

# FY2010 First Nine Months and Third Quarter 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 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 consolidated totals for the first 9 months of fiscal year 2010, unless otherwise indicated.
- The company changed the structure of its internal organization at the beginning of FY2010.
   Prior-period data relating to the consolidated segment information has been reclassified to conform with the current classification.
- \* The Mobile Phone business is classified as discontinued in the consolidated accounts, in accordance with ASC No. 205-20, "Presentation of Financial Statements Discontinued Operations". Its results are not incorporated into net sales, operating income (loss) or income (loss) from continuing operations, before income taxes and noncontrolling interests in the consolidated results. Prior-period data relating to the discontinued operations has been reclassified to conform with the current classification accordingly.



#### **Key Points of First 9 Months, FY2010**

Net sales increased despite foreign exchange impacts, as LCD TVs, PCs and Semiconductors all recorded higher sales, supported by growth in emerging markets and economic stimulus measures, mainly in Japan.

➤ Net Sales: 4,669.6 billion yen (YoY\*: +209.6 billion yen, +4.7%)

- Operating income for the first 9 months was the best ever.
  - Operating Income: 142.3 billion yen (YoY: +125.7 billion yen)
  - Income before income taxes and noncontrolling

interests: 88.0 billion yen (YoY: +129.3 billion yen)

- ➤ Net income: 40.2 billion yen (YoY: +108.5 billion yen)
  - Operating income in the black in all four segments: Digital Products, Electronic Devices, Social Infrastructure and Home Appliances
- Interest-bearing debt declined significantly on a year-onyear basis.
  - Interest-bearing debt: 1,187.2 billion yen (YoY: -203.8 billion yen)
  - > D/E Ratio: 153% (YoY: -36%)

\* YoY: year-on-year comparison



#### FY2010 First 9 Months, Year-on-Year

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

	FY10/ 1-3Q	FY09/ 1-3Q	Difference vs. FY09/1-3Q
Net sales	4,669.6	4,460.0	209.6
Operating income (loss)	142.3	16.6	125.7
%	3.0%	0.4%	2.6%
Income (loss) from continuing operations, before income taxes and noncontrolling interests	88.0	-41.3	129.3
%	1.9%	-0.9%	2.8%
Net income (loss)*	40.2	-68.3	108.5
%	0.9%	-1.5%	2.4%
Earnings (losses) per share attributable to shareholders of the Company**	¥9.49	-¥17.36	¥26.85

<sup>\* &</sup>quot;Net income (loss)" refers to Net income (loss) attributable to shareholders of the Company hereinafter.

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



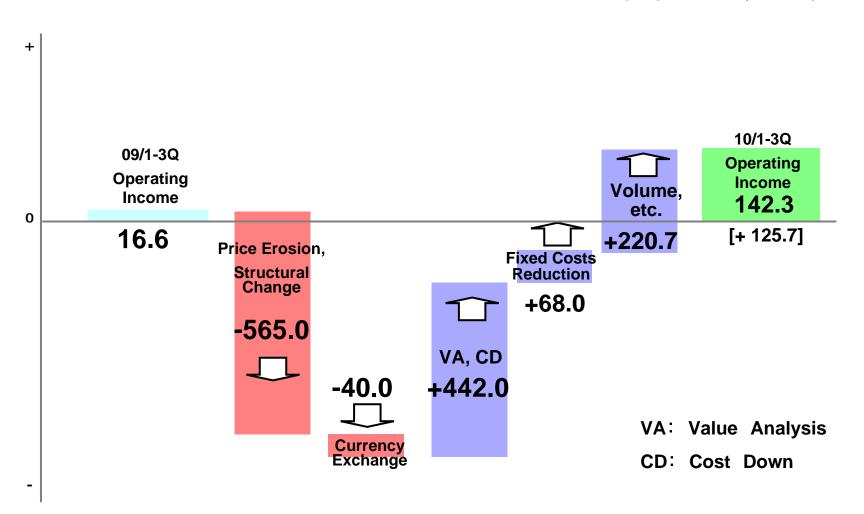
#### FY2010 First 9 Months by Segment, Year-on-Year

