

FY 2022: 1st Quarter Report

(Fiscal Year ending March 2023)

AMANO CORPORATION (Ticker: 6436)

Contact : Corporate Planning Unit,
Corporate Planning Division
TEL : +81(0)45-439-1591
Web site : <http://www.amano.co.jp/English/>

FY 2022: 1st Quarter Accumulated Results (FY end March 2023)

Consolidated

(Millions of yen)

	FY2022 Plan 1st Half			FY2022 1Q		FY2021 1Q		Change	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%
Net sales	60,000	100.0	8.4	27,622	100.0	25,532	100.0	2,089	8.2
Gross profit	26,500	44.2	8.3	12,279	44.5	10,973	43.0	1,305	11.9
SG&A	20,800	34.7	4.2	10,586	38.3	10,047	39.4	538	5.4
Operating profit	5,700	9.5	26.4	1,692	6.1	925	3.6	766	82.8
Non-operating income	600	1.0	4.6	382	1.4	288	1.1	94	32.6
Non-operating expense	100	0.2	(9.4)	56	0.2	51	0.2	4	9.4
Ordinary profit	6,200	10.3	24.7	2,019	7.3	1,163	4.6	856	73.6
Extraordinary profit	0			0		1		(1)	
Extraordinary loss	0			18		15		3	
Net income attributable to owners of the parent company	4,100	6.8	27.5	766	2.8	403	1.6	363	90.0

* FX Rates:(Quarterly Average)

US\$ 120.00

EUR 130.00

US\$ 117.81

EUR 131.57

US\$ 107.15

EUR 128.45

ACJ

* ACJ; Amano Corporation Japan

(Millions of yen)

	FY2022 Plan 1st Half			FY2022 1Q		FY2021 1Q		Change	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%
Net sales	29,900	100.0	7.7	12,800	100.0	12,289	100.0	510	4.2
Gross profit	13,400	44.8	10.1	5,720	44.7	5,140	41.8	580	11.3
SG&A	10,100	33.8	3.9	5,035	39.3	5,008	40.8	26	0.5
Operating profit	3,300	11.0	35.0	685	5.4	131	1.1	554	421.7
Non-operating income	1,350	4.5	(18.1)	2,200	17.2	1,416	11.5	783	55.3
Non-operating expense	50	0.2	62.0	15	0.1	13	0.1	1	11.0
Ordinary profit	4,600	15.4	13.3	2,871	22.4	1,534	12.5	1,336	87.1
Extraordinary profit	0			0		0		0	
Extraordinary loss	0			5		3		2	
Net income	3,300	11.0	9.3	2,077	16.2	1,110	9.0	966	87.0

Consolidated performance (Year-on-year)

1 Sales: Up ¥ **2,089 Mil** (Up **8.2 %**)

• Time Information Segment: Up 1,863 Mil (Up 10.0 %)

Incl: Information Systems: Up 484 Mil (Up 7.9 %)

Incl: Parking Systems: Up 1,355 Mil (Up 11.5 %)

• Environmental Segment: Up 225 Mil (Up 3.3 %)

Incl: Environmental Systems: Up 17 Mil (Up 0.4 %)

Incl: Clean Systems: Up 208 Mil (Up 7.6 %)

2 Gross Profit: Up ¥ **1,305 Mil** (Up **11.9 %**)

Gross Profit Ratio: 44.5 % Up 1.5 %

• Time Information Segment : Up 1.8 %

• Environmental Segment : Up 0.4 %

3 SG&A: Up ¥ **538 Mil** (Up **5.4 %**)

• Labor Cost Up 264 Mil (Up 3.9 %)

• Other Costs Up 274 Mil (Up 8.2 %)

4 Operating Profit Up ¥ **766 Mil** (Up **82.8 %**)

• Time Information Segment: ¥ 1,897 Mil (Up 764 Mil)

• Environmental Segment: ¥ 699 Mil (Up 24 Mil)

• Company-wide Expense: ¥ (904) Mil (Dn 21 Mil)

FY 2022: 1st Quarter Accumulated Results (FY end March 2023) Sales by Business Division

(Millions of yen)

