



# FY2024 First Quarter Consolidated Business Results

**Toshiba Tec Corporation**

Aug 8, 2024

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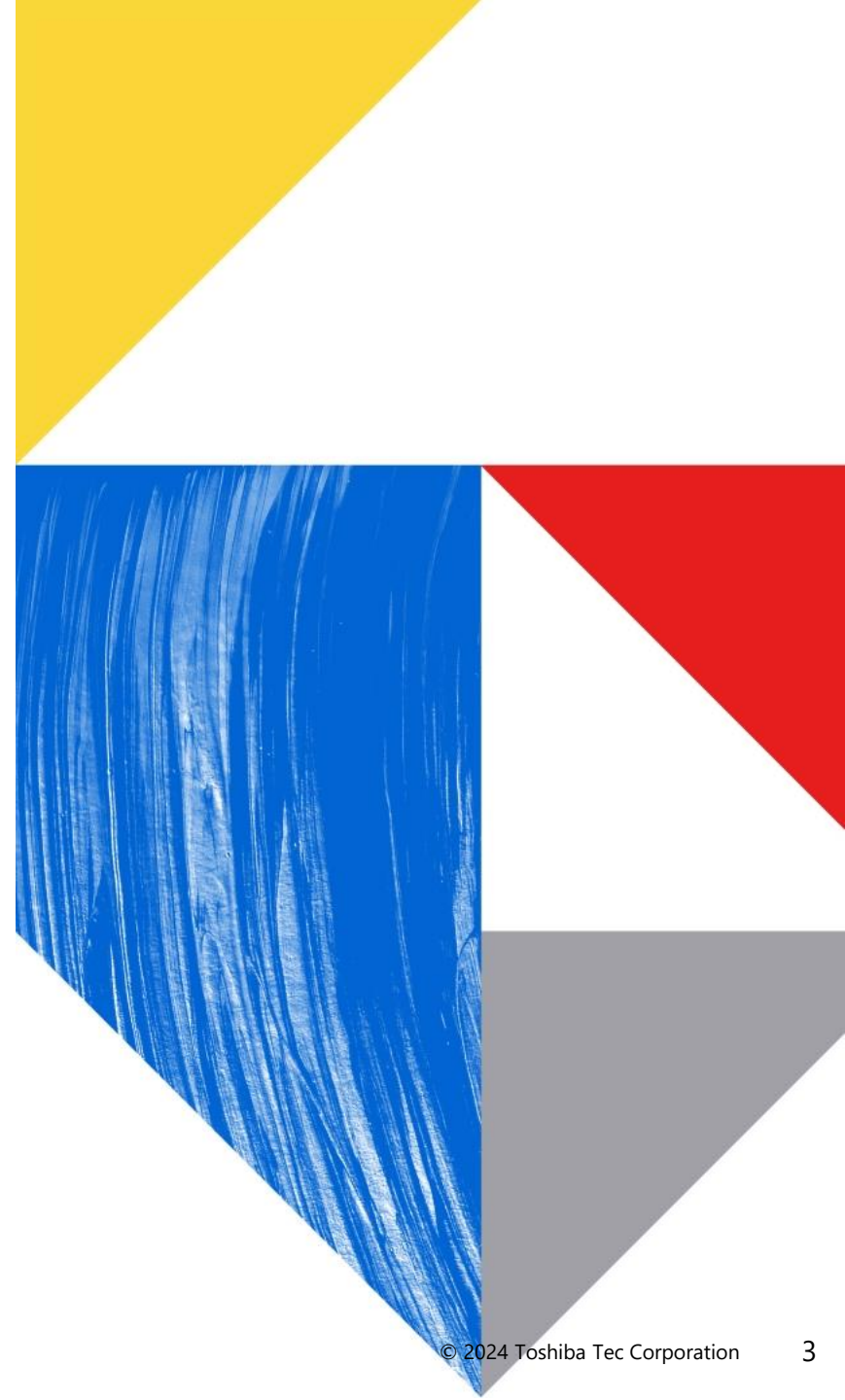
**01 Key Messages**

**02 FY2024 First Quarter  
Consolidated Business Results**

**03 FY2024 Forecast**

# 01

## Key Messages



# Key Messages

## **Performance exceeding the previous year in the 1Q of FY2024 for the entire company**

In the 1Q, net sales, operating profit, ordinary profit, and profit attributable to owners of parent all surpassed the previous year

## **The retail business has improved from the previous year, and the workplace business also increased net sales and operating profit**

The Workplace Solutions Business Group continues to perform well from the previous year

## **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 were carried out as planned on July 1**

Accelerating business transformation towards a global top solutions partner

# 02

## **FY2024 First Quarter Consolidated Business Results**

# FY2024/1Q Business Results (Consolidated)

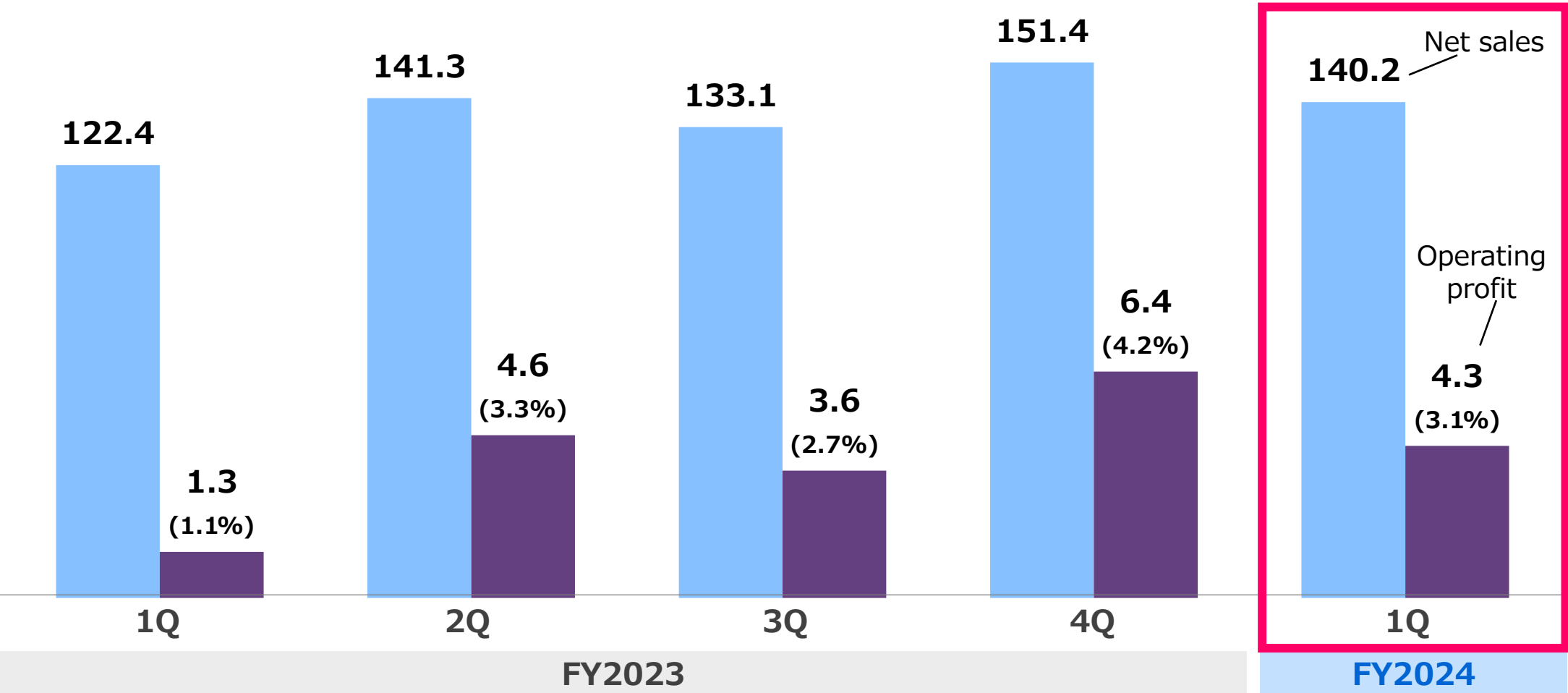
(Billions of yen)

