## Toshiba Announces Consolidated and Non-Consolidated Results for First Half of Fiscal Year to March 2002

TOKYO--Toshiba Corporation today announced its consolidated and non-consolidated results for the first half of fiscal year 2001.

## 1) General Overview for First Half of Fiscal Year 2001

In the first half of fiscal year 2001, Toshiba and its consolidated group companies experienced a larger than anticipated decline in sales and profit. This resulted from the sharp downturn in the US economy at the end of 2000, subsequent sluggish demand in the global IT business, and an unexpected falling away in demand for electronic devices, such as semiconductors for digital products.

## Consolidated Results

Consolidated net sales decreased 11 percent over the same period a year ago, to $2,510.7$ billion yen (approximately US\$21,098 million), reflecting a major fall in demand for electronics devices, including semiconductors and LCDs for IT-related products, and lower sales of digital consumer products, including sales of PCs in overseas markets, where IT-related investment stalled even as sales prices declined.

Net income was minus 123.1 billion yen (minus US $\$ 1,035$ million). There were improvements in Social Infrastructure Systems, in Power Systems and in Home Appliances. Electronic Devices \& Components, particularly semiconductors, saw performance undermined by sales declines and price erosion.

## Non-consolidated Results

Non-consolidated results saw net sales decrease by 17 percent over the same period a year ago, to $1,448.8$ billion yen (US $\$ 12,175$ million). This result reflected lower sales in electronic devices and power systems and the spin-off of the elevator and escalator business. Recurring profit (loss) decreased to minus 124.4 billion yen (minus US $\$ 1,045$ million). Extraordinary losses from restructuring and the devaluation of marketable securities resulted in net income (loss) of minus 101.4 billion yen (minus US\$852 million).

## 2) Cash Flows

Despite a greater emphasis on autonomous management of the in-house companies, cash flows worsened. Net cash provided by operating activities was 113.9 billion yen (US\$958 million) while cash outflows for investments were 166.4 billion yen (US $\$ 1,399$ million), an overall decrease in free cash flow of 52.5 billion yen (US $\$ 441$ million).

## 3) Breakdown of FY 2001 First Half Consolidated Results by Industry Segment Sales

 At the start of the first half of FY2001, Information \& Communications and Industrial Systems was reorganized into two new segments, Information \& Communications Systems and Social Infrastructure Systems.Sales of Information \& Communications Systems increased 2 percent over the same period a year ago, to 439.9 billion yen (US $\$ 3,697$ million). Robust growth in the system integration business overcame a decline in communications systems equipment.

Sales of Social Infrastructure Systems increased 1 percent over the same period a year ago, to 387.1 billion yen (US\$3,253 million). Increased sales of medical equipment made up for a decline in social infrastructure systems, including elevators and escalators, resulting from decreased investment in both the public and private sectors.

Power Systems decreased 9 percent over the same period a year ago, to 260.3 billion yen (US $\$ 2,187$ million). Sales of both nuclear energy and thermal power plants were affected by restrained investment.

Digital Media sales decreased 7 percent year on year, to 675.5 billion yen (US\$5,677 million). While falling prices hit all business sectors, sales of PCs in overseas markets fell with the end of the current cycle of IT investment, demand for DVD players slowed, and sales of cellular phones fell back in the US. PC peripherals recorded growth, and there was growing demand for color TVs in overseas markets and for cellular phones in Japan.

In Home Appliances, total sales increased 4 percent over the same period a year ago, to 350.5 billion yen (US $\$ 2,945$ million). Success in introducing competitive, differentiated products, including vacuum cleaners, air purifiers and air conditioners, brought growth, even in the domestic downturn. Sales were also boosted as Harison Toshiba Lighting Corporation became a consolidated subsidiary.

Electronic Devices \& Components recorded a decline of 33 percent over the same period a year ago, to 546.7 billion yen (US\$4,594 million). Sluggish demand and price
erosion in DRAMs, system LSIs, discrete devices and LCDs reflected a heavy fall in demand for digital consumer products.

Others decreased 10 percent over the same period a year ago, to 208.5 billion yen (US\$ 1,752 million).

## Operating Income

Information \& Communications Systems saw income decline by 4.8 billion yen over the same period a year ago, to minus 2.7 billion yen (minus US $\$ 22$ million). This was due to increases in the cost of software development.

Social Infrastructure Systems improved 4.3 billion yen over the same period a year ago, to minus 15.2 billion yen (minus US $\$ 128$ million).

Power Systems increased 33 percent over the same period a year ago, to 9.2 billion yen (US $\$ 77$ million), as a reinforced business structure improved operating efficiency.

Digital Media declined 26.3 billion yen over the same period a year ago, to minus 11.1 billion yen (minus US $\$ 93$ million). This reflected severe price competition in the global PC market.

In Home Appliances, operating income improved by 3.9 billion yen to reach 9.6 billion yen (US\$80 million).

Electronic Devices \& Components saw a decline of 174.1 billion yen over the same period a year ago, to minus 93.6 billion yen (minus US $\$ 787$ million), due to the price erosion and falling demand for semiconductors and LCDs.

Others decreased 8.9 billion yen over the same period a year ago, to 4.8 billion yen (US\$41 million).

## Dividend per share

Toshiba has cancelled its interim dividend, which was set at 5 yen per share in the same term of the previous year.

## Other Notable Events of FY2001 First Half

- March 2001: Toshiba and International Fuel Cells (IFC) established a joint venture company in the fuel cell business which started operation in April.
- April 2001: Toshiba and NEC Corporation established a joint venture company on space business.
- May 2001: Toshiba and Matsushita Electric Industrial Co., Ltd. established a Singapore-based manufacturing joint venture for low-temperature polysilicon TFT LCD panels.
- June 2001: Toshiba, Accenture and Oracle Corporation Japan established a joint venture company to provide solution services ranging from an ERP (enterprise resource planning) system-based consulting service to a system integration service. It started operation in August.
- August 2001: Toshiba introduced its "01 Action Plan," a series of measures that will strengthen business operations in the current downturn and support Toshiba in attaining the mid-term business plan announced earlier this year.
- August 2001: Toshiba decided to separate the e-Solution Company's engineering division and unify it with three engineering subsidiaries in Toshiba IT-Solutions Corporation in October 2001.
- Toshiba and IBM Corporation cancelled their manufacturing joint venture for LCDs. Under the name TFPD Corporation, the company as a wholly owned Toshiba subsidiary started production in September 2001.


## Forecast for FY2001

## Overall forecast for financial results, including production, sales and profit

Toshiba forecasts unfavorable overseas markets in the second half of the fiscal year as IT-related demand remains weak and the world situation remains uncertain in the aftermath of the terrorist attacks in the United States. In the domestic market, demand will continue to be slow in IT-related products, digital consumer products and cellular phones. The lack of a recovery in private sector capital expenditure will also contribute to the continuation of a tough market environment.

Consolidated annual sales of 5,460 billion yen (US $\$ 45,882$ million) are forecast. Income (loss) before income taxes and minority interest and net income (loss) are expected to be minus 300 billion yen (minus US $\$ 2,521$ million) and minus 200 billion yen (minus US\$1,681 million), respectively.

Non-consolidated annual sales of 3,270 billion yen (US\$27,479 million) are forecast. Recurring profit (loss) and net income (loss) are expected to be minus 195 billion yen (minus US $\$ 1,639$ million) and minus 190 billion yen (minus US $\$ 1,597$ million), respectively.

