## FY2011/3 Second Quarter Results Briefing

## November 2010

# **Nabtesco Corporation**

The forecast data presented herein reflects assumed results based on conditions that are subject to change.

Nabtesco Corporation does not make representations as to, or warrant, in whole or in part, the attainment or realization of any of the forecasted results presented in this document.

## Agenda



I. Consolidated Results for FY2011/3 Second Quarter Forecast for FY2011/3 Consolidated Results 11. **III. Accumulated Results and Forecast by Segment IV. CAPEX, R&D and Depreciation** V. Balance Sheet Summary **VI. Consolidated Cash Flow VII.** Topics

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# Consolidated Profit & Loss Summary for the First Half Nabtesco

(JPY million)	2010/3 H1	2011/3 H1 (revised forecast in Q1)	2011/3 H1	Variation	Ratio
Sales	58,724	77,000	79,096	20,371	34.7%
Operating profit	2,482	8,600	9,457	6,974	280.9%
Non-operating profit and loss	333	_	863	529	158.7%
Ordinary profit	2,816	9,400	10,320	7,504	266.4%
Extraordinary profit and loss	-431	-	-297	77	-
Profit before taxes	2,385	_	10,023	7,638	320.2%
Net profit	612	5,500	5,914	5,302	866.1%
Net profit per share	4.83	43.52	46.79	41.96	
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Dividend per	4	9	9	5	

share

#### **Variation Analysis**

#### Sales

Increased due to the recovery of capital expenditure mainly in the automotive industry and infrastructure investment in emerging countries.

#### Operating Profit

Fluctuation of sales	7.5 billion
FOREX effect	-0.2 billion
Decrease in D&A	0.1 billion
Increase in quality-related cost	-0.6 billion
Decrease in fixed costs	0.2 billion
Increase in SG&A expenses	-0.1 billion
Total	6.9 billion

#### Remark: Main factors of non-operating profit and loss

(main factors for increase in profit)

- Increase in equity method 978million income
- Increase in foreign exchange loss -366 million

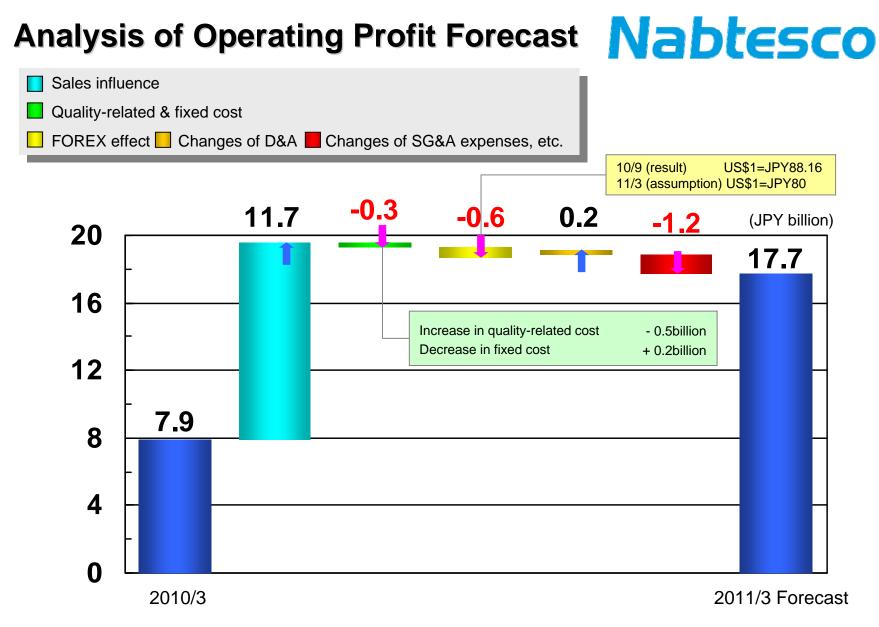
## **Consolidated Profit & Loss Forecast** (the whole financial year)