		FY2024/1Q Actual	FY2023/1Q Actual	Difference vs FY2023/1Q
<b>Net Sales</b>		<b>140.2</b>	<b>122.4</b>	<b>+17.8</b>
<b>Operating Profit</b> (Rate of sales)		<b>4.3</b> (3.1%)	<b>1.3</b> (1.1%)	<b>+3.0</b>
<b>Ordinary Profit</b> (Rate of sales)		<b>4.6</b> (3.3%)	<b>0.4</b> (0.3%)	<b>+4.2</b>
<b>Profit Attributable to Owners of Parent</b> (Rate of sales)		<b>3.4</b> (2.5%)	<b>0.0</b> (0.0%)	<b>+3.4</b>
<b>Foreign Currency Exchange Rate (Yen)</b>	<b>US\$</b>	<b>155.04</b>	<b>135.79</b>	<b>+19.25</b>
	<b>EUR</b>	<b>167.06</b>	<b>147.93</b>	<b>+19.13</b>

# FY2024/1Q Business Results (Quarterly)

(Billions of yen)

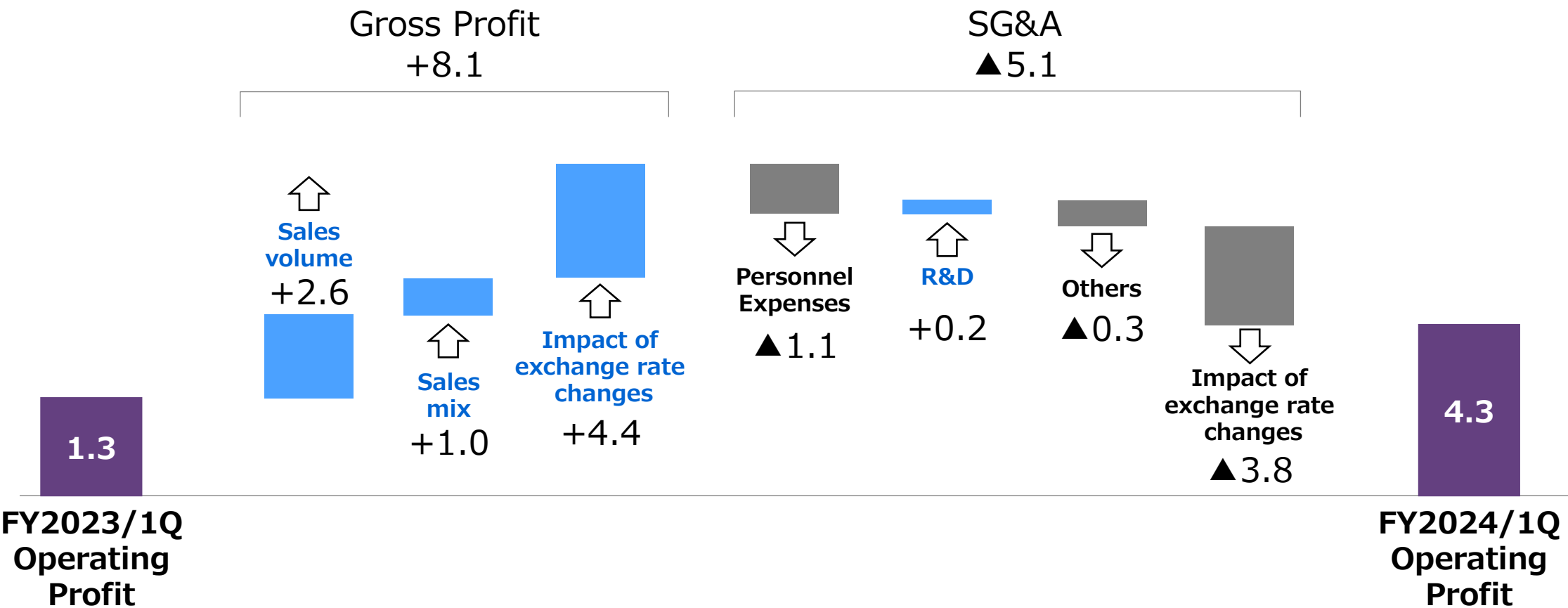
## Quarterly net sales and operating profit



# Operating Profit Analysis of FY2024/1Q

(Billions of yen)

