



TOSHIBA

FY2018 Consolidated Business Results

Toshiba Tec Corporation

May 10, 2019

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Key Messages

Key Messages

Mostly achieved profit as planned for FY2018

Achieved profit as planned for ordinary profit and profit attributable to owners of parent.

Profitability of the overseas retail solutions business improved

Increased profit for 3 consecutive years due to sales expansion of profitable products.

Capital policy

As the equity ratio exceeded 30%, the year-end dividend for FY2018 was increased to 30 yen per share. Annual dividend is planned to be 60 yen per share for FY2019, aiming to increase dividends for 3 consecutive years.

Make cashless trend a business opportunity

Enhance cashless payment solution by launching TD Payment Corporation, etc.

02

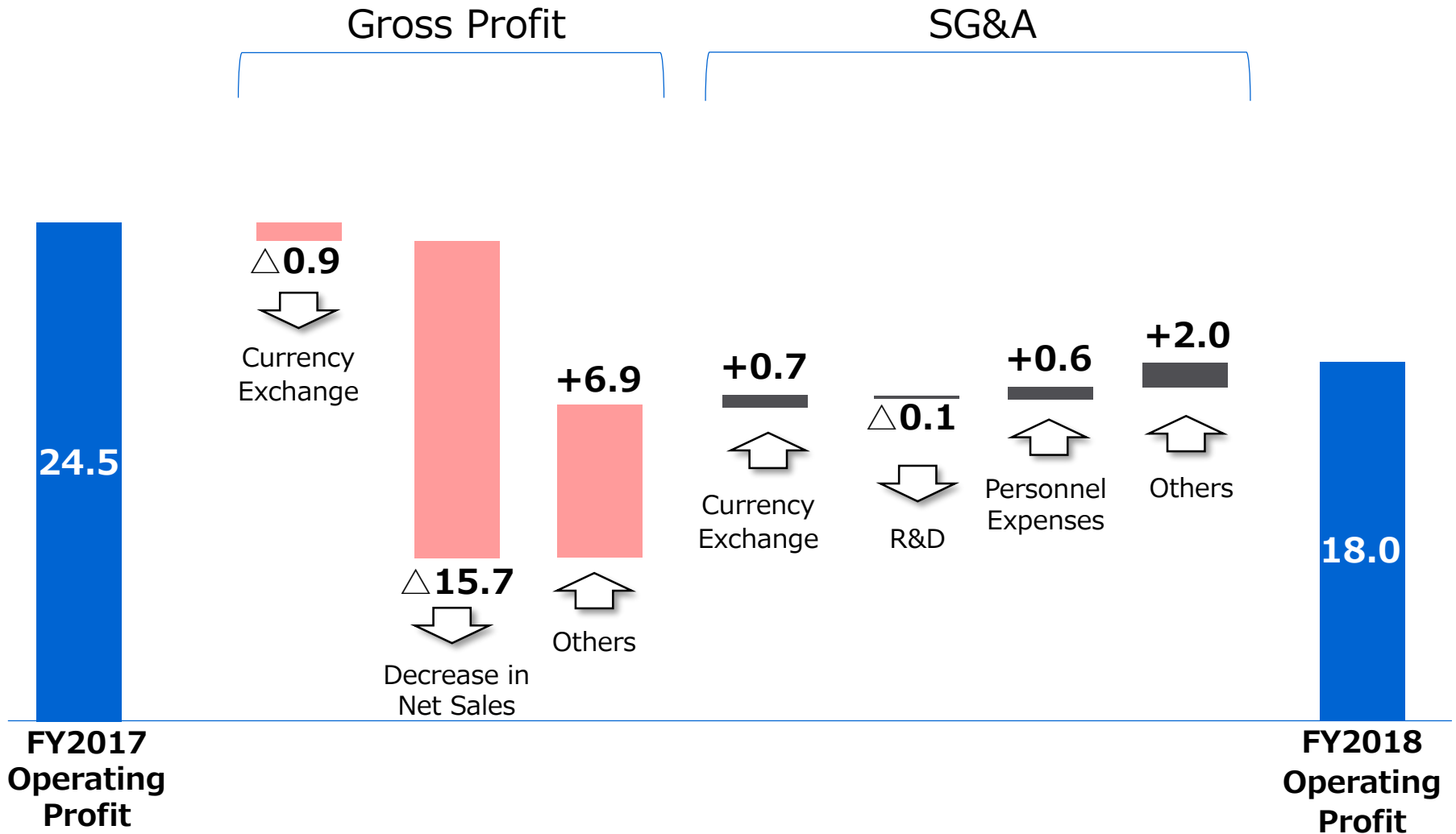
FY2018 Consolidated Business Results

FY2018 Business Results

(Billions of yen)		FY2018	FY2018	FY2017	Difference	
		Actual	Forecast (Feb 7)	Actual	vs. FY2018 FC (Feb 7)	vs. FY2017 Actual
Net Sales		476.8	490.0	513.3	△13.2	△36.5
Operating Profit (Rate of sales)		18.0 (3.8%)	19.0 (3.9%)	24.5 (4.8%)	△1.0	△6.6
