

Second Quarter Report for FY 2022

(Fiscal Year ending March 2023)

Details of Business Results

AMANO CORPORATION (Ticker: 6436)

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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 2022: 2nd Quarter Report

(Fiscal Year ending March 2023)

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

Consolidated

(Millions of yen)

	Disclosed plan			FY2022 1st Half		FY2021 1st Half		Change		Change over plan	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	60,000	100.0	8.4	60,455	100.0	55,327	100.0	5,128	9.3	455	100.8
Gross profit	26,500	44.2	8.3	27,120	44.9	24,470	44.2	2,649	10.8	620	102.3
SG&A	20,800	34.7	4.2	21,515	35.6	19,960	36.1	1,554	7.8	715	103.4
Operating profit	5,700	9.5	26.4	5,604	9.3	4,509	8.2	1,095	24.3	(95)	98.3
Non-operating income	600	1.0	4.6	758	1.3	573	1.0	185	32.3	158	126.4
Non-operating expense	100	0.2	(9.4)	118	0.2	110	0.2	8	7.6	18	118.8
Ordinary profit	6,200	10.3	24.7	6,244	10.3	4,972	9.0	1,272	25.6	44	100.7
Extraordinary profit	0			4		175		(171)		4	
Extraordinary loss	0			32		27		4		32	
Net income attributable to owners of the parent company	4,100	6.8	27.5	3,703	6.1	3,216	5.8	486	15.1	(396)	90.3

*FX Rates: US\$ 120.00 US\$ 124.54 US\$ 108.48
EUR 130.00 EUR 135.15 EUR 130.47

ACJ

* ACJ; Amano Corporation Japan

(Millions of yen)

	Disclosed plan			FY2022 1st Half		FY2021 1st Half		Change		Change over plan	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	29,900	100.0	7.7	28,595	100.0	27,761	100.0	834	3.0	(1,304)	95.6
Gross profit	13,400	44.8	10.1	13,029	45.6	12,165	43.8	864	7.1	(370)	97.2
SG&A	10,100	33.8	3.9	9,793	34.2	9,721	35.0	72	0.7	(306)	97.0
Operating profit	3,300	11.0	35.0	3,236	11.3	2,443	8.8	792	32.4	(63)	98.1
Non-operating income	1,350	4.5	(18.1)	2,447	8.6	1,648	5.9	798	48.5	1,097	181.3
Non-operating expense	50	0.2	62.0	41	0.1	30	0.1	10	35.2	(8)	83.5
Ordinary profit	4,600	15.4	13.3	5,641	19.7	4,061	14.6	1,580	38.9	1,041	122.6
Extraordinary profit	0			0		88		(88)		0	
Extraordinary loss	0			6		3		3		6	
Net income	3,300	11.0	9.3	4,083	14.3	3,020	10.9	1,063	35.2	783	123.7

Consolidated performance (Year-on-year)

1 Sales:	Up	¥ 5,128 Mil	(Up 9.3 %)
• Time Information Segment:	Up	4,326 Mil	(Up 10.7 %)
Incl: Information Systems:	Up	1,146 Mil	(Up 8.5 %)
Incl: Parking Systems:	Up	3,157 Mil	(Up 12.3 %)
• Environmental Segment:	Up	801 Mil	(Up 5.4 %)
Incl: Environmental Systems:	Dn	43 Mil	(Dn 0.5 %)
Incl: Clean Systems:	Up	845 Mil	(Up 15.0 %)
2 Gross Profit:	Up	¥ 2,649 Mil	(Up 10.8 %)
Gross Profit Ratio: 44.9 %	Up	0.7 %	
• Time Information Segment :	Up	0.7 %	
• Environmental Segment :	Up	0.4 %	
3 SG&A:	Up	¥ 1,554 Mil	(Up 7.8 %)
• Labor Cost	Up	700 Mil	(Up 5.3 %)
• Other Costs	Up	854 Mil	(Up 12.9 %)
4 Operating Profit	Up	¥ 1,095 Mil	(Up 24.3 %)
• Time Information Segment:	¥	5,466 Mil	(Up 996 Mil)
• Environmental Segment:	¥	1,952 Mil	(Up 113 Mil)
• Company-wide Expense:	¥	(1,814) Mil	(Dn 14 Mil)

FY 2022: 1st Half Accumulated Results (FY end March 2023) Sales by business division

Consolidated

(Millions of yen)

Business division	Disclosed plan			FY2022 1st Half		FY2021 1st Half		Change		Change over plan	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%	Amount	%
Information Systems	14,500	24.2	7.8	14,596	24.1	13,450	24.3	1,146	8.5	96	100.7
Time Management Products	1,300	2.2	1.3	1,305	2.2	1,283	2.3	22	1.7	5	100.4
Parking Systems	28,300	47.1	10.3	28,805	47.7	25,647	46.4	3,157	12.3	505	101.8
Total: Time Information Segment	44,100	73.5	9.2	44,707	74.0	40,381	73.0	4,326	10.7	607	101.4
Environmental Systems	10,100	16.8	8.5	9,263	15.3	9,307	16.8	(43)	(0.5)	(836)	91.7
Clean Systems	5,800	9.7	2.9	6,484	10.7	5,638	10.2	845	15.0	684	111.8
Total: Environmental Segment	15,900	26.5	6.4	15,747	26.0	14,946	27.0	801	5.4	(152)	99.0
Grand total	60,000	100.0	8.4	60,455	100.0	55,327	100.0	5,128	9.3	455	100.8

*FX Rates: US\$ 120.00 US\$ 124.54 US\$ 108.48
 EUR 130.00 EUR 135.15 EUR 130.47

ACJ

(Millions of yen)

Business division	Disclosed plan			FY2022 1st Half		FY2021 1st Half		Change		Change over plan	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%	Amount	%
Information Systems	7,900	26.4	9.2	7,835	27.4	7,231	26.0	603	8.3	(64)	99.2
Time Management Products	1,100	3.7	2.2	1,001	3.5	1,076	3.9	(74)	(6.9)	(98)	91.1
Parking Systems	10,800	36.1	10.2	9,912	34.7	9,797	35.3	114	1.2	(887)	91.8
Total: Time Information Segment	19,800	66.2	9.4	18,749	65.6	18,105	65.2	644	3.6	(1,050)	94.7
Environmental Systems	8,000	26.8	4.2	7,835	27.4	7,677	27.7	158	2.1	(164)	97.9
Clean Systems	2,100	7.0	6.2	2,009	7.0	1,978	7.1	31	1.6	(90)	95.7
Total: Environmental Segment	10,100	33.8	4.6	9,845	34.4	9,655	34.8	189	2.0	(254)	97.5
Grand total	29,900	100.0	7.7	28,595	100.0	27,761	100.0	834	3.0	(1,304)	95.6

FY 2022: Consolidated performance by quarter (FY end March 2023)

Quarterly Financials

(Millions of yen)

	FY2021 1Q		FY2021 2Q		FY2022 1st Half	
	Amount	%	Amount	%	Amount	%
Net sales	27,622	100.0	32,832	100.0	60,455	100.0
Gross profit	12,279	44.5	14,840	45.2	27,120	44.9
SG&A	10,586	38.3	10,928	33.3	21,515	35.6
Operating profit	1,692	6.1	3,911	11.9	5,604	9.3
Non-operating income	382	1.4	375	1.1	758	1.3
Non-operating expense	56	0.2	62	0.2	118	0.2
Ordinary profit	2,019	7.3	4,225	12.9	6,244	10.3
Extraordinary profit	0		4		4	
Extraordinary loss	18		13		32	
Net income attributable to owners of the parent company	766	2.8	2,936	8.9	3,703	6.1

*FX Rates:
US\$ 117.81
EUR 131.57

US\$ 131.26
EUR 138.72

US\$ 124.54
EUR 135.15

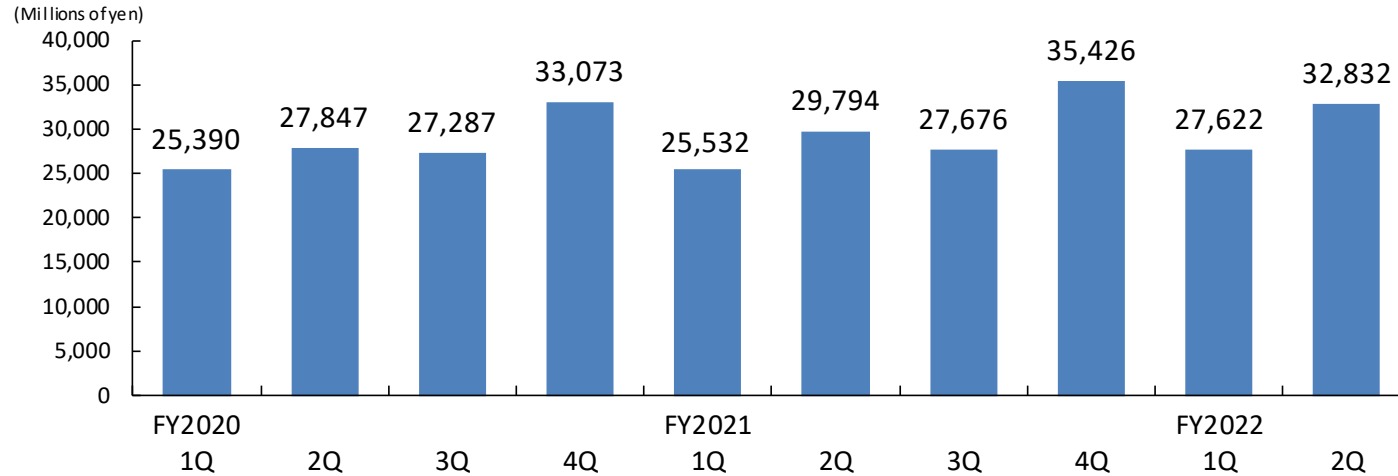
Quarterly Sales

(Millions of yen)

