

Final Financial Result for the Fiscal Year Ended Nov.2012

January, 22. 2013



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Results for fiscal 2012 & Forecast for fiscal 2013

General overview of business performance

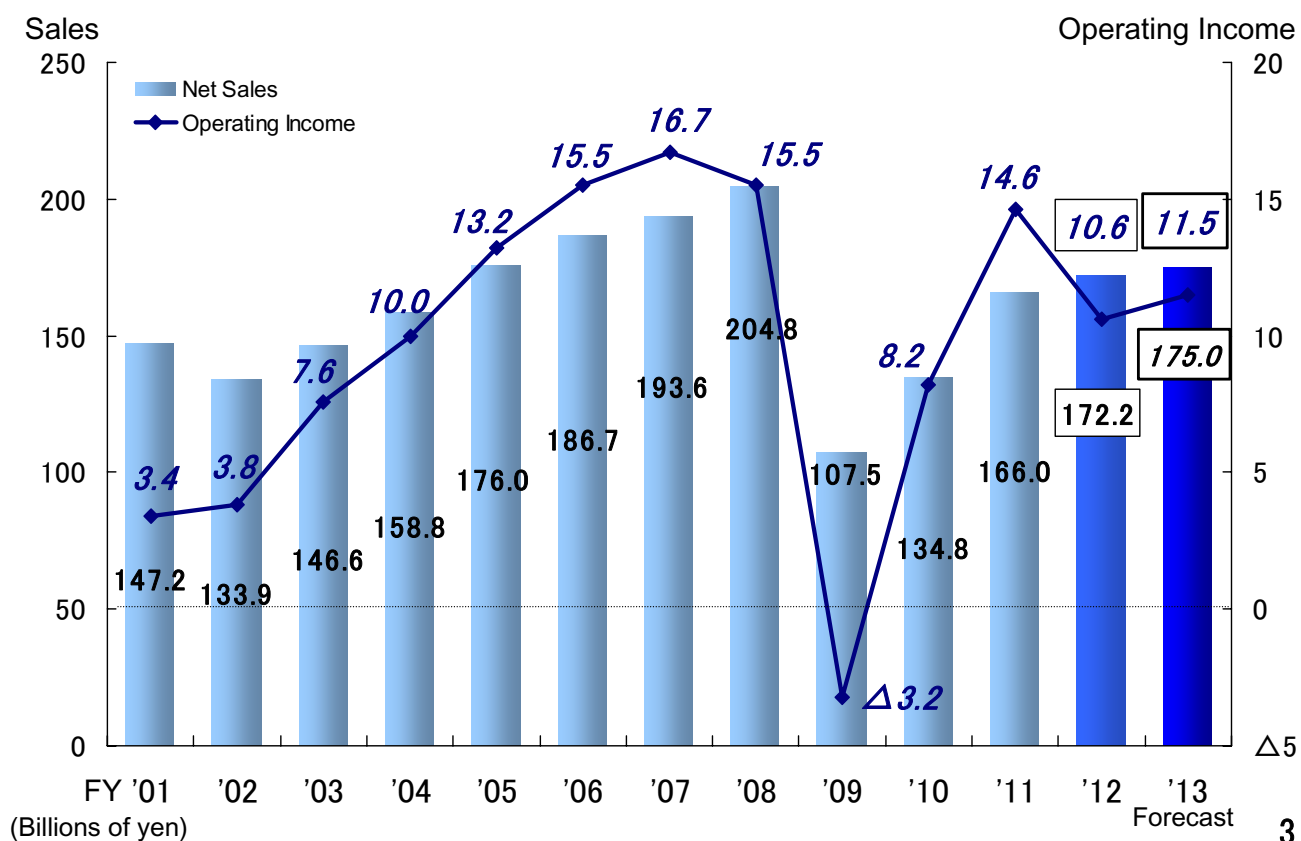
(Billion yen)

	Fiscal 2011		Fiscal 2012		Fiscal 2013 Forecast	
(Rate of increase)	(+23.2%)		(+3.8%)		(+1.6%)	
Net Sales	166.0		172.2		175.0	
(profit ratio on net sales) Operating Income	(8.8%)	14.6	(6.2%)	10.6	(6.6%)	11.5
Ordinary Income	(7.8%)	12.9	(5.3%)	9.1	(5.7%)	10.0
Net Income	10.0		4.5		6.0	
Dividend per share	6.0 yen		6.0 yen		6.0 yen	

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Historical Financial result and forecast

General overview of business performance



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Fiscal 2020, Sales Amount 400 billion yen
 「Challenge for a growth company,
 Become a manufacturer which give dreams」

1. Aim for tough business structure

- Improve productivity, decrease break-even point
- Promote Automation Skill-Less

