

# **TOSHIBA**

Leading Innovation >>>

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# FY2014 First Six Months and Second Quarter Consolidated Business Results

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**TOSHIBA CORPORATION**

**October 30, 2014**

# Forward-looking Statements

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- This presentation contains forward-looking statements concerning future plans, strategies and performance of Toshiba Group.
- These forward-looking statements are not historical facts, rather they are based on management's assumptions and beliefs in light of the economic, financial and other data currently available.
- Since Toshiba Group is promoting business under various market environments in many countries and regions, they are subject to a number of their 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 readers that actual results might differ materially from our expectations.
- Toshiba's fiscal year (FY) runs from April 1 to March 31. 1H refers to the first six months (April-September), 2H refers to the latter six months (October-March), 1Q refers to the first quarter (April-June), 2Q refers to the second quarter (July-September).3Q refers to the third quarter (October-December), and 4Q refers to the fourth quarter (January-March).
- All figures are consolidated totals for the first 6 months of fiscal year 2014, unless otherwise stated.
- Prior-period performance on consolidated segment information has been reclassified to conform with the current classification.
- The optical disc drive (ODD) business is classified as a discontinued operation in accordance with the Accounting Standards Classification (ASC) 205-20 "Presentation of Financial Statements – Discontinued Operations". The results of the ODD business have been excluded from net sales, operating income (loss), and income (loss) from continuing operations, before income taxes and noncontrolling interests. Net income of Toshiba Group is calculated by reflecting the ODD business results to income (loss) from continuing operations, before income taxes and noncontrolling interests. Results of the past fiscal years and figures announced at the beginning of the fiscal period have been revised to reflect this change.
- Until FY2013, some of advanced R&D expenses and headquarters administrative overhead expenses were allocated to all segments. Starting in FY2014, part of these expenses is classified into corporate expenses without being allocated to the segments. Results of the past fiscal years have been revised to reflect this change.

# Key Points of First 6 Months of FY2014

- **Net sales:** Toshiba Group recorded higher sales than in the year-earlier period, primarily due to growth in the Energy & Infrastructure and Community Solutions segments.

**Net Sales:** 3,108.4 billion yen (YoY: +107.7 billion yen)

- The Energy & Infrastructure segment sales were approx. 17% higher due to increase across all of its businesses. The Community Solutions segment also saw higher sales.

- **Income (loss):** Both operating and net incomes were higher than forecast and recorded YoY increases.

**Operating income:** 115.1 billion yen (YoY: +8.2 billion yen)

**Income before income taxes  
and noncontrolling interest:**

67.3 billion yen (YoY: +13.8 billion yen)

**Net income:**

30.8 billion yen (YoY: +9.3 billion yen)

- The three pillars of Toshiba's businesses; Energy, Data Storage and Healthcare, recorded a combined operating income of 159.1 billion yen and a return on sales (ROS) of over 6%. Toshiba Group as a whole recorded its third ever highest operating income for a first six-month period, surpassed only by FY1989 and FY1990, despite structural reform cost of 20 billion yen recorded to forestall a downturn in the PC business.
- Net income also increased YoY, reflecting improved financial income (loss) due to conversion of subordinated bond and a positive effect of light asset management.

- **The debt-to-equity ratio was 123%, a YoY improvement of 15 points**

# FY2014 First 6 Months Overall, Year-on-Year

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

	FY14/1H	FY13/1H	Forecast (as of Sept. 18)	Difference	
				vs. FY13/1H	vs. Forecast
Net Sales	3,108.4	3,000.7	3,100.0	107.7	8.4
Operating Income (loss)	115.1	106.9	110.0	8.2	5.1
%	3.7%	3.6%	3.5%	0.1%	0.2%
Income (loss) before income taxes and noncontrolling interests	67.3	53.5	60.0	13.8	7.3
%	2.2%	1.8%	1.9%	0.4%	0.3%
Net Income (loss)	30.8	21.5	24.0	9.3	6.8
%	1.0%	0.7%	0.8%	0.3%	0.2%
Earnings (losses) per share attributable to shareholders of the Company	¥7.29	¥5.08	¥5.67	¥2.21	¥1.62

\* “Net income (loss)” refers to Net income (loss) attributable to shareholders of the Company hereinafter.

\*\* “the Company” refers to Toshiba Corporation hereinafter.

# FY2014 First 6 Months by Segment, Year-on-Year

(Yen in billions)

Net Sales	FY14/1H	FY13/1H	Base for Forecast (as of Sept. 18)	Difference	
				vs. FY13/1H	vs. Forecast
Energy & Infrastructure	915.8	783.1	900.0	132.7	15.8
Community Solutions	645.7	599.8	630.0	45.9	15.7
Healthcare Systems & Services	185.6	185.8	190.0	-0.2	-4.4
Electronic Devices & Components	832.9	852.6	840.0	-19.7	-7.1
Lifestyle Products & Services	582.2	611.4	580.0	-29.2	2.2
Others	254.4	237.0	260.0	17.4	-5.6
<b>Total</b>	<b>3,108.4</b>	<b>3,000.7</b>	<b>3,100.0</b>	<b>107.7</b>	<b>8.4</b>

Operating Income (loss)	FY14/1H	FY13/1H	Base for Forecast (as of Sept. 18)	Difference	
				vs. FY13/1H	vs. Forecast
Energy & Infrastructure	30.1	15.6	26.5	14.5	3.6
%	3.3%	2.0%	2.9%	1.3%	0.4%
Community Solutions	15.8	9.3	14.5	6.5	1.3
%	2.4%	1.5%	2.3%	0.9%	0.1%
Healthcare Systems & Services	6.5	10.6	5.5	-4.1	1.0
%	3.5%	5.7%	2.9%	-2.2%	0.6%
Electronic Devices & Components	106.7	117.4	105.0	-10.7	1.7
%	12.8%	13.8%	12.5%	-1.0%	0.3%
Lifestyle Products & Services	-29.3	-35.2	-29.0	5.9	-0.3
%	-5.0%	-5.8%	-5.0%	0.8%	0.0%
Others	2.3	6.4	1.5	-4.1	0.8
%	0.9%	2.7%	0.6%	-1.8%	0.3%
<b>Total</b>	<b>115.1</b>	<b>106.9</b>	<b>110.0</b>	<b>8.2</b>	<b>5.1</b>
%	<b>3.7%</b>	<b>3.6%</b>	<b>3.5%</b>	<b>0.1%</b>	<b>0.2%</b>

\* "Total" figures include corporate expenses and eliminations.

\* Results of FY2013 have been reclassified to reflect a change in the calculation of segment-by-segment operating income (loss).

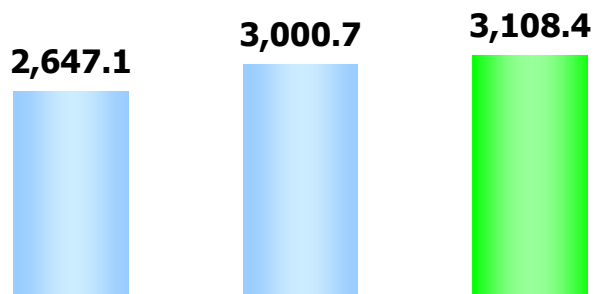
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FY2014 First Six Months and the Second Quarter  
Consolidated Business Results

# Overview, FY2014 First 6 Months Results

(Yen in billions)

[ ] = Year-on-year comparison



**[+4%]**

## Higher sales

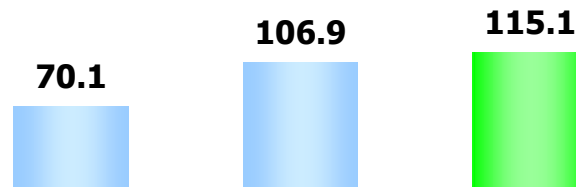
Toshiba Group as a whole saw higher sales, due to sales increases in the Energy & Infrastructure and Community Solutions segments.

