

The background of the slide features a blurred image of a robotic arm in motion, overlaid with a digital grid pattern and semi-transparent text fragments such as "operation", "error_mod", "use_x", "use_y", "use_z", "False", "True", "selection", "ob.select", "er_ob.select", "context.scene.objects.active", "Selected", "bpy.context.selected_obj", and "objects". The left side of the image has a yellow-to-white gradient with a dot pattern, and the right side has a blue-to-white gradient with a dot pattern.

MISUMI Group Dynamic Growth Toward Digital MODEL Shift

April 17, 2025

Representative Director & CEO, Ryusei ONO

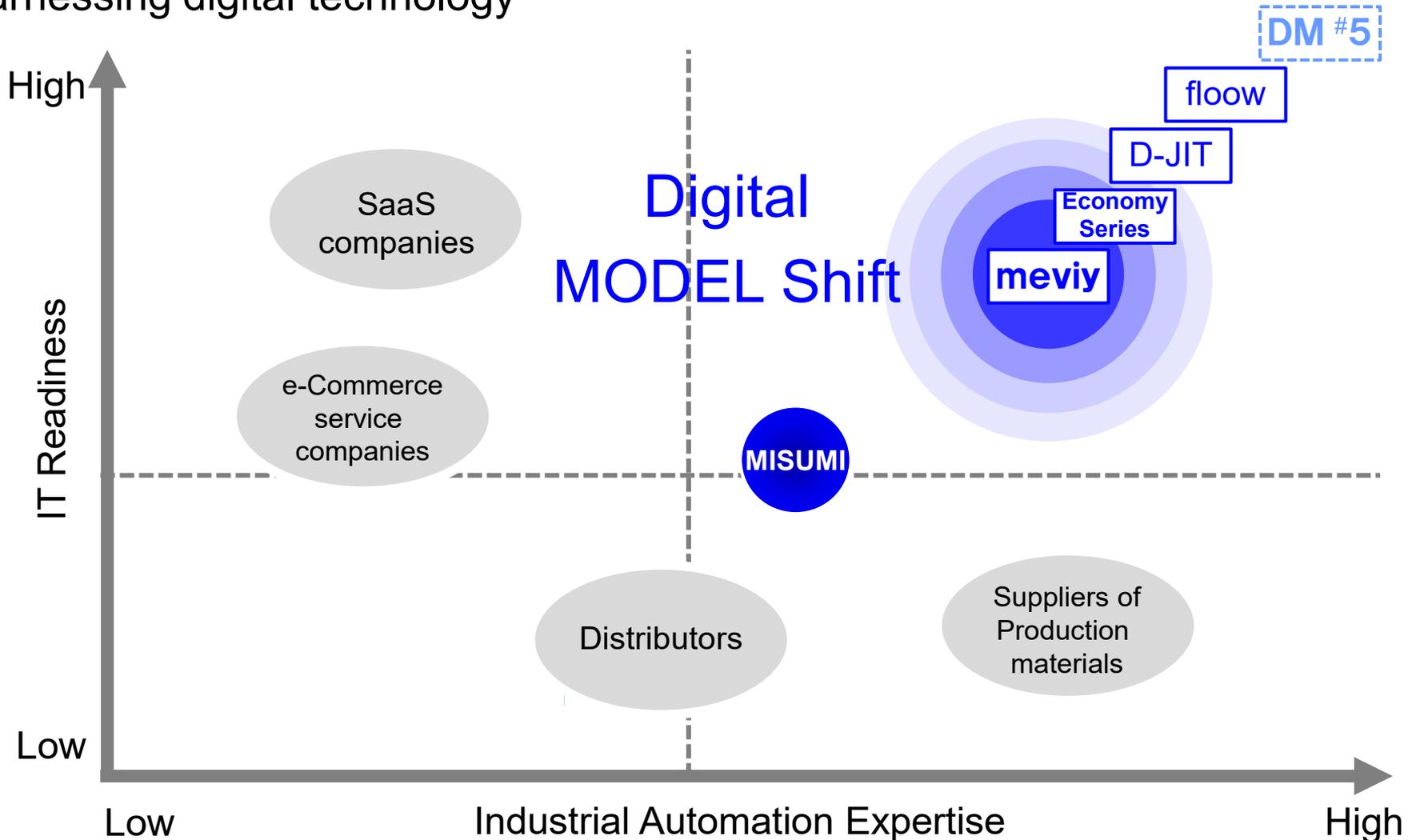
Senior Corporate Officer & ID Business Company President, Mitsunobu YOSHIDA