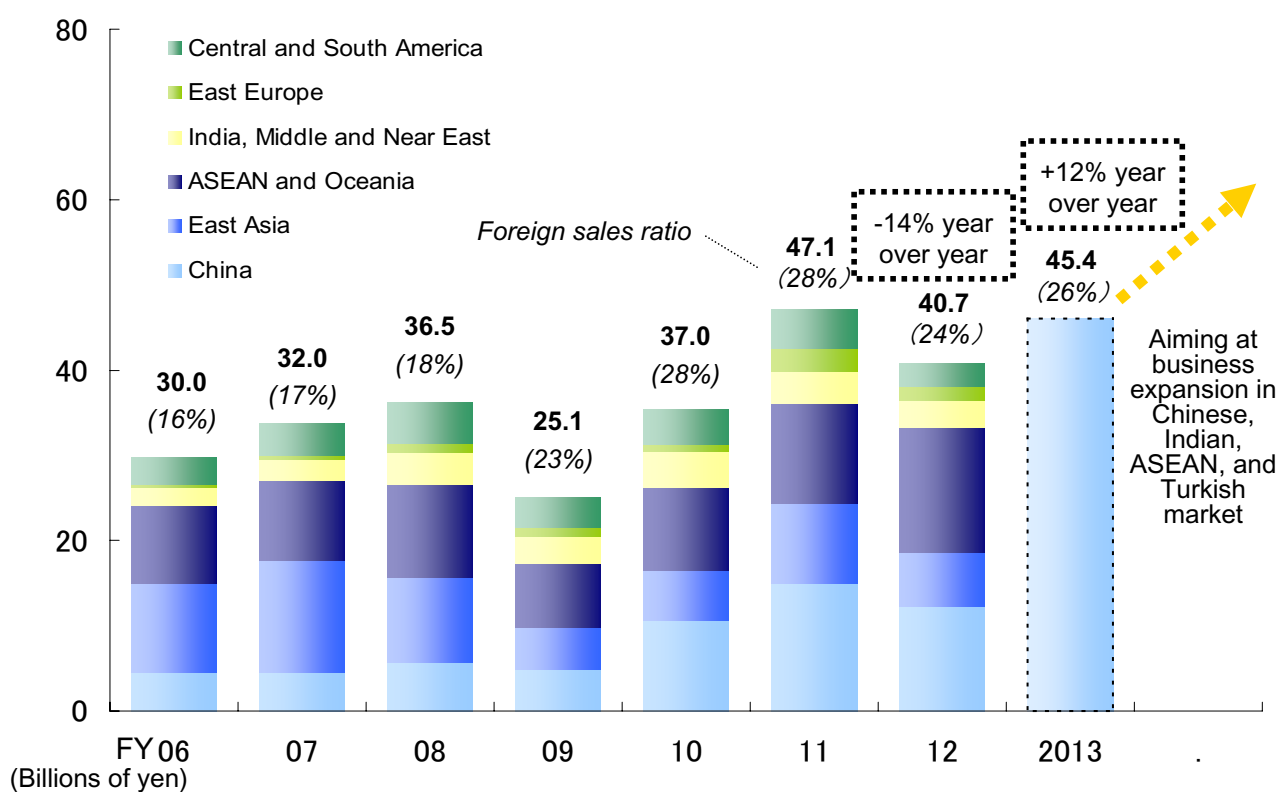
2. Build business bases in the emerging countries

- Production enhance in China, Expand products line-up
- Start Bearing production in India

3. Expand incoming order

- Import New Product
- Expand line-up of Hot-products

Sales trend in emerging countries



New China plant start production of Robotics (from Feb '13)

ONACHI (JIANGSU) INDUSTRIES CO.,LTD

Products: Hydraulic equipment for construction/Industrial machinery, Automotive, Precision Cutting Tools
+ Robots

○ Develop Robots to adapt China Market

Technical center (R&D, Showroom)



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Expand the products, Lineup



Super-high speed robot "SRA Series"

- Expand market share by Super-high speed robot for spot welding
- Import to Industrial machinery market



Flat Drills • Solid Carbide Drills

- Expand Sizes, Series, and obtain Market Share



Hidraulic Equipments for Construction / Industrial Machinery

- Equipments for 8-ton construction Machine
- Energy saving equipments

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Outline of Consolidated Financial Results for FY2012

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Consolidated Financial Highlights

2012 Results

(Billion yen)

	Fiscal 2011 (A)		Fiscal 2012 (B)		Year over year (%) (B)-(A)	
Net Sales	166.0		172.2		(+3.8%)	+6.2
(profit ratio on net sales) Operating Income	(8.8%)	14.6	(6.2%)	10.6	(-27.3%)	-4.0
Ordinary Income	(7.8%)	12.9	(5.3%)	9.1	(-29.4%)	-3.8
Extraordinary income	0		0			-0
Extraordinary loss	0.7		0.3			-0.3
Net Income	10.0		4.5		(-54.2%)	-5.4

