

**TOSHIBA**

# **FY2024 First Six Months (Interim Period) Consolidated Business Results**

**Toshiba Tec Corporation**

Nov 8, 2024

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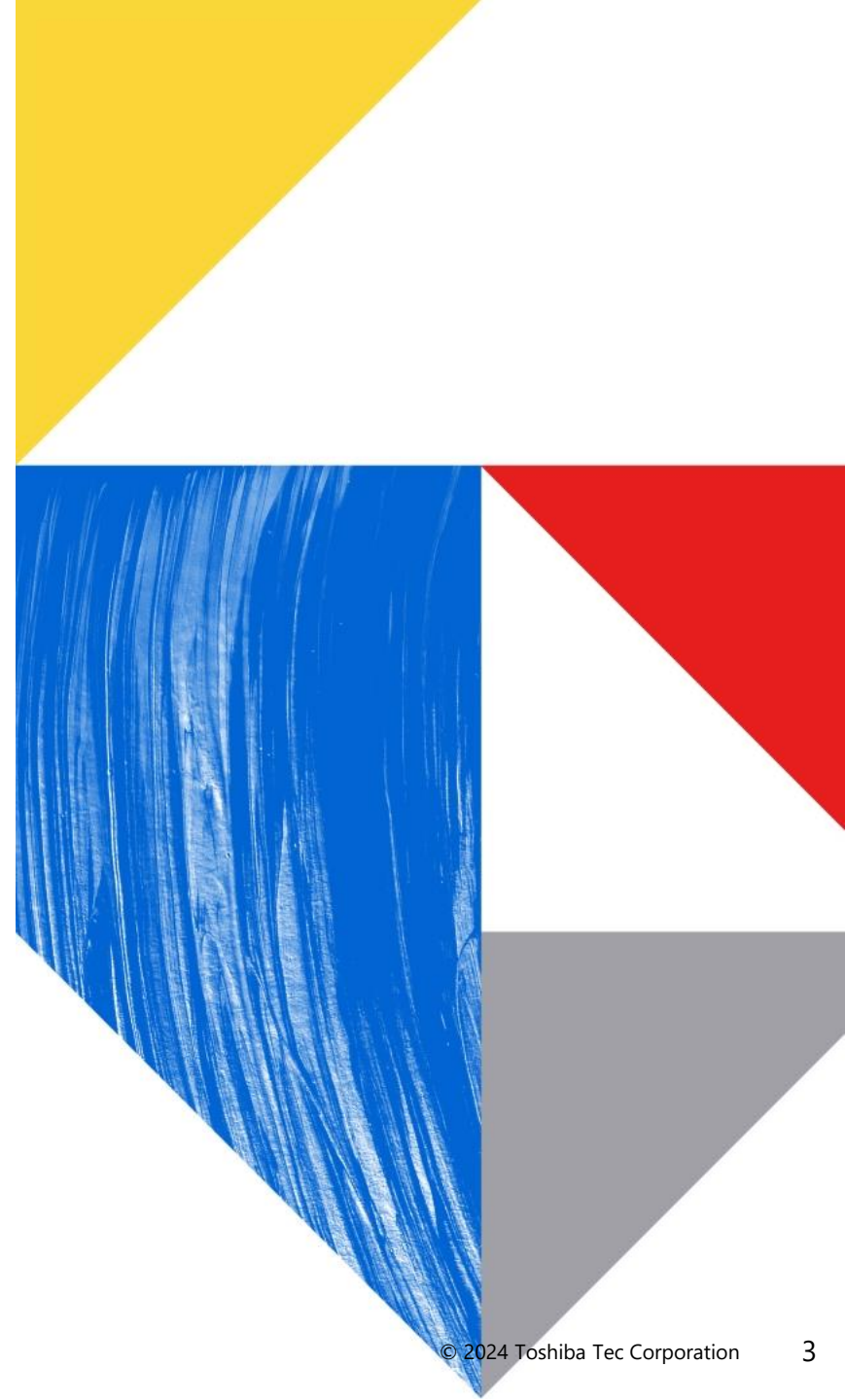
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**03 FY2024 Forecast**

# 01

## Key Messages



# Key Messages

**In the 1H 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 1H of FY2024, both the retail business and the workplace business increased net sales and operating profit**

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

**Due to extraordinary income from the business transfer to ETRIA and RISO KAGAKU CORPORATION, net profit for the current period is 26.6 billion yen**

Extraordinary income from the business transfer to ETRIA increased by approximately 7.0 billion yen from the previous announcement

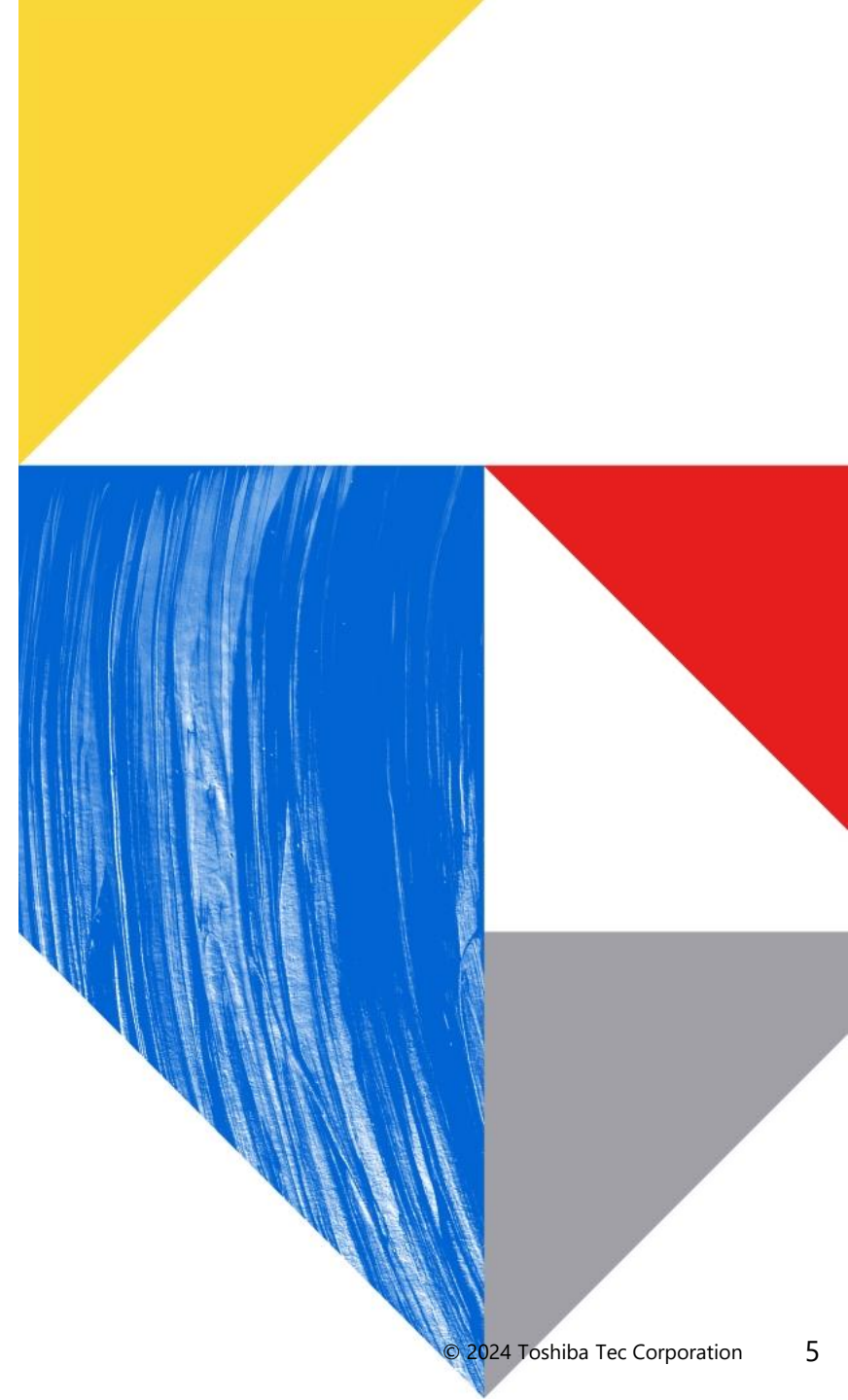
The increase in net profit for the current period has improved capital adequacy ratio

