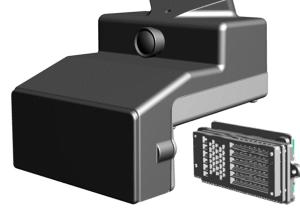
## **Nidec Corporation** Fiscal 2018 Financial Results

Fiscal Year Ended March 31, 2019







April 24, 2019

### **Disclaimer Regarding Forward-looking Statements**

These presentation materials and the related discussions contain forward-looking statements including expectations, estimates, projections, plans and strategies. Such forward-looking statements are based on management's targets, assumptions and beliefs in light of the information currently available. Certain risks, uncertainties and other factors could cause actual results to differ materially from those discussed in the forward-looking statements. Such risks and uncertainties include, but are not limited to, changes in customer circumstances and demand, exchange rate fluctuations, and the Nidec Group's ability to design, develop, mass produce and win acceptance of its products and to acquire and successfully integrate companies with complementary technologies and product lines. Please see other disclosure documents filed or published by the Nidec Group companies, including the Japanese securities report, for additional information regarding such risks and uncertainties. Nidec undertakes no obligation to update the forward-looking statements unless required by law.

#### 3

#### Consolidated Profit/Loss



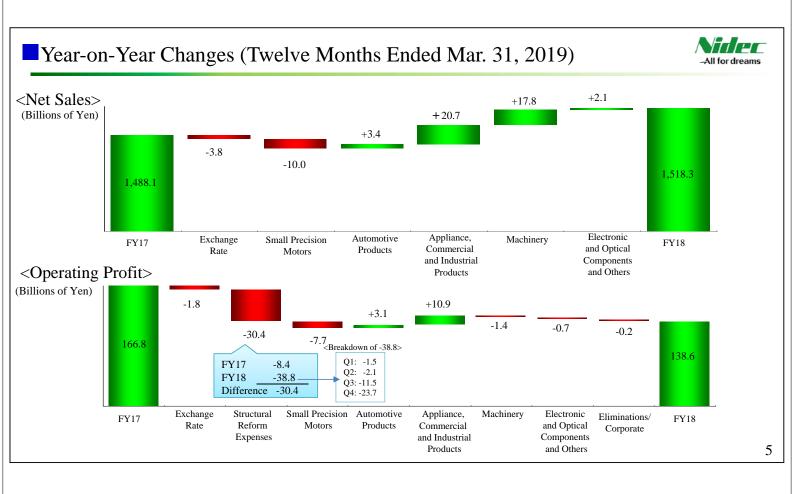
Millions of Yen, except for EPS, dividends and FX rate	FY2017	FY2018	Change	FY2019 Forecast
Net sales	1,488,090	1,518,320	+2.0%	1,650,000
Operating profit	166,842	138,620	-16.9%	175,000
Operating profit ratio	11.2%	9.1%	-	10.6%
Profit before income taxes	163,665	139,014	-15.1%	170,000
Profit attributable to owners of the parent	130,834	110,798	-15.3%	135,000
EPS (Yen)	441.91	375.83	-15.0%	456.14
Dividends (Yen)	95.00	105.00	-	110.00
FX Rate (Yen/US\$)				<assumed fx="" rate=""></assumed>
Average:	110.85	110.91	+0.1%	Yen/US\$: 105
Term end:	106.24	110.99	+4.5%	Yen/Euro: 125

