



# Sartorius Intec Acquisition

December 24, 2014

Minebea Co., Ltd.



# About Sartorius Intec



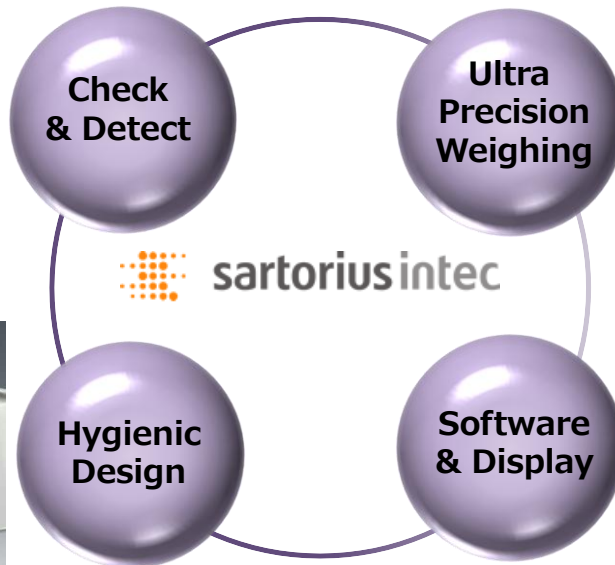
Metal detectors, X-ray inspection



Ultra Precision Weighing  
Embodying EMC Technology,  
High-Speed Dynamic Check  
Weighing Technology



Check-Weighers



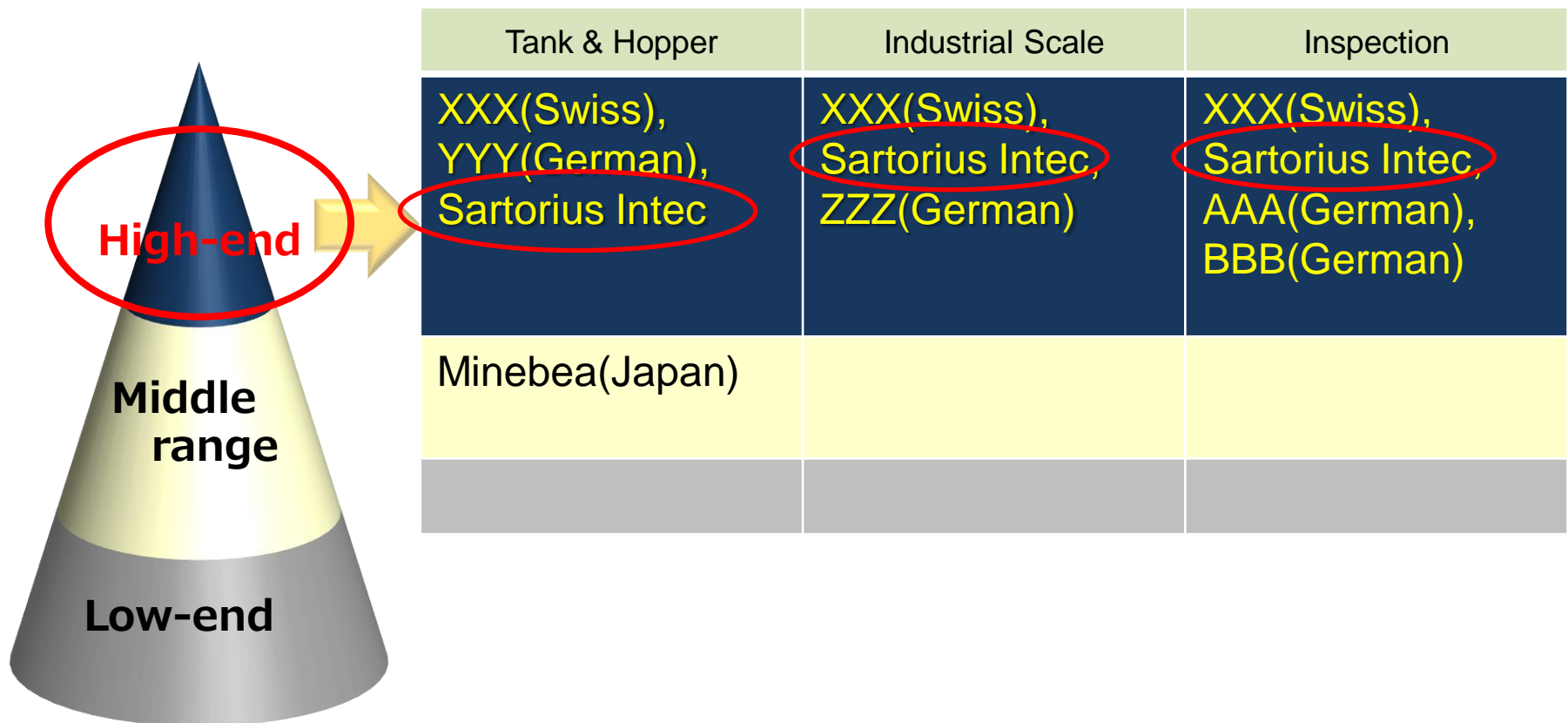
Load cells and related products used in hygienic areas such as foods, medicals and pharmacy



Data processing, Displays, Optimization software

## Business areas of Sartorius Intec

Highly-competitive in high-end markets of business segments shown below.  
A Swiss company is ranked number 1, and Sartorius Intec is ranked number 2 or 3.



