =	¥120.91	¥123.64	¥123.00	2.09	1.7%

## <Summary>

No change to full-year forecast  
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 caused by COVID-19 pandemic, despite the recovery since 2Q.
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.
Net Income:	Net income is expected to decrease by 47.8% due to decrease of operating income and extraordinary losses resulting from shutdown or reduction of productions.

# 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	39,000	△ 2,987	△ 7.1%	48,540	41,500	△ 7,040	△ 14.5%
Services	15,360	12,500	△ 2,860	△ 18.6%	14,961	12,500	△ 2,461	△ 16.4%
Others	4,978	4,500	△ 478	△ 9.6%	5,657	5,000	△ 657	△ 11.6%
Consolidated	62,326	56,000	△ 6,326	△ 10.1%	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		
			Amount	%	
Press Machines	38,507	34,500	58%	△ 4,007	△ 10.4%
Factory Automation	11,525	8,500	14%	△ 3,025	△ 26.2%
Services	19,125	16,000	27%	△ 3,125	△ 16.3%
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	22,000	△ 5,879	△ 21.1%	48,655	40,200	△ 8,455	△ 17.4%	4,726	2,400	△ 2,326	△ 49.2%
China	6,141	9,000	2,859	46.6%	6,731	8,000	1,269	18.9%	240	200	△ 40	△ 16.7%
Asia	5,594	3,000	△ 2,594	△ 46.4%	8,228	7,500	△ 728	△ 8.8%	1,062	600	△ 462	△ 43.5%
Americas	11,336	12,500	1,164	10.3%	11,817	11,500	△ 317	△ 2.7%	542	400	△ 142	△ 26.2%
Europe	11,375	9,500	△ 1,875	△ 16.5%	11,189	9,500	△ 1,689	△ 15.1%	△ 243	△ 200	43	-
Reconciliation					△ 17,463	△ 17,700			△ 155	△ 100		
Consolidated	62,326	56,000	△ 6,326	△ 10.1%	69,159	59,000	△ 10,159	△ 14.7%	6,173	3,300	△ 2,873	△ 46.5%

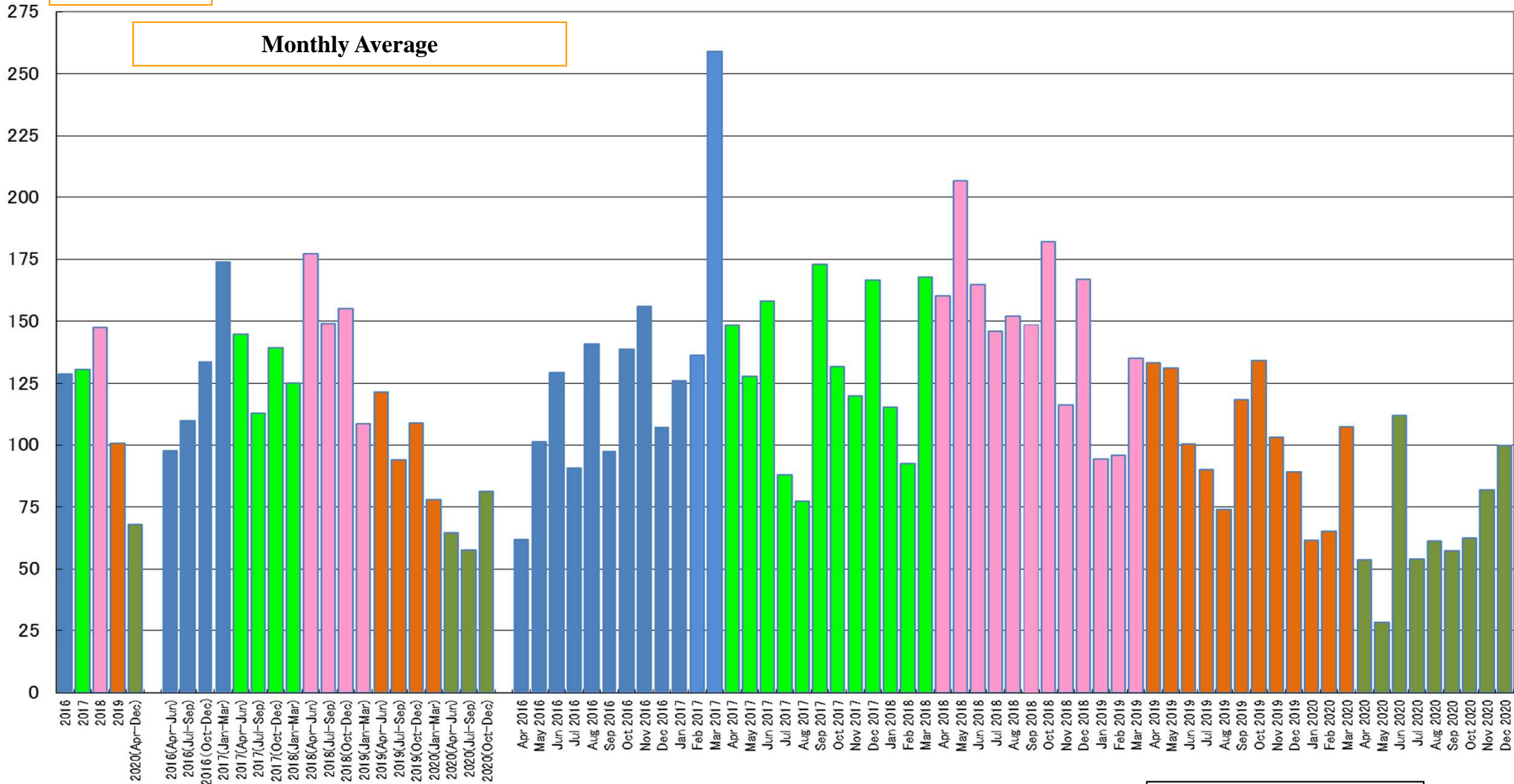
# (for Reference) Statistics of Forming Machinery Industry-1



