## **Attracting Tomorrow**



**Fiscal Year March 2025** 

3rd Quarter
Performance Briefing

TDK Corporation IR&SR Group January 31, 2025





1

Q3, FY March 2025 Results Highlights and FY March 2025 Projections

Tetsuji Yamanishi, Senior Executive Vice President & CFO

2

**Appendix** 





# Q3, FY March 2025 Results Highlights and FY March 2025 Projections

Tetsuji Yamanishi
Senior Executive Vice President & CFO

## Q3 YTD, FY March 2025 key points





- Net sales increased and operating profit increased significantly year on year, as strong demand from the ICT and the HDD
  markets continued.
- Operating profit reached a record high for the first nine months of the fiscal year.



Operating profit (JPY bn)

209.1

(Up 34.3% YoY)

- Sales of small capacity batteries, HDD-related components and sensors to the ICT market increased.
- Because of a continued recovery in demand from the HDD market, sales of HDD heads and HDD suspension assemblies were significantly higher than the previous year.
- Growth in sales of passive components and sensors to the automotive market decelerated due to a slowdown in sales of battery electric vehicles (BEVs).
- Sales of medium capacity batteries, power supplies for industrial equipment, passive components and sensors to the industrial equipment market decreased.

#### Q3 YTD, FY March 2025 results





• Net sales and operating profit increased year on year.

	FY3/24	FY3/25	Change		_	ate impact on	
(JPY bn)	Q3 YTD	Q3 YTD	JPY bn	%	(OP)	nd operating profit (JPY bn)	
Net sales	1,619.0	1,670.5	+51.6	+3.2%	Net sales	Approx. +85.6	
	455.7	000.4	. 50.0	0.4.00/	OP	Approx. +16.8	
Operating profit	155.7	209.1	+53.3	+34.3%			
Operating profit margin	9.6%	12.5%	+2.9pts	-	Forex sensitivity (impact by one JPY change		
Profit before tax	157.1	218.1	+61.0	+38.8%			
Net profit attributable to owners of parent	119.5	160.9	+41.4	+34.6%	Net sales	(JPY bn) 11.0	
					ОР	2.0	
Earnings per share (JPY) *	63.00	84.79	-	-	EUD	(17)	
					EUR	(JPY bn)	
USD (JPY)	143.21	152.61	6.6% JPY de	epreciation	Net sales	2.0	
EUR (JPY)	155.22	164.90	6.2% JPY de	epreciation	OP	0.3	

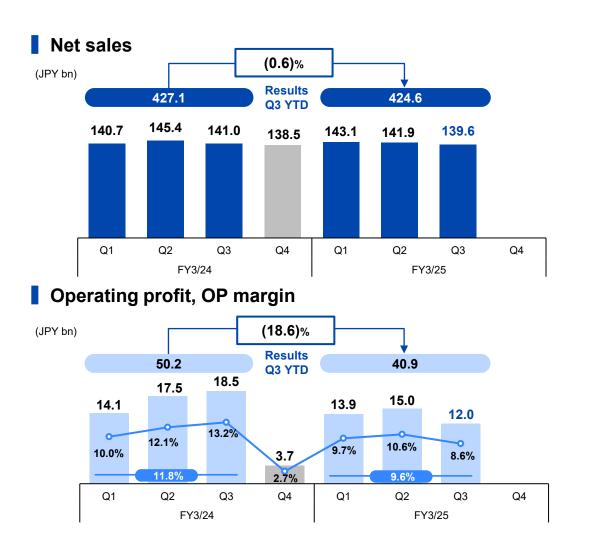
<sup>\*</sup>TDK split one share of its common share into five shares with the effective date of October 1, 2024. Earnings per share is calculated on the assumption that the share split had been implemented at the beginning of the previous fiscal year.

## Passive Components segment – Q3 YTD





• Profit decreased due to a decline in sales to the industrial equipment and a slowdown in sales to the automotive markets.



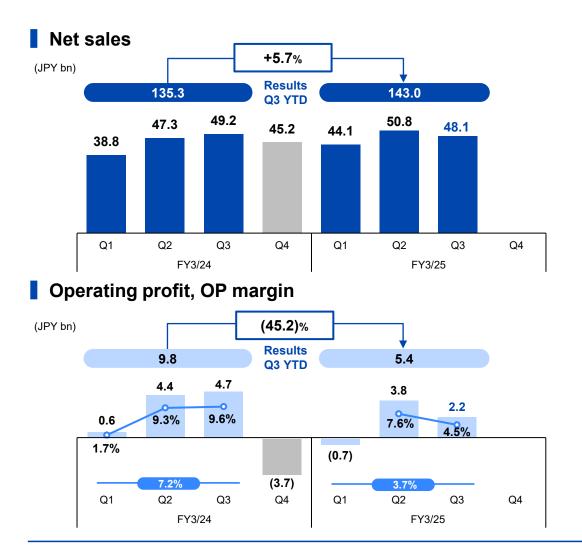
Ceramic capacitors	<ul> <li>Sales and profit decreased year on year.</li> <li>Sales decreased to the automotive and the industrial equipment markets.</li> </ul>
Aluminum electrolytic capacitors and film capacitors	<ul> <li>Sales and profit decreased year on year.</li> <li>Sales decreased to the automotive and the industrial equipment markets.</li> </ul>
Inductive devices	<ul> <li>Sales and profit increased year on year.</li> <li>Sales decreased to the industrial equipment market while increased to the automotive and the ICT markets.</li> </ul>
High-frequency components	<ul> <li>Sales increased and profitability improved year on year.</li> <li>Sales increased mainly to the automotive market.</li> </ul>
Piezoelectric material products and circuit protection components	<ul> <li>Sales decreased year on year.</li> <li>Sales decreased to the ICT and the automotive markets.</li> </ul>

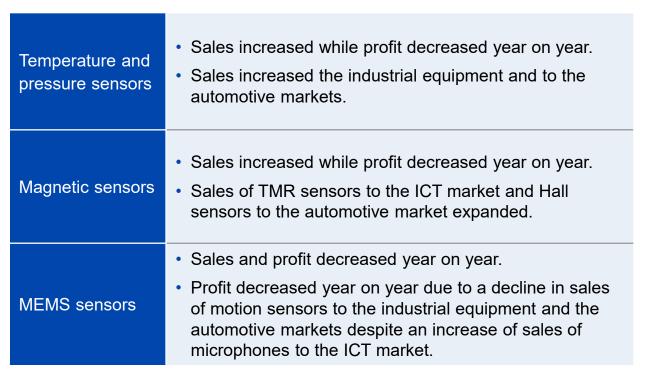
## **Sensor Application Products segment – Q3 YTD**





 While sales to the ICT market increased, profit decreased due to a decline in sales to the industrial equipment and a slowdown in sales to the automotive markets.