(JPY million)	2010/3 results	2011/3 forecast	Variation	Ratio
Sales	126,249	160,000	33,750	26.7%
Operating profit	7,964	17,700	9,735	122.2%
Ordinary profit	9,337	19,600	10,262	109.9%
Net profit	4,017	11,600	7,582	188.7%

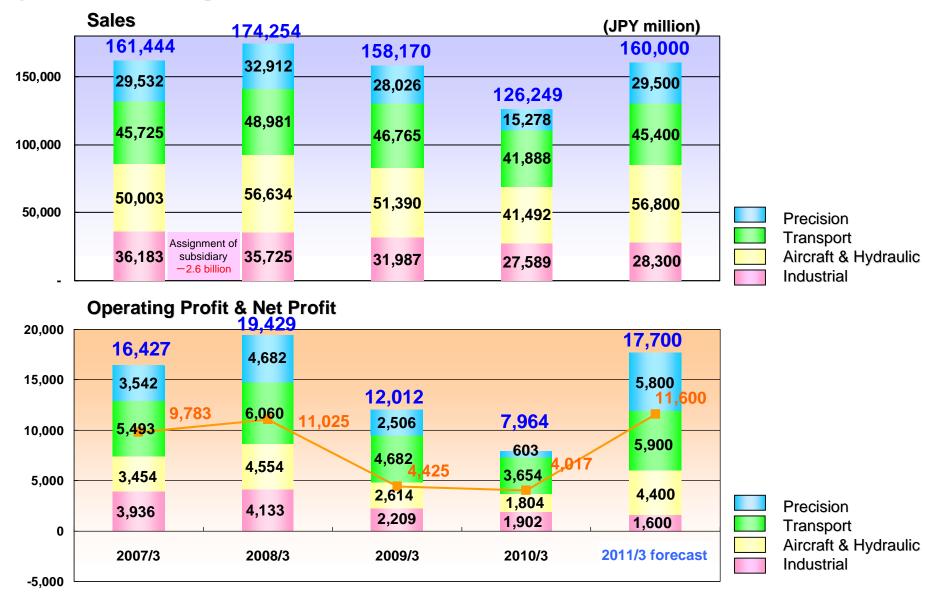
Dividend per share	9	18 (forecast)	9
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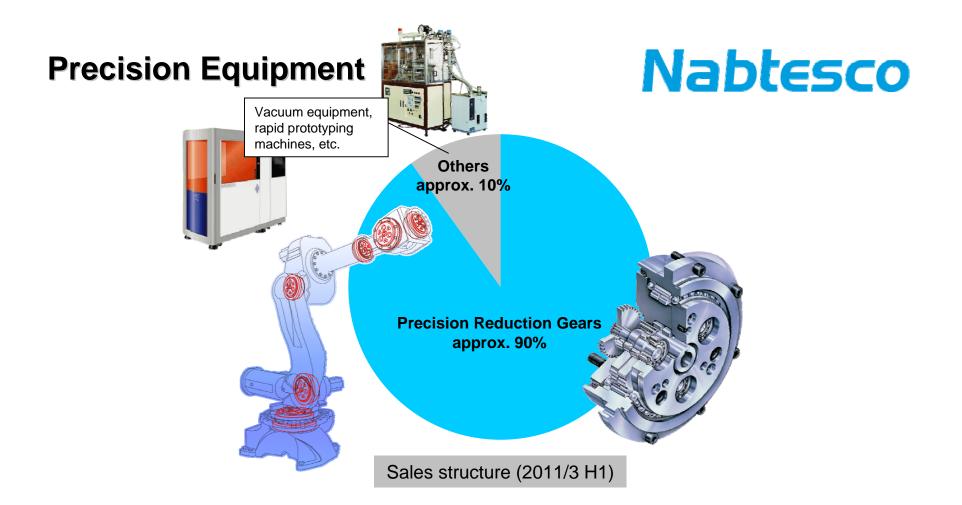
ROA	2.7%	7.2%	4.5Point
ROE	5.2%	13.8%	8.6point



