# CONSOLIDATED BUSINESS RESUITS FOR THE THIRD QUARTER ENDED DECEMBER 31, 2007 

## February 05, 2008 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

## Summary of the

Consolidated Business Results for FY 2007:Q3

## Business performance for Q3 was favorable. The trend is expected to continue in the last quarter.

Sales and operating income for Q3 increased 9.6\% and 8.4\% respectively YOY

Overall sales to machine tools/industrial machinery and automotive manufacturers were robust

- Demands from semiconductor and liquid crystal production remain in an adjustment phase


No revision was made to the full year forecasts for FY2007 announced on October 31, 2007.

## Summary of the <br> Consolidated Business Results for FY 2007:Q3

| ( $¥ 100$ million) | FY 2006 |  |  | FY 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3 Q \\ \text { < Actual > } \end{gathered}$ | 3Q Total <br> <Actual > | Full year <br> <Actual > | $\begin{gathered} 3 \mathrm{Q} \\ \text { <Actual > } \end{gathered}$ | Difference on a year-on-year basis | 3Q Total <br> < Actual > | Full year < Forecast> |
| Sales | 1,813 | 5,306 | 7,172 | 1,987 | +9.6\% | 5,680 | 7,600 |
| Operating income | 169 | 469 | 624 | 183 | +8.4\% | 499 | 690 |
| <\%> | <9.3\%> | <8.8\%> | <8.7\%> | <9.2\%> |  | <8.8\%> | <9.1\%> |
| Ordinary income | 170 | 448 | 576 | 183 | +7.8\% | 477 | 650 |
| Profit before tax | 173 | 453 | 570 | 183 | +5.8\% | 477 | 650 |
| Net income | 111 | 284 | 349 | 122 | +9.6\% | 299 | 410 |
| (Rate:1US\$=) | $(¥ 117.56)$ | $(¥ 116.05)$ | $(¥ 116.93)$ | ( $¥ 113.24$ ) |  | $(¥ 117.36)$ | $(¥ 116.77)$ |
| (Rate:1EURO=) | ( $¥ 151.96$ ) | (¥148.09) | (¥150.35) | ( $¥ 164.47$ ) |  | (¥163.05) | (¥162.29) |

## Quarterly Business Performance

Sales $\square$ Operating income $\qquad$ Ordinary income

Net income

- Operating income margin (\%)



## Business Results by Business segment

| ( $¥ 100$ million) |  | FY 2006 |  |  | FY 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 3 Q \\ \text { < Actual > } \end{gathered}$ | 3Q Total <br> <Actual > | Full year <Actual > | 3Q <br> <Actual > | Difference on a year-on-year basis | 3Q Total <br> <Actual > | Full year < Forecast> |
| Total | Sales | 1,813 | 5,306 | 7,172 | 1,987 | +9.6\% | 5,680 | 7,600 |
|  | Operating income | 169 | 469 | 624 | 183 | +8.4\% | 499 | 690 |
|  | Margin | 9.3\% | 8.8\% | 8.7\% | 9.2\% |  | 8.8\% | 9.1\% |
| Industrial bearings | Sales | 543 | 1,599 | 2,163 | 616 | +13.4\% | 1,764 | 2,360 |
|  | Operating income | 79 | 215 | 296 | 90 | +12.9\% | 245 | 335 |
|  | Margin | 14.6\% | 13.4\% | 13.7\% | 14.5\% |  | 13.9\% | 14.2\% |
| Automotive | Sales | 1,012 | 2,933 | 3,979 | 1,133 | +12.1\% | 3,224 | 4,290 |
|  | Operating income | 60 | 168 | 227 | 84 | +39.5\% | 223 | 295 |
|  | Margin | 6.0\% | 5.7\% | 5.7\% | 7.4\% |  | 6.9\% | 6.9\% |
| Precision machinery \& parts | Sales | 195 | 584 | 777 | 163 | -16.8\% | 481 | 680 |
|  | Operating income | 32 | 92 | 115 | 20 | -40.4\% | 58 | 90 |
|  | Margin | 16.5\% | 15.8\% | 14.8\% | 11.8\% |  | 12.0\% | 13.2\% |
| Others | Sales | 113 | 339 | 451 | 165 | +45.3\% | 410 | 490 |
|  | Operating income | 7 | 20 | 24 | 10 | +39.7\% | 20 | 22 |
|  | Margin | 6.1\% | 5.9\% | 5.3\% | 5.8\% |  | 4.8\% | 4.5\% |
| Eliminations/Corporate |  | -50 | -149 | -198 | -90 |  | -199 | -220 |
|  |  | -9 | -26 | -38 | -21 |  | -47 | -52 |

