

TOSHIBA

FY2024 Third Quarter Consolidated Business Results

Toshiba Tec Corporation

Feb 6, 2025

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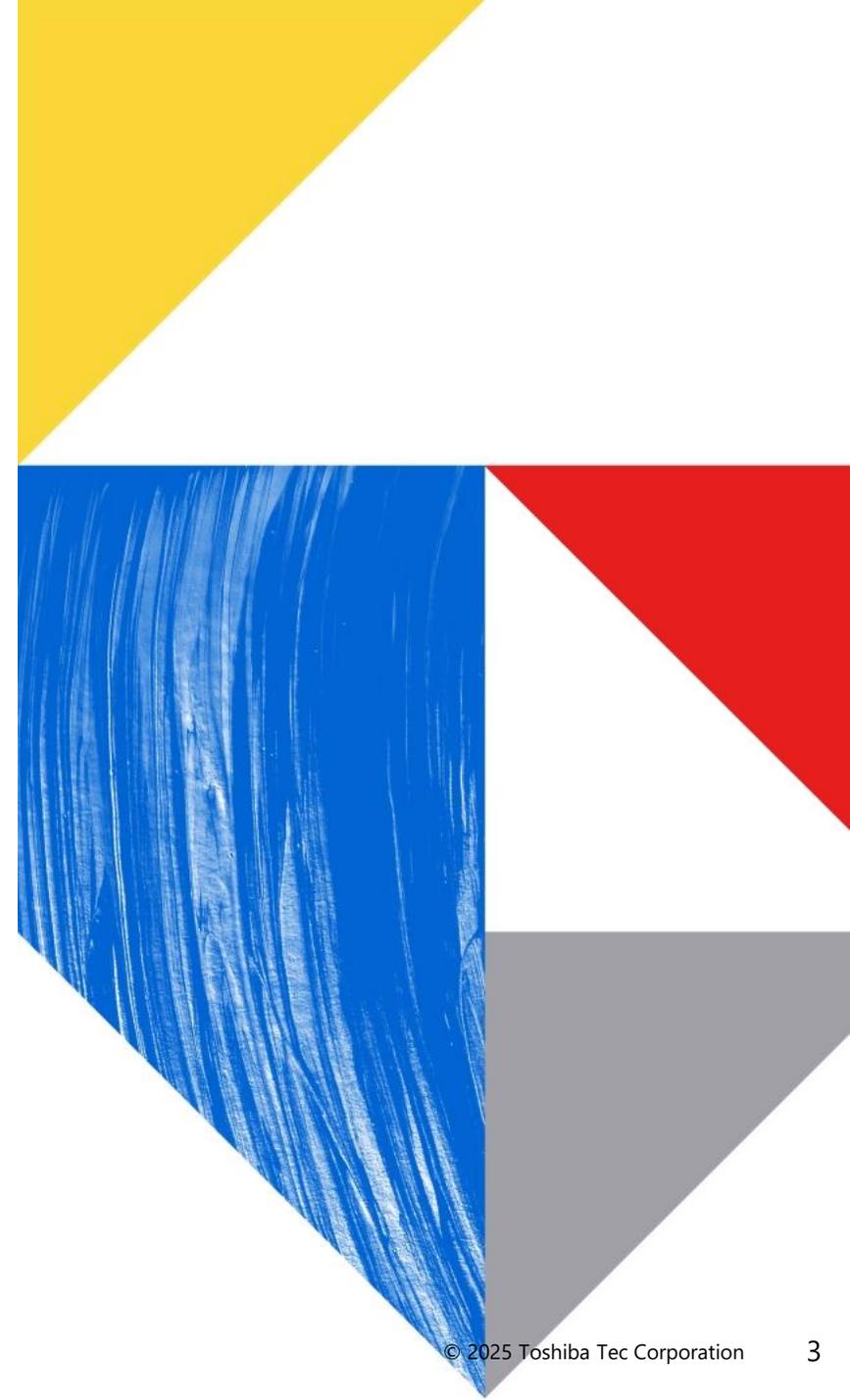
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01

Key Messages



Key Messages

In the first 9 months of FY2024, the company achieved better performance compared to the same period last year

Net sales, operating profit, ordinary profit, and net profit for the period all exceeded those of the previous year

In the first 9 months of FY2024, the retail business increased net sales and operating profit, and the workplace business increased net sales and decreased operating profit

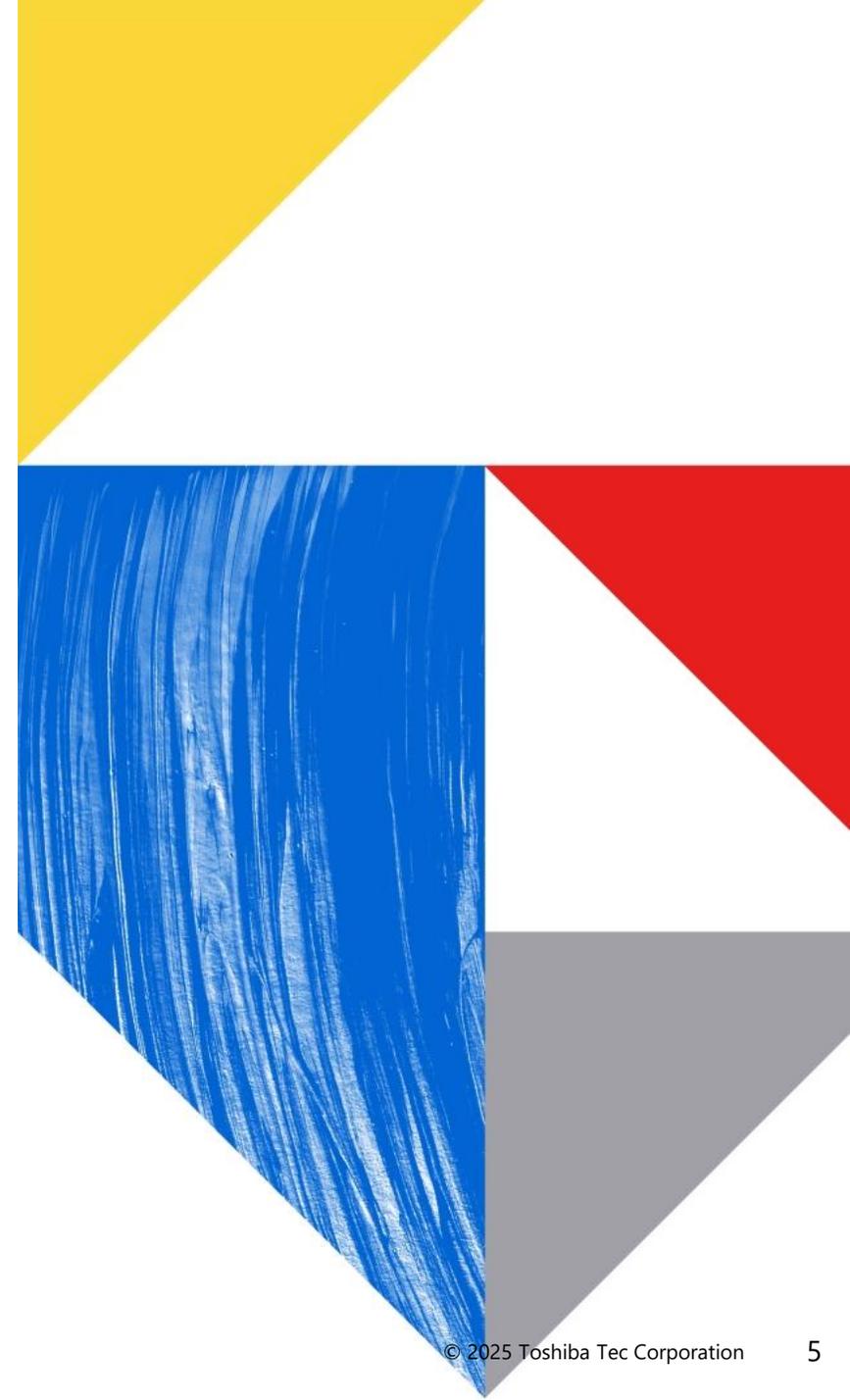
The retail business remained steady, mainly in Japan, while the loss in overseas business narrowed. As for the workplace business in the third quarter (Oct-Dec 2024), sales decreased from the same period last year due to an increase in sales in the first half of FY2024 to meet customer demand, while operating profit decreased mainly due to the negative impact of foreign exchange fluctuations.

