

Presentation of Consolidated Financial Results  
for the 1st Quarter of the FY Ended March 31, 2022  
(from Apr. 2021 to Jun. 2021)

**AIDA**



# 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/Loss	
Exchange Rate	1USD 1EUR

FY2021/3 1Q (3M)	FY2022/3 1Q (3M)
10,559	13,079
8,490	10,704
2,068	2,375
19.6%	18.2%
1,889	2,104
179	270
1.7%	2.1%
231	380
16	367
△ 140	226
¥107.61	¥109.51
¥118.46	¥131.91

Fluctuation	
Amount	%
2,520	23.9%
2,214	26.1%
306	14.8%
	(△1.4P)
215	11.4%
90	50.7%
	(+0.4P)
148	64.0%
350	2140.3%
366	-
1.90	1.8%
13.45	11.4%

**<Summary>**  
**Sales and profits increased due to a recovery from the decline caused by the COVID-19 pandemic in the previous FY.**

Net Sales:	Different from previous 1Q when net sales decreased sharply due to suspension or decrease of production caused by the COVID-19 pandemic, the situation has improved except in Asia and net sales increased as a whole in this 1Q.
Gross Profit:	Gross profit increased in accordance with the increase of net sales, but the GP ratio decreased due to the progress of less profitable projects under the percentage of completion method.
Operating Income:	Operating income increased by 50.7% from the previous Q1 due to increase of gross profit, despite an increase of SGA such as travel expenses. Operating income ratio increased by 0.4 points.
Ordinary Income:	Ordinary income increased by 64% from the previous Q1 due to increase of operating income.
Net Income:	Net income increased significantly from the previous Q1 due to increase of operating income and the absence of special factors in the previous Q1(loss on suspension or decrease of production).

# Trend of Sales, Gross Profit and Operating Income

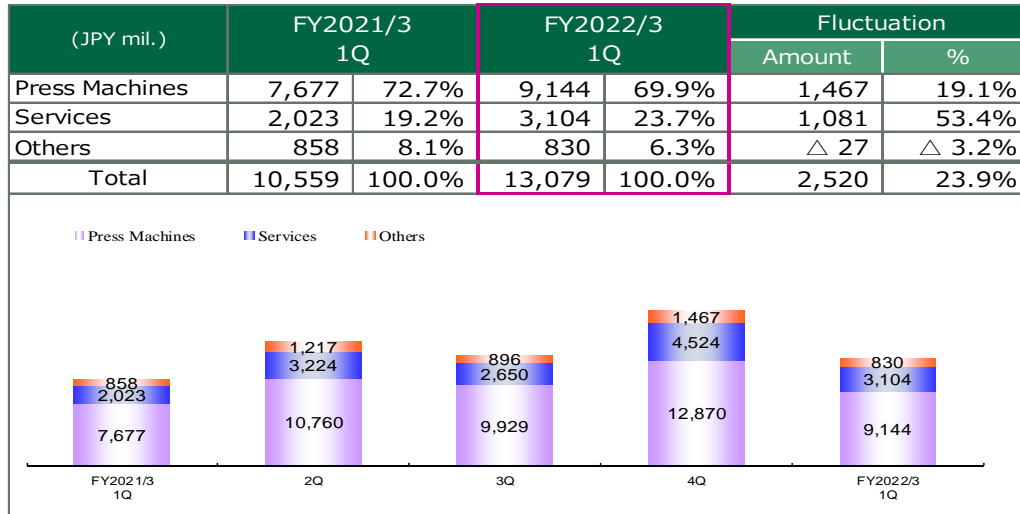


JPY(million)		FY2021/3				FY2022/3
		1Q	2Q	3Q	4Q	1Q
	Net Sales	10,559	15,202	13,476	18,862	13,079
	Gross Profit	2,068	3,408	2,830	4,045	2,375
	Operating Income	179	1,364	892	1,287	270
	Gross Profit ratio	19.6%	22.4%	21.0%	21.4%	18.2%
	Operating Income ratio	1.7%	9.0%	6.6%	6.8%	2.1%

