## Toshiba Announces Consolidated Results for the First Quarter of Fiscal Year Ending March 2006

TOKYO--Toshiba Corporation today announced its consolidated results for the first quarter (April-June) of fiscal year (FY) 2005 ending March 2006.

## 1) Overview

The Japanese economy continued a gradual recovery in the first quarter of FY2005, despite continuing concerns about unemployment, as corporate profitability improved and capital expenditure increased. Overseas, the US, China and other Asian countries continued economic expansion, while Europe saw steady recovery.

In these circumstances, Toshiba's overall consolidated sales were $1,298.8$ billion yen (US $\$ 11,701$ million), an increase of 50.9 billion yen from the same period of the previous year. Digital Products, Social Infrastructure and Home Appliances recorded higher sales than in the year-earlier period, while Electronic Devices saw a sales decrease.

Consolidated operating income (loss) was minus 1.9 billion yen (minus US $\$ 17$ million), a decrease of 16.0 billion yen from the same period a year ago. Digital Products and Social Infrastructure saw improvement in operating income (loss) compared to the same period a year ago, while Electronic Devices saw lower operating income than in the year-earlier period, the result of price erosion.

Income (loss) before income taxes and minority interest was minus 3.6 billion yen (minus US $\$ 32$ million), down by 3.9 billion yen from the year-earlier period. The net loss widened by 1.1 billion yen from the same period a year ago to minus 8.9 billion yen (minus US\$80 million).
(Note) From FY2005, income (loss) before income taxes and minority interest includes equity in earnings of affiliates, which was not included until FY2004. The impact of this change of presentation is zero billion yen for the first quarter of FY2004 and plus 3.5 billion yen for the first quarter of FY2005. The above comparison with the year-earlier period is based on the new accounting presentation.
(billion yen)

|  | Net Sales |  | Operating Income <br> (Loss) |  |
| :--- | :---: | :---: | :---: | :---: |
|  |  | Change (\%) |  | Change |
| Digital Products | 518.6 | $+6 \%$ | 0.6 | +11.2 |
| Electronic Devices | 294.6 | $-11 \%$ | 10.6 | -28.2 |
| Social Infrastructure | 361.9 | $+19 \%$ | -10.0 | +5.8 |
| Home Appliances | 161.2 | $+3 \%$ | -4.7 | -2.0 |
| Others | 81.5 | $-4 \%$ | 1.5 | -2.4 |
| Eliminations | -119.0 | - | 0.1 | - |
| Total | $1,298.8$ | $+4 \%$ | -1.9 | -16.0 |

## Digital Products:

Sales of Digital Products rose from the same period a year ago, on higher sales of hard disk drives (HDD) and mobile phones, and increased sales of PCs in overseas markets. The segment operating income (loss) improved significantly against the year-earlier period, as a result of the improved performance and return to profit of the PC business.

## Electronic Devices:

Electronic Devices saw significant decreases in net sales and operating income against the previous year, largely due to decreased sales of LCD displays for PCs and lower price of NAND flash memories compared with the same period a year ago, despite a slowdown in price erosion since the beginning of 2005. While operating income in the semiconductor business decreased from the year-earlier period, the business remained profitable. Compared with the third quarter of FY2004 (October to December 2004), the last quarter of FY2004 and this first quarter results actually represent a trend for recovery for semiconductor business.

## Social Infrastructure:

Sales of Social Infrastructure increased over the same period of the previous year, as the medical systems business saw higher sales, mainly in CT systems, and as TMT\&D Corporation, a joint venture company with Mitsubishi Electric Corporation, was dissolved, and its power transmission and distribution businesses were handed over to the parent companies. The segment operating loss improved against the year-earlier period on improved performance in the medical systems and IT solutions businesses.

## Home Appliances:

Sales of Home Appliances increased against the year-earlier period on higher sales of air conditioners, mainly overseas, and washing machines, but the operating loss widened
mainly due to weak performance of refrigerators and lighting equipment.

