

FY2023: 3rd Quarter Report

(Fiscal Year ending March 2024)

AMANO CORPORATION (Ticker: 6436)

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FY2023: 3rd Quarter Accumulated Results (FY end March 2024)

Consolidated

(Millions of yen)

	Disclosed plan			FY2023 3Q Total		FY2022 3Q Total		Change	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%
Net sales	140,000	100.0	5.4	107,791	100.0	92,267	100.0	15,523	16.8
Gross profit	64,300	45.9	6.7	48,565	45.1	41,504	45.0	7,061	17.0
SG&A	46,600	33.3	4.8	35,984	33.4	32,534	35.3	3,450	10.6
Operating profit	17,700	12.6	12.1	12,581	11.7	8,970	9.7	3,610	40.2
Non-operating income	1,400	1.0	(0.4)	1,194	1.1	1,046	1.1	147	14.1
Non-operating expense	600	0.4	158.2	304	0.3	161	0.2	142	88.0
Ordinary profit	18,500	13.2	9.1	13,470	12.5	9,855	10.7	3,615	36.7
Extraordinary profit	0			8		4		3	
Extraordinary loss	0			102		52		49	
Net income attributable to owners of the parent company	12,500	8.9	10.7	9,094	8.4	6,277	6.8	2,816	44.9

* FX Rates : US\$ 130.00 US\$ 139.56 US\$ 129.48
EUR 140.00 EUR 151.16 EUR 136.60

ACJ

* ACJ; Amano Corporation Japan

(Millions of yen)

	Disclosed plan			FY2023 3Q Total		FY2022 3Q Total		Change	
	Amount	%	Change(%)	Amount	%	Amount	%	Amount	%
Net sales	69,000	100.0	6.6	49,982	100.0	43,239	100.0	6,742	15.6
Gross profit	31,600	45.8	6.2	22,618	45.3	19,571	45.3	3,046	15.6
SG&A	21,000	30.4	5.1	15,557	31.1	14,586	33.7	971	6.7
Operating profit	10,600	15.4	8.2	7,061	14.1	4,985	11.5	2,075	41.6
Non-operating income	3,600	5.2	(2.5)	3,170	6.3	2,620	6.1	550	21.0
Non-operating expense	100	0.1	44.6	77	0.2	51	0.1	26	51.2
Ordinary profit	14,100	20.4	5.1	10,155	20.3	7,555	17.5	2,599	34.4
Extraordinary profit	0			4		0		4	
Extraordinary loss	0			70		17		52	
Net income	10,300	14.9	4.7	7,514	15.0	5,457	12.6	2,057	37.7

Consolidated performance (Year-on-year)

1 Net Sales : Up ￥ 15,523 Mil (Up 16.8 %)

• Time Information System Business : Up 13,256 Mil (Up 19.4 %)

Incl: Information Systems : Up 3,359 Mil (Up 15.6 %)

Incl: Parking Systems : Up 10,044 Mil (Up 22.5 %)

• Environment System Business : Up 2,266 Mil (Up 9.4 %)

Incl: Environmental Systems : Up 2,295 Mil (Up 16.1 %)

Incl: Clean Systems : Dn 28 Mil (Dn 0.3 %)

2 Gross Profit : Up ￥ 7,061 Mil (Up 17.0 %)

Gross Profit Ratio : 45.1% Up 0.1 %

• Time Information System Business : Up 0.3 %

• Environment System Business : Dn 1.0 %

3 SG&A : Up ￥ 3,450 Mil (Up 10.6 %)

• Labor Cost Up 2,454 Mil (Up 11.6 %)

• Other Costs Up 996 Mil (Up 8.8 %)

4 Operating Profit : Up ￥ 3,610 Mil (Up 40.2 %)

• Time Information System Business : ￥ 12,074 Mil (Up 3,530 Mil)

• Environment System Business : ￥ 3,296 Mil (Up 149 Mil)

• Company-wide Expense : ￥ (2,789) Mil (Dn 68 Mil)

FY2023: 3rd Quarter Accumulated Results (FY end March 2024)

Sales by business division

Consolidated

(Millions of yen)

Business division	Disclosed plan			FY2023 3Q Total		FY2022 3Q Total		Change	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%
Information Systems	33,500	23.9	6.8	24,830	23.0	21,470	23.3	3,359	15.6
Time Management Products	2,900	2.1	2.1	1,863	1.8	2,010	2.2	(146)	(7.3)
Parking Systems	67,500	48.2	4.3	54,779	50.8	44,735	48.4	10,044	22.5
Time Information System Business	103,900	74.2	5.1	81,472	75.6	68,215	73.9	13,256	19.4
Environmental Systems	21,800	15.6	4.6	16,512	15.3	14,217	15.4	2,295	16.1
Clean Systems	14,300	10.2	9.4	9,806	9.1	9,834	10.7	(28)	(0.3)
Environment System Business	36,100	25.8	6.5	26,319	24.4	24,052	26.1	2,266	9.4
Grand total	140,000	100.0	5.4	107,791	100.0	92,267	100.0	15,523	16.8

* FX Rates:

US\$ 130.00

US\$ 139.56

US\$ 129.48

EUR 140.00

EUR 151.16

EUR 136.60

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(Millions of yen)

