

TOSHIBA TEC

Company presentation

Carmen Stoeckler

November 2014

TOSHIBA

The company

BASIC CORPORATE DATA

Toshiba Corporation – Consolidated basis

Company name: TOSHIBA CORPORATION

Headquarters address: 1-1, Shibaura 1-chome, Minato-ku, Tokyo

Founded: July 1875

President and CEO: Hisao Tanaka

Common Stock: ¥439,901 million (US\$4,680 million)

Net sales: ¥6,502.5 billion yen (US\$ 63,131 million)

Total Assets: ¥6,241,632 million (US\$ 60,598 million)

Number of Employees: 200,260

Number of shares issued: 4,237,600,000 shares

Number of Shareholders: 436,540

Stock Exchange Listings: Tokyo, Nagoya, London



Hisao Tanaka
Director, President and CEO



BASIC CORPORATE DATA

Toshiba Tec Corporation – Consolidated basis

Company name: TOSHIBA TEC CORPORATION

Headquarters address: Gate City Ohsaki West Tower, 1-11-1, Osaki,
Shinagawa-ku, Tokyo 141-8562

Established: 21st February 1950

President and CEO: Takayuki Ikeda

Common Stock: ¥39,971 million (US\$388,068)

Net sales: ¥498,871 million (US\$ 4,843 million)

Total Assets: ¥393,965 million (US\$ 3,825 million)

Number of Employees: 20,292

Number of shares issued: 288,145,704 shares

Number of Shareholders: 11,487

Stock Exchange Listings: Tokyo (1st section)

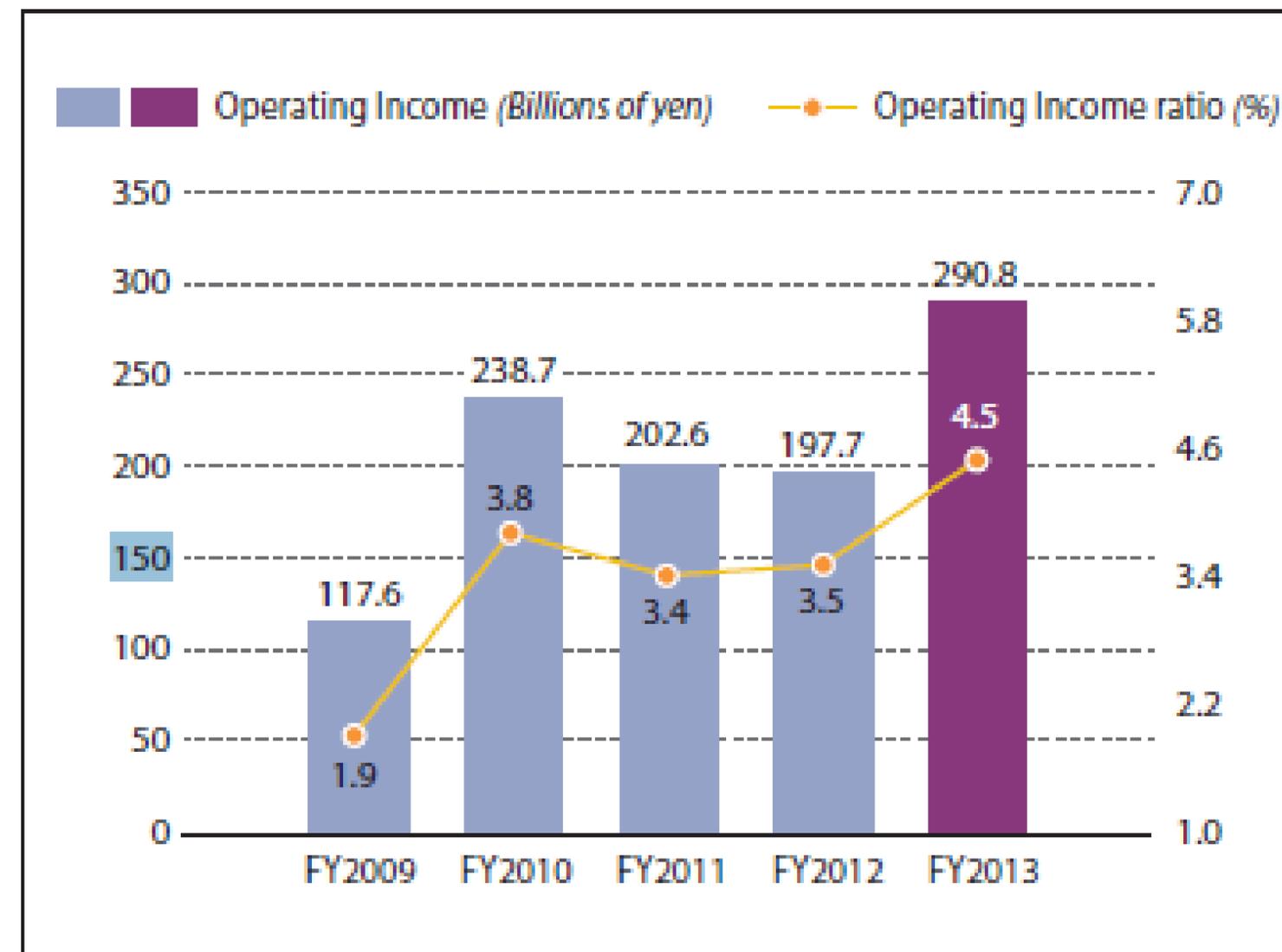
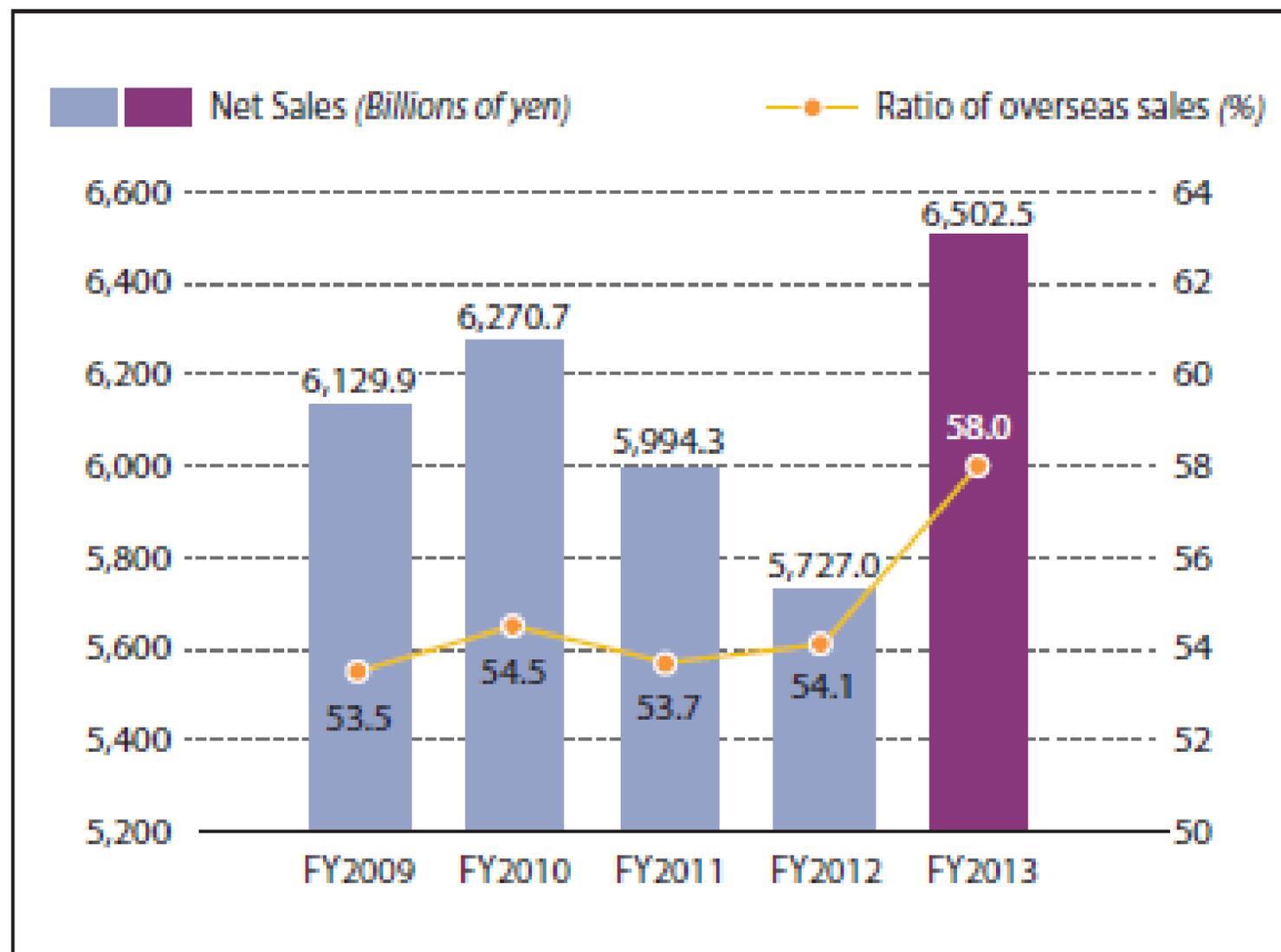