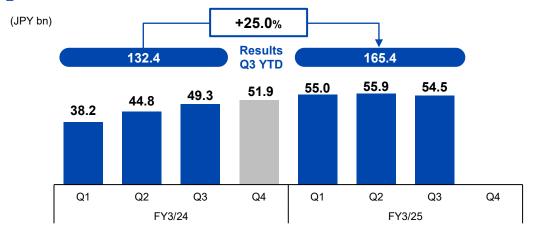
## **Magnetic Application Products segment – Q3 YTD**



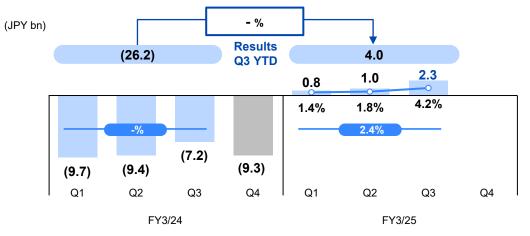


 Sales of HDD-related components increased significantly due to a continued recovery in demand from the HDD market, returning to profitability.

#### Net sales







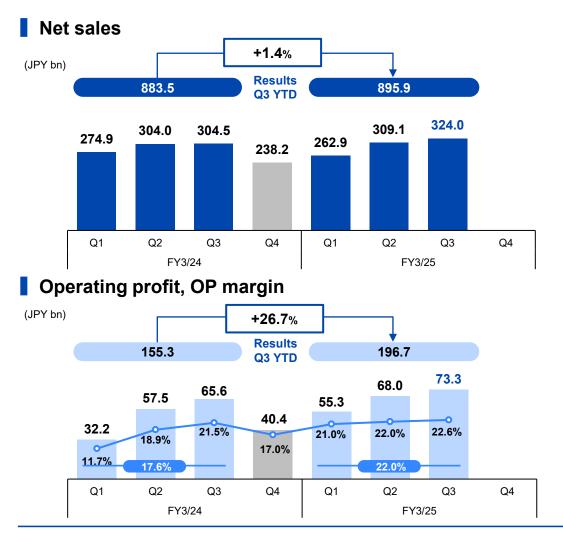


#### **Energy Application Products segment – Q3 YTD**





 Small capacity batteries posted an increase in sales volume and a significant increase in profit due to a continued recovery in demand from the ICT market.





#### Q3, FY March 2025 results





- Net sales and operating profit increased year on year.
- Operating profit reached a record high for the three months of the fiscal year.

	FY3/24	FY3/25	Cha	inge	
(JPY bn)	Q3	Q3	JPY bn	%	
Net sales	559.3	581.0	+21.8	+3.9%	
Operating profit	70.2	75.8	+5.6	+8.0%	
Operating profit margin	12.6%	13.0%	+0.4pts	-	
Profit before tax	76.9	80.8	+3.9	+5.1%	
Net profit attributable to owners of parent	65.3	55.2	(10.1)	(15.5)%	
Earnings per share (JPY) *	34.43	29.07	-	-	
USD (JPY)	147.95	152.29	2.9% JPY depreciation		
EUR (JPY)	159.04	162.64	2.3% JPY depreciation		

Exchange rate impact on net sales and operating profit (OP)
(JPY bn)

Net sales Approx. +14.2

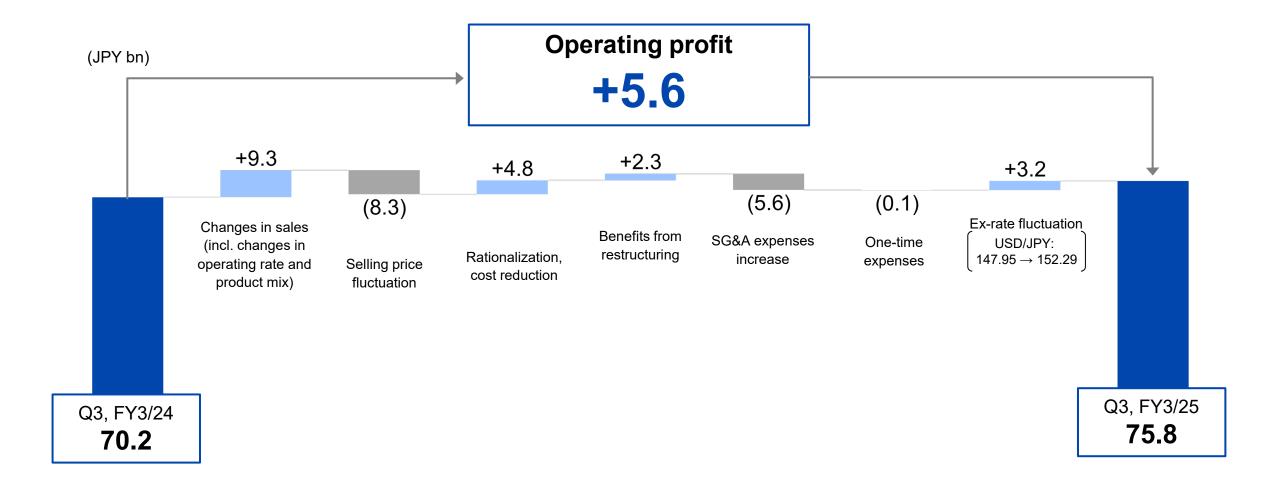
OP Approx. +3.2

<sup>\*</sup>TDK split one share of its common share into five shares with the effective date of October 1, 2024. Earnings per share is calculated on the assumption that the share split had been implemented at the beginning of the previous fiscal year.

## Analysis of change in operating profit – Q3







## **Quarterly results by segment**





		FY3/24	FY3/25	FY3/25	YoY [C] –	[A]	QoQ [C] –	[B]
	(JPY bn)	Q3 [A]	Q2 [B]	Q3 [C]	JPY bn	%	JPY bn	%
	Capacitors	59.4	58.0	57.5	(1.9)	(3.1)%	(0.5)	(0.8)%
	Inductive Devices	50.7	52.7	51.8	+1.1	+2.3%	(0.9)	(1.7)%
	Other Passive Components	30.9	31.2	30.3	(0.6)	(2.0)%	(0.9)	(3.0)%
Ze	Passive Components	141.0	141.9	139.6	(1.3)	(1.0)%	(2.3)	(1.6)%
Net sales	Sensor Application Products	49.2	50.8	48.1	(1.2)	(2.3)%	(2.7)	(5.3)%
les	Magnetic Application Products	49.3	55.9	54.5	+5.2	+10.4%	(1.5)	(2.6)%
	Energy Application Products	304.5	309.1	324.0	+19.4	+6.4%	+14.9	+4.8%
	Other	15.2	13.0	14.9	(0.3)	(1.9)%	+1.9	+14.6%
	Total	559.3	570.7	581.0	+21.8	+3.9%	+10.4	+1.8%
	Passive Components	18.5	15.0	12.0	(6.5)	(35.3)%	(3.0)	(19.9)%
	Sensor Application Products	4.7	3.8	2.2	(2.6)	(54.2)%	(1.7)	(43.8)%
Оре	Magnetic Application Products	(7.2)	1.0	2.3	+9.5	-	+1.2	+121.6%
Operating profit	Energy Application Products	65.6	68.0	73.3	+7.7	+11.8%	+5.3	+7.8%
d Bu	Other	0.5	(1.2)	(0.9)	(1.3)	-	+0.3	-
orofi	Subtotal	82.1	86.7	88.9	+6.8	+8.3%	+2.2	+2.5%
7	Adjustment	(11.9)	(11.3)	(13.1)	(1.2)	-	(1.8)	-
	Total	70.2	75.4	75.8	+5.6	+8.0%	+0.4	+0.5%
Oper	ating profit margin	12.6%	13.2%	13.0%	+0.4pts	-	(0.2)pts	-
USD	(JPY)	147.95	149.74	152.29				
EUR	(JPY)	159.04	164.30	162.64				

Note: In accordance with the reorganization for the three months ended June 30, 2024, certain products of Other Passive Components are reclassified into Inductive Devices. Thus, the prior year's figures are also reclassified to conform to the new segmentation.

