

TOSHIBA

FY2023 First Six Months Consolidated Business Results

Toshiba Tec Corporation

Nov 13, 2023

Contents

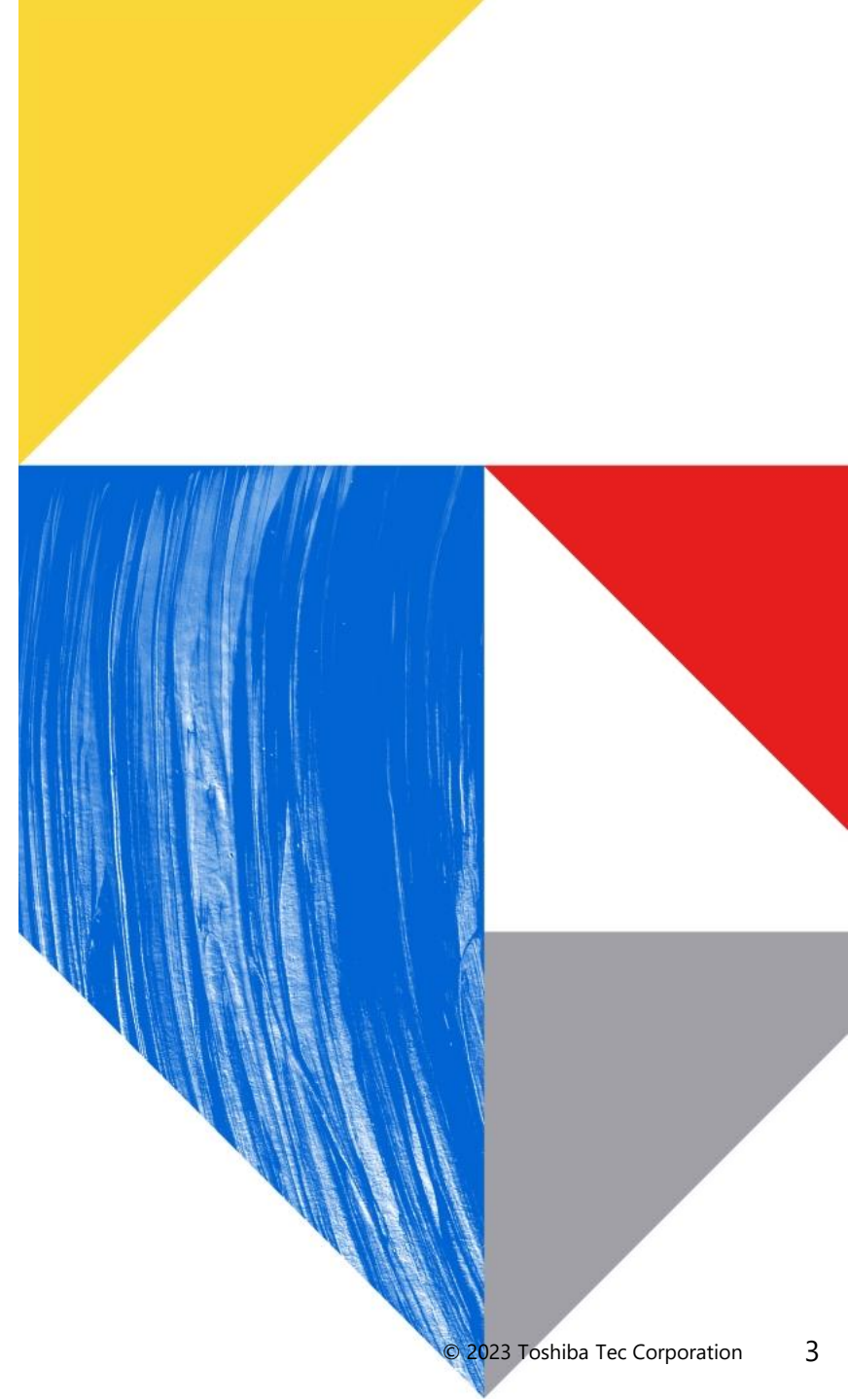
01 Key Messages

**02 FY2023 First Six Months
Consolidated Business Results**

03 FY2023 Forecast

01

Key Messages



Key Messages

Operating profit for the 1st half of FY2023 remained the same level as the same period of FY2022

Operating profit for the 2Q increased 3.3 billion yen from the 1Q

Strong performance by domestic retail business and workplace business in the 2Q

Operating profit attributable to owners of parent for the 1st half of FY2023 increased by 8.5 billion yen versus the same period last year

The profit increased due to the absence of the one-time deteriorating impact of extraordinary losses

