



Presentation of Consolidated Financial Results
for the 3rd Quarter of the FY Ended March 31, 2022
(from Apr. 2021 to Dec. 2021)

AIDA

AIDA ENGINEERING, LTD.

Highlights of Consolidated Results Summary of P&L



(JPY mil.)	FY2021/3 3Q (9M)	FY2022/3 3Q (9M)	Fluctuation	
			Amount	%
Order Intake	37,217	60,697	23,479	63.1%
Net Sales	39,237	44,102	4,865	12.4%
Cost of Sales	30,930	36,402	5,472	17.7%
Gross Profit	8,306	7,699	△ 606	△7.3%
<Gross Profit ratio>	21.2%	17.5%		(△3.7P)
Selling, general and administrative expenses	5,871	6,300	428	7.3%
Operating Income	2,435	1,399	△ 1,035	△42.5%
<Operating Income ratio>	6.2%	3.2%		(△3.0P)
Ordinary Income	2,443	1,525	△ 918	△37.6%
Income Before Income Taxes	2,196	1,397	△ 799	△36.4%
Net Income/Loss	1,228	859	△ 368	△30.0%
Exchange Rate	1USD 1EUR	¥106.90 ¥122.36	4.20 8.23	3.9% 6.7%

<Summary>

Order intake increased significantly due to the reduced impact of the COVID-19 pandemic. Although sales increased due to the recovery of business operations, profits decreased mainly due to lower gross profit margin.

Order Intake	The capital investment in the automobile industry has been recovered due to the reduced impact of the COVID-19 and strong demand related to electric vehicles. Order intake increased by 63.1% from the previous 3Q.
Net Sales	Sales increased by 12.4% from the previous 3Q due to the reduced impact of the COVID-19. In particular, sales in Japan and Asia, which had been stagnant until 2Q, recovered in 3Q.
Gross Profit	Although sales were up, GP decreased by 7.3% from the previous 3Q due to the rising cost of materials, an increase of R&D expenses, and the delay of highly profitable projects caused by logistics disruption.
Operating Income	Operating income decreased by 42.5% from the previous 3Q due to lower gross profit and an increase of SGA in line with the normalization of business activities. Operating income ratio also decreased by 3.0 points.
Ordinary Income	Ordinary income decreased by 37.6% from the previous 3Q due to decrease of operating income.
Net Income	Net income decreased by 30.0% from the previous 3Q due to decrease of ordinary income.

Trend of Sales, Gross Profit and Operating Income

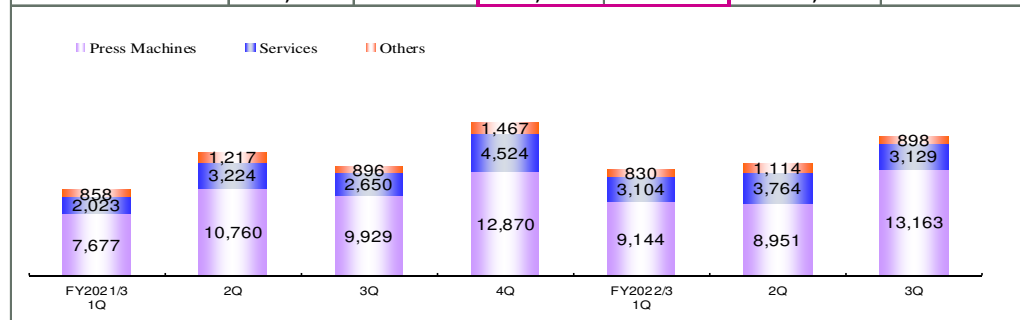


JPY(million)		FY2021/3				FY2022/3		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q
	Net Sales	10,559	15,202	13,476	18,862	13,079	13,830	17,192
	Gross Profit	2,068	3,408	2,830	4,045	2,375	2,600	2,724
	Operating Income	179	1,364	892	1,287	270	528	601
	Gross Profit ratio	19.6%	22.4%	21.0%	21.4%	18.2%	18.8%	15.8%
	Operating Income ratio	1.7%	9.0%	6.6%	6.8%	2.1%	3.8%	3.5%

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

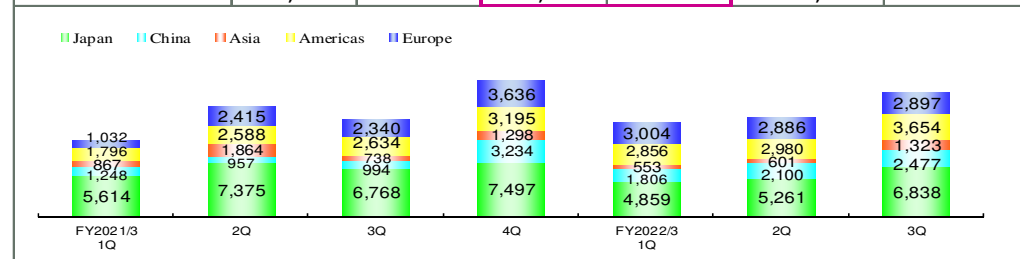
Sales by Business segment (Press related / Others)

(JPY mil.)	FY2021/3 3Q (9M)		FY2022/3 3Q (9M)		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	28,367	72.3%	31,260	70.9%	2,893	10.2%
Services	7,898	20.1%	9,999	22.7%	2,100	26.6%
Others	2,972	7.6%	2,843	6.4%	△ 129	△ 4.3%
Total	39,237	100.0%	44,102	100.0%	4,865	12.4%



