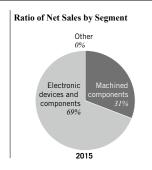
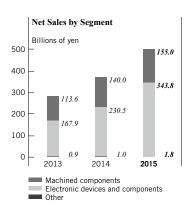
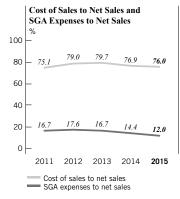
#### **Financial Review**

# **Results of Operations**







#### **Net Sales**

The Japanese economy saw corporate earnings increase during the fiscal year under review as government economic initiatives and the Bank of Japan's monetary easing coupled with the weakening yen in the foreign exchange market all fueled financial performance. Consumer spending also steadily grew thanks to high stock prices and the improved job market. Driven by improved employment and growing consumer spending on top of increased capital expenditures that went hand in hand with higher corporate earnings, the U.S. economy continued on its gradual recovery track. In Europe, the economy managed to steadily inch forward in the shadow of the Greek sovereign debt crisis, Ukrainian political crisis, and declining crude oil prices. ASEAN countries enjoyed moderate economic recoveries while China saw its economic growth rate decline in the face of an assortment of major problems.

Working against this backdrop, the Minebea Group has been focusing on cutting costs, creating high value-added products, developing new technologies, and enhancing its marketing approach to further boost profitability. As a result, net sales soared by 129,133 million yen (34.8%) year on year to total 500,676 million yen, reaching 500 billion yen for the first time ever.

#### **Cost of Sales**

Cost of sales was up by ¥94,817 million (33.2%) from the previous fiscal year to total ¥380,585 million in the year under review. Cost of sales as a percentage of net sales dropped by 0.9 percentage points year on year to reach 76.0%. This is due to our existing products' rising sales volumes which were buoyed by the global economic recovery, increased sales of new products, as well as the positive effect of boosted production, which all drove costs down.

#### SGA Expenses

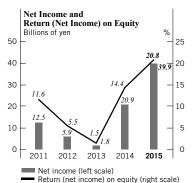
SGA expenses increased by ¥6,414 million (12.0%) from the previous year to total ¥59,990 million in the year under review. SGA expenses as a percentage of net sales dropped by 2.4 percentage points from the previous year to hit 12.0% in the year under review thanks to increased sales and cost cuts.

# Cost of Sales and SGA Expenses

-				Mi	llions of yen
Years ended March 31	2015	2014	2013	2012	2011
Net sales	¥500,676	¥371,543	¥282,409	¥251,358	¥269,139
Cost of sales	380,585	285,768	225,114	198,506	202,145
Cost of sales to net sales	76.0%	76.9%	79.7%	79.0%	75.1%
Gross profit	120,091	85,775	57,295	52,852	66,994
SGA expenses	59,990	53,576	47,126	44,253	44,831
SGA expenses to net sales	12.0%	14.4%	16.7%	17.6%	16.7%

<sup>\*</sup>Segment classification has changed from the fiscal year ended March 31, 2014, due to organizational changes.





**Operating Income** 

Operating income rose a whopping \(\frac{\text{\frac{4}}}{27,902}\) million (86.7%) above what it was last year to total \(\frac{\text{\frac{4}}}{60,101}\) million. The factors behind this jump include a sharp increase in net sales as well as the positive effect of the weak yen against the U.S. dollar and weak Asian currencies. The operating margin rose 3.3 percentage points year on year to reach 12.0%. For more information see "Segment Information."

### Other Income (Expenses)

The net balance of other income and expenses (net amounts of non-operating profit/loss and extraordinary profit/loss) amounted to a loss of \(\frac{4}{8}\),328 million, which was \(\frac{4}{2}\),940 million higher than the previous fiscal year. This drop mainly includes a loss totaling \(\frac{4}{3}\),115 million due to the partial settlement of retirement benefit plan at our consolidated subsidiary in the U.S., losses related to Anti-Monopoly Acts totaling \(\frac{4}{2}\),137 million, a loss on sales of investments in subsidiaries (Hansen Corporation) totaling \(\frac{4}{1}\),261 million, a loss of \(\frac{4}{1}\),111 million resulting from restructuring expenses of personnel reduction at our consolidated subsidiary in the U.S. and streamlining the small-sized motor business.

# **Income before Income Taxes and Minority Interests**

All of the above-mentioned factors brought income before income taxes and minority interests for the year under review up by \(\xi\)24,962 million (93.1%) year on year to total \(\xi\)51,773 million.

