

FY 2023: 1st Quarter Report

(Fiscal Year ending March 2024)

AMANO CORPORATION (Ticker: 6436)

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FY 2023: 1st Quarter Accumulated Results (FY end March 2024)

Consolidated

(Millions of yen)

	FY2023 Plan 1st Half			FY2023 1Q		FY2022 1Q		Change	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%
Net sales	63,700	100.0	5.4	31,840	100.0	27,622	100.0	4,218	15.3
Gross profit	28,700	45.1	5.8	14,422	45.3	12,279	44.5	2,142	17.5
SG&A	22,300	35.0	3.6	11,577	36.4	10,586	38.3	990	9.4
Operating profit	6,400	10.0	14.2	2,844	8.9	1,692	6.1	1,151	68.1
Non-operating income	800	1.3	5.5	398	1.3	382	1.4	15	4.0
Non-operating expense	300	0.5	152.5	92	0.3	56	0.2	36	64.4
Ordinary profit	6,900	10.8	10.5	3,150	9.9	2,019	7.3	1,131	56.0
Extraordinary profit	0			1		0		1	
Extraordinary loss	0			42		18		23	
Net income attributable to owners of the parent company	4,200	6.6	13.4	1,557	4.9	766	2.8	791	103.2

* FX Rates:(Quarterly Average)

US\$ 130.00
EUR 140.00

US\$ 133.45
EUR 143.93

US\$ 117.81
EUR 131.57

ACJ

* ACJ; Amano Corporation Japan

(Millions of yen)

	FY2023 Plan 1st Half			FY2023 1Q		FY2022 1Q		Change	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%
Net sales	30,300	100.0	6.0	13,655	100.0	12,800	100.0	855	6.7
Gross profit	13,700	45.2	5.1	6,171	45.2	5,720	44.7	450	7.9
SG&A	10,100	33.3	3.1	5,114	37.5	5,035	39.3	79	1.6
Operating profit	3,600	11.9	11.2	1,056	7.7	685	5.4	370	54.1
Non-operating income	2,550	8.4	4.2	2,719	19.9	2,200	17.2	518	23.6
Non-operating expense	50	0.2	19.8	24	0.2	15	0.1	9	61.0
Ordinary profit	6,100	20.1	8.1	3,751	27.5	2,871	22.4	880	30.7
Extraordinary profit	0			1		0		1	
Extraordinary loss	0			27		5		21	
Net income	4,300	14.2	5.3	2,781	20.4	2,077	16.2	704	33.9

Consolidated performance (Year-on-year)

1 Sales: Up ¥ 4,218 Mil (Up 15.3 %)

• Time Information System business : Up 3,561 Mil (Up 17.4 %)

Incl: Information Systems: Up 753 Mil (Up 11.3 %)

Incl: Parking Systems: Up 2,829 Mil (Up 21.5 %)

• Environment System business : Up 656 Mil (Up 9.2 %)

Incl: Environmental Systems: Up 214 Mil (Up 5.1 %)

Incl: Clean Systems: Up 442 Mil (Up 15.0 %)

2 Gross Profit: Up ¥ 2,142 Mil (Up 17.5 %)

Gross Profit Ratio: 45.3 % Up 0.8 %

• Time Information System business : Up 0.7 %

• Environment System business : Up 0.9 %

3 SG&A: Up ¥ 990 Mil (Up 9.4 %)

• Labor Cost Up 631 Mil (Up 9.0 %)

• Other Costs Up 359 Mil (Up 10.0 %)

4 Operating Profit Up ¥ 1,151 Mil (Up 68.1 %)

• Time Information System business : ¥ 2,891 Mil (Up 993 Mil)

• Environment System business : ¥ 868 Mil (Up 169 Mil)

• Company-wide Expense: ¥ (914) Mil (Dn 10 Mil)

FY 2023: 1st Quarter Accumulated Results (FY end March 2024) Sales by Business Division

(Millions of yen)

Consolidated

Business division	FY2023 Plan 1st Half			FY2023 1Q Result		FY2022 1Q Result		Change	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%
Information Systems	15,300	24.0	4.8	7,401	23.3	6,647	24.1	753	11.3
Time Management Products	1,300	2.0	(0.4)	648	2.0	671	2.4	(22)	(3.3)
Parking Systems	30,500	47.9	5.9	15,984	50.2	13,154	47.6	2,829	21.5
Time Information System business	47,100	73.9	5.4	24,034	75.5	20,472	74.1	3,561	17.4
Environmental Systems	9,600	15.1	3.6	4,425	13.9	4,210	15.3	214	5.1
Clean Systems	7,000	11.0	8.0	3,381	10.6	2,939	10.6	442	15.0
Environment System business	16,600	26.1	5.4	7,806	24.5	7,149	25.9	656	9.2
Grand total	63,700	100.0	5.4	31,840	100.0	27,622	100.0	4,218	15.3