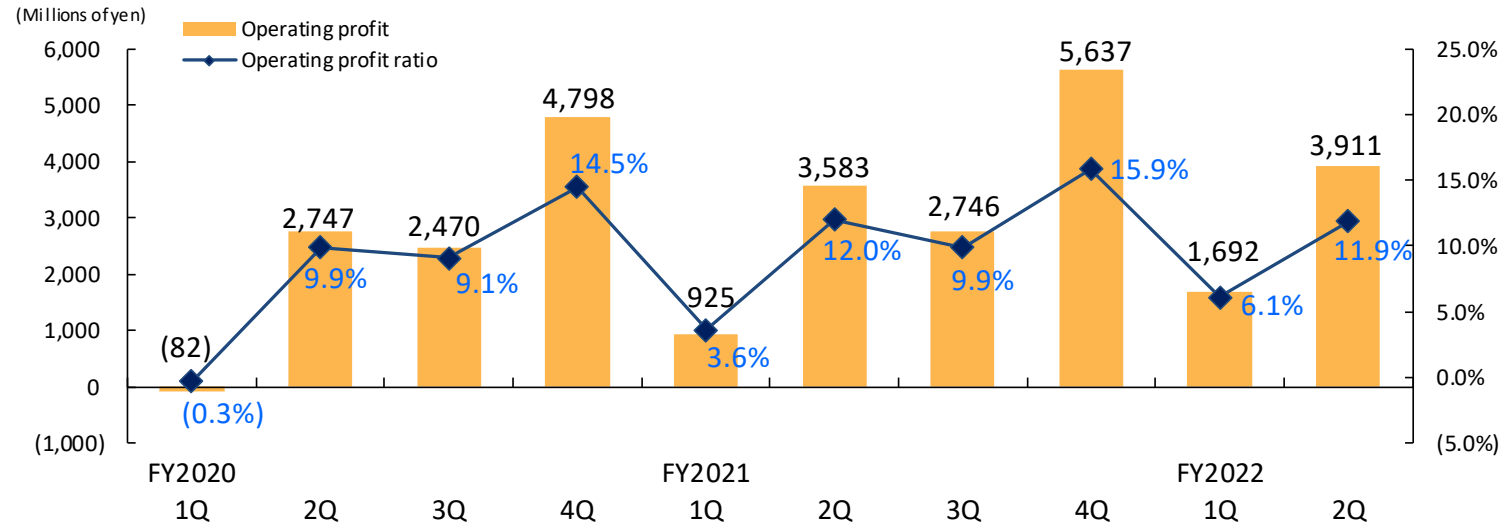
Business division	FY2021 1Q		FY2021 2Q		FY2022 1st Half	
	Amount	%	Amount	%	Amount	%
Information Systems	6,647	24.1	7,949	24.2	14,596	24.1
Time Management Products	671	2.4	634	1.9	1,305	2.2
Parking Systems	13,154	47.6	15,650	47.7	28,805	47.7
Total: Time Information Segment	20,472	74.1	24,234	73.8	44,707	74.0
Environmental Systems	4,210	15.3	5,053	15.4	9,263	15.3
Clean Systems	2,939	10.6	3,544	10.8	6,484	10.7
Total: Environmental Segment	7,149	25.9	8,598	26.2	15,747	26.0
Grand total	27,622	100.0	32,832	100.0	60,455	100.0

Consolidated Sales & Operating Profit (Quarterly)

Sales



Operating Profit



Sales & Operating Profit by Business Segment

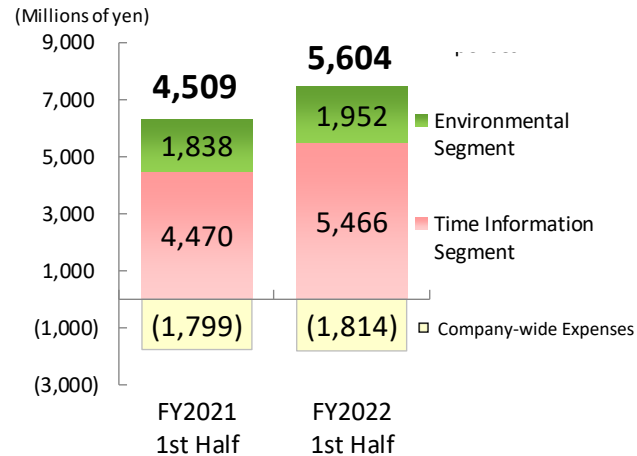
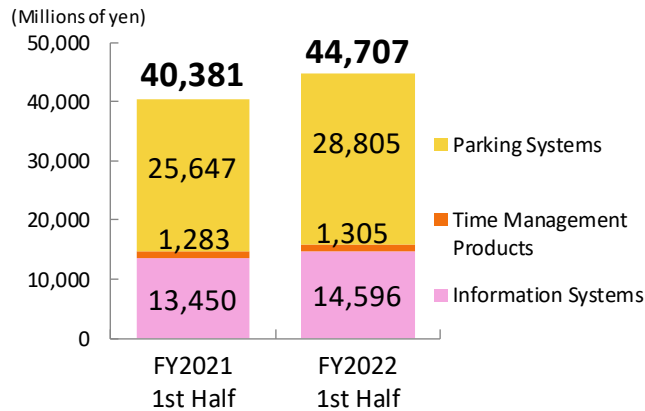
(Millions of yen)

	FY2022 1Q			FY2022 2Q			FY2022 1st Half			FY2021 1st Half			Change Y-O-Y			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	%	Operating profit	%
Time Information Segment	20,472	1,897	9.3	24,234	3,569	14.7	44,707	5,466	12.2	40,381	4,470	11.1	4,326	10.7	996	22.3
Environmental Segment	7,149	699	9.8	8,598	1,252	14.6	15,747	1,952	12.4	14,946	1,838	12.3	801	5.4	113	6.2
Company-wide Expenses		(904)			(910)			(1,814)			(1,799)				(14)	
Total	27,622	1,692	6.1	32,832	3,911	11.9	60,455	5,604	9.3	55,327	4,509	8.2	5,128	9.3	1,095	24.3

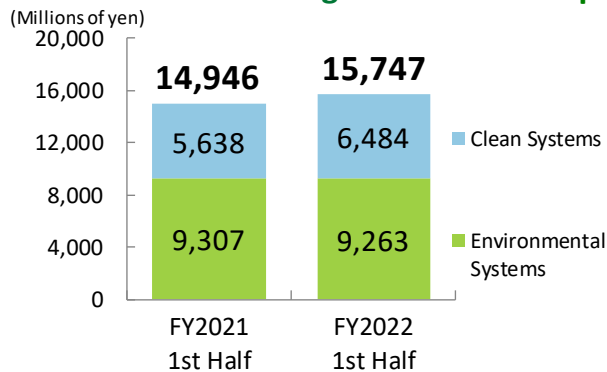
Sales

Operating Profit

● Time Information Segment Up 10.7% Y-O-Y



● Environmental Segment Up 5.4% Y-O-Y



● Time Information Segment Up 22.3%

● Environmental Segment Up 6.2%

【References】

Increase / decrease in gross profit margin

① FY2021 2Q/FY2022 2Q

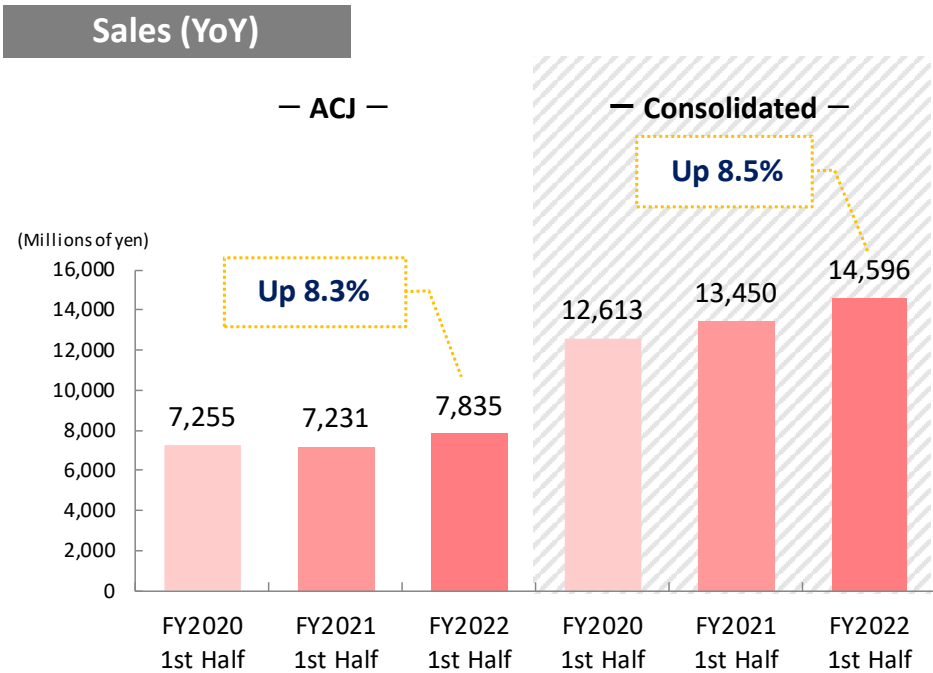
	Consolidated	ACJ
Information Systems	↑	↑
Time Management Products	↓	↓
Parking Systems	↑	↑
Environmental Systems	↑	↑
Clean Systems	↓	↑

② FY2021/FY2022 2Q

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

Performance by Business Division

■ Domestic & Overseas Sales Higher



Domestic

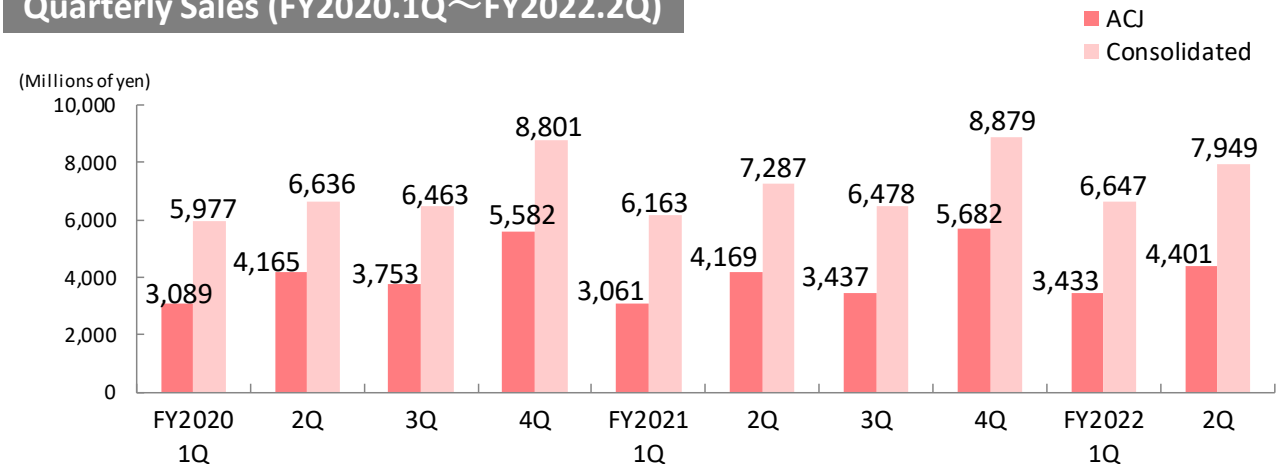
- Sales Higher for Software but Lower for T&A Terminals
- Amano Business Solutions Corporation Sales for Cloud Services Remained Firm



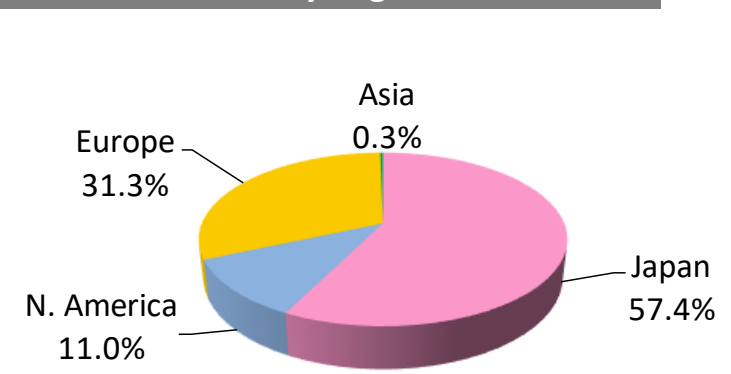
Overseas

- N. America: Sales Higher at Accu-Time Systems Inc.
- Europe: Sales Higher at Horoquartz, S.A.

