

**TOSHIBA**

**FY2018 First Six Months  
Consolidated Business Results**

**Toshiba Tec Corporation**

November 7, 2018

# Content

## 01 Key Messages

## 02 FY2018 First Six Months Consolidated Business Results

## 03 FY2018 Forecast

# Key Messages

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- **Achieved profit as planned for the first half of FY2018**  
Achieved profit as planned for operating profit, ordinary profit and net profit.
- **The operating profit of the overseas retail solutions business expanded**  
Significant increase of profit due to increased sales of profitable products such as Self Checkout System and software products.
- **The equity ratio recovered**  
The equity ratio recovered to 31.1% due to increased net profit.

# Content

01 Key Messages

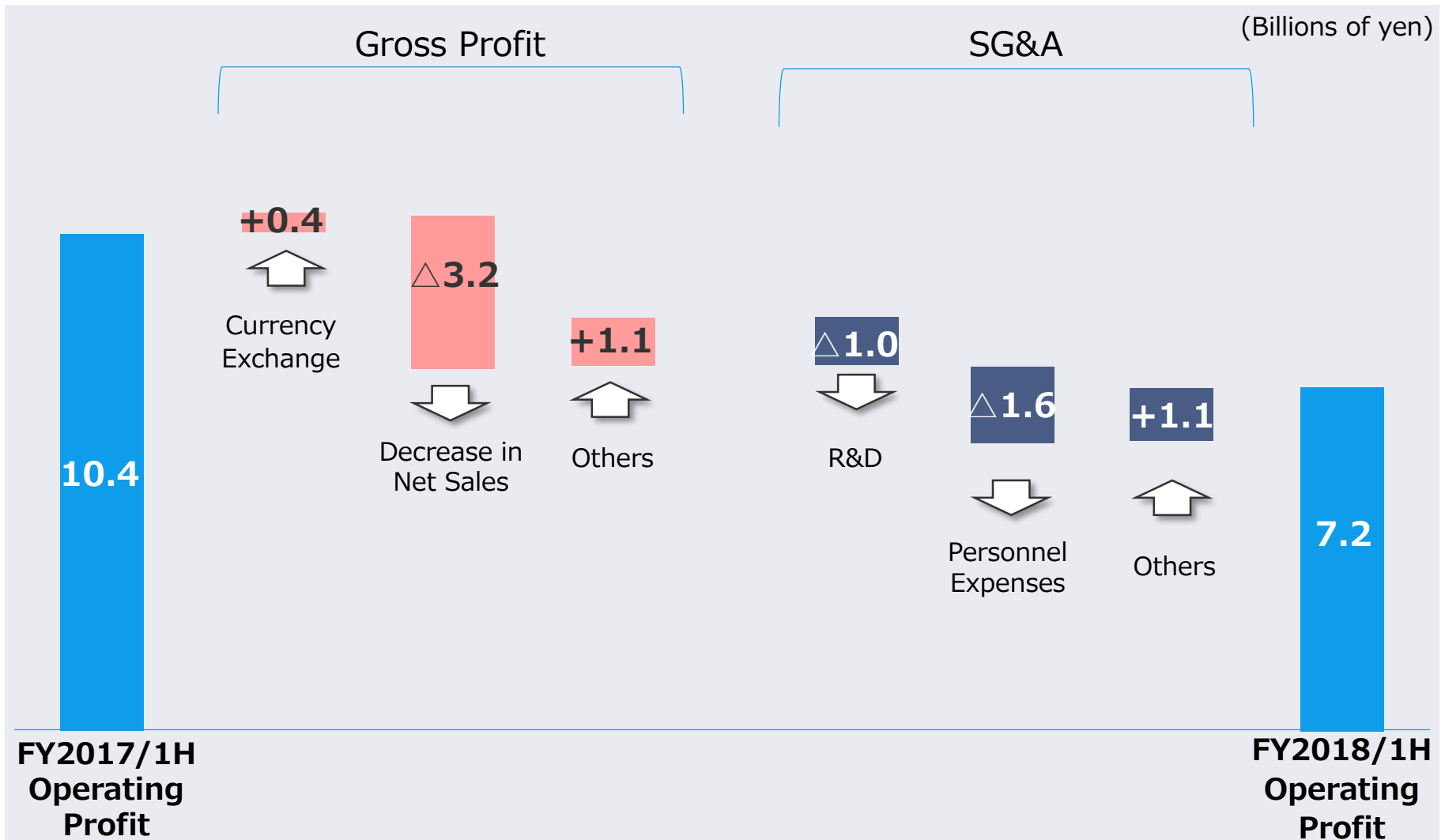
**02** FY2018 First Six Months  
Consolidated Business Results

