

**TOSHIBA**

Leading Innovation >>>

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**FY2013**  
**First Quarter Consolidated**  
**Business Results**

**Makoto Kubo**  
**Representative Executive Officer and**  
**Corporate Senior Executive Vice President**

**TOSHIBA CORPORATION**

**July 31, 2013**

# Forward-looking Statements

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- This presentation contains forward-looking statements concerning Toshiba Group'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.
- As a global entity, operating a wide range of businesses in countries and regions with widely different market environments, Toshiba wishes to caution that actual results may differ materially from our expectations due to 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's fiscal year runs from April 1 to March 31.
- All figures are consolidated totals for the first 3 months of fiscal year 2013, unless otherwise indicated.
- Prior-period performance on consolidated segment information has been reclassified to conform with the current classification.
- Following the acquisition of the Retail Store Solutions business of IBM in July 2012, the Company completed the allocation of the cost of the acquisition to assets and liabilities in the current fiscal year. Results for FY2012 have been revised to reflect this change.

# Key Points of FY2013 1Q

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- Electronic Devices recorded a significant sales increase on higher prices and increased volume of memories. Social Infrastructure also saw an increase reflecting steady overseas sales in Nuclear Power Systems and in Photovoltaic Power Systems.
  - Net Sales: 1,390.6 billion yen (YoY: +121.7 billion yen)
- Operating income doubled YoY, supported by a significant increase in Electronic Devices and a positive result in Social Infrastructure that exceeded the target, despite lower operating income YoY. Income before income taxes and noncontrolling interests and net income both improved significantly and secured positive figure supported by increased operating income.
  - Operating Income: 24.3 billion yen (YoY: +12.8 billion yen)
  - Income before income taxes and noncontrolling interest: 17.4 billion yen (YoY: +32.1 billion yen)
  - Net Income: 5.3 billion yen (YoY: +17.4 billion yen)
- The D/E ratio decreased to 133%, a 37-point decrease from the year-earlier period and a 9-point decrease from the end of March 2013.

# FY2013 1Q Overall, Year-on-Year

(Yen in billions, except earnings (losses) per share)

	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
Net Sales	1,390.6	1,268.9	121.7
Operating Income (loss)	24.3	11.5	12.8
%	1.8%	0.9%	0.9%
Income (loss) before income taxes and noncontrolling interests	17.4	-14.7	32.1
%	1.3%	-1.2%	2.5%
Net Income (loss)*	5.3	-12.1	17.4
%	0.4%	-1.0%	1.4%
Earnings (losses) per share attributable to shareholders of the Company**	¥1.25	-¥2.86	¥4.11

- “Net Income (loss)” refers to Net Income (loss) attributable to shareholders of the Company hereinafter.
- “the Company” refers to Toshiba Corporation.

# FY2013 1Q by Segment, Year-on-Year

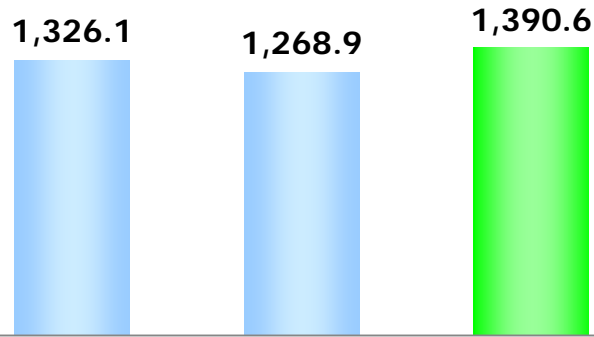
Net Sales	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
Digital Products	334.5	339.4	-4.9
Electronic Devices	411.5	307.7	103.8
Social Infrastructure	540.3	500.2	40.1
Home Appliances	144.9	141.6	3.3
Others	69.6	80.8	-11.2
<b>Total</b>	<b>1,390.6</b>	<b>1,268.9</b>	<b>121.7</b>

(Yen in billions)

Operating Income (loss)	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
Digital Products	-16.3	-3.3	-13.0
%	-4.9%	-1.0%	-3.9%
Electronic Devices	47.9	9.4	38.5
%	11.7%	3.1%	8.6%
Social Infrastructure	1.1	8.0	-6.9
%	0.2%	1.6%	-1.4%
Home Appliances	-6.0	0.1	-6.1
%	-4.1%	0.1%	-4.2%
Others	-1.6	-2.4	0.8
%	-2.4%	-2.9%	0.5%
<b>Total</b>	<b>24.3</b>	<b>11.5</b>	<b>12.8</b>
%	<b>1.8%</b>	<b>0.9%</b>	<b>0.9%</b>

# Overview, FY2013 1Q Results

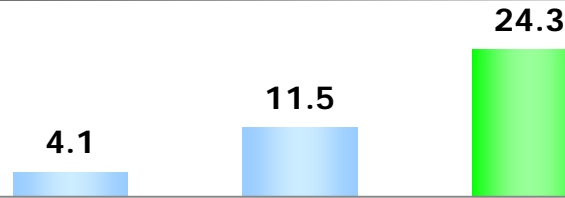
(Yen in billions)  
(Year-on-year comparison)



