

FY2004 Third Quarter Consolidated Business Results

Sadazumi Ryu
Corporate Executive Vice President

January 31, 2005

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 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.
- The figures in this presentation are not audited.
- Toshiba's fiscal year runs from April 1 to March 31.

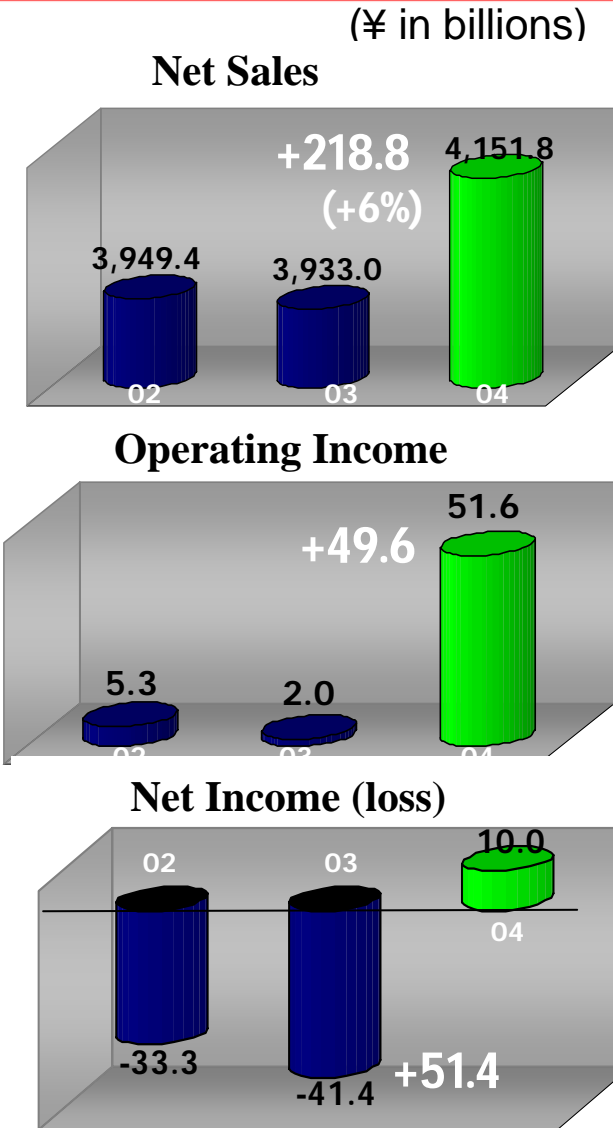
FY2004 1Q-3Q Consolidated Business Results

(¥ in billions, except earnings per share)

	FY2004 (A)	FY2003 (B)	(A) - (B)	(A) / (B)
Net sales	4,151.8	3,933.0	218.8	106%
Operating income (loss)	51.6	2.0	49.6	-
Income (loss) before income taxes and minority interest	26.4	-8.2	34.6	-
Net income (loss)	10.0	-41.4	51.4	-
Basic earnings per share	¥ 3.09	- ¥ 12.88	¥ 15.97	-

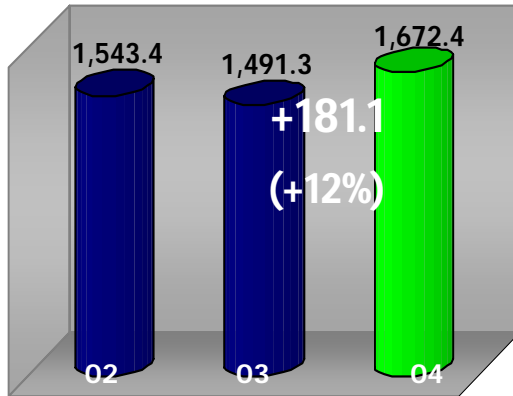
FY2004 1Q-3Q Business Results Overview

- Net sales increased year on year in the four key segments of Digital Products, Electronic Devices, Social Infrastructure and Home Appliances.
- Operating income increased sharply against the same period for FY2003, largely on increased income from Electronic Devices and improved performances in Digital Products and Social Infrastructure. Home Appliances did not meet anticipated growth in operating income.
- Net income (loss) improved due to the increased net sales and operating income. A better performance from subsidiaries accounted by the equity method also contributed to the gain.



FY2004 1Q-3Q Net Sales, by Segment

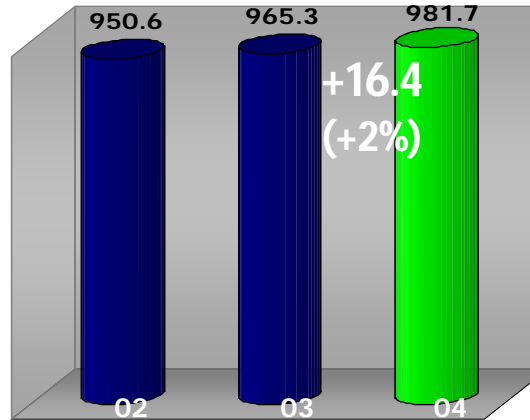
Digital Products



Sales were boosted by the PC business and the new joint venture with Samsung in optical disc drives.

