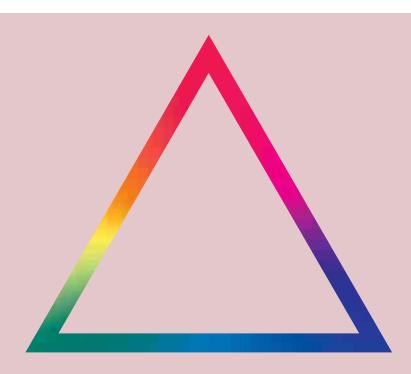


# **BUSINESS REPORT 2006**

December 1, 2005 to November 30, 2006



NACHI-FUJIKOSHI CORP.

Stock Code: 6474

## TO OUR SHAREHOLDERS

It's our pleasure to report to you about NACHI-FUJIKOSHI's business performance for the fiscal year ended November 30, 2006.

#### **Business Environment**

During the period under review, Japan's economy maintained its modest recovery. This reflected higher capital expenditure and improved employment conditions, although fluctuations in crude oil and raw material prices and other causes for concern were still apparent. Overseas economic growth was also robust overall, reflecting solid growth in the U.S. economy, expansion in China and ASEAN markets, and a rebounding European economy.

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

In this environment, the NACHI-FUJIKOSHI Group worked on the marketing, manufacturing and development fronts to promote the "NACHI Business" concept in the global market, capitalizing on the sophisticated, interconnected business management that has become a Group trademark. We improved and augmented the Group's production framework and equipment, both at home and abroad, and took steps to enhance productivity and bolster supply capabilities. We also responded to flourishing demand in the automobile and industrial machinery sectors by supplying reliable products and technologies offering high performance and high precision.

These actions resulted in net sales of ¥186.7 billion, up 6.1% from the previous fiscal year. Sales to the Japanese market accounted for ¥128.4 billion (up 1.6% year on year), while overseas sales climbed 17.6% to ¥58.2 billion.

Turning to earnings, ordinary income rose \$2.1 billion, or 17.7% year on year, to \$14.1 billion. This improvement was posted despite rising raw material and component prices, higher fixed expenses due to improvement of the production framework and other factors during the year. These concerns were largely offset by improved capacity utilization stemming from increased sales and production, as well as enhanced productivity and other total cost reduction efforts. After accounting for an extraordinary loss due to operational streamlining expenses, net income for the year under review was \$7.3 billion.

#### Cash Dividends

In recognition of business performance during the year and as a token of appreciation to shareholders for their dedicated support and to meet their expectations, the Company intends to pay a cash dividend of ¥8 per share, an increase of ¥1 from the previous fiscal year.

#### **Future Action**

Looking ahead, firm growth is expected to continue in the industrial machinery sector, while capital expenditure in the automobile sector is expected to enter a temporary correction phase. Meanwhile, issues fueling future uncertainty also abound: price trends in crude oil and raw material markets, economic slowdown in the U.S., and fluctuations in the yendollar exchange market all contribute to a business environment that will continue to warrant no optimism for the time being.

Given these circumstances, the NACHI-FUJIKOSHI Group will strive to establish a stable earnings base by reinforcing the interconnections between every aspect of our operations and setting our business on a solid footing. 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 2007 Kensuke Imura, President

Lendo Jmi

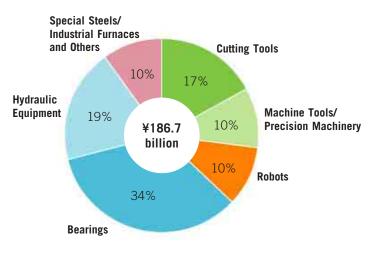


#### **About the Cover Design**

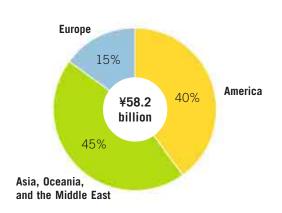
The triangle symbolizes the notion of "Sei-Han-Go," or "Fusing discrete and opposing ideas into one," the Group corporate philosophy implicit in the meaning of "Fuji" in our name.

