## Toshiba Announces Consolidated and Non-Consolidated Results for the First Half of Fiscal Year Ending in March 2003

TOKYO--Toshiba Corporation today announced its consolidated and non-consolidated results for the first half of fiscal year 2002. The results reflect solid recovery led by recent initiatives taken by management, including business restructuring and closely focused portfolio management.

## 1) General Overview of the First Half of Fiscal Year 2002

The first half of fiscal year 2002 opened with signs of industrial recovery that encouraged sentiment that the economy had bottomed out. However, stock prices continued to decline throughout the period, in both the United States and Japan, accompanied by continued economic sluggishness. Despite these circumstances, the performance of Toshiba and its consolidated group companies improved significantly over the same period of the previous year.

## Consolidated Results

Consolidated net sales increased 5 percent over the same period a year ago, to 2,635.1 billion yen (approximately US\$21,423 million), reflecting healthy demand for electronic devices, including semiconductors for consumer audio-visual products, digital cameras and cellular phones. Sales of Digital Media products increased, supported by strong demand for PCs and visual equipment in overseas markets. Power Systems, Information \& Communications Systems and Home Appliances, undercut by slow capital expenditures and weak domestic consumer spending, recorded decreased sales.

Operating income was 2.9 billion yen (US\$23 million), an increase of 101.3 billion yen compared to the same period last year, reflecting significant improvements in Electronic Devices \& Components and Digital Media.

## Non-consolidated Results

Non-consolidated results saw net sales increase by 7 percent over the same period a year ago, to $1,554.9$ billion yen (US $\$ 12,641$ million). Recurring profit (loss) recovered to minus 22.4 billion yen (minus US $\$ 182$ million). Net income rose to 47.1 billion yen (US $\$ 383$ million), reflecting extraordinary gains that included 108.7 billion yen from
relinquishment of the entrusted portion of the employee pension fund.

## 2) Cash Flows

Net cash provided by operating activities was 76.4 billion yen (US\$621 million), while net cash used in investing activities was 30.4 billion yen (US\$247 million), an overall increase in free cash flow of 46.0 billion yen (US $\$ 374$ million).

## 3) Breakdown of FY 2002 First Half Consolidated Results by Industry Segment

## Net Sales

Net sales of Information \& Communications Systems were down 8 percent over the same period a year ago, to 406.6 billion yen (US $\$ 3,305$ million). The result was influenced by declines in the sales of telecommunications and broadcasting systems, as well as information system for the private sector, including distributors, financial institutions and manufacturing. Price-erosion also contributed to lower sales figures.

Net sales of Social Infrastructure Systems declined by 4 percent over the same period a year ago, to 373.0 billion yen (US $\$ 3,033$ million), primarily as a result of continued curbs on capital expenditure.

Net sales in Power Systems decreased 9 percent over the same period a year ago, to 237.5 billion yen (US $\$ 1,931$ million), as restrained domestic investment resulted in smaller demand for power equipment.

Digital Media sales increased by 18 percent over the same period a year ago, to 795.6 billion yen (US\$6,468 million). Overseas sales of portable PCs, peripherals and visual equipment, including color TVs, were strong throughout the period.

In Home Appliances, net sales decreased 5 percent over the same period a year ago, to 332.7 billion yen (US $\$ 2,705$ million). The decline was compounded by price erosion and sluggish consumer consumption, including limited sales of air-conditioners in an unseasonably cool June.

Electronic Devices \& Components recorded a boost of 17 percent over the same period a year ago, to 641.6 billion yen (US\$5,216 million). Demand was strong for semiconductors for consumer products, particularly audio-visual equipment, and demand for NAND flash memory was boosted by cellular phones.

Others decreased 2 percent over the same period a year ago, to 205.3 billion yen (US\$ 1,669 million).

## Operating Income

Information \& Communications Systems saw income decline by 7.7 billion yen over the same period a year ago, to minus 10.4 billion yen (minus US $\$ 85$ million).

Social Infrastructure Systems improved 2.7 billion yen over the same period a year ago, to minus 12.5 billion yen (minus US $\$ 102$ million), due to cost-cutting efforts and restructuring that improved operating efficiency.

Power Systems decreased 2.6 billion yen over the same period a year ago, to 6.6 billion yen (US\$53 million), largely as a result of a demand downturn in thermal power equipment.

Digital Media increased 14.5 billion yen over the same period a year ago, to 3.4 billion yen (US\$28 million).

In Home Appliances, operating income decreased 7.2 billion yen to 2.4 billion yen (US\$20 million).

Electronic Devices \& Components saw a 98.6 billion yen increase over the same period a year ago, to 5.0 billion yen (US $\$ 41$ million). NAND Flash memory, discrete devices and system LSI all returned strong performances. Withdrawal from the commodity DRAM business also contributed to the improved performance.

Others increased 78 percent over the same period a year ago, to 8.6 billion yen (US $\$ 70$ million).

## Dividend per share

Toshiba has cancelled its interim dividend.

## Forecast for FY2002

Overall forecast for financial results, including production, sales and profit
Toshiba expects the U.S. and Japanese economies to remain sluggish in the second half of the fiscal year, as capital expenditures continue to be constrained.

Consolidated and non-consolidated projections for FY2002 are shown below.
(Unit: billion yen)

|  | FY2002 <br> Forecast | FY2001 | Change (\%) |
| :--- | :---: | :---: | :---: |
| Net Sales | 5,650 | 5,394 | $+5 \%$ |
| Operating Income (Loss) | 130 | -114 | - |
| Income (Loss) before Taxes | 40 | -377 | - |
| Net Income (Loss) | 23 | -254 | - |

Non-Consolidated
(Unit: billion yen)

|  | FY2002 <br> Forecast | FY2001 | Change (\%) |
| :--- | ---: | :---: | :---: |
| Net Sales | 3,400 | 3,196 | $+6 \%$ |
| Operating Income (Loss) | 55 | -196 | - |
| Recurring Profit (Loss) | 30 | -231 | - |
| Income (Loss) before Taxes | 120 | -398 | - |
| Net Income (Loss) | 69 | -260 | - |

## FY2002 Forecast by Industry Segment

Forecasts for consolidated net sales and operating income (loss) for FY2002 are shown below.
(Unit: billion yen)

|  | Net Sales |  | Operating Income |  |
| :--- | ---: | ---: | ---: | ---: |
|  | FY2002 <br> Forecast | FY2001 | FY2002 <br> Forecast | FY2001 |
| Information \& Communications <br> Systems | 900 | 956.7 | 11 | 9.7 |
| Social Infrastructure Systems | 940 | 955.3 | 18 | 13.6 |
| Power Systems | 500 | 579.6 | 19 | 26.8 |
| Digital Media | 1,660 | $1,468.6$ | 21 | -14.9 |
| Home Appliances | 680 | 680.7 | 13 | 11.4 |
|  <br> Components | 1,300 | $1,074.8$ | 33 | -176.3 |
| Others | 420 | 426.4 | 16 | 15.3 |
| Total | 6,400 | $6,142.1$ | 131 | -114.3 |
| Elimination | -750 | -748.1 | -1 | 0.8 |
| Consolidated | 5,650 | $5,394.0$ | 130 | -113.6 |

Note: For convenience only, all dollar figures used in reporting fiscal year 2002 first half results are valued at 123 yen to the dollar. The U.S. dollar and Euro values assumed in the forecast for the second half of fiscal year 2002 are 120 yen and 115 yen, respectively. For more information, please visit Toshiba's website at: http://www.toshiba.co.jp/about/press/index.htm

## Toshiba Corporation and its Subsidiaries

## Consolidated Interim Financial Statements

For the First Half of Fiscal Year 2002 (April 1, 2002 to September 30, 2002)

## Outline

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

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | ¥2,635,063 | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | 2,874 | $(98,392)$ | 101,266 | - | $(113,575)$ | 23,366 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates. | $(43,813)$ | $(196,553)$ | 152,740 | - | $(376,687)$ | $(356,203)$ |
| Net income (loss) | $(26,407)$ | $(123,137)$ | 96,730 | - | $(254,017)$ | $(214,691)$ |
| Basic earnings per share | $\geq(8.20)$ | $¥(38.25)$ | $¥ 30.05$ |  | $¥(78.91)$ | \$(0.07) |

## Notes:

1) Consolidated Financial Statements are based on generally accepted accounting principles in the U.S.
2) The company has 315 consolidated subsidiaries.
3) The U.S.dollar is valued at $¥ 123$ throughout this statement for convenience only.

## Comparative Consolidated Statements of Operations

1. First Half ended September 30 ( $¥$ in millions, US\$ in thousands)

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and other income |  |  |  |  |  |  |
| Net sales | ¥2,635,063 | ¥2,510,687 | $¥ 124,376$ | 105\% | ¥5,394,033 | \$21,423,276 |
| Interest | 2,530 | 4,427 | $(1,897)$ | 57\% | 7,461 | 20,569 |
| Dividends | 4,029 | 3,374 | 655 | 119\% | 7,243 | 32,756 |
| Other income | 27,323 | 22,648 | 4,675 | 121\% | 59,100 | 222,138 |
| Costs and expenses |  |  |  |  |  |  |
| Cost of sales | 1,931,210 | 1,898,744 | 32,466 | 102\% | 4,070,130 | 15,700,894 |
| Selling, general and administrative | 700,979 | 710,335 | $(9,356)$ | 99\% | 1,437,478 | 5,699,016 |
| Interest | 12,336 | 16,187 | $(3,851)$ | 76\% | 29,891 | 100,293 |
| Other | 68,233 | 112,423 | $(44,190)$ | $61 \%$ | 307,025 | 554,740 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates | $(43,813)$ | $(196,553)$ | 152,740 | - | $(376,687)$ | $(356,204)$ |
| Income taxes | $(11,141)$ | $(68,861)$ | 57,720 | - | $(113,915)$ | $(90,577)$ |
| Minority interest in income (loss) of consolidated subsidiaries | $(\mathbf{3 , 1 9 3})$ | $(1,609)$ | $(1,584)$ | - | (6,315) | $(25,959)$ |
| Equity in earnings of affiliates | 3,072 | 2,946 | 126 | 104\% | 2,440 | 24,975 |
| Net income (loss) | $\geq(26,407)$ | $¥(123,137)$ | ¥96,730 | - | $¥(254,017)$ | \$(214,691) |

[^0]2. Second Quarter ended September 30 (Unaudited) ( $¥$ in millions, US $\$$ in thousands)

|  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Sales and other income |  |  |  |  |  |
| Net sales | ¥1,443,944 | $¥ 1,345,207$ | ¥98,737 | 107\% | \$11,739,382 |
| Interest | 1,070 | 2,181 | $(1,111)$ | 49\% | 8,699 |
| Dividends | 1,653 | 1,287 | 366 | 128\% | 13,439 |
| Other income | 15,671 | 14,194 | 1,477 | 110\% | 127,407 |
| Costs and expenses |  |  |  |  |  |
| Cost of sales | 1,061,760 | 1,036,857 | 24,903 | 102\% | 8,632,195 |
| Selling, general and administrative | 353,049 | 366,537 | $(13,488)$ | 96\% | 2,870,317 |
| Interest | 6,304 | 7,496 | $(1,192)$ | 84\% | 51,252 |
| Other | 51,772 | 95,973 | $(44,201)$ | 54\% | 420,911 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates | $(10,547)$ | $(143,994)$ | 133,447 | - | $(85,748)$ |
| Income taxes | (596) | $(50,569)$ | 49,973 | - | $(4,846)$ |
| Minority interest in income (loss) of consolidated subsidiaries | $(3,062)$ | $(2,858)$ | (204) | - | $(24,894)$ |
| Equity in earnings of affiliates | (723) | 867 | $(1,590)$ | - | $(5,878)$ |
| Net income (loss) | $\geq(7,612)$ | $¥(89,700)$ | $¥ 82,088$ | - | \$(61,886) |

[^1] respectively.

