

TOSHIBA

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FY2016 First Quarter Consolidated Business Results Supplementary Data

TOSHIBA CORPORATION

August 12, 2016

FY2016 Forecast by Segment

(Yen in billions)

		FY2015 Actual	FY2016 Forecast (base for May 12 announcement)	Difference
Energy Systems & Solutions	Net Sales	1,584.2	1,700.0	115.8
	Operating Income (Loss)	-346.3	51.0	397.3
Infrastructure Systems & Solutions	Net Sales	1,354.6	1,340.0	-14.6
	Operating Income (Loss)	-7.4	51.0	58.4
Retail & Printing Solutions	Net Sales	544.1	533.0	-11.1
	Operating Income (Loss)	-80.9	18.0	98.9
Storage & Electronic Devices Solutions	Net Sales	1,575.9	1,430.0	-145.9
	Operating Income (Loss)	-100.0	32.0	132.0
Industrial ICT Solutions	Net Sales	256.8	230.0	-26.8
	Operating Income (Loss)	8.7	17.0	8.3
Others	Net Sales	771.9	520.0	-251.9
	Operating Income (Loss)	-182.8	2.0	184.8
Eliminations	Net Sales	-418.8	-653.0	-234.2
	Operating Income (Loss)	0.0	-51.0	-51.0
Total	Net Sales	5,668.7	5,100.0	-568.7
	Operating Income (Loss)	-708.7	120.0	828.7

* FY2015 Actual reclassified to the current segments above are the provisional amounts before audit, and are subject to change. Toshiba will announce the final number once determined.

Management Index by Segment

(Yen in billions)

Free Cash Flow	FY2015 Actual	FY2016 Forecast	Difference
Energy Systems & Solutions	69.3	30.0	-39.3
Infrastructure Systems & Solutions	* 144.6	-18.0	-162.6
Retail & Printing Solutions	-33.8	5.0	38.8
Storage & Electronic Devices Solutions	-57.0	10.0	67.0
Industrial ICT Solutions	12.0	17.0	5.0

*Includes revenue from sales of securities of KONE Corporation (Finland)

* Free cash flow by segment is a management index for in-house management only, and treatment of effect of exchange rate changes, etc. is different from free cash flow in the Cash Flow Statement.

Management Index by Segment

(Yen in billions)

Capital Investment (Order base)	FY2015 Actual	FY2016 Forecast	Difference (growth rate)	
Energy Systems & Solutions	31.8	26.0	-5.8	(-18%)
Infrastructure Systems & Solutions	33.3	24.0	-9.3	(-28%)
Retail & Printing Solutions	9.8	11.0	1.2	(+12%)
Storage & Electronic Devices Solutions	200.8	285.0	84.2	(+42%)
Industrial ICT Solutions	4.1	4.0	-0.1	(-2%)
Others	23.4	10.0	-13.4	(-57%)
Total	303.2	360.0	56.8	(+19%)
Investment and Loan	23.9	10.0	-13.9	(-58%)

* Amounts above includes capital investment by Toshiba in affiliated company accounted for by the equity-method, such as Flash Forward, Ltd.

Income Taxes and Net Income (Loss) Attributable to Noncontrolling Interests

(Yen in billions)

	FY2015/1Q	FY2016/1Q	Difference
Income (Loss) before income taxes and noncontrolling interests	-12.4	7.2	19.6
Income Taxes	4.1	-1.0	-5.1
Net Income (Loss) from discontinued operation	-3.2	76.8	80.0
Net Income (Loss) attributable to noncontrolling interests	-0.8	-3.2	-2.4
Net income (Loss)	-12.3	79.8	92.1

Overseas Sales by Region

(Yen in billions)

		FY2015/1Q	FY2016/1Q	FY2014	FY2015
Asia		350.8	361.9	1,633.0	1,554.2
	Composition Ratio	45%	48%	44%	46%
North America		235.3	251.4	1,046.3	1,010.8
	Composition Ratio	30%	33%	28%	30%
Europe		130.6	108.3	710.1	555.9
	Composition Ratio	17%	14%	19%	17%
Other Regions		65.1	40.2	315.8	247.1
	Composition Ratio	8%	5%	9%	7%
Total		781.8	761.8	3,705.2	3,368.0
	Overseas Sales Ratio	64%	63%	61%	59%

Depreciation Allowance and R&D Expense, Number of Employees

(Yen in billions)

	FY2015/1Q	FY2016/1Q	FY2014 Actual	FY2015 Actual	FY2016 Forecast
Depreciation Allowance	46.6	39.6	172.2	203.7	160.0
R&D Expense	80.4	70.4	320.0	360.9	310.0

Number of Employees	2016/3E	2016/6E
Japan	104,597	97,034
Overseas	83,212	71,581
Total	187,809	168,615

* The number of employee above is the sum of regular employees and employees with fixed-term employment contracts with fixed terms of more than one year.

* Employee as of 2016/3E above includes personnel who retired on March 31, 2016, both through regular retirement and voluntary early retirement as part of structural reform.

Exchange Rate

Actual Exchange Rate	Average Rate During the Term		Rate at the End of the Term	
	2015/1Q	2016/1Q	2016/3E	2016/6E
US\$	¥121	¥111	¥113	¥103
EURO	¥133	¥125	¥128	¥114

Assumed Exchange Rate	Last Forecast (as of May 12)	After August
US\$	¥110	¥100
EURO	¥125	¥110

Exchange Rate Sensitivity (/year·¥)	Net Sales	Operating Income (Loss)	(Yen in billions)
US\$	20.0	4.0	
EURO	1.0	0.6	