

**TOSHIBA**

# **FY2023 Consolidated Business Results**

**Toshiba Tec Corporation**

May 10, 2024

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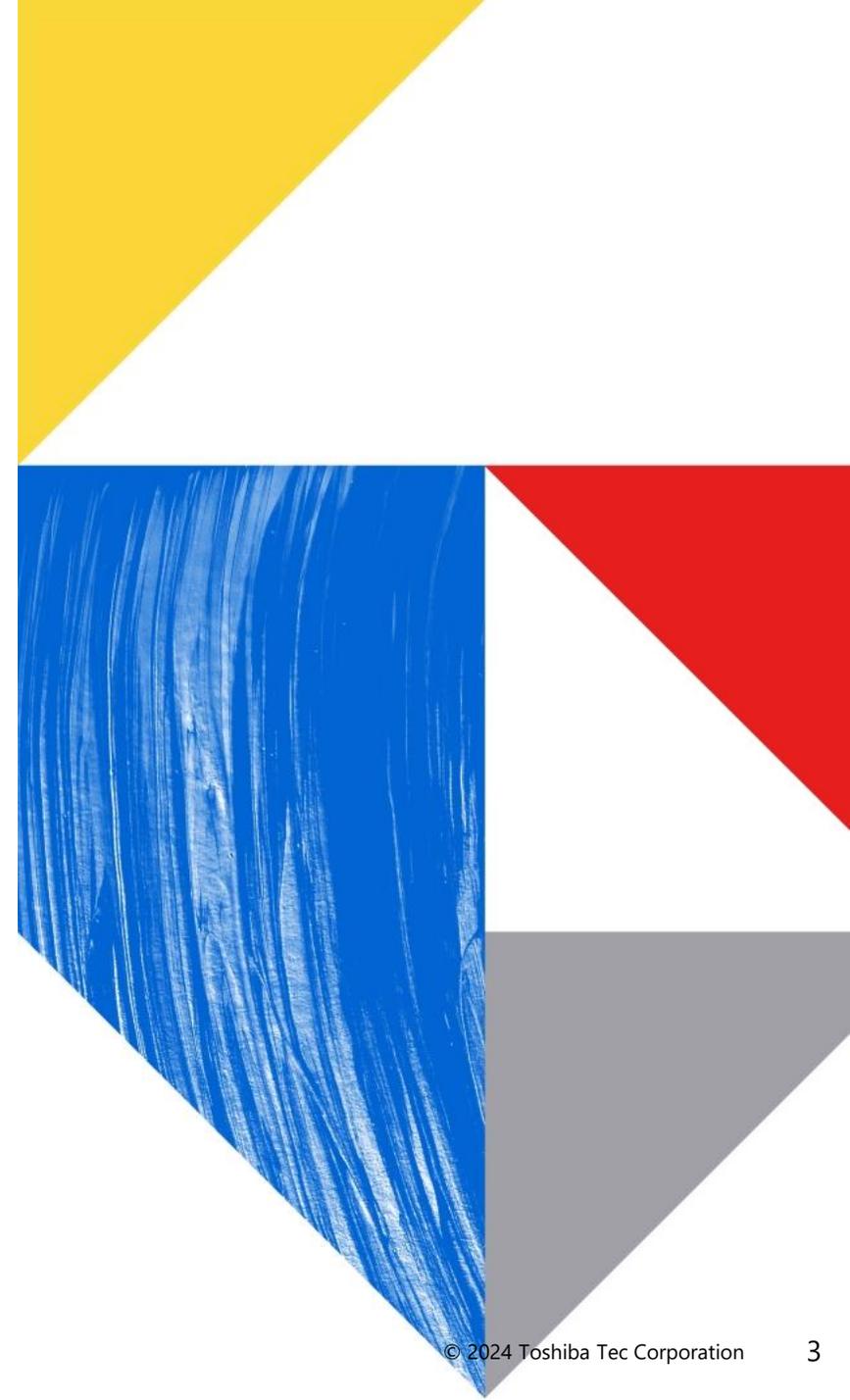
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# 01

## Key Messages



# Key Messages

**In FY2023, the domestic retail and workplace businesses performed well, while the overseas retail business saw a decrease in sales and profits**

Both the domestic retail and workplace businesses remained steady, resulting in an increase in sales and profits  
The overseas retail business saw cautious investment trends from customers due to uncertainties in the market

**The dividend for FY2023 is 25 yen at the end of the period and 45 yen annually**

The planned dividend was implemented, taking into account that the reversal of deferred tax assets does not affect cash

**In FY2024, the formation of a joint venture with Ricoh (the company name of the joint venture is ETRIA) and the transfer of the inkjet head business to RISO KAGAKU CORPORATION will be implemented, accelerating the business structure transformation**

The business structure transformation and corporate transformation will be implemented

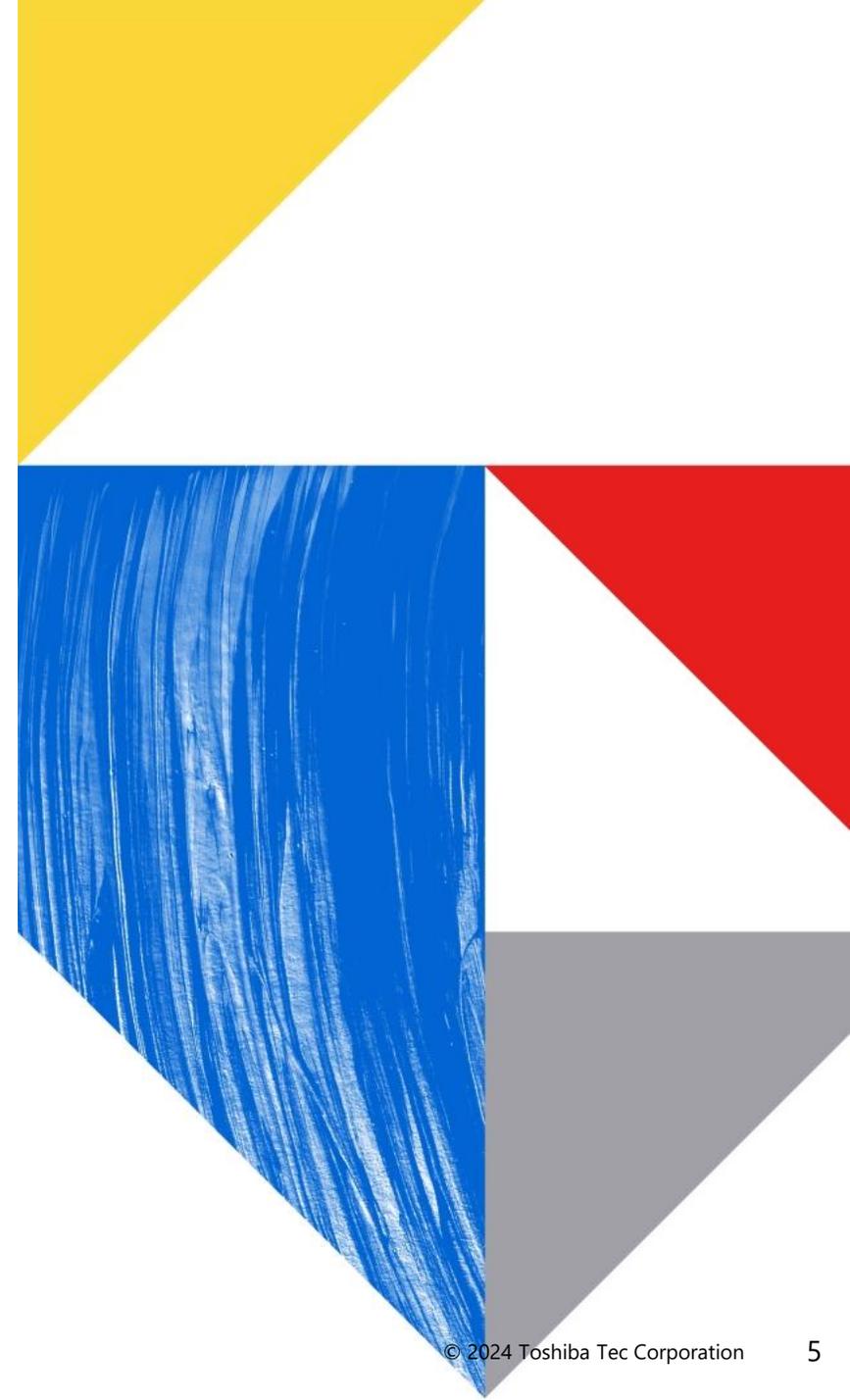
**The operating profit forecast for FY2024 is 18 billion yen, an increase of 2.1 billion yen, and the net profit for the current period is 20 billion yen, a significant increase from the previous year**

