

**NTN**

Make the world **NAMERAKA**

**Consolidated Financial Results**  
**for the Third Quarter of FY2024**

***DRIVE***

*Digitalization Resources Innovation Variable cost reformation Efficiency improvement*

***NTN100***

***Final***



February 4, 2025

**NTN Corporation**

## FY2024 Q1-3

**Net Sales** : ¥201.6 billion, ¥(9.3) billion YoY incl. Aftermarket ¥34.4 billion (+¥1.8 billion YoY)

**Operating income** : ¥4.3 billion, ¥(4.4) billion YoY **Operating margin** : 2.1%, (2.0)pt YoY

### □ Bearing and others

Net sales ¥82.8 billion, Operating income ¥2.9 billion,  
Operating margin 3.4%

#### Sales and operating income decreased YoY

- Sales for the aftermarket increased, but sales for the industrial machinery and automobile decreased due to lower demand mainly in Japan and China
- Operating income decreased due to the impact of declined scale despite the improvement of selling prices

### □ CVJ/Axle

Net sales ¥118.8 billion, Operating income ¥1.4 billion,  
Operating margin 1.2%

#### Sales and operating income decreased YoY

- Sales decreased due to decreased demand mainly in Americas, Europe and China
- Operating income decreased due to the impact of declined scale despite the improvement of selling prices and cost reductions

## Progress in Structural Reform

### FY2024 Q3

**Extraordinary income(loss)** : ¥(5.0) billion

- Structural reforms are proceeding as planned in each region

## Forecast for FY2024 Full Year

### No change from the previous announcement

(For reference) Net Sales : ¥815.0 billion,

Operating income : ¥22.0 billion, Operating margin 2.7%

# 1. Key Financial Indicators of FY2024

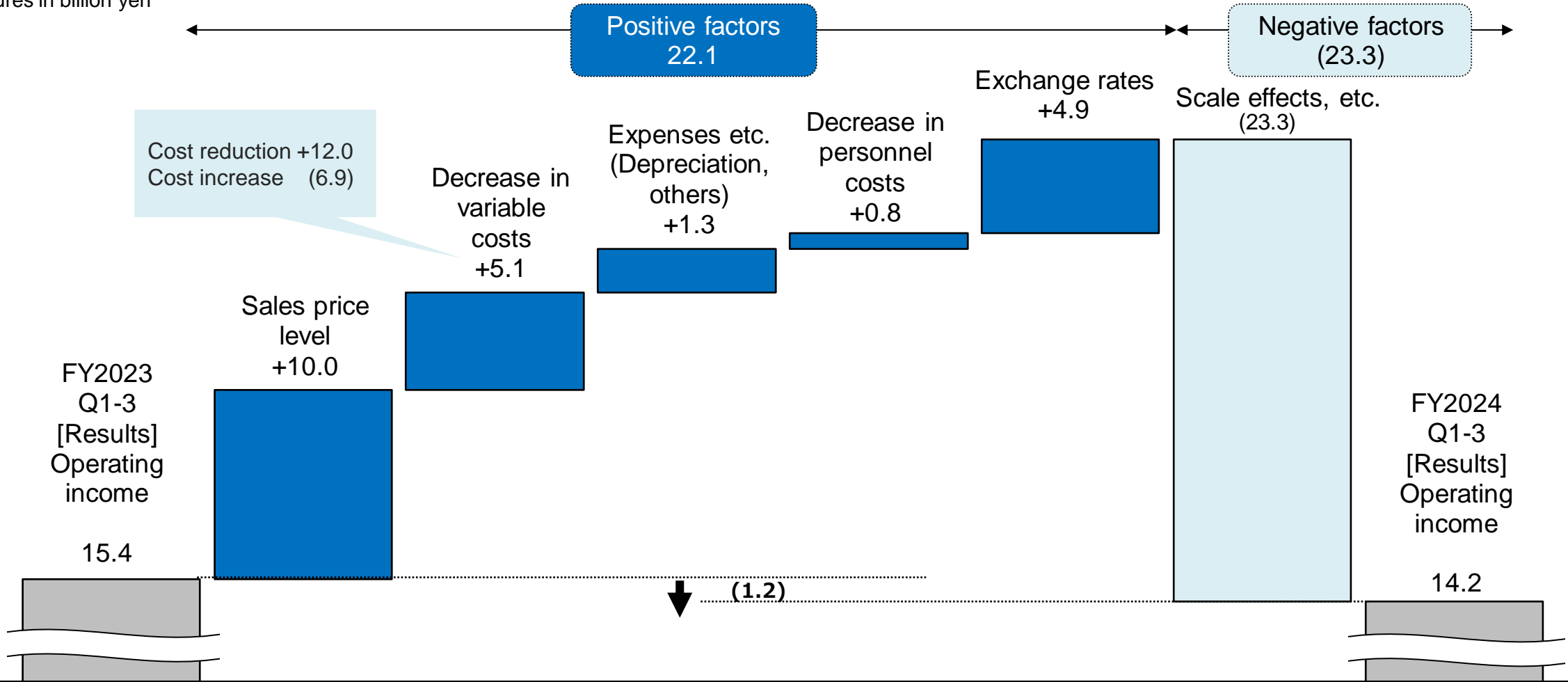
	Q3 Results	FY2023	Full Year Results	FY2024			Diff.			
		Q1-3 Results ①		Q3 Results	Q1-3 Results ②	Full Year Forecast (Latest)	Total	Volume	Forex	
(billion yen)										
Net sales	210.9	620.5	836.3	201.6	615.5	815.0	(5.0)	(30.0)	25.0	
Operating income	8.6	15.4	28.1	4.3	14.2	22.0	(1.2)	(6.1)	4.9	
Operating margin	4.1%	2.5%	3.4%	2.1%	2.3%	2.7%	(0.2%)			
Ordinary income	4.9	9.8	20.0	2.3	5.8	9.0	(4.0)	(8.9)	4.9	
Extraordinary income (loss)	1.6	1.2	(3.4)	(5.0)	(5.6)	(15.0)	(6.8)	(6.7)	(0.2)	
Profit (loss) attributable to owners of parent	3.6	7.7	10.6	(6.1)	(8.3)	(16.0)	(15.9)	(18.9)	3.0	
Inventories	259.2	259.2	264.8	266.7	266.7	242.0	* 1.9	(1.0)	2.9	
FCF	15.9	40.1	40.1	2.9	5.7	15.0	(34.4)	-	-	
Exchange rate	1USD	¥147.9	¥143.2	¥144.5	¥152.3	¥152.4	¥150.6	¥9.2		
	1EURO	¥159.0	¥155.2	¥156.7	¥162.5	¥164.7	¥163.5	¥9.5		
FY2024 Annual Dividend				¥11.0 (Interim ¥5.5 / Year-end ¥5.5)			* Increase/decrease from the end of Mar.2024			

