Consolidated Financial Data (Unaudited) [ In accordance with U.S. GAAP] Murata Manufacturing Co., Ltd. and Subsidiaries

# Consolidated Financial Flash Report (December 31, 2011)

Company Name : Murata Manufacturing Co., Ltd.

Listing Code : 6981 (URL http://www.murata.com/) Phone : (075) 955-6525 Stock Exchange Listings: Tokyo Stock Exchange Osaka Securities Exchange Stock Exchange of Singapore

Date: January 31, 2012

#### 1. Consolidated financial results for the nine months ended December 31, 2011

#### (1) Operating results

|                                     |                 |       |                  |        |                 | Income before |                 |        |
|-------------------------------------|-----------------|-------|------------------|--------|-----------------|---------------|-----------------|--------|
|                                     | Net sales       |       | Operating income |        | income taxes    |               | Net income      |        |
|                                     | Millions of yen | %     | Millions of yen  | %      | Millions of yen | %             | Millions of yen | %      |
| Nine months ended December 31, 2011 | 444,578         | (5.9) | 42,195           | (35.3) | 46,949          | (30.3)        | 31,427          | (28.3) |
| Nine months ended December 31, 2010 | 472,573         | 19.5  | 65,179           | 274.6  | 67,368          | 192.1         | 43,804          | 212.1  |

Comprehensive income: 17,248 million yen for the year ended December 31, 2011 and 29,035 million yen for the year ended December 31, 2010

|                                     | Basic earnings | Diluted earnings |
|-------------------------------------|----------------|------------------|
|                                     | per share      | per share        |
|                                     | Yen            | Yen              |
| Nine months ended December 31, 2011 | 146.73         | 146.73           |
| Nine months ended December 31, 2010 | 204.09         | 204.09           |

<sup>\*</sup> Percentages in the fields of Net sales, Operating income, Income before income taxes, and Net income are the growth ratios against the same period of the previous fiscal year.

#### (2) Financial position

| (L) I manda podition    |                 |                 |               |                      |
|-------------------------|-----------------|-----------------|---------------|----------------------|
|                         |                 | Shareholders'   | Shareholders' | Shareholders' equity |
|                         | Total assets    | equity          | equity ratio  | per share            |
|                         | Millions of yen | Millions of yen | %             | Yen                  |
| As of December 31, 2011 | 970,950         | 801,926         | 82.6          | 3,799.20             |
| As of March 31, 2011    | 988,508         | 821,144         | 83.1          | 3,825.80             |

#### 2. Dividends (Year ended March 31, 2011 and the year ending March 31, 2012)

|                  |               | Cash dividends per share |               |          |        |  |  |  |  |
|------------------|---------------|--------------------------|---------------|----------|--------|--|--|--|--|
|                  | First Quarter | Second Quarter           | Third Quarter | Year-end | Total  |  |  |  |  |
|                  | Yen           | Yen                      | Yen           | Yen      | Yen    |  |  |  |  |
| 2011             | -             | 50.00                    | -             | 50.00    | 100.00 |  |  |  |  |
| 2012             | -             | 50.00                    | -             |          |        |  |  |  |  |
| 2012 (Projected) |               |                          |               | 50.00    | 100.00 |  |  |  |  |

<sup>\*</sup>No change in the projected dividends during the three months ended December 31, 2011.

## 3. Projected financial results for the year ending March 31, 2012 (Consolidated basis)

|                            | Net sales       |       | Operating income |        | Income before income taxes |        | Net income      |        | Basic earnings per share |  |
|----------------------------|-----------------|-------|------------------|--------|----------------------------|--------|-----------------|--------|--------------------------|--|
|                            | Millions of yen | %     | Millions of yen  | %      | Millions of yen            | %      | Millions of yen | %      | Yen                      |  |
| Year ending March 31, 2012 | 585,000         | (5.3) | 48,000           | (38.1) | 54,000                     | (34.2) | 36,000          | (32.7) | 168.08                   |  |

<sup>\*</sup>Projected financial results have been revised during the three months ended December 31, 2011.

Percentages for the year ending March 31, 2012 are the growth ratio against the previous year.

#### 4. Other

- (1) Changes in significant subsidiaries during the three months ended December 31, 2011 (changes in specific subsidiaries that caused change in scope of consolidation): None
- (2) Adoption of simplified and specifically applied accounting method
  - The Company adopted accounting method specifically applied for quarterly consolidated financial reporting.
  - \*See "Business Results and Financial Position 4. Other" for more detailed information.

#### (3) Changes in accounting policy

Changes due to adoption of new accounting standard: None

Changes due to reasons other than above: None

#### (4) Number of common shares outstanding

Number of shares outstanding including treasury stock: 225,263,592 shares as of December 31, 2011 and as of March 31, 2011

Number of treasury stock: 14,185,912 shares as of December 31, 2011 and 10,630,041 shares as of March 31, 2011

Average number of shares outstanding: 214,189,358 shares for the three months ended December 31, 2011 and 214,629,006 shares for the three months ended December 31, 2010

The above projections were prepared based on estimates using information currently available.

Actual results may differ from the projections. For assumptions and other information regarding the projections, refer to "Business Results and Financial Position".

<sup>\*</sup>The Companies' "Net income" is computed in the same method as "Net income attributable to the Company's shareholders" under Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 810, "Consolidation" in the United States of America.

<sup>\*</sup>Notes to the projected financial results

# **Business Results and Financial Position**

# (from April 1, 2011 through December 31, 2011)

## 1. Business Results

## (1) Business Environment

In the global economic environment during the nine months ended December 31, 2011, a business outlook for the future is getting more and more uncertain, reflecting slow economic growth owing to financial instability in the euro-zone and monetary tightening in China, disruption in supply chains from Thai floods, and continued strong yen, while supply chain disturbances from the Great East Japan Earthquake have been resolved earlier than expected. In the electronics market, the production of notebook PCs and flat-screen TVs dropped compared with the same period for the previous year, although the production of smartphones and tablet devices grew significantly and vehicle production showed steady growth from a downturn after the earthquake.

Under these market circumstances, the Company has continued to take cost reduction actions such as the streamlining of the production processes and the comprehensive reduction of fixed costs. In order to accomplish its Three-year Mid-term Business Plan, which started from the previous fiscal year, the Company has advanced the following measures:

- the purchase of VTI Technologies Oy\*1 and the high-power amplifier business of Renesas Electronics Corporation\*2 to expand business opportunities in the core markets and the new markets,
- the increase of sales offices in India and inland China to strengthen sales forces in the emerging markets, and
- the establishment of a manufacturing subsidiary in Philippines as well as the increase of production capacity in Wuxi and Shenzhen, China, and Chiang Mai, Thailand, aiming at the expansion of the production capacity outside Japan.

## (2) Consolidated Results Overview

As a result, the Company's business results for the period under review are as follows.

<sup>\*1</sup> This acquisition was closed on January 30, 2012.

<sup>\*2</sup> As of January 31, 2012, this acquisition is pending permission and authorization stipulated by laws and regulations of each country.

|  | Millions of yen |          |             |          |          |        |  |  |
|--|-----------------|----------|-------------|----------|----------|--------|--|--|
|  | Nine months     | s ended  | Nine months | s ended  | Ob an an |        |  |  |
|  | December 3      | 31, 2010 | December 3  | 31, 2011 | Chang    | je<br> |  |  |
|  |                 | %*       |             | %*       |          | %      |  |  |
| Net sales                                | 472,573         | 100.0    | 444,578     | 100.0    | (27,995) | (5.9)  |  |  |
| Operating income                         | 65,179          | 13.8     | 42,195      | 9.5      | (22,984) | (35.3) |  |  |
| Income before income taxes               | 67,368          | 14.3     | 46,949      | 10.6     | (20,419) | (30.3) |  |  |
| Net income                               | 43,804          | 9.3      | 31,427      | 7.1      | (12,377) | (28.3) |  |  |
| Average exchange rates (Yen/U.S. dollar) | 86.85           |          | 79.00       |          | (7.85)   | -      |  |  |
| Average exchange rates (Yen/EURO)        | 113.31          | -        | 110.62      | -        | (2.69)   | -      |  |  |

<sup>\*</sup>Ratio to net sales

Net sales for the nine-month period under review decreased to 444,578 million yen, down 5.9% from the nine months ended December 31, 2010. Operating income was 42,195 million yen, down 35.3%, income before income taxes was 46,949 million yen, down 30.3%, and net income was 31,427 million yen, down 28.3%, from the same period of 2010. The primary factors for the profit decline were the price decline and the appreciation of the yen, whose average rate against the U.S. dollar rose by 7.85 yen from the same period of 2010, while there was a positive factor from comprehensive cost reductions.

