

# Financial Highlights

## The Key Word is “Connected”.

The spread of smartphones and tablet computers, and the electrification of automobiles...

Sales of Murata’s electronic components are growing increasingly in these areas that serve to contribute to the development of our society.

Smartphones currently account for as many as half of the mobile phones sold worldwide. And it is predicted that this will expand to 75% or more in three years. Along with the spread of hybrid cars and electric vehicles, electrification is also progressing in the field of automotive electronics through improved safety features like Electronic Stability Control (ESC). And the overall demand for electronic components, including for these applications, is trending toward smaller sizes, higher performance, and higher reliability... At Murata, in addition to the monolithic ceramic capacitors that have been our core product since our foundation, sales of communication modules and the piezoelectric components are growing more and more.

### Sales by Product

Sales of modules and small, high performance component parts that support a “connected” society are growing by leaps and bounds.

#### Capacitors

Sales increased for our super-miniature capacitors and small, high capacity, high-end capacitors that are used in smartphones and tablet computers, and, in automotive electronics, for those high reliability capacitors that are required due to the advancing electrification of vehicles brought about by the spread of hybrid cars and electric vehicles.

#### Piezoelectric Components

Sales of SAW filters expanded in accordance with the multiband functionality of mobile phones. With piezoelectric sensors, sales for the shock sensors that are used in hard disk drives grew. The demand for quartz crystal devices in home appliances and automotive electronics also trended upward.

#### Other Components

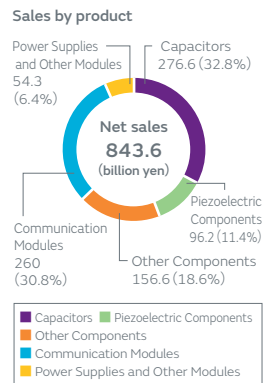
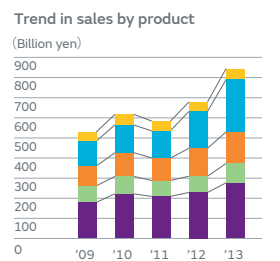
Sales for high frequency coils and connectors for smartphones and tablet computers grew, sales of EMI suppression filters for automotive electronics and smartphones trended well, and, in automotive electronics, sales of MEMS sensors used for Electronic Stability Control (ESC) expanded as well.

#### Communication Modules

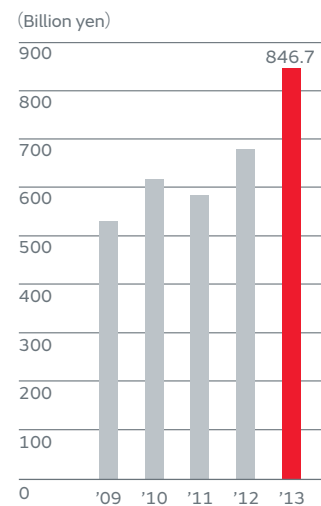
Sales of RF and connectivity modules increased sharply along with the higher functionality, multi-functionalization and improved transmission speed for smartphones and tablet computers.

#### Power Supplies and Other Modules

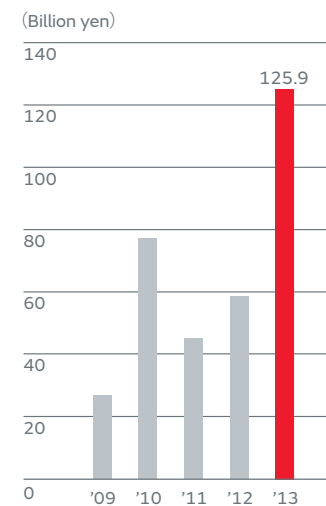
Sales for servers and automotive electronics increased.



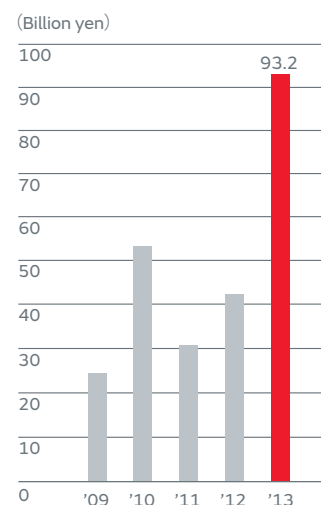
### Net sales



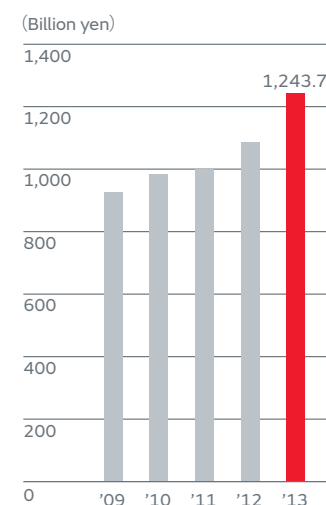
### Operating income



### Net income



### Total assets



### Sales by Application

Sales were good over a broad range of products that deliver convenience, enjoyment and safety in communications and automotive electronics, etc.

#### Communications

Demand expanded over a wide product range, including modular components such as RF and connectivity modules for smart phones, and component parts like super-miniature capacitors and small, high capacity, high-end capacitors, SAW filters, high frequency chip coils, and connectors.

#### Computers and Peripherals

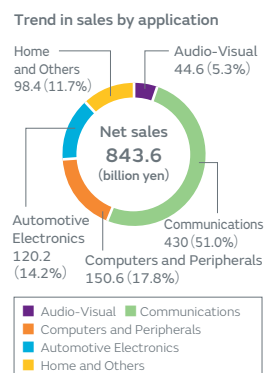
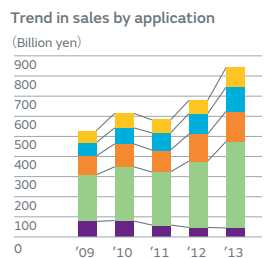
Just as with smartphones, the spread of tablet computers has caused the demand for a large array of products like communication modules and capacitors to grow.

#### Automotive Electronics

With the advance of electronics for automobiles, sales grew for high-reliability capacitors as well as for the MEMS sensors in Electronic Stability Control (ESC) systems, and the demand for such automotive electronic components is expected to even exceed the pace of expanding sales.

#### Audio-Visual, Home and Others

Sales of connectivity modules fell due to a reduction in the demand for portable media players.



### New Applications

The automotive, energy, and health care markets... Murata is proposing new value for new applications.

Murata is currently concentrating on three particular fields: ① The automotive market where the demand for electronic components is expanding rapidly due to the spread of hybrid cars and electric vehicles, ② The field of energy where the building of “smart communities” that take full advantage of the growth of renewable energy and energy-saving technologies is being forecast, and ③ The health care market where growth is expected as a result of more and more generations being conscious of health and from the introduction of IT and the

conversion to electronics in medical technologies. These are markets where change is being called for. By taking advantage of the technology (the realization of smaller sizes and reduced thickness, sensors, and the core technology of wireless communications) and know-how in electronics that we have cultivated to-date, Murata is bringing about such change by providing new value in our continued efforts to contribute, more than ever before, towards the realization of a new society, a better society.