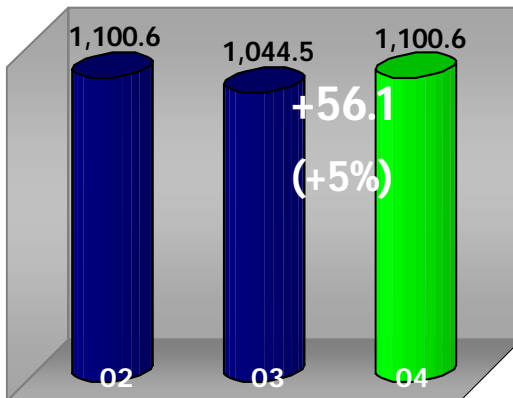
Electronic Devices

(¥ in billions)



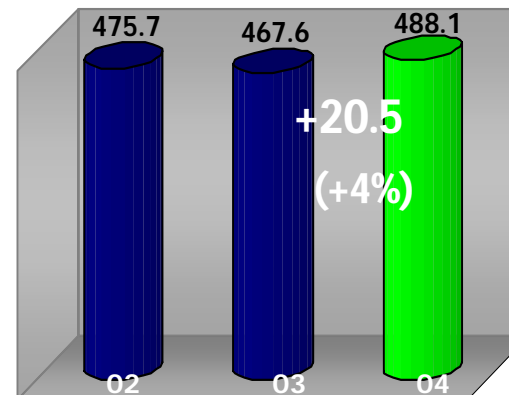
Steady 1H market demand helped to secure a net increase for 1Q-3Q, despite a 3Q slowdown.

Social Infrastructure



Increased overseas orders in the thermal power plant business

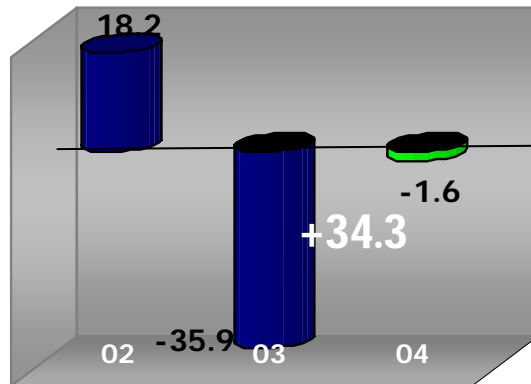
Home Appliances



Sales of medium and large size air-conditioners and washing machines increased.

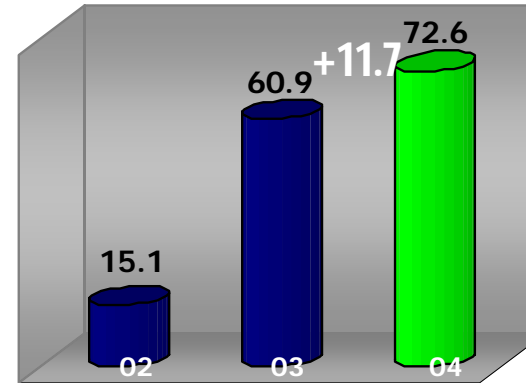
FY2004 1Q-3Q Operating Income (Loss), by Segment

Digital Products



Storage business was sluggish; PCs contributed to positive results.

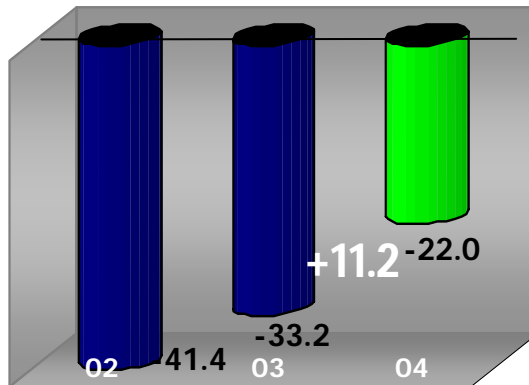
Electronic Devices



(¥ in billions)

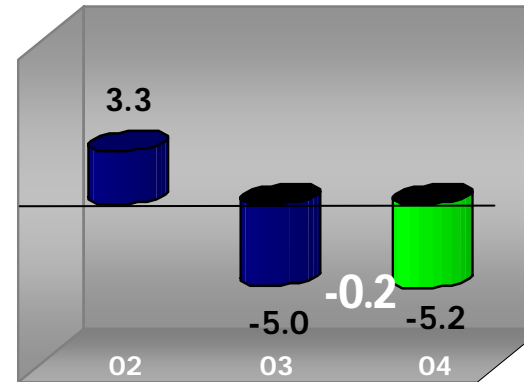
Steady 1H market demand boosted 1Q-3Q operating income, despite a 3Q slowdown.

