



Powered by creativity



TDK. The electronic components company.

# Performance Briefings Fiscal Year March, 2012

## TDK Corporation April. 27, 2012

---

◆ **Consolidated Full Year Results of FY March, 2012**  
**Consolidated Full Year Projections of FY March, 2013**

Takehiro Kamigama, President and CEO

◆ **Consolidated Results of FY March, 2012**  
**Consolidated 4Q Results of FY March, 2012**

Takakazu Momozuka

Corporate Officer,

General Manager of Finance & Accounting Department

◆ **Recording Device Business**

Atsuo Kobayashi,

Senior Vice President,

General Manager of Data Storage & Thin Film Technology Components  
Business Group

---

TDK has changed the **reporting segment** in FY March 2012.

Please see Page 15 for detail

In accordance with the provisions of ASC No.205-20, “Presentation of Financial Statements-Discontinued Operations”, operating results relating to the display business are deducted. Also reclassifications are made to the consolidated statements of operations for the year ended March 31, 2011 to conform to the presentation used for the year ended March 31, 2012.

**Consolidated Full Year Results of  
FY March, 2012  
Consolidated Full Year Results of  
FY March, 2013**

**Takehiro Kamigama**

**President and CEO**

# Consolidated Full Year Results of FY March, 2012



(JPY billion)		FY March 2011 Full Year Results	FY March 2012 Full Year Results	Change	
				JPY billion	%
Net Sales		871.9	<b>814.5</b>	(57.4)	-6.6
Operating Income		64.3	<b>18.7</b>	(45.6)	-70.9
Operating Income Margin		7.4%	<b>2.3%</b>	-5.1pt	-
Net income from continuing operations before income taxes		60.6	<b>12.2</b>	(48.4)	-79.8
Net Income		45.3	<b>-2.5</b>	(47.7)	-
Earning Per Share (JPY)		350.90	<b>-19.06</b>		-
Ex-rate	US\$	Yen 85.73	<b>Yen 79.07</b>	Appreciation by 7.8%	
	EURO	Yen 113.12	<b>Yen 109.06</b>	Appreication by 3.6%	

※Discontinued operation (Display business) were deducted in above results

※Please see Page 27 for the details of temporary factors that affected consolidated full year results of FY March 2013

# Features in full year results of FY March 2013

---

## ◆ Consolidated sales decreased 6.6%, operating income decreased by 70.9%

- Slowdown in electronics market due to the Great East Japan Earthquake and flooding in Thailand
- JPY appreciation continued (over 80 yen / US\$)
- Sales of IT home electronics area such as flat-screen TVs were weak mainly
- Production adjustment of certain major customer

## ◆ Implemented restructuring measures for profitability improvement

- Reorganization of sites, optimization of workforces and implementation for measures focusing on unprofitable business and products
- To post restructuring cost of 18.0 billion yen totally in FY March 2012 through FY March 2013
- Projected improvement will be 33.4 billion yen totally in FY March 2012 through FY March 2013

## ◆ TDK plans to pay a year-end dividend of 40 yen per common share

- Combined with the interim dividend of 40 yen, the planned full year dividend will be 80 yen

※ Please see Page 27 for the details of temporary factors that affected consolidated full year results of FY March 2012

※ Please see Page 21 about detail for restructuring costs and the projected effect

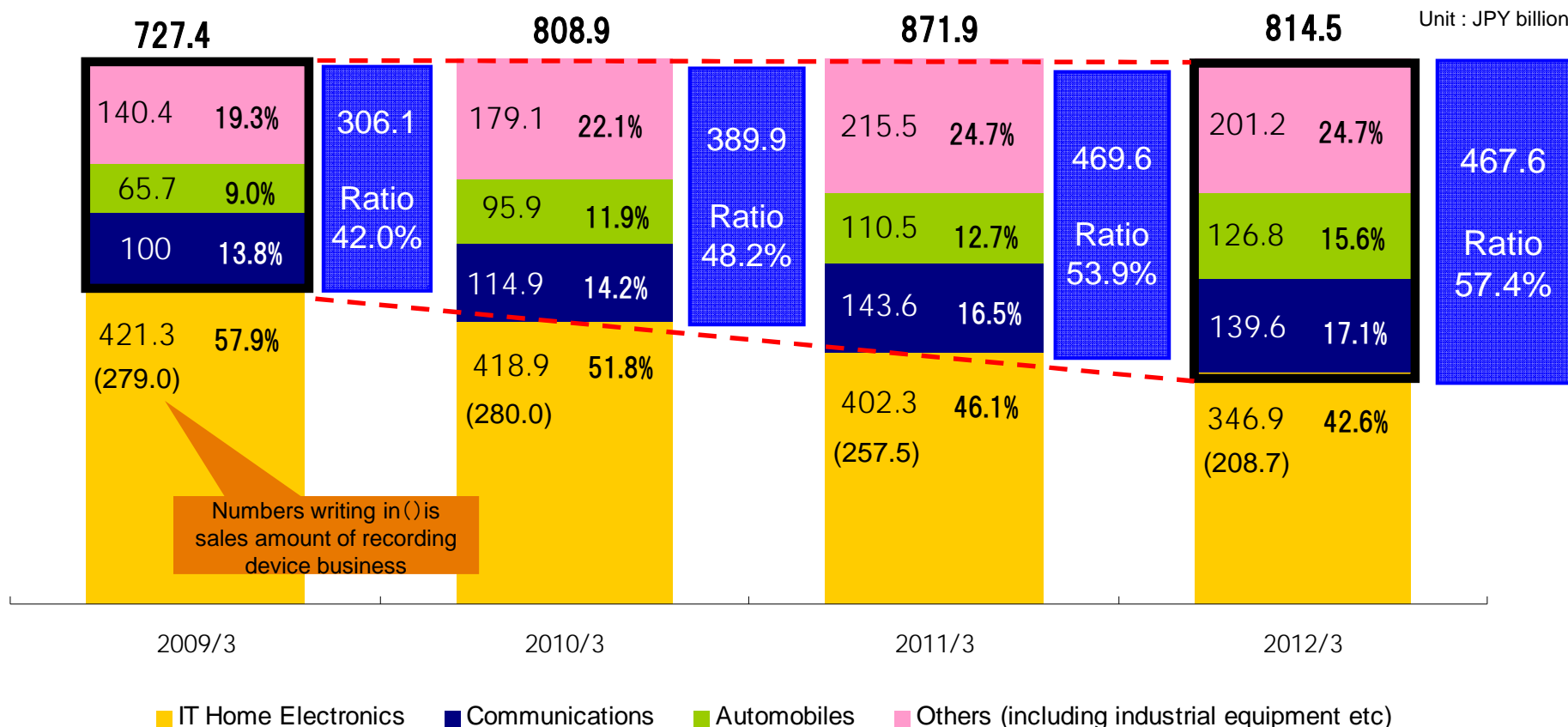
# Features in full year results –sales transition by applications-



Sales exposure of communications, automobiles and other (industrial equipment etc) increased to 57.4%

Sales ratio of automobiles rose to 15.6% with steady sales increase

Sales ratio of IT home electronics decreased to 42.6% due to weak sales of passive components business for flat-screen TV and due to sales decrease in recording device business affected by flooding in Thailand



※Consolidation of EPCOS from the second half of 2009/3

※Discontinued operation (Display business) are included in 2009/3 and 2010/3. ※Discontinued operation (Display business) were deducted in 2011/3 and 2012/3.

