

TOSHIBA

FY2020 Consolidated Business Results

Toshiba Tec Corporation

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01

Key Messages



Key Messages

Business performance rose remarkably in the second half of FY2020 over the first half

- Operating profit improved by approximately 10 billion yen due to increased sales, structural reform, and thorough cost management.
(Increase and improvement in operating profit: Retail Solutions Business group 2.3 billion yen, Printing Solutions Business group 7.9 billion yen)

Overseas retail solutions business improved significantly

- Operating profit improved by approximately 7.5 billion yen year-on-year due to reductions in fixed costs and increased sales of high value-added products.

Structural reform

- The profit structure of the overseas businesses has improved due to the effects of structural reform and the strengthening of cost management. We will continue to consider measures to improve mid-term profits.

The year-end dividend for FY2020 is 20 yen

- The year-end dividend for FY2020 is increased by 10 yen due to improved business performance.

02

FY2020 Consolidated Business Results



FY2020 Business Results (Consolidated)

(Billions of yen)

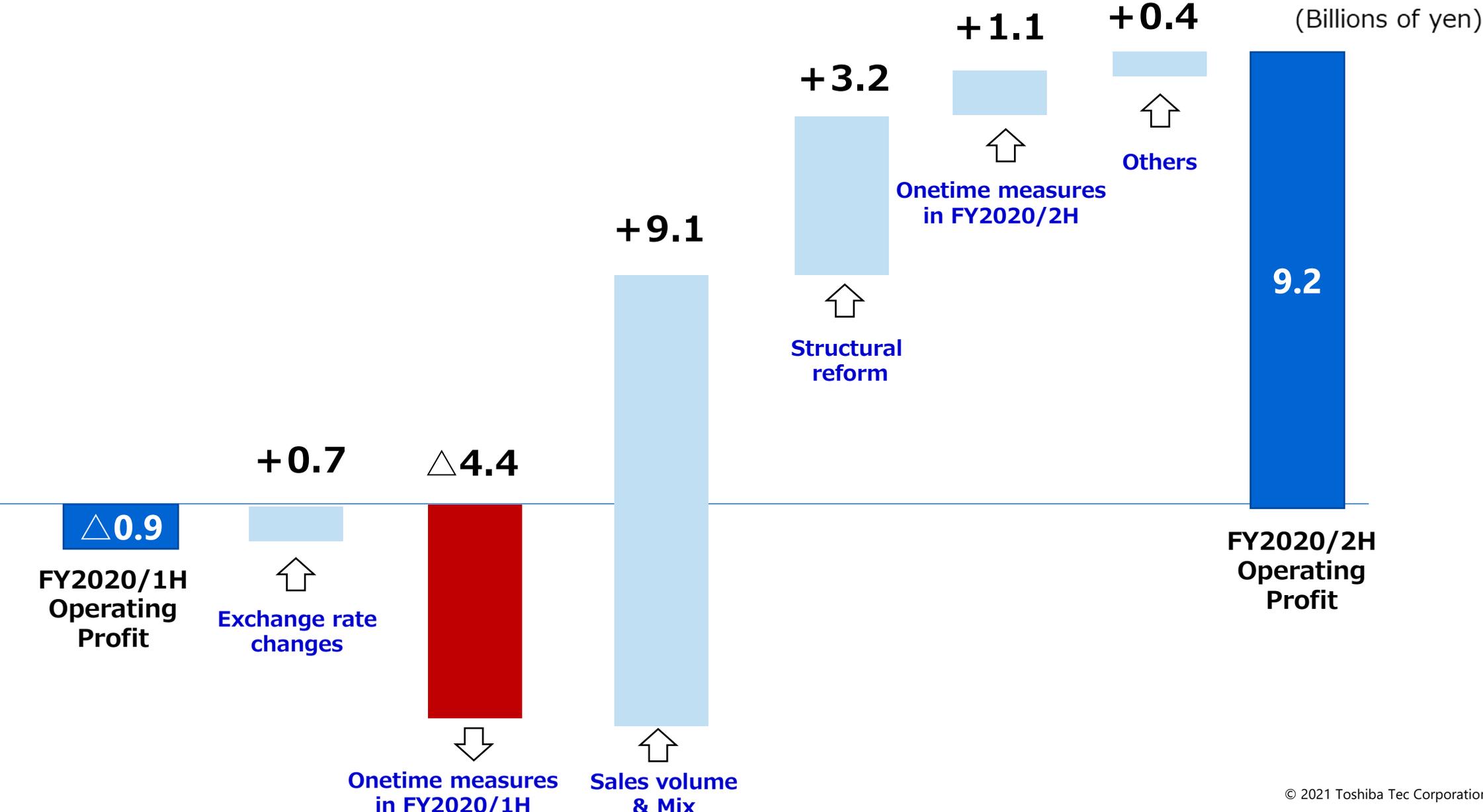
		FY2020/1H Actual	FY2020/2H Actual	FY2019/2H Actual	Difference vs FY2019/2H Actual
Net Sales		191.7	214.0	233.9	△19.9
Operating Profit		△0.9	9.2	3.8	+5.4
	(Rate of sales)	(-%)	(4.3%)	(1.6%)	
Ordinary Profit		△1.4	8.6	1.9	+6.7
	(Rate of sales)	(-%)	(4.0%)	(0.8%)	
Profit Attributable to Owners of Parent		△7.0	14.1	△4.2	+18.3
	(Rate of sales)	(-%)	(6.6%)	(-%)	
Foreign currency exchange rate (Yen)	US\$	106.81	104.76	109.07	△4.31
	EUR	120.89	125.55	120.54	+5.01

