

Information Meeting 2015 Presentation Q&A

Q: What technologies do you think will be necessary to achieve growth going forward?

A: Looking at our three priority markets: in the automotive market, we will need sensor technology for safety systems and automated driving technology, as well as power electronics technology for powertrains in electric and hybrid vehicles. The healthcare/medical and energy businesses give us the challenge of developing sales knowhow to accommodate customers in areas that are new to us.

Q: Which is the more significant factor in expanding future sales, changes in technology in the external business environment (for example, an increase in the number of components used per device, growing added value in components) or Murata's self-help efforts (for example, acquiring PA technology)?

A: Both are equally important. We expect that developments in modularization using the PA and switch technology we have obtained will help us increase sales. We are convinced that modularization will be increasingly important in carrier aggregation, whose use is expected to grow going forward.

Q: What are Murata's advantages in PA technology?

A: Murata has proprietary LTCC technology for packaging PAs, SAW filters, and modules. This technology allows us to ensure optimum impedance matching, which will give us advantages in terms of size and characteristics.

Q: How will your proprietary LTCC technology enable you to differentiate yourself in your strategies for modules?

A: The strength of LTCC technology is that it is strong in micro-wiring. Instead of integrating ICs in large packages, it can mount them in a way close to bear chip mounting, giving us a size advantage. At the same time it can deliver optimum impedance, providing an advantage in terms of characteristics as well.

Q: What are your prospects for your capital investment levels in 2016F?

A: We will make investments in keeping with an increase in demand. We will determine how much money to invest by looking at the actual circumstances.

Q: It has been a year since you acquired Peregrine. How has its integration changed Murata?

A: Using in-house devices instead of purchased ones enables our products to deliver advantages in terms of size and characteristics.

Q: What kind of a roadmap do you expect for future communication methods?

A: The use of LTE devices will grow not only in China, but also in Indonesia, Thailand, and India. At the same time, we expect to see carrier aggregation spread in regions where LTE devices are already used.

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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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