\*FOREX sensitivity in O.P. (US\$): JPY 70million

## Growth of Consolidated Annual Sales & Profit Nabtesco by Business Segment





#### **Main Products and Customers**

Precision reduction gears

Robot: Fanuc, Yaskawa Electric, KUKA (Germany), ABB (Sweden) Machine tools: Yamazaki Mazak, Okuma, Mori Seiki SPE: Tokyo Electron

## **Precision Equipment : Changes in results**

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### Results for FY2011/3 H1

(JPY million)	2009/9	<b>2010/9</b> (revised forecast in Q1)	2010/9	Variation	Ratio
Sales	5,623	13,300	14,507	8,883	158.0%
Operating profit	-819	2,700	3,195	4,014	-
O. P. margin	-14.6%	20.3%	22.0%		

#### **Notes: Precision reduction gears**

Industrial robots:

Increase in sales due to the recovery of capital expenditure in the auto and non-auto industry mainly in emerging countries. Stability to be regained in order situation from Q3.

#### Machine tools:

Despite the recovery of demand from emerging countries beginning with China, still behind the peak time.

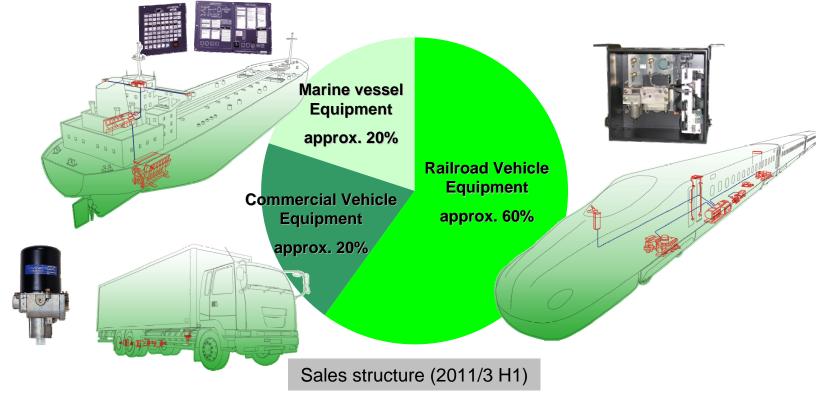
• Large increase in profit because of improved manufacturing cost and sharp market recovery.

#### **Forecast for FY2011/3**

(JPY million)	2010/3	2011/3	Variation	Ratio
Sales	15,278	29,500	14,221	93.1%
Operating profit	603	5,800	5,196	861.3%
O. P. margin	3.9%	19.7%		

## **Transport Equipment**

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#### **Main Products and Customers**

Railroad vehicle equipment (brake systems, door operating units)

JR companies, Private railway companies, KHI, Bullet train and subway projects in China, etc.

Marine vessel equipment (remote control systems for marine diesel engines)

KHI, Mitsui Engineering & Shipbuilding, Hitachi Zosen Diesel & Engineering, MHI, Diesel United,

Hyundai Heavy Industries (Korea), MAN Diesel (Denmark)

Commercial vehicle equipment (air brake peripherals)

Isuzu, Hino, Mitsubishi Fuso Truck & Bus, UD Trucks

## **Transport Equipment : Changes in results**

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### Results for FY2011/3 H1

(JPY million)	2009/9	<b>2010/9</b> (revised forecast in Q1)	2010/9	Variation	Ratio
Sales	20,639	22,600	22,606	1,966	9.5%
Operating profit	1,771	2,800	2,681	910	51.4%
O. P. margin	8.6%	12.4%	11.9%		

### **Forecast for FY2011/3**

(JPY million)	2010/3	2011/3	Variation	Ratio
Sales	41,888	45,400	3,511	8.4%
Operating profit	3,654	5,900	2,245	61.5%
O. P. margin	8.7%	13.0%		