Takayuki Ikeda
President and Chief Executive Officer:
TOSHIBA TEC CORPORATION

A handwritten signature in black ink, appearing to read 'T. Ikeda', written over a white background.

PERFORMANCE FY2013

Toshiba Group

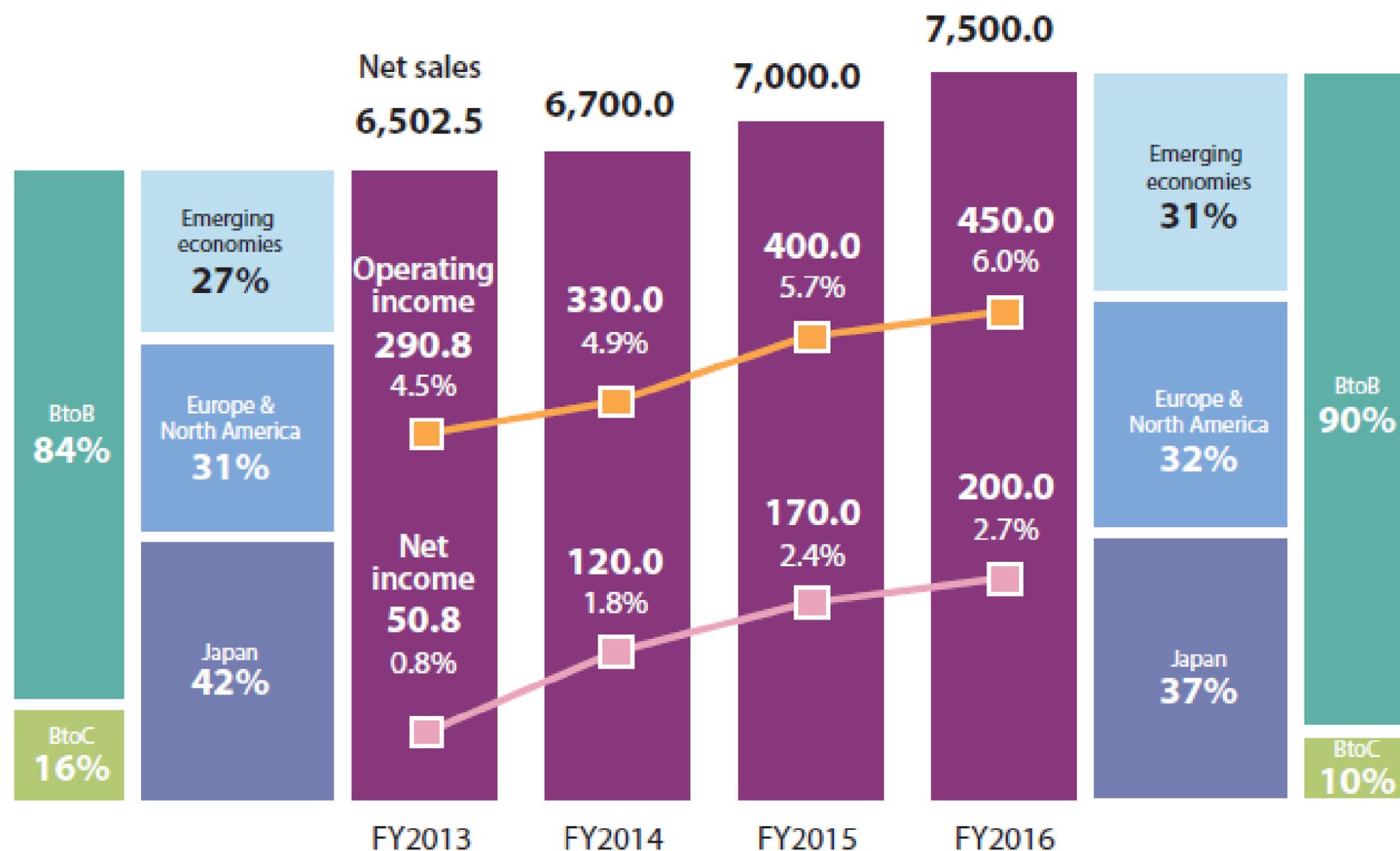


MID-TERM BUSINESS PLAN FY2014 – FY2016

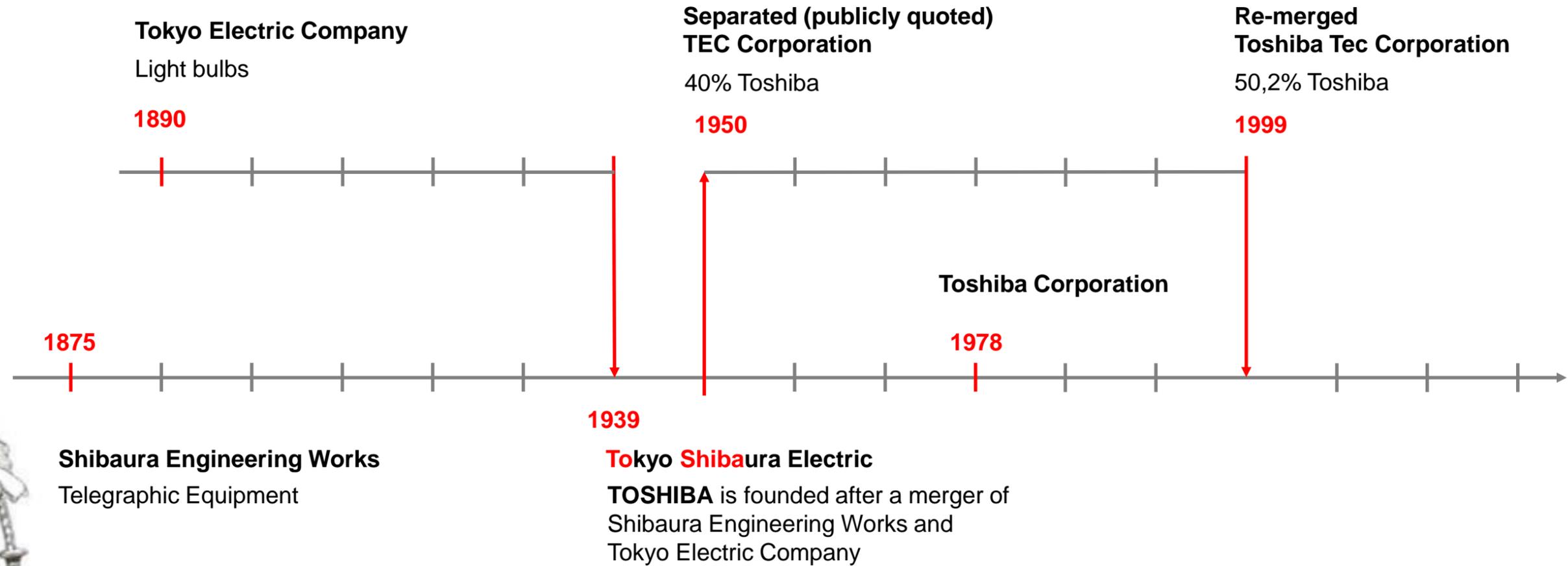
Toshiba Group

Expanding overseas sales ratio and accelerating shift to BtoB will create steady growth

(Billions of yen)



History



TOSHIBA GROUP

Our commitment

BASIC COMMITMENT

We, the Toshiba Group companies, based on our total commitment to people and to the future, are determined to help create a higher quality of life for all people, and to do our part to help ensure that progress continues within the world community.

Committed to People, Committed to the Future. **TOSHIBA**



MONOZUKURI

Our corporate philosophy