Operating profit increased due to an increase in HW orders in the overseas retail business

Net profit for the current period increased significantly due to extraordinary income of approximately 19.5 billion yen from the transfer of business to ETRIA and RISO KAGAKU CORPORATION

# 02

## **FY2023 Consolidated Business Results**



# FY2023 Business Results (Consolidated)

(Billions of yen)

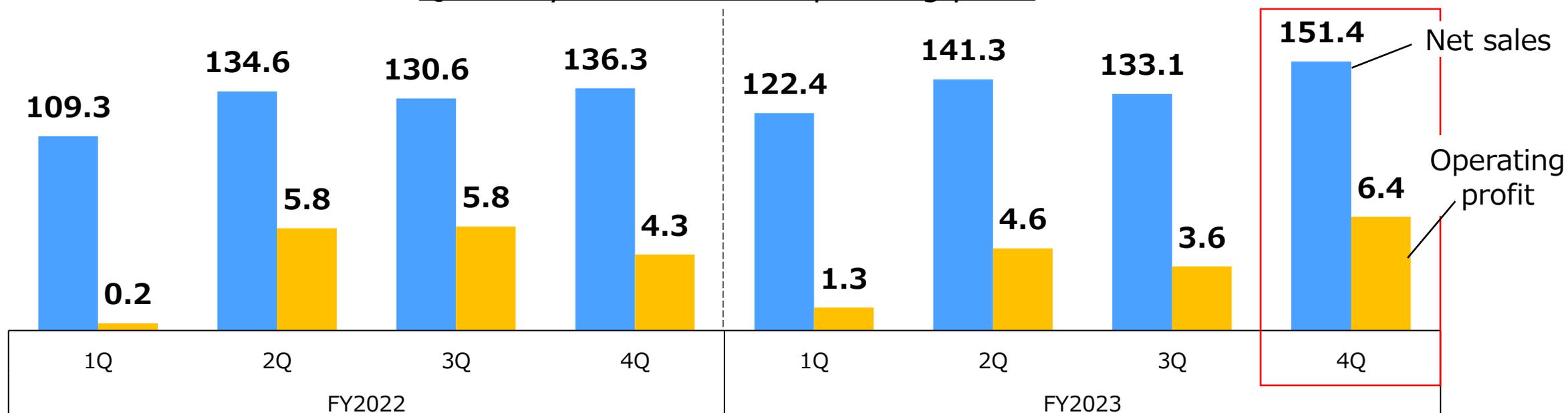
		FY2023	FY2023	FY2022	Difference	
		Actual	Forecast (Feb 7)	Actual	vs FY2023 Forecast (Feb 7)	vs FY2023 Actual
<b>Net Sales</b>		<b>548.1</b>	<b>545.0</b>	<b>510.8</b>	<b>+3.1</b>	<b>+37.4</b>
<b>Operating Profit</b>		<b>15.9</b>	<b>18.0</b>	<b>16.1</b>	<b>△2.2</b>	<b>△0.2</b>
	(Rate of sales)	(2.9%)	(3.3%)	(3.1%)		
<b>Ordinary Profit</b>		<b>11.0</b>	<b>15.0</b>	<b>13.1</b>	<b>△4.0</b>	<b>△2.1</b>
	(Rate of sales)	(2.0%)	(2.8%)	(2.6%)		
<b>Loss Attributable to Owners of Parent</b>		<b>△6.7</b>	<b>0.0</b>	<b>△13.7</b>	<b>△6.7</b>	<b>7.0</b>
	(Rate of sales)	(-%)	(-%)	(-%)		
<b>Dividends</b>		<b>45Yen</b>	<b>45Yen</b>	<b>40Yen</b>	<b>-</b>	<b>+5Yen</b>
Foreign Currency	US\$	<b>143.81</b>	<b>142.31</b>	<b>135.11</b>	<b>+1.50</b>	<b>+8.70</b>
Exchange Rate (Yen)	EUR	<b>156.27</b>	<b>154.03</b>	<b>140.86</b>	<b>+2.24</b>	<b>+15.41</b>

# FY2023/4Q Business Results (Quarterly)

(Billions of yen)

