

Presentation of Consolidated Financial Results for the 2nd Quarter of the FY Ended March 31, 2024

(from April 2023 to September 2023)

AIDA ENGINEERING, LTD.

Highlights of Consolidated Results Summary of P&L



FY2023/3	FY2024/3	Fluctu	ation	
1st Half	1st Half	Amount	%	
47,302	42,990	△ 4,312	△9.1%	(100million JPY)
32,164	34,575	2,411	7.5%	Factors of Change in Operating Income
26,862	28,250	1,388	5.2%	, ,
5,302	6,324	1,022	19.3%	Improvement of product mix and
16.5%	18.3%			profitability 6.6
4,585	4,897	311		(excluding REJ & FX rate Impact)
716	1,427	711	99.3%	Increase of net sales
2.2%	4.1%		(+1.9P)	(excluding REJ & FX rate Impact)
789	1,461	672	85.2%	
885	1,741	855	96.6%	Increase of SG&A expenses
495	1,148	653	131.7%	(excluding REJ & FX rate Impact)
¥129.52	¥140.92	11.40	8.8%	Total 7.1
¥138.00	¥153.36	15.36	11.1%	Total 7.1
	32,164 26,862 5,302 16.5% 4,585 716 2.2% 789 885 495 ¥129.52	47,302 42,990 32,164 34,575 26,862 28,250 5,302 6,324 16.5% 18.3% 4,585 4,897 716 1,427 2.2% 4.1% 789 1,461 885 1,741 495 1,148 ¥129.52 ¥140.92	47,302 42,990 △ 4,312 32,164 34,575 2,411 26,862 28,250 1,388 5,302 6,324 1,022 16.5% 18.3% 311 716 1,427 711 2.2% 4.1% 672 885 1,741 855 495 1,148 653 ¥129.52 ¥140.92 11.40	47,302 42,990 △ 4,312 △9.1% 32,164 34,575 2,411 7.5% 26,862 28,250 1,388 5.2% 5,302 6,324 1,022 19.3% 16.5% 18.3% (+1.8P) 4,585 4,897 311 6.8% 716 1,427 711 99.3% 2.2% 4.1% (+1.9P) 789 1,461 672 85.2% 885 1,741 855 96.6% 495 1,148 653 131.7% ¥129.52 ¥140.92 11.40 8.8%

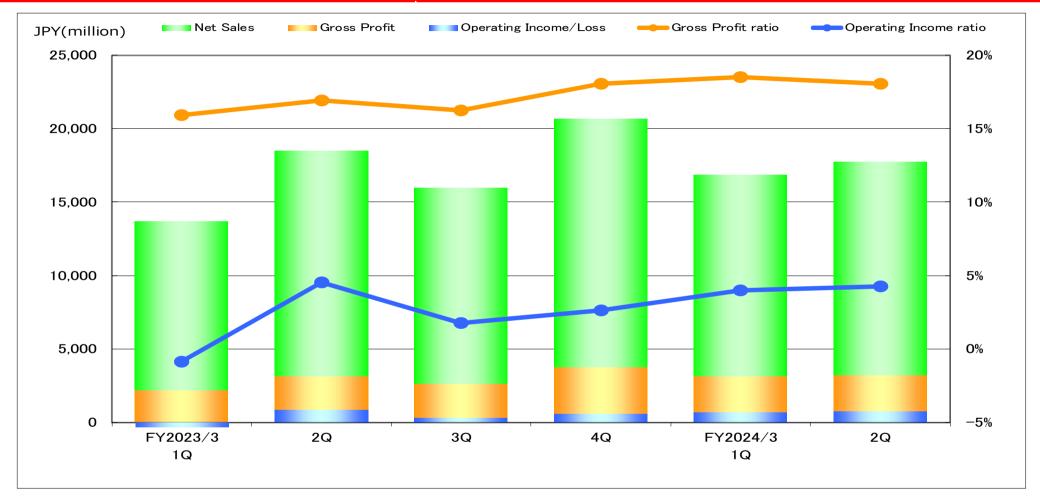
<Summary>

Orders are solid despite a reactionary drop from last FY's rush of orders for high-speed presses. Sales increased due to an increase in high-speed presses and yen depreciation Income increased due to higher sales and improved product mix.

