

**Business Results  
for  
First Half of Fiscal Year 2003**

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**October 24, 2003**

## Forward-looking Statements

- This presentation 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 readers that actual results may differ materially from our expectations.

**Outline (Consolidated)**

(billion yen)

	<b>1H/FY2003</b>	1H/FY2002	YoY	
Net sales	<b>2,608.3</b>	2,635.1	(26.7)	99%
Operating income (loss)	<b>(12.0)</b>	2.9	(14.9)	-
Income (loss) before income taxes, minority interest and equity in earnings of affiliates	<b>(17.6)</b>	(43.8)	26.2	-
Net income (loss)	<b>(32.2)</b>	(26.4)	(5.8)	-
Basic earnings per share	<b>(Yen10.00)</b>	(Yen8.20)	(Yen1.80)	

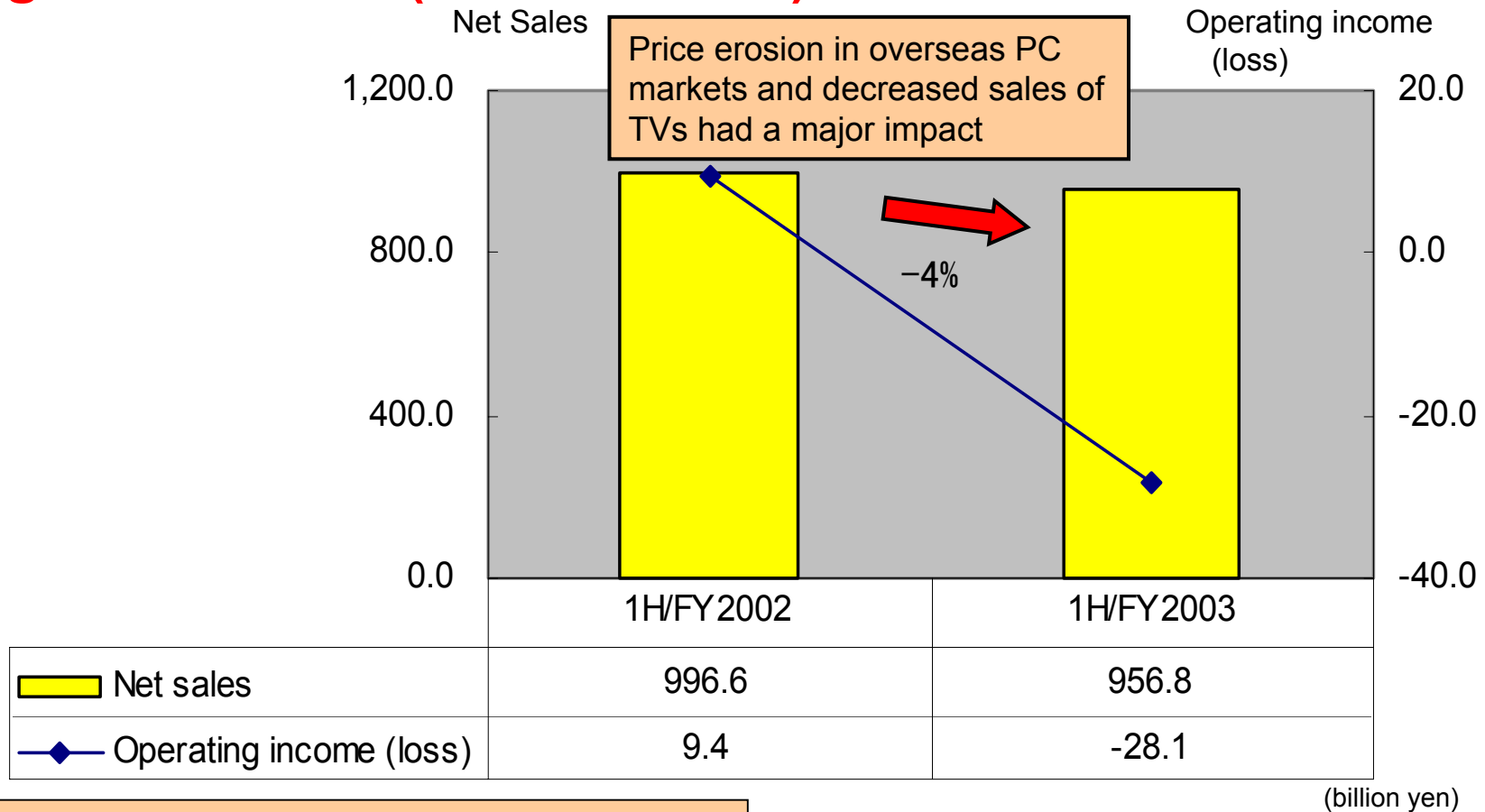
**Outline (Non-consolidated)**

(billion yen)

	<b>1H/FY2003</b>	1H/FY2002	YoY	
Net sales	<b>1,459.6</b>	1,554.9	(95.3)	94%
Recurring profit (loss)	<b>(14.0)</b>	(22.4)	8.4	-
Net income (loss)	<b>(2.5)</b>	47.1	(49.6)	-
Earnings per share	<b>(Yen0.77)</b>	(Yen14.64)	(Yen15.41)	

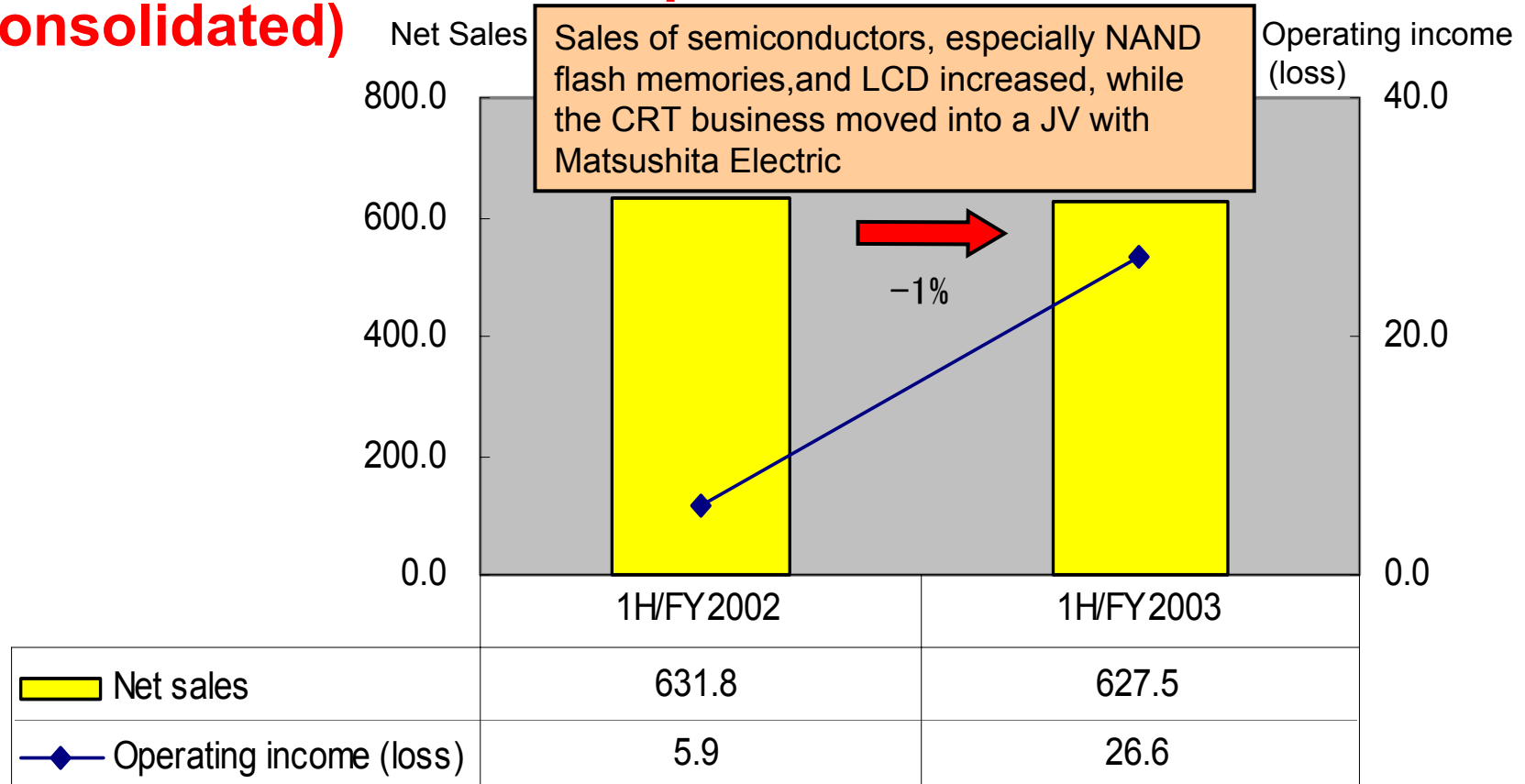
With regret, we will suspend the interim dividend.

