## FOR IMMEDIATE RELEASE

July 30, 2003

## Toshiba Announces Consolidated Results for the First Quarter of Fiscal Year Ending in March 2004

TOKYO--Toshiba Corporation today announced its consolidated results for the first quarter (April-June) of fiscal year (FY) 2003 to March 2004.

## 1) General Overview of the First Quarter of FY 2003

The first quarter of fiscal year 2003 opened under a cloud of uncertainty about the impact of the war in Iraq on the U.S. economy and the impact of SARS on Asian markets. Signs of economic recovery emerged as the quarter progressed, but the overall business environment remained severe, as global deflation continued, corporate capital expenditure failed to gain momentum, and domestic consumption remained sluggish.

In Electronic Devices, sales of NAND flash memory saw robust growth, though total segment sales declined slightly, due to the transfer of cathode-ray tube business to a joint venture. Sales of Digital Products declined 34.9 billion yen against the same period a year ago, largely as a result of lower sales from personal computers in overseas markets, despite increased unit sales. Social Infrastructure saw sales decline by 36 billion yen from the year-earlier period, on sluggish sales for plant maintenance in Japan and declines in sales of power equipment in North America. The sector's decrease also reflected the transfer of the power transmission and distribution business to a joint venture.

Toshiba's overall consolidated sales were $1,117.2$ billion yen (US $\$ 9,310$ million), a decrease of 73.9 billion yen from the same period of the previous year. Of this decline, $60 \%$, approximately 41.5 billion yen, was attributable to transfers of businesses from the parent company to joint ventures or other companies that are not consolidated in Toshiba's results.

Operating income (loss) declined by 15 billion yen from a year earlier to minus 41.3 billion yen (minus US $\$ 344$ million). Electronic Devices increased operating income by 13.1 billion yen against the year-earlier period, but operating income for Digital Products declined by 20 billion yen, largely as a result of significant sales price erosion. Social Infrastructure and Home Appliances also saw operating income (loss) decline.

# 2) Breakdown by Industry Segment 

## Digital Products:

| Net Sales |  | Operating Income (Loss) |  |
| :---: | :---: | :---: | :---: |
| $431.1 \quad(-7 \%)$ | -17.3 | $(-20.0)$ |  |

(billion yen; figures in parenthesis indicate year-on-year comparison)

Domestic sales of personal computers were flat compared to the same period a year ago and decreased significantly overseas, largely as a result of severe price erosion that could not be offset by increased unit sales both in Japan and overseas. Sales of television sets also declined, as prices of projection televisions substantially fell in North America and domestic sales declined. Overall sales of cellular phones increased slightly over the same period a year ago, as cellular phones with cameras saw growth in Japan that compensated for lower sales in North America.

## Electronic Devices:

| Net Sales |  | Operating Income (Loss) |  |
| :---: | :---: | :---: | :---: |
| $287.0 \quad(-3 \%)$ | 7.0 | $(+13.1)$ |  |

(billion yen; figures in parenthesis indicate year-on-year comparison)

Semiconductor sales increased 7 billion yen over the same period a year ago to 192.5 billion yen, on the strength of continued healthy demand for NAND flash memory and growing demand for multi-chip packages memories for cellular phones. Sales of LCDs increased 11.2 billion yen to 67.6 billion yen, thanks to growth in the area of Toshiba's main product focus, small- to medium-size high resolution low temperature polysilicon LCDs.

The decline in net sales reflects the absence of the cathode-ray tube business, which has been transferred to a joint venture with Matsushita Electric Industrial Co., Ltd. In the same period last year, the CRT business contributed sales of 23.5 billion yen. Net sales from other businesses reported in the segment actually increased by approximately 15 billion yen against the same period a year ago. Segment operating income increased by 13.1 billion yen, as operating income from semiconductors climbed by 13.6 billion yen to 15.9 billion yen.

