



Presentation of Consolidated Financial Results  
for the 3rd Quarter of the FY Ended March 31, 2023  
(from Apr. 2022 to Dec. 2022)

**AIDA**

**AIDA ENGINEERING, LTD.**

# Highlights of Consolidated Results Summary of P&L



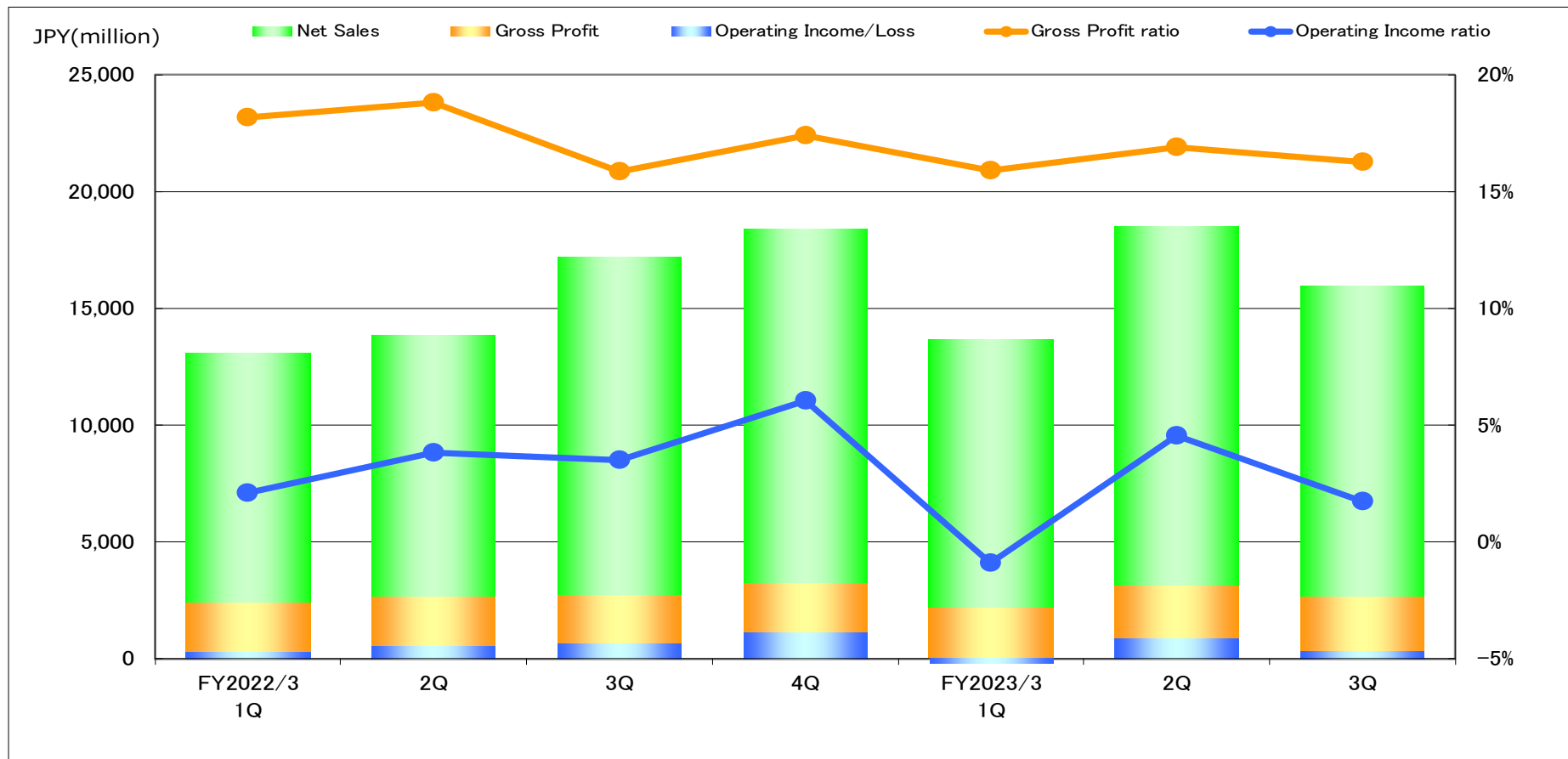
(JPY mil.)		FY2022/3 3Q (9M)	FY2023/3 3Q (9M)	Fluctuation	
				Amount	%
Order Intake		60,697	65,929	5,231	8.6%
Net Sales		44,102	48,135	4,032	9.1%
Cost of Sales		36,402	40,238	3,835	10.5%
Gross Profit		7,699	7,897	197	2.6%
<Gross Profit ratio>		17.5%	16.4%		(△1.1P)
Selling, general and administrative expenses		6,300	6,902	602	9.6%
Operating Income		1,399	994	△ 405	△29.0%
<Operating Income ratio>		3.2%	2.1%		(△1.2P)
Ordinary Income		1,525	1,152	△ 372	△24.4%
Income Before Income Taxes		1,397	1,294	△ 103	△7.4%
Net Income/Loss		859	774	△ 85	△9.9%
Exchange Rate		1USD 1EUR	¥111.10 ¥130.59	25.41 9.97	22.9% 7.6%

## <Summary>

**Orders and sales increased due to the growing demand for electric vehicles, but profits decreased due to lower gross margins.**

Order Intake	The orders for 'high-speed presses' increased 8.6% year-on-year due to increased capital investment in EV-related equipment.
Net Sales	Sales of presses for EVs remained steady. It increased by 9.1% year-on-year partly due to exchange rate effects (weaker yen), but were lower than expected due to sales delays caused by the electronic components shortage.
Gross Profit	Gross profit increased 2.6% year-on-year due to the above factors, but the gross margin declined year-on-year due to higher raw material prices, increased outsourcing and logistics costs, as well as delays in the sale of high value added press and services.
Operating Income	Operating income dropped 29.0% year-on-year, due to the above-mentioned factor of lower gross margins, as well as an increase in SGA expenses (including the effect of a weaker yen).
Ordinary Income	Ordinary income decreased 24.4% year-on-year due to the above factors.
Net Income	Net income declined due to the above factors, but only by 9.9% year-on-year because of gains on sales of cross-shareholdings, the dissipation of last year's special factors (e.g. operational losses due to impact of COVID-19, etc.), etc.

