

Presentation of Consolidated Financial Results for the Ended March 31, FY2020 (from Apr. 2019 to Mar. 2020)

AIDA



Highlights of FY2020
(Fiscal Year ended Mar.2020)
Financial Results

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	
Exchange Rate	1USD 1EUR

FY2019/3	FY2020/3
84,082	69,159
68,851	53,966
15,230	15,192
18.1%	22.0%
9,669	9,019
5,561	6,173
6.6%	8.9%
5,880	6,423
5,785	6,242
4,634	4,022
¥110.95	¥108.81
¥128.46	¥120.91

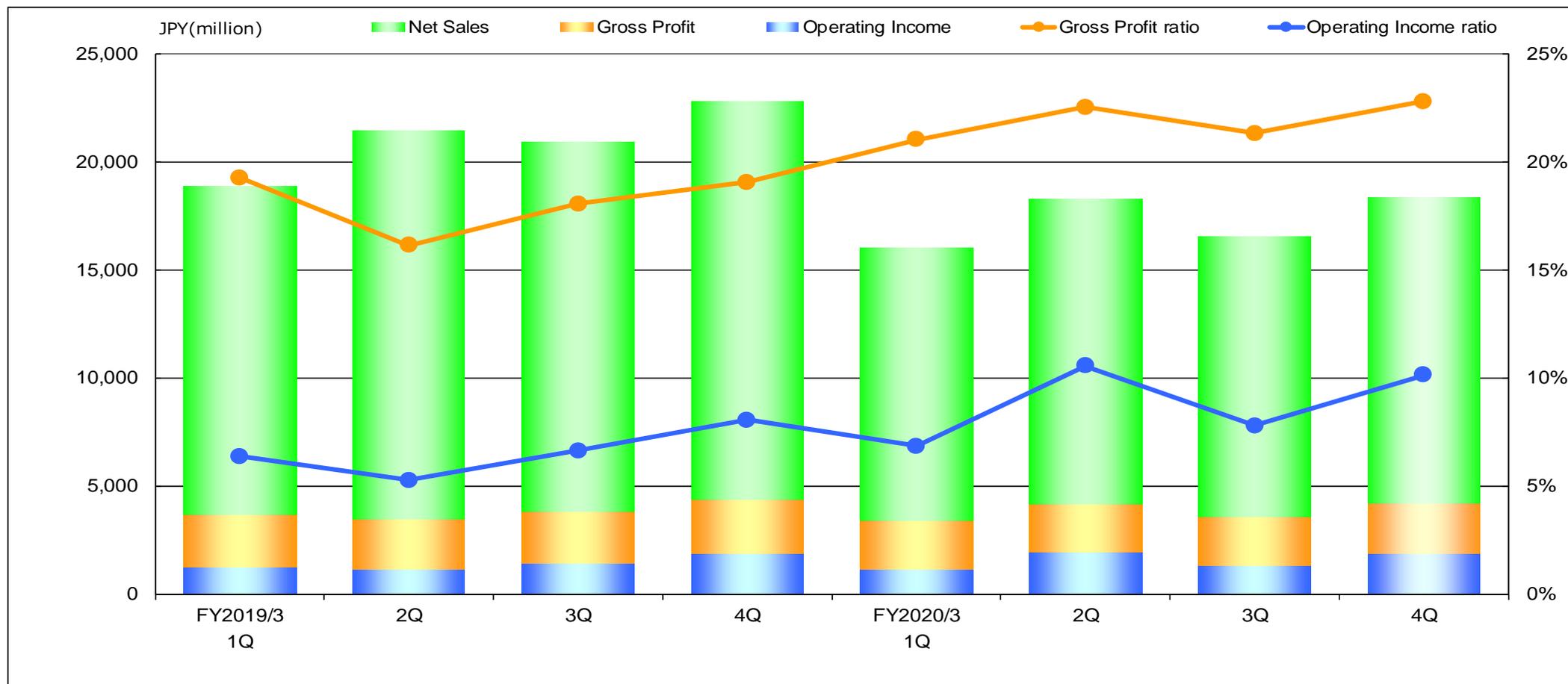
Fluctuation	
Amount	%
△ 14,923	△17.7%
△ 14,885	△21.6%
△ 38	△0.2%
	(+3.9P)
△ 649	△6.7%
611	11.0%
	(+2.3P)
542	9.2%
457	7.9%
△ 612	△13.2%
△2.14	△1.9%
△7.55	△5.9%

<Summary>

Net Sales decreased due to decrease of orders intake since the previous FY, but Operating Income and Ordinary Income increased from the previous FY due to the improvement of product mix and profitability.

Net Sales:	Net Sales decreased by 17.7% from the previous FY mainly due to decrease of orders intake since the previous FY from automotive-related customers in China, the Americas, and Europe.
Gross Profit:	While net sales decreased, gross profit decreased only by 0.2% from the previous FY due to the improvement of product mix, the profitability of mid-to-large sized press machines, and drop in an additional cost for custom specifications which occurred in previous FY.
Operating Income:	Operating Income increased by 11% from the previous FY mainly due to the improvement in gross margin and the reduction of SGA. Operating Income ratio increased by 2.3 points.
Ordinary Income:	Ordinary Income increased by 9.2% from the previous FY due to increase of Operating Income.
Net Income:	Net Income decreased by 13.2% from the previous FY mainly due to the absence of the special factor for tax effect(reduction in tax burden).

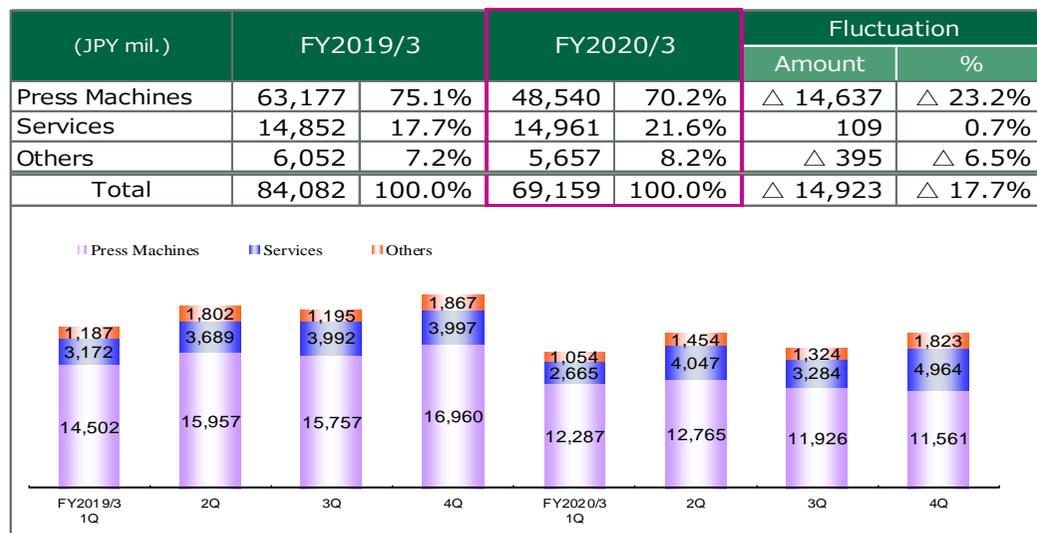
Trend of Sales, Gross Profit and Operating Income