## Comparative Consolidated Balance Sheets

|  |  |  | ( $¥$ in millions, | US\$ in thousands) |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2002 <br> As of Sept. 30,2002 <br> (A) | FY2001 <br> As of Mar.31,2002 <br> (B) | (A)-(B) | FY2002 As of Sept. 30,2002 |
| Assets <br> Current assets | $\geq 2,550,605$ | $¥ 2,674,527$ | $¥(123,922)$ | \$20,736,626 |
| Cash and cash equivalents | 311,103 | 370,432 | $(59,329)$ | 2,529,293 |
| Notes and accounts receivable, trade | 897,914 | 1,086,147 | $(188,233)$ | 7,300,114 |
| Finance receivables, net | 196,611 | 190,912 | 5,699 | 1,598,463 |
| Inventories | 748,614 | 693,350 | 55,264 | 6,086,293 |
| Prepaid expenses and other current assets | 396,363 | 333,686 | 62,677 | 3,222,463 |
| Long-term receivables | 14,034 | 14,523 | (489) | 114,097 |
| Long-term finance receivables, net | 273,527 | 313,058 | $(39,531)$ | 2,223,797 |
| Investments | 360,088 | 363,274 | $(3,186)$ | 2,927,545 |
| Property, plant and equipment | 1,253,757 | 1,354,322 | $(100,565)$ | 10,193,146 |
| Other assets | 710,577 | 688,078 | 22,499 | 5,777,049 |
| Total assets | $\geq 5,162,588$ | $¥ 5,407,782$ | $¥(245,194)$ | \$41,972,260 |
| Liabilities and shareholders' equity Current liabilities | ¥2,635,836 | $¥ 2,872,493$ | $¥(236,657)$ | \$21,429,561 |
| Short-term borrowings and current portion of long-term debt | 833,231 | 929,778 | $(96,547)$ | 6,774,236 |
| Notes and accounts payable, trade | 892,958 | 978,020 | $(85,062)$ | 7,259,821 |
| Other current liabilities | 909,647 | 964,695 | $(55,048)$ | 7,395,504 |
| Accrued pension and severance costs | 714,607 | 709,233 | 5,374 | 5,809,813 |
| Long-term debt and other liabilities | 970,816 | 931,079 | 39,737 | 7,892,813 |
| Minority interest in consolidated subsidiaries | 188,873 | 189,663 | (790) | 1,535,553 |
| Shareholders' equity | 652,456 | 705,314 | $(52,858)$ | 5,304,520 |
| Common stock | 274,926 | 274,926 | 0 | 2,235,171 |
| Additional paid-in capital | 285,736 | 285,736 | 0 | 2,323,057 |
| Retained earnings | 417,148 | 443,555 | $(26,407)$ | 3,391,447 |
| Accumulated other comprehensive loss | $(325,047)$ | $(298,792)$ | $(26,255)$ | $(2,642,659)$ |
| Treasury stock | (307) | (111) | (196) | $(2,496)$ |
| Total liabilities and shareholders' equity | $¥ 5,162,588$ | $¥ 5,407,782$ | $¥(245,194)$ | \$41,972,260 |
| Breakdown of accumulated other comprehensive income (loss) |  |  |  |  |
| Unrealized gains on securities | ¥19,245 | ¥25,186 | $¥(5,941)$ | \$156,463 |
| Foreign currency translation adjustments |  | $(41,951)$ | $(23,818)$ | $(534,707)$ |
| Minimum pension liability adjustment | $(275,801)$ | $(279,939)$ | 4,138 | $(2,242,285)$ |
| Unrealized loss on derivative instruments |  | $(2,088)$ | (634) | $(22,130)$ |
| Total debt | ¥1,753,359 | $¥ 1,818,533$ | $\geq(65,174)$ | \$14,254,951 |

## Comparative Consolidated Statements of Cash Flows

(¥ in millions, US\$ in thousands)

|  | 1st Half <br> FY2002 <br> (A) | 1st Half FY2001 <br> (B) | (A)-(B) | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Net loss | $¥(26,407)$ | ¥ $(123,137)$ | ¥96,730 | \$(214,691) |
| Depreciation and amortization | 126,457 | 167,770 | $(41,313)$ | 1,028,106 |
| Equity in income of affiliated companies | $(3,072)$ | $(2,946)$ | (126) | $(24,976)$ |
| Decrease in notes and accounts receivable, trade | 209,222 | 291,253 | $(82,031)$ | 1,700,992 |
| Increase in inventories | $(59,883)$ | $(20,614)$ | $(39,269)$ | $(486,854)$ |
| Decrease in notes and accounts payable, trade | $(78,953)$ | $(161,695)$ | 82,742 | $(641,894)$ |
| Others | $(91,009)$ | $(36,656)$ | $(54,353)$ | $(739,910)$ |
| Adjustments to reconcile net loss to net cash provided by operating activities | 102,762 | 237,112 | $(134,350)$ | 835,464 |
| Net cash provided by operating activities | 76,355 | 113,975 | $(37,620)$ | 620,773 |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from sale of property and securities | 138,043 | 27,759 | 110,284 | 1,122,301 |
| Acquisition of property and equipment | $(137,634)$ | $(176,973)$ | 39,339 | $(1,118,976)$ |
| Purchase of securities | $(10,688)$ | $(10,644)$ | (44) | $(86,894)$ |
| (Increase) Decrease in investments in affiliated companies | $(5,302)$ | 12,628 | $(17,930)$ | $(43,106)$ |
| Others | $(14,816)$ | $(19,203)$ | 4,387 | $(120,455)$ |
| Net cash used in investing activities | $(30,397)$ | $(166,433)$ | 136,036 | $(247,130)$ |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from long-term debt | 197,736 | 119,537 | 78,199 | 1,607,610 |
| Repayment of long-term debt | $(102,247)$ | $(154,290)$ | 52,043 | $(831,277)$ |
| Decrease in short-term borrowings | $(193,949)$ | $(25,372)$ | $(168,577)$ | $(1,576,821)$ |
| Dividends paid | (17) | $(16,003)$ | 15,986 | (138) |
| Others | 84 |  | 84 | 683 |
| Net cash used in financing activities | $(98,393)$ | $(76,128)$ | $(22,265)$ | $(799,943)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(6,894)$ | $(3,514)$ | $(3,380)$ | $(56,049)$ |
| Net decrease in cash and cash equivalents | $(59,329)$ | $(132,100)$ | 72,771 | $(482,349)$ |
| Cash and cash equivalents at beginning of the period | 370,432 | 487,595 | $(117,163)$ | 3,011,642 |
| Cash and cash equivalents at end of the period | $¥ 311,103$ | $¥ 355,495$ | $¥(44,392)$ | \$2,529,293 |

## Industry Segment Information

1. First Half ended September 30
( $¥$ in millions, US\$ in thousands)

|  |  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | ( A$) /(\mathrm{B})$ | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (Share of total sales) | Information \& Communications Systems | $\begin{array}{r} ¥ 406,570 \\ (14 \%) \end{array}$ | $\begin{array}{r} ¥ 439,945 \\ (15 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥(33,375) \\ (-1 \%) \end{array}$ | 92\% | $\begin{array}{r} ¥ 956,714 \\ (16 \%) \end{array}$ | \$3,305,447 |
|  | Social Infrastructure Systems | $\begin{array}{r} 373,032 \\ (\mathbf{1 2 \%}) \\ \hline \end{array}$ | $\begin{array}{r} 387,087 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline(14,055) \\ (-2 \%) \end{array}$ | 96\% | $\begin{array}{r} \hline 955,350 \\ (16 \%) \\ \hline \end{array}$ | 3,032,781 |
|  | Power Systems | $\begin{array}{r} \hline 237,519 \\ (8 \%) \end{array}$ | $\begin{array}{r} \hline 260,288 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} (22,769) \\ (-1 \%) \end{array}$ | 91\% | $\begin{array}{r} 579,560 \\ (9 \%) \end{array}$ | 1,931,049 |
|  | Digital Media | $\begin{array}{r} \hline 795,559 \\ (27 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 675,511 \\ (24 \%) \\ \hline \end{array}$ | $\begin{array}{r} 120,048 \\ (3 \%) \\ \hline \end{array}$ | 118\% | $\begin{array}{r} \hline 1,468,599 \\ (24 \%) \\ \hline \end{array}$ | 6,467,959 |
|  | Home Appliances | $\begin{array}{r} 332,703 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} 350,467 \\ (12 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(17,764) \\ (-1 \%) \\ \hline \end{array}$ | 95\% | $\begin{array}{r} \hline 680,682 \\ (11 \%) \\ \hline \end{array}$ | 2,704,902 |
|  | Electronic Devices \& Components | $\begin{array}{r} \hline 641,622 \\ (21 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 546,700 \\ (19 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 94,922 \\ (2 \%) \\ \hline \end{array}$ | 117\% | $\begin{array}{r} \hline 1,074,852 \\ (17 \%) \\ \hline \end{array}$ | 5,216,439 |
|  | Others | $\begin{array}{r} \hline 205,276 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 208,537 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} (3,261) \\ (-) \end{array}$ | 98\% | $\begin{array}{r} 426,371 \\ (7 \%) \\ \hline \end{array}$ | 1,668,911 |
|  | Total | $\begin{array}{r} \hline 2,992,281 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2,868,535 \\ (100 \%) \\ \hline \end{array}$ | 123,746 | 104\% | $\begin{array}{r} 6,142,128 \\ (100 \%) \\ \hline \end{array}$ | 24,327,488 |
|  | Eliminations | $(357,218)$ | $(357,848)$ | 630 | - | $(748,095)$ | $(2,904,212)$ |
|  | Consolidated | $¥ 2,635,063$ | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | Information \& Communications Systems | $\geq(10,447)$ | $¥(2,672)$ | $¥(7,775)$ | - | ¥9,662 | \$(84,935) |
|  | Social Infrastructure Systems | $(12,490)$ | $(15,226)$ | 2,736 | - | 13,601 | $(101,545)$ |
|  | Power Systems | 6,572 | 9,212 | $(2,640)$ | 71\% | 26,828 | 53,431 |
|  | Digital Media | 3,434 | $(11,056)$ | 14,490 | - | $(14,873)$ | 27,919 |
|  | Home Appliances | 2,440 | 9,556 | $(7,116)$ | 26\% | 11,358 | 19,837 |
|  | Electronic Devices \& Components | 5,042 | $(93,604)$ | 98,646 | - | $(176,277)$ | 40,992 |
|  | Others | 8,568 | 4,817 | 3,751 | 178\% | 15,314 | 69,659 |
|  | Total | 3,119 | $(98,973)$ | 102,092 | - | $(114,387)$ | 25,358 |
|  | Eliminations | (245) | 581 | (826) | - | 812 | $(1,992)$ |
|  | Consolidated | ¥2,874 | $¥(98,392)$ | $¥ 101,266$ | - | $¥(113,575)$ | \$23,366 |

