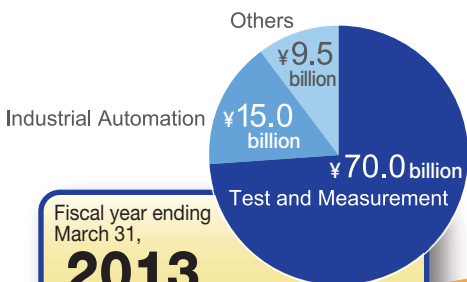


# Capture Growth Drivers without Fail, and

## Mid-to-long-term growth drivers and targets

With Technologies	With Customer Support	With Global Network	
Test and Measurement	Mobile broadband service market Asian market	Sales Growth Rate more than <b>7%</b>	Operating Income Margin more than <b>20%</b>
Industrial Automation	Asian market North American market	Sales Growth Rate more than <b>7%</b>	Operating Income Margin more than <b>12%</b>
<b>Consolidated</b>			Operating Income Margin more than <b>18%</b>

### Test and Measurement



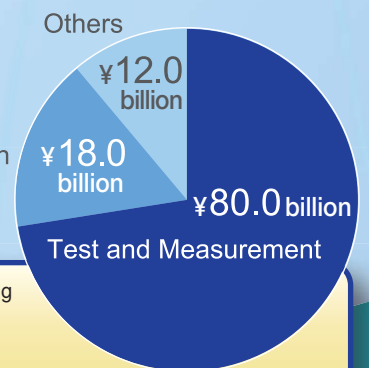
Fiscal year ending March 31,

**2013**

Net Sales **¥94.5 billion**  
Operating Income **¥15.5 billion**

3-year Business Plan  
**GLP2014**

Industrial Automation



Fiscal year ending March 31,

**2015**

Net Sales **¥110.0 billion**  
Operating Income **¥19.0 billion**

# Realize “Continuous Profitable Growth”

## Industrial Automation



## 2020 Vision

### To be Global Market Leader

- Build a world-class, strong, profit generating platform
- Create uniquely Anritsu-like corporate value

### Create new business by emerging business

- Demonstrate cutting-edge tech in new business field

**NEXT10**

( 2011-2020 )

# The Anritsu Group Business is Woven into Everyday Life.

## Bringing greater convenience and comfort to people's lives.

— Measurement solutions for mobile wireless information and communication services —

### Communication/E-mail



### Photos/Videos



### Music



### Internet



### Car navigation system



### Games/SNS



## Anritsu Provides Solutions

### Supporting infrastruc

— Measurement solutions for

#### Mobile phone base station



#### Optical fiber



Connecting, monitoring and detecting...

Anritsu supports everyday life and business in a variety of areas, including information communication, food processing, medical products and image monitoring for a safer, more secure and comfortable society.

## Making your life safe.

— Various solutions for everyday life in food safety, disaster monitoring and ophthalmic examinations —

**Contaminant inspection**



Detecting contaminants

**Weight inspection**



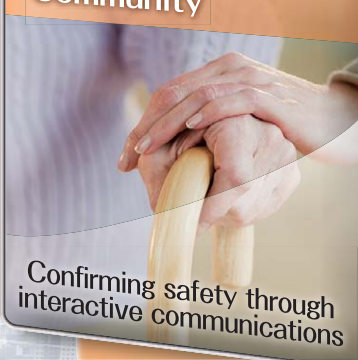
Detecting missing products and defects

**Weighing**



Ensuring the proper volume

**Community**



Confirming safety through interactive communications

**Remote monitoring**



Video monitoring of accidents and disasters

**Medical equipment**



Light source for ophthalmic equipment

for a Safe and Secure Society

## Solutions for everyday life.

— secure broadband networks —

**Communication networks**



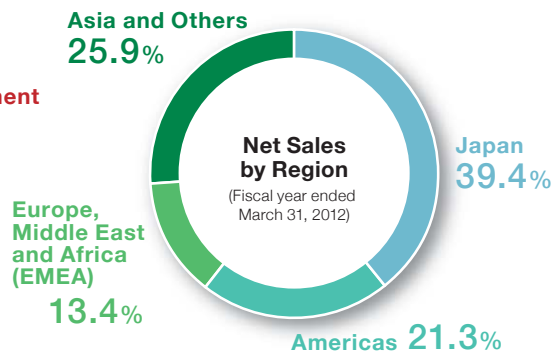
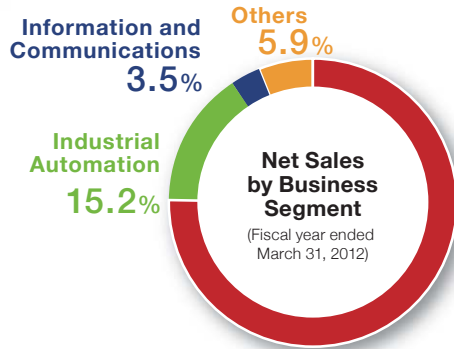
Network monitoring and quality assurance