Consolidated

Business division	FY2022 Plan 1st Half			FY2022 1Q Result		FY2021 1Q Result		Change	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%
Information Systems	14,500	24.2	7.8	6,647	24.1	6,163	24.2	484	7.9
Time Management Products	1,300	2.2	1.3	671	2.4	647	2.5	23	3.7
Parking Systems	28,300	47.1	10.3	13,154	47.6	11,798	46.2	1,355	11.5
Total: Time Information Segment	44,100	73.5	9.2	20,472	74.1	18,609	72.9	1,863	10.0
Environmental Systems	10,100	16.8	8.5	4,210	15.3	4,193	16.4	17	0.4
Clean Systems	5,800	9.7	2.9	2,939	10.6	2,730	10.7	208	7.6
Total: Environmental Segment	15,900	26.5	6.4	7,149	25.9	6,923	27.1	225	3.3
Grand total	60,000	100.0	8.4	27,622	100.0	25,532	100.0	2,089	8.2

* FX Rates:(Quarterly Average)

US\$ 120.00

US\$ 117.81

US\$ 107.15

EUR 130.00

EUR 131.57

EUR 128.45

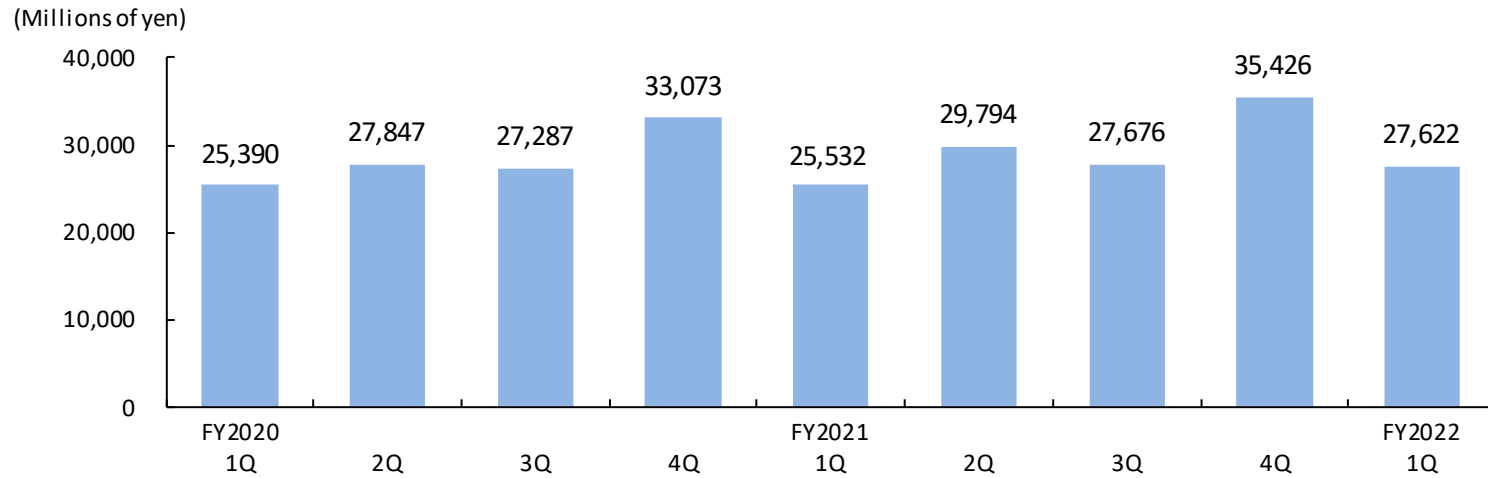
(Millions of yen)