(+10%) ■ **Higher Sales**

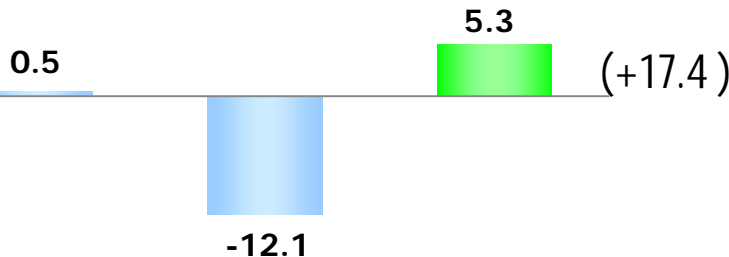
**Electronic Devices, Social Infrastructure and Home Appliances saw increased sales.**

Net sales 11 12 13



(+12.8) ■ **Higher Operating Income**  
**Electronic Devices saw a significant increase.**

Operating Income (loss) 11 12 13

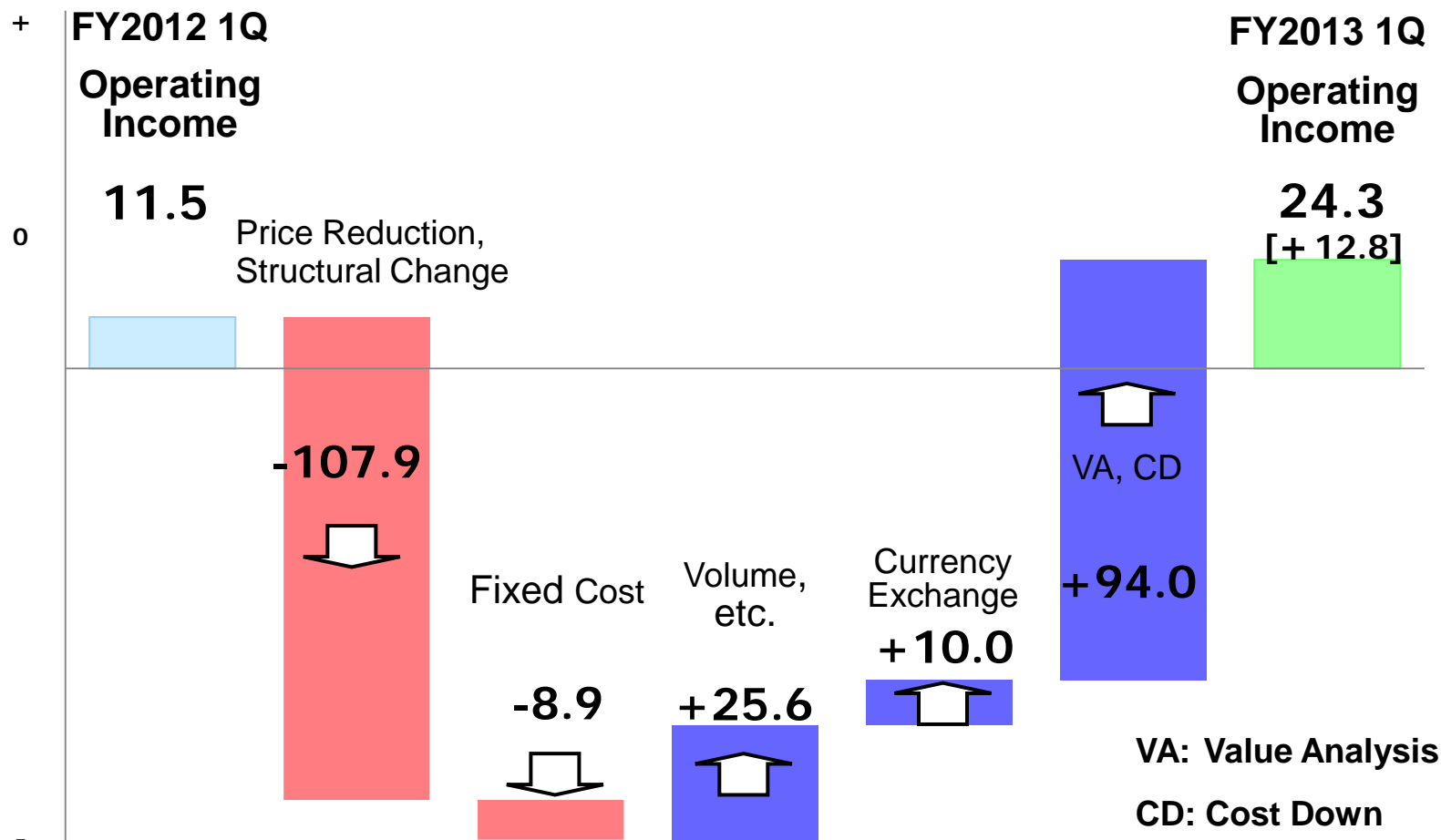


■ **Positive Net Income**  
**Positive net income due to increased operating income and improved currency exchange.**

Net Income (loss) 11 12 13

# Operating Income (Loss) Analysis, FY2013 1Q

(Yen in billions)  
(Year-on-year comparison)



