



Presentation of Consolidated Financial Results
for the FY Ended March 31, 2022
(from Apr. 2021 to Mar. 2022)

AIDA

AIDA ENGINEERING, LTD.

Highlights of Consolidated Results Summary of P&L



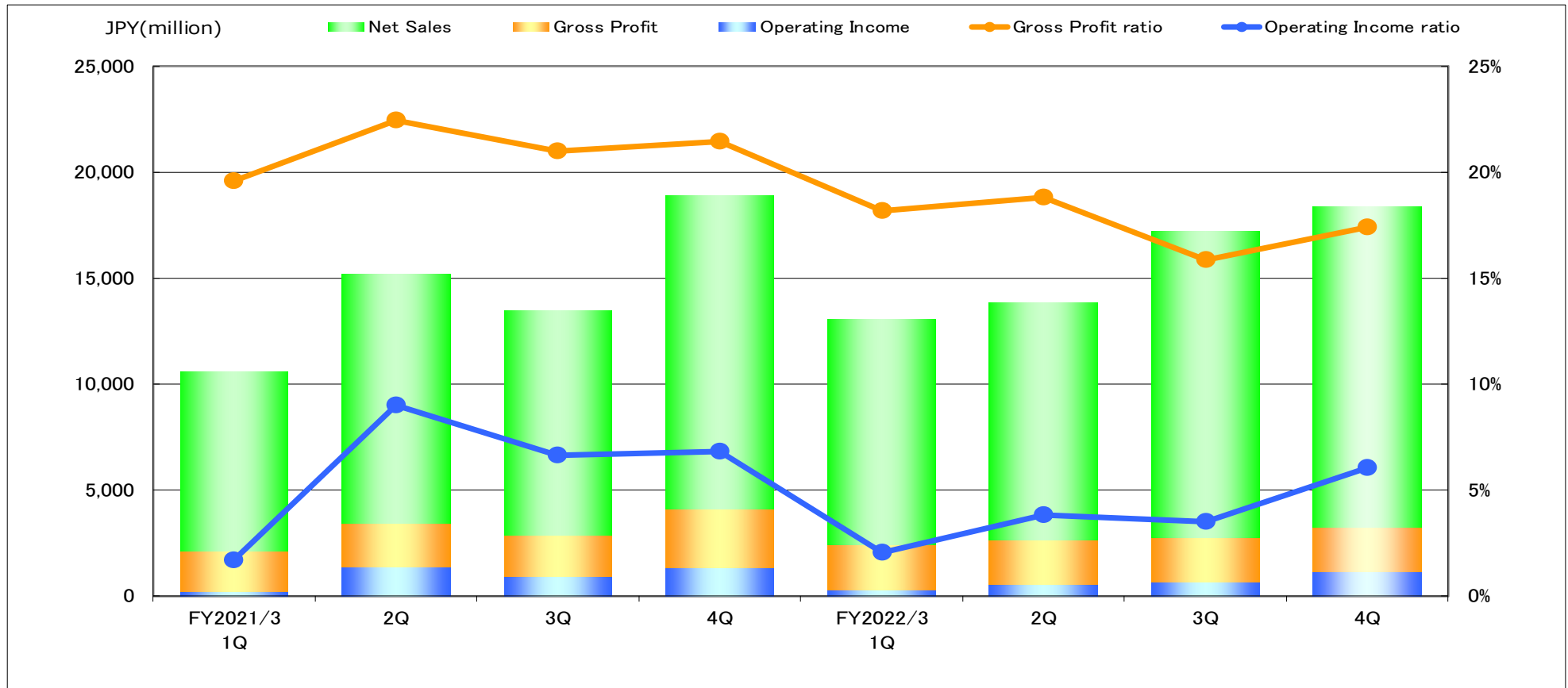
(JPY mil.)		FY2021/3	FY2022/3	Fluctuation	
				Amount	%
Order Intake		52,708	78,357	25,648	48.7%
Net Sales		58,099	62,466	4,366	7.5%
Cost of Sales		45,747	51,574	5,826	12.7%
Gross Profit		12,352	10,892	△ 1,459	△ 11.8%
<Gross Profit ratio>		21.3%	17.4%		(△3.8P)
Selling, general and administrative expenses		8,629	8,386	△ 242	△ 2.8%
Operating Income		3,722	2,505	△ 1,217	△ 32.7%
<Operating Income ratio>		6.4%	4.0%		(△2.4P)
Ordinary Income		3,748	2,432	△ 1,316	△ 35.1%
Income Before Income Taxes		2,845	1,753	△ 1,091	△ 38.4%
Net Income/Loss		1,316	896	△ 419	△ 31.9%
Exchange Rate	1USD	¥106.06	¥112.37	6.31	5.9%
	1EUR	¥123.69	¥130.55	6.86	5.5%

<Summary>

Order intake increased significantly due to the reduced impact of the COVID-19 pandemic. Although sales increased due to the recovery of business operations, profits decreased mainly due to lower gross profit margin.

Order Intake	The capital investment in the automobile industry has been recovered due to the reduced impact of the COVID-19 and strong demand related to electric vehicles. Order intake increased by 48.7% from the previous FY.
Net Sales	Sales increased by 7.5% from the previous FY due to the reduced impact of the COVID-19 and strong demand related to electric vehicles.
Gross Profit	Despite sales increase, GP decreased by 11.8% from the previous FY due to the soaring material costs, an increase of R&D expenses, and the delay of highly profitable projects caused by logistics disruption.
Operating Income	Operating income decreased by 32.7% from the previous FY due to lower gross profit. Operating income ratio also decreased by 2.4 points.
Ordinary Income	Ordinary income decreased by 35.1% from the previous FY due to decrease of operating income.
Net Income	Net income decreased by 31.9% from the previous FY due to decrease of ordinary income and impairment loss.

Trend of Sales, Gross Profit and Operating Income



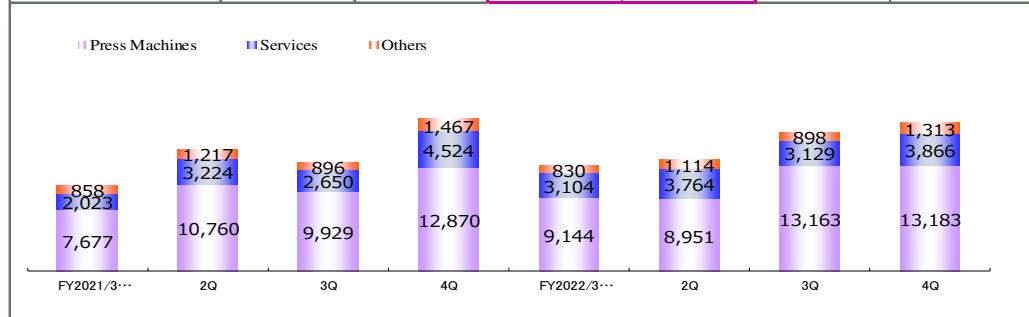
JPY(million)	FY2021/3				FY2022/3			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net Sales	10,559	15,202	13,476	18,862	13,079	13,830	17,192	18,363
Gross Profit	2,068	3,408	2,830	4,045	2,375	2,600	2,724	3,192
Operating Income	179	1,364	892	1,287	270	528	601	1,105
Gross Profit ratio	19.6%	22.4%	21.0%	21.4%	18.2%	18.8%	15.8%	17.4%
Operating Income ratio	1.7%	9.0%	6.6%	6.8%	2.1%	3.8%	3.5%	6.0%

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



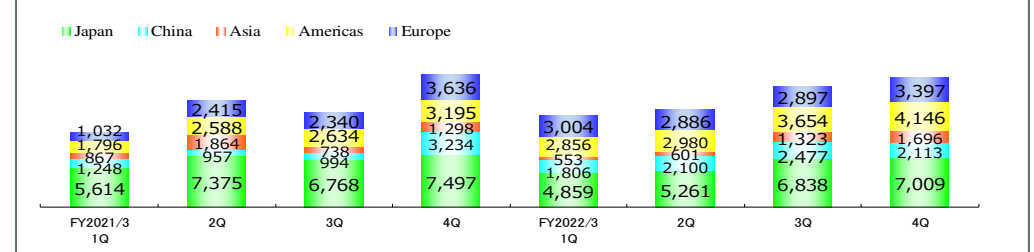
Sales by Business segment (Press related / Others)

(JPY mil.)	FY2021/3		FY2022/3		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	41,237	71.0%	44,443	71.1%	3,205	7.8%
Services	12,422	21.4%	13,865	22.2%	1,443	11.6%
Others	4,439	7.6%	4,156	6.7%	△ 283	△ 6.4%
Total	58,099	100.0%	62,466	100.0%	4,366	7.5%



