

TOSHIBA

Leading Innovation >>>

FY2017 First Six Months Consolidated Business Results

TOSHIBA TEC CORPORATION

November 8, 2017

Content

1. Key Messages

2. FY2017 First Six Months Consolidated Business Results

3. FY2017 Forecast

Key Messages

Operating income increased significantly owing to greater sales and improved productivity

- **Operating income, ordinary income and net income increased over the previous year**

The domestic retail solutions business achieved the highest operating income ever for the first half of fiscal year.

The operating income of printing solutions business in the first half of FY17 increased significantly owing to new product.

Toshiba Tec recorded the highest ordinary income ever for the first half of fiscal year.

- **Profitability of the overseas retail solutions business improved**

The overseas retail solutions business maintained operating profit in the first half of FY17, following the previous term.

- **Dividend policy**

Toshiba Tec will increase its annual dividend by 50% compared to the initial forecast in the beginning of the fiscal year.

Content

1. Key Messages

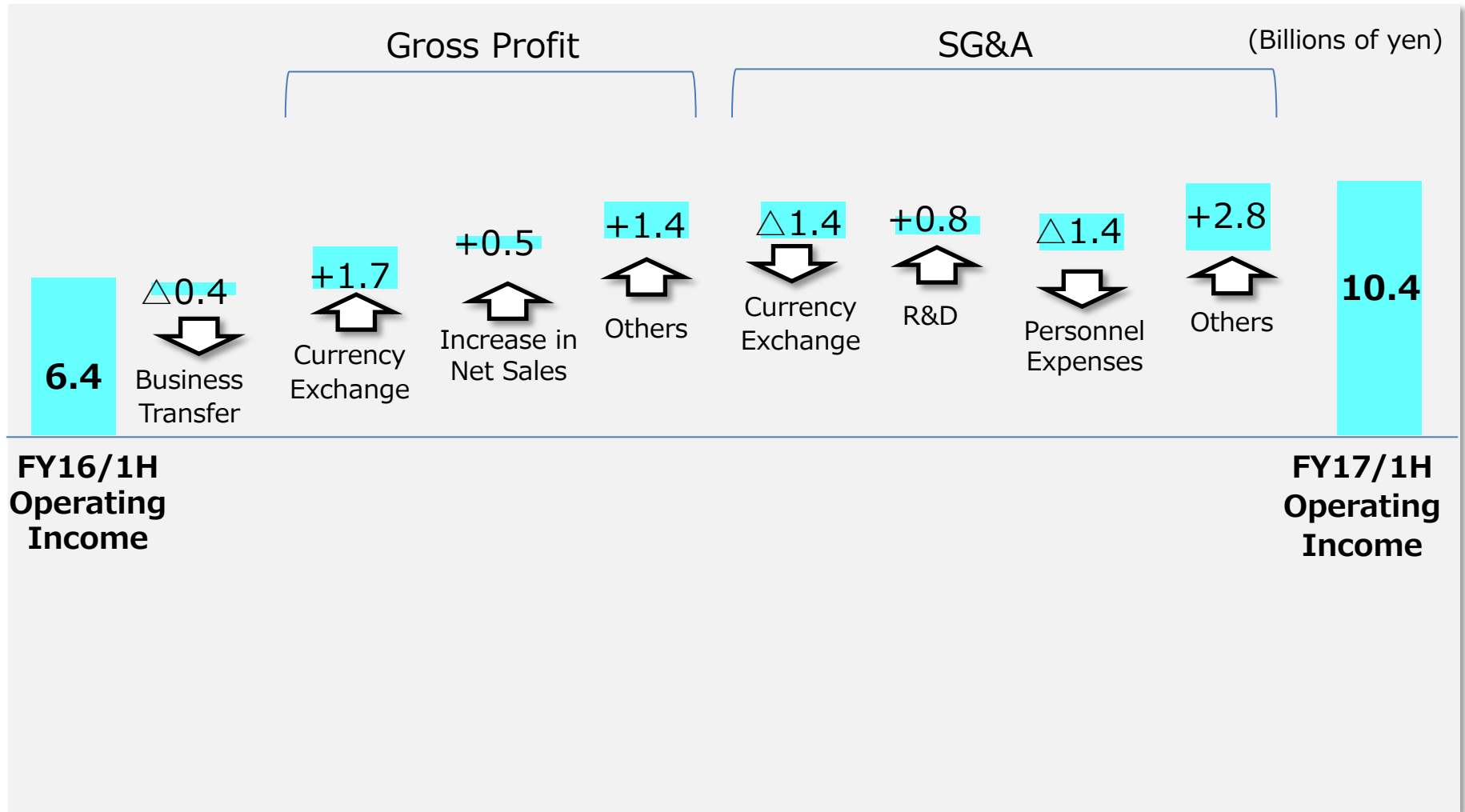
**2. FY2017 First Six Months
Consolidated Business Results**

