

Business Results

Third Quarter of Fiscal Year
Ending March 31, 2018

MinebeaMitsumi Inc.

February 7, 2018

Summary of Consolidated Business Results for 1Q-3Q

Net sales as well as operating, ordinary, and net income totals for first three quarters hit record highs

(Millions of yen)	FY3/17	FY3/18	Change YoY	FY3/18 Full Year	
	1Q-3Q	1Q-3Q		Nov. Forecast	VS. Forecast
Net sales	442,508	654,927	+48.0%	810,000	80.9%
Operating income	34,715	64,389	+85.5%	73,000	88.2%
Ordinary income	34,772	64,515	+85.5%	72,000	89.6%
Income attributable to owners of the parent	24,912	51,555	X2.1	57,000	90.4%
Net income per share (yen)	66.46	122.40	+84.2%	135.51	90.3%

Foreign Exchange Rates	FY3/17 1Q-3Q	FY3/18 1Q-3Q
US\$	¥106.92	¥111.68
Euro	¥118.73	¥127.88
Thai Baht	¥3.04	¥3.32
Chinese RMB	¥16.06	¥16.55

Summary of Consolidated Business Results for 3Q

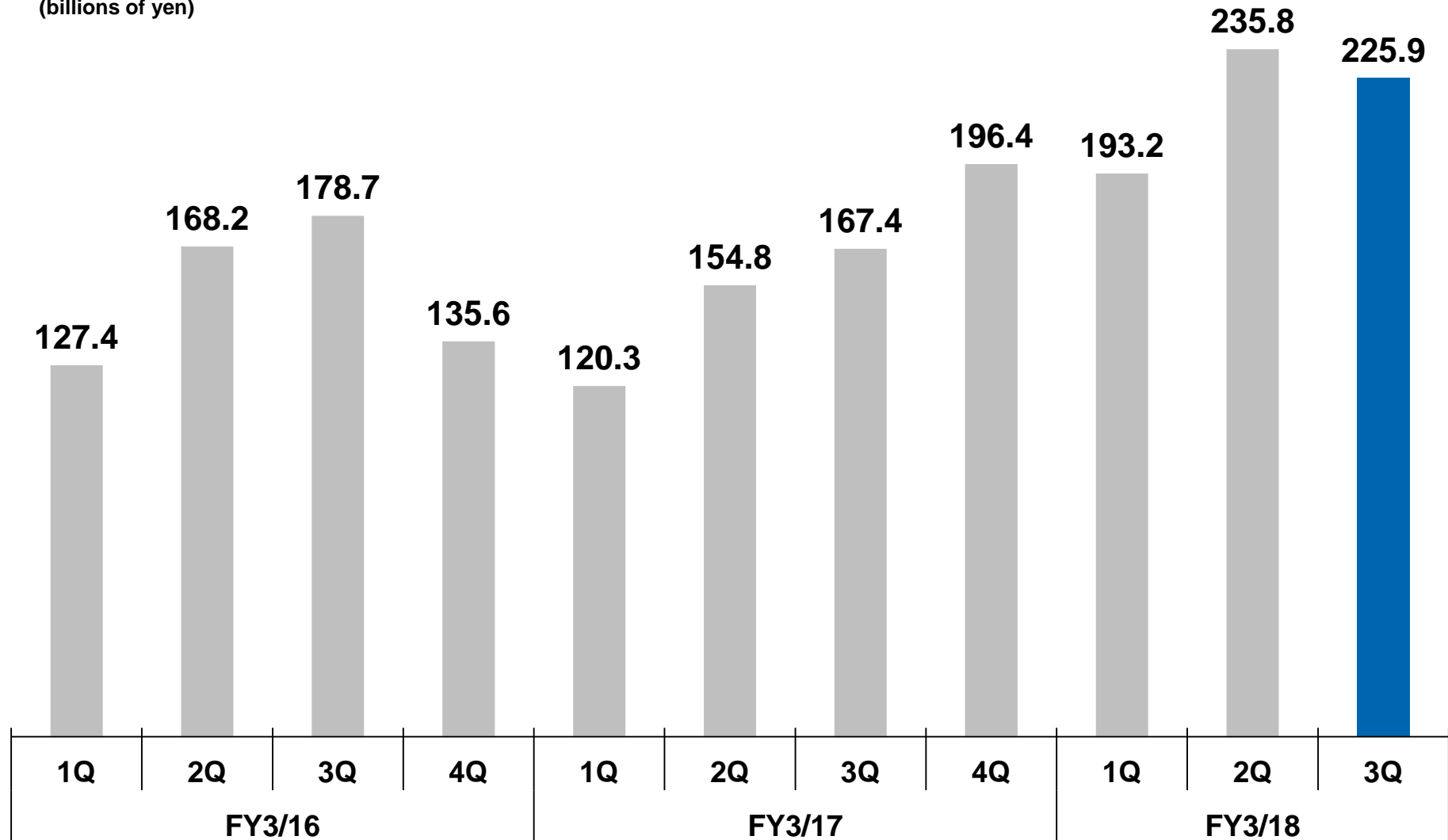
Net sales as well as operating, ordinary, and net income all set 3Q record highs

(Millions of yen)	FY3/17 3Q	FY3/18		Change	
		2Q	3Q	YoY	QoQ
Net sales	167,375	235,823	225,900	+35.0%	-4.2%
Operating income	16,120	24,889	22,437	+39.2%	-9.9%
Ordinary income	15,857	24,789	22,353	+41.0%	-9.8%
Income attributable to owners of the parent	12,167	20,095	17,278	+42.0%	-14.0%
Net income per share (yen)	32.44	47.72	41.22	+27.1%	-13.6%

Foreign Exchange Rates	17/3期3Q	18/3期2Q	18/3期3Q
US\$	¥106.13	¥110.92	¥112.65
Euro	¥116.04	¥129.65	¥132.47
Thai Baht	¥3.02	¥3.31	¥3.41
Chinese RMB	¥15.62	¥16.53	¥16.95