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Consolidated Financial Data

2012 Results

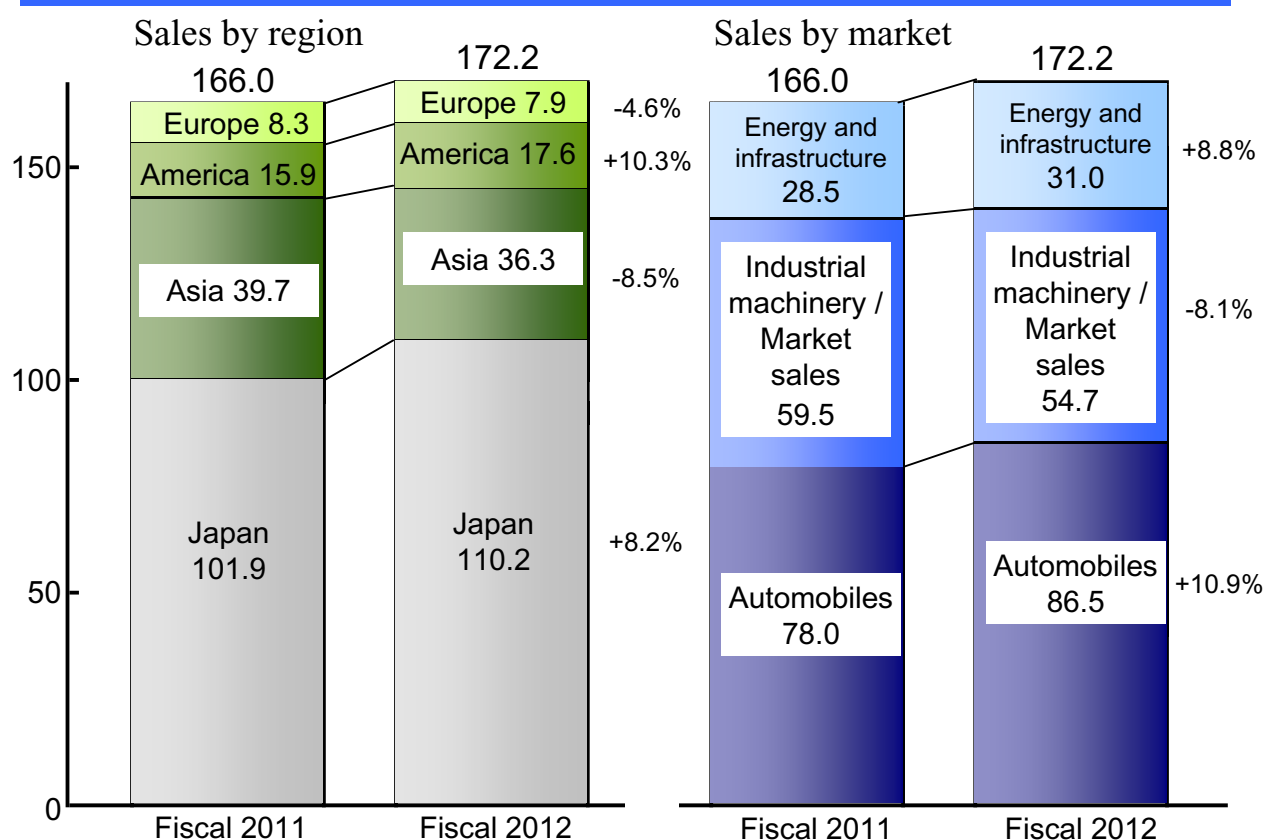
(Billion yen)

	Fiscal 2011 (A)	Fiscal 2012 (B)	Year over year (B) – (A)
Total Assets	179.7	187.1	+7.3
Stockholder's equity (stockholder's equity ratio)	(32.4%) 58.1	(33.1%) 61.9	+3.7
Interest-bearing debt (Net D/E ratio)	(0.7X) 55.7	(0.7X) 60.7	+5.0
Capacity investment	10.1	13.3	+3.1
Depreciation and amortization	9.5	10.1	+0.6
Number of employees	5,645	5,845	+200
Exchange rate (USD)	81 yen	78 yen	3 yen appreciation against USD
(Euro)	112 yen	102 yen	10 yen appreciation against EURO

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Sales by Region and Market segment

2012 Results

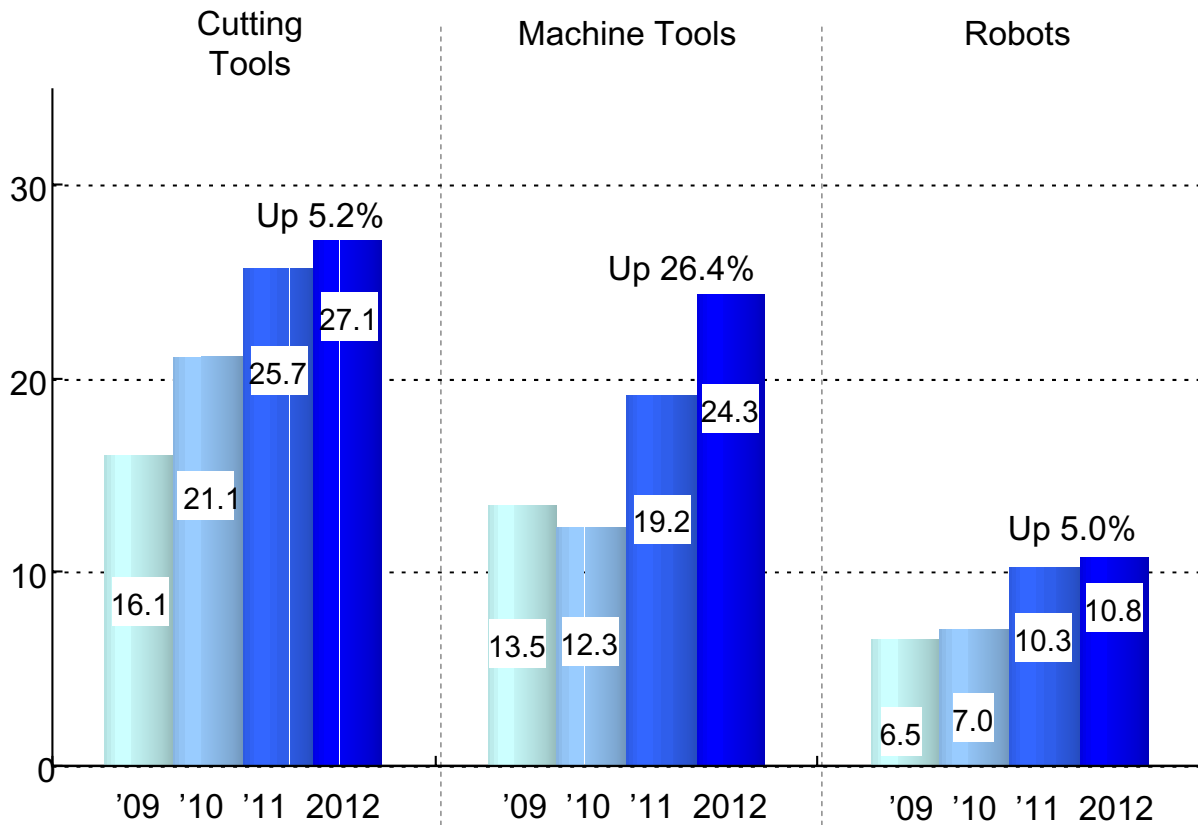


(Billions of yen)

