



Presentation of Consolidated Financial Results  
for the 1st Quarter of the FY Ended March 31, 2024  
(from April 2023 to June 2023)

**AIDA**

**AIDA ENGINEERING, LTD.**

# Highlights of Consolidated Results Summary of P&L



(100million JPY)

(JPY mil.)	FY2023/3 1Q (3M)	FY2024/3 1Q (3M)	Fluctuation	
			Amount	%
Order Intake	31,773	22,679	△ 9,093	△28.6%
Net Sales	13,665	16,867	3,201	23.4%
Cost of Sales	11,491	13,743	2,251	19.6%
Gross Profit	2,174	3,124	950	43.7%
<Gross Profit ratio>	15.9%	18.5%		(+2.6P)
Selling, general and administrative expenses	2,295	2,453	157	6.9%
Operating Income / Loss	△ 121	671	792	-
<Operating Income ratio>	△0.9%	4.0%		(+4.9P)
Ordinary Income / Loss	△ 117	748	865	-
Income / Loss Before Income Taxes	△ 120	755	876	-
Net Income / Loss	△ 175	473	648	-
Exchange Rate	1USD	¥129.52	7.79	6.0%
	1EUR	¥138.00	11.50	8.3%

Factors of Change in Operating	
Increase of net sales	4.4
Improvement of product mix and profitability	4.4
Decrease expenses	△ 0.9
<b>Total</b>	<b>7.9</b>

## 【Summary】

**Orders intake remained steady despite of a reactionary decline from a temporary increase in orders for high-speed presses.**

**Sales increased due to an increase in high-speed presses as well as the effect of a weaker yen.**

**Profit increase due to increase in sales and an improved product mix.**

Order Intake	Despite orders for high-speed presses for EV drive motors remained steady, order intake dropped 28.6% year-on-year due to a reactionary decline from a temporary increase in orders for high-speed presses and other products.
Net Sales	Sales increased 23.4% year-on-year due to an increase in high-speed presses for EVs, as well as the effect of a weaker yen.
Gross Profit	Despite of soaring raw material, subcontracting and logistics costs, gross profit increased 43.7% year-on-year due to sales increase and improved product mix of presses.
Operating Income	Operating income increased due to the above factors.
Net Income	Net income increased due to the above factors.

# Trend of Sales, Gross Profit and Operating Income

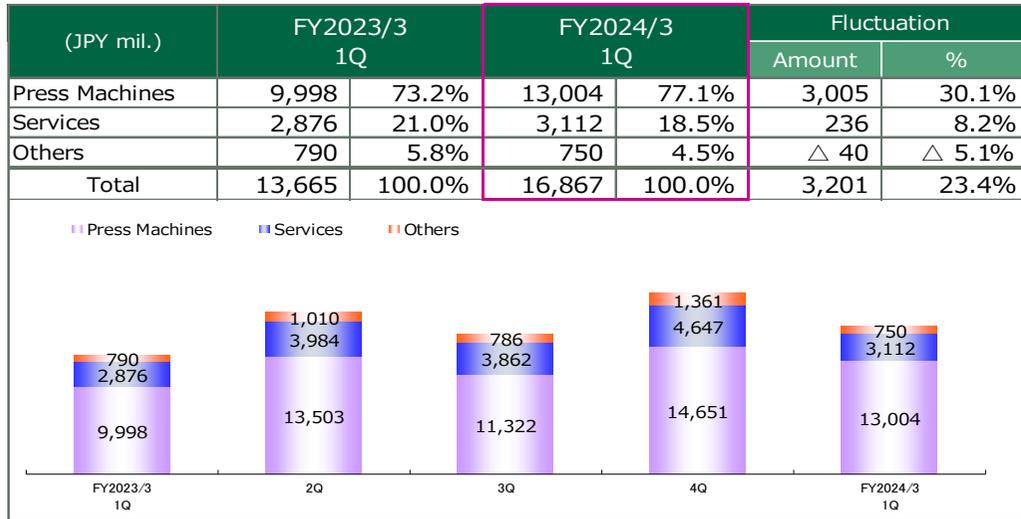


JPY(million)		FY2023/3				FY2024/3
		1Q	2Q	3Q	4Q	1Q
	Net Sales	13,665	18,498	15,970	20,660	16,867
	Gross Profit	2,174	3,127	2,595	3,730	3,124
	Operating Income/Loss	△ 121	837	277	545	671
	Gross Profit ratio	15.9%	16.9%	16.2%	18.1%	18.5%
	Operating Income ratio	△0.9%	4.5%	1.7%	2.6%	4.0%