Not Color	FY10/	FY09/	Difference	
Net Sales	1-3Q	1-3Q	vs. FY09/1-3Q	
Digital Products	1,817.6	1,651.4	166.2	
Electronic Devices	1,007.1	925.9	81.2	
Social Infrastructure	1,495.2	1,556.9	-61.7	
Home Appliances	446.3	427.5	18.8	
Others	263.5	248.3	15.2	
Total	4,669.6	4,460.0	209.6	

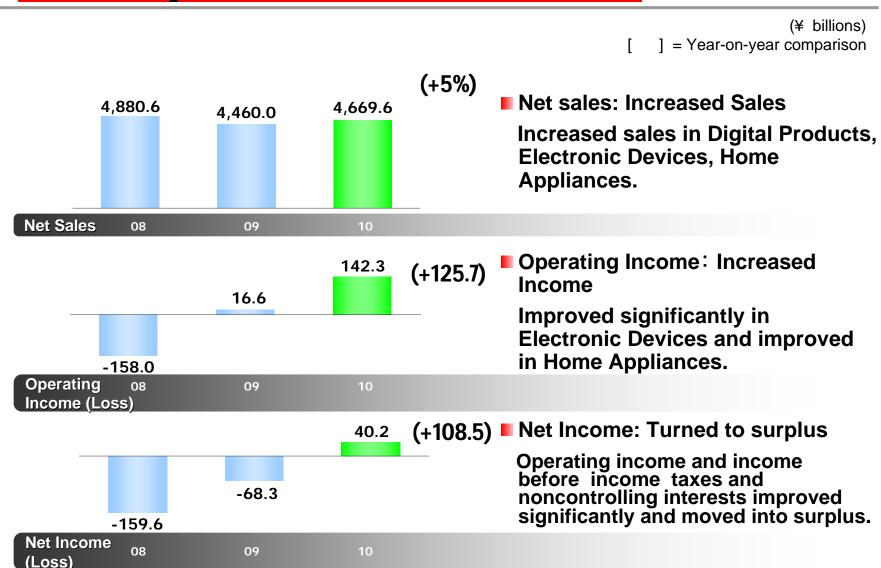
Operating Income (Leas)	FY10/	FY09/	Difference	
Operating Income (Loss)	1-3Q	1-3Q	vs. FY09/1-3Q	
Digital Products	14.5	17.5	-3.0	
%	0.8%	1.1%	-0.3%	
Electronic Devices	82.7	-41.9	124.6	
%	8.2%	-4.5%	12.7%	
Social Infrastructure	46.4	55.9	-9.5	
%	3.1%	3.6%	-0.5%	
Home Appliances	4.1	-8.7	12.8	
%	0.9%	-2.0%	2.9%	
Others	-6.5	-5.4	-1.1	
%	-2.5%	-2.2%	-0.3%	
Total	142.3	16.6	125.7	
%	3.0%	0.4%	2.6%	