Business division	Disclosed plan			FY2023 3Q Total		FY2022 3Q Total		Change	
	Amount	%	Change%	Amount	%	Amount	%	Amount	%
Information Systems	18,400	26.7	7.3	12,255	24.5	11,334	26.2	921	8.1
Time Management Products	2,300	3.3	0.6	1,579	3.2	1,587	3.7	(7)	(0.5)
Parking Systems	25,000	36.2	5.2	19,082	38.2	15,267	35.3	3,814	25.0
Time Information System Business	45,700	66.2	5.8	32,918	65.9	28,189	65.2	4,728	16.8
Environmental Systems	18,000	26.1	4.5	13,712	27.4	12,035	27.8	1,677	13.9
Clean Systems	5,300	7.7	22.6	3,351	6.7	3,014	7.0	336	11.2
Environment System Business	23,300	33.8	8.1	17,064	34.1	15,049	34.8	2,014	13.4
Grand total	69,000	100.0	6.6	49,982	100.0	43,239	100.0	6,742	15.6

FY2023: Consolidated performance by quarter (FY end March 2024)

Quarterly Financials

(Millions of yen)

	FY2023 1Q		FY2023 2Q		FY2023 1st Half		FY2023 3Q		FY2023 3Q Total	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	31,840	100.0	38,322	100.0	70,163	100.0	37,628	100.0	107,791	100.0
Gross profit	14,422	45.3	17,217	44.9	31,639	45.1	16,926	45.0	48,565	45.1
SG&A	11,577	36.4	12,050	31.4	23,627	33.7	12,356	32.8	35,984	33.4
Operating profit	2,844	8.9	5,167	13.5	8,012	11.4	4,569	12.1	12,581	11.7
Non-operating income	398	1.3	401	1.0	799	1.1	394	1.0	1,194	1.1
Non-operating expense	92	0.3	109	0.3	201	0.3	102	0.3	304	0.3
Ordinary profit	3,150	9.9	5,459	14.2	8,609	12.3	4,861	12.9	13,470	12.5
Extraordinary profit	1		5		6		1		8	
Extraordinary loss	42		48		91		10		102	
Net income attributable to owners of the parent company	1,557	4.9	3,999	10.4	5,557	7.9	3,536	9.4	9,094	8.4

* FX Rates: US\$ 133.45

US\$ 139.63

US\$ 136.54

US\$ 145.59

US\$ 139.56

EUR 143.93

EUR 151.85

EUR 147.89

EUR 157.69

EUR 151.16

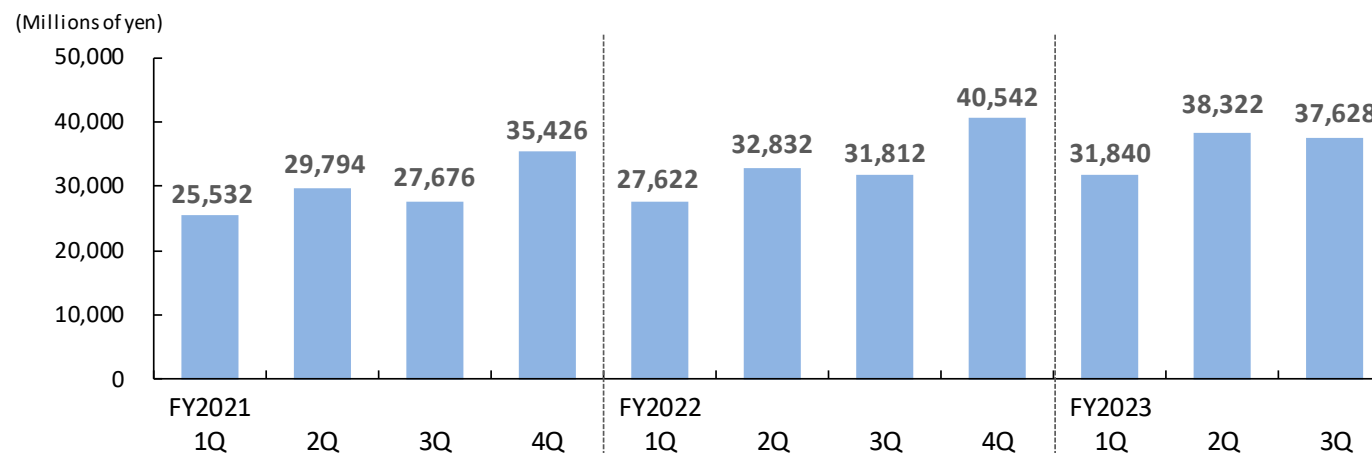
Quarterly Sales

(Millions of yen)