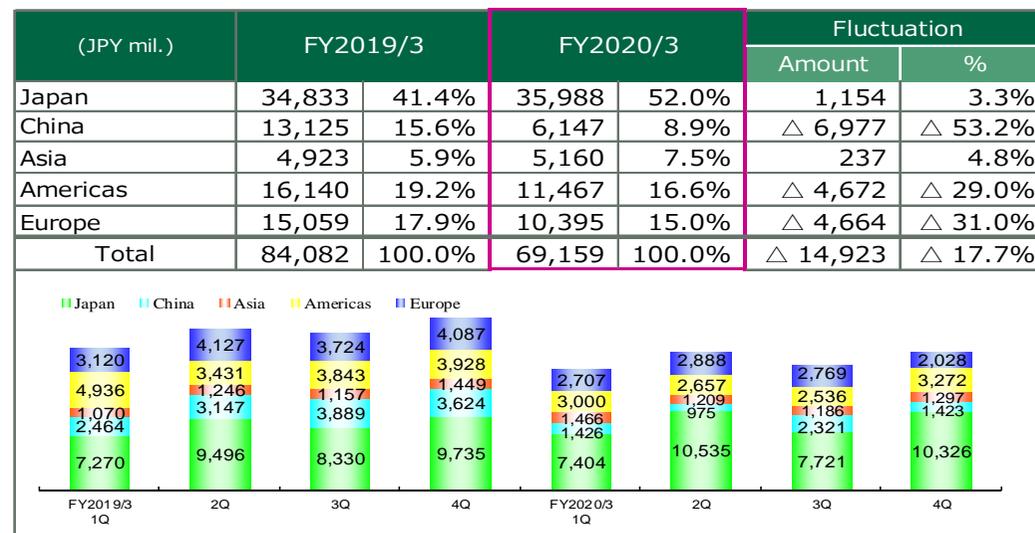
JPY(million)		FY2019/3				FY2020/3			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	Net Sales	18,862	21,449	20,945	22,825	16,007	18,267	16,534	18,349
	Gross Profit	3,637	3,459	3,781	4,352	3,366	4,115	3,524	4,186
	Operating Income	1,203	1,130	1,389	1,837	1,097	1,929	1,287	1,858
	Gross Profit ratio	19.3%	16.1%	18.1%	19.1%	21.0%	22.5%	21.3%	22.8%
	Operating Income ratio	6.4%	5.3%	6.6%	8.1%	6.9%	10.6%	7.8%	10.1%

