# FINANCIAL CONFERENCE FOR THE RESULTS OF THE SIX MONTHS ENDED SEPTEMBER 30, 2001 AND <br> FORECASTS FOR THE YEAR ENDING MARCH 31, 2002 

November 22, 2001
NSK Ltd.

[^0]MOTION \& CONTROL


## 1. Consolidated Results

## Changes in the Scope of Consolidation

(1) Changes in the scope of consolidated subsidiaries
< Increase >

- NSK Fukushima Co., Ltd.

L Established due to the spinning-off of Fukushima Plant in July 2001.

- NSK Network and Systems Co., Ltd.

LEstablished due to the spinning-off of the information systems division in April 2001.

- NSK Bearings Manufacturing (Thailand) Co., Ltd.

L Established in August 2001.

- Driveshaft Technology Co., Ltd.

L Established in August 2001.
Formerly Delphi Saginaw NSK Co., Ltd.
(Previously accounted for by the equity method.)
(2) Changes in affiliates accounted for under the equity method
< Increase >

- P.T. NSK-AKS Precision Ball Indonesia
${ }^{\text {Newly }}$ included in the affiliates accounted for under the equity method following the launching of production.
< Decrease >
Driveshaft Technology Co., Ltd.
LTransferred to the scope of consolidated subsidiaries.


## 

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 2,685 | 2,646 | 2,524 | -161 |
| Japan | 2,155 | 2,226 | 1,908 | -247 |
| oversas | 530 | 420 | 616 | +86 |
| Operating income | 122 | 136 | 49 | -73 |
| Ordinary income | 79 | 112 | 20 | -59 |
| Extraordinary gains | s 190 | 58 | 95 | -95 |
| Extraordinary losses | es 179 | 26 | 18 | -161 |
| Income before tax | 90 | 143 | 97 | +7 |
| $\underset{\substack{\text { Net income } \\ \text { Eeuly } \\ \text { neamins ot }}}{ }$ | 60 | 54 | 37 | -23 |
|  |  |  |  |  |



*Classification by Region indicates sales according to customers' location.

## Net sales -consolidated -



| $\geq 100$ million | FY 2000 | 1st half | FY 2000 2nd half |  | FY 2001 1st half |  | Y.O.Y.(\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bearings | 1,585 | 59.0\% | 1,599 | 60.5\% | 1,555 | 61.6\% | -1.9 |
| Automotive components | 678 | 25.3\% | 654 | 24.7\% | 654 | 25.9\% | -3.5 |
| Precision products | 283 | 10.5\% | 297 | 11.2\% | 209 | 8.3\% | -26.1 |
| Others | 139 | 5.2\% | 96 | 3.6\% | 106 | 4.2\% | -23.7 |
| $5^{\text {Total }}$ | 2,685 | 100.0\% | 2,646 | 100.0\% | 2,524 | 100.0\% | -6.0 |

## Operating income -consolidated -



| $¥ \mathbf{1 0 0}$ million | FY ' 99 1st half | FY ' 99 2nd half | FY ' 00 1st half | FY ' 00 2nd half | FY '01 1st half |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Operating income 69 | 78 | 122 | 136 | 49 |  |
| Ratio(\%) | 2.9 | 3.1 | 4.5 | 5.2 | 2.0 |

## Operating income versus FY 2000 (1st half)



Six months ended Sep. 30, 2001

## Sales [by Geographical segment]

| FY '00:1st half |  |  |  |
| :--- | :--- | :--- | :--- |
| (Six months ended <br> Sep. 30, 2000) | FY '00:2nd half <br> (Six months ended |  | FY '01:1st half <br> (Six months ended <br> Sep. 30, 2001) |


| Japan | Sales | 2,155 | 2,226 | 1,908 |
| :---: | :---: | :---: | :---: | :---: |
|  | Operating income <\%> | 81 <3.8> | 104<4.7> | $25<1.3>$ |
| Americas | Sales | 403 | 367 | 386 |
|  | Operating income <\%> | 29 <7.2> | 18 <4.9> | 17 <4.4> |
| Europe | Sales | 376 | 361 | 440 |
|  | Operating income <\%> | -14<-3.7> | -20<-5.5> | -18<-4.1> |
| Asia | Sales | 260 | 274 | 282 |
|  | Operating income <\%> | 21 <8.1> | 23<8.4> | 23 <8.2> |
| Elimination | Sales | -509 | -582 | -492 |
|  | Operating income | 5 | 11 | 2 |
| Total | Net sales | 2,685 | 2,646 | 2,524 |
|  | Operating income <\%> | 122 <4.5> | 136<5.2> | 49 <2.0> |

