

Earnings Release Conference FY2023 (April 2023 to March 2024)

April 26, 2024

Murata Manufacturing Co., Ltd.



Topics (1/2)



Financial Results of FY2023

Revenue

- Revenue were 1,640.2 billion yen, down 2.8% year on year. Although revenue from Capacitors increased for mobility and smartphones in addition to increases in High frequency modules and SAW filters, that from Lithium-ion secondary batteries and connectivity modules decreased.
- Actual revenue outperformed the latest forecast for smartphones and computers.

Operating Profit

- Operating Profit was 215.4 billion yen down 27.8% year on year. In addition to a decline in the operation rate and a fall in product selling prices, an impairment loss for manufacturing machineries, etc. for cylindrical type lithium-ion secondary batteries was recognized.
- Operating profit failed to reach the latest forecast due to the expansion of productivity loss from lower capacity utilization in addition to the impact of the impairment loss.

Shareholder returns

- The Company plans to pay a year-end dividend of 27 yen per share for FY2023, an increase of 2 yen per share from the previous forecast.

Topics (2/2)

Projected Financial Results for FY2024

Revenue

- Revenue are planned to be 1,700.0 billion yen, up 3.6% year on year. Whereas revenue from lithium-ion secondary batteries and connectivity modules is expected to decrease, revenue from components is forecast to increase for applications, centered on mobility and computers.

Operating Profit

- Operating Profit are planned 300.0 billion yen, up 39.2% year on year. Profit-increasing factors such as an improvement in the operation rate and a cost reduction are expected.

Capital expenditures

- Capital expenditures are planned to be 190.0 billion yen, down 29.5 billion yen year on year and will decrease mainly for investment in land and buildings, but investments will continue for a production increase of components in preparation for a future expansion in demand for components.

Shareholder returns

- Annual dividend is planned to be 54 yen per share, an increase from the previous fiscal year.
- As a shareholder return measure, the company will carry out Stock Repurchase(up to 80.0 billion yen).

Financial Results of FY2023

From April 2023 to March 2024
Consolidated Basis



Financial Results Overview for FY2023

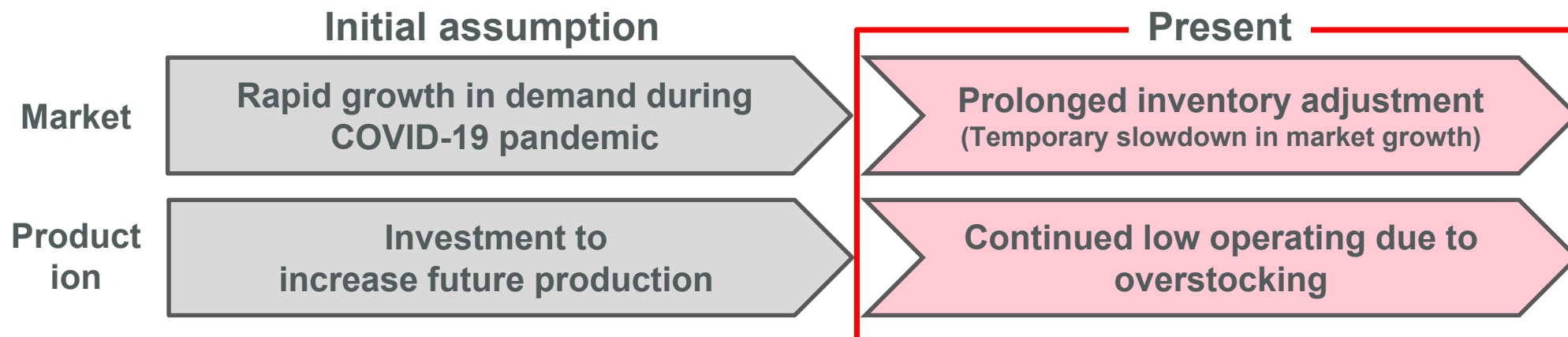
- Revenue increased for mobility and smartphones, but decreased for power tools, PCs and industrial equipment.
- Operating profit fell as a result of recording an impairment loss of 49.5 billion for manufacturing machineries, etc. for cylindrical type lithium-ion secondary batteries in addition to the decline in the operation rate and the fall in product selling prices (down 11.2% excluding the impairment loss).

	FY2022		FY2023 Projections(October)		FY2023		Y on Y Change			Impact of exchange rate (B JPY)	Constant Currency basis		Change vs Projections (October)	
	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)	(B JPY)		(%)	(B JPY)	(%)	
Revenue	1,686.8	100.0	1,620.0	100.0	1,640.2	100.0	(46.6)	(2.8)	+91.4	(138.0)	(8.2)	+20.2	+1.2	
Operating profit	298.2	17.7	270.0	16.7	215.4	13.1	(82.8)	(27.8)	+45.7	(128.5)	(43.1)	(54.6)	(20.2)	
Profit before tax	302.7	17.9	298.0	18.4	239.4	14.6	(63.3)	(20.9)				(58.6)	(19.7)	
Profit attributable to owners of parent	243.9	14.5	225.0	13.9	180.8	11.0	(63.1)	(25.9)				(44.2)	(19.6)	
ROIC (pre-tax basis) (%)	14.4		12.3		10.0		(4.4)					(2.3)		
Average exchange rates yen/US dollar	135.48		143.00		144.62		*Exchange rate sensitivity (per 1 JPY/US\$ change per year) Revenue :10.0 BJPY Operating profit : 5.0 BJPY							

Overview of impairment loss for lithium-ion secondary batteries

Events leading to recognizing impairment loss

- The Company made investments in a production increase for the future in anticipation of a demand expansion in the market. Demand rose due to the COVID-19 pandemic but resulted in a sharp decline. The resultant inventory adjustment was more prolonged than expected. Consequently, demand plunged, which led to a fall in profitability.
- As a result of estimating the recoverable amount according to International Financial Reporting Standards (IFRS), the estimates turned out to be below the book value. Accordingly, the Company recorded an impairment loss of 49.5 billion yen in connection with the relevant manufacturing machineries, etc.

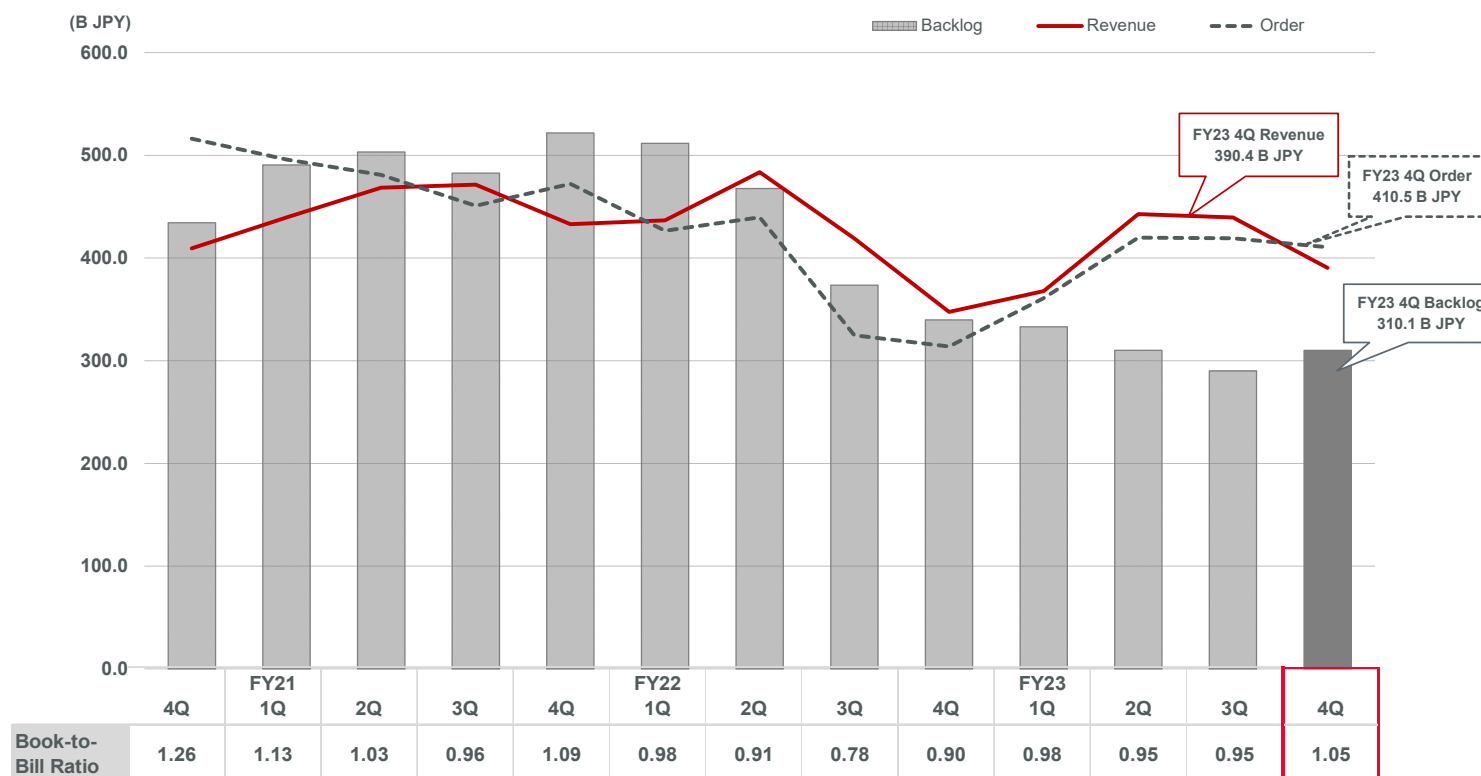


Quarterly Financial Results



Quarterly Revenue, Order and Backlog

- On a quarter on quarter basis, orders received slightly decreased. The revaluation of the backlog that was denominated in foreign currencies became an increasing factor due to the further depreciation of the yen, but orders received for high-frequency device and communications module and capacitors decreased due to the seasonality of smartphones.
- The book-to-bill ratio improved to 1 or higher.