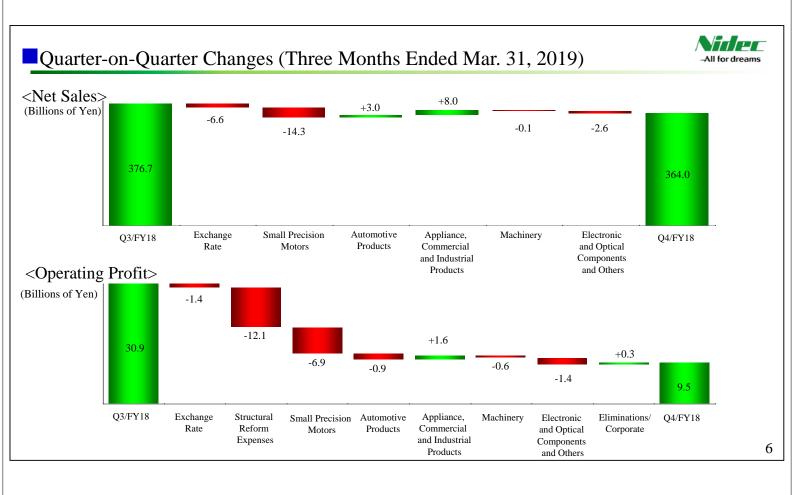
Note: Based on the current forecast of sales volume, every one yen appreciation or depreciation against the U.S. dollar and the euro for FY2019 is estimated to have an annualized impact of 9.0 billion yen and 1.7 billion yen on net sales, respectively, and 1.1 billion yen and 0.4 billion yen on operating profit, respectively.

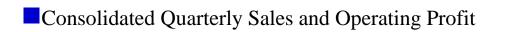
#### Summary of FY2018



- □ Net sales increased 2% Y/Y to ¥1,518.3 billion, marking a record high.
- □ Operating profit decreased 17% Y/Y to ¥138.6 billion due to temporary expenses of ¥38.8 billion for streamlining factories, launching new products, and completing ongoing M&A deals.
- □ Profit attributable to owners of the parent decreased 15% Y/Y to ¥ 110.8 billion.

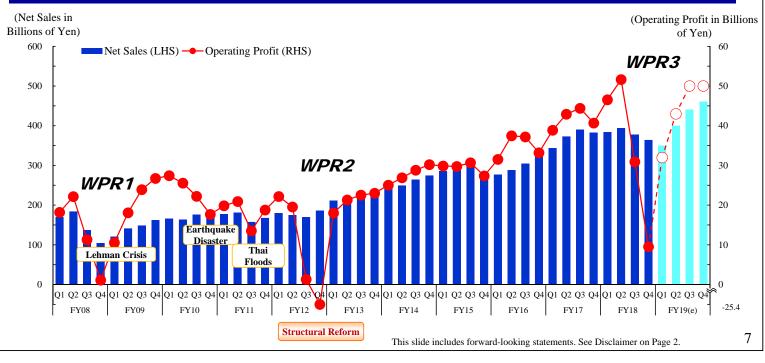








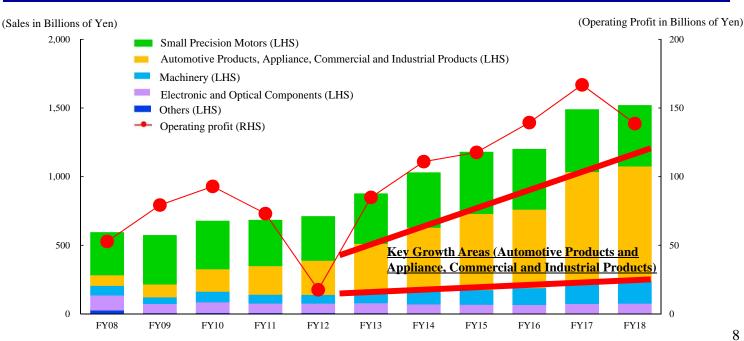
#### Accelerated business portfolio transformation through Lehman Crisis and Structural Reform