Social Infrastructure



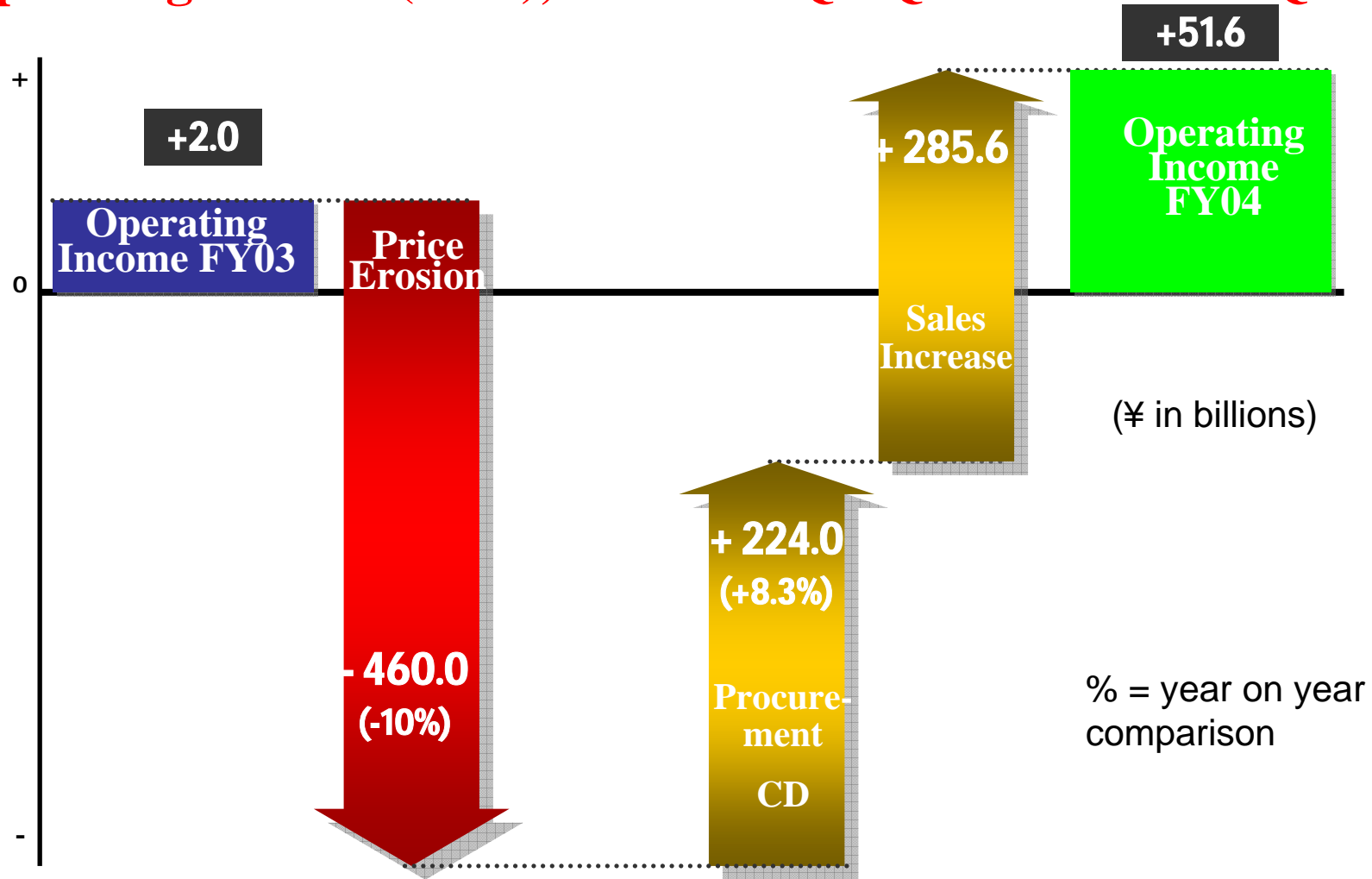
Improvement in the solution business and medical systems

Home Appliances



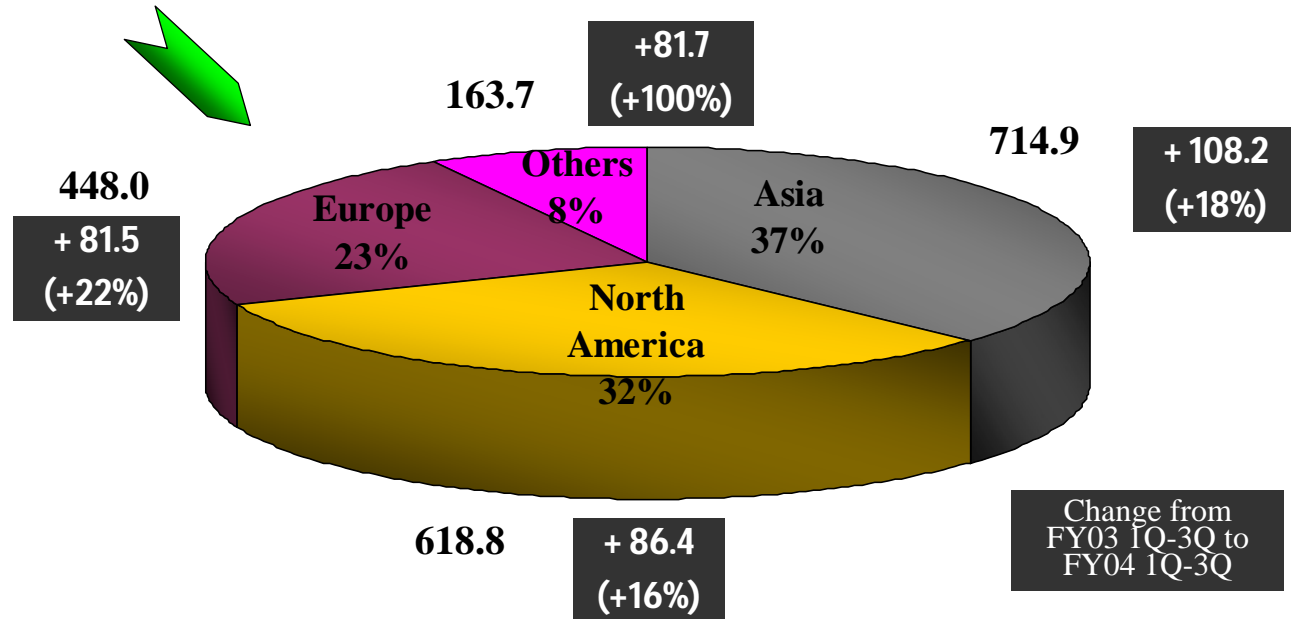
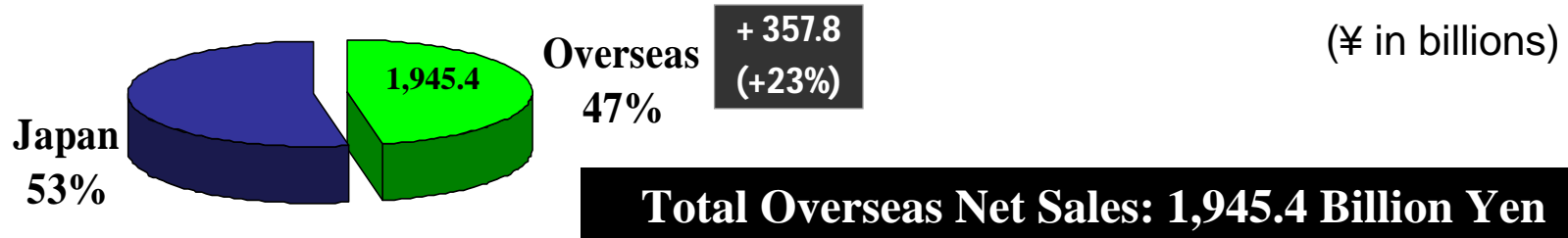
Steady results from medium and large size air-conditioners; price erosion in white goods