* Orders = Revenue + Backlogs at the Current Quarter - Backlogs at the Previous Quarter * Backlogs are calculated based on exchange rates as of the end of each quarter.

* Exchange rate against the U.S. dollar: 141.82 yen at the end of December 2023, 151.40 yen at the end of March 2024

Copyright © Murata Manufacturing Co., Ltd. All rights reserved.

Revenue by Operating segments (FY2023)

	FY2022		FY2023		Y on Y Change	
	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)
Capacitors	738.8	43.8	753.5	46.0	+14.7	+2.0
Inductors and EMI filters	175.3	10.4	180.3	11.0	+4.9	+2.8
High-Frequency Device and Communications Module	453.6	26.9	440.1	26.8	(13.5)	(3.0)
Battery and Power supply	214.6	12.7	164.4	10.0	(50.2)	(23.4)
Functional Device	92.8	5.5	90.7	5.5	(2.1)	(2.2)
Others	11.7	0.7	11.2	0.7	(0.5)	(4.3)
Total	1,686.8	100.0	1,640.2	100.0	(46.6)	(2.8)

Revenue by Operating segments [FY2022 to FY2023]



Capacitors +2.0%	MLCCs : Revenue increased for mobility and smartphones.
Inductors and EMI filters +2.8%	Inductors : Revenue increased for smartphones and mobility.
High-Frequency Device and Communications Module (3.0%)	High frequency modules, SAW Filters, Multilayer resin substrates : Revenue increased for smartphones. Connectivity modules : Revenue decreased for smartphones and PCs.
Battery and Power supply (23.4%)	Lithium-Ion secondary batteries : Revenue decreased for power tools.
Functional Device (2.2%)	Sensors : Whereas revenue for mobility increased, for computers and smartphones decreased. Timing devices : Revenue decreased for computers and smartphones.

Revenue by Application (FY2023)

	FY2022		FY2023		Y on Y Change	
	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)
Communication	659.2	39.1	676.5	41.2	+17.3	+2.6
Mobility	390.2	23.1	432.7	26.4	+42.5	+10.9
Computers	224.7	13.3	203.1	12.4	(21.6)	(9.6)
Home Electronics	197.8	11.7	148.5	9.1	(49.4)	(25.0)
Industry and Others	214.8	12.8	179.4	10.9	(35.4)	(16.5)
Total	1,686.8	100.0	1,640.2	100.0	(46.6)	(2.8)

*Based on our estimate

Revenue by Application [FY2022 to FY2023]



Communication +2.6%	Revenue of high-frequency modules, capacitors and SAW Filters increased for smartphones. Revenue of connectivity modules decreased for smartphones.
Mobility +10.9%	Revenue of capacitors, inductors and sensors increased mainly due to the revenue-increasing factor of an increase in the automotive production and the expanding with progress in electrification.
Computers (9.6%)	Revenue of connectivity modules decreased for PCs.
Home Electronics (25.0%)	Revenue of lithium-ion secondary batteries decreased for power tools. Revenue of capacitors decreased for AV equipment.
Industry and Others (16.5%)	Revenue of capacitor decreased for industrial equipment and distributors.

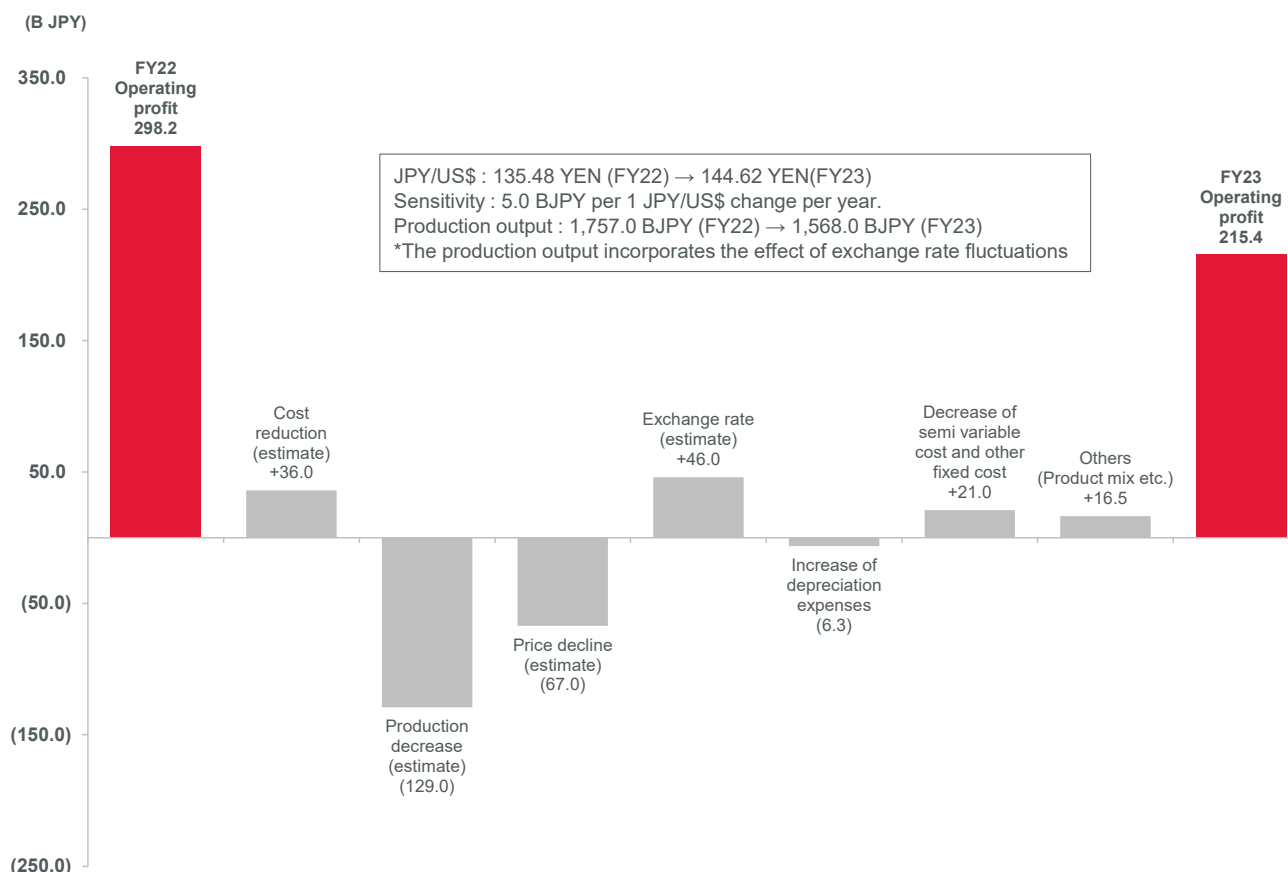
*Based on our estimate

Segment Information

- **Components** Profits fell due to the expansion of a loss of productivity from lower capacity utilization resulting from a decrease in production output.
- **Devices and modules** Profits fell due to a fall in the operation rate and the recognizing of the impairment loss, related to lithium-ion secondary batteries.

		FY2022		FY2023		Y on Y Change	
		(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)
Components	Revenue	924.4	100.0	942.5	100.0	+18.1	+2.0
	Operating profit	282.3	30.5	234.2	24.8	(48.1)	(17.0)
	ROIC (pre-tax basis) (%)	24.6		19.0		(5.6)	
Devices and modules	Revenue	761.0	100.0	695.3	100.0	(65.7)	(8.6)
	Operating profit	20.2	2.7	(13.0)	(1.9)	(33.2)	-
	ROIC (pre-tax basis) (%)	2.3		(1.5)		(3.8)	
Others	Revenue	74.6	100.0	67.5	100.0	(7.1)	(9.5)
	Operating profit	(4.2)	(5.7)	(5.7)	(8.5)	(1.5)	-
Eliminations	Revenue	(73.1)	-	(65.1)	-	+8.0	-
Consolidated	Revenue	1,686.8	100.0	1,640.2	100.0	(46.6)	(2.8)
	Operating profit	298.2	17.7	215.4	13.1	(82.8)	(27.8)
	ROIC (pre-tax basis) (%)	14.4		10.0		(4.4)	

Breakdown of Operating Profit Changes [FY2022 to FY2023]



*"Production decrease" is calculated on the basis of production output excluding the effect of sales price reductions and exchange rate fluctuations.

*"Increase of depreciation expenses" include the impact of one-time expenses with the disposal of equipment that occurred in FY2023.

*"Change in semi variable cost and other fixed cost" include the impact of one-time expenses and revenue generated in FY2022 and FY2023.

*"Others(Product mix etc.)" include the profit-changing factor brought by the impairment loss for manufacturing machineries, etc. for cylindrical type lithium-ion secondary batteries.

Copyright © Murata Manufacturing Co., Ltd. All rights reserved.