#### Operating Income (Loss), FY2009 and FY2010, First 9 Months

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

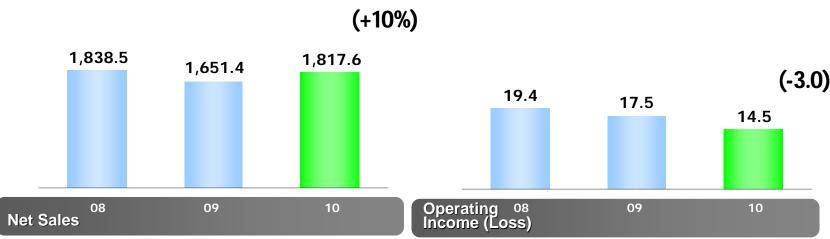


#### Overview, FY2010 First 9 Months Results



#### **Digital Products, FY2010 First 9 Months**

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



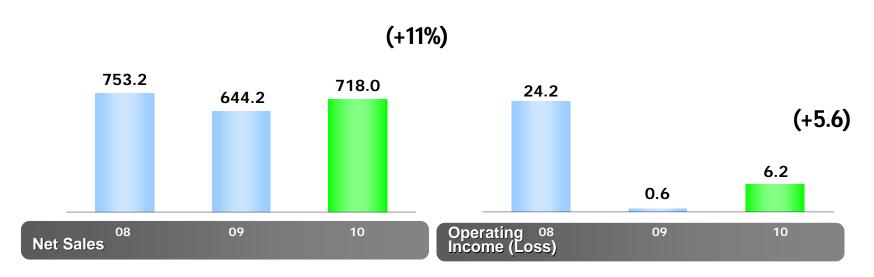
- ■Overall net sales increased due to growth in LCD TVs and PC business.
- ■LCD TVs, PCs, Retail Information Systems and Office Equipment recorded increases, but price declines in Storage Products (HDD and ODD) resulted in lower segment operating income.
- Operating income in LCD TVs was buoyed by Japan's eco-points program.

<sup>\*</sup>Prior-period data relating to the discontinued operations has been reclassified to conform with the current classification.



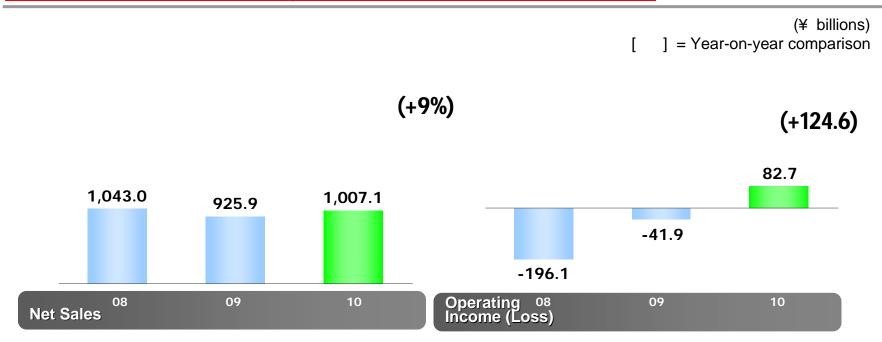
#### PC Business, FY2010 First 9 Months

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



■Increased sales mainly in the United States, Japan, and Asia. ■Operating income increased, as a rising sales trend seen in the first half continued, reinforcing procurement and price down of materials.

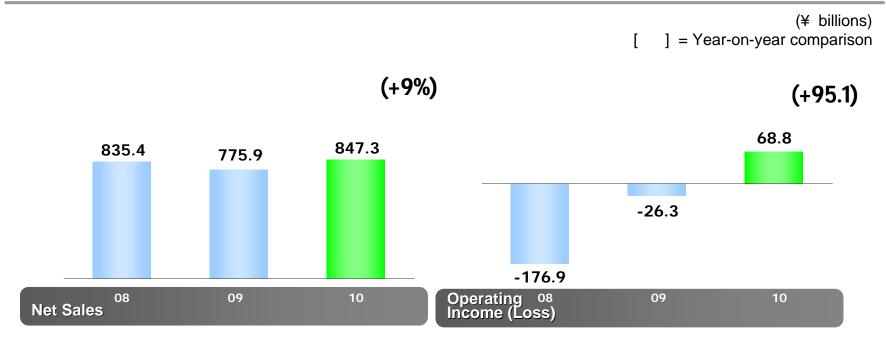
#### **Electronic Devices, FY2010 First 9 Months**



Increased sales as
Memories and the LCD
business saw buoyant
performances thanks to
growing demand for
mobile products, etc.

■ Achieved significant operating income on strong performances in the key areas of Semiconductors and LCDs, combined with cost reductions.

