

Second Quarter Report for FY 2016

(Fiscal Year ending March 2017)

Details of Business Results




AMANO CORPORATION (Ticker: 6436)

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-  **The 6th Medium-term Business Plan** P.20
Challenge to a New Stage
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The prospect of operating performance or forecast compiled by Amano is based on the current information available, and it includes potential risks or uncertainties. Please note that actual operating performance may change substantially from what is described here as a result of various changing factors.

FY 2016: Second Quarter Report

(Fiscal Year ending March 2017)

FY 2016: 2nd Quarter Accumulated Results (FY end March 2017)



◆ Consolidated

(In million yen)

	Disclosed plan			1st Half ended September 30, 2016		1st Half ended September 30, 2015		Change		Change over plan	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	56,700	100.0	3.4	56,599	100.0	54,851	100.0	1,747	3.2	(101)	99.8
Gross profit	24,100	42.5	3.4	24,373	43.1	23,303	42.5	1,070	4.6	273	101.1
SG&A	19,200	33.9	2.8	19,274	34.1	18,682	34.1	592	3.2	74	100.4
Operating profit	4,900	8.6	6.0	5,099	9.0	4,621	8.4	477	10.3	199	104.1
Non-operating income	250	0.4	(41.6)	349	0.6	427	0.8	(78)	(18.3)	99	139.8
Non-operating expense	50	0.1	(14.4)	210	0.4	58	0.1	151	259.9	160	420.4
Ordinary profit	5,100	8.9	2.2	5,238	9.2	4,990	9.1	247	5.0	138	102.7
Extraordinary profit	0			0		0		0		0	
Extraordinary loss	0			31		88		(56)		31	
Net income attributable to owners of the parent company	3,200	5.6	4.3	3,259	5.8	3,067	5.6	192	6.3	59	101.9

* FX Rates: (Quarterly Average)

US\$ 109.00	US\$ 111.81	US\$ 120.50
EUR 122.00	EUR 124.31	EUR 133.83

◆ ACJ * ACJ; Amano Corporation Japan

(In million yen)

	Disclosed plan			1st Half ended September 30, 2016		1st Half ended September 30, 2015		Change		Change over plan	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	32,000	100.0	4.3	32,872	100.0	30,673	100.0	2,198	7.2	872	102.7
Gross profit	12,900	40.3	2.7	13,404	40.8	12,565	41.0	838	6.7	504	103.9
SG&A	10,500	32.8	6.3	10,228	31.1	9,876	32.2	352	3.6	(272)	97.4
Operating profit	2,400	7.5	(10.8)	3,175	9.7	2,689	8.8	486	18.1	775	132.3
Non-operating income	830	2.6	(5.9)	1,087	3.3	881	2.9	205	23.3	257	131.0
Non-operating expense	30	0.1	8.0	187	0.6	27	0.1	160	576.0	157	626.1
Ordinary profit	3,200	10.0	(9.7)	4,075	12.4	3,543	11.6	531	15.0	875	127.4
Extraordinary profit	0			0		0		0		0	
Extraordinary loss	0			30		84		(53)		30	
Net income	2,200	6.9	(6.5)	2,861	8.7	2,352	7.7	508	21.6	661	130.1

■ Consolidated performance (Year-on-year)

1 Sales: Up ¥ 1,747 mil (Up 3.2 %)

· Time Information Segment: Up 1,540 Mil (Up 3.9 %)
 Incl: Information Systems: Dn 80 Mil (Dn 0.7 %)
 Incl: Parking Systems: Up 1,800 Mil (Up 7.1 %)

· Environmental Segment: Up 200 Mil (Up 1.3 %)
 Incl: Environmental Systems: Up 200 Mil (Up 2.1 %)
 Incl: Clean Systems: Dn 0 Mil (Dn 0.1 %)

2 Gross Profit: Up ¥ 1,070 mil (Up 4.6 %)

Gross Profit Ratio: 43.1 % Up 0.6 %

· Time Information Segment: Up 0.6 %
 · Environmental Segment: Up 0.4 %

3 SG&A: Up ¥ 592 mil (Up 3.2 %)

· Labor Cost Up 150 Mil (Up 1.3 %)
 · Other Costs Up 430 Mil (Up 6.7 %)

4 Operating Profit Up ¥ 477 mil (Up 10.3 %)

· Time Information Segment: ¥ 4,680 Mil (Up 300 Mil)
 · Environmental Segment: ¥ 2,110 Mil (Up 220 Mil)
 · Company-wide Expense: ¥ 1,700 Mil (Dn 50 Mil)

● Operating profit Ratio 9.0 % (FY2015: 10.8%,
 Half ended Sep.30,2015: 8.4%)

● ROE — (FY2015: 9.0%)

● Cons OP / Parent OP 1.61 times (FY2015: 1.64 times,
 Half ended Sep.30,2015: 1.72 times)

FY 2016: 2nd Quarter Accumulated Results (FY end March 2017)

Sales by business division

◆ Consolidated

(In million yen)

Business division	Disclosed plan			1st Half ended September 30, 2016		1st Half ended September 30, 2015		Change		Change over plan	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%	Amount	%
Information Systems	13,100	23.1	11.1	11,702	20.7	11,788	21.5	(86)	(0.7)	(1,398)	89.3
Time Management Products	1,800	3.2	(10.7)	1,844	3.2	2,015	3.7	(170)	(8.5)	44	102.4
Parking Systems	26,200	46.2	2.8	27,283	48.2	25,478	46.4	1,804	7.1	1,083	104.1
Total: Time Information Segment	41,100	72.5	4.6	40,830	72.1	39,283	71.6	1,547	3.9	(270)	99.3
Environmental Systems	10,400	18.3	5.6	10,053	17.8	9,849	18.0	204	2.1	(347)	96.7
Clean Systems	5,200	9.2	(9.1)	5,716	10.1	5,719	10.4	(3)	(0.1)	516	109.9
Total: Environmental Segment	15,600	27.5	0.2	15,769	27.9	15,568	28.4	200	1.3	169	101.1
Grand total	56,700	100.0	3.4	56,599	100.0	54,851	100.0	1,747	3.2	(101)	99.8

◆ ACJ

(In million yen)

Business division	Disclosed plan			1st Half ended September 30, 2016		1st Half ended September 30, 2015		Change		Change over plan	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%	Amount	%
Information Systems	7,100	22.2	10.0	6,314	19.2	6,457	21.1	(142)	(2.2)	(786)	88.9
Time Management Products	1,500	4.7	(0.6)	1,460	4.4	1,508	4.9	(47)	(3.2)	(40)	97.3
Parking Systems	12,400	38.7	2.1	13,911	42.4	12,148	39.6	1,763	14.5	1,511	112.2
Total: Time Information Segment	21,000	65.6	4.4	21,686	66.0	20,113	65.6	1,572	7.8	686	103.3
Environmental Systems	8,700	27.2	5.8	9,004	27.4	8,223	26.8	781	9.5	304	103.5
Clean Systems	2,300	7.2	(1.6)	2,181	6.6	2,336	7.6	(155)	(6.6)	(119)	94.8
Total: Environmental Segment	11,000	34.4	4.2	11,185	34.0	10,560	34.4	625	5.9	185	101.7
Grand total	32,000	100.0	4.3	32,872	100.0	30,673	100.0	2,198	7.2	872	102.7

FY 2016: Consolidated performance by quarter

(FY end March 2017)



◆ Quarterly Financials

(In million yen)

	1st quarter		2nd quarter		First half	
	Amount	%	Amount	%	Amount	%
Net sales	26,201	100.0	30,398	100.0	56,599	100.0
Gross profit	11,167	42.6	13,206	43.4	24,373	43.1
SG&A	9,625	36.7	9,648	31.7	19,274	34.1
Operating profit	1,541	5.9	3,558	11.7	5,099	9.0
Non-operating income	184	0.7	165	0.5	349	0.6
Non-operating expense	202	0.8	7	0.0	210	0.4
Ordinary profit	1,523	5.8	3,715	12.2	5,238	9.2
Extraordinary profit	0		0		0	
Extraordinary loss	6		25		31	
Net income attributable to owners of the parent company	747	2.9	2,511	8.3	3,259	5.8

*Exchange rate: US \$ 115.07 US \$ 108.54 US \$ 111.81
 EUR 127.18 EUR 121.43 EUR 124.31

◆ Quarterly Sales

(In million yen)

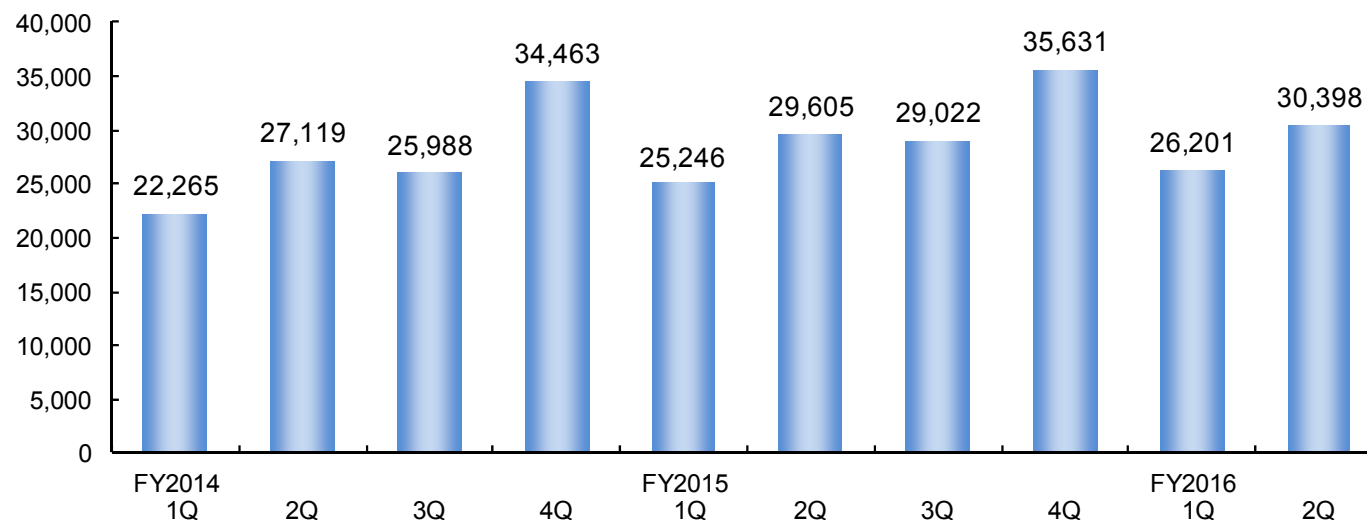
Business division	1st quarter		2nd quarter		First half	
	Amount	%	Amount	%	Amount	%
Information Systems	5,430	20.7	6,272	20.6	11,702	20.7
Time Management Products	922	3.5	922	3.0	1,844	3.2
Parking Systems	12,751	48.7	14,532	47.8	27,283	48.2
Total: Time Information Segment	19,104	72.9	21,726	71.4	40,830	72.1
Environmental Systems	4,345	16.6	5,708	18.8	10,053	17.8
Clean Systems	2,751	10.5	2,965	9.8	5,716	10.1
Total: Environmental Segment	7,096	27.1	8,672	28.6	15,769	27.9
Grand total	26,201	100.0	30,398	100.0	56,599	100.0

Consolidated Sales & Operating Profit (Quarterly)