ACJ

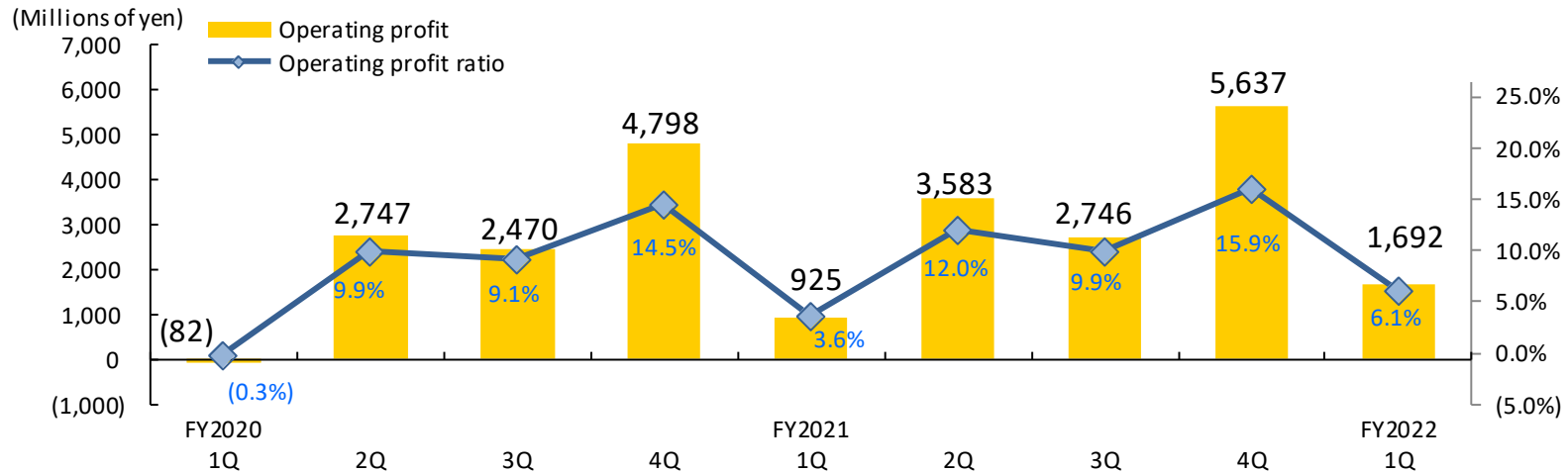
Business division	FY2022 Plan 1st Half			FY2022 1Q Result		FY2021 1Q Result		Change	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%
Information Systems	7,900	26.4	9.2	3,433	26.8	3,061	24.9	372	12.2
Time Management Products	1,100	3.7	2.2	500	3.9	531	4.3	(31)	(5.9)
Parking Systems	10,800	36.1	10.2	4,341	34.0	4,288	34.9	52	1.2
Total: Time Information Segment	19,800	66.2	9.4	8,275	64.7	7,881	64.1	393	5.0
Environmental Systems	8,000	26.8	4.2	3,562	27.8	3,438	28.0	123	3.6
Clean Systems	2,100	7.0	6.2	961	7.5	969	7.9	(7)	(0.8)
Total: Environmental Segment	10,100	33.8	4.6	4,524	35.3	4,408	35.9	116	2.6
Grand total	29,900	100.0	7.7	12,800	100.0	12,289	100.0	510	4.2

Consolidated Sales & Operating Profit (Quarterly)

Sales



Operating Profit



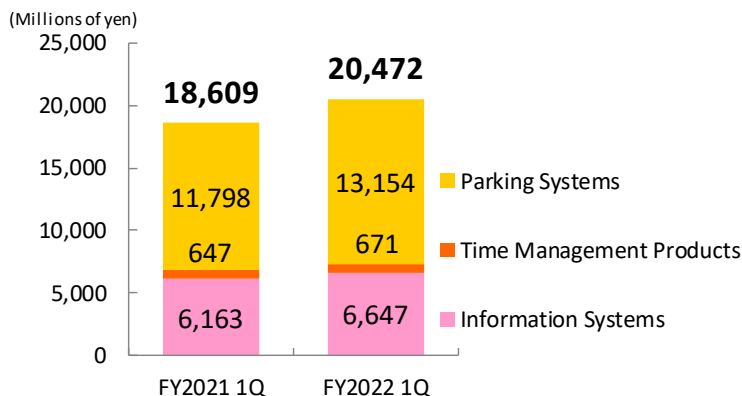
Sales & Operating Profit by Business Segment

(Millions of yen)

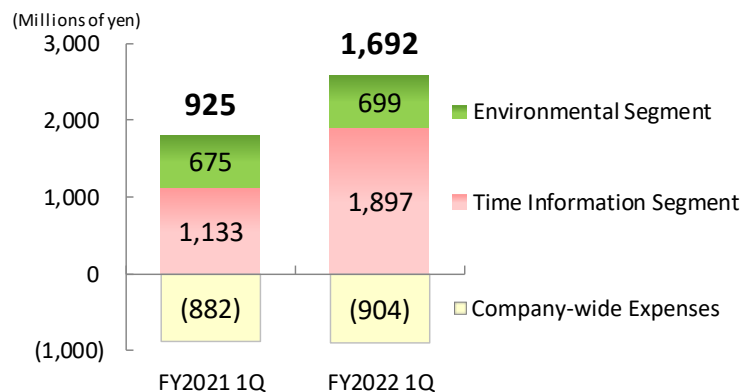
	FY2022 1Q			FY2021 1Q			Change			
	Net sales	Operating profit	%	Net sales	Operating profit	%	Net sales		Operating profit	
								%		%
Time Information Segment	20,472	1,897	9.3	18,609	1,133	6.1	1,863	10.0	764	67.5
Environmental Segment	7,149	699	9.8	6,923	675	9.8	225	3.3	24	3.6
Company-wide Expenses		(904)			(882)				(21)	
Total	27,622	1,692	6.1	25,532	925	3.6	2,089	8.2	766	82.8

