

# Business Results

Fiscal Year Ended March 31, 2010

May 7, 2010 Minebea Co., Ltd.

#### 1. Financial Results

2. Policy and Strategy



### Financial Results

Hiroharu Katogi Director, Senior Managing Executive Officer



#### **Summary of Consolidated Business Results**

# Significantly improved sales and profits in the second half, after the straggling first half

(Millions of yen)	FY ended Mar. '09	FY ended Mar. '10	Change		announced uary 2010	
	Full year	Full year	YoY	Full year	vs. forecast	
Net sales	256,163	228,446	-10.8%	225,000	101.5%	
Operating income	13,406	12,059	-10.0%	11,000	109.6%	
Ordinary income	11,555	10,203	-11.7%	9,000	113.4%	
Income before income taxes	6,834	9,261	+35.5%	8,000	115.8%	
Net income	2,441	6,662	x 2.7	5,500	121.1%	
Net income per share (yen)	6.18	17.20	x 2.8	14.17	121.4%	

Foreign exchange rates	Mar. '09 Full year	Mar. '10 Full year
US\$	¥100.83	¥93.04
Euro	¥145.65	¥131.10
Thai Baht	¥2.98	¥2.74
Chinese RMB	¥14.64	¥13.61



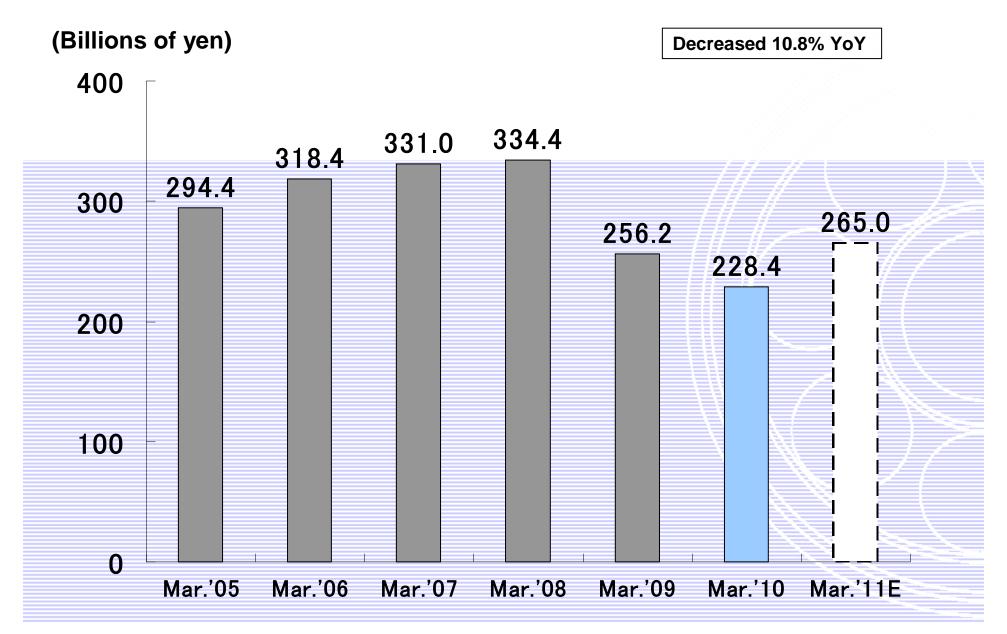
#### **Summary of Consolidated Business Results for 4Q**

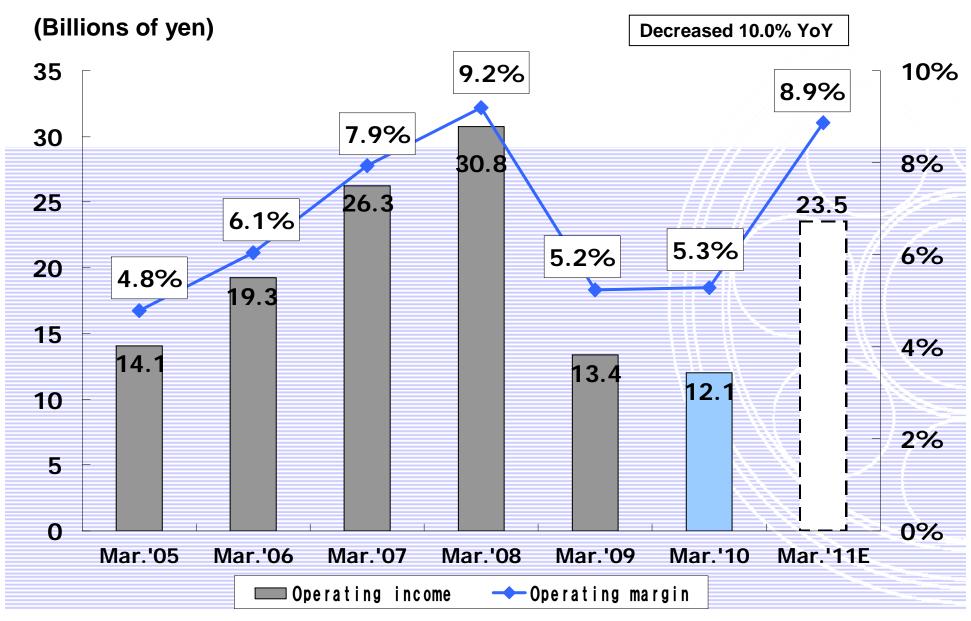
# Net sales and profits continued to improve for the past four quarters

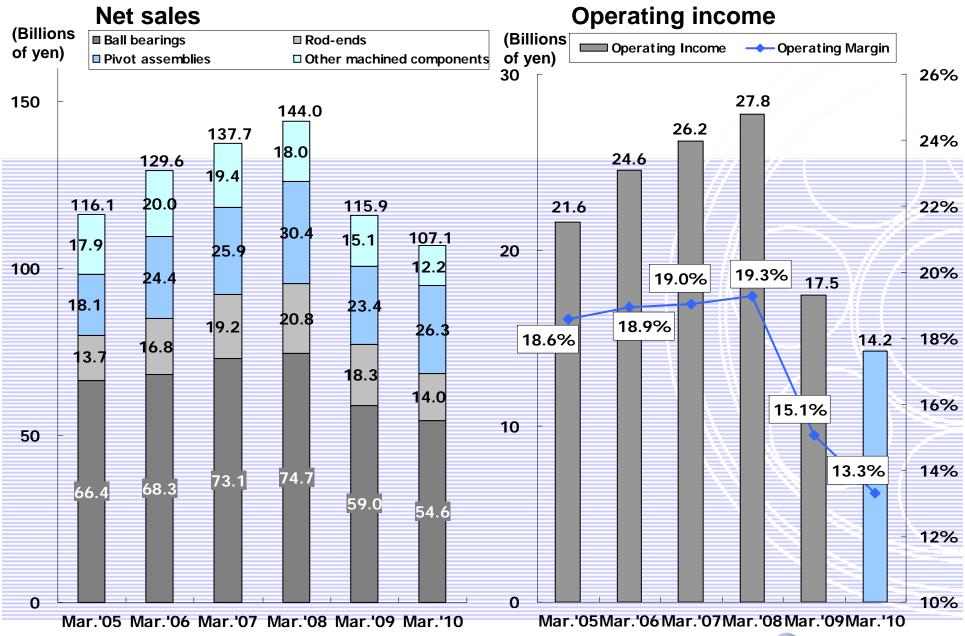
(Millions of yen)	FY ended Mar. '09	FY ended Mar. '10		Change	
( and the second	4Q	3Q	4Q	YoY	QoQ
Net sales	46,384	58,716	60,461	+30.3%	+3.0%
Operating income	-2,824	4,449	5,494	N.M.	+23.5%
Ordinary income	-3,430	3,988	5,185	N.M.	+30.0%
Income before income taxes	-6,187	3,808	4,724	N.M.	+24.1%
Net income	-6,211	3,936	3,090	N.M.	-21.5%
Net income per share (yen)	-15.61	10.16	8.06	N.M.	-20.7%

