

## Summary of Consolidated Business Results for FY 2008: Q3

## Business results

Although sales were robust in some business fields, such as the wind turbine sector, overall demand from machine tool, construction machinery and industr ial machinery manufacturers decreased rapidly.
-Global demand for automobiles slowed significantly. Decline in p roduction by automakers deepened and negatively affected our business results.
Demand from the liquid crystal display and semiconductor product ion sectors was stagnant.

- Reduced plant operation, labor and other expenses, and capital expendit ure in order to deal with rapid demand reduction in 3Q.
- Operating income for 3Q decreased by $74.9 \%$ YOY due to volume red uction, the appreciation of the Japanese yen, an increase in steel price and increases in other expenses, which more than offset an increase in sales price, reduction in external pro curement costs, and other measures aiming to improve profitability.


## Expected business performance for FY 2008

$\square$ Demand expected to remain stagnant during 4Q. We will continue with profitability enhancement countermeasures, such as further reductions in plant operat ion, labor and other expenses.
$\Rightarrow$ No revision was made to the full year forecast for FY2008 announ ced on December 24, 2008.

## Summary of Consolidated Business Results for FY 2008:Q3

| ( $¥ 100$ Million) | 08/3 |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Q3 } \\ \text { <Actual> } \end{gathered}$ | Apr.-Dec. <br> <Actual > | Full year <br> <Actual > |
| Sales | 1,987 | 5,680 | 7,720 |
| Operating income | 183 | 499 | 693 |
| <\%> | <9.2\%> | <8.8\%> | <9.0\%> |
| Ordinary income | 183 | 477 | 649 |
| Profit before tax | 183 | 477 | 636 |
| Net income | 122 | 299 | 426 |
| (Rate: 1 US\$= ) | ( $¥ 113.24$ ) | ( $¥ 117.36$ ) | ( $¥ 114.55$ ) |
| (Rate: 1 EURO= ) | ( $¥ 164.49$ ) | ( $¥ 163.05$ ) | ( $¥ 162.22$ ) |


| 09/3 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Q3 } \\ \text { < Actual }> \end{gathered}$ | Yoy | Apr.-Dec. <br> <Actual > | Yoy | Full year <Forecast> |
| 1,532 | -22.9\% | 5,365 | -5.5\% | 6,700 |
| 46 | -74.9\% | 332 | -33.4\% | 280 |
| <3.0\%> |  | <6.2\%> |  | <4.2\%> |
| 23 | -87.3\% | 312 | -34.5\% | 250 |
| -4 | - | 273 | -42.8\% | 185 |
| -6 | - | 171 | -42.8\% | 120 |
| ( $¥ 97.07)$ |  | (¥102.99) |  | ( $¥ 100$ ) |
| ( $¥ 129.22$ ) |  | ( $¥ 151.66$ ) |  | $(¥ 144)$ |

## Quarterly Business Performance



Results by Business Segment

| ¥100 Million ) |  | 08/3 |  | 09/3 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Q3 } \\ <\text { Actual }> \end{gathered}$ | Apr.-Dec. <br> <Actual > | $\begin{gathered} \text { Q } 3 \\ \text { < } \end{gathered}$ | yoy | Apr.-Dec. <br> <Actual> | Yoy |
| Total | Sales | 1,987 | 5,680 | 1,532 | -22.9\% | 5,365 | -5.5\% |
|  | Operating income | 183 | 499 | 46 | -74.9\% | 332 | -33.4\% |
|  | \% | 9.2\% | 8.8\% | 3.0\% |  | 6.2\% |  |
| Industrial bearings | Sales | 616 | 1,764 | 486 | -21.1\% | 1,703 | -3.4\% |
|  | Operating income | 90 | 245 | 45 | -49.3\% | 207 | -15.3\% |
|  | \% | 14.5\% | 13.9\% | 9.3\% |  | 12.2\% |  |
| Automotive products | Sales | 1,133 | 3,224 | 816 | -28.1\% | 2,957 | -8.3\% |
|  | Operating income | 84 | 223 | 15 | -82.3\% | 123 | -44.9\% |
|  | \% | 7.4\% | 6.9\% | 1.8\% |  | 4.2\% |  |
| Precision machinery \& parts |  |  |  |  |  |  |  |
|  | Sales | 163 | 481 | 155 | -4.6\% | 465 | -3.2\% |
|  | Operating income | 20 | 58 | -4 | - | 26 | -55.3\% |
|  | \% | 11.8\% | 12.0\% | -2.6\% |  | 5.5\% |  |
| Others | Sales | 164 | 409 | 142 | -13.8\% | 441 | +7.6\% |
|  | Operating income | 10 | 20 | 2 | -81.7\% | 19 | -1.7\% |
|  | \% | 5.8\% | 4.8\% | 1.2\% |  | 4.4\% |  |
| Eliminations /Corporate |  |  |  |  |  |  |  |
|  |  | $-21$ | $\begin{array}{r} -198 \\ -47 \end{array}$ | $\begin{aligned} & -67 \\ & -12 \end{aligned}$ |  | $\begin{array}{r} -201 \\ -43 \end{array}$ |  |

