## FOR IMMEDIATE RELEASE

April 25, 2002

## Toshiba Announces Consolidated and Non-Consolidated Results for Fiscal Year Ended March 2002

TOKYO--Toshiba Corporation today announced its consolidated and non-consolidated results for the fiscal year (FY) ended March 2002.

## 1) General Overview of Fiscal Year 2001

During the period under review, a slowdown in the U.S. economy triggered a global downturn in demand for IT equipment and systems, while a fall-off in demand for electronic devices, such as semiconductors for digital consumer products, was more severe than anticipated. As a result, Toshiba's sales and profit in FY2001 were notably below those in FY2000.

## Consolidated Results

Consolidated sales were severely undermined by declines in electronic devices, particularly DRAMs and other semiconductors for IT-related products. On top of this, sales of equipment to public utilities and industry and of digital information products, including PCs, fell short of targets, as IT-related investment was postponed and sales prices declined. Sales decreased $9 \%$ year-on-year to $5,394.0$ billion yen (US\$40,557 million).

Net income was minus 254.0 billion yen (US $\$ 1,910$ million), due in large part to a worsening business climate in electronic devices and an extraordinary restructuring cost of 208.9 billion yen (US $\$ 1,571$ million).

## Non-consolidated Results

Non-consolidated results were undermined by lower sales in the Electronic Devices \& Components segment and other segments, as well as the spin-off of the elevator and escalator businesses. Sales decreased $13 \%$ year-on-year to $3,196.8$ billion yen
(US $\$ 24,036$ million). Recurring profit was minus 231.8 billion yen (-US $\$ 1,742$ million). Extraordinary losses of 188.7 billion yen (US $\$ 1,419$ million), primarily reflecting restructuring costs, resulted in a net loss of minus 260.3 billion. (-US $\$ 1,957$ million)

## 2) FY2001 Breakdown by Industry Segment

The company revised segmentation for disclosure from six to seven segments in FY2001 by separating the former Information \& Communications and Industrial Systems into two: Information \& Communications Systems and Social Infrastructure Systems. Information \& Communications Systems covers the e-Solutions Company and Toshiba TEC Corporation while Social Infrastructure Systems covers the Social Infrastructure Systems Company, Medical Systems Company and Toshiba Elevator and Building Systems Corporation.

Sales and Operating Income
Information \& Communications Systems
A sluggish investment environment resulted in lower sales to the postal service, of railway-related equipment, including ticket machines, and of optical submarine systems. In addition, BS digital broadcasting equipment did not repeat the positive contribution it made to sales last year. The overall drop in sales lowered profitability. While overall segment sales of 956.7 billion yen (US\$7,193 million) were $98 \%$ of last year's sales, operating income was only $41 \%$ of last year's, at 9.7 billion yen (US $\$ 73$ million).

## Social Infrastructure Systems

Sales of medical system were favorable, especially in overseas markets, but lower capital expenditure in the public and private sector reduced overall segment sales. Profit showed a dramatic increase thanks to new product launches and best efforts to improve cost cuts, and the performances of the medical systems and elevator and escalator business. Overall segment sales of 955.3 billion yen (US\$7,183 million) were down $2 \%$ year-on-year, but operating income increased $46 \%$ to 13.6 billion yen (US\$102 million).

## Power Systems

Exports of thermal power plant were favorable, but continued investment restraint by domestic power companies reduced segment sales. Profit improved as procurement costs were brought down and thanks to depreciation of the Japanese yen. Sales were 579.6 billion yen (US $\$ 4,358$ million), $99 \%$ of those in FY2000, and operating income recovered to 26.8 billion yen (US $\$ 202$ million), a $54 \%$ increase over the previous year.

## Digital Media

PC peripheral and visual products showed positive growth, but lower IT investment and sales prices in overseas markets hit the PC and cellular phone businesses. Both sales and profit were down. Sales stood at 1,468.6 billion yen (US $\$ 11,042$ million), $99 \%$ of the FY2000 result, but operating income fell significantly to minus 14.9 billion yen (-US\$112 million).

## Home Appliances

As expected, the market declined in FY2001, following last year's spike in demand prior to the April 1, 2001 implementation of the Law for Recycling of Specified Kinds of Home Appliances. Year-on-year sales fell $4 \%$ to 680.7 billion yen (US $\$ 5,118$ million) and operating income declined to 11.4 billion yen (US\$85 million), a $38 \%$ decrease against the year-earlier period.

## Electronic Devices \& Components

The semiconductor business was impacted by sluggish demand in the global IT market. Sales prices fell precipitately, including those for memory ICs, amidst sluggish demand for digital information products. Sales and profit were both down against the year-earlier period. Segment sales stood at 1,074.8 billion yen (US\$8,081 million), $31 \%$ down. Operating income fell to minus 176.3 billion yen (-US\$1,325 million).

## Others

Sales decreased 9\% to 426.4 billion yen (US\$3,206 million). Operating income also decreased $44 \%$ to 15.3 billion yen (US\$115 million).

## 3) Projection for FY2002

In FY2002 the U.S. economy is on the way to recovery. The Japan economy is flat and its future unclear but signs indicate that the market is over the worst, with recovery likely in IT-related areas from the latter part of FY2002. As a result, growth in demand for PCs, mobile terminals and visual products is expected for the whole year. Electronic devices such as semiconductors and LCDs will also show steady growth on an annual base.

Consolidated annual sales are forecast at 5,850 billion yen (US\$43,985 million) an $8 \%$ increase over the previous year. Profit will be secured based on asset light management in 01 Action Plan starting from FY2001. In addition promotion of business strategies for further growth such as saving cost of procurement, launches of new products and
reinforcement of sales capability will underpin stable profitability. In individual business profits from power systems, IT-related systems and equipment will maintain steady growth and electronic devices will recover on an annual basis. As a result, operating income, income before income taxes and minority interest and net income will increase to 130 billion yen (US\$977 million), 40 billion yen (US\$301 million) and 23 billion yen (US\$173 million), respectively, over the previous year.

Non-consolidated projections for the fiscal year to March 2003 indicate an increase in net sales to 3,250 billion yen (US $\$ 24,436$ million), with recurring profit and net income of 30 billion yen (US\$225 million) and 6 billion yen (US $\$ 45$ million), respectively.

Consolidated (Unit: billion yen)

|  | FY2002 <br> Forecast | Growth over <br> FY01 (\%) |
| :--- | :---: | :---: |
| Net sales | 5,850 | 8 |
| Operating income | 130 | --- |
| Income before taxes | 40 | --- |
| Net income | 23 | --- |

Non-Consolidated (Unit: billion yen)

|  | FY2002 <br> Forecast | Growth over <br> FY01 (\%) |
| :--- | :---: | :---: |
| Net sales | 3,250 | 2 |
| Operating income | 55 | --- |
| Recurring profit | 30 | --- |
| Income before taxes | 10 | --- |
| Net income | 6 | --- |

## 4) FY2002 Projection by Industry Segments

Information \& Communications Systems will see a $2 \%$ increase in sales to 980 billion yen (US $\$ 7,368$ million), and a $76 \%$ increase in operating income to 17 billion yen (US\$128 million) on increased sales from distribution systems.

Sales of Social Infrastructure Systems will rise $2 \%$ to 970 billion yen (US\$7,293 million) and operating income will be spurred to a $54 \%$ increase, to 21 billion yen (US\$158 million), by increased sales in medical systems and the elevator and escalator businesses.

Power Systems will show a $10 \%$ downturn in sales to 520 billion yen (US\$3,910
million) and a $3 \%$ decrease in operating income to 26 billion yen (US $\$ 195$ million), reflecting the transfer of the power transmission and distribution business to a joint venture with Mitsubishi Electric Corporation.

Digital Media will see a $17 \%$ increase of sales to 1,720 billion yen (US $\$ 12,932$ million) and its operating income will increase to 19 billion yen (US\$143 million) reflecting recovery in the U.S. PC business and continued demand for PC peripherals, cellular phones and visual products.

