

Business Results

First Quarter of Fiscal Year
Ending March 31, 2018

MinebeaMitsumi Inc.

August 4, 2017

Summary of Consolidated Business Results for 1Q

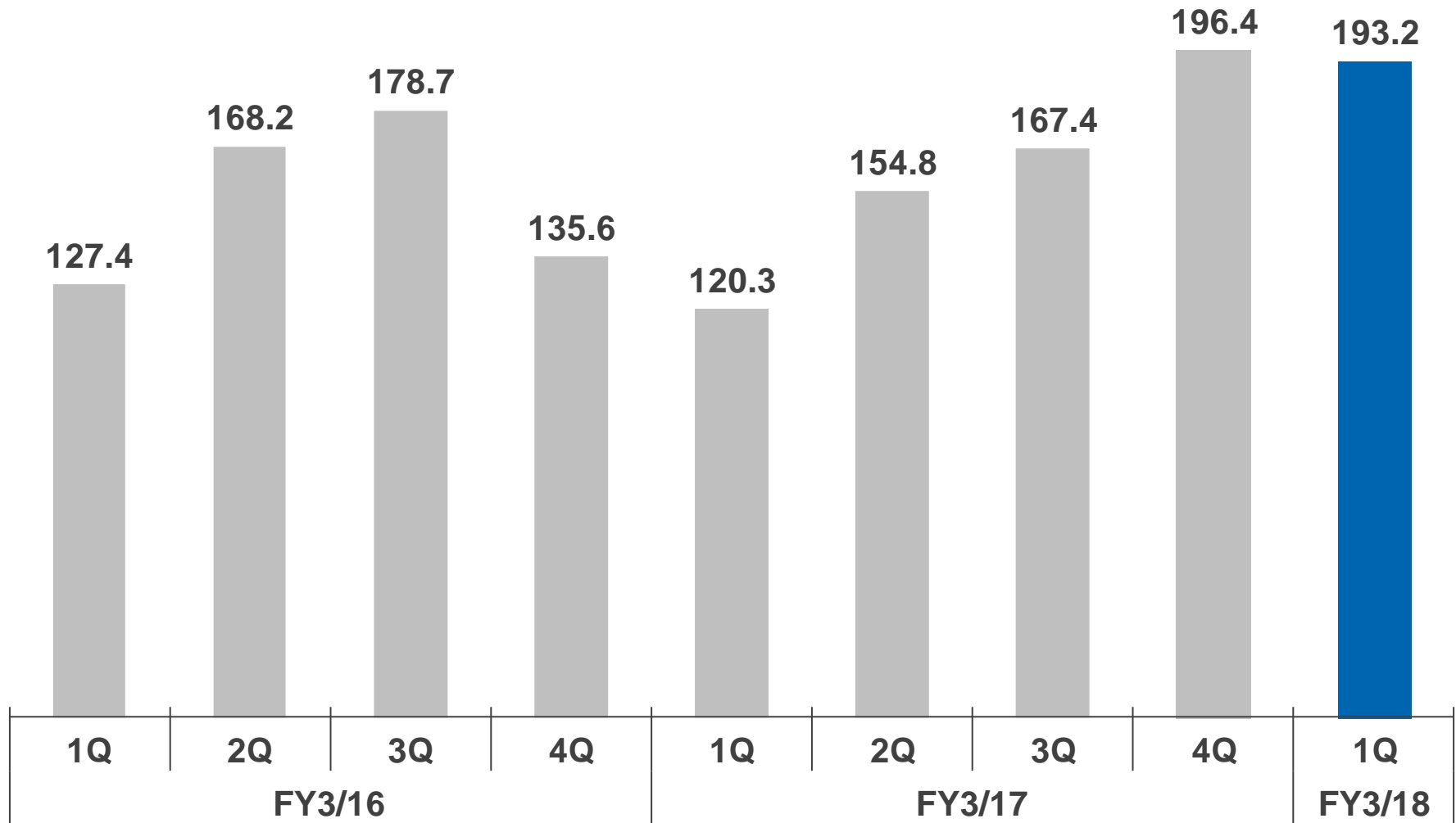
1Q net sales, operating income, ordinary income & net income hit record highs

(Millions of yen)	FY3/17		FY3/18	Change	
	1Q	4Q	1Q	YoY	QoQ
Net sales	120,288	196,418	193,204	+60.6%	-1.6%
Operating income	6,971	14,300	17,062	X2.4	+19.3%
Ordinary income	7,255	13,621	17,372	X2.4	+27.5%
Income attributable to owners of the parent	3,176	16,233	14,181	X4.5	-12.6%
Net income per share (yen)	8.48	39.65	33.49	X3.9	-15.5%

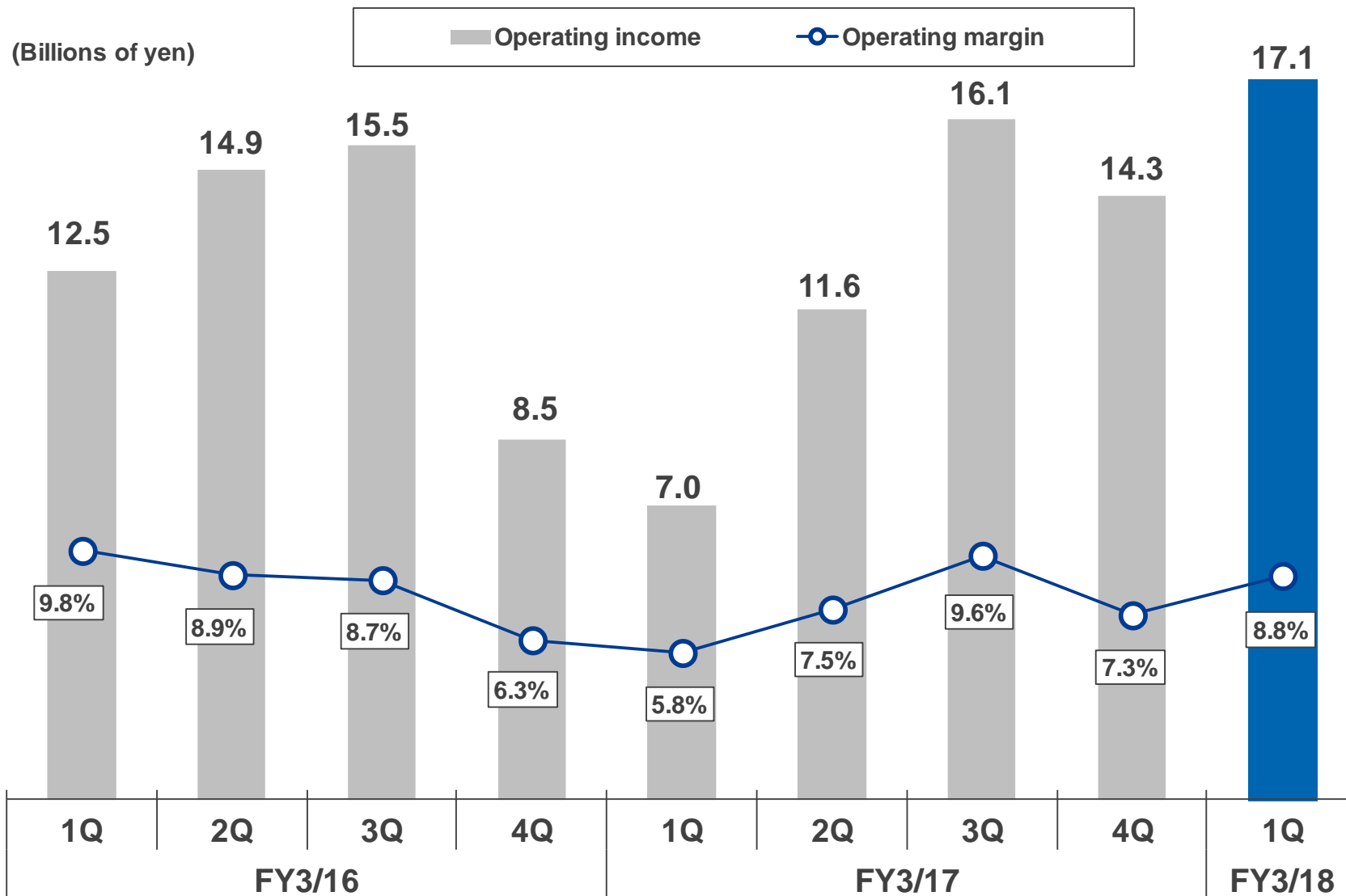
Foreign exchange rates	FY3/17 1Q	FY3/17 4Q	FY3/18 1Q
US\$	¥111.12	¥114.29	¥111.48
Euro	¥125.16	¥121.14	¥121.53
Thai Baht	¥3.14	¥3.24	¥3.24
Chinese RMB	¥17.03	¥16.54	¥16.18

