





# **Business Results**

Second Quarter of Fiscal Year Ending March 31, 2010

November 6, 2009

Minebea Co., Ltd.





- 1. Financial Results
- 2. Policy and Strategy



# **Financial Results**

Hiroharu Katogi Director, Senior Managing Executive Officer



# Summary of Consolidated Business Results for 1H

# Continue to improve profits by net sales recovery, but big negative impact from the 1Q deficit

(Millions of yen)	FY ended Mar. '09 1H	FY ending Mar. '10 1H	Change YoY	1H of FY ending Mar. '10 Original forecast	
Net sales	150,613	109,268	-27.5%	105,500~96,000	
Operating income	11,698	2,115	-81.9%	3,500~ 1,800	
Ordinary income	10,891	1,029	-90.6%	2,200~ 600	
Income before income taxes	10,102	729	-92.8%	2,200~ 600	
Net income	6,205	-364	N.M.	800~ -700	
Net income per share (yen)	15.55	-0.94	N.M.	2.06~ -1.80	

Foreign exchange rates	1H of FY Mar. '09	1H of FY Mar. '10
US\$	¥105.67	¥96.12
Euro	¥163.65	¥132.90
Thai Baht	¥3.22	¥2.78
Chinese RMB	¥15.25	¥14.06

1H of FY ending
Mar. '10
Assumption
¥91.00
¥128.00
¥2.60
¥13.00



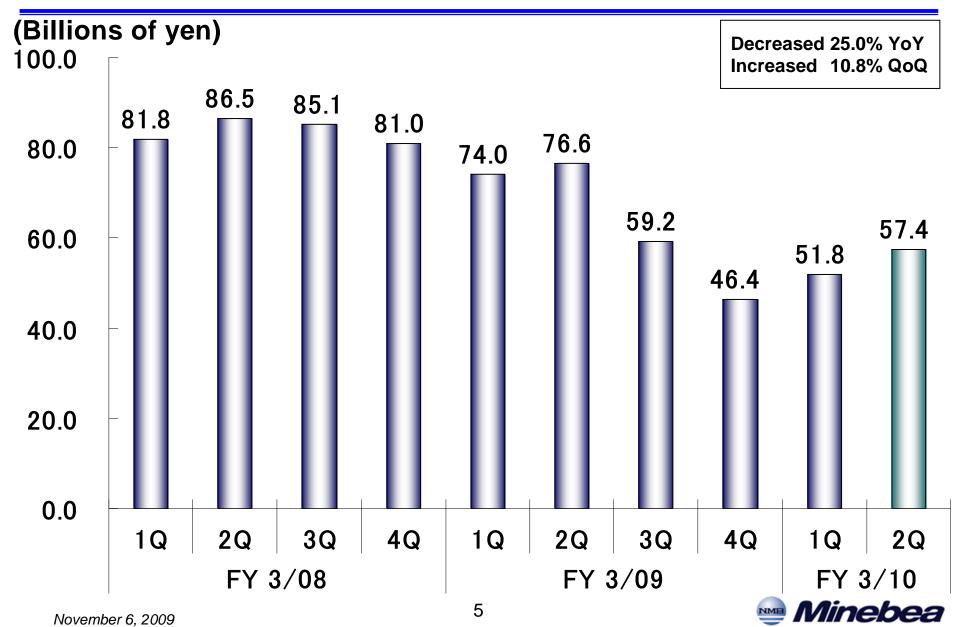
# Summary of Consolidated Business Results for 2Q