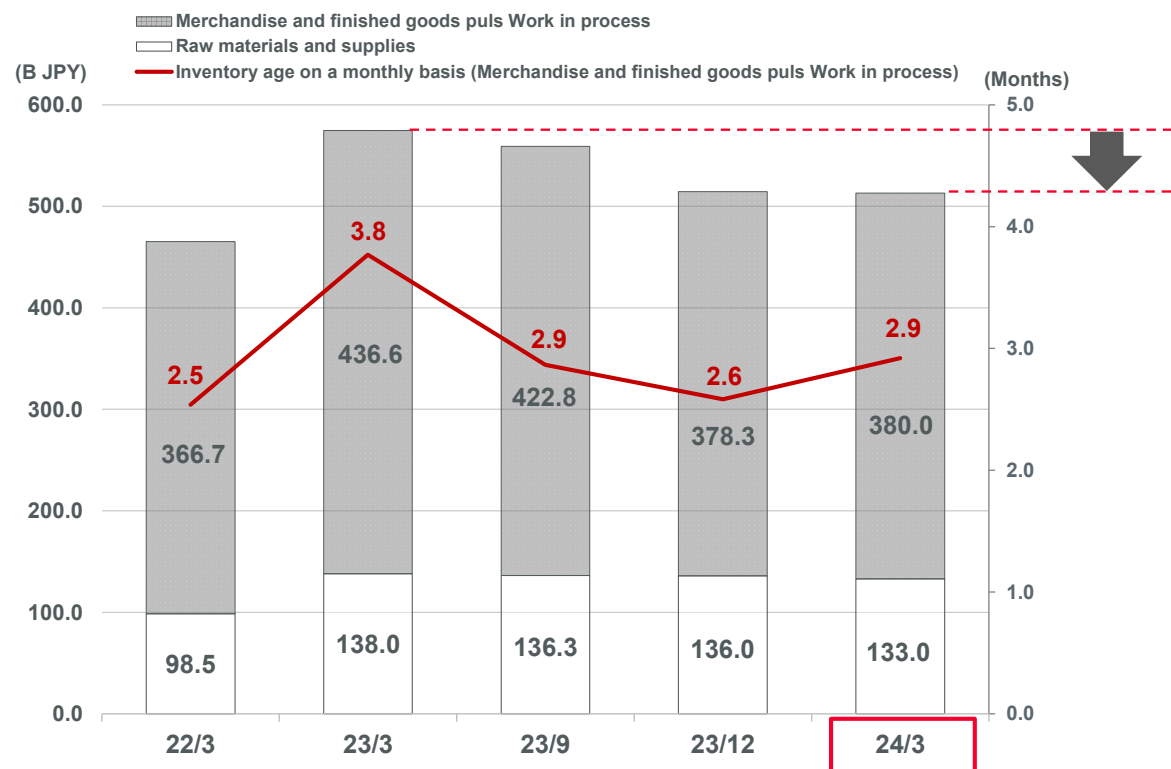
Cash Flows

- Free cash flow increased due to growth in cash flow from operating activities resulting from a decrease in inventories from the previous year.

	FY2022	FY2023	Y on Y Change
	(B JPY)	(B JPY)	(B JPY)
Cash flows from operating activities	277.6	489.6	+212.0
Cash flows from investing activities	(151.4)	(201.6)	(50.2)
Cash flows from financing activities	(182.3)	(165.3)	+17.0
Effect of exchange rate changes	13.4	29.9	+16.5
Cash and cash equivalents at end of period	469.4	622.0	+152.6
Free Cash Flows	126.2	288.1	+161.8
Purchase of property, plant and equipment	(189.9)	(228.6)	(38.7)
Depreciation and amortization	169.6	175.9	+6.3

Current Inventory Situation

- Inventories at the end of the fiscal year ending March 2024 decreased 61.6 billion yen from the end of the previous fiscal year.
- Inventories reached appropriate levels in general due to the implementation of reduced production.



*Inventory age on a monthly basis = [Merchandise and finished goods plus work in process at the end of the period] divided by [Average monthly revenue for the most recent quarter]

Projected Financial Results for FY2024

From April 2024 to March 2025



Projected Financial Results for FY2024

YoY

- Revenue are expected to increase due to higher demand for components for mobility and a recovery in demand for components as a result of the end of the inventory adjustment in a wide range of applications, as opposed to decreases in lithium-ion secondary batteries and connectivity modules.
- In operating profit, profit-increasing factors are expected, such as an improvement in the operation rate and a cost reduction, although there are profit-decreasing factors including a decline in product selling prices, increases in semi-variable costs and fixed costs.

	FY2023 Actual		1st Half	2nd Half	FY2024 Projections		Y on Y Change		MTD 2024 Economic Value Target
	(B JPY)	(%)	(B JPY)	(B JPY)	(B JPY)	(%)	(B JPY)	(%)	
Revenue	1,640.2	100.0	852.0	848.0	1,700.0	100.0	+59.8	+3.6	2,000.0 B JPY
Operating profit	215.4	13.1	154.0	146.0	300.0	17.6	+84.6	+39.2	20% or higher
Profit before tax	239.4	14.6	160.0	153.0	313.0	18.4	+73.6	+30.7	-
Profit attributable to owners of parent	180.8	11.0	120.0	115.0	235.0	13.8	+54.2	+30.0	-
ROIC (pre-tax basis) (%)	10.0				13.8		+3.8		20% or higher
Average exchange rates yen/US dollar	144.62				145.00		*Exchange rate sensitivity (per 1 JPY/US\$ change per year) Revenue : 9.0 BJPY Operating profit : 4.5 BJPY		

Recognition of Business Environment

	Assumptions for projected financial results	Risks not factored into projected financial results
Revenue	<ul style="list-style-type: none"> - Growth in demand for components for mobility, centered on xEV - A recovery in demand for components as a result of the end of inventory adjustments in a wide range of applications (However, no stockpiling by major clients) - The inventory adjustment in the power tools market will continue into the first half. 	<ul style="list-style-type: none"> - A downturn in the number of cars produced and a delay in electrification - Mounting of price-downward pressure due to a loosening in the supply and demand balance - An appreciation of the yen against assumed exchange rates
Productions	<ul style="list-style-type: none"> - An increase in production output to meet a higher demand quantity - The establishment of a production system in preparation for a demand increase 	<ul style="list-style-type: none"> - The continuation of the state of low capacity utilization in the wake of a downturn in demand for components
Costs	<ul style="list-style-type: none"> - An increase in production-related expenses coupled with an improvement in the operation rate - Increases in human capital investments and DX-related expenses for the purpose of building a strong business and management foundation 	<ul style="list-style-type: none"> - A rise in production costs resulting from surges in raw material prices and electricity unit prices

Projections of Demand

- Smartphones** The number of units is forecast to increase as high-end terminals with new functions and new technologies added are expected to be put on the market in addition to a rise in low-end terminals for emerging countries.
- PCs** The number of units is forecast to increase due as a recovery in demand from the inventory adjustment and from purchases for replacement.
- Vehicles** The number of vehicles produced is forecast to stay flat globally, but the ratio of xEV is expected to rise.

	FY2023 Actual		FY2024 Projections		Change
Smartphones (units)	1,140	M	1,180	M	+3%
therein 5G smartphones	660	M	770	M	+17%
PCs (units)	360	M	370	M	+2%
Vehicles (units)	90	M	90	M	Flat
therein xEV	30	M	36	M	1.2 times

* Smartphones and PCs are based on the number of demand for components. Vehicles are based on the number of units produced.

Copyright © Murata Manufacturing Co., Ltd. All rights reserved.

Projected Revenue by Operating segments

	FY2023 Actual (B JPY)	FY2024		Projections (B JPY)	Y on Y Change	
		1st Half (B JPY)	2nd Half (B JPY)		(B JPY)	(%)
Capacitors	753.5	407.4	411.5	818.9	+65.4	+8.7
Inductors and EMI filters	180.3	96.6	97.6	194.2	+13.9	+7.7
Components	933.8	504.0	509.1	1,013.1	+79.3	+8.5
High-Frequency Device and Communications Module	440.1	218.5	213.1	431.6	(8.5)	(1.9)
Battery and Power supply	164.4	73.9	70.3	144.2	(20.2)	(12.3)
Functional Device	90.7	48.8	49.3	98.0	+7.3	+8.1
Devices/Module	695.2	341.1	332.7	673.8	(21.4)	(3.1)
Others	11.2	6.8	6.2	13.1	+1.9	+17.1
Total	1,640.2	852.0	848.0	1,700.0	+59.8	+3.6

Projected Revenue by Operating segments [FY2023 to FY2024]



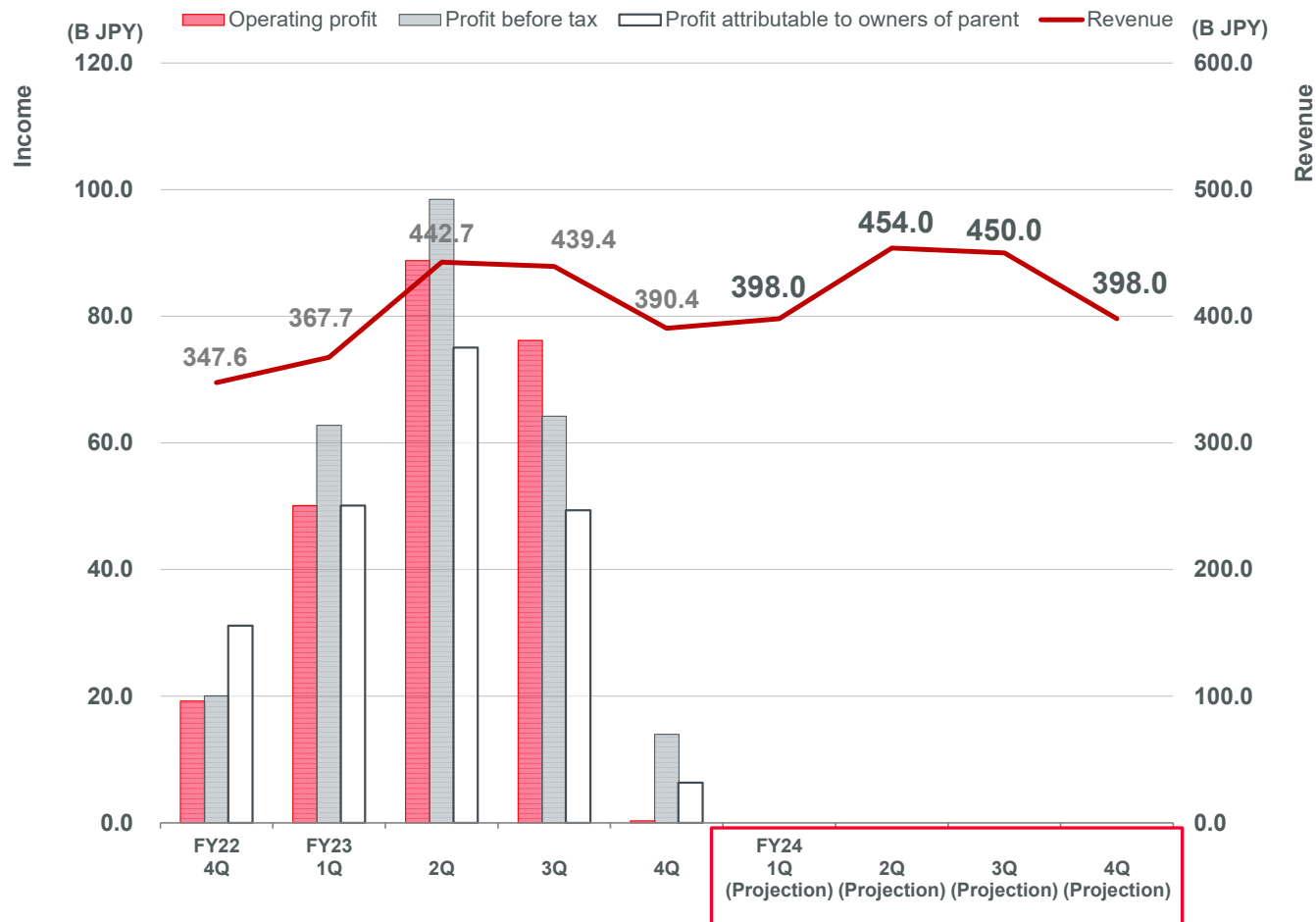
Capacitors +8.7%	MLCCs : Revenue are planned to increase on expectations for a recovery in demand for home electronics and industrial and other applications in addition to growth in demand for mobility and computers.
Inductors and EMI filters +7.7%	EMI suppression filters, Inductors: : Revenue are planned to increase as demand is expected to recover for a wide range of applications in addition to an increase in demand for components for mobility.
High-Frequency Device and Communications Module (1.9%)	Multilayer resin substrates, SAW Filters : Revenue are planned to increase for smartphones. Connectivity modules : Revenue are planned to decline due to the continued review of the business portfolio.
Battery and Power supply (12.3%)	Lithium-Ion secondary batteries : Revenue are planned to decline as product selling prices are expected to further fall in addition to the continuation of sluggish demand in the power tool market.
Functional Device +8.1%	Sensors : Revenue are planned to increase for mobility and computers.