Home Appliances segment sales will increase $4 \%$ to 710 billion yen (US $\$ 5,338$ million) and operating income will increase $58 \%$ to 18 billion yen (US\$135 million) on expanding demand.

Sales of Electronic Devices \& Components will rise $20 \%$ to 1,290 billion yen (US\$9,699 million), with operating income of 15 billion yen (US\$113 million). These figures reflect recovery in the semiconductor business, driven by increased demand for IT-related equipment and systems, and the integration of Toshiba's LCD business with that of Matsushita Electric Industrial Co., Ltd.

Others will show an $8 \%$ sales increase to 460 billion yen (US $\$ 3,459$ million), but the segment's operating income will decrease $9 \%$ to 14 billion yen (US\$105 million).

|  |  |  |  | (Unit: billion yen) |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Sales |  | Operating Income |  |  |
|  | FY2002 <br> Forecast | Growth <br> over FY01 <br> $(\%)$ | FY2002 <br> Forecast | Growth <br> over FY01 <br> $(\%)$ |  |
| Information \& Communications <br> Systems | 980 | 2 | 17 | 76 |  |
| Social Infrastructure Systems | 970 | 2 | 21 | 54 |  |
| Power Systems | 520 | -10 | 26 | -3 |  |
| Digital Media | 1,720 | 17 | 19 | --- |  |
| Home Appliances | 710 | 4 | 18 | 58 |  |
|  <br> Components | 1,290 | 20 | 15 | --- |  |
| Others | 460 | 8 | 14 | -9 |  |

## 5) Notable Events for FY2002

Important operational plans, such as merger and acquisition or large-scale investment planned for FY2002, are as follow:

- April 2002: Toshiba transferred its liquid crystal display (LCD) and next generation display businesses to a joint venture with Matsushita Electric Industrial Co., Ltd., Toshiba Matsushita Display Technology Co., Ltd.
- April 2002: Toshiba sold the assets of Dominion Semiconductor, L.L.C., a wholly owned subsidiary in Manassas, Virginia, U.S.A., to Micron Technology, Inc. and withdrew from the commodity DRAM business.
- October 2002: Toshiba will transfer power transmission and distribution businesses to a joint venture with Mitsubishi Electric Corporation.


## 6) Exchange Rate

The projection for FY2002 is based on an average exchange rates of 130 yen to the US\$ and 115 yen to the Euro.

## 7) Projected Dividend

Toshiba has cancelled its interim and fiscal year end dividends, both of which had been set at 5 yen per share, the level for the same term of the previous year. The company expects to cancel the interim dividend for the first half of FY2002, but no decision has been made on the FY2002 year-end dividend.

## 8) Financial Position

## Cash Flows for FY2001

Toshiba has set cash flow as one of the company's important managerial indicators, and has promoted strengthened cash flow since introduction of the in-house company system. However, a large fall in net income resulted in cash flow from operating activities of 149.2 billion yen (US $\$ 1,122$ million) and cash flow from investment activities of minus 325.6 billion yen (-US $\$ 2,448$ million), producing free cash flow of minus 176.4 billion yen (-US $\$ 1,326$ million). Cash paid for retirement allowances under the limited term voluntarily retirement program is included in the above figure and was 174.9 billion yen (US $\$ 1,315$ million).

## Projected Cash Flows for FY2002

Toshiba will reinforce cash flow management and achieve positive results.
\# \# \#

Note: The U.S. dollar is valued at 133 yen throughout this statement for convenience only. All dollar figures are approximate.

## Toshiba Corporation and its Subsidiaries

## Consolidated Financial Statements

For Fiscal year 2001 (April 1,2001 to March 31,2002)

## Outline

( $¥$ in millions, US\$ in thousands, except for earnings per share)

|  | Years ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Net sales | ¥5,394,033 | $¥ 5,951,357$ | $¥(557,324)$ | 91\% | \$40,556,639 |
| Income (loss) before income taxes and minority interest | $(376,687)$ | 188,099 | $(564,786)$ | - | $(2,832,233)$ |
| Net income (loss) | $(254,017)$ | 96,168 | $(350,185)$ | - | $(1,909,902)$ |
| Basic earnings per share | ¥(78.91) | $¥ 29.88$ | $¥(108.79)$ | - | \$(0.59) |
| Diluted earnings per share | ¥(78.91) | $¥ 29.71$ | $¥(108.62)$ | - | \$(0.59) |

## Notes:

1) Consolidated Financial Statements are based on generally accepted accounting principles in the U.S.
2) The company has 329 consolidated subsidiaries.
3) The U.S.dollar is valued at $¥ 133$ throughout this statement for convenience only.

## Comparative Consolidated Statements of Income

1. Fiscal Year ended March 31
( $¥$ in millions, US\$ in thousands)

|  | Years ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 20001(B) | (A)-(B) | (A)/(B) | 2002 |
| Sales and other income |  |  |  |  |  |
| Net sales | ¥5,394,033 | ¥5,951,357 | $7(557,324)$ | 91\% | \$40,556,639 |
| Interest | 7,461 | 11,680 | $(4,219)$ | 64\% | 56,098 |
| Dividends | 7,243 | 6,550 | 693 | 111\% | 54,458 |
| Other income | 59,100 | 110,601 | $(51,501)$ | 53\% | 444,361 |
| Costs and expenses |  |  |  |  |  |
| Cost of sales | 4,070,130 | 4,323,525 | $(253,395)$ | 94\% | 30,602,481 |
| Selling, general and administrative | 1,437,478 | 1,395,699 | 41,779 | 103\% | 10,808,105 |
| Interest | 29,891 | 41,102 | $(11,211)$ | 73\% | 224,744 |
| Other | 307,025 | 131,763 | 175,262 | 233\% | 2,308,459 |
| Income (loss) before income taxes and minority interest | $(376,687)$ | 188,099 | $(564,786)$ | - | $(2,832,233)$ |
| Income taxes | $(113,915)$ | 96,145 | $(210,060)$ | - | $(856,504)$ |
| Minority interest in income (loss) of consolidated subsidiaries | $(6,315)$ | 5,140 | $(11,455)$ | - | $(47,481)$ |
| Equity in income of affiliated companies | 2,440 | 9,354 | $(6,914)$ | 26\% | 18,346 |
| Net income (loss) | ¥ $\mathbf{( 2 5 4 , 0 1 7 )}$ | ¥96,168 | $¥(350,185)$ | - | \$(1,909,902) |

Note: Comprehensive loss for the FY2001 was $¥ 326,414$ million, and comprehensive income for the FY2000 was $¥ 13,572$ million.

|  | Three months ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Sales and other income |  |  |  |  |  |
| Net sales | ¥1,670,034 | $¥ 1,731,101$ | $¥(61,067)$ | 96\% | \$12,556,647 |
| Interest | 1,719 | 3,338 | $(1,619)$ | 51\% | 12,925 |
| Dividends | 2,814 | 1,928 | 886 | 146\% | 21,158 |
| Other income | 23,226 | 43,429 | $(20,203)$ | 53\% | 174,631 |
| Costs and expenses |  |  |  |  |  |
| Cost of sales | 1,236,769 | 1,281,594 | $(44,825)$ | 97\% | 9,299,015 |
| Selling, general and administrative | 378,736 | 359,164 | 19,572 | 105\% | 2,847,639 |
| Interest | 6,500 | 9,943 | $(3,443)$ | 65\% | 48,872 |
| Other | 112,331 | 60,533 | 51,798 | 186\% | 844,594 |
| Income (loss) before income taxes and minority interest | $(36,543)$ | 68,562 | $(105,105)$ | - | $(274,759)$ |
| Income taxes | 10,880 | 34,740 | $(23,860)$ | 31\% | 81,804 |
| Minority interest in income (loss) of consolidated subsidiaries | $(1,949)$ | 4,360 | $(6,309)$ | - | $(14,654)$ |
| Equity in income of affiliated companies | (533) | 1,730 | $(2,263)$ | - | $(4,008)$ |
| Net income (loss) | $\ddagger(46,007)$ | ¥31,192 | $¥(77,199)$ | - | \$(345,917) |

Note: Comprehensive loss for the fourth quarter of FY2001 was $¥ 101,934$ million, and comprehensive income for the fourth quarter of FY2000 was $¥ 2,476$ million.