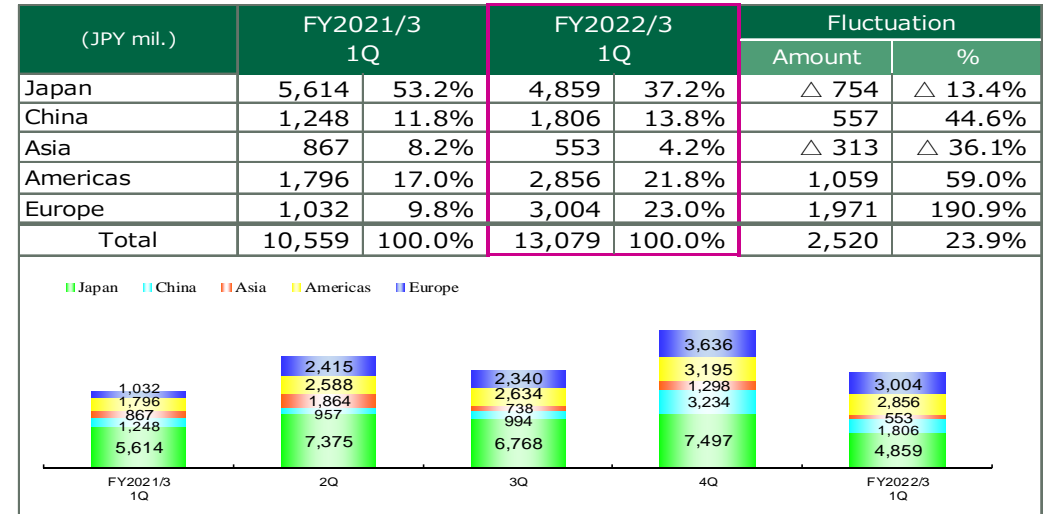
# Sales to Third Party (by Business/Customer/Geographic segment)



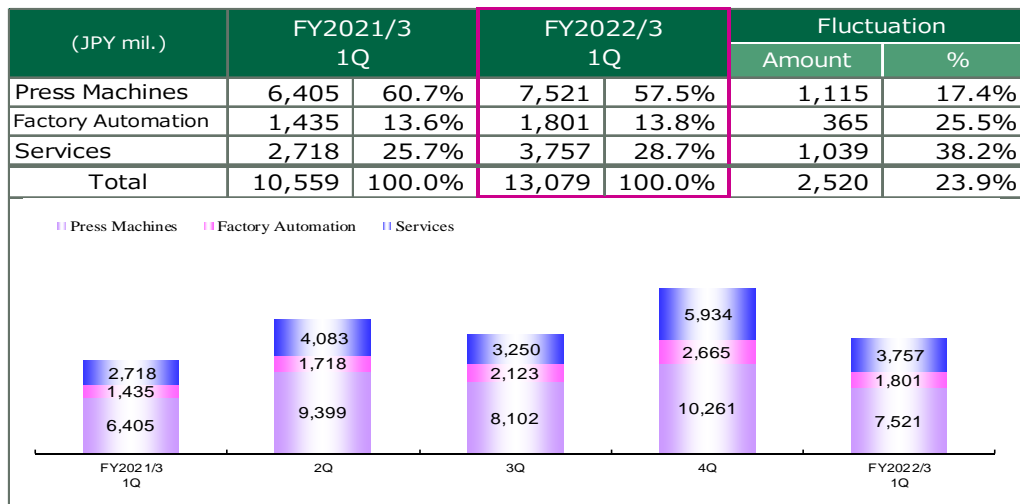
## Sales by Business segment (Press related / Others)