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Sales by Business (Tools, Machinery & Robots)

2012 Results

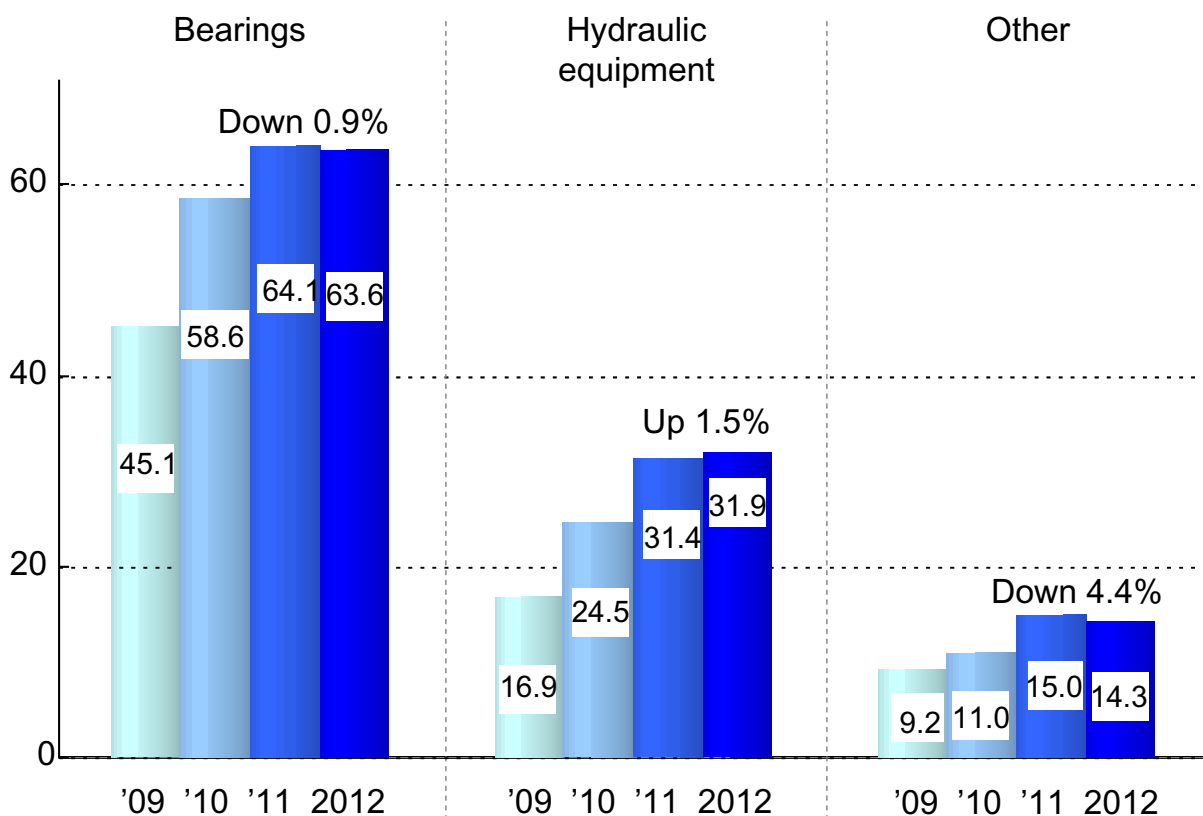


(Billions of yen)

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Sales by Business (Components and Others)

2012 Results



(Billions of yen)

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Sales and Operating Income by business segments 2012 Results