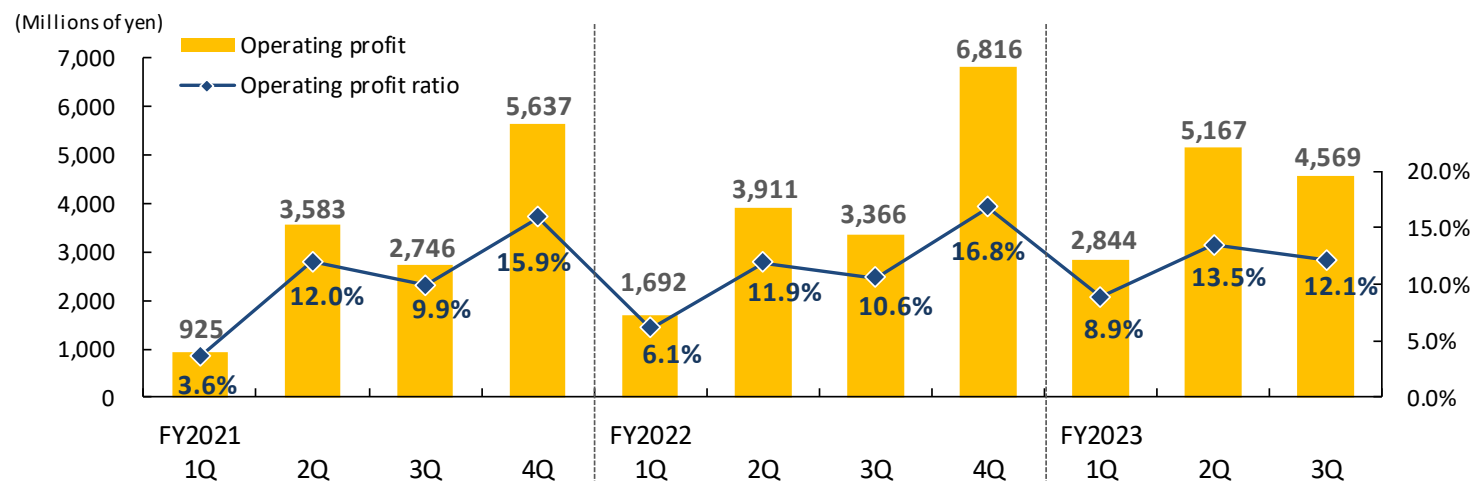
	FY2023 1Q		FY2023 2Q		FY2023 1st Half		FY2023 3Q		FY2023 3Q Total	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Information Systems	7,401	23.3	8,786	22.9	16,187	23.1	8,642	23.0	24,830	23.0
Time Management Products	648	2.0	592	1.5	1,241	1.8	622	1.7	1,863	1.8
Parking Systems	15,984	50.2	19,122	50.0	35,106	50.0	19,672	52.2	54,779	50.8
Time Information System Business	24,034	75.5	28,500	74.4	52,535	74.9	28,937	76.9	81,472	75.6
Environmental Systems	4,425	13.9	6,377	16.6	10,803	15.4	5,709	15.2	16,512	15.3
Clean Systems	3,381	10.6	3,443	9.0	6,824	9.7	2,981	7.9	9,806	9.1
Environment System Business	7,806	24.5	9,821	25.6	17,628	25.1	8,691	23.1	26,319	24.4
Grand total	31,840	100.0	38,322	100.0	70,163	100.0	37,628	100.0	107,791	100.0

Consolidated Sales & Operating Profit (Quarterly)

Sales



Operating Profit



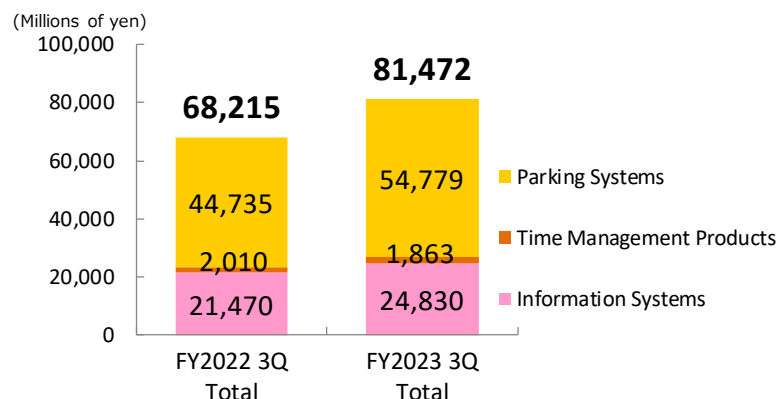
Sales & Operating Profit by Business Segment

(Millions of yen)

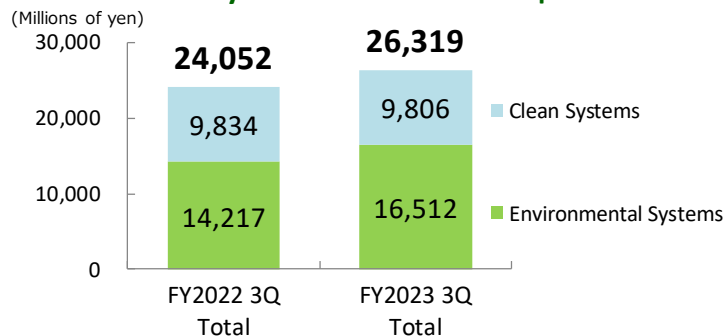
	FY2023 1Q			FY2023 2Q			FY2023 1st Half			FY2023 3Q			FY2023 3Q Total			FY2022 3Q Total			Change			
	Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		Net sales	Operating profit		Net sales			
			%			%			%			%			%			%			%	
Time Information System Business	24,034	2,891	12.0	28,500	4,705	16.5	52,535	7,596	14.5	28,937	4,478	15.5	81,472	12,074	14.8	68,215	8,544	12.5	13,256	19.4	3,530	41.3
Environment System Business	7,806	868	11.1	9,821	1,406	14.3	17,628	2,275	12.9	8,691	1,021	11.7	26,319	3,296	12.5	24,052	3,147	13.1	2,266	9.4	149	4.7
Company-wide Expenses		(914)			(944)			(1,859)			(929)			(2,789)			(2,720)				(68)	
total	31,840	2,844	8.9	38,322	5,167	13.5	70,163	8,012	11.4	37,628	4,569	12.1	107,791	12,581	11.7	92,267	8,970	9.7	15,523	16.8	3,610	40.2