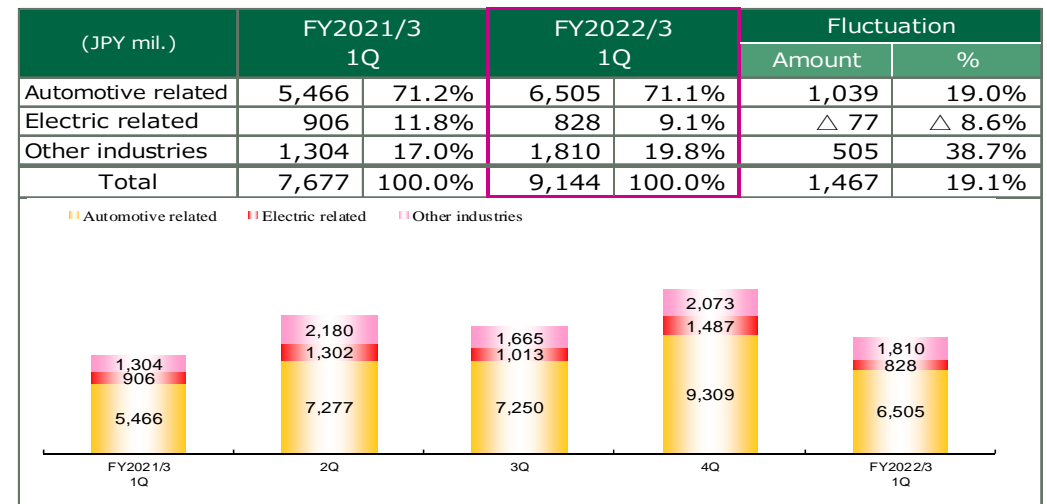
## Sales by Geographic segment



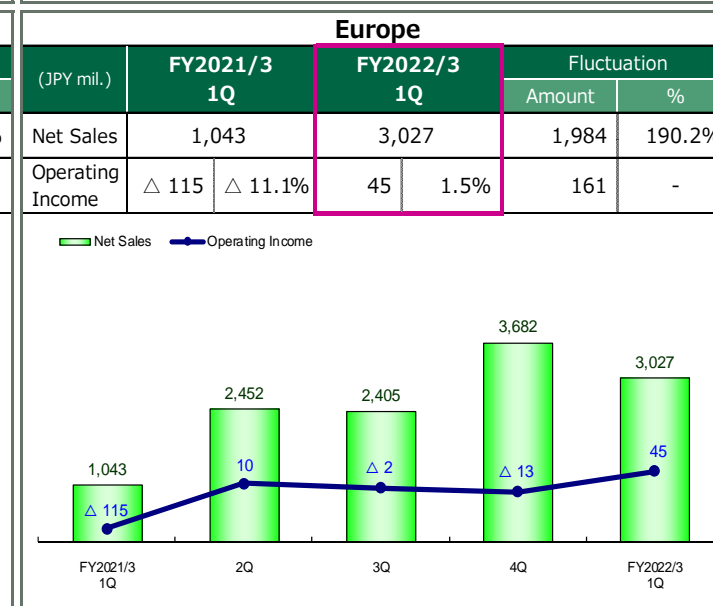
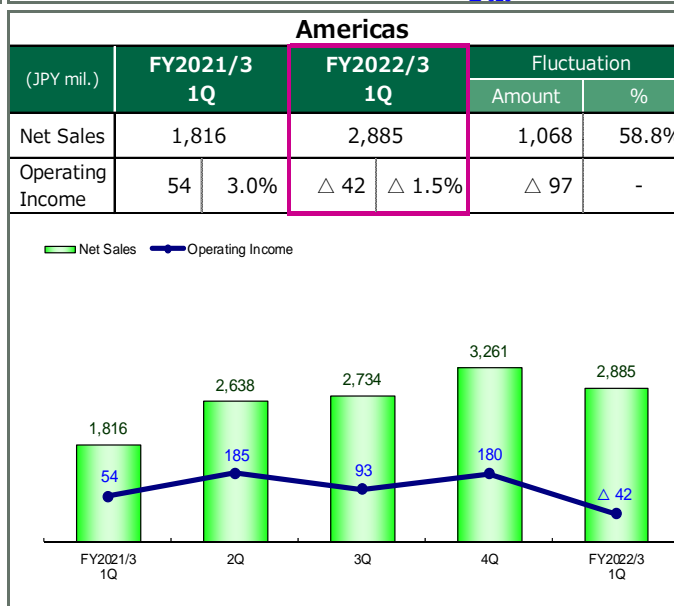
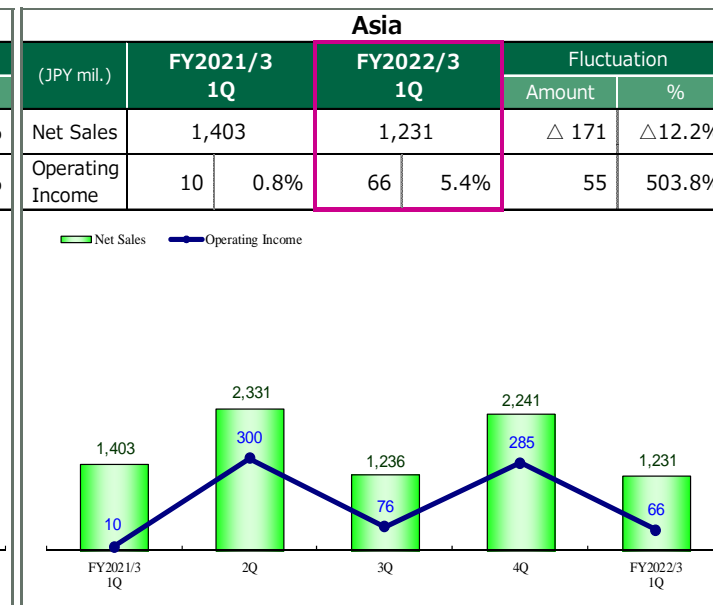
