

Information Meeting 2013 Presentation Q&A

Q: Please let me know tasks for customer's adoption regarding all-in-one module and its profitability.

A: Customers will adopt the module by not only our selling strategy but also their design concepts. On the other hands, mounting area for electric parts in Smartphones will be narrower. We think demands of all-in-one module will increase because of such background. Regarding profitability, we think to be able to accrue added-value by mounting our products such as SAW devices and PA etc in all-in-one modules.

Q: Please let me know your action plan for automotive.

A: Currently, MLCC, MEMS sensors, oscillator and Wi-Fi module are our main products for automotive. We will expand sales for demands of power electronics relevant to ISS and EV in the future.

Q: Please let me know your analysis regarding difference between actual order fluctuation in second half and your forecast.

A: Order in November will be less than October. However, we will not change our original projected finance results.

Q: Please let me know your opinion of shareholder return.

A: We will not change our original policy to increase net earnings per share stably. Regarding stock buybacks, we consider timing of buyback in checking mid-term stock price fluctuation.

Q: Please let me know trends of Front-end module for communication.

A: The Front-end module with a built-in Duplexer will increase because of band increase by LTE expanding.

Q: Please let me know replacement from different capacitor.

A: We will proceed replacement from tantalum capacitor in mobile and PC.

Q: Which area will you expand in MLCC for automotive?

A: We will expand sales of products coping with high temperature warranty and fail safe.

Q: What is your strategy of module, including PA?

A: Our advantage is that we have key components such as SAW device and LTCC and are able to suggest many their optimizing patterns. We hope to link our advantage to profitability.

Q: Please let me know your consideration regarding oversea transfer of manufacturing.

A: We plan 27% as ratio of oversea transfer in the end of this fiscal year. Even if we plan to accelerate oversea transfer, it will not be realistic the ratio will be over 50% immediately. We will increase oversea transfer step by step. Simultaneously, we will develop new high-value added products, establish line and manufacture as soon as possible in Japan.

This Q&A 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.

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