

## FINANCIAL CONFERENCE

**Consolidated Business Results and Forecast** 

November 4, 2010 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.

### **Contents**



Consolidated Business Results for the Six Months Ended September 30, 2010

**2** Consolidated Business Forecast for the Year Ending March 31, 2011

3 Progress of Mid-term Plan

(Supplementary Material)



1

# **Consolidated Business Results for the Six Months Ended September 30, 2010**

## **Summary of Consolidated Business Results for the Six Months Ended September 30, 2010**



#### **Business Environment**

✓ Industrial Machinery :

Despite a slow-down in some sectors, sales have been on a recovery trend.

✓ Automotive Products:

Automotive production remained at a high level thanks to increased demand in emerging countries and favorable government policies.

✓ Semiconductors/Liquid crystal production equipment:

Although current demand is tight, there is a risk of downward adjustment.

✓ The yen appreciated further, and raw material prices increased.

### **Summary of Business Results**

- ✓ Sales ¥352.8 billion, Operating income ¥20.3 billion
- Sales in 2Q increased YOY, operating income improved greatly.
- Achieved original forecast announced in May 11, 2010 in 1st half
- ✓ Results by Business Segment
- Industrial Machinery Business:
   In 1st half, both sales and operating income increased greatly YOY for industrial machinery bearings and precision machinery and parts.
- Automotive Business:
   1<sup>st</sup> half sales increased YOY due to favorable policies enacted by governments and increased demand in emerging markets. Operating income also improved significantly.

## **Summary of Consolidated Business Results for the Six Months Ended September 30, 2010**

4.9



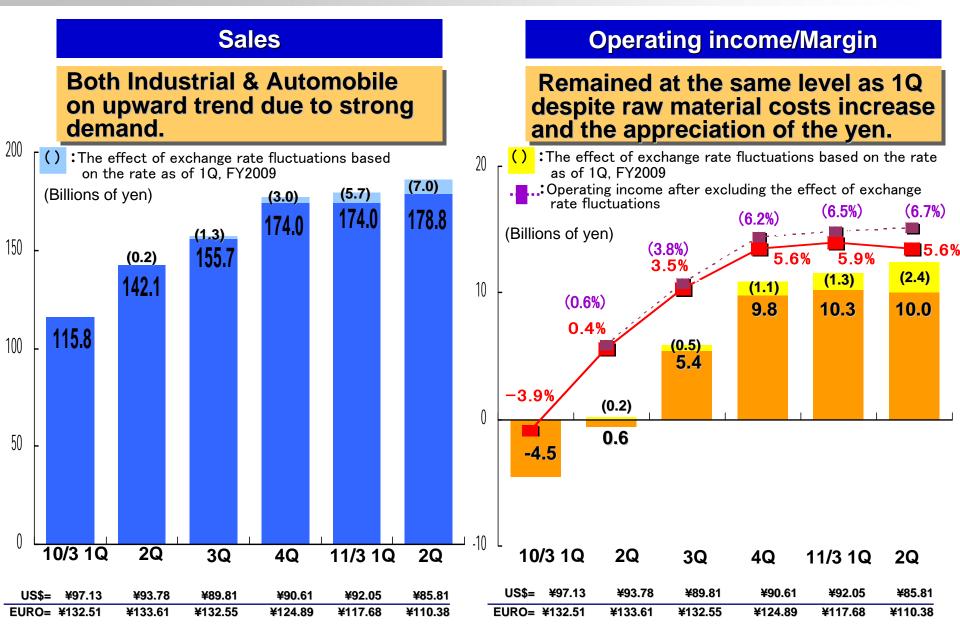
(Billions of yen)	10/3 1st half <actual></actual>	11/3 1st half <actual></actual>	Increase/ decrease YOY	Difference YOY	11/3 1st half <original forecast=""></original>
Sales	257.9	352.8	+94.9	+36.8%	330.0
Operating income	-3.9	20.3	+24.2	-	16.5
<%>	<b>&lt;-1.5%&gt;</b>	<b>&lt;</b> 5.8% <b>&gt;</b>			<b>&lt;</b> 5.0% <b>&gt;</b>
Ordinary income	-8.7	17.3	+26.0	-	14.0
Extraordinary gain	-	-	-	-	-
Extraordinary loss	1.1	-	-1.1	-	-
Income before tax	-9.8	17.3	+27.1	-	14.0
Net income	-5.9	10.6	+16.5	_	8.5
<exchange rate=""></exchange>					
(1US\$=)	(¥95.45)	(¥88.93)			(¥90)
(1EURO=)	(¥133.06)	(¥114.03)			(¥125)
[Major Indexes]					
ROE	-5.0%	8.6%			
Net D/E ratio (times)	0.86	0.68			