The full-year forecast for FY2024 remains unchanged

Although the full-year net sales and profits are expected to increase year-on-year, the previous forecast remains unchanged except for net sales due to the uncertainty in the overseas business environment.

02

FY2024 Third Quarter Consolidated Business Results



FY2024/1Q-3Q Business Results (Consolidated)

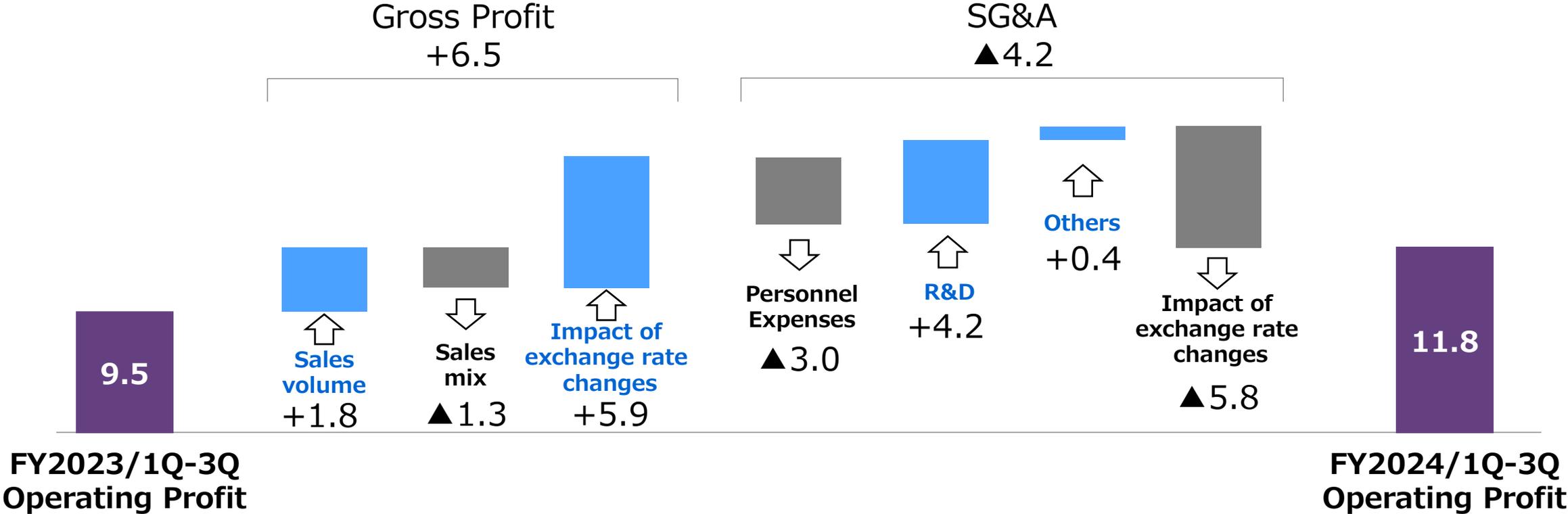
(Billions of yen)

	FY2024/1Q-3Q Actual	FY2023/1Q-3Q Actual	Difference vs FY2023/1Q-3Q
Net Sales	425.5	396.7	+28.8
Operating Profit (Rate of sales)	11.8 (2.8%)	9.5 (2.4%)	+2.3
Ordinary Profit (Rate of sales)	11.2 (2.6%)	6.4 (1.6%)	+4.8
Profit/loss Attributable to Owners of Parent (Rate of sales)	27.2 (6.4%)	△14.7 (-%)	+41.9
Foreign Currency US\$	152.28	142.87	+9.41
Exchange Rate (Yen) EUR	164.90	154.99	+9.91

Operating Profit Analysis of FY2024/1Q-3Q

(Billions of yen)

