## Ten-Years Financial Summary

**Years ended March 31**

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<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>¥608,880</td>
<td>570,511</td>
<td>679,086</td>
<td>664,713</td>
<td>676,250</td>
</tr>
<tr>
<td>Electronic materials and components</td>
<td>472,529</td>
<td>432,886</td>
<td>552,072</td>
<td>525,696</td>
<td>505,187</td>
</tr>
<tr>
<td>Recording media and systems</td>
<td>136,351</td>
<td>137,625</td>
<td>127,014</td>
<td>139,017</td>
<td>171,063</td>
</tr>
<tr>
<td>(Overseas sales)</td>
<td>443,377</td>
<td>405,707</td>
<td>457,807</td>
<td>433,667</td>
<td>442,908</td>
</tr>
<tr>
<td><strong>Cost of sales</strong></td>
<td>459,616</td>
<td>464,620</td>
<td>496,083</td>
<td>475,340</td>
<td>442,908</td>
</tr>
<tr>
<td>Selling, general and administrative expenses</td>
<td>121,839</td>
<td>123,741</td>
<td>131,074</td>
<td>114,766</td>
<td>126,174</td>
</tr>
<tr>
<td>Restructuring cost</td>
<td>5,345</td>
<td>25,872</td>
<td>–</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td><strong>Income (loss) before income taxes</strong></td>
<td>18,081</td>
<td>(43,697)</td>
<td>64,516</td>
<td>73,414</td>
<td>75,425</td>
</tr>
<tr>
<td>Income taxes</td>
<td>5,296</td>
<td>(16,994)</td>
<td>19,792</td>
<td>22,245</td>
<td>28,745</td>
</tr>
<tr>
<td><strong>Net income (loss)</strong></td>
<td>12,019</td>
<td>(25,771)</td>
<td>43,983</td>
<td>50,730</td>
<td>46,345</td>
</tr>
</tbody>
</table>

**Per common share (yen):**

- **Net income (loss)/Basic**
  - 2003: ¥90.56
  - 2002: (¥193.91)
  - 2001: ¥330.54
  - 2000: ¥380.89
  - 1999: ¥347.96
- **Net income (loss)/Diluted**
  - 2003: ¥90.56
  - 2002: (¥193.91)
  - 2001: ¥330.54
  - 2000: ¥380.89
  - 1999: ¥347.96
- **Cash dividends**
  - 2003: ¥45.00
  - 2002: ¥60.00
  - 2001: ¥60.00
  - 2000: ¥65.00
  - 1999: ¥60.00

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<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>696,677</td>
<td>620,695</td>
<td>541,416</td>
<td>485,121</td>
<td>457,373</td>
</tr>
<tr>
<td>Electronic materials and components</td>
<td>532,543</td>
<td>469,559</td>
<td>409,614</td>
<td>352,388</td>
<td>319,627</td>
</tr>
<tr>
<td>Recording media and systems</td>
<td>164,134</td>
<td>151,136</td>
<td>131,802</td>
<td>132,733</td>
<td>137,746</td>
</tr>
<tr>
<td>(Overseas sales)</td>
<td>432,362</td>
<td>374,076</td>
<td>315,934</td>
<td>275,520</td>
<td>240,575</td>
</tr>
<tr>
<td><strong>Cost of sales</strong></td>
<td>469,872</td>
<td>426,341</td>
<td>377,369</td>
<td>342,133</td>
<td>329,970</td>
</tr>
<tr>
<td>Selling, general and administrative expenses</td>
<td>128,501</td>
<td>117,106</td>
<td>109,989</td>
<td>104,668</td>
<td>107,211</td>
</tr>
<tr>
<td>Restructuring cost</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td><strong>Income (loss) before income taxes</strong></td>
<td>99,620</td>
<td>103,304</td>
<td>51,933</td>
<td>30,767</td>
<td>17,798</td>
</tr>
<tr>
<td>Income taxes</td>
<td>40,205</td>
<td>42,553</td>
<td>24,018</td>
<td>17,634</td>
<td>12,355</td>
</tr>
<tr>
<td><strong>Net income (loss)</strong></td>
<td>59,053</td>
<td>60,299</td>
<td>27,693</td>
<td>13,017</td>
<td>5,484</td>
</tr>
</tbody>
</table>

**Per common share (yen):**

- **Net income (loss)/Basic**
  - 1998: ¥443.38
  - 1997: ¥454.51
  - 1996: ¥210.59
  - 1995: ¥98.99
  - 1994: ¥41.70
- **Net income (loss)/Diluted**
  - 1998: ¥443.38
  - 1997: ¥452.99
  - 1996: ¥208.64
  - 1995: ¥98.46
  - 1994: ¥41.70
- **Cash dividends**
  - 1998: ¥60.00
  - 1997: ¥55.00
  - 1996: ¥50.00
  - 1995: ¥50.00
  - 1994: ¥50.00

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<tbody>
<tr>
<td><strong>Working capital</strong></td>
<td>315,948</td>
<td>288,865</td>
<td>306,771</td>
<td>310,842</td>
<td>331,750</td>
</tr>
<tr>
<td>Stockholders’ equity</td>
<td>553,885</td>
<td>583,927</td>
<td>637,749</td>
<td>571,013</td>
<td>535,398</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>747,337</td>
<td>749,910</td>
<td>820,177</td>
<td>775,992</td>
<td>743,512</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>41,451</td>
<td>58,777</td>
<td>99,452</td>
<td>84,780</td>
<td>54,330</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>57,789</td>
<td>61,920</td>
<td>67,973</td>
<td>53,846</td>
<td>50,960</td>
</tr>
<tr>
<td>Research and development</td>
<td>31,862</td>
<td>38,630</td>
<td>36,970</td>
<td>26,948</td>
<td>26,333</td>
</tr>
<tr>
<td><strong>Number of employees</strong></td>
<td>31,705</td>
<td>32,249</td>
<td>37,251</td>
<td>34,321</td>
<td>31,305</td>
</tr>
</tbody>
</table>

**Note:** TDK adopted the Emerging Issues Task Force Issue 01-9 ("EITF 01-9"), "Accounting for Consideration Given by a Vendor to a Customer (Including a Reseller of the Vendor’s Products)" from the fiscal year beginning April 1, 2002 and certain amounts from the fiscal year 2000 have been reclassified, with no effect on net income (loss), to conform to the fiscal year 2003 presentation.