

TOSHIBA

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FY2017
Consolidated Business Results

May 9, 2018
Toshiba Tec Corporation

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01 Key Messages

02 FY2017 Consolidated
Business Results

03 FY2018 Forecast

Key Messages

Toshiba Tec achieved the highest net income in the company's history

- **Achieved the highest net income in the company's history (about twice that of the previous fiscal year)**
Operating income, ordinary income and net income increased significantly.
The domestic retail solutions business achieved the highest sales and operating income in its history.
- **Overseas retail solutions business profitability improved**
Improved profitability for two consecutive years due to improved business efficiency.
- **Dividend policy**
Due to its significantly improved profitability, Toshiba Tec will increase its annual dividend by about 30% compared to the previous forecast to 8 yen per share. In FY2018, a 30% equity ratio and a 30% dividend ratio are expected.

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01 Key Messages

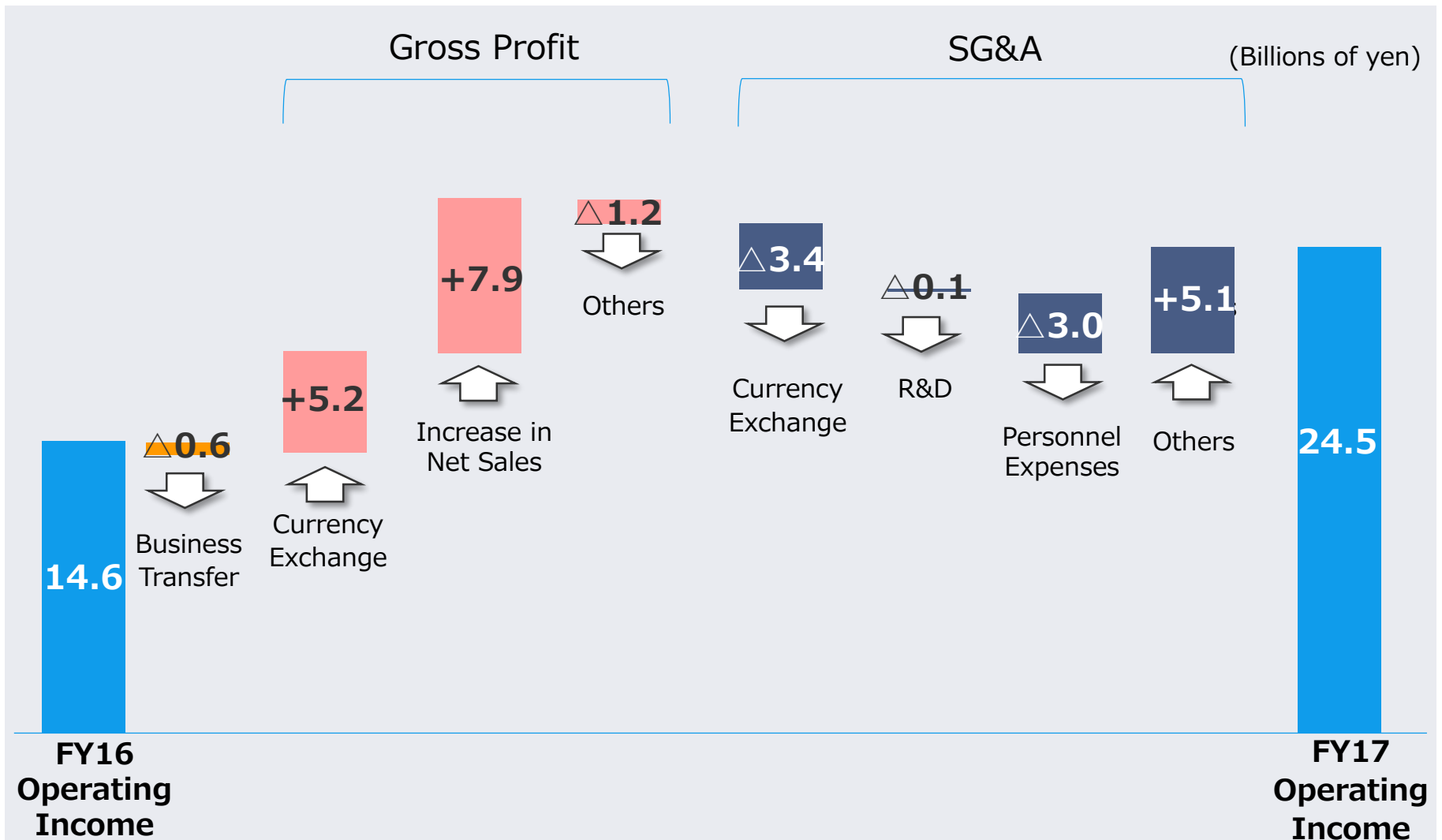
02 FY2017 Consolidated
Business Results

03 FY2018 Forecast

FY2017 Business Results

(Billions of Yen)		FY2017	FY2017	FY2016	Difference	
		Actual	Forecast	Actual	vs. FY2017 Forecast	vs. FY2016 Actual
Net Sales		513.3	505.0	497.6	+8.3	+15.7
Operating Income (Rate of sales)		24.5 (4.8%)	20.0 (4.0%)	14.6 (2.9%)	+4.5	+9.9
Ordinary Income (Rate of sales)		22.8 (4.4%)	18.0 (3.6%)	12.5 (2.5%)	+4.8	+10.2
Net Income Attributable to Owners of Parent (Rate of sales)		17.5 (3.4%)	12.5 (2.5%)	7.8 (1.6%)	+5.0	+9.8
Foreign currency exchange rate(Yen)	US\$	111.21	110.00	108.73	+1.21	+2.48
	EUR	129.34	128.00	119.30	+1.34	+10.04