6.7

**Inventory turnover (times)** 

### **Quarterly Business Performance**





### **Results by Business Segment**



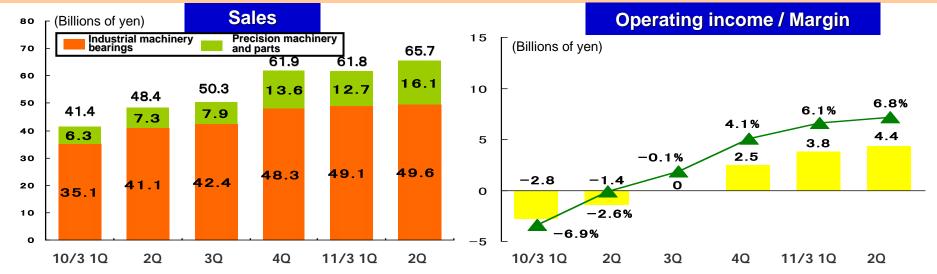
(Billions of yen)	10/3 1s <actu< th=""><th></th><th>11/3 1s <act< th=""><th></th><th>Increase/ decrease YOY</th><th>Difference YOY</th><th>11/3 1st half <original forecast=""></original></th></act<></th></actu<>		11/3 1s <act< th=""><th></th><th>Increase/ decrease YOY</th><th>Difference YOY</th><th>11/3 1st half <original forecast=""></original></th></act<>		Increase/ decrease YOY	Difference YOY	11/3 1st half <original forecast=""></original>
Sales	257.9		352.8		+94.9	+36.8%	330.0
Industrial machinery business	89.8		127.5		+37.7	+42.0%	118.5
Industrial machinery bearings	76.2		98.7		+22.5	+29.5%	92.0
Precision machinery and parts	13.6		28.8		+15.2	+111.8%	26.5
Automotive business	159.8		212.2		+52.4	+32.8%	200.5
Automotive bearings	83.9		108.8		+24.9	+29.7%	103.5
Automotive components	75.9		103.4		+27.5	+36.2%	97.0
Other	14.9		26.1		+11.2	+75.2%	19.0
Eliminations	-6.6		-13.0		-6.4	-	-8.0
Operating income	-3.9	<-1.5%>	20.3	<5.8%>	+24.2	-	16.5
Industrial machinery business	-4.2	<-4.6%>	8.2	<6.5%>	+12.4	-	5.5
Automotive business	3.7	<2.3%>	13.6	<6.4%>	+9.9	+267.6%	13.0
Other	-0.9	<-6.3%>	2.2	<8.3%>	+3.1	-	1.0
Eliminations/Corporate	-2.5		-3.7		-1.2		-3.0
6							

b

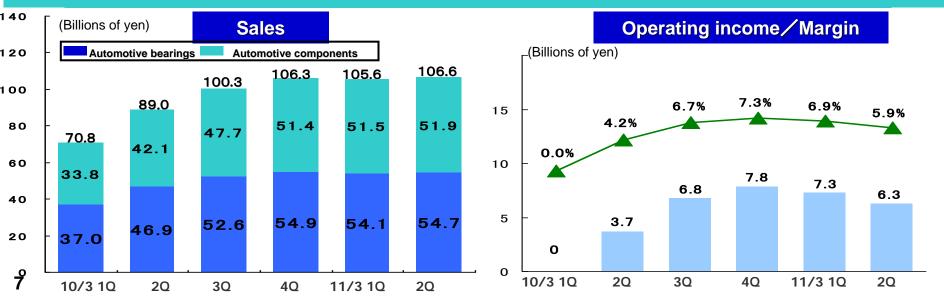
### **Quarterly Business Segment Performance**







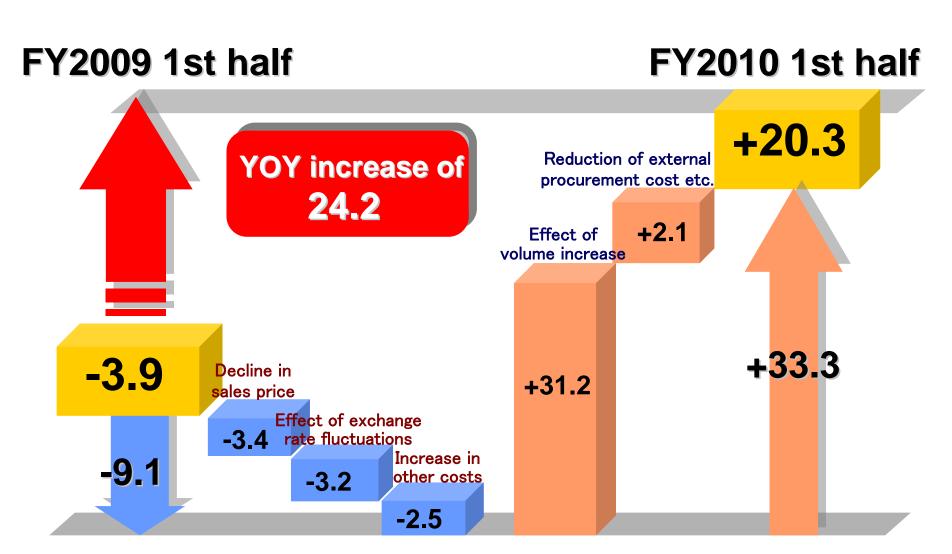
#### **Automotive Business**



## Operating income : Factors Behind Increase (FY2009 1st half⇒FY2010 1st half)



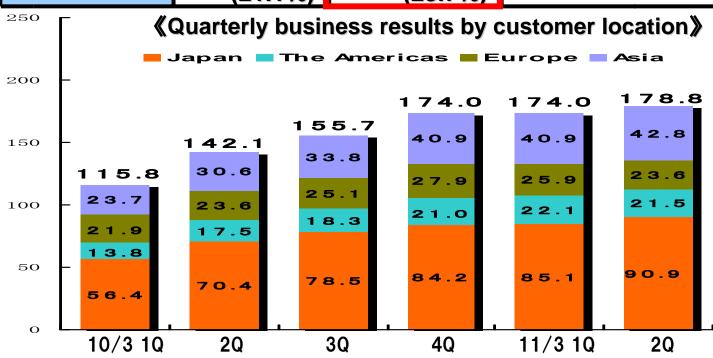
(Billions of yen)