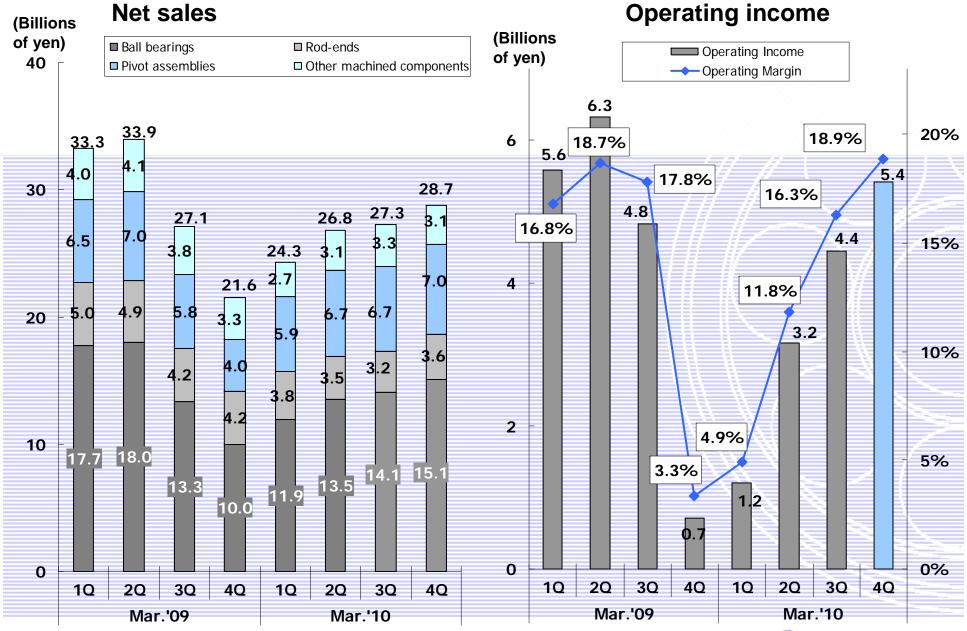
Foreign eychange rates		4Q of FY	3Q of FY	4Q of FY
Foreign exchange rates	Mar. '09	Mar. '10	Mar. ′10	
	US\$	¥92.80	¥89.49	¥90.43
	Euro	¥122.57	¥132.51	¥126.07
	Thai Baht	¥2.63	¥2.68	¥2.73
	Chinese RMB	¥13.54	¥13.08	¥13.24



