

TOSHIBA

FY2022 Third Quarter Consolidated Business Results

Toshiba Tec Corporation

Feb 6, 2023

Contents

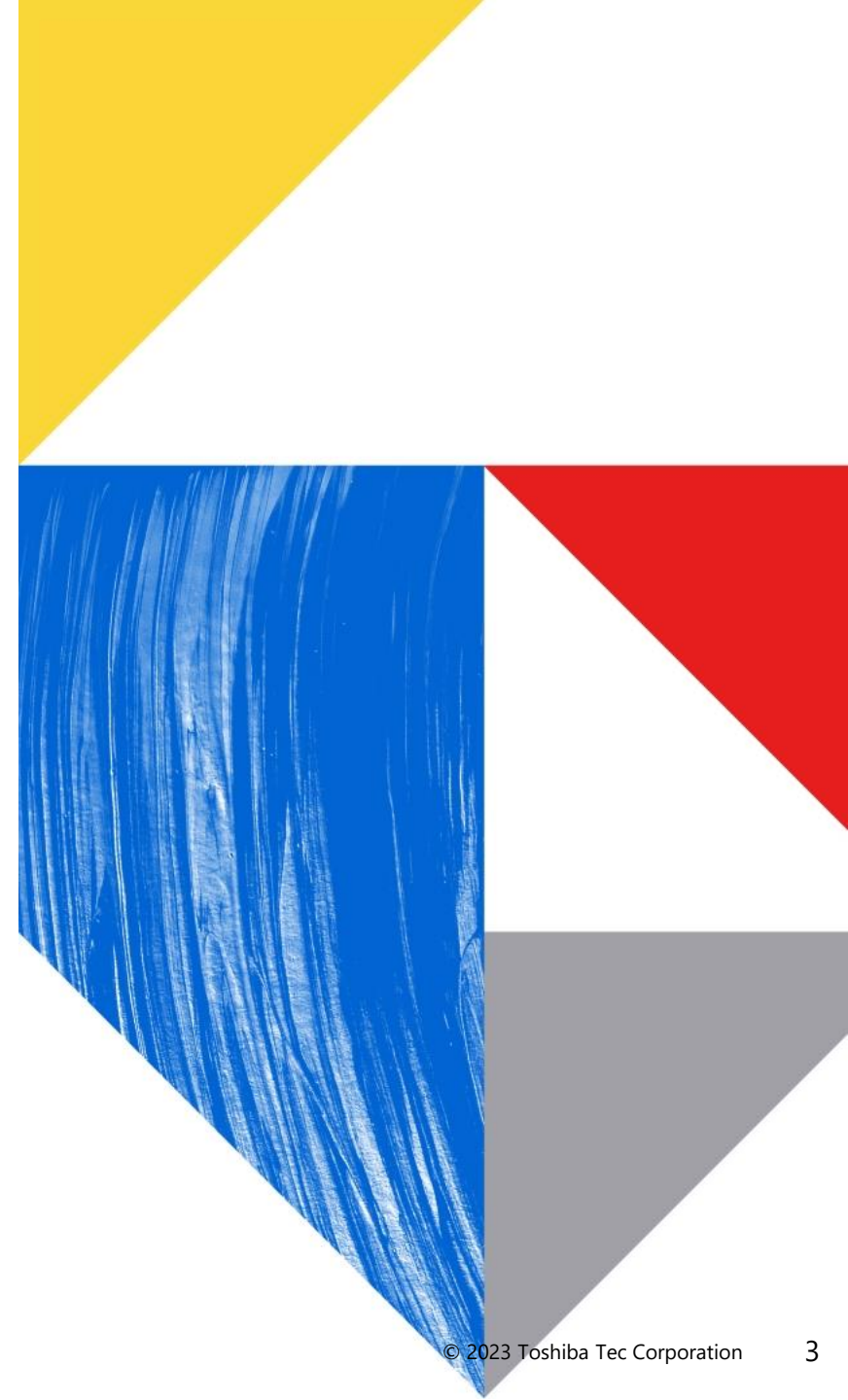
01 Key Messages

**02 FY2022 Third Quarter
Consolidated Business Results**

03 FY2022 Forecast

01

Key Messages



Key Messages

Company-wide performance in 3Q FY2022 exceeded the same period last year

Sales, operating profit, ordinary profit and profit attributable to owners of parent in 3Q (Oct. – Dec.) FY2022 all improved from the same period last year.

Achieved revenue and profit growth in 3Q FY2022 YoY, with an operating profit margin of 4.5%