# Full year projections and dividend projections of FY March 2013



(JPY billion)		FY March 2012 Full Year Results	FY March 2013 Full Year Projections	Change	
				JPY billion	%
Net Sales		814.5	900.0	85.5	10.5
Operating Income		18.7	57.0	38.3	204.8
Operating Income Margin		2.3%	6.3%	4pt	-
Net income from continuing operations before income taxes		12.2	53.0	40.8	334.4
Net Income		-2.5	40.0	42.5	-
Earning Per Share (JPY)		-19.06	317.75	-	-
Devidneds (JPY)		1st half :40 (results) 2nd half :40 (projections) Annual: 80 (projections)	1st half :40 (projections) 2nd half :50 (projections) Annual: 90 (projections)	-	-
Ex-rate	US\$	Yen 79.07	Yen 77.00	-	
	EURO	Yen 109.06	Yen 103.00	-	

※Discontinued operation (Display business) were deducted in above results and projections



- ◆ **Establish solid earning base by implementation of restructuring measures)**
  - Reorganization of sites and optimization of workforce
  - Cost reduction
  - Implement measures focusing on unprofitable business and products
- ◆ **Sustainable growth with growth business strategy**
  - Aggressively accelerate business development for most focused market
    - Next generation information and communications market
    - Energy-related market

# Growth strategy for focus areas -

## Market

### Requirement for Hardware

### Requirement for Components

## What TDK should do

Next-generation and communications market



**Wireless**  
**Multi-band**  
**Multi-function**  
**Small & Light**  
**Low power**  
**Larger data**

**Smaller, lower profile**  
**Multi function**  
**Higher function**  
**Efficient energy**  
**Quick response high frequency module**  
**Higher data density**

Offer smaller, higher performing Components to realize miniaturization and multi-function

Offer thin-film products utilizing magnetic technology and HDD head production process

Offer module solution by utilizing packaging technology such as LTCC, SESUB etc

Offer HDD head with high recording density corresponding to increasing digital data

Offer power electronics devices for generating, saving and Managing electricity

Energy-related market



**Efficient power**  
**Low power**  
**Low fuel**  
**Dispersed power**  
**Independent on fossil fuel (HEV/EV/FCEV)**

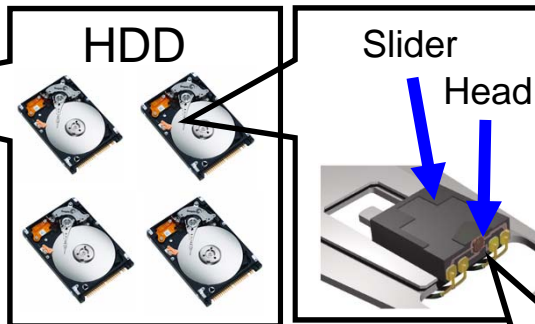
**Large capacity battery**  
**Efficient power supply**  
**Higher magnetic force**  
**Higher capacitance**  
**Less rare-earth or rare earth free**



- Human-originated digital data volumes continue to grow
- Cloud computing is accelerating both the concentration of digital data (data center expansion) and explosion of digital data (cloud-computing terminal diffusion such as smartphones, tablet PCs, etc.)

## Data center

### HDD will continue to be main storage solution in data centers

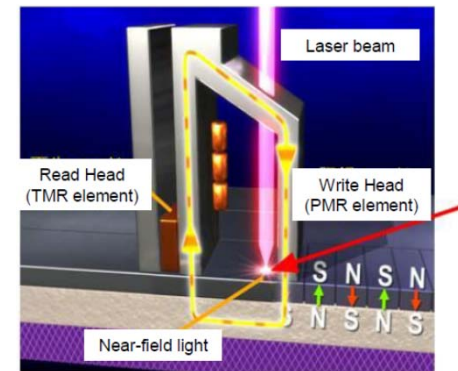


Larger recording capacity of HDD and higher recording density will be essential factors for data centers to store big data and to reduce energy consumption at data centers

- Accelerate of development of HDD head suitable for data center
- To pursue high recording density of HDD head continuously

#### Next-generation HDD head : Thermal Assist Head

Recording density to be increased by 100% compared with the most cutting edge head  
1TB~/Platter (2.5 inch)



## Smart phone

### ● Strengthen development of distinctive products

- Expand lineup of thin-film products
- Semiconductor Embedded in SUBstrate (SESUB), etc.

### ● Aggressive approach & strong support to market-leading customers



# Growth strategy -Energy related market -

The equipping of automobiles with electrical devices continues to gather pace against a backdrop of stricter fuel consumption and safety regulations around the world and soaring fuel prices. **This leads to electrification of automobile and also this is promoting the development of hybrid electric vehicles (HEVs), plug-in hybrid electric vehicles (PHEV) and electric vehicles (EVs)**

## Present

**Electrification of gasoline-powered vehicles**  
Lower fuel consumption, -Safety- Multimedia

**Moving away from fossil fuels**  
**HEV/EV/PHEV/FCEV**

**Future**

Power inductor for ECU



Ceramic Capacitor for ECU



Common mode filters for CAN-BUS & Flex ray



Ferrite magnets for power steering, oil pump, wiper, power window etc



Temperature sensor



Transponder coils for tire pressure monitoring



Film Capacitors for DC-LINK circuit



Battery Charger



Current sensor



Rare earth magnets for driving motor



DC-DC converter



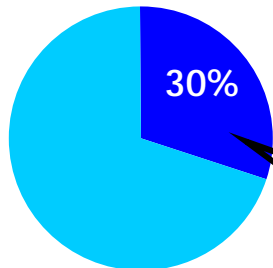
**The first year of a new era for magnets**  
Strengthen measures to create magnets that use less or no rare earth

# Growth strategy -Energy related market -

Due to the shift to renewable energy and adoption of smart grids, **demands for power electronics devices are expected to expand steadily over the medium and long terms.**

Steady business expansion with wide range of products and good customer base

■ Passive components  
■ Other

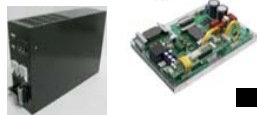


**Passive components composed of about 30%** of power conditioner indispensable for renewable energy system

(IHS/iSupply research Dec'11)

**Synergy**

battery



Bidirectional DC-DC converter



Neodymium magnet for motor for wind power

The best lineup in the passive components industry

Aluminum capacitor



Film capacitor



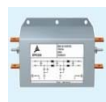
Middle pressure Ceramic capacitor



Transformer Inductor



EMC filter



Reactor



Ferrite core for noise removal



Current sensor



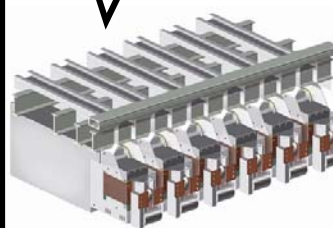
Varistor/Arrester



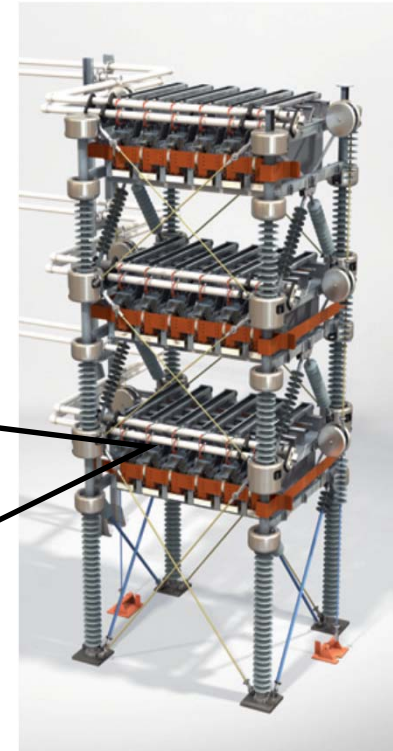
Film capacitor for High-voltage DC power transmission



example)  
Cap:6500 $\mu$ F  
Vdc:2800



Inverter module



**HVDC (High Voltage Direct Current transmission)**

The use of alternating-current transmission results in low power loss during transmission, and the impact of frequency fluctuation is minimal. At present, more intercontinental long-distance transmission lines and facilities are under construction in Europe. Construction is expected to increase in other parts of the world such as China going forward.

**Consolidated Results of FY March, 2012**  
**Consolidated 4Q Results of FY March, 2012**

**Takakazu Momozuka**  
**Corporate Officer,**  
**General Manager of Finance & Accounting Department**

# About the change of reporting segment

TDK newly has three reporting segments: “Passive Components” and “Magnetic Application Products” and “Film Application Products”, as well as “Other”, which includes products not included in these three reporting segments.