# Trend of Sales, Gross Profit and Operating Income

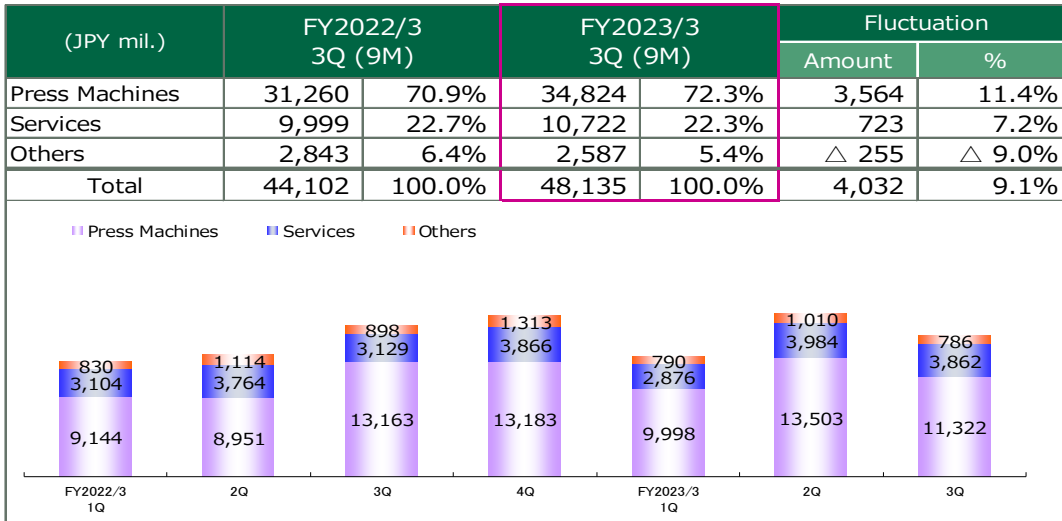


JPY(million)		FY2022/3				FY2023/3		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q
	Net Sales	13,079	13,830	17,192	18,363	13,665	18,498	15,970
	Gross Profit	2,375	2,600	2,724	3,192	2,174	3,127	2,595
	Operating Income/Loss	270	528	601	1,105	△ 121	837	277
	Gross Profit ratio	18.2%	18.8%	15.8%	17.4%	15.9%	16.9%	16.2%
	Operating Income ratio	2.1%	3.8%	3.5%	6.0%	△0.9%	4.5%	1.7%

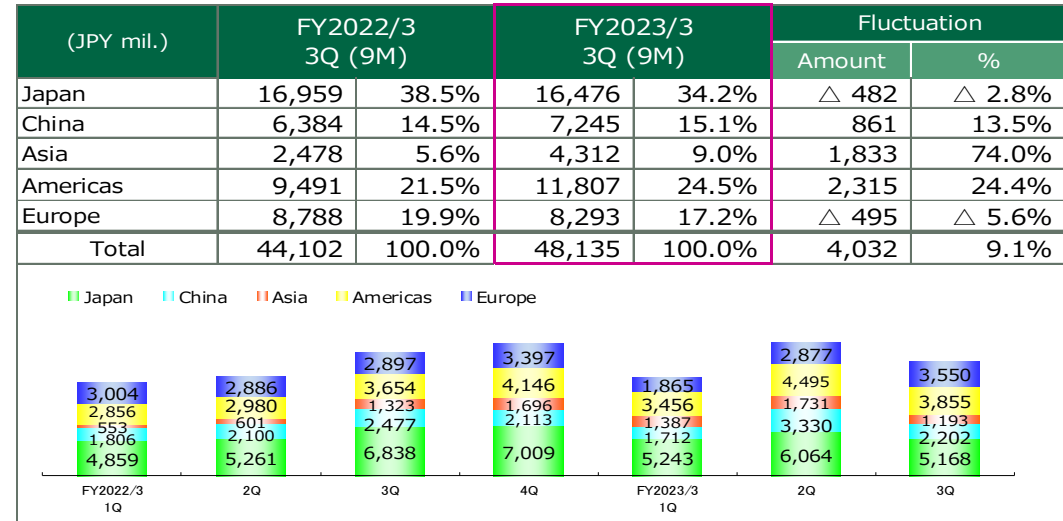
# Sales to Third Party (by Business/Customer/Geographic segment)



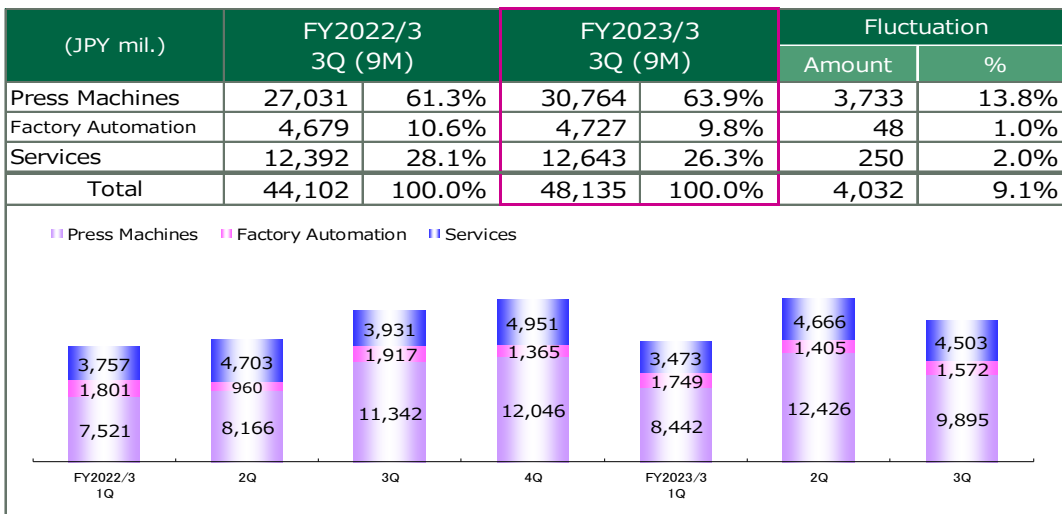
## Sales by Business segment (Press related / Others)



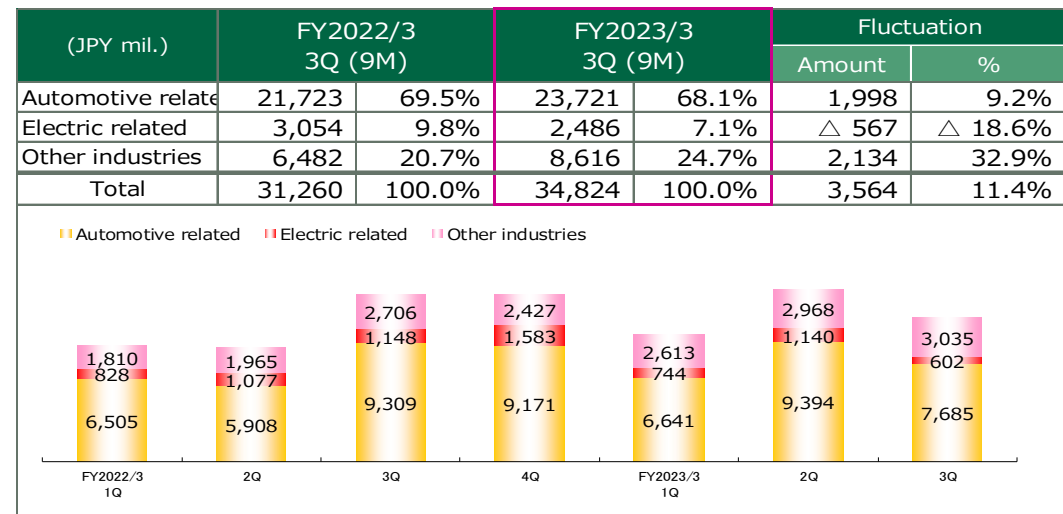
## Sales by Geographic segment



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



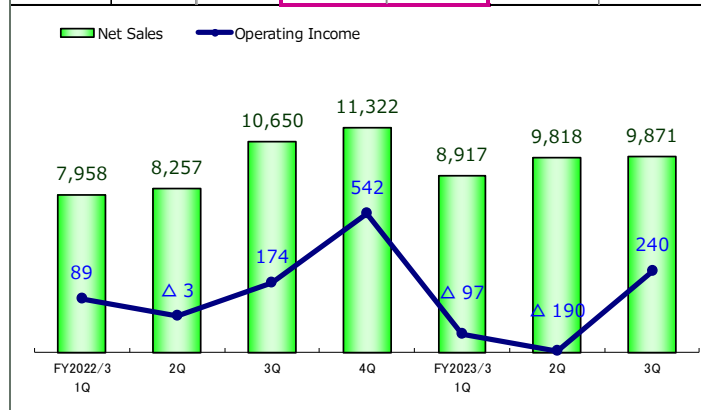
## Sales (press machines) by Customer industry