We aim to provide timely products and services with reliable quality and functions as well as high user-friendliness, creating value with our customer in mind through our superior proprietary technology and in collaboration with the world's best partners.

Creating our products with pride and passion.

Keeping our customers in mind all the time and everywhere.

HUMAN SMART COMMUNITY

By lifenology – the technology life requires

The "Human Smart Community" that Toshiba envisions as the future ideal is a safe, secure and comfortable society.

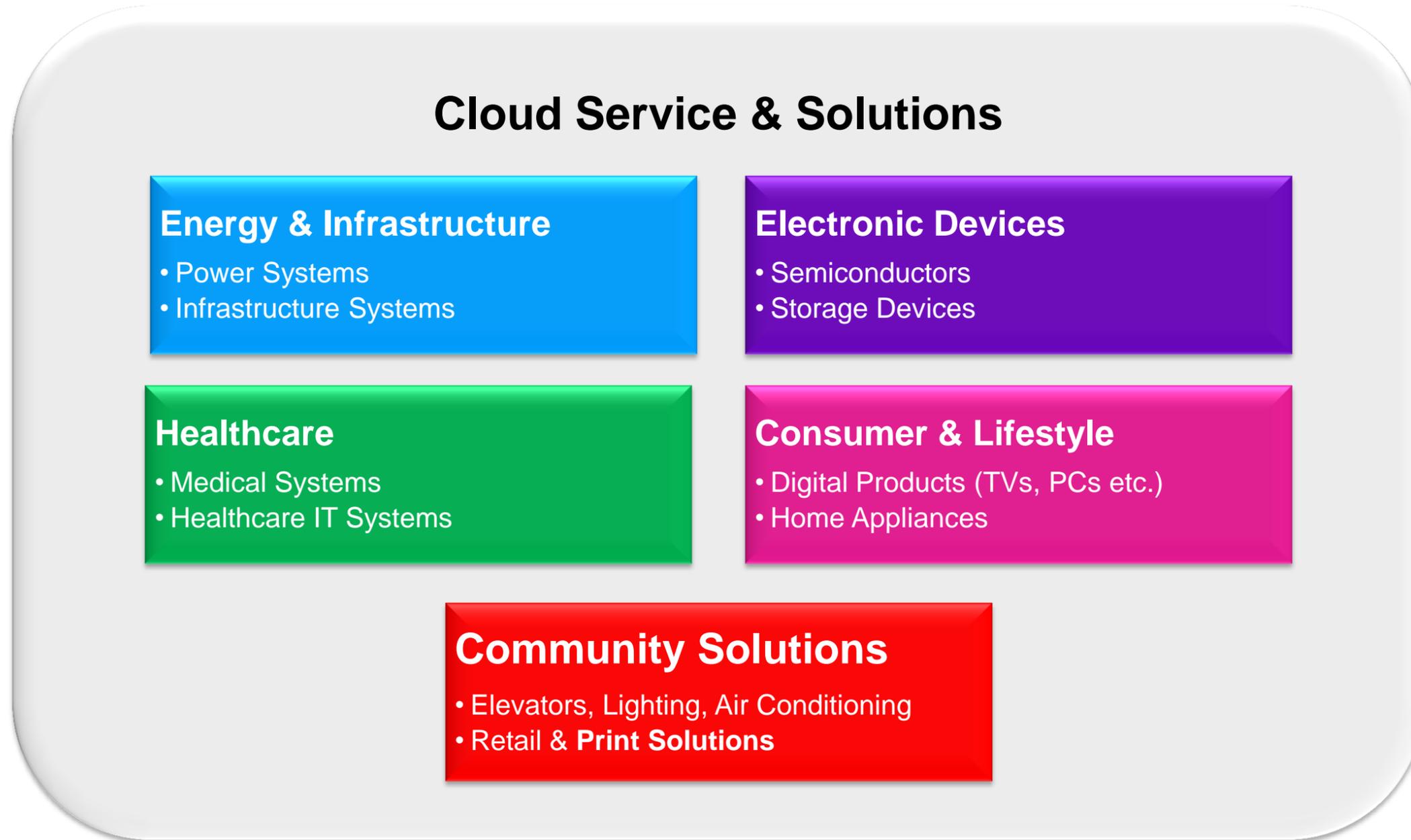
We collectively refer to the Toshiba originated technologies, products and services that provide people with a quality of life as "lifenology", a coinage combining "life" and "technology".

Rather than relying on a single technology or product itself, we combine the know-how derived from our wide range of technologies and services to create new value for people around the world.

With "lifenology", Toshiba will realise the "Human Smart Community".



