# CONSOLIDATED BUSINESS RESULTS OF THE FIRST QUARTER ENDED JUNE 30, 2004

July 29, 2004 **NSK Ltd.** 

#### **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.

Note: This document is an English translation of material written initially in Japanese. The Japanese original should be considered the primary version.

## **Summary of the Consolidated Business Results for FY 2004:Q1**



#### Results for the first quarter of FY 2004

Off to a good start towards our year-end goal of achieving record sales and operating income

#### Outlook for the first half of FY 2004

- Strong demand expected to continue
- Sales and profits expected to exceed our initial forecasts set at the start of fiscal 2004



We have decided to revise our sales and profit forecasts upward

# **Summary of the Consolidated Business Results for FY 2004:Q1**



(¥100 million)			FY 2003			FY	<b>/ 200</b>	4
	Japan: Apr.~Jun.	2nd quarter Japan: Jul.~Sep. Overseas: Apr.~Jun. <actual></actual>	3rd quarter Japan: Oct.~Dec. Overseas: Jul.~Sep. <actual></actual>	4 <sup>th</sup> quarter Japan: Jan.~Mar. Overseas: Oct.~Dec. <actual></actual>	Full year Japan: AprMar. Overseas: JanDec. <actual></actual>	1st quarter Japan: Apr.~Jun. Overseas: Jan.~Mar. <actual></actual>	Y-O-Y	1st half <initial forecast=""></initial>
Sales	1,257	1,281	1,297	1,387	5,222	1,403	+11.6%	2,730
Operating income	41	54	72	93	260	95	+129.7%	165
Ordinary income	34	27	61	69	191	85	+148.4%	125
Profit before tax	40	40	89	96	265	91	+125.4%	125
Net income	14	24	52	53	143	49	+258.2%	70
(Rate: 1 US\$= ) (Rate: 1 EURO=)	(¥118.95) (¥127.65)	(¥119.32) (¥135.76)	(¥117.63) (¥132.40)	(¥109.15) (¥129.46)	(¥116.26) (¥131.32)	(¥107.37) (¥133.14)		(¥110) (¥130)



## Net sales -By customer location-

(¥100 million)		FY 2	003		F	Y 200	4
	1 <sup>st</sup> quarter <actual></actual>	<b>2<sup>nd</sup> quarter</b> <actual></actual>	<b>3<sup>rd</sup> quarter</b> <actual></actual>	<b>4<sup>th</sup> quarter</b> <actual></actual>	1 <sup>st</sup> quarter <actual></actual>	Y-O-Y	1 <sup>st</sup> half <initial forecast=""></initial>
Sales	1,257	1,281	1,297	1,387	1,403	+11.6%	2,730
Japan	658	666	697	765	737	+12.0%	1,405
The Americas	188	198	187	176	199	+6.0%	400
Europe	223	218	191	222	235	+5.6%	455
Asia	188	199	222	224	232	+22.7%	470

Japan: Strength continues in sales to the automotive industry, machine tool sector and the general industrial sector.
 The Americas: Sales in Brazil were robust, and demand in the U.S is on the recovery.
 Europe: Sales to the automotive industry were robust, with sales expansion activities leading to an increase in automotive bearing sales. Sales of bearings to the general industrial sectors are also on the recovery.
 Asia: Strong demand continues in China. Sales to the automotive industry and demand for our photofabrication machinery were robust.