Operating Income (Loss), FY2003 1Q-3Q and FY2004 1Q-3Q



Consolidated Net Sales for FY2004 1Q-3Q, by Region

Total Net Sales for FY2004 1Q-3Q: 4,151.8 Billion Yen



Non-Operating Income (loss) and Income Taxes for FY2004 1Q-3Q

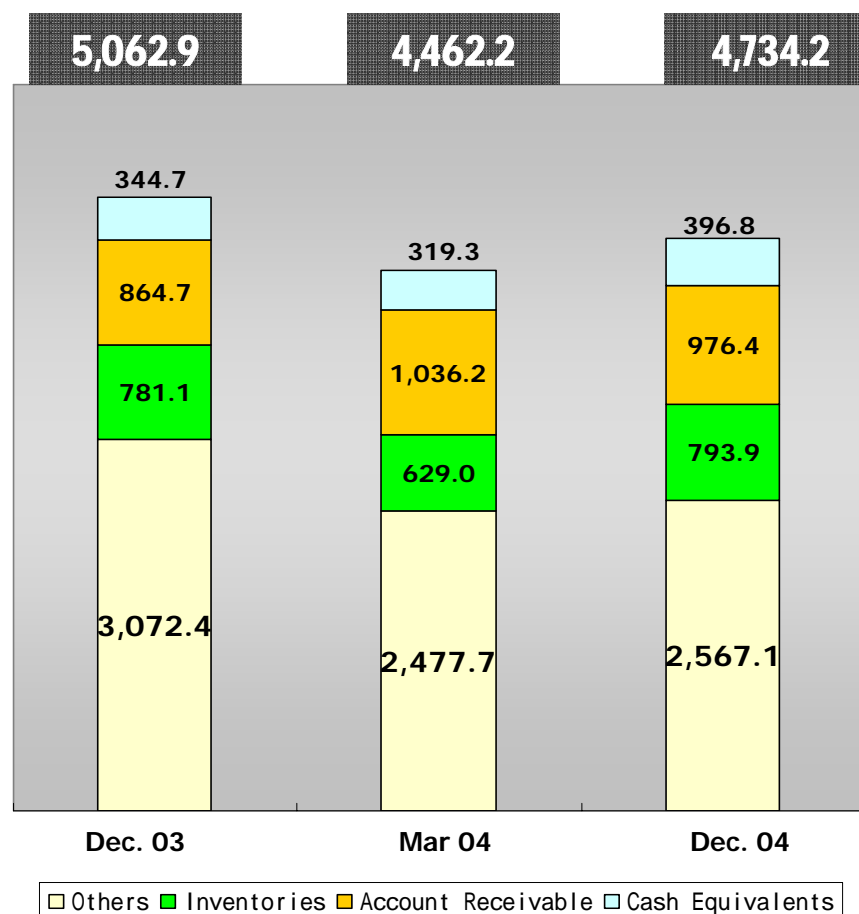
(¥ in billions)

	FY04 (A)	Description	FY03 (B)	(A)-(B)	Description
Operating income (loss)	51.6		2.0	49.6	
Non-operating income (loss)	-25.2	Financial balance and business reform, etc	-10.2	-15.0	Sales of securities, etc
Income (loss) before income taxes and minority interest	26.4		-8.2	34.6	
Income taxes	-12.3		-21.4	9.1	
Minority interest in income (loss) of consolidated subsidiaries	-5.1	TMD and others	-0.3	-4.8	
Equity in earnings of affiliates	1.0		-11.5	12.5	Contributions from new companies
Net income (loss)	10.0		-41.4	51.4	

Consolidated Balance Sheets

Assets

(¥ in billions)