Quarterly Sales (FY2020.1Q~FY2022.2Q)

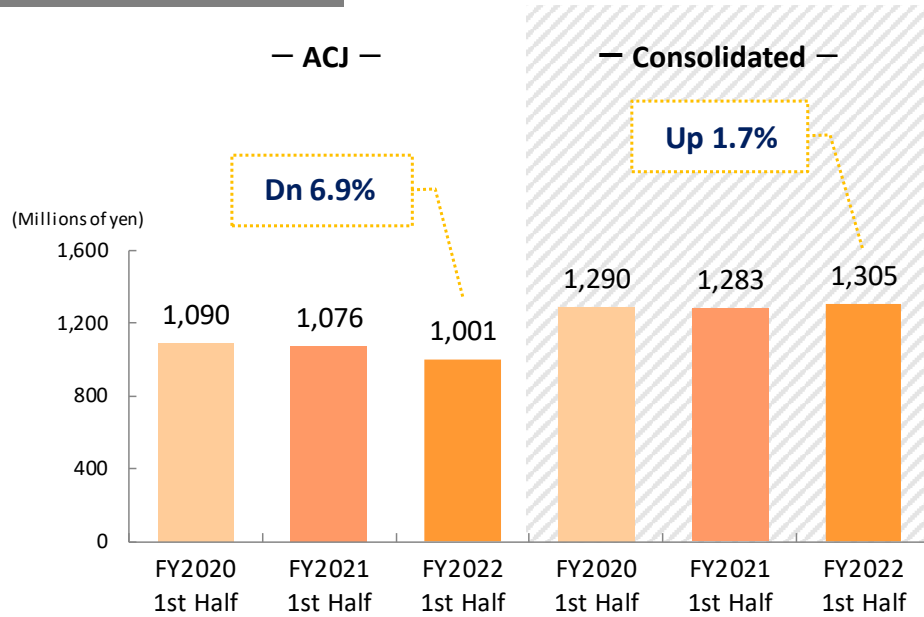


Sales by Region



Domestic Sales Lower , Overseas Sales Higher

Sales (YoY)

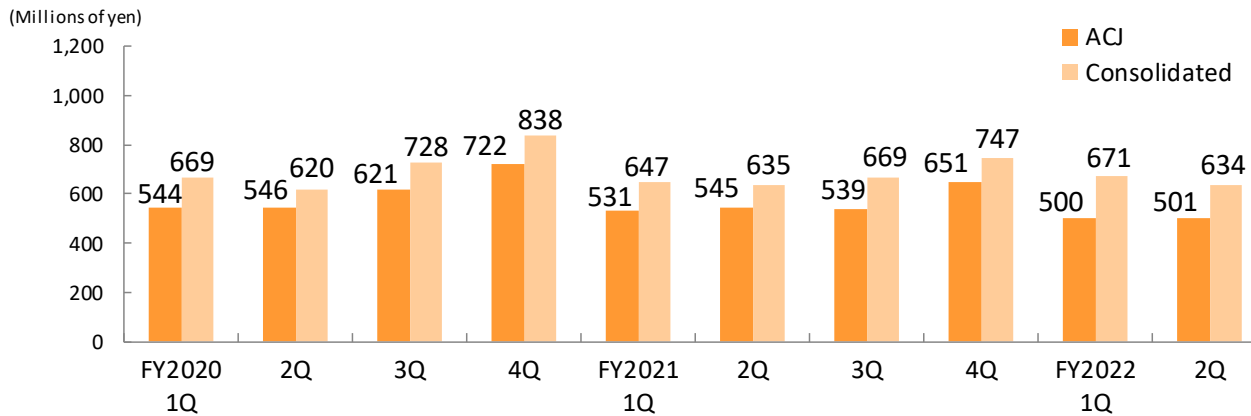


- Lower Sales for the TimeP@ck Series
- Standard Time Recorders; Domestic sales quantity Increased

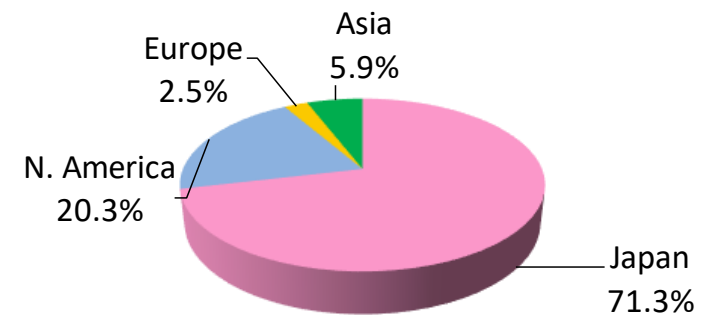


- Americas, Europe & Asia ; Sales Higher

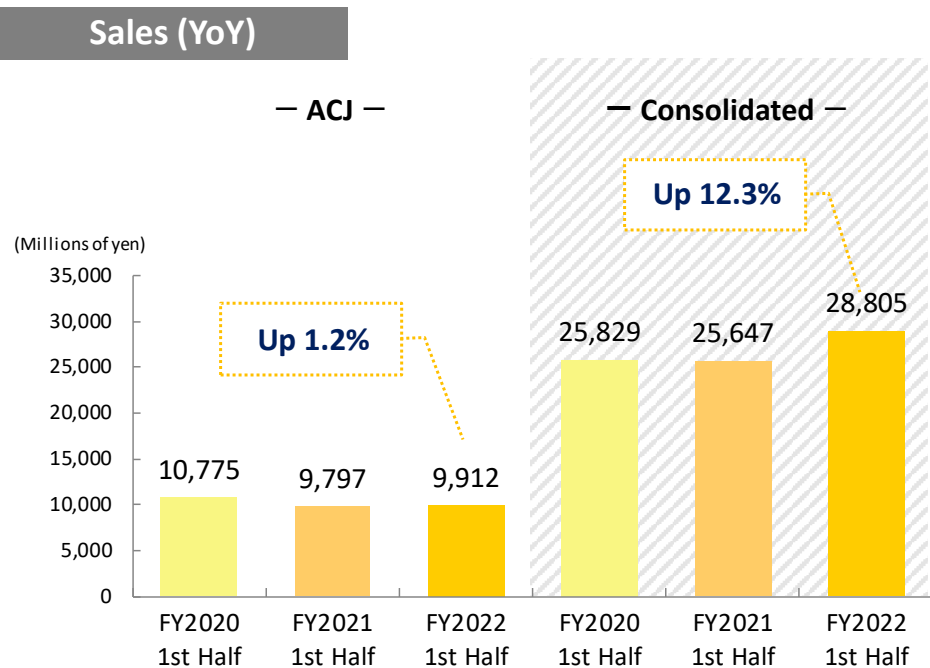
Quarterly Sales (FY2020.1Q~FY2022.2Q)



Sales by Region



■ Domestic & Overseas Sales Higher

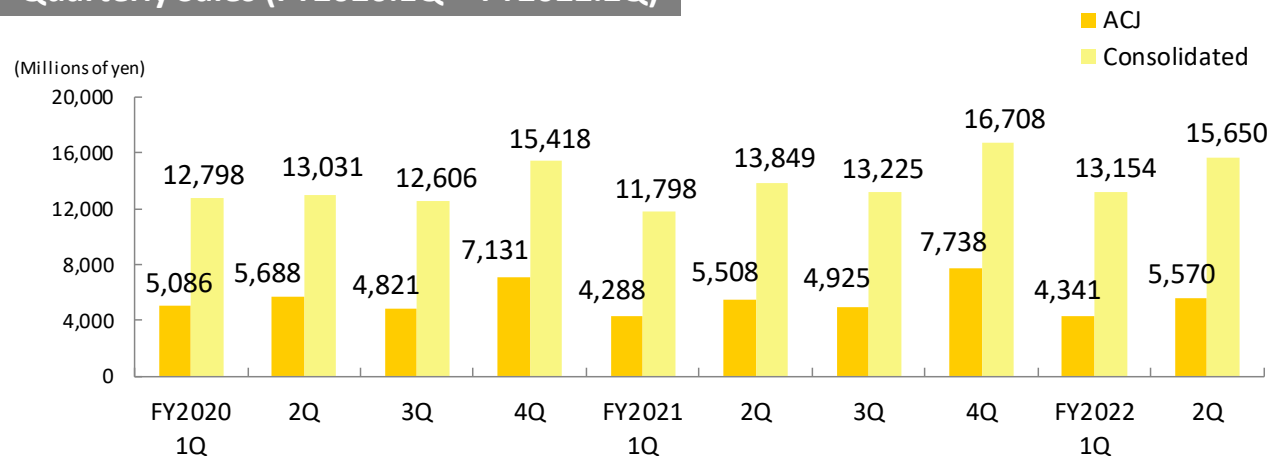


- Increase in orders for system equipment
- Weak order intake from parking operators
- Amano Management Service Corporation Revenues from parking management services continued recovery trend
- Increase in sales for Bicycle Parking Systems

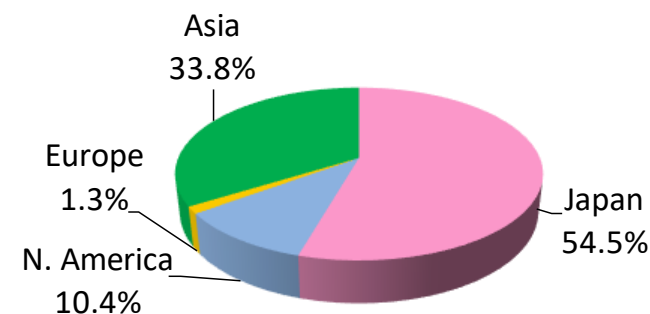


- Amano McGann Inc. of N. America: Sales Increased, however deficits expanded due to continued development of new products (including exchange rate impact)
- Asia: Sales were Higher at Amano Korea Corporation and Amano Parking Service Ltd. (HK) Amano Malaysia Sdn. Bhd. ; Recovery trend

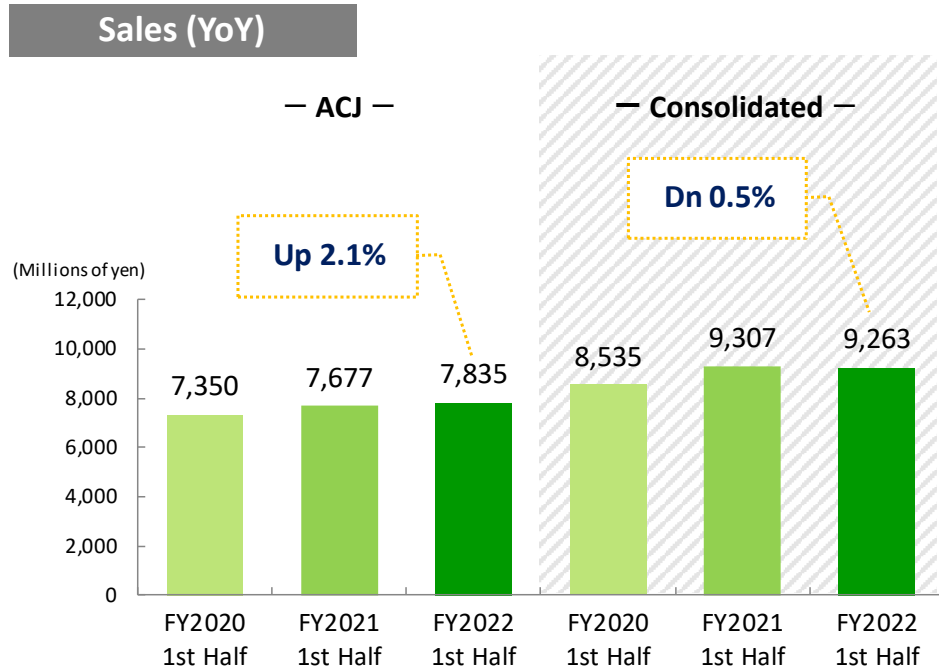
Quarterly Sales (FY2020.1Q~FY2022.2Q)