# (3) Sales by Product Category

Net sales by product category for the period under review are as follows.

|                                  | Millions of yen                        |            |         |  |          |        |  |  |
|----------------------------------|--|------------|---------|--|----------|--------|--|--|
|                                  | Nine months ended<br>December 31, 2010 |            |         | Nine months ended<br>December 31, 2011 |          | e      |  |  |
|                                  |  | <b>%</b> * |         | <b>%</b> *                             |          | %      |  |  |
| Capacitors                       | 167,881                                | 35.7       | 159,849 | 36.1                                   | (8,032)  | (4.8)  |  |  |
| Piezoelectric Components         | 66,182                                 | 14.0       | 59,283  | 13.4                                   | (6,899)  | (10.4) |  |  |
| Other Components                 | 89,124                                 | 18.9       | 85,250  | 19.3                                   | (3,874)  | (4.3)  |  |  |
| Components Total                 | 323,187                                | 68.6       | 304,382 | 68.8                                   | (18,805) | (5.8)  |  |  |
| Communication Modules            | 107,704                                | 22.9       | 101,008 | 22.8                                   | (6,696)  | (6.2)  |  |  |
| Power Supplies and Other Modules | 39,908                                 | 8.5        | 37,322  | 8.4                                    | (2,586)  | (6.5)  |  |  |
| Modules Total                    | 147,612                                | 31.4       | 138,330 | 31.2                                   | (9,282)  | (6.3)  |  |  |
| Net sales                        | 470,799                                | 100.0      | 442,712 | 100.0                                  | (28,087) | (6.0)  |  |  |

<sup>\*</sup>Component ratio

## <Components>

Sales of Components for the period under review decreased by 5.8% year-on-year to 304,382 million yen.

# [Capacitors]

The Capacitors category includes multilayer ceramic capacitors (MLCCs).

For the period under review, sales of MLCCs, the main product in this category, declined because sales were sluggish for AV devices, and computers and peripherals although sales for mobile phones and automotive electronics recorded healthy growth thanks to rise in sales quantity and improvement of a product mix through growing demand for ultra-compact and high-capacitance capacitors.

As a result, overall net sales decreased by 4.8% year-on-year to 159,849 million yen.

## [Piezoelectric Components]

The Piezoelectric Components category includes SAW (surface acoustic wave) filters, ceramic resonators, piezoelectric sensors, and ceramic filters.

For the period under review, sales of SAW filters increased greatly in quantity terms thanks to growing production of mobile phones and increased number of components per device with the ongoing trend toward multi-band devices, but increased slightly in value terms owing to price decline and the appreciation of the yen. Sales of ceramic resonators declined for all applications. Piezoelectric sensors suffered a large drop in sales of shock sensors because Thai floods caused significant decline in sales of hard disk drives.

As a result, overall net sales decreased by 10.4% year-on-year to 59,283 million yen.

## [Other Components]

Other Components include EMI (electro-magnetic interference) suppression filters, inductors (coils), thermistors, connectors, and sensors.

For the period under review, sales of EMI suppression filters declined from the same period of 2010, because sales for AV devices and communication devices dropped although sales for computers and peripherals, and automotive electronics remained strong. Sales of inductors (coils) showed steady growth for mobile phones and automotive electronics. Sales of connectors grew greatly for mobile phones and tablet devices.

As a result, overall net sales decreased by 4.3% year-on-year to 85,250 million yen.

# <Modules>

Sales of Modules for the period under review decreased by 6.3% year-on-year to 138,330 million yen.

# [Communication Modules]

The Communication Modules category includes short-range wireless communication modules, multilayer ceramic devices, and circuit modules.

For the period under review, sales of short-range wireless communication modules grew steadily, because sales increased for smartphones and tablet devices although sales decreased for portable media players and automotive electronics. Sales of multilayer ceramic devices dropped for mobile communication devices, and computers and peripherals.

As a result, overall net sales posted a year-on-year decrease of 6.2% to 101,008 million yen.

[Power Supplies and Other Modules]

This product category includes power supplies.

For the period under review, sales of power supplies dropped because of sluggish sales for all applications but AV devices and automotive electronics.

As a result, overall net sales posted a year-on-year decrease of 6.5% to 37,322 million yen.

## 2. Financial Position

Liquidity in hand (cash, short-term investments, available-for-sale securities (government and private debt securities), and long-term deposits) as of December 31, 2011 decreased by 38,223 million yen from March 31, 2011 to 350,589 million yen, and inventories increased by 13,944 million yen to 124,394 million yen. As a result, total assets as of December 31, 2011 decreased by 17,558 million yen from the end of the previous fiscal year to 970,950 million yen.

The ratio of shareholders' equity to total assets decreased by 0.5 percentage points from the end of the previous fiscal year to 82.6% as of December 31, 2011.

Cash flows for the period under review are as follows.

|  | Millions of yen   |                   |          |  |  |  |
|--|-------------------|-------------------|----------|--|--|--|
|  | Nine months ended | Nine months ended | Change   |  |  |  |
|  | December 31, 2010 | December 31, 2011 | Change   |  |  |  |
| Operating activities                       | 68,042            | 27,302            | (40,740) |  |  |  |
| Investing activities                       | (85,211)          | (13,801)          | 71,410   |  |  |  |
| Financing activities                       | (15,217)          | (7,742)           | 7,475    |  |  |  |
| Effect of exchange rate changes on         |                   |                   |          |  |  |  |
| cash and cash equivalents                  | (2,789)           | (1,810)           | 979      |  |  |  |
| Net increase (decrease) in cash and        |                   |                   |          |  |  |  |
| cash equivalents                           | (35,175)          | 3,949             | 39,124   |  |  |  |
| Cash and cash equivalents at end of period | 73,602            | 66,969            | (6,633)  |  |  |  |

|   | Millions of yen   |                   |          |  |  |  |
|---|-------------------|-------------------|----------|--|--|--|
|   | As of             | As of             | Chango   |  |  |  |
|   | December 31, 2010 | December 31, 2011 | Change   |  |  |  |
| Cash and cash equivalents at end of period  | 73,602            | 66,969            | (6,633)  |  |  |  |
| Short-term investments with the original    |                   |                   |          |  |  |  |
| maturities over three months                | 9,479             | 14,181            | 4,702    |  |  |  |
| Available-for-sale securities (Governmental |                   |                   |          |  |  |  |
| and Private debt securities)                | 283,254           | 263,439           | (19,815) |  |  |  |
| Long-term deposits                          | 6,000             | 6,000             | -        |  |  |  |
| Liquidity in hand                           | 372,335           | 350,589           | (21,746) |  |  |  |

## < Net Cash Provided by Operating Activities>

For the period under review, net cash provided by operating activities was 27,302 million yen. As for the details, net income was 31,427 million yen, and depreciation and amortization were 44,170 million yen, while income taxes payable decreased by 22,192 million yen and inventories increased by 16,269 million yen.

Net cash provided by operating activities decreased by 40,740 million yen from the nine months ended December 31, 2010.

## < Net Cash Used in Investing Activities>

For the period under review, net cash used in investing activities was 13,801 million yen. While cash inflows from maturities and sales of marketable securities, investments and other were 67,827 million yen, cash outflows from capital expenditures were 49,241 million yen and those from payment for purchases of marketable securities, investments and other were 38,708 million yen.

Net cash used in investing activities increased by 71,410 million yen from the nine months ended December 31, 2010.