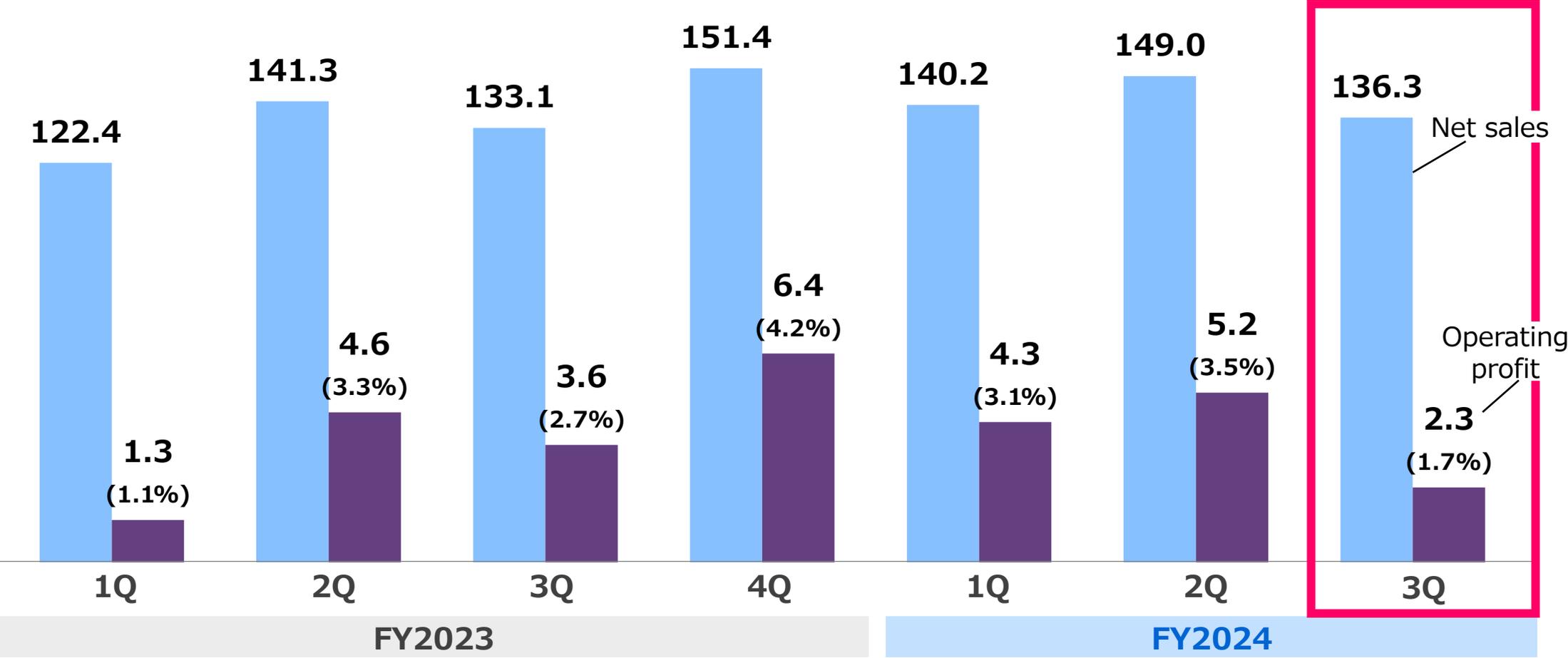
The chart of profit transition



FY2024/1Q-3Q Business Results (Quarterly)

(Billions of yen)

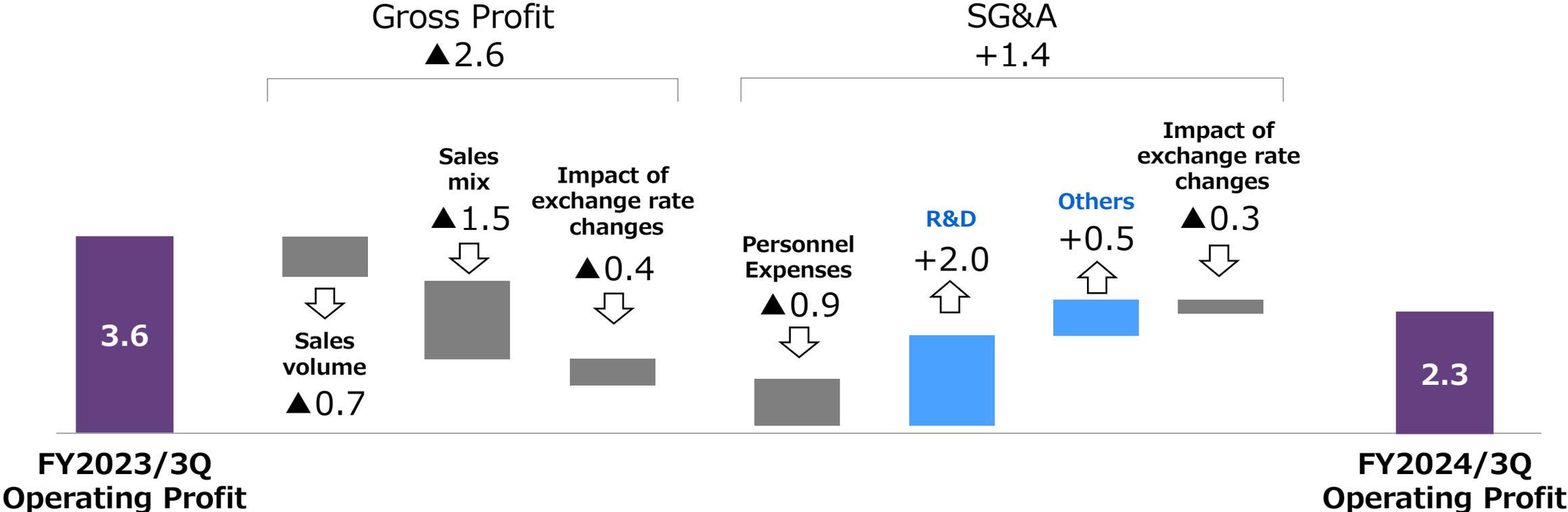
Quarterly net sales and operating profit



Operating Profit Analysis of FY2024/3Q

(Billions of yen)

The chart of profit transition

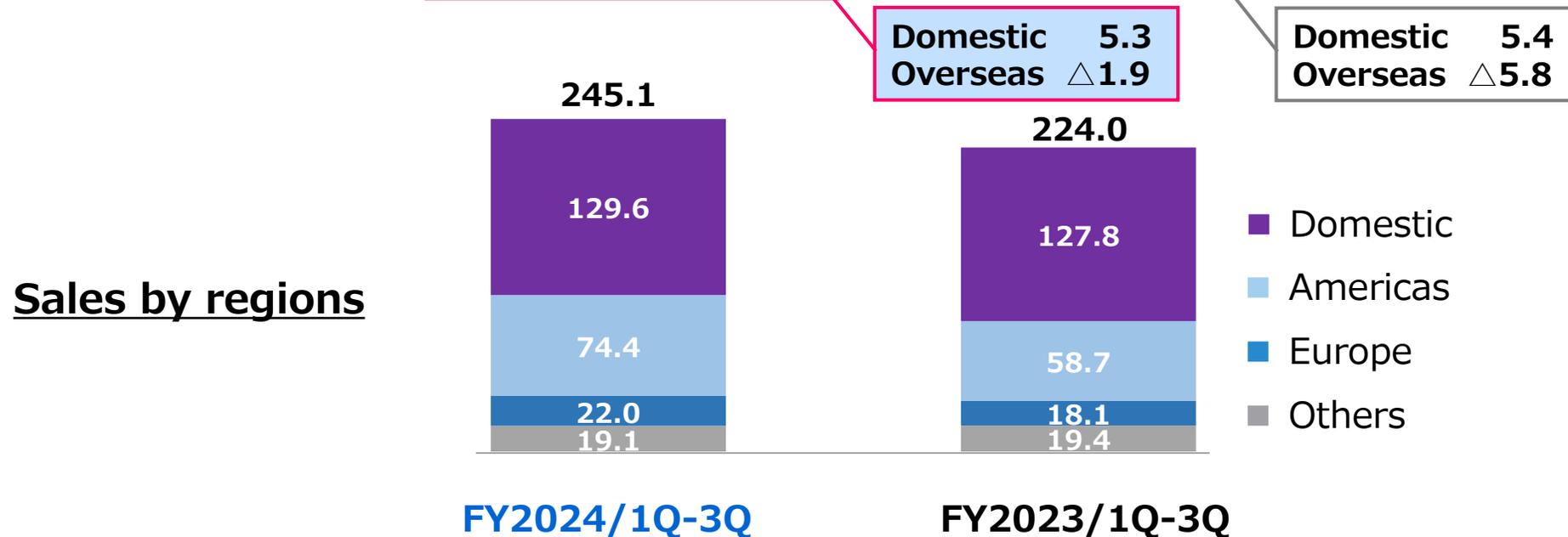


FY2024/1Q-3Q Business Results by Segment

(Billions of yen)