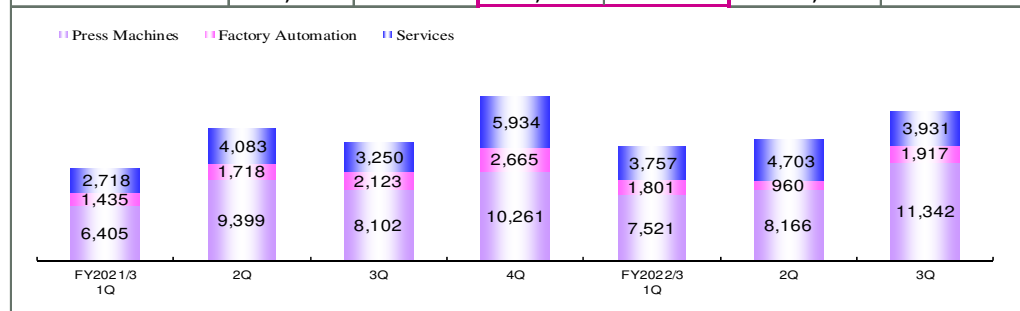
Sales by Geographic segment

(JPY mil.)	FY2021/3 3Q (9M)		FY2022/3 3Q (9M)		Fluctuation	
	Amount	%	Amount	%	Amount	%
Japan	19,758	50.4%	16,959	38.5%	△ 2,799	△ 14.2%
China	3,200	8.2%	6,384	14.5%	3,183	99.5%
Asia	3,469	8.8%	2,478	5.6%	△ 991	△ 28.6%
Americas	7,019	17.9%	9,491	21.5%	2,472	35.2%
Europe	5,789	14.8%	8,788	19.9%	2,999	51.8%
Total	39,237	100.0%	44,102	100.0%	4,865	12.4%



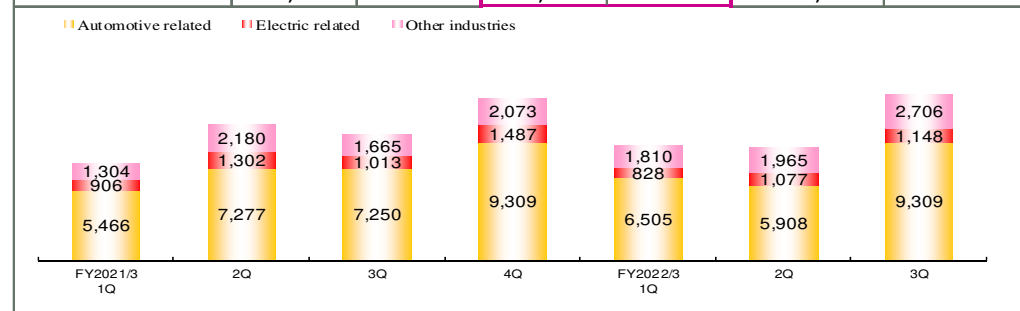
Sales by Business segment of the Medium-Term Management Plan (Press / FA / Service)

(JPY mil.)	FY2021/3 3Q (9M)		FY2022/3 3Q (9M)		Fluctuation	
	Amount	%	Amount	%	Amount	%
Press Machines	23,907	60.9%	27,031	61.3%	3,123	13.1%
Factory Automation	5,277	13.5%	4,679	10.6%	△ 598	△ 11.3%
Services	10,053	25.6%	12,392	28.1%	2,339	23.3%
Total	39,237	100.0%	44,102	100.0%	4,865	12.4%

