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# FY2025 First Quarter Consolidated Business Results

Toshiba Tec Corporation  
Aug 6, 2025

Toshiba Tec Group Philosophy  
**Creating with You**

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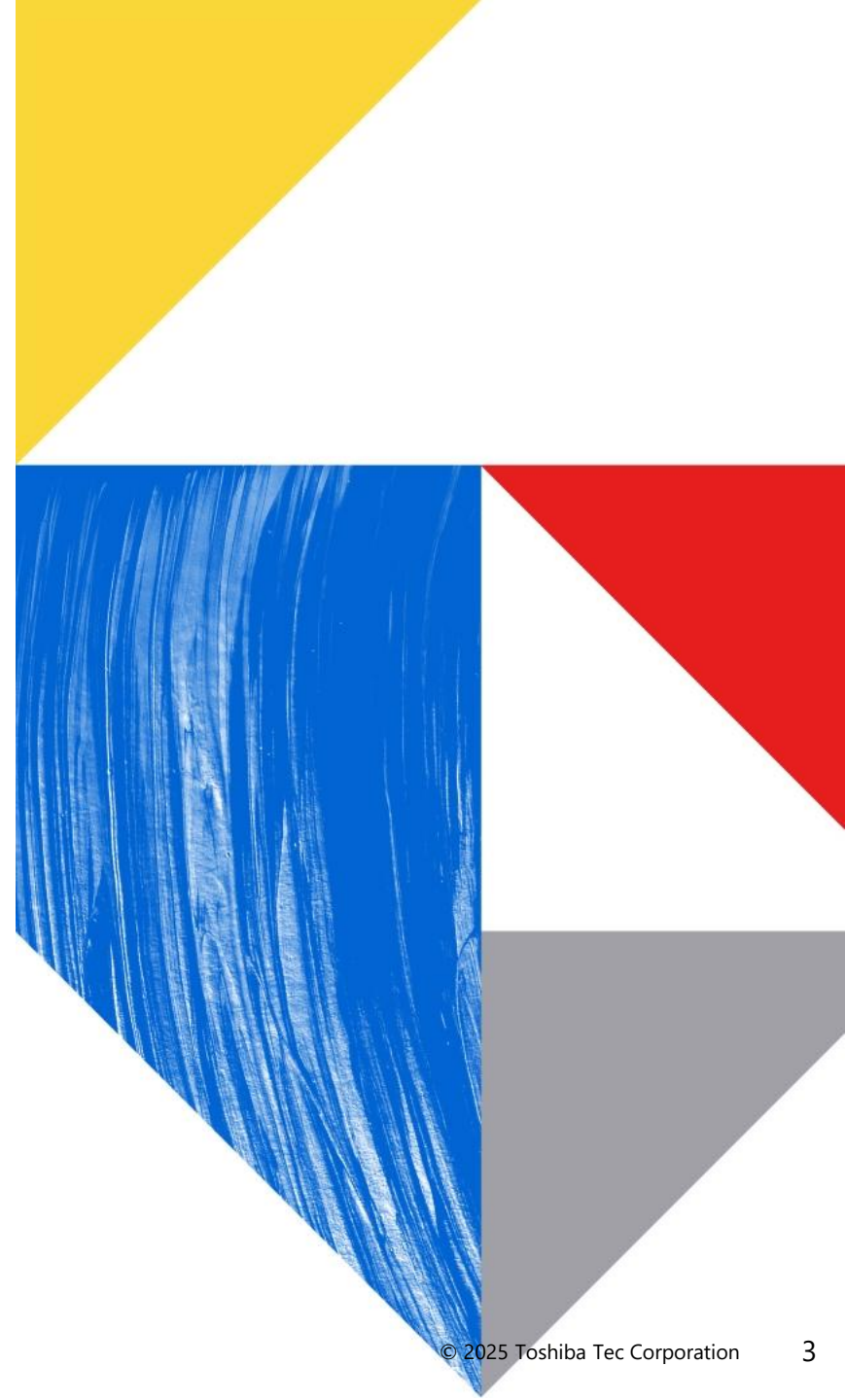
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# 01

## Key Messages



# Key Messages

## **In the first quarter of FY2025, operating profit resulted in a loss of 2.1 billion yen due to the impact of US tariffs**

In the retail business, domestic sales remained at the same level as the previous year, but sales volume decreased in overseas markets as customers postponed investments

In the workplace business, operating profit also decreased due to the high profitability in the previous year driven by increased volume dealing with backorders and temporary high factory utilization, as well as the inability to fully reflect the effects of price revisions for tariff-related costs in this fiscal year, among other factors

## **Aiming to achieve operating profit in the first half of FY2025, but net profit remains under pressure, aiming for improved profitability in the second half**

From the second quarter, overseas retail business began to realize deferred sales, while the workplace business started to benefit from price revisions effects

## **The full-year operating profit forecast for FY2025 is 12.0 billion yen, reflecting the impact of $\triangle$ 11.0 billion yen from tariffs**

Impact of US tariffs :

- Tariff-related costs  $\triangle$ 4.0B yen (Impact of tariffs  $\triangle$ 11.0B yen + Recovery through price revisions and other measures 7.0B yen)
- Sales reduction due to adverse market trends  $\triangle$ 7.0B yen

# 02

## **FY2025 First Quarter Consolidated Business Results**

# FY2025/1Q Business Results (Consolidated)

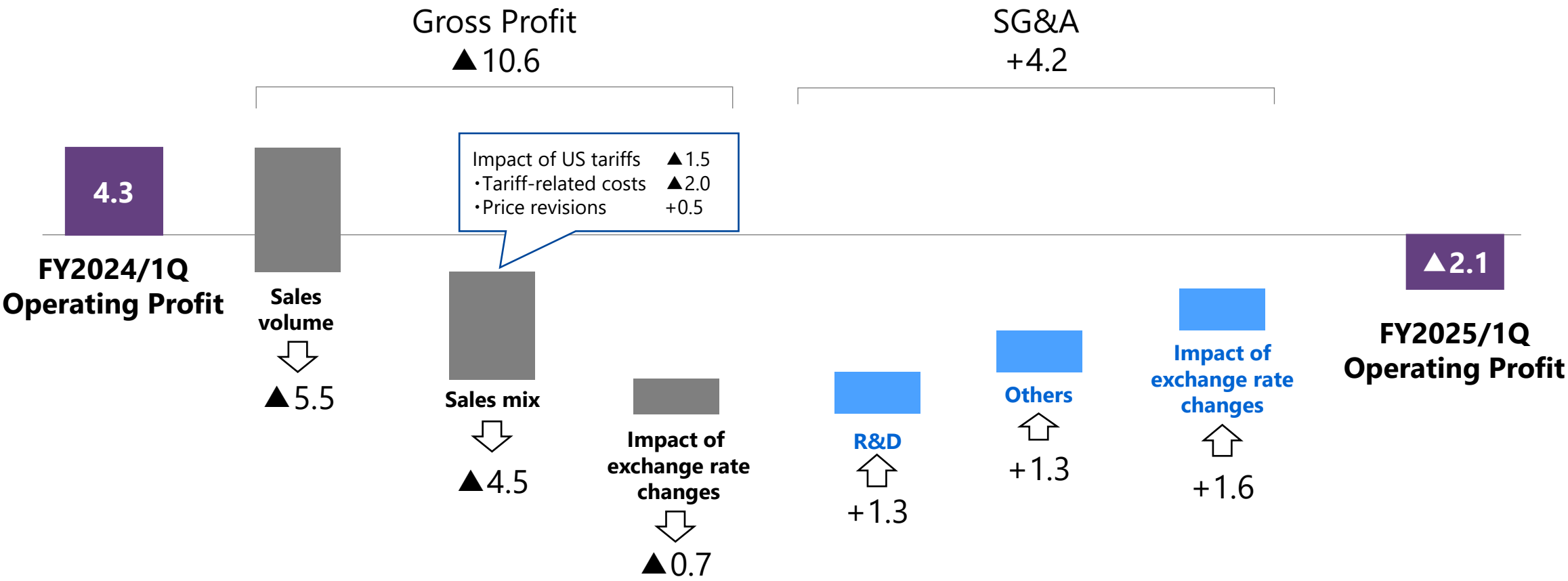
(Billions of yen)