Ordinary Profit (Rate of sales)		16.5 (3.5%)	16.0 (3.3%)	22.8 (4.4%)	+0.5	△6.3
Profit Attributable to Owners of Parent (Rate of sales)		11.2 (2.4%)	10.0 (2.0%)	17.5 (3.4%)	+1.2	△6.3
Foreign currency exchange rate (Yen)	US\$	110.69	109.89	111.21	+0.80	△0.52
	EUR	128.78	128.68	129.34	+0.10	△0.56

Operating Profit Analysis of FY2018

(Billions of yen)



FY2018 Business Results by Segment

	(Billions of yen)	FY2018	FY2018	FY2017	Difference	
		Actual	Forecast (Feb 7)	Actual	vs. FY2018 FC (Feb 7)	vs. FY2017 Actual
Retail Solutions Business Group	Net Sales	292.3	303.0	324.5	△10.7	△32.2
	Operating Profit (Rate of Sales)	12.3 (4.2%)	12.0 (4.0%)	17.3 (5.3%)	+0.3	△4.9
Printing Solutions Business Group	Net Sales	192.9	199.0	200.0	△6.1	△7.0
	Operating Profit (Rate of Sales)	5.7 (2.9%)	7.0 (3.5%)	7.3 (3.6%)	△1.3	△1.6
Consolidated Total	Net Sales	476.8	490.0	513.3	△13.2	△36.5
	Operating Profit (Rate of Sales)	18.0 (3.8%)	19.0 (3.9%)	24.5 (4.8%)	△1.0	△6.6

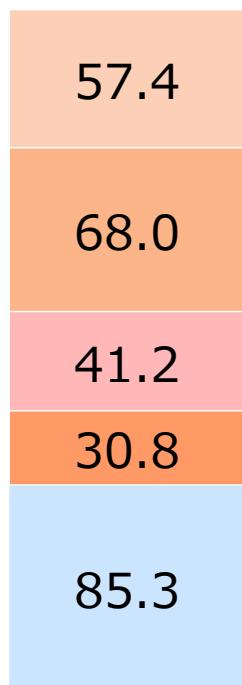
FY2018 Balance Sheet

Equity ratio increased by 3.8% to 33.0%

(Billions of yen)

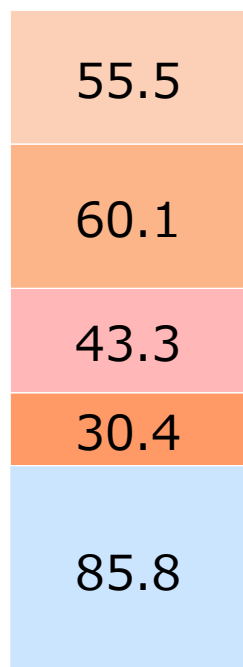
Assets

282.6



18/3E

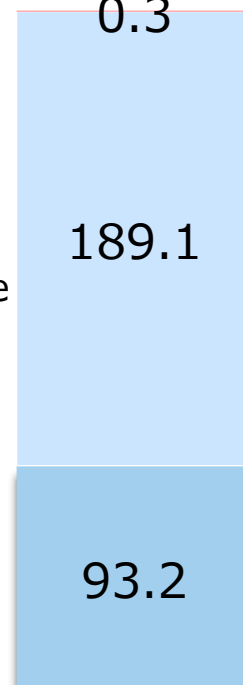
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19/3E