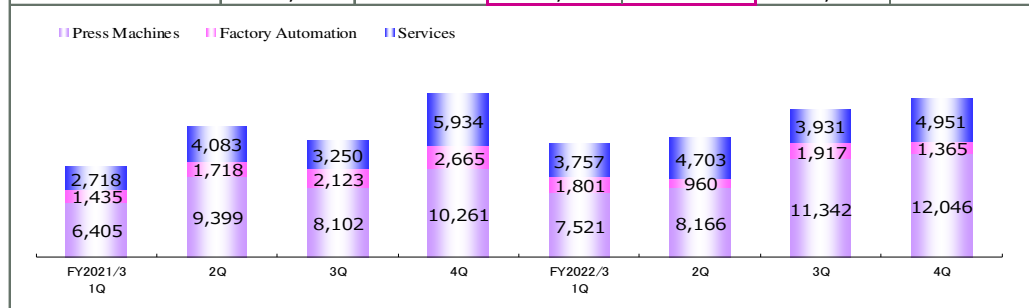
Sales by Geographic segment

(JPY mil.)	FY2021/3		FY2022/3		Fluctuation	
	Amount	%	Amount	%	Amount	%
Japan	27,255	46.9%	23,968	38.4%	△ 3,287	△ 12.1%
China	6,435	11.1%	8,498	13.6%	2,062	32.1%
Asia	4,768	8.2%	4,175	6.7%	△ 592	△ 12.4%
Americas	10,214	17.6%	13,638	21.8%	3,423	33.5%
Europe	9,426	16.2%	12,185	19.5%	2,759	29.3%
Total	58,099	100.0%	62,466	100.0%	4,366	7.5%



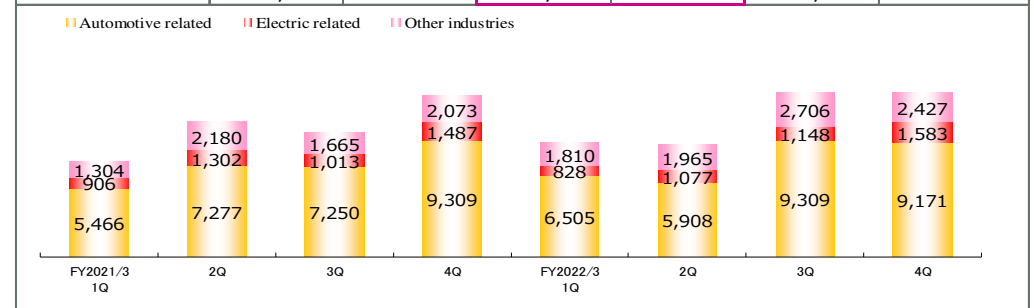
Sales by Business segment of the Medium-Term Management Plan (Press / FA / Service)

(JPY mil.)	FY2021/3		FY2022/3		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	34,169	58.8%	39,077	62.6%	4,908	14.4%
Factory Automation	7,943	13.7%	6,044	9.7%	△ 1,899	△ 23.9%
Services	15,987	27.5%	17,344	27.8%	1,357	8.5%
Total	58,099	100.0%	62,466	100.0%	4,366	7.5%

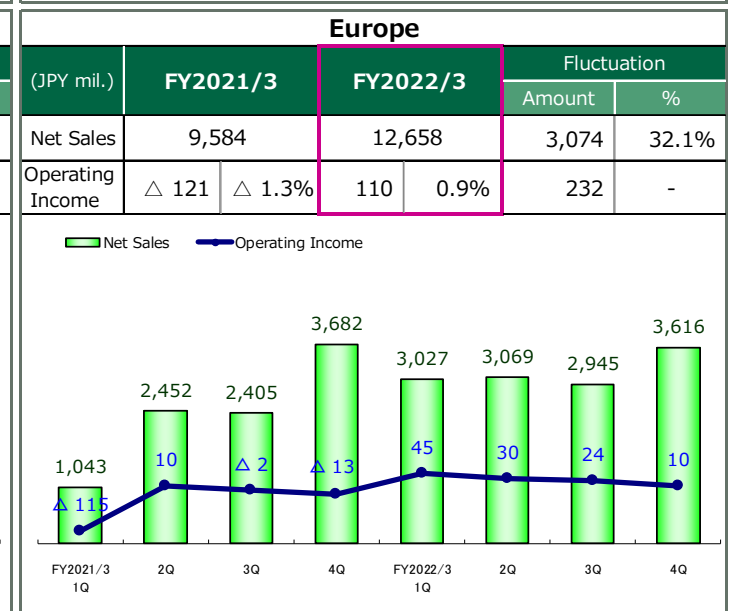
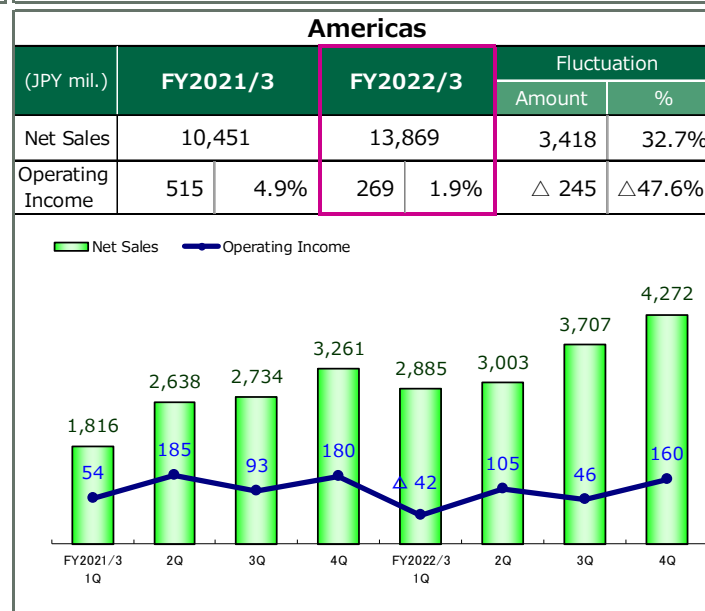
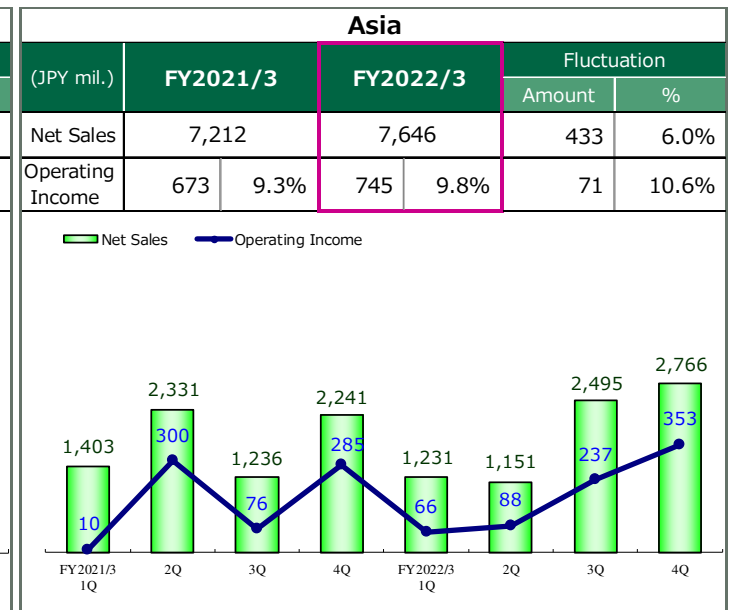
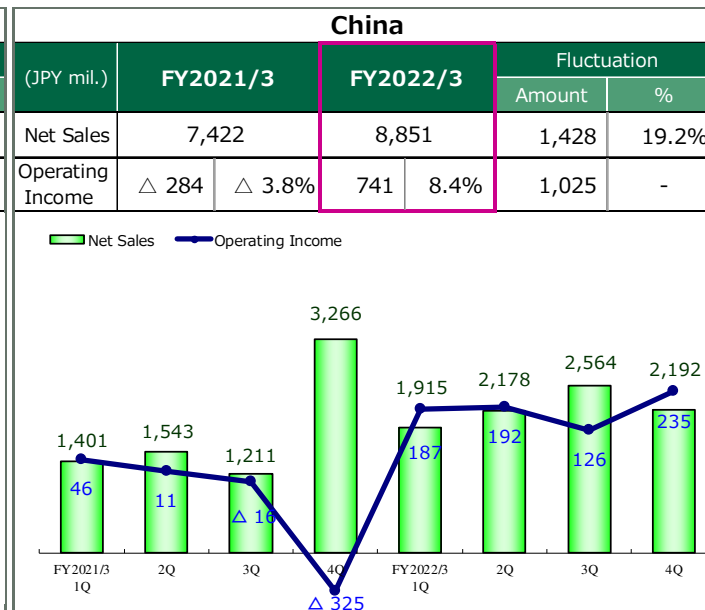
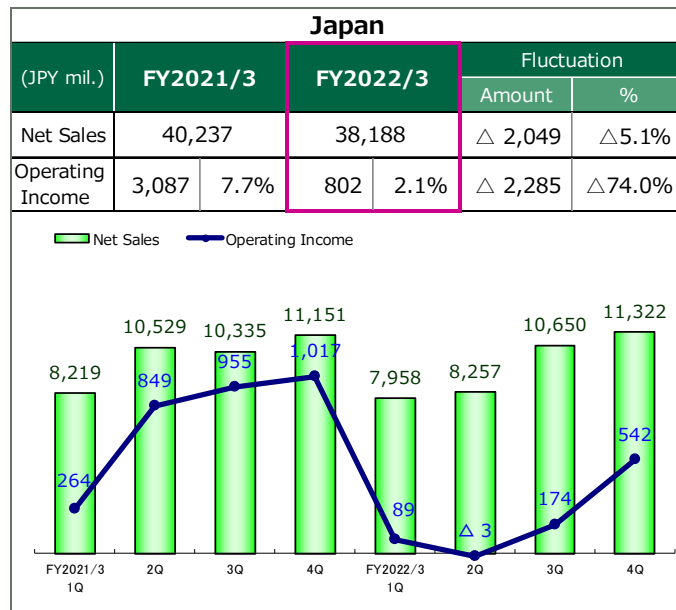