## The chart of profit transition





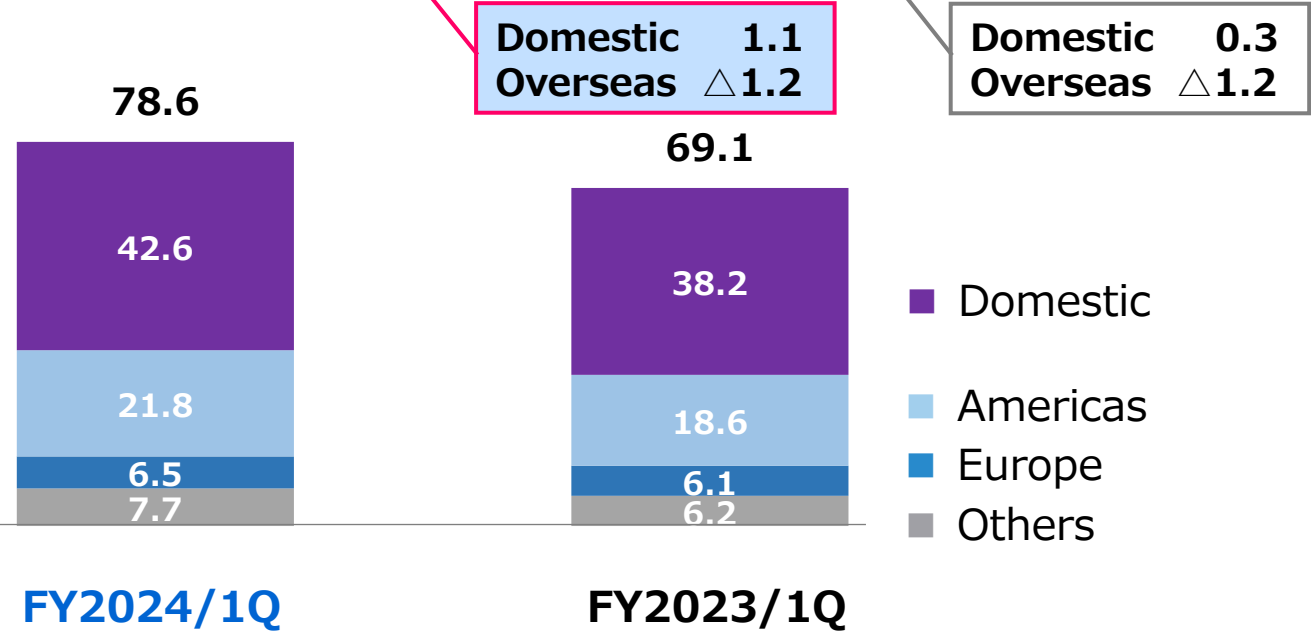
# FY2024/1Q Business Results by Segment

(Billions of yen)

## Retail Solutions Business Group

	FY2024/1Q Actual	FY2023/1Q Actual	Difference vs FY2023/1Q
Net Sales	78.6	69.1	+9.4
Operating Profit (Rate of sales)	$\triangle 0.1$ (-%)	$\triangle 0.8$ (-%)	+0.7

Sales by regions

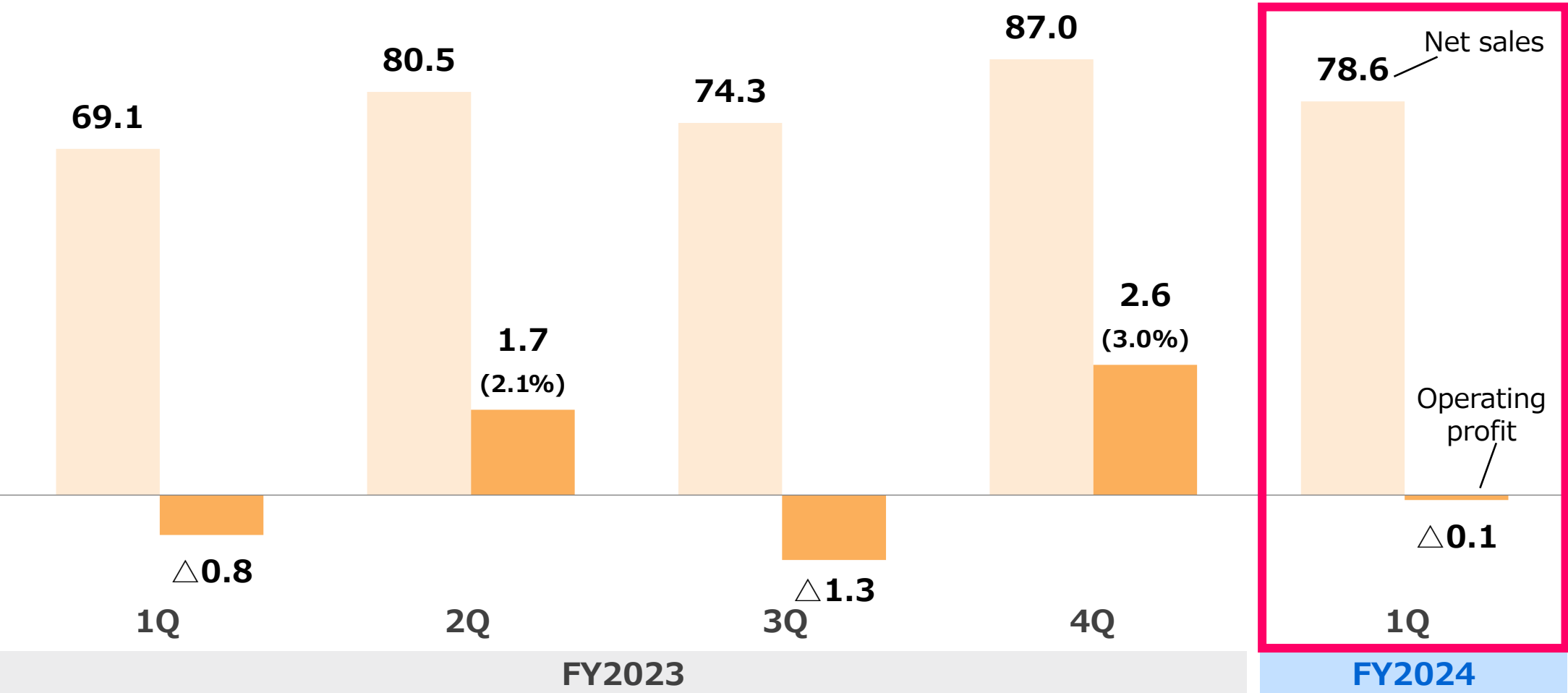


# FY2024/1Q Business Results by Segment (Quarterly)

(Billions of yen)

## Retail Solutions Business Group

### Quarterly net sales and operating profit



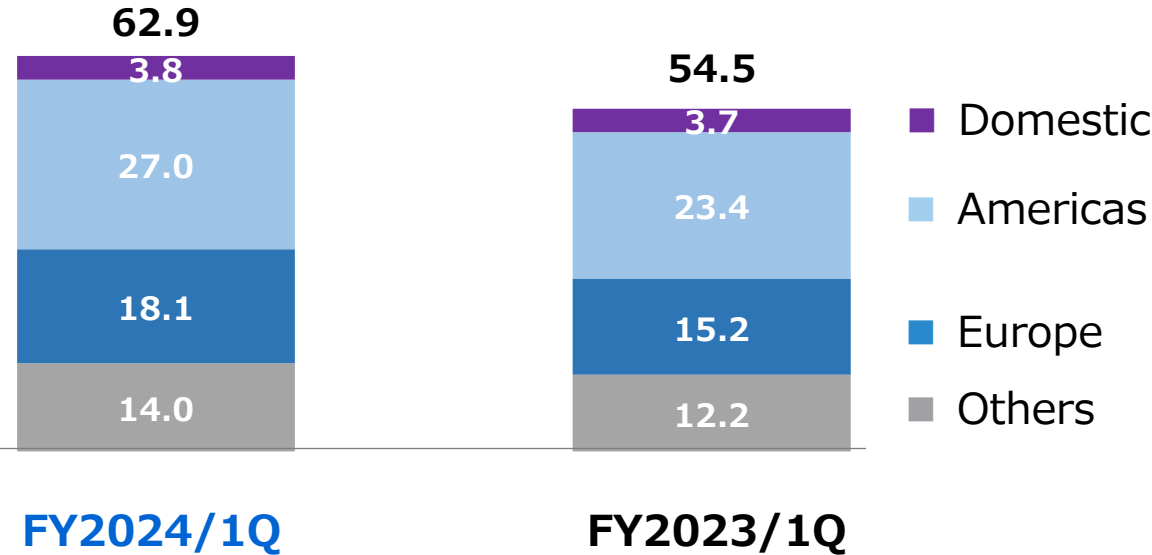
# FY2024/1Q Business Results by Segment

(Billions of yen)

