

Strategy of Priority Five Businesses

Inductive Devices

High Frequency Components

Piezoelectric Material Products

Rechargeable Batteries

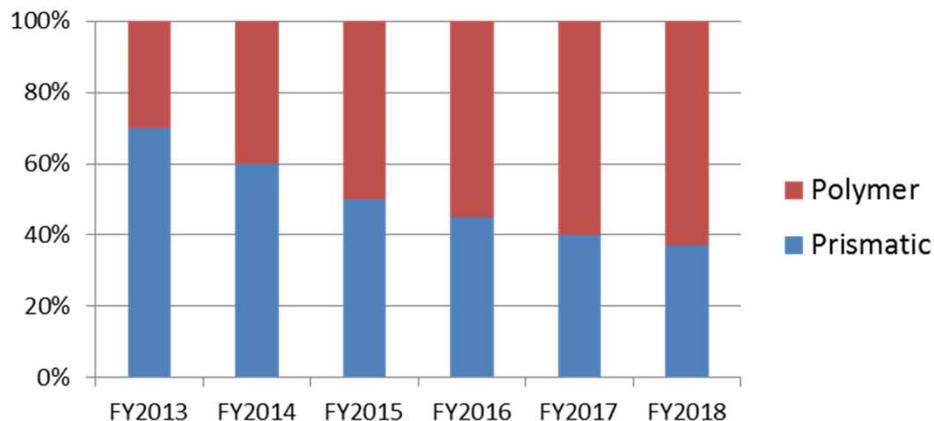
HDD Heads

**Senior Vice President
Robin Zeng**

We expect higher growth of Polymer Battery demand in next mid-term

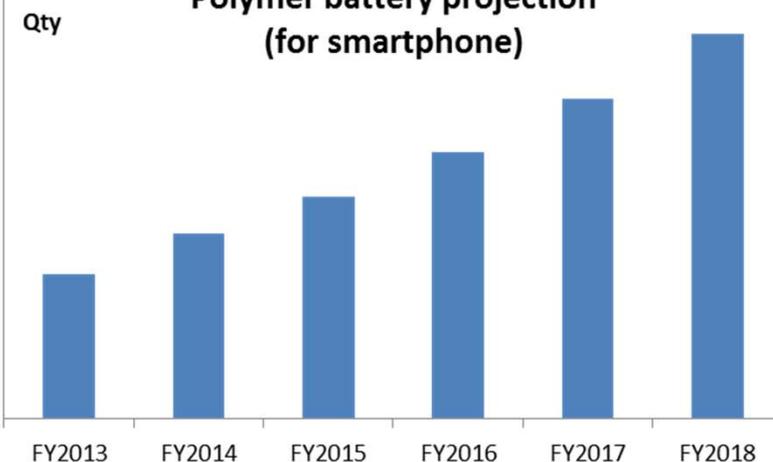
LIB cells demand (for Cellular phones)

Polymer penetration : 30% > over 60%



※TDK's estimation

Polymer battery projection (for smartphone)



※TDK's estimation



- ◆ Smart Phone market growth rate up to 20% per annual
- ◆ Tablet & Notebook PC growth up to 10% per annual
- ◆ Slim type notebook PC will cause more demand of polymer battery transfer from cylindrical battery



FY2013 : FY March 2014

Plan to increase market share by expanding customer base to adapt the change of market and business environment



