

# FY2009 First Six Months and the Second Quarter Consolidated Business Results

#### **Fumio Muraoka**

Representative Executive Officer and Corporate Senior Executive Vice President October 30, 2009

# 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.
- All figures are totals for the first 6 months of fiscal year 2009, consolidated, unless otherwise indicated.

#### **Key Points of First 6 Months of FY2009**

- Net sales decreased year-on-year, but steady implementation of fixed cost reductions resulted in significantly improved operating income and a six-month surplus.
  - Operating income: 2.7 billion yen (YoY: +21.2 billion yen)
    - —Social infrastructure operating income surpassed the target and contributed significantly to the surplus in overall performance
    - -Fixed cost reductions: YoY comparison: 200.0 billion yen cut; surpassed target by 67.0 billion yen
- Surplus in 2Q operating income, net income before tax, net income
  - > Operating income 40.3 billion yen (YoY +35.9 billion yen)
    - —Semiconductor business recorded a surplus on improvement in the NAND flash memory business
  - ➤ Net income before tax 15.3 billion yen (YoY + 41.9 billion yen)
  - Net income 0.1 billion yen (YoY +27.0 billion yen)
- Free cash flow significantly improved: +70.5 billion yen (YoY +322.3 billion yen)
  - > Reduced interest-bearing debt by free cash flow and reduced cash at hand
    - Interest-bearing debt 1,400.0 billion yen (-410.7 billion yen lower than March 2009)

# FY2009 First 6 Months, Year-on-year

(¥ billions, except earnings (loss) per share)

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|--|-----------|-----------|---------|-------------|----------|
|  | FY09/1H   | FY08/1H   | Plan    | Differ      | ence     |
|  | 1 109/111 | 1 100/111 | Гап     | vs. FY08/1H | vs. Plan |
| Net sales  | 2,955.7   | 3,494.7   | 3,150.0 | -539.0      | -194.3   |
| Operating income(loss)   | 2.7       | -18.5     | -30.0   | 21.2        | 32.7     |
|  | 0.1%      | -0.5%     | -1.0%   | 0.6%        | 1.1%     |
| Income (loss) from continuing operations, before income taxes and noncontrolling interests | -46.8     | -41.9     | -100.0  | -4.9        | 53.2     |
|  | -1.6%     | -1.2%     | -3.2%   | -0.4%       | 1.6%     |
| Net income(loss) attributable to shareholders of the Company*                              | -57.7     | -38.5     | -80.0   | -19.2       | 22.3     |
|  | -2.0%     | -1.1%     | -2.5%   | -0.9%       | 0.5%     |
| Earnings (loss) per share attributable to shareholders of the Company*                     | ¥-15.16   | ¥-11.88   | ¥-18.89 | ¥-3.28      | ¥3.73    |

<sup>\*&</sup>quot;The Company" refers to Toshiba Corporation.

# FY2009 First 6 Months, vs. Previous Half

|  | FY09/1H | FY08/2H | Difference<br>vs. FY08/2H |
|--|---------|---------|---------------------------|
| Net sales  | 2,955.7 | 3,159.8 | -204.1                    |
| Operating income (loss)  | 2.7     | -231.7  | 234.4                     |
|  | 0.1%    | -7.3%   | 7.4%                      |
| Income (loss) from continuing operations, before income taxes and noncontrolling interests | -46.8   | -237.4  | 190.6                     |
|  | -1.6%   | -7.5%   | 5.9%                      |
| Net income (loss) attributable to shareholders of the Company*                             | -57.7   | -305.1  | 247.4                     |
| , ,  | -2.0%   | -9.7%   | 7.7%                      |

<sup>\*&</sup>quot;The Company" refers to Toshiba Corporation.

# FY2009 First 6 Months by Segment, Year-on-year

| Not Color             | FY09/1H  | FY08/1H   | Plan -  | Differ      | ence     |
|-----------------------|----------|-----------|---------|-------------|----------|
| Net Sales             | F109/111 | 1 100/111 | i iaii  | vs. FY08/1H | vs. Plan |
| Digital Products      | 1,078.7  | 1,376.7   | 1,140.0 | -298.0      | -61.3    |
| Electronic Devices    | 626.4    | 777.7     | 640.0   | -151.3      | -13.6    |
| Social Infrastructure | 1,046.6  | 1,090.2   | 1,140.0 | -43.6       | -93.4    |
| Home Appliances       | 284.9    | 365.4     | 320.0   | -80.5       | -35.1    |
| Others                | 147.8    | 177.3     | 160.0   | -29.5       | -12.2    |
| Total                 | 2,955.7  | 3,494.7   | 3,150.0 | -539.0      | -194.3   |

