

**Financial Results for the Nine Months Ended December 31, 2018**  
**[Japanese Accounting Standards] (Consolidated)**  
**(Unaudited)**

February 1, 2019

NTN Corporation  
 Security Code: 6472  
 Listings: Tokyo Stock Exchanges  
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 Scheduled commencement date of dividend payment: -  
 Supplementary material of the financial results: Prepared  
 Investor meeting: Scheduled

1. Consolidated Financial Results for the nine months ended December 31, 2018  
 (April 1, 2018 to December 31, 2018)

(Amounts rounded down to the nearest million yen)

(1) Operating Results (Percentage figures represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income attributable to shareholders (parent company)	
	million yen	%	million yen	%	million yen	%	million yen	%
Nine months ended December 31, 2018	552,104	0.7	20,755	-23.4	16,612	-25.3	9,082	-34.1
Nine months ended December 31, 2017	548,454	10.1	27,112	9.2	22,242	3.5	13,779	41.9

Note: comprehensive income: Nine months ended December 31, 2018 : 966 million yen (-97.3 %)  
 Nine months ended December 31, 2017 : 35,863 million yen (215.5%)

	Net income per share	Diluted net income per share
	yen	Yen
Nine months ended December 31, 2018	17.10	—
Nine months ended December 31, 2017	25.95	—

(2) Financial Position

	Total assets	Net assets	Shareholders' equity ratio
	million yen	million yen	%
Nine months ended December 31, 2018	851,121	262,201	28.9
Year ended March 31, 2018	839,427	269,759	30.2

Note: Shareholders' equity Nine months ended December 31, 2018 : 245,898 million yen  
 Year ended March 31, 2018 : 253,403 million yen

2. Dividends

(Record date)	Dividends per share				
	at 1st quarter end	at 2nd quarter end	at 3rd quarter end	at fiscal year end	Total
	yen	yen	yen	yen	yen
Year ended March 31, 2018	—	7.50	—	7.50	15.00
Year ending March 31, 2019	—	7.50			
Year ending March 31, 2019 (forecast)			—	7.50	15.00

Notes: Adjustment from the previously published forecast of dividends: None  
 Details of dividends

At 2<sup>nd</sup> quarter end, year ended March 31, 2018:  
 Ordinary dividend of 5.00 yen, Commemorative dividend of 2.50 yen  
 At fiscal year end, year ended March 31, 2018:  
 Ordinary dividend of 5.00 yen, Commemorative dividend of 2.50 yen

### 3. Forecast of Consolidated Earnings for the Year Ending March 31, 2019 (April 1, 2018 to March 31, 2019)

(Percentage figures represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income attributable to shareholder (parent company)		Net income per share
	million yen	%	million yen	%	million yen	%	million yen	%	yen
Full year	750,000	0.8	35,000	-11.6	29,000	-7.2	15,000	-26.4	28.24

Notes: Adjustment from the previously published forecast of earnings: None

#### \* Notes to consolidated financial statements

(1) Significant changes in subsidiaries during the period (Scope of consolidation): None

(2) Adoption of accounting method specific to the preparation of consolidated quarterly financial statements: Adopted

(Note) For further details, refer to “(4) Notes to Consolidated Financial Statements” (Adoption of Accounting Method Specific to the Preparation of Quarterly Consolidated Financial Statements) in “2.Consolidated Financial Statements” on page 9 of Attached Documents.

(3) Changes in accounting principles and accounting estimates and retrospective restatement

- 1) Changes in accounting principles due to amendment to accounting standards: None
- 2) Changes other than above: None
- 3) Changes in accounting estimates: None
- 4) Retrospective restatement: None

(4) Number of shares issued and outstanding (Common stock)

1) Number of shares issued and outstanding at end of the period (treasury stock included):

Nine months ended December 31, 2018: 532,463,527 shares  
 Year ended March 31, 2018: 532,463,527 shares

2) Number of treasury stock at end of the period:

Nine months ended December 31, 2018: 1,320,198 shares  
 Year ended March 31, 2018: 1,405,959 shares

3) Average number of shares outstanding during the quarter:

Nine months ended December 31, 2018: 531,096,533 shares  
 Nine months ended December 31, 2017: 531,064,737 shares

\* This financial results report for the first quarter is exempt from quarterly review.