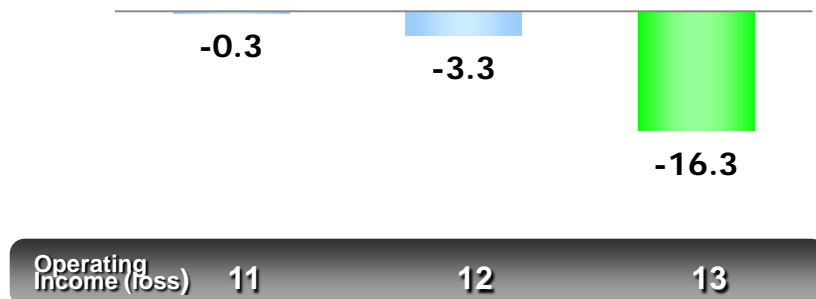
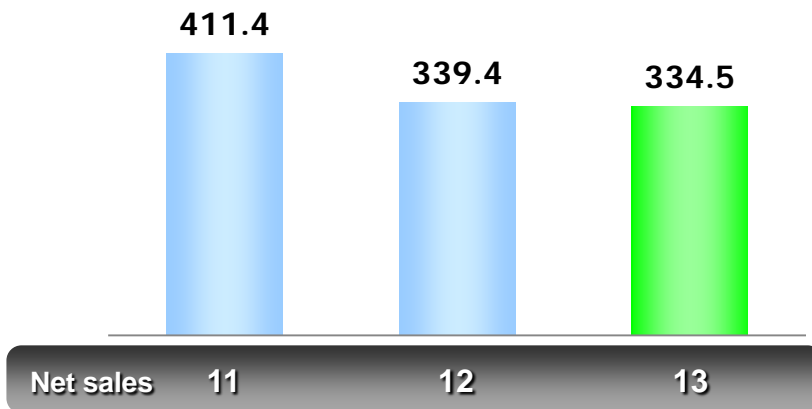
# Digital Products, FY2013 1Q

(Yen in billions)

(Year-on-year comparison)

(-1%)

(-13.0)



- LCD TVs saw a recovery in Japan, but declines in Europe and North America. Overall sales decreased on lower demand for PCs.
- Toshiba TEC recorded higher sales due to the acquisition of IBM's retail store solutions business.

- LCD TVs recorded a decrease on lower overseas operating income, despite improvement in Japan due to structural reform. PCs saw a negative figure on lower demand and yen depreciation. Overall operating income was lower.
- Toshiba TEC recorded higher operating income.



# Digital Products Business Results Breakdown

(Yen in billions)

Net Sales	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
TV	49.3	63.1	-13.8
PC	155.5	175.7	-20.2
Toshiba TEC	118.7	86.1	32.6

Operating Income (Loss)	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
Digital Products Total	-16.3	-3.3	-13.0

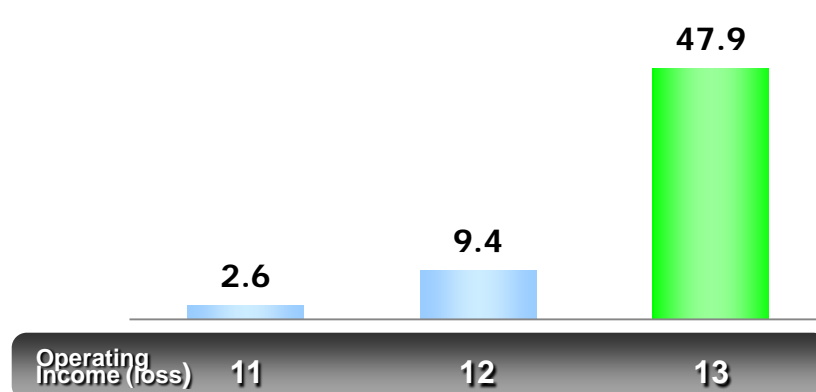
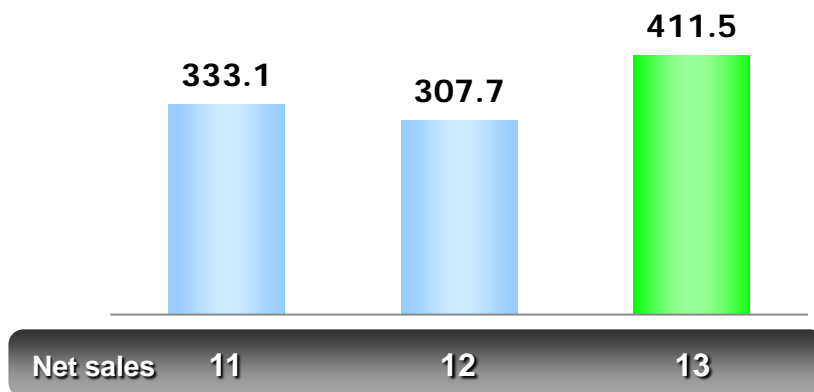
# Electronic Devices, FY2013 1Q

(Yen in billions)

(Year-on-year comparison)

(+34%)

(+38.5)



■ Overall sales increased due to continued higher demand for memories and the consolidation of NuFlare Technology.

■ Overall operating income increased significantly due to higher prices and volume sale of memories and the consolidation of NuFlare Technology.

■ Storage Products secured profit despite lower demand for PCs.