## Digital Products (Consolidated)



*Share of total 1H/FY2003 sales: 33%*

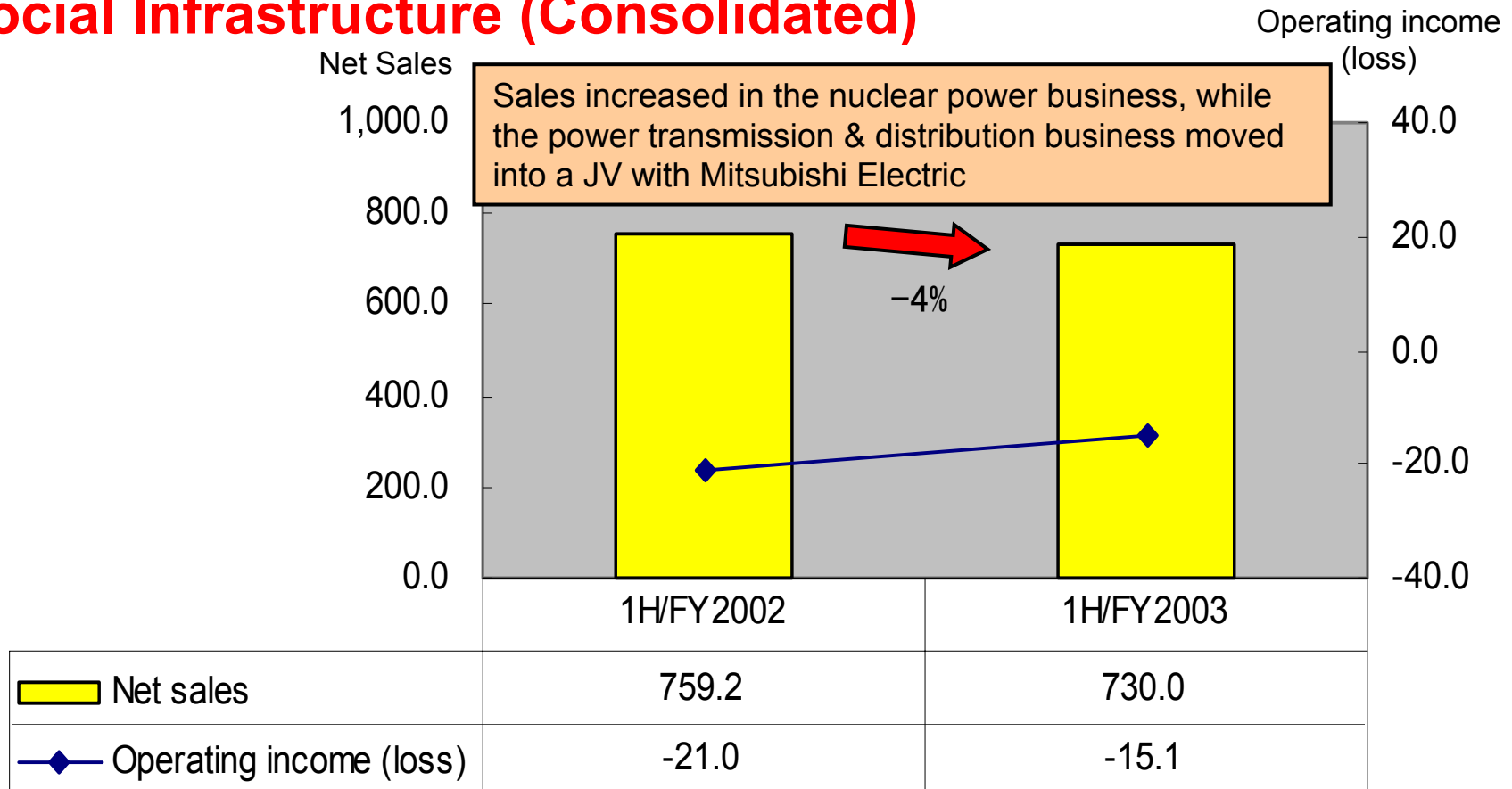
# Electronic Devices & Components (Consolidated)