**A new company, Gyainamics Inc., has been established on Oct 1**

Aiming to address cross-industry challenges by using POS data as a starting point

# 02

## **FY2024 First Six Months (Interim Period) Consolidated Business Results**



# FY2024/1H Business Results (Consolidated)

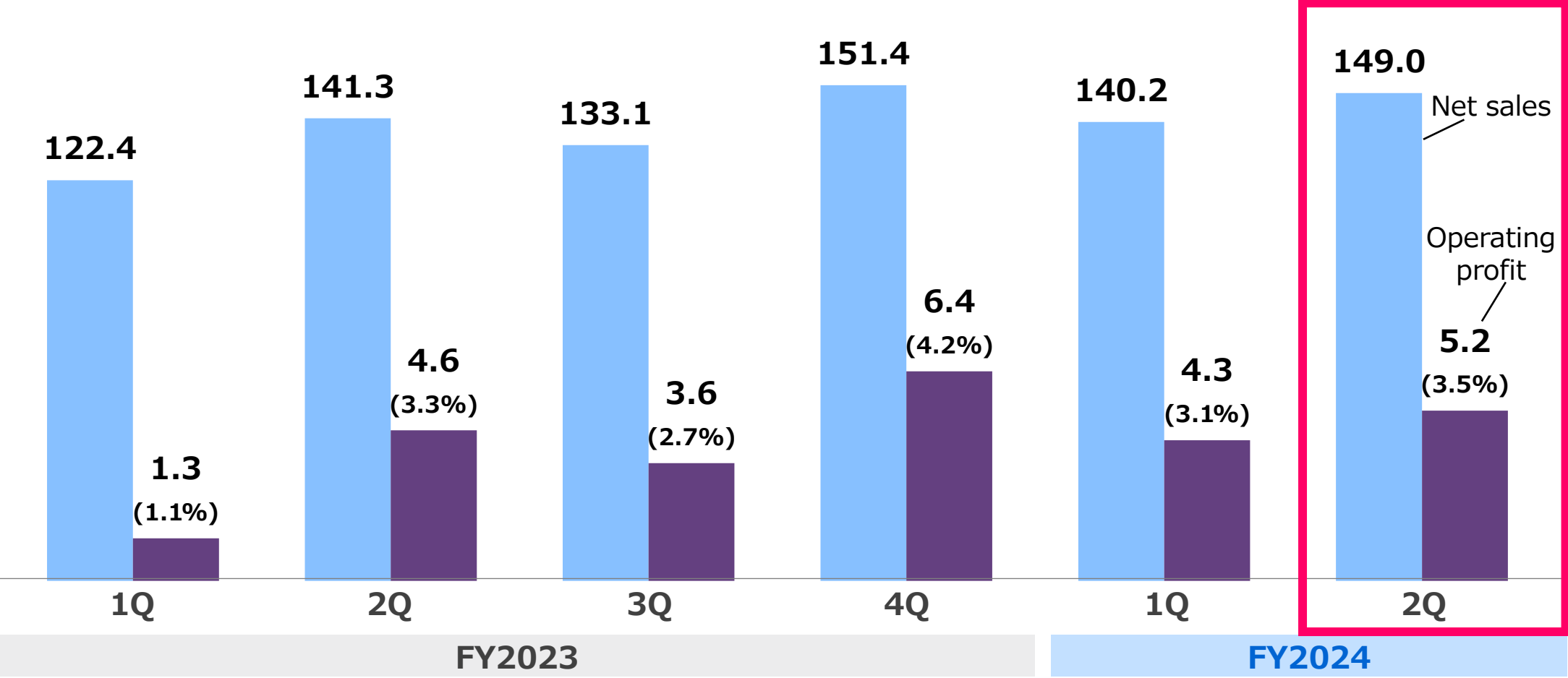
(Billions of yen)

		<b>FY2024/1H</b> Actual	<b>FY2023/1H</b> Actual	<b>Difference</b> vs FY2023/1H
<b>Net Sales</b>		<b>289.2</b>	<b>263.6</b>	<b>+25.5</b>
<b>Operating Profit</b>	(Rate of sales)	<b>9.5</b> (3.3%)	<b>5.9</b> (2.2%)	<b>+3.6</b>
<b>Ordinary Profit</b>	(Rate of sales)	<b>8.5</b> (2.9%)	<b>3.7</b> (1.4%)	<b>+4.8</b>
<b>Profit Attributable to Owners of Parent</b>	(Rate of sales)	<b>26.6</b> (9.2%)	<b>2.2</b> (0.8%)	<b>+24.4</b>
<b>Dividends</b>		<b>20Yen</b>	<b>20Yen</b>	<b>-</b>
<b>Foreign Currency Exchange Rate (Yen)</b>	US\$	<b>153.94</b>	<b>139.93</b>	<b>+14.01</b>
	EUR	<b>166.50</b>	<b>152.78</b>	<b>+13.72</b>

# FY2024/1H Business Results (Quarterly)

(Billions of yen)