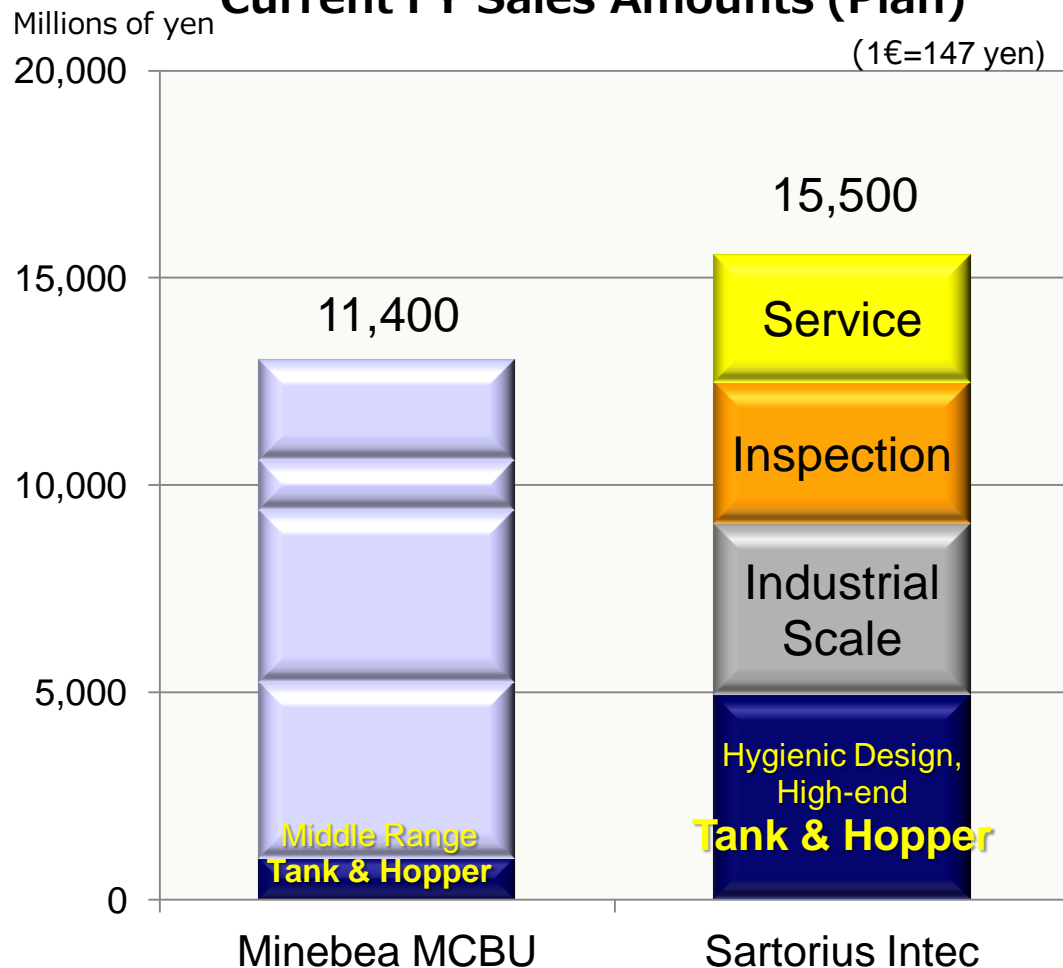
## Outline of Sartorius Intec

(1) Company name	Sartorius Mechatronics T&H GmbH
(2) Location of head office	Meiendorfer Straße 205, 22145 Hamburg, Germany
(3) Representatives	Peter Grimley, Bodo Krebs, Wolf Dieter Schultze
(4) Year of establishment	1993
(5) Paid-in capital	Issued Capital: €4.7MM (as at September 30, 2014)
(6) Principal lines of business	Intec Group: Manufacturing tank & hopper, industrial scales, inspection equipment. Providing modifications & adjustments, repair, process optimization services
(7) Number of employees	701 (as at September 30, 2014)
(8) Overseas operations	Production Sites: Germany, India and China Sales Operations: Various European countries, US, India, China, Japan
(9) Ownership	Sartorius Aktiengesellschaft (Sartorius AG) 100%
(10) Net Sales	€102.0MM (for the period ending December 31, 2013)

# Sales of the two operations

Expected to become 27 billion yen in total in current fiscal year

## Current FY Sales Amounts (Plan)



【Service】



【Inspection】



【Industrial Scale】



【Tank & Hopper】



# Expected Synergies of the combination ---- 1

## ● Entering into the global tank & hopper market

Becoming a global player by offering **optimal measuring solutions** to customers in the European, North American and Asian markets.



