

(12) Consolidated Supplementary Information

1) Exchange rates used for conversion

Item	Term	As of March 31, 2017		As of March 31, 2018	
		US\$=Yen	Euro=Yen	US\$=Yen	Euro=Yen
	The end of the period	112.19	119.79	106.24	130.52

2) Sales by region

Region	Term	FY2017 (April 1, 2016 - March 31, 2017)		FY2018 (April 1, 2017 - March 31, 2018)			Change	
		(Yen millions)	%	(Yen millions)	%	(U.S.\$ thousands)	(Yen millions)	Change(%)
Americas		104,910	8.9	112,929	8.9	1,065,368	8,019	7.6
Europe		146,201	12.4	166,192	13.1	1,567,849	19,991	13.7
Asia and others		821,913	69.8	878,883	69.1	8,291,349	56,970	6.9
Overseas sales total		1,073,024	91.1	1,158,004	91.1	10,924,566	84,980	7.9
Japan		105,233	8.9	113,743	8.9	1,073,047	8,510	8.1
Net sales		1,178,257	100.0	1,271,747	100.0	11,997,613	93,490	7.9

Notes:

1. U.S.\$1=Yen 106, for convenience only.
2. Overseas sales are based on the location of the customers.

3) Overview of sales by product

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)	
		(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
Inductive Devices		35,706	12.8	35,461	11.8	36,595	11.3	37,572	13.7
Other		62,599	22.5	70,014	23.3	72,772	22.4	40,716	14.8
Passive Components		132,661	47.6	139,221	46.3	143,011	44.1	113,332	41.3
Sensor Application Products		10,445	3.7	10,472	3.5	10,474	3.2	11,459	4.2
Recording Devices		55,877	20.0	57,343	19.1	66,035	20.3	63,032	23.0
Other		21,423	7.7	21,605	7.2	21,639	6.7	22,896	8.3
Magnetic Application Products		77,300	27.7	78,948	26.3	87,674	27.0	85,928	31.3
Film Application Products		51,812	18.6	65,166	21.7	76,364	23.5	54,351	19.8
Other		6,551	2.4	6,605	2.2	7,249	2.2	9,234	3.4
Total		278,769	100.0	300,412	100.0	324,772	100.0	274,304	100.0

Product	Term	1Q of FY2018 (April 1, 2017 - June 30, 2017)		2Q of FY2018 (July 1, 2017 - September 30, 2017)		3Q of FY2018 (October 1, 2017 - December 31, 2017)		4Q of FY2018 (January 1, 2018 - March 31, 2018)		(U.S.S thousands)
		(Yen millions)	%	(Yen millions)	%	(Yen millions)	%	(Yen millions)	%	
Capacitors		36,280	12.5	39,178	11.8	40,089	11.8	41,443	13.5	390,972
Inductive Devices		37,603	13.0	40,484	12.1	40,284	11.8	39,158	12.7	369,415
Other		29,629	10.3	31,804	9.5	32,349	9.5	29,338	9.6	276,773
Passive Components		103,512	35.8	111,466	33.4	112,722	33.1	109,939	35.8	1,037,160
Sensor Application Products		16,393	5.7	20,199	6.0	21,617	6.3	19,369	6.3	182,726
Recording Devices		56,733	19.6	61,819	18.5	62,309	18.3	57,004	18.6	537,774
Other		23,310	8.0	23,749	7.1	24,569	7.2	23,742	7.7	223,981
Magnetic Application Products		80,043	27.6	85,568	25.6	86,878	25.5	80,746	26.3	761,755
Film Application Products		79,699	27.5	103,481	31.0	105,859	31.0	81,914	26.7	772,774
Other		9,879	3.4	13,331	4.0	14,050	4.1	15,082	4.9	142,283
Total		289,526	100.0	334,045	100.0	341,126	100.0	307,050	100.0	2,896,698

Notes:

1. U.S.\$1=Yen 106, for convenience only.
2. In accordance with the reorganization in 1Q of FY2018, Sensor Application Products was newly established. Certain products of Other were reclassified into Other Passive Components and certain products of Recording Devices were reclassified into Other.
The prior year's sales are also reclassified to conform to the new segmentation.