* FX Rates:(Quarterly Average)

US\$ 130.00

EUR 140.00

US\$ 133.45

EUR 143.93

US\$ 117.81

EUR 131.57

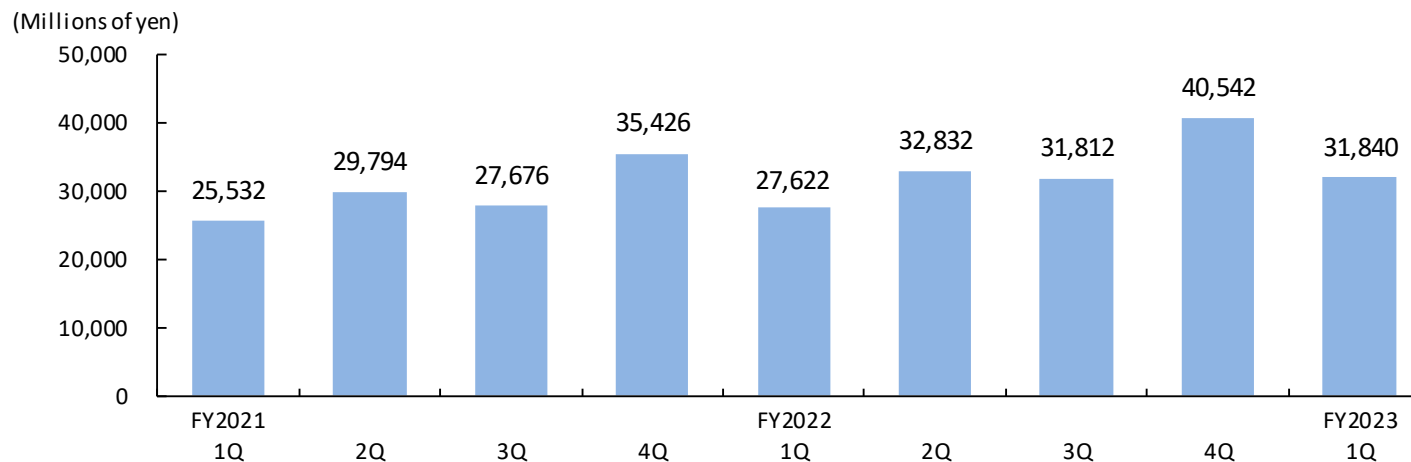
(Millions of yen)

ACJ

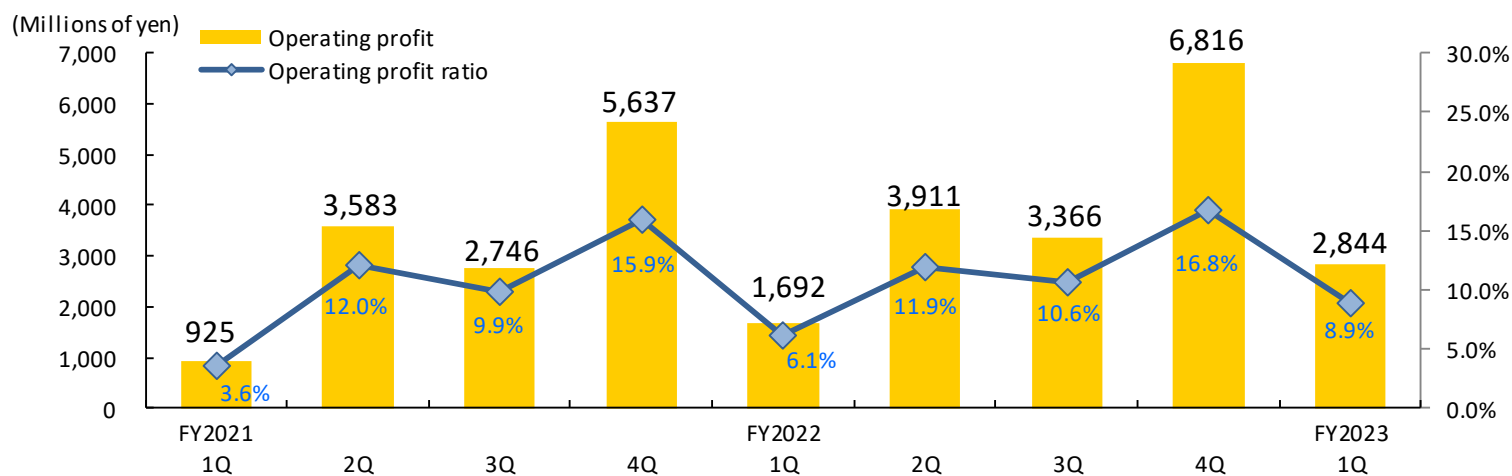
Business division	FY2023 Plan 1st Half			FY2023 1Q Result		FY2022 1Q Result		Change	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%
Information Systems	8,300	27.4	5.9	3,410	25.0	3,433	26.8	(23)	(0.7)
Time Management Products	1,000	3.3	(0.2)	531	3.9	500	3.9	31	6.2
Parking Systems	10,500	34.7	5.9	5,034	36.8	4,341	34.0	692	15.9
Time Information System business	19,800	65.4	5.6	8,975	65.7	8,275	64.7	699	8.5
Environmental Systems	8,100	26.7	3.4	3,566	26.1	3,562	27.8	3	0.1
Clean Systems	2,400	7.9	19.4	1,113	8.2	961	7.5	151	15.8
Environment System business	10,500	34.6	6.6	4,679	34.3	4,524	35.3	155	3.4
Grand total	30,300	100.0	6.0	13,655	100.0	12,800	100.0	855	6.7