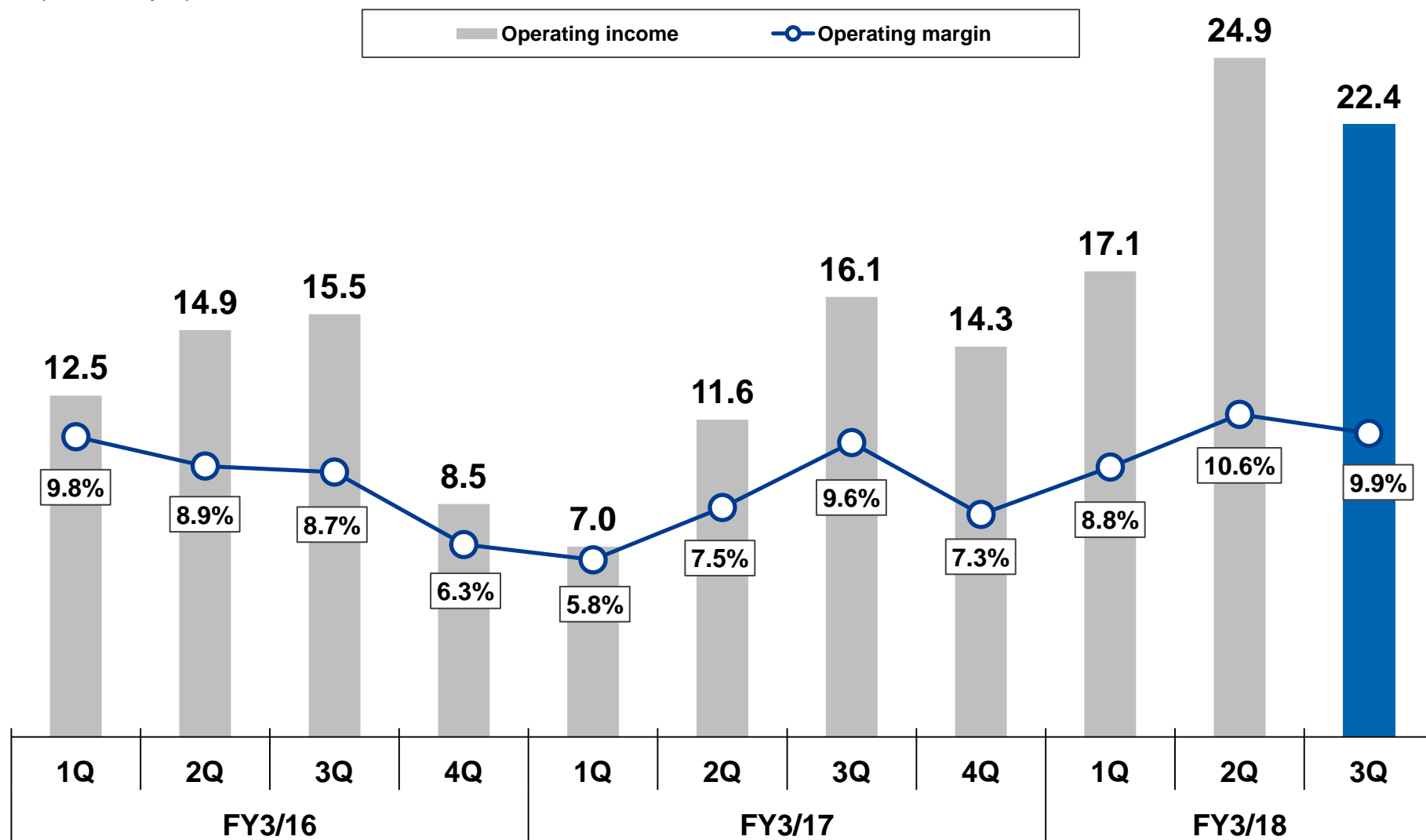
Net sales greatly surpassed quarterly record high

(billions of yen)



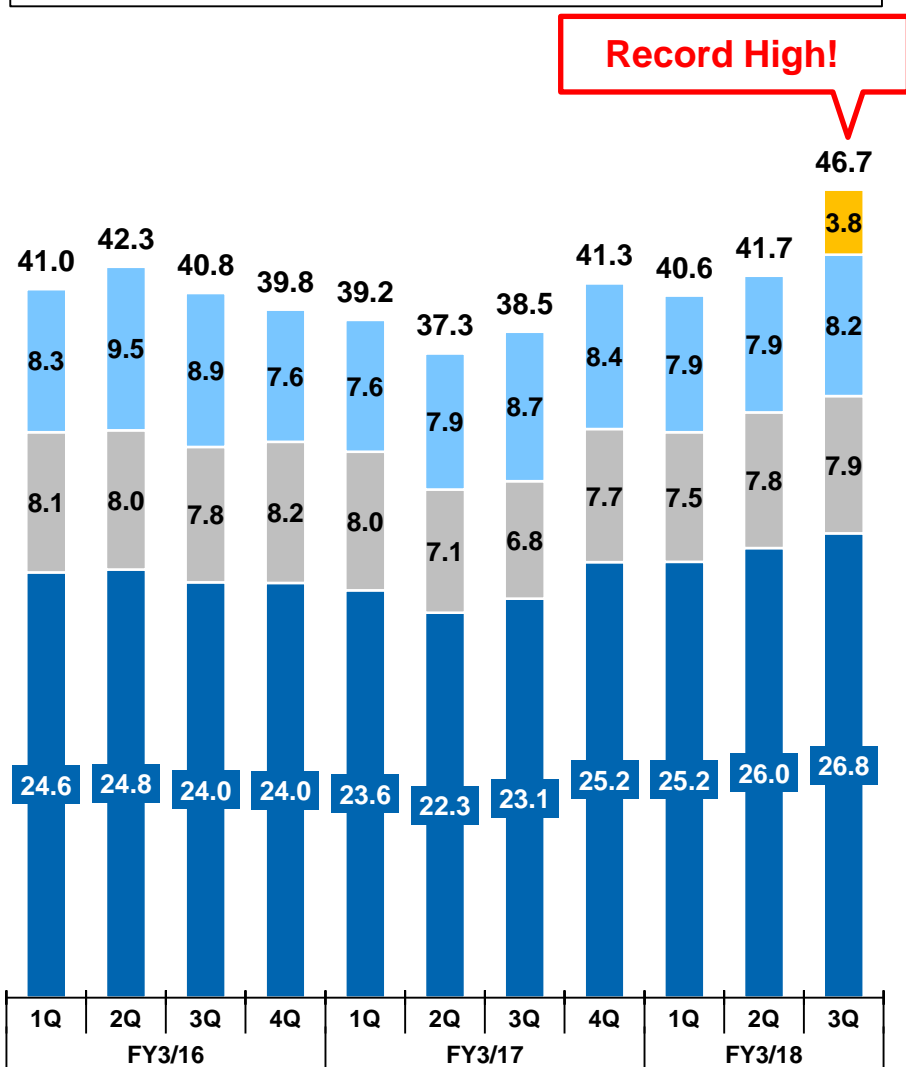
Operating income greatly surpassed quarterly record high

(billions of yen)



