



Presentation of Consolidated Financial Results
for the FY Ended March 31, 2024
(from Apr. 2023 to Mar. 2024)

AIDA

AIDA ENGINEERING, LTD.

Highlights of Consolidated Results P&L



(100million JPY)

(JPY mil.)	FY2023/3	FY2024/3	Fluctuation	
			Amount	%
Orders	83,994	79,105	△ 4,889	△5.8%
Net Sales	68,795	72,742	3,947	5.7%
Cost of Sales	57,168	59,086	1,918	3.4%
Gross Profit	11,627	13,656	2,028	17.4%
<Gross Profit ratio>	16.9%	18.8%		(+1.9P)
Selling, general and administrative expenses	10,087	10,041	△ 46	△0.5%
Operating Income	1,540	3,615	2,075	134.7%
<Operating Income ratio>	2.2%	5.0%		(+2.7P)
Ordinary Income	1,710	3,595	1,885	110.2%
Income	1,964	4,233	2,268	115.5%
Net Income	1,295	2,808	1,512	116.8%
Exchange Rate	1USD	¥135.50	9.03	6.7%
	1EUR	¥140.92	15.81	11.2%

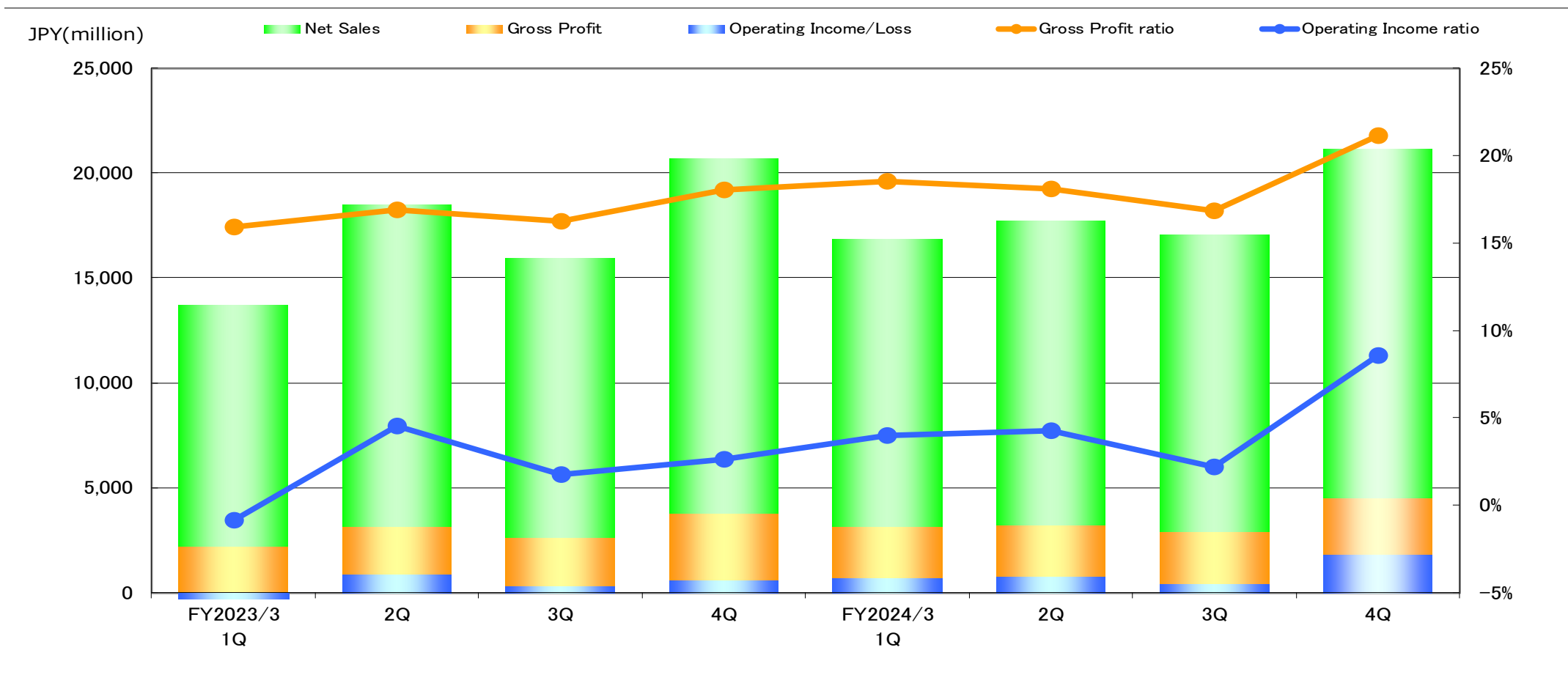
Factors of Change in Operating Income	
Improvement of product mix and profitability	14.3
Elimination of allowance for doubtful accounts (SG&A)	8.2
Increase of net sales	1.1
Impact of exchange rate fluctuations	0.8
Increase of REJ's operating income	0.8
Increase of SG&A expenses	△ 4.4
Total	20.8

<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

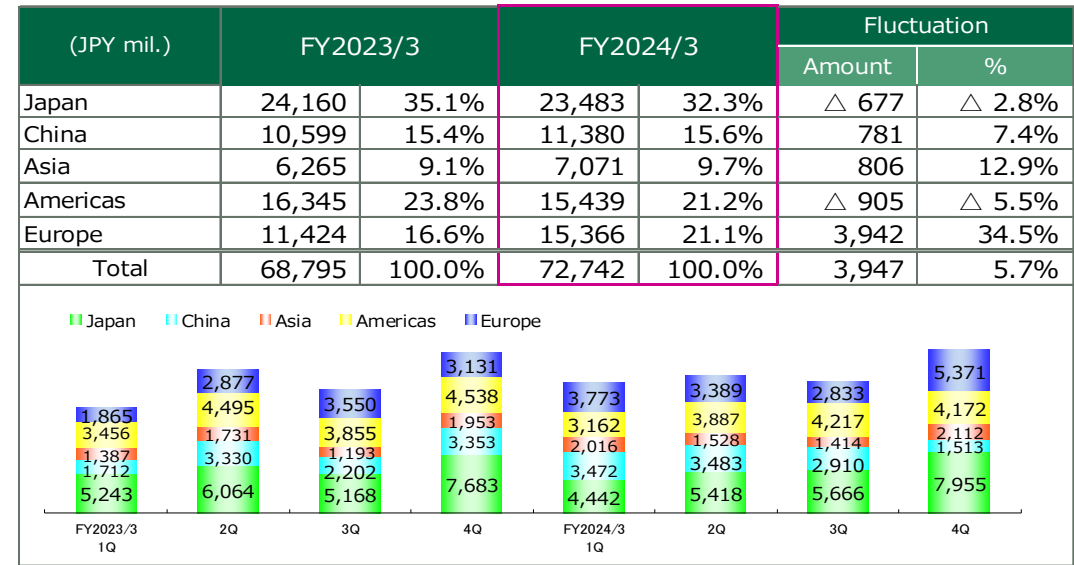
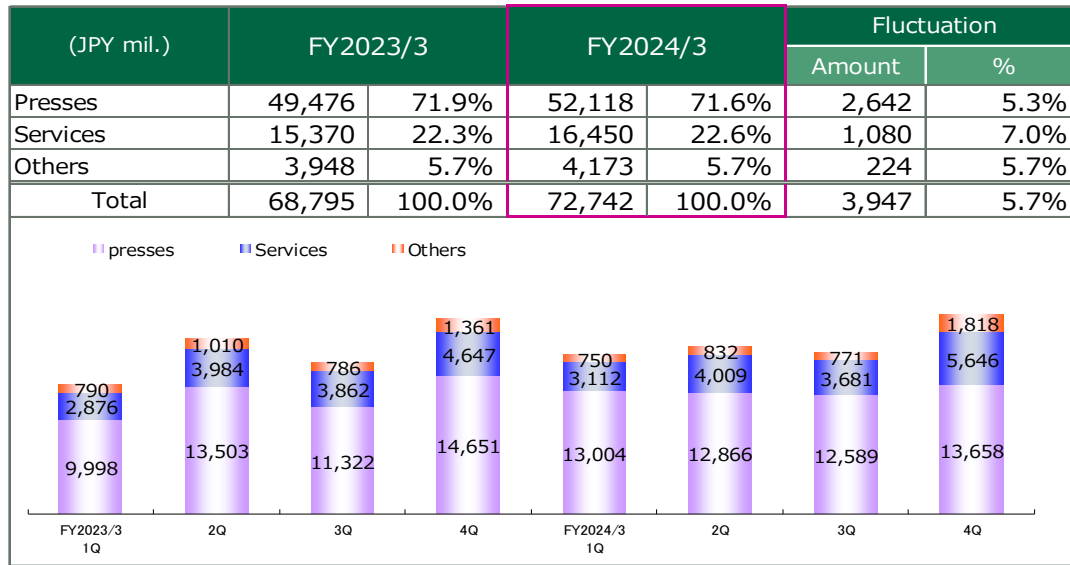
Orders	Although orders declined 5.8% year-on-year in reaction to the rush of orders for EV-related high-speed presses in the previous FY, order intake remained strong, excluding those special factors.
Net Sales	Sales increased 5.7% year-on-year due to an increase in EV-related high-speed presses and the impact of a weaker yen.
Gross Profit	Despite soaring raw materials, outsourcing and logistics costs and deterioration in profitability of some large projects, the gross profit increased by 17.4% year-on-year as a result of increased sales and a higher gross profit ratio due to improved product mix.
Operating Income	Operating income increased due to the above factors of higher gross profit and the absence of the provision for doubtful debts recorded in the previous year.
Net Income	Net income increased due to the above-mentioned factors and gain on sales of fixed assets and investment securities, etc.