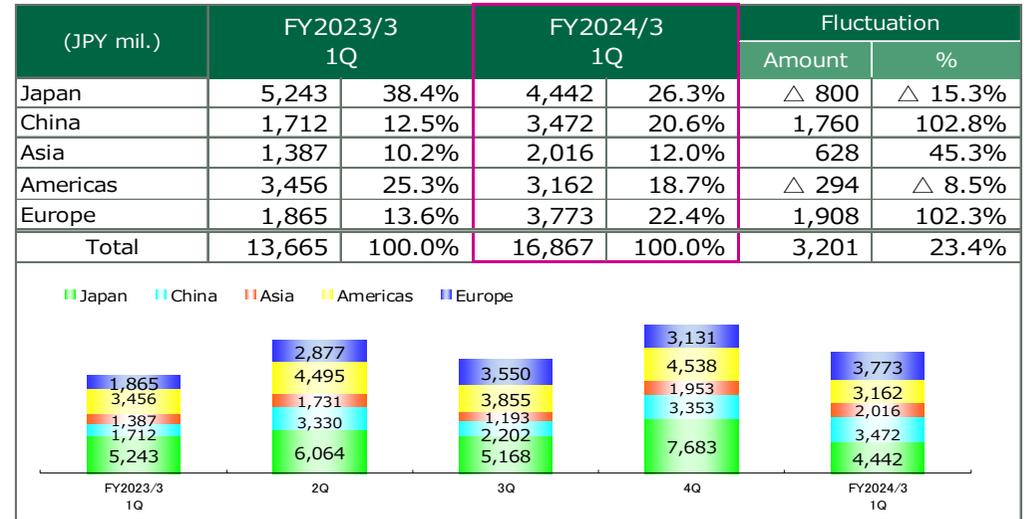
# Sales to Third Party (by Business/Customer/Geographic segment)



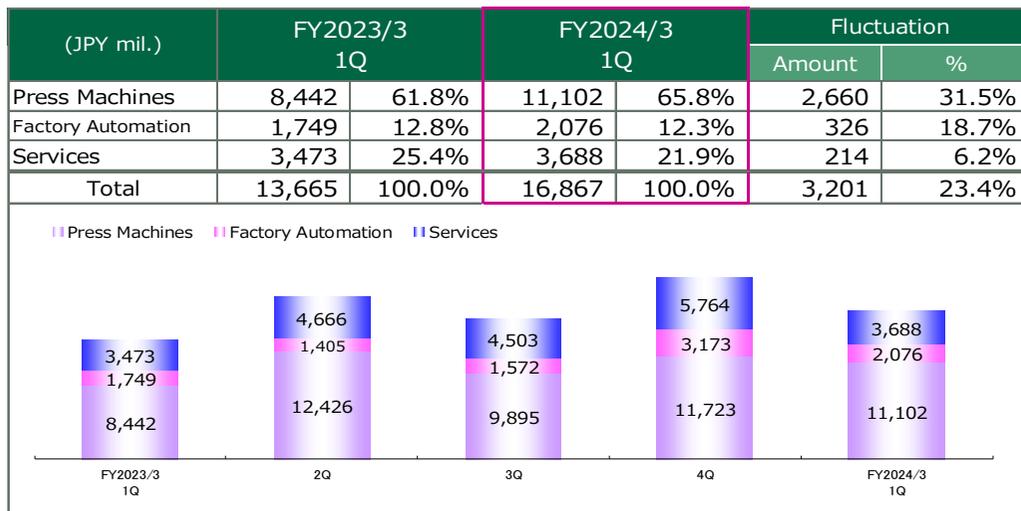
## Sales by Business segment (Press related / Others)



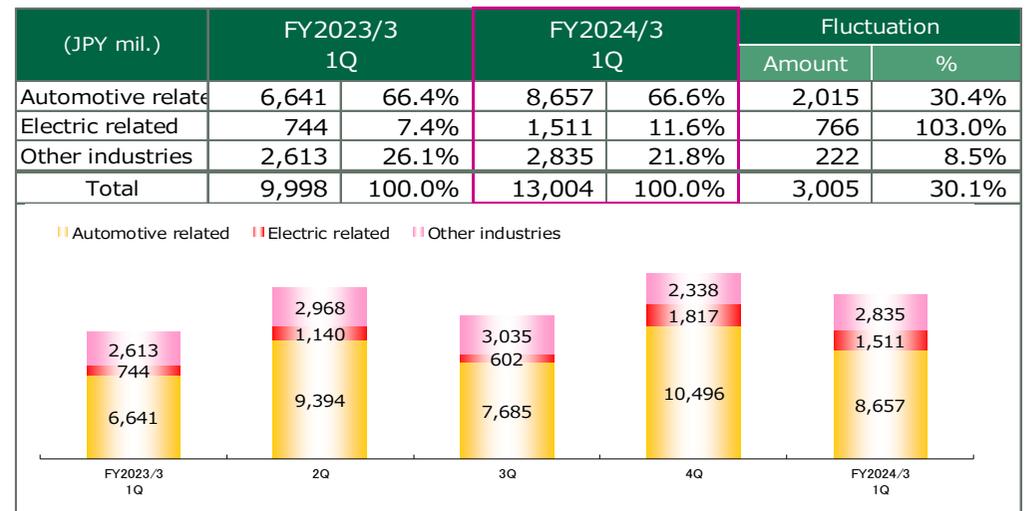
## Sales by Geographic segment



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



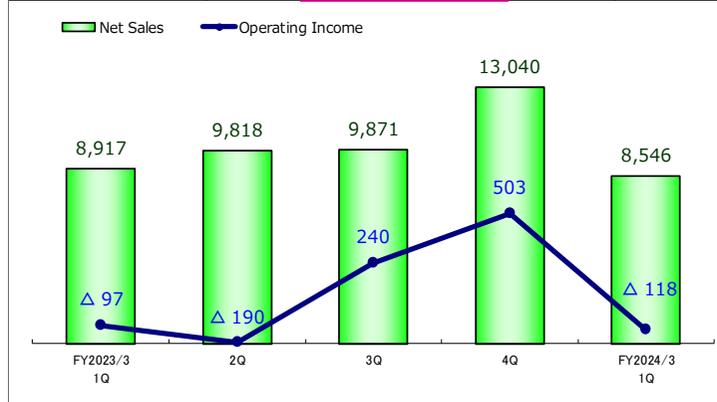
## Sales (press machines) by Customer industry



