

**TOSHIBA**

# **FY2021 Consolidated Business Results**

**Toshiba Tec Corporation**

May 11, 2022

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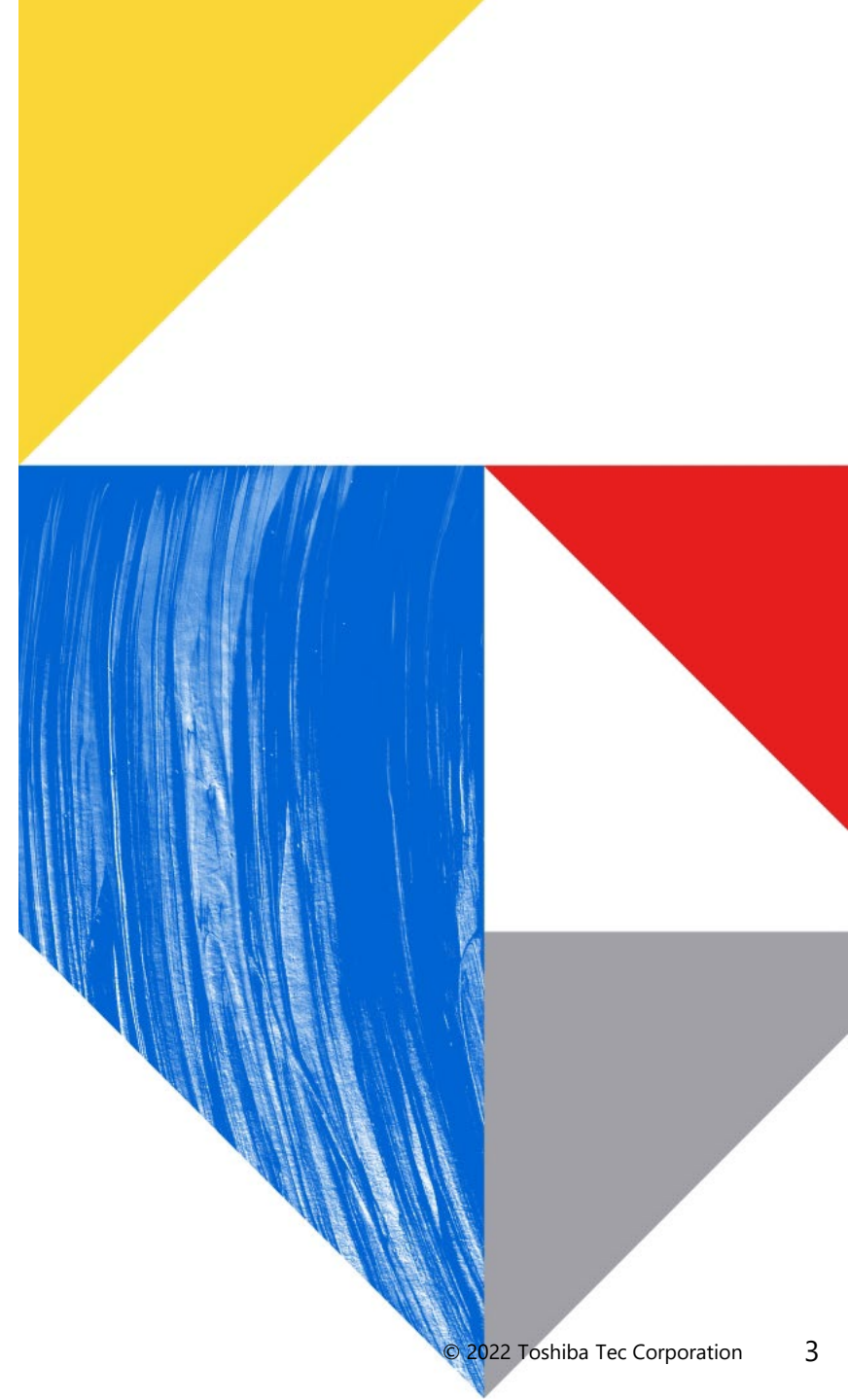
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# 01

## FY2021 Review



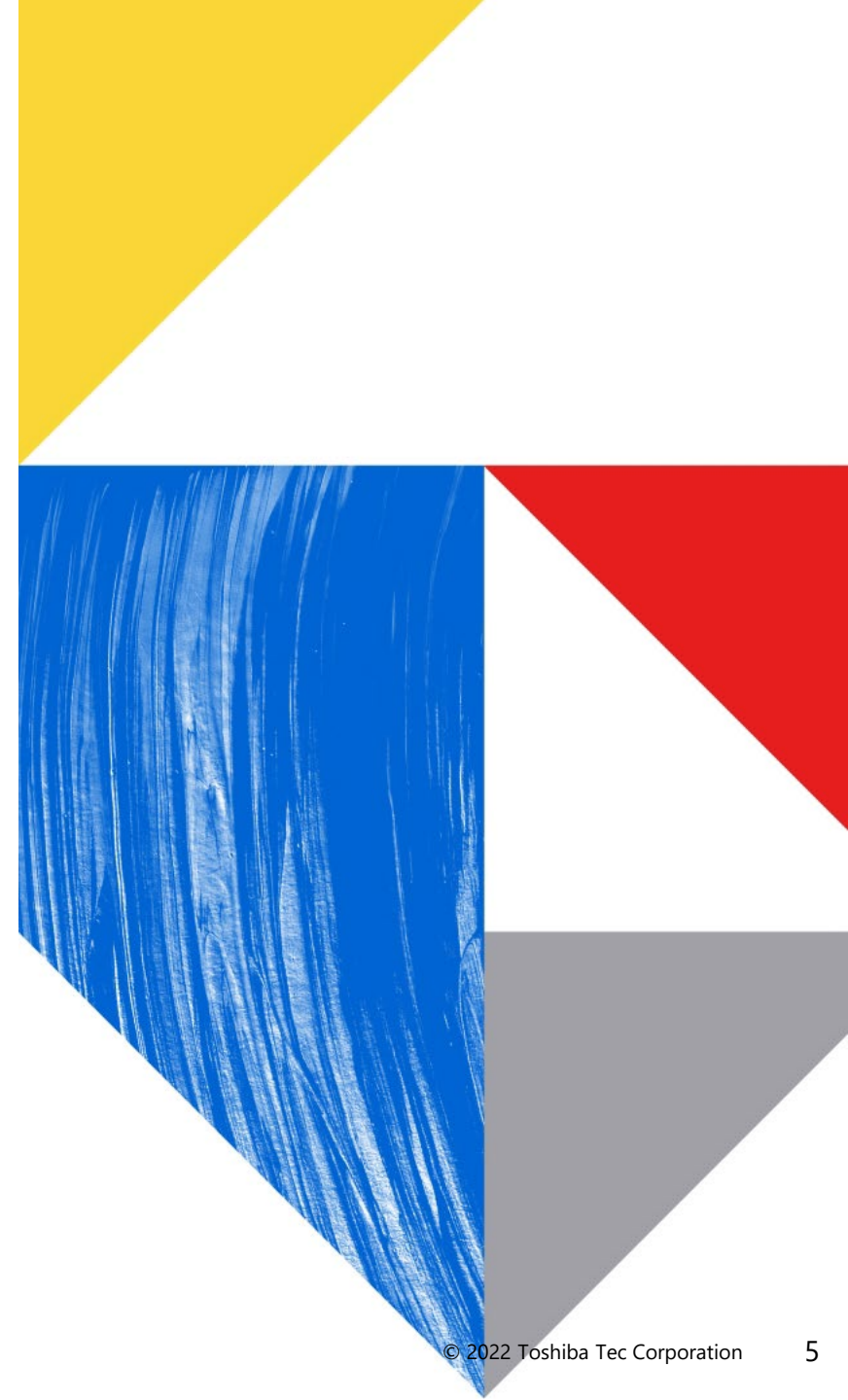
# FY2021 key achievements against our strategic objectives