Sales by Region



■ Domestic Sales Higher, Overseas Sales Lower



Domestic

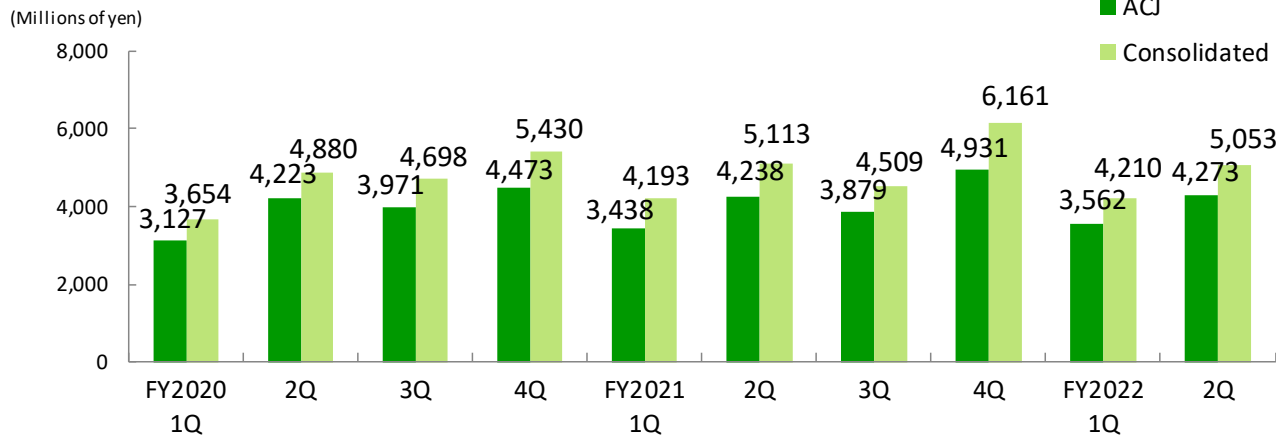
- Higher Sales for Standard Dust Collectors
- Sales for Large-scale Systems declined



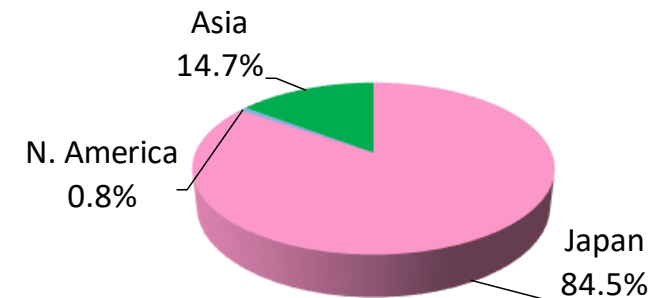
Overseas

- Lower Sales in Asia and Americas (Mexico)

Quarterly Sales (FY2020.1Q~FY2022.2Q)

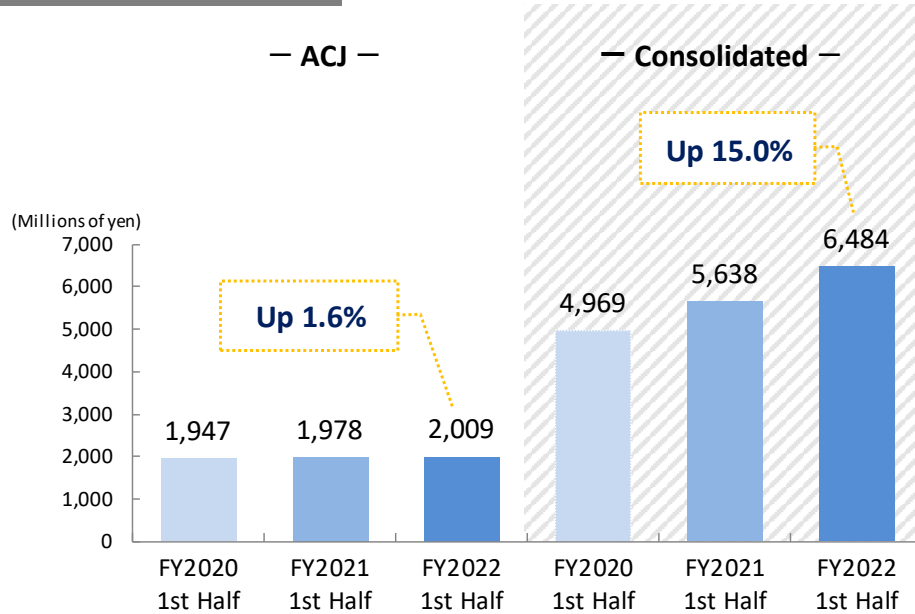


Sales by Region



Domestic & Overseas Sales Higher

Sales (YoY)

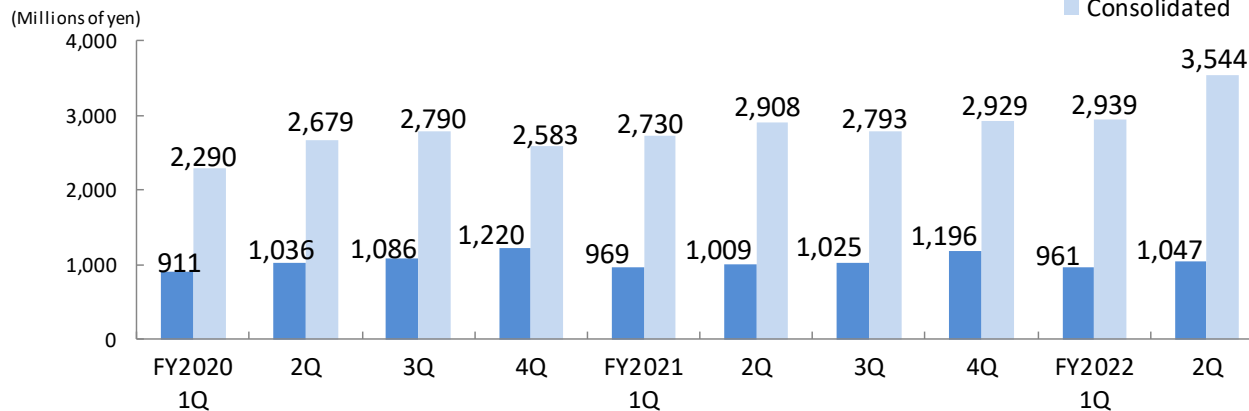


- Sales for Automatic Floor Scrubbers were Higher
- Sales quantity of robotic scrubber “EGrobo” declined
- Sales for Electrolyzed water generator were Higher

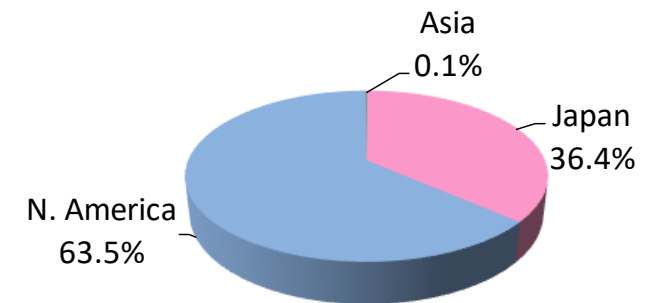


- Americas:
Americas: Amano Pioneer Eclipse Corporation achieved higher sales

Quarterly Sales (FY2020.1Q~FY2022.2Q)



Sales by Region



Geographic Segment Information

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

(Millions of yen)

	FY2022 1Q (Jan - Mar, 2022)			FY2022 2Q (Apr - Jun, 2022)			FY2022 1st Half			FY2021 1st Half			Change Y-O-Y			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	
North America	4,063	(287)	(7.1)	5,079	(254)	(5.0)	9,142	(541)	(5.9)	7,461	(238)	(3.2)	1,680	22.5	(302)	—
Europe	2,447	323	13.2	2,648	336	12.7	5,095	659	12.9	4,952	710	14.3	142	2.9	(51)	(7.2)
Asia	5,110	177	3.5	6,179	407	6.6	11,289	584	5.2	9,130	181	2.0	2,158	23.6	402	221.3
Overseas group companies Total	11,620	213	1.8	13,906	489	3.5	25,526	702	2.8	21,545	653	3.0	3,981	18.5	49	7.5

*FX rate: US\$ 117.81 US\$ 131.26 US\$ 124.54 US\$ 108.48
 EUR 131.57 EUR 138.72 EUR 135.15 EUR 130.47

*Goodwill Amortization: N.America — N.America — N.America — N.America 14 Mil
 Europe 60 Mil Europe 63 Mil Europe 124 Mil Europe 160 Mil
 ACJ 13 Mil ACJ 13 Mil ACJ 27 Mil ACJ 27 Mil

(Millions of yen)

	FY2022 1Q (Apr - Jun, 2022)			FY2022 2Q (Jul - Sep, 2022)			FY2022 1st Half			FY2021 1st Half			Change Y-O-Y			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	Sales	Operating profit	%	
Domestic Group companies Total	5,298	777	14.7	5,455	930	17.1	10,754	1,707	15.9	10,061	1,275	12.7	693	6.9	432	33.9

Consolidated Balance Sheet

(Millions of yen)

	FY2022 2Q 22.9.30	FY2021 22.3.31	Change
Assets	161,666	159,342	2,323
Cash & Bank Deposits	60,478	60,337	140
Notes and accounts receivable - trade	24,882	27,995	(3,112)
Inventories	12,939	9,987	2,951
Othe Current Assets	8,594	7,215	1,379
Fixed Assets	54,770	53,805	964
Liabilities	44,786	43,071	1,715
Notes and accounts payable - trade	10,871	11,272	(401)
Other Current Liabilities	25,116	23,552	1,563
Other Fixed Liabilities	8,798	8,245	552
Net Assets	116,880	116,271	608
Shareholder's Equity	113,260	117,230	(3,969)
Valuation & Conversion Adjustments	2,767	(1,711)	4,478
Non-Controlling shareholder's interests	851	752	99
Total Liabilities & Net Assets	161,666	159,342	2,323

Consolidated Statements of Cash Flows

(Millions of yen)

	FY2022 1st Half 22.9.30	FY2021 1st Half 21.9.30	Change
CF from Operating Activities	9,085	11,716	(2,631)
CF from Investing Activities	(1,818)	(2,476)	657
FCF	7,266	9,240	(1,973)
CF from Financial Activities	(9,382)	(7,006)	(2,376)
Net Increase (decrease) in Cash & Equivalents	(309)	2,836	(3,146)
Cash & Cash Equivalents at End of Year Period	55,621	55,383	238
		0	0
CAPEX (tangible fixed asset)	2,143	2,833	(691)
CAPEX (intangible asset)	356	355	1
Depreciation	3,630	3,117	513

The CAPEX and Depreciation figures onwards does not include software for sale and M&As.