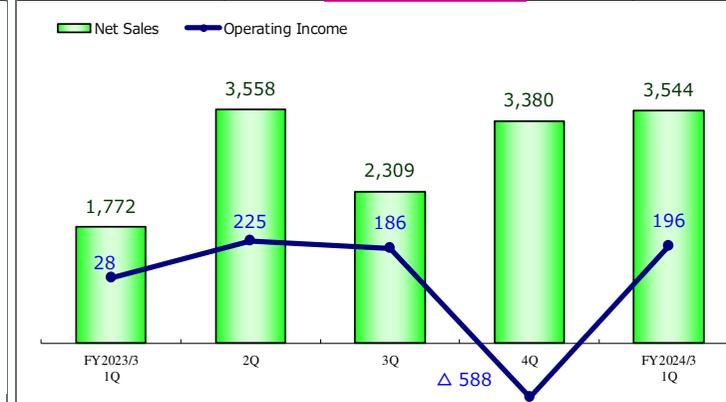
# Sales / Operating Income (by Geographic segment)



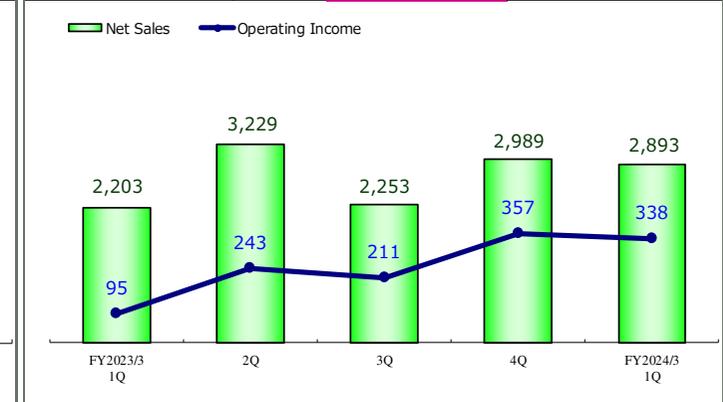
Japan						
(JPY mil.)	FY2023/3 1Q		FY2024/3 1Q		Fluctuation	
					Amount	%
Net Sales	8,917		8,546		△ 371	△4.2%
Operating Income / Loss	△ 97	△ 1.1%	△ 118	△ 1.4%	△ 21	-



China						
(JPY mil.)	FY2023/3 1Q		FY2024/3 1Q		Fluctuation	
					Amount	%
Net Sales	1,772		3,544		1,772	100.0%
Operating Income/ Loss	28	1.6%	196	5.5%	168	600.4%



Asia						
(JPY mil.)	FY2023/3 1Q		FY2024/3 1Q		Fluctuation	
					Amount	%
Net Sales	2,203		2,893		690	31.3%
Operating Income/ Loss	95	4.4%	338	11.7%	242	252.6%



Americas						
(JPY mil.)	FY2023/3 1Q		FY2024/3 1Q		Fluctuation	
					Amount	%
Net Sales	3,653		3,235		△ 417	△11.4%
Operating Income/ Loss	△ 98	△ 2.7%	△ 16	△ 0.5%	82	-



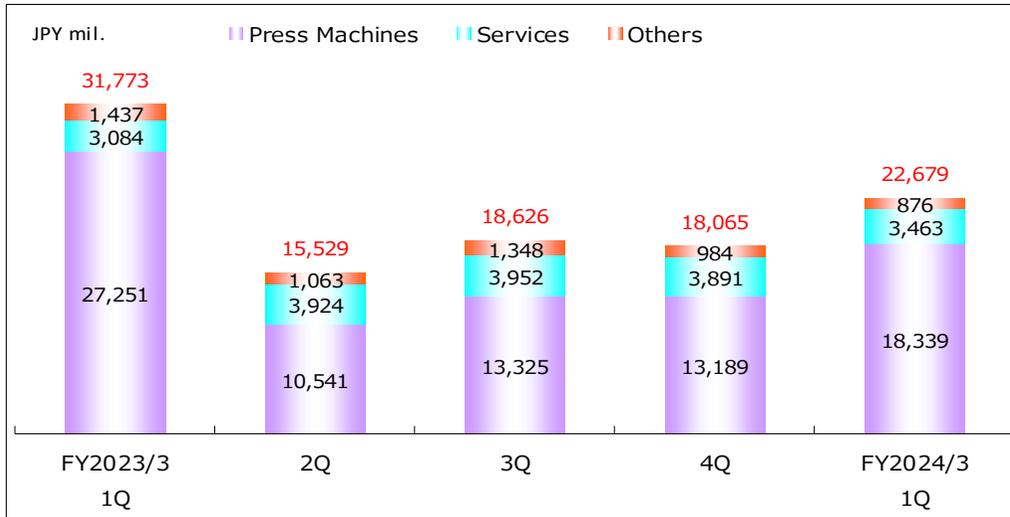
Europe						
(JPY mil.)	FY2023/3 1Q		FY2024/3 1Q		Fluctuation	
					Amount	%
Net Sales	2,032		4,482		2,450	120.6%
Operating Income/ Loss	△ 1	△ 0.1%	79	1.8%	80	-