Business Areas



Business Areas

Energy and Infrastructure



Shinkansen
Bullet Trains



Generation
Turbines



Water Utility
Monitoring Systems

Electronic Devices



NAND Flash Memories



HDD (Hard Disk Drive)



SD Card



Bluetooth

TOSHIBA CORPORATION

Business Areas

Healthcare



MRT



CT Scanner



Ultrasound

Consumer & Lifestyle



LCD TVs



PCs, Laptops, Tablets



Camcorders



Blu-ray & DVD Players



Household appliances

Business Areas

Community Solutions



Elevators



Lighting systems



Air Conditioners



POS (Point of Sales) systems



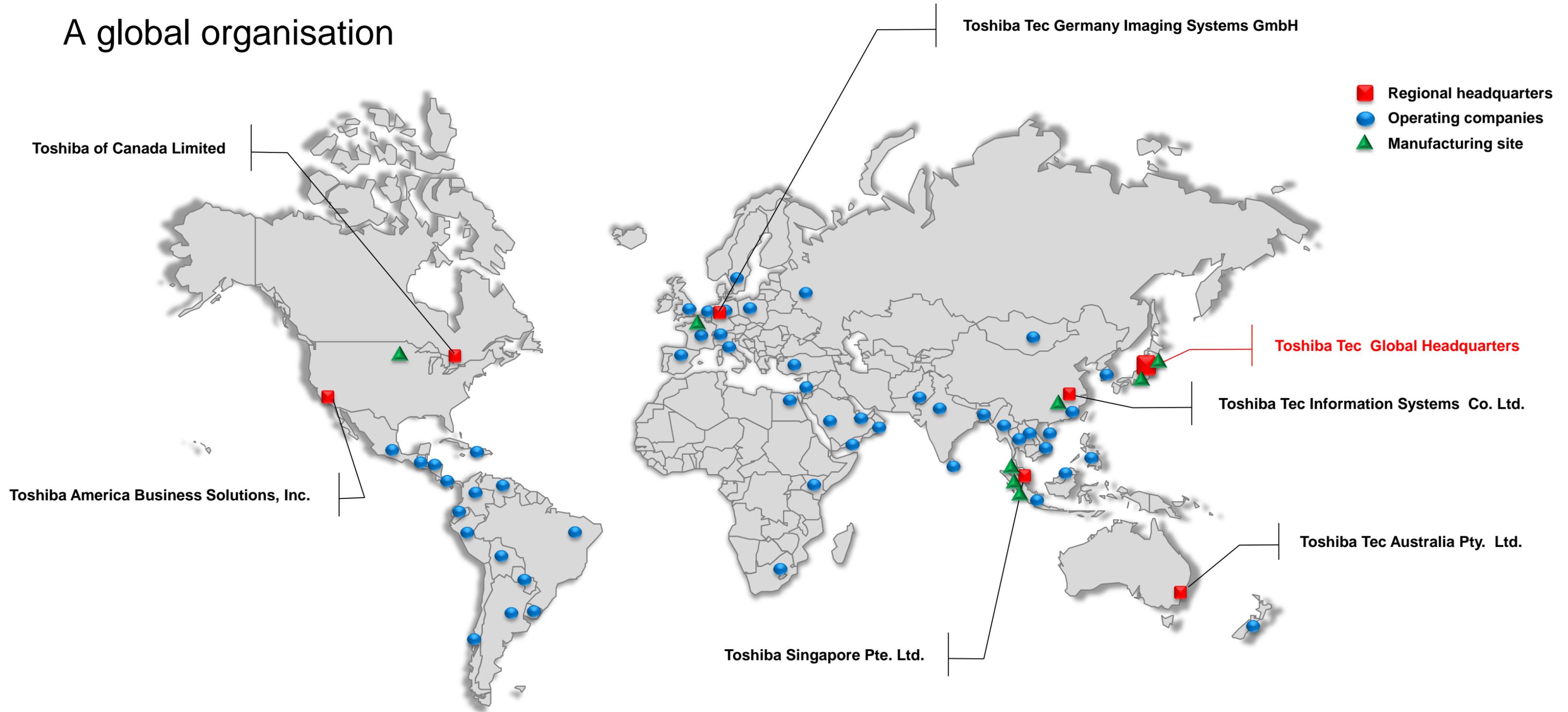
Barcode printers



Multifunctional printers

TOSHIBA TEC

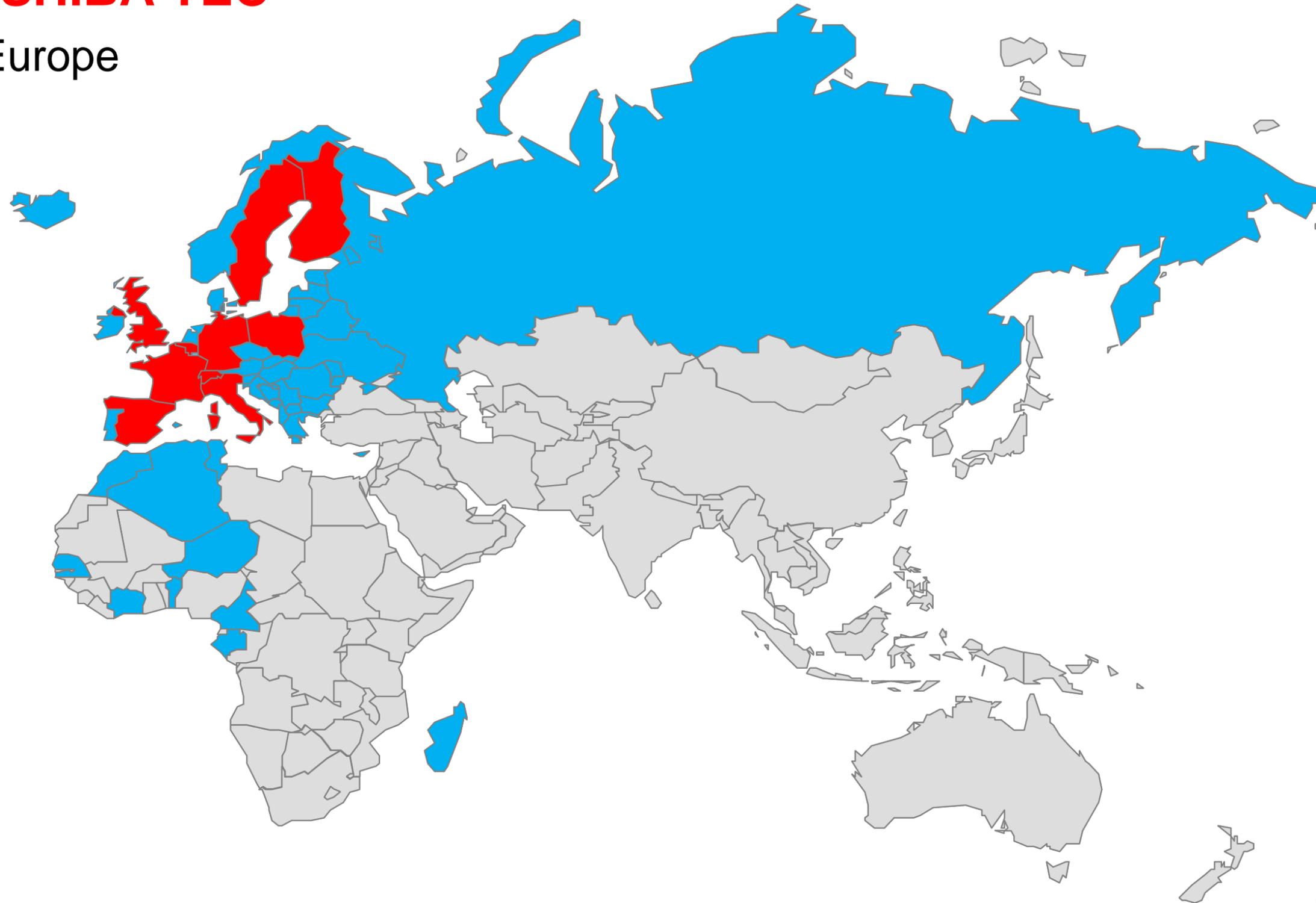
A global organisation



Note: Map is not to scale and borders are not authoritative.