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

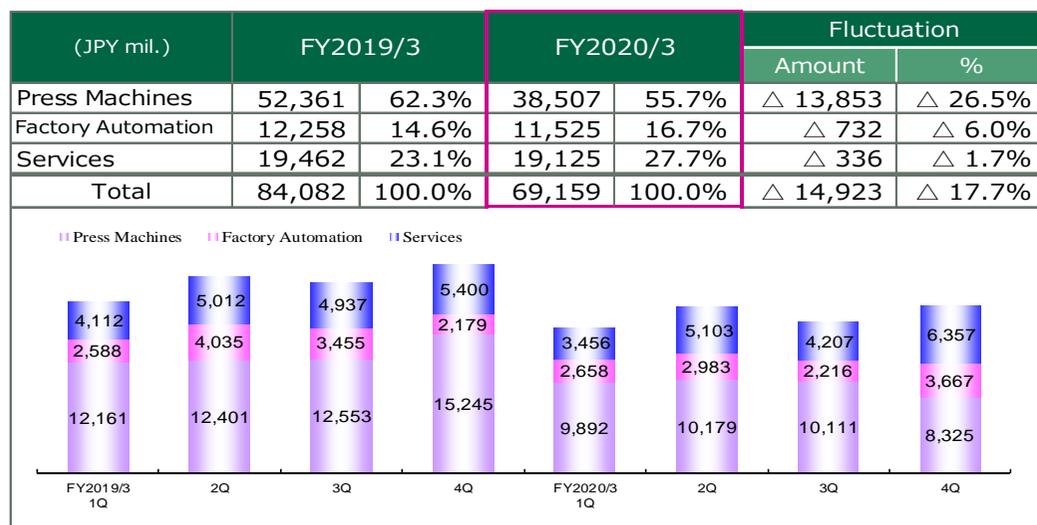
Sales by Business segment



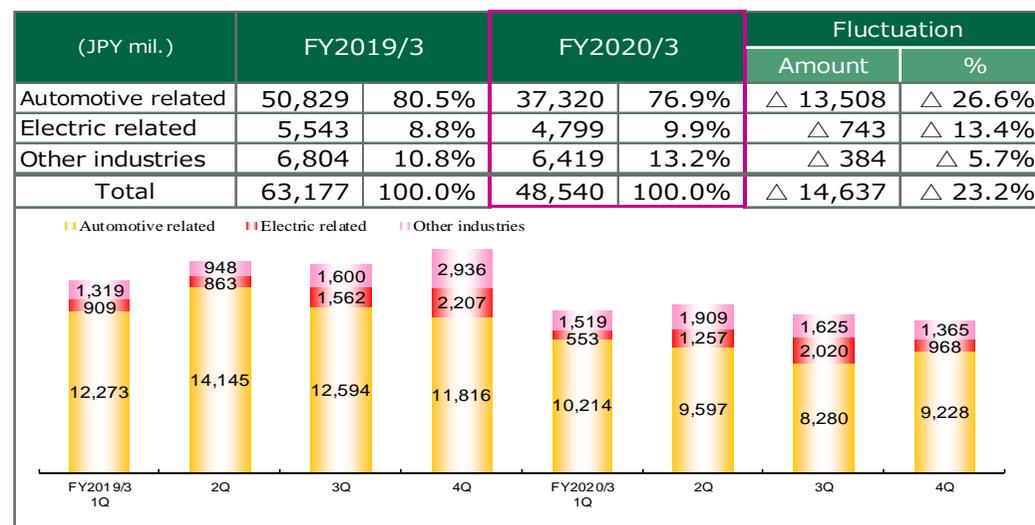
Sales by Geographic segment



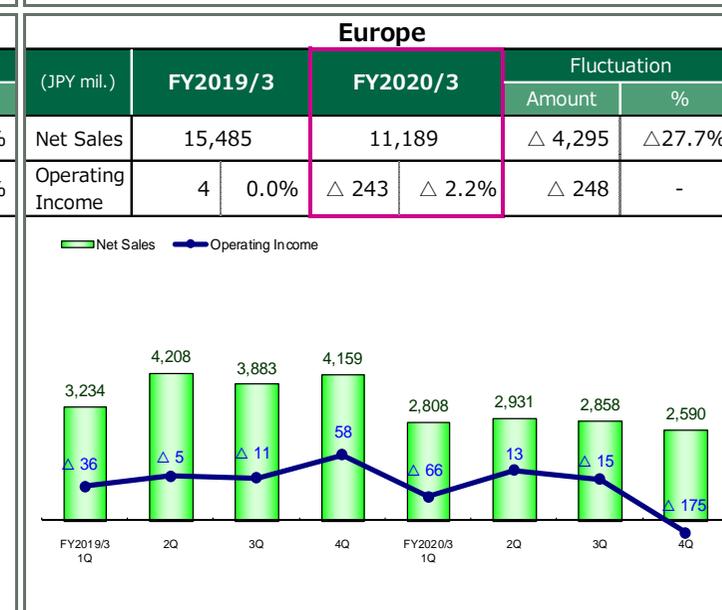
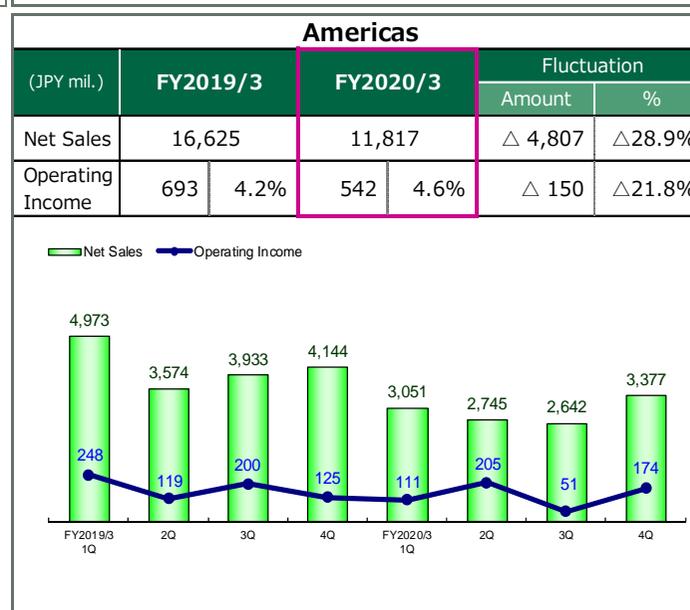
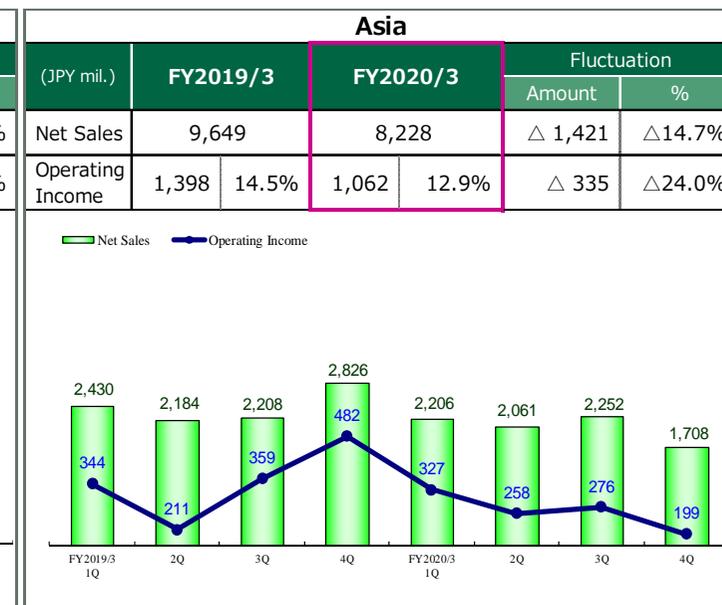
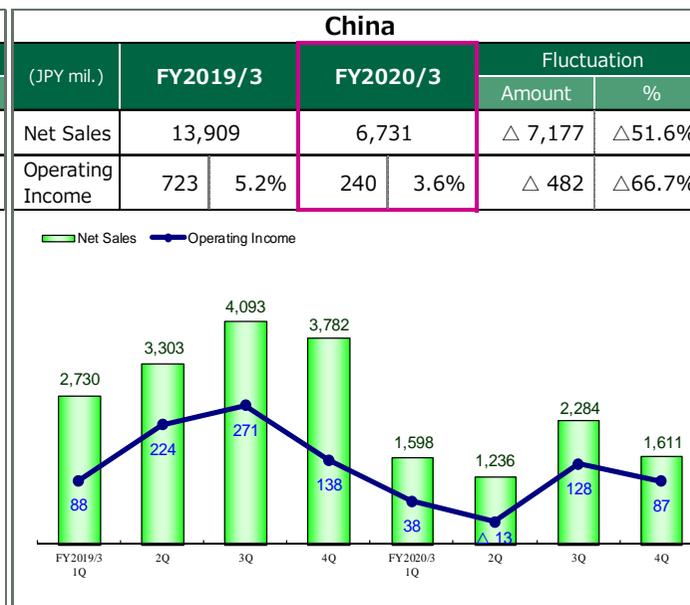
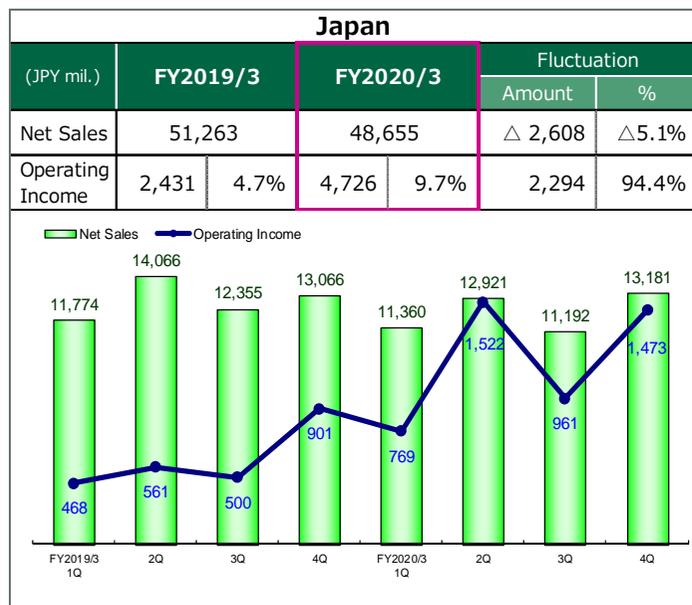
Sales by Business segment of the Mid-Term Management Plan "THE AIDA PLAN 523"