## 3) Financial Position and Cash Flows for the First Quarter of FY2005

Total assets decreased by 44.5 billion yen from the end of March 2005 to 4,526.9 billion yen (US $\$ 40,783$ million), mainly as a result of a reduction of notes and accounts receivable compared to the end of FY2004, through collection during the first quarter. Shareholders' equity decreased by 8.7 billion yen to 806.8 billion yen (US $\$ 7,269$ million) from the end of March 2005, as a result of a dividend payment and net loss for this first quarter. Total debt increased by 7.3 billion yen from the end of FY2004 to $1,118.7$ billion yen (US $\$ 10,078$ million). Free cash flow decreased by 3.6 billion yen from the year-earlier period to minus 1.2 billion yen. The debt-to-equity ratio was $139 \%$, a 3 -point deterioration since the end of March 2005, but a 17-point improvement compared to the year-earlier period.

## 4) Revised Business Forecasts for the First Half of FY2005

The overall economy is in gradual recovery, though several factors, including increased crude oil prices, make this an uncertain trend. In the first half of FY2005, Toshiba Group’s businesses are moving forward more strongly than originally anticipated. Accordingly, Toshiba Corporation will revise the original forecast for the first half of FY2005, announced on April 28, 2005. The full-year forecast for FY2005 remains unchanged.
(1) Consolidated forecast

First Half FY2005 (Apr. 1, 2005 - Sept. 30, 2005)
(billion yen)

|  |  | Net Sales | Income (Loss) Before <br> Income Taxes and <br> Minority Interest | Net Income <br> (Loss) |
| :--- | :---: | :---: | :---: | :---: |
| (A) Revised Forecast | (July 28, 2005) | $2,880.0$ | 10.0 | 0.0 |
| (B) Original Forecast | (April 28,2005) | $2,800.0$ | 0.0 | -5.0 |
| (A) -(B) | +80.0 | +10.0 | +5.0 |  |
| First Half FY2004 | $2,781.8$ | 21.6 | 8.4 |  |

(2) Non-consolidated forecast

First Half FY2005 (Apr. 1, 2005 - Sept. 30, 2005) (billion yen)

|  | Net Sales | Recurring Profit <br> (Loss) | Net Income <br> (Loss) |
| :--- | :---: | :---: | :---: | :---: |
| (A) Revised Forecast (July 28, 2005) | $1,430.0$ | 0.0 | -10.0 |
| (B) Original Forecast $\quad$ (April 28,2005) | $1,350.0$ | -17.0 | -20.0 |
| (A) -(B) | +80.0 | +17.0 | +10.0 |
| First Half FY2004 | $1,332.0$ | 15.2 | 2.3 |

## Disclaimer:

This report of business results contains forward-looking statements concerning future plans, strategies and the performance of Toshiba Group. These statements are based on management's assumptions and beliefs in light of the economic, financial and other data currently available. Furthermore, they are subject to a number of risks and uncertainties. Toshiba therefore wishes to caution readers that actual results may differ materially from our expectations. Major risk factors that may have a material influence on results are indicated below, though this list is not necessarily exhaustive.

- Success or failure of alliances or joint ventures promoted in collaboration with other companies;
- Success or failure of new businesses or R\&D investment;
- Changes in political and economic conditions in Japan and abroad; unexpected regulatory changes;
- Major disasters, including earthquakes and typhoons;
- Rapid changes in the supply/demand situations in major markets and intensified price competition;
- Significant capital expenditure for production facilities and rapid changes in the market;
- Changes in financial markets, including fluctuations in interest rates and exchange rates.