#### \* Notes

All descriptions about the future of the Company contained herein including earnings forecasts are prepared on the basis of data and information currently in our possession as well as certain assumptions that are deemed reasonable, and therefore are not meant to have us committed to their achievement. Various factors may cause actual results to substantially differ from those described herein. Please refer to page 3 of attached document.

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## 1. Qualitative Information of Consolidated Financial Statements for the Nine Months ended December 31, 2019

### (1) Explanation regarding Consolidated Operating Results

During the nine months ended December 31, 2018 (April 1, 2018 to December 31, 2018), the Japanese economy continued to recover moderately mainly due to improvements in the employment and income environment, but there was an impact on the economy from a series of natural disasters in some areas. Overseas, the U.S. economy remained strong despite concerns and uncertainty over the future outlook due to trade issues. European economy continued to recover at a moderate pace despite the effects of policy uncertainty. In addition, the Chinese economy had started slow-down in growth due to the impact of trade friction with the U.S. and other factors, and the economies of other emerging countries showed signs of weakness in some areas, although a gradual recovery continued.

In this environment, under the three-year Medium-term Management Plan "DRIVE NTN100" started in April 2018, the NTN Group will work on "Developing innovative technologies, products, and services," "Variable cost reformation" and "Achieving the world's highest productivity and quality and improved efficiency in asset management" by integrating latest digital technologies into the management resources that NTN has cultivated. Promoting the various initiatives to realize them, NTN will accelerate the transformation of business structure.

Net sales for the cumulative period of the current third quarter totaled 552,104 million yen (year-on-year increase of 0.7%). In terms of income, operating income was 20,755 million yen (year-on-year decrease 23.4%) and ordinary income was 16,612 million yen (year-on-year decrease 25.3%). Net quarterly income attributable to shareholder (parent company) was 9,082 million yen (year-on-year decrease of 34.1%) as a result of recording 2,091 million yen of the loss related Anti-monopoly act and 220 million yen of the loss on sales of stock of a consolidated subsidiary.

Operating results by reporting segment (company location) were as follows:

#### (1) Japan

Sales in aftermarket applications increased in industrial machinery aftermarket applications. Sales in industrial machinery applications increased mainly for construction machinery and machine tools. Sales in automotive applications increased mainly due to an increase in customer demand. As a result, net sales were 267,278 million yen (year-on-year increase of 3.1%) and segment income was 1,862 million yen (year-on-year decrease of 73.4%) due to mainly an increase in steel prices and fixed costs, etc., despite the effects of an increase of sales.

#### (2) Americas

Sales in aftermarket applications increased in industrial aftermarket applications and automotive aftermarket applications. Sales in industrial machinery applications increased mainly for wind turbines. Sales in automotive applications increased mainly due to an increase in customer demand. As a result, net sales were 147,865 million yen (year-on-year increase of 1.0%). Segment income was 2,745 million yen (year-on-year decrease of 49.0%) due to the increase in steel prices, tariff rates, and the increase in fixed costs, despite the effects of increased sales, etc.

#### (3) Europe

Sales in aftermarket applications increased in industrial machinery aftermarket applications. Sales in industrial machinery applications increased mainly for use in aircraft. Sales in automotive applications decreased mainly because customer demand decreased due to response to new emissions regulations. As a whole, net sales were 136,287 million yen (year-on-year decrease of 1.4%). Segment loss was 202 million yen (the same period of the previous year, 502 million yen of segment income) due to a decrease in sales and an increase in the price of steel.

#### (4) Asia and other areas

Sales in aftermarket applications increased in industrial aftermarket applications and automotive aftermarket applications. Sales in industrial machinery applications increased mainly for construction machinery, but sales in automotive applications decreased mainly due to reduction of customer demand caused by the slowdown in the Chinese market. As a whole, net sales were 119,924 million yen (year-on-year decrease of 1.5%) and segment income was 13,774 million yen (year-on-year decrease of 4.7%) mainly due to the decrease in sales.

Operating results by business sector were as follows.

(1) Aftermarket applications

Net sales were 89,245 million yen (year-on-year increase of 4.8%) due to an increase in industrial machinery aftermarket applications. Operating income was 11,298 million yen (year-on-year increase of 10.5%) mainly due to the effect of increased sales.