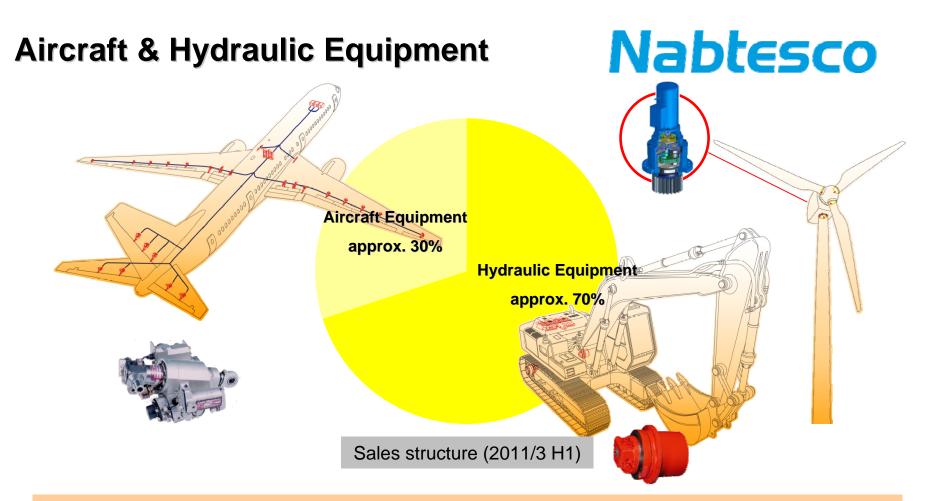
#### Notes:

• Railroad vehicle equipment: Despite slight decrease in domestic market, increase in sales forecast because of expansion of Chinese market.

 Marine vessel equipment:
Despite a sign of recovery seen in orders of newly-built vessels, decrease in sales without a full-fledged recovery.

• Commercial vehicle equipment: Increase in sales because of the recovery of domestic demand due to government subsidy and expansion of truck exports

• Despite the continuing accrual of quality cost in railroad vehicle equipment, increase in profit forecast because of sales increase and the effects of restructuring in commercial vehicle equipment.



#### **Main Products and Customers**

Hydraulic products

Traveling motors: Komatsu, Kobelco Construction Machinery, Sumitomo Construction Machinery Manufacturing, Sany Heavy Machine (China), Liu Gong (China), Guangxi Yuchai Heavy Industry Company (China), Doosan (Korea) Drive units for wind turbine generators: MHI, Others

#### Aircraft products

Flight control actuation systems: Boeing, KHI, MHI, IHI, Ministry of Defense, Singapore Airlines

# Aircraft & Hydraulic Equipment: Changes in results

### **Results for FY2011/3 H1**

(JPY million)	2009/9	<b>2010/9</b> (revised forecast in Q1)	2010/9	Variation	Ratio
Sales	19,592	27,900	28,610	9,017	46.0%
Operating profit	811	2,300	2,822	2,010	247.9%
O. P. margin	4.1%	8.2%	9.9%		

### **Forecast for FY2011/3**

(JPY million)	2010/3	2011/3	Variation	Ratio
Sales	41,492	56,800	15,307	36.9%
Operating profit	1,804	4,400	2,595	143.9%
O. P. margin	4.3%	7.7%		

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#### Notes:

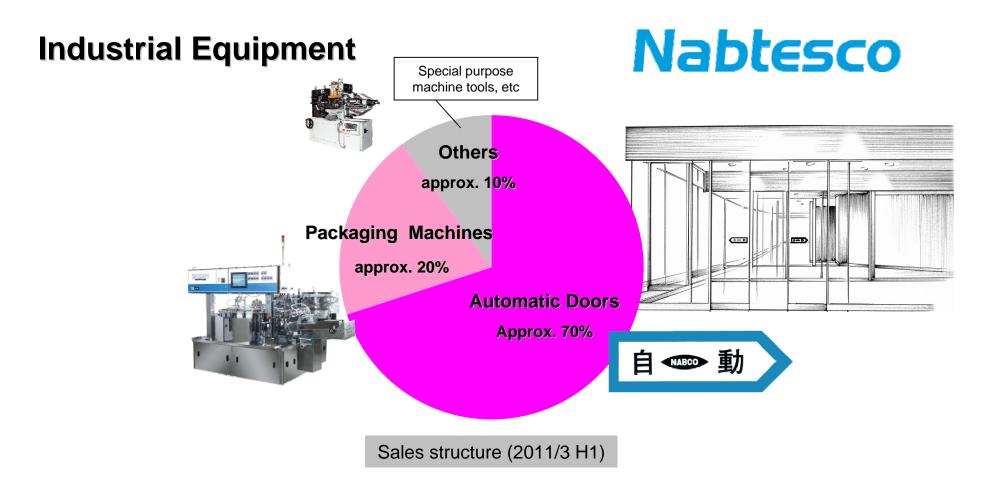
• Hydraulic Equipment: Construction machinery: Increase in sales because of full-fledged recovery in the Chinese market.

Drive units for wind turbine generators: Decrease in sales due to downturn in USA market.

#### Aircraft equipment:

Despite decrease in sales in civil aviation due to the temporary output cut of main aircraft, increase in sales because of special defense-related demand.

• Increase in profit because of sharp increase in sales of hydraulic equipment.



#### **Main Products and Customers**

Automatic doors

Automatic doors for buildings: Major general contractors, Tostem, etc.

Platform doors: Shenzhen Subway (China), Beijing Subway (China), Chongqin Subway (China), Shin Bundang Line(Korea), Incheon Metro (Korea)

Packaging machines (Toyo Jidoki Co., Ltd.)

Ajinomoto, Mizkan, Nihon Shokken, P&G, Kao, Lion, Mars (France), Dole (USA)

### **Industrial Equipment: Changes in results**

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### Results for FY2011/3 H1

(JPY million)	2009/9	<b>2010/9</b> (revised forecast in Q1)	2010/9	Variation	Ratio
Sales	12,867	13,200	13,372	504	3.9%
Operating profit	719	800	757	38	5.3%
O. P. margin	5.6%	6.1%	5.7%		

### **Forecast for FY2011/3**

(JPY million)	2010/3	2011/3	Variation	Ratio
Sales	27,589	28,300	710	2.6%
Operating profit	1,902	1,600	-302	-15.9%
O. P. margin	6.9%	5.7%		

#### Notes:

#### Automatic doors:

Despite the temporary increase in response to a decrease in inventory in Q1, decrease in sales due to continuous downturn in domestic construction demand.

#### Packaging machines:

Decrease in sales because of food industry's conservative investment, both domestic and overseas.

• Special purpose machine tools: Increase in sales driven by the increased demand in China and Korea.

• Decrease in profit because profit expected in the segment of special purpose machine tools is unable to cover the decrease in the sales of automatic doors due to unfavorable product mix.