### **Business Results by Customer Location**

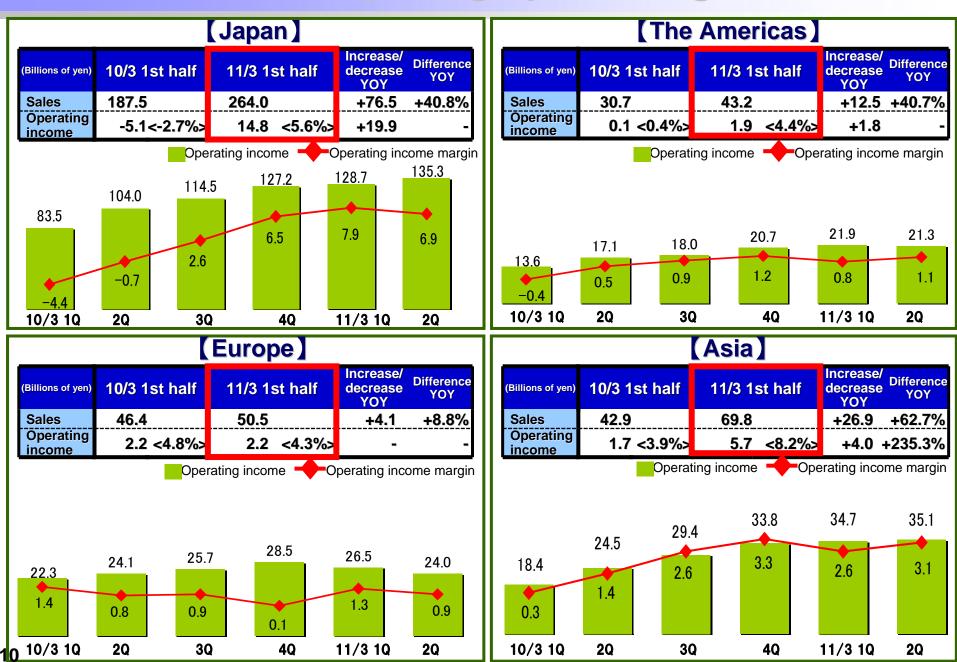


(Billions of yen)	10/3 1st half	11/3 1st half	Increase/ decrease YOY	Difference YOY
Sales	257.9	352.8	+94.9	+36.8%
Japan	126.8	176.0	+49.2	+38.8%
Non-Japan	131.1	176.8	+45.7	+34.9%
(Non-Japan ratio)	(50.8%)	(50.1%)		
The Americas	31.3	43.6	+12.3	+39.3%
Europe	45.5	49.5	+4.0	+8.8%
Asia	54.3	83.7	+29.4	+54.1%
	(21.1%)	(23.7%)		



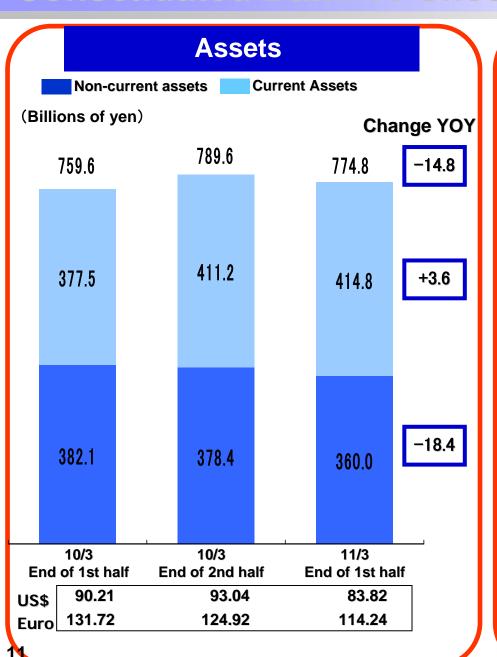
### **Business Results by Geographical Segment**