Trend of Sales, Gross Profit and Operating Income

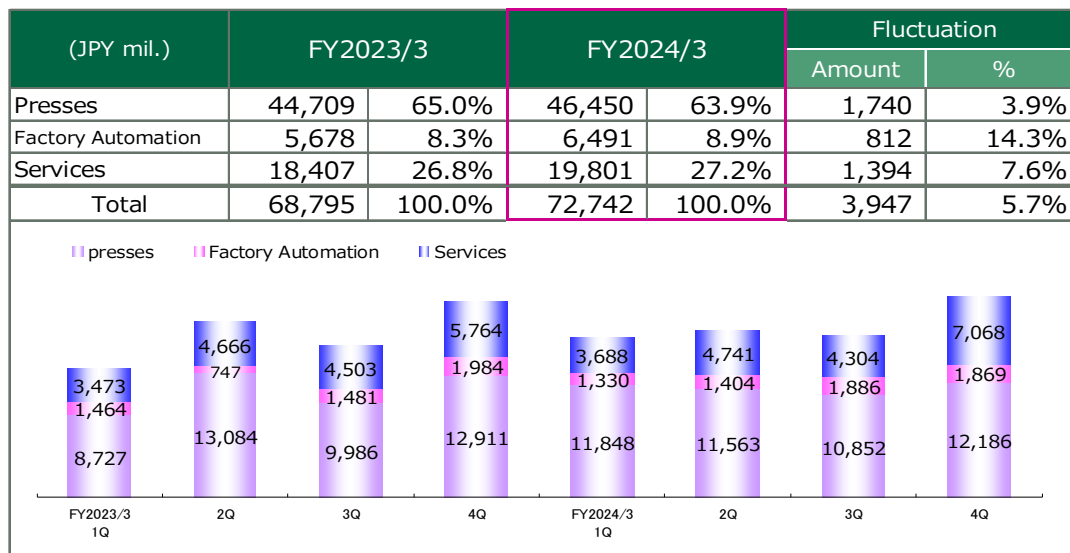


JPY(million)		FY2023/3				FY2024/3			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	Net Sales	13,665	18,498	15,970	20,660	16,867	17,708	17,042	21,124
	Gross Profit	2,174	3,127	2,595	3,730	3,124	3,200	2,871	4,460
	Operating Income/Loss	△ 121	837	277	545	671	756	373	1,813
	Gross Profit ratio	15.9%	16.9%	16.2%	18.1%	18.5%	18.1%	16.8%	21.1%
	Operating Income ratio	△0.9%	4.5%	1.7%	2.6%	4.0%	4.3%	2.2%	8.6%

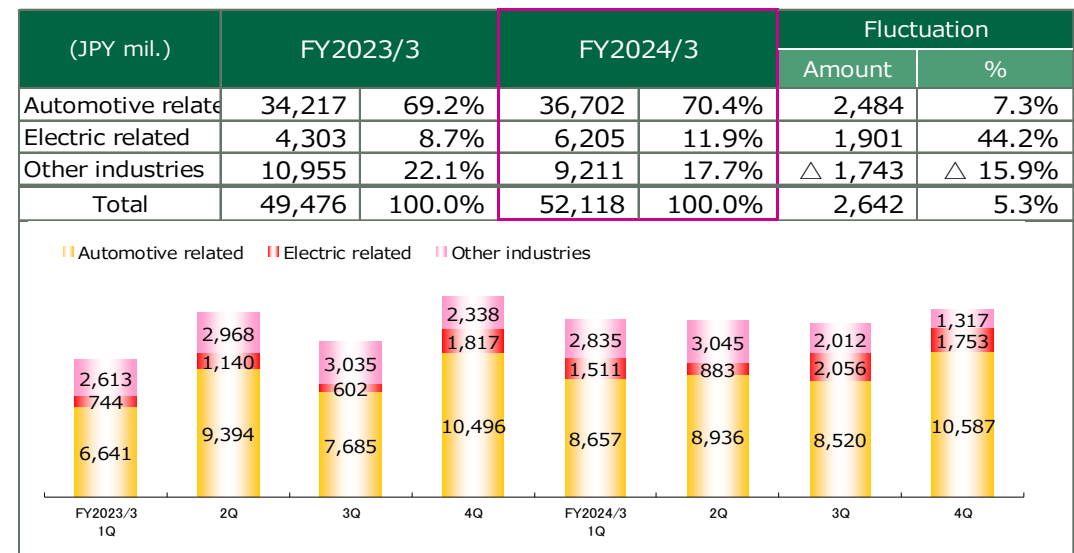
Sales to Third Party (by Business/Customer/Geographic segment)