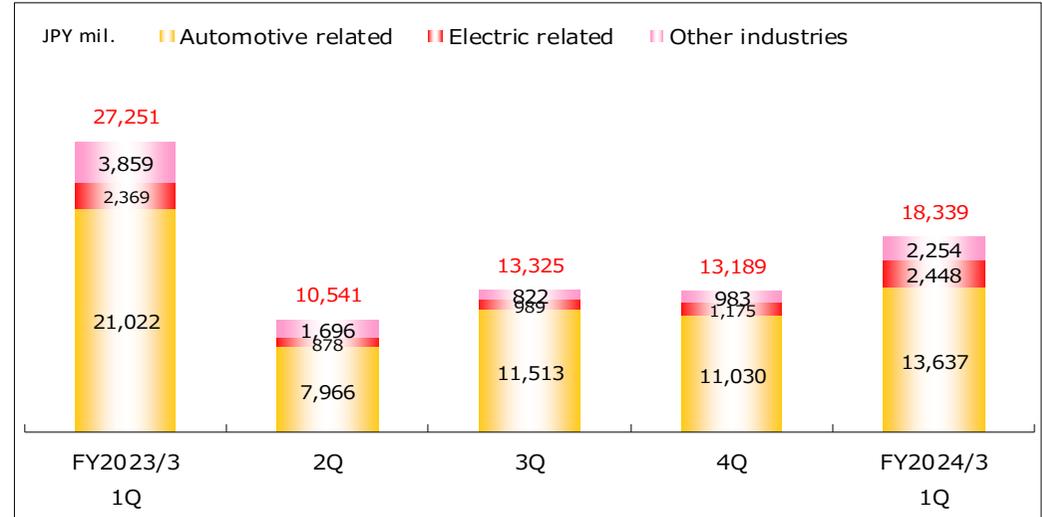
# Order Intake & Backlog (by Business/Customer/Geographic segment)



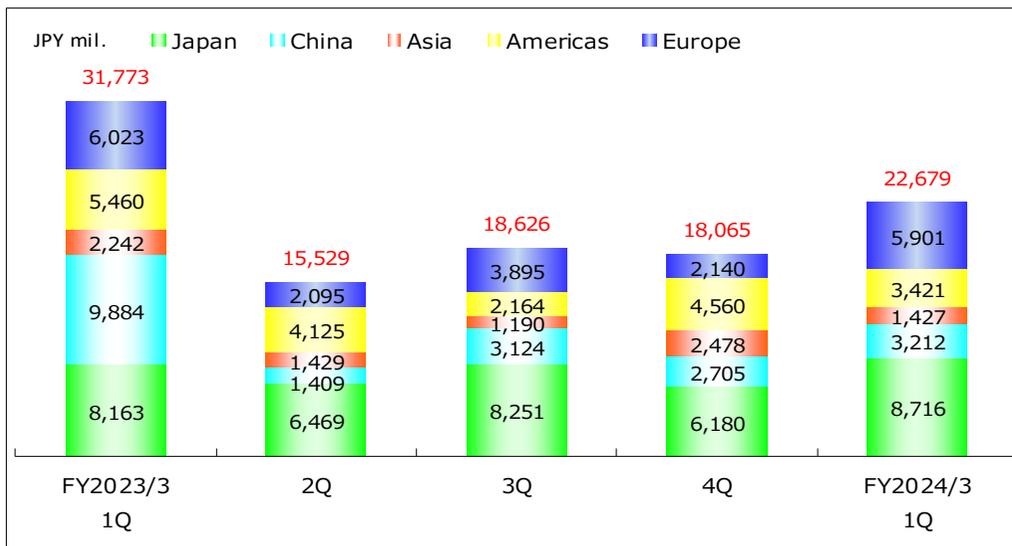
## Order Intake by Business Segment



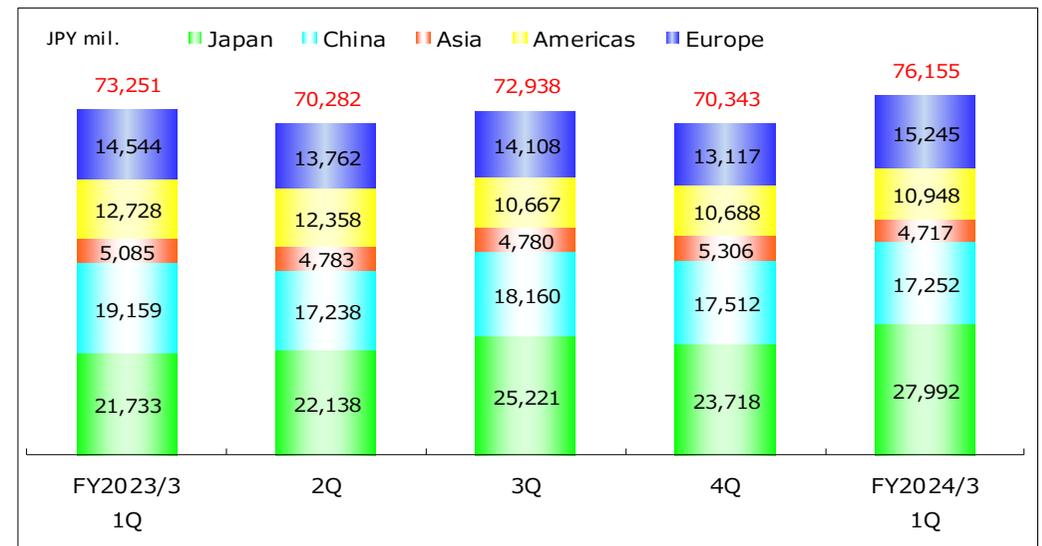
## Order Intake by Customer Industry (Press Machines)



