

## Fiscal Year Ended March 2012 Results Briefing Q&A

### 【Business Circumstances】

**Q: What are the regional trends in Q4 and outlook for current fiscal year of T&M Business?**

T&M Business was not only strong in Q4 but also was throughout the whole fiscal year.

**A:** Investments for the development of LTE in Japan were more than expected, as well as the demands for manufacturing were increased in Asia. We are expecting the business to be continued at the same level in this fiscal year as well.

**Q: What is the size and growth rate of T&M market?**

**A:** Our targeted market size is estimated to be approximately 500 - 600 billion yen. As for market growth rate, we are looking at 3 - 5% per year as a whole.

### 【Outlook for Current Fiscal Year】

**Q: What is the meaning of current fiscal year sales forecasts for T&M business to be similar as of the previous fiscal year?**

**A:** The results of fiscal year ended March 2012, rapid expansion of demands in smart phones and LTE-related fields as the driving factor, turned out to be much higher than the original expectations. It is difficult to expect the market to be grown at the same rate at fiscal year ending March 2013, however we assume that the business will be continued at the high level as previous fiscal year.

**Q: How are you looking at the ratio of R&D applications and mass manufacturing applications in Mobile T&M Business of current fiscal year?**

**A:** Net sales to the Mobile market in the previous fiscal year was approximately 45% of that of the whole T&M Business, and LTE R&D applications and 3G manufacturing applications cover nearly half respectively. We are expecting the same ratio for this fiscal year.

**Q: What are the outlooks of T&M Business quarterly and biannually?**

**A:** Since our business is influenced by the investment trends of our customers, we believe that it is more desirable to disclose the forecasts in yearly basis rather than in relatively short spans such as biannual and quarters.

### 【Long-term business Plan】

**Q: As for growth factors of T&M Business in Long-term business Plan, which of market growth and share expansion will have a grater impact?**

**A:** Market growth is a bigger driving factor, however we are also expecting the growth by expanding market share.

**Q: What is the concept of profit making in Long-term business Plan?**

**A:** It is based on management of ROIC conscious.

**Q: Are you considering M&A in Long-term business Plan?**

**A:** Towards the realization of 2020VISION, we are considering to set the ratio of new businesses including M&A to be approximately 20%.

**Q: What are the issues in comparison to your global competitors?**

**A:** We have strength in businesses in the field of leading edge technology, however in the field of General-Purpose, we believe that there is room for improvement in areas such as business expansion with strong global brand name, and local support capabilities on a global scale.

## **【Application of IFRS/ Others】**

**Q: What is the purpose to voluntarily adopt International Financial Reporting Standards (IFRS) from fiscal year ending March 2013?**

**A:** The Anritsu Group conducts business globally, generating approximately 60 percent of its consolidated net sales and 70 percent of sales in its core T&M business in markets outside Japan. The Group also has R&D bases in Japan, Europe and the United States. Accordingly, we have decided to voluntarily adopt IFRS in order to strengthen our operating foundation through improvements in internal decision-making processes, as well as to diversify funding sources by enhancing the international comparability of our financial data.

**Q: Have you considered something about the usage of the accumulated cash?**

**A:** The accumulated cash is considered to be used in redemption of Straight Corporate Bonds of fiscal 2012 as well as repaying corporate borrowings, and also to be used in strengthening Business Infrastructure such as enhancing manufacturing capacities and investments in R&D of new businesses.