Orders	Although orders declined 9.1% year-on-year in reaction to the rush of orders for EV-ralated high-speed presses in the previous FY, demand for high-speed presses remained strong, excluding those special factors.
Net Sales	Sales increased 7.5% year-on-year due to an increase in EV-related high-speed presses and the impact of a weaker yen. On the other hand, sales of presses and services were lower than expected due to sales delays.
Gross Profit	Despite soaring costs for raw materials, subcontracting and logistics, the gross profit ratio increased by 19.3% year-on-year due to increased sales and improved product mix. On the other hand, the delayed sales of high-value-added presses and soaring costs have exceeded expections, resulting in a lower-than-expected level of sales.
Operating Income	Operating income increased due to the above-mentioned factors.
Net Income	Net income increased due to the above-mentioned factors and gain on sales of fixed assets, etc.

Trend of Sales, Gross Profit and Operating Income





1DV(million)		FY20	FY2024/3			
JPY(million)	1Q	2Q	3Q	4Q	1Q	2Q
Net Sales	13,665	18,498	15,970	20,660	16,867	17,708
Gross Profit	2,174	3,127	2,595	3,730	3,124	3,200
Operating Income/Loss	△ 121	837	277	545	671	756
Gross Profit ratio	15.9%	16.9%	16.2%	18.1%	18.5%	18.1%
Operating Income ratio	△0.9%	4.5%	1.7%	2.6%	4.0%	4.3%

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



Sales by Business segment (Press related / Others)

(JPY mil.)	FY20	23/3	FY20	24/3	Fluctuation		
(JPY IIIII.)	1st	Half	1st	Half	Amount	%	
Presses	23,502	73.1%	25,870	74.8%	2,367	10.1%	
Services	6,860	21.3%	7,122	20.6%	262	3.8%	
Others	1,801	5.6%	1,582	4.6%	△ 218	△ 12.1%	
Total	32,164	100.0%	34,575	100.0%	2,411	7.5%	
presses	■Services	□ Others					
790	1,010 3,984	786 3,862	1,361 4,647	75 3,1	50	832 4,009	
790 2,876 9,998				75 3,1			

Sales by Geographic segment

(JPY mil.)	FY20	23/3	FY20	24/3	Fluct	tuation
(JFT IIIII.)	1st I	Half	1st	Half	Amount	%
Japan	11,307	35.2%	9,861	28.5%	△ 1,446	△ 12.8%
China	5,043	15.7%	6,956	20.1%	1,913	37.9%
Asia	3,119	9.7%	3,544	10.3%	425	13.6%
Americas	7,951	24.7%	7,049	20.4%	△ 901	△ 11.3%
Europe	4,742	14.7%	7,162	20.7%	2,419	51.0%
Total	32,164	100.0% 34,575 100.0%		2,411	7.5%	
□ Japan □ Chin	a ∐Asia ⊔A	Americas □Eu	ırope			
1,865 3,456 1,387 1,712 5,243	2,877 4,495 1,731 3,330 6,064	3,550 3,855 1,193 2,202 5,168	3,131 4,538 1,953 3,353 7,683	3,7 3,1 2,0	.62 .016	3,389 3,887 1,528 3,483 5,418
FY2023/3 1Q	2Q	3Q	4Q	FY20	024/3 Q	2Q

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

(JPY mil.)	FY20	23/3	FY20	24/3	Fluctuation	
(JPY IIIII.)	1st Half		1st	Half	Amount	%
Presses	64.9%	22,526	65.2%	1,657	7.9%	
Factory Automation	3,155	9.8%	3,619	10.5%	464	14.7%
Services	8,140	25.3%	8,429	24.4%	288	3.5%
Total	32,164	100.0%	34,575	100.0%	2,411	7.5%
	4,666	4,503	5,764	3,	688	4,741
			5.76			
3,473 1,749	1,405	1,572	3,173	۷,	076	1,543
8,442	12,426	9,895	11,723	3 11	,102	11,423
FY2023/3 1Q	2Q	3Q	4Q		024/3 1Q	2Q

Sales (presses) by Customer industry

(JPY mil.)	FY20	23/3	FY20	24/3	Fluctuation	
(JFT IIIII.)	1st	Half	1st	Half	Amount	%
Automotive relate	16,036	68.2%	17,593	68.0%	1,557	9.7%
Electric related	1,884	8.0%	2,395	9.3%	510	27.1%
Other industries	5,581	23.7%	5,881	22.7%	299	5.4%
Total	23,502	100.0%	25,870	100.0%	2,367	10.1%
□ Automotive rela	2,968	elated U Other	2,338 1,817	2,8	335 511	3,045 883
2,613 744 6,641	9,394	7,685	10,496	5		8,936
FY2023/3 1Q	2Q	3Q	4Q)24/3 Q	2Q

Sales / Operating Income (by Geographic segment)