## Order Intake by Geographic Segment



## Order Backlog by Geographic Segment

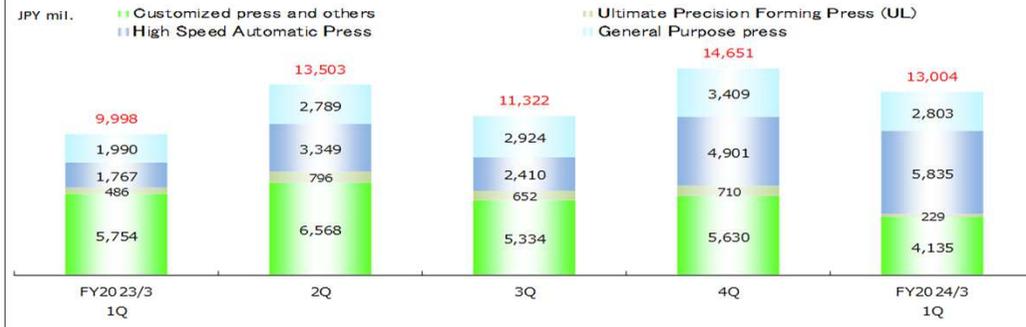


# Sales & Order Intake & Backlog (by Press type)



## Sales by Press type

(JPY mil.)	FY2023/3 1Q		FY2024/3 1Q		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	5,754	57.6%	4,135	31.8%	△ 1,619	△ 28.1%
Ultimate Precision Forming Press (UL)	486	4.9%	229	1.8%	△ 256	△ 52.7%
High Speed Automatic Press	1,767	17.7%	5,835	44.9%	4,068	230.2%
General Purpose press	1,990	19.9%	2,803	21.6%	812	40.8%
<b>Total</b>	<b>9,998</b>	<b>100.0%</b>	<b>13,004</b>	<b>100.0%</b>	<b>3,005</b>	<b>30.1%</b>



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



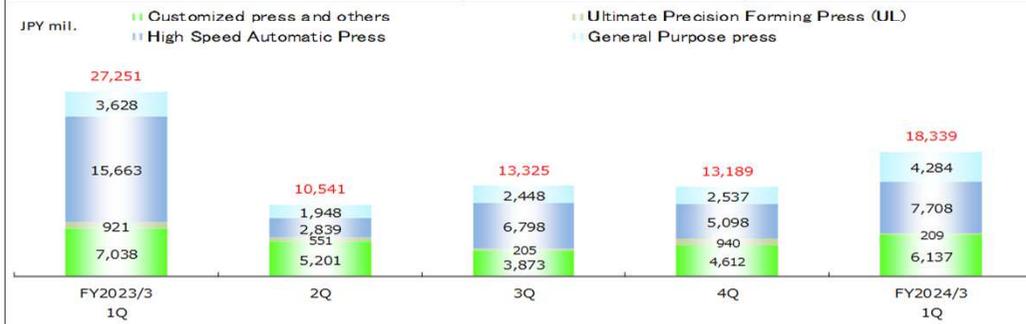
Customized press and others

⇒ Middle and large size machines, upon requests from customers



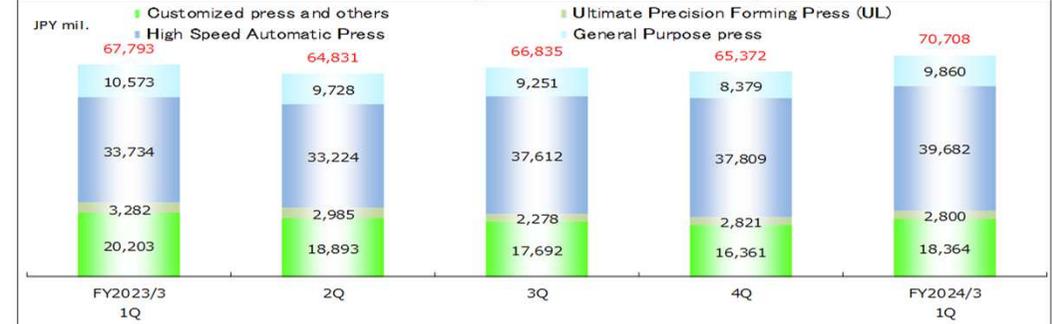
## Order Intake by Press type

(JPY mil.)	FY2023/3 1Q		FY2024/3 1Q		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	7,038	25.8%	6,137	33.5%	△ 900	△ 12.8%
Ultimate Precision Forming Press (UL)	921	3.4%	209	1.1%	△ 712	△ 77.3%
High Speed Automatic Press	15,663	57.5%	7,708	42.0%	△ 7,955	△ 50.8%
General Purpose press	3,628	13.3%	4,284	23.4%	656	18.1%
<b>Total</b>	<b>27,251</b>	<b>100.0%</b>	<b>18,339</b>	<b>100.0%</b>	<b>△ 8,911</b>	<b>△ 32.7%</b>