Through FY2020 structural reforms, FY2021 executed Proactive & Aggressive Management

Theme	Strategy	Result
Creation of new value	① Partnership strategy	Strengthen partnership within the industry where we are focusing <u>Invested in 9 companies including Digital Garage, Inc. for 6.3B yen</u>
	② Establish a platform in retail industry	<u>Accelerated solutions expanding based on ELERA Orders received from US retail major chain account and domestic PoC started</u>
Adaptation to market changes	③ Improve profitability of Workplace business	Despite huge impact of parts cost up, supply constraints and shipping cost up, Workplace Solutions Business Group turned to be profitable

# 02

## **FY2021 Consolidated Business Results**



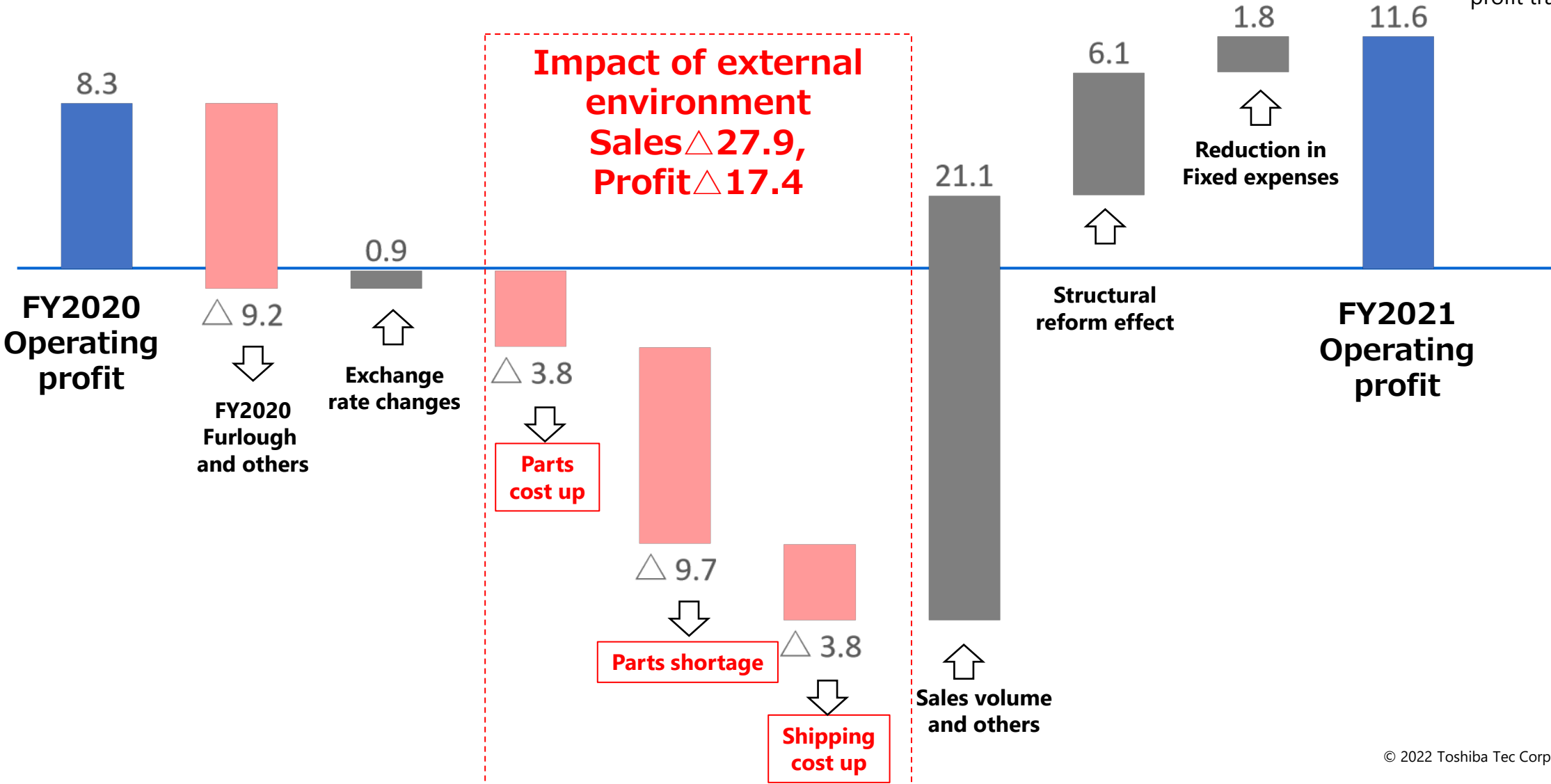
# FY2021 Business Results (Consolidated)

(Billions of yen)