(Billions of yen)

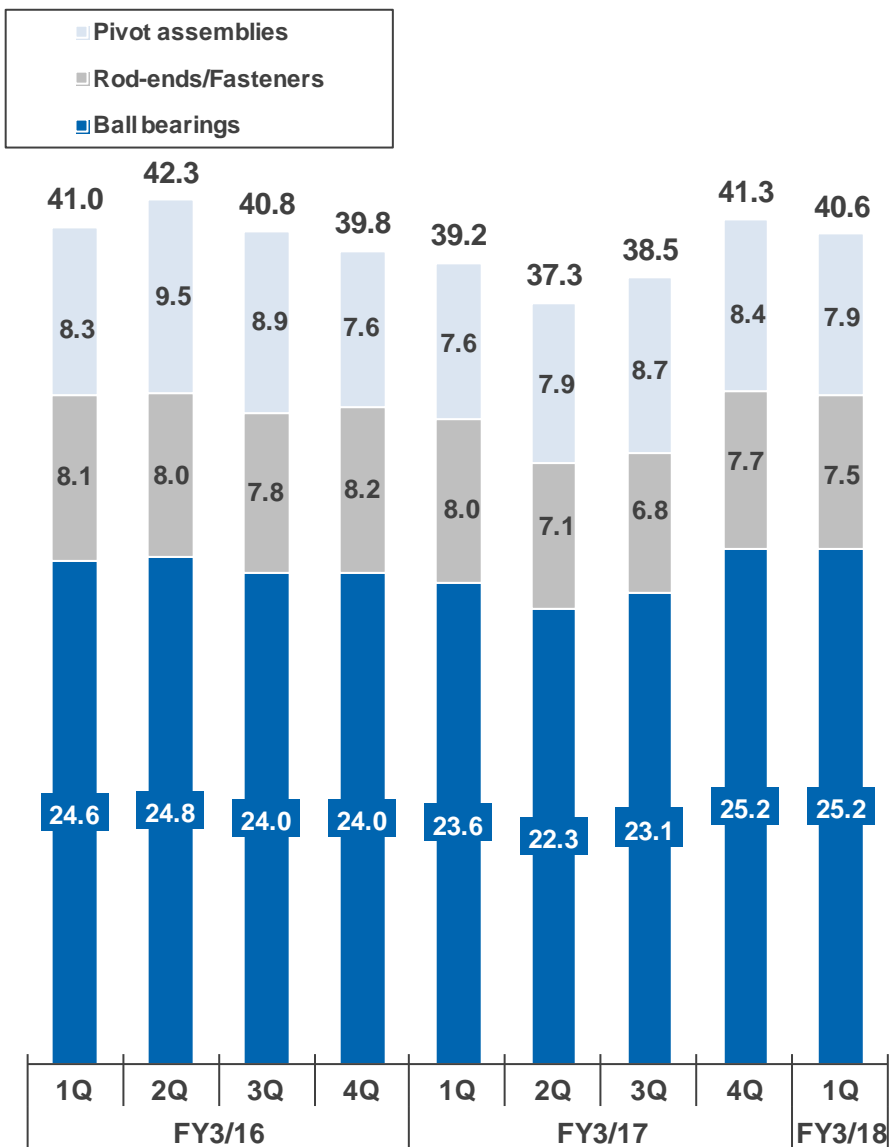
1Q net sales hit record high



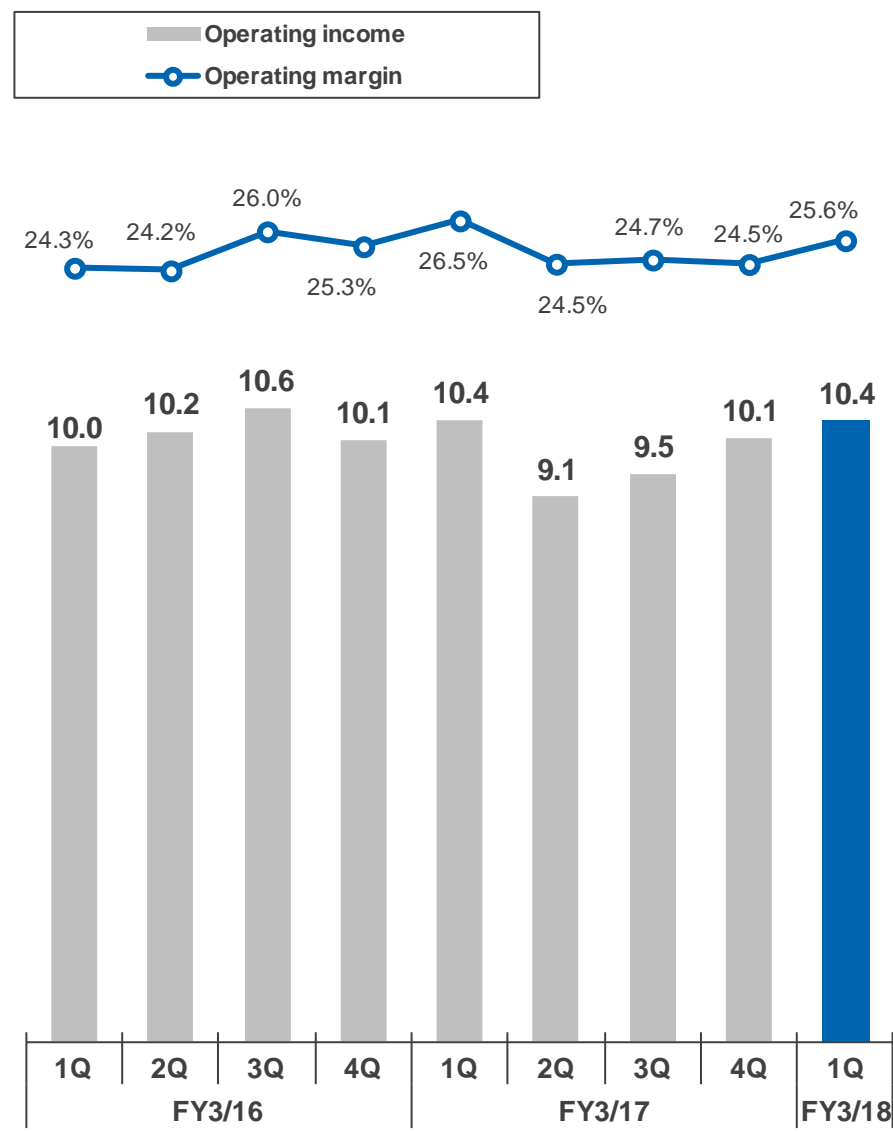
1Q operating income hit record high



