# NSK

CONSOLIDATED BUSINESS RESULTS

FOR THE THIRD QUARTER ENDED DECEMBER 31, 2014

February 2, 2015 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 Consolidated Business Results for FY2014: 3Q



#### **Business Results for FY2014: 3Q**

✓ Consolidated Business Results for FY2014: 3Q (Oct.-Dec.)

(From FY2013: 3Q)

Net Sales: ¥ 247.5 billion (+¥ 23.4 billion / +10.4%)

Operating Income: ¥ 26.3 billion (+¥ 10.3 billion / +64.6%)

Net Income: ¥ 17.8 billion (+¥ 16.8 billion)

OBoth net sales and operating income increased YoY. Operating income margin grew to 10.6%.

✓ Business Environment

OJapan: Gradual recovery from the impact of consumption tax rise.

ONon-Japan: Continued growth in the U.S. economy, slow pickup in Europe, weaker growth in China, sluggish recovery in ASEAN.

## **Expected Business Performance for FY2014**

✓ Aiming to achieve record operating income and reach MTP targets a year ahead of schedule, despite uncertain demand environment in both industrial machinery business and automotive business.

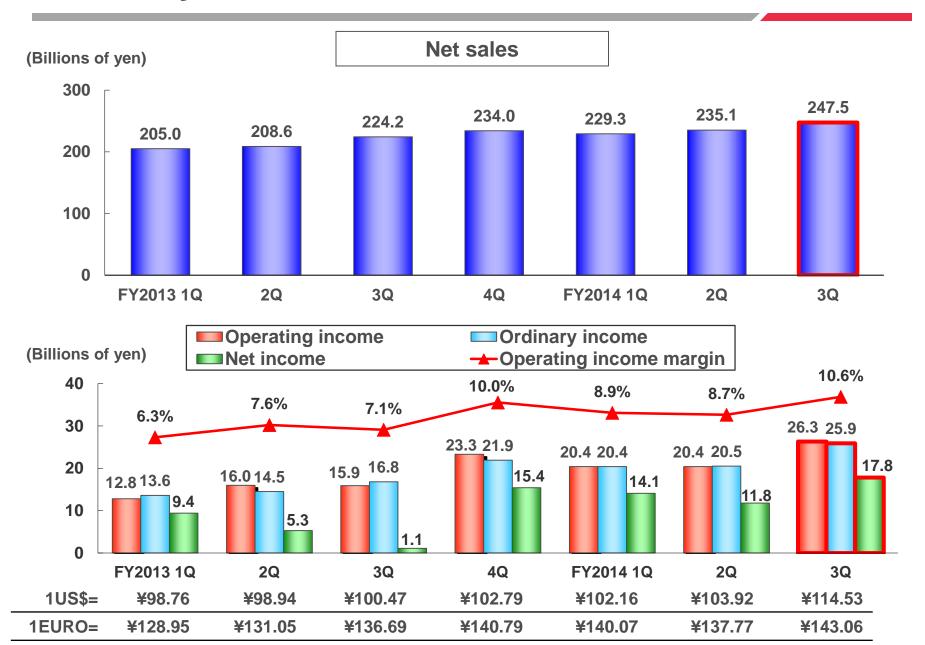
# **Summary of Consolidated Business Results for FY2014: 3Q**



(Billions of yen)		FY2013		FY2014							
	3Q <actual></actual>	Apr-Dec <actual></actual>	Full year <actual></actual>	3Q <actual></actual>	Increase/ Decrease YOY	% Change	Apr-Dec <actual></actual>	Increase/ Decrease YOY	% Change	Full year <oct. 29<br="">FCST&gt;</oct.>	
Net sales	224.2	637.8	871.7	247.5	+23.4	+10.4%	711.9	+74.1	+11.6%	950.0	
Operating income	15.9	44.7	68.0	26.3	+10.3	+64.6%	67.0	+22.3	+49.9%	86.0	
<%>	<7.1%>	<7.0%>	<7.8%>	<10.6%>			<9.4%>			<9.1%>	
Ordinary income	16.8	44.9	66.8	25.9	+9.1	+54.4%	66.8	+21.9	+48.8%	84.5	
Income before tax	6.7	31.5	54.3	25.9	+19.1	+282.0%	63.8	+32.3	+102.4%	81.5	
Net income	1.1	15.8	31.2	17.8	+16.8	-	43.7	+27.9	+176.7%	57.0	
(Ex. rate: US1\$=) ( " 1EURO=)		¥99.39 ¥132.23	¥100.24 ¥134.37	¥114.53 ¥143.06			¥106.87 ¥140.30			¥104.02 ¥136.96	