Consolidated and non-consolidated projections for FY2001 are shown below.
Consolidated
(Unit: billion yen)

|  | FY2001 <br> Forecast | Growth over <br> FY2000 |
| :--- | :---: | :---: |
| Net Sales | 5,460 | $-8 \%$ |
| Operating Income (Loss) | -110 | -- |
| Income (Loss) before Income <br> Taxes and Minority Interest | -300 | -- |
| Net Income (Loss) | -200 | -- |

Non-Consolidated
(Unit: billion yen)

|  | FY2001 <br> Forecast | Growth over <br> FY2000 |
| :--- | :---: | :---: |
| Net Sales | 3,270 | $-11 \%$ |
| Operating Income (Loss) | -165 | -- |
| Recurring Profit (Loss) | -195 | -- |
| Income (Loss) before Taxes | -295 | -- |
| Net Income (Loss) | -190 | -- |

FY2001 Projection by Industry Segments
Projections for consolidated sales and operating profit (loss) for FY2001 are shown below.
(Unit: billion yen)

|  | Sales |  | Operating Income |  |
| :--- | ---: | ---: | ---: | ---: |
|  | FY2001 <br> Forecast | FY2000 | FY2001 <br> Forecast | FY2000 |
| Information \& Communications <br> Systems | 1,020 | 972.0 | 21 | 23.7 |
| Social Infrastructure Systems | 970 | 975.1 | 9 | 9.3 |
| Power Systems | 545 | 582.7 | 17 | 17.5 |
| Digital Media | 1,510 | $1,486.4$ | 1 | 18.0 |
| Home Appliances | 715 | 708.3 | 22 | 18.4 |
|  <br> Components | 1,060 | $1,551.3$ | -196 | 116.4 |
| Others | 430 | 468.3 | 15 | 27.2 |
| Total | 6,250 | $6,744.1$ | -111 | 230.5 |
| Elimination | -790 | -792.7 | 1 | 1.6 |
| Consolidated Total | 5,460 | $5,951.4$ | -110 | 232.1 |

## Projection for the Dividend

The end-of-term dividend per share is yet to be determined.

Important Plans for the Second Half
Toshiba and Matsushita Electric Industrial Co., Ltd. agreed in October 2001 to unify LCDs business and establish a joint venture company in April 2002.

Note: For convenience only, all dollar figures used in reporting fiscal year 2001 first half results are valued at 119 yen to the dollar. The U.S. dollar and Euro values in the projections for the second half of fiscal year 2001 are 120 yen and 102 yen, respectively.

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## Toshiba Corporation and its Subsidiaries

# Consolidated Interim Financial Statements 

For 1st Half of Fiscal Year 2001(April 1,2001 to September 30,2001)

## Outline

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

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2000(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2000 | 1st Half <br> FY2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | $¥ 2,510,687$ | $¥ 2,825,918$ | $¥(315,231)$ | 89\% | $¥ 5,951,357$ | \$21,098,210 |
| Income (loss) before income taxes and minority interest | $(196,553)$ | 106,213 | $(302,766)$ | - | 188,099 | (1,651,706) |
| Net income (loss) | $(123,137)$ | 53,898 | $(177,035)$ | - | 96,168 | $(1,034,765)$ |
| Basic earnings per share | $\geq(38.25)$ | $¥ 16.74$ | $¥(54.99)$ | - | $¥ 29.88$ | \$(0.32) |
| Diluted earnings per share | $\geq(38.25)$ | $¥ 16.65$ | $¥(54.90)$ | - | $¥ 29.71$ | \$(0.32) |

## Notes:

1) Consolidated Financial Statements are based on generally accepted accounting principles in the U.S.
2) The company has 338 consolidated subsidiaries.
3) The U.S.dollar is valued at $¥ 119$ throughout this statement for convenience only.

## Comparative Consolidated Statements of Income



Note: Comprehensive loss for the first half of FY2001 was $¥ 157,861$ million, income for the first half of FY2000 was $¥ 35,353$ million and income for the FY2000 was $¥ 13,572$ million, respectively.

## Comparative Consolidated Balance Sheets

| (¥ in millions, US\$ in thousands) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2001 <br> As of Sept. 30,2001 <br> (A) | FY2000 As of Mar.31,2001 (B) | (A)-(B) | FY2001 As of Sept. 30,2001 |
| Assets <br> Current assets | ¥2,729,664 | ¥3,090,091 | $\geq(360,427)$ | \$22,938,353 |
| Cash and cash equivalents | 355,495 | 487,595 | $(132,100)$ | 2,987,353 |
| Notes and accounts receivable, trade | 910,910 | 1,196,680 | $(285,770)$ | 7,654,706 |
| Finance receivables, net | 220,022 | 222,976 | $(2,954)$ | 1,848,924 |
| Inventories | 835,630 | 819,633 | 15,997 | 7,022,101 |
| Prepaid expenses and other current assets | 407,607 | 363,207 | 44,400 | 3,425,269 |
| Long-term receivables | 14,160 | 18,957 | $(4,797)$ | 118,992 |
| Long-term finance receivables, net | 328,210 | 341,492 | $(13,282)$ | 2,758,067 |
| Investments | 349,881 | 384,788 | $(34,907)$ | 2,940,176 |
| Property, plant and equipment | 1,390,396 | 1,439,756 | $(49,360)$ | 11,684,000 |
| Other assets | 513,452 | 449,480 | 63,972 | 4,314,723 |
| Total assets | ¥5,325,763 | $¥ 5,724,564$ | $¥(398,801)$ | \$44,754,311 |
| Liabilities and shareholders' equity Current liabilities | ¥2,672,023 | $¥ 2,880,850$ | $¥(208,827)$ | \$22,453,975 |
| Short-term borrowings and current portion of long-term debt | 777,500 | 797,331 | $(19,831)$ | 6,533,614 |
| Notes and accounts payable, trade | 905,647 | 1,079,622 | (173,975) | 7,610,479 |
| Other current liabilicines | 988,876 | 1,003,897 | $(15,021)$ | 8,309,882 |
| Accrued pension and severance costs | 656,924 | 633,642 | 23,282 | 5,520,369 |
| Long-term debt and other liabilities | 983,743 | 1,023,536 | $(39,793)$ | 8,266,748 |
| Minority interest in consolidated subsidiaries | 139,106 | 138,611 | 495 | 1,168,958 |
| Shareholders' equity | 873,967 | 1,047,925 | $(173,958)$ | 7,344,261 |
| Common stock | 274,922 | 274,921 | 1 | 2,310,269 |
| Additional paid-in capital | 285,733 | 285,732 | 1 | 2,401,118 |
| Retained earnings | 574,435 | 713,667 | $(139,232)$ | 4,827,185 |
| Accumulated other comprehensive income (loss) | $(261,119)$ | $(226,395)$ | $(34,724)$ | $(2,194,277)$ |
| Treasury stock | (4) |  | (4) | (34) |
| Total liabilities and shareholders' equity | ¥5,325,763 | $¥ 5,724,564$ | $¥(398,801)$ | \$44,754,311 |


| Breakdown of accumulated other comprehensive income (loss) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Unrealized gains on securities | $¥ 23,498$ | $¥ 28,728$ | $¥(5,230)$ | $\mathbf{\$ 1 9 7 , 4 6 2}$ |
| Foreign currency translation adjustments | $\mathbf{( 6 9 , 6 3 9 )}$ | $(55,938)$ | $(13,701)$ | $\mathbf{( 5 8 5 , 2 0 1 )}$ |
| Minimum pension liability adjustment | $\mathbf{( 2 1 1 , 8 9 7 )}$ | $(199,185)$ | $(12,712)$ | $\mathbf{( 1 , 7 8 0 , 6 4 7 )}$ |
| Unrealized gains on derivative instruments | $\mathbf{( 3 , 0 8 1 )}$ | - | $(3,081)$ | $\mathbf{( 2 5 , 8 9 1 )}$ |
| Total debt | $¥ \mathbf{1 , 7 2 1 , 6 7 5}$ | $¥ 1,787,636$ | $¥(65,961)$ | $\mathbf{\$ 1 4 , 4 6 7 , 8 5 7}$ |