Senior Corporate Officer & CFO, Toru TAKANAMI

Digital MODEL Shift Strategy

Pursuing Digital MODEL innovation to meet diverse automation needs

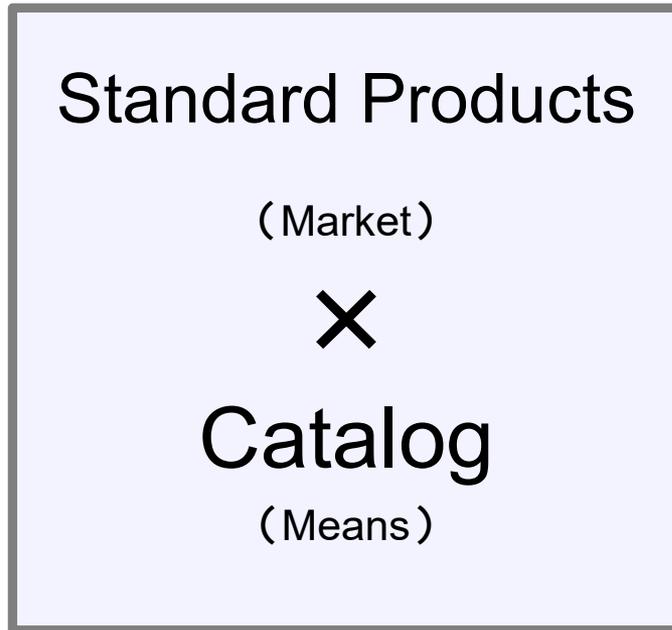
Creating a unique competitive advantage in production material distribution by harnessing digital technology



The Direction of MISUMI MODEL Innovation

Responding to the rapidly changing external environment and diversifying customer needs is an urgent priority