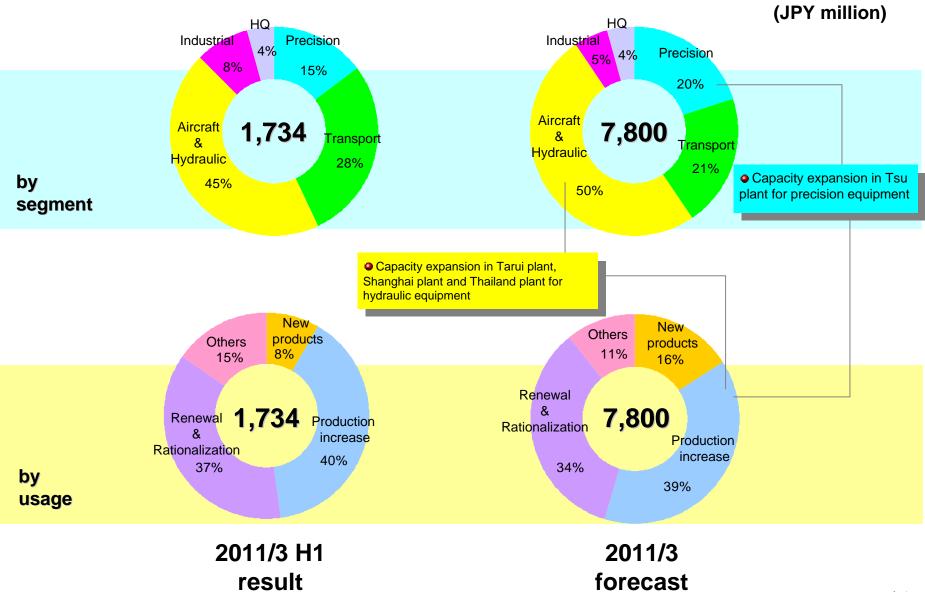
## CAPEX, R&D and Depreciation



(JPY million)	2010/3 H1 results	2011/3 H1 results	2010/3 results	2010/3 (original forecast)	2011/3 forecast
CAPEX	3,373	1,734	4,809	5,800	7,800
R&D expenses	1,793	1,954	3,746	3,700	4,000
Depreciation	2,604	2,563	5,485	5,700	5,300

## **CAPEX Breakdown**

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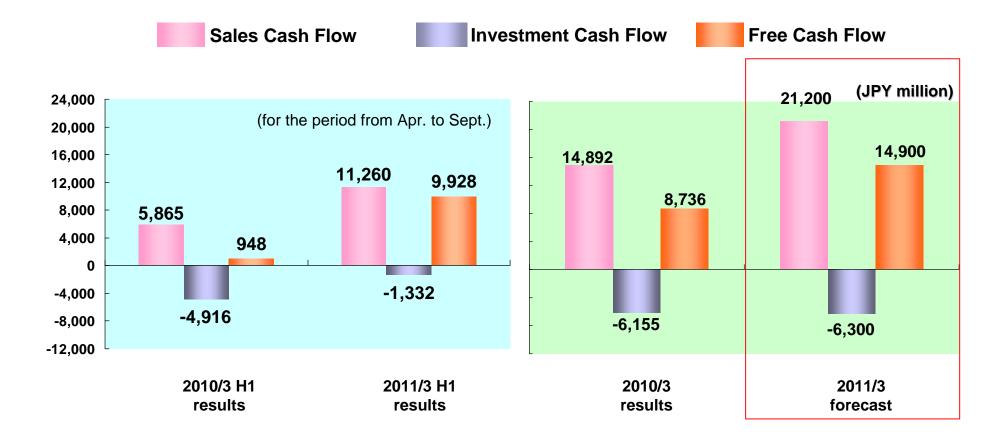
## **Balance Sheet Summary**



(JPY million )	2010/3	2010/9	Variation
Assets	149,480	161,058	11,577
(Cash and time deposits)	35,540	44,319	8,778
(Accounts receivable)	36,117	38,778	2,660
Receivable turnover period	103	86	17
(Inventory)	15,266	16,420	1,153
Inventory turnover period	59	49	10
(Fixed assets)	44,102	43,070	-1,032
Liabilities	64,313	71,221	6,908
(Interest-bearing debt)	19,920	20,057	137
Net assets	85,167	89,836	4,669
(Minority interests)	5,689	5,821	132
※ Equity ratio :	53.1%	52.1%	

## **Consolidated Cash Flow**





## Topics

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### Aircraft & Hydraulic Equipment:

✓ Conclusion of long-term repair contracts with leading airlines.

### Commercial vehicle equipment:

✓ Development of new product "Electric Vacuum Pump" for EV.
(Planning to commercialize in summer 2011.)

### Lower the trading unit:

✓ Lower the trading unit from 1,000 to 100 for the liquidation of stocks and increase of individual shareholders.(1st October)

#### Selected for inclusion in "FTSE4GOOD" for the second time in a row:

✓ Selected for inclusion in the benchmark Index Series for SRI "FTSE4GOOD " for the second time in a row.

