

# Earnings Release Conference Third Quarter of FY2011 (October 1, 2011 to December 31, 2011)

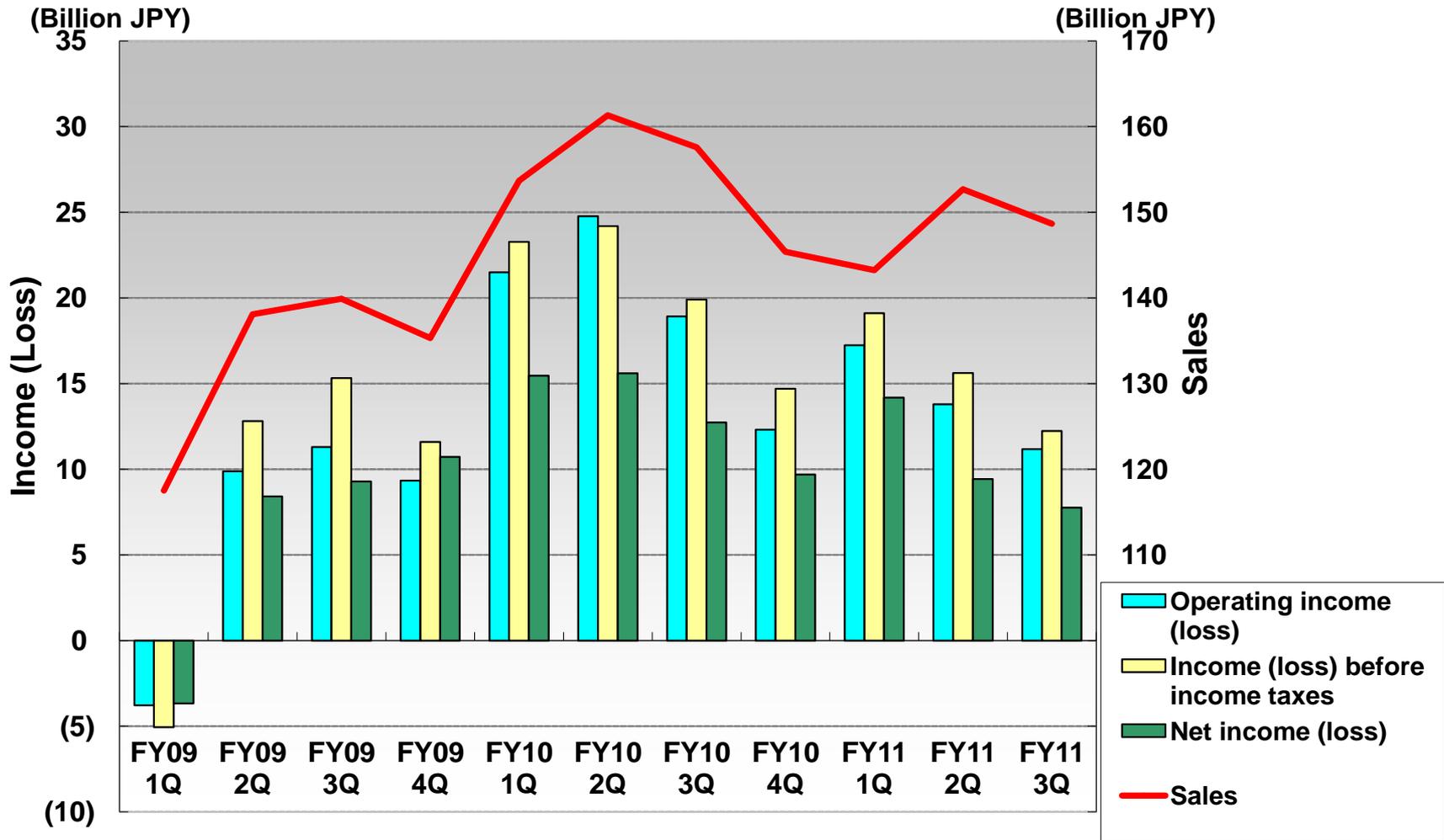
January 31, 2012  
Murata Manufacturing Co., Ltd.