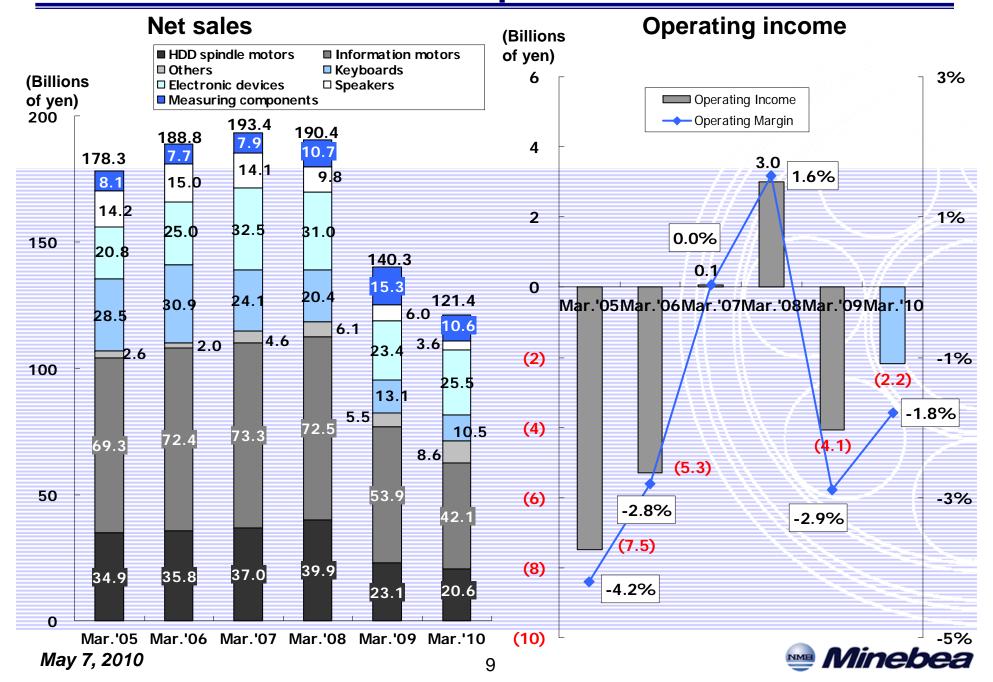




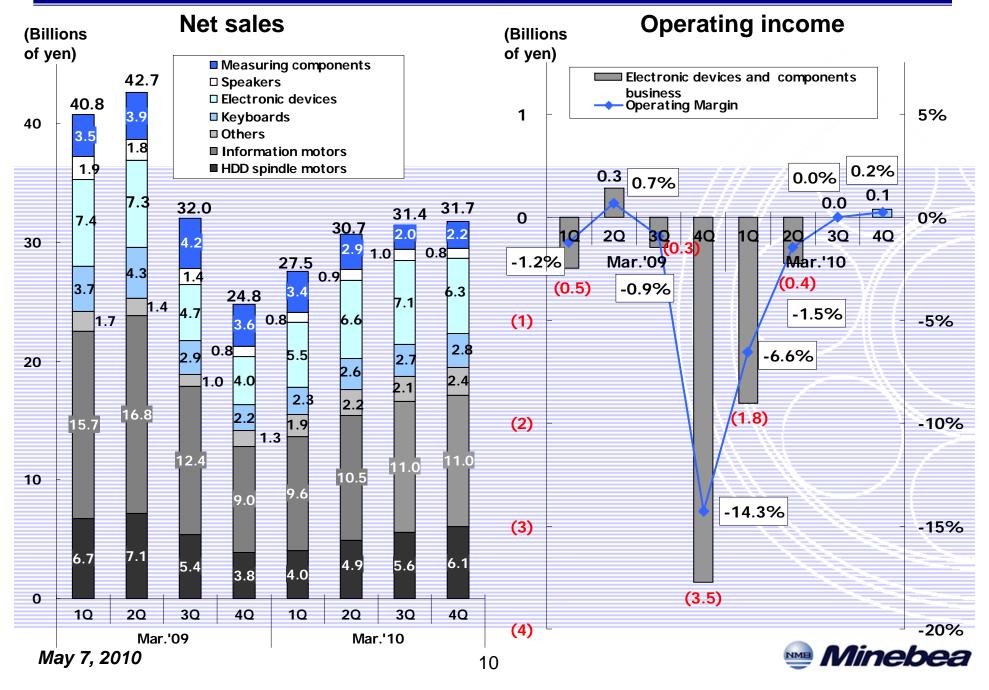


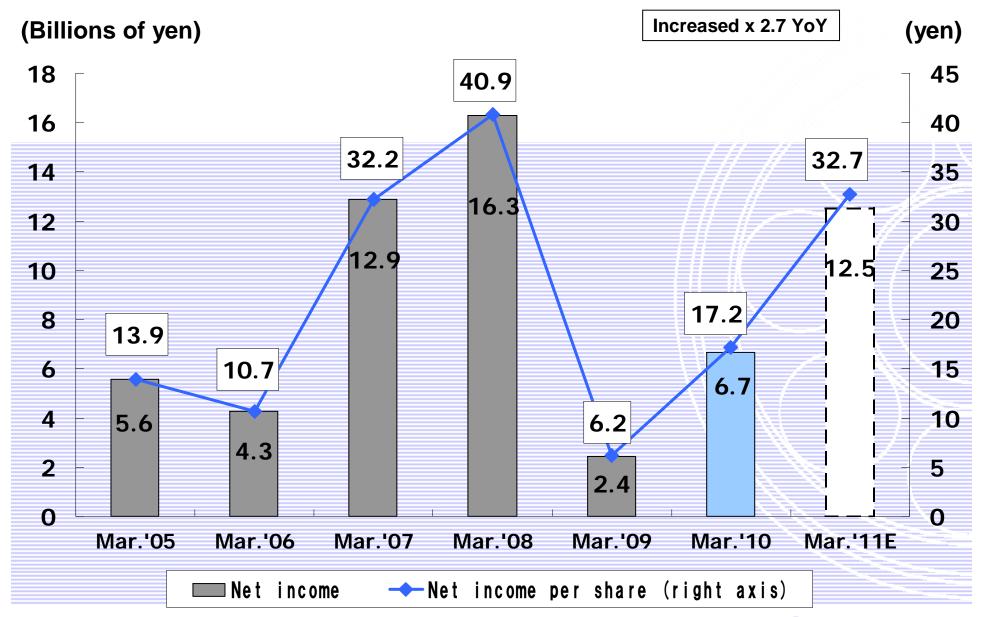


#### Electronic Devices & Components Business Yearly

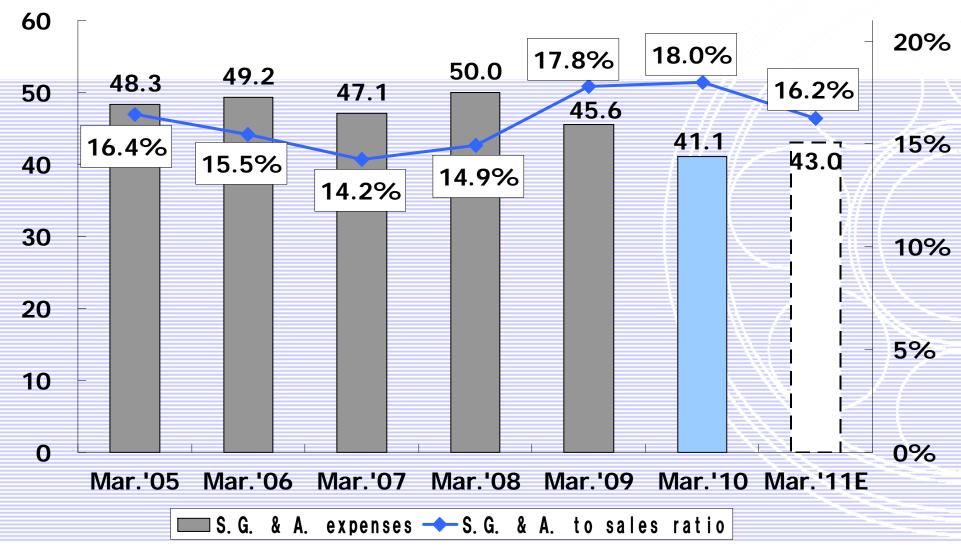


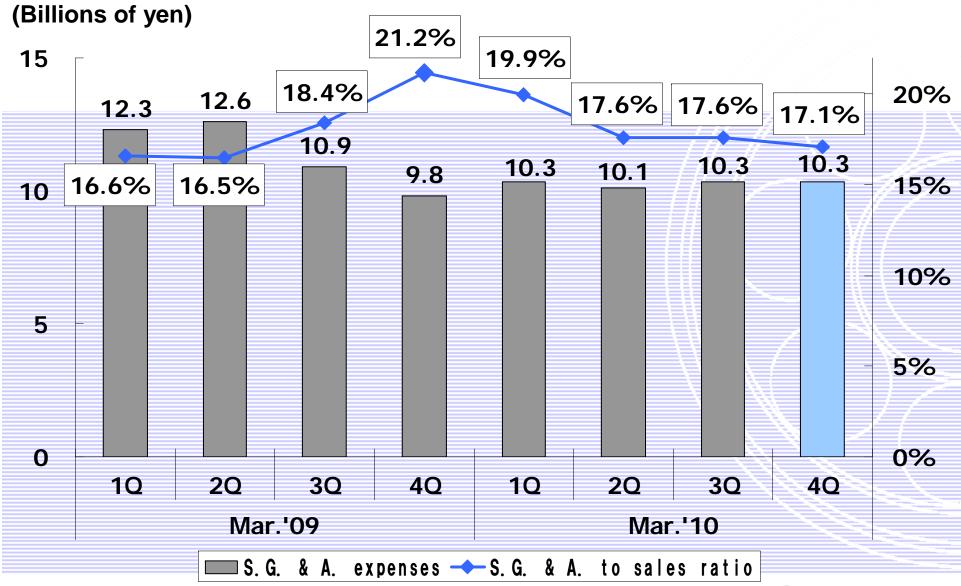
#### Electronic Devices & Components Business Quarterly

