



Note : This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

FY2025 Third Quarter Consolidated Business Results

Toshiba Tec Corporation
Feb 9, 2026

Toshiba Tec Group Philosophy
Creating with You

Contents

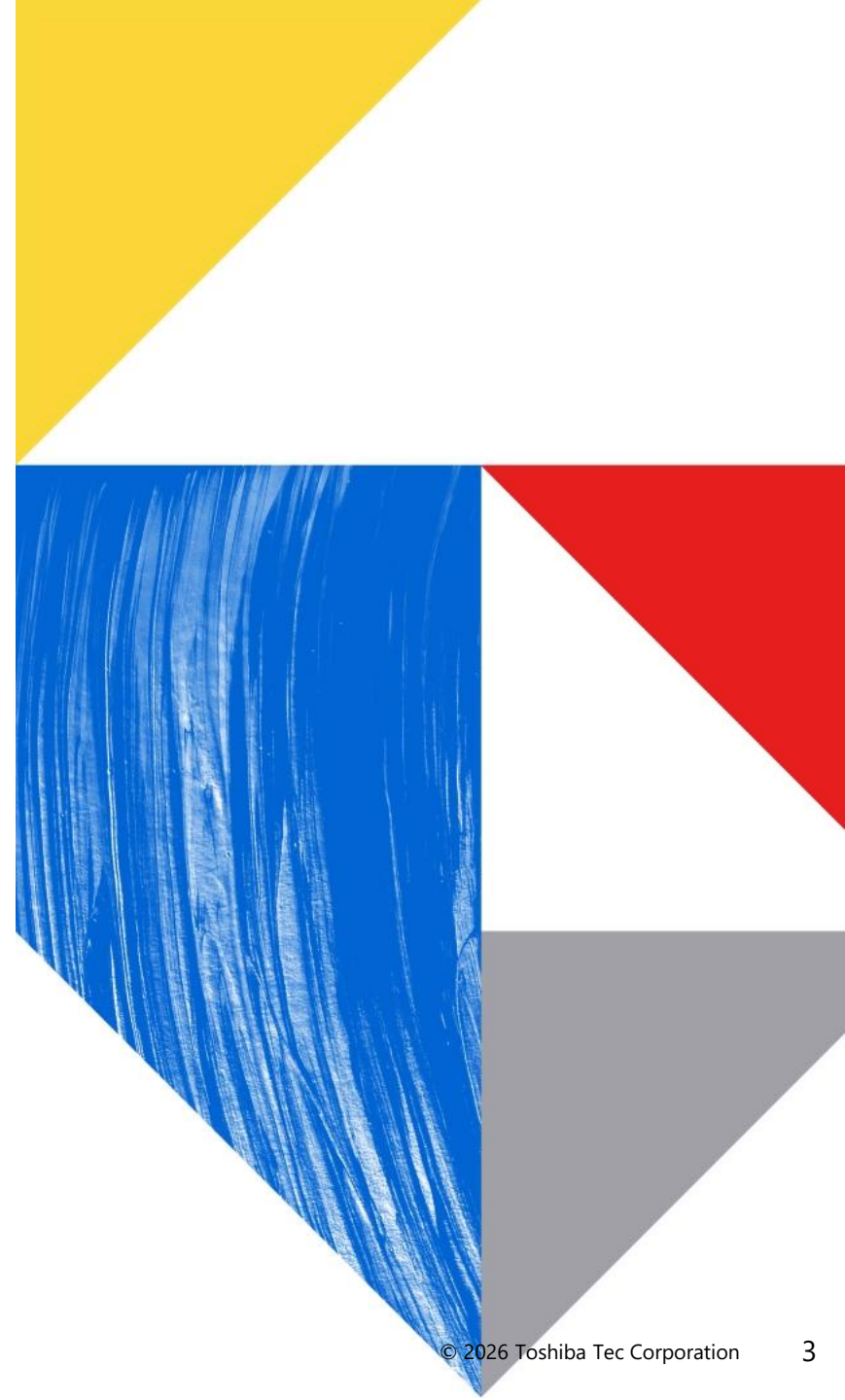
01 Key Messages

**02 FY2025 Third Quarter
Consolidated Business Results**

03 FY2025 Forecast

01

Key Messages



Key Messages

Operating profit for the third quarter of FY2025 (Oct-Dec) was 3.6 billion yen, with year-on-year increases in both net sales and operating profit

- The domestic retail business performed strongly driven by introduction of a major contract, the overseas retail business showed signs of recovery in customer investment appetite, and the workplace business saw increased benefits from price revisions

Operating profit for the first nine months of FY2025 (Apr-Dec) was 2.5 billion yen, with year-on-year decline due to the impact of US tariffs

- Operating profit improved quarter by quarter from the first quarter to the third quarter through tariff measures and other actions : 1Q Δ 2.1B yen, 2Q 1.0B yen, 3Q 3.6B yen
- The impact of tariffs in the first nine months of FY2025 (Apr-Dec) was 11.0 billion yen, and the indirect impact of tariffs, such as deteriorating market conditions, are expected to ease starting in the next quarter and beyond

Operating profit for the fourth quarter (Jan-Mar 2026) is expected to increase significantly across all businesses, with a forecast of 9.5 billion yen

The full-year operating profit forecast remains unchanged from the previous forecast of 12.0 billion yen

- The impact of US tariffs in the fourth quarter (Jan-Mar 2026) is recovered company-wide through the effects of price revisions, optimization of production sites, and sales maximization by harvesting demands postponed from earlier periods
- The domestic retail business will continue introduction of a major contract, the overseas retail business will record sales that were pushed out from earlier periods, and the workplace business will reflect the effects of price revisions

The shift toward solutions such as ELERA, AI, and cloud integration is accelerating the transformation of our business structure

- Aiming to evolve into a business model centered on solutions, we promote the continuous provision of value based on customer challenges and the creation of stable revenue

02

FY2025 Third Quarter Consolidated Business Results

FY2025/1Q-3Q Business Results (Consolidated)

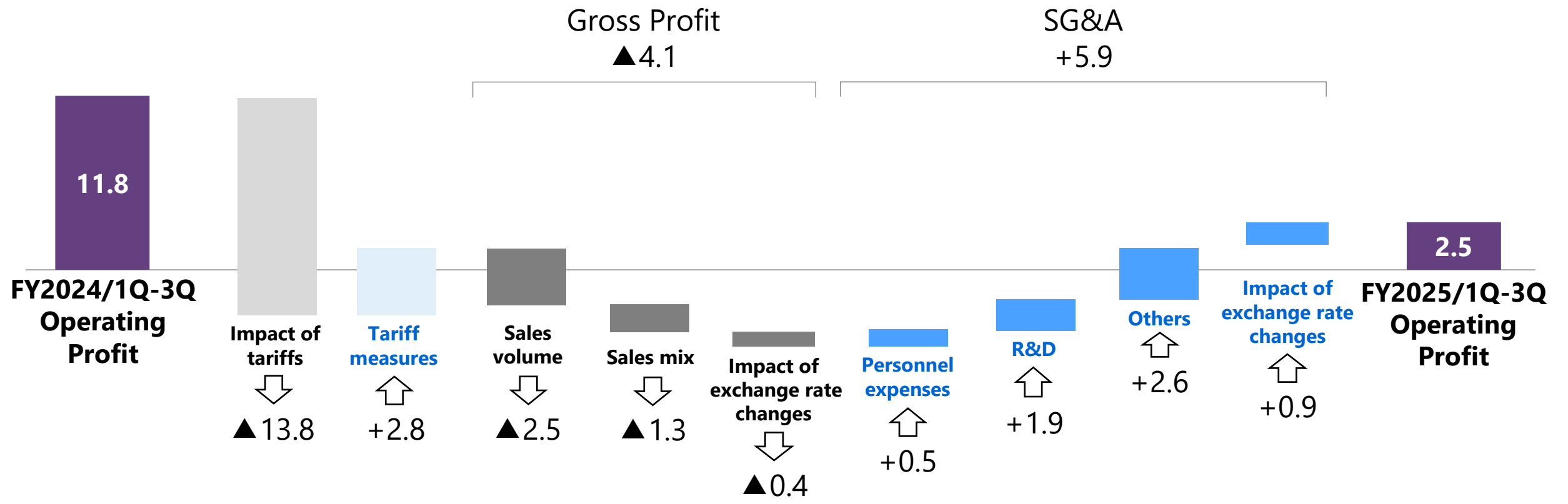
(Billions of yen)

	FY2025/1Q-3Q Actual	FY2024/1Q-3Q Actual	Difference vs FY2024/1Q-3Q
Net Sales	399.8	425.5	△25.7
Operating Profit (Rate of sales)	2.5 (0.6%)	11.8 (2.8%)	△9.2
Ordinary Profit (Rate of sales)	0.4 (0.1%)	11.2 (2.6%)	△10.7
Profit/Loss Attributable to Owners of Parent (Rate of sales)	△8.8 (-%)	27.2 (6.4%)	△36.0
Foreign Currency Exchange Rate (Yen)	US\$ 148.52 EUR 170.48	152.28 164.90	△3.76 +5.58

Operating Profit Analysis of FY2025/1Q-3Q

(Billions of yen)