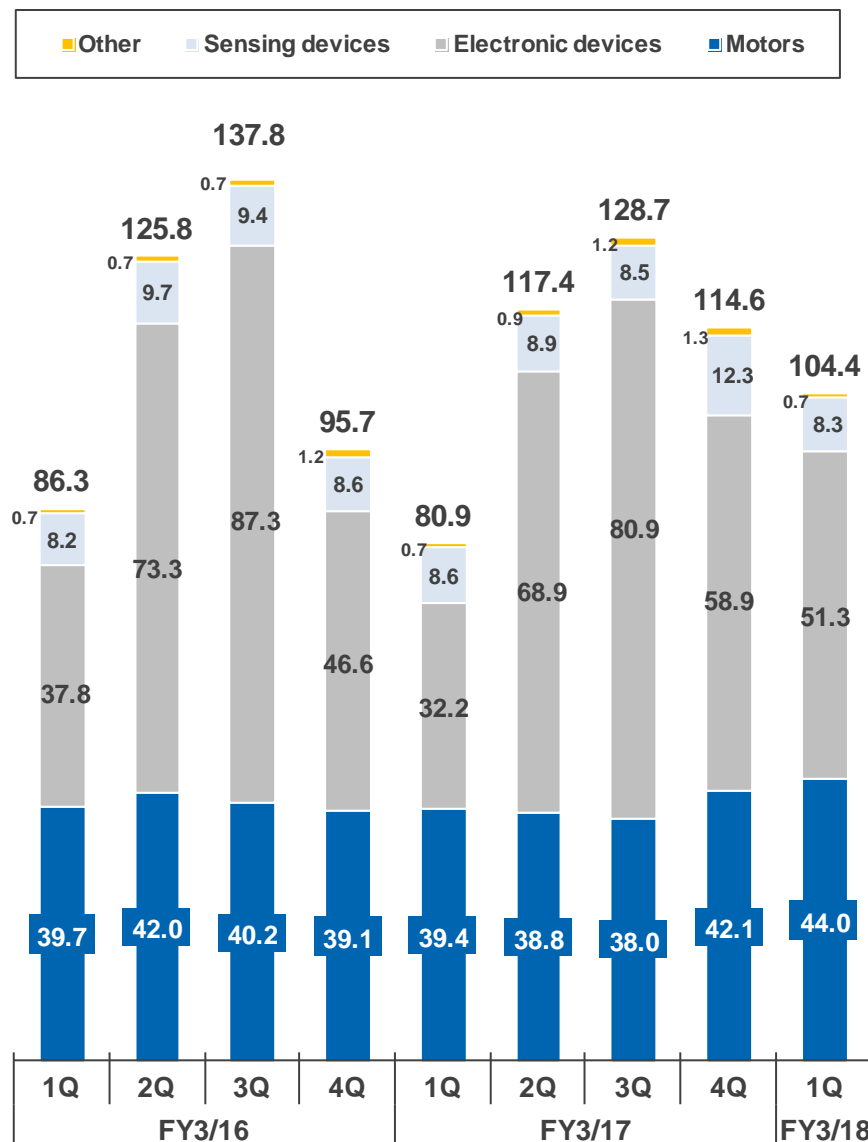
Net sales (Billions of yen)



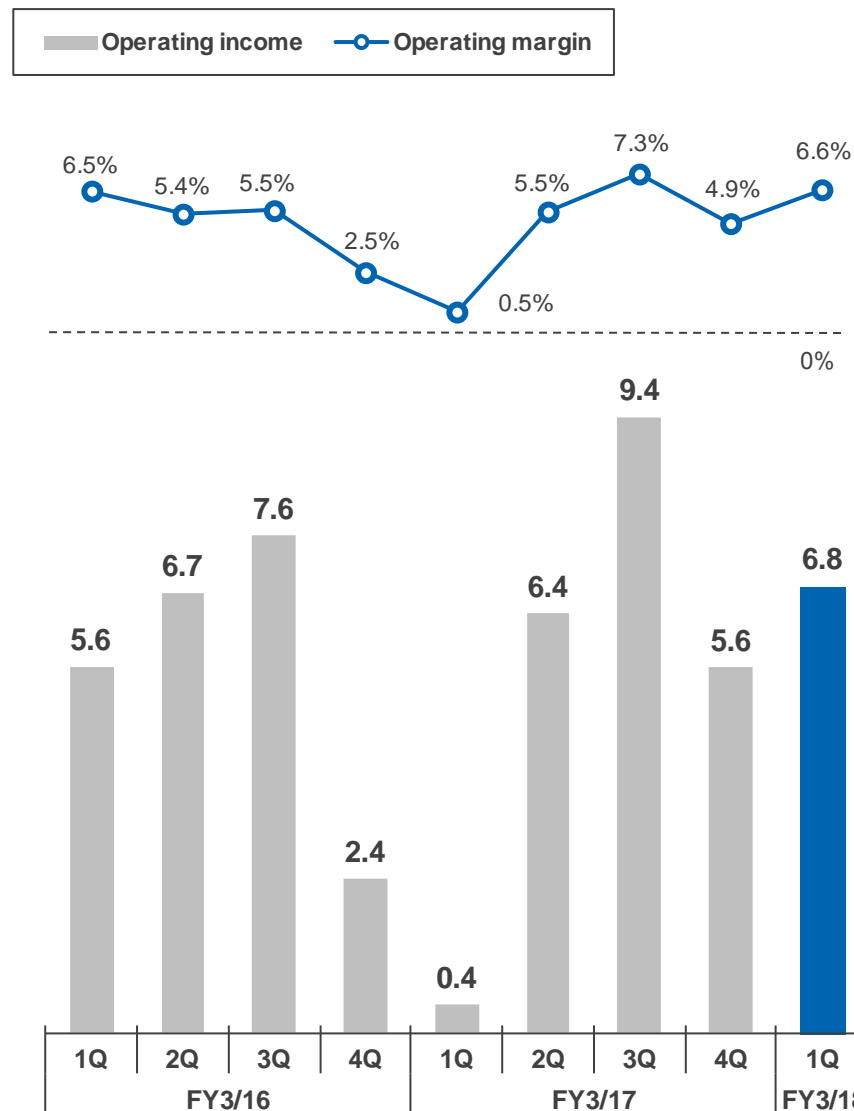
Operating income (Billions of yen)