## Business Results by Business segment - Industrial Machinery Bearings -

Left :Sales
Right :Operating income

- :Margin

Industrial machinery bearings
Quarterly business performance

$\square$ Strong demand continued especially from machine tools/general industrial machinery sectors. Increase in sales to aftermarket sector also pushed total sales $\mathbf{1 3 . 4} \%$ up YOY.

■ Operating income for Q3 increased 12.9\% YOY, and operating income margin of over 14\% has maintained from Q2 backed by the effects of volume growth and increase in sales price.

## Business Results by Business segment - Automotive Products -

$\square$ Demand environment were robust overall. Total sales for Q3 increased 12.1\% YOY backed by increase in sales of hub unit bearings/needle roller bearings/AT components/electrical power steering systems.
$\square$ Volume growth, reduction of external procurement costs, and the effect of productivity improvement activities contributed to increase in operating income of 39.5\% YOY. Profitability improvement proceeded steadily.

## Business Results by Business segment - Precision Machinery and Parts -

Left :Sales
Right :Operating income

- : Margin
¥100 Million)

Precision machinery \& parts Quarterly business performance


- Demand from machine tool makers was robust, while demand from semiconductor and liquid crystal equipment production remains in an adjustment phase. Decrease in sales of photofabrication equipment for LCD panel production was negatively affected, and total sales for Q3 decreased 16.8\% YOY.
$\square$ Although productivity improvement activities continued, operating income decreased 40.4\% YOY due to lower production volume.


## Business Results by Geographical Segment

| ( $¥ 100$ million) |  | FY 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 3 Q \\ \text { < Actual > } \end{gathered}$ | 3Q Total <Actual > | Full year <Actual> |
| Total | Sales | 1,813 | 5,306 | 7,172 |
|  | Operating income | 169 | 469 | 624 |
|  | Margin | 9.3\% | 8.8\% | 8.7\% |
| Japan | Sales | 1,339 | 3,877 | 5,223 |
|  | Operating income | 136 | 358 | 475 |
|  | Margin | 10.2\% | 9.2\% | 9.1\% |
| The Americas | Sales | 251 | 752 | 1,029 |
|  | Operating income | 5 | 25 | 38 |
|  | Margin | 1.8\% | 3.3\% | 3.7\% |
| Europe | Sales | 316 | 934 | 1,276 |
|  | Operating income | 16 | 48 | 67 |
|  | Margin | 5.2\% | 5.2\% | 5.2\% |
| Asia | Sales | 244 | 740 | 987 |
|  | Operating income | 27 | 73 | 95 |
|  | Margin | 11.1\% | 9.8\% | 9.6\% |
| Eliminations (sales) |  | -337 | -997 | -1,343 |
| (ope | ating income) | -15 | -35 | -49 |


| FY 2007 |  |  |  |
| :---: | :---: | :---: | :---: |
| $\begin{gathered} 3 Q \\ \text { < Actual > } \end{gathered}$ | Difference on a year-on-year basis | 3Q Total <Actual > | Full year <Forecast > |
| 1,987 | +9.6\% | 5,680 | 7,600 |
| 183 | +8.4\% | 499 | 690 |
| 9.2\% |  | 8.8\% | 9.1\% |
| 1,478 | +10.4\% | 4,107 | 5,405 |
| 135 | -1.0\% | 349 | 465 |
| 9.1\% |  | 8.5\% | 8.6\% |
| 258 | +3.1\% | 803 | 1,075 |
| 11 | +138.5\% | 36 | 54 |
| 4.1\% |  | 4.4\% | 5.0\% |
| 354 | +12.2\% | 1,016 | 1,365 |
| 26 | +55.6\% | 67 | 92 |
| 7.2\% |  | 6.5\% | 6.7\% |
| 305 | +24.7\% | 859 | 1,204 |
| 32 | +20.0\% | 95 | 133 |
| 10.7\% |  | 11.1\% | 11.0\% |
| -408 |  | -1,105 | -1,449 |
| -21 |  | -48 | -54 |

## Business Results by Geographical Segment

Japan

Operating income were flat YOY due to decrease in demand for precision machinery \& parts and increase in depreciation and SGA expenses although demands for industrial machinery bearings and automotive products were robust.