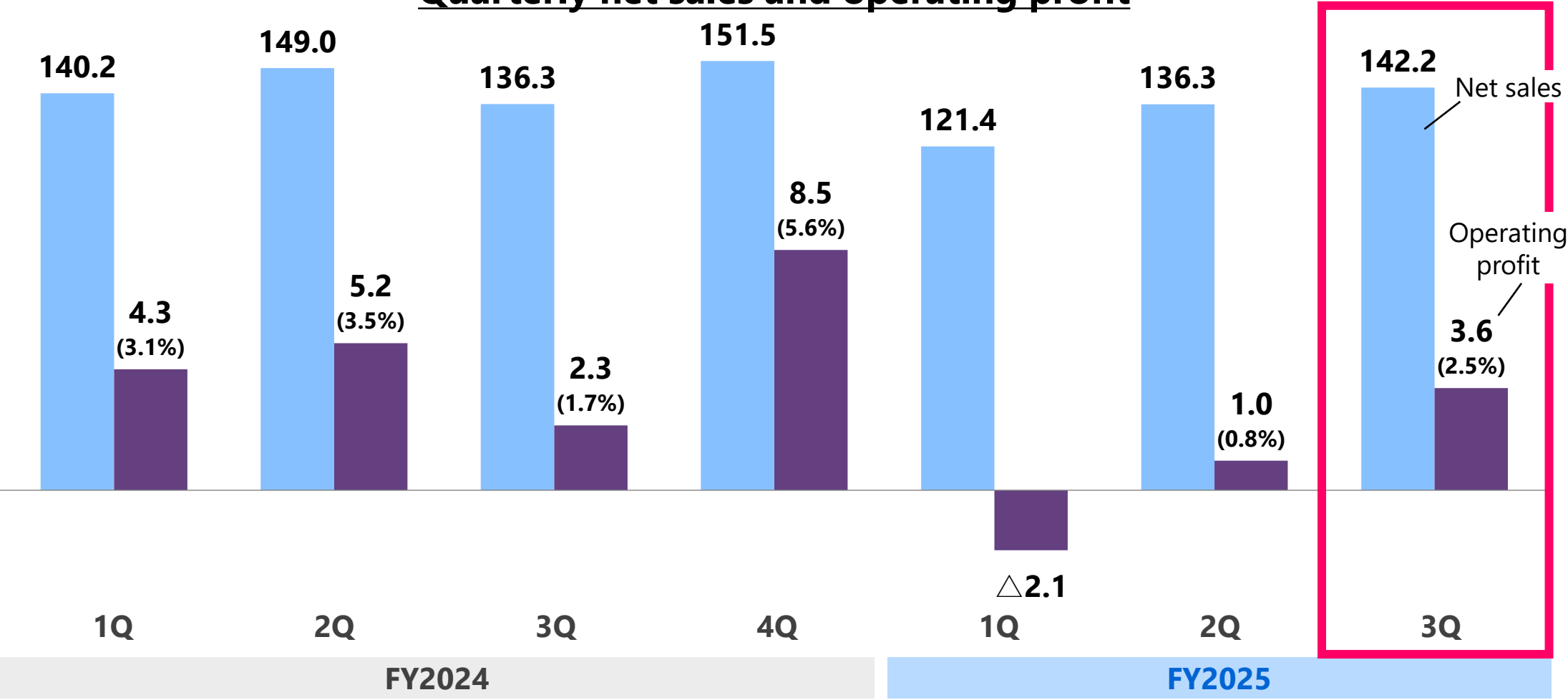
The chart of profit transition



FY2025/3Q Business Results (Quarterly)

(Billions of yen)

Quarterly net sales and operating profit

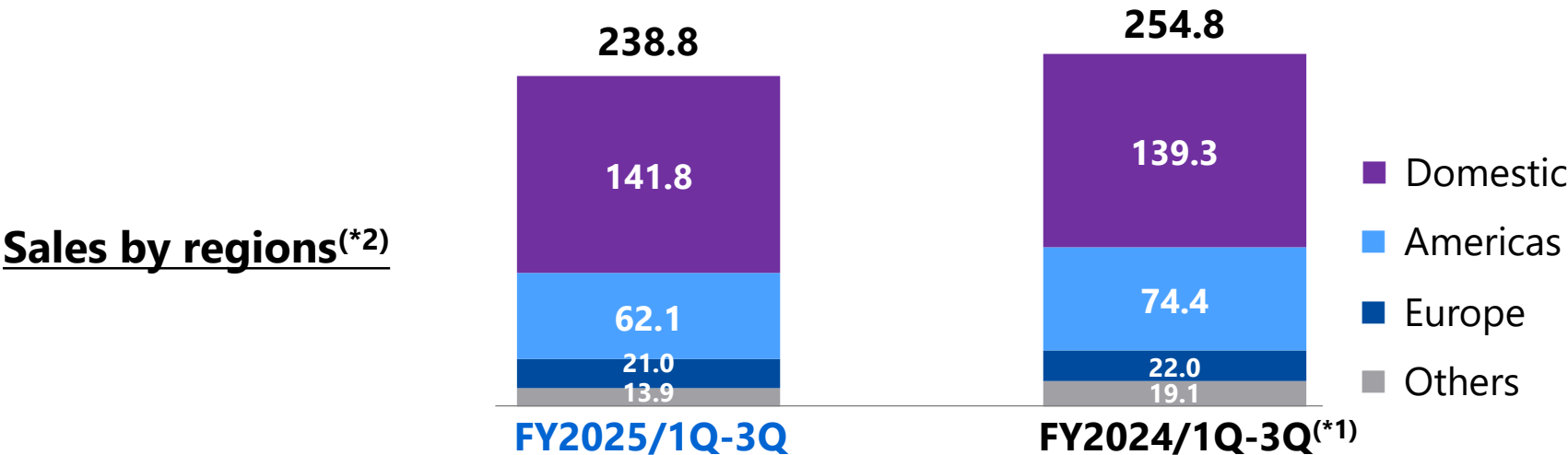


FY2025/1Q-3Q Business Results by Segment

(Billions of yen)

Retail Solutions Business Group

	FY2025/1Q-3Q Actual	FY2024/1Q-3Q ^(*1) Actual	Difference vs FY2024/1Q-3Q
Net Sales	238.8	254.8	△ 16.0
Operating Profit 【Domestic / Overseas】 (Rate of sales)	0.2 【7.1 / △ 6.9】 (0.1%)	3.4 【5.4 / △ 1.9】 (1.4%)	△ 3.3



(^{*1}) The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

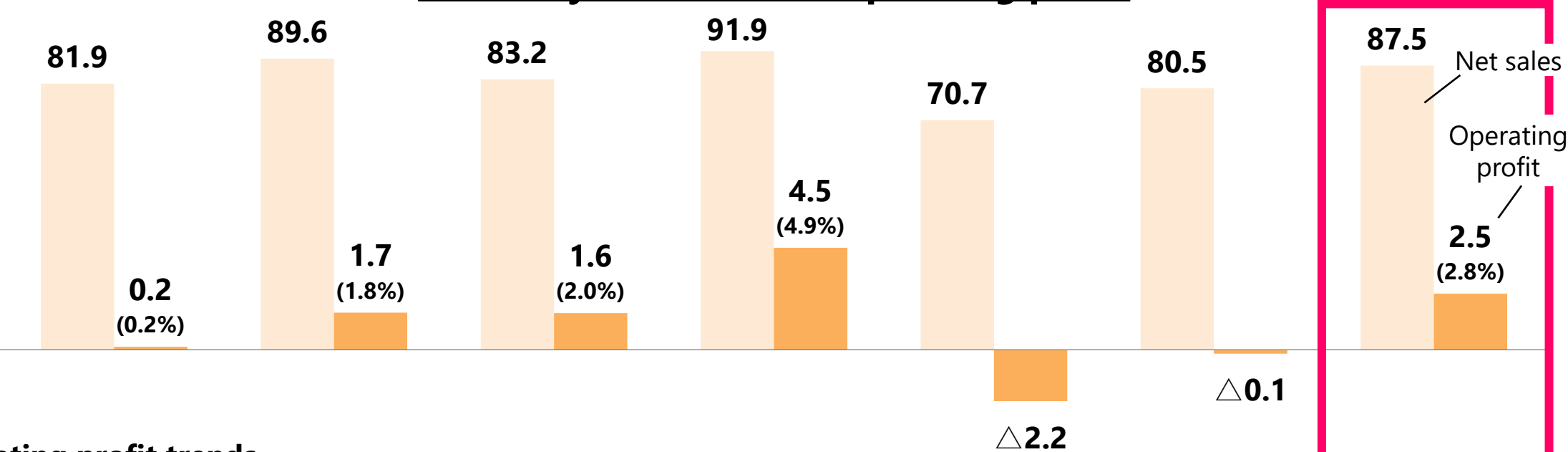
(^{*2}) Calculated based on the location of the sales base

FY2025/3Q Business Results by Segment (Quarterly)

(Billions of yen)

Retail Solutions Business Group

Quarterly net sales and operating profit



Operating profit trends

Domestic	1.3	1.9	2.1	2.8	1.4	2.2	3.5
Overseas	△1.2	△0.2	△0.5	1.7	△3.6	△2.3	△1.0
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
	FY2024(*)				FY2025		