USA



China



Korea



Japan

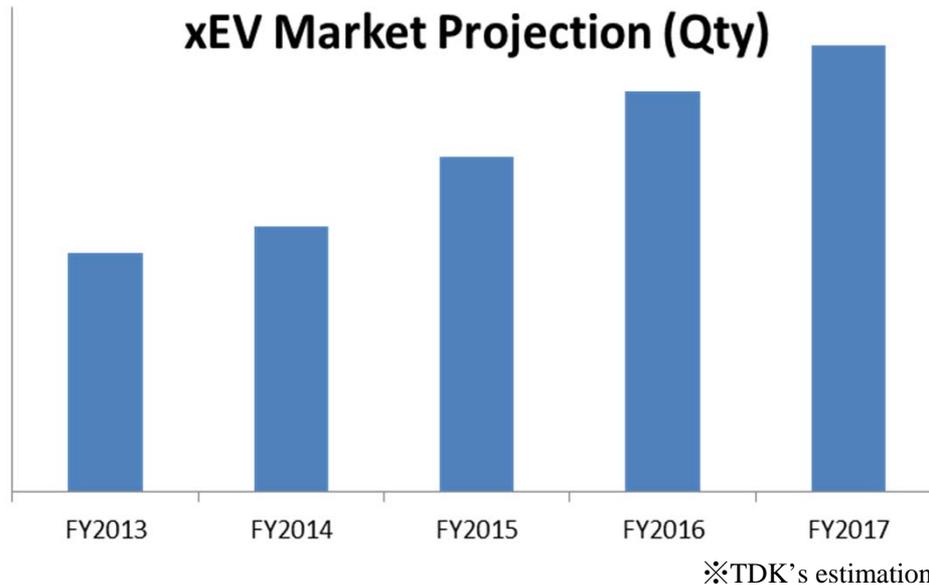
- ◆ Provide solution to customers from battery cell to pack design



- ◆ Strengthen R&D activities in new material development, manufacturing technology, design development

- ◆ Cost competitiveness

- Continue to improve manufacturing efficiency to enhance our competitive advantage
- Utilize in-house developed equipment for low cost and process enhancement



- ◆ Huge potential of market growth in EV/ESS
- ◆ EV : 48V, PHEV, EREV, BEV initial introduction
- ◆ ESS : Smart grid, home storage, large scale ESS for frequency regular and China special solar plant/wind farm are on early introduction stage



Aim to become a technology solution provider of Battery Energy Storage System (BESS), provide the best cost to performance service for customers

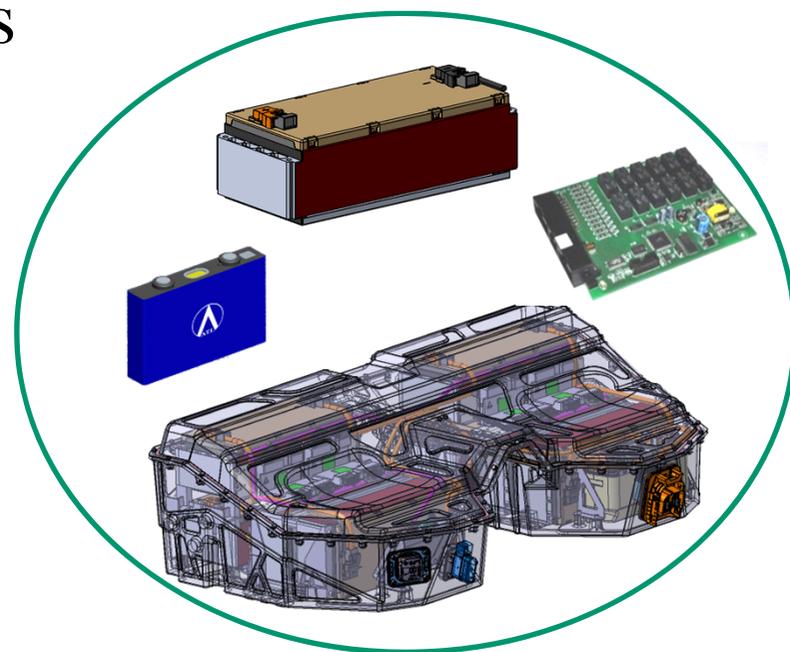
◆ Material Research

◆ Development and manufacturing of

- Battery cells
- Battery Module
- Battery Management System
- Battery Pack

◆ Reuse & Recycle (value chain)

- Invest one Chinese recycle company for customer service



Three factors to enhance competitive advantage

**Superior
Customer Service**

**Technology
Advancement**

**Operation
Excellence**

Differentiation in products,
process, and equipment

Flexibility, Efficiency, and
Quality control

- ◆ Battery is active safety device with the combination of technology of chemistry, material, electronics, mechanical and thermal management etc. It may cause safety event in the field and the larger battery has higher risk.

Our Quality Policy to overcome the risk

> Start from material intrinsic safety to design battery to manufacturing with quality system build in. Especially on FMEA* system applying to design and process

*FMEA : Failure Mode and Effect Analysis

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