### Introduction

To be a company with net sales of  $\frac{42.5}{2.5}$  trillion and

### Track record for last 10 years

Net sales
3.0
times

Operating income

5 4
times

Market capitalization

5 0
times

M&As 17 companies operating income of  $\frac{250.0}{0.0}$  billion over next 10 years

Targets for next 10 years

Net sales

25
trillion

Operating income 250.0 billion

EPS growth rate

15% or more CAGR

ROE 15% or more

**Net sales** 

Over the past ten years since 2009, MinebeaMitsumi has overcome headwinds such as the 2008 Global Financial Crisis, Thailand floods, the Great East Japan Earthquake and the strong Thai baht, and was able to grow substantially from net sales of 230 billion yen to clearly reaching a peak of 1 trillion yen. All businesses became profitable including the motor division, which had recorded losses for a long period of time. Organic growth of 270 billion yen was achieved and profitability was bolstered with a 5.4 fold increase in operating income. Additionally, in the M&As of 17 companies, outflow of cash was minimized by assessing reasonable prices and methods with a focus on business integration with MITSUMI ELECTRIC CO., LTD. by share exchange and business integration with U-Shin Ltd. by takeover bid, and as a result, growth of 500 billion yen was realized. These have been ten years where we have reinforced our foundation to make further strides with both organic growth and M&As.

# Significant growth due to dual factors of organic growth and M&As.

#### M&As +¥500.0 billion

Used cash — ¥58.0 billion
Increased shares — 48 million shares
Goodwill (gross) — ¥15.0 billion
Goodwill (net) — ¥0.3 billion
Loss carried forward — ¥40.0 billion
Purchase of — 40 million shares treasury stock\*

Bargain purchase —— ¥(14.6) billion

\* This includes 20 million shares of equivalent

#### Organic growth +¥270.0 billion

Machined components — +¥55.0 billion

Motors — +¥95.0 billion

Electronics devices — +¥130.0 billion

Others — ¥(10.0) billion

Operating income grew,

primarily through organic growth!

¥**72.0** ы

¥884.7 billi

In the next ten years, we will thoroughly refine and reinforce the Eight Spears core business that we have refined thus far, proceed with developing new products and new markets through INTEGRATION\*, and accelerate organic growth. Additionally, we will proactively promote M&As in the core business of Eight Spears and fields where we can expect synergy, and aim for speedy and dynamic growth. We will decrease volatility of performance and realize sustainable growth through significantly shifting to core businesses in our portfolio. Additionally, we will increase our presence in the housing equipment, medicine and infrastructure markets by providing new solutions through INTEGRATION, and further contribute to solving social issues. MinebeaMitsumi is continuing to challenge, aiming to be the world's mightiest INTEGRATION manufacturer of precision components with net sales of 2.5 trillion yen and operating income of 250 billion yen.

Operating income

## Organic growth ¥800.0 billion + M&As ¥500.0 to ¥800.0 billion

**Examples of growth driver** 

cage + 8 %

Growth markets
Automobiles, data centers,
igh-end household electrica
appliances, initiatives for
labor saving and

Examples of growth markets

wth markets priority fields

Automobiles

¥270.0

Creation of new products and generation of business integration synergy for the CASE era

Housing equipment

New

nfrastructur

Motors

¥200.0

**Bearings** 

Growth markets
Automobiles, high-end
household electrical

Aircraft

¥62.0 billion

RO O billion

and volume rowth that exceeds

Medicine

256.1 billion

10 years ago

Present
(fiscal year ended March 2019)

\* INTEGRATION means "combining" rather than "simple gathering" of the Company's proprietary technologies to evolve the Eight Spears and to create new products in various fields through the INTEGRATION of our advanced product. After 10 years
(fiscal year ending March 202

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1 Minebea Mitsumi Group Integrated Report 2019