

TOSHIBA

Leading Innovation >>>



FY2017

**Third Quarter Consolidated
Business Results
Supplementary Data**

TOSHIBA CORPORATION

February 14, 2018

Management Index by Segment

(Yen in billions)

Inventories	2017/3E	2017/6E	2017/9E	2017/12E
Energy Systems & Solutions	152.5	164.6	147.4	154.3
Infrastructure Systems & Solutions	152.7	173.3	179.1	213.3
Retail & Printing Solutions ^{*1}	40.6	45.9	48.3	55.7
Storage & Electronic Devices Solutions ^{*2}	229.3	242.8	243.6	253.7
Industrial ICT Solutions	16.8	20.4	22.9	21.9

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

*2 Amounts before reclassification of the Memory business as a discontinued operation.

Management Index by Segment

(Yen in billions)

Notes and Accounts Receivable	2017/3E	2017/6E	2017/9E	2017/12E
Energy Systems & Solutions	376.1	368.8	341.9	305.6
Infrastructure Systems & Solutions	363.5	257.7	286.8	283.9
Retail & Printing Solutions *1	63.8	51.8	60.9	57.4
Storage & Electronic Devices Solutions *2	256.1	260.4	301.6	342.4
Industrial ICT Solutions	55.0	36.7	45.7	43.2

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

*2 Amounts before reclassification of the Memory business as a discontinued operation.

Management Index by Segment

Number of Employees	2017/3E	2017/6E	2017/9E	2017/12E
Energy Systems & Solutions	26,534	26,232	20,142	19,272
Infrastructure Systems & Solutions	43,520	43,127	42,605	42,081
Retail & Printing Solutions	20,777	20,940	20,848	20,601
Storage & Electronic Devices Solutions	29,423	29,398	30,873	31,177
Industrial ICT Solutions	13,069	13,052	10,417	10,272
Others	16,862	16,391	18,563	18,135
Corporate	3,307	3,224	3,151	*1 3,496
Total	153,492	152,364	146,599	145,034

*1 Increase due to the reorganization of the Power and Industrial Systems Research and Development Center into Corporate Division.

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

Depreciation and R&D Expenses

(Yen in billions)

	FY2016/ 1-3Q	FY2017/ 1-3Q	FY2015 Actual	FY2016 Actual	FY2017 Initial Forecast
Depreciation	101.8	98.8	178.7	134.1	230.0
R&D Expenses	213.5	214.3	351.4	295.5	300.0

*Amounts before reclassification of the Memory business as a discontinued operation.

Exchange Rate

Exchange Rate (Actual)	Average Rate During Term		Rate at End of Term	
	FY2016/1-3Q	FY2017/1-3Q	2017/3E	2017/12E
US\$	¥107	¥112	¥112	¥113
EURO	¥119	¥128	¥120	¥135

Exchange Rate (Assumed)	From February
US\$	¥110
EURO	¥130

FY2017/4Q Exchange Rate Sensitivity (/3months;/¥)	Net Sales	Operating Income (Loss)	(Yen in billions)
^{*1}			
US\$	5.0	2.5	
EURO	0.3	0.1	

*1 Amounts before reclassification of the Memory business as a discontinued operation.