#### Semiconductor Business, FY2010 First 9 Months



- ■Net sales increased as NAND flash memory increased significantly on strong demand for mobile products and SSD, etc., and Discretes saw a healthy performance.
- ■Performance improved significantly, mainly on increased sales of NAND flash memory, and cost reduction effect, etc.

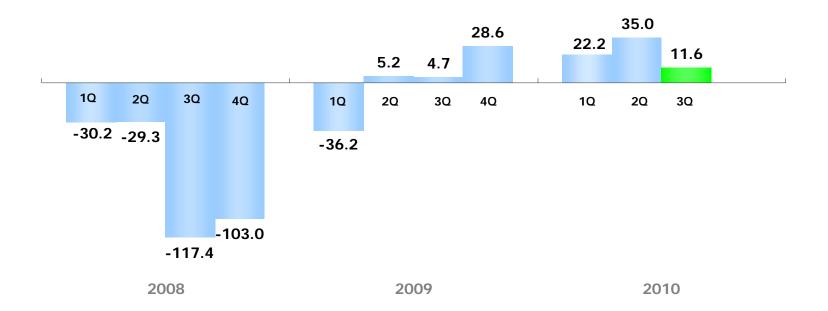
#### Semiconductor Business Results Breakdown

Net Sales	FY10/1-3Q	FY09/1-3Q	vs. FY09/1-3Q
Discrete	148.6	141.6	7.0
System LSI	253.5	258.1	-4.6
Memory	445.2	376.2	69.0
Semiconductor Total	847.3	775.9	71.4

Operating Income (Loss)	FY10/1-3Q	FY09/1-3Q	vs. FY09/1-3Q
Semiconductor Total	68.8	-26.3	95.1
%	8.1%	-3.4%	11.5%

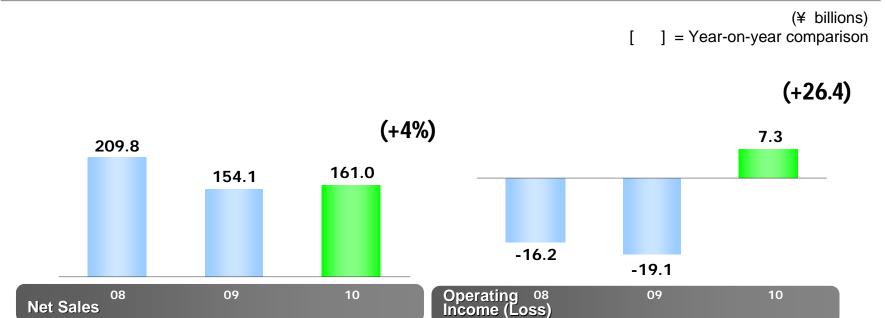
#### **Semiconductor Business**

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





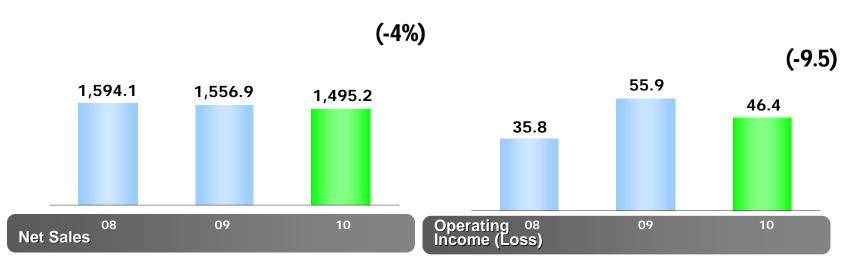
#### LCD Business, FY2010 First 9 Months



- Increased sales, mainly on increased demand for mobile products.
- ■The LCD business improved significantly on restructuring that restored financial health, on increased demand and success in cost cutting, and generated a profit.