Projected Revenue by Application

	FY2023 Actual (B JPY)	FY2024 Projections		Y on Y Change (B JPY)	(%)
		1st Half (B JPY)	2nd Half (B JPY)		
Communication	676.5	344.3	333.7	678.0	+1.5 +0.2
Mobility	432.7	233.5	242.7	476.2	+43.6 +10.1
Computers	203.1	110.0	109.8	219.8	+16.7 +8.2
Home Electronics	148.5	72.3	67.4	139.6	(8.8) (5.9)
Industry and Others	179.4	91.9	94.5	186.4	+6.9 +3.9
Total	1,640.2	852.0	848.0	1,700.0	+59.8 +3.6

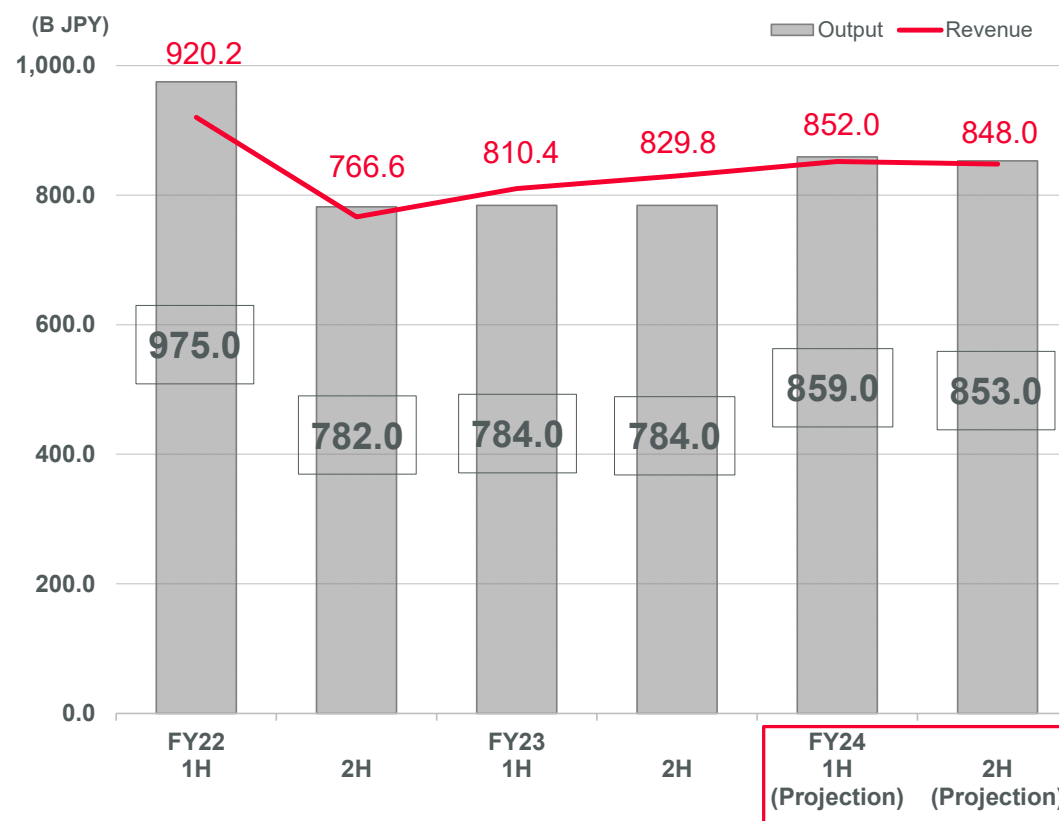
*Based on our estimate

Quarterly Financial Results

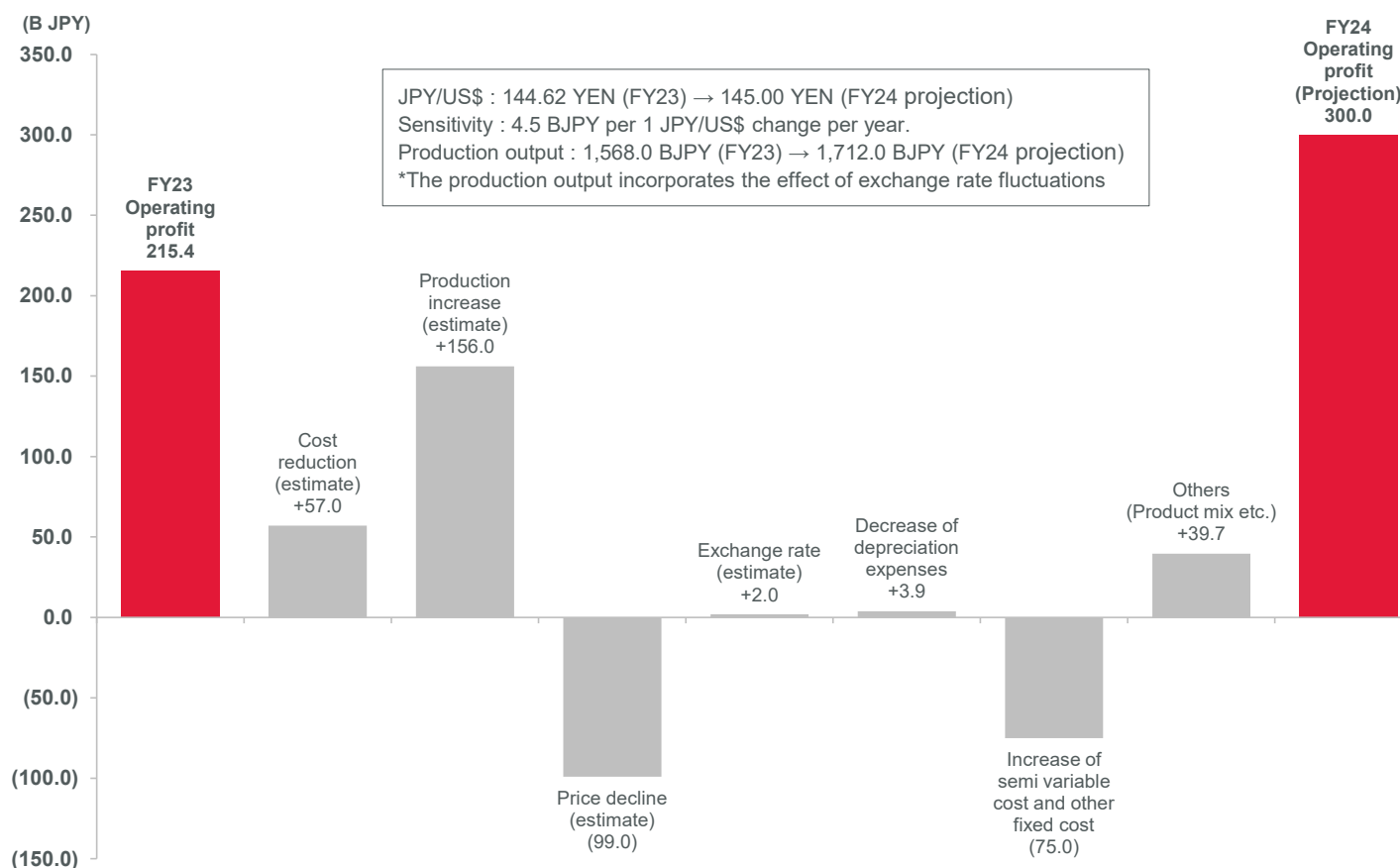


Production Plan for FY 2024

- Production output for FY2024 is planned to be 1,712.0 billion yen (up 144.0 billion yen year on year).
- The Company plans to build a production system in preparation for increased demand, centered on components.