Sales (press machines) by Customer industry

(JPY mil.)	FY2021/3		FY2022/3		Fluctuation	
	Amount	%	Amount	%	Amount	%
Automotive related	29,303	71.1%	30,894	69.5%	1,591	5.4%
Electric related	4,710	11.4%	4,638	10.4%	△ 72	△ 1.5%
Other industries	7,224	17.5%	8,910	20.0%	1,686	23.3%
Total	41,237	100.0%	44,443	100.0%	3,205	7.8%



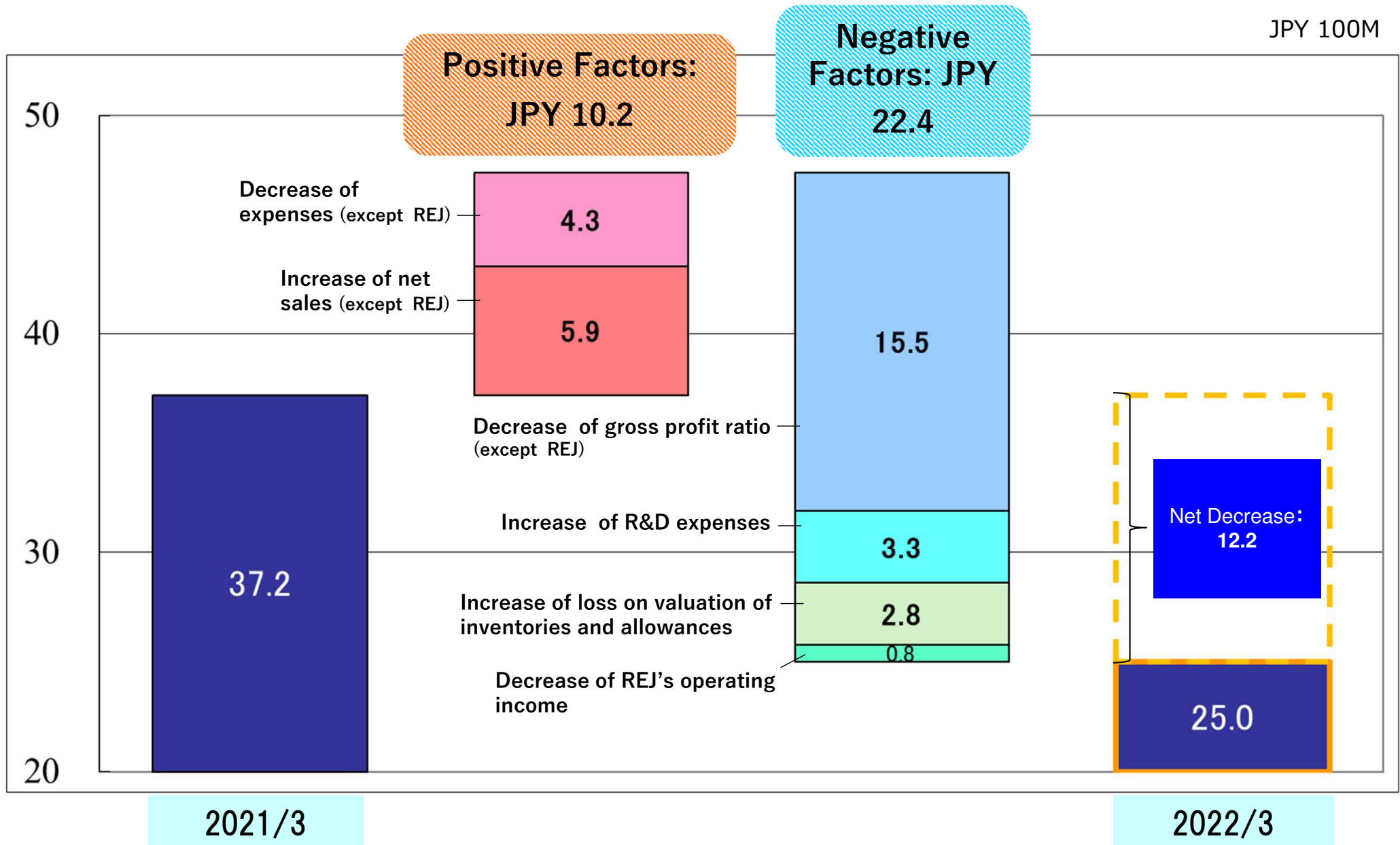
Sales / Operating Income (by Geographic segment)



Fluctuation Analysis with regards to Operating Income



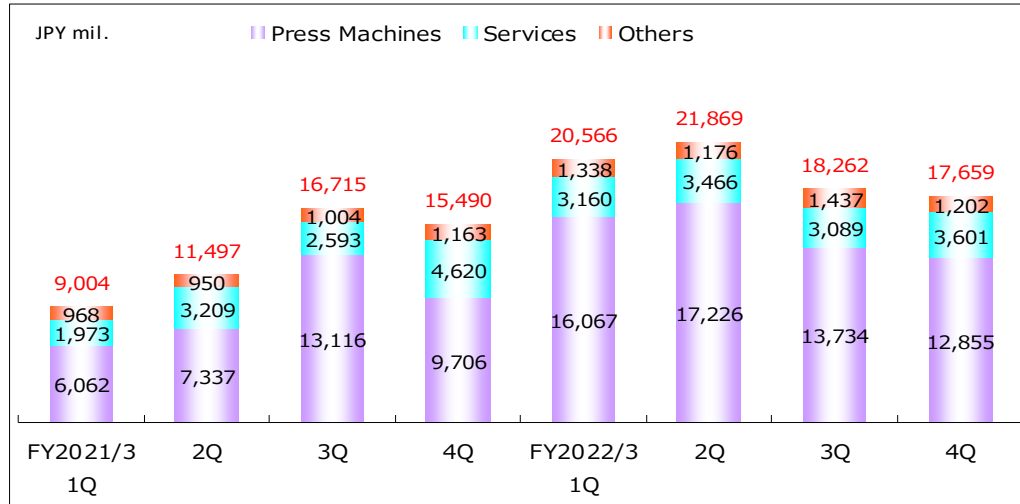
JPY 100M



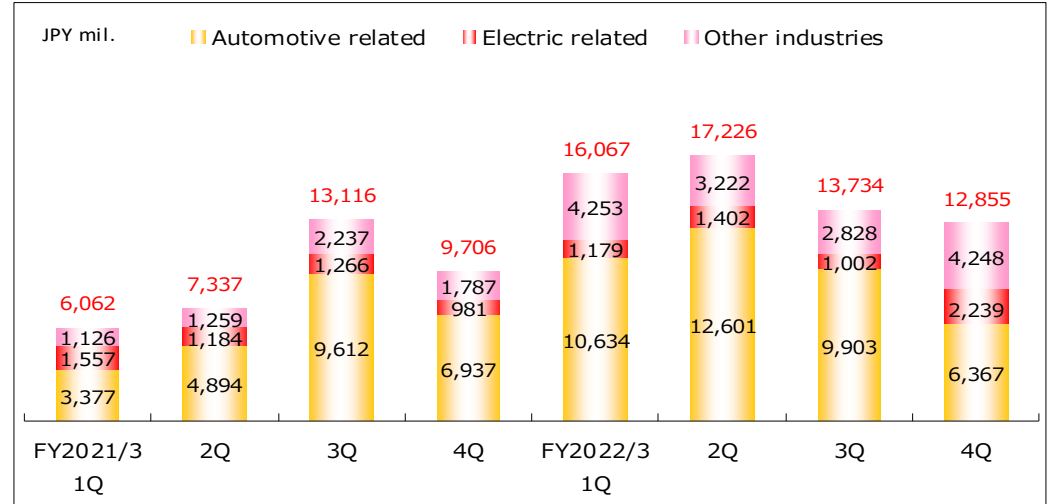
Order Intake & Backlog (by Business/Customer/Geographic segment)