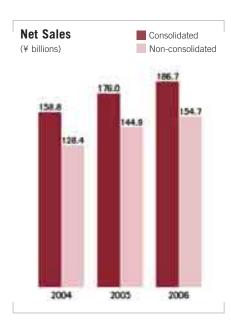
# **RESULTS OF OPERATIONS**

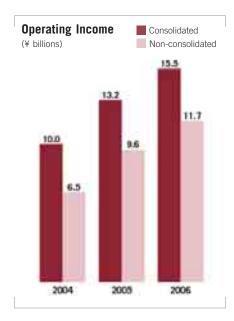
#### Sales by Business Segments

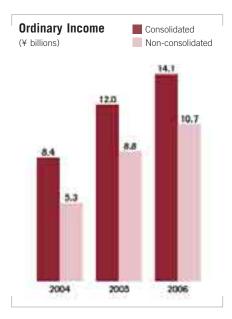


#### **Overseas Sales**



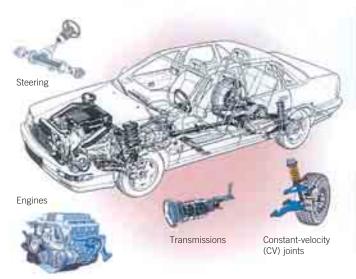






# THE NACHI BUSINESS NETWORK—Contributing to the Progress of the

Automobiles Products for a safe, comfortable and smooth ride





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



Machine tools



Ultra-precise processing machinery with nano-level precision



Large-sized glass substrate transfer robot

#### **Components**

In pursuit of greater safety and



High-performance bearings

# **World of Product Manufacturing**

## **Industrial Machinery** Realizing outstanding precision and efficiency



Injection molding machines

### Homes & Lifestyle Familiar parts of everyday life



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"

## comfort



Hydraulic equipment for construction and industrial machines



Solenoid valves for automobiles

#### **Materials & Heat Treatment**





modification technologies

# FINANCIAL STATEMENTS

#### **Consolidated Balance Sheets**

	lions

Consolinated Datance Sheets						
ltem	<b>2006</b> (As of November 30, 2006)	<b>2005</b> (As of November 30, 2005)				
ASSETS:						
Current assets	90,894	79,544				
Cash and cash equivalents	13,406	10,027				
Notes and accounts receivable	42,220	36,850				
Inventories	30,097	28,336				
Deferred tax assets	3,047	2,480				
Other	2,417	2,146				
Allowance for doubtful accounts	(294)	(297)				
Fixed assets	95,213	84,427				
Property, plant and equipment	72,393	63,360				
Buildings and structures	21,744	19,444				
Machinery and equipment	39,731	34,714				
Land	7,226	6,967				
Construction in progress	1,852	981				
Other	1,838	1,252				
Intangible fixed assets	429	532				
Software	332	410				
Other	96	122				
Investments and advances	22,390	20,534				
Investment securities	19,230	17,405				
Long-term loans receivable	150	90				
Deferred tax assets	866	1,003				
Other	2,181	2,078				
Allowance for doubtful accounts	(38)	(42)				
Total assets	186,107	163,972				

		(+ 1111110113)
ltem	<b>2006</b> (As of November 30, 2006)	<b>2005</b> (As of November 30, 2005)
LIABILITIES:		
Current liabilities  Notes and accounts payable Short-term bank loans Other accounts payable Other  Long-term liabilities Bonds and long-term debt Allowance for retirement benefits Other	91,259 35,988 33,867 9,282 12,120 39,989 26,619 8,171 5,197	88,548 36,334 30,916 8,715 12,581 29,364 15,983 8,969 4,411
Total liabilities	131,248	117,913
MINORITY INTERESTS:		
Minority interests	-	564
SHAREHOLDERS' EQUITY:		
Common stock Additional paid-in capital Retained earnings Unrealized gains on available-	- -	16,074 11,435 16,747
for-sale securities Translation adjustments Treasury stock	- -	6,732 (5,382) (112)
Total shareholders' equity	_	45,495
Total liabilities, minority interests and shareholders' equity	-	163,972
NET ASSETS:		
Shareholders' equity Common stock	<b>49,918</b> 16,074	_
Additional paid-in capital	11,452	=
Retained earnings Treasury stock	22,548 (157)	_ _
Revaluations and translation adjustments	3,283	_
Unrealized gains on available- for-sale securities	7,531	_
Translation adjustments  Minority interests	(4,247) <b>1,656</b>	_
Total net assets	54,859	_
Total liabilities and net assets	186,107	_

#### **Consolidated Statements of Income**

(¥ millions)