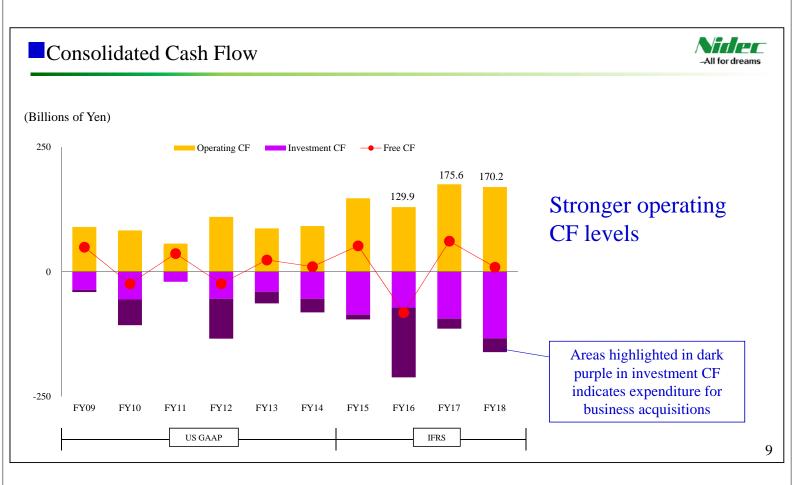


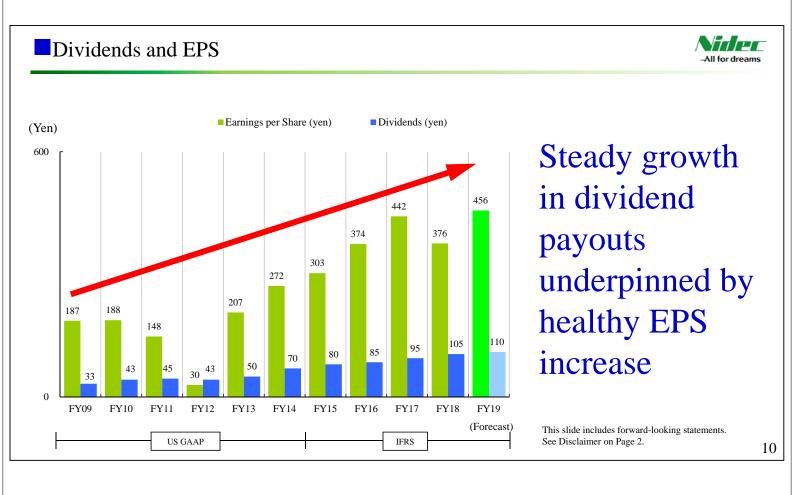
#### Sales and Operating Profit per Product Group



#### Business portfolio transformation steadily leading to profit growth

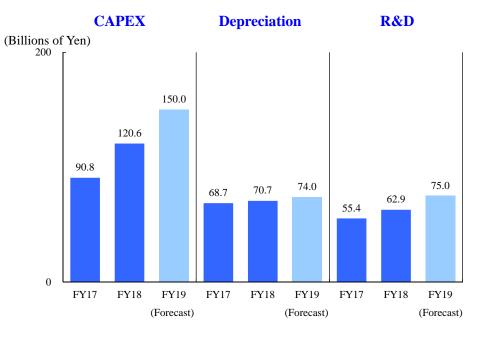






#### CAPEX, Depreciation, R&D





Continuing aggressive investments to support organic growth

This slide includes forward-looking statements. See Disclaimer on Page 2.

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#### FY2019 Forecast



Millions of Yen, except for EPS, dividends and FX rate	1H/FY2019	2H/FY2019	Full-Year
Net sales	750,000	900,000	1,650,000
Operating profit	75,000	100,000	175,000
Operating profit ratio	10.0%	11.1%	10.6%
Profit before income taxes	73,000	97,000	170,000
Profit attributable to owners of the parent	57,000	78,000	135,000
EPS (Yen)	193.01	263.13	456.14
Dividends (Yen)	55.00	55.00	110.00
FX Rate (Yen/US\$) FX Rate (Yen/Euro)	105 125	105 125	105 125

## Mid-Term Strategic Goal Vision2020

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**Vision2020**: Mid-Term Strategic Goal

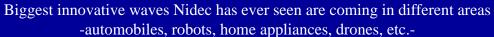


#### Continuous pursuit of profit & strong growth

- 1. Target for consolidated net sales: 2 trillion yen (including sales attributable to new M&A of approx. 500 billion yen)
- 2. Sales target for Automotive: 700 billion to 1 trillion yen
- 3. Target for consolidated operating profit ratio: 15%
- 4. Target for ROE: 18% (assuming shareholders' equity ratio of 60%)
- 5. Five regional HQ management units

■ 5G Communications: New Addition to Nidec's Future Growth Drivers







**WPR3**: Structural Reform (1) -Examples of Business Portfolio Transformation-



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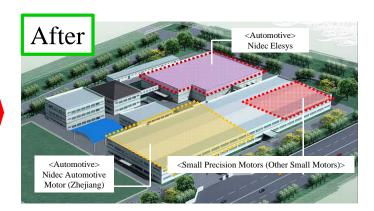
#### Shifting to automotive and other small motors production in line with business portfolio transformation

< Example of Nidec (Zhejiang) Corporation>





HDD motors





- EPS\* motors
- EPS\* powerpacks
- Vacuum cleaner motors, etc.