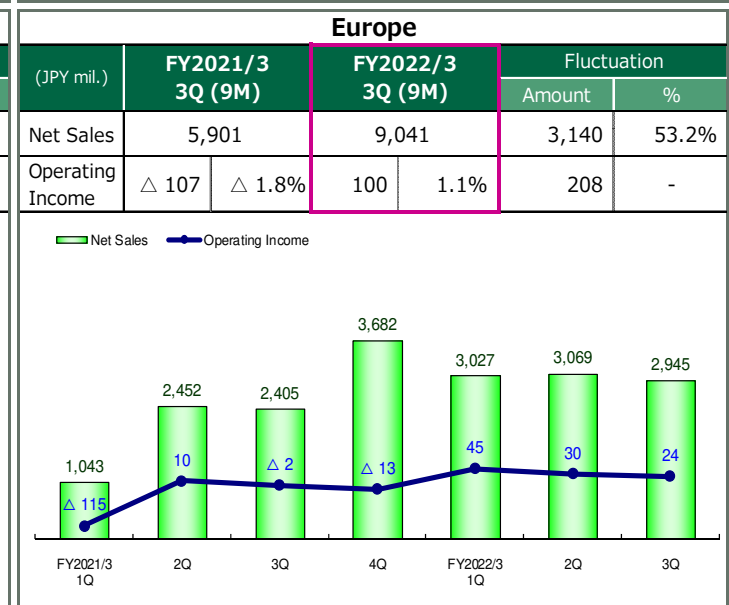
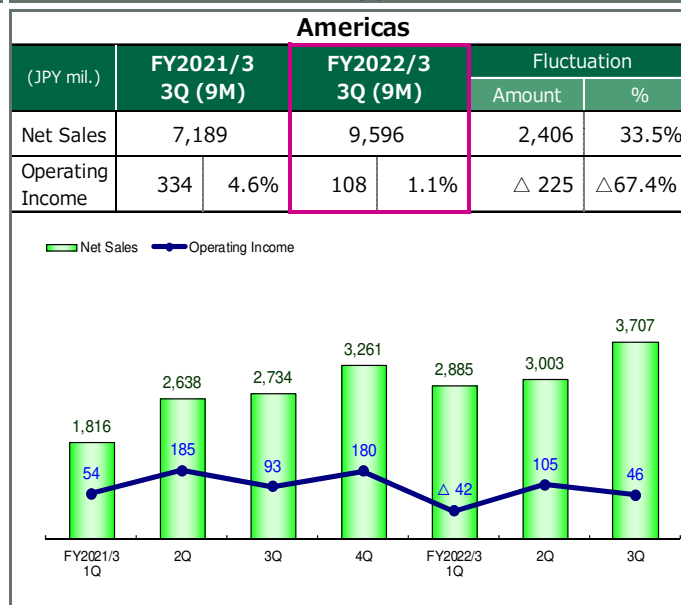
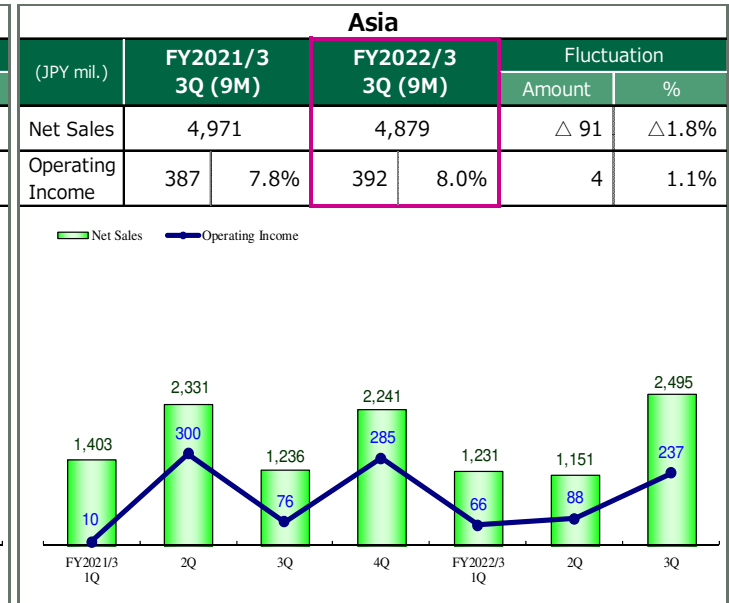
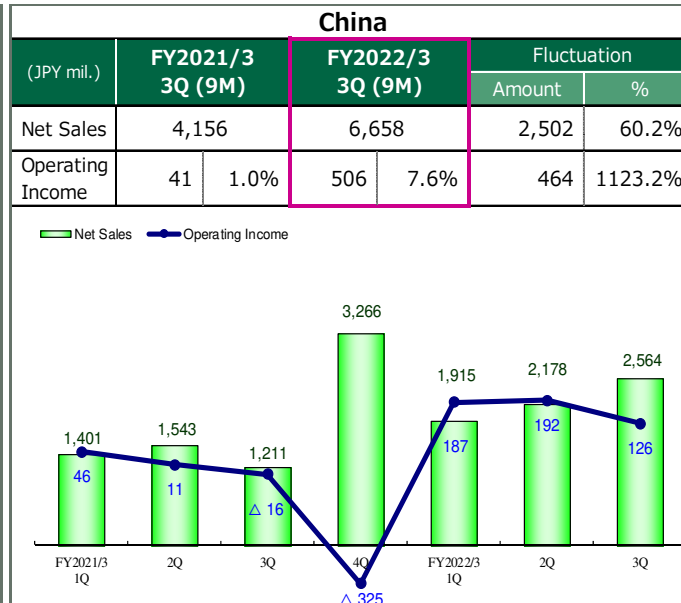
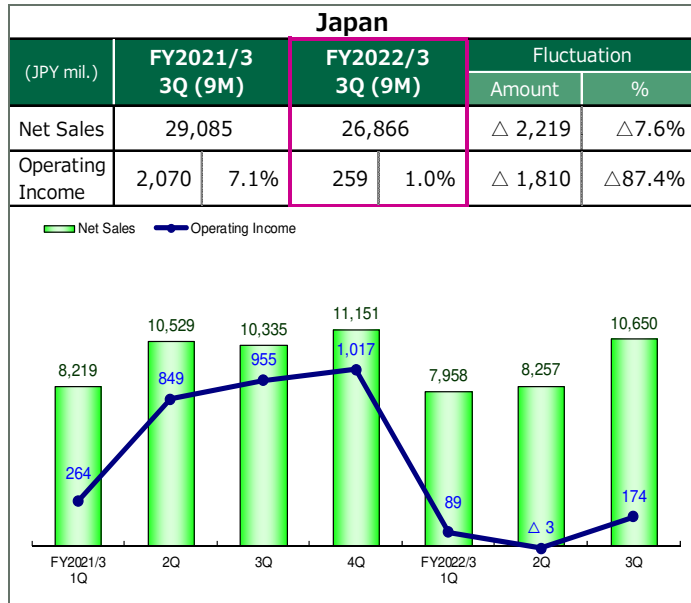


Sales (press machines) by Customer industry

(JPY mil.)	FY2021/3 3Q (9M)		FY2022/3 3Q (9M)		Fluctuation	
	Amount	%	Amount	%	Amount	%
Automotive related	19,993	70.5%	21,723	69.5%	1,729	8.7%
Electric related	3,222	11.4%	3,054	9.8%	△ 168	△ 5.2%
Other industries	5,150	18.2%	6,482	20.7%	1,331	25.9%
Total	28,367	100.0%	31,260	100.0%	2,893	10.2%



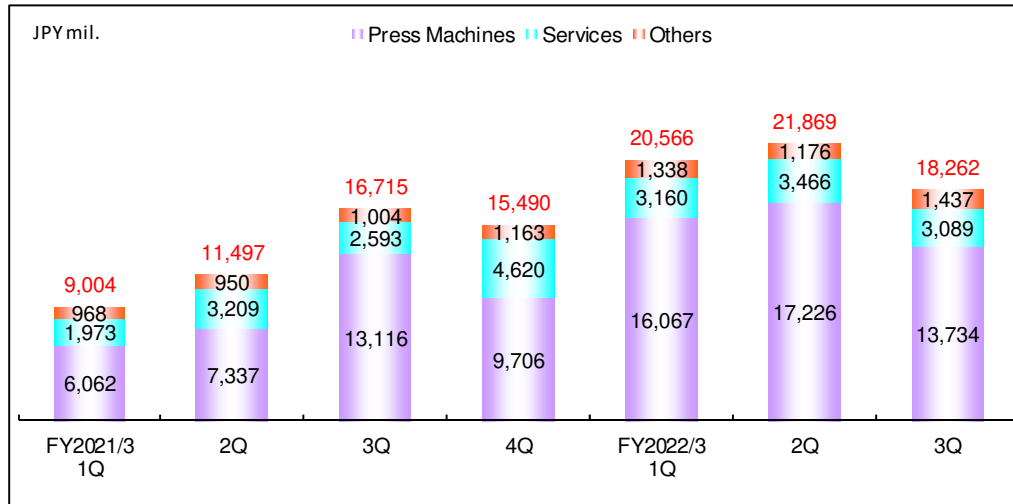
Sales / Operating Income (by Geographic segment)