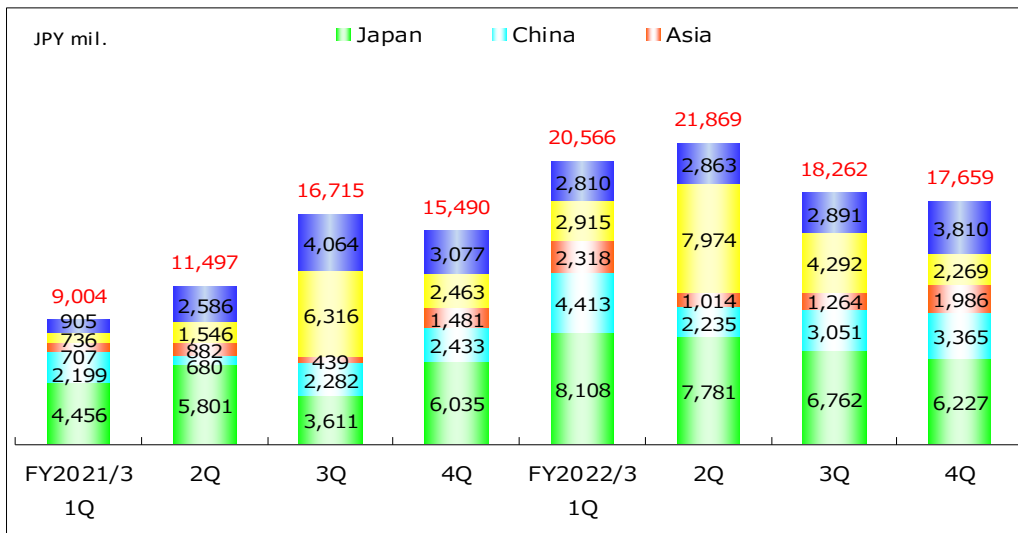
Order Intake by Business Segment



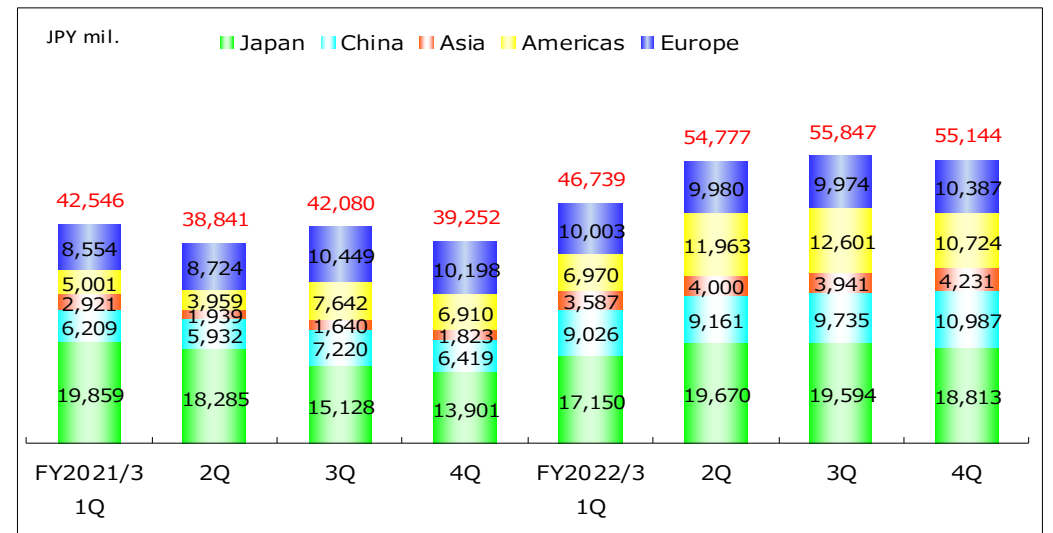
Order Intake by Customer Industry (Press Machines)



Order Intake by Geographic Segment



Order Backlog by Geographic Segment



Trend of Order Intake & Backlog



(JPY mil.)			FY2021/3				FY2022/3				vs. FY2021/3		
			1st Half		Full-year		1st Half		Full-year		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
Order Intake	B y B u s i n e s s	Press Machine	13,400	65.4%	36,223	68.7%	33,293	78.5%	59,883	76.4%	23,660	65.3%	
		C u s t o m e r	Automotive related	8,272	61.7%	24,822	68.5%	23,235	69.8%	39,507	66.0%	14,684	59.2%
			Electric related	2,742	20.5%	4,989	13.8%	2,581	7.8%	5,822	9.7%	833	16.7%
			Other industries	2,385	17.8%	6,411	17.7%	7,476	22.5%	14,553	24.3%	8,142	127.0%
		Services	5,183	25.3%	12,397	23.5%	6,626	15.6%	13,318	17.0%	920	7.4%	
		Others	1,918	9.4%	4,087	7.8%	2,515	5.9%	5,155	6.6%	1,067	26.1%	
	B y R e g i o n	Japan	10,257	50.0%	19,905	37.8%	15,890	37.4%	28,881	36.9%	8,976	45.1%	
		China	2,879	14.0%	7,595	14.4%	6,649	15.7%	13,066	16.7%	5,470	72.0%	
		Asia	1,590	7.8%	3,510	6.7%	3,332	7.9%	6,583	8.4%	3,072	87.5%	
		Americas	2,283	11.1%	11,063	21.0%	10,889	25.7%	17,451	22.3%	6,388	57.7%	
		Europe	3,491	17.0%	10,633	20.2%	5,673	13.4%	12,374	15.8%	1,741	16.4%	
Total		20,502	100.0%	52,708	100.0%	42,435	100.0%	78,357	100.0%	25,648	48.7%		
Order Backlog	B y R e g i o n	Japan	18,285	47.1%	13,901	35.4%	19,670	35.9%	18,813	34.1%	4,912	35.3%	
		China	5,932	15.3%	6,419	16.4%	9,161	16.7%	10,987	19.9%	4,567	71.2%	
		Asia	1,939	5.0%	1,823	4.6%	4,000	7.3%	4,231	7.7%	2,408	132.1%	
		Americas	3,959	10.2%	6,910	17.6%	11,963	21.8%	10,724	19.4%	3,813	55.2%	
		Europe	8,724	22.5%	10,198	26.0%	9,980	18.2%	10,387	18.8%	188	1.9%	
	Total		38,841	100.0%	39,252	100.0%	54,777	100.0%	55,144	100.0%	15,891	40.5%	