#### **Business results**

#### - By geographical segment -



(¥100 million)				FY 2	003					FY 200	)4	
	1st quarter 2nd quarter <a href="#">Actual&gt;</a> <a href="#">Actual&gt;</a>			3 <sup>rd</sup> quarter <actual></actual>		4 <sup>th</sup> qu <acti< th=""><th></th><th>1<sup>st</sup> qua <actu< th=""><th>Y-()- Y</th><th>1<sup>st</sup> h <initial fo<="" th=""><th></th></initial></th></actu<></th></acti<>		1 <sup>st</sup> qua <actu< th=""><th>Y-()- Y</th><th>1<sup>st</sup> h <initial fo<="" th=""><th></th></initial></th></actu<>	Y-()- Y	1 <sup>st</sup> h <initial fo<="" th=""><th></th></initial>		
Sales	1,257		1,281		1,297		1,387		1,403	+11.6%	2,730	
Japan	931		937		992		1,058		1,042	+11.9%	2,030	
The Americas	185		194		184		175		195	+5.4%	390	
Europe	232		228		202		236		248	+7.0%	480	
Asia	139		141		143		153		151	+8.4%	310	
Elimination	-230		-219		-224		-235		-233		-480	
Operating income	41	<3.3%>	54	<4.1%>	72	<5.6%>	93	<6.7%>	95	<6.8%> +129.7%	165	<6.0%>
Japan	33	<3.5%>	35	<3.7%>	55	<5.5%>	69	<6.5%>	64	<6.1%> +93.9%	125	<6.2%>
The Americas	3	<1.6%>	5	<2.6%>	1	<0.5%>	-3	<-1.7%>	6	<3.1%> +106.1%	10	<2.6%>
Europe	-2	<-0.9%>	5	<2.2%>	5	<2.5%>	18	<7.6%>	13	<5.2%>	20	<4.2%>
Asia	13	<9.4%>	9	<6.4%>	8	<5.6%>	8	<5.2%>	7	<4.6%> -38.9%	20	<6.5%>
Elimination	-6		0		3		1		5		-10	

• Japan: Profitability remains healthy, backed by strong domestic demand.

• Overseas: Profitability in the Americas is on the recovery.

Profitability of our European business stabilizing.

Profitability of our Asian business remains strong, backed by the strength of the Chinese economy.

#### **Business results**

#### -By business segment -



(¥100 million)				FY 20	003				FY 2004				
	1 <sup>st</sup> qua <actua< th=""><th></th><th><b>qua</b> Actua</th><th>a<b>rter</b> al&gt;</th><th colspan="2">3<sup>rd</sup> quarter <actual></actual></th><th colspan="2">4<sup>th</sup> quarter <actual></actual></th><th colspan="2">1<sup>st</sup> quarter <actual></actual></th><th>Y-O-Y</th><th>1<sup>st</sup> h <initial fo<="" th=""><th></th></initial></th></actua<>		<b>qua</b> Actua	a <b>rter</b> al>	3 <sup>rd</sup> quarter <actual></actual>		4 <sup>th</sup> quarter <actual></actual>		1 <sup>st</sup> quarter <actual></actual>		Y-O-Y	1 <sup>st</sup> h <initial fo<="" th=""><th></th></initial>	
Sales	1,257	1,2	81		1,297		1,387		1,403		+11.6%	2,730	
Industrial bearings	435	4	37		427		464		452		+4.0%	912	
Automotive products	691	7	08		709		750		755		+9.1%	1,448	
Precision machinery	95	1	02		125		149		159		+68.9%	310	
Others	49		53		49		44		43		-14.7%	90	
Elimination	-13	_	19		-13		-20		-6			-30	
Operating income	41	<3.3%>	54	<4.1%>	72	<5.6%>	93	<6.7%>	95	<6.8%>	+129.7%	165	<6.0%>
Industrial bearings	25	<5.8%>	24	<5.4%>	33	<7.6%>	40	<8.6%>	46	<10.2%>	+86.8%	72	<7.9%>
Automotive products	28	<4.1%>	42	<5.9%>	40	<5.6%>	47	<6.3%>	46	<6.1%>	+59.4%	78	<5.4%>
Precision machinery	-8	<-8.4%>	-7	<-6.7%>	1	<0.7%>	14	<9.0%>	10	<6.3%>		30	<9.7%>
Others	4	<7.4%>	2	<4.9%>	3	<7.0%>	3	<4.8%>	1	<2.3%>	-60.9%	5	<5.6%>
Elimination	-8		-7		-5		-11		-8			-20	

The profitability of the Industrial bearings and Automotive products segments are improving, and the Precision machinery and parts business is also contributing to Group profits.