## Comparative Consolidated Statements of Cash Flows

(¥ in millions, US\$ in thousands)

|  | 1st Half <br> FY2001 <br> (A) | 1st Half <br> FY2000 <br> (B) | (A)-(B) | 1st Half <br> FY2001 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Net income (loss) | $¥(123,137)$ | $¥ 53,898$ | $\ddagger(177,035)$ | \$(1,034,765) |
| Depreciation and amortization | 167,770 | 164,239 | 3,531 | 1,409,832 |
| Equity in income of affiliated companies | $(2,946)$ | $(4,538)$ | 1,592 | $(24,756)$ |
| Decrease in notes and accounts receivable, trade | 291,253 | 182,785 | 108,468 | 2,447,504 |
| Increase in inventories | $(20,614)$ | $(34,925)$ | 14,311 | $(173,227)$ |
| Decrease in notes and accounts payable, trade | $(161,695)$ | $(8,839)$ | $(152,856)$ | $(1,358,781)$ |
| Others | $(36,656)$ | $(66,273)$ | 29,617 | $(308,034)$ |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities | 237,112 | 232,449 | 4,663 | 1,992,538 |
| Net cash provided by operating activities | 113,975 | 286,347 | $(172,372)$ | 957,773 |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from sale of property and securities | 27,759 | 29,928 | $(2,169)$ | 233,269 |
| Acquisition of property and equipment | $(176,973)$ | $(144,931)$ | $(32,042)$ | $(1,487,168)$ |
| Purchase of securities | $(10,644)$ | $(5,582)$ | $(5,062)$ | $(89,446)$ |
| Decrease in investments in affiliated companies | 12,628 | 5,486 | 7,142 | 106,118 |
| Others | $(19,203)$ | 8,188 | $(27,391)$ | $(161,370)$ |
| Net cash used in investing activities | $(166,433)$ | $(106,911)$ | $(59,522)$ | $(1,398,597)$ |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from long-term debt | 119,537 | 134,693 | $(15,156)$ | 1,004,513 |
| Repayment of long-term debt | $(154,290)$ | $(152,444)$ | $(1,846)$ | $(1,296,555)$ |
| Dividends paid | $(16,003)$ | $(9,579)$ | $(6,424)$ | $(134,479)$ |
| Decrease in short-term borrowings | $(25,372)$ | $(97,603)$ | 72,231 | $(213,210)$ |
| Net cash used in financing activities | $(76,128)$ | $(124,933)$ | 48,805 | $(639,731)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(3,514)$ | 12,810 | $(16,324)$ | $(29,529)$ |
| Net increase (decrease) in cash and cash equivalents | $(132,100)$ | 67,313 | $(199,413)$ | $(1,110,084)$ |
| Cash and cash equivalents at beginning of the period | 487,595 | 465,237 | 22,358 | 4,097,437 |
| Cash and cash equivalents at end of the period | ¥355,495 | $¥ 532,550$ | $¥(177,055)$ | \$2,987,353 |

## Consolidated Segment Information

## 1.Industry Segments

(¥ in millions, US\$ in thousands)

|  |  | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2000(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2000 | 1st Half <br> FY2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (Share of total sales | Information \& Communications Systems | $\begin{array}{r} \hline ¥ 439,945 \\ (15 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline ¥ 429,751 \\ (13 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline ¥ 10,194 \\ (2 \%) \\ \hline \end{array}$ | 102\% | $\begin{array}{r} \hline ¥ 971,989 \\ (14 \%) \\ \hline \end{array}$ | \$3,697,017 |
|  | Social Infrastructure Systems | $\begin{array}{r} 387,087 \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} 383,899 \\ (12 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3,188 \\ (2 \%) \\ \hline \end{array}$ | 101\% | $\begin{array}{r} \hline 975,138 \\ (14 \%) \\ \hline \end{array}$ | 3,252,832 |
|  | Power Systems | $\begin{array}{r} \hline 260,288 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 285,580 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(25,292) \\ (-) \end{array}$ | 91\% | $\begin{array}{r} 582,667 \\ (9 \%) \\ \hline \end{array}$ | 2,187,294 |
|  | Digital Media | $\begin{array}{r} \hline 675,511 \\ (24 \%) \end{array}$ | $\begin{array}{r} \hline 723,454 \\ (23 \%) \end{array}$ | $\begin{array}{r} (47,943) \\ (1 \%) \end{array}$ | 93\% | $\begin{array}{r} 1,486,403 \\ (22 \%) \end{array}$ | 5,676,563 |
|  | Home Appliances | $\begin{array}{r} 350,467 \\ (12 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 336,280 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 14,187 \\ (1 \%) \\ \hline \end{array}$ | 104\% | $\begin{array}{r} \hline 708,317 \\ (11 \%) \\ \hline \end{array}$ | 2,945,101 |
|  | Electronic Devices \& Components | $\begin{array}{r} 546,700 \\ (19 \%) \\ \hline \end{array}$ | $\begin{array}{r} 815,312 \\ (25 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(268,612) \\ (-6 \%) \\ \hline \end{array}$ | 67\% | $\begin{array}{r} \hline 1,551,351 \\ (23 \%) \\ \hline \end{array}$ | 4,594,117 |
|  | Others | $\begin{array}{r} 208,537 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 232,439 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(23,902) \\ (-) \\ \hline \end{array}$ | 90\% | $\begin{array}{r} 468,272 \\ (7 \%) \\ \hline \end{array}$ | 1,752,412 |
|  | Total | $\begin{array}{r} \hline 2,868,535 \\ (100 \%) \end{array}$ | $\begin{array}{r} \hline 3,206,715 \\ (100 \%) \\ \hline \end{array}$ | $(338,180)$ | 89\% | $\begin{array}{r} \hline 6,744,137 \\ (100 \%) \\ \hline \end{array}$ | 24,105,336 |
|  | Eliminations | $(357,848)$ | $(380,797)$ | 22,949 | - | $(792,780)$ | $(3,007,126)$ |
|  | Consolidated | ¥2,510,687 | $¥ 2,825,918$ | $¥(315,231)$ | 89\% | $¥ 5,951,357$ | \$21,098,210 |
| Operating income (loss) | Information \& Communications Systems | $¥(2,672)$ | ¥2,099 | $\geq(4,771)$ | - | $¥ 23,744$ | \$(22,454) |
|  | Social Infrastructure Systems | $(15,226)$ | $(19,477)$ | 4,251 | - | 9,338 | $(127,950)$ |
|  | Power Systems | 9,212 | 6,904 | 2,308 | 133\% | 17,457 | 77,412 |
|  | Digital Media | $(11,056)$ | 15,201 | $(26,257)$ | - | 18,041 | $(92,908)$ |
|  | Home Appliances | 9,556 | 5,661 | 3,895 | 169\% | 18,429 | 80,303 |
|  | Electronic Devices \& Components | $(93,604)$ | 80,509 | $(174,113)$ | - | 116,354 | $(786,588)$ |
|  | Others | 4,817 | 13,716 | $(8,899)$ | 35\% | 27,153 | 40,479 |
|  | Total | $(98,973)$ | 104,613 | $(203,586)$ | - | 230,516 | $(831,706)$ |
|  | Eliminations | 581 | 1,408 | (827) | - | 1,617 | 4,882 |
|  | Consolidated | $\pm(98,392)$ | $¥ 106,021$ | $¥(204,413)$ | - | ¥232,133 | \$(826,824) |

Notes:

1) Certain reclassifications of previously reported amounts have been made to conform with current classifications.
2) Segment sales totals include intersegment transactions.