R&D Headquarters  
**Hamburg, Germany**



Hygienic (foods, medicals and pharmacy)

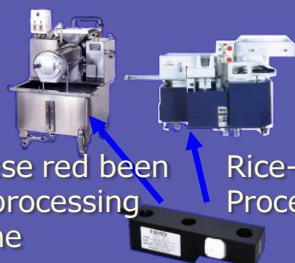


Truck Scales

- System accuracy proposal
- Information utilizing individual load distribution and nominal loads
- Immediate warning when load cells have failed
- Enhanced service functions

Digital process control

Design load cells



Japanese red bean paste processing machine

Rice-ball Processing machine

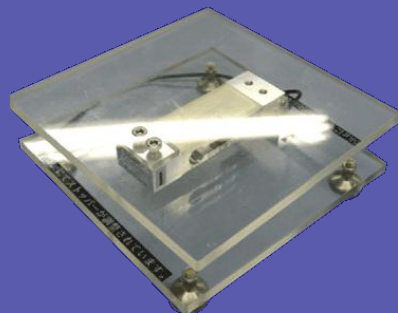
Minebea's Measuring Component business unit has been supplying components to Japanese machinery manufacturing companies.



# Expected Synergies of the combination ---- 2

## Entering into the ultra-precision weighing scale market

Becoming a player for **ultra-precision weighing scales** embodying load cells design and manufacturing capabilities

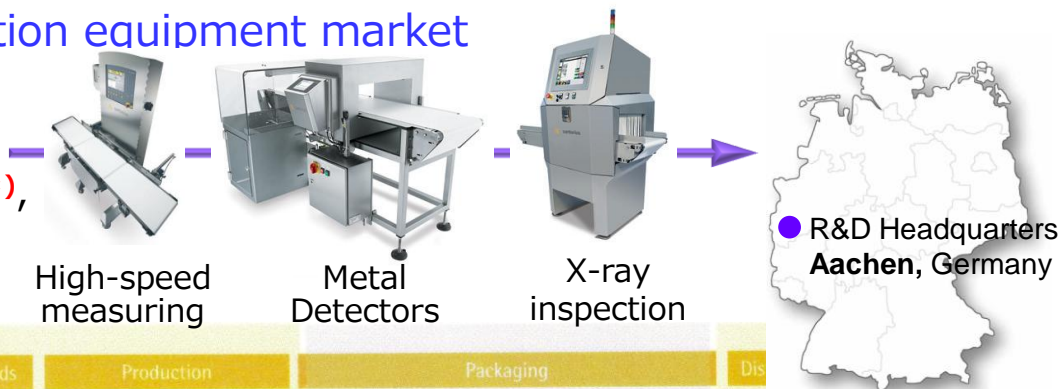


Minebea's Measuring Component business unit has been supplying load cells which are used in various kinds of scales.

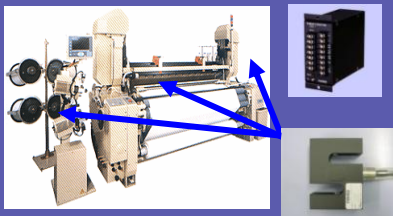
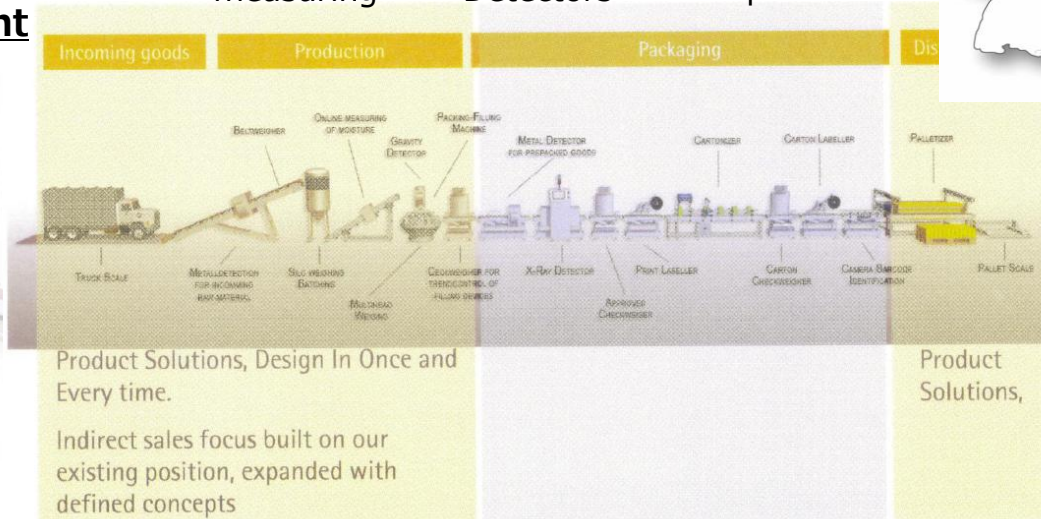
# Expected Synergies of the combination ---- 3