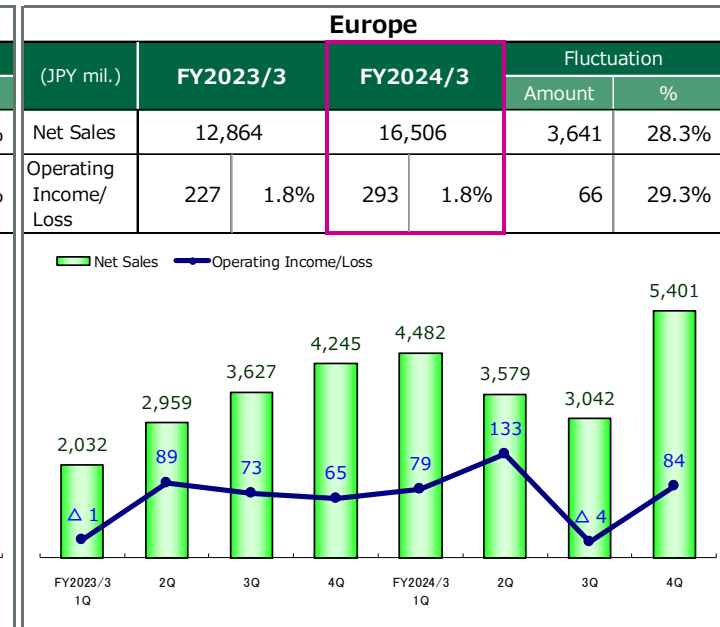
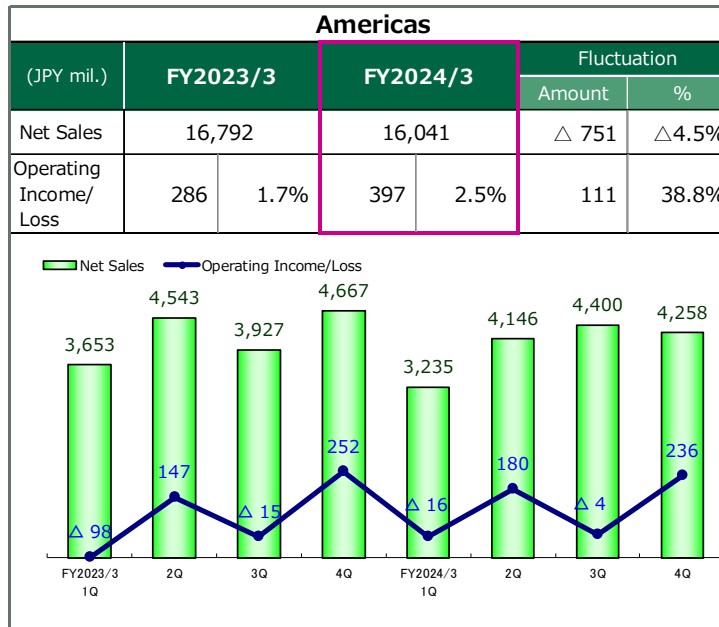
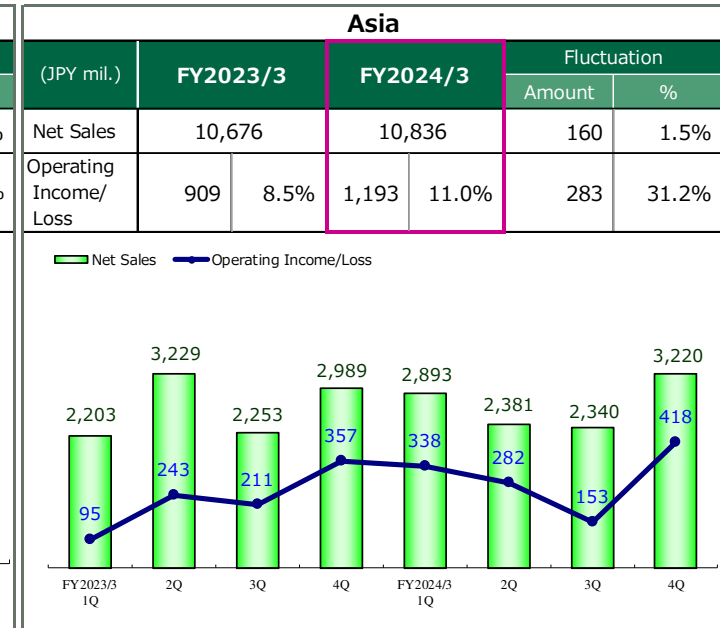
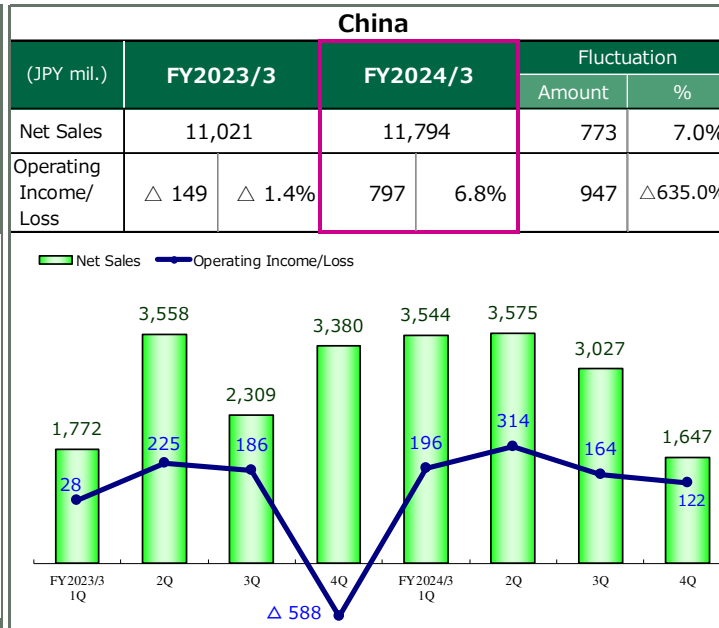
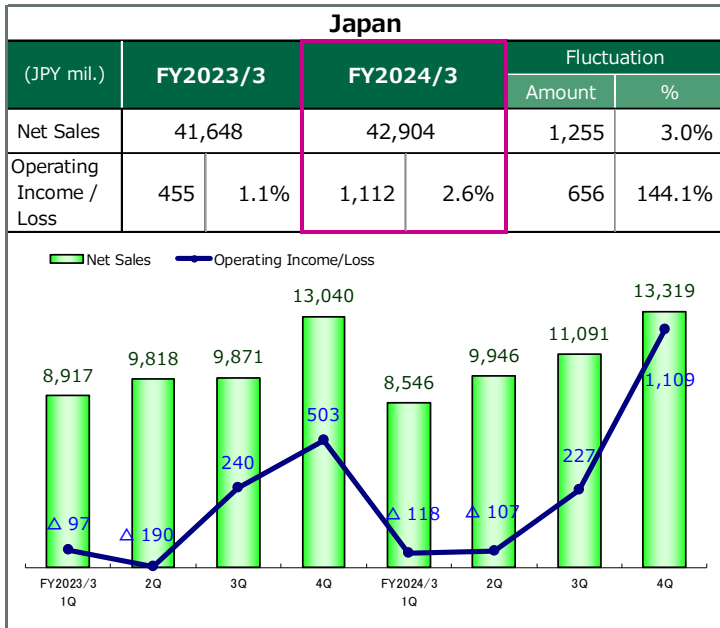
Sales by Business segment of the Medium-Term Management Plan (Press / FA / Service)



Sales (presses) by Customer industry

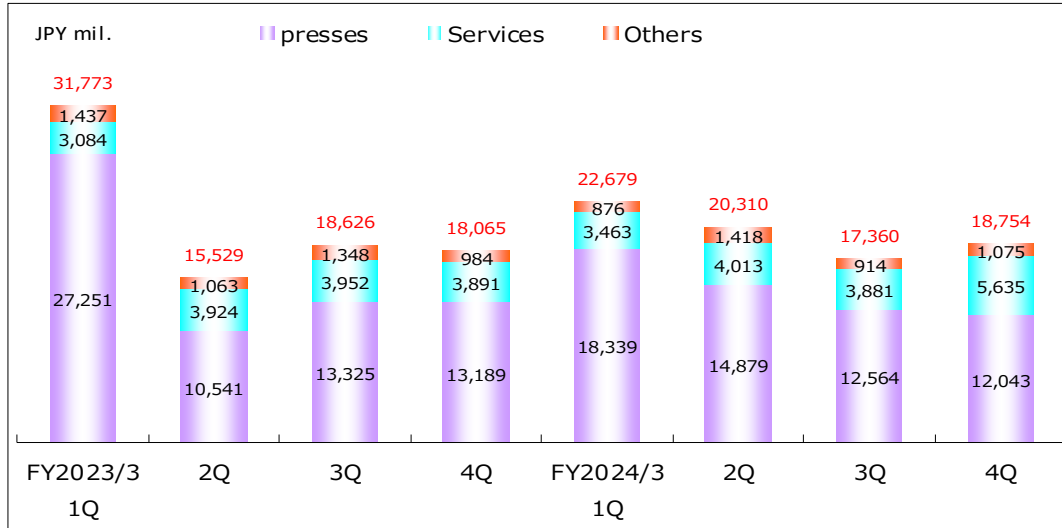


Sales / Operating Income (by Geographic segment)

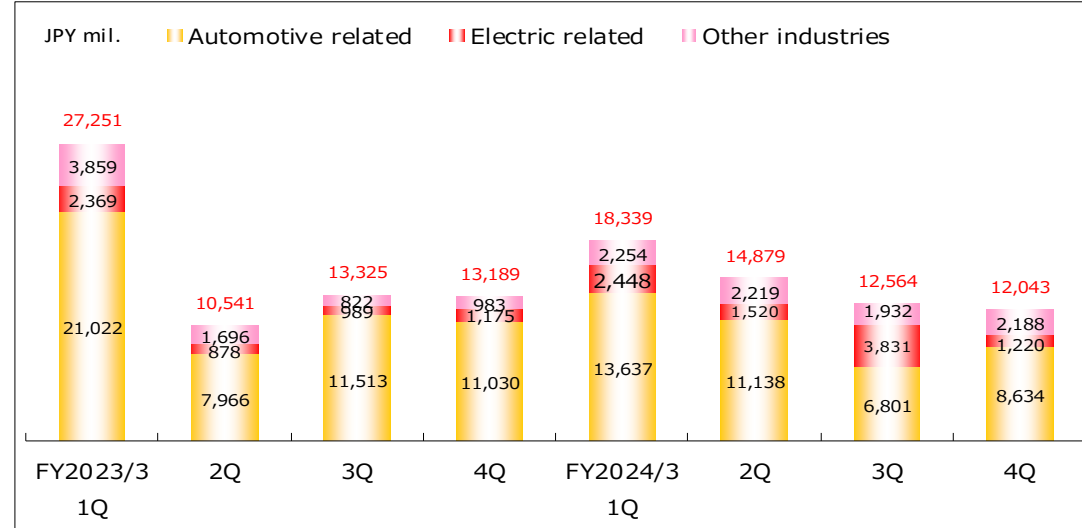


Orders & Backlog (by Business/Customer/Geographic segment)