#### Full scale transformation into a speed reducer factory / Education and training of local engineers in progress

<Example of Nidec Subic Philippines>





**HDD** motors





Small speed reducers

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#### Growth Areas (1): Expanding Automotive Product Lineups



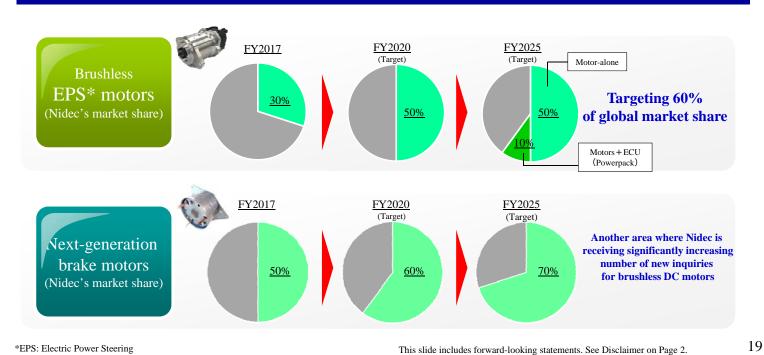
#### Five product groups built to date since the mid-1990s



#### Growth Areas (2): Expanding Sales of EPS\* and Next-Gen Brake Motors



#### Aiming to boost market share through electrification of cars and adoption of brushless motor technology

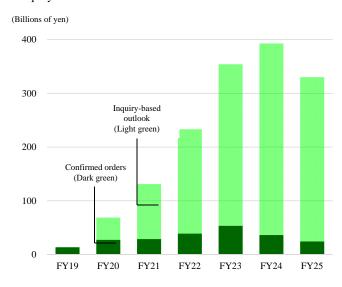


#### Growth Areas (3): Volume Orders for Traction Motors



#### Winning another customer for E-Axle following GAC as well as a European Tier1 customer for motors for mild hybrid system

<Inquiry-based outlook and confirmed orders of traction motors>



<Enhanced lineup of Nidec's traction motor system (E-Axle)>

E-Axle Lineup	Ni150F Series	Ni100F Series * New	Ni70F Series
Market introduction	FY2019	FY2020 2H (estimate)	FY2021 (estimate)
Maximum power output Maximum torque output	150kW 3,900Nm	100kW 2,400Nm	70kW 1,600Nm
External diameter (mm)	485x325x460	390x345x425	350x345x410
Weight	87kg	54.5kg	48kg
Corresponding car segment	B to D	A to C	A

<Number of inquiries for Nidec's traction motor>

E-Axle: Nidec received the following number of inquiries from OEMs in these countries and regions.

China Europe Americas Japan Korea

Motor alone: Nidec received the following number of inquiries from manufacturers in Europe.



Europe 5 Tier1s



\*Please refer to information on Nidec's website for the traction technology strategy (Japanese only): https://www.nidec.com/-/media/nidec-com/news/2019/0412-02/190412-02.pdf
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#### Growth Areas (4): New Order for Traction Motors



#### Nidec E-Axle won yet another order for E-Axle to drive GAC NE's new SUV line

<First car model driven by E-Axle (previously announced)>



<Second car model driven by E-Axle>



GAC NE's Aion S



GAC NE's Aion LX

Nidec's traction motor system, E-Axle has been used in Aion S, the new mass produced electric vehicle model, launched by GAC NE at Guangzhou Motor Show 2018.

Aion LX, unveiled at Shanghai Motor Show 2019, is equipped with the latest driving technology including Level 3 autonomous driving assistance, and harness solar power to create an energy-efficient internal cabin.

Aion LX has a range of over 600km and accelerates from 0 to 100km/h in 3.9 seconds.

