



# **BUSINESS REPORT 2008**

December 1, 2007 to November 30, 2008

NACHI-FUJIKOSHI CORP.

Securities Code: 6474

## TO OUR SHAREHOLDERS

I am delighted to report to you about NACHI-FUJIKOSHI's business performance for the fiscal year ended November 30, 2008.

#### **Business Environment**

The operating environment of the NACHI-FUJIKOSHI Group during the period under review saw the slowdown of the world economy grow increasingly severe. In addition to rising crude oil and raw material prices and the ongoing dramatic appreciation of the yen, the turmoil in the financial markets spread to the real economies. From the second half of the fiscal year, capital expenditure was curbed in Japan and overseas in such major industries as automobiles, electric appliances and industrial machinery, and the trend to reduce production levels strengthened.

#### **Business Progress and Results**

In this environment, the NACHI-FUJIKOSHI Group worked to vigorously promote the "NACHI Business," which offers total support for our customers' manufacturing activities. The NACHI business enabled us to provide linked products, technologies and services based on our unique engineering business.

Net sales for the year under review amounted to ¥204.8 billion, up 5.8% from the previous fiscal year. Sales to the Japanese market accounted for ¥139.3 billion (up 7.5% year on year), while overseas sales rose 2.2% to ¥65.5 billion.

#### **About the Cover Design**

The triangle symbolizes the notion of "Sei-Han-Go," or "Fusing discrete and opposing ideas into one," the Group corporate philosophy implicit in the meaning of "Fuii" in our name

Turning to earnings, operating income decreased ¥1.2 billion to ¥15.5 billion, down 7.4% year on year, with ordinary income down 8.7% to ¥13.9 billion. With a gain on sales of fixed assets and a loss on valuation of investment securities as extraordinary income and losses, net income for the year under review improved 6.2% to ¥8.3 billion. This downturn in operating income was caused by rising raw material and component prices, higher fixed expenses due to expansion of the production system and the ongoing sharp appreciation of the yen during the year. These concerns outweighed improved capacity utilization stemming from increased sales and production, as well as enhanced productivity and other total cost reduction efforts.

#### Cash Dividends

In recognition of business performance during the year and of projected business management in the future, the Company paid a cash dividend of ¥8 per share, the same amount as in the previous fiscal year.

#### **Future Action**

Looking ahead, markets are further shrinking due to the deepening slowdowns and recessions of the global economy. Major customers of the NACHI-FUJIKOSHI Group. especially those in the automobile and industrial machinery sectors, are likely to continue to experience an unprecedented level of severity in their business environments.

The NACHI-FUJIKOSHI Group is building a strong business framework that can withstand changes in demand. To this end, we are identifying new markets, particularly in newly emerging countries, and improving a wide range of operating activities, including manufacturing, procurement, logistics, R&D, and personnel and organizational matters.

Given these circumstances, the NACHI-FUJIKOSHI Group will strive to establish a stable earnings base by reinforcing the linkage between every aspect of our operations.

Moreover, we will strive to boost corporate value by upholding the NACHI brand, a name trusted across the globe in the manufacturing field.

I thank all of our shareholders for your continued support and understanding.

February 2009

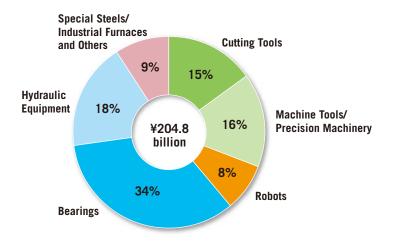


Hiroo Honma

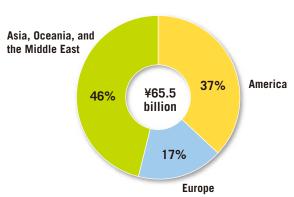
Kensuke Imura Chairman and CEO, Representative Director (Left) President and COO, Representative Director (Right)

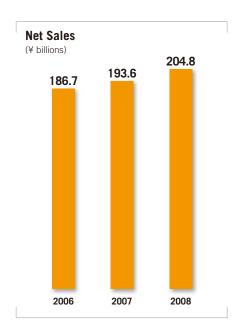
# **RESULTS OF OPERATIONS (Consolidated)**