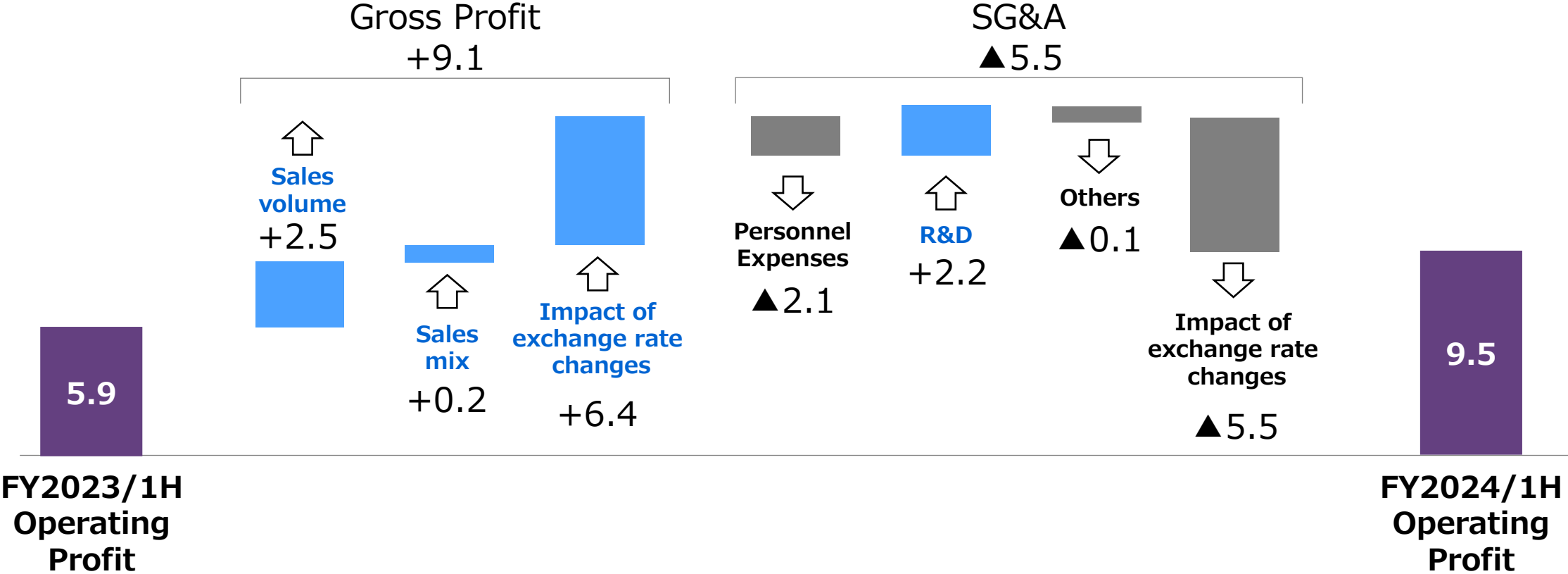
## Quarterly net sales and operating profit



# Operating Profit Analysis of FY2024/1H

(Billions of yen)

## The chart of profit transition





# FY2024/1H Business Results by Segment

(Billions of yen)

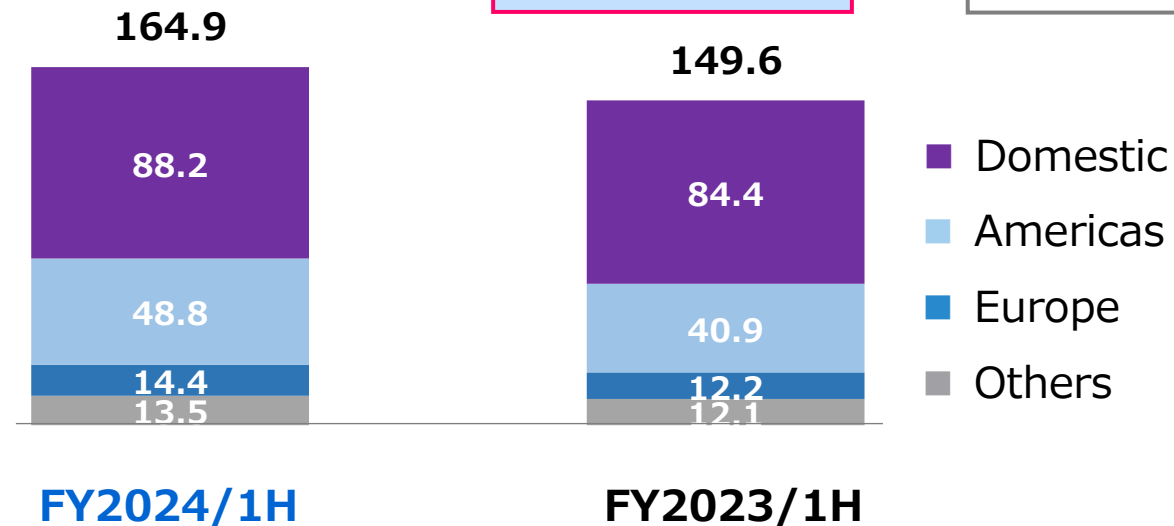
## Retail Solutions Business Group

	FY2024/1H Actual	FY2023/1H Actual	Difference vs FY2023/1H
Net Sales	164.9	149.6	+15.2
Operating Profit (Rate of sales)	<u>1.5</u> (0.9%)	<u>0.9</u> (0.6%)	+0.6