(2) Industrial machinery applications

Net sales were 92,444 million yen (year-on-year increase of 6.2%) due to the expansion of customer demand for construction machinery and wind power turbines. Operating income was 2,294 million yen (year-on-year increase of 49.8%) mainly due to the effect of increased sales.

(3) Automotive applications

Net sales were 370,414 million yen (year-on-year decrease of 1.6%) due to a decrease in customer demand. Operating income was 7,162 million yen (year-on-year decrease of 53.4%) due to the increase in steel prices, the increase in tariff rates in the U.S., and the increase in fixed cost.

(2) Explanation regarding Consolidated Financial Position

(Assets, Liabilities, and Net assets)

Total current assets increased 2,815 million yen (up 0.6 %) from the previous consolidated fiscal year end to 454,540 million yen. This was due principally to an increase of 10,983 million yen of finished goods and purchased goods, 6,023 million yen of work in process, 5,042 million yen of electronically-recorded monetary claims and decrease of 16,800 million yen of notes and accounts receivable-trade and 3,044 million yen of cash and cash equivalents. Total fixed assets increased 8,880 million yen (up 2.3 %) from the previous consolidated fiscal year end to 396,581 million yen. The major factors were an increase of 5,121 million yen in intangible fixed assets and 3,538 million yen in deferred tax assets. As a result, total assets increased 11,694 million yen (up 1.4 %) from the previous consolidated fiscal year end to 851,121 million yen.

Total current liabilities decreased 13,438 million yen (down 4.2 %) from the previous consolidated fiscal year end to 302,987 million yen. This was due principally to decrease of 9,440 million yen in notes and accounts payable-trade and 4,783 million yen of short-term loan payable. Fixed liabilities increased 32,691 million yen (up 12.9 %) from the previous consolidated fiscal year end to 285,932 million yen, due principally to an increase of 34,019 million yen in long-term loans. As a result, total liabilities increased 19,253 million yen (up 3.4 %) from the previous consolidated fiscal year end to 588,920 million yen.

Total net assets decreased 7,558 million yen (down 2.8 %) from the previous consolidated fiscal year end to 262,201 million yen. This was mainly due to an decrease of 4,382 million yen in net unrealized holding gain on other securities, decrease of 4,100 million yen in foreign currency translation adjustments.

(Cash flows)

Net cash provided by operating activities was 25,962 million yen (year-on-year decrease of 17,075 million yen, or down 39.7 %). Major items included proceeds from depreciation and amortization of 29,051 million yen, income before income taxes and equity in earnings of affiliated companies of 14,300 million yen and expenditure for increase in inventories of 22,953 million yen.

Net cash provided by investing activities was 47,425 million yen (year-on-year increase of 9,771 million yen, or up 25.9 %). This was mainly due to expenditure for purchase of property, plant and equipment of 30,230 million yen and purchase of intangible fixed assets of 9,179 million yen.

Net cash provided by financing activities was 20,312 million yen (year-on-year expenditure of 10,827 million yen). This was mainly due to 50,849 million yen in proceeds from long-term loans and an expenditure of 34,530 million yen in repayment of long-term loans

After adding an decrease of 1,821 million yen in translation adjustments, cash and cash equivalents as of the end of the 3rd quarter of the consolidated accounting period under review came to 83,116 million yen, an decrease of 2,970 million yen (down 3.4 %) from the previous consolidated fiscal year end.

(3) Explanation regarding Information on Future Forecast, including Forecast of Consolidated Earnings

The Company has made no modification to the consolidated earnings forecast announced on October 31, 2018.

## 2. Consolidated Financial Statements for the Nine Months

### (1) Balance Sheets

(In million yen)

	As of Mar. 31, 2018	As of Dec. 31, 2018
<b>Assets</b>		
Current assets		
Cash and bank deposits	88,683	85,639
Notes and accounts receivable-trade	143,692	126,892
Electronically-recorded monetary claims	5,744	10,786
Finished goods & purchased goods	96,468	107,451
Work in process	49,478	55,501
Raw materials & supplies	33,791	38,005
Short-term loans receivable	76	70
Other	34,798	31,160
Allowance for doubtful accounts	-1,008	-966
Total current assets	451,725	454,540
Fixed assets		
Property, plant and equipment		
Buildings and structures, net	82,981	82,529
Machinery, equipment and vehicles, net	143,246	139,939
Other, net	61,831	64,583
Total property, plant and equipment	288,059	287,052
Intangible fixed assets	25,044	30,165
Investments and other assets		
Investment securities	59,233	59,720
Deferred tax assets	11,881	15,419
Other	3,719	4,448
Allowance for doubtful accounts	-236	-225
Total investments and other assets	74,598	79,362
Total fixed assets	387,701	396,581
<b>Total assets</b>	<b>839,427</b>	<b>851,121</b>

