

# NACHI

COMPANY PROFILE

# 2013

**NACHI-FUJIKOSHI CORP.**

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# Message from the President

## Fulfilling aspirations as a manufacturing company

The NACHI-FUJIKOSHI Group is contributing to expansion in the world of manufacturing by capitalizing on our abilities as a comprehensive machine manufacturer with the multifaceted operations and technologies to provide a wide range of solutions to customers in such fields as automotive, industrial machinery, energy, and infrastructure.

We have established our slogan of "Fulfilling aspirations as a manufacturing company" as part of our long-term vision 2020 strategies. Aiming to weather the turmoil of the economy and produce high corporate growth and to realize the dreams of our customers, associates, employees and other stakeholders, we are revamping management based on the following three management policies.

### 1. Expand markets in emerging countries

Expanding sales, services, and production operations focusing on China, India, ASEAN, Central and South America, and Eastern Europe to drive corporate growth and establish positioning in emerging markets that promise economic growth in the mid-term and creating markets in Japan, Europe, and the USA as new volume zones.

### 2. Create new products and new businesses

Expanding business opportunities by creating new products and enterprises using our multifaceted technologies, and refining existing products and growing our product lineup. Enabling us to meet the ever-growing number of needs in the manufacturing processes of our customers.

### 3. Educate and bolster human resources

Corporations are people, from the idea that people support manufacturing, we are educating personnel in Japan and across the globe to bolster manpower. Especially for global personnel as we focus on business expansion overseas and in emerging markets and to cultivate personal with a strong desire to meet challenges and succeed with an awareness of corporate citizenship.



President Hiroo Honma

本間 博夫

# Corporate Philosophy

## Creativity - Business withers without creation.

Today's dream brings about a better tomorrow. Creation causes some discord. Improvement is assured by conquering such discord.

## Aggressiveness - Tackle your job aggressively.

Give priority to difficult assignments and never give up when the job is half done.

## Globalism - The globe is your market.

Win the trust of the people of the world. Supply quality products at reasonable cost. Nurture the competitiveness of your products.

## Appreciative minds - Always be appreciative of what people around you do for you.

Thank your parents for having given birth to you. Thank elders for their guidance. Serve the community in order to reciprocate its hospitality toward you.

## Human assets - How to make the company prosper is to find and use the right person in the right job.

Quality people are difficult to come by. Be objective. Be health conscious. Be wise. Stick to your words.

Written by the founder, Kohki Imura

# Outline

Corporate Name	NACHI-FUJIKOSHI CORP.	
Trademark	NACHI	
Foundation	December 21, 1928	
Account Settled on	November 30	
President	Hiroo Honma	
Head Office, Toyama Plant	1-1 Fujikoshi-Honmachi, Toyama 930-8511	
Tokyo Head Office	Tel : 076-423-5111 Shiodome Sumitomo Bldg. 17F, 1-9-2 Higashi-Shinbashi, Minato-ku, Tokyo 105-0021 Tel : 03-5568-5111	
Capital	16,000 million yen	
Consolidated Net Sales	172,200 million yen	(2,120 million dollars)
Overseas Sales	61,900 million yen	(764 million dollars)
NACHI Group	52 companies	(Domestic 24 companies) (Overseas 28 companies)
Group Associates	5,850	(53 companies)
	2,700	(Non-Consolidated)
Major Products	Machining	Cutting Tools, Forming Tools, Cutting Saws, Machine Tools, Precision Machinery, Machining Systems
	Robots	Robots, Robot Systems, Electronic Equipment
	Components	Bearings, Hydraulic Equipment, Automotive Hydraulics, Seismic Isolation System, Filtration System
	Materials	Special Steels, Coating, Industrial Furnaces

# Corporate Mission

Contributing to the progress of the world of product manufacture.

## 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".

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 olden days.

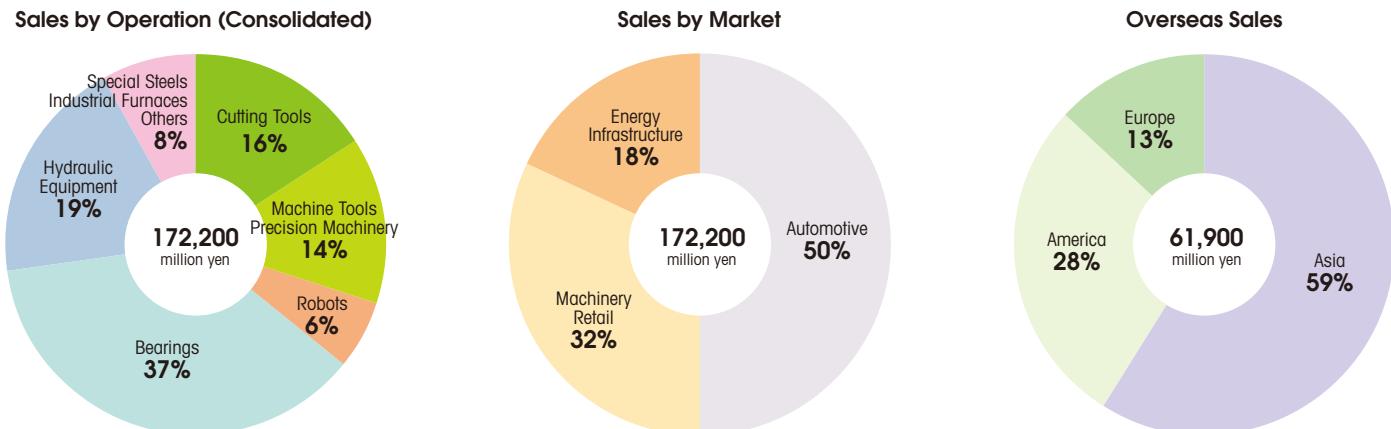
## Origin of the Trademark "NACHI"

The NACHI brand name comes from "KUMANO-NACHI-TAISHA", the Grand Shrine, that is 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.

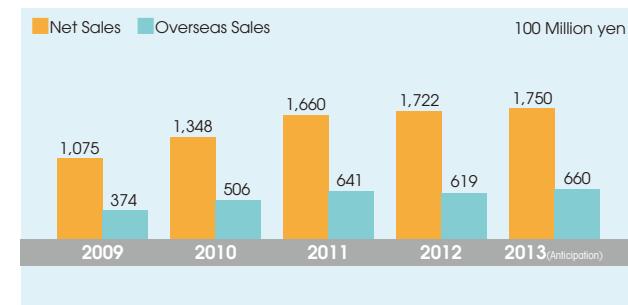
Overjoyed at the honor of entertaining the Emperor's special attention, Kohki Imura decided to name his product "NACHI" after the name of the latest naval cruiser to be made in Japan, the very same vessel that the Emperor was sailing on for his tour.

# Breakdown of Net Sales

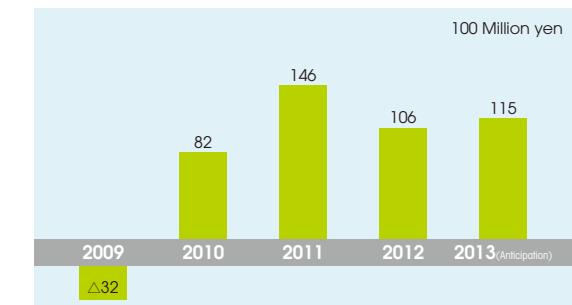


# Trends in Net Sales

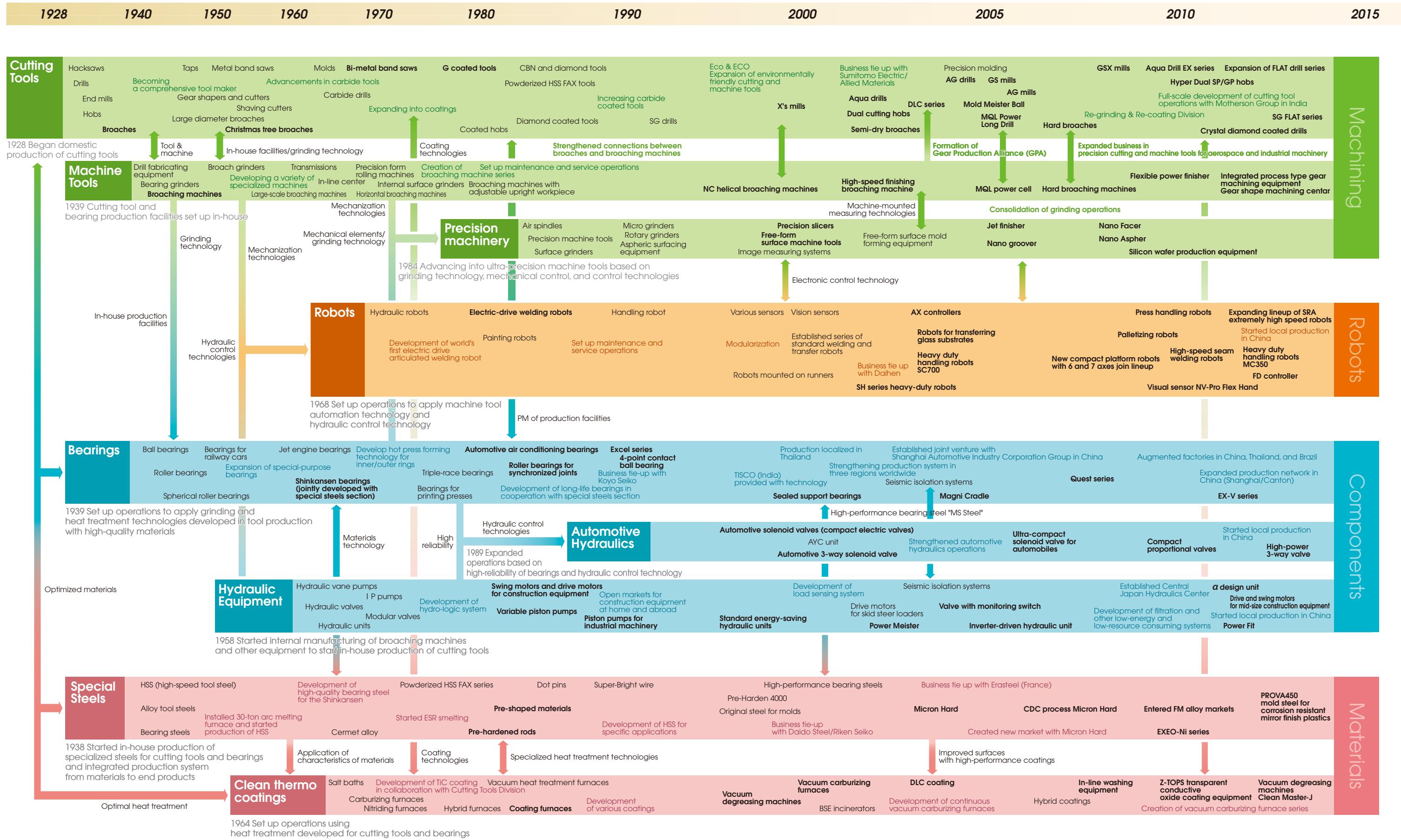
## Net Sales (Consolidated)