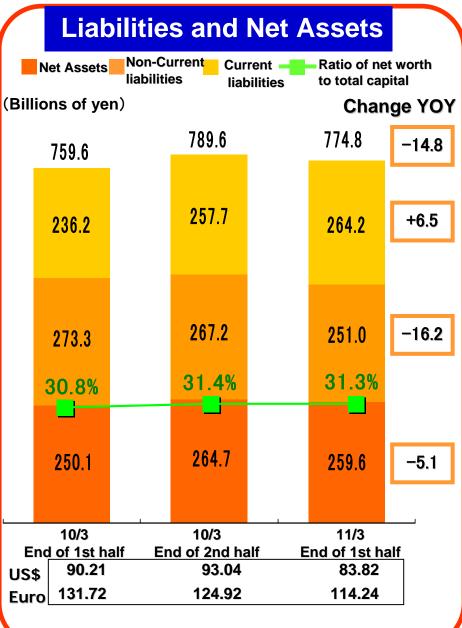




#### **Consolidated Balance Sheets**







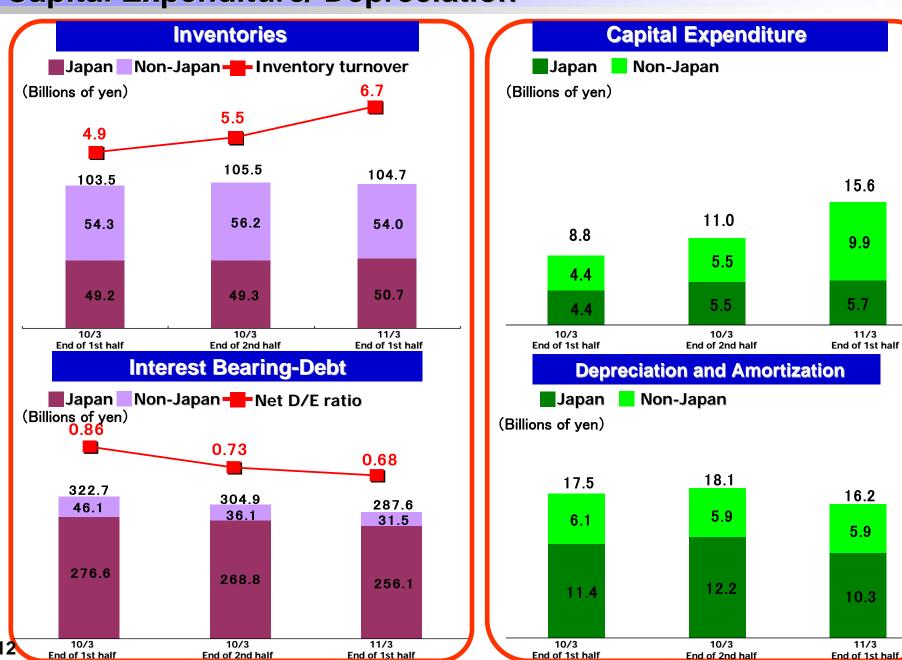
#### **Inventory/Interest-Bearing Debt, Capital Expenditure/ Depreciation**



11/3

5.9

11/3





Consolidated Business Forecast for the Year Ending March 31, 2011

### Forecast for the Year Ending March 31, 2011



#### **Revised Business Forecast**

- ✓ Upward revisions were made to both sales and profit forecasts announced in May 11, 2010.
- Despite the appreciation of the yen and an increase in raw material costs in the 1st half, operating income is expected to increase in the 2nd half.
- ✓ Exchange rate forecast: US\$=¥80.0, EURO=¥110.0 (Original Forecast US\$=¥90.0 EURO=¥125.0)

#### **Forecasted Business Environment for the 2nd Half**

- **X**Although we anticipate GDP growth in each region, downside risks remain.
- **X**In contrast to the growth trend in Asia, economic uncertainty in developed countries is expected.
- ✓ Industrial machinery business:
- HDD/Wind Turbine/Iron and Steel Adjustment phase
- Semiconductors and Liquid Crystal Production Equipment Level-off in recovery
- General/Constructive/Industrial machinery Recovery will continue, supported by demand in emerging countries
- Downside risks exist despite recent upward trend.
- ✓ Automotive business :
- Japanese –Exports will cover a significant volume decrease from the ending of subsidies for customers replacing older vehicles in Japan.
   Overseas production broke previous record due to an increase in China, ASEAN countries and North America (SUV)
- Non-Japanese –Sales will maintain the same level in North America, while exports to Europe will
  increase due to the weaker euro, despite the stagnant economy.

### Forecast for the Year Ending March 31, 2011



(Billions of yen)	10/3	11/3						
	Full year <actual></actual>	1st half <actual></actual>	2nd half <forecast></forecast>	Full year <forecast></forecast>	Increase/ decrease YOY	Difference YOY	Full year <original forecast=""></original>	
Sales	587.6	352.8	347.2	700.0	+112.4	+19.1%	665.0	
Operating income	11.3	20.3	21.7	42.0	+30.7	+271.7%	38.0	
<%>	<1.9%>	<5.8%>	<6.3%>	<6.0%>			<5.7%>	
Ordinary income	7.6	17.3	19.7	37.0	+29.4	+386.8%	33.0	
Income before tax	6.3	17.3	19.7	37.0	+30.7	+487.3%	33.0	
Net income	4.8	10.6	11.9	22.5	+17.7	+368.8%	21.0	
<exchange rate=""> (1US\$=) (1EURO=)</exchange>	(¥92.83) (¥130.89)	(¥88.93) (¥114.03)	` ,	(¥84.47) (¥112.02)			(¥90) (¥125)	

### Key strategies for the Year Ending March 31, 2011



#### **Profitability Improvement Initiatives**

- -Reorganize global production structure
- -Capital investment for Volume Zone market
- -Productivity improvement initiatives
- -External procurement costs
- Investment for rationalization, plant automation

#### Accelerate response speed to match changing demand

- -Vigilance against signs of demand trends
- Quick response to demand changes
- Reduce inventory

### Respond to cost-increase factors

- -Price Increase against raw material cost up
- —Strengthen response capability against Ex-Rate fluctuations (local production, procurement and optimal supply routes)