## < Net Cash Used in Financing Activities >

For the period under review, net cash used in financing activities was 7,742 million yen. While cash inflows from increase of short-term borrowings was 24,685 million yen, cash outflows from payment for dividends were 21,463 million yen and those from payment for purchases of treasury stock were 15,003 million yen.

Net cash used in financing activities decreased by 7,475 million yen from the nine months ended December 31, 2010.

## 3. Projected Results for the Year Ending March 31, 2012

As for the global economic conditions for the nine months of this fiscal year, in addition to the economic stagnation in developed countries and the euro-zone's financial instability, economic growth rates of emerging countries, which have enjoyed relatively solid growth, are expected to slow down, resulting in uncertain business outlook. Also, there are concerns in the electronics

market such as the continued appreciation of the yen and the adverse effect from Thai floods on supply chains.

As a result, the projected results for the year ending March 31, 2012, as announced on October 31, 2011, have been revised downward as per the table below.

|                               |                 | Consolidated Basis   |                     |  |  |  |
|-------------------------------|-----------------|----------------------|---------------------|--|--|--|
|                               |                 | Previous Projections |                     |  |  |  |
|                               |                 | Announced on         | Revised Projections |  |  |  |
|                               |                 | October 31, 2011     |                     |  |  |  |
|                               |                 |                      |                     |  |  |  |
| Net sales                     | Millions of yen | 600,000              | 585,000             |  |  |  |
|                               | <%>*1           | <9.3>                | <8.2>               |  |  |  |
| Operating income              | Millions of yen | 56,000               | 48,000              |  |  |  |
|                               | <%>*1           | <10.3>               | <9.2>               |  |  |  |
| Income before income taxes    | Millions of yen | 62,000               | 54,000              |  |  |  |
|                               | <%>*1           | <7.0>                | <6.2>               |  |  |  |
| Net income                    | Millions of yen | 42,000               | 36,000              |  |  |  |
|                               |                 |                      |                     |  |  |  |
| Capital expenditures          | Millions of yen | 70,000               | 70,000              |  |  |  |
|                               | <%>*1           | <10.2>               | <10.4>              |  |  |  |
| Depreciation and amortization | Millions of yen | 61,000               | 61,000              |  |  |  |
|                               | <%>*1           | <6.7>                | <6.8>               |  |  |  |
| R & D expenses                | Millions of yen | 40,000               | 40,000              |  |  |  |

<sup>\*1</sup> Ratio to net sales

## [Cautionary Statement on Forward-looking Statements]

This report 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 based on information currently available and certain assumptions we deem as reasonable. Actual results may differ materially from expectations owing 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.

<sup>\*2</sup> Assumed exchange rates for the three months ending March 31, 2012: JPY77/USD, JPY100/EUR

# 4. Other

(1) Adoption of simplified and specifically applied accounting method

Income tax expense for the nine months ended December 31, 2011 was calculated using reasonably estimated annual effective tax rate for this fiscal year including this period.

(2) Changes in accounting policy

None

# (1) Consolidated Balance Sheets (Assets)

As of March 31, 2011 and December 31, 2011

|   |             | Millions of Yen |               |            |  |  |  |
|---|-------------|-----------------|---------------|------------|--|--|--|
|   | As of March | 31, 2011        | As of Decembe | r 31, 2011 |  |  |  |
| Assets                                    | 988,508     | %<br>100.0      | 970,950       | %<br>100.0 |  |  |  |
| Current assets                            | 412,233     | 41.7            | 424,120       | 43.7       |  |  |  |
| Cash                                      | 48,880      |                 | 56,382        |            |  |  |  |
| Short-term investments                    | 35,445      |                 | 24,768        |            |  |  |  |
| Marketable securities                     | 66,121      |                 | 65,653        |            |  |  |  |
| Trade notes receivable                    | 1,447       |                 | 1,097         |            |  |  |  |
| Trade accounts receivable                 | 122,852     |                 | 121,290       |            |  |  |  |
| Allowance for doubtful notes and accounts | (996)       |                 | (763)         |            |  |  |  |
| Inventories                               | 110,450     |                 | 124,394       |            |  |  |  |
| Deferred income taxes                     | 19,743      |                 | 13,658        |            |  |  |  |
| Prepaid expenses and other                | 8,291       |                 | 17,641        |            |  |  |  |
| Property, plant and equipment             | 283,988     | 28.7            | 291,020       | 30.0       |  |  |  |
| Land                                      | 44,125      |                 | 44,502        |            |  |  |  |
| Buildings                                 | 274,188     |                 | 278,553       |            |  |  |  |
| Machinery and equipment                   | 586,831     |                 | 608,232       |            |  |  |  |
| Construction in progress                  | 22,607      |                 | 25,058        |            |  |  |  |
| Accumulated depreciation                  | (643,763)   |                 | (665,325)     |            |  |  |  |
| Investments and other assets              | 292,287     | 29.6            | 255,810       | 26.3       |  |  |  |
| Investments in affiliates                 | -           |                 | 3,146         |            |  |  |  |
| Investments                               | 244,609     |                 | 207,821       |            |  |  |  |
| Deferred income taxes                     | 9,680       |                 | 10,750        |            |  |  |  |
| Other                                     | 37,998      |                 | 34,093        |            |  |  |  |
| Total assets                              | 988,508     | 100.0           | 970,950       | 100.0      |  |  |  |

# Consolidated Balance Sheets (Liabilities and Shareholders' Equity)

As of March 31, 2011 and December 31, 2011

|   | Millions of Yen |           |                |            |  |  |
|---|-----------------|-----------|----------------|------------|--|--|
|   | As of March     | 31, 2011  | As of December | r 31, 2011 |  |  |
| Liabilities   | 167,364         | %<br>16.9 | 169,024        | %<br>17.4  |  |  |
| Current liabilities                                 | 110,589         | 11.2      | 108,253        | 11.1       |  |  |
| Short-term borrowings                               | 7,841           |           | 32,131         |            |  |  |
| Trade accounts payable                              | 33,598          |           | 30,594         |            |  |  |
| Accrued payroll and bonuses                         | 22,663          |           | 14,445         |            |  |  |
| Income taxes payable                                | 24,623          |           | 2,270          |            |  |  |
| Accrued expenses and other                          | 21,864          |           | 28,813         |            |  |  |
| Long-term liabilities                               | 56,775          | 5.7       | 60,771         | 6.3        |  |  |
| Long-term debt                                      | 1,047           |           | 5,316          |            |  |  |
| Termination and retirement benefits                 | 53,755          |           | 54,299         |            |  |  |
| Deferred income taxes                               | 767             |           | 303            |            |  |  |
| Other   | 1,206           |           | 853            |            |  |  |
| Shareholders' equity                                | 821,144         | 83.1      | 801,926        | 82.6       |  |  |
| Common stock  | 69,377          |           | 69,377         |            |  |  |
| Capital surplus                                     | 102,396         |           | 102,396        |            |  |  |
| Retained earnings                                   | 733,862         |           | 743,826        |            |  |  |
| Accumulated other comprehensive loss:               | (36,432)        |           | (50,611)       |            |  |  |
| Unrealized gains (losses) on securities             | 2,535           |           | (1,200)        |            |  |  |
| Pension liability adjustments                       | (422)           |           | (510)          |            |  |  |
| Unrealized gains (losses) on derivative instruments | (34)            |           | 4              |            |  |  |
| Foreign currency translation adjustments            | (38,511)        |           | (48,905)       |            |  |  |
| Treasury stock, at cost                             | (48,059)        |           | (63,062)       |            |  |  |
| Total liabilities and shareholders' equity          | 988,508         | 100.0     | 970,950        | 100.0      |  |  |