March 04 to Dec. 04

■ Total Assets	+272.0
■ Account Receivable	-59.8
■ Inventories	+164.9

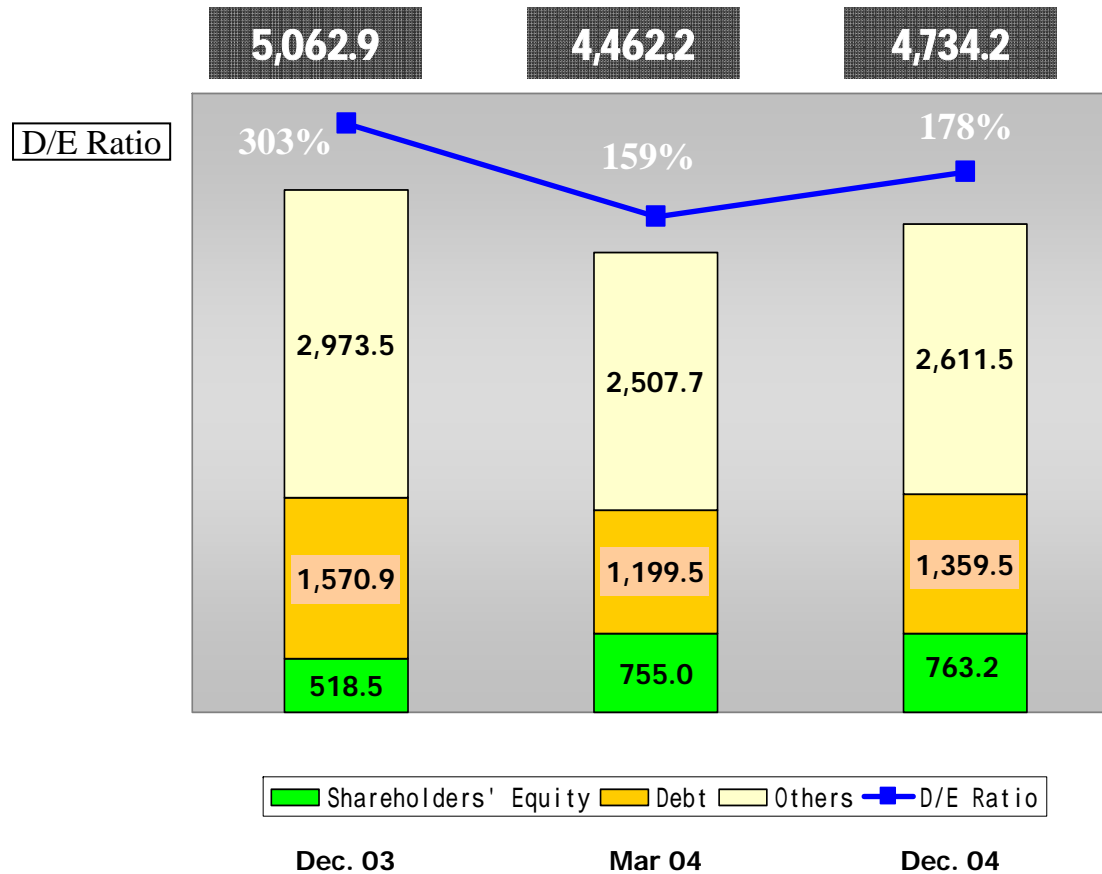
Dec. 03 to Dec. 04

■ Total Assets	-328.7
■ Account Receivable	+111.7
■ Inventories	+12.8

Consolidated Balance Sheets

(¥ in billions)

Liabilities/Shareholders' Equity



March 04 to Dec. 04

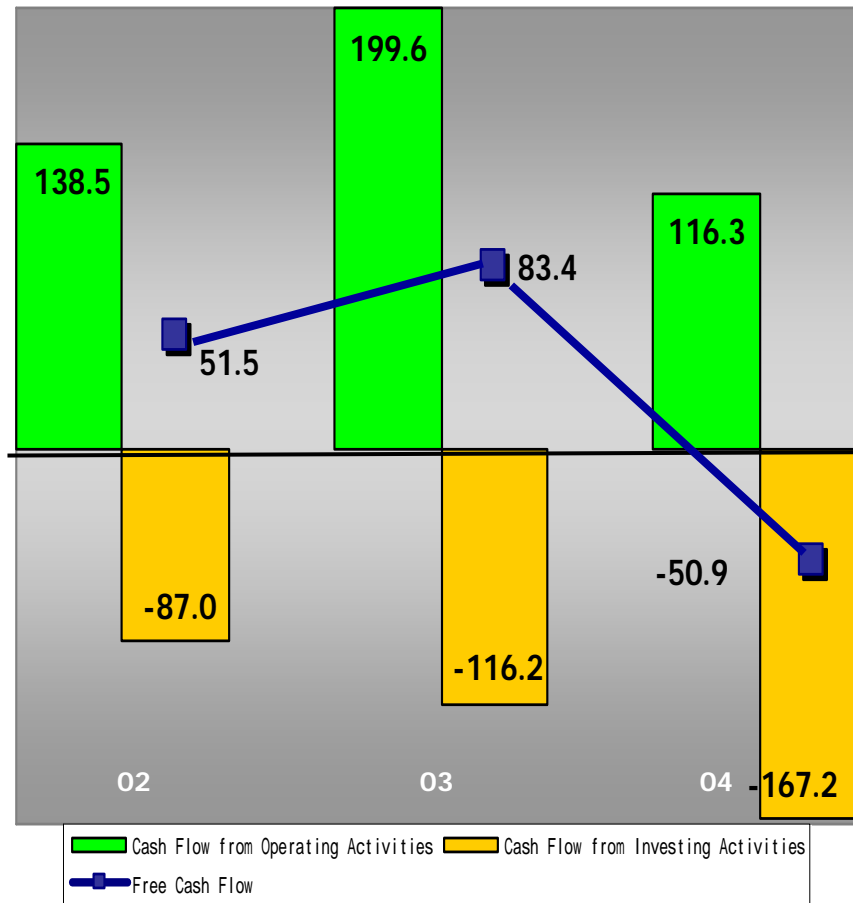
■ Debt	+160.0
■ Shareholders' Equity	+8.2