Positive free cash flow was secured in the 1st half of FY2023

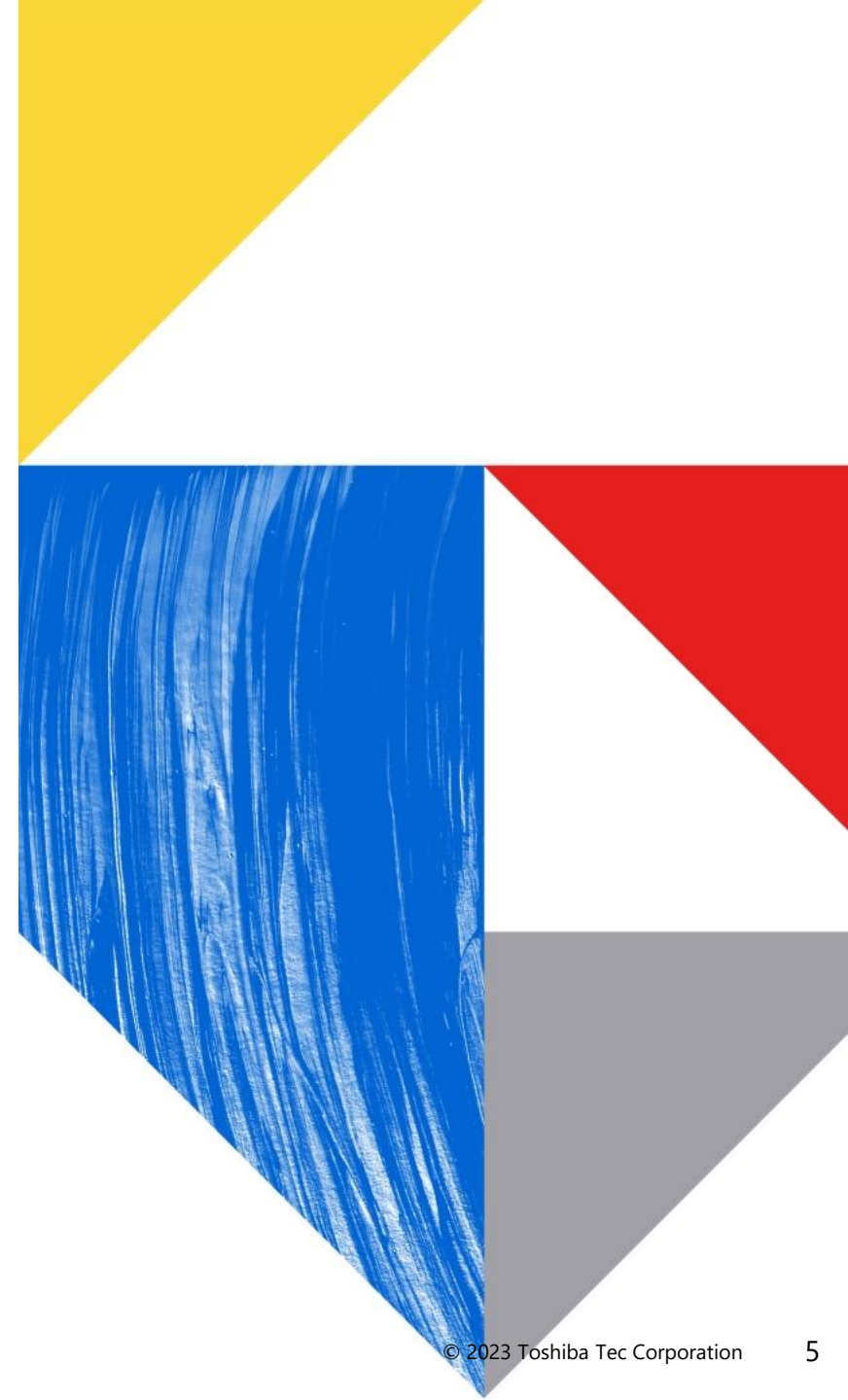
Free cash flow turned positive due to improved efficiency of internal funds and working capital despite temporary deteriorating factors

The purchase of treasury shares was completed upon completion of the Tender Offer

2,444,293 shares were purchased. Estimated EPS has improved as planned by the purchase of treasury shares (purchase price of shares is 8.7 billion yen) .

02

FY2023 First Six Months Consolidated Business Results



FY2023/1H Business Results (Consolidated)

(Billions of yen)

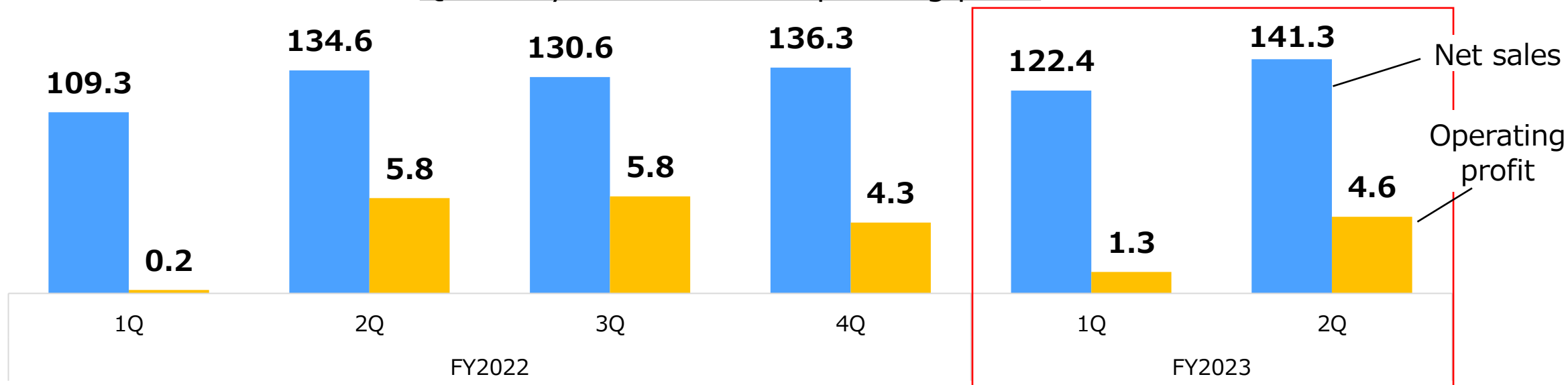
		FY2023/1H Actual	FY2022/1H Actual	Difference vs FY2022/1H
Net Sales		263.6	243.9	+19.8
Operating Profit		5.9	6.0	△0.0
	(Rate of sales)	(2.2%)	(2.4%)	
Ordinary Profit		3.7	2.8	+0.9
	(Rate of sales)	(1.4%)	(1.1%)	
Profit/loss Attributable to Owners of Parent		2.2	△6.4	+8.5
	(Rate of sales)	(0.8%)	(-%)	
Dividends		20Yen	20Yen	-
Foreign Currency	US\$	139.93	131.59	+8.34
Exchange Rate (Yen)	EUR	152.78	138.21	+14.57

FY2023/1H Business Results (Quarterly)

