



Presentation of Consolidated Financial Results
for the 2nd Quarter of the FY Ended March 31, 2022
-preliminary report-
(from Apr. 2021 to Sep. 2021)

AIDA

AIDA ENGINEERING, LTD.

Highlights of Consolidated Results Summary of P&L



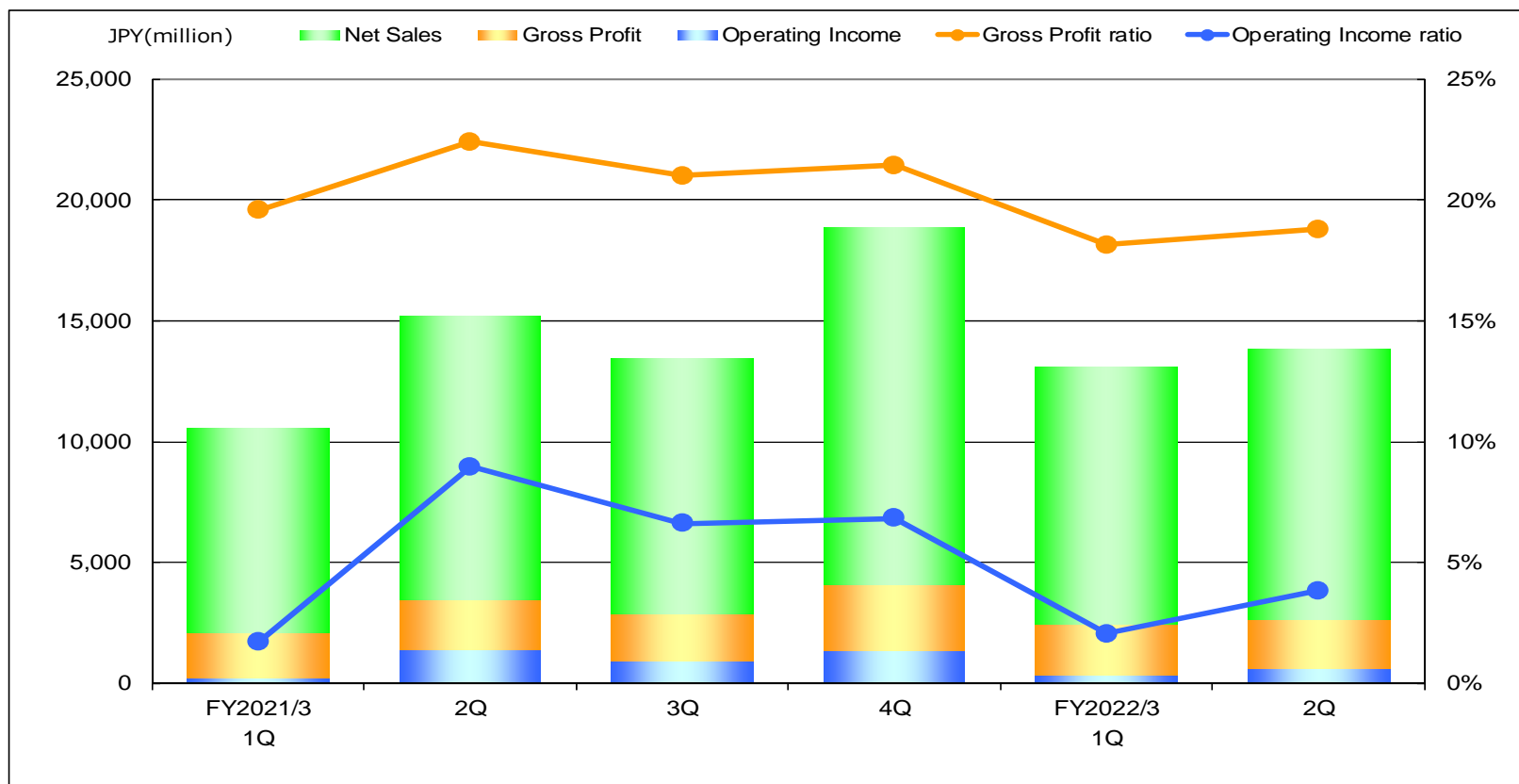
(JPY mil.)		FY2021/3 1st Half	FY2022/3 1st Half	Fluctuation	
				Amount	%
Order Intake		20,502	42,435	21,933	107.0%
Net Sales		25,761	26,910	1,149	4.5%
Cost of Sales		20,284	21,934	1,650	8.1%
Gross Profit		5,476	4,975	△ 500	△9.1%
<Gross Profit ratio>		21.3%	18.5%		(△2.8P)
Selling, general and administrative expenses		3,933	4,177	244	6.2%
Operating Income		1,543	798	△ 744	△48.3%
<Operating Income ratio>		6.0%	3.0%		(△3.0P)
Ordinary Income		1,620	962	△ 657	△40.6%
Income Before Income Taxes		1,389	863	△ 526	△37.9%
Net Income/Loss		763	552	△ 211	△27.6%
Exchange Rate		1USD 1EUR	¥106.90 ¥121.28	2.90 9.57	2.7% 7.9%

<Summary>

Order intake and net sales increased due to the reduced impact from the COVID-19 pandemic. Profits decreased mainly due to lower gross profit margin.

Order Intake :	The recovery of capital investment in the automobile industry has recovered due to the reduced impact of the COVID-19 and strong demand related to electric vehicles. Order intakes have more than doubled from previous Q2.
Net Sales:	Although business operations has recovered due to a reduced impact from the COVID-19 pandemic, sales increased only by 4.5% from the previous Q2 due to lockdowns in Asia and supply delays.
Gross Profit:	GP ratio decreased due to the rising cost of materials and the delay of high profitable projects.
Operating Income:	Operating income decreased by 48.3% from the previous Q2 due to an increase of SGA, such as travel expenses in line with the normalization of business activities. Operating income ratio decreased by 3.0 points.
Ordinary Income:	Ordinary income decreased by 40.6% from the previous Q2 due to decrease of operating income.
Net Income:	Net income decreased by 27.6% from the previous Q2 due to decrease of ordinary income.

Trend of Sales, Gross Profit and Operating Income



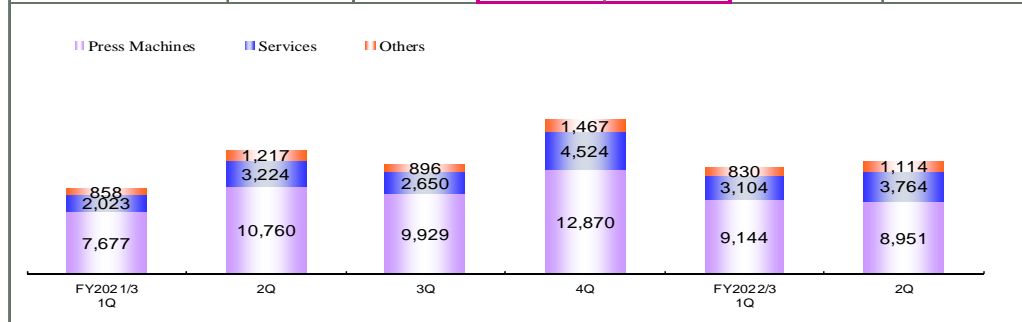
JPY(million)	FY2021/3				FY2022/3	
	1Q	2Q	3Q	4Q	1Q	2Q
Net Sales	10,559	15,202	13,476	18,862	13,079	13,830
Gross Profit	2,068	3,408	2,830	4,045	2,375	2,600
Operating Income	179	1,364	892	1,287	270	528
Gross Profit ratio	19.6%	22.4%	21.0%	21.4%	18.2%	18.8%
Operating Income ratio	1.7%	9.0%	6.6%	6.8%	2.1%	3.8%