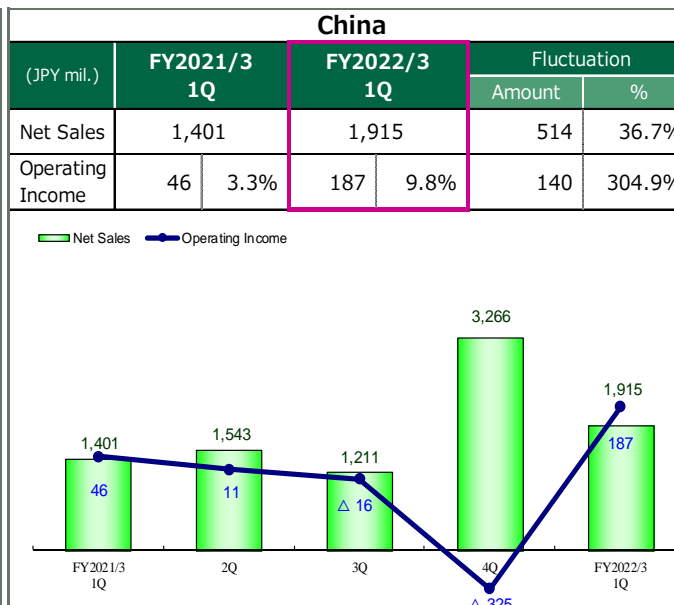
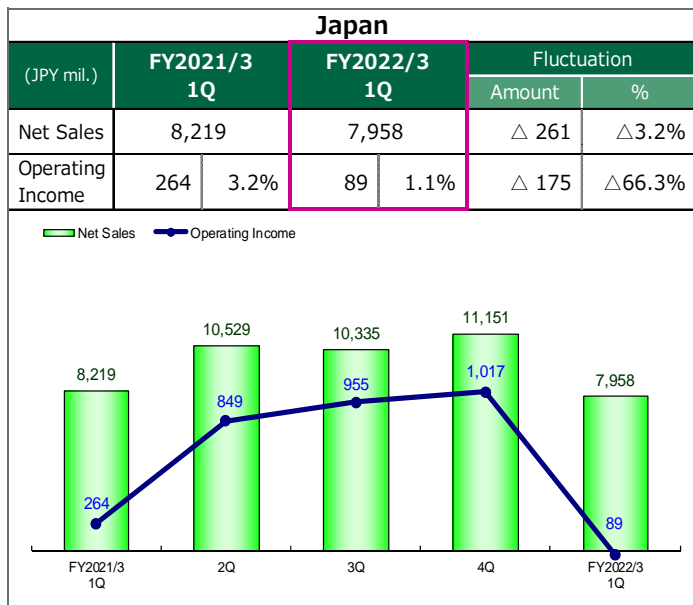
## Sales by Business segment of the Medium-Term Management Plan (Press / FA / Service)