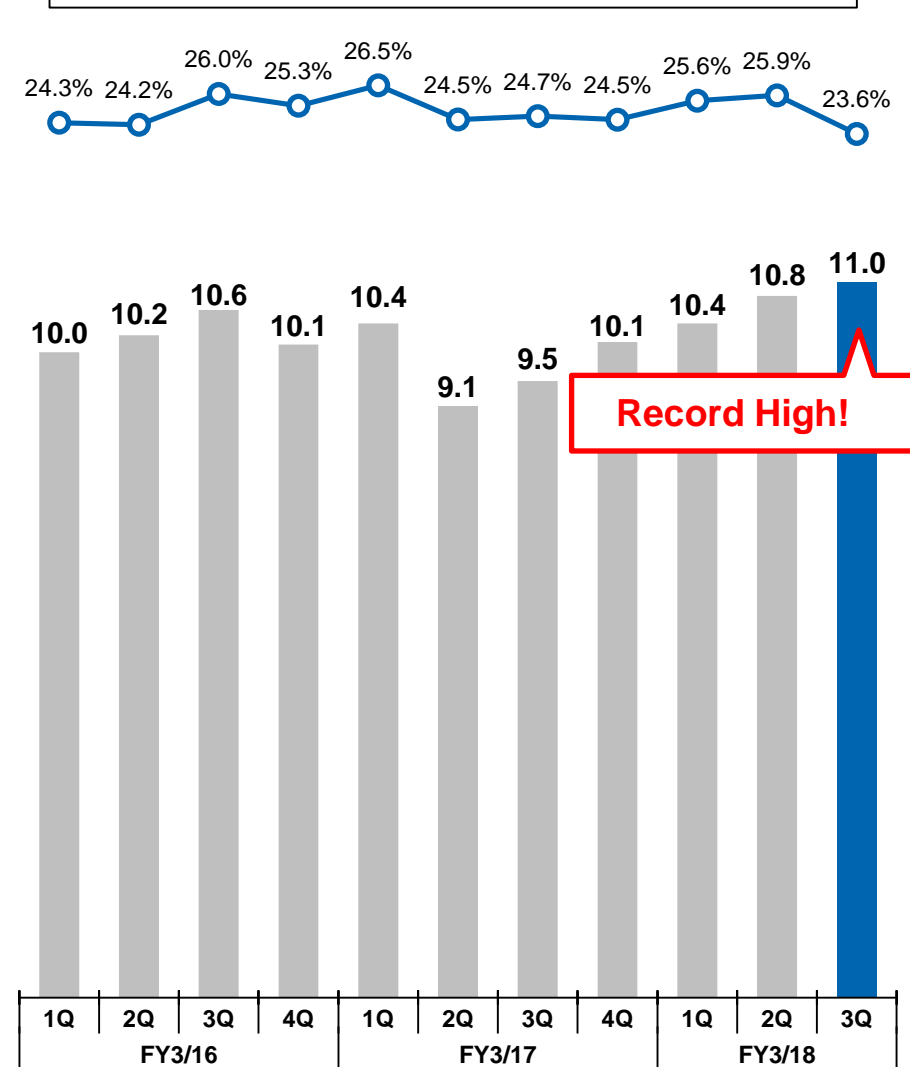
Net sales (Billions of yen)

■ Ball bearings ■ Rod-ends/Fasteners ■ Pivot assemblies ■ Other

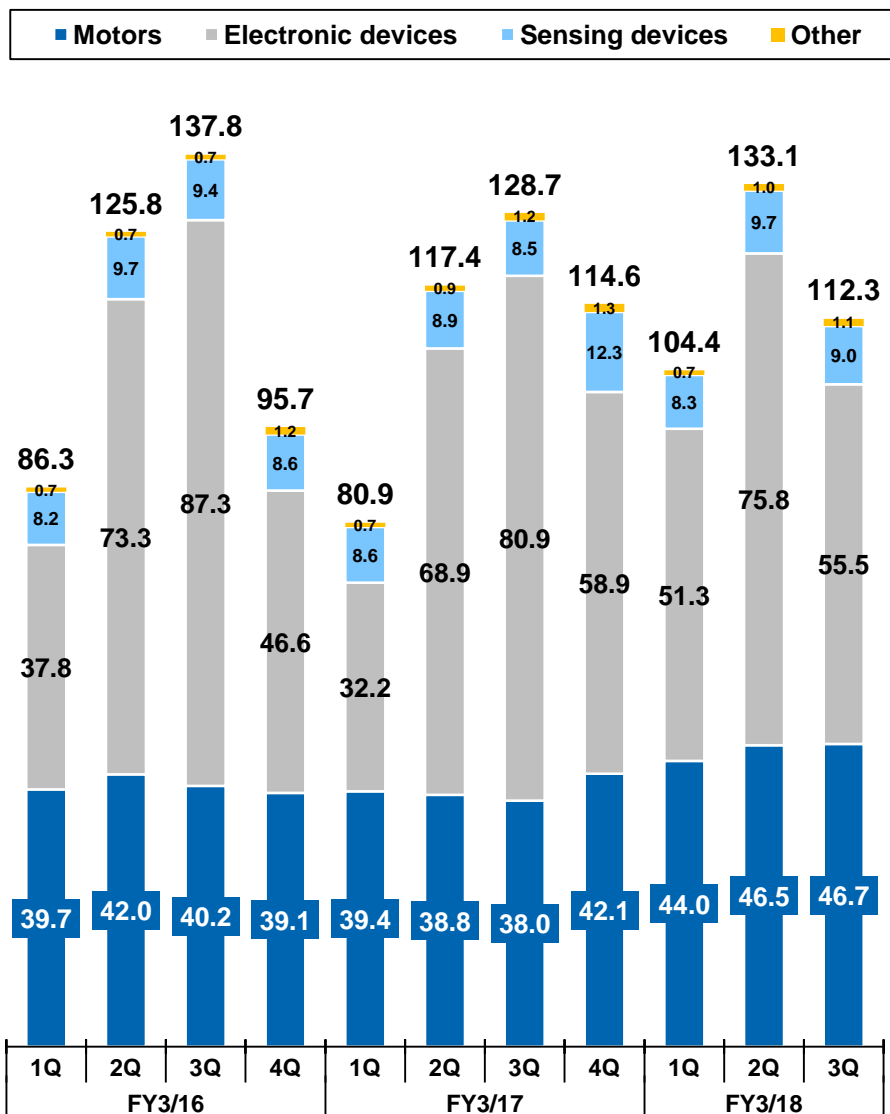


Operating income (Billions of yen)