#### Turned profitable by net sales recovery and cost cutting efforts

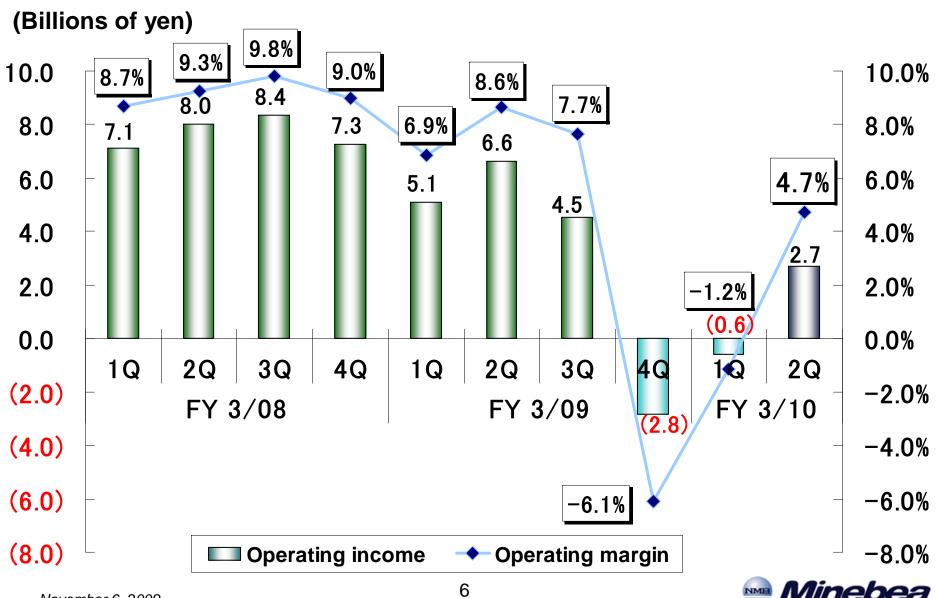
(Millions of yen)	FY ended Mar.'09	FY endin	g Mar.'10	Change	
,	2Q	1Q	2Q	YoY	QoQ
Net sales	76,572	51,837	57,430	-25.0%	+10.8%
Operating income	6,615	-605	2,720	-58.9%	N.M.
Ordinary income	6,206	-1,101	2,130	-65.7%	N.M.
Income before income taxes	6,044	-1,370	2,099	-65.3%	N.M.
Net income	3,570	-1,680	1,315	-63.2%	N.M.
Net income per share (yen)	8.95	-4.32	3.38	-62.2%	N.M.

Foreign exchange rates	2Q of FY	1Q of FY	2Q of FY
Foreign exchange rates	Mar. '09	Mar. '10	Mar. '10
US\$	¥107.97	¥97.50	¥94.74
Euro	¥165.81	¥131.56	¥134.24
Thai Baht	¥3.20	¥2.78	¥2.78
Chinese RMB	¥15.77	¥14.28	¥13.85