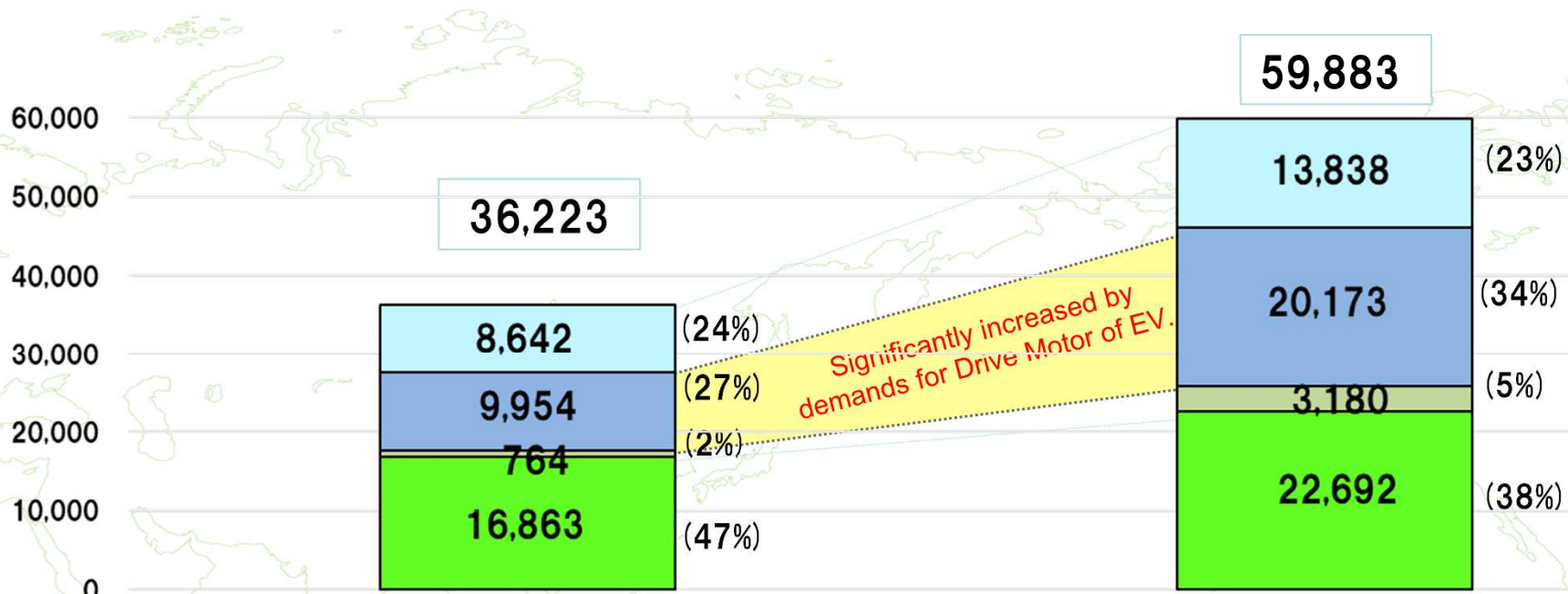
(For reference) Order Intakes by Press Type (FY2020 - FY2021)



Million JPY

【FY 2020】

【FY 2021】



General Purpose press
⇒ Small size basic models.



High Speed Automatic Press
⇒ Small and mid-size models, designed for high-speed forming strokes.

Ultimate Precision Forming Press (UL)
⇒ Special machines which provide improved precision with high frame-rigidity.



Customized press and others
⇒ Middle and large size machines, upon requests from customers.

Major Changes on Balance Sheet



Assets

(JPY mil.)
 VS end of Previous FY
 ■ Fixed assets ■ Current assets

(JPY mil.)
 VS end of Previous FY
Total assets + 6,146

Current assets + 5,046

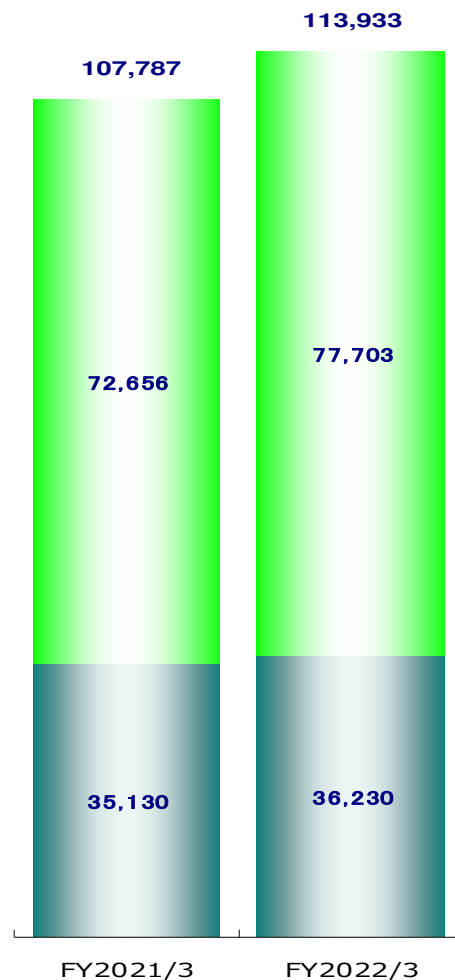
Cash on hand and at bank + 3,326

Notes and accounts receivable - trade, contract assets, electronically recorded monetary claims - operating Δ 3,047

Inventories + 3,985

Advance payments - trade + 833

Fixed assets + 1,099
 Investment securities + 625



Liabilities and Net Assets

(JPY mil.)
 VS end of Previous FY
 ■ Current liabilities
 ■ Non-current liabilities
 ■ Net assets

(JPY mil.)
 VS end of Previous FY
Total liabilities + 4,988

Current liabilities + 4,771

Accounts payable - trade and electronically recorded monetary obligations - operating + 1,521

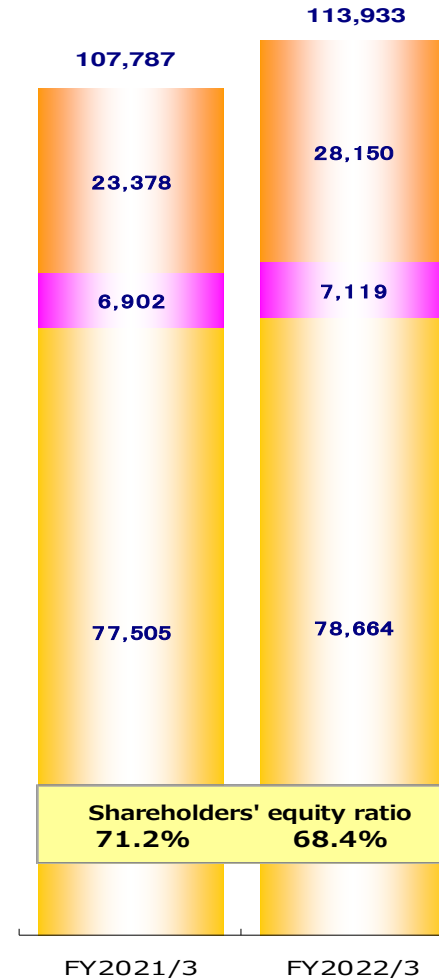
Advances received, contract liabilities + 3,883

Non-current liability + 216

Net assets + 1,158

Retained earnings Δ 452

Foreign currency translation adjustment + 1,955



Shareholders' equity ratio
 71.2% 68.4%

Highlights: Forecasts of FY2023 Consolidated Results



(JPY mil.)		FY2022/3	FY2023/3 Forecast	Fluctuation	
				Amount	%
Net Sales		62,466	72,000	9,533	15.3%
Cost of Sales		51,574	57,200	5,625	10.9%
Gross Profit		10,892	14,800	3,907	35.9%
<Gross Profit ratio>		17.4%	20.6%		(+3.2P)
Selling, general and administrative expenses		8,386	9,300	913	10.9%
Operating Income		2,505	5,500	2,994	119.5%
<Operating Income ratio>		4.0%	7.6%		(+3.6P)
Ordinary Income		2,432	5,700	3,267	134.3%
Income Before Income Taxes		1,753	5,700	3,946	225.0%
Net Income		896	4,000	3,103	346.2%
Exchange Rate					
	1USD	¥112.37	¥120.00	7.63	6.8%
	1EUR	¥130.55	¥130.00	△0.55	△0.4%

Factors of Change in Operating Income

(100million JPY)

Increase of gross profit ratio (except REJ) :	+23.2
Increase of net sales (except REJ) :	+10.6
Impact of exchange rate fluctuations :	+2.0
Increase of REJ's operating income :	+1.4
Decrease of expenses (except REJ) :	△7.2
Net Change	+30.0

<Summary>

Sales will come back to the normal, due to increase of service and EV related sales. Profits increase due to service increase, improvement of product mix and elimination of special factor.

Net Sales:	Sales will increase by 15.3% year-on-year, coming back to the normal level, due to increase of press sales related to EV and increase of service sales through reduction of COVID-19 impact.
Gross Profit:	We expect gross margin increase 35.9% year-on-year due to sales increase. In addition, increase of service sales and improvement of product mix will contribute to improvement of GM %, despite increase of material costs and transportation cost. (Service sales will increase by ¥2.1bil and sales of profitable presses will increase by ¥9bil.)
Operating Income:	We expect operating income will increase 119.5% year-on-year due to increase of GP. Operating income ratio is expected to increase by 3.6P from the previous FY despite of increased cost.
Net Income:	We expect net income will increase 346.2% year-on-year due to a elimination of losses relating to COVIT-19 and impairment loss in Chinese factory in last fiscal year (¥0.6bil).