Consolidated Sales & Operating Profit (Quarterly)

Sales



Operating Profit



Sales & Operating Profit by Business Segment

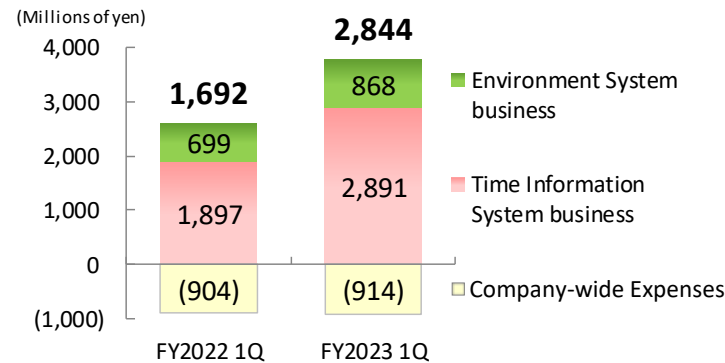
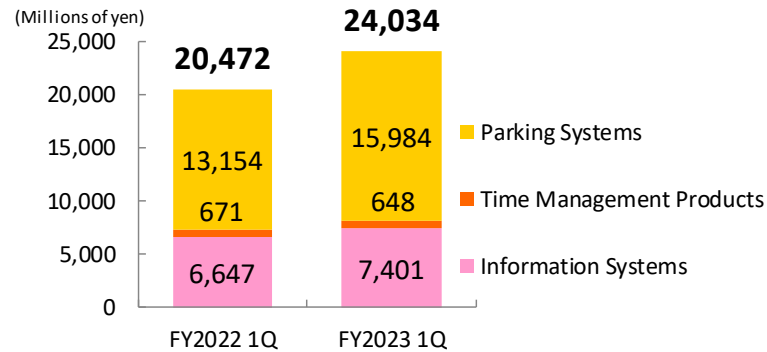
(Millions of yen)

	FY2023 1Q			FY2022 1Q			Change				
	Net sales	Operating profit	%	Net sales	Operating profit	%	Net sales		Operating profit		%
Time Information System business	24,034	2,891	12.0	20,472	1,897	9.3	3,561	17.4	993	52.3	
Environment System business	7,806	868	11.1	7,149	699	9.8	656	9.2	169	24.2	
Company-wide Expenses		(914)			(904)				(10)		
Total	31,840	2,844	8.9	27,622	1,692	6.1	4,218	15.3	1,151	68.1	

Sales

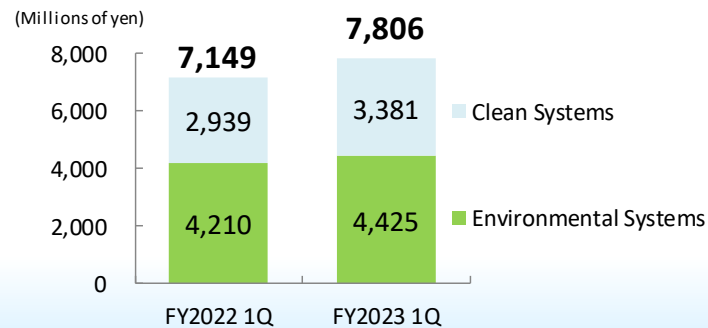
Operating Profit

● Time Information System business Up 17.4%



- Time Information System business Up 52.3 %
- Environment System business Up 24.2 %

● Environment System business Up 9.2%



[References]

Increase / decrease in gross profit margin

① FY2022 1Q/FY2023 1Q

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

② FY2022/FY2023 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)