## Previous segment

Previous Classification	Constituent Main Business
Passive Components	Ceramic capacitors, Aluminum electrolytic capacitors, Film capacitors, Inductive devices (Coils/Ferrite cores/Transformers), High-frequency devices, Piezoelectric material products, Circuit protection components, Sensors
Magnetic Application Products	Recording devices, Power supplies, Magnets, Recording media
Other	Energy devices (rechargeable batteries), Mechatronics (production equipments), other

Reporting segment

+

Other

## New segment

New Classification	Constituent Main Business
Passive Components*	Ceramic capacitors, Aluminum electrolytic capacitors, Film capacitors, Inductive devices (Coils/Ferrite cores/Transformers), High-frequency devices, Piezoelectric material products, Circuit protection components, Sensors
Magnetic Application Products	Recording devices, Power supplies, Magnets
Film Application Products	Energy devices (rechargeable batteries), Applied films (former recording media)
Other	Mechatronics (production equipments), other

Reporting segment

+

Other

Recording media, which belonged to the Magnetic Application Products Segment, has been renamed applied films due to the termination of some products and acquisition of a battery separators business, which has resulted in the main products being functional film products. This is now shown as a new reporting segment Film Application Products effective from fiscal 2012, and also includes energy devices which have similar core technologies and markets. Energy devices previously belonged to Other.



# Results of FY March 2012 by segment

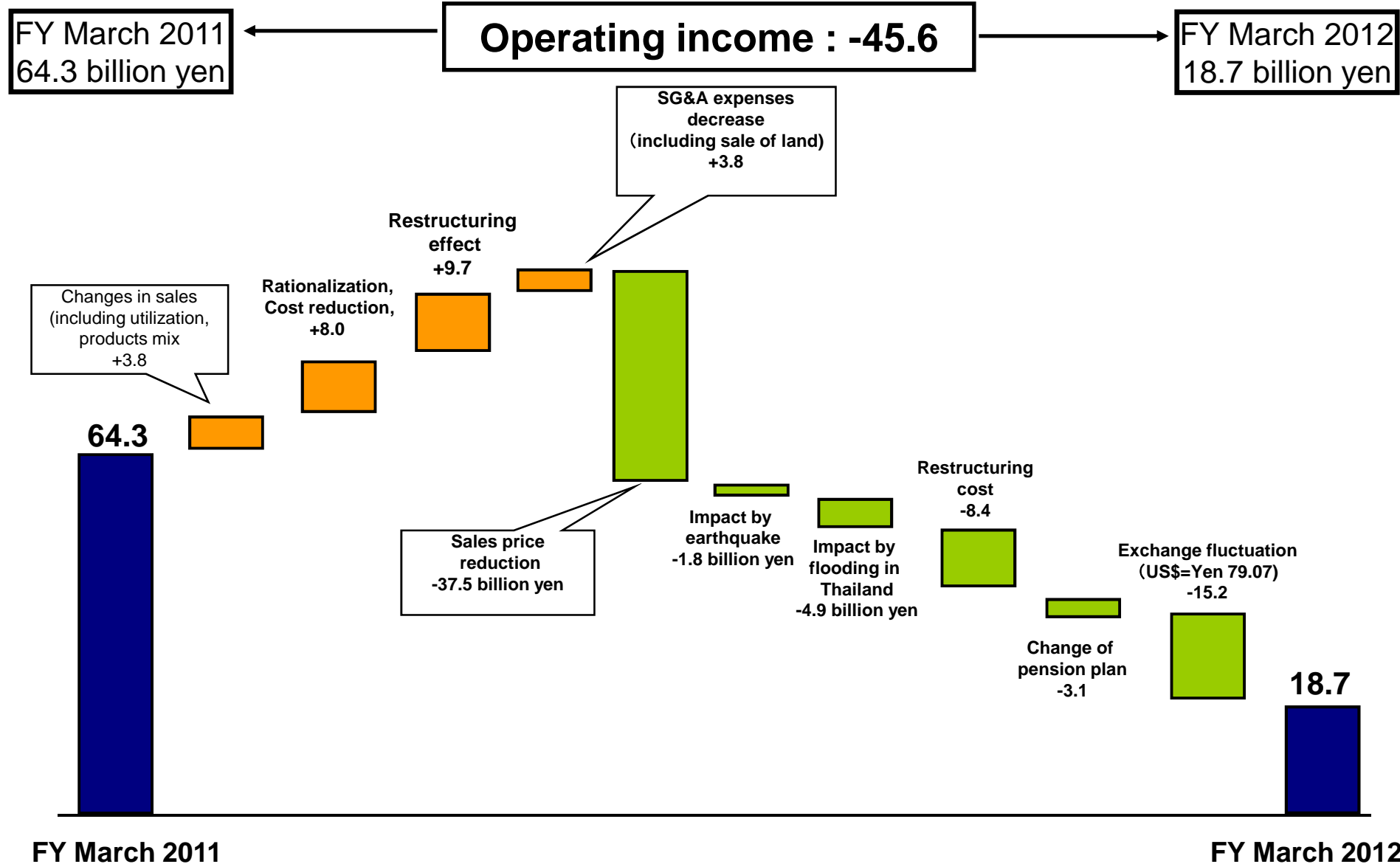


			FY March 2011 Full Year Results		FY March 2012 Full Year Results		Change	
			Yen billion	%	Yen billion	%	Yen billion	%
Net Sales		Capacitors	145.4	16.7	132.4	16.3	(13.0)	-9.0
		Inductive devices	130.2	14.9	121.2	14.9	(9.0)	-6.9
		Other Passive Components	150.0	17.2	128.0	15.7	(21.9)	-14.6
		Passive Components	425.5	48.8	381.6	46.9	(44.0)	-10.3
		Recording devices	257.5	29.5	208.7	25.6	(48.8)	-18.9
		Other Magnetic Application Products	99.0	11.4	107.7	13.2	8.7	8.8
		Magnetic Application Products	356.5	40.9	316.4	38.8	(40.1)	-11.2
		Applied Film Products	58.6	6.7	92.7	11.4	34.1	58.2
		Other	31.3	3.6	23.8	2.9	(7.5)	-24.1
Total			871.9	100.0	814.5	100.0	(57.4)	-6.6
Operating Income		Passive Components	24.5	5.8	-6.6	-1.7	(31.1)	-
		Magnetic Application Products	51.4	14.4	39.0	12.3	(12.4)	-24.1
		Applied Film Products	1.2	2.1	6.3	6.7	5.0	416.5
		Other	0.5	1.6	-4.8	-20.3	(5.3)	-
		Sub total	77.6		33.8		(43.8)	-56.4
		Corporate and eliminations	-13.3		-15.1		(1.8)	
Total			64.3	7.4	18.7	2.3	(45.6)	-70.9

※Discontinued operation (Display business) were deducted in above results



# Breakdown of Operating Income Changes



# Financial position



(JPY billion)	March End, 2011	March End, 2012	Change
<b>Total Asset</b>	1,060.9	1,072.8	12.0
<b>Total Liability</b>	521.1	560.8	39.7
<b>Interest-bearing Debt</b>	245.0	272.8	27.8
<b>Stockholders's Equity</b>	534.3	498.2	-36.1
(comprehensive income)	-218.0	-230.8	-12.9
<b>Stockholders's Equity ratio</b>	50.4%	46.4%	-4.0pt