Sales

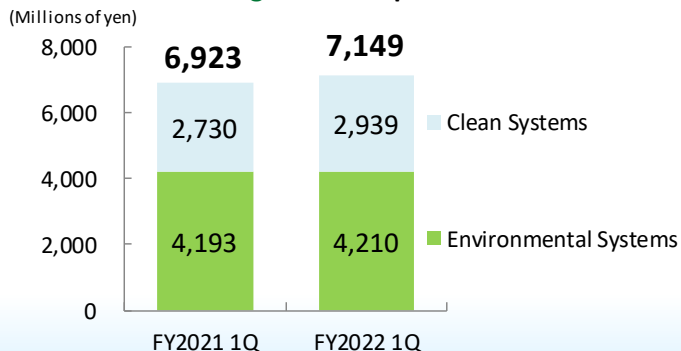
● Time Information Segment Up 10.0%



Operating Profit



● Environmental Segment Up 3.3%



● Time Information Segment Up 67.5 %

● Environmental Segment Up 3.6 %

【References】

Increase / decrease in gross profit margin

① FY2021 1Q/FY2022 1Q

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

② FY2021/FY2022 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.

(Millions of yen)

	FY2022 1Q (Jan - Mar, 2022)			FY2021 1Q (Jan - Mar, 2021)			Change			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales		Operating profit	
North America	4,063	(287)	(7.1)	3,649	(125)	(3.4)	414	11.4	(161)	-
Europe	2,447	323	13.2	2,404	342	14.2	42	1.8	(18)	(5.3)
Asia	5,110	177	3.5	4,226	29	0.7	883	20.9	148	502.9
Overseas group companies Total	11,620	213	1.8	10,281	245	2.4	1,339	13.0	(32)	(13.1)

*Exchange rate: US\$ 117.81 US\$ 107.15
 EUR 131.57 EUR 128.45

*Goodwill Amortization: N.America - N.America 14 million
 Europe 60 million Europe 79 million
 ACJ 13 million ACJ 13 million

(Millions of yen)

	FY2022 1Q (Apr - Jun, 2022)			FY2021 1Q (Apr - Jun, 2021)			Change			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales		Operating profit	
Domestic Group companies Total	5,298	777	14.7	4,896	519	10.6	402	8.2	257	49.6

Business Forecast for the FY2022 1st Half

*The plan for FY2022 2Q is shown as “1st Half Plan minus 1Q Result”

(Millions of yen)

Consolidated

	FY2022 1st Half Plan				FY2022 1Q Result		FY2022 2Q Plan		FY2021 1st Half Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Net sales	60,000	100.0	4,673	8.4	27,622	100.0	32,378	100.0	55,327	100.0
Gross profit	26,500	44.2	2,030	8.3	12,279	44.5	14,221	43.9	24,470	44.2
SG&A	20,800	34.7	840	4.2	10,586	38.3	10,214	31.5	19,960	36.1
Operating profit	5,700	9.5	1,191	26.4	1,692	6.1	4,008	12.4	4,509	8.2
Ordinary profit	6,200	10.3	1,228	24.7	2,019	7.3	4,181	12.9	4,972	9.0
Net income attributable to owners of the parent company	4,100	6.8	884	27.5	766	2.8	3,334	10.3	3,216	5.8
* FX Rates:(Quarterly Average)	US\$	120.00			US\$	117.81			US\$	108.48
	EUR	130.00			EUR	131.57			EUR	130.47

ACJ

	FY2022 1st Half Plan				FY2022 1Q Result		FY2022 2Q Plan		FY2021 1st Half Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Net sales	29,900	100.0	2,139	7.7	12,800	100.0	17,100	100.0	27,761	100.0
Gross profit	13,400	44.8	1,235	10.1	5,720	44.7	7,680	44.9	12,165	43.8
SG&A	10,100	33.8	379	3.9	5,035	39.3	5,065	29.6	9,721	35.0
Operating profit	3,300	11.0	857	35.0	685	5.4	2,615	15.3	2,443	8.8
Ordinary profit	4,600	15.4	539	13.3	2,871	22.4	1,729	10.1	4,061	14.6
Net Income	3,300	11.0	280	9.3	2,077	16.2	1,223	7.2	3,020	10.9

Sales Forecast for the FY2022 1st Half by Business Division

*The plan for FY2022 2Q is shown as "1st Half Plan minus 1Q Result"

(Millions of yen)