FY2020 Business Results (Consolidated)

(Billions of yen)

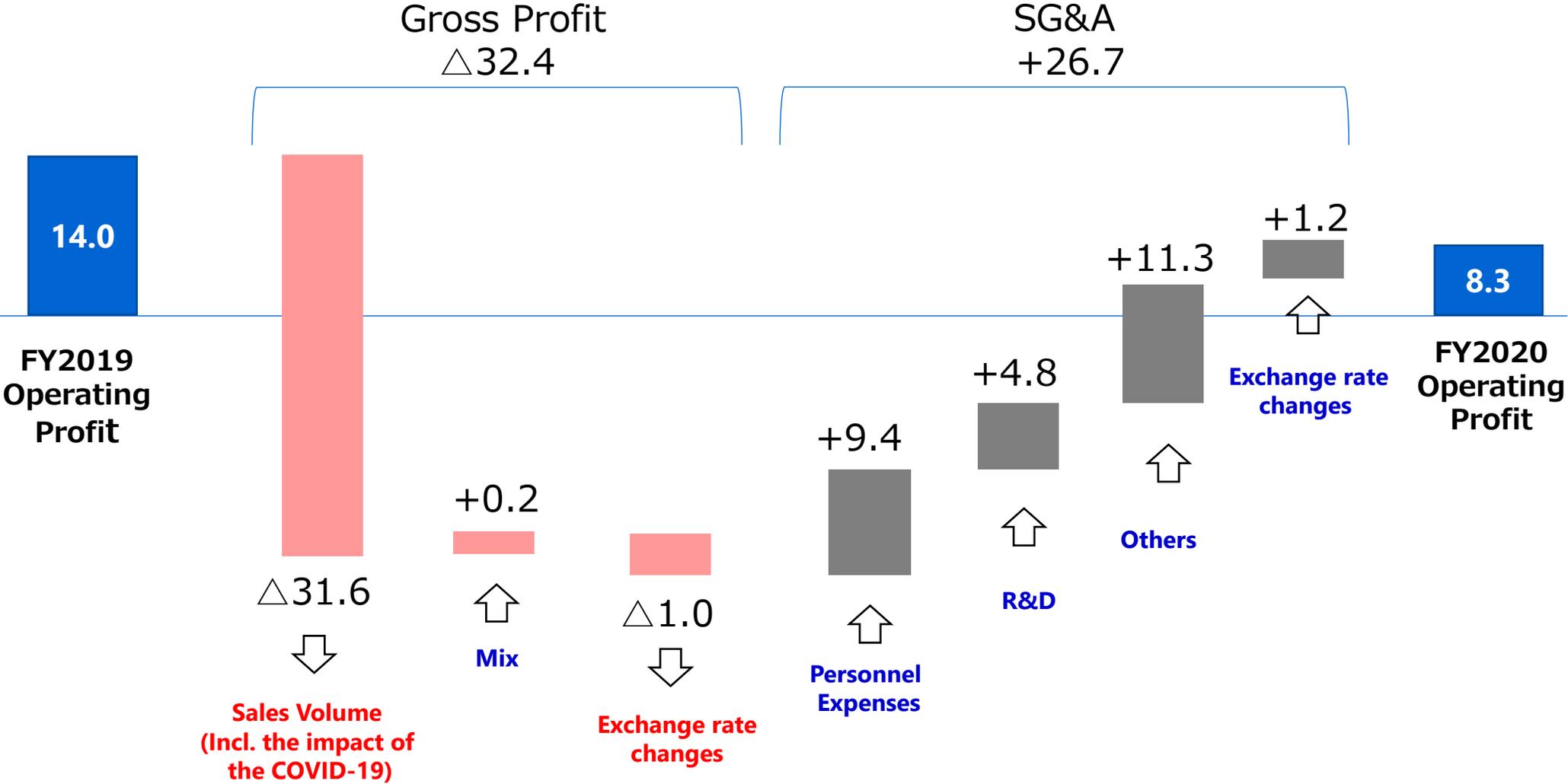
		FY2020 Actual	FY2020 Forecast	FY2019 Actual	Difference	
					vs FY2020 Forecast	vs FY2019 Actual
Net Sales		405.7	400.0	483.8	+5.7	△78.1
Operating Profit (Rate of sales)		8.3 (2.0%)	10.0 (2.5%)	14.0 (2.9%)	△1.7	△5.7
Ordinary Profit (Rate of sales)		7.2 (1.8%)	7.0 (1.8%)	11.6 (2.4%)	+0.2	△4.4
Profit Attributable to Owners of Parent (Rate of sales)		7.1 (1.8%)	0.5 (0.1%)	3.7 (0.8%)	+6.6	+3.4
Foreign currency exchange rate (Yen)	US\$	105.79	105.98	109.13	△0.19	△3.34
	EUR	123.21	120.80	121.27	+2.41	+1.94

Operating Profit Analysis of FY2020



Operating Profit Analysis of FY2020

(Billions of yen)