	(1 1111110113)			
ltem	2006 (For the year ended November 30, 2006)	2005 (For the year ended November 30, 2005)		
Net sales Operating income Ordinary income Extraordinary income Extraordinary losses Income before income taxes and minority interests	186,722 15,555 14,161 624 1,594	176,014 13,252 12,032 310 2,850 9,492		
Net income	7,304	5,179		

#### **Consolidated Statements of Cash Flows**

(¥ millions

(+ millions)				
ltem	2006 (For the year ended November 30, 2006)	<b>2005</b> (For the year ended November 30, 2005)		
Cash flows from operating activities Cash flows from investing activities Cash flows from financing activities Net increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of the year Cash and cash equivalents at end of the year	10,221 (18,812) 11,627 3,186 9,231 12,643	14,674 (11,062) (7,779) (4,009) 13,191 9,231		

#### Consolidated Statement of Changes in Shareholders' Equity (For the year ended November 30, 2006)

(¥ 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, 2005	16,074	11,435	16,747	(112)	44,145	6,732	(5,382)	1,349	564	46,059
Changes during the fiscal year Dividends from retained earnings Bonuses for directors appropriated			(1,741)		(1,741)					(1,741)
from earnings Net income Acquisition of treasury stock Disposal of treasury stock Decrease in retained earnings accompanying		16	(95) 7,304	(58) 13	(95) 7,304 (58) 30					(95) 7,304 (58) 30
increase in consolidated subsidiaries			(8)		(8)					(8)
Minimum pension liability adjustments of overseas subsidiary Other			330 10		330 10					330 10
Net changes in items other than shareholders' equity						799	1,135	1,934	1,092	3,026
Total changes during the fiscal year	_	16	5,801	(44)	5,772	799	1,135	1,934	1,092	8,799
Balance as of November 30, 2006	16,074	11,452	22,548	(157)	49,918	7,531	(4,247)	3,283	1,656	54,859

#### Non-consolidated Balance Sheets

/¥ million

Non-consolidated Balance Sn	(¥ millions)	
ltem	<b>2006</b> (As of November 30, 2006)	<b>2005</b> (As of November 30, 2005)
ASSETS:		
Current assets Fixed assets	62,161 93,175	52,316 82,781
Total assets	155,336	135,098
LIABILITIES:		
Current liabilities Long-term liabilities	72,634 33,526	68,286 22,427
Total liabilities	106,161	90,714
SHAREHOLDERS' EQUITY:		
Common stock Additional paid-in capital Retained earnings Unrealized gains on available-	= = =	16,074 11,435 10,429
for-sale securities Treasury stock	-	6,539 (95)
Total shareholders' equity	_	44,383
Total liabilities and shareholders' equity	_	135,098
NET ASSETS:		
Shareholders' equity Common stock	<b>41,813</b> 16,074	_
Additional paid-in capital	11,452	_
Retained earnings	14,426	_
Treasury stock  Revaluations and translation	(140)	-
adjustments	7,361	_
Total net assets	49,175	-
Total liabilities and net assets	155,336	_

#### **Non-consolidated Statements of Income**

(¥ millions)

ltem	2006 (For the year ended November 30, 2006)	<b>2005</b> (For the year ended November 30, 2005)	
Net sales	154,708	144,929	
Operating income	11,760	9,664	
Ordinary income	10,704	8,841	
Extraordinary income	89	90	
Extraordinary losses	1,021	1,498	
Income before income taxes	9,772	7,433	
Net income	5,834	4,480	

NACHI Business.

## Topics 1 Launch of Major NACHI Dealers Conference

Making contacts that transcend industries and regions, deepening partnerships In November 2006, NACHI-FUJIKOSHI invited dealers representing 45 major

companies from such fields as cutting tools, bearings and hydraulics to a conference designed to make contacts that cut across existing business frameworks. The ultimate aim was to improve

(November 2006)





## Topics2 Global Expansion of the Engineering Business

NACHI-FUJIKOSHI is nurturing new businesses through newly established bases in Japan and overseas specializing in engineering services, including the re-sharpening and recoating of cutting tools and robot maintenance.



#### **NACHI Engineering Established**

We set up NACHI Engineering Co., Ltd. to consolidate and expand various engineering services, including for machine tools and robots, along with our showrooms and demonstration facilities. This move will enhance our technical support for customers.

(Ayase City, Kanagawa Prefecture. Completion scheduled for April 2007)

#### NACHI (Shanghai) Precision Tools Co., Ltd.

Established in Shanghai in March 2006 as a base for precision tool engineering services, this company will advance business in the Chinese market together with bearings manufacturer Shanghai NACHI Bearings Co., Ltd., band saw manufacturer Shanghai NACHI Saw Corp. and sales company NACHI (Shanghai) Co., Ltd.