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



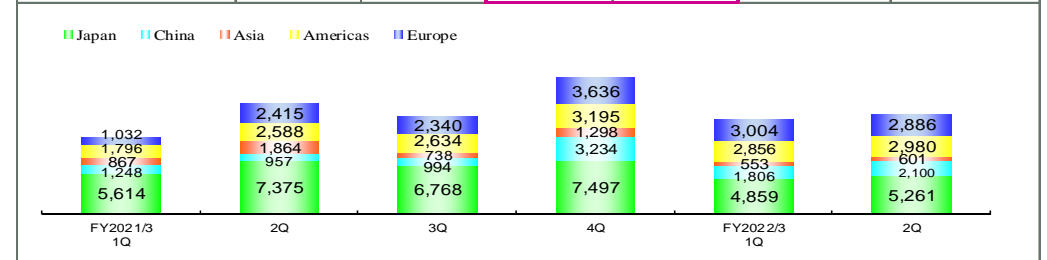
Sales by Business segment (Press related / Others)

(JPY mil.)	FY2021/3 1st Half		FY2022/3 1st Half		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	18,437	71.6%	18,096	67.2%	△ 341	△ 1.9%
Services	5,247	20.4%	6,869	25.5%	1,622	30.9%
Others	2,075	8.1%	1,944	7.2%	△ 131	△ 6.3%
Total	25,761	100.0%	26,910	100.0%	1,149	4.5%



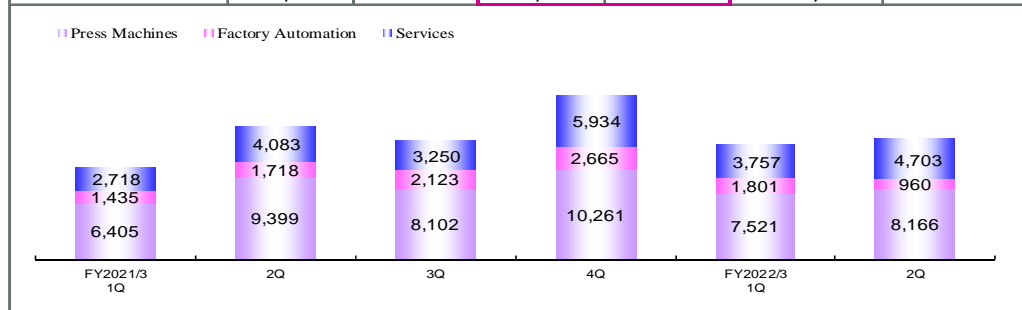
Sales by Geographic segment

(JPY mil.)	FY2021/3 1st Half		FY2022/3 1st Half		Fluctuation	
	Amount	%	Amount	%	Amount	%
Japan	12,989	50.4%	10,120	37.6%	△ 2,869	△ 22.1%
China	2,206	8.6%	3,906	14.5%	1,700	77.1%
Asia	2,731	10.6%	1,155	4.3%	△ 1,575	△ 57.7%
Americas	4,384	17.0%	5,836	21.7%	1,452	33.1%
Europe	3,448	13.4%	5,890	21.9%	2,442	70.8%
Total	25,761	100.0%	26,910	100.0%	1,149	4.5%



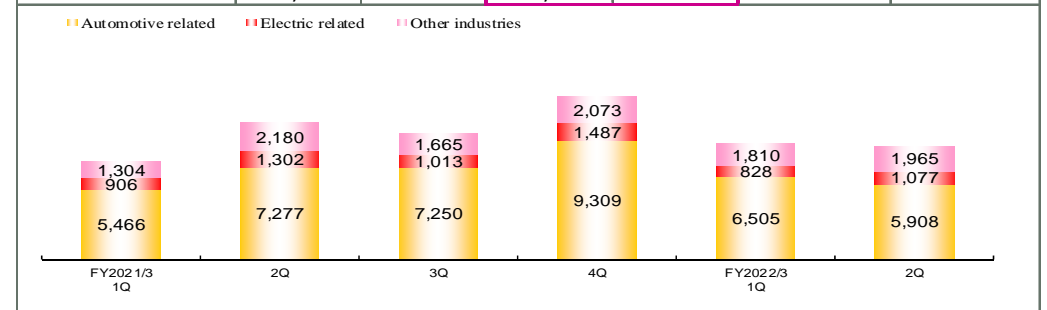
Sales by Business segment of the Medium-Term Management Plan (Press / FA / Service)

(JPY mil.)	FY2021/3 1st Half		FY2022/3 1st Half		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	15,804	61.4%	15,688	58.3%	△ 116	△ 0.7%
Factory Automation	3,154	12.2%	2,761	10.3%	△ 392	△ 12.4%
Services	6,802	26.4%	8,460	31.4%	1,658	24.4%
Total	25,761	100.0%	26,910	100.0%	1,149	4.5%