2. Second Quarter ended September 30 (Unaudited)
(¥ in millions, US\$ in thousands)

|  |  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Net sales (Share of total sales) | Information \& Communications Systems | $\begin{array}{r} \hline \mathbf{2 2 9 , 0 7 3} \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 241,530 \\ (16 \%) \end{array}$ | $\begin{array}{r} ¥(12,457) \\ (-2 \%) \end{array}$ | 95\% | \$1,862,382 |
|  | Social Infrastructure Systems | $\begin{array}{r} \hline 224,415 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline 228,807 \\ (15 \%) \end{array}$ | $\begin{array}{r} (4,392) \\ (-1 \%) \\ \hline \end{array}$ | 98\% | 1,824,512 |
|  | Power Systems | $\begin{array}{r} 141,601 \\ (8 \%) \end{array}$ | $\begin{array}{r} 151,345 \\ (10 \%) \end{array}$ | $\begin{array}{r} (9,744) \\ (-2 \%) \end{array}$ | 94\% | 1,151,228 |
|  | Digital Media | $\begin{array}{r} \hline 426,658 \\ (26 \%) \end{array}$ | $\begin{array}{r} 363,999 \\ (23 \%) \end{array}$ | $\begin{array}{r} \hline 62,659 \\ (3 \%) \end{array}$ | 117\% | 3,468,764 |
|  | Home Appliances | $\begin{array}{r} \hline 165,849 \\ (10 \%) \end{array}$ | $\begin{array}{r} 173,562 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} (7,713) \\ (-1 \%) \\ \hline \end{array}$ | 96\% | 1,348,366 |
|  | Electronic Devices \& Components | $\begin{array}{r} 341,790 \\ (21 \%) \end{array}$ | $\begin{array}{r} 278,484 \\ (18 \%) \end{array}$ | $\begin{array}{r} \hline 63,306 \\ (3 \%) \end{array}$ | 123\% | 2,778,781 |
|  | Others | $\begin{array}{r} 109,079 \\ (7 \%) \end{array}$ | $\begin{array}{r} 115,427 \\ (7 \%) \end{array}$ | $(6,348)$ $(-)$ | 95\% | 886,821 |
|  | Total | $\begin{array}{r} \hline 1,638,465 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,553,154 \\ (100 \%) \\ \hline \end{array}$ | 85,311 | 105\% | 13,320,854 |
|  | Eliminations | $(194,521)$ | $(207,947)$ | 13,426 | - | $(1,581,472)$ |
|  | Consolidated | $¥ 1,443,944$ | $¥ 1,345,207$ | ¥98,737 | 107\% | \$11,739,382 |
| Operating income (loss) | Information \& Communications Systems | $¥ 73$ | ¥8,192 | $¥(8,119)$ | 1\% | \$594 |
|  | Social Infrastructure Systems | 4,008 | 192 | 3,816 | 2,088\% | 32,585 |
|  | Power Systems | 6,752 | 3,207 | 3,545 | 211\% | 54,894 |
|  | Digital Media | 2,675 | $(3,741)$ | 6,416 | - | 21,748 |
|  | Home Appliances | 14 | 4,741 | $(4,727)$ | 0\% | 114 |
|  | Electronic Devices \& Components | 11,663 | $(72,638)$ | 84,301 | - | 94,821 |
|  | Others | 4,591 | 1,174 | 3,417 | 391\% | 37,325 |
|  | Total | 29,776 | $(58,873)$ | 88,649 | - | 242,081 |
|  | Eliminations | (641) | 686 | $(1,327)$ | - | $(5,211)$ |
|  | Consolidated | ¥29,135 | $¥(58,187)$ | $¥ 87,322$ | - | \$236,870 |

Notes:

1) Segment information is based on Japanese accounting standards.
2) Segment sales totals include intersegment transactions.

## Geographic Segment Information

|  |  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (Share of total sales | Japan | $\begin{array}{r} \hline ¥ 2,294,435 \\ (65 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 2,196,238 \\ (68 \%) \end{array}$ | $\begin{array}{r} ¥ 98,197 \\ (-3 \%) \end{array}$ | 104\% | $\begin{array}{r} \hline ¥ 4,716,351 \\ (68 \%) \end{array}$ | \$18,653,943 |
|  | North America | $\begin{array}{r} \hline 424,118 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 382,753 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 41,365 \\ (-) \end{array}$ | 111\% | $\begin{array}{r} \hline 814,929 \\ (12 \%) \end{array}$ | 3,448,114 |
|  | Asia | $\begin{array}{r} \hline 545,273 \\ (16 \%) \end{array}$ | $\begin{array}{r} \hline 429,306 \\ (13 \%) \end{array}$ | $\begin{array}{r} \hline 115,967 \\ (3 \%) \end{array}$ | 127\% | $\begin{array}{r} \hline 900,422 \\ (13 \%) \end{array}$ | 4,433,114 |
|  | Europe | $\begin{array}{r} \hline 225,260 \\ (6 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 205,365 \\ (6 \%) \\ \hline \end{array}$ | $19,895$ $(-)$ | 110\% | $\begin{array}{r} 439,115 \\ (6 \%) \\ \hline \end{array}$ | 1,831,382 |
|  | Others | $\begin{array}{r} 29,389 \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 30,513 \\ (1 \%) \end{array}$ | $\begin{array}{r} \hline(1,124) \\ (-) \\ \hline \end{array}$ | 96\% | $\begin{array}{r} \hline 57,614 \\ (1 \%) \\ \hline \end{array}$ | 238,935 |
|  | Total | $\begin{array}{r} \hline 3,518,475 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 3,244,175 \\ (100 \%) \end{array}$ | 274,300 | 108\% | $\begin{array}{r} \hline 6,928,431 \\ (100 \%) \\ \hline \end{array}$ | 28,605,488 |
|  | Eliminations | $(883,412)$ | $(733,488)$ | $(149,924)$ | - | $(1,534,398)$ | (7,182,212) |
|  | Consolidated | $¥ 2,635,063$ | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | Japan | $\geq(9,024)$ | $¥(114,586)$ | $¥ 105,562$ | - | $¥(166,231)$ | \$(73,366) |
|  | North America | 4,838 | (893) | 5,731 | - | 19,189 | 39,334 |
|  | Asia | 14,837 | 11,502 | 3,335 | 129\% | 22,844 | 120,626 |
|  | Europe | $(2,250)$ | $(2,858)$ | 608 | - | (128) | $(18,293)$ |
|  | Others | (200) | (166) | (34) | - | 14 | $(1,626)$ |
|  | Total | 8,201 | $(107,001)$ | 115,202 | - | $(124,312)$ | 66,675 |
|  | Eliminations | $(5,327)$ | 8,609 | $(13,936)$ | - | 10,737 | $(43,309)$ |
|  | Consolidated | ¥2,874 | $¥(98,392)$ | $¥ 101,266$ | - | $¥(113,575)$ | \$23,366 |

## Notes:

1) Segment information is based on Japanese accounting standards.
2) Segment sales totals include intersegment transactions.

## Net Sales by Region

1. First Half ended September 30
( $¥$ in millions, US\$ in thousands)

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Japan | $\begin{array}{r} ¥ 1,516,620 \\ (58 \%) \end{array}$ | $\begin{array}{r} ¥ 1,551,792 \\ (62 \%) \end{array}$ | $\begin{array}{r} ¥(35,172) \\ (-4 \%) \end{array}$ | 98\% | $\begin{array}{r} ¥ 3,340,491 \\ (62 \%) \end{array}$ | \$12,330,243 |
| Overseas | $\begin{array}{r} 1,118,443 \\ (42 \%) \end{array}$ | 958,895 <br> (38\%) | $\begin{array}{r} 159,548 \\ (4 \%) \end{array}$ | 117\% | $\begin{array}{r} 2,053,542 \\ (38 \%) \end{array}$ | \$9,093,033 |
| North America | $\begin{array}{r} \hline 453,539 \\ (17 \%) \end{array}$ | $\begin{array}{r} \hline 377,678 \\ (15 \%) \end{array}$ | 75,861 <br> (2\%) | 120\% | 825,902 <br> (15\%) | 3,687,309 |
| Asia | $\begin{array}{r} 381,698 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline 308,731 \\ (12 \%) \end{array}$ | $\begin{array}{r} 72,967 \\ (2 \%) \end{array}$ | 124\% | 659,820 <br> (12\%) | 3,103,236 |
| Europe | $\begin{array}{r} 234,356 \\ (9 \%) \tag{-} \end{array}$ | 214,162 <br> (9\%) | $20,194$ | 109\% | $453,093$ <br> (9\%) | 1,905,333 |
| Others | $\begin{array}{r} 48,850 \\ (2 \%) \end{array}$ | $\begin{array}{r} 58,324 \\ (2 \%) \\ \hline \end{array}$ | $(9,474)$ | 84\% | $114,727$ <br> (2\%) | 397,155 |
| Net Sales | $\begin{array}{r} ¥ 2,635,063 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 2,510,687 \\ (100 \%) \\ \hline \end{array}$ | $¥ 124,376$ | 105\% | $\begin{array}{r} ¥ 5,394,033 \\ (100 \%) \\ \hline \end{array}$ | \$21,423,276 |

2. Second Quarter ended September 30 (Unaudited) ( $\ddagger$ in millions, US\$ in thousands)

|  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Japan | $\begin{array}{r} \mathbf{¥ 8 3 6 , 3 2 7} \\ (58 \%) \\ \hline \end{array}$ | $\begin{array}{r} \because 840,899 \\ (63 \%) \end{array}$ | $\begin{array}{r} \hline ¥(4,572) \\ (-5 \%) \end{array}$ | 99\% | \$6,799,406 |
| Overseas | $\begin{array}{r} \hline 607,617 \\ (42 \%) \end{array}$ | $\begin{array}{r} 504,308 \\ (37 \%) \end{array}$ | $\begin{array}{r} \hline 103,309 \\ (5 \%) \end{array}$ | 120\% | \$4,939,976 |
| North America | $\begin{array}{r} \hline 250,450 \\ (17 \%) \\ \hline \end{array}$ | $\begin{array}{r} 202,622 \\ (15 \%) \end{array}$ | $\begin{array}{r} \hline 47,828 \\ (2 \%) \\ \hline \end{array}$ | 124\% | 2,036,179 |
| Asia | $\begin{array}{r} \hline 208,774 \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} 160,066 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 48,708 \\ (2 \%) \end{array}$ | 130\% | 1,697,350 |
| Europe | $\begin{array}{r} 124,136 \\ (9 \%) \end{array}$ | $\begin{array}{r} 108,506 \\ (8 \%) \end{array}$ | $\begin{array}{r} \hline 15,630 \\ (1 \%) \\ \hline \end{array}$ | 114\% | 1,009,236 |
| Others | $\begin{array}{r} 24,257 \\ (2 \%) \end{array}$ | $\begin{array}{r} 33,114 \\ (2 \%) \end{array}$ | $\begin{array}{r} \hline(8,857) \\ (-) \\ \hline \end{array}$ | 73\% | 197,211 |
| Net Sales | $\begin{array}{r} \hline ¥ 1,443,944 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 1,345,207 \\ (100 \%) \\ \hline \end{array}$ | $¥ 98,737$ | 107\% | \$11,739,382 |

Notes:

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

## Toshiba Corporation

## Non-Consolidated Interim Financial Statements

For the First Half of Fiscal Year 2002 (April 1, 2002 to September 30, 2002)

## Outline

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

|  | 1st Half FY2002(A) | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | $¥ \mathbf{1 , 5 5 4 , 9 6 5}$ | $¥ 1,448,874$ | $¥ 106,091$ | 107\% | $¥ 3,196,896$ | \$12,641,992 |
| Recurring profit (loss) | $(22,489)$ | $(124,450)$ | 101,961 | - | $(231,816)$ | $(182,837)$ |
| Net income (loss) after taxes | 47,110 | $(101,416)$ | 148,526 | - | $(260,332)$ | 383,008 |
| Net income (loss) per share* | ¥14.64 | $¥(31.51)$ | $¥ 46.15$ | - | $¥(80.87)$ | \$0.12 |
| Dividend per share* | (Interim dividend) $¥ \mathbf{0 . 0 0}$ | (Interim dividend) $¥ 0.00$ | $¥ 0.00$ | - | (Ordinary dividend) <br> $¥ 0.00$ | \$0.00 |

Notes: The U.S.dollar is valued at $¥ 123$ throughout this statement for convenience only.