#### Social Infrastructure, FY2010 First 9 Months

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

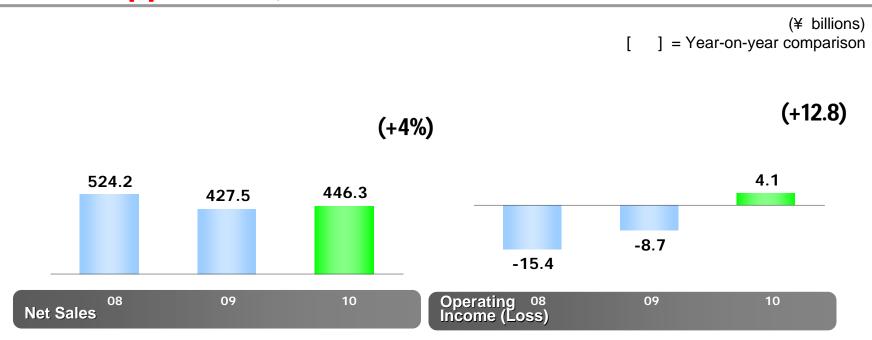


■The Nuclear and Transportation businesses recorded firm performances; however, Power Systems & Industrial Systems, and Solutions felt the impact of order declines in a sluggish economy in FY2009, and overall sales segment decreased.

Overall operating income saw a steady performance, though Power Systems & Industrial Systems and Solutions saw declines in operating income led by lower sales.



#### Home Appliances, FY2010 First 9 Months



- ■Overall segment sales increased on buoyant sales of White Goods and home air-conditioners, due to continued effect of Japan's eco-points program.
- ■Overall segment turned into surplus, due to increased sales of White Goods and the effect of structural reforms, etc.

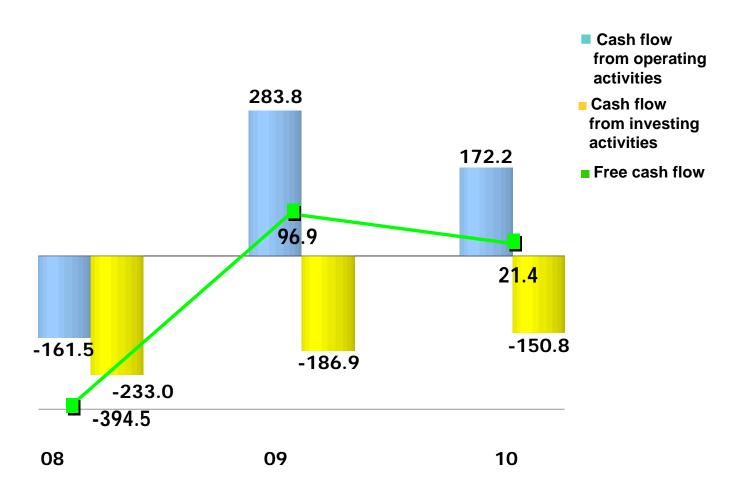
#### Non-Operating Income (Loss) and Expenses

	FY10/1-3Q FY09/1-3Q		Difference
	F110/1-3Q	1 10 <i>3/</i> 1-34	vs. FY09/1-3Q
Loss from revaluation of securities	-0.6	-5.8	5.2
Loss on sales of fixed assets	-6.1	-17.9	11.8
Equity in earnings of affiliates	8.8	12.2	-3.4
Foreign exchange gain (loss)	-8.2	2.9	-11.1
Net financial loss	-18.5	-20.7	2.2
Others	-29.7	-28.6	-1.1
Total	-54.3	-57.9	3.6