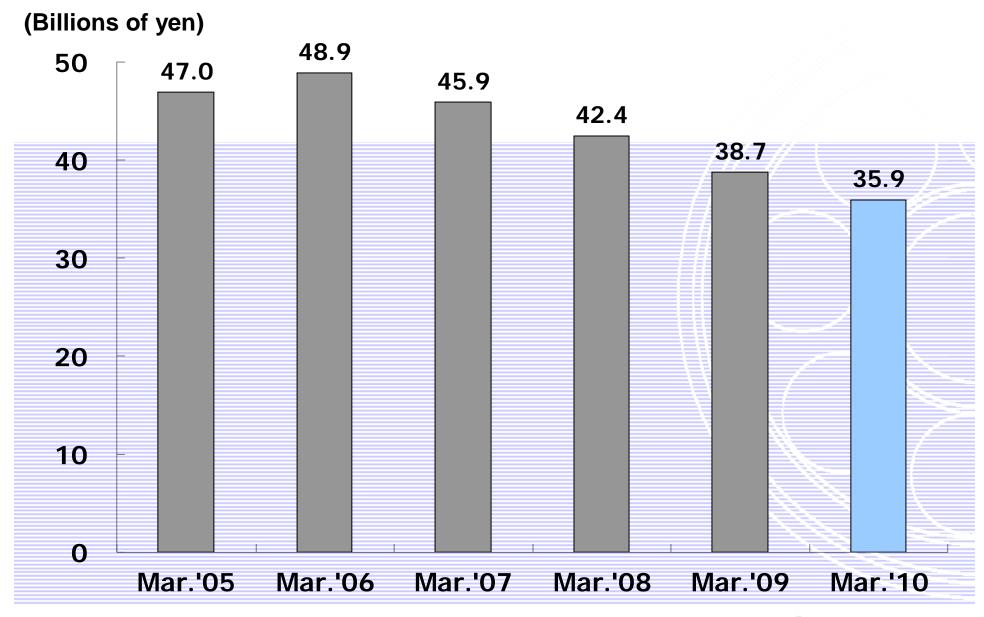




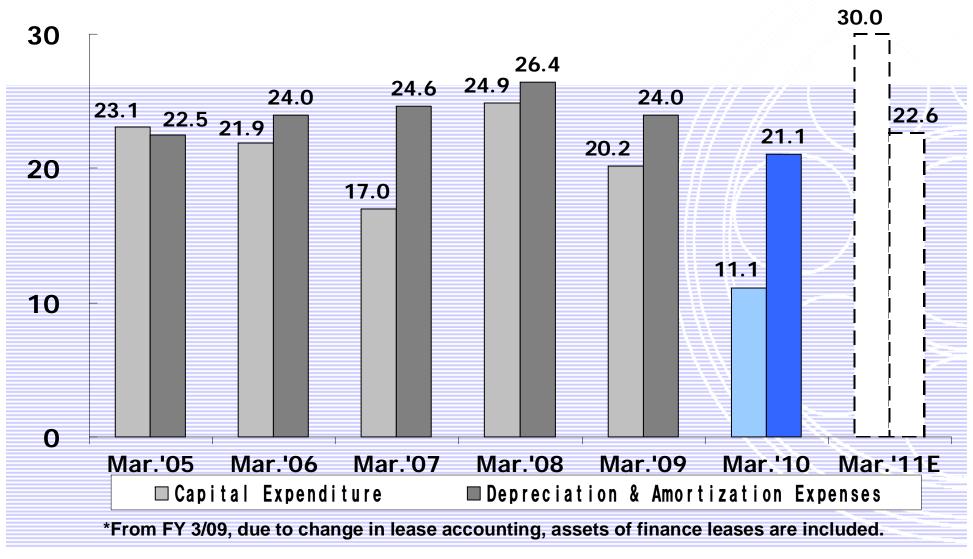
#### (Billions of yen)

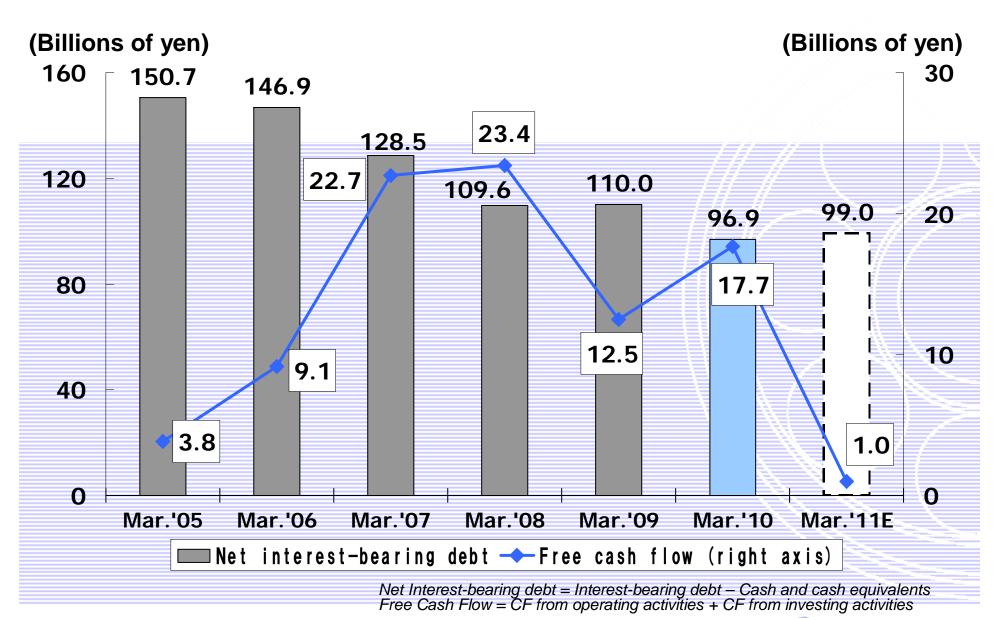






(Billions of yen)





#### Forecast for Fiscal Year Ending March 31, 2011

## With gradual global economic recovery, stronger demand and tighter supply in several product markets are assumed

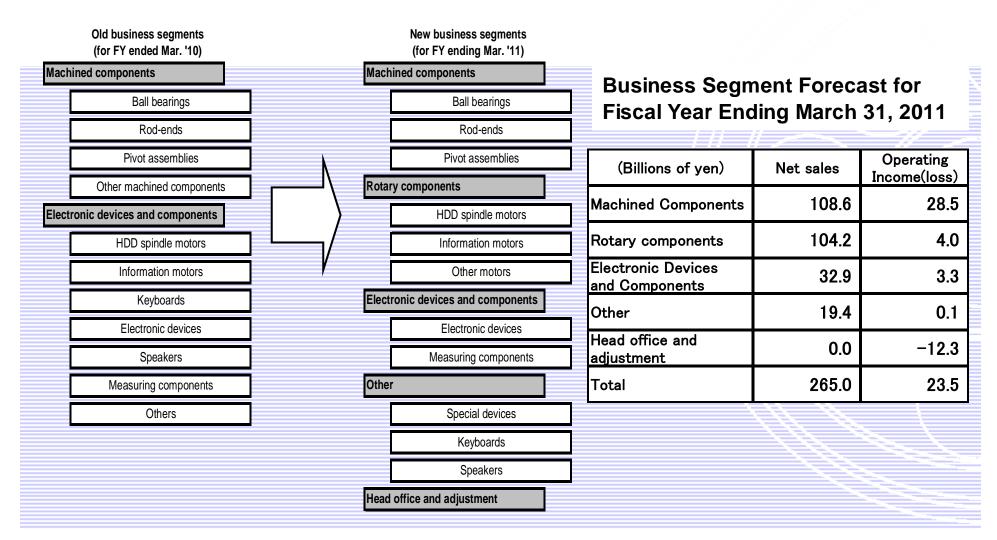
(Millions of yen)	FY ended Mar. '10	Fiscal Year ending Mar. '11			
(consideration of year)	Full year	1st Half	2nd Half	Full year	YoY
Net sales	228,446	129,000	136,000	265,000	+16.0%
Operating income	12,059	10,900	12,600	23,500	+94.9%
Ordinary income	10,203	9,900	11,600	21,500	x 2.1
Income before income taxes	9,261	7,800	11,500	19,300	x 2.1
Net income	6,662	4,700	7,800	12,500	+87.6%
Net income per share (yen)	17.20	12.31	20.42	32.73	+90.3%

Foreign exchange rates	Mar. '10 Full year	FY ending Mar. '11 Assumption
US\$	¥93.04	¥90.00
Euro	¥131.10	¥132.00
Thai Baht	¥2.74	¥2.65
Chinese RMB	¥13.61	¥13.00



#### **New Business Segments**

Following amendments in the Japanese Accounting Standards, we will change our Business Segment as follows starting the fiscal year ending March 31, 2011.