| Operating Income (Loca) | FY09/1H  | FY08/1H   | Plan   | Differ      | ence     |
|-------------------------|----------|-----------|--------|-------------|----------|
| Operating Income (Loss) | F109/111 | 1 100/111 | I Idii | vs. FY08/1H | vs. Plan |
| Digital Products        | 11.2     | 28.7      | 5.0    | -17.5       | 6.2      |
|                         | 1.0%     | 2.1%      | 0.4%   | -1.1%       | 0.6%     |
| Electronic Devices      | -38.5    | -63.5     | -60.0  | 25.0        | 21.5     |
|                         | -6.1%    | -8.2%     | -9.4%  | 2.1%        | 3.3%     |
| Social Infrastructure   | 39.4     | 23.8      | 30.0   | 15.6        | 9.4      |
|                         | 3.8%     | 2.2%      | 2.6%   | 1.6%        | 1.2%     |
| Home Appliances         | -7.5     | -7.1      | -2.0   | -0.4        | -5.5     |
|                         | -2.6%    | -2.0%     | -0.6%  | -0.6%       | -2.0%    |
| Others                  | -2.2     | -0.6      | -5.0   | -1.6        | 2.8      |
|                         | -1.5%    | -0.4%     | -3.1%  | -1.1%       | 1.6%     |
| Total                   | 2.7      | -18.5     | -30.0  | 21.2        | 32.7     |
|                         | 0.1%     | -0.5%     | -1.0%  | 0.6%        | 1.1%     |

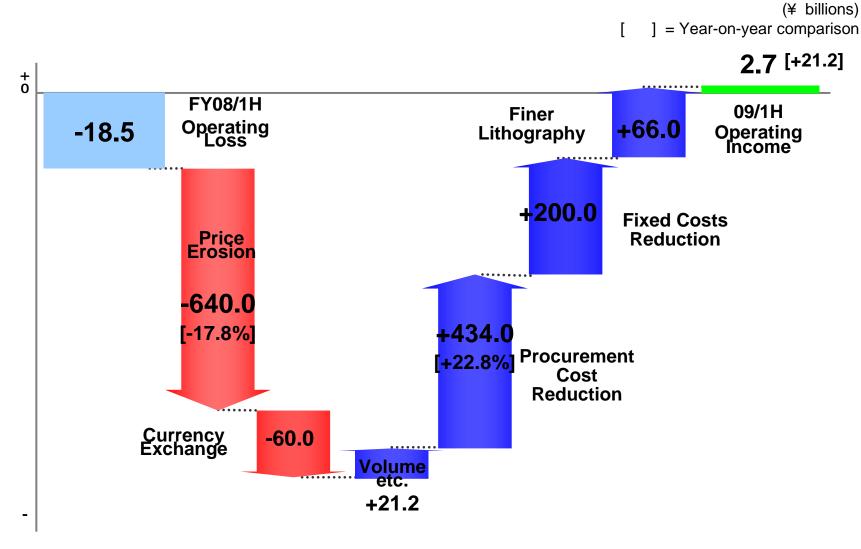
# FY2009 First 6 Months by Segment, vs. Previous Half

| Not Salos             | Net Sales FY09/1H |         | Difference  |  |
|-----------------------|-------------------|---------|-------------|--|
| Net Sales             | F 109/111         | FY08/2H | vs. FY08/2H |  |
| Digital Products      | 1,078.7           | 1,090.8 | -12.1       |  |
| Electronic Devices    | 626.4             | 547.2   | 79.2        |  |
| Social Infrastructure | 1,046.6           | 1,306.0 | -259.4      |  |
| Home Appliances       | 284.9             | 308.9   | -24.0       |  |
| Others                | 147.8             | 157.0   | -9.2        |  |
| Total                 | 2,955.7           | 3,159.8 | -204.1      |  |