## **Consolidated balance sheets**

(¥100 million)		FY 2	2003		FY 2	004
	(1st quarter ended Jun. 30, '03) <b>FY 2003: Q1</b>	(2nd quarter ended Sep. 30, '03) <b>FY 2003: Q2</b>	(3rd quarter ended Dec. 31, '03) <b>FY 2003: Q3</b>	(4th quarter ended Mar. 31, '04) <b>FY 2003: Q4</b>	(1st quarter ended Jun. 30, '04) <b>FY 2004: Q1</b>	Difference from the period ended Mar. 31, '04
Assets						
Current assets	2,936	2,829	2,829	2,955	3,047	+92
Non-current assets	3,158	3,331	3,233	3,264	3,242	-22
Total assets	6,094	6,160	6,062	6,219	6,289	+70
Liabilities and Sharehold	er's equity					
Current liabilities	2,377	2,260	2,129	2,456	2,428	-28
Long-term liabilities	1,846	1,943	1,969	1,755	1,961	+206
Total liabilities	4,223	4,203	4,098	4,211	4,389	+178
Minority interests	118	124	119	121	122	+1
Total shareholder's equity	1,753	1,833	1,845	1,887	1,778	-109
Total liabilities and shareholder's equity	6,094	6,160	6,062	6,219	6,289	+70
(Rate: 1US\$=) (Rate: 1EURO=)	(¥120.20) (¥129.83)	(¥119.80) (¥136.92)	(¥111.25) (¥129.19)	(¥107.13) (¥133.74)	(¥105.69) (¥128.88)	



## Inventories

(¥100 million)		FY 2	2003			FY 20	004	
	(1st quarter ended Jun. 30, '03) FY 2003: Q1	(2nd quarter ended Sep. 30, '03) <b>FY 2003: Q2</b>	(3rd quarter ended Dec. 31, '03) <b>FY 2003: Q3</b>	(4th quarter ended Mar. 31, '04) <b>FY 2003: Q4</b>	(1st quarter ended Jun. 30, '04) <b>FY 2004: Q1</b>	Difference from the period ended Mar. 31, '04	Excluding effect of FOREX, etc.	<b>Difference</b> in local currencies
Japan	355	362	362	338	358	+20		+20
Overseas	454	464	438	421	414	-7	-8	+1
The Americas	161	166	155	141	137	-4	-2	-2
Europe	186	190	184	184	179	-5	-5	0
Asia	107	108	99	96	98	+2	-1	+3
Total	809	826	800	759	772	+13	-8	+21



# Capital expenditures Depreciation and Amortization

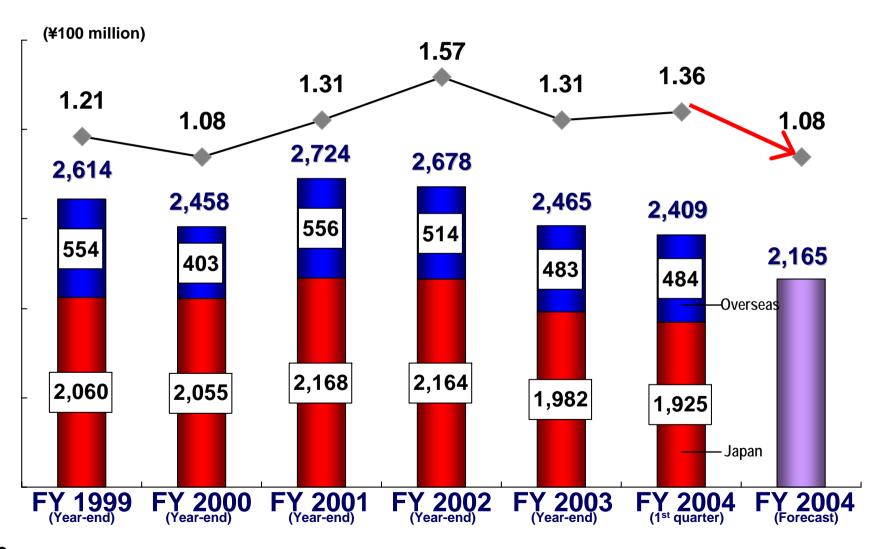
(¥100 million)		FY 2	003		FY 2	004
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4th quarter	1 <sup>st</sup> quarter	Full year plan
Capital expenditures	46	62	56	91	62	300
Japan	17	38	33	60	44	195
<non-consolidated></non-consolidated>	<10>	<21>	<14>	<30>	<20>	<124>
Overseas	29	24	23	31	18	105
The Americas	8	9	8	3	4	27
Europe	8	7	4	9	4	27
Asia	13	8	11	19	10	51