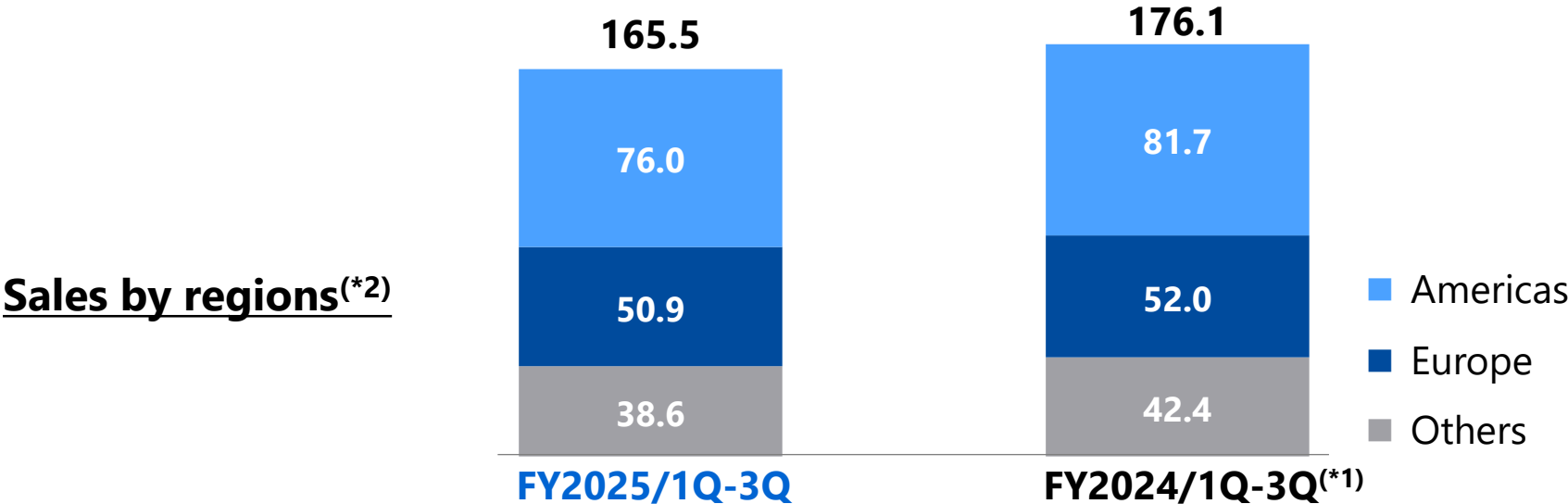
(*) The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

FY2025/1Q-3Q Business Results by Segment

(Billions of yen)

Workplace Solutions Business Group

	FY2025/1Q-3Q Actual	FY2024/1Q-3Q ^(*1) Actual	Difference vs FY2024/1Q-3Q
Net Sales	165.5	176.1	△ 10.6
Operating Profit (Rate of sales)	2.4 (1.4%)	8.3 (4.7%)	△ 5.9



(^{*1}) The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

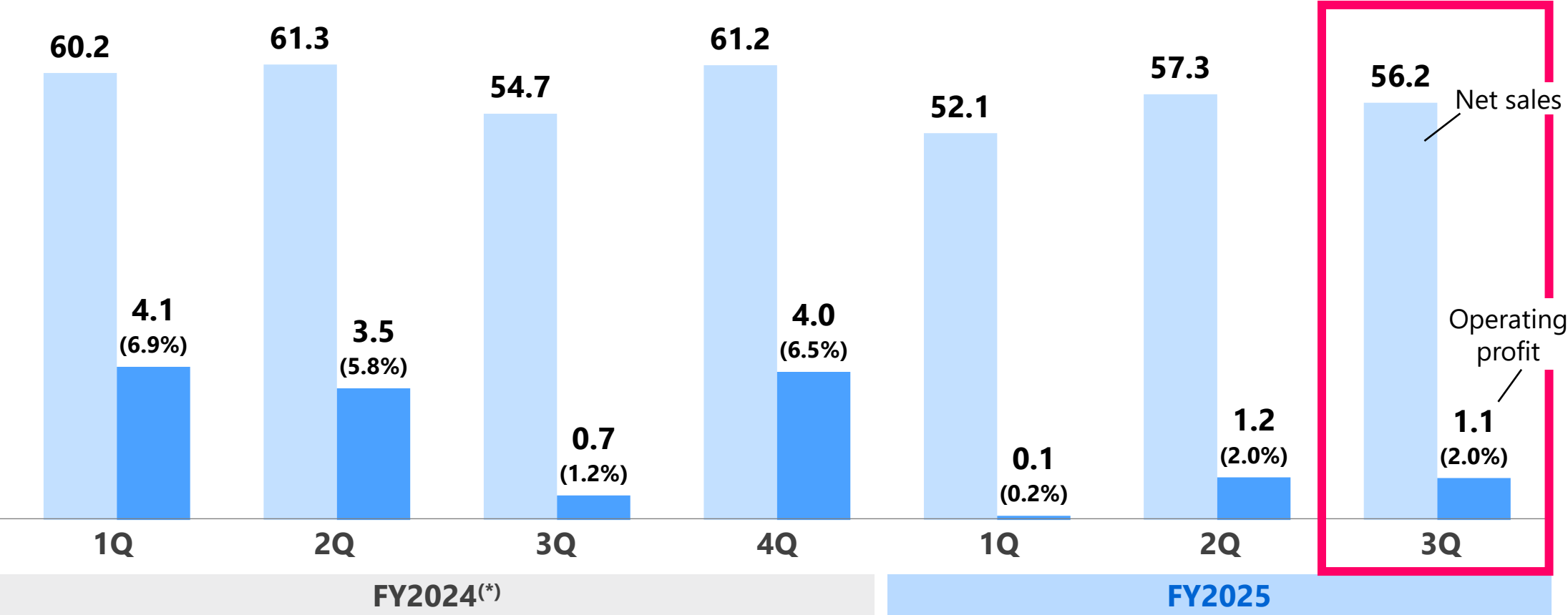
(^{*2}) Calculated based on the location of the sales base

FY2025/3Q Business Results by Segment (Quarterly)

(Billions of yen)