		<b>FY2025/1Q</b> Actual	<b>FY2024/1Q</b> Actual	<b>Difference</b> vs FY2024/1Q
<b>Net Sales</b>		<b>121.4</b>	<b>140.2</b>	<b>△18.8</b>
<b>Operating Profit/Loss</b>		<b>△2.1</b>	<b>4.3</b>	<b>△6.4</b>
(Rate of sales)		(-%)	(3.1%)	
<b>Ordinary Profit/Loss</b>		<b>△3.5</b>	<b>4.6</b>	<b>△8.1</b>
(Rate of sales)		(-%)	(3.3%)	
<b>Profit/Loss Attributable to Owners of Parent</b>		<b>△5.0</b>	<b>3.4</b>	<b>△8.4</b>
(Rate of sales)		(-%)	(2.5%)	
<b>Foreign Currency</b>	<b>US\$</b>	<b>145.29</b>	<b>155.04</b>	<b>△9.75</b>
<b>Exchange Rate (Yen)</b>	<b>EUR</b>	<b>162.60</b>	<b>167.06</b>	<b>△4.46</b>

# Operating Profit Analysis of FY2025/1Q

(Billions of yen)

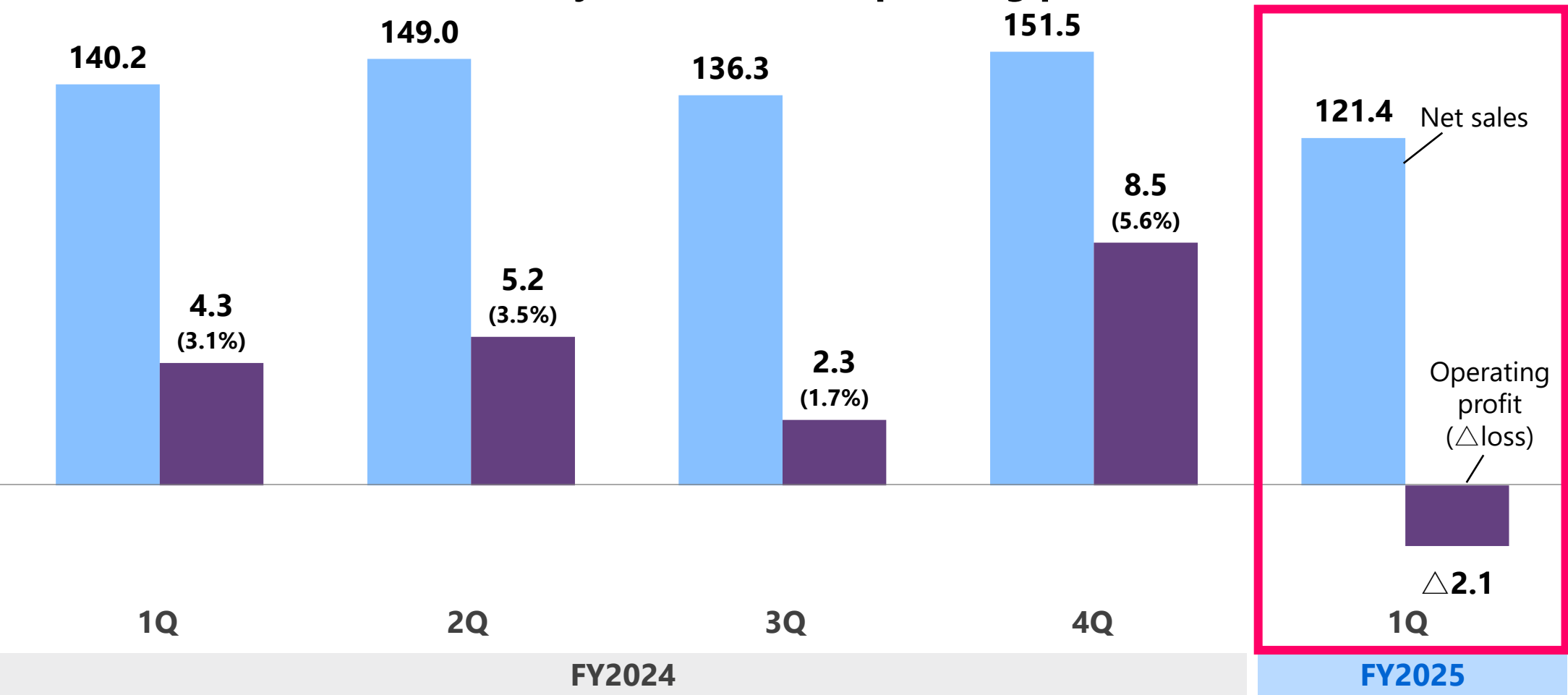
## The chart of profit transition



# FY2025/1Q Business Results (Quarterly)

(Billions of yen)

Quarterly net sales and operating profit



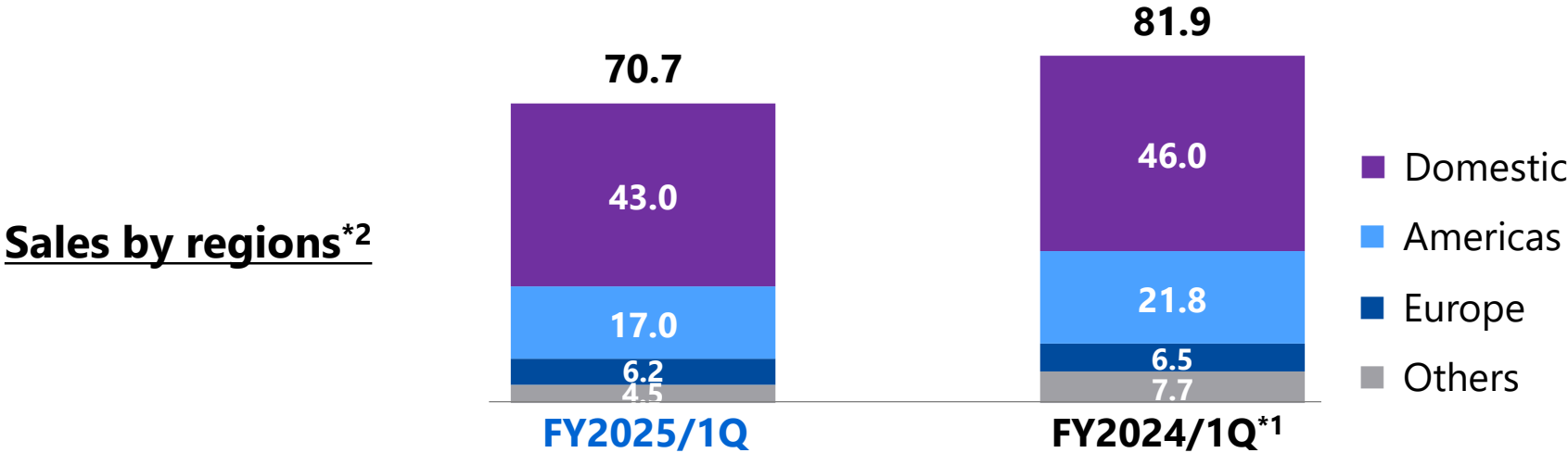


# FY2025/1Q Business Results by Segment

(Billions of yen)

## Retail Solutions Business Group

	FY2025/1Q Actual	FY2024/1Q <sup>*1</sup> Actual	Difference vs FY2024/1Q
Net Sales	70.7	81.9	△11.2
Operating Profit/Loss 【Domestic / Overseas】 (Rate of sales)	△2.2 【1.4 / △3.6】 (-%)	0.2 【1.3 / △1.2】 (0.2%)	△2.4



<sup>\*1</sup> 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.