(¥100 million)		FY 2	003		FY 2	004
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	1st quarter	Full year plan
Depreciation	64	69	68	65	63	270
Japan	34	39	40	43	36	160
<non-consolidated></non-consolidated>	<19>	<20>	<20>	<22>	<18>	<78>
Overseas	30	30	28	22	27	110



## Interest bearing debts

#### D/E ratio (times)





#### **Revised forecasts for FY 2004**

(¥100 million)	FY 2	2003		FY 2	2004	
	1 <sup>st</sup> half <actual></actual>	Full year <actual></actual>	1st half <initial forecast=""></initial>	Full year	1st half <revised forecast=""></revised>	Full year <revised forecast=""></revised>
Sales	2,538	5,222	2,730	5,550	2,850	5,670
Operating income	95	260	165	350	185	370
Ordinary income	61	191	125	270	155	300
Profit before tax	80	265	125	270	161	306
Net income	38	143	70	155	90	175
(Rate: 1 US\$= ) (Rate: 1 EURO=)	(¥119.14) (¥131.71)	(¥116.26) (¥131.32)	(¥110) (¥130)	(¥110) (¥130)	(¥108.69) (¥131.57)	(¥109.34) (¥130.79)

We have revised our sales and profit forecasts for the first half of fiscal 2004 upward

<Outlook for the business environment for the second quarter of fiscal 2004>

- **Japan:** Strong demand expected to continue in all business segments.
- •Overseas: The economies in the Americas and Europe are expected to continue to recover.



## Revised forecasts -By customer location-

(¥100 million)	FY 2	003		FY 2	004	
	1 <sup>st</sup> half <actual></actual>	Full year <actual></actual>	1 <sup>st</sup> half <initial forecast=""></initial>	Full year <pre><initial forecast=""></initial></pre>	1st half <revised forecast=""></revised>	Full year <revised forecast=""></revised>
Sales	2,538	5,222	2,730	5,550	2,850	5,670
Japan	1,324	2,786	1,405	2,922	1,478	2,995
The Americas	386	749	400	820	411	831
Europe	440	854	455	866	485	896
Asia	388	833	470	942	476	948





(¥100 million)		FY 20	003		FY 2004								
	1 <sup>st</sup> h <actu< th=""><th></th><th>Full y <actu< th=""><th></th><th>1<sup>st</sup> h <initial for<="" th=""><th></th><th>Full y</th><th></th><th>1st h <revised f<="" th=""><th></th><th>Full y Revised f</th><th></th></revised></th></initial></th></actu<></th></actu<>		Full y <actu< th=""><th></th><th>1<sup>st</sup> h <initial for<="" th=""><th></th><th>Full y</th><th></th><th>1st h <revised f<="" th=""><th></th><th>Full y Revised f</th><th></th></revised></th></initial></th></actu<>		1 <sup>st</sup> h <initial for<="" th=""><th></th><th>Full y</th><th></th><th>1st h <revised f<="" th=""><th></th><th>Full y Revised f</th><th></th></revised></th></initial>		Full y		1st h <revised f<="" th=""><th></th><th>Full y Revised f</th><th></th></revised>		Full y Revised f		
Sales	2,538		5,222		2,730		5,550		2,850		5,670		
Japan	1,868		3,918		2,030		4,170		2,108		4,248		
The Americas	379		738		390		800		403		813		
Europe	460		898		480		920		514		954		
Asia	280		576		310		620		312		622		
Elimination	-449		-908		-480		-960		-487		-967		
Operating income	95	<3.7%>	260	<5.0%>	165	<6.0%>	350	<6.3%>	185	<6.5%>	370	<6.5%>	
Japan	68	<3.6%>	192	<4.9%>	125	<6.2%>	275	<6.6%>	131	<6.2%>	281	<6.6%>	
The Americas	8	<2.1%>	6	<0.8%>	10	<2.6%>	20	<2.5%>	10	<2.5%>	20	<2.5%>	
Europe	3	<0.7%>	26	<2.9%>	20	<4.2%>	35	<3.8%>	24	<4.7%>	39	<4.1%>	
Asia	22	<7.9%>	38	<6.6%>	20	<6.5%>	40	<6.5%>	15	<4.8%>	35	<5.6%>	
Elimination	-6		-2		-10		-20		5		-5		