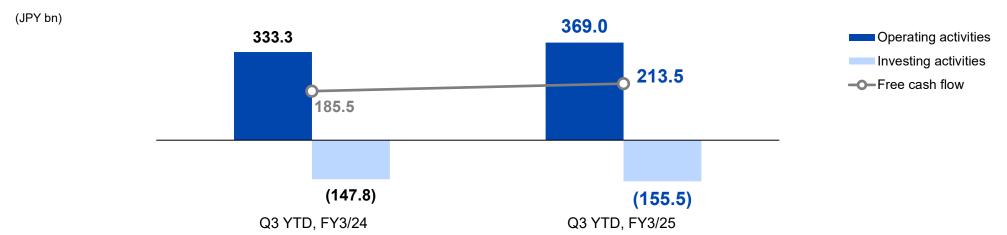
#### Cash flows – Q3 YTD





	FY3/24	FY3/25	Chango
(JPY bn)	Q3 YTD	Q3 YTD	Change
Cash flows from operating activities	333.3	369.0	+35.7
Cash flows from investing activities	(147.8)	(155.5)	(7.6)
Free cash flow	185.5	213.5	+28.0
Cash flows from financing activities	(90.0)	(73.3)	+16.7
Effects of ex-rate fluctuation	24.7	28.1	+3.4
Cash and cash equivalents	626.5	818.4	+191.9

#### Cash flows from operating activities, investing activities, free cash flow



## **Projections by segment for Q4, FY March 2025**





(JPY bn)	Q3, FY3/25 Actual	Q4, FY3/25 Projection (% change, vs. Q3)	Factor
Passive Components	139.6	(6) ~ (3)%	<ul> <li>Sales of some products to the ICT and the industrial equipment market are expected to decrease despite unchanged sales of ceramic capacitors to the automotive market.</li> </ul>
Sensor Application Products	48.1	(8) ~ (5)%	<ul> <li>Sales of magnetic sensors to the ICT market are expected to decrease.</li> <li>Sales of MEMS sensors are expected to decrease.</li> </ul>
Magnetic Application Products	54.5	(12) ~ (9)%	Sales of HDD heads and HDD suspension assemblies are expected to decrease.
Energy Application Products	324.0	(20) ~ (17)%	Sales of small capacity batteries to the ICT market are expected to decrease.
Other	14.9	-	
Total	581.0	(14) ~ (11)%	
USD(JPY)	152.29	150.00	
EUR(JPY)	162.64	160.00	

## FY March 2025 projections





• Net sales projection have been revised upward reflecting brisk results in the ICT market.

	FY3/24	FY3/25 P	rojection	Change from FY3/24 results		
(JPY bn)	Actual	As of November 2024	As of January 2025	JPY bn	%	
Net sales	2,103.9	2,120.0	2,180.0	+76.1	+3.6%	
Operating profit	172.9	220.0	220.0	+47.1	+27.2%	
Operating profit margin	8.2%	10.4%	10.1%	+1.9pts	-	
Profit before tax	179.2	227.0	227.0	+47.8	+26.6%	
Net profit attributable to owners of parent	124.7	160.0	160.0	+35.3	+28.3%	
Free cash flow	230.4	120.0	200.0	(30.4)	(13.2)%	
Earnings per share (JPY) *	65.74	84.33	84.33	-	-	
Annual dividends (JPY) *	23.20	28.00	28.00	-	-	
Interim dividend (JPY)*	11.60	14.00	14.00	-	-	
Year-end dividend (JPY)*	11.60	14.00	14.00	-	-	
USD (JPY)	144.48	147.00	152.00	-	-	
EUR (JPY)	156.69	161.00	164.00	-	-	

<sup>\*\*</sup> TDK split one share of its common share into five shares with the effective date of October 1, 2024. Earnings per share and annual dividend are calculated on the assumption that the share split had been implemented at the beginning of the previous fiscal year.



## **Appendix**

## Quarterly sales and operating profit by segment





			FY3/24					FY3/25		
(JPY bn)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Capacitors	62.5	62.6	59.4	60.5	245.0	61.5	58.0	57.5		
Inductive Devices	47.5	50.6	50.7	48.3	197.1	50.8	52.7	51.8		
Other Passive Components	30.7	32.2	30.9	29.7	123.5	30.7	31.2	30.3		
Passive Components	140.7	145.4	141.0	138.5	565.6	143.1	141.9	139.6		
Sensor Application Products	38.8	47.3	49.2	45.2	180.5	44.1	50.8	48.1		
Sensor Application Products  Magnetic Application Products	38.2	44.8	49.3	51.9	184.2	55.0	55.9	54.5		
Energy Application Products	274.9	304.0	304.5	238.2	1121.7	262.9	309.1	324.0		
Other	10.7	14.8	15.2	11.1	51.8	13.7	13.0	14.9		
Total	503.4	556.3	559.3	484.9	2,103.9	518.8	570.7	581.0		
Passive Components	14.1	17.5	18.5	3.7	53.9	13.9	15.0	12.0		
Sensor Application Products	0.6	4.4	4.7	(3.7)	6.0	(0.7)	3.8	2.2		
Magnetic Application Products Energy Application Products Other Subtotal	(9.7)	(9.4)	(7.2)	(9.3)	(35.6)	0.8	1.0	2.3		
Energy Application Products	32.2	57.5	65.6	40.4	195.7	55.3	68.0	73.3		
Other	(1.2)	0.7	0.5	(1.7)	(1.8)	(0.1)	(1.2)	(0.9)		
Subtotal	36.1	70.7	82.1	29.3	218.2	69.2	86.7	88.9		
Adjustment	(9.8)	(11.4)	(11.9)	(12.2)	(45.3)	(11.3)	(11.3)	(13.1)		
Total	26.3	59.2	70.2	17.1	172.9	57.9	75.4	75.8		
Operating profit margin	5.2%	10.6%	12.6%	3.5%	8.2%	11.2%	13.2%	13.0%		
USD (JPY)	137.18	144.44	147.95	148.31	144.48	155.82	149.74	152.29		
EUR (JPY)	149.37	157.17	159.04	161.16	156.69	167.79	164.30	162.64		

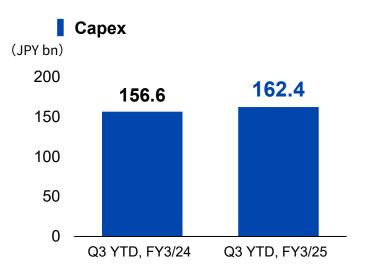
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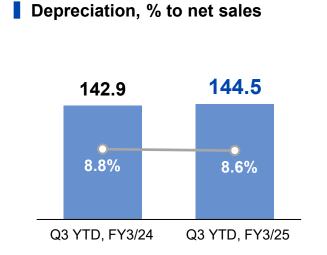
## Capex, Depreciation, and R&D expenses – Q3 YTD