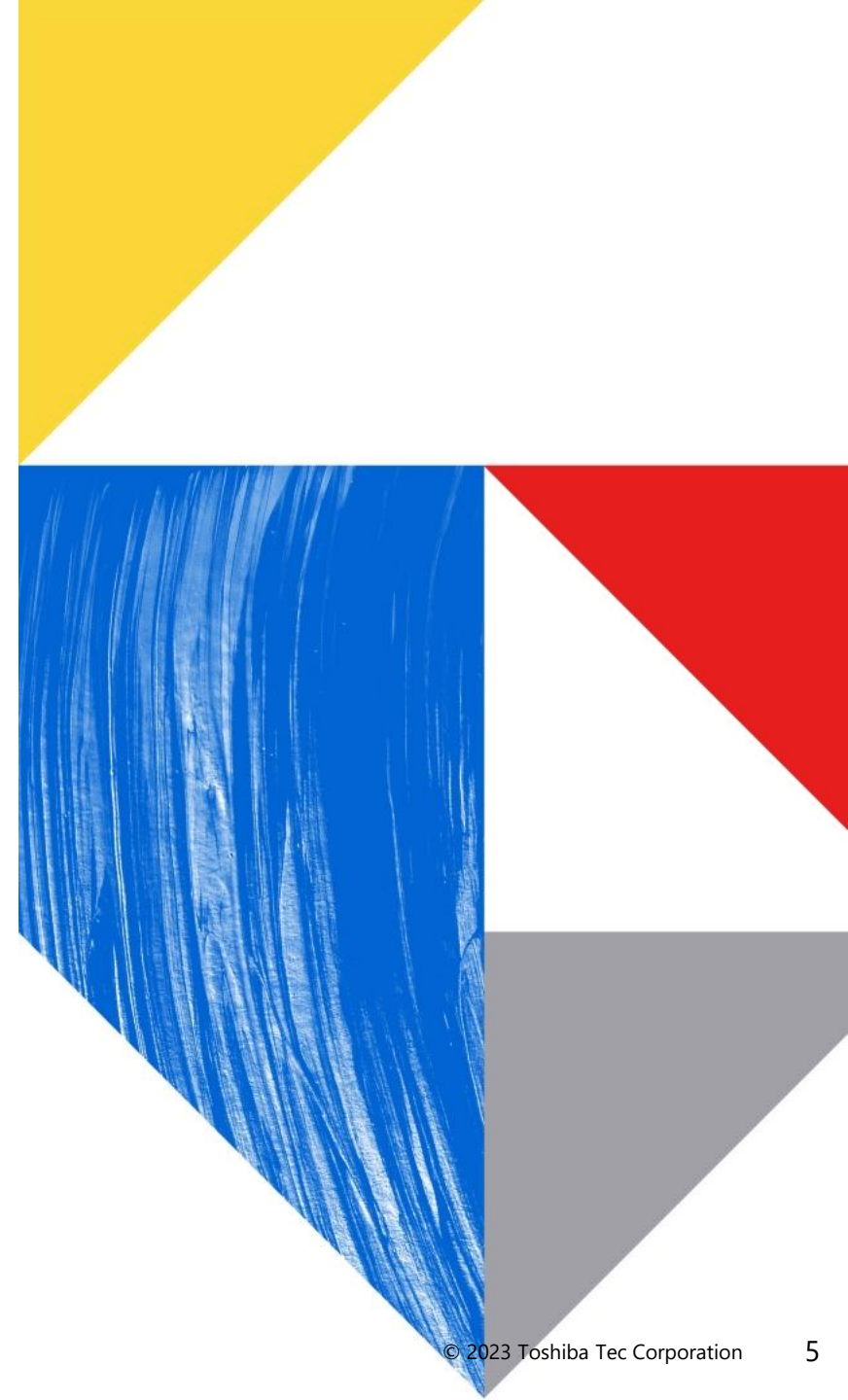
In 3Q (Oct. - Dec.), both revenue and operating profit increased company-wide mainly due to improvement in the Workplace Solutions Business Group, resulting in an increase in operating profit by 1.5 billion yen with an operating profit margin of 4.5%. Sales increased in cumulative 3Q (Apr. –Dec.), and operating profit increased by 3.1 billion yen for the entire company.

Tight supply of parts and international freight transportation worldwide, and the impact of price hikes associated with them continued

Impact of changes in external environment to operating profit: $\triangle 1.0$ billion yen in 3Q (Oct. – Dec.)

02

FY2022 Third Quarter Consolidated Business Results



FY2022/Oct. – Dec. Business Results (Consolidated)

(Billions of yen)

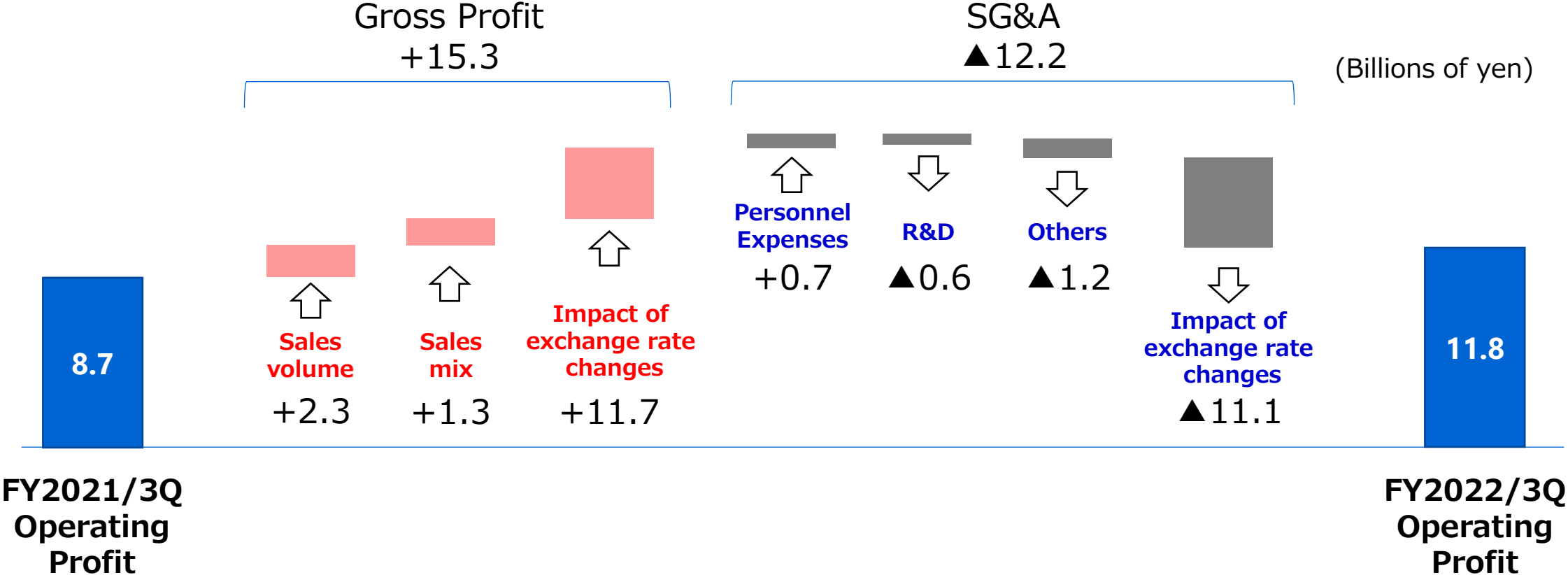
		FY2022/3Q Actual	FY2021/3Q Actual	Difference vs FY2021/3Q
Net Sales		130.6	111.5	+19.1
Operating Profit		5.8	4.3	+1.5
	(Rate of sales)	(4.5%)	(3.9%)	
Ordinary Profit		7.2	5.0	+2.2
	(Rate of sales)	(5.5%)	(4.5%)	
Profit Attributable to Owners of Parent		4.4	3.7	+0.6
	(Rate of sales)	(3.3%)	(3.3%)	
Foreign Currency Exchange Rate (Yen)	US\$	143.93	113.11	+30.82
	EUR	144.46	130.32	+14.14