## Comparative Non-Consolidated Statement of Income And Retained Earnings

| (¥ in millions, US\$ in thousands) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | 1st Half <br> FY2001(B) | (A)-(B) | (A)/(B) | FY2001 | 1st Half <br> FY2002 |
| (Ordinary income) |  |  |  |  |  |  |
| Operating income \& expenses |  |  |  |  |  |  |
| Net sales | $¥ \mathbf{1 , 5 5 4 , 9 6 5}$ | $¥ 1,448,874$ | $¥ 106,091$ | 107 | $¥ 3,196,896$ | \$12,641,992 |
| Cost of sales | 1,276,531 | 1,251,120 | 25,411 | 102 | 2,745,846 | 10,378,301 |
| Selling, general \& administrative expenses | 308,343 | 315,642 | $(7,299)$ | 98 | 647,803 | 2,506,854 |
| Net operating income (expenses) | $(29,908)$ | $(117,888)$ | 87,980 | - | $(196,752)$ | $(243,154)$ |
| (Non-operating income \& expenses) |  |  |  |  |  |  |
| Non-operating income (a) | 47,617 | 38,764 | 8,853 | 123 | 51,383 | 387,130 |
| Non-operating expenses (b) | 40,197 | 45,327 | $(5,130)$ | 89 | 86,446 | 326,805 |
| (a)-(b) | 7,419 | $(6,562)$ | 13,981 | - | $(35,063)$ | $\mathbf{6 0 , 3 1 7}$ |
| Recurring profit (loss) | $(22,489)$ | $(124,450)$ | 101,961 | - | $(231,816)$ | $(182,837)$ |
| (Extraordinary gains \& losses) |  |  |  |  |  |  |
| Extraordinary gains(c) | 112,627 | 0 | 112,627 | - | 21,894 | 915,667 |
| Extraordinary losses(d) | 12,782 | 42,342 | $(29,560)$ | 30 | 188,762 | 103,919 |
| (c)-(d) | $\mathbf{9 9 , 8 4 5}$ | $(42,342)$ | 142,187 | - | $(166,868)$ | 811,748 |
| Income (loss) before taxes | 77,355 | $(166,793)$ | 244,148 | - | $(398,684)$ | 628,902 |
| Net income (loss) after taxes | 47,110 | $(101,416)$ | 148,526 | - | $(260,332)$ | 383,008 |
| Transfer from earned surplus reserve | 68,730 | 0 | 68,730 | - | 0 | 558,780 |
| Unappropriated retained earnings for the period | ¥102,684 | $¥(62,295)$ | $¥ 164,979$ | - | $¥(221,210)$ | \$834,829 |

## Comparative Non-Consolidated Balance Sheets

( $¥$ in millions, US\$ in thousands)

|  | $\begin{gathered} \text { FY } 2002 \text { (A) } \\ \text { As of Sept.30,2002 } \end{gathered}$ | $\begin{gathered} \text { FY } 2001 \text { (B) } \\ \text { As of Mar.31,2002 } \end{gathered}$ | (A)-(B) | FY 2002 <br> As of Sept.30,2002 |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Current assets | ¥1,128,954 | $¥ 1,303,471$ | $¥(174,517)$ | \$9,178,488 |
| Fixed assets | 1,726,412 | 1,835,674 | $(109,262)$ | 14,035,870 |
| (Tangible fixed assets) | 519,966 | 585,169 | $(65,203)$ | 4,227,366 |
| (Intangible fixed assets) | 41,835 | 43,986 | $(2,151)$ | 340,122 |
| (Investments \& others) | 1,164,611 | 1,206,518 | $(41,907)$ | 9,468,382 |
| Total assets | 2,855,366 | 3,139,145 | $(283,779)$ | 23,214,358 |
| Liabilities |  |  |  |  |
| Current liabilities | 1,322,908 | 1,616,101 | $(293,193)$ | 10,755,350 |
| Long-term liabilities | 855,900 | 883,845 | $(27,945)$ | 6,958,537 |
| Total liabilities | 2,178,808 | 2,499,947 | $(321,139)$ | 17,713,886 |
| Capital |  |  |  |  |
| Capital stock | 274,926 | 274,926 | 0 | 2,235,171 |
| Capital surplus | 262,650 | 262,650 | 0 | 2,135,366 |
| $\underline{\text { Retained earnings }}$ | 116,369 | 69,258 | 47,111 | 946,089 |
| (Unappropriated retained earnings for the period) | 102,684 | $(221,210)$ | 323,894 | 834,829 |
| (Included net income(loss) for the period) | 47,110 | $(260,332)$ | 307,442 | 383,008 |
| Unrealized gains on revaluation, net of tax effect | 22,918 | 32,474 | $(9,556)$ | 186,325 |
| Treasury stock | (306) | (111) | (195) | $(2,488)$ |
| Total capital | 676,558 | 639,198 | 37,360 | 5,500,472 |
| Total liabilities \& capital | ¥2,855,366 | $¥ 3,139,145$ | $¥(283,779)$ | \$23,214,358 |

## 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.
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.

## Supplementary Data for Consolidated \& Non-Consolidated

## Business Results

## First Half of FY2002

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## Toshiba Corporation and its Subsidiaries

## Consolidated Interim Financial Statements

For the First Half of Fiscal Year 2002 (April 1, 2002 to September 30, 2002)

## Outline

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

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | ¥2,635,063 | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | 2,874 | $(98,392)$ | 101,266 | - | $(113,575)$ | 23,366 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates. | $(43,813)$ | $(196,553)$ | 152,740 | - | $(376,687)$ | $(356,203)$ |
| Net income (loss) | $(26,407)$ | $(123,137)$ | 96,730 | - | $(254,017)$ | $(214,691)$ |
| Basic earnings per share | $\geq(8.20)$ | $¥(38.25)$ | $¥ 30.05$ |  | $¥(78.91)$ | \$(0.07) |

## Notes:

1) Consolidated Financial Statements are based on generally accepted accounting principles in the U.S.
2) The company has 315 consolidated subsidiaries.
3) The U.S.dollar is valued at $¥ 123$ throughout this statement for convenience only.

## Comparative Consolidated Statements of Operations

1. First Half ended September 30 ( $¥$ in millions, US\$ in thousands)

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and other income |  |  |  |  |  |  |
| Net sales | ¥2,635,063 | ¥2,510,687 | $¥ 124,376$ | 105\% | ¥5,394,033 | \$21,423,276 |
| Interest | 2,530 | 4,427 | $(1,897)$ | 57\% | 7,461 | 20,569 |
| Dividends | 4,029 | 3,374 | 655 | 119\% | 7,243 | 32,756 |
| Other income | 27,323 | 22,648 | 4,675 | 121\% | 59,100 | 222,138 |
| Costs and expenses |  |  |  |  |  |  |
| Cost of sales | 1,931,210 | 1,898,744 | 32,466 | 102\% | 4,070,130 | 15,700,894 |
| Selling, general and administrative | 700,979 | 710,335 | $(9,356)$ | 99\% | 1,437,478 | 5,699,016 |
| Interest | 12,336 | 16,187 | $(3,851)$ | 76\% | 29,891 | 100,293 |
| Other | 68,233 | 112,423 | $(44,190)$ | $61 \%$ | 307,025 | 554,740 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates | $(43,813)$ | $(196,553)$ | 152,740 | - | $(376,687)$ | $(356,204)$ |
| Income taxes | $(11,141)$ | $(68,861)$ | 57,720 | - | $(113,915)$ | $(90,577)$ |
| Minority interest in income (loss) of consolidated subsidiaries | $(\mathbf{3 , 1 9 3})$ | $(1,609)$ | $(1,584)$ | - | (6,315) | $(25,959)$ |
| Equity in earnings of affiliates | 3,072 | 2,946 | 126 | 104\% | 2,440 | 24,975 |
| Net income (loss) | $\geq(26,407)$ | $¥(123,137)$ | ¥96,730 | - | $¥(254,017)$ | \$(214,691) |

[^2]2. Second Quarter ended September 30 (Unaudited) ( $¥$ in millions, US $\$$ in thousands)

|  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Sales and other income |  |  |  |  |  |
| Net sales | ¥1,443,944 | $¥ 1,345,207$ | ¥98,737 | 107\% | \$11,739,382 |
| Interest | 1,070 | 2,181 | $(1,111)$ | 49\% | 8,699 |
| Dividends | 1,653 | 1,287 | 366 | 128\% | 13,439 |
| Other income | 15,671 | 14,194 | 1,477 | 110\% | 127,407 |
| Costs and expenses |  |  |  |  |  |
| Cost of sales | 1,061,760 | 1,036,857 | 24,903 | 102\% | 8,632,195 |
| Selling, general and administrative | 353,049 | 366,537 | $(13,488)$ | 96\% | 2,870,317 |
| Interest | 6,304 | 7,496 | $(1,192)$ | 84\% | 51,252 |
| Other | 51,772 | 95,973 | $(44,201)$ | 54\% | 420,911 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates | $(10,547)$ | $(143,994)$ | 133,447 | - | $(85,748)$ |
| Income taxes | (596) | $(50,569)$ | 49,973 | - | $(4,846)$ |
| Minority interest in income (loss) of consolidated subsidiaries | $(3,062)$ | $(2,858)$ | (204) | - | $(24,894)$ |
| Equity in earnings of affiliates | (723) | 867 | $(1,590)$ | - | $(5,878)$ |
| Net income (loss) | $\geq(7,612)$ | $¥(89,700)$ | $¥ 82,088$ | - | \$(61,886) |

[^3] respectively.

## Comparative Consolidated Balance Sheets

|  |  |  | ( $¥$ in millions, | US\$ in thousands) |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2002 <br> As of Sept. 30,2002 <br> (A) | FY2001 <br> As of Mar.31,2002 <br> (B) | (A)-(B) | FY2002 As of Sept. 30,2002 |
| Assets <br> Current assets | $\geq 2,550,605$ | $¥ 2,674,527$ | $¥(123,922)$ | \$20,736,626 |
| Cash and cash equivalents | 311,103 | 370,432 | $(59,329)$ | 2,529,293 |
| Notes and accounts receivable, trade | 897,914 | 1,086,147 | $(188,233)$ | 7,300,114 |
| Finance receivables, net | 196,611 | 190,912 | 5,699 | 1,598,463 |
| Inventories | 748,614 | 693,350 | 55,264 | 6,086,293 |
| Prepaid expenses and other current assets | 396,363 | 333,686 | 62,677 | 3,222,463 |
| Long-term receivables | 14,034 | 14,523 | (489) | 114,097 |
| Long-term finance receivables, net | 273,527 | 313,058 | $(39,531)$ | 2,223,797 |
| Investments | 360,088 | 363,274 | $(3,186)$ | 2,927,545 |
| Property, plant and equipment | 1,253,757 | 1,354,322 | $(100,565)$ | 10,193,146 |
| Other assets | 710,577 | 688,078 | 22,499 | 5,777,049 |
| Total assets | $\geq 5,162,588$ | $¥ 5,407,782$ | $¥(245,194)$ | \$41,972,260 |
| Liabilities and shareholders' equity Current liabilities | ¥2,635,836 | $¥ 2,872,493$ | $¥(236,657)$ | \$21,429,561 |
| Short-term borrowings and current portion of long-term debt | 833,231 | 929,778 | $(96,547)$ | 6,774,236 |
| Notes and accounts payable, trade | 892,958 | 978,020 | $(85,062)$ | 7,259,821 |
| Other current liabilities | 909,647 | 964,695 | $(55,048)$ | 7,395,504 |
| Accrued pension and severance costs | 714,607 | 709,233 | 5,374 | 5,809,813 |
| Long-term debt and other liabilities | 970,816 | 931,079 | 39,737 | 7,892,813 |
| Minority interest in consolidated subsidiaries | 188,873 | 189,663 | (790) | 1,535,553 |
| Shareholders' equity | 652,456 | 705,314 | $(52,858)$ | 5,304,520 |
| Common stock | 274,926 | 274,926 | 0 | 2,235,171 |
| Additional paid-in capital | 285,736 | 285,736 | 0 | 2,323,057 |
| Retained earnings | 417,148 | 443,555 | $(26,407)$ | 3,391,447 |
| Accumulated other comprehensive loss | $(325,047)$ | $(298,792)$ | $(26,255)$ | $(2,642,659)$ |
| Treasury stock | (307) | (111) | (196) | $(2,496)$ |
| Total liabilities and shareholders' equity | $¥ 5,162,588$ | $¥ 5,407,782$ | $¥(245,194)$ | \$41,972,260 |
| Breakdown of accumulated other comprehensive income (loss) |  |  |  |  |
| Unrealized gains on securities | ¥19,245 | ¥25,186 | $¥(5,941)$ | \$156,463 |
| Foreign currency translation adjustments |  | $(41,951)$ | $(23,818)$ | $(534,707)$ |
| Minimum pension liability adjustment | $(275,801)$ | $(279,939)$ | 4,138 | $(2,242,285)$ |
| Unrealized loss on derivative instruments |  | $(2,088)$ | (634) | $(22,130)$ |
| Total debt | ¥1,753,359 | $¥ 1,818,533$ | $\geq(65,174)$ | \$14,254,951 |

