

# Financial highlights

## Supporting society through “connectivity” technology

Sales of Murata’s compact, high performance, highly reliable electronic components are growing more than ever before.

Smartphones currently account for 75% of the mobile phones sold worldwide, and it is predicted that the need for multiband LTE-compatible units will spread even further.

Advancements in electrification is forecast for the field of automotive electronics along with improved safety features like Electronic Stability Control (ESC) and the growth of built-in vehicle communication functions like infotainment. The overall demand for electronic components is also trending toward smaller sizes, thinner higher performance, and higher reliability... At Murata, in addition to component products, sales of the monolithic ceramic capacitors and piezoelectric components that are our core products, as well as of communication modules in which numerous parts are embedded using multi-component, multi-layer technology 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.

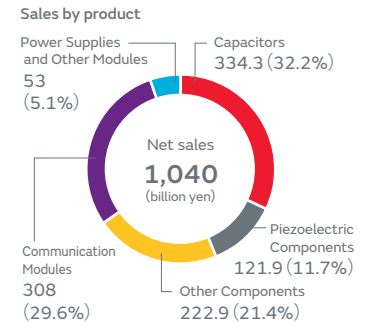
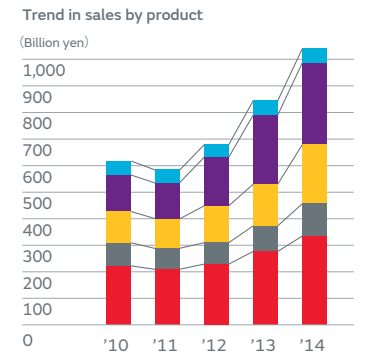
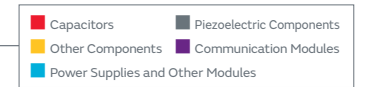
**Capacitors** Sales increased for our super-miniature capacitors and small, high capacity capacitors that are used in smartphones and tablet computers. In automotive electronics, sales grew for those high reliability capacitors that are required due to the spread of hybrid cars and electric vehicles and the advancing electrification of 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 crystal resonators 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. Coil-related products from TOKO Inc., one of our consolidated subsidiaries, also contributed to those sales results.

**Communication modules** The number of components per unit is increasing along with the improved transmission speed, multi-functionalization, and multiband capabilities for smartphones and tablet computers. The trend toward modularization, in which a plurality of components are integrated for such purposes as reducing the area occupied by the RF section, is progressing, and sales of RF and connectivity modules for cellular phones increased sharply.

**Power supplies and other modules** Sales for servers and automotive electronics grew.

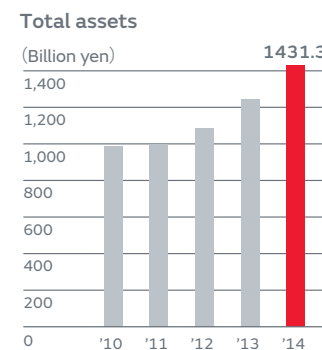
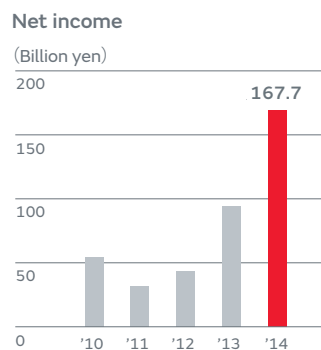
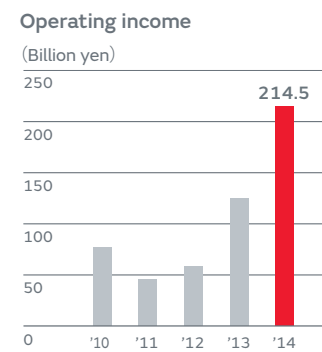
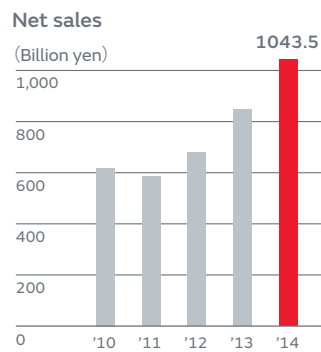


**Net sales**  
1043.5 Billion yen

**Operating income**  
214.5 Billion yen

**Net income**  
167.7 Billion yen

**Total assets**  
1431.3 Billion yen



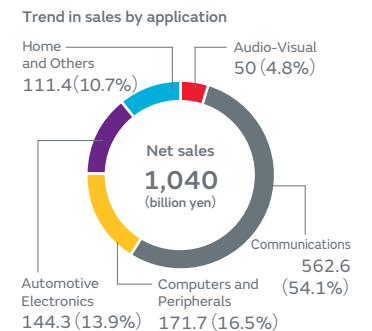
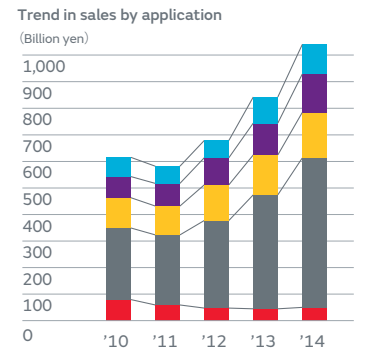
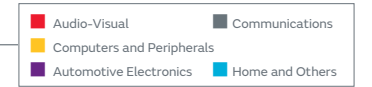
**Sales by application** Sales were good over a broad range of products that deliver convenience, enjoyment and safety in communications and automotive electronics, etc.

**Communications** The spread of smartphones equipped with high-speed LTE communication capabilities increased, and demand expanded over a wide product range, including component parts like super-miniature capacitors and small, high capacity, high-end capacitors, SAW filters, high frequency chip coils, and connectors, as well as modular components such as RF and connectivity modules for cellular phones.

**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. Sales of shock sensors used in hard disk drives increased as well.

**Automotive electronics** With the advance of electronics for automobiles, sales grew for high-reliability capacitors as well as for the MEMS sensors used in Electronic Stability Control (ESC) systems, and the demand for such automotive electronic components will surely be even greater than the actual growth in sales.

**Audio-visual, home and others** Sales grew with connectivity modules for portable media players and digital cameras and with capacitors for flat-screen TVs.



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

Murata is currently concentrating on three particular fields: ①The automotive market where the demand for electronic components is expanding rapidly due to the spread of hybrid cars and electric vehicles and along with the electrification of automobiles in general, ②The 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 ③The health care and medical markets 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 ongoing efforts to contribute, more than ever before, towards the realization of a new society, a better society.