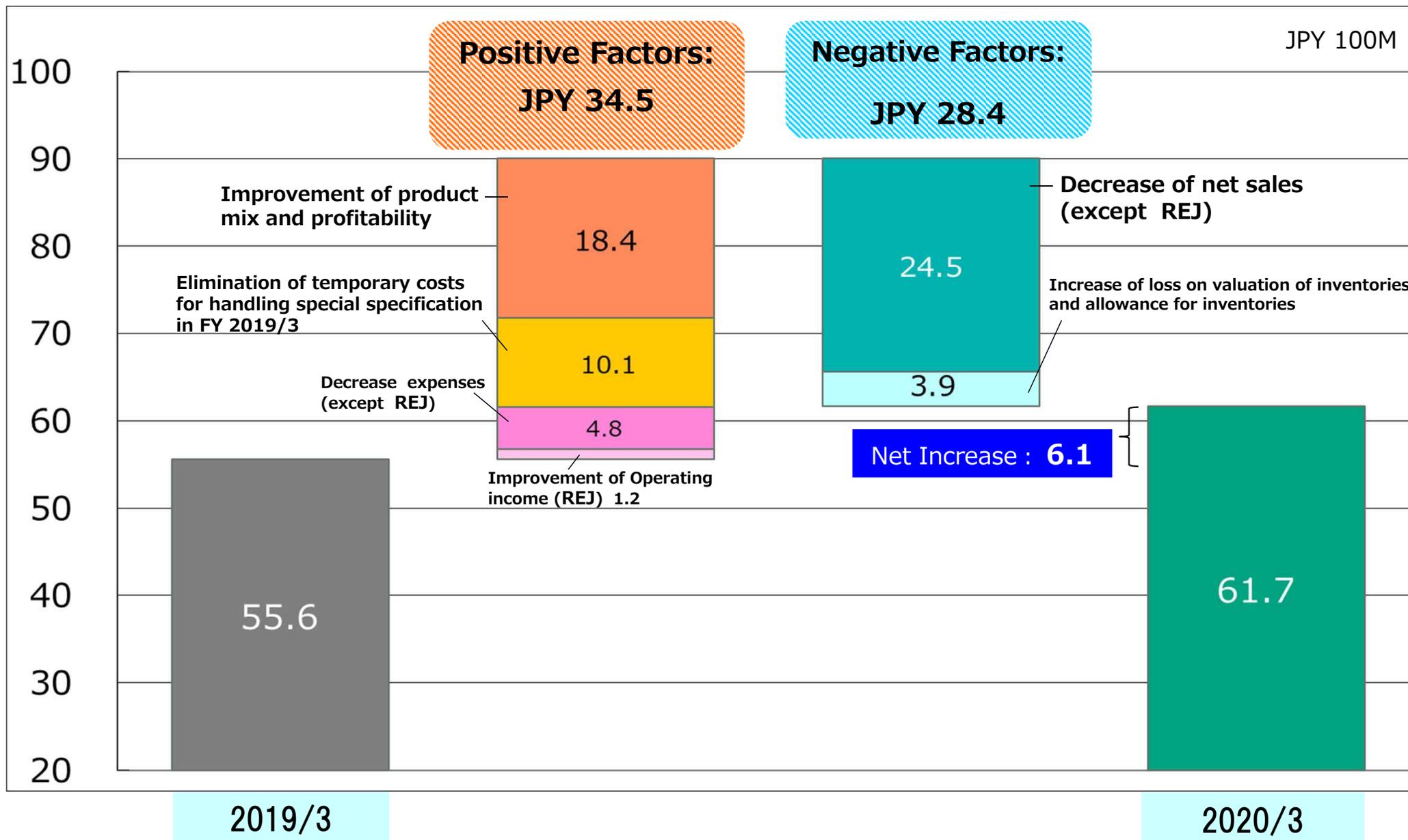
Sales (press machines) by Customer industry



Sales / Operating Income (by Geographic segment)



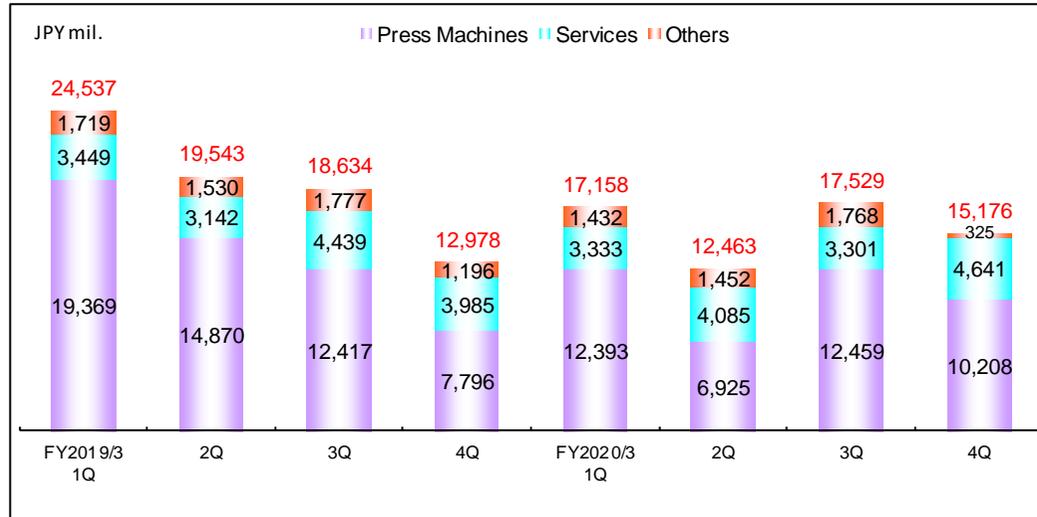
Fluctuation Analysis with regards to Operating Income



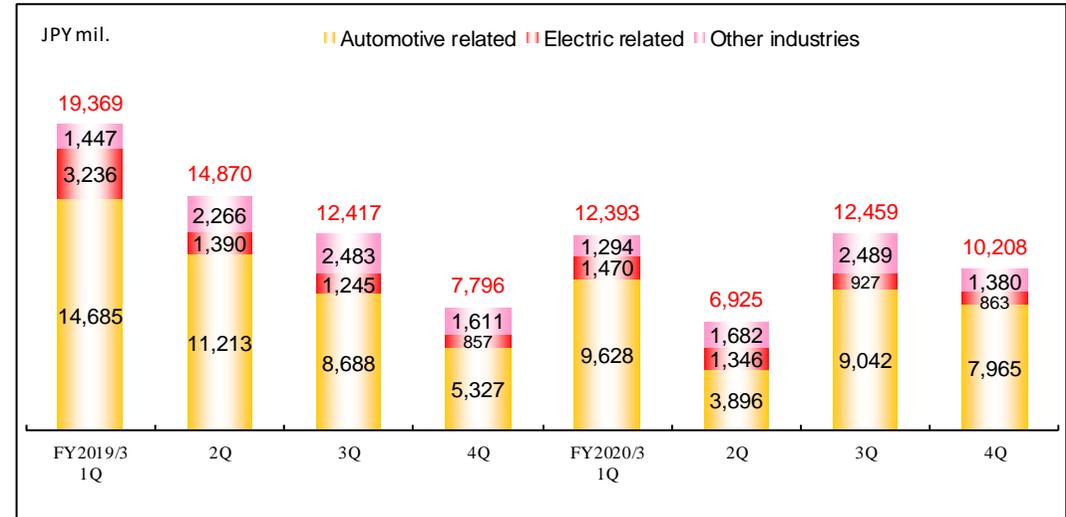
Orders Intake & Backlog (by Business/Customer/Geographic segment)