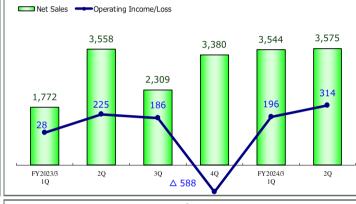


FY2024/3

Japan								
(JPY mil.)	FY20	23/3	FY20	24/3	Fluctuation			
(JPT IIIII.)	1st	Half	1st	Half	Amount	%		
Net Sales	18,	736	18,4	193	△ 243	△1.3%		
Operating Income / Loss	△ 288	△ 1.5%	△ 225	△ 1.2%	62	-		



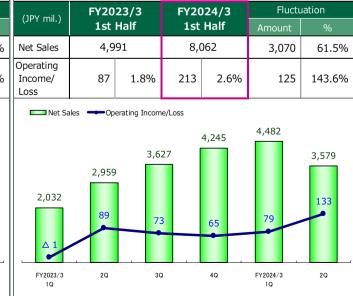
(JPY mil.) FY2023/3 1st Half FY2024/3 2st Half Fluctuation Net Sales 5,331 7,120 1,788 33.6% Operating Income/ Loss 253 4.8% 510 7.2% 257 101.5%	<u>China</u>								
Ist Half 1st Half Amount % Net Sales 5,331 7,120 1,788 33.6% Operating Income/ 253 4.8% 510 7.2% 257 101.5%	(IDV mil)	FY20	23/3	FY20	24/3	Fluctu	ation		
Operating Income/ 253 4.8% 510 7.2% 257 101.5%	(JPT IIIII.)	1st	Half	1st	Half	Amount	%		
Income/ 253 4.8% 510 7.2% 257 101.5%	Net Sales	5,3	331	7,1	.20	1,788	33.6%		
1033	, ,	253	4.8%	510	7.2%	257	101.5%		



-1	71514						
	(JPY mil.)	FY20	23/3	FY20	24/3	Fluctu	ıation
	(JFT IIIII.)	1st	Half	1st	Half	Amount	%
	Net Sales	5,4	33	5,2	275	△ 157	△2.9%
	Operating Income/ Loss	339	6.3%	620	11.8%	280	82.5%
	2,203	3,22		ne/Loss	2,989	2,893	2,381
١		2.42				338	282

Asia

Americas								
(JPY mil.)	FY20	23/3	FY20	24/3	Flucti	uation		
(JPT IIIII.)	1st	Half	1st	Half	Amount	%		
Net Sales	8,1	.97	7,3	882	△ 814	△9.9%		
Operating Income/ Loss	49	0.6%	164	2.2%	115	232.6%		
3,653	4,5	3,		4,667 252	3,235 Δ 16	4,146		



Europe

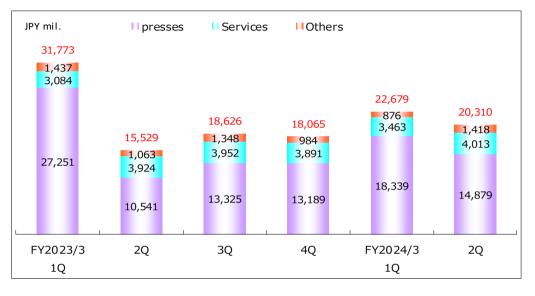
FY 2023/3

2Q

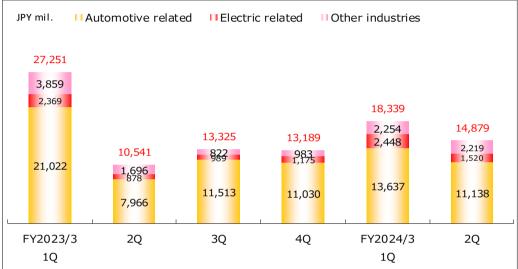
Orders & Backlog (by Business/Customer/Geographic segment)



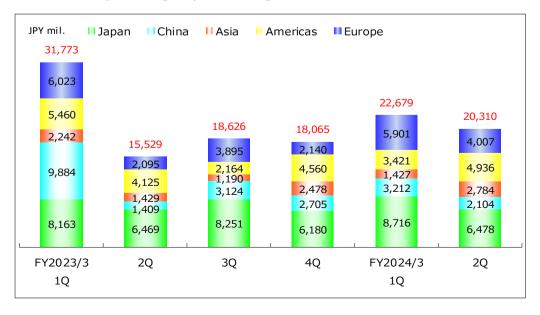
Orders by Business Segment



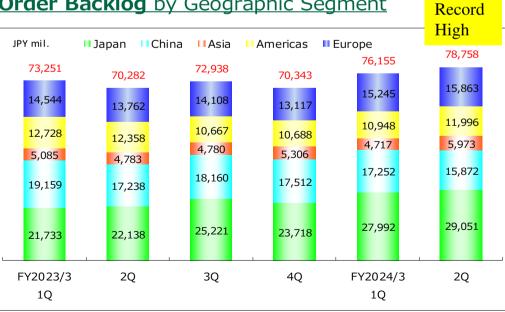
Orders by Customer Industry (Presses)