## Social Infrastructure:

| Net Sales |  | Operating Income (Loss) |  |
| :---: | :---: | :---: | :---: |
| $265.7 \quad(-12 \%)$ | -32.2 | $(-3.8)$ |  |

(billion yen; figures in parenthesis indicate year-on-year comparison)

Sales of Industrial and Power Systems \& Services decreased by 45.2 billion yen against the same period a year ago to 121.8 billion yen. Demand for upgrades and maintenance of power plants in Japan remained sluggish, and sales of thermal power plant in North America were lower. The net sales decline also reflects a 12 billion yen reduction resulting from the transfer of the power transmission and distribution business to TM T\&D Corporation, a joint venture with Mitsubishi Electric Corporation.
e-Solutions decreased 1.4 billion yen in sales from the year-earlier period to 49.7 billion yen, due to lower sales to customers in banking, government and public infrastructure. In Medical Systems, sales of multi-slice CT system and diagnostic X-ray equipment increased from the same period in previous year. Sales of elevators and escalators saw slight decrease.

Overall operating income (loss) for the segment as a whole decreased by 3.8 billion yen, on declines in Industrial and Power Systems \& Services and e-Solutions and despite increases in Medical Systems and Elevators and Escalators.

## Home Appliances:

| Net Sales |  | Operating Income (Loss) |  |
| :---: | :---: | :---: | :---: |
| 155.9 | $(-3 \%)$ | -1.5 | $(-4.0)$ |

(billion yen; figures in parenthesis indicate year-on-year comparison)

A decline in net sales and operating income is largely attributable to sluggish demand and price erosion in air conditioners and refrigerators.

## 3) Forecast for FY2003

The consolidated forecast for FY2003 remains unchanged from the projection released on April 25, 2003.

Note: For convenience only, all dollar figures used in reporting fiscal year 2003 first quarter results are valued at 120 yen to the dollar.

> \# \# \#

Toshiba Corporation and its Subsidiaries

## Consolidated Financial Statements

For the First Quarter ended June 30, 2003

## First Quarter Results

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

|  | Three months ended June 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2003 (A) | 2002 (B) | (A)-(B) | (A)/(B) | 2003 |
| Net sales | ¥1,117,226 | $¥ 1,191,119$ | $¥(73,893)$ | 94\% | \$9,310,217 |
| Operating income (loss) | $(41,310)$ | $(26,261)$ | $(15,049)$ |  | $(344,250)$ |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates | $(50,910)$ | $(33,266)$ | $(17,644)$ | - | $(424,250)$ |
| Net income (loss) | $(36,847)$ | $(18,795)$ | $(18,052)$ | - | $(307,058)$ |
| Basic earnings per share | $\geq(11.45)$ | $¥(5.84)$ | $¥(5.61)$ |  | \$(0.10) |

Notes:

1) Consolidated Financial Statements are based on generally accepted accounting principles in the U.S.
2) The company has 320 consolidated subsidiaries.
3) The U.S.dollar is valued at $¥ 120$ throughout this statement for convenience only.
4) The figures in the Consolidated Financial Statements are unaudited.

## Comparative Consolidated Statements of Operations

First Quarter ended June 30
( $¥$ in millions, US $\$$ in thousands)

|  | Three months ended June 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2003 (A) | 2002 (B) | (A)-(B) | (A)/(B) | 2003 |
| Sales and other income |  |  |  |  |  |
| Net sales | ¥1,117,226 | $¥ 1,191,119$ | $¥(73,893)$ | 94\% | \$9,310,217 |
| Interest | 771 | 1,460 | (689) | 53\% | 6,425 |
| Dividends | 2,519 | 2,376 | 143 | 106\% | 20,992 |
| Other income | 6,701 | 11,652 | $(4,951)$ | 58\% | 55,842 |
| Costs and expenses |  |  |  |  |  |
| Cost of sales | 819,732 | 869,450 | $(49,718)$ | 94\% | 6,831,100 |
| Selling, general and administrative | 338,804 | 347,930 | $(9,126)$ | 97\% | 2,823,367 |
| Interest | 5,357 | 6,032 | (675) | 89\% | 44,642 |
| Other | 14,234 | 16,461 | $(2,227)$ | 86\% | 118,617 |
| Income (loss) before income taxes, minority interest and equity in earnings of affiliates | $(50,910)$ | $(33,266)$ | $(17,644)$ | - | $(424,250)$ |
| Income taxes | $(14,909)$ | $(10,545)$ | $(4,364)$ | - | $(124,242)$ |
| Minority interest in income (loss) of consolidated subsidiaries | $(1,190)$ | (131) | $(1,059)$ | - | $(9,917)$ |
| Equity in earnings of affiliates | $(2,036)$ | 3,795 | $(5,831)$ | - | $(16,967)$ |
| Net income (loss) | $\geq(36,847)$ | $¥(18,795)$ | $¥(18,052)$ | - | \$(307,058) |

Note: Comprehensive loss for the first quarter of FY2003 and FY2002 was $¥ 14,721$ million and $¥ 36,493$ million, respectively.