	FY2023 1Q (Jan - Mar, 2023)			FY2022 1Q (Jan - Mar, 2022)			Change			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales		Operating profit	
North America	4,991	32	0.7	4,063	(287)	(7.1)	928	22.8	320	-
Europe	3,190	554	17.4	2,447	323	13.2	743	30.4	230	71.1
Asia	6,712	408	6.1	5,110	177	3.5	1,602	31.4	231	130.0
Overseas group companies Total	14,895	995	6.7	11,620	213	1.8	3,275	28.2	782	365.4

*Exchange rate: US\$ 133.45 US\$ 117.81
EUR 143.93 EUR 131.57

*Goodwill Amortization: N.America - N.America -
Europe 66 million Europe 60 million
ACJ - ACJ 13 million

(Millions of yen)

	FY2023 1Q (Apr - Jun, 2023)			FY2022 1Q (Apr - Jun, 2022)			Change			
	Sales	Operating profit	%	Sales	Operating profit	%	Sales		Operating profit	
Domestic Group companies Total	5,500	831	15.1	5,298	777	14.7	201	3.8	53	6.9

Business Forecast for the FY2023 1st Half

*The plan for FY2023 2Q Plan is shown as “1st Half Plan minus 1Q Result”

(Millions of yen)

Consolidated	FY2023 1st Half Plan				FY2023 1Q Result		FY2023 2Q Plan		FY2022 1st Half Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Net sales	63,700	100.0	3,245	5.4	31,840	100.0	31,860	100.0	60,455	100.0
Gross profit	28,700	45.1	1,580	5.8	14,422	45.3	14,278	44.8	27,120	44.9
SG&A	22,300	35.0	785	3.6	11,577	36.4	10,723	33.7	21,515	35.6
Operating profit	6,400	10.0	796	14.2	2,844	8.9	3,556	11.2	5,604	9.3
Ordinary profit	6,900	10.8	656	10.5	3,150	9.9	3,750	11.8	6,244	10.3
Net income attributable to owners of the parent company	4,200	6.6	497	13.4	1,557	4.9	2,643	8.3	3,703	6.1
* FX Rates:(Quarterly Average)	US\$	130.00			US\$	133.45			US\$	124.54
	EUR	140.00			EUR	143.93			EUR	135.15

ACJ	FY2023 1st Half Plan				FY2023 1Q Result		FY2023 2Q Plan		FY2022 1st Half Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Net sales	30,300	100.0	1,705	6.0	13,655	100.0	16,645	100.0	28,595	100.0
Gross profit	13,700	45.2	671	5.1	6,171	45.2	7,529	45.2	13,029	45.6
SG&A	10,100	33.3	307	3.1	5,114	37.5	4,986	30.0	9,793	34.2
Operating profit	3,600	11.9	364	11.2	1,056	7.7	2,544	15.3	3,236	11.3
Ordinary profit	6,100	20.1	459	8.1	3,751	27.5	2,349	14.1	5,641	19.7
Net Income	4,300	14.2	217	5.3	2,781	20.4	1,519	9.1	4,083	14.3

Sales Forecast for the FY2023 1st Half by Business Division

*The plan for FY2023 2Q Plan is shown as “1st Half Plan minus 1Q Result” (Millions of yen)

Consolidated	Business division	FY2023 1st Half Plan				FY2023 1Q Result		FY2023 2Q Plan		FY2022 1st Half Result	
		Amount	%	Change		Amount	%	Amount	%	Amount	%
	Information Systems	15,300	24.0	703	4.8	7,401	23.3	7,899	24.8	14,596	24.1
	Time Management Products	1,300	2.0	(5)	(0.4)	648	2.0	652	2.0	1,305	2.2
	Parking Systems	30,500	47.9	1,694	5.9	15,984	50.2	14,516	45.6	28,805	47.7
	Time Information System business	47,100	73.9	2,392	5.4	24,034	75.5	23,066	72.4	44,707	74.0
	Environmental Systems	9,600	15.1	336	3.6	4,425	13.9	5,175	16.2	9,263	15.3
	Clean Systems	7,000	11.0	515	8.0	3,381	10.6	3,619	11.4	6,484	10.7
	Environment System business	16,600	26.1	852	5.4	7,806	24.5	8,794	27.6	15,747	26.0
	Grand total	63,700	100.0	3,244	5.4	31,840	100.0	31,860	100.0	60,455	100.0

* FX Rates:(Quarterly Average) US\$ 130.00 US\$ 133.45 US\$ 124.54
 EUR 140.00 EUR 143.93 EUR 135.15