(billion yen)

*Share of total 1H/FY2003 sales: 22%*

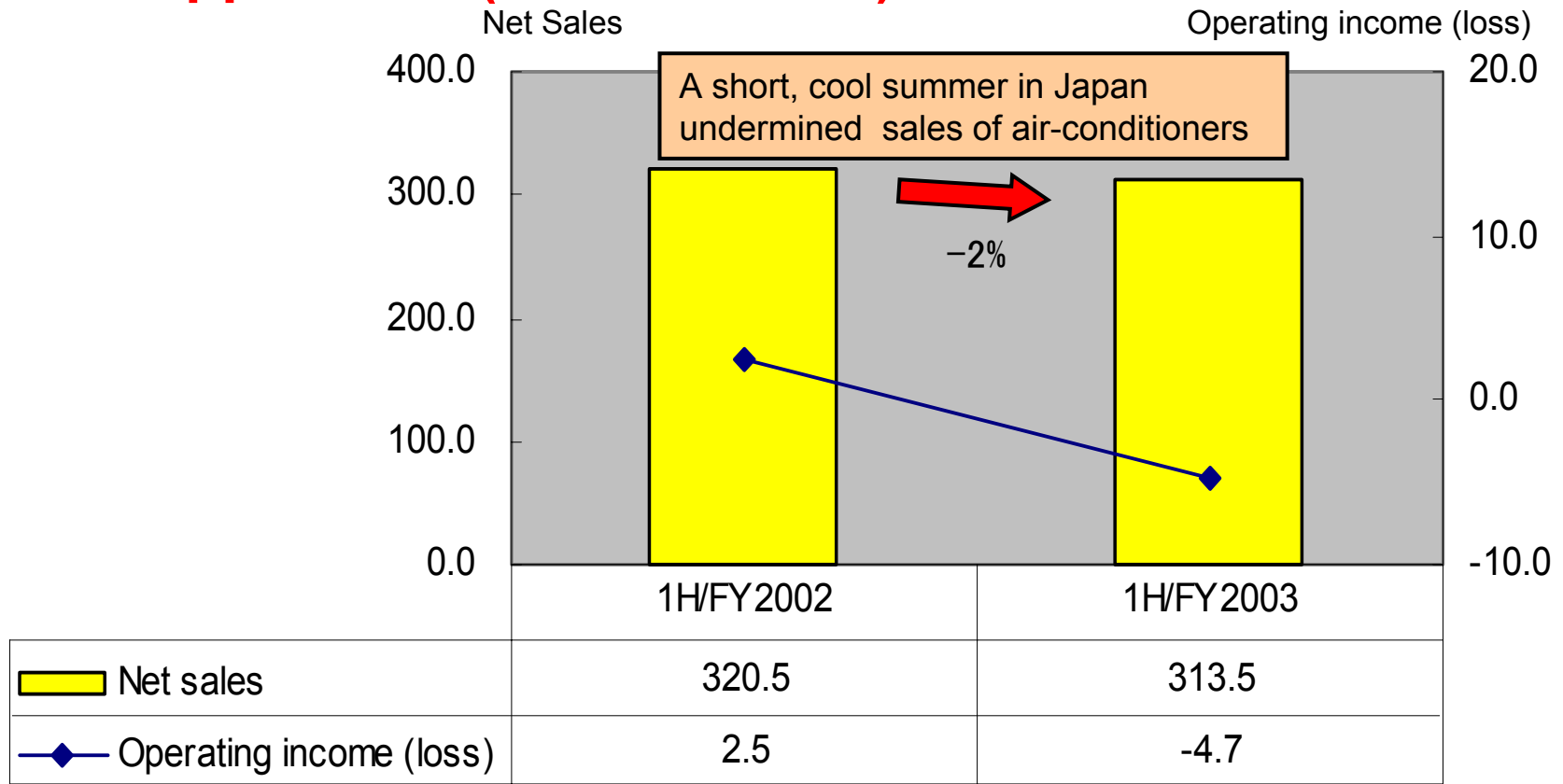
## Social Infrastructure (Consolidated)