(In million yen)

	As of Mar. 31, 2018	As of Dec. 31, 2018
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable-trade	69,716	60,276
Electronically-recorded monetary claims	64,112	71,946
Short-term loans	118,932	114,194
Accrued income taxes	3,887	2,425
Accrued bonuses for directors and statutory auditors	176	123
Other	59,600	54,021
Total current liabilities	316,425	302,987
Long-term liabilities		
Bonds	30,000	30,000
Long-term loans	171,900	205,919
Reserve for product defect compensation	1,491	1,234
Liabilities for retirement benefits	40,393	40,643
Other	9,456	8,135
Total long-term liabilities	253,241	285,932
Total liabilities	569,667	588,920
<b>Net assets</b>		
Shareholders' equity		
Common stock	54,346	54,346
Additional paid-in capital	67,970	67,970
Retained earnings	127,886	128,994
Treasury stock	-816	-789
Total shareholders' equity	249,387	250,522
Accumulated other comprehensive income		
Net unrealized holding gain on other securities	16,380	11,998
Translation adjustments	-4,681	-8,781
Accrued retirement benefits adjustments	-7,683	-7,842
Total accumulated other comprehensive income	4,015	-4,624
Non-controlling shareholders' equity	16,356	16,302
Total net assets	269,759	262,201
Total liabilities and net assets	839,427	851,121

(2) Consolidated Statement of Operation and Consolidated Statement of Comprehensive Income  
(Consolidated Income Statements)

(In million yen)

	Nine months ended Dec. 31, 2017 <small>(Apr. 1, 2017 – Dec. 31, 2017)</small>	Nine months ended Dec. 31, 2018 <small>(Apr. 1, 2018 – Dec. 31, 2018)</small>
Net sales	548,454	552,104
Cost of sales	446,444	452,149
Gross profit	102,009	99,954
Selling, general and administrative expenses	74,896	79,199
Operating income	27,112	20,755
Non-operating income		
Interest income	464	585
Dividend income	1,062	1,159
Equity in earnings of unconsolidated subsidiaries	346	130
Other	2,014	2,216
Total non-operating income	3,887	4,092
Non-operating expenses		
Interest expenses	2,961	2,893
Foreign exchange losses	—	2,886
Other	5,797	2,456
Total non-operating expenses	8,758	8,235
Ordinary income	22,242	16,612
Extraordinary losses		
Loss related to Anti-Monopoly Act	—	* 2,091
Loss on sales of stock of the consolidated subsidiary	—	220
Total extraordinary losses	—	2,312
Income before income taxes and equity in earnings of affiliated companies	22,242	14,300
Income and other taxes	6,967	4,065
Net income	15,274	10,234
Net income attributable to shareholder (non-controlling shareholder)	1,494	1,152
Net income attributable to shareholder (parent company)	13,779	9,082

(Consolidated Statement of Comprehensive Income)

(In million yen)

	Nine months ended Dec. 31, 2017 <small>(Apr. 1, 2017 – Dec. 31, 2017)</small>	Nine months ended Dec. 31, 2018 <small>(Apr. 1, 2018 – Dec. 31, 2018)</small>
Net income	15,274	10,234
Other comprehensive income		
Net unrealized holding gain on other securities	6,704	-4,381
Translation adjustments	13,085	-4,074
Accrued retirement benefits adjustments	613	-190
Equity in equity-method affiliates	185	-622
Total other comprehensive income	20,588	-9,268
Comprehensive income	35,863	966
(Breakdown)		
Comprehensive income attributable to owners of parent company	33,433	442
Comprehensive income related to non-controlling shareholders	2,429	523

### (3) Statements of Cash Flows

(In million yen)