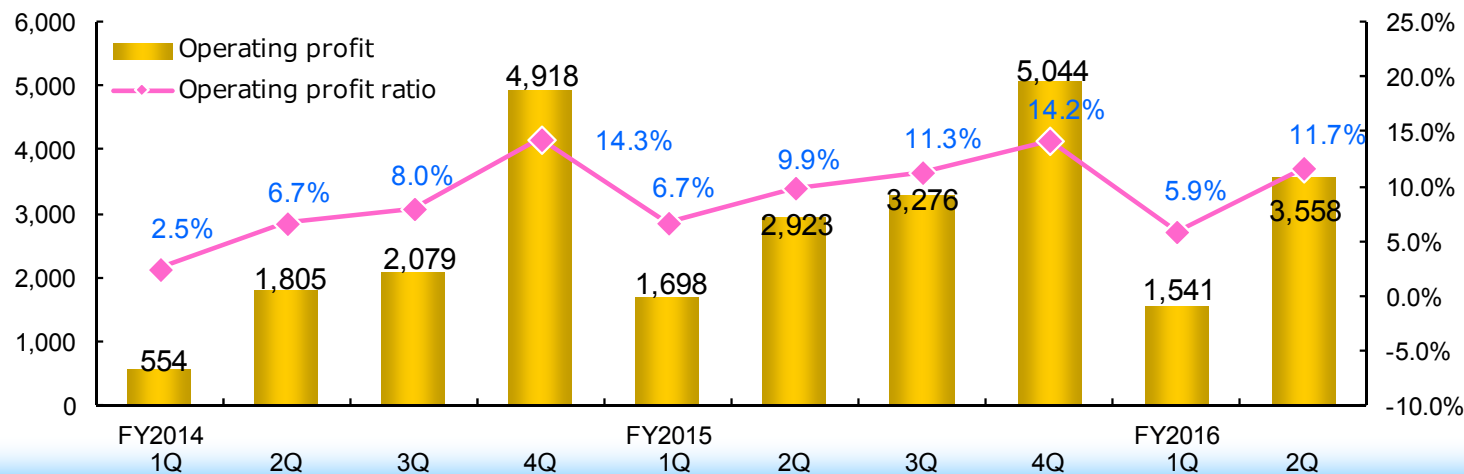
■ Sales

(In million yen)



■ Operating Profit

(In million yen)



Sales & Operating Profit by Business Segment

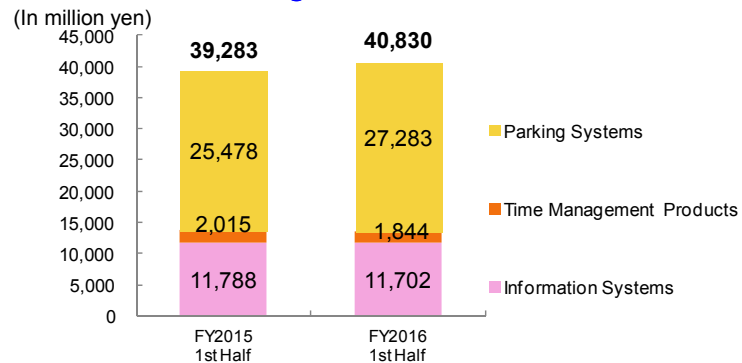


(In million yen)

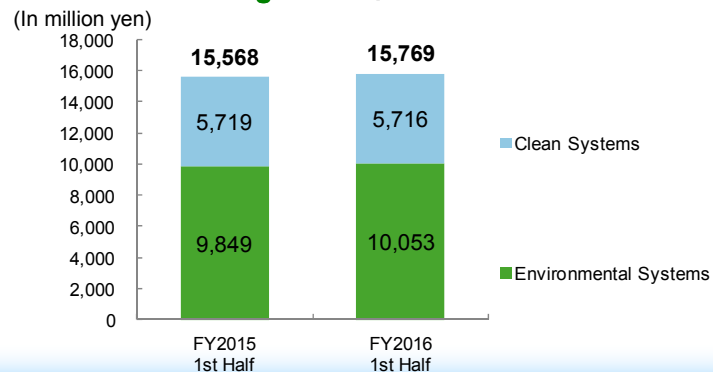
	FY2016 1Q			FY2016 2Q			1st Half ended September 30, 2016			1st Half ended September 30, 2015			Change Y-O-Y			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	%	Operating profit	%
Time Information Segment	19,104	1,544	8.1	21,726	3,144	14.5	40,830	4,688	11.5	39,283	4,380	11.2	1,547	3.9	308	7.0
Environmental Segment	7,096	825	11.6	8,672	1,293	14.9	15,769	2,118	13.4	15,568	1,892	12.2	200	1.3	225	11.9
Company-wide Expenses		(828)			(880)			(1,708)			(1,651)				(56)	
Total	26,201	1,541	5.9	30,398	3,557	11.7	56,599	5,099	9.0	54,851	4,621	8.4	1,747	3.2	477	10.3

< Sales >

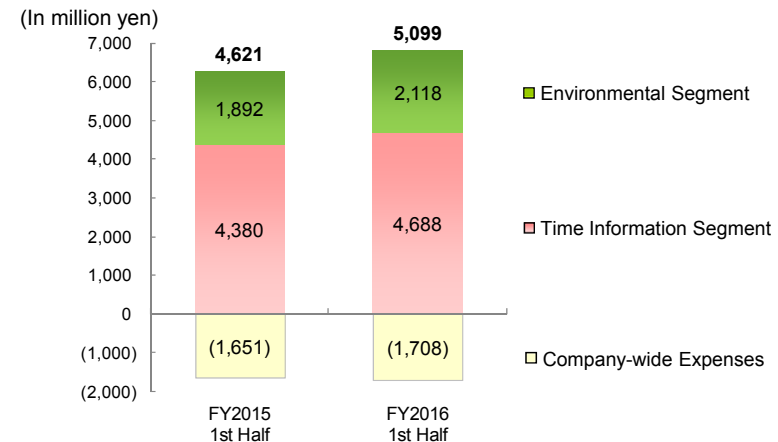
● Time Information Segment Up 3.9% Y-O-Y



● Environmental Segment Up 1.3% Y-O-Y



< Operating profit >



● Time Information Segment Up 7.0% Y-O-Y

Parking Systems Up JPY 1,800Mil (Up 7.1% Y-O-Y)

● Environmental Segment Up 11.9% Y-O-Y

Environmental Systems Up JPY 200Mil (Up 2.1% Y-O-Y)

Performance by Business Division

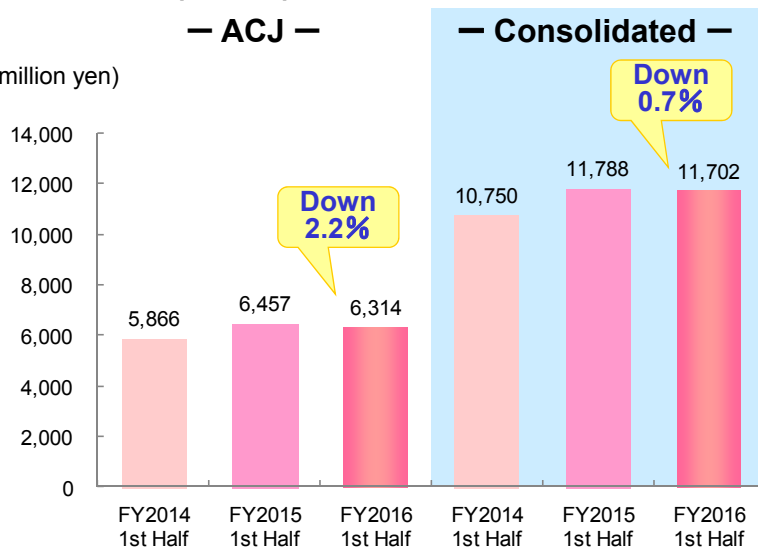
※ Domestic & N. America; Lower sales, Europe; Higher sales

<Sales (Y-O-Y)>

— ACJ —

— Consolidated —

(In million yen)



Domestic

- Software; Lower sales
- T&A terminals; Higher sales
- Cloud services; Expanding



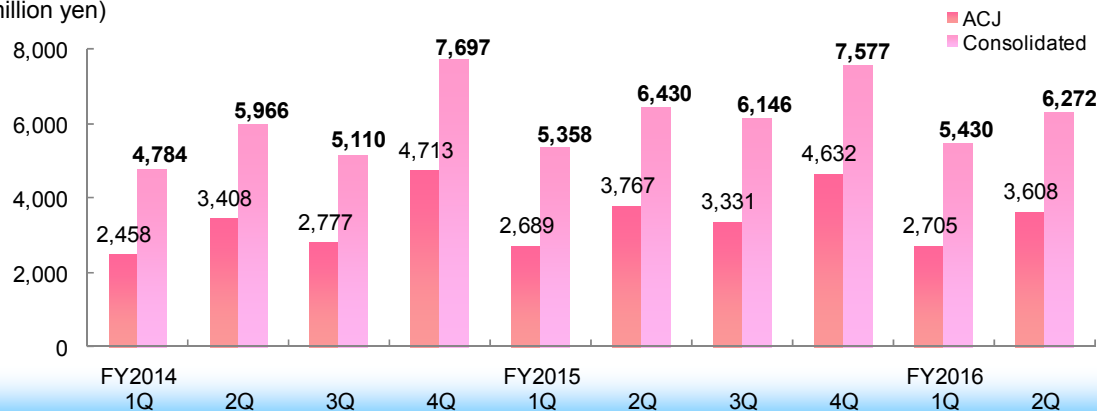
Overseas

- N. America: Accu-Time Systems Inc.; Lower sales
- Europe: Horosmart S.A.; Higher sales
(Owing to the acquisition of an Access Control company)

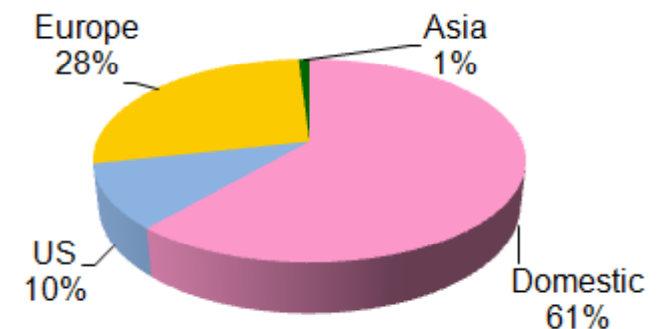


<Quarterly Sales (FY2014.1Q~FY2016.2Q)>

(In million yen)



<Sales by Region >



Time Management Products

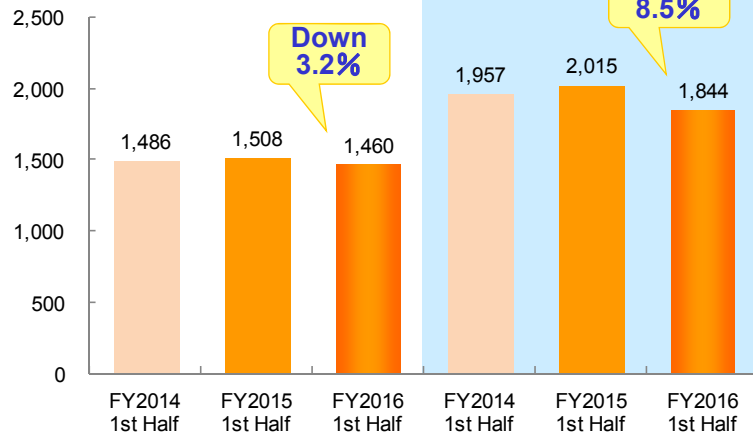
※ Domestic & Overseas; Lower sales

<Sales (Y-O-Y)>

— ACJ —

— Consolidated —

(In million yen)