## **Net Sales**

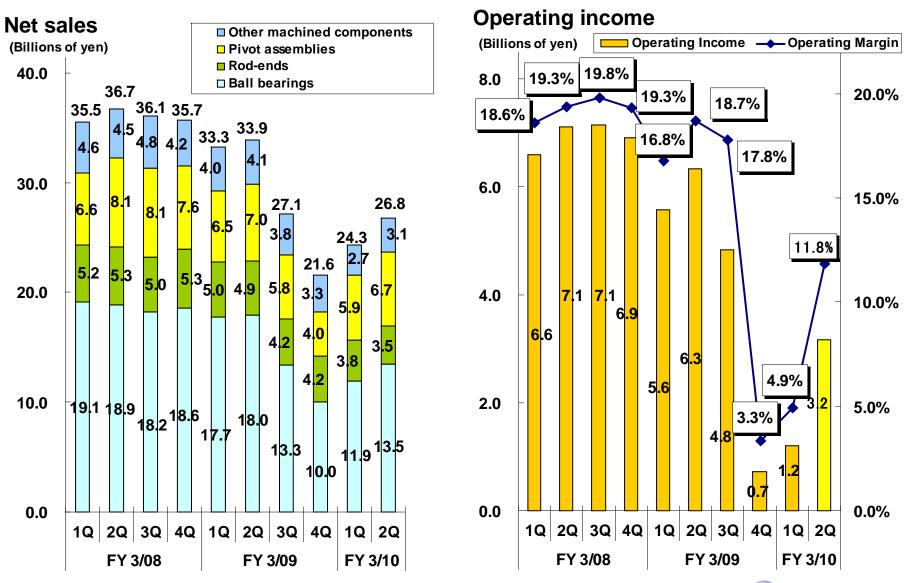


# **Operating Income**

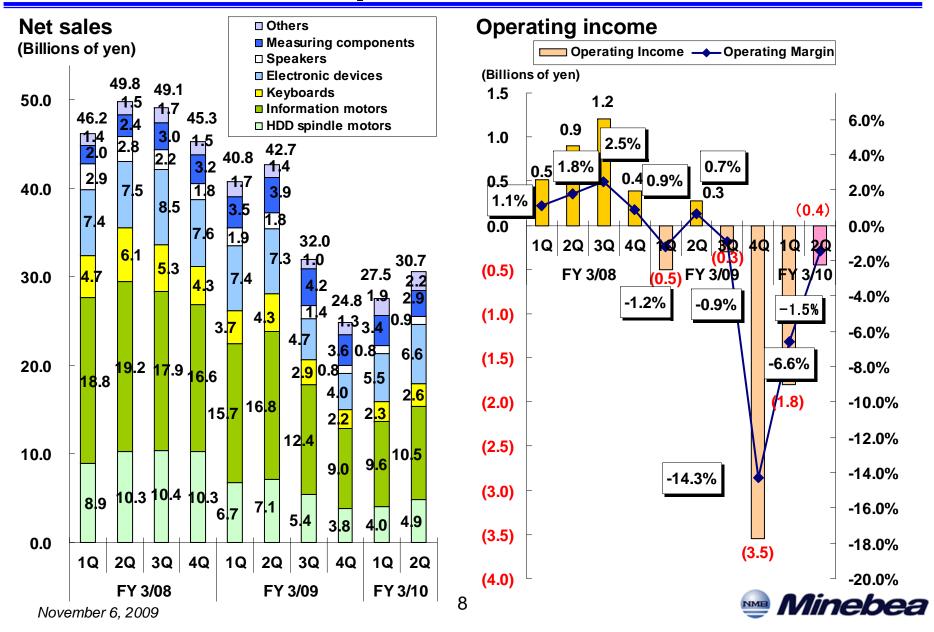


#### **Business Segments**

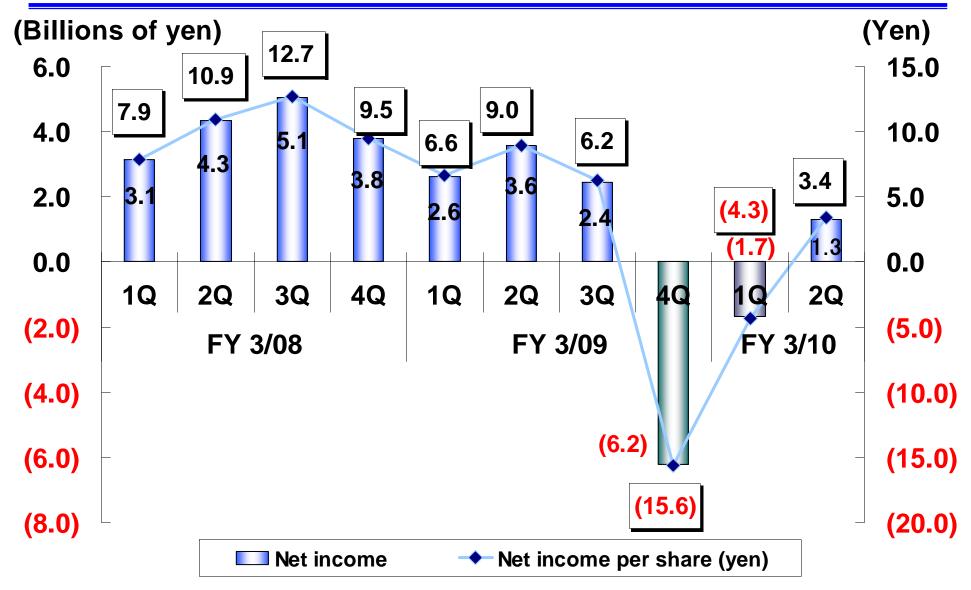
# **Machined Components Business**



# Business Segments Electronic Devices and Components Business

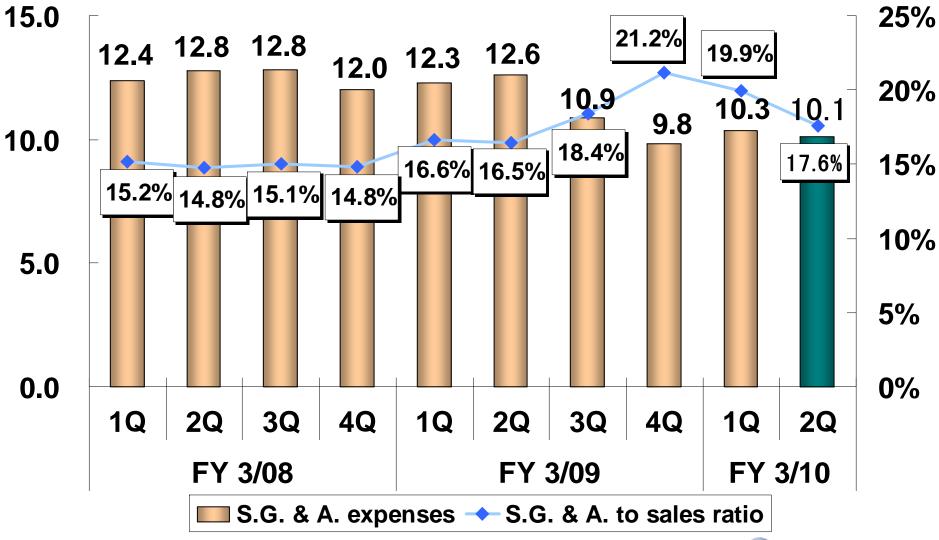


