

### Third Quarter of FY2012 Presentation Q&A

Q: Would the impact of foreign exchange sensitivity for operating income as 30B JPY per 1 JPY/US\$ fluctuate with the current depreciation of the yen against the dollar?

A: If the composition of product mix and currency mix of sales and expenses do not change, we expect the foreign exchange sensitivity will not fluctuate. However, the potential fluctuation for 12Q4 may be partial because we have made foreign exchange forwards under yen appreciation. Furthermore, there would be some impacts to some extent by the relationship with the customers and the competitive environment.

Q: How much order intake do you expect after December?

A: We are receiving equivalent level of order intake in January compared with the previous quarter owing to early-order intake for Chinese new year in February. However, we expect that it would decrease in February as a rebound.

Q: How much level of inventory at the end of March do you plan?

A: We expect to maintain the inventory amount as the same level as the end of December.

Q: How much of production amount do you plan for 12Q4? Please mainly explain in terms of component products.

A: We think that the current inventory level is appropriate. We expect the production amount would be the same level along with decreased sales of 12Q4. However, in the case of increased demand in spring, we may increase the inventory to some extent to cope with the demand.

Q: What was any upward items for the result of 12Q3 except the yen depreciation?

A: The sales was better than our original expectation except foreign exchange. However, the impact was limited because sales increase came from module products with lower margin.

Q: How do you forecast the units of major electric devices for 12Q4?

A: We forecast as follows.

Mobile phones total 12Q3:450Munits 12Q4:390Munits

[Smartphones 12Q3:230Munits 12Q4:190Munits]

[LTE handsets 12Q3:60Munits 12Q4:40Munits]

PCs total 12Q3:130Munits 12Q4:110Munits

[Tablet devices 12Q3:40Munits 12Q4:30Munits]

Q: How much production capacity do you increase and level of Capex and depreciation for next year? I think it is necessary to increase capacity for communication module products with the strong demand.

A: Capex is different for each type of model of module and it differentiate according to its growth. Thus, we cannot mention Capex level for the next year because we are under the process of budget organization.

Q: I think the module product sales fluctuated due to the customers' production. Would it be possible to average module products sales throughout the year?

A: We think it would be possible to average module products sales by broadening a number of customer.

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