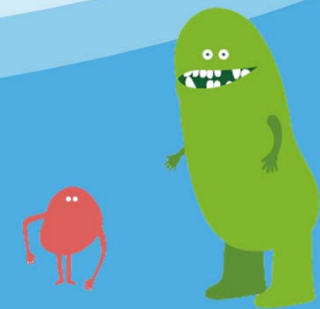


FY2017/12 Q3 Results Briefing (IFRS)

October 31, 2017

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 to the nearest whole unit for monetary value and rounded off to one decimal place for percentage.

Consolidated Results for the FY2017/12 Q3 (IFRS)

(JPY million)	FY2016/12 Q3 Result (A)	FY2017/12 Q3 Result (B)	Variation (B)-(A)	FY 2017/12 Full-year Plan <small>(As of July 31, 2017)</small>
Sales	176,691	202,809	26,118	273,000
Core O.P.	17,927	21,682	3,755	28,400
O.P.	20,047	21,615	1,568	28,400
(OPM)	11.3%	10.7%	-0.6pt	10.4%
Finance Income and cost	-1,490	339	1,829	-
Equity in earnings of affiliates	591	4,156	3,565	-
Income before tax	19,148	26,110	6,962	32,100
Net profit*	13,741	18,809	5,068	23,900
Earnings per share**	111.25	152.44	41.19	193.60

*Net profit attributable to owners of the parent

** Total basic earnings per share

Notes

FOREX rate 2016/12 Q3(result) : US\$1=¥108.83 RMB1=¥16.52 EUR1=¥121.12 CHF1=¥110.65

2017/12 Q3(result) : US\$1=¥111.81 RMB1=¥16.44 EUR1=¥125.24 CHF1=¥113.94

FOREX sensitivity in O.P.(This represents the effect to operating profit if the exchange rate fluctuates by one yen)

2016/12 Q3(result) : (US\$) JPY 39million, (RMB) JPY minimal, (EUR) minimal, (CHF) minimal

2017/12 Q3(result) : (US\$) JPY 52million, (RMB) JPY 182million, (EUR) minimal, (CHF) minimal

Consolidated Results for the FY2017/12 Q3 by Business Segment (IFRS)

(JPY million)

Segment	Term	FY2016/12 Q3 result (A)	FY2017/12 Q3 result (B)	Variation (B)-(A)	FY2017/12 Full-year Plan (As of July 31, 2017)
Component Solutions (CMP)	Sales	59,272	81,449	22,177	103,600
	OP (OPM)	7,721 (13.0%)	15,011 (18.4%)	7,290 (5.4pt)	18,200 (17.6%)
Transport Solutions (TRS)	Sales	59,126	57,728	-1,398	80,600
	OP (OPM)	9,734 (16.5%)	6,924 (12.0%)	-2,810 (-4.5pt)	10,200 (12.7%)
Accessibility Solutions (ACB)	Sales	46,651	52,048	5,397	71,100
	OP (OPM)	4,904 (10.5%)	3,183 (6.1%)	-1,721 (-4.4pt)	5,800 (8.2%)
Manufacturing Solutions (MFR)	Sales	11,641	11,584	-57	17,700
	OP (OPM)	1,190 (10.2%)	1,192 (10.3%)	2 (0.1pt)	1,600 (9.0%)
Corporate or Elimination		-3,501	-4,695	-1,194	-7,400
Total	Sales	176,691	202,809	26,118	273,000
	(OPM)	20,047 (11.3%)	21,615 (10.7%)	1,568 (-0.6pt)	28,400 (10.4%)

Balance Sheet Summary (IFRS)

(JPY million)	2016/12 (as of December 31, 2016)	2017/12 Q3 (as of September 30, 2017)	Variation
Assets	256,973	289,321	32,348
(Cash and cash equivalents)	41,780	40,034	-1,746
(Trade receivable)	65,569	70,653	5,085
(Inventories)	32,704	40,716	8,012
(Tangible fixed assets)	63,155	69,213	6,058
Liabilities	101,070	119,923	18,854
(Bonds and borrowings)	16,949	27,525	10,576
Total equities	155,904	169,398	13,494
(Non-controlling interests)	7,974	8,831	857
Equity attributable to owners of parent	147,929	160,567	12,637