## Operating income [by Product]

$¥ 100$ million

## Bearings

Operating Operating income income ratio <\%> $67 \quad 4.3$

Automotive 654 components
$\begin{array}{ll}-6 & -2.7\end{array}$
$8 \quad 4.8$
-21
$-53$
2,524

## Total

## Non-operating and Extraordinary income <br> - Consolidated -

Year ended March 31, 2001
FY 2000
1st half
FY2000 ..... 2nd half
Non-operating income-43
Net of interest expense and interest income and dividend income ..... -39 Equity in earnings of affiliated companies ..... 16
Extraordinary income190
Gain on sales of property, plant and equipment
Gain on sales of investment securities ..... 11 ..... 25
Gain on sales of affiliates' stocks ..... 9
Gain on contribution of securities to employees' retirement benefit trust ..... 170
Extraordinary losses ..... 179Loss on devaluation of investment securities -
-24 ..... -29 ..... +14 ..... -25 ..... +14 ..... 11 ..... -5 ..... -29 ..... 16579593-95+932-9
FY2001Y.O.Y.1st half
$¥ 100$ million-9-17026
Costs related to business restructuring26
Amortization of net retirement benefit ..... 179

## Netinconne - Consolidated -



| m | FY '99 1st half | FY'99 2nd half | FY'00 1st half | FY '00 2nd half | FY '01 1st half |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | e 12 | 16 | 60 | 54 | 37 |
| Ratio (\%) | 0.5 | 0.7 | 2.2 | 2.1 | 1.4 |

## Balance sheets - consolidated -

| ¥100 million | Sep. 2000 | Mar. 2001 | Sep. 2001 | Y.O.Y. |
| :---: | :---: | :---: | :---: | :---: |
| (Rate: US\$1=) <br> (Rate: STGE1 =) | $\begin{aligned} & (¥ 105.50) \\ & (\neq 160.18) \end{aligned}$ | $\begin{aligned} & (\neq 114.75) \\ & (\neq 171.10) \end{aligned}$ | $\begin{aligned} & (¥ 124.60) \\ & (¥ 175.39) \end{aligned}$ |  |
| (Rate: Euro 1 =) |  | ( $¥ 106.55$ ) | ( $¥ 105.20$ ) |  |
| Current assets: | 3,298 | 3,216 | 3,058 | -158 |
| Cash and deposits | 293 | 187 | 214 | 27 |
| Notes and accounts receivable | 1,441 | 1,480 | 1,362 | -118 |
| Marketable securities | 329 | 231 | 222 | -9 |
| Inventories | 971 | 1,023 | 1,046 | 23 |
| Others | 264 | 295 | 214 | -81 |
| Noncurrent assets: | 3,663 | 3,589 | 3,410 | -179 |
| Property, plant and equipment | 1,902 | 2,039 | 2,137 | 98 |
| Investment in securities | 1,684 | 1,462 | 1,177 | -285 |
| Deferred tax assets | 5 | 10 | 17 | 7 |
| Others | 72 | 78 | 79 | 1 |
| *<Capital expenditures> | <162> | <223> | <209> | <-14> |
| Translation adjustments | 0 | 0 | 0 | 0 |
| Total assets | 6,960 | 6,805 | 6,468 | -337 |

## Inventories

¥ 100 million
Japan
Mar. '01 Sep. 01 Y.O.Y. Effect of the Calauluated in
<Non-consolidated> $313 \quad 280$-33
Overseas $500 \quad 547 \quad+47 \quad+18 \quad+29$

Americas $184 \quad 214+30 \quad+14 \quad+16$
$\begin{array}{llllll}\text { Europe } & 196 & 212 & +17 & -2 & +19\end{array}$
Asia
120
121
$+1$
+6

| Total | 1,023 | $\mathbf{1 , 0 4 6}$ | +23 | +18 | +5 |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Capital expenditures

| $(¥ 100$ million) | Year ended March 31, 2001 <br> FY 2000 <br> Capital expenditures | $\frac{\text { FY2000 }}{\text { 2nd half }}$ | $\frac{\text { FY2001 }}{\text { 1st half }}$ | $\frac{\text { FY2001 }}{\text { 2nd half }}$ <br> (Forecast) |
| :---: | :---: | :---: | :---: | :---: |


| Total | 162 | 223 | 209 | 163 |
| :--- | :---: | :---: | :---: | :---: |
| Japan | 94 | 153 | 122 | 89 |
| <Non-consolidated><87> | $<141>$ | $<83>$ | $<70>$ |  |
| Overseas | 68 | 70 | 87 | $\mathbf{7 4}$ |
| Americas | 13 | 21 | 25 | $\mathbf{3 7}$ |
| Europe | 19 | 33 | 33 | $\mathbf{1 3}$ |
| Asia | 36 | 16 | 29 | $\mathbf{2 4}$ |

