Performance Briefings
Fiscal Year March, 2013

TDK Corporation
April 26, 2013
◆ Consolidated Full Year Results of FY March, 2013
   Consolidated Full Year Projections of FY March, 2014
   Takehiro Kamigama
   President and CEO

◆ Consolidated Full Year Results of FY March, 2013
   Consolidated 4Q Results of FY March, 2013
   Takakazu Momozuka
   Corporate Officer, General Manager of Finance & Accounting Department

◆ Passive Components Business
   Hiroyuki Uemura
   Executive Vice President

◆ Recording Device Business
   Shigenao Ishiguro
   General Manager of Data Storage & Thin Film Technology Components BG
Consolidated Full Year Results of FY March, 2013

Consolidated Full Year Projections of FY March, 2014

Takehiro Kamigama
President and CEO
## Consolidated Full Year Results of FY March, 2013

<table>
<thead>
<tr>
<th>(Yen billions)</th>
<th>FY March 2012 Full Year Results (2011.4.1-2012.3.31)</th>
<th>FY March 2013 Full Year Results (2012.4.1-2013.3.31)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>Yen billions</td>
</tr>
<tr>
<td>Net Sales</td>
<td>814.5</td>
<td>851.6</td>
<td>37.1</td>
</tr>
<tr>
<td>Operating Income</td>
<td>18.7</td>
<td>21.6</td>
<td>3.0</td>
</tr>
<tr>
<td>Operating Income Margin</td>
<td>2.3%</td>
<td>2.5%</td>
<td>0.2 pt</td>
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<tr>
<td>Income from Continuing Operations before Income Taxes</td>
<td>12.2</td>
<td>18.9</td>
<td>6.6</td>
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<tr>
<td>Net Income</td>
<td>-2.5</td>
<td>1.2</td>
<td>3.6</td>
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<tr>
<td>Earning Per Share (JPY)</td>
<td>-19.06</td>
<td>9.50</td>
<td>-</td>
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### Ex-rate

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<th>Ex-rate</th>
<th>US$</th>
<th>EURO</th>
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<tbody>
<tr>
<td>Net</td>
<td>Yen 79.07</td>
<td>Yen 109.06</td>
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<tr>
<td>Income</td>
<td>Yen 83.03</td>
<td>Yen 107.05</td>
</tr>
</tbody>
</table>

Depreciated by 5.0%
Appreciated by 1.8%

### Ex-rate impact to Net sales & Operating Income

- Net sales: Increased about 32.4 billion Yen
- Operating income: Increased about 4.1 billion Yen
Review of FY March 2013

◆ Consolidated sales up 4.6%, operating income up 15.8% year on year
  □ Significant downward revision to initial projections two consecutive fiscal year
  □ Sales of passive components for communications market were below our expectations
  □ "Sales of Industrial equipment and others" were down 11.8% year on year (*)
    • Weak industrial equipment market
    • Sales of passive components, magnet and power supply were decreased
  □ Reevaluation of metal magnet inventory due to rare earth material price down
  □ HDD market was much softer than our expectations

◆ Restructuring for solid earning base and growth
  □ Completed restructuring centered on passive components business as planned

◆ Year-end dividend : ¥30 (same as projections on Jan. 31)
  □ Combined with the interim dividend of ¥40 (actual), the planned annual dividend will be ¥70

*) Sales transition by market applications are listed on page 25-28
## Full Year Projections of FY March 2014