# 2-1. Analysis of Operating Income

[ FY2023 Q1-3 Results vs FY2024 Q1-3 Results ]



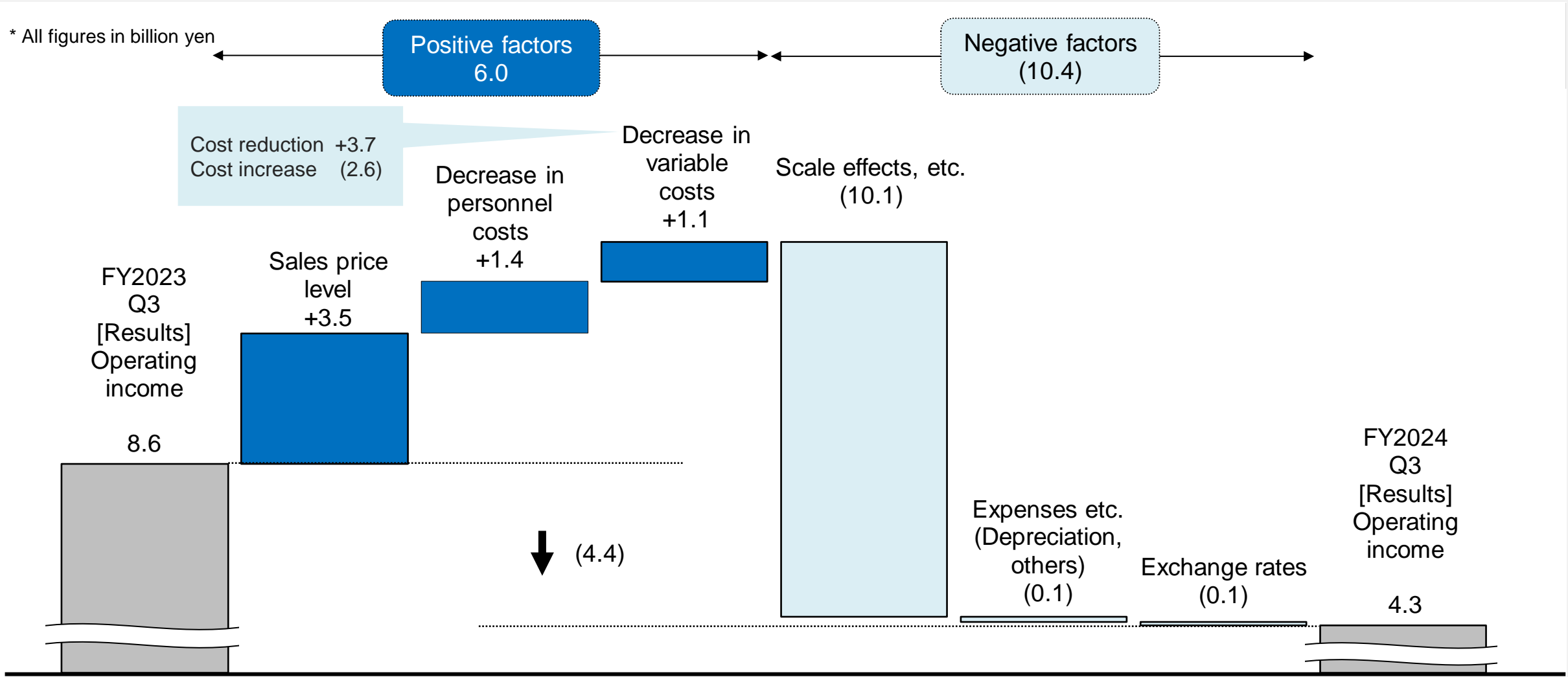
\* All figures in billion yen



	FY2023 1-3Q Results	FY2024 1-3Q Results	Diff.			
				Forex	Sales price	Volume
Net Sales	620.5	615.5	(5.0)	25.0	10.0	(40.0)

# 2-2. Analysis of Operating Income

[ FY2023 Q3 Results vs FY2024 Q3 Results ]



	FY2023 3Q Results	FY2024 3Q Results	Diff.	Breakdown of Diff.		
				Forex	Sales price	Volume
Net Sales	210.9	201.6	(9.3)	3.3	3.5	(16.2)

### 3. Net Sales by Company Location (Excluding intragroup sales)

(billion yen)	Q3 Results	FY2023	Full Year Results	FY2024			Diff.		
		Q1-3 Results ①		Q3 Results	Q1-3 Results ②	Full Year Forecast (Latest)	②-①		
							Total	Volume	Forex
Japan	57.0	165.0	216.1	55.2	159.7	211.5	(5.3)	(5.4)	0.0
Americas	66.1	198.1	272.3	62.6	202.4	268.0	4.3	(6.0)	10.2
Europe	45.8	135.8	188.0	43.9	136.3	185.5	0.6	(8.2)	8.8
Asia and others	41.9	121.6	160.0	39.9	117.1	150.0	(4.5)	(10.5)	6.0
Total	210.9	620.5	836.3	201.6	615.5	815.0	(5.0)	(30.0)	25.0

\*From FY2024Q2, sales by region have been changed to sales by company location.