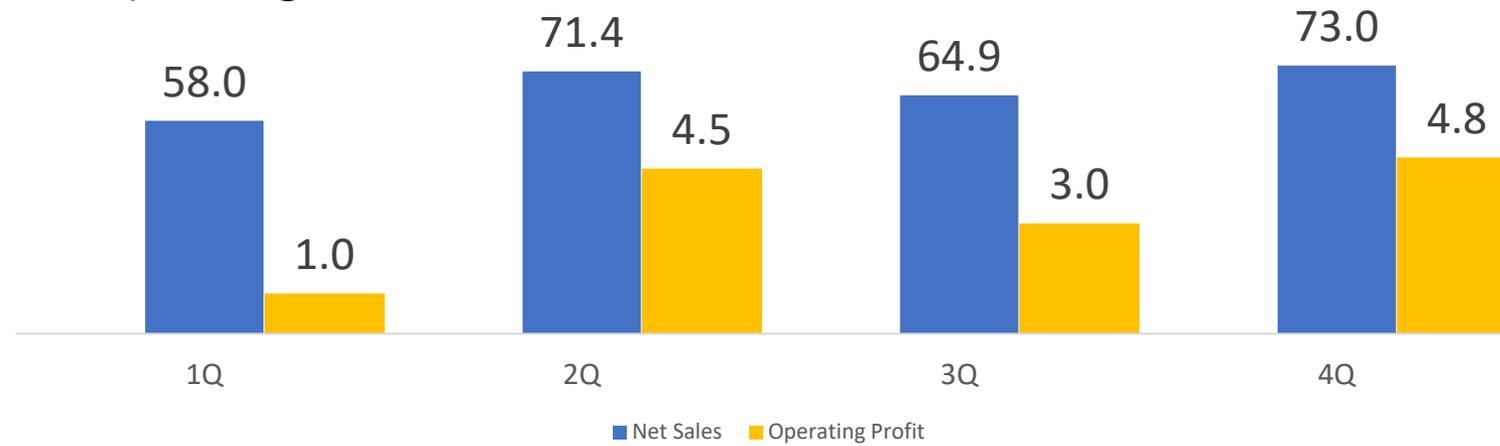


FY2020 Business Results by Segment

(Billions of yen)

	FY2020/1H Actual	FY2020/2H Actual	FY2019/2H Actual	Difference vs FY2019/2H Actual
Retail Solutions Business Group				
Net Sales	129.4	137.9	151.6	△13.7
Operating Profit (Rate of sales)	5.5 (4.3%)	7.8 (5.6%)	6.0 (3.9%)	+1.8

Quarterly Net Sales / Operating Profit

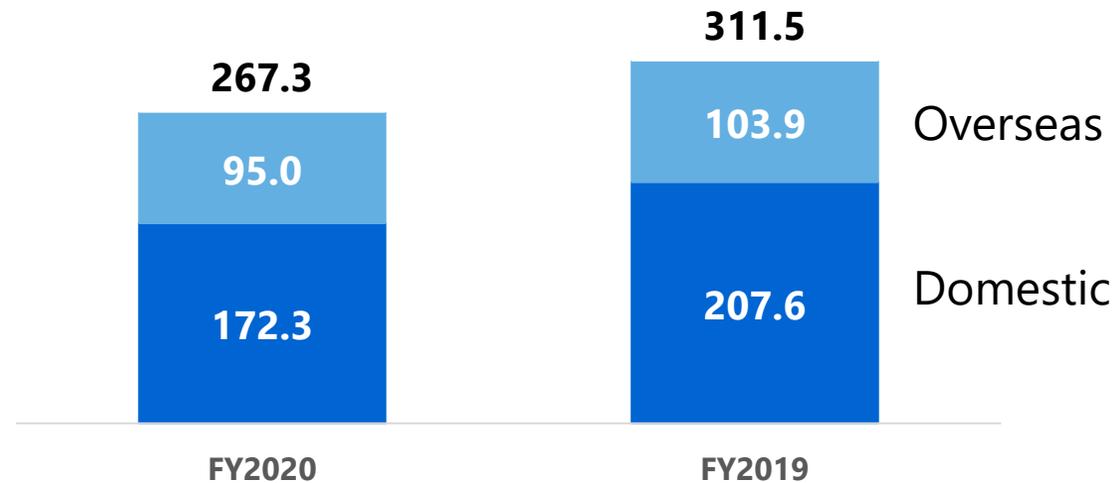


FY2020

FY2020 Business Results by Segment

(Billions of yen)

		FY2020	FY2020	FY2019	Difference	
		Actual	Forecast	Actual	vs FY2020 Forecast	vs FY2019 Actual
Retail Solutions Business Group	Net Sales	267.3	265.0	311.5	+2.3	△44.2
	Operating Profit (Rate of sales)	13.3 (5.0%)	13.0 (4.9%)	14.3 (4.6%)	+0.3	△1.0



FY2020 Business Results by Segment

(Billions of yen)

	FY2020/1H Actual	FY2020/2H Actual	FY2019/2H Actual	Difference vs FY2019/2H Actual
Printing Solutions Business Group				
Net Sales	65.5	79.7	85.8	△6.1
Operating Profit (Rate of sales)	△6.5 (-%)	1.4 (1.8%)	△2.1 (-%)	+3.5