Sales

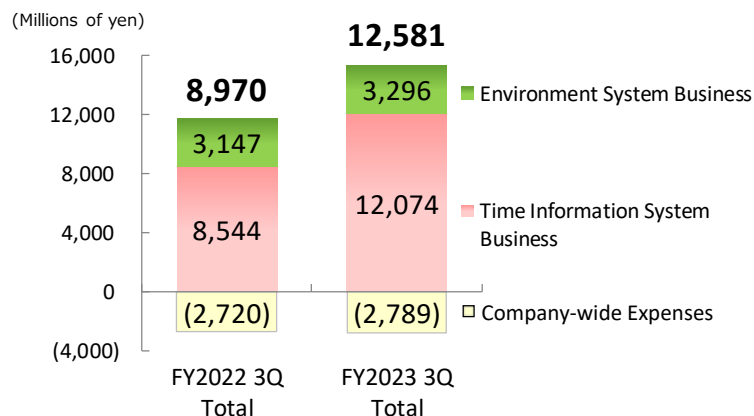
●Time Information System Business Up 19.4% YoY



●Environment System Business Up 9.4% YoY



Operating Profit



●Time Information System Business Up 41.3% YoY

●Environment System Business Up 4.7% YoY

【References】

Increase / decrease in gross profit margin

①FY2022 3Q Total / FY2023 3Q Total

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

②FY2022 Full year / FY2023 3Q Total

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

Performance of group companies

Geographic Segment Information

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

(Millions of yen)

	FY2023 1Q (Jan - Mar, 2023)			FY2023 2Q (Apr - Jun, 2023)			FY2023 1st Half (Jan - Jun, 2023)			FY2023 3Q (Jul - Sep, 2023)			FY2023 3Q Total (Jan - Sep, 2023)			FY2022 3Q Total (Jan - Sep, 2022)			FY2023 3Q Total / FY2022 3Q Total YoY Change			
	Net Sales	Operating profit		Net Sales	Operating profit		Net Sales	Operating profit		Net Sales	Operating profit		Net Sales	Operating profit		Net Sales	Operating profit		Net Sales		Operating profit	
North America	4,991	32	0.7	5,169	(88)	(1.7)	10,160	(56)	(0.6)	5,191	(12)	(0.2)	15,351	(68)	(0.4)	14,352	(688)	(4.8)	999	7.0	619	—
Europe	3,190	554	17.4	3,209	393	12.2	6,399	947	14.8	3,301	532	16.1	9,700	1,479	15.2	7,587	1,014	13.4	2,112	27.8	464	45.8
Asia	6,712	408	6.1	7,894	639	8.1	14,606	1,047	7.2	8,155	538	6.5	22,761	1,585	7.0	17,751	1,130	6.4	5,009	28.2	454	40.2
Overseas group companies Total	14,895	995	6.7	16,271	943	5.8	31,166	1,938	6.2	16,647	1,058	6.4	47,813	2,996	6.3	39,690	1,457	3.7	8,123	20.5	1,539	105.6

* FX Rates: US \$ 133.45
EUR 143.93

US \$ 139.63
EUR 151.85

US \$ 136.54
EUR 147.89

US \$ 145.59
EUR 157.69

US \$ 139.56
EUR 151.16

US \$ 129.48
EUR 136.60

*Goodwill Amortization: N.America —
Europe 66 mil
ACJ —

N.America —
Europe 70 mil
ACJ —

N.America —
Europe 136 mil
ACJ —

N.America —
Europe 72 mil
ACJ —

N.America —
Europe 209 mil
ACJ —

N.America —
Europe 188 mil
ACJ 41 mil

(Millions of yen)

	FY2023 1Q (Apr - Jun, 2023)			FY2023 2Q (Jul - Sep, 2023)			FY2023 1st Half (Apr - Sep, 2023)			FY2023 3Q (Oct - Dec, 2023)			FY2023 3Q Total (Apr - Dec, 2023)			FY2022 3Q Total (Apr - Dec, 2022)			FY2023 3Q Total / FY2022 3Q Total YoY Change			
	Net Sales	Operating profit		Net Sales	Operating profit		Net Sales	Operating profit		Net Sales	Operating profit		Net Sales	Operating profit		Net Sales	Operating profit		Net Sales		Operating profit	
Domestic Group companies Total	5,500	831	15.1	5,775	919	15.9	11,276	1,750	15.5	5,806	945	16.3	17,083	2,696	15.8	16,357	2,635	16.1	725	4.4	61	2.3

Business Forecast for the Full FY2023

Consolidated

*The forecast for FY2023 4Q is shown as “FY2023 Plan minus Result FY2023 3Q Total”

(Millions of yen)