#### **Income Taxes**

Income taxes increased by ¥5,858 million from the previous year to total ¥12,292 million. Income taxes included current income taxes (i.e. corporate, inhabitant, and business taxes) totaling ¥11,977 million and deferred income taxes of ¥315 million. The effective income tax rate dropped to 23.7% from 24.0% in the previous fiscal year. This decline was due to the better performance we enjoyed once again in the year under review for our operations outside Japan, where tax rates are lower, and a decline in the statutory income tax rate in Japan.

# **Minority Interests (Losses)**

Losses attributable to minority interests were down ¥95 million from the previous year to total ¥406 million for the fiscal year under review.

### **Net Income**

As a consequence of the aforementioned factors, net income jumped \(\pm\)19,009 million year on year to reach a record high of \(\pm\)39,887 million. Basic net income per share was \(\pm\)106.73. That's a \(\pm\)50.79 increase over the \(\pm\)55.94 for the previous fiscal year.

# Income

				Millions of yen		
Years ended March 31	2015	2014	2013	2012	2011	
Operating income	¥60,101	¥32,199	¥10,169	¥8,599	¥22,163	
Operating margin	12.0%	8.7%	3.6%	3.4%	8.2%	
Net balance of other income (expenses)	(8,328)	(5,388)	(5,287)	(3,048)	(3,507)	
Net income	39,887	20,878	1,804	5,922	12,465	
Net income to net sales	8.0%	5.6%	0.6%	2.4%	4.6%	
Net income per share (yen):						
Basic	106.73	55.94	4.83	15.63	32.61	
Diluted	101.32	53.14	4.65	15.54		
Return (net income) on equity	20.8%	14.4%	1.5%	5.5%	11.6%	
Return on total assets	9.2%	5.6%	0.5%	2.0%	4.4%	

#### **Financial Policy and Liquidity**

Products and technologies are being developed faster and faster in the various areas in which Minebea Group operates, and global competition among companies is intensifying. In this environment, we must make the upfront investments needed to develop new products that meet our customers' needs and to develop the products that keep us one step ahead of the market, while also ensuring that we have the sort of flexibility in capital spending that will allow us to immediately cope with changes in demand. We are endeavoring to maintain and strengthen our financial position and agility in financing so that we can support this kind of dynamic corporate activity and forge ahead on "strengthening our technological development capabilities."

We have made "strengthening our financial position" one of our key management policies. With respect to capital spending, we intend to proactively expand investments in growth businesses while at the same time rigorously ensuring the efficient deployment of assets by use of an effective investment plan, allowing us to shrink total assets, control capital spending, and reduce liabilities.

Furthermore, in order to ensure our flexibility in financing, we have obtained a rating

Furthermore, in order to ensure our flexibility in financing, we have obtained a rating for up to \(\frac{\pmathbf{4}10}{2}\) billion in short-term debt from a ratings institution. In order to maintain and reinforce the stability of our financing base, we have maintained good relationships with financial institutions inside and outside of Japan, while at the same time we are building a framework to manage liquidity risk that includes our entering into an agreement for commitment lines of \(\frac{\pmathbf{4}10}{2}\) billion.

# **Debt Ratings**

As of December 2014	Long-term debt	Short-term debt
Japan Credit Rating Agency Ltd. (JCR)	A	J-1
Rating and Investment Information, Inc. (R&I)	A–	a-1

#### **Capital Investment**

Capital investments totaled ¥37,557 million for the year under review. This amount includes ¥5,732 million for the machined components segment, ¥16,427 million for the electronic devices and components segment, ¥7,042 million for the other segment, and ¥8,356 million for unallocated corporate capital investments.

Investments in the machined components segment were mainly for bearing manufacturing equipment in Thailand. Investments in the electronic devices and components segment focused on manufacturing equipment used in Thailand, Cambodia, and China to produce LED backlights for LCDs and components. Investments in the other segment were primarily for equipment used to produce high-precision 3D molded thin glass in Japan.

The capital investment total includes ¥2,577 million in intangible fixed assets and a ¥147 million increase in assets associated with new finance lease agreements.

Our plan for the next fiscal year calls for \(\frac{4}{32.2}\) billion in capital investments.

#### **Dividends**

Our basic dividend policy gives priority to enhancing equity efficiency and improving returns to our shareholders. Dividends reflect performance in light of the overall business environment and are determined with an eye to maintaining a stable and continuous distribution of profits.

Pursuant to the above policy, our dividend for the year under review is 12 yen per share, which includes an interim dividend of 6 yen per share. The resulting consolidated-basis dividend payout ratio for the year under review is 11.2%.

