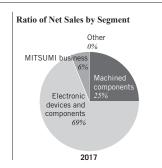
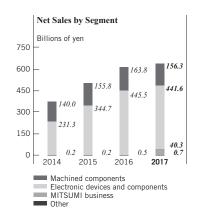
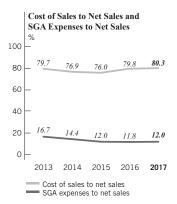
# **Financial Review**

# **Results of Operations**







#### Net Sales

During the fiscal year under review, although the Japanese economy showed a gradual recovery in consumer spending backed by an improvement in employment and income conditions and increasing signs of a recovery in corporate production and exports, there was a growing sense of uncertainty about the future in the second half of the fiscal year due to concerns about the direction of policy taken by the new U.S. administration. The U.S. economy continued to grow moderately amid a recovery in domestic and foreign demand and heightened expectations concerning fiscal spending and tax cuts put forward by the new administration. The European economy remained robust across the board centered on internal demand, although Brexit has cast a shadow of uncertainty. Meanwhile, the sense of uncertainty in Asia cannot be cast aside despite the expectation that the Chinese economy will recover from its slowdown with the support of public investments.

Working against this backdrop, the MinebeaMitsumi Group has been concentrating on cutting costs, creating high-value-added products, developing new technologies, and enhancing its marketing approach to boost profitability further.

As a result, net sales increased by ¥29,113 million (4.8%) year on year to reach ¥638,927 million, a record high in net sales since the Company was founded.

## **Cost of Sales**

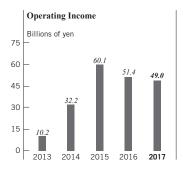
Cost of sales was up by  $\frac{1}{26}$ ,407 million (5.4%) from the previous fiscal year to total  $\frac{1}{513}$ ,078 million in the year under review, due mainly to the consolidation of MITSUMI ELECTRIC CO., LTD. Cost of sales as a percentage of net sales increased by 0.5 percentage points year on year to reach 80.3%.

## SGA Expenses

SGA expenses increased by ¥5,129 million (7.2%) from the previous fiscal year to total ¥76,834 million in the year under review, due mainly to the effect of consolidating MITSUMI ELECTRIC CO., LTD. and the increase in costs related to the business integration with MITSUMI ELECTRIC CO., LTD. SGA expenses as a percentage of net sales increased by 0.2 percentage points from the previous year to hit 12.0% in the year under review.

## **Cost of Sales and SGA Expenses**

		Millions of y				
Years ended March 31	2017	2016	2015	2014	2013	
Net sales	¥638,927	¥609,814	¥500,676	¥371,543	¥282,409	
Cost of sales	513,078	486,671	380,585	285,768	225,114	
Cost of sales to net sales	80.3%	<b>5</b> 79.8%	6 76.0%	6 76.9%	5 79.7%	
Gross profit	125,849	123,143	120,091	85,775	57,295	
SGA expenses	76,834	71,705	59,990	53,576	47,126	
SGA expenses to net sales	12.0%	<b>5</b> 11.8%	6 12.0%	6 14.4%	6 16.7%	



Net Income Attributable to Owners of the Parent and Return (Net Income) on Equity Billions of yen %

2015

Net income attributable to owners of the

parent (left scale) Return (net income) on equity (right scale)

20.8 39.9

0.9

2014

50

40

30

20

10

0

2013

## **Operating Income**

Operating income decreased by  $\frac{2}{423}$  million (4.7%) compared to the previous fiscal year to  $\frac{449,015}{49,015}$  million. Despite the negative impact of the strong yen, the consolidation of MITSUMI ELECTRIC CO., LTD., as well as steady progress in the ball bearings and motors businesses had a positive effect. The operating margin fell 0.7 percentage points year on year to 7.7%.

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 \$542 million, which was \$3,933 million lower than in the previous fiscal year. The main items recorded were a gain on bargain purchase amounting \$14,620 million due to the share exchange with MITSUMI ELECTRIC CO., LTD., a loss of \$6,196 million due to redemption of convertible bonds repurchased in June 2016 and impairment losses of \$3,922 million mainly related to LED backlights for LCDs.

## Income before Income Taxes

All of the above-mentioned factors brought income before income taxes for the year under review to increase by \$1,510 million (3.2%) year on year to total \$48,473 million.