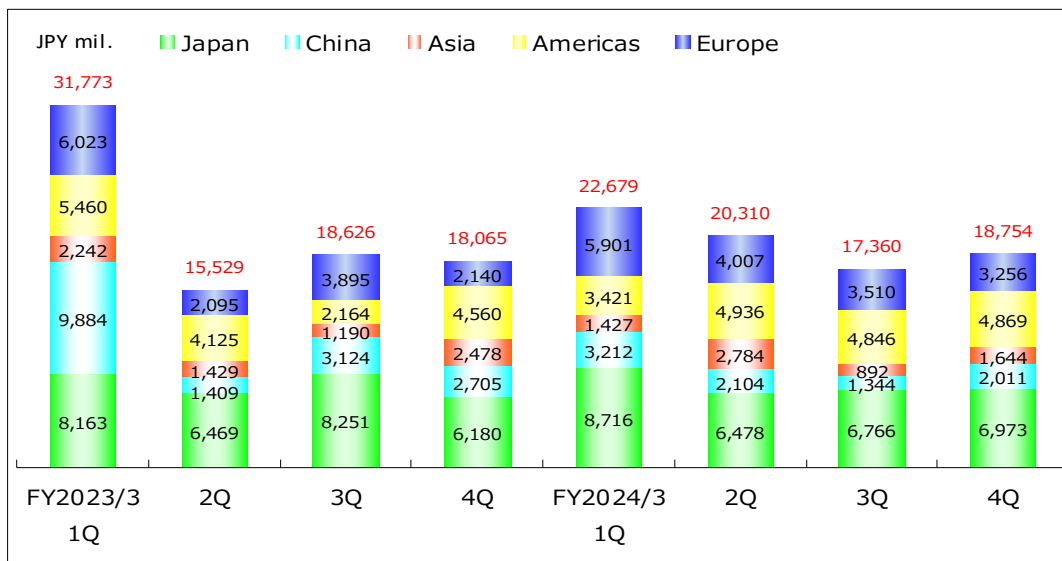
Orders by Business Segment



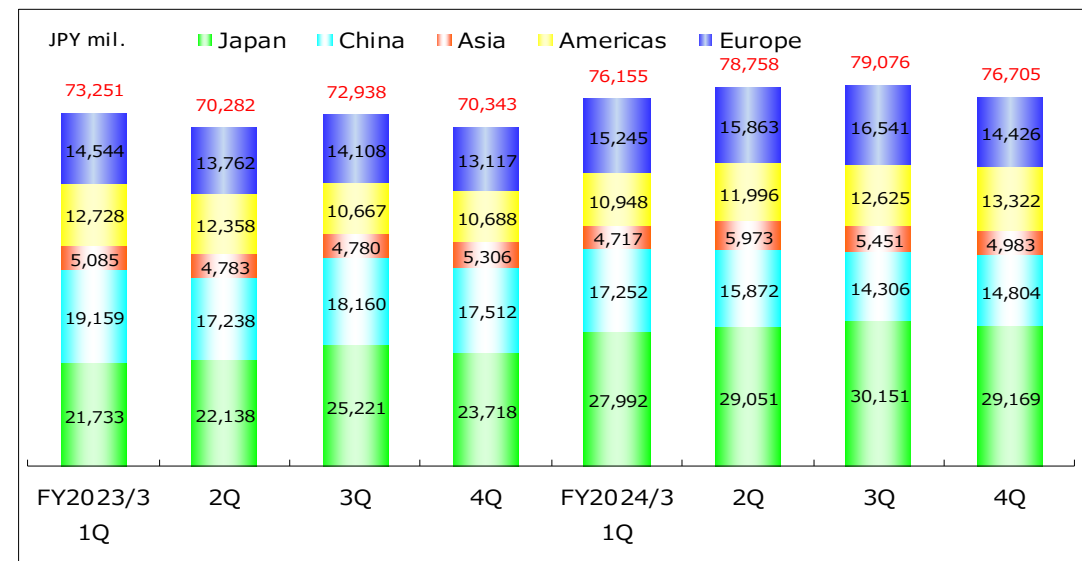
Orders by Customer Industry (Presses)



Orders by Geographic Segment



Order Backlog by Geographic Segment

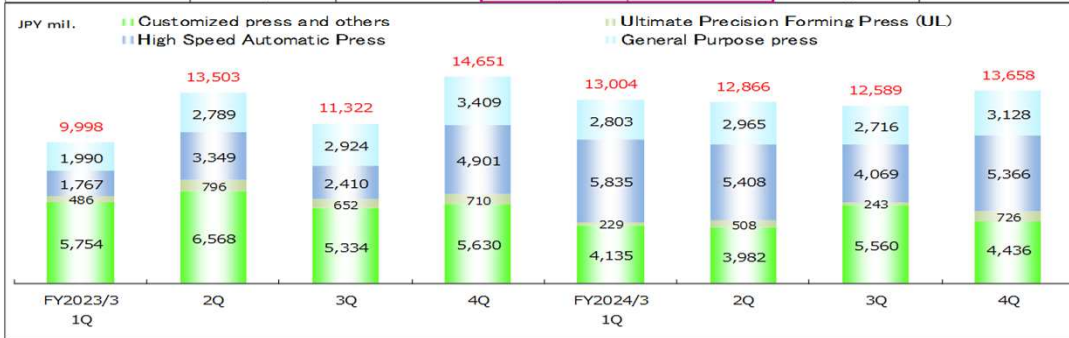


Sales & Orders & Order Backlog (by Press type)



Sales by Press type

(JPY mil.)	FY2023/3		FY2024/3		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	23,287	47.1%	18,114	34.8%	△ 5,172	△ 22.2%
Ultimate Precision Forming Press (UL)	2,645	5.3%	1,709	3.3%	△ 935	△ 35.4%
High Speed Automatic Press	12,429	25.1%	20,680	39.7%	8,250	66.4%
General Purpose press	11,114	22.5%	11,614	22.3%	499	4.5%
Total	49,476	100.0%	52,118	100.0%	2,642	5.3%



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



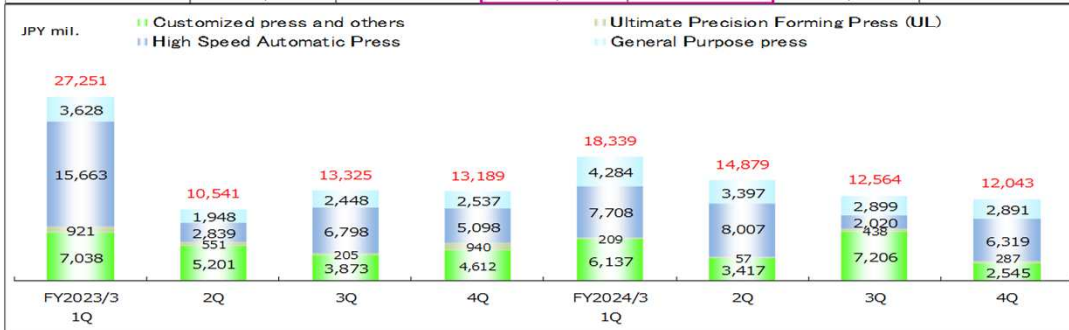
Customized press and others

⇒ Middle and large size machines, upon requests from customers



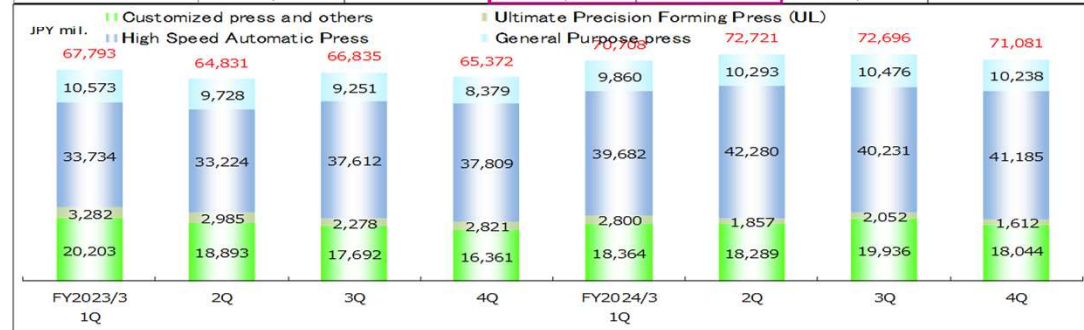
Orders by Press type

(JPY mil.)	FY2023/3		FY2024/3		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	20,726	32.2%	19,307	33.4%	△ 1,419	△ 6.8%
Ultimate Precision Forming Press (UL)	2,618	4.1%	991	1.7%	△ 1,627	△ 62.1%
High Speed Automatic Press	30,400	47.3%	24,055	41.6%	△ 6,344	△ 20.9%
General Purpose press	10,562	16.4%	13,473	23.3%	2,910	27.6%
Total	64,308	100.0%	57,827	100.0%	△ 6,480	△ 10.1%



Order Backlog by Press type

(JPY mil.)	FY2023/3		FY2024/3		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	16,361	25.0%	18,044	25.4%	1,683	10.3%
Ultimate Precision Forming Press (UL)	2,821	4.3%	1,612	2.3%	△ 1,209	△ 42.9%
High Speed Automatic Press	37,809	57.8%	41,185	57.9%	3,375	8.9%
General Purpose press	8,379	12.8%	10,238	14.4%	1,858	22.2%
Total	65,372	100.0%	71,081	100.0%	5,708	8.7%