**Data centers**



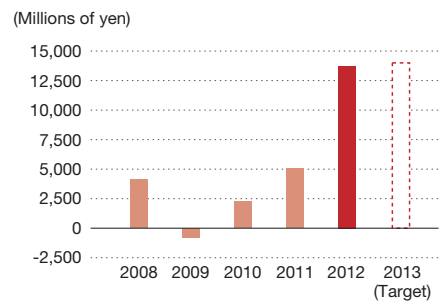
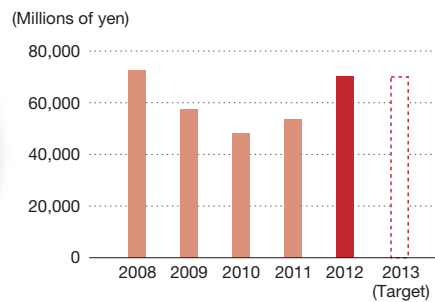
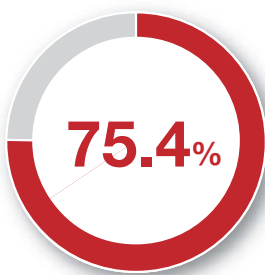
Realizing higher speed communication facilities

# Anritsu at a Glance

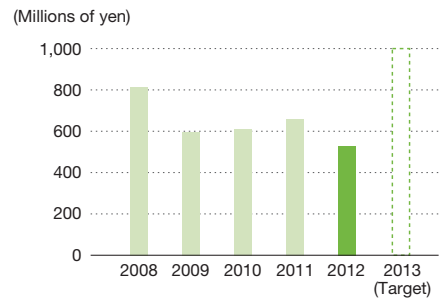


Percentage of Net Sales	Net Sales	Operating Income (Loss)
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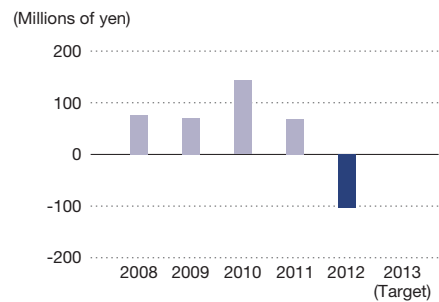
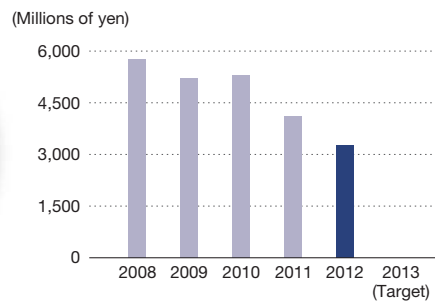
## Test and Measurement



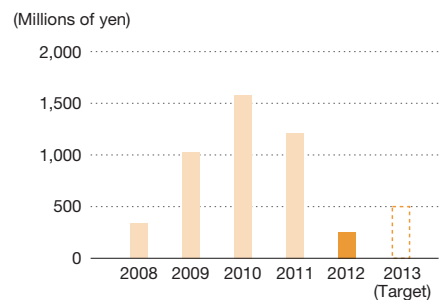
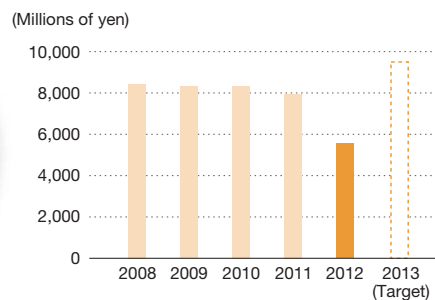
## Industrial Automation



## Information and Communications



## Others






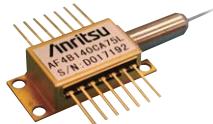


Notes 1: Figures for Others include eliminations and corporate.

2: The classification of the precision measurement business was changed from Others to Industrial Automation from the fiscal year ended March 31, 2012.

3: Beginning the fiscal year ending March 31, 2013, the Information and Communications business is included in the Others segment.

4: The forecast for the fiscal year ending March 31, 2013 is calculated based on international financial reporting standards (IFRS).