Business division	FY2023 Plan				Result FY2023 3Q Total		Forecast FY2023 4Q		FY2022 Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Net sales	140,000	100.0	7,190	5.4	107,791	100.0	32,209	100.0	132,810	100.0
Gross profit	64,300	45.9	4,046	6.7	48,565	45.1	15,735	48.9	60,254	45.4
SG&A	46,600	33.3	2,133	4.8	35,984	33.4	10,616	33.0	44,467	33.5
Operating profit	17,700	12.6	1,913	12.1	12,581	11.7	5,119	15.9	15,787	11.9
Ordinary profit	18,500	13.2	1,540	9.1	13,470	12.5	5,030	15.6	16,960	12.8
Net income attributable to owners of the parent company	12,500	8.9	1,212	10.7	9,094	8.4	3,406	10.6	11,288	8.5

* FX Rates :

US\$ 130.00

EUR 140.00

US\$ 139.56

EUR 151.16

US\$ 132.09

EUR 138.49

ACJ

(Millions of yen)

Business division	FY2023 Plan				Result FY2023 3Q Total		Forecast FY2023 4Q		FY2022 Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Net sales	69,000	100.0	4,264	6.6	49,982	100.0	19,018	100.0	64,736	100.0
Gross profit	31,600	45.8	1,832	6.2	22,618	45.3	8,982	47.2	29,768	46.0
SG&A	21,000	30.4	1,026	5.1	15,557	31.1	5,443	28.6	19,974	30.9
Operating profit	10,600	15.4	806	8.2	7,061	14.1	3,539	18.6	9,794	15.1
Ordinary profit	14,100	20.4	681	5.1	7,555	17.5	3,945	20.7	13,419	20.7
Net income	10,300	14.9	459	4.7	7,514	15.0	2,786	14.6	9,841	15.2

Sales Forecast for the Full FY2023 by Business Division

Consolidated

*The forecast for FY2023 4Q is shown as “FY2023 Plan minus Result FY2023 3Q Total”

(Millions of yen)

Business division	FY2023 Plan				Result FY2023 3Q Total		Forecast FY2023 4Q		FY2022 Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	33,500	23.9	2,147	6.8	24,830	23.0	8,670	26.9	31,353	23.6
Time Management Products	2,900	2.1	59	2.1	1,863	1.8	1,037	3.2	2,841	2.1
Parking Systems	67,500	48.2	2,792	4.3	54,779	50.8	12,721	39.5	64,708	48.7
Time Information System Business	103,900	74.2	4,997	5.1	81,472	75.6	22,428	69.6	98,903	74.4
Environmental Systems	21,800	15.6	962	4.6	16,512	15.3	5,288	16.4	20,838	15.7
Clean Systems	14,300	10.2	1,232	9.4	9,806	9.1	4,494	14.0	13,068	9.9
Environment System Business	36,100	25.8	2,194	6.5	26,319	24.4	9,781	30.4	33,906	25.6
Grand total	140,000	100.0	7,190	5.4	107,791	100.0	32,209	100.0	132,810	100.0

* FX Rates :

US\$ 130.00

EUR 140.00

US\$ 139.56

EUR 151.16

US\$ 132.09

EUR 138.49

ACJ

(Millions of yen)

Business division	FY2023 Plan				Result FY2023 3Q Total		Forecast FY2023 4Q		FY2022 Result	
	Amount	%	Change		Amount	%	Amount	%	Amount	%
Information Systems	18,400	26.7	1,253	7.3	12,255	24.5	6,145	32.3	17,147	26.5
Time Management Products	2,300	3.3	13	0.6	1,579	3.2	721	3.8	2,287	3.5
Parking Systems	25,000	36.2	1,247	5.2	19,082	38.2	5,918	31.1	23,753	36.7
Time Information System Business	45,700	66.2	2,512	5.8	32,918	65.9	12,782	67.2	43,188	66.7
Environmental Systems	18,000	26.1	774	4.5	13,712	27.4	4,288	22.5	17,226	26.6
Clean Systems	5,300	7.7	979	22.6	3,351	6.7	1,949	10.3	4,321	6.7
Environment System Business	23,300	33.8	1,752	8.1	17,064	34.1	6,236	32.8	21,548	33.3
Grand total	69,000	100.0	4,264	6.6	49,982	100.0	19,018	100.0	64,736	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**