(*) Amano subsidiaries subject to IFRS have applied IFRS 16 "Leases" for fiscal year 2019 and subsidiaries subject to US-GAAP have applied ASU 2016-02 "Leases" for fiscal year 2022.

The impact is reflected in the CAPEX and Depreciation expenses.

CAPEX and Depreciation expenses excluding the impact are as follows:

(Millions of yen)

	FY2022 1st Half	FY2021 1st Half
Consolidated CAPEX [tangible fixed asset]	1,361	834
Consolidated CAPEX [intangible asset]	356	355
Depreciation (Consolidated)	1,729	1,717

CAPEX & Depreciation

(Millions of yen)

	FY2017	FY2018	FY2019	FY2020	FY2021 1st Half	FY2021	FY2022 1st Half	FY2022 Full Year Plan
Consolidated CAPEX [tangible fixed asset]	3,099	2,751	6,166	5,329	2,833	5,791	2,143	6,147
[intangible asset]	642	715	794	817	355	767	356	936
Total	3,742	3,468	6,962	6,147	3,189	6,559	2,500	7,084
ACJ CAPEX [tangible fixed asset]	1,112	924	1,252	549	183	303	454	1,086
[intangible asset]	323	251	377	262	102	224	99	396
Total	1,435	1,175	1,629	811	285	528	554	1,483
Depreciation (Consolidated)	3,593	3,833	5,351	6,453	3,117	6,488	3,630	6,941
Depreciation (ACJ)	1,327	1,273	1,322	1,330	620	1,258	548	1,218

The CAPEX and Depreciation figures does not include software for sale and M&As.

(*) Amano subsidiaries subject to IFRS have applied IFRS 16 "Leases" for fiscal year 2019 and subsidiaries subject to US-GAAP have applied ASU 2016-02 "Leases" for fiscal year 2022. The impact is reflected in the CAPEX and Depreciation expenses.
CAPEX and Depreciation expenses excluding the impact are as follows:

(Millions of yen)

	FY2020	FY2021 1st Half	FY2021	FY2022 1st Half	FY2022 Full Year Plan
Consolidated CAPEX [tangible fixed asset]	2,135	834	1,876	1,361	3,438
Consolidated CAPEX [intangible asset]	817	355	767	356	936
Depreciation (Consolidated)	3,767	1,717	3,502	1,729	3,565

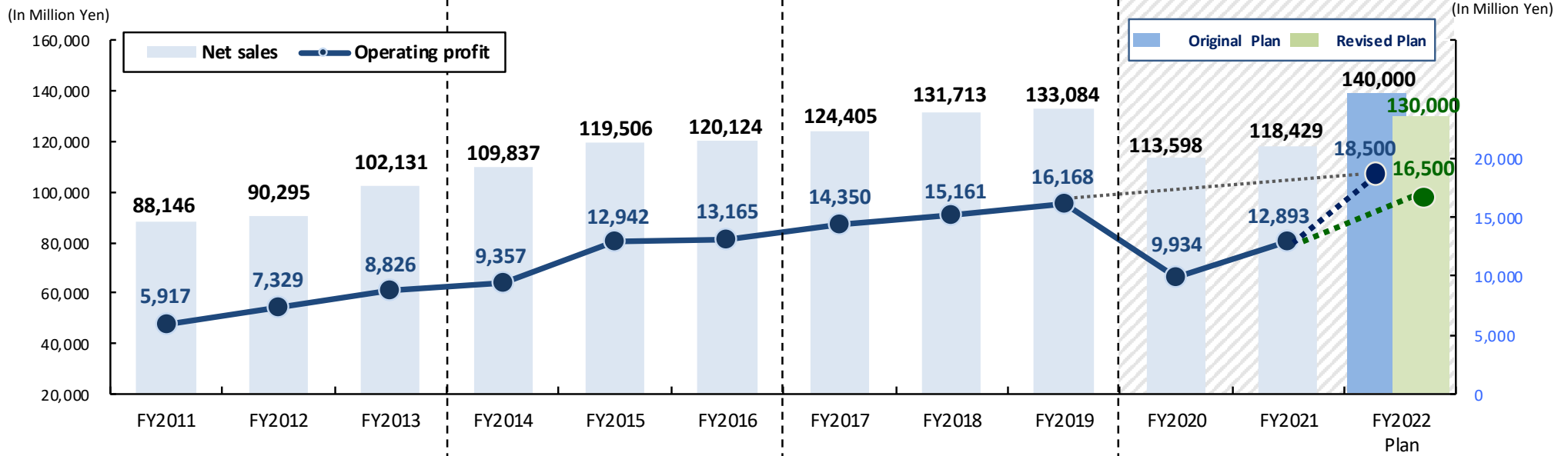
The 8th Medium-Term Business Plan (FY2020-FY2022)

*The 3rd Stage
Towards a 100-year Company*

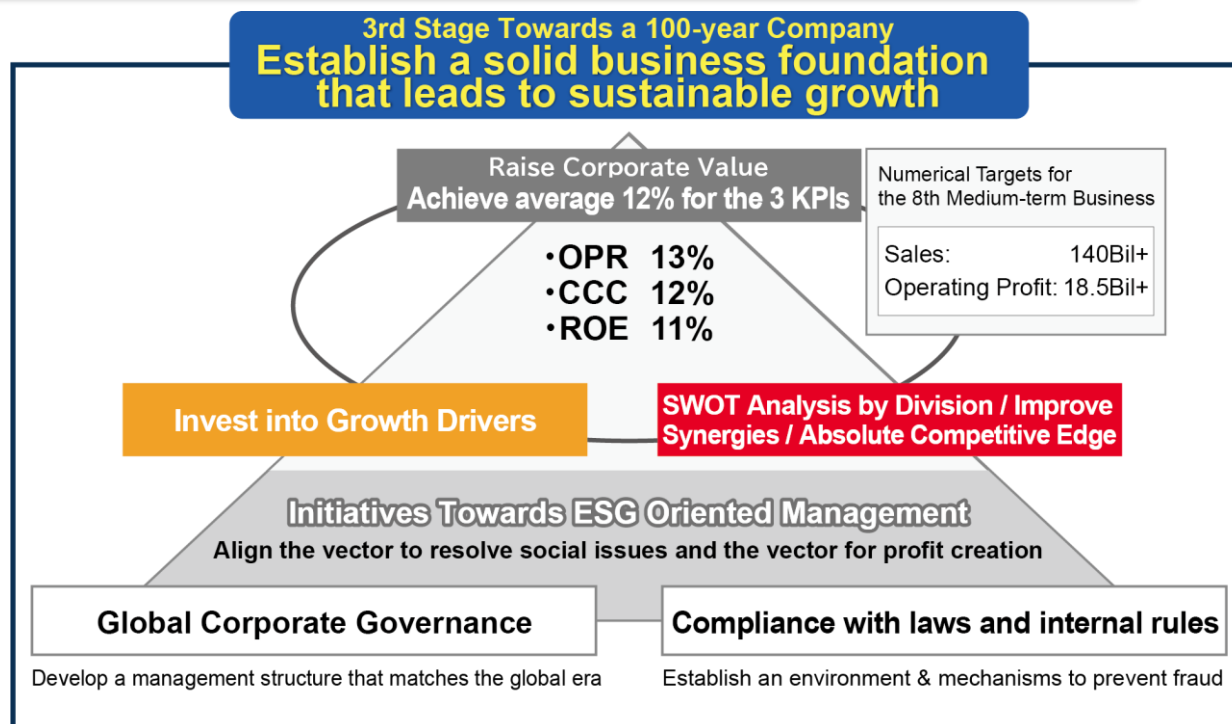
**Establish a solid business foundation
that leads to sustainable growth**

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.

Numerical Targets for FY2020-FY2022

Consolidated Business Plan

(Millions of yen)

	FY2020 Result		FY2021 Result		MTBP FY2022 Plan		FY2022 Revised Plan	
	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)
Net sales	113,598	(14.6)	118,429	4.3	140,000	18.2	130,000	9.8
Operating profit	9,934	(38.6)	12,893	29.8	18,500	43.5	16,500	28.0
Operating profit ratio	8.7%		10.9%		13.2%		12.7%	
Ordinary profit	11,017	(34.7)	13,919	26.3	19,500	40.1	17,200	23.6
Net income attributable to owners of the parent company	7,248	(31.4)	9,733	34.3	13,000	33.6	11,500	18.1

Consolidated Sales Plan

(Millions of yen)

	FY2020 Result			FY2021 Result			MTBP FY2022 Plan			FY2022 Revised Plan		
	Amount	(%)	Change(%)	Amount	(%)	Change(%)	Amount	(%)	Change(%)	Amount	(%)	Change(%)
Information Systems	27,878	24.6	(10.4)	28,808	24.3	3.3	33,500	23.9	16.3	31,300	24.1	8.6
Time Management Products	2,856	2.5	(17.8)	2,700	2.3	(5.5)	3,200	2.3	18.5	2,800	2.2	3.7
Parking Systems	53,854	47.4	(17.7)	55,581	46.9	3.2	69,500	49.7	25.0	62,100	47.7	11.7
Total: Time Information Segment	84,590	74.5	(15.4)	87,090	73.5	3.0	106,200	75.9	21.9	96,200	74.0	10.5
Environmental Systems	18,664	16.4	(16.8)	19,977	16.9	7.0	23,000	16.4	15.1	21,900	16.8	9.6
Clean Systems	10,343	9.1	(2.7)	11,361	9.6	9.8	10,800	7.7	(4.9)	11,900	9.2	4.7
Total: Environmental Segment	29,007	25.5	(12.3)	31,339	26.5	8.0	33,800	24.1	7.9	33,800	26.0	7.9
Grand total	113,598	100.0	(14.6)	118,429	100.0	4.3	140,000	100.0	18.2	130,000	100.0	9.8

* FX Rates (Yearly Average):

