

# FY2008 First Six Months and the Second Quarter Consolidated Business Results

Fumio Muraoka
Corporate Executive Vice President
Toshiba Corporation
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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 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.
- Toshiba's fiscal year runs from April 1 to March 31.



#### **Consolidated Business Results, FY2008 First 6 Months**

(¥ billions, except earnings per share)

(Six months from Apr. to Sep.)

	FY2008	Plan	FY2007	Differ	ence
	F12006	Flall	F12007	vs Plan	vs FY2007
Net Sales	3,495.8	3,550.0	3,689.9	-54.2	-194.1
Operating Income (loss)	-23.5	-30.0	82.5	6.5	-106.0
%	-0.7%	-0.8%	2.2 %	0.1%	-2.9%
Income (loss) before income taxes and minority interest	-63.5	-70.0	76.8	6.5	-140.3
%	-1.8%	-2.0%	2.1%	0.2%	-3.9%
Net Income (loss)	-38.5	-50.0	45.7	11.5	-84.2
%	-1.1%	-1.4%	1.2%	0.3%	-2.3%
Basic earnings per share	¥-11.88	¥-15.45	¥14.16	¥3.57	¥-26.04



#### **Key Points of First 6 Months of FY2008**

(Six months from Apr. to Sep.)

(compared to FY2007)

- Year-on-year decline in net sales and operating income (loss), with results in the red
  - Net sales: 3,495.8 billion yen (-194.1 billion yen, 95%)
  - Operating income (loss): -23.5 billion yen (-106.0 billion yen)
  - Income (loss) before income taxes and minority interest: -63.5 billion yen (-140.3 billion yen)
  - Net income (loss): -38.5 billion yen (-84.2 billion yen)
  - \* Deterioration in the Semiconductor Business
    - Net Sales: 609.4 billion yen (-108.8 billion yen)
    - Operating Income (loss): -59.5 billion yen (-124.6 billion yen)
    - ✓ Price erosion in NAND flash memory, decreasing demand for semiconductors in digital consumer products resulted in major deterioration in net sales and operating income.
  - \*Operating income improved in Digital Products, and Social Infrastructure saw steady business
    - Operating income in Digital Products: 28.7 billion yen (+28.4 billion yen)
    - Operating income in Social Infrastructure:23.8 billion yen (+3.8 billion yen)



# **Segment Information, FY2008 First 6 Months**

(¥ billions)

(Six months from Apr. to Sep.)

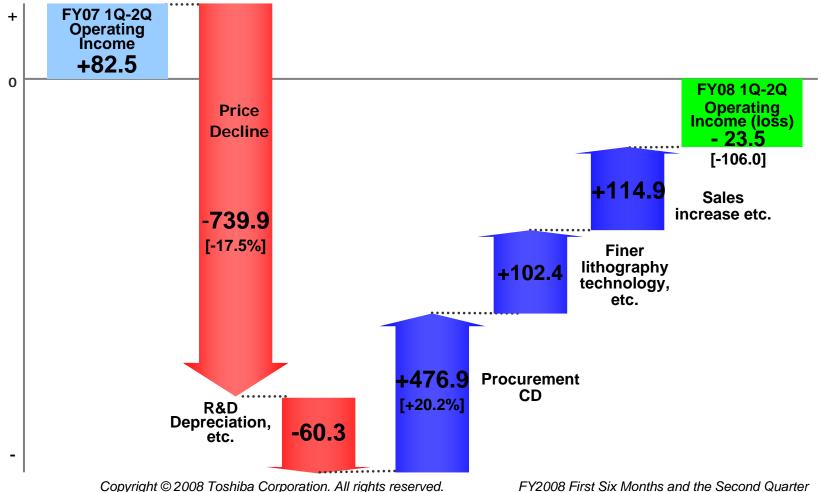
Net Sales	FY2008	2008 Plan	Plan FY2007	Dlffer	rence	
Net Sales	F12000	i iaii	1 1 2001	vs. Plan	vs. FY2007	
Digital Products	1,376.7	1,410.0	1,439.2	-33.3	-62.5	
Electronic Devices	777.7	790.0	883.3	-12.3	-105.6	
Social Infrastructure	1,090.2	1,110.0	1,086.5	-19.8	3.7	
Home Applinaces	365.4	370.0	383.8	-4.6	-18.4	
Others	178.4	170.0	198.0	8.4	-19.6	
Consolidated Total	3,495.8	3,550.0	3,689.9	-54.2	-194.1	