## Workplace Solutions Business Group

	FY2024/1Q Actual	FY2023/1Q Actual	Difference vs FY2023/1Q
Net Sales	62.9	54.5	+8.4
Operating Profit (Rate of sales)	4.4 (7.0%)	2.1 (3.9%)	+2.3

### Sales by regions

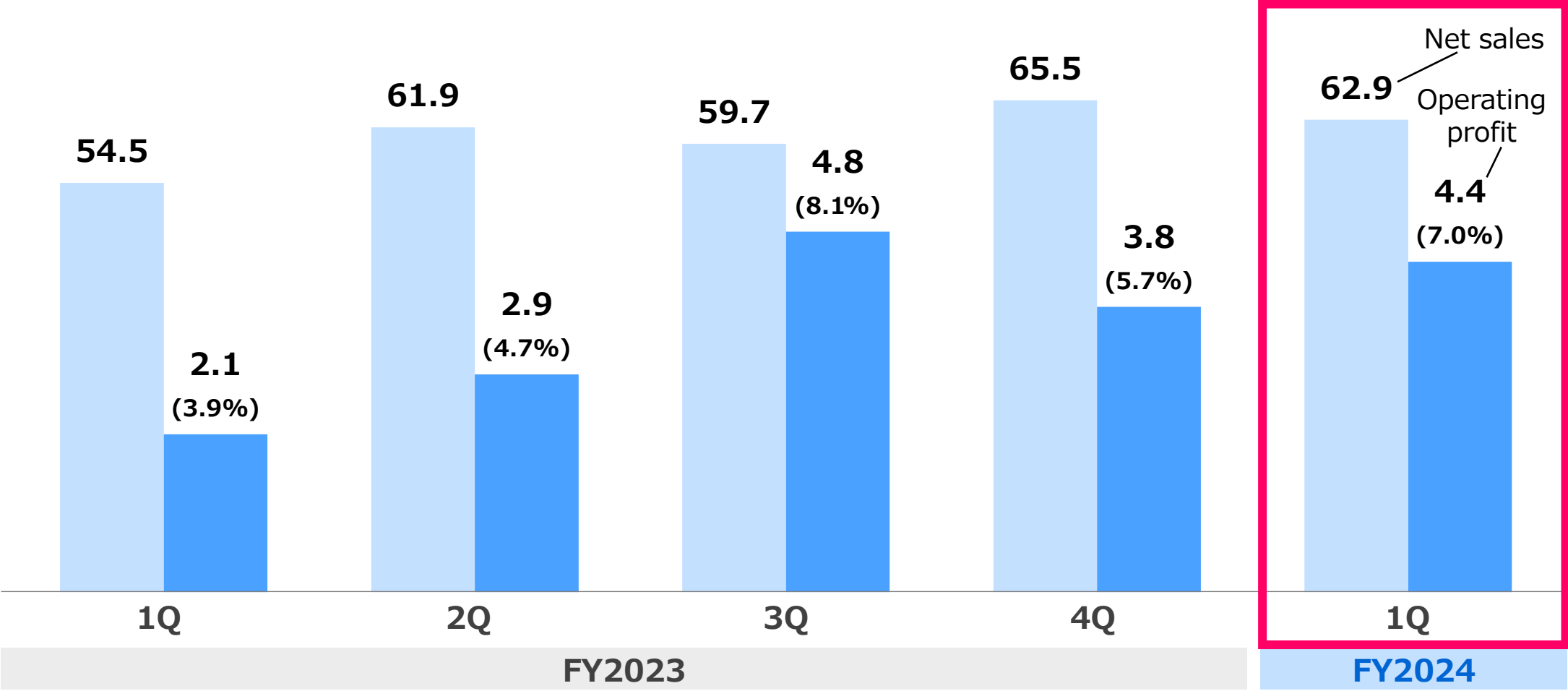


# FY2024/1Q Business Results by Segment (Quarterly)

(Billions of yen)

## Workplace Solutions Business Group

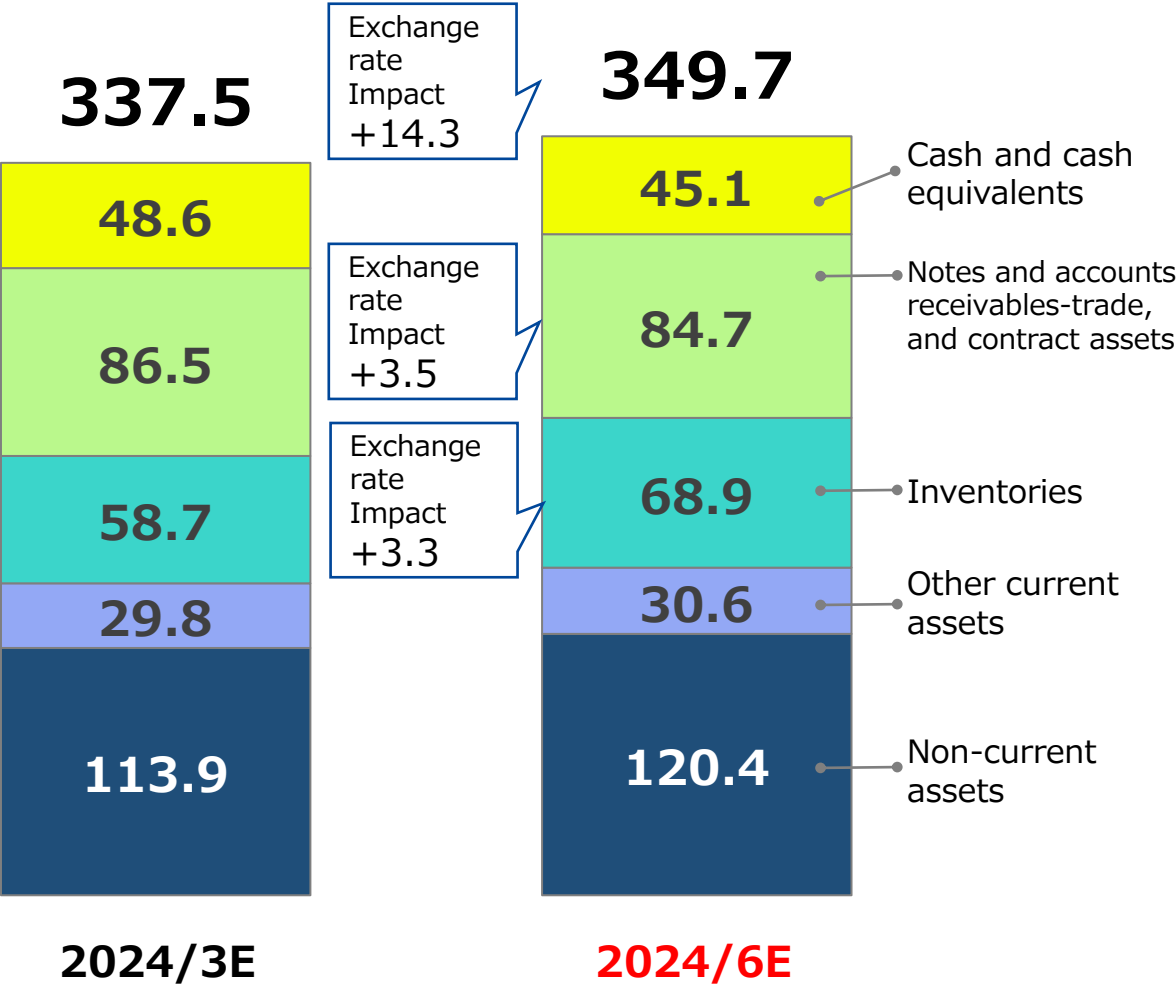
### Quarterly net sales and operating profit