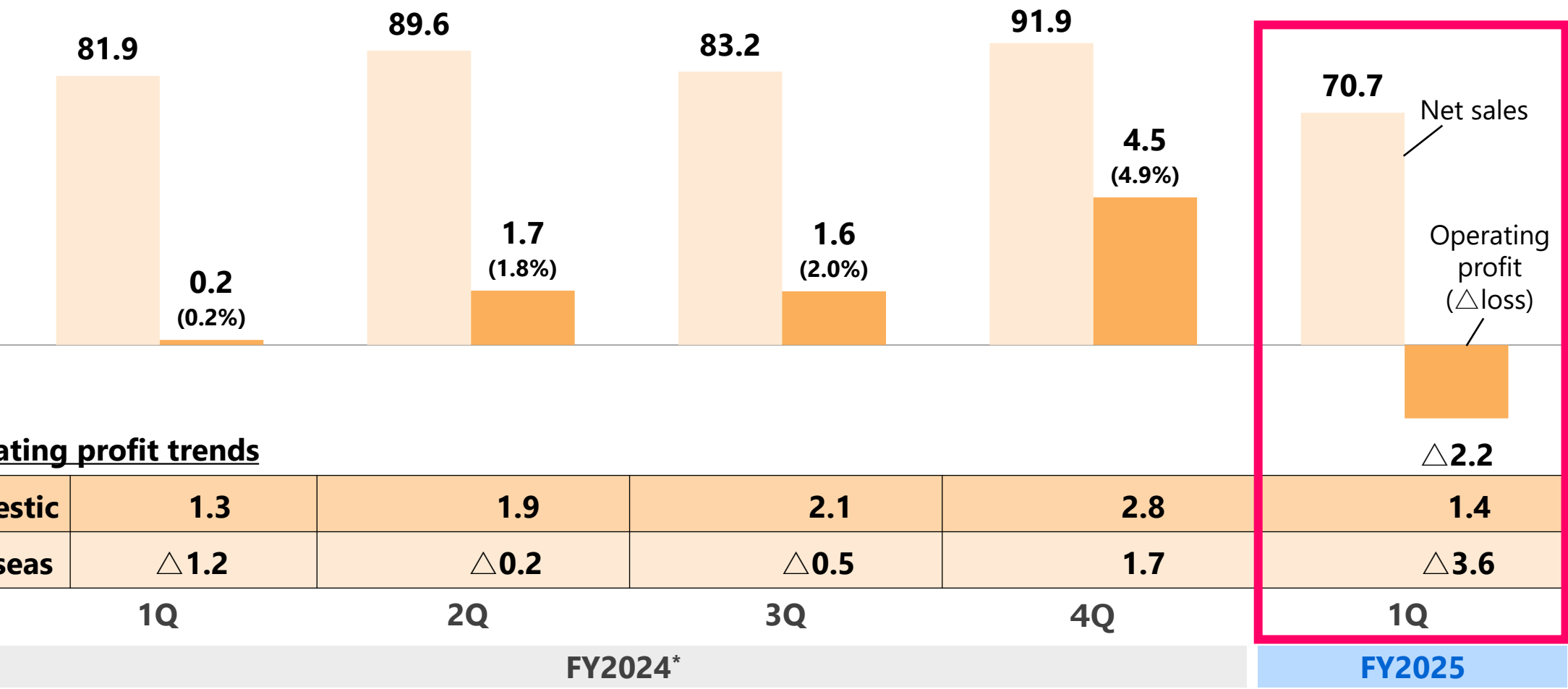
<sup>\*2</sup> Calculated based on the location of the sales base

# FY2025/1Q Business Results by Segment (Quarterly)

(Billions of yen)

## Retail Solutions Business Group

### Quarterly net sales and operating profit



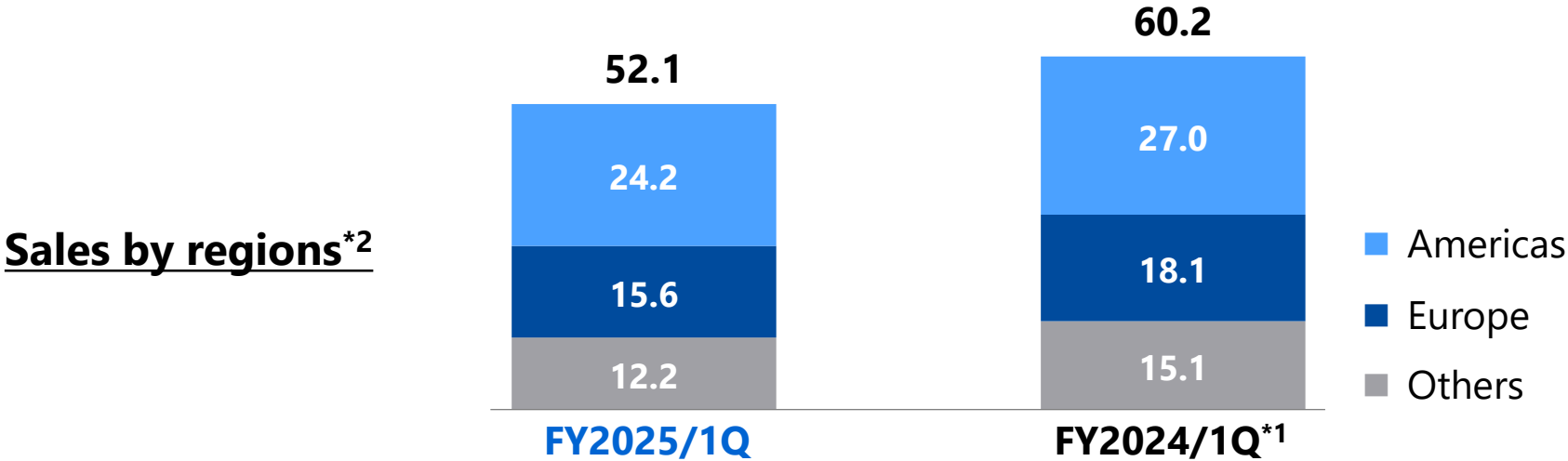
\* The business related to MFP for the domestic market, which was included in the Workplace Solutions Business Group until FY2024, has been transferred to the Retail Solutions Business Group from FY2025. Therefore, the actual results for FY2024 are shown as the amount after segment reclassification.

# FY2025/1Q Business Results by Segment

(Billions of yen)

## Workplace Solutions Business Group

	FY2025/1Q Actual	FY2024/1Q <sup>*1</sup> Actual	Difference vs FY2024/1Q
Net Sales	52.1	60.2	△8.1
Operating Profit (Rate of sales)	0.1 (0.2%)	4.1 (6.9%)	△4.0



<sup>\*1</sup> 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.

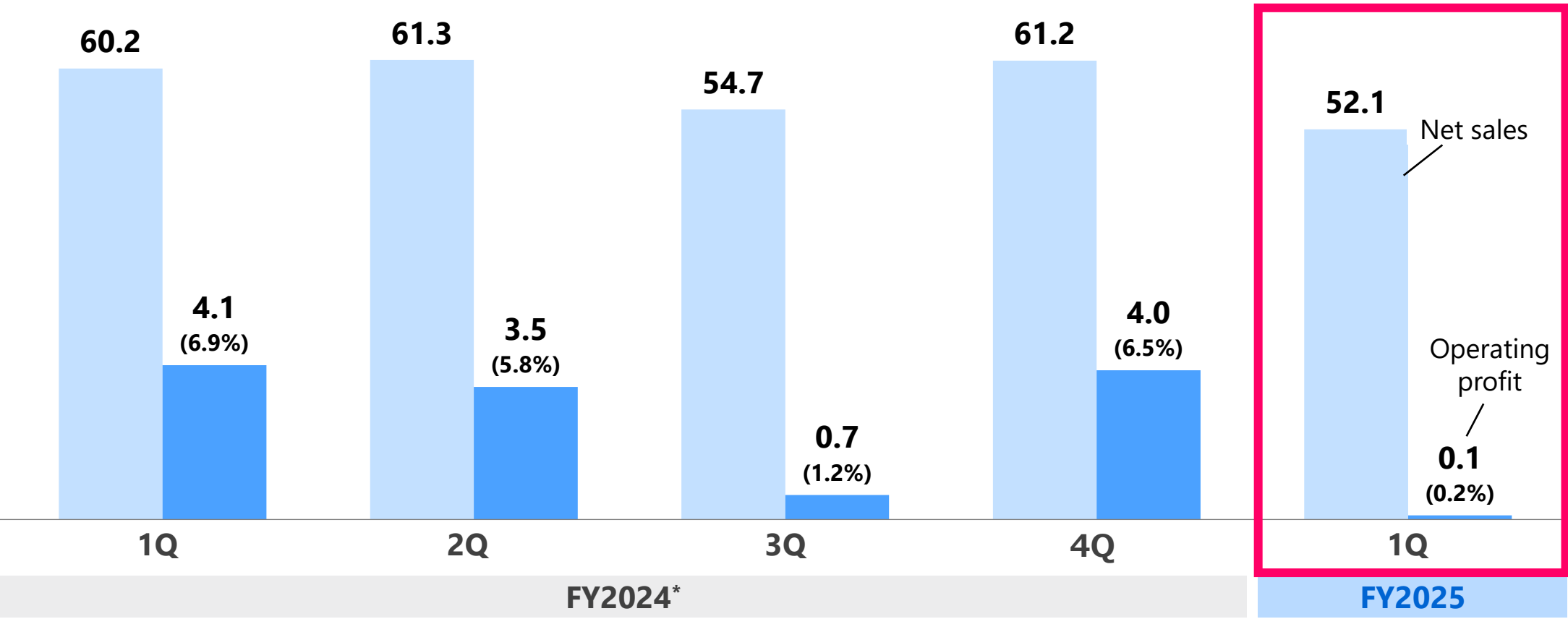
<sup>\*2</sup> Calculated based on the location of the sales base