ACJ	Business division	FY2023 1st Half Plan				FY2023 1Q Result		FY2023 2Q Plan		FY2022 1st Half Result	
		Amount	%	Change		Amount	%	Amount	%	Amount	%
	Information Systems	8,300	27.4	464	5.9	3,410	25.0	4,890	29.4	7,835	27.4
	Time Management Products	1,000	3.3	(1)	(0.2)	531	3.9	469	2.8	1,001	3.5
	Parking Systems	10,500	34.7	587	5.9	5,034	36.8	5,466	32.9	9,912	34.7
	Time Information System business	19,800	65.4	1,050	5.6	8,975	65.7	10,825	65.1	18,749	65.6
	Environmental Systems	8,100	26.7	264	3.4	3,566	26.1	4,534	27.2	7,835	27.4
	Clean Systems	2,400	7.9	390	19.4	1,113	8.2	1,287	7.7	2,009	7.0
	Environment System business	10,500	34.6	654	6.6	4,679	34.3	5,821	34.9	9,845	34.4
	Grand total	30,300	100.0	1,704	6.0	13,655	100.0	16,645	100.0	28,595	100.0

The 9th Medium-Term Business Plan (FY2023~FY2025)
The 4th Stage Towards a 100-year Company

**Commitment to a Paradigm Shift
Leading to Sustainable Management**

不易 流行

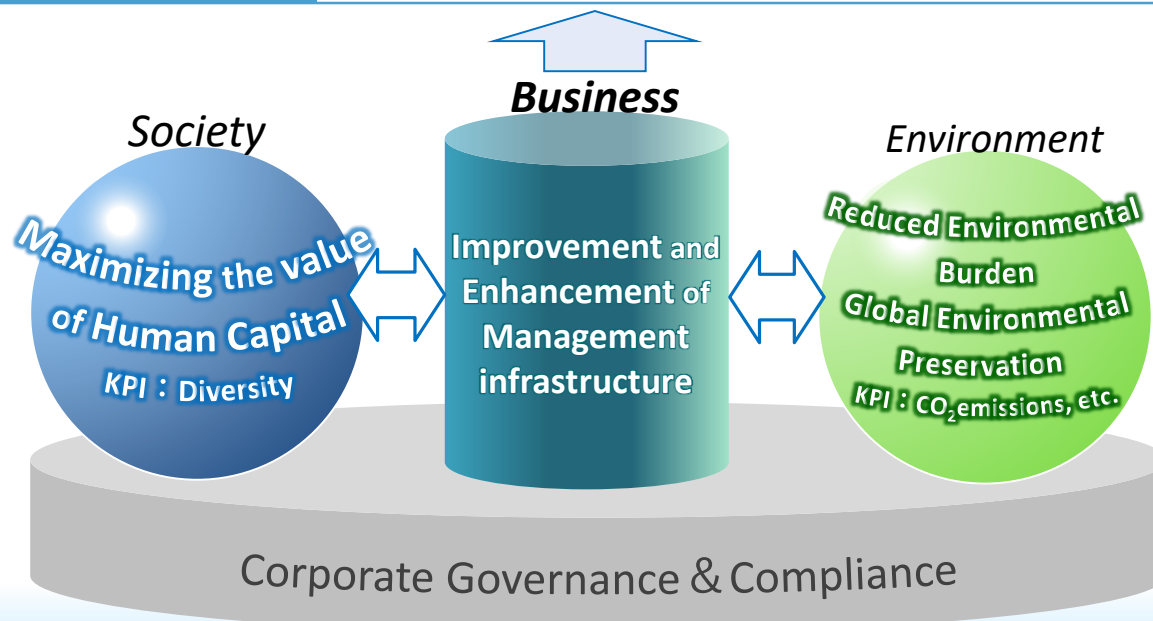
*Evolution
built on Tradition*

Numerical Targets (Consolidated)
for FY2025

Sales : 160Bil Operating Profit : 21Bil OPR : 13% ROE : 12%

Expand business
performance through
Three growth drivers

- (1) Information Systems : Software plus cloud services
- (2) Parking Systems : Proposals centric to the Data center for Systems and Management Services
- (3) Clean Systems : Robot plus cloud service proposals