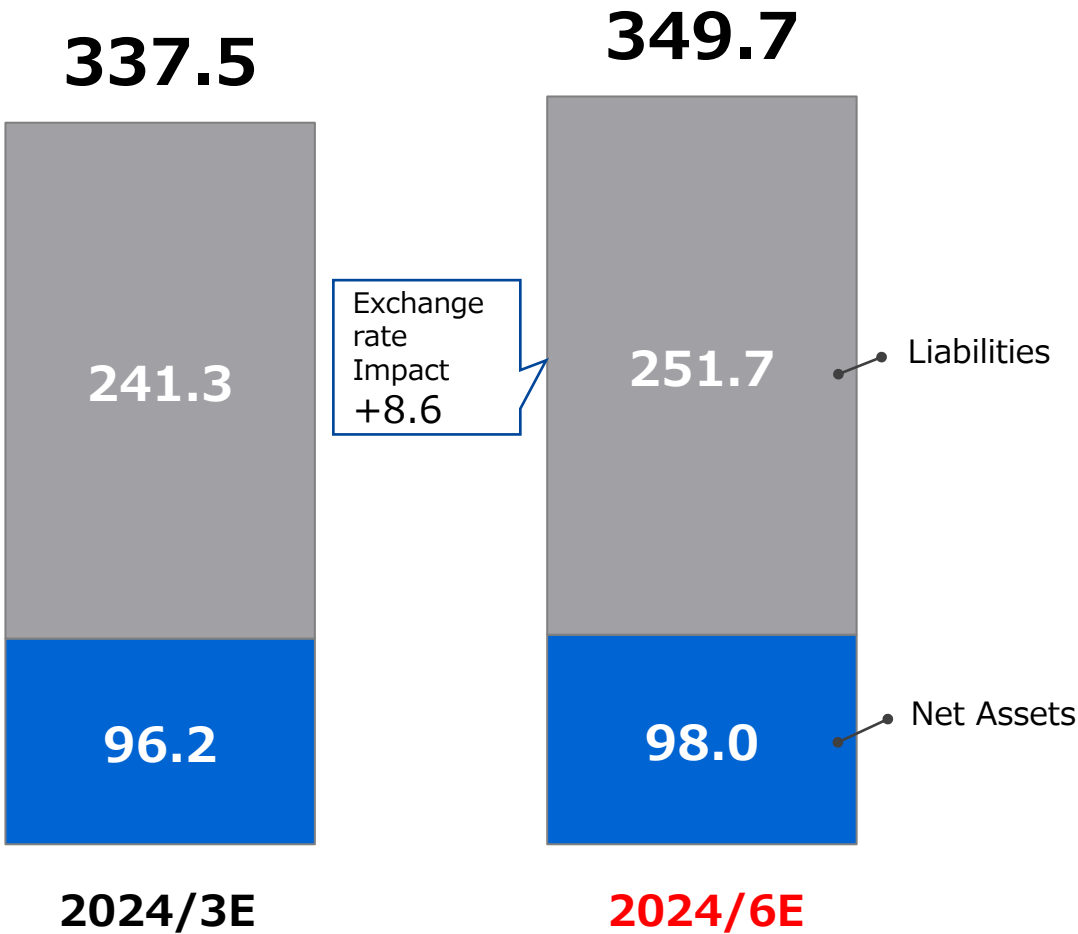
# Balance Sheet

(Billions of yen)