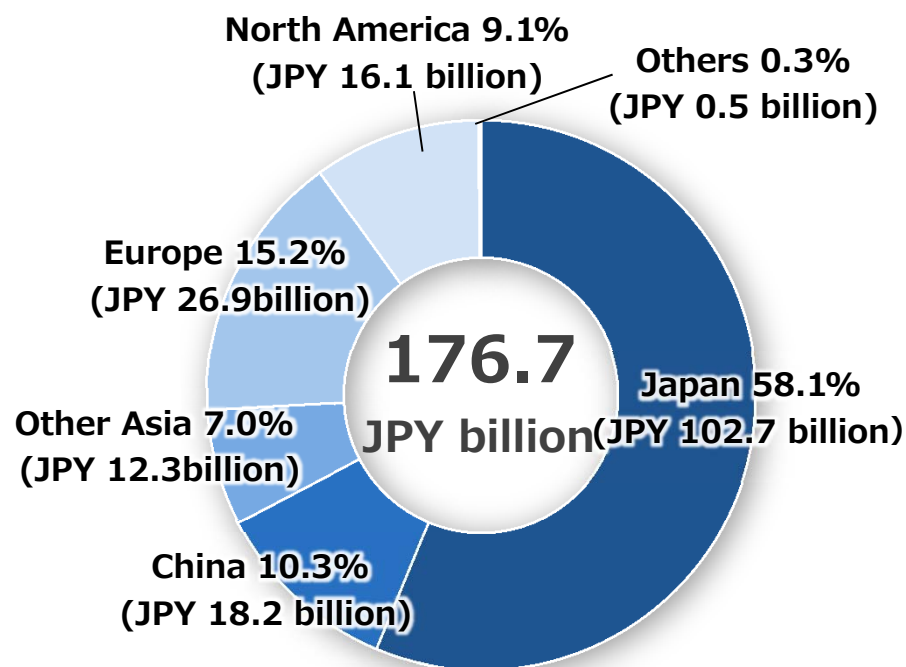
*Ratio of equity attributable to owners of parent:

57.6%

55.5%

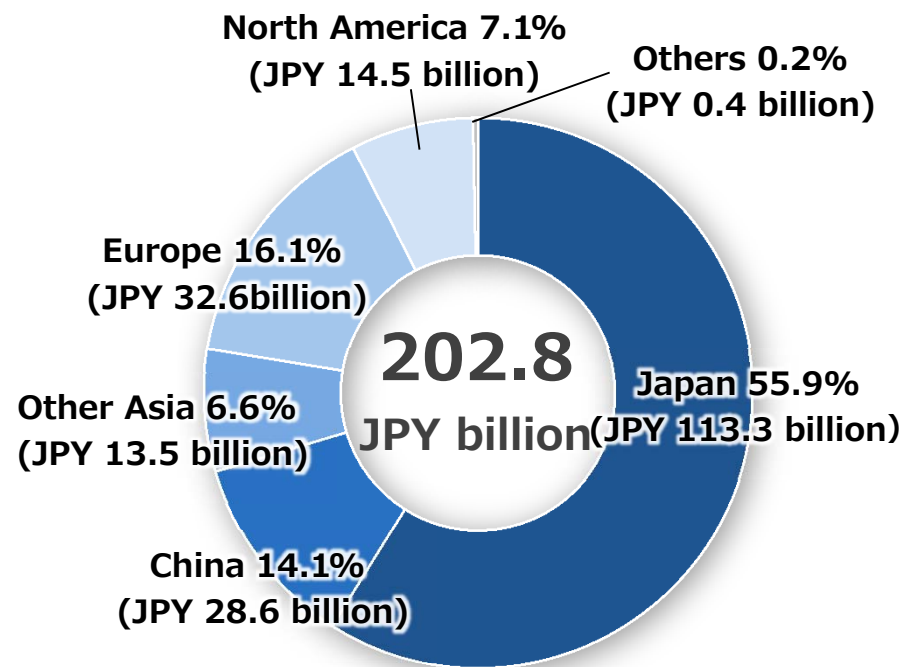
Sales by Geographic Segment

2016/12 Q3 Result



Overseas Sales	JPY 74.0 billion
Ratio	41.9%

2017/12 Q3 Result



Overseas Sales	JPY 89.5 billion
Ratio	44.1%

Appendix



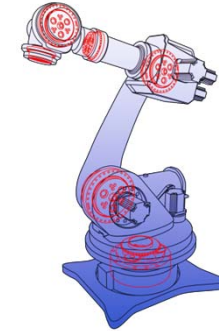
Main Products: Component Solutions Segment (CMP)

