

# **FY 2021: 1st Quarter Report**

**(Fiscal Year ending March 2022)**

AMANO CORPORATION (Ticker: 6436)

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# FY 2021: 1st Quarter Accumulated Results (FY end March 2022)

## Consolidated

(In million yen)

	FY2021 Plan 1st Half			FY2021 1Q		FY2020 1Q		Change	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%
Net sales	55,900	100.0	5.0	25,532	100.0	25,390	100.0	142	0.6
Gross profit	24,100	43.1	6.3	10,973	43.0	10,493	41.3	480	4.6
SG&A	20,600	36.9	2.9	10,047	39.4	10,575	41.7	(528)	(5.0)
Operating profit	3,500	6.3	31.3	925	3.6	(82)	(0.3)	1,008	-
Non-operating income	600	1.1	4.1	288	1.1	251	1.0	36	14.6
Non-operating expense	100	0.2	(35.9)	51	0.2	83	0.3	(32)	(38.5)
Ordinary profit	4,000	7.2	29.6	1,163	4.6	85	0.3	1,077	-
Extraordinary profit	0			1		2		(0)	
Extraordinary loss	0			15		0		14	
Net income attributable to owners of the parent company	2,800	5.0	1.9	403	1.6	341	1.3	62	18.2

\* FX Rates:(Quarterly Average)

US\$ 105.00  
EUR 125.00

US\$ 107.15  
EUR 128.45

US\$ 109.12  
EUR 120.09

## ACJ

\* ACJ; Amano Corporation Japan

(In million yen)

	FY2021 Plan 1st Half			FY2021 1Q		FY2020 1Q		Change	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%
Net sales	29,600	100.0	4.2	12,289	100.0	12,759	100.0	(469)	(3.7)
Gross profit	12,800	43.2	8.7	5,140	41.8	5,090	39.9	50	1.0
SG&A	10,400	35.1	5.0	5,008	40.8	5,185	40.6	(176)	(3.4)
Operating profit	2,400	8.1	28.1	131	1.1	(95)	(0.7)	227	-
Non-operating income	1,350	4.6	(22.4)	1,416	11.5	1,511	11.8	(95)	(6.3)
Non-operating expense	50	0.2	59.5	13	0.1	18	0.1	(4)	(26.3)
Ordinary profit	3,700	12.5	3.3	1,534	12.5	1,397	11.0	136	9.8
Extraordinary profit	0			0		0		0	
Extraordinary loss	0			3		0		3	
Net income	2,700	9.1	1.6	1,110	9.0	1,033	8.1	77	7.5

## Consolidated performance (Year-on-year)

**1 Sales: Up ¥ 142 Mil ( Up 0.6 % )**

• Time Information Segment: Dn 836 Mil ( Dn 4.3 % )  
 Incl: Information Systems: Up 185 Mil ( Up 3.1 % )  
 Incl: Parking Systems: Dn 999 Mil ( Dn 7.8 % )

• Environmental Segment: Up 978 Mil ( Up 16.5 % )  
 Incl: Environmental Systems: Up 538 Mil ( Up 14.7 % )  
 Incl: Clean Systems: Up 440 Mil ( Up 19.2 % )

**2 Gross Profit: Up ¥ 480 Mil ( Up 4.6 % )**

Gross Profit Ratio: 43.0 % Up 1.7 %

• Time Information Segment : Up 2.2 %  
 • Environmental Segment : Up 0.5 %

**3 SG&A: Dn ¥ 528 Mil ( Dn 5.0 % )**

• Labor Cost Dn 343 Mil ( Dn 4.9 % )  
 • Other Costs Dn 184 Mil ( Dn 5.3 % )

**4 Operating Profit Up ¥ 1,008 Mil**

• Time Information Segment: ¥ 1,133 Mil ( Up 601 Mil )  
 • Environmental Segment: ¥ 675 Mil ( Up 333 Mil )  
 • Company-wide Expense: ¥ (882) Mil ( Up 73 Mil )

# FY 2021: 1st Quarter Accumulated Results (FY end March 2022) Sales by Business Division

(In million yen)

## Consolidated

Business division	FY2021 Plan 1st Half			FY2021 1Q Result		FY2020 1Q Result		Change	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%
Information Systems	13,000	23.3	3.1	6,163	24.2	5,977	23.6	185	3.1
Time Management Products	1,300	2.3	0.8	647	2.5	669	2.6	(22)	(3.3)
Parking Systems	27,000	48.3	4.5	11,798	46.2	12,798	50.4	(999)	(7.8)
<b>Total: Time Information Segment</b>	<b>41,300</b>	<b>73.9</b>	<b>3.9</b>	<b>18,609</b>	<b>72.9</b>	<b>19,445</b>	<b>76.6</b>	<b>(836)</b>	<b>(4.3)</b>
Environmental Systems	9,500	17.0	11.3	4,193	16.4	3,654	14.4	538	14.7
Clean Systems	5,100	9.1	2.6	2,730	10.7	2,290	9.0	440	19.2
<b>Total: Environmental Segment</b>	<b>14,600</b>	<b>26.1</b>	<b>8.1</b>	<b>6,923</b>	<b>27.1</b>	<b>5,944</b>	<b>23.4</b>	<b>978</b>	<b>16.5</b>
<b>Grand total</b>	<b>55,900</b>	<b>100.0</b>	<b>5.0</b>	<b>25,532</b>	<b>100.0</b>	<b>25,390</b>	<b>100.0</b>	<b>142</b>	<b>0.6</b>