Consolidated

Business division	FY2022 1st Half Plan				FY2022 1Q Result		FY2022 2Q Plan		FY2021 1st Half Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	14,500	24.2	1,049	7.8	6,647	24.1	7,853	24.3	13,450	24.3
Time Management Products	1,300	2.2	16	1.3	671	2.4	629	1.9	1,283	2.3
Parking Systems	28,300	47.1	2,652	10.3	13,154	47.6	15,146	46.8	25,647	46.4
Total: Time Information Segment	44,100	73.5	3,718	9.2	20,472	74.1	23,628	73.0	40,381	73.0
Environmental Systems	10,100	16.8	792	8.5	4,210	15.3	5,890	18.2	9,307	16.8
Clean Systems	5,800	9.7	161	2.9	2,939	10.6	2,861	8.8	5,638	10.2
Total: Environmental Segment	15,900	26.5	953	6.4	7,149	25.9	8,751	27.0	14,946	27.0
Grand total	60,000	100.0	4,672	8.4	27,622	100.0	32,378	100.0	55,327	100.0

* FX Rates:(Quarterly Average)

US\$ 120.00

EUR 130.00

US\$ 117.81

EUR 131.57

US\$ 108.48

EUR 130.47

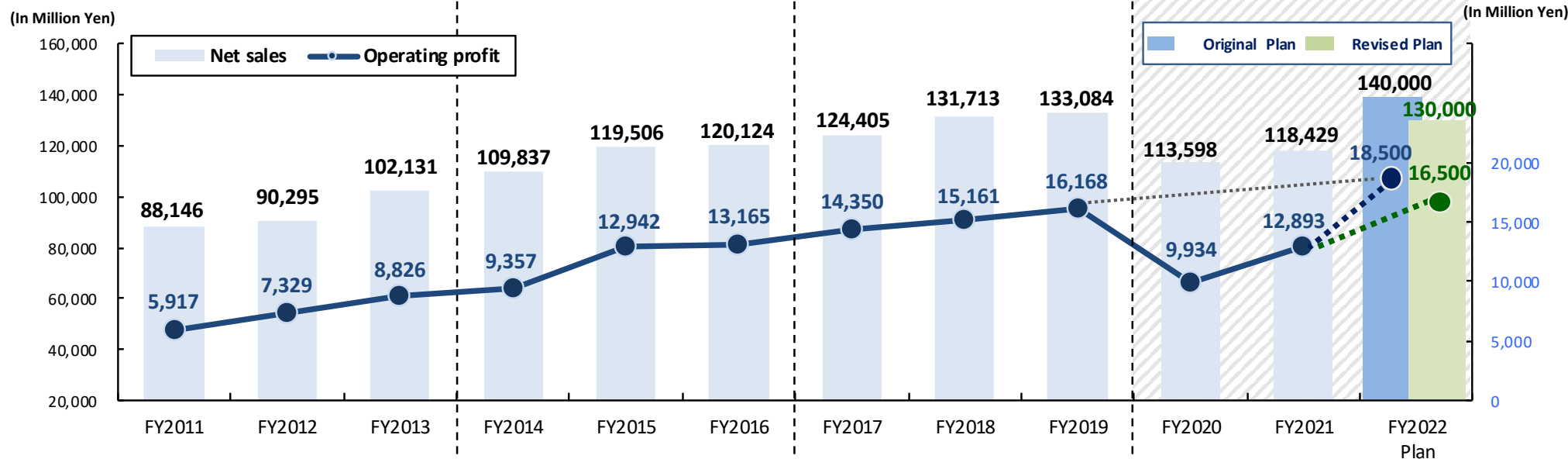
ACJ

(Millions of yen)