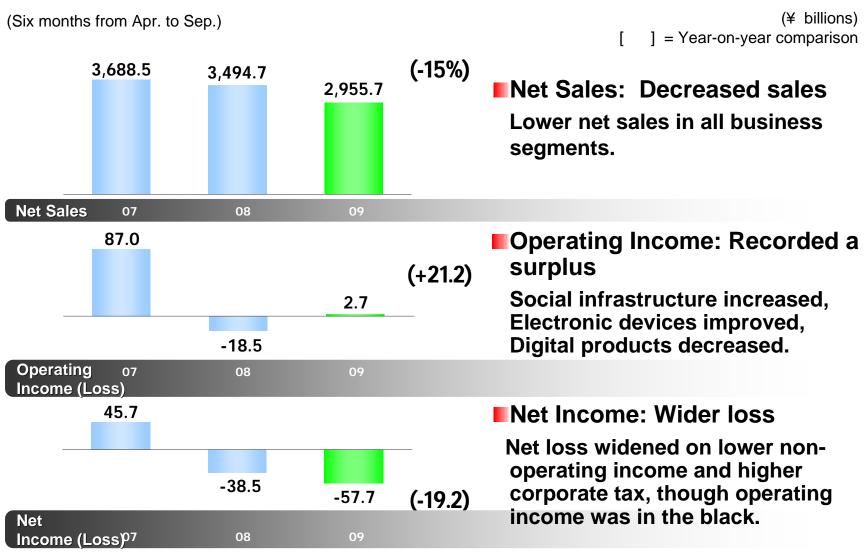
| (¥ | bil | llO | ns) |
|----|-----|-----|-----|
|    |     |     |     |

| Operating Income (Loss) | FY09/1H   | FY08/2H   | Difference  |
|-------------------------|-----------|-----------|-------------|
| Operating income (Loss) | 1 109/111 | 1 100/211 | vs. FY08/2H |
| Digital Products        | 11.2      | -42.9     | 54.1        |
|                         | 1.0%      | -3.9%     | 4.9%        |
| Electronic Devices      | -38.5     | -259.7    | 221.2       |
|                         | -6.1%     | -47.5%    | 41.4%       |
| Social Infrastructure   | 39.4      | 89.4      | -50.0       |
|                         | 3.8%      | 6.8%      | -3.0%       |
| Home Appliances         | -7.5      | -20.0     | 12.5        |
|                         | -2.6%     | -6.5%     | 3.9%        |
| Others                  | -2.2      | 1.1       | -3.3        |
|                         | -1.5%     | 0.7%      | -2.2%       |
| Total                   | 2.7       | -231.7    | 234.4       |
|                         | 0.1%      | -7.3%     | 7.4%        |

#### Operating Income (Loss), FY2008 and FY2009, First 6 Months



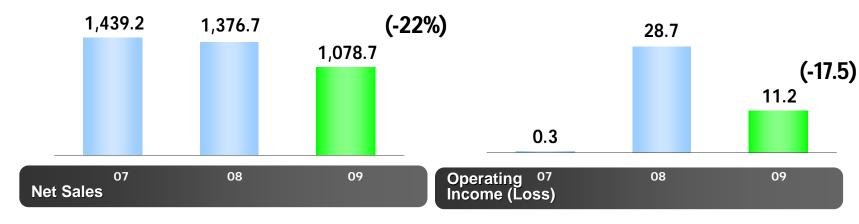
#### Overview, FY2009 First 6 Months Results



# **Digital Products, FY2009 First 6 Months**

(Six months from Apr. to Sep.)

(¥ billions) ] = Year-on-year comparison

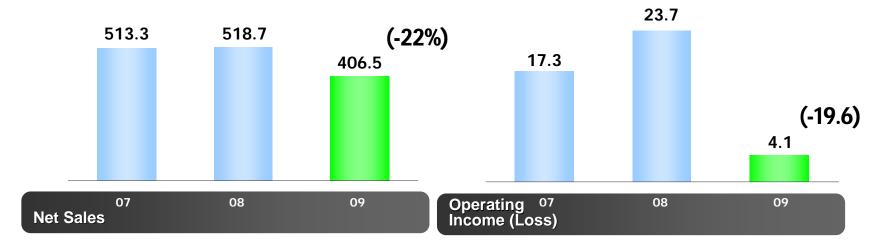


- ■PCs, TVs, Mobile phones and **Retail Information Systems,** Office equipment all saw decreased sales due to recession and price erosion.
- ■Decreased operating income on lower sales of PCs, Retail **Information Systems and Office** equipment.

#### PC Business, FY2009 First 6 Months

(Six months from Apr. to Sep.)