Retail Solutions Business Group

	FY2024/1Q-3Q Actual	FY2023/1Q-3Q Actual	Difference vs FY2023/1Q-3Q
Net Sales	245.1	224.0	+21.1
Operating Profit (Rate of sales)	3.4 (1.4%)	△0.4 (-%)	+3.7

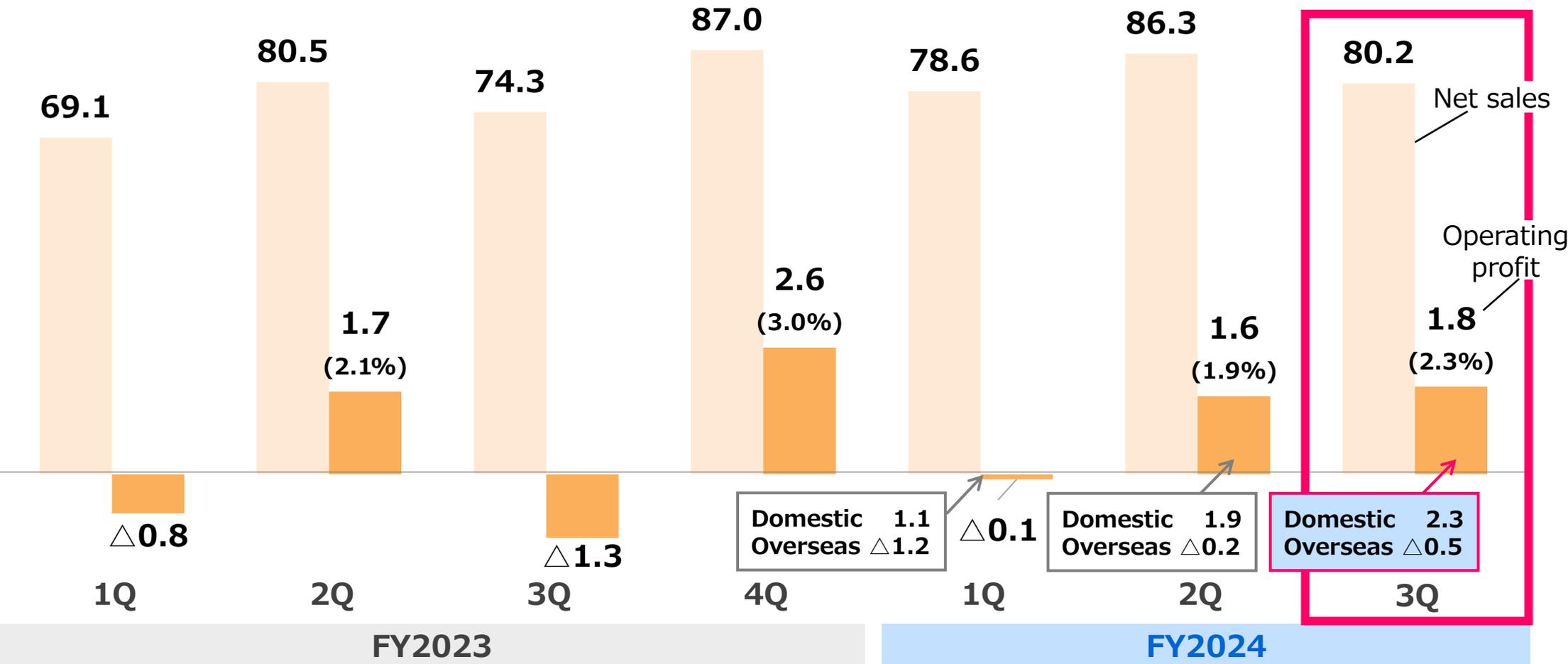


FY2024/1Q-3Q Business Results by Segment (Quarterly)

(Billions of yen)

Retail Solutions Business Group

Quarterly net sales and operating profit

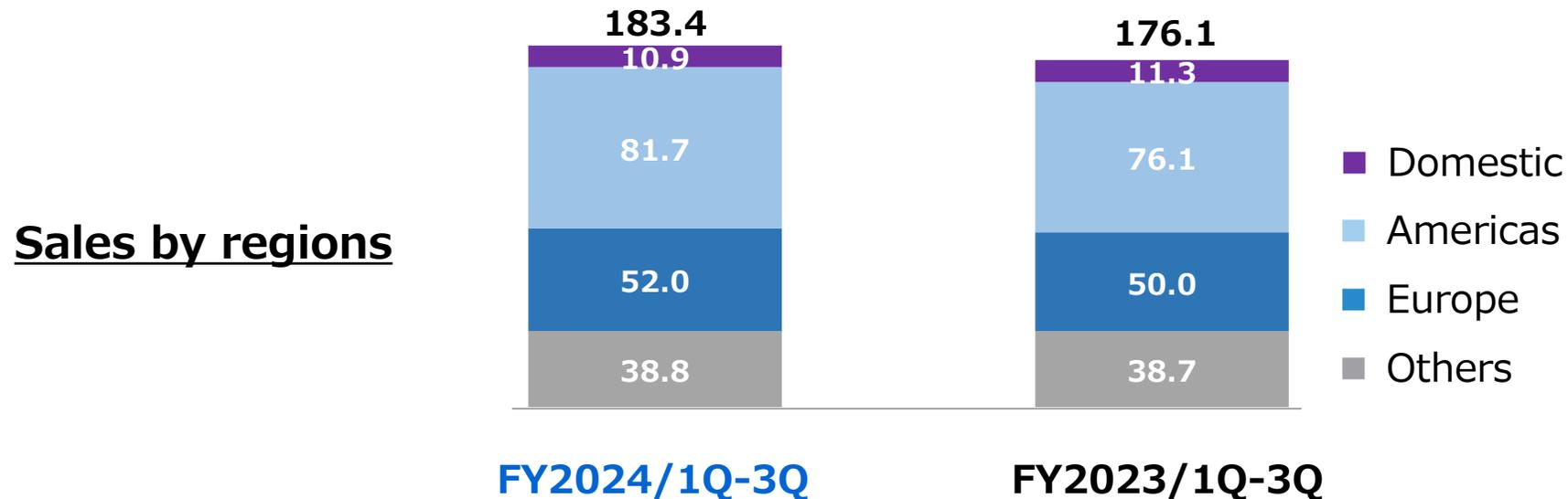


FY2024/1Q-3Q Business Results by Segment

(Billions of yen)

