# Financial Conference

Consolidated Business Results and Forecast

Review of the Mid-term Plan (FY'06-FY'08)

May 16, 2007 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.

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## .Consolidated Business Results & Forecasts

- a. Results for the Year Ended March 31, 2007 (FY'06)
- b. Forecasts for the Year Ending March 31, 2008 (FY'07)

# .Review of the Mid-term Plan (FY'06-'08)

(Supplementary Information)



# -a. Consolidated Business Results for the Year Ended March 31, 2007

#### Summary of Consolidated Business Results for the Year Ended March 31, 2007



#### **Business Environment**

#### <sup>I</sup>Demand remained strong overall<sub>I</sub>

Demand related to capital expenditures continued to increase in Japan. Automotive related production increased 5.2% YOY, although production by some automotive manufacturers declined. Economies in non-Japan (Americas, Europe and Asia) remained robust. Especially, in Asia, China exhibited strong economic expansion.

#### **Summary of Business Results**

Posted record sales and profits for three consecutive years.

Sales and profits increased YOY in each business segment.

\* Industrial machinery bearings Profitability improved to 13.7% \* Automotive products Profitability improved steadily. \* Precision machinery & parts Profitability improved dramatically. Ordinary income doubled YOY.

ROE reached 14.0%

3

Dividends forecasted to increase.

¥12.0 per share for the year ended Mar. 31, 2006

¥16.0 per share for the year ended Mar. 31, 2007

(including 90th anniversary commemorative dividend of ¥1.00)

# Summary of Consolidated Business Results for the Year Ended March 31, 2007



(¥100 Million)	FY'05 <actual></actual>	FY'06 <actual></actual>	Increase /Decrease YOY	Difference YOY	FY'06 <forecasts revised<br="">on Nov., '06&gt;</forecasts>
Sales	6,285	7,172	+887	+14.1%	7,050
Operating income	426	624	+198	+46.6%	610
< % >	<6.8%>	< 8.7% >			<8.7%>
Ordinary income	389	576	+187	+48.0%	565
Income before tax	431	570	+139	+32.4%	567
Net income	256	349	+93	+36.2%	345
(Exchange rate:1US\$=) ( <i>"</i> 1EURO=)	(¥110.37) (¥137.39)	(¥116.93) (¥150.35)			(¥115.15) (¥145.58)
(¥100 Million)	FY'05 <actual></actual>	FY'06 <actual></actual>	Increase /Decrease YOY		
ROE	12.1%	14.0%	-		
Net Interest-bearing debts	1,711	1,822	+111		
Net D/E Ratio (times)	0.73	0.69	-	_	
Inventory	1,013	1,050	+37		
Inventory turnover (times)	6.9	7.0	-		

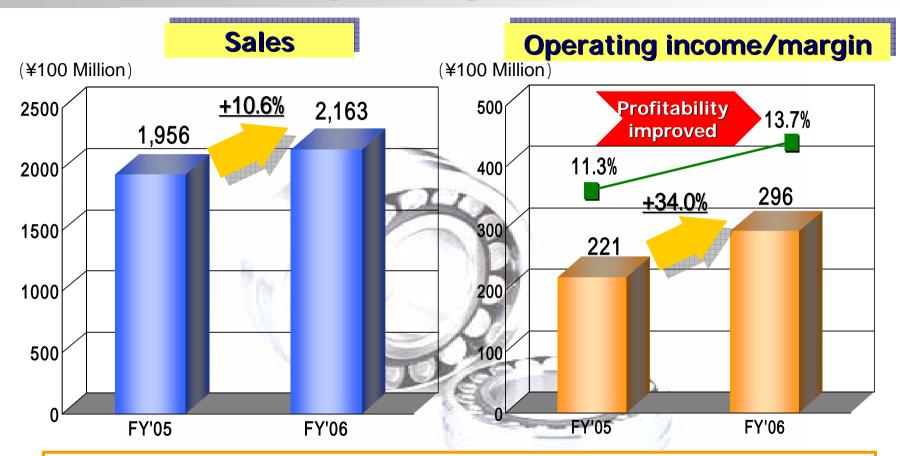
#### **Business Results** -By Business Segments-



(¥100 Million)	FY'05 <actual></actual>	FY'06 <actual></actual>	Increase /Decrease YOY Difference YOY	<b>FY'06</b> <forecasts '06="" nov.,="" on="" revised=""></forecasts>
Sales	6,285	7,172	+887 +14.1%	7,050
Industrial bearings	1,956	2,163	+207 +10.6%	2,160
Automotive products	3,531	3,979	+448 +12.7%	3,865
Precision machinery & parts	658	777	+119 +18.1%	778
Other	235	451	+216 +91.8%	450
Eliminations	-95	-198	-103	-203
Operating income	426 <6.8%	> 624 <8.7%>	+198 +46.6%	610 <8.7%>
Industrial bearings	221 <11.3%	> <b>296 &lt;</b> 13.7%>	+75 +34.0%	280 <13.0%>
Automotive products	174 <4.9%	> 227 <5.7%>	+53 +30.5%	220 <5.7%>
Precision machinery & parts	56 <8.5%	> 115 <14.8%>	+59 +107.3%	120 <15.4%>
Other	13 <5.5%	> <mark>24 &lt;</mark> 5.3%>	+11 +83.9%	26 <5.8%>
Eliminations	-38	-38	0	-36