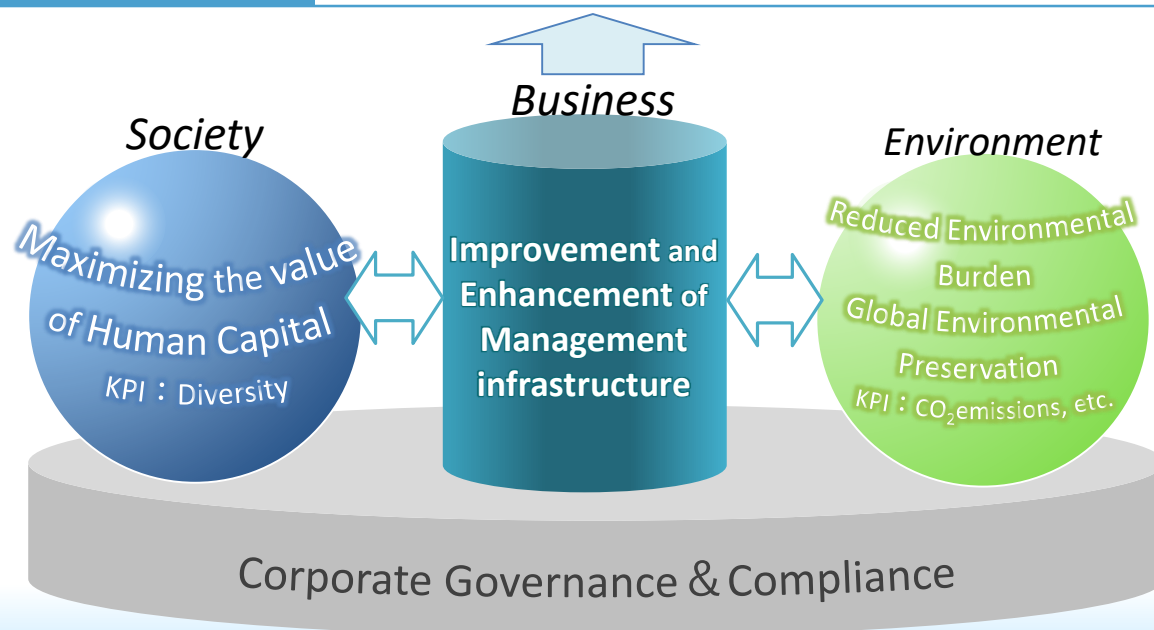
Numerical Targets(Consolidated)
for FY2025

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



不易

流行

Evolution
built on Tradition

**Engineers
For Time & Air**

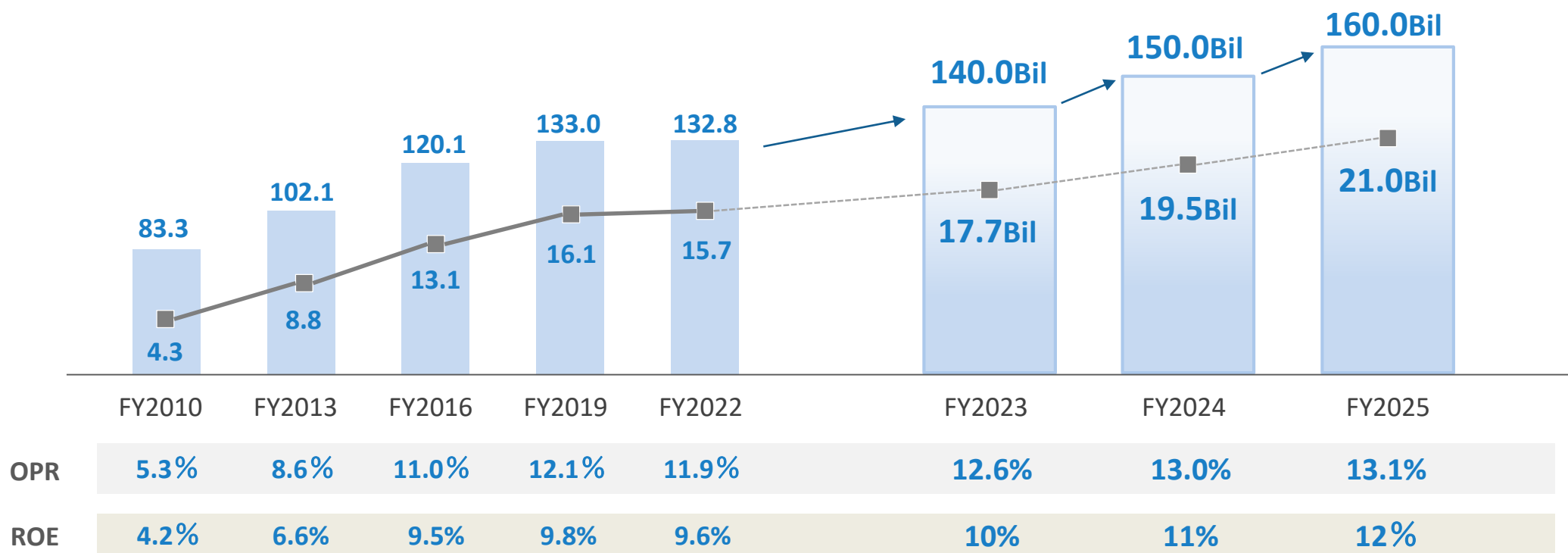
In the fields of “People & Time” and “People & Air”, we will create new values and contribute to the realization of a safe, comfortable, and wholesome society.