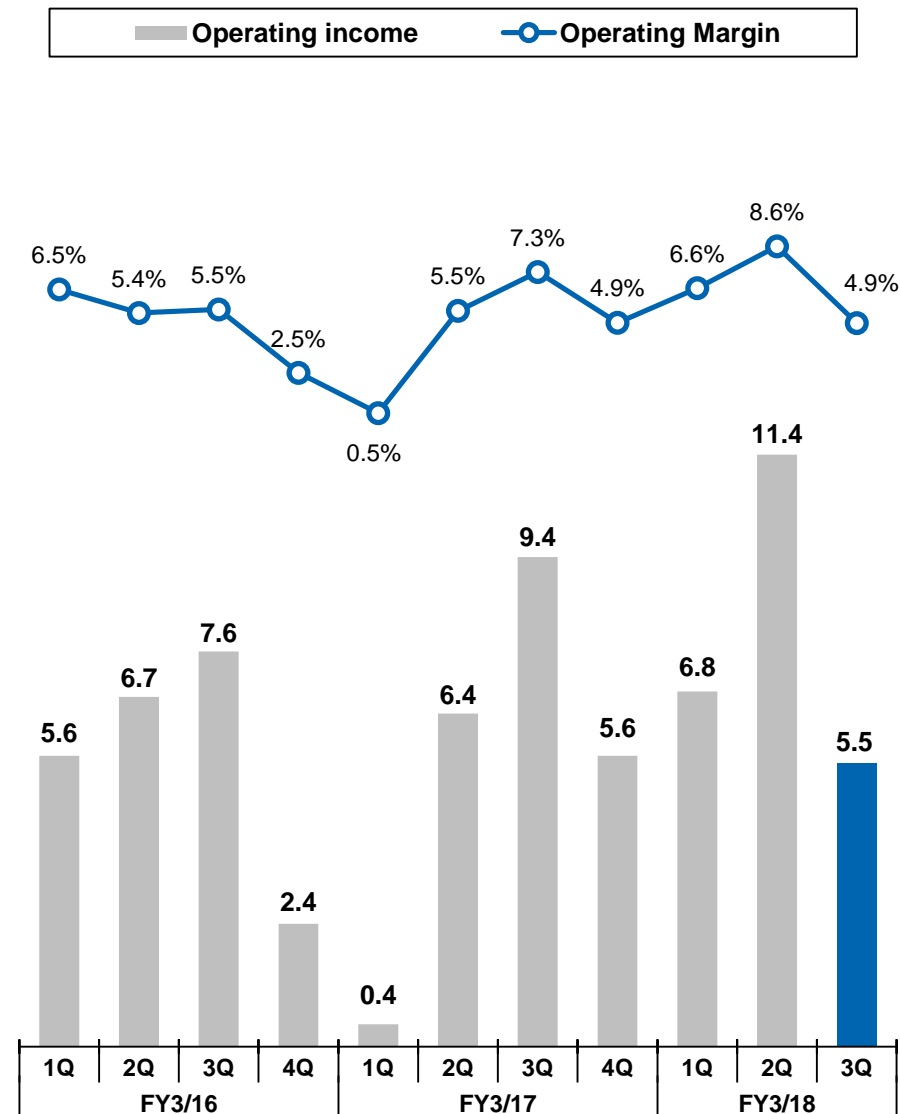
■ Operating income ○ Operating Margin



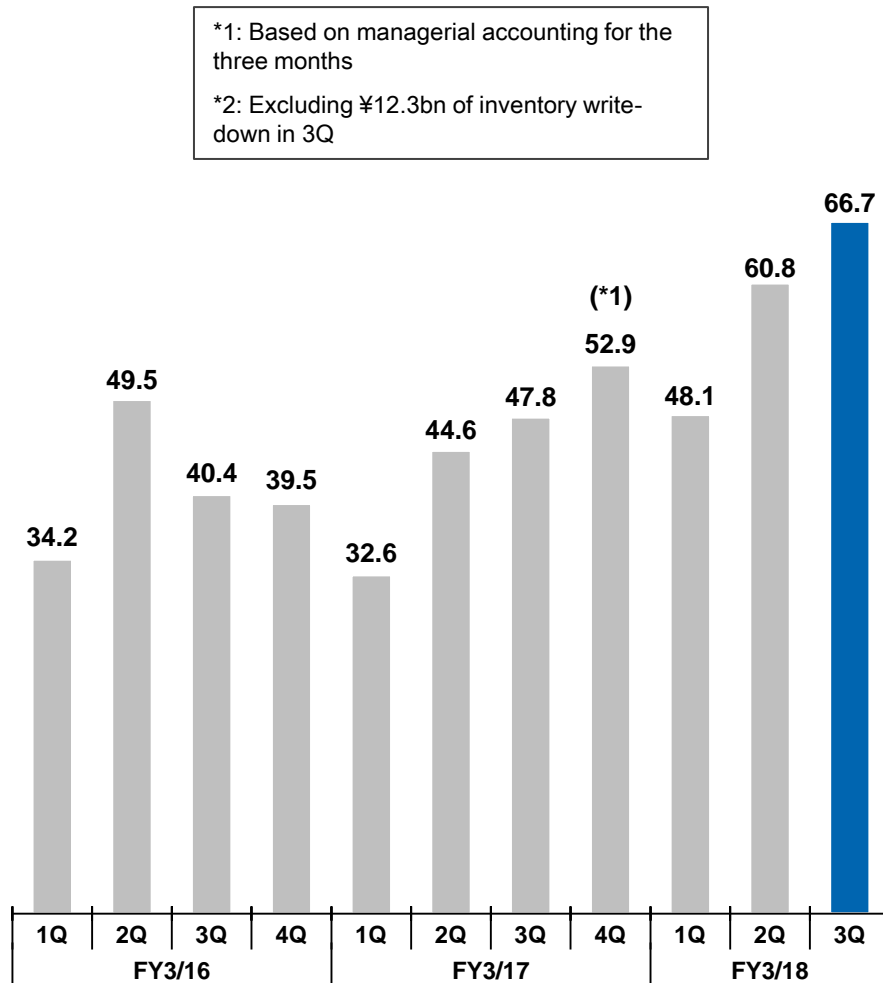
Net sales (Billions of yen)



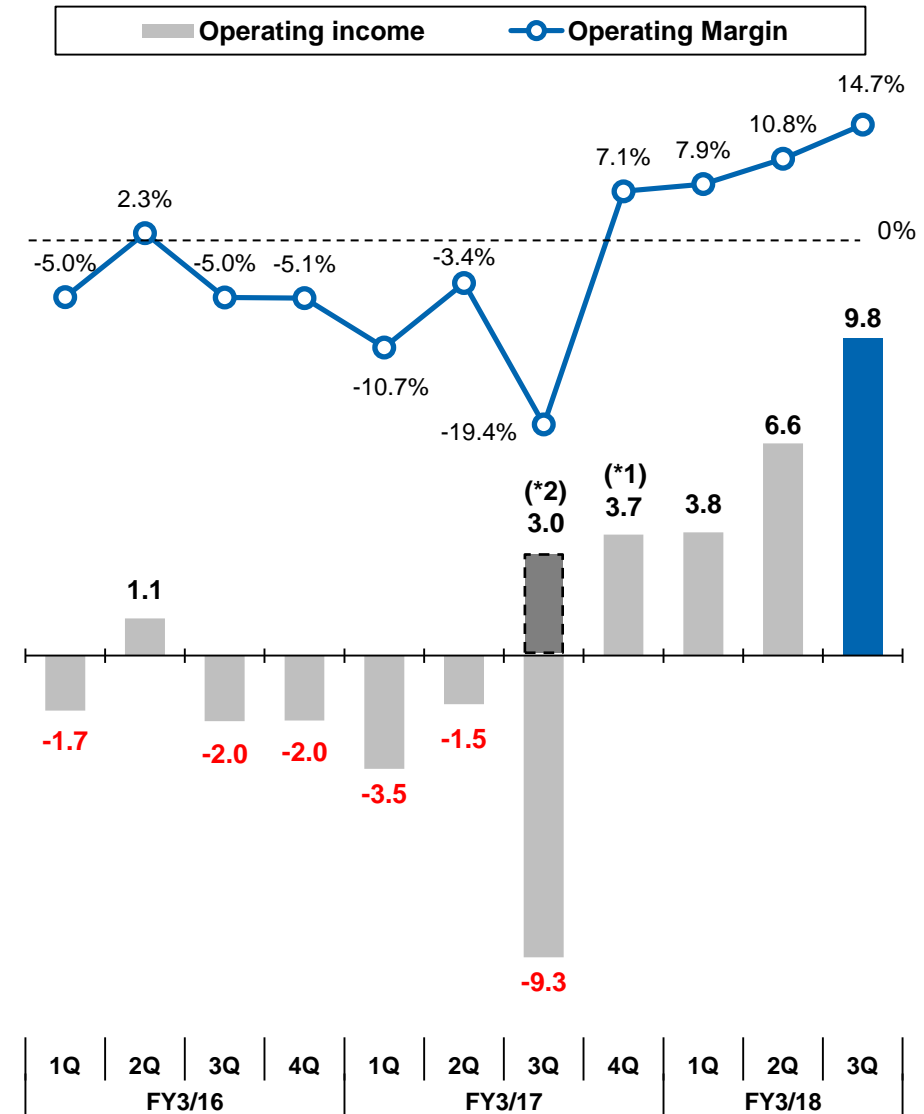
Operating income (Billions of yen)