Quarterly Net Sales / Operating Profit

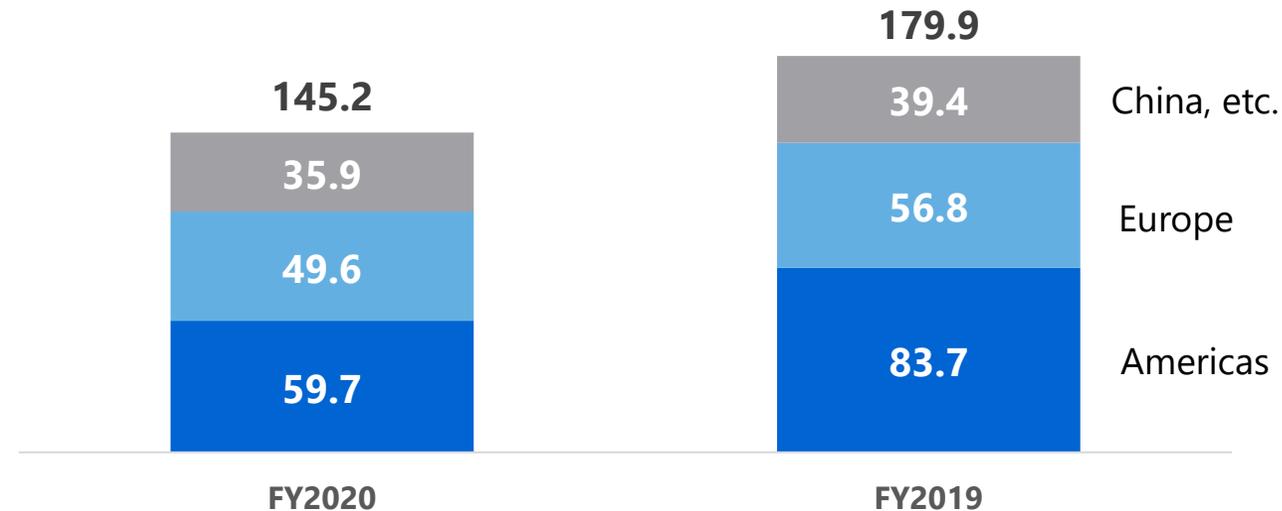


FY2020

FY2020 Business Results by Segment

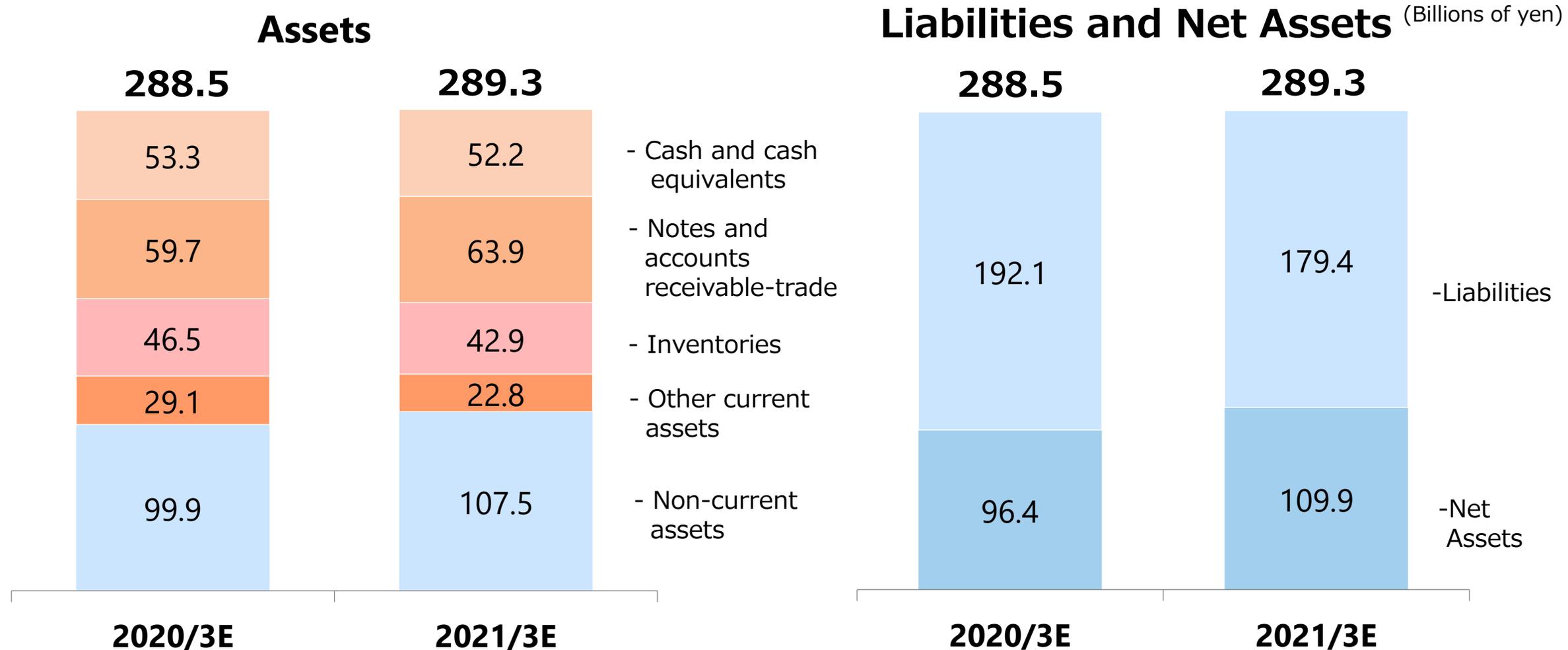
(Billions of yen)