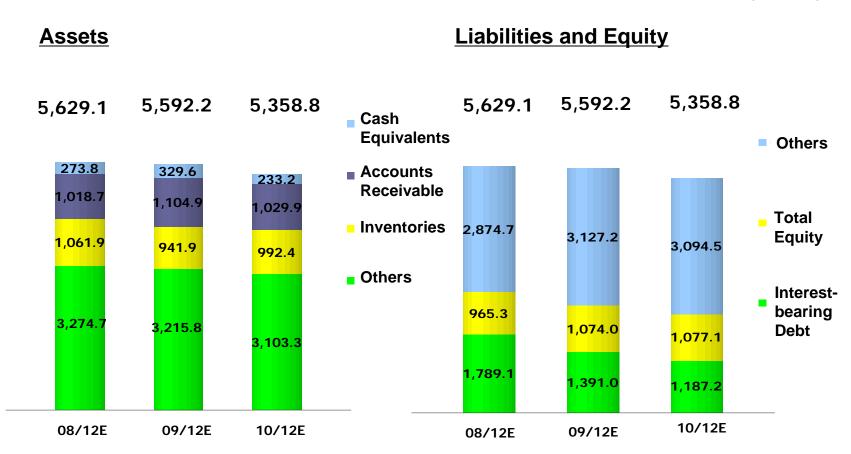
### Income Tax and Net Income (Loss) Attributable to Noncontrolling Interests

	FY10/1-3Q	FY09/1-3Q	<b>Difference</b> vs. FY09/1-3Q
Income (loss) from continuing operations, before income taxes and noncontrolling interests	88.0	-41.3	129.3
Income tax	-32.6	-16.4	-16.2
Income (loss) from discontinued operations, before noncontrolling interests	-7.6	-3.0	-4.6
Net income (loss) attributable to noncontrolling interests	-7.6	-7.6	0.0
Net income (loss)	40.2	-68.3	108.5

#### Cash Flows, FY2010 First 9 Months

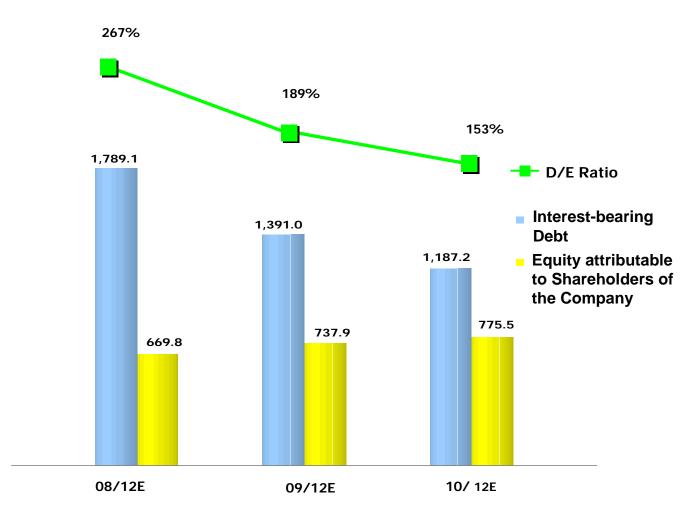


#### **Consolidated Balance Sheets**



#### **Total Equity**

	10/12E	10/3E	Difference (10/12E vs 10/3E)
Common Stock	439.9	439.9	0.0
Additional paid-in capital	400.9	447.7	-46.8
Retained earnings	453.8	375.4	78.4
Accumulated other comprehensive loss	-517.7	-464.3	-53.4
Treasury stock	-1.4	-1.3	-0.1
Equity attributable to shareholders of the Company	775.5	797.4	-21.9
Equity attributable to noncontrolling interests	301.6	330.2	-28.6
Total equity	1,077.1	1,127.6	-50.5
Equity attributable to shareholders of the Company / Total asset ratio	14.5%	14.6%	-0.1%



#### FY2010 3Q, Year-on-year

	FY10/3Q	FY09/3Q	Difference vs. FY09/3Q	
Net sales	1,588.5	1,563.3	25.2	
Operating income (loss)	37.5	14.5	23.0	
%	2.4%	0.9%	1.5%	
Income (loss) from continuing operations, before income taxes and noncontrolling interests	19.3	6.1	13.2	
%	1.2%	0.4%	0.8%	
Net income (loss)	12.4	-10.6	23.0	
%	0.8%	-0.7%	1.5%	