Workplace Solutions Business Group

	FY2024/1Q-3Q Actual	FY2023/1Q-3Q Actual	Difference vs FY2023/1Q-3Q
Net Sales	183.4	176.1	+7.3
Operating Profit (Rate of sales)	8.4 (4.6%)	9.9 (5.6%)	△1.4

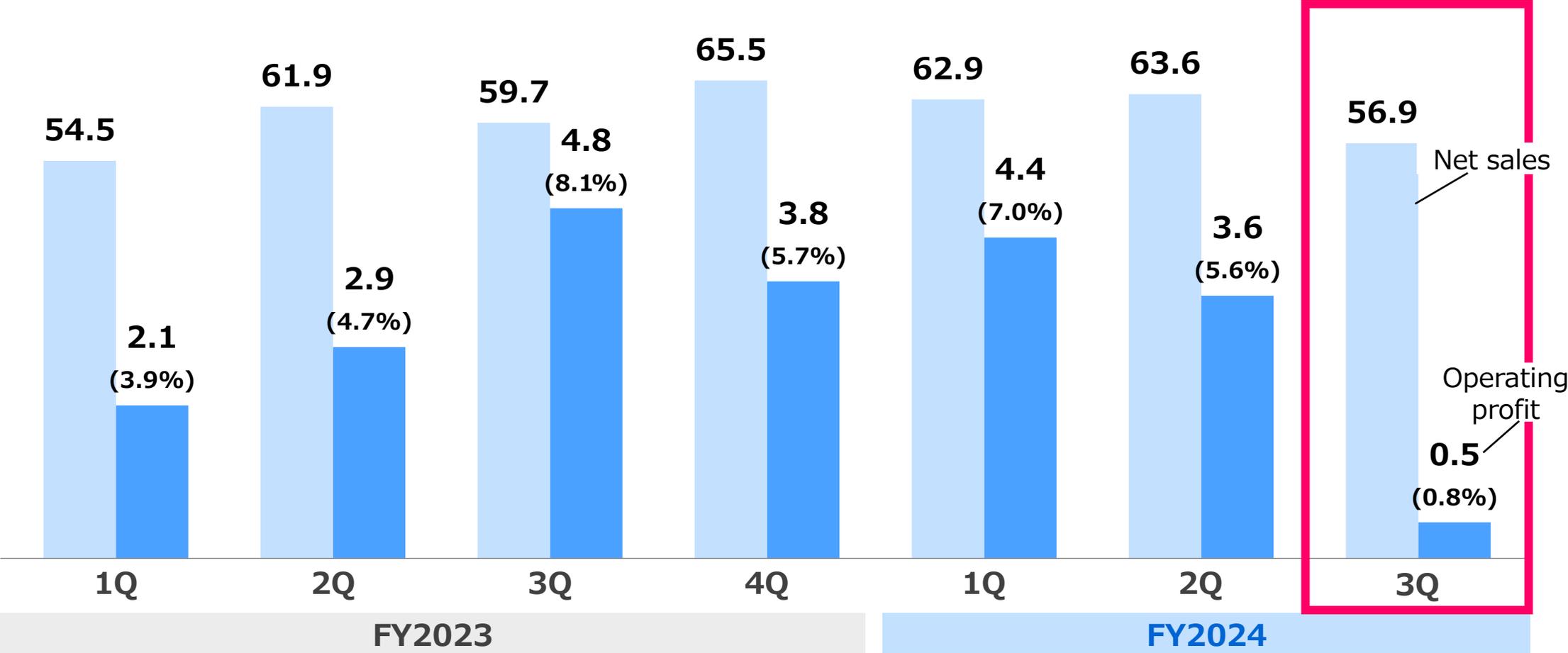


FY2024/1Q-3Q Business Results by Segment (Quarterly)

(Billions of yen)

Workplace Solutions Business Group

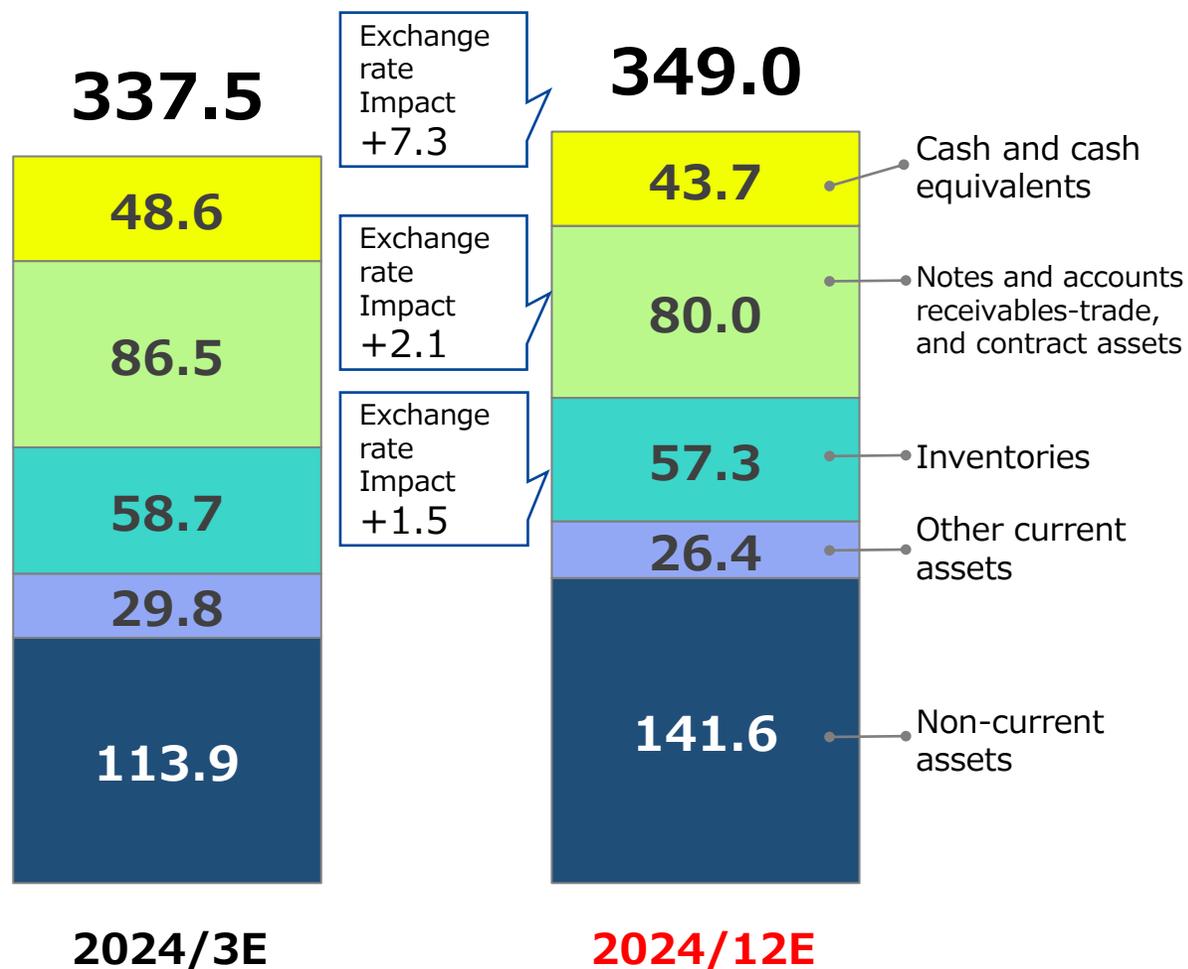
Quarterly net sales and operating profit