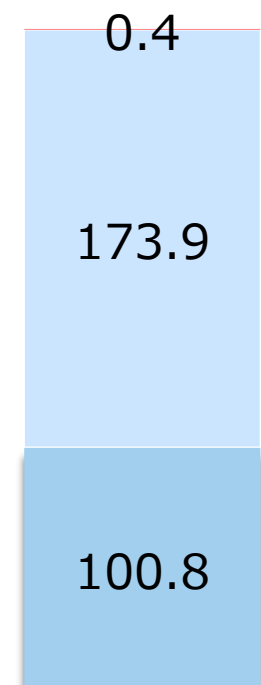
Liabilities and Net Assets

282.6



18/3E

275.1



19/E

-Loans payable

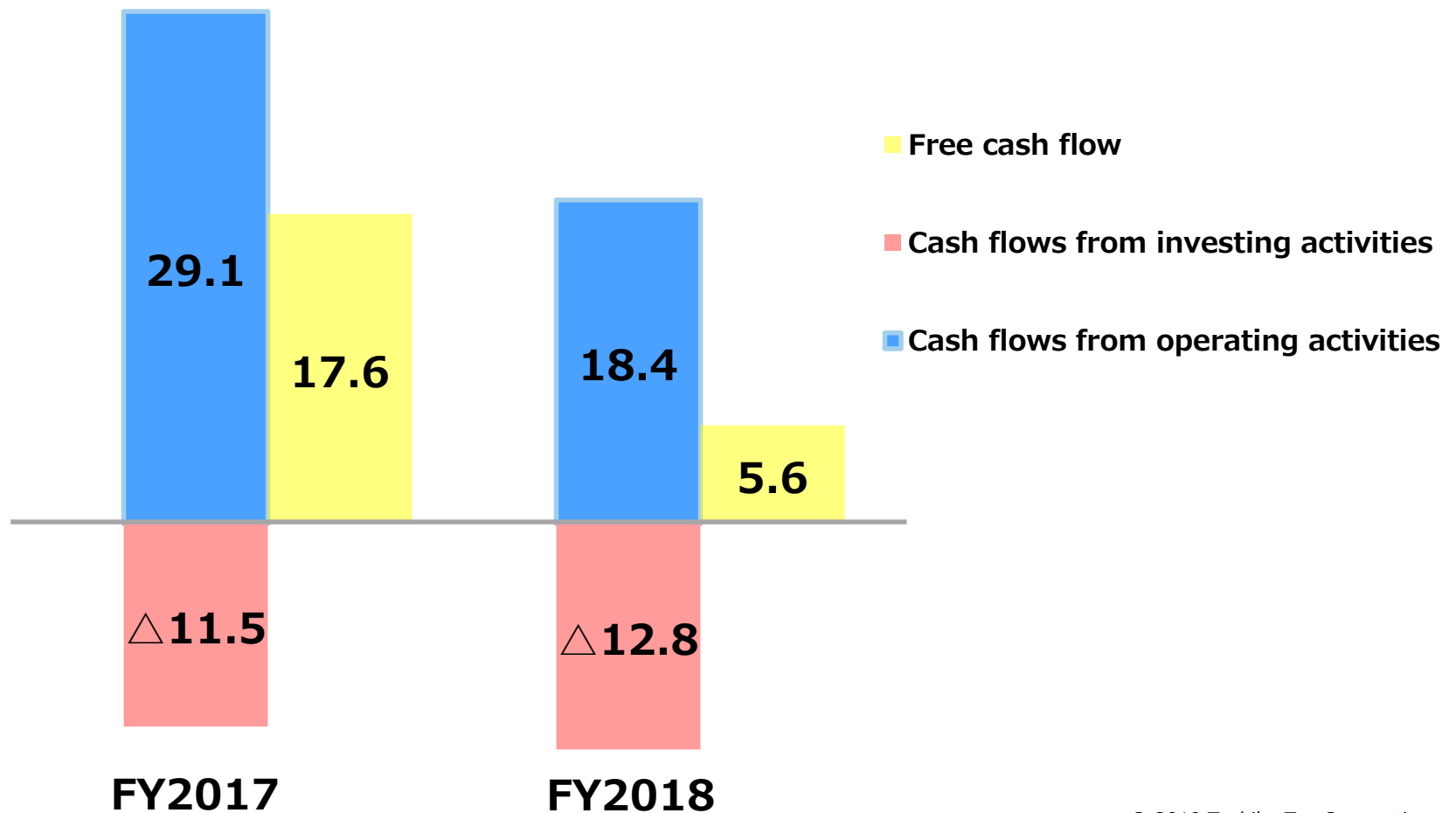
-Others liabilities

-Net Assets

FY2018 Cash Flows

Implement IT investment to improve productivity

(Billions of yen)



03

FY2019 Forecast



FY2019 Forecast, Overall

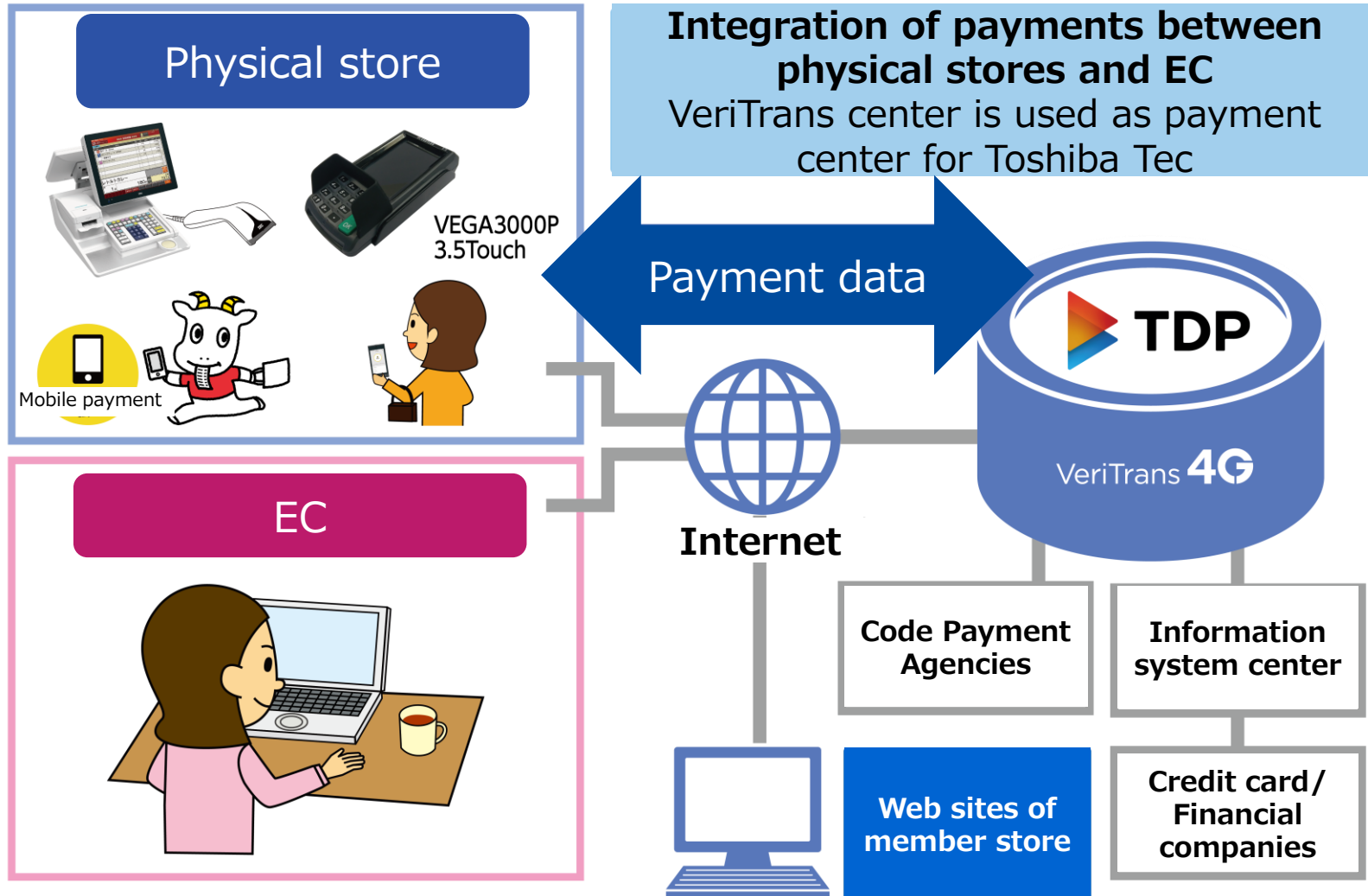
(Billions of yen)		FY2019 Forecast	FY2018 Actual	Difference vs FY2018
Net Sales		480.0	476.8	+3.2
Operating Profit		20.0	18.0	+2.0
	(Rate of sales)	(4.2%)	(3.8%)	
Ordinary Profit		18.0	16.5	+1.5
	(Rate of sales)	(3.8%)	(3.5%)	
Profit Attributable to Owners of Parent		12.0	11.2	+0.8
	(Rate of sales)	(2.5%)	(2.4%)	
Foreign currency exchange rate (Yen)	US\$	105.00	110.69	△5.69
	EUR	125.00	128.78	△3.78