\* FX Rates:(Quarterly Average)

US\$ 105.00

US\$ 107.15

US\$ 109.12

EUR 125.00

EUR 128.45

EUR 120.09

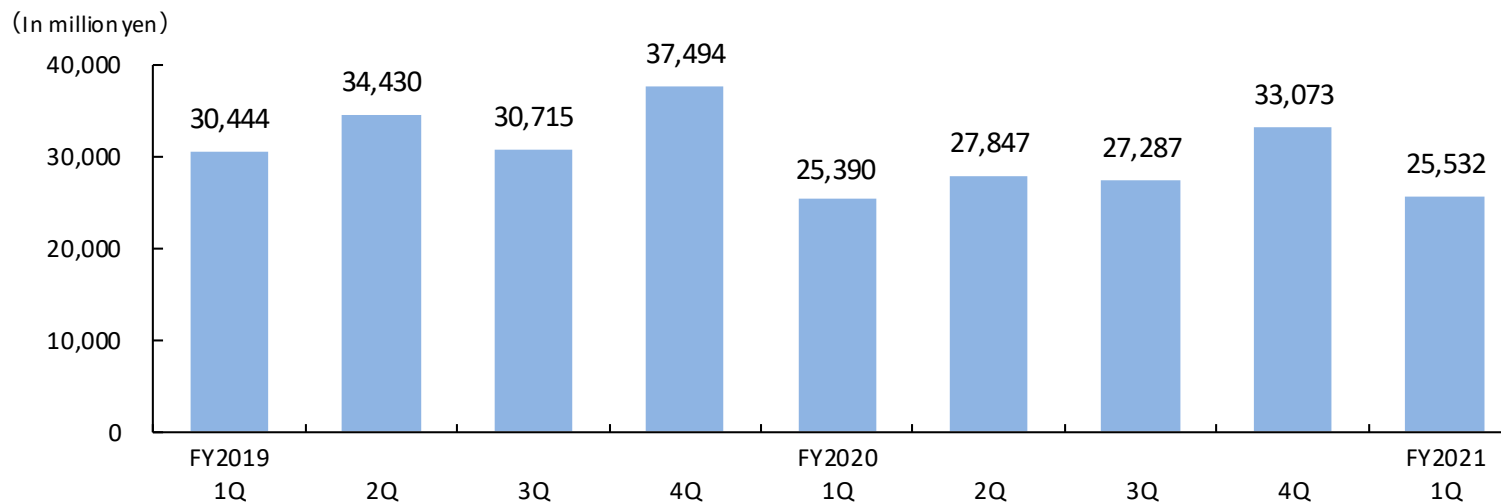
(In million yen)