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



(JPY mil.)	Order Intake				Net Sales			
	FY2022/3	FY2023/3 forecast	Fluctuation: FY2023/3 vs FY2022/3		FY2022/3	FY2023/3 forecast	Fluctuation: FY2023/3 vs FY2022/3	
			Amount	%			Amount	%
Press Machines	59,883	51,700	△ 8,183	△ 13.7%	44,443	51,000	6,556	14.8%
Services	13,318	16,300	2,981	22.4%	13,865	16,000	2,134	15.4%
Others	5,155	6,000	844	16.4%	4,156	5,000	843	20.3%
Consolidated	78,357	74,000	△ 4,357	△ 5.6%	62,466	72,000	9,533	15.3%

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

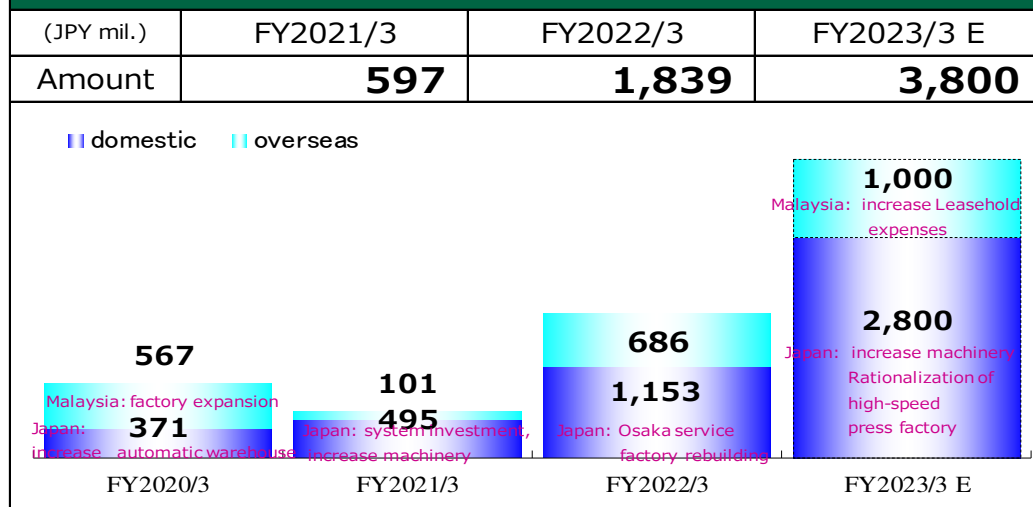
(JPY mil.)	Net Sales				
	FY2022/3	FY2023/3 forecast	Fluctuation		
			Amount	%	%
Press Machines	39,077	44,000	61%	4,922	12.6%
Factory Automation	6,044	7,000	10%	955	15.8%
Services	17,344	21,000	29%	3,655	21.1%
Total	62,466	72,000	100%	9,533	15.3%

(JPY mil.)	Order Intake				Net Sales				Operating Income			
	FY2022/3	FY2023/3 forecast	Fluctuation: FY2023/3 vs FY2022/3		FY2022/3	FY2023/3 forecast	Fluctuation: FY2023/3 vs FY2022/3		FY2022/3	FY2023/3 forecast	Fluctuation: FY2023/3 vs FY2022/3	
			Amount	%			Amount	%			Amount	%
Japan	28,881	28,000	△ 881	△ 3.1%	38,188	44,000	5,811	15.2%	802	2,900	2,097	261.5%
China	13,066	11,500	△ 1,566	△ 12.0%	8,851	13,600	4,748	53.6%	741	1,000	258	34.8%
Asia	6,583	7,000	416	6.3%	7,646	10,800	3,153	41.2%	745	1,200	454	60.9%
Americas	17,451	14,800	△ 2,652	△ 15.2%	13,869	18,000	4,130	29.8%	269	500	230	85.4%
Europe	12,374	12,700	325	2.6%	12,658	13,000	341	2.7%	110	150	39	35.3%
Reconciliation					△ 18,747	△ 27,400			△ 164	△ 250		
Consolidated	78,357	74,000	△ 4,357	△ 5.6%	62,466	72,000	9,533	15.3%	2,505	5,500	2,994	119.5%

