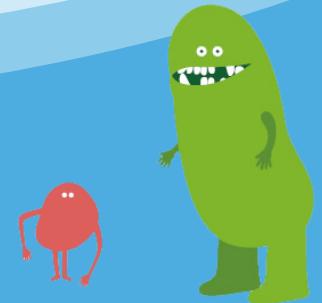
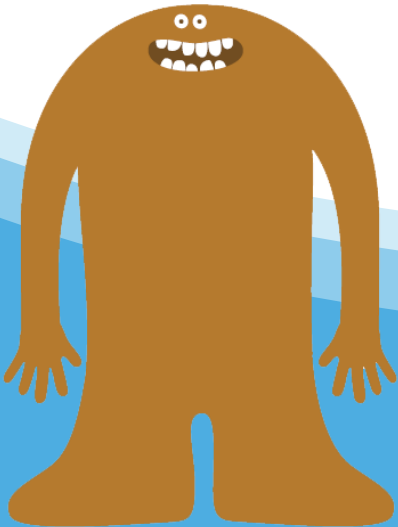


FY2018/12 Q1 Results Briefing

April 27, 2018

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. Numerical figures presented herein are rounded down.

Consolidated Results for the FY2018/12 Q1 (IFRS)

(JPY million)	FY2017/12 Q1 Result (A)	FY2018/12 Q1 Result (B)	Variation (B)-(A)	FY 2018/12 Full-year Plan <small>(As of Feb 9, 2018)</small>
Sales	64,055	71,954	7,899	308,000
O.P.	6,062	6,713	651	32,600
(OPM)	9.5%	9.3%	-0.2pt	10.6%
Finance Income and cost	-510	-561	51	-
Equity in earnings of affiliates	2,883	6,187	3,304	-
Income before tax	8,435	12,338	3,903	35,900
Net profit*	6,462	9,520	3,058	25,700
Earnings per share**	52.31	76.82	24.51	208.34

*Net profit attributable to owners of the parent

** Total basic earnings per share

Notes

FOREX rate 2017/12 Q1(result) : US\$1=¥112.85 RMB1=¥16.36 EUR1=¥120.17 CHF1=¥112.64
2018/12 Q1(result) : US\$1=¥107.47 RMB1=¥17.03 EUR1=¥132.29 CHF1=¥114.02

FOREX sensitivity in O.P.(This represents the effect to operating profit if the exchange rate fluctuates by one yen)
2017/12 Q1(result) : (US\$) JPY 14million, (RMB) JPY 32million, (EUR) minimal, (CHF) minimal
2018/12 Q1(result) : (US\$) JPY 5million, (RMB) JPY 124million, (EUR) minimal, (CHF) minimal

Consolidated Results for the FY2018/12 Q1 by Business Segment (IFRS)

(JPY million)

Segment	Term	FY2017/12 Q1 result (A)	FY2018/12 Q1 result (B)	Variation (B)-(A)	FY2018/12 Full-year Plan <small>(As of April 27, 2018)</small>
Component Solutions (CMP)	Sales	25,069	29,388	4,319	129,500
	OP (OPM)	4,480 (17.9%)	5,254 (17.9%)	774 (-0.0pt)	23,800 (18.4%)
Transport Solutions (TRS)	Sales	16,184	18,513	2,329	83,600
	OP (OPM)	1,358 (8.4%)	1,562 (8.4%)	204 (-0.0pt)	9,300 (11.1%)
Accessibility Solutions (ACB)	Sales	19,011	19,680	669	75,500
	OP (OPM)	1,359 (7.1%)	1,370 (7.0%)	11 (-0.1pt)	6,000 (7.9%)
Manufacturing Solutions (MFR)	Sales	3,790	4,373	583	19,400
	OP (OPM)	487 (12.8%)	660 (15.1%)	173 (2.3pt)	2,300 (11.9%)
Corporate or Elimination		-1,622	-2,133	-511	-8,800
Total	Sales	64,055	71,954	7,899	308,000
	(OPM)	6,062 (9.5%)	6,713 (9.3%)	651 (-0.2pt)	32,600 (10.6%)

Balance Sheet Summary (IFRS)