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



FY2025 Domestic vs Overseas

Net sales 60 : 40

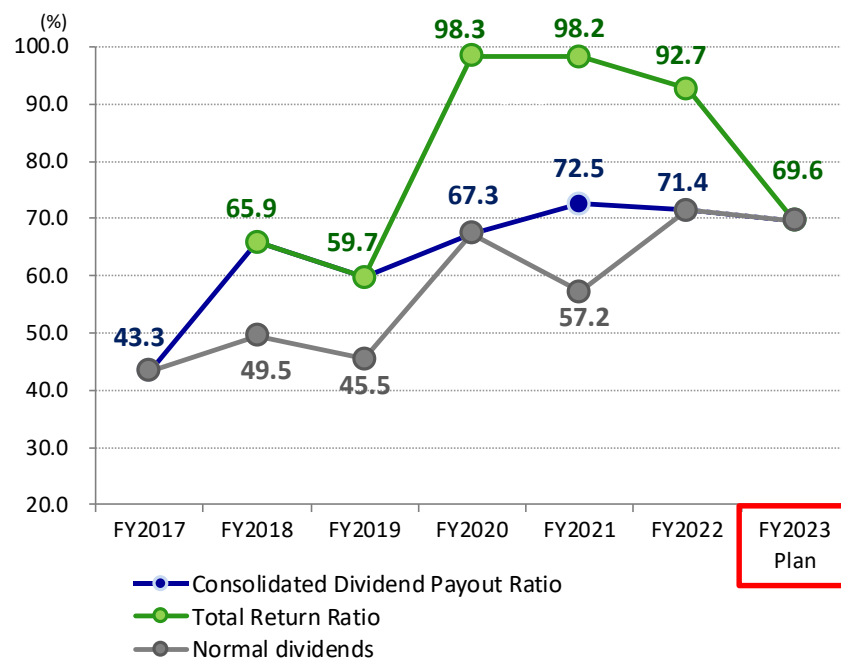
Operating Profit
75 : 25

Dividend Policy

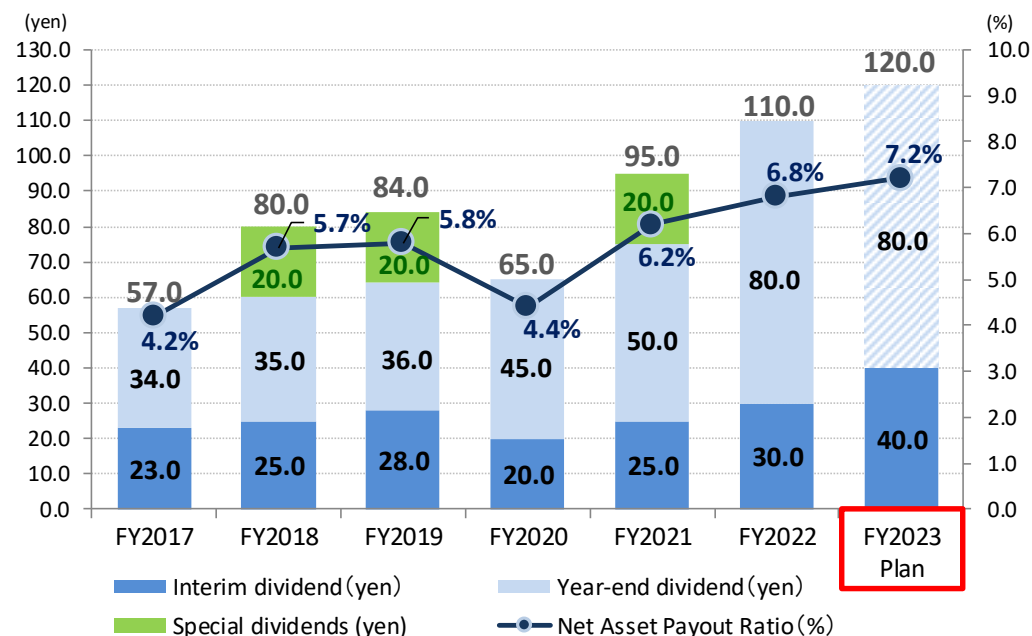
Stable dividends + Performance based incentives