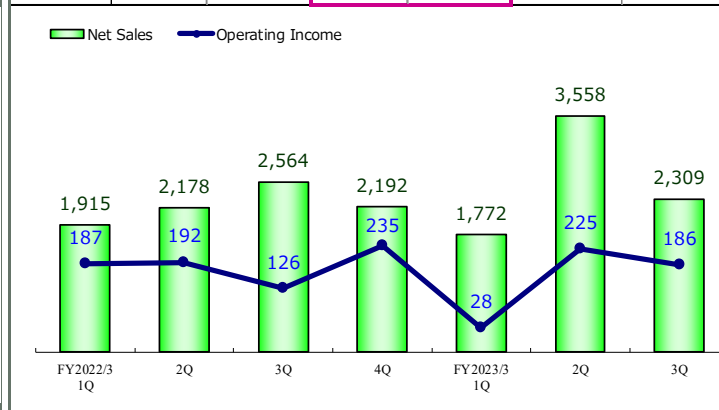
# Sales / Operating Income (by Geographic segment)



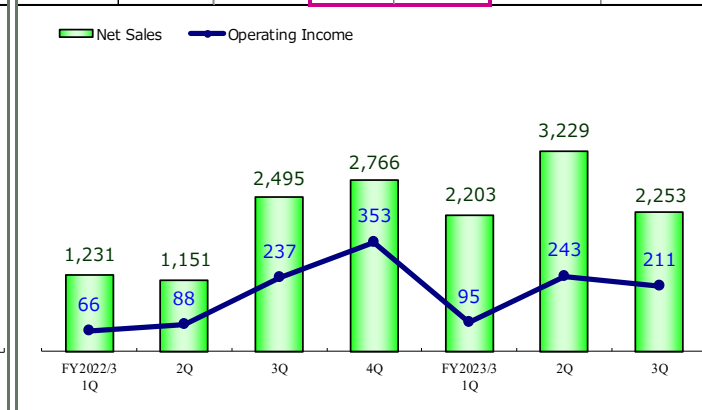
Japan						
(JPY mil.)	FY2022/3		FY2023/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	26,866		28,607		1,741	6.5%
Operating Income	259	1.0%	△ 47	△ 0.2%	△ 307	-



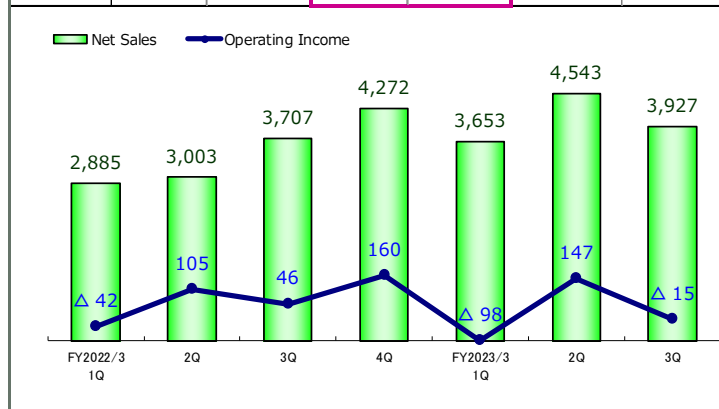
China						
(JPY mil.)	FY2022/3		FY2023/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	6,658		7,640		982	14.7%
Operating Income	506	7.6%	439	5.8%	△ 66	△13.1%



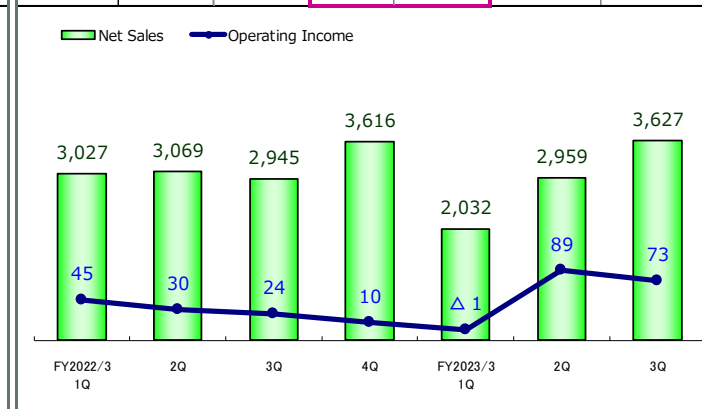
Asia						
(JPY mil.)	FY2022/3		FY2023/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	4,879		7,686		2,807	57.5%
Operating Income	392	8.0%	551	7.2%	159	40.7%



Americas						
(JPY mil.)	FY2022/3		FY2023/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	9,596		12,124		2,528	26.3%
Operating Income	108	1.1%	33	0.3%	△ 74	△68.9%



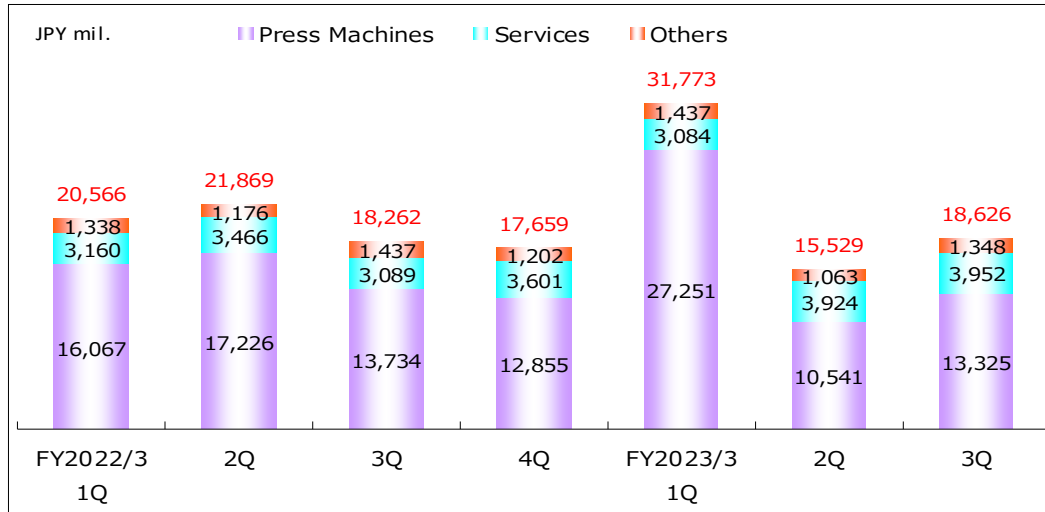
Europe						
(JPY mil.)	FY2022/3		FY2023/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	9,041		8,619		△ 422	△4.7%
Operating Income	100	1.1%	161	1.9%	60	60.4%



