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FY2013
Consolidated Business Results

TOSHIBA TEC CORPORATION

April 28, 2014

Forward-looking statements concerning TOSHIBA TEC's future performance contained in this presentation represent certain reasonable assumptions based on economic, financial and competitive data and information currently available. However, actual results will be affected by the business and competitive environment and may differ materially from forecasts.

Key Points of FY2013

- ✓ FY2013 resulted in YoY increases in net sales, operating income and net income.
- ✓ Net Sales, operating income and net income exceeded the forecast dated Oct 28.

- **Net Sales: 498.9 billion yen (YoY: +95.2 billion yen)**
Existing business of overseas and domestic grew significantly.
In addition, business consolidation with Toshiba Global Commerce Solutions (GCS) contributed for full year.
- **Operating Income: 23.1 billion Yen (YoY: +7.2 billion yen)**
Increased through sales of existing business of overseas and domestic.
EBITA (operating income + amortization of goodwill) resulted in 27.6 billion yen which increased YoY by 6.9 billion yen.
- **Free Cash Flow: -21.7 billion yen (YoY: -4.4 billion yen)**
Payment to acquire the business of GCS resulted in a negative free cash flow.
- **Dividend**
The annual dividend of 8 yen per share has been approved. (YoY: ±0 yen).
- **For your reference**

	<u>Forecast of FY2013 (Oct 28)</u>	<u>Record-high in the past</u>
Net Sales:	490.0 billion yen	510.8 billion yen (FY2006)
Operating Income:	21.5 billion yen	26.1 billion yen (FY2007)
Net Income:	6.8 billion yen	13.4 billion yen (FY2007)