US\$ 106.44
EUR 121.97

US\$ 110.40
EUR 130.36

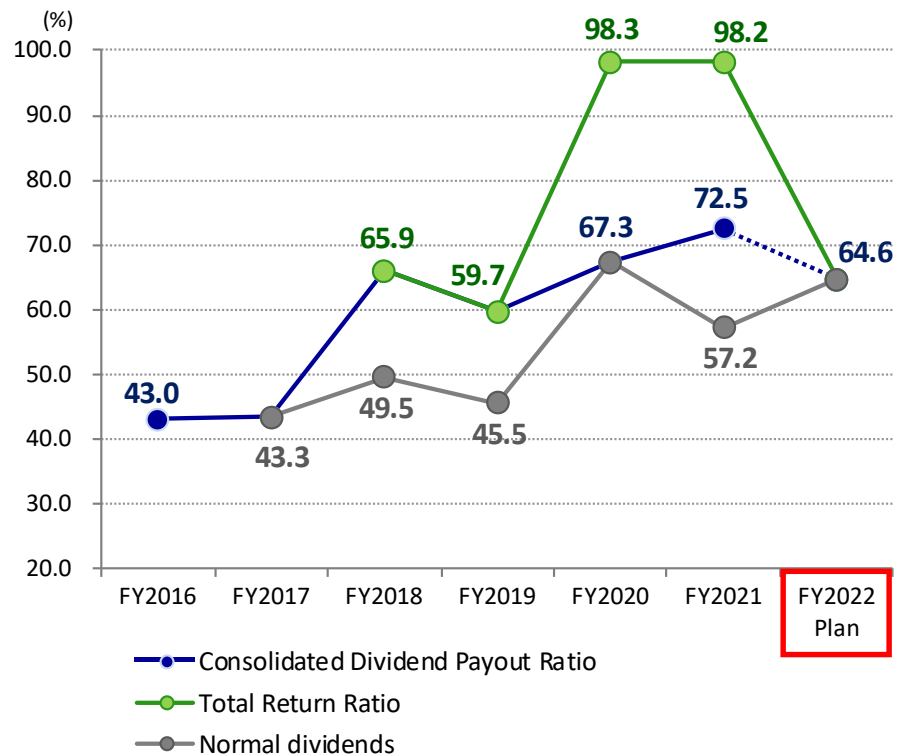
US\$ 120.00
EUR 130.00

◎ Dividend Policy

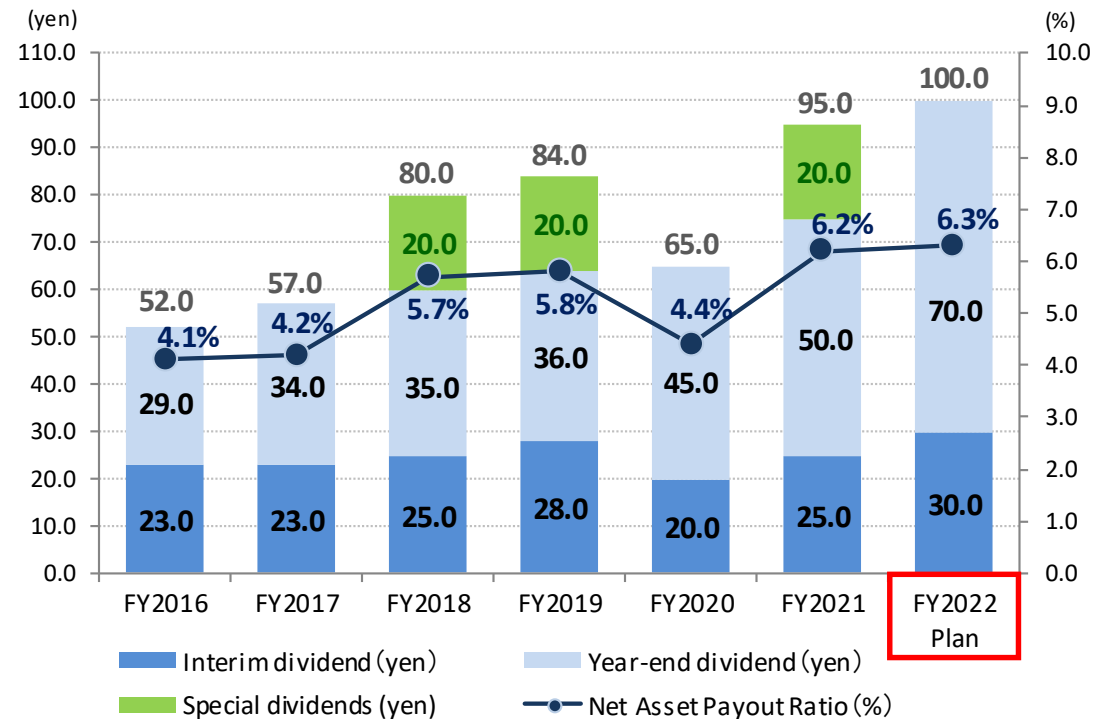
Stable dividends + performance incentives

- 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 : 993,900
- Total amount of acquired stocks : 2,477 Million yen

Business Forecast for FY2022

(Fiscal Year ending March 2023)

Business Forecast for the Full FY2022

Consolidated

*The 2nd Half Plan is shown as
"Full Year Plan minus 1st Half Result"

(Millions of yen)

	FY2022 Plan				FY2022 1st Half Result		FY2022 2nd Half Plan		FY2021	
	Amount	%	Change	%	Amount	%	Amount	%	Amount	%
Net sales	130,000	100.0	11,570	9.8	60,455	100.0	69,544	100.0	118,429	100.0
Gross profit	59,000	45.4	5,447	10.2	27,120	44.9	31,879	45.8	53,552	45.2
SG&A	42,500	32.7	1,840	4.5	21,515	35.6	20,984	30.2	40,659	34.3
Operating profit	16,500	12.7	3,606	28.0	5,604	9.3	10,895	15.7	12,893	10.9
Ordinary profit	17,200	13.2	3,280	23.6	6,244	10.3	10,955	15.8	13,919	11.8
Net income attributable to owners of the parent company	11,500	8.8	1,766	18.1	3,703	6.1	7,796	11.2	9,733	8.2

* FX Rates :

US\$ 120.00
EUR 130.00

US\$ 124.54
EUR 135.15

US\$ 110.40
EUR 130.36

ACJ

(Millions of yen)

	FY2022 Plan				FY2022 1st Half Result		FY2022 2nd Half Plan		FY2021	
	Amount	%	Change	%	Amount	%	Amount	%	Amount	%
Net sales	67,000	100.0	5,229	8.5	28,595	100.0	38,404	100.0	61,770	100.0
Gross profit	30,900	46.1	2,883	10.3	13,029	45.6	17,870	46.5	28,016	45.4
SG&A	20,500	30.6	649	3.3	9,793	34.2	10,706	27.9	19,850	32.1
Operating profit	10,400	15.5	2,234	27.4	3,236	11.3	7,163	18.7	8,165	13.2
Ordinary profit	12,500	18.7	1,912	18.1	5,641	19.7	6,858	17.9	10,587	17.1
Net Income	9,000	13.4	1,223	15.7	4,083	14.3	4,916	12.8	7,776	12.6

Sales Forecast for the Full FY2022 by Business Division

Consolidated

*The 2nd Half Plan is shown as
"Full Year Plan minus 1st Half Result"

(Millions of yen)

Business division	FY2022 Plan				FY2022 1st Half Result		FY2022 2nd Half Plan		FY2021	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	31,300	24.1	2,491	8.6	14,596	24.1	16,703	24.0	28,808	24.3
Time Management Products	2,800	2.2	99	3.7	1,305	2.2	1,494	2.1	2,700	2.3
Parking Systems	62,100	47.7	6,518	11.7	28,805	47.7	33,294	47.9	55,581	46.9
Total: Time Information Segment	96,200	74.0	9,109	10.5	44,707	74.0	51,492	74.0	87,090	73.5
Environmental Systems	21,900	16.8	1,922	9.6	9,263	15.3	12,636	18.2	19,977	16.9
Clean Systems	11,900	9.2	538	4.7	6,484	10.7	5,415	7.8	11,361	9.6
Total: Environmental Segment	33,800	26.0	2,460	7.9	15,747	26.0	18,052	26.0	31,339	26.5
Grand total	130,000	100.0	11,570	9.8	60,455	100.0	69,544	100.0	118,429	100.0

* FX Rates :
US\$ 120.00
EUR 130.00

US\$ 124.54
EUR 135.15

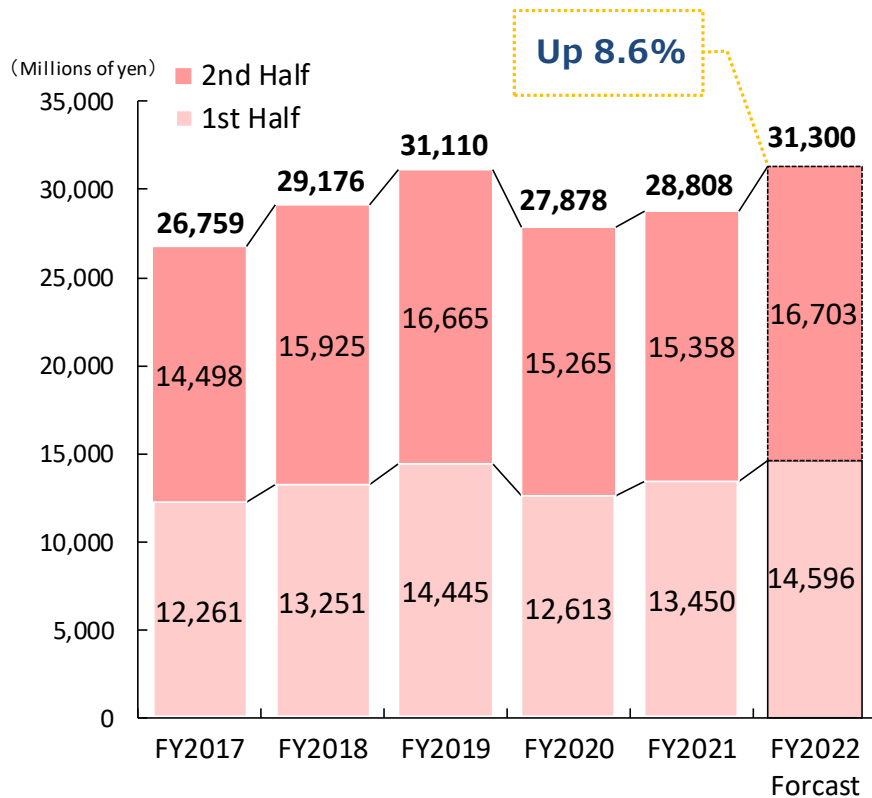
US\$ 110.40
EUR 130.36

ACJ

(Millions of yen)

Business division	FY2022 Plan				FY2022 1st Half Result		FY2022 2nd Half Plan		FY2021	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	17,800	26.6	1,448	8.9	7,835	27.4	9,964	25.9	16,351	26.5
Time Management Products	2,300	3.4	32	1.4	1,001	3.5	1,298	3.4	2,267	3.7
Parking Systems	24,600	36.7	2,137	9.5	9,912	34.7	14,687	38.3	22,462	36.4
Total: Time Information Segment	44,700	66.7	3,618	8.8	18,749	65.6	25,950	67.6	41,081	66.5
Environmental Systems	17,600	26.3	1,111	6.7	7,835	27.4	9,764	25.4	16,488	26.7
Clean Systems	4,700	7.0	499	11.9	2,009	7.0	2,690	7.0	4,200	6.8
Total: Environmental Segment	22,300	33.3	1,610	7.8	9,845	34.4	12,454	32.4	20,689	33.5
Grand total	67,000	100.0	5,229	8.5	28,595	100.0	38,404	100.0	61,770	100.0