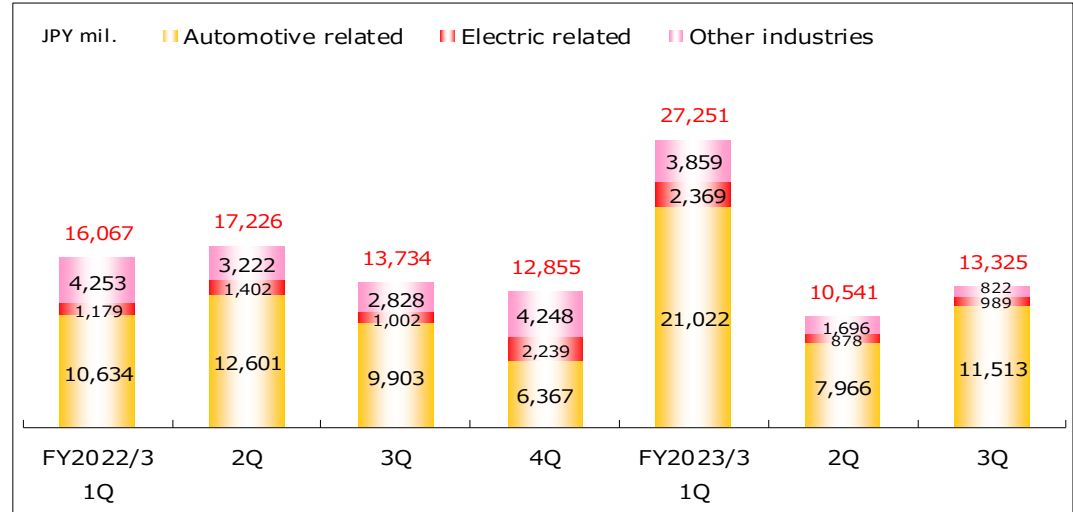
# Order Intake & Backlog (by Business/Customer/Geographic segment)



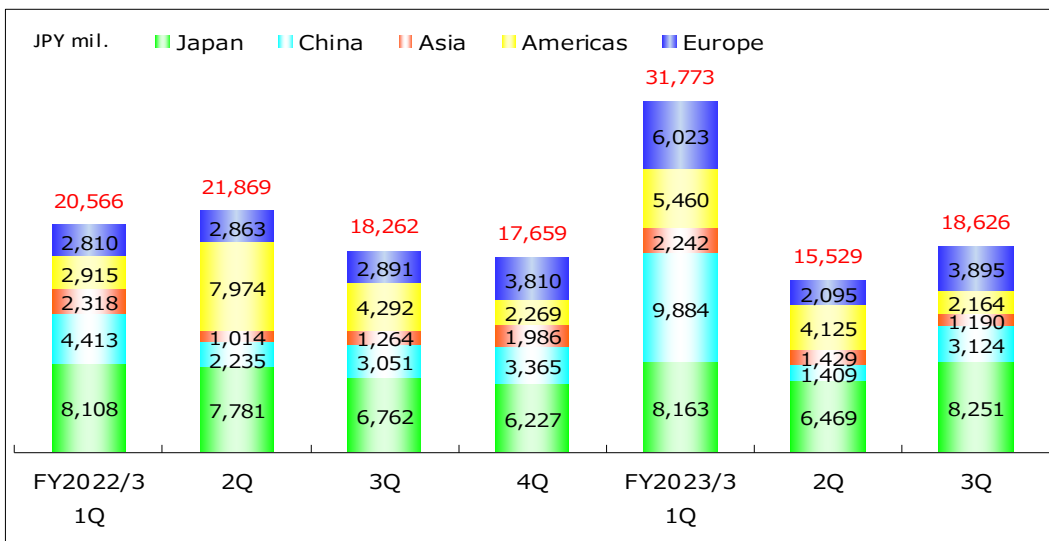
## Order Intake by Business Segment



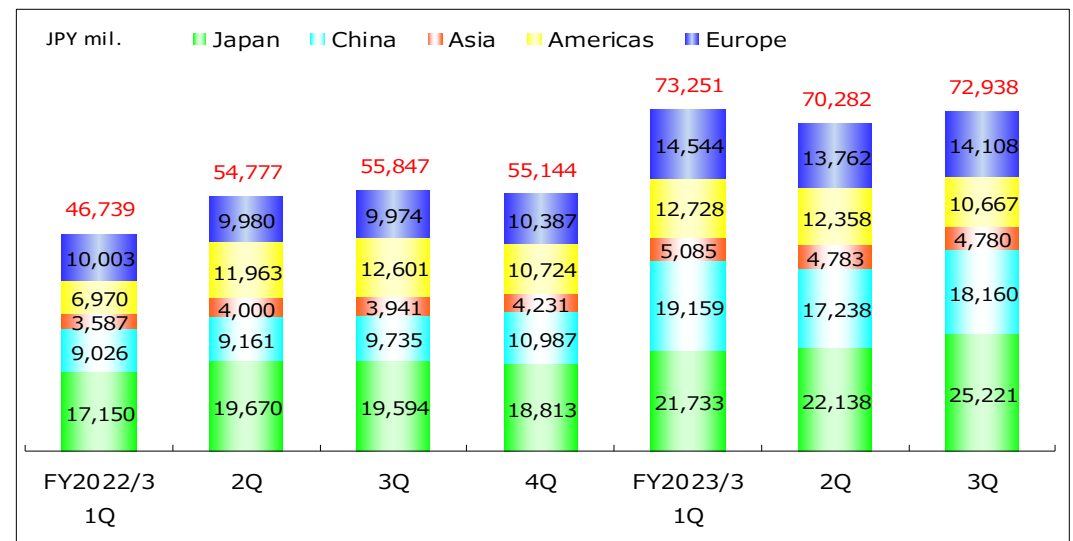
## Order Intake by Customer Industry (Press Machines)