# Segment Information (4Q of FY2011 vs. 4Q of FY2012, 3Q vs. 4Q)



JPY billion		4Q results of FY March 2011 Jan 1- Mar 31, 2011 (A)	3Q results of FY March 2012 Oct 1- Dec 31, 2011 (B)	4Q results of FY March 2012 Jan 1- Mar 31, 2012 (C)	YoY Change (C)-(A)		QoQ Change (C)-(B)	
					JPY billion	%	JPY billion	%
Net Sales	Capacitor	34.5	30.6	31.6	(2.9)	-8.4	1.0	3.3
	Inductive Device	31.9	28.6	28.4	(3.5)	-11.0	(0.2)	-0.7
	Other Passive Comp	38.6	30.4	30.5	(8.1)	-21.0	0.1	0.3
	<b>Passive Components</b>	<b>105.0</b>	<b>89.5</b>	<b>90.5</b>	<b>(14.5)</b>	<b>-13.8</b>	<b>1.0</b>	<b>1.1</b>
	Recording Devices	57.5	42.0	58.2	0.7	1.2	16.2	38.6
	Other Magnetic Application Products	24.4	26.0	29.7	5.3	21.7	3.7	14.2
	<b>Magnetic Application Products</b>	<b>81.9</b>	<b>68.0</b>	<b>87.8</b>	<b>5.9</b>	<b>7.2</b>	<b>19.8</b>	<b>29.1</b>
	<b>Film application Products</b>	<b>17.2</b>	<b>28.2</b>	<b>24.2</b>	<b>7.0</b>	<b>40.7</b>	<b>(4.0)</b>	<b>-14.2</b>
	<b>Other</b>	<b>8.9</b>	<b>5.7</b>	<b>4.6</b>	<b>(4.3)</b>	<b>-48.3</b>	<b>(1.1)</b>	<b>-19.3</b>
	<b>Total</b>	<b>213.0</b>	<b>191.3</b>	<b>207.0</b>	<b>(6.0)</b>	<b>-2.8</b>	<b>15.7</b>	<b>8.2</b>
Operating Income	<b>Passive Components</b>	<b>4.8</b>	<b>1.5</b>	<b>-13.2</b>	<b>(18.0)</b>	-	<b>(14.7)</b>	-
	<b>Magnetic Application Products</b>	<b>9.1</b>	<b>7.0</b>	<b>14.0</b>	<b>4.9</b>	<b>53.8</b>	<b>7.0</b>	<b>100.0</b>
	<b>Film application Products</b>	<b>-0.6</b>	<b>2.9</b>	<b>-0.5</b>	<b>0.1</b>	-	<b>(3.4)</b>	-
	<b>other</b>	<b>-0.4</b>	<b>-0.7</b>	<b>-2.6</b>	<b>(2.2)</b>	-	<b>(1.9)</b>	-
	<b>Sub total</b>	<b>12.9</b>	<b>10.7</b>	<b>-2.3</b>	<b>(15.2)</b>	-	<b>(13.0)</b>	-
	<b>Corporate and Eliminations</b>	<b>-3.2</b>	<b>-3.4</b>	<b>-0.9</b>	<b>2.3</b>	-	<b>2.5</b>	-
	<b>Total</b>	<b>9.8</b>	<b>7.4</b>	<b>-3.2</b>	<b>(13.0)</b>	-	<b>(10.6)</b>	-
Operating Income margin		4.6%	3.9%	-1.5%	(5.7pt)		(5.0pt)	
Ex- rate	US\$	82.31	77.35	79.27				
	EURO	112.66	104.30	103.94				

※Discontinued operation (Display business) were deducted in above results

Each restructuring measure proceeding as planned

Item	Current status
Production site	Announced reorganization of 7 plants out of total 19 plants located in Tohoku region
Jobs	Changes in number of employees in TDK worldwide End of September in 2011: 88,449 jobs End of December in 2011 : 82,912 jobs End of March in 2012 : 79,175 jobs decreased by 9,274 employees
Unprofitable business or products	Sale of Organic EL display business (completed by April 1 <sup>st</sup> in 2012)
Unemployed assets	In 3Q: Already sold unemployed assets (posted sales gain of 4.0 billion yen at OP level) In 4Q: Already sold unemployed assets (posted sales gain of 2.7 billion yen at OP level)

# Restructuring measures –current status-

JPY billion		Announced on January 31 in 2012	Announcement on April 27 in 2012
Restructuring cost	FY March 2012	<ul style="list-style-type: none"> <li>• First half results : 1.5</li> <li>• Second half results : 12.3</li> <li>• Full year projections : 13.8</li> </ul>	<ul style="list-style-type: none"> <li>• First half results : 1.5</li> <li>• Second half results : 11.5</li> <li>• Full year projections : 13.0</li> </ul>
	FY March 2013	<ul style="list-style-type: none"> <li>• Full year projections : 5.0</li> </ul>	<ul style="list-style-type: none"> <li>• Full year projections : 5.0</li> </ul>
	<b>Total</b>	<b>18.8</b>	<b>18.0</b>
Effect (results and projections)	FY March 2012	<ul style="list-style-type: none"> <li>• Projected effect in second half : 13.5 ※7.0+6.5(gain on sale of land)</li> </ul>	<ul style="list-style-type: none"> <li>• Effect in second half : 16.9 ※10.2+6.7(gain on sales of land)</li> </ul>
	FY March 2013	<ul style="list-style-type: none"> <li>• Full year projections : 22.0 (in comparison with results of FY March 2012)</li> </ul>	<ul style="list-style-type: none"> <li>• Full year projections : 16.5 (in comparison with results of FY March 2012)</li> </ul>
	<b>Total</b>	<b>35.5</b>	<b>33.4</b>

