

# FY2005 Consolidated Business Results

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## **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 megacompetition in 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.
- Toshiba's fiscal year runs from April 1 to March 31.

#### **FY2005 Consolidated Business Results**

(¥ in billions, except earnings per share)

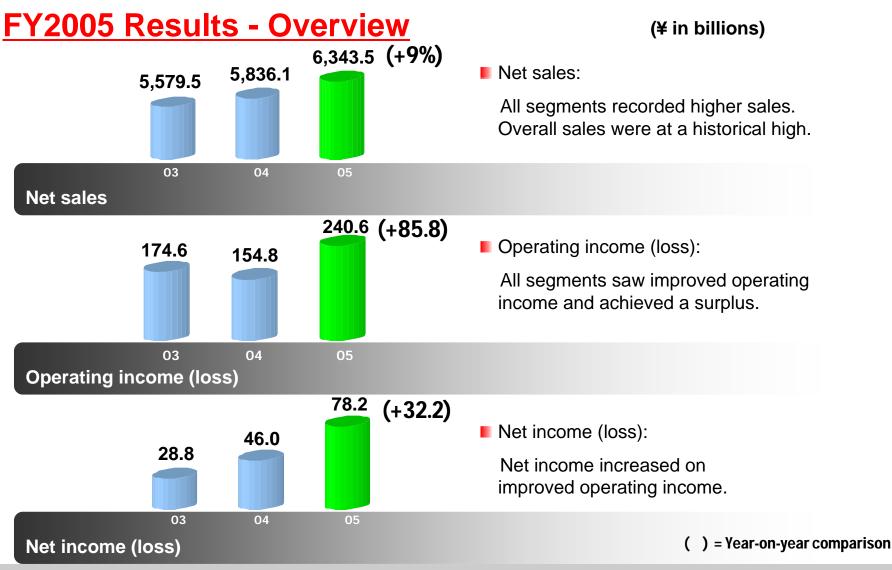
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	FY2005	FY2004 Actual			FY2005 Forecast	
	(A)	(B)	(A) - (B)	(A) / (B)	(As of Jan 2006) (C)	(A) - (C)
Net sales	6,343.5	5,836.1	507.4	109%	6,300.0	43.5
Operating income (loss)	240.6	154.8	85.8	155%	210.0	30.6
Income (loss) before income taxes and minority interest	178.2	* 111.2	67.0	160%	160.0	18.2
Net income (loss)	78.2	46.0	32.2	170%	65.0	13.2
Basic earnings per share	¥24.32	¥14.32	¥10.00	-	¥20.22	¥4.10

#### Difference from January 2006 forecast:

All segments continued to perform strongly, especially Medical Systems, and surpassed the forecast.

<sup>\*</sup> Note: FY2005 income (loss) before income taxes and minority interest includes equity in earnings of affiliates for the first time. The above comparison with the year-earlier period is based on the new accounting presentation.

#### **TOSHIBA**



## **FY2005 Segment Information**

#### (¥ in billions)

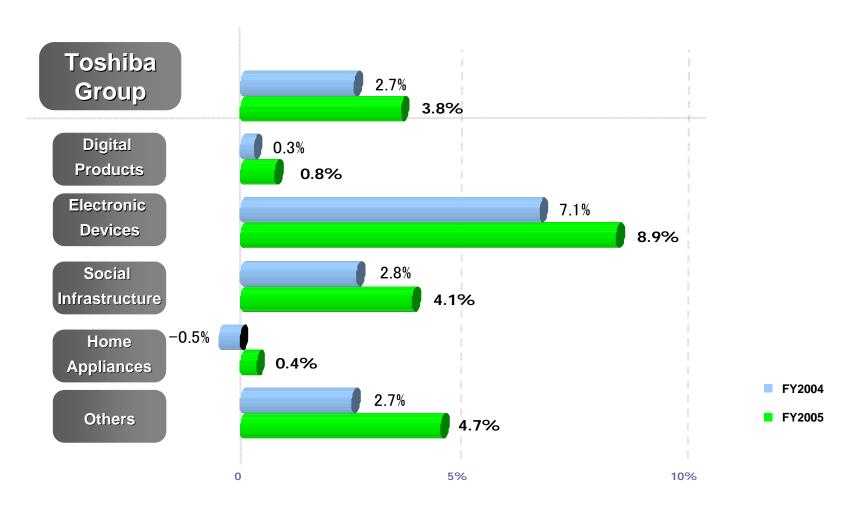
Net Sales	FY2005 (A)	FY2004 (B)	(A) – (B)	(A) / (B)
Digital Products	2,536.5	2,224.2	312.3	114%
Electronic Devices	1,388.1	1,307.2	80.9	106%
Social Infrastructure	1,882.3	1,765.3	117.0	107%
Home Appliances	687.5	661.0	26.5	104%
Others	379.8	371.6	8.2	102%