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



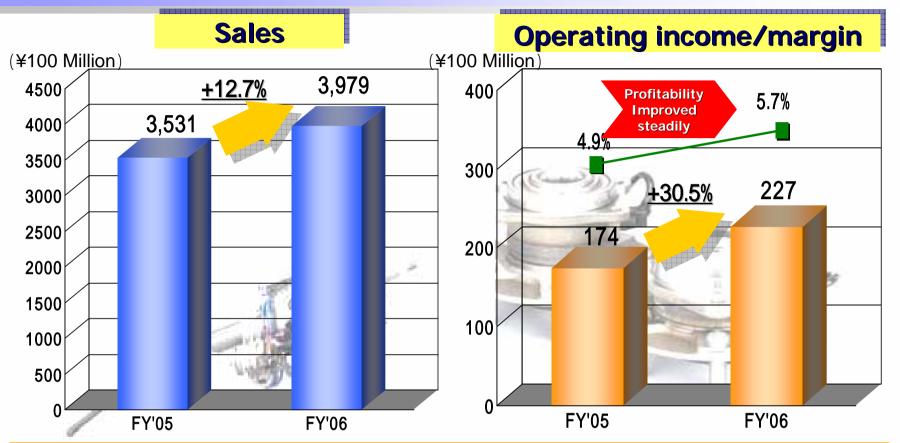


Sales increased 10.6% YOY backed by strong demand related to capital expenditures and aftermarket.

Operating income increased 34.0%, and operating income margin improved to 13.7% YOY due to volume growth, increase in sales price and effects resulting from exchange rate fluctuations.

#### **Business Results by Business Segments** - Automotive Products -



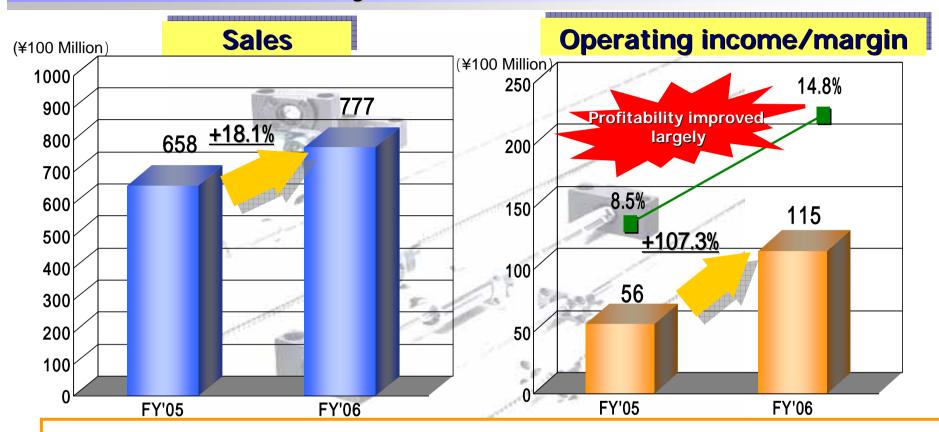


Demand remained robust overall. Sales increased 12.7% YOY with increase in sales of hub unit bearings, needle roller bearings, AT components and electric power steering (EPS) systems.

Operating income increased 30.5% YOY due to volume growth, reduction of external procurement costs, and improvement of productivity. Profitability improved steadily.