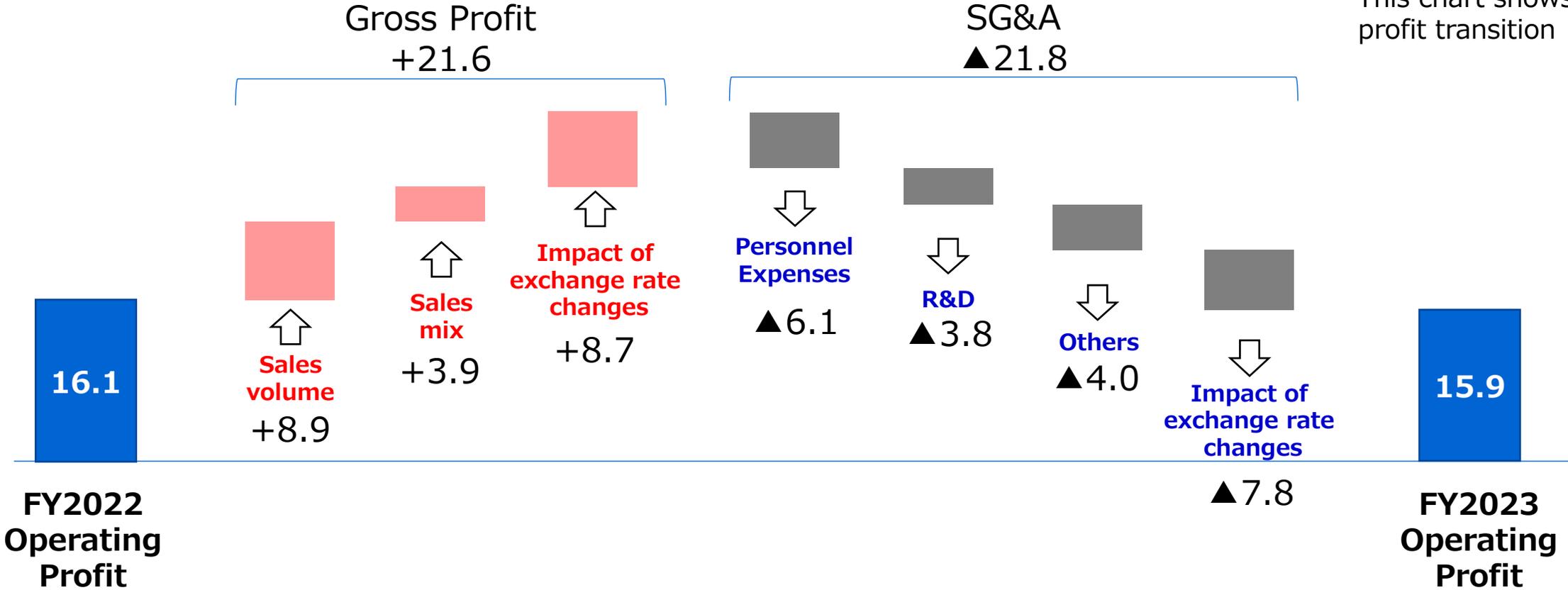
	FY2023/1Q Actual	FY2023/2Q Actual	FY2023/3Q Actual	FY2023/4Q Actual	FY2023 Actual
<b>Net Sales</b>	<b>122.4</b>	<b>141.3</b>	<b>133.1</b>	<b>151.4</b>	<b>548.1</b>
<b>Operating Profit</b> (Rate of sales)	<b>1.3</b> (1.1%)	<b>4.6</b> (3.3%)	<b>3.6</b> (2.7%)	<b>6.4</b> (4.2%)	<b>15.9</b> (2.9%)

Quarterly net sales and operating profit



# Operating Profit Analysis of FY2023

(Billions of yen)  
 \*This chart shows profit transition

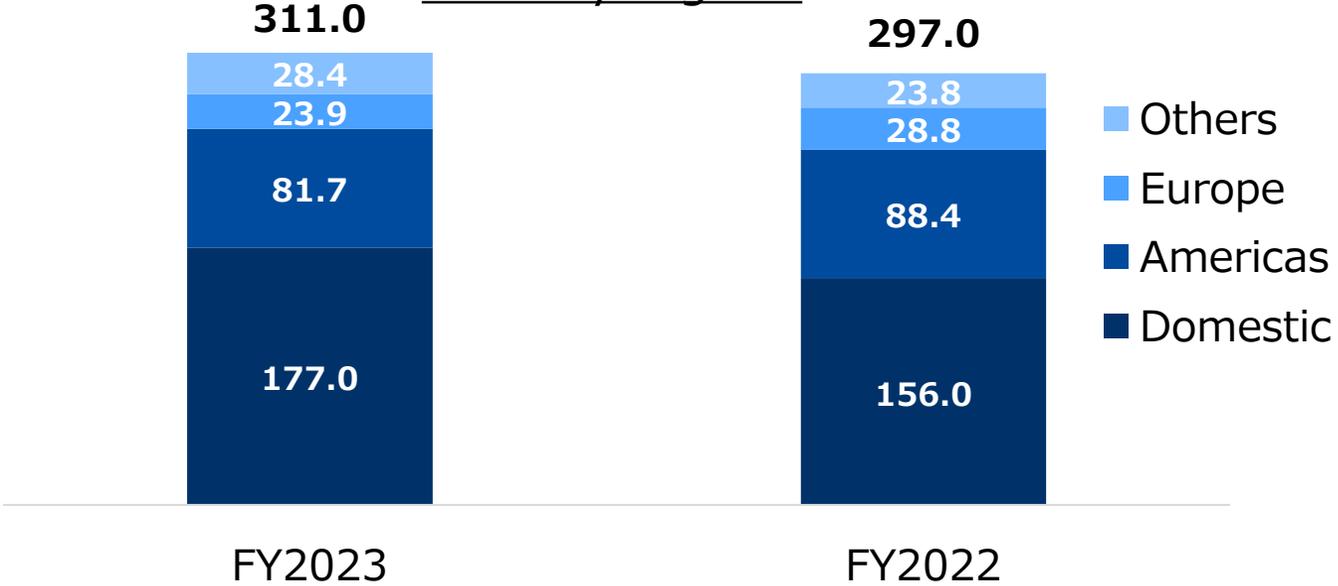


# FY2023 Business Results by Segment

(Billions of yen)

		FY2023	FY2023	FY2022	Difference	
		Actual	Forecast (Feb 7)	Actual	vs FY2023 Forecast (Feb 7)	vs FY2023 Actual
Retail Solutions Business Group	Net Sales	311.0	310.0	297.0	+1.0	+14.1
	Operating Profit (Rate of sales)	2.3 (0.7%)	6.5 (2.1%)	9.2 (3.1%)	△4.3	△6.9
		Domestic 8.5 Overseas △6.2 Total 2.3		Domestic 5.4 Overseas 3.8 Total 9.2		

Sales by regions

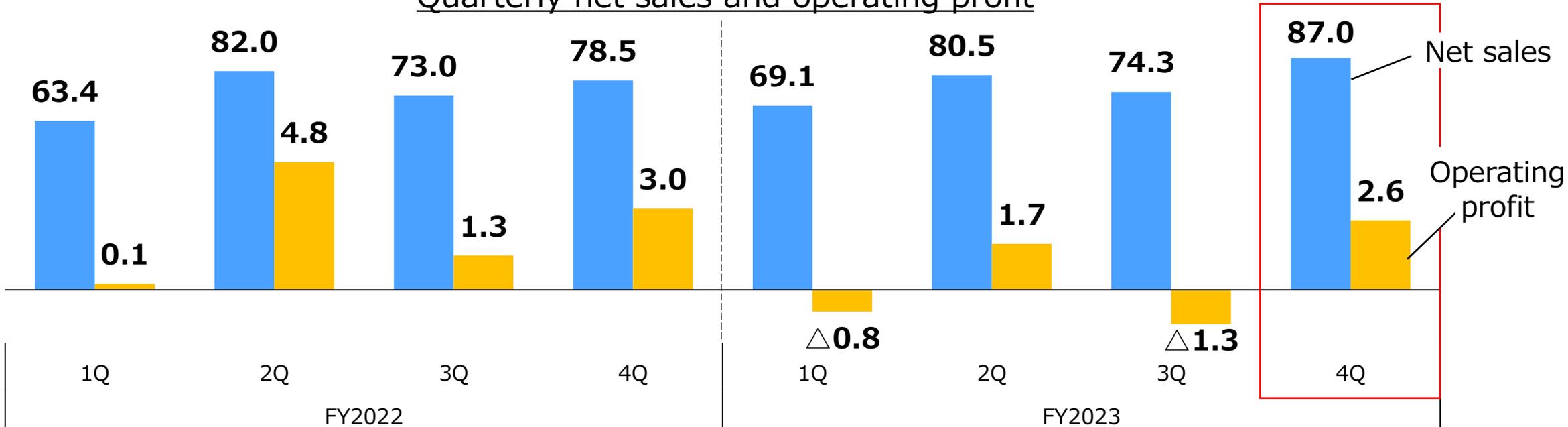


# FY2023/4Q Business Results by Segment (Quarterly)

(Billions of yen)