# **Recording Device Business**

**Atsuo Kobayashi**

**Senior Vice President**

**General Manager of Data Storage & Thin Film  
Technology Components Business Group**

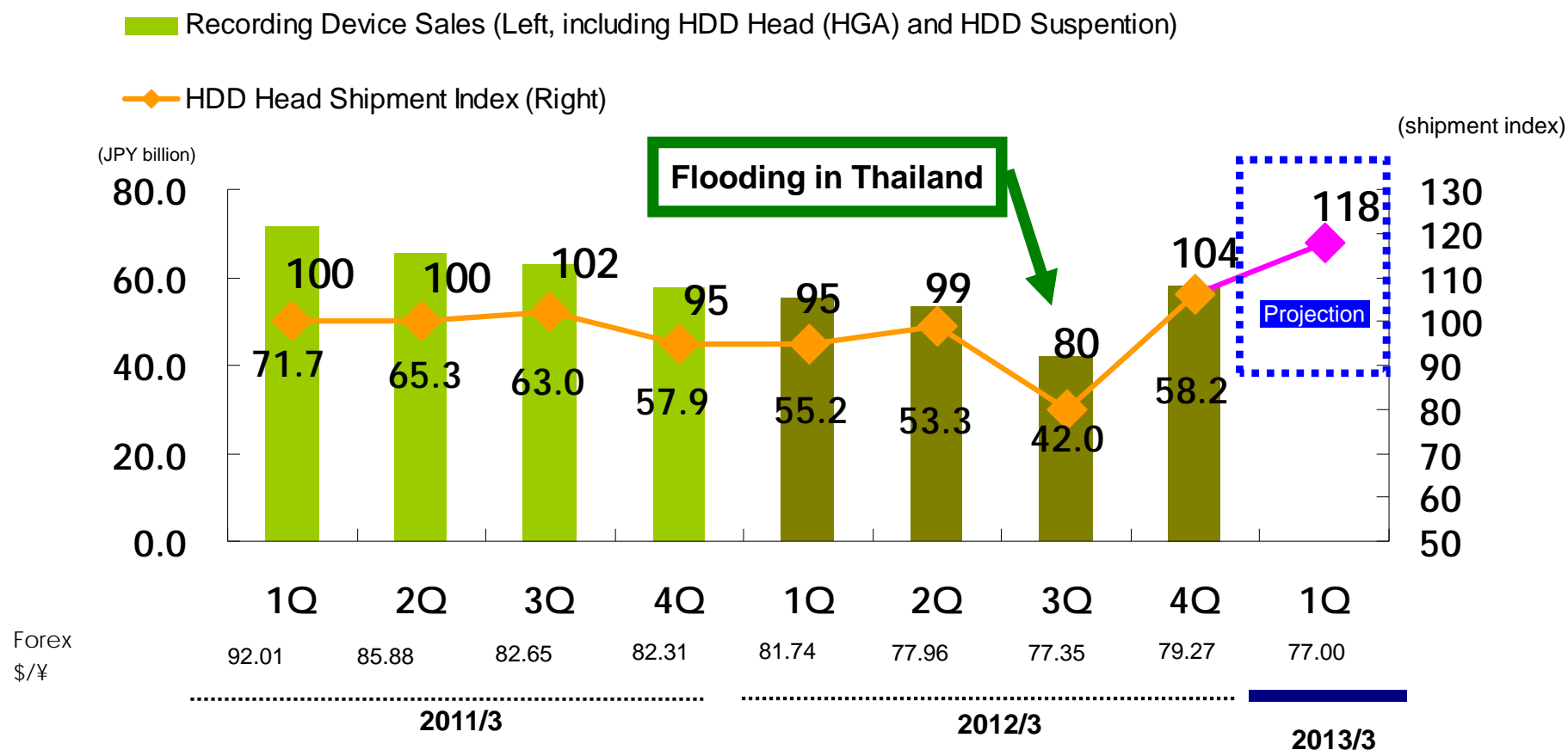
# Recording device business

## ●HDD market

**FY March 2012 (TDK's estimation) : About 600 million units**

**FY March 2013 (TDK's forecast) : About 700 million units**

## ●HDD Market is being recovered from flooding in Thailand as TDK expected



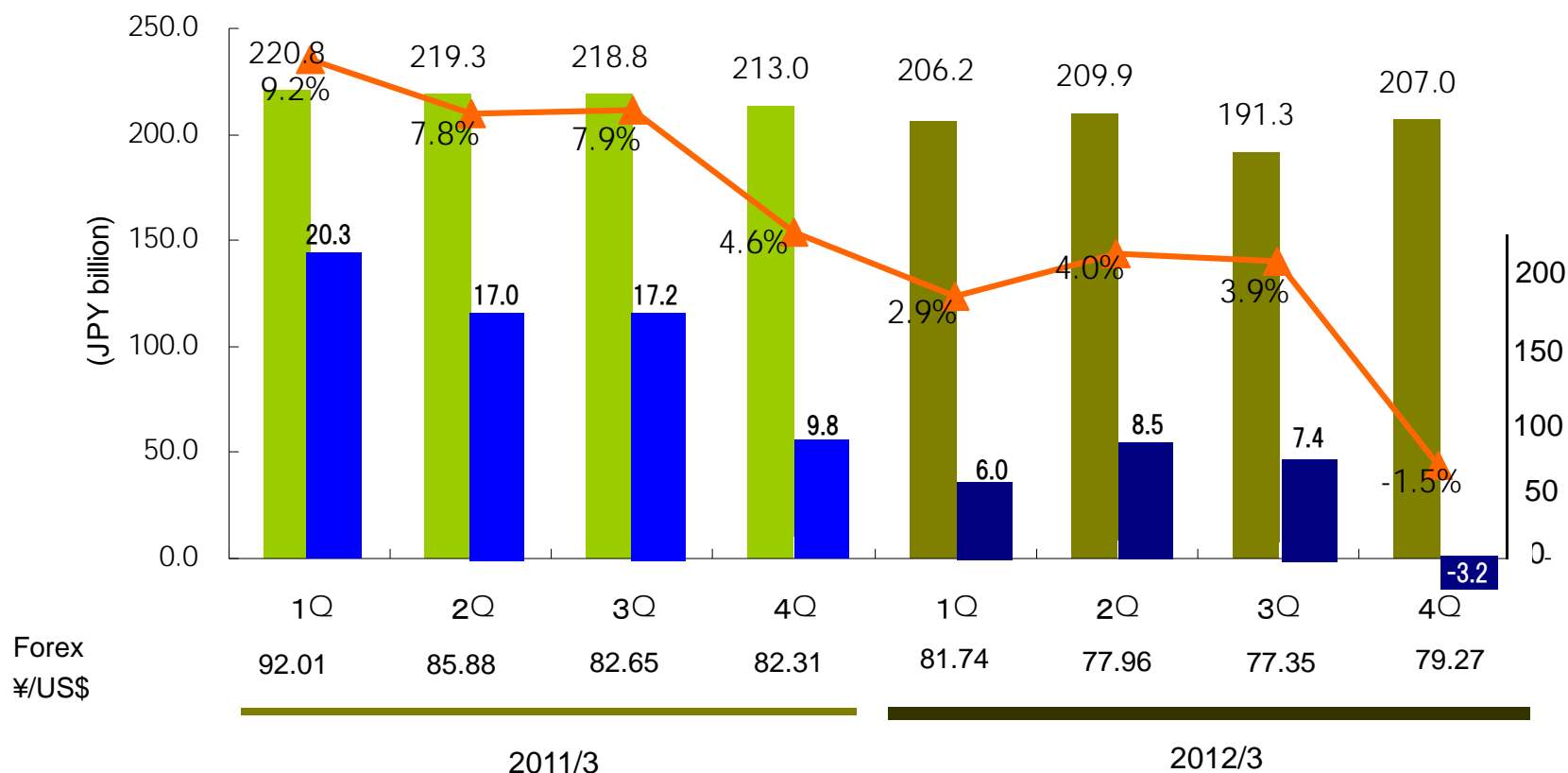
# Supplementary Data



# Quarterly sales and operating income



■ Sales (left) ■ Operating income (right) ▲ OP margin



※Discontinued operation (Display business) were deducted in above results

# Quarterly sales and operating income by segment



Yen billions			FY March 2011					FY March 2012				
			1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Net Sales		Capacitors	38.0	37.7	35.2	34.5	145.4	36.1	34.2	30.6	31.6	132.4
		Inductive Devices	32.1	33.6	32.6	31.9	130.2	32.9	31.4	28.6	28.4	121.2
		Other Passive Components	34.6	37.5	39.3	38.6	150.0	32.8	34.4	30.4	30.5	128.0
		<b>Passive Components</b>	<b>104.7</b>	<b>108.7</b>	<b>107.1</b>	<b>105.0</b>	<b>425.5</b>	<b>101.7</b>	<b>99.9</b>	<b>89.5</b>	<b>90.5</b>	<b>381.6</b>
		Recording Devices	71.7	65.3	63.0	57.5	257.5	55.2	53.3	42.0	58.2	208.7
		Other Magnetic Application Products	25.1	24.3	25.2	24.4	99.0	24.4	27.7	26.0	29.7	107.7
		<b>Magnetic Application Products</b>	<b>96.8</b>	<b>89.6</b>	<b>88.2</b>	<b>81.9</b>	<b>356.5</b>	<b>79.6</b>	<b>81.0</b>	<b>68.0</b>	<b>87.8</b>	<b>316.4</b>
		<b>Film application Prodcuts</b>	<b>11.6</b>	<b>13.7</b>	<b>16.1</b>	<b>17.2</b>	<b>58.6</b>	<b>18.0</b>	<b>22.4</b>	<b>28.2</b>	<b>24.2</b>	<b>92.7</b>
		<b>Other</b>	<b>7.8</b>	<b>7.2</b>	<b>7.4</b>	<b>8.9</b>	<b>31.3</b>	<b>6.7</b>	<b>6.6</b>	<b>5.7</b>	<b>4.6</b>	<b>23.8</b>
		<b>Total</b>	<b>220.8</b>	<b>219.3</b>	<b>218.8</b>	<b>213.0</b>	<b>871.9</b>	<b>206.2</b>	<b>209.9</b>	<b>191.3</b>	<b>207.0</b>	<b>814.5</b>
Operating Income		<b>Passive Components</b>	<b>6.3</b>	<b>7.3</b>	<b>6.2</b>	<b>4.8</b>	<b>24.5</b>	<b>3.8</b>	<b>1.3</b>	<b>1.5</b>	<b>(13.2)</b>	<b>(6.6)</b>
		<b>Magnetic Application Products</b>	<b>16.7</b>	<b>13.3</b>	<b>12.2</b>	<b>9.1</b>	<b>51.4</b>	<b>8.6</b>	<b>9.5</b>	<b>7.0</b>	<b>14.0</b>	<b>39.0</b>
		<b>film application Prodcuts</b>	<b>0.0</b>	<b>0.6</b>	<b>1.2</b>	<b>(0.6)</b>	<b>1.2</b>	<b>1.2</b>	<b>2.6</b>	<b>2.9</b>	<b>(0.5)</b>	<b>6.3</b>
		<b>Other</b>	<b>0.4</b>	<b>0.3</b>	<b>0.1</b>	<b>(0.4)</b>	<b>0.5</b>	<b>(0.4)</b>	<b>(1.2)</b>	<b>(0.7)</b>	<b>(2.6)</b>	<b>(4.8)</b>
		<b>Sub-total</b>	<b>23.4</b>	<b>21.5</b>	<b>19.7</b>	<b>12.9</b>	<b>77.6</b>	<b>13.2</b>	<b>12.2</b>	<b>10.7</b>	<b>(2.3)</b>	<b>33.8</b>
		Corporate and Eliminations	(3.1)	(4.5)	(2.5)	(3.2)	(13.3)	(7.2)	(3.7)	(3.4)	(0.9)	(15.1)
		<b>Total</b>	<b>20.3</b>	<b>17.0</b>	<b>17.2</b>	<b>9.8</b>	<b>64.3</b>	<b>6.0</b>	<b>8.5</b>	<b>7.4</b>	<b>(3.2)</b>	<b>18.7</b>
Ex-rate		¥/USD	92.01	85.88	82.65	82.31	85.73	81.74	77.96	77.35	79.27	79.07
		¥/EURO	117.03	110.67	112.20	112.66	113.12	117.62	110.42	104.30	103.94	109.06