## Comparative Consolidated Balance Sheets

( $¥$ in millions, US\$ in thousands)

|  | June 30, 2003 <br> (A) | Mar. 31, 2003 <br> (B) | (A)-(B) | June 30, 2003 |
| :---: | :---: | :---: | :---: | :---: |
| Assets <br> Current assets | ¥2,559,691 | $¥ 2,621,216$ | $¥(61,525)$ | \$21,330,758 |
| Cash and cash equivalents | 324,955 | 327,098 | $(2,143)$ | 2,707,958 |
| Notes and accounts receivable, trade | 837,067 | 1,089,540 | $(252,473)$ | 6,975,558 |
| Finance receivables, net | 169,946 | 166,190 | 3,756 | 1,416,217 |
| Inventories | 778,205 | 629,659 | 148,546 | 6,485,042 |
| Prepaid expenses and other current assets | 449,518 | 408,729 | 40,789 | 3,745,983 |
| Long-term receivables | 21,137 | 27,153 | $(6,016)$ | 176,142 |
| Long-term finance receivables, net | 237,947 | 260,361 | $(22,414)$ | 1,982,892 |
| Investments | 415,735 | 396,059 | 19,676 | 3,464,458 |
| Property, plant and equipment | 1,184,230 | 1,199,285 | $(15,055)$ | 9,868,583 |
| Other assets | 727,662 | 734,862 | $(7,200)$ | 6,063,850 |
| Total assets | $\pm 5,146,402$ | $¥ 5,238,936$ | $¥(92,534)$ | \$42,886,683 |
| Liabilities and shareholders' equity Current liabilities | ¥2,557,019 | $¥ 2,618,777$ | $¥(61,758)$ | \$21,308,492 |
| Short-term borrowings and current portion of long-term debt | 799,725 | 771,342 | 28,383 | 6,664,375 |
| Notes and accounts payable, trade | 911,687 | 981,970 | $(70,283)$ | 7,597,392 |
| Other current liabilities | 845,607 | 865,465 | $(19,858)$ | 7,046,725 |
| Accrued pension and severance costs | 947,663 | 950,997 | $(3,334)$ | 7,897,192 |
| Long-term debt and other liabilities | 922,786 | 922,153 | 633 | 7,689,883 |
| Minority interest in consolidated subsidiaries | 172,267 | 175,945 | $(3,678)$ | 1,435,558 |
| Shareholders' equity | 546,667 | 571,064 | $(24,397)$ | 4,555,558 |
| Common stock | 274,926 | 274,926 | 0 | 2,291,050 |
| Additional paid-in capital | 285,736 | 285,736 | 0 | 2,381,133 |
| Retained earnings | 415,555 | 462,058 | $(46,503)$ | 3,462,958 |
| Accumulated other comprehensive loss | $(428,649)$ | $(450,775)$ | 22,126 | $(3,572,075)$ |
| Treasury stock | (901) | (881) | (20) | $(7,508)$ |
| Total liabilities and shareholders' equity | ¥5,146,402 | $¥ 5,238,936$ | $¥(92,534)$ | \$42,886,683 |
| Breakdown of accumulated other comprehensive income (loss) |  |  |  |  |
| Unrealized gains on securities | $¥ 25,692$ | $¥ 15,636$ | $¥ 10,056$ | \$214,100 |
| Foreign currency translation adjustments | $(54,594)$ | $(59,589)$ | 4,995 | $(454,950)$ |
| Minimum pension liability adjustment | $(396,904)$ | $(405,069)$ | 8,165 | $(3,307,533)$ |
| Unrealized losses on derivative instruments | $(2,843)$ | $(1,753)$ | $(1,090)$ | $(23,692)$ |
| Total debt | ¥1,664,395 | $¥ 1,653,368$ | $¥ 11,027$ | \$13,869,958 |