Domestic 2.9  
Overseas  $\Delta$ 1.4

Domestic 3.2  
Overseas  $\Delta$ 2.3

### Sales by regions

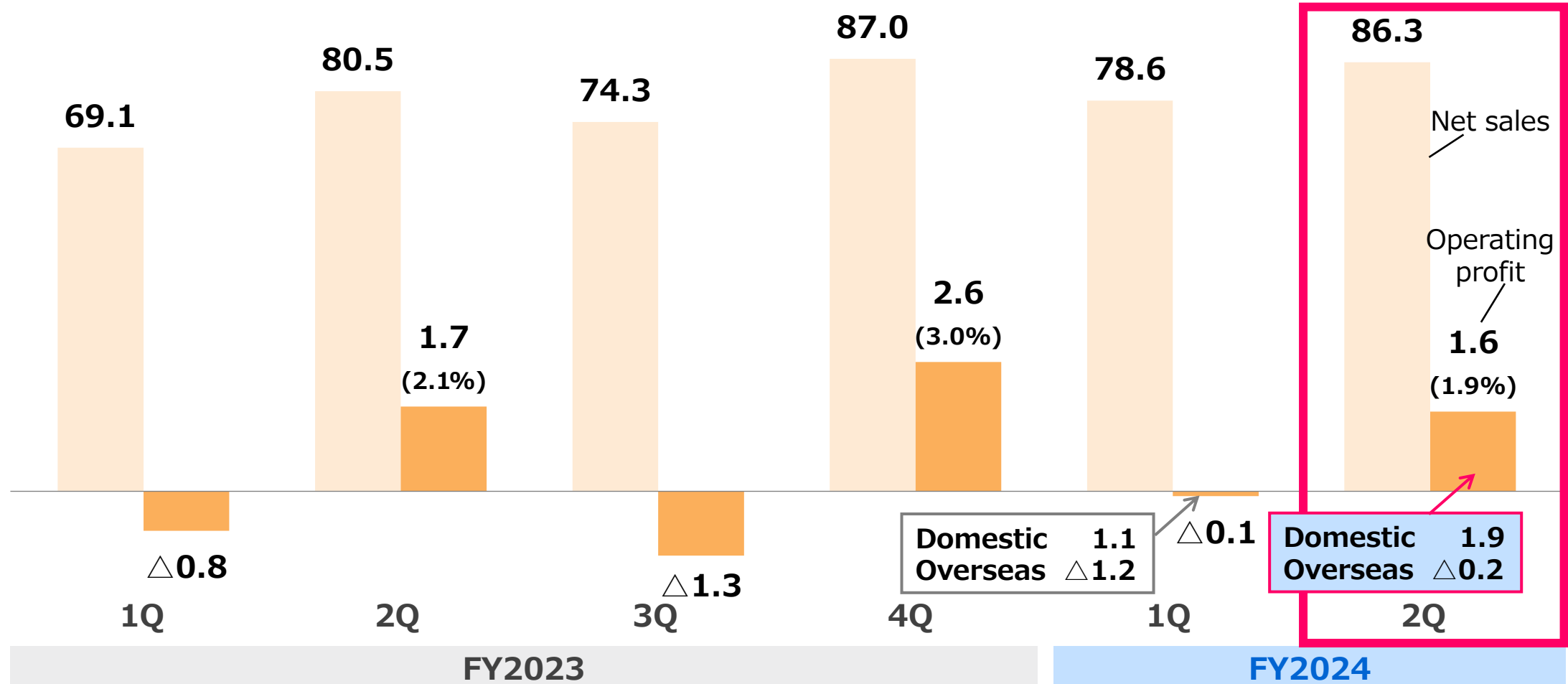


# FY2024/1H Business Results by Segment (Quarterly)

(Billions of yen)

## Retail Solutions Business Group

### Quarterly net sales and operating profit

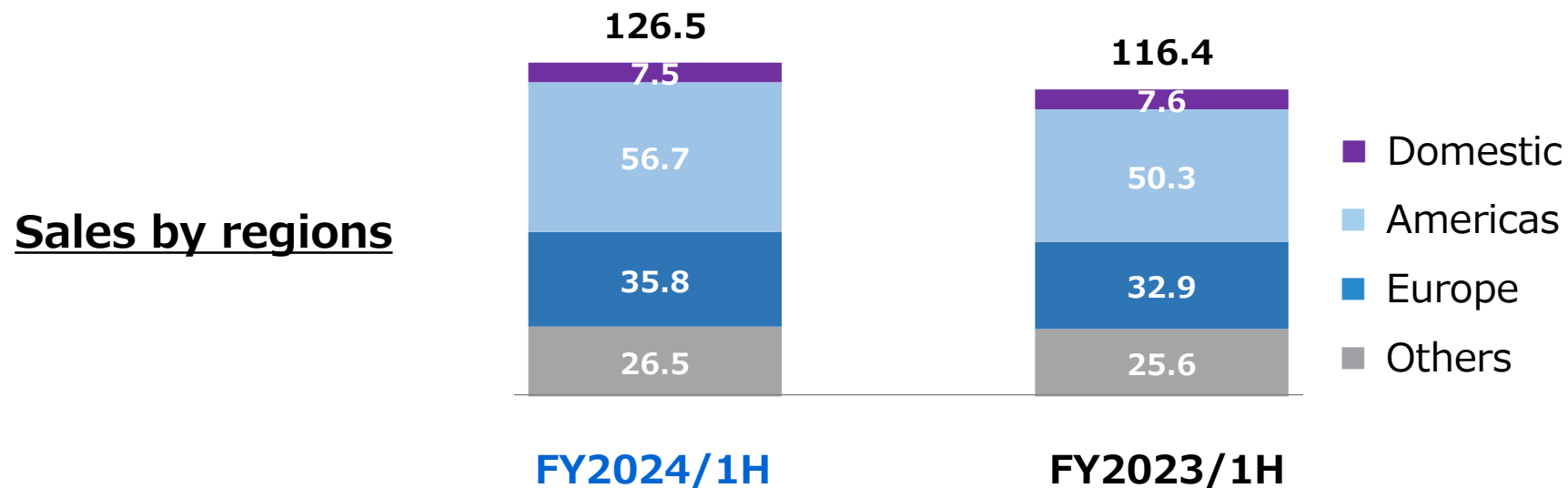


# FY2024/1H Business Results by Segment

(Billions of yen)

## Workplace Solutions Business Group

	FY2024/1H Actual	FY2023/1H Actual	Difference vs FY2023/1H
<b>Net Sales</b>	<b>126.5</b>	<b>116.4</b>	<b>+10.1</b>
<b>Operating Profit</b> (Rate of sales)	<b>8.0</b> (6.3%)	<b>5.0</b> (4.3%)	<b>+3.0</b>