※Discontinued operation (Display business) were deducted in above results

# Temporary factors affecting FY March 2012

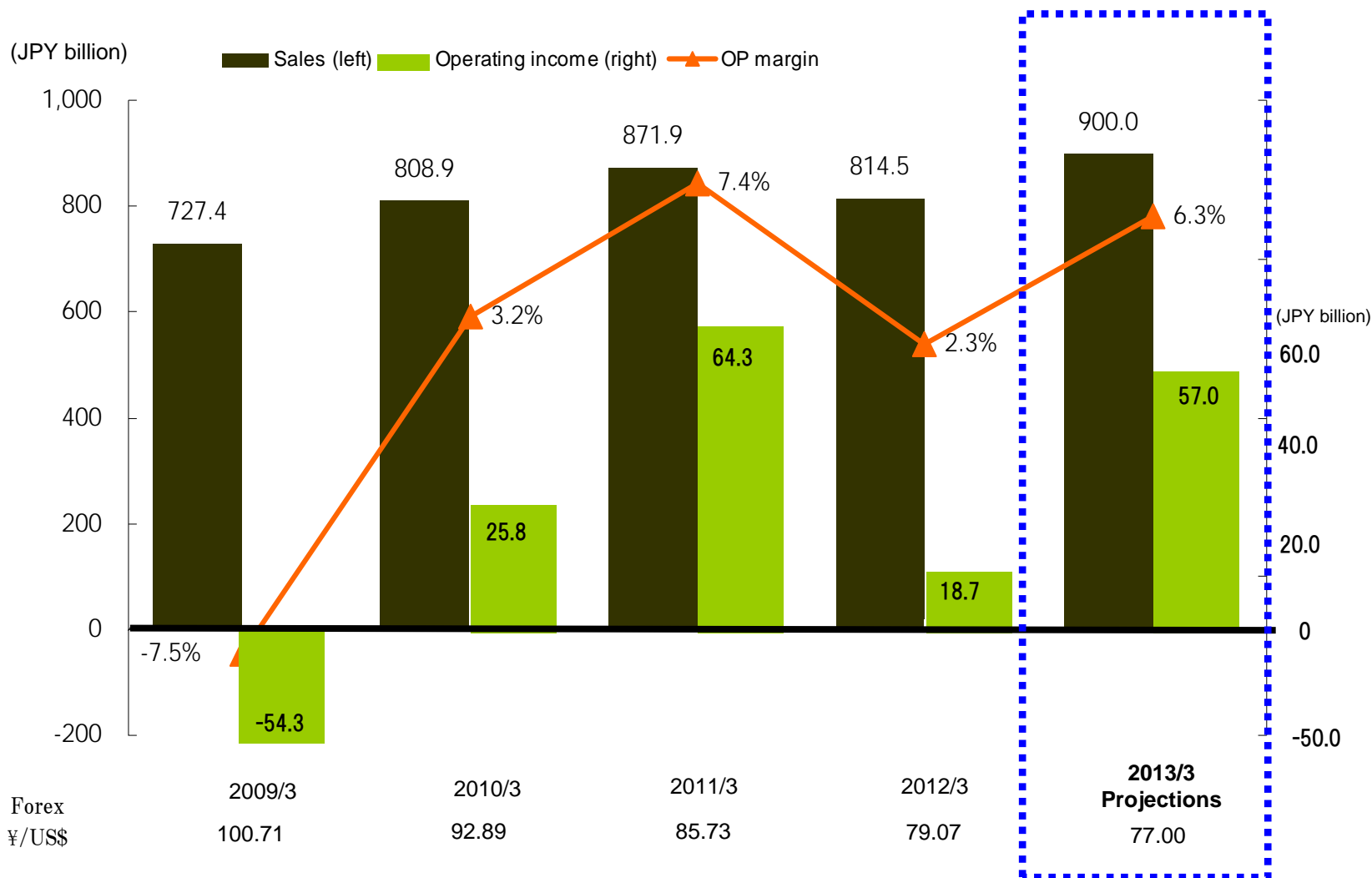


(JPY billion)

Forex impact	<ul style="list-style-type: none"> <li>▪ Sales : -about 50.9</li> <li>▪ Operating income : -about 15.1</li> </ul>
Earthquake impact	<ul style="list-style-type: none"> <li>▪ Sales : -about 5.4</li> <li>▪ Operating income : -about 3.5</li> </ul>
Thailand flooding impact	<ul style="list-style-type: none"> <li>▪ Sales : -about 14.7</li> <li>▪ Operating income : -about 4.9</li> </ul>
One off charge associated with the change of the pension plan (Only 1 <sup>st</sup> quarter)	<ul style="list-style-type: none"> <li>▪ Operating income : -about 3.1</li> </ul>
Restructuring cost	<ul style="list-style-type: none"> <li>▪ Operating income : -about 13.0</li> </ul>
Impact of a corporate tax reduction and the special corporation tax for reconstruction, as well as the reassessment of the recoverability of deferred tax assets	<ul style="list-style-type: none"> <li>▪ Booked income taxes of about 12.0</li> </ul>

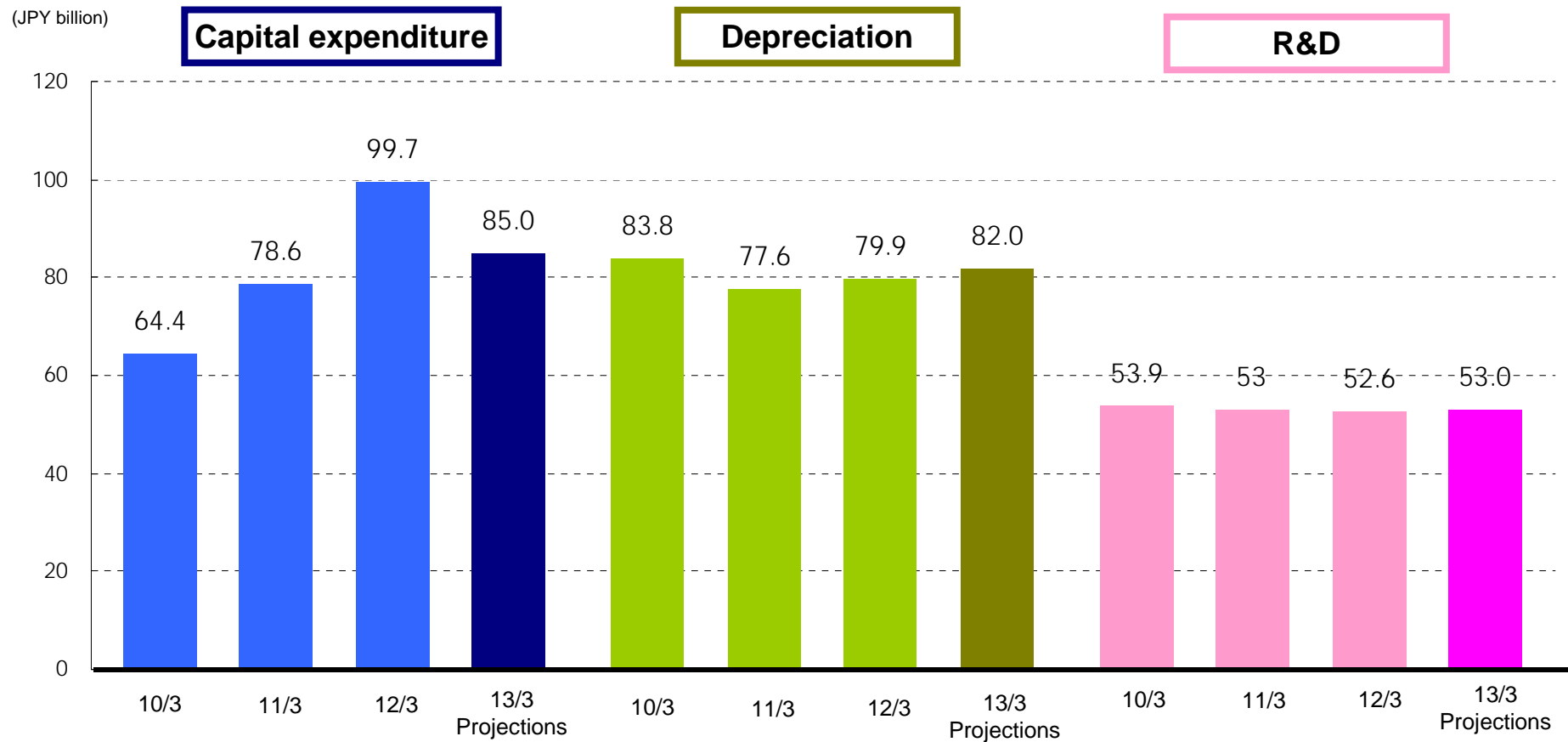
※Discontinued operation (Display business) were deducted in above results