		FY2020	FY2020	FY2019	Difference	
		Actual	Forecast	Actual	vs FY2020 Forecast	vs FY2019 Actual
Printing Solutions Business Group	Net Sales	145.2	143.0	179.9	+2.2	△34.7
	Operating Profit (Rate of sales)	△5.1 (-%)	△3.0 (-%)	△0.4 (-%)	△2.1	△4.7



Balance Sheet

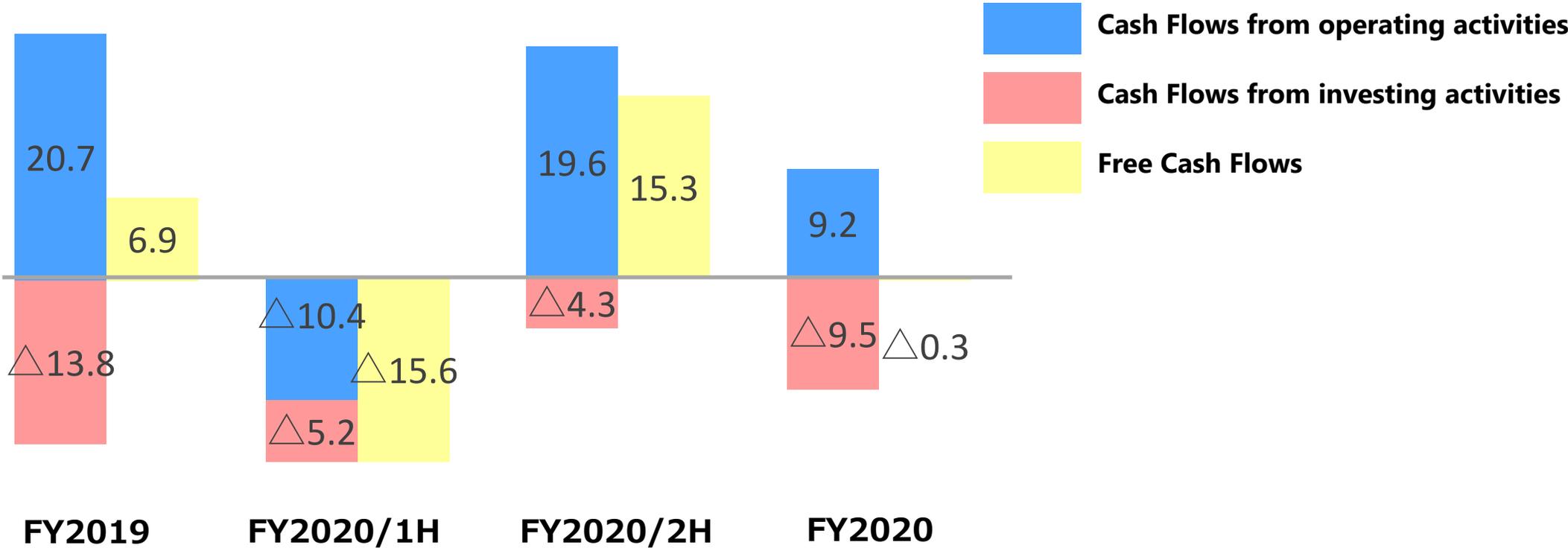
Net assets increased due to the recovery of business results in the second half.