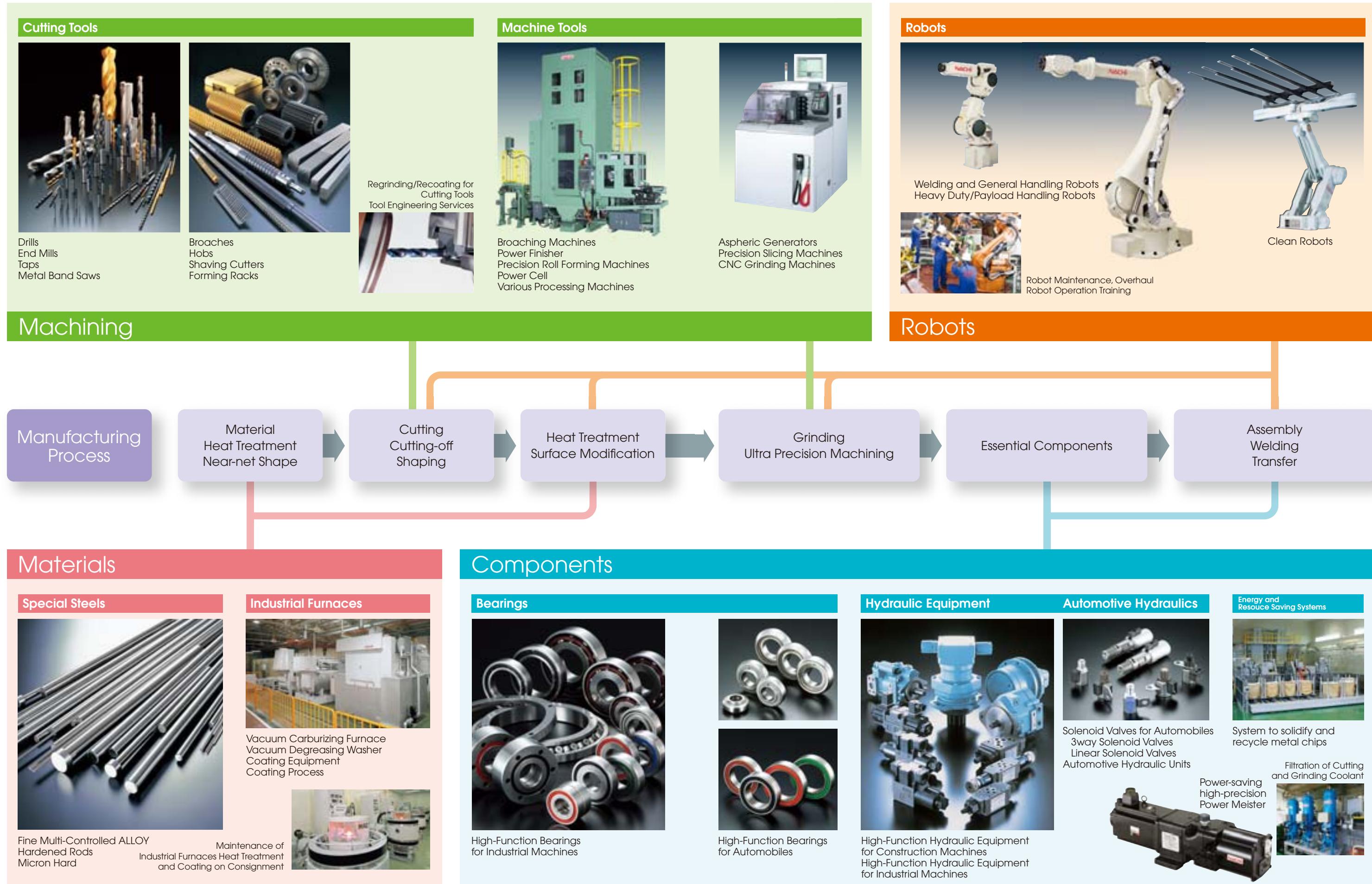
## Operating Income (Consolidated)



# Genealogy of Business Operations



# Contributing to the Process of Manufacturing



# Multifaceted Solutions

## Automobiles



**MR20**  
Seven-axis articulated robot



**World's No.1 Share**  
**Double-Row Angular Contact Ball Bearings**  
For automobile air conditioners resistant to high speeds and high temperatures.



### Constant Velocity Joints

Quiet and smooth rotary transfer.

**Forming Rack**  
Keeping precision high in super efficient production.



Precision rolling

### Engines

Contributing to higher energy efficiency and green processes.



**MQL Power Cell**  
MQL Machining System

High-efficiency, non step deep hole drilling.



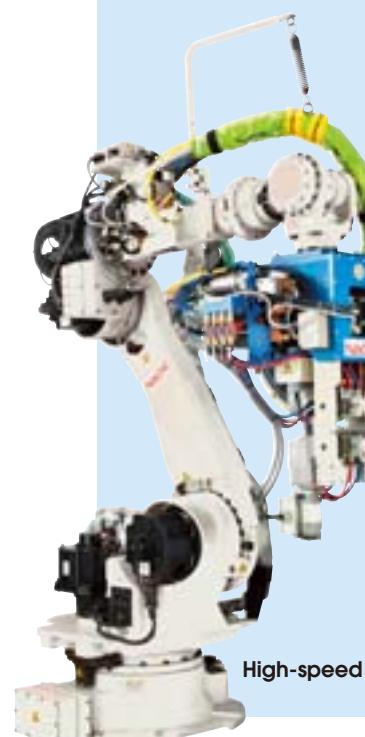
**Power Finisher**  
Crankshaft and camshaft lapping.



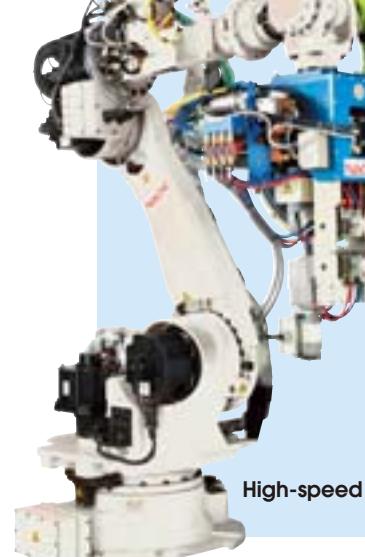
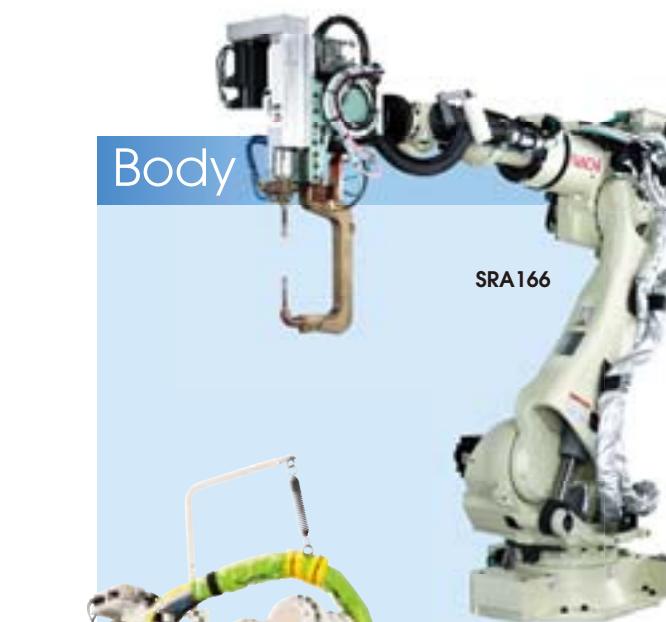
AG-ES/ESS Drills

### Body

**SRA166**



**Spot Welding Robots**  
**Heavy-Load Handling Robots**  
High productivity is realized.

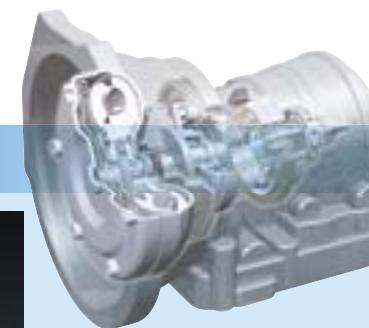


### Transmissions

For responsive and comfortable driving.



**MT21 Steel Bearings**  
for transmissions



**Helical Broach**



**NC Helical Broaching Machine**  
Perform highly efficient machining of helical gears for automatic transmission.

### Steering

Safe and stable steering.



Broaching of steering racks.



**4-point Contact Ball Bearings BX Series**

Vane Material in Power Steering Pumps Made from HSS

**Solenoid Valves for Automobiles**  
Direct control of transmission clutch with valves.



Vacuum carburizing of transmission gears.



High speed hob cutting.