# 4. Net Sales and Operating Income by Business Segment NTN

## <Net Sales by Business Segment>

(billion yen)	FY2023			FY2024			Diff.		
	Q3 Results	Q1-3 Results ①	Full Year Results	Q3 Results	Q1-3 Results ②	Full Year Forecast (Latest)	Total	Volume	Forex
Bearing and others	83.1	258.8	346.8	82.8	250.9	335.0	(7.8)	(17.1)	9.3
CVJ/Axle	127.8	361.8	489.5	118.8	364.6	480.0	2.8	(12.9)	15.7
Total	210.9	620.5	836.3	201.6	615.5	815.0	(5.0)	(30.0)	25.0

## <Operating Income by Business Segment>

(billion yen)	FY2023			FY2024			Diff.
	Q3 Results	Q1-3 Results ①	Full Year Results	Q3 Results	Q1-3 Results ②	Full Year Forecast (Latest)	②-①
Bearing and others	4.5	11.7	17.7	2.9	9.5	14.3	(2.2)
CVJ/Axle	4.1	3.7	10.4	1.4	4.7	7.6	1.0
Total	8.6	15.4	28.1	4.3	14.2	22.0	(1.2)

[Notes] After disclosing the results for the fiscal year ended March 31, 2024, at the financial results briefing on May 17, 2024, we have refined our common cost allocation criteria for several overseas subsidiaries.

As a result, common expenses allocated to Bearings and others decreased, while common expenses allocated to CVJ/Axles increased

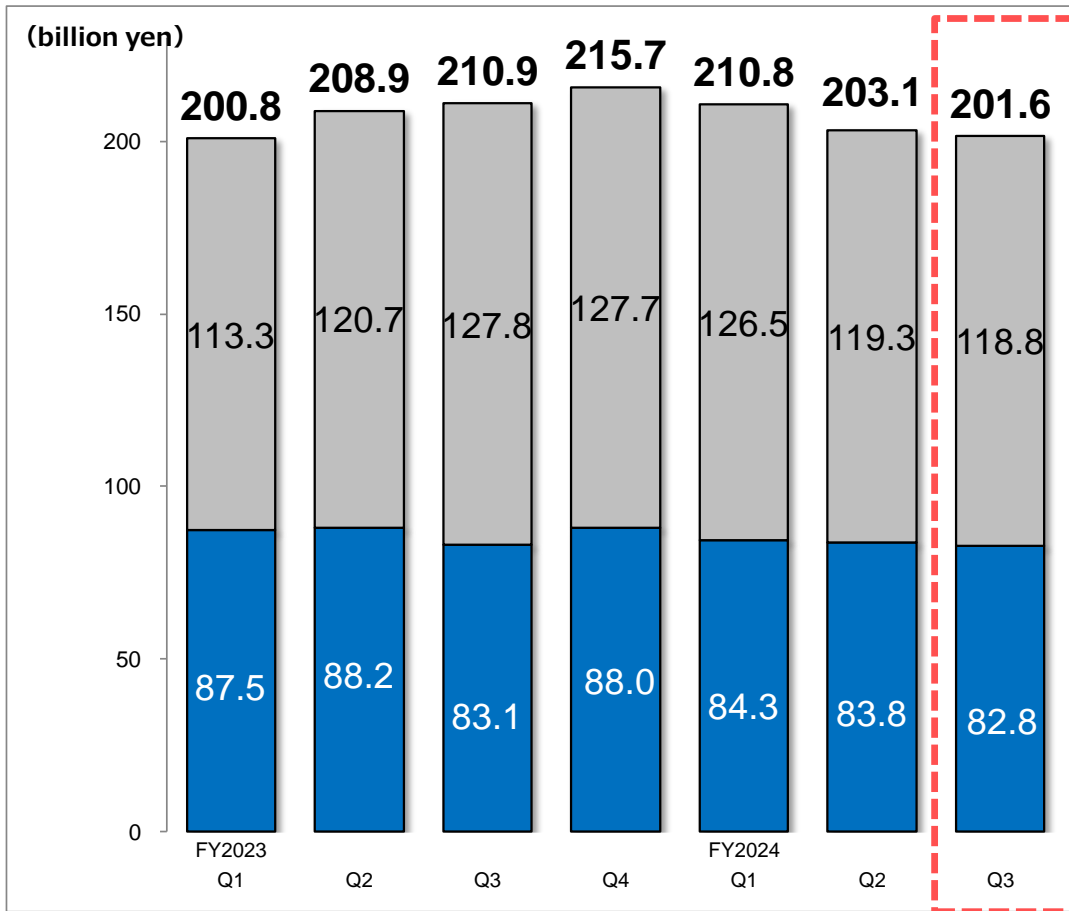
Impact on operating income :

- FY2024 Q1-3 results      Bearings and others **+¥1.6 billion** CVJ/Axle **¥(1.6) billion**
- FY2024 Full year forecast      Bearings and others **+¥2.3 billion** CVJ/Axle **¥(2.3) billion**