Precision Reduction Gears

■ Joints of Industrial Robots



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



■ Machine Tool ATCs

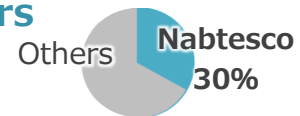
(ATC = Automatic Tool Changer)



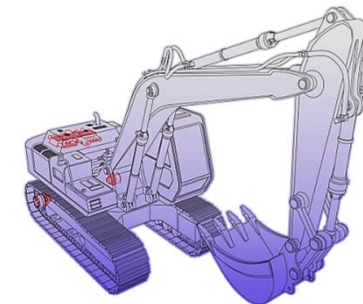
No.1
Approx. **60%**
domestic market share

Hydraulic Equipment

■ Traveling Unit for Hydraulic Excavators



No.1
Approx. **30%**
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



■ Door Operating Systems



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



Main Customers

■ Railroad Vehicle Equipment

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

■ Aircraft Equipment

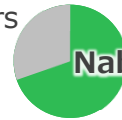
Boeing, KHI, MHI, IHI, Japanese Ministry of Defense, Airlines

Main Products: Transport Solutions Segment (TRS)

Commercial Vehicle Equipment

■ Wedge Chambers

Others



Nabtesco 70%

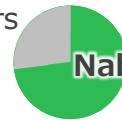
No.1

Approx. **70%** Domestic Market Share



■ Air Dryers

Others



Nabtesco 85%

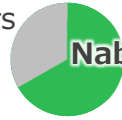
No.1

Approx. **85%** Domestic Market Share

Marine Vessel Equipment

■ 2ST Main Engine Control Systems

Others



Nabtesco 60%

No.1

Approx. **60%** Domestic Market Share
(Approx. 40% World Market Share)



Main Customers

■ Commercial Vehicle Equipment

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

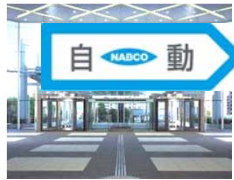
■ Marine Vessel Equipment

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

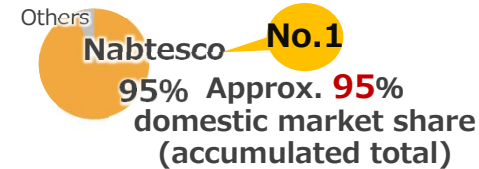
Main Products: Accessibility Solution Segment (ACB)

