

#### **INTERIM FINANCIAL RESULTS BRIEFING**

November 13th 2009

THK CO., LTD.

President & CEO

AKIHIRO TERAMACHI

This presentation material contains forward looking statements that reflect the Company's business plans, performance projections, and strategic forecasts. Such statements are based on information currently available to the Company. However, changes in the operating environment may cause actual results and achievements to differ from those anticipated in this corporate presentation material. Also, please let you know that this presentation material includes reference information that are not exactly accounts indication matters.



# Financial Results 1st Half of Fiscal Year ending March 2010

#### **Financial Highlights**



Net sales decreased by 55.2 %, compared to the same period in the previous year, to ¥ 47.4 billion.

- In Japan, although electronics-related demand showed the recovery in the latter part of period, net sales declined because the sales decline in the beginning of period was large.
- On abroad, demand showed the recovery mainly in Asia, namely, China and Taiwan; however, net sales declined because the sales decline in the beginning of period was large.

#### Operating loss was ¥ 9.4 billion.

- Decrease of products volume affected by sales decline worked in minus.
- Fixed cost decreased as the result of sorts of cost control.
- Net sales was ¥ 0.6 billion less than our original forecast ¥ 48 billion because of the delay in demand recovery. Operating loss was ¥ 0.6 billion smaller than our original forecast ¥ 10 billion as the result of cost control.

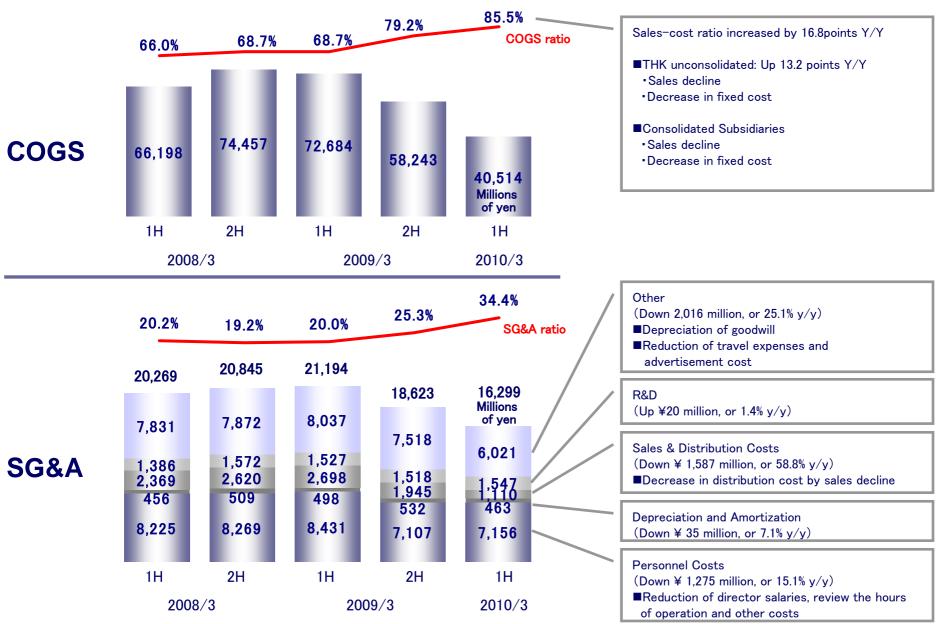
#### **Trend in Net Sales**





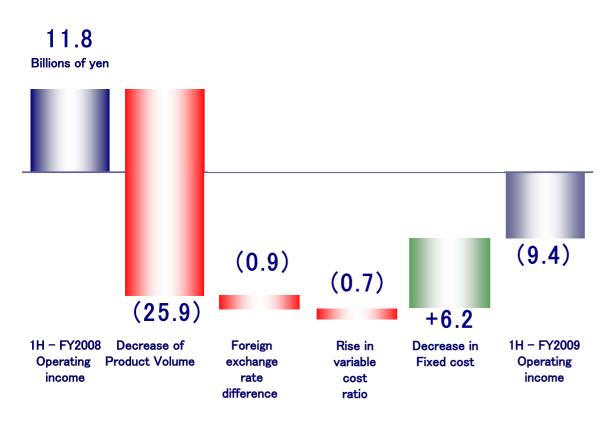
#### Trends in Sales-Cost Ratio and SG&A