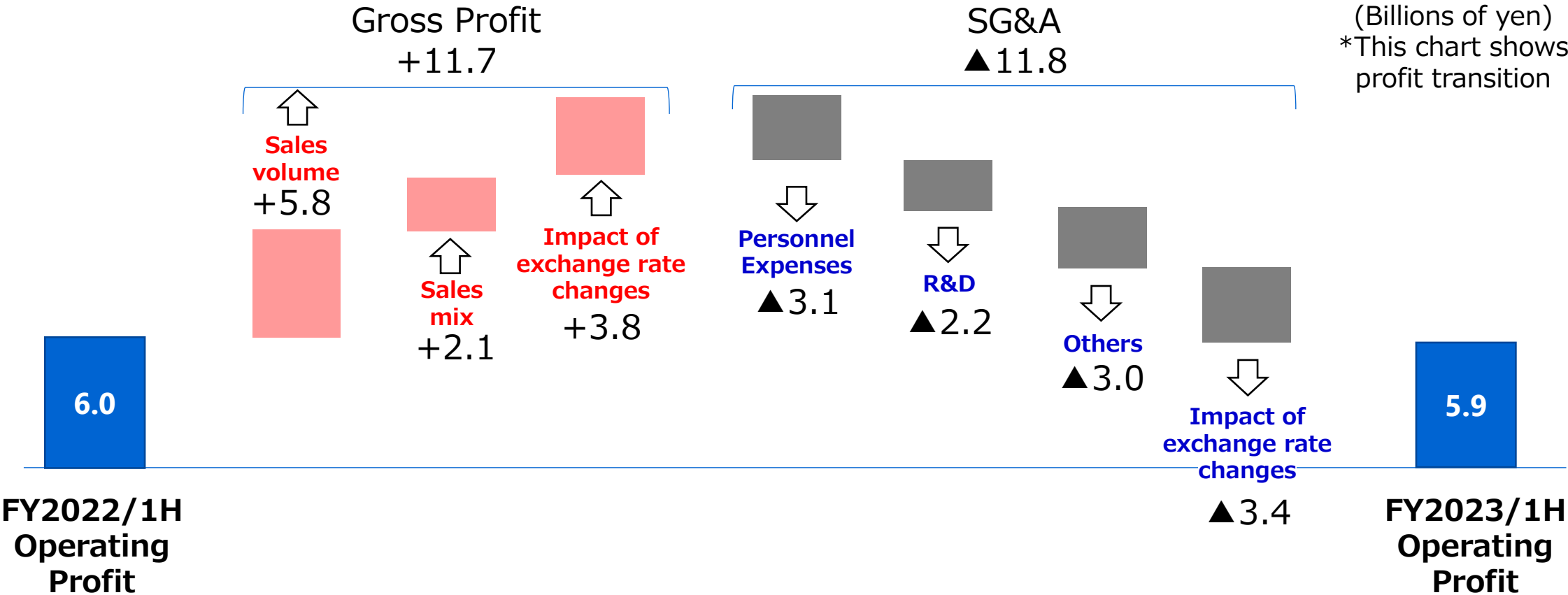
(Billions of yen)

	FY2023/1Q Actual	FY2023/2Q Actual	FY2023/1H Actual
Net Sales	122.4	141.3	263.6
Operating Profit (Rate of sales)	1.3 (1.1%)	4.6 (3.3%)	5.9 (2.2%)

Quarterly net sales and operating profit



Operating Profit Analysis

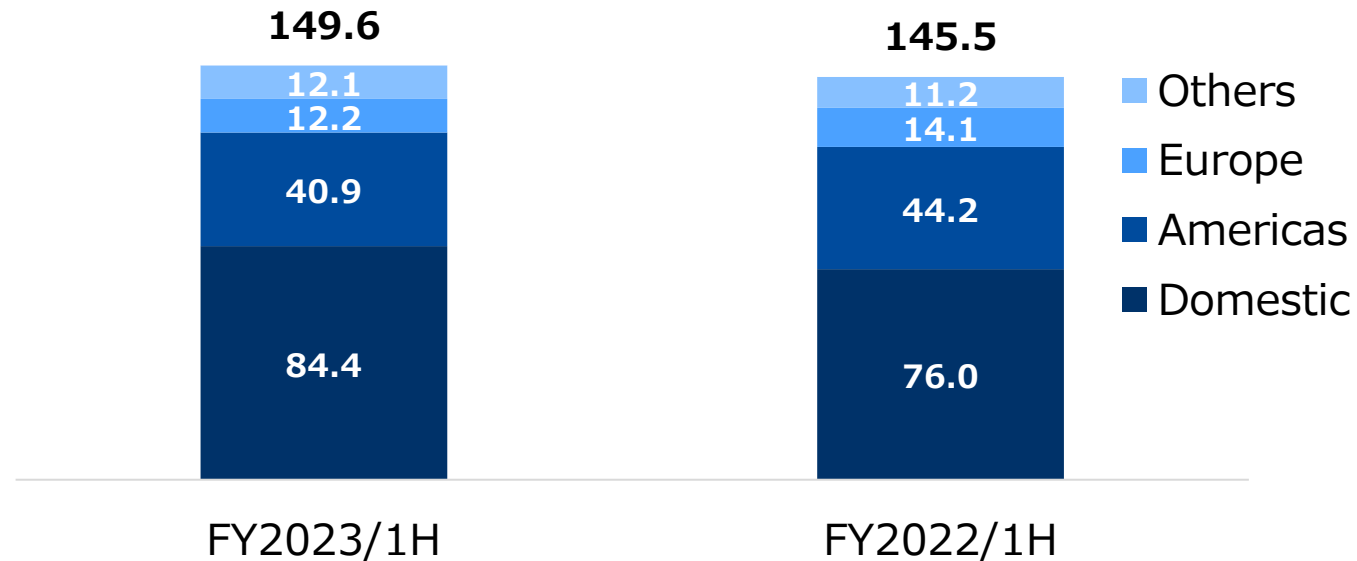


FY2023/1H Business Results by Segment

(Billions of yen)

	FY2023/1H Actual	FY2022/1H Actual	Difference vs FY2022/1H
Retail Solutions Business Group			
Net Sales	149.6	145.5	+4.2
Operating Profit	0.9	4.9	△4.0
(Rate of sales)	(0.6%)	(3.3%)	

Sales by regions

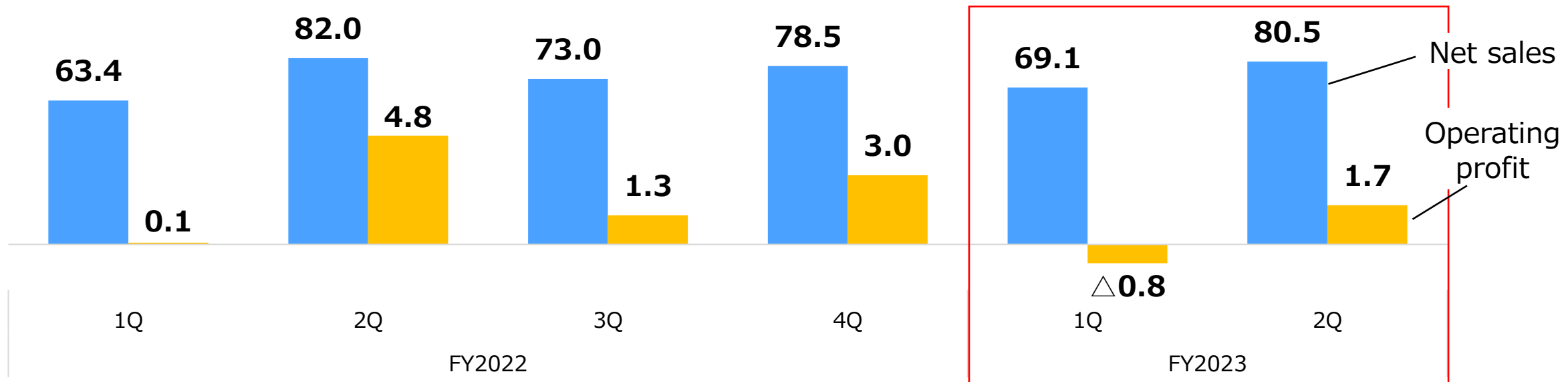


FY2023/1H Business Results by Segment (Quarterly)