Opening of the NACHI Galaxy China showroom



#### **NACHI Precision North Carolina Inc.**

Located in the southeastern United States, home to numerous automakers, this company has begun a business involving the re-sharpening and recoating of precision cutting tools.

(Established May 2006)



## Topics3 Synergies Through Alliances

At the 23rd Japan International Machine Tool Fair (JIMTOF 2006), NACHI-FUJIKOSHI exhibited jointly with Sumitomo Electric Hardmetal Corp. in the cutting tool sector, and with GPA (Gear Production Alliance), Kashifuji Works Ltd. and Kanzaki Kokyukoki Manufacturing Co., Ltd. in the machine tool sector. The exhibitions were instrumental in promoting the attractions of the latest processing technology to customers from Japan and overseas.





## Topics4 New Product—the Artis SC400LC Clean Robot



We recently launched sales of this 6-axis, multi-jointed clean robot boasting the world's best handling capabilities. This newly developed robot safely, precisely and speedily handles glass substrates for increasingly larger flat panel displays.



#### FUJIKOSHI Hospital—Part of the FUJIKOSHI Story

FUJIKOSHI Hospital began as a medical clinic for FUJIKOSHI employees that was opened by founder Kohki Imura in 1934. The clinic expanded as the company grew and has contributed to the development of the region's healthcare as one of Toyama prefecture's leading general hospitals. In 1951, we agreed to the prefecture's request to administer the hospital, which became the present-day Toyama Prefectural Central Hospital.

In 1958, we built a new FUJIKOSHI Hospital at the side of the company's present-day main entrance. Then in 1989, the hospital moved to a new building in front of the main entrance to commemorate the company's 60th anniversary.

In the fall of 2006, an extra 1,830 square meters of wards were added in a 3-storey wing on the west side of the hospital, thereby expanding the existing area to 6.560 square meters.

In addition to an upgraded Health Center, the new wing features wider corridors and larger doors for barrier-free access. The hospital first floor is divided into a Checkup Center, and internal medicine rooms

for outpatient consultation and treatment, to offer greater convenience to both people receiving medical checkups and outpatients.

The second floor holds the Dialysis Center, whose activities were previously dispersed among three separate locations. The wards and smaller patients' rooms that used to be on the third and fourth floors are now also on one floor.

Our founder was well known for a calligraphic scroll that read "a

healthy spirit and a healthy body." True to this, the hospital aims to provide meticulous healthcare, increasing the wellbeing and deepening the trust of everyone who uses it.



11-65 Higashi Ishi-gane-machi, Toyama 930-0964, Japan Tel: 076-424-2881

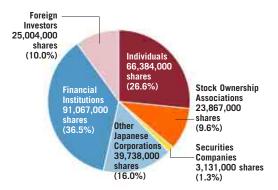
## SHAREHOLDER INFORMATION (As of November 30, 2006)

Number of Shares Issued: 249,193,436 Number of Shareholders: 34.487

Maior Shareholders:

Shareholders	Number of shares held (thousand)	Shareholding ratio (%)
The Master Trust Bank of Japan, Ltd.	13,862	5.56
Toyota Motor Corporation	13,182	5.29
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	11,888	4.77
Employees Stock Ownership Plan	10,470	4.20
NACHI WANEI Stockholding	10,395	4.17

#### **Breakdown of Shareholders**



# **DIRECTORS** (As of February 21, 2007)

President and Representative Director Kensuke Imura Executive Vice President and Representative Director Hiroo Honma Executive Vice President and Representative Director Masahiro Nagao

Managing Director Hideki Kasahara Managing Director Yukihiko Tanaka Managing Director Fumihide Hidano Managing Director Noriyasu Shiba Managing Director Kenji Ishiguro

Managing Director Kiyoshi Nakagawa Director\* Masao Motobayashi Director Makoto Sasaki Director Hideo Terakoshi

Director Masayuki Higeukon Director Zenshiro Kaneko Director Hiroshi Yamada Director Keiichi Ogino

Standing Corporate Auditor Naoto Nakano Standing Corporate Auditor\* Atsushi Saguchi Standing Corporate Auditor Teruo Akashi Corporate Auditor\* Eiichi Fukushima

#### 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" which we are aiming.

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

#### Origin of the Trademark "NACHI"

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.