Operating Income (Loss)	FY2005 (A)	FY2004 (B)	(A) – (B)	(A) / (B)
Digital Products	20.9	7.3	13.6	287%
Electronic Devices	123.3	92.5	30.8	133%
Social Infrastructure	76.5	48.6	27.9	158%
Home Appliances	2.7	-3.3	6.0	1
Others	18.0	9.8	8.2	182%

<sup>\*</sup> The above table does not show elimination of intersegment transactions.

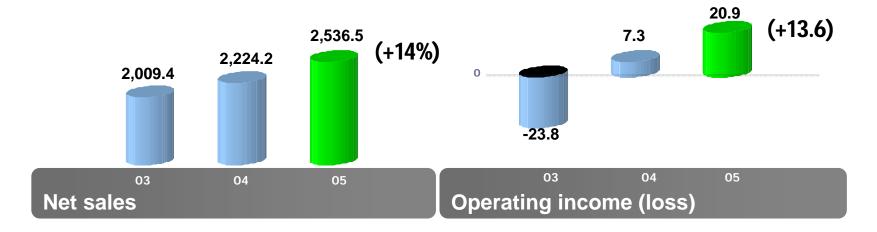
## **Operating Income Ratio**

(Unit: %)



## **Digital Products**

(¥ in billions)

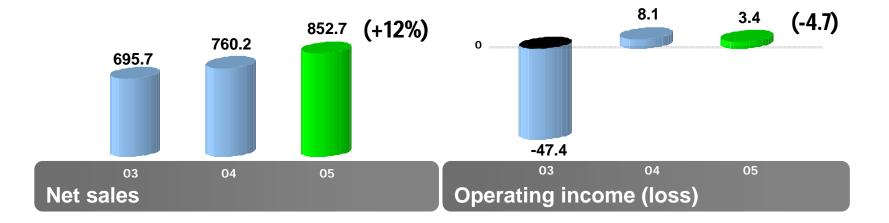


■ The storage devices, PC and Mobile Phone businesses saw higher sales. ■ While the PC business saw a decrease, strong performances in storage devices and Mobile Phones, and improvement in the TV business, boosted operating income.

( ) = Year-on-year comparison

#### **PC Business**

(¥ in billions)

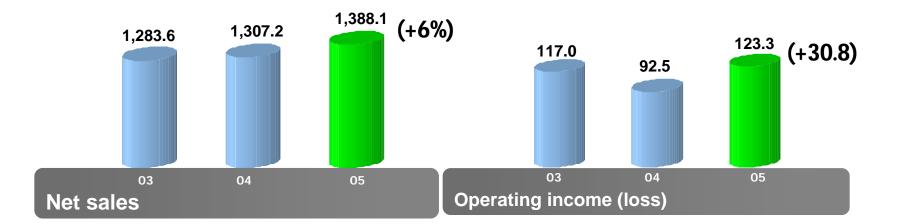


Overseas sales of PCs grew, particularly in the USA and Europe. ■ While the PC business saw cost increases due to yen depreciation, the business remained in the black for a second consecutive year.

( ) = Year-on-year comparison

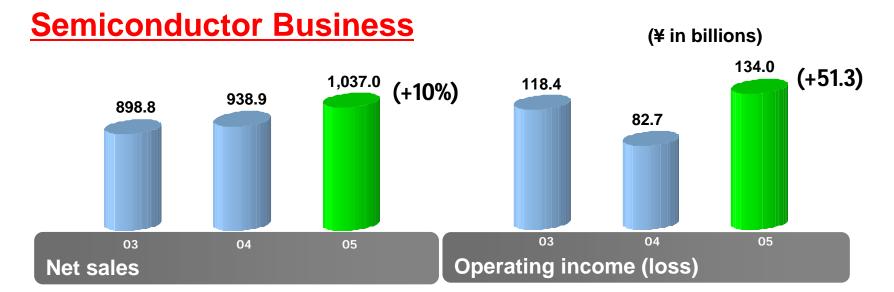
### **Electronic Devices**

#### (¥ in billions)



- Semiconductors sales grew; there was notably strong growth in memories.
- While the LCD business saw price erosion, a strong performance in Semiconductors raised profit.

) = Year-on-year comparison



■ There were significant sales of memories and higher sales of System LSIs.