Value Provided So Far



Next Value Proposition

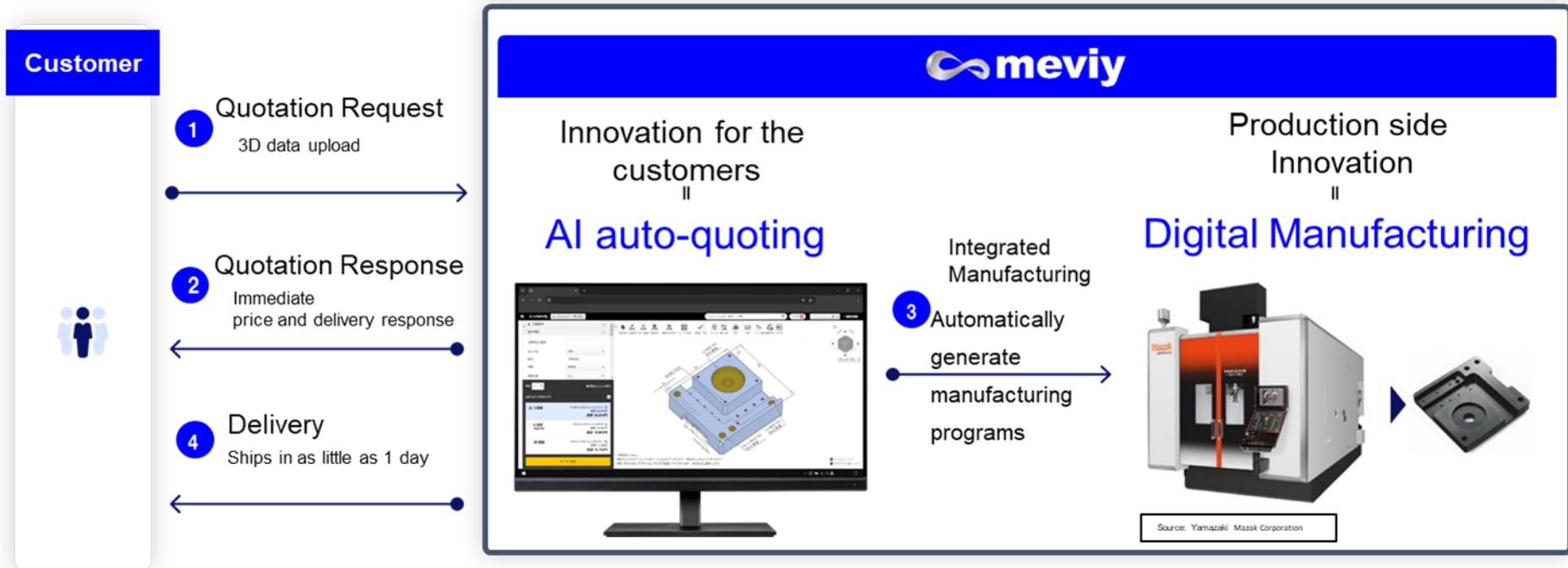


Enhancing “Dynamic Capabilities” through Digital Technology

Growth of meivy

Acquired 170,000 users domestically and internationally, No. 1 in domestic market share for 4 consecutive years*

Acquiring new markets through the power of digital technology, accelerating growth through global expansion



**Instant Quotation, ships in as little as 1-Day
Revolutionizing Time in Manufacturing**

Overview of Fictiv Inc.

Rapidly growing on-demand procurement service for custom mechanical components in the U.S.

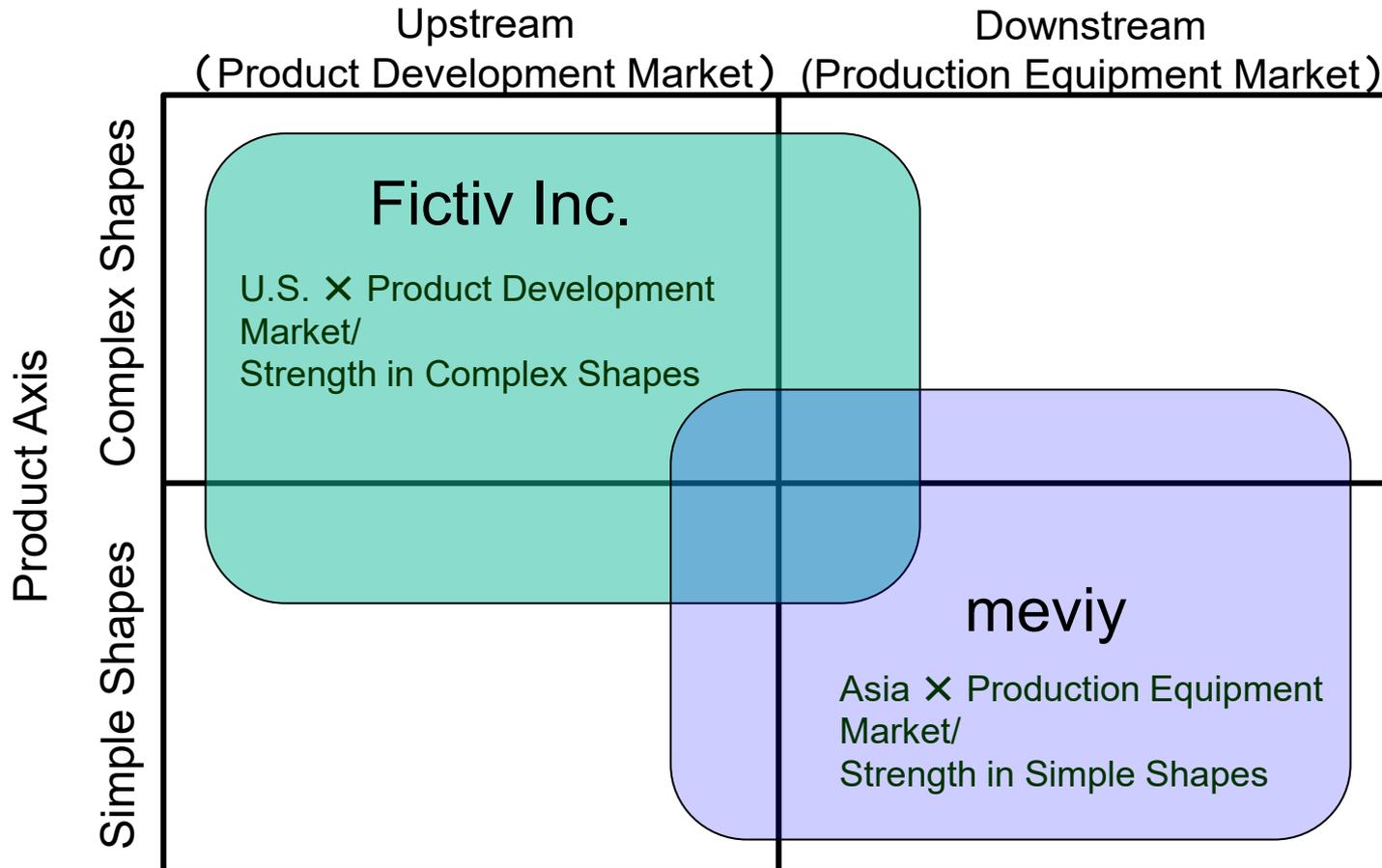
Company Name	Fictiv Inc. 
Headquarters Location	Oakland, California, U.S.
Representatives Position & Name	Co-Founder CEO Dave Evans Co-Founder CXO Nathan Evans
Nature of Business	Provides an on-demand procurement service for custom mechanical components, supporting prototyping to mass production. Possess a production network spanning four global regions, offering a wide range of options
Business Performance	Sales (FY2024) US\$72 million Year-over-year +41%, 5-year CAGR +40% EBITDA (FY2024) US\$(23) million
Established	2013