## Note:

For convenience only, all dollar figures used in reporting fiscal year 2005 first quarter results are valued at 111 yen to the dollar.
\# \# \#

## Toshiba Corporation and its Subsidiaries

## Consolidated Financial Statements

For the First Quarter ended June 30, 2005

## First Quarter Results

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

|  | Three months ended June 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005(A) | 2004(B) | (A)-(B) | (A)/(B) | 2005 |
| Net sales | ¥1,298.8 | ¥1,247.9 | $¥ 50.9$ | 104\% | \$11,701.2 |
| Operating income (loss) | (1.9) | 14.1 | (16.0) | - | (16.7) |
| Income (loss) before income taxes and minority interest | (3.6) | 0.3 | (3.9) | - | (32.4) |
| Net income (loss) | (8.9) | (7.8) | (1.1) | - | (80.4) |
| Basic earnings per share | $\geq(2.77)$ | $¥(2.42)$ | $¥(0.35)$ |  | \$(0.02) |

## Notes:

1) Consolidated Financial Statements are based on generally accepted accounting principles in the U.S.
2) For the first quarter of FY2005, equity in earnings of affiliates has been included in income (loss) before income taxes and minority interest. The presentation of prior period has been reclassified accordingly.
3) The company has 342 consolidated subsidiaries.
4) The U.S.dollar is valued at $¥ 111$ throughout this statement for convenience only.
5) 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 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005(A) | 2004(B) | (A)-(B) | (A)/(B) | 2005 |
| Sales and other income |  |  |  |  |  |
| Net sales | ¥1,298,834 | ¥1,247,909 | ¥50,925 | 104\% | \$11,701,207 |
| Interest | 1,408 | 781 | 627 | 180\% | 12,685 |
| Dividends | 2,787 | 2,001 | 786 | 139\% | 25,108 |
| Other | 11,284 | 11,943 | (659) | 94\% | 101,658 |
| Costs and expenses |  |  |  |  |  |
| Cost of sales | 965,679 | 902,054 | 63,625 | 107\% | 8,699,811 |
| Selling, general and administrative | 335,009 | 331,712 | 3,297 | 101\% | 3,018,099 |
| Interest | 5,616 | 5,013 | 603 | 112\% | 50,595 |
| Other | 11,600 | 23,514 | $(11,914)$ | 49\% | 104,504 |
| Income (loss) before income taxes and minority interest | $(3,591)$ | 341 | $(3,932)$ | - | $(32,351)$ |
| Income taxes | 4,832 | 5,112 | (280) | 95\% | 43,532 |
| Minority interest in income of consolidated subsidiaries | 497 | 3,008 | $(2,511)$ | 17\% | 4,477 |
| Net income (loss) | $\geq(8,920)$ | $\geq(7,779)$ | $¥(1,141)$ | - | \$(80,360) |

## Notes:

1) Comprehensive income for the first quarter of FY2005 and FY2004 was $¥ 1,049$ million and $¥ 5,289$ million, respectively.
2) For the first quarter of FY2005, equity in earnings of affiliates has been included in other income (expenses). The presentation of prior period has been reclassified accordingly.

## Comparative Consolidated Balance Sheets

( $¥$ in millions, US\$ in thousands)