<table>
<thead>
<tr>
<th></th>
<th>FY March 2013 Full Year Results</th>
<th>FY March 2014 Full Year Projections</th>
<th>Change</th>
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<tr>
<td></td>
<td>(JPY billion)</td>
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<tr>
<td>Net Sales</td>
<td>851.6</td>
<td>930.0</td>
<td>78.4</td>
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<td>Operating Income</td>
<td>21.6</td>
<td>30.0</td>
<td>8.4</td>
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<td></td>
<td>Operating Income Margin</td>
<td>2.5%</td>
<td>3.2%</td>
</tr>
<tr>
<td>Net income from continuing operations before income taxes</td>
<td>18.9</td>
<td>28.0</td>
<td>9.1</td>
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<tr>
<td>Net Income</td>
<td>1.2</td>
<td>13.0</td>
<td>11.8</td>
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<tr>
<td>Earning Per Share (JPY)</td>
<td>9.50</td>
<td>103.34</td>
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<tr>
<td>Devidneds (JPY)</td>
<td>1st half :40 (results) 2nd half :30 (projections) Annual: 70 (projections)</td>
<td>1st half :30 (projections) 2nd half :40 (projections) Annual: 70 (projections)</td>
<td>-</td>
</tr>
<tr>
<td>Ex-rate</td>
<td>US$</td>
<td>Yen 83.03</td>
<td>Yen 90.00</td>
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<tr>
<td></td>
<td>EURO</td>
<td>Yen 107.05</td>
<td>Yen 118.00</td>
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</tbody>
</table>
Points of business activities in FY March 2014

• Road to the target
• Establishment of strong business base for growth
• Growth scenario
Road to the target

Implemented structural reform to respond to changes in the business environment
(FY March 2012 – FY March 2014)

• To optimize business portfolio
• To optimize production bases
• To improve cost structure
• To prioritize the allocation of business resources for growth area

Realize the target
(FY March 2015 onward)

• Exit non-core business
• Further integrate bases worldwide (Targeting bases not already announced for integration)

• Sites consolidation of passive components in Japan
• Sold OLED business
• Sold unemployed assets
• Reduced employees worldwide
Establishment of strong business base for growth

- FY March 2013: Implemented restructuring centered on passive components business
- FY March 2014: Final stage in business portfolio optimization and restructuring

**Promote business portfolio review**

- To withdraw or sell Blu-ray Disc business (by the end of March in 2014)
- To continue streamlining other business and product

**Optimize production bases**

- Further integration of its’ bases worldwide (Targeting bases not already announced for integration)
- To optimize direct and indirect cost etc.

- To spend 10.0 billion yen for above mentioned actions in FY March 2014

Projected benefits from these actions 8.0 billion yen (FY March 2015)

Further review of cost structure

To concentrate management resources on growing market and core business
## Growth Scenario

**points of each segment**

To concentrate management resources on growing market and core business

### Passive components

- TDK position this business as **center of growth strategy** and revitalize this business for **pillar of profit** of the company
  - High frequency components for communications equipment such as smartphone to be on growth track again
  - Growth of inductive device continues centered on the communications and automotive market
  - Ceramic capacitors generates stable earnings after completion of the restructuring

### Recording devices

(Magnet application products)

- In response to the change in the HDD industry
  - **For a stable business utilizing the position as an exclusive HDD head specialized manufacturer**
    - To strengthen R&D for heads integrated in HDD for data center
    - To accelerate mass production of TAMR (Thermal Assisted Magnetic Recording) Head
    - To develop electronic components by applying HDD head technology

### Rechargeable batteries

(Film application products)

- With vertical integration business model
  - **To next growth stage**
    - Vertical integration from materials, cell, packaging (*1)
    - To expand functional film, separator business by applying the technology developed in the magnetic tape business(*2)
    - To accelerate in-house development of electrode material
    - To cultivate new customers in addition to smartphone and tablet manufactures

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*1 : Acquired Navitasys Technology Limited in 2Q of FY March 2013 (Packaging)*

*2 : Acquired 66% stake in NITTO DENKO (SHANGHAI) ELECTRO-ENERGY CO., LTD. in November in 2011 and have its shares 77% as of March 31 in 2013 (Separator)*
Consolidated Full Year Results of FY March, 2013
Consolidated 4Q Results of FY March, 2013

Takahazu Momozuka
Corporate Officer,
General Manager of Finance & Accounting Department
# Results of FY March 2013 by segment