Fictiv & meviy Relationship

Complementary across product and customer axes, with the U.S. as the core market where MISUMI is currently expanding its capabilities

Positioning of meviy and FICTIV

Key domain axes



What is the Product Development Market?

The market for mechanical components is outpacing our current domain, especially in the U.S.

<Upstream> Product Development Market

- Components integrated into finished products
- Numerous complex, design-sensitive components
- Large-sized components and high unit price
- Applicable to all types of B2B devices (such as logistics, robots, medical devices)

Application Examples



<Current Domain> Production Equipment Market

- Components integrated into equipment and devices
- Generally, there many simple components
- Small-sized components with low unit price
- All types of equipment and devices used within the factory (such as automation line equipment, devices)



Fictiv's Competitive Advantage

Strong services and capabilities in the product development market
On-demand procurement service for custom mechanical components
achieving the highest growth

Services optimized for the product development market

- Advanced automatic AI quoting
- Extensive processing options (3D printing, injection molding, machining, sheet metal, die casting)
- Network of over 250 production companies spanning four global regions: U.S., China, India, and Mexico

Customer assets and advanced organizational capabilities

- Product development customer foundation
- A highly customer-oriented sales team with industry-specific experience
- AI X Unique IT engineers possessing valuable manufacturing expertise

Strong growth potential

- CY24 sales increased by 41% year-over-year
- Achieved CAGR of over 40% over the past 5 years
- The most rapidly growing company in the growth market (U.S. x product development)