#### **Business Results by Business Segments** - Precision Machinery and Parts -

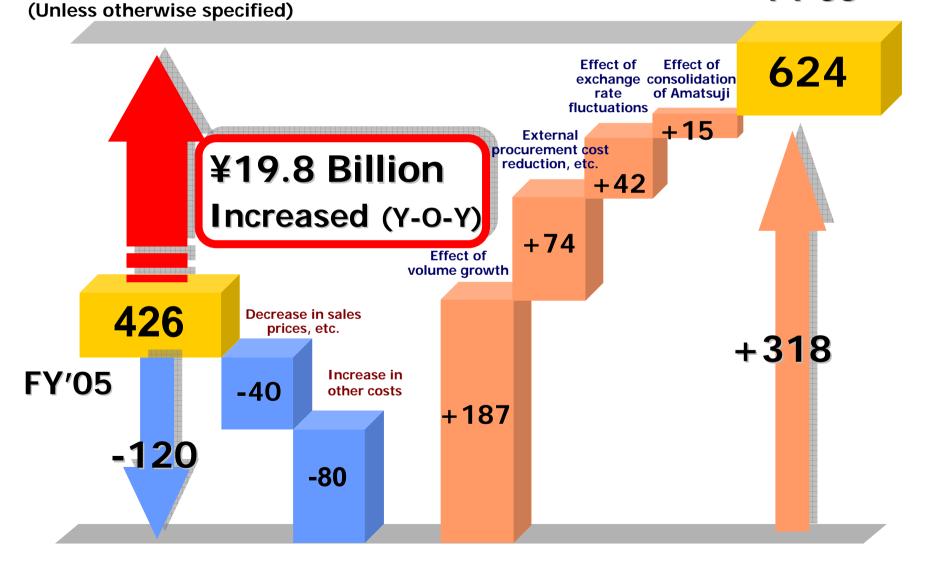




Demand from semiconductors/liquid crystal production equipment sectors have been in adjustment phase since 2Q, but demand from machine tools strengthened. With increase in sales of photofabrication equipment for LCD production, total sales increased 18.1% YOY.

In addition to volume growth, productivity improvement, especially at Maebashi plant, contributed to total profitability improvement. Operating income increased 107.3% YOY.

# Operating Income: Improvement Factors (FY'05 FY'06) (¥100 Million) FY'06



#### **Business Results by Geographical Segments**



(¥100 Million)	FY'05 <actual></actual>		FY'06 <actual></actual>	Increase /Decrease YOY	Difference YOY	FY <sup>*</sup> <forecasts revis<="" th=""><th></th></forecasts>	
Sales	6,285		7,172	+887	+ 14.1%	7,050	
Japan	4,762		5,223	+461	+9.7%	5,243	
Americas	904		1,029	+125	+13.9%	1,029	
Europe	1,049		1,276	+227	+21.6%	1,186	
Asia	758		987	+229	+30.2%	976	
Eliminations	-1,188		-1,343	-155	-	-1,384	
Operating income	426	<6.8%>	624 <8.7%>	+198	+46.6%	610	<8.7%>
Japan	316	<6.6%>	428 <8.2%>	+112	+35.6%	417	<8.0%>
Americas	24	<2.7%>	38 <3.7%>	+14	+58.1%	45	<4.4%>
Europe	42	<4.0%>	67 <5.2%>	+25	+57.1%	59	<5.0%>
Asia	51	<6.7%>	95 <9.6%>	+44	+83.7%	91	<9.3%>
Eliminations	-7		-4	+3	-	-2	

Japan: Sales increased due to volume growth, productivity improvement, reduction of external procurement costs, consolidation

of Amatsuji Steel Ball Manufacturing Co., Ltd., and effects resulting from exchange rate fluctuations.

Americas: Volume growth contributed to increase in total sales although restructuring costs were incurred in the U.S.

Europe : Sales increased with effects of volume growth, increase in sales price, and stabilization of production in steering plants.

Asia: Profitability improved backed by strong demands in ASEAN such as Thailand, and stabilization of production in China.

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



(¥1(	00 Million)	FY'05 <actual></actual>	FY'06 <actual></actual>	Increase /Decrease YOY	Difference YOY	FY'06 <forecasts on<br="" revised="">Nov., '06&gt;</forecasts>
Sal	es	6,285	7,172	+887	+14.1%	7,050
	Japan	3,301	3,644	+343	+10.4%	3,608
	Non-Japan	2,984	3,528	+544	+18.2%	3,442
	(Non-Japan ratio)	(47.5%)	(49.2%)			(48.8%)
	Americas	923	1,051	+128	+13.8%	1,049
	Europe	982	1,217	+235	+24.0%	1,130
	Asia	1,079	1,260	+181	+16.8%	1,263

- Japan : Demand from machine tools/general machinery sectors remain robust. Sales to automobile manufacturers and semiconductors/liquid crystal production equipment sectors increased.
- Americas : Sales to automobile manufacturers and sales of precision machinery and parts increased.
- Europe : Sales to general machinery sector and automobile manufacturers increased ; especially, sales of electric power steering (EPS) systems increased.
- Asia : Demand in China was robust. Sales to automobile manufacturers in Thailand and sales of precision machinery and parts, especially photofabrication equipment for LCD color production, increased.