## Comparative Consolidated Balance Sheets

( $¥$ in millions, US\$ in thousands)

|  | Mar. 31,2002 <br> (A) | Mar.31,2001 <br> (B) | (A)-(B) | Mar. 31,2002 |
| :---: | :---: | :---: | :---: | :---: |
| Assets <br> Current assets | ¥2,674,527 | ¥3,090,091 | $¥(415,564)$ | \$20,109,226 |
| Cash and cash equivalents | 370,432 | 487,595 | $(117,163)$ | 2,785,203 |
| Notes and accounts receivable, trade | 1,086,147 | 1,196,680 | $(110,533)$ | 8,166,519 |
| Finance receivables, net | 190,912 | 222,976 | $(32,064)$ | 1,435,429 |
| Inventories | 693,350 | 819,633 | $(126,283)$ | 5,213,158 |
| Prepaid expenses and other current assets | 333,686 | 363,207 | $(29,521)$ | 2,508,917 |
| Long-term receivables | 14,523 | 18,957 | $(4,434)$ | 109,195 |
| Long-term finance receivables, net | 313,058 | 341,492 | $(28,434)$ | 2,353,820 |
| Investments | 363,274 | 384,788 | $(21,514)$ | 2,731,383 |
| Property, plant and equipment | 1,354,322 | 1,439,756 | $(85,434)$ | 10,182,872 |
| Other assets | 688,078 | 449,480 | 238,598 | 5,173,519 |
| Total assets | ¥5,407,782 | ¥5,724,564 | $¥(316,782)$ | \$40,660,015 |
| Liabilities and shareholders' equity Current liabilities | ¥2,872,493 | ¥2,880,850 | $¥(8,357)$ | \$21,597,692 |
| Short-term borrowings and current portion of long-term debt | 929,778 | 797,331 | 132,447 | 6,990,812 |
| Notes and accounts payable, trade | 978,020 | 1,079,622 | $(101,602)$ | 7,353,534 |
| Other current liabilities | 964,695 | 1,003,897 | $(39,202)$ | 7,253,346 |
| Accrued pension and severance costs | 709,233 | 633,642 | 75,591 | 5,332,579 |
| Long-term debt and other liabilities | 931,079 | 1,023,536 | $(92,457)$ | 7,000,594 |
| Minority interest in consolidated subsidiaries | 189,663 | 138,611 | 51,052 | 1,426,037 |
| Shareholders' equity | 705,314 | 1,047,925 | $(342,611)$ | 5,303,113 |
| Common stock | 274,926 | 274,921 | 5 | 2,067,113 |
| Additional paid-in capital | 285,736 | 285,732 | 4 | 2,148,391 |
| Retained earnings | 443,555 | 713,667 | $(270,112)$ | 3,335,000 |
| Accumulated other comprehensive loss | $(298,792)$ | $(226,395)$ | $(72,397)$ | $(2,246,556)$ |
| Treasury stock | (111) |  | (111) | (835) |
| Total liabilities and shareholders' equity | ¥5,407,782 | $¥ 5,724,564$ | $¥(316,782)$ | \$40,660,015 |

Breakdown of accumulated other comprehensive income (loss)

| Unrealized gains on securities | $\mathbf{7 2 5 , 1 8 6}$ |
| :--- | ---: |
| Foreign currency translation adjustments | $\mathbf{( 4 1 , 9 5 1 )}$ |
| Minimum pension liability adjustment | $\mathbf{( 2 7 9 , 9 3 9 )}$ |
| Unrealized loss on derivative instruments | $\mathbf{( 2 , 0 8 8}$ |

Total debt
¥1,818,533 $¥ 1,787,636$
$¥ 28,728$
$¥(3,542)$
\$189,368
$(315,421)$
$(2,104,805)$
$(15,699)$
$¥ 30,897$
\$13,673,180

## Comparative Consolidated Statements of Cash Flows

( $¥$ in millions, US\$ in thousands)

|  | Years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | 2002 |
| Cash flows from operating activities |  |  |  |  |
| Net income (loss) | $\ddagger(254,017)$ | ¥96,168 | $\ddagger(350,185)$ | \$(1,909,902) |
| Depreciation and amortization | 326,239 | 339,816 | $(13,577)$ | 2,452,925 |
| Equity in income of affiliated companies | $(2,440)$ | $(9,354)$ | 6,914 | $(18,346)$ |
| Decrease in notes and accounts receivable, trade | 183,631 | 51,168 | 132,463 | 1,380,684 |
| Decrease in inventories | 141,137 | 51,755 | 89,382 | 1,061,180 |
| (Decrease) increase in notes and accounts payable, trade | $(108,060)$ | 13,804 | $(121,864)$ | $(812,481)$ |
| Others | $(137,325)$ | $(89,716)$ | $(47,609)$ | $(1,032,519)$ |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities | 403,182 | 357,473 | 45,709 | 3,031,443 |
| Net cash provided by operating activities | 149,165 | 453,641 | $(304,476)$ | 1,121,541 |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from sale of property and securities | 95,318 | 36,339 | 58,979 | 716,677 |
| Acquisition of property and equipment | $(364,671)$ | $(257,448)$ | $(107,223)$ | $(2,741,887)$ |
| Purchase of securities | $(39,489)$ | $(13,126)$ | $(26,363)$ | $(296,910)$ |
| Decrease in investments in affiliated companies | 4,956 | 19,272 | $(14,316)$ | 37,263 |
| Others | $(21,693)$ | 38,216 | $(59,909)$ | $(163,105)$ |
| Net cash used in investing activities | $(325,579)$ | $(176,747)$ | $(148,832)$ | (2,447,962) |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from long-term debt | 322,941 | 233,929 | 89,012 | 2,428,128 |
| Repayment of long-term debt | $(420,726)$ | $(398,669)$ | $(22,057)$ | $(3,163,353)$ |
| Increase (decrease) in short-term borrowings | 114,913 | $(95,310)$ | 210,223 | 864,007 |
| Dividends paid | $(16,045)$ | $(25,598)$ | 9,553 | $(120,639)$ |
| Others | 52,412 |  | 52,412 | 394,075 |
| Net cash provided by (used in) financing activities | 53,495 | $(285,648)$ | 339,143 | 402,218 |
| Effect of exchange rate changes on cash and cash equivalents | 5,756 | 31,112 | $(25,356)$ | 43,278 |
| Net (decrease) increase in cash and cash equivalents | $(117,163)$ | 22,358 | $(139,521)$ | $(880,925)$ |
| Cash and cash equivalents at beginning of year | 487,595 | 465,237 | 22,358 | 3,666,128 |
| Cash and cash equivalents at end of year | ¥370,432 | $¥ 487,595$ | $\ddagger(117,163)$ | \$2,785,203 |