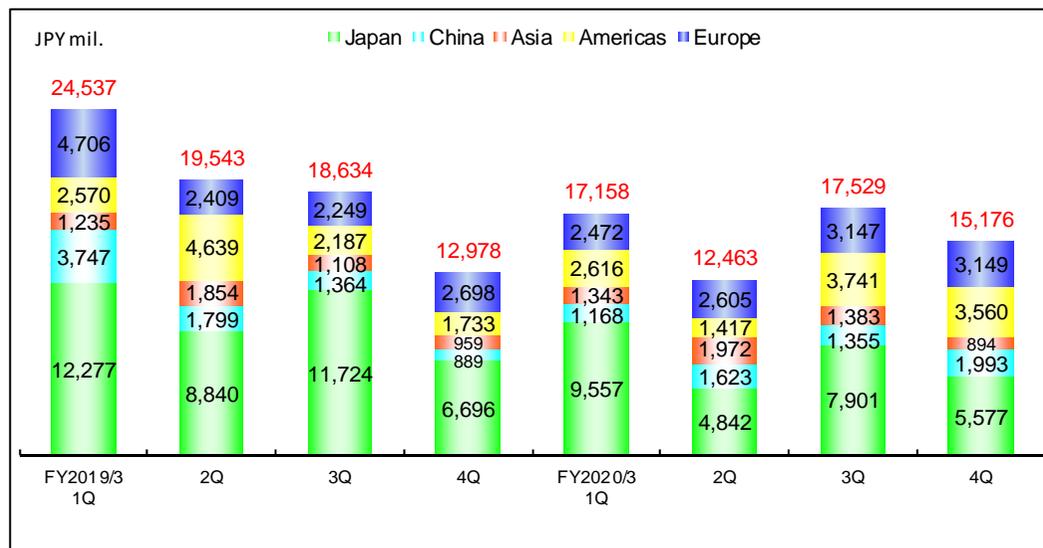
Orders Intake by Business Segment



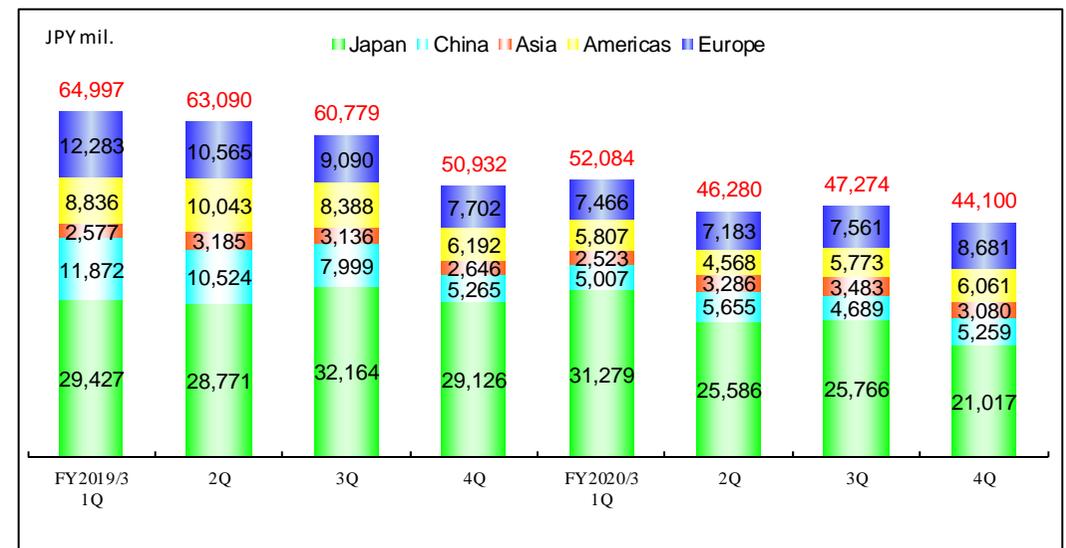
Orders Intake by Customer Industry (Press Machines)



Orders Intake by Geographic Segment



Orders Backlog by Geographic Segment



Trend of Orders Intake & Backlog



(JPY mil.)			FY2019/3				FY2020/3				vs. FY2019/3		
			1st Half		Full-year		1st Half		Full-year		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
Order Intake	BY Business	Press Machine	34,240	77.7%	54,454	71.9%	19,318	65.2%	41,987	67.4%	△ 12,466	△ 22.9%	
		Customer	Automotive related	25,898	75.6%	39,914	73.3%	13,525	70.0%	30,533	72.7%	△ 9,381	△ 23.5%
			Electric related	4,626	13.5%	6,729	12.4%	2,816	14.6%	4,608	11.0%	△ 2,121	△ 31.5%
			Other industries	3,714	10.8%	7,809	14.3%	2,976	15.4%	6,845	16.3%	△ 964	△ 12.3%
		Services	6,591	15.0%	15,015	19.8%	7,418	25.0%	15,360	24.6%	345	2.3%	
		Others	3,250	7.4%	6,223	8.2%	2,884	9.7%	4,978	8.0%	△ 1,245	△ 20.0%	
	BY Region	Japan	21,117	47.9%	39,538	52.2%	14,400	48.6%	27,879	44.7%	△ 11,658	△ 29.5%	
		China	5,547	12.6%	7,801	10.3%	2,792	9.4%	6,141	9.9%	△ 1,659	△ 21.3%	
		Asia	3,090	7.0%	5,158	6.8%	3,316	11.2%	5,594	9.0%	435	8.4%	
		Americas	7,210	16.4%	11,130	14.7%	4,034	13.6%	11,336	18.2%	205	1.8%	
		Europe	7,116	16.1%	12,064	15.9%	5,078	17.1%	11,375	18.3%	△ 689	△ 5.7%	
Total			44,081	100.0%	75,694	100.0%	29,621	100.0%	62,326	100.0%	△ 13,367	△ 17.7%	
Order Backlog	BY Region	Japan	28,771	45.6%	29,126	57.2%	25,586	55.3%	21,017	47.7%	△ 8,108	△ 27.8%	
		China	10,524	16.7%	5,265	10.3%	5,655	12.2%	5,259	11.9%	△ 6	△ 0.1%	
		Asia	3,185	5.0%	2,646	5.2%	3,286	7.1%	3,080	7.0%	433	16.4%	
		Americas	10,043	15.9%	6,192	12.2%	4,568	9.9%	6,061	13.7%	△ 131	△ 2.1%	
		Europe	10,565	16.7%	7,702	15.1%	7,183	15.5%	8,681	19.7%	979	12.7%	
	Total			63,090	100.0%	50,932	100.0%	46,280	100.0%	44,100	100.0%	△ 6,832	△ 13.4%