<table>
<thead>
<tr>
<th></th>
<th>FY March 2012 Full Year Results</th>
<th>FY March 2013 Full Year Results</th>
<th>Change</th>
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<tbody>
<tr>
<td></td>
<td>Yen billion</td>
<td>%</td>
<td>Yen billion</td>
</tr>
<tr>
<td><strong>Net Sales</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capacitors</td>
<td>132.4</td>
<td>16.3</td>
<td>118.0</td>
</tr>
<tr>
<td>Inductive devices</td>
<td>121.2</td>
<td>14.9</td>
<td>119.6</td>
</tr>
<tr>
<td>Other Passive Components</td>
<td>128.0</td>
<td>15.7</td>
<td>142.1</td>
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<td>Passive Components</td>
<td>381.6</td>
<td>46.9</td>
<td>379.6</td>
</tr>
<tr>
<td>Recording devices</td>
<td>208.7</td>
<td>25.6</td>
<td>233.5</td>
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<tr>
<td>Other Magnetic Application Products</td>
<td>107.7</td>
<td>13.2</td>
<td>104.4</td>
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<tr>
<td>Magnetic Application Products</td>
<td>316.4</td>
<td>38.8</td>
<td>337.9</td>
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<tr>
<td>Applied Film Products</td>
<td>92.7</td>
<td>11.4</td>
<td>112.6</td>
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<tr>
<td>Other</td>
<td>23.8</td>
<td>2.9</td>
<td>21.4</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>814.5</td>
<td>100.0</td>
<td>851.6</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Passive Components</td>
<td>(6.6)</td>
<td>-1.7</td>
<td>(11.1)</td>
</tr>
<tr>
<td>Magnetic Application Products</td>
<td>39.0</td>
<td>12.3</td>
<td>37.1</td>
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<tr>
<td>Applied Film Products</td>
<td>6.3</td>
<td>6.7</td>
<td>12.4</td>
</tr>
<tr>
<td>Other</td>
<td>(4.8)</td>
<td>-20.3</td>
<td>(1.8)</td>
</tr>
<tr>
<td><strong>Sub total</strong></td>
<td>33.8</td>
<td>4.2</td>
<td>36.7</td>
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<tr>
<td>Corporate and eliminations</td>
<td>(15.1)</td>
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<td>(15.0)</td>
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<tr>
<td><strong>Total</strong></td>
<td>18.7</td>
<td>2.3</td>
<td>21.6</td>
</tr>
</tbody>
</table>
Breakdown of Operating Income Changes

Operating Income +3.0 billion yen

FY March 2012 18.7 billion yen

Changes in sales (including utilization, products mix) -15.4
Sales price reduction -26.1
Exchange fluctuation (US$=Yen 83.03) +4.1
Rationalization, cost reduction +16.7
SG&A expenses Decrease (including restructuring Cost) +6.5
Benefits from restructuring +12.9
Decrease in negative impact by change of pension plan +3.1
Decrease in negative impact by Thai flooding +4.9
Decrease in negative impact by earthquake +3.6
Decrease in negative impact by change of pension plan +3.6
Decrease in negative impact by Thai flooding +4.9
Decrease in gain of land sales -6.7

FY March 2013 21.6 billion yen

Insurance gain (Thai flooding) +6.7
Decrease in gain of land sales -6.7
Increase in gain of land sales +6.7
Decrease in negative impact by Thai flooding -4.9
Decrease in negative impact by earthquake -3.6
Increase in gain of land sales +6.7
Increase in negative impact by change of pension plan -3.1
Increase in negative impact by Thai flooding -4.9
Increase in negative impact by earthquake -3.6
Increase in gain of land sales +6.7