# FY2025/1Q Business Results by Segment (Quarterly)

(Billions of yen)

## Workplace Solutions Business Group

### Quarterly net sales and operating profit

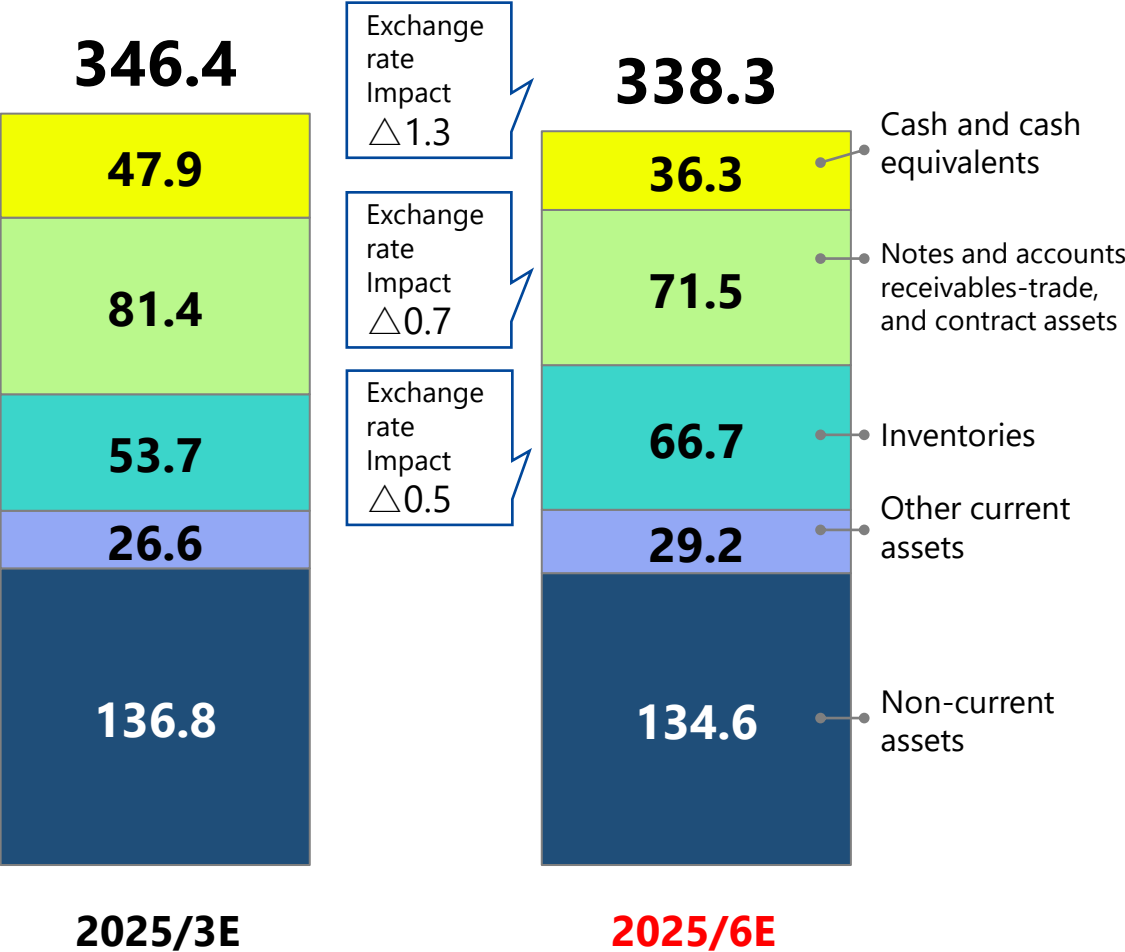


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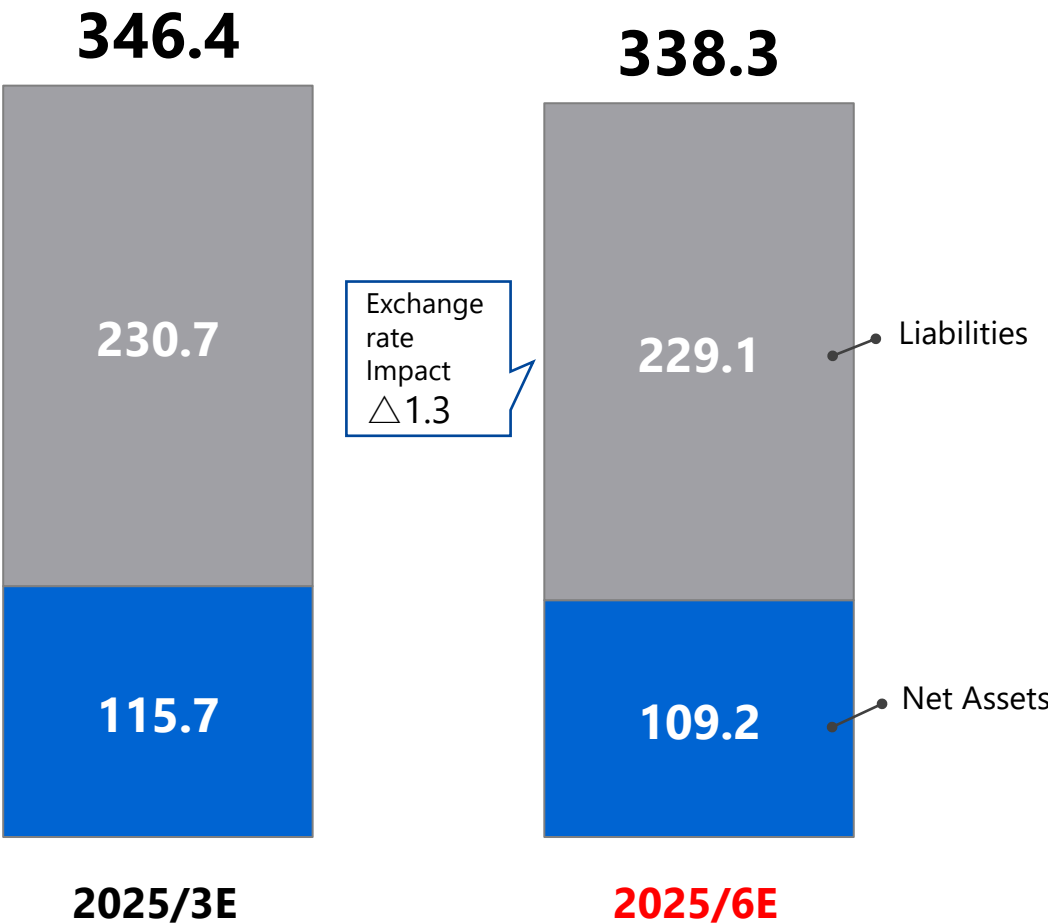
# Balance Sheet

(Billions of yen)