## Assets

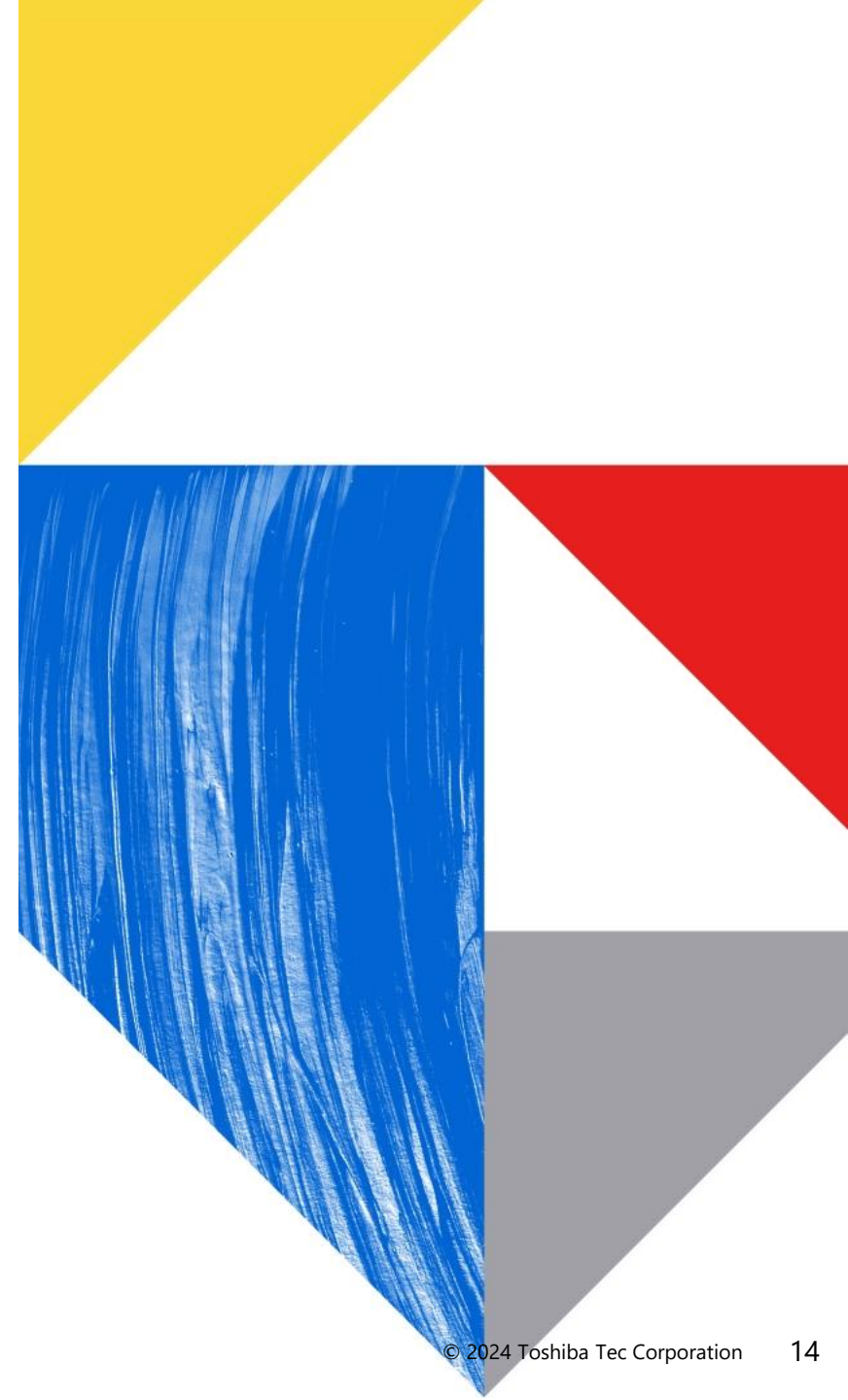


## Liabilities and Net Assets



# 03

## FY2024 Forecast



# FY2024 Forecast (Consolidated)

(Billions of yen)

	FY2024 Forecast	FY2024 Prev. Forecast (May 10)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
<b>Net Sales</b>	<b>565.0</b>	<b>550.0</b>	<b>548.1</b>	<b>+15.0</b>	<b>+16.9</b>
<b>Operating Profit</b> (Rate of sales)	<b>18.0</b> <b>(3.2%)</b>	<b>18.0</b> <b>(3.3%)</b>	<b>15.9</b> <b>(2.9%)</b>	<b>-</b>	<b>+2.1</b>
<b>Ordinary Profit</b> (Rate of sales)	<b>15.0</b> <b>(2.7%)</b>	<b>15.0</b> <b>(2.7%)</b>	<b>11.0</b> <b>(2.0%)</b>	<b>-</b>	<b>+4.0</b>
<b>Profit/loss Attributable to Owners of Parent</b> (Rate of sales)	<b>20.0</b> <b>(3.5%)</b>	<b>20.0</b> <b>(3.6%)</b>	<b>△6.7</b> <b>(-%)</b>	<b>-</b>	<b>+26.7</b>
<b>Dividends</b>	<b>45Yen</b>	<b>45Yen</b>	<b>45Yen</b>	<b>-</b>	<b>-</b>
Foreign Currency Exchange Rate (Yen)					
US\$	<b>152.20*</b>	<b>145.00</b>	<b>143.81</b>	<b>+7.20</b>	<b>+8.39</b>
EUR	<b>162.81*</b>	<b>155.00</b>	<b>156.27</b>	<b>+7.81</b>	<b>+6.54</b>

\*Foreign currency exchange rates of FY2024/2Q~ forecast are US\$=150.00 yen, EUR=160.00 yen.

# FY2024 Forecast by Segment

## Retail Solutions Business Group

(Billions of yen)

	FY2024 Forecast	FY2024 Prev. Forecast (May 10)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
Net Sales	<b>323.0</b>	<b>318.0</b>	<b>311.0</b>	<b>+5.0</b>	<b>+12.0</b>
Operating Profit (Rate of sales)	<b>8.0</b> (2.5%)	<b>8.0</b> (2.5%)	<b>2.3</b> (0.7%)	<b>-</b>	<b>+5.8</b>

Domestic 8.0  
Overseas 0.0

Domestic 166.0  
Overseas 157.0

Domestic 8.0  
Overseas 0.0

Domestic 166.0  
Overseas 152.0

## Workplace Solutions Business Group

	FY2024 Forecast	FY2024 Prev. Forecast (May 10)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
Net Sales	<b>246.0</b>	<b>235.0</b>	<b>241.6</b>	<b>+11.0</b>	<b>+4.4</b>
Operating Profit (Rate of sales)	<b>10.0</b> (4.1%)	<b>10.0</b> (4.3%)	<b>13.6</b> (5.6%)	<b>-</b>	<b>△3.6</b>



**(July 1) The formation of a joint venture with Ricoh and the transfer of the inkjet head business to RISO KAGAKU CORPORATION were implemented**

## **Operations started under new structures from July 1**

The logo for ETRIA, featuring the word "ETRIA" in a bold, red, italicized sans-serif font.

**Formed a joint venture  
with Ricoh**



**Transferred the inkjet  
head business to RISO  
Technologies Corporation**

# Status of Growth Business Initiatives of Retail Solutions Business

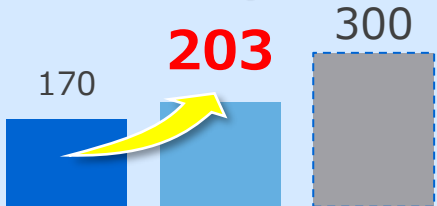
## Domestic Business

### Expansion of Touchpoints & ELERA®

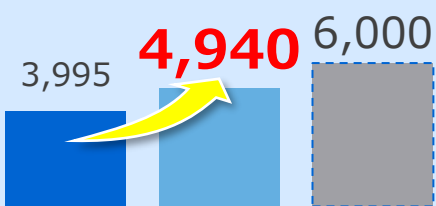
Steady growth in both # of contracted companies and stores