2005 Worldwide Semiconductor Sales Ranking: 4th

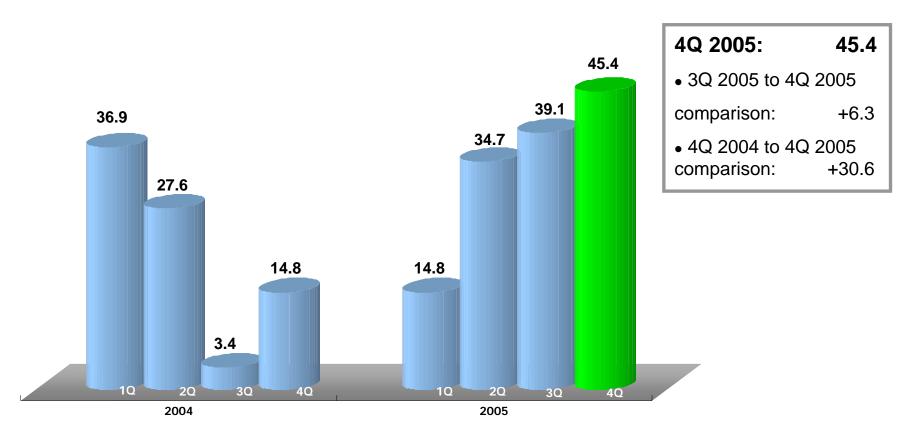
(7th in 2004; Source: Gartner Dataquest)

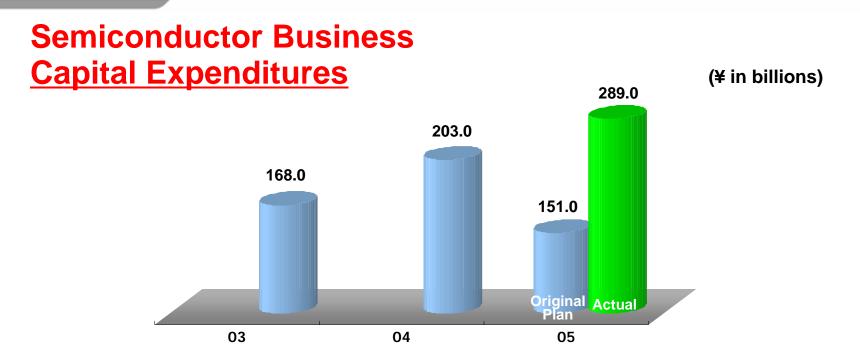
■ A notable increase reflected the strong performance in memories and recovery in System LSIs.

( ) = Year-on-year comparison

## Semiconductor Business <a href="Quarterly Trend">Quarterly Trend in Operating income</a>

(¥ in billions)





#### **NAND Flash Memory**

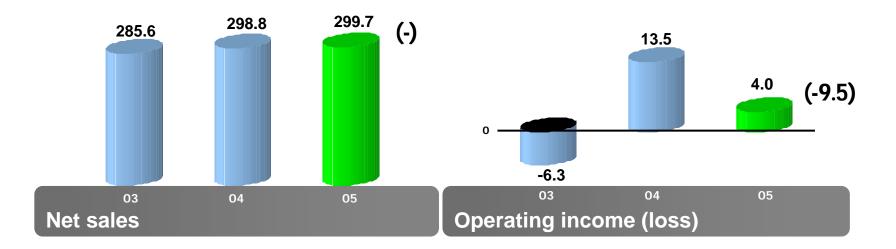
Responding to rapid market expansion, especially in NAND Flash Memory, Toshiba proactively invested in the Semiconductor business.

#### FY2006 Investment in NAND

- •Toshiba will invest <u>40 billion yen</u> in capacity enhancement at Fab 3 in Yokkaichi Operations, and plans to produce <u>90,000 wafers a month</u> (300mm) in FY2007.
- •Construction of Fab 4, a new production facility, will start in August 2006.

#### **LCD Business**

#### (¥ in billions)



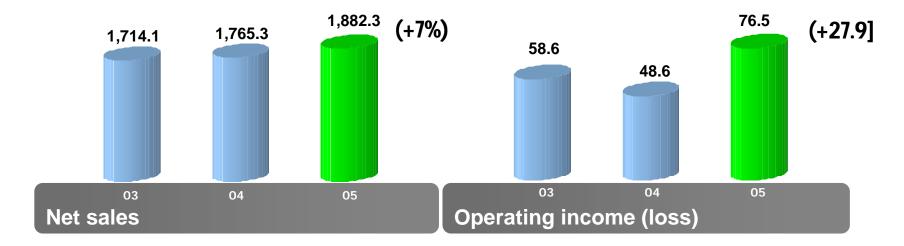
■ While the business saw sharp price erosion, strong export growth maintained overall sales.