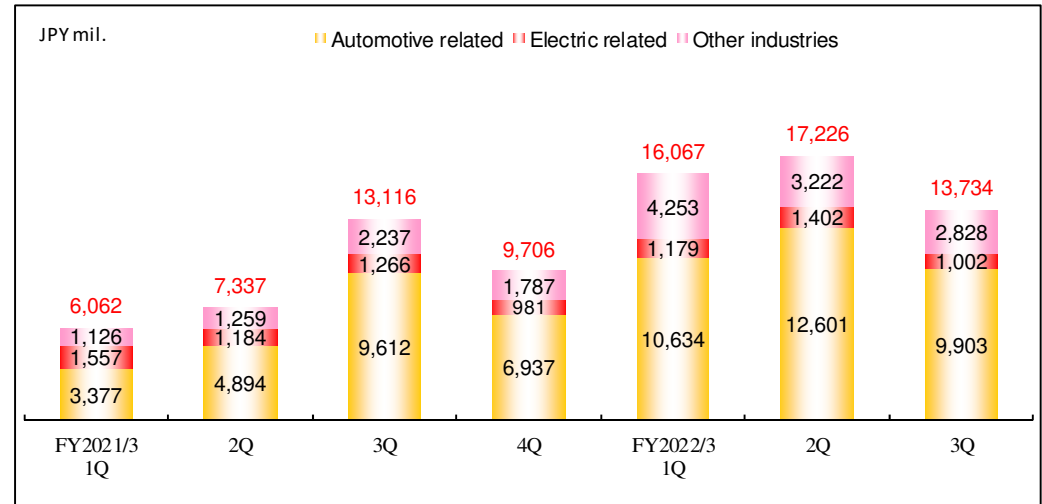
Order Intake & Backlog (by Business/Customer/Geographic segment)



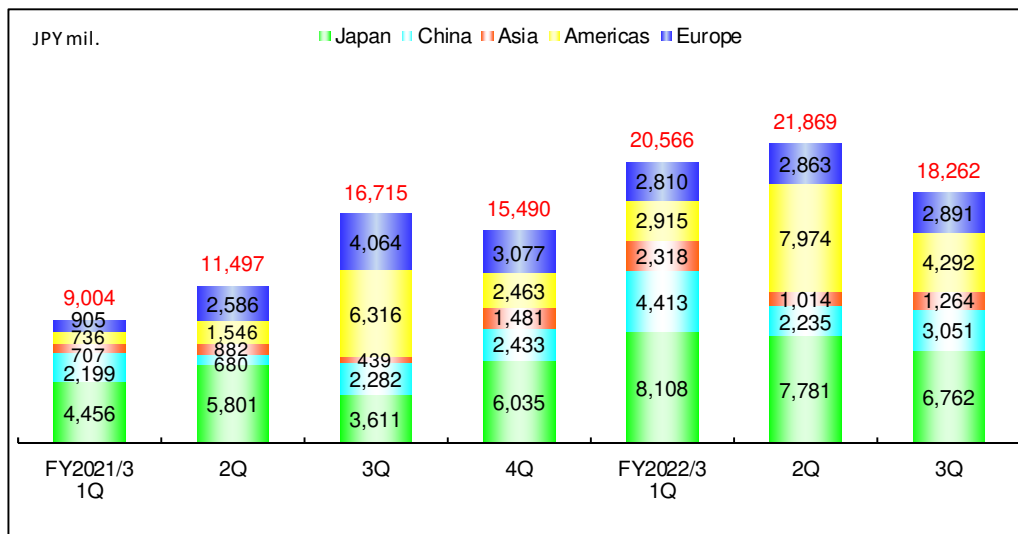
Order Intake by Business Segment



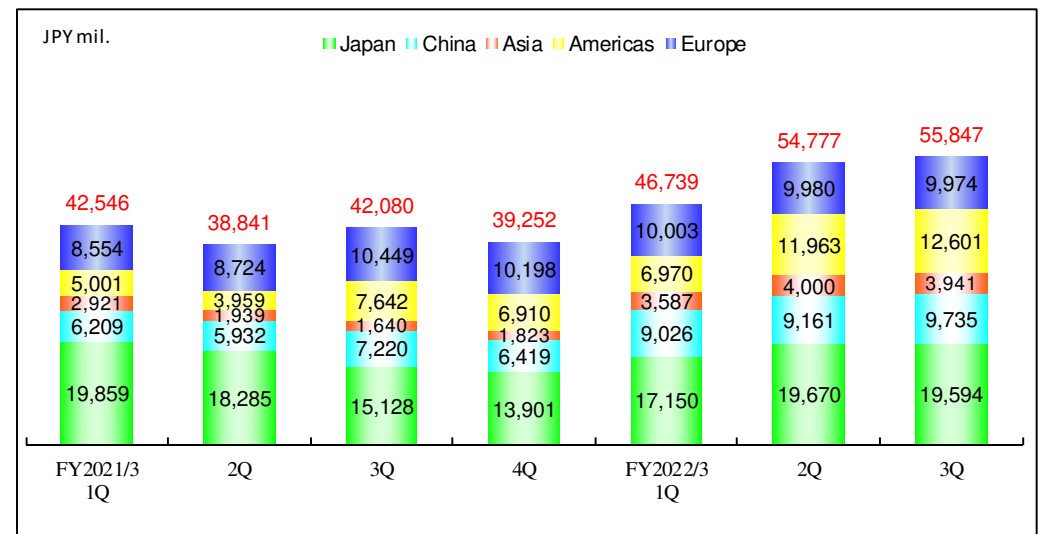
Order Intake by Customer Industry (Press Machines)