# 5. Financial Results by Business Segment (Quarterly Trend) NTN

## Net Sales

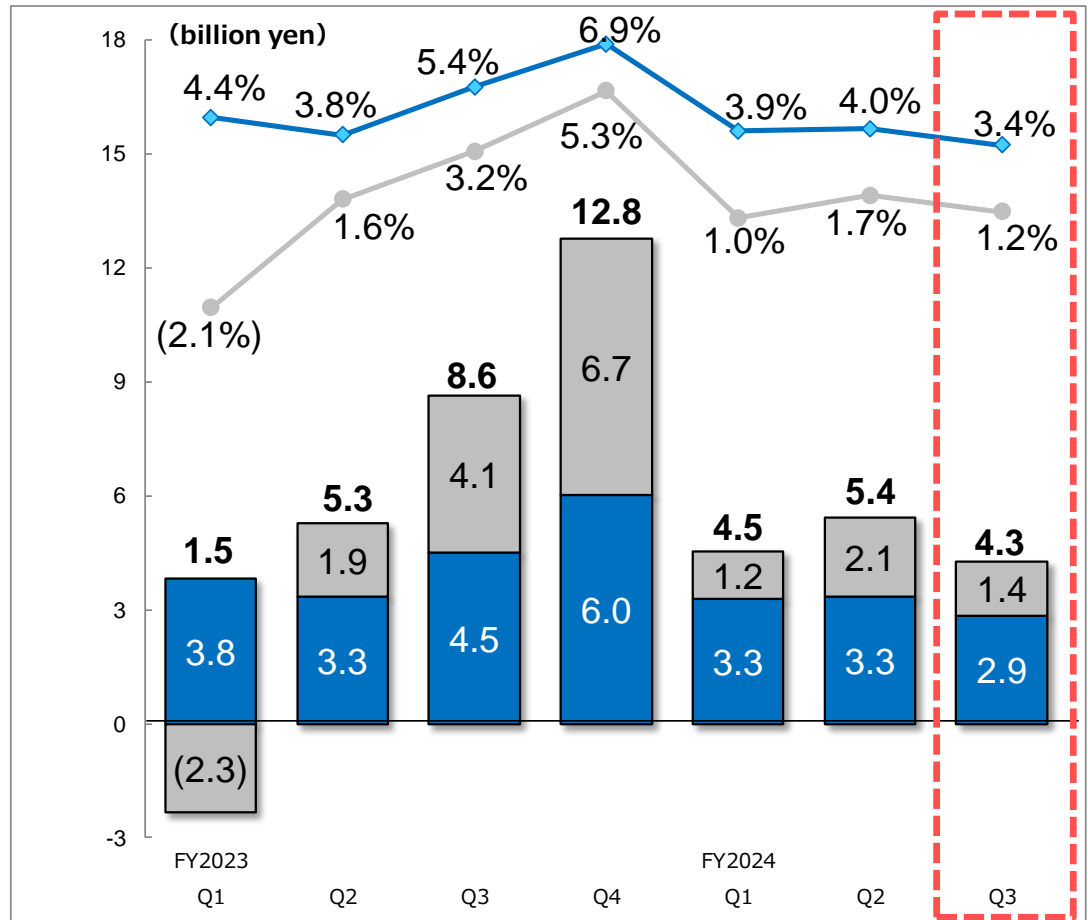
■ Bearing and others ■ CVJ/Axle



Incl. for Aftermarket	FY2023 Q1	Q2	Q3	Q4	FY2024 Q1	Q2	Q3
		35.5	34.4	32.6	36.5	35.4	34.5

## Operating Income/ Operating Margin

■ Bearing and others ■ CVJ/Axle

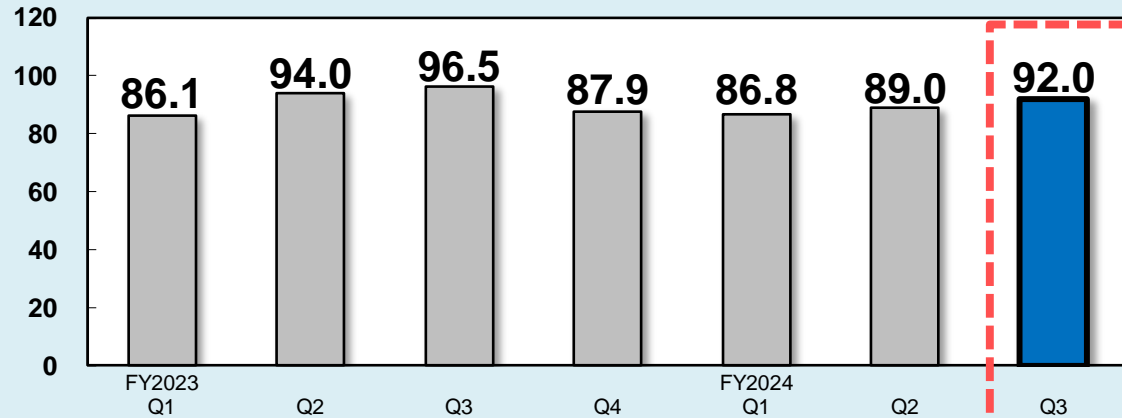


# 6-1. Net Sales and Operating Income by Company Location NTN

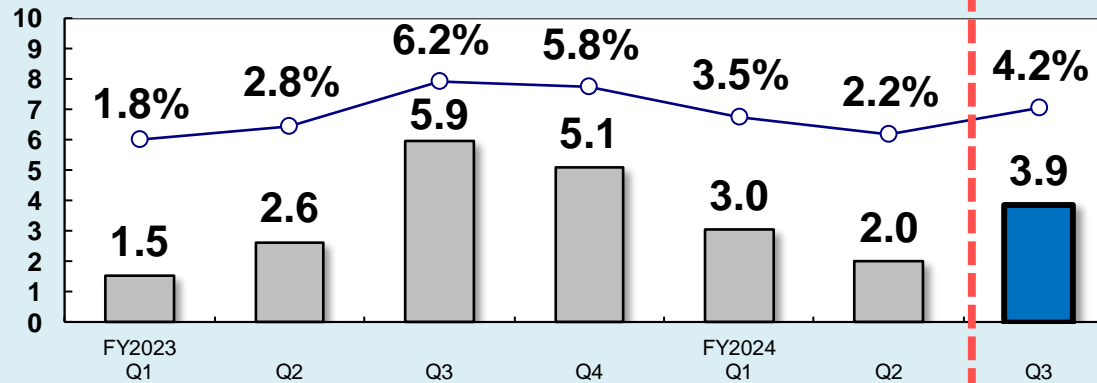
## 《 Japan 》

### Net Sales

(billion yen)