Domestic



Overseas

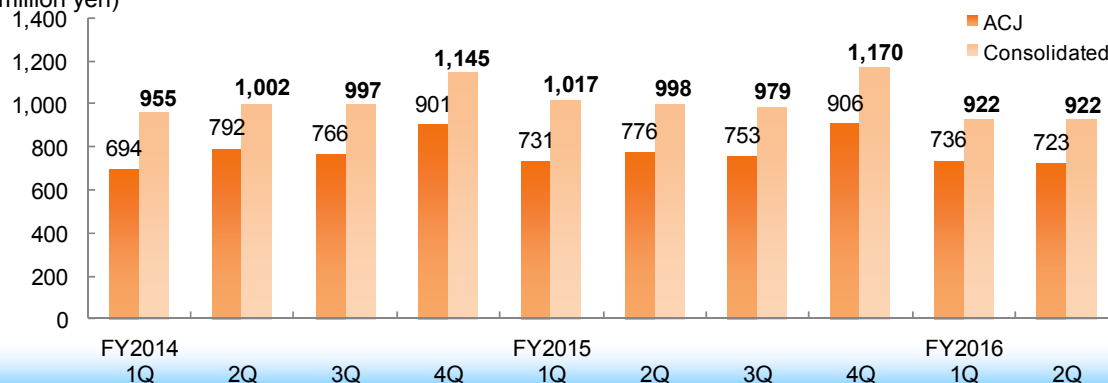


- Standard equipment; Sales flat, Maintenance & supplies; Lower sales
- Increased membership for TimeP@CK fee-based service
(※)TimeP@CK: Time recorder equipped with PC compatible aggregation software

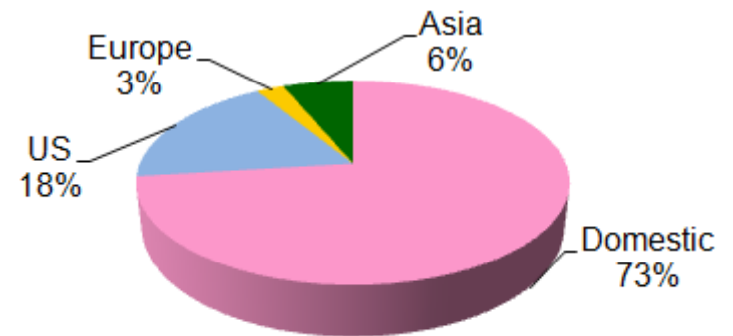
- N. America & Europe; Lower sales
- Asia; Higher sales

<Quarterly Sales (FY2014.1Q~FY2016.2Q)>

(In million yen)



<Sales by Region >



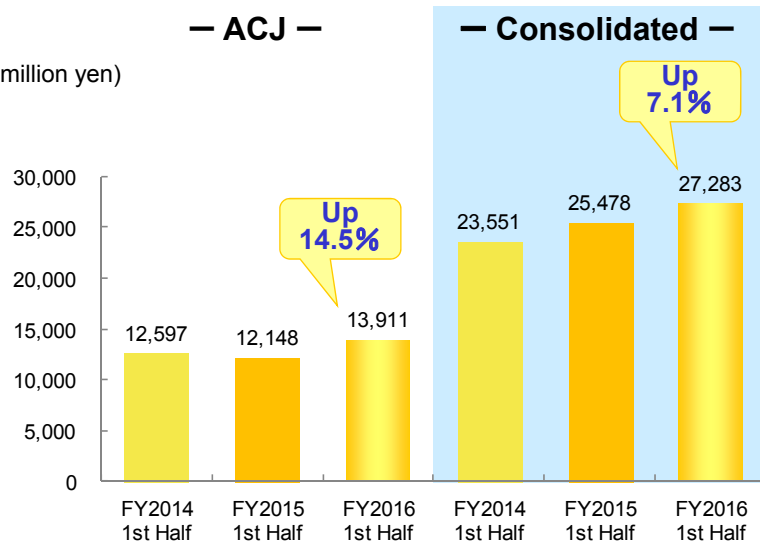
※ Domestic; Double digit sales growth, Overseas; Sales Declined

<Sales (Y-O-Y)>

— ACJ —

— Consolidated —

(In million yen)



Domestic



Overseas

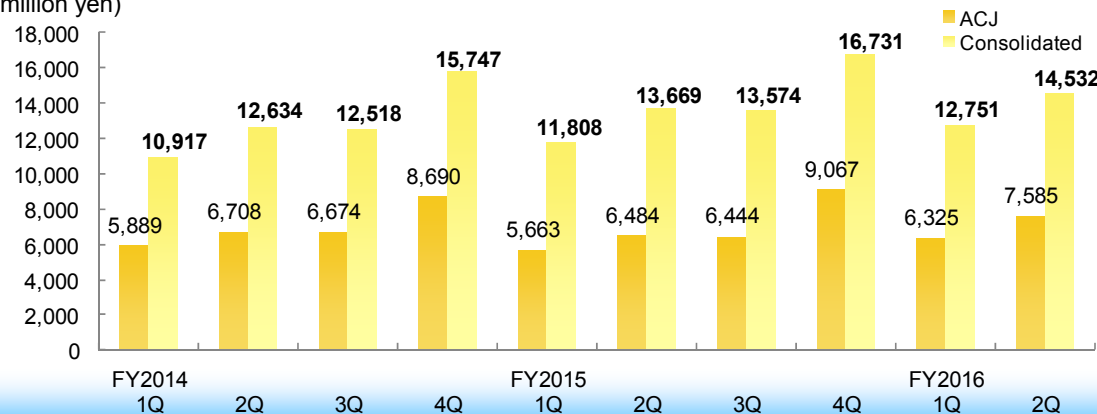


- Growing orders for small and medium scale systems
- Firm commissioned management service business
- Increased contracted sites for parking data center
- Increased orders for bicycle parking system; double digit growth

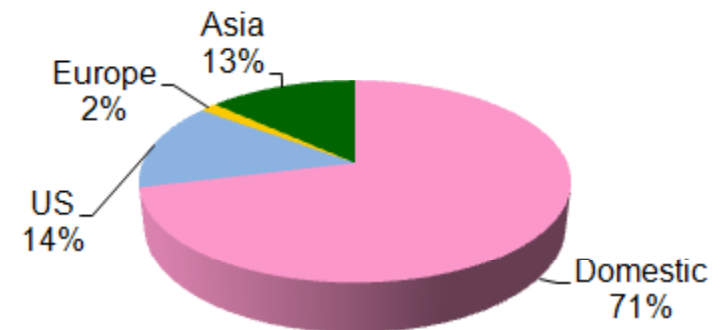
- N. America: Lower sales (due to foreign exchange effects)
- Korea & Hong Kong; Management Services growing steadily

<Quarterly Sales (FY2014.1Q~FY2016.2Q)>

(In million yen)

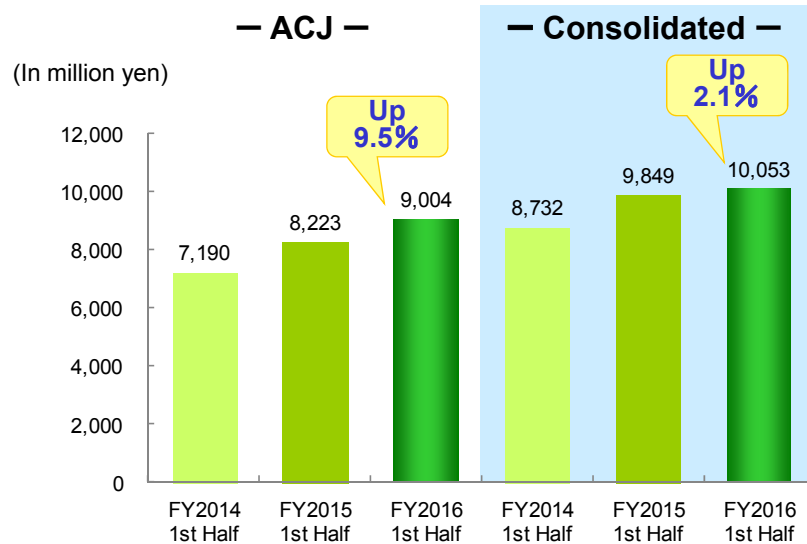


<Sales by Region >



※ Domestic; Sales strong, Asia; Sales declined

<Sales (Y-O-Y)>



Domestic



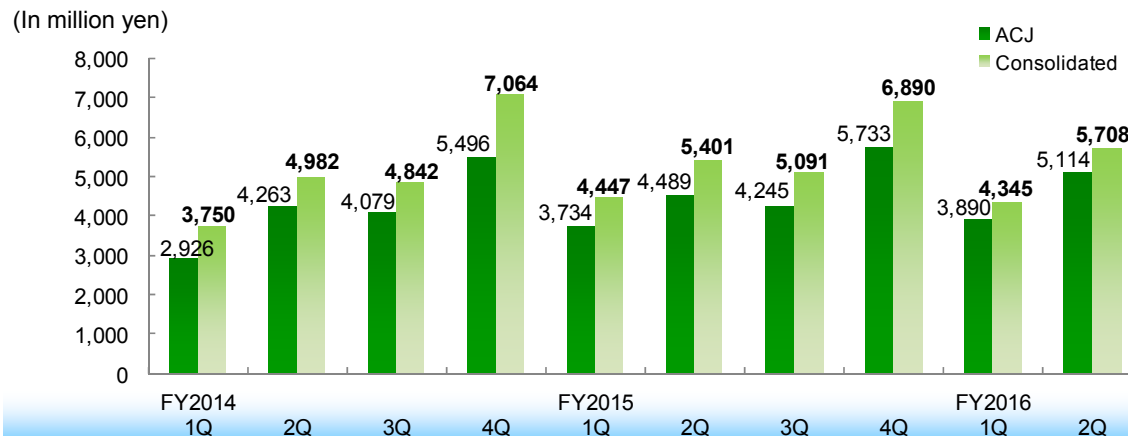
- Standard dust Collectors; Sales expanding steadily.
- Large scale systems; Double digit growth
- Strong sales in the pharmaceutical, food, and cosmetics industries

Overseas

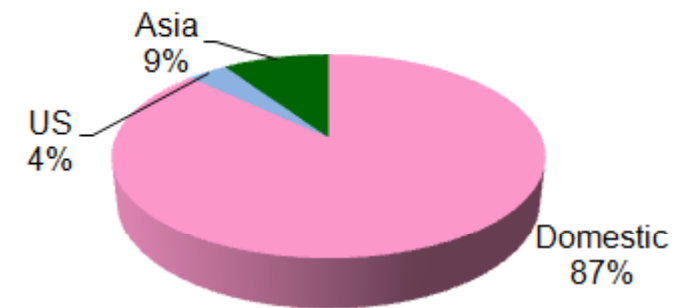


- Asia; Orders decreased
- Mexico; Orders firm

<Quarterly Sales (FY2014.1Q~FY2016.2Q)>



<Sales by Region >



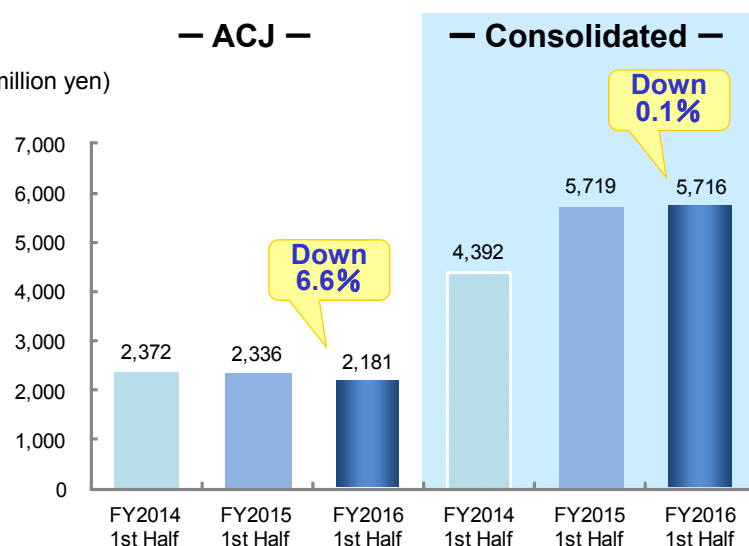
※ Domestic; Lower sales, N. America; Higher sales