## Sales (press machines) by Customer industry



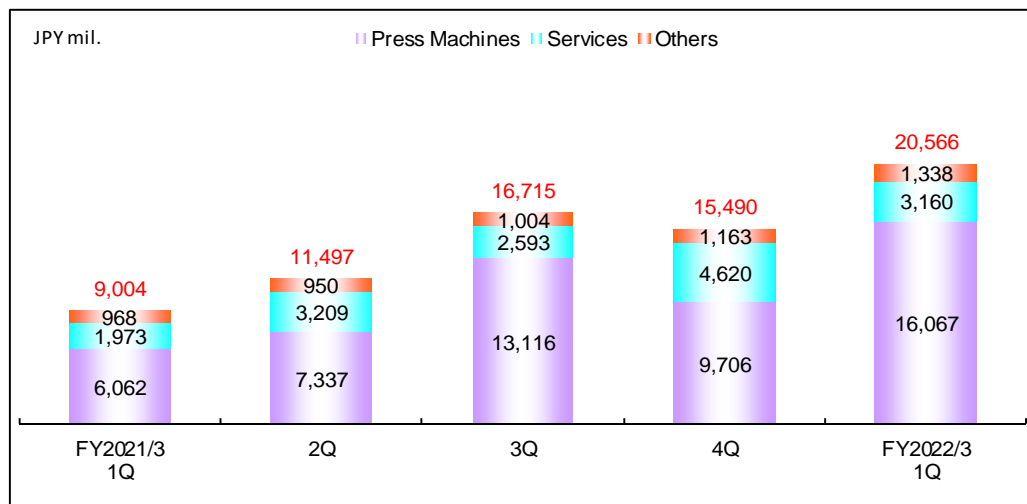
# Sales / Operating Income (by Geographic segment)



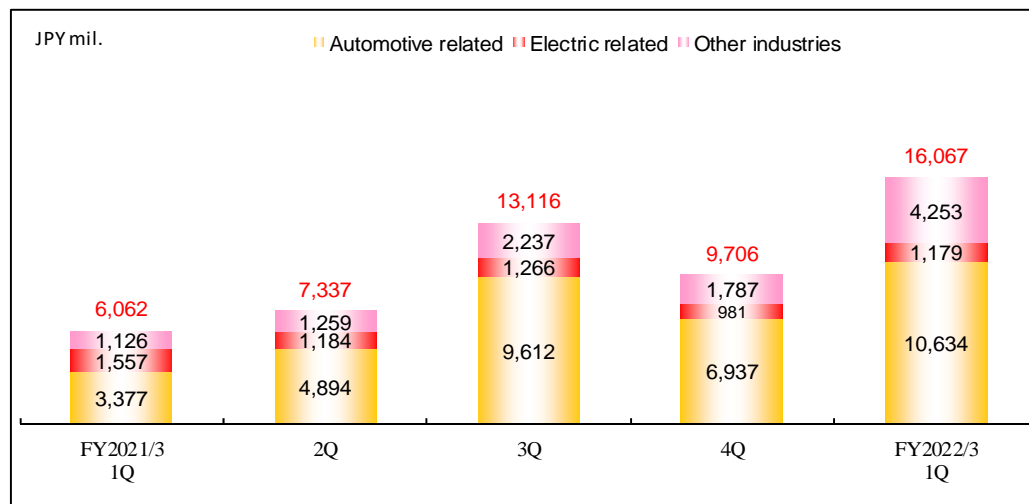
# Order Intake & Backlog (by Business/Customer/Geographic segment)