Trend of Orders & Order Backlog



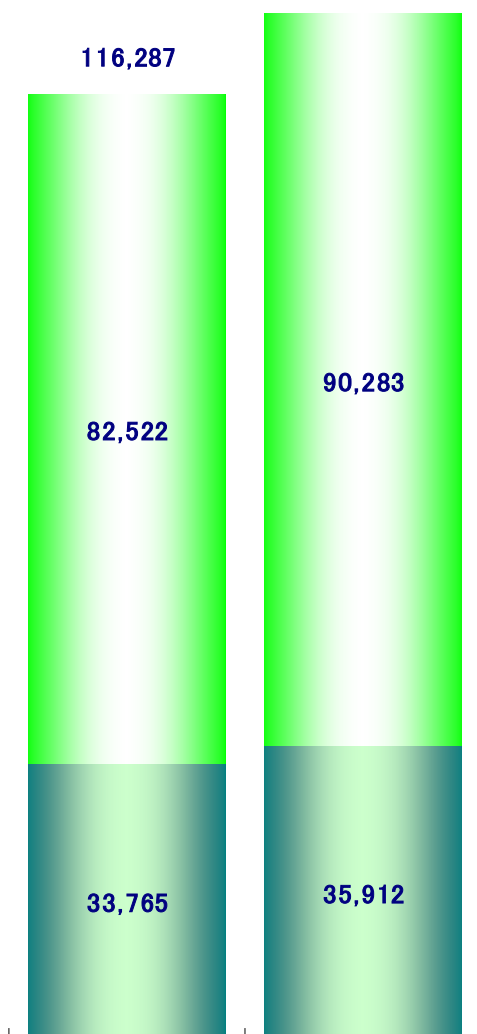
(JPY mil.)			FY2023/3				FY2024/3				vs. FY2023/3		
			1st Half		Full-year		1st Half		Full-year		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
Order Intake	B y B u s i n e s s	Presses	37,792	79.9%	64,308	76.6%	33,219	77.3%	57,827	73.1%	△ 6,480	△ 10.1%	
		C u s t o m e r	Automotive related	28,988	76.7%	51,533	80.1%	24,776	74.6%	40,211	69.5%	△ 11,321	△ 22.0%
			Electric related	3,247	8.6%	5,412	8.4%	3,968	11.9%	9,020	15.6%	3,607	66.7%
			Other industries	5,555	14.7%	7,362	11.4%	4,474	13.5%	8,594	14.9%	1,232	16.7%
		Services	7,009	14.8%	14,852	17.7%	7,476	17.4%	16,993	21.5%	2,141	14.4%	
	Others	2,501	5.3%	4,834	5.8%	2,294	5.3%	4,285	5.4%	△ 549	△ 11.4%		
	B y R e g i o n	Japan	14,632	30.9%	29,065	34.6%	15,194	35.3%	28,935	36.6%	△ 130	△ 0.4%	
		China	11,294	23.9%	17,124	20.4%	5,316	12.4%	8,672	11.0%	△ 8,452	△ 49.4%	
		Asia	3,671	7.8%	7,340	8.7%	4,212	9.8%	6,749	8.5%	△ 591	△ 8.1%	
		Americas	9,585	20.3%	16,309	19.4%	8,357	19.4%	18,073	22.8%	1,763	10.8%	
Europe		8,118	17.2%	14,154	16.9%	9,908	23.0%	16,675	21.1%	2,521	17.8%		
Total			47,302	100.0%	83,994	100.0%	42,990	100.0%	79,105	100.0%	△ 4,889	△ 5.8%	
Order Backlog	B y R e g i o n	Japan	22,138	31.5%	23,718	33.7%	29,051	36.9%	29,169	38.0%	5,451	23.0%	
		China	17,238	24.5%	17,512	24.9%	15,872	20.2%	14,804	19.3%	△ 2,708	△ 15.5%	
		Asia	4,783	6.8%	5,306	7.5%	5,973	7.6%	4,983	6.5%	△ 322	△ 6.1%	
		Americas	12,358	17.6%	10,688	15.2%	11,996	15.2%	13,322	17.4%	2,633	24.6%	
		Europe	13,762	19.6%	13,117	18.6%	15,863	20.1%	14,426	18.8%	1,308	10.0%	
	Total			70,282	100.0%	70,343	100.0%	78,758	100.0%	76,705	100.0%	6,362	9.0%

Major Changes on Balance Sheet



Assets

■ Fixed assets ■ Current assets



(JPY mil.)

VS end of Previous FY

Total assets + 9,908

Current assets + 7,761

Cash and deposits + 2,805

Notes and accounts receivable - trade, and contract assets, Electronically recorded monetary claims - operating Δ 3,127

Inventories + 5,424

Fixed assets + 2,146

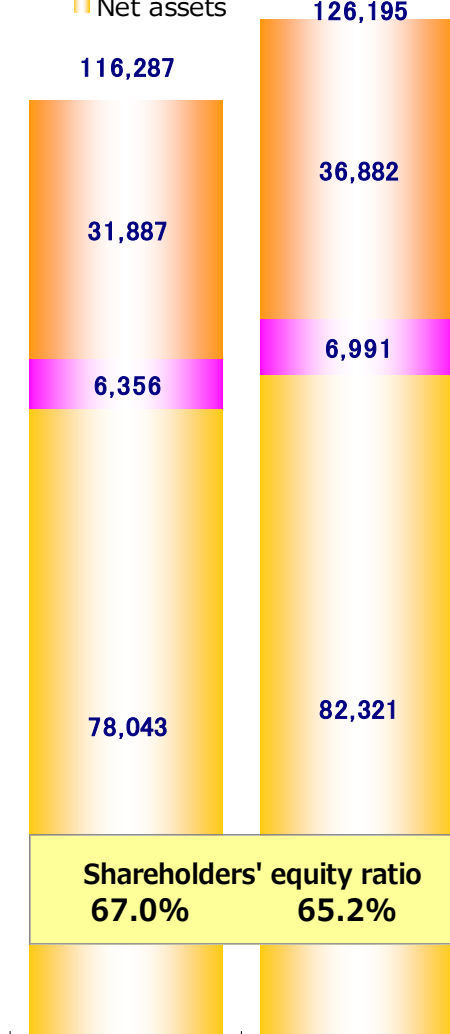
Investment securities + 2,009

FY2023/3

FY2024/3

Liabilities and Net Assets

■ Current liabilities
■ Non-current liabilities
■ Net assets



(JPY mil.)

VS end of Previous FY

Total liabilities + 5,629

Current liabilities + 4,994

Accounts payable -trade and electronically recorded monetary obligations - operating + 1,451

Short-term loans payable +886

Contract liabilities +769

Other current liabilities +952

Non-current liabilities + 634

Net assets + 4,278

Valuation difference on available-for-sale securities + 1,451
Foreign currency translation adjustment +2,291

Shareholders' equity ratio
67.0% 65.2%

FY2023/3

FY2024/3

Highlights: Forecasts of FY2024 Consolidated Results



(JPY mil.)	FY2024/3	FY2025/3 Forecast	Fluctuation		
			Amount	%	
Order Intake	79,105	78,000	△ 1,105	△1.4%	
Net Sales	72,742	74,000	1,257	1.7%	
Cost of Sales	59,086	58,000	△ 1,086	△1.8%	
Gross Profit	13,656	16,000	2,343	17.2%	
<Gross Profit ratio>	18.8%	21.6%		(+2.8P)	
Selling, general and administrative expenses	10,041	10,300	258	2.6%	
Operating Income	3,615	5,700	2,084	57.7%	
<Operating Income ratio>	5.0%	7.7%		(+2.7P)	
Ordinary Income	3,595	5,800	2,204	61.3%	
Income Before Income Taxes	4,233	6,300	2,066	48.8%	
Net Income	2,808	4,200	1,391	49.6%	
Exchange Rate	1USD 1EUR	¥144.53 ¥156.73	¥140.00 ¥150.00	△4.53 △6.73	△3.1% △4.3%

(100million JPY)

Factors of Change in Operating Income	
Improvement of product mix and profitability	20.2
Increase of net sales	3.9
Increase of REJ's operating income	0.6
Impact of exchange rate fluctuations	△ 0.7
Increase of SG&A expenses	△ 3.2
Total	20.8

<Summary>

Orders and sales are expected to be almost at the same level as the previous year, while profits are expected to increase due to higher sales and improved product mix

Order Intake:	While orders for high-speed presses are expected to slow down due to a slowdown in EV-related investment, replacement demand for individual presses, etc. is anticipated, and orders are expected to remain almost the same level (down 1.4%) as the previous fiscal year.
Net Sales:	Sales are expected to increase by 1.7% year-on-year as shipments of high-speed and general-purpose presses, by which order backlogs have been built up, proceed.
Gross Profit:	In addition to the effect of increased sales, gross profit margin is expected to improve by 2.8p due to an improved mix of press products and the elimination of large unprofitable projects, resulting in a 17.2% increase in gross profit year-on-year.
Operating Income:	Operating income is expected to increase by 57.7% year-on-year due to the above factors.
Net Income:	Net income is expected to increase 49.6% year-on-year due to the above factors and gain on sales of investment securities.