## ACJ

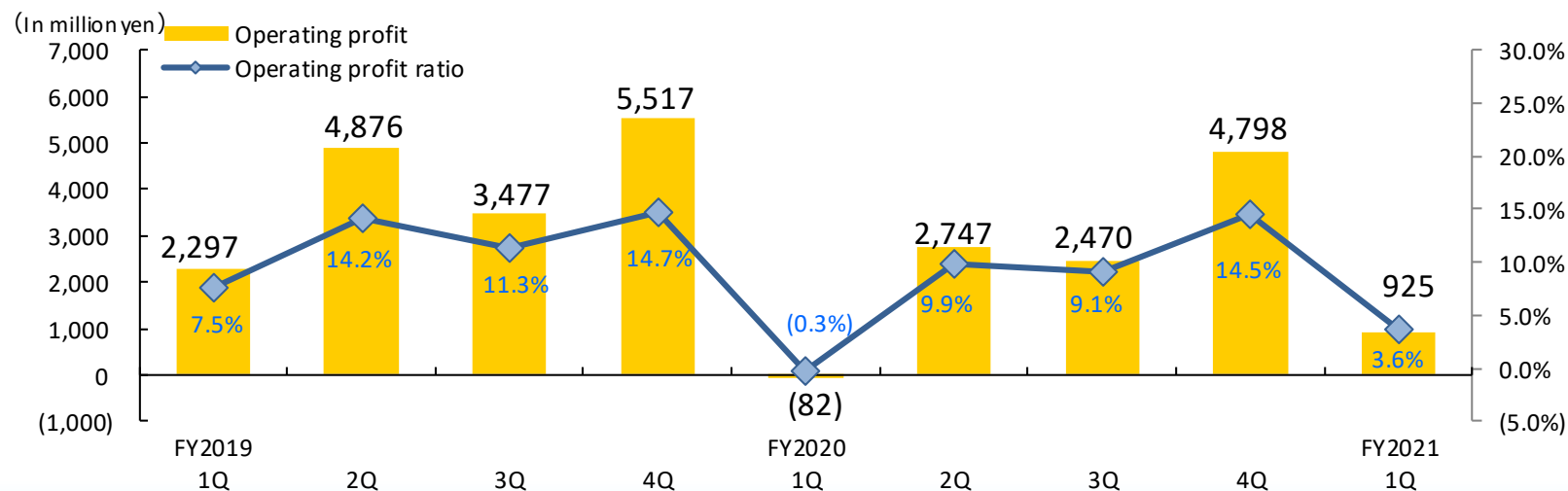
Business division	FY2021 Plan 1st Half			FY2021 1Q Result		FY2020 1Q Result		Change	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%
Information Systems	7,500	25.3	3.4	3,061	24.9	3,089	24.2	(28)	(0.9)
Time Management Products	1,100	3.7	0.8	531	4.3	544	4.3	(13)	(2.5)
Parking Systems	11,000	37.2	2.1	4,288	34.9	5,086	39.9	(797)	(15.7)
<b>Total: Time Information Segment</b>	<b>19,600</b>	<b>66.2</b>	<b>2.5</b>	<b>7,881</b>	<b>64.1</b>	<b>8,721</b>	<b>68.4</b>	<b>(839)</b>	<b>(9.6)</b>
Environmental Systems	8,000	27.0	8.8	3,438	28.0	3,127	24.5	311	10.0
Clean Systems	2,000	6.8	2.7	969	7.9	911	7.1	58	6.4
<b>Total: Environmental Segment</b>	<b>10,000</b>	<b>33.8</b>	<b>7.5</b>	<b>4,408</b>	<b>35.9</b>	<b>4,038</b>	<b>31.6</b>	<b>369</b>	<b>9.2</b>
<b>Grand total</b>	<b>29,600</b>	<b>100.0</b>	<b>4.2</b>	<b>12,289</b>	<b>100.0</b>	<b>12,759</b>	<b>100.0</b>	<b>(469)</b>	<b>(3.7)</b>

# Consolidated Sales & Operating Profit (Quarterly)

## Sales



## Operating Profit



# Sales & Operating Profit by Business Segment

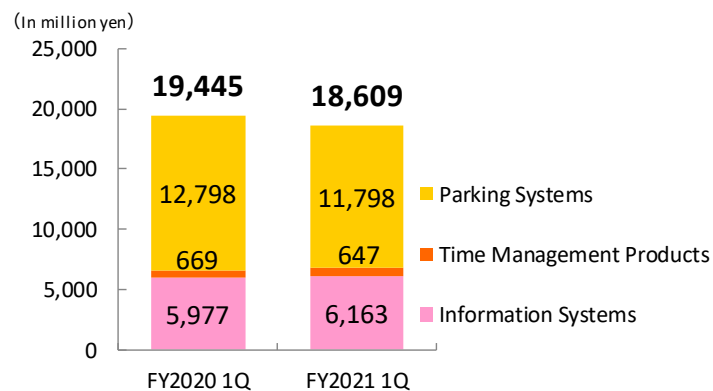
(In million yen)

	FY2021 1Q			FY2020 1Q			Change			
	Net sales	Operating profit	%	Net sales	Operating profit	%	Net sales	Operating profit	%	Operating profit
Time Information Segment	18,609	1,133	6.1	19,445	532	2.7	(836)	(4.3)	601	113.0
Environmental Segment	6,923	675	9.8	5,944	341	5.7	978	16.5	333	97.7
Company-wide Expenses		(882)			(956)				73	
<b>Total</b>	<b>25,532</b>	<b>925</b>	<b>3.6</b>	<b>25,390</b>	<b>(82)</b>	<b>(0.3)</b>	<b>142</b>	<b>0.6</b>	<b>1,008</b>	<b>—</b>

