

May 13, 2011

FY2011 First Half Global Management Conference

The FY2011 First Half Global Management Conference was held at the Industrial Technical Center in Kuwana Works on April 27 and 28 with 122 participants from the NTN Group around the world.



FY2011 First Half Global Management Conference Held

Chairman Suzuki first pointed out the importance of “Global Advance 2013” as the first step to accomplish sales of one trillion yen in FY2017 when NTN celebrates its 100th anniversary. Also emphasized was the importance of MONOZUKURI based on the principle of “at local site with local materials by local personnel”, sales promotion by business headquarters, commercialization of new technology, and collaboration of all those “Production” “Sales” “Engineering” as one team towards accomplishment of the plan.



Directives by Chairman Suzuki

This was followed by an outline of the six basic policies that make up “Global Advance 2013” by Director Takagi, who is slated to become the next president. To achieve “sales of 700 billion yen and an operating margin of 10%” in FY2013, he concluded “Let’s unite as one team to strive towards accomplishment of the ‘Global Advance 2013’ ”.

["Global Advance 2013" Basic Policies]

- (1) Expand sales in Industrial/Aftermarket
- (2) Improve profitability of Auto Business
- (3) Expand business in growth markets
- (4) Establish new businesses segments with New Technology
- (5) Establish corporate structure not reliant on advantages of scale
- (6) Secure and develop global business leaders



Director Takagi outlining “Global Advance 2013”

Department managers made presentations on issues and measures, followed by lively question and answer sessions.

The management conference this time also included a guest speech by Mr. Zhu, Chairman of NTN-Dongpai (Shanghai) Bearing Sales Co., Ltd. (NTN Dongpai), NTN’s Joint Venture distributor in China. He outlined the competitive situation in the Chinese bearing market including details of market share and strengths & weaknesses analysis of respective bearing companies.



Speech by Mr. Zhu, Chairman of NTN Dongpai