Net Sales

12

13

14



**[+8.2]**

## Higher operating income

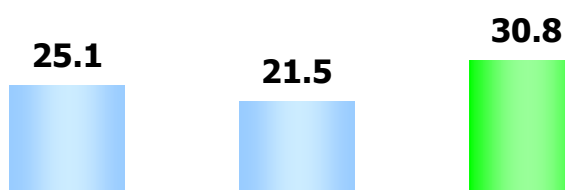
Higher operating income reflected good performances in the Energy & Infrastructure and Community Solutions segments and an improvement in the Lifestyle Products & Services segment.

Operating income (loss)

12

13

14



**[+9.3]**

## Higher net income

Net income increased on higher operating income and an improvement in the financial income (loss) due to the conversion of subordinated bond.

Net Income (loss)

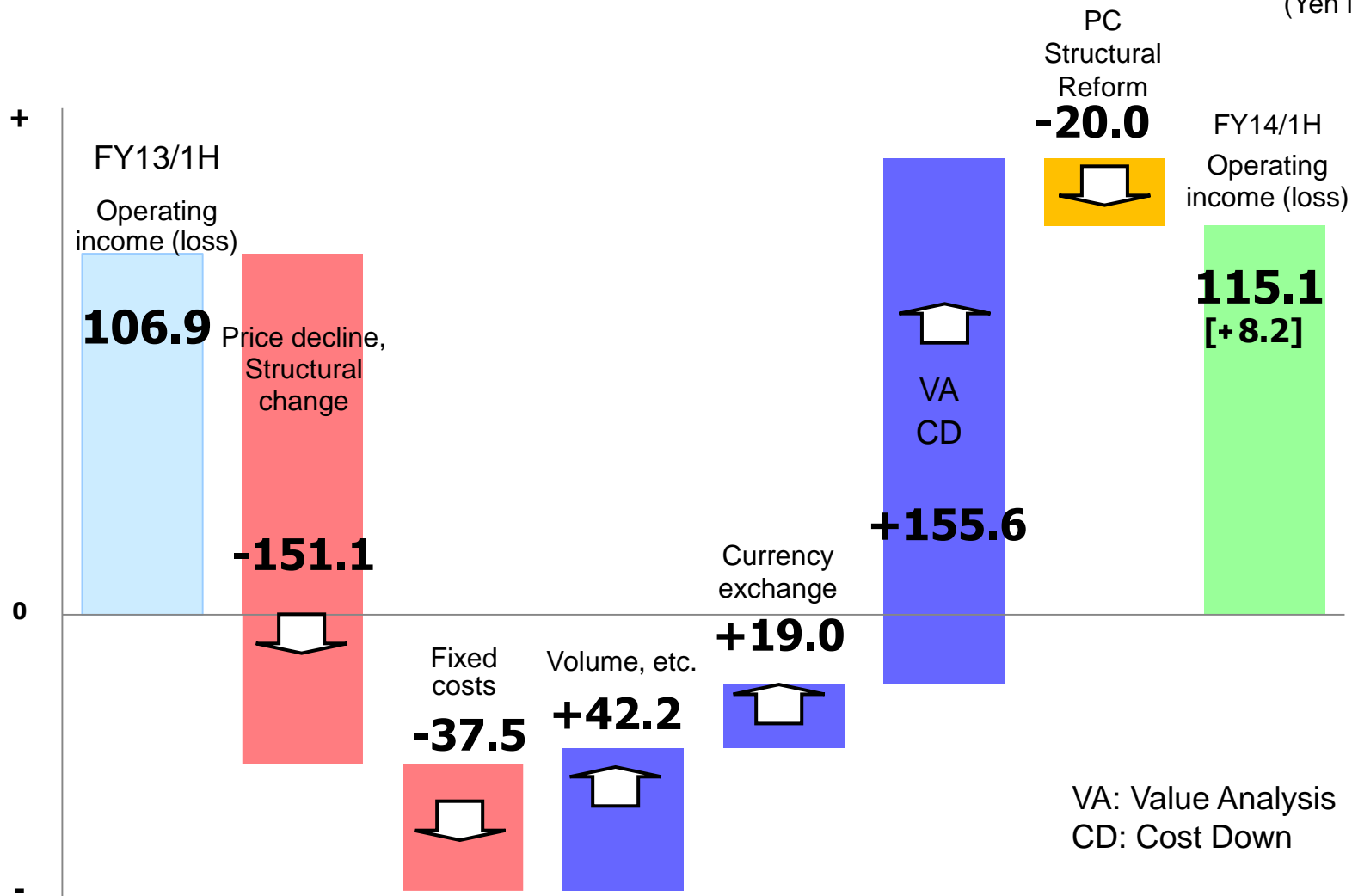
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13

14

# Operating Income (Loss) Analysis, FY2014 First 6 Months

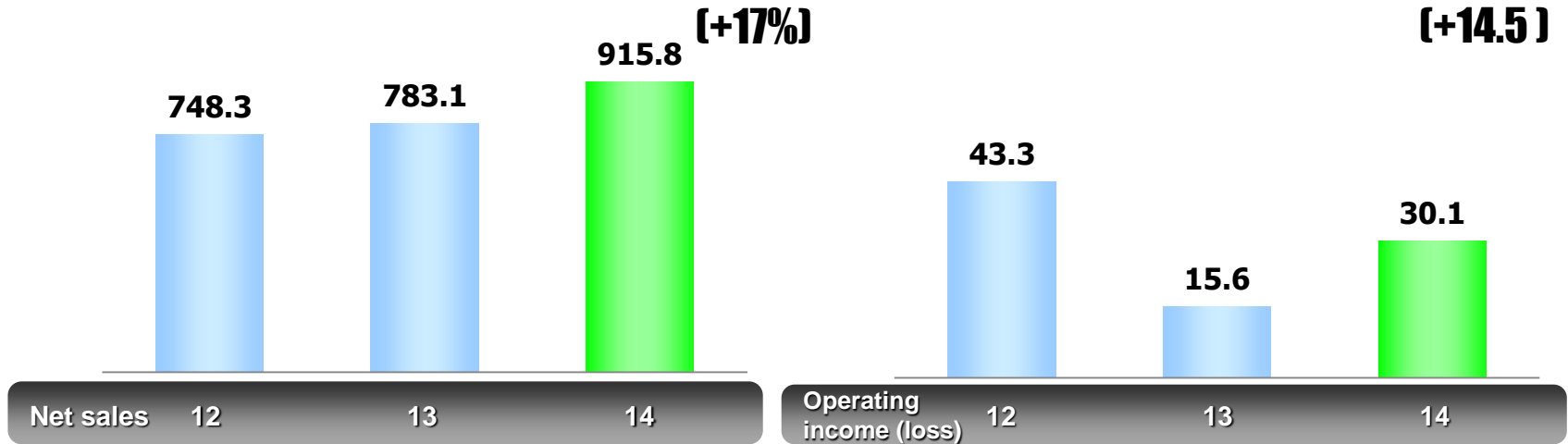
(Yen in billions)



# Energy & Infrastructure, FY2014 First 6 Months

(Yen in billions)

[ ] = Year-on-year comparison



■ The segment as a whole saw significant sales increase by approx. 17% against the year-earlier period, reflecting higher sales in the Nuclear Power Systems and Thermal & Hydro Power Systems businesses, and good performances in the Solar Photovoltaic Systems and overseas Railway Systems businesses. Landis+Gyr also saw higher sales, due to large projects in North America.