We intend to use our retained earnings to expand globally. At the same time we will focus on getting even more cost-competitive as we strengthen our technology and manufacturing development platform. This will enable us to meet customer needs and adapt to any changes in the market that may occur.

Our policy was to distribute dividends from surplus two times a year in the form of an interim dividend to be decided by the Board of Directors and a year-end dividend to be decided by the shareholders' annual general meeting. However, on June 26, 2015, amendments to the Articles of Incorporation were resolved at the 69th Ordinary General Meeting of Shareholders allowing the Board of Directors to decide on distribution of surplus, in addition to the shareholders' annual general meeting.

Millions of yen

#### Free Cash Flow

Free cash flows (calculated by adding net cash flows from operating activities and net cash flows from investing activities) totaled \(\xi24,537\) million. That's an increase of \(\xi321\) million from the previous fiscal year.

### **Cash Flows from Operating Activities**

Net cash provided by operating activities were up by 21.7% from the previous fiscal year to total ¥59,863 million. Inflows mainly consisted of income before income taxes and minority interests totaling ¥51,773 million, depreciation and amortization costs totaling ¥28,776 million, and a ¥23,979 million increase in notes and accounts payable—trade. Outflows included a ¥24,322 million increase in notes and accounts receivable—trade and a ¥18,431 million increase in inventories.

# **Cash Flows from Investing Activities**

Net cash used in investment activities rose by 41.5% year on year to total \$35,326 million. This mainly included an outflow of \$34,979 million in payments for purchases of tangible fixed assets, an outflow of \$2,577 million in payments for purchases of intangible fixed assets, as well as an outflow of \$2,571 million for the payments for acquisition of shares in subsidiaries.

# **Cash Flows from Financing Activities**

Net cash used in financing activities fell by 22.2% year on year to total ¥19,627 million. Major cash outflows included ¥15,758 million for the repayment of short- and long-term loans (net) as well as ¥4,109 million for the payment of dividends.

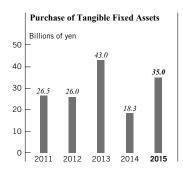
# **Cash and Cash Equivalents**

The balance of cash and cash equivalents at the end of the fiscal year under review totaled \(\frac{\pmathbf{436}}{36},138\) million. That's up \(\frac{\pmathbf{47}}{7},107\) million from what it was at the end of the previous fiscal year.

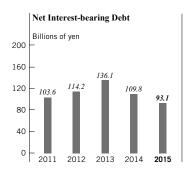
# **Free Cash Flows**

					0 0
Years ended March 31	2015	2014	2013	2012	2011
Net cash provided					
by operating activities	¥59,863	¥49,173	¥22,990	¥20,233	¥24,439
Net cash used in investing activities	(35,326)	(24,957)	(37,813)	(29,018)	(28,631)
Portion of above used in purchase	)				
of tangible fixed assets	(34,979)	(18,343)	(42,963)	(25,961)	(26,517)
Free cash flows	24,537	24,216	(14,823)	(8,785)	(4,192)

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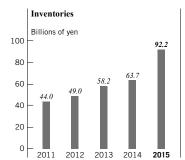
### Assets, Liabilities and Net Assets



Total assets at the end of the fiscal year under review amounted to \(\frac{4}490,043\) million. That's 28.5%, or \(\frac{4}{108},765\) million, more than what they amounted to at the end of the previous fiscal year. That figure includes a \(\frac{4}{43},290\) million increase due to foreign currency fluctuations.

Net assets totaled \(\frac{4}{2}33,679\) million and shareholders' equity totaled \(\frac{4}{2}26,138\) million, resulting in a shareholders' equity ratio of 46.1%, up 4.7 points from the previous year.

Net interest-bearing debt (total debt minus cash and cash equivalents and time deposits) fell \(\frac{\pmathbf{4}}{16,647}\) million (15.2%) below what it was at the end of the previous fiscal year to total \(\frac{\pmathbf{9}}{93,135}\) million. The net debt-to-equity ratio was down by 0.3 points from the end of the previous fiscal year to 0.4 times.