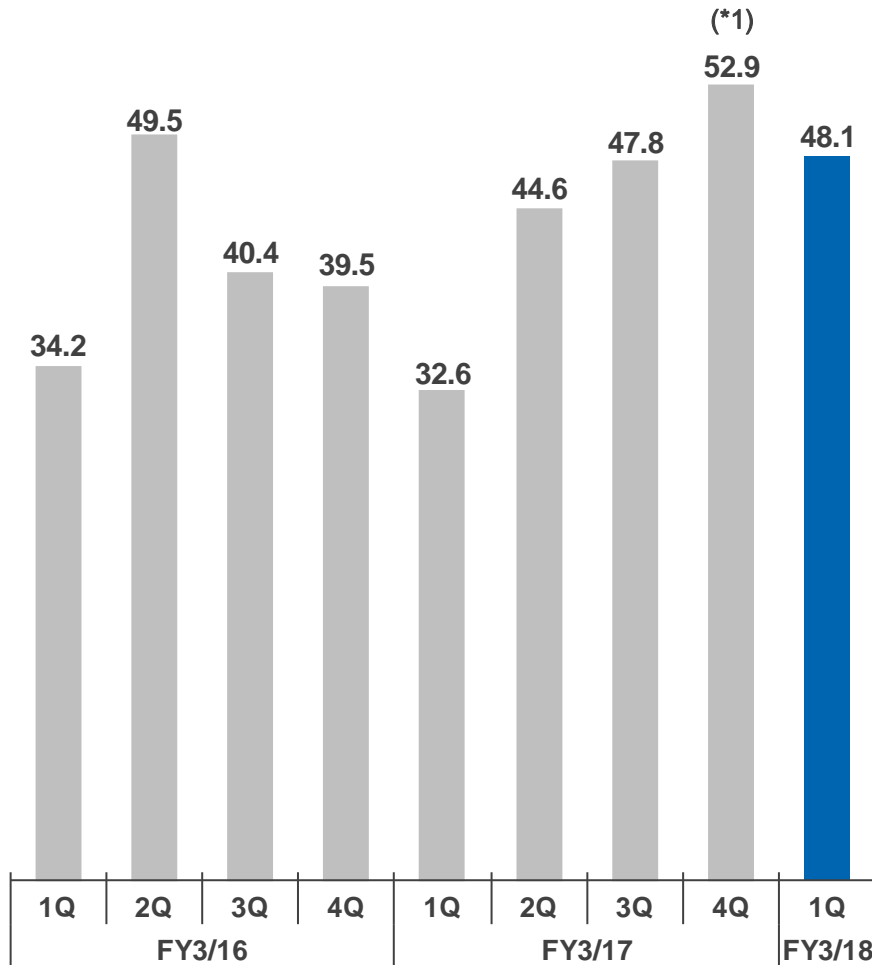
Net sales (Billions of yen)



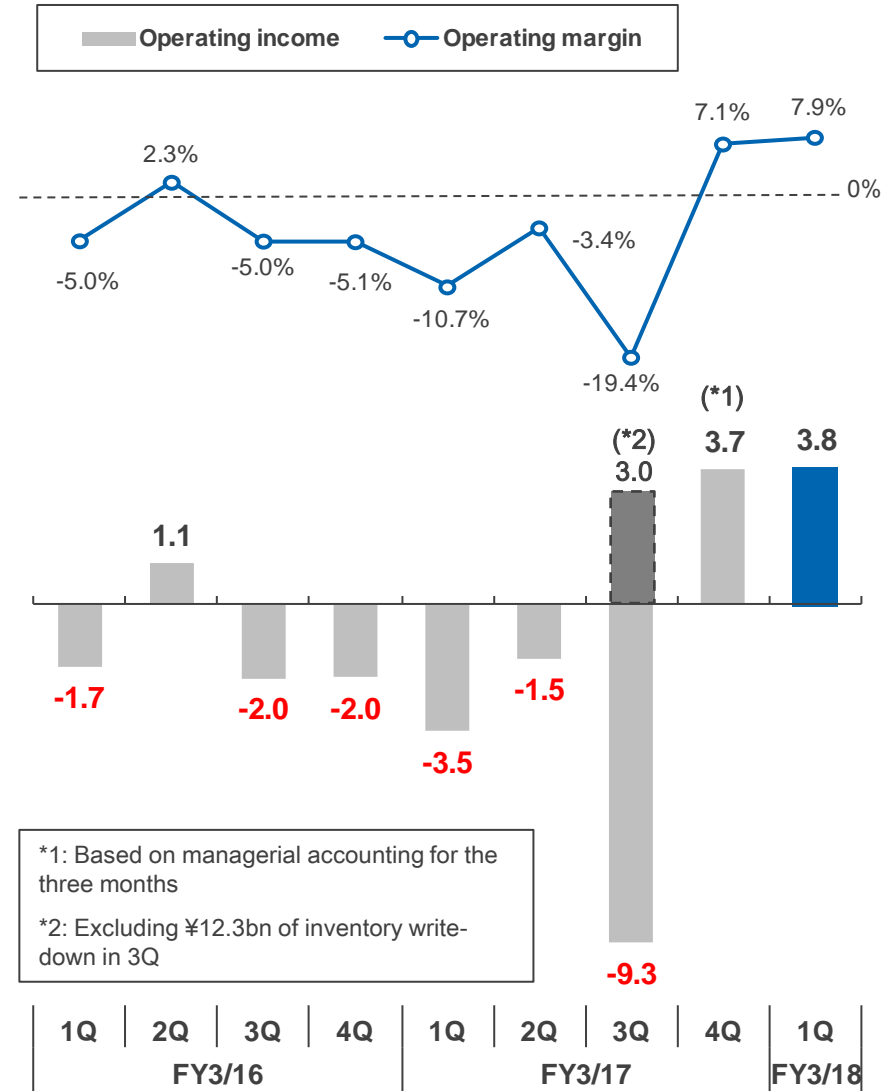
Operating income (Billions of yen)



Net sales (Billions of yen)



Operating income (Billions of yen)