### **Operating Income - Cause of Change -**

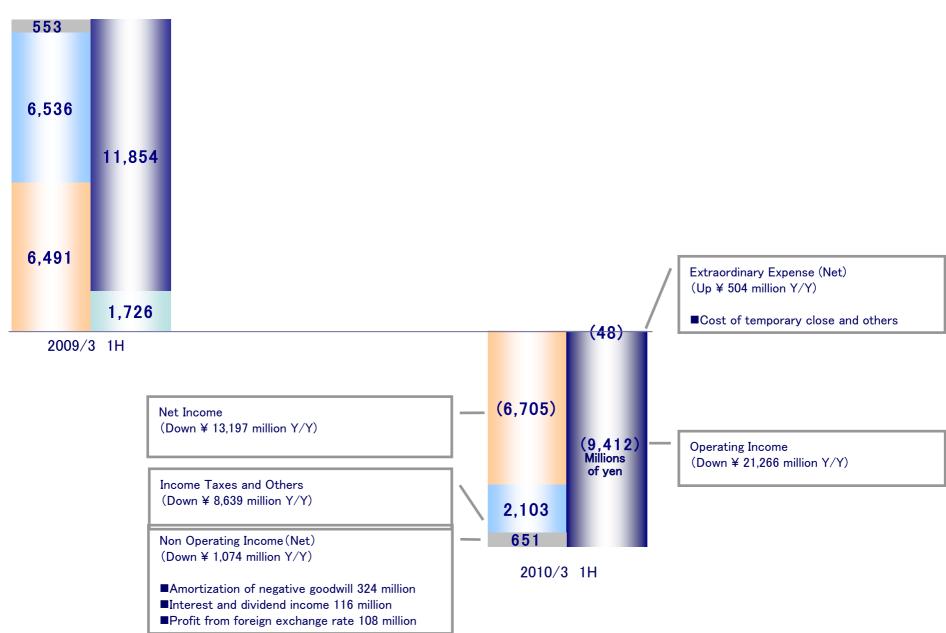






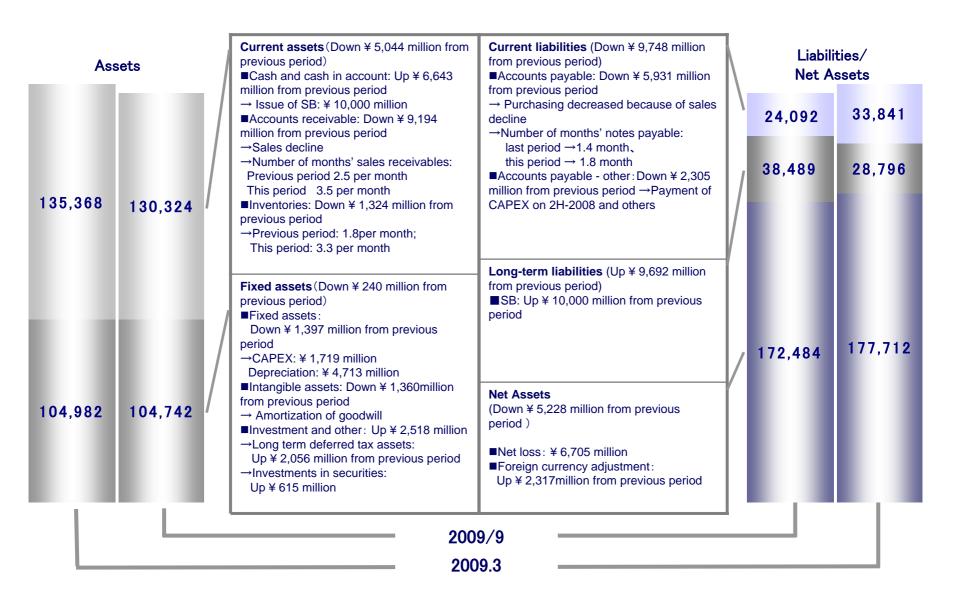
#### **Trends in Net Income**





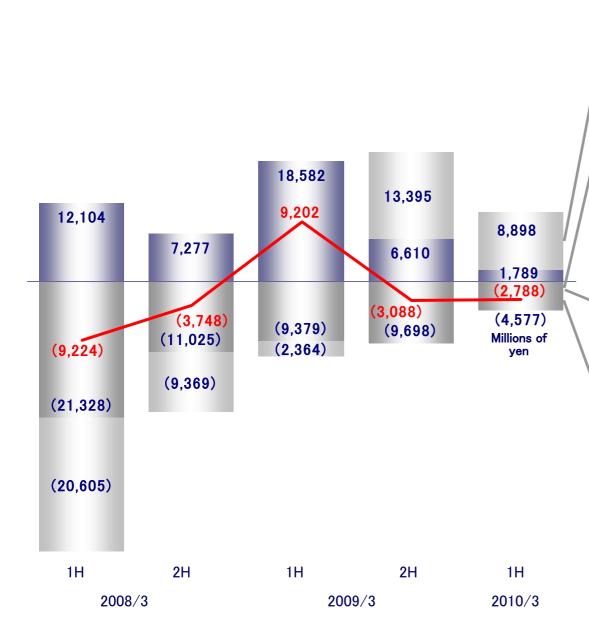
#### **Trends in Assets, Liabilities and Net Assets**





#### **Cash Flow Trend**





Cash Flows from Financing Activities

■Issue of bond ¥ 10,000million

■Payment of dividend

(¥ 1,031)million

#### Cash Flows from Operating Activities

■Income before income taxes and minority interest

(¥ 8,808) million

■Depreciation and amortization

¥ 4,842million

■Amortization of goodwill

¥ 1,362million

Amortization of negative goodwill

(¥ 324)million ¥ 9.549million

■Change in accounts receivable

# 9,549mmon

■Change in Inventories

¥ 1,911million

■Change in accounts payable

(¥ 6,314)million

■Income taxes (paid) refund

¥ 440million

Free Cash Flows (Down ¥ 11,990 million from previous period)

■ Cash Flows from Operating Activities: Down ¥ 16,793 million from previous period