## ● Entering into the process inspection equipment market

Becoming a player who can provide safety and security to customers in Hygienic Design areas such as foods\*), medicals and pharmacy embodying know-how of **process inspections from incoming to shipment**



**Enterprise process control system with digital data processing**



Minebea's Measuring Component business unit has been providing measuring and process inspection solutions to optimize production equipment



# \* ) Sartorius Intec products in food processing

Providing best solutions to inspect, measure and control

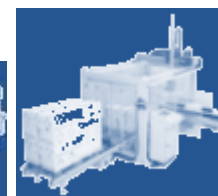
[Industrial Scale]



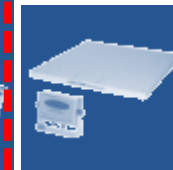
Carton Box Labeller



Barcode Identification



Palletizer



Pallet Scale

[Inspection]

Shipping and Logistics

[Inspection]



MAP Packager



Checkweigher for Controlling Filling Process



Metal Detector



X-ray Detector



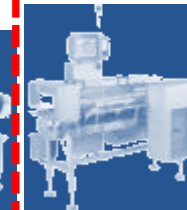
Checkweigher



Label Printer



Cartonizer



Carton Checkweigher

Production (packaging, labeling and Shipping) Process

[Tank & Hopper]

[Inspection]

[Tank & Hopper]



Truck scales



Metal Detector



Belt Weigher



Silo Weighing Batching



Online Moisture Measuring



Gravity Detector

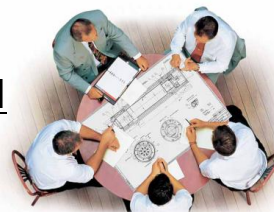
Receiving Raw Materials

Production (processing)

# Expected Synergies of the combination ---- 4

## ● Entering into the global service market

Becoming a global player to provide optimal user-support solutions to customers in **managing, controlling, maintaining and renewing production lines**