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#### Growth Areas (5): Next-Generation High Frequency Antenna



metallic waveguide.

Radar can

detect

threedimention

-al space

with three

dimention -al

wiring.

#### Nidec Elesys develops and launches once-in-60 year technology targeting ADAS and 5G

<Comparison of integrated ADAS sensor>

Competitor A **Nidec** (Gen2-ISF\*) Items O<sub>Angle of view: 52°</sub> Camera performance Patch antenna New antenna Radar performance 150m (estimate) Cube Windshield angle Mountability (project area 1.5 times versatility

<Gen2-ISF concept>

- 1. Freer front exterior design (design advantage)
- Adjustment done in one process only and required time halved (production advantage)
   No replacement or readjustment required in case of light collision (dealer advantage)
- 4. Improved environmental durability as placed in the vehicle interior (user advantage

<Nidec's new antenna v.s. conventional patch antenna>

Nidec's new antenna Patch antenna Types of antenna Wave guiding Efficiency 0 (0.1~0.4dB/mm) (0.015 dB/mm) Antenna (20 to 60%) **(0)** (60 to 80%) efficiency Below 1 GHz Marginal zone of antenna Over 4 GHz Degree of freedom of Two dimensions Three dimensions waveguide wiring No resins are used. Resin on the board can be Performance stability Radar goes through only metal affected. Molding metal or forming resin material and plating. Manufacturability Substrate manufacturing an be manufactured as easy as

\*ISF: Integrated Sensor Fusion

\*\*Please refer to information on Nidec's website for Nidec's new antenna and application (ADAS/5G) (Japanese only): https://www.nidec.com/-/media/nidec-com/news/2019/0412-03/190412-03.pdf

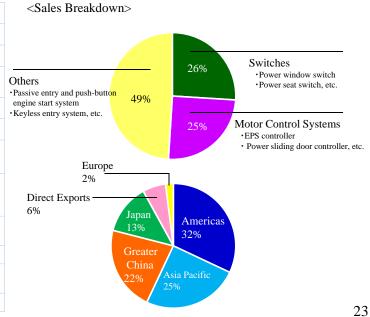
#### Growth Areas (6): M&A Strategy



#### Stock purchase agreement entered for OMRON Automotive Electronics

<Overview of OMRON Automotive Electronics>

Company name	OMRON Automotive Electronics Co. Ltd.				
Headquarters	6368 Nenjoza	6368 Nenjozaka, Okusa, Komaki, Aichi, Japan			
Representative	Katsuhiro Wa	da (President an	d CEO)		
Business description	Manufacture a and systems	Manufacture and sale of automotive electronics components and systems			
Capital	JPY 5,000 million (as of September 30, 2018)				
Date established	May 6, 2010				
Major shareholders and ownership	OMRON Corporation (100%)				
Number of employees	Group total: 5,651 (Domestic: 785, Overseas subsidiaries: 4,866) (as of September 30, 2018)				
Three-year financial	Fiscal year end	March 2016	March 2017	March 2018	
summary of OMRON Automotive Electronic	Net sales	140,546	132,562	133,186	
Components Business (JPY in millions)	Operating income	7,342	7,127	5,816	
(FI I III III III III)	Total assets	76,421	81,024	89,048	



#### Growth Areas (7): Synergies Expected through the Acquisition



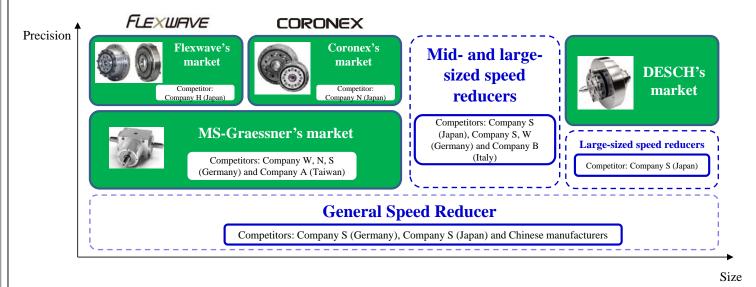
Significant bus	siness and technological synerg	ies expected as CASE* revo	olutionizes the auto industry
	ECU for Motor Control System	<u>ADAS</u>	Power Control System
Categories			
Expected synergies	<ul> <li>Offer convenience to customers by providing the power pack, a package including motor and ECU.</li> <li>Fulfill order backlog due to the lack of resource by expanding production capacity.</li> </ul>	Products and technologies of OMRON Automotive Electronics and Nidec group complement each other, which contributes to the expansion of the product lineup of sensor that supports autonomous driving technology.	By combining OMRON Automotive Electronics' DC/DC converter, in-vehicle charger and its E-Axle, Nidec can achieve a significant growth in the area of power system, one of the key components in vehicle electrification going forward.