03 FY2018 Forecast

# FY2018 First Six Months Business Results

(Billions of yen)	FY2018/1H	FY2018/1H	FY2017/1H	Difference	
	Actual	Forecast (May 9)	Actual	vs. FY2018/1H Forecast	vs. FY2017/1H Actual
<b>Net Sales</b>	<b>236.1</b>	<b>240.0</b>	<b>243.2</b>	<b>△3.9</b>	<b>△7.1</b>
<b>Operating Profit</b> (Rate of sales)	<b>7.2</b> (3.0%)	<b>6.0</b> (2.5%)	<b>10.4</b> (4.3%)	<b>+1.2</b>	<b>△3.2</b>
<b>Ordinary Profit</b> (Rate of sales)	<b>5.9</b> (2.5%)	<b>4.5</b> (1.9%)	<b>9.5</b> (3.9%)	<b>+1.4</b>	<b>△3.6</b>
<b>Profit Attributable to Owners of Parent</b> (Rate of sales)	<b>4.3</b> (1.8%)	<b>2.0</b> (0.8%)	<b>5.2</b> (2.1%)	<b>+2.3</b>	<b>△0.8</b>
<b>Foreign currency exchange rate (Yen)</b>	<b>US\$</b>	<b>109.50</b>	<b>110.00</b>	<b>△0.50</b>	<b>△1.70</b>
	<b>EUR</b>	<b>129.52</b>	<b>130.00</b>	<b>△0.48</b>	<b>+3.92</b>

# Operating Profit Analysis of FY2018/1H



# FY2018 First Six Months Business Results by Segment

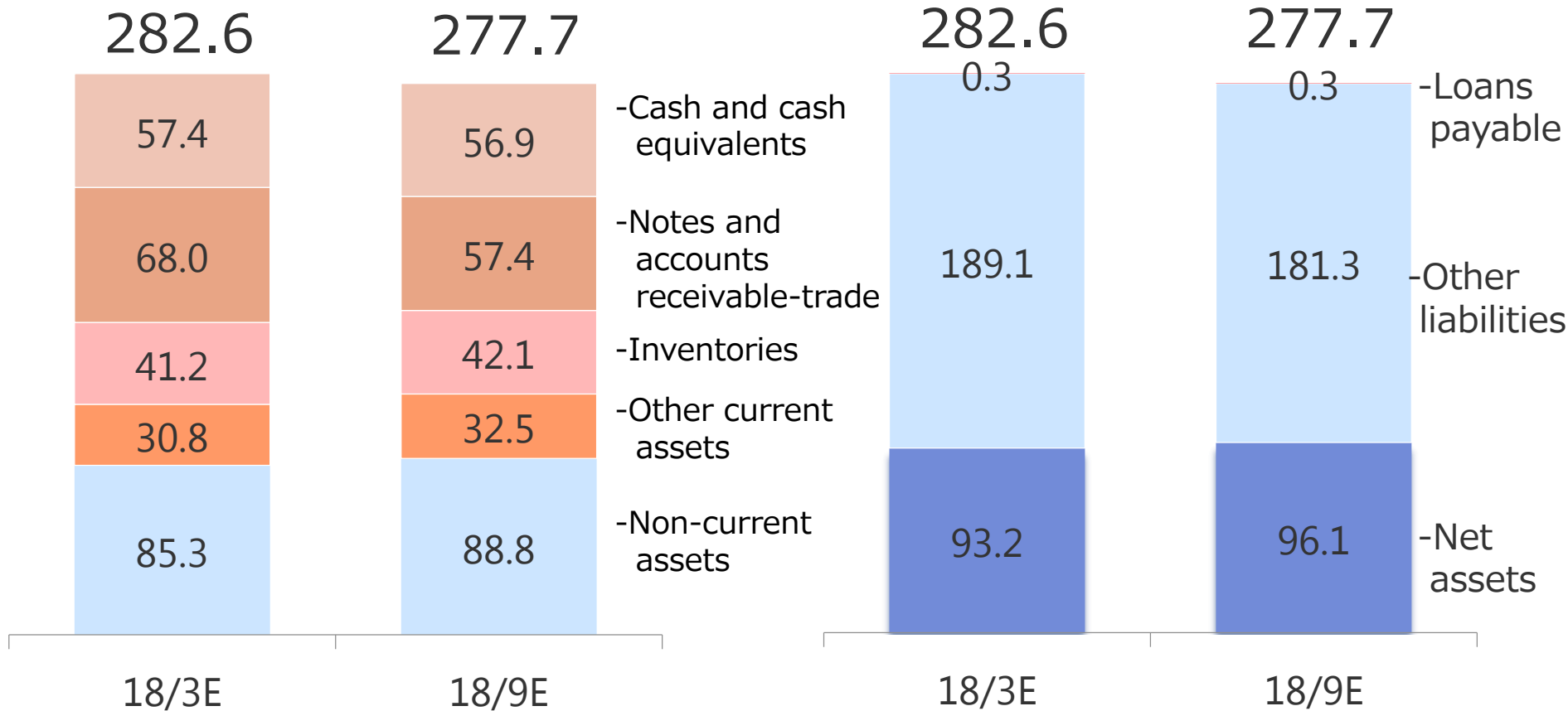
	(Billions of yen)	FY2018/1H Actual	FY2017/1H Actual	Difference vs. FY2017/1H Actual
Retail Solutions Business Group	Net Sales	145.5	150.6	△5.1
	Operating Profit (Rate of Sales)	5.2 (3.6%)	6.2 (4.1%)	△1.0
Printing Solutions Business Group	Net Sales	94.8	98.3	△3.5
	Operating Profit (Rate of Sales)	2.0 (2.1%)	4.2 (4.2%)	△2.2
Consolidated Total	Net Sales	236.1	243.2	△7.1
	Operating Profit (Rate of Sales)	7.2 (3.0%)	10.4 (4.3%)	△3.2