(Billions of yen)

	FY2023/1Q Actual	FY2023/2Q Actual	FY2023/1H Actual
Retail Solutions Business Group			
Net Sales	69.1	80.5	149.6
Operating Profit	△0.8	1.7	0.9
(Rate of sales)	(-%)	(2.1%)	(0.6%)

Quarterly net sales and operating profit

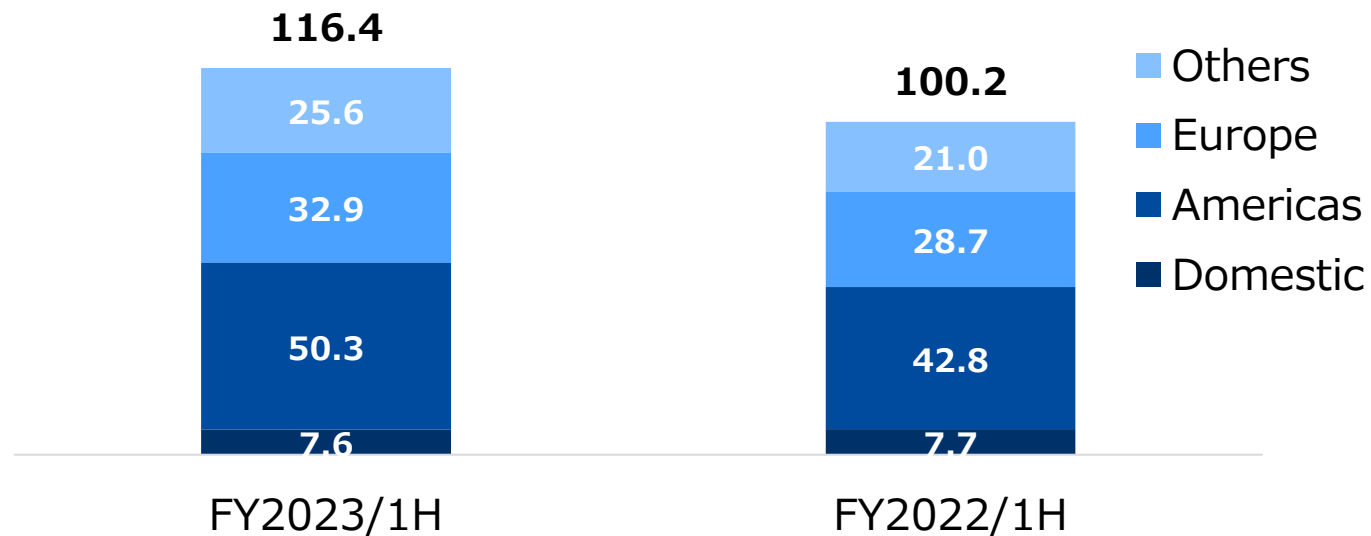


FY2023/1H Business Results by Segment

(Billions of yen)

		FY2023/1H Actual	FY2022/1H Actual	Difference vs FY2022/1H
Workplace Solutions Business Group	Net Sales	116.4	100.2	+16.2
	Operating Profit <small>(Rate of sales)</small>	5.0 <small>(4.3%)</small>	1.1 <small>(1.1%)</small>	+3.9

Sales by regions

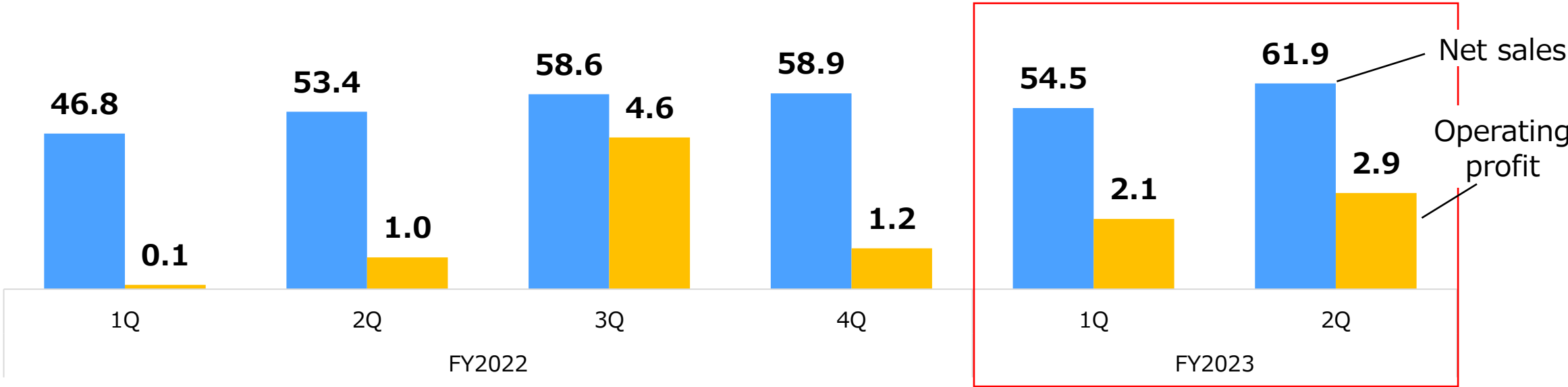


FY2023/1H Business Results by Segment (Quarterly)

(Billions of yen)