		FY2021 Actual	FY2021 Forecast (7/FEB)	FY2020 Actual	Difference	
					vs FY2021 Forecast	vs FY2020 Actual
<b>Net Sales</b>		<b>445.3</b>	<b>445.0</b>	<b>405.7</b>	<b>+0.3</b>	<b>+39.6</b>
<b>Operating Profit</b> (Rate of sales)		<b>11.6</b> (2.6%)	<b>15.0</b> (3.4%)	<b>8.3</b> (2.0%)	<b>△3.4</b>	<b>+3.3</b>
<b>Ordinary Profit</b> (Rate of sales)		<b>10.2</b> (2.3%)	<b>12.0</b> (2.7%)	<b>7.2</b> (1.8%)	<b>△1.8</b>	<b>+3.0</b>
<b>Profit Attributable to Owners of Parent</b> (Rate of sales)		<b>5.4</b> (1.2%)	<b>8.0</b> (1.8%)	<b>7.1</b> (1.8%)	<b>△2.6</b>	<b>△1.7</b>
<b>Dividends</b>		<b>40.00 yen</b>	<b>40.00 yen</b>	<b>20.00 yen</b>	<b>0.00 yen</b>	<b>+20.00 yen</b>
<b>Foreign currency exchange rate (yen)</b>	<b>US\$</b>	<b>112.05</b>	<b>111.96</b>	<b>105.79</b>	<b>+0.09</b>	<b>+6.26</b>
	<b>EUR</b>	<b>130.54</b>	<b>130.22</b>	<b>123.21</b>	<b>+0.32</b>	<b>+7.33</b>

# Operating Profit Analysis of FY2021 (vs FY2020)

(Billions of yen)  
 ※This chart shows profit transition

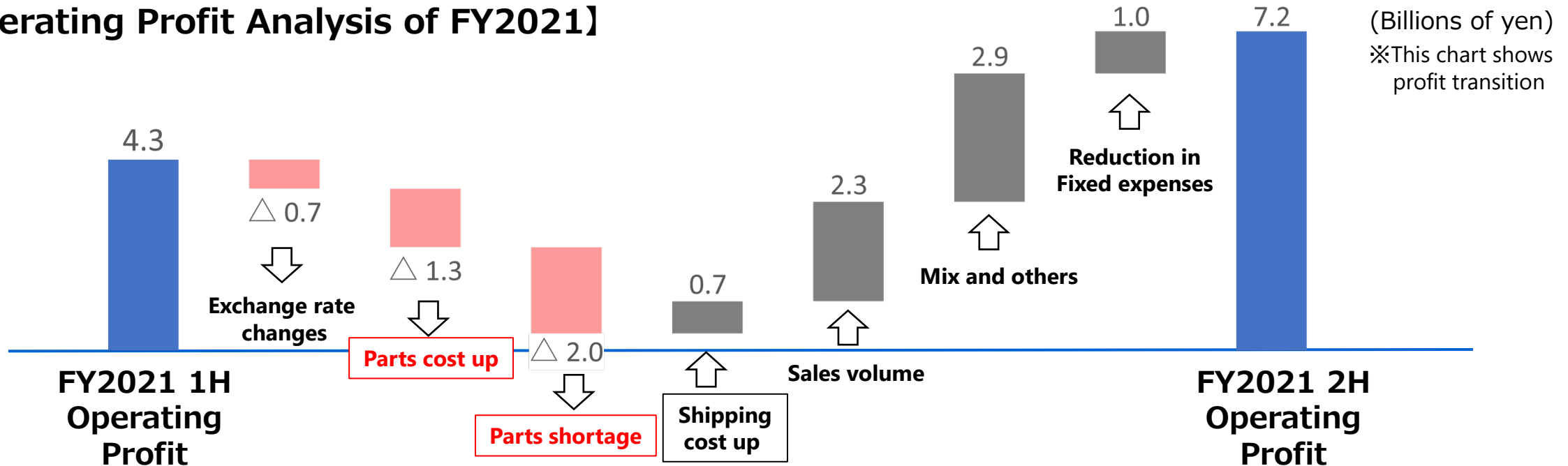


# FY2021 Business Results (Consolidated)

(Billions of yen)

	FY2021 1H Actual	FY2021 2H Actual	Difference vs FY2021 1H
Total	Net Sales	217.0	+11.3
	Operating Profit (Rate of sales)	4.3 (2.0%)	7.2 (3.2%) +2.9

## 【Operating Profit Analysis of FY2021】

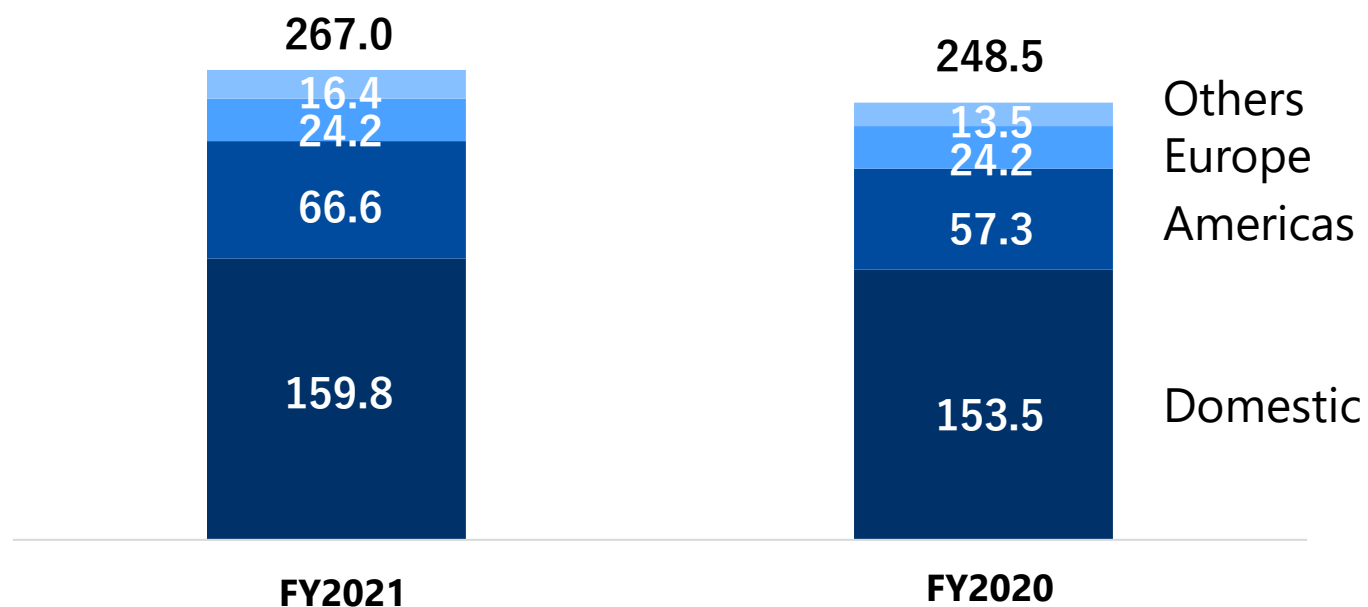




# FY2021 Business Results by Segment

(Billions of yen)

