

# Global Network

**66 companies in many regions of the world.**  
**Wherever you find us, we are always Murata,**  
**ever innovative.**

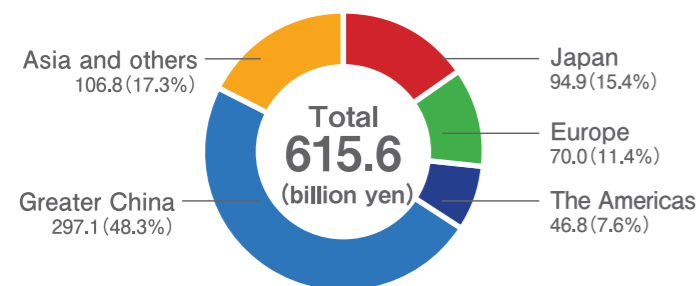
Approximately 85% of Murata products are sold overseas.

Japan, Asia, America, Europe.

Not only do we adhere to the same customer-oriented policy at each of our sites, we also strive to be a beloved corporate citizen and trusted presence in every region. Furthermore, each site recognizes itself as a member of the same Murata group, moving together towards a common goal.

Around the globe, Murata works as one.

## Sales by Area



These figures reflect sales by area and subsidiary numbers as of March 31, 2011.  
 These figures reflect electronic component and other product sales by area.

## America



**Net sales: 46.8 billion yen**

**Subsidiaries: 7**

Murata Electronics North America, Inc.  
 Marketing Manager  
 Application Development Manager

Scott Klettke

*PROVIDING INNOVATIVE SOLUTIONS  
 IS A TEAM EFFORT.*

Our businesses are no longer as simple as just selling products. We have now organized teams of sales and marketing members together that aggressively offer solutions to customers and their ecosystem to realize business partnerships. We are taking every opportunity to demonstrate our innovative solutions.



## Europe



**Net sales: 70 billion yen**

**Subsidiaries: 13**

Murata Elektronik GmbH  
 Senior Sales Manager  
 Business unit National Accounts

Manfred Fischer

*New markets - New Challenges*

In addition to Eco car market (HEVs and EVs) which has the potential to become the most important market in Europe, the renewable energy market is also quickly becoming the center of attention. These are new markets for Murata which we should aggressively pursue. By strengthening our team effort, Murata Europe will discover customer needs before everybody else, and contribute to further growth of the Group as a whole by providing what our customers demand.



## Japan



**Net sales: 94.9 billion yen**

**Subsidiaries: 23**

Murata Manufacturing Co., Ltd.  
 Sensor Products Division Sensor Products Dept.  
 Department Manager

Kazuyoshi Nakaya

*Union is strength!*

Customers are always looking for new features in products, and Murata is proud of its commitment to create and provide solutions for customer needs. Our Head Office spearheads this comprehensive effort on a global level. We will realize a high level of CS through our bold and tightly connected value chains.

## Greater China



**Net sales: 297.1 billion yen**

**Subsidiaries: 14**

Murata Electronics Trading (Shenzhen) Co., Ltd.  
 Senior Manager  
 Sales & Marketing Department

Jesse Zhou

*More seedsman Activity and challenge Now!*

Pan China is the biggest harvest area for Murata. Since more and more companies are shifting their R&D functions into China, this will also be an important region for sowing seeds towards our future. We would like to cooperate with product divisions in Japan as well as other overseas affiliates to develop new markets and promote Murata's new products in China.

## Asia and Others



**Net sales: 106.8 billion yen**

**Subsidiaries: 9**

Murata Electronics Singapore (Pte.) Ltd.  
 Assistant General Manager  
 General Administration and  
 Information Services Department

Lam Pin Toh

*Our Best is Yet to Be.*

MES will continue to expand its sales focusing on ASEAN nations such as Vietnam, including India as well as other emerging markets. We will also focus on manufacturing low cost products targeting emerging markets. To further grow as a global company, we will aim at continuous innovation, value creation and with close collaboration within the Murata Group.