(¥100 million)		FY 20	003		FY 2004							
	1 <sup>st</sup> h <actu< th=""><th></th><th>Full y <actu< th=""><th></th><th>1<sup>st</sup> h <initial for<="" th=""><th></th><th>Full y</th><th></th><th>1<sup>st</sup> h <revised f<="" th=""><th></th><th><b>Full y</b> Revised f</th><th></th></revised></th></initial></th></actu<></th></actu<>		Full y <actu< th=""><th></th><th>1<sup>st</sup> h <initial for<="" th=""><th></th><th>Full y</th><th></th><th>1<sup>st</sup> h <revised f<="" th=""><th></th><th><b>Full y</b> Revised f</th><th></th></revised></th></initial></th></actu<>		1 <sup>st</sup> h <initial for<="" th=""><th></th><th>Full y</th><th></th><th>1<sup>st</sup> h <revised f<="" th=""><th></th><th><b>Full y</b> Revised f</th><th></th></revised></th></initial>		Full y		1 <sup>st</sup> h <revised f<="" th=""><th></th><th><b>Full y</b> Revised f</th><th></th></revised>		<b>Full y</b> Revised f	
Sales	2,538		5,222		2,730		5,550		2,850		5,670	
Industrial bearings	872		1,763		912		1,810		908		1,806	
Automotive products	1,399		2,858		1,448		2,980		1,540		3,072	
Precision machinery	197		471		310		630		330		650	
Others	102		195		90		190		78		178	
Elimination	-32		-65		-30		-60		-6		-36	
Operating income	95	<3.7%>	260	<5.0%>	165	<6.0%>	350	<6.3%>	185	<6.5%>	370	<6.5%>
Industrial bearings	49	<5.6%>	122	<6.9%>	72	<7.9%>	140	<7.7%>	82	<9.0%>	150	<8.3%>
Automotive products	70	<5.0%>	157	<5.5%>	78	<5.4%>	170	<5.7%>	85	<5.5%>	177	<5.8%>
Precision machinery	-15	<-7.5%>	0	<-0.0%>	30	<9.7%>	70	<11.1%>	30	<9.1%>	70	<10.8%>
Others	6	<6.1%>	12	<6.1%>	5	<5.6%>	10	<5.3%>	5	<6.4%>	10	<5.6%>
Elimination	-15		-31		-20		-40		-17		-37	





(¥100 million)		FY 2004			
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	1 <sup>st</sup> quarter
Research & Development	20	22	21	24	23

(Number of employees)		FY 2004			
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	1 <sup>st</sup> quarter
Employees	19,368	20,052	19,844	19,772	20,182
Japan	8,161	8,975	8,862	8,819	9,080
Parent company (Non-consolidated)	3,636	3,697	3,675	3,680	3,696
The Americas	3,015	3,039	3,030	3,058	3,036
Europe	4,693	4,559	4,425	4,254	4,283
Asia	3,499	3,479	3,527	3,641	3,783