<sup>\*</sup>Outside director or outside corporate auditor

## CORPORATE INFORMATION (As of November 30, 2006)

Foundation: December 21, 1928

Capital: ¥16 billion

Number of Employees: 5,613 (Consolidated) 2,633 (Non-consolidated)

Major Products:

Machining Cutting Tools, Forming Tools, Cutting Saws, Precision Forming, Machine Tools,

Precision Machinery, Machining Systems Robots Robot Systems, Electronic Equipment

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

Materials & Heat Treatment Special Steels, Coating, Industrial Furnaces

Major Domestic Offices and Plants:

Toyama Head Office 1-1-1, Fujikoshi-Honmachi, Toyama 930-8511, Japan Tel: +81-76-423-5111

Shiodome Sumitomo Bldg. 17F, Tokyo Head Office

1-9-2, Higashi-Shinbashi, Minato-ku, Tokyo 105-0021, Japan

Eastern Japan Main Branch Shiodome Sumitomo Bldg. 17F,

1-9-2, Higashi-Shinbashi, Minato-ku, Tokyo 105-0021, Japan

Nachi Nagoya Bldg., 2-120-3, Takayashiro, Meitou-ku, Nagoya 465-0095, Japan Tel: +81-52-769-6811 Central Japan Main Branch

Western Japan Main Branch Nachi Osaka Bldg., 2-3-7, Honjo-nishi, Higashi-Osaka 578-8522, Japan Tel: +81-6-6748-2510 1-1-1, Fujikoshi-Honmachi, Toyama 930-8511, Japan Toyama Plant Tel: +81-76-423-5111

[Cutting Tools / Machine Tools / Robots / Bearings]

Higashi-Toyama Plant 3-1-1, Yoneda-machi, Toyama 931-8511, Japan [Special Steels] Tel: +81-76-438-4411 3-2-1, Nakada, Toyama 931-8453, Japan [Hydraulic Equipment] Tel: +81-76-438-8970

Namerikawa Plant 176, Ogake, Namerikawa 936-0802, Japan Tel: +81-76-471-2101

[Precision Machinery / Automotive Hydraulics / Industrial Furnaces / Coating / Precision Forming]

Major Domestic Subsidiaries:

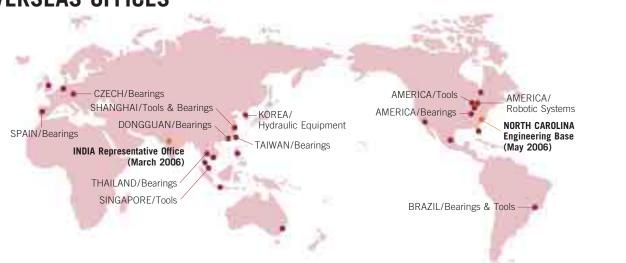
NACHI Kanto Co., Ltd. Shiodome Sumitomo Bldg. 17F,

1-9-2, Higashi-Shinbashi, Minato-ku, Tokyo 105-0021, Japan

Nachi Osaka Bldg., 2-3-7, Honjo-nishi, Higashi-Osaka 578-8522, Japan Tel: +81-6-6748-2530 NACHI Kansai Co., Ltd. NACHI Tokai Co., Ltd. Nachi Nagoya Bldg., 2-120-3, Takayashiro, Meitou-ku, Nagoya 465-0095, Japan

Tel: +81-52-769-6911

## **OVERSEAS OFFICES**



Tel: +81-3-5568-5111

Tel: +81-3-5568-5280

Tel: +81-3-5568-5190

## INVESTOR INFORMATION

Stock 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** 

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 Administrative Office:

The Chuo Mitsui Trust and Banking Company, Ltd.

Stock Transfer Agency Department

2-8-4, Izumi, Suginami-ku, Tokyo 168-0063, Japan Toll-free: 0120-78-2031 (Toll-free in Japan)

Shareholders' Register Custodian Handling Office:

The Chuo Mitsui Trust and Banking Company, Ltd.,

Branches throughout Japan Japan Securities Agents, Ltd.,

Head office and branches throughout Japan

Stock Transfer Fees: Free

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

To Request Purchase of Additional Shares 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 trading unit (1,000 shares) to purchase the shares needed to meet this minimum requirement.

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

Please contact the Shareholders' Register Custodian (see left) for more information. (Please note: Shareholders using the securities depository system should contact their securities firm.)