|  | June 30, 2005 <br> (A) | March 31, 2005 <br> (B) | (A)-(B) | June 30, 2005 |
| :---: | :---: | :---: | :---: | :---: |
| Assets <br> Current assets | ¥2,451,728 | ¥2,474,319 | ¥ $(22,591)$ | \$22,087,640 |
| Cash and cash equivalents | 300,862 | 295,003 | 5,859 | 2,710,468 |
| Notes and accounts receivable, trade | 979,759 | 1,120,896 | $(141,137)$ | 8,826,658 |
| Inventories | 768,250 | 649,998 | 118,252 | 6,921,171 |
| Prepaid expenses and other current assets | 402,857 | 408,422 | $(5,565)$ | 3,629,343 |
| Long-term receivables | 17,873 | 19,090 | $(1,217)$ | 161,018 |
| Investments | 388,747 | 387,457 | 1,290 | 3,502,225 |
| Property, plant and equipment | 1,149,954 | 1,164,183 | $(14,229)$ | 10,359,946 |
| Other assets | 518,622 | 526,363 | $(7,741)$ | 4,672,270 |
| Total assets | ¥4,526,924 | ¥4,571,412 | ¥ $(44,488)$ | \$40,783,099 |
| Liabilities and shareholders' equity Current liabilities | ¥2,255,632 | ¥2,266,843 | $\geq(11,211)$ | \$20,321,009 |
| Short-term borrowings and current portion of long-term debt | 457,215 | 428,050 | 29,165 | 4,119,054 |
| Notes and accounts payable, trade | 935,425 | 973,539 | (38,114) | 8,427,252 |
| Other current liabilities | 862,992 | 865,254 | $(2,262)$ | 7,774,703 |
| Accrued pension and severance costs | 580,810 | 581,598 | (788) | 5,232,522 |
| Long-term debt and other liabilities | 740,448 | 762,757 | $(22,309)$ | 6,670,703 |
| Minority interest in consolidated subsidiaries | 143,202 | 144,707 | $(1,505)$ | 1,290,108 |
| Shareholders' equity | 806,832 | 815,507 | $(8,675)$ | 7,268,757 |
| Common stock | 274,926 | 274,926 | 0 | 2,476,811 |
| Additional paid-in capital | 285,736 | 285,736 | 0 | 2,574,198 |
| Retained earnings | 492,619 | 511,185 | $(18,566)$ | 4,438,009 |
| Accumulated other comprehensive loss | $(244,784)$ | $(254,753)$ | 9,969 | $\left(\begin{array}{l}(2,205,261) \\ \sim\end{array}\right.$ |
| Treasury stock | $(1,665)$ | $(1,587)$ | (78) | $(15,000)$ |
| Total liabilities and shareholders' equity | ¥4,526,924 | $¥ 4,571,412$ | $¥(44,488)$ | \$40,783,099 |
| Breakdown of accumulated other comprehensive income (loss) |  |  |  |  |
| Unrealized gains on securities | ¥32,591 | ¥33,479 | $¥(888)$ | \$293,613 |
| Foreign currency translation adjustments | $(61,844)$ | $(68,849)$ | 7,005 | $(557,153)$ |
| Minimum pension liability adjustment | $(216,276)$ | $(219,315)$ | 3,039 | $(1,948,433)$ |
| Unrealized gains (losses) on derivative instruments | 745 | (68) | 813 | 6,712 |
| Total debt | ¥1,118,662 | $¥ 1,111,446$ | ¥7,216 | \$10,078,036 |