3. FY2017 Forecast

FY2017 First Six Months Business Results

(Billions of Yen)		FY17/1H Actual	FY17/1H Forecast (May 12)	FY16/1H Actual	Difference	
					vs. FY17/1H Forecast	vs. FY16/1H Actual
Net Sales		243.2	233.0	243.4	+10.2	△0.2
Operating Income (Rate of sales)		10.4 (4.3%)	5.0 (2.1%)	6.4 (2.6%)	+5.4	+3.9
Ordinary Income (Rate of sales)		9.5 (3.9%)	3.5 (1.5%)	7.6 (3.1%)	+6.0	+2.0
Net Income Attributable to Owners of Parent (Rate of sales)		5.2 (2.1%)	1.5 (0.6%)	4.3 (1.8%)	+3.7	+0.8
Foreign currency exchange rate	US\$	111.20	100.00	107.29	+11.20	+3.91
	EUR	125.60	110.00	120.05	+15.60	+5.55

Operating Income Analysis of FY2017/1H

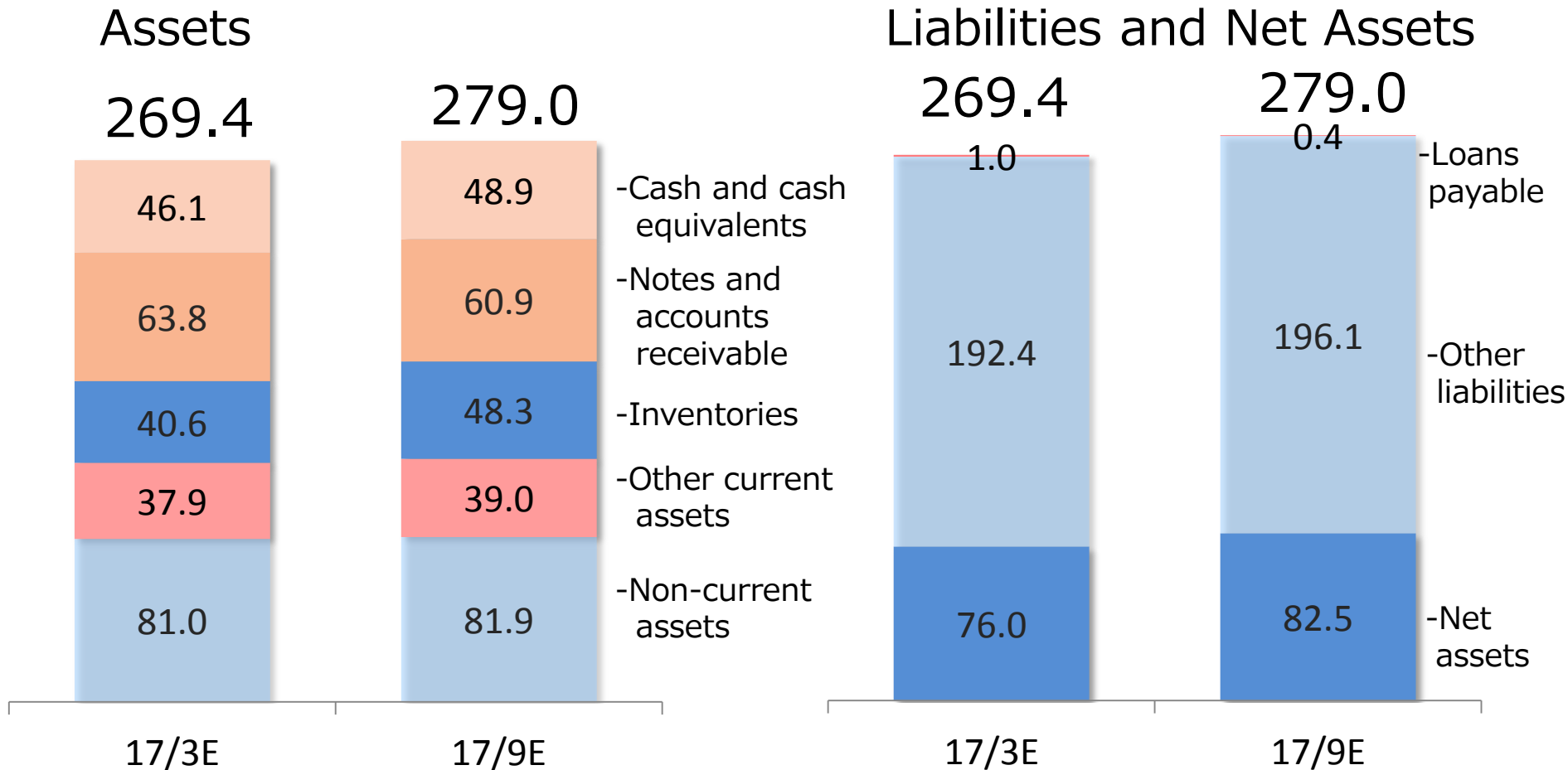


FY2017 First Six Months Business Results by Segment

	(Billions of yen)	FY17/1H Actual	FY16/1H Actual	Difference vs. FY16/1H Actual
Retail Solutions Business Group	Net Sales	150.6	157.1	△6.5
	Operating Income (Rate of Sales)	6.2 (4.1%)	4.4 (2.8%)	+1.9
Printing Solutions Business Group	Net Sales	98.3	92.4	+5.9
	Operating Income (Rate of Sales)	4.2 (4.2%)	2.1 (2.3%)	+2.1
Consolidated Total	Net Sales	243.2	243.4	△0.2
	Operating Income (Rate of Sales)	10.4 (4.3%)	6.4 (2.6%)	+3.9