## Industry Segments Information

1. Fiscal Year ended March 31
( $¥$ in millions, US\$ in thousands)

|  |  | Years ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Net sales (Share of total sales) | Information \& Communications Systems | $\begin{array}{r} \hline \mathbf{Y 5 6}, 714 \\ (16 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 971,989 \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥(15,275) \\ (2 \%) \\ \hline \end{array}$ | 98\% | \$7,193,338 |
|  | Social Infrastructure Systems | $\begin{array}{r} 955,350 \\ (16 \%) \\ \hline \end{array}$ | $\begin{array}{r} 975,138 \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(19,788) \\ (2 \%) \\ \hline \end{array}$ | 98\% | 7,183,083 |
|  | Power Systems | $\begin{array}{r} 579,560 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 582,667 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} (3,107) \\ (-) \\ \hline \end{array}$ | 99\% | 4,357,594 |
|  | Digital Media | $\begin{array}{r} 1,468,599 \\ (24 \%) \end{array}$ | $\begin{array}{r} \hline 1,486,403 \\ (22 \%) \end{array}$ | $\begin{array}{r} \hline(17,804) \\ (2 \%) \\ \hline \end{array}$ | 99\% | 11,042,098 |
|  | Home Appliances | $\begin{array}{r} \hline 680,682 \\ (11 \%) \end{array}$ | $\begin{array}{r} 708,317 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(27,635) \\ (-) \\ \hline \end{array}$ | 96\% | 5,117,910 |
|  | Electronic Devices \& Components | $\begin{array}{r} 1,074,852 \\ (17 \%) \end{array}$ | $\begin{array}{r} \hline 1,551,351 \\ (23 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(476,499) \\ (-6 \%) \\ \hline \end{array}$ | 69\% | 8,081,594 |
|  | Others | $\begin{array}{r} \hline 426,371 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 468,272 \\ (7 \%) \\ \hline \end{array}$ | $(41,901)$ <br> (-) | 91\% | 3,205,797 |
|  | Total | $\begin{array}{r} 6,142,128 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 6,744,137 \\ (100 \%) \\ \hline \end{array}$ | $(602,009)$ | 91\% | 46,181,414 |
|  | Eliminations | $(748,095)$ | $(792,780)$ | 44,685 | - | (5,624,775) |
|  | Consolidated | ¥5,394,033 | ¥5,951,357 | $¥(557,324)$ | 91\% | \$40,556,639 |
| Operating income (loss) | Information \& Communications Systems | ¥9,662 | $¥ 23,744$ | $¥(14,082)$ | 41\% | \$72,647 |
|  | Social Infrastructure Systems | 13,601 | 9,338 | 4,263 | 146\% | 102,263 |
|  | Power Systems | 26,828 | 17,457 | 9,371 | 154\% | 201,714 |
|  | Digital Media | $(14,873)$ | 18,041 | $(32,914)$ | - | $(111,827)$ |
|  | Home Appliances | 11,358 | 18,429 | $(7,071)$ | 62\% | 85,399 |
|  | Electronic Devices \& Components | $(176,277)$ | 116,354 | $(292,631)$ | - | (1,325,391) |
|  | Others | 15,314 | 27,153 | $(11,839)$ | 56\% | 115,143 |
|  | Total | $(114,387)$ | 230,516 | $(344,903)$ | - | $(860,052)$ |
|  | Eliminations | 812 | 1,617 | (805) | - | 6,105 |
|  | Consolidated | ¥ $(113,575)$ | ¥232,133 | $¥(345,708)$ | - | \$(853,947) |

2. Fourth Quarter ended March 31 (Unaudited)
( $¥$ in millions, US\$ in thousands)

|  |  | Three months ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Net sales (Share of total sales | Information \& Communications Systems | $\begin{array}{r} \hline 329,090 \\ (17 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 334,817 \\ (17 \%) \\ \hline \end{array}$ | $\nexists(5,727)$ <br> (-) | 98\% | \$2,474,361 |
|  | Social Infrastructure Systems | $\begin{array}{r} \hline 387,149 \\ (21 \%) \end{array}$ | $\begin{array}{r} \hline 407,321 \\ (21 \%) \end{array}$ | $\begin{array}{r} \hline(20,172) \\ (-) \end{array}$ | 95\% | 2,910,895 |
|  | Power Systems | $\begin{array}{r} 210,574 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} 167,637 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 42,937 \\ (2 \%) \\ \hline \end{array}$ | 126\% | 1,583,263 |
|  | Digital Media | $\begin{array}{r} 419,556 \\ (22 \%) \end{array}$ | $\begin{array}{r} 383,603 \\ (19 \%) \end{array}$ | $\begin{array}{r} \hline 35,953 \\ (3 \%) \end{array}$ | 109\% | 3,154,557 |
|  | Home Appliances | $\begin{array}{r} 169,290 \\ (9 \%) \end{array}$ | $\begin{array}{r} 191,821 \\ (10 \%) \end{array}$ | $\begin{array}{r} (22,531) \\ (-1 \%) \end{array}$ | 88\% | 1,272,857 |
|  | Electronic Devices \& Components | $\begin{array}{r} 268,936 \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} 358,248 \\ (18 \%) \\ \hline \end{array}$ | $\begin{array}{r} (89,312) \\ (-4 \%) \\ \hline \end{array}$ | 75\% | 2,022,075 |
|  | Others | $\begin{array}{r} 116,217 \\ (6 \%) \\ \hline \end{array}$ | $\begin{array}{r} 127,920 \\ (6 \%) \\ \hline \end{array}$ | $\begin{array}{r} (11,703) \\ (-) \\ \hline \end{array}$ | 91\% | 873,812 |
|  | Total | $\begin{array}{r} 1,900,812 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} 1,971,367 \\ (100 \%) \\ \hline \end{array}$ | $(70,555)$ | 96\% | 14,291,820 |
|  | Eliminations | $(230,778)$ | $(240,266)$ | 9,488 | - | $(1,735,173)$ |
|  | Consolidated | ¥1,670,034 | $¥ 1,731,101$ | $¥(61,067)$ | 96\% | \$12,556,647 |
| Operating income (loss) | Information \& Communications Systems | \$26,507 | $¥ 27,534$ | $¥(1,027)$ | 96\% | \$199,301 |
|  | Social Infrastructure Systems | 37,540 | 44,780 | $(7,240)$ | 84\% | 282,255 |
|  | Power Systems | 19,576 | 404 | 19,172 | 4846\% | 147,188 |
|  | Digital Media | (899) | 7,182 | $(8,081)$ | - | $(6,760)$ |
|  | Home Appliances | (621) | 7,456 | $(8,077)$ | - | $(4,669)$ |
|  | Electronic Devices \& Components | $(36,109)$ | 851 | $(36,960)$ | - | $(271,496)$ |
|  | Others | 7,936 | 2,642 | 5,294 | 300\% | 59,669 |
|  | Total | 53,930 | 90,849 | $(36,919)$ | 59\% | 405,488 |
|  | Eliminations | 599 | (506) | 1,105 | - | 4,504 |
|  | Consolidated | ¥54,529 | $¥ 90,343$ | $¥(35,814)$ | 60\% | \$409,992 |

Notes:

1) Segment information is based on Japanese accounting standards.
2) Segment sales totals include intersegment transactions.
3) Certain reclassifications of previously reported amounts have been made to conform with current classifications.

## Geographic Segments Information

( $¥$ in millions, US\$ in thousands)

|  |  |  | Years | d March 3 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
|  | Japan | $\begin{array}{r} ¥ 4,716,351 \\ (68 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 5,173,243 \\ (70 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥(456,892) \\ (-2 \%) \\ \hline \end{array}$ | 91\% | \$35,461,286 |
|  | North America | $\begin{array}{r} 814,929 \\ (12 \%) \end{array}$ | $\begin{array}{r} 816,288 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} (1,359) \\ (1 \%) \\ \hline \end{array}$ | 100\% | \$6,127,286 |
|  | Asia | $\begin{array}{r} \hline 900,422 \\ (13 \%) \end{array}$ | $\begin{array}{r} 808,112 \\ (11 \%) \end{array}$ | $\begin{array}{r} \hline 92,310 \\ (2 \%) \end{array}$ | 111\% | \$6,770,090 |
| Net sales | Europe | $\begin{array}{r} \hline 439,115 \\ (6 \%) \\ \hline \end{array}$ | $\begin{array}{r} 498,990 \\ (7 \%) \end{array}$ | $\begin{array}{r} (59,875) \\ (-1 \%) \end{array}$ | 88\% | \$3,301,616 |
| total sales) | Other | $\begin{array}{r} 57,614 \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 53,478 \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 4,136 \\ (-) \\ \hline \end{array}$ | 108\% | \$433,188 |
|  | Total | $\begin{array}{r} \hline 6,928,431 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 7,350,111 \\ (100 \%) \\ \hline \end{array}$ | $(421,680)$ | 94\% | \$52,093,466 |
|  | Eliminations | $(1,534,398)$ | $(1,398,754)$ | $(135,644)$ | - | (11,536,827) |
|  | Consolidated | $¥ 5,394,033$ | $¥ 5,951,357$ | $¥(557,324)$ | 91\% | \$40,556,639 |
|  | Japan | $¥(166,231)$ | $¥ 193,258$ | $¥(359,489)$ | - | \$(1,249,857) |
|  | North America | 19,189 | 6,642 | 12,547 | 289\% | 144,278 |
|  | Asia | 22,844 | 31,246 | $(8,402)$ | 73\% | 171,760 |
| Operating | Europe | (128) | 5,493 | $(5,621)$ | - | (962) |
| (loss) | Other | 14 | 655 | (641) | 2\% | 105 |
|  | Total | $(124,312)$ | 237,294 | $(361,606)$ | - | $(934,676)$ |
|  | Eliminations | 10,737 | $(5,161)$ | 15,898 | - | 80,729 |
|  | Consolidated | $¥(113,575)$ | $¥ 232,133$ | $¥(345,708)$ | - | \$(853,947) |

Notes:

1) Segment information is based on Japanese accounting standards.
2) Segment sales totals include intersegment transactions.
3) Certain reclassifications of previously reported amounts have been made to conform with current classifications.