Operating Income (loss)	FY2008	Plan	Dlan	FY2007	Differ	ence
Operating Income (loss)	F 12000	Fiaii	1 1 2001	vs. Plan	vs. FY2007	
Digital Products	28.7	17.0	0.3	11.7	28.4	
%	2.1%	1.2%	0.0%	0.9%	2.1%	
Electronic Devices	-63.5	-68.0	54.0	4.5	-117.5	
%	-8.2%	-8.6%	6.1%	0.4%	-14.3%	
Social Infrastructure	23.8	30.0	20.0	-6.2	3.8	
%	2.2%	2.7%	1.8%	-0.5%	0.4%	
Home Appliances	-7.1	-8.0	-1.2	0.9	-5.9	
%	-2.0%	-2.2%	-0.3%	0.2%	-1.7%	
Others	-5.6	-4.0	9.6	-1.6	-15.2	
%	-3.1%	-2.4%	4.9%	-0.7%	-8.0%	
Consolidated Total	-23.5	-30.0	82.5	6.5	-106.0	
%	-0.7%	-0.8%	2.2%	0.1%	-2.9%	

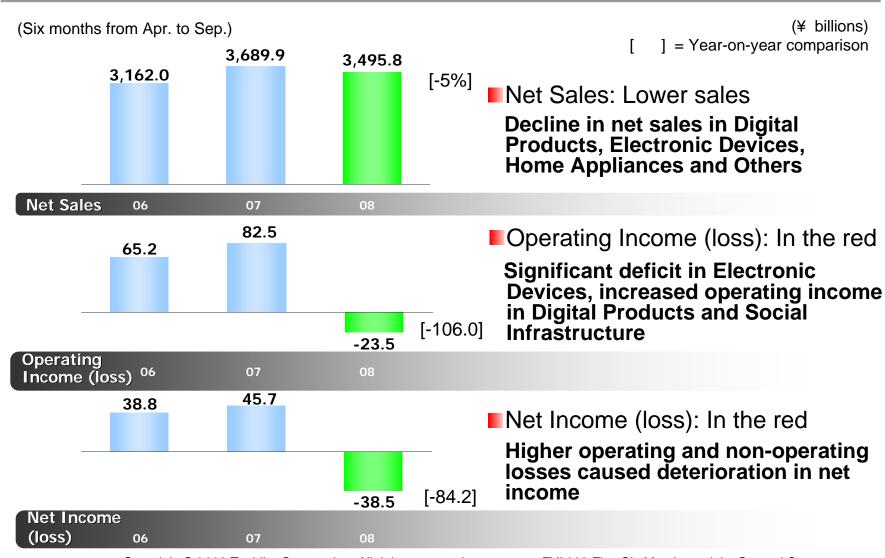


#### Operating Income (Loss), FY2007 and FY2008, First 6 Months

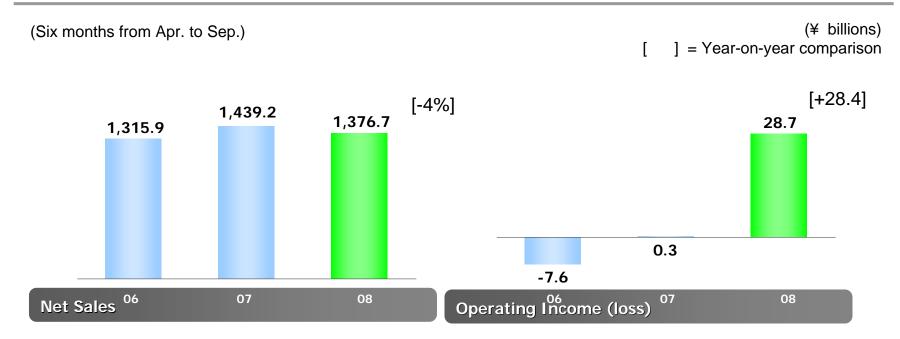
(Six months from Apr. to Sep.) (¥ billions)
[ ] = Year-on-year comparison