Workplace Solutions Business Group

Quarterly net sales and operating profit

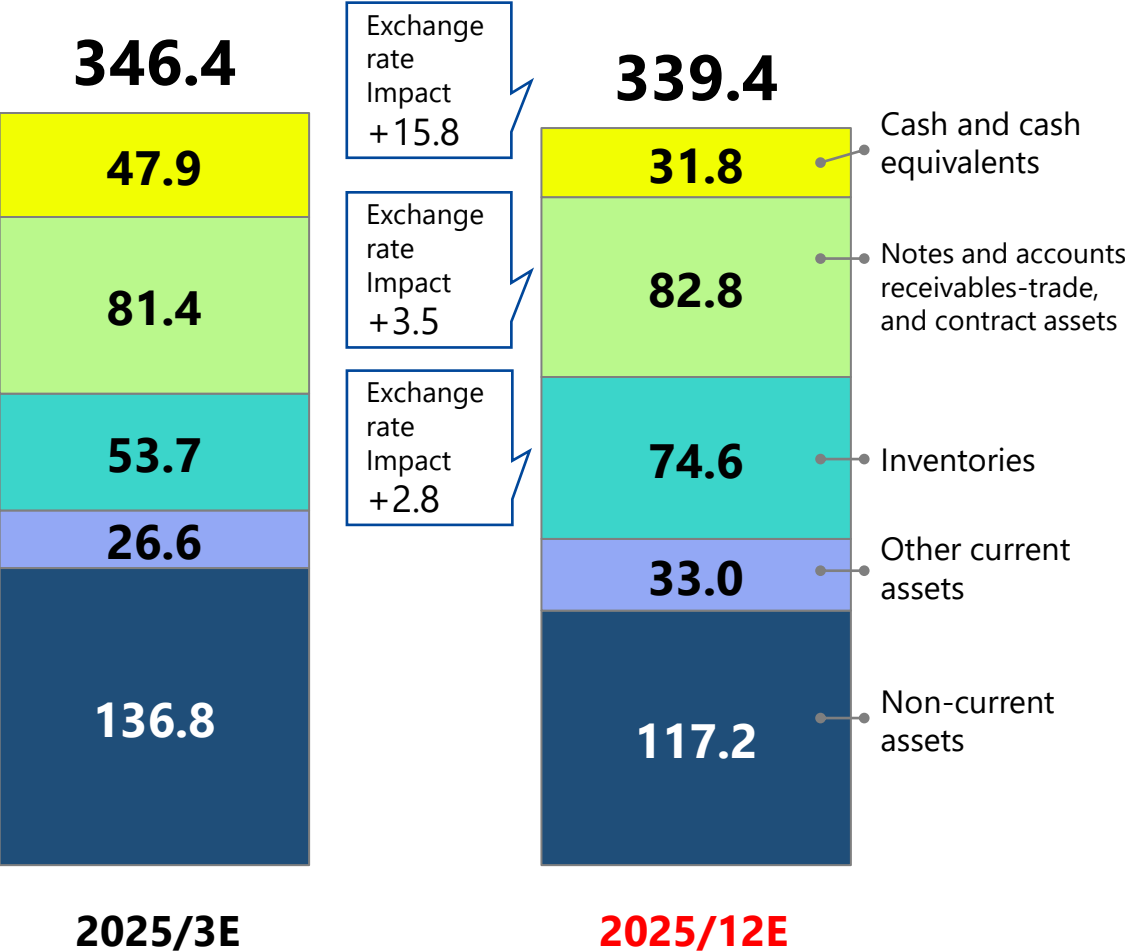


(*) The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

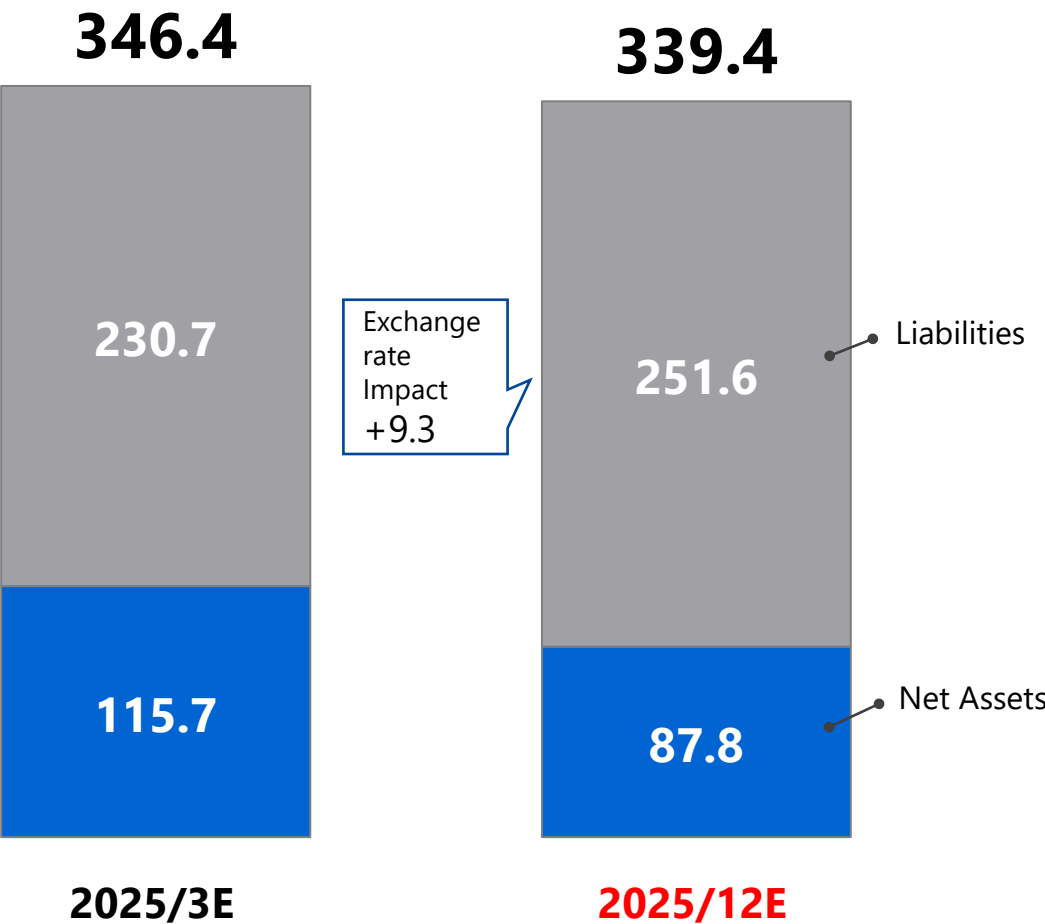
Balance Sheet

(Billions of yen)

Assets

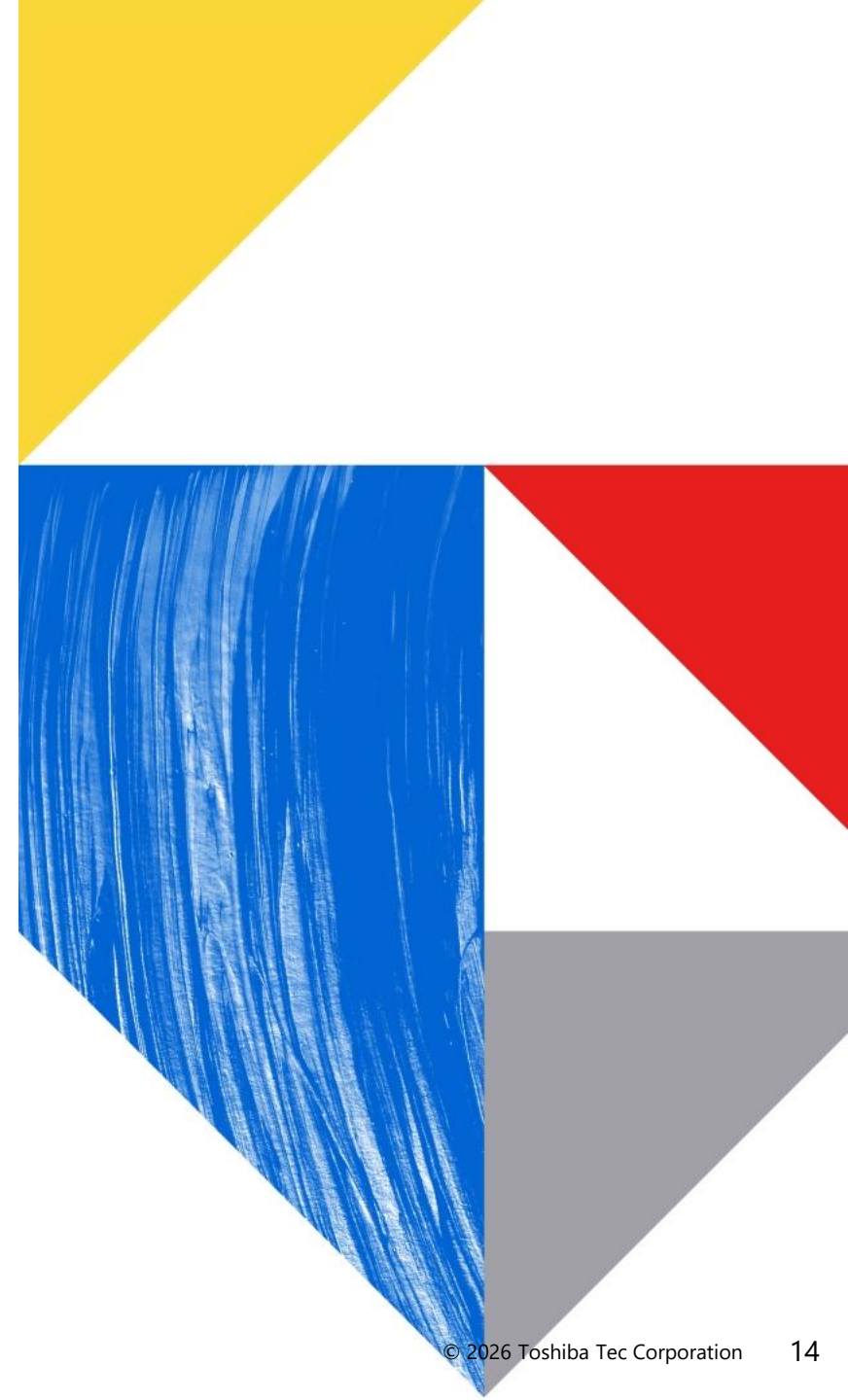


Liabilities and Net Assets



03

FY2025 Forecast



FY2025 Forecast (Consolidated)

(Billions of yen)

	FY2025 Forecast	FY2025 Prev. Forecast (Nov 10)	FY2024 Actual	Difference	
				vs Prev. Forecast	vs FY2024
Net Sales	570.0	550.0	577.0	+20.0	△7.0
Operating Profit (Rate of sales)	12.0 (2.1%)	12.0 (2.2%)	20.3 (3.5%)	-	△8.3
Ordinary Profit (Rate of sales)	8.0 (1.4%)	8.0 (1.5%)	18.3 (3.2%)	-	△10.3
Profit Attributable to Owners of Parent (Rate of sales)	0.0 (0.0%)	0.0 (0.0%)	29.9 (5.2%)	-	△29.9
Dividends	20Yen	20Yen	45Yen	-	△25Yen
Foreign Currency US\$	149.44^(*)	145.92	152.73	+3.52	△3.29
Exchange Rate (Yen) EUR	172.38^(*)	166.62	163.77	+5.76	+8.61

(*) Foreign currency exchange rates of Feb and Mar 2026 are US\$= 150.00 yen, EUR=175.00 yen.

FY2025 Forecast : Impact of US tariffs on operating profit/loss

Impact of US tariffs on operating profit/loss

(Billions of yen)

Previous (1H Business Result Announcement)

	1Q	2Q	3Q	4Q	FY25 Annual
Direct impact of tariffs	△ 2.0	△ 1.8	△ 2.5	△ 3.2	△ 9.5
Indirect impact of tariffs	△ 3.2	△ 2.4	△ 1.9	0.5	△ 7.0
Subtotal	△ 5.2	△ 4.2	△ 4.4	△ 2.7	△ 16.5
Tariff measures	0.5	1.0	1.7	2.3	5.5
Impact of tariffs (after measures)	△ 4.7	△ 3.2	△ 2.7	△ 0.4	△ 11.0



Current (3Q Business Result Announcement)

	1Q	2Q	3Q	4Q	FY25 Annual
Direct impact of tariffs	△ 2.0	△ 1.8	△ 1.7	△ 2.0	△ 7.5
Indirect impact of tariffs	△ 3.2	△ 2.4	△ 2.7	0.8	△ 7.5
Subtotal	△ 5.2	△ 4.2	△ 4.4	△ 1.2	△ 15.0
Tariff measures	0.5	1.0	1.3	1.2	4.0
Impact of tariffs (after measures)	△ 4.7	△ 3.2	△ 3.1	0.0	△ 11.0

FY2025 Forecast by Segment

Retail Solutions Business Group

(Billions of yen)

	FY2025 Forecast	FY2025 Prev. Forecast (Nov 10)	FY2024 ^(*) Actual	Difference	
				vs Prev. Forecast	vs FY2024
Net Sales 【Domestic / Overseas】	352.0 【206.0 / 146.0】	344.0 【202.0 / 142.0】	346.7 【188.1 / 158.6】	+8.0	+5.3
Operating Profit 【Domestic / Overseas】 (Rate of sales)	7.0 【11.0 / △4.0】 (2.0%)	6.0 【10.0 / △4.0】 (1.7%)	7.9 【8.2 / △0.3】 (2.3%)	+1.0	△0.9

Domestic Retail Solutions

Net sales and operating profit are expected to increase in the fourth quarter due to the continued introduction of a major contract

Overseas Retail Solutions

Net sales are expected to increase from the fourth quarter due to demand that was pushed out by the impact of US tariffs, resulting in a fourth-quarter net sales forecast that is up 14% year-on-year
In addition, the increase in ELERA sales will contribute to an improved sales mix