Orders by Geographic Segment



Order Backlog by Geographic Segment



Sales & Orders & Order Backlog (by Press type)



Sales by Press type

(JPY mil.)	FY2023/3 1st Half		FY20	24/3	Fluctuation	
(JPY IIIII.)			1st	1st Half		%
Customized press and others	12,322	52.4%	8,117	31.4%	△ 4,204	△ 34.1%
Ultimate Precision Forming Press (UL)	1,282	5.5%	738	2.9%	△ 543	△ 42.4%
High Speed Automatic Press	5,116	21.8%	11,244	43.5%	6,128	119.8%
General Purpose press	4,780	20.3%	5,768	22.3%	988	20.7%
Total	23,502	100.0%	25,870	100.0%	2,367	10.1%



Orders by Press type

(JPY mil.)	FY20:	23/3	FY20:	24/3	Fluctuation			
(SPT IIIII.)	1st l	Half	1st l	Half	Amount	%		
Customized press and others	12,240	32.4%	9,555	28.8%	△ 2,685	△ 21.9%		
Ultimate Precision Forming Press (UL)	1,472	3.9%	266	0.8%	△ 1,206	△ 81.9%		
High Speed Automatic Press	18,502	49.0%	15,715	47.3%	△ 2,787	△ 15.1%		
General Purpose press	5,576	14.8%	7,682	23.1%	2,105	37.8%		
Total	37,792	100.0%	33,219	100.0%	△ 4,573	△ 12.1%		



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



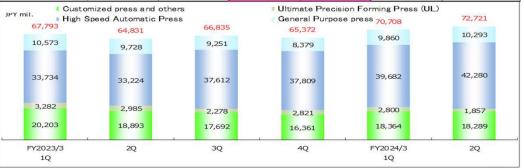
Customized press and others

Middle and large size machines, upon requests from customers



Order Backlog by Press type

(30)/!)	FY20:	23/3	FY20	24/3	Fluctuation			
(JPY mil.)	1st I	Half	1st	Half	Amount	%		
Customized press and others	18,893	29.1%	18,289	25.2%	△ 603	△ 3.2%		
Ultimate Precision Forming Press (UL)	2,985	4.6%	1,857	2.6%	△ 1,127	△ 37.8%		
High Speed Automatic Press	33,224	51.2%	42,280	58.1%	9,055	27.3%		
General Purpose press	9,728	15.0%	10,293	14.2%	565	5.8%		
Total	64,831	100.0%	72,721	100.0%	7,890	12.2%		