Net sales (Billions of yen)

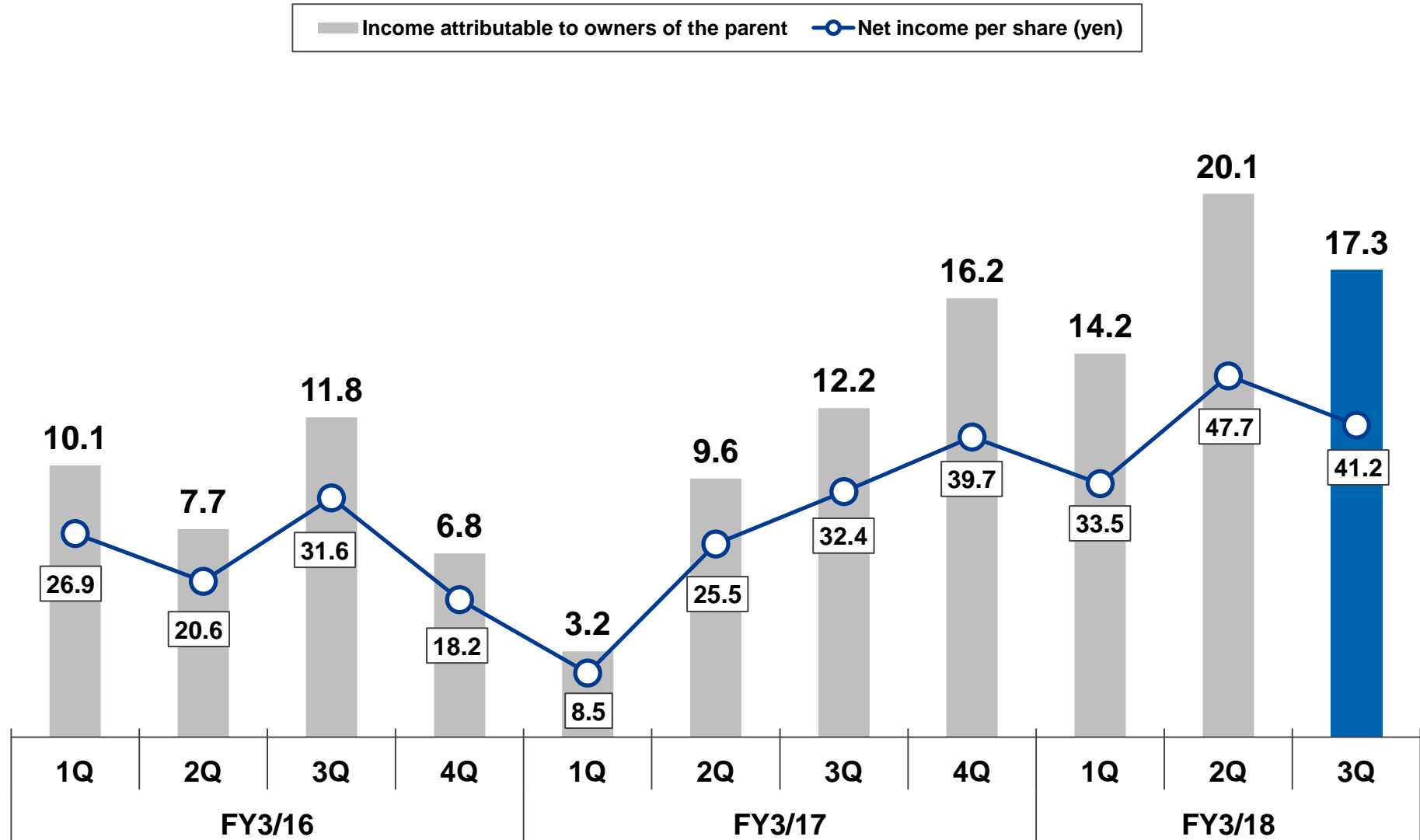


Operating income (Billions of yen)