## Income Taxes

25

20

15

5

0

41.1

2017

14.9

2016

Income taxes decreased by  $\frac{392}{100}$  million from the previous year to total  $\frac{46}{973}$  million. Income taxes included current income taxes (including corporate, inhabitant, and business taxes) totaling  $\frac{48}{421}$  million, income taxes for prior periods of  $\frac{41}{350}$  million and deferred income taxes (benefit) of  $\frac{42}{798}$  million. This decline was due to the reduction of the corporate, inhabitant, and business taxes as a result of lower taxable income led by the redemption of convertible bonds. The effective income tax rate dropped to 14.4% from 22.1% in the previous fiscal year. This drop was due mainly to recognition of gain on bargain purchase.

#### Net Income Attributable to Owners of Parent

As a consequence of the aforementioned factors, net income attributable to owners of parent increased by  $\frac{1}{4},760$  million year on year to  $\frac{1}{4},146$  million. Basic net income per share was  $\frac{107.33}{1000}$ , a  $\frac{1000}{1000}$  increase from the  $\frac{1000}{1000}$  for the previous fiscal year.

## Net Income Attributable to Non-controlling Interests

Net income attributable to non-controlling interests increased by \$142 million from the previous fiscal year to \$354 million.

## Income

			ions of yen		
Years ended March 31	2017	2016	2015	2014	2013
Operating income	¥49,015	¥51,438	¥60,101	¥32,199	¥10,169
Operating margin	7.7%	8.4%	12.0%	8.7%	3.6%
Net balance of other income (expenses)	(542)	(4,475)	(8,328)	(5,388)	(5,287)
Net income attributable to owners of					
the parent	41,146	36,386	39,887	20,878	1,804
Net income to net sales	6.4%	6.0%	8.0%	5.6%	0.6%
Net income per share (yen):					
Basic	107.33	97.26	106.73	55.94	4.83
Diluted	105.64	92.35	101.32	53.14	4.65
Return (net income) on equity	14.9%	15.9%	20.8%	14.4%	1.5%
Return on total assets	7.5%	7.7%	9.2%	5.6%	0.5%

Milliona of war

Financial Policy and Liquidity	<ul> <li>Financial Policy and Liquidity</li> <li>Products and technologies are being developed faster and faster in the various areas which MinebeaMitsumi Group operates, and global competition among companies is intensifying. In this environment, we must make the upfront investments needed develop new products that meet our customers' needs and to develop the products t 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 i demand. We are endeavoring to maintain and strengthen our financial position and in financing so that we can support this kind of dynamic corporate activity and forg to "strengthen our technological development capabilities."</li> <li>One of our key management policies is to "strengthen our financial position." W respect to capital spending, we intend to proactively expand investments in growth nesses while at the same time rigorously ensuring the efficient deployment of assets of an effective investment plan, allowing us to shrink total assets, control capital sp and reduce liabilities.</li> <li>Furthermore, in order to ensure our flexibility in financing, we have obtained a r for up to ¥10 billion in short-term debt from a ratings institution. In order to mainta reinforce the stability of our financing base, we are maintaining good relationships financial institutions inside and outside of Japan, while at the same time we are buil a sound framework to manage liquidity risk.</li> </ul>					
	Debt Ratings	T				
	As of December 2016	Long-term debt A+	Short-term debt J–1			
	Japan Credit Rating Agency Ltd. (JCR) Rating and Investment Information, Inc. (R&I)	A-	a–1			
Capital Investment	Capital investments totaled $\$31,848$ million for the year under review. This amount includes $\$5,870$ million for the machined components segment, $\$16,846$ million for the electronic devices and components segment, $\$2,945$ million for the MITSUMI business segment, $\$171$ million for the other segment and $\$6,016$ million for unallocated corporate capital investments. Investments in the machined components segment were mainly for bearings-related equipment in Thailand and Cambodia and mechanical parts-related equipment in Japan. Investments in the electronic devices and components segment focused on equipment in Thailand related to LED backlights for LCDs and components. Investments in the MITSUMI business segment were mainly for optical device-related equipment in the Philippines. Investments in the corporate segment were primarily for factory expansion in Cambodia. Capital investment includes $\$2,053$ million in intangible fixed assets and $\$113$ million increase in assets associated with new finance lease agreements. For the next fiscal year we plan to spend $\$44.0$ billion on capital investments.					
Dividends	returns to our shareholders. Dividends reflect performar environment and are determined with an eye to maintain distribution of profits. Pursuant to the above policy, our dividend for the yee which includes an interim dividend of ¥7 per share. The dividend payout ratio for the year under review is 13.0% We intend to use our retained earnings to expand glo focus on getting even more cost-competitive as we strer facturing development platform. This will enable us to r any changes in the market that may occur. Moreover, our policy is to distribute dividends from form of an interim dividend and a year-end dividend. W the Articles of Incorporation allowing the Board of Dire	rsuant to the above policy, our dividend for the year under review is $\$14$ per share, includes an interim dividend of $\$7$ per share. The resulting consolidated basis and payout ratio for the year under review is 13.0%. the intend to use our retained earnings to expand globally. At the same time we will on getting even more cost-competitive as we strengthen our technology and manu- ing development platform. This will enable us to meet customer needs and adapt to				