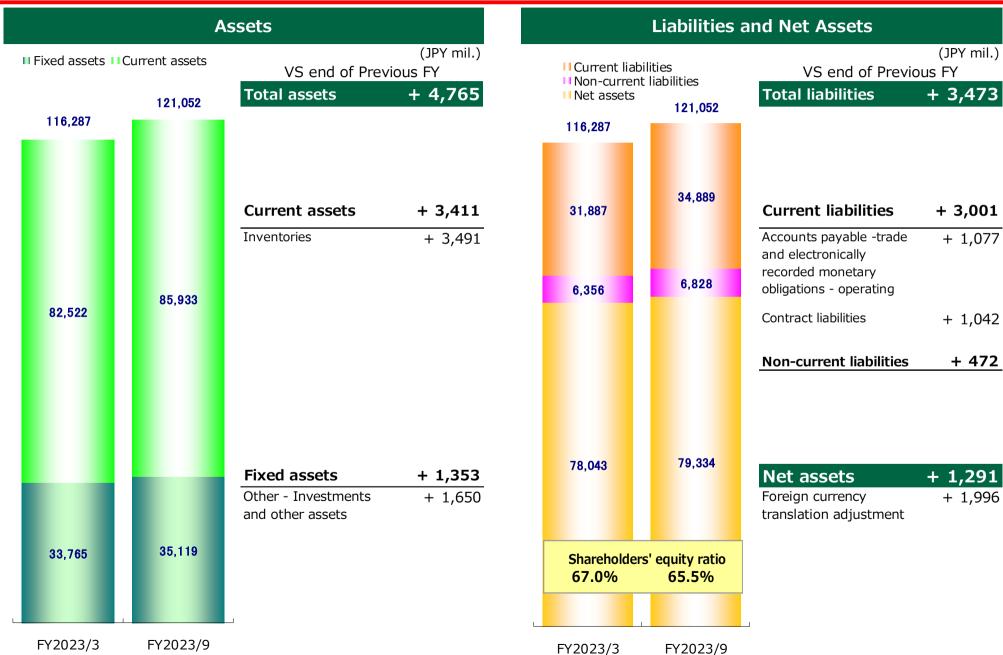
Trend of Orders & Order Backlog



	(JPY mil.)		FY2022/3				FY2023/3				FY2024/3		vs. FY2023/3 1st Half		
				1st	Half	Full-	year	1st	Half	Full-	year	1st	Half	Flucti	uation
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
	B y	Presses		33,293	78.5%	59,883	76.4%	37,792	79.9%	64,308	76.6%	33,219	77.3%	△ 4,573	△ 12.1%
	В	C u s	Automotive related	23,235	69.8%	39,507	66.0%	28,988	76.7%	51,533	80.1%	24,776	74.6%	△ 4,212	△ 14.5%
	u s	B t y o	Electric related	2,581	7.8%	5,822	9.7%	3,247	8.6%	5,412	8.4%	3,968	11.9%	720	22.2%
	i	m e r	Other industries	7,476	22.5%	14,553	24.3%	5,555	14.7%	7,362	11.4%	4,474	13.5%	△ 1,081	△ 19.5%
0 r	n e	Service	S	6,626	15.6%	13,318	17.0%	7,009	14.8%	14,852	17.7%	7,476	17.4%	467	6.7%
d	s s	Others	Others		5.9%	5,155	6.6%	2,501	5.3%	4,834	5.8%	2,294	5.3%	△ 206	△ 8.2%
е	B y	Japan		15,890	37.4%	28,881	36.9%	14,632	30.9%	29,065	34.6%	15,194	35.3%	562	3.8%
r s	R	China		6,649	15.7%	13,066	16.7%	11,294	23.9%	17,124	20.4%	5,316	12.4%	△ 5,977	△ 52.9%
	e g	Asia		3,332	7.9%	6,583	8.4%	3,671	7.8%	7,340	8.7%	4,212	9.8%	540	14.7%
	i o	America	as	10,889	25.7%	17,451	22.3%	9,585	20.3%	16,309	19.4%	8,357	19.4%	△ 1,227	△ 12.8%
	n	Europe		5,673	13.4%	12,374	15.8%	8,118	17.2%	14,154	16.9%	9,908	23.0%	1,790	22.1%
		To	tal	42,435	100.0%	78,357	100.0%	47,302	100.0%	83,994	100.0%	42,990	100.0%	△ 4,312	△ 9.1%
0	В	Japan		19,670	35.9%	18,813	34.1%	22,138	31.5%	23,718	33.7%	29,051	36.9%	5,333	22.5%
r d e	У	China		9,161	16.7%	10,987	19.9%	17,238	24.5%	17,512	24.9%	15,872	20.2%	△ 1,640	△ 9.4%
r	R e	Asia		4,000	7.3%	4,231	7.7%	4,783	6.8%	5,306	7.5%	5,973	7.6%	667	12.6%
B a c	g i	America	as	11,963	21.8%	10,724	19.4%	12,358	17.6%	10,688	15.2%	11,996	15.2%	1,308	12.2%
k l o	o n	Europe		9,980	18.2%	10,387	18.8%	13,762	19.6%	13,117	18.6%	15,863	20.1%	2,746	20.9%
g		To	tal	54,777	100.0%	55,144	100.0%	70,282	100.0%	70,343	100.0%	78,758	100.0%	8,415	12.0%

