

TOSHIBA

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FY2016 Third Quarter Consolidated Business Results Supplementary Data

TOSHIBA CORPORATION

April 11, 2017

Management Index by Segment

(Yen in billions)

Capital Investment (Order base)	FY2015 Actual	FY2016 Forecast
Energy Systems & Solutions	31.8	26.0
Infrastructure Systems & Solutions	33.3	24.0
Retail & Printing Solutions	9.8	11.0
Storage & Electronic Devices Solutions	200.8	360.0
Industrial ICT Solutions	4.1	4.0
Others	23.4	15.0
Total	303.2	440.0
Investment and Loan	23.9	10.0

* 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	2016/12E
Energy Systems & Solutions	225.3	226.1	268.3
Infrastructure Systems & Solutions	186.4	184.3	214.1
Retail & Printing Solutions	46.6	42.3	46.5
Storage & Electronic Devices Solutions	231.2	219.6	220.6
Industrial ICT Solutions	24.6	20.7	24.7

- 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	2016/12E
Energy Systems & Solutions	407.9	427.3	429.0
Infrastructure Systems & Solutions	256.1	288.8	310.9
Retail & Printing Solutions	58.0	59.9	60.4
Storage & Electronic Devices Solutions	224.0	257.3	278.7
Industrial ICT Solutions	31.1	42.0	35.4

- 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	2016/12E
Energy Systems & Solutions	38,114	38,186	39,029
Infrastructure Systems & Solutions	45,116	44,717	43,829
Retail & Printing Solutions	21,539	21,169	21,044
Storage & Electronic Devices Solutions	29,608	29,340	29,300
Industrial ICT Solutions	13,553	13,353	13,180
Others	17,262	16,963	17,141
Corporate	3,423	3,363	3,369
Total	168,615	167,091	166,892

* 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)

		FY2015/1-3Q	FY2016/1-3Q	FY2014	FY2015
Asia		1,189.3	1,158.3	1,633.0	1,554.2
	Composition Ratio	48%	50%	44%	46%
North America		645.5	695.9	1,046.3	1,010.8
	Composition Ratio	26%	30%	28%	30%
Europe		419.2	325.2	710.1	555.9
	Composition Ratio	17%	14%	19%	17%
Other Regions		215.9	139.2	315.8	247.1
	Composition Ratio	9%	6%	9%	7%
Total		2,469.9	2,318.6	3,705.2	3,368.0
	Overseas Sales Ratio	62%	60%	61%	59%

Depreciation Allowance and R&D Expense

(Yen in billions)

	FY2015/1-3Q	FY2016/1-3Q	FY2014 Actual	FY2015 Actual	FY2016 Forecast
Depreciation Allowance	147.9	118.6	172.2	203.7	160.0
R&D Expense	262.0	218.8	309.7	360.9	310.0

Exchange Rates

Exchange Rate (Actual)	Average Rate During the Term		Rate at the End of the Term	
	2015/1-3Q	2016/1-3Q	2016/3E	2016/12E
US\$	¥122	¥107	¥113	¥116
EURO	¥134	¥119	¥128	¥123

2016/4Q Exchange Rate Sensitivity (/3 months·¥)	Net Sales	Operating Income (Loss)
US\$	6.0	1.5
EURO	0.3	0.2

(Yen in billions)