## 2.Geographic Segments

( $¥$ in millions, US\$ in thousands)

|  |  | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2000(B) } \end{gathered}$ | (A)-(B) | ( A$) /(\mathrm{B})$ | FY2000 | 1st Half <br> FY2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (Share of total sales) | Japan | $\begin{array}{r} ¥ 2,196,238 \\ (68 \%) \end{array}$ | $\begin{array}{r} ¥ 2,446,001 \\ (69 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥(249,763) \\ (-1 \%) \end{array}$ | 90\% | $\begin{array}{r} ¥ 5,173,243 \\ (70 \%) \\ \hline \end{array}$ | \$18,455,782 |
|  | North America | $\begin{array}{r} \hline 382,753 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 418,757 \\ (12 \%) \end{array}$ | $(36,004)$ $(-)$ | 91\% | $\begin{array}{r} 816,288 \\ (11 \%) \end{array}$ | 3,216,412 |
|  | Asia | $\begin{array}{r} \hline 429,306 \\ (13 \%) \end{array}$ | $\begin{array}{r} \hline 392,224 \\ (11 \%) \end{array}$ | $\begin{array}{r} 37,082 \\ (2 \%) \end{array}$ | 109\% | $\begin{array}{r} \hline 808,112 \\ (11 \%) \end{array}$ | 3,607,613 |
|  | Europe | $\begin{array}{r} 205,365 \\ (6 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 240,368 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} (35,003) \\ (-1 \%) \\ \hline \end{array}$ | 85\% | $\begin{array}{r} 498,990 \\ (7 \%) \\ \hline \end{array}$ | 1,725,756 |
|  | Other | $\begin{array}{r} 30,513 \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 29,597 \\ (1 \%) \end{array}$ | $\begin{array}{r} 916 \\ (-) \\ \hline \end{array}$ | 103\% | $\begin{array}{r} 53,478 \\ (1 \%) \\ \hline \end{array}$ | 256,412 |
|  | Total | $\begin{array}{r} 3,244,175 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 3,526,947 \\ (100 \%) \end{array}$ | $(282,772)$ | 92\% | $\begin{array}{r} \hline 7,350,111 \\ (100 \%) \end{array}$ | 27,261,975 |
|  | Eliminations | $(733,488)$ | $(701,029)$ | $(32,459)$ | - | $(1,398,754)$ | $(6,163,765)$ |
|  | Consolidated | ¥2,510,687 | $¥ 2,825,918$ | $¥(315,231)$ | 89\% | $¥ 5,951,357$ | \$21,098,210 |
| Operating income (loss) | Japan | $\mathbf{¥}(114,586)$ | ¥88,988 | $¥(203,574)$ | - | $¥ 193,258$ | \$(962,908) |
|  | North America | (893) | 4,261 | $(5,154)$ | - | 6,642 | $(7,504)$ |
|  | Asia | 11,502 | 14,755 | $(3,253)$ | 78\% | 31,246 | 96,655 |
|  | Europe | $(2,858)$ | 3,427 | $(6,285)$ | - | 5,493 | $(24,017)$ |
|  | Other | (166) | 429 | (595) | - | 655 | $(1,395)$ |
|  | Total | $(107,001)$ | 111,860 | $(218,861)$ | - | 237,294 | $(899,169)$ |
|  | Eliminations | 8,609 | $(5,839)$ | 14,448 | - | $(5,161)$ | 72,345 |
|  | Consolidated | $\geq(98,392)$ | $¥ 106,021$ | $¥(204,413)$ | - | $¥ 232,133$ | \$(826,824) |

Notes:

1) Certain reclassifications of previously reported amounts have been made to conform with current classifications.
2) Segment sales totals include intersegment transactions.

## 3.Overseas Sales

( $¥$ in millions, US\$ in thousands)

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2000(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2000 | $\begin{aligned} & \hline \text { 1st Half } \\ & \text { FY2001 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North America | $\begin{array}{r} ¥ 377,678  \tag{-}\\ (15 \%) \end{array}$ | $\begin{array}{r} ¥ 411,946 \\ (15 \%) \end{array}$ | $¥(34,268)$ | 92\% | $\begin{array}{r} ¥ 828,671 \\ (14 \%) \end{array}$ | \$3,173,765 |
| Asia | $\begin{array}{r} \hline 308,731 \\ (12 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 392,973 \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(84,242) \\ (-2 \%) \\ \hline \end{array}$ | 79\% | $\begin{array}{r} \hline 728,969 \\ (12 \%) \\ \hline \end{array}$ | 2,594,378 |
| Europe | $\begin{array}{r} \hline 214,162 \\ (9 \%) \end{array}$ | $\begin{array}{r} 251,193 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} (37,031) \\ (-) \\ \hline \end{array}$ | 85\% | $\begin{array}{r} 519,186 \\ (9 \%) \\ \hline \end{array}$ | 1,799,681 |
| Other | $\begin{array}{r} 58,324 \\ (2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 64,007 \\ (2 \%) \\ \hline \end{array}$ | $(5,683)$ $(-)$ | 91\% | $\begin{array}{r} 121,479 \\ (2 \%) \\ \hline \end{array}$ | 490,117 |
| Overseas Sales and Export Total (Share of Net sales) | $\begin{array}{r} \hline ¥ 958,895 \\ (38 \%) \end{array}$ | $\begin{array}{r} \hline ¥ 1,120,119 \\ (40 \%) \end{array}$ | $\begin{array}{r} \hline ¥(161,224) \\ (-2 \%) \end{array}$ | 86\% | $\begin{array}{r} ¥ 2,198,305 \\ (37 \%) \end{array}$ | \$8,057,941 |
| Net sales | $\begin{array}{r} ¥ 2,510,687 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 2,825,918 \\ (100 \%) \\ \hline \end{array}$ | $¥(315,231)$ | 89\% | $\begin{array}{r} ¥ 5,951,357 \\ (100 \%) \\ \hline \end{array}$ | \$21,098,210 |

## Toshiba Corporation

## Non-Consolidated Financial Statements

For the Fiscal Year 2000
(April 1, 2000 to March 31, 2001)

## Outline

( $¥$ in millions, US\$ in millions, except for items marked by asterisk)

| Period | Fiscal Year 2000 <br> (April 1, 2000- <br> March 31, 2001) <br> (A) | Fiscal Year 1999 <br> (April 1, 1999- <br> March 31, 2000) <br> (B) | (A)-(B) | $(\mathrm{A}) /(\mathrm{B})$ <br> \% |
| :---: | :---: | :---: | :---: | :---: |
| Sales | $\begin{array}{r} ¥ 3,678,977 \\ \$ 29,669 \end{array}$ | $\begin{array}{r} ¥ 3,505,338 \\ \$ 28,269 \end{array}$ | $\begin{array}{r} ¥ 173,639 \\ \$ 1,400 \end{array}$ | 105 |
| Recurring profit | ¥95,327 <br> \$769 | $¥ 16,280$ <br> \$131 | $\begin{array}{r} ¥ 79,047 \\ \$ 638 \end{array}$ | 586 |
| Net income (loss) after tax | $\begin{array}{r} ¥ 26,411 \\ \$ 213 \end{array}$ | $\begin{array}{r} -¥ 244,515 \\ -\$ 1,972 \end{array}$ | $\begin{array}{r} ¥ 270,926 \\ \$ 2,185 \end{array}$ | - |
| *Net income (loss) per share | $¥ 8.20$ <br> ( 6.61 ) | $\begin{aligned} & -¥ 75.96 \\ & (-\Varangle 61.26) \end{aligned}$ | $¥ 84.16$ $(\Varangle 67.87)$ | - |
| *Dividend per share | $\begin{gathered} \text { Ordinary dividend } \\ ¥ 10.00 \\ (\$ 8.06) \end{gathered}$ | $\begin{gathered} \text { Ordinary dividend } \\ ¥ 3.00 \\ (\$ 2.42) \end{gathered}$ | $\begin{aligned} & ¥ 7.00 \\ & (\not \subset 5.64) \end{aligned}$ | 333 |

Note: The U.S.dollar is valued at 124 yen throughout this statement for convenience only.