# ***1. Third Quarter of FY2011***

***From October 1, 2011 to December 31, 2011***  
***Consolidated Basis***

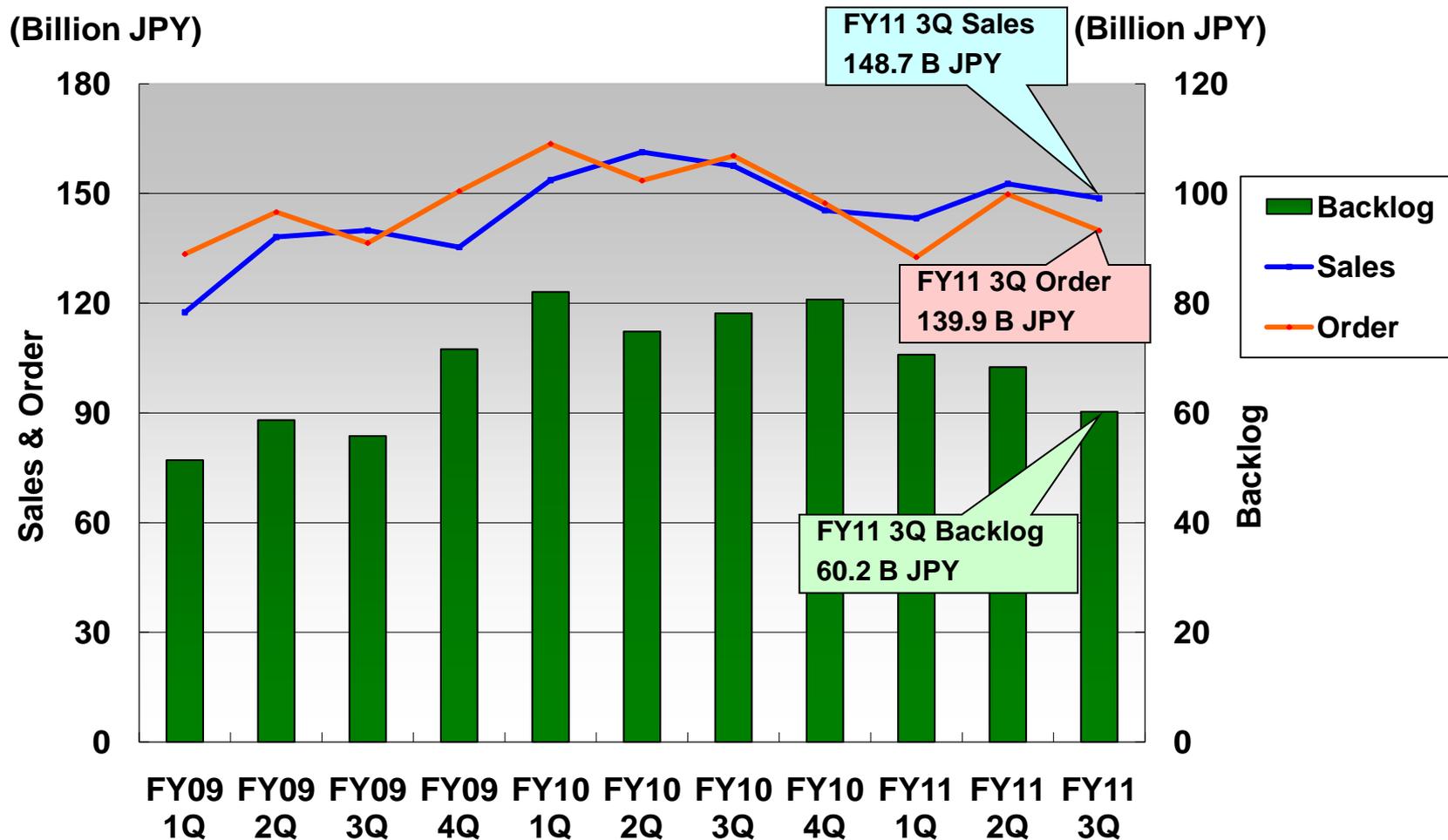
# Quarterly Financial Results



# Financial Results Overview

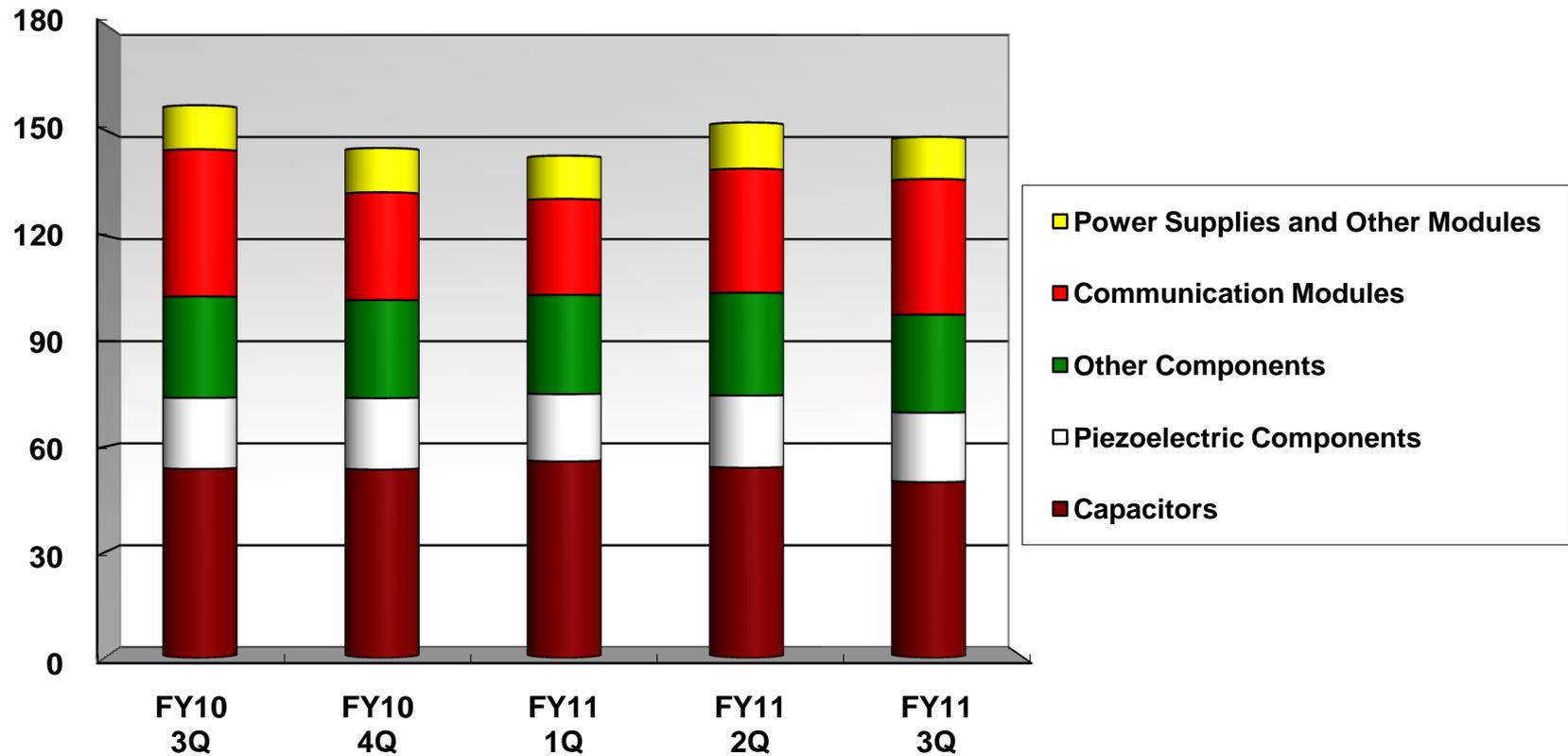
	FY2010 3rd Quarter		FY2011 2nd Quarter		FY2011 3rd Quarter		Y on Y Change		Q on Q Change	
	(a)		(b)		(c)		(c) vs. (a)		(c) vs. (b)	
	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)
<b>Net sales</b>	157.6	100.0	152.7	100.0	148.7	100.0	(8.9)	(5.7)	(4.0)	(2.6)
<b>Operating income</b>	18.9	12.0	13.8	9.0	11.2	7.5	(7.8)	(41.0)	(2.6)	(19.0)
<b>Income before income taxes</b>	19.9	12.6	15.6	10.2	12.2	8.2	(7.7)	(38.6)	(3.4)	(21.7)
<b>Net income</b>	12.7	8.1	9.4	6.2	7.8	5.2	(5.0)	(39.1)	(1.7)	(17.7)