## Assets

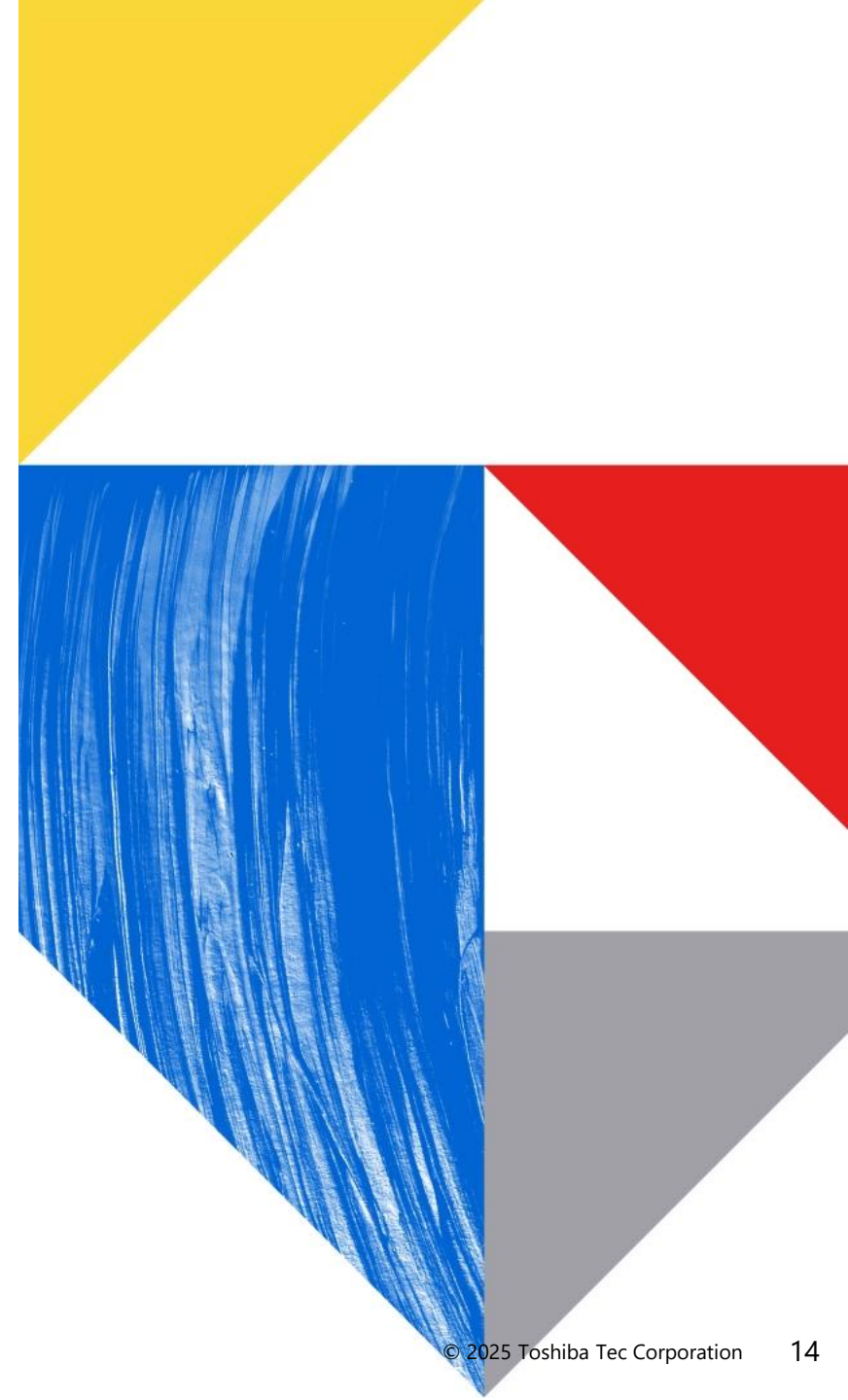


## Liabilities and Net Assets



# 03

## **FY2025 Forecast**



# Key points of FY2025 forecast

## Impact of US tariffs

(Billions of yen)

	1Q	2Q	1H	2H	FY25 Annual
Direct impact of tariffs	△ 2.0	△ 2.5	△ 4.5	△ 6.5	△ 11.0
Tariff measures	0.5	0.9	1.4	5.6	7.0
Impact of tariffs (after measures)	△ 1.5	△ 1.6	△ 3.1	△ 0.9	△ 4.0
Sales reduction due to adverse market trends	△ 3.2	△ 0.7	△ 3.9	△ 3.1	△ 7.0
Total	△ 4.7	△ 2.3	△ 7.0	△ 4.0	△ 11.0

## Domestic Retail Solutions

Introduction to convenience stores to begin in the fourth quarter of FY2025

## Overseas Retail Solutions

Sales of hardware and ELERA are expected to increase from the second quarter onwards

## Workplace Solutions

As a countermeasure against increased tariff-related costs, such as price revisions and optimization of production sites are beginning to take effect, and operating profit of approximately 6.0 billion yen is expected from the second quarter onwards

# FY2025 Forecast (Consolidated)

(Billions of yen)

		<b>FY2025 Forecast</b>	<b>FY2024 Actual</b>	<b>Difference vs FY2024</b>
<b>Net Sales</b>		<b>550.0</b>	<b>577.0</b>	<b>△27.0</b>
<b>Operating Profit</b>		<b>12.0</b>	<b>20.3</b>	<b>△8.3</b>
	(Rate of sales)	(2.2%)	(3.5%)	
<b>Ordinary Profit</b>		<b>8.0</b>	<b>18.3</b>	<b>△10.3</b>
	(Rate of sales)	(1.5%)	(3.2%)	
<b>Profit Attributable to Owners of Parent</b>		<b>0.0</b>	<b>29.9</b>	<b>△29.9</b>
	(Rate of sales)	(0.0%)	(5.2%)	
<b>Dividends</b>		<b>TBD</b>	<b>45Yen</b>	<b>-</b>
<b>Foreign Currency</b>	<b>US\$</b>	<b>145.06</b>	<b>152.73</b>	<b>△7.67</b>
<b>Exchange Rate (Yen)</b>	<b>EUR</b>	<b>164.80</b>	<b>163.77</b>	<b>+1.03</b>

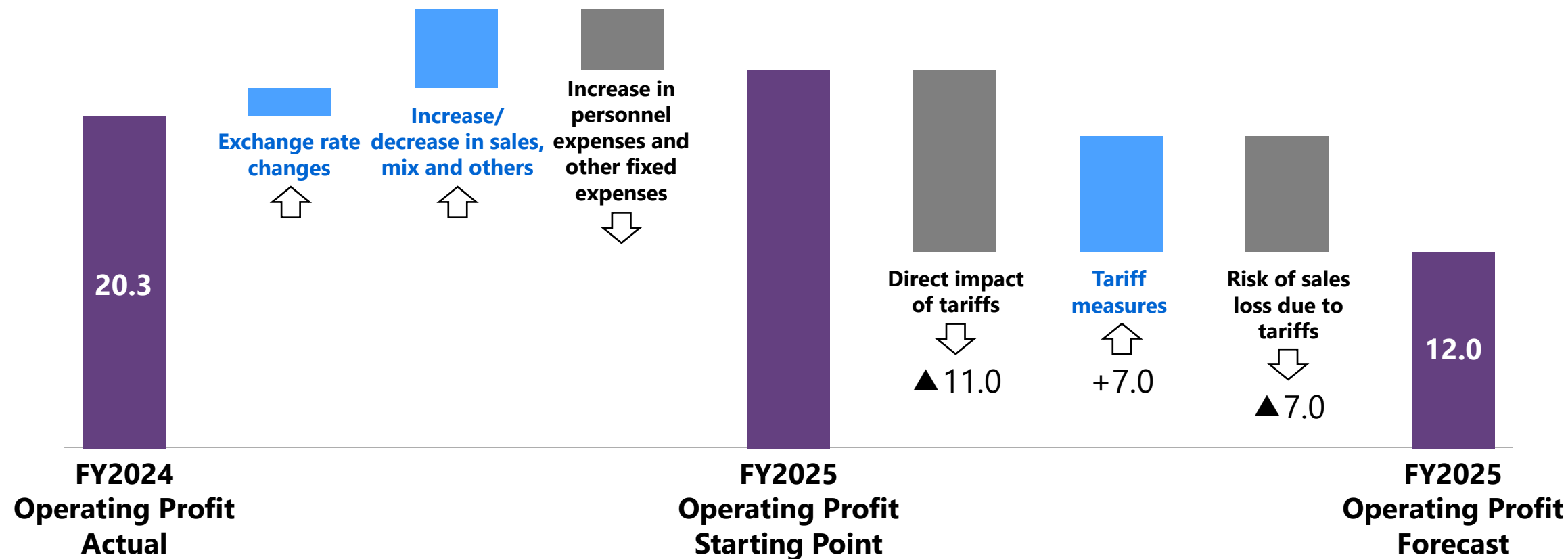
\*Foreign currency exchange rates of FY2025/2Q~ forecast are US\$=145.00 yen, EUR=165.00 yen.