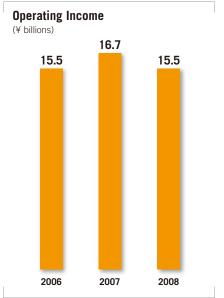
#### **Sales by Business Segments**

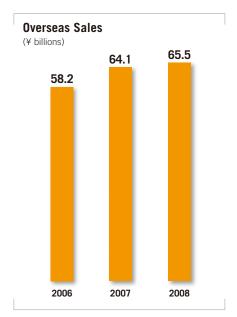


#### **Overseas Sales**



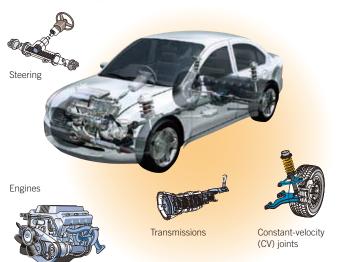






# THE NACHI BUSINESS NETWORK—Contributing to the Progress of the

**Automobiles** Products for a safe and comfortable ride with high fuel efficiency



Aircraft Achieving high productivity and high-precision processing for jet engine components



Products used in everything from automobiles, aircraft, bullet trains, small — Technologies that create, handle and drive everything. And there's

### **Machining & Robots**

Supporting production line automation with the required high performance and high precision



Precision tools



Machine tools

Ultra-precise processing machinery with nanolevel precision





Space-saving new platform robots

### **Components**

In pursuit of energy-saving and greater safety



High-performance bearings



Hydraulic equipment for construction and industrial machines

## **World of Product Manufacturing**

# Industrial Machinery Realizing outstanding energy-saving, precision and efficiency



Machine tools



Injection molding machines

Homes & Lifestyle Familiar parts of everyday life



DIY products

Seismic isolator Moveable roof domes

## **Electrical & Electronic Devices**

From home appliances to IT



shovels, and machine tools to mobile phones, digital cameras and LCD TVs always something new on the horizon. "Wonders from NACHI, Art in NACHI"

### **Materials & Heat Treatment**

Supporting high performance and superb quality





Coating, carburizing and other surface modification technologies

### **Engineering**

Cost-effective and environmentally friendly







Energy and Resource-saving systems



Maintenance, Overhaul of robots and machine tools



Thermotech and Coating services

# FINANCIAL STATEMENTS

### **Consolidated Balance Sheets**

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Item	(As of November 30, 2008)	(As of November 30, 2007)	
ASSETS:			
Current assets	90,617	99,833	
Cash and cash equivalents	13,001	20,996	
Notes and accounts receivable	38,507	41,149	
Inventories	32,787	31,326	
Deferred tax assets	2,705	3,660	
Other	3,843	2,979	
Allowance for doubtful accounts	(228)	(279)	
Fixed assets	101,827	101,946	
Property, plant and equipment	87,395	82,024	
Buildings and structures	31,858	28,643	
Machinery and equipment	45,922	43,229	
Land	7,376	7,659	
Construction in progress	741	1,018	
Other	1,496	1,473	
Intangible fixed assets	403	402	
Software	333	335	
Other	70	66	
Investments and advances	14,027	19,519	
Investment securities	9,801	16,255	
Long-term loans receivable	108	149	
Deferred tax assets	1,901	837	
Other	2,216	2,305	
Allowance for doubtful accounts	(0)	(28)	
Total assets	192,444	201,779	

(¥ millions)

ltem	<b>2008</b> (As of November 30, 2008)	(* millions) 2007 (As of November 30, 2007)
LIABILITIES:		
Current liabilities	91,892	100,815
Notes and accounts payable	40,093	38,830
Short-term bank loans	36,687	33,789
Other accounts payable	5,406	10,982
Other	9,705	17,211
Long-term liabilities	37,020	39,523
Bonds and long-term debt	27,730	28,201
Allowance for retirement benefits	6,081	7,226
Other	3,208	4,096
Total liabilities	128,913	140,338
NET ASSETS:		
Shareholders' equity	62,439	56,223
Common stock	16,074	16,074
Additional paid-in capital	11,567	11,571
Retained earnings	34,972	28,760
Treasury stock	(175)	(183)
Revaluations and translation adjustments	(1,681)	2,854
Unrealized gains on available-for-sale securities	2,029	6,067
Translation adjustments	(3,710)	(3,212)
Minority interests	2,772	2,362
Total net assets	63,530	61,440
Total liabilities and net assets	192,444	201,779

#### **Consolidated Statements of Income** (¥ millions) (For the year ended November 30, 2008) November 30, 2007) 204,844 Net sales 193,670 Operating income 15,532 16,774 **Ordinary income** 13,953 15,286 Extraordinary income 955 1,045 Extraordinary losses 978 2,765 Income before income taxes and 13,567 13,931 minority interests 8,347 7,858 Net income