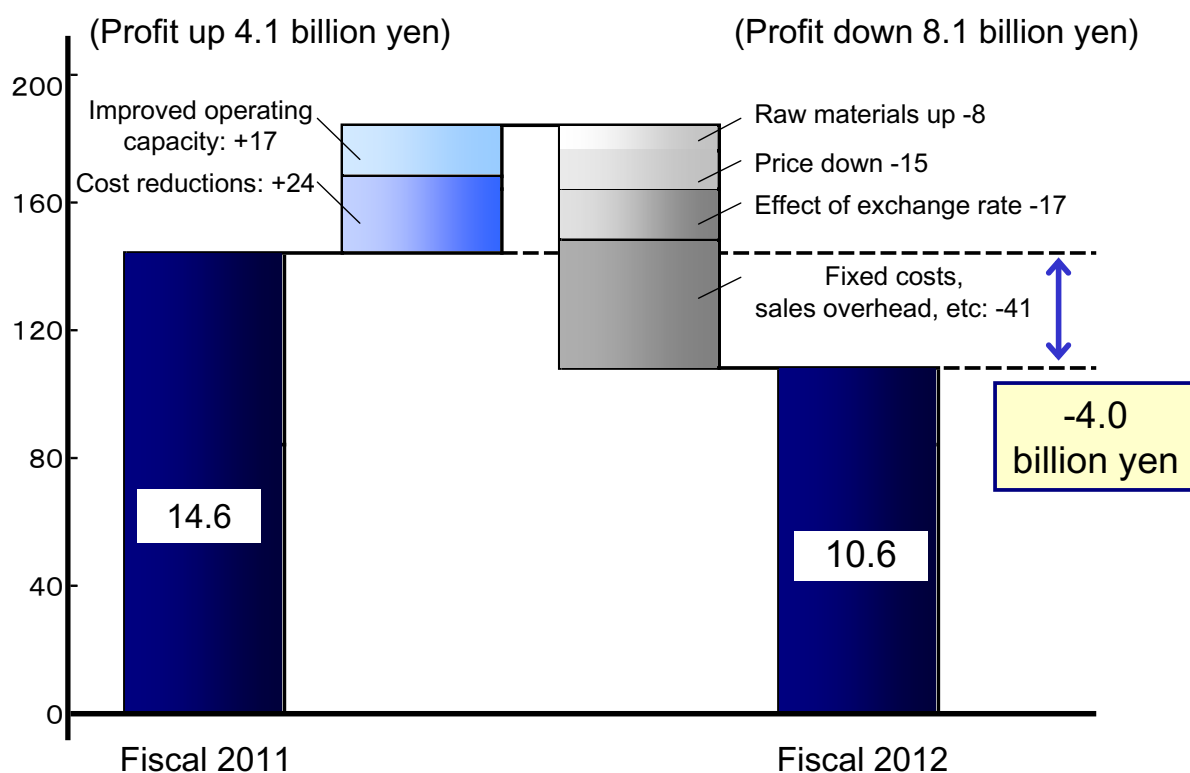
(Billion yen)

	Fiscal 2011 (A)	Fiscal 2012 (B)	Year over year (%) (B)–(A)	
Machinery & Tools				
Net Sales	55.4	62.3	(12.6%)	6.9
Operating Income	(8.1%) 4.4	(8.9%) 5.5	(22.6%)	1.0
Components				
Net Sales	95.6	95.5	(-0.1%)	-0
Operating Income	(8.3%) 7.9	(3.6%) 3.4	(-56.6%)	-44
Materials & Others				
Net Sales	15.0	14.3	(-4.4%)	-6
Operating Income	(15.0%) 2.2	(11.5%) 1.6	(-26.4%)	-5
Total Net Sales	166.0	172.2	(3.8%)	6.2
Total Operating Income	(8.8%) 14.6	(6.2%) 10.6	(-27.3%)	-4.0

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Factors for Change in Operating Income

2012 Results



(Billions of yen)

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Outlook for Fiscal 2013

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Outlook for Fiscal 2013

2013 Forecast

(Billion yen)

	Fiscal 2012 (A)		Fiscal 2013 Forecast (B)		Year over year (%) (B)-(A)	
Net Sales		172.2		175.0	(+1.6%)	+2.7
(profit ratio on net sales) Operating Income	(6.2%)	10.6	(6.6%)	11.5	(+8.1%)	+0.8
Ordinary Income	(5.3%)	9.1	(5.7%)	10.0	(+9.8%)	+0.8
Extraordinary income		0		0		-0.0
Extraordinary loss		0.3		0		-0.3
Net Income		4.5		6.0	(+30.8%)	+1.4

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Outlook for Consolidated Financial Data Fiscal 2013 **2013 Forecast**

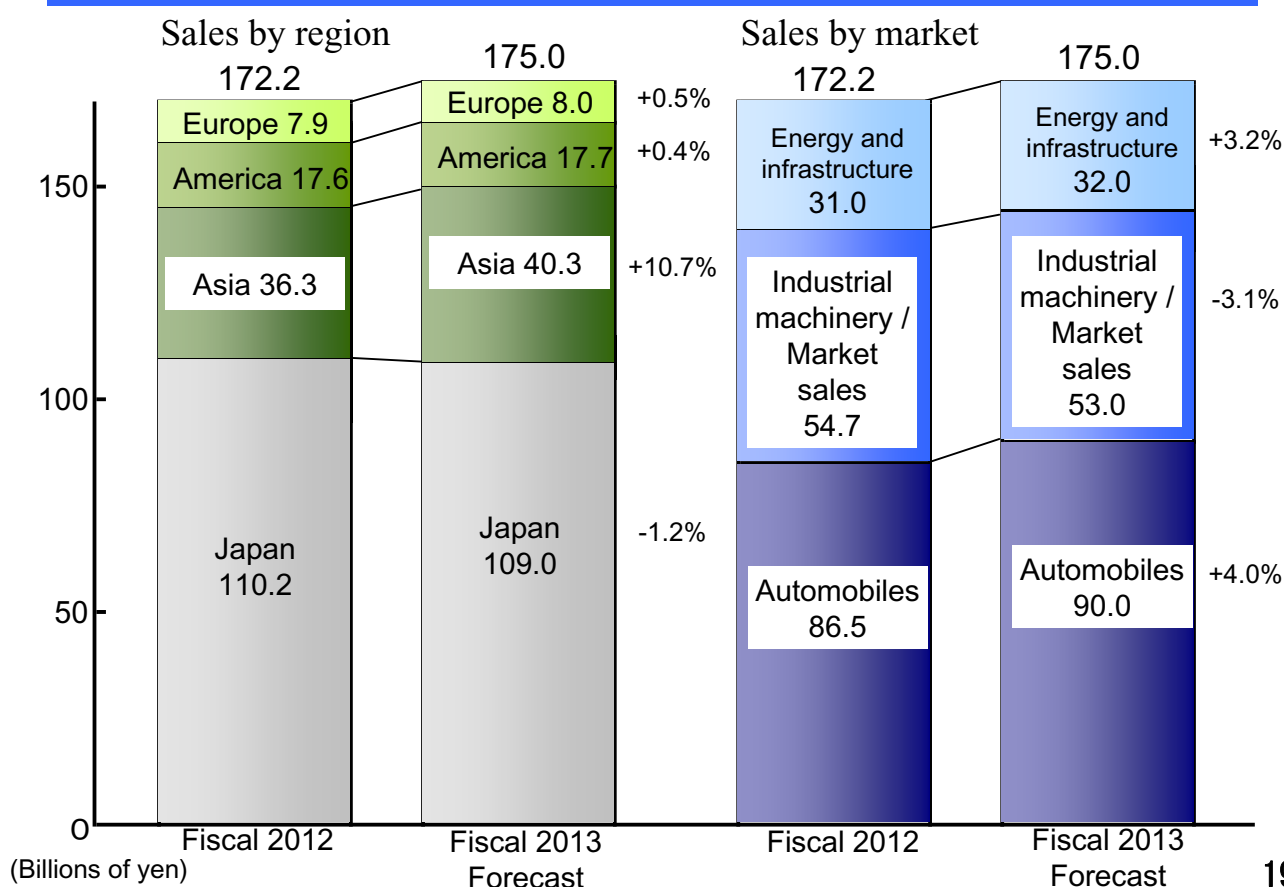
(Billion yen)