Forecasts of Order Intake/Sales/Operating Income (by segment)



(JPY mil.)	Orders				Net Sales			
	FY2024/3	FY2025/3 forecast	Fluctuation: FY2025/3 vs FY2024/3		FY2024/3	FY2025/3 forecast	Fluctuation: FY2025/3 vs FY2024/3	
			Amount	%			Amount	%
Presses	57,827	56,800	△ 1,027	△ 1.8%	52,118	52,800	681	1.3%
Services	16,993	16,000	△ 993	△ 5.8%	16,450	16,500	49	0.3%
Others	4,285	5,200	914	21.3%	4,173	4,700	526	12.6%
Total	79,105	78,000	△ 1,105	△ 1.4%	72,742	74,000	1,257	1.7%

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

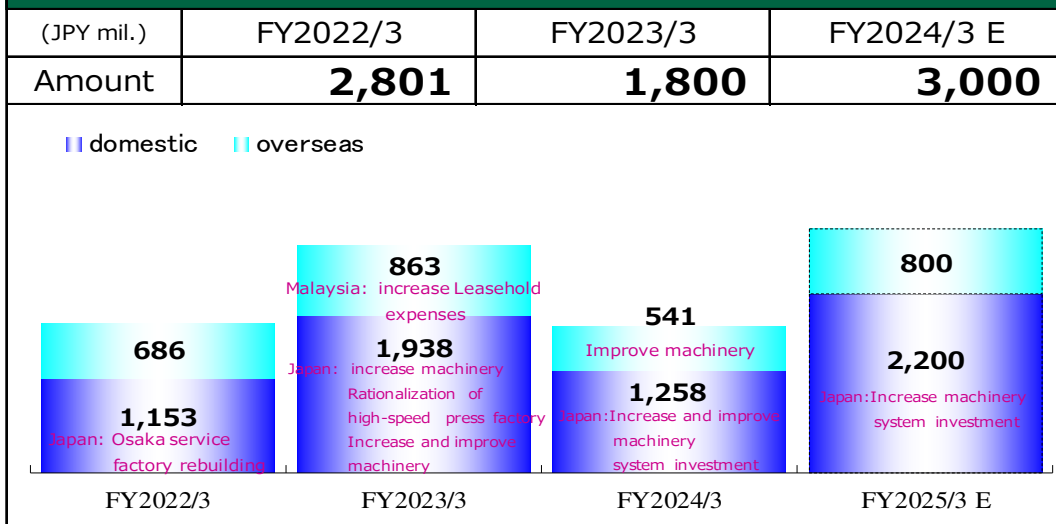
(JPY mil.)	Net Sales				
	FY2024/3	FY2025/3 forecast	Fluctuation		
			Amount	%	
Presses	46,450	47,000	64%	549	1.2%
Factory Automation	6,491	7,000	9%	508	7.8%
Services	19,801	20,000	27%	198	1.0%
Total	72,742	74,000	100%	1,257	1.7%

(JPY mil.)	Orders				Net Sales				Operating Income			
	FY2024/3	FY2025/3 forecast	Fluctuation: FY2025/3 vs FY2024/3		FY2024/3	FY2025/3 forecast	Fluctuation: FY2025/3 vs FY2024/3		FY2024/3	FY2025/3 forecast	Fluctuation: FY2025/3 vs FY2024/3	
			Amount	%			Amount	%			Amount	%
Japan	28,935	29,900	964	3.3%	42,904	47,942	5,037	11.7%	1,112	2,400	1,287	115.8%
China	8,672	11,000	2,327	26.8%	11,794	12,000	205	1.7%	797	900	102	12.8%
Asia	6,749	6,300	△ 449	△ 6.7%	10,836	11,500	663	6.1%	1,193	1,200	6	0.6%
Americas	18,073	16,300	△ 1,773	△ 9.8%	16,041	19,000	2,958	18.4%	397	850	452	113.9%
Europe	16,675	14,500	△ 2,175	△ 13.0%	16,506	14,000	△ 2,506	△ 15.2%	293	350	56	19.2%
Reconciliation					△ 25,339	△ 30,442			△ 178	0		
Total	79,105	78,000	△ 1,105	△ 1.4%	72,742	74,000	1,257	1.7%	3,615	5,700	2,084	57.7%