# Balance Sheet

(Billions of yen)

## Assets

## Liabilities and Net Assets

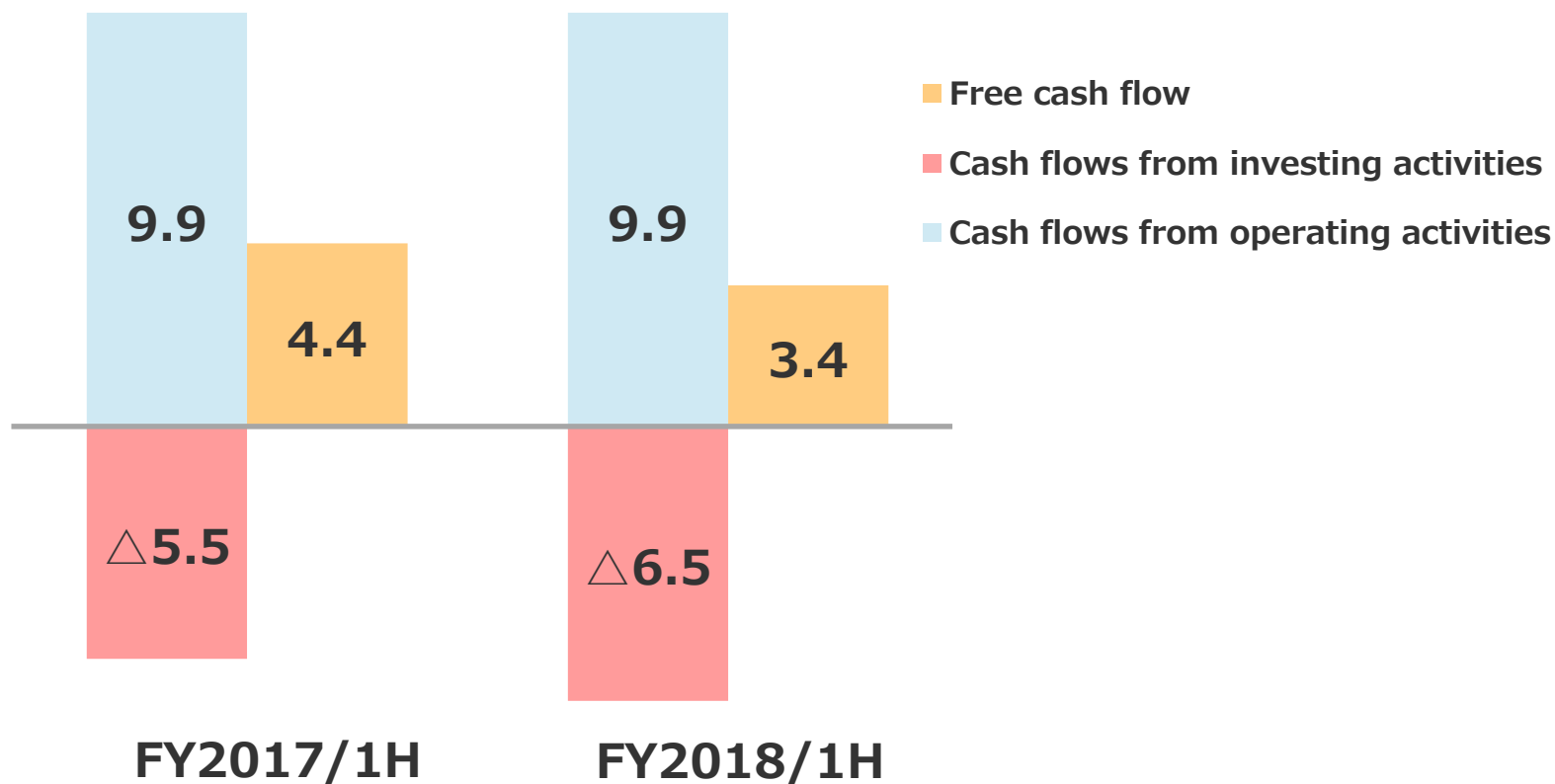


**Equity ratio increased by 1.9% to 31.1%**



# FY2018/1H Cash Flows

(Billions of yen)



Increased cash flows from operating activities through efficient cash management

# Content

01 Key Messages

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**03** FY2018 Forecast

# FY2018 Forecast, Overall

(Billions of yen)	FY2018	FY2018	FY2017	Difference		
	Forecast	Forecast (May 9)	Actual	vs. FY2018 FC (May 9)	vs. FY2017 Actual	
<b>Net Sales</b>	<b>500.0</b>	<b>500.0</b>	<b>513.3</b>	-	△13.3	
<b>Operating Profit</b> (Rate of sales)	<b>18.0</b> (3.6%)	<b>18.0</b> (3.6%)	<b>24.5</b> (4.8%)	-	△6.5	
<b>Ordinary Profit</b> (Rate of sales)	<b>15.0</b> (3.0%)	<b>15.0</b> (3.0%)	<b>22.8</b> (4.4%)	-	△7.8	
<b>Profit Attributable to Owners of Parent</b> (Rate of sales)	<b>8.0</b> (1.6%)	<b>8.0</b> (1.6%)	<b>17.5</b> (3.4%)	-	△9.5	
<b>Foreign currency exchange rate (Yen)</b>	<b>US\$</b>	<b>109.75*</b>	<b>110.00</b>	<b>111.21</b>	△0.25	△1.46