■ Price erosion resulted in lower profit on a year-on-year basis.

) = Year-on-year comparison

### **Social Infrastructure**

#### (¥ in billions)



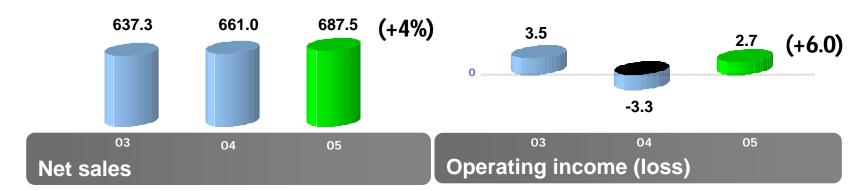
- Strong results in Medical Systems and broadcasting systems raised sales, as did the reintegration of the power transmission and distribution business from a dissolved joint venture.
- A significant sales increase returned the segment to profit.

( ) = Year-on-year comparison

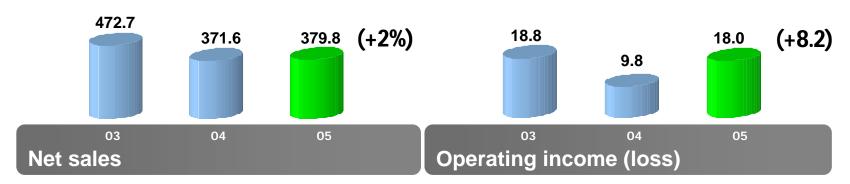
## **Home Appliances**

#### (¥ in billions)

( ) = Year-on-year comparison

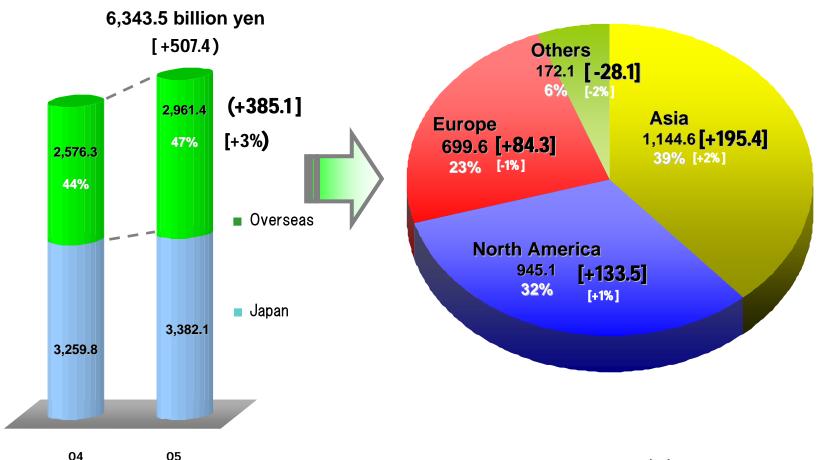


### **Others**



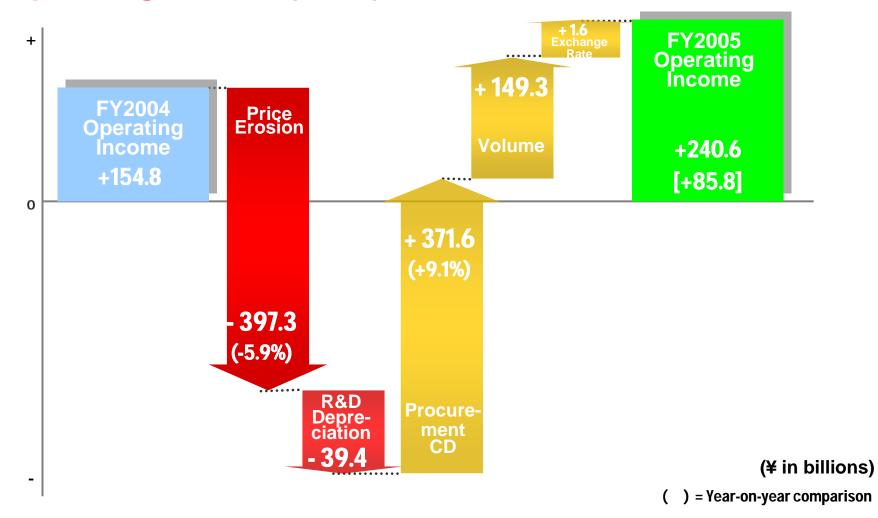
## Consolidated FY2005 Net Sales, by Region