#### Growth Areas (8): Strategy for Speed Reducers



Capturing the full market opportunities by becoming a comprehensive global supplier of precision speed reducers

<Structure of speed reducer market>



Growth Areas (9): Press Machine Businesses across the Global Market



Aiming to become a high value-added solution provider				
through the synergies and collaborations of European, US and Japanese operations				

unough the synergies and contaborations of European, 05 and Japanese operations					
	PRESS & AUTOMATION				
Brands of products	MINSTER	<b>KYORI</b>	<b>ARISA</b>	VAMCO	SYS
Headquarters	Ohio, USA	Nagaokakyo-city, Kyoto	Logroño, Spain	Pennsylvania, USA	Grafenau, Germany
Main production sites	Ohio, USA	Pinghu, China	Logroño, Spain	Pennsylvania, USA	Grafenau, Germany
Closing of merger and acquisition	April 2012	April 2012	August 2015	March 2017	February 2019
Annual sales at the time of merger and acquisition	USD 120 million	JPY 7 billion	EUR 20.4 million	USD 14.5 million	EUR 15.2 million
Main products			i particular de la constantina della constantina	100 To 10	
Character of products	High-speed, high- rigidity precision press machines	Compact, precision, high-speed press machines and servo press machines	Extra-large, high-precision, high- rigidity press machines	High-speed, high- precision feeding equipment for press machines	High-speed, high- precision feeding equipment for press machines



#### Nidec selected as Nadeshiko Brand excelling at encouraging women's leadership in the workplace

<CSR Vision 2020>

	Priority issues	Target	KPI
E	Environmental load reduction	Consistent reduction in energy consumptions and environmental emissions attributable to operations	5% reduction (intensity) from FY2015 benchmark
(Environment)	Environmental contribution through products	Quantitative assessment of product-specific environmental performance	Overall framework in place for measuring total CO <sub>2</sub> emissions reduced per year
ıment)	Environmental conservation	Active participation in local environmental conservation efforts	Specific action program in place at each business unit
S (Soo	Diversity	A diverse workforce and leadership	Specific action program in place at each business unit (Percentages of women in managerial positions: 8% for Nidec Corporation in Japan)
(Society)	Globally competent talents	Training programs in place on a group-wide basis	Number of program participants or workshops held
G	Corporate ethics	Code of Conduct aligned with internationally accepted standards	EICC*-based CSR management system covering 80% of operations worldwide
(Governance)	Internal control	Consistent management soundness and transparency	Strict compliance with internationally accepted corporate governance guidelines
nance)	Risk management	Highly viable risk management procedures implemented on a global basis	Global risk management system adopted by all operations





\*Nadeshiko Brand is an initiative aiming to introduce certain TSE-listed enterprises that are outstanding in terms of encouraging women's leadership in workplace as attractive stocks for investors who emphasize improving corporate value in the mid- and long-term. Ministry of Economy, Trade and Industry and Tokyo Stock Exchange have been jointly conducted this initiative since FY2012.

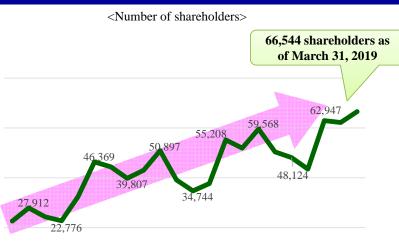
#### Strengthening News Distribution



No.00 to 2

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Remarkable increase in the number of shareholders in recent years. Strengthening news distribution eyeing 100,000 shareholders.