| ( $¥$ in millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Fiscal Year 2000 <br> (April 1, 2000- <br> March 31, 2001) <br> (A) | Fiscal Year 1999 <br> (April 1, 1999- <br> March 31, 2000) <br> (B) | (A)-(B) | (A)/(B) \% |
| (Ordinary income) |  |  |  |  |
| Operating income \& expenses |  |  |  |  |
| Net sales | $¥ 3,678,977$ | $¥ 3,505,338$ | $¥ 173,639$ | 105 |
| Cost of sales | $¥ 2,914,843$ | $¥ 2,845,635$ | ¥69,208 | 102 |
| Selling, general \& administrative expenses | $¥ 638,253$ | $¥ 625,378$ | $¥ 12,875$ | 102 |
| Net operating income | $¥ 125,880$ | $¥ 34,324$ | ¥91,556 | 367 |
| Non-operating income \& expenses |  |  |  |  |
| Non-operating income (a) | $¥ 66,745$ | $¥ 72,941$ | -¥6,196 | 92 |
| Non-operating expenses (b) | ¥97,298 | ¥90,984 | $¥ 6,314$ | 107 |
| (a)-(b) | -¥30,553 | -¥18,043 | $-¥ 12,510$ |  |
| Recurring profit | ¥95,327 | $¥ 16,280$ | ¥79,047 | 586 |
| (Extraordinary gains \& losses) |  |  |  |  |
| Extraordinary gains | $¥ 42,193$ | $¥ 51,903$ | -¥9,710 | 81 |
| Extraordinary losses | $¥ 103,539$ | $¥ 481,800$ | - $¥ 378,261$ | 21 |
| Income (loss) before taxes | $¥ 33,980$ | -¥413,616 | $¥ 447,596$ | - |
| Net income (loss) after taxes | $¥ 26,411$ | -¥244,515 | ¥270,926 | - |
| Unappropriated retained earnings for the period | ¥54,188 | -¥154,212 | $¥ 208,400$ | - |

Comparative Non-Consolidated Appropriation Plan
for Unappropriated Retained Earnings

| ( $¥$ in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | FY 2000 (A) | FY 1999 (B) | (A)-(B) |
| Unappropriated retained earnings for the period | $¥ 54,188$ | $-¥ 154,212$ | ¥208,400 |
| Transfer from deferral of gains on sales of property | ¥975 | $¥ 0$ | ¥975 |
| Transfer from special depreciation reserve | $¥ 25$ | $\geq 86$ | -¥61 |
| Transfer from reserves of program | ¥26 | ¥0 | $¥ 26$ |
| $\underline{\text { Transfer from general reserves }}$ | $\geq 0$ | $¥ 210,000$ | -¥210,000 |
| Total | $¥ 55,216$ | $¥ 55,874$ | -¥658 |
| Appropriations are made as follows: |  |  |  |
| Legal (profit) reserve | ¥- | $¥-$ | $\geq-$ |
| Dividend | $¥ 16,095$ | ¥9,656 | $¥ 6,439$ |
|  | ( $¥ 5$ per share) | ( $¥ 3$ per share) |  |
| Deferral of gains on sales of property | $¥ 0$ | $¥ 2,337$ | -¥2,337 |
| Reserves of program | $¥ 0$ | ¥6 | -¥6 |
| Balance carried forward | $¥ 39,121$ | $¥ 43,871$ | -¥4,750 |

Comparative Non-Consolidated Balance Sheets


## 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 products and semi-finished products are valued at original cost based on the moving average method or the specific identification method, work-in-process is valued at original cost based on the weighted average method or the specific identification method, and raw materials are valued at original cost based on the moving average method.
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 machines and equipment for semiconductor research and development, the period of depreciation is based on economic useful life of the relevant assets.
4 .Effective from fiscal year 2000, the accounting standard "Accounting for Retirement Benefits" was adopted. The effect of adopting this standard was a decrease in both operating income and recurring profit of $¥ 1,309$ million, and an increase in income before taxes of $¥ 22,200$ million.
5 .Effective from fiscal year 2000, the accounting standard "Accounting for Financial Instruments" was adopted. The effect of adopting this standard was to decrease recurring profit and income before taxes by $¥ 1,014$ million and $¥ 14,513$ million, respectively, and to decrease cash and cash equivalents by $¥ 130,000$ million, and increasing marketable securities, other current assets and investments in securities by $¥ 55,693$ million and $¥ 39,976$ million, $¥ 100,292$ million, respectively, and to decrease security and other investments in subsidiaries by $¥ 13,499$ million.

# Supplementary Data for Consolidated\& Non-Consolidated Business Results First Half of FY2001 

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## 1. Outline

Consolidated
(billion yen)

|  | FY99 |  | FY00 |  | FY01 | FY01 Full Year (Forecast) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Full Year | First Half | Full Year | First Half | Updated | Previous <br> Aug.27,2001 | Difference |
| Net Sales | 2,622.5 | 5,749.4 | 2,825.9 | 5,951.4 | 2,510.7 | 5,460.0 | 5,750.0 | -290.0 |
| YoY | 105\% | 108\% | 108\% | 104\% | 89\% | 92\% | 97\% |  |
| Operating Income (Loss) | -30.6 | 101.0 | 106.0 | 232.1 | -98.4 | -110.0 | 0.0 | -110.0 |
| YoY | - | 331\% | - | 230\% | - | - | - |  |
| Income (Loss) Before Income Taxes and Minority Interest | -65.7 | -44.8 | 106.2 | 188.1 | -196.6 | -300.0 | -190.0 | -110.0 |
| YoY | - | - | - | - | - | - | - |  |
| Net Income (Loss) | -48.5 | -32.9 | 53.9 | 96.2 | -123.1 | -200.0 | -115.0 | -85.0 |
| YoY | - | - | - | - | - | - | - |  |
| Earnings Per Share (yen) | -15.05 | -10.22 | 16.74 | 29.88 | -38.25 | -62.13 | -34.17 | -27.96 |
| No.of Consolidated Companies, including Toshiba Corp. | 328 | 322 | 314 | 324 | 339 | - | - |  |
| No.of Employees | 197,000 | 190,870 | 190,001 | 188,042 | 188,013 | 183,700 | - | - |
| Japan | - | - | - | 143,444 | 142,948 | 137,200 | - | - |
| Overseas | - | - | - | 44,598 | 45,065 | 46,500 | - | - |
| Financial Balance | -16.2 | -21.5 | -11.1 | -22.9 | -8.4 | -20.0 | -22.0 | 2.0 |

Non-Consolidated
(billion yen)

|  | FY99 |  | FY00 |  | FY01 | FY01 Full Year (Forecast) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Full Year | First Half | Full Year | First Half | Updated | Previous <br> Aug.27,2001 | Difference |
| Net Sales | 1,552.1 | 3,505.3 | 1,755.5 | 3,678.9 | 1,448.8 | 3,270.0 | 3,480.0 | -210.0 |
| YoY | 97\% | 103\% | 113\% | 105\% | 83\% | 89\% | 95\% | -6\% |
| Operating Income (Loss) | -38.7 | 34.3 | 66.8 | 125.8 | -117.8 | -165.0 | -75.0 | -90.0 |
| YoY | - | 234\% | - | 367\% | - | - | - |  |
| Recurring Profit (Loss) | -49.2 | 16.2 | 67.5 | 95.3 | -124.4 | -195.0 | -105.0 | -90.0 |
| YoY | - | 331\% | - | 586\% | - | - | - |  |
| Net Income (Loss) | -46.1 | -244.5 | 26.3 | 26.4 | -101.4 | -190.0 | -102.0 | -88.0 |
| YoY | - | - | - | - | - | - | - |  |
| Earnings Per Share (yen) | -14.33 | -75.96 | 8.17 | 8.20 | -31.51 | -59.02 | -31.69 | -27.33 |
| No.of Employees | 60,184 | 56,746 | 55,759 | 52,263 | 51,340 | 47,700 | - |  |
| Financial Balance | 3.8 | 8.6 | 18.1 | 18.4 | 12.6 | - |  | - |