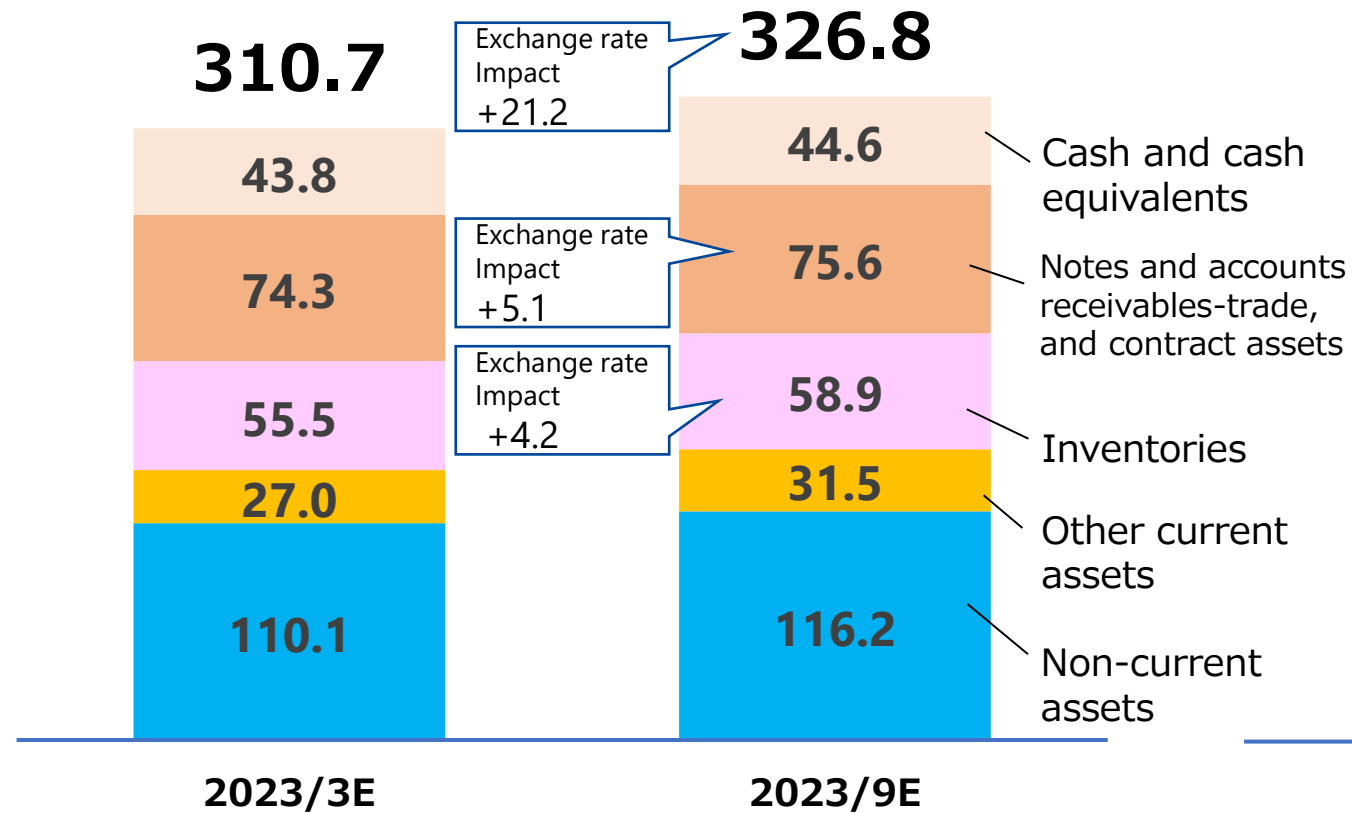
		FY2023/1Q Actual	FY2023/2Q Actual	FY2023/1H Actual
Workplace Solutions Business Group	Net Sales	54.5	61.9	116.4
	Operating Profit (Rate of sales)	2.1 (3.9%)	2.9 (4.7%)	5.0 (4.3%)