#### Overview, FY2008 First 6 Months Results



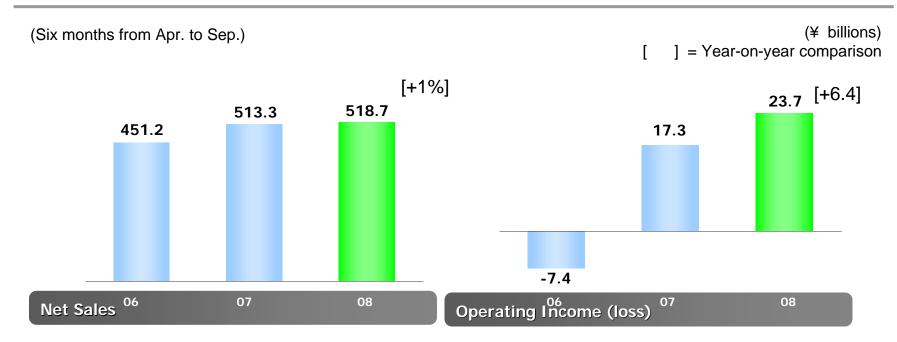
#### **Digital Products, FY2008 First 6 Months**



- ■TVs saw buoyant sales, but lower shipments of mobile phones and decreased demand for retail information systems and office equipment brought down net sales
- ■Improved sales of TVs and PCs generated higher operating income, and withdrawal of the HD DVD business significantly increased operating income

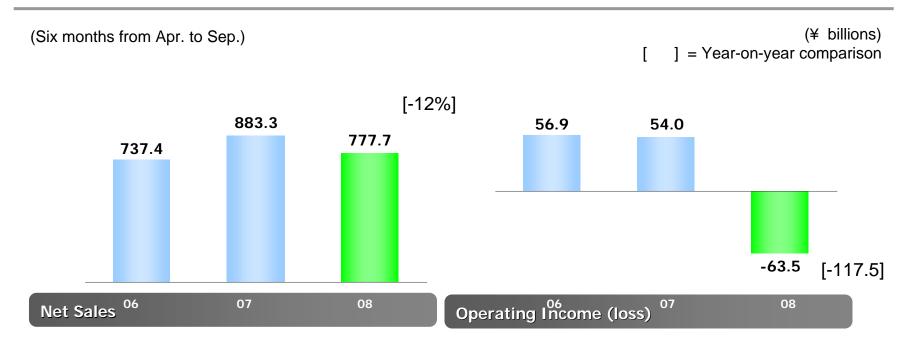


#### PC Business FY2008 First 6 Months



- Net sales remained flat, as buoyant sales in Japan and Europe market compensated for stagnation in the US.
- Operating income increased as the influence of cost reductions and exchange rates

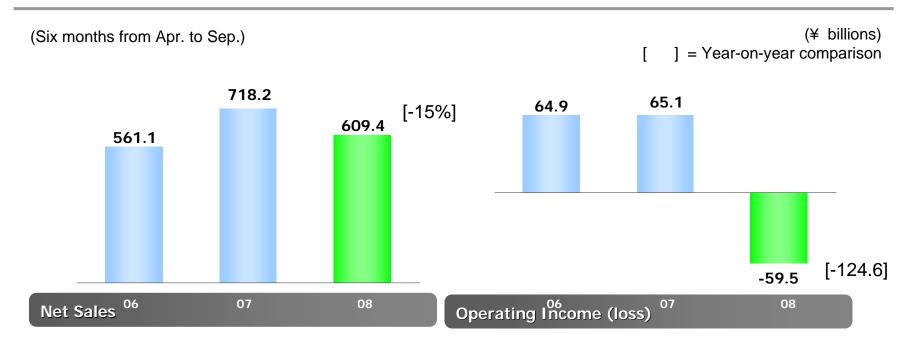
#### **Electronic Devices FY2008 First 6 Months**



- ■Net sales fell on a weak performance in the Semiconductor business, despite higher sales in the LCD business
- ■Operating income (loss) was in the red as deterioration in the Semiconductor business outweighed improvement in the LCD business



#### Semiconductor Business, FY2008 First 6 Months



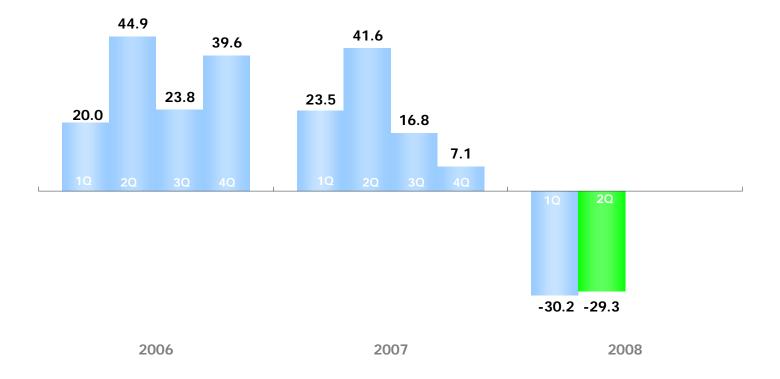
Net sales decreased due to price erosion in NAND flash memory and weak sales in the System LSI business ■Price erosion in NAND flash memory, weak sales in the System LSI business, and yen appreciation, all contributed significantly to generate a loss