Cash Flows

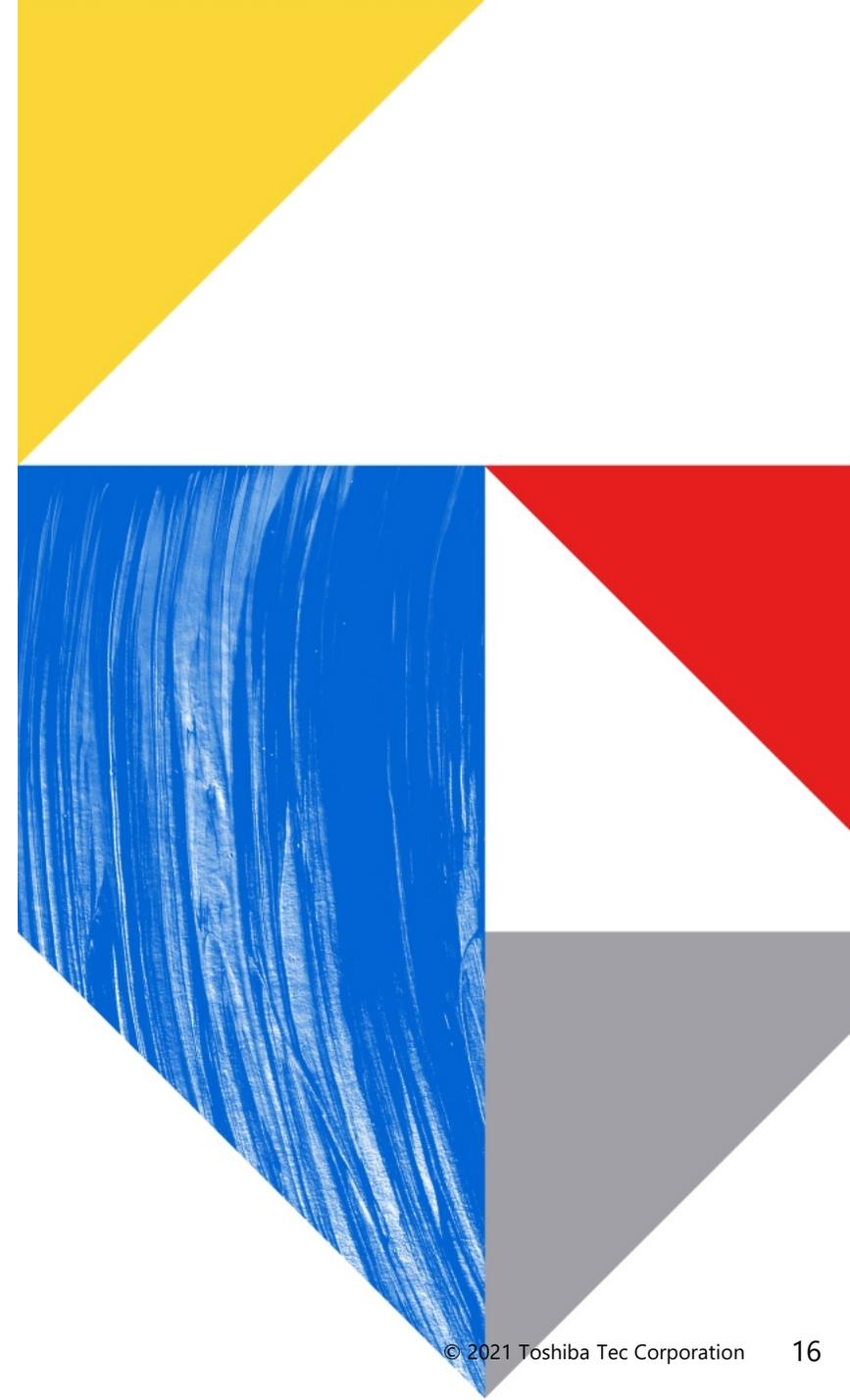
Free cash flow improved significantly in the second half due to better operating cash flow

(Billions of yen)



03

FY2021 Forecast



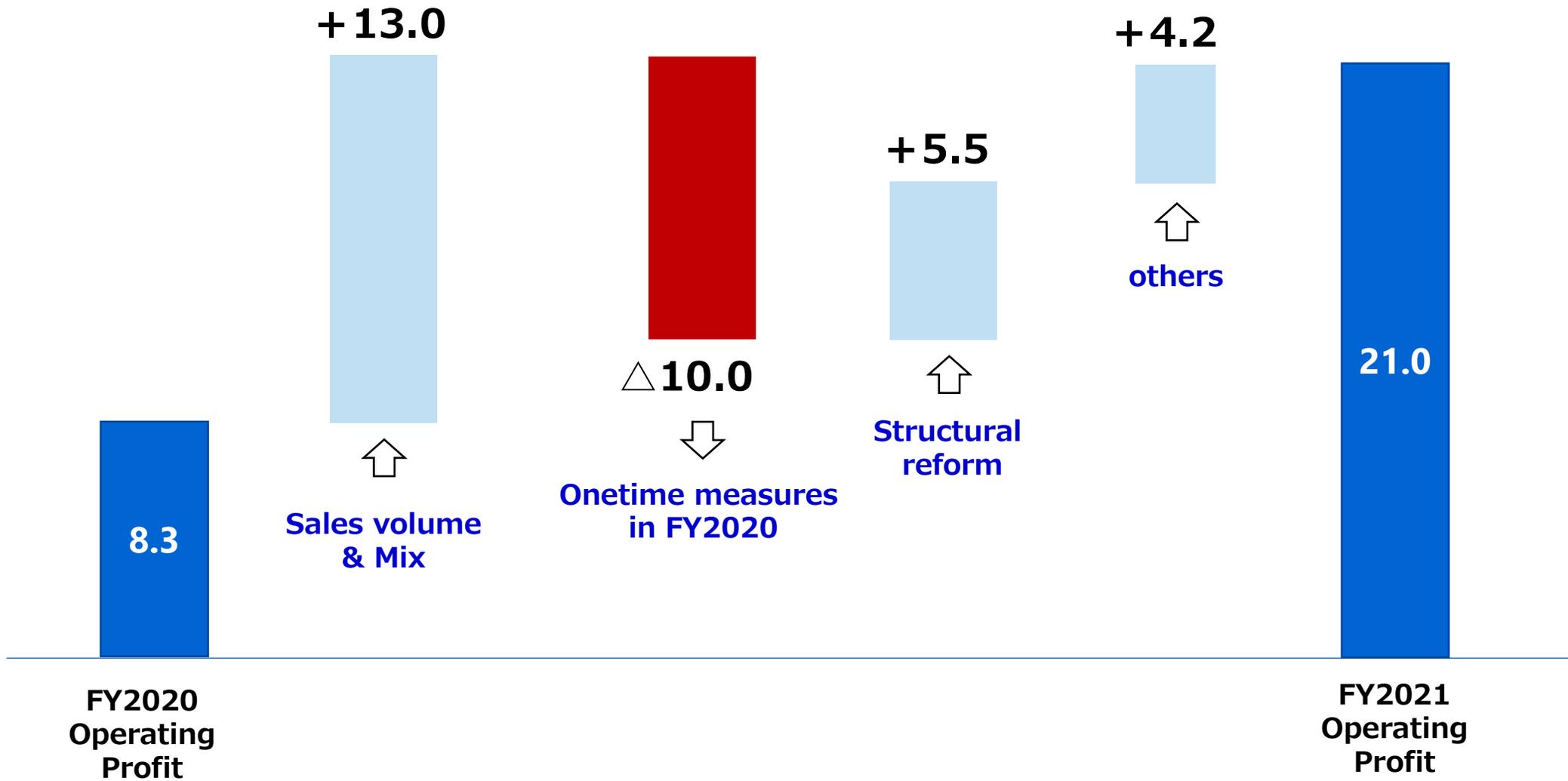
FY2021 Forecast (Consolidated)