*Share of total 1H/FY2003 sales: 25%*

(billion yen)

## Home Appliances (Consolidated)

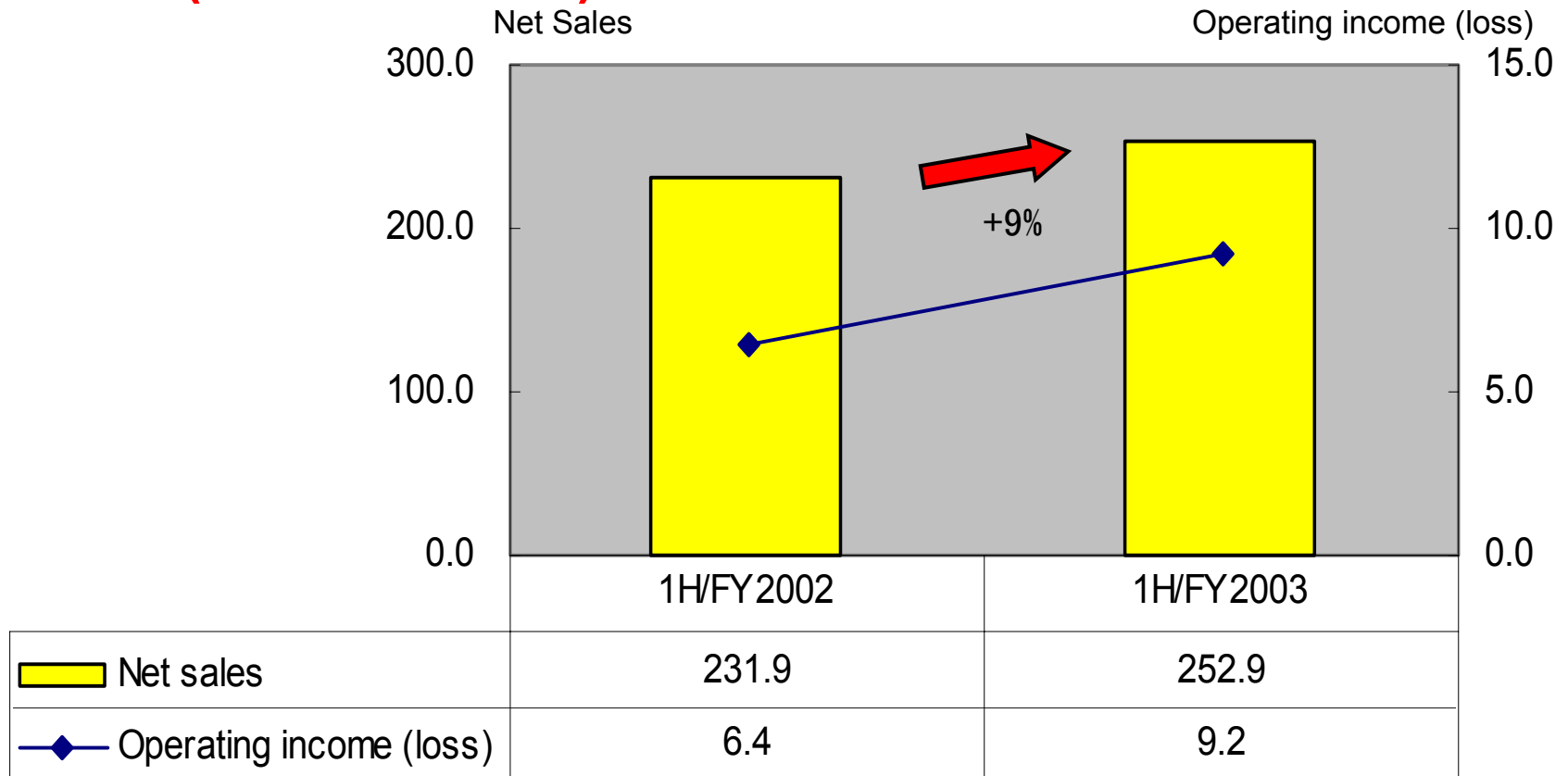


(billion yen)