<Sales (Y-O-Y)>

— ACJ —

— Consolidated —

(In million yen)



Domestic

- Floor scrubbers; Sales declined
- Robot market developing firmly



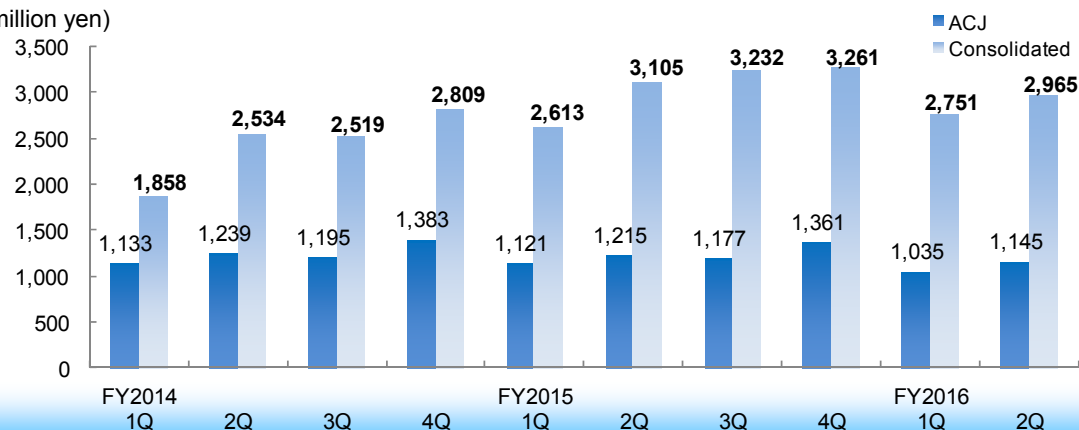
Overseas

- N. America
- APEC; Higher sales (Sanding Machine sales remains robust)

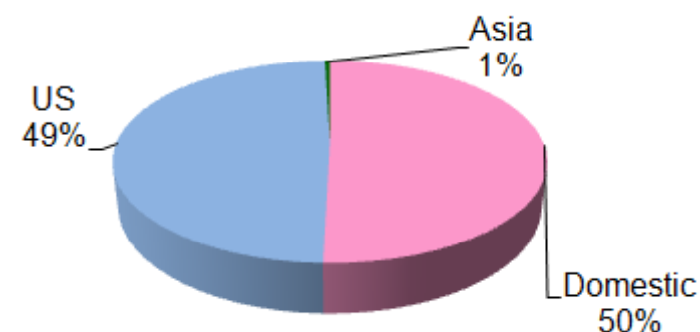


<Quarterly Sales (FY2014.1Q~FY2016.2Q)>

(In million yen)



<Sales by Region >



Performance of overseas group companies



Geographic Segment Information

*Report of all overseas units are as of year ending December.

(In million yen)

	FY2016 1Q			FY2016 2Q			FY2016 1st Half			FY2015 1st Half			Change Y-O-Y			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	
North America	4,339	122	2.8	4,993	202	4.0	9,332	324	3.5	9,314	356	3.8	18	0.2	(31)	(8.8)
Europe	1,990	107	5.4	1,899	121	6.4	3,889	228	5.9	3,618	253	7.0	270	7.5	(24)	(9.8)
Asia	2,496	96	3.9	2,727	240	8.8	5,223	336	6.4	5,967	386	6.5	(744)	(12.5)	(49)	(12.9)
Overseas group companies Total	8,825	326	3.7	9,619	563	5.9	18,444	889	4.8	18,900	995	5.3	(456)	(2.4)	(106)	(10.7)
Domestic Group companies Total	5,039	425	8.4	5,335	571	10.7	10,428	997	9.6	9,983	858	8.6	445	4.5	138	16.1

*Exchange rate: US \$ 115.07 US \$ 108.54 US \$ 111.81 US \$ 120.50
 EUR 127.18 EUR 121.43 EUR 124.31 EUR 133.83

*Goodwill Amortization: N. America: JPY105Mil N. America: JPY122Mil N. America: JPY228Mil N. America: JPY243Mil
 Europe: JPY 78Mil Europe: JPY 74Mil Europe: JPY153Mil Europe: JPY146Mil

Consolidated Balance Sheet

AMANO

(In million yen)

CONSOLIDATED B/S	FY2016 2Q 16.9.30	FY2015 16.3.31	Change
Assets	129,783	136,965	(7,182)
Cash & Bank Deposits	36,104	36,888	(784)
Notes and accounts receivable - trade	28,951	34,576	(5,625)
Inventories	9,369	8,858	511
Deferred Tax Assets	1,716	1,783	(66)
Othe Current Assets	4,126	3,768	358
Fixed Assets	49,513	51,090	(1,576)
Liabilities	37,169	41,359	(4,190)
Notes and accounts payable - trade	11,887	14,080	(2,192)
Other Current Liabilities	18,327	20,053	(1,726)
Other Fixed Liabilities	6,953	7,225	(271)
Net Assets	92,613	95,606	(2,992)
Shareholder's Equity	98,347	97,233	1,113
Valuation & Conversion Adjustments	(6,103)	(2,043)	(4,060)
Non-Controlling shareholder's interests	370	416	(46)
Total Liabilities & Net Assets	129,783	136,965	(7,182)

Consolidated Statements of Cash Flows

AMANO

(In million yen)

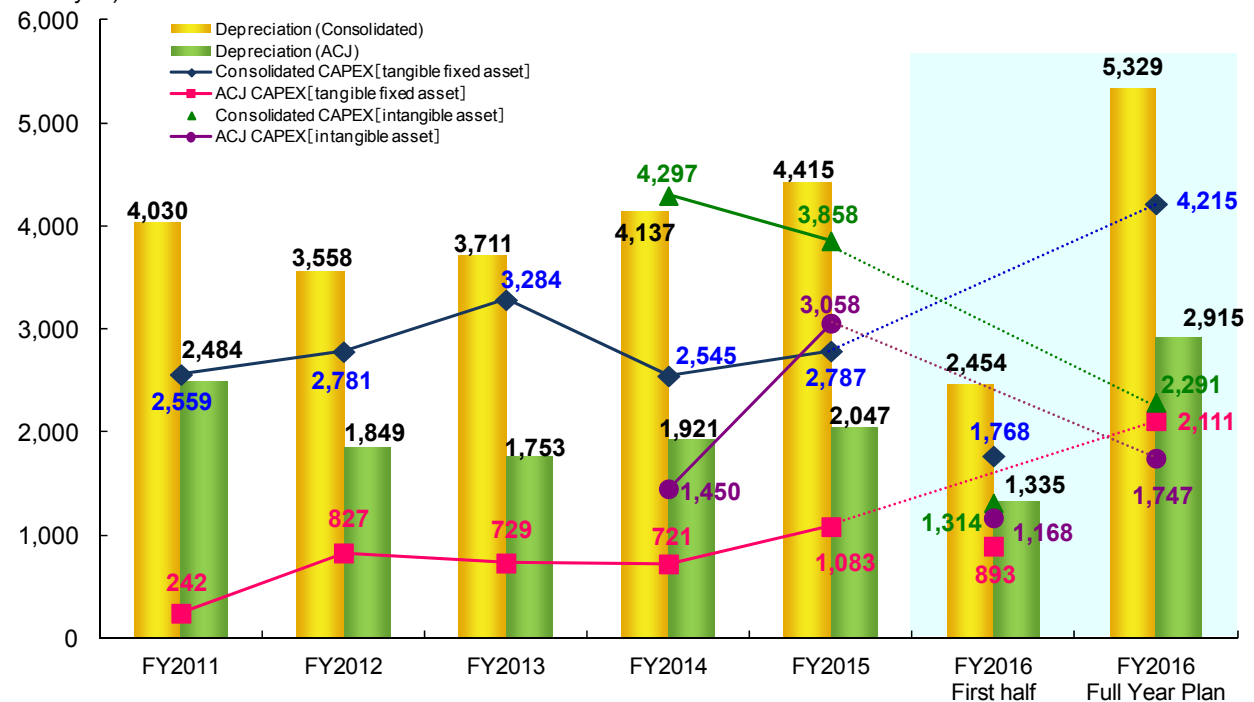
Consolidated Cash Flows (CF)	FY2016 2Q 16.9.30	FY2015 2Q 15.9.30	Change
CF from Operating Activities	6,244	6,280	(36)
CF from Investing Activities	(2,115)	(2,033)	(82)
FCF	4,128	4,247	(119)
CF from Financial Activities	(3,134)	(2,183)	(951)
Net Increase (decrease) in Cash & Equivalents	(136)	1,993	(2,130)
Cash & Cash Equivalents at End of Year	32,589	32,520	69
CAPEX (tangible fixed asset)	1,768	1,251	517
CAPEX (intangible asset)	1,314	1,952	(638)
Depreciation	2,454	2,109	345

CAPEX & Depreciation

(in million yen)

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016 First half	FY2016 Full Year Plan
Consolidated CAPEX[tangible fixed asset]	2,559	2,781	3,284	2,545	2,787	1,768	4,215
[intangible asset]	—	—	—	4,297	3,858	1,314	2,291
Total	—	—	—	6,842	6,645	3,083	6,507
ACJ CAPEX[tangible fixed asset]	242	827	729	721	1,083	893	2,111
[intangible asset]	—	—	—	1,450	3,058	1,168	1,747
Total	—	—	—	2,171	4,142	2,062	3,859
Depreciation (Consolidated)	4,030	3,558	3,711	4,137	4,415	2,454	5,329
Depreciation (ACJ)	2,484	1,849	1,753	1,921	2,047	1,335	2,915

(In million yen)