(Yen billions)
### Financial Position

<table>
<thead>
<tr>
<th>(JPY billion)</th>
<th>March End, 2012</th>
<th>March End, 2013</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Asset</td>
<td>1,072.8</td>
<td>1,169.6</td>
<td>96.8</td>
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<tr>
<td>Total Liability</td>
<td>560.8</td>
<td>589.0</td>
<td>28.2</td>
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<tr>
<td>Stockholders's Equity</td>
<td>498.2</td>
<td>561.2</td>
<td>63.0</td>
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<tr>
<td>(comprehensive income)</td>
<td>(230.8)</td>
<td>(159.0)</td>
<td>71.8</td>
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<tr>
<td>Stockholders's Equity ratio</td>
<td>46.4%</td>
<td>48.0%</td>
<td>1.6pt</td>
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<tr>
<td>Cash and Cash equivalents</td>
<td>173.4</td>
<td>223.5</td>
<td>50.1</td>
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<tr>
<td>Interest-bearing Debt</td>
<td>272.8</td>
<td>295.6</td>
<td>22.8</td>
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<tr>
<td>Net Cash</td>
<td>(99.4)</td>
<td>(72.1)</td>
<td>27.3</td>
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</table>
**Segment Information** (4Q of FY2012 vs. 4Q of FY2013, 3Q vs. 4Q)

<table>
<thead>
<tr>
<th></th>
<th>JPY billion</th>
<th>4Q of FY 2012 Jan 1- Mar 31, 2012 (A)</th>
<th>3Q of FY 2013 Oct 1- Dec 31, 2012 (B)</th>
<th>4Q of FY 2013 Jan 1- Mar 31, 2013 (C)</th>
<th>YoY Change (C) - (A)</th>
<th>%</th>
<th>QoQ Change (C) - (B)</th>
<th>%</th>
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</thead>
<tbody>
<tr>
<td>Capacitor</td>
<td>31.6</td>
<td>26.6</td>
<td>30.7</td>
<td>(0.9)</td>
<td>-2.8</td>
<td>4.1</td>
<td>15.4</td>
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<tr>
<td>Inductive Device</td>
<td>28.4</td>
<td>30.6</td>
<td>31.2</td>
<td>2.8</td>
<td>9.9</td>
<td>0.6</td>
<td>2.0</td>
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<tr>
<td>Other Passive Comp</td>
<td>30.5</td>
<td>36.0</td>
<td>42.5</td>
<td>12.0</td>
<td>39.3</td>
<td>6.5</td>
<td>18.1</td>
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<tr>
<td>Passive Components</td>
<td>90.5</td>
<td>93.1</td>
<td>104.4</td>
<td>13.9</td>
<td>15.4</td>
<td>11.3</td>
<td>12.1</td>
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<tr>
<td>Recording Devices</td>
<td>58.2</td>
<td>60.2</td>
<td>57.6</td>
<td>(0.6)</td>
<td>-1.0</td>
<td>(2.6)</td>
<td>-4.3</td>
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<tr>
<td>Other Magnetic Appl. Prod</td>
<td>29.7</td>
<td>24.0</td>
<td>24.5</td>
<td>(5.2)</td>
<td>-17.5</td>
<td>0.5</td>
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<td>Magnetic Appl. Prod</td>
<td>87.8</td>
<td>84.2</td>
<td>82.1</td>
<td>(5.7)</td>
<td>-6.5</td>
<td>(2.1)</td>
<td>-2.5</td>
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<td>Film Appl. Prod</td>
<td>24.2</td>
<td>33.0</td>
<td>28.6</td>
<td>4.4</td>
<td>18.2</td>
<td>(4.4)</td>
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<tr>
<td>Other</td>
<td>4.6</td>
<td>5.0</td>
<td>5.4</td>
<td>0.8</td>
<td>17.4</td>
<td>0.4</td>
<td>8.0</td>
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<td><strong>Total</strong></td>
<td>207.0</td>
<td>215.4</td>
<td>220.5</td>
<td>13.5</td>
<td>6.5</td>
<td>5.1</td>
<td>2.4</td>
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**Operating Income**