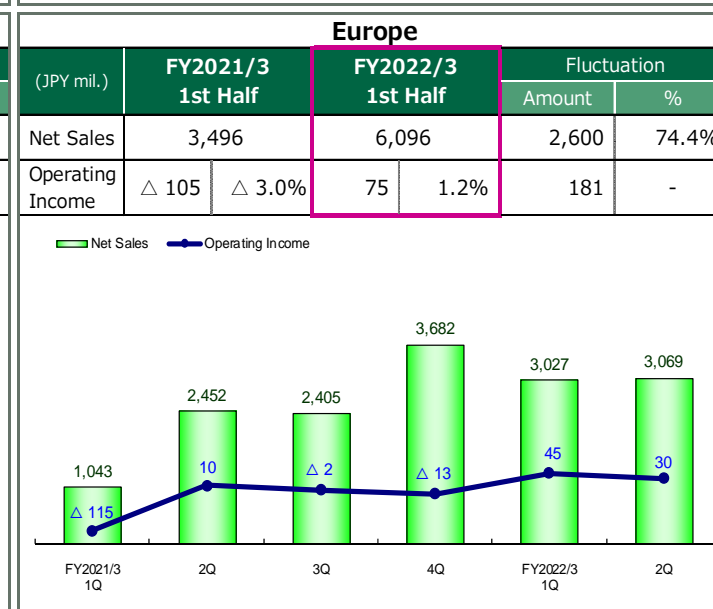
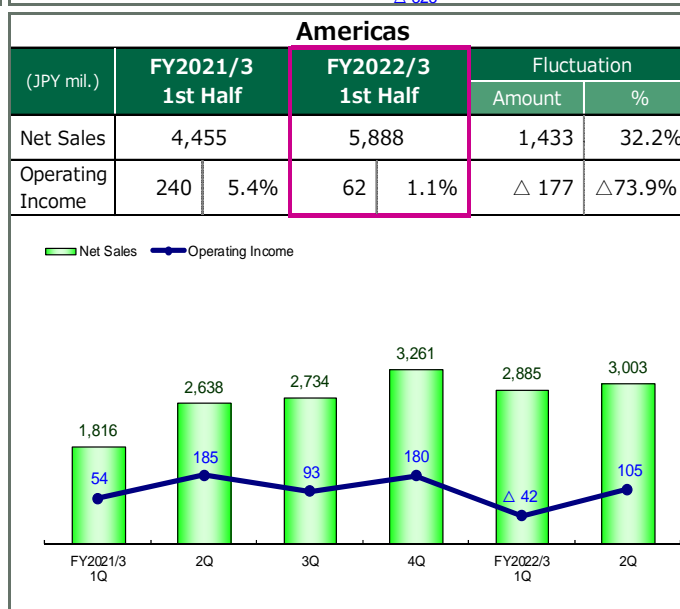
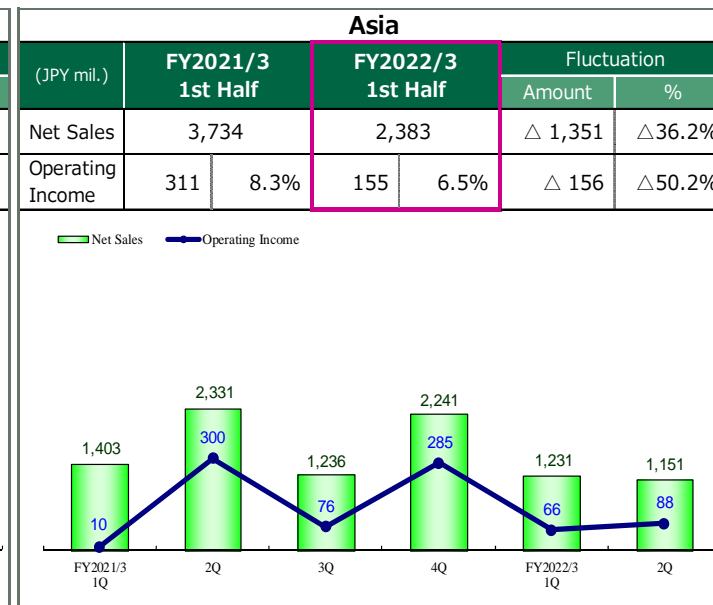
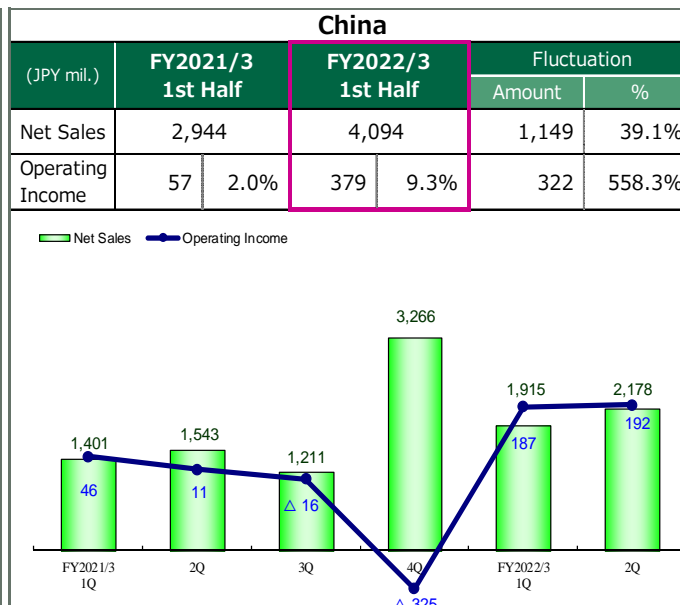
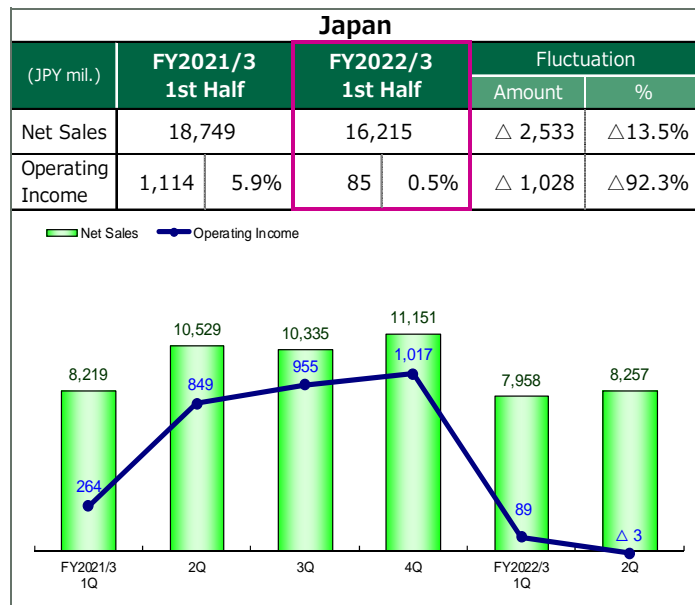


Sales (press machines) by Customer industry

(JPY mil.)	FY2021/3 1st Half		FY2022/3 1st Half		Fluctuation	
	Amount	%	Amount	%	Amount	%
Automotive related	12,743	69.1%	12,414	68.6%	△ 329	△ 2.6%
Electric related	2,209	12.0%	1,906	10.5%	△ 302	△ 13.7%
Other industries	3,485	18.9%	3,776	20.9%	290	8.3%
Total	18,437	100.0%	18,096	100.0%	△ 341	△ 1.9%

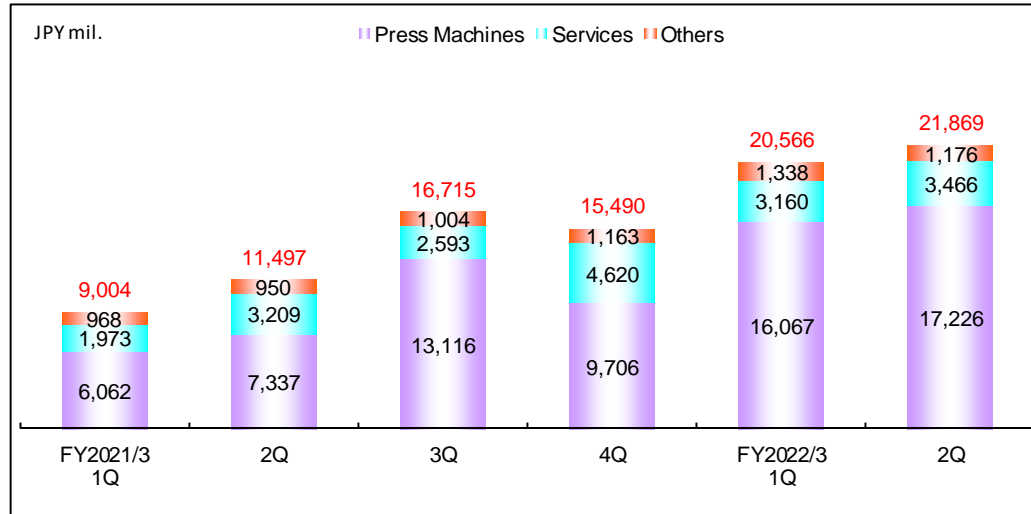


Sales / Operating Income (by Geographic segment)