## Press: Mechanical, Hydraulic, Forging & Automation

JPY(billion)

Monthly Average

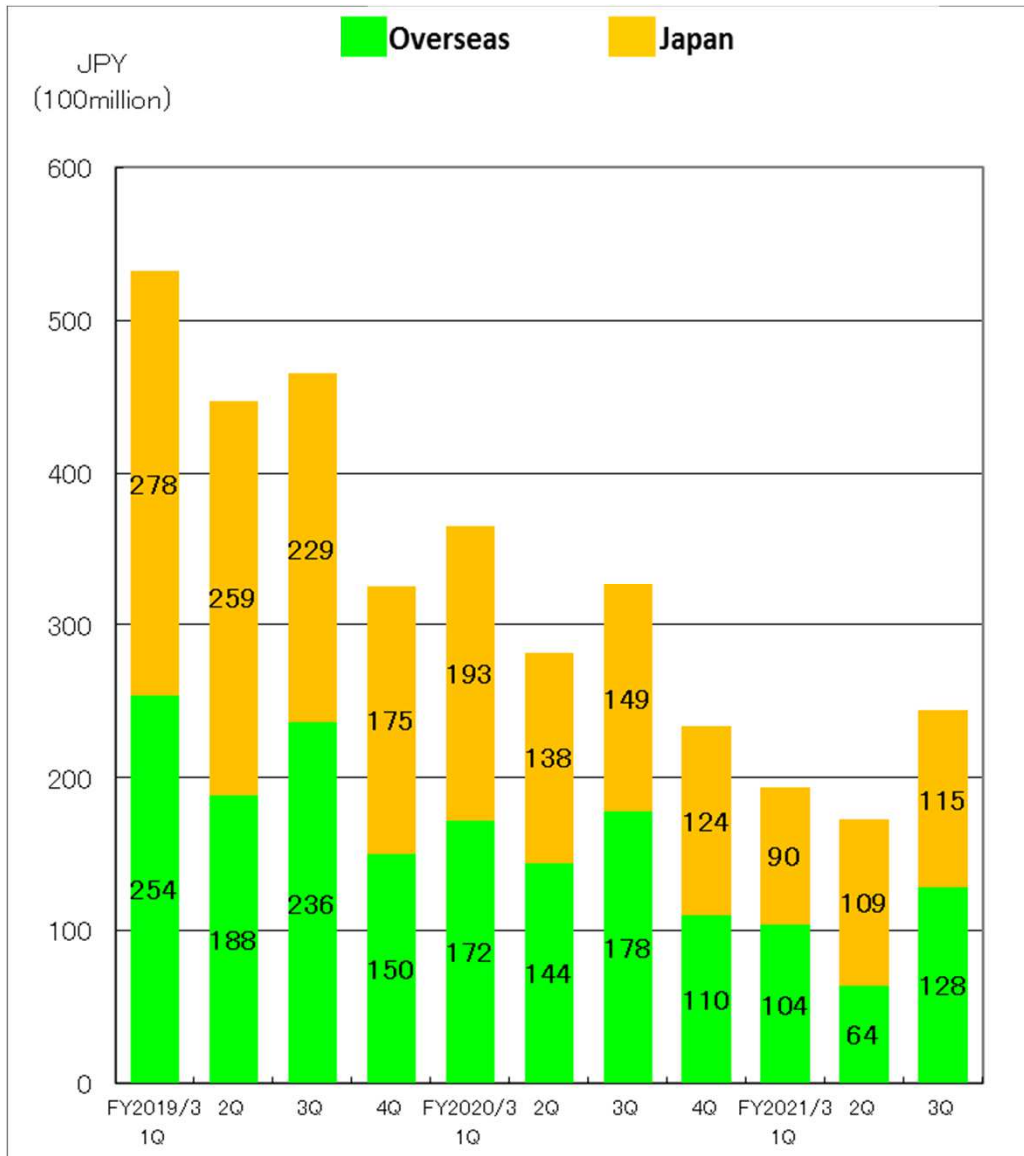


Reference material: JFMA

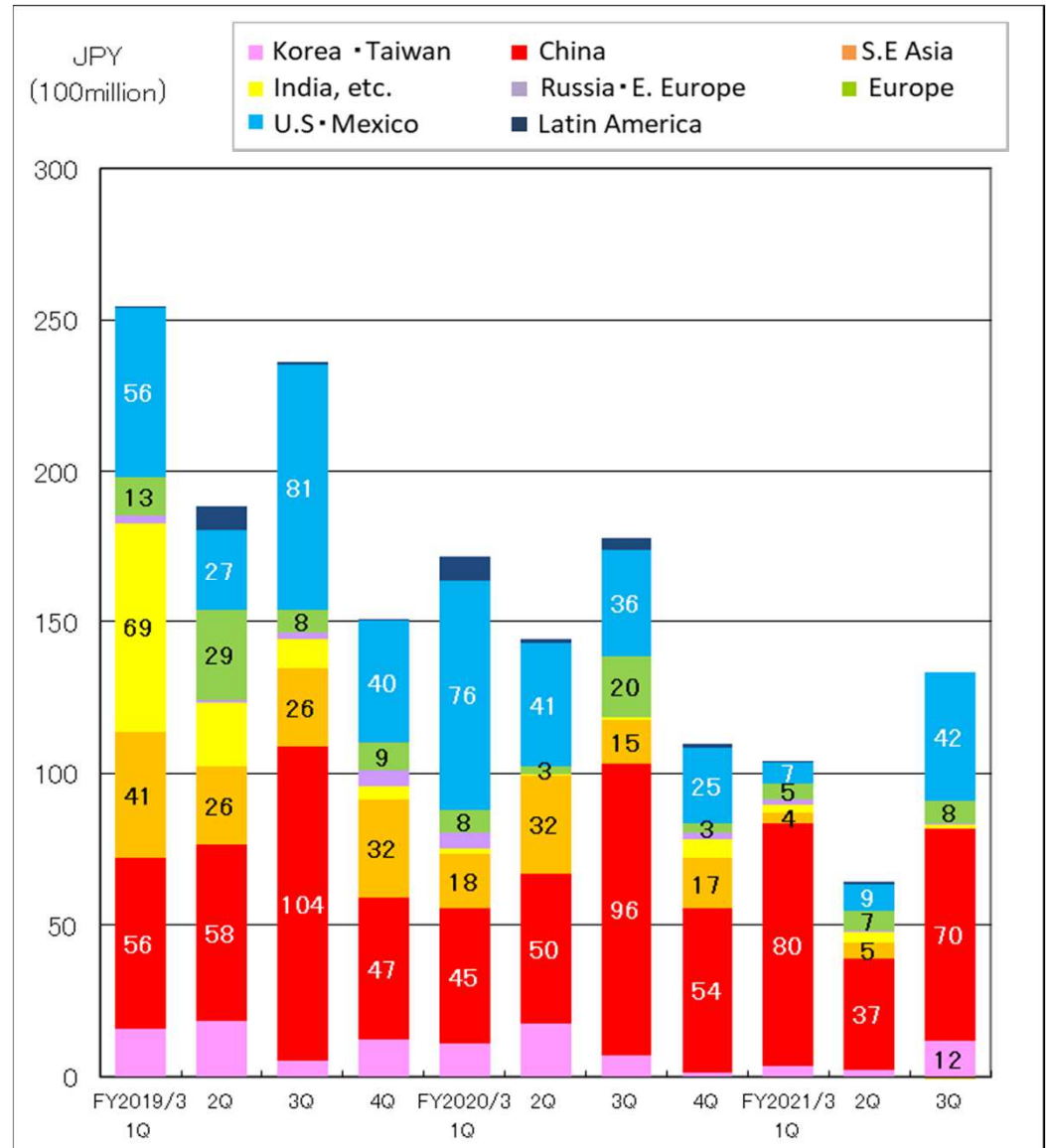
# (for Reference) Statistics of Forming Machinery Industry- 2



## Trend of Order Intake



## Trend of Order Intake (Overseas) by Geographic Segment



Reference material: JFMA

## **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 2021**

**AIDA ENGINEERING, LTD.**