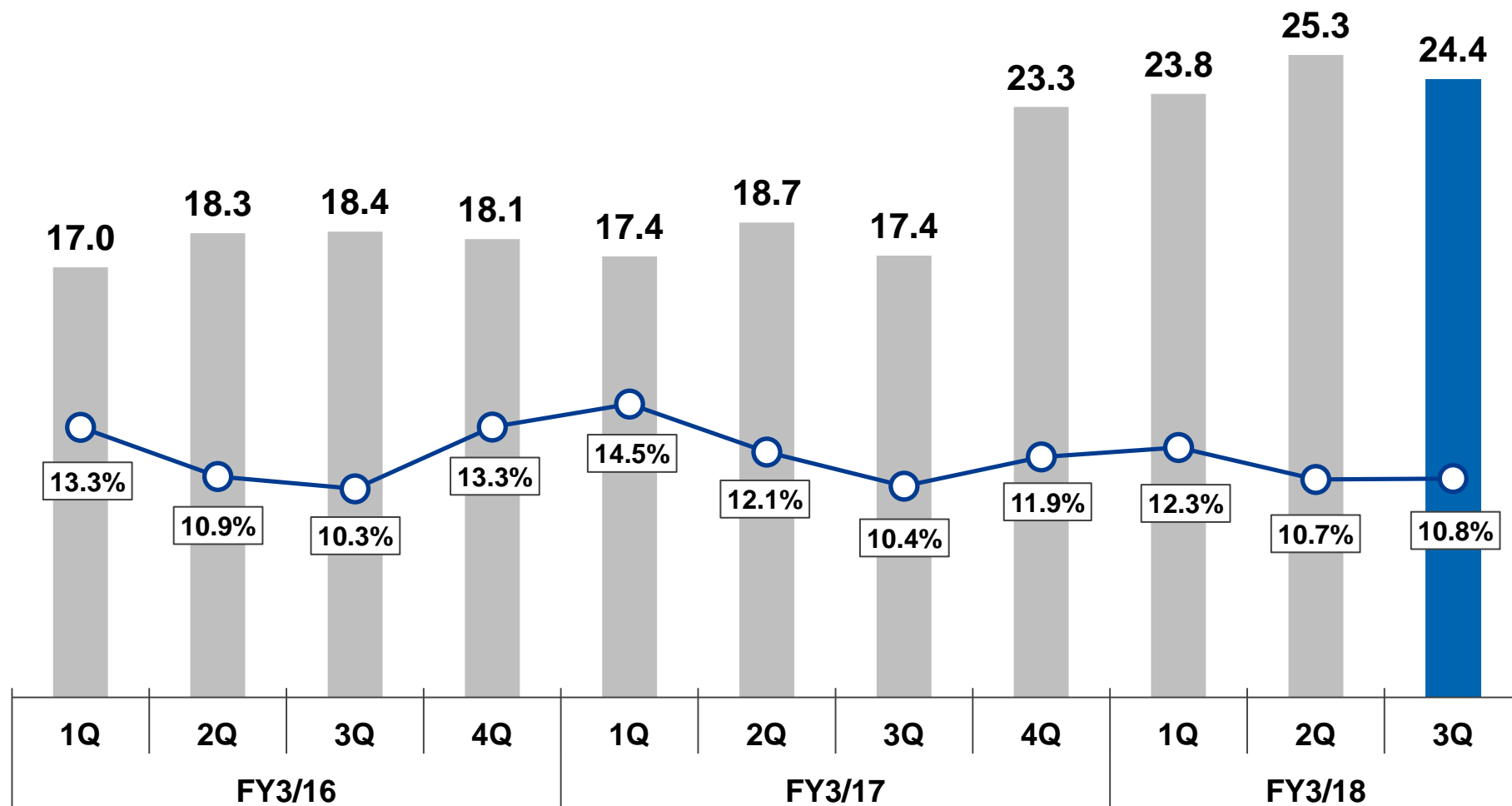


Up year on year for sixth straight quarter

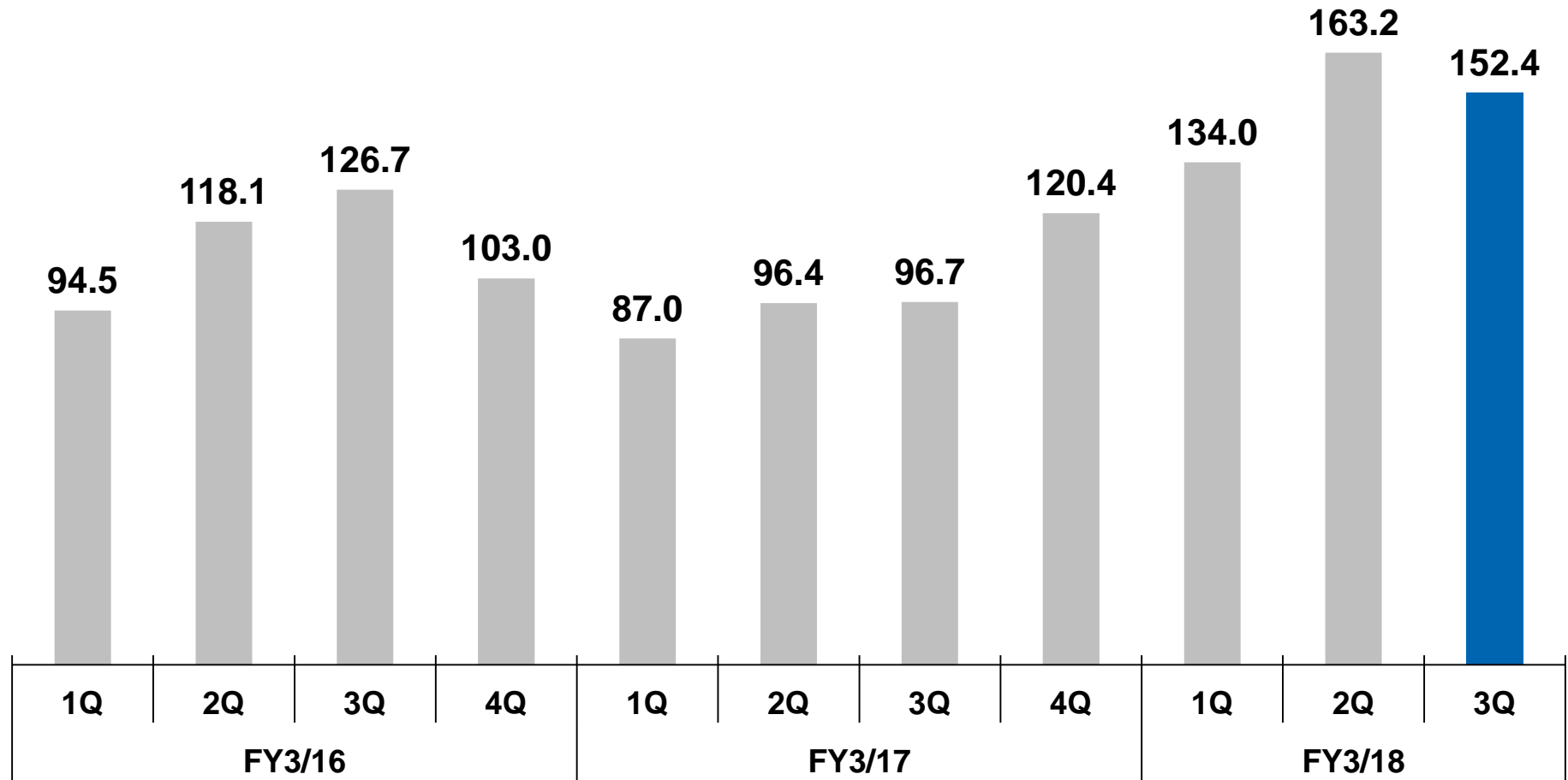
(Billions of yen)



(Billions of yen)



(Billions of yen)