# Business Segment Information - Industrial Machinery Bearings 



- Although there was favorable demand from some business fields, such as the wind turbine sector, demand from machine tool, electrical equi pment and general machinery manufacturers decreased rapidly. Sales to the a ftermarket sector also decreased due to inventory adjustment. Total sales for 3Q decreased by $\mathbf{2 1 . 1 \%}$ YOY.
$\square$ Operating income for 3Q decreased by 49.3\% YOY due to volume red uction, the appreciation of the Japanese yen, and increases in steel price and other expenses, which more than offset an increase in sales price and the effects of our efforts to improve profitability.


## Business Segment Information - Automotive Products


$\square$ In addition to the slumping global demand for automobiles, produ ction adjustment by automakers affected results, and sales for 3Q decreased by $\mathbf{2 8 . 1} \%$ YOY.
$\square$ Although there were positive effects of reduction in external pr ocurement costs, an increase in sales price for some products and our effor ts to improve profitability, operating income for 3Q decreased by 82.3\% YOY due to volu me reduction, the appreciation of the Japanese yen, an increase in steel pri ce and a decrease in sales price for some products.

## Business Segment Information - Precision Machinery and Parts



Sales of exposure equipment for LCD panel production increased. However, sales to the machine tool, semiconductor and liquid crystal, an dinjection molding machine sectors were stagnant, and overall sales for 3Q decreased by $4.6 \%$ YOY.

- Operating loss for $3 Q$ totaled $¥ 400$ million due to global volume reduction in linear motion products and mechatronic products.

Business Results by Geographical Segment

| ¥100 Million) |  | 08/3 |  | 09/3 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Q3 } \\ <\text { Actual }> \end{gathered}$ | Apr.-Dec. <Actual> | $\begin{gathered} 3 Q \\ \text { < Actual > } \end{gathered}$ | $\begin{aligned} & \text { YOY } \\ & \% \end{aligned}$ | Apr.-Dec. <br> <Actual> | $\begin{aligned} & \text { YOY } \\ & \% \end{aligned}$ |
| Total | Sales | 1,987 | 5,680 | 1,532 | -22.9\% | 5,365 | -5.5\% |
|  | Operating income | 183 | 499 | 46 | -74.8\% | 332 | -33.4\% |
|  | \% | 9.2\% | 8.8\% | 3.0\% |  | 6.2\% |  |
| Japan | Sales | 1,478 | 4,107 | 1,218 | -17.6\% | 4,033 | -1.8\% |
|  | Operating income | 135 | 349 | 12 | -90.9\% | 176 | -49.5\% |
|  | \% | 9.1\% | 8.5\% | 1.0\% |  | 4.4\% |  |
| The Americas | Sales | 258 | 803 | 163 | -36.9\% | 653 | -18.7\% |
|  | Operating income | 11 | 36 | 0 | -97.1\% | 22 | -38.6\% |
|  | \% | 4.1\% | 4.4\% | 0.2\% |  | 3.4\% |  |
| Europe | Sales | 354 | 1,016 | 221 | -37.6\% | 938 | -7.7\% |
|  | Operating income | 26 | 67 | 18 | -32.8\% | 79 | +18.1\% |
|  | \% | 7.2\% | 6.5\% | 7.8\% |  | 8.4\% |  |
| Asia | Sales | 305 | 859 | 270 | -11.4\% | 880 | +2.4\% |
|  | Operating income | 32 | 95 | 26 | -21.4\% | 93 | -2.6\% |
|  | \% | 10.7\% | 11.1\% | 9.5\% |  | 10.6\% |  |
| Eliminations |  | -408 | -1,105 | -340 |  | -1,139 |  |
| /Corporate |  | -21 | -48 | -10 |  | -38 |  |