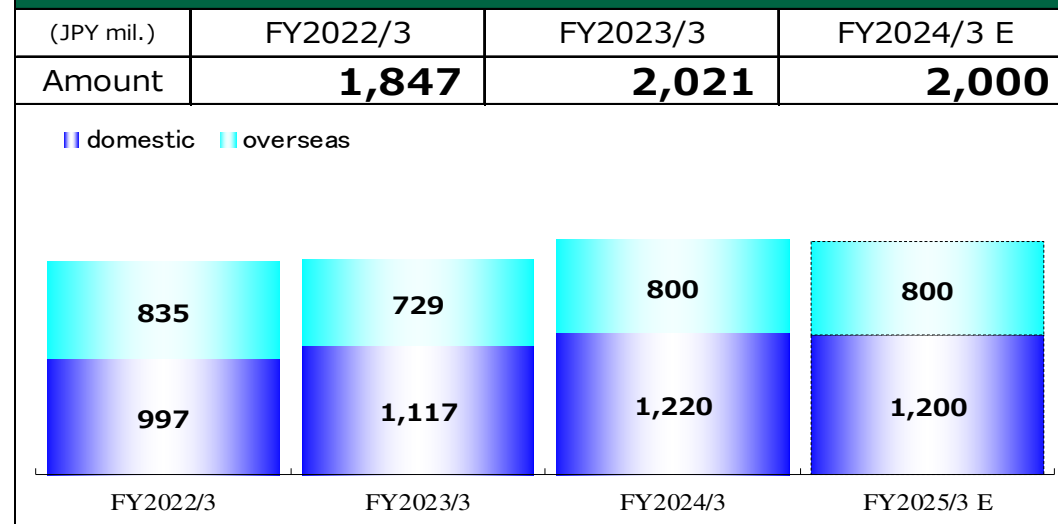
Trend of Capex, Depreciation, R&D & CF



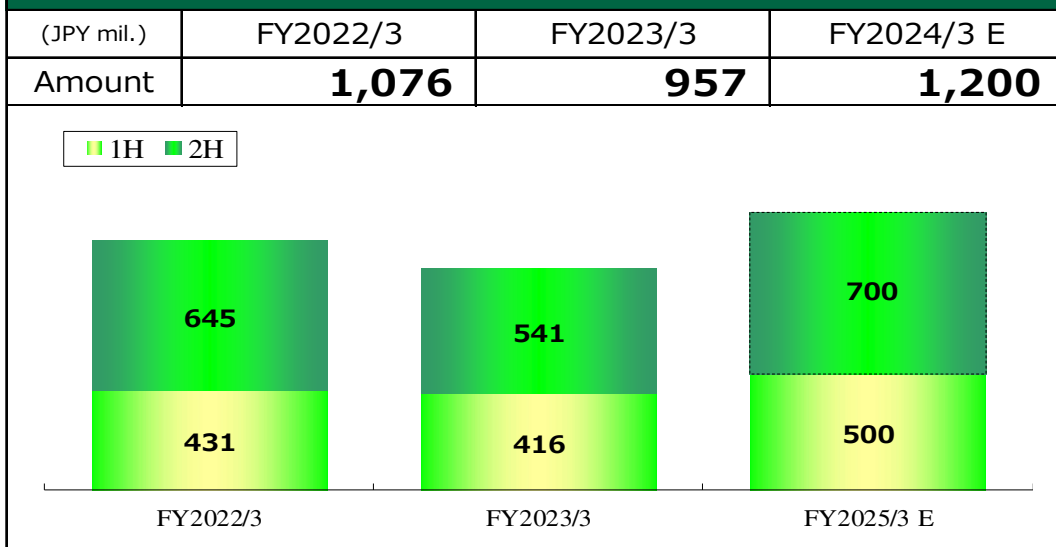
Capital Expenditures



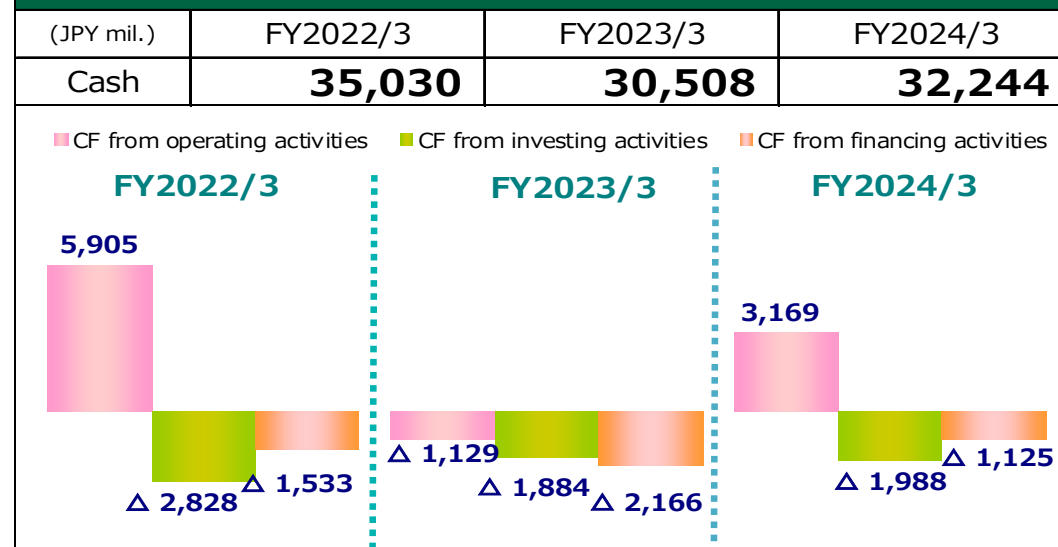
Depreciation & Amortization



R&D Expenditures

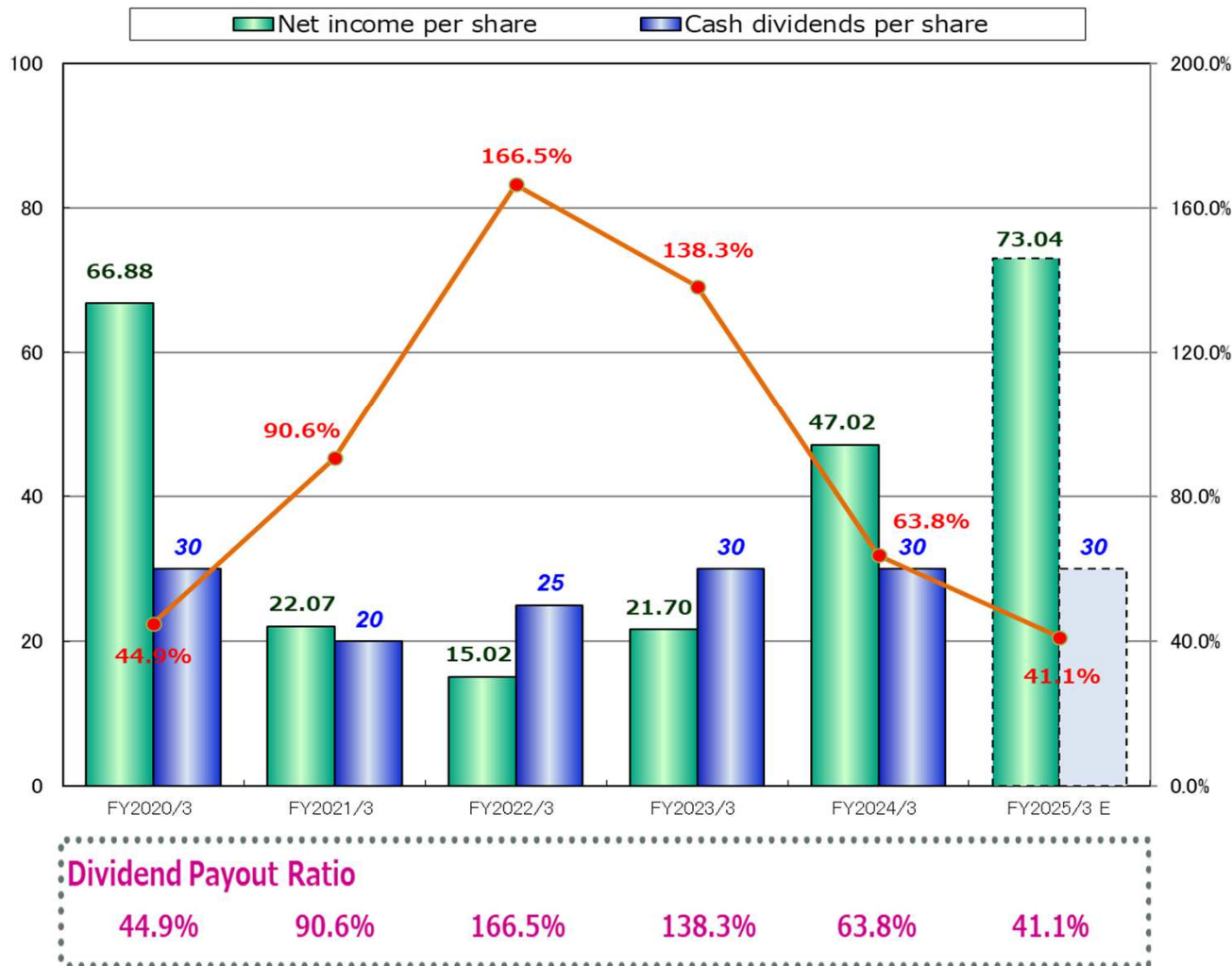


Cash & Cash Equivalents / Cash Flow



Return to Shareholders

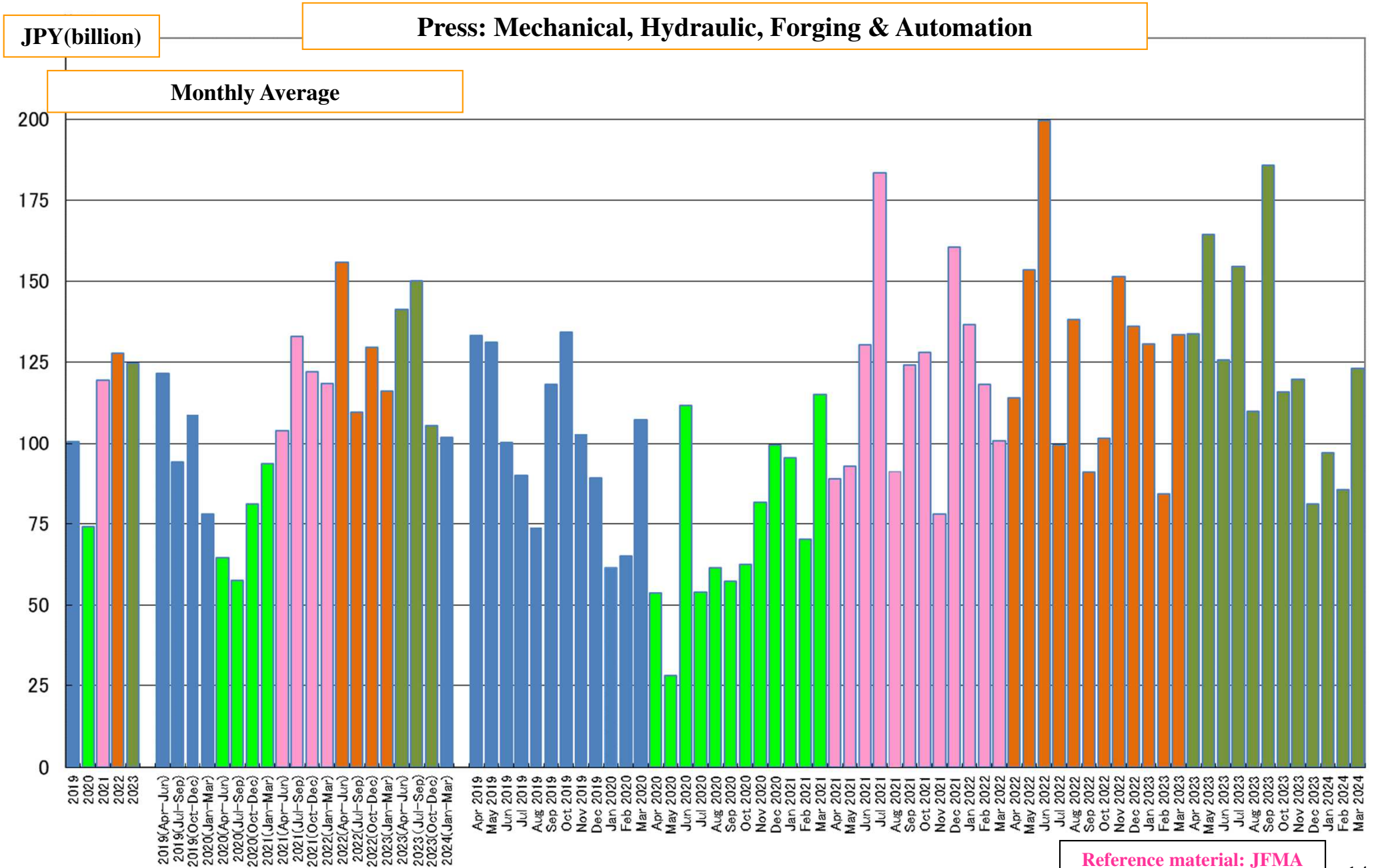
• **Dividend Policy** : Based on the management policy to “Achieve sustainable growth together with our stakeholders”, AIDA provides a stable return to shareholders by aiming to maintain a consolidated dividend payout ratio of 40% or more while at the same time assuring a strong management and financial foundation, and investments for future growth.



