# Investor Meeting Mitsubishi Materials Corporation



May 14, 2015 Akira Takeuchi, President

**\***MITSUBISHI MATERIALS CORPORATION

Cemented carbide tool

- 1. Message from the President (p 3–6)
- 2. Progress on the Medium-Term Management Plan (p 7–11)
- 3. Initiatives by Segment (p 12–15)

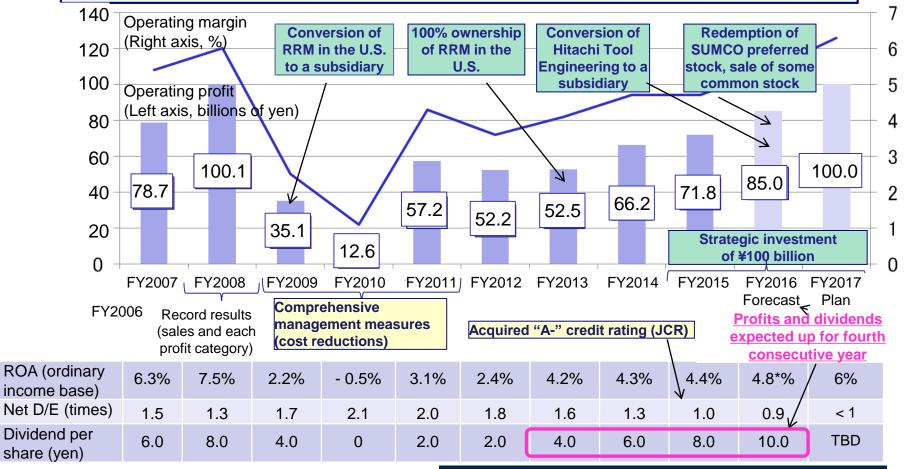
4. Recap (p 16)

## 1. Message from the President (Management Trajectory)

FY09–11: Following the Lehman shock, introduced comprehensive management measures to strengthen the corporate constitution

FY12–14: Twin focus on growth strategy and enhancement of financial position

FY15–17: Aim for sustained growth and fortify the foundation for growth



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### 1. Message from the President (Long-Term Management **Policy and Medium-Term Management Plan**)

Long-Term Management Policy: Overview (Policy towards early 2020s)

### Vision

We will become the *world's leading* business group committed to supporting recycling-oriented society through *materials* innovation, with use of our unique and distinctive technologies

Image for scale of operations

Net sales of ¥2 trillion or more, net income of ¥100 billion or more

### Medium-term Management Plan: Overview (FY2015–FY2017)

Materials Premium 2016 — Challenge to become the world's leading business group—



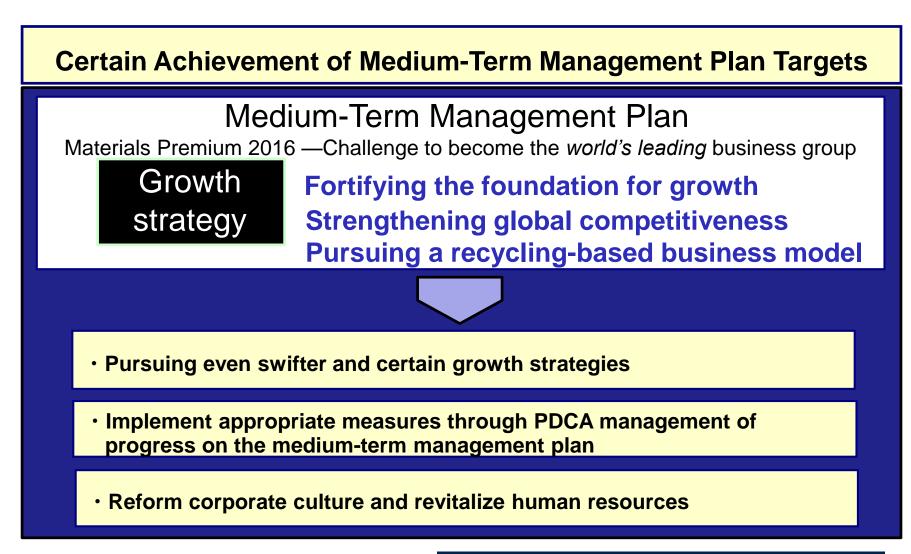
## **Basic Policy**

To carry forward the measures pursued over a five-year period by the former president, Hiroshi Yao, who worked to strengthen management foundations, promote a growth strategy and thoroughly introduce safety and CSR measures, as well as to further develop and strengthen these measures.