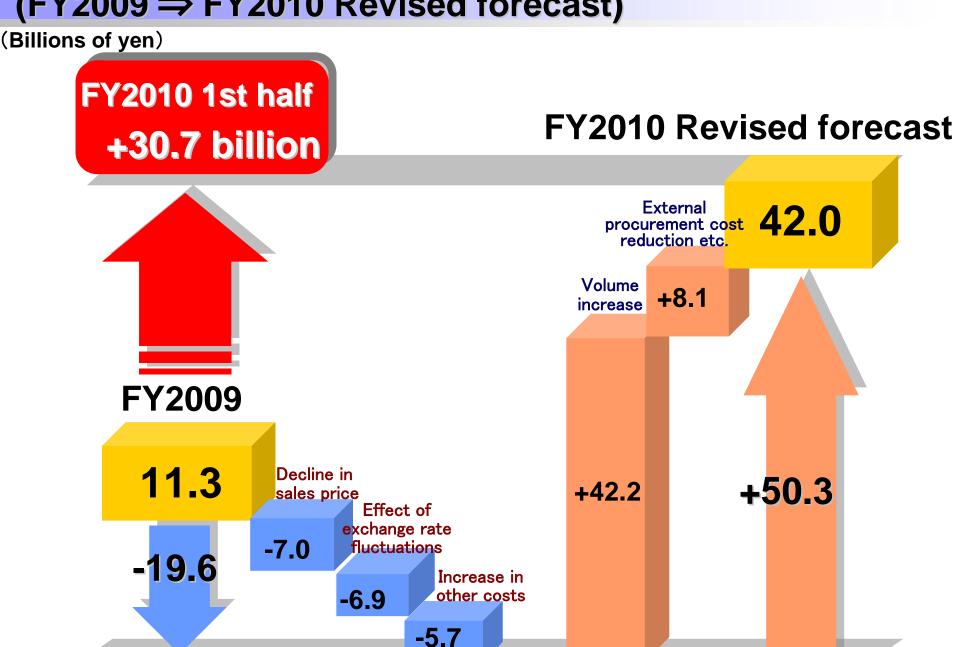
## **Forecast by Business Segment**



	•	
10/3		11/3
Full year <actual></actual>	1st half 2nd half <actual> <revised forecasts<="" th=""><th>Full year decrease Change <a href="Revised forecast">Revised forecast</a> Poy Change Change Change Change Change Accrease YOY</th></revised></actual>	Full year decrease Change <a href="Revised forecast">Revised forecast</a> Poy Change Change Change Change Change Accrease YOY
587.6	352.8 347.2	<b>700.0</b> +112.4 +19.1% 665.0
202.0	127.5 126.0	<b>253.5</b> +51.5 +25.5% 240.5
166.9	98.7 97.3	<b>196.0</b> +29.1 +17.4% 187.5
35.1	28.8 28.7	<b>57.5 +22.4 +63.8%</b> 53.0
366.4	212.2 213.3	<b>425.5</b> +59.1 +16.1% 403.5
191.4	108.8 107.6	<b>216.4</b> +25.0 +13.1% 208.5
175.0	103.4 105.7	<b>209.1</b> +34.1 +19.5% 195.0
34.9	26.1 26.1	<b>52.2</b> +17.3 +49.6% 38.5
-15.7	-13.0 -18.2	<b>-31.2</b> -15.517.5
11.3 <1.9%>	20.3 <5.8%> 21.7 <6.3%	<b>42.0 &lt;6.0%&gt; +30.7 +271.7%</b> 38.0 <5.79
<b>-1.7</b> <-0.8%>	<b>8.2</b> <6.5%> <b>9.8</b> <7.8%	5 <mark>&gt; 18.0 &lt;7.1%&gt; +19.7 -</mark> 15.0 <6.2°
18.3 <5.0%>	13.6 <6.4%> 14.4 <6.8%	<b>28.0 &lt;6.6%&gt; +9.7 +53.0%</b> 27.0 <6.7°
-0.2 <-0.5%>	2.2 <8.3%> 1.4 <5.4%	<b>3.6 &lt;6.9%&gt; +3.8</b> - 2.0 <5.2°
-5.1	-3.7 -3.9	<b>-7.6 -2.5</b> 6.0
	Full year <a href="#">Actual&gt;</a> 587.6 202.0 166.9 35.1 366.4 191.4 175.0 34.9 -15.7  11.3 <1.9%> -1.7 <-0.8%> 18.3 <5.0%> -0.2 <-0.5%>	Full year       1st half       2nd half         587.6       352.8       347.2         202.0       127.5       126.0         166.9       98.7       97.3         35.1       28.8       28.7         366.4       212.2       213.3         191.4       108.8       107.6         175.0       103.4       105.7         34.9       26.1       26.1         -15.7       -13.0       -18.2         11.3       <1.9%>       20.3       <5.8%>       21.7       <6.3%         -1.7       <-0.8%>       8.2       <6.5%>       9.8       <7.8%         18.3       <5.0%>       13.6       <6.4%>       14.4       <6.8%         -0.2       <-0.5%>       2.2       <8.3%>       1.4       <5.4%