## Comparative Consolidated Statements of Cash Flows

First Quarter ended June 30
( $¥$ in millions, US\$ in thousands)

|  | Three months ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2003 (A) | 2002 (B) | (A)-(B) | 2003 |
| Cash flows from operating activities |  |  |  |  |
| Net income (loss) | $\geq(36,847)$ | $¥(18,795)$ | $¥(18,052)$ | \$(307,058) |
| Depreciation and amortization | 55,892 | 59,737 | $(3,845)$ | 465,767 |
| Equity in income of affiliates | 2,036 | $(3,795)$ | 5,831 | 16,967 |
| Decrease in notes and accounts receivable, trade | 282,427 | 238,386 | 44,041 | 2,353,558 |
| Increase in inventories | $(137,508)$ | $(107,771)$ | $(29,737)$ | $(1,145,900)$ |
| Decrease in notes and accounts payable, trade | $(79,722)$ | $(15,402)$ | $(64,320)$ | $(664,350)$ |
| Others | $(41,156)$ | $(143,041)$ | 101,885 | $(342,967)$ |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities | 81,969 | 28,114 | 53,855 | 683,075 |
| Net cash provided by operating activities | 45,122 | 9,319 | 35,803 | 376,017 |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from sale of property and securities | 6,037 | 43,954 | $(37,917)$ | 50,308 |
| Acquisition of property and equipment | $(45,176)$ | $(57,475)$ | 12,299 | $(376,466)$ |
| Purchase of securities | $(6,026)$ | $(2,415)$ | $(3,611)$ | $(50,217)$ |
| Decrease (increase) in investments in affiliates | 2,904 | $(5,585)$ | 8,489 | 24,200 |
| Others | $(6,164)$ | $(11,788)$ | 5,624 | $(51,367)$ |
| Net cash used in investing activities | $(48,425)$ | $(33,309)$ | $(15,116)$ | $(403,542)$ |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from long-term debt | 37,211 | 146,770 | $(109,559)$ | 310,091 |
| Repayment of long-term debt | $(44,949)$ | $(70,226)$ | 25,277 | $(374,575)$ |
| Increase (decrease) in short-term borrowings | 14,981 | $(76,604)$ | 91,585 | 124,842 |
| Dividends paid | $(8,269)$ | (9) | $(8,260)$ | $(68,908)$ |
| Others | 73 | 1,924 | $(1,851)$ | 608 |
| Net cash (used in) provided by financing activities | (953) | 1,855 | $(2,808)$ | $(7,942)$ |
| Effect of exchange rate changes on cash and cash equivalents | 2,113 | $(7,699)$ | 9,812 | 17,608 |
| Net decrease in cash and cash equivalents | $(2,143)$ | $(29,834)$ | 27,691 | $(17,859)$ |
| Cash and cash equivalents at beginning of the first quarter | 327,098 | 370,432 | $(43,334)$ | 2,725,817 |
| Cash and cash equivalents at end of the first quarter | $¥ 324,955$ | $¥ 340,598$ | $¥(15,643)$ | \$2,707,958 |

## Industry Segments Information

First Quarter ended June 30
(¥ in millions, US\$ in thousands)