Consolidated Statements of Cash Flows	(¥ millions)	
ltem	2008 (For the year ended November 30, 2008)	2007 (For the year ended November 30, 2007)
Cash flows from operating activities	14,730	20,769
Cash flows from investing activities	(23,647)	(11,060)
Cash flows from financing activities	1,126	(1,469)
Net increase (decrease) in cash and cash equivalents	(8,131)	8,322
Cash and cash equivalents at beginning of the year	20,965	12,643
Cash and cash equivalents at end of the year	12,833	20,965

Consolidated Statement of Changes in Shareholders' Equity (For the year ended November 30, 2008) (¥ n							(¥ millions)			
	Shareholders' equity			Revaluations and translation adjustments						
ltem	Common stock	Additional paid-in capital	Retained earnings	Treasury stock	Total shareholders' equity	Unrealized gains on available-for-sale securities	Translation adjustments	Total revaluations and translation adjustments	Minority interests	Total net assets
Balance as of November 30, 2007	16,074	11,571	28,760	(183)	56,223	6,067	(3,212)	2,854	2,362	61,440
Changes during the fiscal year										
Dividends from retained earnings			(1,989)		(1,989)					(1,989)
Net income			8,347		8,347					8,347
Acquisition of treasury stock				(33)	(33)					(33)
Disposal of treasury stock		(4)		41	37					37
Net decrease due to consolidation of equity method affiliates			(1)		(1)					(1)
Minimum pension liability adjustments of overseas subsidiary			(123)		(123)					(123)
Other			(19)		(19)					(19)
Net changes in items other than shareholders' equity						(4,037)	(498)	(4,535)	409	(4,125)
Total changes during the fiscal year	_	(4)	6,212	7	6,216	(4,037)	(498)	(4,535)	409	2,090
Balance as of November 30, 2008	16,074	11,567	34,972	(175)	62,439	2,029	(3,710)	(1,681)	2,772	63,530

## 1. Expansion of Engineering Business

We respond actively to a wide range of engineering-related needs in our four major technical fields of the regrinding and recoating of cutting tools, the maintenance, overhaul of robots and machine tools, energy and resource-saving systems, and thermotech and coating services.





Regrinding and Recoating of cutting tools/ Tool engineering service

Toyama, Kanagawa (Japan), China, America, etc. GPA Engineering Co., Ltd.





Maintenance. Overhaul of robots and machine tools NACHI Robot Engineering Co., Ltd. NACHI Machinery Engineering Co., Ltd.

(Filtration system for cutting and grinding coolant)



(Metal sludge recycling system)



**Energy and Resource-saving systems** NACHI Industrial Service Co., Ltd. (Established August 2008)





Thermotech and Coating services NACHI Thermotech Co., Ltd.

(Established August 2008)

## 2. Contributing to the Environment, Energy and Resource-saving





#### Inverter drive variable displacement pump hydraulic unit

Compared with hydraulic units of standard machine tools, automated control of inverters yields energy savings of about 60%.

Awarded the Chairman's Commendation at the 28th Commendations for Superior Energy-saving Machines held by the Japan Machinery Federation. (February 2008)

Cutting tools booth



We presented eco-machining and environmentally friendly manufacturing applications of our products and technology at the 24th Japan International Machine Tool Fair. In particular, we showcased the appeal of our automation technology using spacesaving robots, the hybrid broaching machine "Mi5010PA" with our built-in energy-saving hydraulic system "POWER Meister" that halves conventional power consumption, and the filtration system. (November 2008)





multipurpose robot



Energy-saving hydraulic system "POWER Meister"

Broaching machine "Mi5010PA"

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## 3. Identifying Newly Emerging Markets



Southeast Asia: Thailand NACHI TECHNOLOGY (THAILAND) CO., LTD. Expanded engineering service functions as **ASEAN Business Center** 





Mexico NACHI MEXICANA ENGINEERING CENTER Opened an engineering base for resharpening of precision tools and maintenance of robots (April 2008)



(September 2008)

China: Shanghai SHANGHAI NACHI BEARINGS CO., LTD. NACHI (SHANGHAI) PRECISION TOOLS CO., LTD. Started production of hydraulic equipment as well as bearings and cutting tools (April 2008)



NACHI BRASIL LTDA. Expanded production capabilities for bearings in response to increased demand for automobiles and motorcycles

## 4. Activating Human Resource Development and Exchange



#### Established "Nachi-Fujikoshi Selva," a composite multi-functional training and recreation center

The center gives our dealers and customers around the world opportunities to get together and participate in workshops or other events.