Expected Effect

meviy's
Advancement

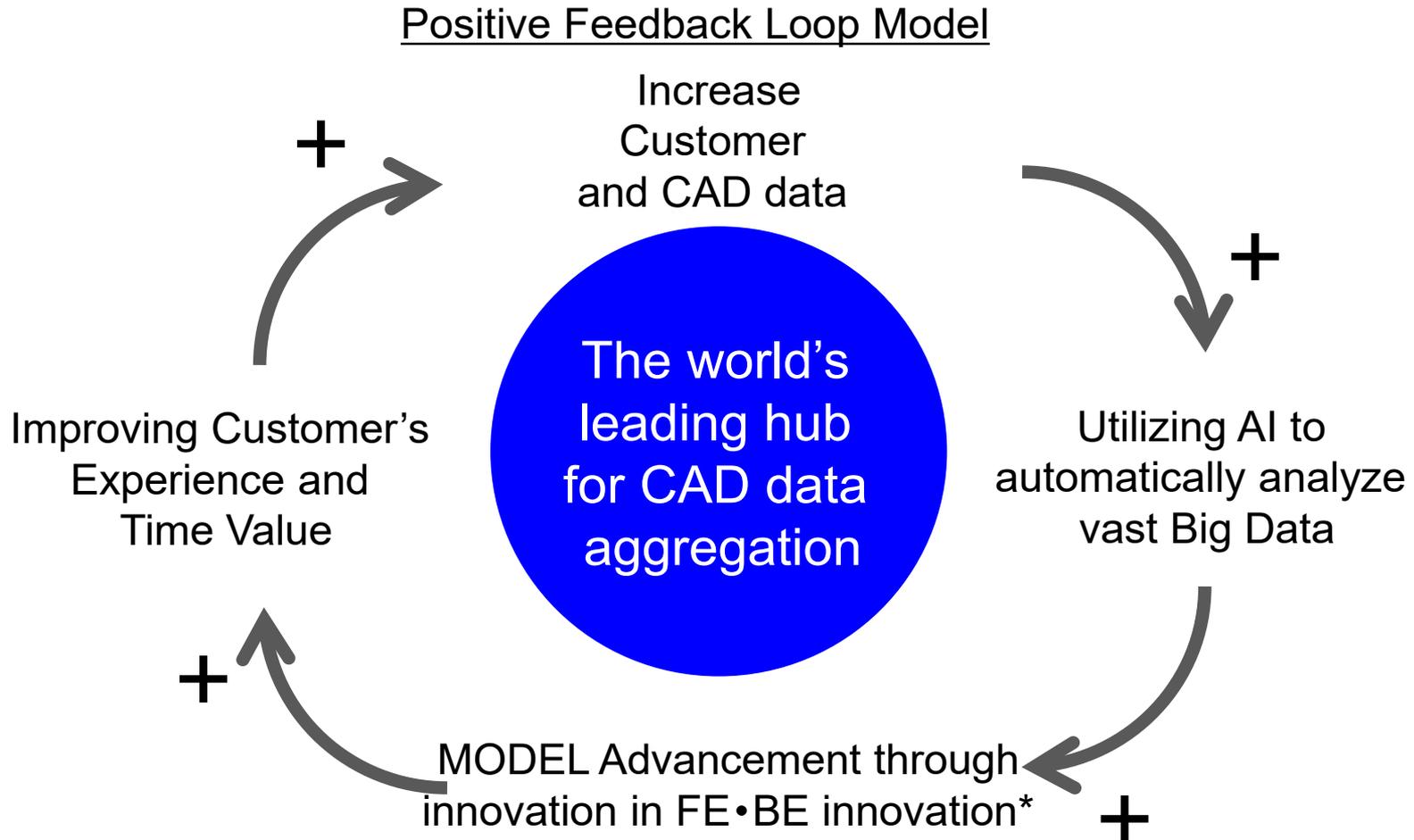
Acceleration of
Domain
Expansion

Reinforcement of
AI Manufacturing
Capabilities

Digital MODEL Shift Growth Engine

Aspired Form

Leveraging IT and AI to drive the Digital MODEL Shift and create the **Next MISUMI**



*FE Innovation (Automated Quotation)

*BE Innovation (Processing Data)

Transaction Overview

Target Company	Fictiv Inc. fictiv (Headquarters: Oakland, California, U.S.)
Structure	Reverse Triangular Merger Method To be a wholly-owned subsidiary of MISUMI Investment USA Corporation
Enterprise Value	\$350 million (approximately ¥50.1 billion) * - Sales Multiple: 3.8 times
Financing	Cash on hand