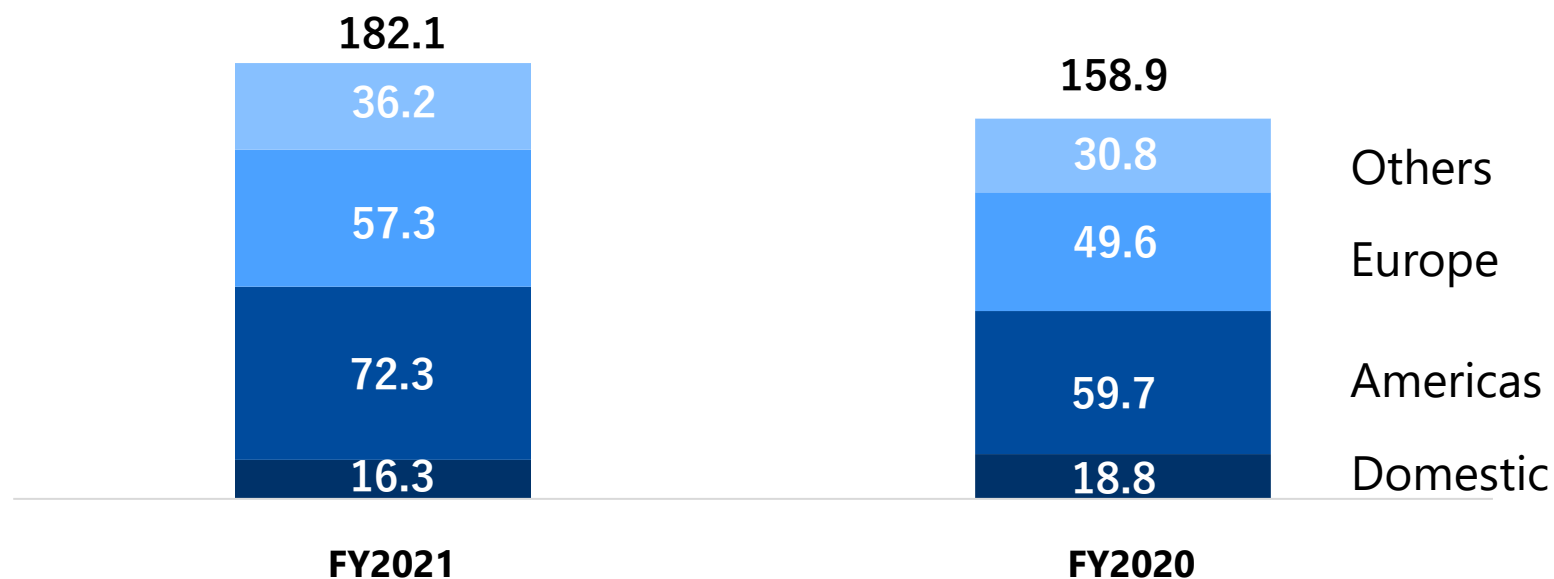
		FY2021 Actual	FY2021 Forecast (7/FEB)	FY2020 Actual	Difference	
					vs FY2021 Forecast	vs FY2020 Actual
Retail Solutions Business Group	Net Sales	267.0	267.0	248.5	0.0	+18.5
	Operating Profit  (Rate of sales)	10.6 (4.0%)	12.5 (4.7%)	13.7 (5.5%)	△1.9	△3.1



# FY2021 Business Results by Segment

(Billions of yen)

		FY2021	FY2021	FY2020	Difference	
		Actual	Forecast (7/FEB)	Actual	vs FY2021 Forecast	vs FY2020 Actual
Workplace Solutions Business Group	Net Sales	182.1	183.0	158.9	△0.9	+23.2
	Operating Profit (Rate of sales)	1.0 (0.5%)	2.5 (1.4%)	△5.5 (-%)	△1.5	+6.5

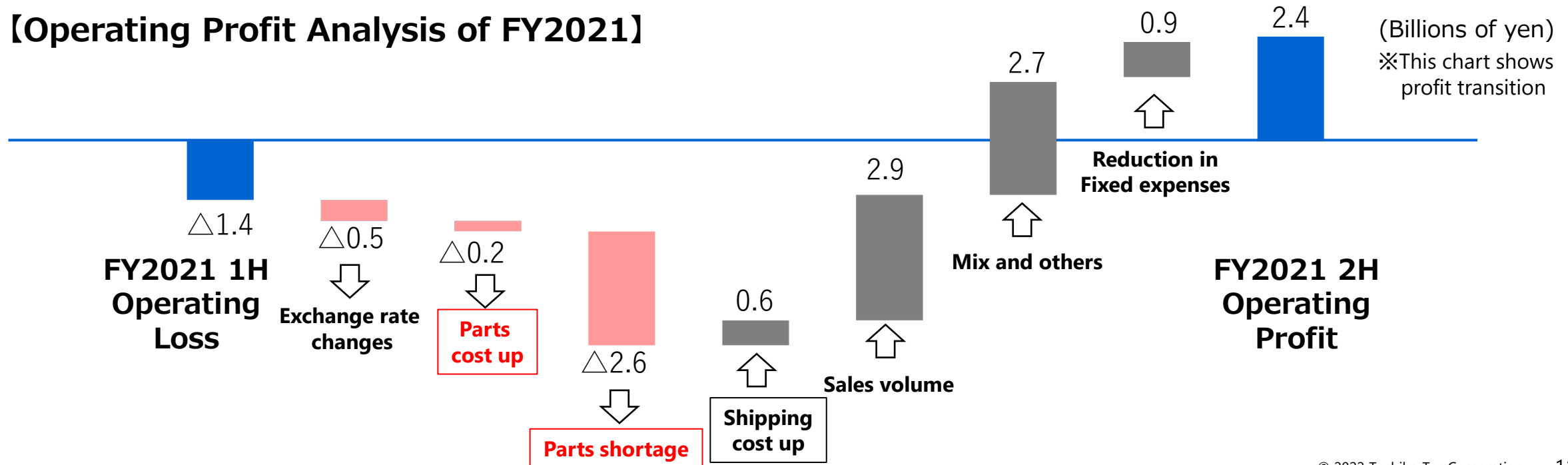


# FY2021 Business Results by Segment

(Billions of yen)

	FY2021 1H Actual	FY2021 2H Actual	FY2020 2H Actual	Difference vs FY2020 2H
Workplace Solutions Business Group	Net Sales	87.8	87.0	+7.3
	Operating Profit (Rate of sales)	△1.4 (-%)	2.3 (2.5%)	1.4 (1.7%) +0.9