## Net Sales by Region

1. Fiscal Year ended March 31
( $¥$ in millions, US\$ in thousands)

|  |  | Years ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Japan |  | $\begin{array}{r} \ddagger 3,340,491 \\ (62 \%) \end{array}$ | $\begin{array}{r} ¥ 3,753,052 \\ (63 \%) \end{array}$ | $\begin{array}{r} ¥(412,561) \\ (-1 \%) \\ \hline \end{array}$ | 89\% | \$25,116,474 |
| Overseas |  | $\begin{array}{r} 2,053,542 \\ (38 \%) \end{array}$ | $\begin{array}{r} \hline 2,198,305 \\ (37 \%) \end{array}$ | $\begin{array}{r} \hline(144,763) \\ (1 \%) \end{array}$ | 93\% | 15,440,165 |
|  | North America | $\begin{array}{r} 825,902 \\ (15 \%) \end{array}$ | $\begin{array}{r} 828,671 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline(2,769) \\ (1 \%) \end{array}$ | 100\% | 6,209,789 |
|  | Asia | $\begin{array}{r} 659,820 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 728,969 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline(69,149) \\ (-) \end{array}$ | 91\% | 4,961,053 |
|  | Europe | $\begin{array}{r} \hline 453,093 \\ (9 \%) \end{array}$ | $\begin{array}{r} \hline 519,186 \\ (9 \%) \end{array}$ | $\begin{array}{r} \hline(66,093) \\ (-) \end{array}$ | 87\% | 3,406,714 |
|  | Other | $\begin{array}{r} 114,727 \\ (2 \%) \end{array}$ | $\begin{array}{r} 121,479 \\ (2 \%) \end{array}$ | $\begin{array}{r} \hline(6,752) \\ (-) \end{array}$ | 94\% | 862,609 |
| Net Sales |  | $\begin{array}{r} \hline ¥ 5,394,033 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 5,951,357 \\ (100 \%) \end{array}$ | $¥(557,324)$ | 91\% | \$40,556,639 |

2. Fourth Quarter ended March 31 (Unaudited)
( $¥$ in millions, US\$ in thousands)


Notes:

1) Segment information is based on Japanese accounting standards.
2) Net sales by region are determined based upon the locations of the customers.

## Toshiba Corporation

## Non-Consolidated Financial Statements

For Fiscal Year 2001 (April 1,2001 to March 31,2002)

## Outline

|  | Years ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Sales | ¥3,196,896 | $¥ 3,678,977$ | $¥(482,081)$ | 87\% | \$24,036,812 |
| Recurring profit(loss) | $(231,816)$ | 95,327 | $(327,143)$ | - | $(1,742,977)$ |
| Net income (loss) after taxes | $(260,332)$ | 26,411 | $(286,743)$ | - | $(1,957,383)$ |
| Net income (loss) per share* | ¥ (80.87) | $¥ 8.20$ | $¥(89.07)$ | - | \$(0.61) |
| Dividend per share* | ¥0.00 | $¥ 10.00$ | $¥(10.00)$ | - | \$0.00 |

[^0]
## Comparative Non-Consolidated Statements of Income And Retained Earnings

( $¥$ in millions, US\$ in thousands)


Comparative Non-Consolidated Appropriation Plan
for Unappropriated Retained Earnings
( $¥$ in millions, US\$ in thousands)

|  | Years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2002 (A) | 2001 (B) | (A)-(B) | 2002 |
| Unappropriated retained earnings for the period | $\ddagger(\mathbf{2 2 1 , 2 1 0})$ | ¥54,188 | $¥(275,398)$ | \$(1,663,233) |
| Transfer from deferral of gains on sales of property | 179 | 975 | (796) | 1,346 |
| Transfer from special depreciation reserve | 1 | 25 | (24) | 8 |
| Transfer from reserves of program | 59 | 26 | 33 | 444 |
| Transfer from general reserves | 186,055 | 0 | 186,055 | 1,398,910 |
| Transfer from reserve for research fund | 3,760 | 0 | 3,760 | 28,271 |
| Transfer from reserve for interim cash dividend | 18,000 | 0 | 18,000 | 135,338 |
| Total | $(13,155)$ | 55,216 | $(68,371)$ | $(98,910)$ |
| Appropriations are made as follows: |  |  |  |  |
| Legal (profit) reserve | 0 | - | - | 0 |
| Dividend | 0 | 16,095 | $(16,095)$ | 0 |
|  |  | ( $¥ 5$ per share) |  |  |
| Balance carried forward | ¥ $(13,155)$ | $¥ 39,121$ | $¥(52,276)$ | \$(98,910) |

Comparative Non-Consolidated Balance Sheets

| ( $¥$ in millions, US\$ in thousands) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31,2002 <br> (A) | Mar.31,2001 <br> (B) | (A)-(B) | Mar. 31,2002 |
| Assets |  |  |  |  |
| Current assets | ¥1,303,471 | ¥1,520,717 | $¥(217,246)$ | \$9,800,534 |
| Fixed assets | 1,835,674 | 1,796,877 | 38,797 | 13,802,060 |
| (Tangible fixed assets) | 585,169 | 674,017 | $(88,848)$ | 4,399,767 |
| (Intangible fixed assets) | 43,986 | 39,856 | 4,130 | 330,722 |
| (Investments \& others) | 1,206,518 | 1,083,002 | 123,516 | 9,071,564 |
| Total assets | 3,139,145 | 3,317,594 | $(178,449)$ | 23,602,594 |
| Liabilities |  |  |  |  |
| Current liabilities | 1,616,101 | 1,413,048 | 203,053 | 12,151,135 |
| Long-term liabilities | 883,845 | 982,540 | $(98,695)$ | 6,645,451 |
| Total liabilities | 2,499,947 | 2,395,588 | 104,359 | 18,796,594 |
| Capital |  |  |  |  |
| Capital stock | 274,926 | 274,921 | 5 | 2,067,113 |
| Legal reserve | 331,381 | 331,376 | 5 | 2,491,586 |
| Retained earnings | 528 | 276,956 | $(276,428)$ | 3,970 |
| (Unappropriated retained earnings for the period) | $(221,210)$ | 54,188 | $(275,398)$ | $(1,663,233)$ |
| (Included net income (loss) for the period) | $(260,332)$ | 26,411 | $(286,743)$ | $(1,957,383)$ |
| Unrealized gains on revaluation, net of tax effect | 32,474 | 38,751 | $(6,277)$ | 244,165 |
| Treasury stock | (111) |  | (111) | (835) |
| Total capital | 639,198 | 922,006 | $(282,808)$ | 4,806,000 |
| Total liabilities \& capital | ¥3,139,145 | $¥ 3,317,594$ | $¥(178,449)$ | \$23,602,594 |

## Accounting Policy

1. Method of valuation of securities

Marketable securities are valued at the market value by the moving average method.
2. Method of valuation of inventories

Finished and semi-finished products are valued at original cost based on the specific identification method, or at lower-of -cost-or-market method based on the moving average method. Work-in-process is valued at original cost based on the specific identification method, or at lower-of -cost-or-market method based on the weighted average method. Raw materials are valued at original cost or lower-of-cost-or-market method, based on the moving average method.
Although original cost method had been applied, we have adopted lower-of-cost-or-market method as the valuation method of inventories of mass products from this period.Due to this change, the operating income, the recurring profit and income before taxes decreased by $¥ 9,660$ million.
3. Method of depreciation for tangible fixed assets

Method of depreciation for tangible fixed assets is the declining balance method. However, for buildings acquired on or after April 1, 1998(excluding appurtenant equipment), the straight-line method is applied. For example, the depreciable lives of buildings and structures are 3 to 50 years, and the lives of machines and equipments are 3 to 18 years.
4. The percentage-of-completion method is applied for long term construction work contracts ( 2 years or longer and $¥ 5$ billion or more).
Although the percentage-of-completion method had been applied only to the long term contract whose constraction period had been 2 years or longer and whose contract amount had been $¥ 15$ billion or larger, the method has also been applied to new long term contracts in this period which has 2 years or longer construction period and $¥ 5$ billion or larger amount of contracts. The resulting differrence from this change is nominal.