Balance Sheet

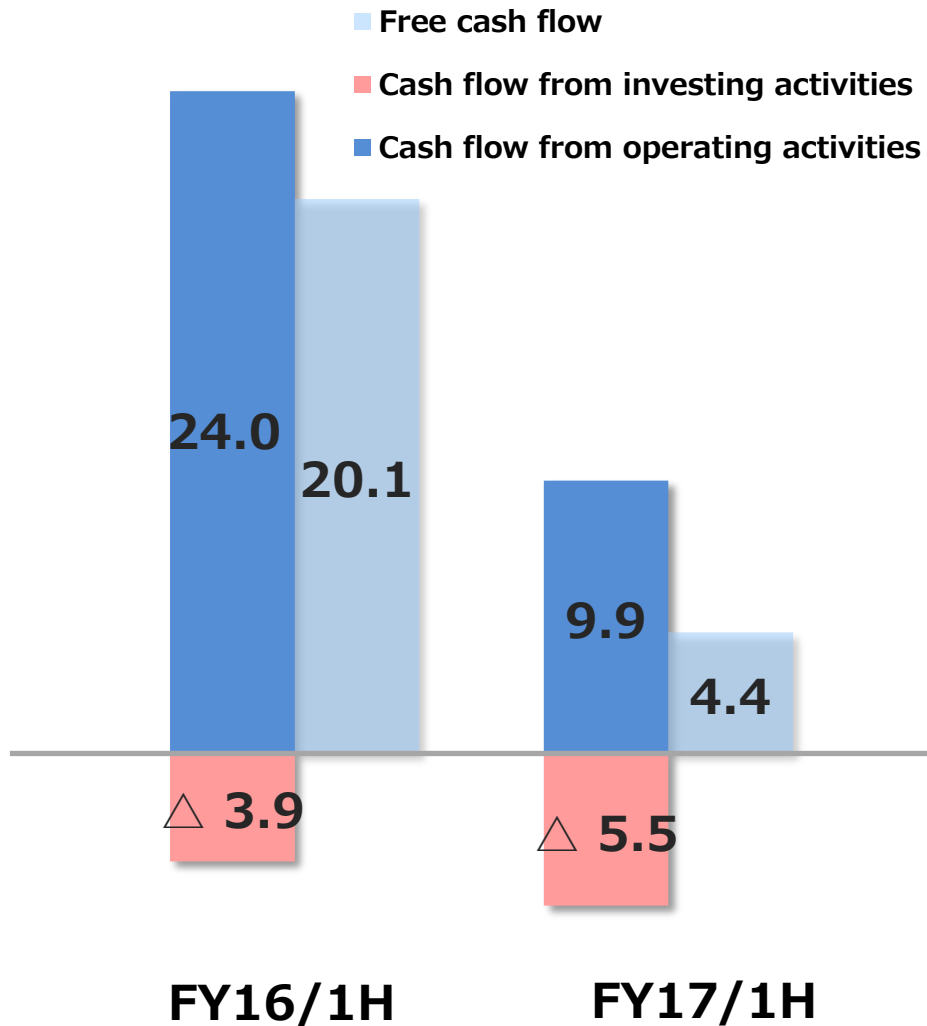
(Billions of yen)



Capital ratio improved due to the profit growth and credit management optimization

Cash Flows

(Billions of yen)



Cash flow from operating activities decreased due to:

- Increased inventory owing to a large-scale project in the second half of FY17
- Increased corporate taxes following the increase in taxable income the previous year

Content

1. Key Messages

2. FY2017 First Six Months
Consolidated Business Results

3. FY2017 Forecast

FY2017 Forecast, Overall

(Billions of Yen)		FY17 Forecast	FY17 Forecast (May 12)	FY16 Actual	Difference	
					vs. FY17 FC (May 12)	vs. FY16 Actual
Net Sales		505.0	490.0	497.6	+15.0	+7.4
Operating Income (Rate of sales)		20.0 (4.0%)	16.0 (3.3%)	14.6 (2.9%)	+4.0	+5.4
Ordinary Income (Rate of sales)		18.0 (3.6%)	13.0 (2.7%)	12.5 (2.5%)	+5.0	+5.5
Net Income Attributable to Owners of Parent (Rate of sales)		9.0 (1.8%)	6.0 (1.2%)	7.8 (1.6%)	+3.0	+1.2
Foreign currency exchange rate	US\$	110.00*	100.00	108.73	+10.00	+1.27
	EUR	128.00*	110.00	119.30	+18.00	+8.70

* Foreign currency exchange rates of 17/2H forecasts are US\$=110yen, EUR=130yen.

FY2017 Forecast by Segment

	(Billions of Yen)	FY17 Forecast	FY17 Forecast (May 12)	FY16 Actual	Difference	
					vs. FY17 FC (May 12)	vs. FY16 Actual
Retail Solutions Business Group	Net Sales	314.0	314.0	320.8	-	△6.8
	Operating Income (Rate of Sales)	12.5 (4.0%)	10.0 (3.2%)	11.3 (3.5%)	+2.5	+1.2
Printing Solutions Business Group	Net Sales	203.0	188.0	189.1	+15.0	+13.9
	Operating Income (Rate of Sales)	7.5 (3.7%)	6.0 (3.2%)	3.4 (1.8%)	+1.5	+4.1
Consolidated Total	Net Sales	505.0	490.0	497.6	+15.0	+7.4
	Operating Income (Rate of Sales)	20.0 (4.0%)	16.0 (3.3%)	14.6 (2.9%)	+4.0	+5.4

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.

TOSHIBA

Leading Innovation >>>