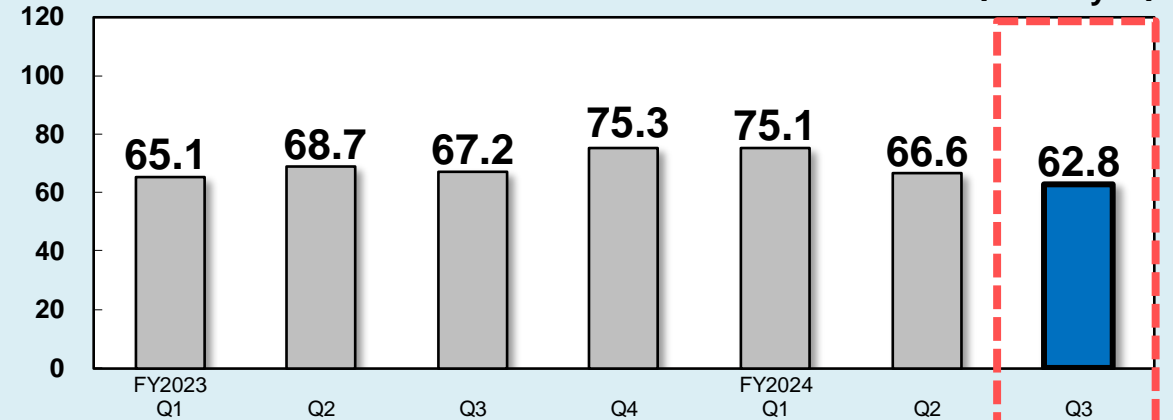
### Operating Income



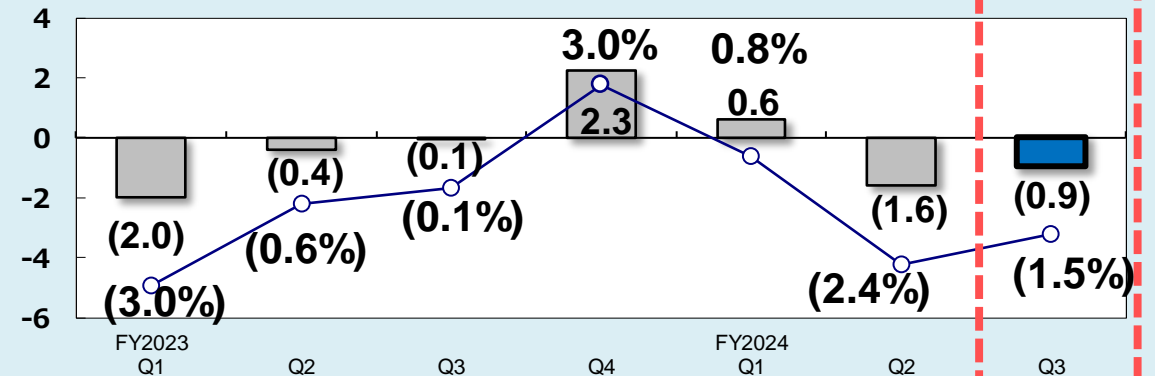
## 《 Americas 》

### Net Sales

(billion yen)