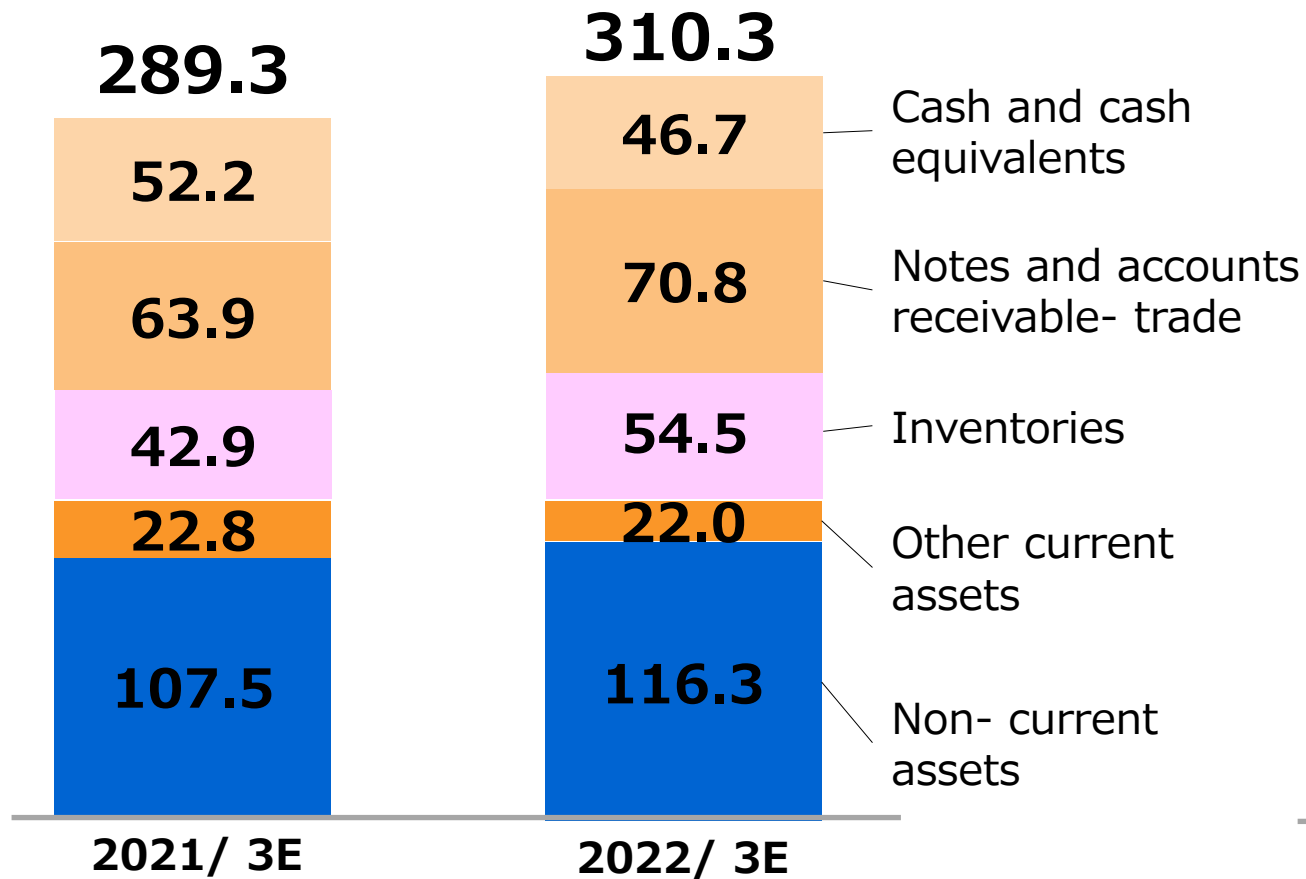
## 【Operating Profit Analysis of FY2021】



# Balance Sheet

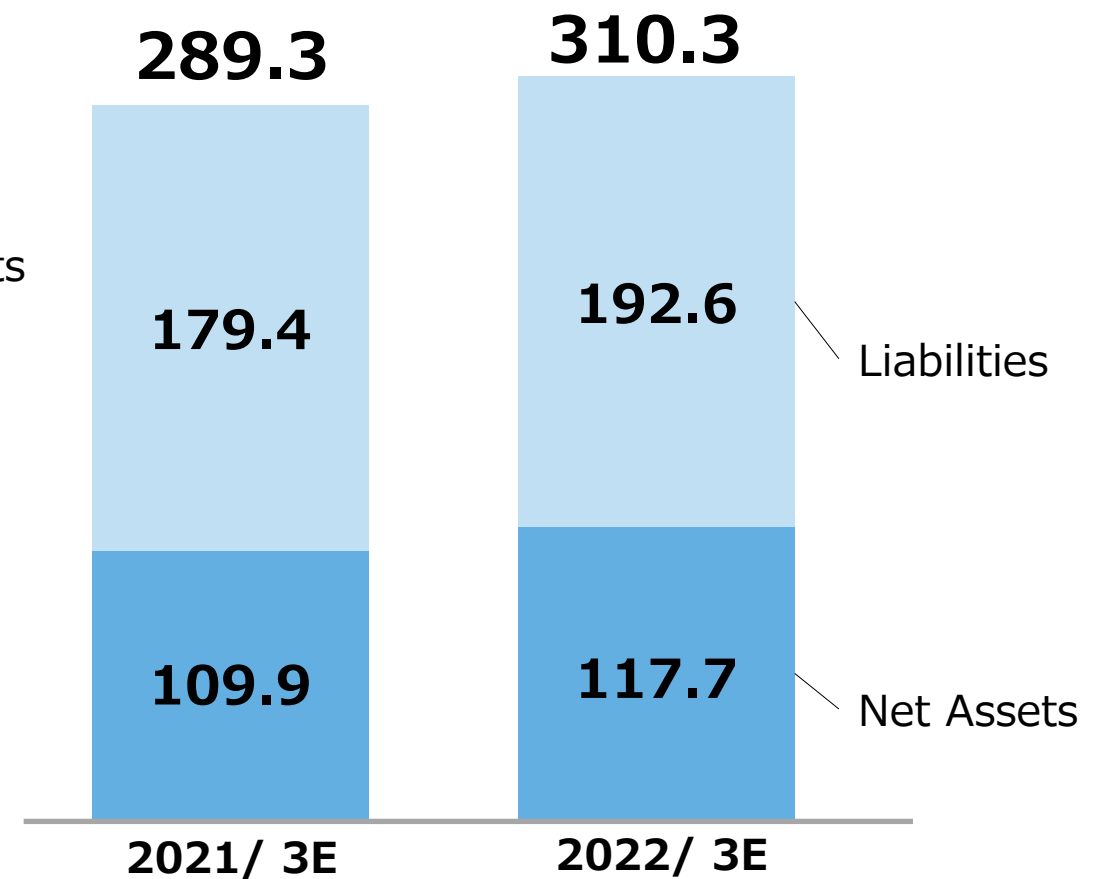
Capital adequacy ratio is 36.1% due to recovery of business result