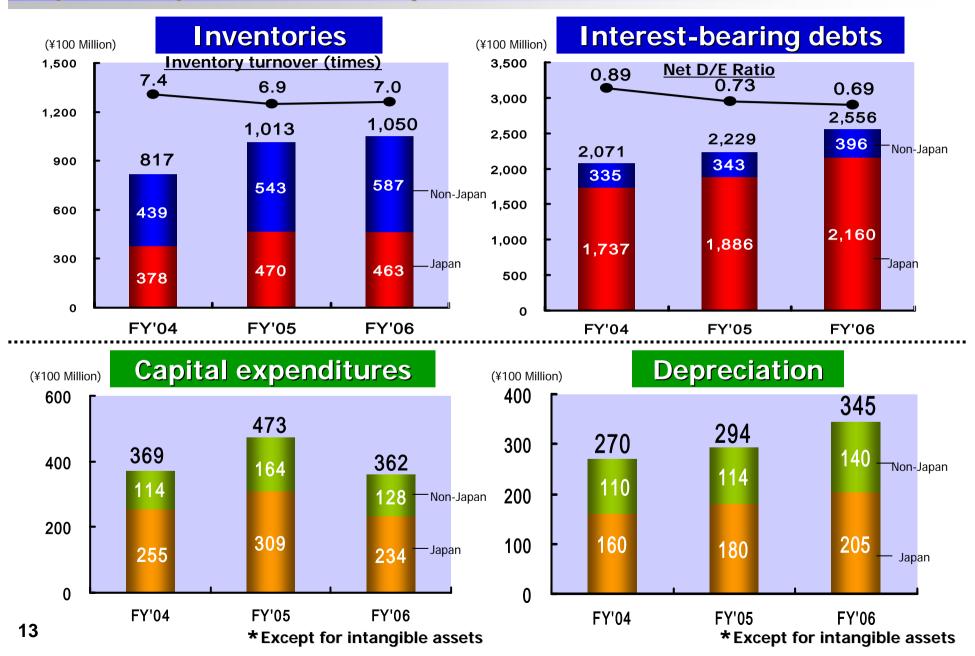
#### **Consolidated Balance Sheets**



(¥100 Million)	FY'05 <actual></actual>	FY'06 <actual></actual>	Increase /Decrease YOY	
<u>Assets</u>				
Current assets	3,136	3,891	+755	
Non-current assets	4,294	4,267	-27	
Total assets	7,430	8,158	+728	
Liabilities and shareholders' equity				
Current liabilities	2,668	2,975	+307	
Long-term liabilities	2,284	2,416	+132	
Total liabilities	4,952	5,391	+439	
Minority interests	121	-	-121	
Total shareholders' equity	2,357	-	-2,357	
Total net assets	-	2,767	+2,767	
Total liabilities and shareholders' equity (net assets)	7,430	8,158	+728	
(Rate:1US\$=) ( // 1EURO=)	(¥118.07) (¥139.83)	(¥118.05) (¥157.33)		

#### Inventories/Interest-Bearing Debts/ Capital Expenditures/Depreciation







# -b. Consolidated Business Forecasts for the Year Ending March 31, 2008



#### **Full year forecasts**

Sales:¥745.0 billion, Operating income:¥68.0 billion, Ordinary income:63.5 billion,

Net income:¥39.0 billion

Record sales and profits expected for fourth consecutive year

Exchange rate forecast US\$=¥115, Euro=¥150

#### **Forecasted business environment**

#### Japan

Machine tools, industrial machinery :Demand expected to remain strong.

Number of automobile production :Number expected to increase slightly YOY.

Semiconductors : Demand expected to recover gradually.

Liquid crystal equipment : Demand expected to remain in adjustment phase.

#### Non-Japan

Americas: Although demand remains robust, uncertainty surrounds automobile production Europe : Continue to recover gradually.

Asia :Economies expected to continue to grow in China, uncertainty in automotive production expected to remain in ASEAN.

#### Forecasts for the Year Ending March 31, 2008



(¥100 Million)		FY'06			FY'	07	
	1st half < Actual >	2nd half < Actual >	Full year < Actual >	<b>1st half</b> < Forecast >	<b>2nd half</b> < Forecast >	Full year < Forecast >	Increase /Decrease Y-O-Y
Sales	3,493	3,679	7,172	3,600	3,850	7,450	+278
Operating income	300	324	624	310	370	680	+56
< Margin >	<8.6%>	<8.8%>	<8.7%>	<8.6%>	<9.6%>	<9.1%>	
Ordinary income	278	298	576	280	355	635	+59
Profits before tax	280	290	570	280	355	635	+65
Net income	173	176	349	175	215	390	+41
(Rate :1US\$=) (   1EURO=)	(¥115.29) (¥146.16)	(¥118.58) (¥154.54)	(¥116.93) (¥150.35)	(¥115) (¥150)			