Major Changes on Balance Sheet



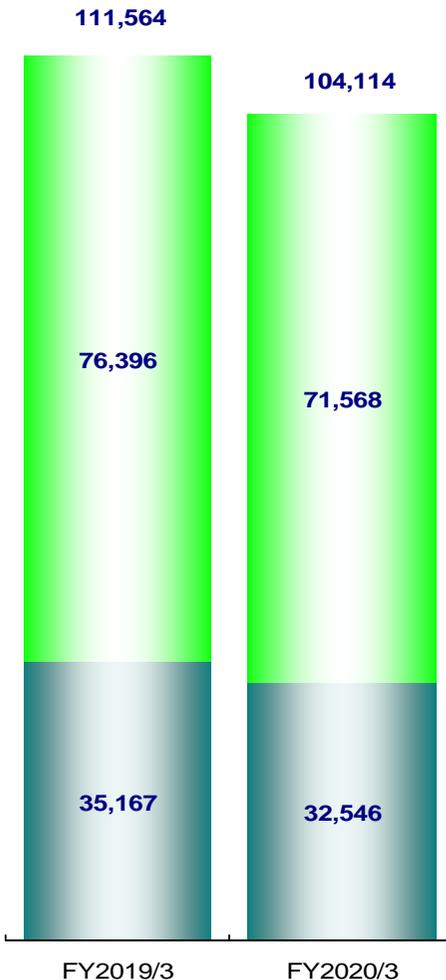
Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Previous FY

Total assets \triangle 7,450



Current assets \triangle 4,828

Cash on hand and at bank \triangle 2,432

Notes and accounts receivable - trade, electronically recorded monetary claims - operating \triangle 1,946

Fixed assets \triangle 2,621

Property, plant and equipment \triangle 1,668

Investment securities \triangle 863

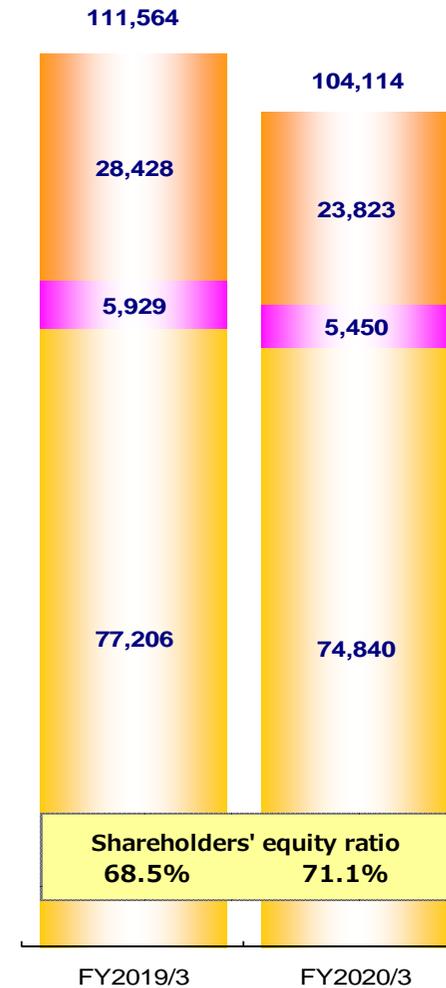
Liabilities and Net Assets

(JPY mil.)

■ Current liabilities
■ Non-current liabilities
■ Net assets

VS end of Previous FY

Total liabilities \triangle 5,084



Current liabilities \triangle 4,605

Accounts payable - trade and electronically recorded monetary obligations - operating \triangle 3,375

Advances received \triangle 2,157

Non-current liabilities \triangle 479

Net assets \triangle 2,365

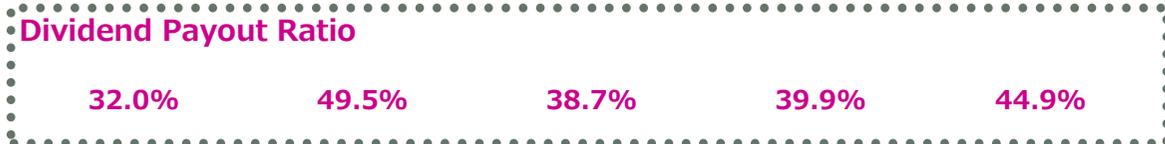
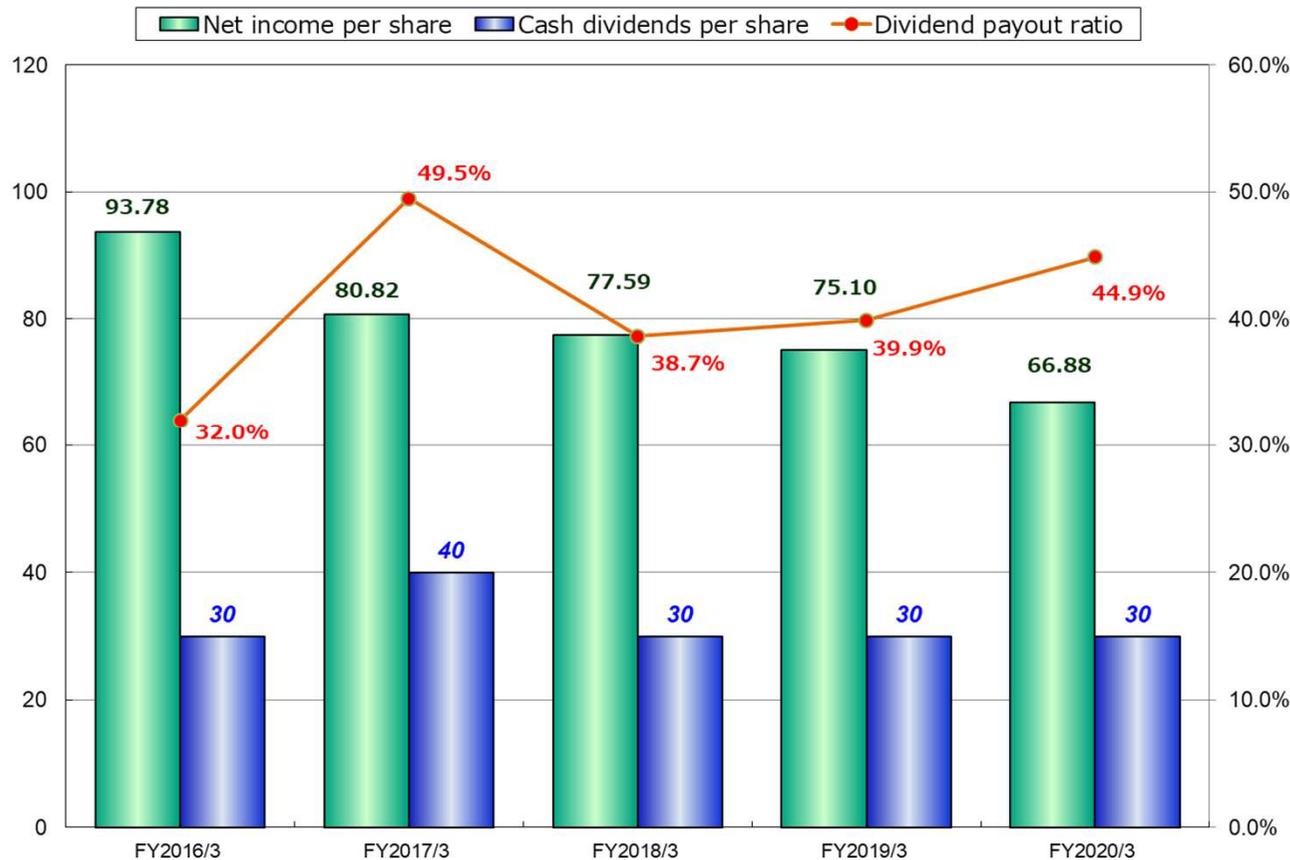
Valuation difference on available-for-sale securities \triangle 979