Order Intake by Geographic Segment



Order Backlog by Geographic Segment



Trend of Order Intake & Backlog



(JPY mil.)			FY2020/3				FY2021/3				FY2022/3		vs. FY2021/3		
			3Q (9M)		Full-year		3Q (9M)		Full-year		3Q (9M)		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
Order Intake	BY Business	Press Machine	31,778	67.4%	41,987	67.4%	26,517	71.2%	36,223	68.7%	47,028	77.5%	20,511	77.3%	
		Customer	Automotive related	22,567	71.0%	30,533	72.7%	17,884	67.4%	24,822	68.5%	33,139	70.5%	15,254	85.3%
			Electric related	3,744	11.8%	4,608	11.0%	4,008	15.1%	4,989	13.8%	3,583	7.6%	△ 424	△ 10.6%
			Other industries	5,465	17.2%	6,845	16.3%	4,623	17.4%	6,411	17.7%	10,305	21.9%	5,681	122.9%
		Services	10,719	22.7%	15,360	24.6%	7,776	20.9%	12,397	23.5%	9,716	16.0%	1,939	24.9%	
		Others	4,652	9.9%	4,978	8.0%	2,923	7.9%	4,087	7.8%	3,952	6.5%	1,029	35.2%	
	BY Region	Japan	22,301	47.3%	27,879	44.7%	13,869	37.3%	19,905	37.8%	22,653	37.3%	8,783	63.3%	
		China	4,148	8.8%	6,141	9.9%	5,162	13.9%	7,595	14.4%	9,700	16.0%	4,538	87.9%	
		Asia	4,699	10.0%	5,594	9.0%	2,029	5.5%	3,510	6.7%	4,596	7.6%	2,567	126.5%	
		Americas	7,775	16.5%	11,336	18.2%	8,599	23.1%	11,063	21.0%	15,182	25.0%	6,582	76.5%	
		Europe	8,225	17.4%	11,375	18.3%	7,556	20.3%	10,633	20.2%	8,564	14.1%	1,008	13.3%	
	Total		47,150	100.0%	62,326	100.0%	37,217	100.0%	52,708	100.0%	60,697	100.0%	23,479	63.1%	
	Order Backlog	BY Region	Japan	25,766	54.5%	21,017	47.7%	15,128	36.0%	13,901	35.4%	19,594	35.1%	5,693	41.0%
			China	4,689	9.9%	5,259	11.9%	7,220	17.2%	6,419	16.4%	9,735	17.4%	3,316	51.7%
			Asia	3,483	7.4%	3,080	7.0%	1,640	3.9%	1,823	4.6%	3,941	7.1%	2,118	116.2%
Americas			5,773	12.2%	6,061	13.7%	7,642	18.2%	6,910	17.6%	12,601	22.6%	5,690	82.3%	
Europe			7,561	16.0%	8,681	19.7%	10,449	24.8%	10,198	26.0%	9,974	17.9%	△ 223	△ 2.2%	
Total		47,274	100.0%	44,100	100.0%	42,080	100.0%	39,252	100.0%	55,847	100.0%	16,594	42.3%		

Major Changes on Balance Sheet



Assets

(JPY mil.)

■ Fixed assets ■ Current assets

VS end of Previous FY

Total assets + 6,164

Current assets + 5,430

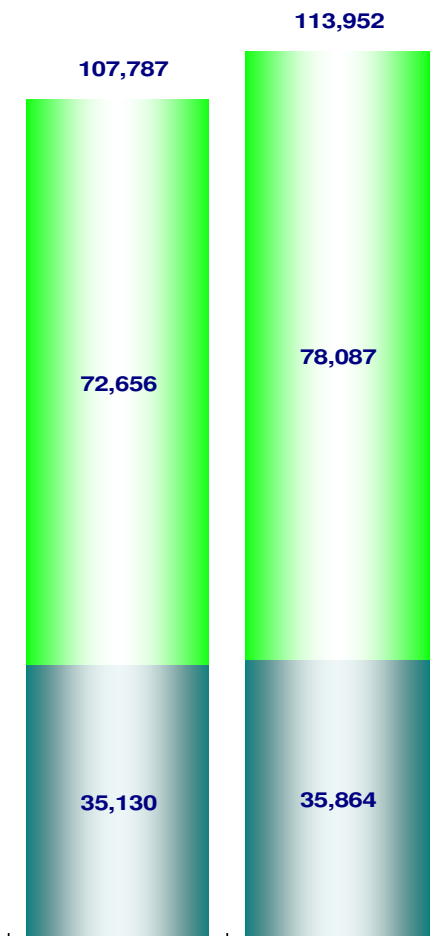
Cash on hand and at bank + 3,947

Notes and accounts receivable - trade, electronically recorded monetary claims - operating accounts receivable Δ 3,601

Inventories + 4,232

Fixed assets + 734

Investment securities + 901



FY2021/3

FY2021/12

Liabilities and Net Assets

(JPY mil.)