# (2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income Consolidated Statements of Income

Nine months ended December 31, 2010 and 2011

|  | Millions of Yen           |       |                           |       |  |  |  |
|--|---------------------------|-------|---------------------------|-------|--|--|--|
|  | Nine months<br>December 3 |       | Nine months<br>December 3 |       |  |  |  |
|  |                           | %     |                           | %     |  |  |  |
| Net sales                              | 472,573                   | 100.0 | 444,578                   | 100.0 |  |  |  |
| Cost of sales                          | 314,492                   | 66.5  | 309,482                   | 69.6  |  |  |  |
| Selling, general and administrative    | 63,176                    | 13.4  | 62,709                    | 14.1  |  |  |  |
| Research and development               | 29,726                    | 6.3   | 30,192                    | 6.8   |  |  |  |
| Operating income                       | 65,179                    | 13.8  | 42,195                    | 9.5   |  |  |  |
| Interest and dividend income           | 3,263                     | 0.7   | 3,742                     | 0.8   |  |  |  |
| Interest expense                       | (36)                      | (0.0) | (69)                      | (0.0) |  |  |  |
| Foreign currency exchange gain (loss)  | (1,826)                   | (0.4) | 706                       | 0.2   |  |  |  |
| Other - net                            | 788                       | 0.2   | 375                       | 0.1   |  |  |  |
| Income before income taxes             | 67,368                    | 14.3  | 46,949                    | 10.6  |  |  |  |
| Income taxes                           | 23,564                    | 5.0   | 16,869                    | 3.8   |  |  |  |
| <current income="" tax=""></current>   | <21,950>                  |       | <9,746>                   |       |  |  |  |
| <deferred income="" tax=""></deferred> | <1,614>                   |       | <7,123>                   |       |  |  |  |
| Equity in earnings of affiliates       | -                         | -     | 1,347                     | 0.3   |  |  |  |
| Net income                             | 43,804                    | 9.3   | 31,427                    | 7.1   |  |  |  |

<sup>&</sup>quot;Gain from a bargain purchase" in Equity in earnings of affiliates for the Nine months ended December 31, 2011 was recognized by adopting equity method for additional acquisition of shares in Tokyo Denpa Co., Ltd in May.

Murata Manufacturing Co., Ltd holds 31.9% of Tokyo Denpa Co., Ltd's issued shares.

# **Consolidated Statements of Comprehensive Income**

Nine months ended December 31, 2010 and 2011

|   | Millions of Yen                        |  |  |  |
|---|--|--|--|--|
|   | Nine months ended<br>December 31, 2010 | Nine months ended<br>December 31, 2011 |  |  |
| Net income                                      | 43,804                                 | 31,427                                 |  |  |
| Other comprehensive income (loss), net of tax : |  |  |  |  |
| Unrealized losses on securities                 | (130)                                  | (3,735)                                |  |  |
| Pension liability adjustments                   | (308)                                  | (88)                                   |  |  |
| Unrealized gains on derivative instruments      | 621                                    | 38                                     |  |  |
| Foreign currency translation adjustments        | (14,952)                               | (10,394)                               |  |  |
| Other comprehensive loss                        | (14,769)                               | (14,179)                               |  |  |
| Comprehensive income                            | 29,035                                 | 17,248                                 |  |  |

# Consolidated Statements of Income and Consolidated Statements of Comprehensive Income Consolidated Statements of Income

Three months ended December 31, 2010 and 2011

|  | Millions of Yen            |       |                            |       |  |  |
|--|----------------------------|-------|----------------------------|-------|--|--|
|  | Three months<br>December 3 |       | Three months<br>December 3 |       |  |  |
|  |                            | %     |                            | %     |  |  |
| Net sales                              | 157,584                    | 100.0 | 148,672                    | 100.0 |  |  |
| Cost of sales                          | 108,473                    | 68.8  | 106,131                    | 71.4  |  |  |
| Selling, general and administrative    | 20,711                     | 13.2  | 21,215                     | 14.3  |  |  |
| Research and development               | 9,477                      | 6.0   | 10,155                     | 6.8   |  |  |
| Operating income                       | 18,923                     | 12.0  | 11,171                     | 7.5   |  |  |
| Interest and dividend income           | 1,268                      | 0.8   | 1,150                      | 0.8   |  |  |
| Interest expense                       | (16)                       | (0.0) | (35)                       | (0.0) |  |  |
| Foreign currency exchange loss         | (930)                      | (0.6) | (260)                      | (0.2) |  |  |
| Other - net                            | 661                        | 0.4   | 204                        | 0.1   |  |  |
| Income before income taxes             | 19,906                     | 12.6  | 12,230                     | 8.2   |  |  |
| Income taxes                           | 7,168                      | 4.5   | 4,401                      | 3.0   |  |  |
| <current income="" tax=""></current>   | <4,545>                    |       | <(1,392)>                  |       |  |  |
| <deferred income="" tax=""></deferred> | <2,623>                    |       | <5,793>                    |       |  |  |
| Equity in losses of affiliates         | -                          | -     | (71)                       | (0.0) |  |  |
| Net income                             | 12,738                     | 8.1   | 7,758                      | 5.2   |  |  |

# **Consolidated Statements of Comprehensive Income**

Three months ended December 31, 2010 and 2011

|   | Millions of Yen                         |   |  |  |
|---|---|---|--|--|
|   | Three months ended<br>December 31, 2010 | Three months ended<br>December 31, 2011 |  |  |
| Net income                                      | 12,738                                  | 7,758                                   |  |  |
| Other comprehensive income (loss), net of tax : |   |   |  |  |
| Unrealized gains (losses) on securities         | 280                                     | (749)                                   |  |  |
| Pension liability adjustments                   | (98)                                    | (21)                                    |  |  |
| Unrealized gains on derivative instruments      | 265                                     | 50                                      |  |  |
| Foreign currency translation adjustments        | (3,470)                                 | 875                                     |  |  |
| Other comprehensive income (loss)               | (3,023)                                 | 155                                     |  |  |
| Comprehensive income                            | 9,715                                   | 7,913                                   |  |  |

# (3) Consolidated Statements of Cash Flows Nine months ended December 31, 2010 and 2011

|   |                        | of Yen   |          |  |  |
|---|------------------------|----------|----------|--|--|
|   | Nine month<br>December |          |          | Nine months ended<br>December 31, 2011 |  |
| Operating activities:   |                        |          |          |  |  |
| Net income  |                        | 43,804   |          | 31,427                                 |  |
| Adjustments to reconcile net income to net cash provided by operating activities: |                        |          |          |  |  |
| Depreciation and amortization   | 44,994                 |          | 44,170   |  |  |
| Losses on sales and disposals of property, plant and equipment                    | 211                    |          | 602      |  |  |
| Provision for termination and retirement benefits, less payments                  | 1,689                  |          | 546      |  |  |
| Deferred income taxes   | 1,614                  |          | 7,123    |  |  |
| Equity in earnings of affiliates  | -                      |          | (1,347)  |  |  |
| Changes in assets and liabilities:  |                        |          |          |  |  |
| Increase in trade notes and accounts receivable                                   | (25,153)               |          | (3,906)  |  |  |
| Increase in inventories   | (17,556)               |          | (16,269) |  |  |
| Increase in prepaid expenses and other  | (2,706)                |          | (9,510)  |  |  |
| Increase (Decrease) in trade notes and accounts payable                           | 4,484                  |          | (2,731)  |  |  |
| Decrease in accrued payroll and bonuses   | (5,672)                |          | (8,096)  |  |  |
| Increase (Decrease) in income taxes payable                                       | 15,307                 |          | (22,192) |  |  |
| Increase in accrued expenses and other  | 7,750                  |          | 6,091    |  |  |
| Other-net   | (724)                  | 24,238   | 1,394    | (4,125)                                |  |
| Net cash provided by operating activities   |                        | 68,042   |          | 27,302                                 |  |
| Investing activities:   |                        |          |          |  |  |
| Capital expenditures  |                        | (37,021) |          | (49,241                                |  |
| Payment for purchases of marketable securities, investments and other             |                        | (92,231) |          | (38,708)                               |  |
| Maturities and sales of marketable securities, investments and other              |                        | 37,441   |          | 67,827                                 |  |
| Decrease in short-term investments  |                        | 12,417   |          | 7,124                                  |  |
| Increase in investments in affiliates   |                        | -        |          | (1,140                                 |  |
| Other   |                        | (5,817)  |          | 337                                    |  |
| Net cash used in investing activities   |                        | (85,211) |          | (13,801)                               |  |
| Financing activities:   |                        |          |          |  |  |
| Net increase in short-term borrowings   |                        | 3,148    |          | 24,685                                 |  |
| Proceeds from long-term debt  |                        | -        |          | 4,375                                  |  |
| Dividends paid  |                        | (18,243) |          | (21,463)                               |  |
| Payment for purchases of treasury stock   |                        | (16)     |          | (15,003)                               |  |
| Other   |                        | (106)    |          | (336)                                  |  |
| Net cash used in financing activities   |                        | (15,217) |          | (7,742)                                |  |
| Effect of exchange rate changes on cash and cash equivalents                      |                        | (2,789)  |          | (1,810                                 |  |
| Net increase (decrease) in cash and cash equivalents                              |                        | (35,175) |          | 3,949                                  |  |
| Cash and cash equivalents at beginning of period                                  |                        | 108,777  |          | 63,020                                 |  |
| Cash and cash equivalents at end of period  |                        | 73,602   |          | 66,969                                 |  |
| Additional cash and cash equivalents information:                                 |                        |          |          |  |  |
| Cash  |                        | 58,483   |          | 56,382                                 |  |
| Short-term investments  |                        | 24,598   |          | 24,768                                 |  |
| Short-term investments with the original maturities over three months             |                        | (9,479)  |          | (14,181                                |  |
| Cash and cash equivalents at end of period  |                        | 73,602   | F        | 66,969                                 |  |

