

## Global network

102 companies in many regions of the world.

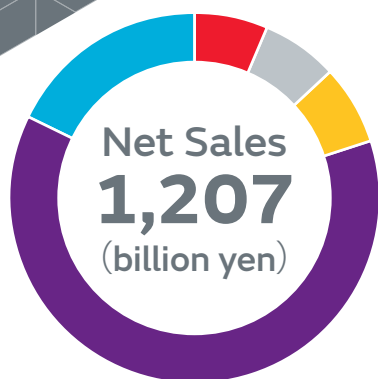
Wherever you find us, we are always Murata, ever innovative.

Over 90% of Murata products are sold outside of Japan; in Asia, North and South America, and Europe.

Not only do we adhere to the same customer-oriented policy at each of our sites, we also strive to be a beloved corporate citizen and trusted presence in every region.

Furthermore, each site recognizes itself as a member of the same Murata Group, moving together towards a common goal.

Around the globe, Murata works as one.



### Sales by area

- Japan 78 (6.5%)
- Europe 81.9 (6.8%)
- The Americas 83.6 (6.9%)
- Greater China 750.3 (62.1%)
- Asia and others 213.2 (17.7%)

\* Net sales, number of employees, and number of subsidiaries for each area are as of March 31, 2016.

\* Net sales for each area are for electronic components and related products.

## The Americas

Net sales: **83.6 billion yen**  
Number of employees: **946**  
Subsidiaries: **11**

*PULLING TOGETHER AS A TEAM MULTIPLIES SUCCESS.*

With a customer base that continues to spread globally, Murata Americas must persistently adapt our strategy to capture a clear picture of the ever-changing global landscape. The Voice-of-Customer is our driving force to help provide direction for product development and ensure continued Murata innovation and differentiation. Murata Americas Business Development and Product Marketing strives for product design-in for the mutual benefit and growth of all of Murata.

**Murata Americas**  
Director  
Business Development & Product Marketing  
**Geoff Brock**



## Europe

Net sales: **81.9 billion yen**  
Number of employees: **1,308**  
Subsidiaries: **14**

*Success is when good preparation meets the right opportunity at the proper moment.*

Murata Europe contribution from Europe to Murata global business is manifold : by direct business harvesting with top global players and Distributors in Europe, by strong seedsman design-in contribution for global EMS players and by advanced academic R&D networks for new and solid technologies and application concepts input. To expand business along all those dimensions we need to work out multi-path innovations in product, process, business model and organization and stimulate a more entrepreneurial mind-set.

**Murata Europe**  
Manager  
Strategic Marketing/Technology Marketing  
**Markus Huschens**



## Asia & others

Net sales: **213.2 billion yen**  
Number of employees: **14,940**  
Subsidiaries: **17**

*Building A Global Home.*

Murata Electronics Singapore (Pte.) Ltd. includes manufacturing, sales and logistics operations and employs people from a wide variety of nationalities. The General Administration Department to which I belong ensures that our employees can smoothly and efficiently focus on the business and their daily work. Our aim is to develop our site into a great workplace with committed employees, contributing to the advancement of society with Murata.

**Murata Electronics Singapore (Pte.) Ltd.**  
Assistant General Manager  
General Administration Dept.  
**Tee Beng Hoe**



## Greater China

Net sales: **750.3 billion yen**  
Number of employees: **13,507**  
Subsidiaries: **29**

*Orientating on customer, building our own for Superior!*

Consistently improving quality, prices, and delivery time are important points at Shenzhen Murata Technology in order for us to respond to rapid market changes as well as to specific requests from our customers. To that end, we are constantly aiming at enhanced manufacturing capabilities that will meet those expectations, and we are working toward that goal on a daily basis. We run our business with due importance placed on teamwork with our talented employees as we continue to contribute to the development of the electronics community through business expansion around the Greater China area.

**Shenzhen Murata Technology Co., Ltd.**  
Manager  
Production Dept.  
**Liang Guan Fei**



## Japan

Net sales: **78 billion yen**  
Number of employees: **23,973**  
Subsidiaries: **31**

*Murata is the leading company of High Frequency.*

The Yokohama Technical Center boasts separate anechoic chambers for each band range, offering the appropriate environment for the wireless evaluation of a variety of products. In recent years, with the expanding volume of communication that is being carried out, the trend toward utilizing millimeter waves has grown around the globe. In order for us to be an "innovator" in that millimeter wave band as well, there is an urgent need for cooperation between worldwide bases in order to anticipate the needs of all markets and, through that, to create our own core technologies. This way, our products will continue to contribute to the realization of a more sophisticated and highly convenient, fully networked future society.

**Murata Manufacturing Co., Ltd.**  
Communication & Sensor Business Unit  
Communication Module Division

**Ryukun Mizunuma**