# Operating income : Factors Behind Increase (FY2009 ⇒ FY2010 Revised forecast)





### **Forecast by Customer Location**



(Billions of yen)	10/3	11/3				
	1st half 2nd half Full year <actual> <actual> <actual></actual></actual></actual>	1st half 2nd half Full year decrease YOY Change YOY Full year Actual> < Revised forecast> < Revised forecast>   Increase/ decrease YOY				
Sales	257.9 329.7 587.6	<b>352.8 347.2 700.0</b> +112.4 +19.1% 665.0				
Japan	126.8 162.7 289.5	<b>176.0 175.2 351.2 +61.7 +21.3%</b> 327.5				
Non-Japan	131.1 167.0 298.1	<b>176.8 172.0 348.8 +50.7</b> +17.0% 337.5				
(Non-Japan ratio)	(50.8%) (50.6%) (50.7%)	<b>(50.1%) (49.5%) (49.8%)</b> (50.8%)				
The Americas	31.3 39.3 70.6	<b>43.6 39.0 82.6</b> +12.0 +17.0% 77.0				
Europe	45.5 53.0 98.5	<b>49.5 47.1 96.6</b> -1.9 -1.9% 93.5				
Asia	54.3 74.7 129.0	<b>83.7 85.9 169.6</b> <sub>+40.6</sub> +31.5%				
(Asia-ratio)	(21.1%) (22.7%) (22.0%)	(23.7%) (24.7%) (24.2%)				

### **Forecast by Geographical Segment**



(Billions of yen)		10/3					11/3			
	1st half <actual></actual>	2nd half <actual></actual>	Full year <actual></actual>	1st half <actual></actual>	2nd <revised f<="" th=""><th></th><th>Full year <revised forecast=""></revised></th><th>Increase/ decrease YOY</th><th>Change YOY</th><th>Full year <original forecast=""></original></th></revised>		Full year <revised forecast=""></revised>	Increase/ decrease YOY	Change YOY	Full year <original forecast=""></original>
Sales	257.9	329.7	587.6	352.8	347.2		700.0	+112.4	+19.1%	665.0
Japan	187.5	241.7	429.2	264.0	270.9		534.9	+105.7	+24.6%	510.0
The Americas	30.7	38.7	69.4	43.2	36.9		80.1	+10.7	+15.4%	76.0
Europe	46.4	54.2	100.6	50.5	46.1		96.6	-4.0	-4.0%	97.0
Asia	42.9	63.2	106.1	69.8	72.8		142.6	+36.5	+34.4%	136.0
Eliminations	-49.6	-68.1	-117.7	-74.7	-79.5		-154.2	-36.5	-	-154.0
Operating income	<b>-3.9</b> <-1.5%>	15.2 <4.6%>	<b>11.3</b> <1.9%>	<b>20.3</b> <5.8%	> 21.7	<6.3%>	<b>42.0</b> <6.0%>	+30.7	+271.7%	38.0 <5.7%>
Japan	<b>-5.1</b> <-2.7%>	9.1 <3.8%>	4.0 <0.9%>	<b>14.8</b> <5.6%	> 16.7	<6.2%>	31.5 <5.9%>	+27.5	+687.5%	<b>26.0</b> <5.1%>
The Americas	0.1 <0.4%>	<b>2.1</b> <5.4%>	<b>2.2</b> <3.2%>	1.9 <4.4%	> 1.5	<4.1%>	<b>3.4</b> <4.2%>	+1.2	+54.5%	2.0 <2.6%>
Europe	2.2 <4.8%>	1.0 <1.8%>	<b>3.2</b> <3.2%>	<b>2.2</b> <4.3%	> 1.1	<2.4%>	<b>3.3</b> <3.4%>	+0.1	+3.1%	3.0 <3.1%>
Asia	1.7 <3.9%>	5.9 < 9.3%>	<b>7.6</b> <7.1%>	<b>5.7</b> <8.2%	> 6.5	<8.9%>	12.2 <8.6%>	+4.6	+60.5%	13.0 <9.4%>
Eliminations/ Corporate	-2.8	-2.9	-5.7	-4.3	-4.1		-8.4	-2.7	-	-6.0



## **Progress of Mid-term Plan**

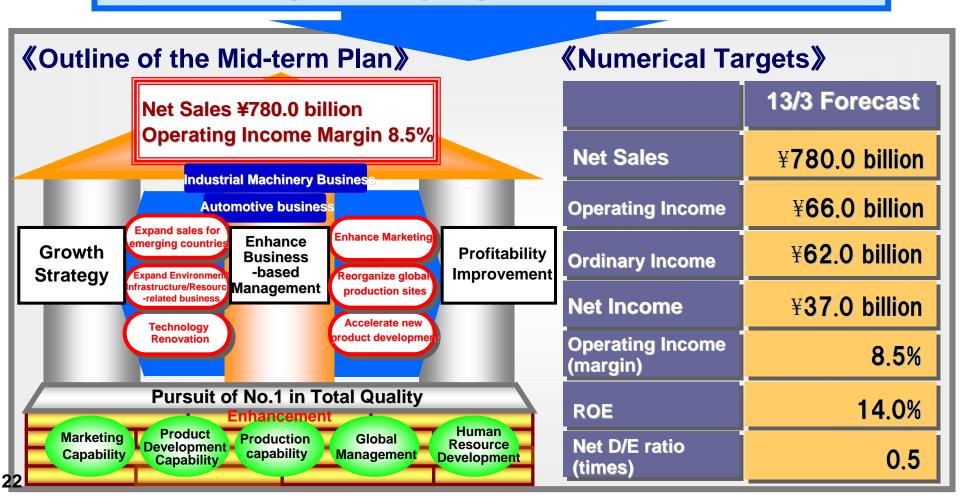
#### Outline of the FY'09~FY'12 Mid-term Plan