# Quarterly Sales, Order and Backlog



# Sales by Product

(Billion JPY)



# Sales by Product

	FY2010 3rd Quarter		FY2011 2nd Quarter		FY2011 3rd Quarter		Y on Y Change		Q on Q Change	
	(a) (B JPY)	(%)	(b) (B JPY)	(%)	(c) (B JPY)	(%)	(c) vs. (a) (B JPY)	(%)	(c) vs. (b) (B JPY)	(%)
<b>Capacitors</b>	53.7	34.2	54.1	35.5	50.0	33.8	(3.8)	(7.0)	(4.1)	(7.6)
<b>Piezoelectric Components</b>	20.2	12.9	20.5	13.5	19.7	13.3	(0.4)	(2.2)	(0.7)	(3.6)
<b>Other Components</b>	28.8	18.3	29.2	19.2	27.9	18.8	(0.9)	(3.2)	(1.4)	(4.6)
<b>Communication Modules</b>	41.8	26.6	35.2	23.2	38.5	26.0	(3.3)	(7.9)	+3.3	+9.3
<b>Power Supplies and Other Modules</b>	12.5	8.0	13.1	8.6	12.0	8.1	(0.5)	(4.2)	(1.1)	(8.7)
<b>Net sales</b>	157.0	100.0	152.1	100.0	148.0	100.0	(9.0)	(5.7)	(4.1)	(2.7)