<table>
<thead>
<tr>
<th></th>
<th>JPY billion</th>
<th>4Q of FY 2012 Jan 1- Mar 31, 2012 (A)</th>
<th>3Q of FY 2013 Oct 1- Dec 31, 2012 (B)</th>
<th>4Q of FY 2013 Jan 1- Mar 31, 2013 (C)</th>
<th>YoY Change (C) - (A)</th>
<th>%</th>
<th>QoQ Change (C) - (B)</th>
<th>%</th>
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<tr>
<td>Passive Components</td>
<td>-13.2</td>
<td>-1.8</td>
<td>(3.9)</td>
<td>9.3</td>
<td>-</td>
<td>(2.1)</td>
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<tr>
<td>Magnetic Appl. Prod</td>
<td>14.0</td>
<td>7.5</td>
<td>1.8</td>
<td>(12.2)</td>
<td>-87.1</td>
<td>(5.7)</td>
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<td>Film Appl. Prod</td>
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<td>2.2</td>
<td>-</td>
<td>(1.9)</td>
<td>-52.8</td>
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<td>Other</td>
<td>-2.6</td>
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<td>2.3</td>
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<td>0.3</td>
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<td>Sub total</td>
<td>-2.3</td>
<td>8.8</td>
<td>(0.8)</td>
<td>1.5</td>
<td>-</td>
<td>(9.6)</td>
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<tr>
<td>Corporate and Eliminations</td>
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<td>-3.7</td>
<td>(3.0)</td>
<td>(2.1)</td>
<td>-</td>
<td>0.7</td>
<td>-</td>
<td></td>
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<tr>
<td><strong>Total</strong></td>
<td>-3.2</td>
<td>5.1</td>
<td>(3.8)</td>
<td>(0.6)</td>
<td>-</td>
<td>(8.9)</td>
<td>-</td>
<td></td>
</tr>
</tbody>
</table>

**Operating Income margin**

-1.5% 2.4% -1.7% -0.2pt -4.1pt

**Ex-rate**

- US$: Yen 79.27 Yen 81.17 Yen 92.20
- EURO: Yen 103.94 Yen 105.28 Yen 121.74
### Projections for FY March 2014 – Image of change in sales

<table>
<thead>
<tr>
<th>Segment</th>
<th>FY March 2013 Results</th>
<th>FY March 2014 Projections (vs. FY March 2013)</th>
<th>Main factor and premise of projections</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passive components</td>
<td>379.6</td>
<td>+15～+20%</td>
<td>Increase in sales of high frequency components, inductive devices, circuit protection components for information and communication equipment. Gradual recovery of aluminum and film capacitors for industrial equipment market. Stable increase of sales for automobile market.</td>
</tr>
<tr>
<td>Magnetic application products</td>
<td>337.9</td>
<td>-2～0%</td>
<td>Mainly due to maturation of HDD market.</td>
</tr>
<tr>
<td>Film application products</td>
<td>112.6</td>
<td>+15～+20%</td>
<td>Increase in sales of secondary battery and functional film (ITO film) for information and communication market.</td>
</tr>
<tr>
<td>Other</td>
<td>21.4</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>851.6</td>
<td>930.0</td>
<td>-</td>
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</table>

**Forex assumption**

<table>
<thead>
<tr>
<th>Currency</th>
<th>Rate</th>
<th>Rate</th>
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<tbody>
<tr>
<td>$/Yen</td>
<td>83.03</td>
<td>90.00</td>
</tr>
<tr>
<td>EURO/Yen</td>
<td>107.05</td>
<td>118.00</td>
</tr>
</tbody>
</table>
Passive Components Business

Hiroyuki Uemura
Executive Vice President
Ceramic Capacitor

- Completed sites consolidation worldwide in FY March 2013
- Established stable earning structure by restructuring effects
- To shift resources to growth strategy in FY March 2014
- Automotive market is the highest prioritized market
- To develop customized products for target applications utilizing key technologies cultivated through automotive business
- To launch new products as mentioned below
- To develop components for ultra-miniatualized power supply module collaborating with coil technology