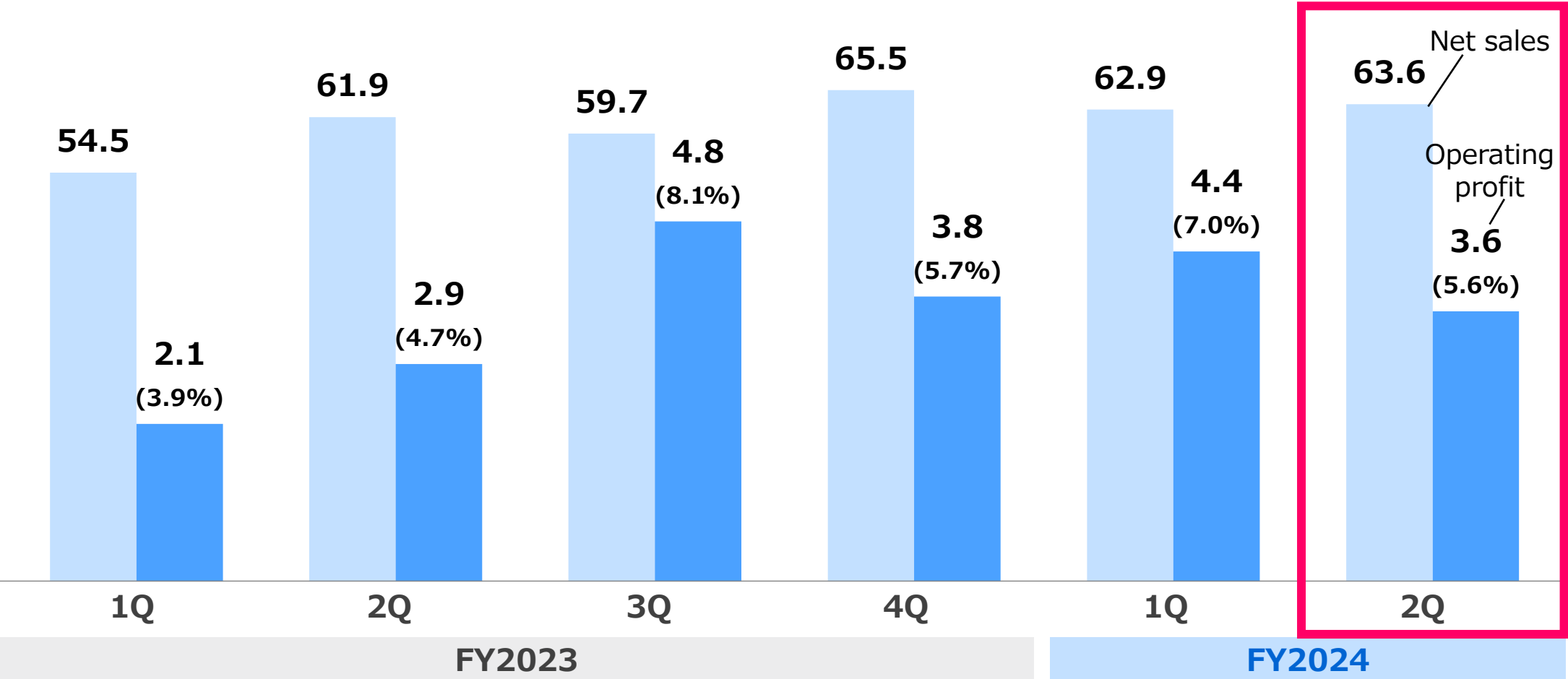


# FY2024/1H Business Results by Segment (Quarterly)

(Billions of yen)

## Workplace Solutions Business Group

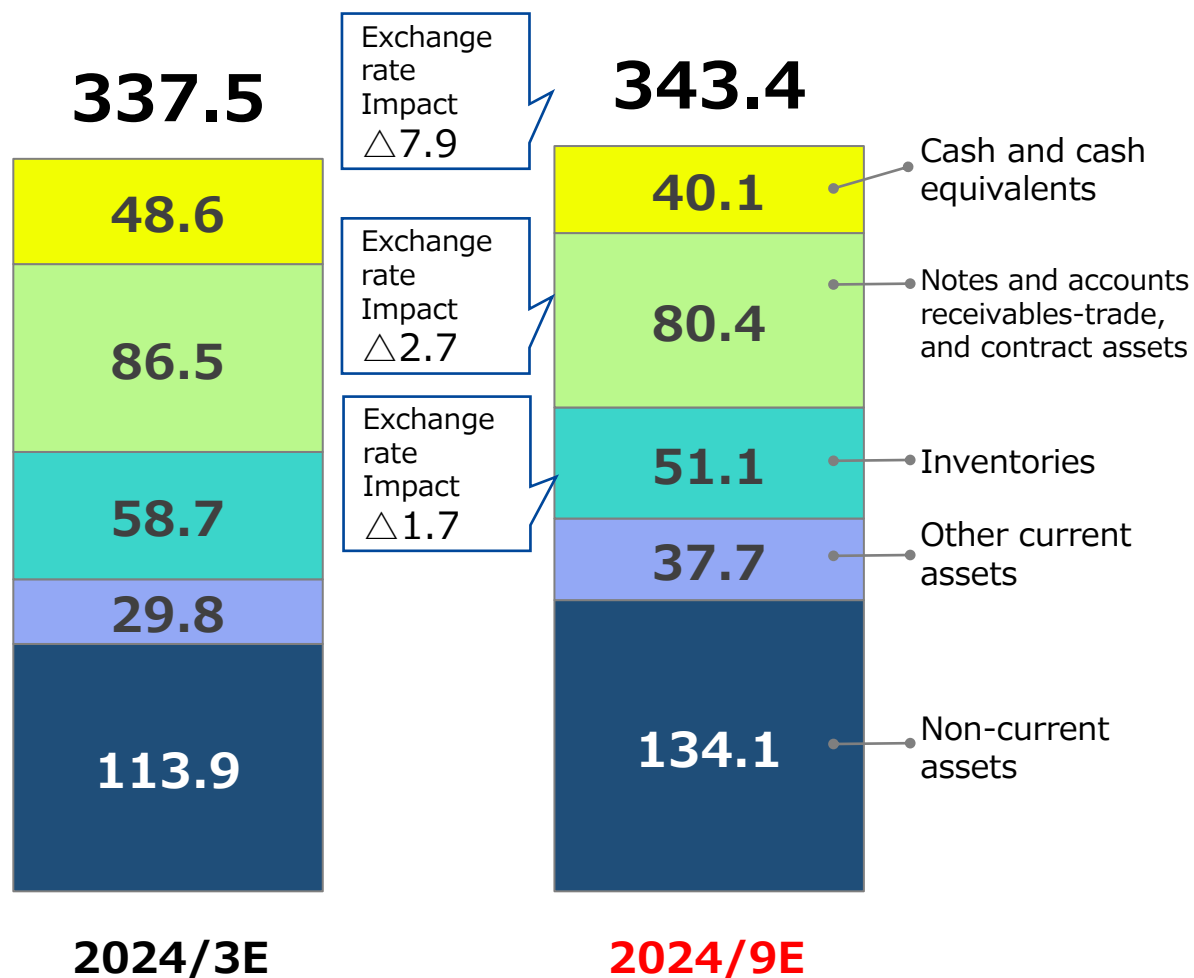
### Quarterly net sales and operating profit