## Order Backlog by Press type

(JPY mil.)	FY2023/3 1Q		FY2024/3 1Q		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	20,203	29.8%	18,364	26.0%	△ 1,838	△ 9.1%
Ultimate Precision Forming Press (UL)	3,282	4.8%	2,800	4.0%	△ 481	△ 14.7%
High Speed Automatic Press	33,734	49.8%	39,682	56.1%	5,947	17.6%
General Purpose press	10,573	15.6%	9,860	13.9%	△ 712	△ 6.7%
<b>Total</b>	<b>67,793</b>	<b>100.0%</b>	<b>70,708</b>	<b>100.0%</b>	<b>2,914</b>	<b>4.3%</b>

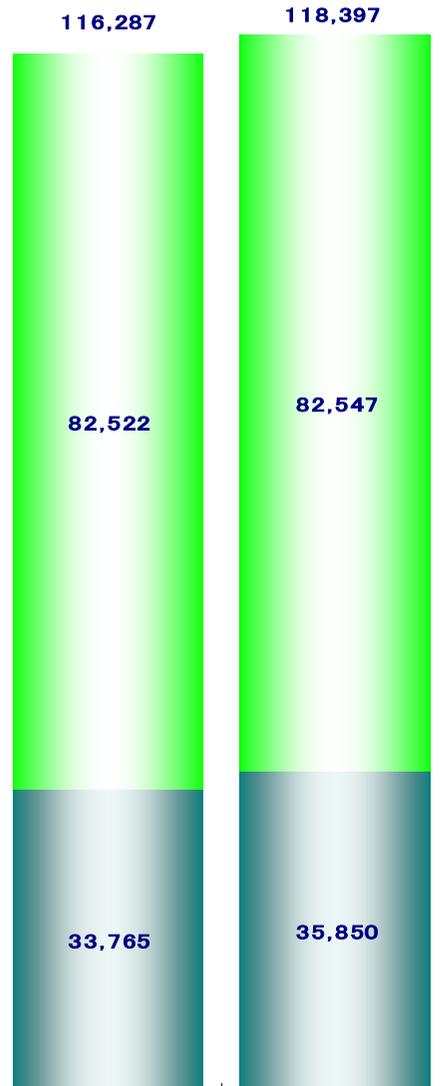


# Major Changes on Balance Sheet



## Assets

■ Fixed assets ■ Current assets



FY2023/3

FY2023/6

**Total assets** + 2,109

**Current assets** + 25

Notes and accounts receivable - trade, and contract assets, Electronically recorded monetary claims - operating  $\Delta$  2,974