#### **Assets**

Cash and cash equivalents climbed \(\frac{\pmathrm{Y}}{107}\) million above the previous year-end's total to reach \(\frac{\pmathrm{Y}}{36}\),138 million. Time deposits decreased by \(\frac{\pmathrm{Y}}{495}\) million from what they were at the end of the previous fiscal year to total \(\frac{\pmathrm{Y}}{9}\),190 million. Notes and accounts receivable—trade were up by \(\frac{\pmathrm{Y}}{36}\),179 million, to \(\frac{\pmathrm{Y}}{10}\),519 million, due to an increase in net sales as well as the effect of foreign currency fluctuations. Inventories increased by \(\frac{\pmathrm{Y}}{28}\),510 million from the previous year-end to total \(\frac{\pmathrm{Y}}{92}\),162 million due to the increased production and the effects of foreign currency fluctuations. Deferred tax assets (short-term) fell by \(\frac{\pmathrm{Y}}{567}\) million from the previous year-end to hit \(\frac{\pmathrm{Y}}{3}\),632 million. Other current assets amounted to \(\frac{\pmathrm{Y}}{10}\),441 million, up \(\frac{\pmathrm{Y}}{3}\),587 million from the end of the previous fiscal year.

As a result of the above-mentioned performance, total current assets rose by \(\xi\)75,547 million (39.8%) over the previous year-end total to reach \(\xi\)265,185 million.

Tangible fixed assets rose by  $\frac{425,698}{25,698}$  million (15.4%) from the previous fiscal year-end total to reach  $\frac{4192,598}{25,698}$  million. Purchases of tangible fixed assets for the year under review totaled  $\frac{434,979}{25,776}$  million while depreciation and amortization costs amounted to  $\frac{428,776}{25,776}$  million.

Intangible fixed assets increased by ¥6,622 million (119.7%) from the previous year-end to total ¥12,152 million due mainly to acquisition of Sartorius Mechatronics T&H GmbH.

Investments and other assets were up by ¥911 million (4.8%) from the previous yearend to total ¥20,084 million. Factors behind this uptick include a ¥700 million increase in deferred tax assets (long-term) and a ¥371 million increase in other assets.

Consequently, total fixed assets came to \(\frac{4}{224},834\) million, a \(\frac{4}{33},231\) million (17.3%) jump over what they amounted to at the end of the previous year.

#### Liabilities

Notes and accounts payable—trade came to ¥59,906 million, up ¥30,008 million over the previous fiscal year-end's total, due to the increased production. Short-term debt dipped ¥2,137 million from the end of the previous fiscal year to reach ¥46,657 million while the current portion of long-term debt increased by ¥4,850 million to total ¥20,100 million. Income tax payable increased by ¥5,031 million to total ¥8,220 million. Accrued expenses and other current liabilities increased by ¥6,396 to total ¥21,987 million. As a result of the factors above, total current liabilities rose by ¥46,683 million (38.6%) from the previous year-end to reach ¥167,620 million.

Long-term debt dropped by \(\frac{\pmath{\text{\text{471}},748 \text{ million from the previous year-end to total}}{\pmath{\text{\text{\text{471}},706 \text{ million.}}}\) Net defined benefit liability rose \(\frac{\pmath{\text{\text{\text{\text{44}}}}}{125 \text{ million to total }}\) \(\frac{\pmath{\text{\text{471}}}}{125 \text{ million to total }}\) To the previous year-end to hit \(\frac{\pmath{\text{\text{48}}}}{125 \text{ million}}\).

# Net Assets

Total net assets were up by \$70,216 million (43.0%) from the previous year-end to total \$233,679 million. This increase was due to a \$35,541 million jump in retained earnings and a \$31,221 million increase in foreign currency translation adjustments compared to the end of the previous fiscal year. Minority interests in subsidiaries were up by \$1,930 million from what they were at the end of the previous fiscal year to total \$7,413 million.

### **Financial Position**

	Millions of yen				
As of March 31	2015	2014	2013	2012	2011
Total assets	¥490,043	¥381,278	¥362,805	¥306,772	¥291,092
Cash and cash equivalents	36,138	29,031	28,223	23,366	27,622
Time deposits	9,190	9,685	6,041	4,964	1,969
Total current assets	265,185	189,638	170,977	157,787	144,178
Inventories	92,162	63,652	58,234	49,025	43,998
Total current liabilities	167,620	120,937	128,484	115,713	116,863
Working capital	97,565	68,701	42,493	42,074	27,315
Interest-bearing debt	138,463	148,498	170,412	142,544	133,213
Net interest-bearing debt	93,135	109,782	136,148	114,214	103,622
Total net assets	233,679	163,463	137,858	109,777	109,967
Equity ratio	46.1%	41.4%	36.2%	35.7%	37.1%
Debt-to-equity ratio (times)	0.6	0.9	1.2	1.3	1.2
Net debt-to-equity ratio (times)	0.4	0.7	1.0	1.0	0.9
Net assets per share (yen)	604.83	422.62	351.65	288.74	282.03