Transition of the Mid-term plan (FY'09~FY'12)

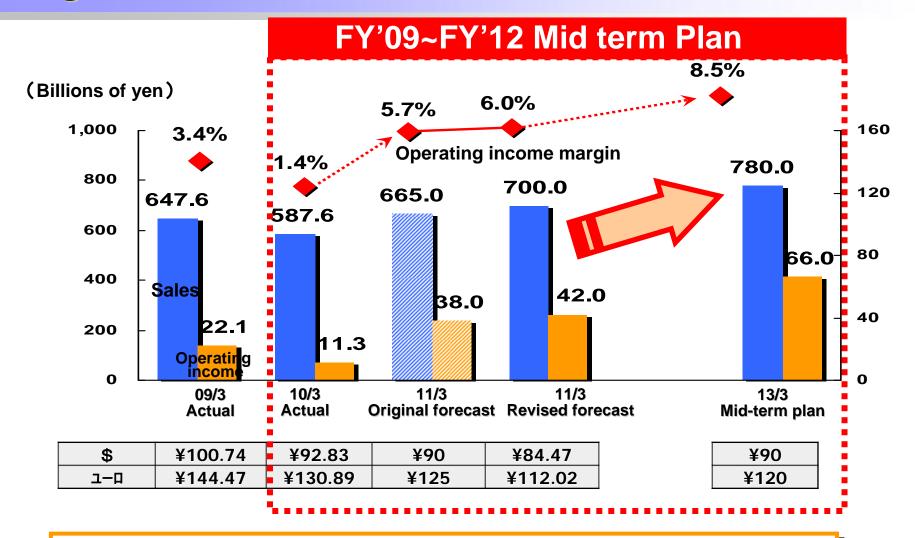
Respond to paradigm shifts

Reorganize business foundation, aiming towards a 1trillion yen company



### **Progress of the Mid-term Plan**



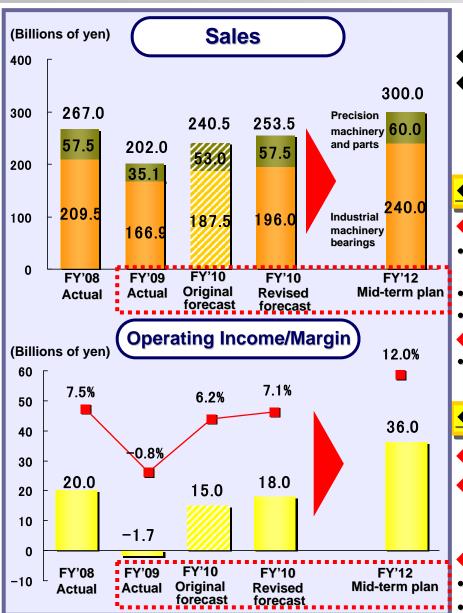


©11/3 Forecast: We expect demand recovery and progress towards profitability improvement ⇒A satisfactory start towards 13/3 Forecast

23

### **Industrial machinery Business** 1





#### **Progress of Mid-term plan**

- **♦**Sales progressed steadily
- ◆Achieve operating income target by expanding sales and implementing planned measures

#### **Progress of Key strategies**

- **♦Industrial machinery bearings**
- **♦**Sales strategies
- Enhance sector activities to capture OEM sales and to follow Aftermarket demand
- Expand sales sites in emerging countries
- Continue expanding aftermarket sales networks
- Enhance production capability
- Strengthen overseas production in China and ASEAN countries.
- **♦**Precision machinery and parts
- Started ball-screw production in China
- Maximize production volume by revision of restructuring schedule
  - ⇒Respond to demand recovery
- Move to profit improvement phase
- Structural cost reductions by restructuring
- Product Strategy Differentiation (Ball-screws)
   Standardization (Linear guides)

### **Industrial machinery Business**<a>2</a>



#### Production development in Northeastern China (Shenyang)

**Development of production sites in China** 



- **◆Establish full line-up production**
- Expand business from coastal area to northeast area
- **♦**Proactively expand sales to local customers

	Industrial bearing plant	Precision parts plant
Product types	Large-sized bearings	Ball-screws
Start of production	March, 2011 (Forecast)	April, 2010

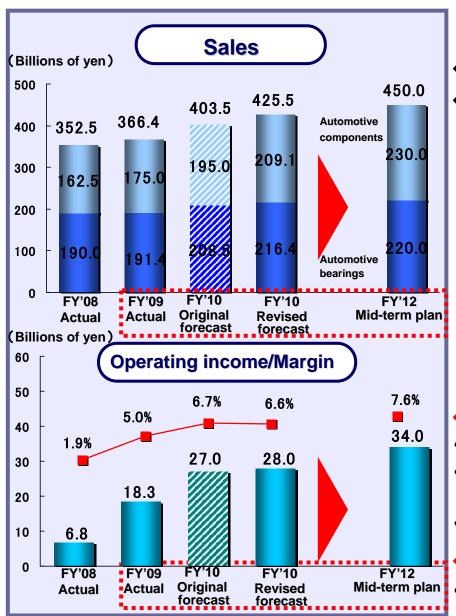
#### Strengthen local production capability and promote local procurement