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

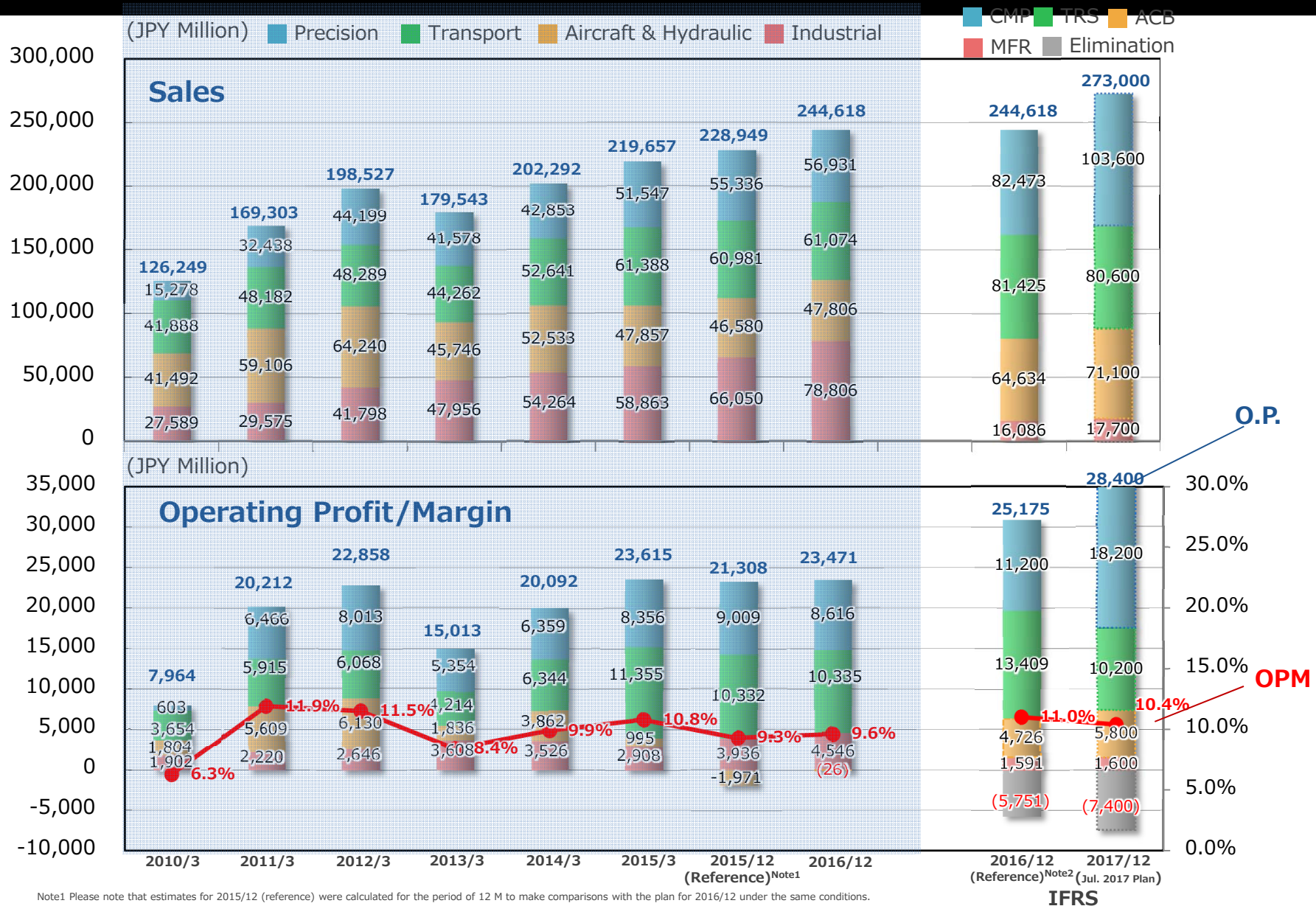


Main Customers

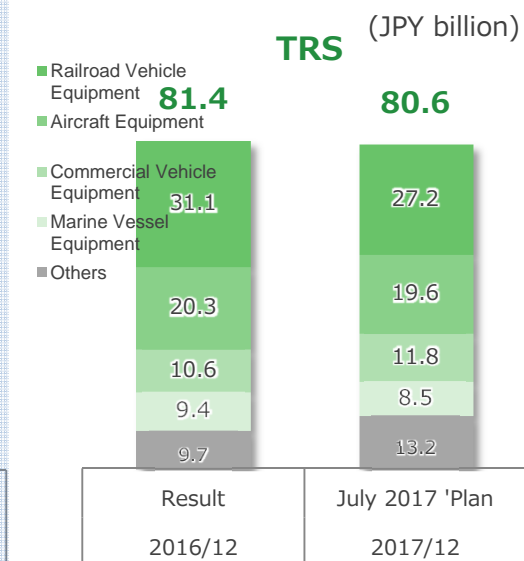