■ Cash Flows from Investing Activities: Up ¥ 4,802 million from previous period

Cash Flows from Investing Activities

■Payments for purchase of fixed assets

(¥ 4,429)million

Cash and cash equivalents

■At the beginning of period

¥ 64,130million

■Change during the period

Up ¥ 6,643million

■At the end of period

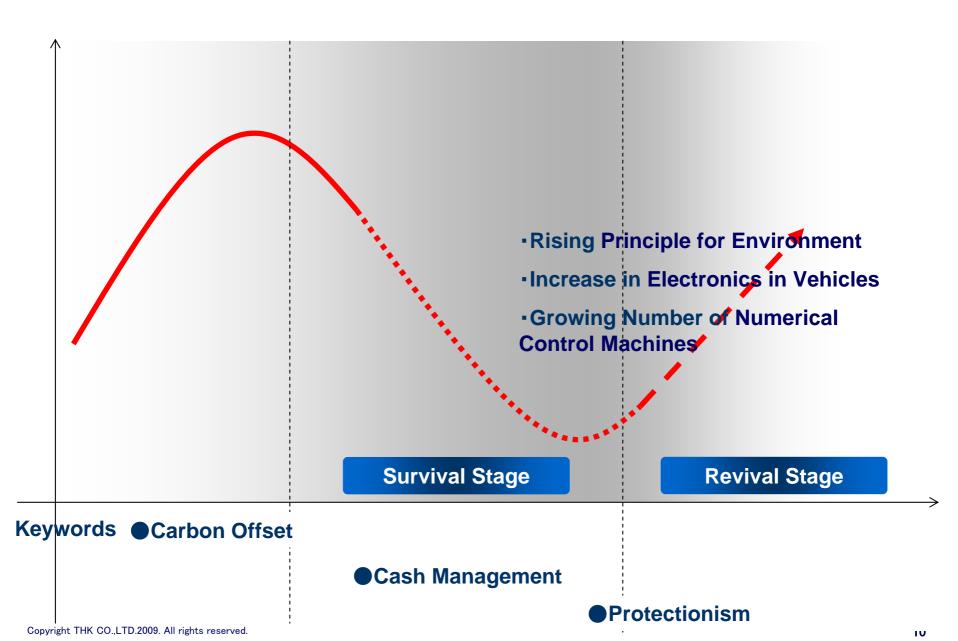
¥ 70,773million



# 2. Management Strategy Forward

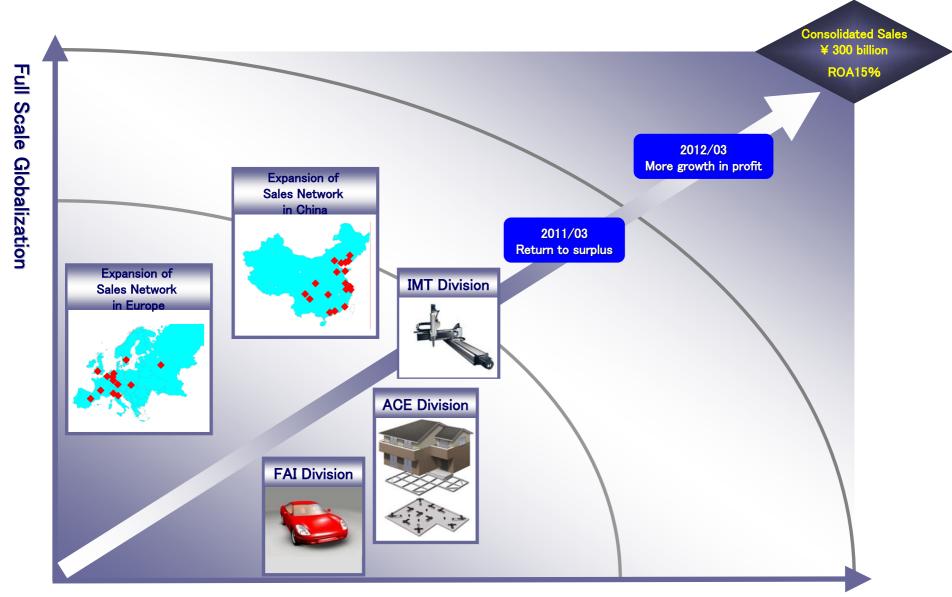
### **Current Management Environment**





## **Continuous Medium-term Management Plan**

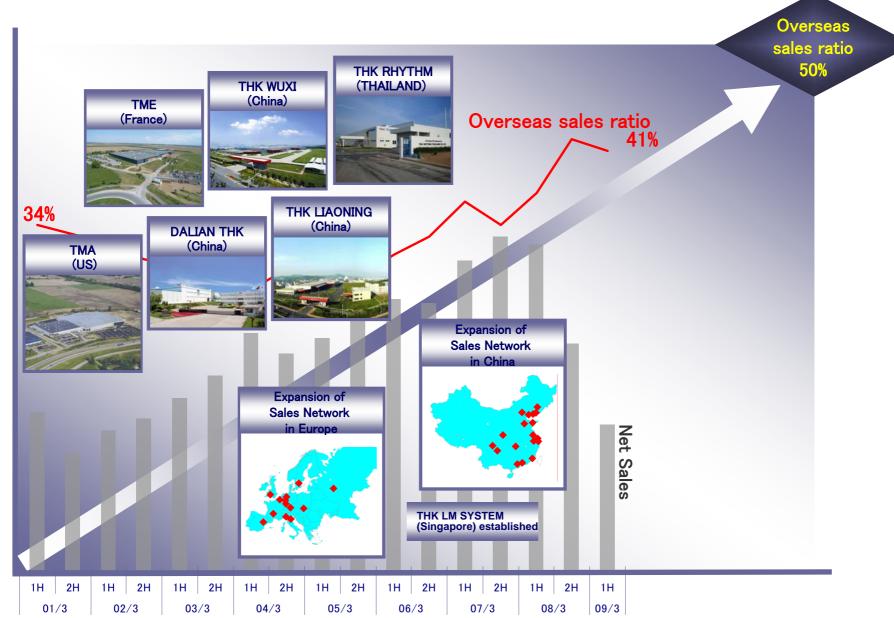




**Development of New Business Areas** 

## **Step of Globalization**





# **Important Topics of Action**



	I ne wark of Linea									
	Purchase	Production	Distribution	Sales	Service, others					
	Strengthen cost control									
ш	Promote Management Base Enhancement Project									
Japan	Promote global purchase Review balance of domestic production and subcontract	Improve productivity by time and labor force	Realize the best efficiency of distribution	Expanding sales on new business areas Strengthen sales through agencies	Establishment of IMT division (strengthen unit products) Financial Management of THK group Promote CSR					
Americas	Promote purchase from local suppliers	Broaden the range of products manufactured locally Improve productivity by time and labor force	Unification of operations	Expanding sales on new business areas Expand sales unit products						
Europe	Promote purchase from local suppliers	Broaden the range of products manufactured locally Improve productivity by time and labor force	Utilize TME distribution center	Expanding sales on new business areas						
Asia and others	Promote purchase from local suppliers	Broaden the range of products manufactured locally Operate the plant in Vietnam		Expand sales network in China Expand sales network in ASEAN region	Promote processing operation to local users					
Research & Development  Highly training engineers and organizational rearrangement of development department										
Strengthen quality assurance system worldwide										