■ Operating income increased by approx. two times from the year-earlier period, as the result of higher operating income in the overseas nuclear fuel and service sectors and significant increase in operating income in the overseas Railway Systems business. The Solar Photovoltaic Systems business and Landis+Gyr also saw good performances.



# Energy & Infrastructure: Main Projects in 2Q

## ■ Major Topics (● Overseas ■ Japan)

- Established an engineering JV in Singapore to supply railroad propulsion systems.
- Concluded a memorandum of understanding with Ethiopian Electric Power on geothermal power generation
- Achieved cumulative shipments of 50,000 units of the Ene-Farm home fuel cell

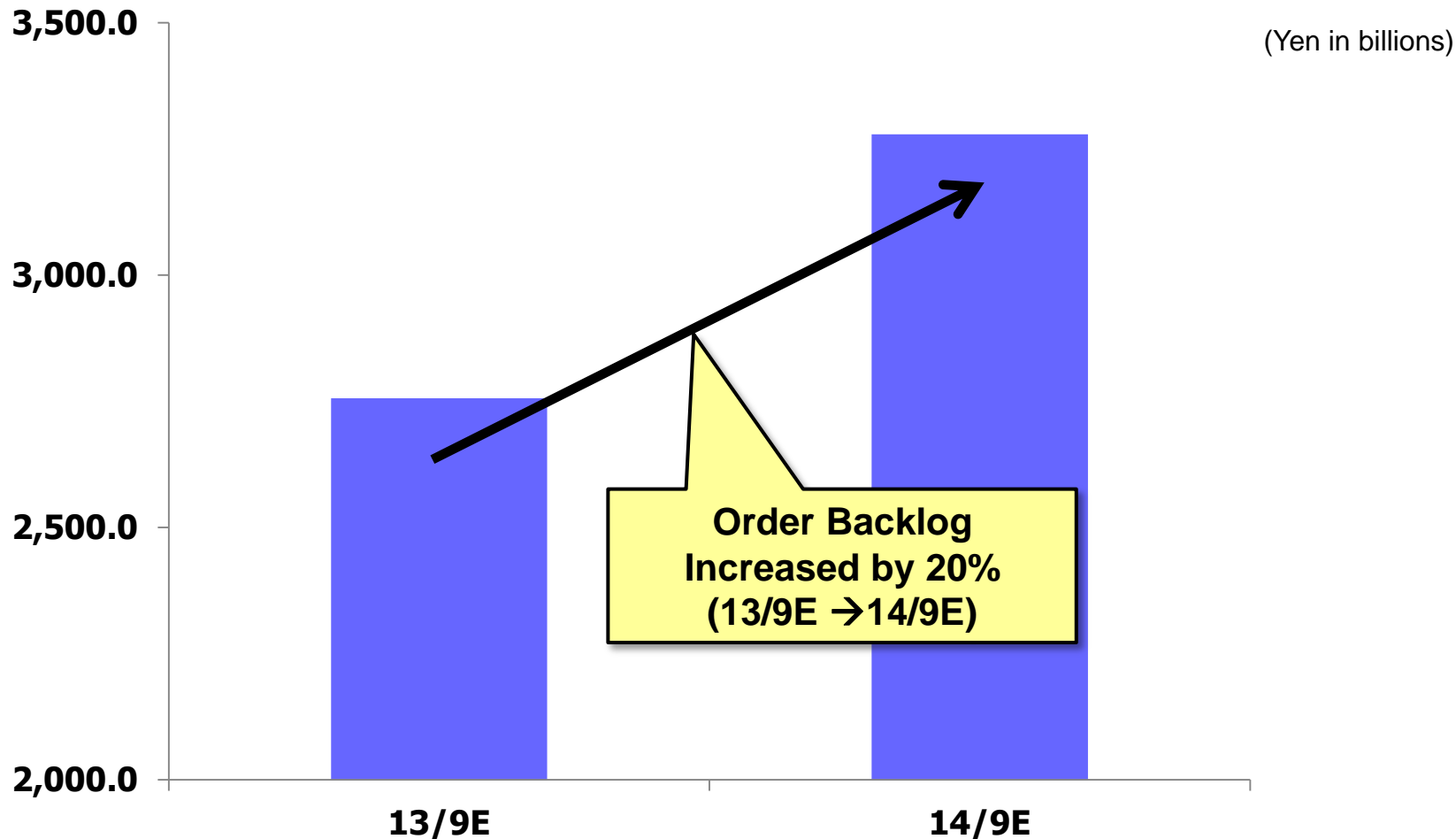
## ■ Orders received (● Overseas ■ Japan)

- Selected to provide replacement nuclear fuel deliveries for Oskarshamn Nuclear Power Plant in Sweden
- Received an order to supply two 1,000MW ultra-super-critical steam turbines and generators for Jimah Coal-Fired Power Generation Project in Malaysia
- Received an order to supply two 600MW super-critical steam turbines and generators for Vinh Tan 4 Thermal Power Plant in Vietnam
- Awarded a contract to supply three 60MW geothermal steam turbines and generators for Sarulla Geothermal Power Plant in Indonesia
- Received an order of smart power meters and other systems from ERDF, a French national electricity distributor
- Received an order of smart power meters from Light S.A., a Brazilian utility
- Delivered train propulsion systems incorporating PMSM\* and SiC diode to Ginza Line of Tokyo Metro
- Delivered train propulsion systems incorporating a dysprosium-free PMSM and a VVVF traction inverter to Kyushu Railway Company for its new rail vehicles

\* PMSM: Permanent Magnet Synchronous Motor

# Energy & Infrastructure Business, Order Backlog

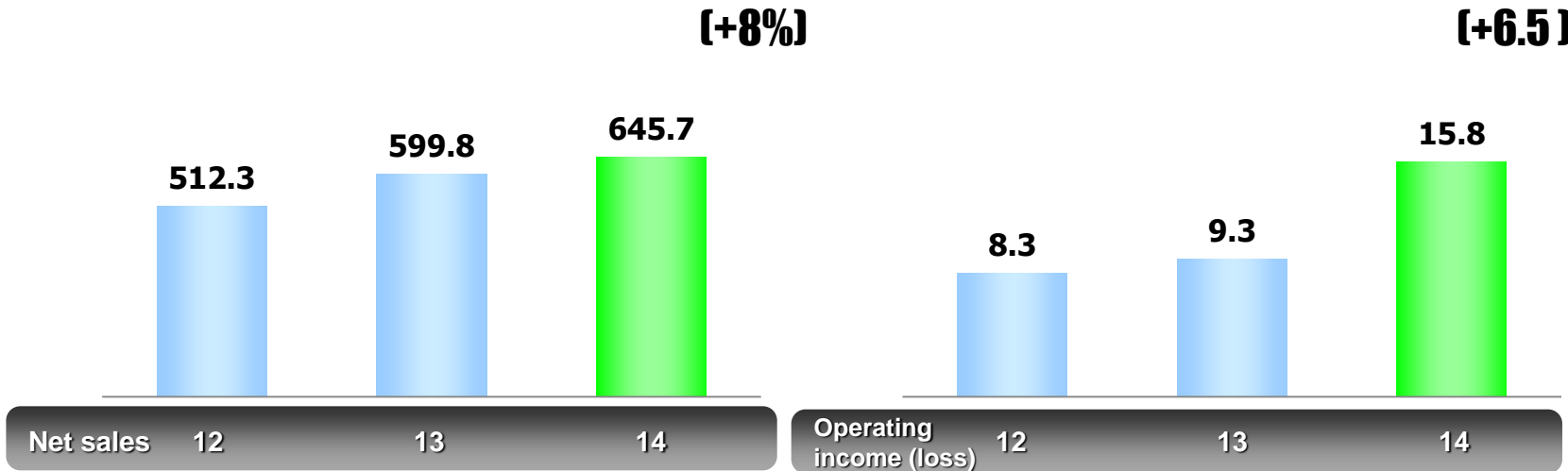
\* Power Systems Company and Transmission & Distribution Systems Business  
(Solar Photovoltaic Power Systems are excluded.)