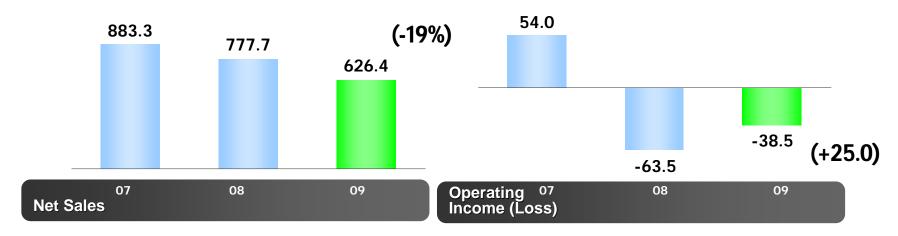
(¥ billions) ] = Year-on-year comparison



- **■**Price erosion, trend for low priced models, and a weak euro resulted in lower net sales.
- ■Price erosion and a weak euro led to lower operating income.

#### **Electronic Devices, FY2009 First 6 Months**

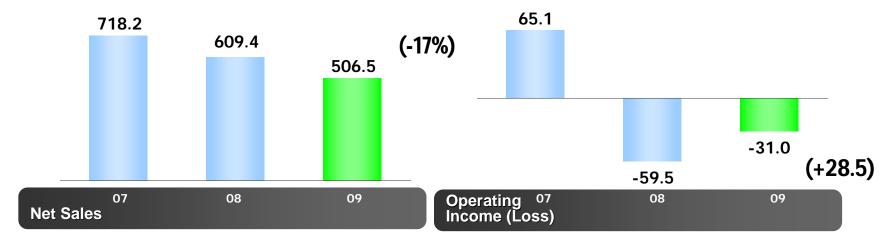
(¥ billions) (Six months from Apr. to Sep.) 1 = Year-on-year comparison



- Despite increased net sales in the Memory business, overall sales in the Semiconductor business decreased, and lower sales in the LCD business contributed to an overall decrease in the segment.
- Despite lower sales in the Semiconductor and LCD businesses, cost reductions and an improved supply and demand balance in NAND flash memory led to improved operating income.

#### Semiconductor Business, FY2009 First 6 Months

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



Demand decline due to the recession led to lower net sales in the Discrete and System LSI businesses.

Cost reduction efforts and a better supply and demand balance in NAND flash memory resulted in improved operating income.

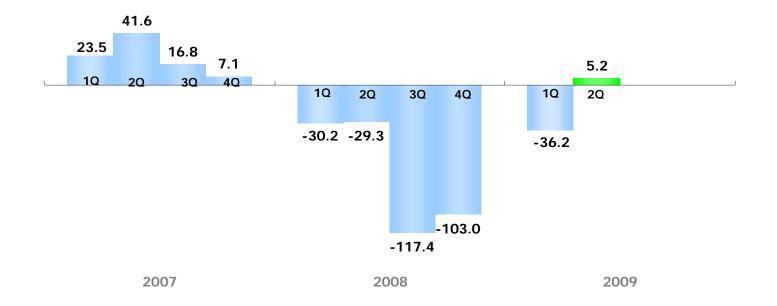
# Semiconductor Business Results Breakdown

| Net Sales           | FY09/1H | FY08/1H | vs. FY08/1H |
|---------------------|---------|---------|-------------|
| Discrete            | 92.5    | 122.5   | -30.0       |
| System LSI          | 164.4   | 265.3   | -100.9      |
| Memory              | 249.6   | 221.6   | 28.0        |
| Semiconductor Total | 506.5   | 609.4   | -102.9      |

| Operating Income (Loss) | FY09/1H | FY08/1H | vs. FY08/1H |
|-------------------------|---------|---------|-------------|
| Semiconductor Total     | -31.0   | -59.5   | 28.5        |
|                         | -6.1%   | -9.8%   | 3.7%        |

#### **Semiconductor Business**

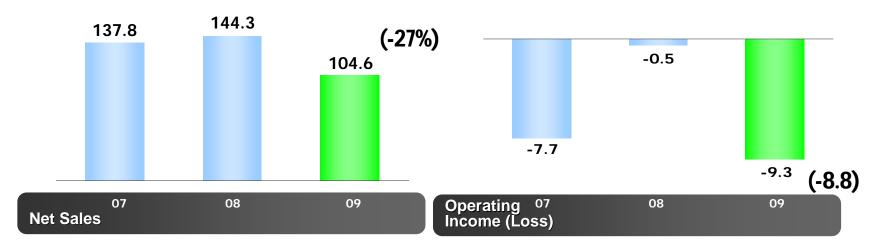
# **Quarterly Trend in Operating Income (Loss)**



# LCD Business, FY2009 First 6 Months

(Six months from Apr. to Sep.)