# Operating Profit Analysis of FY2025 (vs FY2024)

(Billions of yen)

## The chart of profit transition



# FY2025 Forecast by Segment

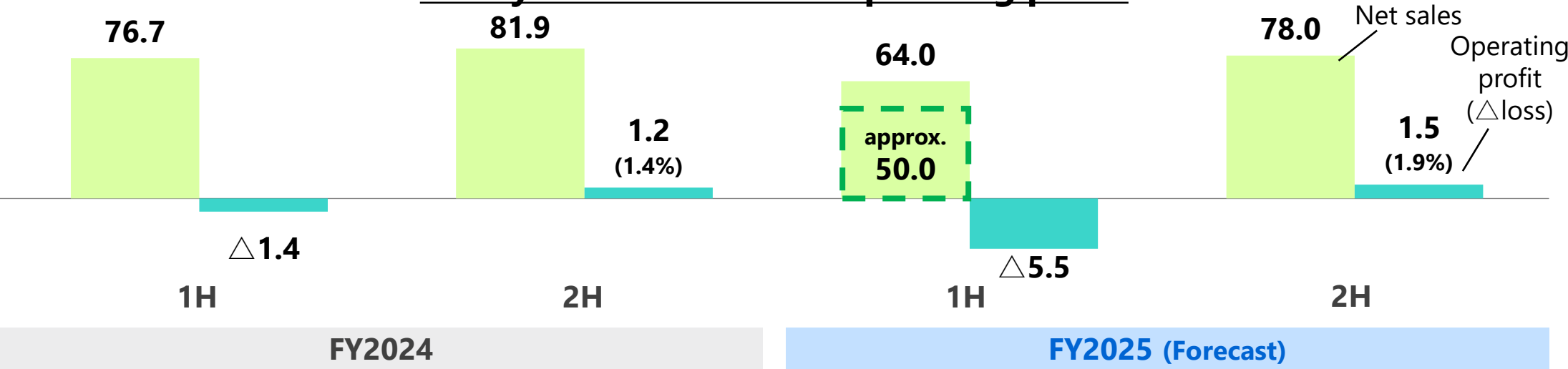
## Retail Solutions Business Group

(Billions of yen)

	FY2025 Forecast	FY2024* Actual	Difference vs FY2024
<b>Net Sales</b> 【Domestic / Overseas】	<b>344.0</b> 【202.0 / 142.0】	<b>346.7</b> 【188.1 / 158.6】	$\triangle 2.7$
<b>Operating Profit</b> 【Domestic / Overseas】 (Rate of sales)	<b>6.0</b> 【10.0 / $\triangle 4.0$ 】 (1.7%)	<b>7.9</b> 【8.2 / $\triangle 0.3$ 】 (2.3%)	$\triangle 1.9$

【Overseas Retail Business】

### Half-year 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 by Segment

## Workplace Solutions Business Group

(Billions of yen)

	FY2025 Forecast	FY2024* Actual	Difference vs FY2024
Net Sales	215.0	237.4	△ 22.4
Operating Profit (Rate of sales)	6.0 (2.8%)	12.3 (5.2%)	△ 6.3

\* 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.

# Status of Growth Business Initiatives (Domestic Retail Business)

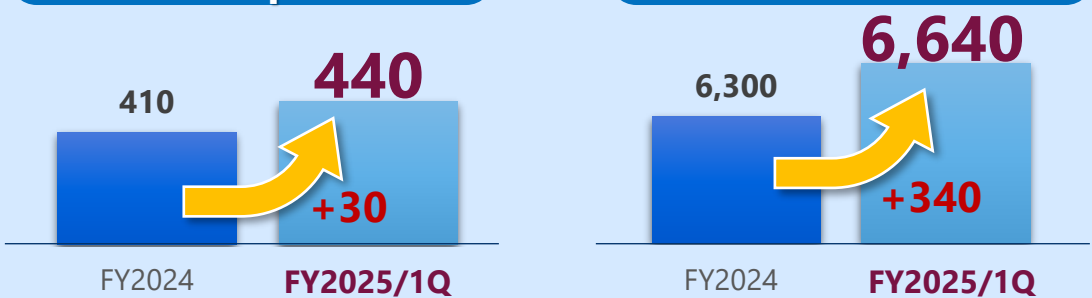
ELERA domestic sales has expanded by approx. 30 companies and 340 stores since last year  
Steady expansion of ELERA expands data touchpoints

## Domestic ELERA®

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

# of companies

# of stores



### Mass Retailer +30 stores



Approx. 20 companies

Approx. 230 stores

### Restaurant +20 companies, +240 stores

ぐるなび FineOrder

OrderLinkage  
オーダーリンクージ

Pangaea Delivery

食べログ オーダー

Approx. 320 companies

Approx. 1,940 stores



+10 companies, +50 stores

Approx. 100 companies in total

Approx. 4,050 stores in total

### Cloud POS, etc. +20 stores

Operate in approx.  
420 stores

### API Integration Partners +15 companies

Approx. 110 companies  
under contract

# Status of Growth Business Initiatives (Overseas Retail Business)

ELERA sales increased by 10%, with fraud prevention feature for self-checkouts performing well

## Overseas ELERA®

Overseas ELERA sales



- ELERA sales revenue (1Q) : FY2024/1Q FY2025/1Q  
**10%** growth compared to the prev. year

(based on local currency)

- Operating ELERA's fraud prevention feature for self-checkouts in a total of **4,000** lanes + **1,000** lanes from the end of FY24