#### Policy and Strategy

May 7, 2010

Yoshihisa Kainuma
Representative Director,
President and Chief Executive Officer



# Review of Business Strategy for FY Ended March 2010

May 7, 2010 20



#### My Mission as CEO

#### Increase earnings per share

Maximize earnings per share and increase shareholders' value

Increase shareholders' value

Lay foundation for Minebea's 100th anniversary

Enhance corporate resources and be clear about exactly where we are heading

Enhance corporate resources



#### **Major Initiatives for FY3/2010 (1)**

1. Boost vertical and horizontal strength Reorganize business portfolio



Organizational restructuring and power shift

2. Expansion of motor business (1)



Agreement reached for taking over Panasonic's Information Equipment Motor Business



#### **Expansion of Motor Business**

#### **Acquired Panasonic's Information Equipment Motor Business**

**Strengthened motor engineer base** 

**Enhanced intellectual property rights portfolio** 

Gained additional brushless DC motor product lines

Actively participated in reshuffling small size motor industry

Increased use of Minebea ball bearings

Expected to operate in the black since the beginning

May 7, 2010 23



#### **Major Initiatives for FY3/2010 (1)**

1. Boost vertical and horizontal strength Reorganize business portfolio



Organizational restructuring and power shift

2. Expansion of motor business (1)



Agreement reached for taking over Panasonic's Information Equipment Motor Business

3. Expansion of motor business (2)



**EMT Business Unit launched** 



#### **EMT Business Unit launched**

#### **EMT Business Unit**

(European Motion Technologies)















- Supply brushless DC motors to the European market
- Based in Germany, production facility in Slovakia
- 4 product lines:

Brushless DC motors for industrial equipment Brushless DC motors for automotive applications Large-sized blowers for HVAC systems Piezo motors

Aiming for sales of 3 billion yen in 3 years



#### **Major Initiatives for FY3/2010 (1)**

1. Boost vertical and horizontal strength Reorganize business portfolio



Organizational restructuring and power shift

2. Expansion of motor business (1)



Agreement reached for taking over Panasonic's Information Equipment Motor Business

3. Expansion of motor business (2)



**EMT Business Unit launched** 

4. Introduced incentive plan as part of management strategy to focus on share price



Employee Shareholding Incentive Plan (E-Ship®) introduced (acquired approximately 2.2 million shares via employee stock holding partnership trust)

5. Continue to work on policy of repurchasing own shares



Repurchased 5 million shares (total 15 million shares together with share buyback in 2008)



#### Major Initiatives for FY3/2010 (2)

6. Boost horizontal strength [EMS] (1)



May 7, 2010



#### **EMS Products: Developed "COOL LEAF" Products**

#### **Horizontal Strength**

Machined components

Rotary components

Electronic devices and components

#### **Lighting devices**

(Guide plates/optical designs)

Keyboards (Electrostatic

Capacity type)

Measuring components (Force sensors)

Wireless technology (2.4 GHz/PAN)

Vibration motors (tactile feedback/haptics)

#### **Progress in marketing**

- Will be commercialized as an input terminal to be installed on doors
- Aggressively expanding field of applications

Developed first line of "COOL LEAF" products



**Next Generation smart controllers** 

May 7, 2010 28



#### Acquisition of DPM Co., Ltd.





Agreement reached for acquiring DPM Co., Ltd., a precision plastic gear mold maker

#### Overview of DPM Co., Ltd.

Address: 3-28-23 Haginaka, Ota-ku, Tokyo

Founded: May 1973

Capital: 100 million yen (FY 3/2010)

President: Koji Maruyama

Number of employees (consolidated): 160 (as of

**April 2010)** 

May 7, 2010

**Agreement reached** 

June 30, 2010

**Closing (scheduled)** 









#### Acquisition of DPM Co., Ltd.

#### Advantages

- Can quickly design/produce molds for ultra-precision gears
- Can produce ultra-precision molded products using these molds
- Can design precision gears and gear boxes
- Enhance EMS (horizontal strength)
   In-house production of precision plastic gears combined with small motors will increase our competitive edge and provide significant added value.

Extensive product lines and technologies

Boost horizontal strength

Enhanced ability to meet customer requirements



#### Major Initiatives for FY3/2010 (2)

6. Boost horizontal strength [EMS] (1)

**Developed the COOL LEAF** 

**Acquired DPM** 

7. Boost horizontal strength [EMS] (2)

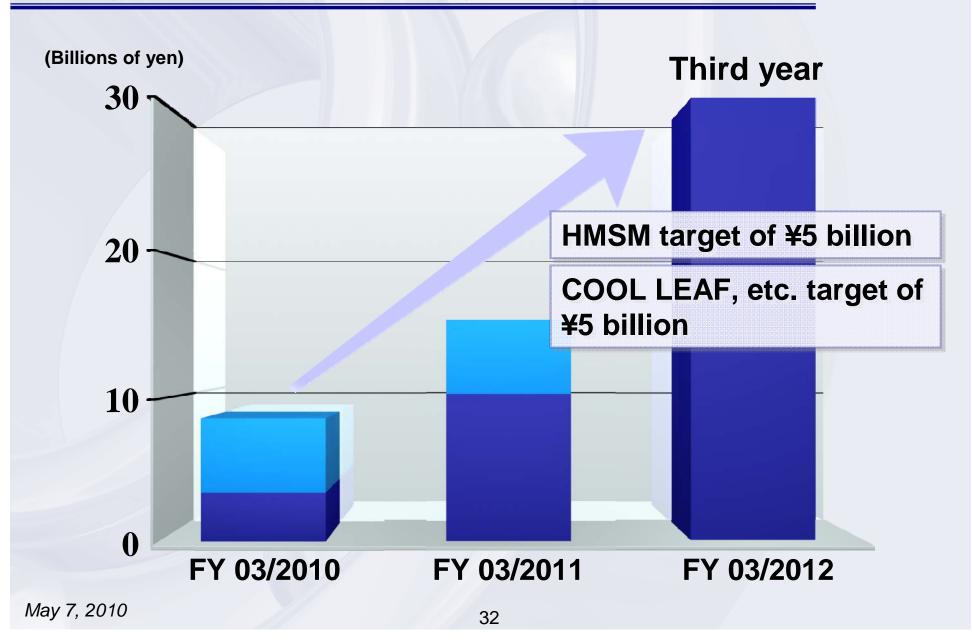


**Progress on the EMS projects** 



#### **Boost Horizontal Strength (3)**

#### **Projected Increase of Hybrid Component Sales**





#### Major Initiatives for FY3/2010 (2)

6. Boost horizontal strength [EMS] (1)

Developed the COOL LEAF

Acquired DPM

7. Boost horizontal strength [EMS] (2)

Progress on the EMS projects

8. IR for individual investors



Held individual investor meeting

9. Increase ball bearing production



Record high level production in March



#### **Ball Bearing Production Hit Record High Level**

#### **Ball Bearings**

- Global economy on track to recovery
- Production returned to peak level in March
- March external sales almost hit peak level
- Internal shipments hit record high in March mainly for pivot assemblies
- Now focusing on increasing production



May 7, 2010

#### Message delivered at investor meeting held on Nov. 2009



#### **Ball Bearing Business Strategies**

Market change after global economic downturn

tow-priced, mass-produced products Expansion of

# 

standa**r**d size

ninese vacu<mark>u</mark>m cleaner maker, etc.)