#### **Forecasts -By Business Segments**

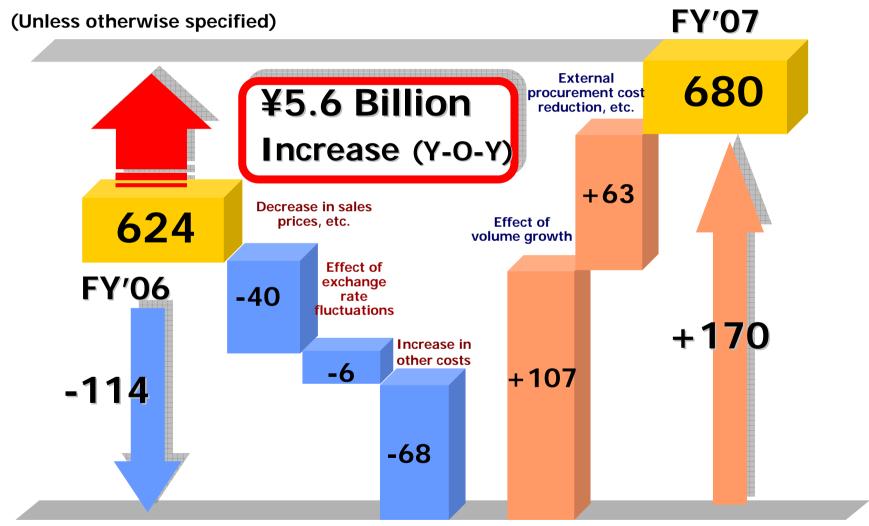


(¥100 Million)		FY'C	)6						FY'07			
	1st ha < Actua			Full y < Actu		1st < Fore	half ecast >	2nd I < Fore		Full y Fore<		Increase /Decrease YOY
Sales	3,493	3,679		7,172		3,600		3,850		7,450		+278
Industrial bearings	1,056	1,107		2,163		1,124		1,204		2,328		+165
Automotive products	1,922	2,057		3,979		1,999		2,103		4,102		+123
Precision machinery & parts	389	388		777		350		415		765		-12
Other	226	225		451		227		228		455		+4
Eliminations	-100	-98		-198		-100		-100		-200		-2
Operating income	300	<8.6%> 324	<8.8%>	624	<8.7%>	310	<8.6%>	370	<9.6%>	680	<9.1%>	+56
Industrial bearings	136 <	12.9%> <b>160</b>	<14.5%>	296	<13.7%>	159	<14.1%>	175	<14.5%>	334	<14.3%>	+38
Automotive products	108	<5.6%> 119	<5.8%>	227	<5.7%>	119	<6.0%>	133	<6.3%>	252	<6.1%>	+25
Precision machinery & parts	60 <	15.4%> <b>55</b>	<14.2%>	115	<14.8%>	43	<12.3%>	73	<17.6%>	116	<15.2%>	+1
Other	13	<5.8%> 11	<4.9%>	24	<5.3%>	12	<5.3%>	13	<5.7%>	25	<5.5%>	+1
Eliminations	-17	-21		-38		-23		-24		-47		-9

#### Forecasts for Operating Income: Improvement Factors (FY'06 FY'07)



(¥100 Million)



#### **Forecasts -By Geographical Segments**



(¥100 Million)		FY'06			FY'0	7	
	1st half < Actual >	2nd half < Actual >	Full year < Actual >	1st half < Forecast >	2nd half < Forecast >	Full year < Forecast >	Increase /Decrease YOY
Sales	3,493	3,679	7,172	3,600	3,850	7,450	+278
Japan	2,538	2,685	5,223	2,614	2,807	5,421	+198
Americas	502	527	1,029	522	509	1,031	+2
Europe	618	658	1,276	575	624	1,199	-77
Asia	496	491	987	546	579	1,125	+138
Eliminations	-661	-682	-1,343	-657	-669	-1,326	+17
Operating income	300 <8.6%>	<b>324</b> <8.8%	» <b>624</b> <8.7%>	<b>310</b> <8.66	%> <b>370</b> <9.6%	> <b>680</b> <9.1%>	+56
Japan	<b>222</b> <8.8%>	<b>252</b> <9.4%	> <b>474</b> <9.1%>	<b>218</b> <8.3	%> <b>257</b> <9.2%	> 475 <8.8%>	+1
Americas	<b>20</b> <4.0%>	<b>18</b> <3.4%	> <b>38</b> <3.7%>	<b>28</b> <5.49	%> <b>29</b> <5.7%	> <b>57</b> <5.5%>	+19
Europe	<b>32</b> <5.2%>	<b>35</b> <5.3%	<b>67</b> <5.2%>	<b>36</b> <6.3	%> <b>47</b> <7.5%	> 83 <6.9%>	+16
Asia	<b>46</b> <9.2%>	<b>49</b> <10.0%	» <b>95</b> <9.6%>	<b>53</b> <9.7	%> <b>62</b> <10.7%	> <b>115</b> <10.2%>	+20
Eliminations/ Corporate	-20	-30	-50	-25	-25	-50	0