## **Net Income**



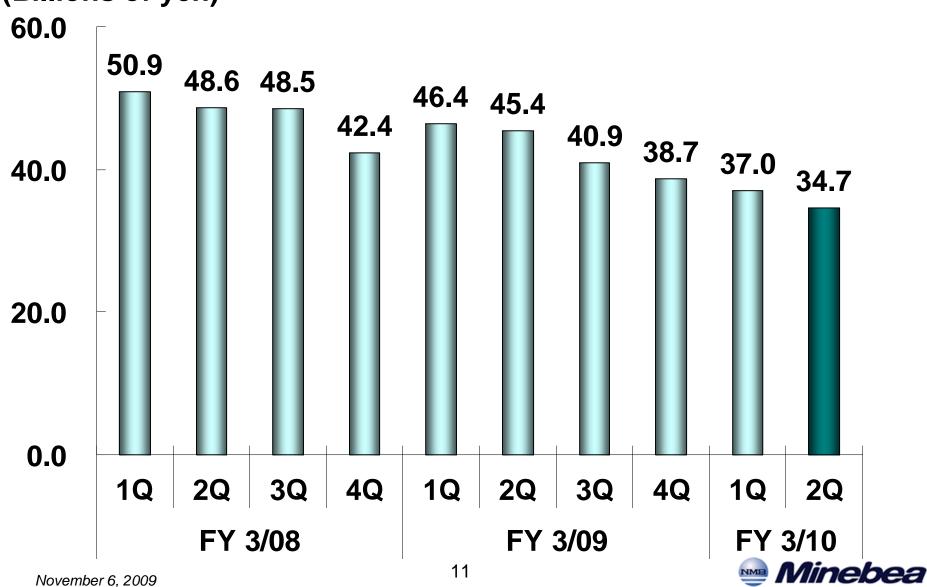
# S.G. & A. Expenses

#### (Billions of yen)



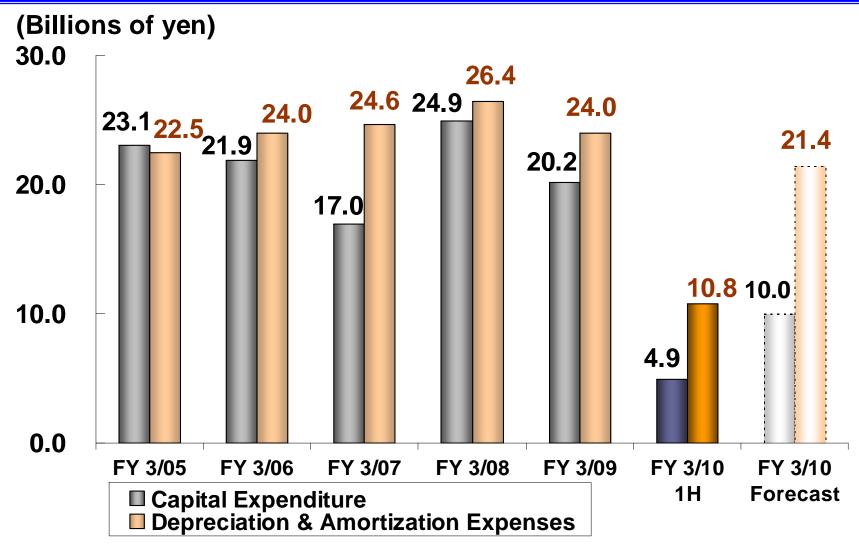
## **Inventories**

#### (Billions of yen)



#### Yearly

# Capital Expenditure & Depreciation

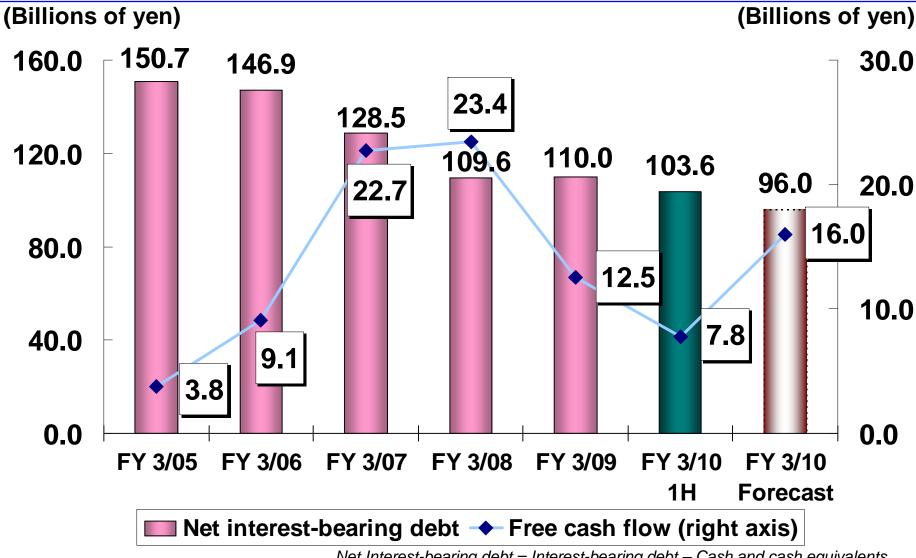


<sup>\*</sup>From FY 3/09, due to change in lease accounting, assets of finance leases are included.