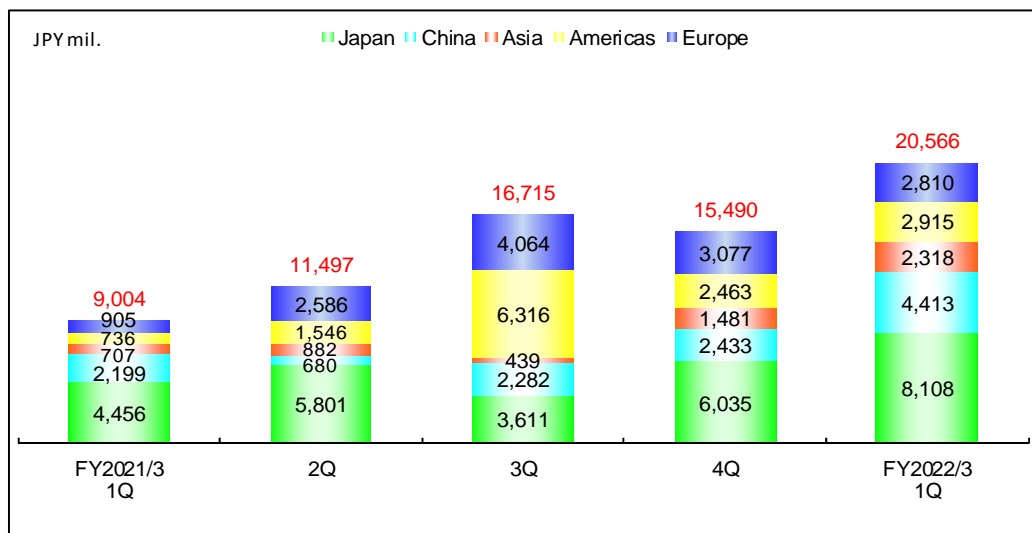
## Order Intake by Business Segment



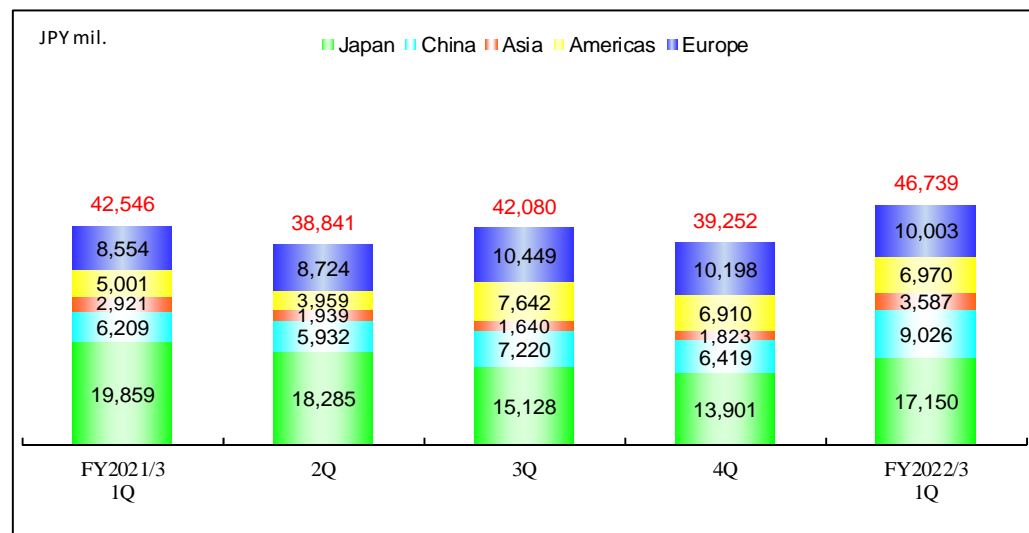
## Order Intake by Customer Industry (Press Machines)



## Order Intake by Geographic Segment



## Order Backlog by Geographic Segment



# Major Changes on Balance Sheet



## Assets

(JPY mil.)