Inventories + 1,675

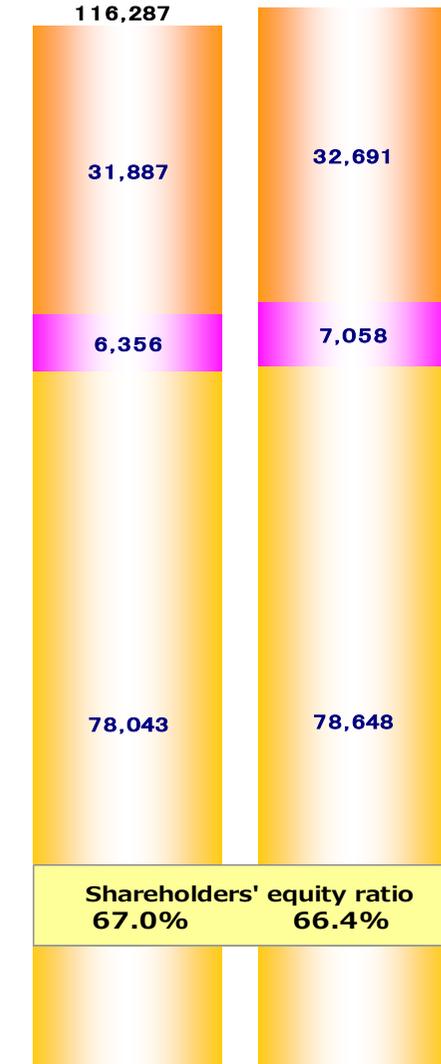
**Fixed assets** + 2,084

Investment securities + 1,641

Other - Investments and other assets + 1,613

## Liabilities and Net Assets

■ Current liabilities  
■ Non-current liabilities  
■ Net assets



FY2023/3

FY2023/6

**Total liabilities** + 1,504

**Current liabilities** + 803

Other - Contract liabilities + 1,225

**Non-current liabilities** + 701

**Net assets** + 605

Retained earnings  $\Delta$  1,448

Valuation difference on available-for-sale securities + 1,147

Foreign currency translation adjustment + 1,302

**Shareholders' equity ratio**  
67.0% 66.4%

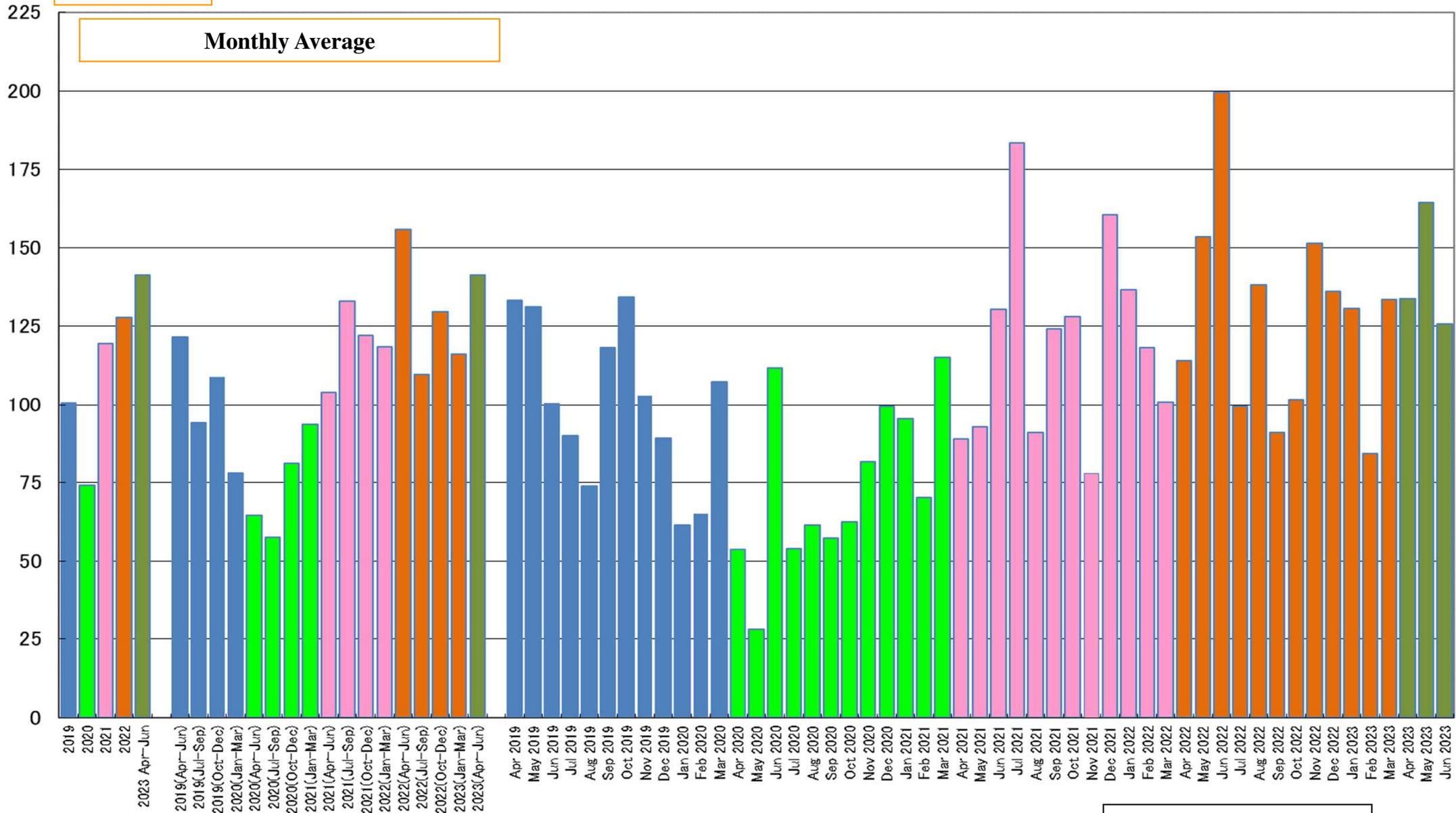
# (for Reference) Statistics of Forming Machinery Industry-1



JPY(billion)