# Community Solutions, FY2014 First 6 Months

(Yen in billions)

[ ] = Year-on-year comparison



■ The segment as a whole saw higher sales, reflecting good performance in building solutions including the Elevator and Commercial Air-Conditioners business, and increased sales in overseas business. The sales of Solar Photovoltaic Systems business for municipalities remained firm, and Toshiba TEC also saw higher sales.

■ The segment as a whole saw higher operating income, reflecting overseas sales increase in the Commercial Air-Conditioners business and Toshiba TEC. The Elevator and Building Systems business and Solar Photovoltaic Systems business for municipalities also remained firm.

# Community Solutions: Main Projects in 2Q

## ■ Major Topics (● Overseas ■ Japan)

- Subsidized a distributor in Thailand to strengthen the global elevator service business
- Participated in the Yokohama Smart City Project (YSCP) demonstration experiment in summertime demand response (DR) in the retail electricity market
- Delivered LED lights to Phoenix Hall of Byodoin Temple

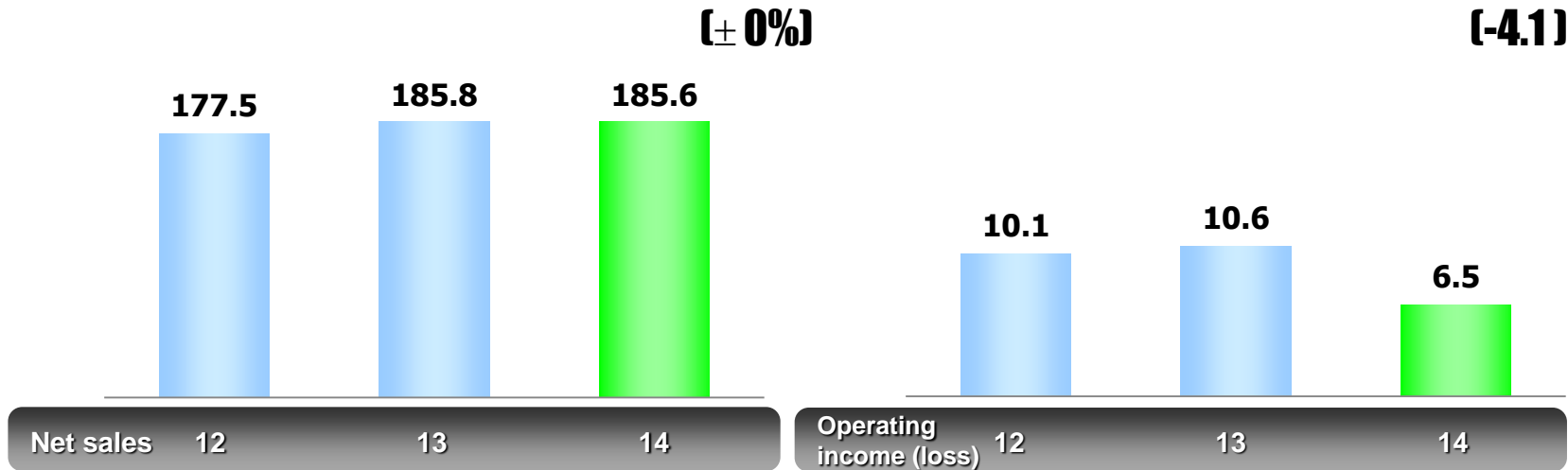
## ■ New products and orders received (● Overseas ■ Japan)

- Received orders to supply over 100 elevators and escalators for a large commercial complex in China
- Received an order to supply elevators for a high-rise complex building in UAE
- Received an order to supply air-conditioning facilities for government buildings in Oman
- Received an order to supply air-conditioning facilities for a large condominium in India
- Received an order to supply LED road lighting in Mexico
- Received an order for omnichannel solutions from a major U.S. retailer (Toshiba TEC)
- Commercialized a smart-meter-ready home energy management system (HEMS)
- Received an order to supply refrigerator-freezer containers from a home delivery company
- Released new highly energy-efficient heat recovery heat pumps and commercial air-conditioners

# Healthcare Systems & Services, FY2014 First 6 Months

(Yen in billions)

[ ] = Year-on-year comparison



■ Sales remained the same level as in the year-earlier period. While the segment was affected by a downturn, especially in the first quarter, following a last-minute rise in demand in the previous fiscal year prior to the increase of the consumption tax in Japan, and the impact of U.S. and Europe policies to curb total spending medical care, the sales, especially of equipment, in emerging economies increased.

■ The segment as a whole saw lower operating income by lower equipment sales in the first quarter, and by increase in R&D expenditures to develop next-generation diagnostic imaging systems and to strengthen and expand new business areas, while the service business remained solid in Japan and overseas.

# Healthcare Systems & Services: Main Projects in 2Q

## ■ Major Topics (◆ Diagnosis and Treatment ❖ New Business)

- ◆ ❖ Launched Healthcare Systems & Services Company, an in-house company, on July 1, in order to accelerate the expansion of the healthcare business by combining various technologies from across Toshiba Group
- ◆ Started joint research with U.S. Johns Hopkins University on cancer therapy assistance technology using Big Data.
- ◆ Participated in a joint academy-industry-government research project to develop next-generation cancer diagnosis systems
- ◆ Concluded a strategic alliance with Elekta for sales and maintenance of the Elekta AB linear accelerator (linac) radiotherapy systems.
- ❖ Started vegetable production at the Toshiba Clean Room Farm Yokosuka, a plant factory
- ❖ Tied up with Yamaman Co., Ltd. to provide elderly home care services