Dec. 03 to Dec. 04

■ Debt	-211.4
■ Shareholders' Equity	+244.7

Cash Flows for FY2004 1Q-3Q

(¥ in billions)



Year on Year

■ Cash flow from operating activities	-83.3
■ Cash flow from investing activities	-51.0
■ Free cash flow	-134.3

FY2004 3Q Consolidated Business Results

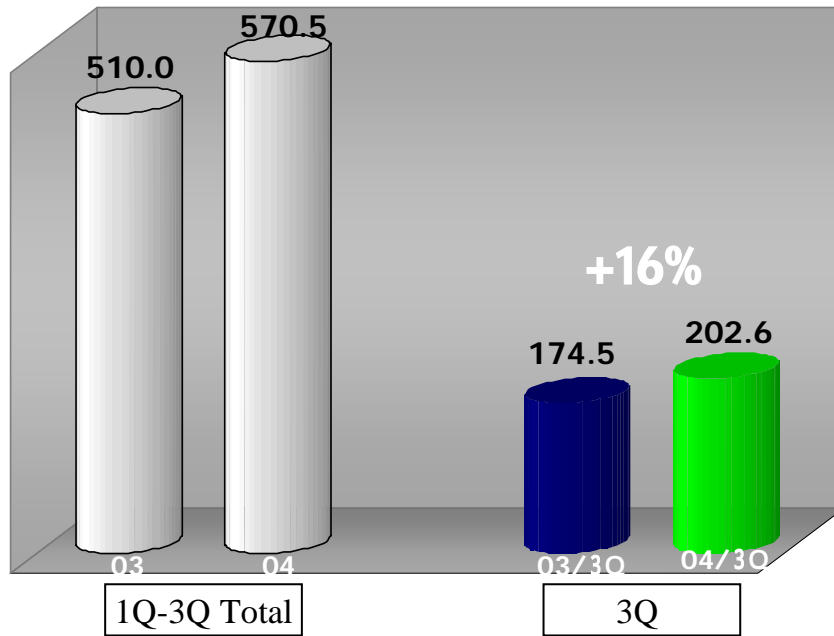
(¥ in billions, except earnings per share)

	3Q FY2004 (A)	3Q FY2003 (B)	(A) - (B)	(A) / (B)
Net sales	1,370.0	1,324.7	45.3	103%
Operating income (loss)	0.9	14.0	-13.1	7%
Income (loss) before income taxes and minority interest	5.0	9.4	-4.4	53%
Net income (loss)	1.6	-9.2	10.8	-
Basic earnings per share	¥ 0.49	- ¥ 2.87	¥ 3.36	-

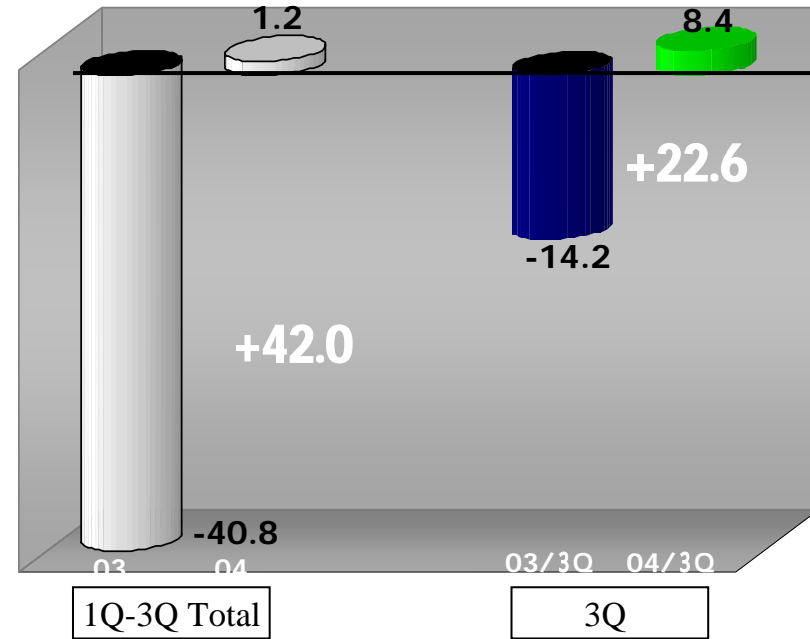
PC Business, FY2004 3Q Results

(¥ in billions)

Net Sales



Operating Income (Loss)