Breakdown of Operating Profit Changes [FY2023 to FY2024]



*"Production increase" is calculated on the basis of production output excluding the effect of sales price reductions and exchange rate fluctuations.

*"Decrease of depreciation expenses" include the impact of one-time expenses with the disposal of equipment that occurred in FY2023.

*"Change in semi variable cost and other fixed cost" include the impact of one-time revenue generated in FY2023.

*"Others(Product mix etc.)" include the profit-changing factor brought by the impairment loss for manufacturing machineries, etc. for cylindrical type lithium-ion secondary batteries.

Copyright © Murata Manufacturing Co., Ltd. All rights reserved.

Projected Financial Results for FY2024

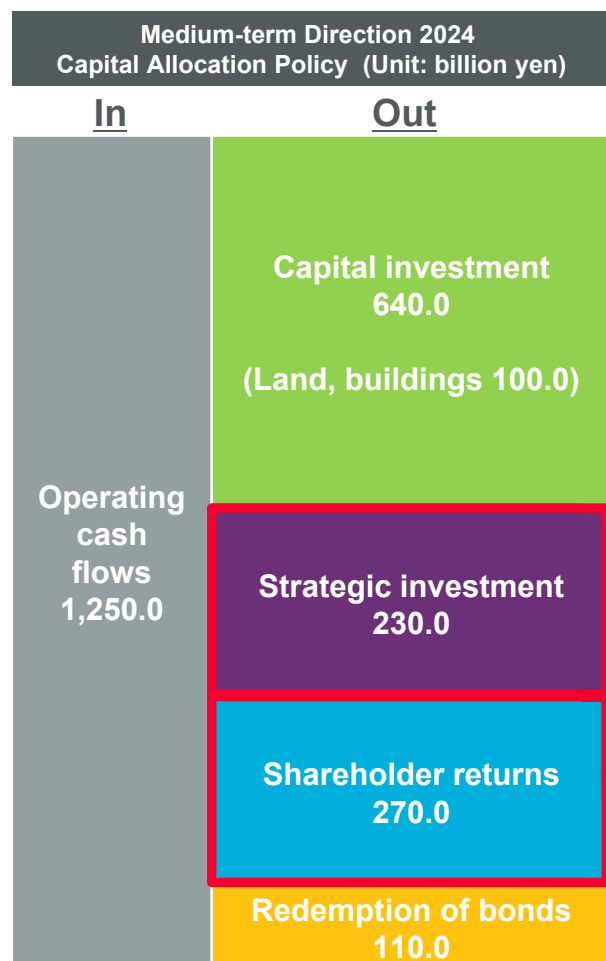
	FY2023 Actual	FY2024 Projections
Depreciation and amortization	175.9 B JPY	172.0 B JPY
R & D expenses	132.5 B JPY	146.0 B JPY
Capital expenditures	219.5 B JPY	190.0 B JPY
Average exchange rate (JPY/USD)	144.62	145.00

[Exchange rate sensitivity (per 1 JPY/US\$ change per year)]

Revenue FY2023 : 10.0 BJPY FY2024 : 9.0 BJPY

Operating profit FY2023 : 5.0 BJPY FY2024 : 4.5 BJPY

Medium-Term Direction 2024 Capital Allocation



	FY2022 Actual	FY2023 Actual	FY2024 Projections	Total investment forecast over 3 year fiscal period
Environmental investment ^{*1}	Approx. 4.0billion yen	Approx. 6.0billion yen	Approx. 35.0billion yen ^{*2}	Approx. 90.0billion yen ^{*2}
M&A and other growth investment	Approx. 4.0billion yen	Approx. 6.0billion yen		
Other (Stronger IT infrastructure etc)	Approx. 16.0billion yen	Approx. 18.0billion yen		
Total	23.6billion yen	29.7billion yen		

*1.Environmental investment is included in capital expenditures in the actual and the projected financial results.

*2.“M&A and other growth investment” is not included in the projection.

• Dividend

As a stable increase in dividends is our basic policy, we aim to achieve DOE of 4% or higher over the medium term with reference to dividend payout ratio of Approx. 30%.

• Stock Repurchase

As a means of returning profits to shareholders, we implement Stock Repurchase in a timely manner to improve capital efficiency.

Shareholder returns

■ Stock Repurchase

- Total number of shares of stock to be repurchased : Up to 44 million shares
*Up to 2.33% of the total number of outstanding shares of stock, excluding treasury stock
- Total amount : Up to 80.0 billion yen
- Period : From April 30, 2024 to October 31, 2024

■ Dividend increase

- The Company plans to pay a year-end dividend of 27 yen per share for FY2023, an increase of 2 yen per share from the previous forecast.
- Annual dividend is planned to be 54 yen per share(Interim:27 yen, Year-end:27 yen) for FY2024.

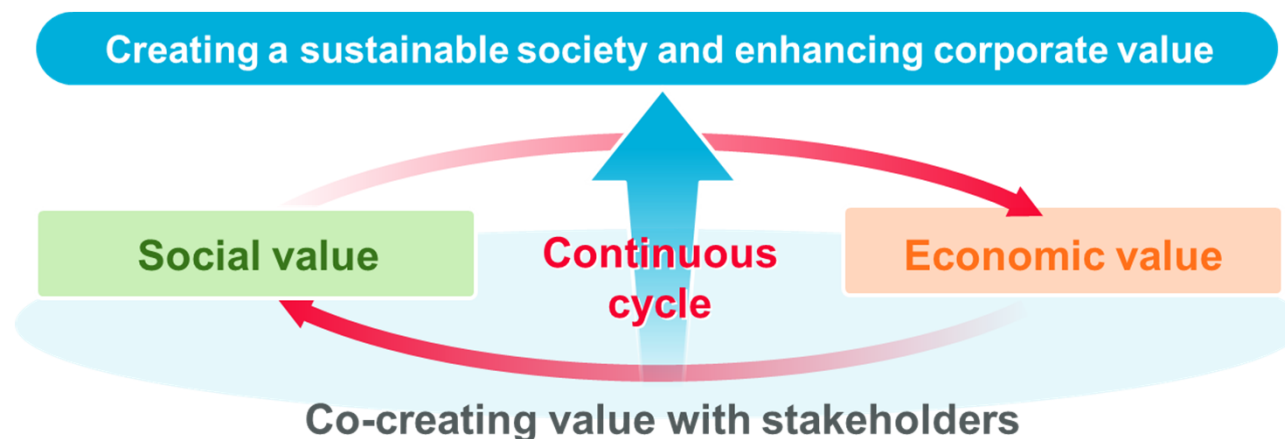
■ Reasons for additional shareholder returns

- Because the ratio of liquidity on hand exceeds the guideline of 2.5 to 3.5 months in the revenue age.
- Because of the move to improve capital efficiency by taking medium-term financing needs into account.

*Treasury stock exceeding 5% of the number of issued shares will be cancelled in principle, starting from FY2024.

Introduction of Restricted Stock Compensation Plan for Employees

- **Eligible Employees** : Our group employees who subscribe to the Shareholding Association and agree to the Plan
- **Reason for introducing the Plan** : To improve our group employee's awareness of the Company's business performance and stock price, further share value with shareholders, and increase their motivation to enhance corporate value.
- **Estimated amount** : Up to 3.7 billion yen
- **Introduction date** : To be determined



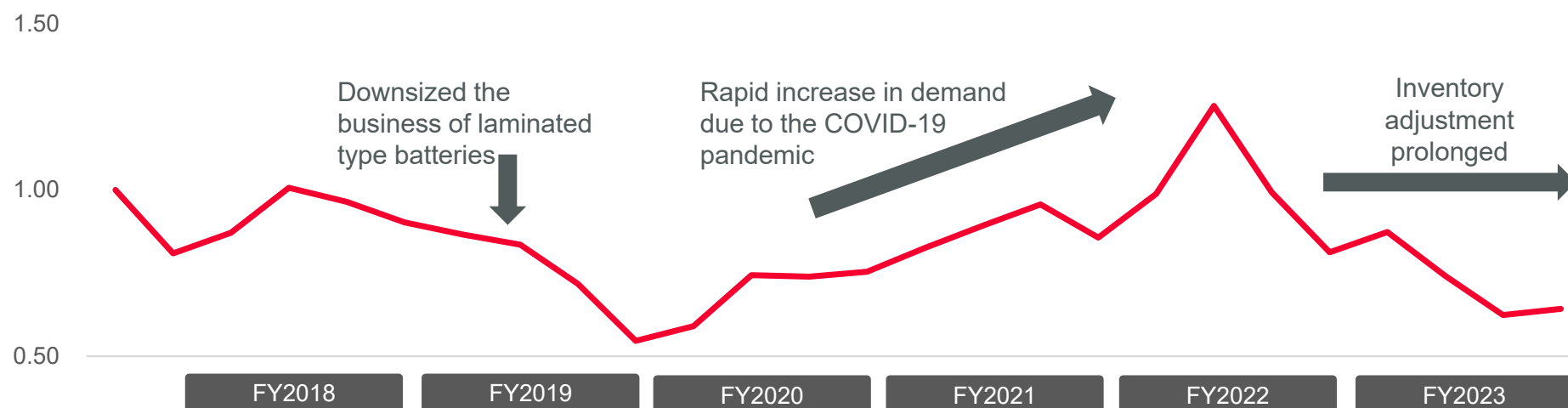
Future of Battery Business

An abstract graphic consisting of a thin grey line that starts at the bottom left, goes up vertically, then diagonally to the right, then up vertically again, and finally diagonally to the right. To the right of this line are three overlapping parallelogram shapes: a dark grey one, a light grey one, and a large red one.

History of the Lithium-Ion Secondary Battery Business

- The Company ran a business with cylindrical type batteries and laminated type batteries just after the acquisition of the business in 2017. Downsized the business of laminated type batteries as part of a revision to the business portfolio in 2019.
- Focused on the power tools market with a high market growth rate. Made investments in a production capacity increase in light of the market's prospects and in response to a rapid increase in demand due to the COVID-19 pandemic.
- An inventory adjustment prolonged due to the magnitude of a demand plunge after the rapid increase. Recorded an impairment loss as a result of revising the business plan after taking into consideration a change to the competitive environment, a delay in executing the strategy, etc.

