

May 20, 2008

To Whom It May Concern:

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Mid-Term Management Plan (Fiscal 2008 to 2010)

The TOSHIBA TEC Group took various measures including the introduction of new products, improvement and expansion of the marketing system along with the reform of the business structure, in accordance with the previous mid-term management plan. In fiscal 2007, the transfer of the Home Electric Appliances Group business and the aftermath of large lots in the previous year resulted in a fall in sales relative to fiscal 2006. However, focusing on high-value added products we achieved an increase in operating profits for six consecutive years, reaching a record high.

We would hereby like to inform you that the TOSHIBA TEC Group has devised a new mid-term management plan with fiscal 2010 as the final year for further development.

The TOSHIBA TEC Group aims to achieve consolidated net sales of 570 billion yen, an operating profit of 32 billion yen and a net income of 14 billion yen by fiscal 2010, in accordance with this plan.

The overview of this mid-term plan is shown below. For more information, see attached data.

I. Management Policy

1. Realization of Continuous Growth while Yielding Profit

By focusing on improvements in merchantability and marketability, the TOSHIBA TEC Group aims to expand business through creation and development of new markets under intense market competition. In addition, the Group implements a variety of measures toward the construction of a business structure unaffected by changes in the external environment such as escalating prices of crude oil and raw materials or fluctuations in the foreign exchange and stock markets. The Group aims to increase net sales and profits.

2. Acceleration of Innovation

The TOSHIBA TEC Group accelerates innovation activities in order to realize continuous growth while yielding profit, in response to changes in the business environment. The Group focuses on process innovation to drastically improve processes including development, production and sales, as well as value innovation to create new value for its customers. The Group strives to reinforce global competitiveness.

3. Implementation of CSR Management

placing top priority on human life, safety and compliance, the TOSHIBA TEC Group strives to fulfill its social responsibility as a global enterprise, while improving its internal control system and quality assurance system on a worldwide basis. In addition, the Group thoroughly works on the practice of sustainability through eco-products and eco-processes.

II. Business System Reform

TOSHIBA TEC Corporation reformed its business system as of April 1, 2008. With an eye toward the future business environment, the system was shifted from Companies to Business Groups, for the purpose of conducting agile and flexible business operations. The Group aims to further expand business.

The new business system (Business Groups) and their major products are as follows:

(1) Retail Solution Business Group

POS systems, electronic cash registers, digital computing scales, etc.

(2) Document Systems Business Group

Digital multifunction peripherals, facsimile machines, inkjet heads, etc.

(3) Auto-ID & Printer Business Group

Barcode systems, RFID systems, printers, dedicated terminals, etc.

III. Target Achievements in the Mid-term Management Plan (consolidated)

(Billion yen)

Fiscal year		2007 (Result)	2008 (Expected)	2009 (Target)	2010 (Target)
Abstract					
Net sales		493.0	500.0	530.0	570.0
Breakdown	Retail Solution Business Group	183.1	180.0	184.0	190.0
	Document Systems Business Group	270.5	280.0	300.0	325.0
	Auto-ID & Printer Business Group	49.3	52.0	57.0	66.0
Operating profit		26.1	27.0	29.0	32.0
Breakdown	Retail Solution Business Group	10.0	10.5	10.8	11.2
	Document Systems Business Group	10.5	13.7	15.0	16.5
	Auto-ID & Printer Business Group	5.6	2.8	3.2	4.3
Ordinary income		23.0	23.5	25.0	28.0
Net income		13.4	13.4	13.5	14.0

- Notes:
- Net sales by segment with the balance between segments are shown here.
 - The above plan is based on the premise of an average 100 yen per US Dollar and 150 yen per Euro.
 - Changes in the accounting system have been reflected. (goodwill amortization, depreciation)

IV. Resource Investment Plan

Plan for Investing in Facilities and Loans	Three years	66 billion yen
Plan for Investing in Research and Development	Three years	103.0 billion yen
Manpower Plan		

Period	End of 2007 (Result)	End of 2010 (Target)
Abstract		
Consolidated	20,673	23,500

This mid-term management plan was prepared based on the available information when it was created. Actual results may be subject to change depending on various factors.