### Operating Income

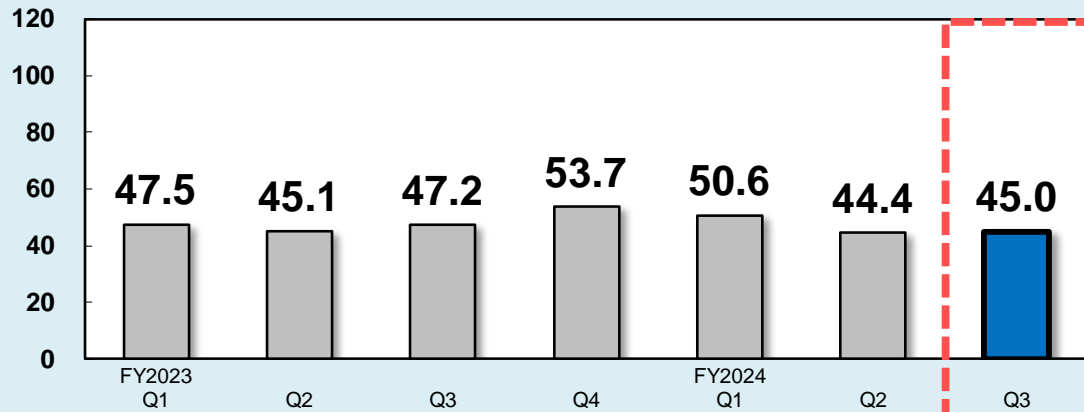


# 6-2. Net Sales and Operating Income by Company Location NTN

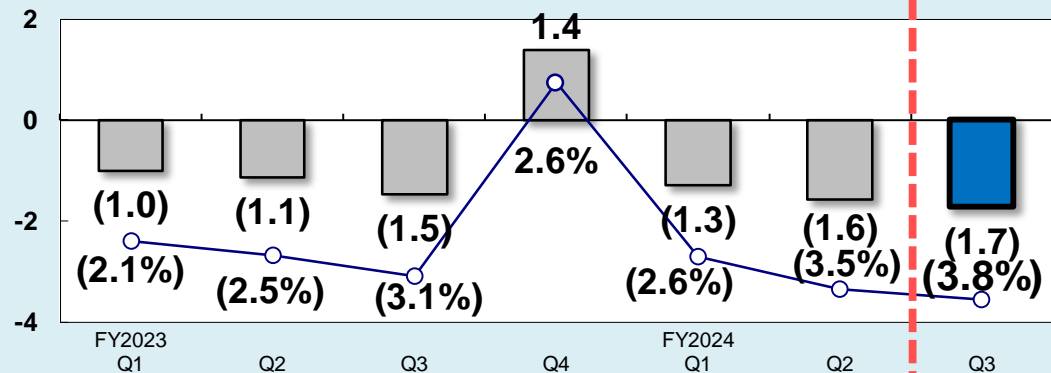
## 《 Europe 》

### Net Sales

(billion yen)



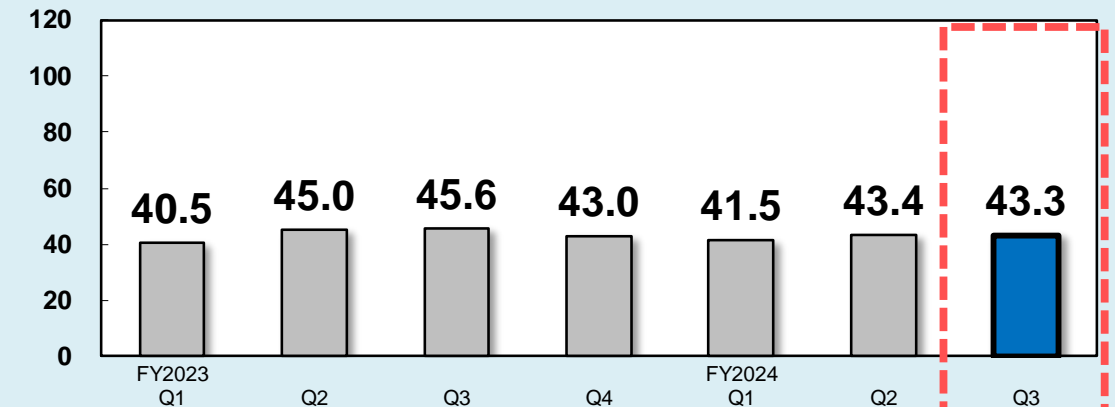
### Operating Income



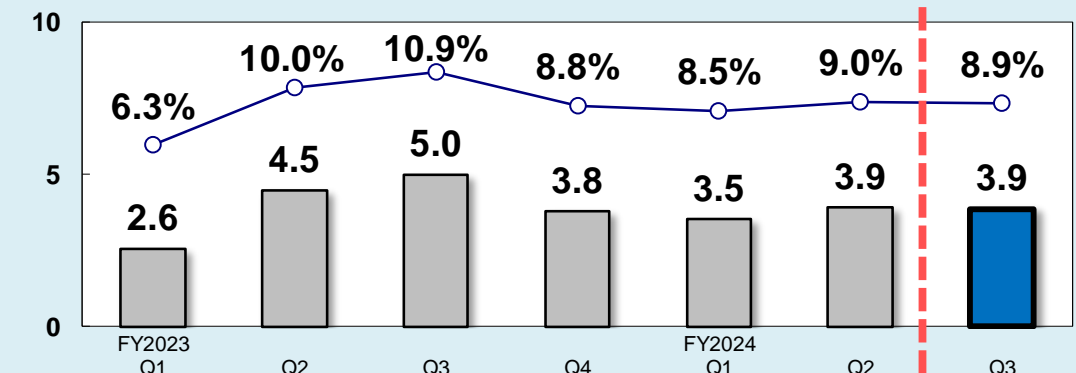
## 《 Asia and others 》

### Net Sales

(billion yen)