Operating Income Analysis of FY2017

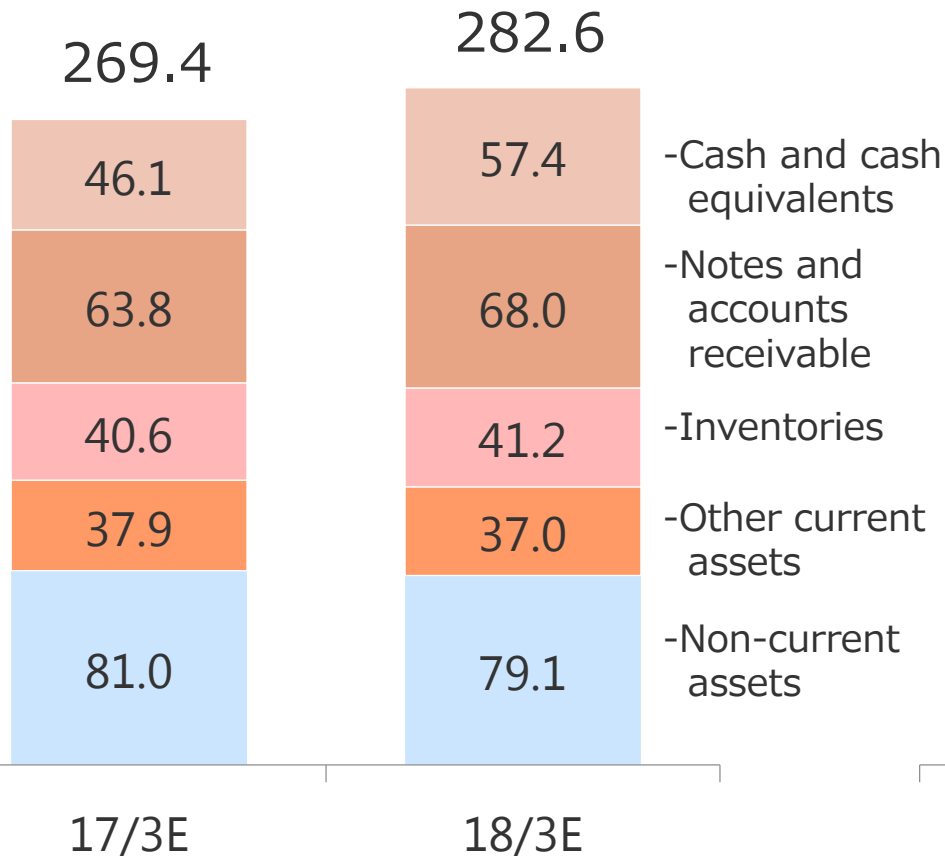


FY2017 Business Results by Segment

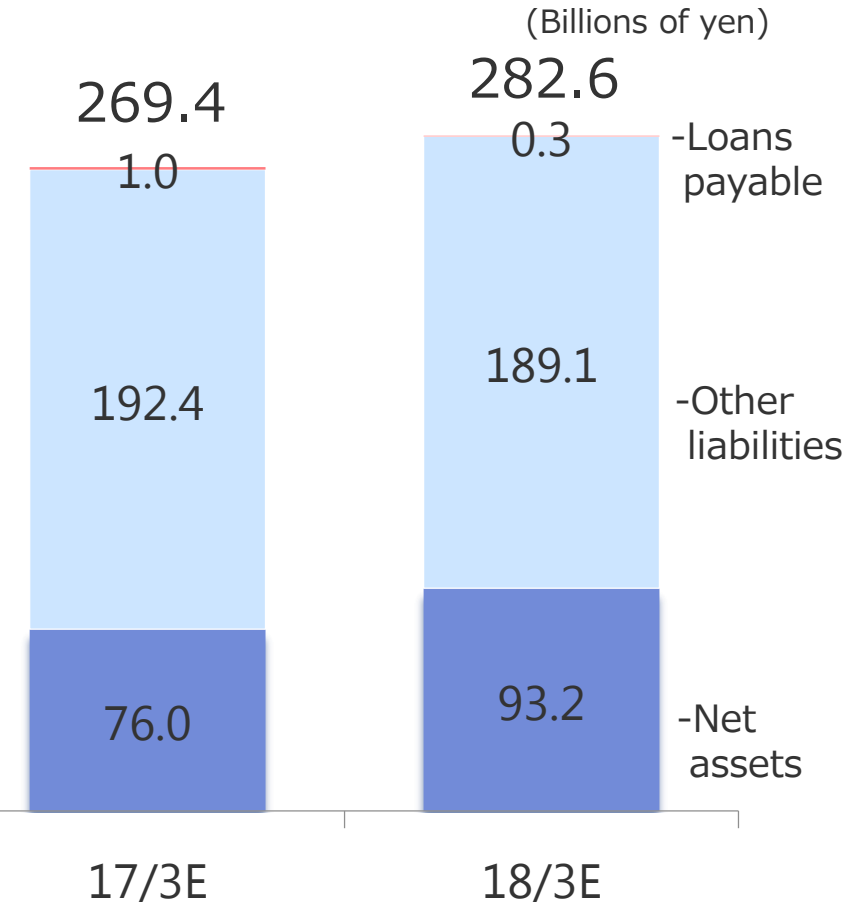
	(Billions of Yen)	FY2017	FY2017	FY2016	Difference	
		Actual	Forecast	Actual	vs. FY2017 Forecast	vs. FY2016 Actual
Retail Solutions Business Group	Net Sales	324.5	314.0	320.8	+10.5	+3.7
	Operating Income (Rate of Sales)	17.3 (5.3%)	12.5 (4.0%)	11.3 (3.5%)	+4.8	+6.0
Printing Solutions Business Group	Net Sales	200.0	203.0	189.1	△3.0	+10.8
	Operating Income (Rate of Sales)	7.3 (3.6%)	7.5 (3.7%)	3.4 (1.8%)	△0.2	+3.9
Consolidated Total	Net Sales	513.3	505.0	497.6	+8.3	+15.7
	Operating Income (Rate of Sales)	24.5 (4.8%)	20.0 (4.0%)	14.6 (2.9%)	+4.5	+9.9