FY2022/1Q-3Q Business Results (Consolidated)

(Billions of yen)

		FY2022/1Q-3Q Actual	FY2021/1Q-3Q Actual	Difference vs FY2021/1Q-3Q
Net Sales		374.5	328.5	+45.9
Operating Profit		11.8	8.7	+3.1
	(Rate of sales)	(3.2%)	(2.6%)	
Ordinary Profit		9.9	8.1	+1.9
	(Rate of sales)	(2.7%)	(2.5%)	
Profit/loss Attributable to Owners of Parent		△2.0	6.2	△8.2
	(Rate of sales)	(-%)	(1.9%)	
	Extraordinary loss △8.1			
Foreign Currency Exchange Rate (Yen)	US\$	135.72	110.97	+24.75
	EUR	140.30	130.87	+9.43

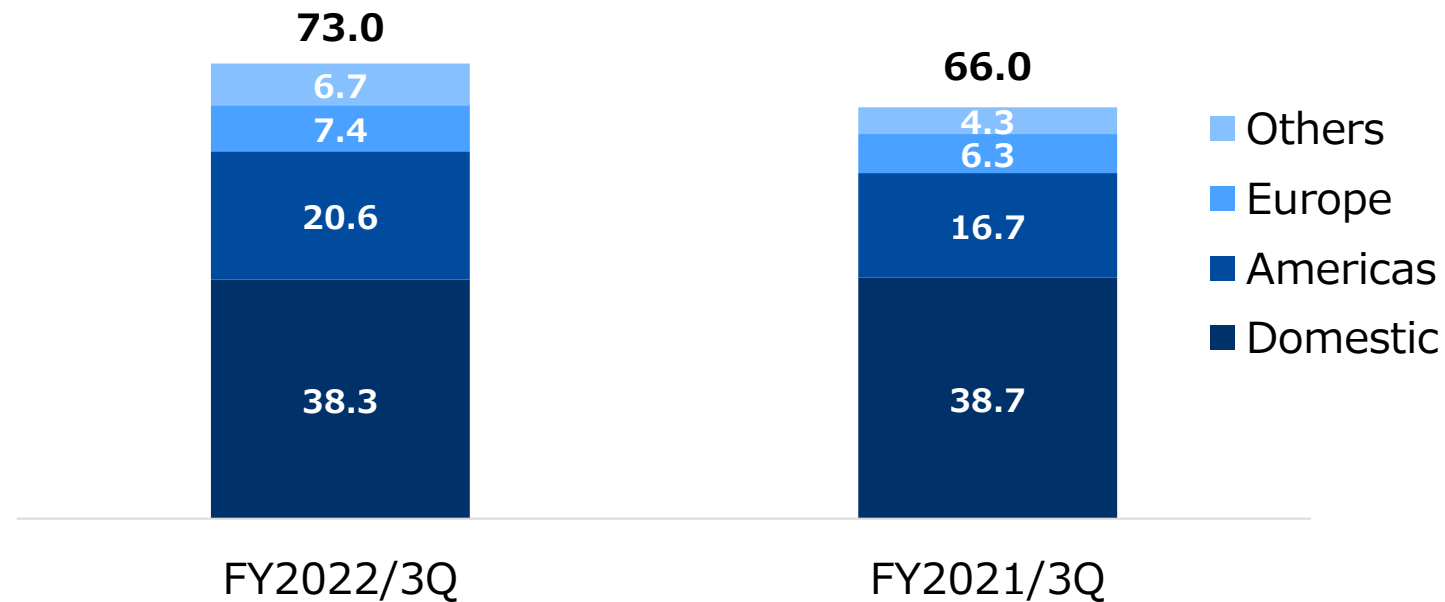
Operating Profit Analysis of FY2022/1Q-3Q



FY2022/Oct. – Dec. Business Results by Segment

(Billions of yen)