FY2013 Consolidated Results

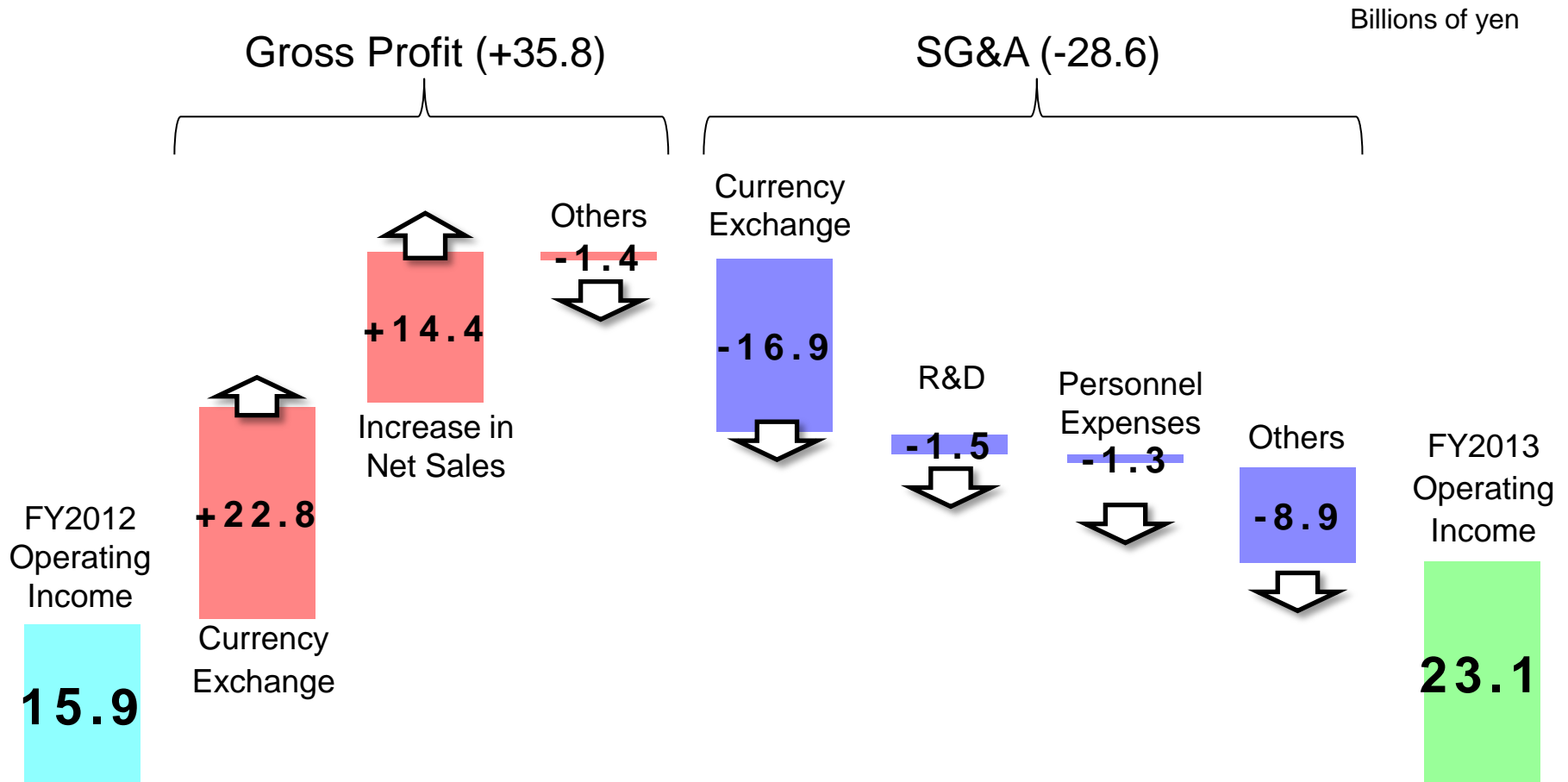
Billions of yen

	FY2013	FY2012	Difference
			vs.FY2012
Net Sales	498.9	403.7	95.2
Growth rate %			124%
Operating Income	23.1	15.9	7.2
	4.6%	3.9%	0.7%
Ordinary Income	20.1	14.9	5.2
	4.0%	3.7%	0.3%
Income (loss) from continuing operations, before income taxes and minority interests	14.4	12.9	1.5
	2.9%	3.2%	- 0.3%
Net income	7.1	6.2	0.9
	1.4%	1.5%	- 0.1%
Foreign currency exchange rate			
USD	99.75	83.11	16.64
EUR	133.37	107.14	26.23

Note: The results of GCS's operations have been consolidated since August 1, 2012

Operating Income Analysis of FY2013

- ✓ The effect of currency exchange rate change on gross profit and selling, general & administrative expenses (SG&A) add up to +5.9 billion yen.
- ✓ The major factor of increase in the net sales and SG&A was the full year business consolidation with GCS.



Net Sales & Operating Income by Segment

Billions of Yen

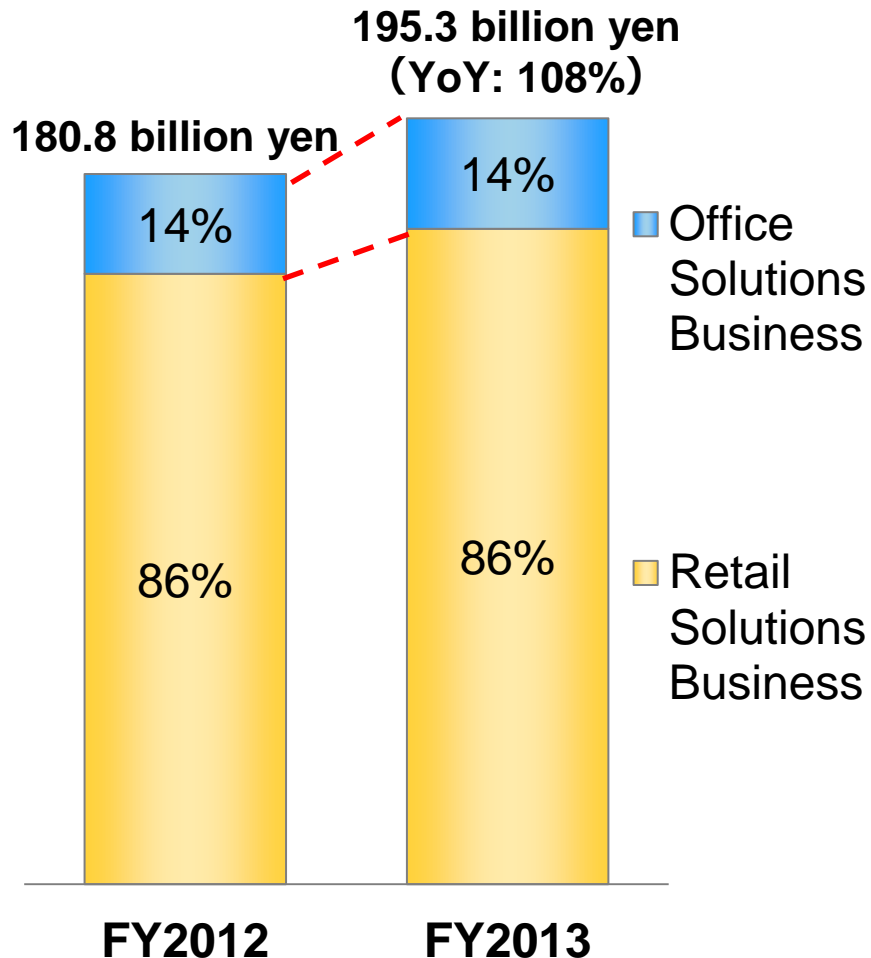
Net Sales	FY2013	FY2012	Difference
			vs.FY2012
System Solutions Business Group	195.3	180.8	14.5
Global Solutions Business Group	317.5	235.4	82.1
Total	512.8	416.2	96.6
Adjustment	-13.9	-12.5	-1.4
Consolidated Total	498.9	403.7	95.2