FY2017(18/3E) Balance Sheet

Assets



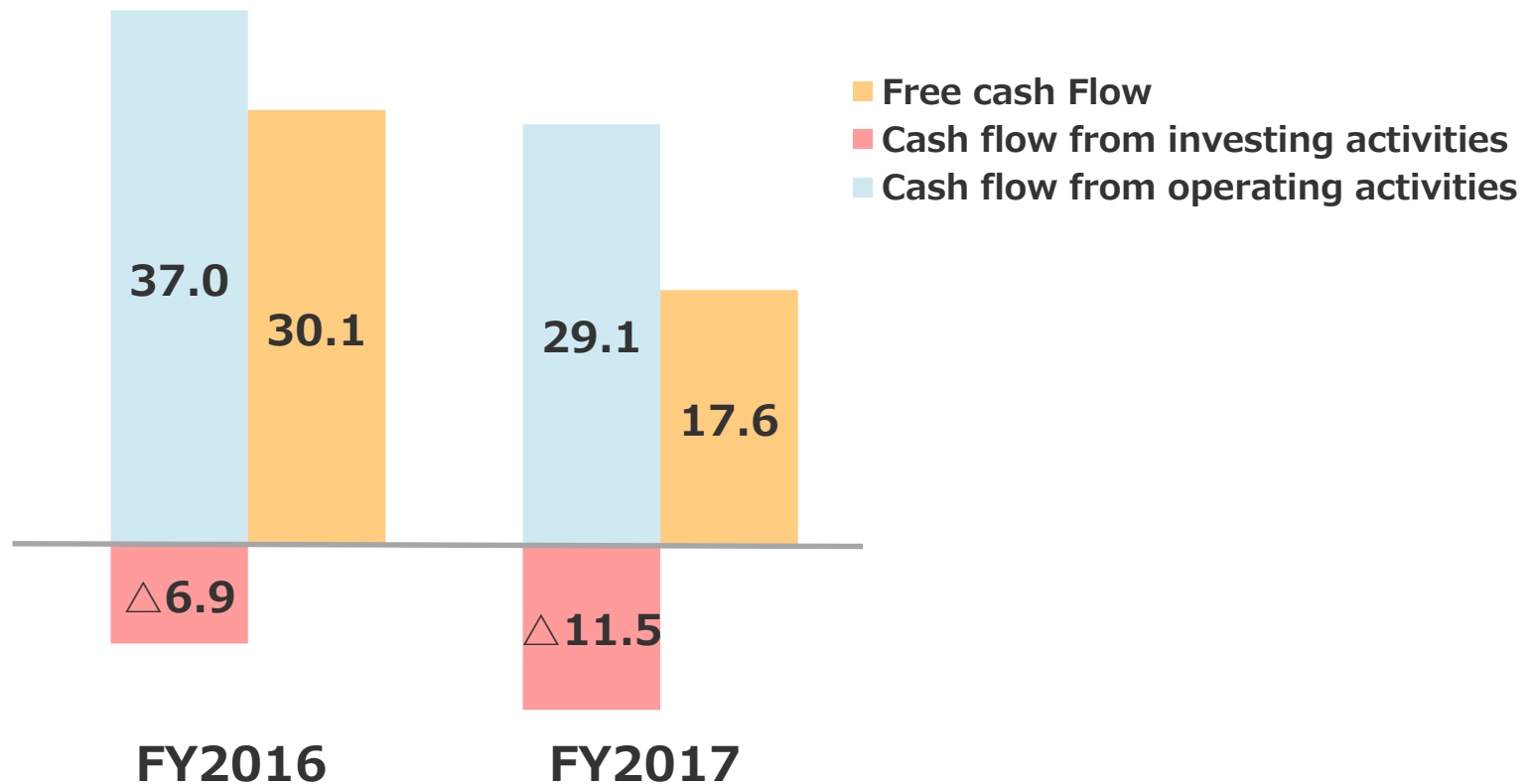
Liabilities and Net Assets



The equity ratio improved significantly due to higher profitability

FY2017 Cash Flows

(Billions of yen)



Maintained a positive free cash flow due to good business performance

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FY2018 Forecast, Overall

(Billions of Yen)		FY2018 Forecast	FY2017 Actual	Difference vs. FY2017
Net Sales		500.0	513.3	△13.3
Operating Income (Rate of sales)		18.0 (3.6%)	24.5 (4.8%)	△6.5
Ordinary Income (Rate of sales)		15.0 (3.0%)	22.8 (4.4%)	△7.8
Net Income Attributable to Owners of Parent (Rate of sales)		8.0 (1.6%)	17.5 (3.4%)	△9.5
Foreign currency exchange rate(Yen)	US\$	110.00	111.21	△1.21
	EUR	130.00	129.34	+0.66

FY2018 Forecast by Segment

	(Billions of yen)	FY2018 Forecast	FY2017 Actual	Difference vs. FY2017
Retail Solutions Business Group	Net Sales	303.0	324.5	△21.5
	Operating Income	8.5	17.3	△8.8
	(Rate of Sales)	(2.8%)	(5.3%)	
Printing Solutions Business Group	Net Sales	209.0	200.0	+9.0
	Operating Income	9.5	7.3	+2.2
	(Rate of Sales)	(4.5%)	(3.6%)	
Consolidated Total	Net Sales	500.0	513.3	△13.3
	Operating Income	18.0	24.5	△6.5
	(Rate of Sales)	(3.6%)	(4.8%)	