	Nine months ended Dec. 31, 2017 (Apr. 1, 2017 – Dec. 31, 2017)	Nine months ended Dec. 31, 2018 (Apr. 1, 2018 – Dec. 31, 2018)
<b>Cash flow from operating activities</b>		
Income before income taxes and equity in earnings of affiliated companies	22,242	14,300
Depreciation and amortization	28,019	29,051
Increase / decrease (-) in reserves for loss on supporting affiliated companies	35	—
Loss related to Anti-Monopoly Act	—	2,091
Income(-) or loss on sales of stock of the consolidated subsidiary	—	220
Increase/decrease (-) in allowance for doubtful accounts	81	-21
Increase/decrease (-) in accrued retirement benefits for directors and statutory auditors	-19	-53
Increase/decrease (-) in reserve for product defect compensation	45	-273
Increase/decrease (-) in liabilities in retirement benefits	802	334
Interest and dividend income	-1,527	-1,745
Interest expenses	2,961	2,893
Foreign currency translation adjustments / Foreign exchange losses/gains (-)	-1,373	1,742
Loss/gain (-) on derivative transactions	1,522	-369
Equity in earnings (-) /losses of non-consolidated subsidiaries	-346	-130
Decrease/increase (-) in trade receivables	4,794	11,130
Decrease/increase (-) in inventories	-10,285	-22,953
Increase/decrease (-) in trade payables	7,167	-767
Other	3,574	3,358
Subtotal	57,695	38,811
Interest and dividend income received	1,914	2,261
Interest paid	-3,051	-2,921
Loss related to Anti-Monopoly Act	-9,812	-4,541
Income taxes paid	-3,708	-7,646
<b>Cash flow from operating activities</b>	<b>43,037</b>	<b>25,962</b>
<b>Cash flow from investing activities</b>		
Increase in time deposits	-4,275	-2,036
Decrease in time deposits	—	1,997
Purchase of property, plant and equipment	-25,259	-30,230
Purchase of intangible fixed assets	-7,967	-9,179
Loss on purchase of stock of the consolidated subsidiary	—	-9,180
Income on sales of stock of the consolidated subsidiary	—	1,144
Decrease / increase (-) in short-term loans receivable, net	8	8
Other	-159	51
<b>Cash flow from investing activities</b>	<b>-37,654</b>	<b>-47,425</b>
<b>Cash flow from financing activities</b>		
Increase/decrease (-) in short-term loans, net	-396	12,740
Proceeds from long-term loans	52,403	50,849
Repayment of long-term loans	-55,295	-34,530
Dividend payment	-6,645	-7,974
Repayment of lease payable	-257	-222
Other	-635	-550
<b>Cash flow from financing activities</b>	<b>-10,827</b>	<b>20,312</b>
Effect of exchange rate changes on cash and cash equivalents	639	-1,821
<b>Increase/decrease (-) in cash and cash equivalents</b>	<b>-4,805</b>	<b>-2,970</b>
Cash and cash equivalents, at beginning of the year	79,284	86,087
<b>Cash and cash equivalents, at end of the quarter</b>	<b>74,478</b>	<b>83,116</b>

(4) Notes to Consolidated Financial Statements

(Notes to Going Concern Assumption)

None

(Notes to Balance Sheet)

1. Contingency liabilities

(Lawsuits, etc.)

- (1) There are ongoing investigations by the competition authorities into our consolidated subsidiaries in Brazil and elsewhere in relation to overseas sale of bearings, etc.
- (2) The Company and its subsidiaries in the U.S. and Canada, etc. are defendants in a number of class action suits for suspected price-fixing of bearing sales with other businesses.
- (3) The NTN Group may be subject to claims for compensation for damages in connection with the violation of competition laws and continue to address these claims. However, it is currently difficult to make reasonable estimates of the future possible effects on the results of operations and financial position of the NTN Group.

(Consolidated Quarterly Statements of Income)

- \* The Company has negotiated the compensation of damages with a part of customers in association with investigations by the authorities about the competition laws. We considered the effects to our business by the long-term negotiation and reached the conclusion to pay the settlement amount to make the benefits for both parties by amicably and early resolution. With regard to these settlements etc., we recorded 2,091 million yen as extraordinary loss in association with the Anti-monopoly act in the current consolidated cumulative 3rd quarter.