## 2-1. Sales by Industry Segments

Consolidated
(billion yen)

|  | FY99 |  | FY00 |  | FY01First Half | FY01 Full Year (Forecast) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Full Year | First Half | Full Year |  | Updated | Previous <br> Aug.27,2001 | Difference |
| Info./Comm. Sys. | 429.1 | 985.7 | 429.7 | 972.0 | 439.9 | 1,020.0 | 1,005.0 | 15.0 |
| YoY | - | - | 100\% | 99\% | 102\% | 105\% | 103\% |  |
| Ratio | 15\% | 15\% | 13\% | 14\% | 15\% | 16\% | 15\% | 1\% |
| Social Infra. Sys. | 406.2 | 967.8 | 383.9 | 975.1 | 387.1 | 970.0 | 975.0 | -5.0 |
| YoY | - | - | 95\% | 101\% | 101\% | 99\% | 100\% |  |
| Ratio | 14\% | 15\% | 12\% | 14\% | 14\% | 16\% | 15\% | 1\% |
| Power Systems | 253.3 | 570.7 | 285.6 | 582.7 | 260.3 | 545.0 | 560.0 | -15.0 |
| YoY | - | - | 113\% | 102\% | 91\% | 94\% | 96\% |  |
| Ratio | 9\% | 9\% | 9\% | 9\% | 9\% | 9\% | 9\% |  |
| Digital Media | 652.4 | 1,434.6 | 723.5 | 1,486.4 | 675.5 | 1,510.0 | 1,570.0 | -60.0 |
| YoY | - | - | 111\% | 104\% | 93\% | 102\% | 106\% |  |
| Ratio | 22\% | 22\% | 23\% | 22\% | 24\% | 24\% | 24\% |  |
| Home Appliances | 330.8 | 659.9 | 336.3 | 708.3 | 350.5 | 715.0 | 725.0 | -10.0 |
| YoY | - | - | 102\% | 107\% | 104\% | 101\% | 102\% |  |
| Ratio | 11\% | 10\% | 11\% | 11\% | 12\% | 11\% | 11\% |  |
| Elec. Dev. \& Components | 618.5 | 1,373.2 | 815.3 | 1,551.3 | 546.7 | 1,060.0 | 1,210.0 | -150.0 |
| YoY | - | - | 132\% | 113\% | 67\% | 68\% | 78\% |  |
| Ratio | 21\% | 21\% | 25\% | 23\% | 19\% | 17\% | 19\% | -2\% |
| Others | 223.9 | 477.0 | 232.4 | 468.3 | 208.5 | 430.0 | 460.0 | -30.0 |
| YoY | - | - | 104\% | 98\% | 90\% | 92\% | 98\% |  |
| Ratio | 8\% | 8\% | 7\% | 7\% | 7\% | 7\% | 7\% |  |
| Total | 2,914.2 | 6,468.9 | 3,206.7 | 6,744.1 | 2,868.5 | 6,250.0 | 6,505.0 | -255.0 |
| Elimination | -291.7 | -719.5 | -380.8 | -792.7 | -357.8 | -790.0 | -755.0 | -35.0 |
| Total | 2,622.5 | 5,749.4 | 2,825.9 | 5,951.4 | 2,510.7 | 5,460.0 | 5,750.0 | -290.0 |
| YoY | 105\% | 108\% | 108\% | 104\% | 89\% | 92\% | 97\% |  |

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

Non-Consolidated
(billion yen)

|  | FY99 |  | FY00 |  | FY01 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Full Year | First Half | Full Year | First Half | Forecast |
| Info./Comm. Sys. | 132.6 | 360.4 | 139.0 | 379.0 | 126.0 | 350.0 |
| YoY | - | - | 105\% | 105\% | 91\% | 92\% |
| Ratio | 8\% | 10\% | 8\% | 10\% | 9\% | 11\% |
| Social Infra. Sys. | 229.7 | 595.9 | 202.0 | 533.9 | 166.8 | 480.0 |
| YoY | - | - | 88\% | 90\% | 83\% | 90\% |
| Ratio | 15\% | 17\% | 12\% | 14\% | 11\% | 15\% |
| Power Systems | 244.3 | 511.8 | 270.7 | 536.2 | 227.9 | 470.0 |
| YoY | - | - | 111\% | 105\% | 84\% | 88\% |
| Ratio | 16\% | 15\% | 15\% | 15\% | 16\% | 14\% |
| Digital Media | 380.2 | 814.2 | 433.6 | 873.4 | 445.0 | 1,020.0 |
| YoY | - | - | 114\% | 107\% | 103\% | 117\% |
| Ratio | 24\% | 23\% | 25\% | 24\% | 31\% | 31\% |
| Home Appliances | 72.8 | 140.1 | 70.5 | 145.8 | 69.7 | 145.0 |
| YoY | - | - | 97\% | 104\% | 99\% | 99\% |
| Ratio | 5\% | 4\% | 4\% | 4\% | 5\% | 4\% |
| Elec. Dev. \& Components | 492.2 | 1,082.6 | 639.4 | 1,210.4 | 413.2 | 805.0 |
| YoY | - | - | 130\% | 112\% | 65\% | 67\% |
| Ratio | 32\% | 31\% | 36\% | 33\% | 28\% | 25\% |
| Total | 1,552.1 | 3,505.3 | 1,755.5 | 3,678.9 | 1,448.8 | 3,270.0 |
| YoY | 97\% | 103\% | 113\% | 105\% | 83\% | 89\% |

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

## 2-2. Sales by Geographic Segments

Consolidated

|  | FY99 |  | FY00 |  | FY01 |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | First Half | Full Year | First Half | Full Year | First Half |
| Japan | $2,223.4$ | $4,940.1$ | $2,446.0$ | $5,173.2$ | $2,196.2$ |
| North America | 443.2 | 869.9 | 418.8 | 816.3 | 382.8 |
| Asia | 323.5 | 743.9 | 392.2 | 808.1 | 429.3 |
| Europe | 232.9 | 517.2 | 240.4 | 499.0 | 205.4 |
| Other | 27.4 | 63.0 | 29.6 | 53.5 | 30.5 |
| Elimination | -627.9 | $-1,384.7$ | -701.1 | $-1,398.7$ | -733.5 |
| Total | $2,622.5$ | $5,749.4$ | $2,825.9$ | $5,951.4$ | $2,510.7$ |

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

## 3-1. Overseas Sales by Industry Segments

## Consolidated

(billion yen)

|  | FY00 |  | FY01 | Difference |
| :---: | :---: | :---: | :---: | :---: |
|  | First Half(A) | Full Year | First Half(B) | (B)-(A) |
| Info./Comm. Sys. | 121.5 | 229.8 | 118.6 | -2.9 |
| Ratio | 11\% | 10\% | 12\% | 1\% |
| Social Infra. Sys. | 77.3 | 161.0 | 87.3 | 10.0 |
| Ratio | 7\% | 7\% | 9\% | 2\% |
| Power Systems | 34.2 | 73.1 | 51.2 | 17.0 |
| Ratio | 3\% | 3\% | 5\% | 2\% |
| Digital Media | 473.0 | 963.6 | 428.3 | -44.7 |
| Ratio | 42\% | 44\% | 45\% | 3\% |
| Home Appliances | 16.7 | 39.9 | 21.6 | 4.9 |
| Ratio | 2\% | 2\% | 2\% |  |
| Elec. Dev. \& Components | 370.3 | 675.5 | 224.6 | -145.7 |
| Ratio | 33\% | 31\% | 24\% | -9\% |
| Others | 27.1 | 55.4 | 27.3 | 0.2 |
| Ratio | 2\% | 3\% | 3\% | 1\% |
| Total | 1,120.1 | 2,198.3 | 958.9 | -161.2 |
| Export Ratio | 40\% | 37\% | 38\% | -2\% |

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

## 3-2. Overseas Sales by Region

## Consolidated

(billion yen)

|  | FY00 |  | FY01 | Difference |
| :---: | :---: | :---: | :---: | :---: |
|  | First Half(A) | Full Year | First Half(B) | (B)-(A) |
| North America | 411.9 | 828.7 | 377.7 | -34.2 |
| Ratio | 37\% | 38\% | 39\% | 2\% |
| Asia | 393.0 | 729.0 | 308.7 | -84.3 |
| Ratio | 35\% | 33\% | 32\% | -3\% |
| Europe | 251.2 | 519.2 | 214.2 | -37.0 |
| Ratio | 22\% | 24\% | 22\% |  |
| Other | 64.0 | 121.4 | 58.3 | -5.7 |
| Ratio | 6\% | 5\% | 7\% | 1\% |
| Total | 1,120.1 | 2,198.3 | 958.9 | -161.2 |