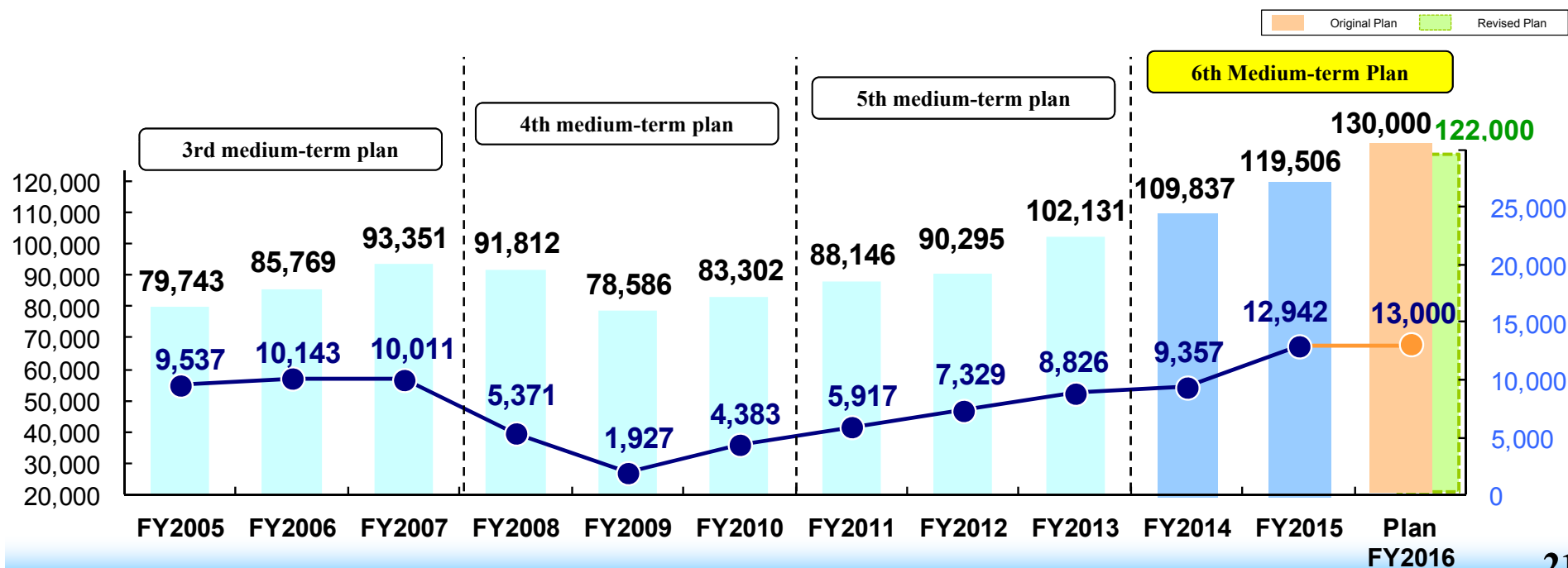
The 6th Medium-Term Business Plan
(FY2014-FY2016)

Challenge to a New Stage

Roadmap of the Medium-term Business Plan



FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
3rd medium-term plan			4th medium-term plan			5th medium-term plan			6th Medium-term Plan		
For additional growth			Global Growth Strategy			To become a 100-year Company			Challenge to aNew Stage		
<div style="border: 1px solid red; padding: 2px;"> FY2007 For ¥90Billion Sales and over 13% Operating Profit </div>			<div style="border: 1px solid red; padding: 2px;"> FY2010 Net Sales: over ¥114bn Ordinary Profit: over ¥12.7bn </div>			<div style="border: 1px solid red; padding: 2px;"> FY2013 Sales: over ¥103Bn Operating Profit: over ¥10Bn </div>			<div style="border: 1px solid red; padding: 2px;"> FY2016 Sales: over ¥130Bn Operating Profit: over ¥13Bn </div>		
For more profitability and sustainable growth			Re-building profit structure & strengthening global strategy			Global Niche Top Establishing new businesses			Expand Corporate Scale & Establish Growth Drivers		



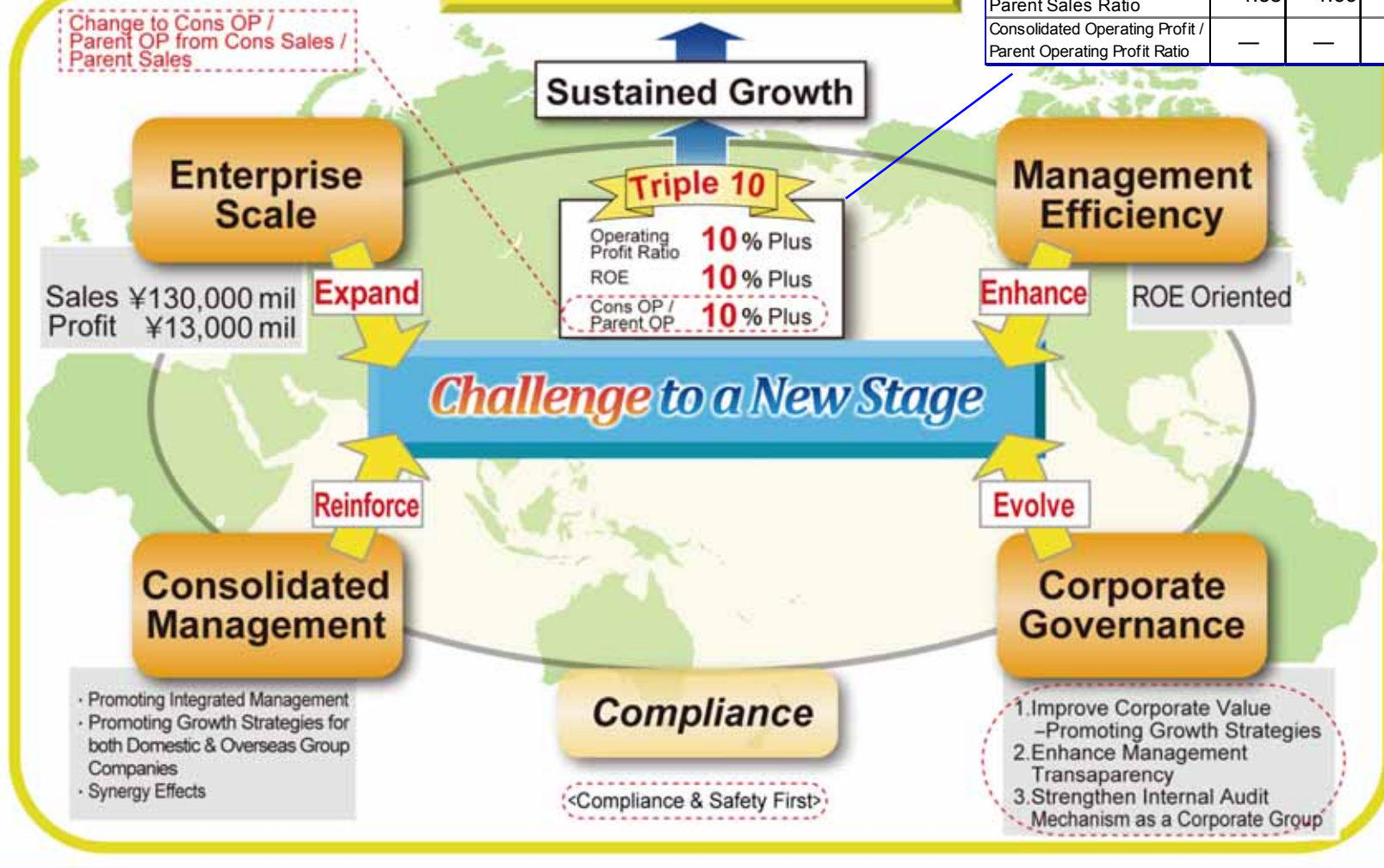
Business Concept

The 6th Medium-Term Business Plan
(Apr. 2014 to Mar. 2017)

New Stage

	FY2013 Result	FY2014 Result	FY2015 Result	FY2016 Plan
Operating Profit Ratio	8.6%	8.5%	10.8%	11%
ROE	6.6%	7.7%	9.0%	10%
Consolidated Sales / Parent Sales Ratio	1.58	1.66	1.75	—
Consolidated Operating Profit / Parent Operating Profit Ratio	—	—	1.64	1.71

Aiming to become a 100-year Company



The New Medium-Term Business Plan “Establishing Growth Drivers”



[Asia : Principal Measures]

※ Common Goals: Establish a second core business

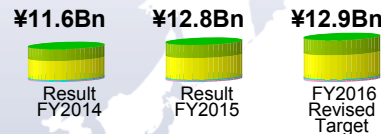
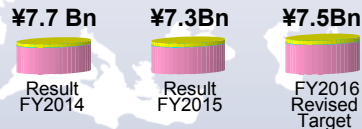
[Europe: Principal Measures]

- Horosmart
Further reinforcement of customer base through T&A, Access, and Cloud
- Accelerated deployment of Bar code Systems
- Deploying commissioned management services

- KOREA :Expand parking management services business,
- CHINA :Expand parking sales
- MALAYSIA, HONG KONG :Expand parking management services
- SINGAPORE: Deploy cloud services, online shop
- THAILAND, INDONESIA, PHILIPPINES:
Expand environmental business, develop new markets

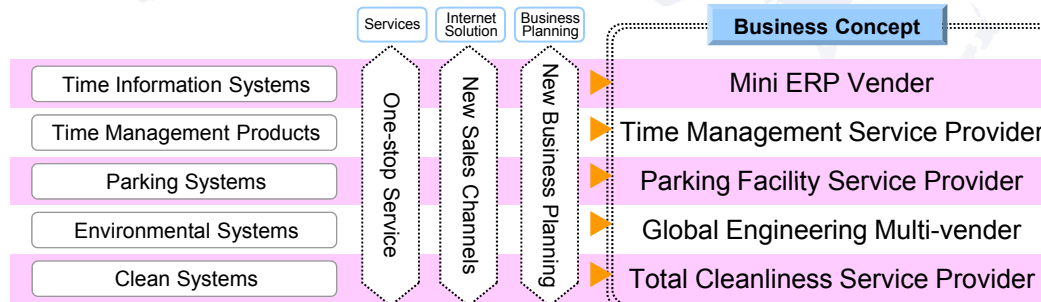
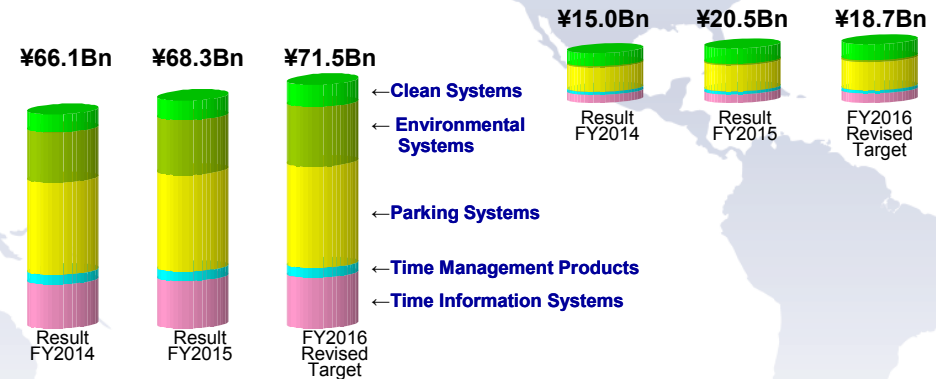
[N.America : Principal Measures]

- Amano McGann Inc.
Launch new systems and enhance peripheral services (vehicle guidance, web solutions etc)
- Accu-Time Systems Inc.
Deploy cloud services
- Amano Pioneer Eclipse Corp.
Business expansion (sanding machines)
Expand sales of environmental standard machines (expand dealer network)
- Amano Mexico
Established local subsidiary
Expand sales of environmental standard machines



[Domestic: Principal Measures]

- Expand Sales, Profit, and Customer Base
- From intra-divisional 3in1 proposals to inter-divisional 3in1 proposals
- Enhance collaboration among domestic group companies
Strengthen the ability to offer comprehensive holistic solutions
- Enhance alliance with overseas group companies



