

(12) Consolidated Supplementary Information

1) Exchange rates used for conversion

Item	Term	As of March 31, 2016		As of March 31, 2017	
		US\$=Yen	Euro=Yen	US\$=Yen	Euro=Yen
The end of the period		112.68	127.70	112.19	119.79

2) Sales by region

Region	Term	FY2016 (April 1, 2015 - March 31, 2016)		FY2017 (April 1, 2016 - March 31, 2017)			Change	
		(Yen millions)	%	(Yen millions)	%	(U.S.\$ thousands)	(Yen millions)	Change(%)
Americas		101,974	8.9	104,910	8.9	936,696	2,936	2.9
Europe		145,336	12.6	146,201	12.4	1,305,366	865	0.6
Asia and others		813,893	70.6	821,913	69.8	7,338,509	8,020	1.0
Overseas sales total		1,061,203	92.1	1,073,024	91.1	9,580,571	11,821	1.1
Japan		91,052	7.9	105,233	8.9	939,581	14,181	15.6
Net sales		1,152,255	100.0	1,178,257	100.0	10,520,152	26,002	2.3

Notes:

1. U.S.\$1=Yen 112, for convenience only.
2. Overseas sales are based on the location of the customers.

3) Overview of sales by product

Product	Term	1Q of FY2016 (April 1, 2015 - June 30, 2015)		2Q of FY2016 (July 1, 2015 - September 30, 2015)		3Q of FY2016 (October 1, 2015 - December 31, 2015)		4Q of FY2016 (January 1, 2016 - March 31, 2016)	
		(Yen millions)	%	(Yen millions)	%	(Yen millions)	%	(Yen millions)	%
Capacitors		39,126	14.0	39,461	12.8	36,423	12.1	35,392	13.5
Inductive Devices		39,713	14.2	40,191	13.0	38,947	12.9	36,270	13.8
Other		71,441	25.5	72,557	23.6	68,195	22.6	65,758	25.0
Passive Components		150,280	53.7	152,209	49.4	143,565	47.6	137,420	52.3
Recording Devices		54,585	19.5	60,707	19.7	58,501	19.4	46,043	17.5
Other		24,773	8.9	24,559	8.0	23,292	7.7	22,862	8.7
Magnetic Application Products		79,358	28.4	85,266	27.7	81,793	27.1	68,905	26.2
Film Application Products		42,931	15.4	63,287	20.5	67,624	22.4	46,051	17.5
Other		6,987	2.5	7,296	2.4	8,746	2.9	10,537	4.0
Total		279,556	100.0	308,058	100.0	301,728	100.0	262,913	100.0

Product	Term	1Q of FY2017 (April 1, 2016 - June 30, 2016)		2Q of FY2017 (July 1, 2016 - September 30, 2016)		3Q of FY2017 (October 1, 2016 - December 31, 2016)		4Q of FY2017 (January 1, 2017 - March 31, 2017)		(U.S.\$ thousands)
		(Yen millions)	%	(Yen millions)	%	(Yen millions)	%	(Yen millions)	%	
Capacitors		34,356	12.3	33,746	11.2	33,644	10.4	35,044	12.8	312,893
Inductive Devices		35,706	12.8	35,461	11.8	36,595	11.3	37,572	13.7	335,464
Other		67,599	24.3	74,791	24.9	77,689	23.9	46,527	16.9	415,420
Passive Components		137,661	49.4	143,998	47.9	147,928	45.6	119,143	43.4	1,063,777
Recording Devices		60,977	21.8	62,319	20.7	70,718	21.8	68,121	24.8	608,223
Other		21,423	7.7	21,605	7.2	21,639	6.6	22,896	8.4	204,429
Magnetic Application Products		82,400	29.5	83,924	27.9	92,357	28.4	91,017	33.2	812,652
Film Application Products		51,812	18.6	65,166	21.7	76,364	23.5	54,351	19.8	485,277
Other		6,896	2.5	7,324	2.5	8,123	2.5	9,793	3.6	87,437
Total		278,769	100.0	300,412	100.0	324,772	100.0	274,304	100.0	2,449,143

Notes:

1. U.S.\$1=Yen 112, for convenience only.
2. In accordance with the reorganization in 1Q of FY2017, certain products of Other were reclassified into Inductive Devices and Other Passive Components and certain products of Film Application Products were reclassified into Other. The prior year's sales are also reclassified to conform to the new segmentation.