(¥ billions) ] = Year-on-year comparison

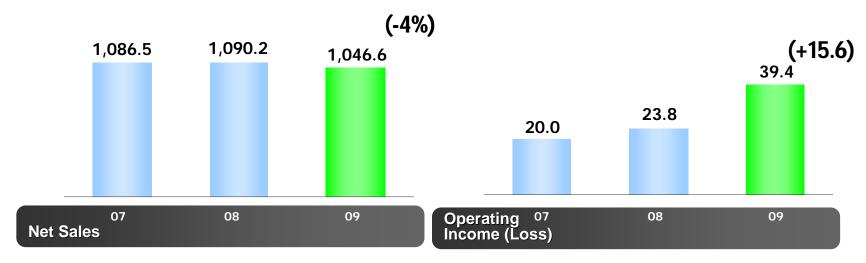


Lower net sales followed substantial declines in demand for LCDs for PCs, mobile equipment and automobiles.

■The operating loss deteriorated as declines in demand and price erosion brought sales down.

#### Social Infrastructure, FY2009 First 6 Months

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



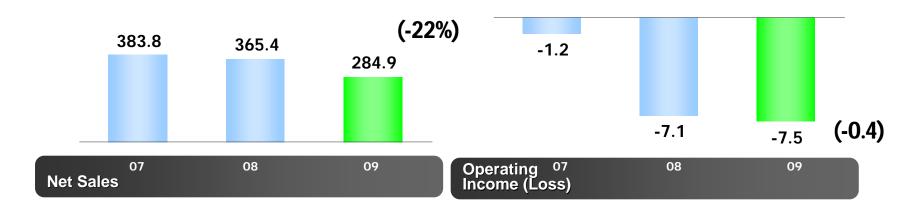
Sales increased on demand for nuclear plant overseas, but the impact of the recession brought down overall segment net sales.

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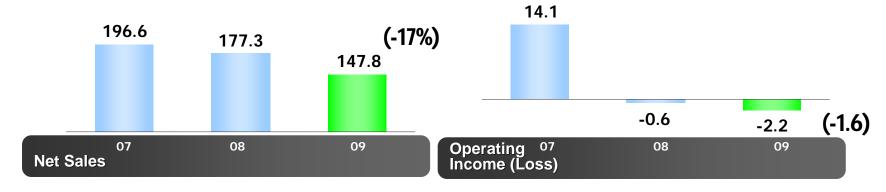
Increased segment operating income mainly from nuclear power, thermal and hydro power, and T&D system, plus the effect of cost savings.

# Home Appliances, FY2009 First 6 Months

(¥ billions) ] = Year-on-year comparison



#### Others, FY2009 First 6 Months



# Non-Operating Income (Loss) and Expenses

|                                     | FY09/1H   | FY08/1H   | Difference  |
|-------------------------------------|-----------|-----------|-------------|
|                                     | 1 103/111 | 1 100/111 | vs. FY08/1H |
| Loss from revaluation of securities | -2.4      | -10.4     | 8.0         |
| Loss on sales of fixed assets       | -16.3     | -2.8      | -13.5       |
| Equity in earnings of affiliates    | 8.7       | 10.1      | -1.4        |
| Foreign exchange gain (loss)        | -1.6      | -3.7      | 2.1         |
| Net financial loss                  | -13.9     | -5.7      | -8.2        |
| Others                              | -24.0     | -10.9     | -13.1       |
| Total                               | -49.5     | -23.4     | -26.1       |

#### **Corporate Income Tax etc. and**

## Net Income (Loss) attributable to Noncontrolling Interests

|    |  | FY09/1H | FY08/1H  | Difference  |
|----|--|---------|----------|-------------|
|    |  | F109/1H | F 100/1H | vs. FY08/1H |
| ор | come (loss) from continuing erations, before income taxes and ncontrolling interests | -46.8   | -41.9    | -4.9        |
|    | Standard effective tax rate  | 19.1    | 17.1     | 2.0         |
|    | Deferred tax assets for local taxes  | -14.0   | -18.5    | 4.5         |
|    | Others   | -11.4   | 20.5     | -31.9       |
| Co | orporate income tax etc. total   | -6.3    | 19.1     | -25.4       |
| ор | come (loss) from discontinued erations before noncontrolling erests                  | -0.1    | -12.7    | 12.6        |
|    | et income (loss) attributable to ncontrolling interests                              | -4.5    | -3.0     | -1.5        |
|    | et income (loss) attributable to areholders of the Company                           | -57.7   | -38.5    | -19.2       |