## Comparative Consolidated Statements of Cash Flows

(¥ in millions, US\$ in thousands)

|  | 1st Half <br> FY2002 <br> (A) | 1st Half FY2001 <br> (B) | (A)-(B) | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Net loss | $¥(26,407)$ | ¥ $(123,137)$ | ¥96,730 | \$(214,691) |
| Depreciation and amortization | 126,457 | 167,770 | $(41,313)$ | 1,028,106 |
| Equity in income of affiliated companies | $(3,072)$ | $(2,946)$ | (126) | $(24,976)$ |
| Decrease in notes and accounts receivable, trade | 209,222 | 291,253 | $(82,031)$ | 1,700,992 |
| Increase in inventories | $(59,883)$ | $(20,614)$ | $(39,269)$ | $(486,854)$ |
| Decrease in notes and accounts payable, trade | $(78,953)$ | $(161,695)$ | 82,742 | $(641,894)$ |
| Others | $(91,009)$ | $(36,656)$ | $(54,353)$ | $(739,910)$ |
| Adjustments to reconcile net loss to net cash provided by operating activities | 102,762 | 237,112 | $(134,350)$ | 835,464 |
| Net cash provided by operating activities | 76,355 | 113,975 | $(37,620)$ | 620,773 |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from sale of property and securities | 138,043 | 27,759 | 110,284 | 1,122,301 |
| Acquisition of property and equipment | $(137,634)$ | $(176,973)$ | 39,339 | $(1,118,976)$ |
| Purchase of securities | $(10,688)$ | $(10,644)$ | (44) | $(86,894)$ |
| (Increase) Decrease in investments in affiliated companies | $(5,302)$ | 12,628 | $(17,930)$ | $(43,106)$ |
| Others | $(14,816)$ | $(19,203)$ | 4,387 | $(120,455)$ |
| Net cash used in investing activities | $(30,397)$ | $(166,433)$ | 136,036 | $(247,130)$ |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from long-term debt | 197,736 | 119,537 | 78,199 | 1,607,610 |
| Repayment of long-term debt | $(102,247)$ | $(154,290)$ | 52,043 | $(831,277)$ |
| Decrease in short-term borrowings | $(193,949)$ | $(25,372)$ | $(168,577)$ | $(1,576,821)$ |
| Dividends paid | (17) | $(16,003)$ | 15,986 | (138) |
| Others | 84 |  | 84 | 683 |
| Net cash used in financing activities | $(98,393)$ | $(76,128)$ | $(22,265)$ | $(799,943)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(6,894)$ | $(3,514)$ | $(3,380)$ | $(56,049)$ |
| Net decrease in cash and cash equivalents | $(59,329)$ | $(132,100)$ | 72,771 | $(482,349)$ |
| Cash and cash equivalents at beginning of the period | 370,432 | 487,595 | $(117,163)$ | 3,011,642 |
| Cash and cash equivalents at end of the period | $¥ 311,103$ | $¥ 355,495$ | $¥(44,392)$ | \$2,529,293 |

## Industry Segment Information

1. First Half ended September 30
( $¥$ in millions, US\$ in thousands)

|  |  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | ( A$) /(\mathrm{B})$ | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (Share of total sales) | Information \& Communications Systems | $\begin{array}{r} ¥ 406,570 \\ (14 \%) \end{array}$ | $\begin{array}{r} ¥ 439,945 \\ (15 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥(33,375) \\ (-1 \%) \end{array}$ | 92\% | $\begin{array}{r} ¥ 956,714 \\ (16 \%) \end{array}$ | \$3,305,447 |
|  | Social Infrastructure Systems | $\begin{array}{r} 373,032 \\ (\mathbf{1 2 \%}) \\ \hline \end{array}$ | $\begin{array}{r} 387,087 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline(14,055) \\ (-2 \%) \end{array}$ | 96\% | $\begin{array}{r} \hline 955,350 \\ (16 \%) \\ \hline \end{array}$ | 3,032,781 |
|  | Power Systems | $\begin{array}{r} \hline 237,519 \\ (8 \%) \end{array}$ | $\begin{array}{r} \hline 260,288 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} (22,769) \\ (-1 \%) \end{array}$ | 91\% | $\begin{array}{r} 579,560 \\ (9 \%) \end{array}$ | 1,931,049 |
|  | Digital Media | $\begin{array}{r} \hline 795,559 \\ (27 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 675,511 \\ (24 \%) \\ \hline \end{array}$ | $\begin{array}{r} 120,048 \\ (3 \%) \\ \hline \end{array}$ | 118\% | $\begin{array}{r} \hline 1,468,599 \\ (24 \%) \\ \hline \end{array}$ | 6,467,959 |
|  | Home Appliances | $\begin{array}{r} 332,703 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} 350,467 \\ (12 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(17,764) \\ (-1 \%) \\ \hline \end{array}$ | 95\% | $\begin{array}{r} \hline 680,682 \\ (11 \%) \\ \hline \end{array}$ | 2,704,902 |
|  | Electronic Devices \& Components | $\begin{array}{r} \hline 641,622 \\ (21 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 546,700 \\ (19 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 94,922 \\ (2 \%) \\ \hline \end{array}$ | 117\% | $\begin{array}{r} \hline 1,074,852 \\ (17 \%) \\ \hline \end{array}$ | 5,216,439 |
|  | Others | $\begin{array}{r} \hline 205,276 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 208,537 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} (3,261) \\ (-) \end{array}$ | 98\% | $\begin{array}{r} 426,371 \\ (7 \%) \\ \hline \end{array}$ | 1,668,911 |
|  | Total | $\begin{array}{r} \hline 2,992,281 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2,868,535 \\ (100 \%) \\ \hline \end{array}$ | 123,746 | 104\% | $\begin{array}{r} 6,142,128 \\ (100 \%) \\ \hline \end{array}$ | 24,327,488 |
|  | Eliminations | $(357,218)$ | $(357,848)$ | 630 | - | $(748,095)$ | $(2,904,212)$ |
|  | Consolidated | $¥ 2,635,063$ | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | Information \& Communications Systems | $\geq(10,447)$ | $¥(2,672)$ | $¥(7,775)$ | - | ¥9,662 | \$(84,935) |
|  | Social Infrastructure Systems | $(12,490)$ | $(15,226)$ | 2,736 | - | 13,601 | $(101,545)$ |
|  | Power Systems | 6,572 | 9,212 | $(2,640)$ | 71\% | 26,828 | 53,431 |
|  | Digital Media | 3,434 | $(11,056)$ | 14,490 | - | $(14,873)$ | 27,919 |
|  | Home Appliances | 2,440 | 9,556 | $(7,116)$ | 26\% | 11,358 | 19,837 |
|  | Electronic Devices \& Components | 5,042 | $(93,604)$ | 98,646 | - | $(176,277)$ | 40,992 |
|  | Others | 8,568 | 4,817 | 3,751 | 178\% | 15,314 | 69,659 |
|  | Total | 3,119 | $(98,973)$ | 102,092 | - | $(114,387)$ | 25,358 |
|  | Eliminations | (245) | 581 | (826) | - | 812 | $(1,992)$ |
|  | Consolidated | ¥2,874 | $¥(98,392)$ | $¥ 101,266$ | - | $¥(113,575)$ | \$23,366 |

2. Second Quarter ended September 30 (Unaudited)
(¥ in millions, US\$ in thousands)

|  |  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Net sales (Share of total sales) | Information \& Communications Systems | $\begin{array}{r} \hline \mathbf{2 2 9 , 0 7 3} \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 241,530 \\ (16 \%) \end{array}$ | $\begin{array}{r} ¥(12,457) \\ (-2 \%) \end{array}$ | 95\% | \$1,862,382 |
|  | Social Infrastructure Systems | $\begin{array}{r} \hline 224,415 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline 228,807 \\ (15 \%) \end{array}$ | $\begin{array}{r} (4,392) \\ (-1 \%) \\ \hline \end{array}$ | 98\% | 1,824,512 |
|  | Power Systems | $\begin{array}{r} 141,601 \\ (8 \%) \end{array}$ | $\begin{array}{r} 151,345 \\ (10 \%) \end{array}$ | $\begin{array}{r} (9,744) \\ (-2 \%) \end{array}$ | 94\% | 1,151,228 |
|  | Digital Media | $\begin{array}{r} \hline 426,658 \\ (26 \%) \end{array}$ | $\begin{array}{r} 363,999 \\ (23 \%) \end{array}$ | $\begin{array}{r} \hline 62,659 \\ (3 \%) \end{array}$ | 117\% | 3,468,764 |
|  | Home Appliances | $\begin{array}{r} \hline 165,849 \\ (10 \%) \end{array}$ | $\begin{array}{r} 173,562 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} (7,713) \\ (-1 \%) \\ \hline \end{array}$ | 96\% | 1,348,366 |
|  | Electronic Devices \& Components | $\begin{array}{r} 341,790 \\ (21 \%) \end{array}$ | $\begin{array}{r} 278,484 \\ (18 \%) \end{array}$ | $\begin{array}{r} \hline 63,306 \\ (3 \%) \end{array}$ | 123\% | 2,778,781 |
|  | Others | $\begin{array}{r} 109,079 \\ (7 \%) \end{array}$ | $\begin{array}{r} 115,427 \\ (7 \%) \end{array}$ | $(6,348)$ $(-)$ | 95\% | 886,821 |
|  | Total | $\begin{array}{r} \hline 1,638,465 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,553,154 \\ (100 \%) \\ \hline \end{array}$ | 85,311 | 105\% | 13,320,854 |
|  | Eliminations | $(194,521)$ | $(207,947)$ | 13,426 | - | $(1,581,472)$ |
|  | Consolidated | $¥ 1,443,944$ | $¥ 1,345,207$ | ¥98,737 | 107\% | \$11,739,382 |
| Operating income (loss) | Information \& Communications Systems | $¥ 73$ | ¥8,192 | $¥(8,119)$ | 1\% | \$594 |
|  | Social Infrastructure Systems | 4,008 | 192 | 3,816 | 2,088\% | 32,585 |
|  | Power Systems | 6,752 | 3,207 | 3,545 | 211\% | 54,894 |
|  | Digital Media | 2,675 | $(3,741)$ | 6,416 | - | 21,748 |
|  | Home Appliances | 14 | 4,741 | $(4,727)$ | 0\% | 114 |
|  | Electronic Devices \& Components | 11,663 | $(72,638)$ | 84,301 | - | 94,821 |
|  | Others | 4,591 | 1,174 | 3,417 | 391\% | 37,325 |
|  | Total | 29,776 | $(58,873)$ | 88,649 | - | 242,081 |
|  | Eliminations | (641) | 686 | $(1,327)$ | - | $(5,211)$ |
|  | Consolidated | ¥29,135 | $¥(58,187)$ | $¥ 87,322$ | - | \$236,870 |

Notes:

1) Segment information is based on Japanese accounting standards.
2) Segment sales totals include intersegment transactions.