#### **Forecasts -By Customer Location**



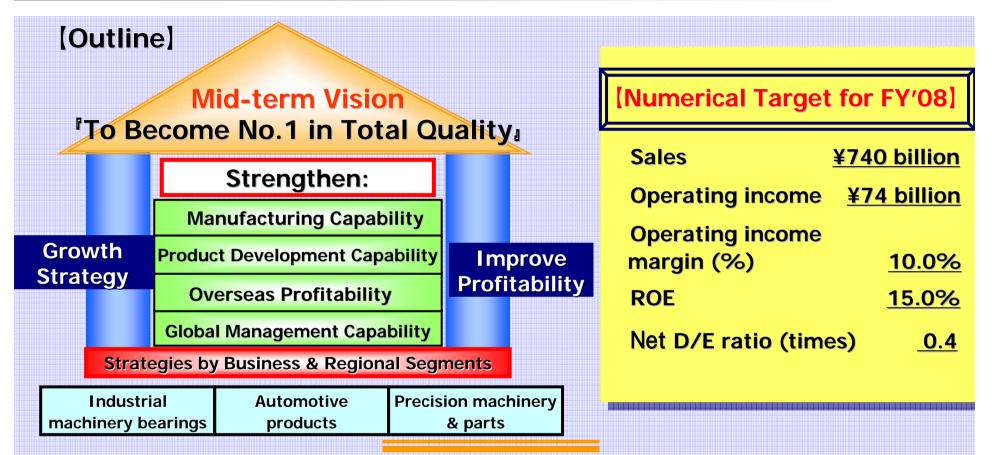
(¥100 Million)		FY'06			FY	'07	
	1st half < Actual >	2nd half < Actual >	Full year < Actual >	<b>1st half</b> < Forecast >	2nd half < Forecast >	Full year < Forecast >	Increase /Decrease YOY
Sales	3,493	3,679	7,172	3,600	3,850	7,450	+278
Japan	1,764	1,880	3,644	1,857	1,960	3,817	+173
Non-Japan	1,729	1,799	3,528	1,743	1,890	3,633	+105
(Non-Japan ratio)	(49.5%)	(48.9%)	(49.2%)	(48.4%)	(49.1%)	(48.8%)	
Americas	514	537	1,051	544	528	1,072	+21
Europe	589	628	1,217	559	610	1,169	-48
Asia	626	634	1,260	640	752	1,392	+132



# .Review of the Mid-term Plan (FY'06-FY'08)

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





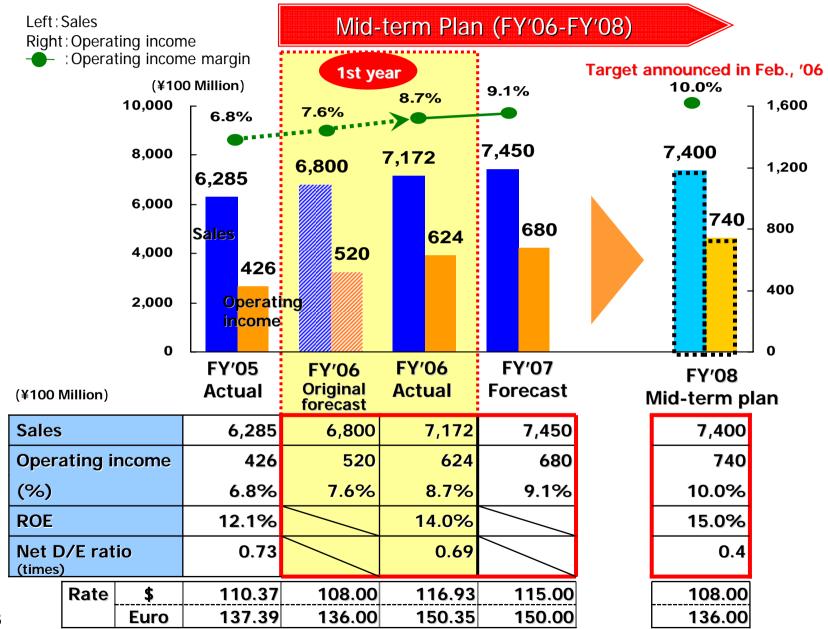
Establish the basement for profitability improvement

**Expand business performance** 

[Long-term goals] Achieve total sales of ¥1 trillion and operating income margin of greater than 10% through our NEXT10 (NSK's 100th anniversary in November 2016).