Comparative Consolidated Statements of Cash Flows

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

|  | Three months ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005(A) | 2004(B) | (A)-(B) | 2005 |
| Cash flows from operating activities |  |  |  |  |
| Net income (loss) | $\geq(8,920)$ | $¥(7,779)$ | $\geq(1,141)$ | \$(80,360) |
| Depreciation and amortization | 57,060 | 54,647 | 2,413 | 514,054 |
| Equity in (earnings) losses of affiliates | 3,409 | 1,821 | 1,588 | 30,712 |
| Decrease in notes and accounts receivable, trade | 141,722 | 147,487 | $(5,765)$ | 1,276,7.............. |
| Increase in inventor.................................................................................... | $(116,307)$ | $(98,279)$ | $(18,028)$ | (1,0................. |
| (Decrease) increase in notes and........................................................................................... | $(36,630)$ | 19,561 | $(56,191)$ | (330,000) |
| Others | 6,940 | $(57,156)$ | 64,096 | 62,522 |
| Adjustments to reconcile net income to net cash provided by operating activities | 56,194 | 68,081 | $(11,887)$ | 506,252 |
| Net cash provided by operating activities | 47,274 | 60,302 | $(13,028)$ | 425,892 |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from sale of property and securities | 20,484 | 2,232 | 18,252 | 184,541 |
| Acquisition of property, plant and equipment | $(64,484)$ | $(48,417)$ | $(16,067)$ | $(580,937)$ |
| Purchase of securities | $(1,084)$ | $(2,811)$ | 1,727 | $(9,766)$ |
| (Increase) decrease in investments in affiliates | (848) | 1,454 | $(2,302)$ | $(7,640)$ |
| Others | $(2,564)$ | $(10,311)$ | 7,747 | $(23,099)$ |
| Net cash used in investing activities | $(48,496)$ | $(57,853)$ | 9,357 | $(436,901)$ |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from long-term debt | 1,514 | 10,738 | $(9,224)$ | 13,640 |
| Repayment of long-term debt | $(117,977)$ | $(24,346)$ | $(93,631)$ | (1,062,856) |
| Increase (decrease) in short-term borrowings | 133,628 | $(17,629)$ | 151,257 | 1,203,856 |
| Dividends paid | $(9,351)$ | $(9,170)$ | (181) | $(84,243)$ |
| Others | $(2,494)$ | $(3,164)$ | 670 | $(22,469)$ |
| Net cash provided by (used in) financing activities | 5,320 | $(43,571)$ | 48,891 | 47,928 |
| Effect of exchange rate changes on cash and cash equivalents | 1,761 | 2,536 | (775) | 15,864 |
| Net increase (decrease) in cash and cash equivalents | 5,859 | $(38,586)$ | 44,445 | 52,783 |
| Cash and cash equivalents at beginning of the period | 295,003 | 319,277 | $(24,274)$ | 2,657,685 |
| Cash and cash equivalents at end of the period | ¥300,862 | $\geq 280,691$ | $\geq 20,171$ | \$2,710,468 |

## Industry Segment Information

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

|  |  | Three months ended June 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2005(A) | 2004(B) | (A)-(B) | (A)/(B) | 2005 |
| Net sales (Share of total sales) | Digital Products | $\begin{array}{r} \hline ¥ 518,609 \\ (37 \%) \end{array}$ | $\begin{array}{r} \hline ¥ 487,097 \\ (36 \%) \end{array}$ | $¥ 31,512$ (1\%) | 106\% | \$4,672,153 |
|  | Electronic Devices | $\begin{array}{r} \hline 294,609 \\ (21 \%) \end{array}$ | $\begin{array}{r} \hline 330,034 \\ (24 \%) \end{array}$ | $\begin{gathered} (35,425) \\ (-3 \%) \end{gathered}$ | 89\% | 2,654,135 |
|  | Social Infrastructure | 361,865 <br> (25\%) | $\begin{array}{r} \hline 304,008 \\ (22 \%) \\ \hline \end{array}$ | $\begin{array}{r} 57,857 \\ (3 \%) \end{array}$ | 119\% | 3,260,045 |
|  | Home Appliances | 161,209 <br> (11\%) | 155,919 <br> (12\%) | $\begin{aligned} & 5,290 \\ & (-1 \%) \end{aligned}$ | 103\% | 1,452,334 |
|  | Others | $\begin{array}{r} \hline 81,482 \\ (6 \%) \end{array}$ | 84,969 <br> (6\%) | $(3,487)$ <br> (-) | 96\% | 734,072 |
|  | Total | $\begin{array}{r} \hline 1,417,774 \\ (100 \%) \end{array}$ | $\begin{array}{r} \hline 1,362,027 \\ (100 \%) \end{array}$ | 55,747 | 104\% | 12,772,739 |
|  | Eliminations | $(118,940)$ | $(114,118)$ | $(4,822)$ | - | $(1,071,532)$ |
|  | Consolidated | ¥1,298,834 | $¥ 1,247,909$ | ¥50,925 | 104\% | \$11,701,207 |
| Operating income (loss) | Digital Products | ¥635 | $¥(10,598)$ | ¥11,233 | - | \$5,721 |
|  | Electronic Devices | 10,572 | 38,770 | $(28,198)$ | 27\% | 95,243 |
|  | Social Infrastructure | $(10,023)$ | $(15,762)$ | 5,739 | - | $(90,297)$ |
|  | Home Appliances | $(4,666)$ | $(2,719)$ | $(1,947)$ | - | $(42,036)$ |
|  | Others | 1,455 | 3,895 | $(2,440)$ | 37\% | 13,108 |
|  | Total | $(2,027)$ | 13,586 | $(15,613)$ | - | $(18,261)$ |
|  | Eliminations | 173 | 557 | (384) | - | 1,558 |
|  | Consolidated | $\geq(1,854)$ | $¥ 14,143$ | $\geq(15,997)$ | - | \$(16,703) |