#### Yearly

## **Net Interest-Bearing Debt**



Net Interest-bearing debt = Interest-bearing debt - Cash and cash equivalents Free Cash Flow = CF from operating activities + CF from investing activities

# Forecast for Fiscal Year Ending March 31, 2010

# Full year forecast range unchanged

(Millions of yen)	FY ended Mar. '09	Fiscal Year ending Mar. '10  2nd Half Forecast Range Full year Forecast				ecast Range
	Full year	1st Half	Upper end	Lower end	Upper end	Lower end
Net sales	256,163	109,268	120,732	90,732	230,000	200,000
Operating income	13,406	2,115	11,885	7,885	14,000	10,000
Ordinary income	11,555	1,029	10,271	6,571	11,300	7,600
Income before income taxes	6,834	729	10,371	6,671	11,100	7,400
Net income	2,441	-364	6,864	3,864	6,500	3,500
Net income per share (yen)	6.18	-0.94	17.65	9.94	16.71	9.00
			FY ending	1	FY ending	1

Foreign exchange rates	FY ended Mar. '09	FY ending Mar. '10 1H	FY ending Mar. '10 Assumption 2H
US\$	¥100.83	¥96.12	¥91.00
Euro	¥145.65	¥132.90	¥128.00
Thai Baht	¥2.98	¥2.78	¥2.60
Chinese RMB	¥14.64	¥14.06	¥13.00