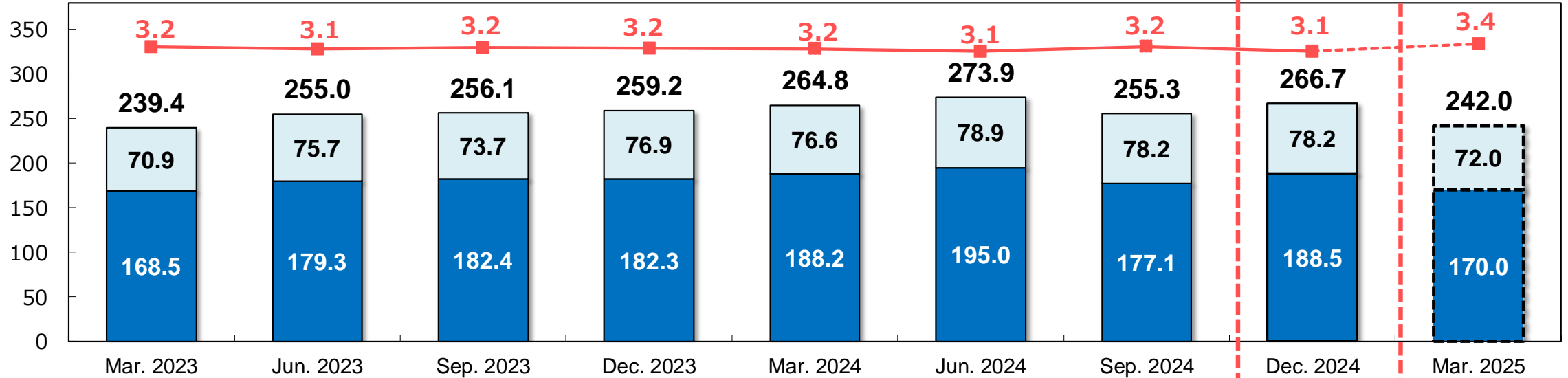


### Operating Income



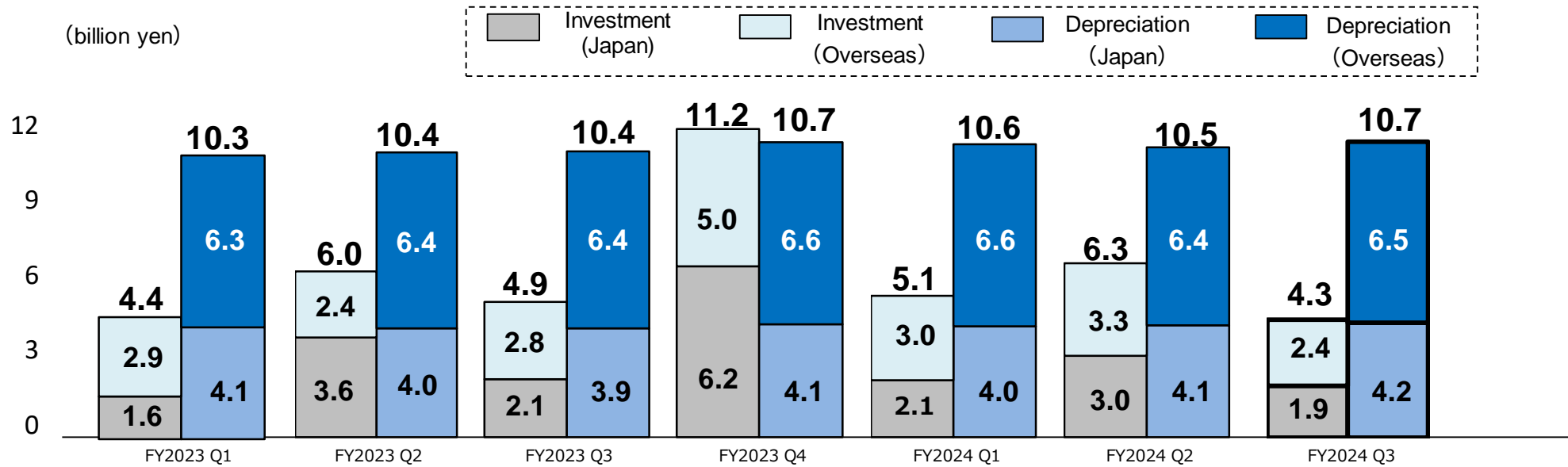
# 7. Inventories

Inventories(billion yen) ■ Overseas ■ Japan ■ Inventory turnover ratio



(billion yen)	Mar. 2023 Results	Jun. 2023 Results	Sep. 2023 Results	Dec. 2023 Results	Mar. 2024 Results	Jun. 2024 Results	Sep. 2024 Results	Dec. 2024 Results	Mar. 2025 Forecast(Latest)
<b>Inventories</b>	239.4	255.0	256.1	259.2	264.8	<b>273.9</b>	<b>255.3</b>	<b>266.7</b>	<b>242.0</b>
<b>[Japan]</b>	70.9	75.7	73.7	76.9	76.6	<b>78.9</b>	<b>78.2</b>	<b>78.2</b>	<b>72.0</b>
<b>[Overseas]</b>	168.5	179.3	182.4	182.3	188.2	<b>195.0</b>	<b>177.1</b>	<b>188.5</b>	<b>170.0</b>
Inventory turnover ratio [times]	3.2	3.1	3.2	3.2	3.2	<b>3.1</b>	<b>3.2</b>	<b>3.1</b>	<b>3.4</b>

# 8. Capital Expenditures and Depreciation

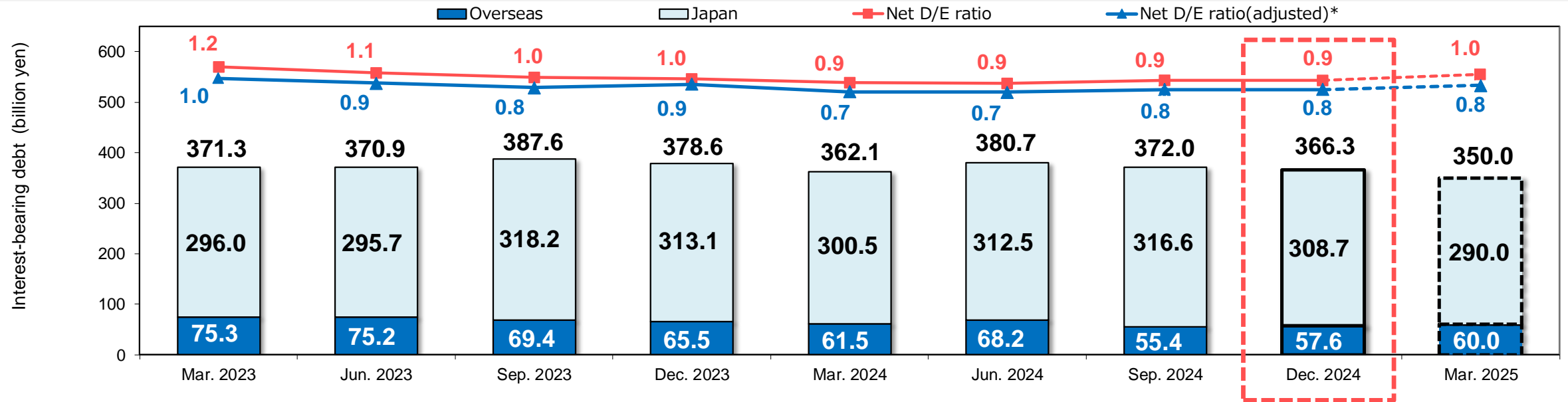


(billion yen)	FY2023		FY2024	Diff.	FY2024
	Q1-3 Results①	Full Year Results	Q1-3 Results②	②-①	Full Year Forecast
Capital expenditure	15.4	26.6	15.7	0.3	37.0
[Japan]	7.3	13.5	7.0	(0.3)	18.0
[Overseas]	8.1	13.1	8.8	0.7	19.0