## Business Results by Geographical Segment

In addition to a steep decrease in sales to the automotive secto the appreciation of the Japanese yen and an increase in steel pricenegatively affected results, and operating income for $3 Q$ decreased dramatically by
$90.9 \%$ YOY, despite the effects of an increase in sales price andreduction in external procurement and labor costs. $\quad ¥ 100$ million)


Operating income for 3 Q decreased by $32.8 \%$ YOY due to volume reduction by industrial machinery and automotive manufacturers and an increase in steel price, which more than offset reduction in external procurement costs, an

| increase in sales price, and the positive effect of exchange rate fluctuations. |
| :--- |
| $\# 100$ million) |
| $10.1 \%$ |
| 100 |



Operating income decreased dramatically due to the effects of declining automobile sales and volume reduction in the industrial machinery sector


Operating income for 3Q decreased by 21.4\% YOY due to volume reduction in the ASEAN region, an increase in steel price and the negative effect of exchange rate fluctuations, although sales of exposure equipmentfor LCD panel production increased in China.


## Business Results by Customer Location

| *100 Million) | 08/3 |  | 09/3 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3 Q \\ <\text { Actual }> \end{gathered}$ | Apr.-Dec. <Actual > | $\begin{gathered} 3 Q \\ \text { < Actual > } \end{gathered}$ | $\begin{aligned} & \text { yoy } \\ & \% \end{aligned}$ | Apr.-Dec. <br> <Actual > | $\begin{aligned} & \text { yoy } \\ & \% \end{aligned}$ |
| Sales | 1,987 | 5,680 | 1,532 | -22.9\% | 5,365 | -5.5\% |
| Japan | 1,022 | 2,880 | 798 | -22.0\% | 2,726 | -5.3\% |
| Non-Japan | 965 | 2,800 | 734 | -23.9\% | 2,639 | -5.8\% |
| (Non-Japan ratio) | 48.5 \% ) | 49.3 \% ) | 47.9 \% ) |  | 49.2 \% ) |  |
| The Americas | 261 | 814 | 164 | -37.1\% | 658 | -19.1\% |
| Europe | 339 | 969 | 217 | -35.8\% | 910 | -6.0\% |
| Asia | 365 | 1,017 | 353 | -3.4\% | 1,071 | +5.2\% |

## Business Results by Customer Location



## Consolidated Balance Sheets

## Assets



## Inventories / Interest-Bearing Debt

## Inventory

Japan The Americas $\square$ Asia Europe
--Inventory turnover


## Interest-Bearing Debt



## Capital Expenditure, Depreciation




Supplementary Information
-Research \& Development, Employees

| \#100 Million) | 08/3 |  |  |  | 09/3 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Full year (Plan) |
| R\&D | 23 | 27 | 25 | 27 | 25 | 29 | 26 | 105 |


| No. of employees) | 08/3 |  |  |  | 09/3 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 |
| Employees | 23,661 | 24,211 | 24,587 | 25,069 | 25,836 | 26,024 | 25,406 |
| Japan | 10,623 | 10,533 | 10,609 | 10,695 | 11,270 | 11,234 | 11,242 |
| The Americas | 2,989 | 3,003 | 3,028 | 3,080 | 3,044 | 3,004 | 2,707 |
| Europe | 4,082 | 4,120 | 4,205 | 4,270 | 4,277 | 4,372 | 3,954 |
| Asia | 5,967 | 6,555 | 6,745 | 7,024 | 7,245 | 7,414 | 7,503 |