## Sales

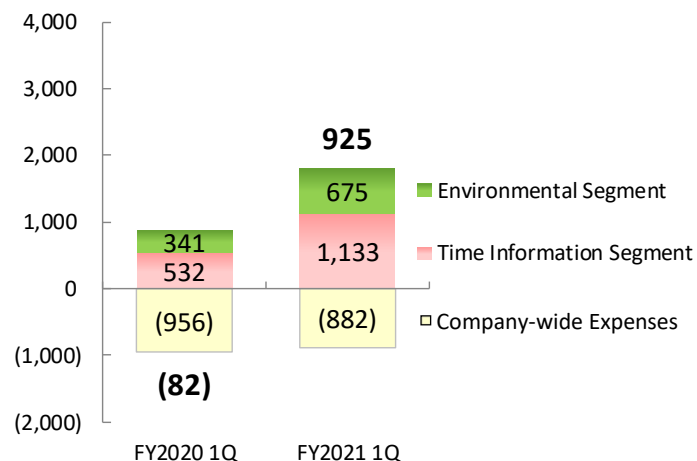
### ● Time Information Segment

Down 4.3%



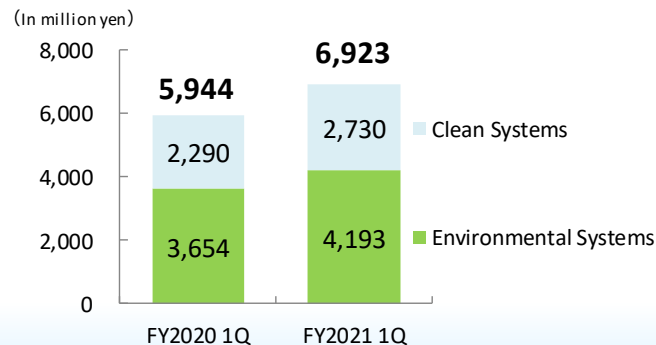
## Operating Profit

(In million yen)



### ● Environmental Segment

Up 16.5%



● Time Information Segment Up 113.0 %

● Environmental Segment Up 97.7 %

## [References]

Increase / decrease in gross profit margin

### ① FY2020 1Q/FY2021 1Q

	Consolidated	ACJ
Information Systems	↑	↑
Time Management Products	↓	↓
Parking Systems	↓	↑
Environmental Systems	↓	↓
Clean Systems	↑	↑

### ② FY2020/FY2021 1Q

	Consolidated	ACJ
Information Systems	↑	↓
Time Management Products	↓	↓
Parking Systems	↓	↓
Environmental Systems	↓	↓
Clean Systems	↑	↑

## Geographic Segment Information

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

(In million yen)

	FY2021 1Q (Jan - Mar, 2021)			FY2020 1Q (Jan - Mar, 2020)			Change			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	%	Operating profit	%
North America	3,649	(125)	(3.4)	3,880	(473)	(12.2)	(230)	(5.9)	347	-
Europe	2,404	342	14.2	2,084	106	5.1	320	15.4	235	219.9
Asia	4,226	29	0.7	4,013	180	4.5	213	5.3	(150)	(83.7)
Overseas group companies Total	10,281	245	2.4	9,977	(186)	(1.9)	304	3.0	431	-

*Exchange rate:	US\$ 107.15	US\$ 109.12
	EUR 128.45	EUR 120.09

*Goodwill Amortization:	N.America 14 million	N.America 14 million
	Europe 79 million	Europe 73 million
	ACJ 13 million	ACJ - million

(In million yen)

	FY2021 1Q (Apr - Jun, 2021)			FY2020 1Q (Apr - Jun, 2020)			Change			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	%	Operating profit	%
Domestic Group companies Total	4,896	519	10.6	4,559	218	4.8	337	7.4	301	138.1

# Business Forecast for the Full FY2021

(In million yen)

## Consolidated

	FY2021 Plan		FY2020 Result		Change	
	Amount	%	Amount	%	Amount	%
Net sales	120,000	100.0	113,598	100.0	6,401	5.6
Gross profit	53,900	44.9	49,837	43.9	4,062	8.2
SG&A	41,400	34.5	39,902	35.1	1,497	3.8
Operating profit	12,500	10.4	9,934	8.7	2,565	25.8
Non-operating income	1,250	1.0	1,315	1.2	(65)	(5.0)
Non-operating expense	250	0.2	232	0.2	17	7.4
Ordinary profit	13,500	11.3	11,017	9.7	2,482	22.5
Extraordinary profit	0		25		(25)	
Extraordinary loss	0		1,253		(1,253)	
Net income attributable to owners of the parent company	9,000	7.5	7,248	6.4	1,751	24.2

US\$ 105.00

EUR 125.00

US\$ 106.44

EUR 121.97

(In million yen)

## ACJ

	FY2021 Plan		FY2020 Result		Change	
	Amount	%	Amount	%	Amount	%
Net sales	66,000	100.0	61,803	100.0	4,196	6.8
Gross profit	29,400	44.5	27,062	43.8	2,337	8.6
SG&A	20,900	31.7	20,000	32.4	899	4.5
Operating profit	8,500	12.9	7,061	11.4	1,438	20.4
Non-operating income	2,100	3.2	2,333	3.8	(233)	(10.0)
Non-operating expense	100	0.2	56	0.1	43	75.7
Ordinary profit	10,500	15.9	9,338	15.1	1,161	12.4
Extraordinary profit	0		3		(3)	
Extraordinary loss	0		64		(64)	
Net Income	7,500	11.4	6,805	11.0	694	10.2

# Sales Forecast for the FY2021 1<sup>st</sup> Half by Business Division

## Consolidated

\*The plan for FY2021 2Q is shown as "1st Half Plan minus 1Q Result"

(In million yen)