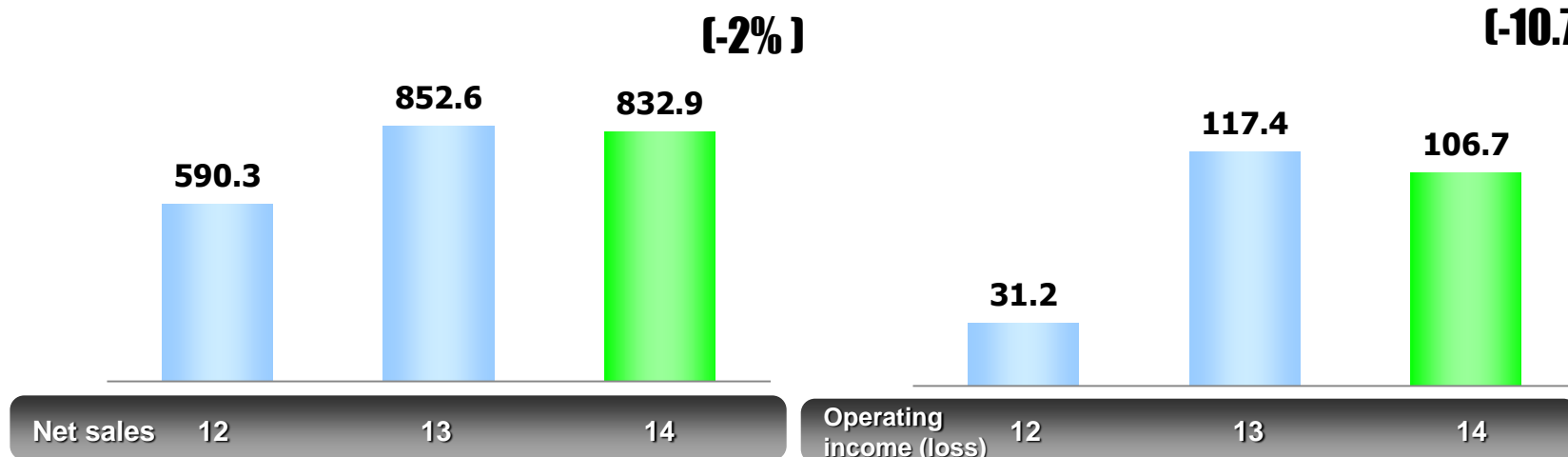
## ■ New products and orders received (◆ Diagnosis and Treatment ❖ New Business)

- ◆ Received an order to supply 280 ultrasonic diagnostic systems from the Ministry of Health of Turkey
- ◆ Began sales of Healthcare@Cloud, a cloud-based medical image archiving service
- ❖ Released Silmee™ Bar type, a wearable vital signs sensor module
- ❖ Released a wearable wristband fitness tracker that runs two weeks without recharging
- ❖ Began sales of social networking services for home care and nursing

# Electronic Devices & Components, FY2014 First 6 Months

(Yen in billions)

[ ] = Year-on-year comparison



■ The segment saw higher sales year-on-year for the second quarter. Memory prices were generally stable in the second quarter on brisk demand for memories for smartphones, and the Storage Products business also saw a good performance. The segment, however, saw slightly lower sales in 1H.

■ The segment recorded operating income of 70.1 billion yen in the second quarter, the highest ever record for a quarter, and operating incomes of over 100 billion yen for three consecutive six-month periods. For the second quarter, Memories achieved a higher return on sales (ROS) than the year-earlier period, reflecting brisk demand and the advance of fine process technologies, and all non-memory businesses also recorded positive operating income.

# Electronic Devices & Components: Main Projects in 2Q

## ■ Major Topics

- Began production in the second phase of No.5 semiconductor fabrication facility (Fab 5) in Yokkaichi Operations, marking a full-scale shift to a 15nm process
- Started construction of the new Fab 2 in Yokkaichi Operations, to secure space to convert the current 2D NAND capacity to 3D NAND

## ■ New products

- Released the world's smallest-class embedded NAND flash memory (e-MMC™) fabricated by using a 15nm process (announced in October)
- Proactively released new products, especially Discretes and System LSIs, for automotive, industrial and IoT\*1 applications to increase sales.
  1. Products for automotive and industrial applications
    - Various motor driver ICs, drawing on Toshiba's unique control technologies
    - Expanded the line-up of ultra-small, thin photocouplers for industrial applications, to maintain the world's No. 1 market share
    - Released a 5TB\*2 HDD for surveillance camera applications
  2. Products for IoT applications
    - 20-megapixel CMOS image sensors for smartphone and tablet camera applications
    - Microcontrollers that allow single-chip smart metering and communication control
    - ICs for Bluetooth® Smart Communication Devices with NFC Tag function
    - Radio-frequency (RF) antenna switch ICs supporting 4G LTE-Advanced smartphone applications

\*1 IoT (Internet of Things): Interconnection of a very large number of devices, including not only information and communication devices but also a wide variety of devices as implied by the word "Things". IoT is expected to usher in automation in many fields such as remote control and automatic data transmission.

\*2 TB: terabytes (1,024 gigabytes = Approx. 1 trillion bytes)



# Semiconductor & Storage Products Business Results Breakdown

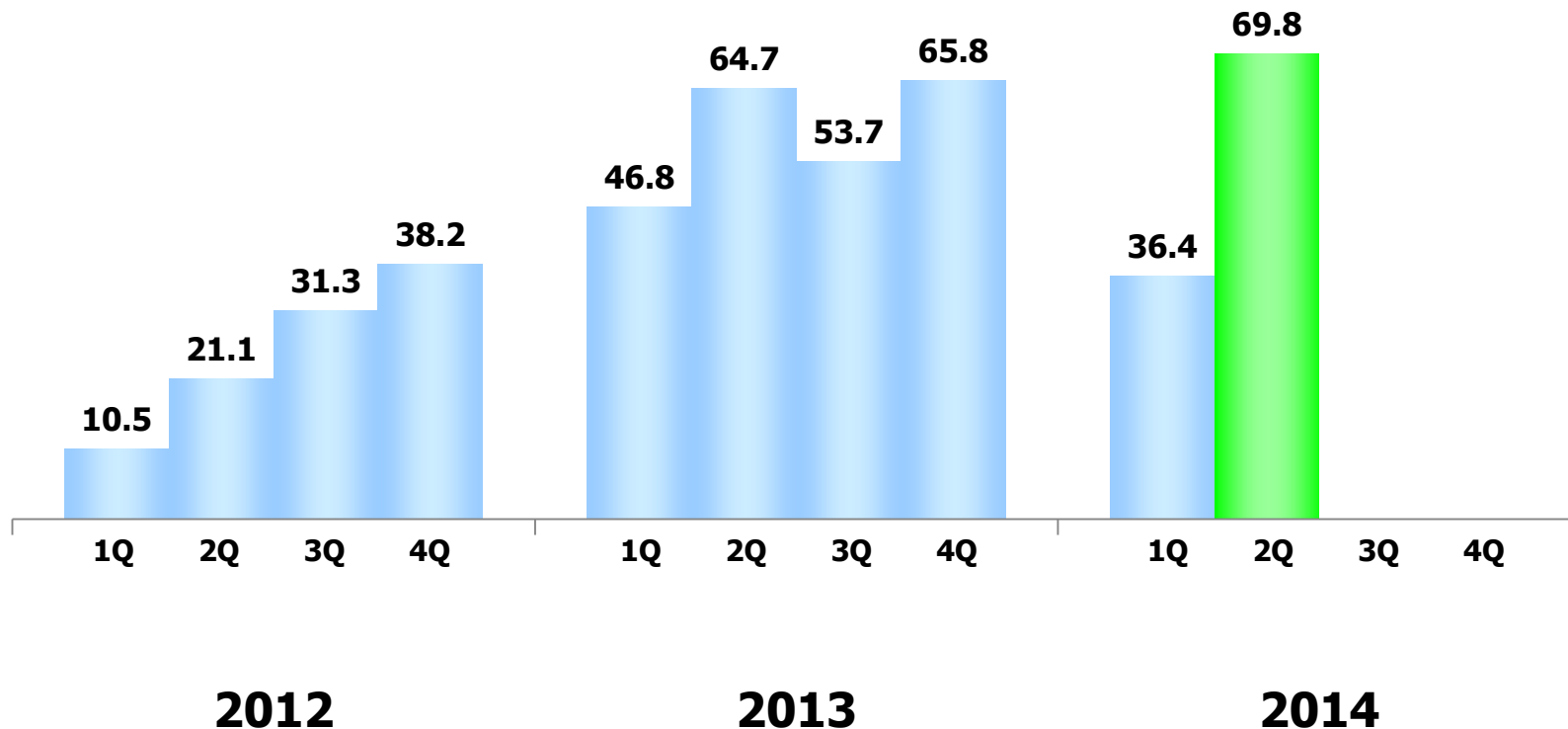
(Yen in billions)