## Order Intake by Geographic Segment



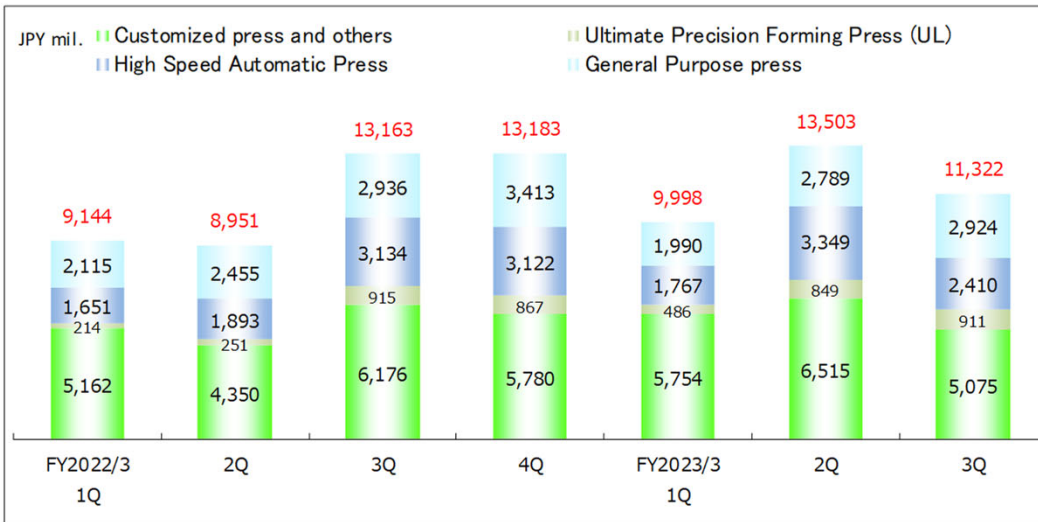
## Order Backlog by Geographic Segment



# Sales & Order Intake & Backlog (by Press type)



## Sales by Press type



General Purpose press  
⇒ Small size basic models



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



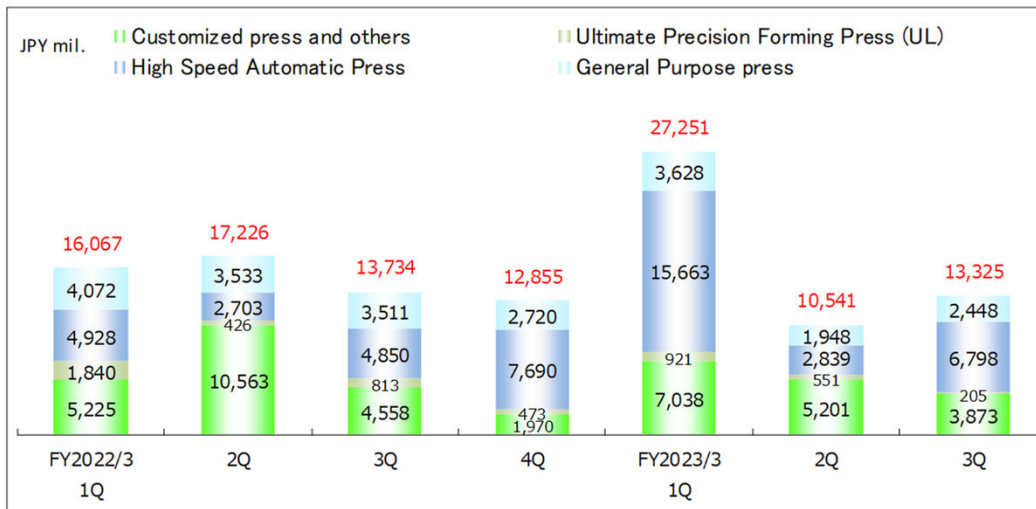
High Speed Automatic Press  
⇒ Small and mid-size models, designed for high-speed forming strokes



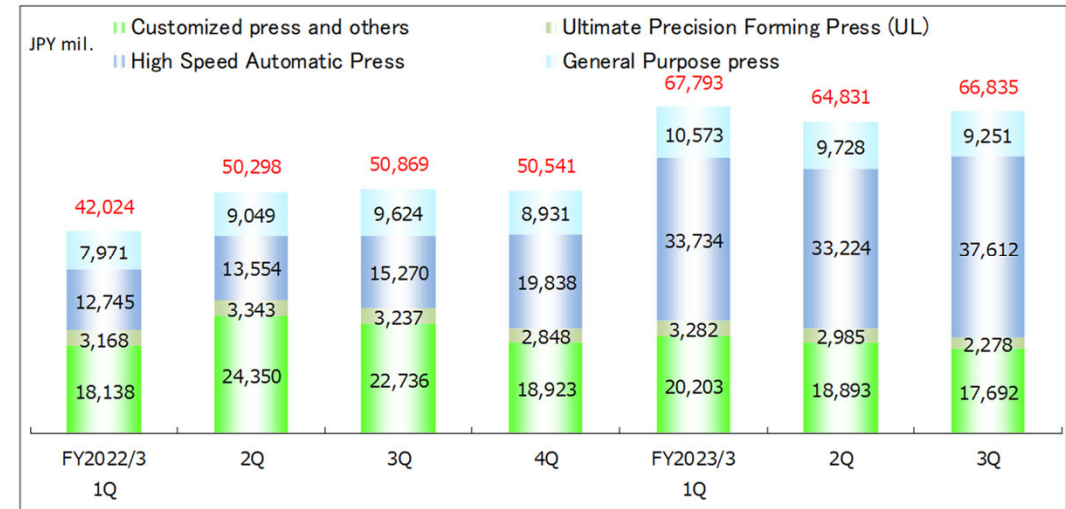
Customized press and others  
⇒ Middle and large size machines, upon requests from customers



## Order Intake by Press type



## Order Backlog by Press type



# Trend of Order Intake & Backlog



(JPY mil.)			FY2021/3				FY2022/3				FY2023/3		vs. FY2022/3		
			3Q (9M)		Full-year		3Q (9M)		Full-year		3Q (9M)		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
Order Intake	B Y B u s i n e s s	Press Machine	26,517	71.2%	36,223	68.7%	47,028	77.5%	59,883	76.4%	51,118	77.5%	4,090	8.7%	
		C u s t o m e r	Automotive related	17,884	67.4%	24,822	68.5%	33,139	70.5%	39,507	66.0%	40,502	79.2%	7,363	22.2%
			Electric related	4,008	15.1%	4,989	13.8%	3,583	7.6%	5,822	9.7%	4,237	8.3%	653	18.2%
			Other industries	4,623	17.4%	6,411	17.7%	10,305	21.9%	14,553	24.3%	6,378	12.5%	△ 3,926	△ 38.1%
		Services	7,776	20.9%	12,397	23.5%	9,716	16.0%	13,318	17.0%	10,961	16.6%	1,244	12.8%	
	Others	2,923	7.9%	4,087	7.8%	3,952	6.5%	5,155	6.6%	3,849	5.8%	△ 103	△ 2.6%		
	R e g i o n	Japan	13,869	37.3%	19,905	37.8%	22,653	37.3%	28,881	36.9%	22,884	34.7%	231	1.0%	
		China	5,162	13.9%	7,595	14.4%	9,700	16.0%	13,066	16.7%	14,419	21.9%	4,718	48.6%	
		Asia	2,029	5.5%	3,510	6.7%	4,596	7.6%	6,583	8.4%	4,861	7.4%	264	5.8%	
		Americas	8,599	23.1%	11,063	21.0%	15,182	25.0%	17,451	22.3%	11,749	17.8%	△ 3,432	△ 22.6%	
Europe		7,556	20.3%	10,633	20.2%	8,564	14.1%	12,374	15.8%	12,014	18.2%	3,449	40.3%		
<b>Total</b>			37,217	100.0%	52,708	100.0%	60,697	100.0%	78,357	100.0%	65,929	100.0%	5,231	8.6%	
Order Backlog	R e g i o n	Japan	15,128	36.0%	13,901	35.4%	19,594	35.1%	18,813	34.1%	25,221	34.6%	6,407	34.1%	
		China	7,220	17.2%	6,419	16.4%	9,735	17.4%	10,987	19.9%	18,160	24.9%	7,173	65.3%	
		Asia	1,640	3.9%	1,823	4.6%	3,941	7.1%	4,231	7.7%	4,780	6.6%	549	13.0%	
		Americas	7,642	18.2%	6,910	17.6%	12,601	22.6%	10,724	19.4%	10,667	14.6%	△ 57	△ 0.5%	
		Europe	10,449	24.8%	10,198	26.0%	9,974	17.9%	10,387	18.8%	14,108	19.3%	3,721	35.8%	
	<b>Total</b>			42,080	100.0%	39,252	100.0%	55,847	100.0%	55,144	100.0%	72,938	100.0%	17,794	32.3%