## **Quarterly Business Performance**





## **Results by Business Segment**



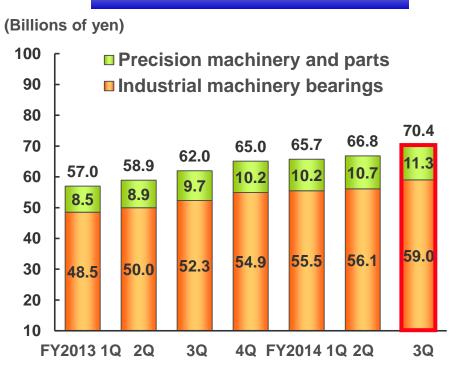
(Billions of yen)		FY2013			FY2014							
		3Q <actual></actual>		Full year <actual></actual>	3Q <actual></actual>	Increase/ Decrease YOY	% Change	Apr-Dec <actual></actual>	Increase/ Decrease YOY	% Change	Full Year <oct. 29<br="">FCST&gt;</oct.>	
Total	Net sales	224.2	637.8	871.7	247.5	+23.4	+10.4%	711.9	+74.1	+11.6%	950.0	
	Operating income	15.9	44.7	68.0	26.3	+10.3	+64.6%	67.0	+22.3	+49.9%	86.0	
	<%>	7.1%	7.0%	7.8%	10.6%			9.4%			9.1%	
	Net sales	62.0	177.9	243.0	70.4	+8.3	+13.5%	202.9	+25.0	+14.0%	272.0	
Industrial Machinery	Industrial machinery bearings	52.3	150.8	205.7	59.0	+6.7	+12.8%	170.7	+19.9	+13.2%	228.5	
Business	Precision machinery and parts	9.7	27.1	37.3	11.3	+1.7	+17.2%	32.2	+5.1	+18.8%	43.5	
	Operating income	5.8	15.5	23.7	8.1	+2.3	+39.8%	22.6	+7.1	+45.8%	31.5	
	<%>	9.3%	8.7%	9.8%	11.5%			11.1%			11.6%	
Automotive	Net sales	148.7	432.5	590.5	168.4	+19.7	+13.3%	480.2	+47.7	+11.0%	637.0	
Business	Automotive bearings	69.7	204.9	278.0	78.0	+8.3	+11.9%	224.3	+19.4	+9.5%	300.0	
	Automotive components	79.0	227.6	312.5	90.4	+11.5	+14.5%	255.9	+28.3	+12.4%	337.0	
	Operating income	12.1	33.5	49.2	18.7	+6.6	+54.6%	46.9	+13.4	+39.9%	58.5	
	<%>	8.1%	7.8%	8.3%	11.1%			9.8%			9.2%	
Others	Net sales	19.6	46.9	64.7	17.5	-2.1	-10.6%	52.3	+5.5	+11.7%	68.0	
	Operating income	0.0	1.4	2.9	1.7	+1.7	-	3.9	+2.5	+181.2%	4.0	
	<%>	-0.1%	2.9%	4.5%	9.7%			7.4%			5.9%	
Eliminations	s (sales)	-6.1	-19.5	-26.5	-8.8	-2.6		-23.5	-4.0		-27.0	
Eliminations/c	orporate expenses	-2.0	-5.7	-7.8	-2.2	-0.3		-6.3	-0.7		-8.0	

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

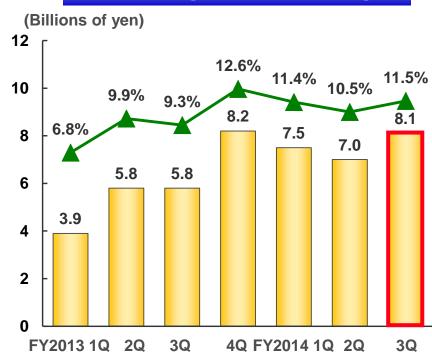
## Industrial Machinery Business



#### **Net sales**



#### **Operating income/margin**



#### Compared to FY2013 3Q

- 3Q net sales totaled ¥70.4 billion, a 13.5% YoY increase, due to steady demand in the machine tool sector in Japan, and in the railway and wind turbine sectors in China.
- 3Q operating income totaled ¥8.1 billion, a 39.8% YoY increase, due to the effect of the weaker yen and higher volume, despite labor cost increases.