(Billions of yen)

		FY2021 Forecast	FY2020 Actual	Difference vs FY2020 Actual
Net Sales		420.0	405.7	+14.3
Operating Profit	(Rate of sales)	21.0 (5.0%)	8.3 (2.0%)	+12.7
Ordinary Profit	(Rate of sales)	18.0 (4.3%)	7.2 (1.8%)	+10.8
Profit Attributable to Owners of Parent	(Rate of sales)	10.0 (2.4%)	7.1 (1.8%)	+2.9
Foreign currency exchange rate (Yen)	US\$	105.00	105.79	△0.79
	EUR	120.00	123.21	△3.21

Operating Profit Analysis of FY2021

(Billions of yen)



FY2021 Forecast by Segment

(Billions of yen)

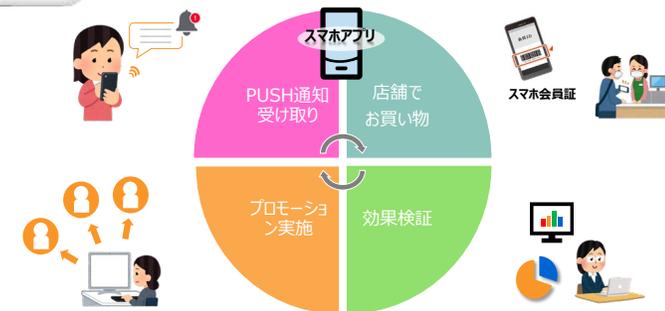
		FY2021 Forecast	FY2020 * 2 Actual	Difference vs FY2020 Actual
Retail Solutions Business Group	Net Sales	255.0	248.5	+6.5
	Operating Profit (Rate of Sales)	16.5 (6.5%)	13.7 (5.5%)	+2.8
Workplace Solutions Business Group * 1	Net Sales	175.0	158.9	+16.1
	Operating Profit (Rate of Sales)	4.5 (2.6%)	△5.5 (-%)	+10.0

* 1: The segment name of the Printing Solutions Business Group was changed to the Workplace Solutions Business Group from FY2021.

* 2: The business related to MFP for the domestic market, which was included in the Retail Solutions Business Group until FY2020, has been transferred to the Workplace Solutions Business Group from FY2021. Therefore, the actual results for FY2020 are shown as the amount after segment reclassification.

Expanding Solutions Business through Collaboration

- Toshiba Tec Launches the Customer System Linkage Solution for Shopping Centers to Easily Install Their Own Smartphone Apps
- Linking Specialty Store POS Systems with COMSBI for Retail, a CRM tool for LINE Accounts
- Launch of Joint Project Between Toshiba Tec and Nihon Unisys
- Addressing Social Issues in the Food Distribution Industry—Toshiba Tec and Mitsubishi Corporation to Collaborate in DX for Food Distribution