* Forward-looking Statement

This announcement contains forward-looking statements concerning Toshiba's future plans, strategies and performance. These forward-looking statements are not historical facts, rather they represent assumptions and beliefs based on economic, financial and competitive data currently available. Furthermore, they are subject to a number of risks and uncertainties that, without limitation, relate to economic conditions, worldwide mega-competition in the electronics business, customer demand, foreign currency exchange rates, tax rules, regulations and other factors. Toshiba therefore, wishes to caution that actual results may differ materially from our expectations.

## Supplementary Data for FY01 Consolidated <br> \& Non-Consolidated Business Results

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Toshiba Corporation

## 1. Outline

(billion yen)

|  | FY97 | FY98 | FY99 | FY00 | FY01 | FY02(est.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 5,458.5 | 5,300.9 | 5,749.4 | 5,951.4 | 5,394.0 | 5,850.0 |
| YoY | 99\% | 97\% | 108\% | 104\% | 91\% | 108\% |
| Operating Income (Loss) | 82.3 | 30.5 | 101.0 | 232.1 | -113.6 | 130.0 |
| YoY | 42\% | 37\% | 331\% | 230\% |  |  |
| Income (Loss) Before Income Taxes and Minority Interest | 18.7 | 11.2 | -44.8 | 188.1 | -376.7 | 40.0 |
| YoY | 15\% | 60\% |  |  |  |  |
| Net Income (Loss) | 14.7 | -9.1 | -32.9 | 96.2 | -254.0 | 23.0 |
| YoY | 22\% |  |  | - |  |  |
| Earnings Per Share (yen) | 4.57 | -2.83 | -10.22 | 29.88 | -78.91 | 7.15 |
| No.of Consolidated Companies, including Toshiba Corp. | 307 | 322 | 322 | 324 | 330 |  |
| No.of Employees | 186,000 | 198,000 | 190,870 | 188,042 | 176,398 |  |
| Japan | - | - | - | 143,444 | 131,161 |  |
| Overseas |  |  |  | 44,598 | 45,237 |  |
| Financial Balance | -32.5 | -31.3 | -21.5 | -22.9 | -15.2 |  |

Note : The company has adopted Statement of Financial Accounting Standards(SFAS)No.115, "Accounting for Certain Investments in Debt and Equity Securities", for the fiscal year beginning April 1, 2000. Financial statements for the prior period have been restated to conform with SFAS No. 115.

## 2-1. Sales by Industry Segment

| (billion yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY99 | FY00 | FY01 | FY02(est.) |
| Info./Comm. Sys. | 985.7 | 972.0 | 956.7 | 980.0 |
| YoY | - | 99\% | 98\% | 102\% |
| Ratio | 15\% | 14\% | 16\% | 15\% |
| Social Infra. Sys. | 967.8 | 975.1 | 955.3 | 970.0 |
| YoY | - | 101\% | 98\% | 102\% |
| Ratio | 15\% | 14\% | 16\% | 14\% |
| Power Systems | 570.7 | 582.7 | 579.6 | 520.0 |
| YoY | - | 102\% | 99\% | 90\% |
| Ratio | 9\% | 9\% | 9\% | 8\% |
| Digital Media | 1,434.6 | 1,486.4 | 1,468.6 | 1,720.0 |
| YoY | - | 104\% | 99\% | 117\% |
| Ratio | 22\% | 22\% | 24\% | 26\% |
| Home Appliances | 659.9 | 708.3 | 680.7 | 710.0 |
| YoY | - | 107\% | 96\% | 104\% |
| Ratio | 10\% | 11\% | 11\% | 11\% |
| Elec. Dev. \& Components | 1,373.2 | 1,551.3 | 1,074.8 | 1,290.0 |
| YoY | - | 113\% | 69\% | 120\% |
| Ratio | 21\% | 23\% | 17\% | 19\% |
| Others | 477.0 | 468.3 | 426.4 | 460.0 |
| YoY | - | 98\% | 91\% | 108\% |
| Ratio | 8\% | 7\% | 7\% | 7\% |
| Total | 6,468.9 | 6,744.1 | 6,142.1 | 6,650.0 |
| Elimination | -719.5 | -792.7 | -748.1 | -800.0 |
| Total | 5,749.4 | 5,951.4 | 5,394.0 | 5,850.0 |
| YoY | 108\% | 104\% | 91\% | 108\% |

The figures for FY99 and FY00 have been reclassified to conform with the current classification.

## 2-2. Sales by Geographic Segment

(billion yen)

|  | FY99 | FY00 | FY01 |
| :--- | ---: | ---: | ---: |
| Japan | $4,940.1$ | $5,173.2$ | $4,716.4$ |
| North America | 869.9 | 816.3 | 814.9 |
| Asia | 743.9 | 808.1 | 900.4 |
| Europe | 517.2 | 499.0 | 439.1 |
| Other | 63.0 | 53.5 | 57.6 |
| Elimination | $-1,384.7$ | $-1,398.7$ | $-1,534.4$ |
| Total | $5,749.4$ | $5,951.4$ | $5,394.0$ |

[^1]
## 3-1. Overseas Sales by Industry Segment

(billion yen)

|  | FY99 | FY00 | FY01 |
| :---: | :---: | :---: | :---: |
| Info./Comm. Sys. | 200.6 | 229.8 | 237.2 |
| Ratio | 9\% | 10\% | 12\% |
| Social Infra. Sys. | 132.4 | 161.0 | 176.0 |
| Ratio | 6\% | 7\% | 9\% |
| Power Systems | 42.6 | 73.1 | 119.6 |
| Ratio | 2\% | 3\% | 6\% |
| Digital Media | 1,037.1 | 963.6 | 971.0 |
| Ratio | 46\% | 44\% | 47\% |
| Home Appliances | 34.1 | 39.9 | 45.2 |
| Ratio | 2\% | 2\% | 2\% |
| Elec. Dev. \& Components | 744.0 | 675.5 | 442.3 |
| Ratio | 33\% | 31\% | 21\% |
| Others | 44.5 | 55.4 | 62.2 |
| Ratio | 2\% | 3\% | 3\% |
| Total | 2,235.3 | 2,198.3 | 2,053.5 |
| Export Ratio | 39\% | 37\% | 38\% |

The figures for FY99 and FY00 have been reclassified to conform with the current classification.