# FY March 2013 Projections

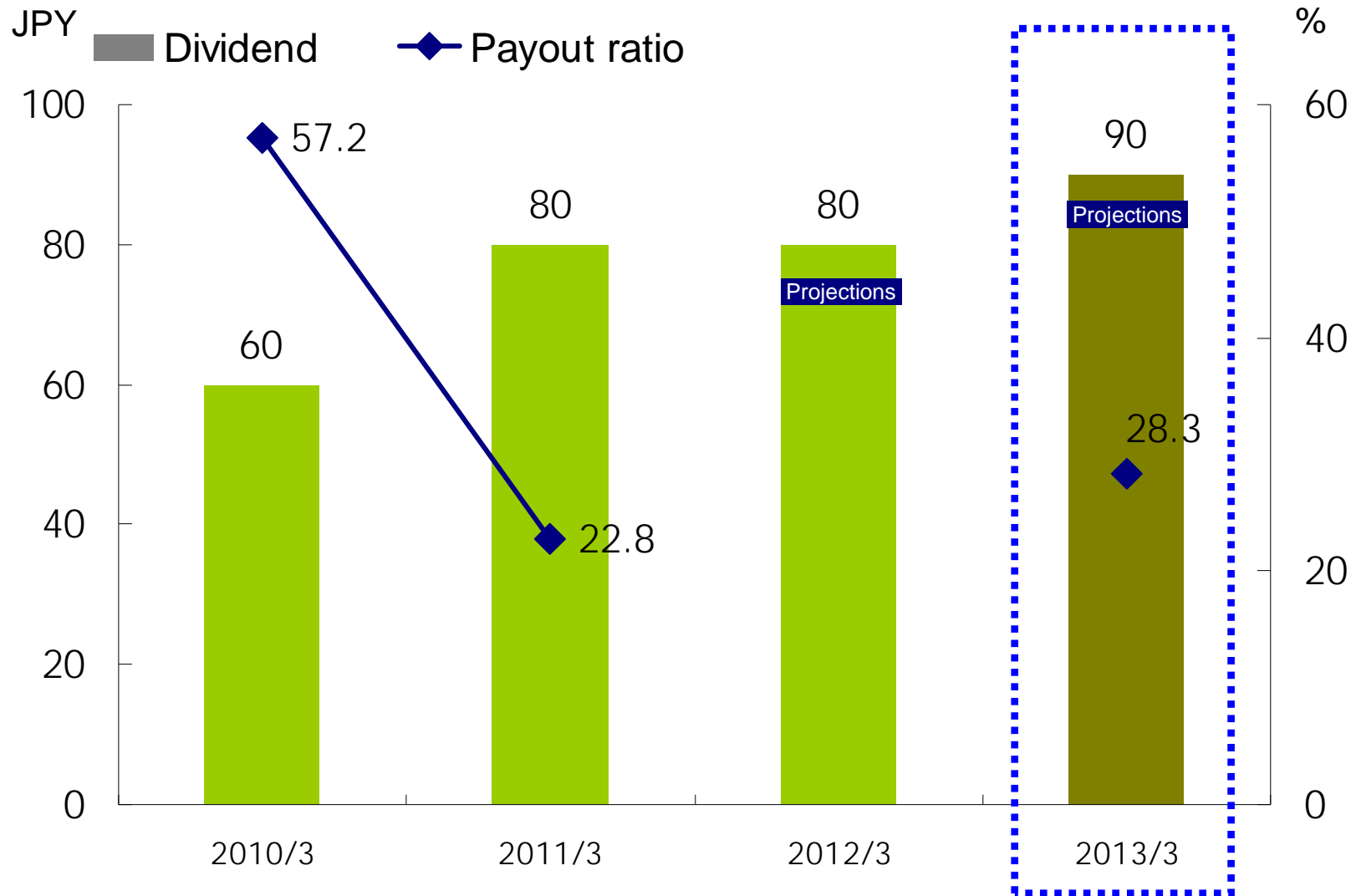


※Discontinued operation (Display business) are included in 2009/3 and 2010/3. ※Discontinued operation (Display business) were deducted in 2011/3 and 2012/3.