**Engineers
For Time & Air**

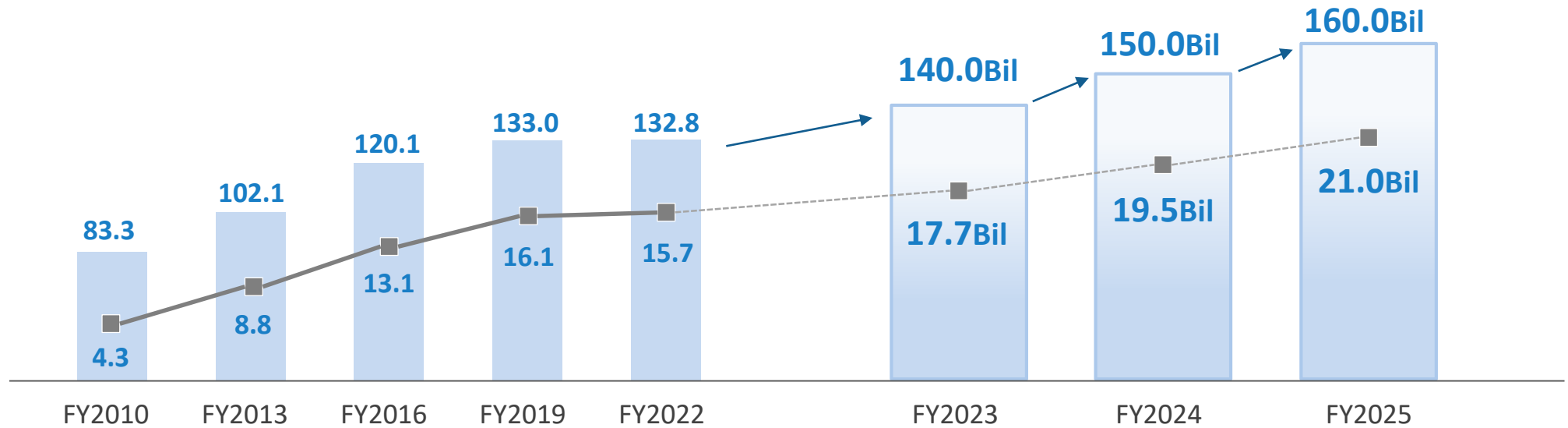
In the fields of “People & Time” and “People & Air”, we will create new values and contribute to the realization of a safe, comfortable, and wholesome society.

Numerical Targets for FY2023-2025

Numerical Targets : Average annual sales growth of more than 5%
Highly efficient management with ROE of over 10%

Consolidated Net sales • Operating profit (Billions of yen)