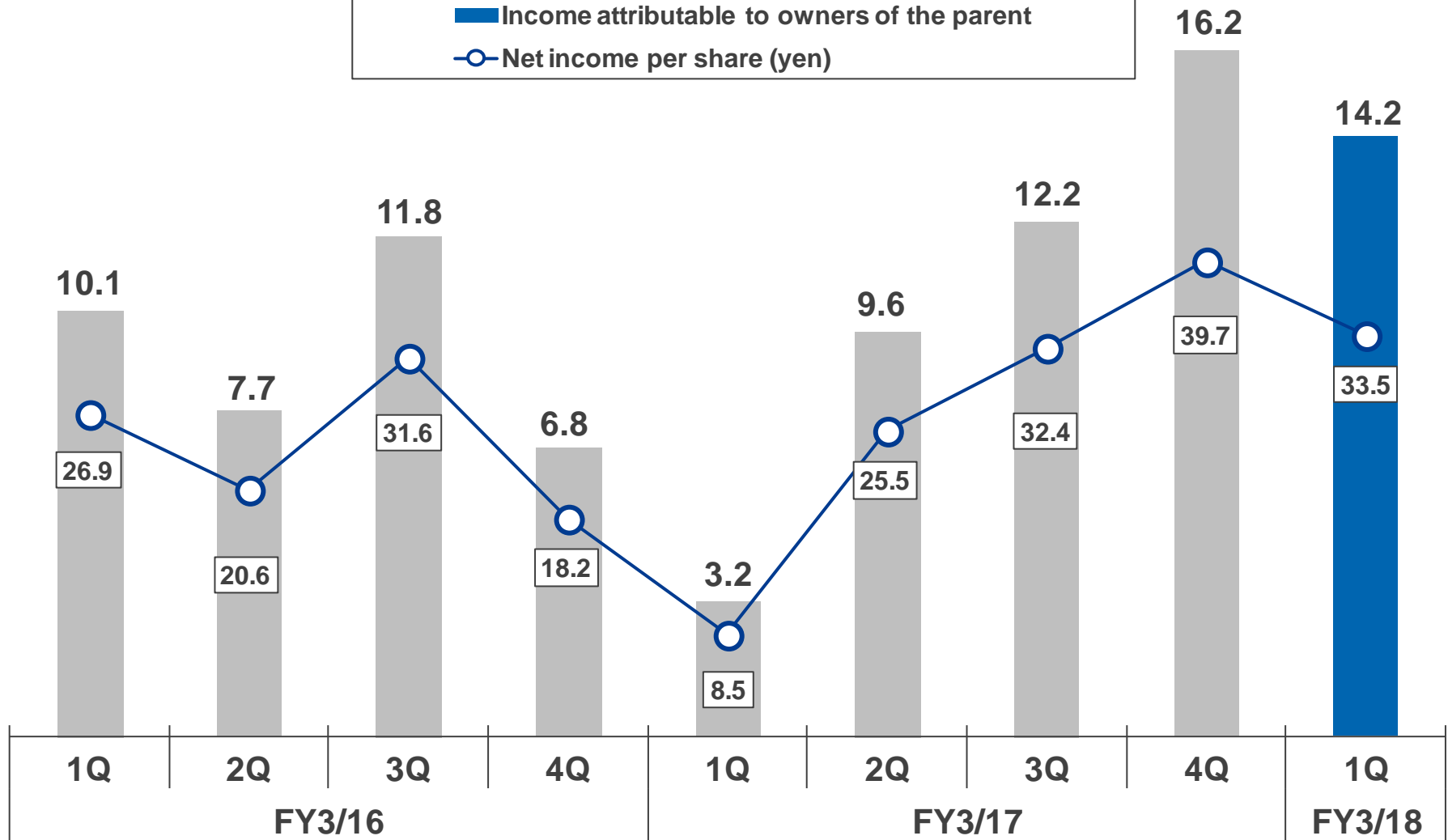
*1: Based on managerial accounting for the three months

*2: Excluding ¥12.3bn of inventory write-down in 3Q

(Billions of yen)

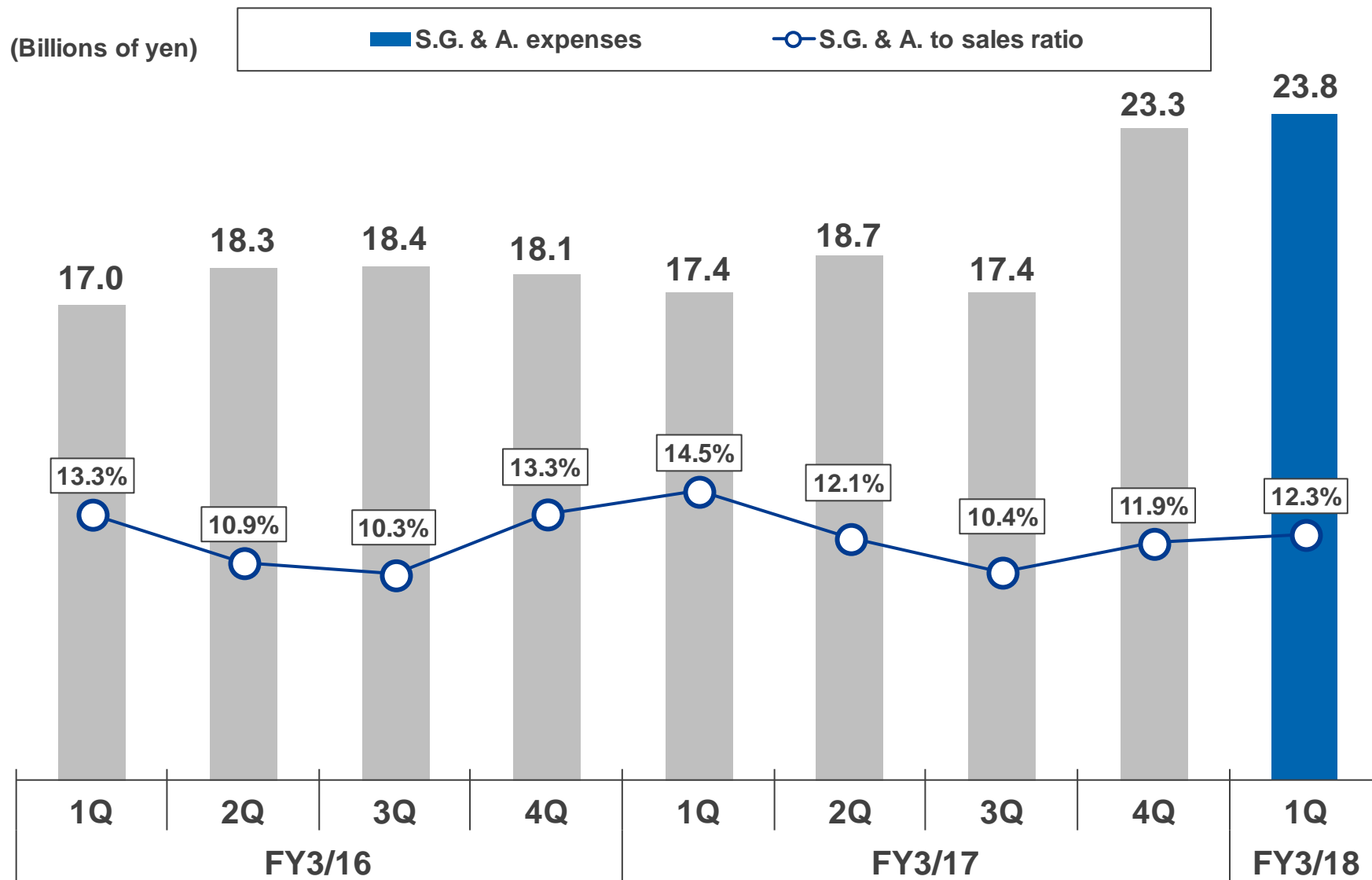
1Q net income hit record high

■ Income attributable to owners of the parent
○ Net income per share (yen)