# Semiconductor & Storage Products Business Results Breakdown

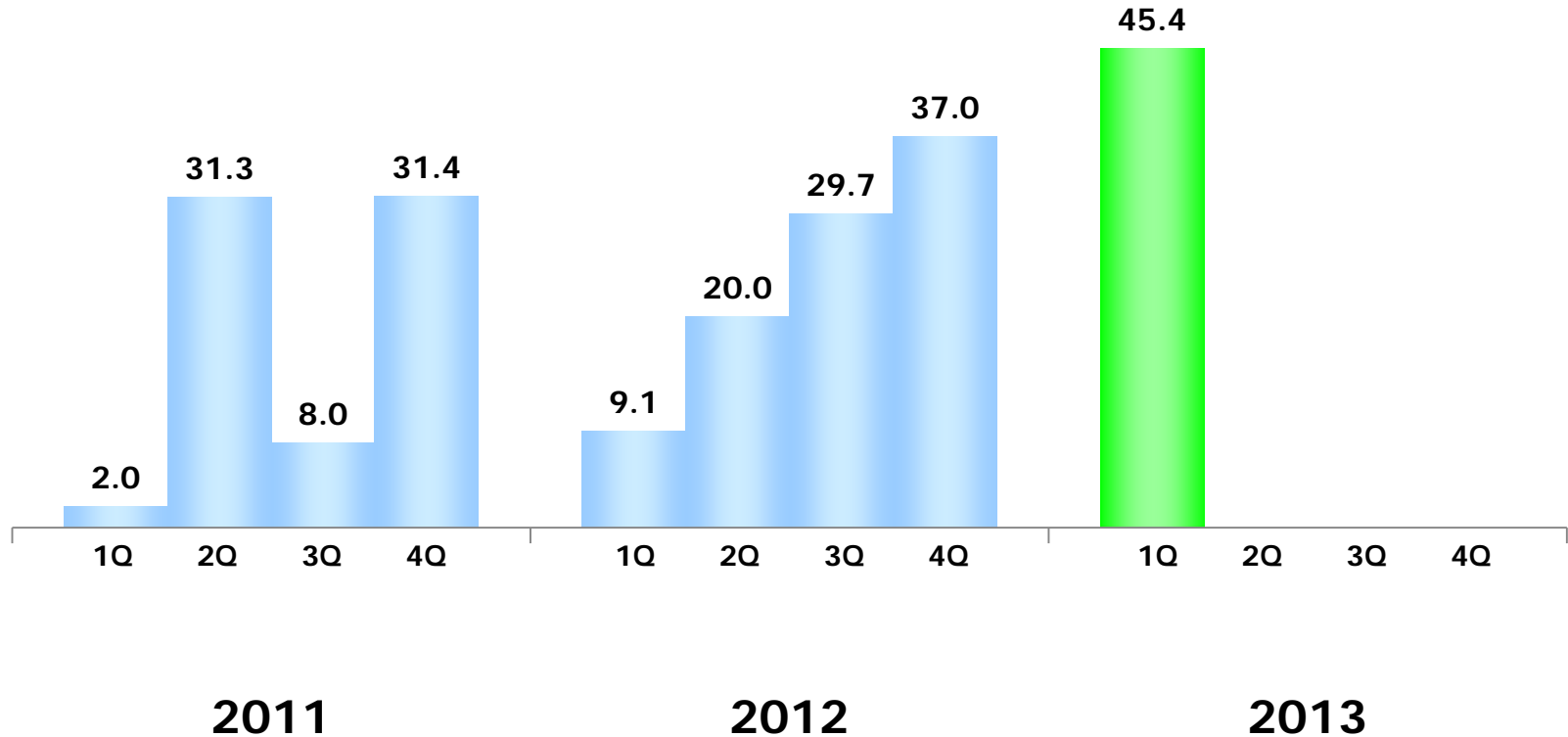
(Yen in billions)

Net Sales	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
Discrete	35.2	38.1	-2.9
System LSI	43.3	57.5	-14.2
Memory	204.7	95.3	109.4
Semiconductor Total	283.2	190.9	92.3
Storage Products	106.3	109.4	-3.1

Operating Income (Loss)	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
Semiconductor & Storage Products Total	45.4	9.1	36.3