	Fiscal 2012 (A)		Fiscal 2013 (B)		Year over year (B) – (A)
Total Assets	187.1		195.0		+7.8
Stockholder's equity (stockholder's equity ratio)	(33.1%)	61.9	(34.5%)	67.2	+5.3
Interest-bearing debt (Net D/E ratio)	(0.7X)	60.7	(0.6X)	66.5	+5.7
Capacity investment	13.3		10.0		+3.3
Depreciation and amortization	10.1		10.3		+0.1
Number of employees	5,845		5,850		+5
Exchange rate (USD) (Euro)	78 yen 102 yen		85 yen 110 yen		6 yen depreciation against USD 7 yen depreciation against EURO

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Sales by Region and Market segment

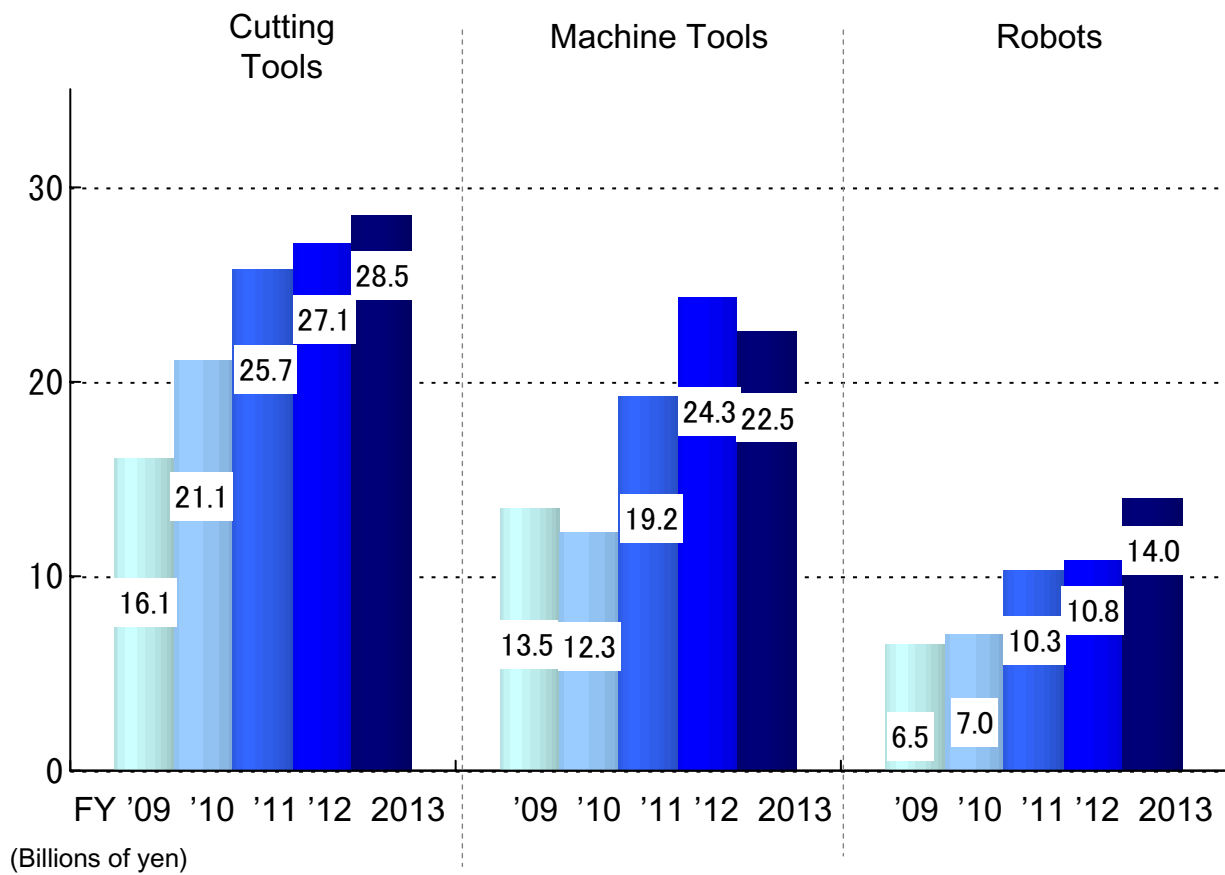
2013 Forecast



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Sales by Business (Tools, Machinery & Robots)