Major Changes on Balance Sheet





Highlights: Forecasts of FY2023 Consolidated Results

1	
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AI	DA

(JPY mil.)		FY2023/3		FY2024/3		Fluctu	ation	FY2024/3	Change	C h a n g e = 【A]-[B]	
(JPY MII	(JPY MII.)		1H Results	2H Forecast	Full-year forecast (revised) [A]	Amount	%	Initial Forecast (B)	Amount	%	
Orders		83,994	42,990	35,009	78,000	△ 5,994	△7.1%	78,000	_	_	
Net Sales		68,795	34,575	37,424	72,000	3,204	4.7%	72,000	_	_	
Cost of Sales		57,168	28,250	30,449	58,700	1,531	2.7%	57,900	800	1.4%	
Gross Profit		11,627	6,324	6,975	13,300	1,672	14.4%	14,100	△ 800	△5.7%	
<gross profit="" rat<="" td=""><td>io></td><td>16.9%</td><td>18.3%</td><td>18.6%</td><td>18.5%</td><td></td><td>(+1.6P)</td><td>19.6%</td><td></td><td>(△1.1P)</td></gross>	io>	16.9%	18.3%	18.6%	18.5%		(+1.6P)	19.6%		(△1.1P)	
Selling, general administrative e		10,087	4,897	4,702	9,600	△ 487	△4.8%	9,400	200	2.1%	
Operating Ind	come	1,540	1,427	2,272	3,700	2,159	140.2%	4,700	△ 1,000	△21.3%	
<operating incom<="" td=""><td>ne ratio></td><td>2.2%</td><td>4.1%</td><td>6.1%</td><td>5.1%</td><td>0.0%</td><td>(+2.9P)</td><td>6.5%</td><td>0.0%</td><td>(△1.4P)</td></operating>	ne ratio>	2.2%	4.1%	6.1%	5.1%	0.0%	(+2.9P)	6.5%	0.0%	(△1.4P)	
Ordinary Inco	ome	1,710	1,461	2,338	3,800	2,089	122.2%	4,900	△ 1,100	△22.4%	
Income Before Incor	me Taxes	1,964	1,741	2,308	4,050	2,085	106.2%	4,890	△ 840	△17.2%	
Net Income		1,295	1,148	1,701	2,850	1,554	120.0%	3,600	△ 750	△20.8%	
Cash Dividends per Share		30円	_	_	30円	_	_	30円	_	_	
Exchange Rate	1USD=	¥135.50	¥140.92	¥139.08	¥140.00	4.50	3.3%	¥130.00	10.00	7.7%	
Exchange Rate	1EUR =	¥140.92	¥153.36	¥146.64	¥150.00	9.08	6.4%	¥140.00	10.00	7.1% Omillion IPV	

<Summary>

Orders for EV-related products is solid.

An increase in sales and income due to higher sales of EV-related high-speed presses and impact of yen depreciation is expected.

demand in the previous FY, but orders remain firm, excluding those special factors.
Sales are expected to increase 4.7% year-on-year mainly due to an increase in EV-related high-speed presses and the impact of yen depreciation. Despite the delay in sales of press machines and services, the initial forecast remains unchanged due to the sales increase (approx. 1.7 billion yen) caused by the weaker yen.
Despite soaring costs for raw materials, subcontracting and logistics, the gross profit ratio will increase 14.4% year-on-year due to an increase in sales and an improvement in gross profit ratio resulting from improved product mix. On the other hand, the gross profit forecast is revised downward due to a delay in sales of high-value-added presses, etc., which were initially expected, and higher-than-expected cost hikes, etc.
Operating income is expected to double (+140.2%) year-on-year due to the above-mentioned factors. Due to the above factors, the forecast for it is also revised downward.
Net income is expected to double (+120.0%) year-on-year due to the above factors as well as gains on sales of fixed assets, etc. However, the initial forecast is revised downward due to the above factors.

Orders for high-speed presses are expected to decrease 7.1% year-on-year due to a reactionary drop from the rush

.1.0.00	/4	00 1111 IDIT
	(1	00million JPY)
Factors of C	Change in Opera	ting Income
Improvement of process (excluding REJ &	product mix and p FX rate Impact)	rofitability 11.8
Elimination of alloaccounts (SG&A) (excluding REJ &	wance for doubtfor FX rate Impact)	اد 8.2
Increase of net sa (excluding REJ &		1.5
Impact of exchang	e rate fluctuations	0.8
Increase of REJ's (excluding FX rat		0.4
Increase of SG&A (excluding REJ 8	A expenses & FX rate Impact)	△ 1.1
Total		21.6

Forecasts of Orders/Sales/Operating Income (by segment)



(JPY mil.)		Ore	ders		Net Sales					
	FY2023/3	FY2024/3 forecast	FY20	ation: 024/3 2023/3	FY2023/3	FY2024/3 forecast	Fluctuation: FY2024/3 vs FY2023/3			
			Amount	%			Amount	%		
Presses	64,308	57,500	△ 6,808	△ 10.6%	49,476	52,000	2,523	5.1%		
Services	14,852	15,500	647	4.4%	15,370	15,500	129	0.8%		
Others	4,834	5,000	165	3.4%	3,948	4,500	551	14.0%		
Total	83,994	78,000	△ 5,994 △ 7.1%		68,795	72,000	3,204	4.7%		