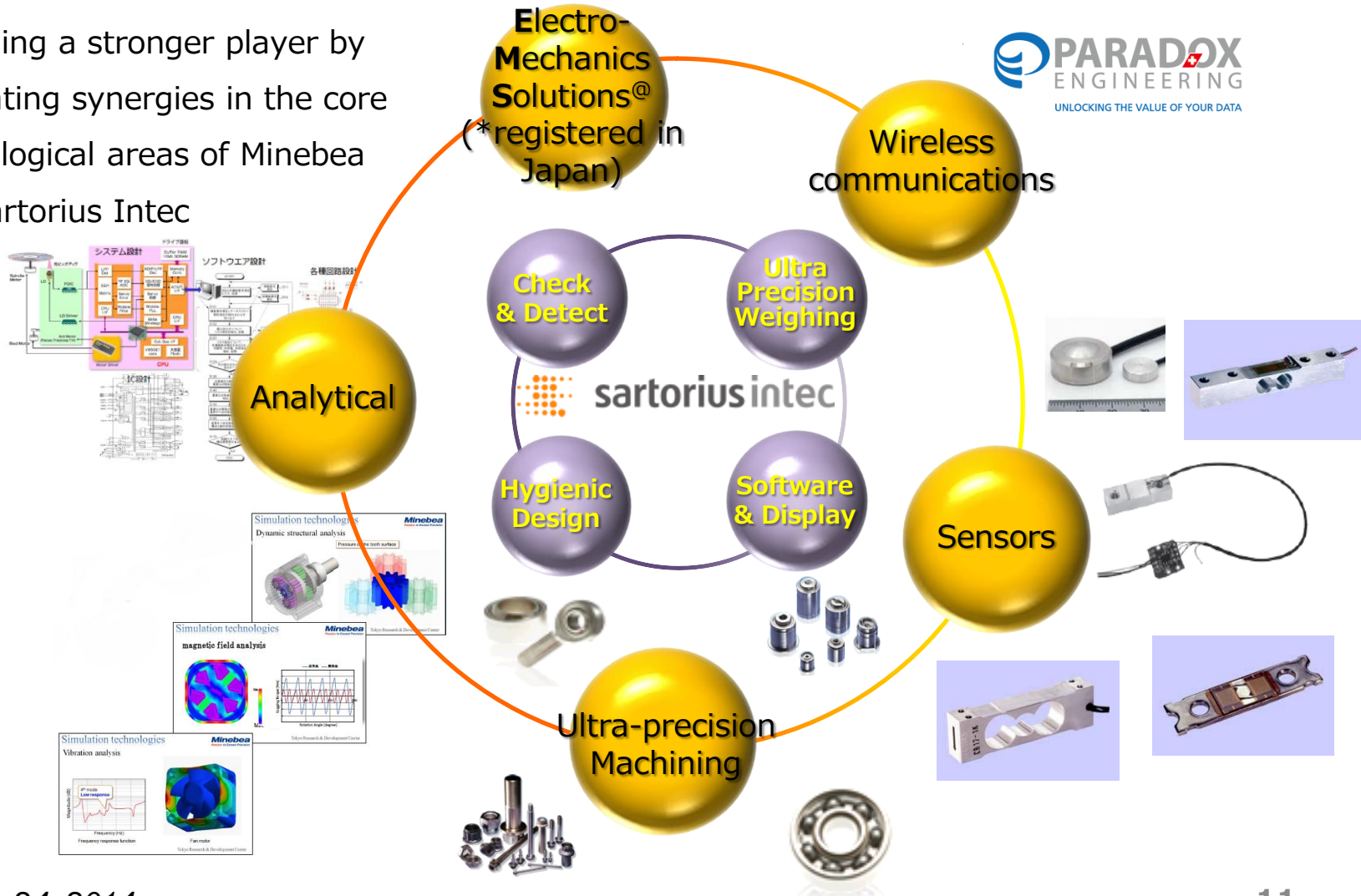


Minebea's Measuring Component business unit has been providing customer support in Japan.





# Expected Synergies of the combination ---- 5

## Generating technological synergies

Becoming a stronger player by generating synergies in the core technological areas of Minebea and Sartorius Intec






# Complementary business areas - 1

			Sartorius Intec	Minebea MCBU
Tank & Hopper		General measuring	Rich lineup	Sufficient lineup
		Hygienic measuring	Rich lineup	No lineup
		Digital measuring	Sufficient lineup	Rich lineup
		Silo measuring	Rich lineup	Sufficient lineup
Batching, Output Measuring		Controller management	Rich lineup	Rich lineup
		PC management	Rich lineup	Rich lineup
Flat Scale		Standardized Scales	Rich lineup	Rich lineup
		High precision 300 kg and less	Rich lineup	No lineup