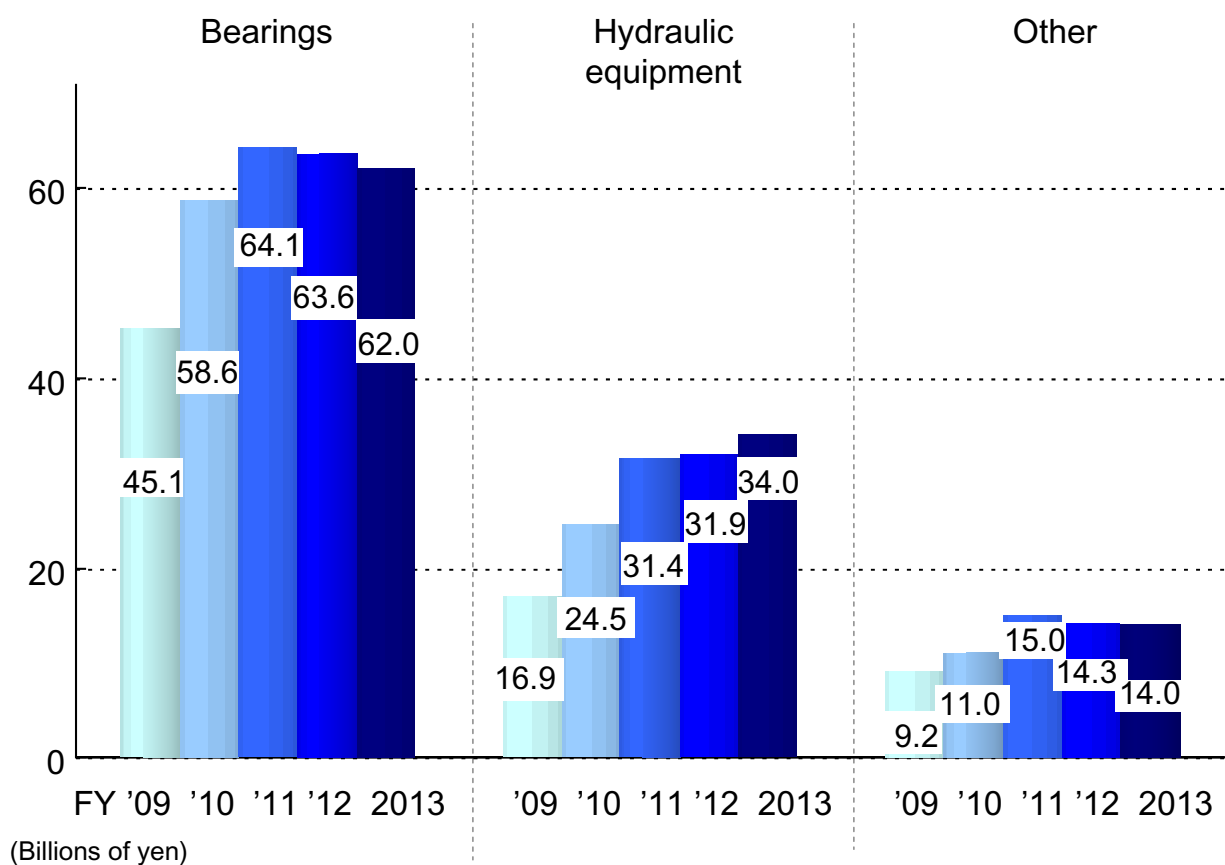
2013 Forecast



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Sales by Business (Components and Others)

2013 Forecast



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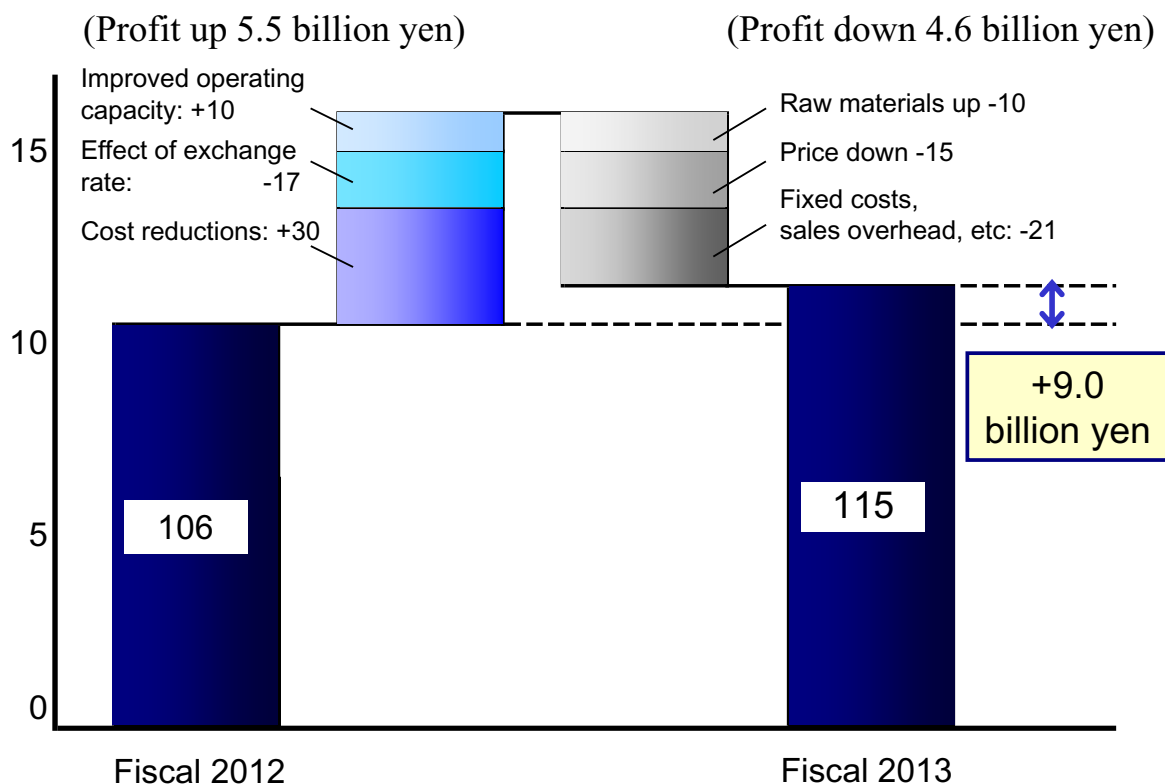
Sales and Operating Income by business segments 2013 Forecast