TOSHIBA TEC

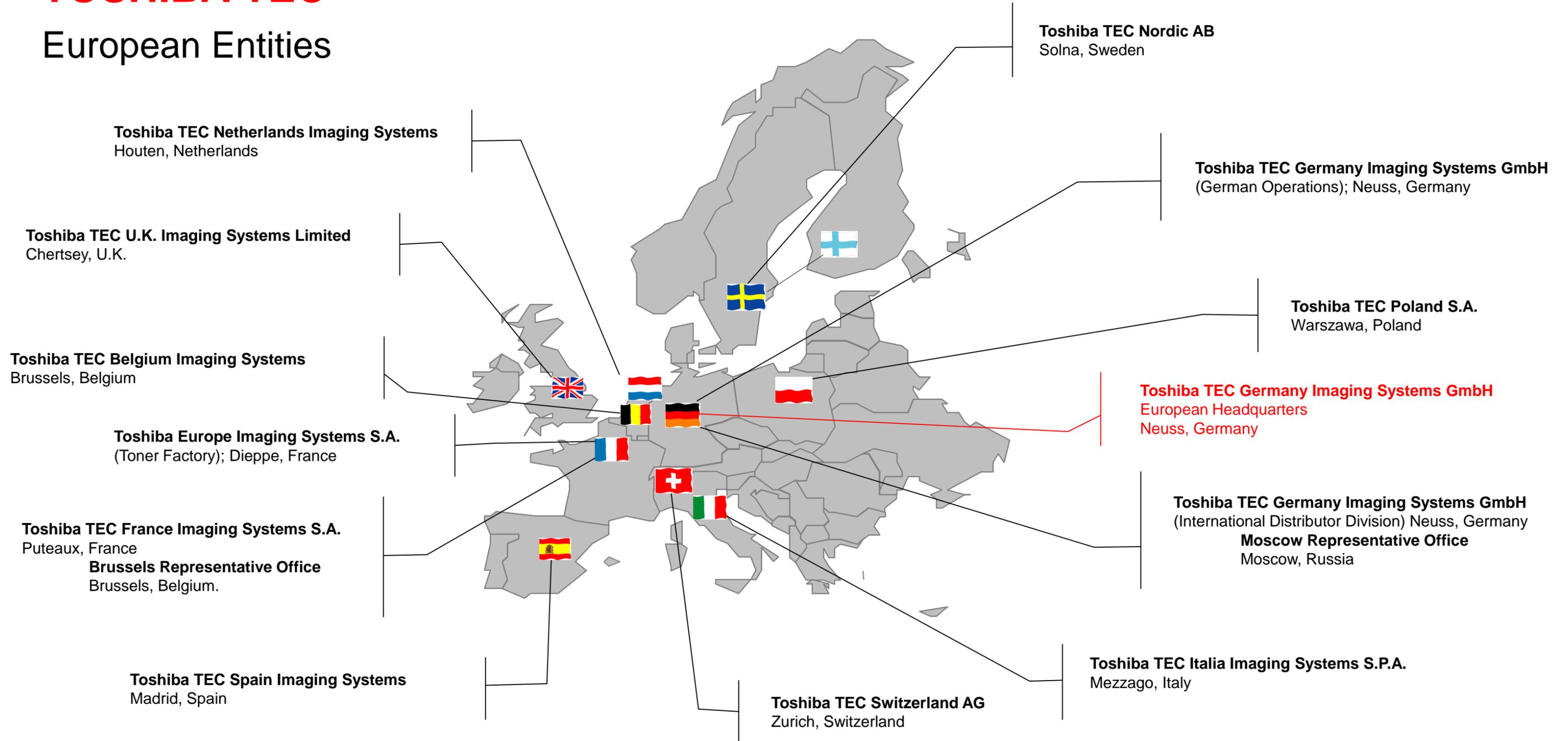
In Europe



- 43 countries
- 1 Factory
- 11 Entities
- > 50 Distributors
- approx. 1,850 employees

Note: Map is not to scale and borders are not authoritative.

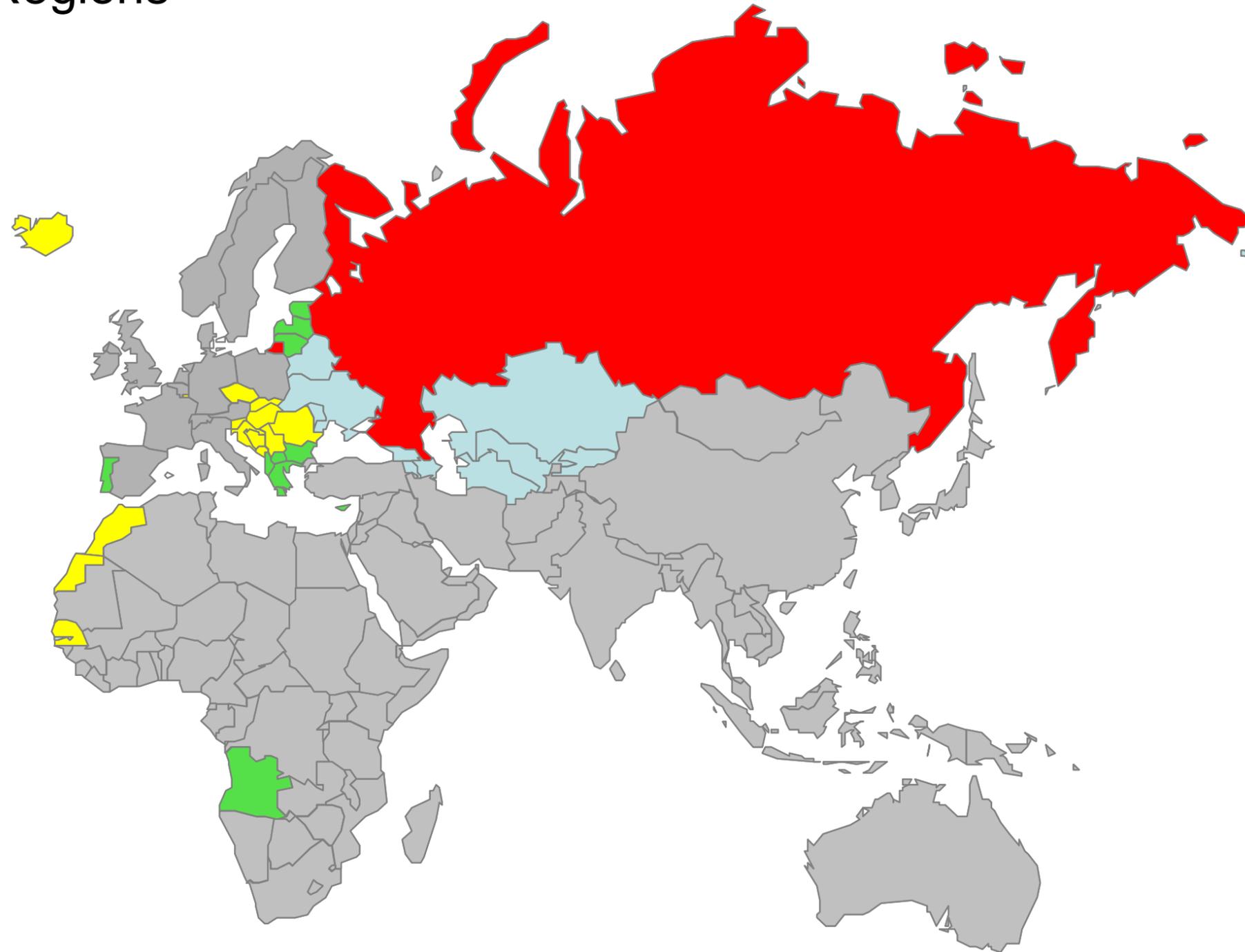
European Entities



Note: Map is not to scale and borders are not authoritative.