Trends in sales



*Based on the third quarter of FY2017 set as 1.

Role that Battery Business Plays for Murata



The battery business plays a role in contributing to business expansion to the “Environment” fields, which is an area that the Company challenges itself to embark on.

Murata's battery business



Direct
contribution

Environmental Business
Opportunities

PT/OPE
Market

ESS
Market

Layer 3

Creation of new
business models

Internal Deployment
Showcasing Initiatives

Use in-house technology internally.
Create business opportunities
through demonstrating such
technologies internally.



Create a new business that
leverages battery technology,
knowledge, and data obtained
through showcasing them.

Future Directions

	Past Initiatives		Future Directions
Create business opportunities in the environmental fields	<ul style="list-style-type: none"> Focus on the power tools market 	➔	<ul style="list-style-type: none"> Continue business in the power tools market with a high market growth rate Accelerate efforts to achieve RE100 internally and expand business in the domestic market as well <div> <p>【PT/OPE・ESS market forecast】 *Market size based on GWh with CY2023 set as 1</p> <p>Based on our estimate from market report</p> </div>
Build a lean business foundation	<ul style="list-style-type: none"> Strengthen Monozukuri capabilities 	➔	<ul style="list-style-type: none"> Make a thorough improvement in loss by boosting manufacturing capability continuously Thoroughly standardize production processes and materials Establish underlying technologies for the future Strengthen supply chain management
Strengthen and reallocate management capital	<ul style="list-style-type: none"> Revise the business portfolio Adopt human resources from other businesses to strengthen the foundation Select or discard development themes 	➔	<ul style="list-style-type: none"> Position cylindrical type batteries as a core product on a continuous basis and strive to grow them Implement personnel rotation toward the strengthening of business Establish underlying technologies by boosting company-wide R&D functions

This report contains forward-looking statements concerning Murata Manufacturing Co., Ltd. and its group companies' projections, plans, policies, strategies, schedules, and decisions. These forward-looking statements are not historical facts; rather, they represent the assumptions of the Murata Group (the "Group") based on information currently available and certain assumptions we deem as reasonable. Actual results may differ materially from expectations due to various risks and uncertainties. Readers are therefore requested not to rely on these forward-looking statements as the sole basis for evaluating the Group. The Company has no obligation to revise any of the forward-looking statements as a result of new information, future events or otherwise.

Risks and uncertainties that may affect actual results include, but are not limited to, the following: (1) economic conditions of the Company's business environment, and trends, supply-demand balance, and price fluctuations in the markets for electronic devices and components; (2) price fluctuations and insufficient supply of raw materials; (3) exchange rate fluctuations; (4) the Group's ability to provide a stable supply of new products that are compatible with the rapid technical innovation of the electronic components market and to continue to design and develop products and services that satisfy customers; (5) changes in the market value of the Group's financial assets; (6) drastic legal, political, and social changes in the Group's business environment; and (7) other uncertainties and contingencies.

The Company undertakes no obligation to publicly update any forward-looking statements included in this report.

Thank you



Appendixes



Consolidated Statement of Financial Position



(B JPY)

	Mar.2023	Mar.2024	Change from Mar.2024		Mar.2023	Mar.2024	Change from Mar.2024
Cash and cash equivalents	469.4	622.0	+152.6	Bonds and borrowings	112.0	52.8	(59.2)
Trade receivables	270.2	292.7	+22.5	Trade payables	65.6	67.6	+2.0
Inventories	574.6	513.0	(61.6)	Other current liabilities·non-current liabilities	320.8	361.8	+41.1
Other current assets	93.3	72.0	(21.3)	Total liabilities	498.4	482.3	(16.1)
Total current assets	1,407.6	1,499.8	+92.2	Equity attributable to owners of parent	2,360.0	2,556.1	+196.2
Property, plant and equipment	1,146.2	1,184.6	+38.4	Non-controlling interests	0.0	(0.5)	(0.5)
Right-of-use assets	49.8	59.4	+9.6	Total equity	2,359.9	2,555.6	+195.7
Goodwill	123.2	137.1	+13.9	Total liabilities and equity	2,858.3	3,037.9	+179.6
Other non-current assets	131.4	157.0	+25.6				
Total non-current assets	1,450.7	1,538.1	+87.4				
Total assets	2,858.3	3,037.9	+179.6				

(JPY)

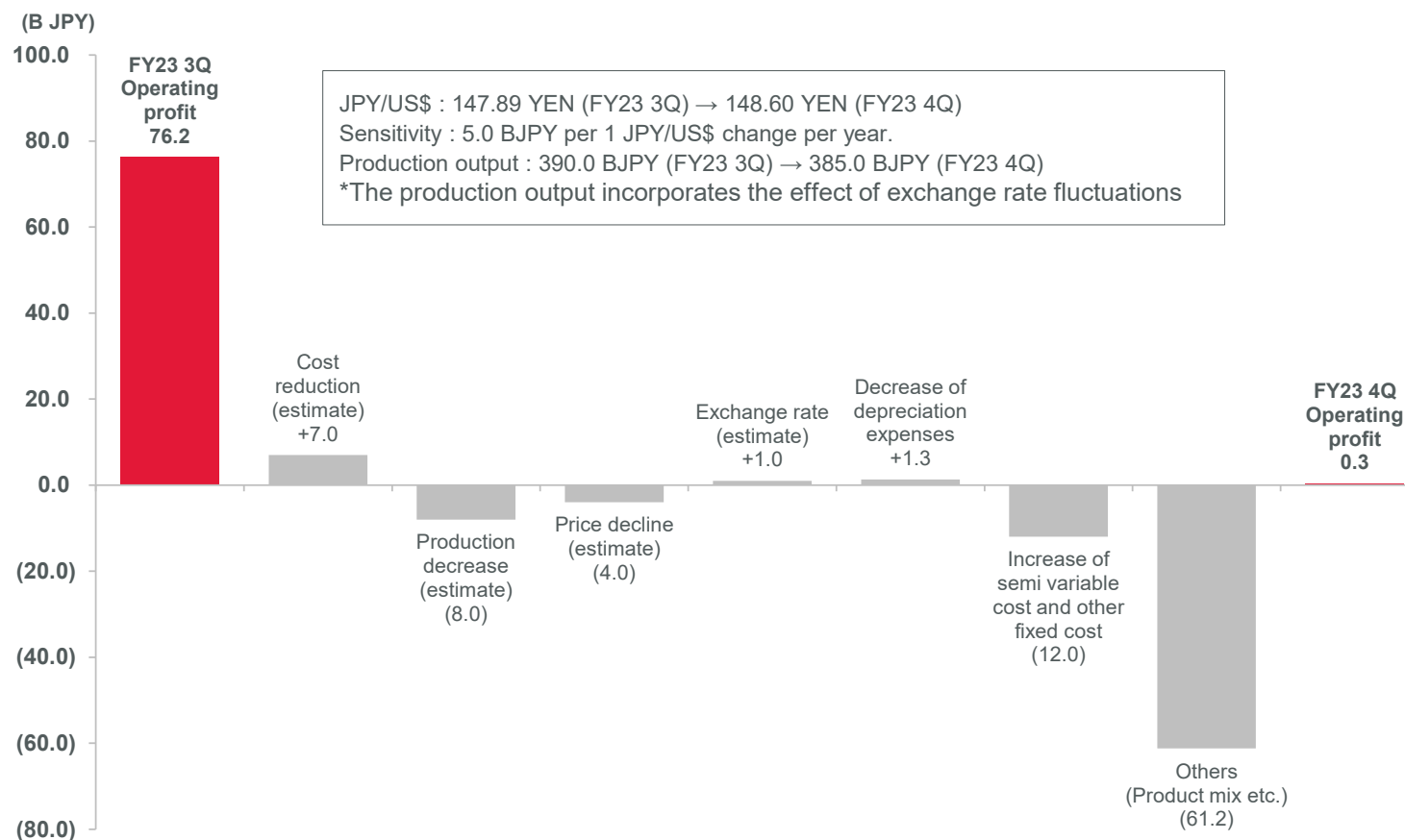
Exchange rates	Mar.2023	Mar.2024	Change from Mar.2024
Yen/US dollar	133.54	151.40	17.86 Yen depreciation

Financial Results Overview

[FY24 1st Half Projections to FY24 2nd Half Projections]

	FY2023 3rd Quarter		FY2023 4th Quarter		Q on Q Change	
	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)
Revenue	439.4	100.0	390.4	100.0	(49.0)	(11.2)
Operating profit	76.2	17.3	0.3	0.1	(75.9)	(99.6)
Profit before tax	64.2	14.6	14.0	3.6	(50.2)	(78.2)
Profit attributable to owners of parent	49.4	11.2	6.3	1.6	(43.0)	(87.2)

Breakdown of Operating Profit Changes [FY23 3rd Quarter to FY23 4th Quarter]



*"Production decrease" is calculated on the basis of production output excluding the effect of sales price reductions and exchange rate fluctuations.