FY ending Mar. '10
Assumption Full Year

¥93.56

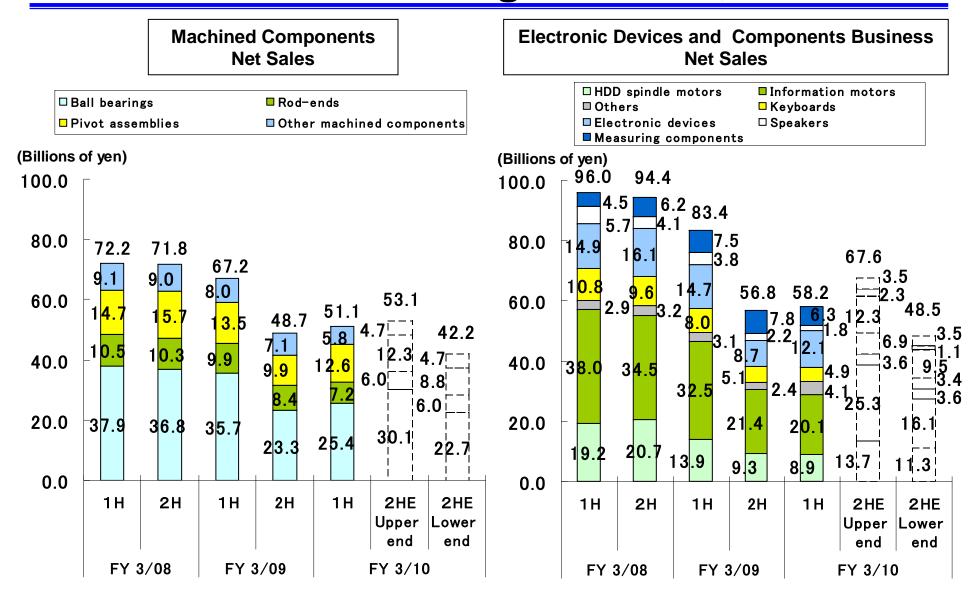
¥130.45

¥2.69

¥13.53



# **Business Segments 2H Forecast for Fiscal Year Ending March 31, 2010**





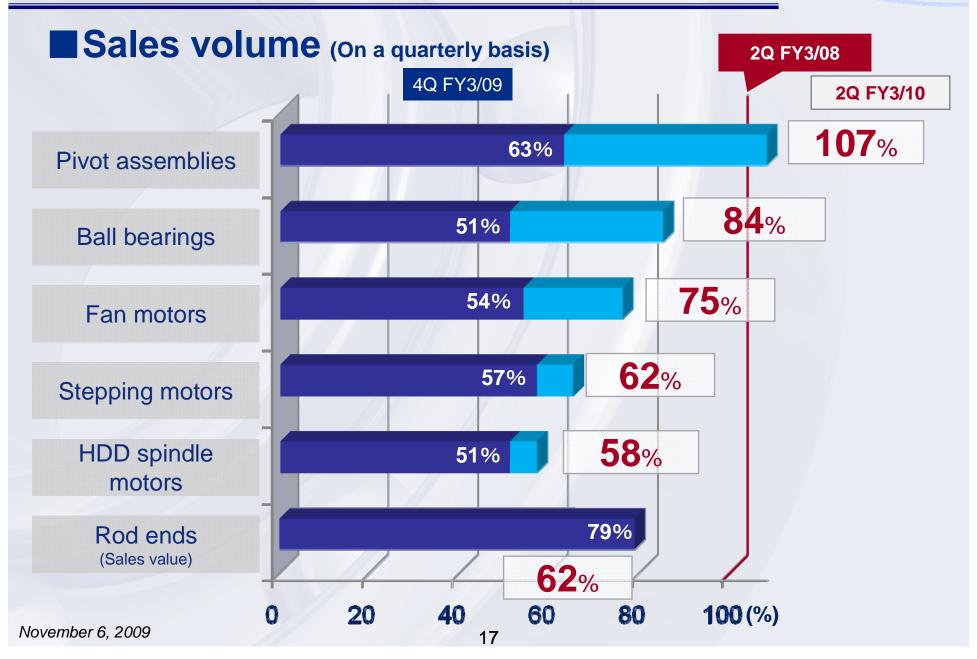
# Policy and Strategy

Yoshihisa Kainuma

Representative Director,
President and Chief Executive Officer



# **Orders on Track to Recovery**



# Operating Income Also Steadily Recovering



April and May results showed a deficit due to sales lagging behind projection In September operating margin recovered to 70% of its peak, bringing overall motor business back to profitability.

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# Six Months after Implementing New Organizational Structure

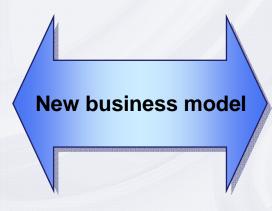


## **Boost Vertical Strength**

Enhanced price competitiveness through organizational restructuring

- Increased agility
- Enhanced ability to meet demand for flexible pricing
- Quick recovery in motor business performance

## **Boost Horizontal Strength**

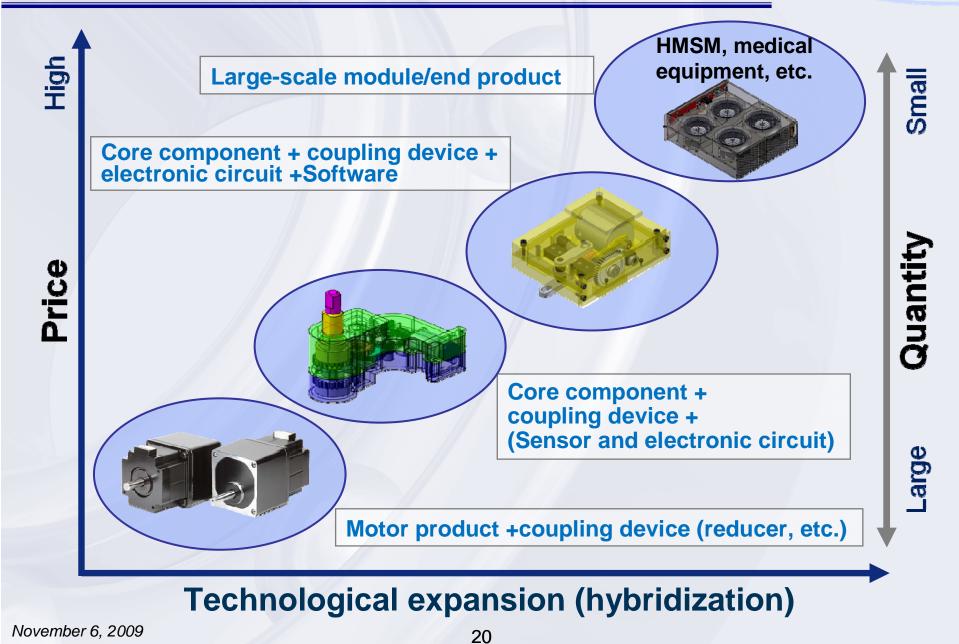


- EMS project is on schedule
  - Various new initiatives including technological exchanges and joint development across business unit borders are ongoing.
- Centralized material purchasing and standardized components
- Poised to make a big leap forward next fiscal year