TGIS-IDD TERRITORY MAP

Sales Regions



436 Million People

17.2 Million Euro Revenue (FY13)

10.123 Units Sales Annually (FY13)

30 Countries Active

71 Partners (Distributors/Dealers)

23 Primary Languages

**19.5 Staff (1 shared)
Incl. Moscow Office**

13 Time Zones

- Region 1 = DIS
- Region 2 = DIS
- Region 3 = CIS
- Region 4 = RUS

TOSHIBA TEC

Current product portfolio

MFPs AND PRINTERS

A3 Colour



e-STUDIO 6570C series



e-STUDIO 5055CSE series



e-STUDIO 2050c/2550c



e-STUDIO 2551c

Model availability may vary from country to country.

MFPs AND PRINTERS

A4 Colour



e-STUDIO407CS series



e-STUDIO224cs/264cs



e-STUDIO263CP

Model availability may vary from country to country.

MFPs AND PRINTERS

A3 Monochrome



e-STUDIO 857 series



e-STUDIO 507 series



e-STUDIO 2507 series



e-STUDIO 2506 series

Model availability may vary from country to country.

MFPs AND PRINTERS

A4 Monochrome



e-STUDIO2505 series



e-STUDIO527s series



e-STUDIO332s/403s



e-STUDIO470P/520P



e-STUDIO383P

Model availability may vary from country to country.

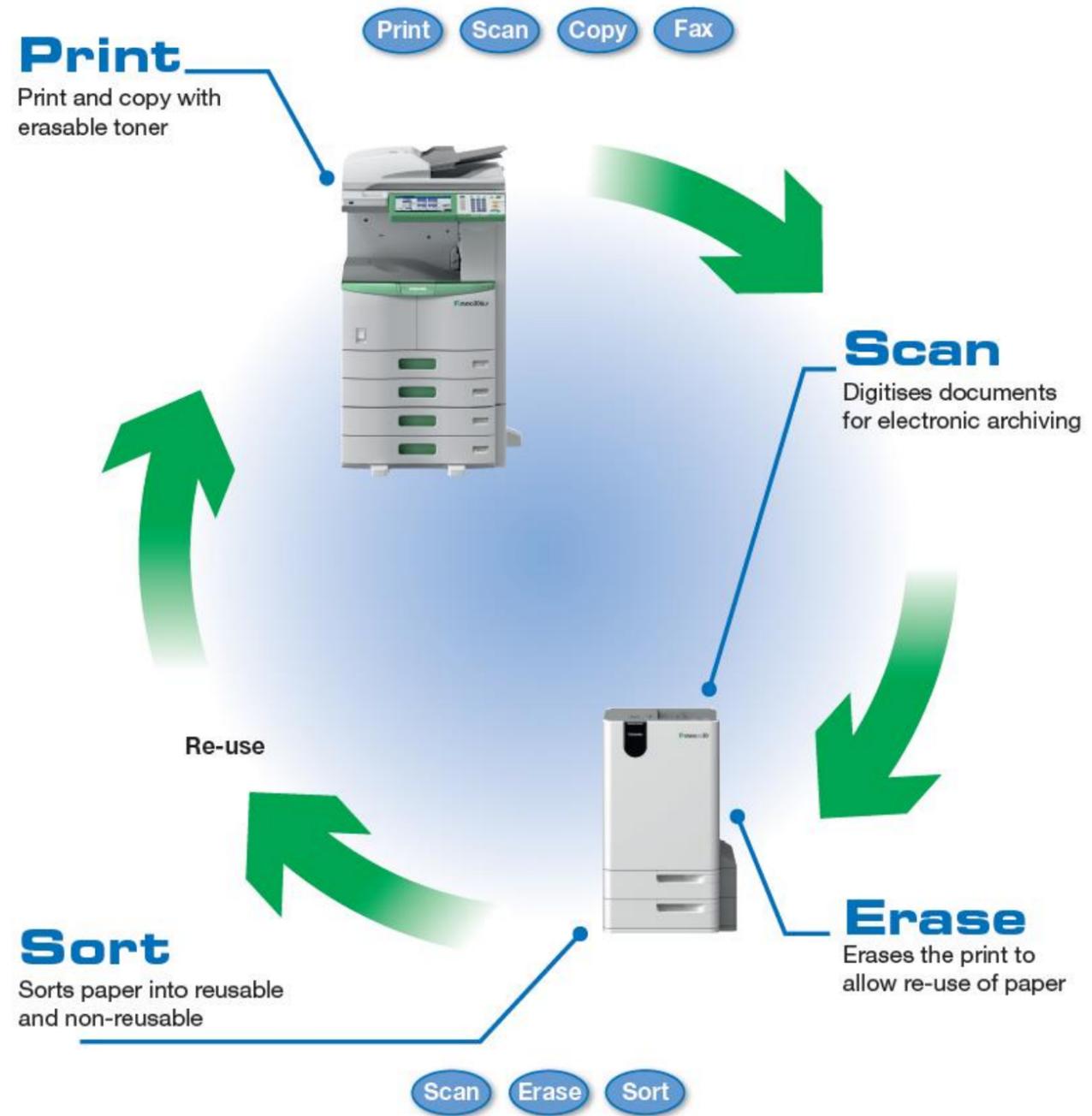
MFPs AND PRINTERS

Eco-MFP



e-STUDIO306LP

e-STUDIO RD30



www.eco.toshiba.eu

Model availability may vary from country to country.