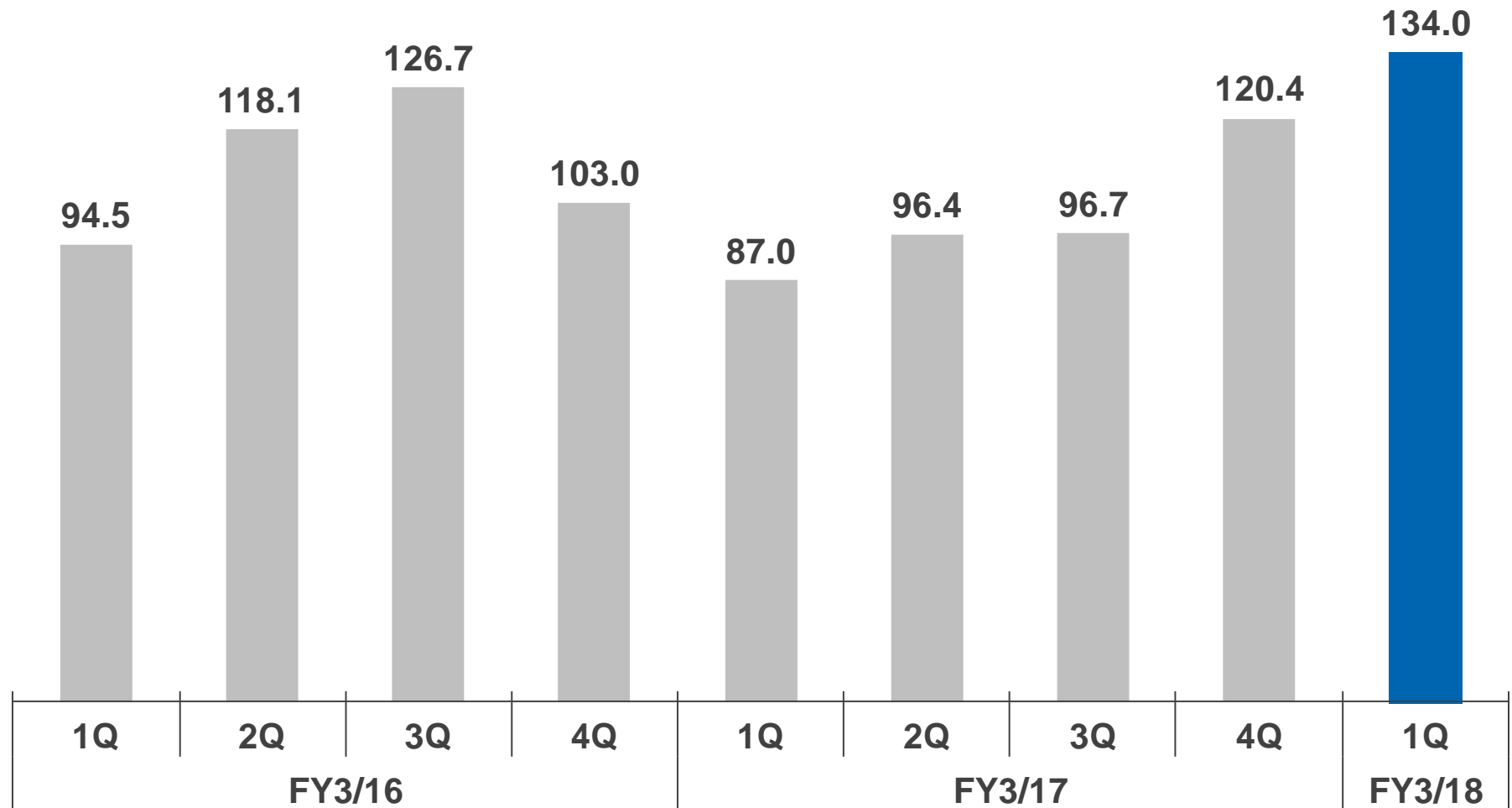


S.G. & A. Expenses

Quarterly



(Billions of yen)

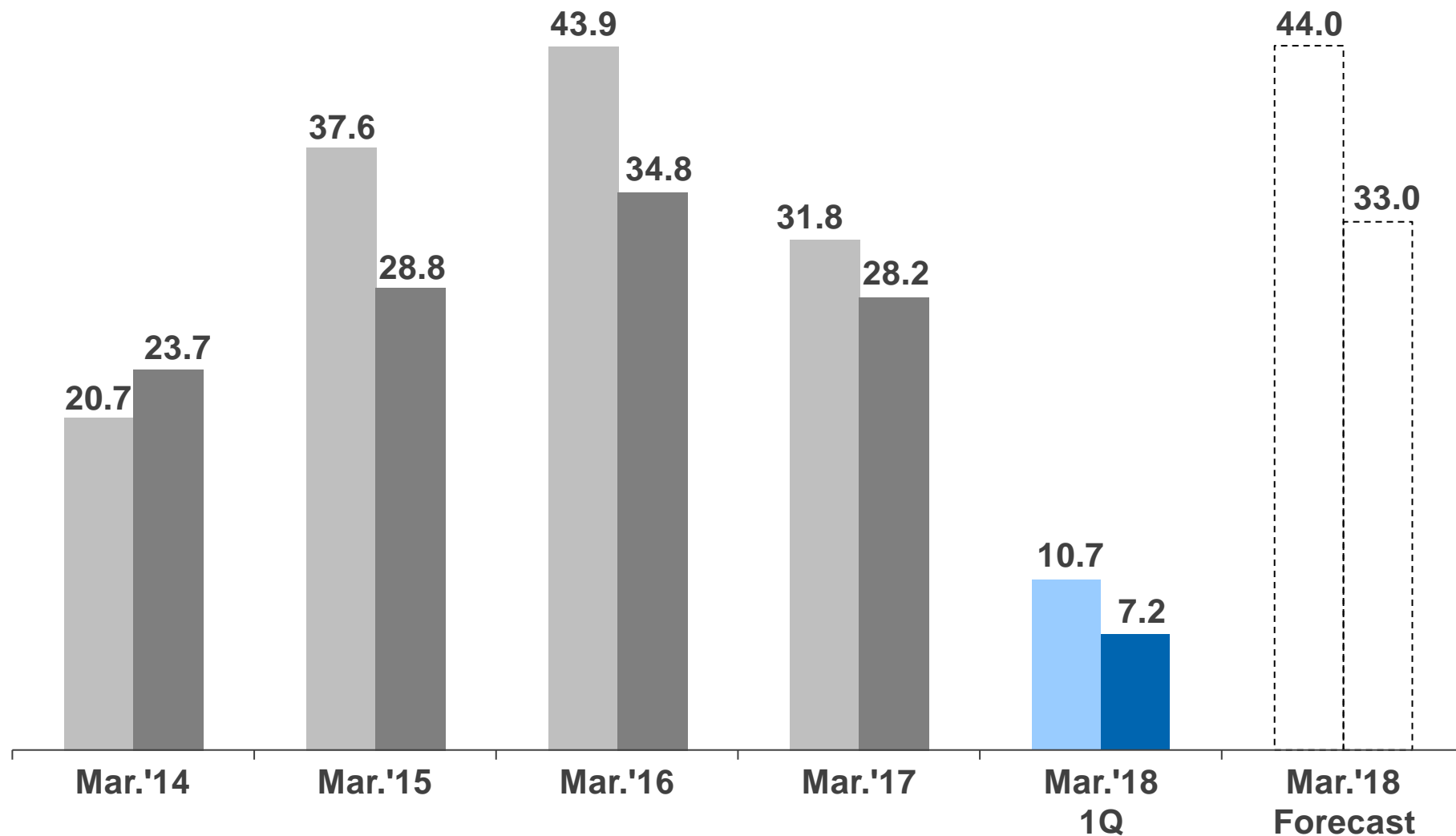


Capital Expenditure & Depreciation

Yearly

(Billions of yen)