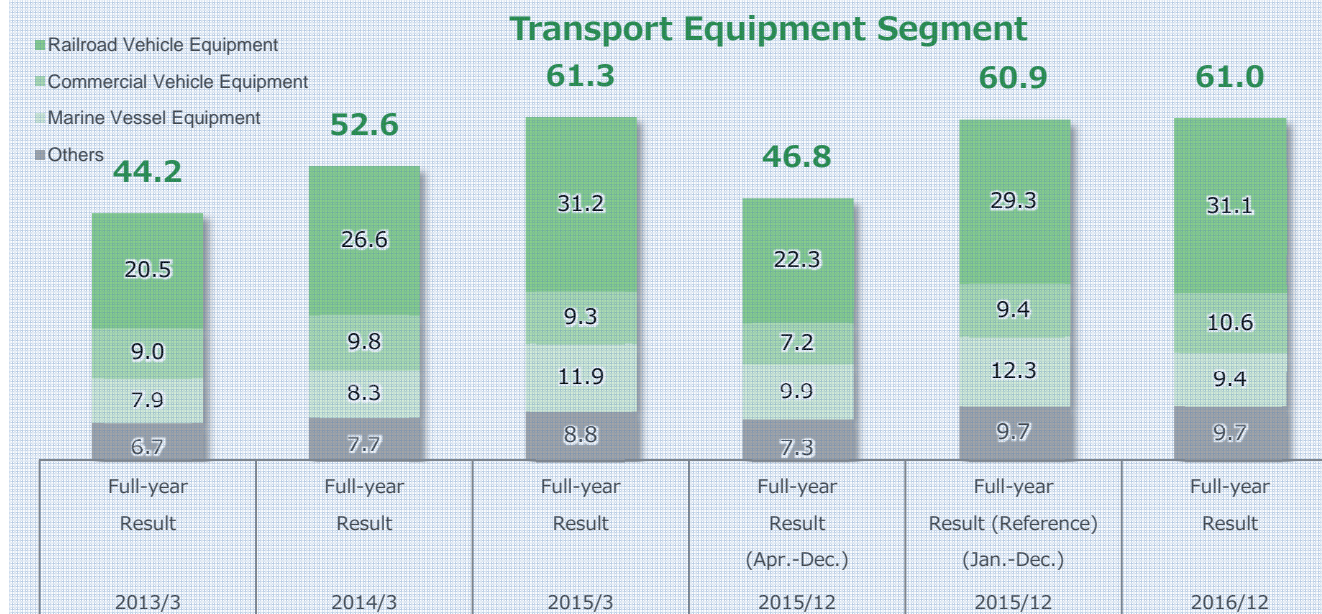
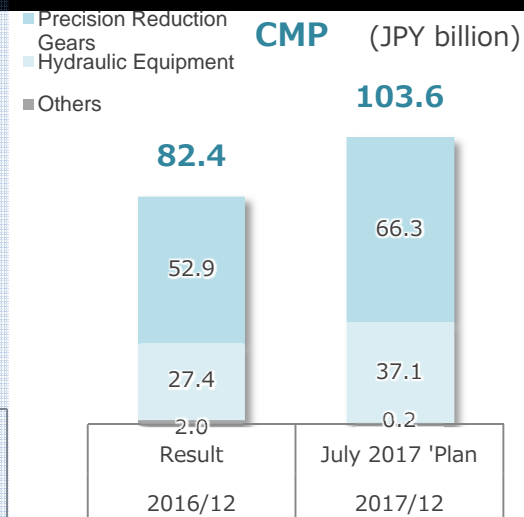
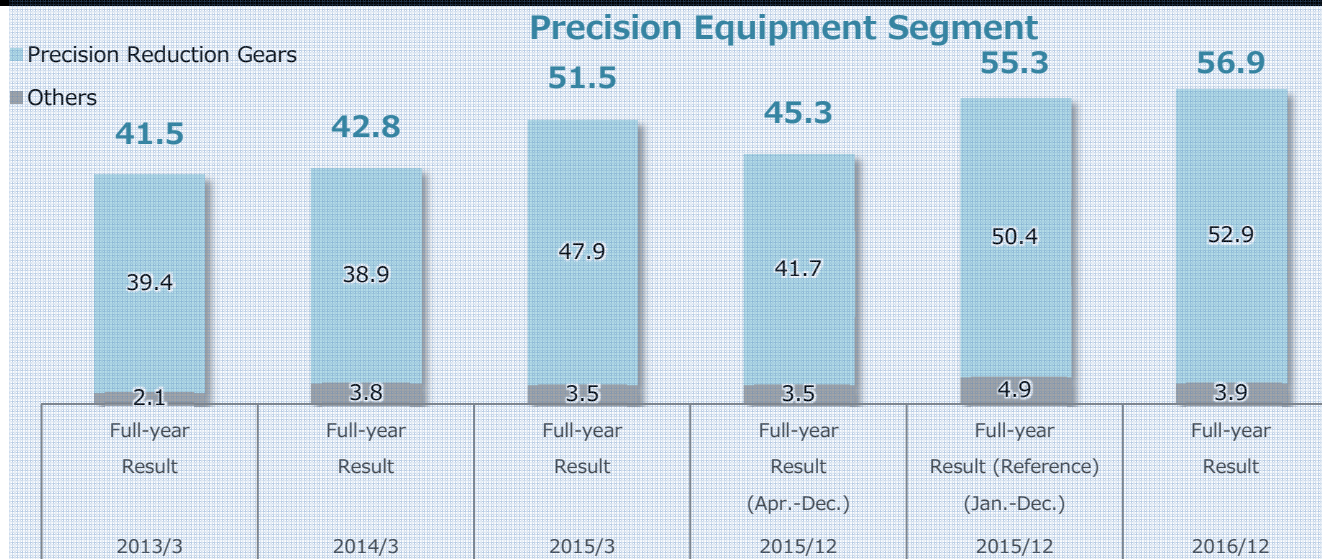
Packaging Machines