Net Sales	FY14/1H	FY13/1H	Difference
			vs. FY13/1H
Discrete	78.4	77.0	1.4
System LSI	87.3	103.5	-16.2
Memory	401.3	434.5	-33.2
Semiconductor Total	567.0	615.0	-48.0
Storage Products	242.6	224.0	18.6

Operating Income (Loss)	FY14/1H	FY13/1H	Difference
			vs. FY13/1H
Semiconductor & Storage Products Total	106.2	111.5	-5.3

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

(Yen in billions)



# Lifestyle Products & Services

- The segment as a whole saw improved operating income YoY, despite an expenditure of 20 billion yen recorded for structural reform of the PC business.
  - Although the PC business maintained the momentum of positive operating income through the first and second quarter, an additional restructuring program was announced in September to secure stable and continuous profit.
  - The TV and Home Appliances businesses saw significant improvement in operating income due to the positive effects of restructuring and countermeasures to cope with yen depreciation.

Net Sales	FY14/1H	FY13/1H	Difference
			vs. FY13/1H
PC	332.3	332.3	0
TV	92.9	111.9	-19.0
Home Appliances	117.9	122.8	-4.9

(Yen in billions)

Operating Income (Loss)	FY14/1H	FY13/1H	Difference
			vs. FY13/1H
Lifestyle Products & Services Total	-29.3	-35.2	5.9

# Non-Operating Income (Loss) and Expenses

(Yen in billions)

	FY14/1H	FY13/1H	Difference
			vs FY13/1H
Net financial income (loss)	-9.4	-11.6	2.2
Foreign exchange income (loss)	11.5	4.6	6.9
Income (loss) on sales of fixed assets	*1 -10.0	-2.1	-7.9
Structural reform costs	*2 -21.0	-7.3	-13.7
Equity in earnings of affiliates	7.6	5.6	2.0
Gain (loss) on sales of securities	6.0	-10.9	16.9
Others	-32.5	-31.7	-0.8
Total	-47.8	-53.4	5.6

\*1 Including the cost of demolishing Fab 2 at Yokkaichi Operations

\*2 Implemented a TV and PC business restructuring plan earlier than planned

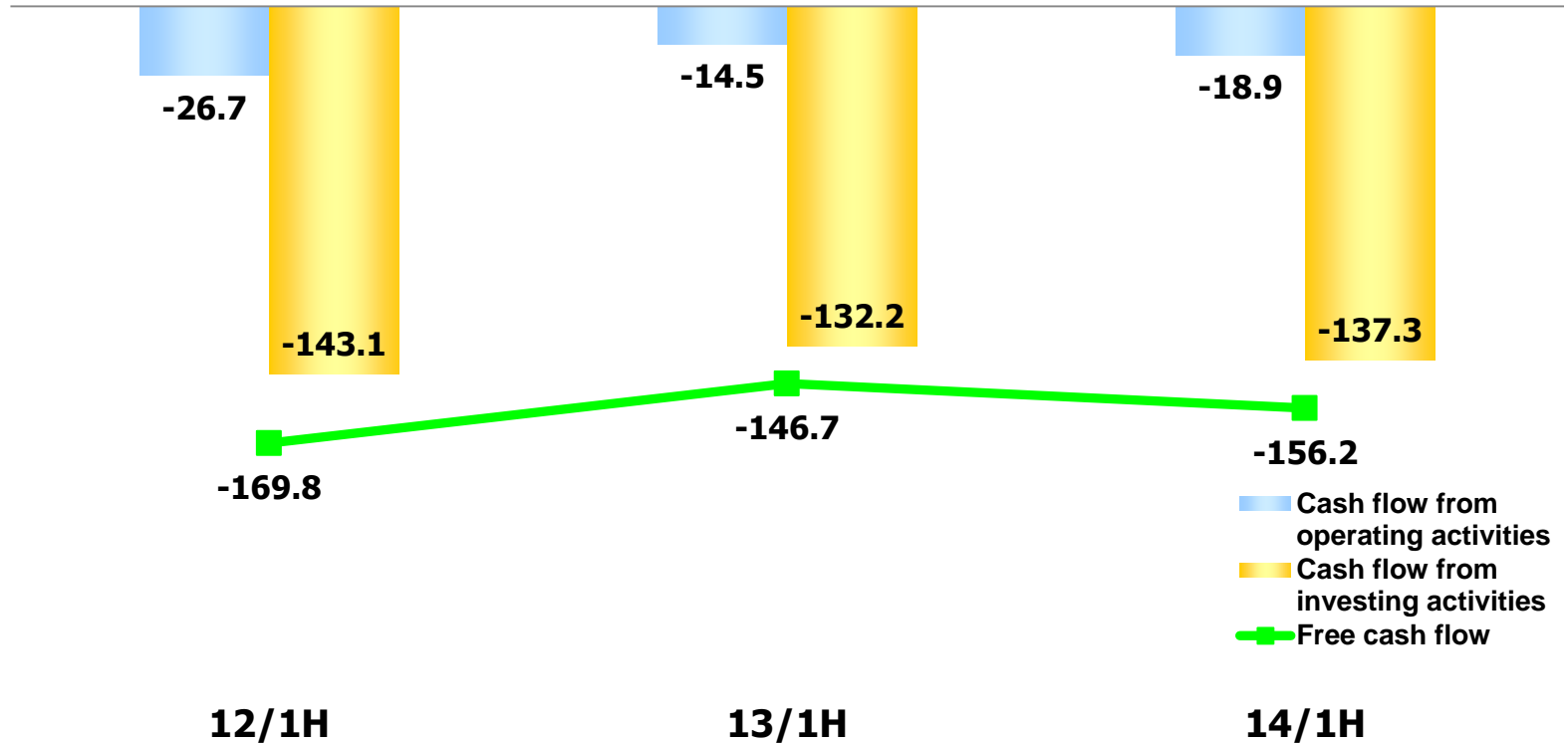
# Income Tax and Net Income (Loss) Attributable to Noncontrolling Interests

(Yen in billions)

	FY14/1H	FY13/1H	Difference
			vs FY13/1H
Income (loss) before income taxes and noncontrolling interests	67.3	53.5	13.8
Income tax	-26.9	-20.8	-6.1
Loss from discontinued operations	0	-1.6	1.6
Net income (loss) attributable to noncontrolling interests	-9.6	-9.6	0
Net income (loss)	30.8	21.5	9.3