|  |  | Three months ended June 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2003(A) | 2002(B) | (A)-(B) | (A)/(B) | 2003 |
| Net sales (Share of total sales) | Digital Products | $\begin{array}{r} \hline 431,075 \\ (34 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 465,999 \\ (35 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(34,924) \\ (-1 \%) \\ \hline \end{array}$ | 93\% | 3,592,292 |
|  | Electronic Devices | $\begin{array}{r} \hline 287,001 \\ (23 \%) \end{array}$ | $\begin{array}{r} \hline 295,228 \\ (22 \%) \end{array}$ | $\begin{array}{r} (8,227) \\ (1 \%) \end{array}$ | 97\% | 2,391,675 |
|  | Social Infrastructure | $\begin{array}{r} \hline 265,744 \\ (21 \%) \end{array}$ | $\begin{array}{r} \hline 301,768 \\ (23 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(36,024) \\ (-2 \%) \end{array}$ | 88\% | 2,214,533 |
|  | Home Appliances | $\begin{array}{r} 155,870 \\ (13 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 161,327 \\ (12 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(5,457) \\ (1 \%) \\ \hline \end{array}$ | 97\% | 1,298,917 |
|  | Others | $\begin{array}{r} 111,320 \\ (9 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 108,573 \\ (8 \%) \end{array}$ | $\begin{gathered} \hline 2,747 \\ (1 \%) \\ \hline \end{gathered}$ | 103\% | 927,666 |
|  | Total | $\begin{array}{r} \hline \mathbf{1 , 2 5 1 , 0 1 0} \\ (\mathbf{1 0 0 \%}) \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,332,895 \\ (\mathbf{1 0 0 \%}) \\ \hline \end{array}$ | $(81,885)$ | 94\% | 10,425,083 |
|  | Eliminations | $(133,784)$ | $(141,776)$ | 7,992 | - | (1,114,866) |
|  | Consolidated | ¥1,117,226 | $¥ 1,191,119$ | $¥(73,893)$ | 94\% | \$9,310,217 |
| Operating income (loss) | Digital Products | $(17,346)$ | 2,605 | $(19,951)$ | - | $(144,550)$ |
|  | Electronic Devices | 6,983 | $(6,149)$ | 13,132 | - | 58,192 |
|  | Social Infrastructure | $(32,170)$ | $(28,337)$ | $(3,833)$ | - | $(268,084)$ |
|  | Home Appliances | $(1,479)$ | 2,492 | $(3,971)$ | - | $(12,325)$ |
|  | Others | 2,211 | 2,732 | (521) | 81\% | 18,425 |
|  | Total | $(41,801)$ | $(26,657)$ | $(15,144)$ | - | $(348,342)$ |
|  | Eliminations | 491 | 396 | 95 | - | 4,092 |
|  | Consolidated | $¥(41,310)$ | $¥(26,261)$ | $¥(15,049)$ | - | \$(344,250) |

First Quarter ended June 30
( $¥$ in millions, US\$ in thousands)


Notes:

1) Segment information is based on Japanese accounting standards.
2) Net sales by region are determined based upon the locations of the customers.
*Forward-looking Statement
This announcement contains forward-looking statements concerning Toshiba's future plans, strategies and performance. These forward-looking statements are not historical facts, rather they represent assumptions and beliefs based on economic, financial and competitive data currently available. Furthermore, they are subject to a number of risks and uncertainties that, without limitation, relate to economic conditions, worldwide mega-competition in the electronics business, customer demand, foreign currency exchange rates, tax rules, regulations and other factors. Toshiba therefore, wishes to caution that actual results may differ materially from our expectations.

## Supplementary Data for FY2003-10

## Consolidated Business Results

Index ..... page

1. Outline ..... 1
2. Yen-Dollar, Yen-Euro Exchange Rate (Average) ..... 1
3. Detail of Digital Products Segment

- 1 Personal Computer Sales and Shipment ..... 2
- 2 Cellular Phone Sales and Shipment ..... 2

4. Detail of Electronic Devices Segment

- 1 Semiconductor Sales, Capital Expenditures, Products Configuration, ..... 3and Production Level of Major Products
- 2 LCD Sales and Capital Expenditures ..... 3


## 1. Outline

(billion yen)

|  | FY01 |  | FY02 |  | FY03 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q | FY01 | 1Q | FY02 | 1Q | FY03 Plan |
| Net Sales | 1,165.5 | 5,394.0 | 1,191.1 | 5,655.8 | 1,117.2 | 5,700.0 |
| YoY | 88\% | 91\% | 102\% | 105\% | 94\% | 101\% |
| Operating Income (Loss) | -40.2 | -113.6 | -26.3 | 115.5 | -41.3 | 170.0 |
| YoY | - |  | - |  |  | 147\% |
| Income (Loss) before income taxes, minority interest and equity in earnings of affiliates | -52.6 | -376.7 | -33.3 | 53.1 | -50.9 | 90.0 |
| YoY | - | - | - | - |  | 169\% |
| Net Income (Loss) | -33.4 | -254.0 | -18.8 | 18.5 | -36.8 | 40.0 |
| YoY | - | - | - | - | - | 216\% |
| Earnings Per Share (yen) | -10.39 | -78.91 | -5.84 | 5.75 | -11.45 | 12.43 |
| No. of Consolidated Companies including Toshiba Corp. | 338 | 330 | 337 | 316 | 321 |  |
| Financial Balance | -4.4 | -15.2 | -2.2 | -10.9 | -2.1 | -10.0 |