\*EMS = Electro Mechanics Solution = new hybrid components



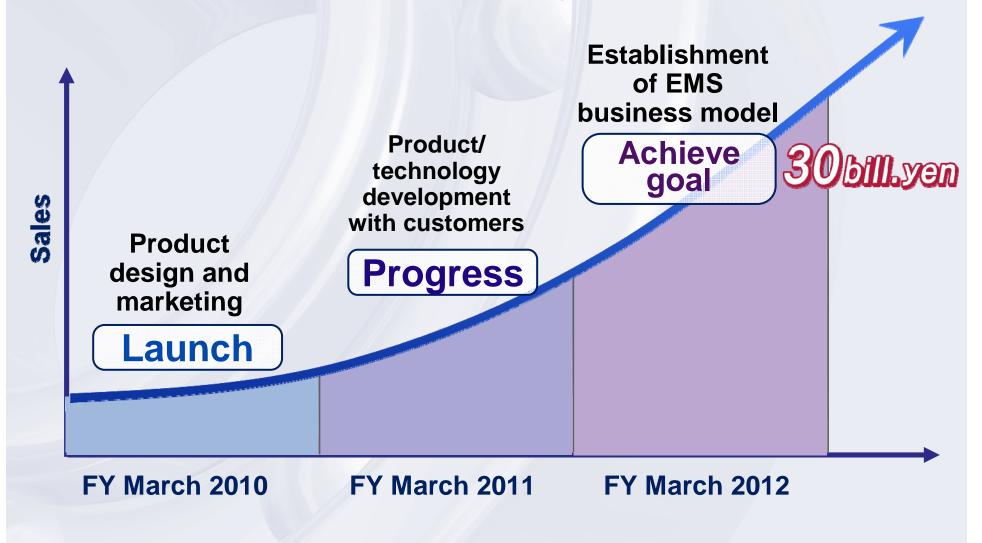
# **EMS Project: What Are EMS Products?**





# **EMS: Vision and Roadmap**

## ¥30 billion in EMS product sales by FY March 2012



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# **Ball Bearing Business Strategies**

[ Market change after global economic downturn ]

**Expansion of market for low-priced, mass-produced products** 



## **Target: standard size**

(Ball bearings for Chinese vacuum cleaner maker, etc.)

#### Measures

- [1] Reduce cost by increasing production at ball bearing plant in Shanghai
- [2] Use materials and components made in China
- [3] Depreciation expenses declining
- [4] Reduce indirect costs across the board
- [5] Consider M&A of Chinese ball bearing manufacturer, etc.

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# **LED Backlight Business Strategies**

Two Stronger Japanese manufacturers of small LED backlights in the market

Expanding customer base for car instrument clusters (European car manufacturers)

Stronger ties with LCD manufacturers

Sales are expected to rise more during the second half of this fiscal year Implement strategies with an eye to increasing market share next year

#### Measures

- [1] Increase production capacity in clean room and assembly line for small LED backlights (Completion by the end of 2009)
- [2] Adjust a mass production system for LED backlights for car instrument cluster
- [3] Develop LED backlights for new markets

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Invested the best management resources to restore business (Active involvement of relevant senior executive officers, reorganization in June put business into ICU)

Improving communication among offices/factories (Japan, Germany, Thailand)

Enhanced preciseness of components/enhanced quality/regained customer confidence

Focus on 2.5-inch motors: Won orders for next-generation models (Sales of 2.5-inch motors: 1.1 million units in Feb. 2009 ⇒ 3 million units in Sept. 2009)

One step away from breaking even

Expects to return to profitability in 4Q

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# Information Motor Business to Expand (1)

Transfer of Panasonic's information equipment motor business makes our Information motor business begin to grow

Achieved 80% of the objective to make motor business our second pillar

Moved on to profitability stabilization phase of motor business

Confirmed completion of structural reform

Consider strategic reorganization of motor plants



# Information Motor Business to Expand (2)

Minebea and Panasonic agreed to transfer Panasonic's Information Equipment Motor Business to Minebea Motor Manufacturing Corporation, a joint venture of both company in April 2010.

#### **Merits**

- [1] Strengthen motor engineers base
- [2] Enhance related intellectual property rights portfolio
- [3] Sales expansion (by peek sales of approximately 25 billion yen / year)
- [4] Actively participate in reshuffle of small size motor industry
- [5] Contribute to profits from the first year
- [6] Increased use of Minebea ball bearings

#### **Products**

Small brushless motors

(Applications: Optical disk drives, in-vehicle equipment, etc.)