# Sales by Product

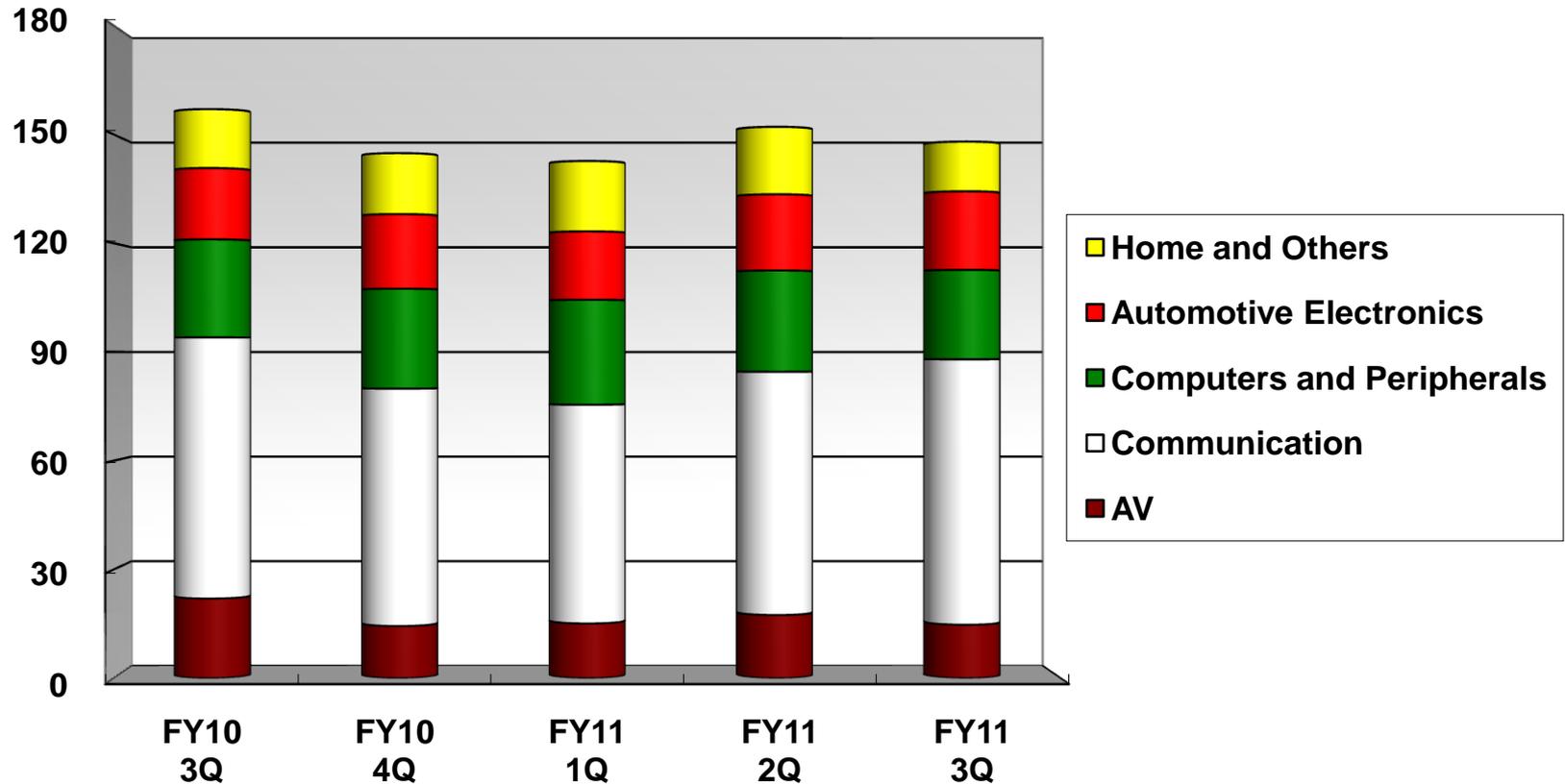
## FY11 Third Quarter vs. FY11 Second Quarter



<b>Capacitors</b> (7.6%)	<ul style="list-style-type: none"><li>● <b>Multilayer ceramic capacitors:</b> Increased for mobile phones and automotive electronics, but declined for AV devices, and computers and peripherals, resulting in decrease in total.</li></ul>
<b>Piezoelectric Components</b> (3.6%)	<ul style="list-style-type: none"><li>● <b>SAW filters:</b> Increased mainly for mobile phones.</li><li>● <b>Ceramic resonators:</b> Decreased for home appliances and AV devices.</li><li>● <b>Piezoelectric sensors:</b> Sales of shock sensors dropped because Thai floods caused production decline of HDDs.</li></ul>
<b>Other Components</b> (4.6%)	<ul style="list-style-type: none"><li>● <b>EMI suppression filters:</b> Grew for automotive electronics, but dropped for AV devices and communication devices, resulting in decrease in total.</li><li>● <b>Inductors (Coils):</b> Increased for mobile phones and automotive electronics.</li><li>● <b>Connectors:</b> Rose greatly for mobile phones.</li></ul>
<b>Communication Modules</b> +9.3%	<ul style="list-style-type: none"><li>● <b>WiFi modules:</b> Grew for smartphones and automotive electronics.</li><li>● <b>Multilayer devices:</b> Increased significantly mainly for mobile phones.</li></ul>
<b>Power Supplies and Other Modules</b> (8.7%)	<ul style="list-style-type: none"><li>● <b>Power supplies:</b> Increased for automotive electronics, but sluggish for use in other applications, resulting in decrease in total.</li></ul>

# Sales by Application

(Billion JPY)