#### **Semiconductor Business**

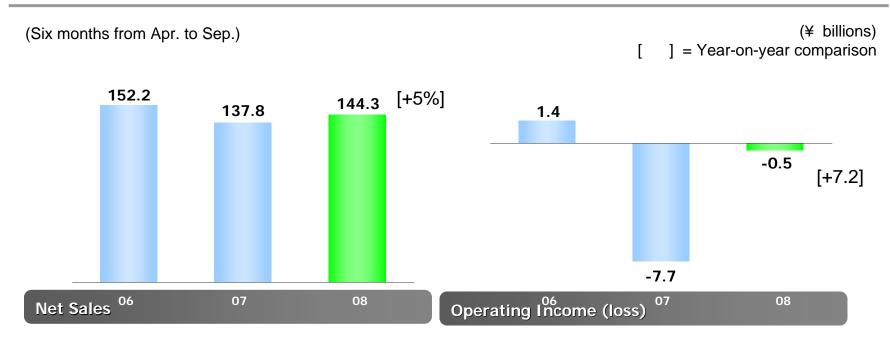
# **Quarterly Trend in Operating Income (loss)**

(¥ billions)





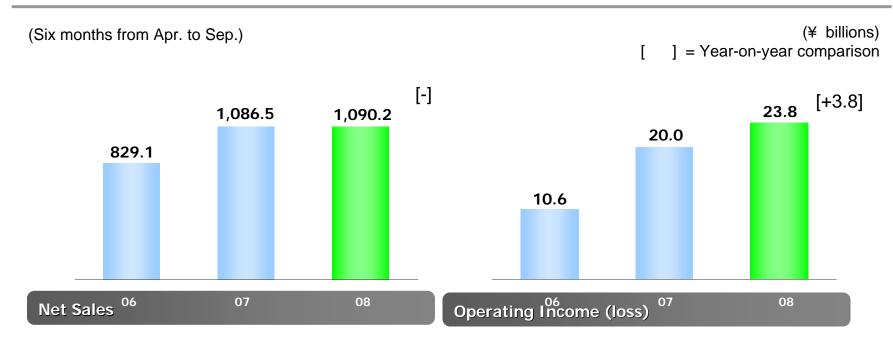
#### **LCD Business, FY2008 First 6 Months**



- Achieved higher net sales on increased overseas demand for mobile phones
- Operating income (loss) improved on increased sales, mainly for mobile phones



### Social Infrastructure, FY2008 First 6 Months



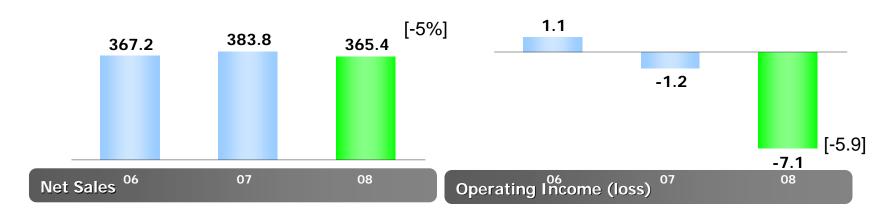
- ■Healthy performances in the Power Generation Systems, the Transmission Distribution and Industrial Systems businesses resulted to higher net sales
- ■Buoyant results in the Power Generation Systems and the Transmission Distribution and Industrial Systems businesses; the Medical Systems business remained firm



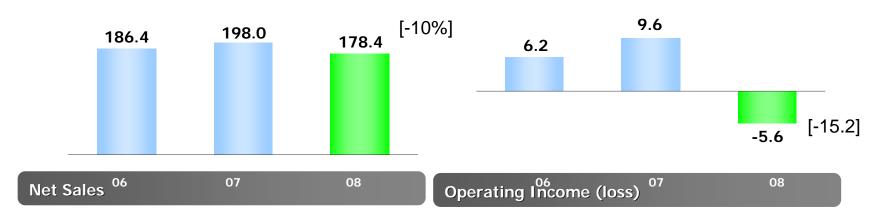
(Six months from Apr. to Sep.)