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

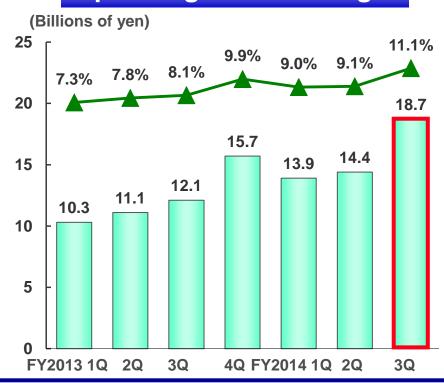
### Automotive Business





#### (Billions of yen) 200 ■ Automotive bearings ■ Automotive parts 180 168.4 158.1 157.2 154.6 142.7 160 141.1 140 90.4 120 84.9 84.0 81.5 79.0 75.6 73.0 100 80 60 40 78.0 73.3 73.2 73.0 68.1 67.1 69.7 20 0 FY2013 1Q 2Q **3Q** 4Q FY2014 1Q 2Q 3Q

#### **Operating income/margin**



#### Compared to FY2013 3Q

- Although the impact of the consumption tax rise continued to impact Japanese automotive sales, 3Q net sales totaled ¥168.4 billion, a 13.3% YoY increase, due to the steady North American market and sales expansion in Europe through new projects.
- 3Q operating income totaled ¥18.7 billion, a 54.6% YoY increase, due to reduction in external procurement costs and the effect of the weaker yen, in addition to higher volume.

## **Results by Customer Location**

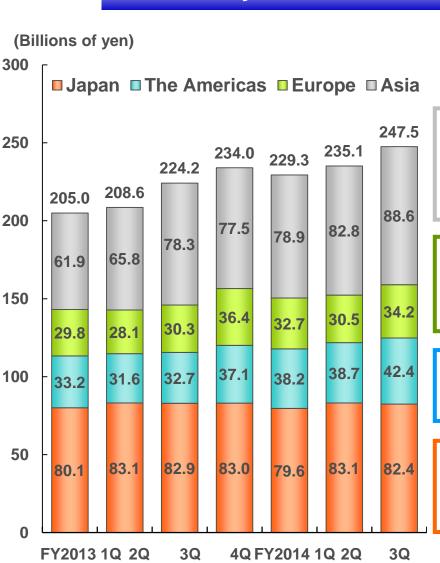


(Billions of yen)	FY2013			FY2014								
	3Q <actual></actual>	Apr-Dec <actual></actual>	Full year <actual></actual>	3Q <actual></actual>	Increase/ Decrease YOY	% Change	Apr-Dec <actual></actual>	Increase/ Decrease YOY	% Change	Full year <oct. 29<br="">FCST&gt;</oct.>		
Net sales	224.2	637.8	871.7	247.5	+23.4	+10.4%	711.9	+74.1	+11.6%	950.0		
Japan	82.9	246.1	329.1	82.4	-0.5	-0.6%	245.0	-1.1	-0.4%	330.5		
Non-Japan	141.3	391.7	542.6	165.1	+23.9	+16.9%	466.9	+75.2	+19.2%	619.5		
<non-japan ratio=""></non-japan>	<63.0%>	<61.4%>	<62.2%>	<66.7%>			<65.6%>			<65.2%>		
The Americas	32.7	97.5	134.5	42.4	+9.7	+29.8%	119.2	+21.8	+22.4%	156.0		
Europe	30.3	88.2	124.6	34.2	+3.8	+12.7%	97.4	+9.2	+10.4%	131.5		
Asia	78.3	206.0	283.5	88.6	+10.3	+13.2%	250.2	+44.2	+21.5%	332.0		
China only	50.4	120.5	167.2	53.3	+2.8	+5.6%	149.7	+29.2	+24.2%	200.0		
<china ratio=""></china>	<22.5%>	<18.9%>	<19.2%>	<21.5%>			<21.0%>			<21.1%>		

## **Results by Customer Location**



#### **Net sales by customer location: Quarterly business performance**



#### Compared to FY2014 2Q

Asia: In the industrial machinery business, sales in the machine tools and aftermarket sectors in China rose. Sales in the Chinese automotive business also rose.

3Q net sales increased 7.3% from 2Q.

Europe: Aftermarket sales in the industrial machinery business grew, while in the automotive business sales of EPS products increased.

3Q net sales increased 11.1% from 2Q.

The Americas: 3Q net sales rose 9.8% from 2Q due to strong sales in the North American automotive business.