Business division	FY2021 1st Half Plan				FY2021 1Q Result		FY2021 2Q Plan		FY2020 1st Half Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	13,000	23.3	386	3.1	6,163	24.2	6,837	22.5	12,613	23.7
Time Management Products	1,300	2.3	9	0.8	647	2.5	653	2.2	1,290	2.4
Parking Systems	27,000	48.3	1,170	4.5	11,798	46.2	15,202	50.0	25,829	48.5
Total: Time Information Segment	41,300	73.9	1,566	3.9	18,609	72.9	22,691	74.7	39,733	74.6
Environmental Systems	9,500	17.0	964	11.3	4,193	16.4	5,307	17.5	8,535	16.1
Clean Systems	5,100	9.1	130	2.6	2,730	10.7	2,370	7.8	4,969	9.3
Total: Environmental Segment	14,600	26.1	1,095	8.1	6,923	27.1	7,677	25.3	13,504	25.4
Grand total	55,900	100.0	2,662	5.0	25,532	100.0	30,368	100.0	53,237	100.0

## ACJ

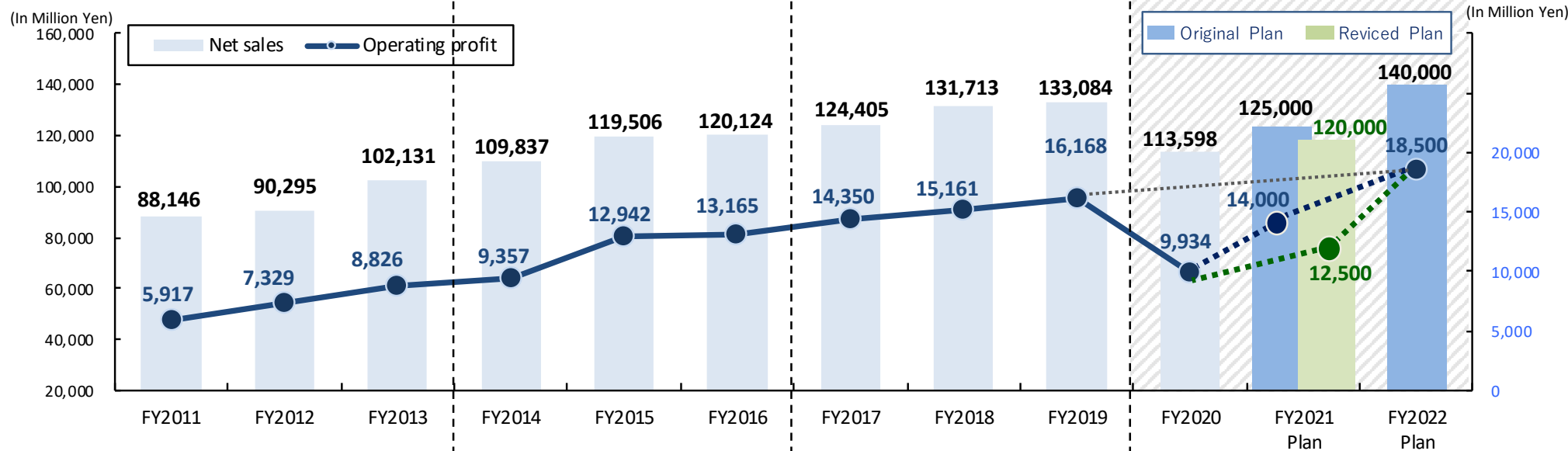
(In million yen)

Business division	FY2021 1st Half Plan				FY2021 1Q Result		FY2021 2Q Plan		FY2020 1st Half Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	7,500	25.3	244	3.4	3,061	24.9	4,439	25.6	7,255	25.5
Time Management Products	1,100	3.7	9	0.8	531	4.3	569	3.3	1,090	3.8
Parking Systems	11,000	37.2	224	2.1	4,288	34.9	6,712	38.8	10,775	38.0
Total: Time Information Segment	19,600	66.2	477	2.5	7,881	64.1	11,719	67.7	19,122	67.3
Environmental Systems	8,000	27.0	649	8.8	3,438	28.0	4,562	26.3	7,350	25.8
Clean Systems	2,000	6.8	52	2.7	969	7.9	1,031	6.0	1,947	6.9
Total: Environmental Segment	10,000	33.8	701	7.5	4,408	35.9	5,592	32.3	9,298	32.7
Grand total	29,600	100.0	1,179	4.2	12,289	100.0	17,311	100.0	28,420	100.0