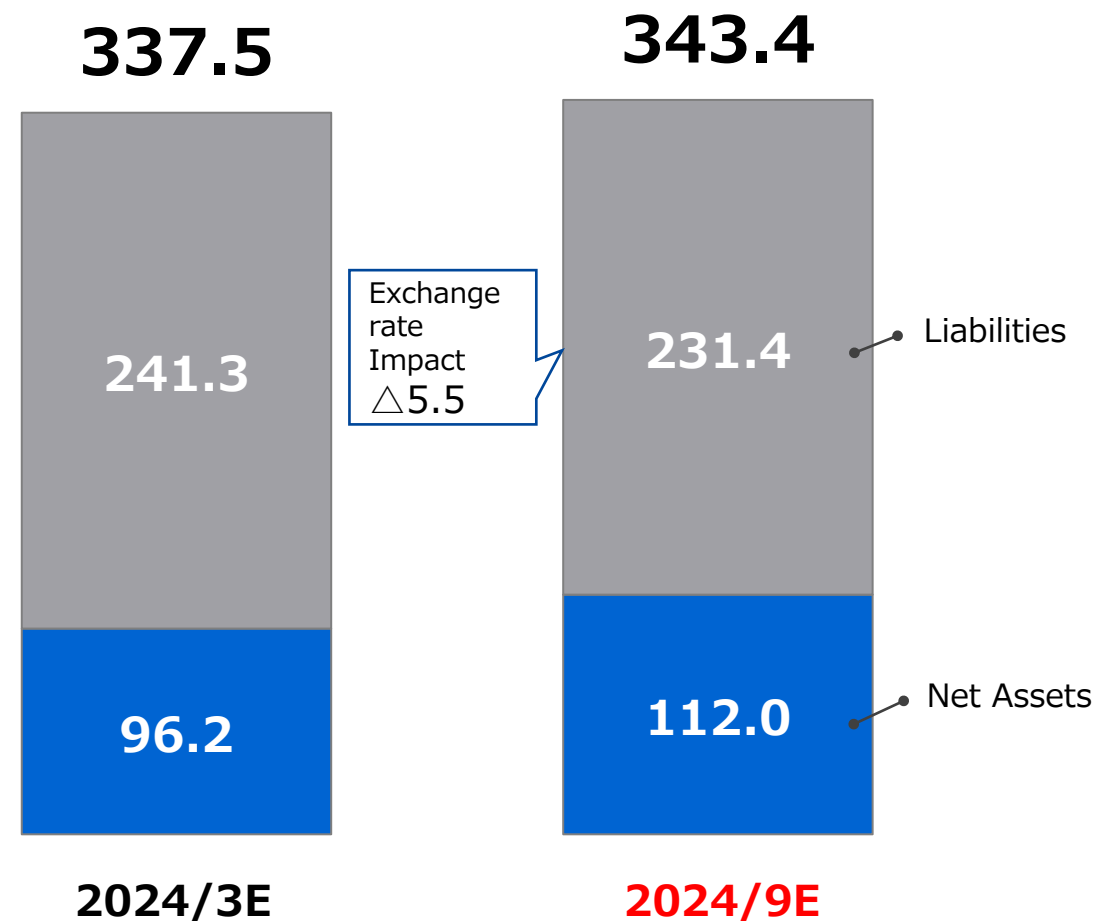
# Balance Sheet

(Billions of yen)