Operating Income	FY2013	FY2012	Difference
			vs.FY2012
System Solutions Business Group	9.7	8.7	1.0
Global Solutions Business Group	13.4	7.2	6.2
Consolidated Total	23.1	15.9	7.2

Note: The results of GCS's operations have been incorporated into the Global Solutions segment since August 1, 2012.

System Solutions Business Group

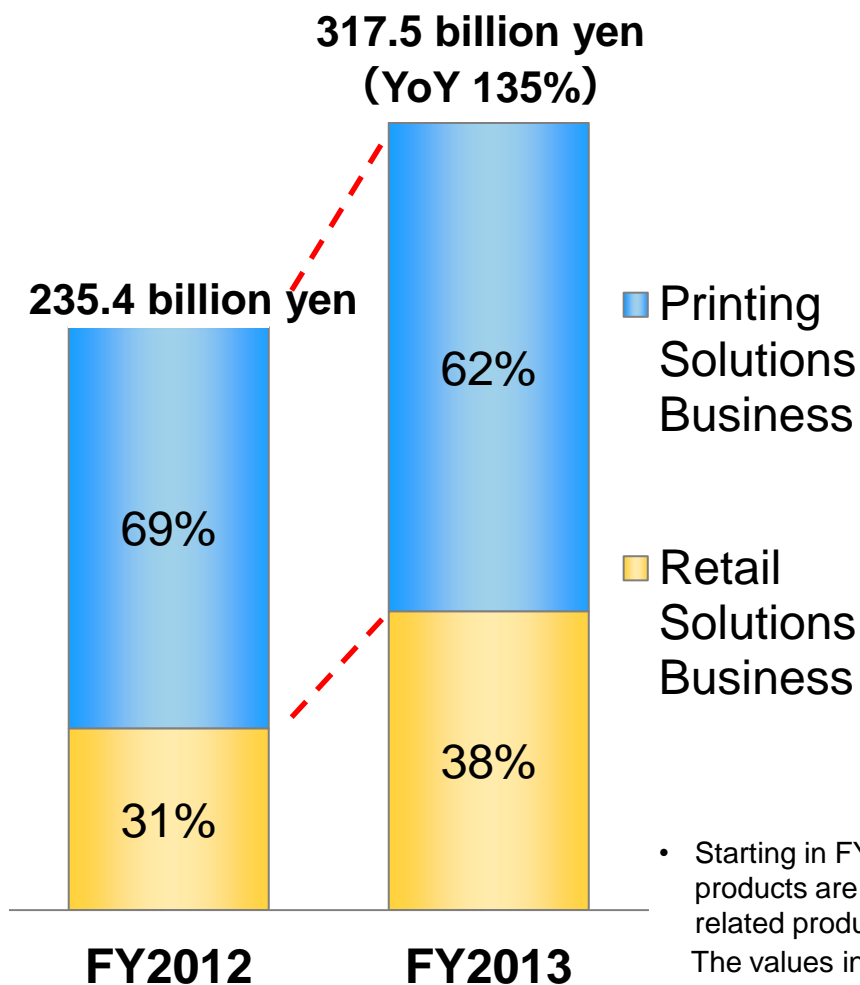
Ratio of Products to Net Sales by Business