Consolidated Net sales Consolidated Operating Profit



OPR	5.3%	8.6%	11.0%	12.1%	11.9%	12.6%	13.0%	13.1%
ROE	4.2%	6.6%	9.5%	9.8%	9.6%	10%	11%	12%

FY2025 Domestic vs Overseas

Net sales 60 : 40

Operating Profit

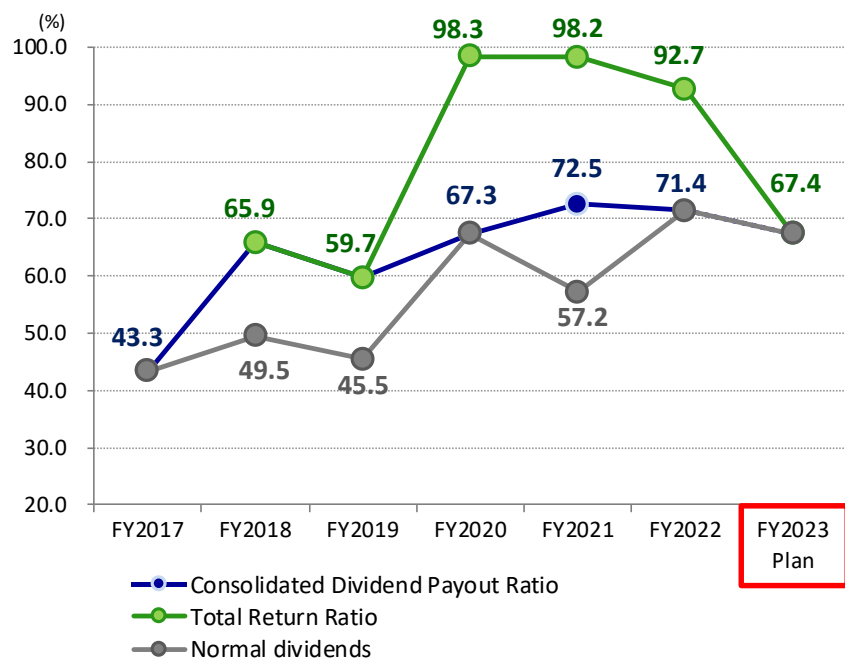
75 : 25

Dividend Policy

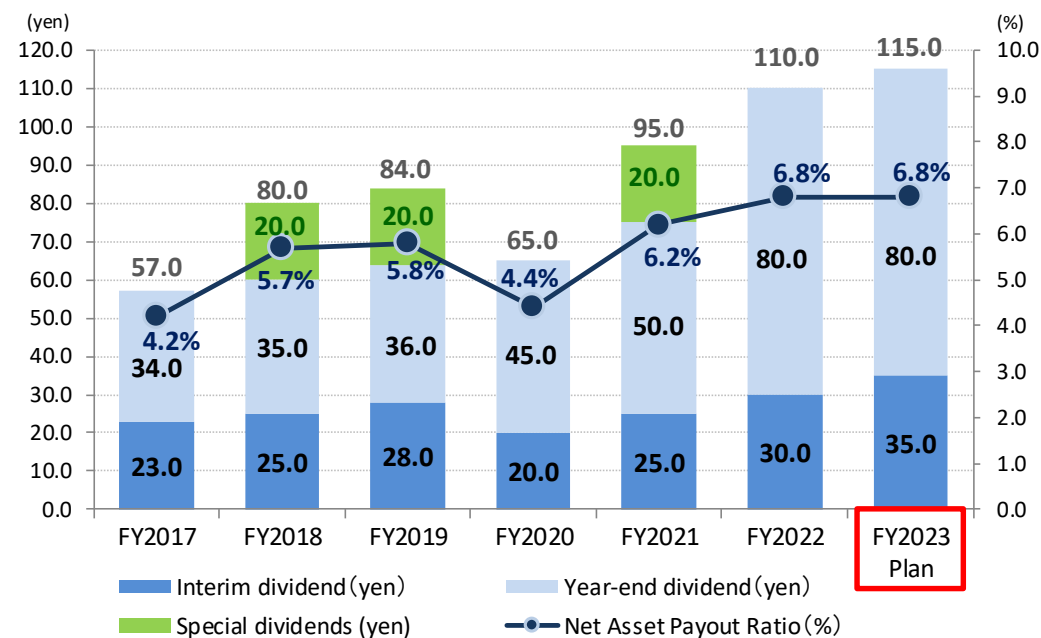
Stable dividends + Performance based incentives

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

Consolidated Dividend Payout Ratio and Total Return Ratio



Dividend per Share and Consolidated Net Asset Payout Ratio



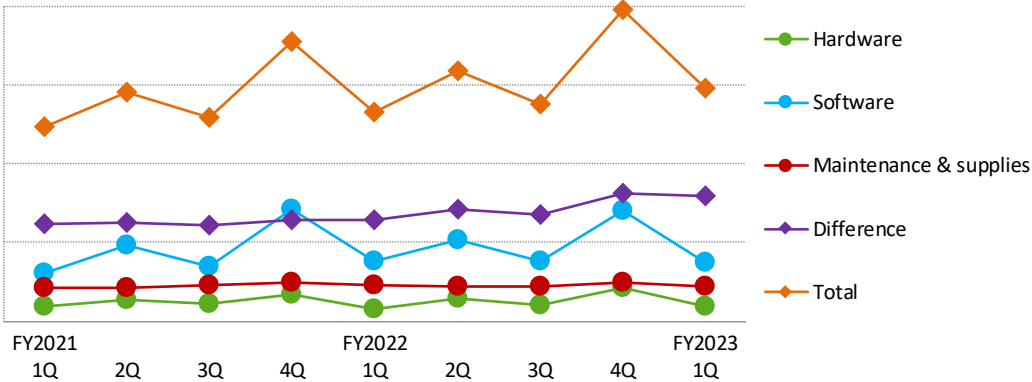
The acquisition of treasury stock

*Appropriately exercised with discretion and agility

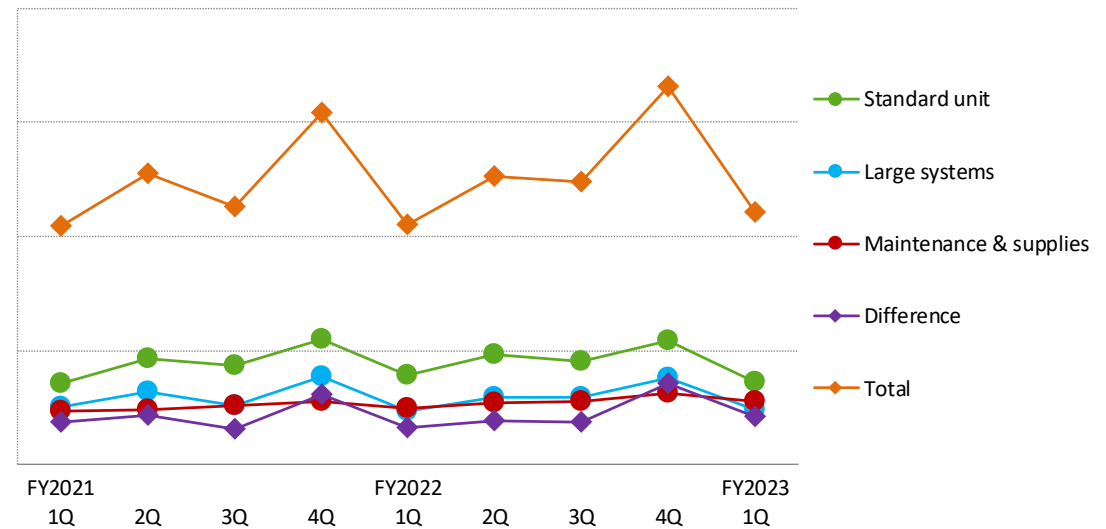
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|-----------------------------------|---|--|--|
| • Acquisition period | : From April 27, 2021 to September 30, 2021 | From April 27, 2022 to August 31, 2022 | From April 27, 2023 to August 31, 2023 |
| • Total number of acquired stocks | : 750,000 | 993,900 | 800,000 (Scheduled) |
| • Total amount of acquired stocks | : 2,151 Million yen | 2,477 Million yen | 2,400 Million yen |