It also supports the career development of our group associates. (Toyama Plant, March 2008)

Selva: The name indicates the Amazon Basin and other tropical rainforests, namely environments where a variety of life forms coexist. We hope the center nurtures the coexistence of a variety of participants.

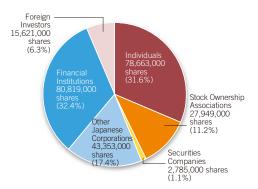
## SHAREHOLDER INFORMATION (As of November 30, 2008)

Number of Shares Issued: 249,193,436 Number of Shareholders: 35.642

**Major Shareholders:** 

Shareholders	Number of shares held (thousand)	Shareholding ratio (%)
Toyota Motor Corporation NACHI WANEI Stockholding The Bank of Tokyo-Mitsubishi UFJ, Ltd.	13,182 12,335 11,888	5.29 4.95 4.77
Employees' Stock Ownership Plan THE HOKURIKU BANK, LTD.	11,684 8,659	4.69 3.48

#### Breakdown of Shareholders



## DIRECTORS AND AUDITORS (As of February 20, 2009)

Chairman and CEO, Representative Director Kensuke Imura

President and COO, Representative Director Hiroo Honma

Executive Vice President Kenji Ishiguro

Managing Director Yukihiko Tanaka Managing Director Makoto Sasaki

Managing Director

Kiyoshi Nakagawa

Managing Director

Norivasu Shiba

Director Atsushi Seki\*

Director Zenshiro Kaneko

Director

Naoshi Katayama Director

Hideo Terakoshi

Director Keiichi Ogino Standing Corporate Auditor Naoto Nakano

Standing Corporate Auditor

Atsushi Saguchi\*

Corporate Auditor Teruo Akashi Corporate Auditor Eiichi Fukushima\*

\* Outside director or outside corporate auditor

#### CORPORATE OFFICERS (As of February 20, 2009)

Corporate Officer Kiyoshi Meguro Corporate Officer Masavuki Kobavashi Corporate Officer Nishiki Seto Corporate Officer Nobuo Segawa Corporate Officer Sachio Tanaka Corporate Officer Toshio Sugiura Corporate Officer Tadashi Yamazaki Corporate Officer Hirokazu Kubota

Corporate Officer Shigeki Miwa

### Origin of the Corporate Name "FUJIKOSHI"

NACHI-FUJIKOSHI CORP. was founded in the city of Toyama in 1928. Kohki Imura, the founder, named the company FUJIKOSHI in order to give concrete expression to his creed that self sufficiency in machine tool supply is indispensable to Japan's economic prosperity.

The first two characters "不二" which read "Fuji" were picked from the Buddhist scriptures. A passage in the scriptures says "Justice and injustice appear to be different things. The truth is that they are "Fuji" (not two). They are one and the same." In other words, the true comprehension of objects is attainable only through penetrating observation from high above, ignoring the superficial appearances of such objects.

The third Chinese character "越" which reads "koshi," has the same pronunciation as "高志" which means the general area along the Japan Sea since old days, and leads to the "Art" at which we are aiming.

With these words, we are also aiming to improve technologies and to enhance corporate value.

### Origin of the Trademark "NACHI"

The NACHI brand name comes from "KUMANO-NACHI-TAISHA," the Grand Shrine, that is the origin of Japan. It expresses strong entrepreneurial will.

In 1929, the Emperor Showa made a tour of the Kansai district to inspect industries as part of the encouragement of domestic production, and personally inspected a FUJIKOSHI hacksaw blade that was on display as an example of an outstanding domestic product at the Osaka Prefectural Office.

Overjoyed at the honor of entertaining the Emperor's special attention. Kohki Imura decided to name his product "NACHI" after the name of the latest naval cruiser to be made in Japan, the very same vessel that the Emperor was sailing on for his tour.

Fujikoshi, in the early days of Showa, was still a fledging machine tool supplier. For Imura, "NACHI" was the word that best identified FUJIKOSHI products with the dignity of the Emperor.