[Maximizing Corporate Value]

(Establishing Growth Drivers & Expanding Corporate Scale)

- Create NEW Values
- Alliance Strategy
- Improve Competitive Edge

Numerical Targets for FY2014-FY2016

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◆ Business Plan

(In million yen)

	Result FY2014		Result FY2015		MTBP FY2016 Target	FY2016 Revised target	
	Amount	Change%	Amount	Change%	Amount	Amount	Change%
Sales	109,837	7.5	119,506	8.8	130,000	122,000	2.1
Operating profit	9,357	6.0	12,942	38.3	13,000	13,000	0.4
Operating profit Ratio	8.5%		10.8%		10.0%	10.7%	
Ordinary profit	10,189	8.1	13,665	34.1	13,600	13,500	(1.2)
Net income attributable to owners of the parent company	6,794	28.2	8,405	23.7	8,300	8,800	4.7

◆ Sales Plan

(In million yen)

	Result FY2014			Result FY2015			MTBP FY2016 Target		FY2016 Revised target		
	Amount	%	Change%	Amount	%	Change%	Amount	%	Amount	%	Change%
Information Systems	23,558	21.5	2.5	25,512	21.3	8.3	28,300	21.8	27,400	22.5	7.4
Time Management Products	4,100	3.7	0.3	4,165	3.5	1.6	4,200	3.2	3,800	3.1	(8.8)
Parking Systems	51,817	47.2	6.2	55,784	46.7	7.7	62,000	47.7	56,400	46.2	1.1
Total: Time Information Segment	79,477	72.4	4.7	85,463	71.5	7.5	94,500	72.7	87,600	71.8	2.5
Environmental Systems	20,639	18.8	13.7	21,830	18.3	5.8	23,300	17.9	23,100	18.9	5.8
Clean Systems	9,720	8.8	20.1	12,213	10.2	25.6	12,200	9.4	11,300	9.3	(7.5)
Total: Environmental Segment	30,360	27.6	15.6	34,044	28.5	12.1	35,500	27.3	34,400	28.2	1.0
Grand total	109,837	100.0	7.5	119,506	100.0	8.8	130,000	100.0	122,000	100.0	2.1

FX Conversion Rates:

US\$ 106.45
EUR 140.31

US\$ 121.04
EUR 133.66

US\$ 100.00
EUR 137.00

US\$ 109.00
EUR 122.00

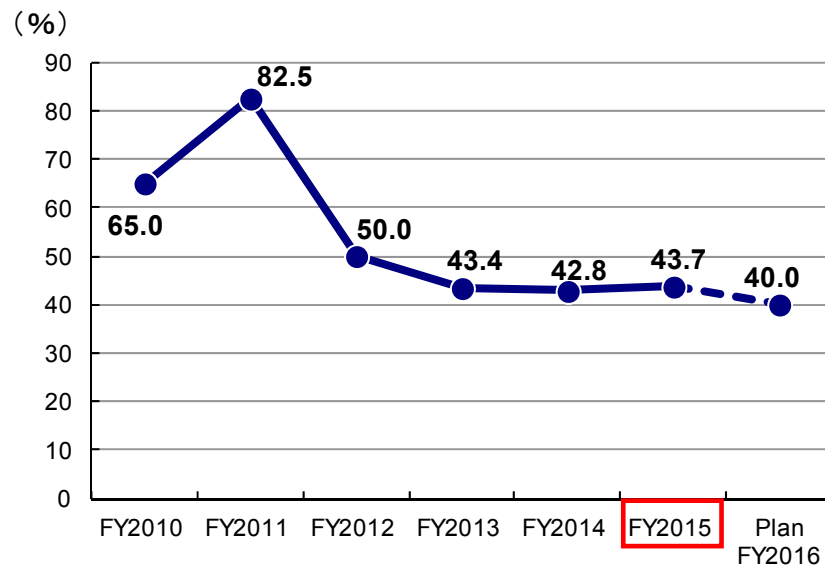
1) Dividend Policy

Stable Dividend : JPY 26 p.a + Achievement Allocation based on performance.

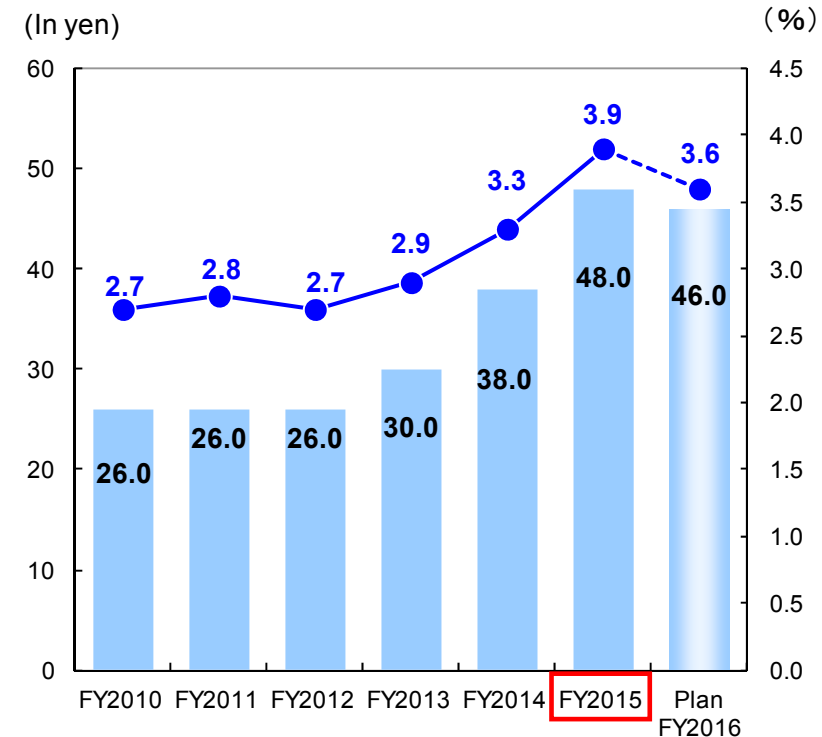
- Consolidated dividend payout: Target over 40%.
- Dividend payout on net assets: Target over 2.5%.

2) Total Dividend Payout (Return to Shareholders)

< Pay-out ratio >



< Dividend per share & pay out ratio on consolidated net assets >



★The acquisition status of Treasury Stock

- Acquisition period: From August 1, 2008 to March 31, 2009
- Total number of acquired stocks: 3.78 Mil.
- Total amount of acquired stocks: JPY3.0Bil.
- ※ 8th April 2013, cancelled 4.6million treasury stocks

Business Forecast for FY2016 (Fiscal Year ending March 2017)

Business Forecast for the Full FY2016

◆ Consolidated

(In million yen)

	FY2016 Plan		FY2015 Result		Change	
	Amount	%	Amount	%	Amount	%
Net sales	122,000	100.0	119,506	100.0	2,494	102.1
Gross profit	51,800	42.5	52,930	44.3	(1,130)	97.9
SG&A	38,800	31.8	39,988	33.5	(1,188)	97.0
Operating profit	13,000	10.7	12,942	10.8	58	100.4
Non-operating income	600	0.5	917	0.8	(317)	65.4
Non-operating expense	100	0.1	194	0.2	(94)	51.5
Ordinary profit	13,500	11.1	13,665	11.4	(165)	98.8
Extraordinary profit	0		5		(5)	
Extraordinary loss	0		356		(356)	
Net income attributable to owners of the parent company	8,800	7.2	8,405	7.0	395	104.7

◆ ACJ

(In million yen)

	FY2016 Plan		FY2015 Result		Change	
	Amount	%	Amount	%	Amount	%
Net sales	71,500	100.0	68,328	100.0	3,172	104.6
Gross profit	29,000	40.6	28,253	41.3	747	102.6
SG&A	21,400	29.9	20,340	29.8	1,060	105.2
Operating profit	7,600	10.6	7,913	11.6	(313)	96.0
Non-operating income	1,440	2.0	1,524	2.2	(84)	94.5
Non-operating expense	40	0.1	136	0.2	(96)	29.4
Ordinary profit	9,000	12.6	9,301	13.6	(301)	96.8
Extraordinary profit	0		0		0	
Extraordinary loss	0		226		(226)	
Net income	6,200	8.7	6,077	8.9	123	102.0

Sales Forecast for the Full FY2016 by Business Division



◆ Consolidated

*The plan for the second half is shown as
"Full Year Plan minus First Half Results"

(In million yen)

Business division	Plan Year ending March 31, 2017				Result First half		Plan Second half		Year ending March 31, 2016	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	27,400	22.5	1,888	7.4	11,702	20.7	15,698	24.0	25,512	21.3
Time Management Products	3,800	3.1	(365)	(8.8)	1,844	3.2	1,956	3.0	4,165	3.5
Parking Systems	56,400	46.2	616	1.1	27,283	48.2	29,117	44.5	55,784	46.7
Total: Time Information Segment	87,600	71.8	2,138	2.5	40,830	72.1	46,770	71.5	85,463	71.5
Environmental Systems	23,100	18.9	1,270	5.8	10,053	17.8	13,047	19.9	21,830	18.3
Clean Systems	11,300	9.3	(913)	(7.5)	5,716	10.1	5,584	8.5	12,213	10.2
Total: Environmental Segment	34,400	28.2	356	1.0	15,769	27.9	18,631	28.5	34,044	28.5
Grand total	122,000	100.0	2,494	2.1	56,599	100.0	65,401	100.0	119,506	100.0

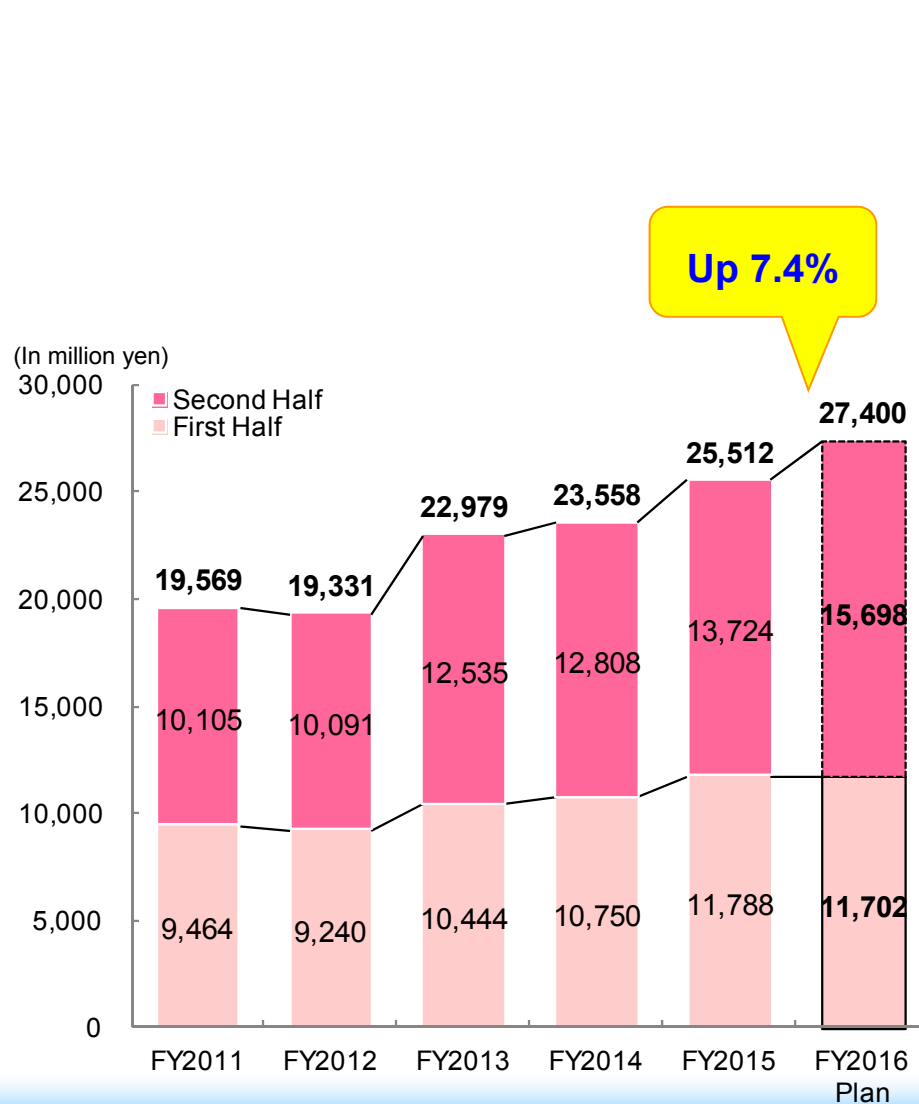
◆ ACJ

(In million yen)