### External evaluation of ELERA®

**IDC has highly rated ELERA as a "Super Platform"**

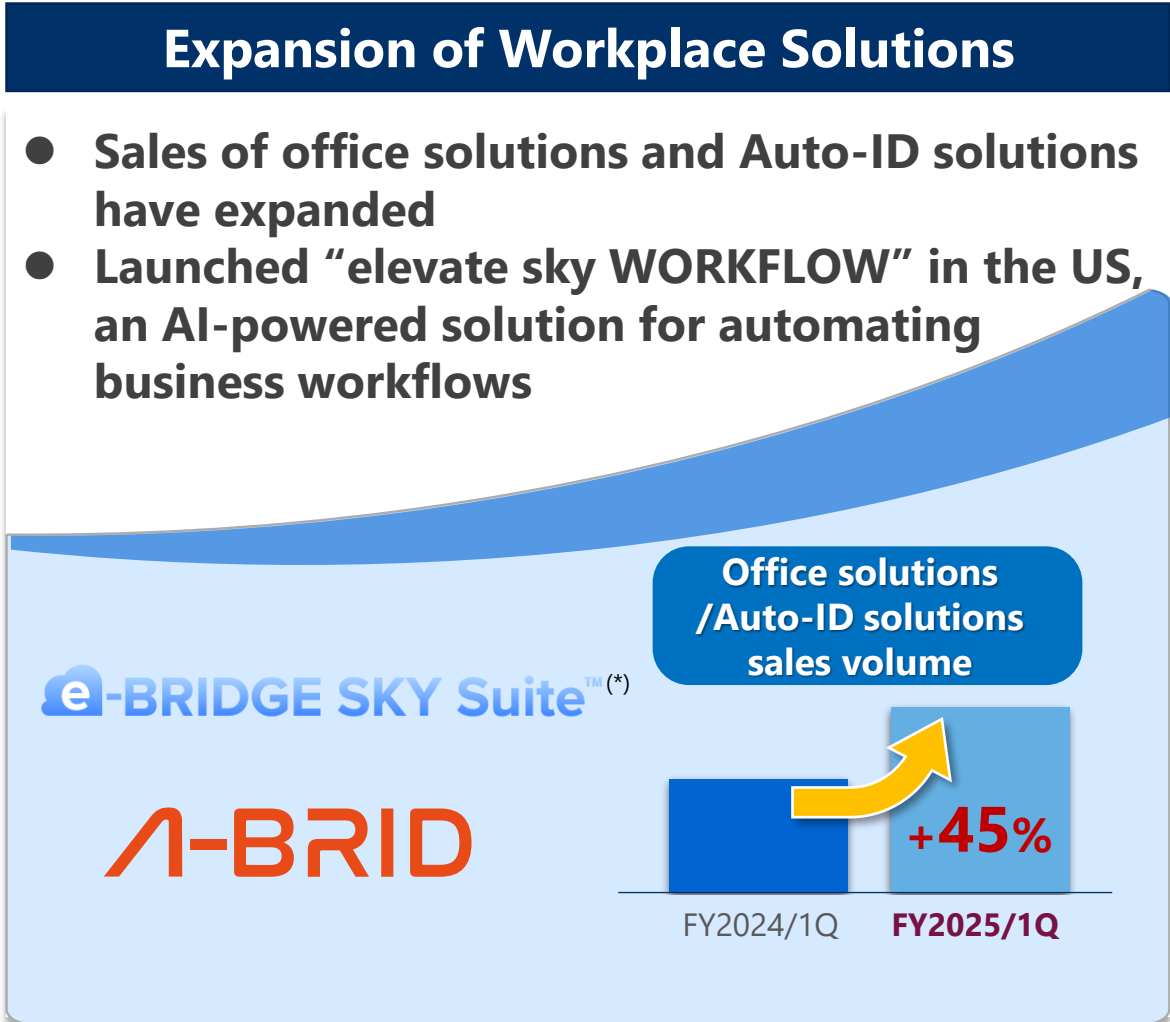
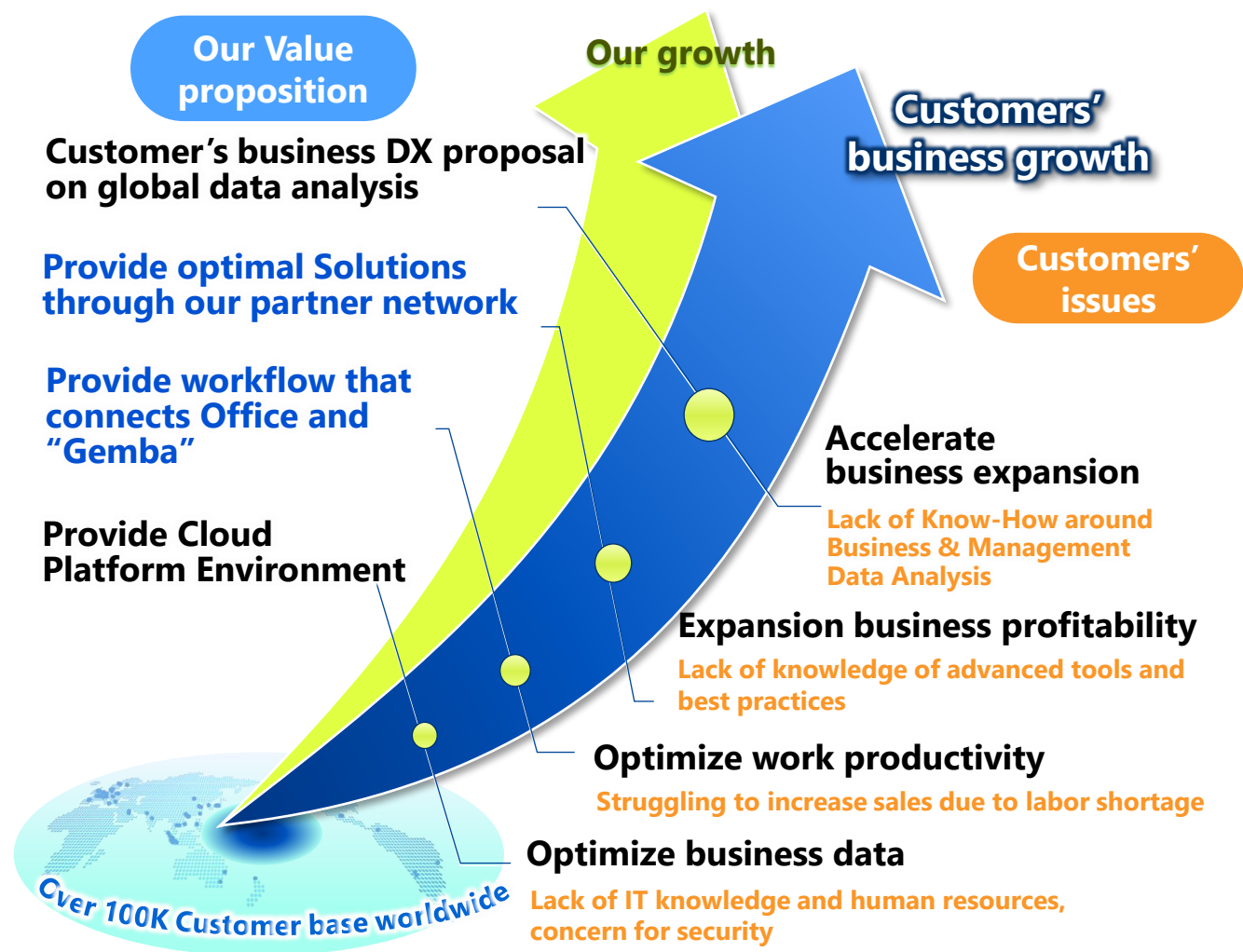
—an integrated commerce platform equipped with cloud and edge capabilities, data integration, and AI/analytics functions

### Expansion of touchpoints

The number of top 10 US retailers using our POS systems increased from 6 to **7**

# Status of Growth Business Initiatives (Workplace Solutions Business)

## Sales of office solutions and Auto-ID solutions have expanded



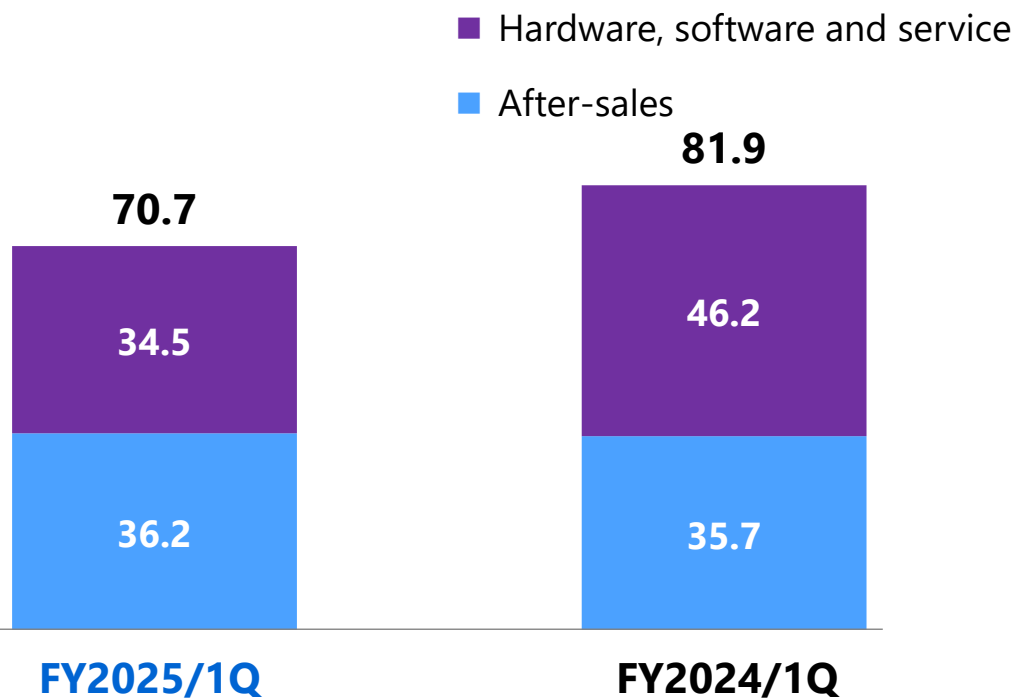
(\*) Service under the name "e-BRIDGE SKY Suite™" is not available in the European region.