*Exchange Rate Assumption: 143.23 yen / US\$

Schedule

April 17, 2025

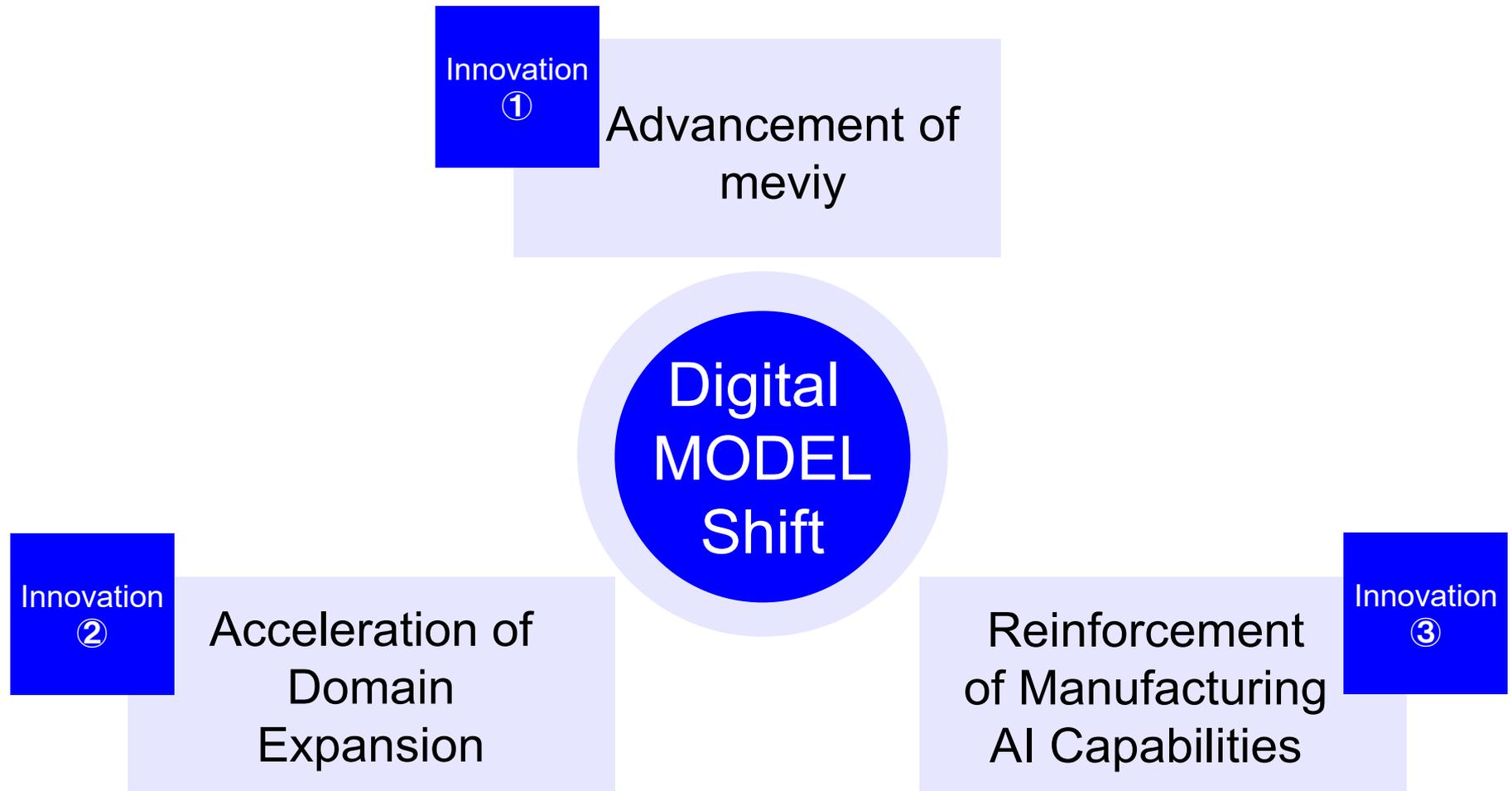
Signing of the Merger Agreement

June 2025
(planned)

To be a wholly Owned Subsidiary by MISUMI
Investment USA Corporation (Closing)

Lastly

Achieve MODEL innovation, accelerate the strategy toward a Digital MODEL Shift
Continue advancing as a company focused on supporting the ongoing development of IA customers and society





Your Time, Our Priority

顧客の時間価値を第一に