Foreign currency translation adjustment \triangle 1,418

Shareholders' equity ratio
68.5% 71.1%

Return to Shareholders

• **Dividend Policy** : AIDA focuses on continuation of stable dividend, maintaining "dividend on equity" at adequate level. Dividend amount is basically linked with consolidated financial results , targeting 30% or higher of dividend payout ratio.



Maintain a dividend of ¥30 per share for FY2020, while net income per share is lower than the previous FY.
 → Achieving 44.9% of dividend payout ratio.

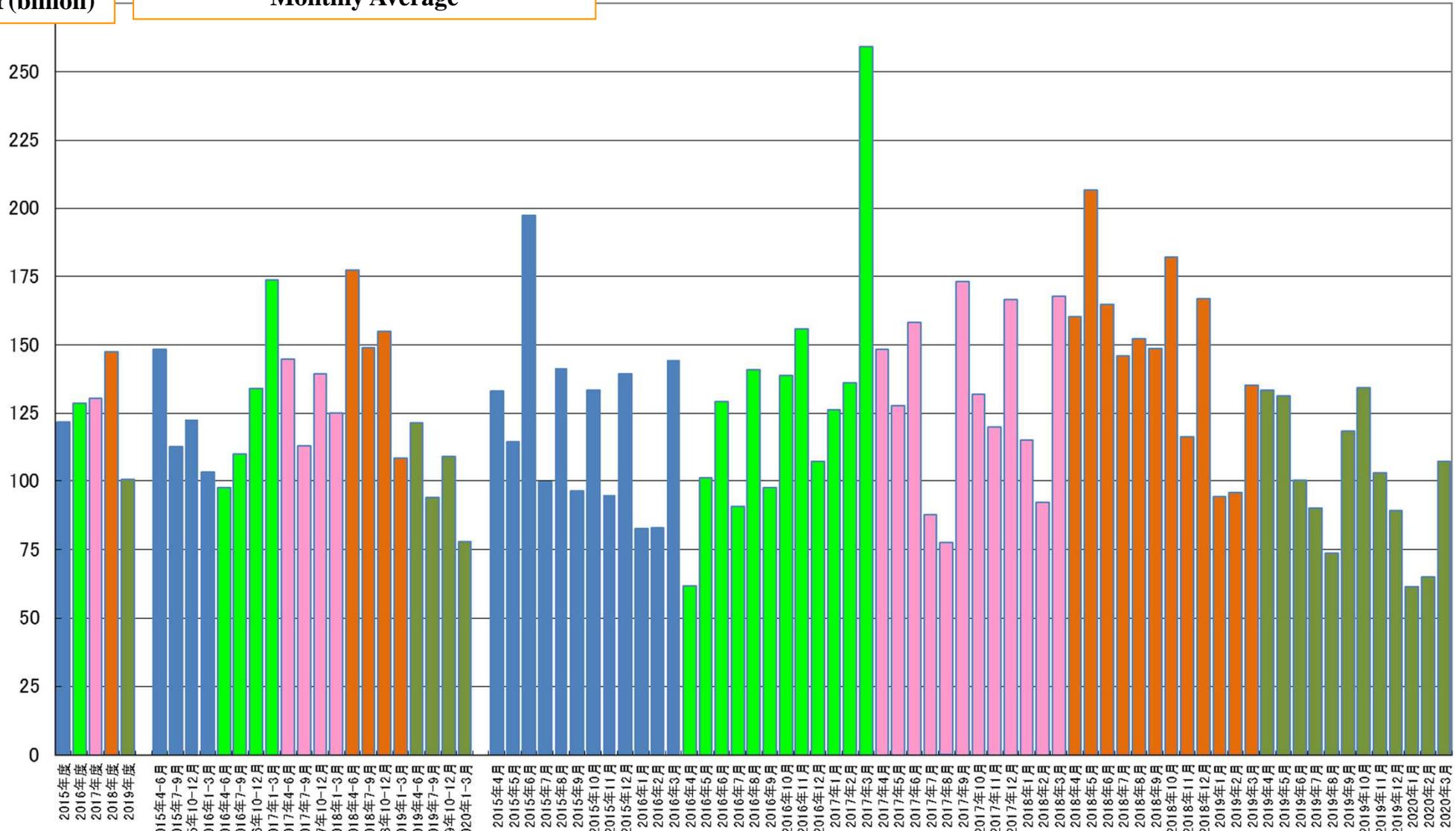
(for Reference) Statistics of Forming Machinery Industry-1



Press: Mechanical, Hydraulic, Forging & Automation

JPY(billion)