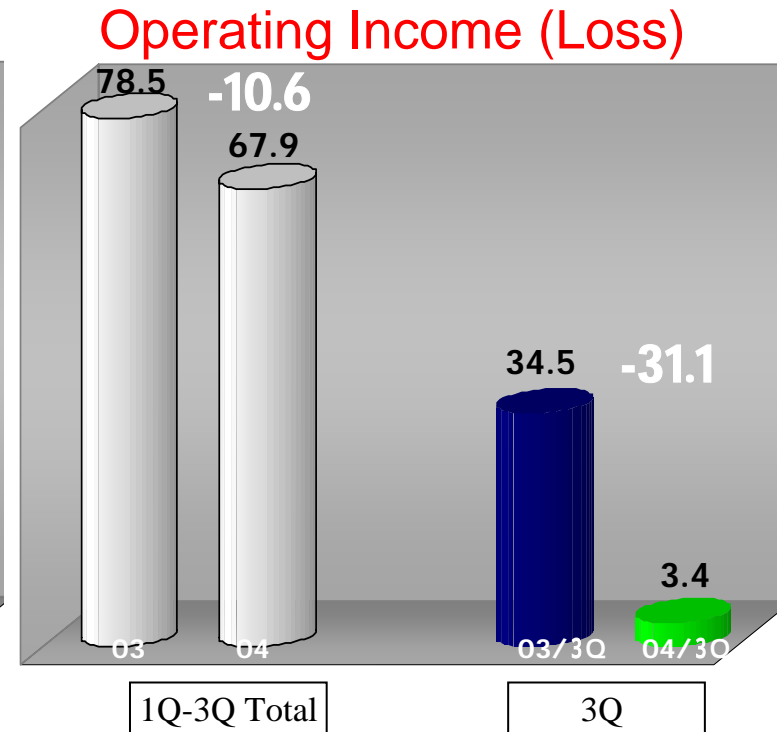
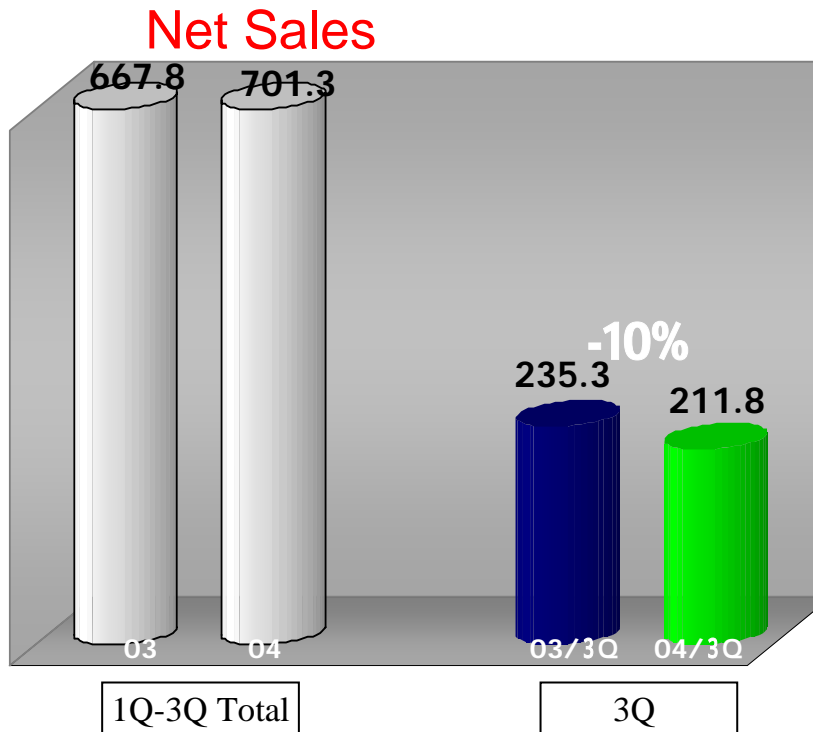
■ Increased overseas sales, particularly in the US and Europe

■ Successful reforms in sales, R&D, manufacturing logistics, procurement and strategic products

■ Returned to profit in 9 months

Semiconductor Business, FY2004 3Q Results

(¥ in billions)



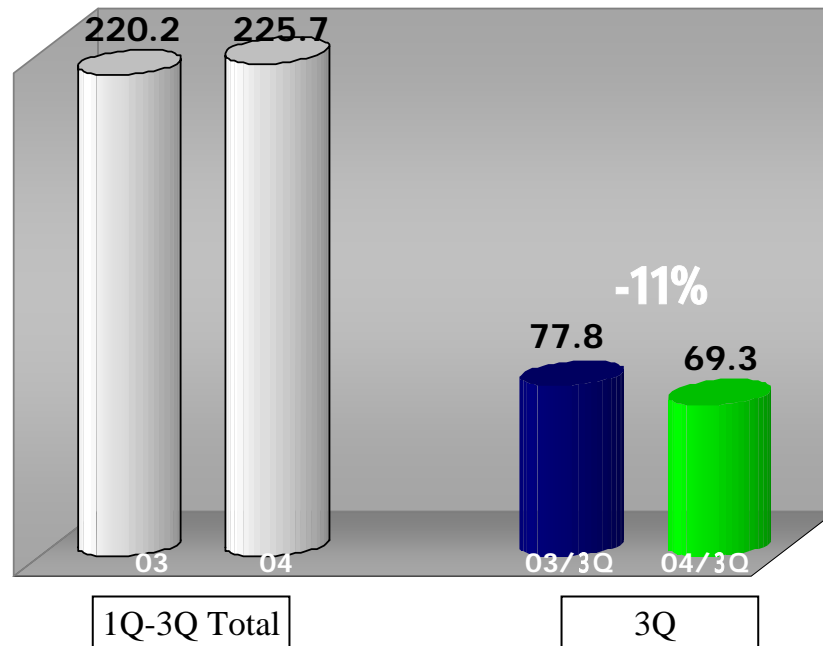
■ Inventory adjustment in digital consumer market