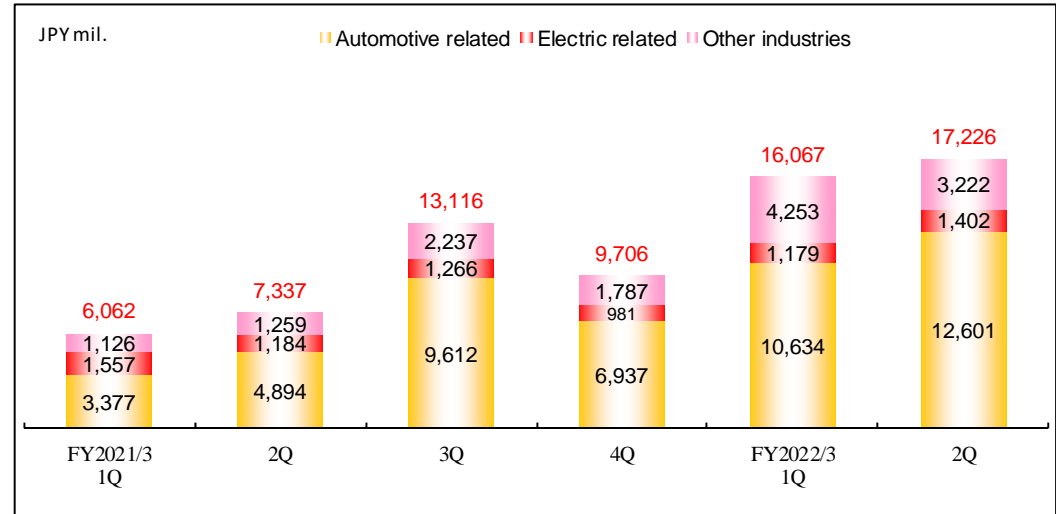


Order Intake & Backlog (by Business/Customer/Geographic segment)

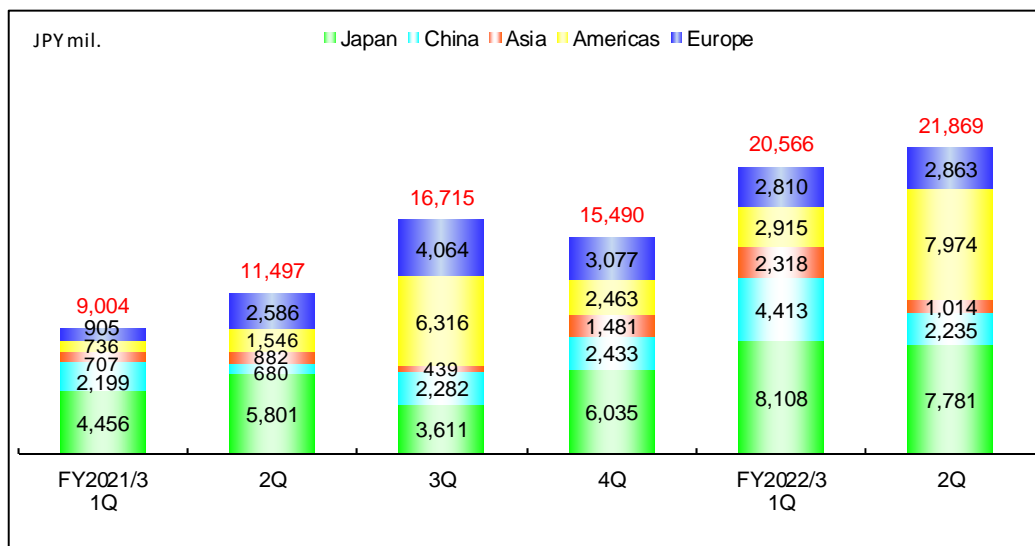
Order Intake by Business Segment



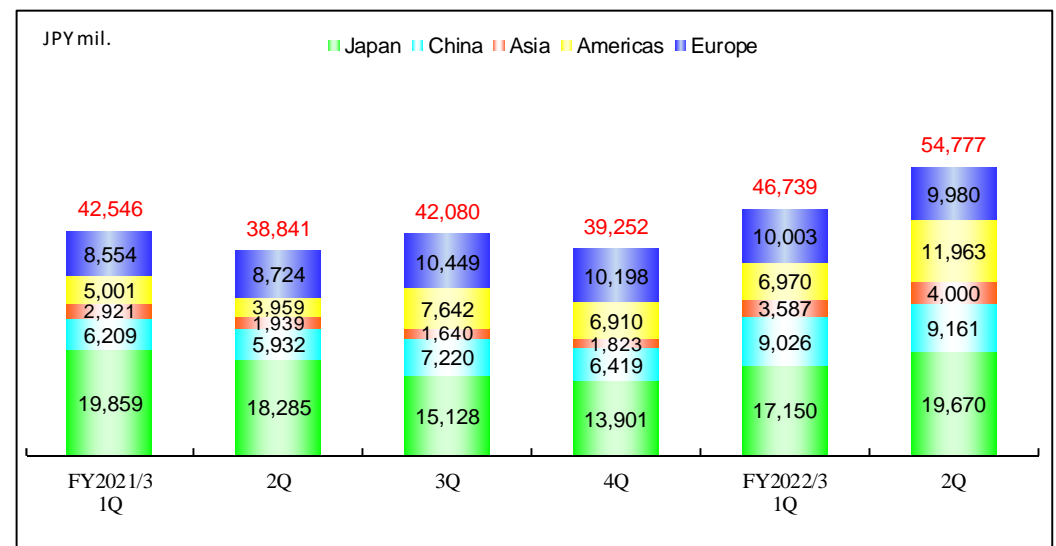
Order Intake by Customer Industry (Press Machines)