	FY2023/1Q Actual	FY2023/2Q Actual	FY2023/3Q Actual	FY2023/4Q Actual	FY2023 Actual
<b>Retail Solutions Business Group</b>					
<b>Net Sales</b>	<b>69.1</b>	<b>80.5</b>	<b>74.3</b>	<b>87.0</b>	<b>311.0</b>
<b>Operating Profit</b>	<b>△0.8</b>	<b>1.7</b>	<b>△1.3</b>	<b>2.6</b>	<b>2.3</b>
(Rate of sales)	(-%)	(2.1%)	(-%)	(3.0%)	(0.7%)

Quarterly net sales and operating profit

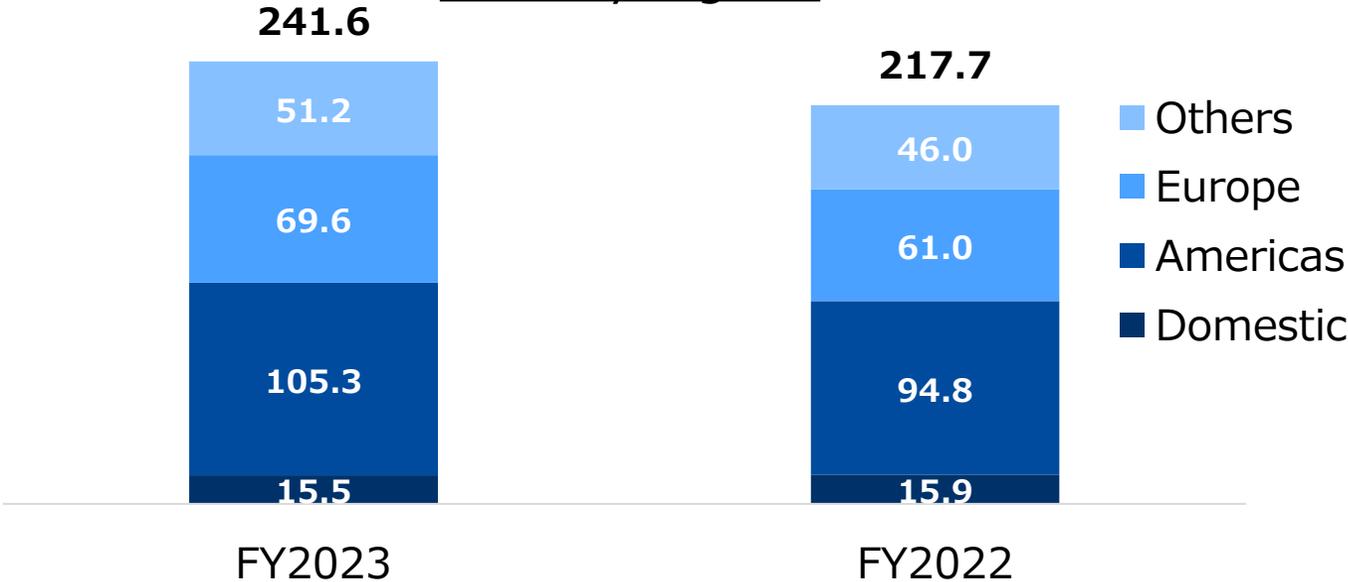


# FY2023 Business Results by Segment

(Billions of yen)

		FY2023	FY2023	FY2022	Difference	
		Actual	Forecast (Feb 7)	Actual	vs FY2023 Forecast (Feb 7)	vs FY2023 Actual
Workplace Solutions Business Group	Net Sales	241.6	240.0	217.7	+1.6	+24.0
	Operating Profit (Rate of sales)	13.6 (5.6%)	11.5 (4.8%)	6.9 (3.2%)	+2.1	+6.7

Sales by regions

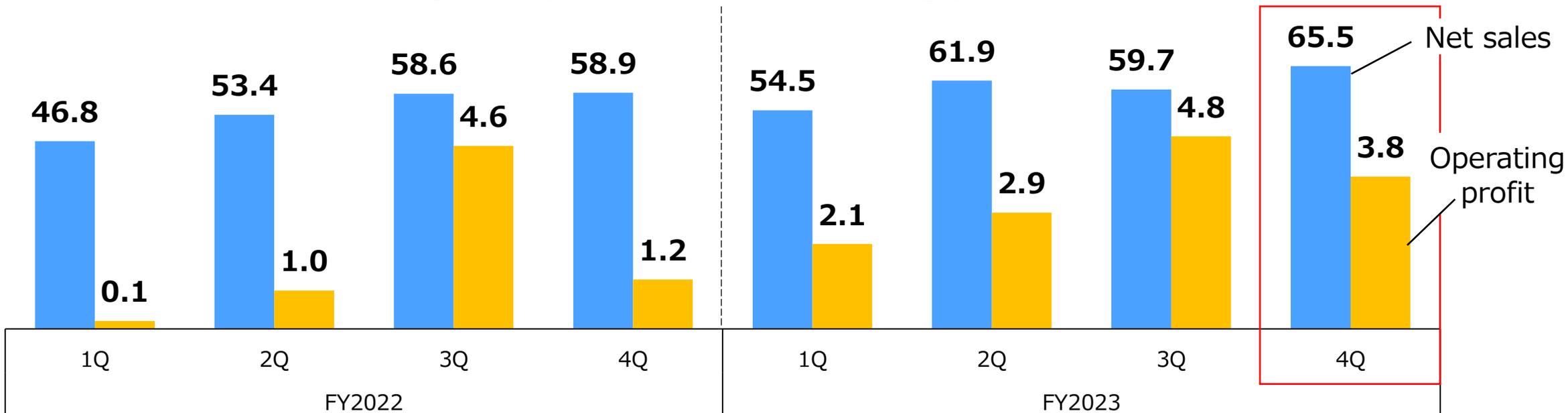


# FY2023/4Q Business Results by Segment (Quarterly)

(Billions of yen)