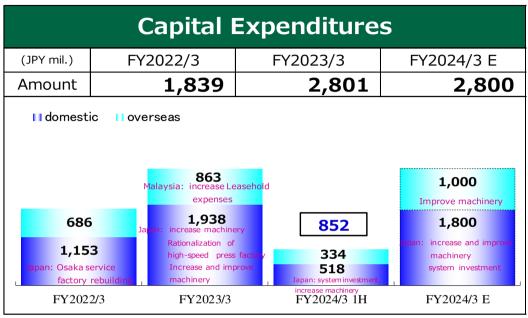
by Business segment of the Medium-Term Management Plan (Press / FA / Service)

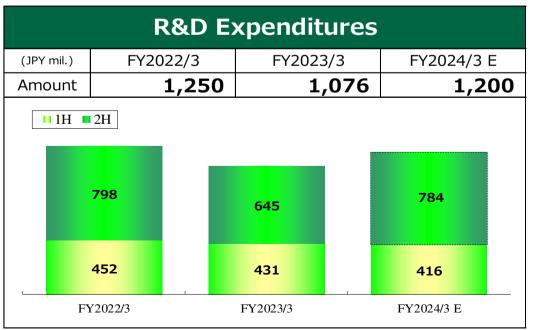
	Net Sales										
(JPY mil.)	FY2023/3	FY20	24/3	Fluctu	uation						
	F12023/3	fore	cast	Amount	%						
Presses	42,487	42,300	59%	△ 187	△ 0.4%						
Factory Automation	7,900	10,200	14%	2,299	29.1%						
Services	18,407	19,500	27%	1,092	5.9%						
Total	68,795	72,000	100%	3,204	4.7%						

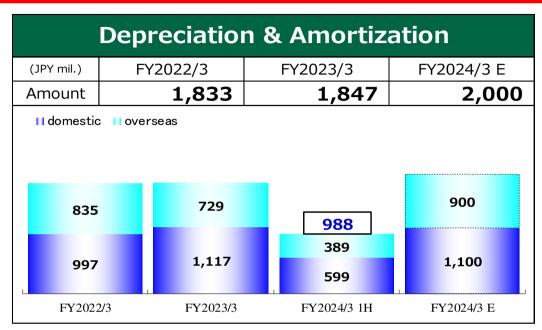
	Orders					Net S	Sales		Operating Income				
(JPY mil.)	FY2023/3	FY2024/3 forecast		ation: 024/3 2023/3	FY2023/3	FY2024/3 forecast	Fluctuation: FY2024/3 vs FY2023/3		FY2023/3	FY2024/3 forecast	Fluctuation: FY2024/3 vs FY2023/3		
			Amount	%			Amount	%			Amount	%	
Japan	29,065	27,500	△ 1,565	△ 5.4%	41,648	42,000	351	0.8%	455	1,150	694	152.4%	
China	17,124	10,500	△ 6,624	△ 38.7%	11,021	12,000	978	8.9%	△ 149	750	899	0.0%	
Asia	7,340	7,000	△ 340	△ 4.6%	10,676	11,000	323	3.0%	909	1,050	140	15.4%	
Americas	16,309	16,700	390	2.4%	16,792	17,000	207	1.2%	286	500	213	74.6%	
Europe	14,154	16,300	2,145	15.2%	12,864	17,000	4,135	32.1%	227	300	72	32.1%	
Reconciliation					△ 24,207	△ 27,000			△ 189	△ 50			
Total	83,994	78,000	△ 5,994	△ 7.1%	68,795	72,000	3,204	4.7%	1,540	3,700	2,159	140.2%	