Depreciation and amortization
Total

| Japan | 81 | 82 | 81 | 84 |
| :--- | :---: | :---: | :---: | :---: |
| <Non-consolidated $>$ | $<61>$ | $<73>$ | $<60>$ | $<61>$ |
| Overseas | 44 | 50 | 50 | 52 |

## Balance sheets - consolidated -

| ¥100 million | Sep. 2000 | Mar. 2001 | Sep. 2001 | Y.O.Y |
| :---: | :---: | :---: | :---: | :---: |
| Notes and accounts payables | 1,026 | 1,050 | 916 | -134 |
| Short term bank loans, Bonds | 1,198 | 1,055 | 1,190 | 135 |
| Others | 426 | 515 | 485 | -30 |
| Long term liabilities: | 1,914 | 1,797 | 1,587 | -210 |
| Bonds, Long term debts, etc. | 1,435 | 1,403 | 1,309 | -94 |
| Defferred tax liabilities | 176 | 139 | 27 | -112 |
| Accrued employees' retirement benefits | 216 | 165 | 160 | -5 |
| Others | 87 | 90 | 91 | 1 |
| Total liabilities | 4,564 | 4,417 | 4,178 | -239 |
| *<Interest-bearing debts> | <2,633> | <2,458> | <2,499> | <43> |
| Minority interests | 104 | 114 | 125 | 11 |
| Additional paid-in capital, Retained earnings, etc. | 2,199 | 2,236 | 2,258 | 22 |
| Unrealised holding gains on securities | 373 | 271 | 102 | -169 |
| Translation adjustments | -280 | -233 | -195 | 38 |
| Total shareholders' equity | 2,292 | 2,274 | 2,165 | -109 |
| Total liabilities and shareholders' equity | 6,960 | 6,805 | 6,468 | -337 |

## 2. Forecasts For The Year Ending March 31, 2002 (Consolidated)

Forecasts for the year ending March 31, 2002

- Consolidated -

| ¥ 100 million | Year ended March 31, 2001 FY 2000 |  |  | Year ending March 31, 2002 FY 2001 |  |  | Y. О. Y. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | <Actual> 1st half | <Actual> <br> 2nd half | <Actual> <br> Total | <Actual> 1st half | -Forecast> <br> 2nd half | Forecast> <br> Total |  |
| Net sales | 2,685 | 6465 | 331 | 2,524 2 | 2,276 4,80 | 800 | -531 |
| Operating income | e 122 | 136 | 258 | 49 | -39 | 10 | -248 |
| Ordinary income | 79 | 112 | 191 | 20 | -75 | -55 | -246 |
| Extraordinary gains | S 190 | 57 | 247 | 95 | - | 95 | -152 |
| Extraordinary losse | es179 | 26 | 205 | 17 | 19 | 36 | -169 |
| Income before tax | X 90 | 143 | 233 | 98 | -94 | 4 | -229 |
| Net income | 60 | 54 | 114 | 37 | -112 | -75 | -189 |
| (Rate: US\$1 = ) | ( 106.68 ) | ( 109.12 ) | ( $¥ 107.90$ ) | ( $¥ 119.97)$ | ( $\ddagger 120.00$ ) | ( $\ddagger 119.99$ ) |  |
| $\begin{aligned} & \text { (Rate: STGE1 = ) } \\ & \text { (Rate: Euro } 1 \text { =) } \end{aligned}$ | ( $\begin{aligned} & (168.06) \\ & (¥ 101.87)\end{aligned}$ | $\begin{gathered} (\neq 160.00) \\ (\neq 97.03) \end{gathered}$ | $\begin{aligned} & (\neq 164.03) \\ & (\neq 99.45) \end{aligned}$ | $\begin{aligned} & (\neq 172.92) \\ & (¥ 107.33) \end{aligned}$ | $(\neq 175.00)$ $(\neq 108.00)$ $(\nmid l$ | $\begin{aligned} & (\neq 173.96) \\ & (\neq 107.67) \end{aligned}$ |  |