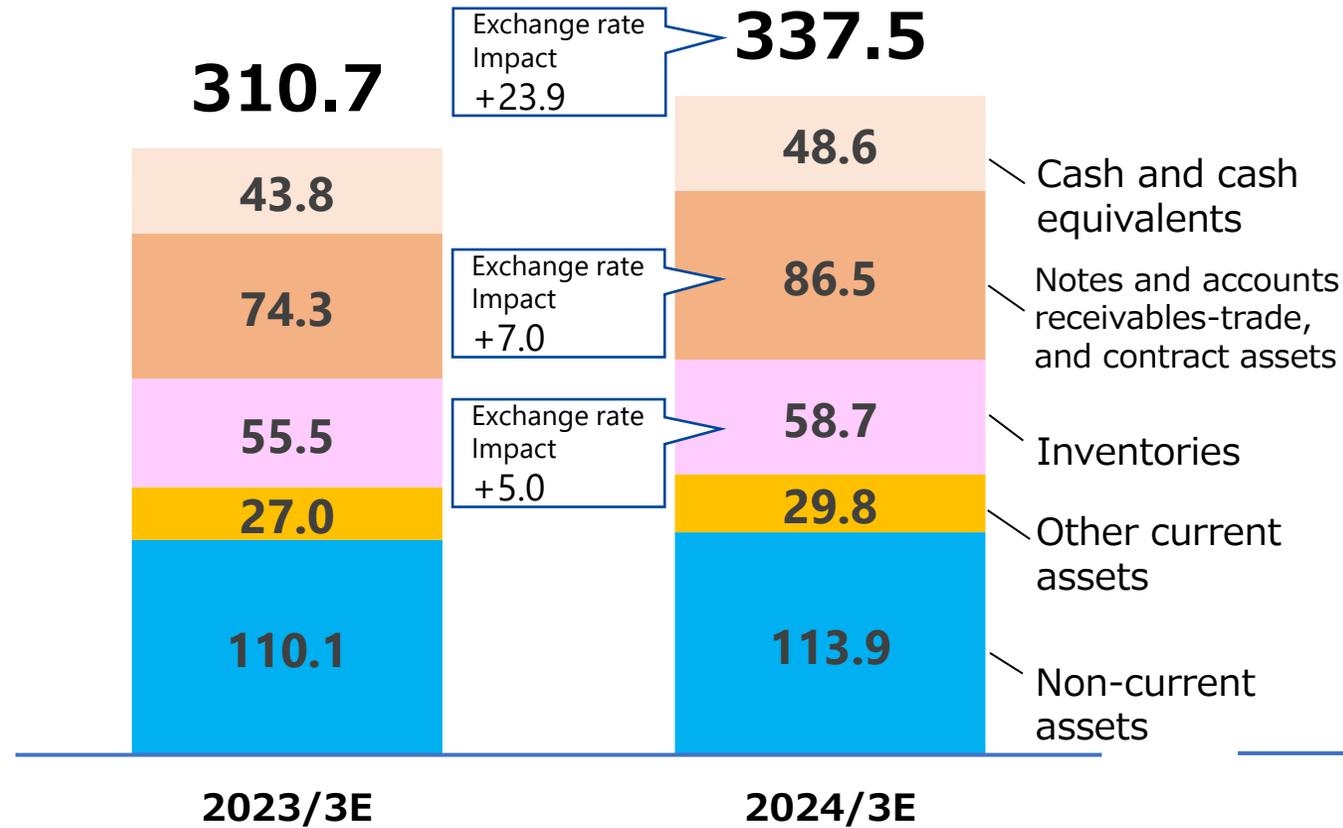
		FY2023/1Q Actual	FY2023/2Q Actual	FY2023/3Q Actual	FY2023/4Q Actual	FY2023 Actual
Workplace Solutions Business Group	Net Sales	54.5	61.9	59.7	65.5	241.6
	Operating Profit (Rate of sales)	2.1 (3.9%)	2.9 (4.7%)	4.8 (8.1%)	3.8 (5.7%)	13.6 (5.6%)