Sectors and Solutions	Customers	Strengths	Main Products
<b>Test and Measurement</b>			
<p><b>Mobile Phone Market</b></p> <p>■ <b>Sectors</b></p> <ul style="list-style-type: none"> <li>• Mobile phones</li> <li>• Smartphones</li> <li>• Tablets, etc.</li> </ul> <p>■ <b>Solutions</b></p> <ul style="list-style-type: none"> <li>• R&amp;D</li> <li>• Manufacturing</li> </ul>	<ul style="list-style-type: none"> <li>• Handset manufacturers and EMS</li> <li>• Chipset manufacturers</li> <li>• IT-related service providers</li> <li>• Telecom carriers, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• 50% global market share for measuring instruments for LTE development</li> <li>• 30-40% global market share for measuring instruments for 3G manufacturing</li> <li>• Global customer support</li> </ul>	 <p>MT8820C Radio Communication Analyzer (used in manufacturing mobile handsets)</p>
<p><b>Network Infrastructure Market</b></p> <p>■ <b>Sectors</b></p> <ul style="list-style-type: none"> <li>• Optical telecommunications networks</li> <li>• Wireless base stations</li> <li>• Telecommunications equipment, etc.</li> </ul> <p>■ <b>Solutions</b></p> <ul style="list-style-type: none"> <li>• R&amp;D</li> <li>• Installation and maintenance</li> <li>• Network quality assurance</li> </ul>	<ul style="list-style-type: none"> <li>• Telecom carriers</li> <li>• Telecom network construction companies</li> <li>• Telecommunications equipment manufacturers, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• 70-80% global market share for handheld measuring instruments for wireless base station installation and maintenance</li> <li>• Wide range of measuring technologies spanning from wireless to wireline</li> </ul>	 <p>MT822x Base Station Analyzer (used for base station installation and maintenance)</p>
<p><b>Electronics Market</b></p> <p>■ <b>Sectors</b></p> <ul style="list-style-type: none"> <li>• Electronic components</li> <li>• Telecommunications equipment</li> <li>• Digital household appliances, car electronics, etc.</li> </ul> <p>■ <b>Solutions</b></p> <ul style="list-style-type: none"> <li>• General purpose measurement for a wide array of fields (from R&amp;D to manufacturing)</li> </ul>	<ul style="list-style-type: none"> <li>• Electronic device and component manufacturers</li> <li>• Telecommunications equipment manufacturers</li> <li>• Mobile handset manufacturers, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Wide range of measuring technologies spanning from wireless to wireline</li> <li>• Able to meet diverse customer requirements with a full lineup of applications and products</li> </ul>	 <p>MS2830A Spectrum Analyzer</p>
<b>Industrial Automation</b>			
<p>■ <b>Sectors</b></p> <ul style="list-style-type: none"> <li>• Food, pharmaceuticals, cosmetics</li> <li>• Electronic component mounting</li> </ul> <p>■ <b>Solutions</b></p> <ul style="list-style-type: none"> <li>• Quality control inspection equipment for food, pharmaceuticals and cosmetics (X-ray inspection systems for detecting alien materials, checkweighers, etc.)</li> <li>• Printed solder paste inspection equipment</li> </ul>	<ul style="list-style-type: none"> <li>• Food manufacturers</li> <li>• Pharmaceutical and cosmetics manufacturers</li> <li>• Electronic equipment manufacturers</li> </ul>	<ul style="list-style-type: none"> <li>• High-precision X-ray analysis technologies</li> <li>• Signal and image processing technologies</li> <li>• Overseas production at Thai Plant</li> </ul>	 <p>X-ray inspection systems</p>
<b>Others</b>			
<p><b>Information and Communications</b></p> <p>■ <b>Sectors</b></p> <ul style="list-style-type: none"> <li>• Public facilities (rivers, waterworks, etc.)</li> <li>• Financial systems</li> <li>• Video distribution</li> </ul> <p>■ <b>Solutions</b></p> <ul style="list-style-type: none"> <li>• Systems related to upgrading public infrastructure</li> <li>• Bandwidth controllers for enhancing network quality</li> </ul>	<ul style="list-style-type: none"> <li>• Government offices and municipal governments</li> <li>• Financial institutions</li> <li>• Video distributors, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Business collaboration with system integrators and trading companies</li> <li>• Provides one-stop video monitoring solutions</li> </ul>	 <p>PureFlow® Series bandwidth controllers</p>
<p><b>Devices</b></p> <p>■ <b>Sectors</b></p> <ul style="list-style-type: none"> <li>• Optical communications networks</li> <li>• Telecommunications equipment, etc.</li> </ul> <p>■ <b>Solutions</b></p> <ul style="list-style-type: none"> <li>• Optical devices</li> <li>• Ultra-high-speed devices, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Electrical equipment manufacturers</li> <li>• Telecommunications equipment manufacturers, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Technologies to produce sophisticated devices</li> <li>• Monolithic microwave integrated circuit (MMIC) technologies</li> </ul>	 <p>Laser diodes</p>