FY2019 Forecast by Segment

	(Billions of yen)	FY2019 Forecast	FY2018 Actual	Difference vs FY2018
Retail Solutions Business Group	Net Sales	296.0	292.3	+3.7
	Operating Profit (Rate of Sales)	13.5 (4.6%)	12.3 (4.2%)	+1.2
Printing Solutions Business Group	Net Sales	193.0	192.9	+0.1
	Operating Profit (Rate of Sales)	6.5 (3.4%)	5.7 (2.9%)	+0.8
Consolidated Total	Net Sales	480.0	476.8	+3.2
	Operating Profit (Rate of Sales)	20.0 (4.2%)	18.0 (3.8%)	+2.0

Cashless payment service

Establish fee business according to payment volume



Appendix

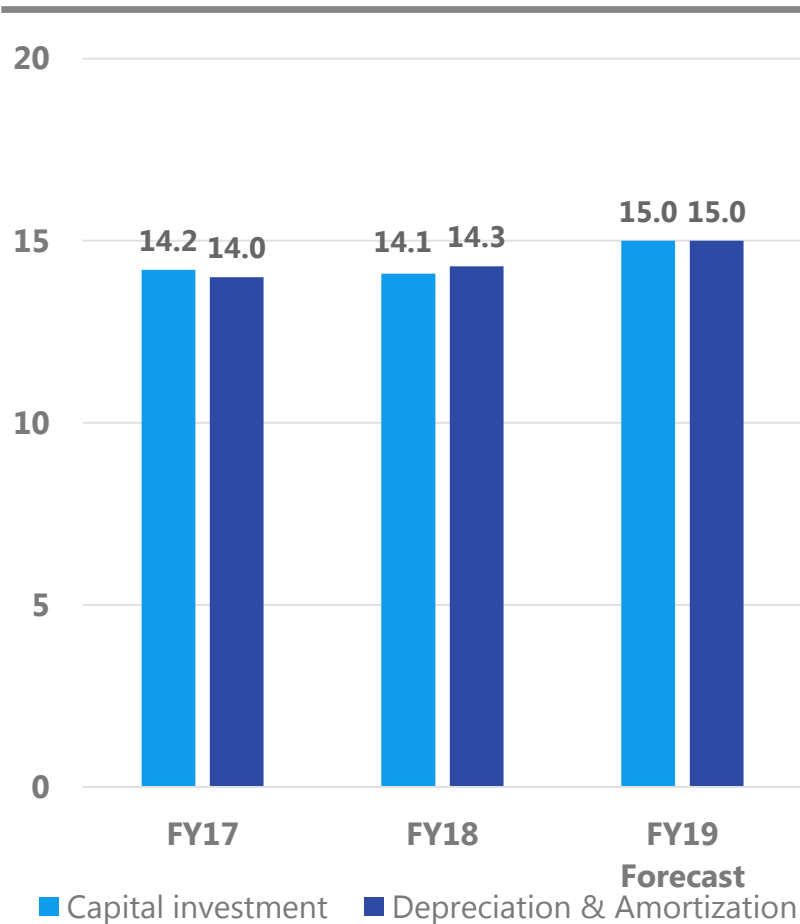
FY2019 Forecast: Impact of Currency Exchange Rate