Quarterly net sales and operating profit

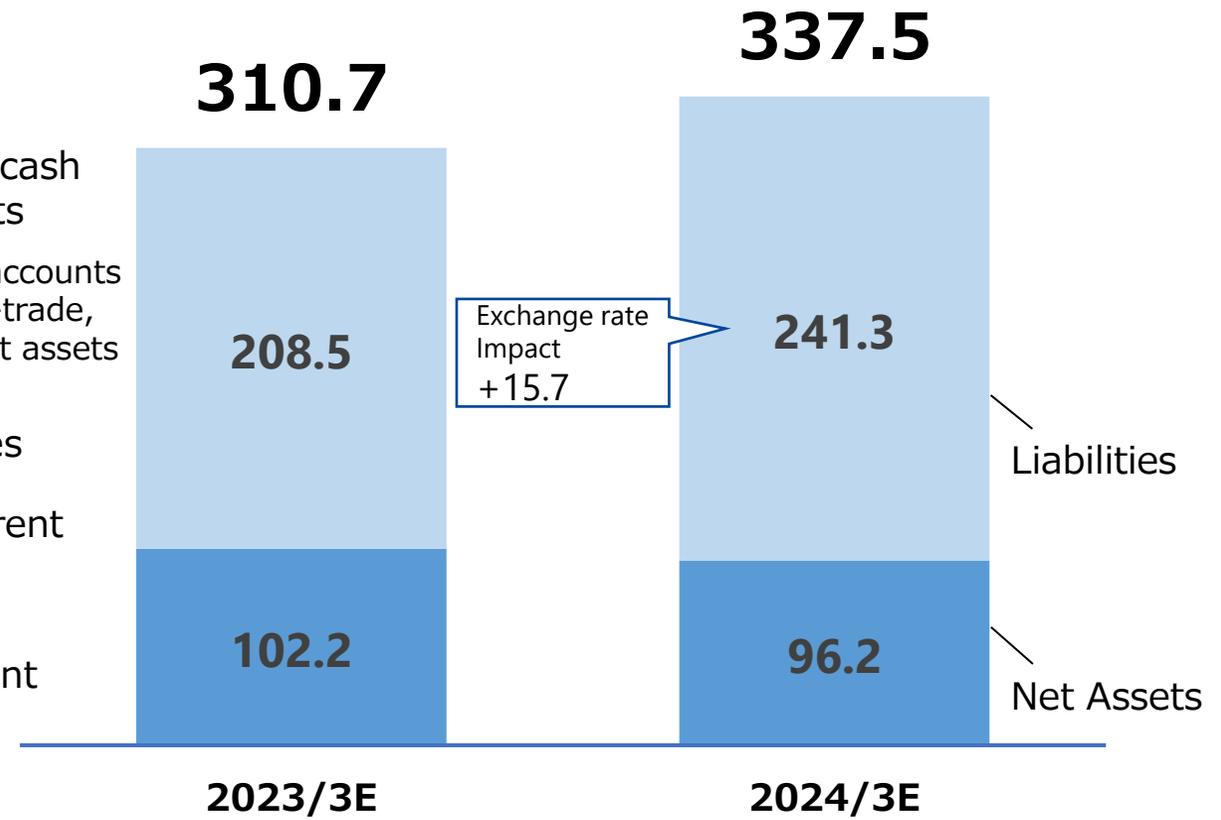


# Balance Sheet

## Assets

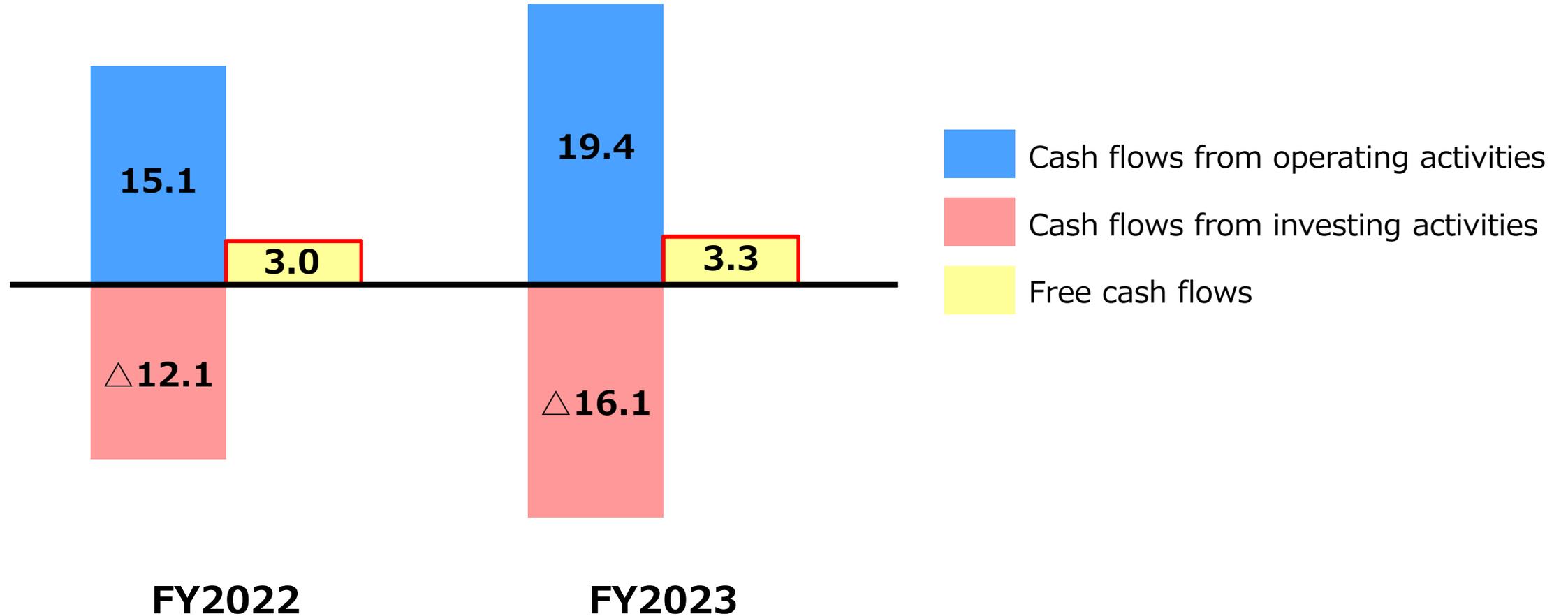


## Liabilities and Net Assets (Billions of yen)



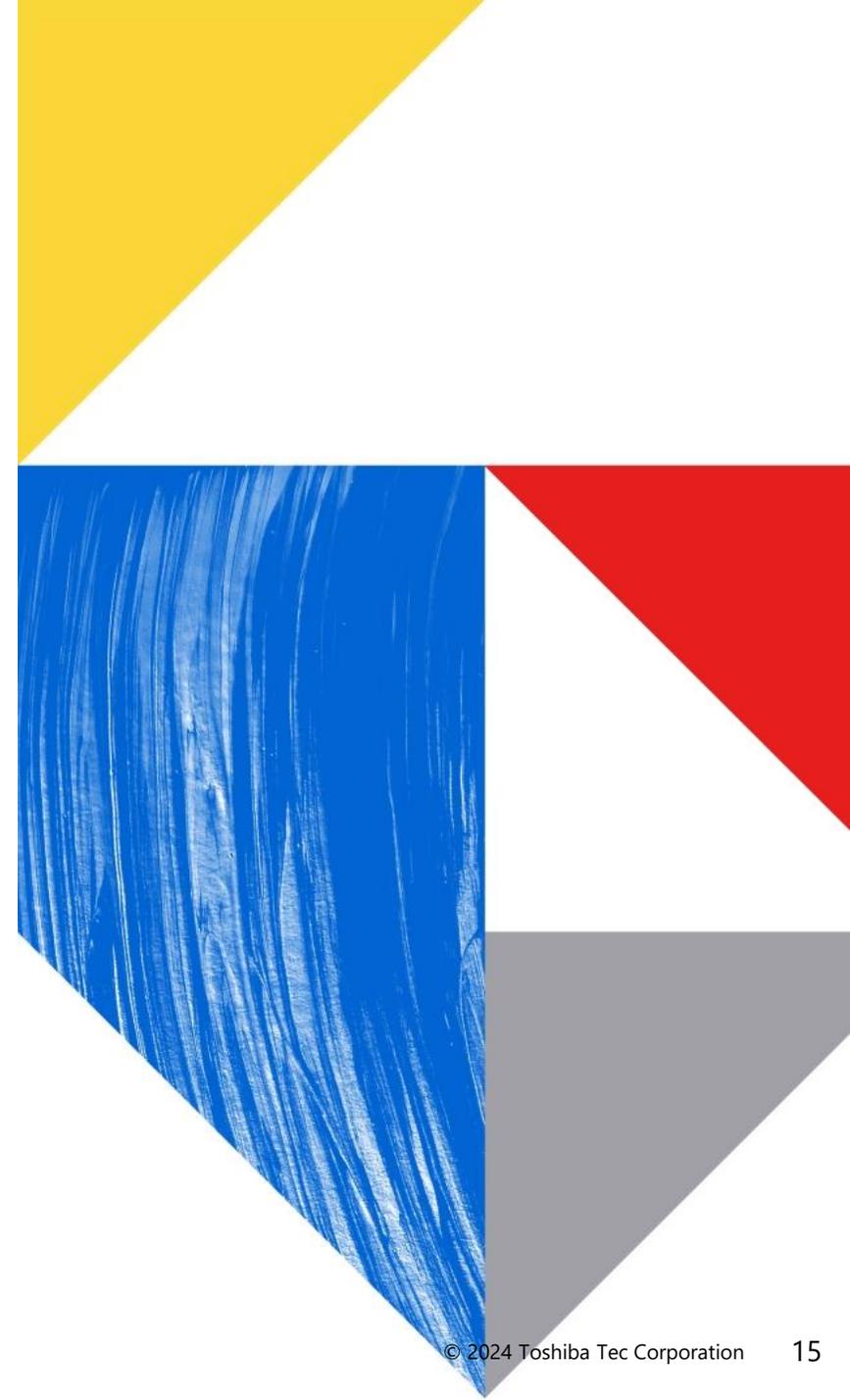
# FY2023 Cash Flows

(Billions of yen)



# 03

## FY2024 Forecast



# FY2024 Forecast (Consolidated)

(Billions of yen)

		FY2024 Forecast	FY2023 Actual	Difference vs FY2023
<b>Net Sales</b>		<b>550.0</b>	<b>548.1</b>	<b>+1.9</b>
<b>Operating Profit</b>		<b>18.0</b>	<b>15.9</b>	<b>+2.1</b>
	(Rate of sales)	(3.3%)	(2.9%)	
<b>Ordinary Profit</b>		<b>15.0</b>	<b>11.0</b>	<b>+4.0</b>
	(Rate of sales)	(2.7%)	(2.0%)	
<b>Profit/loss Attributable to Owners of Parent</b>		<b>20.0</b>	<b>△6.7</b>	<b>+26.7</b>
	(Rate of sales)	(3.6%)	(-%)	
<b>Dividends</b>		<b>45Yen</b>	<b>45Yen</b>	<b>-</b>
Foreign Currency	US\$	145.00	143.81	+1.19
Exchange Rate (Yen)	EUR	155.00	156.27	△1.27