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

Result and Forecast for Sales and Operating Profit by Business Segment



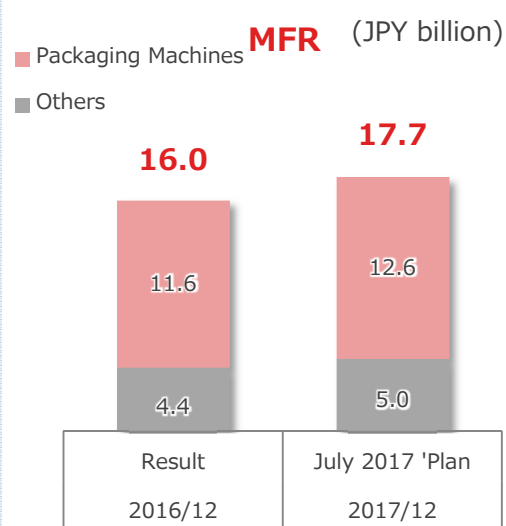
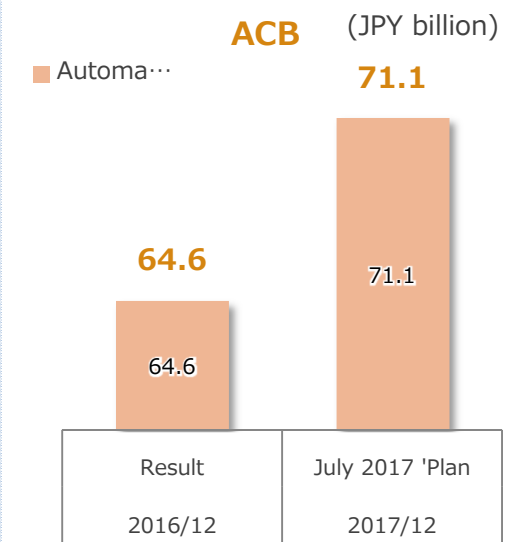