		High precision over 300 kg	No lineup	No lineup
		Critical to Explosive scales	Rich lineup	Sufficient lineup
Truck Scale		Analog measuring	Rich lineup	Sufficient lineup
		Digital measuring	Sufficient lineup	Rich lineup
		Digital data transmitter	Rich lineup	Rich lineup
			Reference	Rich lineup
				Sufficient lineup
				Small lineup
				No lineup

# Complementary business areas - 2

Sartorius Intec    Minebea MCBU

Check-weighers		In-line low-end		
		In-line middle-range		
		In-line high-end		
		In-line		
Inspection		Metal detectors in belt conveyors		
		Metal detectors (pipe-type)		
		X-ray inspection systems in belt conveyors		
		X-ray inspection systems (pipe-type)		
		Tracability		
SPC, Software, Analytical, etc.				

Reference

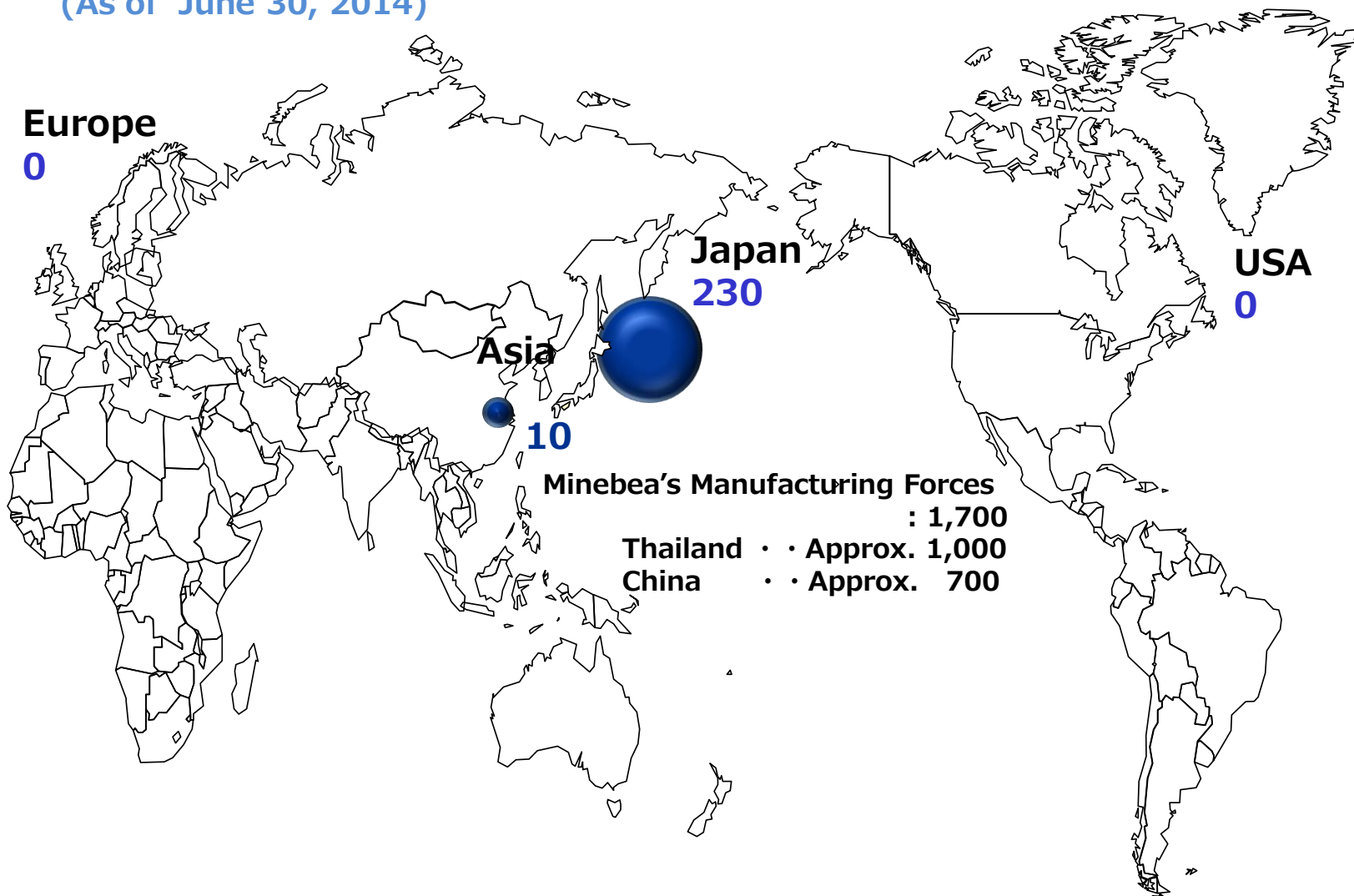
Rich lineup
Sufficient lineup
Small lineup
No lineup