Press: Mechanical, Hydraulic, Forging & Automation

Monthly Average

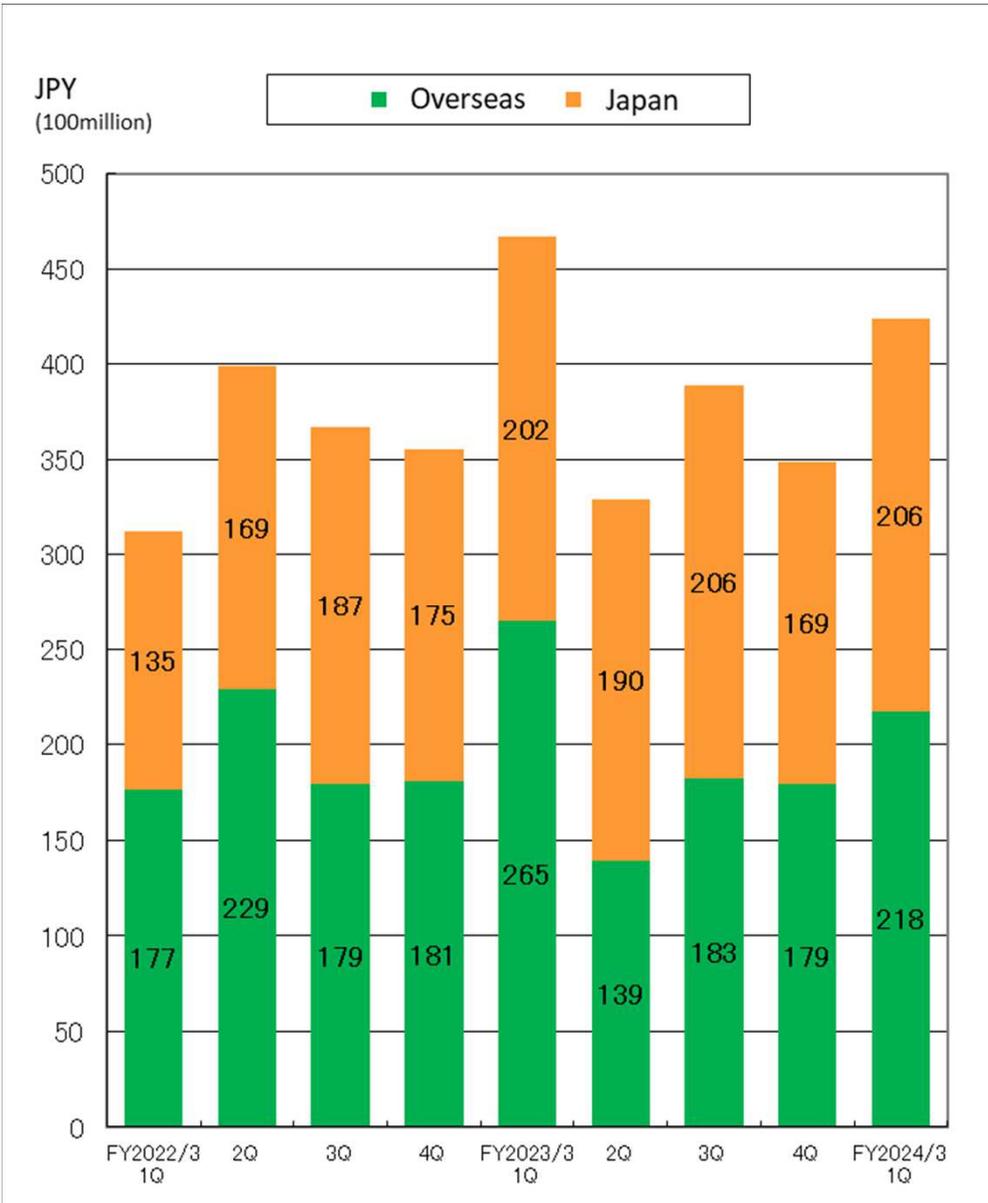


Reference material: JFMA

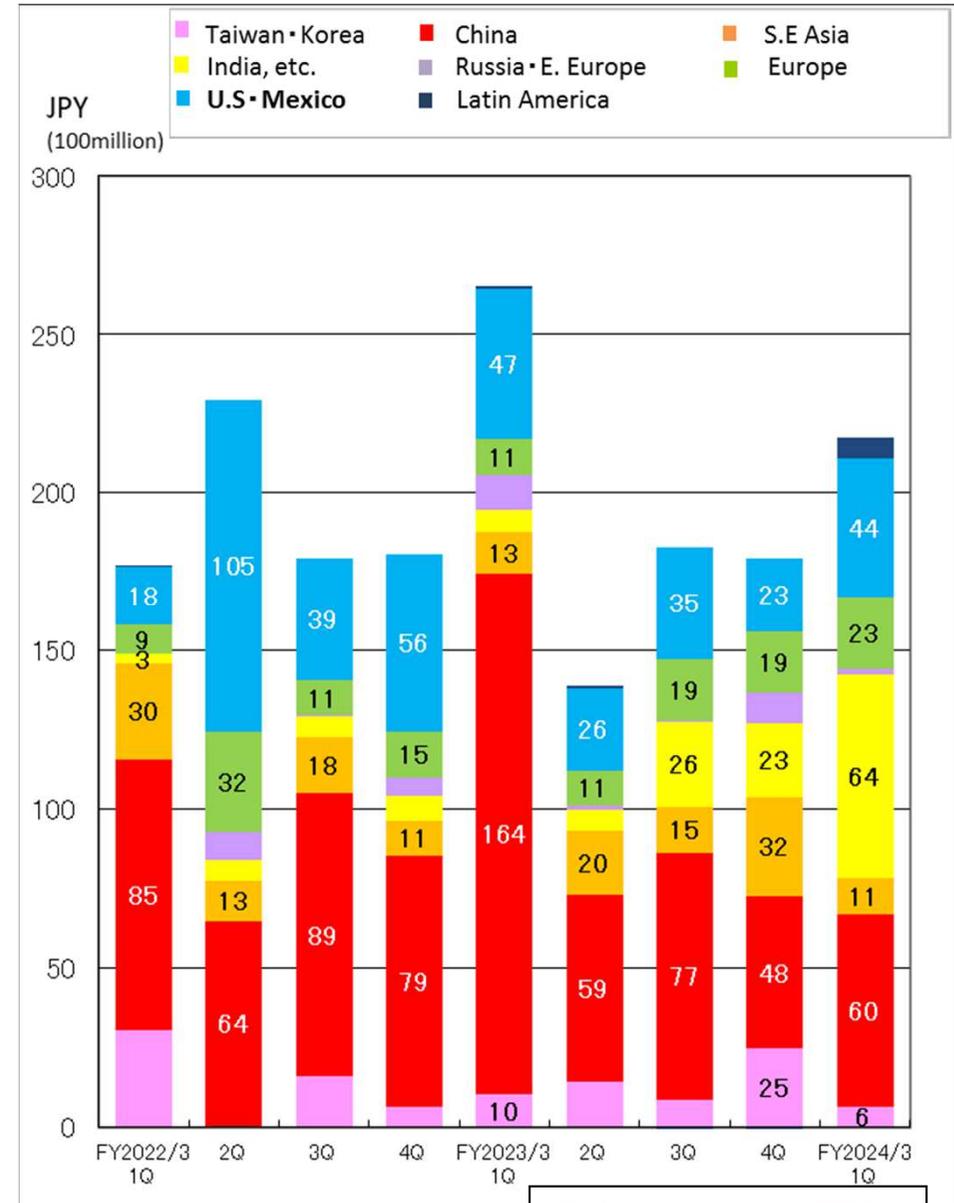
# (for Reference) Statistics of Forming Machinery Industry- 2



## Trend of Order Intake



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



Reference material: JFMA

# 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 2023**

**AIDA ENGINEERING, LTD.**