## Net sales forecasts - Consolidated -

## [by Product]

Year ended March 31, 2001 Year ending March 31, 2002

| FY 2000 | FY 2001 |
| :---: | :---: |
| <Actual> <Actual> <Actual> | <Actual> <Forecast><Forecast> |
| 1st half 2nd half Total | 1st half 2nd half Total |

Total sales
Bearings Automotive
components
Precision machinery and parts

Other

2,685 2,646 5,331
1,585 1,599 3,184
6786541,332
$283 \quad 297 \quad 580$
$139 \quad 96 \quad 235$

2,524 2,276 4,800
-10.0


## Sales forecasts [by Geographical segment]

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| ¥ 100 million |  | Year ended March 31, 2001 FY 2000 |  |  | Year ended March 31, 2002 FY 2001 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | <Actual> | $><\text { Actu }$ | ual><Actual> | <Actual> <Forecast> | st> < Forecast> |
| Japan | Sales | 2,1552 | 2,226 | 4,381 | 1,9081,792 3 | 3,700 |
|  | Operating income | 81 | 104 | 185 | $25-20$ | 5 |
|  | <\%> | 3.8 | 4.7 | 4.2 | $1.3-1.1$ | 0.1 |
| Americas | Sales | 403 | 367 | 770 | 386344 | 730 |
|  | Operating income | 29 | 18 | 47 | $17 \quad 11$ | 28 |
|  | <\%> | 7.2 | 4.9 | 6.4 | 4.43 .2 | 3.8 |
| Europe | Sales | 376 | 361 | 737 | 440360 | 800 |
|  | Operating income | -14 | -20 | -34 | -18 -42 | -60 |
|  | <\%> | -3.7 | -5.5 | -4.6 | -4.1-11.7 | -7.5 |
| Asia | Sales | 260 | 274 | 534 | 282238 | 520 |
|  | Operating income | 21 | 23 | 44 | $23 \quad 12$ | 35 |
|  | <\%> | 8.1 | 8.4 | 8.2 | 8.25 .0 | 6.7 |
| Elimination | Sales | -509 | -582- | -1,091 | -492-458 | -950 |
|  | Operating income | 5 | 11 | 16 | 20 | 2 |
| Total | Net sales | 2,6852, | 2,646 | 5,331 | 2,5242,276 4, | 4,800 |
|  | Operating income | 122 | 136 | 258 | 49 -39 | 10 |
|  | <\%> | 4.5 | 5.2 | 4.8 | $\begin{array}{lll}2.0 & -1.7\end{array}$ | 0.2 |

# cesintiom torectast 



## Net sales forecasts - Consolidated -

## *[by Region]

Year ended March 31, 2001


FY 2000
1st half 2nd half Total

1st half 2nd half Total
Total sales $2,685 \quad 2,6465,331$

Japan

| Overseas | 1,151 | $\mathbf{1 , 1 2 1}$ | $\mathbf{2 , 2 7 2}$ | $\mathbf{1 , 2 0 6}$ | $\mathbf{1 , 0 3 3}$ | $\mathbf{2 , 2 3 9}$ | -1.5 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Americas | 428 | 387 | 815 | $\mathbf{4 0 3}$ | $\mathbf{3 5 7}$ | $\mathbf{7 6 0}$ | -6.7 |
| Europe | 366 | 354 | 720 | $\mathbf{4 3 0}$ | $\mathbf{3 4 9}$ | $\mathbf{7 7 9}$ | 8.2 |
| Asia | 357 | 380 | 737 | $\mathbf{3 7 3}$ | $\mathbf{3 2 7}$ | $\mathbf{7 0 0}$ | -5.0 |

## Reference: Non-consolidated Results

# Profit and loss statement 

- Non-consolidated -

| $¥ 100$ million | FY '00:1st half | FY $000: 2 \mathrm{nd}$ half | FY 01:1st half |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (Six months ended Sep. 30, 2000) | (Six months ended Mar. 31, 2001) | (Six months ended Sep. 30, 2001) | Y.O.Y |
| Net sales | 1,721 | 1,849 | 1,555 | -166 |
| Domestic | 1,212 | 1,284 | 1,072 | -140 |
| Exports | 509 | 565 | 483 | -26 |
| Operating income | 73 | 83 | 19 | -54 |
| Ordinary income | 73 | 85 | 10 | -63 |
| Extraordinary gains | 181 | 61 | 95 | -86 |
| Extraordinary losses | 193 | 38 | 51 | -142 |
| Income before tax | 61 | 108 | 54 | -7 |
| Net income | 55 | 54 | 16 | -39 |
|  | $\begin{aligned} & (¥ 107.17) \\ & (¥ 161.53) \\ & (¥ 97.61) \end{aligned}$ | $\begin{aligned} & (\neq 113.89) \\ & (¥ 166.15) \end{aligned}$ $(\neq 102.91)$ | ( $¥ 122.26$ ) (¥174.91) $(\not ¥ 107.73)$ |  |

## 

$¥ 100$ million - Non-consolidated -
Six months ended
Sep. 30, 2000
 mix changes, etc.