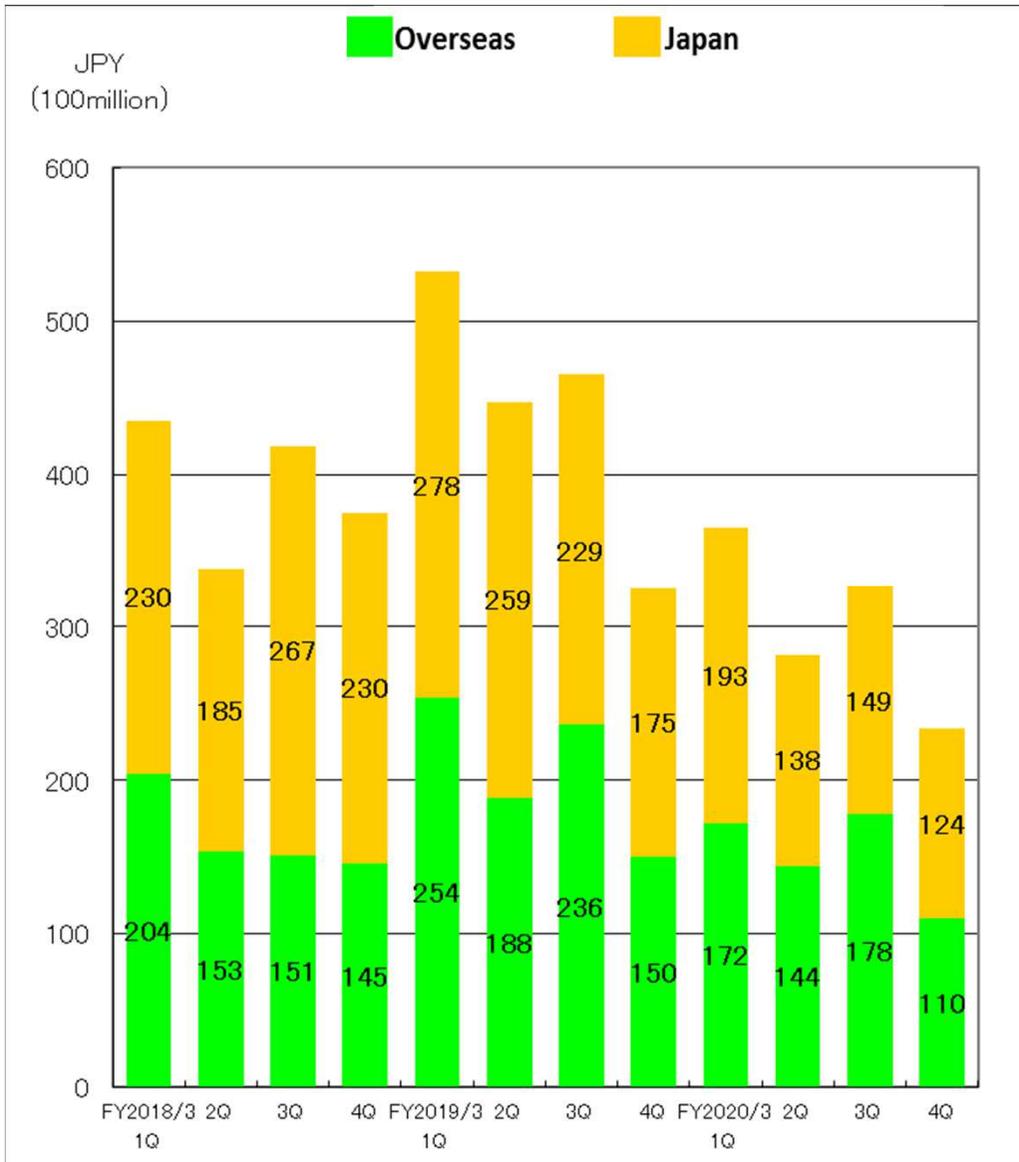
Monthly Average



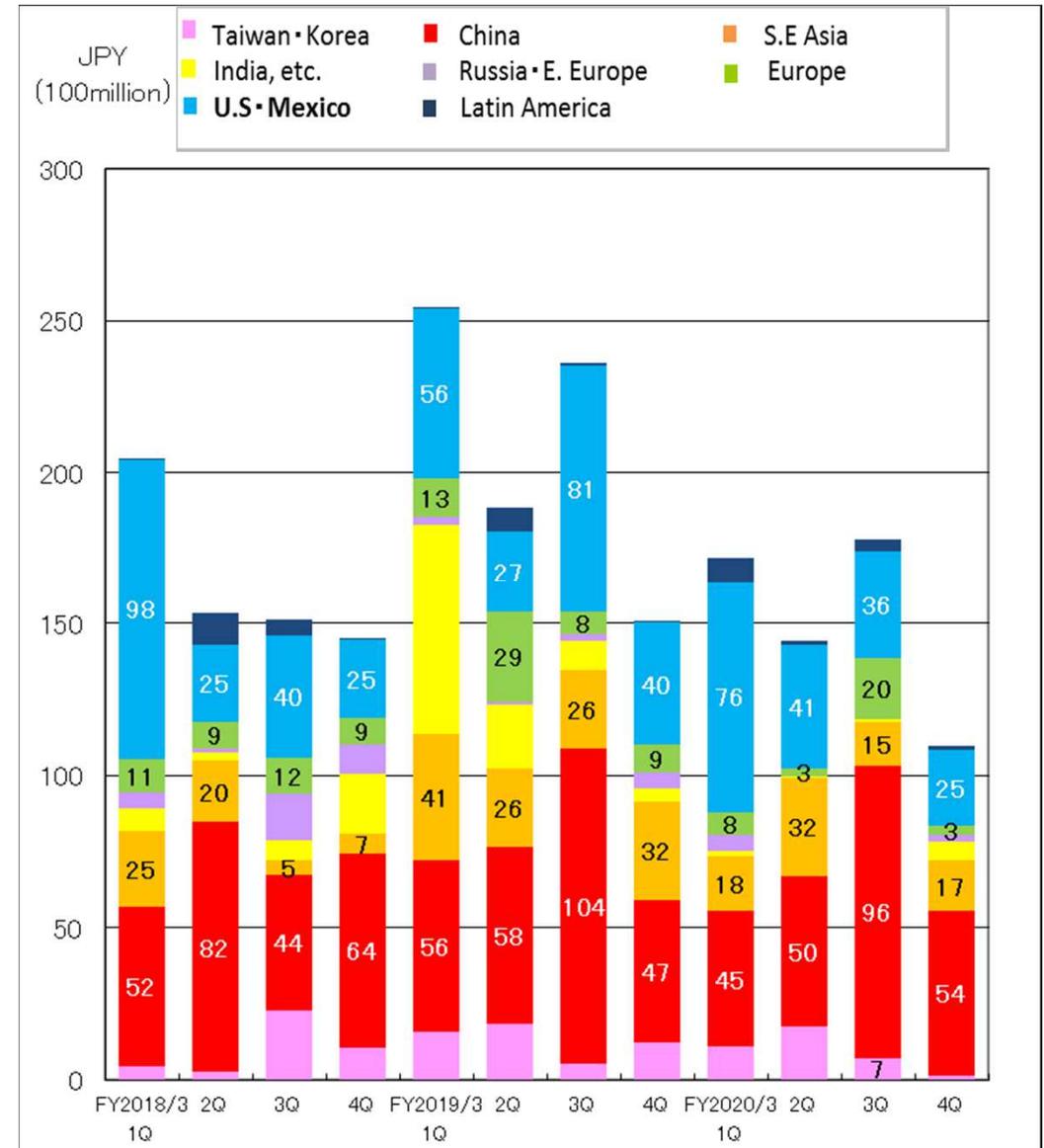
Place of origin: JFMA

(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.**

May 2020

AIDA ENGINEERING, LTD.