Quarterly net sales and operating profit

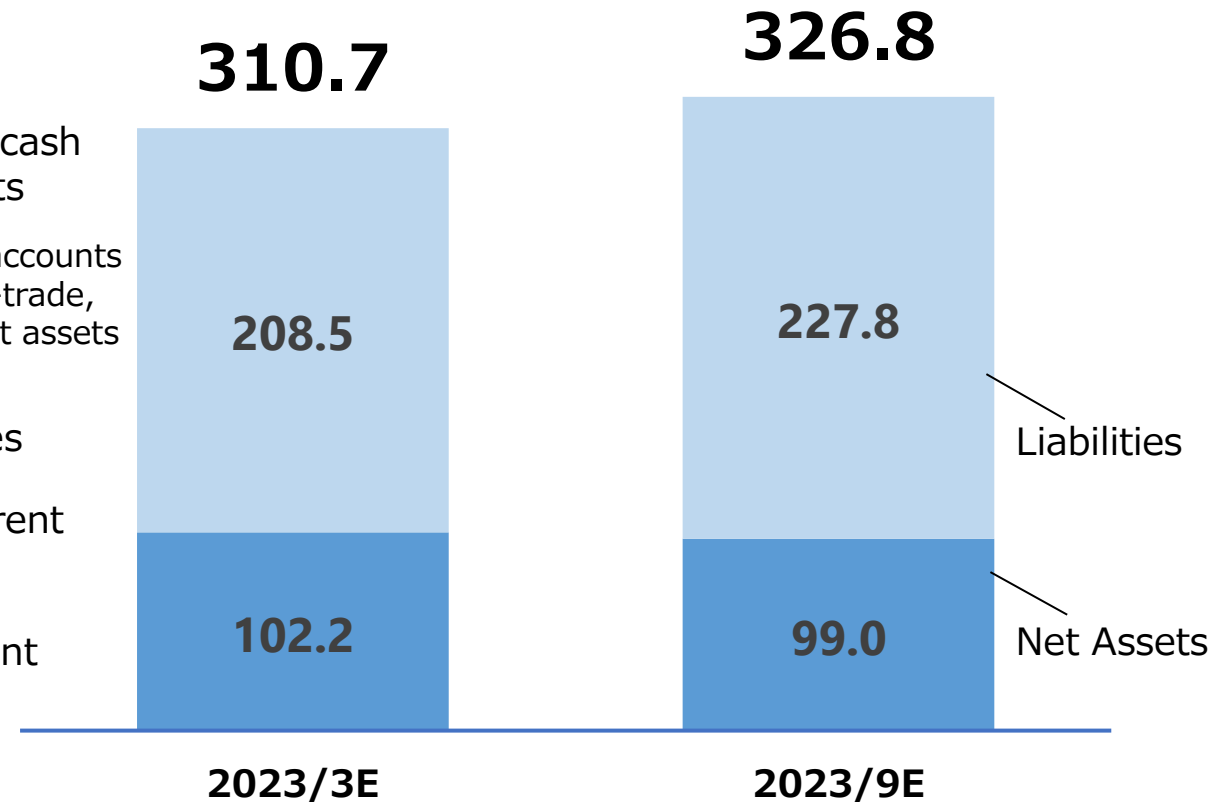


Balance Sheet

Assets

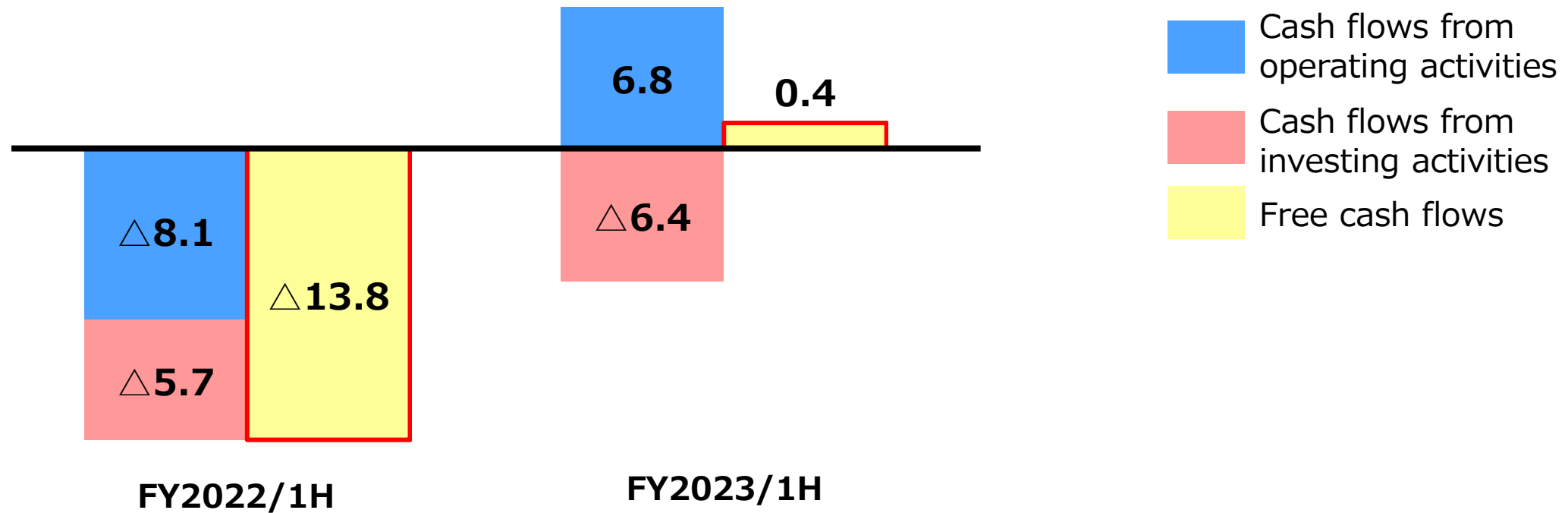


Liabilities and Net Assets (Billions of yen)



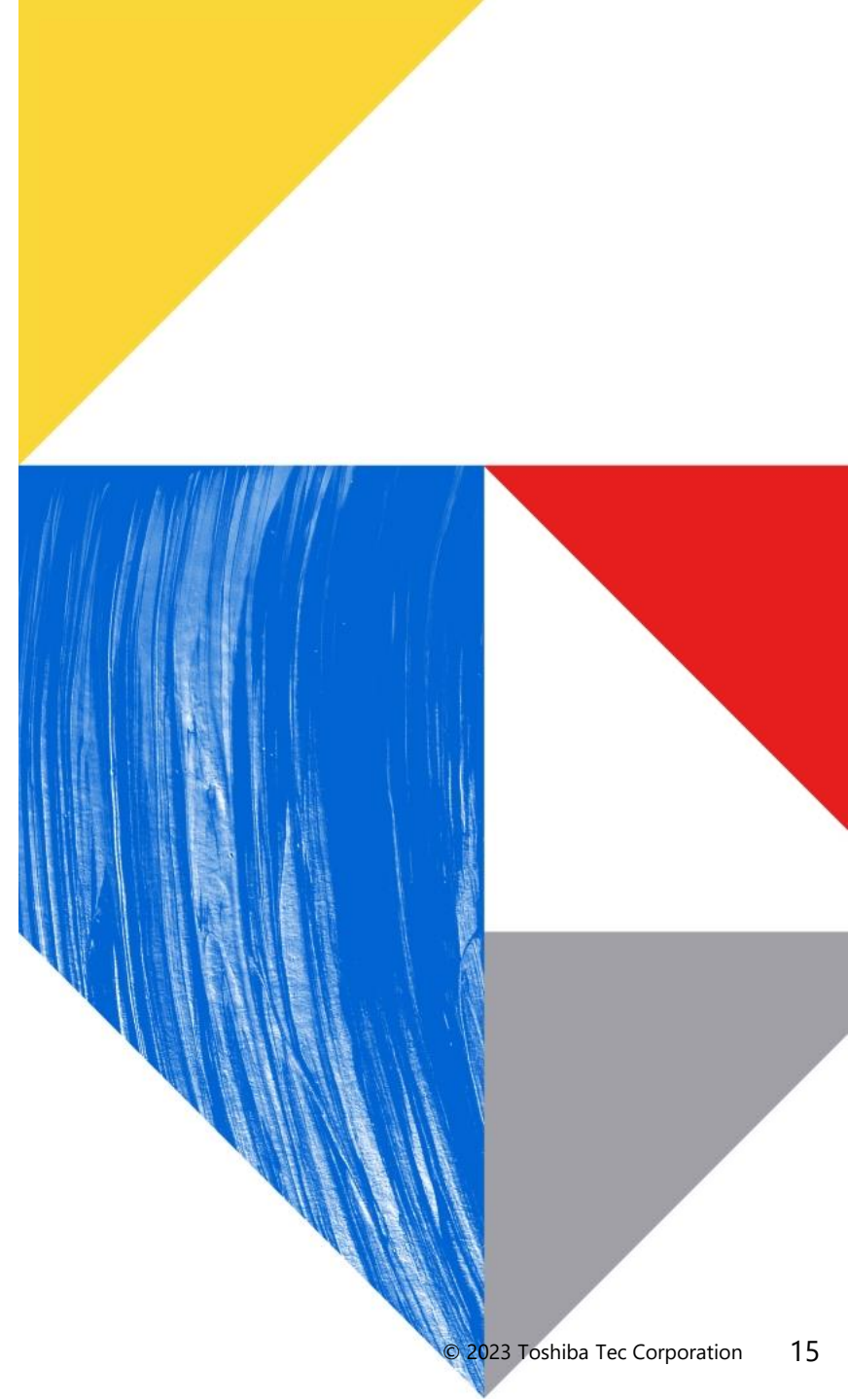
FY2023/1H Cash Flows

(Billions of yen)