## 3-3. Export Sales by Industry Segments

Non-Consolidated (billion yen)

|  | FY00 |  | FY01 | Difference |
| :---: | :---: | :---: | :---: | :---: |
|  | First Half (A) | Full Year | First Half (B) | (B)-(A) |
| Info./Comm. Sys. | 18.6 | 42.7 | 14.7 | -3.9 |
| YoY | - | - | 79\% | - |
| Social Infra. Sys. | 46.6 | 89.7 | 40.6 | -6.0 |
| YoY | - | - | 87\% |  |
| Power Systems | 30.2 | 56.4 | 39.7 | 9.5 |
| YoY | - | - | 131\% |  |
| Digital Media | 261.3 | 495.8 | 251.7 | -9.6 |
| YoY | - | - | 96\% |  |
| Home Appliances | 1.4 | 3.1 | 1.2 | -0.2 |
| YoY | - | - | 86\% | - |
| Elec. Dev. \& Components | 321.3 | 575.9 | 185.5 | -135.8 |
| YoY | - | - | 58\% | - |
| Total | 679.6 | 1,263.9 | 533.6 | -146.0 |
| Export Ratio | 39\% | 34\% | 37\% | -2\% |

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

## 3-4. Export Sales by Region

## Non-Consolidated

(billion yen)

|  | FY00 |  | FY01 | Difference |
| :---: | :---: | :---: | :---: | :---: |
|  | First Half (A) | Full Year | First Half (B) | (B)-(A) |
| North America | 241.4 | 425.1 | 169.5 | -71.9 |
| Ratio | 36\% | 33\% | 32\% | -4\% |
| Asia | 281.4 | 530.8 | 228.3 | -53.1 |
| Ratio | 41\% | 42\% | 43\% | 2\% |
| Europe | 111.9 | 223.5 | 98.3 | -13.6 |
| Ratio | 16\% | 18\% | 18\% | 2\% |
| Other | 44.8 | 84.4 | 37.4 | -7.4 |
| Ratio | 7\% | 7\% | 7\% | - |
| Total | 679.6 | 1,263.9 | 533.6 | -146.0 |

## 4. Operating Income by Industry Segments

Consolidated
(billion yen)

|  |  | FY99 |  | FY00 |  | $\overline{\text { FY01 }}$ <br> First Half | FY01 Full Year (Forecast) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | First Half | Full Year | First Half | Full Year |  | Updated | Previous Aug.27,2001 | Difference |
| Info./Com | m. Sys. | 0.5 | 24.1 | 2.1 | 23.7 | -2.7 | 21.0 | 26.0 | -5.0 |
|  | YoY | - | - | 404\% | 99\% | - | 88\% | 110\% | - |
| Social Infra. Sys. |  | -1.9 | 16.4 | -19.5 | 9.3 | -15.2 | 9.0 | 16.0 | -7.0 |
|  | YoY | - | - | - | 57\% | - | 96\% | 171\% | - |
| Power Systems |  | 2.4 | 9.3 | 6.9 | 17.5 | 9.2 | 17.0 | 15.0 | 2.0 |
|  | YoY | - | - | 285\% | 187\% | 133\% | 97\% | 86\% | - |
| Digital Media |  | 17.6 | 46.0 | 15.2 | 18.0 | -11.1 | 1.0 | 13.0 | -12.0 |
|  | YoY | - | - | 86\% | 39\% | - | 6\% | 72\% | - |
| Home Appliances |  | 1.6 | 5.4 | 5.7 | 18.4 | 9.6 | 22.0 | 24.0 | -2.0 |
|  | YoY | - | - | 357\% | 344\% | 169\% | 119\% | 130\% | - |
| Elec. Dev. \& Components |  | -65.6 | -23.5 | 80.5 | 116.4 | -93.6 | -196.0 | -120.0 | -76.0 |
|  | YoY | - | - | - | - | - | - | - | - |
| Others |  | 15.5 | 26.7 | 13.7 | 27.2 | 4.8 | 15.0 | 26.0 | -11.0 |
|  | YoY | - | - | 88\% | 102\% | 35\% | 55\% | 96\% |  |
| Elimination |  | -0.7 | -3.4 | 1.4 | 1.6 | 0.6 | 1.0 | 0.0 | 1.0 |
| Total |  | -30.6 | 101.0 | 106.0 | 232.1 | -98.4 | -110.0 | 0.0 | -110.0 |
|  | YoY | - | 331\% | - | 230\% | - | - | - | - |

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

## 5.Non-Consolidated Orders Received

(billion yen)

|  | FY99 |  | FY00 |  | FY01 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Full Year | First Half | Full Year | First Half | Orders Received at the end of First Half of FY01 |
| Info./Comm. Sys. | 159.0 | 321.9 | 164.4 | 324.6 | 165.2 | 136.7 |
| YoY | - | - | 103\% | 101\% | 101\% |  |
| Ratio | 10\% | 9\% | 9\% | 9\% | 11\% |  |
| Social Infra. Sys. | 263.9 | 599.0 | 275.9 | 627.0 | 208.5 | 390.2 |
| YoY | - | - | 105\% | 105\% | 76\% | - |
| Ratio | 17\% | 16\% | 16\% | 18\% | 14\% |  |
| Power Systems | 215.8 | 635.6 | 162.3 | 345.1 | 201.6 | 859.7 |
| YoY | - | - | 75\% | 54\% | 124\% | - |
| Ratio | 14\% | 18\% | 9\% | 10\% | 13\% | $\square$ |
| Digital Media | 377.7 | 815.7 | 430.6 | 878.1 | 438.1 | 12.1 |
| YoY | - | - | 114\% | 108\% | 102\% | $\square$ |
| Ratio | 24\% | 23\% | 25\% | 25\% | 29\% | $\square$ |
| Home Appliances | 72.8 | 140.1 | 70.5 | 145.8 | 69.7 | 0.0 |
| YoY | - | - | 97\% | 104\% | 99\% | $\square$ |
| Ratio | 4\% | 4\% | 4\% | 4\% | 5\% | $\square$ |
| Elec. Dev. \& Components | 492.2 | 1,082.6 | 639.4 | 1,210.4 | 413.2 | 0.0 |
| YoY | - | - | 130\% | 112\% | 65\% | $\square$ |
| Ratio | 31\% | 30\% | 37\% | 34\% | 28\% | $\square$ |
| Total | 1,581.8 | 3,595.1 | 1,743.3 | 3,531.3 | 1,496.6 | 1,398.9 |
| YoY | 97\% | 107\% | 110\% | 98\% | 86\% | - |
| Exports | 620.2 | 1,298.7 | 680.9 | 1,328.9 | 544.3 |  |
| YoY | 99\% | 103\% | 110\% | 102\% | 80\% |  |
| Ratio | 39\% | 36\% | 39\% | 38\% | 36\% |  |

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

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

Consolidated/Non-Consolidated

|  | FY99 |  | FY00 |  | FY01 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | First Half | Full Year | First Half | Full Year | First Half | Forecast |
| Sales Rate $(¥)$ | 118 | 111 | 107 | 109 | 123 | 120 |
| Settlement Rate $(¥)$ | 120 |  | $*$ | 107 | 108 | 121 |

* Consolidated : 111

Non-Consolidated : 112

## 7. Capital Expenditures, Depreciation and R\&D Expenditures

Consolidated
(billion yen)

|  | FY99 |  | FY00 |  | FY01 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Full Year | First Half | Full Year | First Half | Forecast |
| Cap.Ex (Commitment basis) | - | 239.0 | - | 413.0 | 129.8 | 235.0 |
| \% to Sales | - | 4.2\% | - | 6.9\% | 5.2\% | 4.3\% |
| YoY | - |  | - | - | - | 57\% |
| Depreciation | 156.7 | 329.6 | 164.2 | 339.8 | 167.8 | 340.0 |
| \% to Sales | 6.0\% | 5.7\% | 5.8\% | 5.7\% | 6.7\% | 6.2\% |
| YoY | 116\% | 106\% | - | - | 102\% | 100\% |
| R\&D Ex | 158.6 | 334.4 | 158.6 | 327.9 | 160.4 | 330.0 |
| \% to Sales | 6.0\% | 5.8\% | 5.6\% | 5.5\% | 6.4\% | 6.0\% |
| YoY | 106\% | 106\% | 100\% | 98\% | 101\% | 101\% |

* Cap.Ex includes software contracts FY00 or later.