# Cash Flows, FY2014 First 6 Months

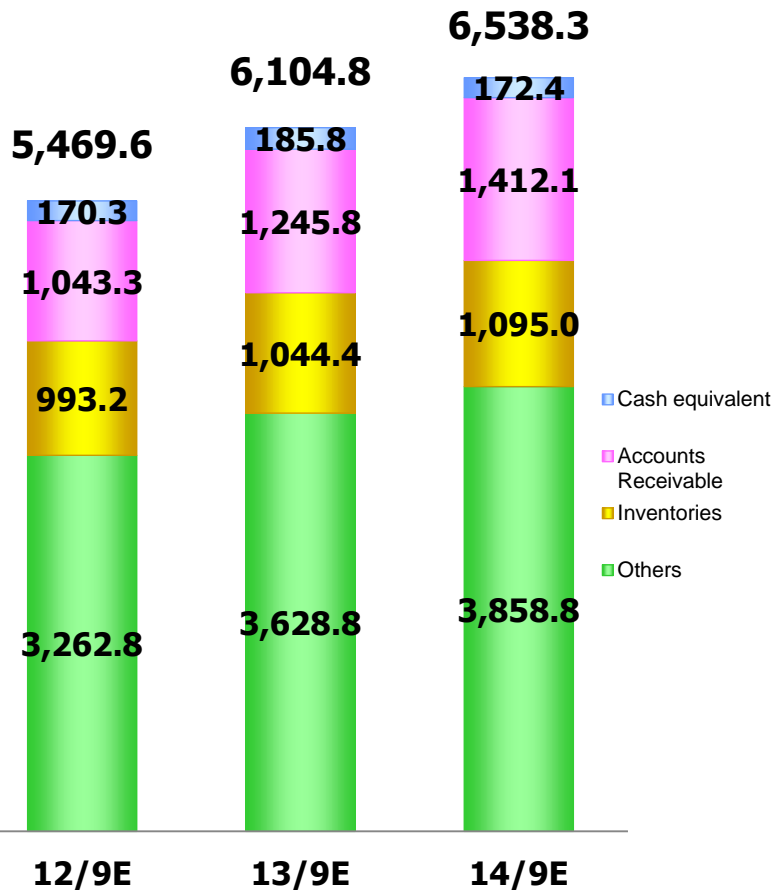
(Yen in billions)



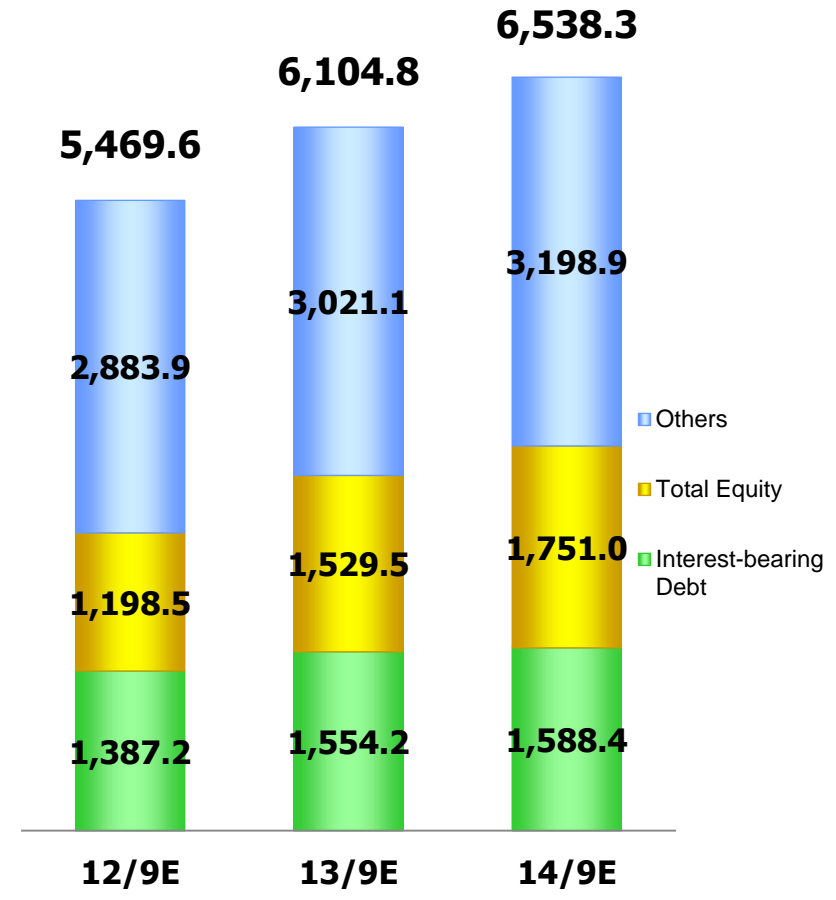
# Consolidated Balance Sheets

(Yen in billions)

## Assets



## Liabilities and Equity



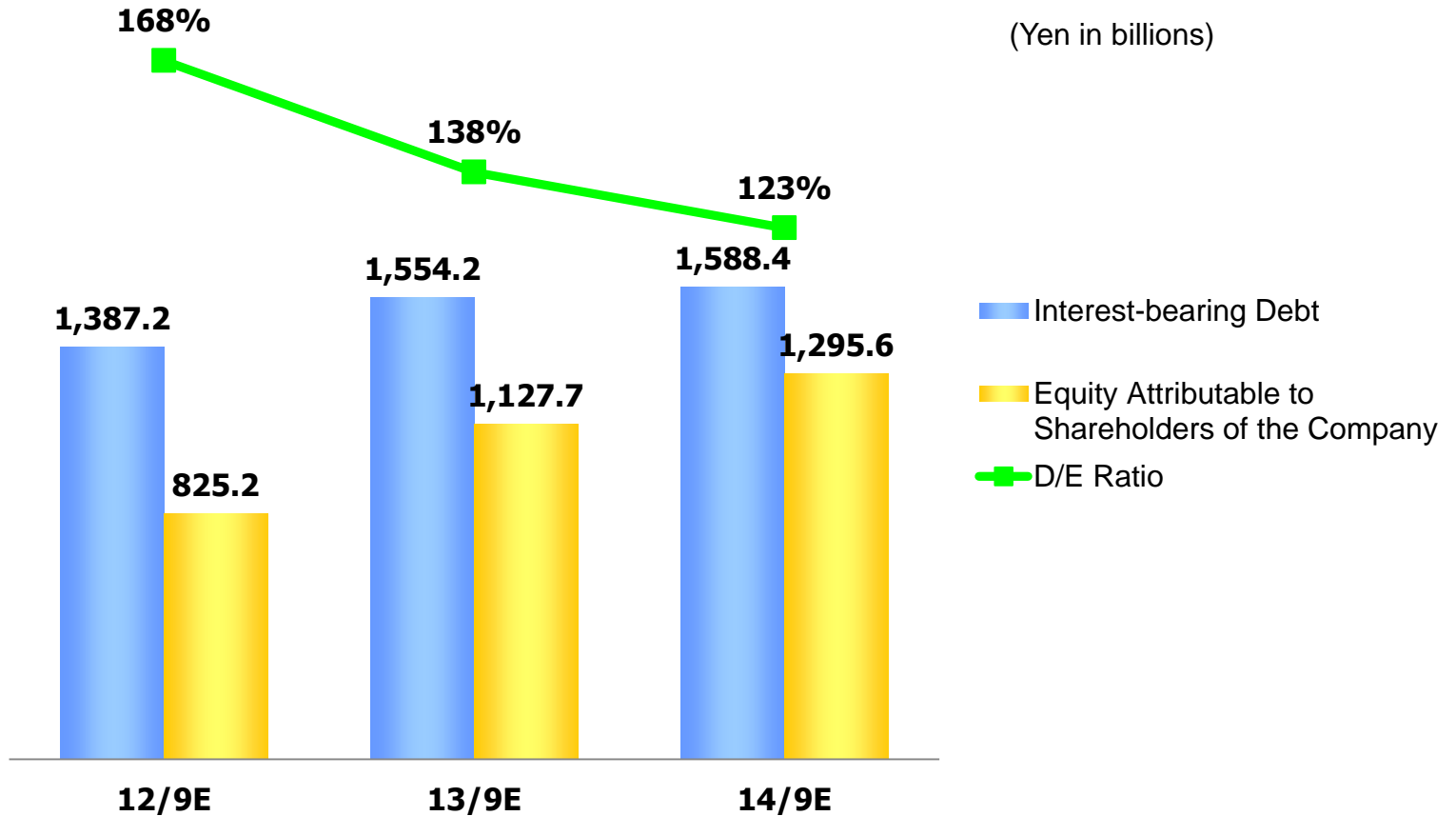
# Total Equity

(Yen in billions)