■ Current liabilities
■ Non-current liabilities
■ Net assets

VS end of Previous FY

Total liabilities + 5,428

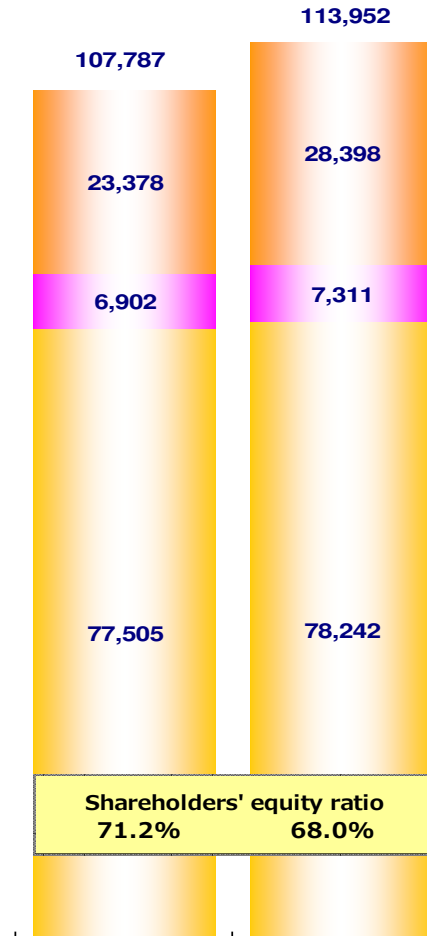
Current liabilities + 5,020

Accounts payable - trade and electronically recorded monetary obligations - operating + 2,116

Income taxes payable Δ 922

Advances received, contract liabilities + 4,567

Non-current liabilities + 408



Shareholders' equity ratio
71.2% 68.0%

FY2021/3

FY2021/12

Net assets + 736

Retained earnings Δ 489

Valuation difference on available-for-sale securities + 608

Foreign currency translation adjustment + 703

Highlights: Forecasts of FY2022 Consolidated Results



(JPY mil.)	FY2021/3	FY2022/3			Fluctuation		FY2022/3 Forecast [B]	Change = [A]-[B]	
		3Q (9M) Results	4Q Forecast	Full-year forecast (revised) [A]	Amount	%		Amount	%
Net Sales	58,099	44,102	18,897	63,000	4,900	8.4%	62,000	1,000	1.6%
Cost of Sales	45,747	36,402	15,197	51,600	5,852	12.8%	49,500	2,100	4.2%
Gross Profit	12,352	7,699	3,700	11,400	△ 952	△7.7%	12,500	△ 1,100	△8.8%
<Gross Profit ratio>	21.3%	17.5%	19.6%	18.1%	0.0%	(△3.2P)	20.2%	-	(△2.1P)
Selling, general and administrative expenses	8,629	6,300	2,099	8,400	△ 229	△2.7%	8,400	-	-
Operating Income	3,722	1,399	1,600	3,000	△ 722	△ 19.4%	4,100	△ 1,100	△26.8%
<Operating Income ratio>	6.4%	3.2%	8.5%	4.8%	-	(△1.6P)	6.6%	-	(△1.8P)
Ordinary Income	3,748	1,525	1,574	3,100	△ 648	△17.3%	4,300	△ 1,200	△27.9%
Income Before Income Taxes	2,845	1,397	1,602	3,000	154	5.4%	4,200	△ 1,200	△28.6%
Net Income	1,316	859	1,040	1,900	583	44.3%	2,900	△ 1,000	△34.5%
Cash Dividends per Share	20円	-	-	25円	-	-	25円	-	-
Exchange Rate	1USD =	¥106.06	¥111.10	¥113.90	¥111.80	5.74	¥111.00	0.80	0.7%
	1EUR =	¥123.69	¥130.59	¥128.23	¥130.00	6.31	¥130.00	-	-

<Summary>

The impact of the COVID-19 pandemic was diminished. Although sales increase due to strong demand related to electric vehicles, profits decrease due to lower gross profit margin.

Net Sales	The impact of COVID-19 was diminished and operations were recovered. We expect an increase of 8.4% year-on-year due to increased press sales related to electric vehicles.
Gross Profit	Although sales are up, we expect a decrease of 7.7% year-on-year due to the rising cost of materials, an increase of R&D expenses, and the delay of highly profitable projects caused by logistics disruption.
Operating Income	We expect a decrease of 19.4% year-on-year due to lower gross profit. Operating income ratio is expected to decrease by 1.6P from the previous fiscal year.
Net Income	We expect an increase of 44.3% year-on-year due to a decrease of "Loss on suspension or decrease of production" booked previous fiscal year.