Customized products

- Mega Cap.: strong for PCB bending

New MLCC processed for high-density mounting

- Embedded ultra-low profile MLCC
- 50% Less Mounting space
- 2.4mm²
- New SRCT series
- 6.2mm²
To improve profitability and increase sales by launching module and SAW device
- Production capacity of SAW filter (including duplexer) is being increased
  - To respond to recent order increase
  - To respond to demand increase (both discrete and module) in the medium term
- To accelerate design-in activities for next-generation communication technology (such as carrier aggregation)
- To launch thin-film filter
- To optimize customers’ portfolio
- To maximize TDK group synergy
  - Optimal allocation of development resources/optimization of production line placement

**FEMiD (example)**
Components built in the module
- SAW Duplexer x4
- SAW/BAW Duplexer x1
- SAW Filter x2
- Switch x1
- Passive components for matching x8
Passive components business - points of main products

**Inductive Device**
- Full product line-up of power inductors
  - Stable production by optimization of customers’ portfolio
  - To expand production capacity and sales of metal power inductors
  - To provide flexible solutions with full range of products to customers (Thin film, Wire-wound, Multi layer processes)
- To develop & expand biz of high frequency inductors

**Piezo Device**
- To expand production capacity for responding to strong market requirement of VCM(*1), OIS(*2) for smart phone camera module

**Power Inductors**
- Wire wound coil
- Thin film coil

*1: Voice Coil Motor
*2: Optical Image Stabilizer
Recording Device Business

Shigenao Ishiguro
General Manager of Data Storage & Thin Film Technology Components BG
**Recording Device Business**

- **HDD market**
  - FY March 2013 (TDK’s forecast): About 570 million units
  - FY March 2014 (TDK’s forecast): About 530 million units

- **Shipment index**

  ![Graph](image-url)
Supplementary Data
# Quarterly sales and operating income by segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>FY March 2012</th>
<th>FY March 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q</td>
<td>2Q</td>
</tr>
<tr>
<td>Capacitors</td>
<td>36.1</td>
<td>34.2</td>
</tr>
<tr>
<td>Inductive Devices</td>
<td>32.9</td>
<td>31.4</td>
</tr>
<tr>
<td>Other Passive Components</td>
<td>32.8</td>
<td>34.4</td>
</tr>
<tr>
<td>Passive Components</td>
<td>101.7</td>
<td>99.9</td>
</tr>
<tr>
<td>Recording Devices</td>
<td>55.2</td>
<td>53.3</td>
</tr>
<tr>
<td>Other Magnetic Application Products</td>
<td>24.4</td>
<td>27.7</td>
</tr>
<tr>
<td>Magnetic Application Products</td>
<td>79.6</td>
<td>81.0</td>
</tr>
<tr>
<td>Film Application Products</td>
<td>18.0</td>
<td>22.4</td>
</tr>
<tr>
<td>Other</td>
<td>6.7</td>
<td>6.6</td>
</tr>
<tr>
<td>Total</td>
<td>206.2</td>
<td>209.9</td>
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<table>
<thead>
<tr>
<th>Segment</th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>4Q</th>
<th>Total</th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>4Q</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Passive Components</td>
<td>3.8</td>
<td>1.3</td>
<td>1.5</td>
<td>(13.2)</td>
<td>(6.6)</td>
<td>(2.9)</td>
<td>(2.5)</td>
<td>(1.8)</td>
<td>(3.9)</td>
<td>(11.1)</td>
</tr>
<tr>
<td>Magnetic Application Products</td>
<td>8.6</td>
<td>9.5</td>
<td>7.0</td>
<td>14.0</td>
<td>39.0</td>
<td>14.6</td>
<td>13.2</td>
<td>7.5</td>
<td>1.8</td>
<td>37.1</td>
</tr>
<tr>
<td>Film Application Products</td>
<td>1.2</td>
<td>2.6</td>
<td>2.9</td>
<td>(0.5)</td>
<td>6.3</td>
<td>2.1</td>
<td>5.0</td>
<td>3.6</td>
<td>1.7</td>
<td>12.4</td>
</tr>
<tr>
<td>Other</td>
<td>(0.4)</td>
<td>(1.2)</td>
<td>(0.7)</td>
<td>(2.6)</td>
<td>(4.8)</td>
<td>(0.4)</td>
<td>(0.5)</td>
<td>(0.6)</td>
<td>(0.3)</td>
<td>(1.8)</td>
</tr>
<tr>
<td>Sub-total</td>
<td>13.2</td>
<td>12.2</td>
<td>10.8</td>
<td>(2.3)</td>
<td>33.8</td>
<td>13.4</td>
<td>15.2</td>
<td>8.8</td>
<td>(0.8)</td>
<td>36.7</td>
</tr>
<tr>
<td>Corporate and Eliminations</td>
<td>(7.2)</td>
<td>(3.7)</td>
<td>(3.4)</td>
<td>(0.9)</td>
<td>(15.1)</td>
<td>(4.2)</td>
<td>(4.1)</td>
<td>(3.7)</td>
<td>(3.0)</td>
<td>(15.0)</td>
</tr>
<tr>
<td>Total</td>
<td>6.0</td>
<td>8.5</td>
<td>7.4</td>
<td>(3.2)</td>
<td>18.7</td>
<td>9.2</td>
<td>11.2</td>
<td>5.1</td>
<td>(3.8)</td>
<td>21.6</td>
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</table>