## Balance sheets - Non-Consolidated -

$¥ 100$ million Sep. 2000 Mar. 2001 Sep. 2001 Y.O.Y.

| Current assets: | 2,438 | 2,243 | $\mathbf{1 , 9 5 1}$ | -292 |
| :--- | ---: | ---: | ---: | ---: |
| Cash and deposits | 60 | 13 | 36 | 23 |
| Notes and accounts receivable | 1,283 | 1,200 | 983 | -217 |
| Marketable securities | 322 | 223 | 219 | -4 |
| Inventories | 377 | 313 | 281 | -32 |
| Others | 396 | 494 | 432 | -62 |
| Noncurrent assets: | 3,782 | 3,646 | $\mathbf{3 , 3 9 7}$ | -249 |
| Property, plant and equipment | 1,004 | 1,070 | 972 | -98 |
| Investment in securities | 1,315 | 1,100 | 818 | -282 |
| Deferred tax assets | 1,396 | 1,409 | $\mathbf{1 , 5 1 8}$ | 109 |
| Others | 67 | 67 | 89 | 22 |
| *<apital expenditures $>$ | $<86>$ | $<139>$ | $<85>$ | $<-54>$ |

## Balance sheets - Non-Consolidated -

| ¥100 million | Sep. 2000 | Mar. 2001 | Sep. 2001 | Y.O.Y |
| :---: | :---: | :---: | :---: | :---: |
| Current liabilities: | 1,862 | 1,726 | 1,595 | -131 |
| Notes and accounts payables | 910 | 905 | 810 | -95 |
| Short term bank loans, Bonds | 737 | 548 | 548 | 0 |
| Others | 215 | 273 | 237 | -36 |
| Long term liabilities: | 1,716 | 1,581 | 1,337 | -244 |
| Bonds, Long term debts, etc. | 1,343 | 1,316 | 1,215 | -101 |
| Defferred tax liabilities | 180 | 130 | 15 | -115 |
| Accrued employees' retirement benefits | 188 | 114 | 87 | -27 |
| Others | 5 | 21 | 20 | -1 |
| Total liabilities | 3,578 | 3,307 | 2,932 | -375 |
| *<Interest-bearing debts> | <2,081> | <1,864> | <1,763> | <-101> |
| Additional paid-in capital, Retained earnings, etc. | 2,281 | 2,319 | 2,317 | -2 |
| Unrealised holding gains on securities | 361 | 264 | 99 | -165 |
| Total shareholders' equity | 2,642 | 2,583 | 2,416 | -167 |
| Total liabilities and shareholders' equity | 6,220 | 5,889 | 5,348 | -541 |

## Forecasts for the year ending March 31, 2002

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- Non-consolidated -

Year ending March 31, 2002

| $¥ 100$ million | Year ended March 31, 2001 FY 2000 |
| :---: | :---: |
|  | <Actual $>$ <Actual> $>$ <Actual $>$   <br> 1st half 2nd half Total |

## Net sales

1,721 1,849 3,570
Operating income
Ordinary income
$\begin{array}{lll}73 & 83 & 156\end{array}$
$\begin{array}{lll}73 & 85 & 158\end{array}$
FY 2001
Y.O.Y.
<Actual> <Forecast><Forecast>
1st half 2nd half Total
1,555 1,485 3,040
-530

Extraordinary gains $\begin{array}{llllllll}181 & 60 & 242 & 95 & 0 & 95 & -147\end{array}$
Extraordinary losses $193 \quad 38 \quad 231$
Income before tax $\quad 61 \quad 108 \quad 169$
Net income
(Rate: US\$1 =
(Rate: $\operatorname{STGE1}=$ )
(Rate: Euro $1=$ )
27

## Net sales forecasts - Non-Consolidated -



## Net sales forecasts - Non-Consolidated -




[^0]:    Cautionary Statements with Respect to Forward-Looking Statements
    Statements made in this report with respect to plans, strategies and future performance that are not historical fact are forward-looking statements. NSK cautions that a number of factors could cause actual results to differ materially from those discussed in the forward-looking statements.