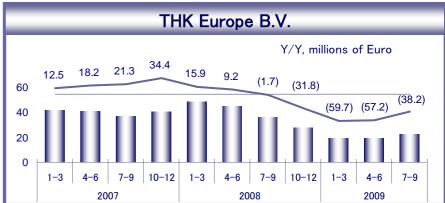


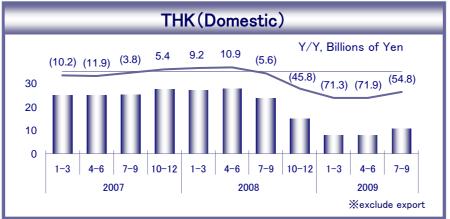
# 3. Fiscal Year Ending March 2010 Financial Forecast

#### **Orders Received by Region**













# **Financial Forecast (Consolidated)**



	2010.3 FY		2010.3 1H	2009.3 FY
	(Revised Forecast)	(May Forecast)	(Result)	(Result)
Net Sales	110,000	110,000	47,402	179,269
Y/Y	<i>△38.6%</i>	△38.6%	<i>△55.2%</i>	<i>△14.1%</i>
Operating Income	△14,300	△15,000	Δ9,412	8,523
Y/Y	_	_	_	<i>△68.4%</i>
Ordinary Income	△13,400	Δ14,300	△8,760	8,329
Y/Y	-	_	_	△ 69.2%
Net Income	Δ11,300	Δ11,500	△6,705	1,204
Y/Y	_	-	_	<i>△93.4%</i>

# **Financial Forecast (Non-consolidated)**



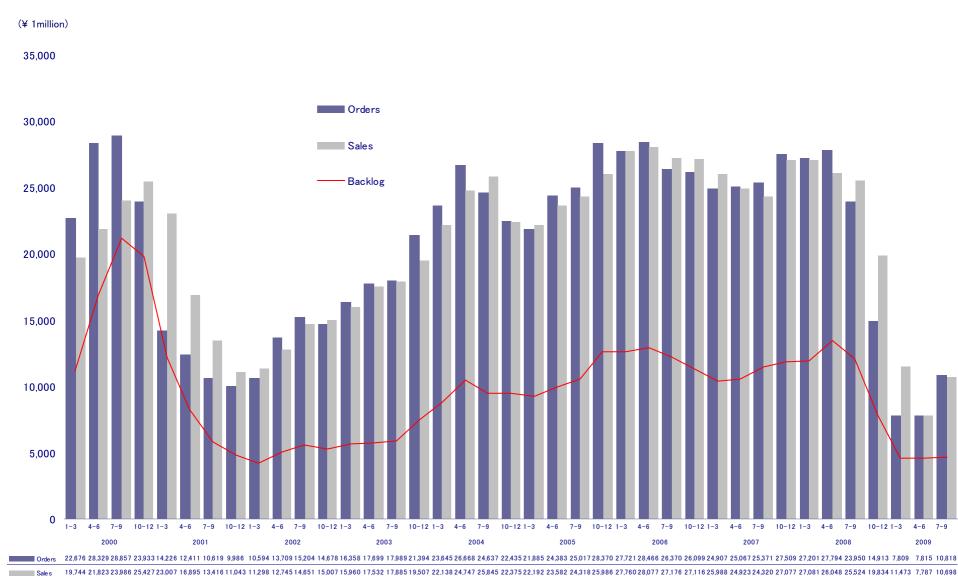
	2010.3 FY		2010.3 1H	2009.3 FY
	(Revised Forecast)	(May Forecast)	(Result)	(Result)
Net Sales	64,000	60,000	26,155	112,519
Y/Y	<i>△43.1%</i>	<i>△46.7%</i>	<i>△63.7%</i>	△20.4%
Operating Income	△6,000	Δ7,200	△4,542	8,142
Y/Y	_	_	_	<i>△62.9%</i>
Ordinary Income	△5,700	△7,200	△4,423	7,447
Y/Y	_	_	_	△ 70.2%
Net Income	△3,400	△4,500	△2,657	3,261
Y/Y	_	_	_	△82.7%



Website http://www.thk.com

# Support Statement -Trends in orders, sales and backlog (domestic-unconsolidated) -





(Millions of ven)

# **Support Statement -Trends in orders classified** by industry (unconsolidated)-