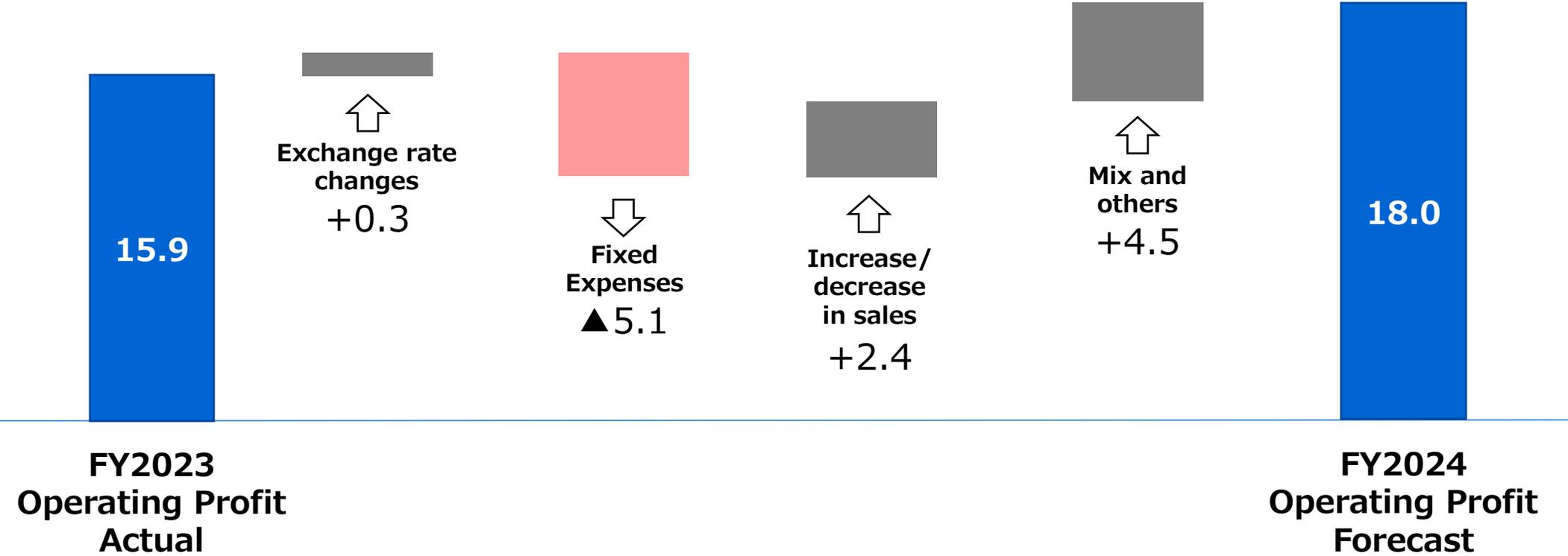
# FY2024 Forecast by Segment

(Billions of yen)

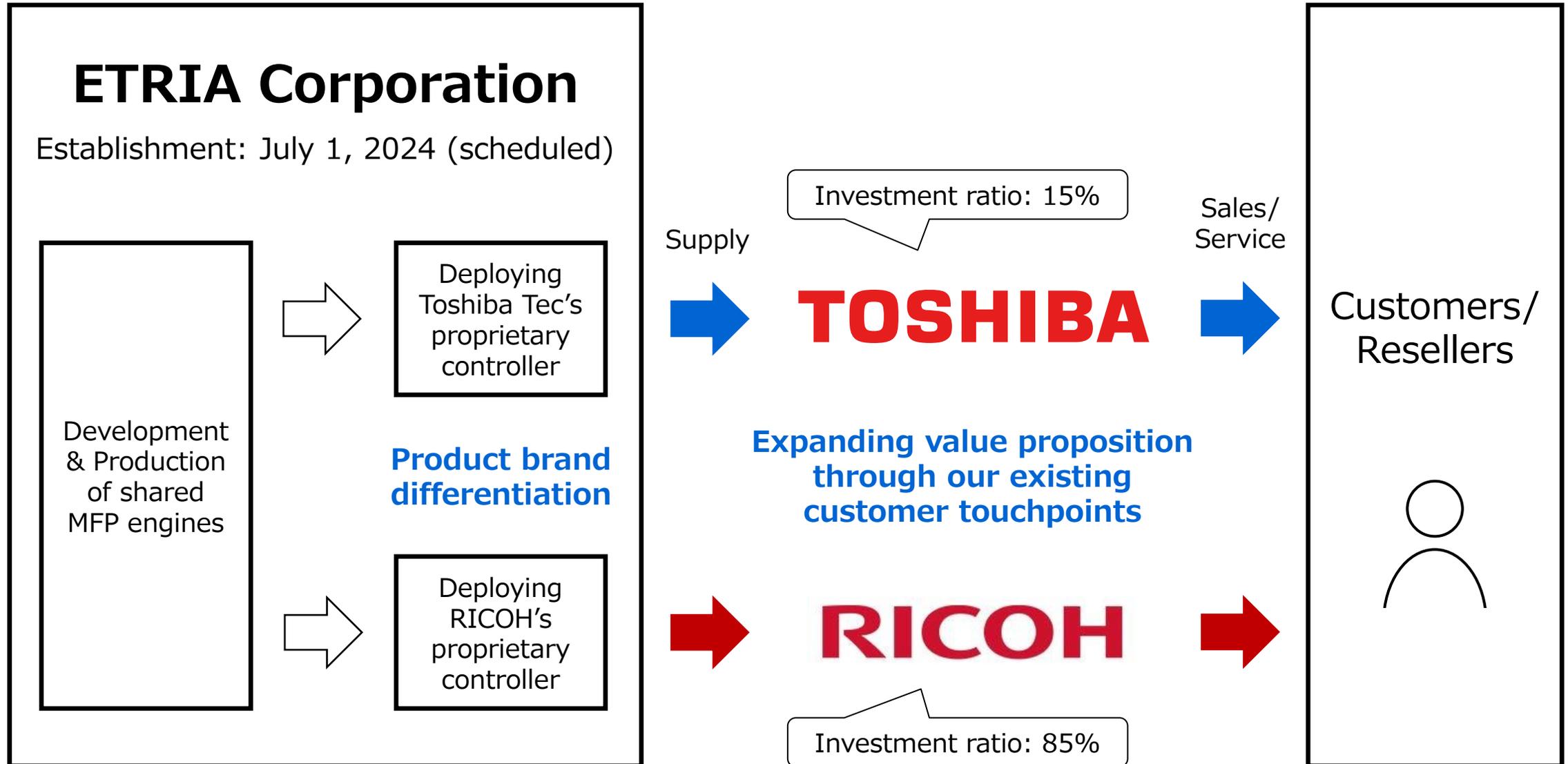
		FY2024 Forecast	FY2023 Actual	Difference vs FY2023
Retail Solutions Business Group	Net Sales	318.0	311.0	+7.0
		Domestic 166.0 Overseas 152.0 Total 318.0	Domestic 177.0 Overseas 134.0 Total 311.0	
	Operating Profit (Rate of sales)	8.0 (2.5%)	2.3 (0.7%)	+5.8
		Domestic 8.0 Overseas 0 Total 8.0	Domestic 8.5 Overseas △6.2 Total 2.3	
Workplace Solutions Business Group	Net Sales	235.0	241.6	△6.6
	Operating Profit (Rate of sales)	10.0 (4.3%)	13.6 (5.6%)	△3.6