	<b>EUR</b>	<b>129.76*</b>	<b>130.00</b>	<b>129.34</b>	△0.24	+0.42

\* Foreign currency exchange rates of 18/2H forecasts are US\$=110yen, EUR=130yen.

# FY2018 Forecast by Segment

	(Billions of yen)	FY2018	FY2018	FY2017	Difference	
		Forecast	Forecast (May 9)	Actual	vs. FY2018 FC (May 9)	vs. FY2017 Actual
<b>Retail Solutions Business Group</b>	Net Sales	<b>308.0</b>	<b>303.0</b>	<b>324.5</b>	<b>+5.0</b>	<b>△16.5</b>
	Operating Profit (Rate of Sales)	<b>10.0</b> (3.2%)	<b>8.5</b> (2.8%)	<b>17.3</b> (5.3%)	<b>+1.5</b>	<b>△7.3</b>
<b>Printing Solutions Business Group</b>	Net Sales	<b>204.0</b>	<b>209.0</b>	<b>200.0</b>	<b>△5.0</b>	<b>+4.0</b>
	Operating Profit (Rate of Sales)	<b>8.0</b> (3.9%)	<b>9.5</b> (4.5%)	<b>7.3</b> (3.6%)	<b>△1.5</b>	<b>+0.7</b>
<b>Consolidated Total</b>	Net Sales	<b>500.0</b>	<b>500.0</b>	<b>513.3</b>	<b>-</b>	<b>△13.3</b>
	Operating Profit (Rate of Sales)	<b>18.0</b> (3.6%)	<b>18.0</b> (3.6%)	<b>24.5</b> (4.8%)	<b>-</b>	<b>△6.5</b>