# Number of Employees

(As of June 30, 2014)

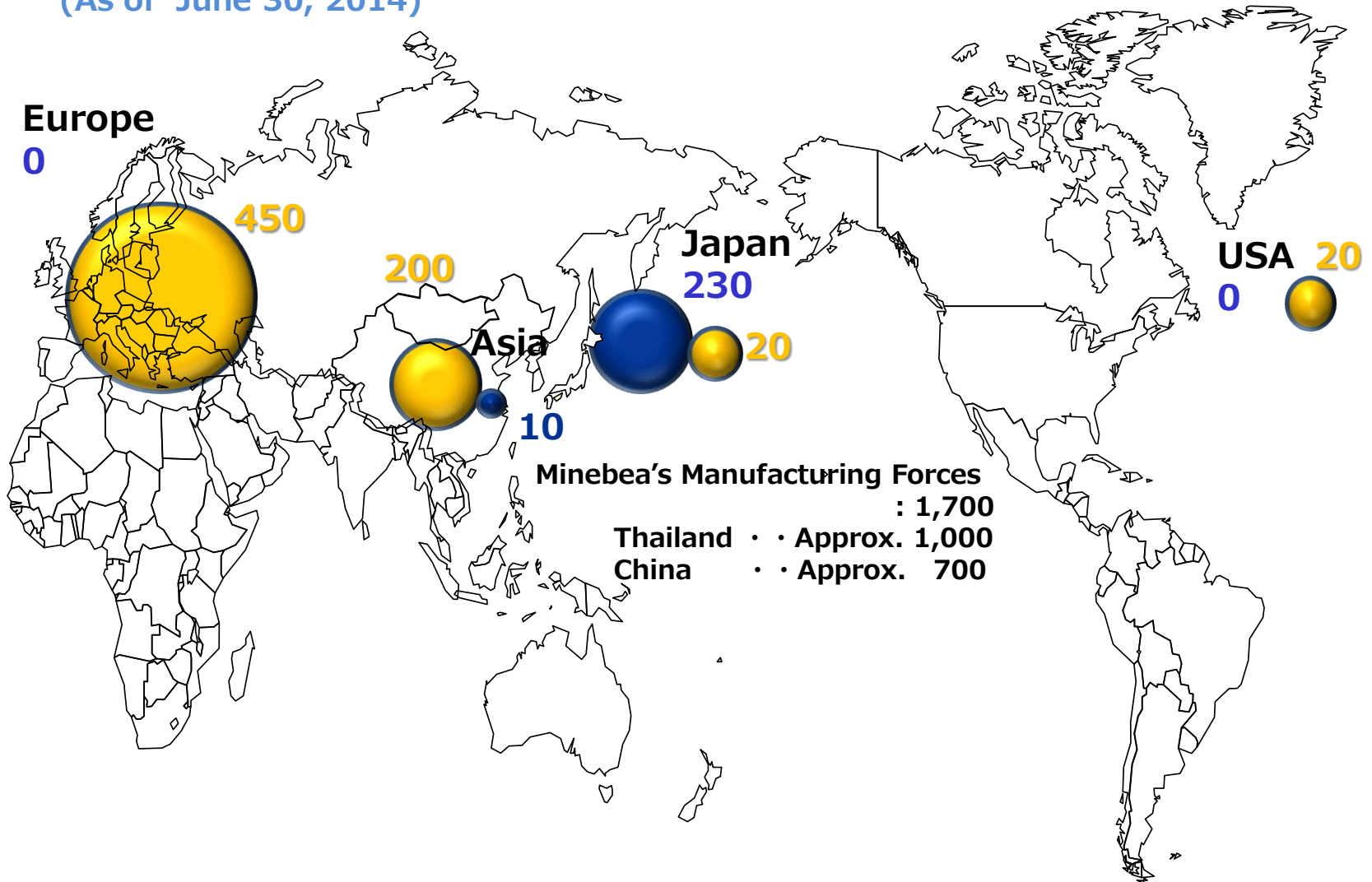
Minebea



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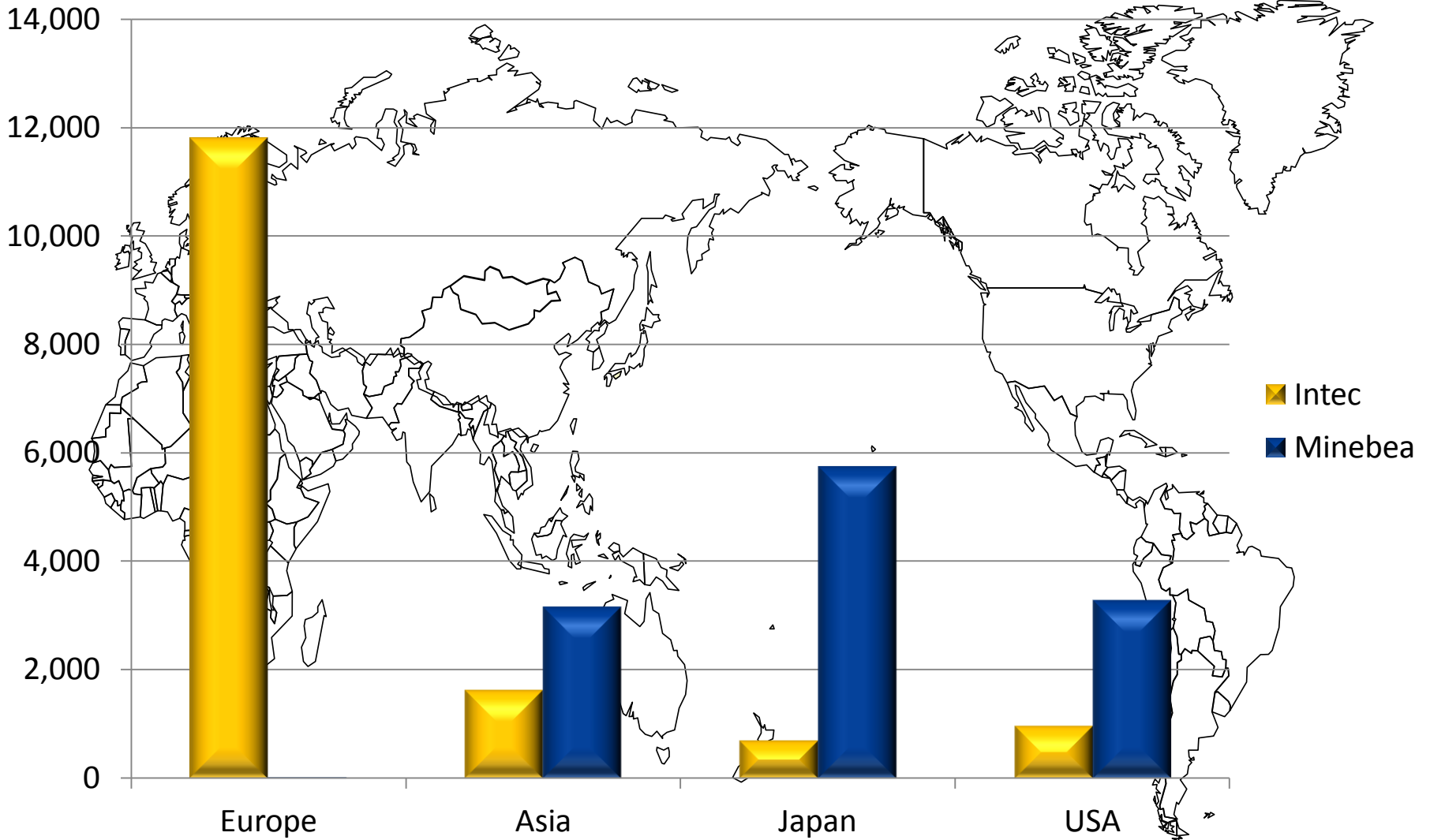
(As of June 30, 2014)

Minebea and Sartorius Intec





## Sales by Region

Millions of yen





# Target Synergy Outcomes of the combination

Offering higher-value-added products and services by utilizing the two companies' strengths