Business division	Plan Year ending March 31, 2017				Result First half		Plan Second half		Year ending March 31, 2016	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	16,000	22.4	1,579	10.9	6,314	19.2	9,686	25.1	14,421	21.1
Time Management Products	3,100	4.3	(68)	(2.2)	1,460	4.4	1,640	4.2	3,168	4.6
Parking Systems	28,000	39.2	340	1.2	13,911	42.4	14,089	36.5	27,660	40.5
Total: Time Information Segment	47,100	65.9	1,851	4.1	21,686	66.0	25,414	65.8	45,249	66.2
Environmental Systems	19,300	27.0	1,097	6.0	9,004	27.4	10,296	26.7	18,203	26.6
Clean Systems	5,100	7.1	225	4.6	2,181	6.6	2,919	7.6	4,875	7.1
Total: Environmental Segment	24,400	34.1	1,322	5.7	11,185	34.0	13,215	34.2	23,078	33.8
Grand total	71,500	100.0	3,172	4.6	32,872	100.0	38,628	100.0	68,328	100.0

Information Systems -Action Plan-

※ Domestic; Expand sales new products to the ML (Middle Low) market
Overseas; Strengthen Cloud business



Domestic



- ML(Middle Low) market; Expand standard software package sales, strengthen marketing for the new T&A and Payroll software
- MH(Middle High) market: Strengthen mini-ERP solutions Collaborate with CREO / Enhance consultancy
- Enhance HR total Cloud services
- Mining the public market

Overseas



- N. America: Accu-Time Systems Inc. Cloud business deployment, enhance terminal solutions
- Europe: Horosmart S.A.Reinforce customer base Expand Access and Cloud services

Expand New Software Sales

Topics Next-generation Human Resource Management Software Package

Aim to establish the position of a "Strong HR solution vendor"



Private seminars



Time Management Products -Action Plan-

※ Domestic & Overseas; Strengthen online sales

Domestic



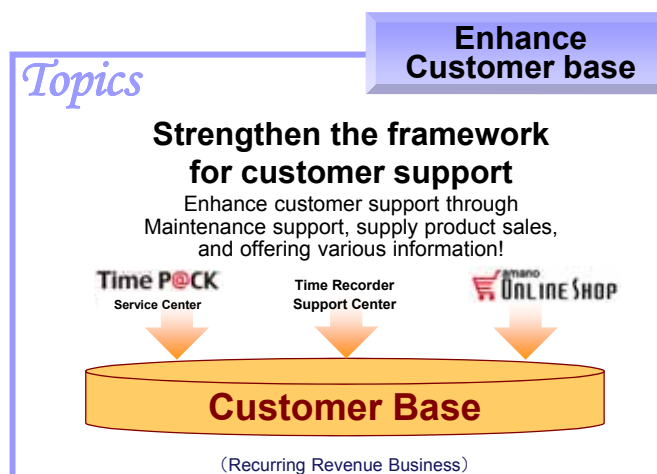
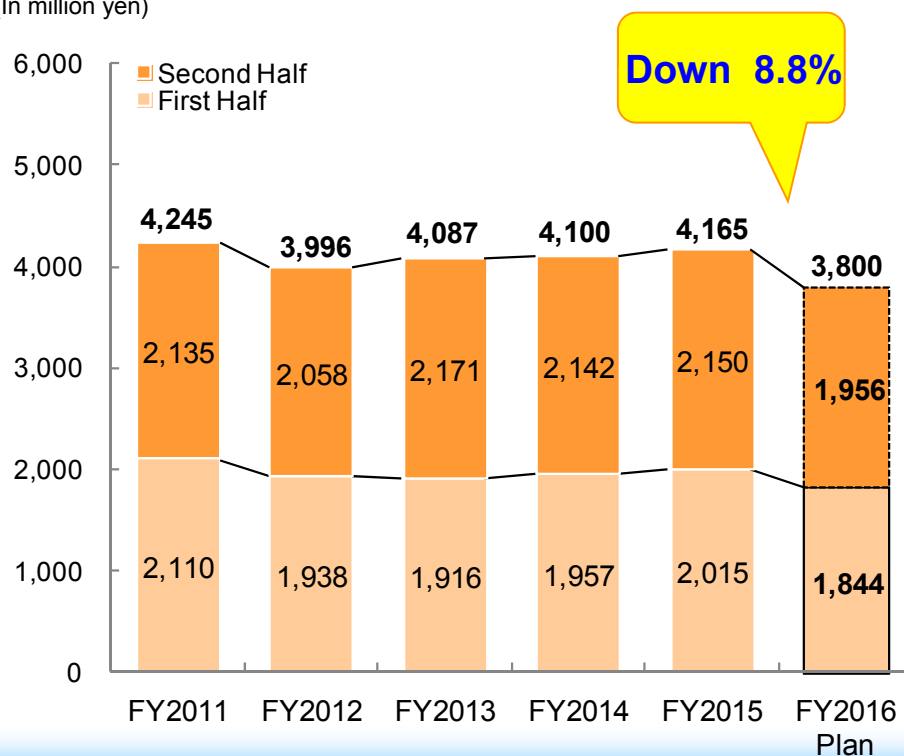
- Uncovering new demand from the standard equipment market
- Strengthen online store and sales over the internet
- Increase sales of the enhanced TimeP@CK model
- Increase membership for TimeP@CK fee-based service
- Develop new business partners

Overseas



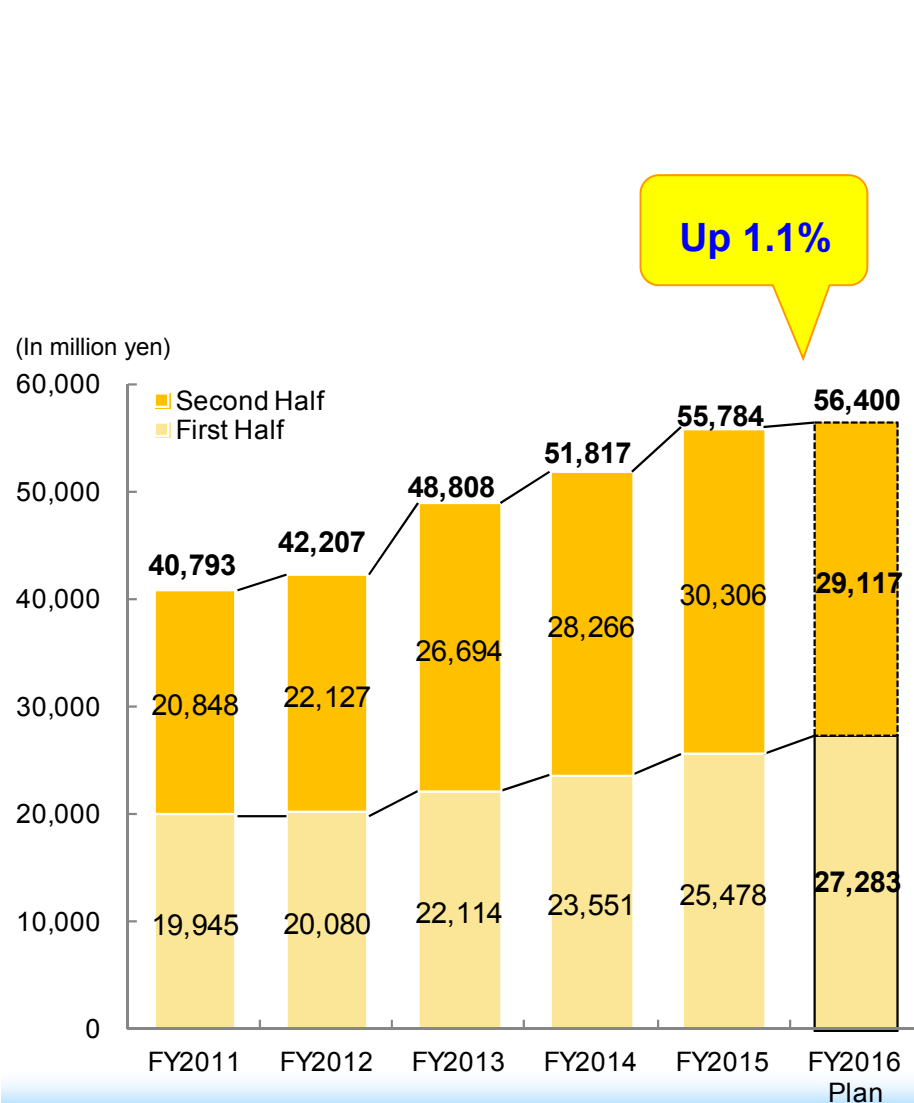
- N. America: New product launches, sales channel restructuring
- Europe: Reorganizing the sales network, Deployment of online sales

(In million yen)



Parking Systems -Action Plan-

※ Domestic & Asia; Business acceleration N. America; Expanding New System Sales



Domestic



- Closer ties with major operators
- Medium small operators
- Parking data center: enhance services
- Management services: Expand holistic solutions
- Mining new markets
- Bicycle parking , security gates, toll roads,

Overseas



- N. America: Reinforcing sales of the new system, develop new markets
- Europe: Accelerated deployment of bar code systems (N. American market)
- Asia:
Deploy Management service business
Capturing the demand in the Chinese market

Expand Business Domain

Topics

Expand & enhance the capabilities of the data center

Promote business development utilizing the data center!