## 2. Yen-Dollar, Yen-Euro Exchange Rate (Average)

US Dollar

|  | FY01 |  | FY02 |  | FY03 |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 1Q | FY01 | 1Q | FY02 | 1Q | FY03 Plan |
| Sales Rate (Yen) | 123 | 126 | 128 | 122 | 119 | 120 |
| Settlement Rate (Yen) | 120 | 124 | 128 | 122 | 119 | 120 |

## Euro

|  | FY01 |  | FY02 |  | FY03 |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 1Q | FY01 | 1Q | FY02 | 1Q | FY03 Plan |
| Sales Rate (Yen) | 108 | 110 | 116 | 120 | 134 | 125 |
| Settlement Rate (Yen) | 107 | 109 | 116 | 118 | 128 | 125 |

## 3.Detail of Digital Products Segment

## 3-(1).Personal Computer Sales and Shipment

1) Sales
(billion yen)

|  |  | FY01 | FY02 |  | FY03 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  |  |  | 1Q | FY03 Plan |  |  |
| Sales |  | 610.0 | 740.0 | 142.0 | 785.0 |  |
|  | YoY | $86 \%$ | $121 \%$ | $88 \%$ | $106 \%$ |  |

## 2) Shipment

(thousand units)


## 3-(2).Cellular Phone Sales and Shipment

1) Sales
(billion yen)

|  |  | FY01 | FY02 | FY03 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 Q |  | FY03 Plan |
| Sales |  |  | 192.0 | 210.0 | 47.2 | 210.0 |
|  | YoY | 94\% | 109\% | 101\% | 100\% |

2) Shipment
(thousand units)


## 4.Detail of Electronic Devices Segment

4-(1).Semiconductor Sales, Capital Expenditures,
Products Configuration, and Production Level of Major Products

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

|  | FY01 | FY02 |  | Total | FY03 |  |  | Total (Plan) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 02A | 02B |  | 1Q | 03A(Plan) | 03B(Plan) |  |
| Sales | 725.0 | 406.5 | 422.1 | 828.6 | 192.5 | 420.0 | 480.0 | 900.0 |
| YoY | 66\% | 108\% | 121\% | 114\% | 104\% | 103\% | 114\% | 109\% |

* Capital Expenditures FY02: 66 Billion Yen, FY03: 118 Billion Yen (plan)

2) Products Configuration (billion yen)

|  | FY01 | FY02 | FY03(Plan) |
| :--- | ---: | ---: | ---: |
| Discrete | 200.0 | 218.7 | 225.0 |
| System LSI | 374.0 | 424.0 | 440.0 |
| Memory | 151.0 | 185.9 | 235.0 |

## 3) Production Level of Major Products

| NAND Flash Memory Production |  |  |  |  |  | (million units per month) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June '02 | Sept. '02 | Dec. '02 | Mar. '03 | June '03 | $\begin{gathered} \hline \text { Sept.'03 } \\ \text { Plan } \end{gathered}$ | $\begin{gathered} \hline \text { Dec.'03 } \\ \text { Plan } \end{gathered}$ |
| 64M | 1.50 | 1.50 | 1.40 | 2.60 | 1.60 | 0.50 | 0.60 |
| 128M | 0.90 | 1.80 | 1.50 | 2.80 | 3.20 | 3.10 | 2.50 |
| 256M | 0.50 | 0.70 | 0.90 | 0.75 | 1.10 | 1.15 | 1.05 |
| 512M | 1.00 | 0.90 | 1.00 | 0.90 | 0.90 | 1.10 | 1.10 |
| 1 G | 0.15 | 0.80 | 0.90 | 0.70 | 1.50 | 2.15 | 2.30 |
| 2G | - | 0.01 | 0.15 | 0.17 | 0.20 | 0.50 | 0.70 |
| 4G | - | - | - | - | 0.05 | 0.05 | 0.10 |
| 128M Equivalent TTL | 7.85 | 14.10 | 17.50 | 17.50 | 26.60 | 37.00 | 42.10 |

## 4-(2).LCD Sales and Capital Expenditures

(billion yen)

|  | FY01* | FY02 | FY03 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q | FY03 (Plan) |
| Sales | 125.0 | 235.0 | 67.6 | 305.0 |
| YoY | 83\% | 188\% | 120\% | 130\% |
| Capital Expenditures | 35.0 | 20.0 | - | 20.0 |
| YoY | 31\% | 57\% | - | 100\% |

* Toshiba results only.