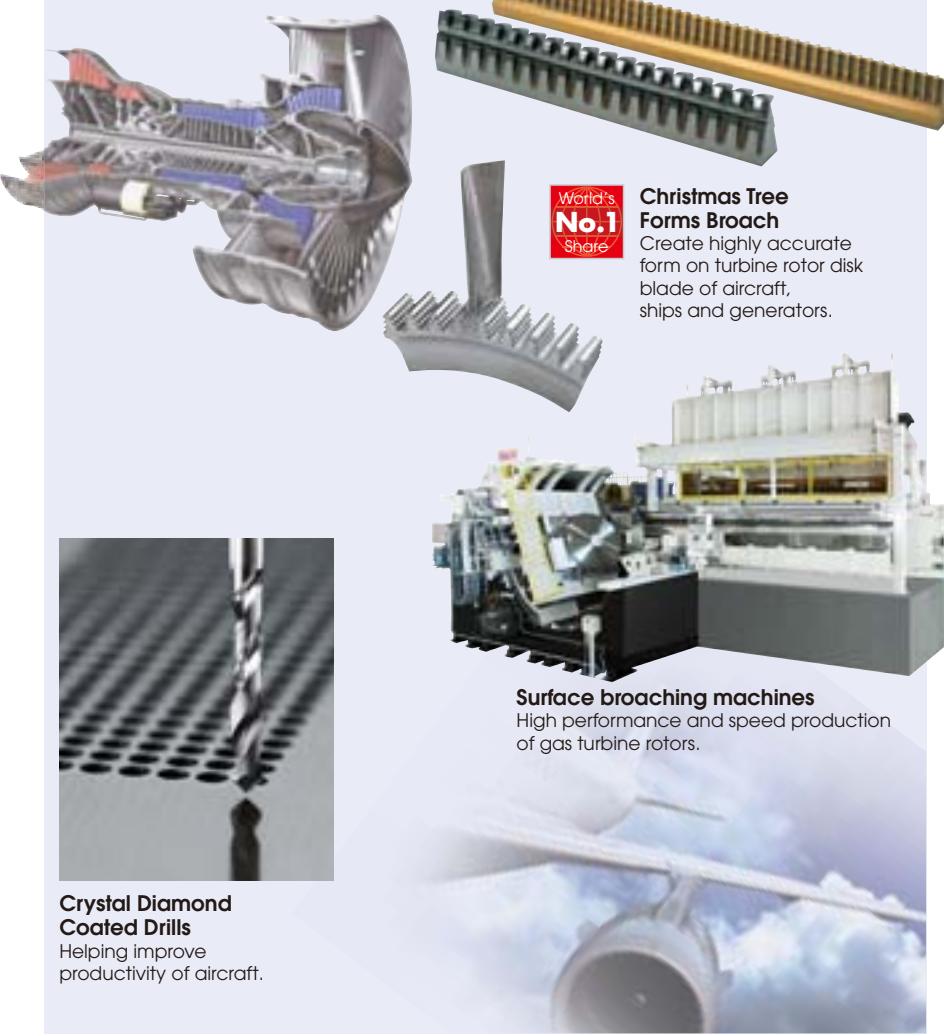
**Vacuum Carburizing Furnace "En-Carbo"**  
Perform highly accurate carburizing to be environmentally friendly and low in cost.



**World's No.1 Share**  
**Roller Bearings for Constant Velocity Joints**  
High-performance bearings for superb operability, comfort and safety in automobile driving.