Data Center

- Information Service
- Electronic card settlement services
- Tablet Solutions
- Maintenance Service:

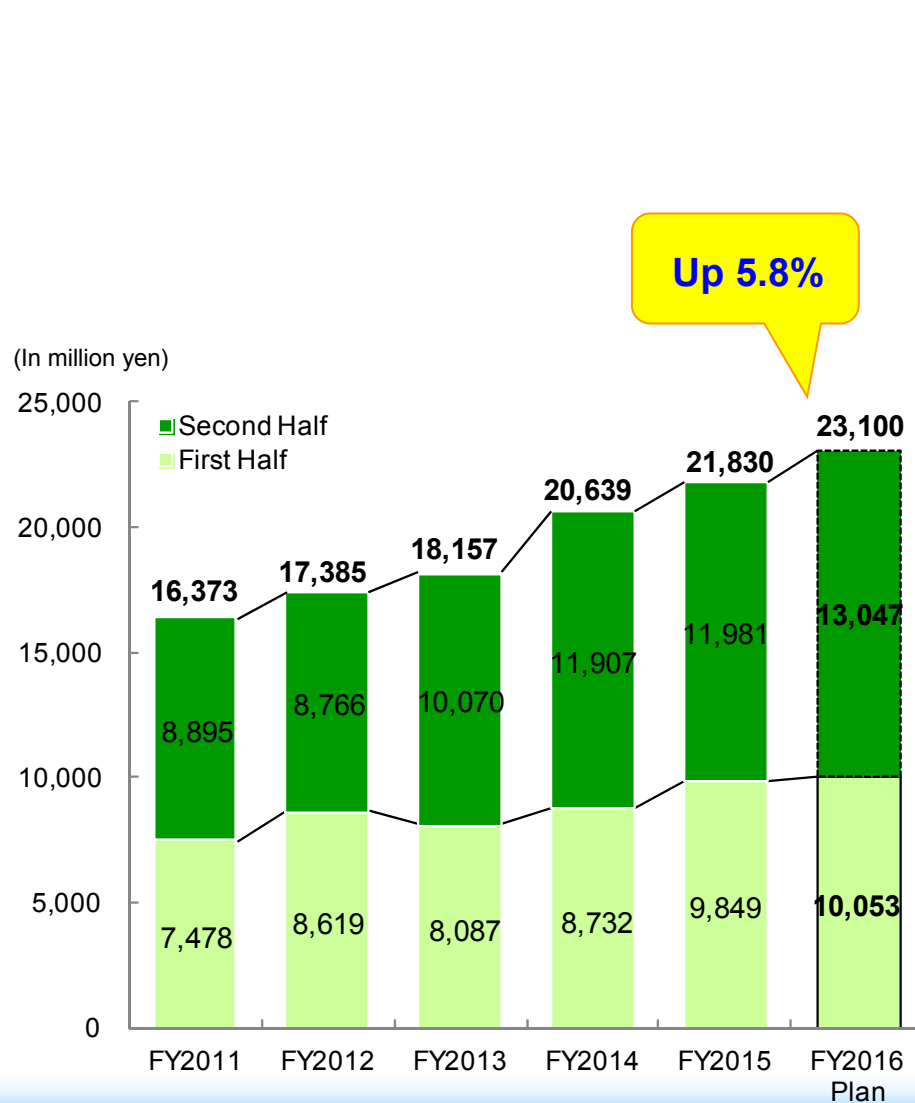


Parking operators
Commercial Facilities
Public Offices
Hourly Parking Lots



Environmental Systems –Action Plan-

✂ Enhance Global Sales Structure, Reinforce engineering



- Domestic**

Overseas

- Increase global project orders initiated domestically
 - Standard dust collectors: capture the demand
 - Mining the pharmaceutical, foods, and cosmetics markets
 - Strengthen holistic sales by including peripheral devices
 - North & Central America; Expand standard equipment sales to the auto industry
 - Asia: Reinforce sales and engineering
 - Capture untapped overseas markets

Accelerate Global deployment

Topics

Strengthen sales and engineering capabilities

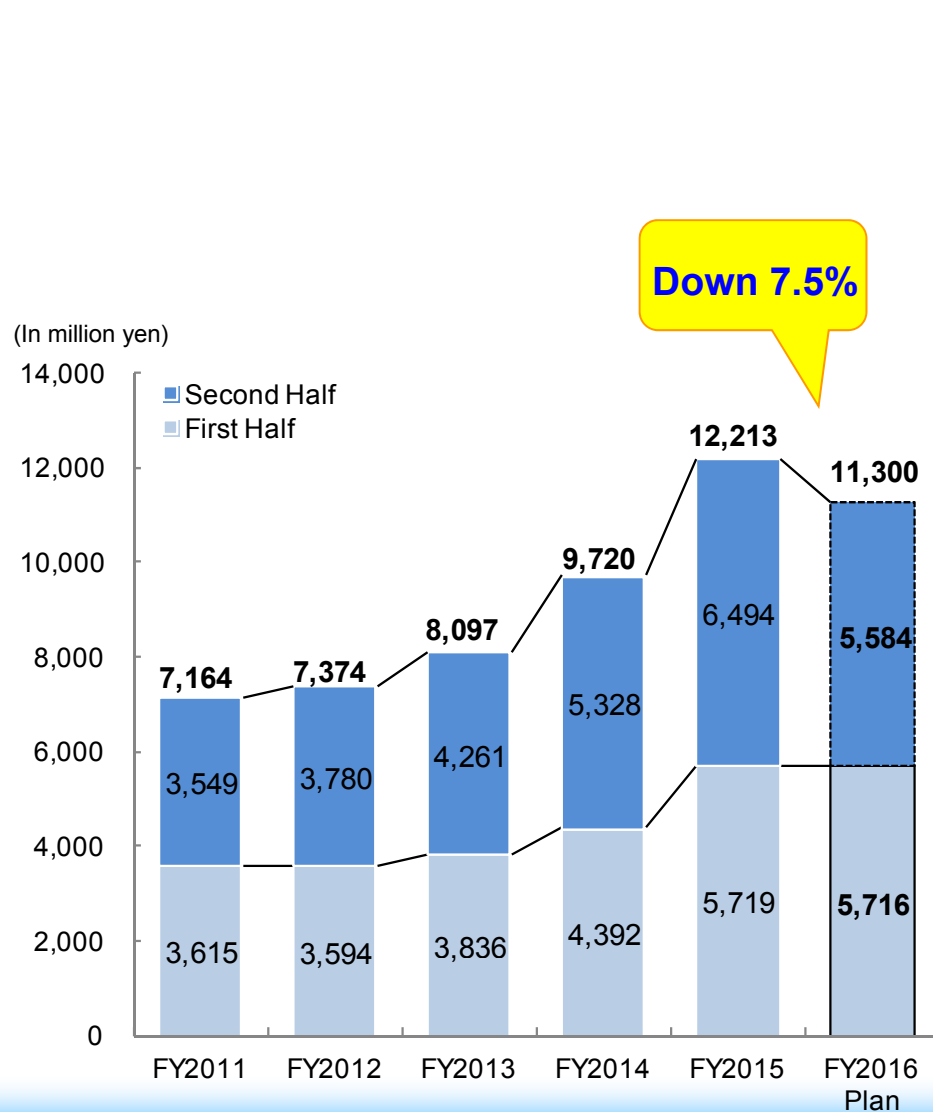
Enhance sales and engineering capabilities in North & Central America where Japanese companies have been expanding!

Jan. 2016
Established
Mexican
subsidiary

North & Latin American markets
Promoting sales of standard machines and system targeting the auto industry!

Clean Systems -Action Plan-

※ Domestic; Strengthen comprehensive solutions, N. America; Expanding the business



Domestic



Overseas



- Explore demands with the robotic cleaner
 - Launch a new series of scrubbers
 - Promote comprehensive solutions
 - Enhanced commissioned cleaning services, aesthetic maintenance proposals, digitization & systematization of soft & hardware
 - Mining the factory market
-
- N. America: Strengthen business foundation
 - Expand the wooden floor sanding equipment business

Topics

New Market Development

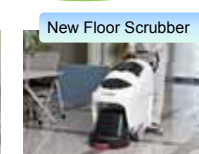
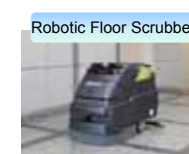
Lineup expansion

Commercial Robotic Vacuum Cleaner
+ Robotic Floor Scrubber

+

Improved operability
New Series of Floor Scrubbers

Strengthen proposals tailored to the cleaning scene!



FY2016 Sales & Operating Profit by Segment -Full Year Forecast-



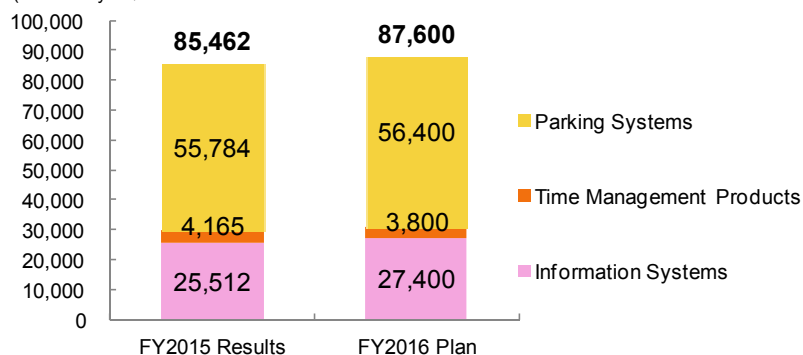
(In million yen)

	FY2016 Plan			FY2015 Results			Change			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	%	Operating profit	%
Time Information Segment	87,600	12,100	13.8	85,462	12,099	14.2	2,137	2.5	0	0.0
Environmental Segment	34,400	4,500	13.1	34,044	4,576	13.4	355	1.0	(76)	(1.7)
Company-wide Expenses		(3,600)			(3,732)				132	
Total	122,000	13,000	10.7	119,506	12,942	10.8	2,493	2.1	57	0.4

< Sales >

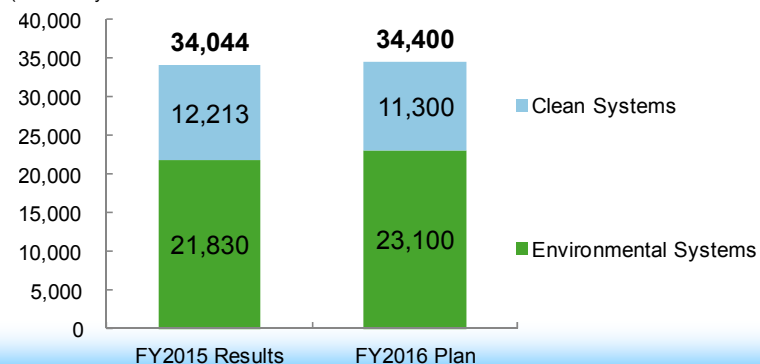
● Time Information Segment Up 2.5% Y-O-Y

(In million yen)



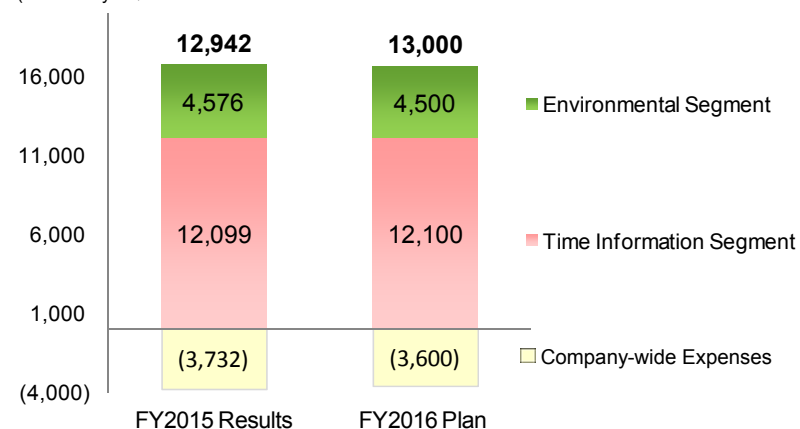
● Environmental Segment Up 1.0% Y-O-Y

(In million yen)



< Operating profit >

(In million yen)



✳ Operating Profit Up 0.4% Y-O-Y

● Time Information Segment Up 0.0% Y-O-Y

● Environmental Segment Down 1.7% Y-O-Y

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