## Assets

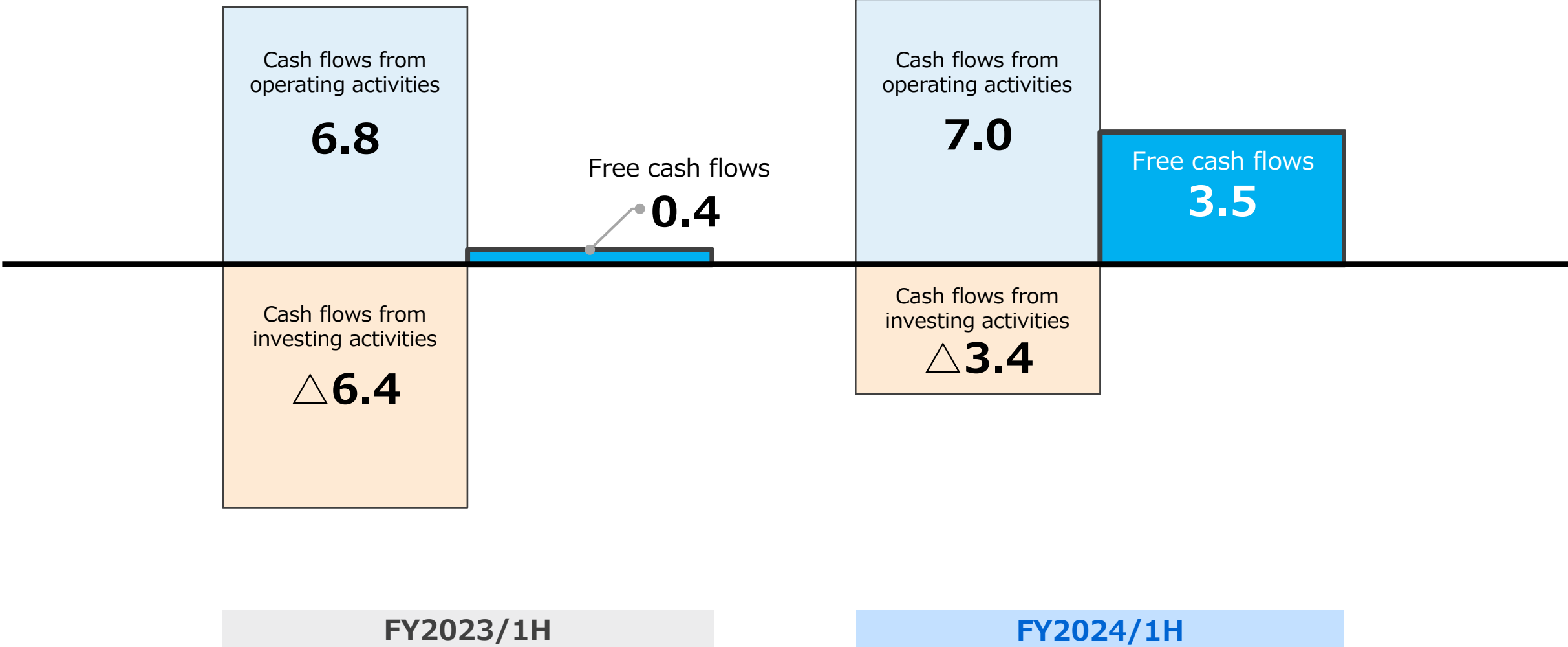


## Liabilities and Net Assets



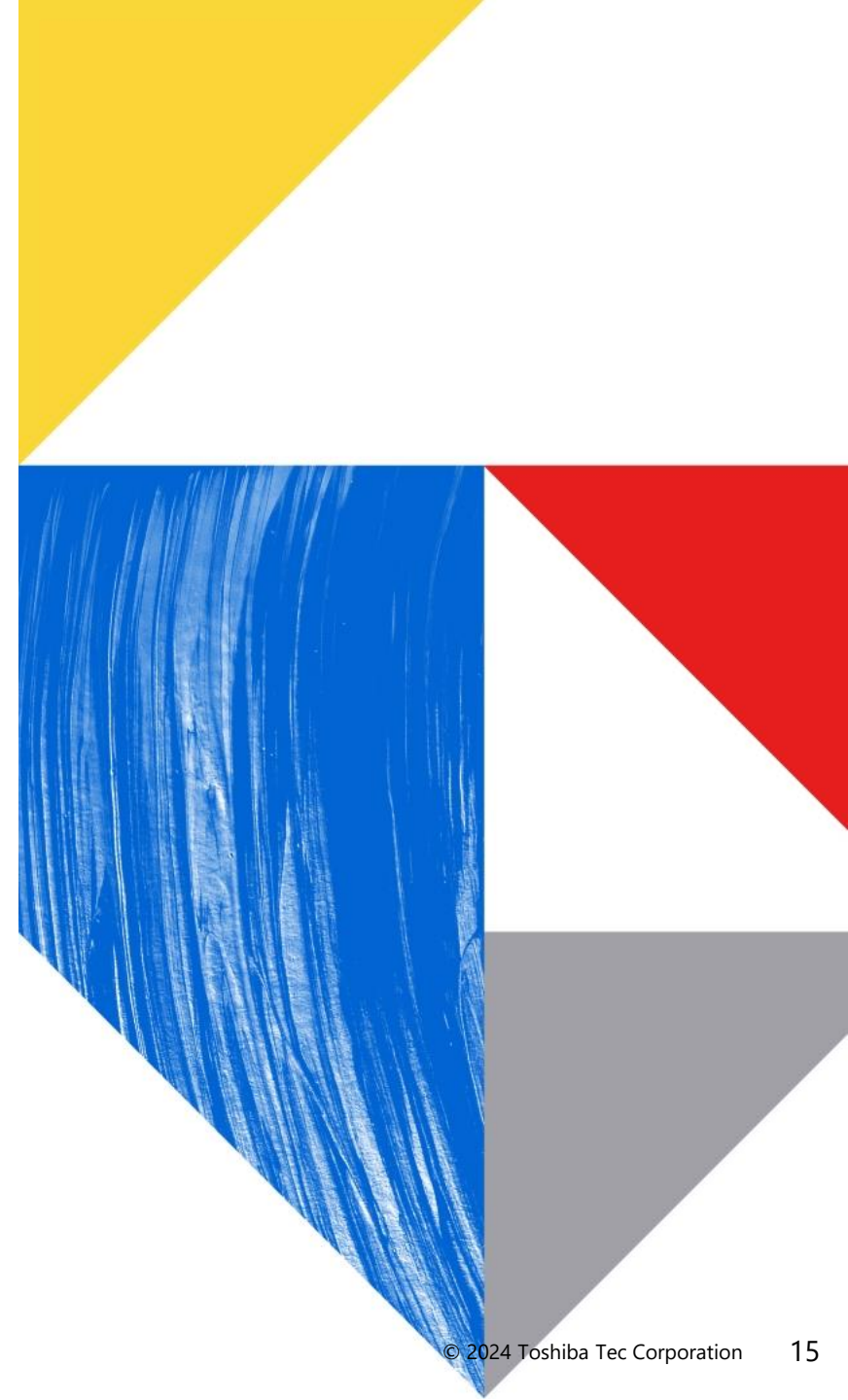
# FY2024/1H Cash Flows

(Billions of yen)



# 03

## FY2024 Forecast



# FY2024 Forecast (Consolidated)

(Billions of yen)

	FY2024 Forecast	FY2024 Prev. Forecast (Aug 8)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
<b>Net Sales</b>	<b>565.0</b>	<b>565.0</b>	<b>548.1</b>	-	<b>+16.9</b>
<b>Operating Profit</b> (Rate of sales)	<b>18.0</b> (3.2%)	<b>18.0</b> (3.2%)	<b>15.9</b> (2.9%)	-	<b>+2.1</b>
<b>Ordinary Profit</b> (Rate of sales)	<b>15.0</b> (2.7%)	<b>15.0</b> (2.7%)	<b>11.0</b> (2.0%)	-	<b>+4.0</b>
<b>Profit/loss Attributable to Owners of Parent</b> (Rate of sales)	<b>24.0</b> (4.2%)	<b>20.0</b> (3.5%)	<b>△6.7</b> (-%)	<b>+4.0</b>	<b>+30.7</b>
<b>Dividends</b>	<b>45Yen</b>	<b>45Yen</b>	<b>45Yen</b>	-	-
Foreign Currency Exchange Rate (Yen)	US\$ <b>149.29*</b>	<b>152.20</b>	<b>143.81</b>	<b>△2.91</b>	<b>+5.48</b>
	EUR <b>161.14*</b>	<b>162.81</b>	<b>156.27</b>	<b>△1.67</b>	<b>+4.87</b>

\*Foreign currency exchange rates of FY2024/2H forecast 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 (Aug 8)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
<b>Net Sales</b>	<b><u>329.0</u></b>	<b><u>323.0</u></b>	<b>311.0</b>	<b>+6.0</b>	<b>+18.0</b>
<b>Operating Profit</b> (Rate of sales)	<b><u>8.0</u></b> (2.4%)	<b><u>8.0</u></b> (2.5%)	<b>2.3</b> (0.7%)	<b>-</b>	<b>+5.8</b>

Domestic	8.0	Domestic	172.0	Domestic	8.0	Domestic	166.0
Overseas	0.0	Overseas	157.0	Overseas	0.0	Overseas	152.0

## Workplace Solutions Business Group

	FY2024 Forecast	FY2024 Prev. Forecast (Aug 8)	FY2023 Actual	Difference	
				vs Prev. Forecast	vs FY2023
<b>Net Sales</b>	<b>240.0</b>	<b>246.0</b>	<b>241.6</b>	<b>△6.0</b>	<b>△1.6</b>
<b>Operating Profit</b> (Rate of sales)	<b>10.0</b> (4.2%)	<b>10.0</b> (4.1%)	<b>13.6</b> (5.6%)	<b>-</b>	<b>△3.6</b>

# Status of Growth Business Initiatives

## Expansion of data business

### (Retail Business)

(Oct 1) A new company, Gyainamics Inc., has been established with an aim to address cross-industry challenges by using POS data as a starting point



**GYAINAMICS**

**Gyre:** Large-scale flow and circulation of oceans and atmosphere on a global scale

**AI:** Cutting-edge technology

**Dynamics:** Handling vast and diverse data

#### 【Business description】

- Planning and execution support for AI solution services
- Support for understanding purchasing behavior, identifying store issues, and product planning through the utilization of POS data
- Data analysis support by data scientists
- Planning and execution support for systems to strategically utilize data
- Maintenance, operation, and monitoring services, including existing IT systems