(Notes Related to Significant Changes in Shareholder's Equity)

None

(Adoption of Accounting Method Specific to the Preparation of Quarterly Consolidated Financial Statements)

(Calculation of tax expenses)

Tax expenses are calculated by multiplying quarterly income before income taxes by an effective tax rate reasonably estimated based on income before income taxes for the full fiscal year, including the Nine months ended December 31, 2018, after the application of tax effect accounting. However, in cases where calculating tax expenses using a reasonably estimated effective tax rate yields a result that is notably lacking rationality, then, tax expenses are calculated using the statutory effective tax rate.

(Additional Information)

(Adoption of partial revision of accounting standard pertaining to tax effect accounting)

Partial revision of accounting standard pertaining to tax effect accounting is adopted from the beginning of the 1<sup>st</sup> quarter of this consolidated accounting period. Deferred tax asset is indicated in "Total investment and other assets" and deferred tax liability is indicated in "Fixed liabilities."

(Segment Information)

I. Nine months ended December 31, 2017 (April 1, 2017 – December 31, 2017)

1. Information related to sales, income or losses, assets, liabilities and other items for individual reporting segments

(In million yen)

	Reporting segment					Adjustments (Note)1	Balance sheet amount
	Japan	Americas	Europe	Asia and other areas	Total		
Net sales							
Sales to external customers	159,664	143,163	135,055	110,571	548,454	—	548,454
Inter-segment sales or transfers	99,602	3,273	3,186	11,156	117,219	(117,219)	—
Total	259,267	146,437	138,241	121,727	665,674	(117,219)	548,454
Segment income (Operating income)	6,997	5,380	532	14,457	27,367	(254)	27,112

Notes: 1. "Adjustments" refers to elimination of all inter-segment transactions.

2. Major countries or regions in each segment:

Americas: U.S., Canada, South and Central America

Europe: Germany, France, United Kingdom, and others

Asia and other areas: China, Thailand, India, and others

II. Nine months ended December 31, 2018 (April 1, 2018 – December 31, 2018)

1. Information related to sales, income or losses, assets, liabilities and other items for individual reporting segments

(In million yen)

	Reporting segment					Adjustments (Note)1	Balance sheet amount
	Japan	Americas	Europe	Asia and other areas	Total		
Net sales							
Sales to external customers	163,676	145,069	133,117	110,241	552,104	—	552,104
Inter-segment sales or transfers	103,602	2,795	3,170	9,683	119,251	(119,251)	—
Total	267,278	147,865	136,287	119,924	671,356	(119,251)	552,104
Segment income (Operating income)	1,862	2,745	-202	13,774	18,179	2,576	20,755

Notes: 1. "Adjustments" refers to elimination of all inter-segment transactions.

2. Major countries or regions in each segment:

Americas: U.S., Canada, South and Central America

Europe: Germany, France, United Kingdom, and others

Asia and other areas: China, Thailand, India, and others

(Significant Subsequent Events)

None

### 3. Supplementary Information

#### (1) Explanatory Materials

Consolidated Financial Results

(in million yen)