■ Business expansion driven by software and cloud services



Domestic

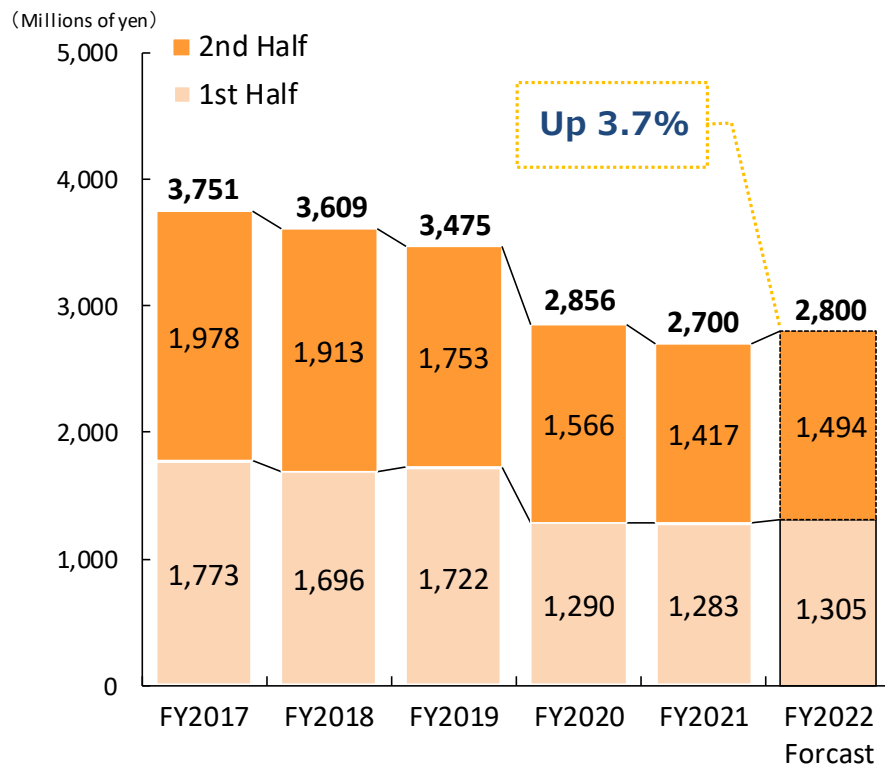
- MH(Middle High) market;
Promote VG+ZeeM consultative proposals
(Including hosting services)
- ML(Middle Low) market;
Cloud services expanding (T&A+HR+Payroll)
Continue to offer NX T&A + Payroll packaged deals
- Strengthen proposals for peripheral solutions (e-AMANO)
(i.e. Personnel notifications)
- Develop the digital time stamp market
(In response to Revised Electronic Bookkeeping Law)



Overseas

- Americas;
Strengthen ties with companies engaged in ERP systems
Promote proposals for new terminals equipped with biometrics
- Europe;
Promote the cross-selling of T&A, HR and Access Control
Promote Cloud Business

■ Japan: Expand sales of “Connected Time Recorder”



Domestic

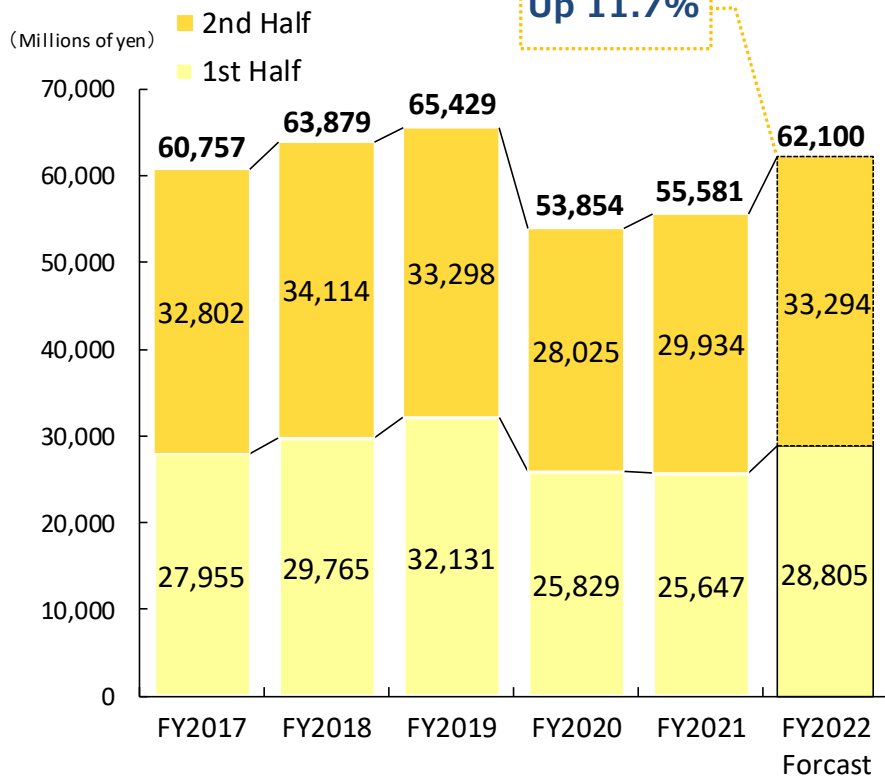
- Expand sales of Wi-Fi Time Recorders with ancillary cloud services (IoT)
 - *The cloud service enables the user to check the time card over the Internet
- Expand TimeP@CK sales
Enhancing paid member services
- Strengthen online store sales and e-commerce



Overseas

- Develop new sales channels in the Americas, Europe and Asia

■ Strengthen proposals for ticketless and cashless solutions, and expand parking management services



Domestic

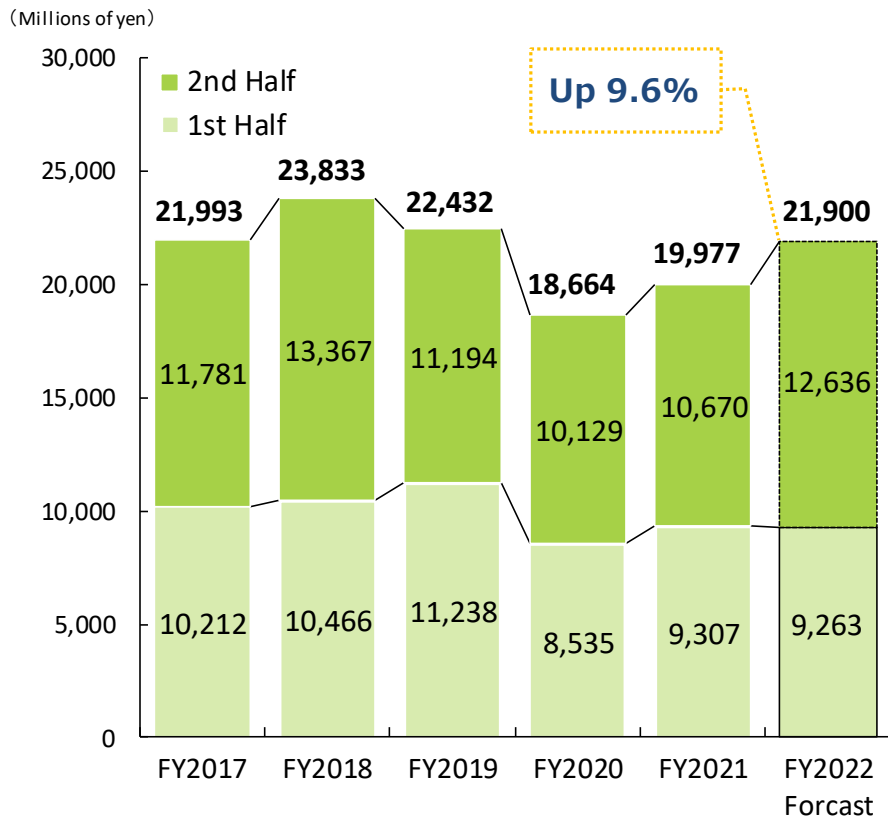
- Promote proposals for ticketless and cashless systems
- Deploy cloud and various remote services
- Strengthen proposals for commissioned management services
- Develop new markets



Overseas

- Americas: Promote new product sales (subscription model)
- Europe: Reinforce sales regime and Management Service business
- Asia: Expand Management service business
- Deploy and strengthen regional proposals for systems through group collaboration

■ Expand standard product sales, expand new business domains and reinforce the engineering regime



Domestic

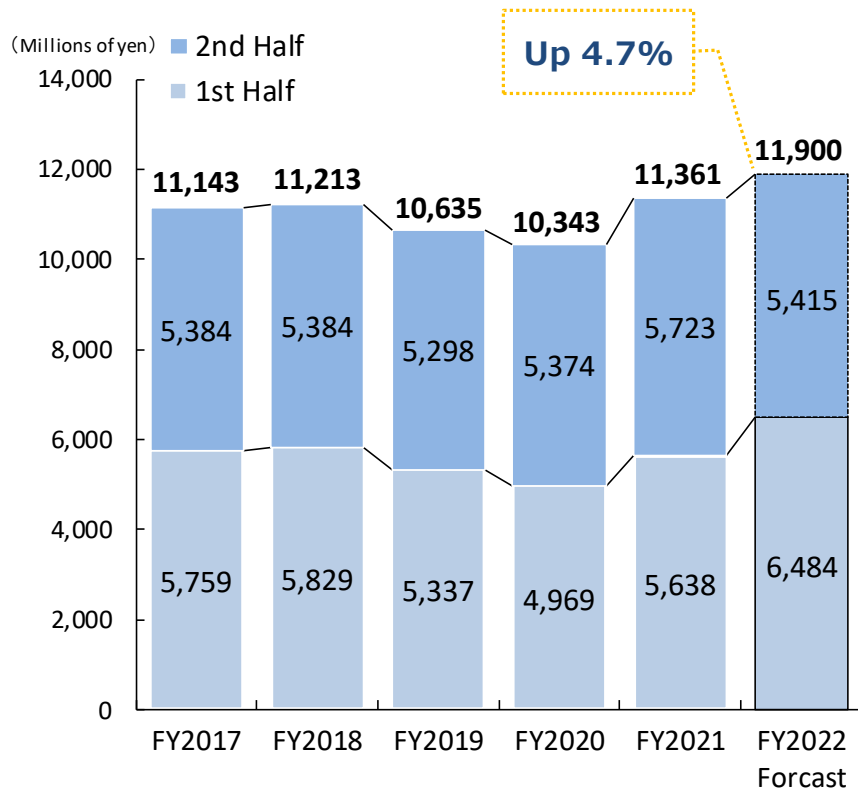
- Launch new standard dust collectors and improve functionalities
- Expand new business domains
(Promote proposals for strategic growth areas)
- Expand holistic sales including peripheral devices



Overseas

- Promote global deployment by group collaboration
- North & Central America;
Increase order intake for standard products
Develop business with new customers
- Asia;
Reinforce engineering capabilities and the sales & service system
Strengthen solution proposals to local companies

■ Expand the robot market



Domestic

- Expand sales of new robotic scrubber
- Deploy remote support services
- Promote proposals of automatic floor scrubbers the "EG Series"
- Expand proposals for new cleaning styles that combines electrolyzed water generators



Overseas

- Americas;
Expand the wood floor sanding business, Strengthen sales and marketing and enhance product line-up