|  | Millions of Yen         |                         |  |
|--|-------------------------|-------------------------|--|
|  | As of December 31, 2010 | As of December 31, 2011 |  |
| Cash and cash equivalents at end of period                               | 73,602                  | 66,969                  |  |
| Short-term investments with the original maturities over three months    | 9,479                   | 14,181                  |  |
| Available-for-sale securities (Governmental and Private debt securities) | 283,254                 | 263,439                 |  |
| Long-term deposits   | 6,000                   | 6,000                   |  |
| Liquidity in hand  | 372,335                 | 350,589                 |  |

# (4) Assumptions for Going Concern

None

# (5) Segment Information

## **Operating Segment Information**

The Companies mainly develop, manufacture and sell electronic components and related products.

Operating segments of the Companies are classified based on the nature of products and the Companies recognized Components segment, Modules segment and Others.

Nine months ended December 31, 2010 and 2011

|              |                        | Millions of Yen |       |                   |       |
|--------------|------------------------|-----------------|-------|-------------------|-------|
|              |                        | Nine months e   | nded  | Nine months e     | nded  |
|              |                        | December 31,    | 2010  | December 31, 2011 |       |
| Components   | Sales to :             |                 | %     |                   | %     |
|              | Unaffiliated customers | 323,187         |       | 304,382           |       |
|              | Intersegment           | 7,741           |       | 7,795             |       |
|              | Total revenue          | 330,928         | 100.0 | 312,177           | 100.0 |
|              | Segment income         | 74,935          | 22.6  | 53,699            | 17.2  |
| Modules      | Sales to :             |                 | %     |                   | %     |
|              | Unaffiliated customers | 147,612         |       | 138,330           |       |
|              | Intersegment           | 397             |       | 205               |       |
|              | Total revenue          | 148,009         | 100.0 | 138,535           | 100.0 |
|              | Segment income         | 12,464          | 8.4   | 11,056            | 8.0   |
| Others       | Sales to :             |                 | %     |                   | %     |
|              | Unaffiliated customers | 1,774           |       | 1,866             |       |
|              | Intersegment           | 18,234          |       | 25,909            |       |
|              | Total revenue          | 20,008          | 100.0 | 27,775            | 100.0 |
|              | Segment income         | 2,168           | 10.8  | 3,330             | 12.0  |
| Corporate    | Sales to :             |                 | %     |                   | %     |
| and          | Unaffiliated customers | -               |       | -                 |       |
| eliminations | Intersegment           | (26,372)        |       | (33,909)          |       |
|              | Total revenue          | (26,372)        | -     | (33,909)          | -     |
|              | Corporate expenses     | (24,388)        | -     | (25,890)          | -     |
| Consolidated | Sales to :             |                 | %     |                   | %     |
|              | Unaffiliated customers | 472,573         |       | 444,578           |       |
|              | Intersegment           | -               |       | -                 |       |
|              | Total revenue          | 472,573         | 100.0 | 444,578           | 100.0 |
|              | Operating income       | 65,179          | 13.8  | 42,195            | 9.5   |

Three months ended December 31, 2010 and 2011

|              |                        | Millions of Yen |       |              |       |
|--------------|------------------------|-----------------|-------|--------------|-------|
|              |                        | Three months e  | ended | Three months | ended |
|              |                        | December 31,    | 2010  | December 31, | 2011  |
| Components   | Sales to :             |                 | %     |              | 9     |
|              | Unaffiliated customers | 102,663         |       | 97,521       |       |
|              | Intersegment           | 2,443           |       | 3,563        |       |
|              | Total revenue          | 105,106         | 100.0 | 101,084      | 100.0 |
|              | Segment income         | 21,128          | 20.1  | 13,930       | 13.8  |
| Modules      | Sales to :             |                 | %     |              | %     |
|              | Unaffiliated customers | 54,287          |       | 50,474       |       |
|              | Intersegment           | 99              |       | 81           |       |
|              | Total revenue          | 54,386          | 100.0 | 50,555       | 100.0 |
|              | Segment income         | 4,412           | 8.1   | 5,270        | 10.4  |
| Others       | Sales to :             |                 | %     |              | %     |
|              | Unaffiliated customers | 634             |       | 677          |       |
|              | Intersegment           | 7,414           |       | 8,915        |       |
|              | Total revenue          | 8,048           | 100.0 | 9,592        | 100.0 |
|              | Segment income         | 1,075           | 13.4  | 1,247        | 13.0  |
| Corporate    | Sales to :             |                 | %     |              | %     |
| and          | Unaffiliated customers | -               |       | -            |       |
| eliminations | Intersegment           | (9,956)         |       | (12,559)     |       |
|              | Total revenue          | (9,956)         | -     | (12,559)     | -     |
|              | Corporate expenses     | (7,692)         | -     | (9,276)      | -     |
| Consolidated | Sales to :             |                 | %     |              | %     |
|              | Unaffiliated customers | 157,584         |       | 148,672      |       |
|              | Intersegment           | -               |       | -            |       |
|              | Total revenue          | 157,584         | 100.0 | 148,672      | 100.0 |
|              | Operating income       | 18,923          | 12.0  | 11,171       | 7.5   |

Notes: 1. Major products and businesses included in the operating segments.

- (1) Components : Capacitors, Piezoelectric Components
- (2) Modules: Communication Modules, Power Supplies
- (3) Others : Machinery manufacturing, welfare services, personnel services, education and training services, sales of software
- 2. Intersegment transactions are based on market prices.
- Segment income for each operating segments represents net sales, less related costs.
   Corporate expenses represent expenses of headquarters functions and fundamental researches.