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



## Major Initiatives for FY3/2010 (2)

6. Boost horizontal strength [EMS] (1)

Developed the COOL LEAF

Acquired DPM

7. Boost horizontal strength [EMS] (2)

Progress on the EMS projects

8. IR for individual investors

Held individual investor meeting

9. Increase ball bearing production



Record high level production in March

10. Increase pivot assembly production



Monthly production volume reached record high

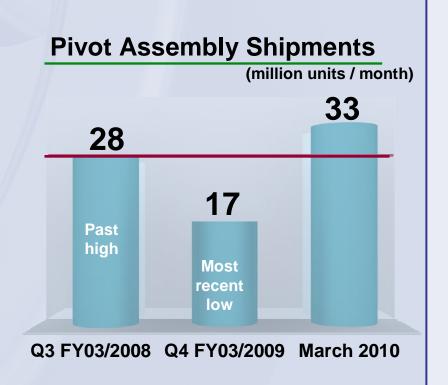
## Increasing Pivot Assembly Production

### **Pivot Assemblies**

Quick recovery of HDD market

PC market
Cloud computing
Home appliance market
Other emerging storage
markets

 Shipment volume for March topped record high





## Major Initiatives for FY3/2010 (2)

6. Boost horizontal strength [EMS] (1)

Developed the COOL LEAF

Acquired DPM

7. Boost horizontal strength [EMS] (2)

Progress on the EMS projects

8. IR for individual investors

Held individual investor meeting

9. Increase ball bearing production



Record high level production in March

10. Increase pivot assembly production



Monthly production volume reached record high

11. Turn around businesses running in the red



Turned the keyboard business completely around



## Keyboard Business Completely Turned Around

## Beefed up production

Improved per capita productivity

**Improved quality** 

Reduced scrap

Boosted ability to meet increased production demand

Business returned to profitability in Q4



## Major Initiatives for FY3/2010 (2)

6. Boost horizontal strength [EMS] (1)

Developed the COOL LEAF

Acquired DPM

7. Boost horizontal strength [EMS] (2)

Progress on the EMS projects

8. IR for individual investors

Held individual investor meeting

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Record high level production in March

10. Increase pivot assembly production



Monthly production volume reached record high

11. Turn around businesses running in the red



Turned the keyboard business completely around

12. Significantly improved results in Electronic Devices and Component segment



Profitability improved while sales declined

## Significantly improved results in Electronic Minebea **Devices and Component segment**



Sales declined by 18.9 billion yen YoY



Operating loss shrunk by 1.9 billion yen YoY



Sales down / Loss narrowed (returned to profitability) Moving toward sales up / profit increase

- Information motors (confirmed restructuring complete, returned to profitability already)
- Keyboards (returned to profitability in 4Q)

Sales down / Loss narrowed (not yet returned to profitability) Moving toward sales up / returning to profitability

- HDD spindle motors
- Speakers



## Downside (1) Failed to Turn Around Spindle Motor Business

#### **Minuses**

- Lower unit price
- Delay in production increase

#### **Pluses**

- Strong growth of HDD market
- Increased customer trust as a result of quality improvement measures
- Better product mix
- Supplying products for latest models
- Better competitive environment

#### **Action**

- Focus on boosting production yield
- Increase production capacity by 30% in June

6 months behind schedule in reaching positive profitability on a monthly basis



## Downside (2) Failed to Turn Around Speaker Business

## **Delay in sales recovery**

## Now focusing on high power micro speakers to increase sales





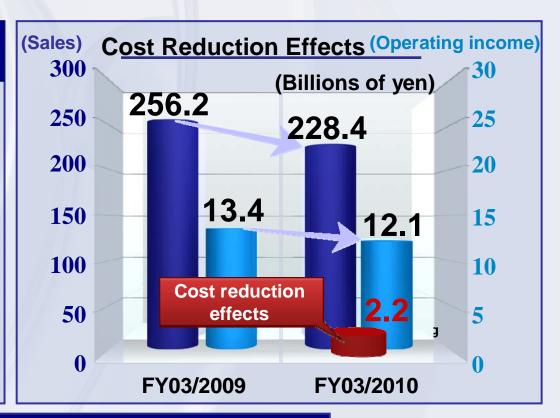
**Enhance outsourcing strategy** 



## **Results of Cost Cuts**

## **Top-down and Bottom-up Cost Cuts in FY03/2010**

- •Implemented a system to solicit cost reduction proposals
- •Eliminated wasteful spending and practices
- Reduced scrap
- Promoted energy and resource conservation
- •Reduced factory-related expenses
- •Cut shipping and transportation costs



#### **Cost Reduction Policy for FY03/2011**

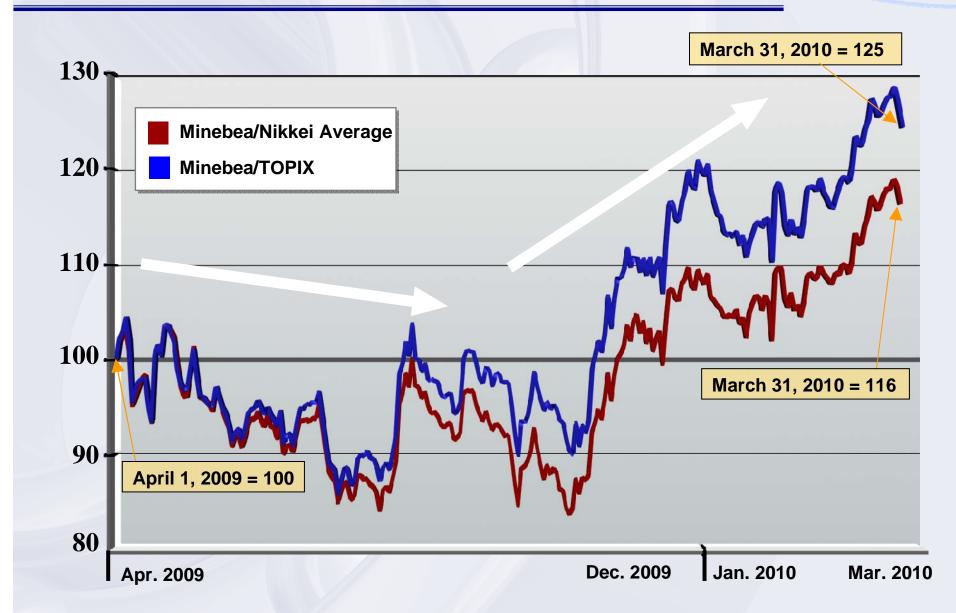
Strengthen cost reduction system to cut waste further

Instilling a keen sense of awareness

(Cost reduction effects excludes fluctuations in sales and foreign exchange rates)



## Relative Stock Performance Since I Became CEO





# Road Map to Goals for FY Ending March 2011



## **Business Strategy**

Machined components



## No.1 (Market Leader) Strategy

Enhance ability to supply products and meet demand for better cost performance backed by our large market share

Tap into M&A and new market opportunities with an eye to further expansion



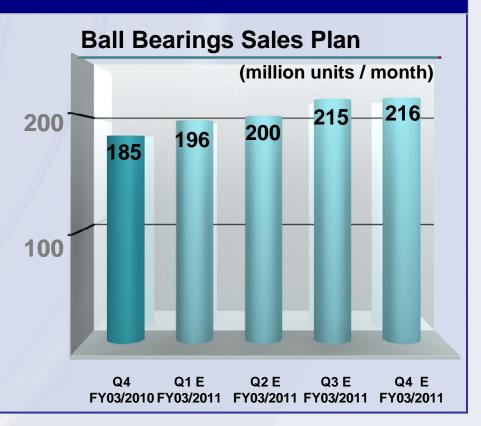
## **Machined Components Business (Ball Bearings)**

## **Driving overall sales and profits Market leader strategy**

Deciding to build a new factory!