## **Topmost Priority**

Certain achievement of medium-term management plan targets

### 1. Message from the President (Topmost Priority)

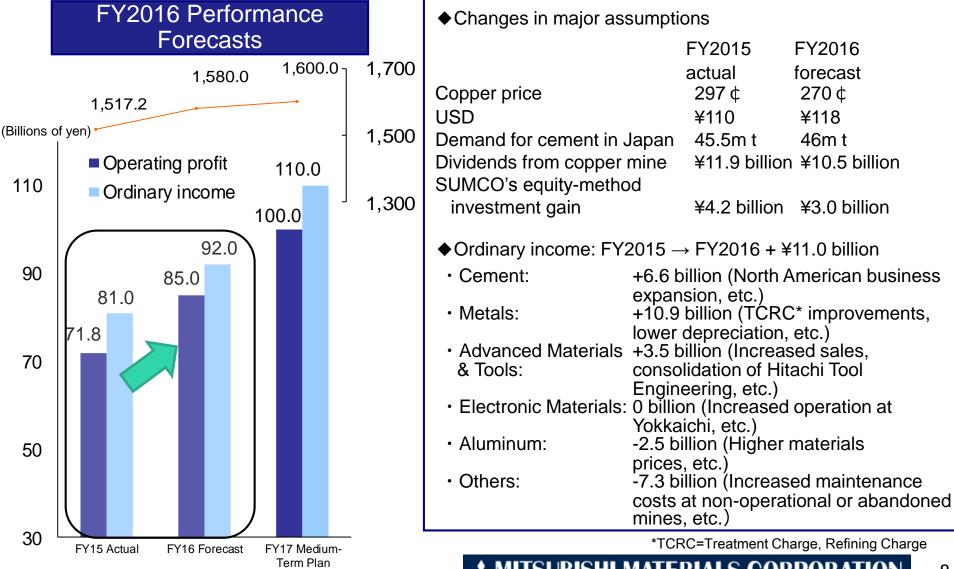


### 2. Progress on the Medium-Term Management Plan (Looking Back on the First Year)

	FY2015 Comparison with Initial Forecasts					lith	1,700	Changes in major assumptions			
(Billions	s of yen		,500.0		1,5	17.2	1,500	Copper price	Initial forecast 310 ¢	FY2015 actual 297 ¢	
110	<ul> <li>Operating profit</li> <li>Ordinary income</li> <li>Net income</li> </ul>						<sup>]</sup> 1,300	USD ¥102 ¥110 Demand for cement in Japan 48m t 45.5m t Dividends from copper mine ¥12.6 billion ¥11.9 bill SUMCO's equity-method			
90	84.0 81.0 74.0 74.0		I		investment gain ◆Ordinary income Initial forecast: ¥84.0 billion-	¥2.2 billion ¥4.2 billion $\rightarrow$ Actual: ¥81.0 billion					
70		1.0		71.8		56.1		Primarily because sales volumes of concrete in Japan and the United S fell short by ¥2.9 billion. (Cement: - ¥7.2 billion; Metals: - ¥4	of cement and re States were not a	ady-mixed	
50			50.0					Advanced Materials & Tools: + ¥2.3 Electronic Materials & Components	3 billion;		
30	FY1	5 Initia	al Foreca	st F	Y15 Ac	tual					

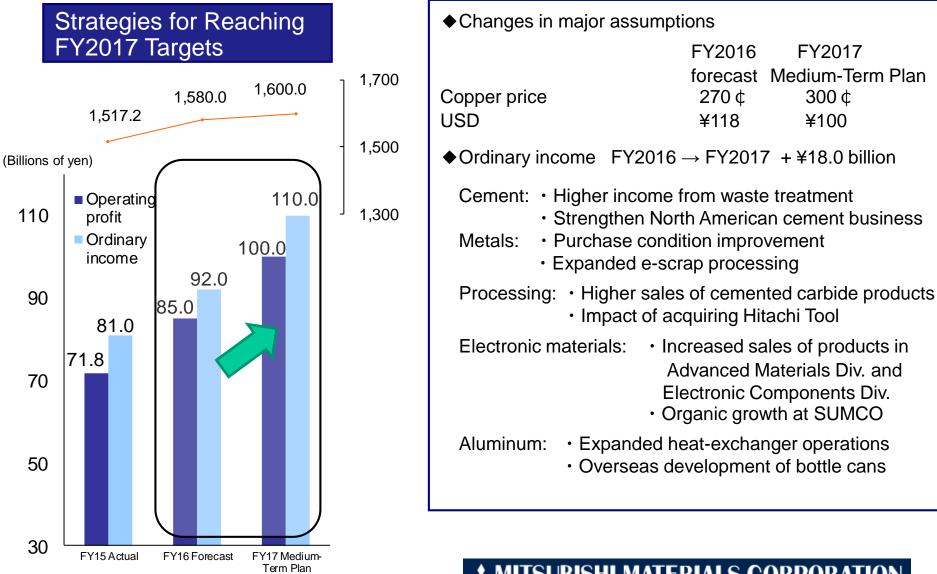
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### 2. Progress on the Medium-Term Management Plan (Outlook for the Second Year)



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### 2. Progress on the Medium-Term Management Plan (Outlook for the Third Year)



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### 2. Progress on the Medium-Term Management Plan (Groupwide Growth Strategy)

## Fortifying the foundation for growth

- Enhancing safety management systems and securing stable operations
- Strategic investment (M&A, etc.) to embody sustainable growth
- Improving financial position continuously (raising profitability through business selection and focus)