- 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



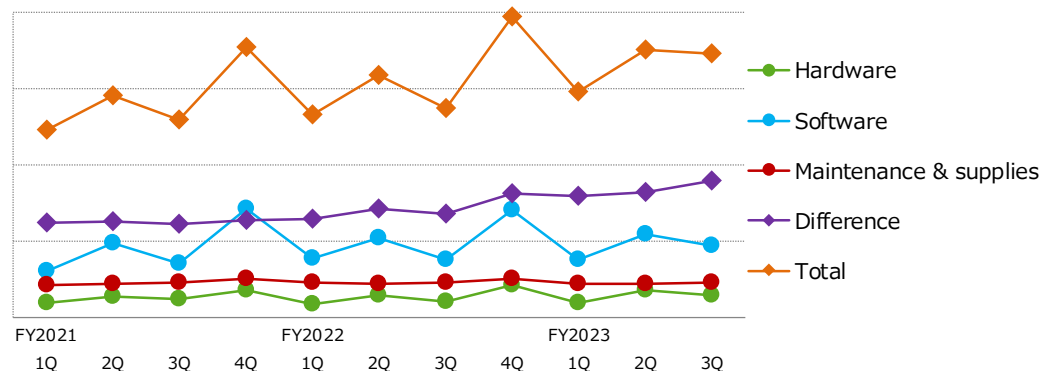
The acquisition of treasury stock

✂ Appropriately exercised with discretion and agility

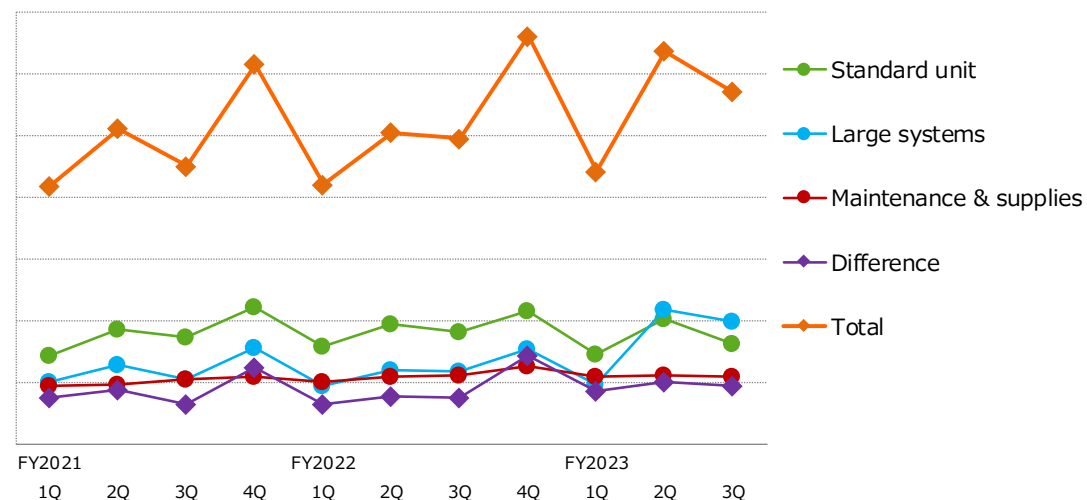
• Acquisition period	: From April 27, 2021 to September 30, 2021	From April 27, 2022 to August 31, 2022	From April 27, 2023 to August 31, 2023
• Total number of acquired stocks	: 750,000	993,900	795,100
• Total amount of acquired stocks	: 2,151 Million yen	2,477 Million yen	2,363 Million yen

Quarterly Sales by Item (actual results)

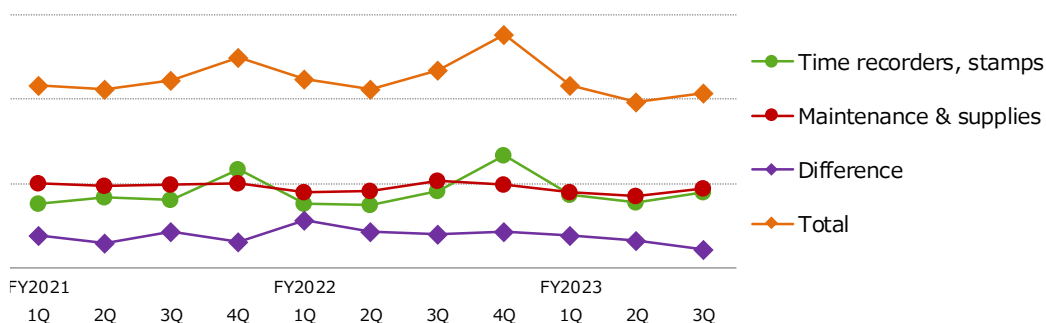
Information Systems



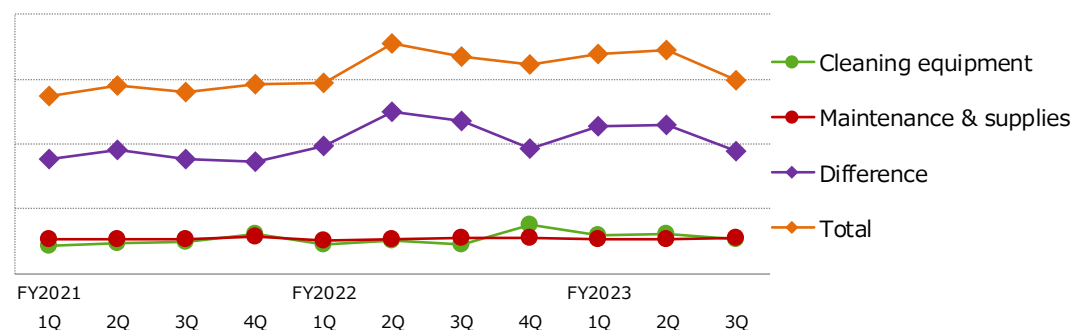
Environmental Systems



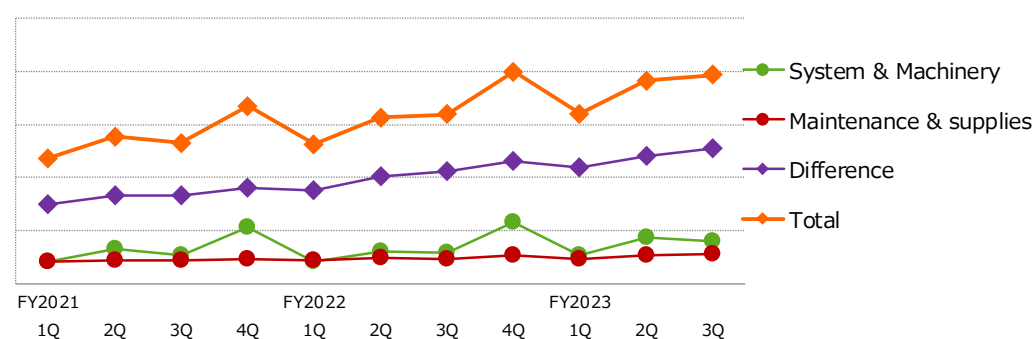
Time Management Products



Clean Systems



Parking Systems



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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.