<table>
<thead>
<tr>
<th>Ex-rates</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>¥/USD</td>
<td>81.74</td>
<td>77.96</td>
<td>77.35</td>
<td>79.27</td>
<td>79.07</td>
<td>80.27</td>
<td>78.67</td>
<td>81.17</td>
<td>92.20</td>
<td>83.03</td>
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<tr>
<td>¥/EURO</td>
<td>117.62</td>
<td>110.42</td>
<td>104.30</td>
<td>103.94</td>
<td>109.06</td>
<td>103.18</td>
<td>98.28</td>
<td>105.28</td>
<td>121.74</td>
<td>107.05</td>
</tr>
</tbody>
</table>
Annual Sales by applications (FY2009/Mar – FY2013/Mar)

- **Consumer Products**
- **Recording Devices**
  (HDD heads & Suspensions)
- **Industrial Equipment and Others**
- **Communications**
- **Automobiles**

### Annual Sales by Applications (FY2009/Mar – FY2013/Mar)

<table>
<thead>
<tr>
<th>Year</th>
<th>Consumer Products</th>
<th>Recording Devices</th>
<th>Industrial Equipment</th>
<th>Communications</th>
<th>Automobiles</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY09/Mar</td>
<td>23.9%</td>
<td>34.0%</td>
<td>19.3%</td>
<td>13.7%</td>
<td>9.0%</td>
</tr>
<tr>
<td>FY10/Mar</td>
<td>17.3%</td>
<td>34.5%</td>
<td>22.1%</td>
<td>14.2%</td>
<td>11.9%</td>
</tr>
<tr>
<td>FY11/Mar</td>
<td>16.8%</td>
<td>29.3%</td>
<td>24.7%</td>
<td>16.5%</td>
<td>12.7%</td>
</tr>
<tr>
<td>FY12/Mar</td>
<td>19.9%</td>
<td>25.4%</td>
<td>23.2%</td>
<td>15.8%</td>
<td>15.7%</td>
</tr>
<tr>
<td>FY13/Mar</td>
<td>18.8%</td>
<td>27.3%</td>
<td>19.6%</td>
<td>17.9%</td>
<td>16.4%</td>
</tr>
</tbody>
</table>

### Sales in Billions (FY09/3 – FY13/3)

- **Automobiles**
  - FY09/3: 65.7
  - FY10/3: 95.9
  - FY11/3: 110.5
  - FY12/3: 127.6
  - FY13/3: 139.8

- **Communications**
  - FY09/3: 100.0
  - FY10/3: 114.9
  - FY11/3: 143.6
  - FY12/3: 128.8
  - FY13/3: 152.8

- **Industrial Equipment and Others**
  - FY09/3: 140.4
  - FY10/3: 179.1
  - FY11/3: 215.6
  - FY12/3: 188.9
  - FY13/3: 166.7

