

TOSHIBA

Leading Innovation >>>

**FY2017
First Quarter Consolidated
Business Results
Supplementary Data**

TOSHIBA CORPORATION

August 10, 2017

Management Index by Segment

(Yen in billions)

Inventories	2017/3E	2017/6E
Energy Systems & Solutions	152.5	164.6
Infrastructure Systems & Solutions	152.7	173.3
Retail & Printing Solutions	40.6	45.9
Storage & Electronic Devices Solutions	229.3	242.8
Industrial ICT Solutions	17.0	21.0

* 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	2017/3E	2017/6E
Energy Systems & Solutions	376.1	368.8
Infrastructure Systems & Solutions	363.5	257.7
Retail & Printing Solutions	63.8	51.8
Storage & Electronic Devices Solutions	256.1	260.4
Industrial ICT Solutions	54.5	36.1

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

Management Index by Segment

Number of Employees	2017/3E	2017/6E
Energy Systems & Solutions	26,534	26,232
Infrastructure Systems & Solutions	43,520	43,127
Retail & Printing Solutions	20,777	20,940
Storage & Electronic Devices Solutions	29,423	29,398
Industrial ICT Solutions	13,069	13,052
Others	16,862	16,391
Corporate	3,307	3,224
Total	153,492	152,364

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

Overseas Sales by Region

(Yen in billions)

		FY2016/1Q	FY2017/1Q
Asia		345.0	397.5
	Composition ratio	56%	58%
North America		150.0	147.6
	Composition ratio	24%	22%
Europe		79.3	90.4
	Composition ratio	13%	13%
Other Regions		38.1	48.5
	Composition ratio	7%	7%
Total		612.4	684.0
	Overseas sales ratio	58%	60%

	FY2015	FY2016
	1,467.1	1,503.2
	51%	58%
	714.7	564.2
	25%	22%
	439.0	351.4
	15%	13%
	241.7	189.8
	9%	7%
	2,862.5	2,608.6
	56%	54%

Depreciation and R&D Expense

(Yen in billions)

	FY2016/1Q	FY2017/1Q	FY2015 Actual	FY2016 Actual	FY2017 Initial Forecast
Depreciation	33.7	34.4	178.7	134.1	230.0
R&D Expense	69.0	53.5	351.4	295.5	300.0

Exchange Rate

Exchange Rate (Actual)	Average Rate During the Term				Rate at the End of the Term		
	FY2015	FY2016	FY2016/1Q	FY2017/1Q	2016/3E	2017/3E	2017/6E
US\$	¥121	¥109	¥111	¥111	¥113	¥112	¥112
EURO	¥133	¥119	¥125	¥122	¥128	¥120	¥128

Exchange Rate (Assumed)	FY2017/1H (from Aug.)	FY2017/2H
US\$	¥110	¥100
EURO	¥125	¥110

FY2017 Exchange Rate Sensitivity (/year;/¥)	Net Sales	Operating Income (Loss)	(Yen in billions)
US\$	20.0	8.0	
EURO	1.0	0.5	