03

FY2023 Forecast



FY2023 Forecast (Consolidated)

(Billions of yen)

	FY2023 Forecast	FY2023 Prev. Forecast (Aug 7)	FY2022 Actual	Difference		
				vs Prev. Forecast	vs FY2022 Actual	
Net Sales	540.0	530.0	510.8	+10.0	+29.2	
Operating Profit (Rate of sales)	18.0 (3.3%)	18.0 (3.4%)	16.1 (3.1%)	-	+1.9	
Ordinary Profit (Rate of sales)	15.0 (2.8%)	15.0 (2.8%)	13.1 (2.6%)	-	+1.9	
Profit/loss Attributable to Owners of Parent (Rate of sales)	7.0 (1.3%)	7.0 (1.3%)	△13.7 (-%)	-	+20.7	
Dividends	45Yen	45Yen	40Yen	-	+5Yen	
Foreign Currency Exchange Rate (Yen)	US\$ EUR	140.78* 151.24*	132.71 143.46	135.11 140.86	+8.07 +7.78	+5.67 +10.38

*Foreign currency exchange rates of FY2023/2H forecast are US\$=140.00 yen, EUR=148.00 yen.

FY2023 Forecast by Segment

(Billions of yen)


		FY2023	FY2023	FY2022	Difference	
		Forecast	Prev. Forecast (Aug 7)	Actual	vs Prev. Forecast	vs FY2022 Actual
Retail Solutions Business Group	Net Sales	310.0	310.0	297.0	-	+13.1
	Operating Profit (Rate of sales)	9.0 (2.9%)	11.0 (3.5%)	9.2 (3.1%)	△2.0	△0.2
Workplace Solutions Business Group	Net Sales	235.0	226.0	217.7	+9.0	+17.3
	Operating Profit (Rate of sales)	9.0 (3.8%)	7.0 (3.1%)	6.9 (3.2%)	+2.0	+2.1

Membership of "Smart Receipt[®]" electronic receipt service exceeded 1.5 million!

News Release **TOSHIBA**

2023年10月2日
東芝テック株式会社
東芝データ株式会社

電子レシートサービス「スマートレシート[®]」
会員数 150 万人を突破!



「スマートレシート[®]」は、会計時に通常は紙で提供される購入商品の明細レシートを電子化し、電子レシートセンターでデータとして管理、提供するサービスです。利用者はスマートフォンからいつでも購入履歴の確認・管理ができ、買い物における利便性の向上につながるのと同時に、導入店舗では紙レシートの発行コストや環境負荷を低減することが可能です。2022年10月に会員数が100万人を超えて以降約1年間で会員数が1.5倍に増加し、幅広い支持を受けています。

東芝テックと東芝データは、今後も電子レシートサービス「スマートレシート[®]」を通じて新しい価値を創造し、お客様に提供していくとともに、資源節約、環境貢献にも取り組み、SDGsが目指す持続可能な社会の実現に一層貢献してまいります。

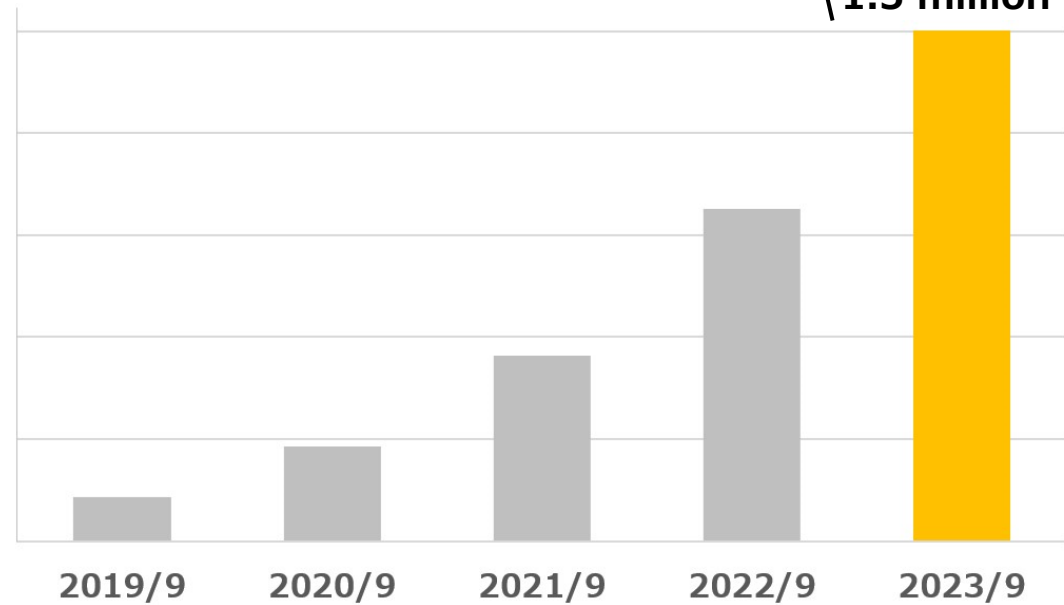
1

Membership has increased by 1.5 times in approximately 1 year since exceeding 1 million members in October 2022

Smart Receipt : Change in number of members

Exceeds
1.5 million !