(JPY million)	2017/12 (as of December 31, 2017)	2018/12 Q1 (As of April 27, 2018)	Variation
Assets	301,557	307,552	5,995
(Cash and cash equivalents)	44,121	42,785	-1,336
(Trade receivable)	76,874	74,123	-2,751
(Inventories)	40,298	42,174	1,876
(Tangible fixed assets)	70,700	73,265	2,565
Liabilities	124,556	127,246	2,690
(Bonds and borrowings)	27,720	27,555	-165
Total equities	177,002	180,306	3,304
(Non-controlling interests)	9,465	9,474	9
Equity attributable to owners of parent	167,537	170,832	3,295

*Ratio of equity attributable to owners of parent:

55.6%

55.5%

CAPEX, R&D and Depreciation

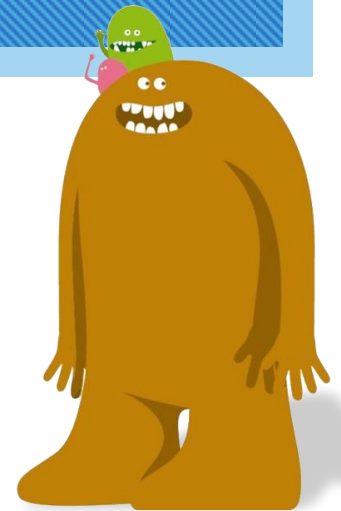
- Capital expenditure was implemented centering on precision reduction gears and aircraft equipment for future growth.

Precision reduction gears : Enhancing the production capacity of plants in Japan and China.

Aircraft equipment : Capacity expansion built for new programs.

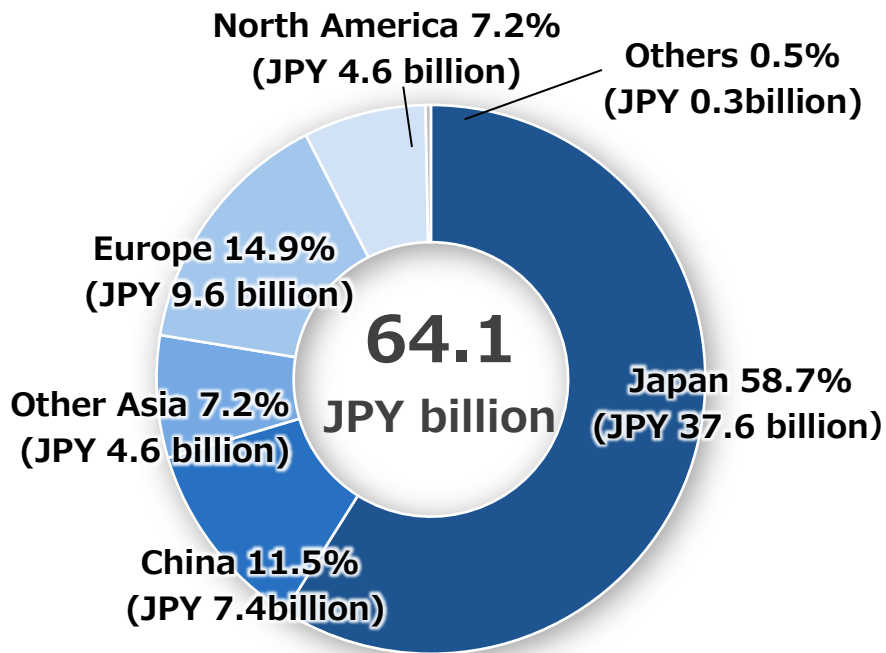
(JPY billion)	2017/12 Q1 Result (A)	2018/12 Q1 Result (B)	2018/12 Full-year Plan
CAPEX	3.7	5.6	30.4
R&D	2.2	2.4	10.2
Depreciation	1.9	2.4	11.2