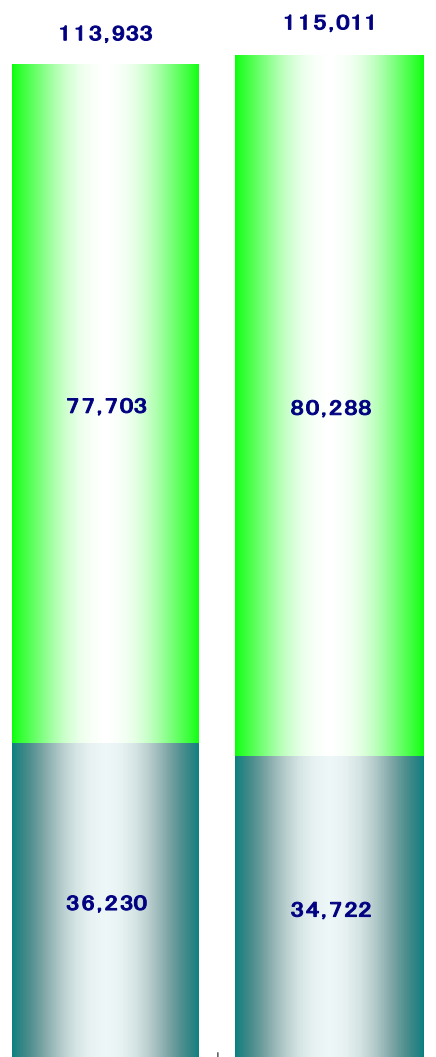


# Major Changes on Balance Sheet



## Assets

■ Fixed assets ■ Current assets



(JPY mil.)

VS end of Previous FY

**Total assets** + 1,077

**Current assets** + 2,585

Cash on hand and at bank  $\triangle$  5,220

Notes and accounts receivable -trade, contract assets, electronically recorded monetary claims - operating + 1,640

Inventories + 5,078

Other current assets + 1,021

**Fixed assets**  $\triangle$  1,507

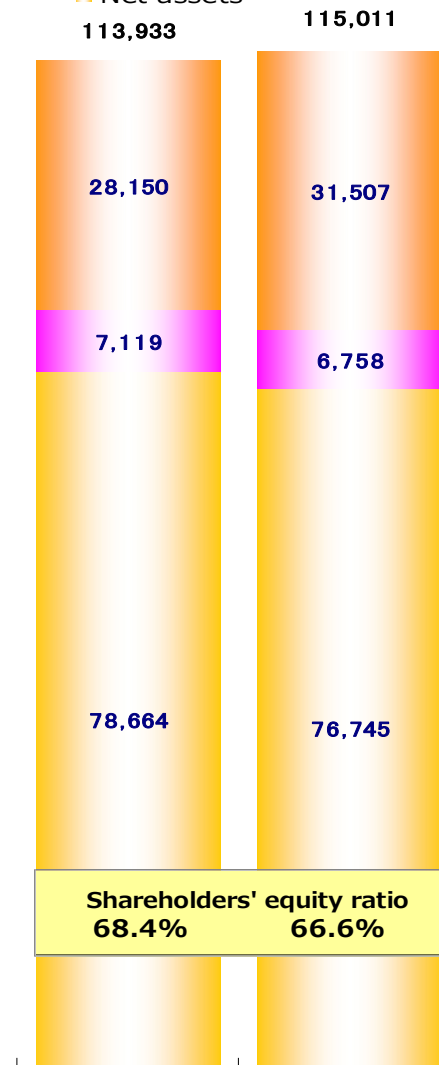
Investment securities  $\triangle$  2,227

FY2022/3

FY2022/12

## Liabilities and Net Assets

■ Current liabilities  
■ Non-current liabilities  
■ Net assets



(JPY mil.)

VS end of Previous FY

**Total liabilities** + 2,996

**Current liabilities** + 3,357

Contract liabilities + 3,703

**Non-current liabilities**  $\triangle$  361

**Net assets**  $\triangle$  1,918

Valuation difference on available-for-sale securities  $\triangle$  1,495

Shareholders' equity ratio  
68.4% 66.6%

FY2022/3

FY2022/12

# Highlights: Forecasts of FY2023 Consolidated Results



(JPY mil.)	FY2022/3	FY2023/3			Fluctuation		FY2023/3 Previous Forecast [B]	Change = [A]-[B]	
		3Q (9M) Results	4Q Forecast	Full-year forecast (revised) [A]	Amount	%		Amount	%
Order Intake	78,357	65,929	19,070	85,000	6,642	8.5%	80,000	5,000	6.3%
Net Sales	62,466	48,135	21,864	70,000	7,533	12.1%	72,000	△ 2,000	△2.8%
Cost of Sales	51,574	40,238	17,861	58,100	6,525	12.7%	59,000	△ 900	△1.5%
Gross Profit	10,892	7,897	4,002	11,900	1,007	9.3%	13,000	△ 1,100	△8.5%
<Gross Profit ratio>	17.4%	16.4%	18.3%	17.0%		(△0.4P)	18.1%		(△1.1P)
Selling, general and administrative expenses	8,386	6,902	2,397	9,300	913	10.9%	9,600	△ 300	△3.1%
Operating Income	2,505	994	1,605	2,600	94	3.8%	3,400	△ 800	△23.5%
<Operating Income ratio>	4.0%	2.1%	7.3%	3.7%		(△0.3P)	4.7%		(△1.0P)
Ordinary Income	2,432	1,152	1,547	2,700	267	11.0%	3,500	△ 800	△22.9%
Income Before Income Taxes	1,753	1,294	1,535	2,830	1,076	61.4%	3,580	△ 750	△20.9%
Net Income	896	774	1,125	1,900	1,003	111.9%	2,300	△ 400	△17.4%
Cash Dividends per Share	25円	—	—	30円	—	—	30円	—	—
Exchange Rate	1USD =	¥112.37	¥130.47	¥135.00	22.63	20.1%	¥140.00	△5.00	△3.6%
	1EUR =	¥130.55	¥138.32	¥140.00	9.45	7.2%	¥140.00	-	-

**<Summary>**  
 Orders expected to reach record high due to growing demand for high-speed presses for Evs.  
 Sales and profits expected to increase due to higher sales of presses and services for EVs and the impact of a weaker yen.

**Order Intake** Although there are orders for large presses decline, with the contribution from the increase in orders for high-speed presses for EV motors order, annual order intake is expected to increase by 8.5% year-on-year, achieving a record high.