■ Price erosion in memory chips

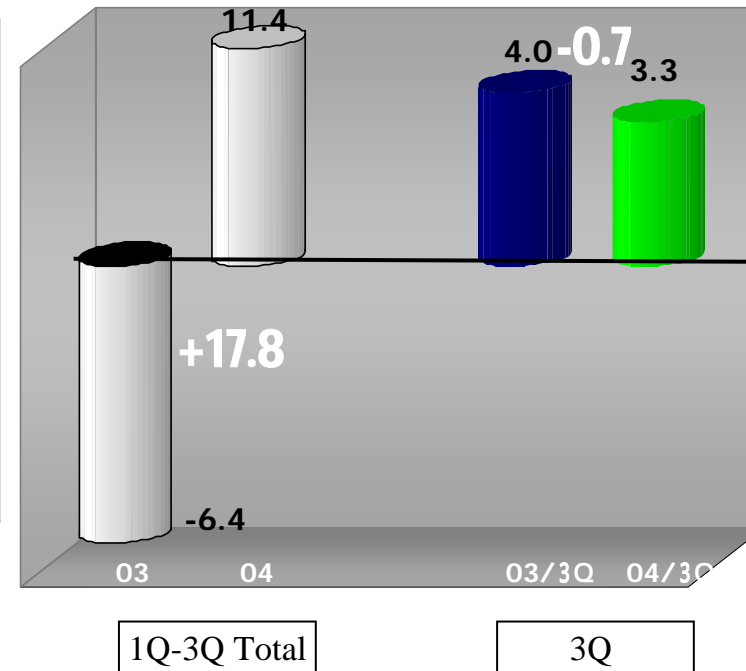
LCD Business, FY2004 3Q Results

(¥ in billions)

Net Sales



Operating Income (Loss)



■ Severe price erosion and slowdown in display market, such as TV monitor

■ Operating income decreased in 3Q on lower sales, but profit was maintained.

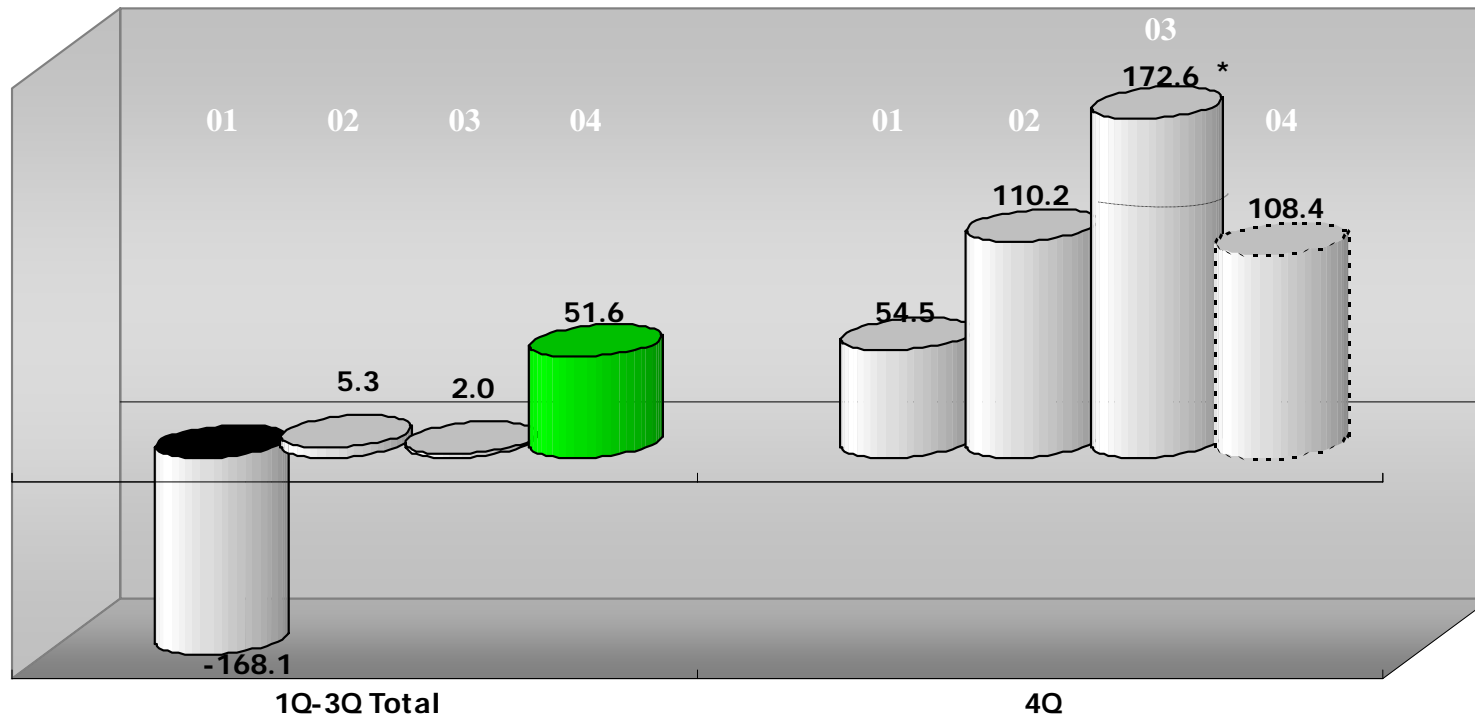
Consolidated Forecast for FY2004

(¥ in billions)

	FY2004 (Revised)	FY2004 (As of Oct 29, 04)	FY2003 (Actual)		
	(A)	(B)	(A) - (B)	(C)	(A) - (C)
Net sales	5,860.0	5,870.0	-10.0	5,579.5	280.5
Operating income (loss)	160.0	190.0	-30.0	174.6	-14.6
Income (loss) before income taxes and minority interest	110.0	130.0	-20.0	145.0	-35.0
Net income (loss)	45.0	50.0	-5.0	28.8	16.2

Operating Income (Loss)

(¥ in billions)



*FY2003 4Q includes 48.9 income from "Daiko-Henjyo".