■ Capital Expenditure ■ Depreciation & Amortization Expenses



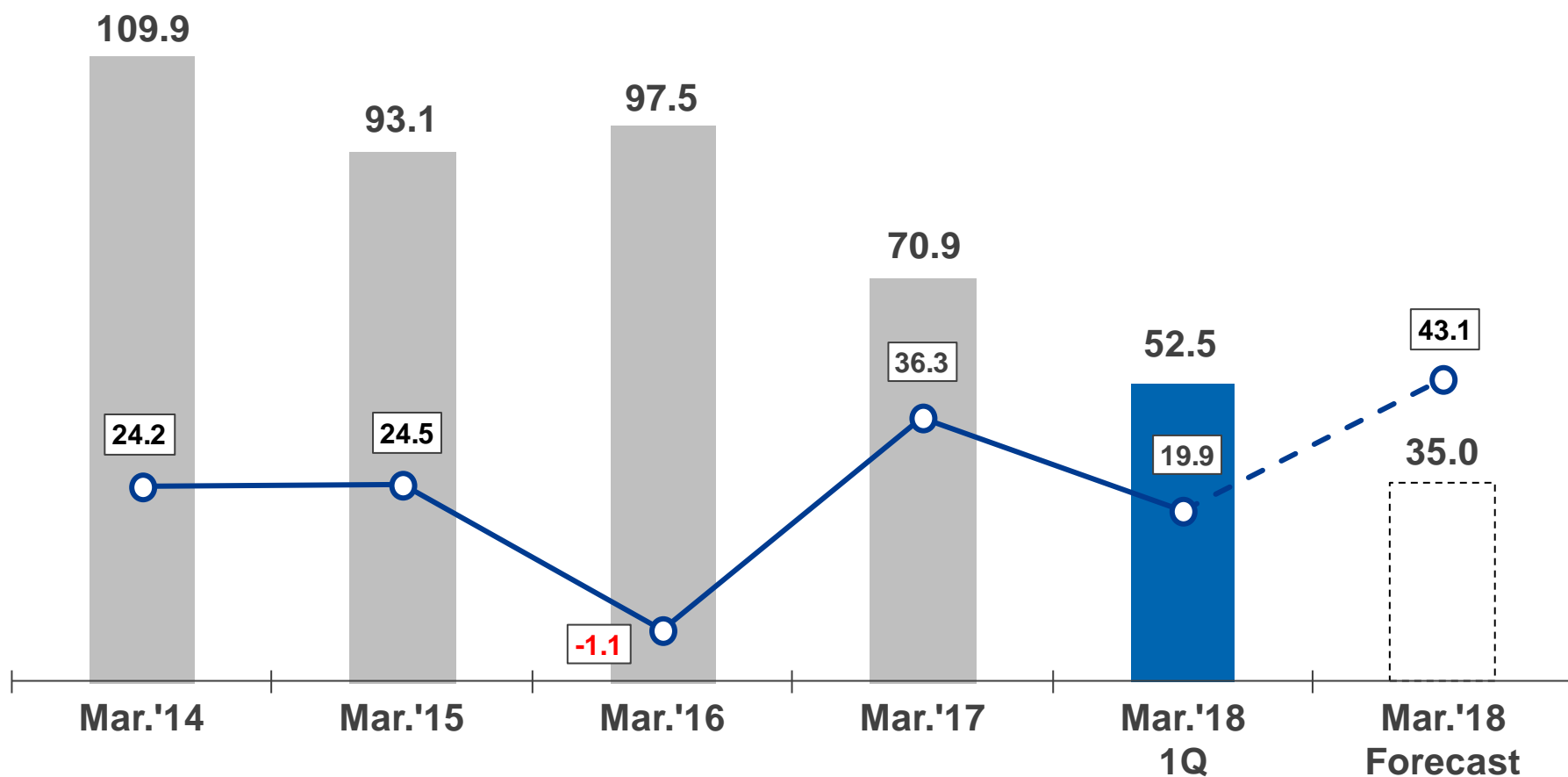
Net Interest-Bearing Debt/Free Cash Flow

Yearly

(Billions of yen)

Net interest-bearing debt

Free cash flow



Forecast for Fiscal Year Ending March 31, 2018

Expecting net sales, operating income, ordinary income & net income hit record highs

(Millions of yen)	FY3/17 Full Year	FY3/18				YoY
		1st Half Initial Forecast	1st Half Revised Forecast	2nd Half No Change	Full Year Revised Forecast	
Net sales	638,926	376,400	436,400	373,600	810,000	+26.8%
Operating income	49,015	26,300	37,300	29,700	67,000	+36.7%
Ordinary income	48,393	25,800	36,800	29,200	66,000	+36.4%
Income attributable to owners of the parent	41,146	19,400	28,700	22,100	50,800	+23.5%
Net income per share (yen)	107.33	45.83	67.78	52.20	119.97	+11.8%

Foreign exchange rates	FY3/17 Full Year	FY3/18 2Q to 4Q Assumptions
US\$	¥108.76	¥105.00
Euro	¥119.34	¥115.00
Thai Baht	¥3.09	¥3.06
Chinese RMB	¥16.18	¥16.00

Forecast for Business Segment

(Millions of yen)	FY3/17	FY3/18				YoY
	Full Year	1st Half Initial Forecast	1st Half Revised Forecast	2nd Half No Change	Full Year Revised Forecast	
Net sales	638,926	376,400	43,640	373,600	810,000	+26.8%
Machined components	156,310	80,200	81,900	80,800	162,700	+4.1%
Electronic devices and components	441,615	202,500	245,500	194,500	440,000	-0.4%
Mitsumi business	40,342	93,300	108,700	97,900	206,600	X5.1
Other	658	400	300	400	700	+6.4%
Operating income	49,015	26,300	37,300	29,700	67,000	+36.7%
Machined components	39,147	20,100	21,000	20,900	41,900	+7.0%
Electronic devices and components	21,898	10,600	15,900	11,400	27,300	+24.7%
Mitsumi business	2,315	4,400	9,000	5,600	14,600	X6.3
Other	(120)	(200)	(300)	(200)	(500)	X4.2
Adjustment	(14,223)	(8,600)	(8,300)	(8,000)	(16,300)	+14.6%

Miniature ball bearing demand has been growing

External shipment volume up YoY for 19 consecutive quarters!
June volume hits new record high of 187 million units
Monthly production volume to hit 300 million units by May 2018!