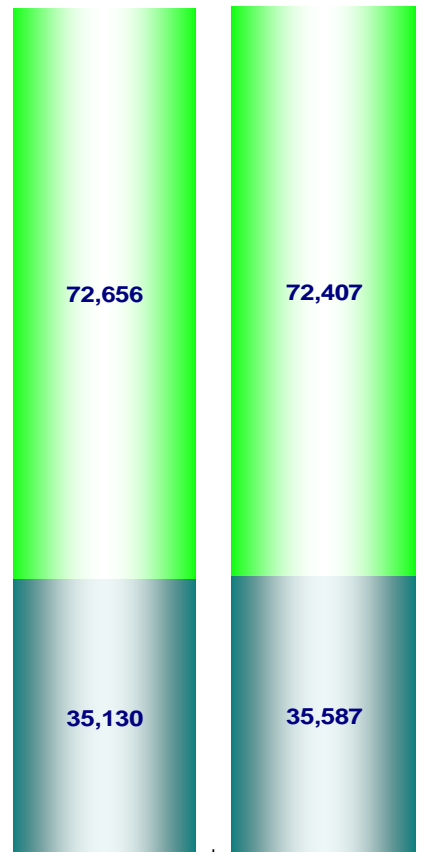
■ Fixed assets ■ Current assets

VS end of Previous FY

**Total assets + 207**

107,787

107,994



35,130

35,587

FY2021/3

FY2021/6

**Current assets  $\Delta$  248**

Notes and accounts receivable - trade and contract assets, electronically recorded monetary claims - operating  $\Delta$  3,046

Inventories + 2,310

Other current assets + 624

**Fixed assets + 456**

## Liabilities and Net Assets

(JPY mil.)

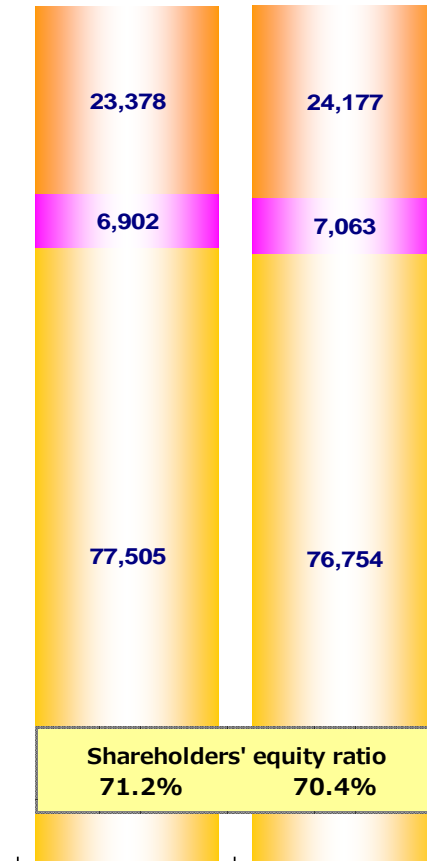
■ Current liabilities  
■ Non-current liabilities  
■ Net assets

VS end of Previous FY

**Total liabilities + 959**

107,787

107,994



Shareholders' equity ratio  
71.2% 70.4%

FY2021/3

FY2021/6

**Current liabilities + 799**

Income taxes payable  $\Delta$  776

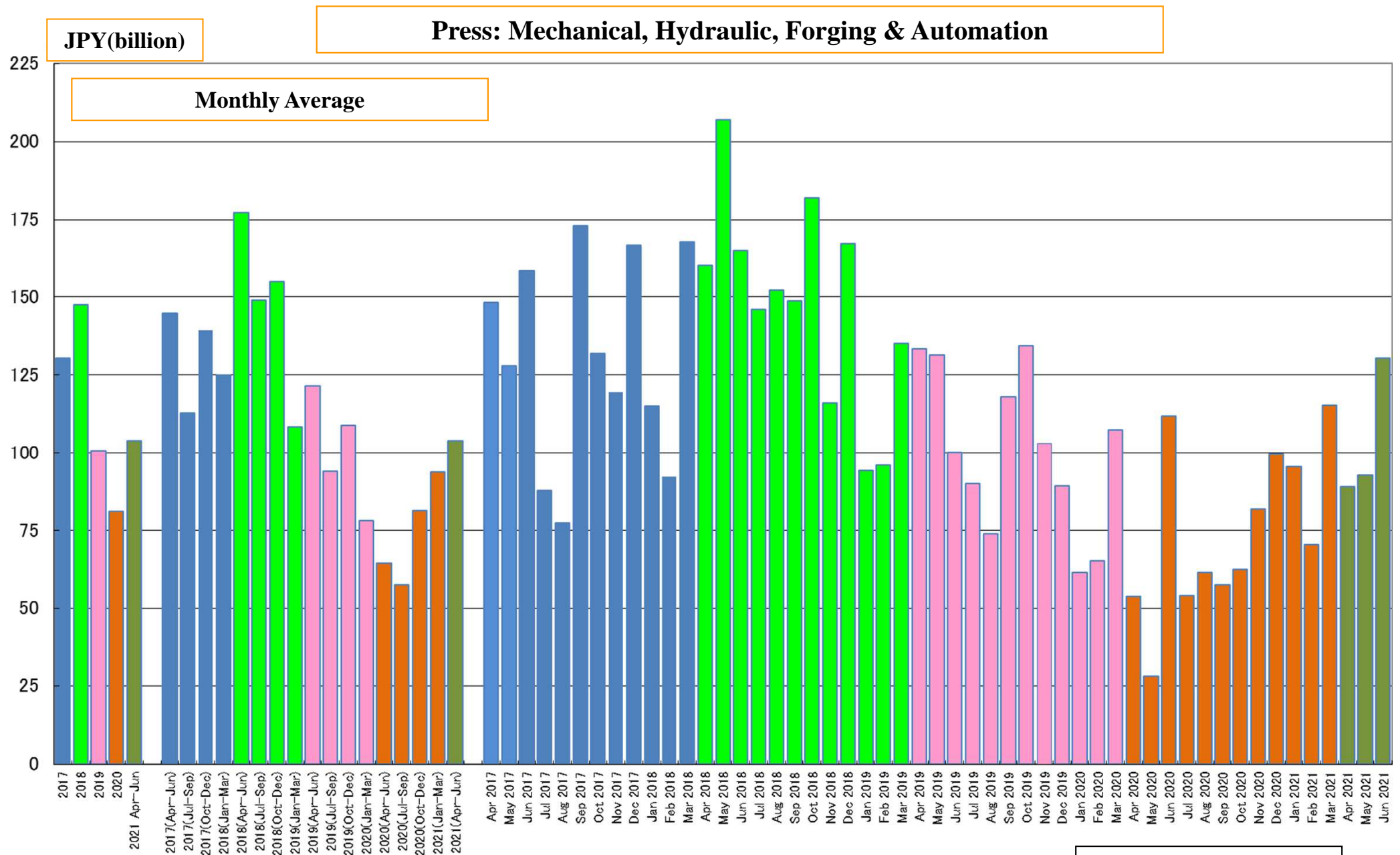
Advances received, contract liabilities + 1,756