Appendix



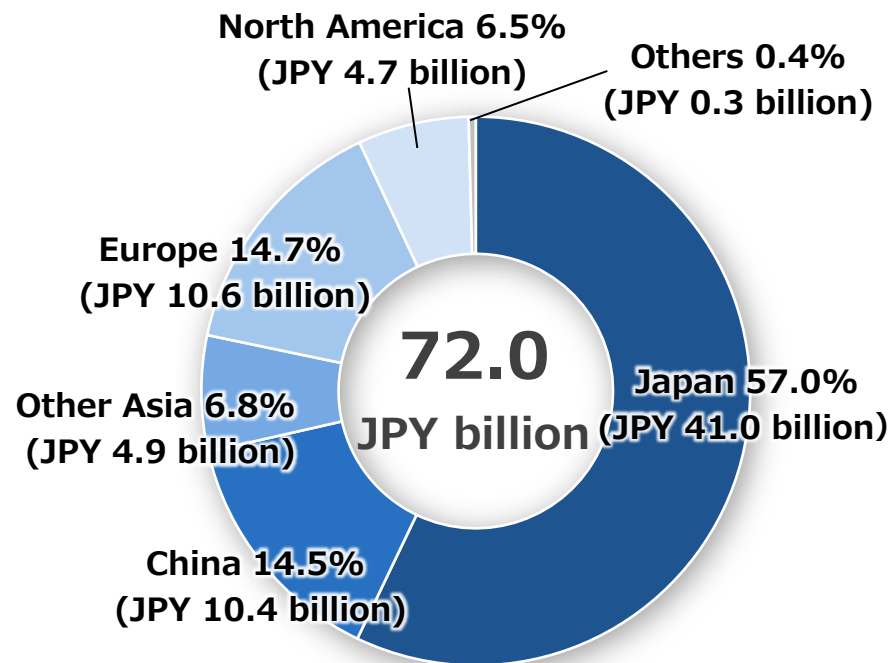
Sales by Geographic Segment

2017/12 Q1 Result



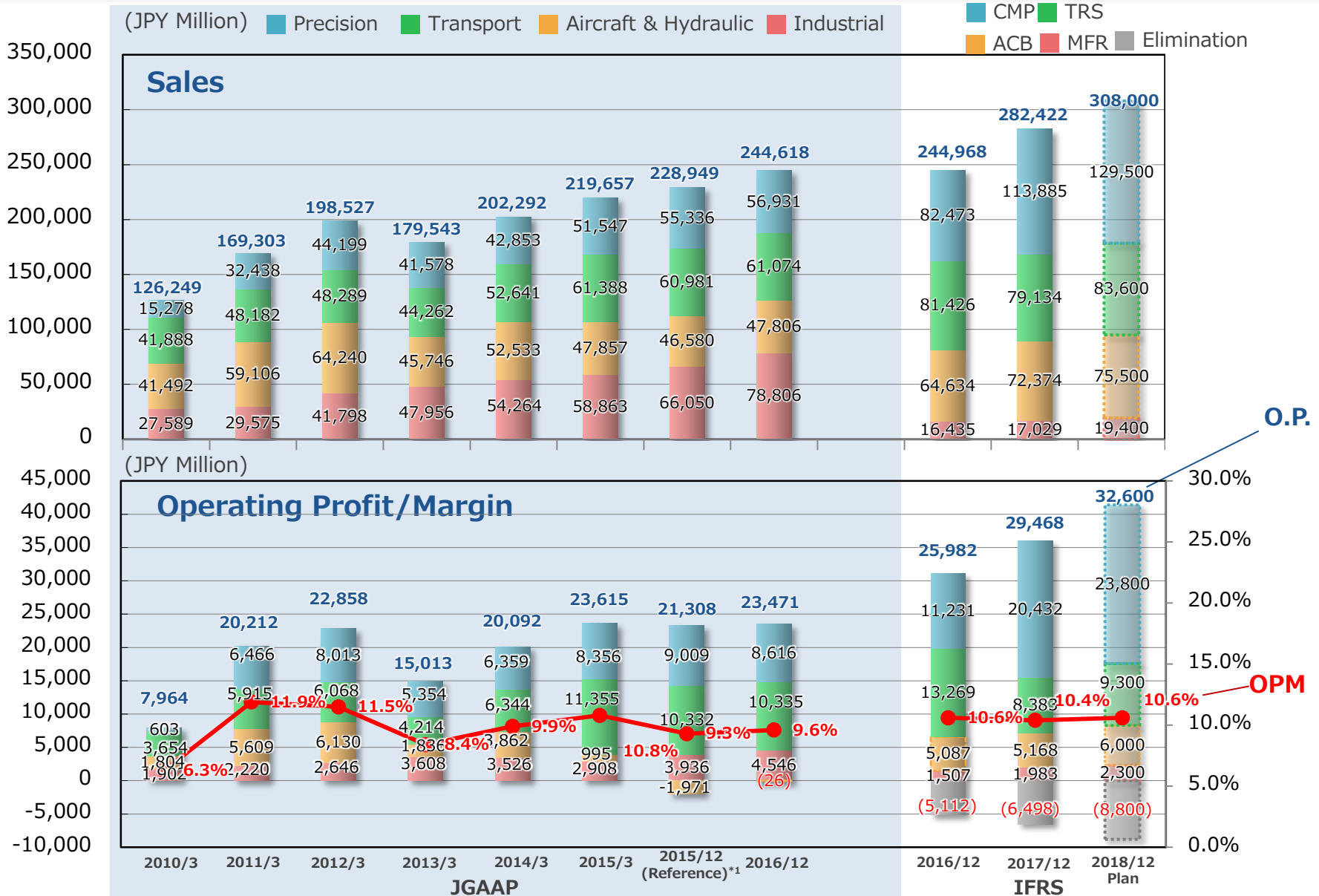
Overseas Sales	JPY 26.4 billion
Ratio	41.3%