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



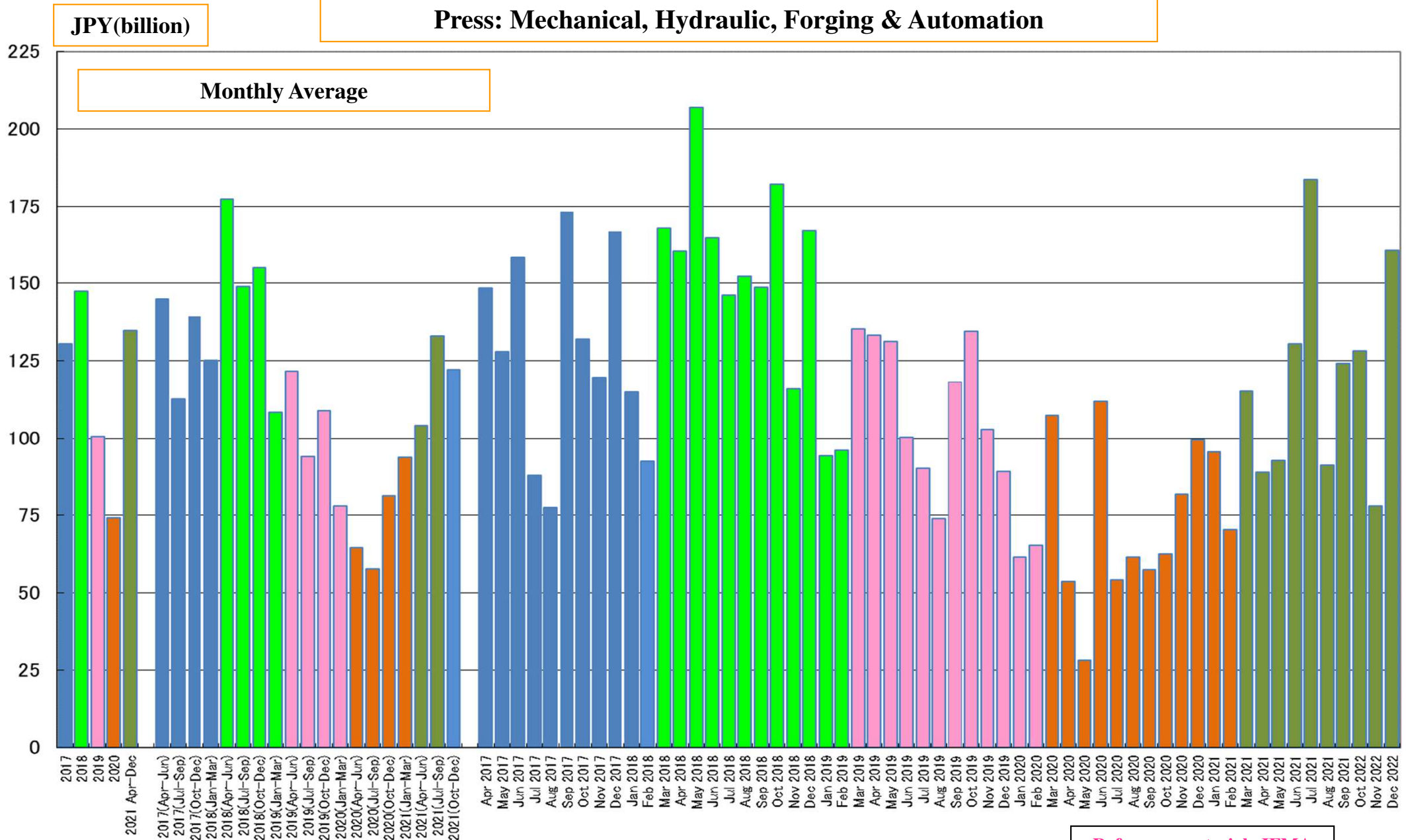
(JPY mil.)	Order Intake				Net Sales			
	FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3		FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3	
			Amount	%			Amount	%
Press Machines	36,223	57,500	21,276	58.7%	41,237	44,500	3,262	7.9%
Services	12,397	14,500	2,102	17.0%	12,422	14,100	1,677	13.5%
Others	4,087	5,000	912	22.3%	4,439	4,400	△ 39	△ 0.9%
Consolidated	52,708	77,000	24,291	46.1%	58,099	63,000	4,900	8.4%

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

(JPY mil.)	Net Sales				
	FY2021/3	FY2022/3 forecast		Fluctuation	
		Amount	%	Amount	%
Press Machines	34,169	38,300	61%	4,130	12.1%
Factory Automation	7,943	7,000	11%	△ 943	△ 11.9%
Services	15,987	17,700	28%	1,712	10.7%
Total	58,099	63,000	100%	4,900	8.4%

(JPY mil.)	Order Intake				Net Sales				Operating Income			
	FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3		FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3		FY2021/3	FY2022/3 forecast	Fluctuation: FY2022/3 vs FY2021/3	
			Amount	%			Amount	%			Amount	%
Japan	19,905	29,500	9,594	48.2%	40,237	39,400	△ 837	△ 2.1%	3,087	1,200	△ 1,887	△ 61.1%
China	7,595	11,000	3,404	44.8%	7,422	9,500	2,077	28.0%	△ 284	650	934	-
Asia	3,510	6,500	2,989	85.1%	7,212	7,900	687	9.5%	673	750	76	11.3%
Americas	11,063	18,000	6,936	62.7%	10,451	14,700	4,248	40.7%	515	400	△ 115	△ 22.3%
Europe	10,633	12,000	1,366	12.9%	9,584	12,700	3,115	32.5%	△ 121	100	221	-
Reconciliation					△ 16,808	△ 21,200			△ 148	△ 100		
Consolidated	52,708	77,000	24,291	46.1%	58,099	63,000	4,900	8.4%	3,722	3,000	△ 722	△ 19.4%