While net income is lower than initial plan , responding to recovery of net income, we will maintain the dividend at 30 yen per share for FY2024.
 【Expected 63.8% of dividend payout ratio.】

According to dividend policy, we expect to maintain the dividend to 30 yen per share for FY2025.
 【 Expected 41.1% of dividend payout ratio.】

(for Reference) Statistics of Forming Machinery Industry-1

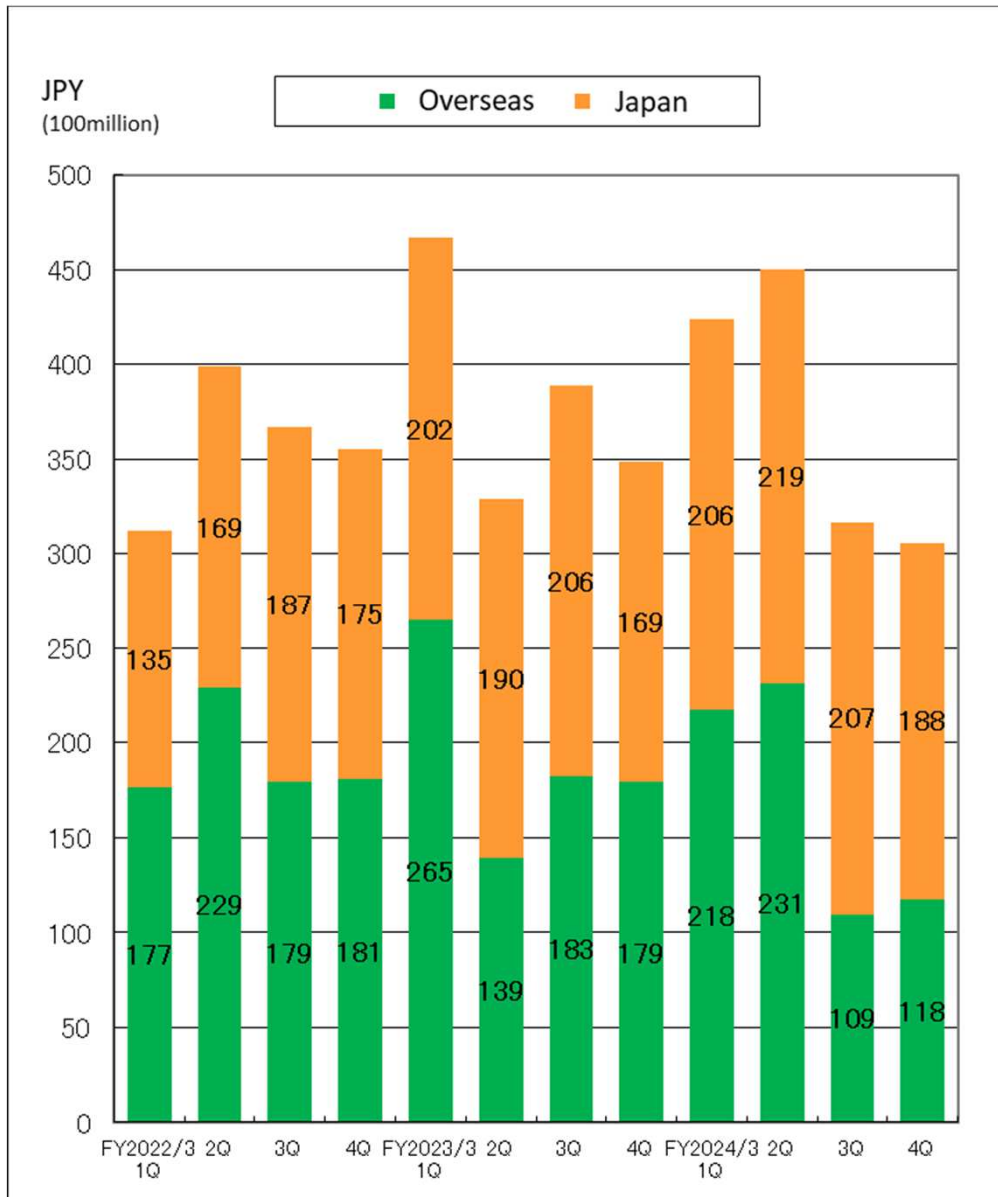


Reference material: JFMA

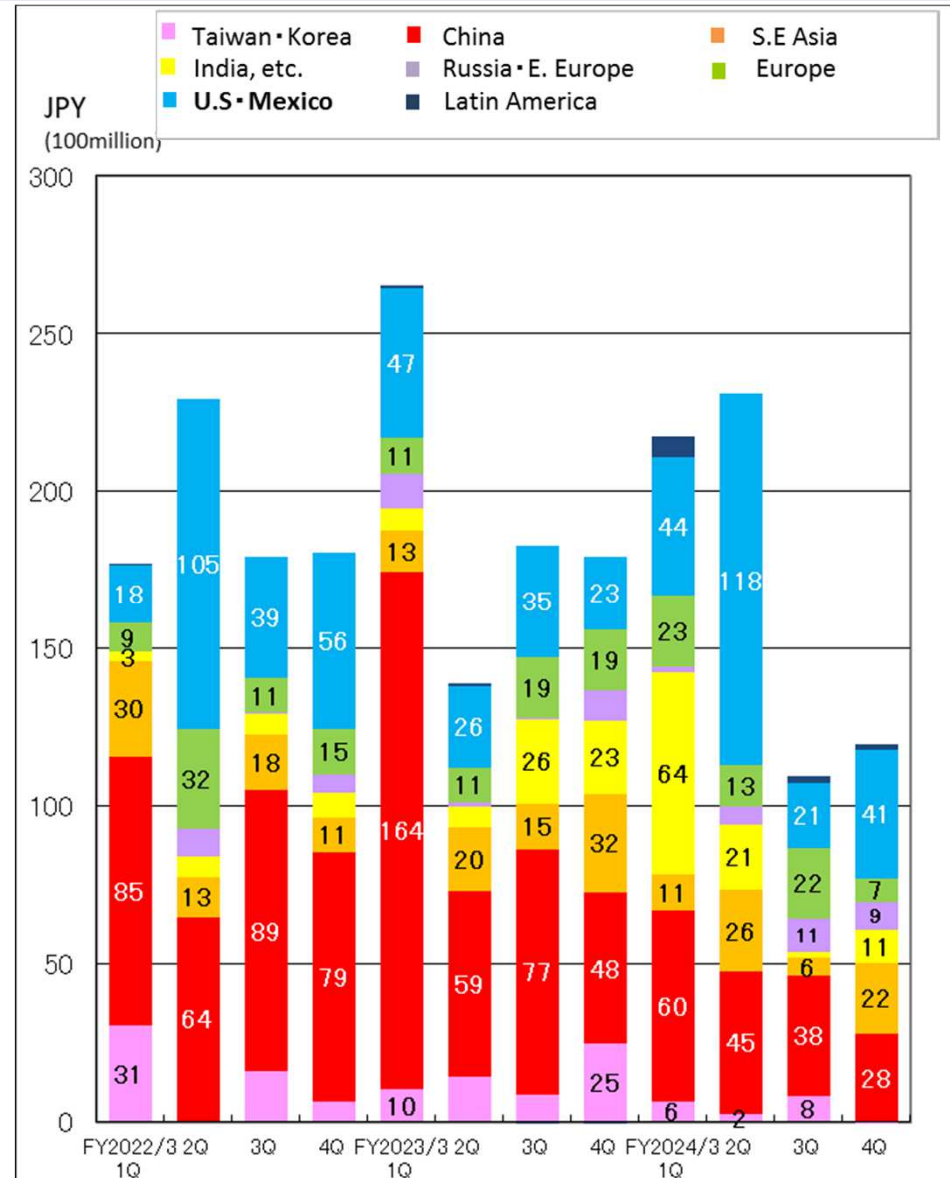
(for Reference) Statistics of Forming Machinery Industry- 2



Orders



Trend of Orders (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.**

May 2024