

## First Quarter of FY2013 Presentation Q&A

Q: How much is order intake after 13Q2 as your expectation? How about capacity utilization plan do you expect?

A: Our order intake in July is higher than the last month thanks to increasing many kinds of products. The order would be the highest in our history as monthly basis. We expect a peak of our order would hit in 13Q2 and a peak of sales would hit in 13Q3. The capacity utilization ratio would be 100% based on 20 operating days per month. Regarding MLCCs, it would be 90% based on 27 operating days per month.

Q: Now, smart phones has already been penetrated in worldwide and commoditized. Do you think an impact of increasing the composition ratio for low price smartphones.

A: Sales amount of electronic parts per unit of low price smartphones in emerging countries will be lower than the parts per high end smart phones, because the low price smartphones have not adopted electronic modules yet. However, they have already started to use equivalent level of MLCCs and SAW filters comparing with the high end smartphones. We try to expand not only electronic parts for low price smartphones but also the sales of high value added products for highly-functional smartphones.

Q: How much level of inventories do you plan in the end of September?

A: We plan to produce the product the same level as sales. We do not plan to increase inventories in the end of September.

Q: How much fixed costs do you plan in 13Q2?

A: Semi valuable costs and fixed costs in 13Q1 were increased owing to increase production capacity to cope with incoming demand. Regarding 13Q2, it is difficult to forecast how much the semi variable costs such as energy costs would be, but we would manage to control other expenses.

Q: What is the reason of inventory increase in June?

A: Mainly, finished goods were increased. It includes the impact of value evaluation of inventory which overseas subsidiaries have by yen depreciation. By products, we increased inventory of short-range wireless communication modules.

Q: Was an increase in semi variable costs and fixed costs in line with your original plan?

A: These costs were higher than our original plan because production amount in 13Q1 was

higher than our plan.

Q: Sales of Home and Others segment increased and I suppose it was mainly caused by an increase in the distributor business in China. How much sales came from this business?

A: We segmented the distributor business as Home and Others, because we cannot grasp accurately end applications through distributors. Thus, we cannot answer to your question clearly.

Q: How much was operating rate of SAW filters in 13Q1?

A: We increased the production capacity of SAW filters owing to the demand increase. However the demand level is larger than our original forecast and we continue to utilize full capacities. We expect the full capacity utilization will be continued for a while.

Q: Are there any changes about the increase of production capacity from your original plan of April?

A: There is no change for MLCCs production capacity. Regarding SAW filters, we revised the plan of production capacity increase from 20% to 30% because the demand of SAW filters has been increasing faster than our expectation. Regarding 13F2, we will decide after assessing the market demand.

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