## Assets

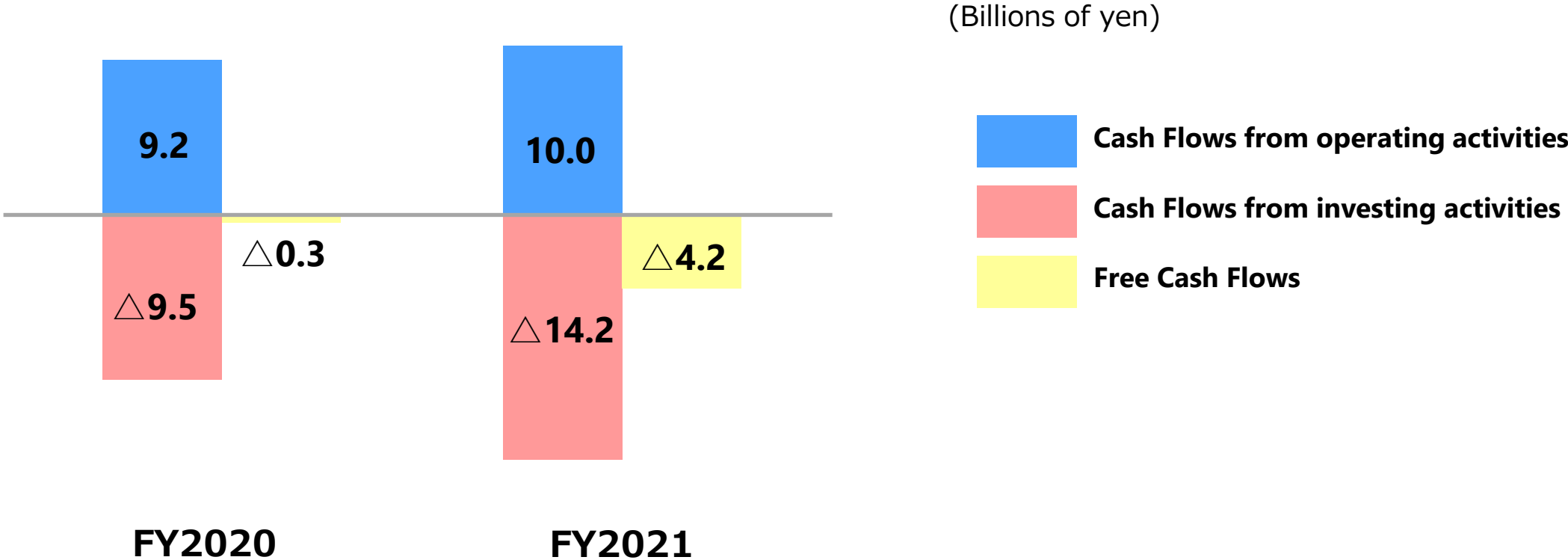


## Liabilities and Net Assets

(Billions of yen)