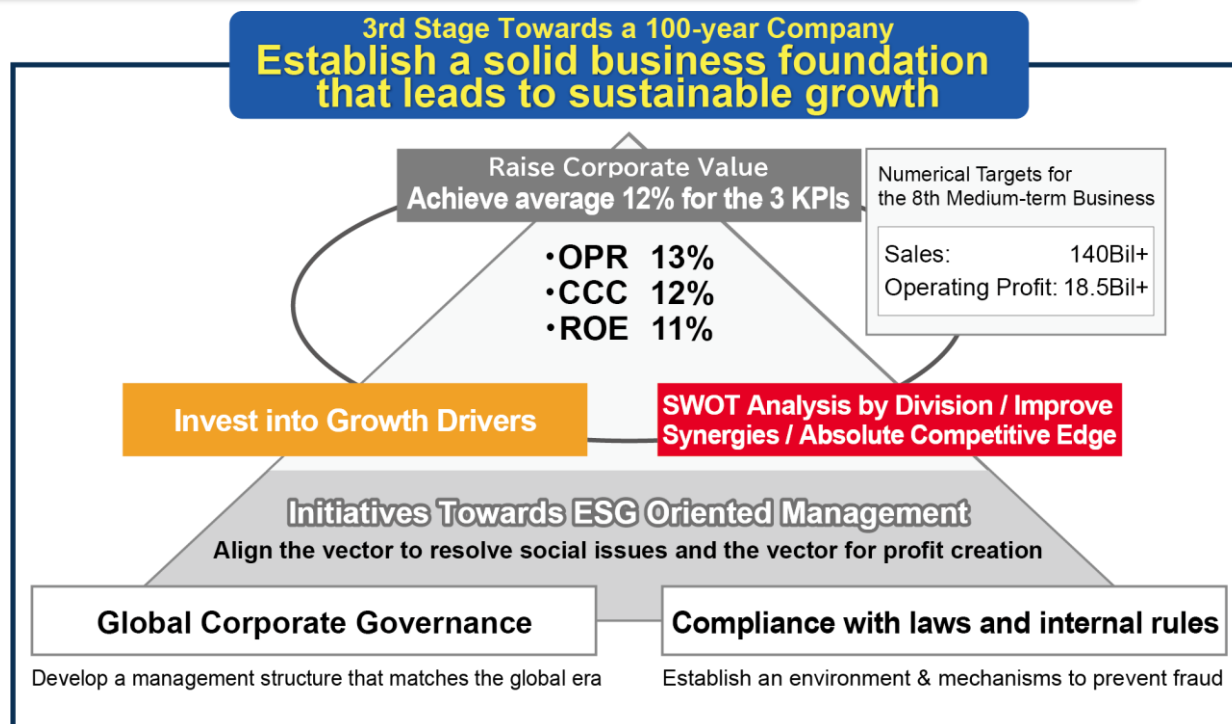


# Roadmap of the Medium-term Business Plan

FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
5th medium-term plan			6th medium-term plan			7th Medium-term Plan			8th Medium-term Plan		
To become a 100-year Company			Challenge to a New Stage			2nd Stage Towards a 100-year Company Quantum Leap			3rd Stage Towards a 100-year Company		
<b>FY2013</b> Sales: over ¥103Bn Operating Profit: over ¥10Bn			<b>FY2016</b> Sales: over ¥130Bn Operating Profit: over ¥13Bn			<b>FY2019</b> Sales: over ¥140Bn Operating Profit: over ¥16Bn			<b>FY2022</b> Sales: over ¥140Bn Operating Profit: over ¥18.5Bn		
Global Niche Top Establishing new businesses			Expand Corporate Scale & Establish Growth Drivers			Innovative Creation of Value for Sustainable Growth			Establish a solid business foundation that leads to sustainable growth		



## The 8th Medium-Term Business Plan Concept (Apr. 2020- Mar. 2023)



### ① Investing in growth drivers

- In response to the movement of DX (Digital Transformation), promote digitization and IT in each business field.
- Solid strategic investments in growth drivers such as software assets, IoT, and AI, etc.
- Continue to invest in venture and/or start-up companies and engage in M&A to build the sixth core business.

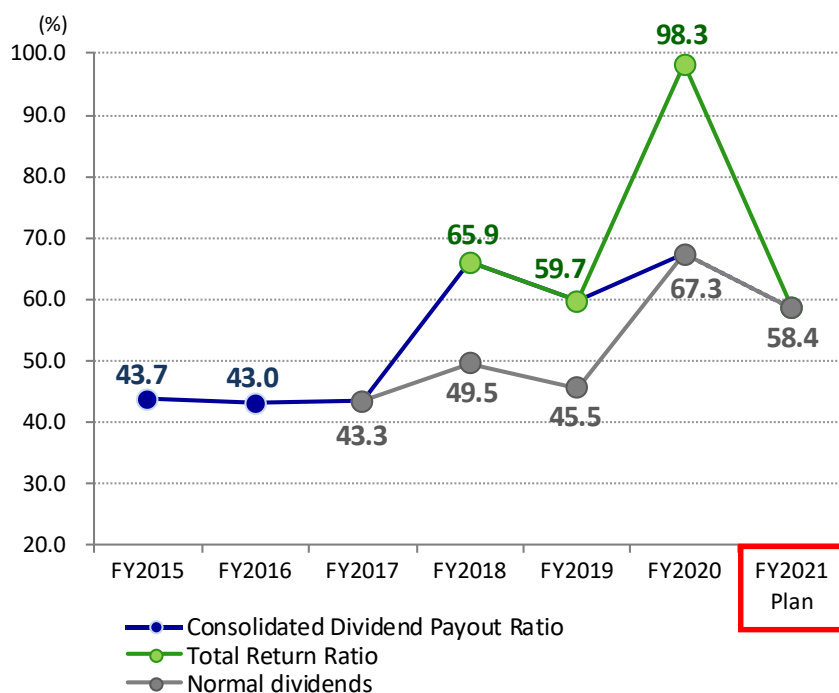
### ② Establish unrivaled competitive advantage

- Each business division and group company shall grasp their strengths using the SWOT analysis method and invest accordingly as in ① to further strengthen their advantages.
- Through synergistic effects of the strengths revealed above, further enhance the competitive advantage.
- Promote deepening and expanding the customer base.
- Enhance product lineup which are in line with market trends.