## 3-2. Overseas Sales by Region

(billion yen)

|  | FY99 | FY00 | FY01 |
| :--- | ---: | ---: | ---: |
| North America | 906.2 | 828.7 | 825.9 |
| Ratio | $41 \%$ | $38 \%$ | $40 \%$ |
| Asia | 636.3 | 729.0 | 659.8 |
| Ratio | $28 \%$ | $33 \%$ | $32 \%$ |
| Europe | 546.6 | 519.2 | 453.1 |
| Ratio | $24 \%$ | $24 \%$ | $22 \%$ |
| Other | 146.2 | 121.4 | 114.7 |
| Ratio | $7 \%$ | $5 \%$ | $6 \%$ |
| Total | $2,235.3$ | $2,198.3$ | $2,053.5$ |

## 4. Operating Income by Industry Segment

| (billion yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY99 | FY00 | FY01 | FY02(est.) |
| Info./Comm. Sys. | 24.1 | 23.7 | 9.7 | 17.0 |
| YoY | - | 99\% | 41\% | 176\% |
| Social Infra. Sys. | 16.4 | 9.3 | 13.6 | 21.0 |
| YoY | - | 57\% | 146\% | 154\% |
| Power Systems | 9.3 | 17.5 | 26.8 | 26.0 |
| YoY | - | 187\% | 154\% | 97\% |
| Digital Media | 46.0 | 18.0 | -14.9 | 19.0 |
| YoY | - | 39\% | - |  |
| Home Appliances | 5.4 | 18.4 | 11.4 | 18.0 |
| YoY | - | 344\% | 62\% | 158\% |
| Elec. Dev. \& Components | -23.5 | 116.4 | -176.3 | 15.0 |
| YoY | - | - | - |  |
| Others | 26.7 | 27.2 | 15.3 | 14.0 |
| YoY | - | 102\% | 56\% | 91\% |
| Elimination | -3.4 | 1.6 | 0.8 | 0.0 |
| Total | 101.0 | 232.1 | -113.6 | 130.0 |
| YoY | 331\% | 230\% |  |  |

The figures for FY99 and FY00 have been reclassified to conform with the current classification.

## 5. Yen-Dollar Exchange Rate (Average)

Consolidated/Non-Consolidated

|  | FY97 | FY98 | FY99 | FY00 | FY01 | FY02(est.) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales Rate(Yen) | 122 | 130 | 111 | 109 | 126 | 130 |
| Settlement Rate(Yen) | 119 | 130 | $*$ | 108 | 124 | 130 |

* Consolidated ; 111Yen

Non-Consolidated; 112 Yen

## 6. Capital Expenditure, Depreciation and R\&D Expenditure

(billion yen)

|  | FY97 | FY98 | FY99 | FY00 | FY01 | FY02(est.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cap.Ex (Commitment basis) | 339.6 | 375.5 | 239.0 | 413.0 | 192.0 | 194.0 |
| \% to Sales | 6.2\% | 7.1\% | 4.2\% | 6.9\% | 3.6\% | 3.3\% |
| YoY | 100\% | 111\% | - | - | 46\% | 101\% |
| Depreciation | 291.4 | 309.8 | 329.6 | 339.8 | 326.2 | 270.0 |
| \% to Sales | 5.3\% | 5.8\% | 5.7\% | 5.7\% | 6.0\% | 4.6\% |
| YoY | 115\% | 106\% | 106\% |  | 96\% | 83\% |
| R\&D Ex | 322.9 | 316.7 | 334.4 | 327.9 | 326.2 | 330.0 |
| \% to Sales | 5.9\% | 6.0\% | 5.8\% | 5.5\% | 6.0\% | 5.6\% |
| YoY | 97\% | 98\% | 106\% | 98\% | 99\% | 101\% |

* Cap.Ex had been recorded on a Completed - Contract Method until FY98.

Cap.Ex includes software contracts FY00 and later.

## 7. Overseas Production

(billion yen)

|  | FY97 | FY98 | FY99 | FY00 | FY01 |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Overseas Production | 940.0 | $1,040.0$ | 980.0 | $1,040.0$ | $1,050.0$ |
| YoY | $103 \%$ | $111 \%$ | $94 \%$ | $106 \%$ | $101 \%$ |

## 8. Personal Computer Sales and Shipment

1) Sales

|  | (billion yen) |  |  |
| :--- | ---: | ---: | ---: |
| Sales | FY00 | FY01 | FY02(forecast) |
|  | YoY | 710.0 | 610.0 |
| 740.0 |  |  |  |


| 2) Shipment |  | (thousand units) |  |
| :---: | :---: | :---: | :---: |
|  | FY00 | FY01 | FY02(forecast) |
| Japan | 1,000 | 900 | 1,000 |
| YoY | 125\% | 90\% | 111\% |
| Overseas | 2,700 | 2,350 | 2,800 |
| YoY | 100\% | 87\% | 119\% |
| Total | 3,700 | 3,250 | 3,800 |
| YoY | 106\% | 88\% | 117\% |

## 9. Cellular Phone Sales and Shipment

1) Sales
(billion yen)

|  | FY00 | FY01 | FY02(forecast) |
| :--- | ---: | ---: | ---: |
| Sales | 205.0 | 192.0 | 250.0 |
|  | YoY | - | $94 \%$ |


| 2) Shipment |  | (thousand units) |  |
| :---: | :---: | :---: | :---: |
|  | FY00 | FY01 | FY02(forecast) |
| Japan | 3,300 | 3,300 | 3,300 |
| YoY | 132\% | 100\% | 100\% |
| Overseas | 4,800 | 2,750 | 4,500 |
| YoY | 146\% | 57\% | 164\% |
| Others | 900 | 300 | 300 |
| YoY | 113\% | 33\% | 100\% |
| Total | 9,000 | 6,350 | 8,100 |
| YoY | 138\% | 71\% | 128\% |

## Product Configuration \& Production Level of Major Products

1) Sales and Capital Expenditure(Commitment Basis)
(Billion Yen)

|  |  | FY00 | FY01 |  | Total | FY02 |  | Total (forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 01A | 01B | 02A |  | 02B |  |
| Sales |  |  | 1,100 | 375 | 350 | 725 | 363 | 392 | 755 |
|  | Y o Y | 118\% | 65\% | 67\% | 66\% | 97\% | 112\% | 104\% |

* Capital Expenditure FY01: 50 Billion Yen, FY02: 55 Billion Yen(forecast)

2) Product Configuration (\%)

|  | FY00 | FY01 | FY02 <br> (forecast) |
| :--- | ---: | ---: | ---: |
| Discrete | 24 | 28 | 27 |
| System LSI | 43 | 51 | 52 |
| Memory | 33 | 21 | 21 |

3) Production Level of Major Products

NAND Flash Memory Production
(Million units per month)

|  | Jun'01 | Sept'01 | Dec'01 | Mar'02 | Jun'02 <br> (forecast) | Sept'02 <br> (forecast) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| 64 M | 1.50 | 1.60 | 1.00 | 1.00 | 1.50 | 2.00 |
| 128 M | 0.50 | 1.00 | 0.50 | 0.50 | 0.90 | 1.40 |
| 256 M | 0.50 | 0.50 | 0.50 | 0.40 | 0.50 | 0.85 |
| 512 M | 0.50 | 0.60 | 0.50 | 0.80 | 1.00 | 0.90 |
| 1G | 0.06 | 0.10 | 0.10 | 0.15 | 0.15 | 0.50 |
| 64 M Equivalent Total | 9.50 | 12.00 | 9.60 | 12.40 | 15.70 | 23.40 |

DRAM Production
(Million units per month)

|  | Jun'01 | Sept'01 | Dec'01 $^{\prime}$ | Mar'02 |
| :--- | ---: | ---: | ---: | ---: |
| 64 M | 1.00 | 1.00 | 0.00 | 0.00 |
| 128 M | 3.00 | 1.00 | 1.00 | 1.00 |
| 256 M | 1.50 | 2.00 | 2.50 | 1.50 |
| $128 / 144 \mathrm{MR}$ | 4.00 | 4.00 | 3.20 | 3.30 |
| $256 / 288 \mathrm{MR}$ | 1.00 | 2.00 | 0.40 | 0.60 |
| 128 M Equivalent Total | 12.50 | 13.50 | 10.00 | 8.50 |

## 11. LCD Sales and Capital Expenditure (Commitment basis)

|  |  |  |  |
| :--- | ---: | ---: | ---: |
|  |  | FY00* | FY01* |
| (billion yen) |  |  |  |
| FY02\# |  |  |  |
| (forecast) |  |  |  |$|$