2018/12 Q1 Result



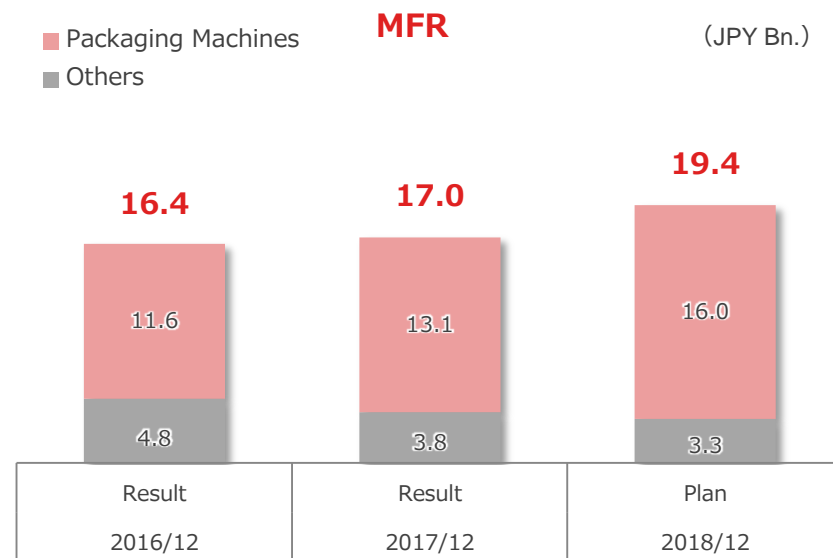
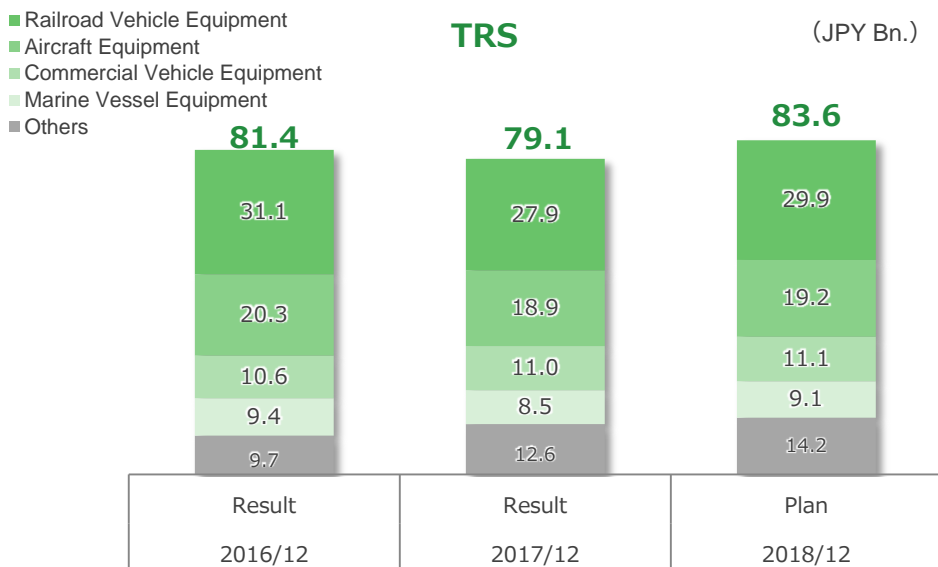
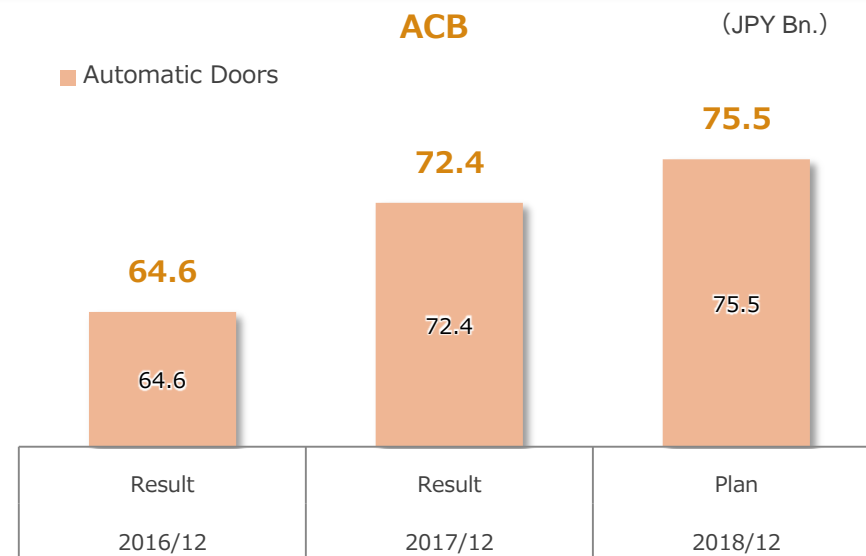
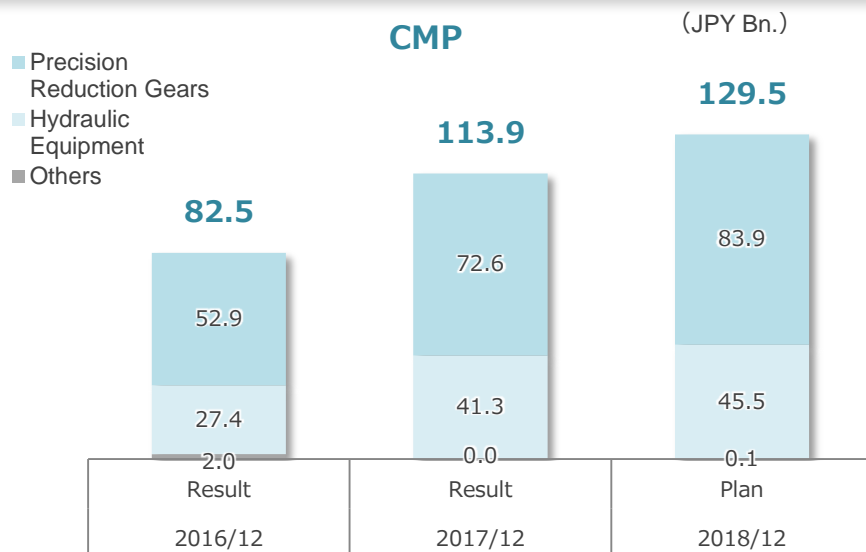
Overseas Sales	JPY 30.9 billion
Ratio	43.0%

Result and Forecast for Sales and Operating Profit by Business Segment



*1 Please note that estimates for 2015/12 (reference) were calculated for the period of 12 M to make comparisons with the plan for 2016/12 under the same conditions.

Sales by Business (IFRS)



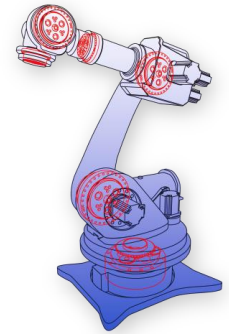
Main Products: Component Solutions Segment (CMP)

Precision Reduction Gears

■ Joints of Industrial Robots



No.1
Approx. **60%**
world market share

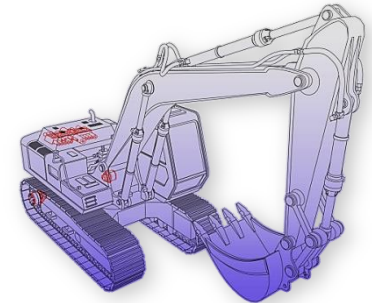


Hydraulic Equipment

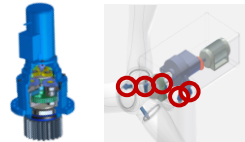
■ Traveling Unit for Hydraulic Excavators