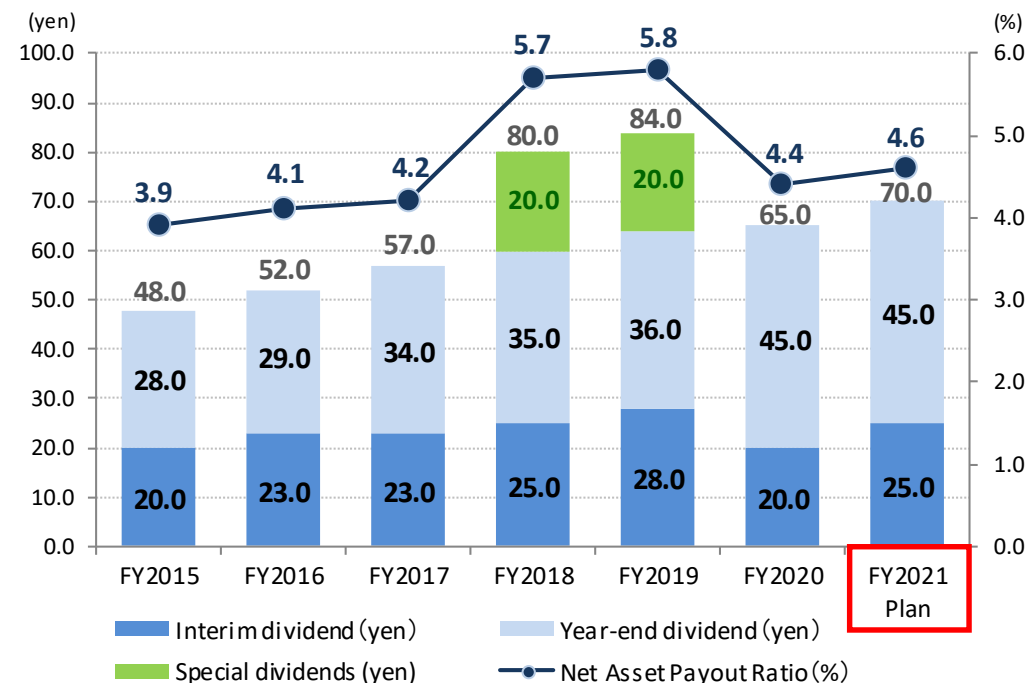
## ◎ Dividend Policy **Stable dividends + performance incentives**

- Consolidated Dividend Payout Ratio: Target above 40.0%
- Net Asset Payout Ratio: Target above 2.5%
- Total Return Ratio : Target above 55.0%