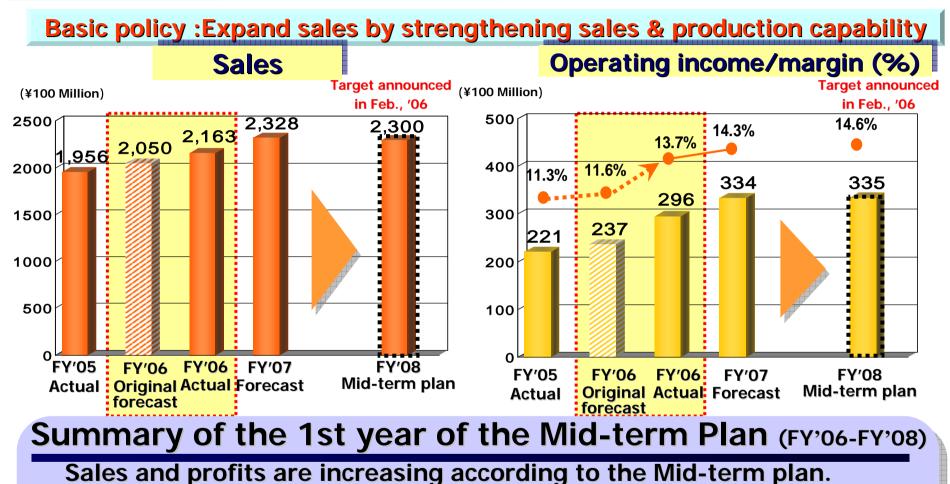
#### **Progress of the Mid-term Plan**





#### **Industrial Machinery Bearings**





Sales in non-Japan increased due to effective marketing activities in

regions and major business sectors.

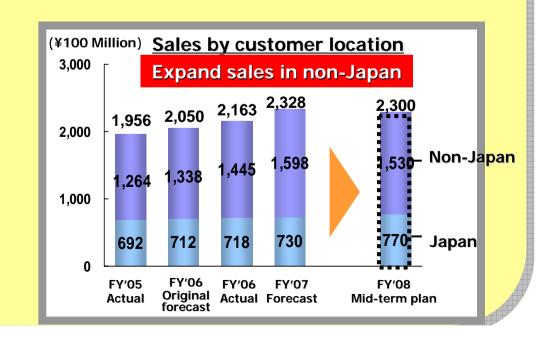
Implemented aggressive investments in large roller bearings to

establish foundation of global growth strategies.

#### **Industrial Machinery Bearings**



# Key strategies for the 2nd year of the Mid-term PlanEstablish foundation of growth strategies and maximize profitability Expand sales of roller bearings Improve key business sector-oriented activities (Sectors such as steel/machine tools/wind power generators/construction machinery) Continue aggressive investments in large bearings backed by increasing Expand sales to aftermarket sector Expand distribution sales network and further strengthen the relationships with the existing ones Strengthen technical support and improve services to end users



plant

Start operation of the new Fujisawa

**Operation will start in Jan.**, '08

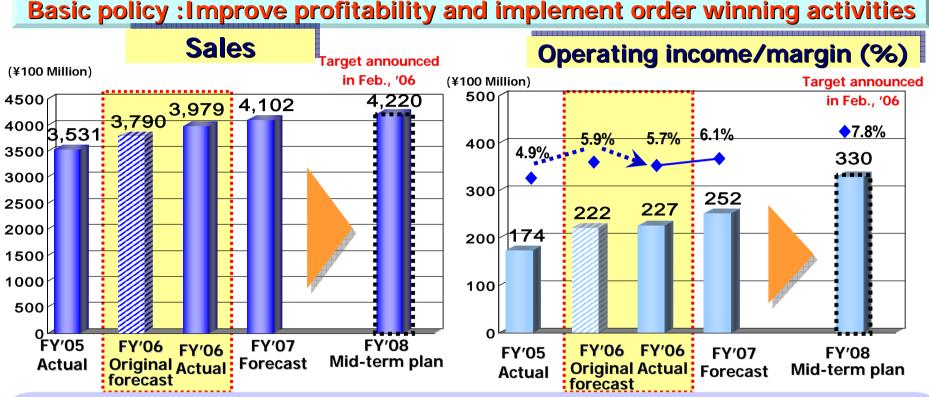
(Outline of new plants)

demand



#### **Automotive Products**





#### Summary of the 1st year of the Mid-term Plan (FY'06-FY'08)

Sales grew and profitability improved, however, profitability improvement slightly behind target level.

Stabilize productivity in non-Japan plants to respond to increasing production. Expand production sites to respond to growing demand from non-Japan areas. Expand production sites such as :2nd steering product plant (U.S.), 2nd building in NSK Bearing

Manufacturing (Thailand), New bearing plant (India)

#### **Automotive Products**



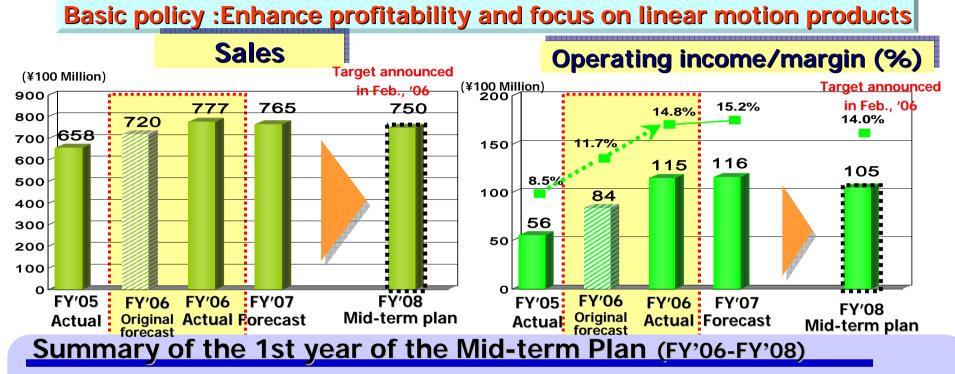
#### Key strategies for the 2nd year of the Mid-term Plan