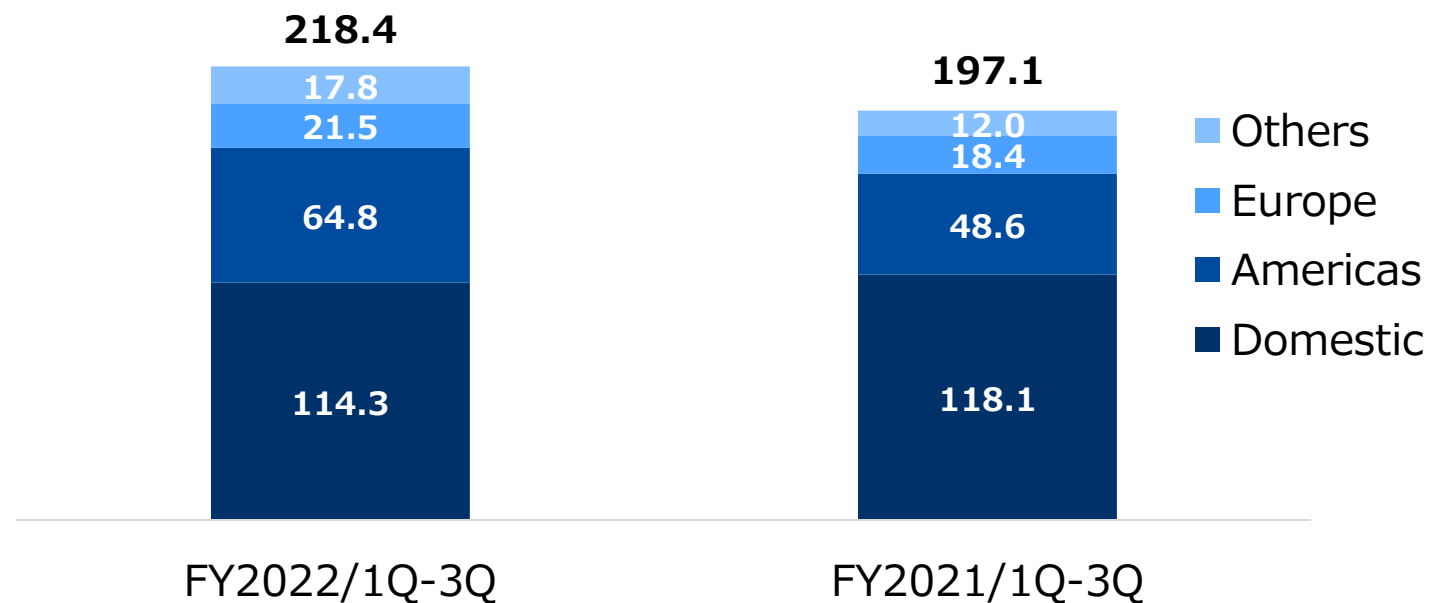
		FY2022/3Q Actual	FY2021/3Q Actual	Difference vs FY2021/3Q
Retail Solutions Business Group	Net Sales	73.0	66.0	+7.0
	Operating Profit (Rate of sales)	1.3 (1.8%)	2.5 (3.9%)	△1.3



FY2022/1Q-3Q Business Results by Segment

(Billions of yen)

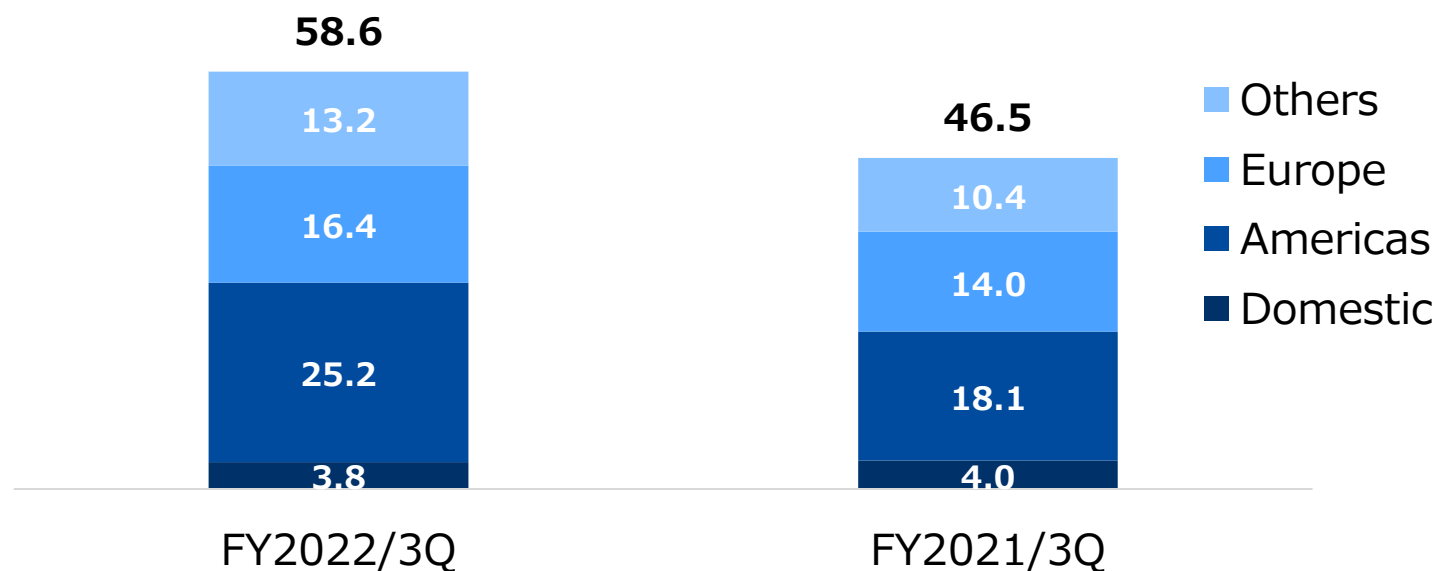
		FY2022/1Q-3Q Actual	FY2021/1Q-3Q Actual	Difference vs FY2021/1Q-3Q
Retail Solutions Business Group	Net Sales	218.4	197.1	+21.3
	Operating Profit (Rate of sales)	6.2 (2.8%)	8.2 (4.2%)	△2.1



FY2022/Oct. – Dec. Business Results by Segment

(Billions of yen)