#### **Free Cash Flow**

Free Cash Flows

24.2

2014 2015

Purchase of Tangible Fixed Assets

35.0

36 3

2017

29.2

2017

-1.1

2016

40.1

2016

Billions of yer

45

30

15

0

-15

-30

50

40

30 -20 -10 -0 - 2013

-14.8

2013

Billions of yer

130

Free cash flows (calculated by adding net cash flows from operating activities and net cash flows from investing activities) totaled an inflow of \$36,325 million. That is an increase of \$37,385 million from the previous fiscal year.

# **Cash Flows from Operating Activities**

Net cash provided by operating activities increased by 90.7% from the previous fiscal year to ¥83,125 million. Inflows mainly consisted of income before income taxes totaling ¥48,473 million, depreciation and amortization expenses totaling ¥28,165 million, ¥25,848 million from decrease in inventories, and ¥6,196 loss on redemption of bonds. Outflows included ¥15,179 million from increase in notes and accounts payable–trade, ¥14,620 million in gain on bargain purchase and income taxes paid amounting to ¥12,488 million.

## **Cash Flows from Investing Activities**

Net cash used in investment activities rose by 4.8% year on year to  $\pm$ 46,800 million. This mainly included an outflow of  $\pm$ 29,217 million in payments for purchases of tangible fixed assets, as well as an outflow of  $\pm$ 13,896 million in payments for purchases of securities.

## **Cash Flows from Financing Activities**

Net cash used in financing activities increased by 312.8% year on year to  $\pm$ 17,339 million. Inflows mainly consisted of proceeds from long-term debt of  $\pm$ 53,685 million. Major cash outflows included a net decrease of short-term debt of  $\pm$ 39,470 million, repayment of long-term debt of  $\pm$ 23,482 million, and  $\pm$ 6,368 million for the payment of dividends.

## Cash and Cash Equivalents

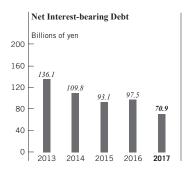
The balance of cash and cash equivalents at the end of the fiscal year under review totaled \$78,832 million. This is an increase of \$49,690 million compared to the end of the previous fiscal year, including an increase of \$32,470 million in cash and cash equivalents from consolidation of MITSUMI ELECTRIC CO., LTD.

Free Cash Flows Millions op					
Years ended March 31	2017	2016	2015	2014	2013
Net cash provided by operating activities	¥83,125	¥43,582	¥59,863	¥49,173	¥22,990
Net cash used in investing activities	(46,800)	(44,642)	(35,326)	(24,957)	(37,813)
Portion of above used in purchase of tangible fixed assets	(29,217)	(40,136)	(34,979)	(18,343)	(42,963)
Free cash flows	36,325	(1,060)	24,537	24,216	(14,823)

#### Assets, Liabilities and Net Assets

2015

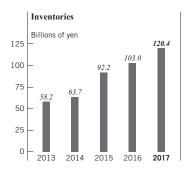
2014



Total assets at the end of the fiscal year under review amounted to ¥643,312 million, which is 40.0%, or ¥183,884 million more than at the end of the previous fiscal year. This includes an increase due to including MITSUMI ELECTRIC CO., LTD. in the scope of consolidation.

Net assets totaled ¥326,218 million and shareholders' equity totaled ¥321,364 million, resulting in a shareholders' equity ratio of 50.0%, down 0.2 points from the previous fiscal year.