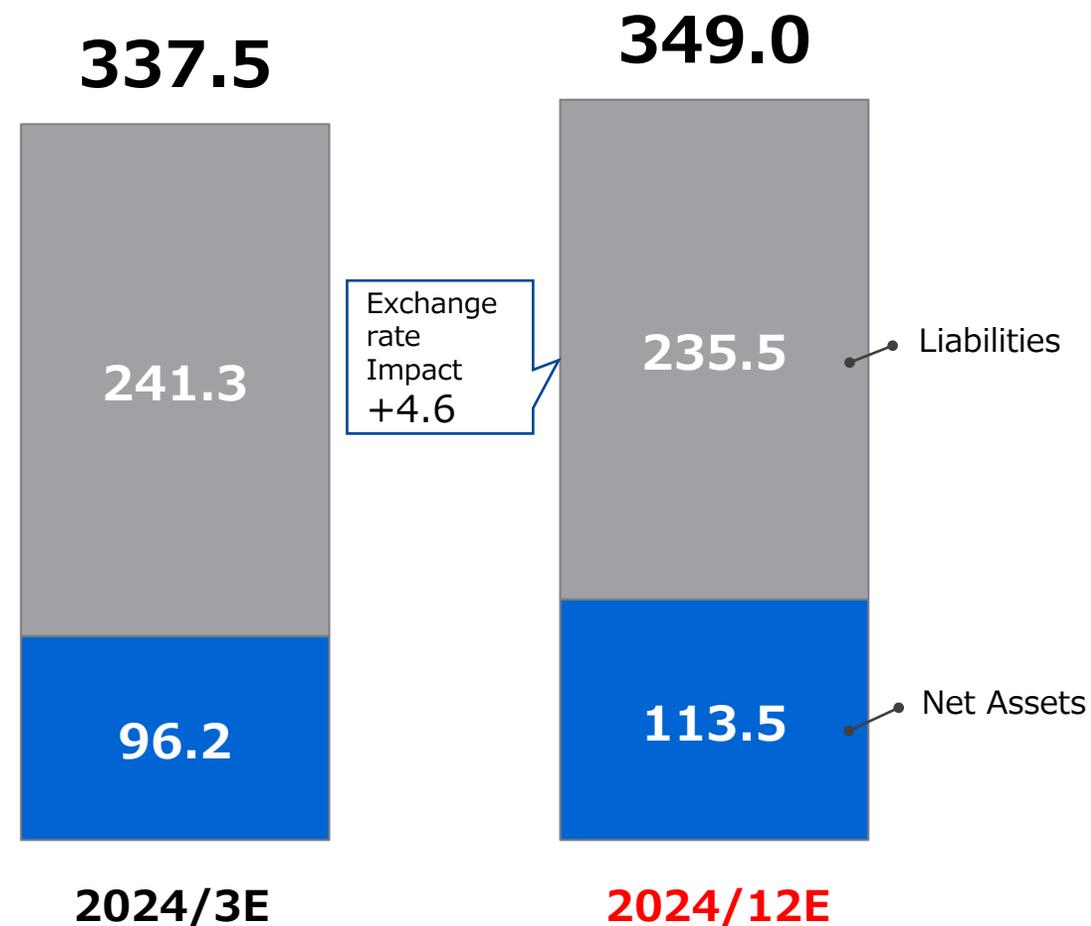
Balance Sheet

(Billions of yen)

