# 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

$\checkmark$ 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 $10.6 \%$.
$\checkmark$ 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 F Y 20 I 4

$\checkmark$ 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 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3 Q \\ \text { <Actual> } \end{gathered}$ | Apr-Dec <Actual> | Full year <Actual> | $\begin{gathered} 3 Q \\ \text { <Actual> } \end{gathered}$ | Increase/ Decrease YOY | Change | Apr-Dec <Actual> | Increase/ Decrease YOY | Change | Full year <Oct. 29 FCST> |
| 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\$=) | $\geq 100.47$ | ¥99.39 | ¥100.24 | ¥114.53 |  |  | ¥106.87 |  |  | ¥104.02 |
| ( " 1EURO=) | ¥136.69 | ¥132.23 | $¥ 134.37$ | ¥143.06 |  |  | ¥140.30 |  |  | $¥ 136.96$ |

## Quarterly Business Performance



## Results by Business Segment

| (Billions of yen) |  | FY2013 |  |  | FY2014 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 3 \mathrm{Q} \\ \text { <Actual> } \end{gathered}$ | Apr-Dec <Actual> | Full year <Actual> | $\begin{gathered} 3 Q \\ <\text { Actual> } \end{gathered}$ | Increase Decrease YOY | \% Change | Apr-Dec <Actual> | Increase/ Decrease YOY | \% Change | Full Year <Oct. 29 FCST> |
| 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\% |
| Industrial Machinery Business | Net sales | 62.0 | 177.9 | 243.0 | 70.4 | +8.3 | +13.5\% | 202.9 | +25.0 | +14.0\% | 272.0 |
|  | Industrial machinery bearings | 52.3 | 150.8 | 205.7 | 59.0 | +6.7 | +12.8\% | 170.7 | +19.9 | +13.2\% | 228.5 |
|  | 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 Business | Net sales | 148.7 | 432.5 | 590.5 | 168.4 | +19.7 | +13.3\% | 480.2 | +47.7 | +11.0\% | 637.0 |
|  | 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 (sales) <br> Eliminations/corporate expenses |  | -6.1 | -19.5 | -26.5 | -8.8 | -2.6 |  | -23.5 | -4.0 |  | -27.0 |
|  |  | -2.0 | -5.7 | -7.8 | -2.2 | -0.3 |  | -6.3 | -0.7 |  | -8.0 |

## Results by Business Segment - Industrial Machinery Business



## 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

## Net sales

(Billions of yen)


## Operating income/margin

(Billions of yen)


## 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 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3 Q \\ \text { <Actual> } \end{gathered}$ | Apr-Dec <Actual> | Full year <Actual> | $\begin{gathered} 3 Q \\ \text { <Actual> } \end{gathered}$ | Increase/ Decrease YOY | $\begin{gathered} \text { \% } \\ \text { Change } \end{gathered}$ | Apr-Dec <Actual> | Increase/ Decrease YOY | $\begin{gathered} \text { \% } \\ \text { Change } \end{gathered}$ | Full year <Oct. 29 FCST> |
| 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 <br> <Non-Japan ratio> | $\begin{array}{r} 141.3 \\ <63.0 \%> \end{array}$ | $\begin{array}{r} 391.7 \\ <61.4 \%> \end{array}$ | $\begin{array}{r} 542.6 \\ <62.2 \%> \end{array}$ | $\begin{array}{r} 165.1 \\ <66.7 \%> \end{array}$ | +23.9 | +16.9\% | $\begin{array}{r} 466.9 \\ <65.6 \%> \end{array}$ | +75.2 | +19.2\% | $\begin{array}{r} 619.5 \\ <65.2 \%> \end{array}$ |
| 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> | <22.5\%> | <18.9\%> | <19.2\%> | <21.5\%> |  |  | <21.0\%> |  |  | <21.1\%> |

## Results by Customer Location

Net sales by customer location: Quarterly business performance
(Billions of yen)


## 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 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 3 Q \\ <\text { Actual> }> \end{gathered}$ | Apr-Dec <Actual> | Full year <Actual> | $\begin{gathered} 3 Q \\ \text { <Actual> } \end{gathered}$ | Increase/ Decrease YOY | \% Change | Apr-Dec <Actual> | Increase/ Decrease YOY |  | Full year <Oct. 29 FCST> |
| 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 Americas | Net sales | 32.1 | 96.3 | 132.4 | 40.4 | +8.3 | +25.7\% | 113.4 | +17.1 | +17.7\% | 150.5 |
|  | 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\% |
| Eliminations (sales) |  | -45.2 | -141.2 | -187.9 | -54.0 | -8.8 |  | -148.1 | -6.9 |  | -188.0 |
| Eliminations/corporate |  | -2.6 | -7.2 | -8.9 | -4.1 | -1.5 |  | -8.7 | -1.5 |  | -9.0 |

## Consolidated Balance Sheet

## Assets

## Liabilities / Net assets

## םNon-current assets $\square$ Current assets

(Billions of yen)


Change from 2Q

$\square$ Net assets
$\square$ Current liabilities (Billions of yen)
$\square$ Non-current liabilities

- Ratio of net worth to total capital

Change from 2Q


| US1\$= 105.39 | 102.92 | 109.45 | 120.55 |
| ---: | ---: | ---: | ---: |
| 1Euro= 145.05 | 141.65 | 138.87 | 146.54 |


| US1\$= 105.39 | 102.92 | 109.45 | 120.55 |
| ---: | :--- | :--- | :--- |
| 1Euro= | 145.05 | 141.65 | 138.87 |

## Inventories / Interest-Bearing Debt

## Inventories

$\square$ Japan $\square$ Non-Japan -I-Inventory turnover (Times)

(Billions of yen)


## Interest-bearing debt

$\square$ Japan ■Non-Japan -T-Net D/E ratio


## Capital Expenditure / Depreciation



## Supplementary Information - R\&D Expenses / Number of Employees