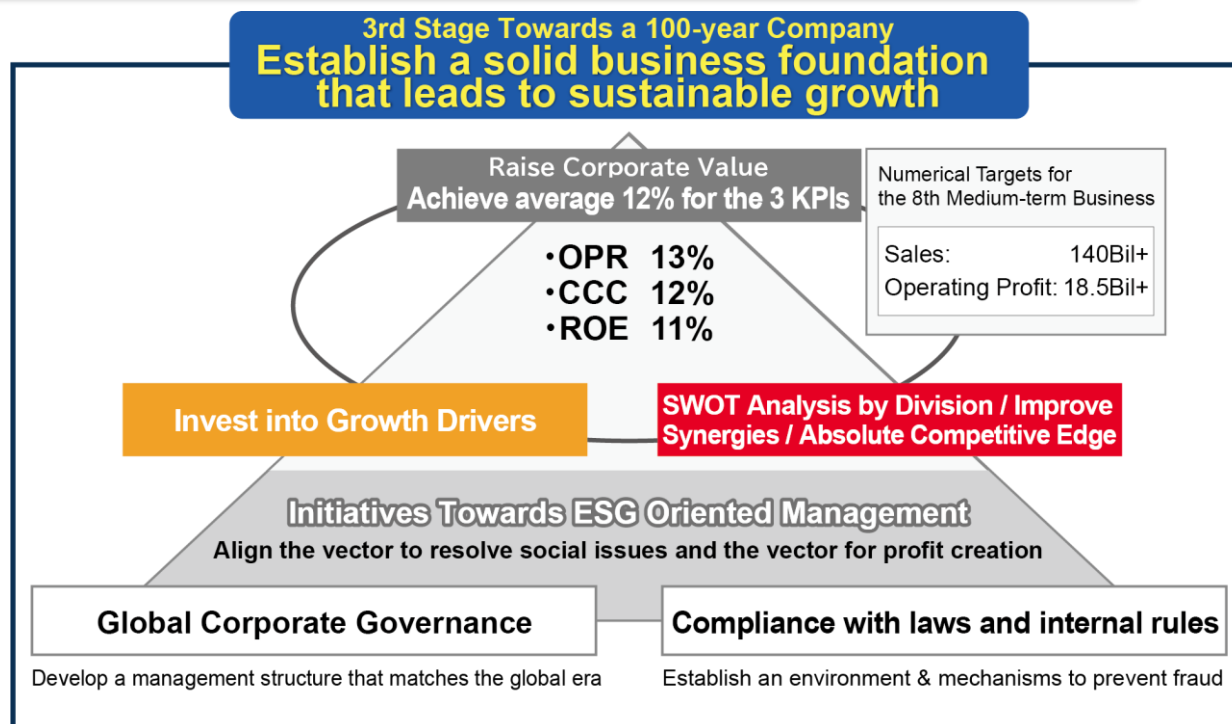
Business division	FY2022 1st Half Plan				FY2022 1Q Result		FY2022 2Q Plan		FY2021 1st Half Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	7,900	26.4	668	9.2	3,433	26.8	4,467	26.1	7,231	26.0
Time Management Products	1,100	3.7	23	2.2	500	3.9	600	3.5	1,076	3.9
Parking Systems	10,800	36.1	1,002	10.2	4,341	34.0	6,459	37.8	9,797	35.3
Total: Time Information Segment	19,800	66.2	1,694	9.4	8,275	64.7	11,525	67.4	18,105	65.2
Environmental Systems	8,000	26.8	322	4.2	3,562	27.8	4,438	25.9	7,677	27.7
Clean Systems	2,100	7.0	121	6.2	961	7.5	1,139	6.7	1,978	7.1
Total: Environmental Segment	10,100	33.8	444	4.6	4,524	35.3	5,576	32.6	9,655	34.8
Grand total	29,900	100.0	2,138	7.7	12,800	100.0	17,100	100.0	27,761	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		
FY2013 Sales: over ¥103Bn Operating Profit: over ¥10Bn			FY2016 Sales: over ¥130Bn Operating Profit: over ¥13Bn			FY2019 Sales: over ¥140Bn Operating Profit: over ¥16Bn			FY2022 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.

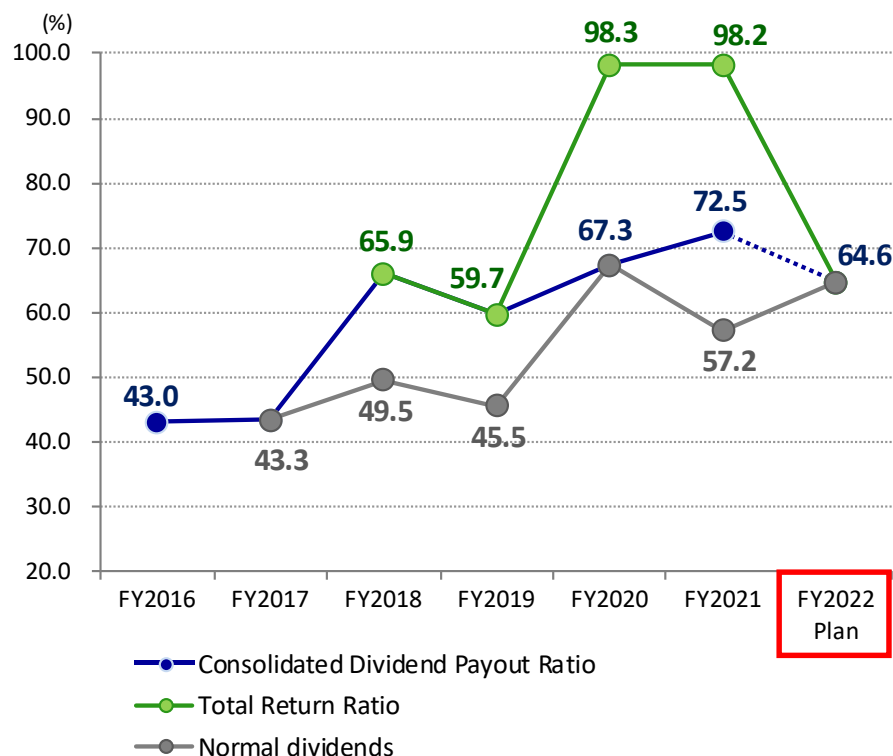
② Establish unrivaled competitive advantage