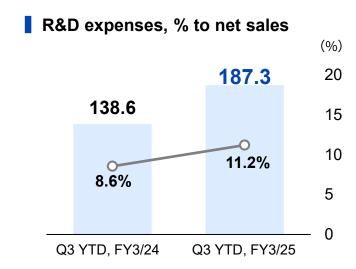




	FY3/24	FY3/25	Changa	
(JPY bn)	Q3 YTD	Q3 YTD	Change	
Capex (Purchase of tangible and intangible assets)	156.6	162.4	+5.8	
Depreciation and amortization	142.9	144.5	+1.5	
% to net sales	8.8%	8.6%	(0.2)pts	
R&D expenses	138.6	187.3	+48.7	
% to net sales	8.6%	11.2%	+2.6pts	



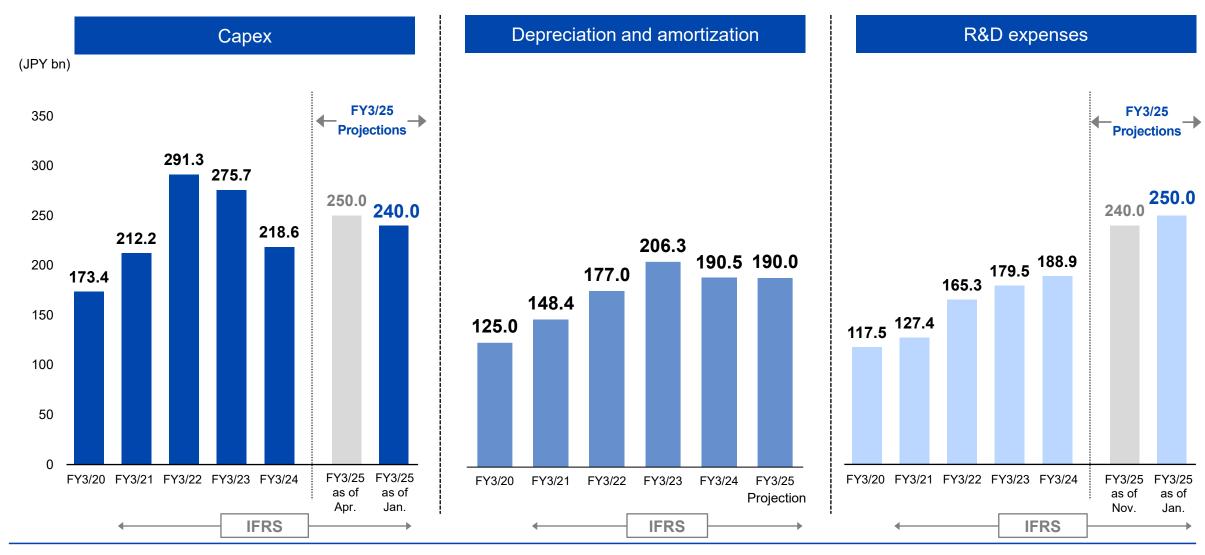




#### Capex, Depreciation, and R&D expenses – Projections





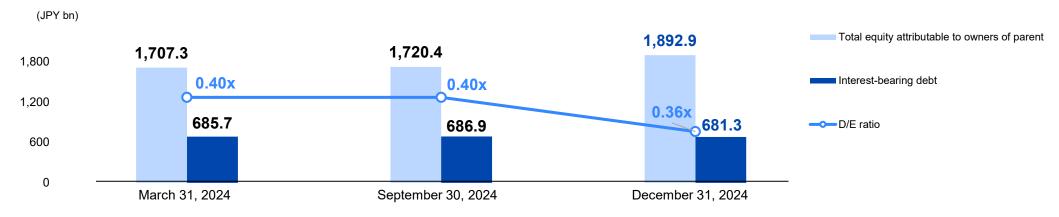


## **Financial position**





(JPY bn)	March 31, 2024	September 30, 2024	December 31, 2024	Change from March 31, 2024
Total assets	3,415.3	3,512.8	3,786.2	+370.9
Total liabilities	1,700.4	1,781.8	1,882.5	+182.1
Total equity attributable to owners of parent	1,707.3	1,720.4	1,892.9	+185.5
Ratio of equity attributable to owners of parent	50.0%	49.0%	50.0%	+0.0pts
Cash and cash equivalents, short-term investments, and marketable securities	666.1	722.4	849.4	+183.3
Interest-bearing debt*1	685.7	686.9	681.3	(4.4)
Net cash (Net debt)*2	(19.6)	35.6	168.1	+187.7
Debt to equity ratio (times)*3	0.40	0.40	0.36	(0.04)



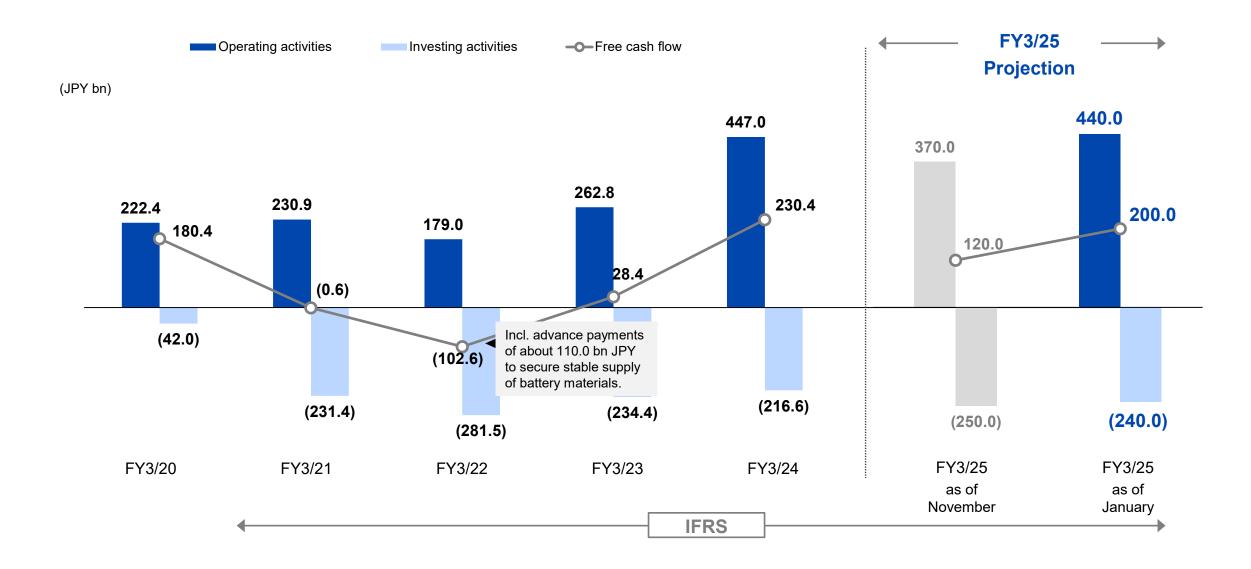
<sup>\*1:</sup> Borrowings plus bonds plus lease liabilities.

<sup>\*3:</sup> Interest-bearing debt divided by total equity attributable to owners of parent.

<sup>\*2:</sup> Cash and cash equivalents plus short-term investments plus marketable securities minus interest-bearing debt.