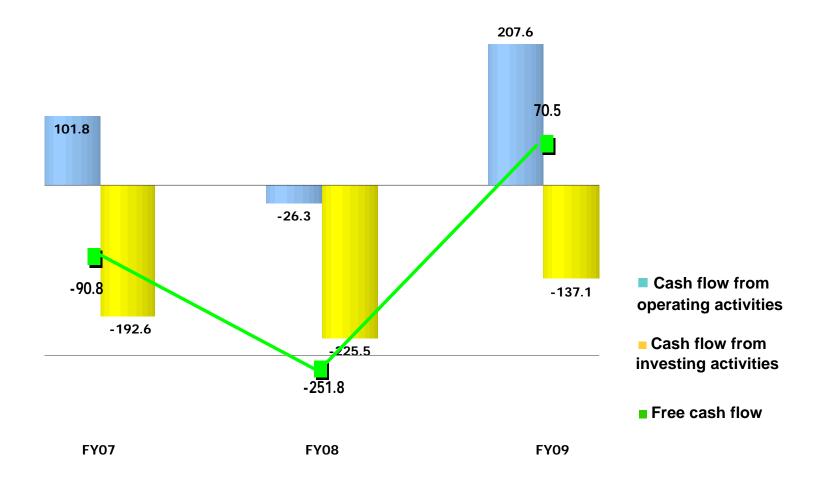
# Fixed Costs Reduction Updates, by Industry Segment

|                       | vs. FY08/1H | vs. Plan |
|-----------------------|-------------|----------|
| Digital Products      | -44.0       | -19.0    |
| Electronic Devices    | -88.0       | -8.0     |
| Social Infrastructure | -41.0       | -26.0    |
| Home Appliances       | -23.0       | -8.0     |
| Others                | -4.0        | -6.0     |
| Total                 | -200.0      | -67.0    |

|   | vs. FY08/1H | vs. Plan |
|---|-------------|----------|
| Depreciation & rent expenses under leases | -37.0       | -35.0    |
| R&D cost                                  | -35.0       | -3.0     |
| Personnel cost                            | -38.0       | -8.0     |
| Advertising cost & sales promotion        | -13.0       | -7.0     |
| Outsourcing                               | -13.0       | 3.0      |
| Business activity cost                    | -13.0       | -2.0     |
| Rental related                            | -16.0       | -3.0     |
| Indirect manufacturing cost               | -19.0       | 0.0      |
| Others                                    | -16.0       | -12.0    |
| Total                                     | -200.0      | -67.0    |

# Cash Flows, FY2009 First 6 Months

(Six months from Apr. to Sep.)

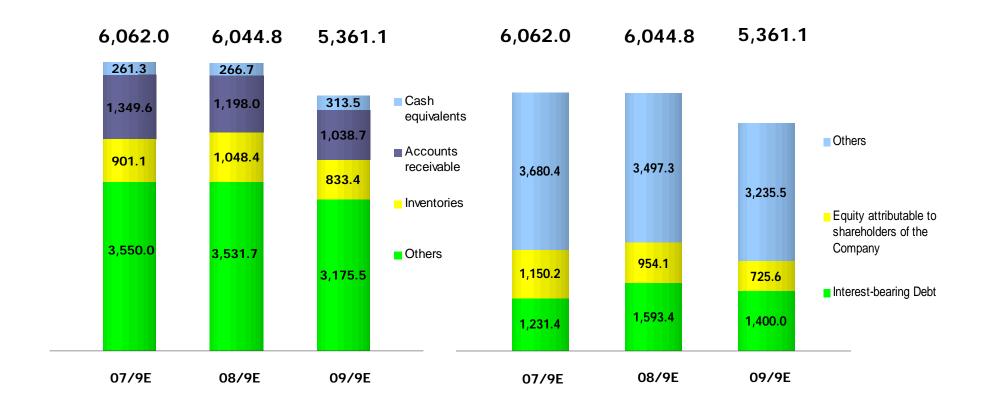


#### **Consolidated Balance Sheets**

(¥ billions)