- ◆ Retail Solutions:
Sales of POS systems expanded to merchandizing stores, specialty stores and restaurants.
- ◆ Office Solutions:
Sales expansion of color MFP led the office solutions business.

Global Solutions Business Group

Ratio of Products to Net Sales by Business

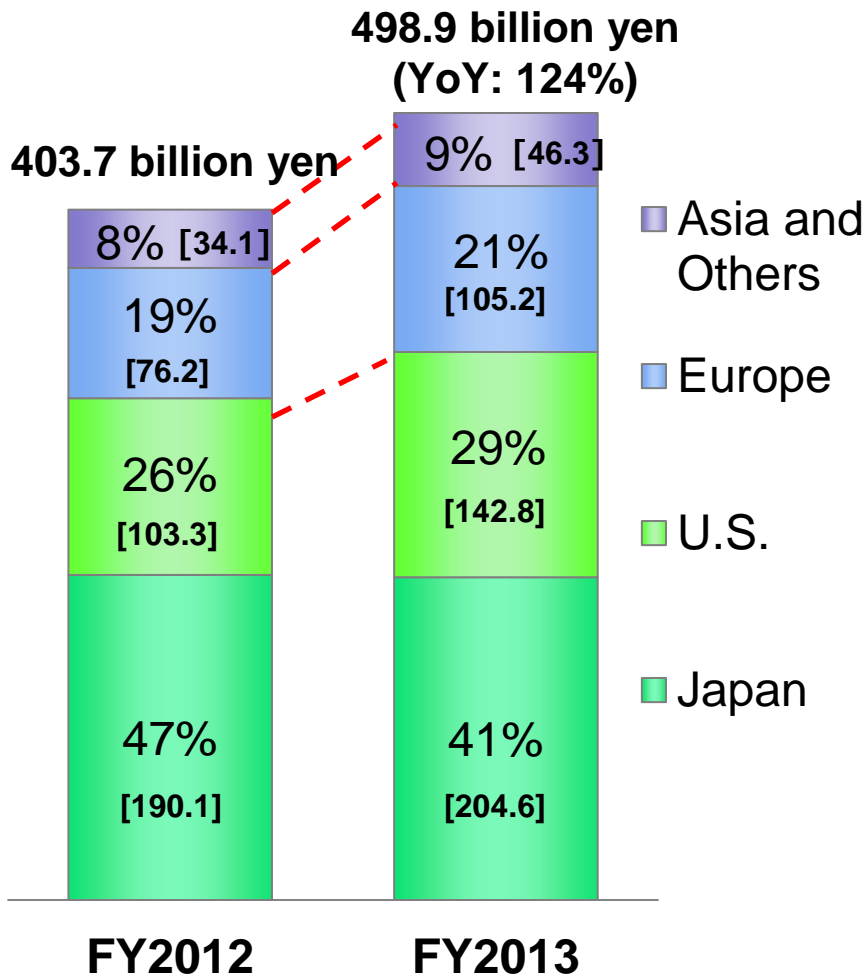


- ◆ **Printing Solutions:**
Sales grew over 20% compared to a year earlier due to the growth of strategic products sales (Europe & U.S.: Mid/High speed color MFP; Emerging Countries: Low speed Color/Monochrome MFP) and currency exchange rate improvements.
- ◆ **Retail Solutions:**
Due to the currency exchange rate improvement and a full year consolidation with GCS, net sales increased over 60%.

- Starting in FY2013, net sales of MFPs and automatic identification system-related products are included in the Printing Solutions Business, and those of POS system-related products are included in the Retail Solutions Business. The values in the same period a year earlier are also changed accordingly.