## Energy, Infrastructure

### Power Generation, Aircraft



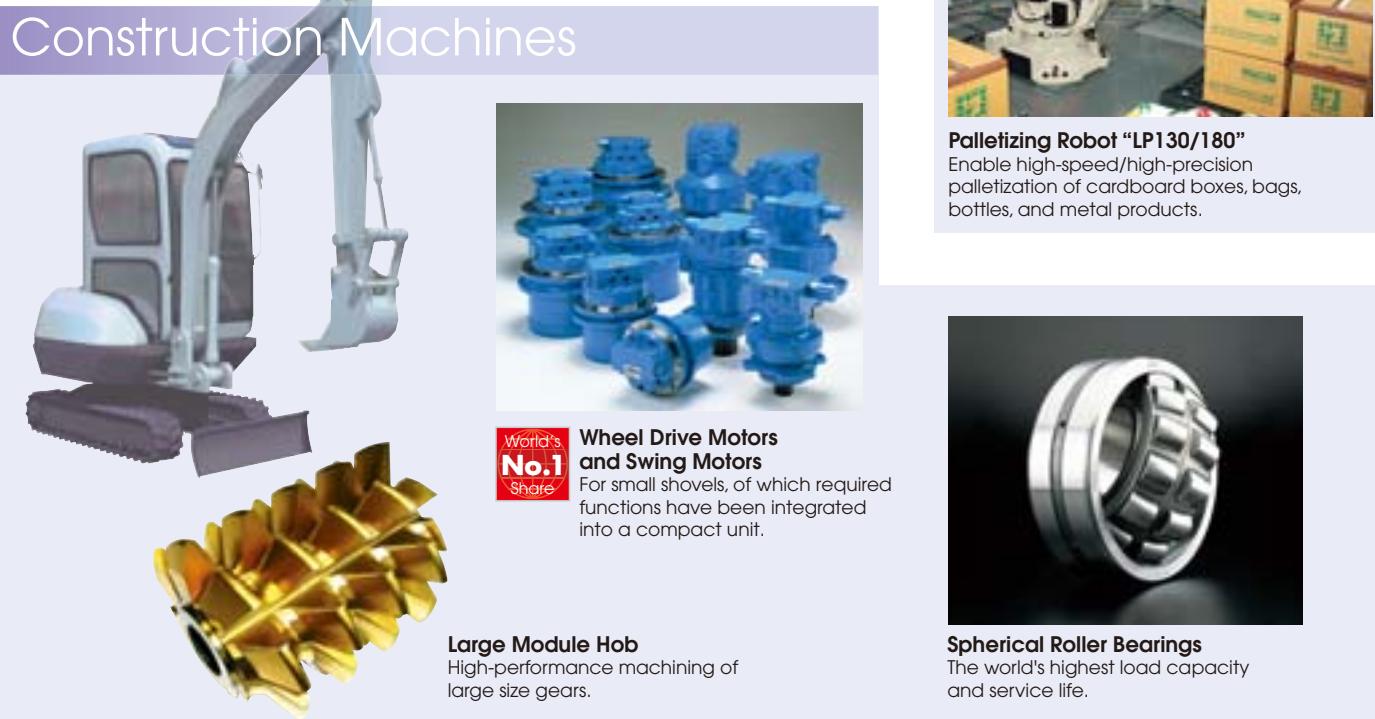
### Railroads



### Distribution



### Construction Machines

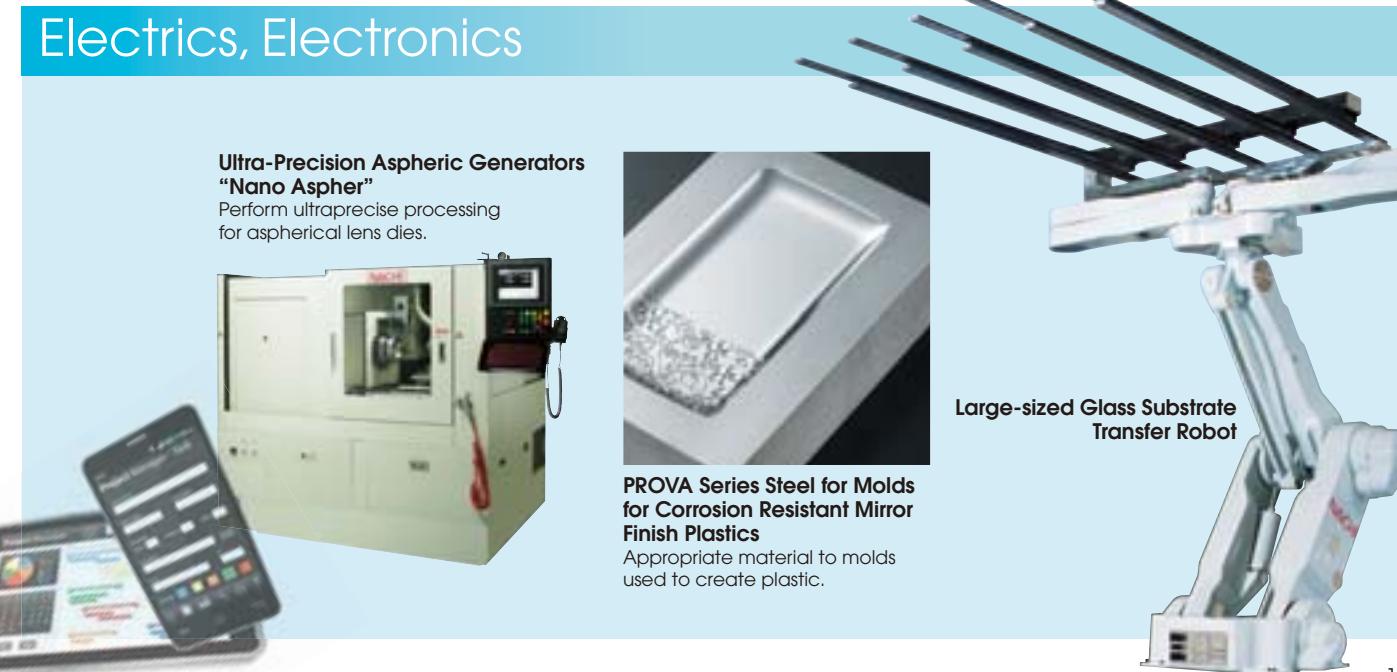


## Industrial Machines, Electrics, Electronics

### Industrial Machines



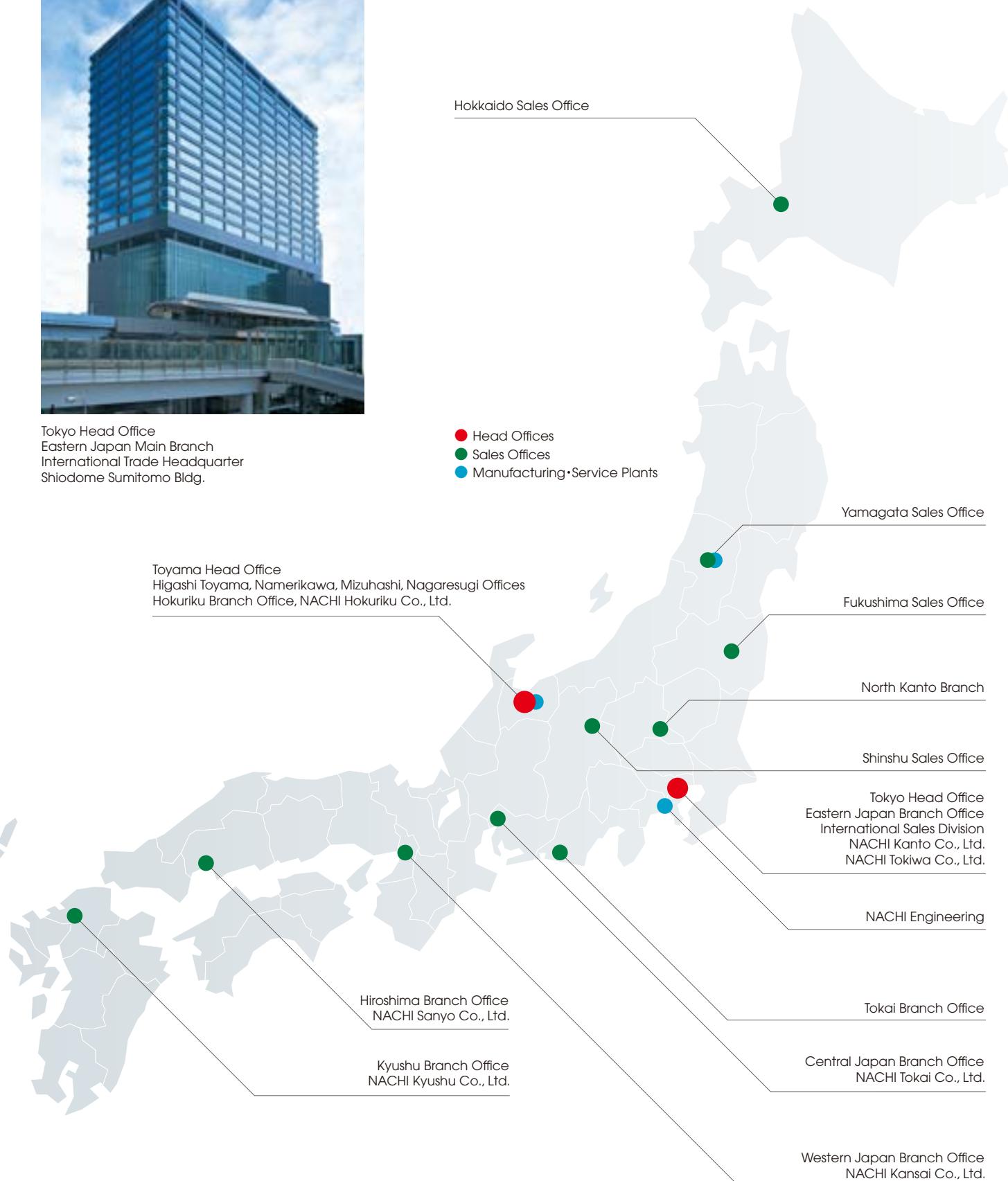
### Electrics, Electronics



# Plants and Offices in Japan



Tokyo Head Office  
Eastern Japan Main Branch  
International Trade Headquarter  
Shiodome Sumitomo Bldg.



## Head Offices

**Toyama Head Office**  
**Tokyo Head Office**

1-1-1 Fujikoshi-Honmachi, Toyama 930-8511  
Shiodome Sumitomo Bldg.17F,  
1-9-2 Higashi-Shinbashi, Minato-ku, Tokyo 105-0021

Tel:076-423-5111 Fax:076-493-5211  
Tel:03-5568-5111 Fax:03-5568-5206

URL : <http://www.nachi-fujikoshi.co.jp/>  
E-mail : [webmaster@nachi-fujikoshi.co.jp](mailto:webmaster@nachi-fujikoshi.co.jp)

## Sales Offices

**Eastern Japan Branch Office**

Shiodome Sumitomo Bldg. 17F,  
1-9-2 Higashi-Shinbashi, Minato-ku, Tokyo 105-0021

Tel:03-5568-5280 Fax:03-5568-5290  
Tel:011-782-0006 Fax:011-782-0033  
Tel:0237-71-0321 Fax:0237-72-5212

**Hokkaido Sales Office**  
**Yamagata Sales Office**

10-4-10 1-jo, Higashi-ku, Sapporo, 065-0041  
130-1, Yachi Azamaki, Kahoku-cho, Nishimurayama-gun,  
Yamagata 999-3511, c/o NACHI Tohoku Seiko Co., Ltd.

Tel:024-991-4511 Fax:024-935-1450  
One Bridge Bldg. 2F, 2-33-1  
Kuwano, Koriyama-shi, Fukushima 963-8025

**Fukushima Sales Office**  
**North Kanto Branch**  
**Shinshu Sales Office**

26-2 Hama-cho, Ota-shi, Gunma 373-0853  
248-3 Kamishiojiri, Ueda-shi, Nagano Prefecture 386-0042

Tel:0276-46-7511 Fax:0276-46-4599  
Tel:0268-28-7863 Fax:0268-21-1185

**Central Japan Branch Office**

Nachi Nagoya Bldg., 2-120-3

Tel:052-769-6811 Fax:052-769-6830

**Tokai Branch Office**  
**Hokuriku Branch Office**

Takayashiro, Meitou-ku, Nagoya 465-0095  
1-20-17 Ebisuka, Naka-ku, Hamamatsu 432-8033  
Nachi Hokuriku Bldg., 2-3-60 Ishigane, Toyama 930-0966

Tel:053-454-4160 Fax:053-454-4845  
Tel:076-425-8013 Fax:076-492-4319

**Western Japan Branch Office**

Sumitomo Nakanoshima Bldg. 5F, 3-2-18  
Nakanoshima, Kita-ku, Osaka 530-0005

Tel:06-7178-5111 Fax:06-7178-5110  
Nihonseimei Hiroshima Hikarimachi Bldg. 8F, 1-10-19

**Hiroshima Branch Office**  
**Kyushu Branch Office**

Hikarimachi, Higashi-ku, Hiroshima 732-0052

Tel:082-568-7460 Fax:082-568-7465  
1-10-30 Sanno, Hakata-ku, Fukuoka-shi, Fukuoka 812-0015

**Nachi Logistics Center**

3-5-1 Yoneda-machi, Toyama 931-8511

Tel:076-438-4481 Fax:076-438-4454

## Engineering Companies

**NACHI Robot Engineering Co., Ltd.**

Shiodome Sumitomo Bldg. 17F,  
1-9-2 Higashi-Shinbashi, Minato-ku, Tokyo 105-0021  
Ayase, Ota, Osaka, Toyoda, Hamamatsu, Hiroshima,  
Okuyama, Fukuoka, Toyama, Sendai

Tel:03-5568-5180 Fax:03-5568-5185

**NACHI Machinery Engineering Co., Ltd.**

1-1-1 Fujikoshi Honmachi, Toyama 930-8511,  
c/o Fujikoshi Toyama Office

Tel:076-492-0708 Fax:076-493-5255

**NACHI Tool Engineering Co., Ltd.**

1-1-1 Fujikoshi Honmachi, Toyama 930-8511,  
c/o Fujikoshi Toyama Office

Tel:076-423-5337 Fax:076-493-5258  
Ayase

## Sales Companies

**NACHI Kanto Co., Ltd.**

Shiodome Sumitomo Bldg. 17F,  
1-9-2 Higashi-Shinbashi, Minato-ku, Tokyo 105-0021  
Ayase, Utsunomiya

Tel:03-5568-5190 Fax:03-5568-5195

**NACHI Engineering**  
**NACHI-TOKIWA CORP.**

2696-15 Hayakawa, Ayase-shi, Kanagawa 252-1123  
Shiodome Sumitomo Bldg. 17F,  
1-9-2 Higashi-Shinbashi, Minato-ku, Tokyo 105-0021

Tel:0467-71-5111 Fax:0467-71-5116  
Ota, Utsunomiya, Hamamatsu, Osaka, Kumamoto,  
Canton China, Ohio USA, and others

**NACHI Tokai Co., Ltd.**

Nachi Nagoya Bldg., 2-120-3  
Takayashiro, Meitou-ku, Nagoya 465-0095

Tel:052-769-6911 Fax:052-769-6913  
Mie

**NACHI Hokuriku Co., Ltd.**  
**NACHI Kansai Co., Ltd.**

Nachi Hokuriku Bldg., 2-3-60 Ishigane, Toyama 930-0966  
Sumitomo Nakanoshima Bldg. 5F, 3-2-18

Tel:076-424-3991 Fax:076-492-4319  
Nakanoshima, Kita-ku, Osaka 530-0005  
Kakogawa

**NACHI Sanyo Co., Ltd.**

Nihonseimei Hiroshima Hikarimachi Bldg. 8F,  
1-10-19 Hikarimachi, Higashi-ku, Hiroshima 732-0052  
1-10-30 Sanno, Hakata-ku, Fukuoka-shi,  
Fukuoka 812-0015

Tel:082-568-7461 Fax:082-568-7465

**NACHI Kyushu Co., Ltd.**

Tel:092-441-2505 Fax:092-471-6600

# Plants and Offices in Toyama

**Toyama Head Office, Toyama Plant**



Products: Cutting Tools, Machinery, Robots and Bearings  
Site Scale: 353,000m<sup>2</sup> Building: 224,000m<sup>2</sup>



Internal broaches factory



Automotive air conditioner bearings factory



Large-sized robots factory



Precision bearings factory

**Higashi-Toyama Plant**



Products: Special Steels and Hydraulic Equipment  
Site Scale: 227,000m<sup>2</sup> Building: 126,000m<sup>2</sup>



Hydraulic valves factory



Special steel melting factory

**Mizuhashi Plant**



Products: Bearings  
Site Scale: 65,000m<sup>2</sup> Building: 22,000m<sup>2</sup>