		FY2017						FY2018				
		1Q	2Q	3Q	Nine months total	4Q	Full year	1Q	2Q	3Q	Nine months total	
Consolidated operating results (Lower: Net sales ratio)	Net Sales	179,047 100.0%	178,887 100.0%	190,519 100.0%	548,454 100.0%	195,918 100.0%	744,372 100.0%	189,199 100.0%	180,987 100.0%	181,917 100.0%	552,104 100.0%	
	Operating income	8,596 4.8%	8,232 4.6%	10,284 5.4%	27,112 4.9%	12,495 6.4%	39,608 5.3%	9,922 5.2%	5,453 3.0%	5,379 3.0%	20,755 3.8%	
	Ordinary income	6,735 3.8%	6,906 3.9%	8,600 4.5%	22,242 4.1%	9,008 4.6%	31,250 4.2%	8,337 4.4%	4,212 2.3%	4,062 2.2%	16,612 3.0%	
	Extraordinary loss	— —	— —	— —	— —	- 4,345 -2.2%	- 4,345 -0.6%	— —	— —	- 2,312 -1.3%	- 2,312 -0.4%	
	Net income attributable to shareholder (parent company)	3,892 2.2%	4,488 2.5%	5,398 2.8%	13,779 2.5%	6,594 3.4%	20,373 2.7%	5,903 3.1%	2,237 1.2%	941 0.5%	9,082 1.6%	
Net sales by region (Lower: Net sales ratio)	Japan	49,167 27.5%	50,319 28.1%	52,977 27.8%	152,464 27.8%	51,860 26.5%	204,324 27.4%	51,637 27.3%	50,642 28.0%	54,588 30.0%	156,868 28.4%	
	Americas	51,163 28.6%	47,618 26.6%	49,855 26.2%	148,638 27.1%	53,038 27.1%	201,676 27.1%	49,286 26.1%	51,111 28.2%	49,720 27.3%	150,118 27.2%	
	Europe	41,620 23.2%	40,866 22.8%	43,324 22.7%	125,811 22.9%	49,786 25.4%	175,598 23.6%	46,612 24.6%	38,893 21.5%	38,630 21.2%	124,136 22.5%	
	Asia and other areas	37,096 20.7%	40,083 22.4%	44,361 23.3%	121,540 22.2%	41,232 21.0%	162,772 21.9%	41,662 22.0%	40,339 22.3%	38,978 21.4%	120,980 21.9%	
	Total	179,047 100.0%	178,887 100.0%	190,519 100.0%	548,454 100.0%	195,918 100.0%	744,372 100.0%	189,199 100.0%	180,987 100.0%	181,917 100.0%	552,104 100.0%	
Net sales / Operating income by location	Japan	Net sales	82,428	86,438	90,401	259,267	88,055	347,322	88,183	86,572	92,522	267,278
		Operating income	1,704	1,467	3,824	6,997	1,018	8,015	1,354	- 960	1,468	1,862
		Operating margin	2.1%	1.7%	4.2%	2.7%	1.2%	2.3%	1.5%	-1.1%	1.6%	0.7%
	Americas	Net sales	50,470	46,936	49,030	146,437	52,108	198,546	48,831	50,109	48,923	147,865
		Operating income	2,146	1,560	1,673	5,380	1,711	7,091	1,687	938	119	2,745
		Operating margin	4.3%	3.3%	3.4%	3.7%	3.3%	3.6%	3.5%	1.9%	0.2%	1.9%
	Europe	Net sales	45,681	45,107	47,452	138,241	54,275	192,516	50,771	43,016	42,499	136,287
		Operating income	877	302	-647	532	2,267	2,800	516	-52	-666	-202
		Operating margin	1.9%	0.7%	-1.4%	0.4%	4.2%	1.5%	1.0%	-0.1%	-1.6%	-0.1%
	Asia and other areas	Net sales	37,175	40,221	44,330	121,727	40,224	161,952	40,588	40,282	39,054	119,924
		Operating income	4,375	4,728	5,353	14,457	5,142	19,600	4,963	4,842	3,969	13,774
		Operating margin	11.8%	11.8%	12.1%	11.9%	12.8%	12.1%	12.2%	12.0%	10.2%	11.5%
	Deletion	Net sales	- 36,707	- 39,816	- 40,696	- 117,219	- 38,745	- 155,965	- 39,175	- 38,993	- 41,082	- 119,251
		Operating income	-507	173	79	-254	2,355	2,100	1,400	685	490	2,576
	Total	Net sales	179,047	178,887	190,519	548,454	195,918	744,372	189,199	180,987	181,917	552,104
Operating income		8,596	8,232	10,284	27,112	12,495	39,608	9,922	5,453	5,379	20,755	
Operating margin		4.8%	4.6%	5.4%	4.9%	6.4%	5.3%	5.2%	3.0%	3.0%	3.8%	

(in million yen)