## Notes:

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

## Geographic Segment Information

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

|  |  | Three months ended June 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2005(A) | 2004(B) | (A)-(B) | (A)/(B) | 2005 |
| Net sales (Share of total sales) | Japan | $\begin{array}{r} \hline ¥ 1,129,657 \\ (64 \%) \end{array}$ | $\begin{array}{r} ¥ 1,091,349 \\ (64 \%) \end{array}$ | $¥ 38,308$ <br> (-) | 104\% | \$10,177,090 |
|  | Asia | $\begin{array}{r} \hline 312,776 \\ (18 \%) \end{array}$ | $\begin{array}{r} \hline 334,797 \\ (19 \%) \end{array}$ | $\begin{gathered} (22,021) \\ (-1 \%) \end{gathered}$ | 93\% | 2,817,802 |
|  | North America | 166,614 <br> (10\%) | $\begin{array}{r} 155,671 \\ (9 \%) \end{array}$ | $\begin{array}{r} 10,943 \\ (1 \%) \end{array}$ | 107\% | 1,501,027 |
|  | Europe | $\begin{array}{r} 129,650 \\ (7 \%) \\ \hline \end{array}$ | 122,086 <br> (7\%) | $7,564$ <br> (-) | 106\% | 1,168,018 |
|  | Others | 16,066 <br> (1\%) | 14,648 <br> (1\%) | $1,418$ <br> (-) | 110\% | 144,739 |
|  | Total | $\begin{array}{r} \hline 1,754,763 \\ (100 \%) \end{array}$ | $\begin{array}{r} \hline 1,718,551 \\ (100 \%) \end{array}$ | 36,212 | 102\% | 15,808,676 |
|  | Eliminations | $(455,929)$ | $(470,642)$ | 14,713 | - | $(4,107,469)$ |
|  | Consolidated | ¥1,298,834 | $¥ 1,247,909$ | ¥50,925 | 104\% | \$11,701,207 |
| Operating income (loss) | Japan | $\geq(2,938)$ | $¥ 15,823$ | $\geq(18,761)$ | - | \$ 26,468 ) |
|  | Asia | 4,428 | 3,058 | 1,370 | 145\% | 39,892 |
|  | North America | 604 | 470 | 134 | 129\% | 5,441 |
|  | Europe | $(2,780)$ | $(1,413)$ | $(1,367)$ | - | $(25,045)$ |
|  | Others | (131) | 691 | (822) | - | $(1,180)$ |
|  | Total | (817) | 18,629 | $(19,446)$ | - | $(7,360)$ |
|  | Eliminations | $(1,037)$ | $(4,486)$ | 3,449 | - | $(9,343)$ |
|  | Consolidated | $\geq(1,854)$ | $¥ 14,143$ | $\geq(15,997)$ | - | \$(16,703) |

## Notes:

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

## Net Sales by Region

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 is 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.