- 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.

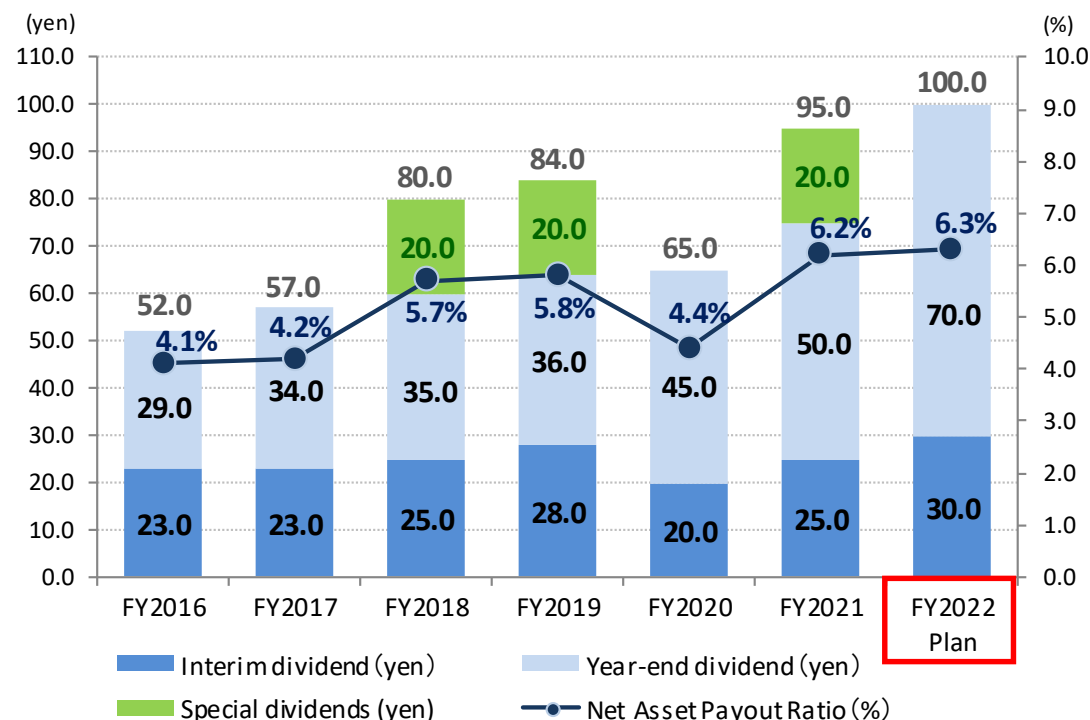
◎ Dividend Policy Stable dividends + performance incentives

- 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

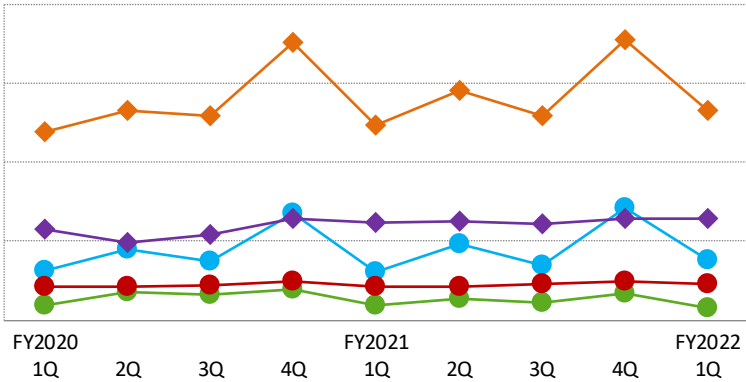


★ The acquisition of treasury stock

- Acquisition period : From April 27, 2022 to August 31, 2022
- Total number of acquired stocks : 1,000,000
- Total amount of acquired stocks : 2,500 Million yen