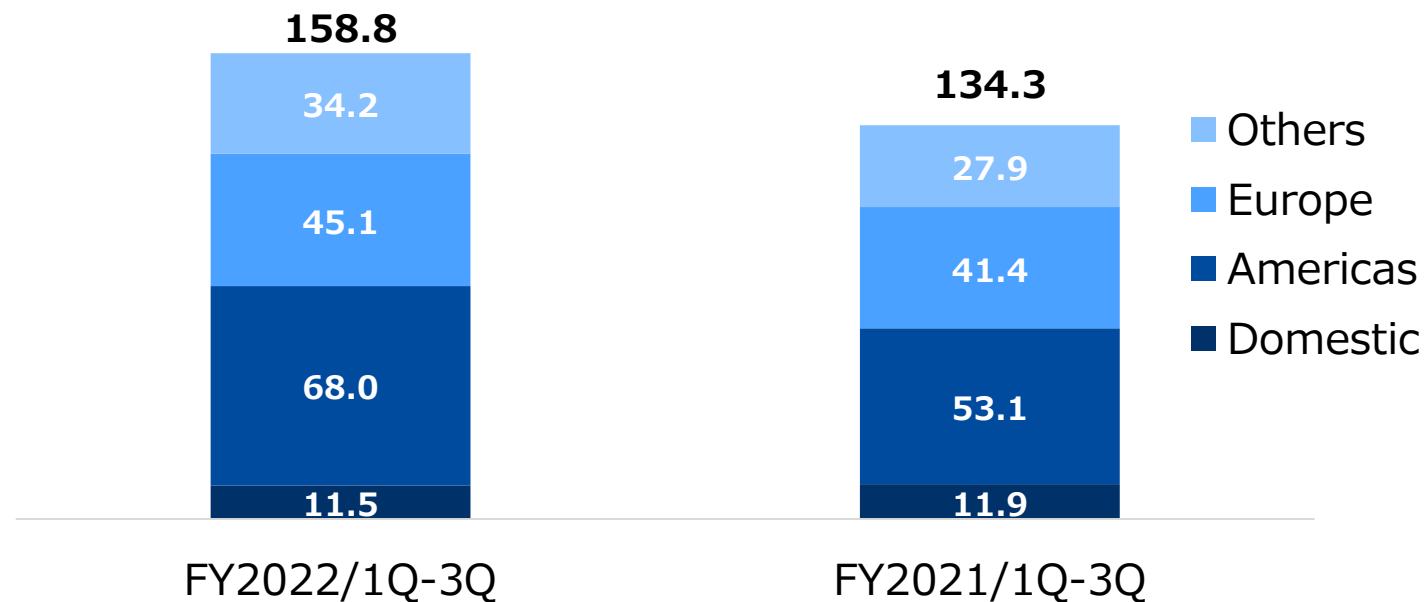
		FY2022/3Q Actual	FY2021/3Q Actual	Difference vs FY2021/3Q
Workplace Solutions Business Group	Net Sales	58.6	46.5	+12.2
	Operating Profit (Rate of sales)	4.6 (7.8%)	1.8 (3.8%)	+2.8



FY2022/1Q-3Q Business Results by Segment

(Billions of yen)

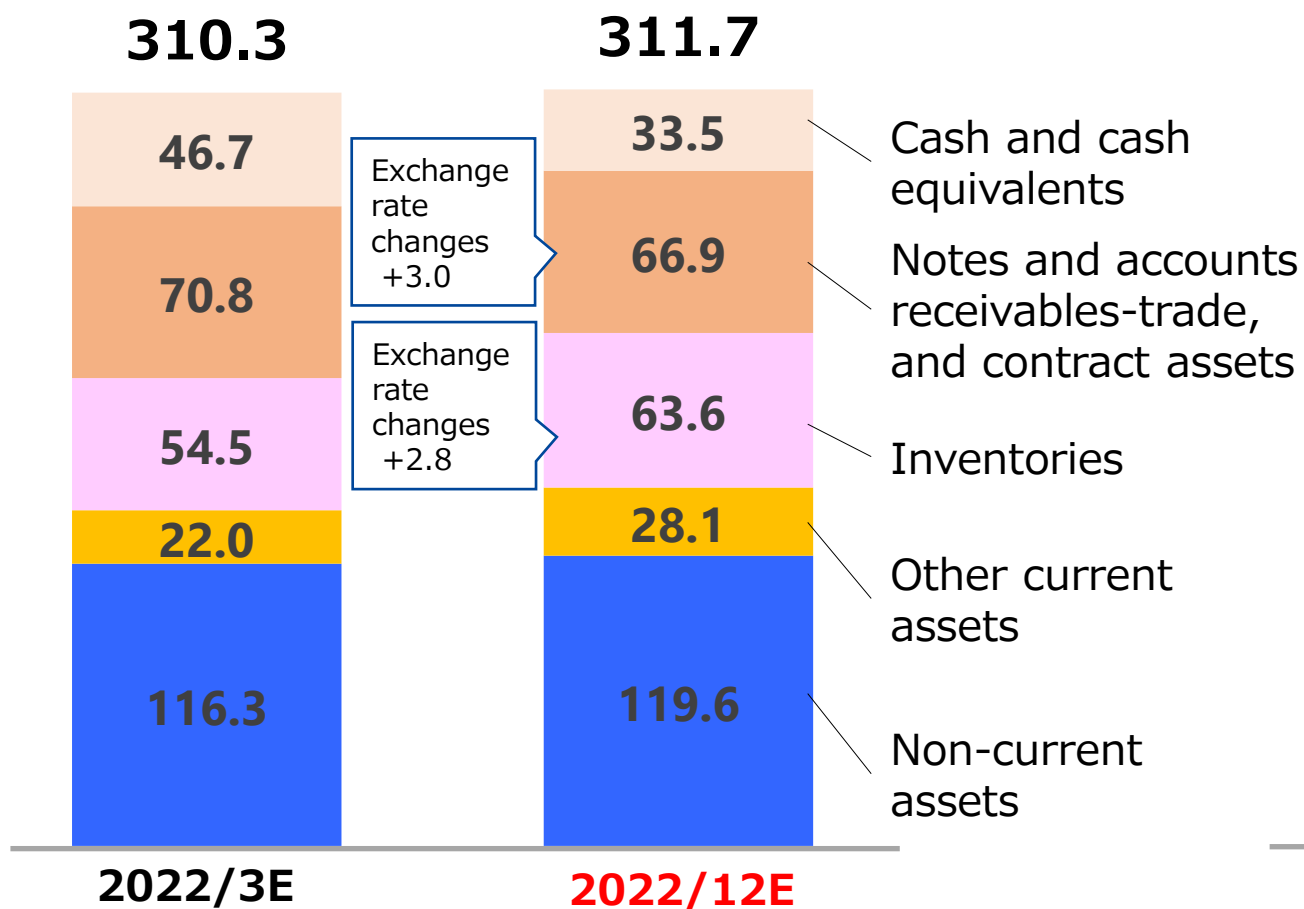
		FY2022/1Q-3Q Actual	FY2021/1Q-3Q Actual	Difference vs FY2021/1Q-3Q
Workplace Solutions Business Group	Net Sales	158.8	134.3	+24.5
	Operating Profit (Rate of sales)	5.7 (3.6%)	0.4 (0.3%)	+5.2