## Geographic Segment Information

|  |  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (Share of total sales | Japan | $\begin{array}{r} \hline ¥ 2,294,435 \\ (65 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 2,196,238 \\ (68 \%) \end{array}$ | $\begin{array}{r} ¥ 98,197 \\ (-3 \%) \end{array}$ | 104\% | $\begin{array}{r} \hline ¥ 4,716,351 \\ (68 \%) \end{array}$ | \$18,653,943 |
|  | North America | $\begin{array}{r} \hline 424,118 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 382,753 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 41,365 \\ (-) \end{array}$ | 111\% | $\begin{array}{r} \hline 814,929 \\ (12 \%) \end{array}$ | 3,448,114 |
|  | Asia | $\begin{array}{r} \hline 545,273 \\ (16 \%) \end{array}$ | $\begin{array}{r} \hline 429,306 \\ (13 \%) \end{array}$ | $\begin{array}{r} \hline 115,967 \\ (3 \%) \end{array}$ | 127\% | $\begin{array}{r} \hline 900,422 \\ (13 \%) \end{array}$ | 4,433,114 |
|  | Europe | $\begin{array}{r} \hline 225,260 \\ (6 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 205,365 \\ (6 \%) \\ \hline \end{array}$ | $19,895$ $(-)$ | 110\% | $\begin{array}{r} 439,115 \\ (6 \%) \\ \hline \end{array}$ | 1,831,382 |
|  | Others | $\begin{array}{r} 29,389 \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 30,513 \\ (1 \%) \end{array}$ | $\begin{array}{r} \hline(1,124) \\ (-) \\ \hline \end{array}$ | 96\% | $\begin{array}{r} \hline 57,614 \\ (1 \%) \\ \hline \end{array}$ | 238,935 |
|  | Total | $\begin{array}{r} \hline 3,518,475 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 3,244,175 \\ (100 \%) \end{array}$ | 274,300 | 108\% | $\begin{array}{r} \hline 6,928,431 \\ (100 \%) \\ \hline \end{array}$ | 28,605,488 |
|  | Eliminations | $(883,412)$ | $(733,488)$ | $(149,924)$ | - | $(1,534,398)$ | (7,182,212) |
|  | Consolidated | $¥ 2,635,063$ | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | Japan | $\geq(9,024)$ | $¥(114,586)$ | $¥ 105,562$ | - | $¥(166,231)$ | \$(73,366) |
|  | North America | 4,838 | (893) | 5,731 | - | 19,189 | 39,334 |
|  | Asia | 14,837 | 11,502 | 3,335 | 129\% | 22,844 | 120,626 |
|  | Europe | $(2,250)$ | $(2,858)$ | 608 | - | (128) | $(18,293)$ |
|  | Others | (200) | (166) | (34) | - | 14 | $(1,626)$ |
|  | Total | 8,201 | $(107,001)$ | 115,202 | - | $(124,312)$ | 66,675 |
|  | Eliminations | $(5,327)$ | 8,609 | $(13,936)$ | - | 10,737 | $(43,309)$ |
|  | Consolidated | ¥2,874 | $¥(98,392)$ | $¥ 101,266$ | - | $¥(113,575)$ | \$23,366 |

## Notes:

1) Segment information is based on Japanese accounting standards.
2) Segment sales totals include intersegment transactions.

## Net Sales by Region

1. First Half ended September 30
( $¥$ in millions, US\$ in thousands)

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Japan | $\begin{array}{r} ¥ 1,516,620 \\ (58 \%) \end{array}$ | $\begin{array}{r} ¥ 1,551,792 \\ (62 \%) \end{array}$ | $\begin{array}{r} ¥(35,172) \\ (-4 \%) \end{array}$ | 98\% | $\begin{array}{r} ¥ 3,340,491 \\ (62 \%) \end{array}$ | \$12,330,243 |
| Overseas | $\begin{array}{r} 1,118,443 \\ (42 \%) \end{array}$ | 958,895 <br> (38\%) | $\begin{array}{r} 159,548 \\ (4 \%) \end{array}$ | 117\% | $\begin{array}{r} 2,053,542 \\ (38 \%) \end{array}$ | \$9,093,033 |
| North America | $\begin{array}{r} \hline 453,539 \\ (17 \%) \end{array}$ | $\begin{array}{r} \hline 377,678 \\ (15 \%) \end{array}$ | 75,861 <br> (2\%) | 120\% | 825,902 <br> (15\%) | 3,687,309 |
| Asia | $\begin{array}{r} 381,698 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline 308,731 \\ (12 \%) \end{array}$ | $\begin{array}{r} 72,967 \\ (2 \%) \end{array}$ | 124\% | 659,820 <br> (12\%) | 3,103,236 |
| Europe | $\begin{array}{r} 234,356 \\ (9 \%) \tag{-} \end{array}$ | 214,162 <br> (9\%) | $20,194$ | 109\% | $453,093$ <br> (9\%) | 1,905,333 |
| Others | $\begin{array}{r} 48,850 \\ (2 \%) \end{array}$ | $\begin{array}{r} 58,324 \\ (2 \%) \\ \hline \end{array}$ | $(9,474)$ | 84\% | $114,727$ <br> (2\%) | 397,155 |
| Net Sales | $\begin{array}{r} ¥ 2,635,063 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 2,510,687 \\ (100 \%) \\ \hline \end{array}$ | $¥ 124,376$ | 105\% | $\begin{array}{r} ¥ 5,394,033 \\ (100 \%) \\ \hline \end{array}$ | \$21,423,276 |

2. Second Quarter ended September 30 (Unaudited) ( $\ddagger$ in millions, US\$ in thousands)

|  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Japan | $\begin{array}{r} \mathbf{¥ 8 3 6 , 3 2 7} \\ (58 \%) \\ \hline \end{array}$ | $\begin{array}{r} \because 840,899 \\ (63 \%) \end{array}$ | $\begin{array}{r} \hline ¥(4,572) \\ (-5 \%) \end{array}$ | 99\% | \$6,799,406 |
| Overseas | $\begin{array}{r} \hline 607,617 \\ (42 \%) \end{array}$ | $\begin{array}{r} 504,308 \\ (37 \%) \end{array}$ | $\begin{array}{r} \hline 103,309 \\ (5 \%) \end{array}$ | 120\% | \$4,939,976 |
| North America | $\begin{array}{r} \hline 250,450 \\ (17 \%) \\ \hline \end{array}$ | $\begin{array}{r} 202,622 \\ (15 \%) \end{array}$ | $\begin{array}{r} \hline 47,828 \\ (2 \%) \\ \hline \end{array}$ | 124\% | 2,036,179 |
| Asia | $\begin{array}{r} \hline 208,774 \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} 160,066 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 48,708 \\ (2 \%) \end{array}$ | 130\% | 1,697,350 |
| Europe | $\begin{array}{r} 124,136 \\ (9 \%) \end{array}$ | $\begin{array}{r} 108,506 \\ (8 \%) \end{array}$ | $\begin{array}{r} \hline 15,630 \\ (1 \%) \\ \hline \end{array}$ | 114\% | 1,009,236 |
| Others | $\begin{array}{r} 24,257 \\ (2 \%) \end{array}$ | $\begin{array}{r} 33,114 \\ (2 \%) \end{array}$ | $\begin{array}{r} \hline(8,857) \\ (-) \\ \hline \end{array}$ | 73\% | 197,211 |
| Net Sales | $\begin{array}{r} \hline ¥ 1,443,944 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 1,345,207 \\ (100 \%) \\ \hline \end{array}$ | $¥ 98,737$ | 107\% | \$11,739,382 |

Notes:

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

## Supplementary Data for Consolidated \& Non-Consolidated

## Business Results

## First Half of FY2002

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## Toshiba Corporation and its Subsidiaries

## Consolidated Interim Financial Statements

For the First Half of Fiscal Year 2002 (April 1, 2002 to September 30, 2002)

## Outline

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

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | ¥2,635,063 | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | 2,874 | $(98,392)$ | 101,266 | - | $(113,575)$ | 23,366 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates. | $(43,813)$ | $(196,553)$ | 152,740 | - | $(376,687)$ | $(356,203)$ |
| Net income (loss) | $(26,407)$ | $(123,137)$ | 96,730 | - | $(254,017)$ | $(214,691)$ |
| Basic earnings per share | $\geq(8.20)$ | $¥(38.25)$ | $¥ 30.05$ |  | $¥(78.91)$ | \$(0.07) |

## Notes:

1) Consolidated Financial Statements are based on generally accepted accounting principles in the U.S.
2) The company has 315 consolidated subsidiaries.
3) The U.S.dollar is valued at $¥ 123$ throughout this statement for convenience only.

## Comparative Consolidated Statements of Operations

1. First Half ended September 30 ( $¥$ in millions, US\$ in thousands)

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and other income |  |  |  |  |  |  |
| Net sales | ¥2,635,063 | ¥2,510,687 | $¥ 124,376$ | 105\% | ¥5,394,033 | \$21,423,276 |
| Interest | 2,530 | 4,427 | $(1,897)$ | 57\% | 7,461 | 20,569 |
| Dividends | 4,029 | 3,374 | 655 | 119\% | 7,243 | 32,756 |
| Other income | 27,323 | 22,648 | 4,675 | 121\% | 59,100 | 222,138 |
| Costs and expenses |  |  |  |  |  |  |
| Cost of sales | 1,931,210 | 1,898,744 | 32,466 | 102\% | 4,070,130 | 15,700,894 |
| Selling, general and administrative | 700,979 | 710,335 | $(9,356)$ | 99\% | 1,437,478 | 5,699,016 |
| Interest | 12,336 | 16,187 | $(3,851)$ | 76\% | 29,891 | 100,293 |
| Other | 68,233 | 112,423 | $(44,190)$ | $61 \%$ | 307,025 | 554,740 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates | $(43,813)$ | $(196,553)$ | 152,740 | - | $(376,687)$ | $(356,204)$ |
| Income taxes | $(11,141)$ | $(68,861)$ | 57,720 | - | $(113,915)$ | $(90,577)$ |
| Minority interest in income (loss) of consolidated subsidiaries | $(\mathbf{3 , 1 9 3})$ | $(1,609)$ | $(1,584)$ | - | (6,315) | $(25,959)$ |
| Equity in earnings of affiliates | 3,072 | 2,946 | 126 | 104\% | 2,440 | 24,975 |
| Net income (loss) | $\geq(26,407)$ | $¥(123,137)$ | ¥96,730 | - | $¥(254,017)$ | \$(214,691) |

[^4]2. Second Quarter ended September 30 (Unaudited) ( $¥$ in millions, US $\$$ in thousands)

|  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Sales and other income |  |  |  |  |  |
| Net sales | ¥1,443,944 | $¥ 1,345,207$ | ¥98,737 | 107\% | \$11,739,382 |
| Interest | 1,070 | 2,181 | $(1,111)$ | 49\% | 8,699 |
| Dividends | 1,653 | 1,287 | 366 | 128\% | 13,439 |
| Other income | 15,671 | 14,194 | 1,477 | 110\% | 127,407 |
| Costs and expenses |  |  |  |  |  |
| Cost of sales | 1,061,760 | 1,036,857 | 24,903 | 102\% | 8,632,195 |
| Selling, general and administrative | 353,049 | 366,537 | $(13,488)$ | 96\% | 2,870,317 |
| Interest | 6,304 | 7,496 | $(1,192)$ | 84\% | 51,252 |
| Other | 51,772 | 95,973 | $(44,201)$ | 54\% | 420,911 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates | $(10,547)$ | $(143,994)$ | 133,447 | - | $(85,748)$ |
| Income taxes | (596) | $(50,569)$ | 49,973 | - | $(4,846)$ |
| Minority interest in income (loss) of consolidated subsidiaries | $(3,062)$ | $(2,858)$ | (204) | - | $(24,894)$ |
| Equity in earnings of affiliates | (723) | 867 | $(1,590)$ | - | $(5,878)$ |
| Net income (loss) | $\geq(7,612)$ | $¥(89,700)$ | $¥ 82,088$ | - | \$(61,886) |

[^5] respectively.