# Operating Profit Analysis of FY2024 (vs FY2023)

(Billions of yen)  
\*This chart shows profit transition



# Establishment of ETRIA



# Appendix

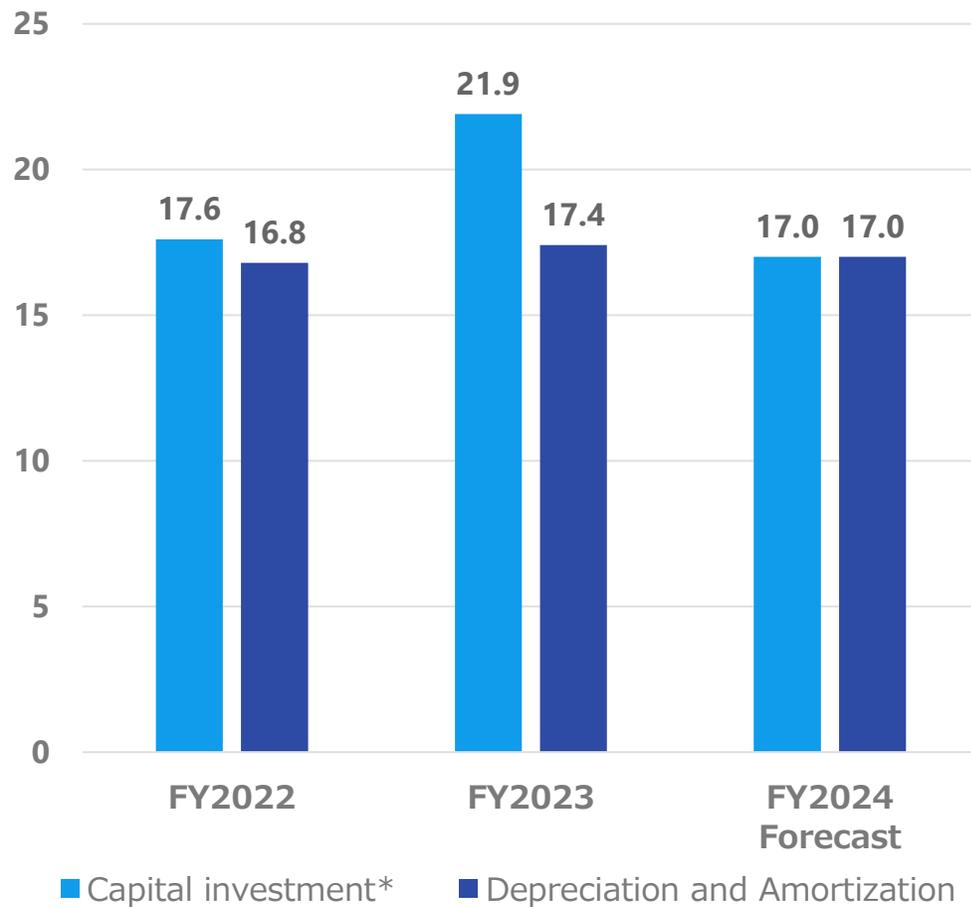
# FY2024 Forecast : Impact of Currency Exchange Rate

	Premise Rate	Effect of depreciation by 1 yen	
	FY2024	Net Sales (Annual)	Operating Profit (Annual)
US\$	145 yen	+ 1.8 billion yen	△ 0.14 billion yen
EUR	155 yen	+0.3 billion yen	+0.16 billion yen

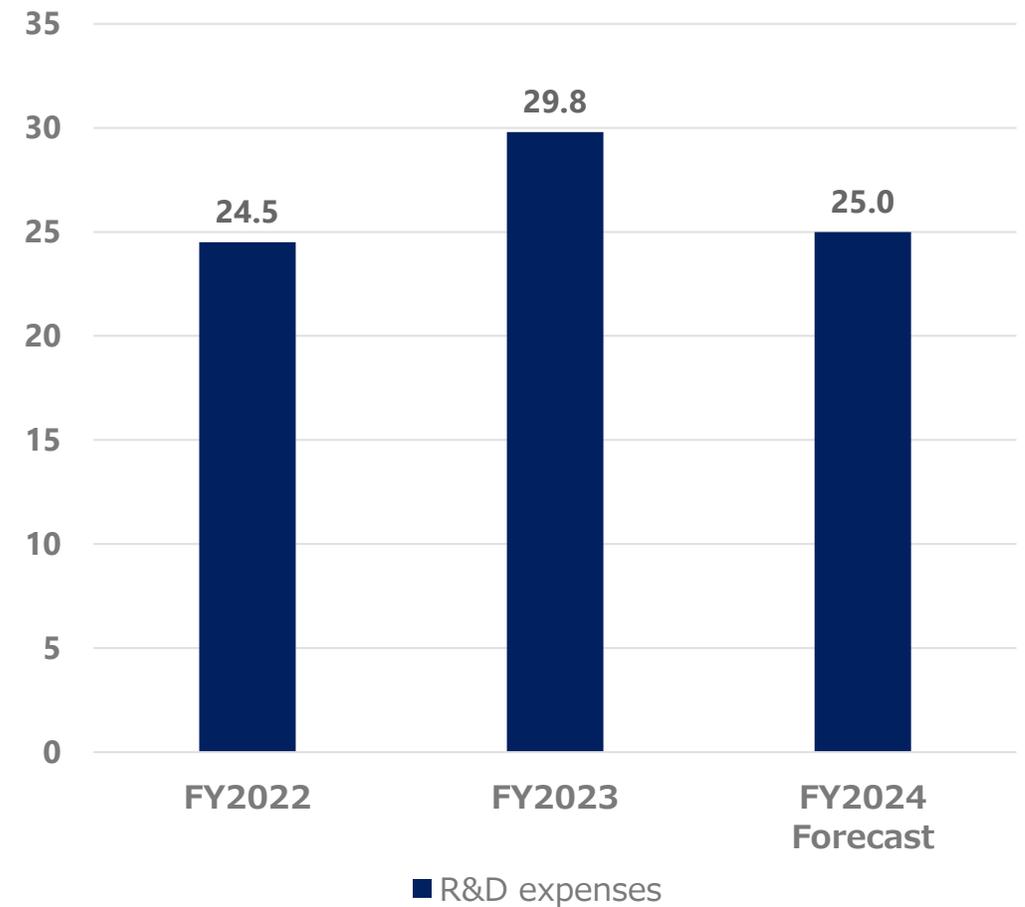
# FY2024 Forecast: Capital investment\*, Depreciation and Amortization, R&D expenses

(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.

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