- **Consumer Products and Recording Devices**
  - FY09/3: 421.3
  - FY10/3: 418.9
  - FY11/3: 402.3
  - FY12/3: 369.1
  - FY13/3: 392.2

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Passive Components Business Annual sales by applications (FY2009/Mar – FY2013/Mar)

Annual sales by applications: FY2009/Mar – FY2013/Mar

- **Consumer Products**
- **Industrial Equipment and Others**
- **Communications**
- **Automobiles**

Annual sales in billions:
- FY09/3: ¥49.8
- FY10/3: ¥77.6
- FY11/3: ¥88.0
- FY12/3: ¥94.1
- FY13/3: ¥101.5

- FY09/3: ¥107.9
- FY10/3: ¥93.0
- FY11/3: ¥85.2
- FY12/3: ¥129.9
- FY13/3: ¥148.3

- FY09/3: ¥88.7
- FY10/3: ¥81.2
- FY11/3: ¥81.3
- FY12/3: ¥70.6
- FY13/3: ¥62.6

*Note: Consolidation of EPCOS from the second half of 2009/3. Discontinued operation (Display business) are included in 2009/3 and 2010/3.*
Quarterly sales by applications (1Q/FY2012/Mar – 4Q/FY2013/Mar)

- Consumer Products
- Recording Devices (HDD heads & Suspensions)
- Industrial Equipment and Others
- Communications
- Automobiles

(¥ in billions)

**Automobiles**
- 1Q: 26.6
- 2Q: 30.0
- 3Q: 32.9
- 4Q: 38.1
- 1Q: 36.5
- 2Q: 34.3
- 3Q: 32.2
- 4Q: 36.8

**Communications**
- 1Q: 30.4
- 2Q: 32.6
- 3Q: 34.4
- 4Q: 31.5
- 1Q: 29.8
- 2Q: 31.8
- 3Q: 47.6
- 4Q: 43.7

**Industrial Equipment and Others**
- 1Q: 53.2
- 2Q: 49.6
- 3Q: 43.3
- 4Q: 42.8
- 1Q: 42.6
- 2Q: 42.0
- 3Q: 38.6
- 4Q: 43.5

**Consumer Products**
- 1Q: 96.0
- 2Q: 97.7
- 3Q: 80.8
- 4Q: 94.6
- 1Q: 99.8
- 2Q: 98.9
- 3Q: 97.0
- 4Q: 96.6
Cautionary Statements with Respect to Forward-Looking Statements

This material contains forward-looking statements, including projections, plans, policies, management strategies, targets, schedules, understandings and evaluations, about TDK or its group companies (TDK Group). These forward-looking statements are based on the current forecasts, estimates, assumptions, plans, beliefs and evaluations of TDK Group in light of information currently available to it, and contain known and unknown risks, uncertainties and other factors. TDK Group therefore wishes to caution readers that, being subject to risks, uncertainties and other factors, TDK Group's actual results, performance, achievements or financial position could be materially different from any future results, performance, achievements or financial position expressed or implied by these forward-looking statements, and TDK Group undertakes no obligation to publicly update or revise any forward-looking statements after the issue of this material except as provided for in laws and ordinances. The electronics markets in which TDK Group operates are highly susceptible to rapid changes. Risks, uncertainties and other factors that can have significant effects on TDK Group include, but are not limited to, shifts in technology, fluctuations in demand, prices, interest and foreign exchange rates, and changes in economic environments, conditions of competition, laws and regulations. Also, since the purpose of these materials is only to give readers a general outline of business performance, many numerical values are shown in units of a billion yen. Because original values, which are managed in units of a million yen, are rounded off, the totals, differences, etc. shown in these materials may appear inaccurate. If detailed figures are necessary, please refer to our financial statements and supplementary materials.
Text data including Q&A of performance briefing will be uploaded on following site
http://www.global.tdk.com/ir/ir_events/conference/2013/4q_1.htm