Order Intake by Geographic Segment



Order Backlog by Geographic Segment



Trend of Order Intake & Backlog



(JPY mil.)			FY2020/3				FY2021/3				FY2022/3		vs. FY2021/3		
			1st Half		Full-year		1st Half		Full-year		1st Half		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
Order Intake	BY Business	Press Machine	19,318	65.2%	41,987	67.4%	13,400	65.4%	36,223	68.7%	33,293	78.5%	19,893	148.5%	
		Customer	Automotive related	13,525	70.0%	30,533	72.7%	8,272	61.7%	24,822	68.5%	23,235	69.8%	14,963	180.9%
			Electric related	2,816	14.6%	4,608	11.0%	2,742	20.5%	4,989	13.8%	2,581	7.8%	△ 160	△ 5.9%
			Other industries	2,976	15.4%	6,845	16.3%	2,385	17.8%	6,411	17.7%	7,476	22.5%	5,090	213.4%
		Services	7,418	25.0%	15,360	24.6%	5,183	25.3%	12,397	23.5%	6,626	15.6%	1,443	27.9%	
		Others	2,884	9.7%	4,978	8.0%	1,918	9.4%	4,087	7.8%	2,515	5.9%	596	31.1%	
	BY Region	Japan	14,400	48.6%	27,879	44.7%	10,257	50.0%	19,905	37.8%	15,890	37.4%	5,632	54.9%	
		China	2,792	9.4%	6,141	9.9%	2,879	14.0%	7,595	14.4%	6,649	15.7%	3,769	130.9%	
		Asia	3,316	11.2%	5,594	9.0%	1,590	7.8%	3,510	6.7%	3,332	7.9%	1,742	109.6%	
		Americas	4,034	13.6%	11,336	18.2%	2,283	11.1%	11,063	21.0%	10,889	25.7%	8,606	377.0%	
		Europe	5,078	17.1%	11,375	18.3%	3,491	17.0%	10,633	20.2%	5,673	13.4%	2,182	62.5%	
Total		29,621	100.0%	62,326	100.0%	20,502	100.0%	52,708	100.0%	42,435	100.0%	21,933	107.0%		
Order Backlog	BY Region	Japan	25,586	55.3%	21,017	47.7%	18,285	47.1%	13,901	35.4%	19,670	35.9%	5,769	41.5%	
		China	5,655	12.2%	5,259	11.9%	5,932	15.3%	6,419	16.4%	9,161	16.7%	2,742	42.7%	
		Asia	3,286	7.1%	3,080	7.0%	1,939	5.0%	1,823	4.6%	4,000	7.3%	2,177	119.4%	
		Americas	4,568	9.9%	6,061	13.7%	3,959	10.2%	6,910	17.6%	11,963	21.8%	5,052	73.1%	
		Europe	7,183	15.5%	8,681	19.7%	8,724	22.5%	10,198	26.0%	9,980	18.2%	△ 217	△ 2.1%	
	Total		46,280	100.0%	44,100	100.0%	38,841	100.0%	39,252	100.0%	54,777	100.0%	15,524	39.6%	

Major Changes on Balance Sheet



Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Previous FY

Total assets + 3,773

Current assets + 2,490

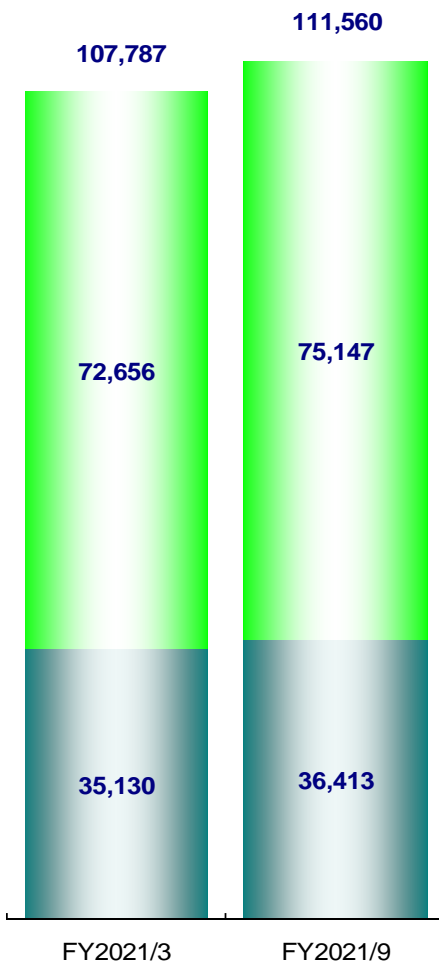
Cash on hand and at bank + 2,547

Notes and accounts receivable - trade, electronically recorded
monetary claims - operating accounts receivable Δ 5,112

Inventories + 3,975

Fixed assets + 1,282

Investment securities + 1,648



Liabilities and Net Assets

(JPY mil.)

■ Current liabilities
■ Non-current liabilities
■ Net assets

VS end of Previous FY

Total liabilities + 3,330

Current liabilities + 2,745

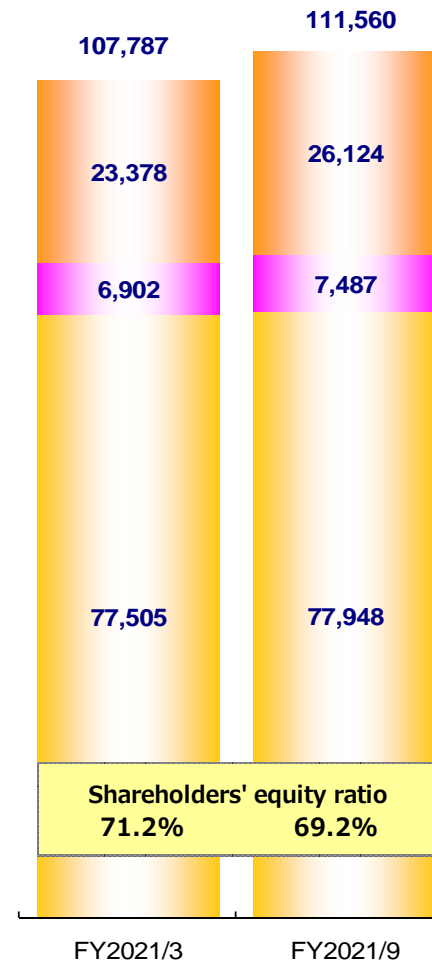
Advances received, contract liabilities + 3,631

Non-current liabilities + 584

Net assets + 442

Retained earnings Δ 795

Valuation difference on available-for-sale securities + 1,134



Shareholders' equity ratio
71.2% 69.2%

Highlights: Forecasts of FY2022 Consolidated Results



(JPY mil.)	FY2021/3	FY2022/3			Fluctuation		FY2022/3 Initial Forecast	Change = [A]-[B]	
		1H Results	2H Forecast	Full-year forecast (revised) [A]	Amount	%		Amount	%
Net Sales	58,099	26,910	35,089	62,000	3,900	6.7%	62,000	—	—
Cost of Sales	45,747	21,934	27,565	49,500	3,752	8.2%	48,800	700	1.4%
Gross Profit	12,352	4,975	7,524	12,500	147	1.2%	13,200	△ 700	△5.3%
<Gross Profit ratio>	21.3%	18.5%	21.4%	20.2%	0.0%	(△1.1P)	21.3%		(△1.1P)
Selling, general and administrative expenses	8,629	4,177	4,222	8,400	△ 229	△2.7%	8,700	△ 300	△3.4%
Operating Income	3,722	798	3,301	4,100	377	10.1%	4,500	△ 400	△8.9%
<Operating Income ratio>	6.4%	3.0%	9.4%	6.6%	0.0%	(+0.2P)	7.3%		(△0.7P)
Ordinary Income	3,748	962	3,337	4,300	551	14.7%	4,600	△ 300	△6.5%
Income Before Income Taxes	2,845	863	3,336	4,200	1,354	47.6%	4,600	△ 400	△8.7%
Net Income	1,316	552	2,347	2,900	1,583	120.3%	3,000	△ 100	△3.3%
Cash Dividends per Share	20円	—	—	25円	—	—	25円	—	—
Exchange Rate	1USD =	¥109.80	¥112.20	¥111.00	4.94	4.7%	¥108.00	3.00	2.8%
	1EUR =	¥130.85	¥129.15	¥130.00	6.31	5.1%	¥128.00	2.00	1.6%

<Summary>

The impact of COVID-19 pandemic deminished.
Sales and profits increased due to strong sales for electric vehicles.