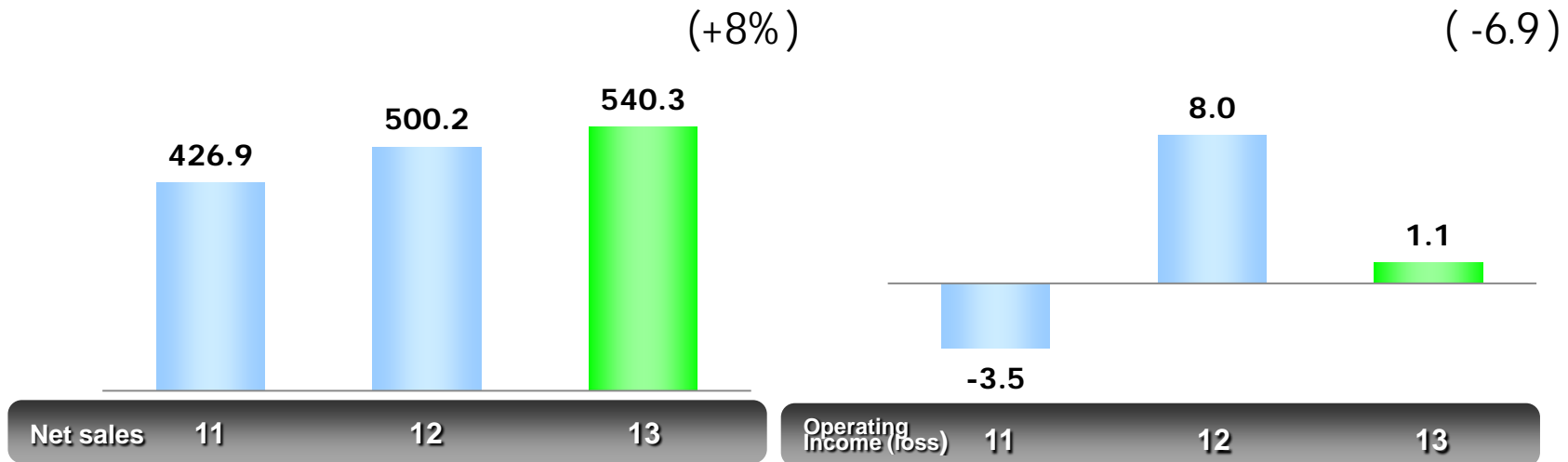
# Semiconductor & Storage Products Business Quarterly Trend in Operating Income(Loss)

(Yen in billions)



# Social Infrastructure, FY2013 1Q

(Yen in billions)  
(Year-on-year comparison)

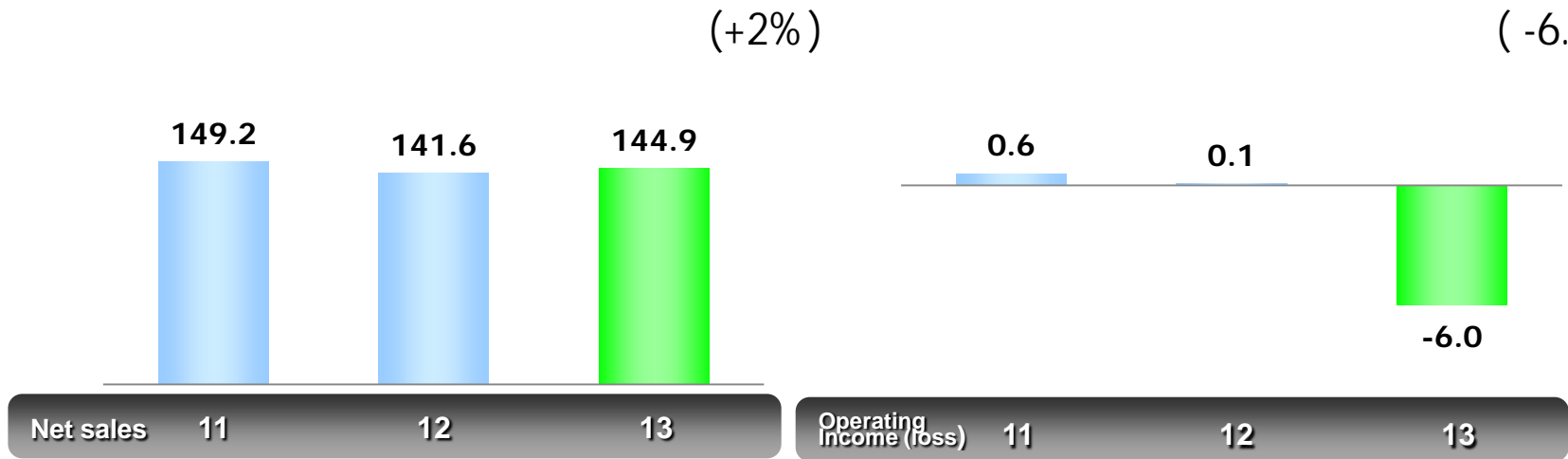


■ Overall sales increased. Nuclear Power Systems overseas and Photovoltaic Power Systems continued healthy performance, despite reduced sales in Thermal Power Systems in Japan. Elevators and Medical Systems also saw solid performances. Automotive Systems recorded growth.

■ Overall operating income decreased, but secured profit. Thermal Power Systems also decreased but secured high profitability. Photovoltaic power systems and Medical Systems recorded increases.

# Home Appliances, FY2013 1Q

(Yen in billions)  
(Year-on-year comparison)



■ Home Appliances recorded an overall increase in sales due to growth in White Goods.

■ Operating income deteriorated, mainly in White Goods, affected by yen depreciation.

# Non-Operating Income (Loss) and Expenses

(Yen in billions)

	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
Net financial loss	-5.4	-5.8	0.4
Foreign exchange income (loss)	7.4	-10.2	17.6
Income (loss) on sales of fixed assets	0.0	-2.0	2.0
Equity in earning of affiliates	1.0	2.3	-1.3
Structural reform costs	-1.1	-6.7	5.6
Others	-8.8	-3.8	-5.0
<b>Total</b>	<b>-6.9</b>	<b>-26.2</b>	<b>19.3</b>