	 <b>Sartorius Intec</b>	 <b>Minebea Co., Ltd.</b> <b>MCBU</b>
Technology, R&D	Develop Electro Magnetic Compensated (EMC) units by utilizing ultra-precision machining technology.	Focus on developing beam-type load cells to extend product lineup and transfer canister type load cell R&D and production to Sartorius Intec.
Procurement, Cost reduction	Switch to Minebea-made load cells. Procure motors, power supplies, control circuits and other components from Minebea for its inspection products.	Under consideration
Production, Manufacturing	Transfer middle-range and low-end products to Minebea. Specialize in "Made in Germany" high-end products.	Increase production volume by sending Minebea-made load cells to Sartorius Intec.
Marketing, Sales	Utilize Minebea's marketing network in China.	Utilize Sartorius Intec's European and North American and Indian marketing and service networks. Utilize Sartorius Intec's Partnership Programs

# Target Synergy Outcomes of the combination

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**Synergy 500 million yen**

**Synergy 2,000 million yen**

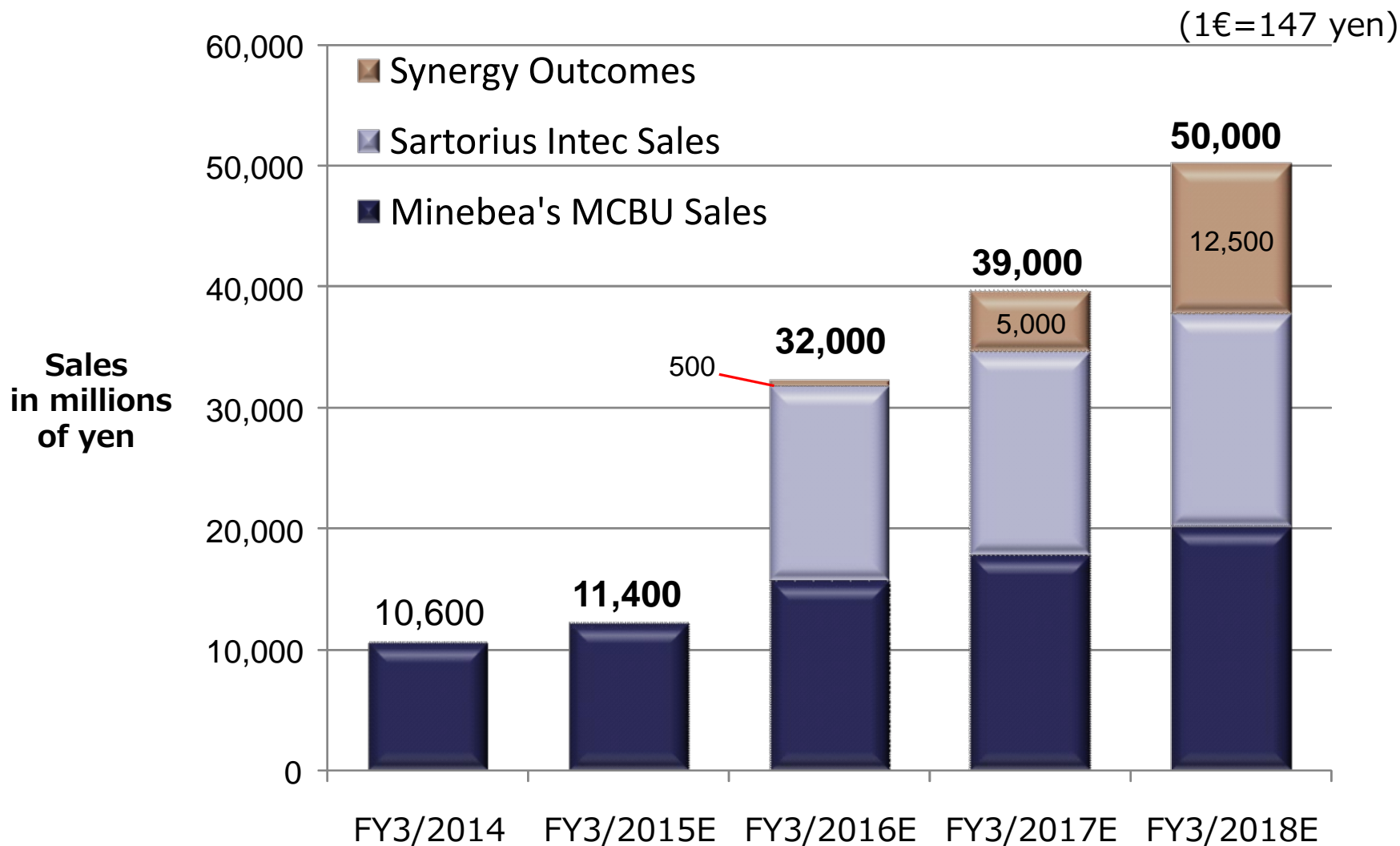
**Synergy 3,000 million yen**

**Synergy 7,000 million yen**

**Synergy Outcomes targeted in FY3/2018)**



## Targeting 50 billion yen sales in FY 3/2018





# Minebea Co., Ltd.

<http://www.minebea.co.jp/>

Any statements in this presentation which are not historical are future projections based on certain assumptions and executive judgments 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 but are not limited to: (i) changes in economic conditions or demand trends related to Minebea's business operations; (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.

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