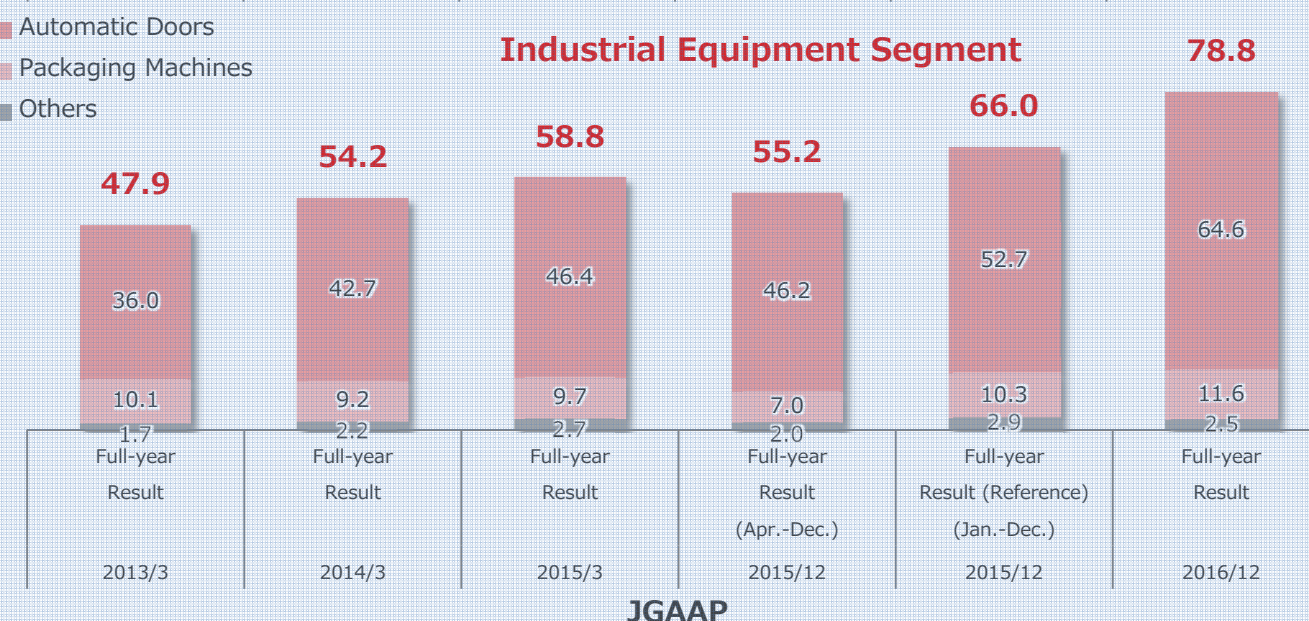
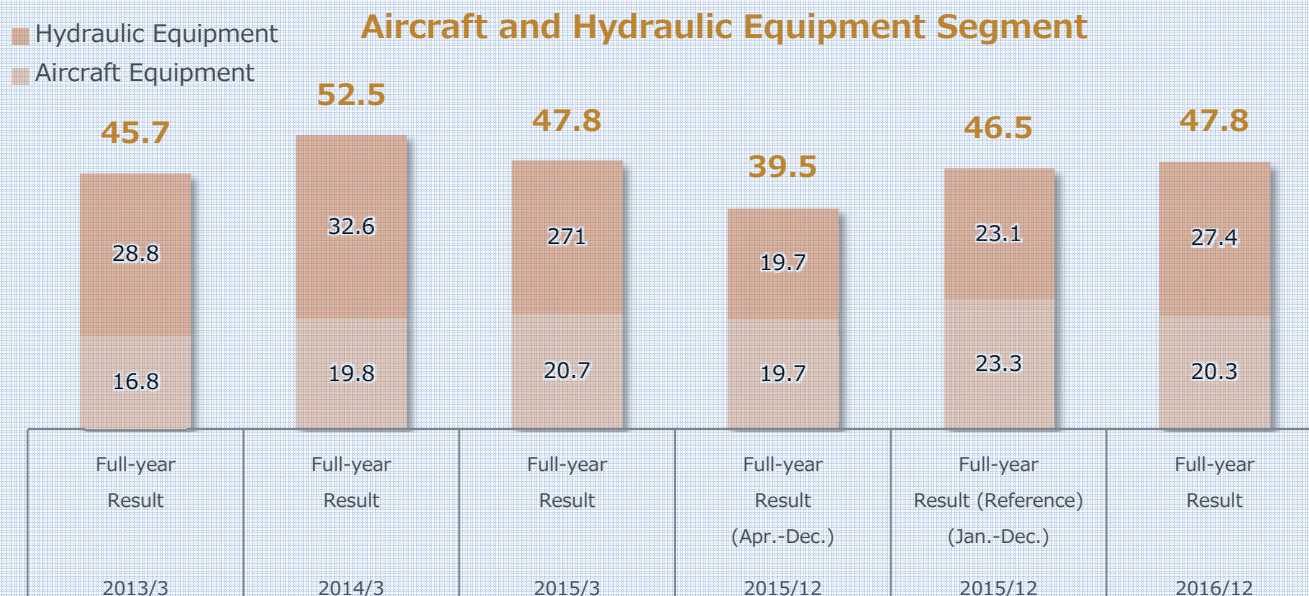
Sales by Business



JGAAP

IFRS

Sales by Business



JGAAP

IFRS

Nabtesco

moving it. stopping it.