#### Status of Strategic Investment (¥100 Billion) and Major Investment Projects

Project	Status	
Acquisition of Hitachi Tool Engineering	April 2015: Began operations as Mitsubishi Hitachi Tool Engineering	
New electronic components plant in Laos	February 2015: Completed construction	
New aluminum heat exchanger plant in India	2H 2015: Operations slated to commence	
Mine investment in Zafranel (Peru)	2014: Start of pre F/S	

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### 2. Progress on the Medium-Term Management Plan (Group-wide Growth Strategy)

Pr		on improving the						
	fina	ncial position	In January 2015, credit rating upgraded from "BBB+" to "A-" (JCR)					
	(Billions o	of yen)	FY2015 Actual	FY2016 Forecast	FY2017 Plan			
	BS	Interest-bearing debt	630.8	580.0	650.0			
		Net D/E ratio	1.0	0.9	< 1.0			
	CF	Operating cash flow	108.0	120.0	—			
		Investing cash flow	(42.3)	(85.0)	—			
		Free cash flow	65.7	35.0	—			
	PL	Operating profit	71.8	85.0	100.0			
		Ordinary income	81.0	92.0	110.0			
		Net income	56.1	65.0	—			

### Future financial strategy directions



Accelerate investment in growth

Strengthen the financial structure

Maintain stable dividends in accordance with performance

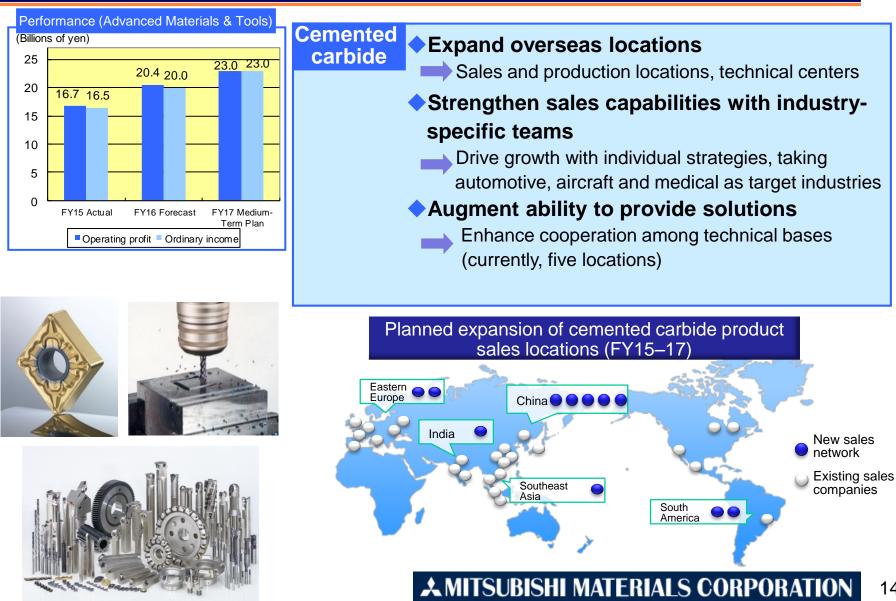
## 3. Initiatives by Segment (Cement)



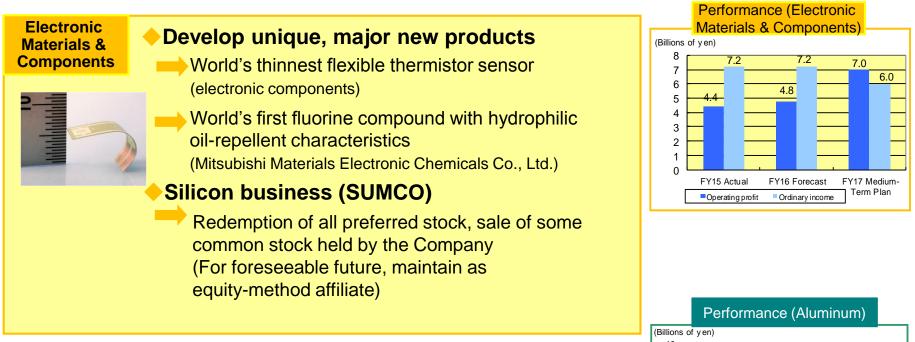
## 3. Initiatives by Segment (Metals)



## 3. Initiatives by Segment (Advanced Materials & Tools)



### 3. Initiatives by Segment (Electronic Materials & Components, Aluminum)



#### Aluminum





- Expand overseas locations for
  - heat-exchanger materials New company in India (manufacturing extruded multi-hole tubes) to become operational in 2H FY16
- Strengthen overseas development of bottle cans



### 

FY16 Forecast

Operating profit Ordinary in come

FY17 Medium-Term Plan

FY15 Actual

Certain achievement of medium-term management plan targets

Continue financial constitutional improvement along with bold strategic investment for sustained growth, and strengthen the basis for growth

## Materials Premium 2016 Challenge to become the world's leading business group

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These projected performance figures are based on information available to the Company's management as of the day for releasing this material. There are many uncertain or risk factors inherent in projections, and there might be cases in which actual results materially differ from projections of this material.