Japan: Despite higher sales in the machine tool sector of the industrial machinery business, 3Q net sales decreased 0.9% from 2Q due to lower sales in other businesses...

## **Results by Geographical Segment**



(Billions of yen)			FY2013		FY2014							
		3Q <actual></actual>	Apr-Dec <actual></actual>	Full year <actual></actual>	3Q <actual></actual>	Increase/ Decrease YOY	% Change	Apr-Dec <actual></actual>	Increase/ Decrease YOY		Full year <oct. 29<br="">FCST&gt;</oct.>	
Total	Net sales	224.2	637.8	871.7	247.5	+23.4	+10.4%	711.9	+74.1	+11.6%	950.0	
	Operating income	15.9	44.7	68.0	26.3	+10.3	+64.6%	67.0	+22.3	+49.9%	86.0	
	%	7.1%	7.0%	7.8%	10.6%			9.4%			9.1%	
Japan	Net sales	131.6	383.5	512.2	133.6	+2.0	+1.5%	387.8	+4.3	+1.1%	515.0	
	Operating income	8.3	28.9	38.4	12.3	+4.0	+48.1%	29.3	+0.3	+1.2%	34.5	
	%	6.3%	7.5%	7.5%	9.2%			7.5%			6.7%	
The	Net sales	32.1	96.3	132.4	40.4	+8.3	+25.7%	113.4	+17.1	+17.7%	150.5	
Americas	Operating income	1.4	3.3	6.0	2.7	+1.3	+94.4%	7.2	+3.9	+119.9%	10.5	
	%	4.3%	3.4%	4.5%	6.6%			6.4%			7.0%	
Europe	Net sales	30.8	89.7	126.8	35.6	+4.7	+15.4%	101.5	+11.8	+13.1%	135.0	
	Operating income	1.0	2.2	5.2	3.2	+2.3	+257.7%	7.6	+5.4	+252.4%	10.0	
	%	2.9%	2.4%	4.1%	9.1%			7.5%			7.4%	
Asia	Net sales	74.9	209.5	288.2	91.9	+17.0	+22.7%	257.4	+47.9	+22.9%	337.5	
	Operating income	7.8	17.5	27.3	12.2	+4.4	+56.4%	31.6	+14.1	+80.6%	40.0	
	%	10.5%	8.4%	9.5%	13.3%			12.3%			11.9%	
Elimination	ons (sales)	-45.2	-141.2	-187.9	-54.0	-8.8		-148.1	-6.9		-188.0	
Elimination	ons/corporate	-2.6	-7.2	-8.9	-4.1	-1.5		-8.7	-1.5		-9.0	