(*) The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

© 2026 Toshiba Tec Corporation

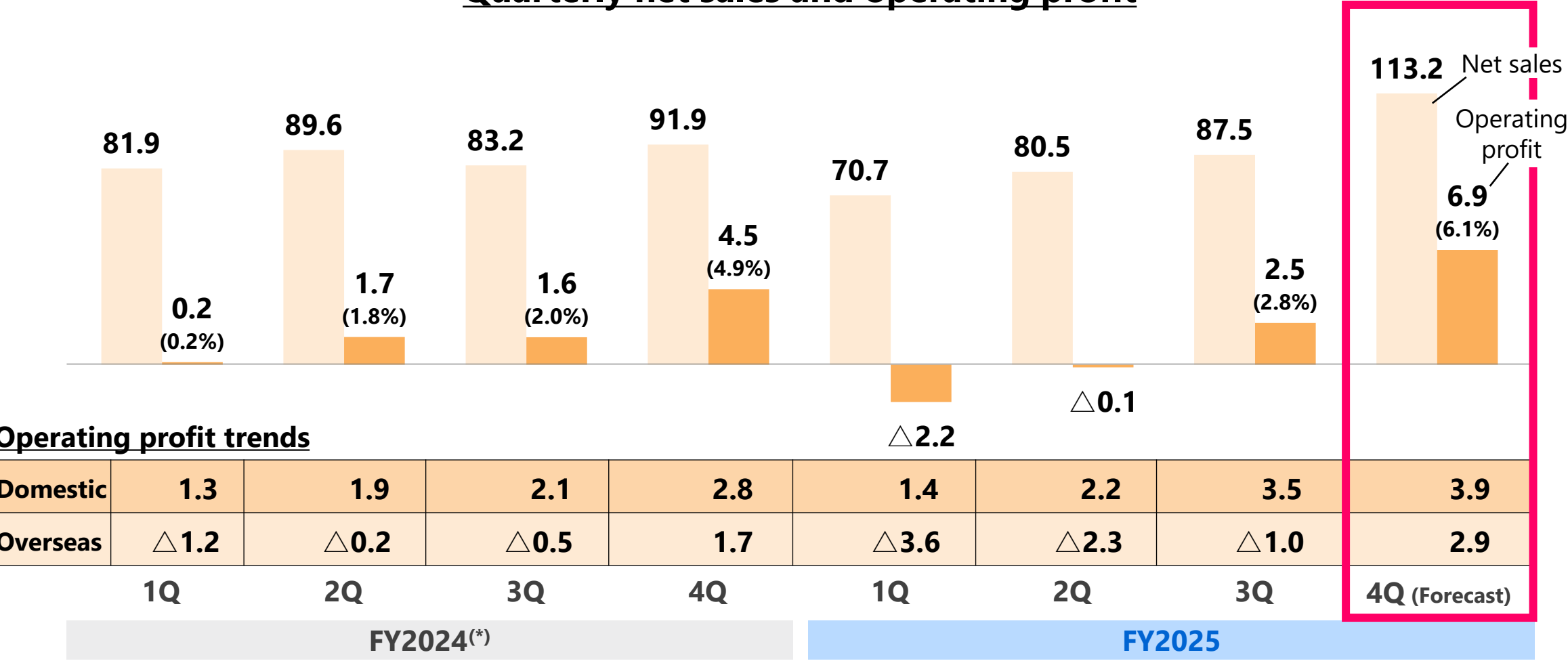
17

FY2025 Forecast by Segment (Quarterly)

(Billions of yen)

Retail Solutions Business Group

Quarterly net sales and operating profit



(*) The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

© 2026 Toshiba Tec Corporation 18

FY2025 Forecast by Segment

(Billions of yen)

Workplace Solutions Business Group

	FY2025 Forecast	FY2025 Prev. Forecast (Nov 10)	FY2024 ^(*) Actual	Difference	
				vs Prev. Forecast	vs FY2024
Net Sales	225.0	215.0	237.4	+10.0	△ 12.4
Operating Profit (Rate of sales)	5.0 (2.2%)	6.0 (2.8%)	12.3 (5.2%)	△ 1.0	△ 7.3

Workplace Solutions

Although the effects of price revisions and other measures to offset the direct impact of US tariffs increased in the third quarter, the full-year operating profit forecast has been revised downward due to an expected deterioration in the regional sales mix in the fourth quarter

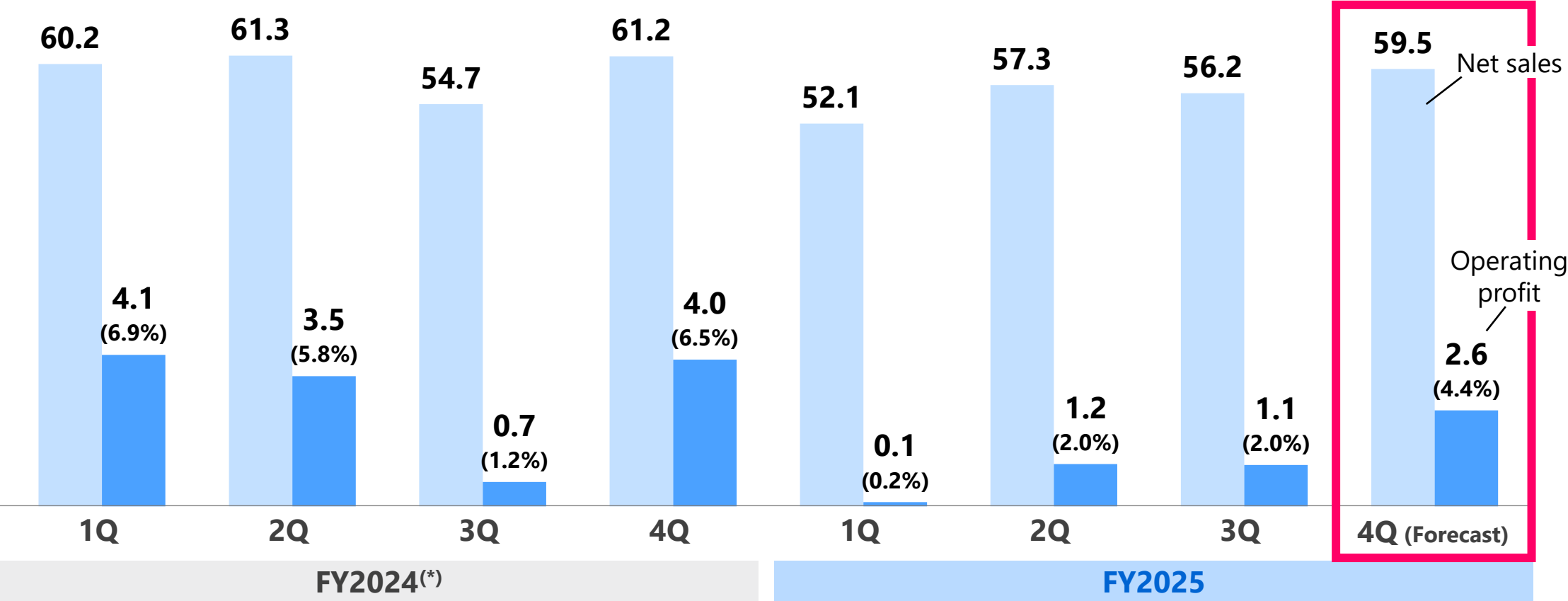
(*) The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

FY2025 Forecast by Segment (Quarterly)

(Billions of yen)