Net interest-bearing debt (total debt minus cash and cash equivalents and time deposits) fell by \$26,630 million (27.3%) compared to the end of the previous fiscal year to total \$70,886 million. The net debt-to-equity ratio was down 0.2 points from the end of the previous fiscal year at 0.2 times.



#### Assets

Cash and cash equivalents increased by ¥49,690 million from the previous year-end total to reach ¥78,832 million, mainly due to the consolidation of MITSUMI ELECTRIC CO., LTD. Time deposits increased by ¥3,841 million from the end of the previous fiscal year to total ¥14,294 million. Notes and accounts receivable–trade increased by ¥78,916 million compared to the end of previous fiscal year to ¥171,191 million, mainly due to the consolidation of MITSUMI ELECTRIC CO., LTD. Inventories increased by ¥17,430 million from the previous year-end to ¥120,441 million, mainly due to the consolidation of MITSUMI ELECTRIC CO., LTD. Deferred tax assets (short-term) rose by ¥1,831 million from the previous year-end to hit ¥5,847 million. Other current assets amounted to ¥11,878 million, an increase of ¥3,550 million from the end of the previous fiscal year.

As a result of the above-mentioned performance, total current assets increased by ¥155,755 million (62.3%) over the previous year-end total to total ¥405,575 million.

Tangible fixed assets increased by \$21,592 million (12.1%) from the previous fiscal year-end to \$199,585 million. Purchases of tangible fixed assets for the year under review were \$29,217 million while depreciation and amortization expenses amounted to \$28,165 million.

Intangible fixed assets increased by 498 million (3.9%) from the previous year-end to 13,403 million.

Investments and other assets increased by \$5,736 million (30.7%) from the previous year-end to \$24,437 million. Factors behind this upturn include \$1,271 million increase in investment securities, \$1,605 million increase in deferred tax assets (long-term), etc., and increase of \$4,263 million in other assets.

Consequently, total fixed assets amounted to \$237,426 million, an increase of \$27,829 million (13.3%) from the end of the previous year.

#### Liabilities

Notes and accounts payable–trade rose to \$86,571 million, an increase of \$50,764 million from the previous fiscal year-end total, mainly due to the consolidation of MITSUMI ELECTRIC CO., LTD. Notes and accounts payable–other increased by \$4,307 million to \$13,363 million. Short-term debt fell by \$16,506 million from the end of the previous fiscal year to reach \$49,660 million and the current portion of long-term debt fell by \$13,262 million to \$17,917 million. Income taxes payable decreased by \$764 million to \$4,621 million. Accrued expenses and other current liabilities increased by \$10,160million to total \$27,927 million. As a result of the factors above, total current liabilities increased \$34,703 million (21.0%) from the previous year-end to \$200,128 million.

Long-term debt increased by ¥56,669 million from the previous year-end to total ¥96,435 million. Consequently, total fixed liabilities rose by ¥60,936 million (108.8%) from the previous year-end to ¥116,966 million.

#### Net Assets

Total net assets at year-end went up by \$88,245 million (37.1%) from the previous yearend to \$326,218 million, mainly due to the increased capital surplus by \$48,446 million due to share exchange with MITSUMI ELECTRIC CO., LTD. etc., and increased retained earnings by \$34,778 million. Non-controlling interests decreased by \$2,234 million from the end of the previous fiscal year to \$4,824 million.

Millions of ven

# **Financial Position**

				11/11	illons of yen
As of March 31	2017	2016	2015	2014	2013
Total assets	¥643,312	¥459,428	¥490,043	¥381,278	¥362,805
Cash and cash equivalents	78,832	29,142	36,138	29,031	28,223
Time deposits	14,294	10,453	9,190	9,685	6,041
Total current assets	405,575	249,820	265,185	189,638	170,977
Inventories	120,441	103,011	92,162	63,652	58,234
Total current liabilities	200,128	165,425	167,620	120,937	128,484
Working capital	205,447	84,395	97,565	68,701	42,493
Interest-bearing debt	164,012	137,111	138,463	148,498	170,412
Net interest-bearing debt	70,886	97,516	93,135	109,782	136,148
Total net assets	326,218	237,973	233,679	163,463	137,858
Equity ratio	50.0%	50.2%	46.1%	41.4%	36.2%
Debt-to-equity ratio (times)	0.5	0.6	0.6	0.9	1.2
Net debt-to-equity ratio (times)	0.2	0.4	0.4	0.7	1.0
Net assets per share (yen)	759.15	616.43	604.83	422.62	351.65