Volume growth of industrial machinery bearings and automotive bearings contributed to growth in total operating income, which increased $55.6 \%$ YOY.
¥100 Million)


- :Margin

The Americas
Operating income doubled YOY backed by increase in sales of industrial machinery bearings and decrease in expenses for transfer of plant in North America.


#### Abstract

¥100 Million)


6.0\%
¥100 Million)


Operating income increased 20.0\% YOY backed by favorable demand in China and volume growth in the ASEAN region.
$¥ 100$ Million $\quad 12.2 \% \quad ¥ 100$ Million)

## Business Results by Customer Location

| ( $¥ 100$ million) | FY 2006 |  |  | FY 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3 \mathrm{Q} \\ \text { < Actual > } \end{gathered}$ | 3Q Total <br> <Actual > | Full year <Actual > | $\begin{gathered} 3 Q \\ \text { < Actual > } \end{gathered}$ | Difference on a year-on-year basis | $3 Q$ Total <Actual > | Full year < Forecast > |
| Sales | 1,813 | 5,306 | 7,172 | 1,987 | +9.6\% | 5,680 | 7,600 |
| Japan | 935 | 2,699 | 3,644 | 1,022 | +9.4\% | 2,880 | 3,820 |
| Non-Japan | 878 | 2,607 | 3,528 | 965 | +9.8\% | 2,800 | 3,780 |
| Ratio of non-Japan sales to consolidated net sales) | 48.4 \% ) | 49.1 \% ) | 49.2 \% ) | 48.5 \% ) |  | 49.3\%) | 49.7 \% ) |
| The Americas | 255 | 769 | 1,051 | 261 | +2.2\% | 814 | 1,090 |
| Europe | 302 | 891 | 1,217 | 339 | +12.1\% | 969 | 1,284 |
| Asia | 321 | 947 | 1,260 | 365 | +13.8\% | 1,017 | 1,406 |

## Business Results by Customer Location



- Japan :Sales to machine tools/general industrial machinery sectors increased. Sales of automotive products such as EPS also grew.
- The Americas :Sales of automotive products and precision machinery and parts decreased due to stagnant demand environment.
- Europe :Sales to automotive manufacturers and machine tool/general industrial machinery sectors increased.
$\square$ Asia :Demand from automotive manufacturers in Thailand and demand from automotive manufacturers and industrial machinery in China was strong. Sales of presicion machinery and parts, particularly photofabrication equipment, declined.


## Consolidated Balance Sheets

## Assets

Current assets $\square$ Non-current assets

Liabilities and net assets


## Inventories/Interest-Bearing Debts



## Capital Expenditures/Depreciation



## Supplementary Information

- Research \& Development, Employees -

| (1100 million) | FY 2006 |  |  |  | FY 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 19 | 20 | 39 | 4 Q | 19 | 29 | 3 Q | ${ }_{\text {Full year }}^{\substack{\text { (pan) }}}$ |
| Research \& development | 23 |  | 25 | 28 | 23 | 27 | 25 | 10 |


| No. of employees) | FY 2006 |  |  |  | FY 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 19 | 2 Q | 3 Q | 4Q | 19 | 2Q | 3Q |
| Employees | 23,140 | 23,259 | 23,371 | 23,413 | 23,661 | 24,211 | 24,587 |
| Japan | 10,108 | 10,129 | 10,074 | 10,128 | 10,623 | 10,533 | 10,609 |
| Parent company (Non-consolidated) | 4,490 | 4,490 | 4,521 | 4,519 | 4,840 | 4,786 | 4,873 |
| The Americas | 3,197 | 3,120 | 3,136 | 3,115 | 2,989 | 3,003 | 3,028 |
| Europe | 4,187 | 4,188 | 4,202 | 4,120 | 4,082 | 4,120 | 4,205 |
| Asia | 5,648 | 5,822 | 5,959 | 6,050 | 5,967 | 6,555 | 6,745 |