Workplace Solutions Business Group

Quarterly net sales and operating profit

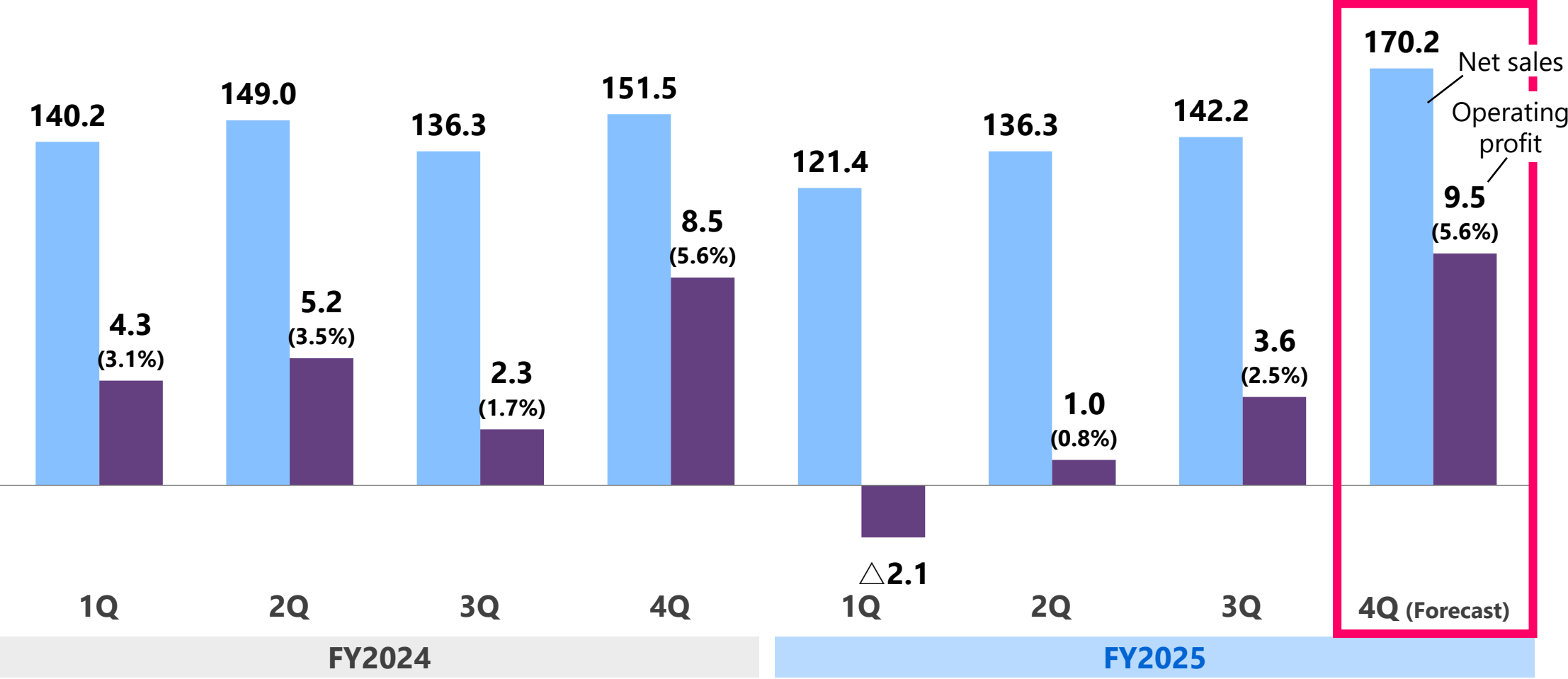


(*) The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

FY2025 Forecast (Quarterly)

(Billions of yen)

Quarterly net sales and operating profit



Status of Growth Business Initiatives (Overseas Retail Business) : ELERA Expansion Status

Gaining new recognition in overseas markets

ELERA® Deployment Growth

- Deployed by **13** of the world top retailers/ in more than **30** countries
- Among the top 10 U.S. retailers, **7** are our customers, and **4** have implemented ELERA®
- Annual transactions worth **8 billion**
- Expecting to implement more than **15,000** stores / **123,000** lanes in total by FY2029
- Partner network is growing "Toshiba Commerce Marketplace"
 - Offers over **990 APIs** and **69** microservices

ELERA®

The most accelerated growth
in Toshiba's retail history.
**AI & Edge Powered
Intelligent, real-time,
commerce platform**

The Potential of ELERA®

- **85%** of retail customers recognize Toshiba as a "**Strategic Partner**"
- Highly rated by IDC as a "**Super Platform**"
 - Through partnership with Deloitte, a strategic consulting firm, the number of ELERA® proposal cases is increasing
- Recognized as a **Leading Industry Player** in the latest survey by IHL **New**
- Received the VIP award in the "**Best Multi-Vendor Commerce Platform**" category at NRF 2026 **New**

(*) ELERA® is a registered trademark of Toshiba Global Commerce Solutions.

Status of Growth Business Initiatives (Overseas Retail Business) : Evaluation of Our Company

Recognized as a Leading Industry Player in the latest POS market report by IHL^(*)

TOSHIBA

Recognized as a Leading Industry
Player in IHL's latest study,
"The POS/mPOS Market – 2025"

Highly rated across all areas,
including deployment track record,
growth potential, and market share



ELERA[®]

Differentiators:

- ✓ Vertical integration of the entire AI stack
- ✓ AI-native architecture
- ✓ Utilization of edge AI
- ✓ Speed in deploying AI agents
- ✓ Evolution toward autonomous retail operations

(*) Published in December 2025

IHL Group : A global research and advisory firm specializing in the retail, hospitality, and consumer goods industries. The company publishes numerous detailed reports on technology trends such as POS systems, consumer behavior, and market size.

Status of Growth Business Initiatives (Overseas Retail Business) : Evaluation of ELERA

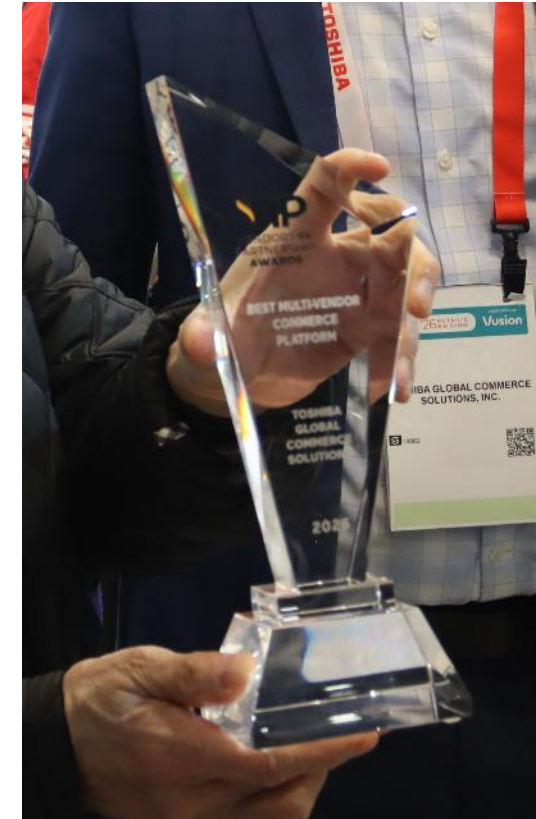
Received an award at NRF 2026, the world's largest retail industry trade show

ELERA®

At NRF 2026 Retail's Big Show^(*),

**received the Vendor in Partnership (VIP) award
in the “Best Multi-Vendor Commerce Platform”
category**

Recognized as a platform that provides flexible and integrated commerce solutions for a wide range of retail formats



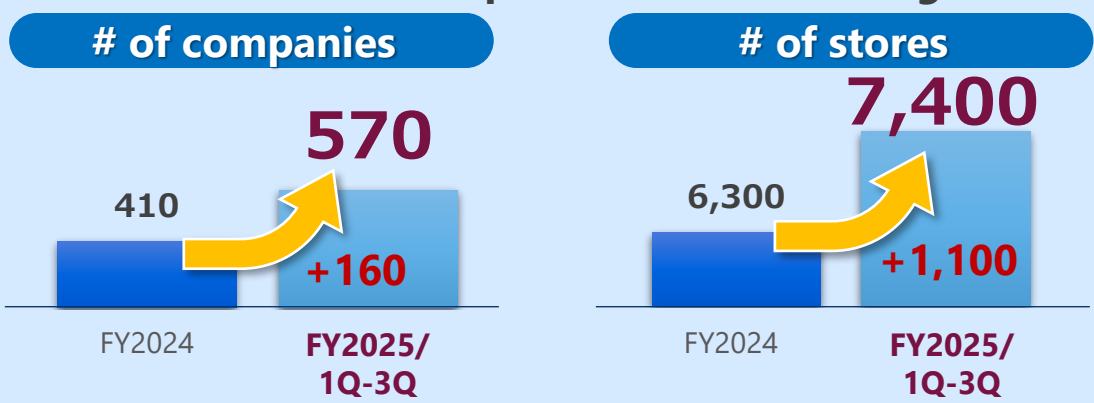
^(*) The National Retail Federation (NRF) hosts the world's largest annual trade show for the retail industry. NRF 2026 was held in New York City, USA, from January 11 to 13, 2026.

Status of Growth Business Initiatives (Domestic Retail Business)

ELERA domestic sales has expanded by approx. 160 companies and 1,100 stores since last year
Steady expansion, primarily in the restaurant segment

Domestic ELERA®

- Expanding in both # of ELERA contracted companies and stores
- ELERA collaboration partners are increasing

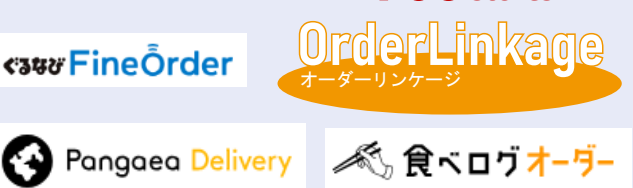


Mass Retailer +35 stores



Approx. **20** companies
Approx. **235** stores

Restaurant +140 companies, +760 stores



Approx. **440** companies
Approx. **2,460** stores

+15 companies, +280 stores
Approx. **105** companies in total
Approx. **4,280** stores in total

Cloud POS, etc. +25 stores
Operate in approx. **425** stores

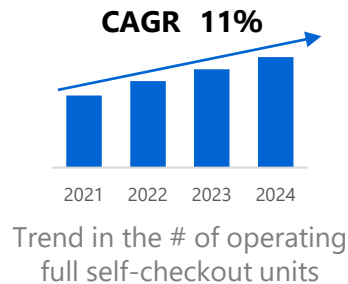
API Integration Partners +30 companies
Approx. **125** companies under contract

Status of Growth Business Initiatives (Domestic Retail Business) : Accelerate the development of ELERA solutions for full self-checkout systems

Continuously releasing products that address on-site operational challenges

Increasing operational workload in the retail

- ✓ Monitoring losses caused by fraudulent activity
- ✓ Guiding customers to available checkout lanes
- ✓ Handling gift certificates
- ✓ Remote approval for age-restricted items (e.g., "20+ authorization")



Increasing operational workload due to the expansion of full self-checkout systems

Creating solutions that address changes in working styles and shopping behaviors

Diverse working styles

Replacing in-store lane-guidance staff with remote and AI-based support

ELERA[®] solutions
powered by AI

- Remote approval for age-restricted items
- Gift-certificate reader

Solutions provided by our company

No.1 market-share customer base, robust direct sales and maintenance network

Full self-checkout fraud detection system



(*) Includes some products scheduled for future release © 2026 Toshiba Tec Corporation