Balance Sheet

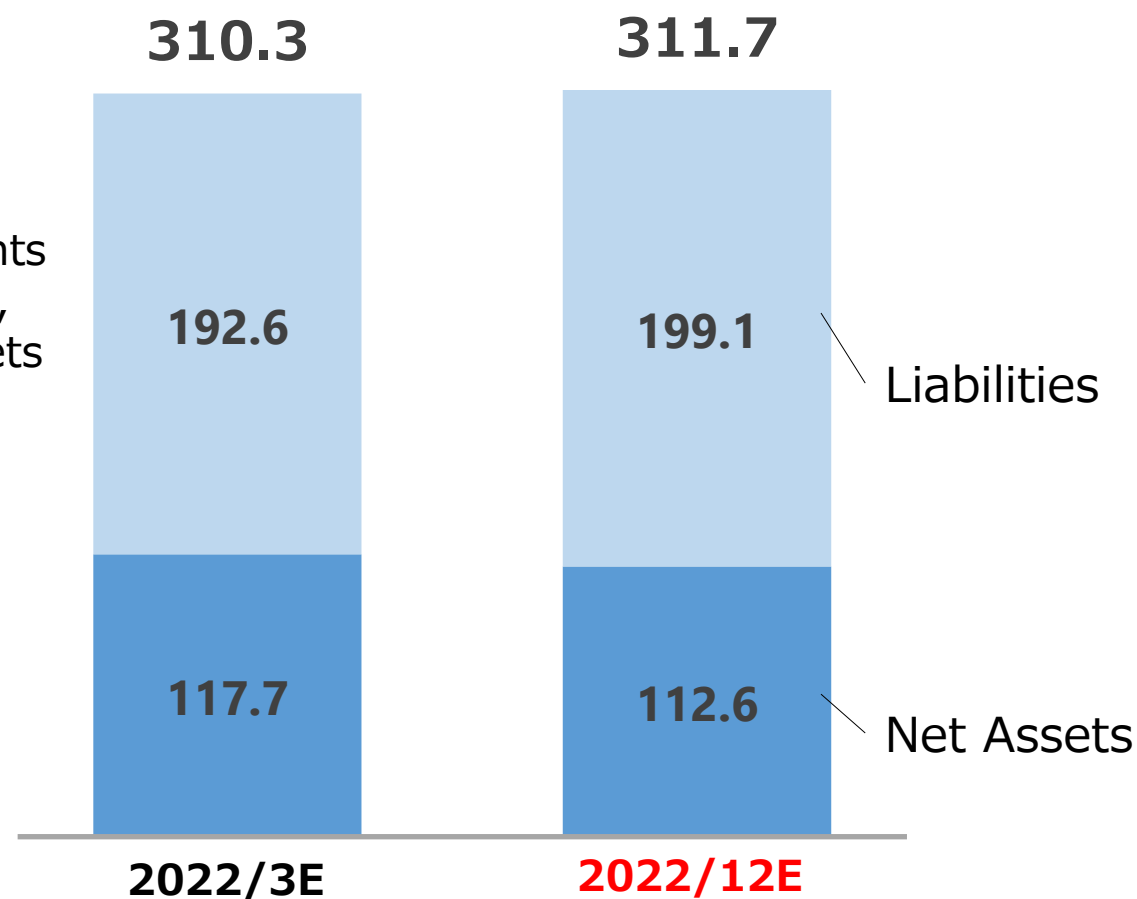
Net loss and dividend payment reduced shareholders' equity, resulting in a slight decline in the equity ratio