\* Based on our estimate

# Sales by Application

	FY2010 3rd Quarter		FY2011 2nd Quarter		FY2011 3rd Quarter		Y on Y Change		Q on Q Change	
	(a)		(b)		(c)		(c) vs. (a)		(c) vs. (b)	
	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)	(B JPY)	(%)
<b>AV</b>	22.0	14.0	17.4	11.5	14.8	10.0	(7.2)	(32.9)	(2.7)	(15.3)
<b>Communication</b>	72.0	45.9	67.1	44.1	73.2	49.4	+1.2	+1.6	+6.1	+9.1
<b>Computers and Peripherals</b>	27.0	17.2	27.9	18.4	24.7	16.7	(2.4)	(8.7)	(3.3)	(11.7)
<b>Automotive Electronics</b>	19.7	12.5	21.0	13.8	21.6	14.6	+2.0	+10.1	+0.6	+3.1
<b>Home and Others</b>	16.3	10.4	18.6	12.2	13.7	9.3	(2.5)	(15.6)	(4.9)	(26.3)
<b>Net sales</b>	157.0	100.0	152.1	100.0	148.0	100.0	(9.0)	(5.7)	(4.1)	(2.7)

\* Based on our estimate

# Sales by Application

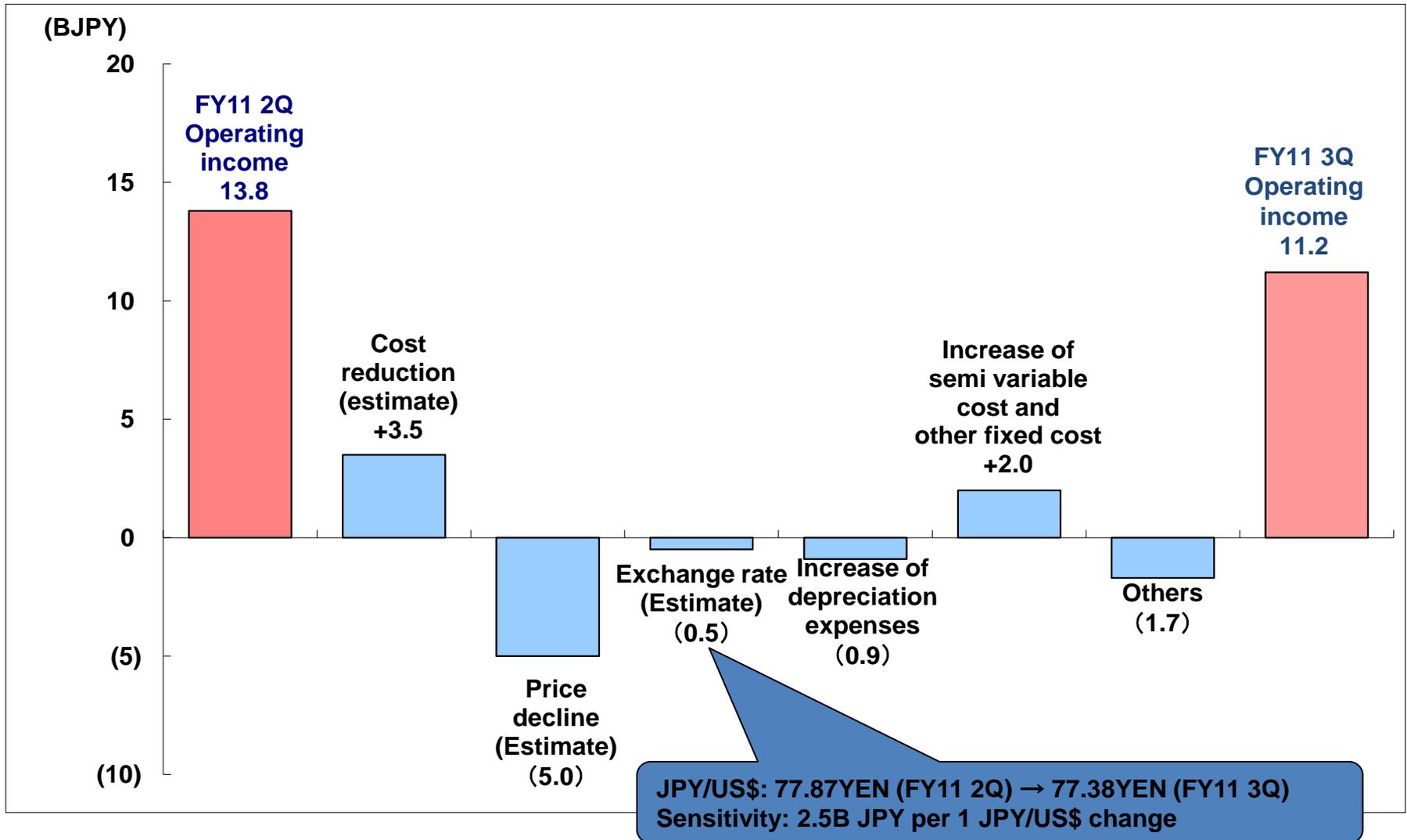
## FY11 Third Quarter vs. FY11 Second Quarter