# Income Tax and Net Income (Loss) Attributable to Noncontrolling Interests

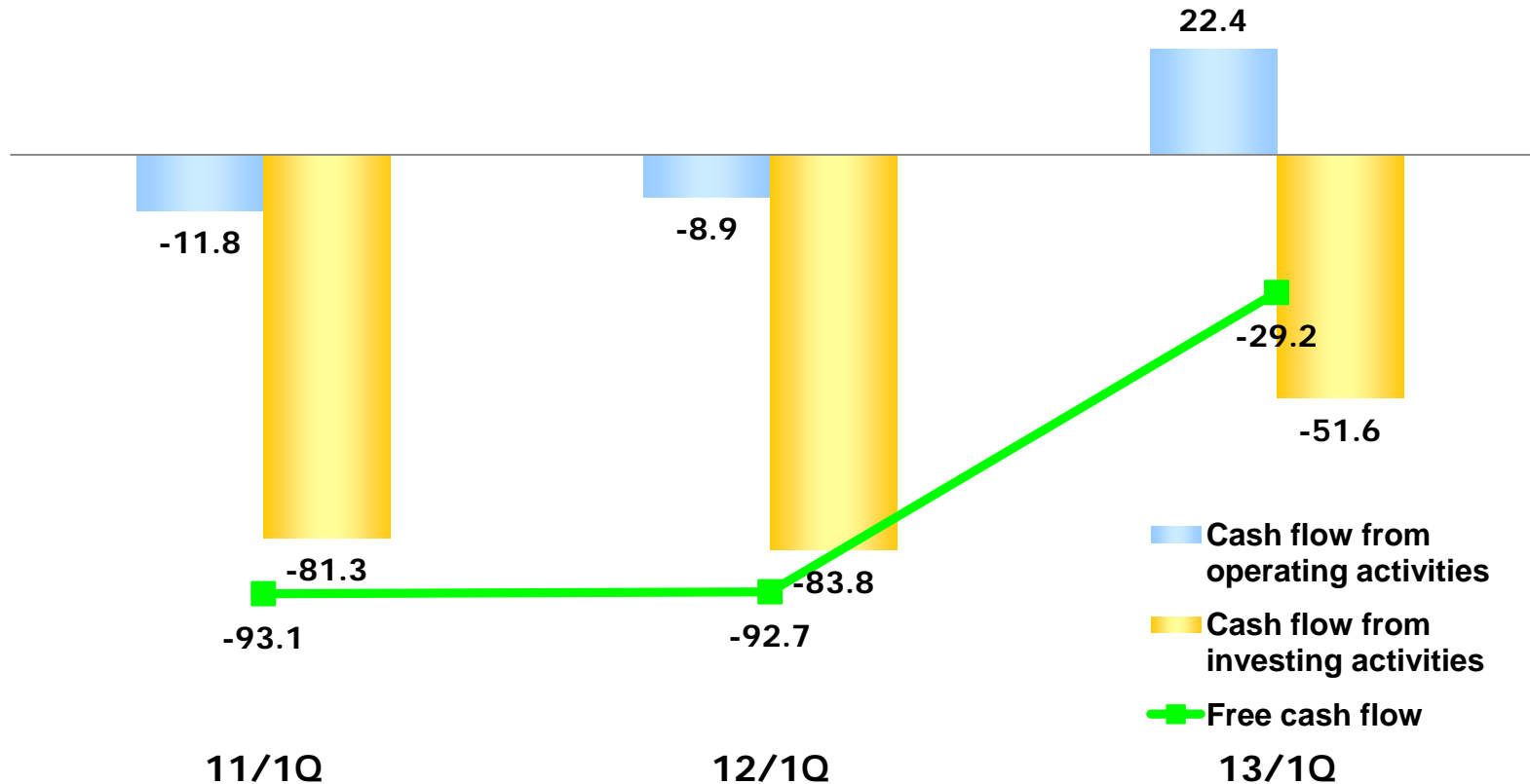
(Yen in billions)

	FY13/1Q	FY12/1Q	Difference
			vs. FY12/1Q
Income (loss) before income taxes and noncontrolling interests	17.4	-14.7	32.1
Income tax	-7.0	4.5	-11.5
Net Income (loss) attributable to noncontrolling interests	-5.1	-1.9	-3.2
Net Income (loss)	5.3	-12.1	17.4



# Cash Flows, FY2013 1Q

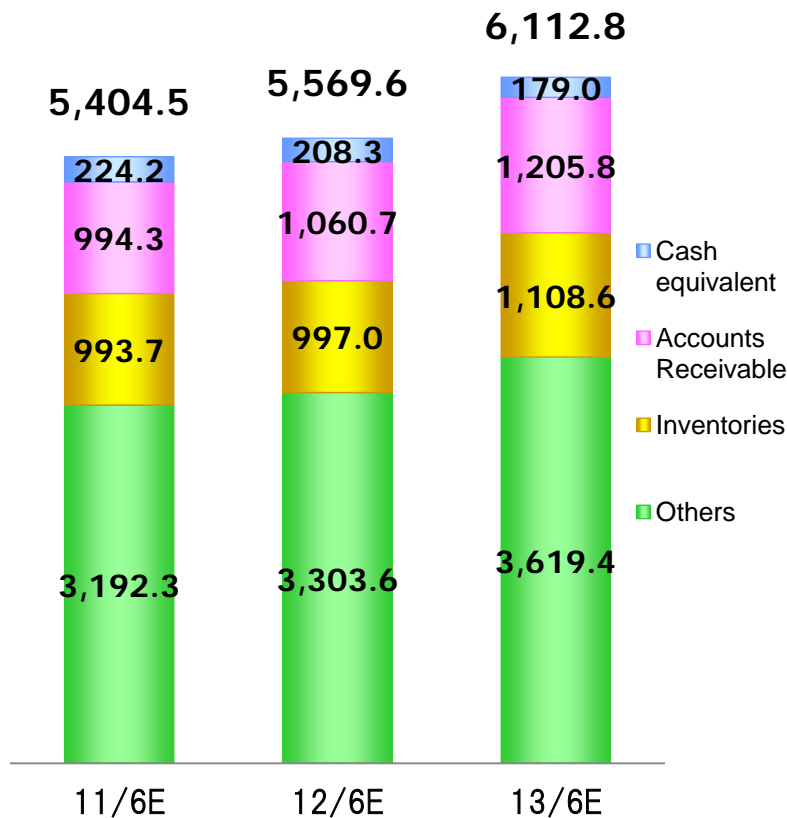
(Yen in billions)