Assets

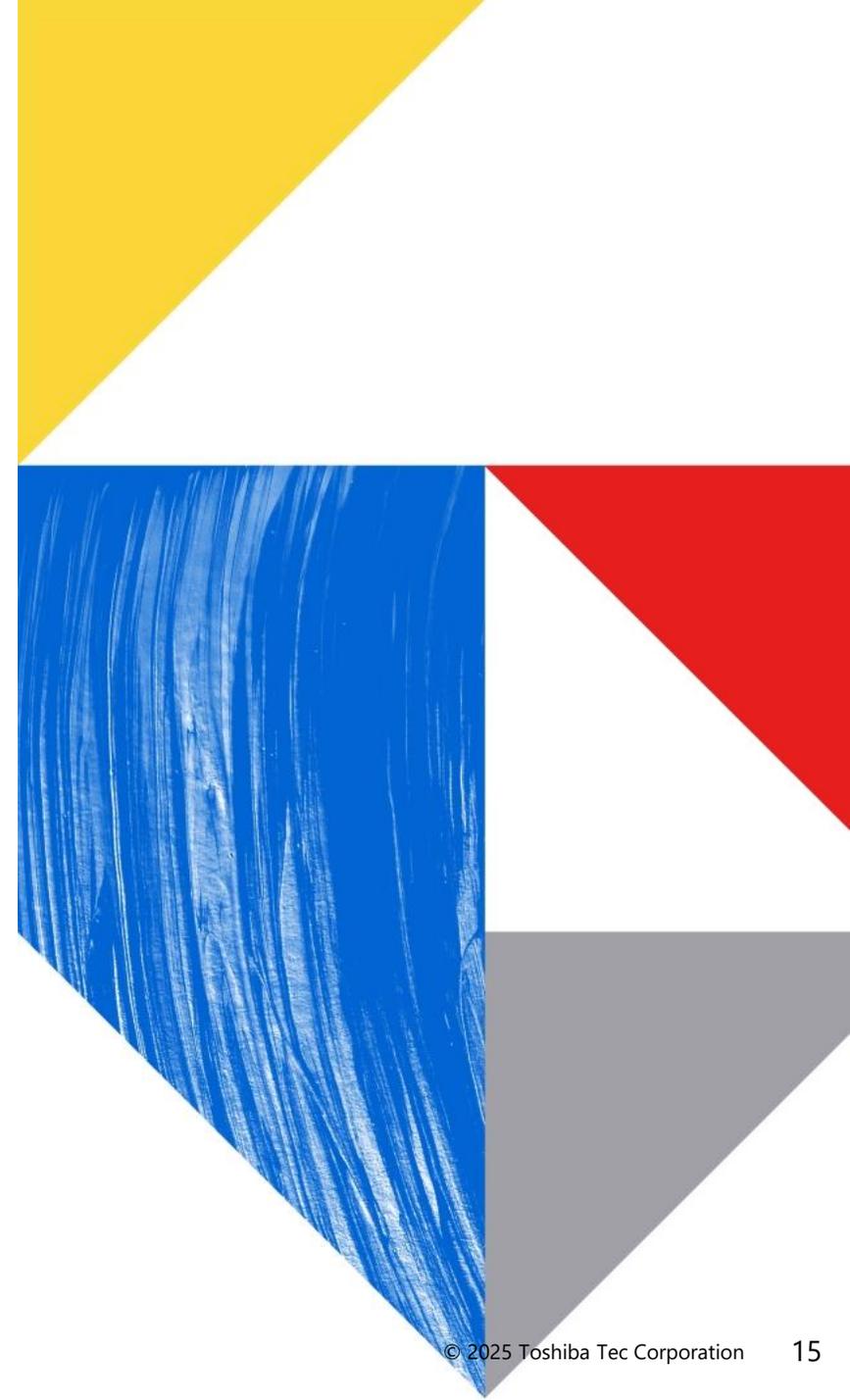


Liabilities and Net Assets



03

FY2024 Forecast



FY2024 Forecast (Consolidated)

(Billions of yen)

	FY2024 Forecast	FY2024 Prev. Forecast (Nov 8)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
Net Sales	572.0	565.0	548.1	+7.0	+23.9
Operating Profit (Rate of sales)	18.0 (3.1%)	18.0 (3.2%)	15.9 (2.9%)	-	+2.1
Ordinary Profit (Rate of sales)	15.0 (2.6%)	15.0 (2.7%)	11.0 (2.0%)	-	+4.0
Profit/loss Attributable to Owners of Parent (Rate of sales)	24.0 (4.2%)	24.0 (4.2%)	△6.7 (-%)	-	+30.7
Dividends	45Yen	45Yen	45Yen	-	-
Foreign Currency Exchange Rate (Yen)	US\$ 151.61* EUR 163.30*	149.29 161.14	143.81 156.27	+2.32 +2.16	+7.80 +7.03

*Foreign currency exchange rates of Feb and Mar 2025 are US\$=145.00 yen, EUR=155.00 yen.

FY2024 Forecast by Segment

(Billions of yen)

Retail Solutions Business Group

	FY2024 Forecast	FY2024 Prev. Forecast (Nov 8)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
Net Sales	333.0	329.0	311.0	+4.0	+22.0
Operating Profit (Rate of sales)	8.0 (2.4%)	8.0 (2.4%)	2.3 (0.7%)	-	+5.8
	Domestic 8.0 Overseas 0.0	Domestic 172.0 Overseas 161.0	Domestic 8.0 Overseas 0.0	Domestic 172.0 Overseas 157.0	

Workplace Solutions Business Group

	FY2024 Forecast	FY2024 Prev. Forecast (Nov 8)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
Net Sales	243.0	240.0	241.6	+3.0	+1.4
Operating Profit (Rate of sales)	10.0 (4.1%)	10.0 (4.2%)	13.6 (5.6%)	-	△3.6

Status of Growth Business Initiatives

Expansion of **ELEERA**[®] (Domestic Business)

クーポン発券クラウドサービス
クーポンデリ

OrderLinkage
オーダーリンケージ

ピピトセルフ

- Steady growth in both # of ELEERA contracted companies and stores
- ELEERA collaboration partners are increasing

of companies



of stores



■ FY23 ■ as of 3Q* ■ FY24 target ■ FY23 ■ as of 3Q* ■ FY24 target

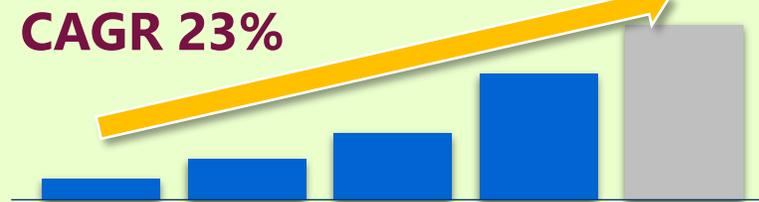
*Domestic retail business, as of December 31, 2024

Expansion of self-checkout



- Self-checkout is a global trend
 - Labor shortages and rising wages are important management issues
- Accelerating DX investment in personal checkout

Cumulative sales volume of full self-checkout*



■ FY20 ■ FY21 ■ FY22 ■ FY23 ■ FY24 forecast

*Domestic retail business, cumulative total for FY22-FY24 forecast

Status of Growth Business Initiatives

Expansion of ELERA® (Overseas Business)

- ELERA ecosystem, including partner solutions, is a hot topic at NRF 2025*, one of the world's largest retail events

ELERA®



- The self-checkout solution MxP Vision Kiosk is well-received
- Announced a collaboration with Qualcomm Technologies, Inc.



Qualcomm

*NRF 2025, January 14-16, New York, USA

Supporting AI solution for POS data

Generative AI brings scientific insights and business potential to the distribution industry!



GYAiNAMICS

Certified as a DX certified company by METI*

Became a certified business under METI's DX certification program



*METI = Ministry of Economy, Trade and Industry

Status of Growth Business Initiatives

Expansion of BCP solutions (Overseas Business)

- e-BRIDGE technology developed for MFPs improves BCP solution response capabilities
- Customization on the sales front line strengthens rapid and flexible response to customers

A-BRID
Auto ID x e-BRIDGE



Utilization of MFP technology

<p>Standalone printing Printing without a PC</p> <p>Scan Product ID Barcode</p>	<p>Customizable UI UI customization for each customer</p> <p>Online</p>	<p>Support for the latest devices Adoption of the latest devices with generic Linux drivers</p> <p>WiFi CERTIFIED</p>	<p>PDF direct Direct printing without drivers</p> <p>Core system</p>	<p>Print data converter Replacement of other companies and customization on-site</p> <p>Programming Language</p> <p>Simple setup</p>	<p>eCC support Error codes, log information acquisition, device management, automatic ordering of consumables, etc.</p>
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Expansion of Office solutions (Overseas Business)

- Expanding the functionality of existing services and increasing sales

e-BRIDGE Global Print

Simple report/job cost function
(for administrators)

Elevate Sky® Services

Portal site for dealers
(80% of dealers have contracts)

Device analysis tools and e-commerce for dealers

elevate sky
PRINT MANAGEMENT

Providing print management service infrastructure to dealers via subscription

elevate sky
COMMERCE

E-commerce service (for users)
Customization of pricing etc. for each customer

*Simple report :simple reports to manage print and scan output
*Job cost :function to set costs based on color, monochrome, and paper size
*Service under the name "Elevate Sky®" is not available in the European region.