<b>AV</b> <b>(15.3%)</b>	<ul style="list-style-type: none"> <li>● Sales of MLCCs, power supplies and WiFi modules decreased.</li> </ul>
<b>Communication</b> <b>+9.1%</b>	<ul style="list-style-type: none"> <li>● Sales of multilayer devices, WiFi modules, connectors and SAW filters increased.</li> </ul>
<b>Computers and Peripherals</b> <b>(11.7%)</b>	<ul style="list-style-type: none"> <li>● Sales of MLCCs, shock sensors for HDDs, power supplies and WiFi modules declined.</li> </ul>
<b>Automotive Electronics</b> <b>+3.1%</b>	<ul style="list-style-type: none"> <li>● Sales of MLCCs, LTCC substrates and WiFi/Bluetooth modules grew.</li> </ul>

\* Based on our estimate

# Breakdown of Operating Income Changes FY11 Second Quarter to FY11 Third Quarter



## ***2. Projected Financial Results for FY2011***

***(from April 2011 to March 2012)***

# Projected Sales by Product

	FY2011 Projections	FY2011 4th Quarter Projections
	vs. FY2010	vs. FY2011 3Q
<b>Capacitors</b>	(6%)	(3%)
<b>Piezoelectric Components</b>	(10%)	(5%)
<b>Other Components</b>	(5%)	(8%)
<b>Communication Modules</b>	(1%)	(8%)
<b>Power Supplies and Other Modules</b>	(7%)	(3%)
<b>Total</b>	(5%)	(6%)