## CORPORATE INFORMATION (As of November 30, 2008)

Foundation: December 21, 1928

Capital: ¥16 billion

Number of Employees: 5,853 (Consolidated) 2,729 (Non-consolidated)

Major Products: Machining Cutting Tools, Forming Tools, Cutting Saws, Machine Tools, Precision Machinery. Machining Systems

Robots Robot Systems, Electronic Equipment

Components Bearings, Hydraulic Equipment, Automotive Parts, Seismic Isolation Systems, Filtration Systems

Special Steels, Coating, Industrial Furnaces Materials & Heat Treatment

	materiale a rieat meatiment	openiar eterio, etating, maderiar ramadee	
- 1	Major Domestic Offices and Plants:		
	Toyama Head Office	1-1-1, Fujikoshi-Honmachi, Toyama 930-8511, Japan	Tel: +81-76-423-5111
	Tokyo Head Office	Shiodome Sumitomo Bldg. 17F, 1-9-2, Higashi-Shinbashi, Minato-ku, Tokyo 105-0021, Japan	+81-3-5568-5111
	Eastern Japan Main Branch	Shiodome Sumitomo Bldg. 17F, 1-9-2, Higashi-Shinbashi, Minato-ku, Tokyo 105-0021, Japan	+81-3-5568-5280
	Central Japan Main Branch	Nachi Nagoya Bldg., 2-120-3, Takayashiro, Meitou-ku, Nagoya 465-0095, Japan	+81-52-769-6811
	Western Japan Main Branch	Nachi Osaka Bldg., 2-3-7, Honjo-nishi, Higashi-Osaka 578-8522, Japan	+81-6-6748-2510
	Toyama Plant	1-1-1, Fujikoshi-Honmachi, Toyama 930-8511, Japan	
		[Cutting Tools / Machine Tools / Robots / Bearings]	+81-76-423-5111
	Higashi-Toyama Plant	3-1-1, Yoneda-machi, Toyama 931-8511, Japan [Special Steels]	+81-76-438-4411
		3-2-1, Nakada, Toyama 931-8453, Japan [Hydraulic Equipment]	+81-76-438-8970
	Namerikawa Plant	176, Ogake, Namerikawa 936-0802, Japan [Precision Machinery / Hydraulic Equipment /	+81-76-471-2101
		Automotive Hydraulies / Coating / Industrial Europeas / Presision Forming	

Automotive Hydraulics / Coating / Industrial Furnaces / Precision Forming] Maior Overseas Subsidiaries:

NACHI AMERICA INC. 17500 Twenty-Three Mile Road, Macomb, Michigan, 48044, U.S.A. Tel: +1-586-226-5151 Bischofstrasse 99, 47809, Krefeld, GERMANY NACHI EUROPE GmbH +49-(0)2151-65046-0

NACHI TECHNOLOGY (THAILAND) CO., LTD.

3/16 M, 2, Rojana Industrial Estate Nongbua, Ban Khai, Rayong, 21120, THAILAND +66-38-961-682 NACHI (SHANGHAI) CO., LTD. Yitong Industry Zone 258, Fengmao Rd. Malu Town, Jiading, Shanghai 201801, CHINA +86-(0)21-6915-2200

## **OVERSEAS OFFICES**



## INVESTOR INFORMATION

Securities Code: 6474

**Record Date:** Voting rights at General

> Meeting of Shareholders November 30 Year-end dividend November 30 Interim dividend May 31

**Ordinary General Meeting** 

URL:

of Shareholders: February Unit: 1.000 shares

Shareholders' Register Custodian: The Chuo Mitsui Trust and Banking Company, Ltd.

3-33-1, Shiba, Minato-ku, Tokyo 105-8574, Japan

Shareholders' Register Custodian Head office of The Chuo Mitsui Trust and

Administrative Office:

Banking Company, Ltd.

3-33-1, Shiba, Minato-ku, Tokyo 105-8574, Japan Toll-free: 0120-78-2031 (Toll-free in Japan)

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

To Request Purchase of Additional Shares or Buyback for Holdings Less Than the Minimum Trading Unit

NACHI-FUJIKOSHI has introduced a system that allows the purchase of additional shares for holdings less than the normal trading unit. This system enables shareholders with holdings under a trading unit (1.000 shares) to purchase the shares needed to meet this minimum requirement.

Also, shareholders wishing to sell holdings of less than a trading unit can follow procedures for the buyback of shares.

If your shares are held in an ordinary account at a securities company or similar, please inquire to your company to request purchase of additional shares or buyback for holdings less than the minimum trading unit.

If your shares are held in a special account, please inquire to The Chuo Mitsui Trust and Banking Company, Ltd. using the contact information on the left to request purchase of additional shares or buyback for holdings less than the minimum trading unit.



idea of yearning for beauty. We want everything we do to be Art. NACHI plays each role in creating the technology, developing the skill and building the expertise. As a producer of high

technology, NACHI is fashioning wonders. There is going to be Art in NACHI.