*Share of total 1H/FY2003 sales: 11%*



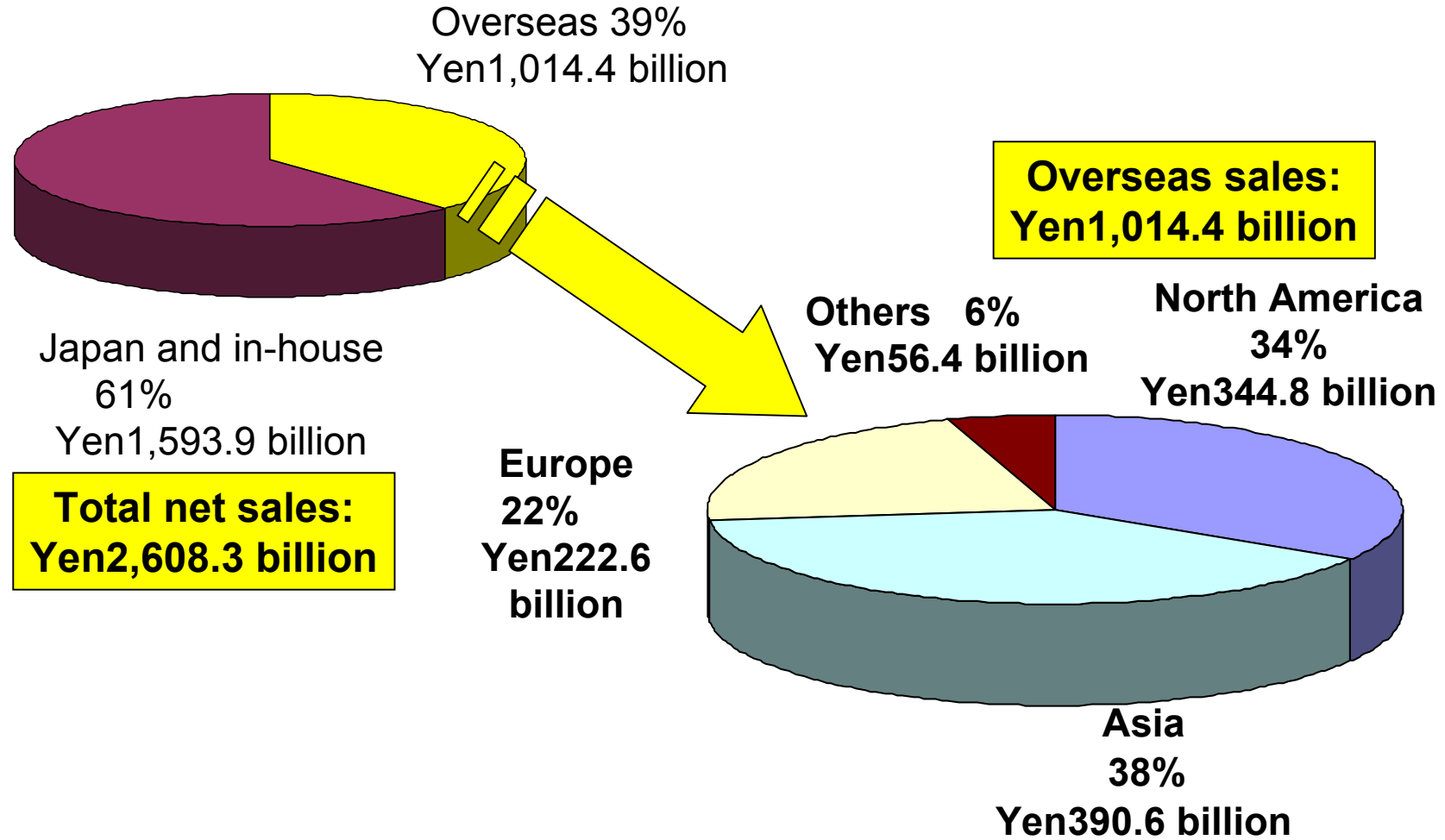
**Others (Consolidated)**



(billion yen)

*Share of total 1H/FY2003 sales: 9%*

## Overseas Sales (Consolidated)



## Consolidated Statements of Operations

(billion yen)

	1H/FY2003 (A)	1H/FY2002 (B)	(A) - (B)	(A) / (B)
Net Sales	<b>2,608.3</b>	2,635.1	(26.7)	99 %
Cost of sales	<b>1,918.8</b>	1,931.2	(12.4)	99
Gross margin	<b>689.5</b>	703.9	(14.3)	98
Selling, general and administrative	<b>701.5</b>	701.0	0.6	100
Operating income (loss)	<b>(12.0)</b>	2.9	(14.9)	-
Non-operating income (a)	<b>52.0</b>	33.9	18.1	154
Non-operating expense (b)	<b>57.6</b>	80.6	23.0	72
(a) + (b)	<b>(5.6)</b>	(46.7)	41.1	-
Income (loss) before income taxes, minority interest and equity in earnings of affiliates	<b>(17.6)</b>	(43.8)	26.2	-
Income taxes	<b>9.8</b>	(11.1)	21.0	-
Minority interest in income (loss) of consolidated subsidiaries	<b>(1.9)</b>	(3.2)	1.3	-
Equity in earnings of affiliates	<b>(6.6)</b>	3.1	(9.7)	-
Net income (loss)	<b>(32.2)</b>	(26.4)	(5.8)	-

## Consolidated Balance Sheets

(billion yen)