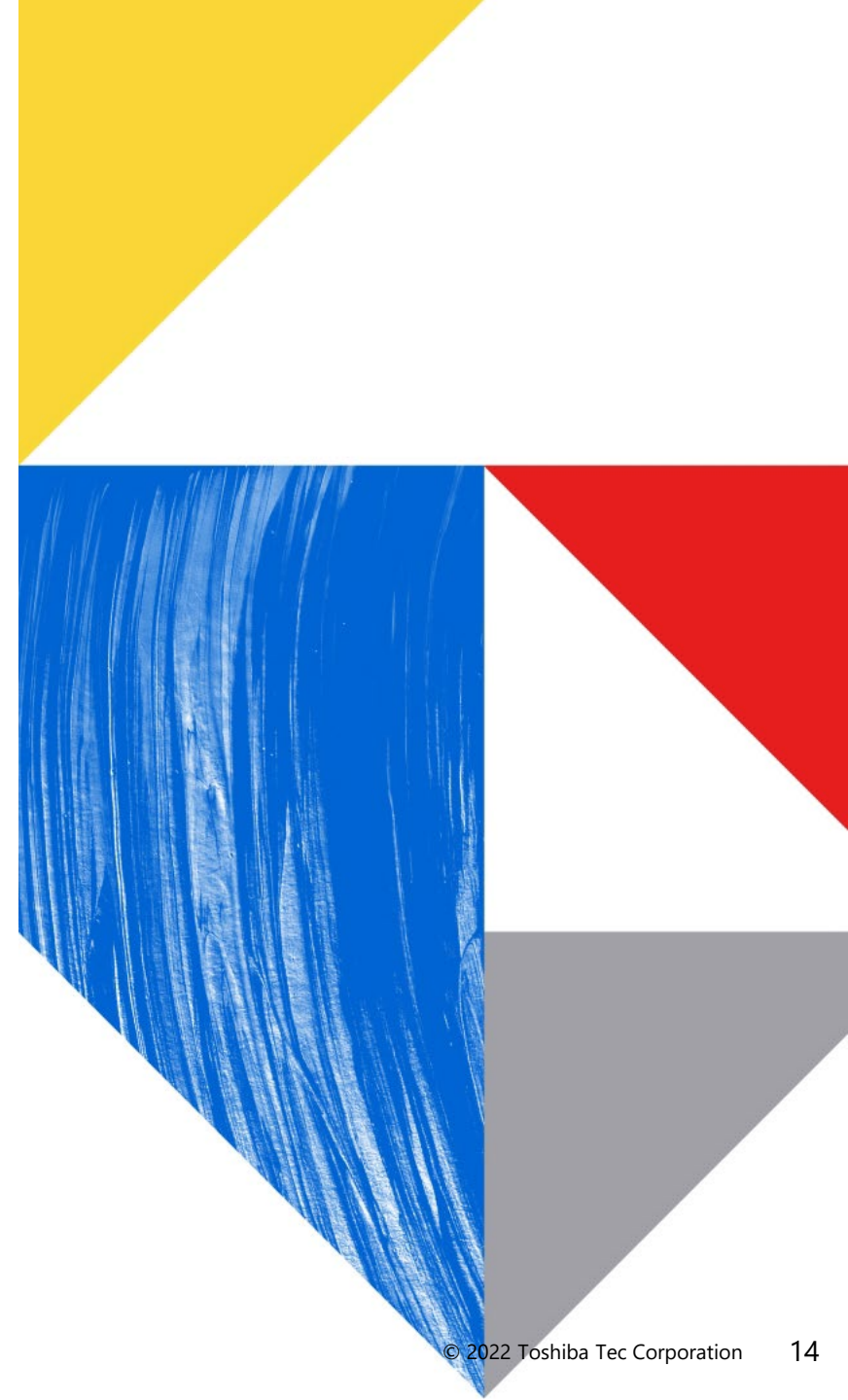


## Implemented aggressive investment for future growth



# 03

## FY2022 Forecast



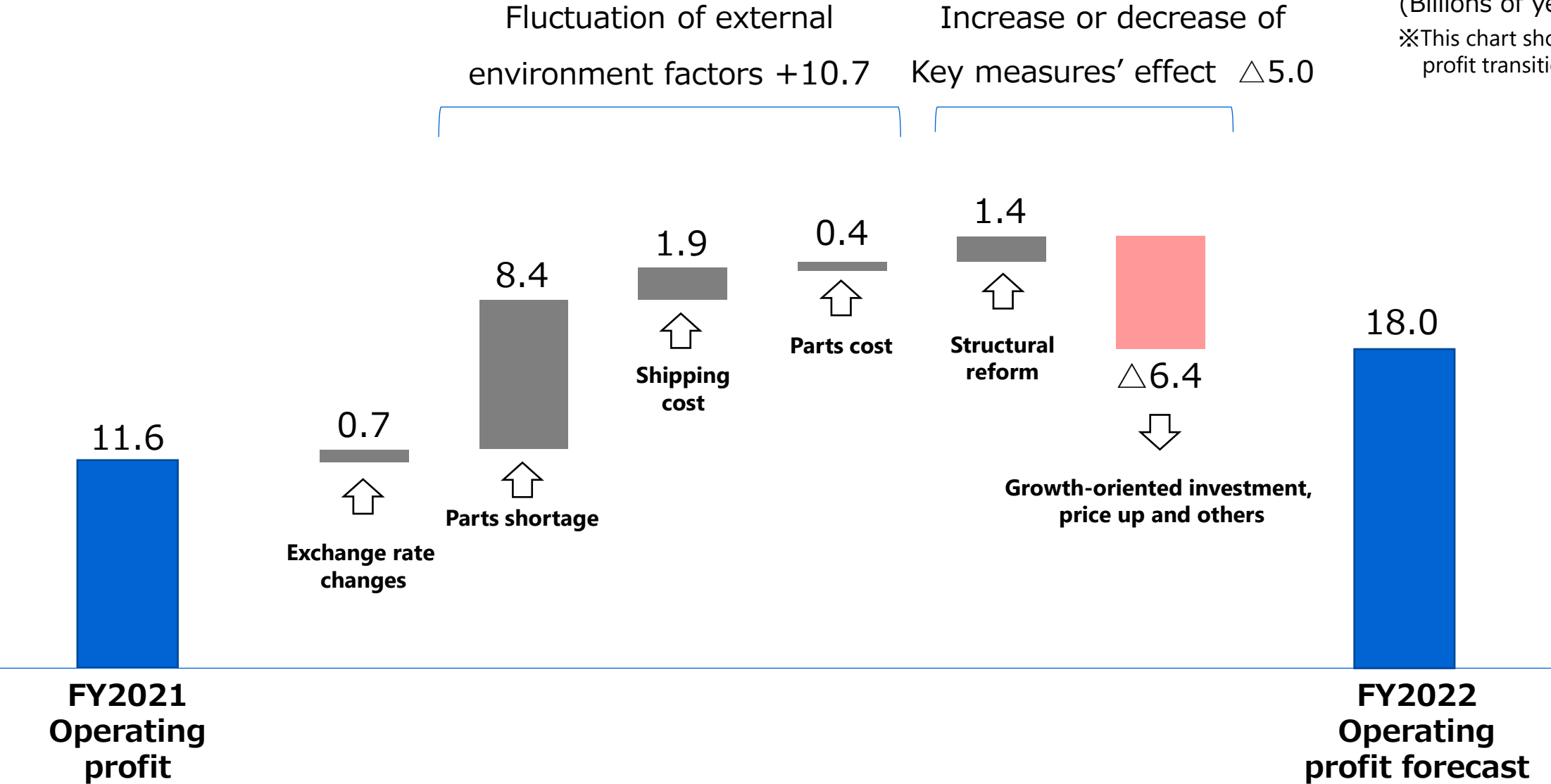
# FY2022 Forecast (Consolidated)

(Billions of yen)

		<b>FY2022 Forecast</b>	<b>FY2021 Actual</b>	<b>Difference vs FY2021 Actual</b>
<b>Net Sales</b>		<b>450.0</b>	<b>445.3</b>	<b>+4.7</b>
<b>Operating Profit</b>		<b>18.0</b>	<b>11.6</b>	<b>+6.4</b>
	(Rate of sales)	(4.0%)	(2.6%)	
<b>Ordinary Profit</b>		<b>15.5</b>	<b>10.2</b>	<b>+5.3</b>
	(Rate of sales)	(3.4%)	(2.3%)	
<b>Profit Attributable to Owners of Parent</b>		<b>8.0</b>	<b>5.4</b>	<b>+2.6</b>
	(Rate of sales)	(1.8%)	(1.2%)	
<b>Dividends</b>		<b>50.00 yen</b>	<b>40.00 yen</b>	<b>+10.00 yen</b>
<b>Foreign currency exchange rate (yen)</b>	US\$	<b>120.00</b>	<b>112.05</b>	<b>+7.95</b>
	EUR	<b>135.00</b>	<b>130.54</b>	<b>+4.46</b>

# Operating Profit Analysis of FY2022

(Billions of yen)  
 ※This chart shows profit transition





# FY2022 Forecast by Segment

(Billions of yen)

		FY2022 Forecast	FY2021 Actual	Difference vs FY2021 Actual
Retail Solutions Business Group	Net Sales	265.0	267.0	△2.0
	Operating Profit (Rate of sales)	11.5 (4.3%)	10.6 (4.0%)	+0.9
Workplace Solutions Business Group	Net Sales	195.0	182.1	+12.9
	Operating Profit (Rate of sales)	6.5 (3.3%)	1.0 (0.5%)	+5.5