#### **Cash flows**

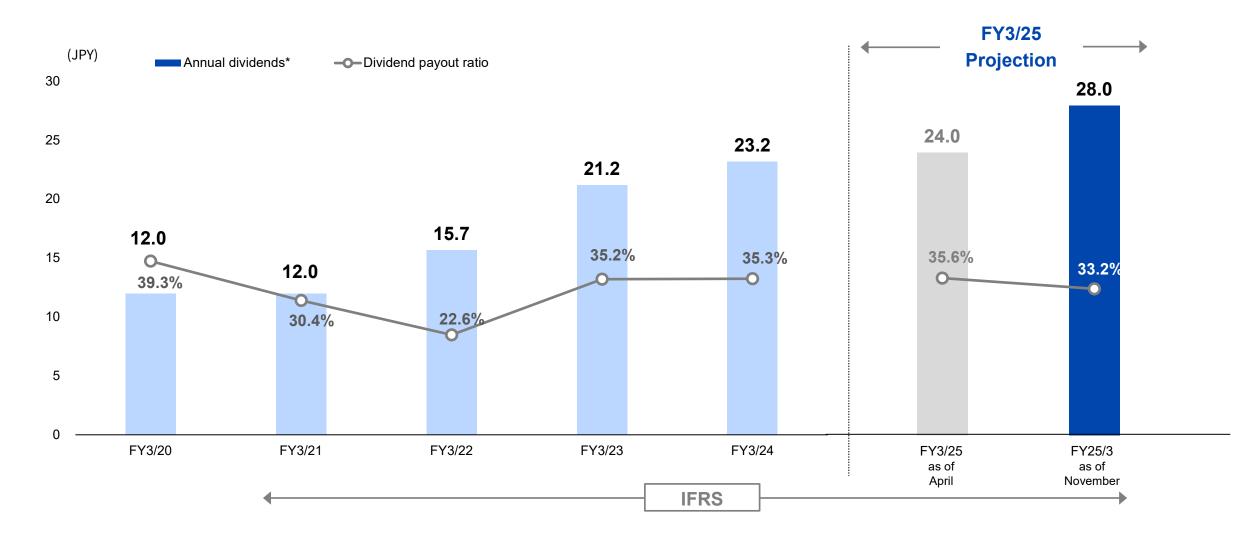




#### **Shareholder returns**







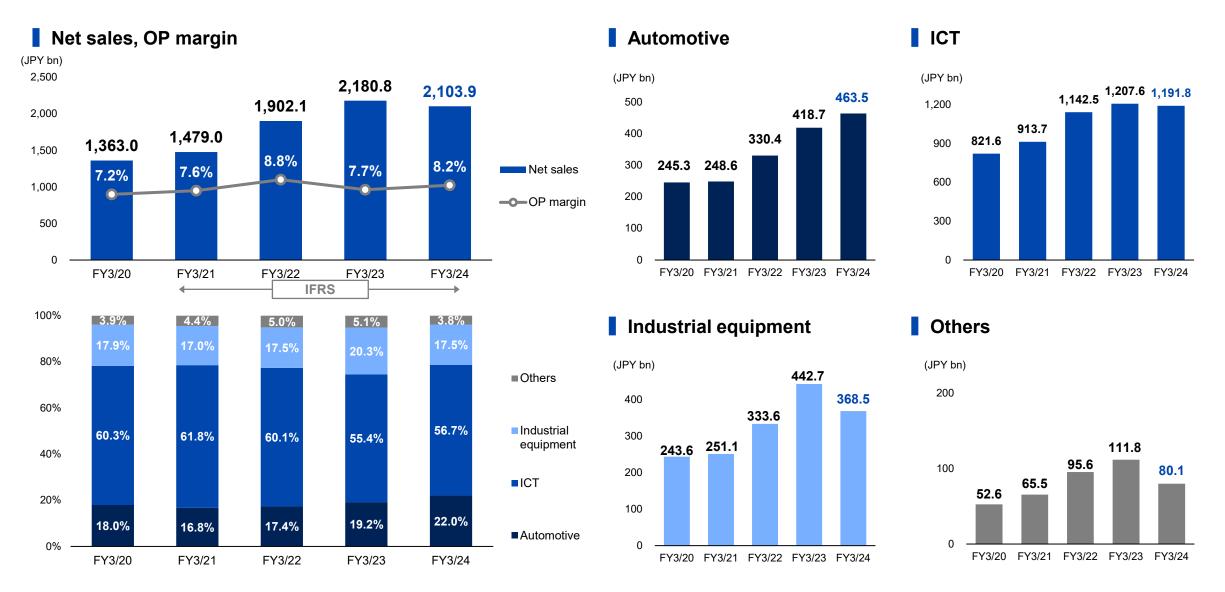
<sup>\*</sup>Figures have been converted to align with the post-share split standard of a 1 for 5 share split, effective from October 1, 2024.