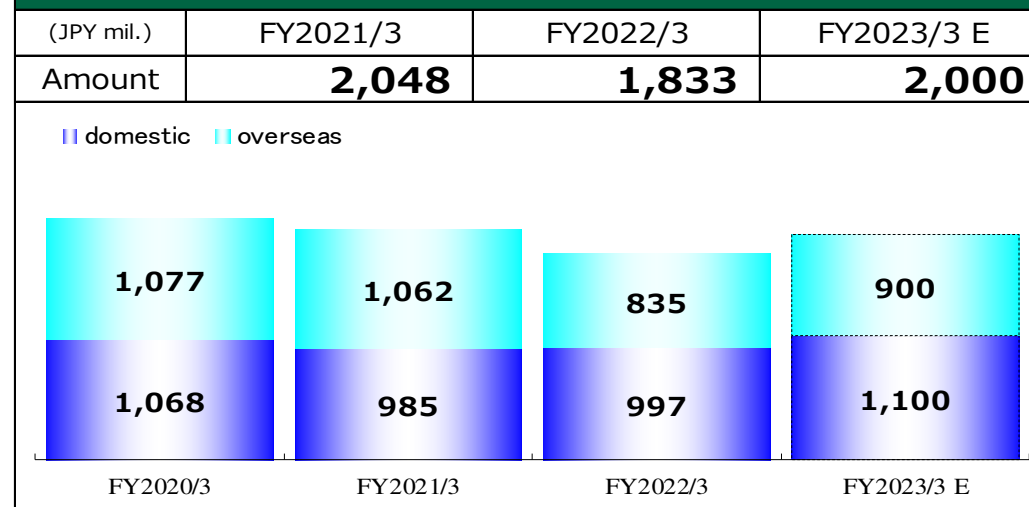
Trend of Capex, Depreciation, R&D & CF



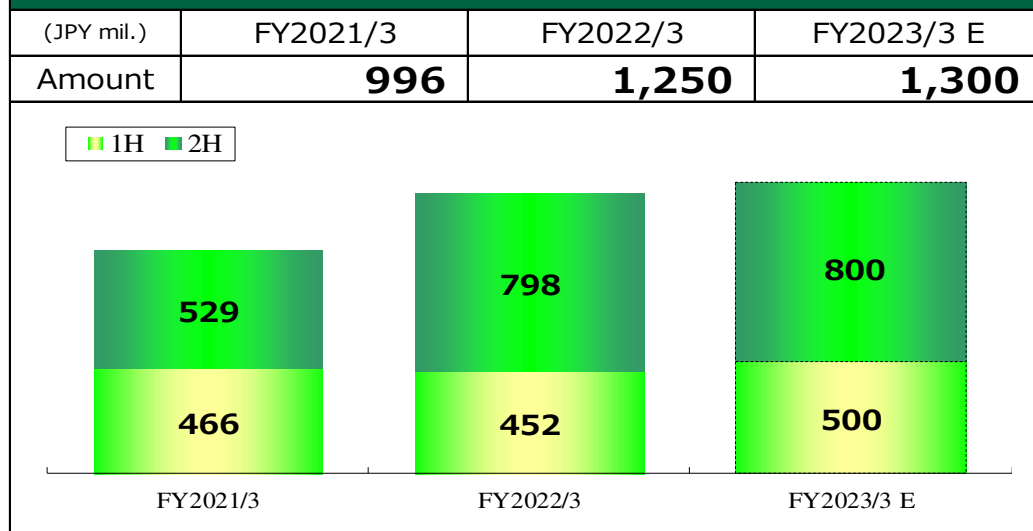
Capital Expenditures



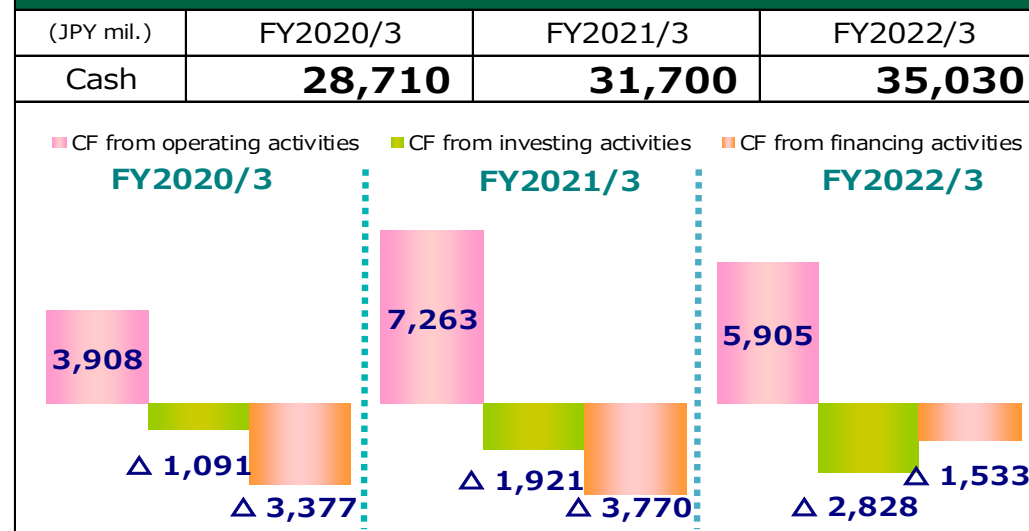
Depreciation & Amortization



R&D Expenditures

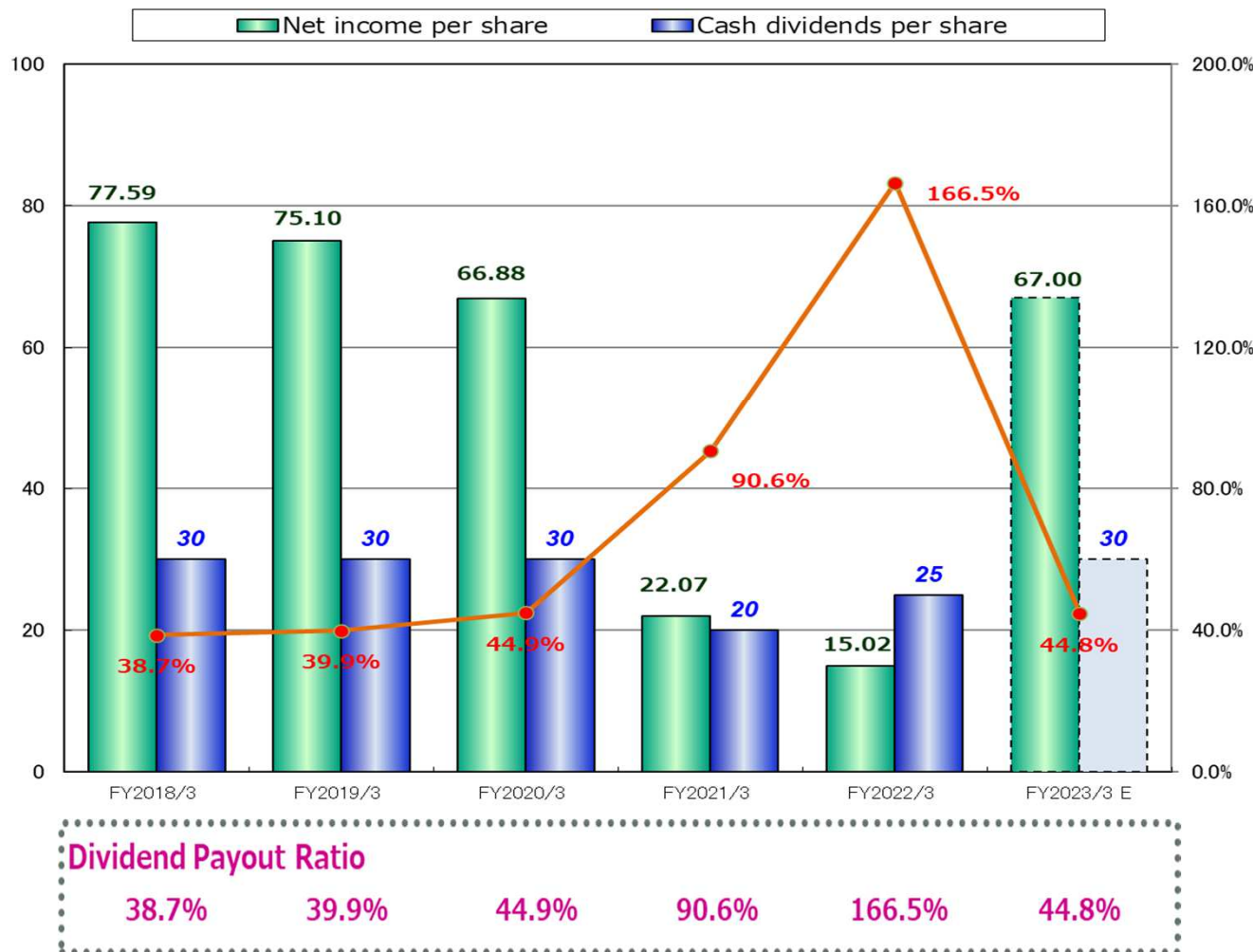


Cash & Cash Equivalents / Cash Flow



Return to Shareholders

• **Dividend Policy** : Based on the management policy to “Achieve sustainable growth together with our stakeholders”, AIDA provides a stable return to shareholders by aiming to maintain a consolidated dividend payout ratio of 40% while at the same time assuring a strong management and financial foundation, and investments for future growth.



While net income per share declined from the previous FY, in order to maintain a stable dividend, we will prepare a dividend of 25 yen per share for FY2022.
 【Expected 166.5% of dividend payout ratio.】

Responding to recovery of net income, we expect to increase the dividend to 30 yen per share for FY2023.
 【Expected 44.8% of dividend payout ratio.】

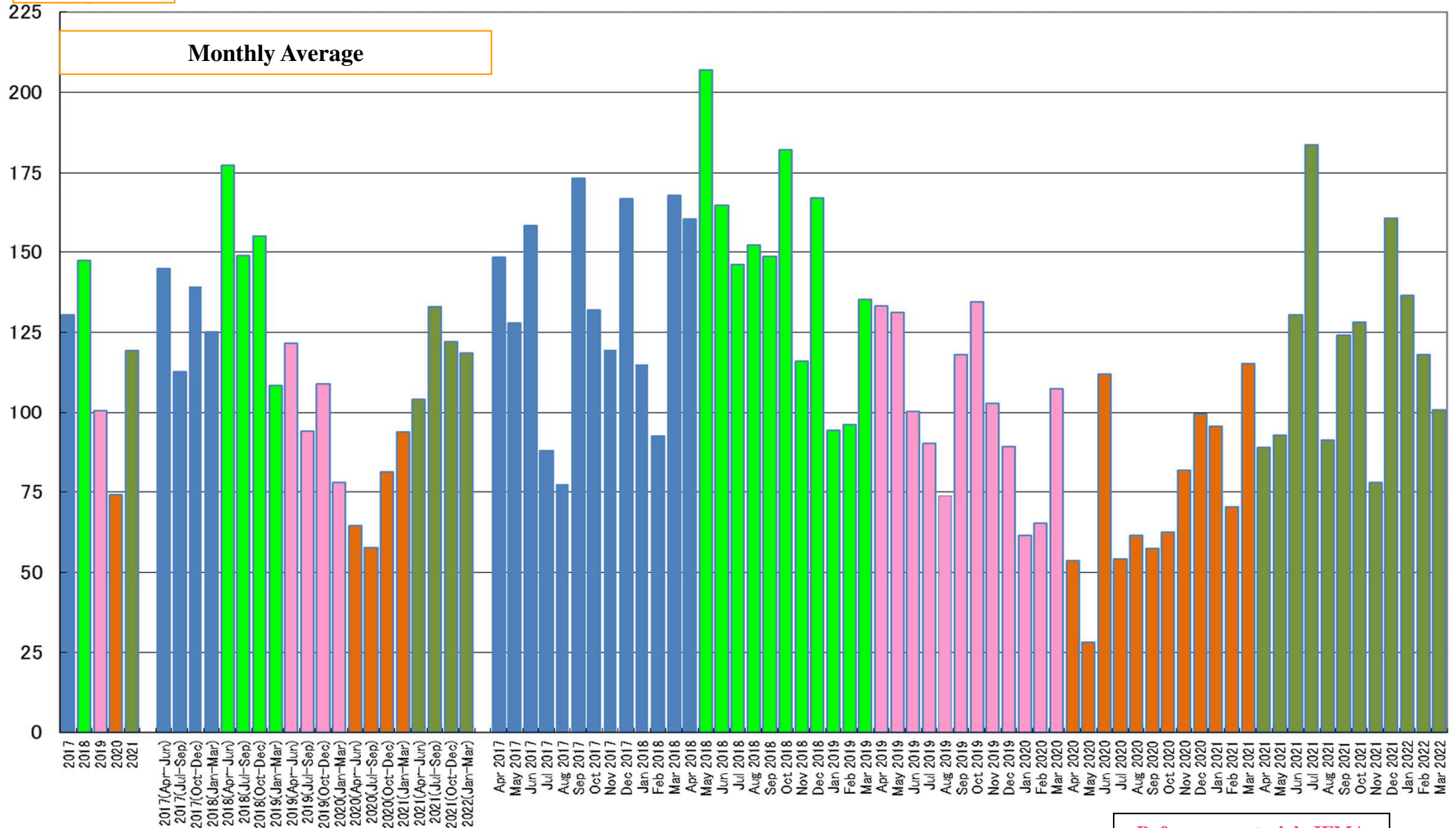
(for Reference) Statistics of Forming Machinery Industry-1