July 28, 2005

## Supplementary Data for First Quarter of FY2005 Consolidated Business Results

1.Outline
(billion yen)

|  | First Quarter |  |  | Full Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2003 | FY2004 | FY2005 | FY2003 | FY2004 | $\begin{gathered} \hline \text { FY2005 } \\ 4 / 28 \\ \hline \end{gathered}$ |
| Net sales | 1,117.2 | 1,247.9 | 1,298.8 | 5,579.5 | 5,836.1 | 6,000.0 |
| YoY | 94\% | 112\% | 104\% | 99\% | 105\% | 103\% |
| Operating income | -41.3 | 14.1 | -1.9 | 174.6 | 154.8 | 170.0 |
| Income (loss) before income taxes and minority interest | -52.9 | 0.3 | -3.6 | 135.8 | 111.2 | 130.0 |
| Net income | -36.8 | -7.8 | -8.9 | 28.8 | 46.0 | 55.0 |
| Earnings per share (yen) |  |  |  |  |  |  |
| Basic | -11.45 | -2.42 | -2.77 | 8.96 | 14.32 | 17.10 |
| Diluted |  | - | - | - | 13.53 |  |
| Exchange rate |  |  |  |  |  |  |
| (Yen / US-Dollar) | 119 | 109 | 108 | 114 | 108 | 105 |
| (Yen / Euro) | 128 | 133 | 138 | 130 | 135 | 130 |

* For the fiscal year ended March 31, 2006, equity in earnings of affiliates has been included in income (loss) before income taxes and minority interest. The presentation of other data has been reclassified accordingly.
2-1. Sales by Industry Segment
(billion yen)

|  | First Quarter |  |  | Full Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2003 | FY2004 | FY2005 | FY2003 | FY2004 | $\begin{gathered} \hline \text { FY2005 } \\ 4 / 28 \\ \hline \end{gathered}$ |
| Digital Products | 431.1 | 487.1 | 518.6 | 2,009.4 | 2,224.2 | 2,400.0 |
| Y o Y | 93\% | 113\% | 106\% | 97\% | 111\% | 108\% |
| Ratio | 34\% | 36\% | 37\% | 33\% | 35\% | 36\% |
| Electronic Devices | 287.0 | 330.0 | 294.6 | 1,283.6 | 1,307.2 | 1,400.0 |
| Y o Y | 97\% | 115\% | 89\% | 101\% | 102\% | 107\% |
| Ratio | 23\% | 24\% | 21\% | 21\% | 21\% | 21\% |
| Social Infrastructure | 265.7 | 304.0 | 361.9 | 1,714.1 | 1,765.3 | 1,800.0 |
| Y o Y | 88\% | 114\% | 119\% | 94\% | 103\% | 102\% |
| Ratio | 21\% | 22\% | 25\% | 28\% | 28\% | 27\% |
| Home Appliances | 155.9 | 155.9 | 161.2 | 637.3 | 661.0 | 660.0 |
| Y o Y | 97\% | 100\% | 103\% | 101\% | 104\% | 100\% |
| Ratio | 13\% | 12\% | 11\% | 10\% | 10\% | 10\% |
| Others | 111.3 | 85.0 | 81.5 | 472.7 | 371.6 | 360.0 |
| Y o Y | 103\% | 76\% | 96\% | 96\% | 79\% | 97\% |
| Ratio | 9\% | 6\% | 6\% | 8\% | 6\% | 6\% |
| Total | 1,251.0 | 1,362.0 | 1,417.8 | 6,117.1 | 6,329.3 | 6,620.0 |
| Eliminations | -133.8 | -114.1 | -119.0 | -537.6 | -493.2 | -620.0 |
| Total $\quad$ Y o Y | 1,117.2 | 1,247.9 | 1,298.8 | 5,579.5 | 5,836.1 | 6,000.0 |
|  | 94\% | 112\% | 104\% | 99\% | 105\% | 103\% |