## Comparative Consolidated Balance Sheets

|  |  |  | ( $¥$ in millions, | US\$ in thousands) |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2002 <br> As of Sept. 30,2002 <br> (A) | FY2001 <br> As of Mar.31,2002 <br> (B) | (A)-(B) | FY2002 As of Sept. 30,2002 |
| Assets <br> Current assets | $\geq 2,550,605$ | $¥ 2,674,527$ | $¥(123,922)$ | \$20,736,626 |
| Cash and cash equivalents | 311,103 | 370,432 | $(59,329)$ | 2,529,293 |
| Notes and accounts receivable, trade | 897,914 | 1,086,147 | $(188,233)$ | 7,300,114 |
| Finance receivables, net | 196,611 | 190,912 | 5,699 | 1,598,463 |
| Inventories | 748,614 | 693,350 | 55,264 | 6,086,293 |
| Prepaid expenses and other current assets | 396,363 | 333,686 | 62,677 | 3,222,463 |
| Long-term receivables | 14,034 | 14,523 | (489) | 114,097 |
| Long-term finance receivables, net | 273,527 | 313,058 | $(39,531)$ | 2,223,797 |
| Investments | 360,088 | 363,274 | $(3,186)$ | 2,927,545 |
| Property, plant and equipment | 1,253,757 | 1,354,322 | $(100,565)$ | 10,193,146 |
| Other assets | 710,577 | 688,078 | 22,499 | 5,777,049 |
| Total assets | $\geq 5,162,588$ | $¥ 5,407,782$ | $¥(245,194)$ | \$41,972,260 |
| Liabilities and shareholders' equity Current liabilities | ¥2,635,836 | $¥ 2,872,493$ | $¥(236,657)$ | \$21,429,561 |
| Short-term borrowings and current portion of long-term debt | 833,231 | 929,778 | $(96,547)$ | 6,774,236 |
| Notes and accounts payable, trade | 892,958 | 978,020 | $(85,062)$ | 7,259,821 |
| Other current liabilities | 909,647 | 964,695 | $(55,048)$ | 7,395,504 |
| Accrued pension and severance costs | 714,607 | 709,233 | 5,374 | 5,809,813 |
| Long-term debt and other liabilities | 970,816 | 931,079 | 39,737 | 7,892,813 |
| Minority interest in consolidated subsidiaries | 188,873 | 189,663 | (790) | 1,535,553 |
| Shareholders' equity | 652,456 | 705,314 | $(52,858)$ | 5,304,520 |
| Common stock | 274,926 | 274,926 | 0 | 2,235,171 |
| Additional paid-in capital | 285,736 | 285,736 | 0 | 2,323,057 |
| Retained earnings | 417,148 | 443,555 | $(26,407)$ | 3,391,447 |
| Accumulated other comprehensive loss | $(325,047)$ | $(298,792)$ | $(26,255)$ | $(2,642,659)$ |
| Treasury stock | (307) | (111) | (196) | $(2,496)$ |
| Total liabilities and shareholders' equity | $¥ 5,162,588$ | $¥ 5,407,782$ | $¥(245,194)$ | \$41,972,260 |
| Breakdown of accumulated other comprehensive income (loss) |  |  |  |  |
| Unrealized gains on securities | ¥19,245 | ¥25,186 | $¥(5,941)$ | \$156,463 |
| Foreign currency translation adjustments |  | $(41,951)$ | $(23,818)$ | $(534,707)$ |
| Minimum pension liability adjustment | $(275,801)$ | $(279,939)$ | 4,138 | $(2,242,285)$ |
| Unrealized loss on derivative instruments |  | $(2,088)$ | (634) | $(22,130)$ |
| Total debt | ¥1,753,359 | $¥ 1,818,533$ | $\geq(65,174)$ | \$14,254,951 |

## Comparative Consolidated Statements of Cash Flows

(¥ in millions, US\$ in thousands)

|  | 1st Half <br> FY2002 <br> (A) | 1st Half FY2001 <br> (B) | (A)-(B) | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Net loss | $¥(26,407)$ | ¥ $(123,137)$ | ¥96,730 | \$(214,691) |
| Depreciation and amortization | 126,457 | 167,770 | $(41,313)$ | 1,028,106 |
| Equity in income of affiliated companies | $(3,072)$ | $(2,946)$ | (126) | $(24,976)$ |
| Decrease in notes and accounts receivable, trade | 209,222 | 291,253 | $(82,031)$ | 1,700,992 |
| Increase in inventories | $(59,883)$ | $(20,614)$ | $(39,269)$ | $(486,854)$ |
| Decrease in notes and accounts payable, trade | $(78,953)$ | $(161,695)$ | 82,742 | $(641,894)$ |
| Others | $(91,009)$ | $(36,656)$ | $(54,353)$ | $(739,910)$ |
| Adjustments to reconcile net loss to net cash provided by operating activities | 102,762 | 237,112 | $(134,350)$ | 835,464 |
| Net cash provided by operating activities | 76,355 | 113,975 | $(37,620)$ | 620,773 |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from sale of property and securities | 138,043 | 27,759 | 110,284 | 1,122,301 |
| Acquisition of property and equipment | $(137,634)$ | $(176,973)$ | 39,339 | $(1,118,976)$ |
| Purchase of securities | $(10,688)$ | $(10,644)$ | (44) | $(86,894)$ |
| (Increase) Decrease in investments in affiliated companies | $(5,302)$ | 12,628 | $(17,930)$ | $(43,106)$ |
| Others | $(14,816)$ | $(19,203)$ | 4,387 | $(120,455)$ |
| Net cash used in investing activities | $(30,397)$ | $(166,433)$ | 136,036 | $(247,130)$ |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from long-term debt | 197,736 | 119,537 | 78,199 | 1,607,610 |
| Repayment of long-term debt | $(102,247)$ | $(154,290)$ | 52,043 | $(831,277)$ |
| Decrease in short-term borrowings | $(193,949)$ | $(25,372)$ | $(168,577)$ | $(1,576,821)$ |
| Dividends paid | (17) | $(16,003)$ | 15,986 | (138) |
| Others | 84 |  | 84 | 683 |
| Net cash used in financing activities | $(98,393)$ | $(76,128)$ | $(22,265)$ | $(799,943)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(6,894)$ | $(3,514)$ | $(3,380)$ | $(56,049)$ |
| Net decrease in cash and cash equivalents | $(59,329)$ | $(132,100)$ | 72,771 | $(482,349)$ |
| Cash and cash equivalents at beginning of the period | 370,432 | 487,595 | $(117,163)$ | 3,011,642 |
| Cash and cash equivalents at end of the period | $¥ 311,103$ | $¥ 355,495$ | $¥(44,392)$ | \$2,529,293 |

## Industry Segment Information

1. First Half ended September 30
( $¥$ in millions, US\$ in thousands)

|  |  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | ( A$) /(\mathrm{B})$ | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (Share of total sales) | Information \& Communications Systems | $\begin{array}{r} ¥ 406,570 \\ (14 \%) \end{array}$ | $\begin{array}{r} ¥ 439,945 \\ (15 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥(33,375) \\ (-1 \%) \end{array}$ | 92\% | $\begin{array}{r} ¥ 956,714 \\ (16 \%) \end{array}$ | \$3,305,447 |
|  | Social Infrastructure Systems | $\begin{array}{r} 373,032 \\ (\mathbf{1 2 \%}) \\ \hline \end{array}$ | $\begin{array}{r} 387,087 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline(14,055) \\ (-2 \%) \end{array}$ | 96\% | $\begin{array}{r} \hline 955,350 \\ (16 \%) \\ \hline \end{array}$ | 3,032,781 |
|  | Power Systems | $\begin{array}{r} \hline 237,519 \\ (8 \%) \end{array}$ | $\begin{array}{r} \hline 260,288 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} (22,769) \\ (-1 \%) \end{array}$ | 91\% | $\begin{array}{r} 579,560 \\ (9 \%) \end{array}$ | 1,931,049 |
|  | Digital Media | $\begin{array}{r} \hline 795,559 \\ (27 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 675,511 \\ (24 \%) \\ \hline \end{array}$ | $\begin{array}{r} 120,048 \\ (3 \%) \\ \hline \end{array}$ | 118\% | $\begin{array}{r} \hline 1,468,599 \\ (24 \%) \\ \hline \end{array}$ | 6,467,959 |
|  | Home Appliances | $\begin{array}{r} 332,703 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} 350,467 \\ (12 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(17,764) \\ (-1 \%) \\ \hline \end{array}$ | 95\% | $\begin{array}{r} \hline 680,682 \\ (11 \%) \\ \hline \end{array}$ | 2,704,902 |
|  | Electronic Devices \& Components | $\begin{array}{r} \hline 641,622 \\ (21 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 546,700 \\ (19 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 94,922 \\ (2 \%) \\ \hline \end{array}$ | 117\% | $\begin{array}{r} \hline 1,074,852 \\ (17 \%) \\ \hline \end{array}$ | 5,216,439 |
|  | Others | $\begin{array}{r} \hline 205,276 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 208,537 \\ (7 \%) \\ \hline \end{array}$ | $\begin{array}{r} (3,261) \\ (-) \end{array}$ | 98\% | $\begin{array}{r} 426,371 \\ (7 \%) \\ \hline \end{array}$ | 1,668,911 |
|  | Total | $\begin{array}{r} \hline 2,992,281 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2,868,535 \\ (100 \%) \\ \hline \end{array}$ | 123,746 | 104\% | $\begin{array}{r} 6,142,128 \\ (100 \%) \\ \hline \end{array}$ | 24,327,488 |
|  | Eliminations | $(357,218)$ | $(357,848)$ | 630 | - | $(748,095)$ | $(2,904,212)$ |
|  | Consolidated | $¥ 2,635,063$ | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | Information \& Communications Systems | $\geq(10,447)$ | $¥(2,672)$ | $¥(7,775)$ | - | ¥9,662 | \$(84,935) |
|  | Social Infrastructure Systems | $(12,490)$ | $(15,226)$ | 2,736 | - | 13,601 | $(101,545)$ |
|  | Power Systems | 6,572 | 9,212 | $(2,640)$ | 71\% | 26,828 | 53,431 |
|  | Digital Media | 3,434 | $(11,056)$ | 14,490 | - | $(14,873)$ | 27,919 |
|  | Home Appliances | 2,440 | 9,556 | $(7,116)$ | 26\% | 11,358 | 19,837 |
|  | Electronic Devices \& Components | 5,042 | $(93,604)$ | 98,646 | - | $(176,277)$ | 40,992 |
|  | Others | 8,568 | 4,817 | 3,751 | 178\% | 15,314 | 69,659 |
|  | Total | 3,119 | $(98,973)$ | 102,092 | - | $(114,387)$ | 25,358 |
|  | Eliminations | (245) | 581 | (826) | - | 812 | $(1,992)$ |
|  | Consolidated | ¥2,874 | $¥(98,392)$ | $¥ 101,266$ | - | $¥(113,575)$ | \$23,366 |