# Appendix

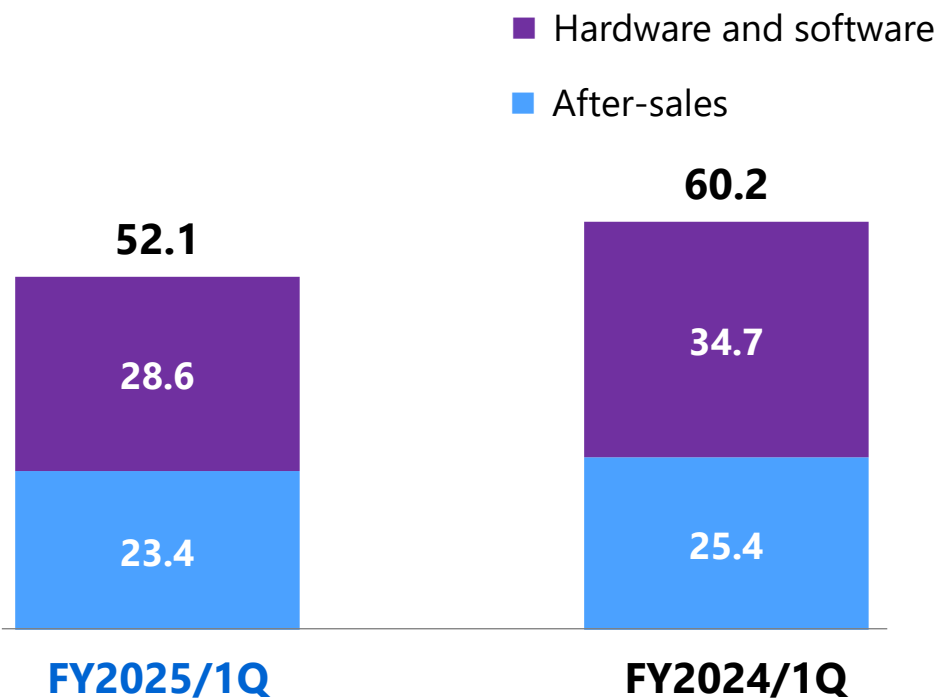
# FY2025/1Q Business Results (Sales by Category)

(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.



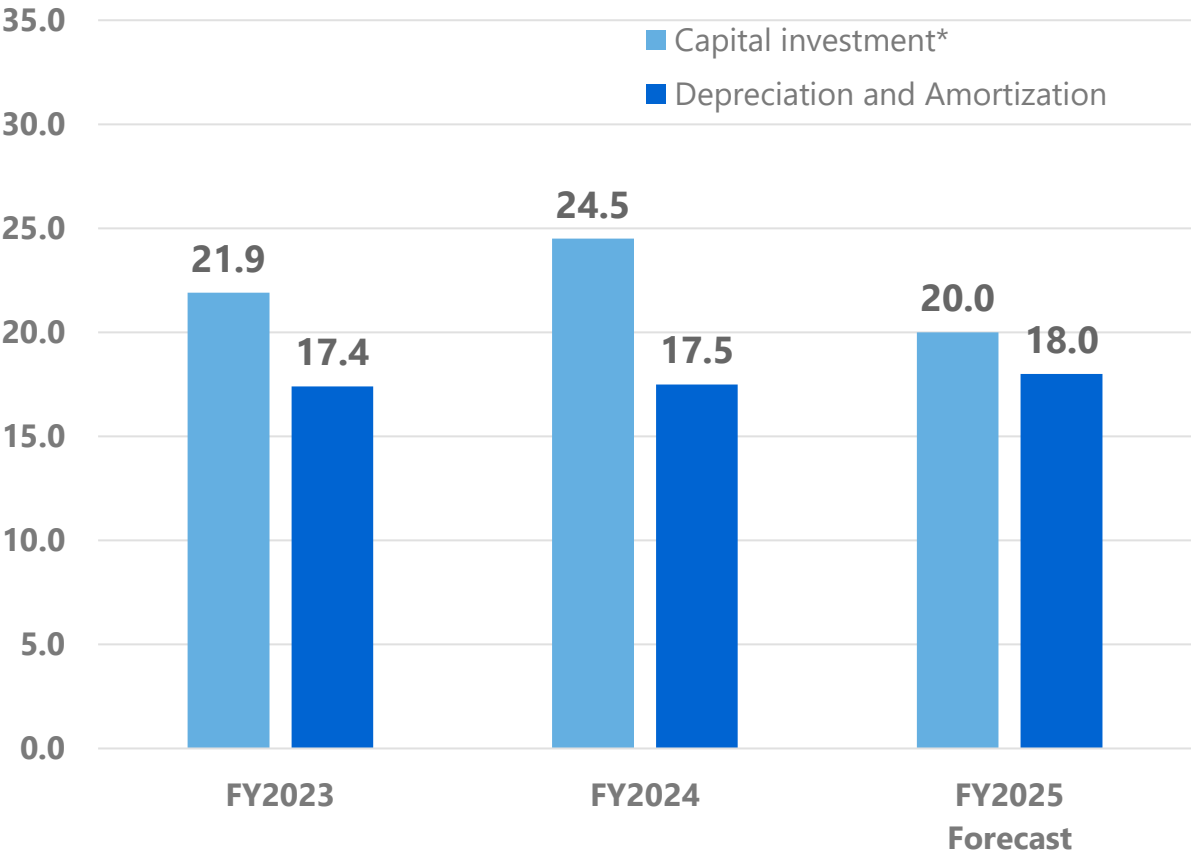
# FY2025 Forecast : Impact of Currency Exchange Rate

	Premise Rate	Effect of depreciation by 1 yen	
	FY2025/2Q~	Net Sales (Annual)	Operating Profit (Annual)
US\$	145 yen	+1.8 billion yen	△0.16 billion yen
EUR	165 yen	+0.3 billion yen	+0.14 billion yen

# FY2025 Forecast: Capital investment\*, Depreciation and Amortization, R&D expenses

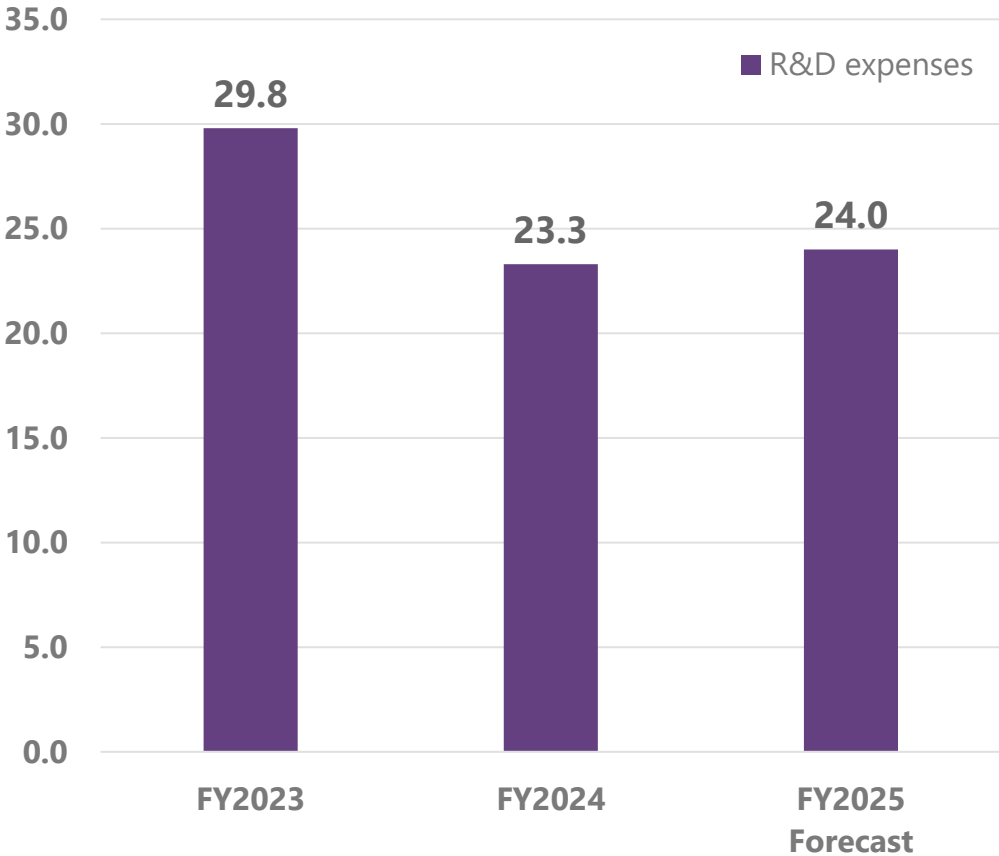
(Billions of yen)

## 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 Tec Group Philosophy

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