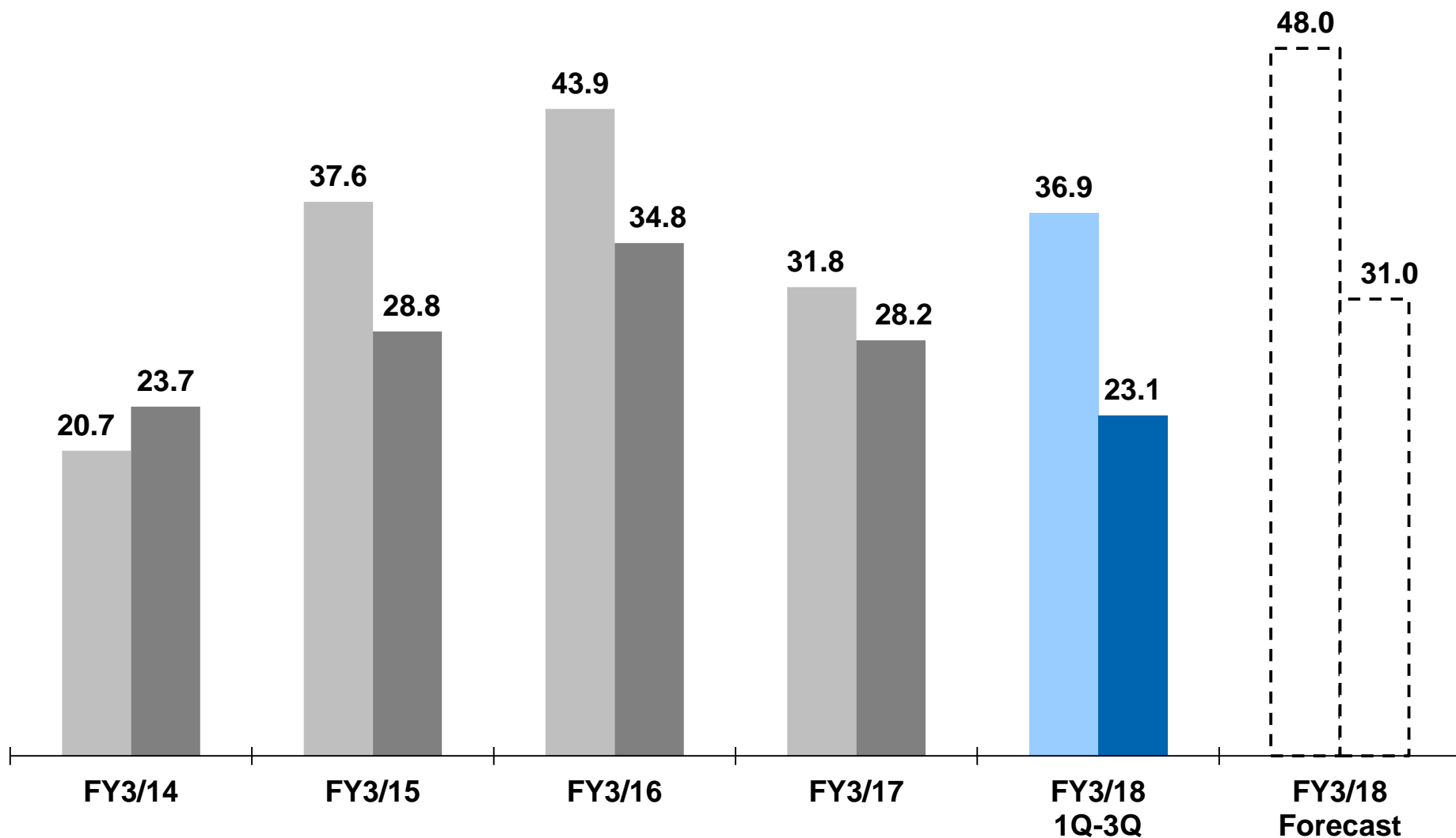


Capital Expenditure & Depreciation

Yearly

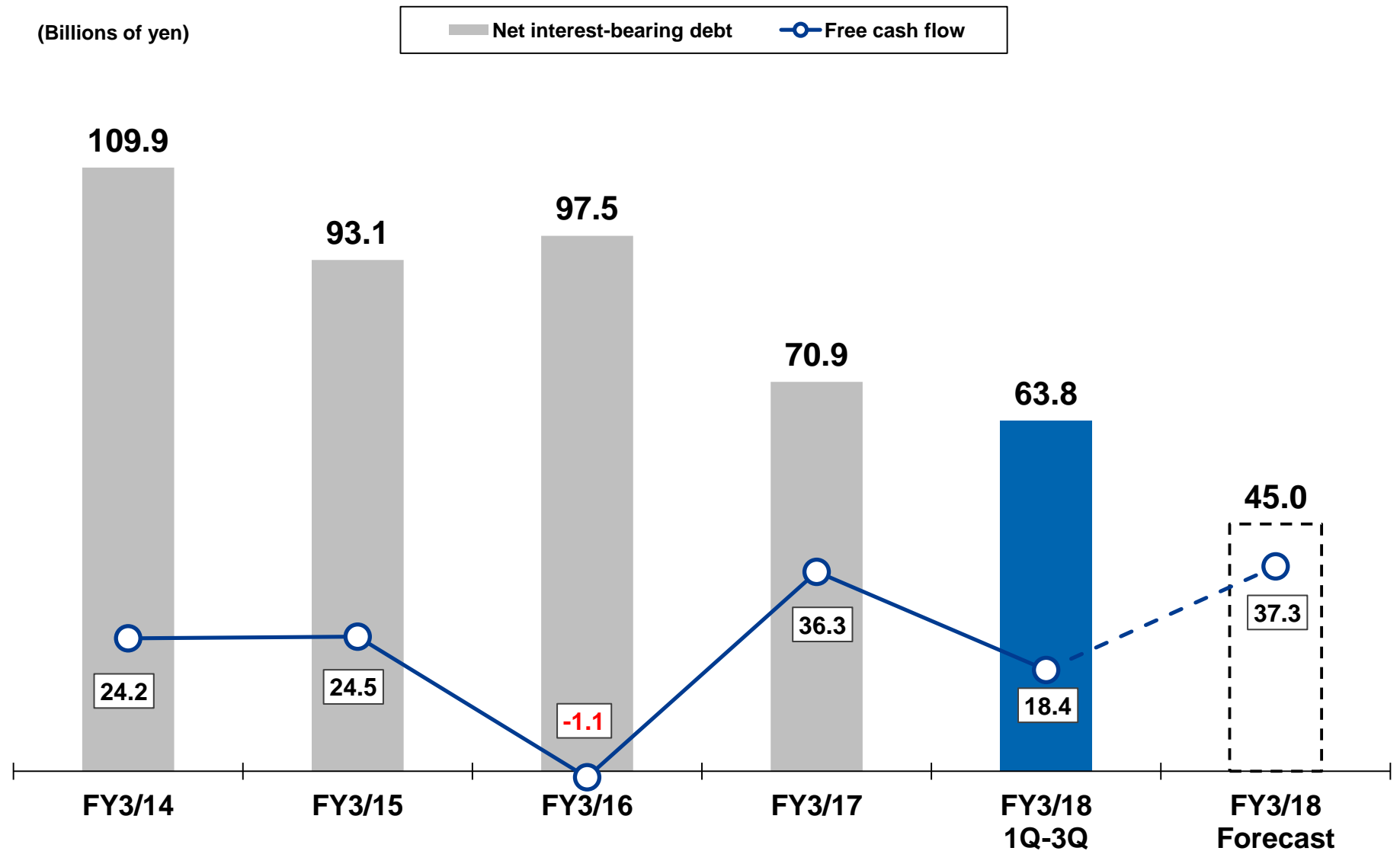
(Billions of yen)

■ Capital Expenditure ■ Depreciation & Amortization Expenses



Net Interest-Bearing Debt/Free Cash Flow

Yearly



Forecast for Fiscal Year Ending March 31, 2018

**Expecting net sales, operating income,
ordinary income & net income greatly surpass record highs**

(Millions of yen)	FY3/17	FY3/18				
	Full Year	1Q-3Q	4Q Forecast	Full Year Revised Forecast	YoY	Nov. Forecast
Net sales	638,926	654,927	195,073	850,000	+33.0%	810,000
Operating income	49,015	64,389	15,611	80,000	+63.2%	73,000
Ordinary income	48,393	64,515	14,985	79,500	+64.3%	72,000
Income attributable to owners of the parent	41,146	51,555	10,445	62,000	+50.7%	57,000
Net income per share (yen)	107.33	122.40	24.97	147.37	+37.3%	135.51

Foreign Exchange Rates	FY3/17 Full Year	FY3/18 1Q-3Q	FY3/18 4Q Assumption	FY3/18 Full Year Assumption
US\$	¥108.76	¥111.68	¥110.00	¥111.26
Euro	¥119.34	¥127.88	¥135.00	¥129.66
Thai Baht	¥3.09	¥3.32	¥3.50	¥3.37
Chinese RMB	¥16.18	¥16.55	¥17.25	¥16.73