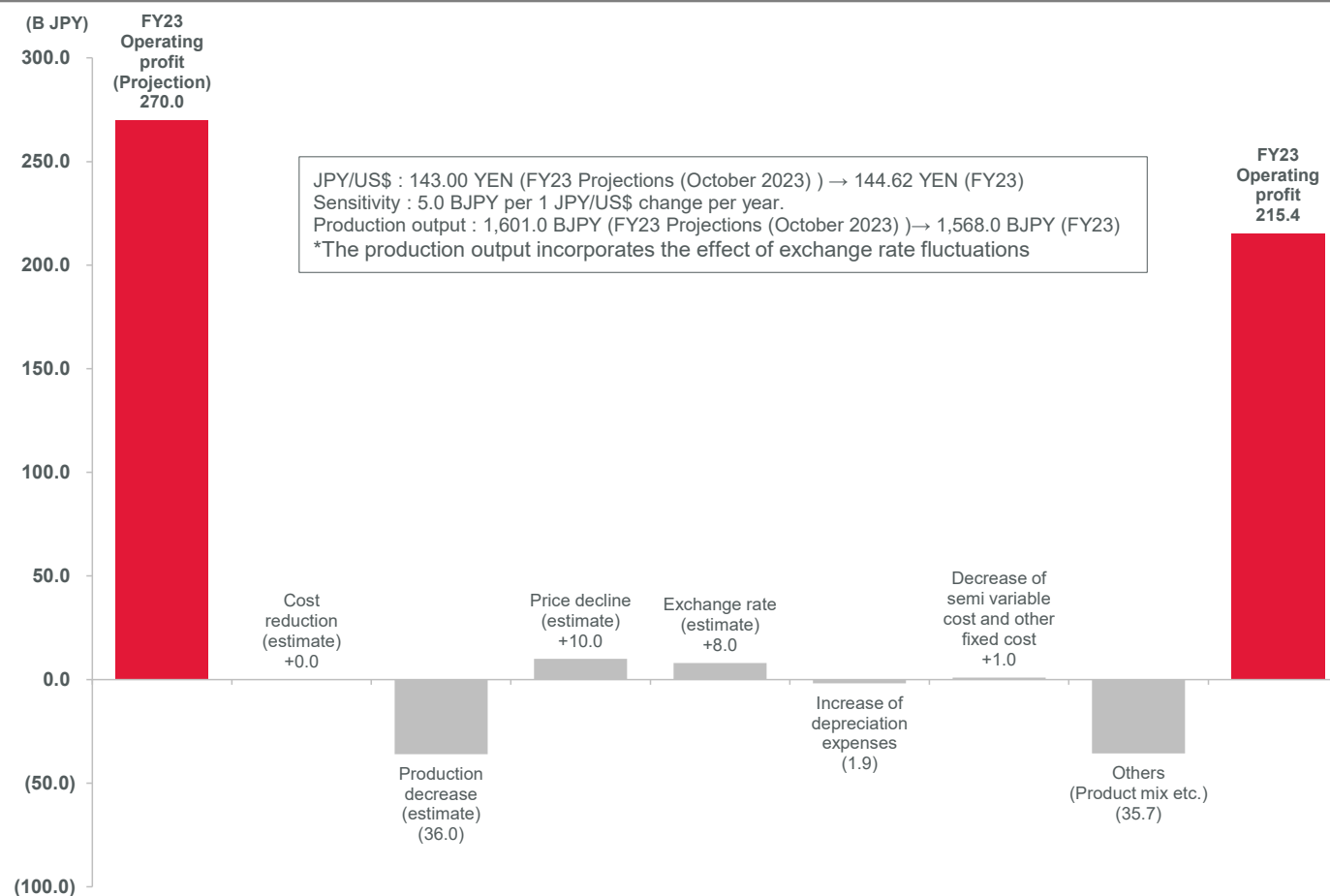
*"Decrease of depreciation expenses" include the impact of one-time expenses with the disposal of equipment that occurred in the third quarter of FY2023.

*"Change in semi variable cost and other fixed cost" include the impact of one-time revenue generated in the fourth quarter of FY2023.

*"Others(Product mix etc.)" include the profit-changing factor brought by the impairment loss for manufacturing machineries, etc. for cylindrical type lithium-ion secondary batteries.

Copyright © Murata Manufacturing Co., Ltd. All rights reserved.

Breakdown of Operating Profit Changes [FY23 Projections(October2023) to FY23 Actual]



*"Production decrease" is calculated on the basis of production output excluding the effect of sales price reductions and exchange rate fluctuations.

*"Increase of depreciation expenses" include the impact of one-time expenses with the disposal of equipment that occurred in the third quarter of FY2023.

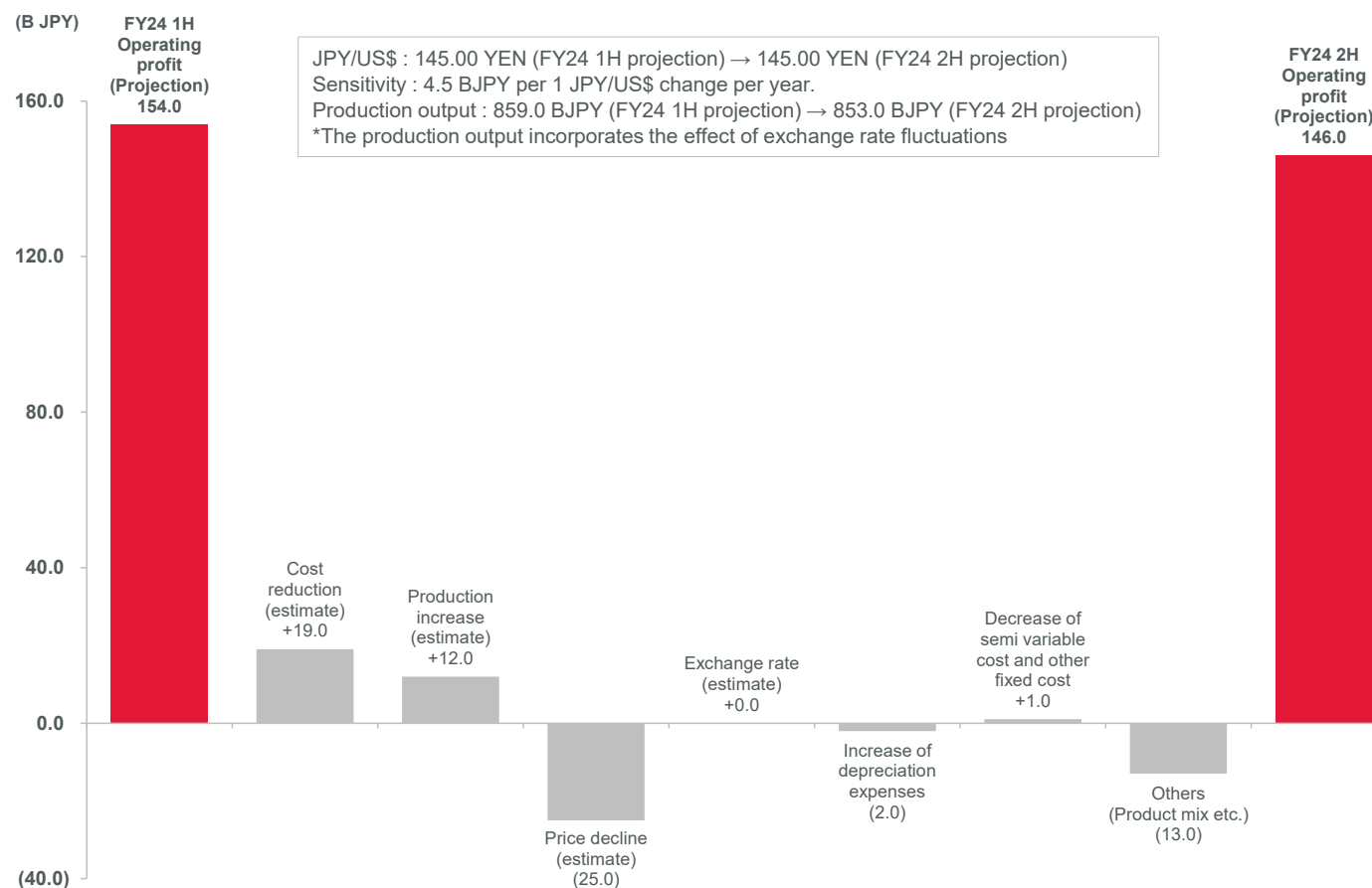
*"Others(Product mix etc.)" include the profit-changing factor brought by the impairment loss for manufacturing machineries, etc. for cylindrical type lithium-ion secondary batteries.

Financial Results Overview

[FY24 1st Half Projections to FY24 2nd Half Projections]

	FY2024 1st Half Projections		FY2024 2nd Half Projections		H on H Change	
	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)
Revenue	852.0	100.0	848.0	100.0	(4.0)	(0.5)
Operating profit	154.0	18.1	146.0	17.2	(8.0)	(5.2)
Profit before tax	160.0	18.8	153.0	18.0	(7.0)	(4.4)
Profit attributable to owners of parent	120.0	14.1	115.0	13.6	(5.0)	(4.2)