(Shareholder numbers at the end of each financial year)

FY08 FY09 FY10 FY11 FY12 FY13 FY14 FY15 FY16 FY17 FY18

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Nidec Monthly Report URL: http://www.mynewsdesk.com/us/nidec/latest\_news/tag/monthly-nidec-report#filter-list-items



#### **Nidec IR Contacts**

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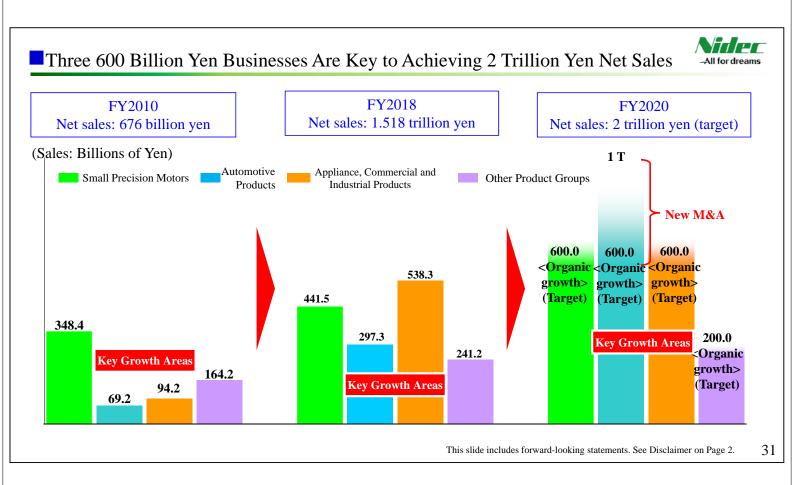
U.S. Tel: +1-212-703-7988 E-mail: nagase.kiyoshi@nidec.com

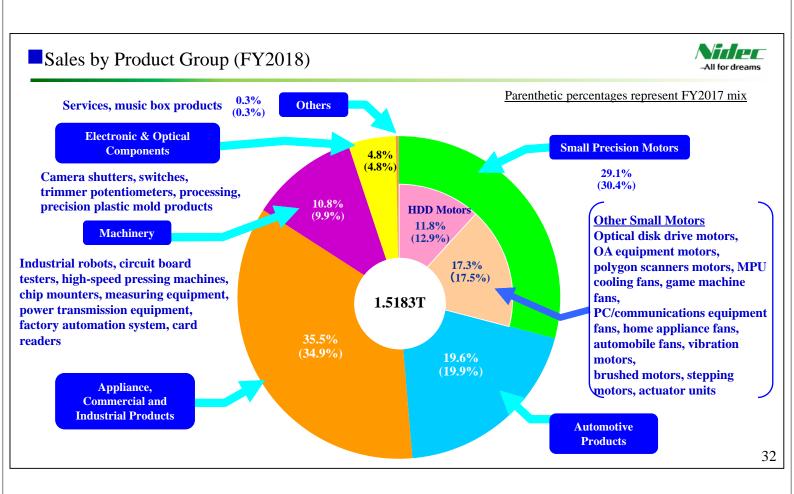
Nidec logo is a registered trademark or a trademark of Nidec Corporation in Japan, the United States and/or certain other countries. "All for dreams" logo is a registered trademark of Nidec Corporation in Japan, and a trademark in the United States and/or certain other countries.

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#### **Appendix**

# Performance Trends & Product Group Overview

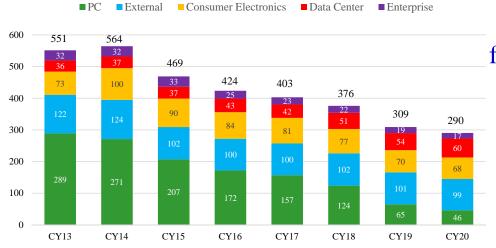




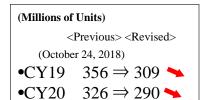
#### Small Precision Motors: HDD Market Mid-Term Trend







#### Revised downward from previous estimate



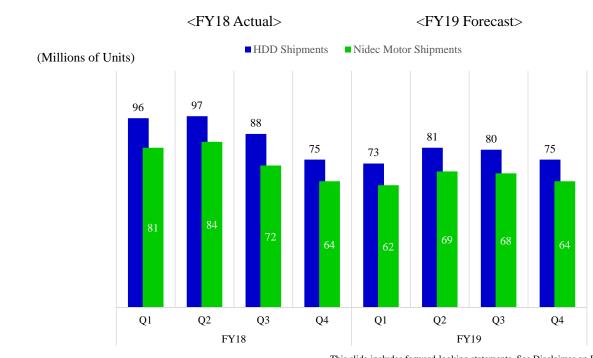
Nidec's estimates based on various sources.