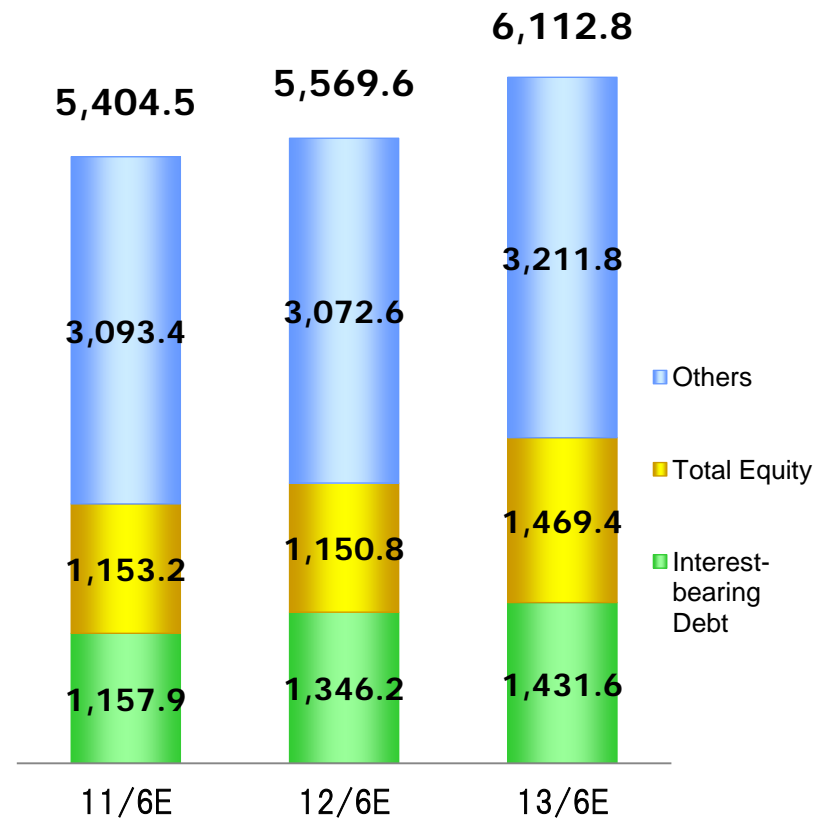
# Consolidated Balance Sheets

(Yen in billions)