Assets



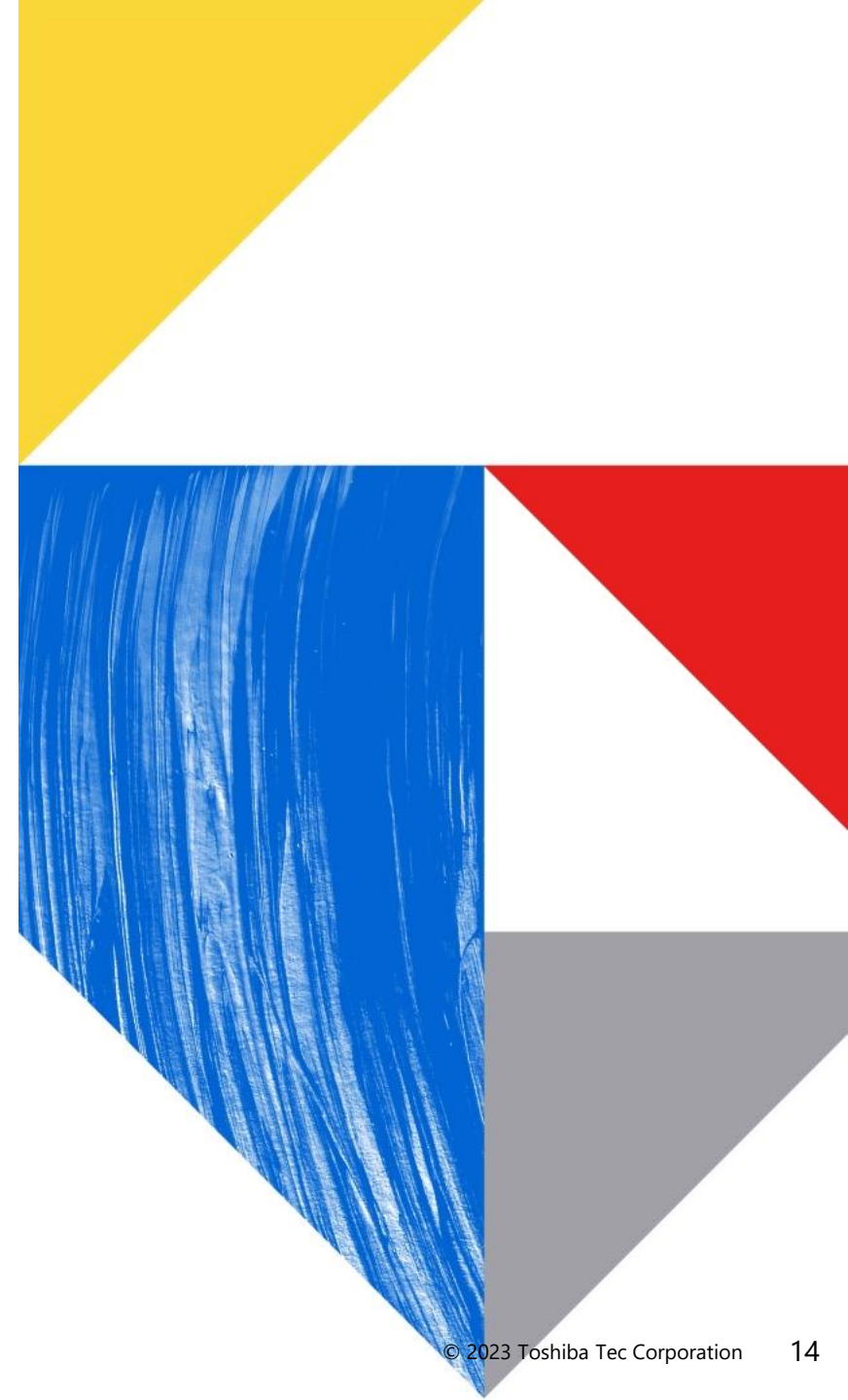
Liabilities and Net Assets

(Billions of yen)



03

FY2022 Forecast



FY2022 Forecast (Consolidated)

(Billions of yen)

		FY2022	FY2022	FY2021	Difference	
		Forecast	Prev. Forecast (Nov 10)	Actual	vs Prev. Forecast	vs FY2021 Actual
Net Sales		510.0	520.0	445.3	△10.0	+64.7
Operating Profit		14.0	14.0	11.6	-	+2.4
	(Rate of sales)	(2.7%)	(2.7%)	(2.6%)		
Ordinary Profit		11.5	10.0	10.2	+1.5	+1.3
	(Rate of sales)	(2.3%)	(1.9%)	(2.3%)		
Profit/loss Attributable to Owners of Parent		△2.5	△2.5	5.4	-	△7.9
	(Rate of sales)	(-%)	(-%)	(1.2%)		
Dividend		40 Yen	40 Yen	40 Yen	-	-
Foreign Currency Exchange Rate (Yen)	US\$	134.54*	136.19	112.05	△1.65	+22.49
	EUR	139.55*	137.23	130.54	+2.32	+9.01

*Foreign currency exchange rates of FY2022/4Q forecast are US\$=130.00 yen, EUR=135.00 yen.

FY2022 Forecast by Segment

(Billions of yen)

		FY2022	FY2022	FY2021	Difference	
		Forecast	Prev. Forecast (Nov 10)	Actual	vs Prev. Forecast	vs FY2021 Actual
Retail Solutions Business Group	Net Sales	287.0	297.0	267.0	△10.0	+20.0
	Operating Profit (Rate of sales)	8.0 (2.8%)	10.0 (3.4%)	10.6 (4.0%)	△2.0	△2.6
Workplace Solutions Business Group	Net Sales	228.0	228.0	182.1	-	+45.9
	Operating Profit (Rate of sales)	6.0 (2.6%)	4.0 (1.8%)	1.0 (0.5%)	+2.0	+5.0