Net Sales:	The impact of COVID-19 diminished and business operations recovered. Expected to increase 6.7% year-on-year due to increased press sales related to electric vehicles.
Gross Profit:	Although the full-year forecast was revised downward due to the drop in gross profit in the first half, gross profit will improve due to the increase in sales of high value-added projects in the second half. GM ratio is expected to increase by 1.2% from the previous year.
Operating Income:	Although the full-year forecast has been revised downward due to the above factors, it is expected to increase by 10.1% from the previous year due to the improvement of gross profit in the second half and the reduction in SGA.
Net Income:	In addition to the above factors, we expect an increase of 120.3% from the previous year due to decrease of loss on suspension or decrease of production recorded previous Q2.

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



(JPY mil.)	Order Intake				Net Sales			
	FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3		FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3	
			Amount	%			Amount	%
Press Machines	36,223	50,200	13,976	38.6%	41,237	42,700	1,462	3.5%
Services	12,397	15,000	2,602	21.0%	12,422	14,500	2,077	16.7%
Others	4,087	5,800	1,712	41.9%	4,439	4,800	360	8.1%
Consolidated	52,708	71,000	18,291	34.7%	58,099	62,000	3,900	6.7%

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

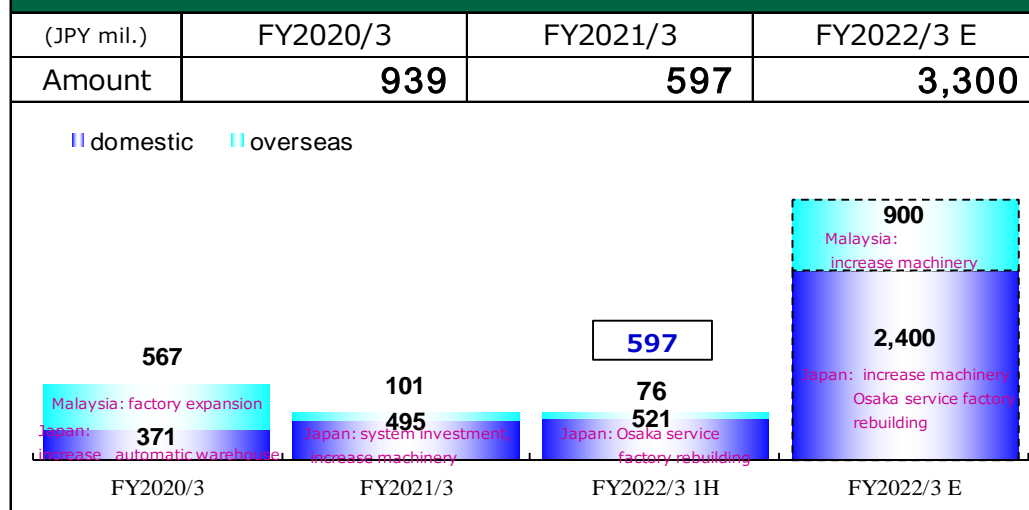
(JPY mil.)	Net Sales				
	FY2021/3	FY2022/3 forecast	Fluctuation		
			Amount	%	
Press Machines	34,169	35,000	56%	830	2.4%
Factory Automation	7,943	8,000	13%	56	0.7%
Services	15,987	19,000	31%	3,012	18.8%
Total	58,099	62,000	100%	3,900	6.7%

(JPY mil.)	Order Intake				Net Sales				Operating Income			
	FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3		FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3		FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3	
			Amount	%			Amount	%			Amount	%
Japan	19,905	27,500	7,594	38.2%	40,237	40,000	△ 237	△ 0.6%	3,087	1,800	△ 1,287	△ 41.7%
China	7,595	10,000	2,404	31.7%	7,422	10,000	2,577	34.7%	△ 284	700	984	-
Asia	3,510	5,500	1,989	56.7%	7,212	8,000	787	10.9%	673	850	176	26.1%
Americas	11,063	17,000	5,936	53.7%	10,451	16,000	5,548	53.1%	515	550	34	6.8%
Europe	10,633	11,000	366	3.4%	9,584	13,000	3,415	35.6%	△ 121	100	221	-
Reconciliation					△ 16,808	△ 25,000			△ 148	100		
Consolidated	52,708	71,000	18,291	34.7%	58,099	62,000	3,900	6.7%	3,722	4,100	377	10.1%