### Consolidated Balance Sheet





US1\$= 105.39

1Euro= 145.05

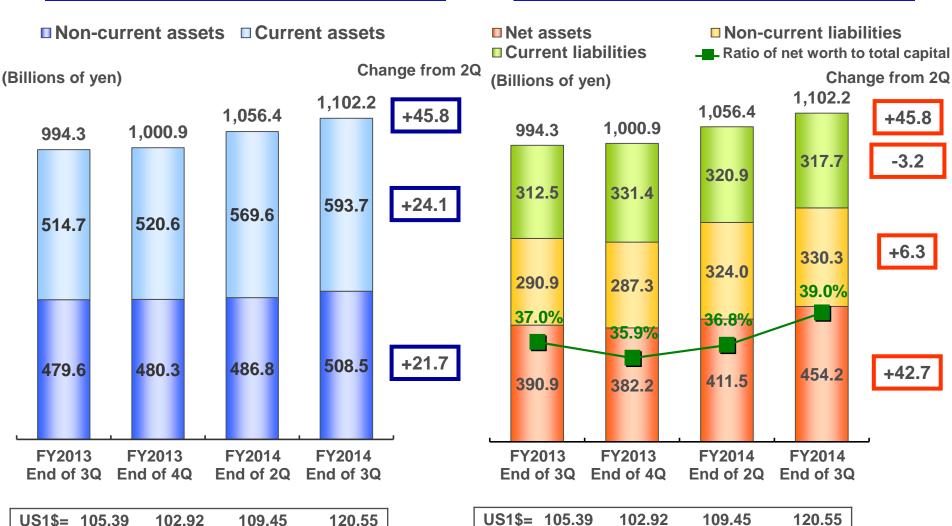
102.92

141.65

138.87

146.54

#### **Liabilities / Net assets**



1Euro= 145.05

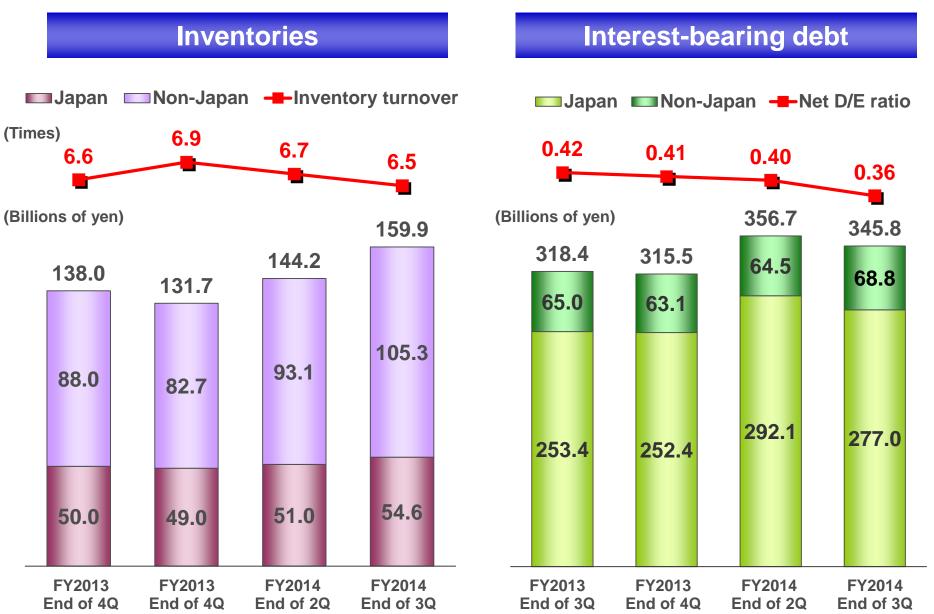
141.65

138.87

146.54

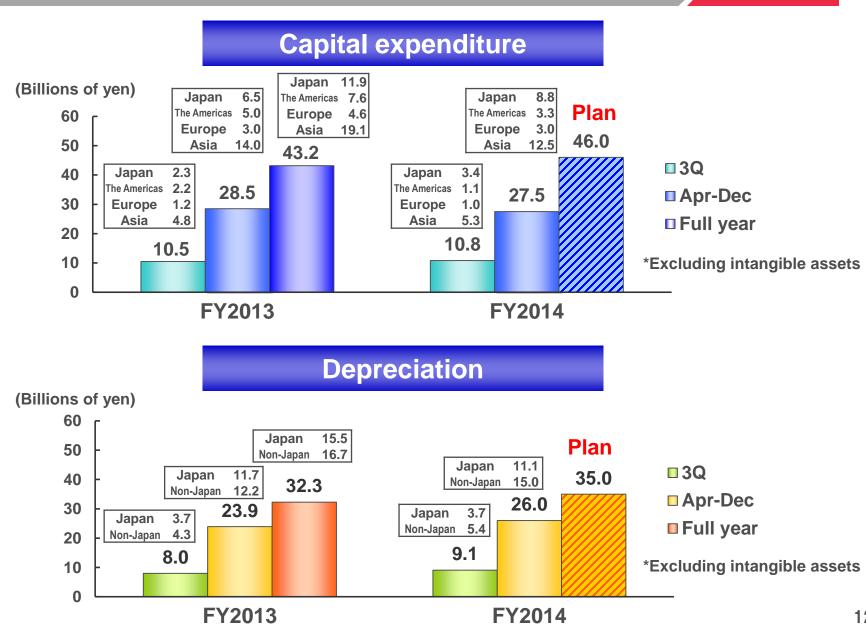
## **Inventories / Interest-Bearing Debt**





## Capital Expenditure / Depreciation





### **Supplementary Information**

## **R&D Expenses / Number of Employees**

(Billions of yen)		FY20	13			FY2014						
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	Full year (Plan)				
R&D expenses	2.4	2.5	2.4	2.6	2.5	2.9	2.6	10.5				
(Head count)		FY20	13			FY201	4					
	1Q	2Q	3Q	4Q	1Q	2Q		3Q				
Total:	29,417	30,189	30,283	30,454	30,837	' 31,	,131	31,299				
Japan	11,481	11,416	11,297	11,223	11,277	' 11,	,185	11,113				
The Americas	2,814	2,905	2,990	3,078	3,080	3,	,205	3,278				
Europe	3,434	3,523	3,504	3,498	3,481	3,	,529	3,584				
Asia	11,688	12,345	12,492	12,655	12,999	13,	,212	13,324				