Establish foundation of profit growth and implement aggressive order winning activities

Improve profitability	
Improve profitability in Japan	Strengthen profitability in non-Japan
*Maximize the effects of investments for plants	*Complete business restructuring in North America (Strengthen productivity)
* Reduce direct costs * Improve productivity by continuing APS	* Increase sales and profits in plants newly starting
(advanced production system) activities	operation
	*Promote global procurement
	(Best locations for supplying, increase in-house production)
Birthe Stepson Stepson Stepson Stepson (Stepson Stepson Stepso	•
Thailand:	U.S.;
2nd building in bearing plant	Steering plant
(Complete whole plan: May., 2007)	Operation starting:early in 2008)
India:	
Bearing plant	
(Operation starting: Jan., 2008)	
Implement aggressive order winning a	
Accelerate expansion of global sale	s of bearings for drive train.
27 Expand sales of high-power EPS th	rough the differentiation.

#### **Precision Machinery and Parts**





Sales, Operating income/margin achieved Mid-term target for FY'08 ahead of schedule. Profits increased dramatically due to increase in market demand accompanied by productivity improvement activities.

Start new sales management structure from Oct. 1st, '06 to reinforce this business segment.

#### Key strategies for the 2nd year of the Mid-term Plan

Increase sales globally by developing new products, expanding new markets, and implementing regional strategies.

Continue to implement productivity improvement activities and establish production structure responding to demands variability.

28 Strengthen order winning activities for 'EGIS<sub>4</sub> (new photophabrication equipment).



Business performance strengthened during the 1st year of the Mid-term plan

Key tasks for the 2nd year of the Mid-term Plan

Further promote 'Growth Strategy" and "Profitability Improvement" activities aiming for achievement of the final year targets of the Mid-term plan

Implement operational innovation

- \* Strengthen awareness campaign on total quality
- \* Enhance Global IT systems \* Improve and strengthen internal control

Business management focusing on changes in market environment



Achieve Mid-term goals

#### (Supplementary Information) –For the Year Ending Mar. 31, 2008



(¥100 Million)	FY'06 (Actual)	FY'07 (Forecast)
Capital expenditures(*)	362	465
Japan	234	321
Non-Japan	128	144
Americas	36	27
Europe	32	41
Asia	60	76

\* Except intangible assets

(¥100 Million)	FY'06 (Actual)	FY'07 (Forecast)
Depreciation (*)	345	378

\*Except intangible assets

(¥100 Million)	FY'06 (Actual)	FY'07 (Forecast)		
R&D	99	105		

#### (Supplementary Information)



#### -Sales & Profits by Business Segments of the Mid-term Plan

(¥100 Million)	FY'0	5 (Actual)	FY'06 (Actual)		FY'07 (Forecast)		FY'08 (Mid-term plan)	
Industrial machinery bearings								
Sales	1,956		2,163		2,328		2,300	
Operating income < margin >	221	<11.3%>	296	<13.7%>	334	<14.3%>	335	<14.6%>
Automotive products								
Sales	3,531		3,979		4,102		4,220	
Operating income < margin >	174	<4.9%>	227	<5.7%>	252	<6.1%>	330	<7.8%>
Precision machinery & parts								
Sales	658		777		765		750	
Operating income < margin >	56	<8.5%>	115	<14.8%>	116	<15.2%>	105	<14.0%>
Other								
Sales	235		451		455		220	
Operating income < margin >	13	<5.5%>	24	<5.3%>	25	<5.5%>	15	<6.8%>
Eliminations/corporate								
Sales	-95		-198		-200		-90	
Operating income	-38		-38		-47		-45	
Total								
Sales	6,285		7,172		7,450		7,400	
Operating income < margin >	426	<6.8%>	624	<8.7%>	680	<9.1%>	740	<10.0%>

#### (Supplementary Information)



-Numerical Mid-term Targets for Profitability Improvement

(¥100 Million)	FY'05	FY'06	FY'07	FY'08		
	Actual	Actual	Forecast	Plan		
Operating income margin	6.8%	8.7%	9.1%	10%		
ROE	11.9%	14.0%		15%		
Capital expenditures	473	(Plan)Total of 3 years: 1,000				
		362	465			
Depreciation	294	(Plan)Total of 3 years:990				
Doproclation		345	378			
Net interesting-bearing debts	1,711	1,822		1,090		
Shareholders' equity	2,357	2,624		3,100		
Net D/E Ratio (times)	0.73	0.69		0.4		