

Overseas Operations

During the fiscal year under review, despite increased overseas sales and service activities, especially in China where a new subsidiary, the SHANGHAI TOSHIBA MACHINE CO., LTD. was established in Shanghai, these efforts were more than offset by the negative effects of the continuing depressed Asian economy, resulting in an approximate 26% decrease in the amount of orders received for a total of ¥36,119 million (US\$300 million).

Export sales volume, due to the adverse influence of declining orders, also registered a 30% decrease, totaling ¥35,880 million (US\$298 million), contributing to approximately 38% of total sales.

The principal export destination was the North American region which comprised approximately 50% of all export orders, followed by such Asian nations as China, Taiwan, Korea, Thailand, India, and Singapore.

In terms of types of machines, orders for machine tools and injection molding machines were mainly received from North America and Asia, and die-casting machines were mainly received from Asia, North America and Europe.

During the current business year, the further enhancing of our sales and service networks in each region, along with the providing of even better products along with speedier service to our customers is planned.