**Non-current liabilities + 160**

**Net assets  $\Delta$  751**

Retained earnings  $\Delta$  1,122

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



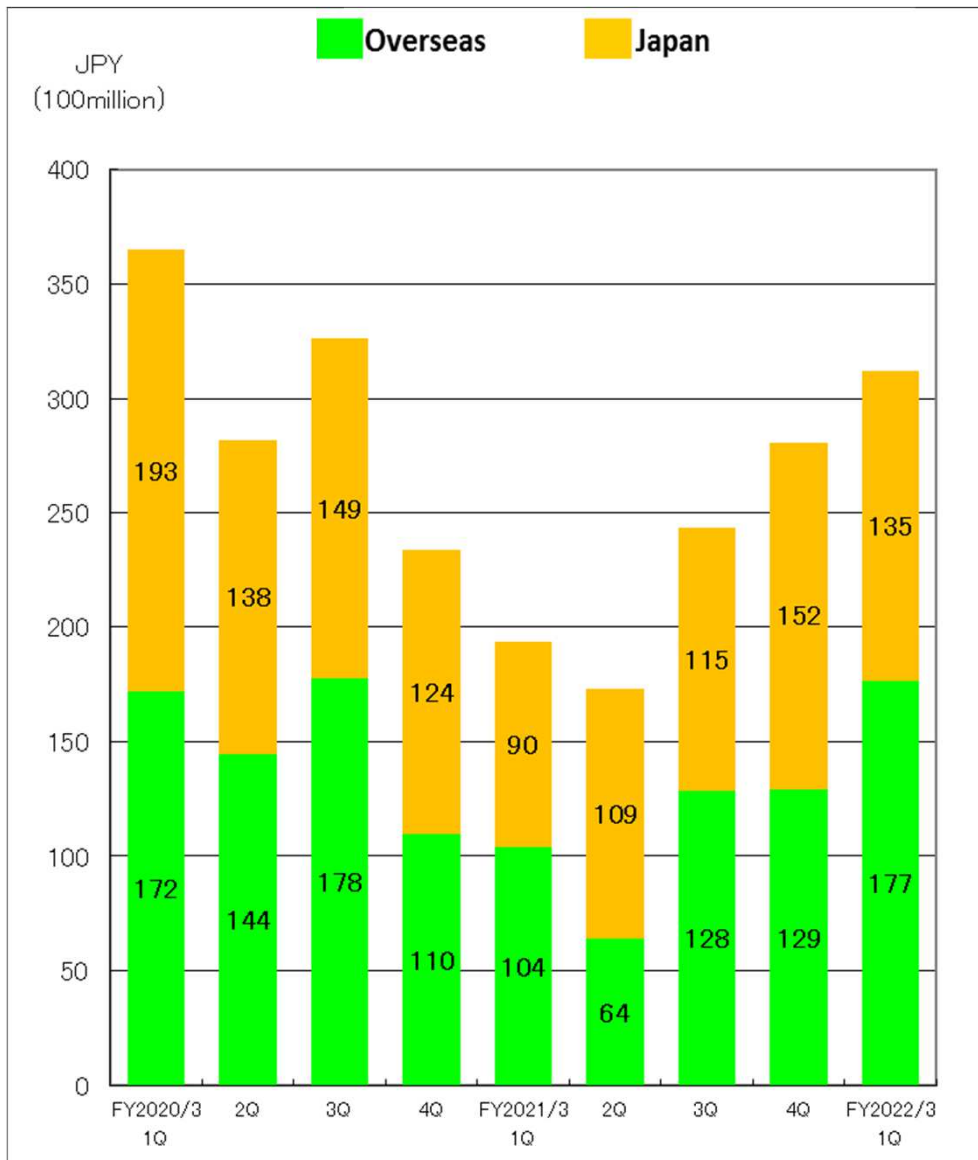
Reference material: JFMA



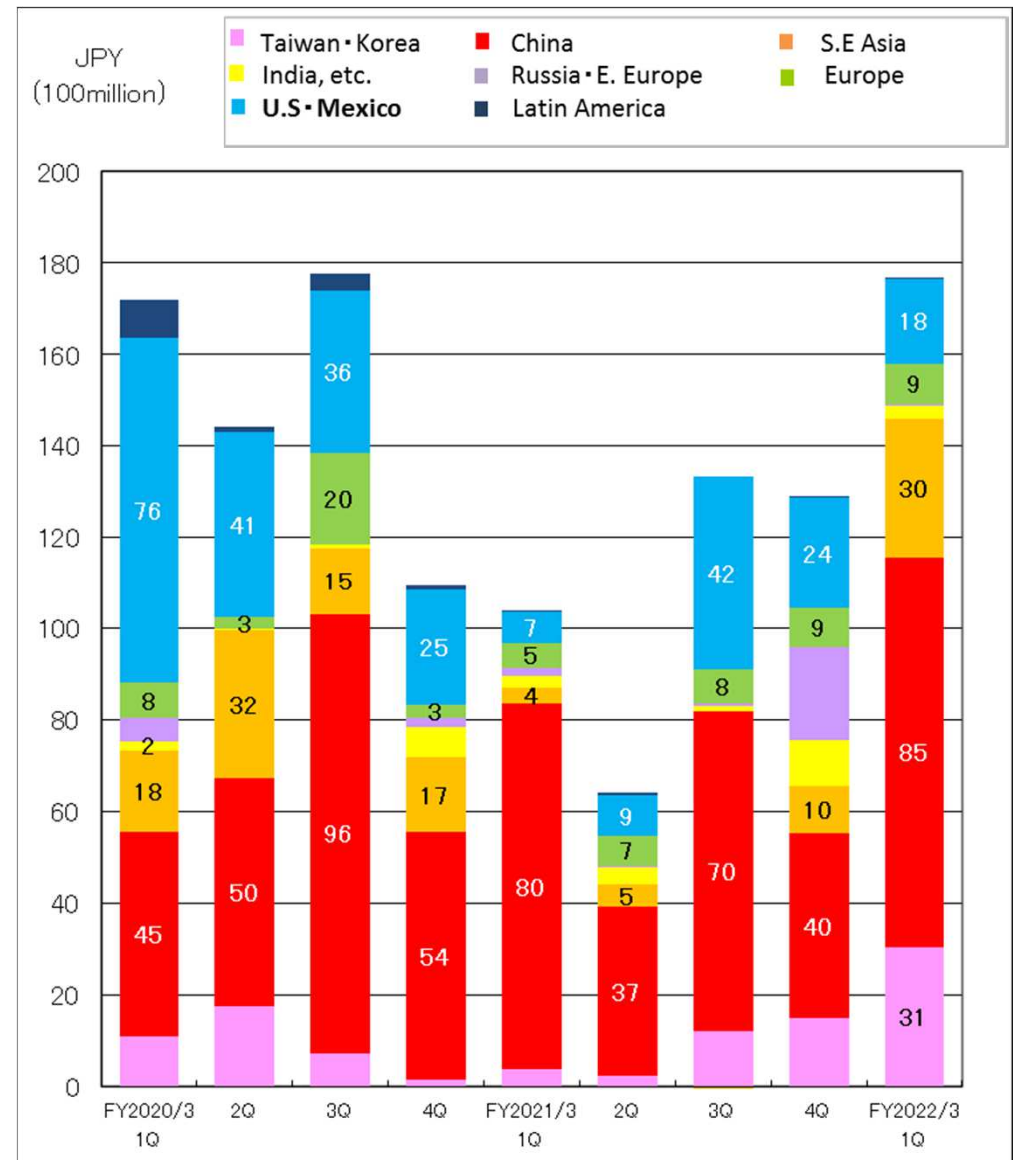
# (for Reference) Statistics of Forming Machinery Industry- 2



## Trend of Order Intake



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



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.**

**August 2021**

**AIDA ENGINEERING, LTD.**