Demand shows no signs of letting up

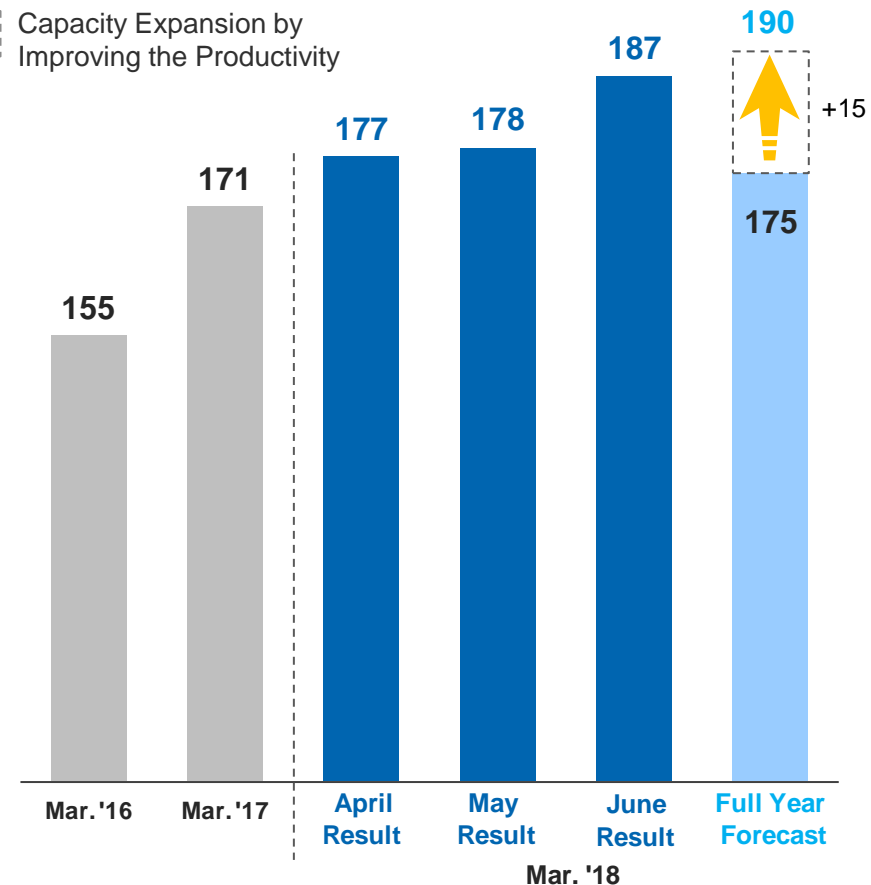
- ✓ 1Q external shipment volume up 11% YoY
- ✓ 3 growth drivers
 1. Automobiles
 2. High-end home appliances
 3. Servers

Profitability to improve

- ✓ Production capacity steadily increasing via better productivity
(Production hit 267 million units in May and June!)
- ✓ Optimizing inventory to improve profitability

Ball Bearing External Shipment (millions/month)

Capacity Expansion by Improving the Productivity



LED backlights beat initial forecast

1Q off to a good start with only usual seasonal drop-off in demand
From 2Q demand will get into gear

Smooth kick off this year

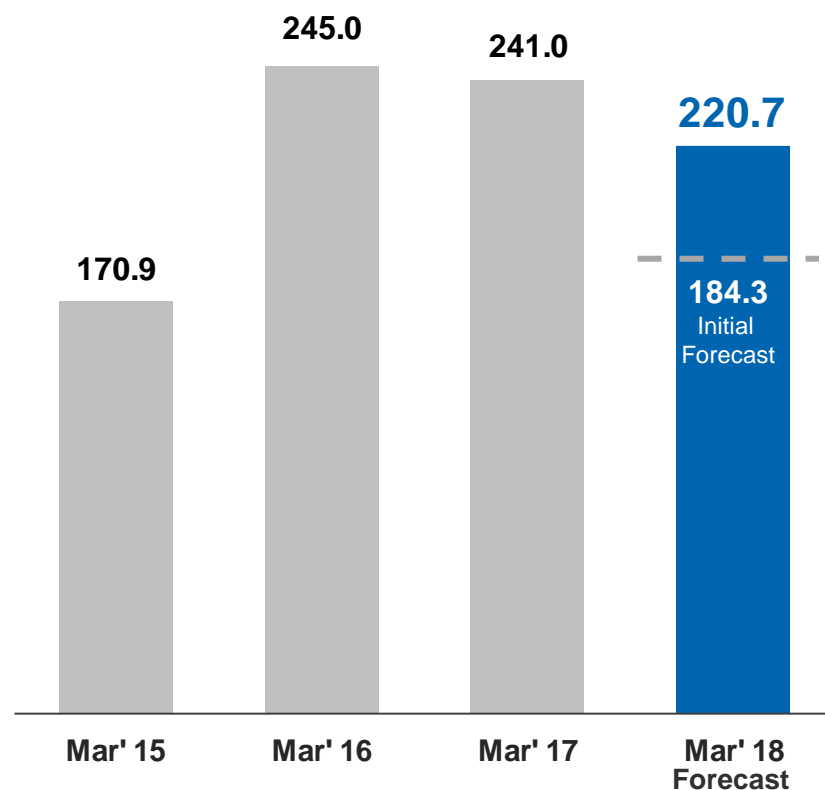
- ✓ New models for the major customers kicked off without a hitch
- ✓ Steady order via high quality and low cost
- ✓ Minimizing risk via accelerated depreciation

Expecting shipment for smartphones next year as well

- ✓ Top quality products for luxury cars fuel sales further
- ✓ Continuous development of full screen type LED backlights

Net Sales of Electronic Devices

(Billions of yen)



Mitsumi business driving profits up

Improved performance in products other than smartphones & game consoles contributed to stabilizing Mitsumi profitability

Strong tailwind for smartphones and game consoles from 2Q

- ✓ Camera actuator shipment volumes to grow further
- ✓ New game console productions to go into full swing

7 Spears contribute to stabilizing profitability

- ✓ Profits for sensors, connectors/switches, power supplies, wireless products, and analog semiconductors will steadily improve, giving the Mitsumi business a big boost and laying a solid foundation of profitability.

MinebeaMitsumi's 7 spears (from Mitsumi's products)



Gauge pressure sensors



Air pressure sensors



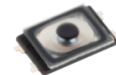
Pressure sensors



USB Type-C



Automobile Connectors (FAKRA)



Tactile Switches



AC adapters for information equipment



Shark fin antennas



AC/DC converter ICs

Joint business development agreement signed with Ricoh

Bed sensor system makes ultimate monitoring dream a reality

MinebeaMitsumi
Passion to Create Value through Difference

- High precision sensing devices
- Mitsumi wireless communication technology



RICOH
imagine. change.

- Systemization technology
- Outstanding customer support



Sales target for
FYE 3/2021

3 billion yen
(nursing care facilities
only)

Tap into social infrastructure as a key IoT component

PHASE I

Establishment of the Basic Platform to watch over elderly persons in the Nursing Care Market

- Detection of biometric information (weight, body movement, respiration, etc.)
- Fall and toppling over prevention alert
- Cooperation with various nursing systems (Nursing care record, nurse call)

PHASE II

Provisions of Illness Prediction / Prognosis Support **using AI** in the Nursing and Medical Markets

- Detection of biometric information (heart rate)
- Data analysis utilizing AI
- Analysis of daily activity patterns
- Provision of the most optimal medical/nursing service for users

PHASE III

Expansion to an Integrated Information Service Platform in Nursing, Medical, Child-rearing and Other Markets

- Detection of biometric information from various sensors (Blood glucose levels, blood pressure, etc.)
- Integrated utilization of information such as surveillance cameras, location measuring information, medical related and other services and devices





Any statements in this presentation which are not historical are future projections based on certain assumptions and executive judgments drawn from currently available information.

Please note that actual performance may vary significantly from any particular projection due to various factors.

Factors affecting our actual performance include but are not limited to: (i) changes in economic conditions or demand trends related to MinebeaMitsumi's business operations; (ii) fluctuation of foreign exchange rates or interest rates; and (iii) our ability to continue R&D, manufacturing and marketing in a timely manner in the electronics business sector, where technological innovations are rapid and new products are launched continuously.

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