Net Sales by Geographic Area

Net Sales by Geographic Area

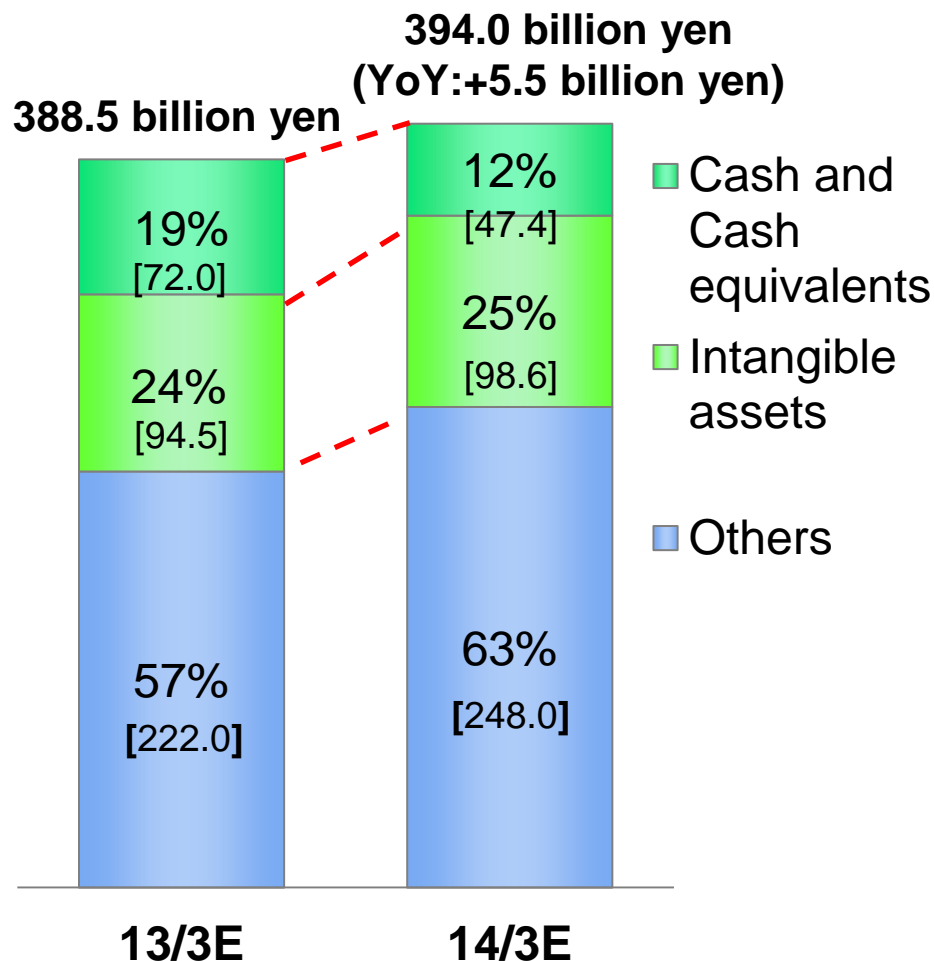


- ◆ **Japan:**
Sales increased due to strong sales of POS systems to merchandizing stores, specialty stores and restaurants as well as sales of color MFPs.
- ◆ **U.S.:**
In addition to the IBM business acquisitions, net sales of MFPs and automatic identification systems grew.
- ◆ **Europe, Asia and Others:**
Although in the first semester net sales of existing business decreased due to a decline in demand caused by deteriorating market conditions, they recovered in the second semester. Total net sales increased including the sales volume associated with business acquisitions from IBM.

Note: Figures in parentheses represent the net sales by geographic area (billions of yen).