[^2]
## 12. Outline

(billion yen)

|  | FY97 | FY98 | FY99 | FY00 | FY01 | FY02(est.) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net Sales | $3,699.9$ | $3,407.6$ | $3,505.3$ | $3,678.9$ | $3,196.8$ | $3,250.0$ |
| YoY | $97 \%$ | $92 \%$ | $103 \%$ | $105 \%$ | $87 \%$ | $102 \%$ |
| Operating Income (Loss) | 47.1 | 14.6 | 34.3 | 125.8 | -196.7 | 55.0 |
| YoY | $34 \%$ | $31 \%$ | $234 \%$ | $367 \%$ | - | -1 |
| Recurring Profit (Loss) | 38.6 | 4.9 | 16.2 | 95.3 | -231.8 | 30.0 |
| YoY | $40 \%$ | $13 \%$ | $331 \%$ | $586 \%$ | - | - |
| Net Income (Loss) | 33.0 | -15.5 | -244.5 | 26.4 | -260.3 | 6.0 |
| $\quad$ YoY | $55 \%$ | - | - | - | - | - |
| Earnings Per Share (yen) | 10.27 | -4.84 | -75.96 | 8.20 | -80.87 | 1.86 |
| No.of Employees | 66,471 | 63,328 | 57,561 | 53,202 | 45,649 | - |
| Financial Balance | 21.5 | 18.6 | 8.6 | 18.4 | 12.3 | 15.1 |

## 13. Sales by Industry Segment

| (billion yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY99 | FY00 | FY01 | FY02(est.) |
| Info./Comm. Sys. | 360.4 | 379.0 | 323.0 | 340.0 |
| YoY | - | 105\% | 85\% | 105\% |
| Ratio | 10\% | 10\% | 10\% | 10\% |
| Social Infra. Sys. | 595.9 | 533.9 | 472.5 | 470.0 |
| YoY | - | 90\% | 89\% | 99\% |
| Ratio | 17\% | 14\% | 15\% | 15\% |
| Power Systems | 511.8 | 536.2 | 515.0 | 425.0 |
| YoY | - | 105\% | 96\% | 83\% |
| Ratio | 15\% | 15\% | 16\% | 13\% |
| Digital Media | 814.2 | 873.4 | 954.8 | 1,140.0 |
| YoY | - | 107\% | 109\% | 119\% |
| Ratio | 23\% | 24\% | 30\% | 35\% |
| Home Appliances | 140.1 | 145.8 | 129.3 | 145.0 |
| YoY | - | 104\% | 89\% | 112\% |
| Ratio | 4\% | 4\% | 4\% | 4\% |
| Elec.Dev.\& Components | 1,082.6 | 1,210.4 | 802.1 | 730.0 |
| YoY | - | 112\% | 66\% | 91\% |
| Ratio | 31\% | 33\% | 25\% | 23\% |
| Total | 3,505.3 | 3,678.9 | 3,196.8 | 3,250.0 |
| YoY | 103\% | 105\% | 87\% | 102\% |

The figures for FY99 and FY00 have been reclassified to conform with the current classification.

## 14-1. Export Sales by Industry Segment

(billion yen)

|  | FY00 | FY01 |
| :---: | :---: | :---: |
| Info./Comm. Sys. | 42.7 | 31.2 |
| YoY | - | 73\% |
| Social Infra. Sys. | 89.7 | 86.0 |
| YoY | - | 96\% |
| Power Systems | 56.4 | 102.7 |
| YoY | - | 182\% |
| Digital Media | 495.8 | 568.9 |
| YoY | - | 115\% |
| Home Appliances | 3.1 | 2.5 |
| YoY | - | 80\% |
| Elec.Dev.\& Components | 575.9 | 364.7 |
| YoY | - | 63\% |
| Total | 1,263.9 | 1,156.2 |
| Export Ratio | 34\% | 36\% |

The figures for FY00 have been reclassified to conform with the current classification.

## 14-2. Export Sales by Region

(billion yen)

|  | FY00 | FY01 |
| :---: | :---: | :---: |
| North America | 425.1 | 387.8 |
| Ratio | 33\% | 34\% |
| Asia | 530.8 | 501.8 |
| Ratio | 42\% | 43\% |
| Europe | 223.5 | 190.4 |
| Ratio | 18\% | 17\% |
| Other | 84.4 | 76.1 |
| Ratio | 7\% | 6\% |
| Total | 1,263.9 | 1,156.2 |

## 15.Orders Received

| (billion yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY99 | FY00 | FY01 | Orders <br> Received at the end of FYO1 |
| Info./Comm. Sys. | 321.9 | 324.6 | 327.4 | 96.4 |
| YoY | - | 101\% | 101\% | - |
| Ratio | 9\% | 9\% | 11\% |  |
| Social Infra. Sys. | 599.0 | 627.0 | 470.2 | 306.0 |
| YoY | - | 105\% | 75\% | - |
| Ratio | 16\% | 18\% | 15\% |  |
| Power Systems | 635.6 | 345.1 | 402.0 | 769.5 |
| YoY | - | 54\% | 116\% | - |
| Ratio | 18\% | 10\% | 13\% |  |
| Digital Media | 815.7 | 878.1 | 951.0 | 18.5 |
| YoY | - | 108\% | 108\% |  |
| Ratio | 23\% | 25\% | 31\% |  |
| Home Appliances | 140.1 | 145.8 | 129.3 | 0.0 |
| YoY | - | 104\% | 89\% |  |
| Ratio | 4\% | 4\% | 4\% |  |
| Elec.Dev.\& Components | 1,082.6 | 1,210.4 | 802.1 | 0.0 |
| YoY | - | 112\% | 66\% |  |
| Ratio | 30\% | 34\% | 26\% | $\square$ |
| Total | 3,595.1 | 3,531.3 | 3,082.3 | 1,190.6 |
| YoY | 107\% | 98\% | 87\% | , |
| Exports | 1,298.7 | 1,328.9 | 1,200.4 |  |
| YoY | 103\% | 102\% | 90\% |  |
| Ratio | 36\% | 38\% | 39\% | - |

The figures for FY99 and FY00 have been reclassified to conform with the current classification.

## 16. Capital Expenditure, Depreciation and R\&D Expenditure

|  | FY97 | FY98 | FY99 | FY00 | FY01 | FY02(est.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cap.Ex (Commitment basis) | 234.1 | 136.8 | 122.7 | 221.9 | 95.6 | 100.0 |
| \% to Sales | 6.3\% | 4.0\% | 3.5\% | 6.0\% | 3.0\% | 3.1\% |
| YoY | 130\% | 58\% | - | - | 43\% | 105\% |
| Depreciation | 169.9 | 190.1 | 200.6 | 177.7 | 190.5 | 130.0 |
| \% to Sales | 4.6\% | 5.6\% | 5.7\% | 4.8\% | 6.0\% | 4.0\% |
| YoY | 109\% | 112\% | 106\% | 89\% | 107\% | 68\% |
| R\&D Ex | 292.9 | 276.9 | 272.6 | 263.7 | 270.0 | 270.0 |
| \% to Sales | 7.9\% | 8.1\% | 7.8\% | 7.2\% | 8.4\% | 8.3\% |
| YoY | 97\% | 95\% | 98\% | 97\% | 102\% | 100\% |

* Cap.Ex includes software contracts FY00 and later.


## © Forward-looking Statement

This contains forward-looking statements concerning Toshiba's future plans, strategies and performance.
These forward-looking statements are not historical facts, rather they represent assumptions and beliefs based
on economic, financial and competitive data currently available. Furthermore, they are subject to a number of
risks and uncertainties that, without limitation, relate to economic conditions, worldwide mega-competition in
the electronics business, customer demand, foreign currency exchange rates, tax rules, regulations and other
factors. Toshiba therefore, wishes to caution that actual results may differ materially from our expectations.


[^0]:    Notes:The U.S.dollar is valued at $¥ 133$ throughout this statement for convenience only.

[^1]:    The figures for FY99 and FY00 have been reclassified to conform with the current classification.

[^2]:    *: Toshiba results only
    \#: Sales \& Capex of
    Toshiba Matsushita Display Technology