Consolidated Dividend Payout Ratio and Total Return Ratio



Dividend per Share and Consolidated Net Asset Payout Ratio

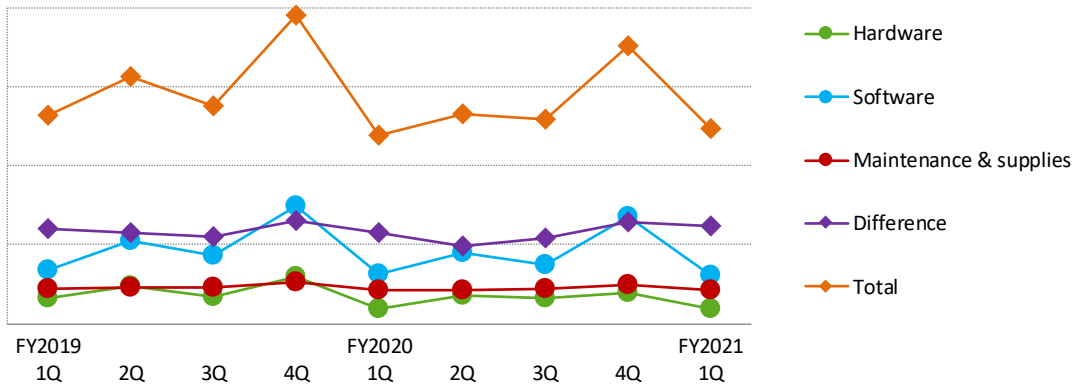


### ★ The acquisition of treasury stock

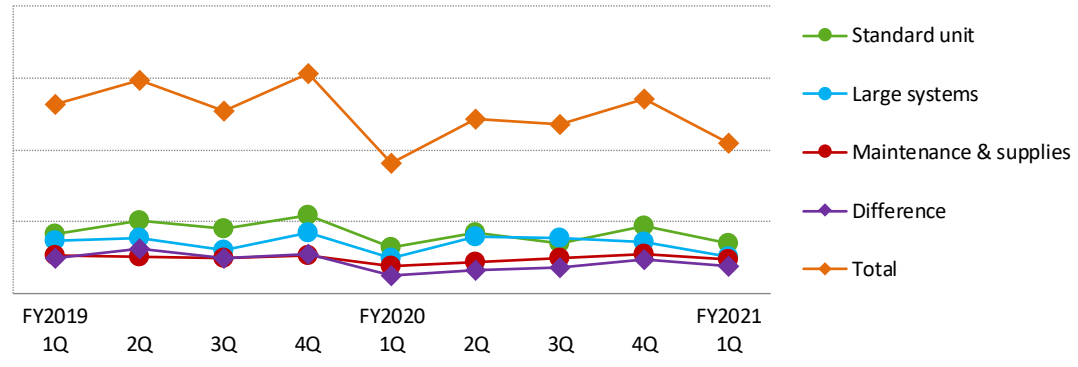
- Acquisition period : From April 27, 2021 to September 30, 2021
- Total number of acquired stocks : 750,000
- Total amount of acquired stocks : 2,250 Million yen

# Quarterly Sales by Item (actual results)

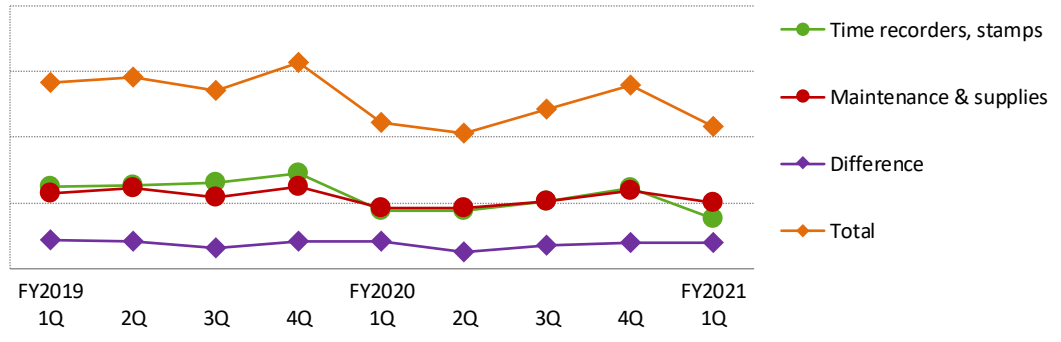
## Information Systems



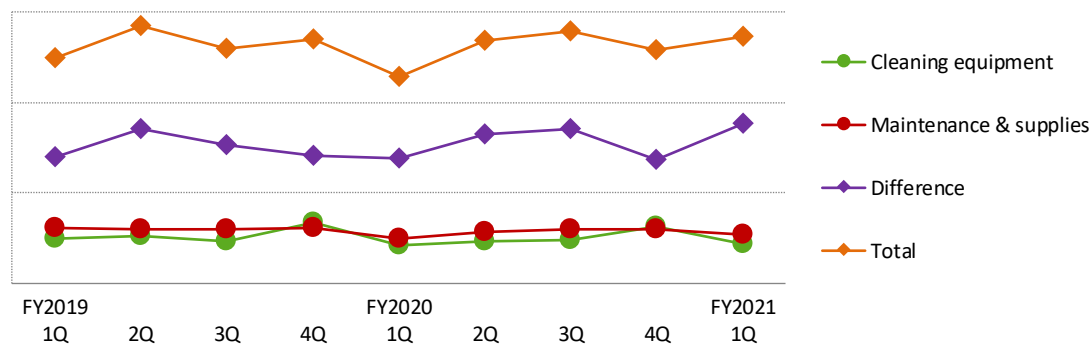
## Environmental Systems



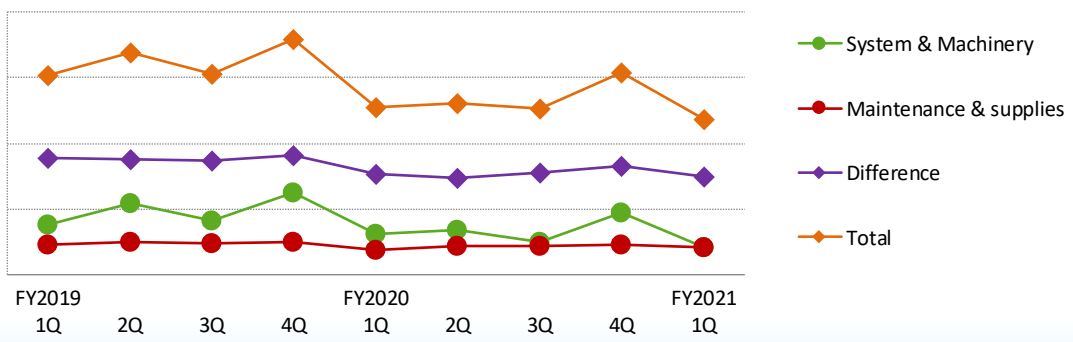
## Time Management Products



## Clean Systems



## Parking Systems



# AMANO

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.