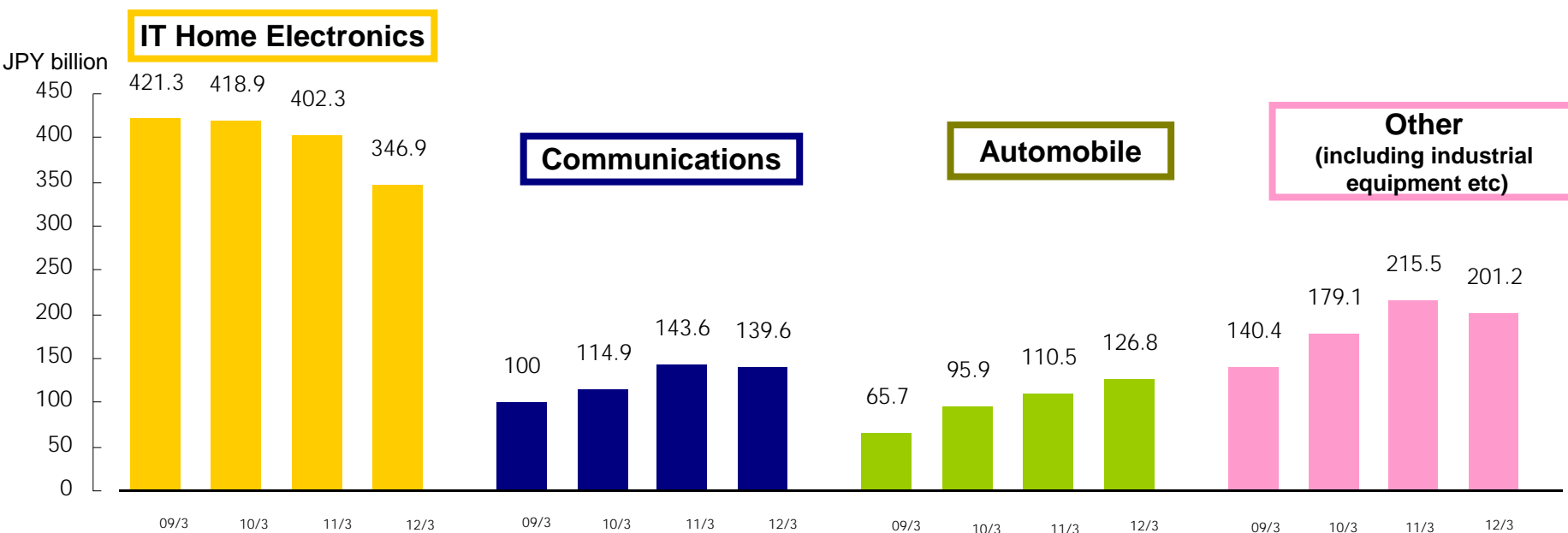
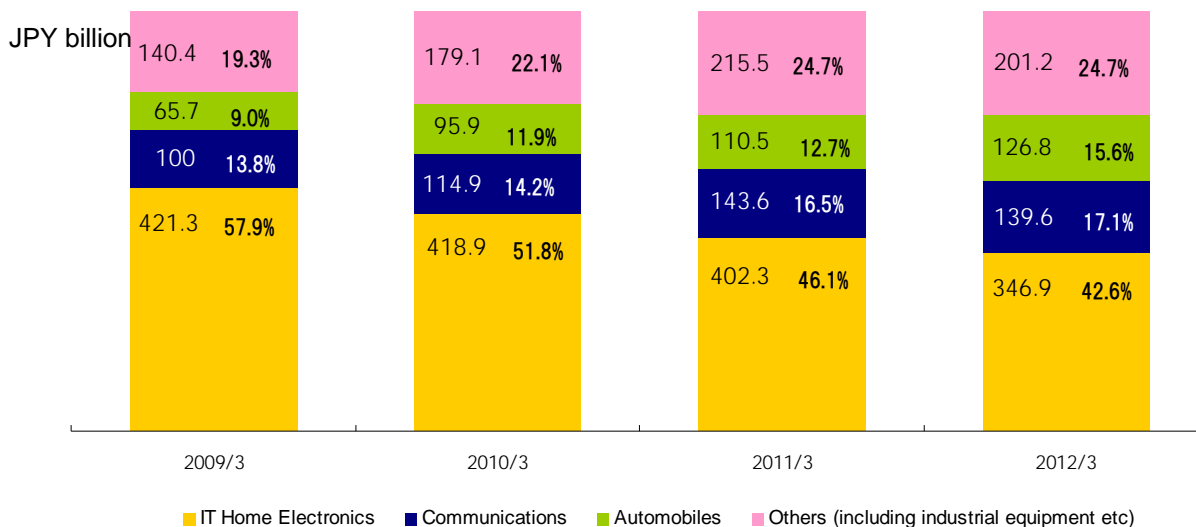
# FY March2013 Projections –Capex, Depreciation, R&D-



# FY March 2013 projections - Dividend -



# Sales by applications (FY March 2009 –FY March 2012)

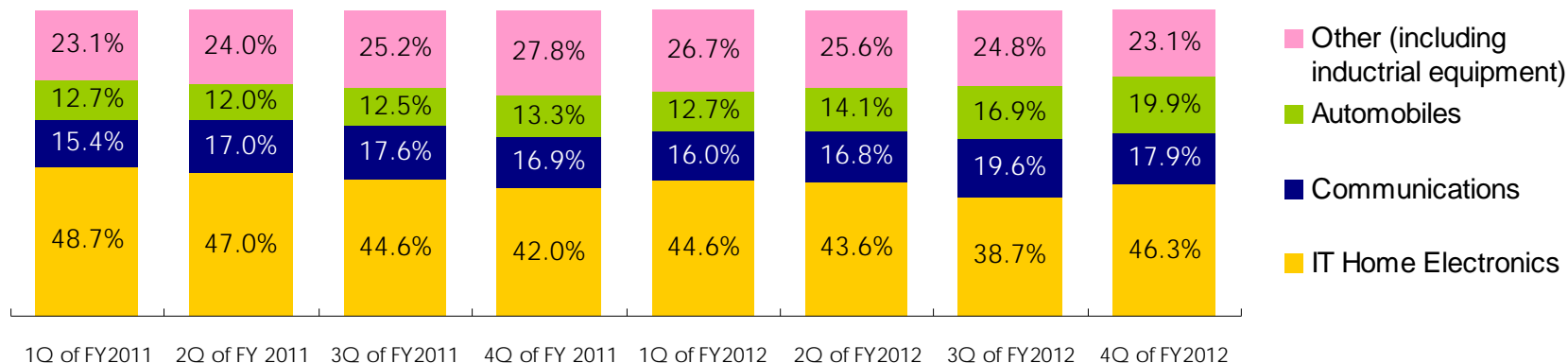


※Consolidation of EPCOS from the second half of 2009/3

※Discontinued operation (Display business) are included in 2009/3 and 2010/3.

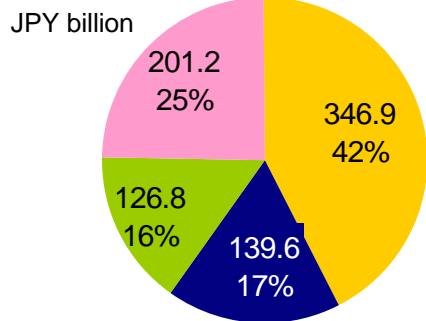
# Quarterly sales by applications (FY March 20 –FY March 2012)

## <Quarterly sales by applications>

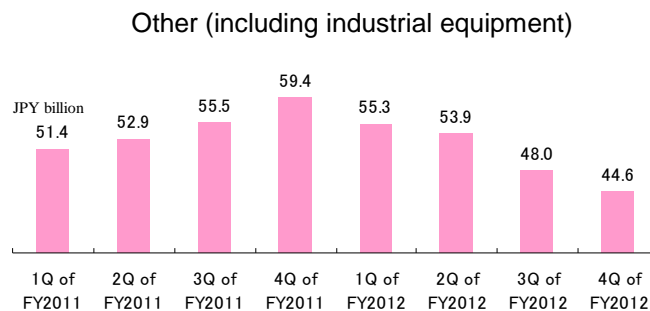
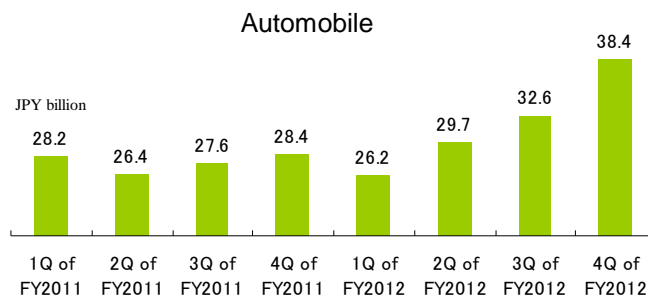
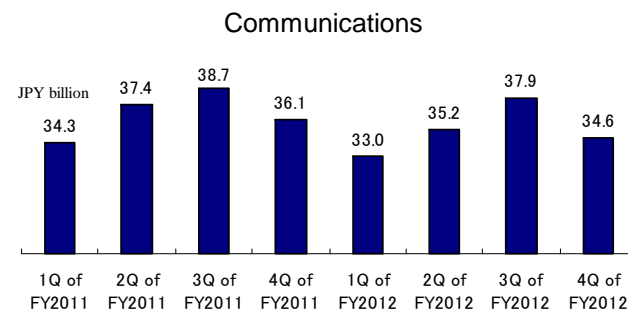
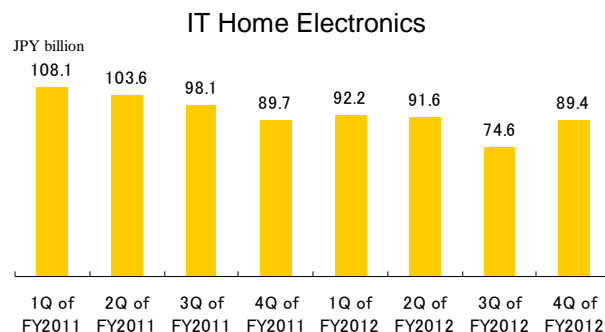


## <Quarterly sales by applications>

### FY March 2013 Breakdown by applications



- IT Home Electronics
- Communications
- Automobiles
- Others (including industrial equipment etc)



※Discontinued operation (Display business) were deducted in 2011/3 and 2012/3.



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.