(¥ billions) = Year-on-year comparison

## Home Appliances, FY2008 First 6 Months



#### Others, FY2008 First 6 Months





#### Non Operating Income (loss) and Expenses, FY2008 First 6Ms

(¥ billions)

(Six months from Apr. to Sep.)

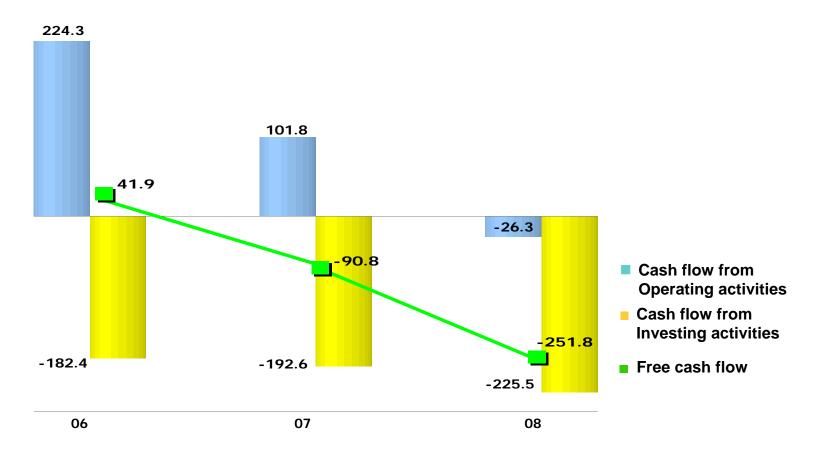
	FY2008	FY2007	Difference vs. FY2007
			vs. 1 12001
Gain on sales of securities	0.4	23.9	-23.5
Impairment loss of securities	-10.4	-0.5	-9.9
Gain (loss) on sales of fixed assets	-2.8	6.1	-8.9
Equity in earnings of affiliates	10.1	14.4	-4.3
Foreign exchange gain (loss)	-3.7	-4.6	0.9
Net financial income (loss)	-5.7	-8.6	2.9
Effect of change in the estimated useful lives of fixed assets	0.0	-21.0	21.0
Expense of withdrawal from the Satellite Digital Multimedia Broadcasting business	-16.8	0.0	-16.8
Others	-11.1	-15.4	4.3
Non-operating income and expenses total	-40.0	-5.7	-34.3



#### Cash Flows, FY2008 First 6 Months

(Six months from Apr. to Sep.)

(¥ billions)



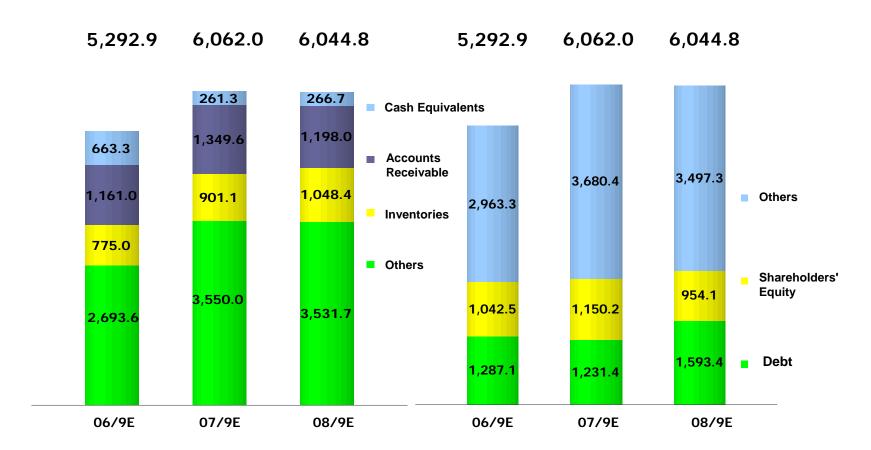


#### **Consolidated Balance Sheets**

(¥ billions)

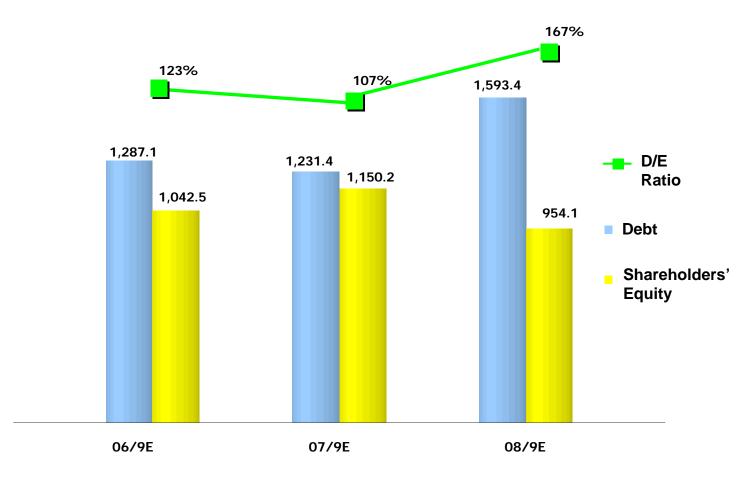
#### **Assets**

#### **Liabilities and Shareholders' Equity**





(¥ billions)