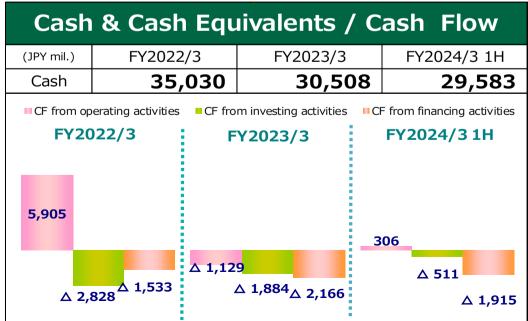
Trend of Capex, Depreciation, R&D & CF





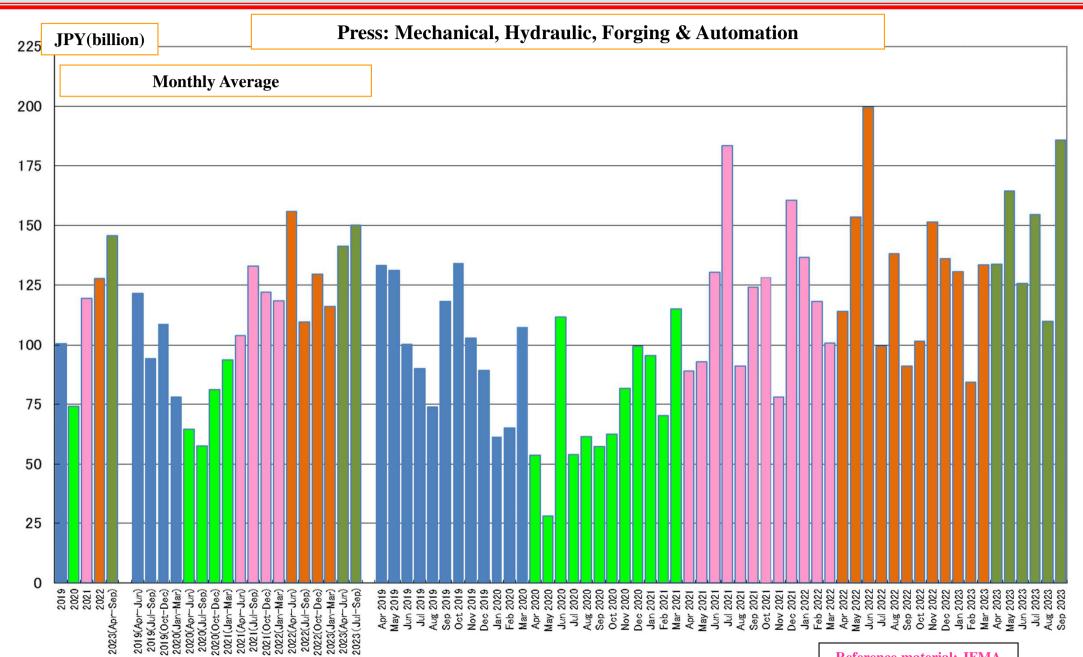






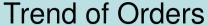
(for Reference) Statistics of Forming Machinery Industry-1

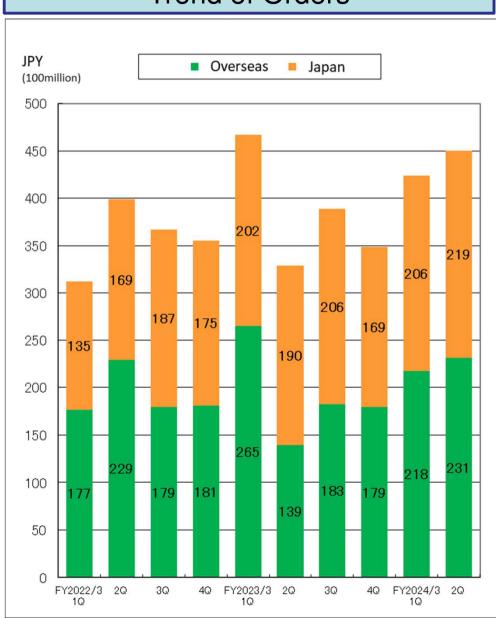


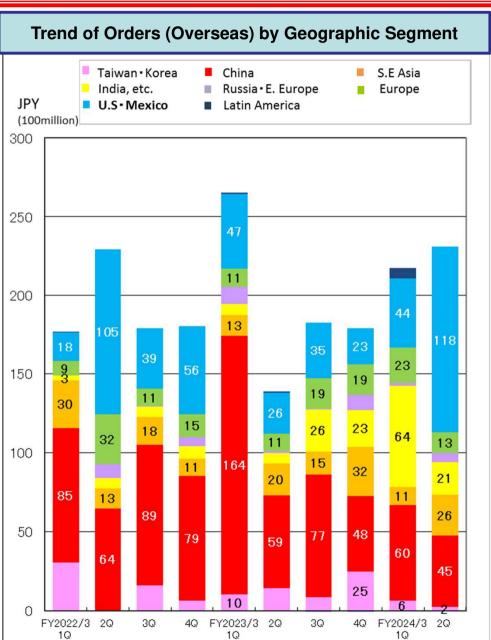


(for Reference) Statistics of Forming Machinery Industry- 2









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 2023

AIDA ENGINEERING, LTD.