			FY2017						FY2018				
			1Q	2Q	3Q	Nine months total	4Q	Full year	1Q	2Q	3Q	Nine months total	
Net sales / Operating income by business applications	Aftermarket	Net sales	27,369	28,875	28,891	85,137	31,557	116,695	30,502	30,572	28,169	89,245	
		Operating income	3,742	3,103	3,379	10,225	4,784	15,009	4,085	3,760	3,452	11,298	
		Operating margin	13.7%	10.7%	11.7%	12.0%	15.2%	12.9%	13.4%	12.3%	12.3%	12.7%	
	Industrial machinery	Net sales	27,989	29,340	29,719	87,048	32,036	119,085	31,186	30,774	30,483	92,444	
		Operating income	573	255	702	1,531	1,264	2,796	1,134	509	650	2,294	
		Operating margin	2.1%	0.9%	2.4%	1.8%	3.9%	2.3%	3.6%	1.7%	2.1%	2.5%	
	Automotive	Net sales	123,688	120,671	131,908	376,268	132,324	508,592	127,510	119,640	123,263	370,414	
		Operating income	4,280	4,873	6,202	15,356	6,446	21,803	4,702	1,183	1,276	7,162	
		Operating margin	3.5%	4.0%	4.7%	4.1%	4.9%	4.3%	3.7%	1.0%	1.0%	1.9%	
	Total	Net sales	179,047	178,887	190,519	548,454	195,918	744,372	189,199	180,987	181,917	552,104	
		Operating income	8,596	8,232	10,284	27,112	12,495	39,608	9,922	5,453	5,379	20,755	
		Operating margin	4.8%	4.6%	5.4%	4.9%	6.4%	5.3%	5.2%	3.0%	3.0%	3.8%	
Capital expenditures / Depreciation and amortization	Capital expenditures		7,133	8,403	8,572	24,109	13,480	37,589	9,890	9,571	9,458	28,920	
	Depreciation and amortization	Domestic	3,254	3,343	3,401	9,999	3,482	13,481	3,568	3,839	3,905	11,313	
		Overseas	5,821	6,035	6,163	18,019	6,003	24,023	5,914	5,864	5,958	17,737	
	Total		9,075	9,379	9,564	28,019	9,486	37,505	9,483	9,704	9,864	29,051	
R&D expenditures			4,621	4,787	5,208	14,616	6,390	21,007	5,376	5,346	5,348	16,072	
Ratio of R&D expenditures to net sales			2.6%	2.7%	2.7%	2.7%	3.3%	2.8%	2.8%	3.0%	2.9%	2.9%	
Inventories			179,647	182,482	189,342	189,342	179,738	179,738	188,925	197,347	200,958	200,958	
Inventory turnover ratio (times)			4.0	3.9	4.0	3.9	4.4	4.1	4.0	3.7	3.6	3.7	
Interest-bearing debts	Loans		298,376	301,675	301,719	301,719	290,833	290,833	299,579	310,388	320,113	320,113	
	Bonds		20,000	20,000	20,000	20,000	30,000	30,000	30,000	30,000	30,000	30,000	
	Total		318,376	321,675	321,719	321,719	320,833	320,833	329,579	340,388	350,113	350,113	
Major management indicators	Ordinary income ratio to total assets		3.4%	3.4%	4.1%	3.6%	4.3%	3.8%	4.0%	2.0%	1.9%	2.6%	
	Return on assets (ROA)		1.9%	2.2%	2.6%	2.3%	3.1%	2.5%	2.8%	1.1%	0.4%	1.4%	
	Return on equity (ROE)		6.7%	7.4%	8.6%	7.6%	10.3%	8.4%	9.3%	3.5%	1.5%	4.9%	
	Shareholder's equity ratio		29.4%	30.1%	30.8%	30.8%	30.2%	30.2%	30.2%	30.5%	28.9%	28.9%	
	Net assets per share (yen)		448.25	466.42	484.03	484.03	477.17	477.17	477.66	493.90	462.96	462.96	
	Net income per share (yen)		7.33	8.45	10.16	25.95	12.42	38.36	11.12	4.21	1.77	17.10	
Employees	Domestic	(persons)	8,604	8,574	8,583	8,583	8,546	8,546	8,729	8,685	8,685	8,685	
	Overseas	(persons)	16,466	16,461	16,823	16,823	16,947	16,947	16,998	16,830	16,747	16,747	
	Total	(persons)	25,070	25,035	25,406	25,406	25,493	25,493	25,727	25,515	25,432	25,432	
Exchange rates	Average	Dollar	(yen)	111.08	110.99	112.91	111.66	108.41	110.85	109.08	111.45	112.83	111.12
		Euro	(yen)	122.09	130.35	132.94	128.46	133.19	129.64	130.10	129.65	128.72	129.49
	At term end	Dollar	(yen)	112.13	112.31	112.88	112.88	106.49	106.49	110.47	113.41	110.35	110.35
		Euro	(yen)	128.28	132.35	134.81	134.81	131.00	131.00	127.73	131.99	126.23	126.23