(Billion yen)

	Fiscal 2012 (A)	Fiscal 2013 Forecast (B)	Year over year (%) (B)–(A)	
Machinery & Tools				
Net Sales	62.3	65.0	(+4.2%)	+2.6
Operating Income	(8.9%) 5.5	(9.8%) 6.4	(+16.2%)	+0.8
Components				
Net Sales	95.5	96.0	(+0.5%)	+0.4
Operating Income	(3.6%) 3.4	(4.3%) 4.1	(+19.4%)	+0.6
Materials & Others				
Net Sales	14.3	14.0	(-2.4%)	-0.3
Operating Income	(11.5%) 1.6	(7.1%) 1.0	(-39.5%)	-0.6
Total Net Sales	172.2	175.0	(+1.6%)	+2.7
Total Operating Income	(6.2%) 10.6	(6.6%) 11.5	(+8.1%)	+0.8

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Factors for Change in Operating Income 2013 Forecast

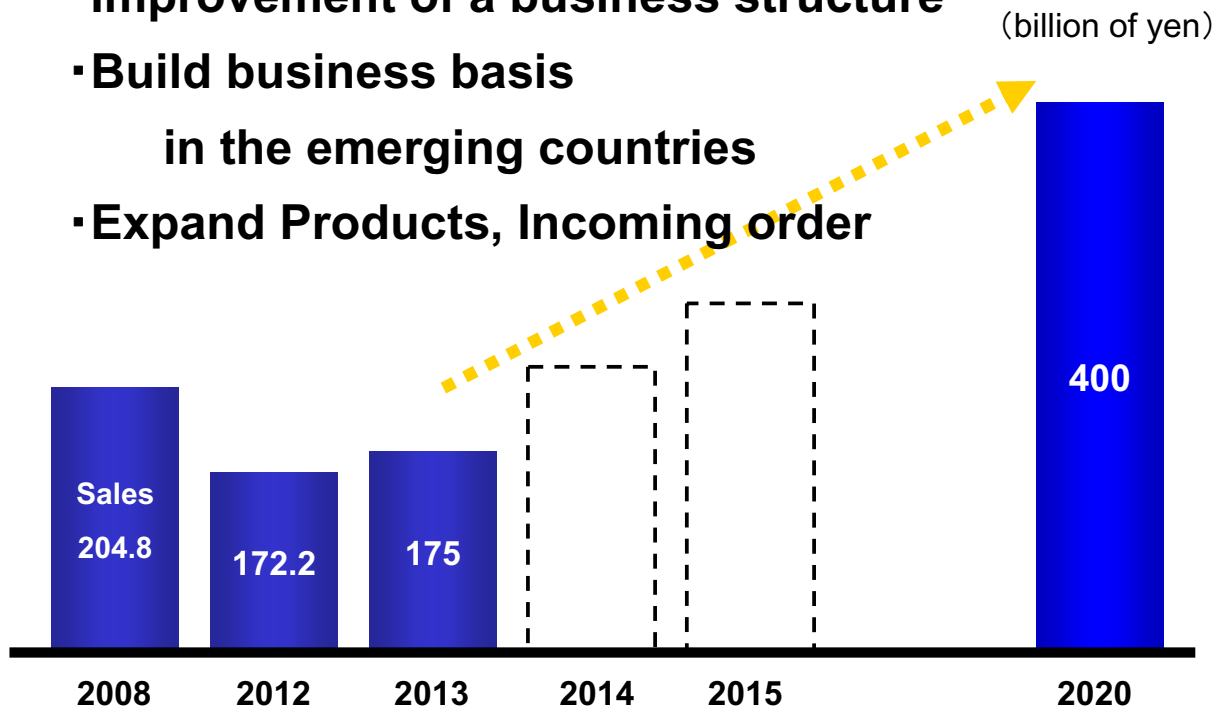


(Billions of yen)

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○ Year 2013, to achieve our long-term vision,

- Improvement of a business structure
- Build business basis
in the emerging countries
- Expand Products, Incoming order



NACHI

<http://www.nachi-fujikoshi.co.jp/>

The future business prospects, business plans and other matters described in this document have been worked out based on certain assumptions including the current economic environment, business policy and other factors. Please understand, therefore, that the actual business performance can be different from this prospective performance due to various factors including fluctuations in demands and exchanges.