## **Ball bearings**

- Increase production to keep pace with rising demand
- Reap the results of productivity improvement measures put in place during recession
- Temporarily suspend strategy targeting Chinese market for low-priced, mass-produced products





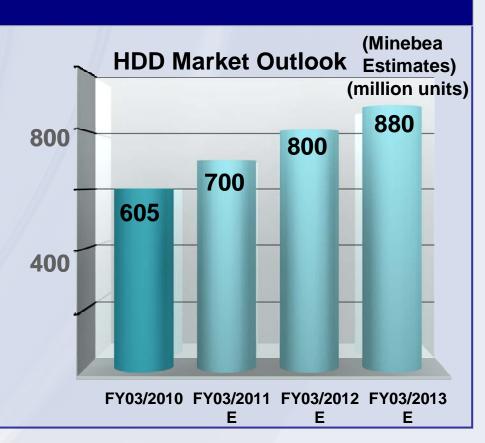
## **Machined Components Business (Pivot Assemblies)**

## **Driving overall sales and profits Market leader strategy**

Deciding to build a new factory!

## **Pivot assemblies**

- The HDD market is expected to grow at a double-digit percentage rate annually over the next few years.
- Boost monthly production capacity to 37 million units by August
- Prepare for increasing monthly production capacity to 45 million units
- Increase productivity





## Machined Components Business (Rod Ends)

## Market expected to quickly recover Market leader strategy

# Leveraging new factories!

### Rod ends

- Demand for aircraft is at the early stage of recovery
- Have boosted production capacity with new facilities designed for increasing future demand

New Karuizawa plant New surface treatment plant in Fujisawa

- Will focus on expanding the product range
- Will reap the benefits of cost reduction measures
- Will keep eye out for M&A opportunities









## **Business Strategy**

**Machined components** 



## No.1 (Market Leader) Strategy

Enhance ability to supply products and meet demand for better cost performance backed by our large market share

Tap into M&A and new market opportunities with an eye to further expansion

Rotary components



## **Solutions Providing Strategy**

Products for cutting costs and increasing production volume

**Products for bundling functions** 



## **Rotary Components Business**

## Strengthening foundation of the second pillar

## Start looking for a new factory location!

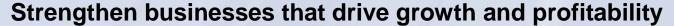
#### Low-price and solutions providing strategy

Products for cutting costs and increasing production volume

Strengthen production to enhance quality and cut costs Consolidate suppliers/raw materials and standardize components

#### **Products for bundling functions**

Add functions to products and seek synergy through companywide collaboration



Fan motors

**Enhance product lineup** 

**Stepping motors** 

Seek synergetic effect

Rebuild businesses that are running in the red

Drive business performance via the information equipment motor business acquired from Panasonic

Work on EMS (synergy with DPM)

**Establish EMT Business Unit** 











## **Business Strategy**

Machined components



### No.1 (Market Leader) Strategy

Enhance ability to supply products and meet demand for better cost performance backed by our large market share

Tap into M&A and new market opportunities with an eye to further expansion

Rotary components



## **Solutions Providing Strategy**

Products for cutting costs and increasing production volume

**Products for bundling functions** 

Electronic devices & components / Special devices



"One-and-only" (differentiation) strategy

Offer high added value no other companies offer

## Electronic Devices & Components Business / Special Devices Business



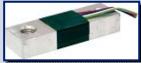
## Turn them into profit engines

## "One-and-only" strategy = differentiation

Offer high added value no other companies offer Operations focused on core technologies Rebuild businesses that are running in the red

LED backlights	Go for the highest market share with small and medium-sized products + 2 new plants in China
Measuring components	Improve strain gauges further and develop hybrid products
Circuit components	Focus on energy efficient products
Keyboards	Achieve sustainable profitability
Speakers	Specialize in high power micro speakers
Special devices	Work with the EMS Department to promote hybrid products













## **Business Strategy**

Machined components



### No.1 (Market Leader) Strategy

Enhance ability to supply products and meet demand for better cost performance backed by our large market share

Tap into M&A and new market opportunities with an eye to further expansion

Rotary components



### **Solutions Providing Strategy**

Products for cutting costs and increasing production volume

**Products for bundling functions** 

Electronic devices & components / Special devices



#### "One-and-only" (differentiation) strategy

Offer high added value no other companies offer

HDD spindle motors



## **Profitability-focused strategy**

Return to profitability during this fiscal year Increase production volume in line with market growth



## Making Spindle Motor Business Profitable

## Creating a profit engine

Market outlook: HDD market to enter a new high growth stage

### **Profitability-focused strategy**

- Enhance manufacturing capability to improve profitability
  - Focus on increasing production yield
- Enhance ability to meet growing demand and price requirements
  - Increase production volume to improve profitability (Will increase production capacity by 30% in June)

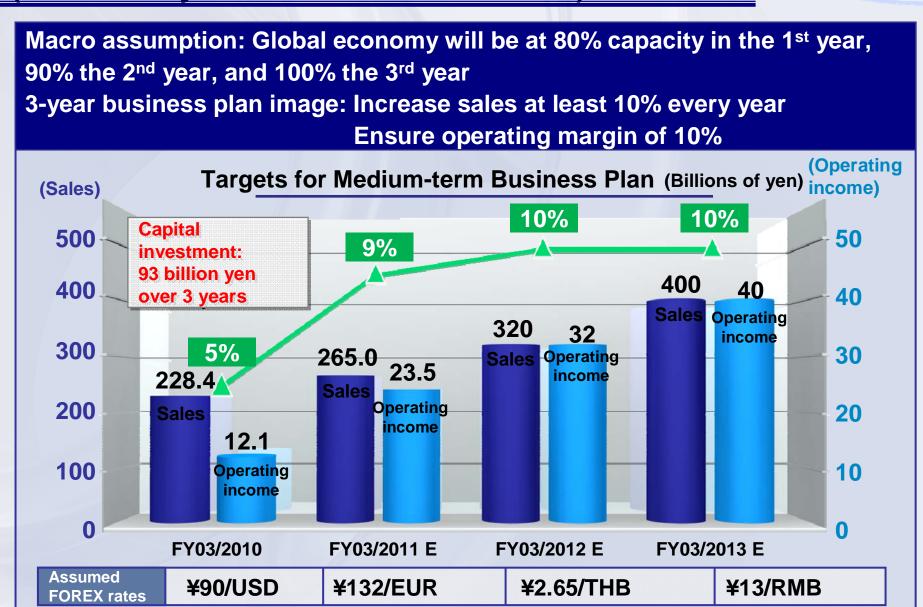
Turn business around during the first fiscal half



## Medium-term Business Plan

## Medium-term Business Plan (Profitability to Recover and Increase)







## **Machined Components Business Segment**

## Plan to invest 48.4 billion yen over 3 years

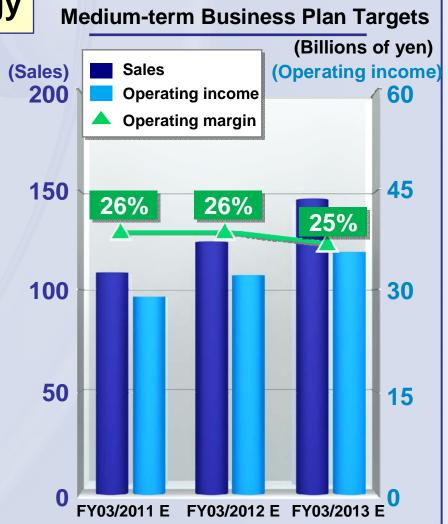
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### No.1 (market leader) strategy

- Aim for 145 billion yen in sales in FY03/2013
- Enhance ability to supply products and meet demand for better cost performance backed by our large market share

New ball bearing plant to 250 million + unit / month New pivot assembly plant to 55 million unit / month Aircraft market recovery and new growth

- Promote sales in emerging markets
- Tap into new market opportunities
- M&A for further expansion