**Net Sales** Although sales are expected to increase by 12.1% year-on-year due to an increase in large & high-speed presses for EVs and service sales, as well as the effect of a weaker yen, the forecast made at 2Q is revised downwards as anticipated sales will be postponed to the next FY due to a shortage of electronic components and other factors.

**Gross Profit** Although gross profit is expected to increase by 9.3% year-on-year due to the above-mentioned increase in sales, the gross profit margin will decline year-on-year due to higher-than-expected increases in cost of material, power, etc. We will revise the forecast made at 2Q downwards due to the postponement of high value-added press sales to the next FY, lower-than-expected service sales, and the impact of higher-than-expected manufacturing cost increases.

**Operating Income** 3.8% year-on-year increase is expected due to the above factors, however the 2Q forecast is revised downwards due to the above factors.

**Net Income** In addition to the above factors, net income is expected to increase by 111.9% because of gains on sales of cross-shareholdings and the dissipation of special factors (e.g. operational losses due to the impact of COVID-19), but the forecast made at 2Q will be revised downwards due to the above factors. The forecast of a dividend of 30 yen per share made at 2Q remains unchanged.

# 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	65,000	5,116	8.5%	44,443	51,000	6,556	14.8%
Services	13,318	15,000	1,681	12.6%	13,865	15,000	1,134	8.2%
Others	5,155	5,000	△ 155	△ 3.0%	4,156	4,000	△ 156	△ 3.8%
Total	78,357	85,000	6,642	8.5%	62,466	70,000	7,533	12.1%

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	44,500	64%	5,422	13.9%
Factory Automation	6,044	7,500	11%	1,455	24.1%
Services	17,344	18,000	26%	655	3.8%
Total	62,466	70,000	100%	7,533	12.1%

(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	29,000	118	0.4%	38,188	40,700	2,511	6.6%	802	550	△ 252	△ 31.4%
China	13,066	17,000	3,933	30.1%	8,851	11,800	2,948	33.3%	741	700	△ 41	△ 5.7%
Asia	6,583	7,500	916	13.9%	7,646	11,200	3,553	46.5%	745	900	154	20.7%
Americas	17,451	16,000	△ 1,451	△ 8.3%	13,869	18,700	4,830	34.8%	269	280	10	3.8%
Europe	12,374	15,500	3,125	25.3%	12,658	12,600	△ 58	△ 0.5%	110	170	59	53.3%
Reconciliation					△ 18,747	△ 25,000			△ 164	0		
Total	78,357	85,000	6,642	8.5%	62,466	70,000	7,533	12.1%	2,505	2,600	94	3.8%

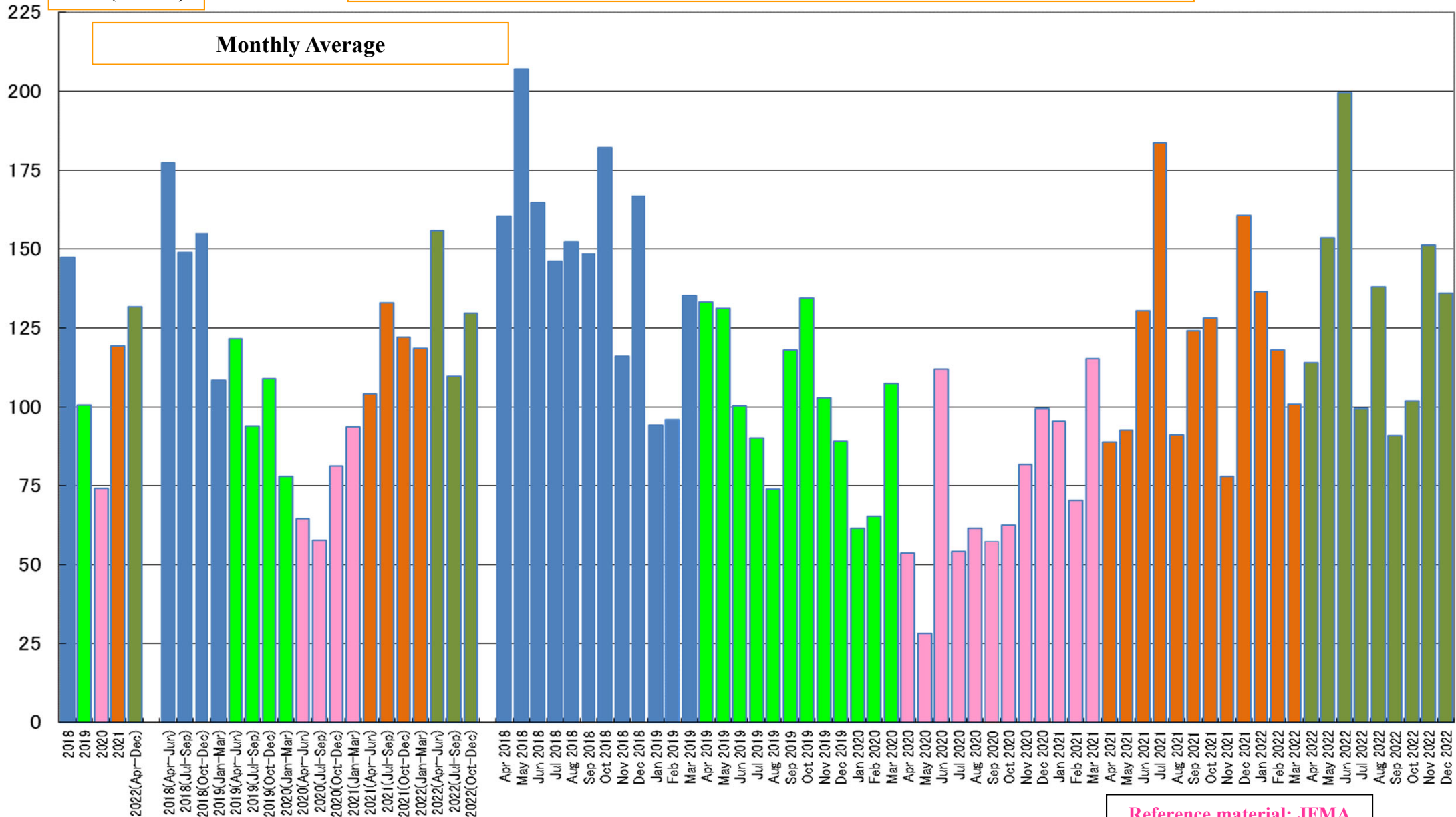
# (for Reference) Statistics of Forming Machinery Industry-1



JPY(billion)