(for Reference) Statistics of Forming Machinery Industry-1

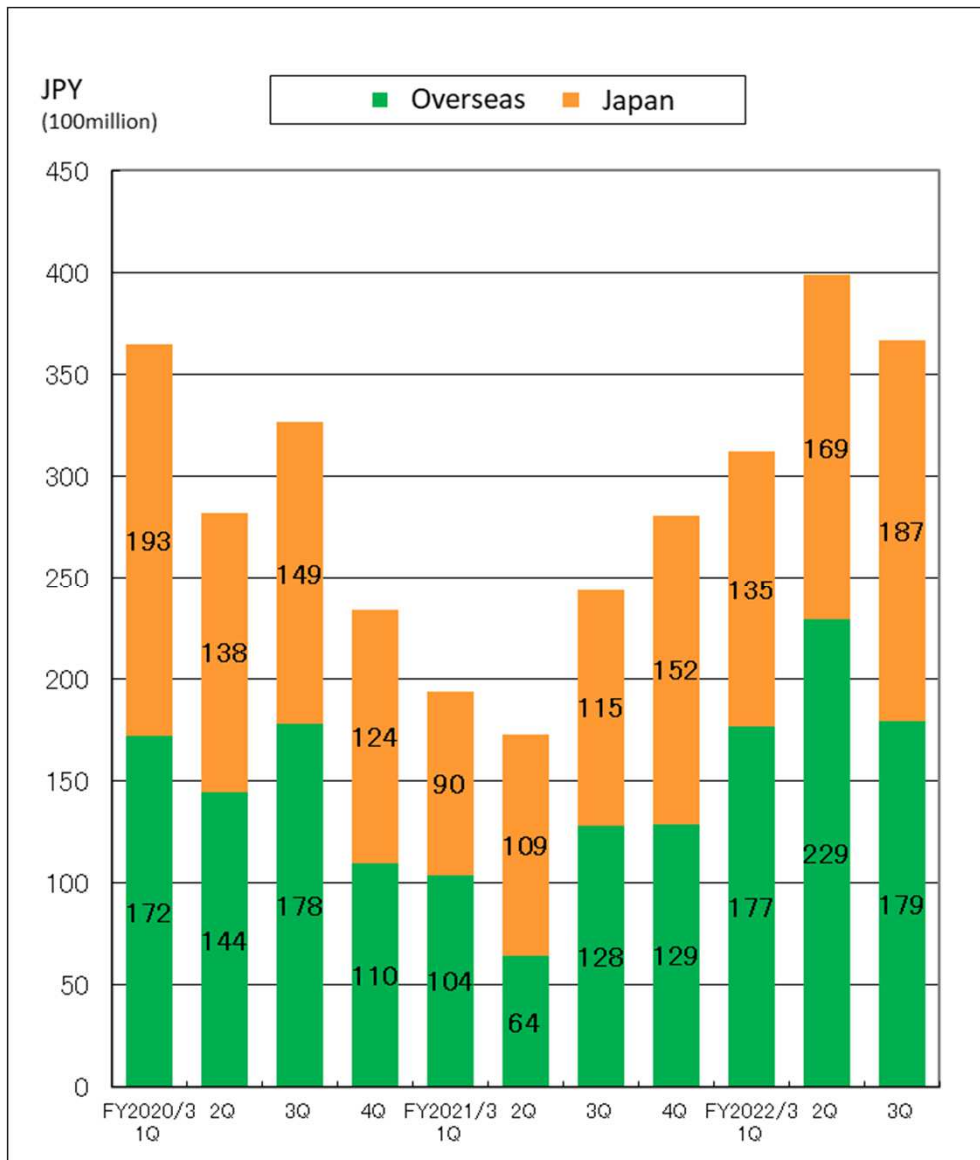


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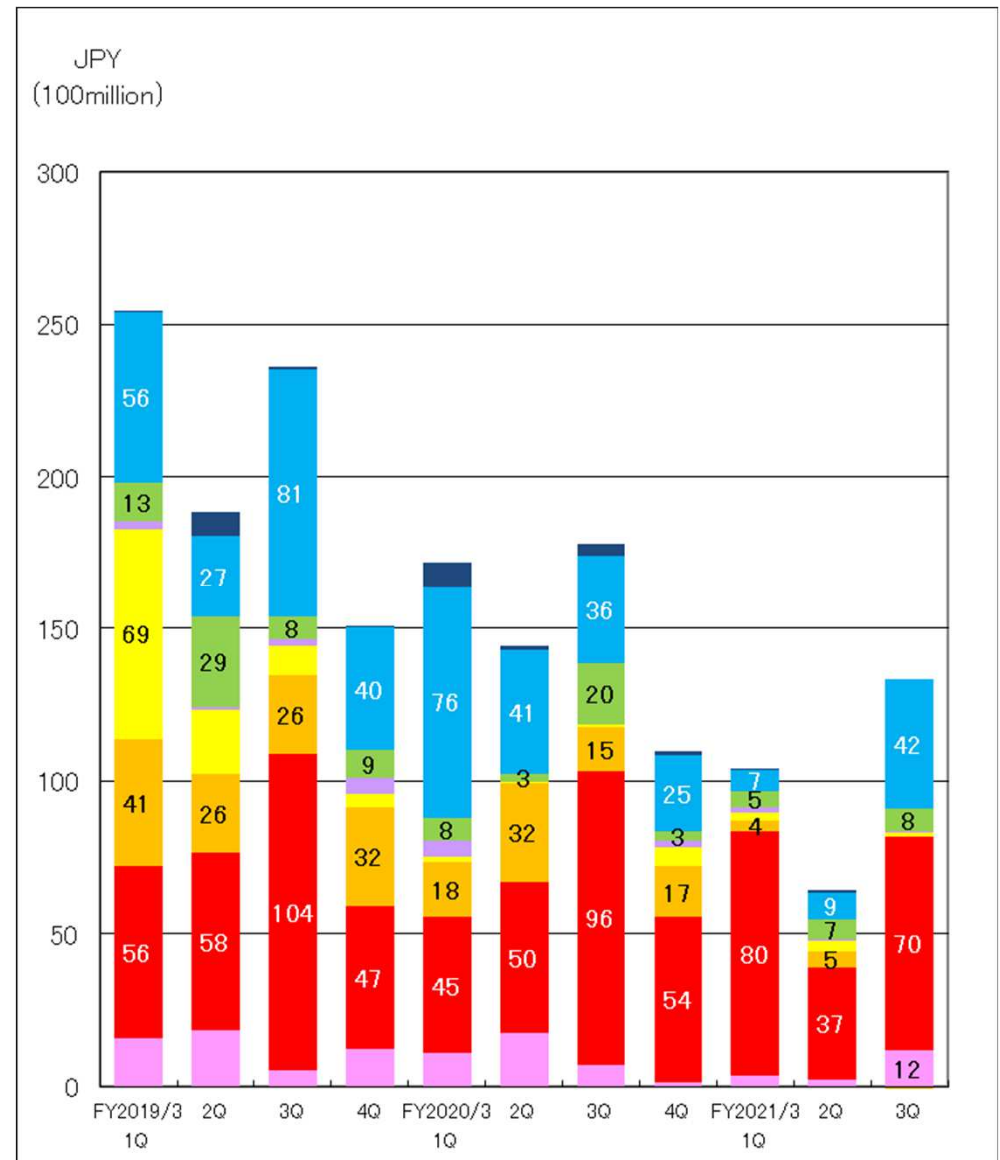
(for Reference) Statistics of Forming Machinery Industry- 2



Trend of Order Intake



Trend of Order Intake (Overseas) by Geographic Segment



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.**

February 2022

AIDA ENGINEERING, LTD.