# Appendix

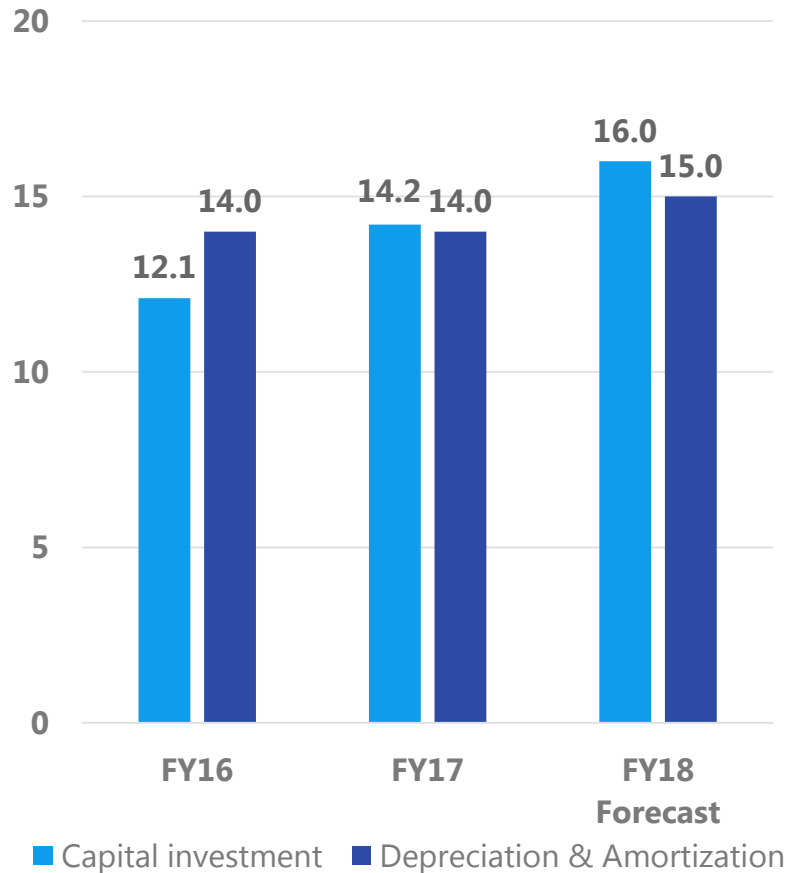
# FY2018 Forecast: Impact of Currency Exchange Rate

	Premise Rate	Effect of depreciation by 1 yen (Annual)	
	FY2018/2H	Sales	Operating Profit
US\$	110 yen	+1.8 billion yen	△0.0 billion yen
EUR	130 yen	+0.5 billion yen	+0.2 billion yen

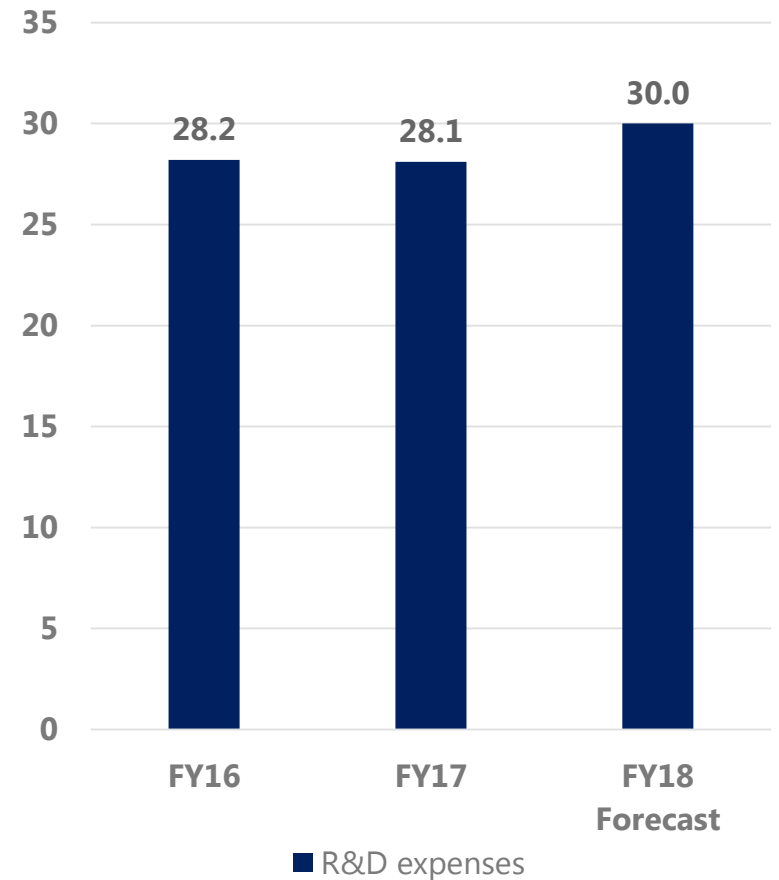
# FY2018 Forecast: Capital investment, Depreciation and Amortization, R&D expenses

(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**

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