#### **Assets**

#### **Liabilities and Equity**



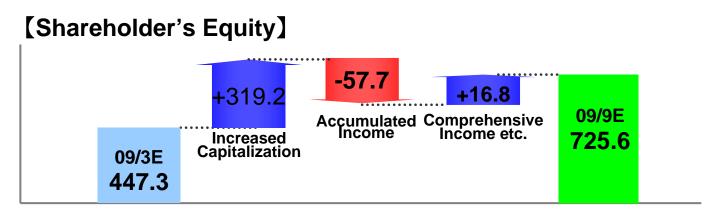
# **Total Equity**

|  | 09/9E   | 09/3E  | Difference<br>(09/3E->9E) |
|--|---------|--------|---------------------------|
| Common Stock                                       | 439.9   | 280.3  | 159.6                     |
| Additional paid-in capital                         | 447.8   | 291.1  | 156.7                     |
| Retained earnings                                  | 337.4   | 395.1  | -57.7                     |
| Accumulated other comprehensive loss               | -498.3  | -518.0 | 19.7                      |
| Treasury stock                                     | -1.2    | -1.2   | 0.0                       |
| Equity attributable to shareholders of the Company | 725.6   | 447.3  | 278.3                     |
| Noncontrolling interests                           | 316.4   | 312.0  | 4.4                       |
| Total equity                                       | 1,042.0 | 759.3  | 282.7                     |
| Shareholder's Equity / Total asset ratio           | 13.5%   | 8.2%   | 5.3%                      |

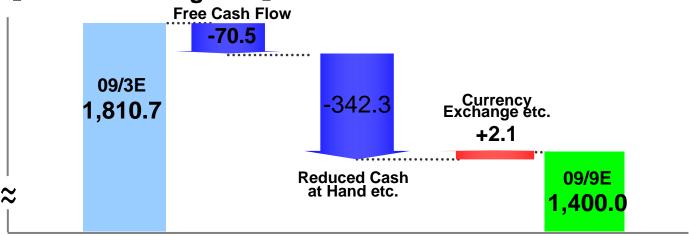
<sup>\*</sup> Following the adoption of ASC 810, "Consolidation" effective April 1, 2009, equivalent to the former SFAS No.160, total equity presents the aggregate sum of equity attributable to shareholders of the Company and equity attributable to noncontrolling interests (previously presented as "minority interest in consolidated subsidiaries"). In addition, the names and or some parts of the items used in the consolidated financial statement have been changed. As a result, presentations and disclosures in consolidated financial statements have been reclassified retrospectively for all periods presented.

# **Shareholder's Equity and Interest-bearing debt**

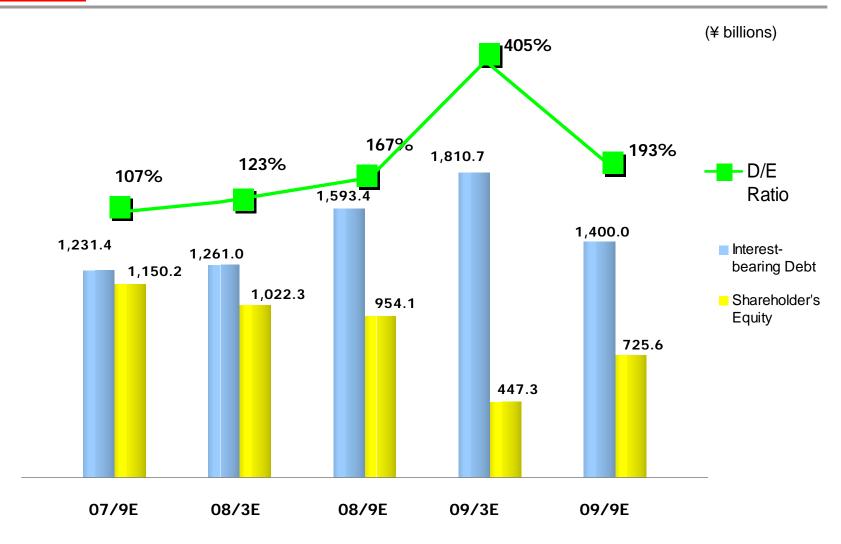
(¥ billions)



#### [Interest-bearing debt]



#### **DE Ratio**



# FY2009 2Q, Year-on-year

|  | FY09/2Q      | FY08/2Q        | Difference<br>vs. FY08/2Q |
|--|--------------|----------------|---------------------------|
| Net sales  | 1,616.0      | 1,876.6        | -260.6                    |
| Operating income (loss)  | 40.3<br>2.5% | 4.4<br>0.2%    | 35.9<br>2.3%              |
| Income (loss) from continuing operations, before income taxes and noncontrolling interests | 15.3         | -26.6<br>-1.4% | 41.9                      |
| Net income (loss) attributable to shareholders of the Company                              | 0.1          | -26.9          | 27.0                      |
|  | 0.0%         | -1.4%          | 1.4%                      |