LABEL AND BARCODE PRINTERS

Choose from a large range of printers

Industrial



Expert
(B-EX4T2)



Large Format
(B-SX8T)



Professional
(B-SA4TM)

Desktop



Advanced
(DB-EA4D)



Compact
(B-EV4T)



Functional
(B-852)

Mobile



In-vehicle
(MD-480i)



Portable
(B-EP4DL)

POS Printer



Duplex
(TRST-A15)

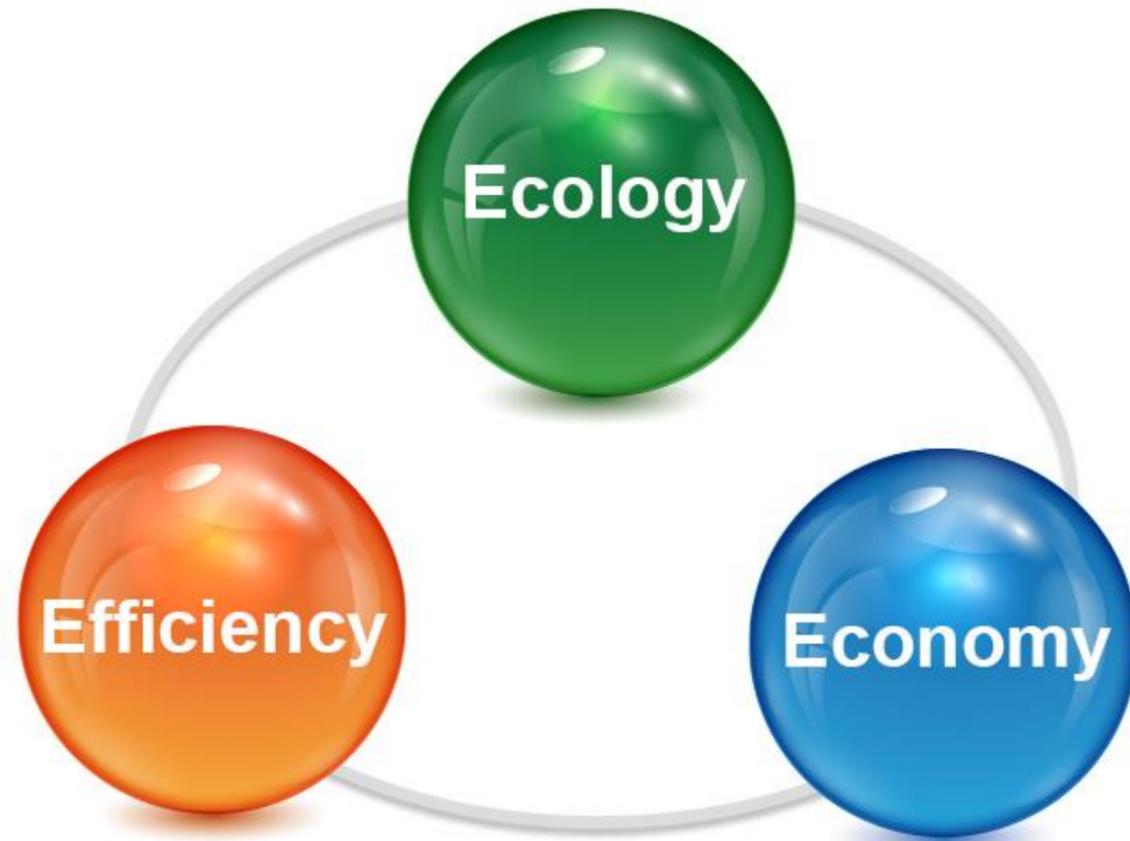


Single-sided
(TRST-A10)

Model availability may vary from country to country.

MANAGED DOCUMENT SERVICES

Analyse – Implement - Manage



- Toshiba's Eco-MDS helps companies reduce their print related costs by up to 30%.
- We analyse the current document workflow, show how it can be optimised and implement the necessary changes.
- We thereby also focus on environmental issues and help enhance the sustainable development of a business
- Toshiba's Eco-MDS is a true end-to-end solution which will pay off after just a few months.



www.toshiba-mds.com

SOLUTIONS

Tailor-made solution to meet your needs

- Capture & Creation
 - With our Toshiba software applications, creating and capturing information is easy and documents are automatically processed based on predefined workflows
- Document Management
 - Smart software applications make sure that your information is properly stored and can be effortlessly retrieved at any time
- Output Management
 - Creating impressive documents is the key to ensure your message is communicated efficiently
- Device Management
 - Toshiba provides many applications to easily analyse and permanently monitor your fleet



Availability may vary from country to country.

VERTICAL MARKETS

Logistics – Manufacturing - Retail

Our intense focus on key industries sets us apart from our competitors.

We embrace the Japanese concept of *genba*, which involves operating on the ground with customers in these areas to help them achieve greater operational efficiency and reduce ecological and economical impacts.

Toshiba Tec provides suitable solutions to *genba* by working on the front line with customers. We create completely tailored solutions and act as a one-stop solution provider for businesses.

現場

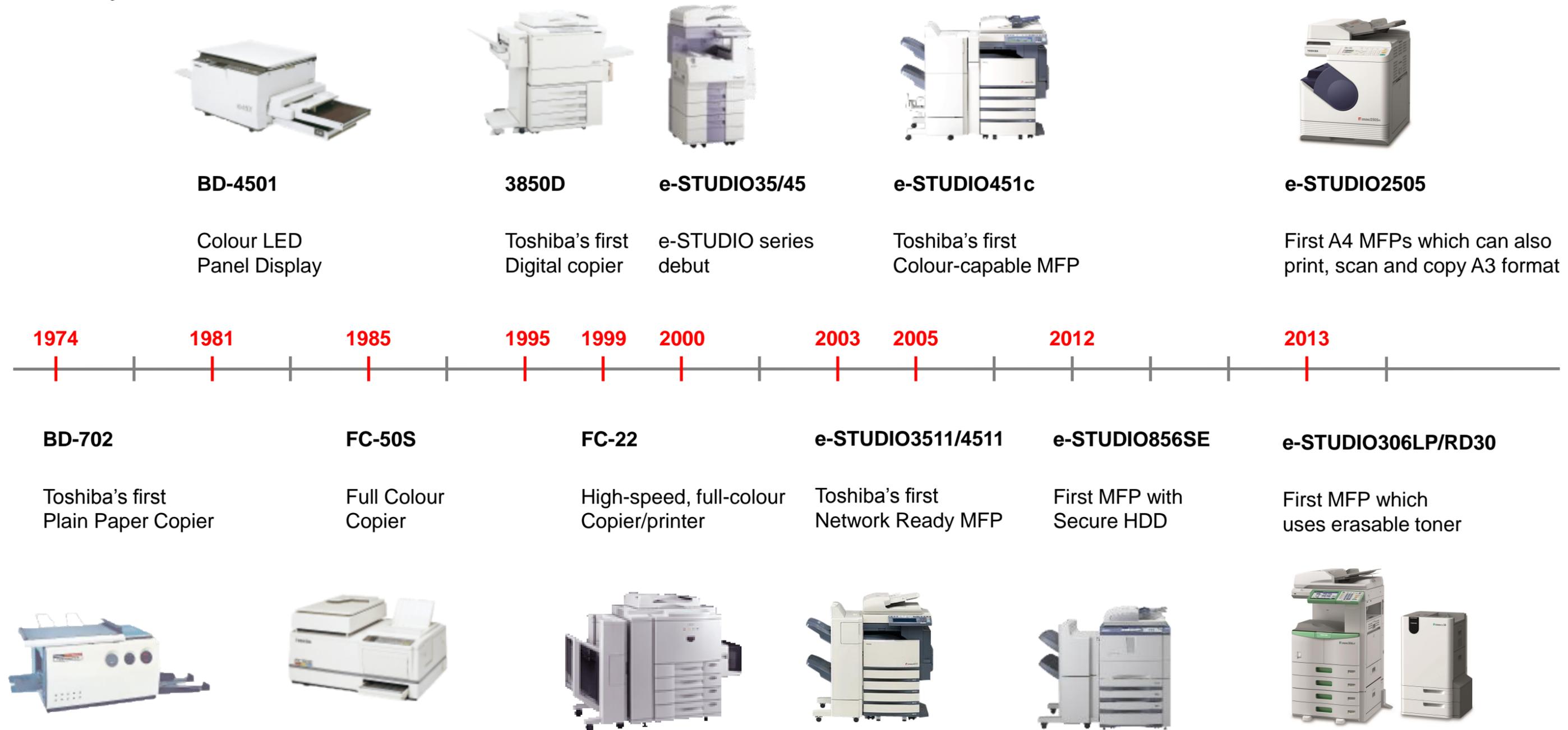
In business, *genba* refers to the place where value is created; in manufacturing the *genba* is the factory floor. It can be any "site" such as a construction site, sales floor or where the service provider interacts directly with the customer.