Bearing heat-treatment factory

## Plants

Toyama Plant	1-1-1 Fujikoshi-Honmachi, Toyama 930-8511
Tools	Tel:076-423-5100 Fax:076-493-5221
Machine Tools	Tel:076-423-5140 Fax:076-493-5242
Robots	Tel:076-423-5135 Fax:076-493-5251
Bearings	Tel:076-423-5120 Fax:076-493-5231
Higashi-Toyama Plant	3-1-1 Yoneda-machi, Toyama 931-8511
Materials	Tel:076-438-4411 Fax:076-438-6313
Hydraulic Equipment	3-2-1 Nakata, Toyama 931-8453 Tel:076-438-8970 Fax:076-438-8978
Namerikawa Plant	176 Ogake, Namerikawa-shi, Toyama 936-0802
Hydraulic Equipment	Tel:076-471-2046 Fax:076-471-2673
Automotive Hydraulics	Tel:076-471-2320 Fax:076-471-2324
Precision Machinery	Tel:076-471-2101 Fax:076-471-2824
Coating	Tel:076-471-2985 Fax:076-471-2989
Industrial Furnaces	Tel:076-471-2982 Fax:076-471-2987
Mizuhashi Plant	193 Iseyama Mizuhashi, Toyama 939-3524
Bearings	Tel:076-478-2098 Fax:076-479-1081
Nagaresugi Plant	160 Nagaresugi, Toyama 939-8032
Tools	Tel:076-425-2695 Fax:076-425-9091
Machine Tools	Tel:076-495-1341 Fax:076-495-1359
Bearings	Tel:076-424-8848 Fax:076-424-8832

**Nagaresugi Plant**



Products: Cutting Tools, Machinery and Bearings  
Site Scale: 55,000m<sup>2</sup> Building: 28,000m<sup>2</sup>



Parts processing factory

**Namerikawa Plant**



Products: Precision Machinery, Hydraulic Equipment, Automotive Hydraulics, Industrial Furnaces and Coating  
Site Scale: 195,000m<sup>2</sup> Building: 69,000m<sup>2</sup>



Automotive hydraulic factory

## Service Companies

FUJIKOSHI Information Systems Co., Ltd.	Information Systems
	Tel:076-493-0980 Fax:076-493-2671
NACHI Logistics Co., Ltd.	Transportation, Storage, Insurance
	Tel:076-425-0262 Fax:076-493-8676
FUJIKOSHI Com Service Co., Ltd.	Receptions, Facilities Management, Security
	Tel:076-423-5042 Fax:076-493-5208



FUJIKOSHI Technical High School



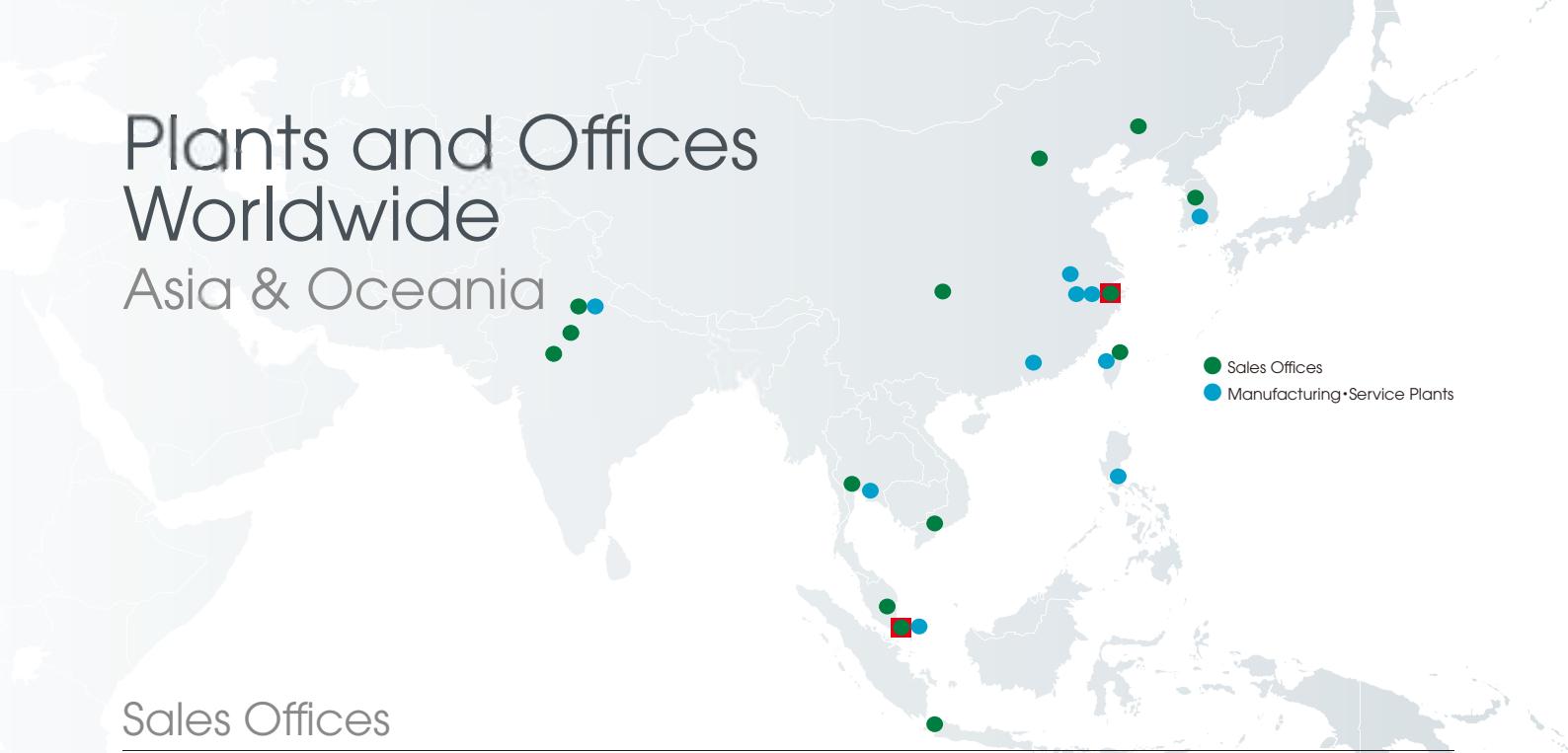
FUJIKOSHI Hospital



FUJIKOSHI Guesthouse "Muhenkaku"

# Plants and Offices Worldwide

## Asia & Oceania



### Sales Offices

**NACHI SINGAPORE PTE. LTD.**  
No.2 Joo Koon Way, Jurong Town,  
Singapore 628943, SINGAPORE  
Tel : +65-65587393  
Fax : +65-65587371

**VIETNAM REPRESENTATIVE OFFICE (Hanoi)**  
5B Fl., Noza Blvd., 243 Cau Giay St., Cau Giay Dist., Hanoi, VIETNAM  
Tel : +84-4-3767-8605  
Fax : +84-4-3767-8604

**VIETNAM REPRESENTATIVE OFFICE (Ho Chi Minh)**  
4Fl, Yoco Blvd., 41 Nguyen Thi Minh Khai St., Dist.1, Ho Chi Minh, VIETNAM  
Tel : +84-8-3822-3919  
Fax : +84-8-3822-3918

**FUJIKOSHI-NACHI (MALAYSIA) SDN. BHD.**  
No.17, Jalan USJ 21/3, 47630 UEP Subang Jaya, Selangor Darul Ehsan, MALAYSIA  
Tel : +60-(0)3-80247900  
Fax : +60-(0)3-80235884

**PT.NACHI INDONESIA**  
JI.H.R.Rasuna Said Kav.X-O Kuningan, Jakarta 12950, INDONESIA  
Tel : +62-021-527-2841  
Fax : +62-021-527-3029



**NACHI SINGAPORE PTE. LTD.**  
Established : 1975 Products : Cutting Tools, Bearings and Hydraulic Equipment

**NACHI INDUSTRIES PTE. LTD.**  
Established : 1979 Products : Cutting Tools

**NACHI (SHANGHAI) CO., LTD.**  
11F Royal Wealth Center, No.7, Lane98, Danba Road, Putuo District, Shanghai 200062, CHINA  
Tel : +86-(0)21-6915-2200  
Fax : +86-(0)21-6915-5427

**CHONGQING BRANCH**  
Room 17-18/17-19, Tower C, Hongding Guoji Mingyuan, Jiangbei District, Chongqing 400020, CHINA  
Tel : +86-(0)23-8816-1967  
Fax : +86-(0)23-8816-1968

**SHENYANG BRANCH**  
Room 304, No.1 Yuebin Street, Shenhe District, Shenyang 110000, CHINA  
Tel : +86-(0)24-3120-2252  
Fax : +86-(0)24-2250-5316

**BEIJING BRANCH**  
Room 1110, Kuntai International Mansion, Building O, Yi No.12 Chao Wai Street, Chao yang District, Beijing 100020, CHINA  
Tel : +86-(0)10-5879-0181  
Fax : +86-(0)10-5879-0182

**NACHI-FUJIKOSHI CORP. TAIPEI REPRESENTATIVE OFFICE**  
No.109, Kao Young North Rd, Lung-Tan Hsin, Tao-Yuan Hsien, TAIWAN  
Tel : +886-(0)3-411-7776  
Fax : +886-(0)3-471-8402

**NACHI-FUJIKOSHI CORP. KOREA REPRESENTATIVE OFFICE**  
3F A-Youn Digital Tower 314-37, Seongsu-dong 2-ga, Seongdong-gu, Seoul 133-120 KOREA  
Tel : +82-(0)2-469-2254  
Fax : +82-(0)2-469-2264

**NACHI (AUSTRALIA) PTY. LTD.**  
Unit 1, 23-29 South Street, Rydalmere, N.S.W. 2116, AUSTRALIA  
Tel : +61-(0)2-9898-1511  
Fax : +61-(0)2-9898-1678  
URL : <http://www.nachi.com.au/>