# FY2009 2Q by Segment, Year-on-year

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|-----|-------|----------|---|
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|     |       |          |   |
|     |       |          |   |

| Net Sales             | FY09/2Q | FY08/2Q   | Difference  |
|-----------------------|---------|-----------|-------------|
| Net Sales             | F109/2Q | 1 100/202 | vs. FY08/2Q |
| Digital Products      | 586.1   | 732.4     | -146.3      |
| Electronic Devices    | 347.5   | 412.0     | -64.5       |
| Social Infrastructure | 582.2   | 601.5     | -19.3       |
| Home Appliances       | 148.8   | 193.3     | -44.5       |
| Others                | 79.5    | 93.9      | -14.4       |
| Total                 | 1,616.0 | 1,876.6   | -260.6      |

| Operating Income (Loss) | FY09/2Q | FY08/2Q  | Difference  |  |
|-------------------------|---------|----------|-------------|--|
| Operating income (Loss) | F10312Q | 1 100/20 | vs. FY08/2Q |  |
| Digital Products        | 6.4     | 15.5     | -9.1        |  |
|                         | 1.1%    | 2.1%     | -1.0%       |  |
| Electronic Devices      | 5.7     | -29.3    | 35.0        |  |
|                         | 1.7%    | -7.1%    | 8.8%        |  |
| Social Infrastructure   | 32.8    | 19.5     | 13.3        |  |
|                         | 5.6%    | 3.2%     | 2.4%        |  |
| Home Appliances         | -2.9    | -0.2     | -2.7        |  |
|                         | -1.9%   | -0.1%    | -1.8%       |  |
| Others                  | -1.7    | -0.8     | -0.9        |  |
|                         | -2.2%   | -0.9%    | -1.3%       |  |
| Total                   | 40.3    | 4.4      | 35.9        |  |
|                         | 2.5%    | 0.2%     | 2.3%        |  |

## **FY2009 Forecast, Overall**

(¥ billions)

|  | FY09    | FY08     | Difference<br>vs. FY08 |
|--|---------|----------|------------------------|
| Net sales  | 6,800.0 | 6,654.5  | 145.5                  |
| Operating income (loss)  | 100.0   | -250.2   | 350.2                  |
|  | 1.5%    | -3.8%    | 5.3%                   |
| Income (loss) from continuing operations, before income taxes and noncontrolling interests | 0.0     | -279.3   | 279.3                  |
|  | 0.0%    | -4.2%    | 4.2%                   |
| Net income (loss) attributable to shareholders of the Company                              | -50.0   | -343.6   | 293.6                  |
|  | -0.7%   | -5.2%    | 4.5%                   |
| Earnings (loss) per share attributable to shareholders of the Company                      | ¥-11.80 | ¥-106.18 | ¥94.38                 |

No changes have been made to the FY2009 Forecast released on May 8th.

# **FY2009 Forecast, by Segment**

(¥ billions)

| Net Sales             | FY09    | FY08    | Difference |
|-----------------------|---------|---------|------------|
| Net Sales             | F 109   |         | vs. FY08   |
| Digital Products      | 2,450.0 | 2,467.5 | -17.5      |
| Electronic Devices    | 1,350.0 | 1,324.9 | 25.1       |
| Social Infrastructure | 2,570.0 | 2,396.2 | 173.8      |
| Home Appliances       | 680.0   | 674.3   | 5.7        |
| Others                | 320.0   | 334.3   | -14.3      |
| Total                 | 6,800.0 | 6,654.5 | 145.5      |

| Operating Income (Loss) | FY09  | <b>09</b> FY08 | Difference |
|-------------------------|-------|----------------|------------|
| Operating income (Loss) |       | F 100          | vs. FY08   |
| Digital Products        | 25.0  | -14.2          | 39.2       |
|                         | 1.0%  | -0.6%          | 1.6%       |
| Electronic Devices      | -60.0 | -323.2         | 263.2      |
|                         | -4.4% | -24.4%         | 20.0%      |
| Social Infrastructure   | 150.0 | 113.2          | 36.8       |
|                         | 5.8%  | 4.7%           | 1.1%       |
| Home Appliances         | 0.0   | -27.1          | 27.1       |
|                         | 0.0%  | -4.0%          | 4.0%       |
| Others                  | -15.0 | 0.5            | -15.5      |
|                         | -4.7% | 0.2%           | -4.9%      |
| Total                   | 100.0 | -250.2         | 350.2      |
|                         | 1.5%  | -3.8%          | 5.3%       |

No changes have been made to the FY2009 Forecast released on May 8th.

# TOSHIBA Leading Innovation >>>