#### FY2010 3Q by Segment, Year-on-Year

Net Sales	FY10/3Q	FY09/3Q	Difference
Net Gales	1 1 10/3 %	1 103/30	vs. FY09/3Q
Digital Products	663.4	635.8	27.6
Electronic Devices	316.5	315.6	0.9
Social Infrastructure	480.8	503.6	-22.8
Home Appliances	151.6	142.6	9.0
Others	85.2	88.0	-2.8
Total	1,588.5	1,563.3	25.2

Operating Income (Loss)	EV10/30	<b>FY10/3Q</b> FY09/3Q	
Operating income (Loss)	F110/3Q		
Digital Products	2.7	6.9	-4.2
%	0.4%	1.1%	-0.7%
Electronic Devices	17.2	-6.6	23.8
%	5.5%	-2.1%	7.6%
Social Infrastructure	14.2	16.3	-2.1
%	3.0%	3.2%	-0.2%
Home Appliances	3.9	-1.2	5.1
%	2.6%	-0.8%	3.4%
Others	-0.7	-0.6	-0.1
%	-0.9%	-0.6%	-0.3%
Total	37.5	14.5	23.0
%	2.4%	0.9%	1.5%

#### **FY2010 Forecast, Overall**

	FY 2010 Forecast (As of Jan.31)	FY 2010 Forecast (As of May 7)	Difference	FY2009	Difference vs. FY2009
Net Sales	6,600.0	7,000.0	-400.0	6,291.2	308.8
Operating Income (loss)	250.0	250.0	0.0	125.2	124.8
%	3.8%	3.6%	0.2%	2.0%	1.8%
Income (loss) from continuing operations, before income taxes and noncontrolling interests	190.0	150.0	40.0	34.4	155.6
%	2.9%	2.1%	0.8%	0.5%	2.4%
Net Income (loss)	100.0	70.0	30.0	-19.7	119.7
%	1.5%	1.0%	0.5%	-0.3%	1.8%
Earnings (losses) per share attributable to shareholders of the Company	¥23.61	¥16.53	¥7.08	-¥4.93	¥28.54



<sup>\*</sup> Please note that these figures do not include anticipated results from foreseeable changes on tax rates upon enactment of new Tax Act under Japanese Basic Idea for FY 2011 Tax Reform.

#### **FY2010 Forecast by Segment**

Net Sales	FY 2010 Forecast (As of Jan.31)	FY 2010 Forecast (As of May 7)	Difference	FY2009	Difference vs. 2009
Digital Products	2,400.0	2,630.0	-230.0	2,263.2	136.8
Electronic Devices	1,370.0	1,380.0	-10.0	1,270.0	100.0
Social Infrastructure	2,320.0	2,560.0	-240.0	2,319.0	1.0
Home Appliances	610.0	600.0	10.0	579.8	30.2
Others	360.0	370.0	-10.0	345.6	14.4
Total	6,600.0	7,000.0	-400.0	6,291.2	308.8

Operating Income (Loss)	FY2010 Forecast (As of Jan.31)	FY 2010 Forecast (As of May 7)	Difference	FY2009	Difference vs. 2009
Digital Products	20.0	30.0	-10.0	21.3	-1.3
%	0.8%	1.1%	-0.3%	0.9%	-0.1%
Electronic Devices	90.0	90.0	0.0	-20.4	110.4
%	6.6%	6.5%	0.1%	-1.6%	8.2%
Social Infrastructure	140.0	150.0	-10.0	137.2	2.8
%	6.0%	5.9%	0.1%	5.9%	0.1%
Home Appliances	5.0	3.0	2.0	-5.4	10.4
%	0.8%	0.5%	0.3%	-0.9%	1.7%
Others	-5.0	-18.0	13.0	-7.7	2.7
%	-1.4%	-4.9%	3.5%	-2.2%	0.8%
Total	250.0	250.0	0.0	125.2	124.8
%	3.8%	3.6%	0.2%	2.0%	1.8%

## **TOSHIBA**Leading Innovation >>>