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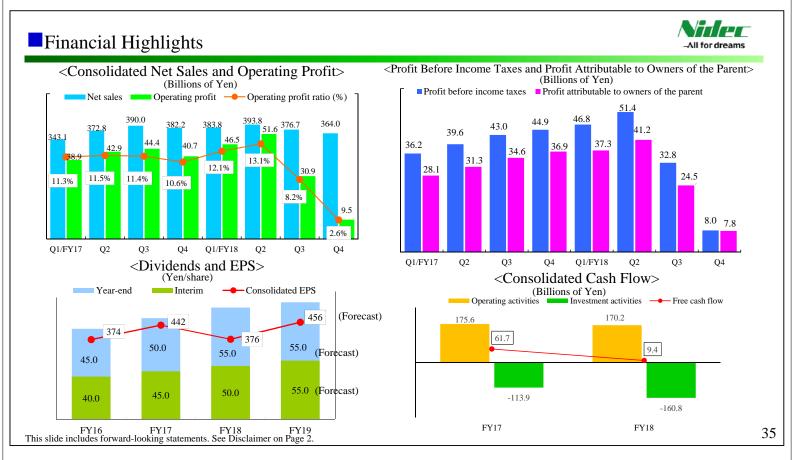
#### ■HDD Market Short-Term Trend

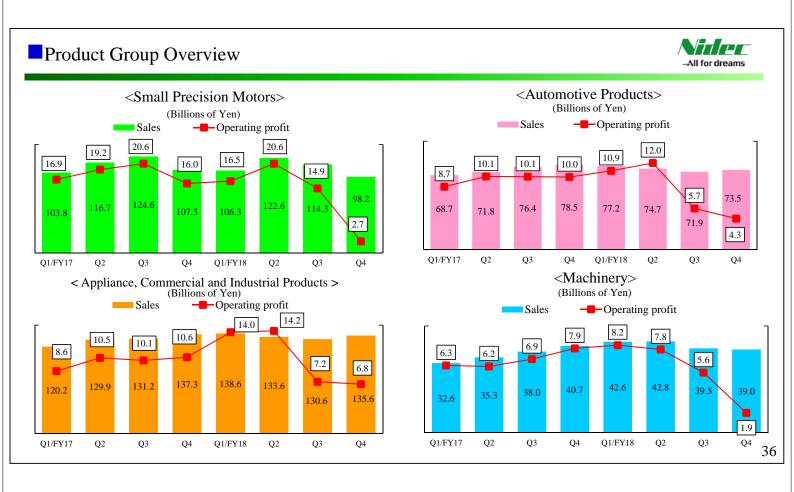


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#### Vision 2020: Pursuing Both Strong Growth with Profit and Financial Soundness All for dreams Targeting operating profit ratio of 15% and ROE of 18% while sustaining and improving financial soundness (%) (Billions of Yen) Shareholders' equity (LHS) 65% 1,500 Shareholders' equity ratio (RHS) 60.0% ROE (RHS) 60% The three elements for 54.9% 55.4% Operating profit ratio (RHS) **ROE** improvement 52.6% 53.2% 1200.0 55% **Net profit on sales** 1,200 49.1% 47.5% · Total asset turnover 50% 997.6 • Financial leverage 932.5 44.49 45% 900 846.6 763.0 745.0 Shareholders' equity ratio 20% 518.0 15% 300 10% 10.8% 10.7% Operating profit ratio 5% 0% FY08 FY09 FY10 FY11 FY12 FY13 FY14 FY15 FY16 FY17 FY18 FY20

US GAAP

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(Target)