

**TOSHIBA**

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# **FY2016 Second Quarter Consolidated Business Results Supplementary Data**

**TOSHIBA CORPORATION**

**November 11, 2016**

# Management Index by Segment

(Yen in billions)

<b>Capital Investment (Order base)</b>	<b>FY2015/1H Actual</b>	<b>FY2016/1H Actual</b>	<b>FY2015 Actual</b>	<b>FY2016 Forecast</b>
Energy Systems & Solutions	16.7	<b>13.2</b>	31.8	<b>26.0</b>
Infrastructure Systems & Solutions	16.9	<b>10.4</b>	33.3	<b>24.0</b>
Retail & Printing Solutions	5.5	<b>3.6</b>	9.8	<b>11.0</b>
Storage & Electronic Devices Solutions	124.2	<b>89.6</b>	200.8	<b>285.0</b>
Industrial ICT Solutions	2.6	<b>1.2</b>	4.1	<b>4.0</b>
Others	11.9	<b>6.7</b>	23.4	<b>10.0</b>
<b>Total</b>	<b>177.8</b>	<b>124.6</b>	<b>303.2</b>	<b>360.0</b>
<b>Investment and Loan</b>			<b>23.9</b>	<b>10.0</b>

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

# Management Index by Segment

(Yen in billions)

Inventories	2016/6E	2016/9E
Energy Systems & Solutions	225.3	<b>226.1</b>
Infrastructure Systems & Solutions	186.4	<b>184.3</b>
Retail & Printing Solutions	46.6	<b>42.3</b>
Storage & Electronic Devices Solutions	231.2	<b>219.6</b>
Industrial ICT Solutions	24.6	<b>20.7</b>

- Amounts disclosed in Toshiba Tec Corporation's consolidated balance sheets are described in Retail & Printing Solutions.

# Management Index by Segment

(Yen in billions)

Notes and Accounts Receivable	2016/6E	2016/9E
Energy Systems & Solutions	407.9	<b>427.3</b>
Infrastructure Systems & Solutions	256.1	<b>288.8</b>
Retail & Printing Solutions	58.0	<b>59.9</b>
Storage & Electronic Devices Solutions	224.0	<b>257.3</b>
Industrial ICT Solutions	31.1	<b>42.0</b>

- Amounts disclosed in Toshiba Tec Corporation's consolidated balance sheets are described in Retail & Printing Solutions.

# Management Index by Segment

(Unit: persons)

Number of Employees	2016/6E	2016/9E
Energy Systems & Solutions	38,114	<b>38,186</b>
Infrastructure Systems & Solutions	45,116	<b>44,717</b>
Retail & Printing Solutions	21,539	<b>21,169</b>
Storage & Electronic Devices Solutions	29,608	<b>29,340</b>
Industrial ICT Solutions	13,553	<b>13,353</b>
Others	17,262	<b>16,963</b>
Corporate	3,423	<b>3,363</b>
Total	168,615	<b>167,091</b>

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

# Overseas Sales by Region

(Yen in billions)

		FY2015/1H	FY2016/1H	FY2014	FY2015
Asia		773.7	<b>760.4</b>	1,633.0	1,554.2
	Composition Ratio	46%	<b>49%</b>	44%	46%
North America		450.7	<b>485.8</b>	1,046.3	1,010.8
	Composition Ratio	27%	<b>31%</b>	28%	30%
Europe		284.6	<b>219.5</b>	710.1	555.9
	Composition Ratio	17%	<b>14%</b>	19%	17%
Other Regions		161.9	<b>90.9</b>	315.8	247.1
	Composition Ratio	10%	<b>6%</b>	9%	7%
Total		1,670.9	<b>1,556.6</b>	3,705.2	3,368.0
	Overseas Sales Ratio	62%	<b>60%</b>	61%	59%

# Depreciation Allowance and R&D Expense

(Yen in billions)

	FY2015/1H	FY2016/1H	FY2014 Actual	FY2015 Actual	FY2016 Forecast
Depreciation Allowance	91.9	<b>77.7</b>	172.2	203.7	<b>160.0</b>
R&D Expense	178.1	<b>149.4</b>	320.0	360.9	<b>310.0</b>

# Exchange Rates

Actual Exchange Rates	Average Rate During the Term		Rate at the End of the Term	
	2015/1H	2016/1H	2016/3E	2016/9E
US\$	¥122	<b>¥107</b>	¥113	<b>¥101</b>
EURO	¥135	<b>¥120</b>	¥128	<b>¥113</b>

Assumed Exchange Rate	After November
US\$	<b>¥100</b>
EURO	<b>¥110</b>

2016/2H Exchange Rate Sensitivity (/half year·¥)	Net Sales	Operating Income (Loss)
US\$	<b>12.0</b>	<b>2.0</b>
EURO	<b>0.7</b>	<b>0.3</b>

(Yen in billions)