#### FY2008 2Q Overall

(¥ billions)

(Three months from July to Sep.)

	EV2000	Differ Differ	Difference
	FY2008	FY2007	vs. FY2007
Net Sales	1,877.1	2,025.3	-148.2
Operating Income (loss)	0.7	61.3	-60.6
%	0.0%	3.0%	-3.0%
Income (loss) before income taxes and minority interest	-47.1	42.8	-89.9
%	-2.5%	2.1%	-4.6%
Net Income (loss)	-26.9	25.1	-52.0
%	-1.4%	1.2%	-2.6%



# **FY2008 2Q Segment Information**

(¥ billions)

(Three months from July to Sep.)

Net Sales	FY2008	FY2007	Difference
Net Sales	F12008 112007 VS		vs. FY2007
Digital Products	732.4	775.3	-42.9
Electronic Devices	412.0	507.7	-95.7
Social Infrastructure	601.5	617.8	-16.3
Home Appliances	193.3	197.1	-3.8
Others	94.4	97.0	-2.6
Consolidated Total	1,877.1	2,025.3	-148.2

Operating Income (loca)	FY2008	FY2007	Difference
Operating Income (loss)	F 12000	1 12007	vs. FY2007
Digital Products	15.5	2.6	12.9
%	2.1%	0.3%	1.8%
Electronic Devices	-29.3	37.3	-66.6
%	-7.1%	7.3%	-14.4%
Social Infrastructure	19.5	19.1	0.4
%	3.2%	3.1%	0.1%
Home Appliances	-0.2	1.4	-1.6
%	-0.1%	0.7%	-0.8%
Others	-4.5	0.9	-5.4
%	-4.8%	1.0%	-5.8%
Consolidated Total	0.7	61.3	-60.6
%	0.0%	3.0%	-3.0%



#### **FY2008 Overall Forecast**

(Twelve months from Apr. 2008 to Mar. 2009)

(¥ billions)

	FY2008 Differe Revised forecast FY2007	Difference	
	as of Sep.19)		vs. FY2007
Net Sales	7,700.0	7,668.1	31.9
Operating Income (loss)	150.0	238.1	-88.1
%	1.9%	3.1%	-1.2%
Income (loss) before income taxes and minority interest	170.0	255.6	-85.6
%	2.2%	3.3%	-1.1%
Net Income (loss)	70.0	127.4	-57.4
%	0.9%	1.7%	-0.8%

Note: Toshiba has not yet revised the projections for fiscal year 2008 consolidated results that it announced on September 19, 2008. Economic conditions have changed drastically since then and remain very uncertain, and it will take time to fully assess emerging economic trends and their implications.



# **FY2008 Forecast by Segment**

(Twelve months from Apr. 2008 to Mar. 2009)

(¥ billions)

Net Sales	FY2008 (Revised Forecast	FY2007	Difference
	as of Sep.19)		vs. FY2007
Digital Products	2,960.0	2,951.2	8.8
Electronic Devices	1,660.0	1,738.5	-78.5
Social Infrastructure	2,550.0	2,419.0	131.0
Home Appliances	770.0	774.3	-4.3
Others	350.0	384.6	-34.6
Consolidated Total	7,700.0	7,668.1	31.9

Operating Income (loss)	FY2008 (Revised Forecast	FY2007	Difference
	as of Sep.19)		vs. FY2007
Digital Products	70.0	15.0	55.0
%	2.4%	0.5%	1.9%
Electronic Devices	-65.0	74.1	-139.1
%	-3.9%	4.3%	-8.2%
Social Infrastructure	150.0	131.3	18.7
%	5.9%	5.4%	0.5%
Home Appliances	0.0	3.9	-3.9
%	0.0%	0.5%	-0.5%
Others	-5.0	14.7	-19.7
%	-1.4%	3.8%	-5.2%
Consolidated Total	150.0	238.1	-88.1
%	1.9%	3.1%	-1.2%



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