1.5 million people
1.2 million people
900,000 people
600,000 people
300,000 people



Appendix

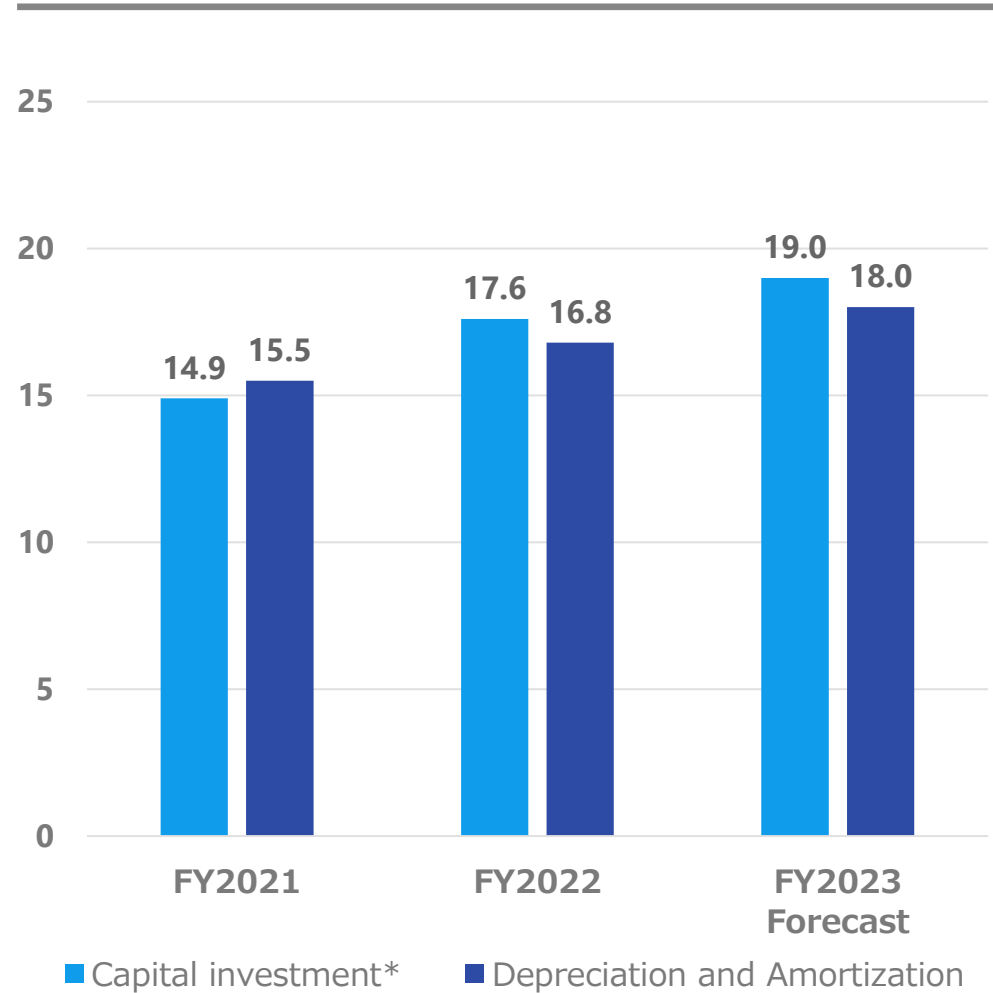
FY2023 Forecast : Impact of Currency Exchange Rate

	Premise Rate	Effect of depreciation by 1 yen	
	FY2023/2H	Net Sales (Annual)	Operating Profit (Annual)
US\$	140 yen	+1.7 billion yen	△0.1 billion yen
EUR	148 yen	+0.4 billion yen	+0.2 billion yen

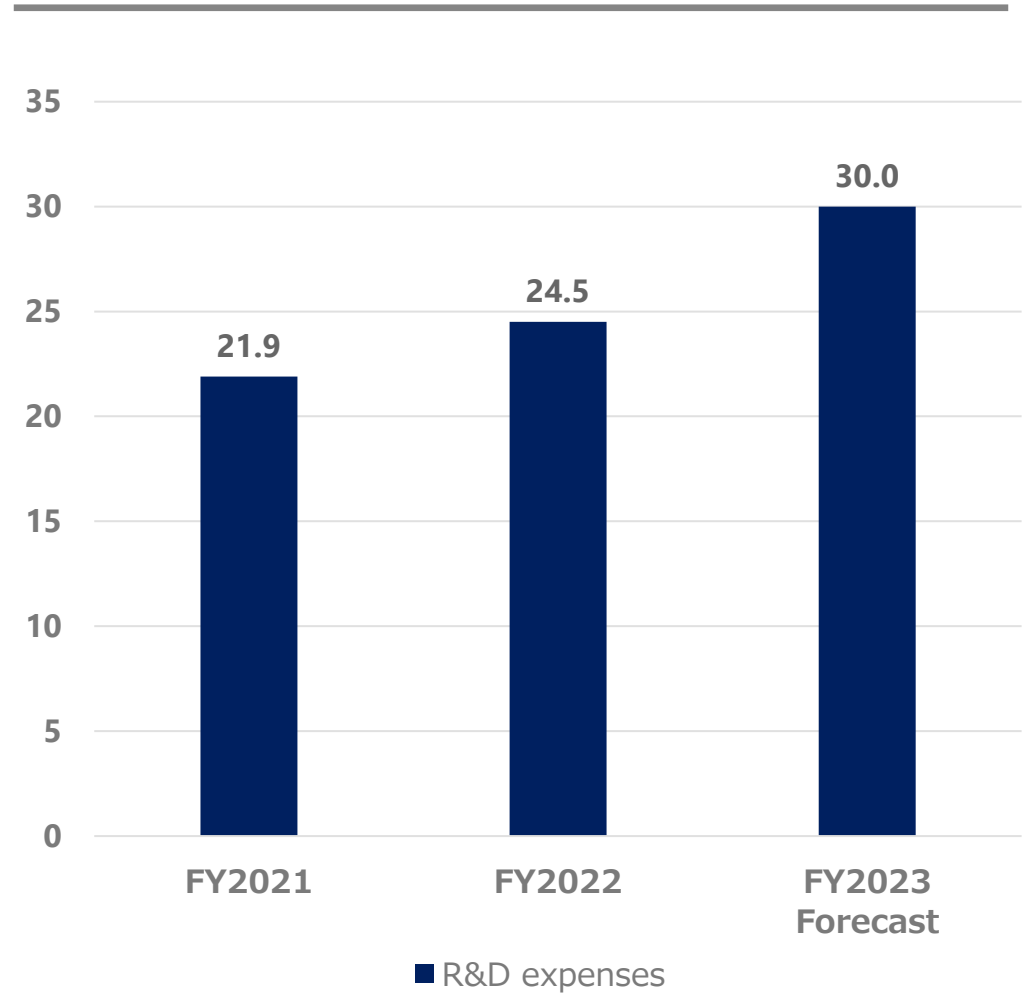
FY2023 Forecast: Capital investment*, Depreciation and Amortization, R&D expenses

(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