\*In addition, capital expenditure for intangible fixed assets (FY2024 Q1-3 Results : ¥2.0 billion, FY2024 Full Year Forecast : ¥5.0 billion)

(billion yen)	FY2023		FY2024	Diff.	FY2024
	Q1-3 Results①	Full Year Results	Q1-3 Results②	②-①	Full Year Forecast
Depreciation	31.1	41.8	31.9	0.8	42.0
[Japan]	12.0	16.1	12.3	0.3	17.0
[Overseas]	19.1	25.7	19.6	0.5	25.0

# 9. Interest - Bearing Debt

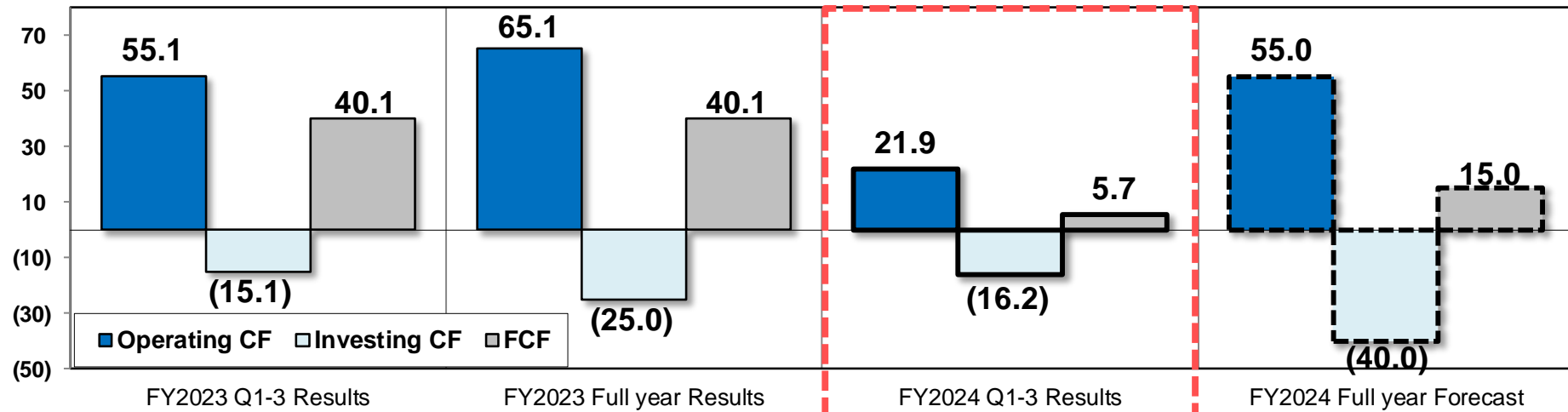


	Mar. 2023	Jun. 2023	Sep. 2023	Dec. 2023	Mar. 2024	Jun. 2024	Sep. 2024	Dec. 2024	Mar. 2025
(billion yen)	Results	Results	Results	Results	Results	Results	Results	Results	Forecast (Latest)
Interest-bearing debt	371.3	370.9	387.6	378.6	362.1	<b>380.7</b>	<b>372.0</b>	<b>366.3</b>	<b>350.0</b>
[Japan]	296.0	295.7	318.2	313.1	300.5	<b>312.5</b>	<b>316.6</b>	<b>308.7</b>	<b>290.0</b>
[Overseas]	75.3	75.2	69.4	65.5	61.5	<b>68.2</b>	<b>55.4</b>	<b>57.6</b>	<b>60.0</b>
Net Interest-bearing debt	260.6	253.7	243.4	232.7	234.8	<b>243.2</b>	<b>234.7</b>	<b>238.1</b>	<b>237.0</b>

\*Taking into account a part of the subordinated bonds through public offering that is recognized as equity (50%).

# 10. Cash Flows

(billion yen)	FY2023		FY2024	②-①	FY2024
	Q1-3 Results①	Full Year Results	Q1-3 Results②		Full Year Forecast
I. Cash flow from operating activities	55.1	65.1	21.9	(33.3)	55.0
II. Cash flow from investing activities	(15.1)	(25.0)	(16.2)	(1.1)	(40.0)
I + II. Free cash flow	40.1	40.1	5.7	(34.4)	15.0
III. Cash flow from financing activities	(8.2)	(30.2)	(7.6)	0.6	(29.0)
IV. Effect of exchanging rate translation on cash and cash equivalents	3.4	6.7	2.8	(0.6)	(0.3)
V. Net increase in cash and cash equivalents	35.3	16.6	0.9	(34.3)	(14.3)





- This presentation and comments made in this conference or during the following Q&A session include forward-looking statements about future performance and future business strategies, all of which are based on decisions of the management of the Company currently available.
- These statements represent the best judgment of the management of the Company based on the information currently available. However, there can be no assurance that future results will meet any expectation, estimate or projection conveyed by these statements or comments. Actual results may differ materially from Management projections depending on various factors such as changes in product demand, exchange rates and interest rates, and contingent liabilities.