#### Annual sales by market (FY3/20 - FY3/24)





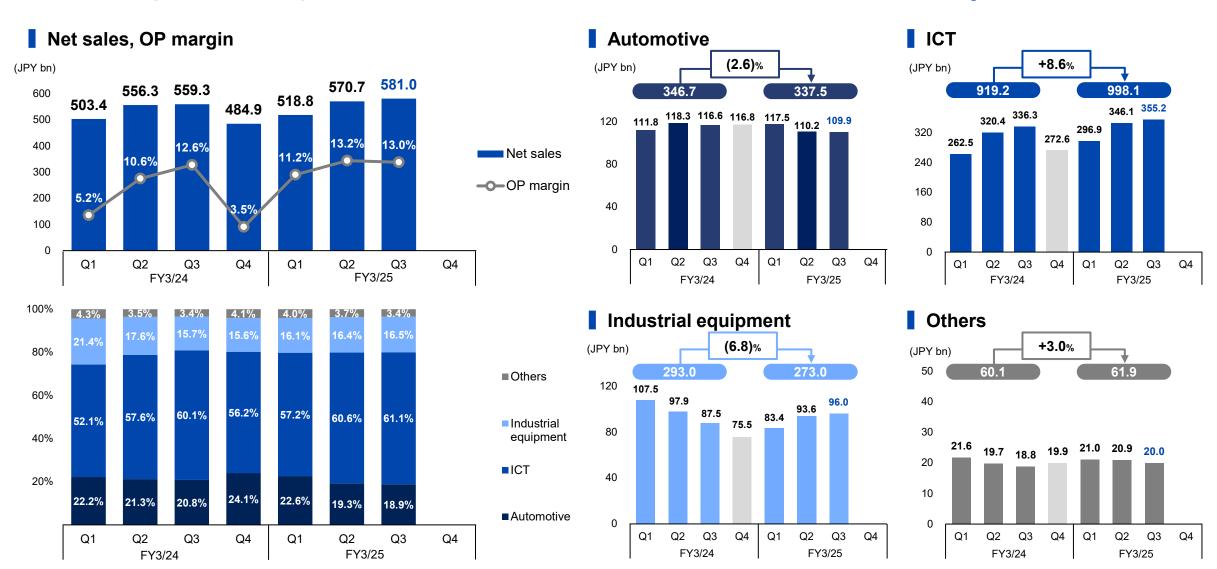




#### Quarterly sales by market (FY3/24 - FY3/25)



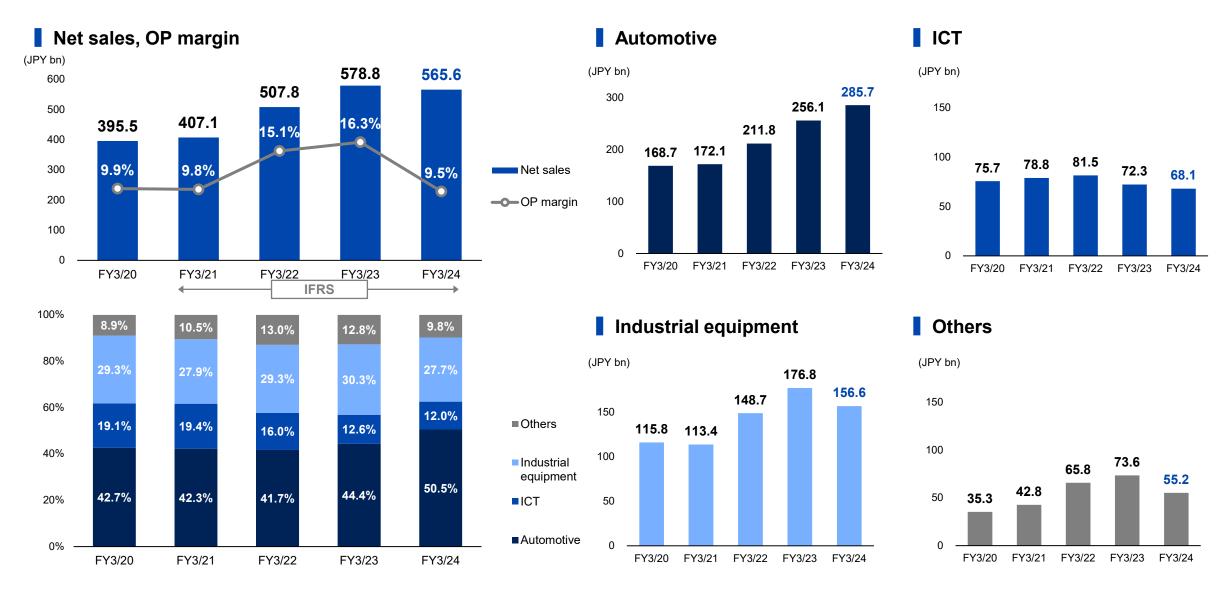




#### **Annual sales by market** (FY3/20 – FY3/24)

**Passive Components** 

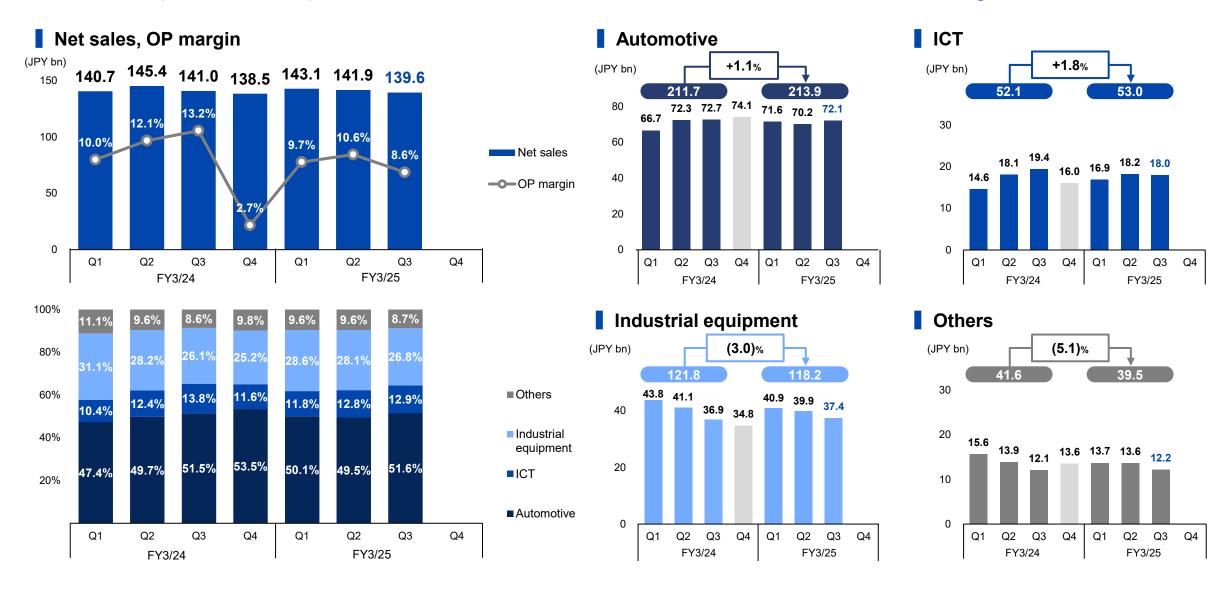




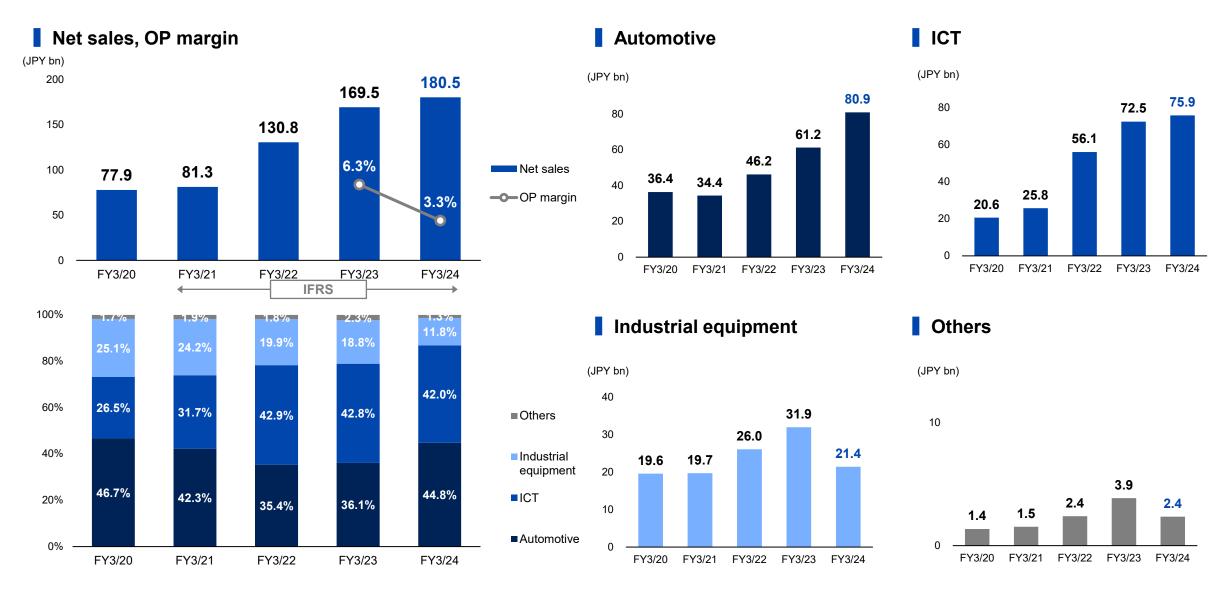
#### Quarterly sales by market (FY3/24 - FY3/25)