	14/9E	14/3E	13/9E	Difference	
				vs. 14/3E	vs. 13/9E
Common Stock	439.9	439.9	439.9	0	0
Additional paid-in capital	404.1	404.6	404.2	-0.5	-0.1
Retained earnings	666.3	652.4	640.0	13.9	26.3
Accumulated other comprehensive loss	-213.0	-266.1	-354.8	53.1	141.8
Treasury stock	-1.7	-1.7	-1.6	0	-0.1
Equity attributable to shareholders of the Company	1,295.6	1,229.1	1,127.7	66.5	167.9
Equity attributable to noncontrolling interests	455.4	423.2	401.8	32.2	53.6
Total equity	1,751.0	1,652.3	1,529.5	98.7	221.5
Equity attributable to shareholders of the Company / Total asset ratio	19.8%	19.7%	18.5%	0.1%	1.3%



# D/E Ratio



# FY2014 Forecast, Overall

Toshiba Group's projections for FY2014 consolidated results remain unchanged from those announced on September 18, 2014.

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

	FY14 Forecast	FY13 Actual	Difference
			vs FY13
Net Sales	6,700.0	6,502.5	197.5
Operating Income (loss)	330.0	290.8	39.2
%	4.9%	4.5%	0.4%
Income (loss) before income taxes and noncontrolling interests	250.0	180.9	69.1
%	3.7%	2.8%	0.9%
Net Income (loss)	120.0	50.8	69.2
%	1.8%	0.8%	1.0%
Earnings (losses) per share attributable to shareholders of the Company	¥28.34	¥12.00	¥16.34

# FY2014 Forecasts by Segment

Toshiba Group's projections for FY2014 consolidated results remain unchanged from those announced on September 18, 2014.

Net Sales	FY14 Forecast	FY13 Actual	Difference
			vs FY13
Energy & Infrastructure	1,990.0	1,812.2	177.8
Community Solutions	1,410.0	1,357.4	52.6
Healthcare Systems & Services	440.0	410.8	29.2
Electronic Devices & Components	1,730.0	1,693.4	36.6
Lifestyle Products & Services	1,200.0	1,313.8	-113.8
Others	550.0	504.0	46.0
Total	6,700.0	6,502.5	197.5

(Yen in billions)

Operating Income (loss)	FY14 Forecast	FY13 Actual	Difference
			vs FY13
Energy & Infrastructure	91.0	37.6	53.4
%	4.6%	2.1%	2.5%
Community Solutions	61.0	54.1	6.9
%	4.3%	4.0%	0.3%
Healthcare Systems & Services	31.0	30.0	1.0
%	7.0%	7.3%	-0.3%
Electronic Devices & Components	226.0	243.7	-17.7
%	13.1%	14.4%	-1.3%
Lifestyle Products & Services	-48.0	-47.6	-0.4
%	-4.0%	-3.6%	-0.4%
Others	9.0	11.5	-2.5
%	1.6%	2.3%	-0.7%
Total	330.0	290.8	39.2
%	4.9%	4.5%	0.4%

\* "Total" figures include corporate expenses and eliminations.

\* Results of FY2013 have been reclassified to reflect a change in the calculation of segment-by-segment operating income (loss).

# FY2014 2Q Overall, Year-on-Year

(Yen in billions)

	FY14/2Q	FY13/2Q	Difference
			vs. FY13/2Q
Net Sales	1,700.4	1,629.6	70.8
Operating Income (loss)	75.6	81.8	-6.2
%	4.4%	5.0%	-0.6%
Income (loss) before income taxes and noncontrolling interests	50.0	35.1	14.9
%	2.9%	2.2%	0.7%
Net Income (loss)	21.9	16.2	5.7
%	1.3%	1.0%	0.3%

# FY2014 2Q by Segment, Year-on-Year

Net Sales	FY14/2Q	FY13/2Q	Difference
			vs. FY13/2Q
Energy & Infrastructure	514.3	426.8	87.5
Community Solutions	344.6	320.7	23.9
Healthcare Systems & Services	114.2	107.9	6.3
Electronic Devices & Components	460.9	454.9	6.0
Lifestyle Products & Services	293.2	329.7	-36.5
Others	140.8	133.1	7.7
Total	1,700.4	1,629.6	70.8

(Yen in billions)

Operating Income (loss)	FY14/2Q	FY13/2Q	Difference
			vs. FY13/2Q
Energy & Infrastructure	19.3	11.3	8.0
%	3.8%	2.6%	1.2%
Community Solutions	12.2	8.6	3.6
%	3.5%	2.7%	0.8%
Healthcare Systems & Services	6.0	7.4	-1.4
%	5.3%	6.9%	-1.6%
Electronic Devices & Components	70.1	67.6	2.5
%	15.2%	14.9%	0.3%
Lifestyle Products & Services	-26.0	-10.3	-15.7
%	-8.9%	-3.1%	-5.8%
Others	2.6	6.2	-3.6
%	1.8%	4.7%	-2.9%
Total	75.6	81.8	-6.2
%	4.4%	5.0%	-0.6%

\* "Total" figures include corporate expenses and eliminations.

\* Results of FY2013 have been reclassified to reflect a change in the calculation of segment-by-segment operating income (loss).

# For reference only: FY2014 2Q by segment, Year-on-Year (Corporate expenses reclassified)

Operating Income (loss)	14/1H	13/1H (After Reclassified)	Difference	13/1H (Before Reclassified)	13/1H Amount Reclassified	(Yen in billions)
			vs. FY13/1H			
Energy & Infrastructure	30.1	15.6	14.5	13.3	2.3	
%	3.3%	2.0%	1.3%	1.7%		
Community Solutions	15.8	9.3	6.5	8.5	0.8	
%	2.4%	1.5%	0.9%	1.4%		
Healthcare Systems & Services	6.5	10.6	-4.1	10.0	0.6	
%	3.5%	5.7%	-2.2%	5.4%		
Electronic Devices & Components	106.7	117.4	-10.7	115.0	2.4	
%	12.8%	13.8%	-1.0%	13.5%		
Lifestyle Products & Services	-29.3	-35.2	5.9	-36.7	1.5	
%	-5.0%	-5.8%	0.8%	-6.0%		
Others	2.3	6.4	-4.1	-3.4	9.8	
%	0.9%	2.7%	-1.8%	-1.4%		
Total	115.1	106.9	8.2	106.9	0.0	
%	3.7%	3.6%	0.1%	3.6%		

\* "Total" figures include corporate expenses and eliminations.

# **TOSHIBA**

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