Gyainamics and McKinsey Enter into a Partnership Agreement

お知らせ

ジャイナミクスとマッキンゼー、パートナーシップ契約を締結 ～先端AI技術とグローバルコンサルティングで企業のDX推進を支援～

2026年1月14日
東芝テック株式会社

東芝テック株式会社の子会社ジャイナミクス株式会社（以下「ジャイナミクス」）は、世界有数の経営コンサルティングファームであるマッキンゼー・アンド・カンパニー・ジャパン（以下「マッキンゼー」）と両社の専門性とネットワークを融合し、新たな価値創造を目指すパートナーシップ契約を締結しました。

今回のパートナーシップ契約は、両社が個別クライアントに関する協働プロジェクトを通じて、クライアント企業への新たな価値提案・提供を推進するものです。ジャイナミクスは、モデルの更新やデプロイを支える開発・ステージング・本番の環境を一括して構築する技術を保有しており、シームレスなCI/CDを実現できる点を強みとしています。ジャイナミクスのこの強みとマッキンゼーのネットワークを組み合わせることで、両社は柔軟かつ創造的な連携により、包括的なインパクト創出を目指し、企業のデータ活用基盤構築やDX推進を支援してまいります。

ジャイナミクスは、今後あらゆる企業の中核オペレーションに組み込まれていくAIエージェントの構築・稼働・改善等の技術基盤の提供に強みを有しています。このたびの戦略的パートナーシップにより、世界トップクラスの応用AIの知見、モデリング技術、業界において幅広い実績を有するマッキンゼーとともに企業の持続的な成長と競争力を生み出す高品質なAIトランスフォーメーションを推進してまいります。

今後も、ジャイナミクスは、変化する市場環境や多様なニーズに対応し、革新的なソリューションの創出と持続可能な成長を目指します。

Status of Growth Business Initiatives (Strengths of Gyainamics)

The focus of AI utilization is shifting from “general-purpose LLMs” to “industry-specific AI agents”
Gyainamics provides an AI platform that implements industry-specific “reasoning logic”
and enables continuous operational use

LLMs^(*): general-purpose
response and decision support

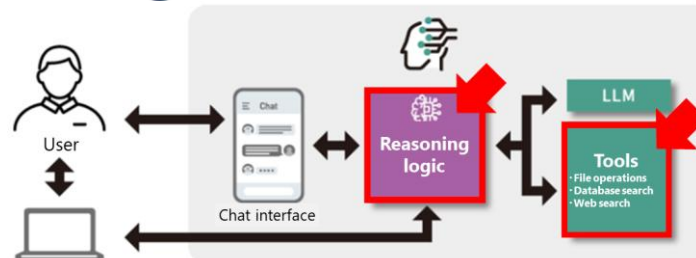
General-purpose generative AI (LLMs)



(*) Large Language Models



Gyainamics' AI agents
implement industry-specific
“reasoning logic” as AI agents



Strengths of Gyainamics

Capability to implement
Agentic AI

Capability to build a
data-utilization platform

Capability to continuously
operate AI in core business
processes

Deploy “industry-specific AI agents” into the core business operations of each industry

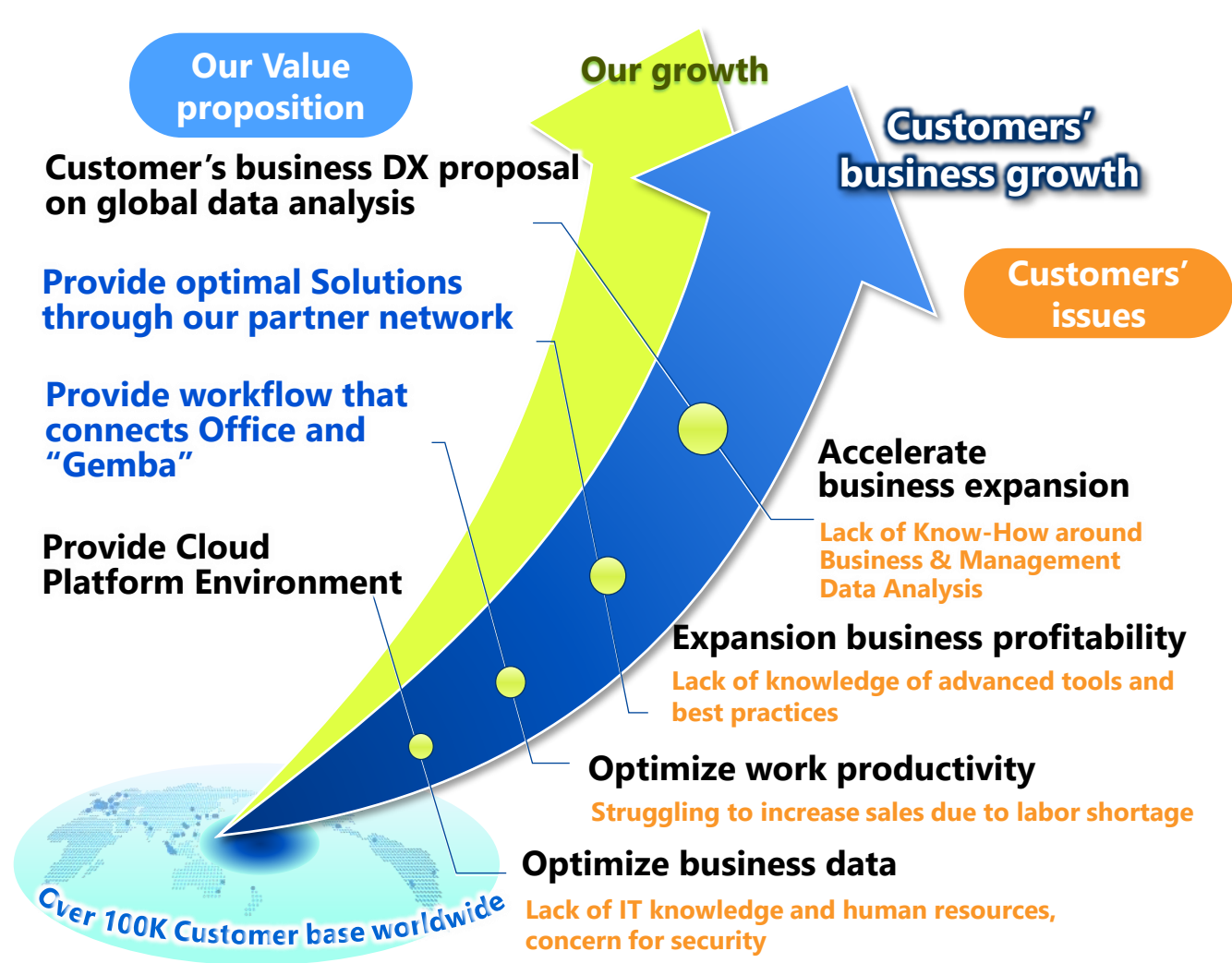
Manufacturing

Logistics

Retail

Status of Growth Business Initiatives (Workplace Business)

Solution sales have shown steady growth



Expansion of Workplace Solutions

[Solution sales] (FY2025/1Q-3Q)

- Solution sales grew 8% year-on-year
- DMS, cloud-linked solutions, and Auto-ID solutions served as key growth drivers

Workplace Solutions Sales

Period	Sales Growth
FY2024/1Q-3Q	Baseline
FY2025/1Q-3Q	+8% (on a local-currency basis)

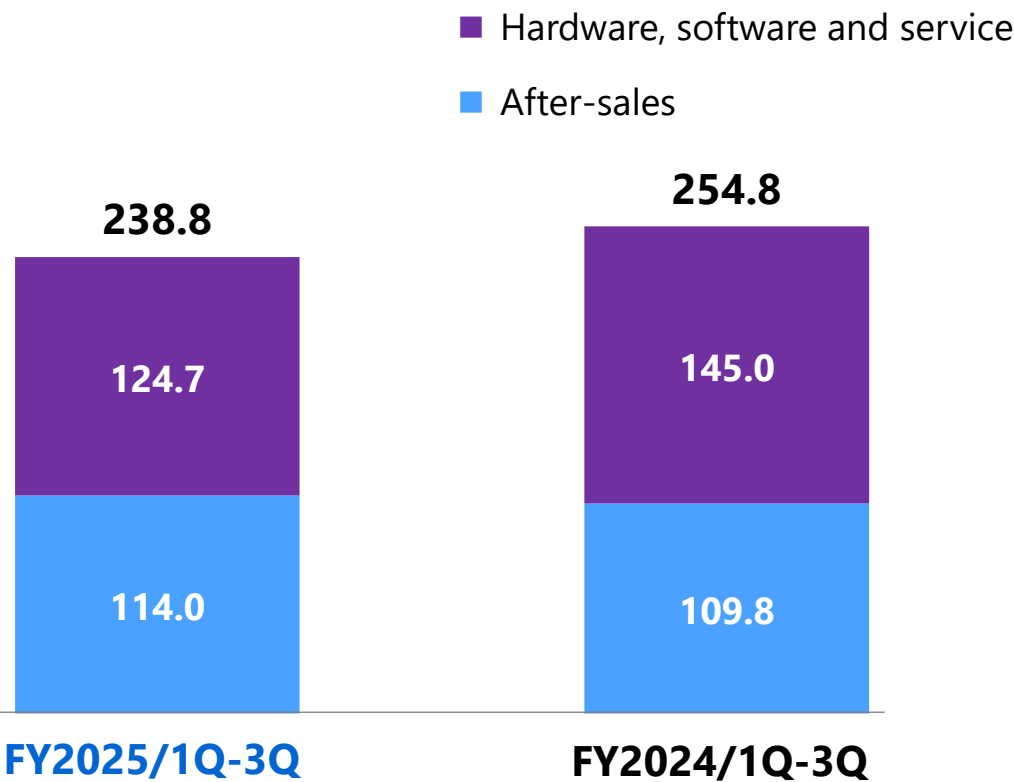
"Elevate Sky" is a registered trademark of Toshiba America Business Solutions, Inc.
"Elevate Sky Print Management" is a name used only in the Americas and not in Europe.