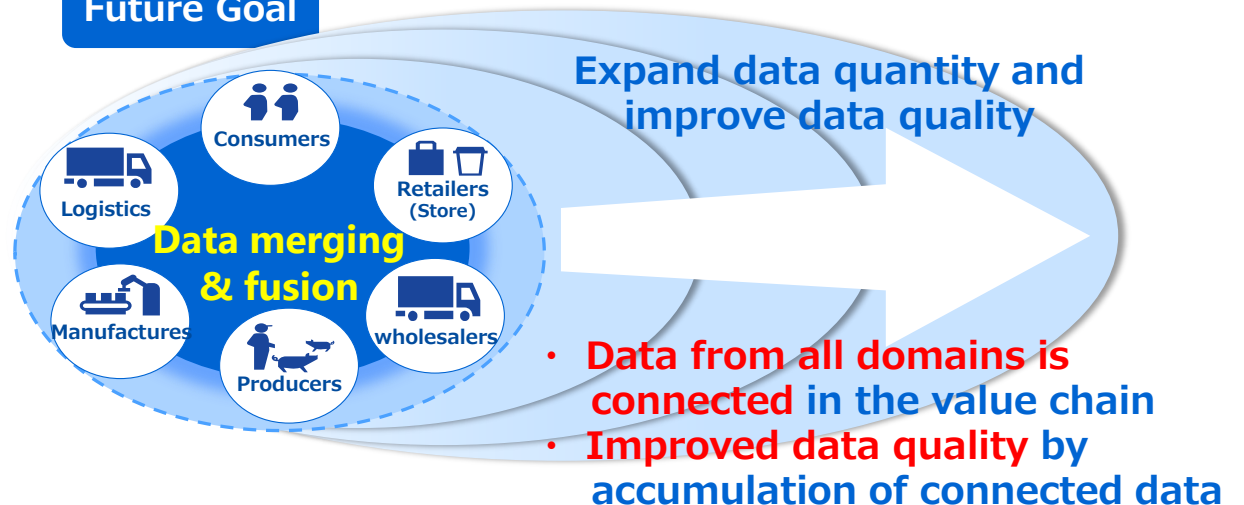
### Current

There are many **data deficits** and **fragmentations**, making it difficult to advance DX across the value chain



**Complemented by  
AI/generative AI**

### Future Goal

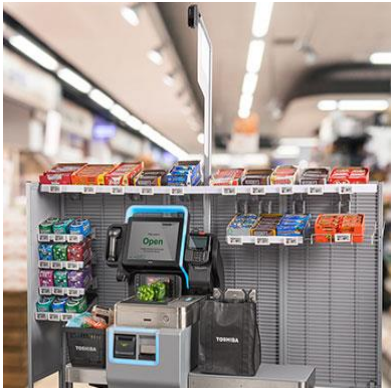


# Status of Growth Business Initiatives

## Expansion of ELERA®

(Overseas Retail Business)

Accelerating the introduction of the ELERA pilot for grocery/security services (approximately 200 stores, 1,200 units)



## Expansion of office solutions

(Workplace Business)

(FY24/3Q)

A series of new solutions are scheduled to be released



Service Integration with ECI e-Automate

\*Service under the name "Elevate Sky®" is not available in the European region.

# Appendix

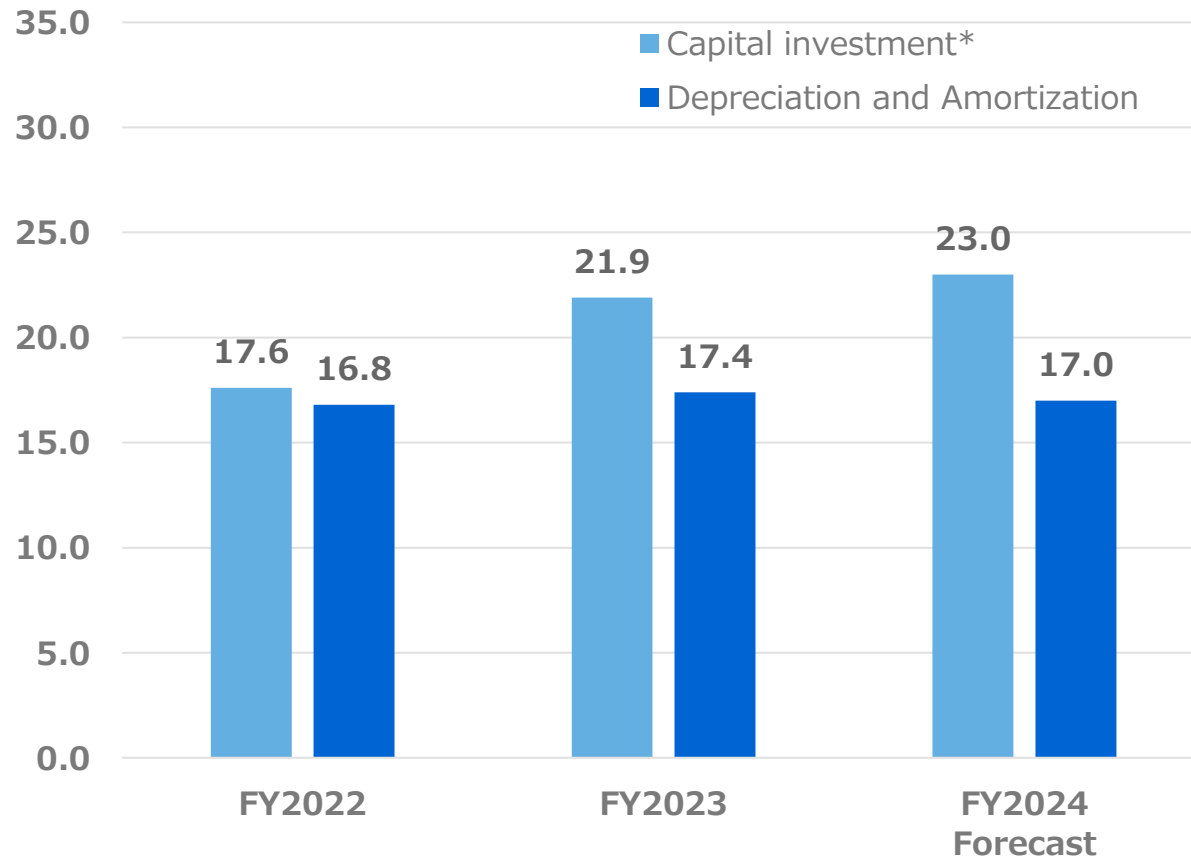
# FY2024 Forecast: Impact of Currency Exchange Rate

	Premise Rate	Effect of depreciation by 1 yen	
	FY2024/2H	Net Sales (Annual)	Operating Profit (Annual)
<b>US\$</b>	<b>145 yen</b>	<b>+ 1.8 billion yen</b>	<b>△ 0.12 billion yen</b>
<b>EUR</b>	<b>155 yen</b>	<b>+0.3 billion yen</b>	<b>+0.14 billion yen</b>

# 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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