Appendix

FY2021 Forecast: Impact of Currency Exchange Rate

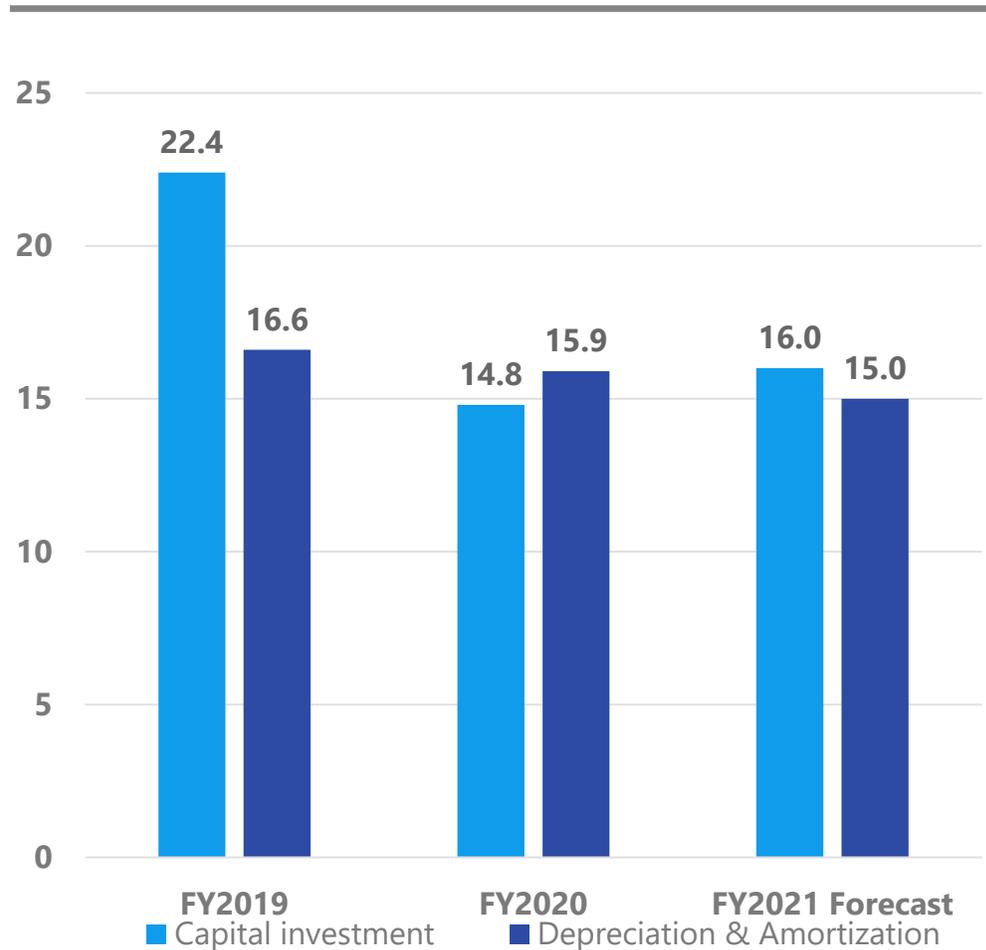
	Premise Rate	Effect of Depreciation by 1 yen (Annual)	
	FY2021	Net Sales	Operating Profit
US\$	105 yen	+ 1.5 billion yen	△0.2 billion yen
EUR	120 yen	+0.4 billion yen	+0.1 billion yen

FY2021 Forecast:

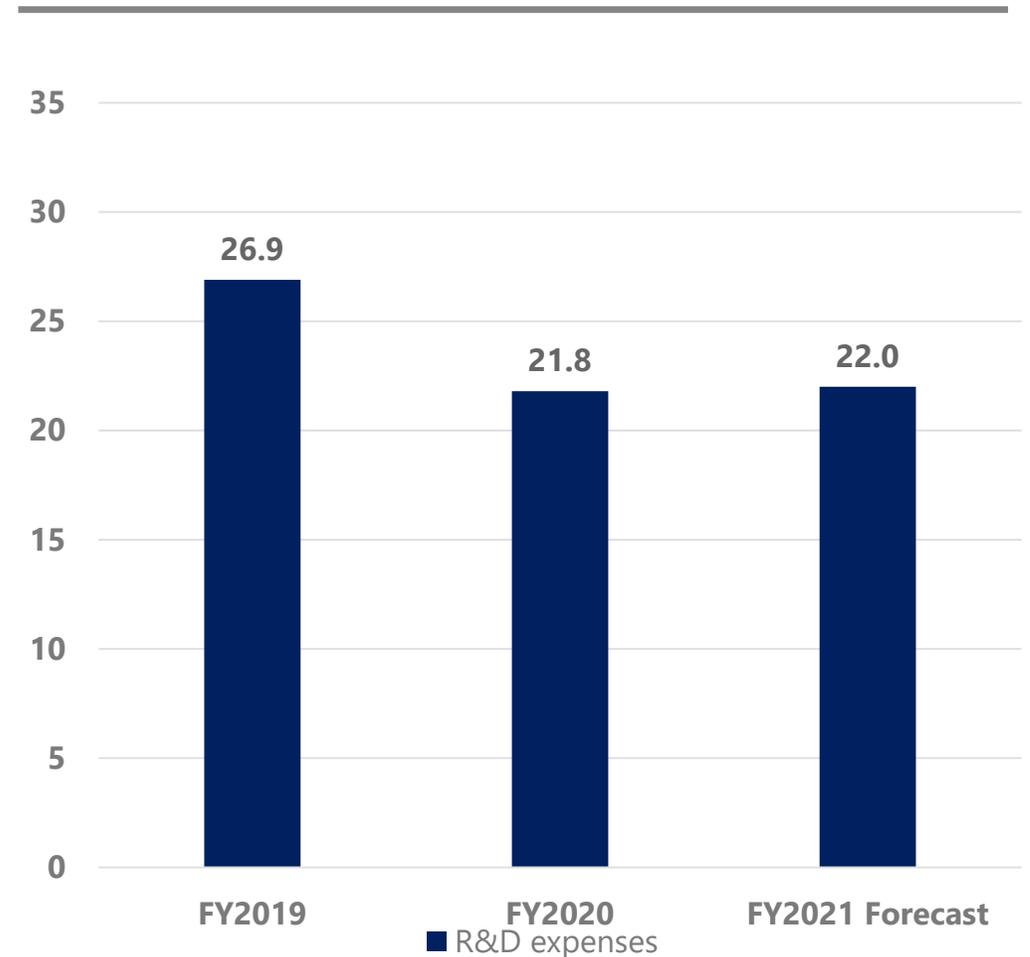
Capital investment*, Depreciation and Amortization, R&D expenses

(Billions of Yen)

Capital investment, Depreciation and Amortization



R&D expenses



*The increased amount of tangible fixed assets and intangible fixed assets includes the impact of adopting a new lease accounting for overseas subsidiaries from FY2019

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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