Appendix

FY2018 Forecast: Impact of Currency Exchange Rate

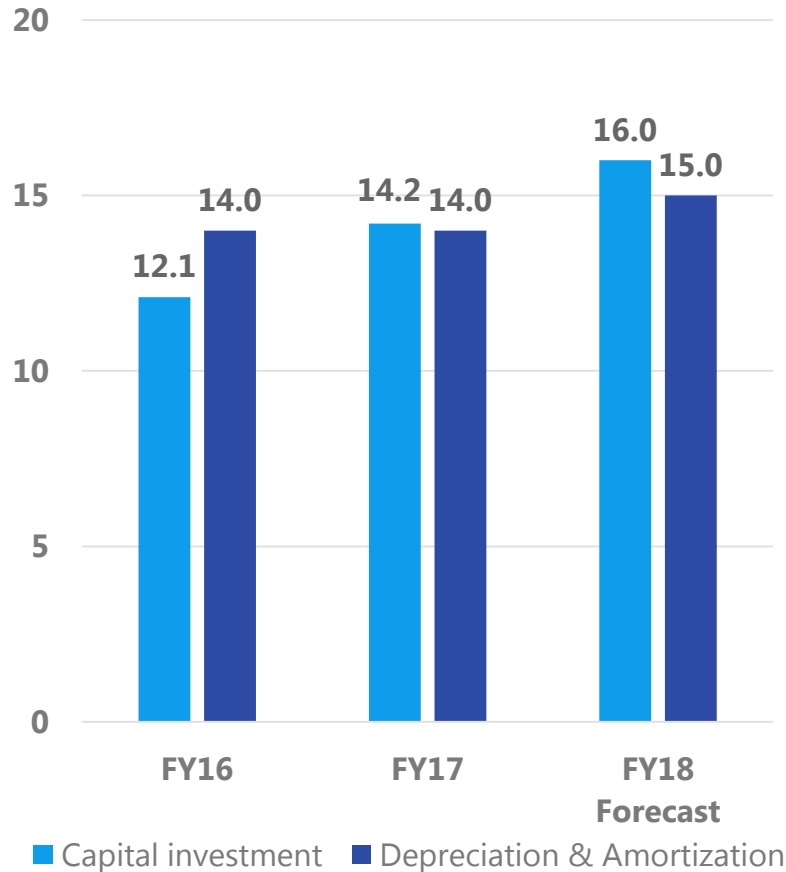
	Premise Rate	Effect of depreciation by 1 yen (Annual)	
	FY2018	Sales	O/I
US\$	110 yen	+1.8 billion yen	△0.0 billion yen
EUR	130 yen	+0.5 billion yen	+0.2 billion yen

FY2018 Forecast:

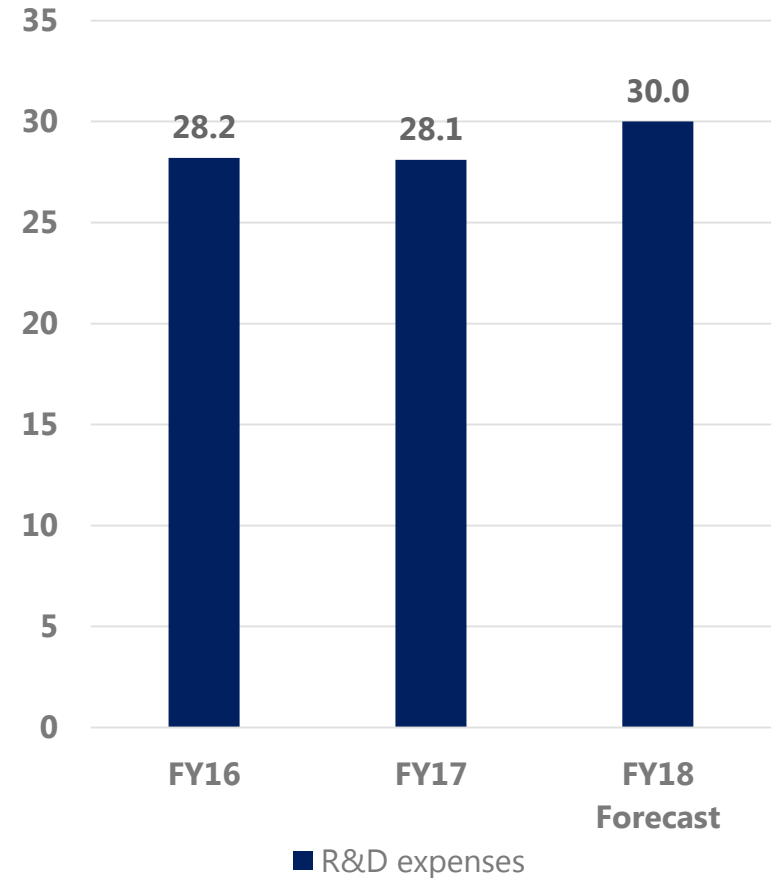
Capital investment, depreciation and amortization, R&D expenses

(Billions of yen)

Capital investment , Depreciation and Amortization



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.

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