# (6) Significant changes in shareholders' equity

None

January 31, 2012 Murata Manufacturing Co., Ltd. Listing Code: 6981 (URL http://www.murata.com/)

# Flash Report (Nine months ended December 31, 2011)

# Selected Financial Data

Nine months ended December 31, 2010 and 2011 / As of December 31, 2010 and 2011

|                                |                 | Cons     | olidated Basis |              | Pare     | ent Co. Basis |                |  |
|--------------------------------|-----------------|----------|----------------|--------------|----------|---------------|----------------|--|
|                                |                 | 2010     | 2011           | Growth ratio | 2010     | 2011          | Growt<br>ratio |  |
|                                |                 |          |                | %            |          |               |                |  |
| Net sales                      | Millions of yen | 472,573  | 444,578        | (5.9)        | 415,884  | 379,206       | (8.8)          |  |
|                                | <%>*3           | <13.8>   | <9.5>          |              | <3.8>    | <0.8>         |                |  |
| Operating income               | Millions of yen | 65,179   | 42,195         | (35.3)       | 15,632   | 3,218         | (79.4)         |  |
| Income before income taxes     | <%>*3           | <14.3>   | <10.6>         |              | <6.5>    | <4.7>         |                |  |
| (and extraordinary items) *2   | Millions of yen | 67,368   | 46,949         | (30.3)       | 26,901   | 17,811        | (33.8          |  |
|                                | <%>*3           | <9.3>    | <7.1>          |              | <5.3>    | <4.1>         |                |  |
| Net income                     | Millions of yen | 43,804   | 31,427         | (28.3)       | 22,126   | 15,368        | (30.5          |  |
| Total assets                   | Millions of yen | 963,796  | 970,950        | 0.7          | 621,065  | 596,700       | (3.9           |  |
| Shareholders' equity           | Millions of yen | 811,634  | 801,926        | (1.2)        | 403,286  | 380,637       | (5.6           |  |
| Shareholders' equity ratio     | %               | 84.2     | 82.6           | -            | 64.9     | 63.8          | -              |  |
| Basic earnings per share       | Yen             | 204.09   | 146.73         | (28.1)       | 103.09   | 71.75         | (30.4          |  |
| Diluted earnings per share     | Yen             | 204.09   | 146.73         | (28.1)       | -        | -             | -              |  |
| Shareholders' equity per share | Yen             | 3,781.61 | 3,799.20       | -            | 1,879.02 | 1,803.30      | -              |  |
| Capital expenditures           | Millions of yen | 37,021   | 49,241         | 33.0         | 5,575    | 8,521         | 52.8           |  |
|                                | <%>             | <9.5>    | <9.9>          |              | <3.5>    | <3.3>         |                |  |
| Depreciation and amortization  | Millions of yen | 44,994   | 44,170         | (1.8)        | 14,000   | 12,266        | (12.4          |  |
| ·                              | <%>             | <6.3>    | <6.8>          |              | <6.2>    | <8.5>         |                |  |
| R & D expenses                 | Millions of yen | 29,726   | 30,192         | 1.6          | 24,995   | 31,586        | 26.4           |  |
|                                | *6              | <13,131> | <13,634>       |              |          |               |                |  |
| Number of employees            |                 | 35,301   | 35,643         | 1.0          | 6,975    | 6,947         | (0.4           |  |
| Average exchange rates         |                 |          |                |              | -        |               |                |  |
| Yen/US dollar                  | Yen             | 86.85    | 79.00          | -            |          |               |                |  |
| Yen/EURO                       | Yen             | 113.31   | 110.62         | -            |          |               |                |  |

## Three months ended December 31, 2010 and 2011

|   |                          | Consolidated Basis |                  |              | Pare            | nt Co. Basis     |              |
|---|--------------------------|--------------------|------------------|--------------|-----------------|------------------|--------------|
|   |                          | 2010               | 2011             | Growth ratio | 2010            | 2011             | Growth ratio |
| Net sales   | Millions of yen          | 157,584            | 148,672          | (5.7)        | 138,532         | 124,205          | (10.3)       |
| Operating income (loss)                                 | <%>*3<br>Millions of yen | <12.0><br>18,923   | <7.5><br>11,171  | (41.0)       | <3.8><br>5,282  | <(0.4)><br>(533) | -            |
| Income before income taxes (and extraordinary items) *2 | <%>*3<br>Millions of yen | <12.6><br>19,906   | <8.2><br>12,230  | (38.6)       | <7.5><br>10,379 | <5.1><br>6,293   | (39.4)       |
| Net income  | <%>*3<br>Millions of yen | <8.1><br>12,738    | <5.2><br>7,758   | (39.1)       | <6.5><br>8,963  | <3.9><br>4,864   | (45.7)       |
| Basic earnings per share                                | Yen                      | 59.35              | 36.37            | (38.7)       | 41.76           | 22.80            | (45.4)       |
| Diluted earnings per share                              | Yen                      | 59.35              | 36.37            | (38.7)       | -               | -                | -            |
| Capital expenditures                                    | Millions of yen          | 16,176             | 15,568           | (3.8)        | 2,011           | 2,854            | 41.9         |
| Depreciation and amortization                           | <%><br>Millions of yen   | <9.9><br>15,582    | <10.5><br>15,622 | 0.3          | <3.4><br>4,548  | <3.5><br>4,285   | (5.8)        |
| R & D expenses  | <%><br>Millions of yen   | <6.0><br>9,477     | <6.8><br>10,155  | 7.2          | <5.9><br>7,944  | <8.8><br>10,734  | 35.1         |

- \*1 The consolidated financial statements are prepared in conformity with accounting principles generally accepted in the United States of America.
  \*2 Consolidated Basis: Income before income taxes, Parent Co. Basis: Income before income taxes and extraordinary items

- \*4 The diluted earnings per share on Parent Co. Basis is not stated, since there were no dilutive potential securities.
- \*5 Ratio to net sales excluding revenue from services
- \*6 Figures in parentheses show the number of employees in overseas countries.

# **Projected Financial Data - Consolidated basis**

|                               |                 | Year ending March 31, 2012  |         |  |  |
|-------------------------------|-----------------|---|---------|--|--|
|                               |                 | Previous Projections Revised Announced in October, 2011 Projections |         |  |  |
| Net sales                     | Millions of yen | 600,000   | 585,000 |  |  |
| Operating income              | <%>*1           | <9.3>   | <8.2>   |  |  |
|                               | Millions of yen | 56,000  | 48,000  |  |  |
| Income before income taxes    | <%>*1           | <10.3>  | <9.2>   |  |  |
|                               | Millions of yen | 62,000  | 54,000  |  |  |
| Net income                    | <%>*1           | <7.0>   | <6.2>   |  |  |
|                               | Millions of yen | 42,000  | 36,000  |  |  |
| Basic earnings per share      | Yen             | 195.68  | 168.08  |  |  |
| Capital expenditures          | Millions of yen | 70,000  | 70,000  |  |  |
| Depreciation and amortization | <%>*1           | <10.2>  | <10.4>  |  |  |
|                               | Millions of yen | 61,000  | 61,000  |  |  |
| R & D expenses                | <%>*1           | <6.7>   | <6.8>   |  |  |
|                               | Millions of yen | 40,000  | 40,000  |  |  |

<sup>\*1</sup> Ratio to net sales

<sup>\*2</sup> The revised projections are based on the assumed average exchange rates of Yen 77 per US\$ and Yen 100 per Euro for the three

months ending March 31, 2012.

\*3 The projections above were prepared based on estimates using information currently available. Actual results may differ from the projections. For assumptions and other information regarding the projections, refer to "Business Results and Financial Position".

# Order, Backlog and Sales

# (1) Order and Backlog by Product

## <Order>

Nine months ended December 31, 2010 and 2011

|                                  |  |       | Millions of                            | f Yen |          |        |
|----------------------------------|--|-------|--|-------|----------|--------|
|                                  | Nine months ended<br>December 31, 2010 |       | Nine months ended<br>December 31, 2011 |       | Chang    | е      |
|                                  |  | %*1   |  | %*1   |          | %      |
| Capacitors                       | 162,868                                | 34.1  | 150,098                                | 35.6  | (12,770) | (7.8)  |
| Piezoelectric Components         | 66,748                                 | 14.0  | 55,850                                 | 13.2  | (10,898) | (16.3) |
| Other Components                 | 89,115                                 | 18.7  | 81,607                                 | 19.3  | (7,508)  | (8.4)  |
| Components Total                 | 318,731                                | 66.8  | 287,555                                | 68.1  | (31,176) | (9.8)  |
| Communication Modules            | 118,981                                | 24.9  | 96,764                                 | 22.9  | (22,217) | (18.7) |
| Power Supplies and Other Modules | 39,641                                 | 8.3   | 37,929                                 | 9.0   | (1,712)  | (4.3)  |
| Modules Total                    | 158,622                                | 33.2  | 134,693                                | 31.9  | (23,929) | (15.1) |
| Total                            | 477,353                                | 100.0 | 422,248                                | 100.0 | (55,105) | (11.5) |