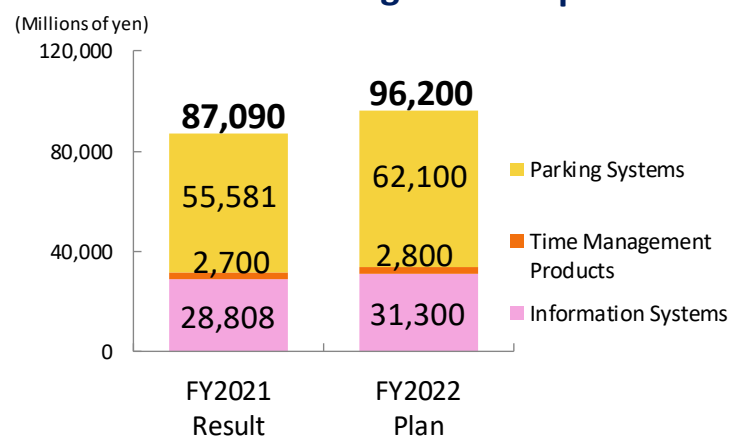
FY2022 Sales & Operating Profit by Segment -Full Year Forecast-

(Millions of yen)

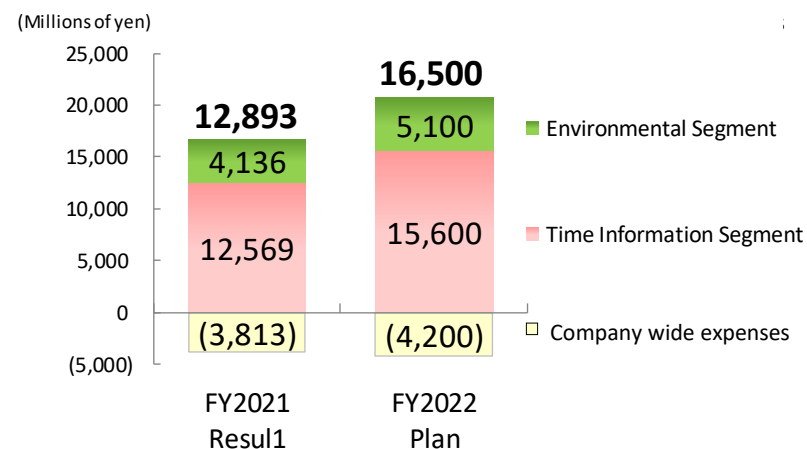
	FY2022 Plan			FY2021 Result			Change Y-O-Y			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales		Operating profit	
Time Information Segment	96,200	15,600	16.2	87,090	12,569	14.4	9,109	10.5	3,030	24.1
Environmental Segment	33,800	5,100	15.1	31,339	4,136	13.2	2,460	7.9	963	23.3
Company-wide Expenses		(4,200)			(3,813)				(386)	
Total	130,000	16,500	12.7	118,429	12,893	10.9	11,570	9.8	3,606	28.0

Sales

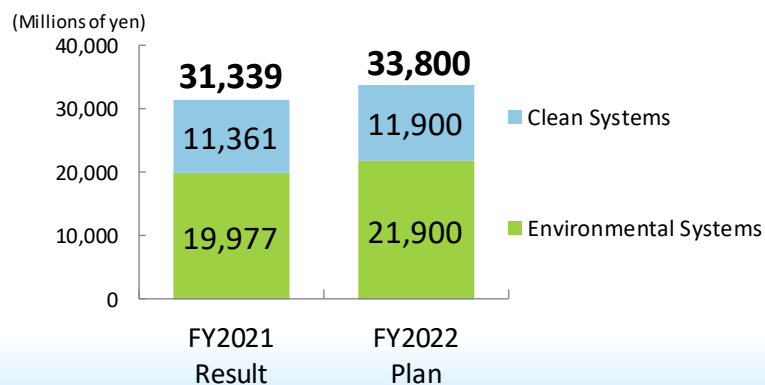
● Time Information Segment Up 10.5% Y-O-Y



Operating Profit



● Environmental Segment Up 7.9% Y-O-Y

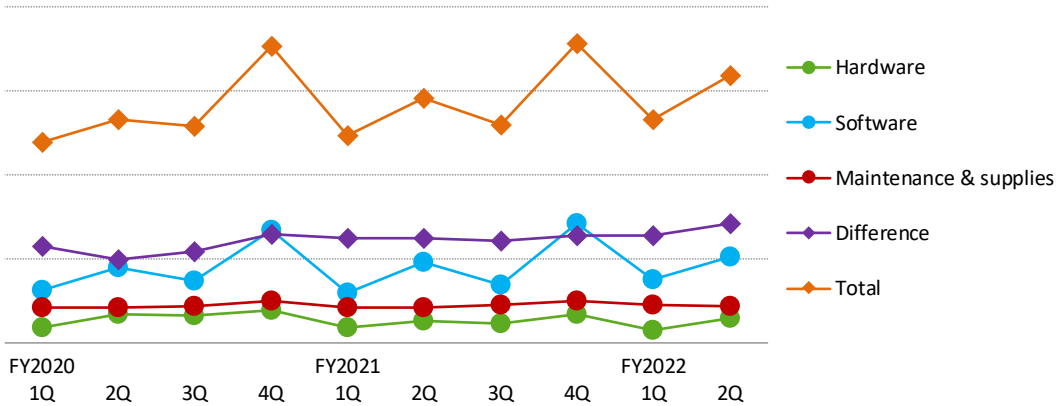


※ Operating Profit Up 28.0% Y-O-Y

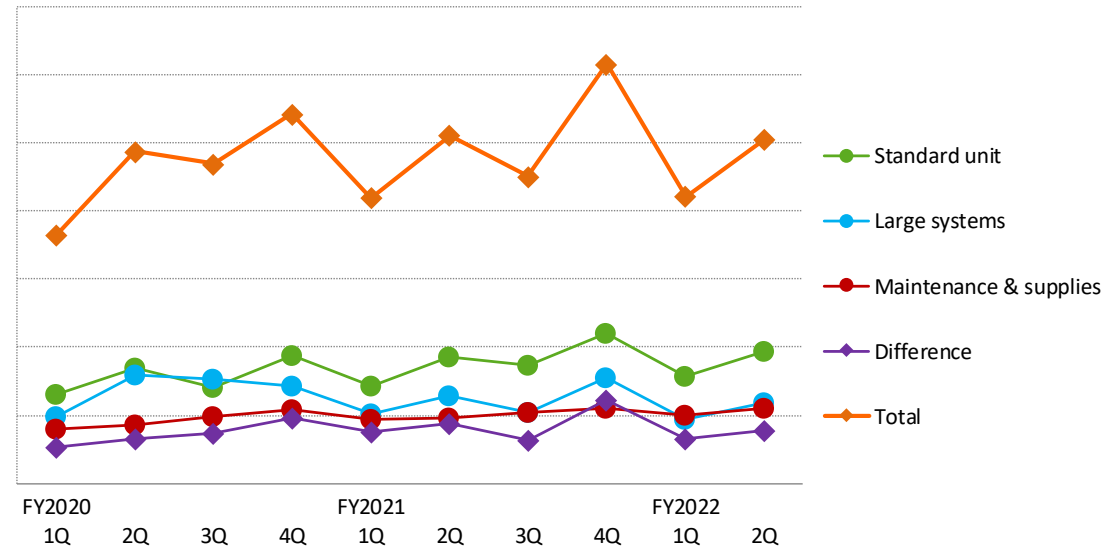
- Time Information Segment Up 24.1% Y-O-Y
- Environmental Segment Up 23.3% Y-O-Y

Quarterly Sales by Item (actual results)

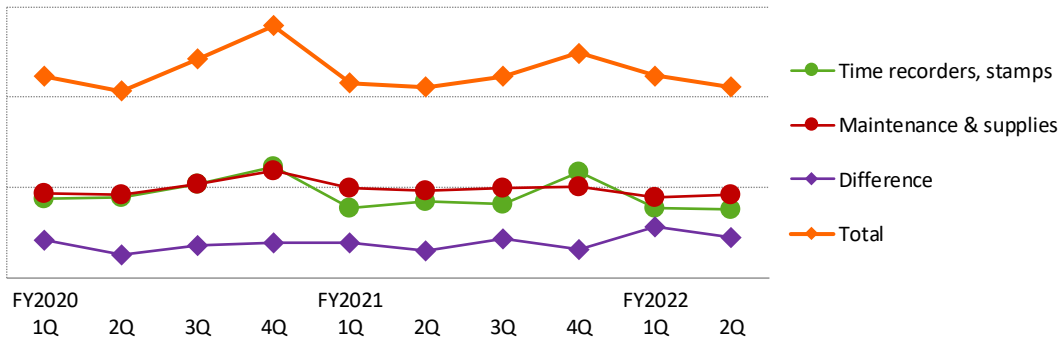
Information Systems



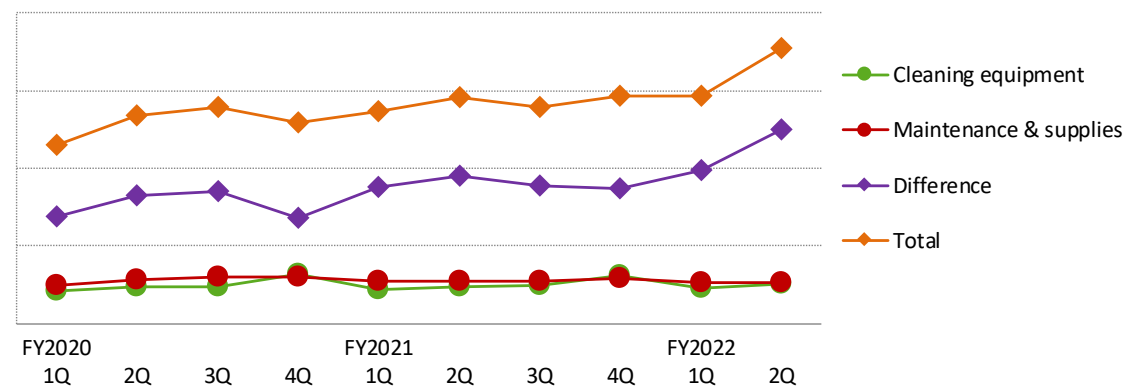
Environmental Systems



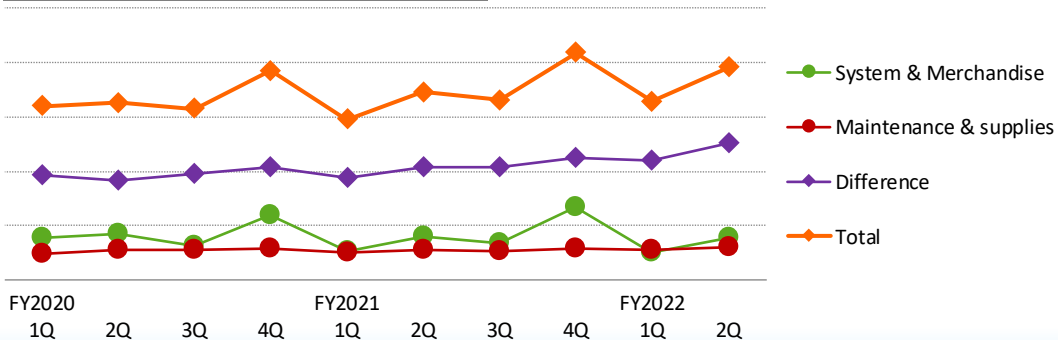
Time Management Products



Clean Systems



Parking Systems



Time & Air
AMANO