Appendix

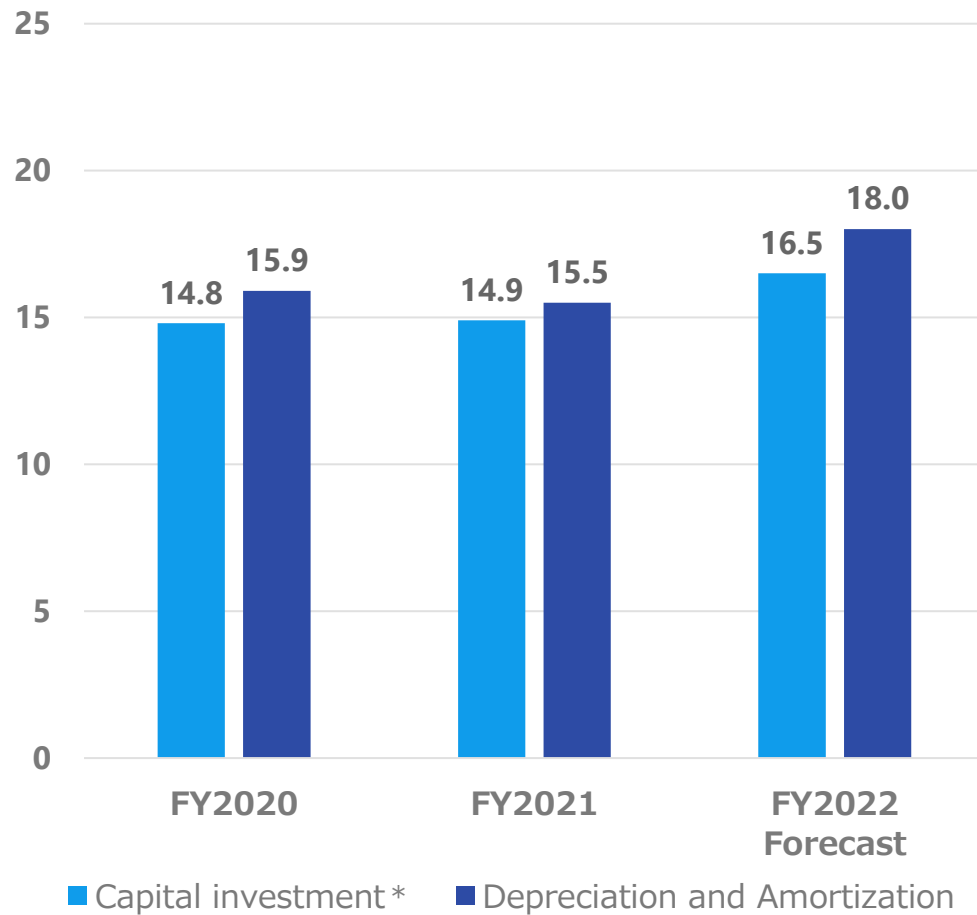
FY2022 Forecast : Impact of Currency Exchange Rate

	Premise Rate	Effect of depreciation by 1 yen	
	2023/3E (4Q)	Net Sales (Annual)	Operating Profit (Annual)
US\$	130 yen	+1.7 billion yen	△0.1 billion yen
EUR	135 yen	+0.3 billion yen	+0.1 billion yen

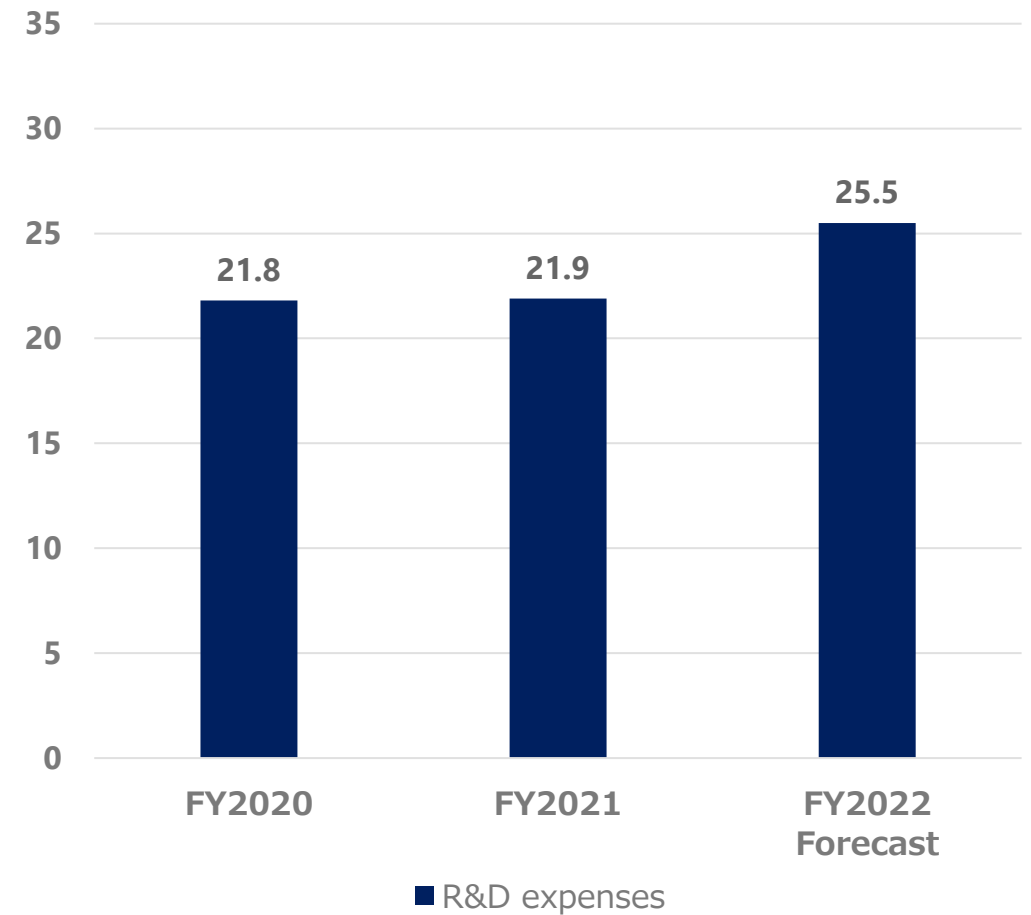
FY2022 Forecast: Capital investment*, Depreciation and Amortization, R&D expenses

(Billions of yen)

Capital investment*, Depreciation and Amortization



R&D expenses



*Increase in property, plant and equipment 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