(¥ in billions)



) = Year-on-year comparison

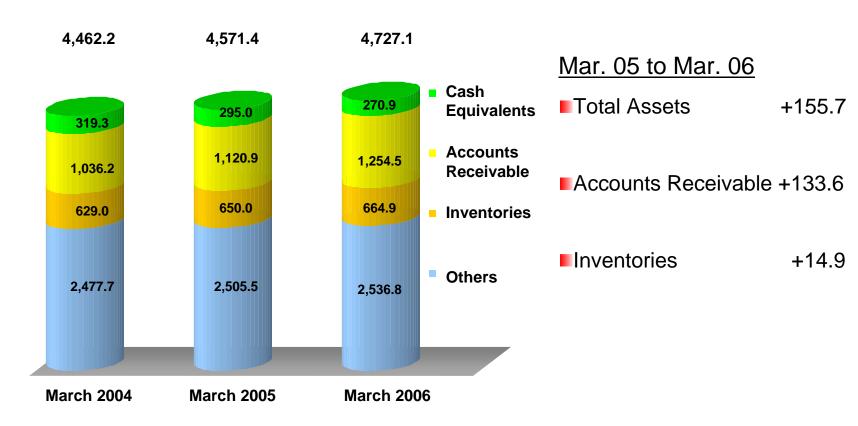
## Operating Income (Loss), FY2004 and FY2005



### **Consolidated Balance Sheets**

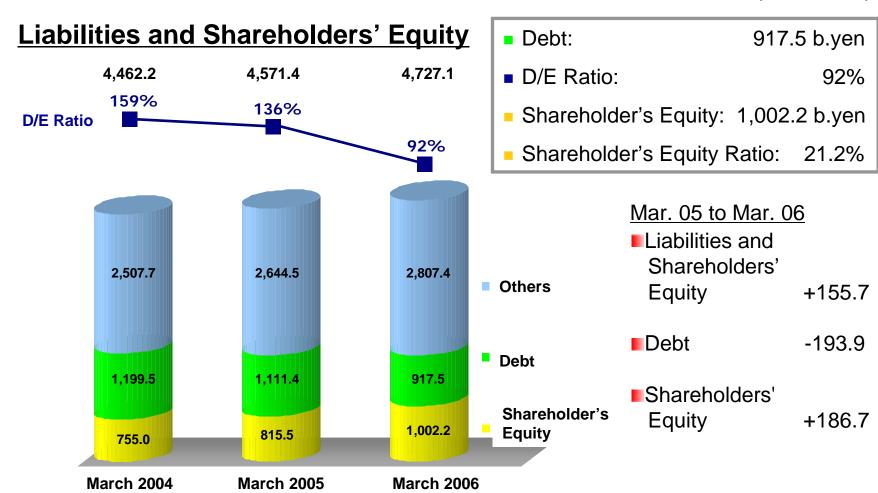
(¥ in billions)

#### **Assets**



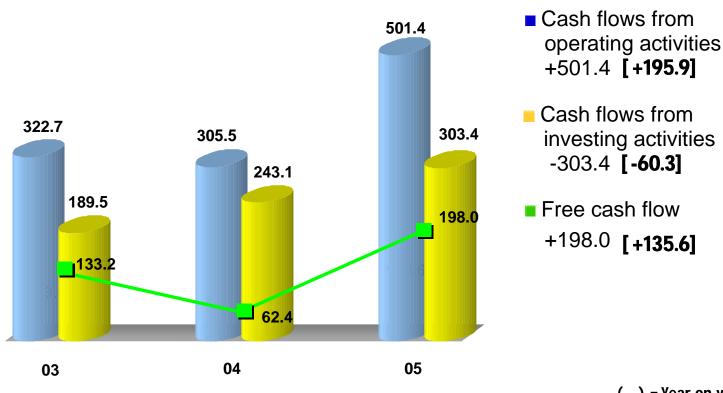
#### **Consolidated Balance Sheets**

(¥ in billions)



## **Cash Flows**

(¥ in billions)



) = Year-on-year comparison

### **Consolidated Forecast for FY2006**

(¥ in billions)

	FY2006 (Forecast) (A)	FY2005 (Actual) (B)	(A) - (B)	(A) / (B)
Net sales	6,600.0	6,343.5	256.5	104%
Operating income (loss)	265.0	240.6	24.4	110%
Income (loss) before income taxes and minority interest	220.0	178.2	41.8	123%
Net income (loss)	90.0	78.2	11.8	115%