# of companies



# of stores



■ FY23 ■ as of 1Q\* ■ FY24 Target ■ FY23 ■ as of 1Q\* ■ FY24 Target

### Accelerating PoC initiatives



Implementing new PoCs to expand self-checkout business

### Smart Receipt®



\*As of June 30, 2024

## Overseas Business

### Expansion of ELERA® recurring business

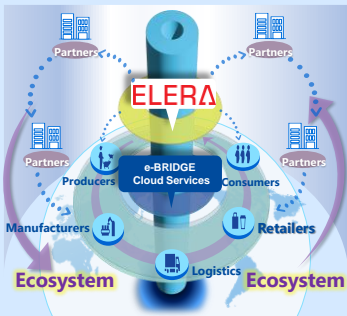


- Received Wall-to-Wall maintenance service order from a world-class drugstore  
**Approx. US\$ 50M / 5 years**



- Enhanced security solution with AI throughout the checkout area, named ELERA® SECURITY SUITE, received SaaS based orders

Retail Tech Breakthrough Awards, 2024  
**"A.I. Innovation of the Year"**

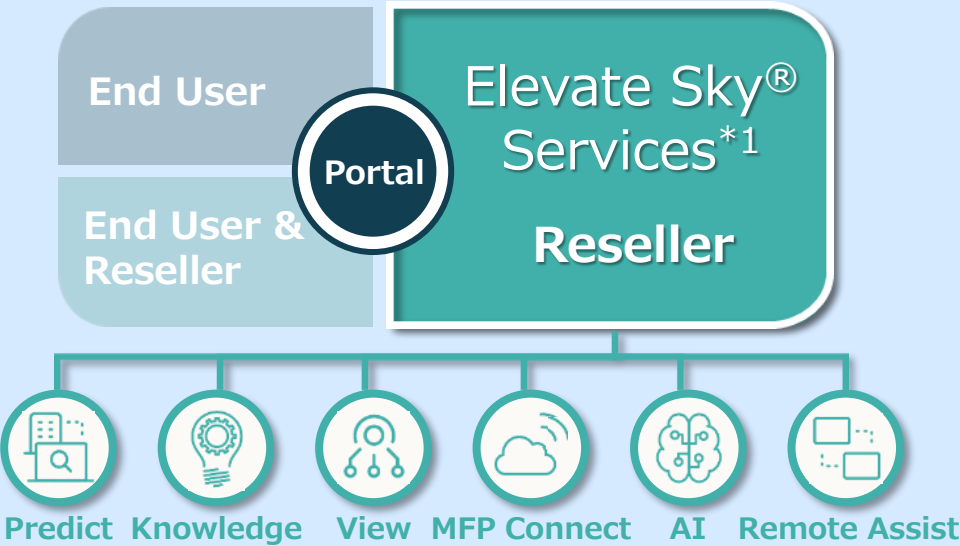


# Status of Growth Business Initiatives of Workplace Solutions Business

## Workplace Domestic/Overseas Business

### Expanding office solutions recurring business

Device management cloud service for dealers  
Subscribed to **about 80%** of U.S. dealers



### Expanding “Gemba\*2” solutions

- **Launching** solution packages **one after another in the market**
- Inventory management package/Production process management package



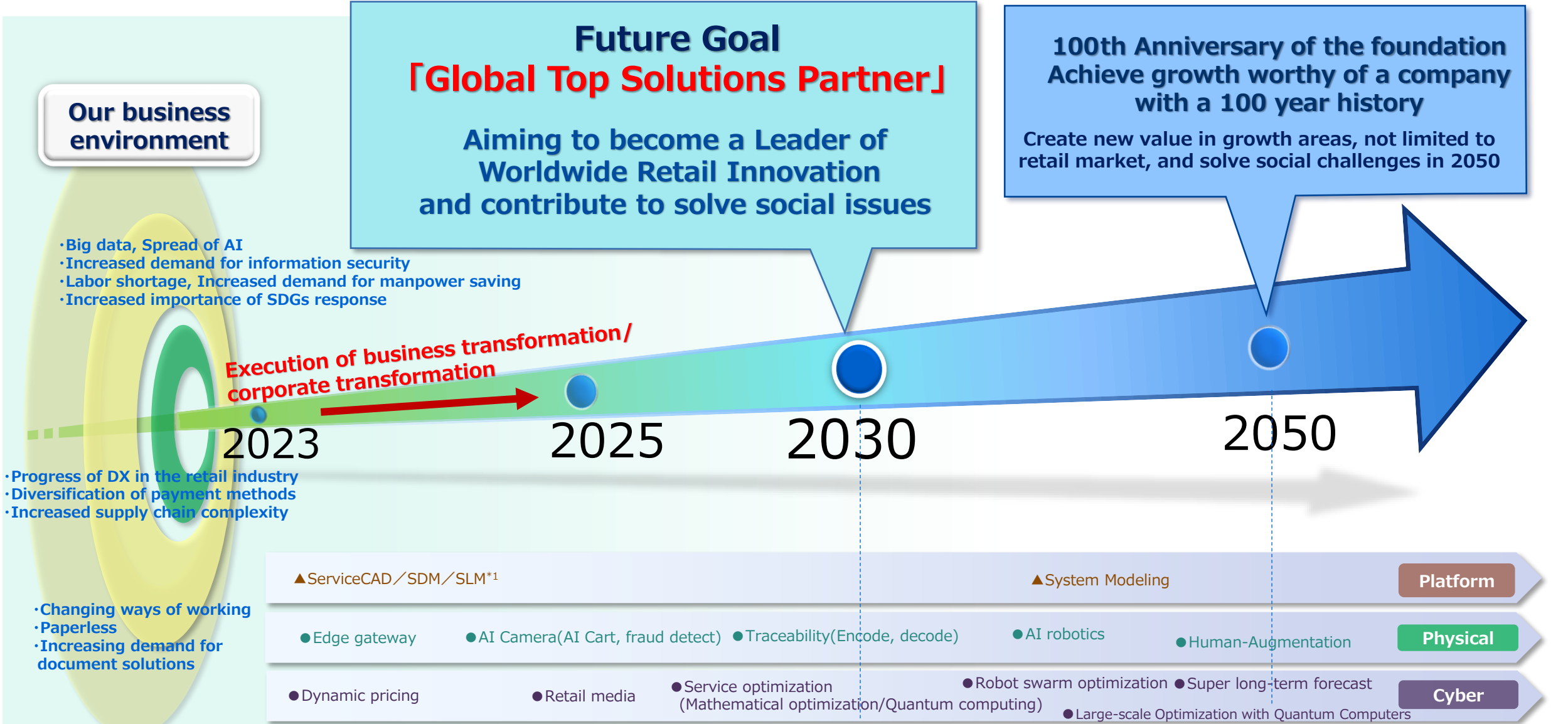
- Toshiba’s duplex linerless label printer wins the **Gold Stevie® Award in the U.S.**



\*1 Service under the name "Elevate Sky®" is not available in the European region.  
\*2 Gemba : On-site Workplaces other than office, such as logistics centers, factories, stores, etc.