## Assets



## Liabilities and Equity



# Total Equity

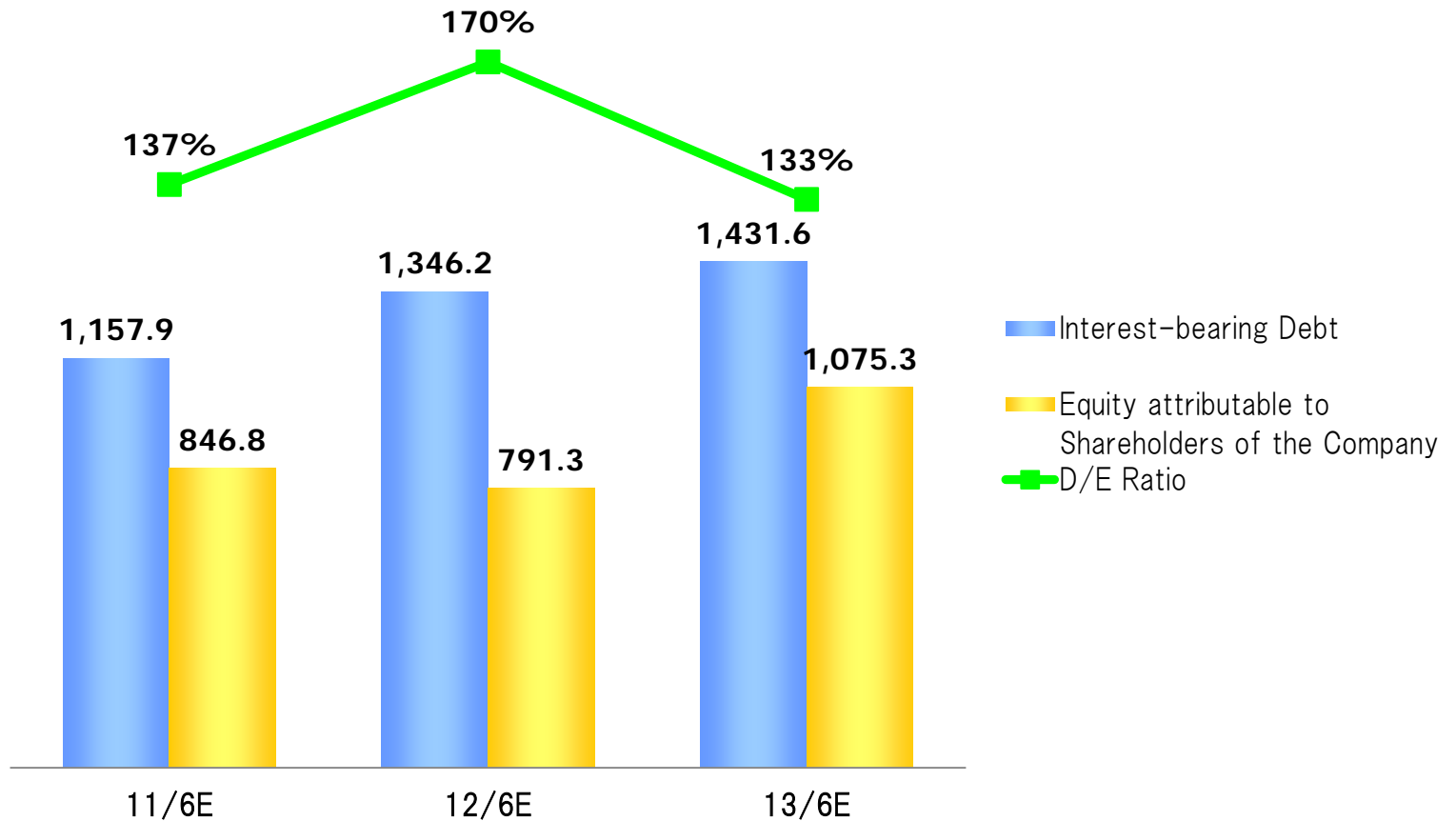
(Yen in billions)

	13/6E	13/3E	12/6E	Difference	
				vs. 13/3E	vs. 12/6E
Common Stock	439.9	439.9	439.9	0.0	0.0
Additional paid-in capital	404.2	404.4	401.2	-0.2	3.0
Retained earnings	623.8	635.4	562.7	-11.6	61.1
Accumulated other comprehensive loss	-391.0	-443.9	-611.0	52.9	220.0
Treasury stock	-1.6	-1.5	-1.5	-0.1	-0.1
Equity attributable to shareholders of the Company	1,075.3	1,034.3	791.3	41.0	284.0
Equity attributable to noncontrolling interests	394.1	381.8	359.5	12.3	34.6
Total equity	1,469.4	1,416.1	1,150.8	53.3	318.6

Equity attributable to shareholders of the Company / Total asset ratio	17.6%	17.0%	14.2%	0.6%	3.4%
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# DE Ratio

(Yen in billions)



# FY2013 Forecast, Overall

(Yen in billions)

	FY13	FY12	Difference
			vs. FY12
Net Sales	6,100.0	5,800.3	299.7
Operating Income (loss)	260.0	193.4	66.6
%	4.3%	3.3%	1.0%
Income (loss) before income taxes and noncontrolling interests	200.0	154.6	45.4
%	3.3%	2.7%	0.6%
Net Income (loss)	100.0	77.4	22.6
%	1.6%	1.3%	0.3%
Earnings (losses) per share attributable to shareholders of the Company	¥23.61	¥18.27	¥5.34

\* Following the acquisition of the Retail Store Solutions business of IBM in July 2012, the Company completed the allocation of the cost of the acquisition to assets and liabilities in the current fiscal year. Results for FY2012 have been revised to reflect this change.

# FY2013 Forecast by Segment

Net Sales	FY13	FY12	Difference
			vs. FY12
Digital Products	1,500.0	1,432.7	67.3
Electronic Devices	1,480.0	1,335.3	144.7
Social Infrastructure	2,820.0	2,564.2	255.8
Home Appliances	660.0	591.5	68.5
Others	300.0	310.7	-10.7
<b>Total</b>	<b>6,100.0</b>	<b>5,800.3</b>	<b>299.7</b>

(Yen in billions)

Operating Income (Loss)	FY13	FY12	Difference
			vs. FY12
Digital Products	25.0	-25.3	50.3
%	1.7%	-1.8%	3.5%
Electronic Devices	130.0	91.4	38.6
%	8.8%	6.8%	2.0%
Social Infrastructure	170.0	135.9	34.1
%	6.0%	5.3%	0.7%
Home Appliances	10.0	2.4	7.6
%	1.5%	0.4%	1.1%
Others	-20.0	-11.8	-8.2
%	-6.7%	-3.8%	-2.9%
<b>Total</b>	<b>260.0</b>	<b>193.4</b>	<b>66.6</b>
%	<b>4.3%</b>	<b>3.3%</b>	<b>1.0%</b>

\* Total includes the following eliminations:

FY2012

Net sales: -434.1 billion yen, Operating income: 0.8 billion yen

FY2013

Net sales: -660.0 billion yen, Operating loss: -55 billion yen

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