**NACHI (SHANGHAI) CO., LTD.**  
Established : 2004  
Products :  
Cutting Tools, Bearings, Hydraulic Equipment, Special Steels, Machine Tools and Robot



**NACHI (AUSTRALIA) PTY. LTD.**  
Established : 1970  
Products : Cutting Tools, Machine Tools, Robot, Bearings and Hydraulic Equipment



**NACHI (JIANGSU) INDUSTRIES CO., LTD.**  
Established : 2012  
Products : Cutting Tools, Hydraulic Equipment, Automotive Hydraulics and Robot



**NACHI TECHNOLOGY (THAILAND) CO., LTD.**  
Established : 1999  
Products : Bearings, Cutting Tools, Hydraulic Equipment and Robot



**NACHI KG TECHNOLOGY INDIA PTE. LTD.**  
Bearing production and sales/  
production start July 2013

### Manufacturing · Service Plants

**NACHI TECHNOLOGY (THAILAND) CO., LTD.**  
5/5 M, 2, Rojana Industrial Estate Nongbua, Ban Khai, Rayong, 21120, THAILAND  
Tel : +66-38-961-682  
Fax : +66-38-961-683

**BANGKOK SALES OFFICE**  
Unit 23/109(A), Fl.24 Sorachai Bldg., 23 Sukhumvit 63 Road(Ekamai), Klongtonnua, Wattana, Bangkok 10110, THAILAND  
Tel : +66-2-714-0008  
Fax : +66-2-714-0740

**NACHI INDUSTRIES PTE. LTD.**  
No.2 Joo Koon Way, Jurong Town, Singapore 628943, SINGAPORE  
Tel : +65-68613944  
Fax : +65-68611153  
URL : <http://www.nachinip.com.sg/>

**NACHI PILIPINAS INDUSTRIES, INC.**  
1st Avenue, Manalac Compound, Sta. Maria Industrial Estate, Bagumbayan, Taguig, Metro Manila, PHILIPPINES  
Tel : +63-(0)2-838-3620  
Fax : +63-(0)2-838-3623

**NACHI KG TECHNOLOGY INDIA PTE. LTD.**  
Plot No. SP2-86, RIICO Industrial Area, Neemrana 301705, Distt. Alwar, Rajasthan, INDIA

**NACHI MOTHERSON PRECISION LTD.**  
179, Sector4, IMT Manesar, Distrct Gurgaon-122 050, Haryana, INDIA  
Tel : +91-124-4936-000  
Fax : +91-124-4936-022

**NACHI MOTHERSON TOOL TECHNOLOGY LTD.**  
D-59-60, Sector-6, Noida 201301, Distt. Gautam Budh Nagar, U.P.INDIA  
Tel : +91-120-425-8372  
Fax : +91-120-425-8374



**SHANGHAI NACHI BEARINGS CO., LTD.**  
Established : 2004 Products : Bearings

**NACHI (JIANGSU) INDUSTRIES CO., LTD.**  
39 Nanyuan Road, Economic and Technological Development Zone (South), Zhangjiagang, Jiangsu, CHINA Zip 215600  
Tel : +86-512-3500-7616  
Fax : +86-512-3500-7615

**DONGGUAN NACHI C.Y. CORP.**  
Dangyong Village, Hongmei Town Dongguan City, Guangdong, CHINA  
Tel : +86-(0)769-8843-1300  
Fax : +86-(0)769-8843-1330

**SHANGHAI NACHI BEARINGS CO., LTD.**  
Yitong Industry Zone 258, Fengmao Rd. Malu Town, Jiading, Shanghai 201801, CHINA  
Tel : +86-(0)21-6915-6200  
Fax : +86-(0)21-6915-6202

**SHANGHAI NACHI SAW CO., LTD.**  
Yitong Industry Zone 258, Fengmao Rd. Malu Town, Jiading, Shanghai 201801, CHINA  
Tel : +86-(0)21-6915-5899  
Fax : +86-(0)21-6915-5898

**NACHI C.Y. CORP.**  
No.109, Kao Young North Rd, Lung-Tan Hsin, Tao-Yuan Hsien, TAIWAN  
Tel : +86-(0)3-471-7651 Fax : +86-(0)3-471-8402

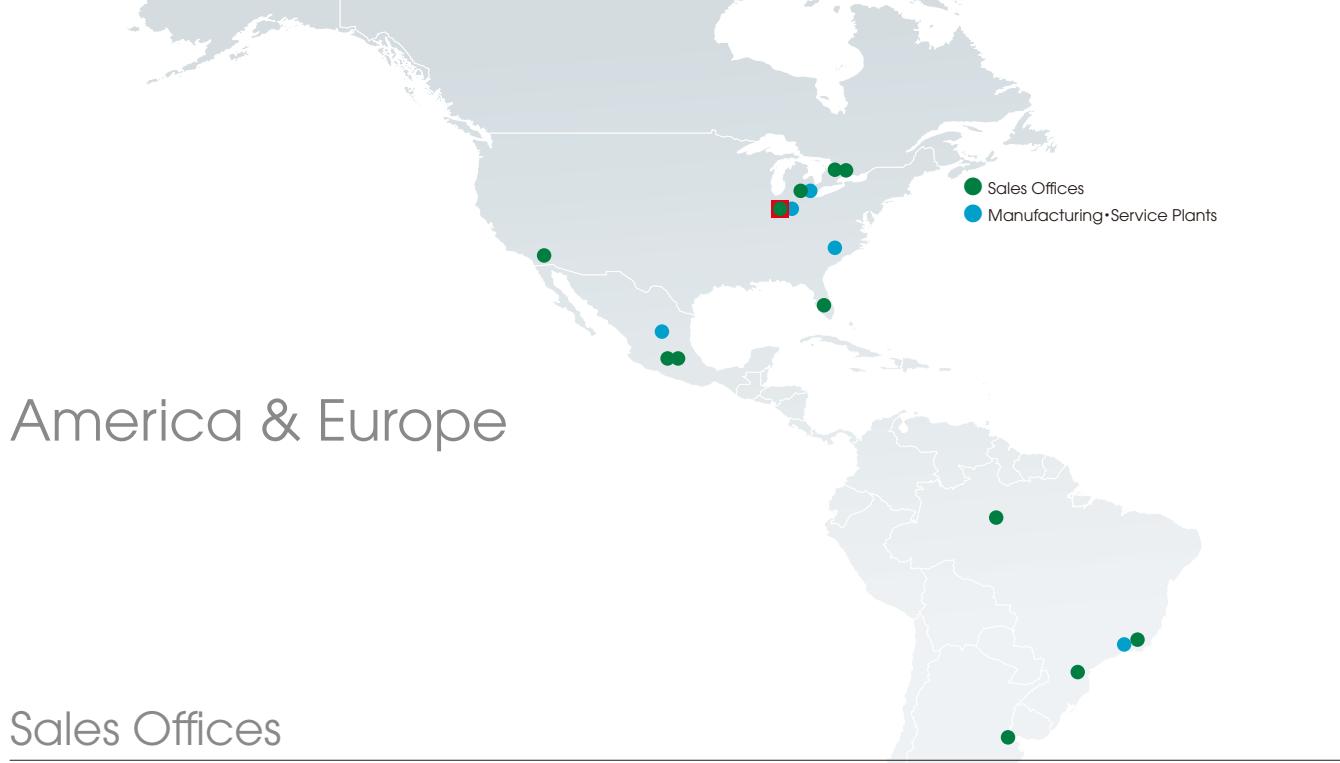
**DAESUNG-NACHI HYDRAULICS CO., LTD.**  
289-22, Yusan-Dong, Yangsan-Si Gyeongnam 626-230, KOREA  
Tel : +82-(0)55-371-9700 Fax : +82-(0)55-384-3270



**NACHI MOTHERSON PRECISION LTD. (India)**  
Established : 2010  
Products : Cutting tools and machine tools



**DONGGUAN NACHI C.Y. CORP.**  
Established : 2001 Products : Bearings



## America & Europe

### Sales Offices

**NACHI AMERICA INC. HEADQUARTERS**  
715 Pushville Road, Greenwood, Indiana, 46143, U.S.A.  
Tel : +1-317-530-1001  
Fax : +1-317-530-1011  
URL : <http://www.nachiamerica.com/>

**WEST COAST BRANCH**  
12652 E. Alondra Blvd, Cerritos, California, 90703, U.S.A.  
Tel : +1-562-802-0055 Fax : +1-562-802-2455

**MIAMI BRANCH-LATIN AMERICA DIV.**  
2315 N.W. 107th Ave., Doral, Florida, 33172, U.S.A.  
Tel : +1-305-591-0054/0059/2604  
Fax : +1-305-591-3110

**NACHI ROBOTIC SYSTEMS INC.**  
22285 Roethel Drive, Novi, Michigan, 48375, U.S.A.  
Tel : +1-248-305-6545 Fax : +1-248-305-6542  
URL : <http://www.nachirobotics.com/>

**INDIANA SERVICE CENTER**  
715 Pushville Road, Greenwood, Indiana, 46143, U.S.A.  
Tel : +1-502-517-1553 Fax : +1-317-535-3659



**NACHI AMERICA INC.**  
Established : 1962  
Products : Cutting Tools, Machine Tools, Bearings, Hydraulic Equipment and Special Steels

**SOUTH CAROLINA SERVICE CENTER**  
1310 Garlington Road, Suite L, Greenville, SC 29615, U.S.A.  
Tel : +1-864-458-8000 Fax : +1-864-458-8256

**CANADA BRANCH**  
89 Courtland Ave., Unit No.2, Concord, Ontario, L4K 3T4, CANADA  
Tel : +1-905-760-9542 Fax : +1-905-760-9477

**MEXICO BRANCH**  
Urbina No.54, Parque Industrial Naucalpan, Naucalpan de Juarez, Estado de Mexico C.P.53370, MEXICO  
Tel : +52-55-5312-6556 Fax : +52-55-5312-7248



**NACHI ROBOTIC SYSTEMS INC.**  
Established : 1989  
Products : Robots



### Manufacturing · Service Plants

**NACHI TECHNOLOGY INC.**  
713 Pushville Road, Greenwood, Indiana, 46143, U.S.A.  
Tel : +1-317-535-5000  
Fax : +1-317-535-8484  
URL : <http://www.nachitech.com/>