Press: Mechanical, Hydraulic, Forging & Automation

Monthly Average

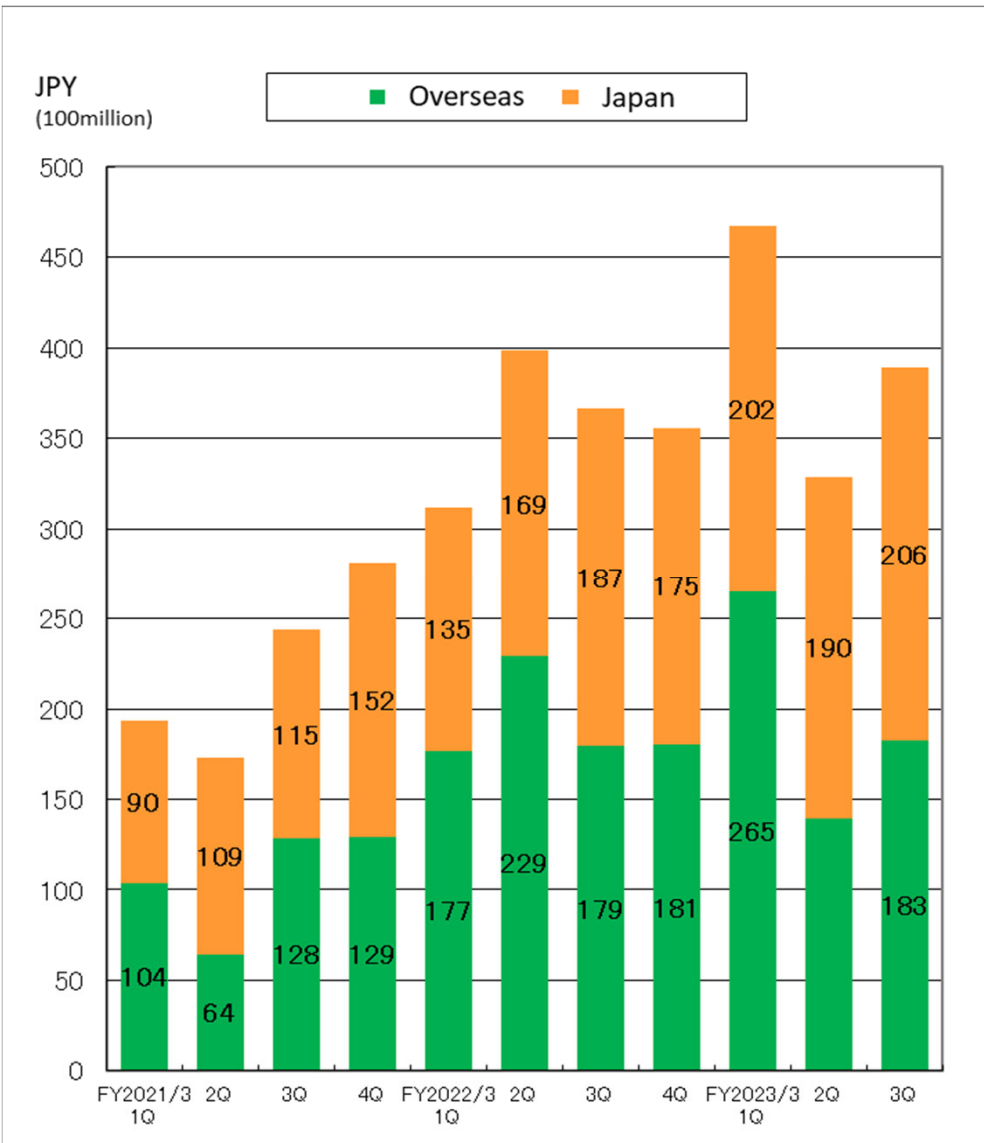


Reference material: JFMA

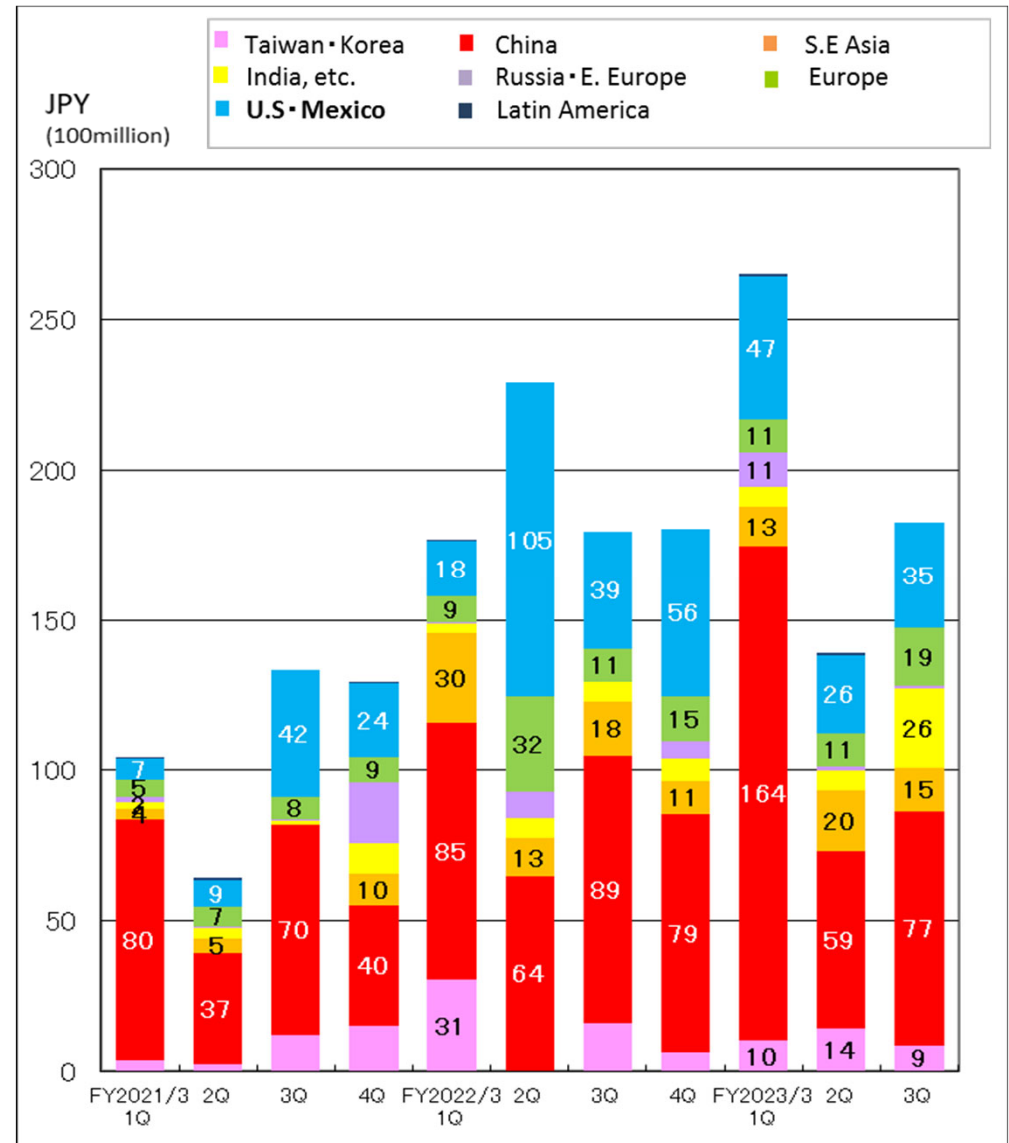
# (for Reference) Statistics of Forming Machinery Industry- 2



## Trend of Order Intake



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



Reference material: JFMA

## **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.**

**February 2023**

**AIDA ENGINEERING, LTD.**