Non-Consolidated
(billion yen)

|  | FY99 |  | FY00 |  | FY01 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Full Year | First Half | Full Year | First Half | Forecast |
| Cap.Ex (Commitment basis) | 97.2 | 122.7 | 106.2 | 221.9 | 67.4 | 125.0 |
| \% to Sales | 6.3\% | 3.5\% | 6.0\% | 6.0\% | 4.7\% | 3.8\% |
| YoY | - | - | - | - | 63\% | 56\% |
| Depreciation | 91.8 | 200.6 | 82.7 | 177.7 | 102.8 | 185.0 |
| \% to Sales | 5.9\% | 5.7\% | 4.7\% | 4.8\% | 7.1\% | 5.7\% |
| YoY | 112\% | 106\% | 90\% | 89\% | 124\% | 104\% |
| R\&D Ex | 131.8 | 272.6 | 128.5 | 263.7 | 131.7 | 270.0 |
| \% to Sales | 8.5\% | 7.8\% | 7.3\% | 7.2\% | 9.1\% | 8.3\% |
| YoY | 96\% | 98\% | 98\% | 97\% | 102\% | 102\% |

* Cap.Ex includes software contracts FY00 or later.


## 8. Overseas Production

Consolidated
(billion yen)

|  | FY99 |  | FY00 |  | FY01 |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | First Half | Full Year | First Half | Full Year | First Half | Forecast |
| Overseas Production | 480.0 | 980.0 | 500.0 | $1,040.0$ | 480.0 | $1,030.0$ |
| YoY | $89 \%$ | $94 \%$ | $104 \%$ | $106 \%$ | $96 \%$ | $99 \%$ |

## 9. Semiconductor Sales, Capital Expenditures,

Production Level of Major Products,
Product Configuration and Internal Sales Ratio

## Consolidated

1)Sales, Capital Expenditures (Commitment Basis)
(billion yen)

|  | FY99 | FY00 | FY01(Forecast) |  |  |  |  | Difference |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | First Half | Second Halt | Total(a) | dated Aug. | dated Apr.(b) | (a)-(b) | Y o Y |
| Sales | 930 | 1,100 | 375 | 305 | 680 | 770 | 1,110 | -90 | -420 |
| YoY | 122\% | 118\% | 65\% | 58\% | 62\% | 70\% | 101\% | - | - |

* FY2001 Capex: 140 Byen(plan dated Apr. '01) -> 50 Byen(Oct. '01)

2) Product Configuration (\%)

|  | FY99 | FY00 |  | FY01(Forecast) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  |  |  | Updated | dated Aug. | dated Apr. |  |
| Discrete | 24 | 24 | $\mathbf{2 8}$ | 27 | 26 |  |
| System LSI | 43 | 43 | $\mathbf{5 0}$ | 50 | 42 |  |
| Memory | 33 | 33 | $\mathbf{2 2}$ | 23 | 32 |  |

## 3) Production Level of Major Products

DRAM Production

|  | Sept. '00 | Dec. '00 | Mar. '01 | Jun. '01 | Sept. '01 | Dec. '01 <br> (Forecast) | Mar. '02 <br> (Forecast) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 64 M | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 0.0 | $\mathbf{0 . 0}$ |
| 128 M | 8.0 | 7.5 | 5.0 | 3.0 | 1.0 | 1.0 | $\mathbf{1 . 0}$ |
| 256 M | 0.5 | 1.0 | 1.0 | 1.5 | 2.0 | 2.5 | $\mathbf{2 . 5}$ |
| 128/144M Rambus | 1.5 | 1.5 | 3.7 | 4.0 | 4.0 | 3.2 | $\mathbf{3 . 2}$ |
| 256/288M Rambus | 0.0 | 0.0 | 0.15 | 1.0 | 2.0 | 0.4 | $\mathbf{0 . 4}$ |
| 128M equivalent total | 11.0 | 11.5 | 11.5 | 12.5 | 13.5 | 10.0 | $\mathbf{1 0 . 0}$ |

NAND Flash Memory Production
(million units per month)

|  | Sept. '00 | Dec. '00 | Mar. '01 | Jun. '01 | Sept. '01 | Dec. '01(Forecast) |  | $\begin{gathered} \text { Mar. '02 } \\ \text { (Forecast) } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Updated | dated Aug. |  |
| 16/32M | * | * | * | * | * | 0.0 | 0.0 | 0.0 |
| 64M | 2.5 | 2.5 | 1.5 | 1.5 | 1.6 | 1.0 | 1.4 | 1.0 |
| 128M | 0.5 | 0.5 | 0.5 | 0.5 | 1.0 | 0.5 | 1.0 | 0.5 |
| 256M | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 0.7 | 0.8 |
| 512M | 0.5 | 0.5 | 0.5 | 0.5 | 0.6 | 0.5 | 0.8 | 0.6 |
| 1 G | 0.0 | 0.0 | 0.0 | 0.06 | 0.1 | 0.1 | 0.15 | 0.15 |
| 64M equivalent total | 9.5 | 9.5 | 8.5 | 9.5 | 12.0 | 9.6 | 15.0 | 12.4 |

*Low level production, between 10 thousand and 40 thousand units.

## NOR Flash Memory Production

about 1.5 million units per month ( 16 M equivalent total), as of Dec'01

## 10. Personal Computer Sales and Shipment

## Consolidated

1) Sales
(billion yen)

|  | FY98 | FY99 | FY00 |  | FY01 |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  | Difference |  |  |  |
|  |  |  |  | Updated(a) | dated Aug. | dated Apr.(b) | (a)-(b) |

2) Shipment

|  | FY98 | FY99 | FY00 | FY01 |  |  | Difference |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Updated(a) | dated Aug. | dated Apr.(b) | (a)-(b) | Y o Y |
| Japan | 610 | 800 | 1,000 | 1,100 | 1,300 | 1,250 | -150 | 100 |
| YoY | - | 131\% | 125\% | 110\% | 130\% | 125\% | - | - |
| Overseas | 2,290 | 2,700 | 2,700 | 2,400 | 2,400 | 3,000 | -600 | -300 |
| YoY | - | 118\% | 100\% | 89\% | 89\% | 111\% | - | - |
| Total | 2,900 | 3,500 | 3,700 | 3,500 | 3,700 | 4,250 | -750 | -200 |
| YoY | - | 121\% | 106\% | 95\% | 100\% | 115\% | - | - |

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

Consolidated
(billion yen)

|  | FY98 | FY99 | FY00 | FY01 |  |  | Difference |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Updated(a) | dated Aug. | dated Apr.(b) | (a)-(b) | Y o Y |
| Sales | 110 | 125 | 150 | 160 | 170 | 220 | -60 | 10 |
| YoY | - | 114\% | 120\% | 107\% | 113\% | 147\% | - | - |
| Cap.Ex. | 15 | 8 | 112 | 35 | 35 | 40 | -5 | -77 |
| YoY | - | 53\% | 1400\% | 31\% | 31\% | 36\% | - | - |

## * Percentage of low-temperature p-Si: about 40\% in FY01 (amount base)

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.