**Passive Components** 





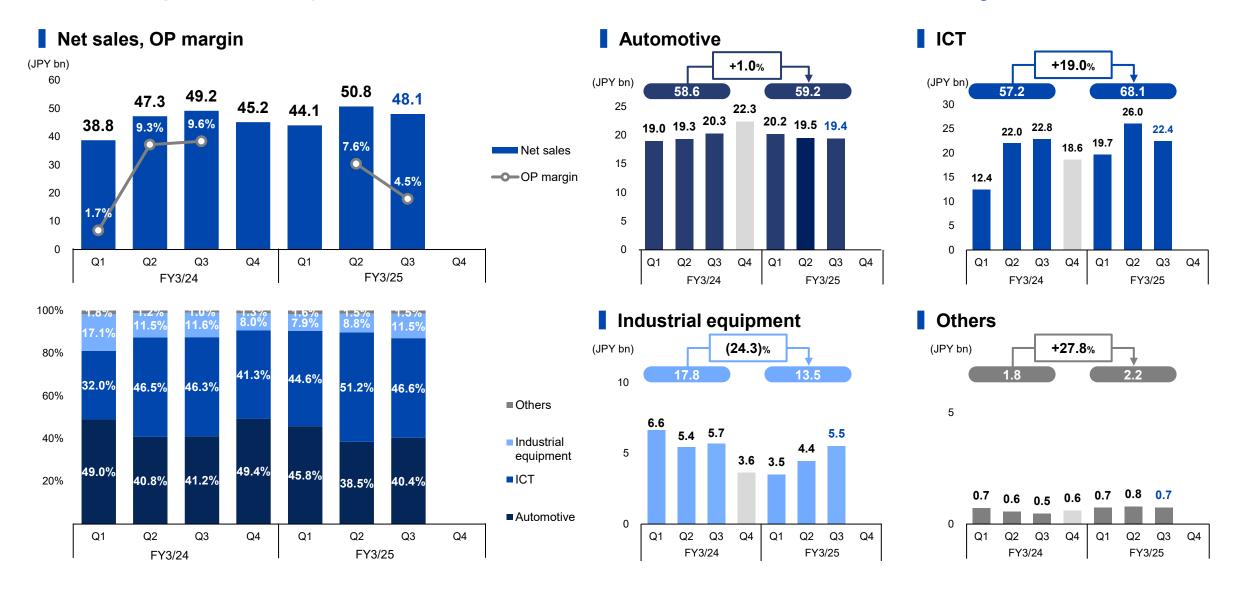




#### Quarterly sales by market (FY3/24 - FY3/25)

**Sensor Application Products** 

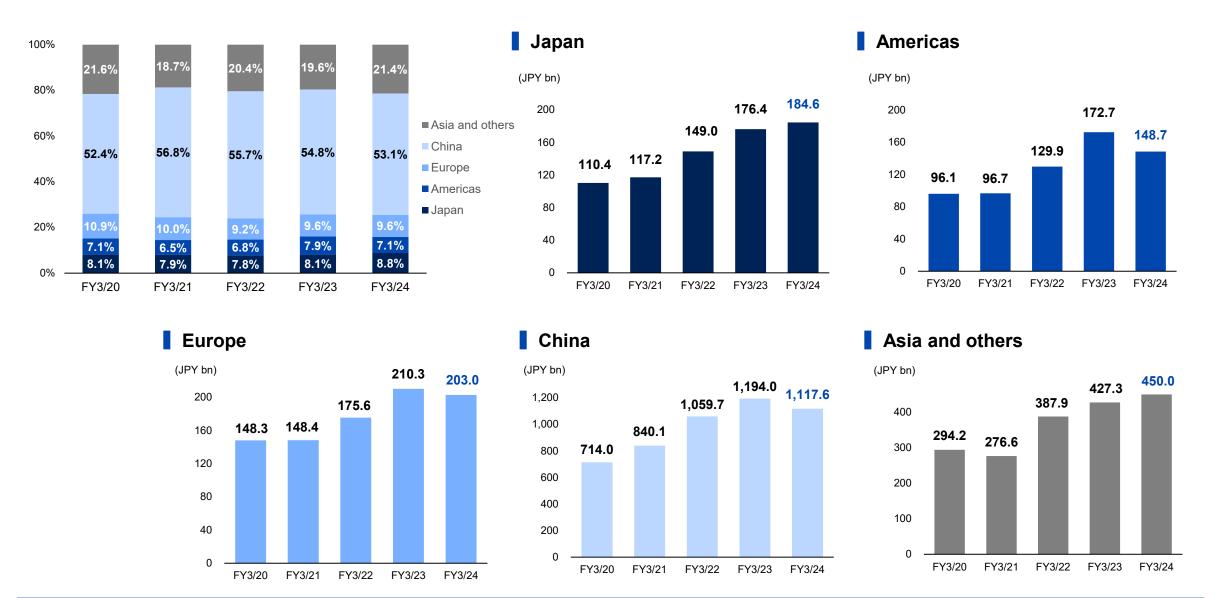




#### Annual sales by region (FY3/20 – FY3/24)

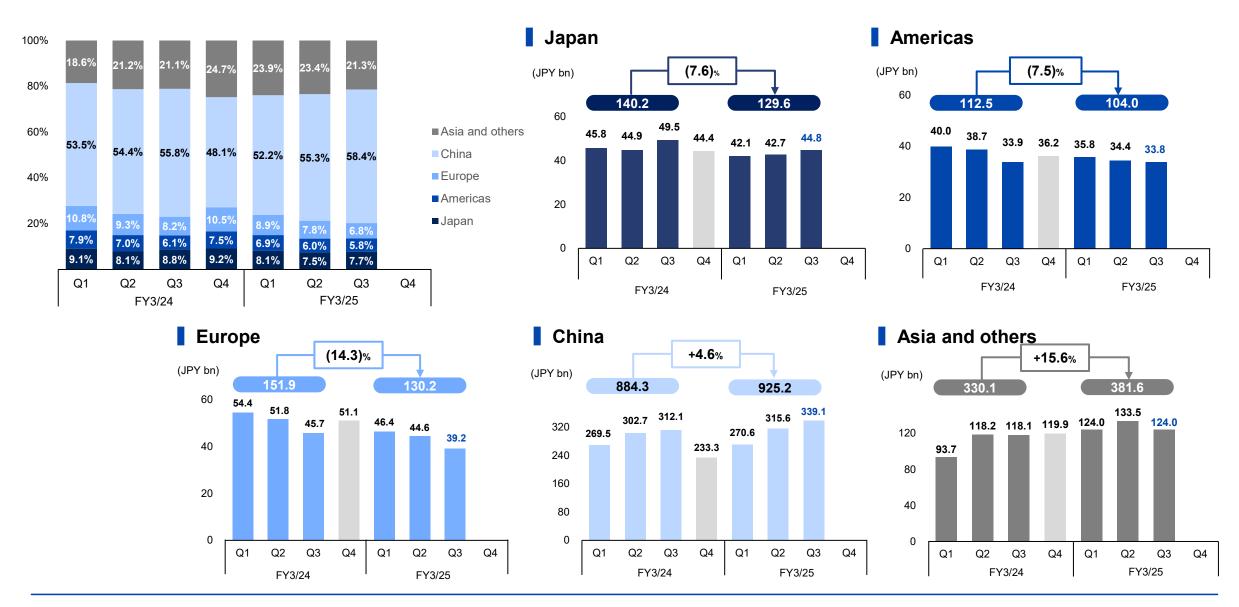






#### Quarterly sales by region (FY3/24 – FY3/25)



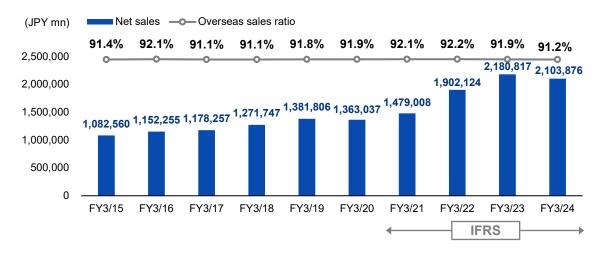


## Financial information: 10-year historical trend

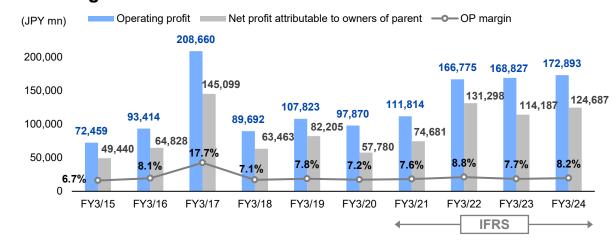




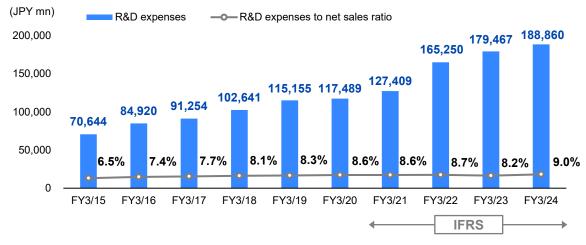
#### Net sales, Overseas sales ratio



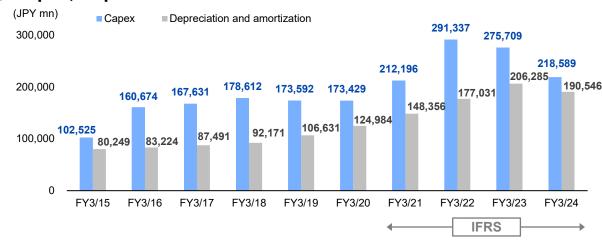
## Operating profit, Net profit attributable to owners of parent, OP margin



#### R&D expenses, R&D expenses to net sales ratio



#### Capex, Depreciation and amortization

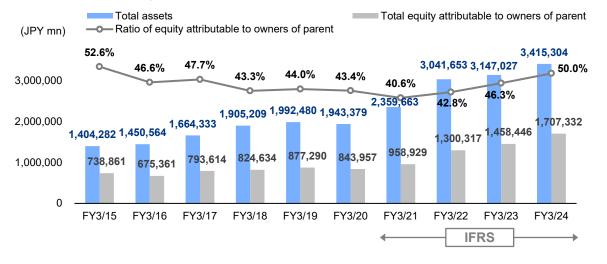


## Financial information: 10-year historical trend

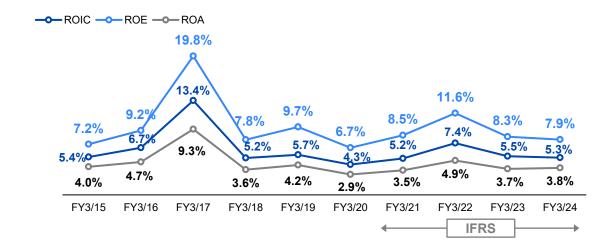




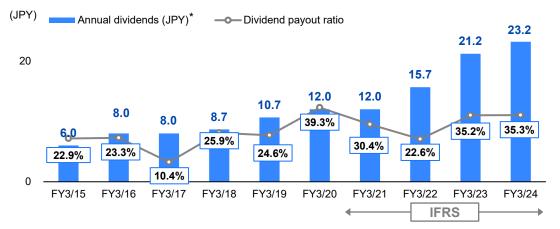
## Total assets, Total equity attributable to owners of parent, Ratio of equity attributable to owners of parent



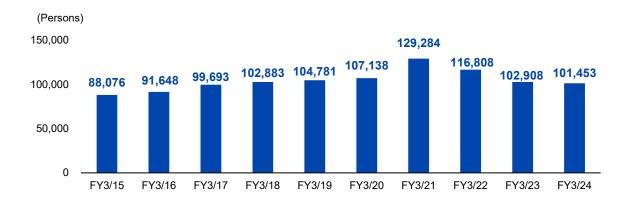
#### ROIC, ROE, ROA



#### Annual dividends, Dividend payout ratio



#### Number of employees



<sup>\*</sup>Figures have been converted to align with the post-share split standard of a 1 for 5 share split, effective from October 1, 2024.

# Status of inclusion in Indices / Evaluation by external organizations

#### Indices



#### **JPX Prime 150 Index**

An index composed by market capitalization based on two measures of value creation: "return on capital" and "market valuation".





#### **FTSE4Good Index Series**

An index provided by FTSE Russell that was designed to measure the performance of companies that implement strong ESG measures.



FTSE Blossom Japan

#### **FTSE Blossom Japan Index**

An index provided by FTSE Russell that was designed to measure the performance of Japanese companies with outstanding ESG responses.