Forecast for Business Segment

(Millions of yen)	FY3/17	FY3/18				
	Full Year	1Q-3Q	4Q Forecast	Full Year Revised Forecast	YoY	Nov. Forecast
Net sales	638,926	654,927	195,073	850,000	+33.0%	810,000
Machined components	156,310	129,101	44,899	174,000	+11.3%	163,000
Electronic devices and components	441,615	349,764	98,236	448,000	+1.4%	418,000
Mitsumi business	40,342	175,551	51,849	227,400	X5.6	228,400
Other	658	510	90	600	-8.8%	600
Operating income	49,015	64,389	15,611	80,000	+63.2%	73,000
Machined components	39,147	32,263	11,437	43,700	+11.6%	42,500
Electronic devices and components	21,898	23,734	6,266	30,000	+37.0%	27,500
Mitsumi business	2,315	20,135	3,065	23,200	X10.0	20,000
Other	-120	-145	-255	-400	X3.3	-400
Adjustment	-14,223	-11,597	-4,903	-16,500	+16.0%	-16,600

Shareholders Return

	FY3/17 Actual		FY3/18 Actual/Forecast
Interim dividend	7 yen/share	→	13 yen/share
Year-end dividend	7 yen/share	→	13 [*] yen/share
Total	14 yen/share	→	26 [*] yen/share

**** Total return ratio, including share buyback, reaching about 30%**

* Dividend for FY3/18 will be decided on business performance at payout ratio of around 20%

** Total return ratio = (total dividend + share buyback) / net income

Taking Ball Bearings to the Next Level

Volume

External sales

External sales hit record highs three times this FY and grew 9% YoY

→ **209mil units** in January!

Production

Improved productivity boosted monthly production volumes

→ **Capacity for 300mil or more next FY** with planned investment

~Four Strong Winds~

Automobiles

Data Centers

High-end Home Appliances

Small Robots

Will start FY18 at 280mil units!
(Internal + External)

Ball bearing external shipments (mil. Unites/month)



Cost

One-time costs to be eliminated after 4Q, such as set-up and logistics costs, boosting productivity

→ Ball bearing profitability to be way up next fiscal year

Price

Ensure optimal profits via **pricing review** (shift the focus from volume to quality requirements)

Prices of core parts and high quality products should reflect their added value

Next Fiscal Year's Growth Engines Remain Unchanged

Ball bearing

Profitability to be way up from April onward

Rod-ends

Fastener (Mechanical Parts for Aircraft) productivity and profitability will be up

Game consoles

Demand to soar beginning in April

Smartphones

Furthering inroads & sales expansion in China (LED backlights will remain robust in next FY)

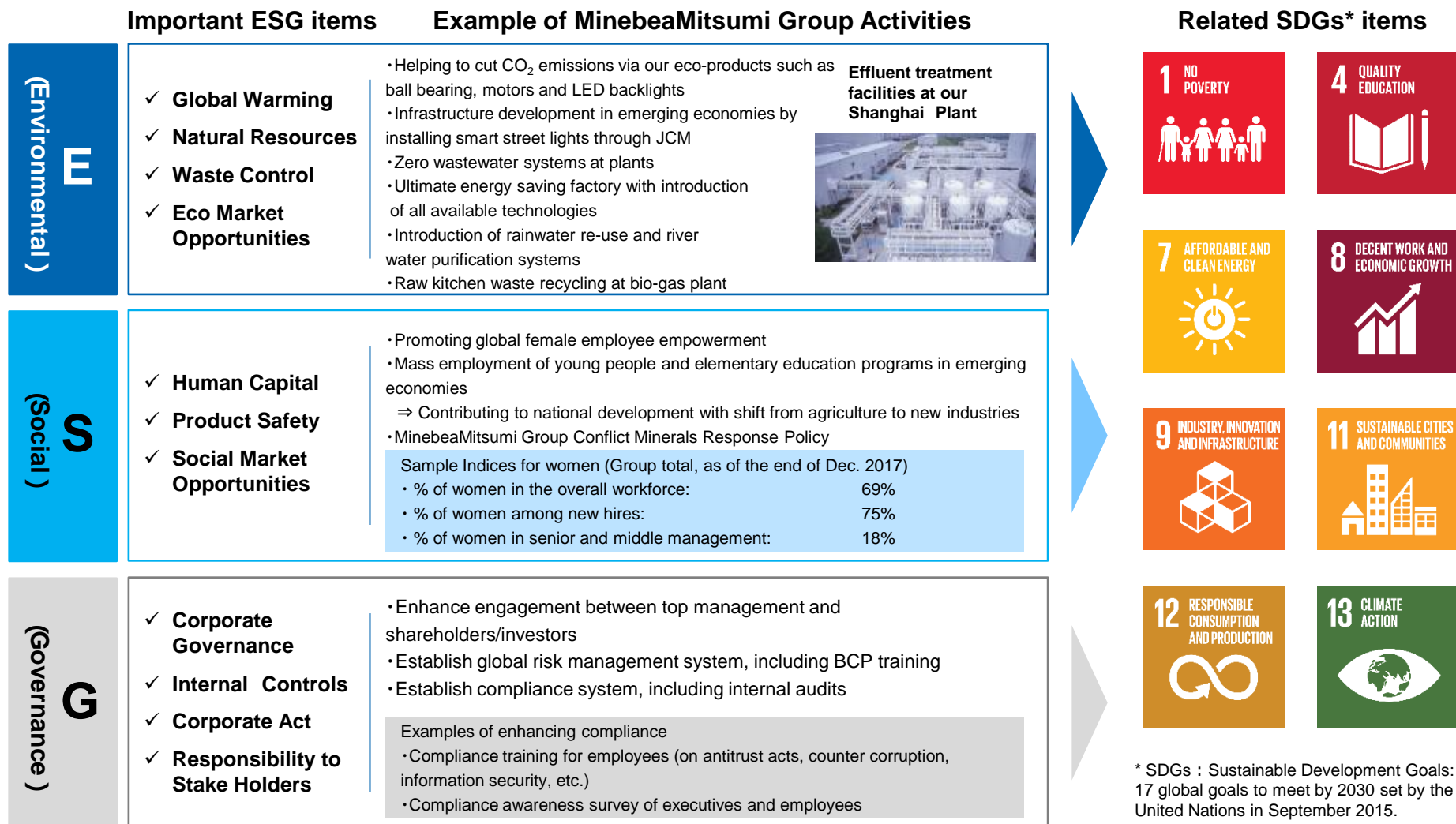
Motors

Sales to top ¥180 bil. this FY and will remain robust in next FY mainly due to Auto Motors
Launching many new products

A strong product portfolio is our foundation for reaching new heights and weathering any changes over the next fiscal year!

Sources of Sustainable Growth - ESG Activities

We will continue growth with enhancing ESG activities replying the requirements of society



Passion to Create Value through Difference



World Smallest Fidget Spinner^{*1}

^{*1}: Smallest fidget spinner, Accreditation date: 14 November 2017, Accredited size: 5.09mm



World Longest Fidget Spinner^{*2}

^{*2}: Longest duration spinning a fidget spinner on one finger, Accreditation date: 11 December, 2017, Accredited duration: 24 minutes 46.34 seconds



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 MinebeaMitsumi'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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