# Appendix

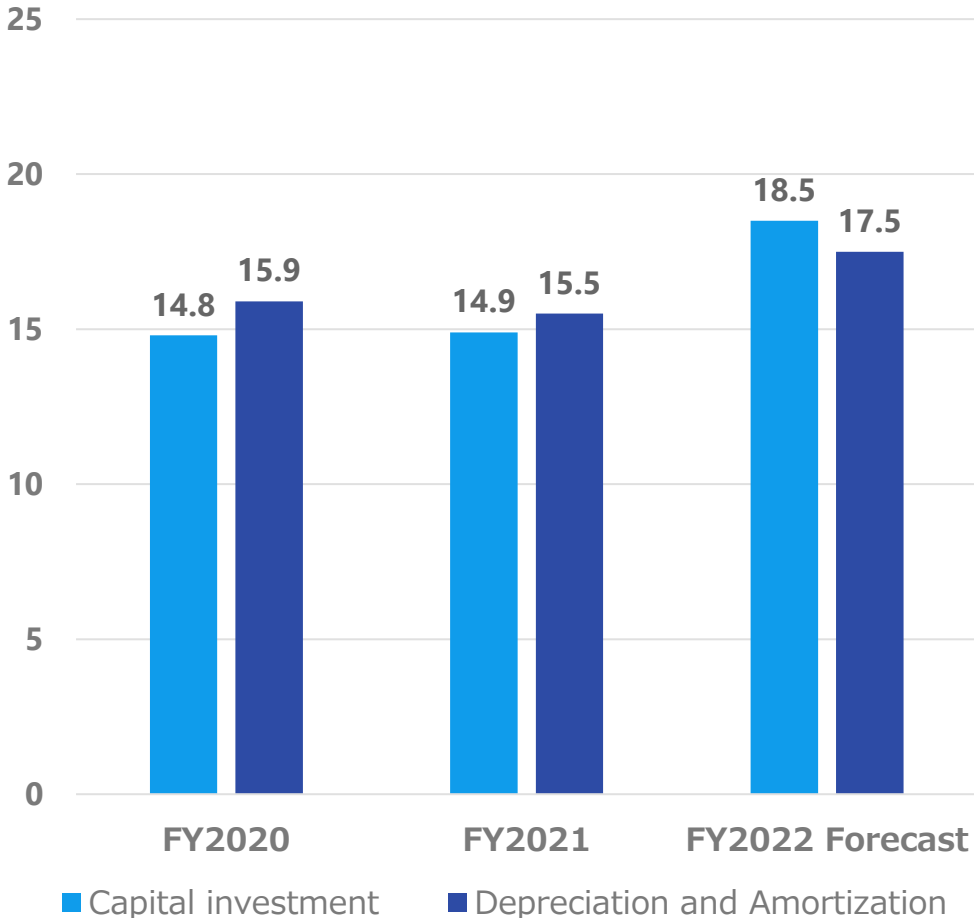
# FY2022 Forecast: Impact of Currency Exchange Rate

	Premise Rate	Effect of Depreciation by 1 yen (Annual)	
	FY2022	Net Sales	Operating Profit
US\$	120 yen	+1.7 billion yen	△0.1 billion yen
EUR	135 yen	+0.3 billion yen	+0.1 billion yen

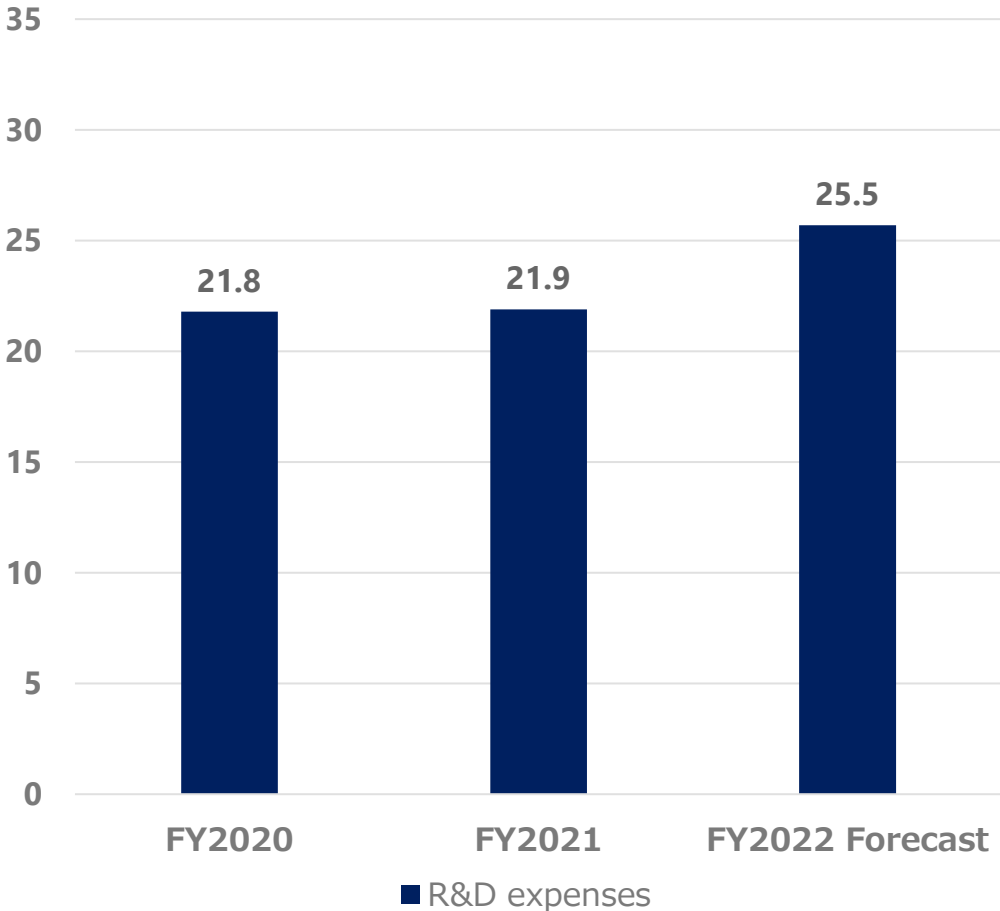
# FY2022 Forecast: Capital investment\*, Depreciation and Amortization, R&D expenses

(Billions of yen)

## Capital investment, Depreciation and Amortization



## R&D expenses



\*The increase amount of tangible assets and intangible assets

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