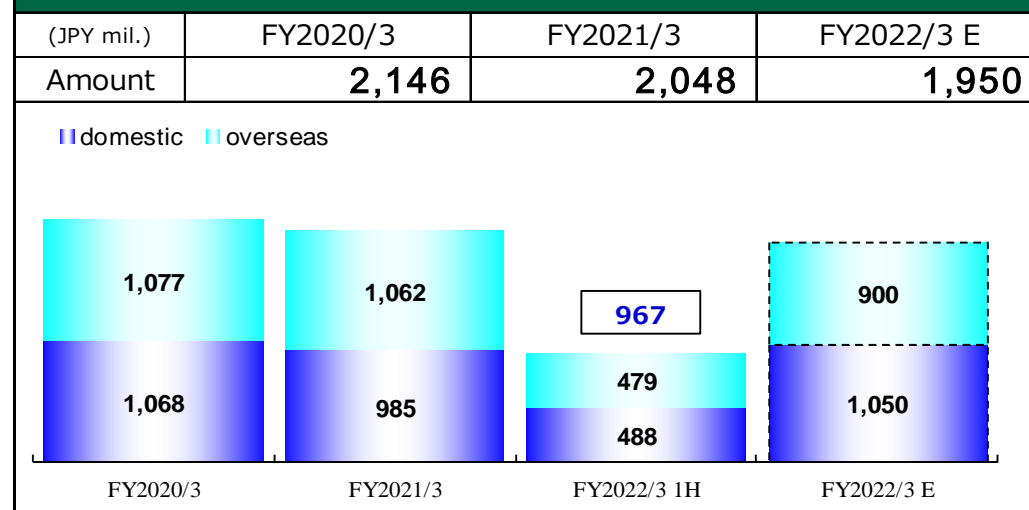
Trend of Capex, Depreciation, R&D & CF



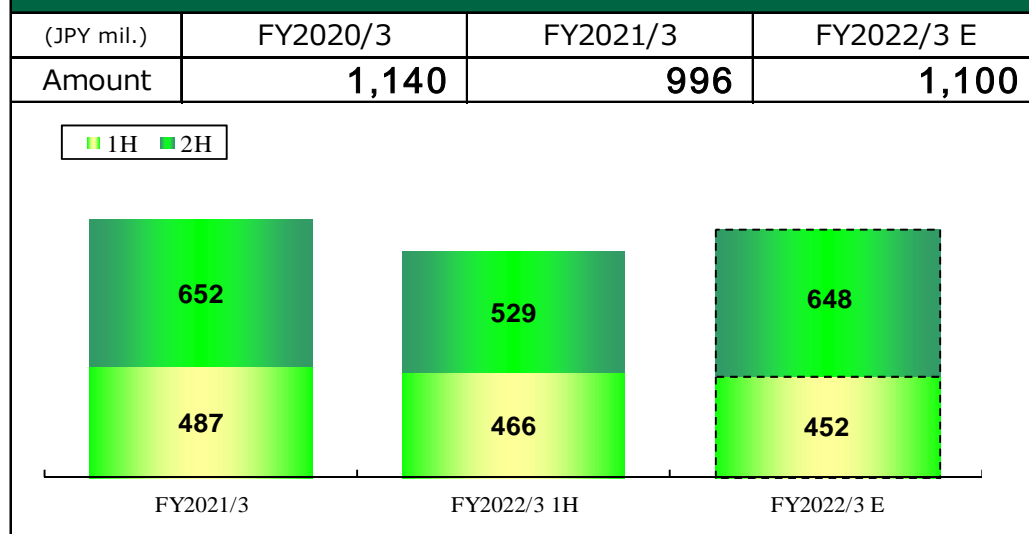
Capital Expenditures



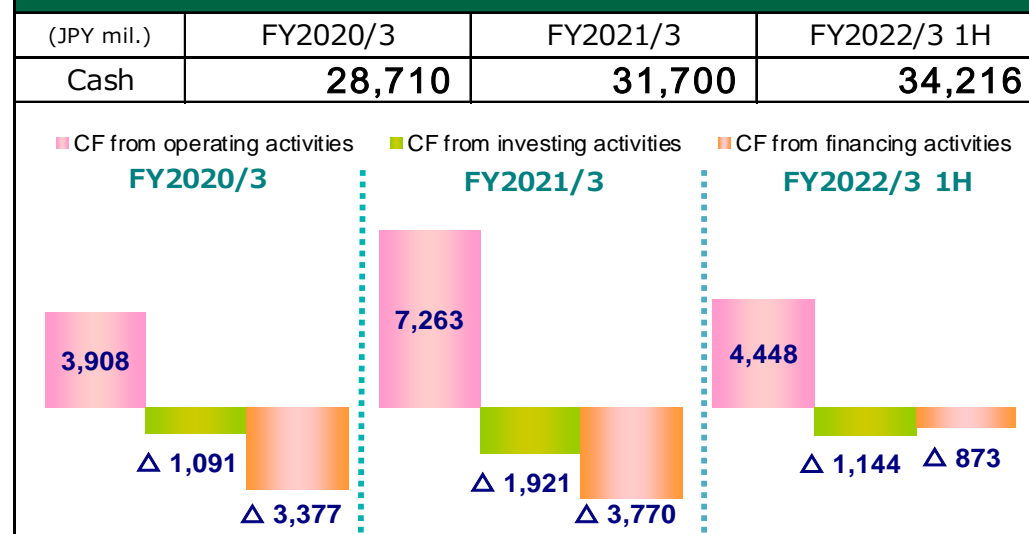
Depreciation & Amortization



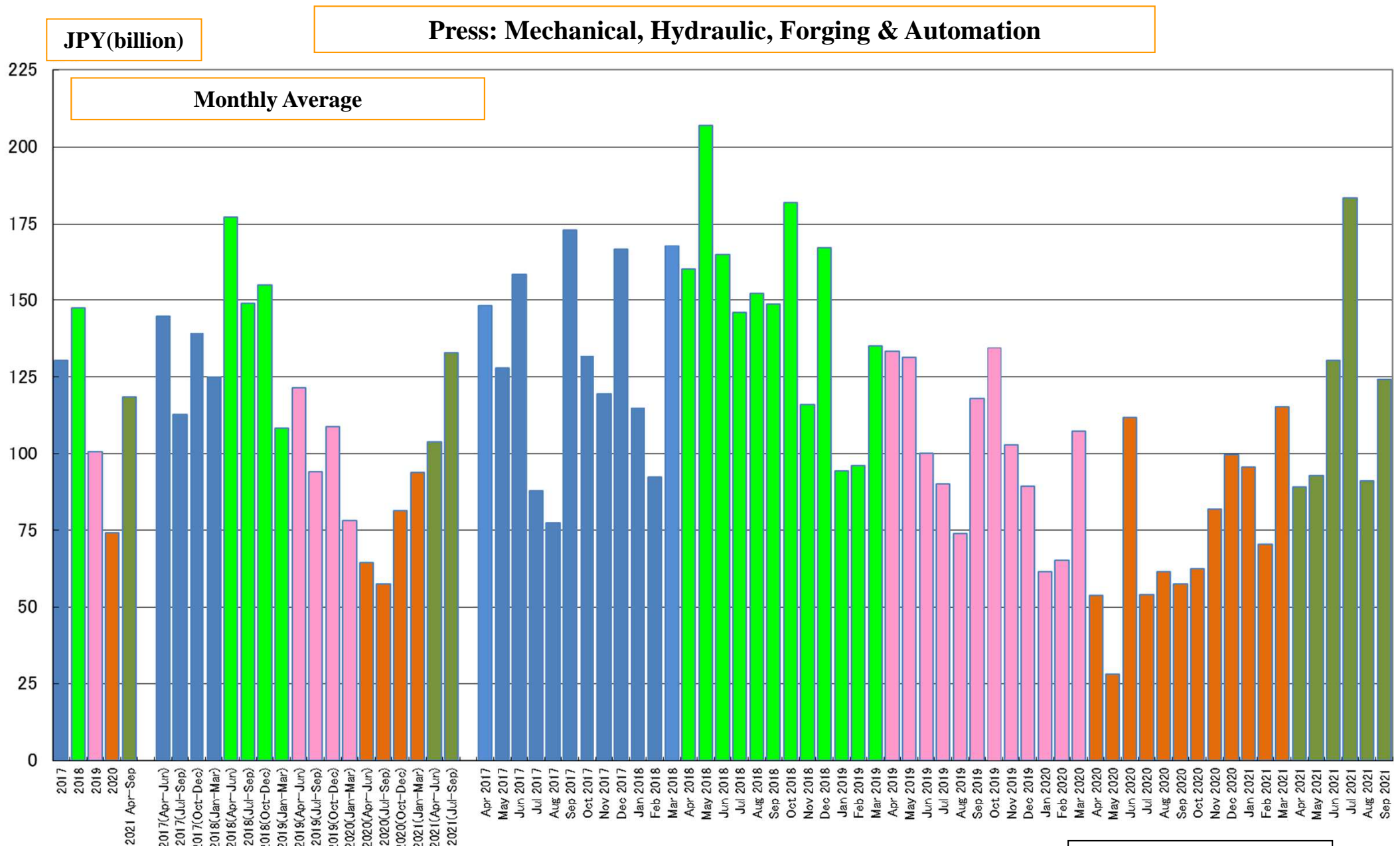
R&D Expenditures



Cash & Cash Equivalents / Cash Flow