PRODUCTS

Product history

TOSHIBA COPIERS AND MFPs

History



LABEL AND BARCODE PRINTER

History



Barcode Printer

B-63



Compact Desktop Type Printer

B-63

1972

1986

1989

2001

2003

Label Printer



Barcode Printer

B-470



Portable Barcode Printer

B-SP2D



RFID-Ready Printer

B-SX5T



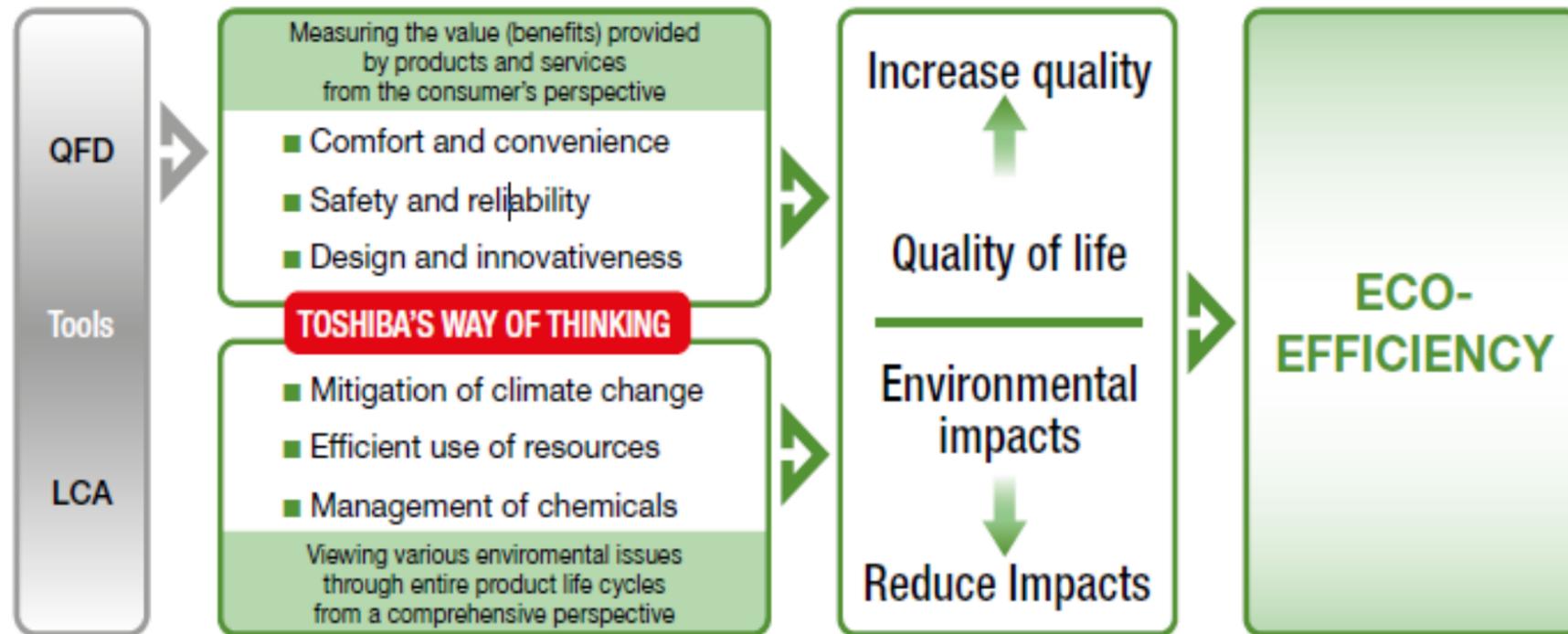
ENVIRONMENT

For a greener tomorrow

ECO-EFFICIENCY

Our ultimate goal

Our eco-efficiency model



At Toshiba Tec we believe that eco-efficiency is about enhancing quality of life while at the same time shrinking our ecological footprint.

QFD: Quality Function Deployment
LCA: Life Cycle Assessment

COMPLIANCE

For a sustainable future

Toshiba TEC welcomes the emphasis on sustainability that characterises the European market.

Compliance with voluntary and mandatory requirements and listing in internationally respected rankings places us in a strong position as a forward looking and responsible company.



COMPLIANCE

Blue Angle / ENERGY STAR®

BLUE ANGEL

Germany's Blue Angel is the world's first and best-known ecological seal. For more than 30 years it has set standards and helped consumers choose environmentally friendly products and services. Toshiba systems adhere to the certification criteria RAL-UZ 171, which defines the demands for the highest level of environmental friendliness. Most of our systems meet these demands throughout their lifecycle – even in the product development stage.

ENERGY STAR

The ENERGY STAR is a seal indicating energy-saving products. Toshiba takes decisive steps to develop multifunctional systems that meet the ENERGY STAR demands. Energy-saving technologies are used in every phase of the development process, resulting in an ongoing contribution to environmental protection.



COMPLIANCE

RoHS / ErP Lot4

RoHS Directive

RoHS stands for “Restriction of Hazardous Substances”. The European Union’s RoHS Directive restricts the use of environmentally hazardous substances in electrical and electronic devices. This reduces health risks for people as well as the burden on the environment. Toshiba strictly adheres all of the Directive’s demands.

ErP Lot4 Voluntary Agreement for Imaging Equipment

This European agreement is a commitment to steps that go beyond business as usual to further reduce the environmental impact of imaging equipment. As a signatory, Toshiba TEC seeks to demonstrate that the imaging industry is a responsible and proactive stakeholder capable of continuously improving the environmental impact of its products.



TOSHIBA CARBON ZERO SCHEME

Our industry-leading off-set programme

Together with CO2balance Toshiba has developed the Carbon Zero Scheme which offsets the carbon emission of any Toshiba MFP or printer.

The calculation of the emission covers the manufacturing and transportation of the device and also includes the maintenance and consumables needed during the entire life-cycle plus up to 1.000.000 printed pages.

Toshiba supports a number of projects around the world to help offset this carbon, including:

- ✿ Energy Efficient Stove Project in Kenya
- ✿ Wind Power Project in India
- ✿ Borehole Rehabilitation Project in Uganda



www.toshibacarbonzero.eu

TOGETHER INFORMATION

Our vision

TOGETHER INFORMATION

What it stands for

Together Information is Toshiba's vision for how people and organizations create, record, share, manage and display ideas and data.

It is based on our belief that the most successful organizations are those that communicate information in the most effective way.

We make that possible through an integrated portfolio of industry-specific solutions, all of which reflect Toshiba's commitment to the future of the planet.



THANK YOU