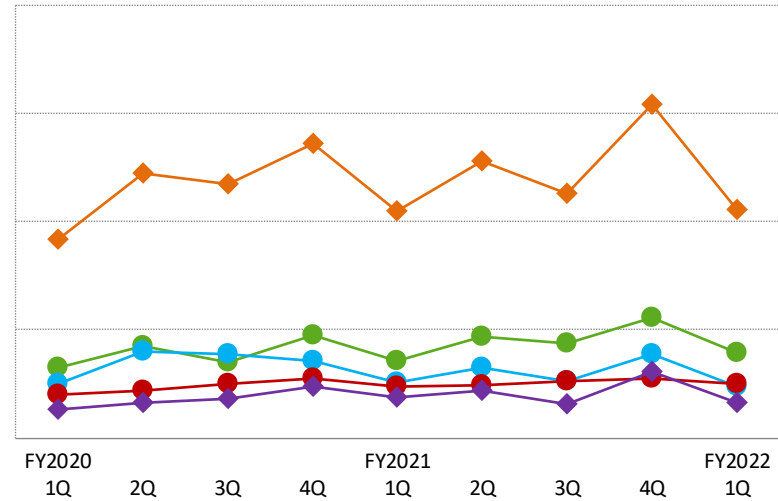
Quarterly Sales by Item (actual results)

Information Systems



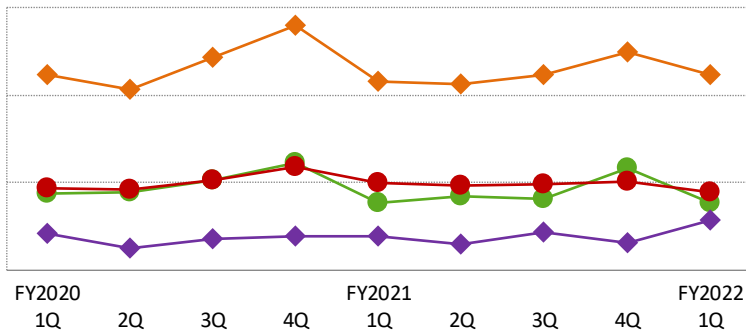
- Hardware
- Software
- Maintenance & supplies
- Difference
- Total

Environmental Systems



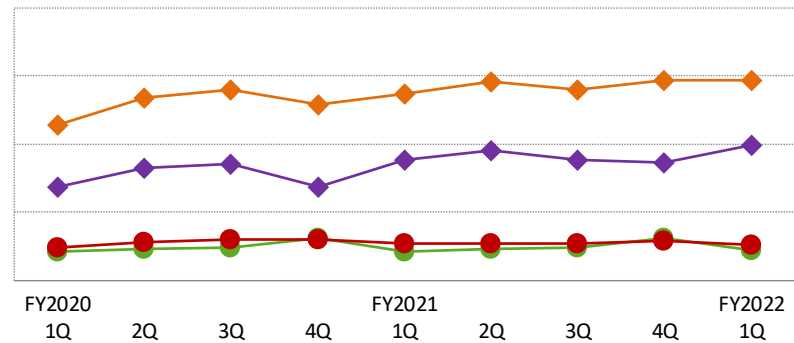
- Standard unit
- Large systems
- Maintenance & supplies
- Difference
- Total

Time Management Products



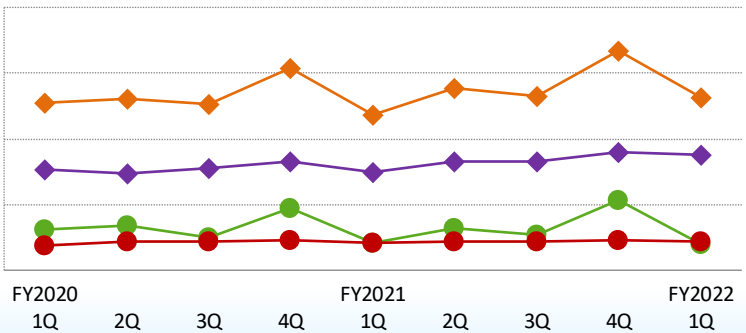
- Time recorders, stamps
- Maintenance & supplies
- Difference
- Total

Clean Systems



- Cleaning equipment
- Maintenance & supplies
- Difference
- Total

Parking Systems



- System & Machinery
- Maintenance & supplies
- Difference
- Total

Time & Air **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.