RFID new solutions (Domestic Business)

- Deploying MFP-RFID in the manufacturing industry



Exhibiting at AUTO-ID & COMMUNICATION EXPO → Proposing to customers

Write data to the electronic tag here & Color printing

More accurate and easier management without changing operations



When an item passes through a process, the tag on the process management sheet is read and the item is automatically checked

Appendix

FY2024 Forecast: Impact of Currency Exchange Rate

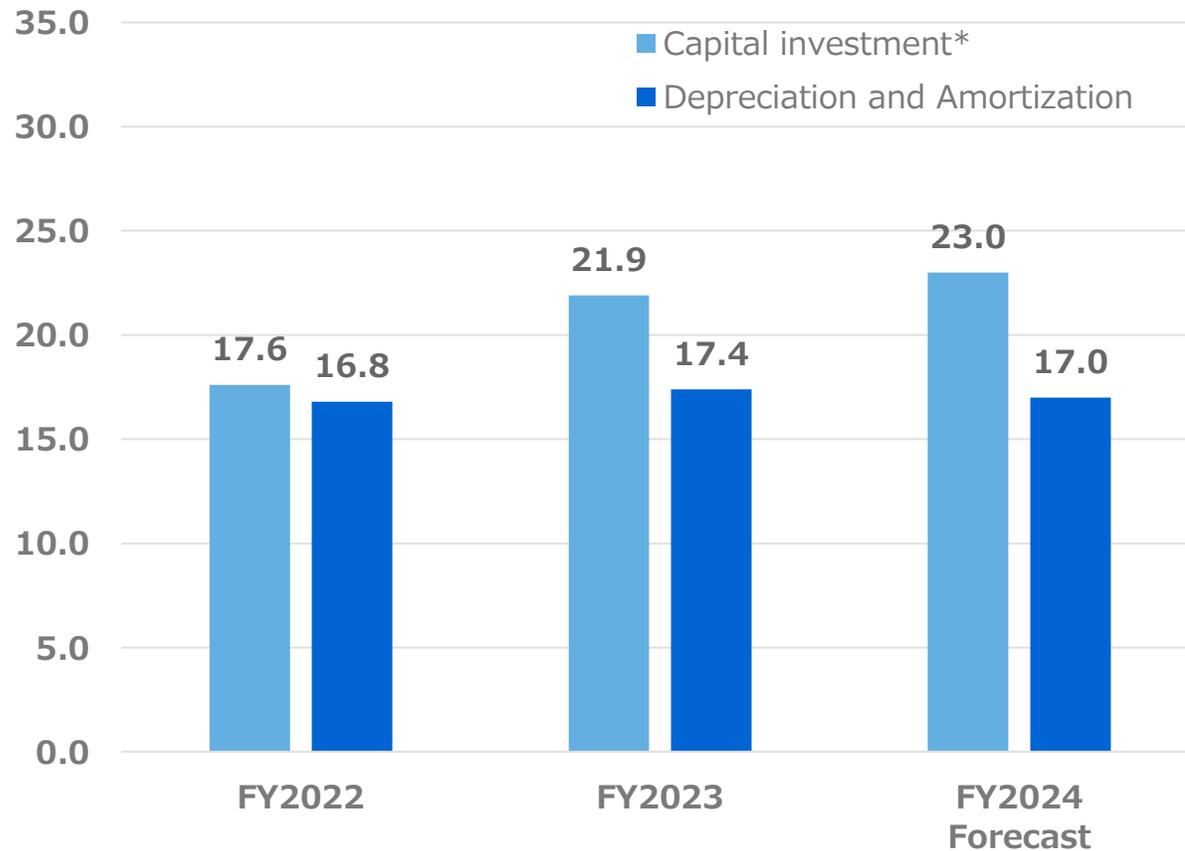
	Premise Rate	Effect of depreciation by 1 yen	
	FY2024 Average rate	Net Sales (Annual)	Operating Profit (Annual)
US\$	151.61 yen*	+ 1.8 billion yen	△0.15 billion yen
EUR	163.30 yen*	+0.3 billion yen	+0.14 billion yen

*Foreign currency exchange rates of Feb and Mar 2025 are US\$=145.00 yen, EUR=155.00 yen.

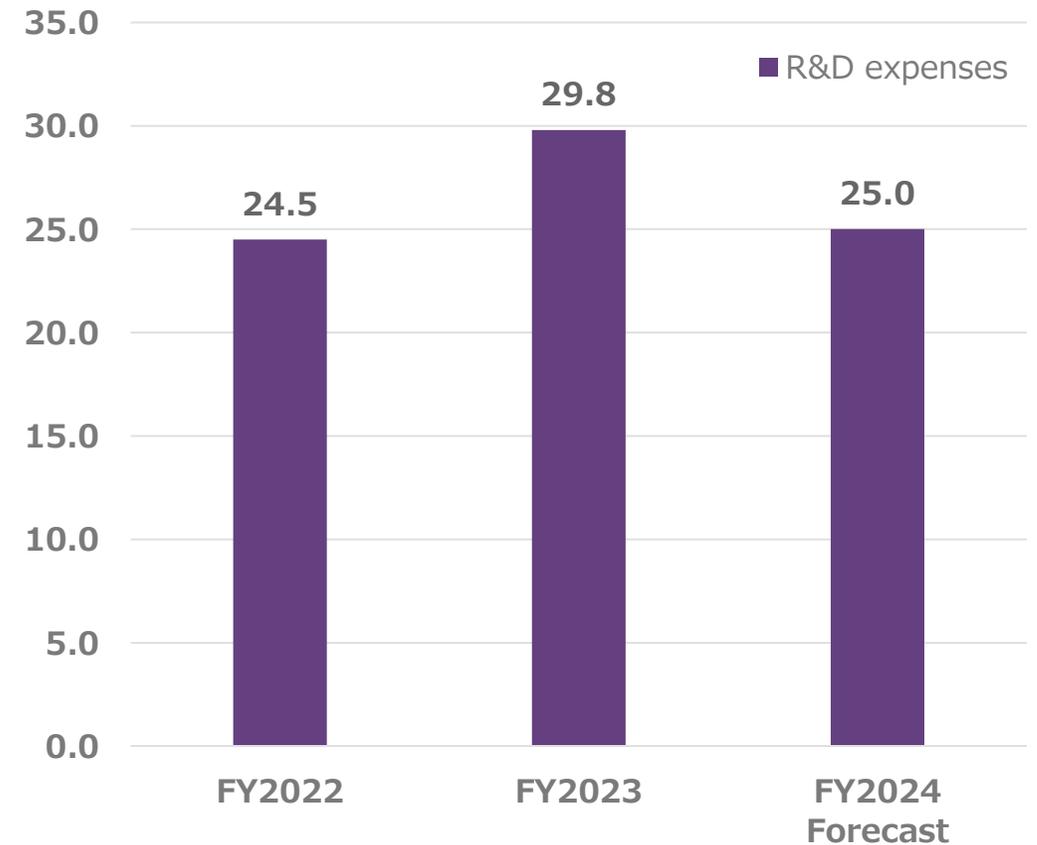
FY2024 Forecast: Capital investment*, Depreciation and Amortization, R&D expenses

(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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