Enhance local production capability	Ball bearings	Optimal supply route, Expand local production
	Large-sized bearings	Production in China
	Precision parts	Develop production in China
Promote local	Raw materials	Use Chinese and Korean materials
procurement	Pre-processing	Expand localization
<b>J</b>	Components	Expand local procurement and LCC procurement

- Expand production base in growth areas
- **♦**Respond to volume zone market
- ♦Increase overseas production ratio in line with overseas sales ratio
- ◆Improve resilience against exchange rate fluctuations

### **Automotive Business**(1)





#### **Progress of Mid-term plan**

- ◆Sales growing ahead of mid-term plan
- **♦**Focus comprehensively on profitability improvement, enhancing response capability to environmental changes

#### **Progress of Key strategies**

- Growth strategies
- •Respond to emerging countries and volume zone market.
- Differentiate development by segment, region and vehicle type
- Acquire EPS orders and capture demand for in-car motors
- Production strategies
- Investment in plant automation
- Expand overseas production and production at demand locations
- Speed up global procurement measures
- Enhance new technologies and products
- Established
  - "Future Technology Development Center"

### Automotive Business (Electric Power Steering (EPS) Systems

Respond to expanding orders and develop business foundation for next-generation orders

#### Status of mid-term plan orders (cumulative)



#### [Sales]

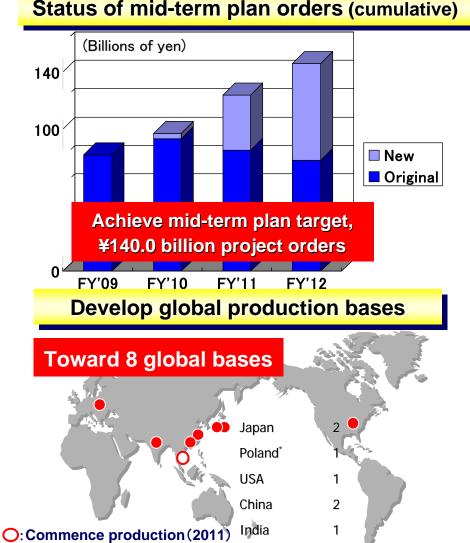
- -Accomplish mid-term plan order target
- -Acquire orders of next-generation models

#### [Production]

- -Start mass production at 2<sup>nd</sup> site in China
- -Expand production sites in emerging \*Towards global 8 bases countries
- -Production at demand locations, optimal parts supply routes

#### (Technology)

- -Enhance technology resources **\*Utilize regional technology centers** and establish global networks
- -Enhance electronic component development
  - **\*Established software development J/V**
  - Enhance response capability for global vehicle projects
  - Upgrade project management system
  - **▶**Upgrade EPS total system



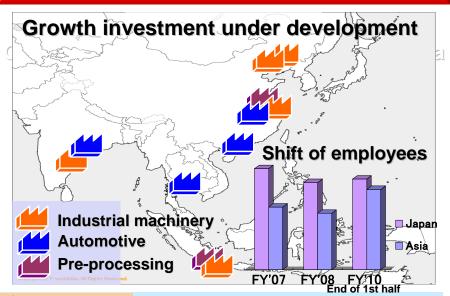
Thailand

(1)

27

## Accelerate growth strategies in emerging countries NSK

#### **Growth investment for production in China**



#### China

Industrial machinery: Large-sized bearings

**Automotive** 

**Pre-processing** 

**SEAN** countries

Industrial machinery : Ball bearings

**Automotive** 

India

Industrial machinery: Ball bearings

**Automotive** 

: Took majority shares

Ball screws

: Steel ball

: EPS

Ball bearings

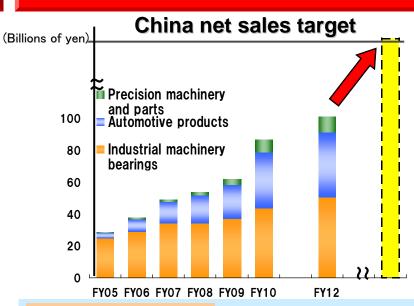
: EPS, HUB Bearings

Forge / Machining

**Pre-processing** 

: Machining

#### Accelerate growth strategies in China



#### **Production**

**Establish full line-up production** ⇒ Further capacity enhancement

#### Sales

Continue to accelerate expansion of sales sites and distribution networks

**◆Technology**Speed-up product development in response to local needs, utilizing new R&D center

#### **Local headquarters**

**Enhance strategic management** 

**Establish new growth strategy** aimed at growth speed in China



## (Supplementary Material)

## (Supplementary Information) Capital expenditure, Depreciation and Amortization, R&D expenses



(Billions of yen)	10/3 Actual	11/3 1st half Actual	11/3 Forecast
Capital expenditure(*)	19.8	15.6	39.0
Japan	9.9	5.7	18.0
Non-Japan	9.9	9.9	21.0
The Americas	1.0	8.0	2.5
Europe	1.1	0.8	3.0
Asia	7.8	8.3	15.5

<sup>\*</sup> Excluding intangible assets

(Billions of yen)	10/3	11/3	11/3
	Actual	1st half Actual	Forecast
Depreciation and Amortization(*)	35.6	16.2	35.0

<sup>\*</sup> Excluding intangible assets

(Billions of yen)	10/3	11/3	11/3
	Actual	1st half Actual	Forecast
R&D Expenses	8.8	5.0	9.0