# Projected Sales by Application

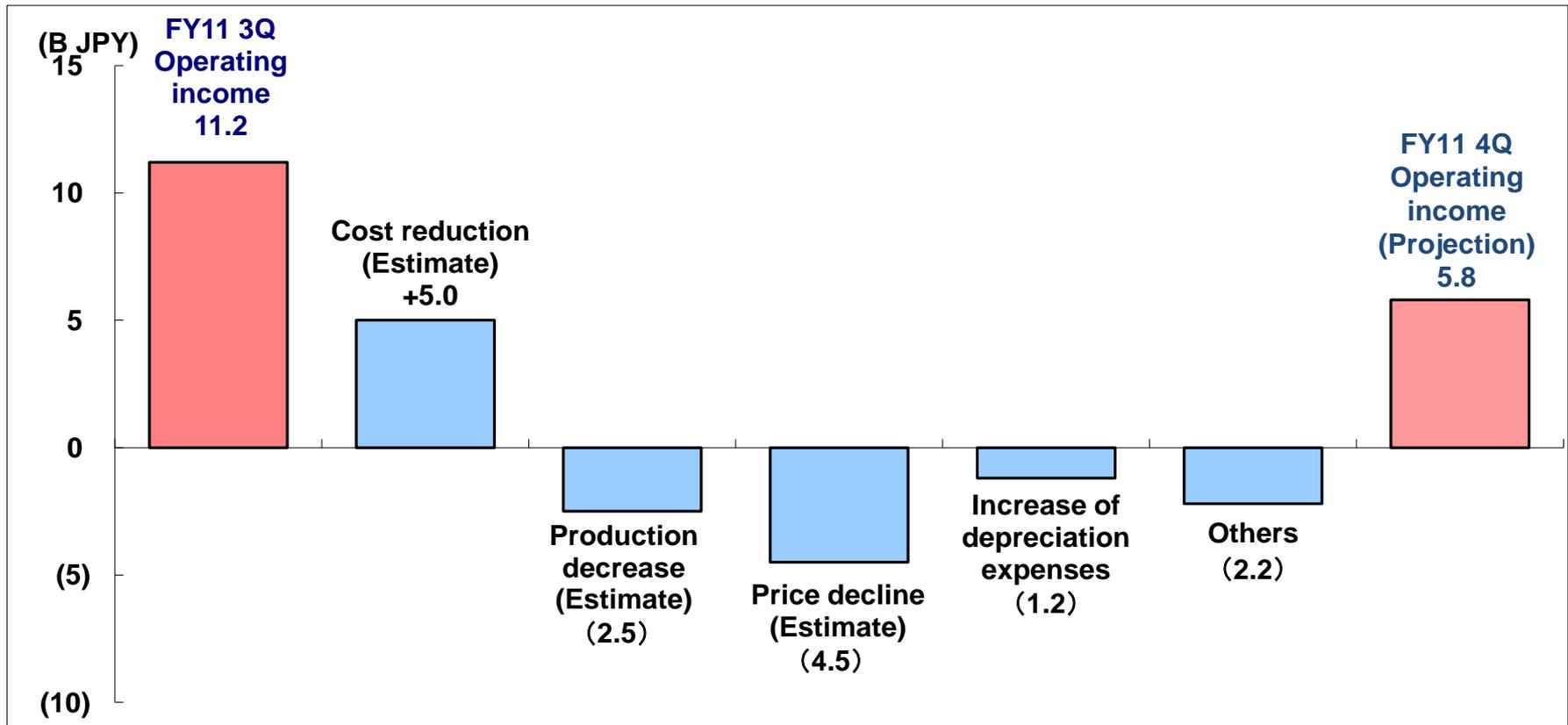
	FY2011 Projections	FY2011 4th Quarter Projections
	vs. FY2010	vs. FY2011 3Q
<b>AV</b>	(24%)	(12%)
<b>Communication</b>	Flat	(10%)
<b>Computers and Peripherals</b>	(7%)	+5%
<b>Automotive Electronics</b>	+3%	(3%)
<b>Home and Others</b>	(10%)	Flat
<b>Total</b>	(5%)	(6%)

\* Based on our estimate

# Projected Financial Results for FY2011

	Previous (Oct. 2011)		Revised				
	FY2011 Projections		FY2011 Projections				
			1st Half Results	3rd Quarter Results	4th Quarter Projections		
	(B JPY)	(%)	(B JPY)	(B JPY)	(B JPY)	(B JPY)	(%)
Net sales	600.0	100.0	295.9	148.7	140.4	585.0	100.0
Operating income	56.0	9.3	31.0	11.2	5.8	48.0	8.2
Income before income taxes	62.0	10.3	34.7	12.2	7.1	54.0	9.2
Net income	42.0	7.0	23.7	7.8	4.6	36.0	6.2

# Breakdown of Operating Income Changes FY11 Third Quarter to FY11 Fourth Quarter



# Assumptions for Projected Financial Results for FY2011



	FY2011 Projections			
	1st Half Results	3rd Quarter Results	4th Quarter Projections	
Depreciation and amortization	28.5B JPY	15.6B JPY	16.8B JPY	61.0B JPY
R & D expenses	20.0B JPY	10.2B JPY	9.8B JPY	40.0B JPY
Capital expenditures	33.7B JPY	15.6B JPY	20.8B JPY	70.0B JPY
Average exchange rate (JPY/US\$)	79.81	77.38	77.00	
Average exchange rate (JPY/EUR)	113.78	104.30	100.00	

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 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.