2-2. Operating Income (Loss) by Industry Segment
(billion yen)

|  | First Quarter |  |  | Full Year |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | FY2003 | FY2004 | FY2005 | FY2003 | FY2004 | FY2005 <br> $4 / 28$ |
| Digital Products | -17.3 | -10.6 | 0.6 | -23.8 | 7.3 | 28.0 |
| Electronic Devices | 7.0 | 38.8 | 10.6 | 117.0 | 92.5 | 75.0 |
| Social Infrastructure | -32.2 | -15.8 | -10.0 | 58.6 | 48.6 | 55.0 |
| Home Appliances | -1.5 | -2.7 | -4.7 | 3.5 | -3.3 | 2.0 |
| Others | 2.2 | 3.9 | 1.5 | 18.8 | 9.8 | 10.0 |
| Total | -41.8 | 13.6 | -2.0 | 174.1 | 154.9 | 170.0 |
| Eliminations | 0.5 | 0.5 | 0.1 | 0.5 | -0.1 | 0.0 |
| Total | -41.3 | 14.1 | -1.9 | 174.6 | 154.8 | 170.0 |

## 3. Personal Computer Sales, Operating Income (Loss) and Units

(billion yen)

|  | First Quarter |  |  | Full Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2003 | FY2004 | FY2005 | FY2003 | FY2004 | $\begin{gathered} \hline \text { FY2005 } \\ 4 / 28 \\ \hline \hline \end{gathered}$ |
| Net sales | 141.8 | 162.0 | 166.9 | 695.7 | 760.2 | 810.0 |
| YoY | 88\% | 114\% | 103\% | 94\% | 109\% | 107\% |
| Operating income (loss) | -11.1 | -3.6 | 2.3 | -47.4 | 8.1 | 14.0 |
| Units ( thousand units) | - | - | - | 4,500 | 5,550 | 6,600 |
| Japan | - | - | - | 1,100 | 1,200 | 1,300 |
| Overseas | - | - | - | 3,400 | 4,350 | 5,300 |

4. Semiconductor Sales and Operating Income
(billion yen)

|  | First Quarter |  |  | Full Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2003 | FY2004 | FY2005 | FY2003 | FY2004 | $\begin{gathered} \hline \text { FY2005 } \\ 4 / 28 \\ \hline \hline \end{gathered}$ |
| Net sales | 192.5 | 231.4 | 221.5 | 898.8 | 938.9 | 1,040.0 |
| YoY | 104\% | 120\% | 96\% | 108\% | 104\% | 111\% |
| Discrete | - | - |  | 219.1 | 227.6 | 232.8 |
| System LSI | - | - | - | 420.5 | 443.6 | 477.7 |
| Memory | - | - | - | 259.2 | 267.7 | 329.5 |
| Operating income | 15.9 | 36.9 | 14.8 | 118.4 | 82.7 | 75.0 |

5. LCD Sales and Operating Income (Loss)
(billion yen)

|  | First Quarter |  |  | Full Year |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | FY2003 | FY2004 | FY2005 | FY2003 | FY2004 | FY2005 <br> $4 / 28$ |
| Net sales |  |  |  |  |  |  |
|  | YoY | 67.6 | 79.8 | 61.2 | 285.6 | 298.8 |
| Operating income (loss) | $120 \%$ | $118 \%$ | $77 \%$ | $122 \%$ | $105 \%$ | $102 \%$ |

6. Industrial Power Systems \& Service Sales and Operating Income (Loss)
(billion yen)

|  | First Quarter |  |  | Full Year |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | FY2003 | FY2004 | FY2005 | FY2003 | FY2004 | FY2005 <br> $4 / 28$ |
| Net sales | 123.4 | 155.7 | 199.9 | 861.2 | 877.4 | 890.0 |
| YoY | $74 \%$ | $126 \%$ | $128 \%$ | $88 \%$ | $102 \%$ | $101 \%$ |
| Operating income | -18.9 | -5.3 | -2.2 | 9.5 | 10.5 | 18.0 |