# Three months ended December 31, 2010 and 2011

|                                  |   |       | Millions o                | f Yen |          |        |
|----------------------------------|---|-------|---------------------------|-------|----------|--------|
|                                  | Three months ended<br>December 31, 2010 |       | Three month<br>December 3 |       | Change   |        |
|                                  |   | %*1   |                           | %*1   |          | %      |
| Capacitors                       | 49,406                                  | 30.8  | 47,172                    | 33.7  | (2,234)  | (4.5)  |
| Piezoelectric Components         | 21,479                                  | 13.4  | 18,221                    | 13.0  | (3,258)  | (15.2) |
| Other Components                 | 28,565                                  | 17.8  | 26,260                    | 18.8  | (2,305)  | (8.1)  |
| Components Total                 | 99,450                                  | 62.0  | 91,653                    | 65.5  | (7,797)  | (7.8)  |
| Communication Modules            | 48,172                                  | 30.1  | 35,681                    | 25.5  | (12,491) | (25.9) |
| Power Supplies and Other Modules | 12,658                                  | 7.9   | 12,526                    | 9.0   | (132)    | (1.0)  |
| Modules Total                    | 60,830                                  | 38.0  | 48,207                    | 34.5  | (12,623) | (20.8) |
| Total                            | 160,280                                 | 100.0 | 139,860                   | 100.0 | (20,420) | (12.7) |

<sup>\*1</sup> Component ratio

## <Backlog>

|                                  |               |          | Millions o    | f Yen       |          |        |
|----------------------------------|---------------|----------|---------------|-------------|----------|--------|
|                                  | As of March 3 | 31, 2011 | As of Decembe | er 31, 2011 | Change   |        |
|                                  |               | %*1      |               | %*1         |          | %      |
| Capacitors                       | 28,133        | 34.9     | 18,382        | 30.5        | (9,751)  | (34.7) |
| Piezoelectric Components         | 10,741        | 13.3     | 7,308         | 12.2        | (3,433)  | (32.0) |
| Other Components                 | 14,489        | 17.9     | 10,846        | 18.0        | (3,643)  | (25.1) |
| Components Total                 | 53,363        | 66.1     | 36,536        | 60.7        | (16,827) | (31.5) |
| Communication Modules            | 22,353        | 27.7     | 18,109        | 30.1        | (4,244)  | (19.0) |
| Power Supplies and Other Modules | 4,968         | 6.2      | 5,575         | 9.2         | 607      | 12.2   |
| Modules Total                    | 27,321        | 33.9     | 23,684        | 39.3        | (3,637)  | (13.3) |
| Total                            | 80,684        | 100.0    | 60,220        | 100.0       | (20,464) | (25.4) |

<sup>\*1</sup> Component ratio

<sup>\*2</sup> Figures are based on sales prices to customers.

<sup>\*3</sup> Exclusive of consumption taxes
\*4 The tables by product indicate order, backlog, and sales of electronic components and related products.

<sup>\*2</sup> Figures are based on sales prices to customers.

<sup>\*3</sup> Exclusive of consumption taxes

# (2) Sales by Product Category, Application and Area

# 1. Sales by Product Category

Nine months ended December 31, 2010 and 2011

|                                  |  |       | Millions o                | f Yen |          |        |
|----------------------------------|--|-------|---------------------------|-------|----------|--------|
|                                  | Nine months ended<br>December 31, 2010 |       | Nine months<br>December 3 |       | Change   |        |
|                                  |  | %*1   |                           | %*1   |          | %      |
| Capacitors                       | 167,881                                | 35.7  | 159,849                   | 36.1  | (8,032)  | (4.8)  |
| Piezoelectric Components         | 66,182                                 | 14.0  | 59,283                    | 13.4  | (6,899)  | (10.4) |
| Other Components                 | 89,124                                 | 18.9  | 85,250                    | 19.3  | (3,874)  | (4.3)  |
| Components Total                 | 323,187                                | 68.6  | 304,382                   | 68.8  | (18,805) | (5.8)  |
| Communication Modules            | 107,704                                | 22.9  | 101,008                   | 22.8  | (6,696)  | (6.2)  |
| Power Supplies and Other Modules | 39,908                                 | 8.5   | 37,322                    | 8.4   | (2,586)  | (6.5)  |
| Modules Total                    | 147,612                                | 31.4  | 138,330                   | 31.2  | (9,282)  | (6.3)  |
| Net sales                        | 470,799                                | 100.0 | 442,712                   | 100.0 | (28,087) | (6.0)  |

Three months ended December 31, 2010 and 2011

|                                  |                                      |       | Millions o                | f Yen |         |       |
|----------------------------------|--------------------------------------|-------|---------------------------|-------|---------|-------|
|                                  | Three months ended December 31, 2010 |       | Three month<br>December 3 |       | Change  |       |
|                                  |                                      | %*1   |                           | %*1   |         | %     |
| Capacitors                       | 53,709                               | 34.2  | 49,950                    | 33.8  | (3,759) | (7.0) |
| Piezoelectric Components         | 20,165                               | 12.9  | 19,716                    | 13.3  | (449)   | (2.2) |
| Other Components                 | 28,789                               | 18.3  | 27,855                    | 18.8  | (934)   | (3.2) |
| Components Total                 | 102,663                              | 65.4  | 97,521                    | 65.9  | (5,142) | (5.0) |
| Communication Modules            | 41,806                               | 26.6  | 38,514                    | 26.0  | (3,292) | (7.9) |
| Power Supplies and Other Modules | 12,481                               | 8.0   | 11,960                    | 8.1   | (521)   | (4.2) |
| Modules Total                    | 54,287                               | 34.6  | 50,474                    | 34.1  | (3,813) | (7.0) |
| Net sales                        | 156,950                              | 100.0 | 147,995                   | 100.0 | (8,955) | (5.7) |

# 2. Sales by Application (based on the Company's estimate)

Nine months ended December 31, 2010 and 2011

|                           |  |       | Millions o | f Yen                               |          |        |  |
|---------------------------|--|-------|------------|-------------------------------------|----------|--------|--|
|                           | Nine months ended<br>December 31, 2010 |       |            | Nine months ended December 31, 2011 |          | Change |  |
|                           |  | %*1   |            | %*1                                 |          | %      |  |
| AV                        | 64,934                                 | 13.8  | 47,344     | 10.7                                | (17,590) | (27.1) |  |
| Communications            | 204,537                                | 43.4  | 200,587    | 45.3                                | (3,950)  | (1.9)  |  |
| Computers and Peripherals | 86,562                                 | 18.4  | 81,577     | 18.4                                | (4,985)  | (5.8)  |  |
| Automotive Electronics    | 59,139                                 | 12.6  | 61,486     | 13.9                                | 2,347    | 4.0    |  |
| Home and Others           | 55,627                                 | 11.8  | 51,718     | 11.7                                | (3,909)  | (7.0)  |  |
| Net sales                 | 470,799                                | 100.0 | 442,712    | 100.0                               | (28,087) | (6.0)  |  |

Three months ended December 31, 2010 and 2011

|                           |   |       | Millions o | f Yen                                |         |        |
|---------------------------|---|-------|------------|--------------------------------------|---------|--------|
|                           | Three months ended<br>December 31, 2010 |       |            | Three months ended December 31, 2011 |         | е      |
|                           |   | %*1   |            | %*1                                  |         | %      |
| AV                        | 22,000                                  | 14.0  | 14,772     | 10.0                                 | (7,228) | (32.9) |
| Communications            | 72,008                                  | 45.9  | 73,194     | 49.4                                 | 1,186   | 1.6    |
| Computers and Peripherals | 27,035                                  | 17.2  | 24,675     | 16.7                                 | (2,360) | (8.7)  |
| Automotive Electronics    | 19,657                                  | 12.5  | 21,643     | 14.6                                 | 1,986   | 10.1   |
| Home and Others           | 16,250 10.4                             |       | 13,711     | 9.3                                  | (2,539) | (15.6) |
| Net sales                 | 156,950                                 | 100.0 | 147,995    | 100.0                                | (8,955) | (5.7)  |