- Power brushless motors (Applications: Printers, etc.)
- Polygon mirror motors (Application: Laser printers)

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# Prospects for Achieving ¥400 billion in Sales

Total approx. ¥380 billion

#### Revenue from newly acquired businesses

Panasonic's information equipment motor business myonic

FDK's stepping motor business

Approx. ¥42 billion

Peak sales
performance
(FY ended March 2008)

¥334.4 billion

With economic recovery, ¥400 billion in sales is now within our reach!!

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# Initiatives to Turn Around Businesses Running in the Red



#### **Speakers**



- Focus on high power micro speakers
- Build a system suitable for fabless operations
- Review outsourcing policy
- Enhance marketing and increase orders to put us back in the black

#### Keyboards



- Develop roadmap to cut costs by 20%
- Take measures for automation and enhanced efficiency
- Achieve monthly break even by March 2010
- New input device products to be announced early next year

# Development of Next-generation Input Devices

# Next-generation input devices (keyboards, remote controls, calculators, phones)

designed by Dr. Kazuo Kawasaki, professor from the Osaka University Graduate School of Engineering

#### Samples of Dr. Kawasaki's work













## Profile of Dr. Kazuo Kawasaki



Kazuo Kawasaki

Professor, School of Engineering, Osaka University (Ph.D. in medical science)

Member, JIDPO\* Good Design Award Judging Committee

Dr. Kawasaki works extensively on research, education and design in a wide range of fields from traditional handcrafts to eyewear, computers, robotics, nuclear energy, artificial organs, advanced medical treatments, and "products in multi-dimensional space." He has won numerous international awards and his design works are housed in the permanent collections of major museums around the world.

He was twice named by Newsweek Japan as being among the "100 Japanese Respected by the World."

Dr. Kawasaki is currently working on the Peace-Keeping Design (PKD) project, which aims to build world peace through design.

In September 2008 he was appointed product design adviser for the Chen Yet-Sen Family Foundation established as part of the Clinton Global Initiative.

\*Japan Industrial Design Promotion Organization



## **Cost Reduction Initiatives**

Top management took the lead to promote cost reduction (top-down)

#### **Established Cost Reduction Promotion Office**

Implemented a system to solicit cost reduction proposals (bottom-up)

e.g. The system was implemented at the Tokyo Head Office



Over 600 proposals were submitted during a two-month period.

The system is to be implemented on a global basis

Instilling a keen sense of awareness

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### Introduction of Incentive Plan

# Approx. ¥0.9 billion Employee Shareholding Incentive Plan (E-Ship®) introduced as part of management strategy to focus on share price.

(Please see today's press release for more details.)

- [1] Provides employees with medium to long-term incentives for increasing corporate value
  - Makes employees aware of share price and feel that they are "riding in the same boat" with management and shareholders.

#### [2] Enhance corporate governance

■ Plan will provide employees with increased opportunities to be indirectly involved in Minebea's decision-making process as shareholders through the voting rights associated with shares held within the trust. It will also further enhance our corporate governance.

#### [3] Enhance employee benefits

\* The Employee Shareholding Incentive Plan, E-Ship® is a registered trade mark of Nomura Securities Co., Ltd.

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# **Financial Strategies (1)**

#### Focus on creating free cash flow and maintaining sound financial structure

- Free cash flow has been steadily improving. Net-interest bearing debt is expected to reach the medium-term target of ¥100 billion as of the end of this fiscal year.
- Continue to focus on maintaining sound financial structure and creating cash flow, with an eye to keeping net interest-bearing debts in ¥100 billion range.

#### **Dividend policy**

- Interim dividend of ¥3 per share will be paid as initially planned (combined with planned yearend dividend of ¥4 per share, ¥7 per share planned in total this fiscal year).
- Our basic dividend policy gives priority to enhancing equity efficiency and improving returns to our shareholders, with dividends reflecting performance in light of the overall business environment while maintaining stable and continuous distribution of profits.

#### **M&A** strategy

- Work actively toward realizing M&As that create synergy and accelerate growth.
- Analyze our current status and work to further enhance our strengths while reinforcing areas where we find weaknesses.
- Strengthen the function for carrying out M&As.

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# **Financial Strategies (2)**

#### **Enhance IR for individual investors**

■ Individual investors are important investor base

#### Continue to work on policy of repurchasing own shares

■ Making it possible to carry out an agile capital policy in response to changes in the business environment.

#### **Consider various equity measures**

■ Introduction of E-Ship®

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# Minebea Co., Ltd. Business Results

http://www.minebea.co.jp/

Any statements in the presentation which are not historical fact are future projections made based on certain assumptions and executive judgment 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: (i) changes in economic conditions or demand trends around Minebea; (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. However, this is not a complete list of the factors affecting actual performance.

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