2. Second Quarter ended September 30 (Unaudited)
(¥ in millions, US\$ in thousands)

|  |  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Net sales (Share of total sales) | Information \& Communications Systems | $\begin{array}{r} \hline \mathbf{2 2 9 , 0 7 3} \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 241,530 \\ (16 \%) \end{array}$ | $\begin{array}{r} ¥(12,457) \\ (-2 \%) \end{array}$ | 95\% | \$1,862,382 |
|  | Social Infrastructure Systems | $\begin{array}{r} \hline 224,415 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline 228,807 \\ (15 \%) \end{array}$ | $\begin{array}{r} (4,392) \\ (-1 \%) \\ \hline \end{array}$ | 98\% | 1,824,512 |
|  | Power Systems | $\begin{array}{r} 141,601 \\ (8 \%) \end{array}$ | $\begin{array}{r} 151,345 \\ (10 \%) \end{array}$ | $\begin{array}{r} (9,744) \\ (-2 \%) \end{array}$ | 94\% | 1,151,228 |
|  | Digital Media | $\begin{array}{r} \hline 426,658 \\ (26 \%) \end{array}$ | $\begin{array}{r} 363,999 \\ (23 \%) \end{array}$ | $\begin{array}{r} \hline 62,659 \\ (3 \%) \end{array}$ | 117\% | 3,468,764 |
|  | Home Appliances | $\begin{array}{r} \hline 165,849 \\ (10 \%) \end{array}$ | $\begin{array}{r} 173,562 \\ (11 \%) \\ \hline \end{array}$ | $\begin{array}{r} (7,713) \\ (-1 \%) \\ \hline \end{array}$ | 96\% | 1,348,366 |
|  | Electronic Devices \& Components | $\begin{array}{r} 341,790 \\ (21 \%) \end{array}$ | $\begin{array}{r} 278,484 \\ (18 \%) \end{array}$ | $\begin{array}{r} \hline 63,306 \\ (3 \%) \end{array}$ | 123\% | 2,778,781 |
|  | Others | $\begin{array}{r} 109,079 \\ (7 \%) \end{array}$ | $\begin{array}{r} 115,427 \\ (7 \%) \end{array}$ | $(6,348)$ $(-)$ | 95\% | 886,821 |
|  | Total | $\begin{array}{r} \hline 1,638,465 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,553,154 \\ (100 \%) \\ \hline \end{array}$ | 85,311 | 105\% | 13,320,854 |
|  | Eliminations | $(194,521)$ | $(207,947)$ | 13,426 | - | $(1,581,472)$ |
|  | Consolidated | $¥ 1,443,944$ | $¥ 1,345,207$ | ¥98,737 | 107\% | \$11,739,382 |
| Operating income (loss) | Information \& Communications Systems | $¥ 73$ | ¥8,192 | $¥(8,119)$ | 1\% | \$594 |
|  | Social Infrastructure Systems | 4,008 | 192 | 3,816 | 2,088\% | 32,585 |
|  | Power Systems | 6,752 | 3,207 | 3,545 | 211\% | 54,894 |
|  | Digital Media | 2,675 | $(3,741)$ | 6,416 | - | 21,748 |
|  | Home Appliances | 14 | 4,741 | $(4,727)$ | 0\% | 114 |
|  | Electronic Devices \& Components | 11,663 | $(72,638)$ | 84,301 | - | 94,821 |
|  | Others | 4,591 | 1,174 | 3,417 | 391\% | 37,325 |
|  | Total | 29,776 | $(58,873)$ | 88,649 | - | 242,081 |
|  | Eliminations | (641) | 686 | $(1,327)$ | - | $(5,211)$ |
|  | Consolidated | ¥29,135 | $¥(58,187)$ | $¥ 87,322$ | - | \$236,870 |

Notes:

1) Segment information is based on Japanese accounting standards.
2) Segment sales totals include intersegment transactions.

## Geographic Segment Information

|  |  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (Share of total sales | Japan | $\begin{array}{r} \hline ¥ 2,294,435 \\ (65 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 2,196,238 \\ (68 \%) \end{array}$ | $\begin{array}{r} ¥ 98,197 \\ (-3 \%) \end{array}$ | 104\% | $\begin{array}{r} \hline ¥ 4,716,351 \\ (68 \%) \end{array}$ | \$18,653,943 |
|  | North America | $\begin{array}{r} \hline 424,118 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 382,753 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 41,365 \\ (-) \end{array}$ | 111\% | $\begin{array}{r} \hline 814,929 \\ (12 \%) \end{array}$ | 3,448,114 |
|  | Asia | $\begin{array}{r} \hline 545,273 \\ (16 \%) \end{array}$ | $\begin{array}{r} \hline 429,306 \\ (13 \%) \end{array}$ | $\begin{array}{r} \hline 115,967 \\ (3 \%) \end{array}$ | 127\% | $\begin{array}{r} \hline 900,422 \\ (13 \%) \end{array}$ | 4,433,114 |
|  | Europe | $\begin{array}{r} \hline 225,260 \\ (6 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 205,365 \\ (6 \%) \\ \hline \end{array}$ | $19,895$ $(-)$ | 110\% | $\begin{array}{r} 439,115 \\ (6 \%) \\ \hline \end{array}$ | 1,831,382 |
|  | Others | $\begin{array}{r} 29,389 \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 30,513 \\ (1 \%) \end{array}$ | $\begin{array}{r} \hline(1,124) \\ (-) \\ \hline \end{array}$ | 96\% | $\begin{array}{r} \hline 57,614 \\ (1 \%) \\ \hline \end{array}$ | 238,935 |
|  | Total | $\begin{array}{r} \hline 3,518,475 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 3,244,175 \\ (100 \%) \end{array}$ | 274,300 | 108\% | $\begin{array}{r} \hline 6,928,431 \\ (100 \%) \\ \hline \end{array}$ | 28,605,488 |
|  | Eliminations | $(883,412)$ | $(733,488)$ | $(149,924)$ | - | $(1,534,398)$ | (7,182,212) |
|  | Consolidated | $¥ 2,635,063$ | $¥ 2,510,687$ | $¥ 124,376$ | 105\% | $¥ 5,394,033$ | \$21,423,276 |
| Operating income (loss) | Japan | $\geq(9,024)$ | $¥(114,586)$ | $¥ 105,562$ | - | $¥(166,231)$ | \$(73,366) |
|  | North America | 4,838 | (893) | 5,731 | - | 19,189 | 39,334 |
|  | Asia | 14,837 | 11,502 | 3,335 | 129\% | 22,844 | 120,626 |
|  | Europe | $(2,250)$ | $(2,858)$ | 608 | - | (128) | $(18,293)$ |
|  | Others | (200) | (166) | (34) | - | 14 | $(1,626)$ |
|  | Total | 8,201 | $(107,001)$ | 115,202 | - | $(124,312)$ | 66,675 |
|  | Eliminations | $(5,327)$ | 8,609 | $(13,936)$ | - | 10,737 | $(43,309)$ |
|  | Consolidated | ¥2,874 | $¥(98,392)$ | $¥ 101,266$ | - | $¥(113,575)$ | \$23,366 |

## Notes:

1) Segment information is based on Japanese accounting standards.
2) Segment sales totals include intersegment transactions.

## Net Sales by Region

1. First Half ended September 30
( $¥$ in millions, US\$ in thousands)

|  | $\begin{gathered} \text { 1st Half } \\ \text { FY2002(A) } \end{gathered}$ | $\begin{gathered} \text { 1st Half } \\ \text { FY2001(B) } \end{gathered}$ | (A)-(B) | (A)/(B) | FY2001 | 1st Half <br> FY2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Japan | $\begin{array}{r} ¥ 1,516,620 \\ (58 \%) \end{array}$ | $\begin{array}{r} ¥ 1,551,792 \\ (62 \%) \end{array}$ | $\begin{array}{r} ¥(35,172) \\ (-4 \%) \end{array}$ | 98\% | $\begin{array}{r} ¥ 3,340,491 \\ (62 \%) \end{array}$ | \$12,330,243 |
| Overseas | $\begin{array}{r} 1,118,443 \\ (42 \%) \end{array}$ | 958,895 <br> (38\%) | $\begin{array}{r} 159,548 \\ (4 \%) \end{array}$ | 117\% | $\begin{array}{r} 2,053,542 \\ (38 \%) \end{array}$ | \$9,093,033 |
| North America | $\begin{array}{r} \hline 453,539 \\ (17 \%) \end{array}$ | $\begin{array}{r} \hline 377,678 \\ (15 \%) \end{array}$ | 75,861 <br> (2\%) | 120\% | 825,902 <br> (15\%) | 3,687,309 |
| Asia | $\begin{array}{r} 381,698 \\ (14 \%) \end{array}$ | $\begin{array}{r} \hline 308,731 \\ (12 \%) \end{array}$ | $\begin{array}{r} 72,967 \\ (2 \%) \end{array}$ | 124\% | 659,820 <br> (12\%) | 3,103,236 |
| Europe | $\begin{array}{r} 234,356 \\ (9 \%) \tag{-} \end{array}$ | 214,162 <br> (9\%) | $20,194$ | 109\% | $453,093$ <br> (9\%) | 1,905,333 |
| Others | $\begin{array}{r} 48,850 \\ (2 \%) \end{array}$ | $\begin{array}{r} 58,324 \\ (2 \%) \\ \hline \end{array}$ | $(9,474)$ | 84\% | $114,727$ <br> (2\%) | 397,155 |
| Net Sales | $\begin{array}{r} ¥ 2,635,063 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 2,510,687 \\ (100 \%) \\ \hline \end{array}$ | $¥ 124,376$ | 105\% | $\begin{array}{r} ¥ 5,394,033 \\ (100 \%) \\ \hline \end{array}$ | \$21,423,276 |

2. Second Quarter ended September 30 (Unaudited) ( $\ddagger$ in millions, US\$ in thousands)

|  | Three months ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002(A) | 2001(B) | (A)-(B) | (A)/(B) | 2002 |
| Japan | $\begin{array}{r} \mathbf{¥ 8 3 6 , 3 2 7} \\ (58 \%) \\ \hline \end{array}$ | $\begin{array}{r} \because 840,899 \\ (63 \%) \end{array}$ | $\begin{array}{r} \hline ¥(4,572) \\ (-5 \%) \end{array}$ | 99\% | \$6,799,406 |
| Overseas | $\begin{array}{r} \hline 607,617 \\ (42 \%) \end{array}$ | $\begin{array}{r} 504,308 \\ (37 \%) \end{array}$ | $\begin{array}{r} \hline 103,309 \\ (5 \%) \end{array}$ | 120\% | \$4,939,976 |
| North America | $\begin{array}{r} \hline 250,450 \\ (17 \%) \\ \hline \end{array}$ | $\begin{array}{r} 202,622 \\ (15 \%) \end{array}$ | $\begin{array}{r} \hline 47,828 \\ (2 \%) \\ \hline \end{array}$ | 124\% | 2,036,179 |
| Asia | $\begin{array}{r} \hline 208,774 \\ (14 \%) \\ \hline \end{array}$ | $\begin{array}{r} 160,066 \\ (12 \%) \end{array}$ | $\begin{array}{r} \hline 48,708 \\ (2 \%) \end{array}$ | 130\% | 1,697,350 |
| Europe | $\begin{array}{r} 124,136 \\ (9 \%) \end{array}$ | $\begin{array}{r} 108,506 \\ (8 \%) \end{array}$ | $\begin{array}{r} \hline 15,630 \\ (1 \%) \\ \hline \end{array}$ | 114\% | 1,009,236 |
| Others | $\begin{array}{r} 24,257 \\ (2 \%) \end{array}$ | $\begin{array}{r} 33,114 \\ (2 \%) \end{array}$ | $\begin{array}{r} \hline(8,857) \\ (-) \\ \hline \end{array}$ | 73\% | 197,211 |
| Net Sales | $\begin{array}{r} \hline ¥ 1,443,944 \\ (100 \%) \\ \hline \end{array}$ | $\begin{array}{r} ¥ 1,345,207 \\ (100 \%) \\ \hline \end{array}$ | $¥ 98,737$ | 107\% | \$11,739,382 |

Notes:

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

[^0]:    Note: Comprehensive loss for the first half of FY2002 and FY2001 was $¥ 52,662$ million and $¥ 157,861$ million, respectively.
    Comprehensive loss for FY2001 was $¥ 326,414$ million.

[^1]:    Note: Comprehensive loss for the second quarter of FY2002 and FY2001 was $¥ 16,169$ million and $¥ 122,233$ million,

[^2]:    Note: Comprehensive loss for the first half of FY2002 and FY2001 was $¥ 52,662$ million and $¥ 157,861$ million, respectively.
    Comprehensive loss for FY2001 was $¥ 326,414$ million.

[^3]:    Note: Comprehensive loss for the second quarter of FY2002 and FY2001 was $¥ 16,169$ million and $¥ 122,233$ million,

[^4]:    Note: Comprehensive loss for the first half of FY2002 and FY2001 was $¥ 52,662$ million and $¥ 157,861$ million, respectively.
    Comprehensive loss for FY2001 was $¥ 326,414$ million.

[^5]:    Note: Comprehensive loss for the second quarter of FY2002 and FY2001 was $¥ 16,169$ million and $¥ 122,233$ million,