<sup>\*1</sup> Component ratio \*2 Exclusive of consumption taxes

<sup>\*1</sup> Component ratio \*2 Exclusive of consumption taxes

# 3. Sales by Area

Nine months ended December 31, 2010 and 2011

|                 |         |  | Millions o | f Yen                                  |          |        |  |
|-----------------|---------|--|------------|--|----------|--------|--|
|                 |         | Nine months ended<br>December 31, 2010 |            | Nine months ended<br>December 31, 2011 |          | Change |  |
|                 |         | %*1                                    |            | %*1                                    |          | %      |  |
| The Americas    | 35,900  | 7.6                                    | 31,329     | 7.1                                    | (4,571)  | (12.7) |  |
| Europe          | 51,584  | 10.9                                   | 48,115     | 10.9                                   | (3,469)  | (6.7)  |  |
| Greater China   | 227,364 | 48.3                                   | 220,787    | 49.9                                   | (6,577)  | (2.9)  |  |
| Asia and Others | 81,731  | 17.4                                   | 80,391     | 18.1                                   | (1,340)  | (1.6)  |  |
| Overseas total  | 396,579 | 84.2                                   | 380,622    | 86.0                                   | (15,957) | (4.0)  |  |
| Japan           | 74,220  | 15.8                                   | 62,090     | 14.0                                   | (12,130) | (16.3) |  |
| Net sales       | 470,799 | 100.0                                  | 442,712    | 100.0                                  | (28,087) | (6.0)  |  |

Three months ended December 31, 2010 and 2011

|                 |         |   | Millions o | f Yen              |         |        |
|-----------------|---------|---|------------|--------------------|---------|--------|
|                 |         | Three months ended<br>December 31, 2010 |            | s ended<br>1, 2011 | Chang   | e      |
|                 |         | %*1                                     |            | %*1                |         | %      |
| The Americas    | 10,818  | 6.9                                     | 9,442      | 6.4                | (1,376) | (12.7) |
| Europe          | 16,067  | 10.2                                    | 13,244     | 8.9                | (2,823) | (17.6) |
| Greater China   | 77,088  | 49.1                                    | 79,161     | 53.5               | 2,073   | 2.7    |
| Asia and Others | 27,739  | 17.7                                    | 25,824     | 17.5               | (1,915) | (6.9)  |
| Overseas total  | 131,712 | 83.9                                    | 127,671    | 86.3               | (4,041) | (3.1)  |
| Japan           | 25,238  | 16.1                                    | 20,324     | 13.7               | (4,914) | (19.5) |
| Net sales       | 156,950 | 100.0                                   | 147,995    | 100.0              | (8,955) | (5.7)  |

<sup>\*1</sup> Component ratio \*2 Exclusive of consumption taxes

# **Quarterly Consolidated Performance**

# (1) Consolidated Financial Results

|                            |                 |                    |           | Millions           | of yen     |          |                    |       |
|----------------------------|-----------------|--------------------|-----------|--------------------|------------|----------|--------------------|-------|
|                            | Three month     | Three months ended |           | Three months ended |            | ns ended | Three months ended |       |
|                            | June 30, 2010 S |                    | September | 30, 2010           | December 3 | 31, 2010 | March 31, 2011     |       |
|                            |                 | % *1               |           | % *1               |            | % *1     |                    | % *1  |
| Net sales                  | 153,672         | 100.0              | 161,317   | 100.0              | 157,584    | 100.0    | 145,381            | 100.0 |
| Operating income           | 21,494          | 14.0               | 24,762    | 15.3               | 18,923     | 12.0     | 12,306             | 8.5   |
| Income before income taxes | 23,275          | 15.1               | 24,187    | 15.0               | 19,906     | 12.6     | 14,694             | 10.1  |
| Net income                 | 15,464          | 10.1               | 15,602    | 9.7                | 12,738     | 8.1      | 9,688              | 6.7   |

|                            |               |                    | Millions o | f yen    |                    |       |
|----------------------------|---------------|--------------------|------------|----------|--------------------|-------|
|                            | Three month   | Three months ended |            | ns ended | Three months ended |       |
|                            | June 30, 2011 |                    | September  | 30, 2011 | December 31, 2011  |       |
|                            |               | % *1               |            | % *1     |                    | % *1  |
| Net sales                  | 143,232       | 100.0              | 152,674    | 100.0    | 148,672            | 100.0 |
| Operating income           | 17,233        | 12.0               | 13,791     | 9.0      | 11,171             | 7.5   |
| Income before income taxes | 19,109        | 13.3               | 15,610     | 10.2     | 12,230             | 8.2   |
| Net income                 | 14,240        | 9.9                | 9,429      | 6.2      | 7,758              | 5.2   |

<sup>\*1</sup> Ratio to net sales

(2) Sales by Product Category

|                                  |             |               |             | Millions           | of yen      |          |                |         |
|----------------------------------|-------------|---------------|-------------|--------------------|-------------|----------|----------------|---------|
|                                  | Three month | ns ended      | Three month | ns ended           | Three month | ns ended | Three month    | s ended |
|                                  | June 30,    | June 30, 2010 |             | September 30, 2010 |             | 31, 2010 | March 31, 2011 |         |
|                                  |             | % *1          |             | % *1               |             | % *1     |                | % *1    |
| Capacitors                       | 54,902      | 35.9          | 59,270      | 36.9               | 53,709      | 34.2     | 53,546         | 37.0    |
| Piezoelectric Components         | 23,183      | 15.1          | 22,834      | 14.2               | 20,165      | 12.9     | 20,260         | 14.0    |
| Other Components                 | 29,182      | 19.1          | 31,153      | 19.4               | 28,789      | 18.3     | 27,857         | 19.2    |
| Components Total                 | 107,267     | 70.1          | 113,257     | 70.5               | 102,663     | 65.4     | 101,663        | 70.2    |
| Communication Modules            | 32,014      | 20.9          | 33,884      | 21.1               | 41,806      | 26.6     | 30,579         | 21.1    |
| Power Supplies and Other Modules | 13,846      | 9.0           | 13,581      | 8.4                | 12,481      | 8.0      | 12,581         | 8.7     |
| Modules Total                    | 45,860      | 29.9          | 47,465      | 29.5               | 54,287      | 34.6     | 43,160         | 29.8    |
| Net sales                        | 153,127     | 100.0         | 160,722     | 100.0              | 156,950     | 100.0    | 144,823        | 100.0   |

|                                  |               |          | Millions o  | f yen    |                    |          |
|----------------------------------|---------------|----------|-------------|----------|--------------------|----------|
|                                  | Three month   | ns ended | Three month | ns ended | Three months ended |          |
|                                  | June 30, 2011 |          | September   | 30, 2011 | December 3         | 31, 2011 |
|                                  | % *1          |          |             | % *1     |                    | % *1     |
| Capacitors                       | 55,838        | 39.1     | 54,061      | 35.5     | 49,950             | 33.8     |
| Piezoelectric Components         | 19,112        | 13.4     | 20,455      | 13.5     | 19,716             | 13.3     |
| Other Components                 | 28,182        | 19.8     | 29,213      | 19.2     | 27,855             | 18.8     |
| Components Total                 | 103,132       | 72.3     | 103,729     | 68.2     | 97,521             | 65.9     |
| Communication Modules            | 27,263        | 19.1     | 35,231      | 23.2     | 38,514             | 26.0     |
| Power Supplies and Other Modules | 12,256        | 8.6      | 13,106      | 8.6      | 11,960             | 8.1      |
| Modules Total                    | 39,519        | 27.7     | 48,337      | 31.8     | 50,474             | 34.1     |
| Net sales                        | 142,651       | 100.0    | 152,066     | 100.0    | 147,995            | 100.0    |

<sup>\*1</sup> Component ratio

<sup>\*2</sup> Exclusive of consumption taxes