# Our business environment and future vision

“Toshiba Tec aims to be a company that contributes to society”



\*1 CAD : Computer Aided Design, SDM : Service Data Management, SLM : Service Life Cycle Management

# Appendix

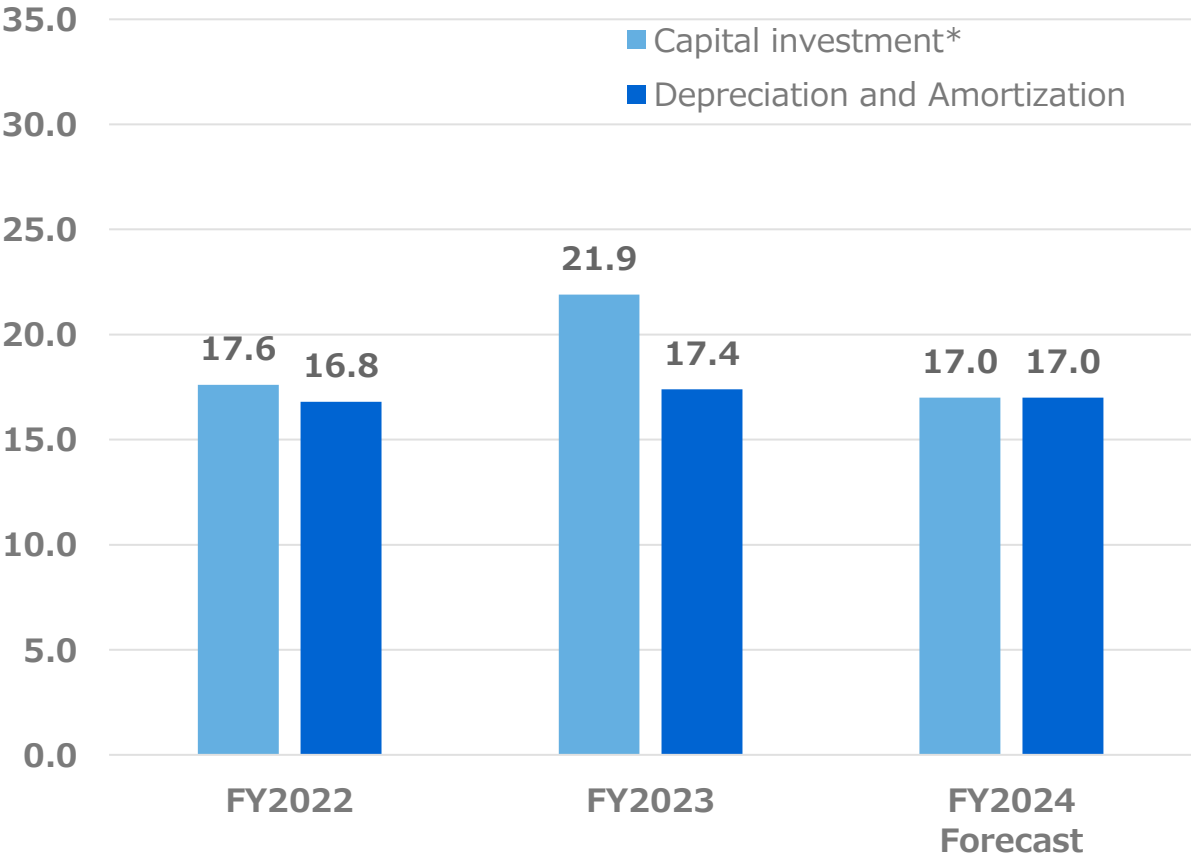
# FY2024 Forecast: Impact of Currency Exchange Rate

	Premise Rate	Effect of depreciation by 1 yen	
	FY2024/2Q~	Net Sales (Annual)	Operating Profit (Annual)
US\$	150 yen	+ 1.8 billion yen	△ 0.15 billion yen
EUR	160 yen	+0.3 billion yen	+0.16 billion yen

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

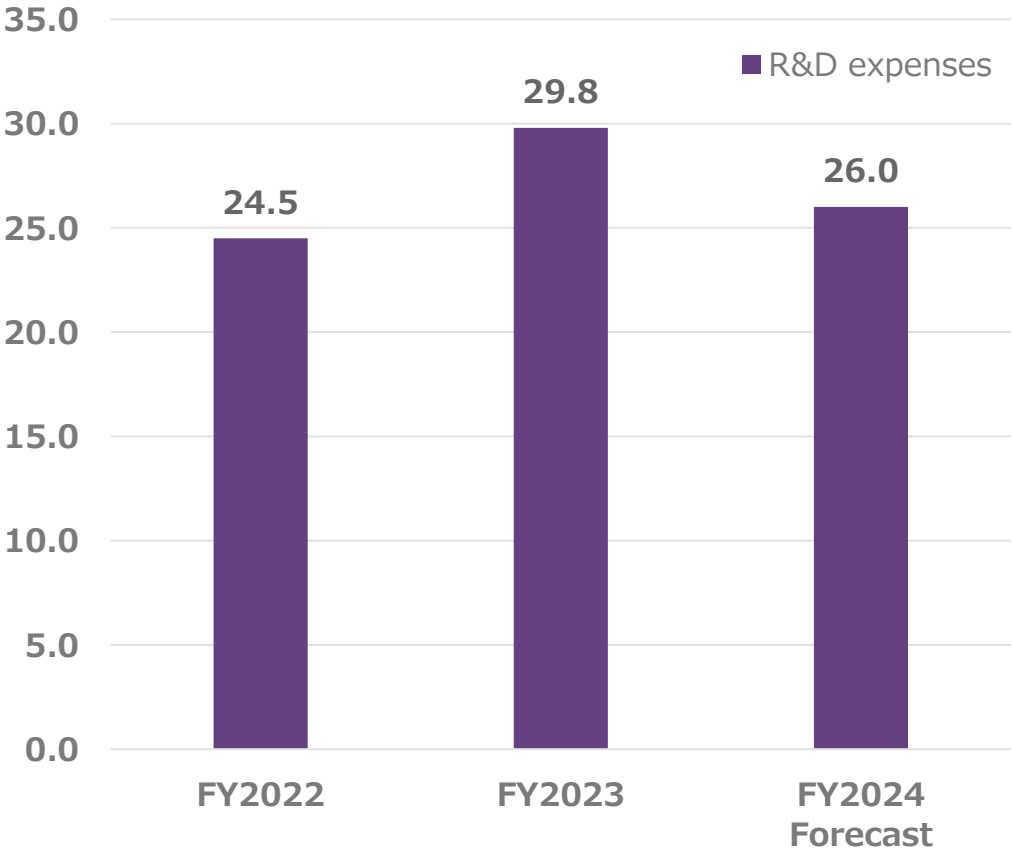
(Billions of yen)

## Capital investment\*, Depreciation and Amortization



\*The increase amount of tangible assets and intangible assets

## 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