	Premise Rate	Effect of depreciation by 1 yen (Annual)	
	FY2019	Net Sales	Operating Profit
US\$	105 yen	+ 1.9 billion yen	△ 0.1 billion yen
EUR	125 yen	+0.4 billion yen	+0.2 billion yen

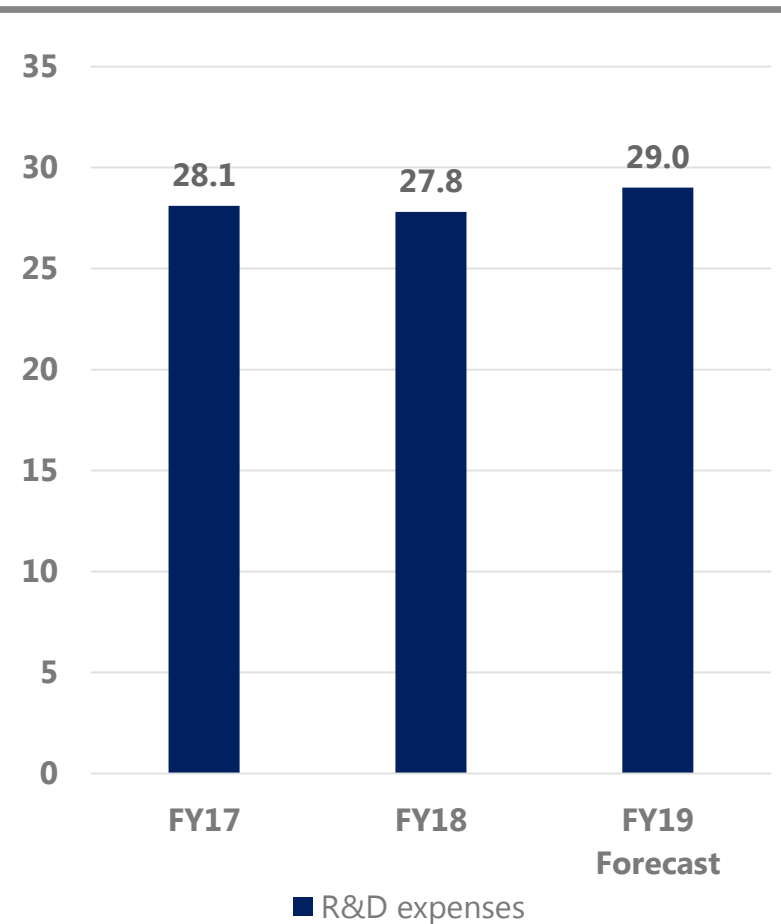
FY2019 Forecast: Capital investment, Depreciation and Amortization, R&D expenses

(Billions of Yen)

Capital investment , Depreciation and Amortization



R&D expenses



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