Appendix

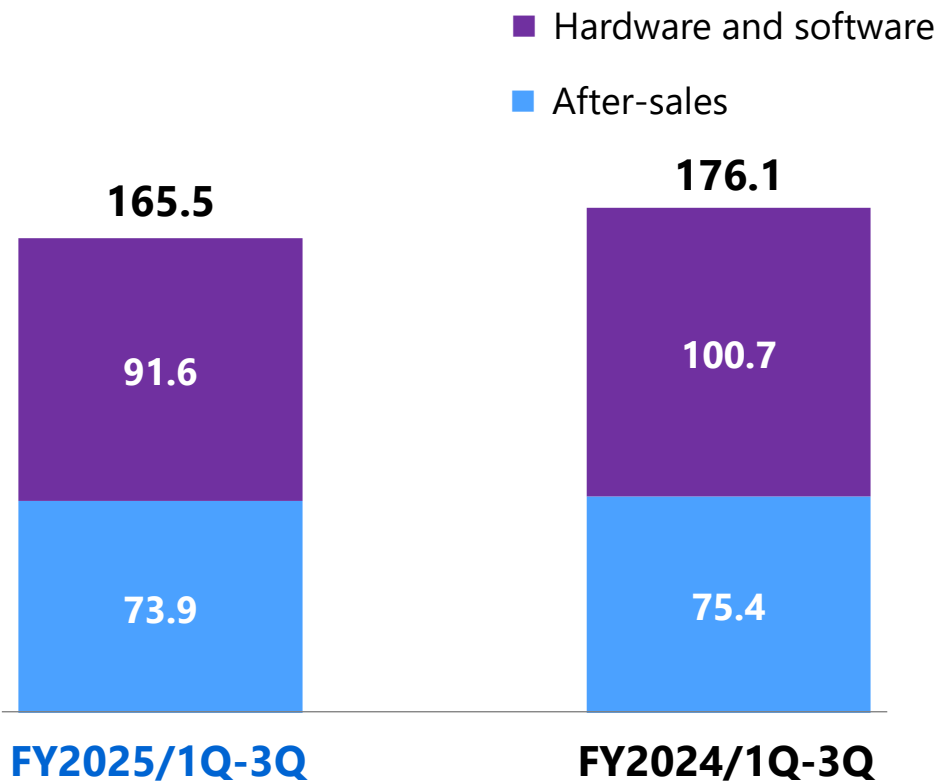
FY2025/1Q-3Q Business Results (Sales by Category)

(Billions of yen)

Retail Solutions Business Group



Workplace Solutions Business Group



(*) Sales of Inkjet head business, which are included in the above hardware and software sales, have been excluded from consolidation since July 2024 due to the business transfer.

FY2025 Forecast : Impact of Currency Exchange Rate

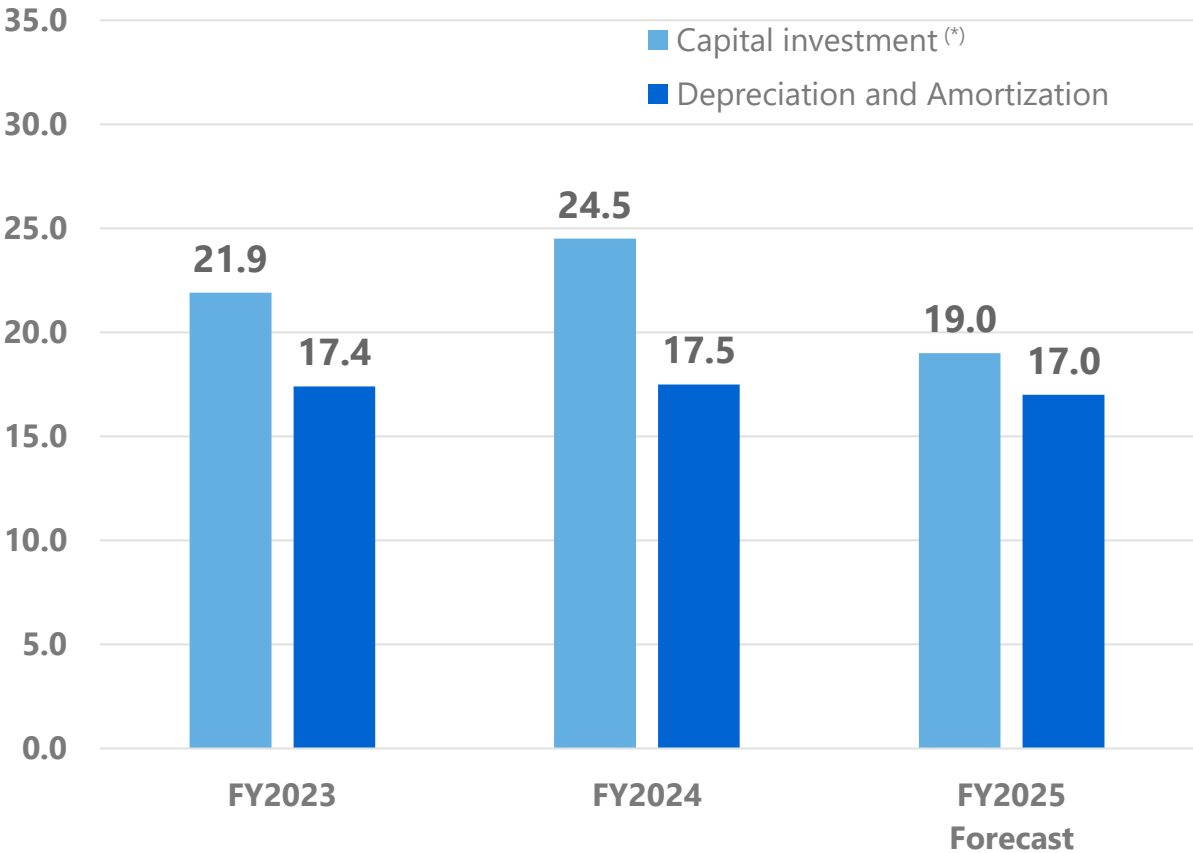
	Premise Rate	Effect of depreciation by 1 yen	
	FY2025 Average rate	Net Sales (Annual)	Operating Profit (Annual)
US\$	149.44 yen ^(*)	+1.7 billion yen	△0.19 billion yen
EUR	172.38 yen ^(*)	+0.3 billion yen	+0.12 billion yen

(*) Foreign currency exchange rates of Feb and Mar 2026 are US\$=150.00 yen, EUR=175.00 yen.

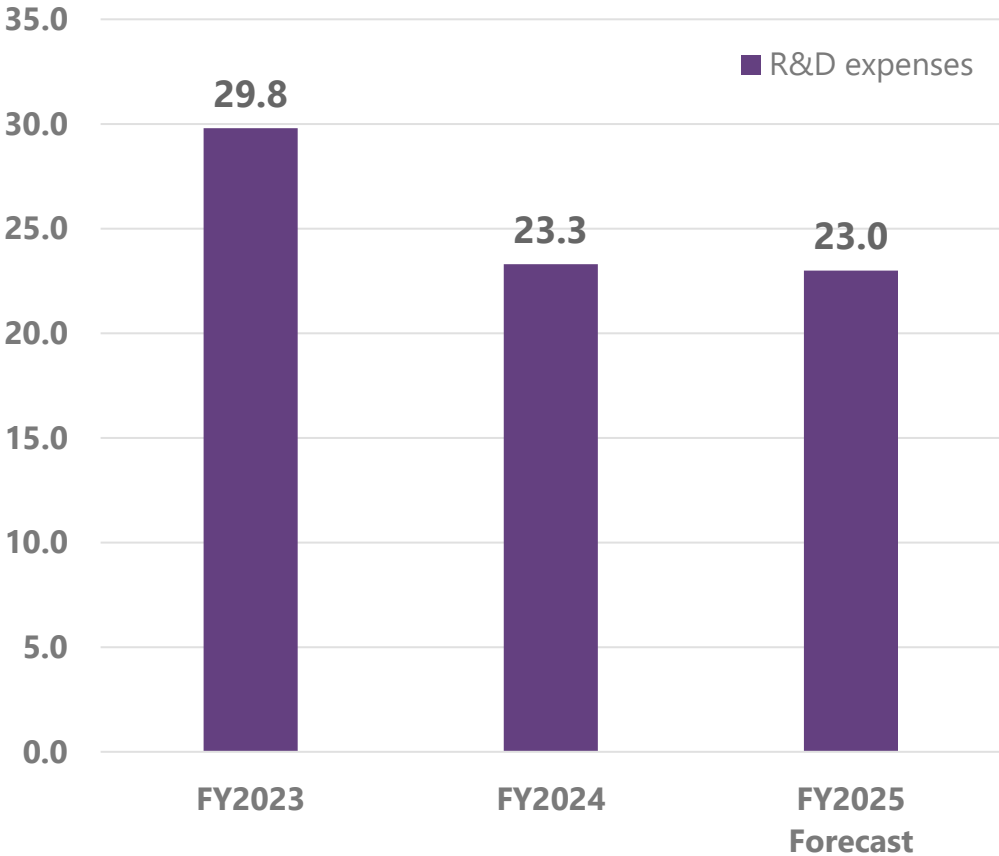
FY2025 Forecast : Capital investment^(*), Depreciation and Amortization, R&D expenses

(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.



Toshiba Tec Group Philosophy

Creating with You