JPY(billion)

Press: Mechanical, Hydraulic, Forging & Automation

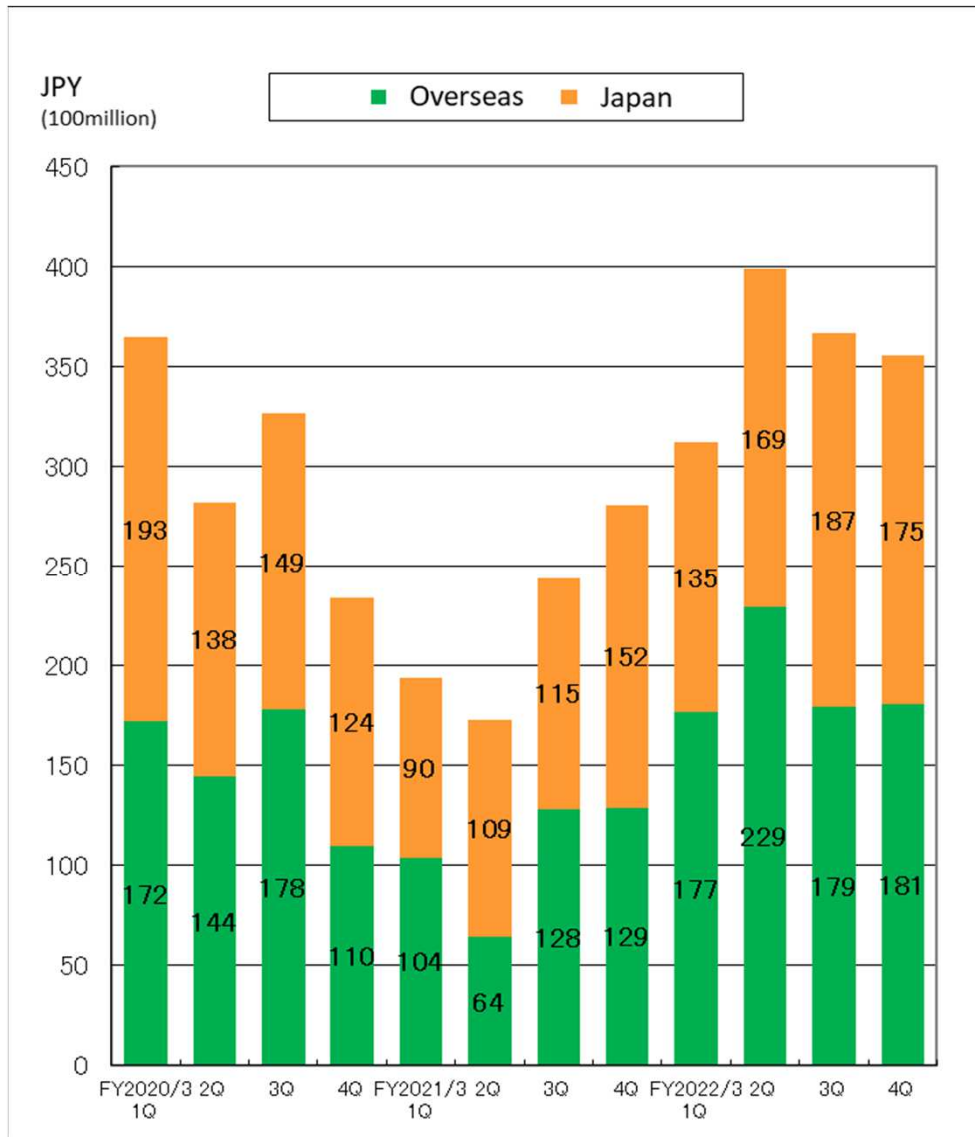
Monthly Average



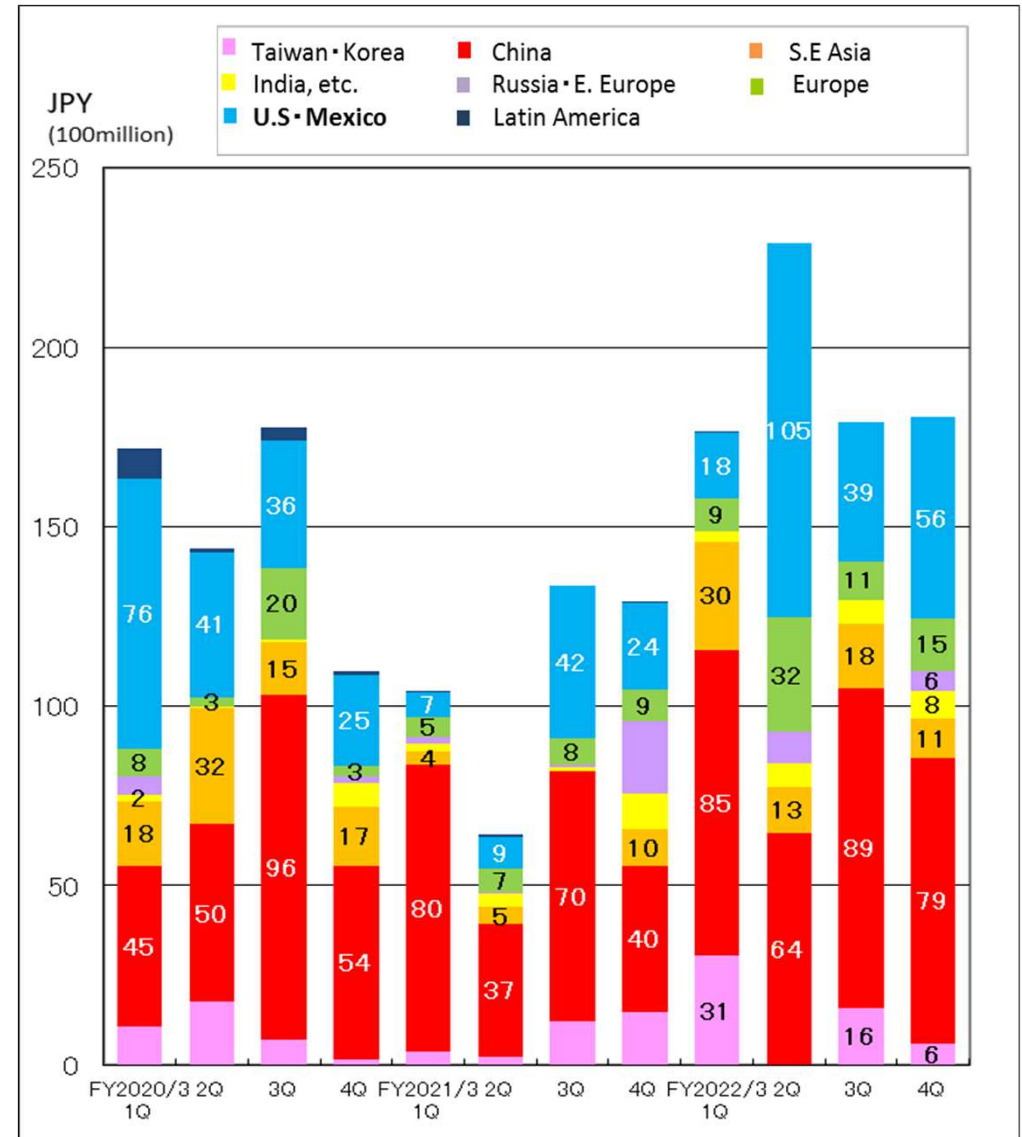
Reference material: JFMA

(for Reference) Statistics of Forming Machinery Industry- 2

Trend of Order Intake



Trend of Order Intake (Overseas) by Geographic Segment



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.**

May 2022

AIDA ENGINEERING, LTD.