**NACHI TOOL AMERICA INC.**  
717 Pushville Road, Greenwood, Indiana, 46143, U.S.A.  
Tel : +1-317-535-0320  
Fax : +1-317-535-0983

**SAO PAULO BRANCH**  
Av. Paulista, 453, Primeiro Andar, Conj.11, 12,12 e 14, Cerqueira Cesar, Sao Paulo-SP, CEP : 01311-000, BRASIL  
Tel : +55-11-3284-9844  
Fax : +55-11-3284-1751

**BUENOS AIRES SALES OFFICE**

**NACHI BRASIL LTDA.**  
Avenida Joao XXIII, No.2330, Jardim São Pedro, Mogi das Cruzes, S.P, BRASIL, CEP 08830-000  
Tel : +55-11-4793-8800  
Fax : +55-11-4793-8870  
URL : <http://www.nachi.com.br/>

**MANAUS SALES OFFICE**  
Centro Empresarial Art Center Av. Djalma Batista, 3. 694 - SL. 20 - Chapada Manaus - AM - CEP 69050-010 BRASIL  
Tel : +55-11-6392-1918

**BLUMENAU SALES OFFICE**  
Rua Sete de Setembro, 2.014 - Centro Blumenau - SC - CEP 89012-400 BRASIL  
Tel : +55-11-7461-7061

**NACHI EUROPE GmbH**  
Established : 1967  
Products : Cutting Tools, Machine Tools, Robots, Bearings, Hydraulic Equipment and Special Steels



**NACHI CANADA INC.**  
Established : 1989  
Products : Cutting Tools and Bearings

**NACHI CZECH s.r.o.**  
Prumyslova 2732, 440 01 Louny, CZECH  
Tel : +420-415-930-930  
Fax : +420-415-930-940



**NACHI CZECH s.r.o.**  
Established : 2003  
Products : Bearings



**NACHI TECHNOLOGY INC.**  
Established : 1974 Products : Bearings  
**NACHI TOOL AMERICA INC.**  
Established : 2005 Products : Cutting Tools



**NACHI BRASIL LTDA.**  
Established : 1972  
Products : Bearings and Cutting Tools

# NACHI COMPLEX

## NACHI-BUSINESS Galaxy

We exhibit and perform our products, technological seeds and the linkage between our operations as "NACHI Brand".



NACHI Current  
Showroom



### QA Laboratory

Our QA Lab is equipped with a three-dimensional Measurement room and a precision measurements room.



Robot Stage,  
Machinery Stage and Tribology Stage  
Robot, Machining  
and Components demonstration.



## NACHI-FUJIKOSHI Museum

The exhibition shows the history of the company from its foundation.



## NACHI-FUJIKOSHI Selva

NACHI-FUJIKOSHI Selva is a recreation center with accommodation facilities, where we offer our dealers and customers around the world opportunities to get together and hold a workshop or other functions.



# Management

## Directors

President	<b>Hiroo Honma</b>	Chairman of Compliance Committee, General Manager of International Trade Headquarters
Managing Director	<b>Yukihiko Tanaka</b>	In Charge of Production, Manufacturing Management, Quality Assurance, Procurement & Logistics, Environment & Safety
Managing Director	<b>Noriyasu Shiba</b>	In Charge of Corporate Planning & Corporate Communication, Human Resources & Training
Managing Director	<b>Makoto Sasaki</b>	General Manager of Sales Strategies Headquarters, In Charge of Sales in Central & Western Japan, Marketing Management
Managing Director	<b>Naoshi Katayama</b>	In Charge of Finance & General Affairs, Sales in Hokuriku, Group Management, Risk Management
Director	<b>Hideo Oba*</b>	
Director	<b>Kenji Susukida</b>	General Manager of Corporate Planning Dept., In Charge of Compliance Promotion, Legal Affairs, Administrative Improvement, Business Operation in Tokyo
Director	<b>Nishiki Seto</b>	Deputy General Manager of International Trade Headquarters, In Charge of South America, India
Director	<b>Sachio Tanaka</b>	Deputy General Manager of International Trade Headquarters, In Charge of Europe, East Asia
Director	<b>Masayuki Kobayashi</b>	General Manager of Finance & Accounting Dept.
Director	<b>Kazuhito Yoshida</b>	General Manager of Hydraulic Division
Director	<b>Katsumi Nishijima</b>	General Manager of Material Division
Director	<b>Isao Hori</b>	General Manager of Cutting Tool Division
Director	<b>Hidenori Hayashi</b>	General Manager of Eastern Japan Branch

## Auditors

Standing Corporate Auditor	<b>Nobuo Okada</b>
Standing Corporate Auditor	<b>Atsushi Saguchi*</b>
Standing Corporate Auditor	<b>Hiroshi Yamada</b>
Corporate Auditor	<b>Eiichi Fukushima*</b> (Attorney-at-Law, NISHIMURA & ASAHI, Of Counsel)

\*Outside director or outside corporate auditor



## Corporate Officers

<b>Toshio Sugiura</b>	President of NACHI (SHANGHAI) CO., LTD., In Charge of China
<b>Kiyoshi Meguro</b>	General Manager of Human Resources Dept.
<b>Shinichi Urata</b>	General Manager of Development Headquarters
<b>Fumio Honda</b>	President of NACHI (JIANGSU) INDUSTRIES CO., LTD.
<b>Toru Inoue</b>	President of NACHI AMERICA INC., In Charge of North & Central America
<b>Atsushi Umezawa</b>	General Manager of Machine Tool Division
<b>Tetsu Furusawa</b>	President of NACHI SINGAPORE PTE. LTD., In Charge of ASEAN
<b>Shigemi Tochitani</b>	General Manager of Marketing Management Dept.
<b>Hideaki Hara</b>	General Manager of Bearing Division

# Financial Highlights

NACHI-FUJIKOSHI CORP. and Subsidiaries Years ended November 30, 2009, 2010, 2011 and 2012

## Consolidated Financial Summary

	2009	2010	2011	2012	Millions of yen	Thousands of U.S.dollars
Net sales	107,586	134,807	166,023	172,259	\$2,123,508	
Domestic sales	70,140	84,173	101,914	110,283	1,359,504	
Overseas sales	37,446	50,634	64,109	61,976	764,004	
Overseas sales ratio	34.8%	37.6%	38.6%	36.0%	36.0%	
Operating income	△3,217	8,245	14,643	10,639	131,151	
Ordinary income	△5,051	6,499	12,913	9,111	112,315	
Net income	△7,449	5,562	10,016	4,585	56,521	
Net income per share (yen)	△29.95	22.37	40.29	18.44	22.73¢	
Cash dividend per share (yen)	1.5	4.0	6.0	6.0	74¢	
Total assets	176,248	170,516	179,791	187,181	2,307,458	
Shareholders' equity	47,194	51,993	58,198	61,900	763,067	
Equity ratio	26.8%	30.5%	32.4%	33.1%	33.1%	

## Consolidated Balance Sheets

Assets	2009	2010	2011	2012	Millions of yen	Thousands of U.S.dollars
Current assets	80,802	78,468	89,443	92,704	\$1,142,801	
Notes and accounts receivable	23,655	30,861	38,192	38,612	475,986	
Inventories	23,629	25,473	32,790	33,611	414,337	
Fixed assets	95,445	92,047	90,347	94,476	1,164,645	
Property, plant and equipment	81,072	77,057	76,235	78,295	965,175	
Intangible assets	391	308	391	448	5,523	
Investments and advances	13,981	14,681	13,720	15,732	193,935	
Total assets	176,248	170,516	179,791	187,181	2,307,458	
Liabilities and Net Asset Value	2009	2010	2011	2012	Millions of yen	Thousands of U.S.dollars
Current liabilities	69,501	73,869	75,377	66,154	\$815,508	
Notes and accounts payable	18,147	28,952	36,758	33,979	418,873	
Short-term bank loans	43,061	34,755	25,216	18,595	229,228	
Long-term liabilities	57,219	42,153	43,456	55,802	687,894	
Bonds and long-term debt	44,264	29,242	30,556	42,189	520,081	
Total liabilities	126,720	116,022	118,834	121,956	1,503,402	
Shareholders' equity	47,194	51,993	58,198	61,900	763,067	
Common stock	16,074	16,074	16,074	16,074	198,151	
Additional paid-in capital	11,561	11,560	11,560	11,561	142,517	
Retained earnings	24,967	30,001	40,218	43,312	533,925	
Profit on valuation of stock	2,377	2,840	2,074	2,700	33,284	
Translation adjustments	△7,609	△8,301	△10,173	△10,468	△129,043	
Minority interests	2,332	2,500	2,758	3,324	40,976	
Total net assets	49,527	54,493	60,957	65,224	804,043	
Total liabilities and net assets	176,248	170,516	179,791	187,181	2,307,458	

U.S.dollar amounts are converted for convenience only at ¥81.<sup>12</sup> per U.S.dollar, the rate prevailing on November 30, 2012

## Consolidated Sales by Operation

	2009	2010	2011	2012	Millions of yen	Thousands of U.S.dollars
Cutting Tools	16,165	21,150	25,775	27,126	\$334,393	
Machine Tools	13,520	12,304	19,283	24,381	300,555	
Robots	6,547	7,042	10,361	10,875	134,061	
Bearings	45,184	58,664	64,171	63,616	784,221	
Hydraulic Equipment	16,944	24,593	31,430	31,913	393,405	
Special Steels	7,473	9,996	14,017	13,352	164,596	
Others	1,750	1,056	982	993	12,241	
Total	107,586	134,807	166,023	172,259	\$2,123,508	

## Capital Expenditures

	2009	2010	2011	2012	Millions of yen	Thousands of U.S.dollars
Non-Consolidated	5,900	3,800	7,900	6,900	\$85,000	
Consolidated	8,100	5,700	10,100	13,300	163,000	