FTSE Blossom Japan Sector Relative Index

#### FTSE Blossom Japan Sector Relative Index

An index provided by FTSE Russell, designed to be sector neutral, reflecting the performance of Japanese companies with outstanding ESG responses.



#### **S&P/JPX Carbon Efficient Index**

An index was designed to measure the performance of companies in the Tokyo Stock Price Index (TOPIX) while overweighting or underweighting those companies that have lower or higher levels of carbon emissions per unit of revenue.

## 2024

Sompo Sustainability Inde

#### Sompo Sustainability Index

An index compiled based on the results of the Buna-no-Mori Environmental Questionnaire and ESG Management Survey conducted by SOMPO Risk Management Inc.



#### **ISTOXX MUTB Japan Platinum Career 150**

An index tracks the performance of 150 Japanese companies that actively contribute to employee career development.



## Morningstar Japan ex-REIT Gender Diversity Tilt Index

An index, provided by Morningstar (USA), uses the gender equality scoring methodology of Equileap.



#### MSCI ESG Leaders Indexes\*1

An index provided by MSCI that selects companies with outstanding ESG evaluation.

## **2024** CONSTITUENT MSCI JAPAN ESG SELECT LEADERS INDEX \*2

An index provided by MSCI (USA) that selects Japanese companies with excellent ESG initiatives from the constituents of the MSCI Japan IMI Index by industry.

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#### **Attracting Tomorrow**



## Evaluation by external organizations



WICI Japan Integrated Report Award 2024:

Gold Award



NIKKEI Integrated Report Award: Award for Excellence (2022, 2023)



S&P Global Sustainability Yearbook Member



**CDP Water Security** 

A (four consecutive years)



CDP Supplier Engagement Rating: Supplier Engagement Leader

(four consecutive years)

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