Quarterly Sales by Item (actual results)

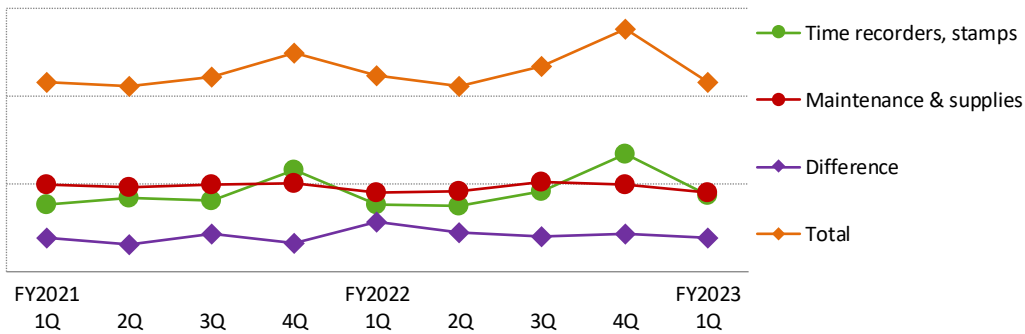
Information Systems



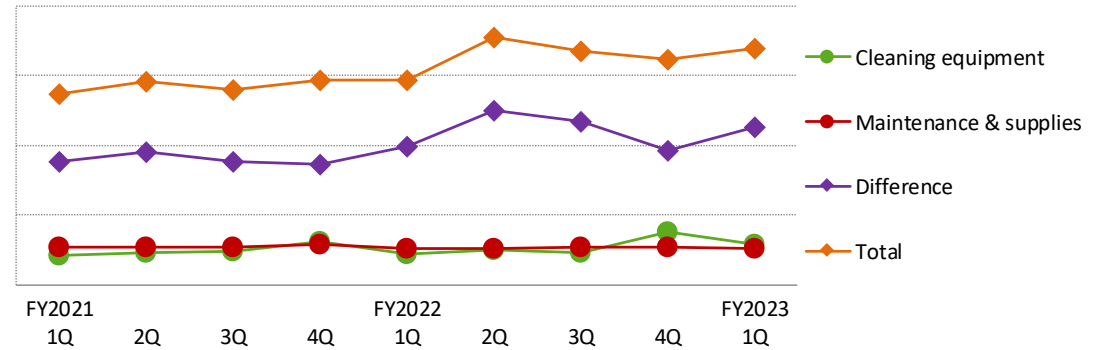
Environmental Systems



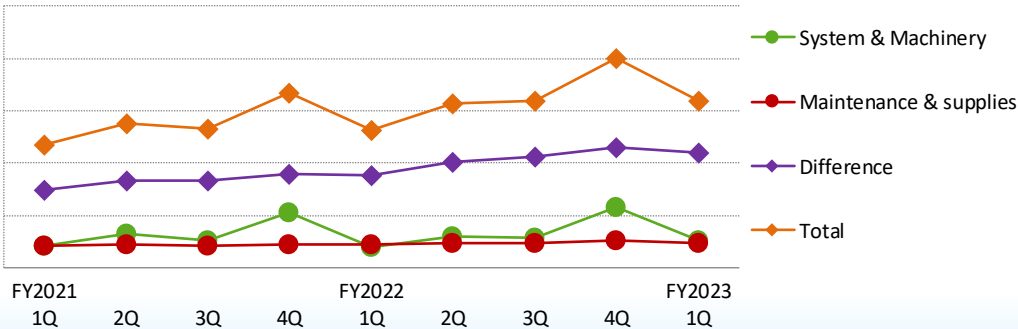
Time Management Products



Clean Systems



Parking Systems



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.