	Sept. 30, 2003 (A)	Mar. 31, 2003 (B)	(A) - (B)
<b>Assets</b>			
Current assets	<b>2,465.3</b>	2,621.2	155.9
(Inventories)	<b>718.9</b>	629.7	89.2
Long-term receivables	<b>20.9</b>	27.2	(6.2)
Long-term finance receivables, net	<b>235.9</b>	260.4	(24.5)
Investments	<b>379.9</b>	396.1	(16.2)
Property, plant and equipment	<b>1,179.1</b>	1,199.3	(20.2)
Other assets	<b>766.7</b>	734.9	31.9
Total assets	<b>5,047.8</b>	5,238.9	191.1
<b>Liabilities and shareholders' equity</b>			
Current liabilities	<b>2,473.8</b>	2,618.8	145.0
Accrued pension and severance costs	<b>933.0</b>	951.0	(18.0)
Long-term debt and other liabilities	<b>943.5</b>	922.2	21.4
Minority interest in consolidated subsidiaries	<b>170.0</b>	175.9	(6.0)
Shareholders' equity	<b>527.5</b>	571.1	(43.5)
Total liabilities and shareholders' equity	<b>5,047.8</b>	5,238.9	191.1

## Consolidated Statements of Cash Flows

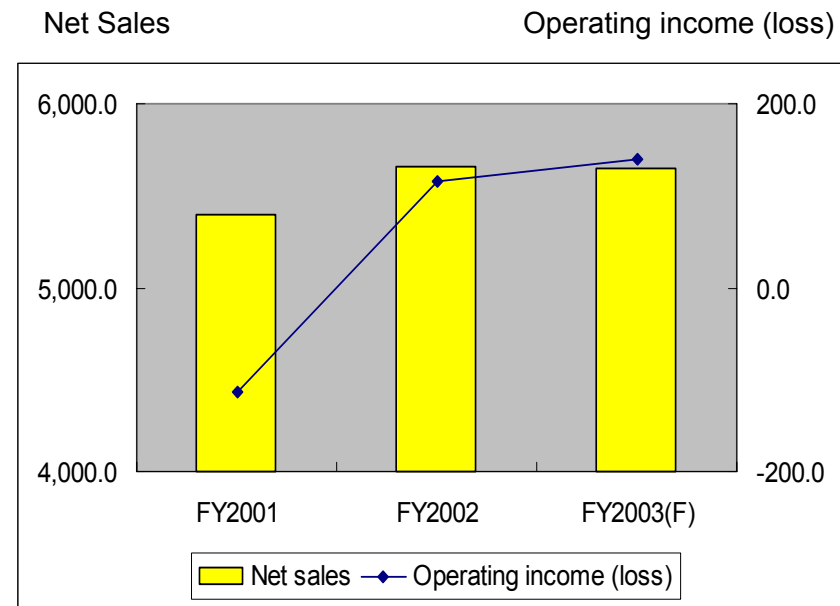
(billion yen)

	1H/FY2003 (A)	1H/FY2002 (B)	(A) - (B)
Cash flows from operating activities	<b>126.5</b>	76.4	50.1
Cash flows from investing activities	<b>(107.7)</b>	(30.4)	(77.3)
Net cash flow	<b>18.8</b>	46.0	(27.2)
Cash flows from financing activities	<b>(50.0)</b>	(98.4)	48.4
Effect of exchange rate changes on cash and cash equivalents	<b>(4.8)</b>	(6.9)	2.1
Net increase (decrease) in cash and cash equivalents	<b>(36.0)</b>	(59.3)	23.3
Cash and cash equivalents at beginning of the period	<b>327.1</b>	370.4	(43.3)
Cash and cash equivalents at end of the period	<b>291.1</b>	311.1	(20.0)

# FY2003 Forecast

	<b>FY2003 (Forecast)</b>	<b>FY2002 (Results)</b>
Net sales	<b>5,650.0</b>	5,655.8
YoY	<b>100%</b>	105%
Operating income (loss)	<b>140.0</b>	115.5
YoY	<b>121%</b>	-
Income (loss) before income taxes, minority interest and equity in earnings of affiliates	<b>90.0</b>	53.1
YoY	<b>169%</b>	-
Net income	<b>25.0</b>	18.5
YoY	<b>135%</b>	-

(billion yen)



**<http://www.toshiba.co.jp/about/ir/index2.htm>**