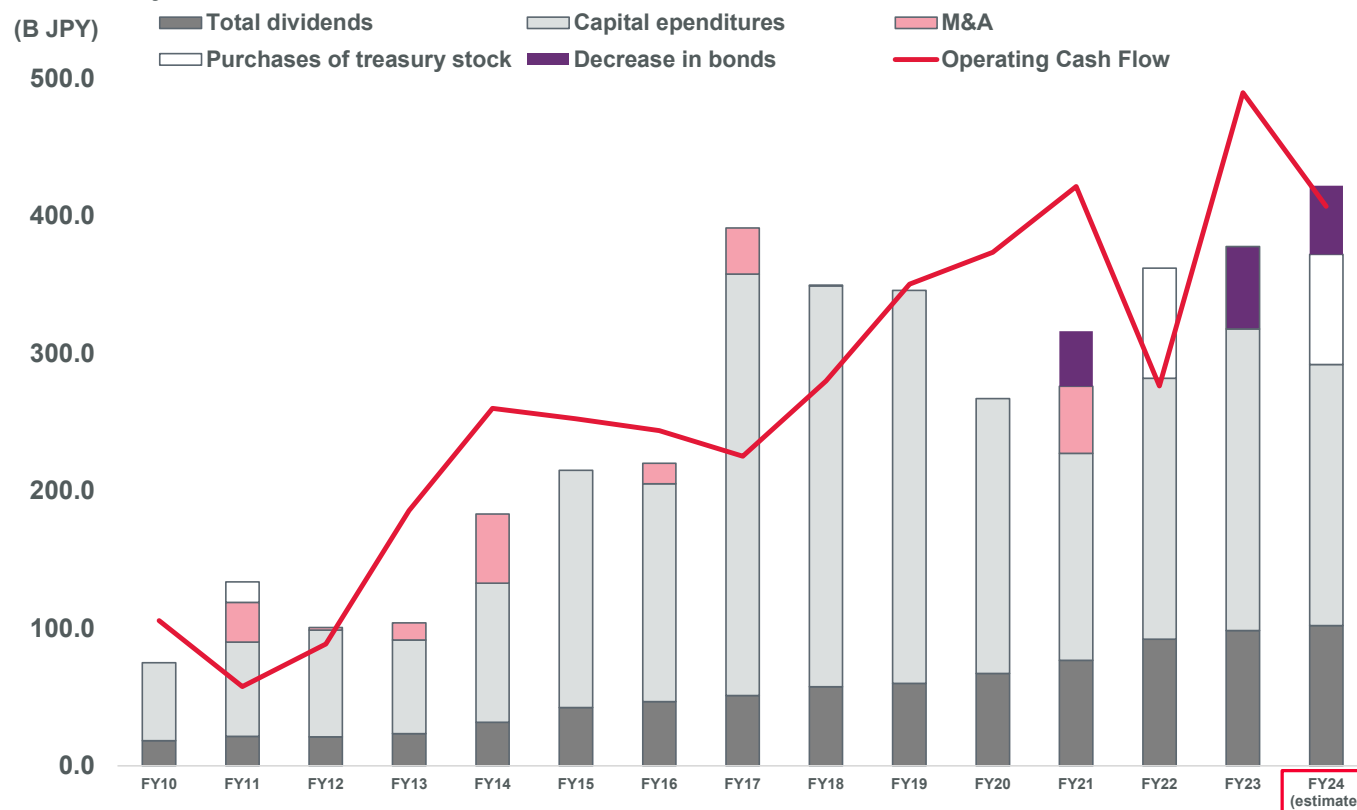
Breakdown of Operating Profit Changes [FY24 1st Half Projections to FY24 2nd Half Projections]



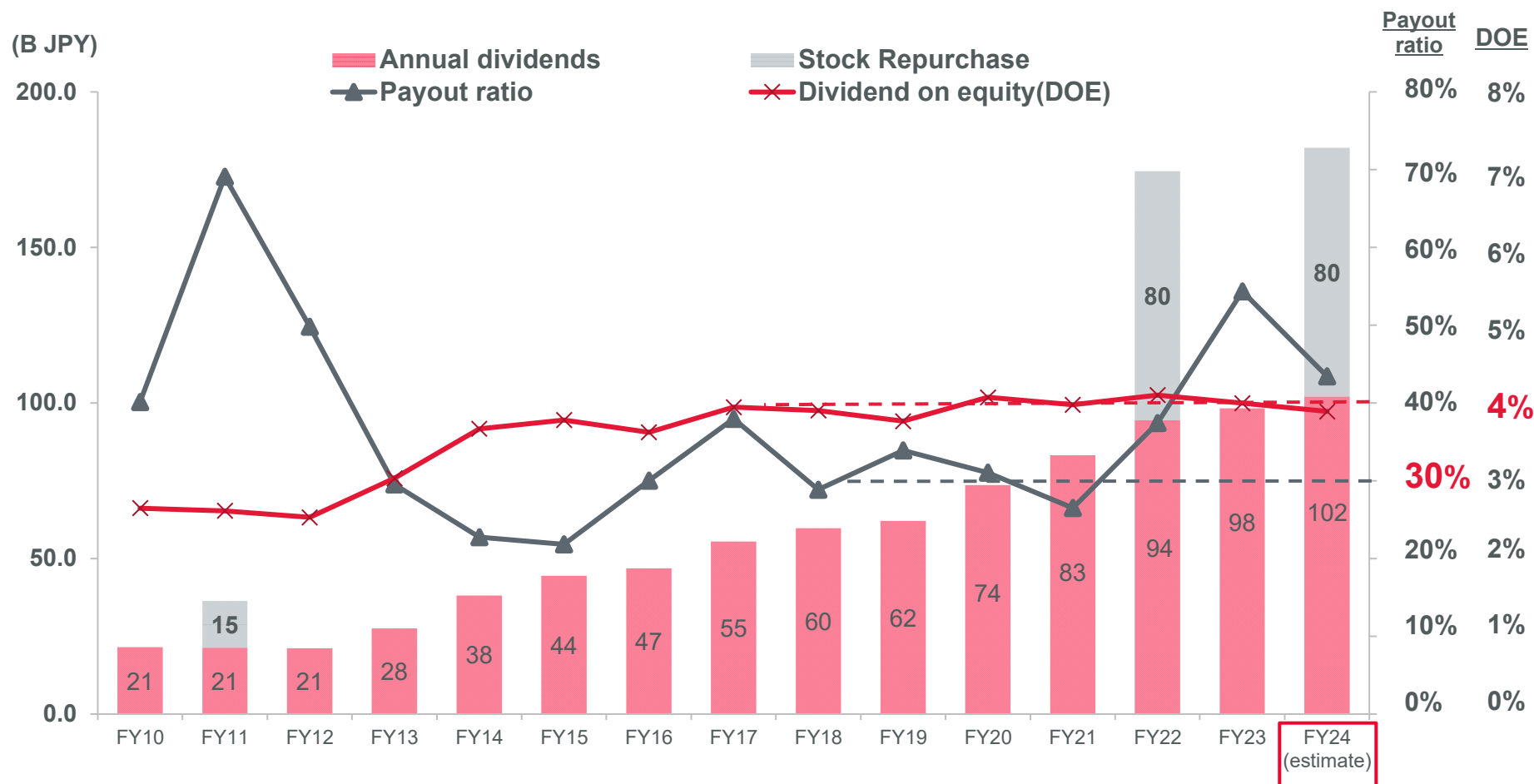
*"Production increase" is calculated on the basis of production output excluding the effect of sales price reductions and exchange rate fluctuations.

Cash Flows

- Operating cash flow is expected to decrease in FY2024 due to increased inventory.
- The Company steps up shareholder return including Stock Repurchase(80.0 billion yen) and Dividend increase. And we plan the redemption of corporate bonds (50.0 billion yen) in the first half of the fiscal year.



Return to Shareholders



Financial Data (1/3)

(B JPY)

	FY2022				FY2023			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Revenue	436.7	483.6	419.0	347.6	367.7	442.7	439.4	390.4
Operating profit	90.8	109.8	78.4	19.2	50.1	88.8	76.2	0.3
Profit before tax	103.3	113.7	65.7	20.0	62.8	98.5	64.2	14.0
Profit attributable to owners of parent	76.1	85.7	51.0	31.1	50.1	75.1	49.4	6.3
Capital expenditures	38.6	45.2	54.2	70.2	53.1	55.3	52.2	58.9
Depreciation and amortization	39.8	40.0	40.2	41.3	42.1	42.9	46.1	44.8
R & D expenses	30.7	31.5	30.3	31.7	32.7	33.6	33.5	32.7
Average exchange rates (yen)	129.57	138.38	141.64	132.32	137.37	144.63	147.89	148.60

Financial Data (2/3)



(B JPY)

		FY2022				FY2023			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Revenue by Operating segments	Capacitors	202.1	194.4	182.7	159.5	169.5	197.0	198.1	189.0
	Inductors and EMI filters	46.9	48.3	43.4	36.8	38.9	48.4	48.2	44.8
	Components	249.0	242.7	226.1	196.3	208.3	245.4	246.2	233.8
	High-Frequency Device and Communications Module	108.4	147.6	114.4	83.3	87.9	127.7	130.9	93.6
	Battery and Power supply	51.3	65.0	53.9	44.4	48.0	43.1	36.6	36.7
	Functional Device	24.8	24.9	22.1	20.9	20.9	23.5	22.8	23.5
	Devices/Module	184.5	237.5	190.4	148.6	156.8	194.4	190.3	153.7
	Others	3.1	3.3	2.5	2.7	2.5	2.9	2.9	2.9
	Total	436.7	483.6	419.0	347.6	367.7	442.7	439.4	390.4
Revenue by Application	Communication	169.2	205.0	162.6	122.4	134.1	194.1	199.1	149.2
	Mobility	91.9	94.3	106.3	97.7	99.6	110.7	113.0	109.3
	Computers	68.2	65.2	50.7	40.6	45.2	50.7	52.2	55.0
	Home Electronics	51.3	61.9	45.6	39.0	42.0	40.3	32.7	33.4
	Industry and Others	56.1	57.0	53.8	47.9	46.8	46.8	42.4	43.4
	Total	436.7	483.6	419.0	347.6	367.7	442.7	439.4	390.4

Financial Data (3/3)

(B JPY)

		FY2022				FY2023			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Components	Revenue	252.0	245.2	228.6	198.6	210.5	247.5	248.9	235.6
	Operating profit	88.1	82.8	67.5	43.9	52.5	64.0	62.3	55.4
Devices and modules	Revenue	184.5	237.5	190.4	148.6	156.8	194.4	190.3	153.8
	Operating profit	2.4	27.7	12.0	(22.0)	(0.2)	26.4	14.7	(53.8)
Others	Revenue	20.2	16.5	18.1	19.8	15.2	17.0	15.5	19.7
	Operating profit	0.2	(0.7)	(1.1)	(2.7)	(2.2)	(1.5)	(0.7)	(1.3)
Eliminations	Revenue	(20.0)	(15.7)	(18.1)	(19.3)	(14.9)	(16.2)	(15.3)	(18.7)
Consolidated	Revenue	436.7	483.6	419.0	347.6	367.7	442.7	439.4	390.4
	Operating profit	90.8	109.8	78.4	19.2	50.1	88.8	76.2	0.3