(for Reference) Statistics of Forming Machinery Industry-1

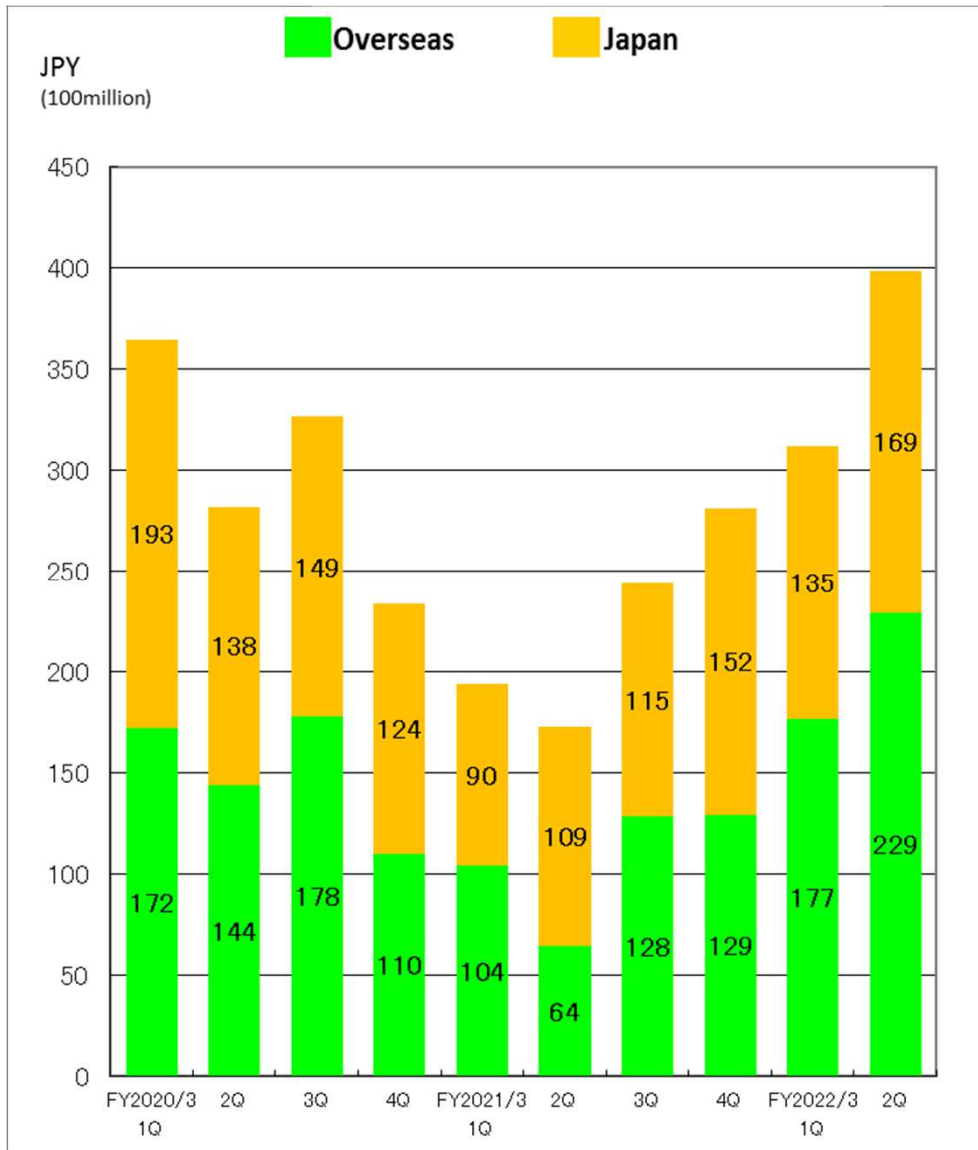


Reference material: JFMA

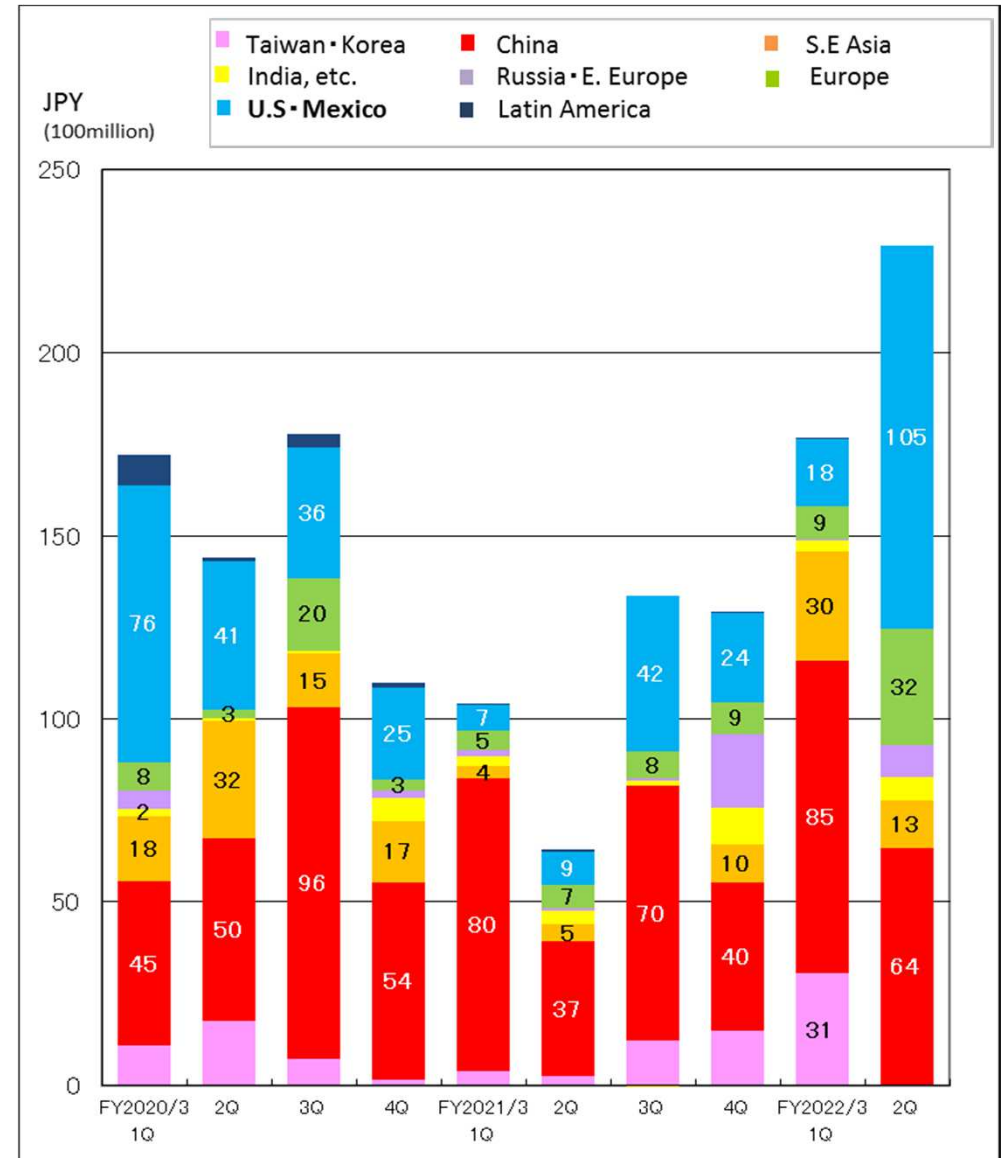
(for Reference) Statistics of Forming Machinery Industry- 2



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.**

November 2021

AIDA ENGINEERING, LTD.