## **Rotary Components Business Segment**

### Plan to invest 22.2 billion yen over 3 years

### **Solutions Providing strategy**

#### Input resources to second pillar

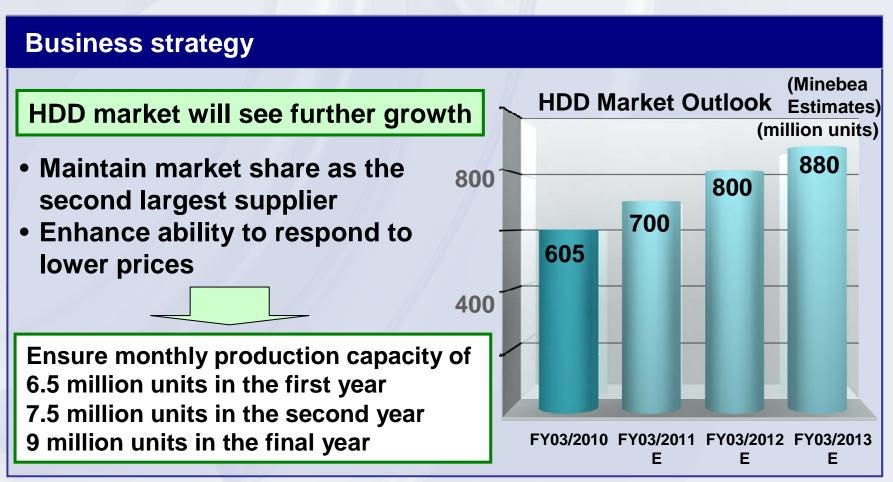
- Aim for 165 billion yen in sales in FY03/2013 (fan motors, stepping motors and HDD spindle motors will drive growth)
- Products for cutting costs and increasing production volume
   Aim for No. 1 globally
- Products for bundling functions
   Focus on profitability
- Opening a new motor pant inevitable





## Rotary Components Business Segment (2) (Spindle Motor Business)

Boost production capacity to 9 million units/month in response to the growing HDD market

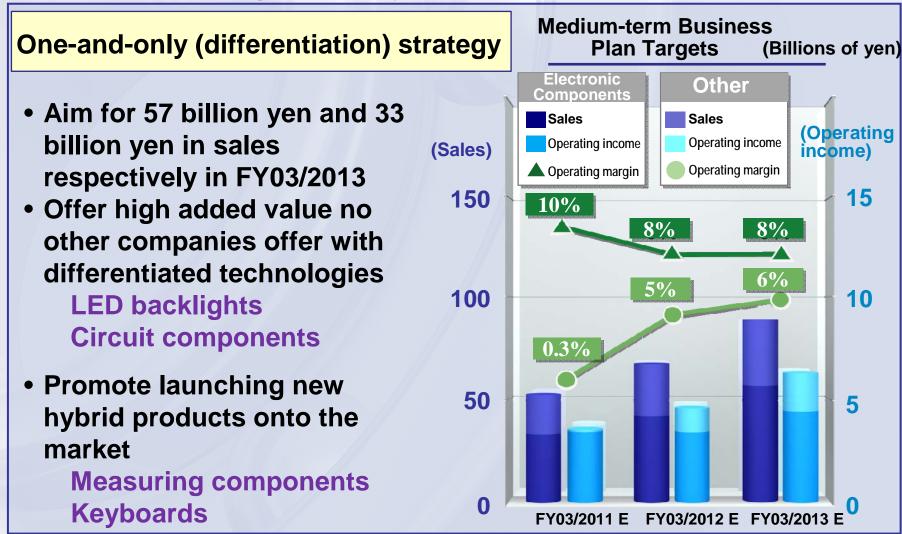


## Electronic Devices & Components Business Segment / Special Devices Business Segment



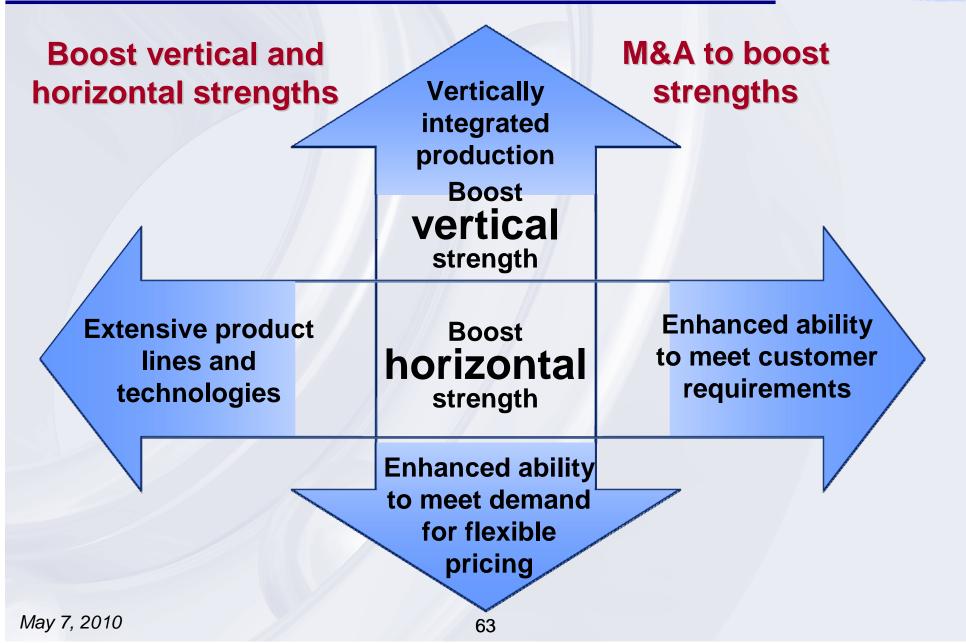
## Plan to invest 22.4 billion yen over 3 years

(including 9.9 billion yen welfare and IT investments)





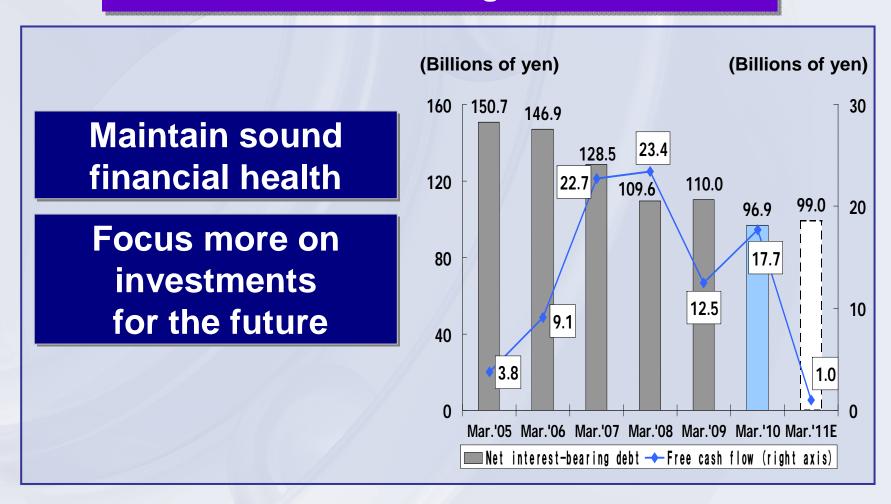
## **Ongoing Policy**





## Debt Reduction and Strategy for the Future

Brought net-interest bearing debt down below medium-term target of ¥100 billion



## **Dividend Policy**

## Dividend

FY03/2010 year-end dividend: 4 yen / share Total year: 7 yen / share

Dividend forecast for FY03/2011: Interim 3 yen / share

Year-end 4 yen / share

## **Dividend Policy**

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.



# 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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