Consolidated Balance Sheets (1)

Assets

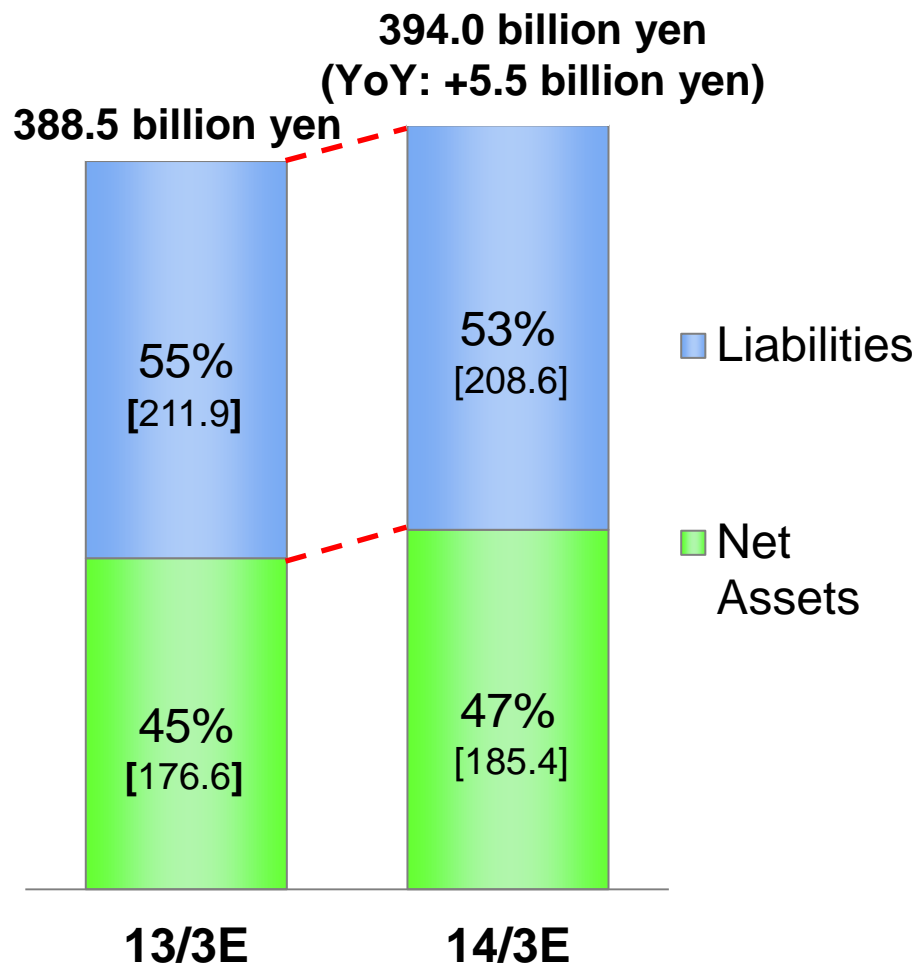


- ◆ Cash and Cash equivalents:
Decreased by 24.6 billion yen, mainly due to the second payment to acquire GCS business from IBM (21.8 billion yen).
- ◆ Intangible Assets:
Increased by 4.1 billion yen, mainly through the investment of assets related to GCS's IT systems.
- ◆ Others:
Increased by 26.0 billion yen, mainly through accounts receivable and inventories.

Note: Figures in parentheses represent the itemized balance (billions of yen).

Consolidated Balance Sheets (2)

