

Motor, Lighting & Sensing (MLS)

Develop new business areas by expanding our portfolio and achieve consistent growth over the long term

Executive Officer
Chief of Motor, Lighting & Sensing
Business Headquarters

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Core competencies

In addition to the Company's DNA of ultra-precision machining, vertical integration, global development, and mass production, we are in the ongoing process of fusing our core technologies in the electronics field, including sensors, optics, and magnetics to develop motors, LED backlights, resonant devices, sensors, and measuring components. We are expanding our products to a wide range of markets, including the automotive industry, which requires strict quality characteristics, and the mobile device industry, which requires a vertical launch that balances quality and quantity in a short period of time. A dynamic base structure which responds to customer demands through manufacturing automation & semi-automation and employee education and training also enhances our competitiveness.



Hamamatsu Plant

Opportunities

- Increase in demand for small and precise motors that contribute to energy saving and noise reduction.
- Increase in opportunities to enter growth domains such as EVs, AI, and Big Data through participation in related motors.
- Expansion of LED backlight applications. (Automotive, tablet)
- Formation of new markets such as resonant devices.

Risks

- Rise of low-cost competitors in China.
- Impact on profit structure due to soaring prices of raw materials and components.
- New technologies are replacing existing technologies at a faster pace than expected. (HDD market, smartphone market)

Responding to opportunities and risks

- Correction of selling prices in response to soaring prices of raw materials and components.
- In growth markets, expanding sales in response to increased demand in focused fields.
- In mature markets, strengthening competitiveness by reducing costs, including design changes and material cost reductions.
- Capturing business opportunities by developing products ahead of competitors, taking advantage of our strengths through INTEGRATION.

Overview of the fiscal year ended March 2023

Despite a slowdown in spindle motors for HDDs, sales of motors increased, thanks to steady sales of other motors, mainly for automotive applications. Sales of LED backlights decreased, while those of sensing devices increased. As a result, net sales were 366.3 billion yen, operating income was 0.9 billion yen, and operating margin was 0.3%.

* Operating income excluding special factors of 11.8 billion yen, operating margin of 3.2%

Outlook for the fiscal year ending March 2024

Sales and profits from motors are expected to increase. This is because we anticipate expanding in motors for automobiles, as well as a recovery in motors for HDDs during the second half of the year, albeit with some uncertainty. As for electronic devices, we expect sales to remain virtually the same and profits to drop slightly. As for sensing devices, both net sales and operating income are expected to remain virtually the same.

Midterm Business Plan

Accelerating growth with motors as a pillar for earnings

Main points

- 1 Motors
Top-line growth in automotive motors such as HVAC, LiDAR, and actuators to further increase profitability
- 2 Electronic devices
Resonant devices to contribute to profits, and structural transformation of backlight business
- 3 Sensing devices
Growing demand for sensor products used in rechargeable batteries and vaccine production equipment

Strategy for "Becoming the one-of-a-kind supplier through INTEGRATION"

The increasing need for electrification and comfort in automobiles is driving demand for our HVAC (Heat Ventilation and Air Conditioning), AGA (Active Grill shutter Actuator), and other compact and precision actuators for air conditioning control, aerodynamics, and battery thermal management. The AGA is used in the opening and closing of the front grille area, which not only contributes to efficient air exchange and improves fuel efficiency, but also reduces braking distance and improves aerodynamics. Additionally, with the promotion of electrification, the number of motors installed per vehicle is increasing. By INTEGRATION with the motor, bearing, parts machining groups, we develop in-house products that meet or exceed specifications. Equipping motor systems with our in-house products enhances motor competitiveness by improving motor characteristics, adding value, and reducing manufacturing costs. We will continue to gain substantial market share in niche fields and create new profit drivers.

HVAC



AGA



Creating solutions to social issues

MinebeaMitsumi's sensing products, centered on strain gauges that detect loads on minute products with high precision, are used in a wide range of applications. Their use is now contributing to solving social issues in EVs and medicine.

Measurement system for lithium-ion (Li-ion) batteries Substantial increase in production of Li-ion batteries to support EV automobiles and motorcycles

Li-ion batteries are necessary for automobile and motorcycle EVs. By combining a high-precision load cell and a digital indicator, this system achieves accurate weighing of raw materials and proper mixing ratios in the manufacturing of Li-ion batteries. This system is supporting the appropriate use of raw materials and quality assurance of Li-ion batteries.

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Pressure sensor for dialysis machines Improved operability and safety performance of dialysis machines

As the number of dialysis patients increases, the need for dialysis machines that are easy to operate and have a high level of safety performance has increased. In order to meet the requirements for automated dialysis machines and monitoring systems, it is essential to provide higher precision sensors. The Company's pressure sensors have high corrosion resistance, and are highly functional with digital interfaces.



Load cell and digital indicator



Pressure sensor