Approx. **25%**
world market share



■ Drive Units for Wind Turbines



Main Customers

■ Precision Reduction Gears

Industrial Robots: Fanuc, Yaskawa Electric, KHI, KUKA Roboter (Germany), ABB Robotics (Sweden)

Machine Tools: Yamazaki Mazak, Okuma, DMG Mori Seiki

■ Hydraulic Equipment

Traveling Units: Japan: Komatsu, Kobelco Construction Machinery, Kubota, Sumitomo Construction Machinery

China: Sany, Zoomlion, XCMG, Liu Gong

Drive Units for Wind Turbines: MHI, Hitachi, Ltd., Others

Main Products: Transport Solutions Segment (TRS)

Railroad Vehicle Equipment

■ Brake Systems

Others



No.1

Approx. **50%** Domestic Market Share

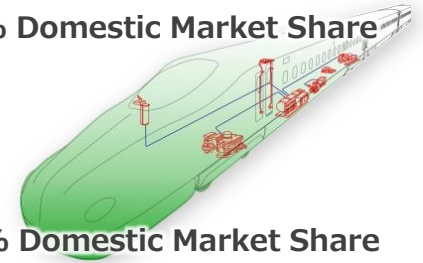
■ Door Operating Systems

Others



No.1

Approx. **70%** Domestic Market Share



Aircraft Equipment

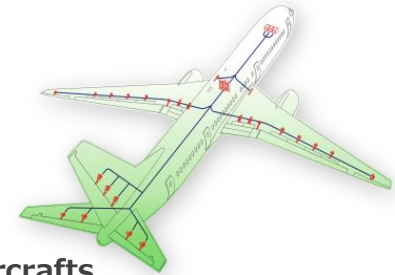
■ Flight Control Actuation Systems (FCA)

- One of the four major world players for FCA systems (major FCA supplier to Boeing Company)
- Expanding business into engine accessories and power supply systems

No.1



Approx. **100%** market share for domestically-produced aircrafts



Main Customers

■ Railroad Vehicle Equipment

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

■ Aircraft Equipment

Boeing, KHI, MHI, IHI, Japanese Ministry of Defense, Airlines

Main Products: Transport Solutions Segment (TRS)

Commercial Vehicle Equipment

■ Wedge Chambers



Approx. **70%** Domestic Market Share



■ Air Dryers



Approx. **75%** Domestic Market Share

Marine Vessel Equipment

■ 2ST Main Engine Control Systems



Approx. **50%** Domestic Market Share
(Approx. 40% World Market Share)



Main Customers

■ Commercial Vehicle Equipment

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

■ Marine Vessel Equipment

KHI, Mitsui Engineering & Shipbuilding, MHI, Hitachi Zosen, Hyundai Heavy Industries (Korea), Doosan Engine (Korea), Hudong Heavy Machinery (China), MAN Diesel (Denmark)

Main Products: Accessibility Solution Segment (ACB)

Automatic Doors

Automatic Doors



Platform Screen Doors



Main Customers

Automatic Doors

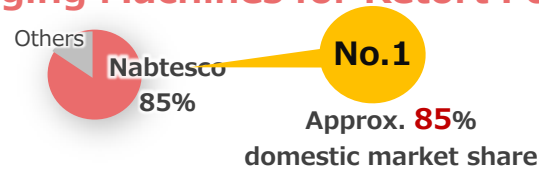
Automatic Doors for buildings: Major general contractors, sash manufacturers, hospitals, banks, public institutions, etc.

Platform Doors : Subway projects in France and China, others

Main Products: Manufacturing Solutions Segment (MFR)

Packaging Machines

Packaging Machines for Retort Pouch Foods



Main Customers

Packaging Machines

Mitsui Sugar, Ajinomoto, Marudai Food Co., Ltd., ARIAKE Japan, KENKO Mayonnaise, P&G, Kao, Lion, beverage companies in North America, food companies in China

Nabtesco

moving it. stopping it.