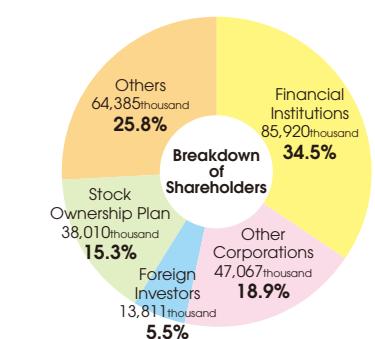
## Number of Associates

	2009	2010	2011	2012	Persons
Non-Consolidated	2,550	2,620	2,600	2,670	
Domestic Subsidiaries	1,580	1,560	1,600	1,550	
Overseas Subsidiaries	1,220	1,320	1,450	1,630	
Consolidated	5,350	5,500	5,650	5,850	

## Shareholder Information

Shareholder Information	Major Shareholders	Shares(thousand)	Ratio(%)
Issued Stock : 249,193 thousands shares (as of the end of Nov. 2012)	NACHI WANEI Stockholding	18,071	7.25
Number of Shareholders : 30,052	Employees Stock Ownership Plan	13,435	5.39
	TOYOTA MOTOR CORPORATION	13,182	5.29
	The Bank of Tokyo-Mitsubishi UFJ, Ltd.	11,888	4.77
	The Hokuriku Bank, Ltd.	8,659	3.48

Breakdown of Shareholders	Number of Shareholders	Shares (thousand)	Ratio(%)
Financial Institutions	134	85,920	34.48
Other Corporations	356	47,067	18.89
Foreign Investors	133	13,811	5.54
Stock Ownership Plan	4	38,010	15.25
Others	29,425	64,385	25.84
Total	30,052	249,193	100.00



## Major Banking Relationships

The Bank of Tokyo-Mitsubishi UFJ, Ltd.  
The Hokuriku Bank, Ltd.  
Sumitomo Mitsui Trust Bank, Limited  
Mitsubishi UFJ Trust and Banking Corporation  
Mizuho Corporate Bank, Ltd.

# History of NACHI-FUJIKOSHI

**NACHI-FUJIKOSHI** was founded with the express aim of becoming a domestic manufacturer of cutting tools and machine tools in the trend towards industrial modernization. The Company's business activities expanded greatly in the first 20 years since its founding.

- 1928 FUJIKOSHI STEEL INDUSTRY CO., Ltd. was founded in Toyama City by the founder, Kohki Imura.
- 1929 NACHI hacksaw blades were chosen as a superior example of Japanese manufacturing technology and were personally inspected by the Emperor Showa. The NACHI trademark was adopted from the name of the Emperor's ship.
- 1934 The company gained recognition as an all-round domestic manufacturer of precision cutting tools. installed the latest European and American machinery.
- 1937 established FUJIKOSHI Technical High School.
- 1938 Higashi-Toyama Steel Mill started operation. established integrated manufacturing system covering materials through to final production.
- 1939 begun production of bearings. Machine Tools Dept. established to supply own company plants with internally manufactured machinery.
- 1940 Business further expanded to 18 plants in Japan and number of employees increased to 36,000. established FUJIKOSHI Hospital.

**NACHI-FUJIKOSHI attained the position of a "total machinery manufacturer" as the result of an active management policy during the high economic growth period in the 1950's to 1960's**

- 1945 expanded product line-up to include hand tools, food industry machinery, bicycles, and motorcycles.
- 1953 developed Christmas tree type broaches for jet engines.
- 1955 begun marketing with large OEM customers in Europe and America.
- 1958 begun production of hydraulic equipment.
- 1962 Company restructured along divisional lines (cutting tools, bearings, machine tools and special steels). established NACHI AMERICA INC.
- 1963 changed Company name to NACHI-FUJIKOSHI CORP. developed bearings and its materials for the Bullet Train "Shinkansen".

**NACHI-FUJIKOSHI is aiming at becoming a mechatronics manufacturer in keeping with technical innovation and internationalization.**

- 1964 begun production of industrial furnaces.
- 1967 Office opened in Germany.
- 1969 developed hydraulic industrial robots. established Machine Tools Division and Hydraulic Equipment Division.
- 1972 began local production in Brazil.
- 1975 Offices opened in Australia, United Kingdom, Singapore and Canada.
- 1976 begun local production in U.S.A. and Spain.
- 1979 developed first motor-driven robots for spot welding in the world. begun local production in Singapore.
- 1984 established Robot Division and Precision Machinery Division. awarded the PM (Productive Maintenance) Prize.
- 1988 opened FUJIKOSHI Guesthouse "Muhenkaku" to commemorate the Company's 60th anniversary. begun local production in Korea and Taiwan.
- 1989 established NACHI TECHNOLOGY INC., U.S.A.
- 1990 begun production of handling robots.
- 1991 acquired National Broach & Machine Co. (brand name Red Ring). awarded the Deming Application Prize.

**NACHI-FUJIKOSHI has been steadily promoting the NACHI Business in keeping with globalization and changes in the industrial structure.**

- 1993 Masamichi Honda was appointed as President. management restructured due to Japan's deflationary economic environment and appreciating yen.
- 1994 cooperated with Koyo Seiko., Ltd. in the area of bearings.
- 1997 obtained ISO 9001 certification in 1995 for each division and overseas plant.
- 1998 Kensuke Imura was appointed as President. setup new corporate brand mark at the 70th anniversary. established NACHI Techno Square in the Toyama plant.
- 1999 set up new management system in keeping with the philosophy "Prospective Selection and Integration". changed eight-division structure to three main manufacturing divisions and three strategic divisions. concluded technical assistance agreement with TISCO (India) for the manufacture of bearings. comprehensive business tie-up with Sumitomo Electric Industries, Ltd. in the area of cutting tools.
- 2000 expanded overseas supply systems (Thai plant and others) to enhance sales bases. cooperated with Daido Steel Co., Ltd. in the material field.
- 2001 announced mid-term management plan "NACHI Business Plan 03". built a new factory for broaches, high speed steel wire materials, and hydraulic pumps. cooperated with Daihen Corporation in the robotic field. obtained ISO14001 Certification. introduced Meister system.



- 2002 established Marketing Strategy Headquarters and Development Headquarters. formed Gear Production Alliance in the gear-processing field. cooperated with Erasteel S.A. (France) in the high speed steels field. introduced performance-based salary system. expanded stock Ownership Plan.
- 2003 The 75th anniversary. built QA Lab, Kohki Hall and Development Office in NACHI-BUSINESS Galaxy. created a mid-term management plan, "Prospect of NACHI Business 2006". formed a joint venture with Shanghai Automotive Industry Corp. in bearing business.

**Promoting expansion of domestic and international production and sales systems with penetration of the NACHI brand in world markets.**

- 2004 removed Tokyo Head Office to Shiodome, Tokyo. increased the share capital. built new bearings factories in the Toyama Plant (Japan), Czech and China. consolidated hydraulic equipment business into the Higashi-Toyama Plant and established a new hydraulic valves factory. divided manufacturing of hydraulic equipment with DAESUNG-NACHI HYDRAULICS CO., LTD. entered into the field of seismic isolator business.
- 2005 renewed the NACHI-FUJIKOSHI Museum and Café Across (2004), and expanded NACHI COMPLEX with NACHI-BUSINESS Galaxy. organized business locations in America, Europe and ASEAN respectively. built a new factory for large-sized robots. launched a new HR project encouraging each employee to improve their skills.
- 2006 set up NACHI Major Dealers Meeting. strengthened the business for industrial machines. founded a rep.office in India. established a new broaches factory and a new materials factory. expanded the engineering business for machining in both domestic and overseas market.
- 2007 set up International Trade Headquarter, expanded overseas business. formed a business alliance with Sankyo Tateyama Aluminium, Inc. in magnesium business. built a new gear cutting tools factory, machine parts processing factory, hydraulic motor factory and YAMAGATA factory. established "R&D Material". developed the business on the industrial machinery sector by releasing the new platform robot.
- 2008 set up ASEAN Business Center in Thailand. built three new factories for precision bearings, bearing heat-treatment, automotive solenoid valves. focused on environmental and energy saving business. expanded the engineering business. integrated production of bearings in Europe into Czech. introduced anti-takeover measures.
- 2009 Hiroo Honma was appointed as President. started up the internal control system. integrated production of tools in the US into Indiana. expanded the bearing factories in Thailand and Brazil. assigned a representative in Turkey and expanded the business in emerging countries.
- 2010 established Central Japan Hydraulic Center to penetrate the energy and infrastructure markets. shifted dynamically to emerging countries. set up Robot Business Center in China. enhanced the structure for production, sales and services in China, ASEAN, India and South America. enhanced the structure for development. introduced the palletizing robots and penetrated the distribution infrastructure markets. developed transparent conductive oxide coater and high speed seam welding robots together with the alliance companies.

**Aim for long-term growth with new markets, business areas and management structure in this era of change.**

- 2011 announced long-term vision 2020, mid-term business plan 2013 and revised corporate philosophy, corporate mission, and operating principles. introduced executive management system. revamped and strengthened manufacturing operations from four to eight divisions according to products. established production network in India, expanded full-scale into machinery production business. global simultaneous launch of extremely high speed spot welding robot in Japan and abroad.
- 2012 established production network as the core of operations for China in Jiangsu Zhangjiayang China. bolstered sales, production, and procurement systems in China, and advanced entrance into automotive and industrial machinery markets. established bearing production facilities in India, accelerated entrance into industrial machinery and automotive markets. introduced integrated process type gear machining equipment to the market and entered industrial machinery market. created Compliance Committee and strengthened compliance system to fully conform to legal regulations.
- 2013 fully started production of tools, hydraulics, automotive hydraulics, and robots in China. expanded lineup of high-performance drills and enlarged market share.



Compact variable volume pump unit NSP series



DH524 MQL power cell is perfect for crankshaft production lines



AQUA drill series perform highly efficient machining under both dry and wet conditions



Hyper Dual SP and GP Hobs



EX-V Series Spherical Bearings for vibration environments



SRA extremely high speed spot welding robot

NACHI

[www.nachi-fujikoshi.co.jp](http://www.nachi-fujikoshi.co.jp)