Liabilities and Net Assets

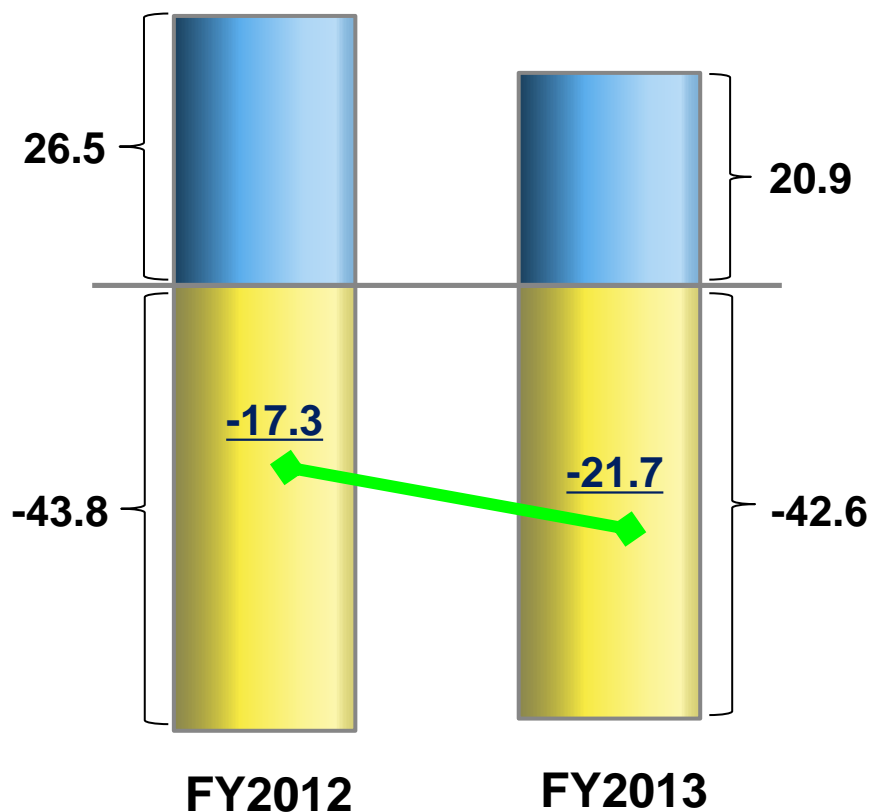
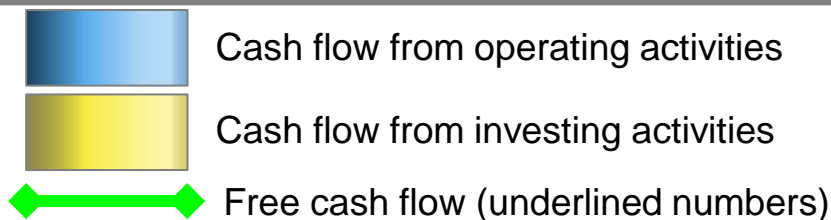


- ◆ Liabilities:
Although accounts payable and long-term liabilities increased, accounts payable-other decreased due to payments to acquire GCS, which resulted in a decrease in liabilities of 3.3 billion yen.
- ◆ Net Assets:
Increased by 8.8 billion yen, due to fluctuations in foreign currency translation adjustments associated with the yen depreciation and due to increase of net income.

Note: Figures in parentheses represent the itemized balance (billions of yen).

Cash Flows

Billions of yen



- ◆ Cash flow from Operating activities :
Decreased by 5.6 billion yen due to the increase of working capital associated with expansion of business volume and due to the increase of tax payments.
- ◆ Cash flow from Investing activities:
Although the payments to obtain fixed assets increased, payments to acquire GCS decreased by 12.0 billion yen, which led to 1.2 billion yen drop in cash flow from investing activities.
- ◆ Free Cash Flow:
Decreased by 4.4 billion yen and resulted in a negative cash flow of 21.7 billion yen. Excluding the payments to acquire GCS (21.8 billion yen), free cash flow resulted in positive 0.1 billion yen.

FY2014 Forecast, Overall

Billions of yen

	FY2014	FY2013	Difference
			vs.FY2013
Net Sales	520.0	498.9	21.1
Growth rate %			104%
Operating Income	28.0	23.1	4.9
	5.4%	4.6%	0.8%
Ordinary Income	26.0	20.1	5.9
	5.0%	4.0%	1.0%
Net Income	12.0	7.1	4.9
	2.3%	1.4%	0.9%
Foreign currency exchange rate			
USD	100.00	99.75	0.25
EUR	138.00	133.37	4.63

FY2014 Forecast by Segment

Billions of yen

Net Sales	FY2014	FY2013	Difference
			vs.FY2013
System Solutions Business Group	195.0	195.3	-0.3
Global Solutions Business Group	340.0	317.5	22.5
Total	535.0	512.8	22.2
Adjustment	-15.0	-13.9	-1.1
Consolidated Total	520.0	498.9	21.1
Operating Income	FY2014	FY2013	Difference
			vs.FY2013
System Solutions Business Group	11.0	9.7	1.3
Global Solutions Business Group	17.0	13.4	3.6
Consolidated Total	28.0	23.1	4.9

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